

November 2021



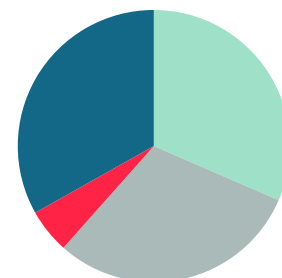
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	210,000	225,000	7.14%
Median Sale Price	209,000	228,085	9.13%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	6.00	-14.29%
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.

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 **9.13%** in November 2021 to \$228,085 versus the previous year at \$209,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 1.00 days or **14.29%** in November 2021 compared to last year's same month at **7.00** DOM.

Sales Success for November 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 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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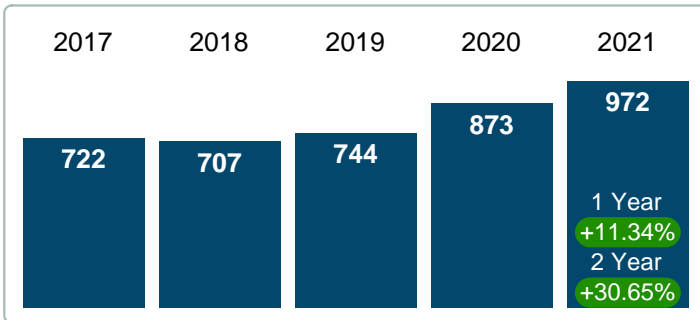
Area Delimited by County Of Tulsa - Residential Property Type



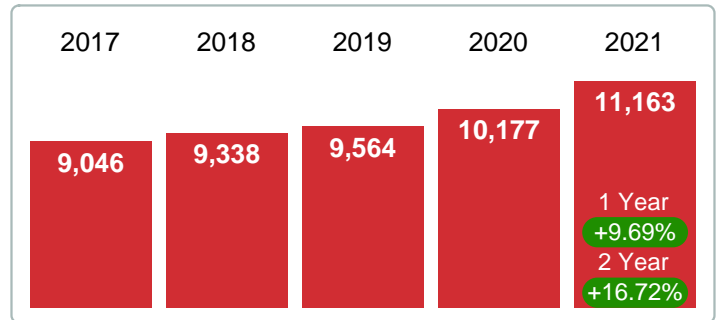
CLOSED LISTINGS

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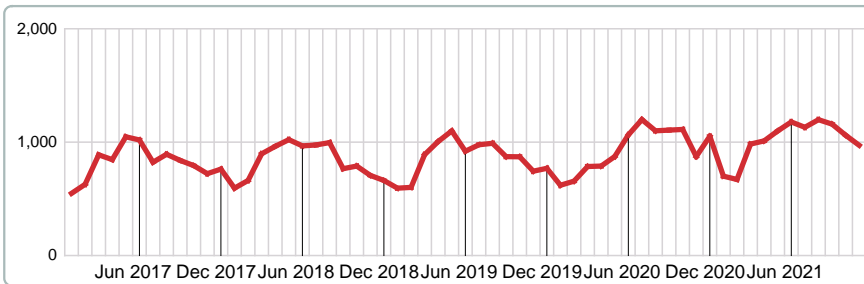
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

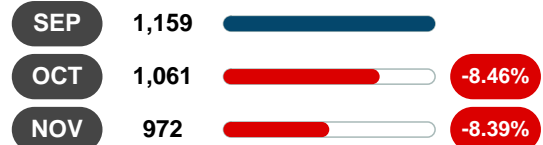


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	82	8.44%	8.5	43	35	4	0
\$100,001 - \$150,000	132	13.58%	5.0	20	103	9	0
\$150,001 - \$175,000	93	9.57%	5.0	13	69	9	2
\$175,001 - \$250,000	256	26.34%	4.0	14	178	60	4
\$250,001 - \$350,000	192	19.75%	6.0	12	78	97	5
\$350,001 - \$475,000	118	12.14%	11.0	1	31	65	21
\$475,001 and up	99	10.19%	17.0	2	21	50	26
Total Closed Units	972			105	515	294	58
Total Closed Volume	273,621,617	100%	6.0	15.79M	115.54M	106.45M	35.84M
Median Closed Price	\$228,085			\$126,100	\$195,000	\$319,900	\$456,000

November 2021



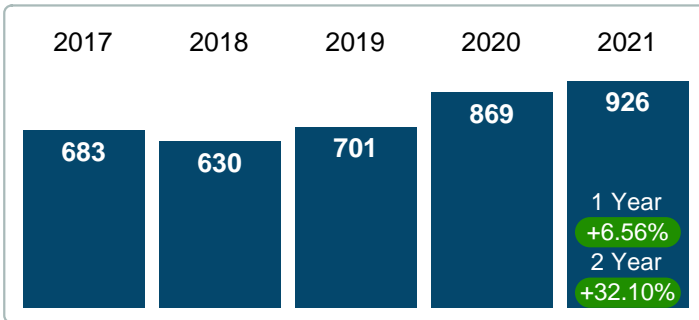
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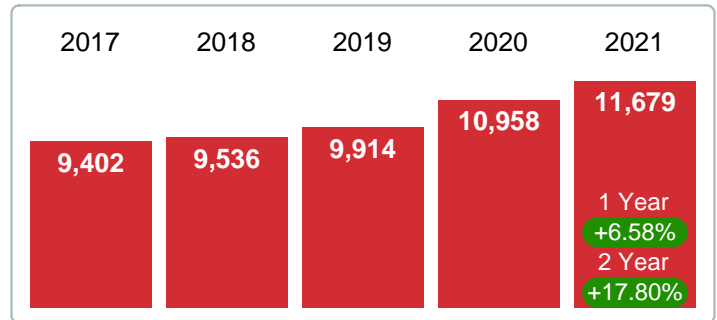
PENDING LISTINGS

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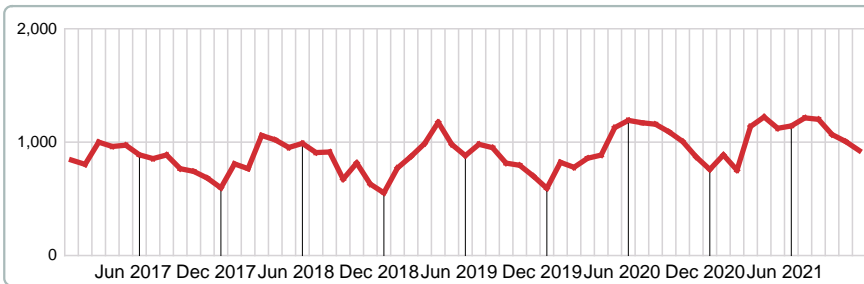
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

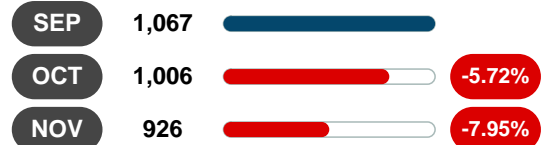


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	75	8.10%	7.0	41	30	3	1
\$100,001 - \$150,000	113	12.20%	7.0	24	80	8	1
\$150,001 - \$175,000	95	10.26%	7.0	15	69	11	0
\$175,001 - \$250,000	269	29.05%	7.0	18	194	50	7
\$250,001 - \$350,000	149	16.09%	8.0	13	59	71	6
\$350,001 - \$475,000	127	13.71%	14.0	6	37	72	12
\$475,001 and up	98	10.58%	17.5	1	19	55	23
Total Pending Units	926			118	488	270	50
Total Pending Volume	262,611,921	100%	8.0	18.62M	109.64M	107.56M	26.80M
Median Listing Price	\$224,315			\$142,400	\$196,500	\$342,500	\$439,500

November 2021



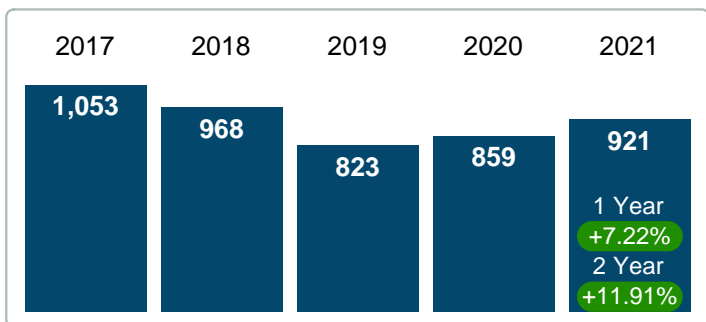
Area Delimited by County Of Tulsa - Residential Property Type



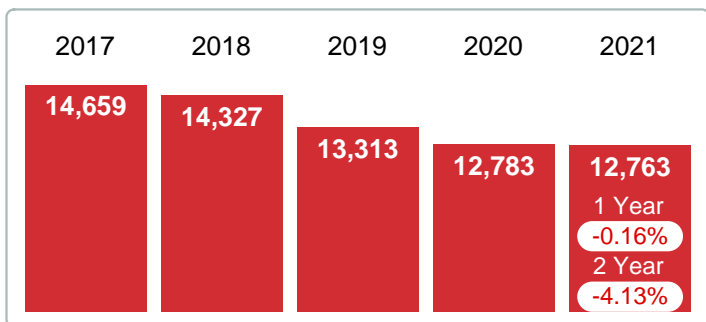
NEW LISTINGS

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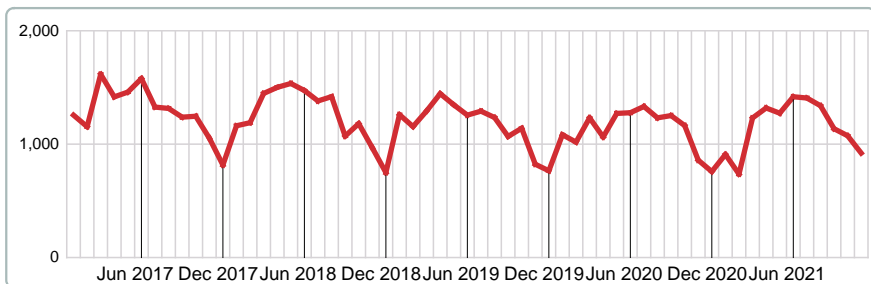
NOVEMBER



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
Median New Listed Listing Price	\$215,000		\$114,500	\$196,000	\$348,000	\$420,000



Area Delimited by County Of Tulsa - Residential Property Type

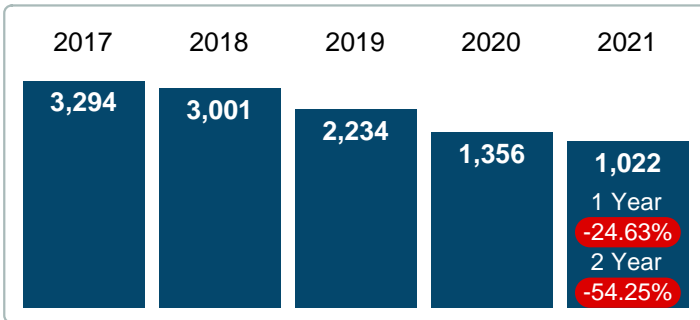


November 2021

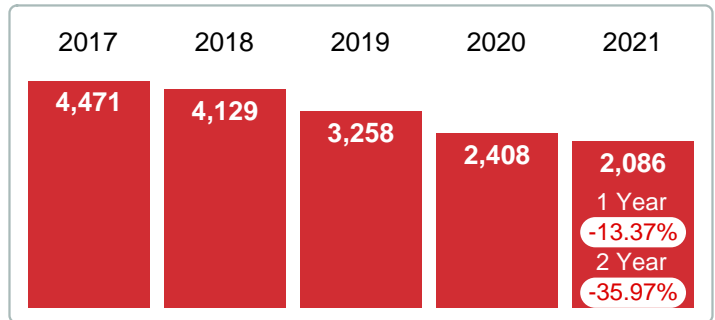
ACTIVE INVENTORY

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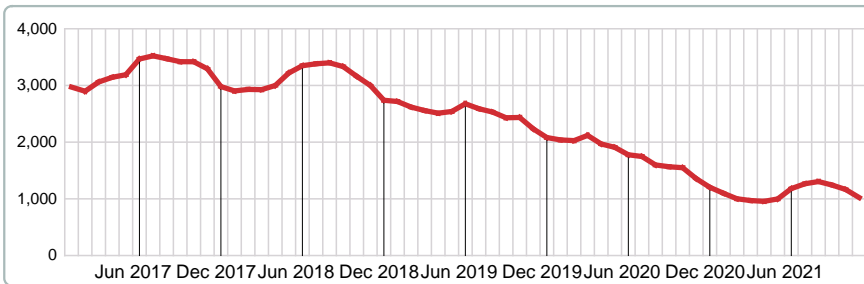
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

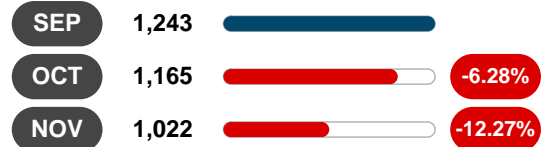


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	95	9.30%	62.0	55	35	4	1
\$75,001 - \$125,000	107	10.47%	29.0	44	54	9	0
\$125,001 - \$175,000	102	9.98%	34.0	18	72	12	0
\$175,001 - \$325,000	311	30.43%	36.0	28	177	94	12
\$325,001 - \$475,000	164	16.05%	43.0	10	52	78	24
\$475,001 - \$725,000	140	13.70%	82.0	2	37	82	19
\$725,001 and up	103	10.08%	74.0	1	11	43	48
Total Active Inventory by Units		1,022		158	438	322	104
Total Active Inventory by Volume		412,844,917	100%	23.08M	115.03M	164.48M	110.25M
Median Active Inventory Listing Price		\$262,000		\$95,000	\$201,825	\$390,000	\$685,000

November 2021



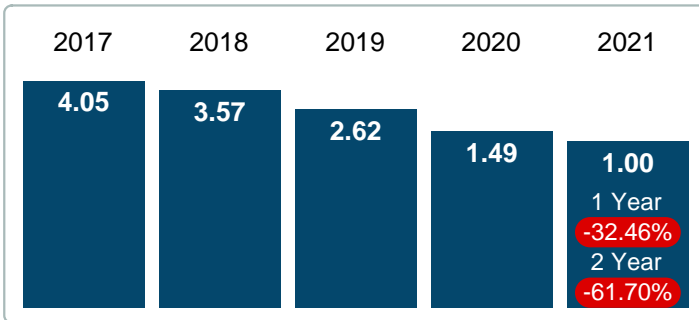
Area Delimited by County Of Tulsa - Residential Property Type



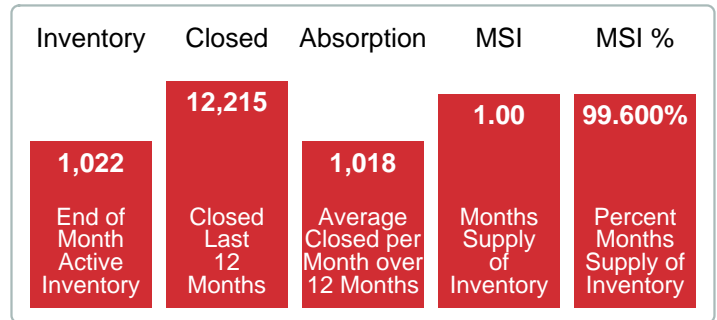
MONTHS SUPPLY of INVENTORY (MSI)

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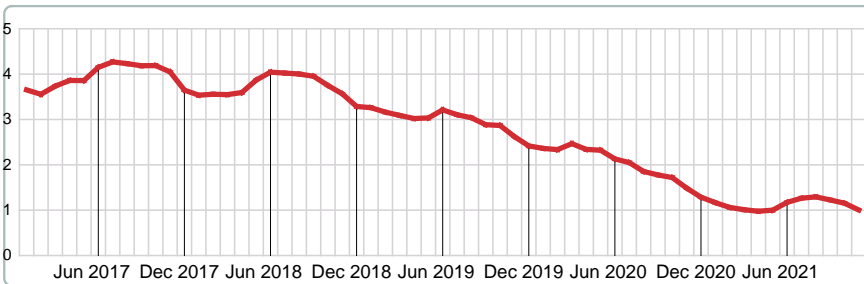
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

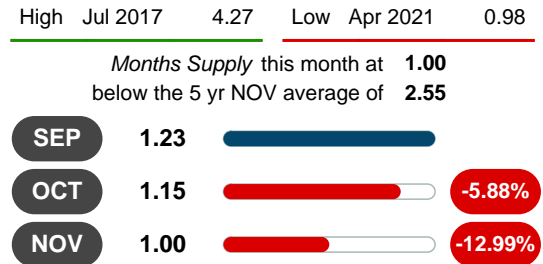


5 YEAR MARKET ACTIVITY TRENDS



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



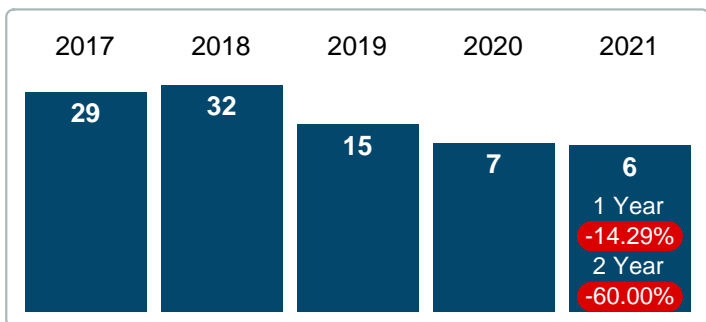
Area Delimited by County Of Tulsa - Residential Property Type



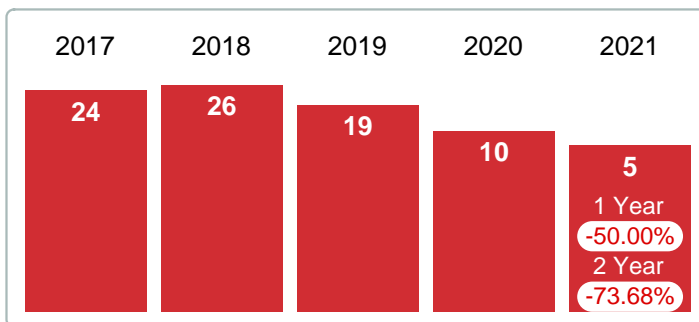
MEDIAN DAYS ON MARKET TO SALE

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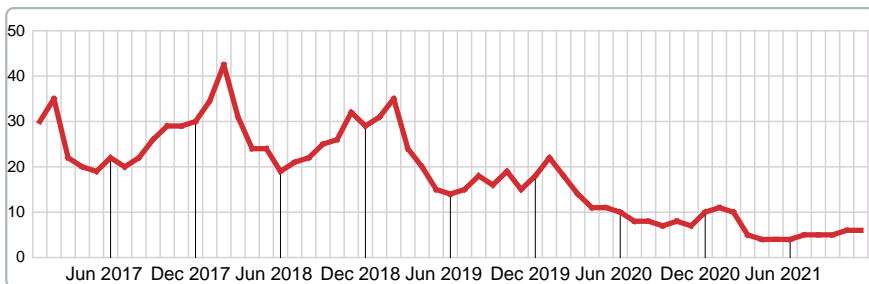
NOVEMBER



YEAR TO DATE (YTD)

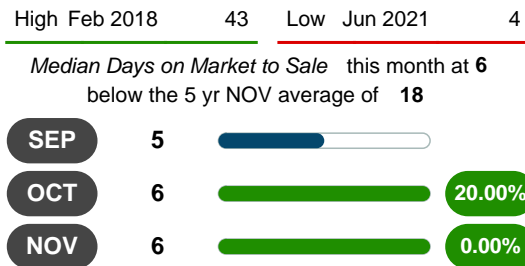


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 18



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
\$100,000 and less	8.44%	9	8	9	35	0
\$100,001 - \$150,000	13.58%	5	3	5	4	0
\$150,001 - \$175,000	9.57%	5	6	5	3	2
\$175,001 - \$250,000	26.34%	4	5	4	4	18
\$250,001 - \$350,000	19.75%	6	12	6	5	16
\$350,001 - \$475,000	12.14%	11	7	12	9	13
\$475,001 and up	10.19%	17	56	29	15	13
Median Closed DOM		6	6	5	7	13
Total Closed Units	100%	972	105	515	294	58
Total Closed Volume		273,621,617	15.79M	115.54M	106.45M	35.84M

November 2021



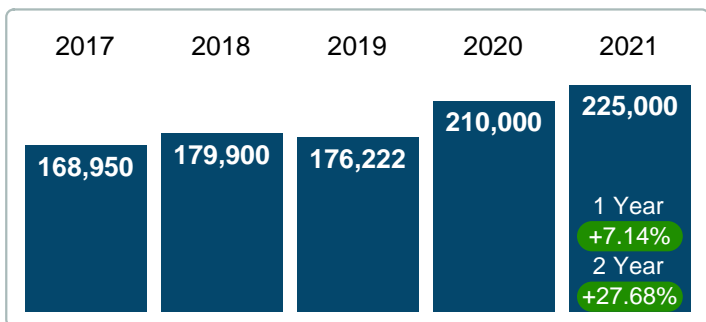
Area Delimited by County Of Tulsa - Residential Property Type



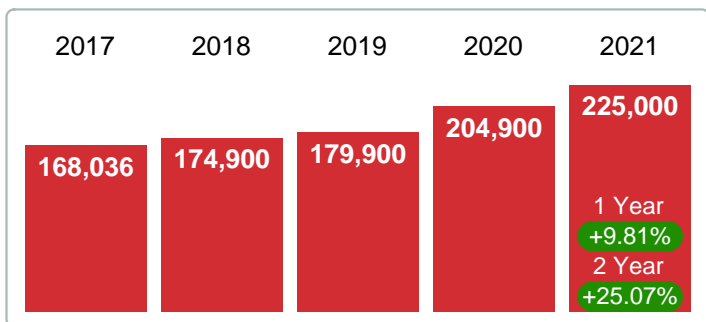
MEDIAN LIST PRICE AT CLOSING

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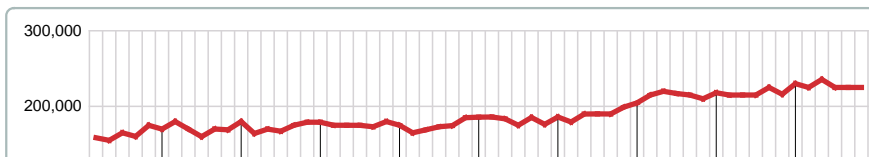
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 192,014

High Aug 2021 235,598 Low Feb 2017 155,000

Median List Price at Closing this month at **225,000**
above the 5 yr NOV average of **192,014**

SEP 225,000
OCT 225,000
NOV 225,000

0.00%
0.00%

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	76	7.82%	76,250	70,000	82,450	75,000	0
\$100,001 - \$150,000	142	14.61%	129,950	126,950	130,000	123,450	150,000
\$150,001 - \$175,000	98	10.08%	165,000	160,000	165,000	165,000	165,000
\$175,001 - \$250,000	253	26.03%	215,000	225,000	211,500	229,000	241,000
\$250,001 - \$350,000	180	18.52%	299,900	275,000	298,000	306,056	320,000
\$350,001 - \$475,000	125	12.86%	415,000	425,000	419,838	409,900	415,000
\$475,001 and up	98	10.08%	629,450	642,000	560,000	594,095	782,450
Median List Price			225,000	129,900	195,000	319,948	451,000
Total Closed Units		100%	225,000	105	515	294	58
Total Closed Volume			275,577,888	15.95M	115.18M	107.14M	37.31M

November 2021



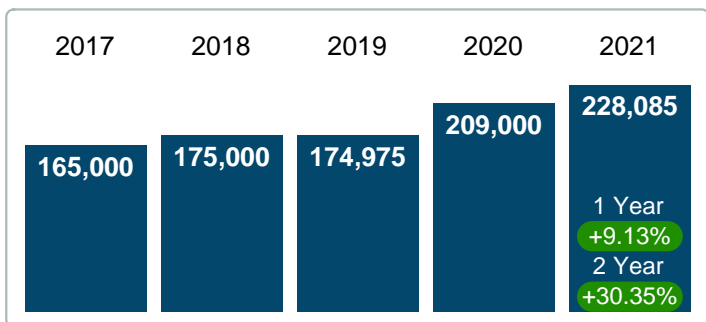
Area Delimited by County Of Tulsa - Residential Property Type



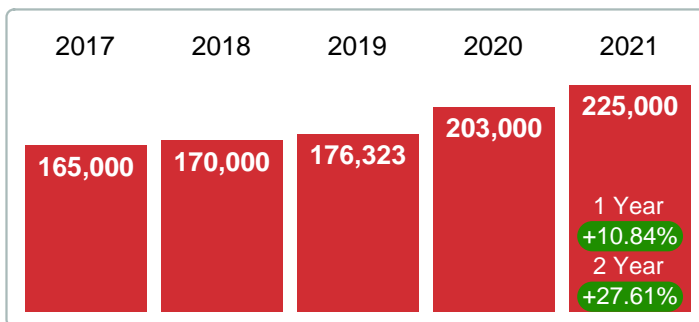
MEDIAN SOLD PRICE AT CLOSING

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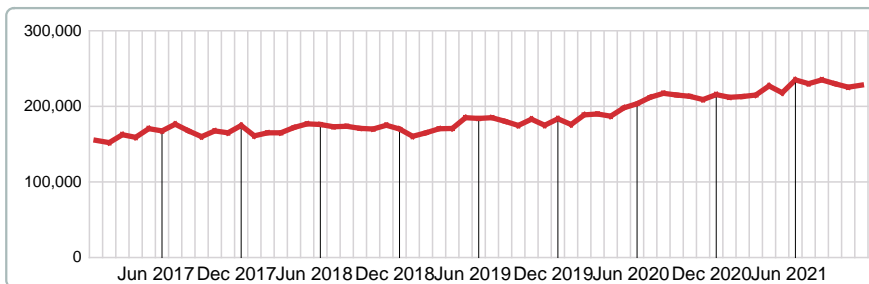
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

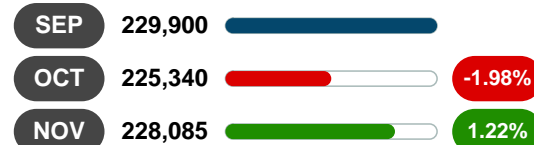


3 MONTHS

5 year NOV AVG = 190,412

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

Median Sold Price at Closing this month at **228,085** above the 5 yr NOV average of **190,412**



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	8.44%	74,000	70,000	75,000	74,000	0
\$100,001 - \$150,000	13.58%	130,000	128,050	132,000	125,000	0
\$150,001 - \$175,000	9.57%	164,000	163,000	163,500	165,000	162,500
\$175,001 - \$250,000	26.34%	215,000	225,000	210,000	229,795	212,500
\$250,001 - \$350,000	19.75%	300,000	272,000	296,500	305,000	320,000
\$350,001 - \$475,000	12.14%	410,000	395,000	404,000	413,984	410,000
\$475,001 and up	10.19%	615,000	642,500	565,000	584,673	746,500
Median Sold Price		228,085	126,100	195,000	319,900	456,000
Total Closed Units	100%	972	105	515	294	58
Total Closed Volume		273,621,617	15.79M	115.54M	106.45M	35.84M

November 2021



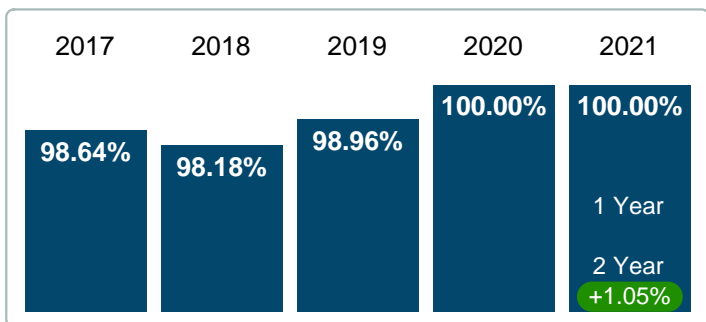
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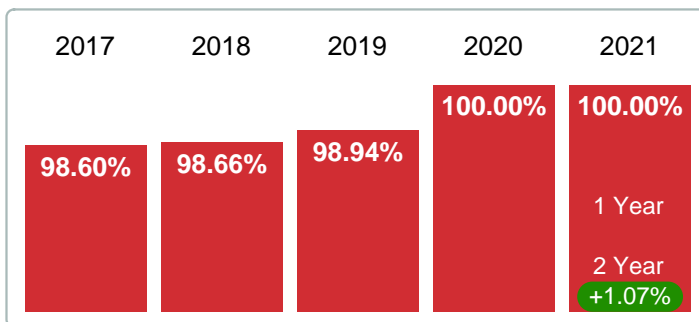
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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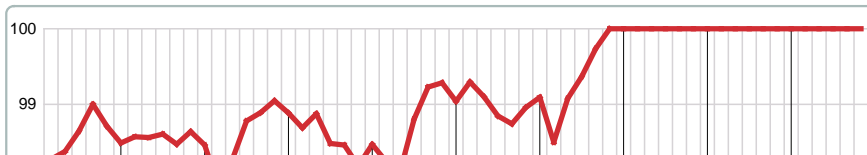
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99.16%

High Nov 2021 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **99.16%**

SEP 100.00%
OCT 100.00%
NOV 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	82	8.44%	98.17%	98.44%	97.83%	96.67%	0.00%	
\$100,001 - \$150,000	132	13.58%	100.00%	100.00%	100.00%	100.00%	0.00%	
\$150,001 - \$175,000	93	9.57%	100.00%	100.06%	100.00%	100.00%	103.33%	
\$175,001 - \$250,000	256	26.34%	100.00%	100.00%	100.00%	100.02%	92.00%	
\$250,001 - \$350,000	192	19.75%	100.00%	100.00%	100.00%	100.00%	100.00%	
\$350,001 - \$475,000	118	12.14%	100.00%	92.94%	100.00%	100.00%	100.00%	
\$475,001 and up	99	10.19%	98.45%	100.25%	98.24%	98.78%	97.79%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%	
Total Closed Units		972	100%	100.00%	105	515	294	58
Total Closed Volume		273,621,617			15.79M	115.54M	106.45M	35.84M

November 2021



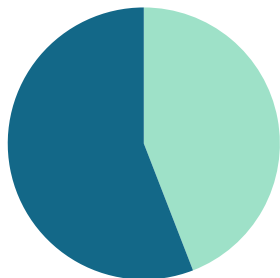
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

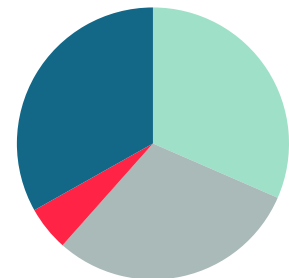


Inventory
 New Listings
921 = 44.11%
 Start Inventory
1,167
 Total Inventory Units
2,088
 Volume
\$733,641,467

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%
Median List Price	210,000	225,000	7.14%	204,900	225,000	9.81%
Median Sale Price	209,000	228,085	9.13%	203,000	225,000	10.84%
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	7.00	6.00	-14.29%	10.00	5.00	-50.00%
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

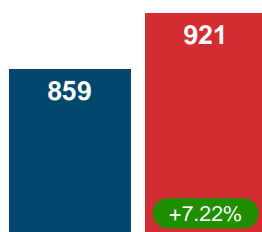
Inventory on November 30, 2021 = **1,022**

2020 **2021**

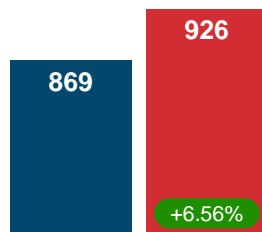
NOVEMBER MARKET

MEDIAN PRICES

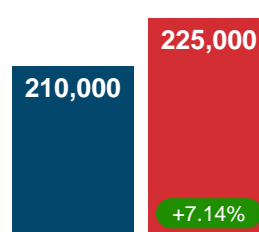
New Listings



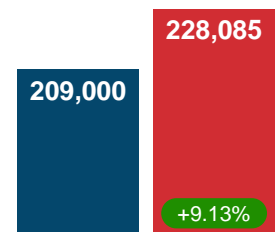
Pending Listings



List Price



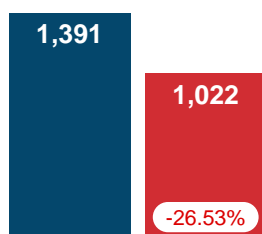
Sale Price



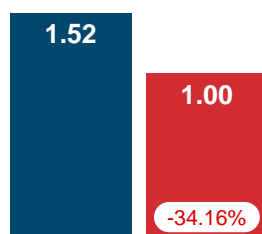
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

