



September 2021

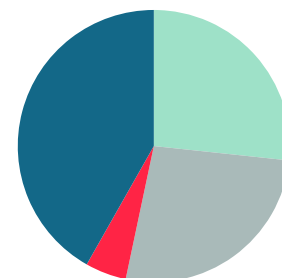
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2021 for MLS Technology Inc.

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	1,241	1,278	2.98%
Pending Listings	1,171	1,275	8.88%
New Listings	1,492	1,382	-7.37%
Average List Price	237,215	254,113	7.12%
Average Sale Price	231,063	251,178	8.71%
Average Percent of Selling Price to List Price	98.55%	99.41%	0.88%
Average Days on Market to Sale	25.98	18.38	-29.24%
End of Month Inventory	3,854	2,001	-48.08%
Months Supply of Inventory	3.69	1.74	-52.77%



■ Closed (26.69%)
■ Pending (26.63%)
■ Other OffMarket (4.89%)
■ Active (41.79%)

Absorption: Last 12 months, an Average of **1,149** Sales/Month
Active Inventory as of September 30, 2021 = **2,001**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **48.08%** to 2,001 existing homes available for sale. Over the last 12 months this area has had an average of 1,149 closed sales per month. This represents an unsold inventory index of **1.74** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **8.71%** in September 2021 to \$251,178 versus the previous year at \$231,063.

Average Days on Market Shortens

The average number of **18.38** days that homes spent on the market before selling decreased by 7.60 days or **29.24%** in September 2021 compared to last year's same month at **25.98** DOM.

Sales Success for September 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,382 New Listings in September 2021, down **7.37%** from last year at 1,492. Furthermore, there were 1,278 Closed Listings this month versus last year at 1,241, a **2.98%** increase.

Closed versus Listed trends yielded a **92.5%** ratio, up from previous year's, September 2020, at **83.2%**, a **11.18%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com



September 2021

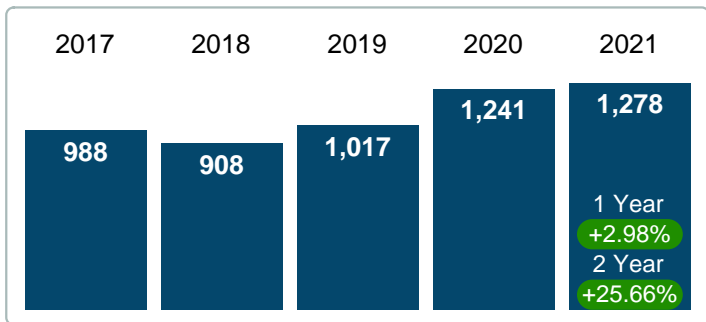
Area Delimited by County Of Tulsa



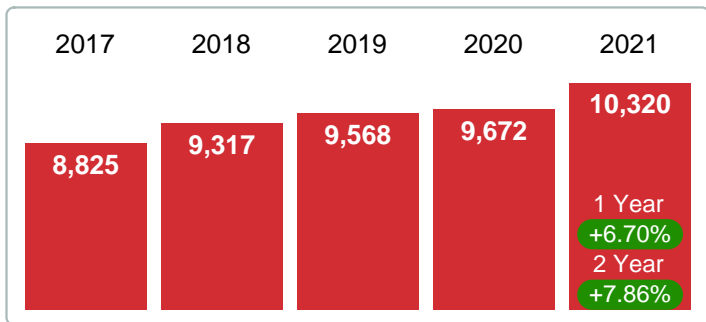
CLOSED LISTINGS

Report produced on Oct 12, 2021 for MLS Technology Inc.

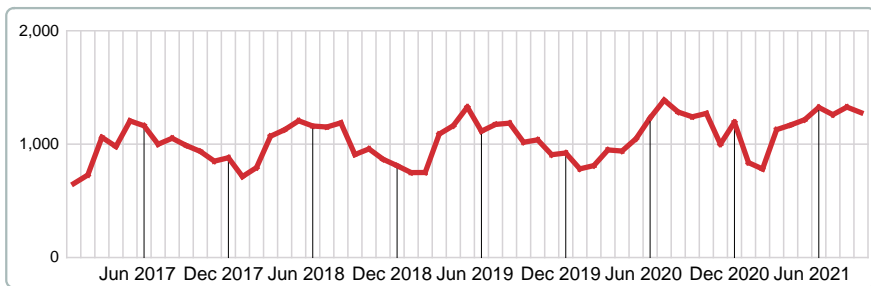
SEPTEMBER



YEAR TO DATE (YTD)

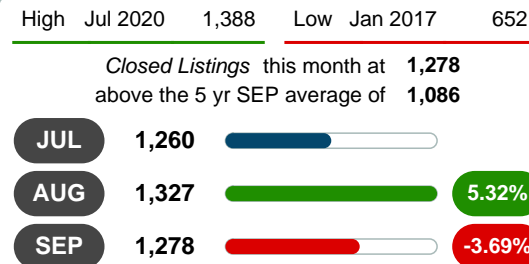


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,086



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	120	9.39%	26.2	37	65	16	2
\$50,001 - \$125,000	131	10.25%	20.3	64	62	5	0
\$125,001 - \$175,000	201	15.73%	12.7	36	145	19	1
\$175,001 - \$250,000	350	27.39%	11.3	24	233	90	3
\$250,001 - \$325,000	177	13.85%	11.8	4	83	84	6
\$325,001 - \$425,000	151	11.82%	19.6	8	42	84	17
\$425,001 and up	148	11.58%	41.5	8	19	92	29
Total Closed Units	1,278			181	649	390	58
Total Closed Volume	321,005,176	100%	18.4	26.81M	129.06M	135.40M	29.74M
Average Closed Price	\$251,178			\$148,104	\$198,861	\$347,184	\$512,688



September 2021

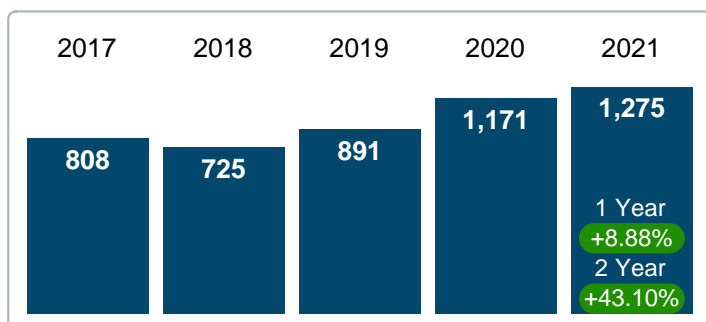
Area Delimited by County Of Tulsa



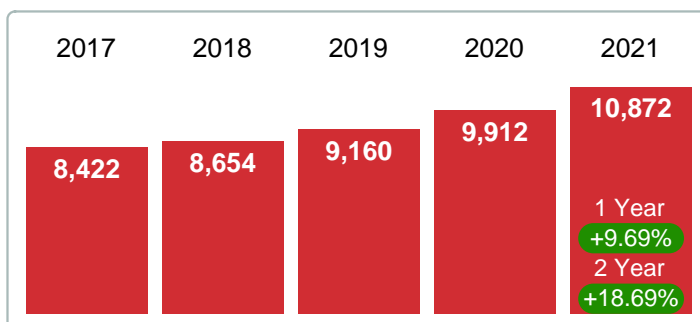
PENDING LISTINGS

Report produced on Oct 12, 2021 for MLS Technology Inc.

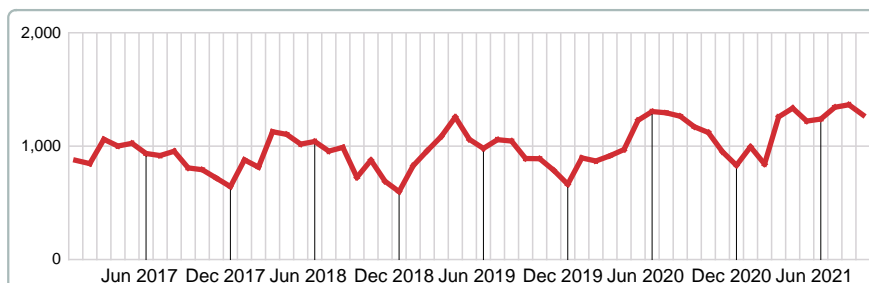
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

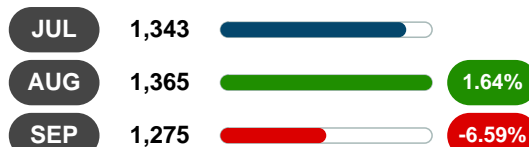


3 MONTHS

5 year SEP AVG = 974

High Aug 2021 1,365 Low Dec 2018 599

Pending Listings this month at **1,275**
above the 5 yr SEP average of **974**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	86	6.75%	35.5	36	36	12	2
\$50,001 - \$125,000	201	15.76%	19.0	108	78	15	0
\$125,001 - \$150,000	104	8.16%	31.6	24	73	6	1
\$150,001 - \$225,000	336	26.35%	19.7	50	243	41	2
\$225,001 - \$300,000	246	19.29%	16.9	8	106	120	12
\$300,001 - \$425,000	171	13.41%	25.5	8	42	98	23
\$425,001 and up	131	10.27%	52.7	8	25	68	30
Total Pending Units	1,275			242	603	360	70
Total Pending Volume	314,719,384	100%	25.2	32.83M	120.44M	116.20M	45.25M
Average Listing Price	\$211,459			\$135,655	\$199,739	\$322,764	\$646,471



September 2021

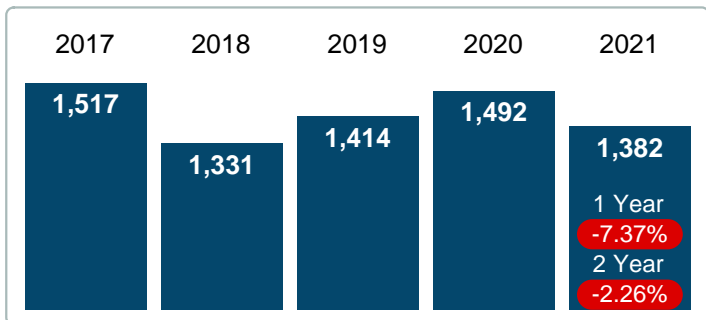
Area Delimited by County Of Tulsa



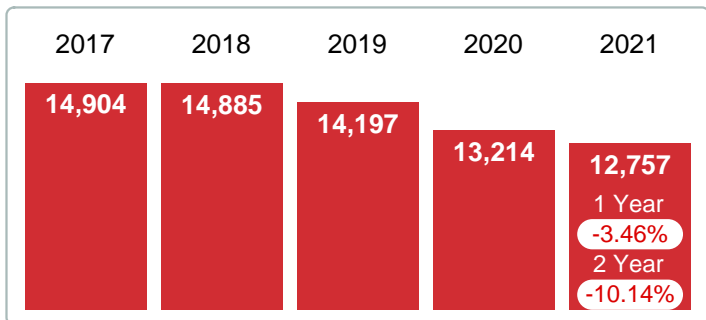
NEW LISTINGS

Report produced on Oct 12, 2021 for MLS Technology Inc.

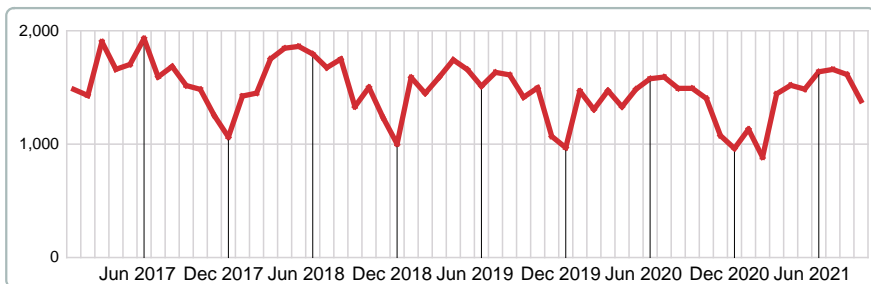
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,427

High Jun 2017 1,931 Low Feb 2021 885

New Listings this month at 1,382 below the 5 yr SEP average of 1,427



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	261	18.89%	119	105	37	0
\$75,001-\$150,000	202	14.62%	59	128	14	1
\$150,001-\$225,000	304	22.00%	38	229	35	2
\$225,001-\$325,000	309	22.36%	21	129	144	15
\$325,001-\$450,000	164	11.87%	9	42	92	21
\$450,001 and up	142	10.27%	25	23	65	29
Total New Listed Units	1,382		271	656	387	68
Total New Listed Volume	370,319,184	100%	59.52M	124.39M	137.99M	48.42M
Average New Listed Listing Price	\$177,341		\$219,635	\$189,625	\$356,555	\$712,021



September 2021

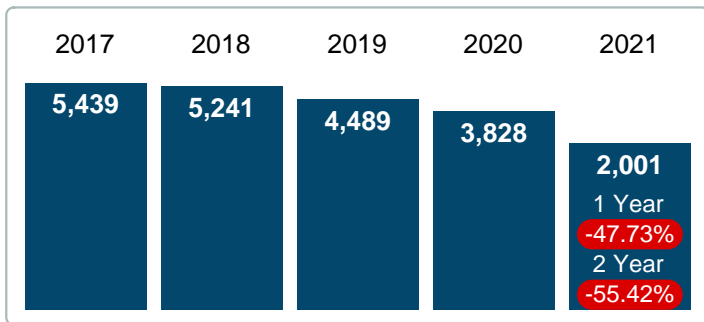
Area Delimited by County Of Tulsa



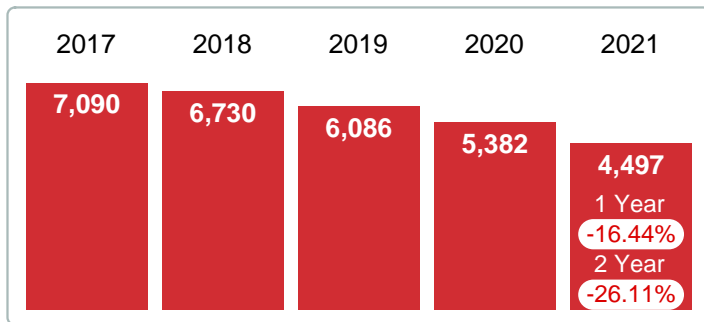
ACTIVE INVENTORY

Report produced on Oct 12, 2021 for MLS Technology Inc.

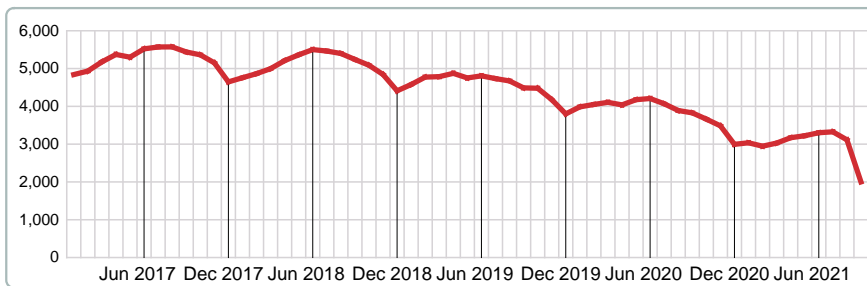
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

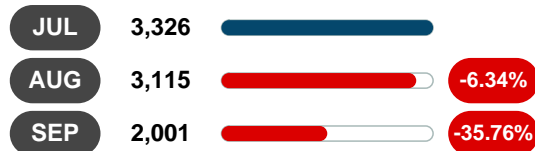


3 MONTHS

5 year SEP AVG = 4,200

High Aug 2017 5,573 Low Sep 2021 2,001

Inventory this month at **2,001**
below the 5 yr SEP average of **4,200**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	180	9.00%	46.7	72	71	36	1
\$25,001 - \$100,000	241	12.04%	95.0	175	56	8	2
\$100,001 - \$175,000	297	14.84%	62.4	133	145	17	2
\$175,001 - \$325,000	501	25.04%	55.7	106	246	135	14
\$325,001 - \$475,000	321	16.04%	73.9	59	88	146	28
\$475,001 - \$925,000	258	12.89%	87.9	65	39	102	52
\$925,001 and up	203	10.14%	112.2	117	9	40	37
Total Active Inventory by Units			2,001	727	654	484	136
Total Active Inventory by Volume			861,337,284	348.03M	154.00M	230.70M	128.60M
Average Active Inventory Listing Price			\$430,453	\$478,722	\$235,474	\$476,658	\$945,614



September 2021

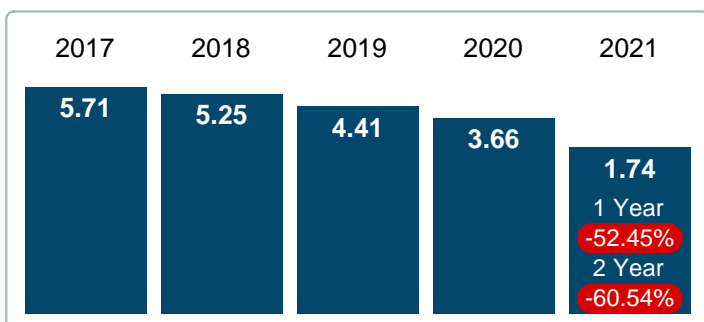
Area Delimited by County Of Tulsa



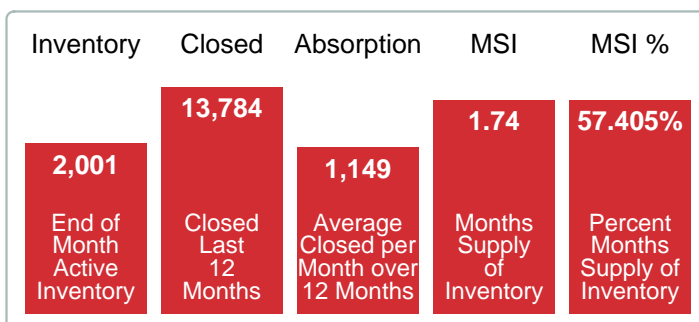
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Oct 12, 2021 for MLS Technology Inc.

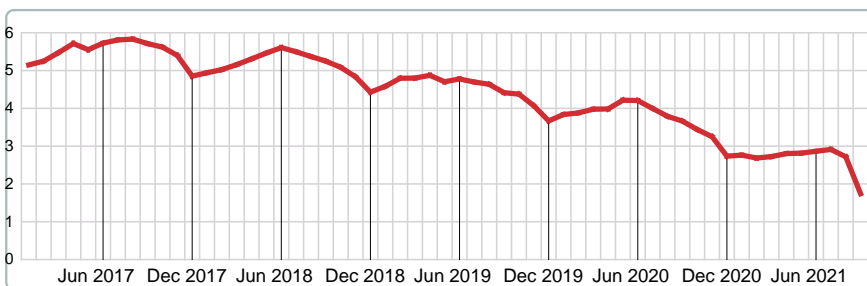
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

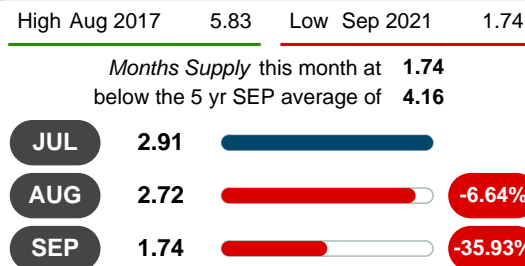


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4.16



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	180	9.00%	1.73	2.71	1.22	2.12	0.55
\$25,001 - \$100,000	241	12.04%	2.08	2.66	1.24	1.78	4.80
\$100,001 - \$175,000	297	14.84%	1.28	3.17	0.86	0.83	1.14
\$175,001 - \$325,000	501	25.04%	1.12	3.37	1.00	0.87	0.92
\$325,001 - \$475,000	321	16.04%	2.00	7.87	2.22	1.61	1.25
\$475,001 - \$925,000	258	12.89%	3.51	12.79	3.47	2.63	2.82
\$925,001 and up	203	10.14%	13.69	50.14	6.75	6.86	6.94
Market Supply of Inventory (MSI)			1.74	4.03	1.15	1.46	2.08
Total Active Inventory by Units		100%	1.74	727	654	484	136



September 2021

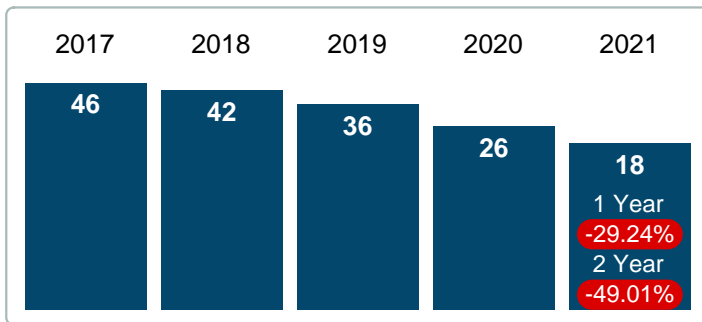
Area Delimited by County Of Tulsa



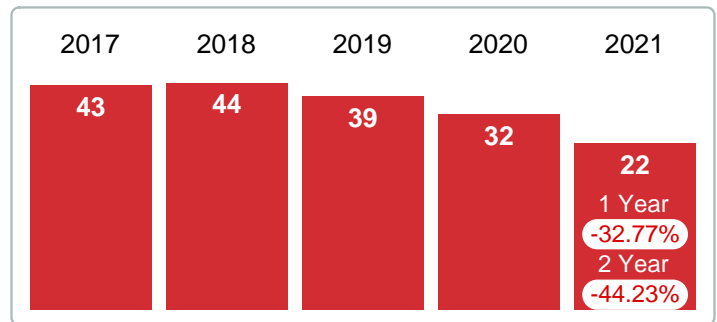
AVERAGE DAYS ON MARKET TO SALE

Report produced on Oct 12, 2021 for MLS Technology Inc.

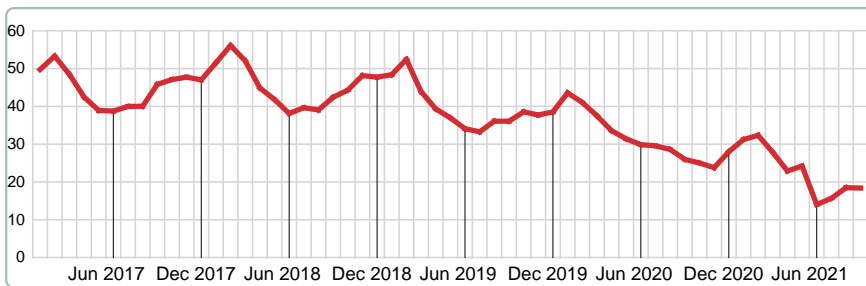
SEPTEMBER



YEAR TO DATE (YTD)

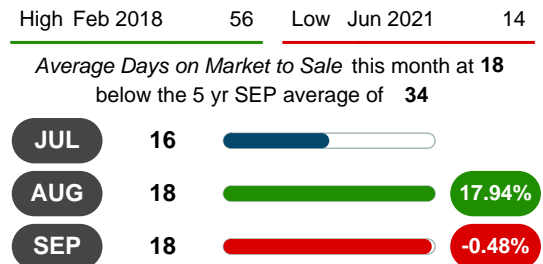


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 34



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.39%	26	36	19	24	80
\$50,001 - \$125,000	10.25%	20	26	15	3	0
\$125,001 - \$175,000	15.73%	13	18	11	14	23
\$175,001 - \$250,000	27.39%	11	36	9	11	4
\$250,001 - \$325,000	13.85%	12	77	10	10	13
\$325,001 - \$425,000	11.82%	20	17	34	14	14
\$425,001 and up	11.58%	42	122	43	34	43
Average Closed DOM		18	33	14	17	30
Total Closed Units	100%	1,278	181	649	390	58
Total Closed Volume		321,005,176	26.81M	129.06M	135.40M	29.74M



September 2021

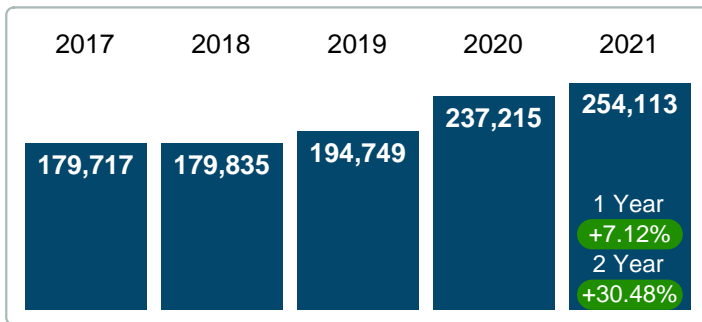
Area Delimited by County Of Tulsa



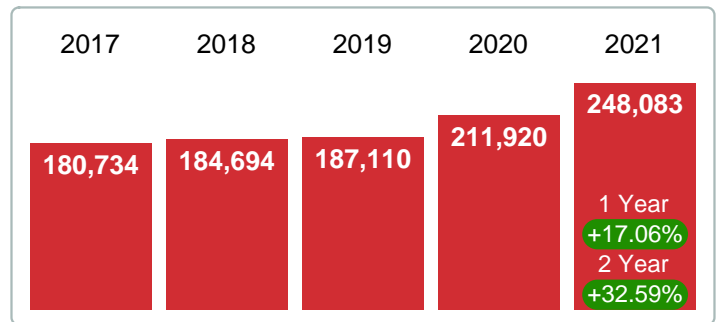
AVERAGE LIST PRICE AT CLOSING

Report produced on Oct 12, 2021 for MLS Technology Inc.

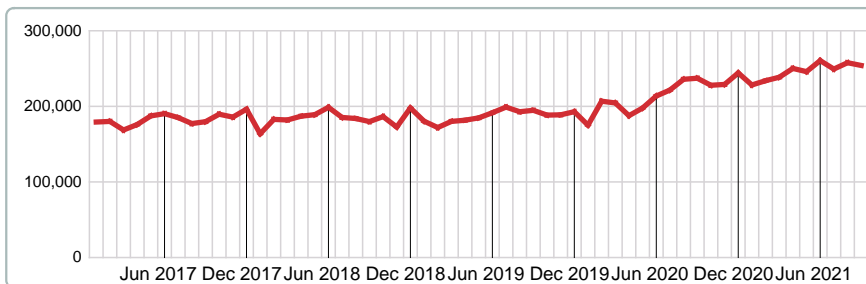
SEPTEMBER



YEAR TO DATE (YTD)

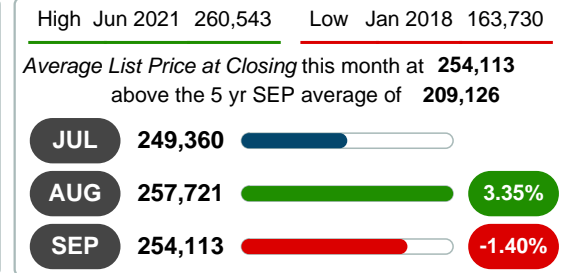


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 209,126



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.47%	9,735	17,893	6,248	4,016	3,245
\$50,001 - \$125,000	9.62%	93,164	90,793	102,145	102,580	0
\$125,001 - \$175,000	17.06%	153,639	148,737	153,526	165,821	145,000
\$175,001 - \$250,000	26.92%	213,843	239,873	207,382	223,286	219,600
\$250,001 - \$325,000	13.54%	284,596	289,725	275,688	287,250	296,963
\$325,001 - \$425,000	11.58%	376,300	387,300	371,259	378,316	374,324
\$425,001 and up	11.82%	663,161	877,500	682,110	614,459	755,968
Average List Price		254,113	159,456	198,391	349,388	532,390
Total Closed Units	100%	254,113	181	649	390	58
Total Closed Volume		324,756,906	28.86M	128.76M	136.26M	30.88M



September 2021

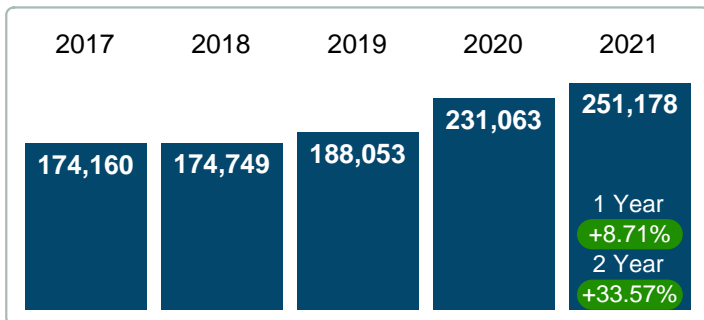
Area Delimited by County Of Tulsa



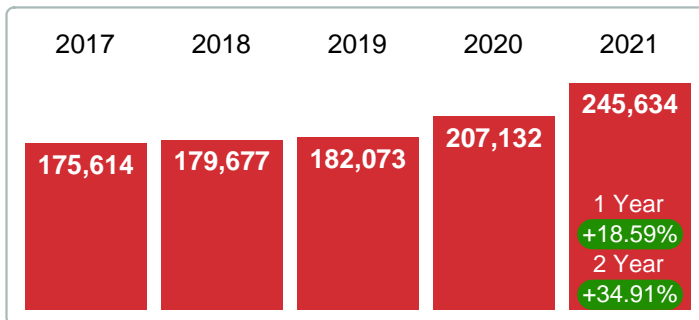
AVERAGE SOLD PRICE AT CLOSING

Report produced on Oct 12, 2021 for MLS Technology Inc.

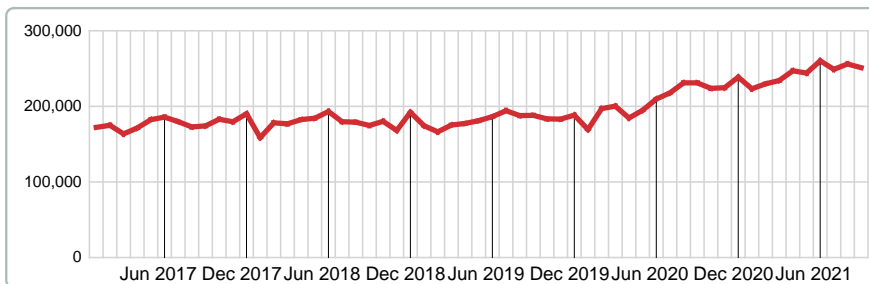
SEPTEMBER



YEAR TO DATE (YTD)

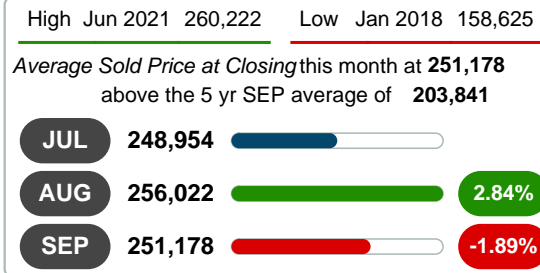


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 203,841



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.39%	8,628	15,903	5,761	4,125	3,245
\$50,001 - \$125,000	10.25%	92,503	85,261	98,835	106,700	0
\$125,001 - \$175,000	15.73%	152,268	145,058	153,383	157,858	144,000
\$175,001 - \$250,000	27.39%	213,241	208,885	209,579	223,638	220,667
\$250,001 - \$325,000	13.85%	284,737	272,500	279,547	289,710	295,083
\$325,001 - \$425,000	11.82%	374,654	377,663	369,062	377,753	371,745
\$425,001 and up	11.58%	646,217	801,875	672,798	604,443	718,388
Average Sold Price		251,178	148,104	198,861	347,184	512,688
Total Closed Units	100%	251,178	181	649	390	58
Total Closed Volume		321,005,176	26.81M	129.06M	135.40M	29.74M



September 2021

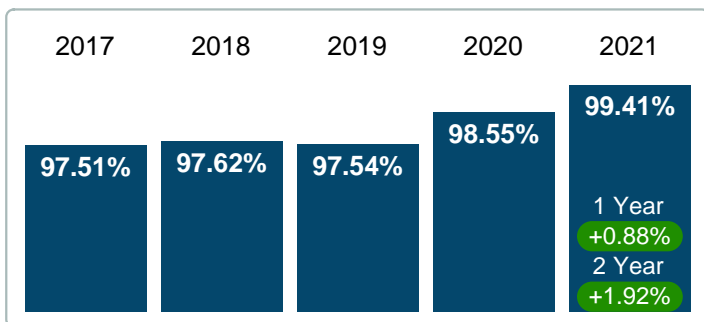
Area Delimited by County Of Tulsa



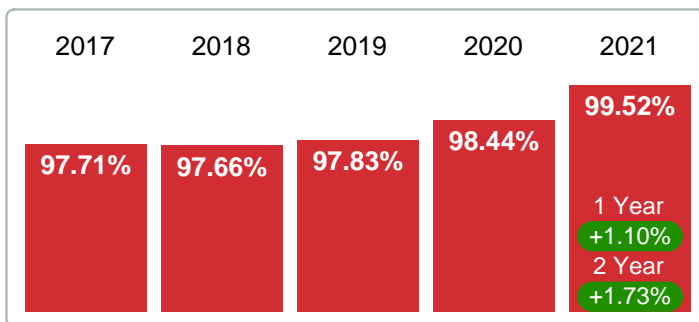
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 12, 2021 for MLS Technology Inc.

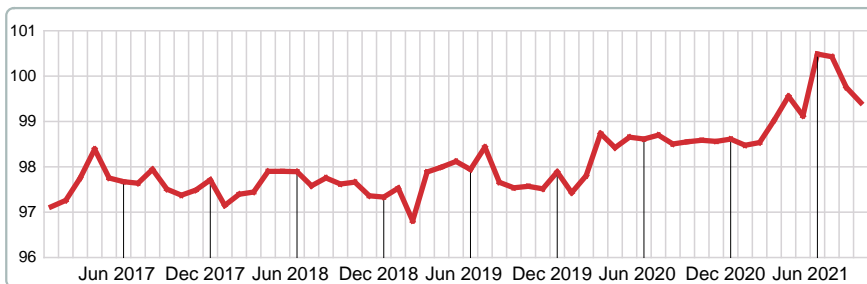
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

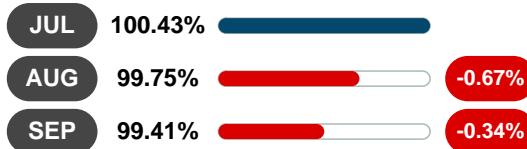


3 MONTHS

5 year SEP AVG = 98.13%

High Jun 2021 100.49% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **99.41%**
above the 5 yr SEP average of **98.13%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	120	9.39%	97.36%	93.35%	99.03%	99.50%	100.00%
\$50,001 - \$125,000	131	10.25%	96.87%	95.65%	97.54%	104.22%	0.00%
\$125,001 - \$175,000	201	15.73%	99.40%	97.98%	100.14%	96.46%	99.31%
\$175,001 - \$250,000	350	27.39%	100.56%	93.88%	101.28%	100.48%	100.34%
\$250,001 - \$325,000	177	13.85%	101.04%	95.63%	101.50%	100.95%	99.43%
\$325,001 - \$425,000	151	11.82%	99.68%	98.14%	99.63%	99.90%	99.47%
\$425,001 and up	148	11.58%	98.43%	90.66%	99.46%	99.01%	98.05%
Average Sold/List Ratio		99.40%		95.30%	100.31%	99.92%	98.82%
Total Closed Units	1,278	100%	99.40%	181	649	390	58
Total Closed Volume	321,005,176			26.81M	129.06M	135.40M	29.74M



September 2021

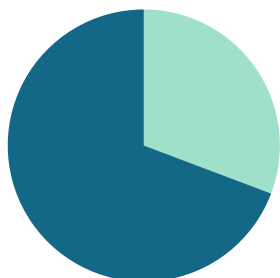
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on Oct 12, 2021 for MLS Technology Inc.

INVENTORY

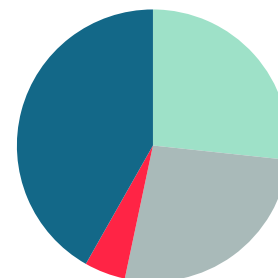


Inventory
 New Listings
1,382 = 30.74%
 Start Inventory
3,114
 Total Inventory Units
4,496
 Volume
\$1,549,403,627

Market Activity

Closed Sales
1,278 = 26.69%
 Pending Sales
1,275 = 26.63%
 Other Off Market
234 = 4.89%
 Active Inventory
2,001 = 41.79%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,241	1,278	2.98%	9,672	10,320	6.70%
Pending Sales	1,171	1,275	8.88%	9,912	10,872	9.69%
New Listings	1,492	1,382	-7.37%	13,214	12,757	-3.46%
Average List Price	237,215	254,113	7.12%	211,920	248,083	17.06%
Average Sale Price	231,063	251,178	8.71%	207,132	245,634	18.59%
Average Percent of Selling Price to List Price	98.55%	99.41%	0.88%	98.44%	99.52%	1.10%
Average Days on Market to Sale	25.98	18.38	-29.24%	32.47	21.83	-32.77%
Monthly Inventory	3,854	2,001	-48.08%	3,854	2,001	-48.08%
Months Supply of Inventory	3.69	1.74	-52.77%	3.69	1.74	-52.77%

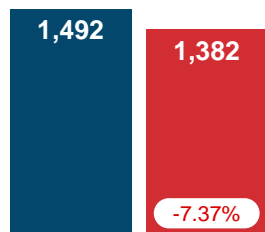
Absorption: Last 12 months, an Average of **1,149** Sales/Month

Inventory on September 30, 2021 = **2,001** 2020 2021

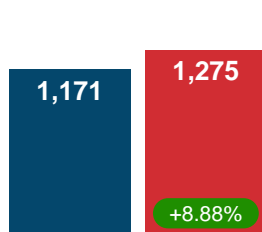
SEPTEMBER MARKET

AVERAGE PRICES

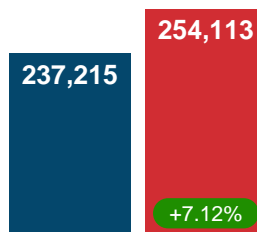
New Listings



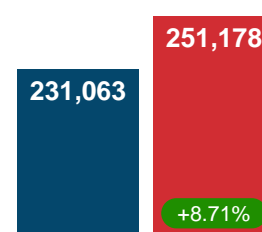
Pending Listings



List Price



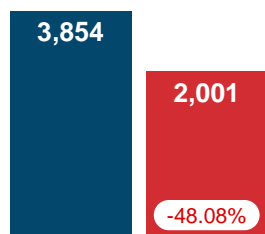
Sale Price



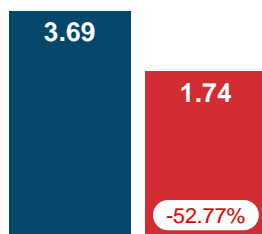
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

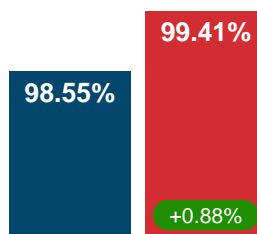
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

