

December 2021



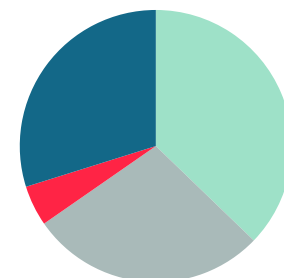
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	1,052	1,050	-0.19%
Pending Listings	759	794	4.61%
New Listings	758	731	-3.56%
Average List Price	259,677	283,800	9.29%
Average Sale Price	255,307	282,425	10.62%
Average Percent of Selling Price to List Price	98.83%	99.72%	0.90%
Average Days on Market to Sale	25.75	20.68	-19.70%
End of Month Inventory	1,217	842	-30.81%
Months Supply of Inventory	1.30	0.83	-36.39%



■ Closed (37.21%)
■ Pending (28.14%)
■ Other OffMarket (4.82%)
■ Active (29.84%)

Absorption: Last 12 months, an Average of **1,018** Sales/Month
Active Inventory as of December 31, 2021 = **842**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **30.81%** to 842 existing homes available for sale. Over the last 12 months this area has had an average of 1,018 closed sales per month. This represents an unsold inventory index of **0.83** 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 **10.62%** in December 2021 to \$282,425 versus the previous year at \$255,307.

Average Days on Market Shortens

The average number of **20.68** days that homes spent on the market before selling decreased by 5.07 days or **19.70%** in December 2021 compared to last year's same month at **25.75** DOM.

Sales Success for December 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 731 New Listings in December 2021, down **3.56%** from last year at 758. Furthermore, there were 1,050 Closed Listings this month versus last year at 1,052, a **-0.19%** decrease.

Closed versus Listed trends yielded a **143.6%** ratio, up from previous year's, December 2020, at **138.8%**, a **3.50%** 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

December 2021



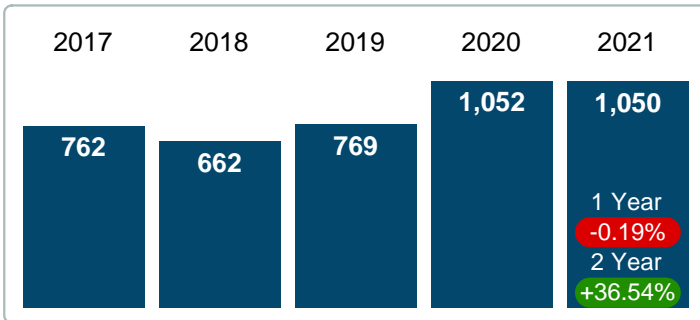
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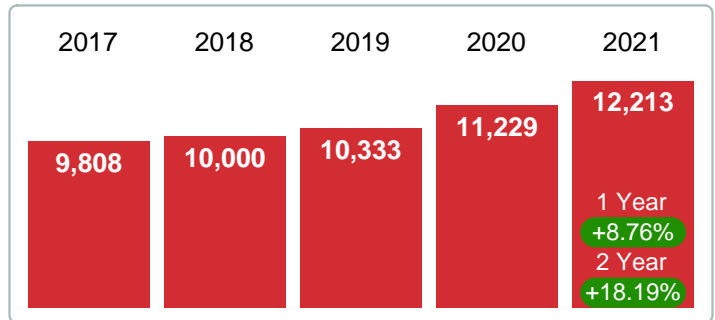
CLOSED LISTINGS

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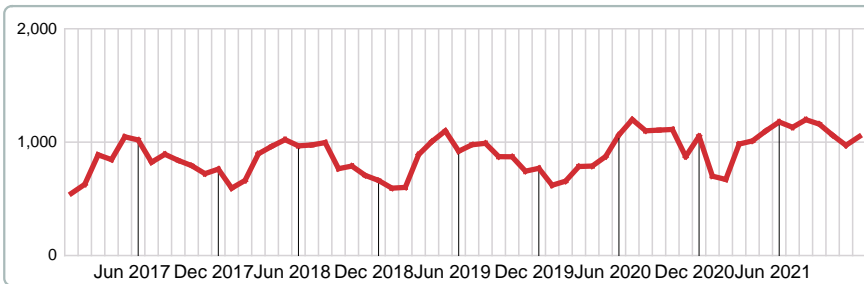
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

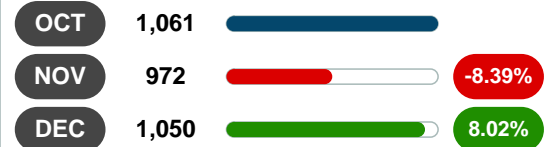


3 MONTHS

5 year DEC AVG = 859

High Jul 2020 1,199 Low Jan 2017 548

Closed Listings this month at **1,050**
above the 5 yr DEC average of **859**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	88	8.38%	17.2	39	46	2	1
\$100,001 - \$150,000	128	12.19%	15.2	27	91	9	1
\$150,001 - \$175,000	99	9.43%	13.5	14	74	11	0
\$175,001 - \$250,000	297	28.29%	14.3	26	223	43	5
\$250,001 - \$350,000	203	19.33%	21.3	17	88	87	11
\$350,001 - \$475,000	129	12.29%	30.7	3	50	66	10
\$475,001 and up	106	10.10%	41.6	1	19	52	34
Total Closed Units	1,050			127	591	270	62
Total Closed Volume	296,546,528	100%	20.7	20.38M	133.54M	102.01M	40.62M
Average Closed Price	\$282,425			\$160,456	\$225,958	\$377,814	\$655,122

December 2021



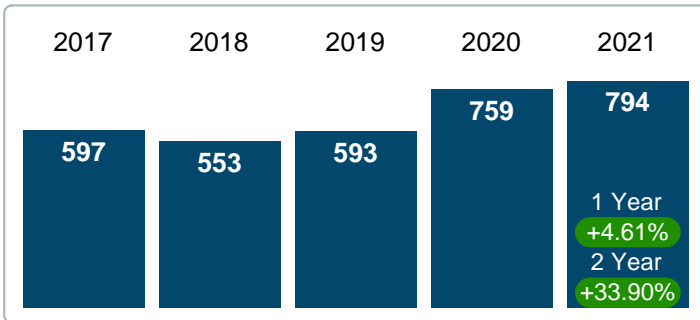
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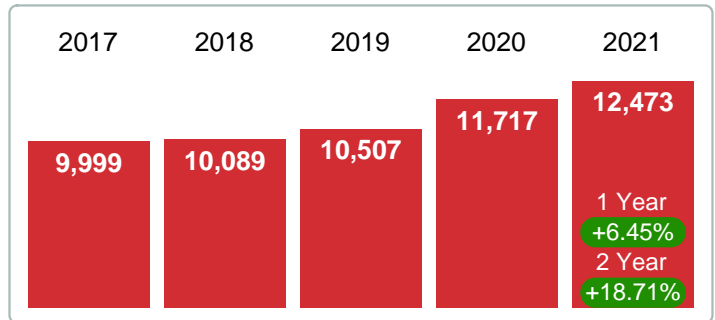
PENDING LISTINGS

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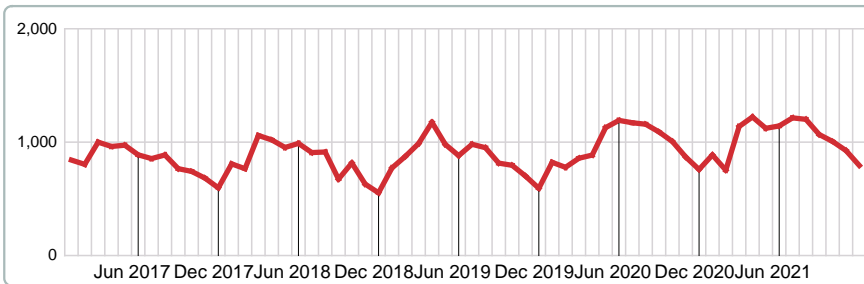
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

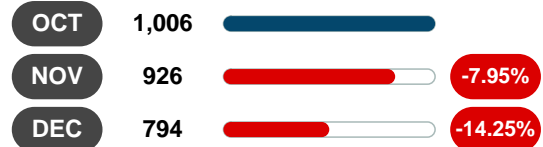


3 MONTHS

5 year DEC AVG = 659

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **794**
above the 5 yr DEC average of **659**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	50	6.30%	28.0	30	18	2	0
\$75,001 - \$125,000	90	11.34%	27.5	36	49	5	0
\$125,001 - \$175,000	121	15.24%	19.5	20	86	14	1
\$175,001 - \$250,000	213	26.83%	26.6	12	156	42	3
\$250,001 - \$325,000	123	15.49%	27.2	6	56	54	7
\$325,001 - \$450,000	117	14.74%	26.1	4	38	58	17
\$450,001 and up	80	10.08%	43.2	0	15	46	19
Total Pending Units	794			108	418	221	47
Total Pending Volume	221,860,118	100%	27.4	13.80M	93.03M	81.96M	33.08M
Average Listing Price	\$278,898			\$127,745	\$222,550	\$370,840	\$703,872

December 2021



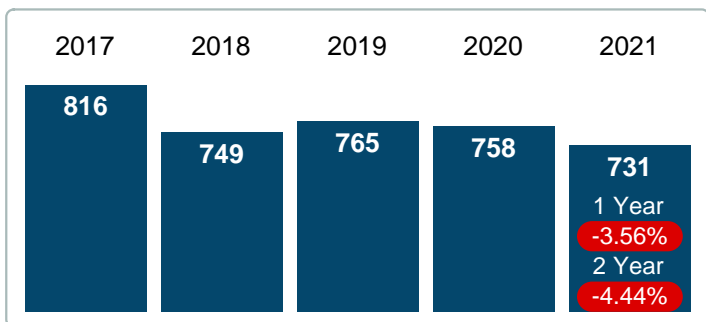
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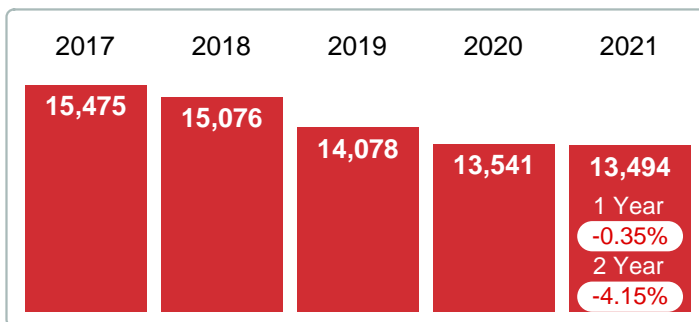
NEW LISTINGS

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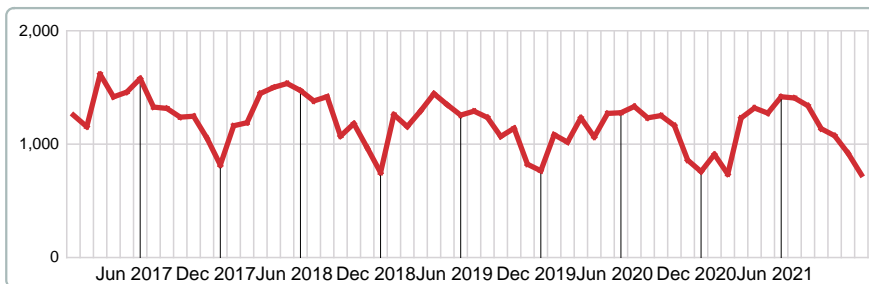
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 764

High Mar 2017 1,616 Low Dec 2021 731

New Listings this month at 731
 below the 5 yr DEC average of 764



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	73	9.99%	50	19	4	0
\$100,001 - \$150,000	92	12.59%	23	61	7	1
\$150,001 - \$175,000	58	7.93%	11	39	8	0
\$175,001 - \$250,000	203	27.77%	15	149	34	5
\$250,001 - \$350,000	140	19.15%	10	65	59	6
\$350,001 - \$475,000	91	12.45%	3	29	51	8
\$475,001 and up	74	10.12%	1	11	42	20
Total New Listed Units	731		113	373	205	40
Total New Listed Volume	210,957,536	100%	15.99M	87.84M	76.13M	31.01M
Average New Listed Listing Price	\$278,850		\$141,467	\$235,496	\$371,345	\$775,153

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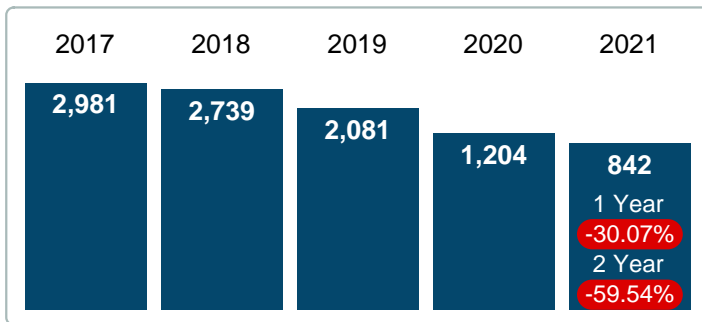
Area Delimited by County Of Tulsa - Residential Property Type



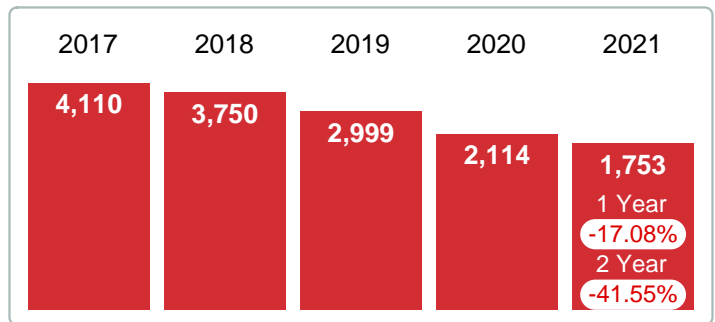
ACTIVE INVENTORY

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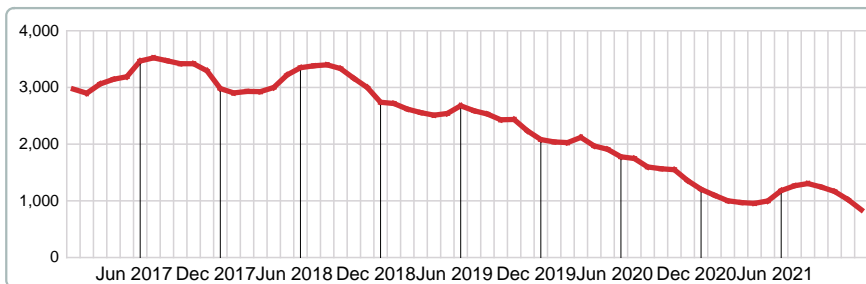
END OF DECEMBER



ACTIVE DURING DECEMBER

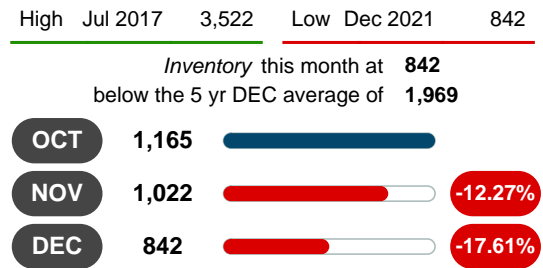


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,969



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	70	8.31%	150.4	48	19	3	0
\$75,001 - \$150,000	116	13.78%	64.5	49	59	8	0
\$150,001 - \$200,000	97	11.52%	71.9	18	63	14	2
\$200,001 - \$350,000	232	27.55%	59.9	17	122	80	13
\$350,001 - \$500,000	132	15.68%	79.4	9	49	60	14
\$500,001 - \$725,000	111	13.18%	98.0	2	24	66	19
\$725,001 and up	84	9.98%	98.3	1	8	39	36
Total Active Inventory by Units			842	144	344	270	84
Total Active Inventory by Volume			356,572,227	22.12M	97.78M	143.38M	93.29M
Average Active Inventory Listing Price			\$423,482	\$153,617	\$284,251	\$531,036	\$1,110,587

December 2021



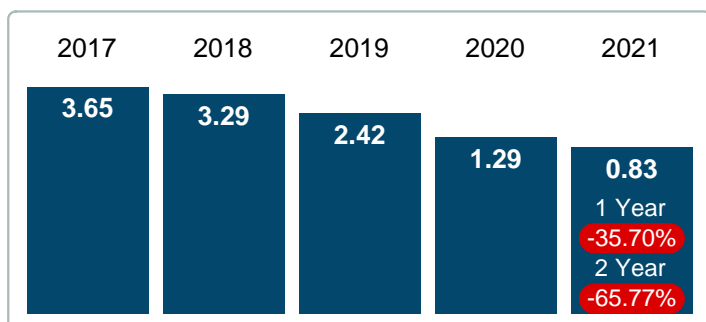
Area Delimited by County Of Tulsa - Residential Property Type



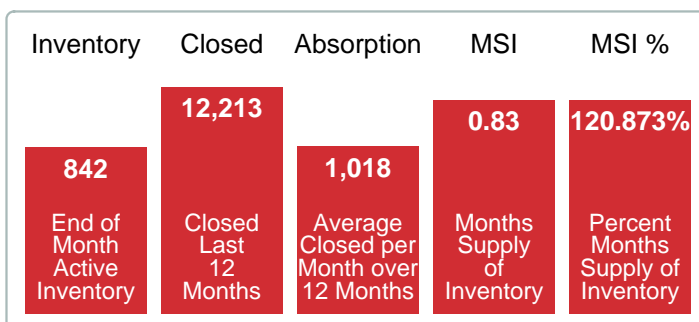
MONTHS SUPPLY of INVENTORY (MSI)

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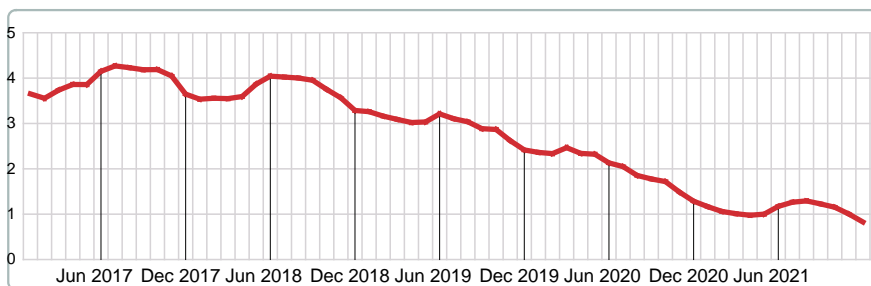
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

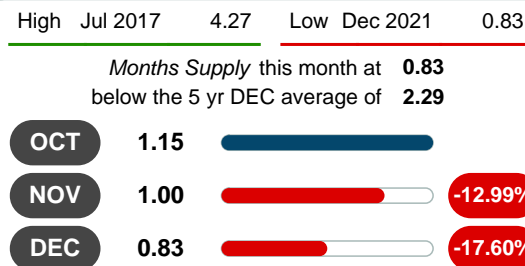


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.29



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
\$75,000 and less	70	8.31%	1.16	1.44	0.79	1.03	0.00
\$75,001 - \$150,000	116	13.78%	0.71	1.11	0.55	0.70	0.00
\$150,001 - \$200,000	97	11.52%	0.50	1.02	0.42	0.58	1.09
\$200,001 - \$350,000	232	27.55%	0.60	0.83	0.62	0.53	0.73
\$350,001 - \$500,000	132	15.68%	0.96	2.51	1.45	0.75	0.70
\$500,001 - \$725,000	111	13.18%	2.25	4.00	2.91	2.46	1.39
\$725,001 and up	84	9.98%	3.14	4.00	2.59	2.98	3.48
Market Supply of Inventory (MSI)			0.83	1.20	0.66	0.87	1.30
Total Active Inventory by Units		100%	842	144	344	270	84

December 2021



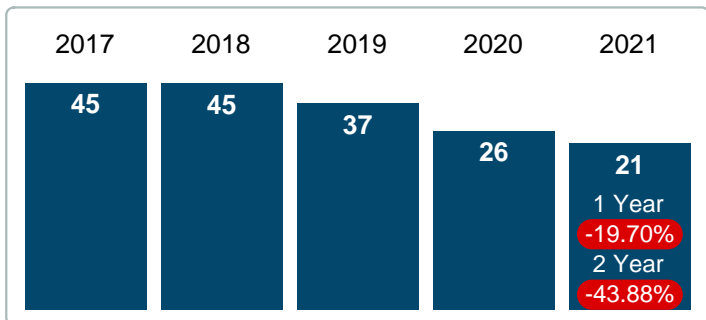
Area Delimited by County Of Tulsa - Residential Property Type



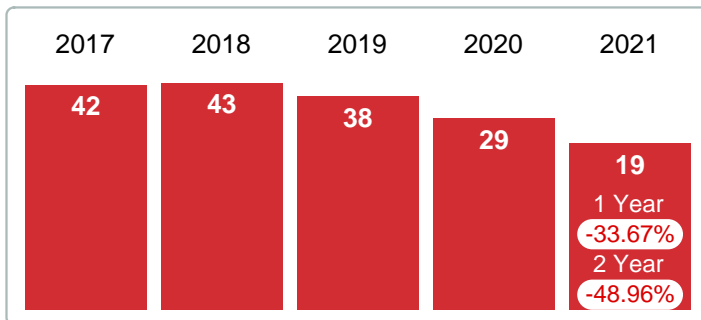
AVERAGE DAYS ON MARKET TO SALE

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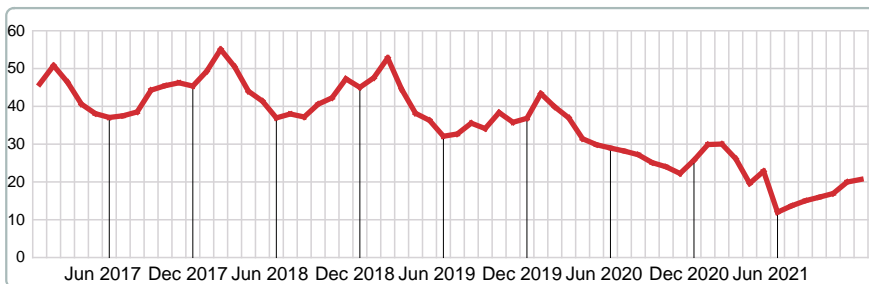
DECEMBER



YEAR TO DATE (YTD)

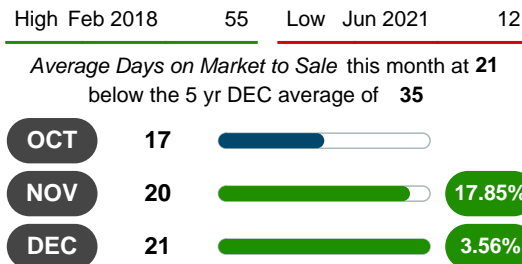


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 35



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
\$100,000 and less	8.38%	17	20	13	7	112
\$100,001 - \$150,000	12.19%	15	17	13	32	27
\$150,001 - \$175,000	9.43%	13	18	12	21	0
\$175,001 - \$250,000	28.29%	14	12	14	14	15
\$250,001 - \$350,000	19.33%	21	26	17	26	17
\$350,001 - \$475,000	12.29%	31	42	34	29	21
\$475,001 and up	10.10%	42	1	20	32	70
Average Closed DOM		21	19	16	26	48
Total Closed Units	100%	21	127	591	270	62
Total Closed Volume		296,546,528	20.38M	133.54M	102.01M	40.62M

December 2021



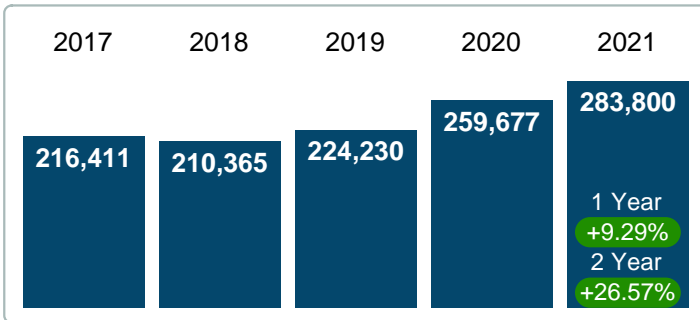
Area Delimited by County Of Tulsa - Residential Property Type



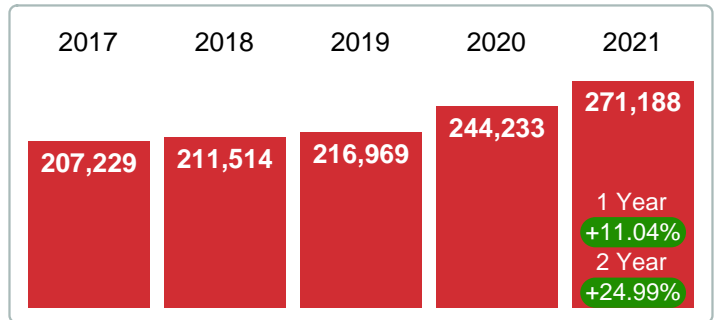
AVERAGE LIST PRICE AT CLOSING

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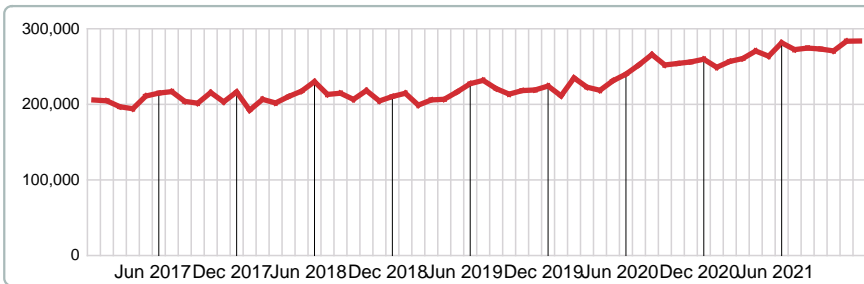
DECEMBER



YEAR TO DATE (YTD)

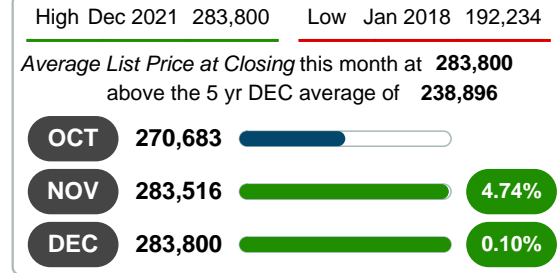


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 238,896



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
\$100,000 and less	7.71%	71,058	69,905	79,159	70,000	89,500
\$100,001 - \$150,000	12.57%	130,176	129,096	133,095	136,378	125,000
\$150,001 - \$175,000	10.19%	164,734	164,004	164,981	165,972	0
\$175,001 - \$250,000	28.76%	211,866	205,044	207,616	222,463	218,940
\$250,001 - \$350,000	18.67%	298,863	304,282	287,764	300,333	317,898
\$350,001 - \$475,000	12.19%	401,892	389,333	398,509	399,401	406,280
\$475,001 and up	9.90%	802,128	495,000	736,368	719,523	949,490
Average List Price		283,800	162,794	225,887	380,236	663,734
Total Closed Units	100%	283,800	127	591	270	62
Total Closed Volume		297,989,532	20.67M	133.50M	102.66M	41.15M

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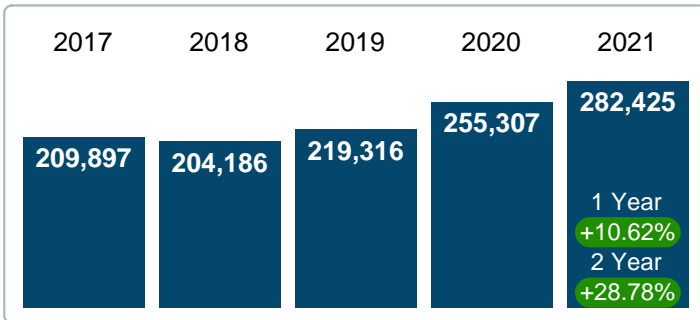
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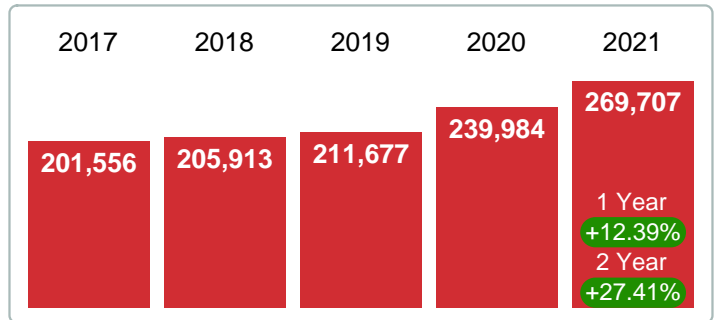
AVERAGE SOLD PRICE AT CLOSING

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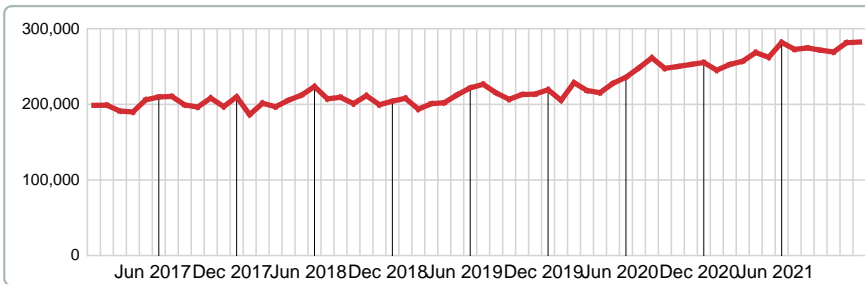
DECEMBER



YEAR TO DATE (YTD)

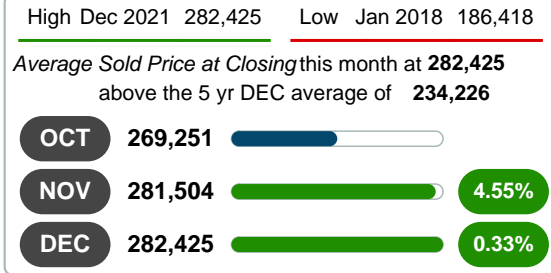


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 234,226



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
\$100,000 and less	88	8.38%	70,614	66,863	73,290	77,500	80,000
\$100,001 - \$150,000	128	12.19%	130,829	125,769	132,152	134,389	115,000
\$150,001 - \$175,000	99	9.43%	165,863	165,541	165,628	167,855	0
\$175,001 - \$250,000	297	28.29%	210,677	205,800	209,251	219,592	222,980
\$250,001 - \$350,000	203	19.33%	295,438	296,915	289,461	298,448	317,173
\$350,001 - \$475,000	129	12.29%	398,503	387,833	395,242	401,188	400,290
\$475,001 and up	106	10.10%	785,037	495,000	736,320	709,864	935,761
Average Sold Price			282,425	160,456	225,958	377,814	655,122
Total Closed Units		100%	282,425	127	591	270	62
Total Closed Volume			296,546,528	20.38M	133.54M	102.01M	40.62M

December 2021



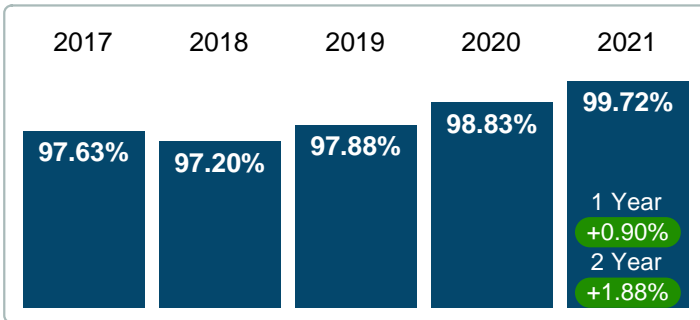
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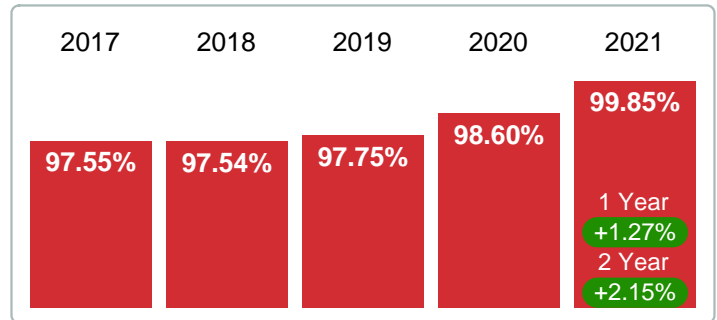
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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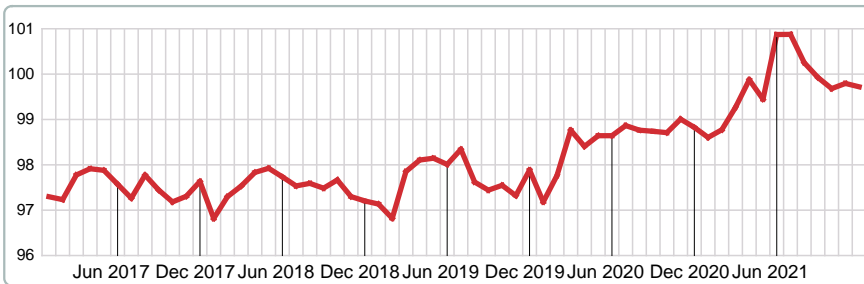
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

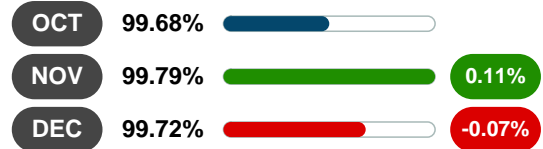


3 MONTHS

5 year DEC AVG = 98.25%

High Jul 2021 100.88% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.72%**
above the 5 yr DEC average of **98.25%**



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
\$100,000 and less	88	8.38%	95.58%	96.04%	94.76%	108.33%	89.39%
\$100,001 - \$150,000	128	12.19%	99.22%	97.96%	99.62%	99.71%	92.00%
\$150,001 - \$175,000	99	9.43%	100.79%	101.16%	100.59%	101.70%	0.00%
\$175,001 - \$250,000	297	28.29%	100.67%	100.49%	100.96%	99.16%	101.91%
\$250,001 - \$350,000	203	19.33%	99.94%	97.73%	100.70%	99.61%	99.85%
\$350,001 - \$475,000	129	12.29%	99.88%	99.61%	99.35%	100.49%	98.55%
\$475,001 and up	106	10.10%	99.49%	100.00%	99.53%	99.90%	98.84%
Average Sold/List Ratio		99.70%		98.27%	100.00%	99.96%	98.96%
Total Closed Units		1,050	100%	127	591	270	62
Total Closed Volume		296,546,528		20.38M	133.54M	102.01M	40.62M

December 2021



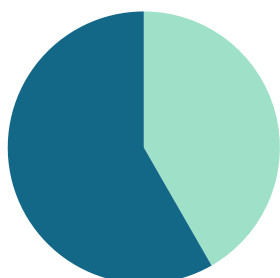
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

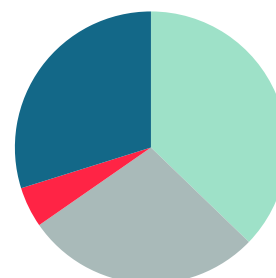


Inventory
 New Listings
731 = 41.70%
 Start Inventory
1,022
 Total Inventory Units
1,753
 Volume
\$623,802,453

Market Activity

Closed Sales
1,050 = 37.21%
 Pending Sales
794 = 28.14%
 Other Off Market
136 = 4.82%
 Active Inventory
842 = 29.84%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,052	1,050	-0.19%	11,229	12,213	8.76%
Pending Sales	759	794	4.61%	11,717	12,473	6.45%
New Listings	758	731	-3.56%	13,541	13,494	-0.35%
Average List Price	259,677	283,800	9.29%	244,233	271,188	11.04%
Average Sale Price	255,307	282,425	10.62%	239,984	269,707	12.39%
Average Percent of Selling Price to List Price	98.83%	99.72%	0.90%	98.60%	99.85%	1.27%
Average Days on Market to Sale	25.75	20.68	-19.70%	29.24	19.40	-33.67%
Monthly Inventory	1,217	842	-30.81%	1,217	842	-30.81%
Months Supply of Inventory	1.30	0.83	-36.39%	1.30	0.83	-36.39%

Absorption: Last 12 months, an Average of **1,018** Sales/Month

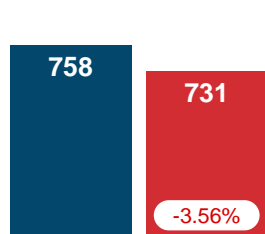
Inventory on December 31, 2021 = **842**

2020 **2021**

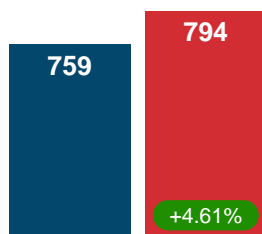
DECEMBER MARKET

AVERAGE PRICES

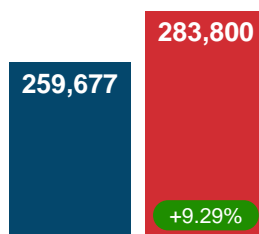
New Listings



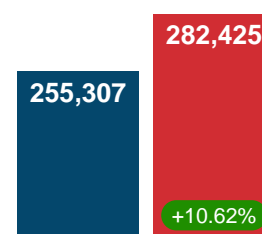
Pending Listings



List Price



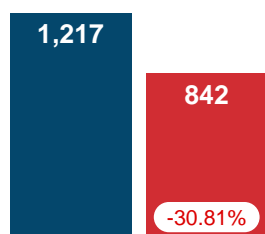
Sale Price



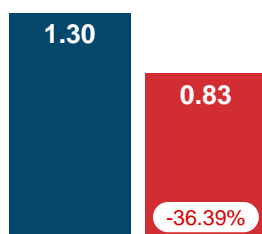
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

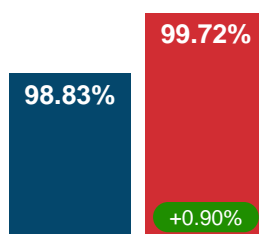
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

