

November 2021



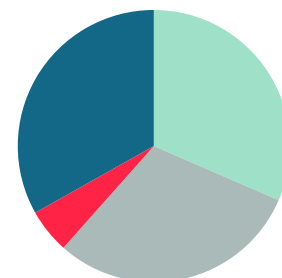
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2020	2021	+/-%
Closed Listings	873	972	11.34%
Pending Listings	869	926	6.56%
New Listings	859	921	7.22%
Average List Price	256,122	283,516	10.70%
Average Sale Price	252,800	281,504	11.35%
Average Percent of Selling Price to List Price	99.01%	99.79%	0.80%
Average Days on Market to Sale	22.24	19.97	-10.20%
End of Month Inventory	1,391	1,022	-26.53%
Months Supply of Inventory	1.52	1.00	-34.16%



■ Closed (31.53%)
■ Pending (30.04%)
■ Other OffMarket (5.29%)
■ Active (33.15%)

Absorption: Last 12 months, an Average of **1,018** Sales/Month
Active Inventory as of November 30, 2021 = **1,022**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **26.53%** to 1,022 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 **1.00** 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 **11.35%** in November 2021 to \$281,504 versus the previous year at \$252,800.

Average Days on Market Shortens

The average number of **19.97** days that homes spent on the market before selling decreased by 2.27 days or **10.20%** in November 2021 compared to last year's same month at **22.24** 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 921 New Listings in November 2021, up **7.22%** from last year at 859. Furthermore, there were 972 Closed Listings this month versus last year at 873, a **11.34%** increase.

Closed versus Listed trends yielded a **105.5%** ratio, up from previous year's, November 2020, at **101.6%**, a **3.84%** 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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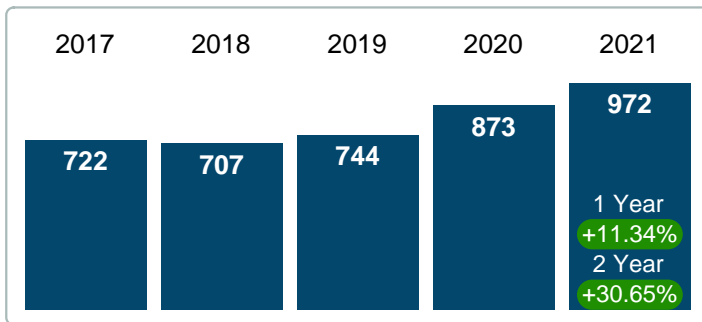
Area Delimited by County Of Tulsa - Residential Property Type



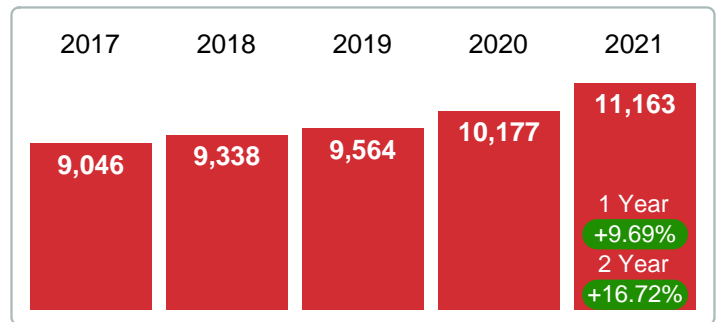
CLOSED LISTINGS

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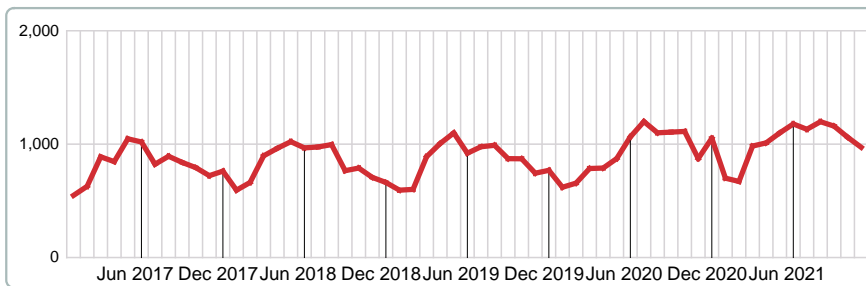
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

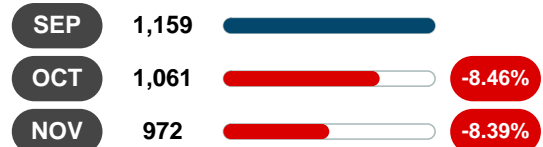


3 MONTHS

5 year NOV AVG = 804

High Jul 2020 1,199 Low Jan 2017 548

Closed Listings this month at **972**
above the 5 yr NOV average of **804**



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	82	8.44%	19.3	43	35	4	0
\$100,001 - \$150,000	132	13.58%	10.7	20	103	9	0
\$150,001 - \$175,000	93	9.57%	12.6	13	69	9	2
\$175,001 - \$250,000	256	26.34%	12.7	14	178	60	4
\$250,001 - \$350,000	192	19.75%	16.4	12	78	97	5
\$350,001 - \$475,000	118	12.14%	29.9	1	31	65	21
\$475,001 and up	99	10.19%	53.8	2	21	50	26
Total Closed Units	972			105	515	294	58
Total Closed Volume	273,621,617	100%	20.0	15.79M	115.54M	106.45M	35.84M
Average Closed Price	\$281,504			\$150,377	\$224,349	\$362,087	\$617,912

November 2021



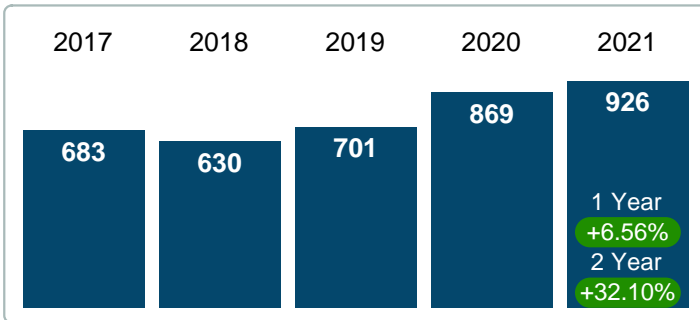
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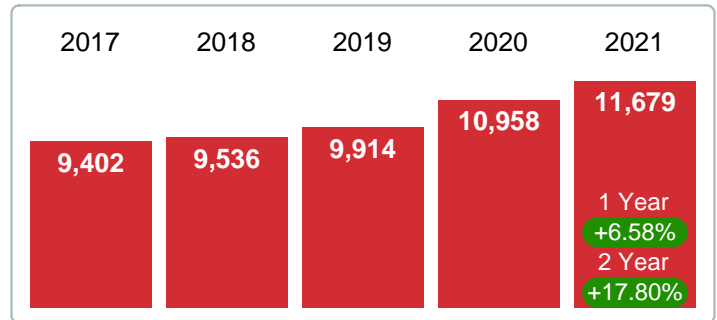
PENDING LISTINGS

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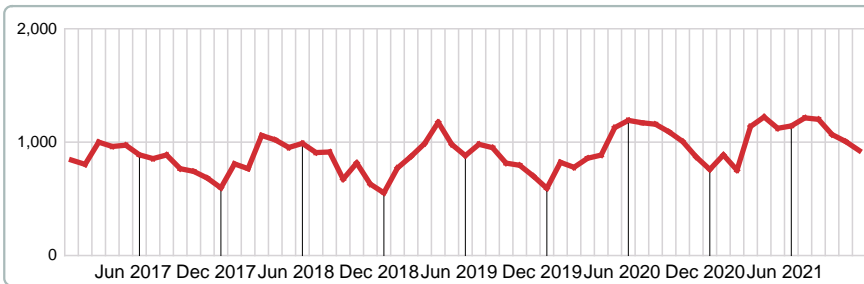
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

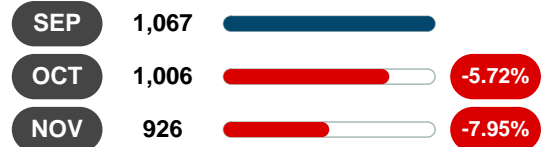


3 MONTHS

5 year NOV AVG = 762

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **926**
above the 5 yr NOV average of **762**



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	75	8.10%	24.5	41	30	3	1
\$100,001 - \$150,000	113	12.20%	19.8	24	80	8	1
\$150,001 - \$175,000	95	10.26%	19.2	15	69	11	0
\$175,001 - \$250,000	269	29.05%	17.3	18	194	50	7
\$250,001 - \$350,000	149	16.09%	24.4	13	59	71	6
\$350,001 - \$475,000	127	13.71%	29.5	6	37	72	12
\$475,001 and up	98	10.58%	44.5	1	19	55	23
Total Pending Units	926			118	488	270	50
Total Pending Volume	262,611,921	100%	23.8	18.62M	109.64M	107.56M	26.80M
Average Listing Price	\$284,122			\$157,790	\$224,670	\$398,359	\$535,939

November 2021



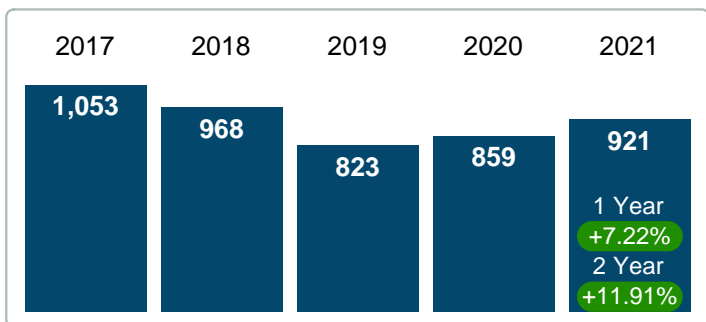
Area Delimited by County Of Tulsa - Residential Property Type



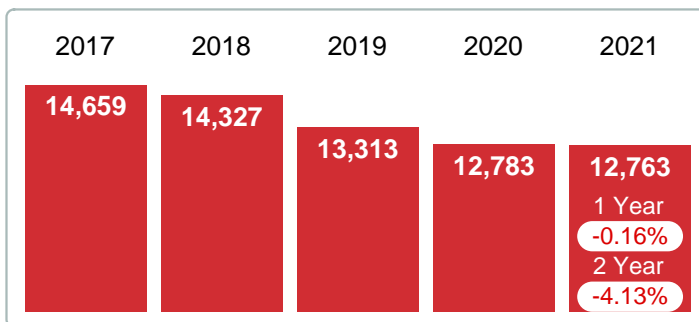
NEW LISTINGS

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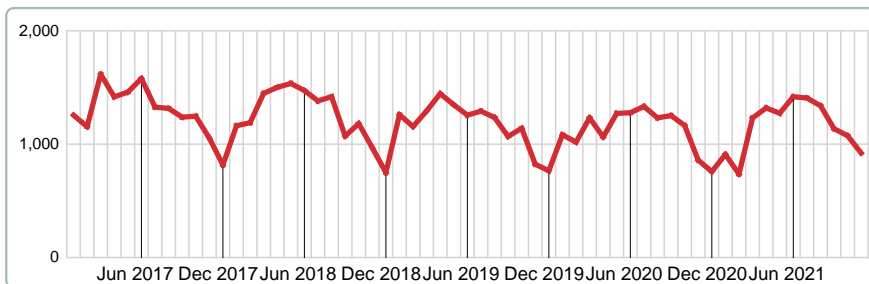
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 925

High Mar 2017 1,616 Low Feb 2021 736

New Listings this month at **921**
below the 5 yr NOV average of **925**



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	65	7.06%	42	21	2	0
\$75,001 - \$125,000	103	11.18%	38	60	5	0
\$125,001 - \$175,000	141	15.31%	26	103	12	0
\$175,001 - \$250,000	254	27.58%	24	179	46	5
\$250,001 - \$325,000	124	13.46%	6	63	50	5
\$325,001 - \$475,000	141	15.31%	9	41	75	16
\$475,001 and up	93	10.10%	1	16	59	17
Total New Listed Units	921		146	483	249	43
Total New Listed Volume	246,567,431	100%	20.26M	104.97M	97.78M	23.55M
Average New Listed Listing Price	\$260,004		\$138,754	\$217,339	\$392,695	\$547,759

November 2021



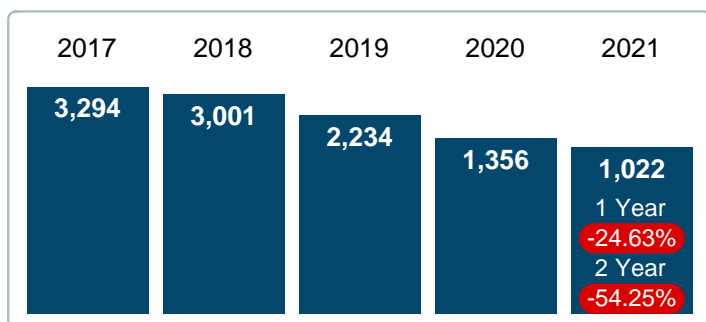
Area Delimited by County Of Tulsa - Residential Property Type



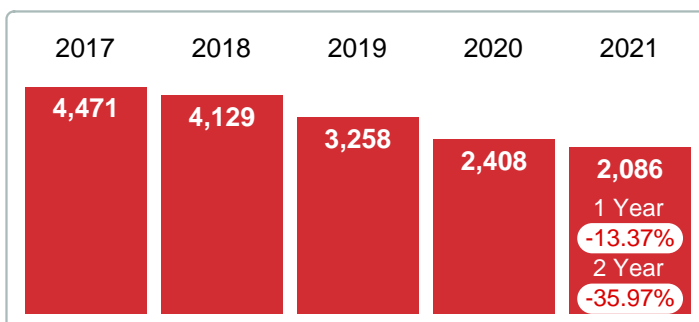
ACTIVE INVENTORY

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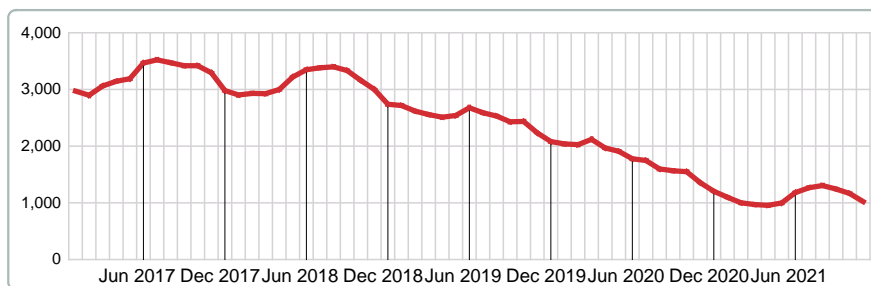
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

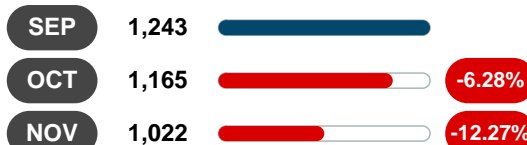


3 MONTHS

5 year NOV AVG = 2,181

High Jul 2017 3,522 Low Apr 2021 956

Inventory this month at 1,022
below the 5 yr NOV average of 2,181



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	95	9.30%	113.4	55	35	4	1
\$75,001 - \$125,000	107	10.47%	53.9	44	54	9	0
\$125,001 - \$175,000	102	9.98%	57.1	18	72	12	0
\$175,001 - \$325,000	311	30.43%	62.6	28	177	94	12
\$325,001 - \$475,000	164	16.05%	59.8	10	52	78	24
\$475,001 - \$725,000	140	13.70%	91.3	2	37	82	19
\$725,001 and up	103	10.08%	92.5	1	11	43	48
Total Active Inventory by Units	1,022			158	438	322	104
Total Active Inventory by Volume	412,844,917	100%	72.4	23.08M	115.03M	164.48M	110.25M
Average Active Inventory Listing Price	\$403,958			\$146,103	\$262,631	\$510,792	\$1,060,126

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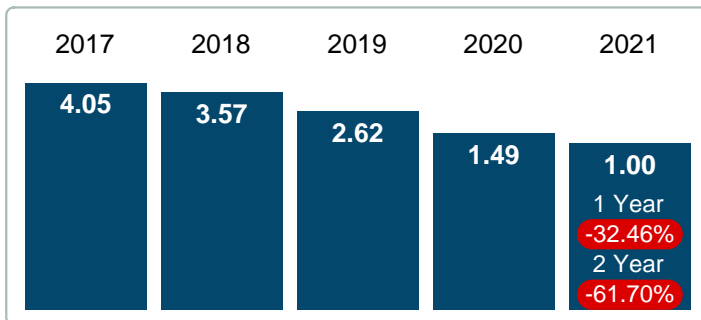
Area Delimited by County Of Tulsa - Residential Property Type



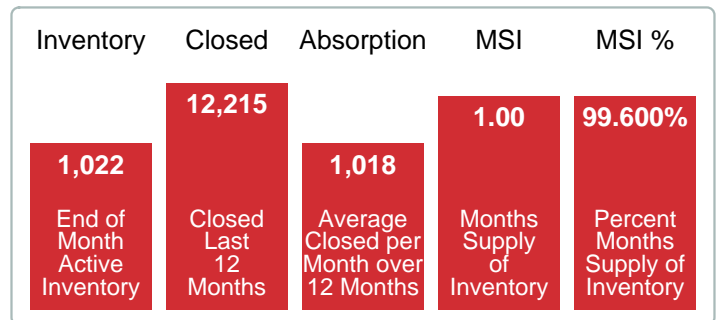
MONTHS SUPPLY of INVENTORY (MSI)

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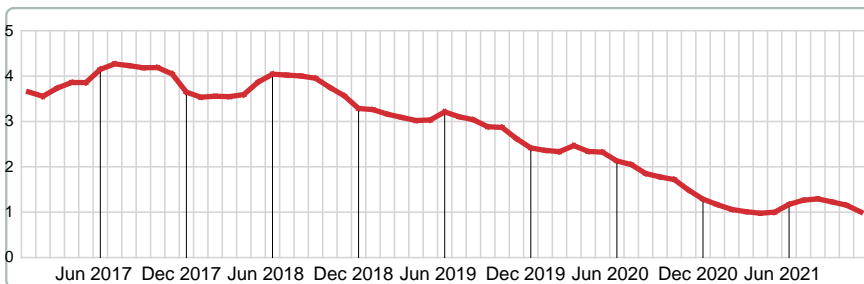
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

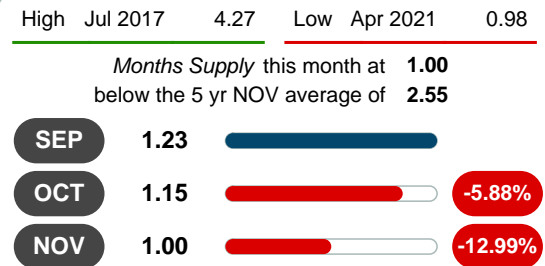


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.55



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	95	9.30%	1.55	1.62	1.46	1.26	6.00
\$75,001 - \$125,000	107	10.47%	1.19	1.44	1.00	1.66	0.00
\$125,001 - \$175,000	102	9.98%	0.60	0.80	0.55	0.74	0.00
\$175,001 - \$325,000	311	30.43%	0.69	1.08	0.69	0.62	0.85
\$325,001 - \$475,000	164	16.05%	1.00	2.35	1.24	0.83	1.04
\$475,001 - \$725,000	140	13.70%	2.35	2.40	3.76	2.46	1.21
\$725,001 and up	103	10.08%	3.95	3.00	3.77	3.27	4.97
Market Supply of Inventory (MSI)	1.00			1.33	0.85	1.02	1.61
Total Active Inventory by Units	1,022	100%	1.00	158	438	322	104

November 2021



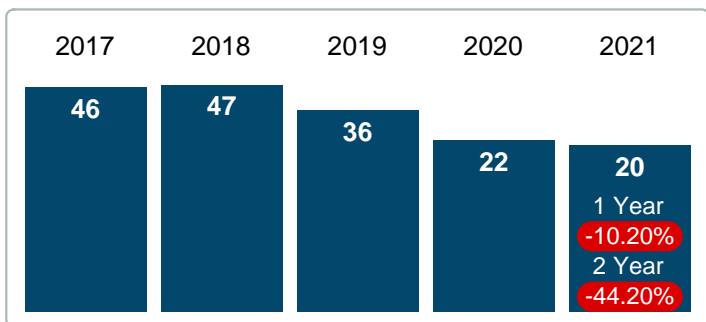
Area Delimited by County Of Tulsa - Residential Property Type



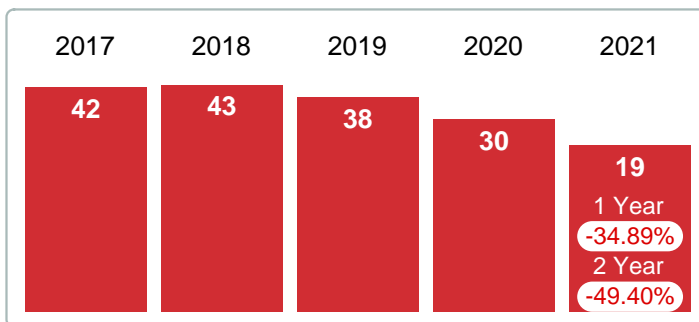
AVERAGE DAYS ON MARKET TO SALE

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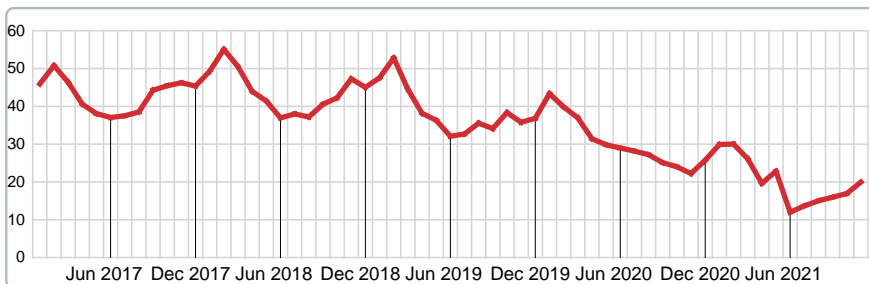
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

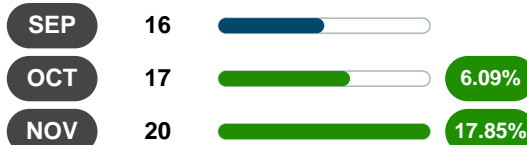


3 MONTHS

5 year NOV AVG = 34

High Feb 2018 55 Low Jun 2021 12

Average Days on Market to Sale this month at 20 below the 5 yr NOV average of 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	
\$100,000 and less 82	8.44%	19	18	20	35	0	
\$100,001 - \$150,000 132	13.58%	11	10	10	21	0	
\$150,001 - \$175,000 93	9.57%	13	5	15	7	2	
\$175,001 - \$250,000 256	26.34%	13	16	12	13	32	
\$250,001 - \$350,000 192	19.75%	16	16	15	17	35	
\$350,001 - \$475,000 118	12.14%	30	7	33	31	23	
\$475,001 and up 99	10.19%	54	56	55	55	51	
Average Closed DOM		20	15	16	26	36	
Total Closed Units	972	100%	20	105	515	294	58
Total Closed Volume	273,621,617			15.79M	115.54M	106.45M	35.84M



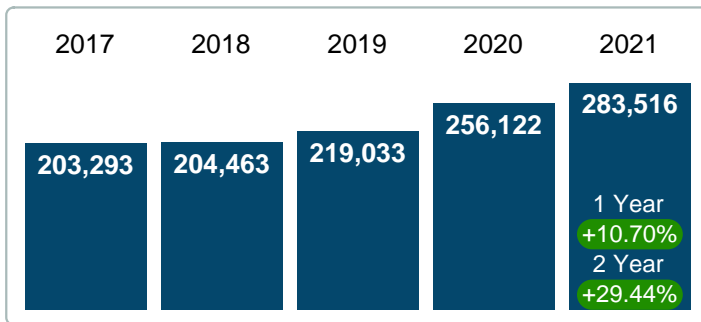
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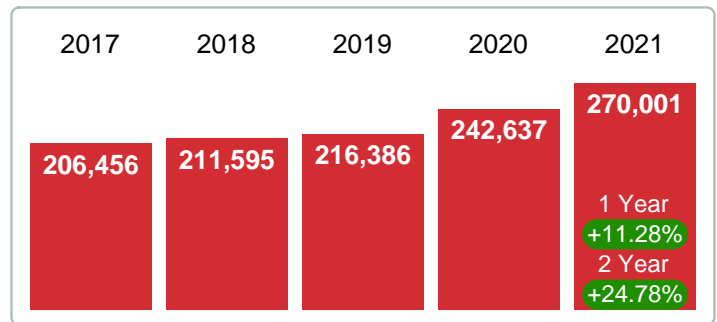
AVERAGE LIST PRICE AT CLOSING

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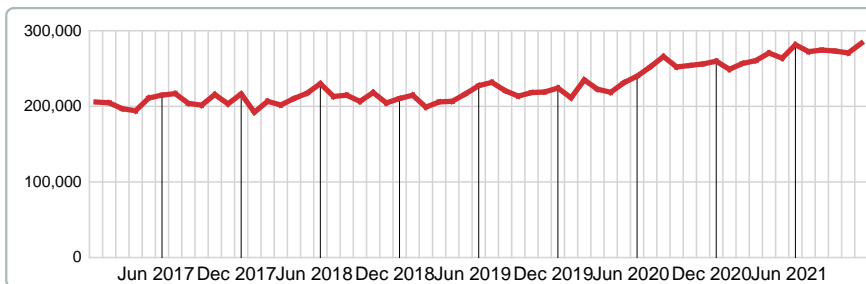
NOVEMBER



YEAR TO DATE (YTD)

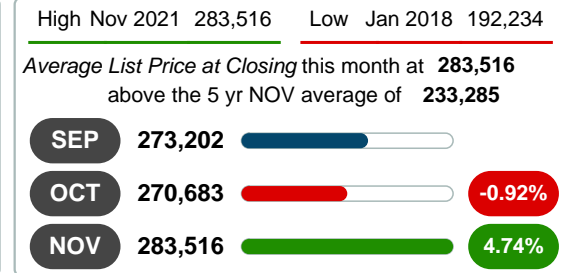


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 233,285



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	76	7.82%	72,119	69,654	83,160	83,750	0
\$100,001 - \$150,000	142	14.61%	130,237	130,480	130,364	131,089	0
\$150,001 - \$175,000	98	10.08%	164,337	162,631	163,872	164,006	157,500
\$175,001 - \$250,000	253	26.03%	215,866	222,736	208,413	223,895	232,975
\$250,001 - \$350,000	180	18.52%	299,469	283,667	295,790	304,430	309,560
\$350,001 - \$475,000	125	12.86%	412,143	425,000	419,547	413,165	411,148
\$475,001 and up	98	10.08%	770,019	642,000	683,760	686,538	995,481
Average List Price			283,516	151,907	223,649	364,411	643,299
Total Closed Units			972	105	515	294	58
Total Closed Volume			275,577,888	15.95M	115.18M	107.14M	37.31M



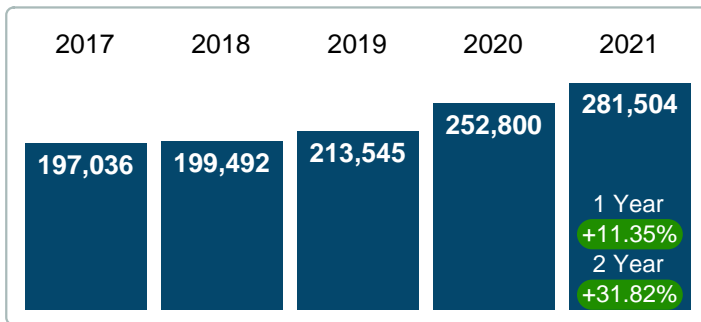
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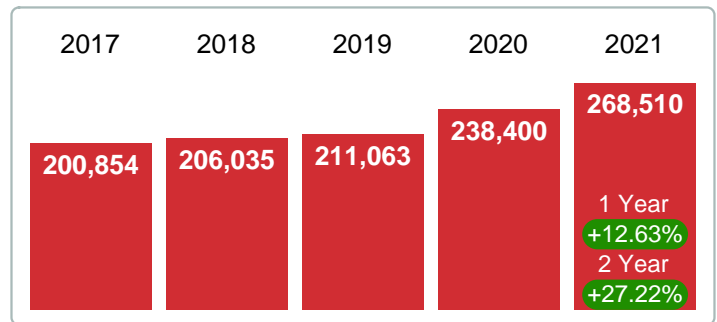
AVERAGE SOLD PRICE AT CLOSING

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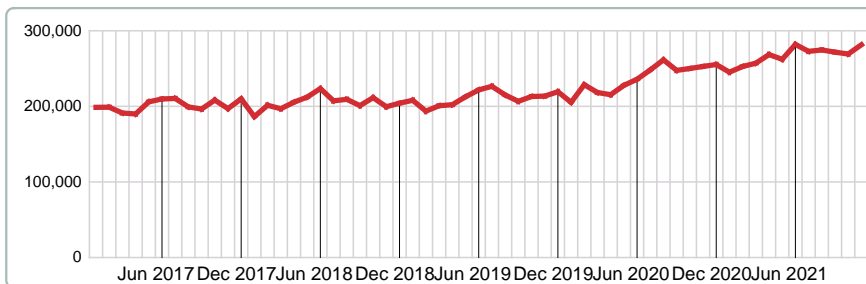
NOVEMBER



YEAR TO DATE (YTD)

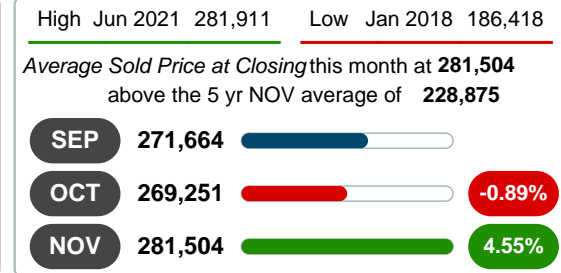


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 228,875



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	82	8.44%	71,154	66,456	76,145	77,987	0
\$100,001 - \$150,000	132	13.58%	129,981	129,790	130,242	127,422	0
\$150,001 - \$175,000	93	9.57%	163,092	163,462	162,844	164,594	162,500
\$175,001 - \$250,000	256	26.34%	214,555	224,223	210,087	225,575	214,250
\$250,001 - \$350,000	192	19.75%	298,998	282,667	294,360	304,306	307,560
\$350,001 - \$475,000	118	12.14%	410,879	395,000	411,031	411,733	408,769
\$475,001 and up	99	10.19%	753,984	642,500	720,277	673,973	943,653
Average Sold Price			281,504	150,377	224,349	362,087	617,912
Total Closed Units		100%	281,504	105	515	294	58
Total Closed Volume			273,621,617	15.79M	115.54M	106.45M	35.84M

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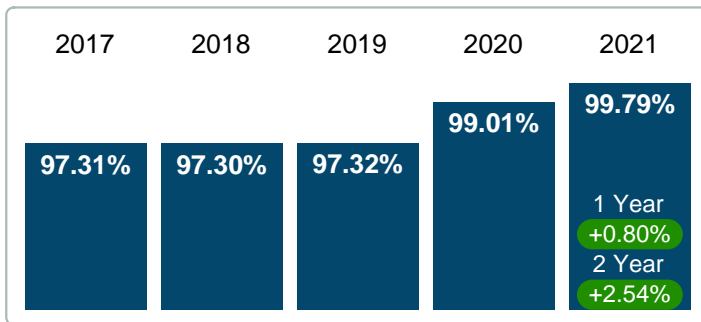
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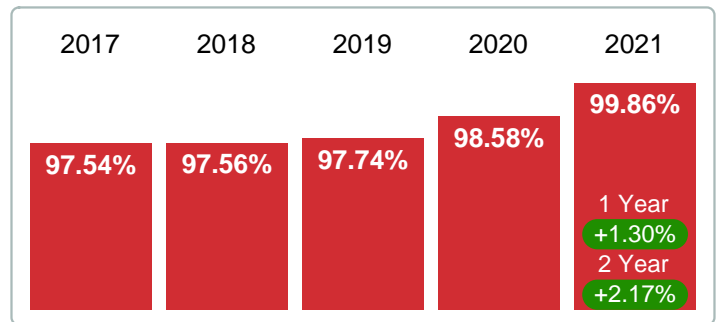
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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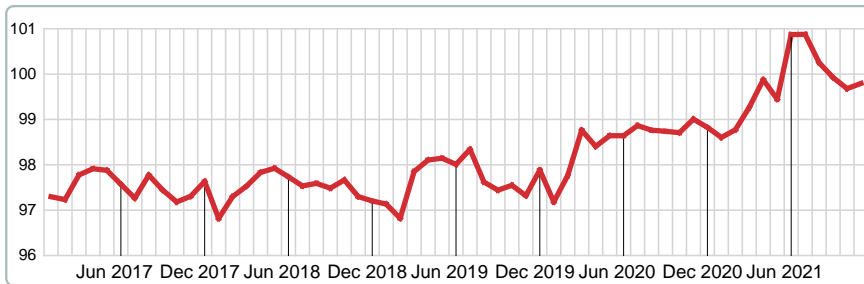
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YEAR TO DATE (YTD)

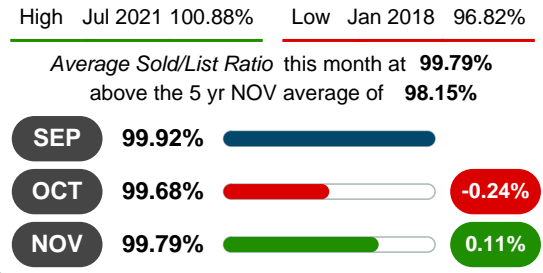


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 98.15%



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	82	8.44%	95.32%	96.35%	94.25%	93.44%	0.00%
\$100,001 - \$150,000	132	13.58%	100.04%	99.50%	100.34%	97.80%	0.00%
\$150,001 - \$175,000	93	9.57%	99.90%	100.56%	99.61%	100.45%	103.33%
\$175,001 - \$250,000	256	26.34%	100.82%	100.65%	101.00%	100.87%	92.68%
\$250,001 - \$350,000	192	19.75%	99.89%	99.84%	99.68%	100.10%	99.41%
\$350,001 - \$475,000	118	12.14%	99.19%	92.94%	98.07%	99.75%	99.39%
\$475,001 and up	99	10.19%	100.96%	100.25%	113.39%	98.32%	96.06%
Average Sold/List Ratio		99.80%		98.49%	100.35%	99.73%	97.57%
Total Closed Units		972	100%	105	515	294	58
Total Closed Volume		273,621,617		15.79M	115.54M	106.45M	35.84M

November 2021



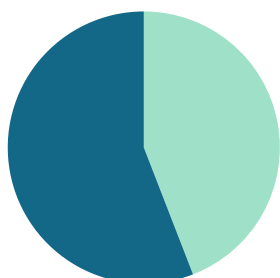
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

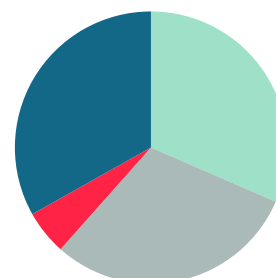


Inventory
 New Listings
921 = 44.11%
 Start Inventory
1,167
 Total Inventory Units
2,088
 Volume
\$733,641,467

Market Activity

Closed Sales
972 = 31.53%
 Pending Sales
926 = 30.04%
 Other Off Market
163 = 5.29%
 Active Inventory
1,022 = 33.15%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	873	972	11.34%	10,177	11,163	9.69%
Pending Sales	869	926	6.56%	10,958	11,679	6.58%
New Listings	859	921	7.22%	12,783	12,763	-0.16%
Average List Price	256,122	283,516	10.70%	242,637	270,001	11.28%
Average Sale Price	252,800	281,504	11.35%	238,400	268,510	12.63%
Average Percent of Selling Price to List Price	99.01%	99.79%	0.80%	98.58%	99.86%	1.30%
Average Days on Market to Sale	22.24	19.97	-10.20%	29.61	19.28	-34.89%
Monthly Inventory	1,391	1,022	-26.53%	1,391	1,022	-26.53%
Months Supply of Inventory	1.52	1.00	-34.16%	1.52	1.00	-34.16%

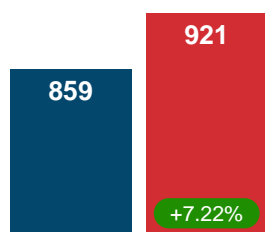
Absorption: Last 12 months, an Average of **1,018** Sales/Month

Inventory on November 30, 2021 = **1,022** 2020 2021

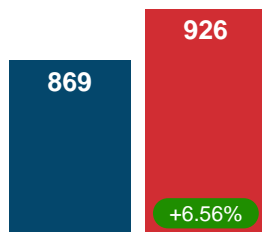
NOVEMBER MARKET

AVERAGE PRICES

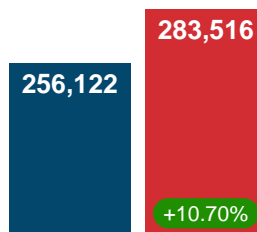
New Listings



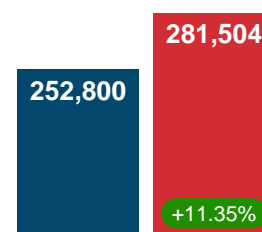
Pending Listings



List Price



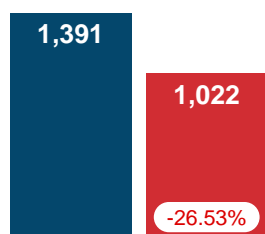
Sale Price



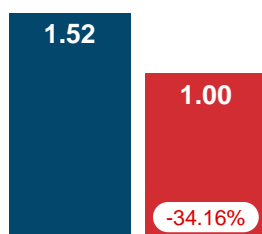
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

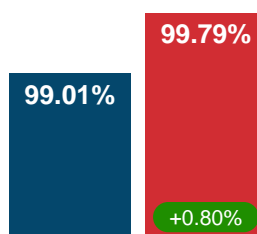
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

