

# October 2021



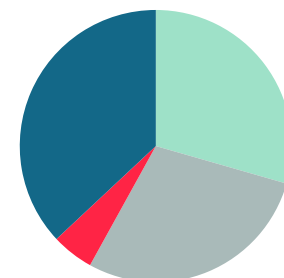
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	1,635	1,551	-5.14%
Pending Listings	1,495	1,505	0.67%
New Listings	1,692	1,609	-4.91%
Median List Price	210,000	228,240	8.69%
Median Sale Price	210,000	228,020	8.58%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	6.00	-25.00%
End of Month Inventory	2,302	1,947	-15.42%
Months Supply of Inventory	1.77	1.33	-25.03%



■ Closed (29.45%)  
■ Pending (28.58%)  
■ Other OffMarket (4.99%)  
■ Active (36.97%)

**Absorption:** Last 12 months, an Average of **1,468** Sales/Month  
**Active Inventory** as of October 31, 2021 = **1,947**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **15.42%** to 1,947 existing homes available for sale. Over the last 12 months this area has had an average of 1,468 closed sales per month. This represents an unsold inventory index of **1.33** 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 **8.58%** in October 2021 to \$228,020 versus the previous year at \$210,000.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 2.00 days or **25.00%** in October 2021 compared to last year's same month at **8.00** DOM.

#### Sales Success for October 2021 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 1,609 New Listings in October 2021, down **4.91%** from last year at 1,692. Furthermore, there were 1,551 Closed Listings this month versus last year at 1,635, a **-5.14%** decrease.

Closed versus Listed trends yielded a **96.4%** ratio, down from previous year's, October 2020, at **96.6%**, a **0.24%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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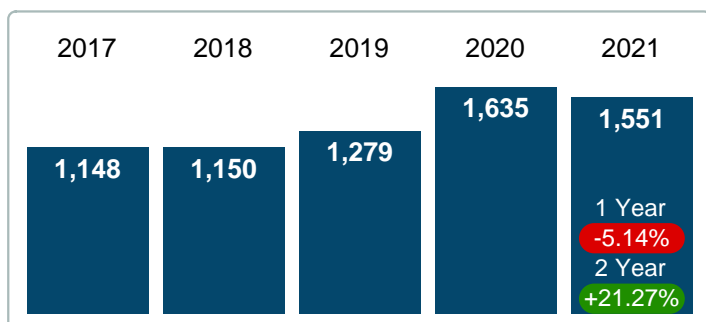
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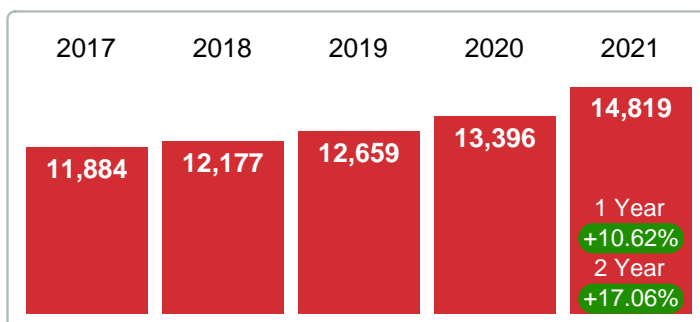
## CLOSED LISTINGS

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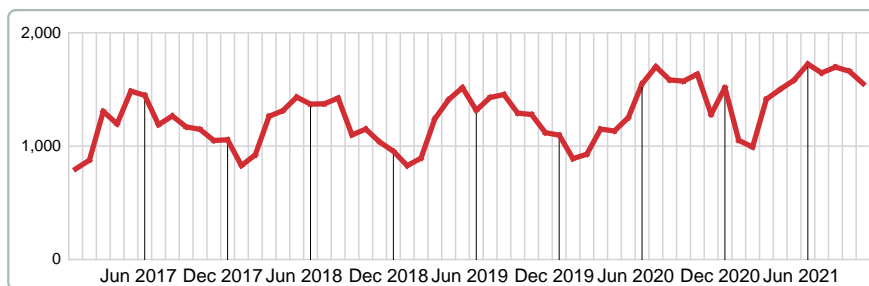
### OCTOBER



### YEAR TO DATE (YTD)

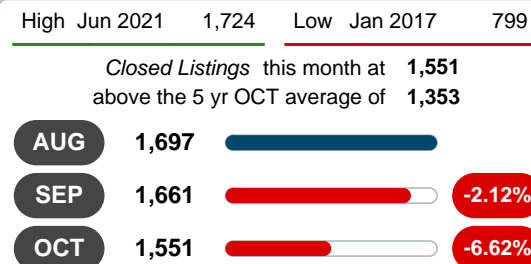


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,353



### 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	140	9.03%	10.0	65	61	13	1
\$100,001 - \$150,000	188	12.12%	6.5	45	129	14	0
\$150,001 - \$175,000	133	8.58%	5.0	25	100	8	0
\$175,001 - \$250,000	438	28.24%	5.0	44	305	82	7
\$250,001 - \$325,000	269	17.34%	6.0	7	120	131	11
\$325,001 - \$450,000	235	15.15%	6.0	8	76	130	21
\$450,001 and up	148	9.54%	17.0	1	28	80	39
<b>Total Closed Units</b>	<b>1,551</b>			<b>195</b>	<b>819</b>	<b>458</b>	<b>79</b>
<b>Total Closed Volume</b>	<b>416,753,724</b>	<b>100%</b>	<b>6.0</b>	<b>28.61M</b>	<b>180.48M</b>	<b>163.02M</b>	<b>44.64M</b>
<b>Median Closed Price</b>	<b>\$228,020</b>			<b>\$140,000</b>	<b>\$205,000</b>	<b>\$311,542</b>	<b>\$440,000</b>

# October 2021



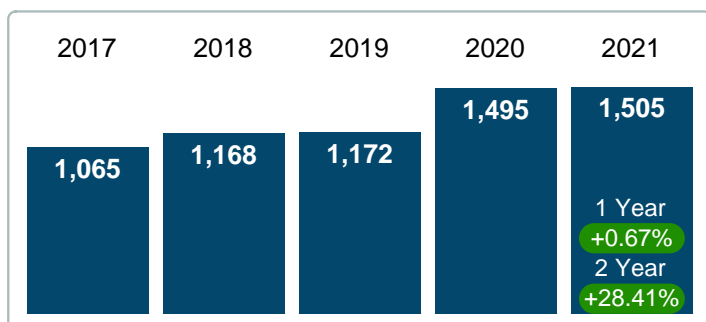
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



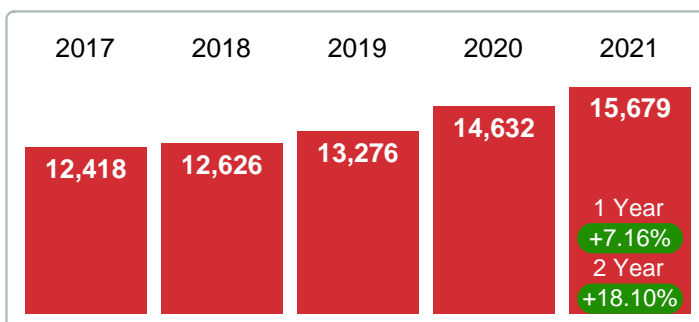
## PENDING LISTINGS

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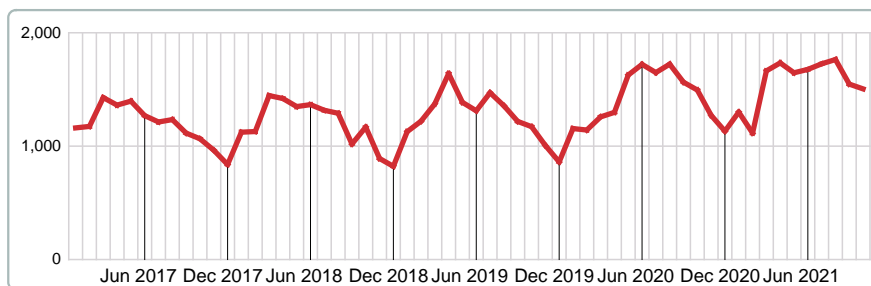
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

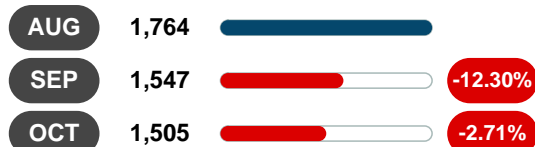


### 3 MONTHS

5 year OCT AVG = 1,281

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,505 above the 5 yr OCT average of 1,281



### 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	122	8.11%	11.0	59	57	5	1
\$100,001 - \$150,000	219	14.55%	6.0	44	163	9	3
\$150,001 - \$175,000	152	10.10%	6.5	21	109	21	1
\$175,001 - \$250,000	432	28.70%	5.0	30	303	95	4
\$250,001 - \$325,000	240	15.95%	7.0	14	113	107	6
\$325,001 - \$425,000	160	10.63%	14.5	7	62	79	12
\$425,001 and up	180	11.96%	22.0	1	36	110	33
<b>Total Pending Units</b>	<b>1,505</b>			<b>176</b>	<b>843</b>	<b>426</b>	<b>60</b>
<b>Total Pending Volume</b>	<b>409,134,942</b>	<b>100%</b>	<b>8.0</b>	<b>26.56M</b>	<b>197.01M</b>	<b>148.06M</b>	<b>37.51M</b>
<b>Median Listing Price</b>	<b>\$221,880</b>			<b>\$130,000</b>	<b>\$199,900</b>	<b>\$310,442</b>	<b>\$437,450</b>

# October 2021



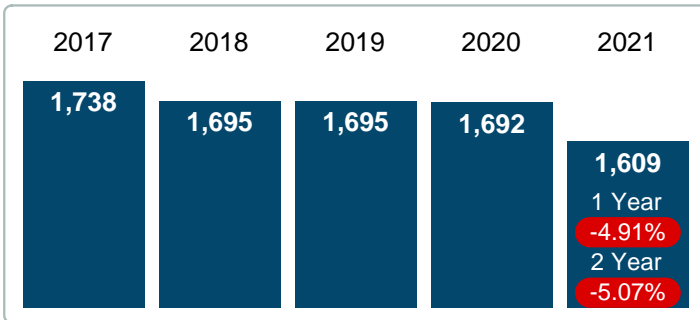
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



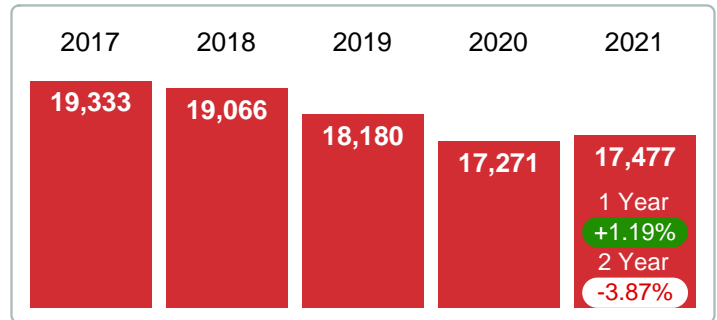
## NEW LISTINGS

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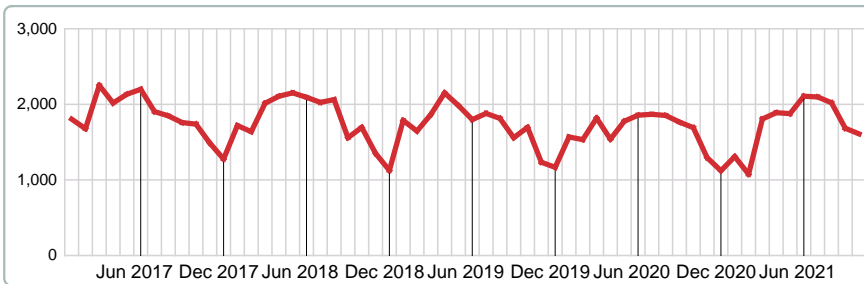
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

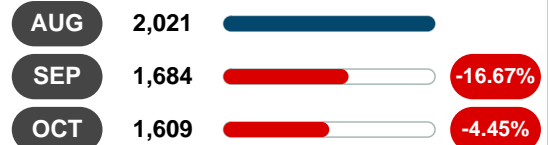


### 3 MONTHS

5 year OCT AVG = 1,686

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

New Listings this month at 1,609 below the 5 yr OCT average of 1,686



### 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	130	8.08%	59	63	8	0
\$100,001 - \$150,000	213	13.24%	45	155	9	4
\$150,001 - \$175,000	151	9.38%	23	102	25	1
\$175,001 - \$250,000	463	28.78%	32	324	101	6
\$250,001 - \$325,000	266	16.53%	9	123	125	9
\$325,001 - \$475,000	225	13.98%	11	75	117	22
\$475,001 and up	161	10.01%	5	37	78	41
<b>Total New Listed Units</b>	<b>1,609</b>		<b>184</b>	<b>879</b>	<b>463</b>	<b>83</b>
<b>Total New Listed Volume</b>	<b>478,324,634</b>	<b>100%</b>	<b>31.59M</b>	<b>218.11M</b>	<b>163.58M</b>	<b>65.05M</b>
<b>Median New Listed Listing Price</b>	<b>\$227,500</b>		<b>\$140,000</b>	<b>\$200,155</b>	<b>\$299,990</b>	<b>\$474,999</b>

# October 2021



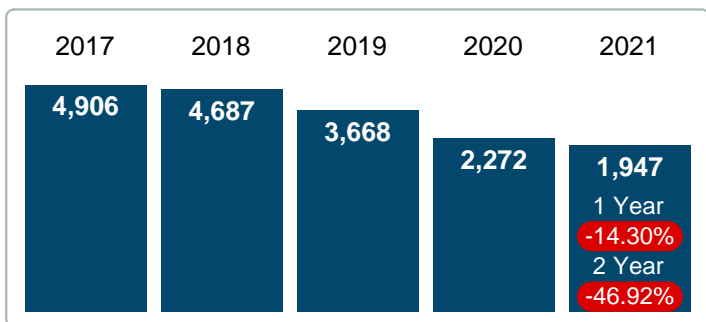
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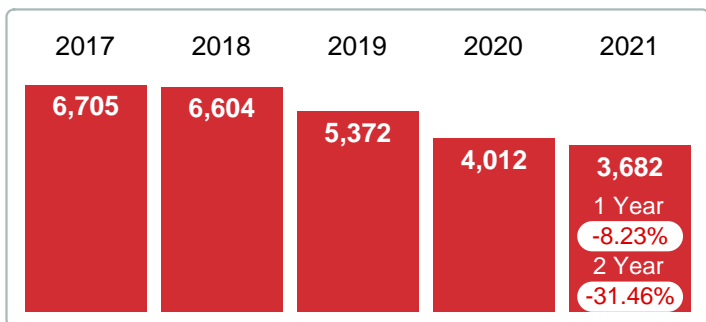
## ACTIVE INVENTORY

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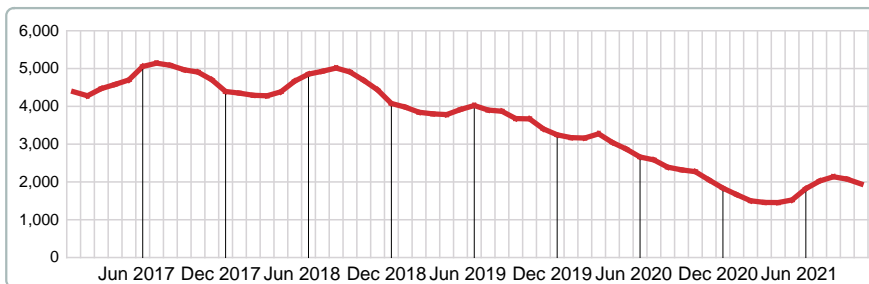
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 3,496

High Jul 2017 5,143 Low Apr 2021 1,454

Inventory this month at **1,947**  
below the 5 yr OCT average of **3,496**



### 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	142	7.29%	61.0	74	55	9	4
\$75,001 - \$150,000	286	14.69%	48.0	76	170	35	5
\$150,001 - \$200,000	263	13.51%	31.0	34	177	47	5
\$200,001 - \$325,000	477	24.50%	31.0	28	253	180	16
\$325,001 - \$450,000	319	16.38%	44.0	15	114	158	32
\$450,001 - \$725,000	262	13.46%	67.5	6	78	134	44
\$725,001 and up	198	10.17%	80.5	5	28	79	86
Total Active Inventory by Units			1,947	238	875	642	192
Total Active Inventory by Volume			773,673,248	42.72M	243.04M	305.44M	182.47M
Median Active Inventory Listing Price			\$274,999	\$113,250	\$212,785	\$364,490	\$687,000

# October 2021



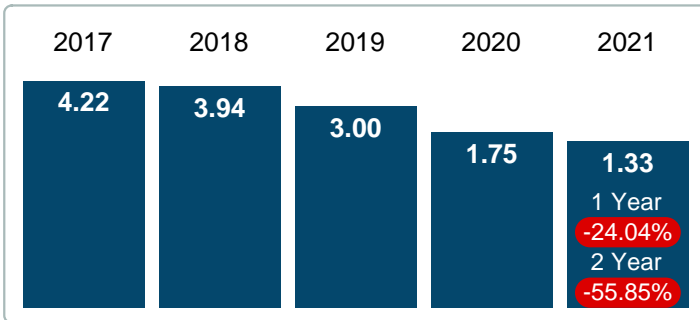
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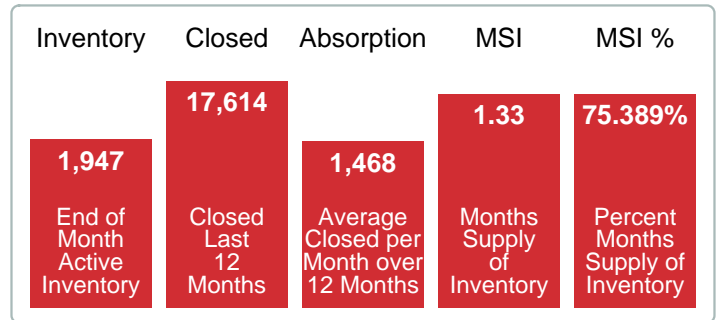
## MONTHS SUPPLY of INVENTORY (MSI)

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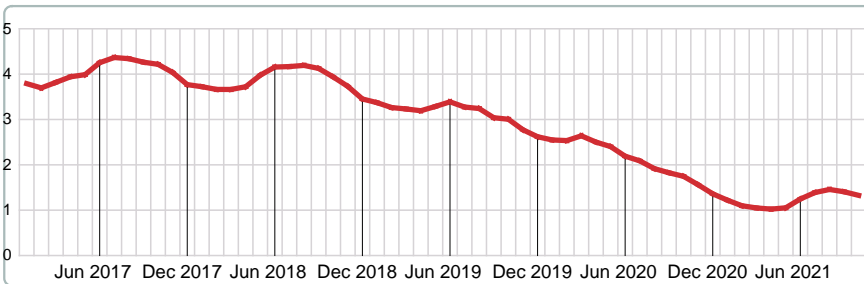
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021

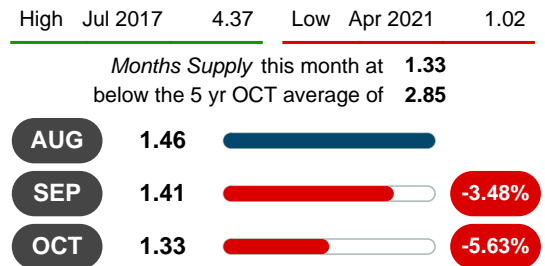


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.85



### 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	142	7.29%	1.54	1.58	1.42	1.61	4.00
\$75,001 - \$150,000	286	14.69%	1.12	1.26	0.99	1.65	2.40
\$150,001 - \$200,000	263	13.51%	0.88	1.59	0.76	1.15	1.88
\$200,001 - \$325,000	477	24.50%	0.97	1.31	0.95	0.98	0.89
\$325,001 - \$450,000	319	16.38%	1.57	2.81	1.92	1.40	1.26
\$450,001 - \$725,000	262	13.46%	2.65	5.14	4.39	2.47	1.72
\$725,001 and up	198	10.17%	6.44	15.00	7.64	5.04	7.76
Market Supply of Inventory (MSI)	1.33			1.52	1.11	1.48	2.24
Total Active Inventory by Units	1,947		100%	238	875	642	192

# October 2021



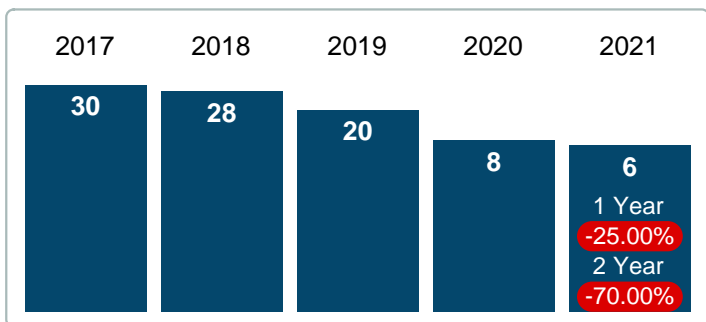
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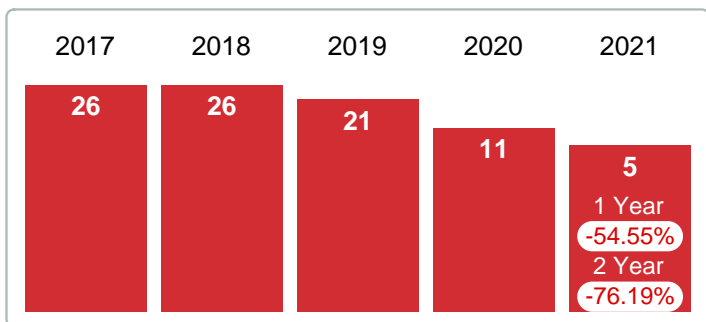
## MEDIAN DAYS ON MARKET TO SALE

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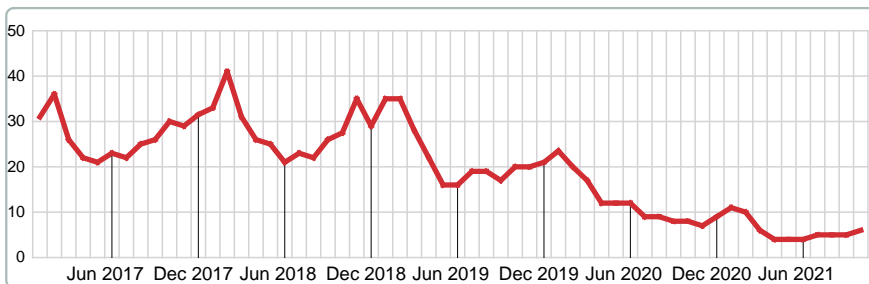
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 18

High Feb 2018 41 | Low Jun 2021 4

Median Days on Market to Sale this month at 6 below the 5 yr OCT average of 18

Month	Median Days	Change
AUG	5	
SEP	5	0.00%
OCT	6	20.00%

### 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	9.03%	10	15	9	8	21
\$100,001 - \$150,000	12.12%	7	6	6	14	0
\$150,001 - \$175,000	8.58%	5	3	5	4	0
\$175,001 - \$250,000	28.24%	5	8	5	5	5
\$250,001 - \$325,000	17.34%	6	7	5	5	18
\$325,001 - \$450,000	15.15%	6	13	5	7	9
\$450,001 and up	9.54%	17	61	6	17	24
Median Closed DOM		6	8	5	7	18
Total Closed Units	100%	1,551	195	819	458	79
Total Closed Volume		416,753,724	28.61M	180.48M	163.02M	44.64M



# October 2021



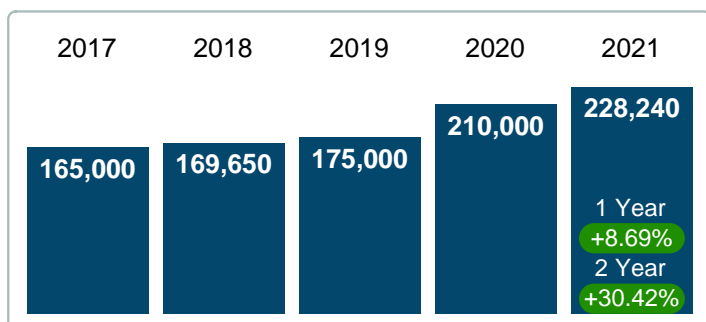
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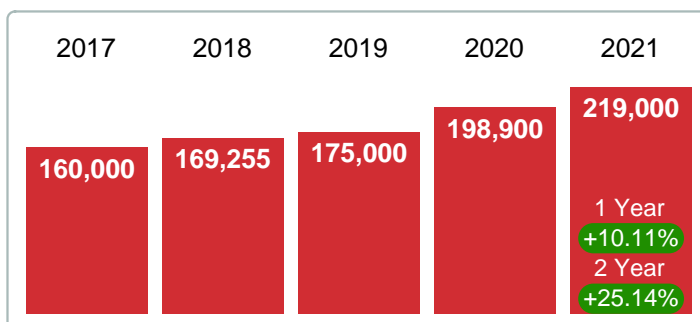
## MEDIAN LIST PRICE AT CLOSING

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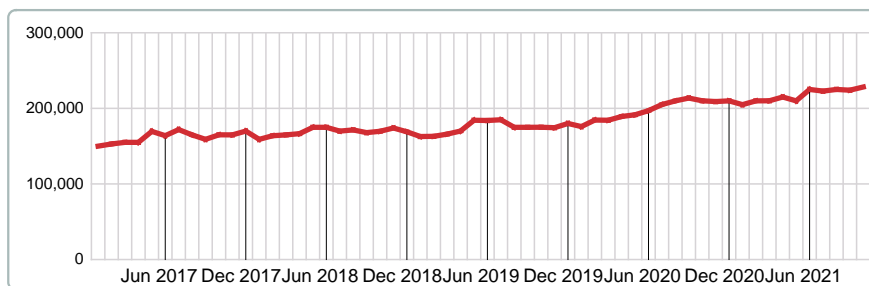
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 189,578

High Oct 2021 228,240 Low Jan 2017 150,000  
 Median List Price at Closing this month at **228,240**  
 above the 5 yr OCT average of **189,578**

- AUG** 225,000
- SEP** 224,000 -0.44%
- OCT** 228,240 1.89%

### 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 <b>136</b>	8.77%	76,450	74,278	84,500	75,000	75,000
\$100,001 - \$150,000 <b>186</b>	11.99%	130,000	125,000	135,000	133,500	0
\$150,001 - \$175,000 <b>140</b>	9.03%	165,000	164,950	165,000	162,400	0
\$175,001 - \$250,000 <b>449</b>	28.95%	215,000	202,450	211,623	226,410	215,000
\$250,001 - \$325,000 <b>265</b>	17.09%	285,000	269,000	283,900	289,250	299,000
\$325,001 - \$450,000 <b>226</b>	14.57%	385,894	377,000	371,915	389,900	395,000
\$450,001 and up <b>149</b>	9.61%	547,000	599,000	500,000	532,000	589,900
Median List Price		228,240	140,000	200,000	311,692	440,000
Total Closed Units	100%	228,240	195	819	458	79
Total Closed Volume		419,153,014	29.13M	180.64M	163.81M	45.57M



# October 2021



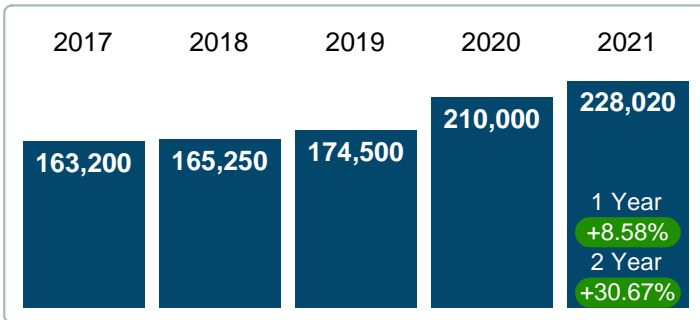
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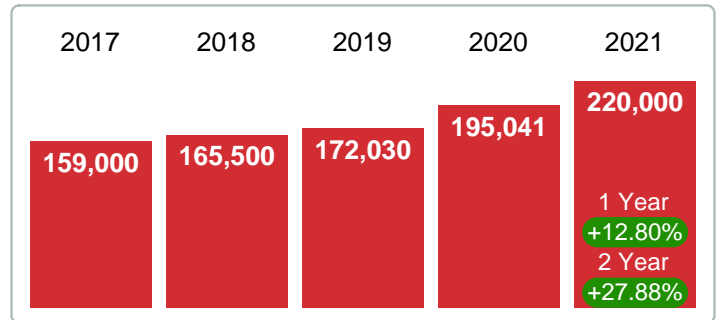
## MEDIAN SOLD PRICE AT CLOSING

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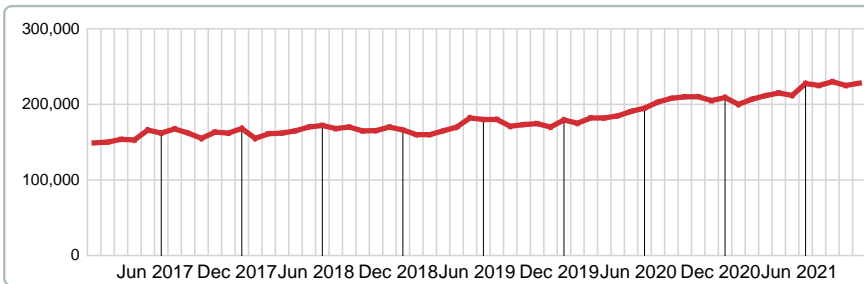
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

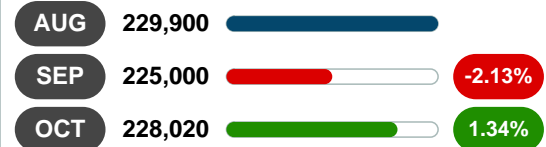


### 3 MONTHS

5 year OCT AVG = 188,194

High Aug 2021 229,900 Low Jan 2017 149,000

Median Sold Price at Closing this month at **228,020** above the 5 yr OCT average of **188,194**



### 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 <b>140</b>	9.03%	75,000	70,000	83,000	75,000	60,000
\$100,001 - \$150,000 <b>188</b>	12.12%	132,250	125,000	132,000	139,250	0
\$150,001 - \$175,000 <b>133</b>	8.58%	165,000	162,000	165,000	168,750	0
\$175,001 - \$250,000 <b>438</b>	28.24%	215,000	199,500	214,000	225,000	206,000
\$250,001 - \$325,000 <b>269</b>	17.34%	285,000	270,000	282,000	289,500	285,000
\$325,001 - \$450,000 <b>235</b>	15.15%	382,000	365,480	370,220	387,444	385,000
\$450,001 and up <b>148</b>	9.54%	547,500	601,000	517,500	541,175	615,000
Median Sold Price		228,020	140,000	205,000	311,542	440,000
Total Closed Units		1,551	195	819	458	79
Total Closed Volume		416,753,724	28.61M	180.48M	163.02M	44.64M

# October 2021



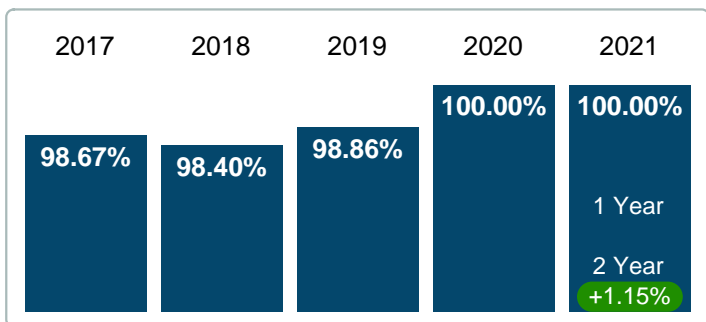
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



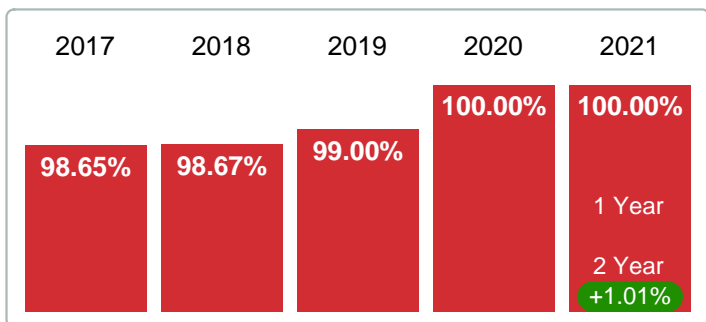
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

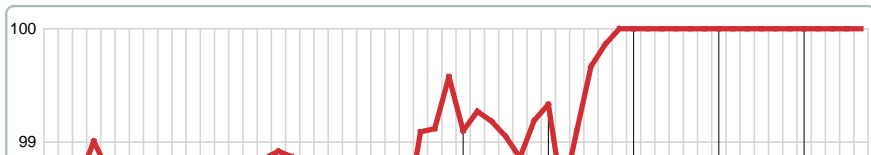
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 99.19%

High Oct 2021 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%** above the 5 yr OCT average of **99.19%**

**AUG** 100.00%  
**SEP** 100.00%  
**OCT** 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	140	9.03%	97.66%	96.00%	100.00%	100.00%	80.00%
\$100,001 - \$150,000	188	12.12%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001 - \$175,000	133	8.58%	100.00%	100.00%	100.00%	101.50%	0.00%
\$175,001 - \$250,000	438	28.24%	100.00%	100.00%	100.00%	100.00%	100.00%
\$250,001 - \$325,000	269	17.34%	100.00%	100.00%	100.00%	100.00%	100.00%
\$325,001 - \$450,000	235	15.15%	100.00%	97.18%	100.00%	100.00%	100.00%
\$450,001 and up	148	9.54%	99.02%	85.98%	99.53%	99.15%	98.80%
Median Sold/List Ratio		100.00%		99.41%	100.00%	100.00%	100.00%
Total Closed Units		1,551	100%	195	819	458	79
Total Closed Volume		416,753,724		28.61M	180.48M	163.02M	44.64M

# October 2021



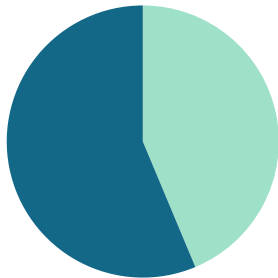
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

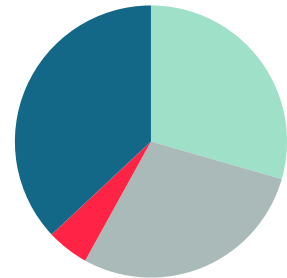


**Inventory**  
 New Listings  
**1,609 = 43.69%**  
 Start Inventory  
**2,074**  
 Total Inventory Units  
**3,683**  
 Volume  
**\$1,281,021,155**

### Market Activity

Closed Sales  
**1,551 = 29.45%**  
 Pending Sales  
**1,505 = 28.58%**  
 Other Off Market  
**263 = 4.99%**  
 Active Inventory  
**1,947 = 36.97%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,635	1,551	-5.14%	13,396	14,819	10.62%
Pending Sales	1,495	1,505	0.67%	14,632	15,679	7.16%
New Listings	1,692	1,609	-4.91%	17,271	17,477	1.19%
Median List Price	210,000	228,240	8.69%	198,900	219,000	10.11%
Median Sale Price	210,000	228,020	8.58%	195,041	220,000	12.80%
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	8.00	6.00	-25.00%	11.00	5.00	-54.55%
Monthly Inventory	2,302	1,947	-15.42%	2,302	1,947	-15.42%
Months Supply of Inventory	1.77	1.33	-25.03%	1.77	1.33	-25.03%

**Absorption:** Last 12 months, an Average of **1,468** Sales/Month

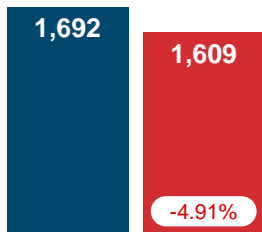
**Inventory** on October 31, 2021 = **1,947**

**2020** **2021**

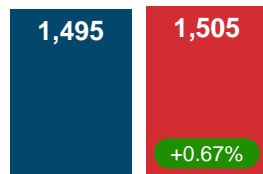
### OCTOBER MARKET

### MEDIAN PRICES

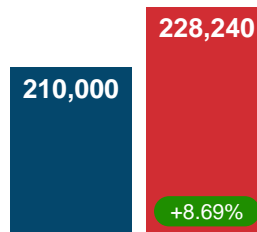
#### New Listings



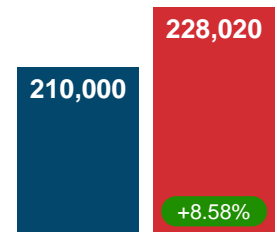
#### Pending Listings



#### List Price



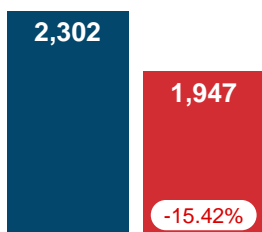
#### Sale Price



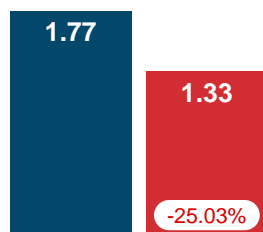
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

