

November 2021



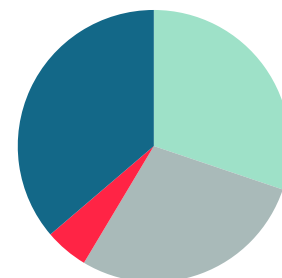
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2020	2021	+/-%
Closed Listings	1,280	1,461	14.14%
Pending Listings	1,272	1,375	8.10%
New Listings	1,295	1,396	7.80%
Average List Price	249,238	274,357	10.08%
Average Sale Price	246,214	272,493	10.67%
Average Percent of Selling Price to List Price	99.13%	99.94%	0.83%
Average Days on Market to Sale	23.93	20.74	-13.30%
End of Month Inventory	2,086	1,755	-15.87%
Months Supply of Inventory	1.59	1.18	-25.43%



■ Closed (30.18%)
■ Pending (28.40%)
■ Other OffMarket (5.16%)
■ Active (36.25%)

Absorption: Last 12 months, an Average of **1,483** Sales/Month
Active Inventory as of November 30, 2021 = **1,755**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **15.87%** to 1,755 existing homes available for sale. Over the last 12 months this area has had an average of 1,483 closed sales per month. This represents an unsold inventory index of **1.18** 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 **10.67%** in November 2021 to \$272,493 versus the previous year at \$246,214.

Average Days on Market Shortens

The average number of **20.74** days that homes spent on the market before selling decreased by 3.18 days or **13.30%** in November 2021 compared to last year's same month at **23.93** DOM.

Sales Success for November 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 1,396 New Listings in November 2021, up **7.80%** from last year at 1,295. Furthermore, there were 1,461 Closed Listings this month versus last year at 1,280, a **14.14%** increase.

Closed versus Listed trends yielded a **104.7%** ratio, up from previous year's, November 2020, at **98.8%**, a **5.88%** 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

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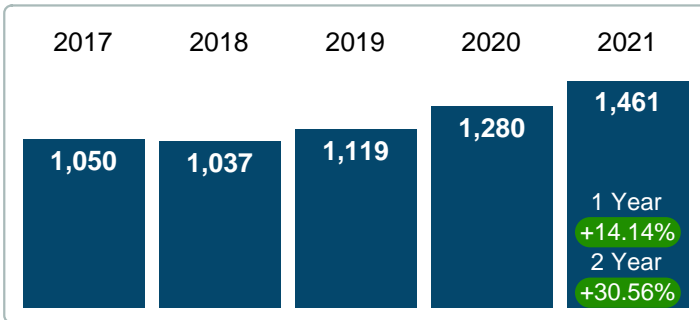
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



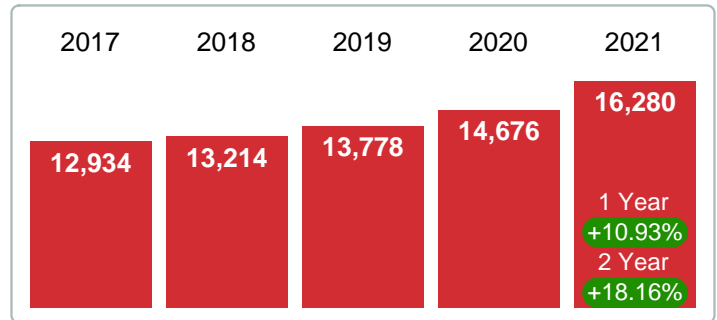
CLOSED LISTINGS

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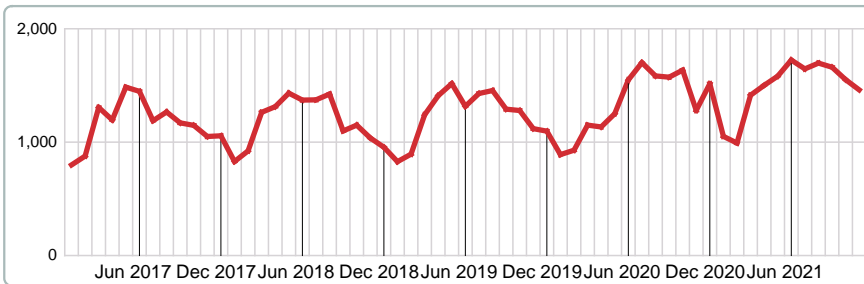
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

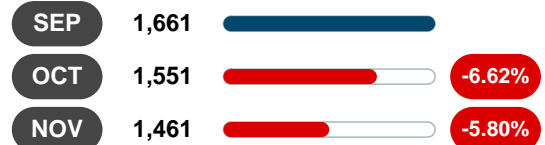


3 MONTHS

5 year NOV AVG = 1,189

High Jun 2021 1,724 Low Jan 2017 799

Closed Listings this month at 1,461 above the 5 yr NOV average of 1,189



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	127	8.69%	22.2	66	54	6	1
\$100,001 - \$150,000	195	13.35%	13.6	33	144	14	4
\$150,001 - \$175,000	131	8.97%	16.0	15	95	19	2
\$175,001 - \$250,000	394	26.97%	14.4	17	278	95	4
\$250,001 - \$325,000	248	16.97%	15.4	14	115	114	5
\$325,001 - \$450,000	204	13.96%	27.7	4	74	102	24
\$450,001 and up	162	11.09%	46.6	3	37	89	33
Total Closed Units	1,461			152	797	439	73
Total Closed Volume	398,112,207	100%	20.7	22.26M	180.47M	153.98M	41.40M
Average Closed Price	\$272,493			\$146,428	\$226,442	\$350,746	\$567,174

November 2021



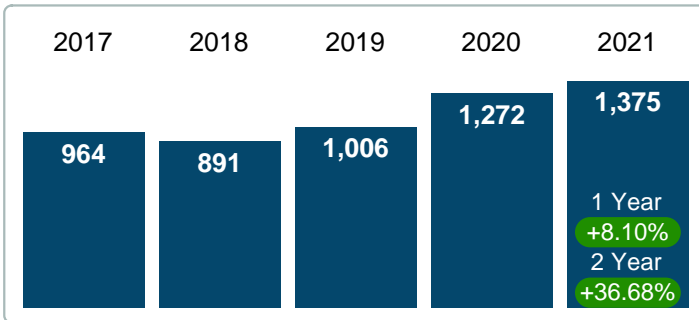
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



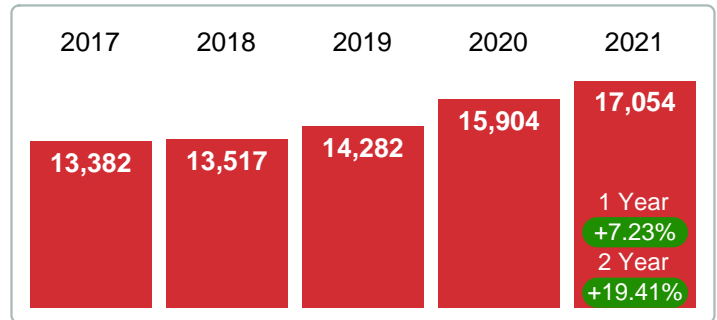
PENDING LISTINGS

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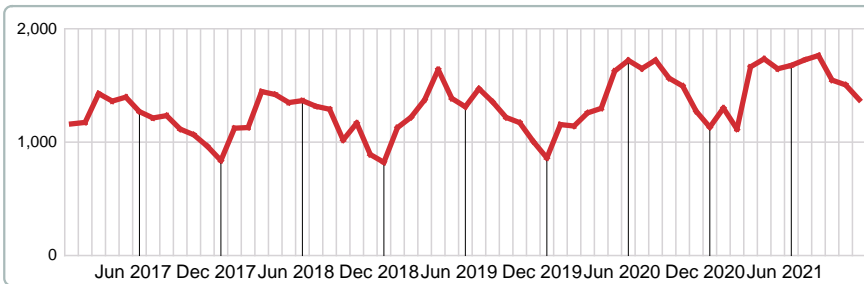
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

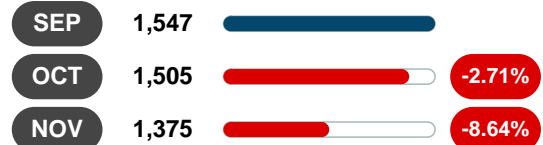


3 MONTHS

5 year NOV AVG = 1,102

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at **1,375**
above the 5 yr NOV average of **1,102**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	123	8.95%	27.2	62	53	5	3
\$100,001 - \$150,000	161	11.71%	22.8	33	114	13	1
\$150,001 - \$175,000	130	9.45%	21.3	17	96	17	0
\$175,001 - \$250,000	408	29.67%	17.2	25	298	73	12
\$250,001 - \$350,000	233	16.95%	25.8	16	107	103	7
\$350,001 - \$475,000	172	12.51%	31.3	6	58	91	17
\$475,001 and up	148	10.76%	46.1	2	31	84	31
Total Pending Units	1,375			161	757	386	71
Total Pending Volume	384,415,593	100%	25.3	24.66M	171.61M	149.60M	38.54M
Average Listing Price	\$279,852			\$153,161	\$226,703	\$387,573	\$542,807

November 2021



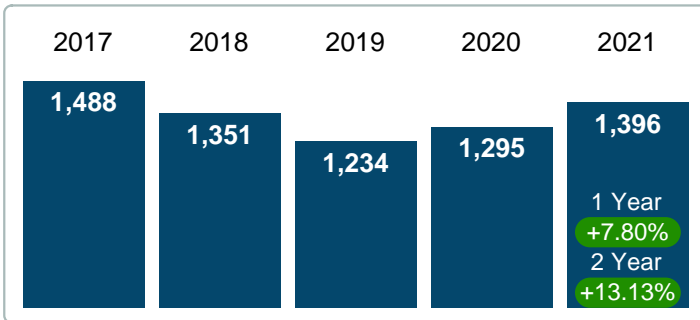
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



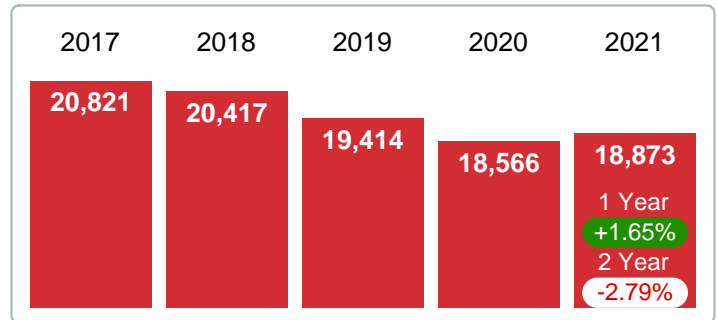
NEW LISTINGS

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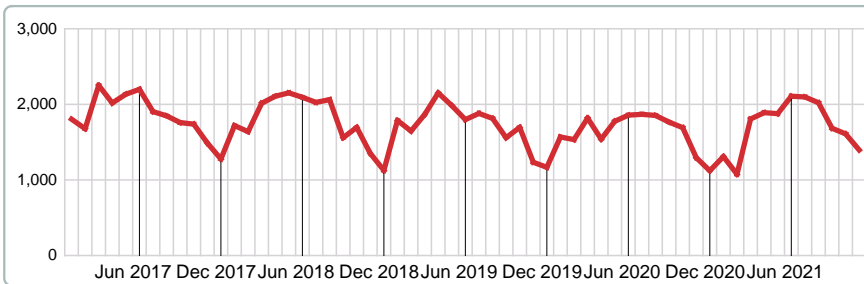
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,353

High Mar 2017 2,251 Low Feb 2021 1,076

New Listings this month at 1,396
above the 5 yr NOV average of 1,353



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	104	7.45%	58	43	3	0
\$75,001 - \$125,000	154	11.03%	55	86	12	1
\$125,001 - \$175,000	209	14.97%	32	156	21	0
\$175,001 - \$250,000	390	27.94%	26	287	67	10
\$250,001 - \$325,000	200	14.33%	11	110	74	5
\$325,001 - \$475,000	193	13.83%	10	57	106	20
\$475,001 and up	146	10.46%	2	26	88	30
Total New Listed Units	1,396		194	765	371	66
Total New Listed Volume	375,673,411	100%	27.14M	167.75M	143.17M	37.62M
Average New Listed Listing Price	\$256,756		\$139,883	\$219,280	\$385,890	\$570,021

November 2021



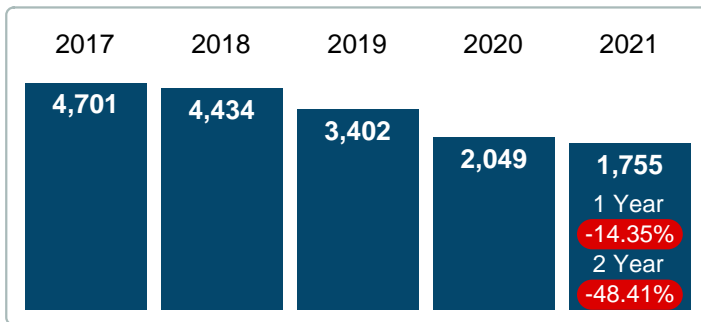
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



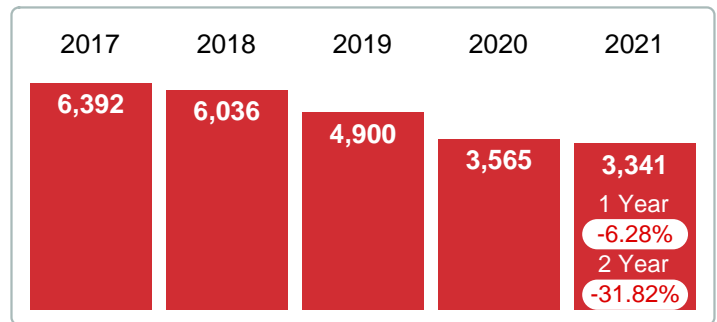
ACTIVE INVENTORY

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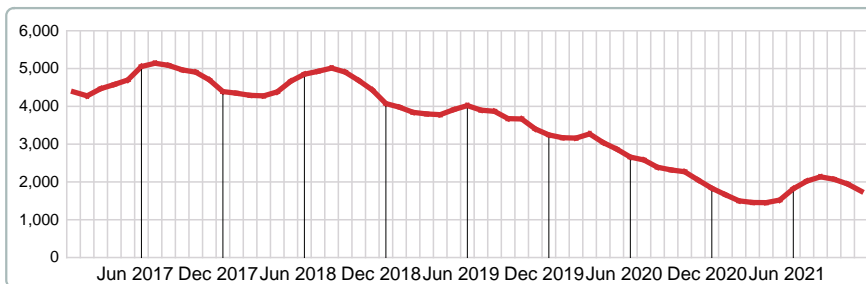
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3,268

High Jul 2017 5,141 Low Apr 2021 1,452

Inventory this month at 1,755
below the 5 yr NOV average of 3,268



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	158	9.00%	97.1	80	65	10	3
\$75,001 - \$125,000	196	11.17%	62.2	71	98	25	2
\$125,001 - \$175,000	186	10.60%	68.3	27	132	26	1
\$175,001 - \$325,000	547	31.17%	62.9	39	321	171	16
\$325,001 - \$450,000	254	14.47%	73.3	14	81	129	30
\$450,001 - \$725,000	240	13.68%	81.8	6	68	128	38
\$725,001 and up	174	9.91%	88.9	4	27	68	75
Total Active Inventory by Units	1,755			241	792	557	165
Total Active Inventory by Volume	678,554,030	100%	73.1	39.52M	214.86M	263.75M	160.43M
Average Active Inventory Listing Price	\$386,640			\$163,982	\$271,282	\$473,522	\$972,283

November 2021



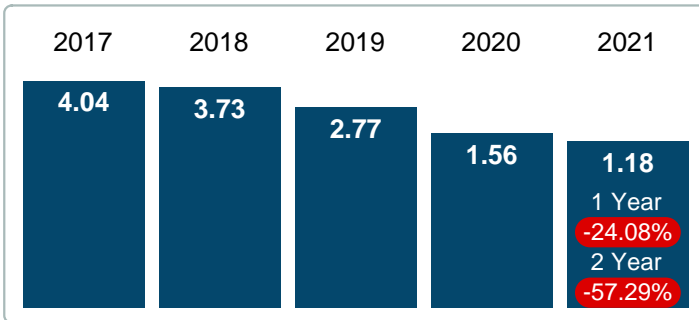
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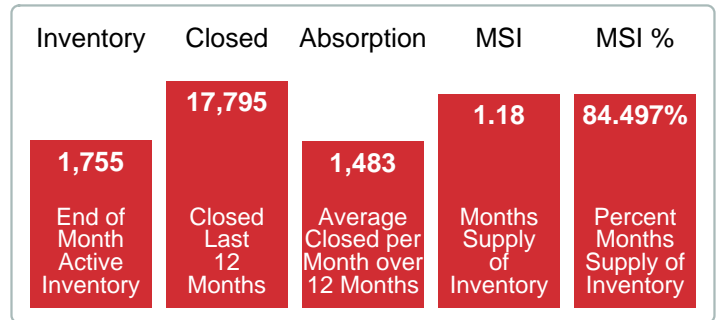
MONTHS SUPPLY of INVENTORY (MSI)

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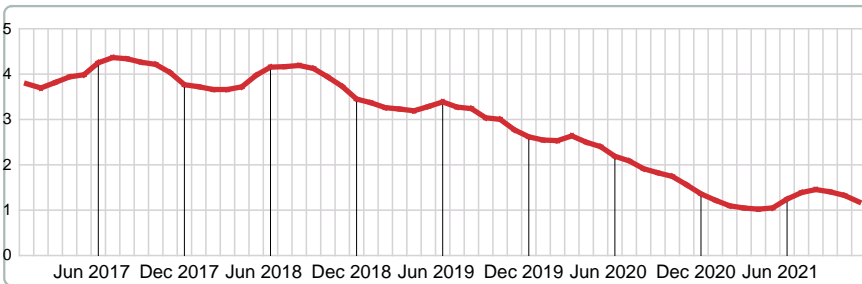
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

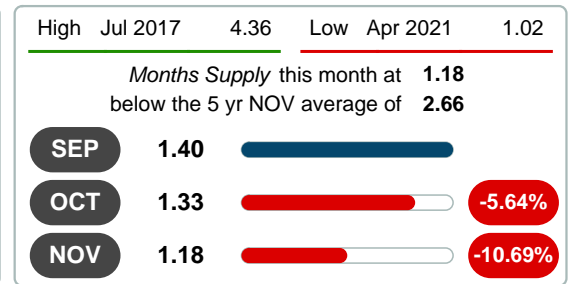


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.66



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	158	9.00%	1.72	1.70	1.70	1.85	3.00
\$75,001 - \$125,000	196	11.17%	1.42	1.62	1.17	2.68	1.85
\$125,001 - \$175,000	186	10.60%	0.72	0.91	0.66	0.99	0.46
\$175,001 - \$325,000	547	31.17%	0.84	1.25	0.82	0.81	0.86
\$325,001 - \$450,000	254	14.47%	1.22	2.58	1.31	1.13	1.15
\$450,001 - \$725,000	240	13.68%	2.32	5.14	3.49	2.24	1.49
\$725,001 and up	174	9.91%	5.44	8.00	7.90	4.21	6.29
Market Supply of Inventory (MSI)			1.18	1.52	0.99	1.27	1.91
Total Active Inventory by Units		100%	1.18	241	792	557	165

November 2021



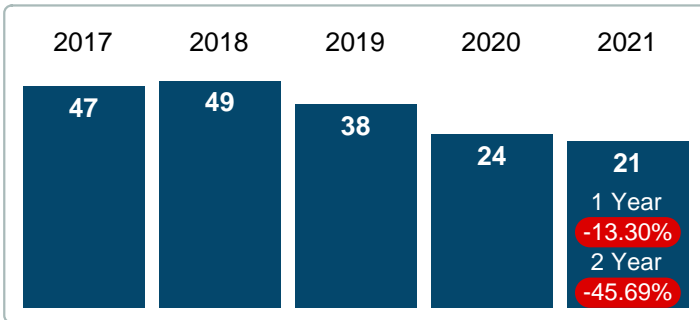
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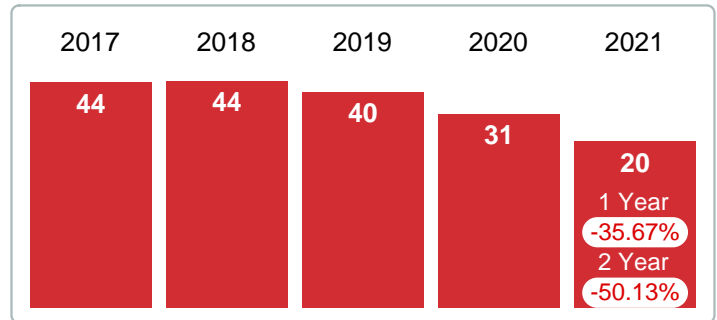
AVERAGE DAYS ON MARKET TO SALE

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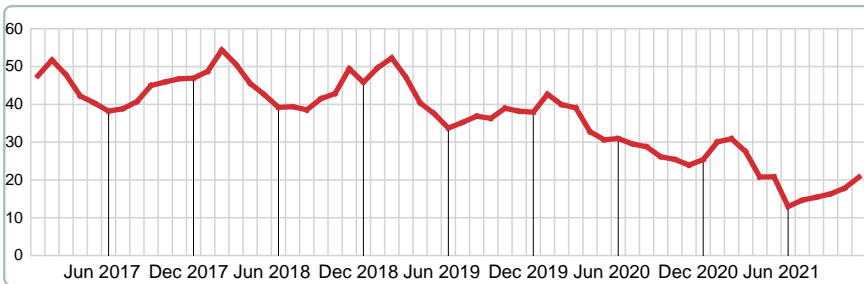
NOVEMBER



YEAR TO DATE (YTD)

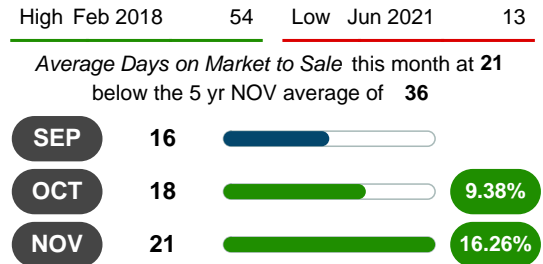


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 36



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	8.69%	22	22	20	38	57
\$100,001 - \$150,000	13.35%	14	14	12	26	27
\$150,001 - \$175,000	8.97%	16	5	18	16	2
\$175,001 - \$250,000	26.97%	14	24	13	16	32
\$250,001 - \$325,000	16.97%	15	36	13	16	21
\$325,001 - \$450,000	13.96%	28	7	30	28	25
\$450,001 and up	11.09%	47	56	38	49	50
Average Closed DOM		21	20	17	26	36
Total Closed Units	100%	1,461	152	797	439	73
Total Closed Volume		398,112,207	22.26M	180.47M	153.98M	41.40M

November 2021



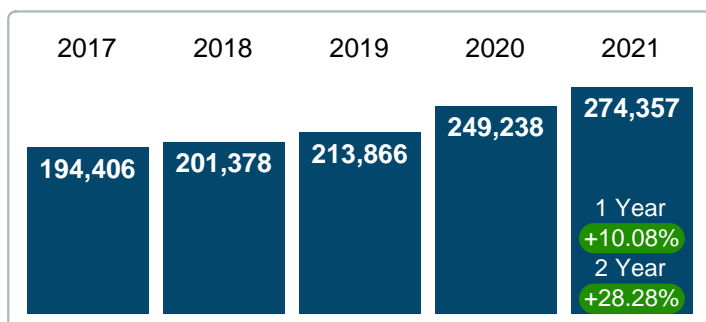
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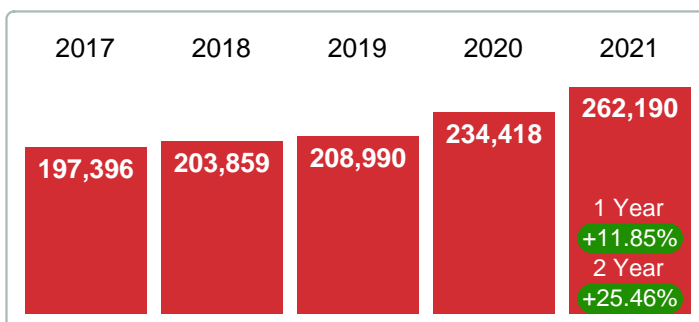
AVERAGE LIST PRICE AT CLOSING

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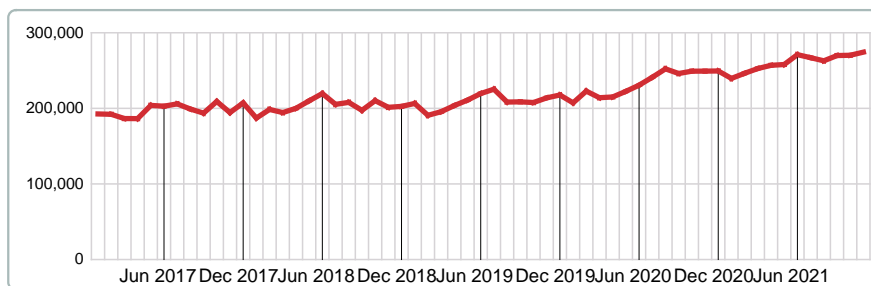
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 226,649

High Nov 2021 274,357 Low Apr 2017 186,405

Average List Price at Closing this month at **274,357**
above the 5 yr NOV average of **226,649**

- SEP 269,845
- OCT 270,247 0.15%
- NOV 274,357 1.52%

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	117	8.01%	69,777	70,020	80,057	77,483	70,000
\$100,001 - \$150,000	208	14.24%	130,744	128,627	132,132	132,607	138,725
\$150,001 - \$175,000	136	9.31%	164,211	163,740	162,606	164,392	157,500
\$175,001 - \$250,000	396	27.10%	214,935	224,600	208,454	223,237	232,975
\$250,001 - \$325,000	235	16.08%	288,675	282,071	283,801	291,937	302,940
\$325,001 - \$450,000	208	14.24%	384,855	359,475	380,142	388,374	391,267
\$450,001 and up	161	11.02%	684,107	693,000	611,209	624,789	914,197
Average List Price			274,357	148,725	226,010	353,425	588,293
Total Closed Units		100%	274,357	152	797	439	73
Total Closed Volume			400,835,443	22.61M	180.13M	155.15M	42.95M

November 2021



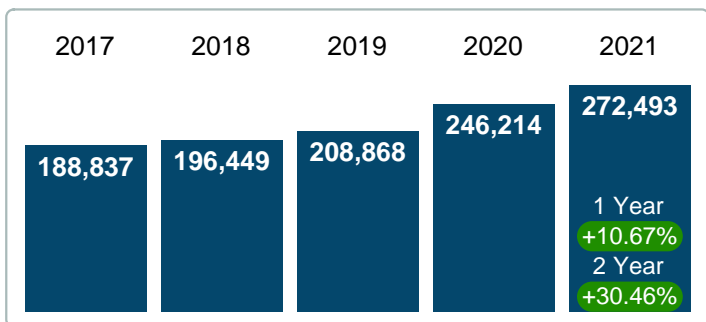
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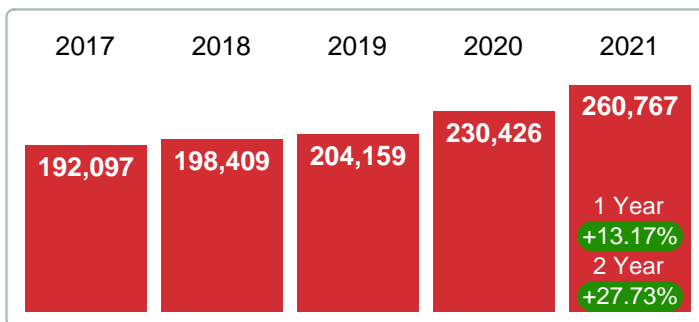
AVERAGE SOLD PRICE AT CLOSING

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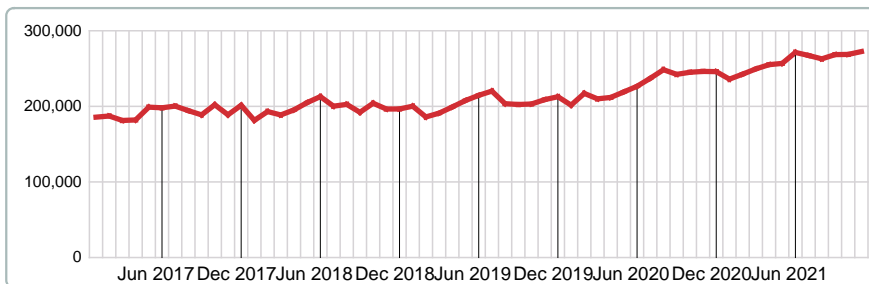
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

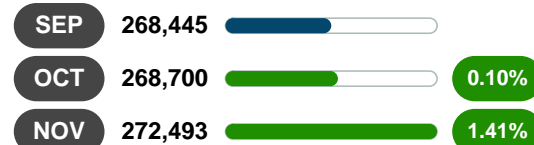


3 MONTHS

5 year NOV AVG = 222,572

High Nov 2021 272,493 Low Mar 2017 181,336

Average Sold Price at Closing this month at **272,493** above the 5 yr NOV average of **222,572**



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	8.69%	69,444	66,161	73,719	71,158	45,000
\$100,001 - \$150,000	13.35%	130,757	129,012	131,264	128,450	134,975
\$150,001 - \$175,000	8.97%	163,376	164,800	163,125	163,597	162,500
\$175,001 - \$250,000	26.97%	213,773	223,478	209,833	223,545	214,250
\$250,001 - \$325,000	16.97%	287,879	279,786	284,271	292,246	293,940
\$325,001 - \$450,000	13.96%	382,102	352,475	374,674	387,082	388,773
\$450,001 and up	11.09%	671,752	678,333	630,911	613,580	873,835
Average Sold Price		272,493	146,428	226,442	350,746	567,174
Total Closed Units	100%	272,493	152	797	439	73
Total Closed Volume		398,112,207	22.26M	180.47M	153.98M	41.40M

November 2021



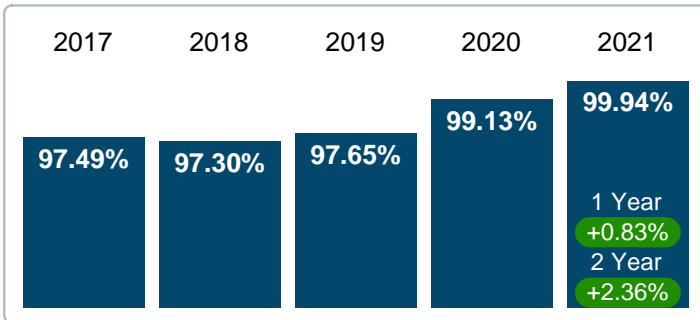
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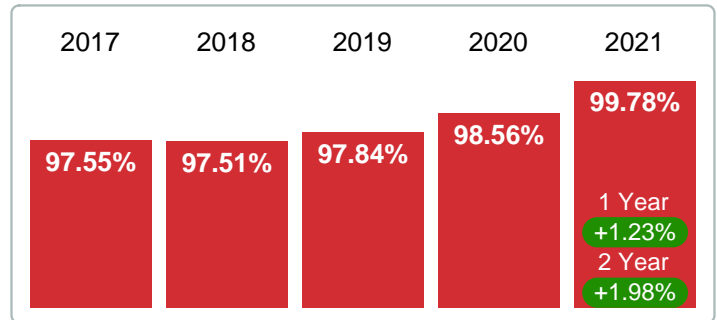
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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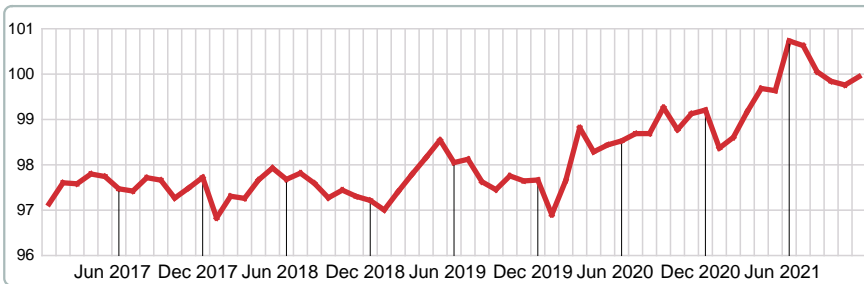
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

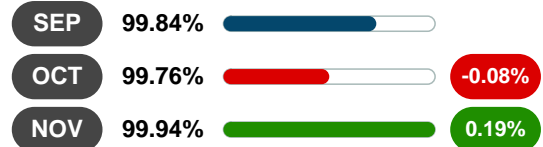


3 MONTHS

5 year NOV AVG = 98.30%

High Jun 2021 100.73% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.94%** above the 5 yr NOV average of **98.30%**



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	127	8.69%	94.58%	95.23%	94.50%	93.14%	64.29%
\$100,001 - \$150,000	195	13.35%	99.64%	100.49%	99.74%	97.34%	96.99%
\$150,001 - \$175,000	131	8.97%	103.99%	100.68%	105.33%	99.95%	103.33%
\$175,001 - \$250,000	394	26.97%	100.55%	99.54%	100.82%	100.27%	92.68%
\$250,001 - \$325,000	248	16.97%	100.14%	99.34%	100.28%	100.22%	97.57%
\$325,001 - \$450,000	204	13.96%	99.32%	98.38%	98.76%	99.74%	99.35%
\$450,001 and up	162	11.09%	100.27%	98.28%	107.45%	98.58%	96.96%
Average Sold/List Ratio		99.90%		97.91%	100.77%	99.59%	97.28%
Total Closed Units	1,461	100%	99.90%	152	797	439	73
Total Closed Volume	398,112,207			22.26M	180.47M	153.98M	41.40M

November 2021



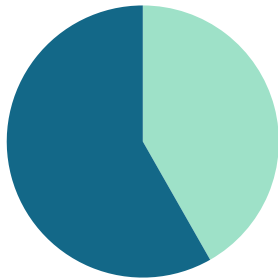
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

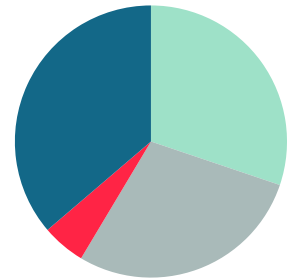


Inventory
 New Listings
1,396 = 41.76%
 Start Inventory
1,947
 Total Inventory Units
3,343
 Volume
\$1,149,346,659

Market Activity

Closed Sales
1,461 = 30.18%
 Pending Sales
1,375 = 28.40%
 Other Off Market
250 = 5.16%
 Active Inventory
1,755 = 36.25%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,280	1,461	14.14%	14,676	16,280	10.93%
Pending Sales	1,272	1,375	8.10%	15,904	17,054	7.23%
New Listings	1,295	1,396	7.80%	18,566	18,873	1.65%
Average List Price	249,238	274,357	10.08%	234,418	262,190	11.85%
Average Sale Price	246,214	272,493	10.67%	230,426	260,767	13.17%
Average Percent of Selling Price to List Price	99.13%	99.94%	0.83%	98.56%	99.78%	1.23%
Average Days on Market to Sale	23.93	20.74	-13.30%	30.84	19.84	-35.67%
Monthly Inventory	2,086	1,755	-15.87%	2,086	1,755	-15.87%
Months Supply of Inventory	1.59	1.18	-25.43%	1.59	1.18	-25.43%

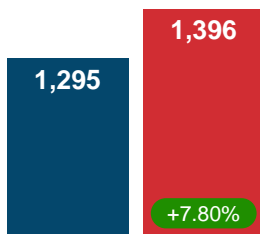
Absorption: Last 12 months, an Average of **1,483** Sales/Month

Inventory on November 30, 2021 = **1,755** 2020 2021

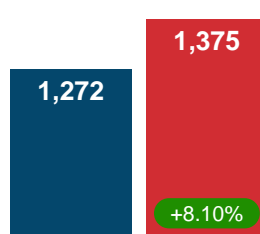
NOVEMBER MARKET

AVERAGE PRICES

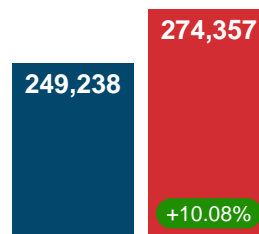
New Listings



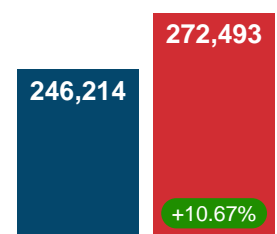
Pending Listings



List Price



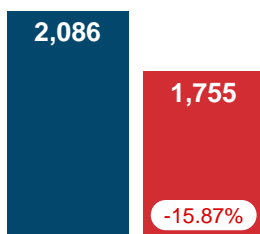
Sale Price



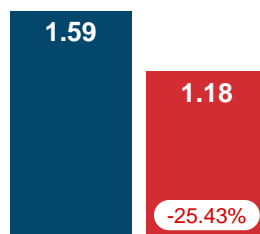
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

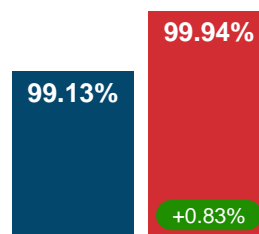
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

