



September 2021

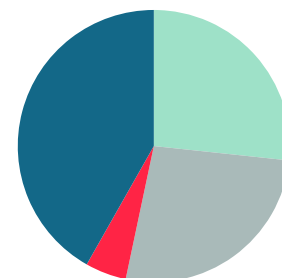
Area Delimited by County Of Tulsa



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%
Median List Price	199,900	215,000	7.55%
Median Sale Price	199,000	215,000	8.04%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	6.00	-25.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **8.04%** in September 2021 to \$215,000 versus the previous year at \$199,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 2.00 days or **25.00%** in September 2021 compared to last year's same month at **8.00** DOM.

Sales Success for September 2021 is Positive

Overall, with Median 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.

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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

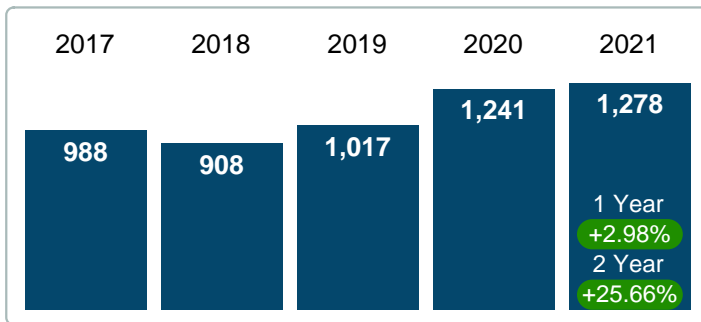
Area Delimited by County Of Tulsa



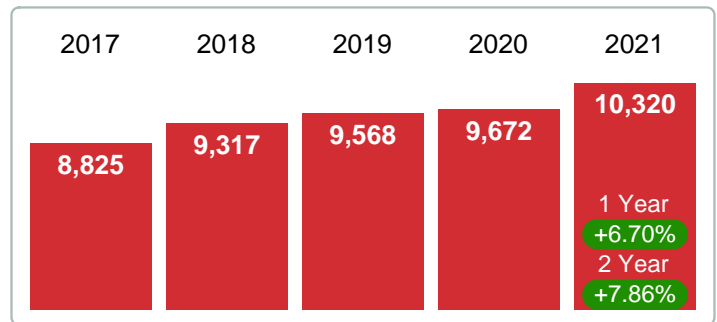
CLOSED LISTINGS

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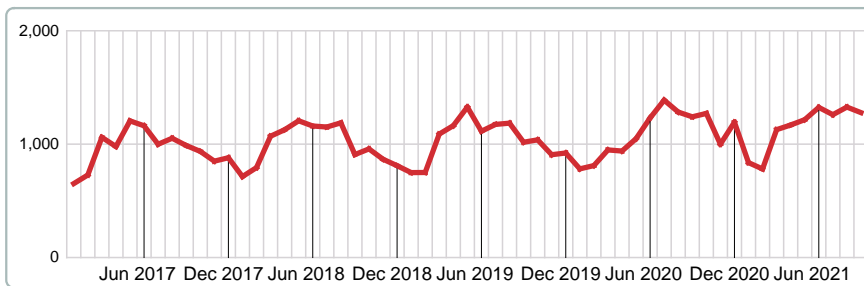
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

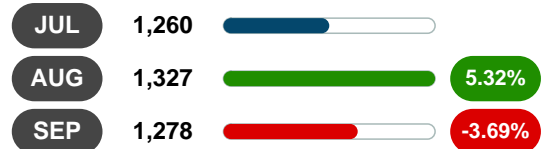


3 MONTHS

5 year SEP AVG = 1,086

High Jul 2020 1,388 Low Jan 2017 652

Closed Listings this month at **1,278**
above the 5 yr SEP average of **1,086**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	120	9.39%	13.0	37	65	16	2
\$50,001 - \$125,000	131	10.25%	8.0	64	62	5	0
\$125,001 - \$175,000	201	15.73%	6.0	36	145	19	1
\$175,001 - \$250,000	350	27.39%	4.0	24	233	90	3
\$250,001 - \$325,000	177	13.85%	4.0	4	83	84	6
\$325,001 - \$425,000	151	11.82%	7.0	8	42	84	17
\$425,001 and up	148	11.58%	11.5	8	19	92	29
Total Closed Units	1,278			181	649	390	58
Total Closed Volume	321,005,176	100%	6.0	26.81M	129.06M	135.40M	29.74M
Median Closed Price	\$215,000			\$112,500	\$190,000	\$308,875	\$429,500



September 2021

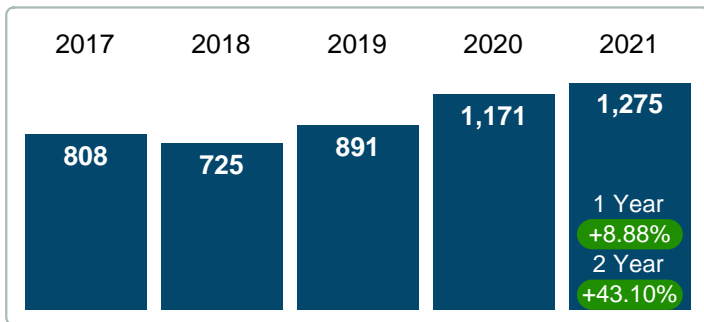
Area Delimited by County Of Tulsa



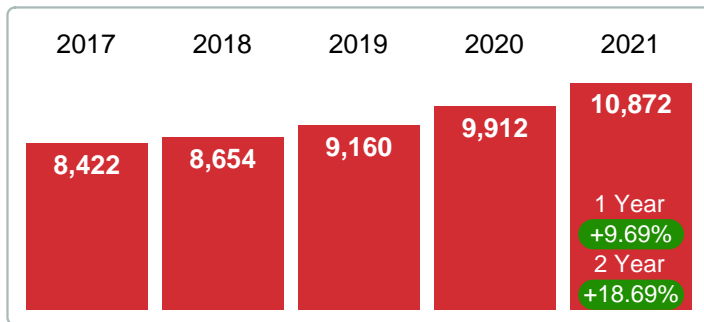
PENDING LISTINGS

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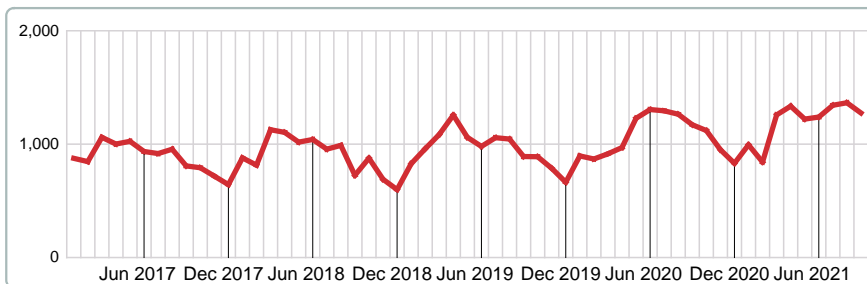
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

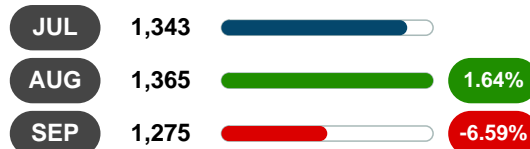


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	86	6.75%	17.5	36	36	12	2
\$50,001 - \$125,000	201	15.76%	4.0	108	78	15	0
\$125,001 - \$150,000	104	8.16%	16.5	24	73	6	1
\$150,001 - \$225,000	336	26.35%	6.0	50	243	41	2
\$225,001 - \$300,000	246	19.29%	7.0	8	106	120	12
\$300,001 - \$425,000	171	13.41%	9.0	8	42	98	23
\$425,001 and up	131	10.27%	24.0	8	25	68	30
Total Pending Units	1,275			242	603	360	70
Total Pending Volume	314,719,384	100%	9.0	32.83M	120.44M	116.20M	45.25M
Median Listing Price	\$208,765			\$99,500	\$189,900	\$296,500	\$407,000



September 2021

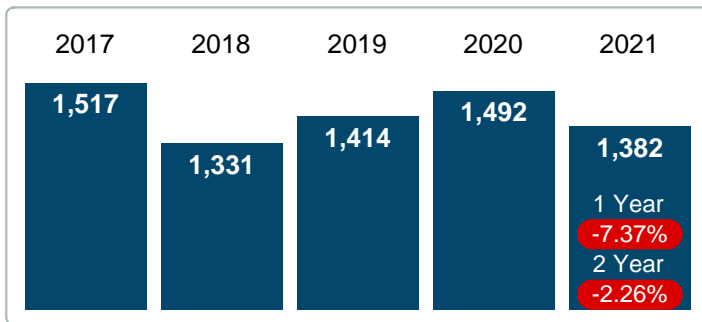
Area Delimited by County Of Tulsa



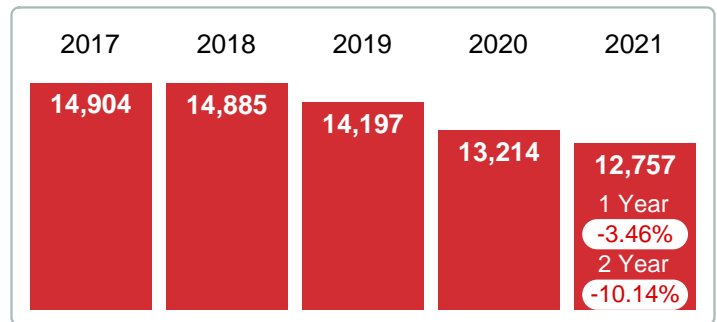
NEW LISTINGS

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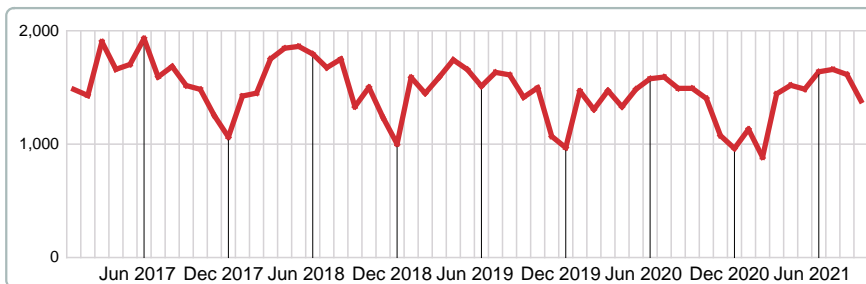
SEPTEMBER



YEAR TO DATE (YTD)

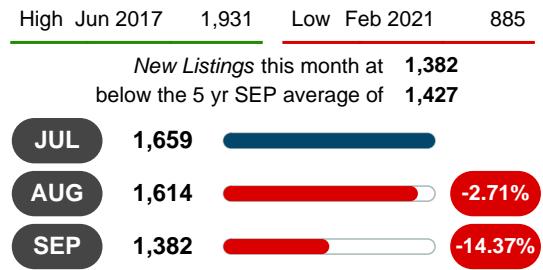


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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
Median New Listed Listing Price	\$210,000		\$97,500	\$185,000	\$299,000	\$418,000



September 2021

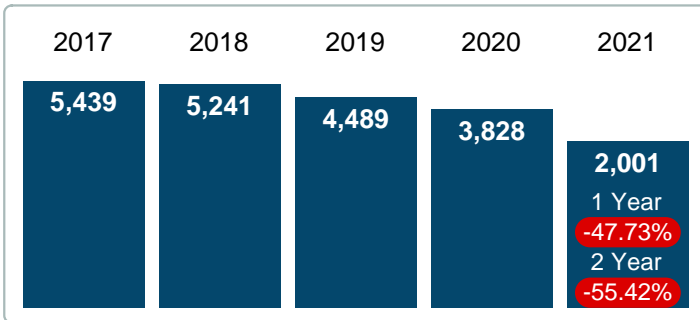
Area Delimited by County Of Tulsa



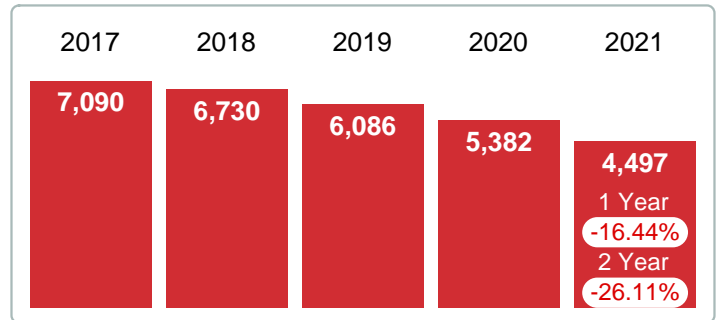
ACTIVE INVENTORY

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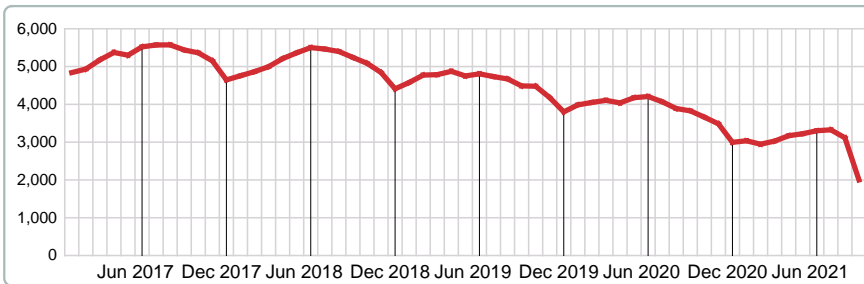
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

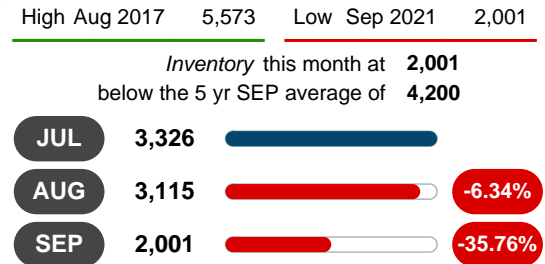


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4,200



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	180	9.00%	24.0	72	71	36	1
\$25,001 - \$100,000	241	12.04%	66.0	175	56	8	2
\$100,001 - \$175,000	297	14.84%	55.0	133	145	17	2
\$175,001 - \$325,000	501	25.04%	35.0	106	246	135	14
\$325,001 - \$475,000	321	16.04%	50.0	59	88	146	28
\$475,001 - \$925,000	258	12.89%	66.0	65	39	102	52
\$925,001 and up	203	10.14%	93.0	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
Median Active Inventory Listing Price			\$250,000	\$160,000	\$199,000	\$379,950	\$637,000



September 2021

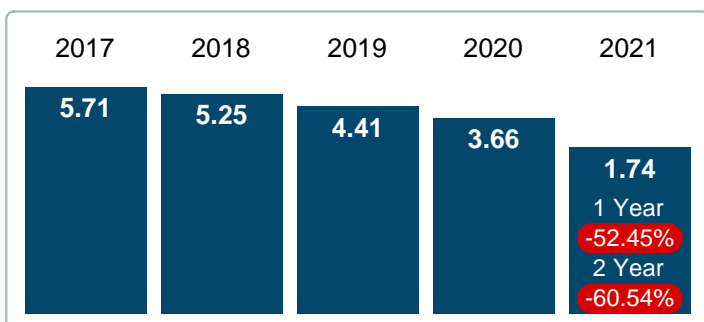
Area Delimited by County Of Tulsa



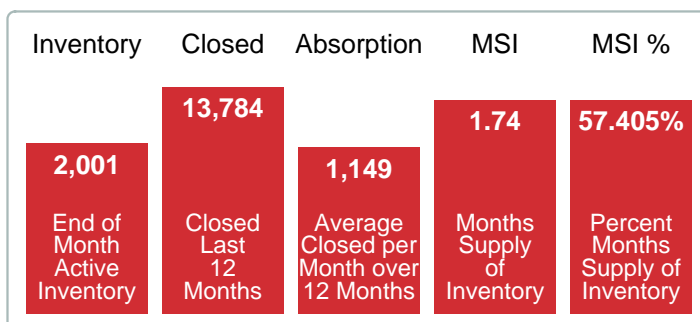
MONTHS SUPPLY of INVENTORY (MSI)

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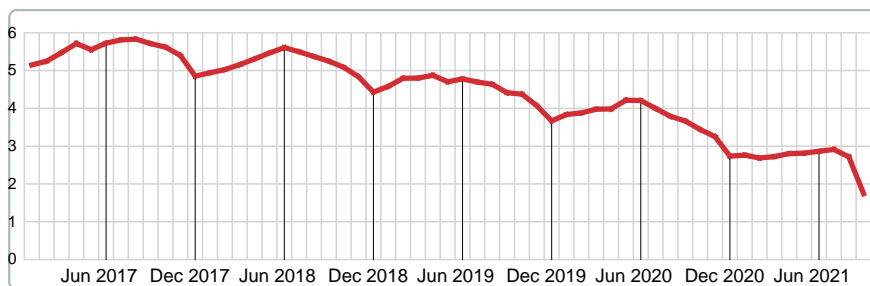
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

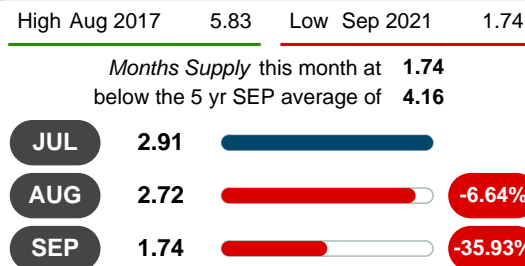


5 YEAR MARKET ACTIVITY TRENDS



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

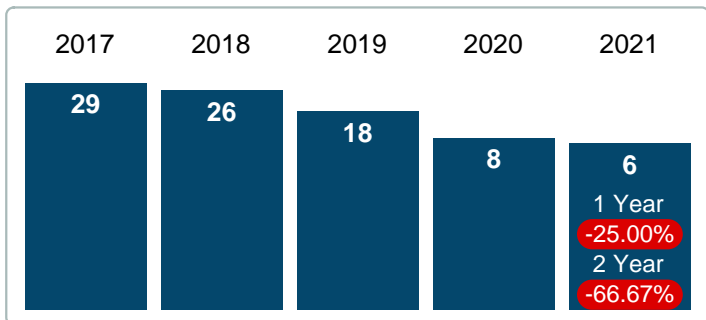
Area Delimited by County Of Tulsa



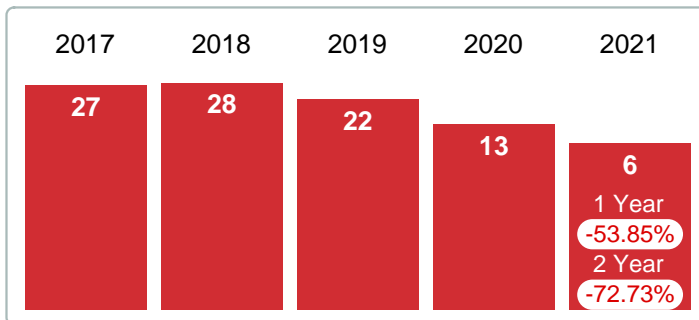
MEDIAN DAYS ON MARKET TO SALE

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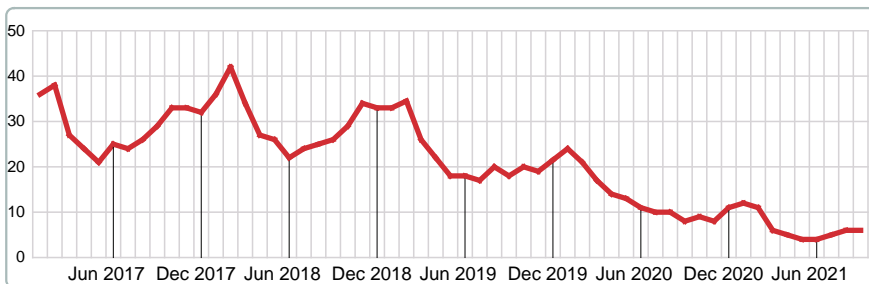
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

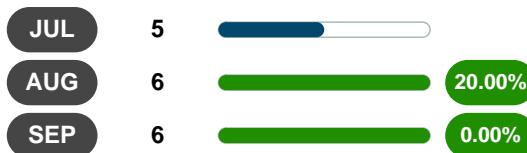


3 MONTHS

5 year SEP AVG = 17

High Feb 2018 42 Low Jun 2021 4

Median Days on Market to Sale this month at 6 below the 5 yr SEP average of 17



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.39%	13	13	13	21	80
\$50,001 - \$125,000	10.25%	8	10	7	2	0
\$125,001 - \$175,000	15.73%	6	16	5	8	23
\$175,001 - \$250,000	27.39%	4	6	4	5	2
\$250,001 - \$325,000	13.85%	4	23	3	5	13
\$325,001 - \$425,000	11.82%	7	10	5	7	14
\$425,001 and up	11.58%	12	95	9	7	12
Median Closed DOM		6	13	5	6	13
Total Closed Units	100%	6.0	181	649	390	58
Total Closed Volume			26.81M	129.06M	135.40M	29.74M



September 2021

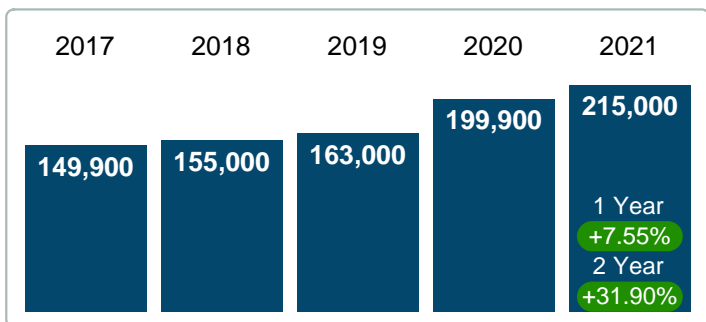
Area Delimited by County Of Tulsa



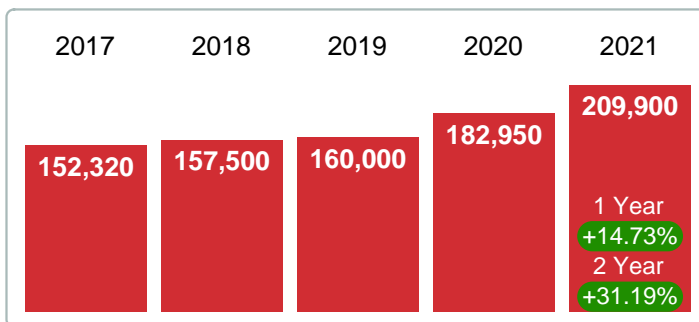
MEDIAN LIST PRICE AT CLOSING

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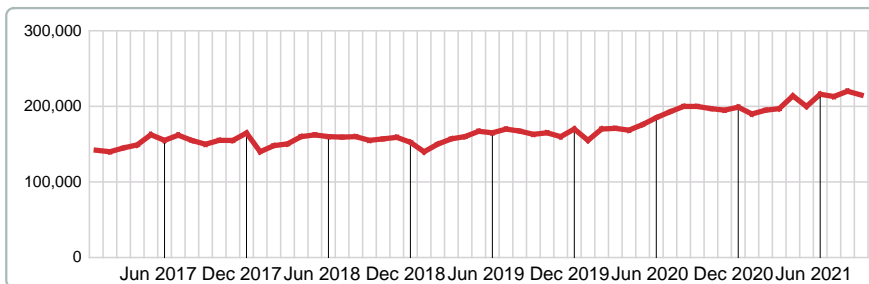
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

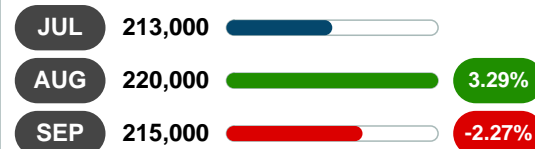


3 MONTHS

5 year SEP AVG = 176,560

High Aug 2021 220,000 Low Jan 2019 139,900

Median List Price at Closing this month at **215,000**
above the 5 yr SEP average of **176,560**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.47%	1,600	5,000	1,450	1,995	3,245
\$50,001 - \$125,000	9.62%	95,000	85,000	100,000	99,500	0
\$125,001 - \$175,000	17.06%	154,950	145,000	155,750	159,000	145,000
\$175,001 - \$250,000	26.92%	214,900	204,900	210,000	225,000	224,900
\$250,001 - \$325,000	13.54%	285,000	290,000	275,000	289,000	285,000
\$325,001 - \$425,000	11.58%	375,000	379,950	362,700	389,000	371,400
\$425,001 and up	11.82%	525,000	647,500	489,900	515,000	599,900
Median List Price		215,000	115,900	185,000	300,000	429,950
Total Closed Units	100%	215,000	181	649	390	58
Total Closed Volume		324,756,906	28.86M	128.76M	136.26M	30.88M



September 2021

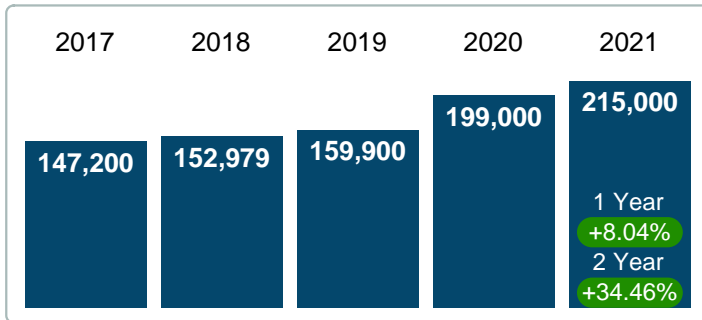
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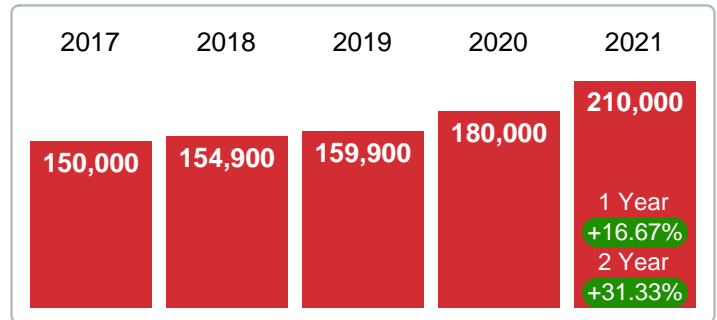
MEDIAN SOLD PRICE AT CLOSING

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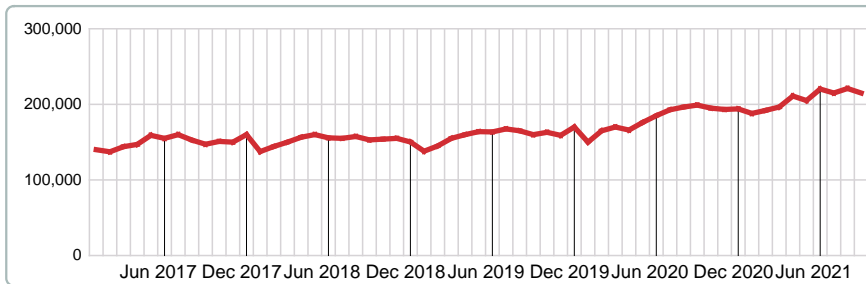
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

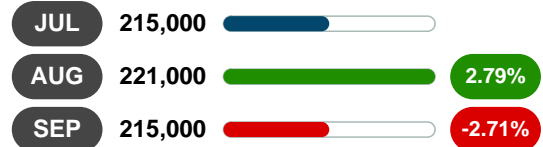


3 MONTHS

5 year SEP AVG = 174,816

High Aug 2021 221,000 Low Feb 2017 137,250

Median Sold Price at Closing this month at **215,000**
above the 5 yr SEP average of **174,816**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.39%	1,613	3,000	1,450	1,985	3,245
\$50,001 - \$125,000	10.25%	95,000	80,000	105,000	102,000	0
\$125,001 - \$175,000	15.73%	152,000	141,250	154,900	158,000	144,000
\$175,001 - \$250,000	27.39%	212,000	210,000	206,000	229,500	235,000
\$250,001 - \$325,000	13.85%	285,000	272,500	275,000	288,500	300,000
\$325,001 - \$425,000	11.82%	375,000	377,500	364,035	380,195	371,500
\$425,001 and up	11.58%	517,500	542,500	490,000	500,000	610,000
Median Sold Price		215,000	112,500	190,000	308,875	429,500
Total Closed Units	100%	1,278	181	649	390	58
Total Closed Volume		321,005,176	26.81M	129.06M	135.40M	29.74M



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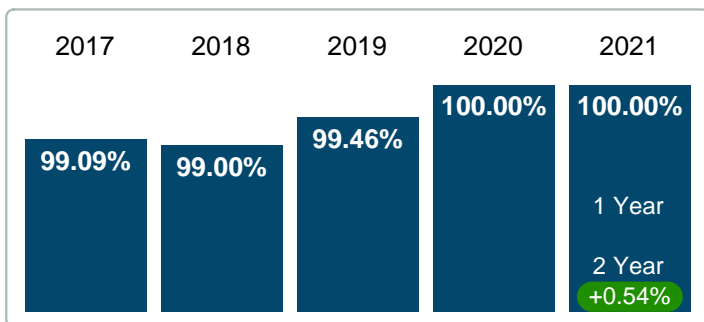
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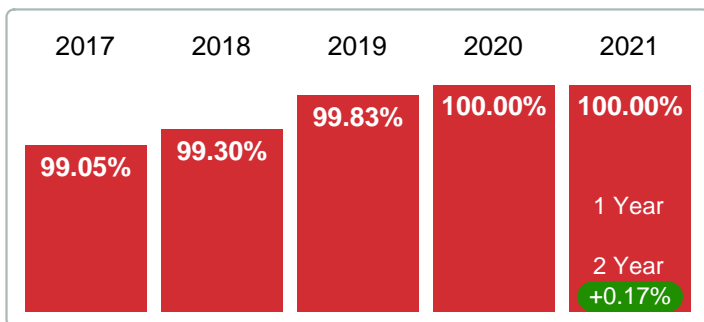
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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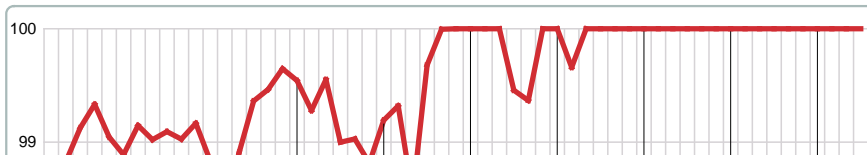
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.51%

High Sep 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr SEP average of 99.51%

JUL 100.00%
AUG 100.00%
SEP 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	120	9.39%	100.00%	100.00%	100.00%	100.00%	100.00%
\$50,001 - \$125,000	131	10.25%	100.00%	100.00%	99.76%	105.18%	0.00%
\$125,001 - \$175,000	201	15.73%	100.00%	99.78%	100.00%	100.00%	99.31%
\$175,001 - \$250,000	350	27.39%	100.00%	98.26%	100.00%	100.00%	100.04%
\$250,001 - \$325,000	177	13.85%	100.76%	99.14%	101.85%	100.30%	100.00%
\$325,001 - \$425,000	151	11.82%	100.00%	99.05%	100.00%	100.00%	100.00%
\$425,001 and up	148	11.58%	100.00%	90.05%	99.26%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		1,278	100%	181	649	390	58
Total Closed Volume		321,005,176		26.81M	129.06M	135.40M	29.74M



September 2021

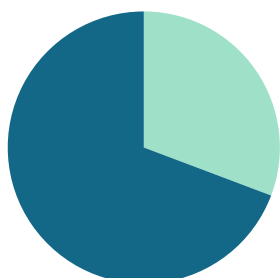
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

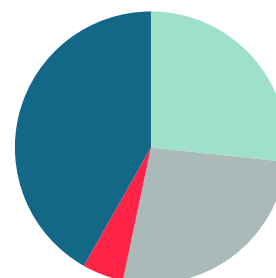


Inventory
 New Listings
1,382 = 30.74%
 Start Inventory
3,114
 Total Inventory Units
4,496
 Volume
\$1,549,403,627

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%
Median List Price	199,900	215,000	7.55%	182,950	209,900	14.73%
Median Sale Price	199,000	215,000	8.04%	180,000	210,000	16.67%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	6.00	-25.00%	13.00	6.00	-53.85%
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%

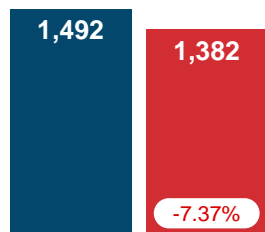
Absorption: Last 12 months, an Average of **1,149** Sales/Month

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

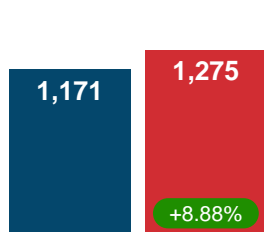
SEPTEMBER MARKET

MEDIAN PRICES

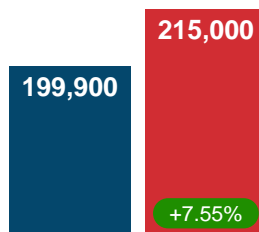
New Listings



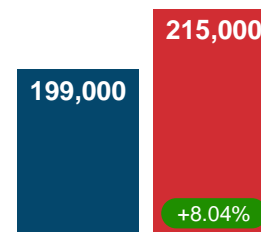
Pending Listings



List Price



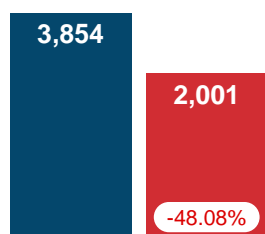
Sale Price



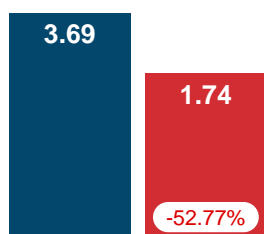
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

