

December 2021



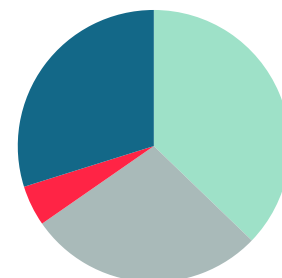
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	218,000	223,910	2.71%
Median Sale Price	215,500	223,387	3.66%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	6.00	-40.00%
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.

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 **3.66%** in December 2021 to \$223,387 versus the previous year at \$215,500.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 4.00 days or **40.00%** in December 2021 compared to last year's same month at **10.00** DOM.

Sales Success for December 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 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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



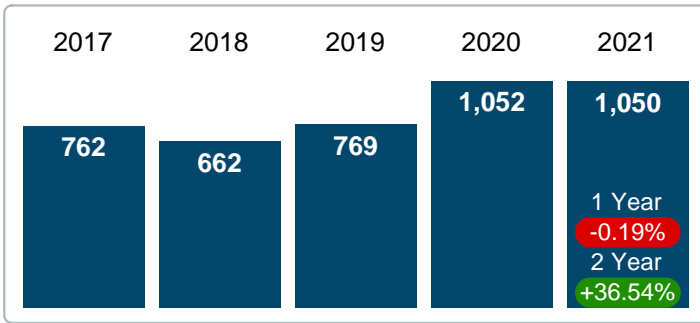
Area Delimited by County Of Tulsa - Residential Property Type



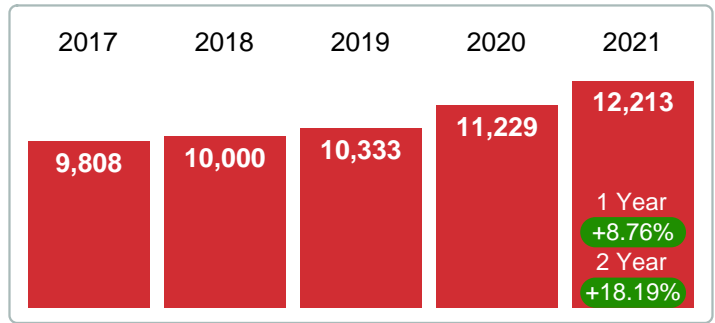
CLOSED LISTINGS

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

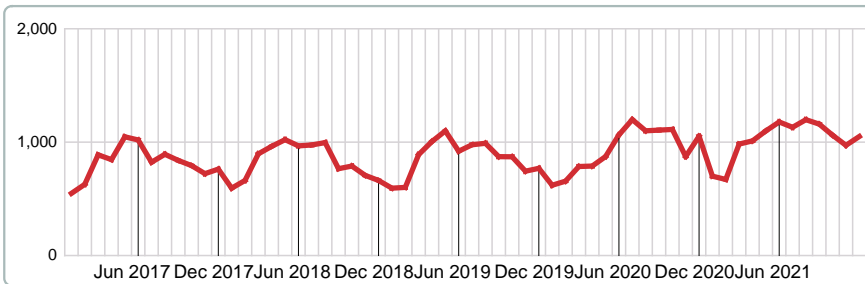
DECEMBER



YEAR TO DATE (YTD)

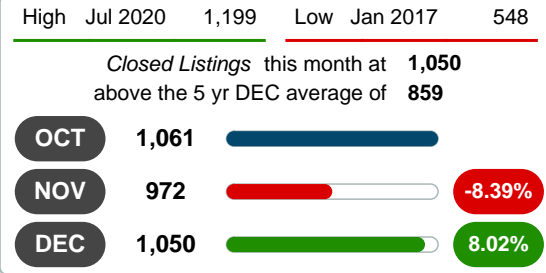


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 859



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	88	8.38%	7.0	39	46	2	1
\$100,001 - \$150,000	128	12.19%	7.0	27	91	9	1
\$150,001 - \$175,000	99	9.43%	5.0	14	74	11	0
\$175,001 - \$250,000	297	28.29%	5.0	26	223	43	5
\$250,001 - \$350,000	203	19.33%	6.0	17	88	87	11
\$350,001 - \$475,000	129	12.29%	9.0	3	50	66	10
\$475,001 and up	106	10.10%	14.0	1	19	52	34
Total Closed Units	1,050			127	591	270	62
Total Closed Volume	296,546,528	100%	6.0	20.38M	133.54M	102.01M	40.62M
Median Closed Price	\$223,387			\$149,500	\$200,000	\$329,500	\$530,025

December 2021



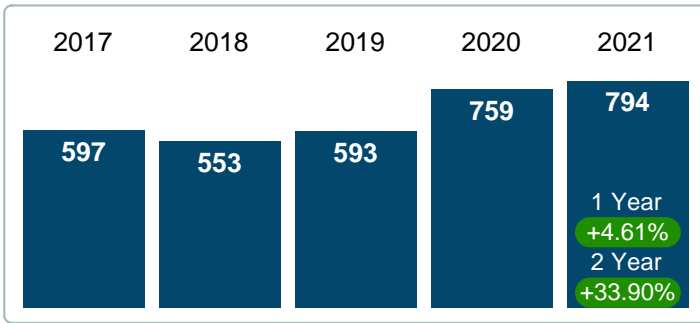
Area Delimited by County Of Tulsa - Residential Property Type



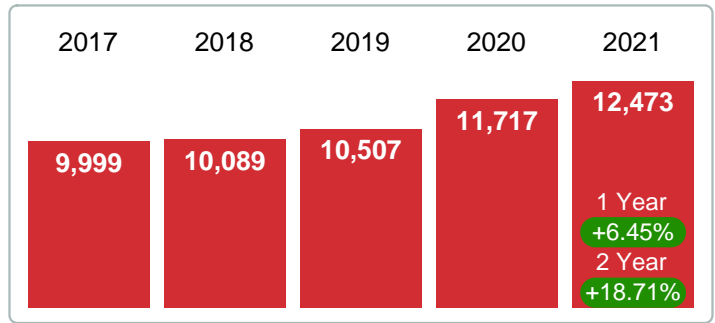
PENDING LISTINGS

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

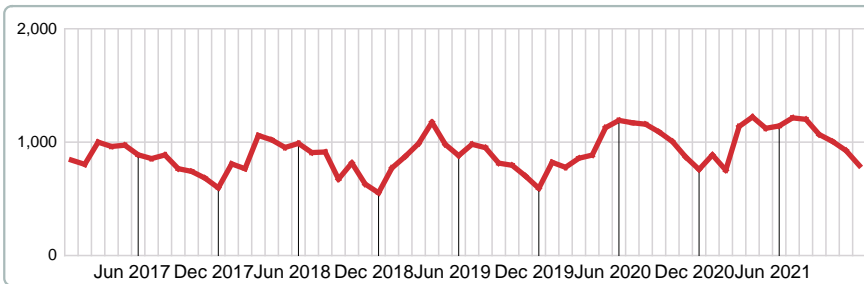
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

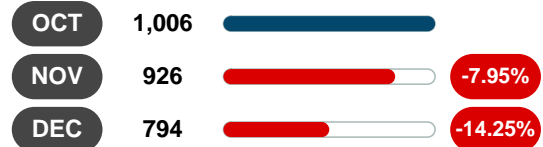


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	50	6.30%	12.0	30	18	2	0
\$75,001 - \$125,000	90	11.34%	16.5	36	49	5	0
\$125,001 - \$175,000	121	15.24%	6.0	20	86	14	1
\$175,001 - \$250,000	213	26.83%	8.0	12	156	42	3
\$250,001 - \$325,000	123	15.49%	11.0	6	56	54	7
\$325,001 - \$450,000	117	14.74%	9.0	4	38	58	17
\$450,001 and up	80	10.08%	20.5	0	15	46	19
Total Pending Units	794			108	418	221	47
Total Pending Volume	221,860,118	100%	10.0	13.80M	93.03M	81.96M	33.08M
Median Listing Price	\$225,000			\$105,000	\$199,000	\$315,000	\$400,000

December 2021



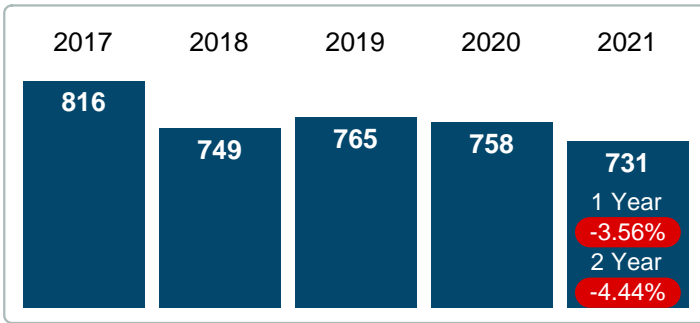
Area Delimited by County Of Tulsa - Residential Property Type



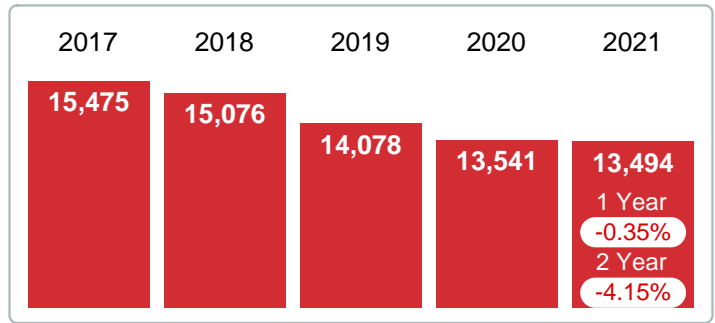
NEW LISTINGS

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

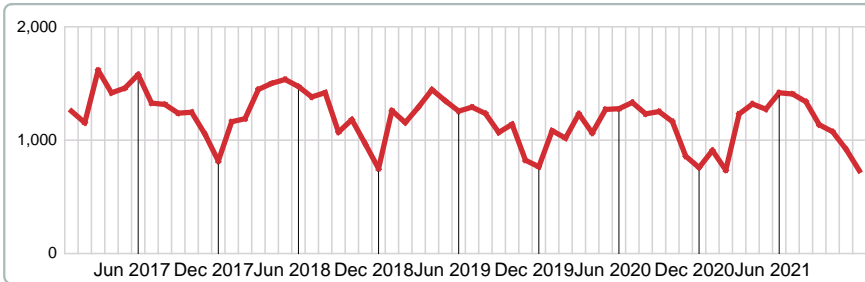
DECEMBER



YEAR TO DATE (YTD)

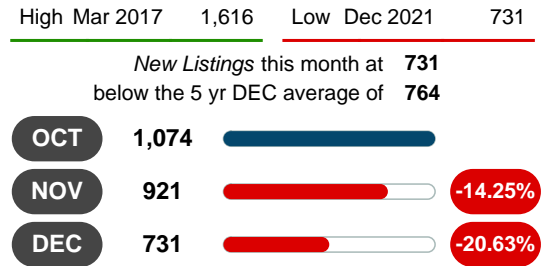


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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
Median New Listed Listing Price	\$227,000		\$115,000	\$210,490	\$330,000	\$486,950

December 2021



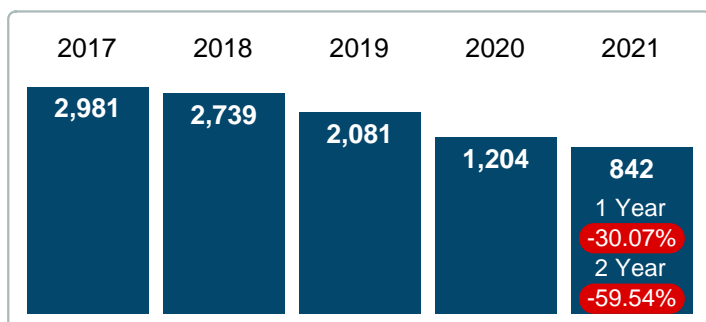
Area Delimited by County Of Tulsa - Residential Property Type



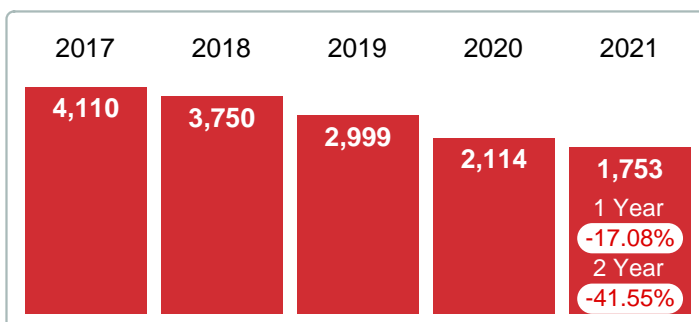
ACTIVE INVENTORY

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

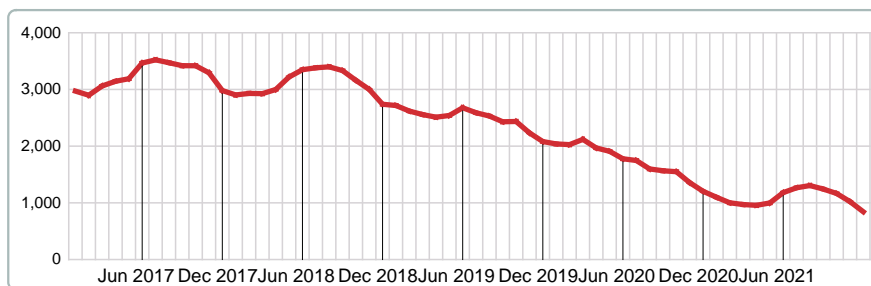
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

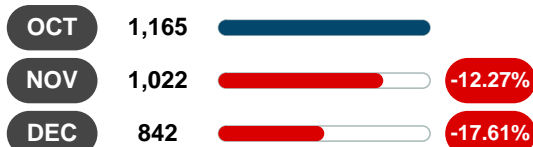


3 MONTHS

5 year DEC AVG = 1,969

High Jul 2017 3,522 Low Dec 2021 842

Inventory this month at **842**
below the 5 yr DEC average of **1,969**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	70	8.31%	71.5	48	19	3	0
\$75,001 - \$150,000	116	13.78%	38.5	49	59	8	0
\$150,001 - \$200,000	97	11.52%	42.0	18	63	14	2
\$200,001 - \$350,000	232	27.55%	41.0	17	122	80	13
\$350,001 - \$500,000	132	15.68%	59.0	9	49	60	14
\$500,001 - \$725,000	111	13.18%	87.0	2	24	66	19
\$725,001 and up	84	9.98%	83.5	1	8	39	36
Total Active Inventory by Units		842		144	344	270	84
Total Active Inventory by Volume		356,572,227	100%	22.12M	97.78M	143.38M	93.29M
Median Active Inventory Listing Price		\$280,101		\$97,000	\$226,250	\$420,400	\$649,450

December 2021



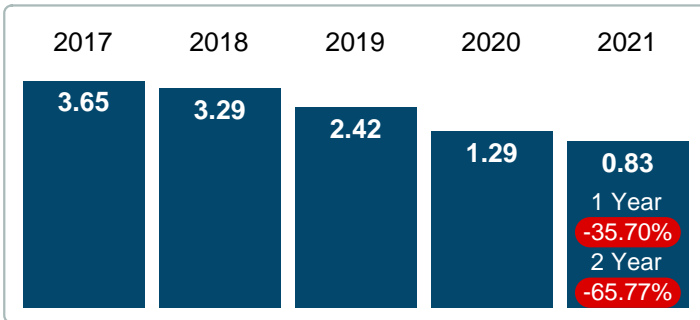
Area Delimited by County Of Tulsa - Residential Property Type



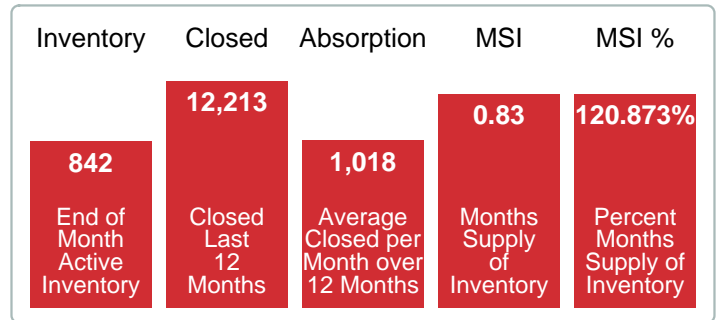
MONTHS SUPPLY of INVENTORY (MSI)

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

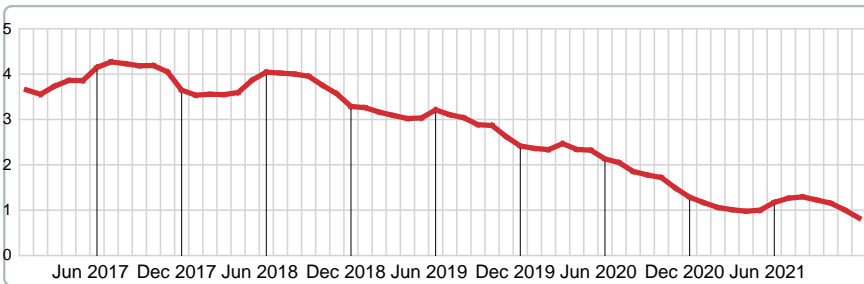
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

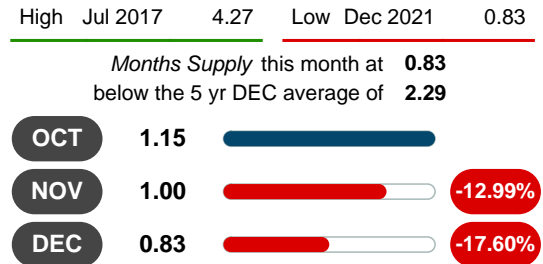


5 YEAR MARKET ACTIVITY TRENDS



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%	0.83	144	344	270	84

December 2021



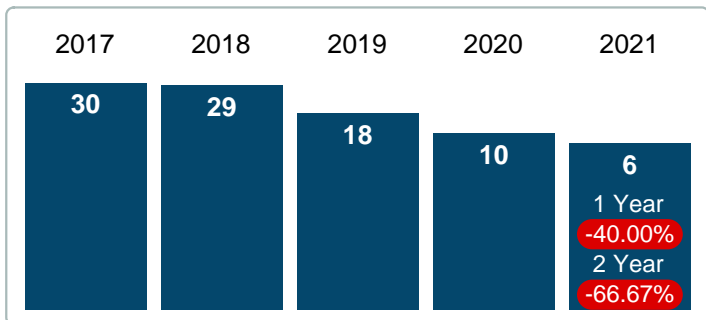
Area Delimited by County Of Tulsa - Residential Property Type



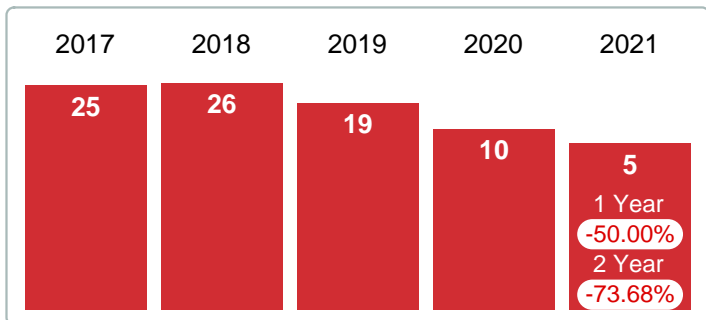
MEDIAN DAYS ON MARKET TO SALE

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

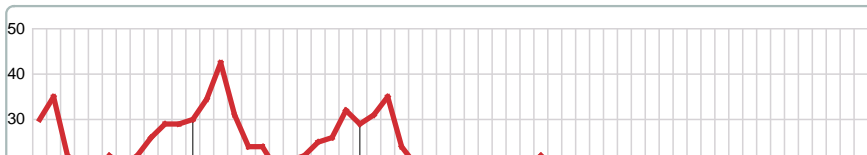
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 19

High Feb 2018 43 Low Jun 2021 4

Median Days on Market to Sale this month at 6 below the 5 yr DEC average of 19

OCT	6	
NOV	6	0.00%
DEC	6	0.00%

DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8.38%	7	7	5	7	112
\$100,001 - \$150,000	12.19%	7	7	7	23	27
\$150,001 - \$175,000	9.43%	5	11	5	5	0
\$175,001 - \$250,000	28.29%	5	6	5	4	10
\$250,001 - \$350,000	19.33%	6	13	5	7	8
\$350,001 - \$475,000	12.29%	9	17	9	10	17
\$475,001 and up	10.10%	14	1	6	11	48
Median Closed DOM		6	7	5	7	27
Total Closed Units	100%	6.0	127	591	270	62
Total Closed Volume		296,546,528	20.38M	133.54M	102.01M	40.62M

December 2021



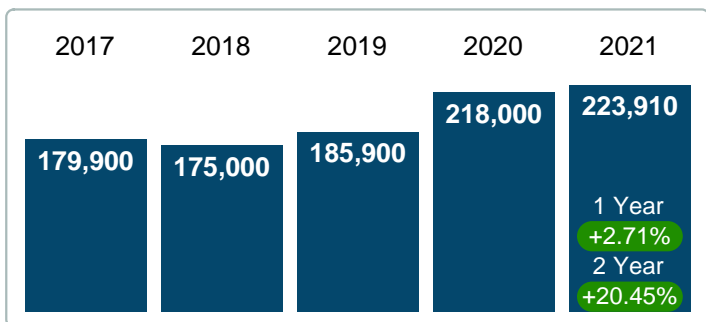
Area Delimited by County Of Tulsa - Residential Property Type



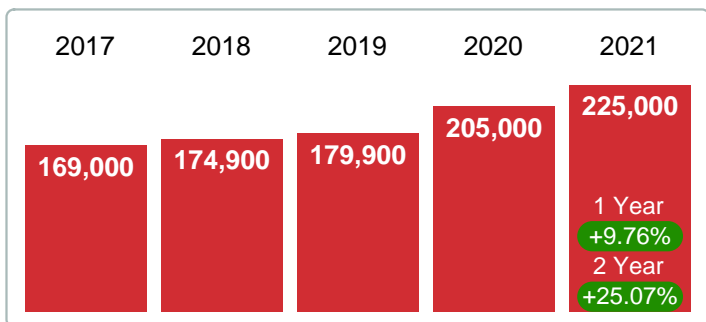
MEDIAN LIST PRICE AT CLOSING

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

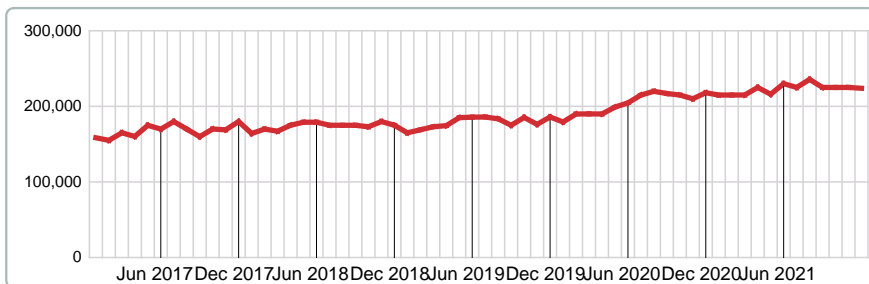
DECEMBER



YEAR TO DATE (YTD)

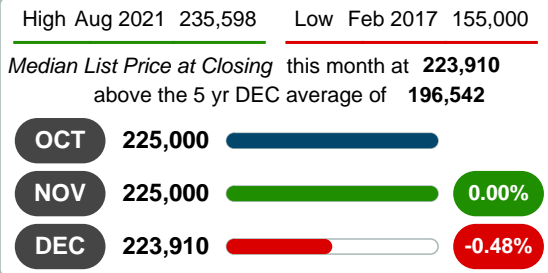


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 196,542



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
\$100,000 and less	7.71%	72,500	69,450	74,500	80,000	89,500
\$100,001 - \$150,000	12.57%	130,000	125,000	134,604	132,000	125,000
\$150,001 - \$175,000	10.19%	165,000	162,500	165,000	162,450	0
\$175,001 - \$250,000	28.76%	210,000	210,000	209,000	223,450	219,950
\$250,001 - \$350,000	18.67%	299,000	299,000	289,900	298,448	327,000
\$350,001 - \$475,000	12.19%	398,023	384,500	395,000	399,000	412,450
\$475,001 and up	9.90%	659,500	495,000	568,579	669,000	702,500
Median List Price		223,910	149,900	199,500	327,000	518,148
Total Closed Units	100%	223,910	127	591	270	62
Total Closed Volume		297,989,532	20.67M	133.50M	102.66M	41.15M

December 2021



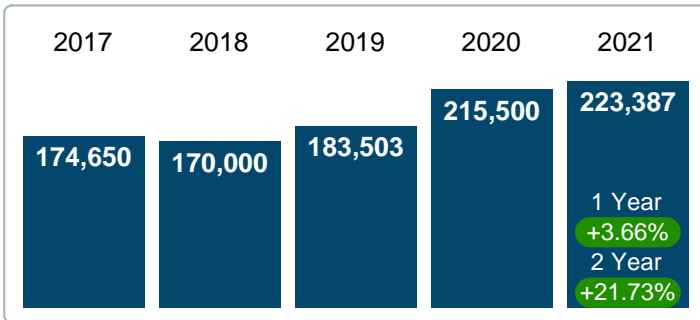
Area Delimited by County Of Tulsa - Residential Property Type



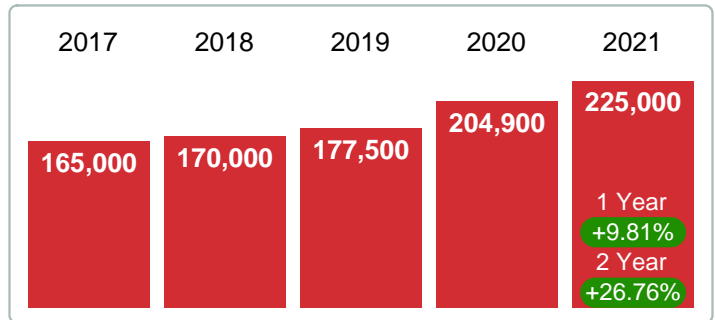
MEDIAN SOLD PRICE AT CLOSING

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

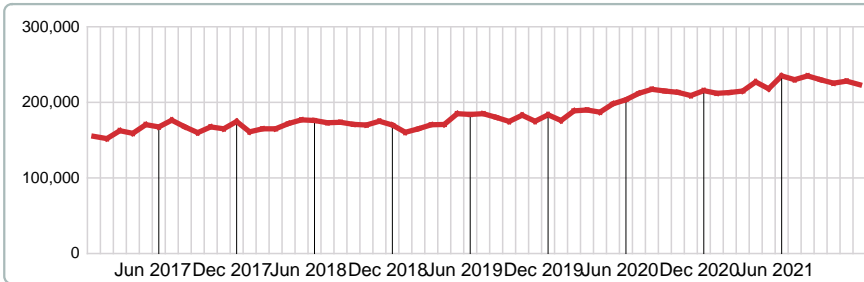
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

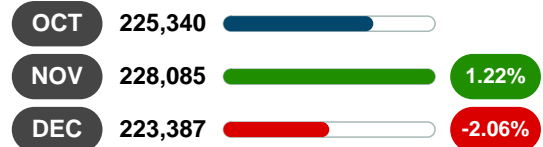


3 MONTHS

5 year DEC AVG = 193,408

High Aug 2021 235,000 Low Feb 2017 152,000

Median Sold Price at Closing this month at **223,387** above the 5 yr DEC average of **193,408**



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
\$100,000 and less	8.38%	71,750	70,300	71,750	77,500	80,000
\$100,001 - \$150,000	12.19%	134,000	129,900	135,000	135,000	115,000
\$150,001 - \$175,000	9.43%	167,500	167,750	166,500	169,000	0
\$175,001 - \$250,000	28.29%	210,000	207,500	208,355	222,250	220,000
\$250,001 - \$350,000	19.33%	291,200	291,200	283,250	295,000	325,000
\$350,001 - \$475,000	12.29%	395,000	394,000	387,500	395,450	400,000
\$475,001 and up	10.10%	647,500	495,000	585,000	650,000	700,000
Median Sold Price		223,387	149,500	200,000	329,500	530,025
Total Closed Units	100%	1,050	127	591	270	62
Total Closed Volume		296,546,528	20.38M	133.54M	102.01M	40.62M

December 2021



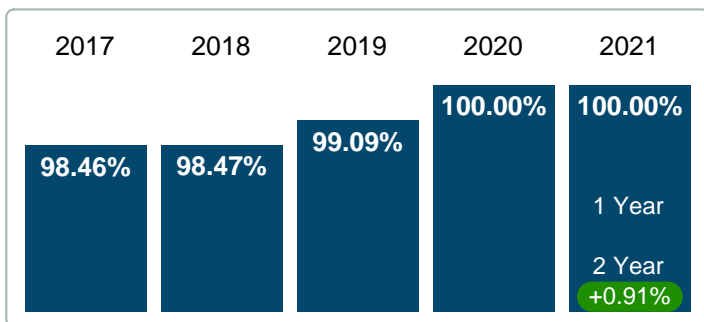
Area Delimited by County Of Tulsa - Residential Property Type



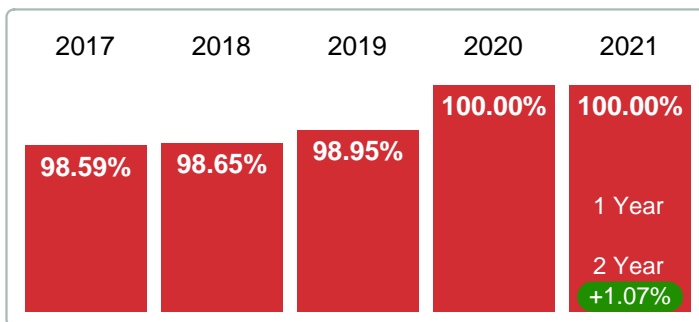
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

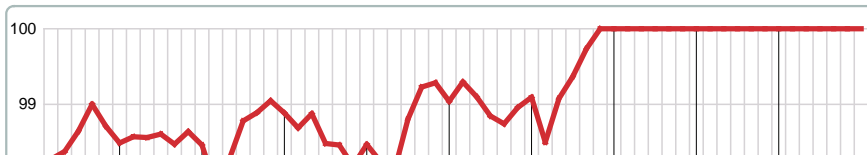
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99.20%

High Dec 2021 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr DEC average of **99.20%**

- OCT 100.00%
- NOV 100.00%
- DEC 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
\$100,000 and less	88	8.38%	97.09%	100.00%	97.09%	108.33%	89.39%
\$100,001 - \$150,000	128	12.19%	100.00%	100.00%	100.00%	98.40%	92.00%
\$150,001 - \$175,000	99	9.43%	100.00%	100.07%	100.00%	101.21%	0.00%
\$175,001 - \$250,000	297	28.29%	100.00%	100.00%	100.00%	100.00%	100.00%
\$250,001 - \$350,000	203	19.33%	100.00%	98.51%	100.00%	100.00%	100.00%
\$350,001 - \$475,000	129	12.29%	100.00%	99.25%	100.00%	100.00%	98.23%
\$475,001 and up	106	10.10%	100.00%	100.00%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
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



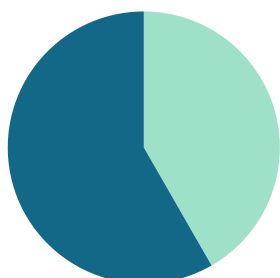
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

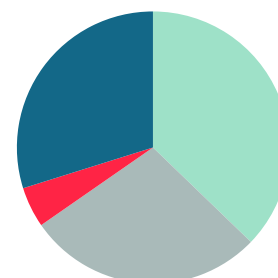


Inventory
 New Listings
731 = 41.70%
 Start Inventory
1,022
 Total Inventory Units
1,753
 Volume
\$623,802,453

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%
Median List Price	218,000	223,910	2.71%	205,000	225,000	9.76%
Median Sale Price	215,500	223,387	3.66%	204,900	225,000	9.81%
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	10.00	6.00	-40.00%	10.00	5.00	-50.00%
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

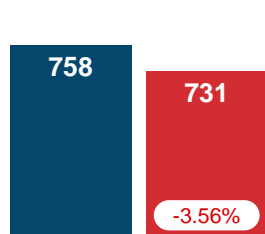
Inventory on December 31, 2021 = **842**

2020 **2021**

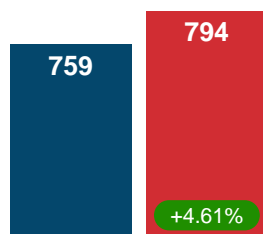
DECEMBER MARKET

MEDIAN PRICES

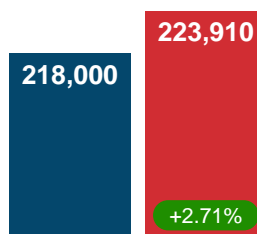
New Listings



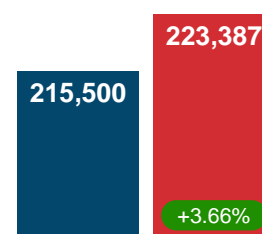
Pending Listings



List Price



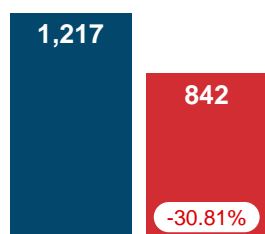
Sale Price



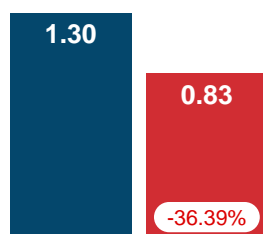
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

