

# October 2021



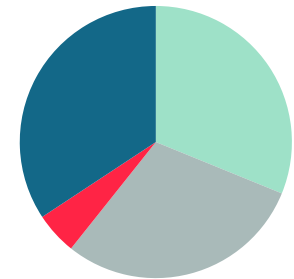
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	1,112	1,061	-4.59%
Pending Listings	1,006	1,006	0.00%
New Listings	1,164	1,074	-7.73%
Average List Price	254,119	270,683	6.52%
Average Sale Price	250,085	269,251	7.66%
Average Percent of Selling Price to List Price	98.71%	99.68%	0.98%
Average Days on Market to Sale	24.00	16.94	-29.41%
End of Month Inventory	1,578	1,167	-26.05%
Months Supply of Inventory	1.75	1.16	-33.97%



■ Closed (31.16%)  
■ Pending (29.54%)  
■ Other OffMarket (5.02%)  
■ Active (34.27%)

**Absorption:** Last 12 months, an Average of **1,010** Sales/Month  
**Active Inventory** as of October 31, 2021 = **1,167**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2021 decreased **26.05%** to 1,167 existing homes available for sale. Over the last 12 months this area has had an average of 1,010 closed sales per month. This represents an unsold inventory index of **1.16** 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 **7.66%** in October 2021 to \$269,251 versus the previous year at \$250,085.

#### Average Days on Market Shortens

The average number of **16.94** days that homes spent on the market before selling decreased by 7.06 days or **29.41%** in October 2021 compared to last year's same month at **24.00** DOM.

#### Sales Success for October 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 1,074 New Listings in October 2021, down **7.73%** from last year at 1,164. Furthermore, there were 1,061 Closed Listings this month versus last year at 1,112, a **-4.59%** decrease.

Closed versus Listed trends yielded a **98.8%** ratio, up from previous year's, October 2020, at **95.5%**, a **3.41%** 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

<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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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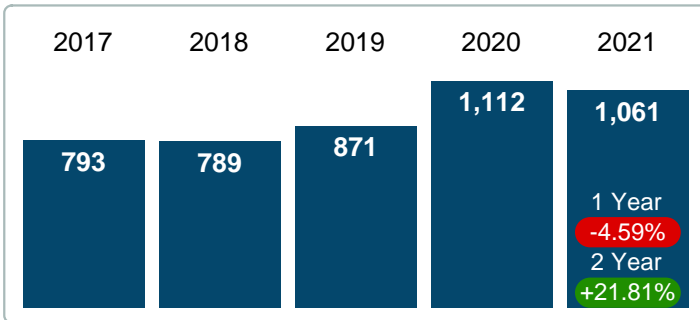
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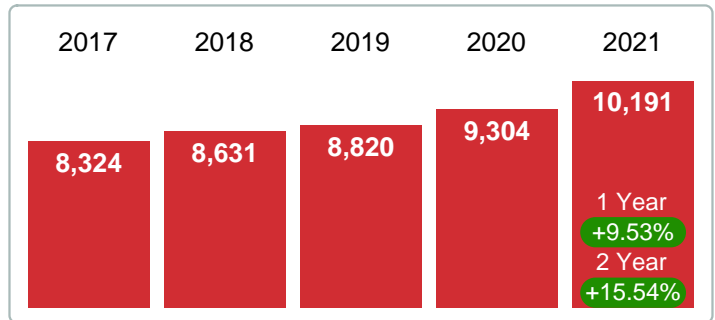
## CLOSED LISTINGS

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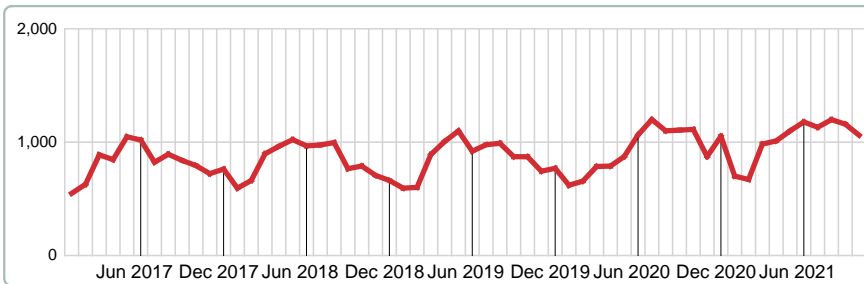
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

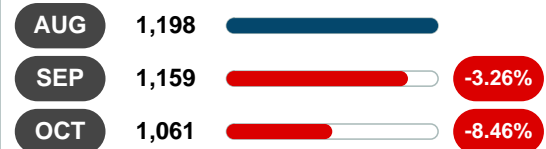


### 3 MONTHS

5 year OCT AVG = 925

High Jul 2020 1,199 Low Jan 2017 548

Closed Listings this month at **1,061**  
above the 5 yr OCT average of **925**



### 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	90	8.48%	20.4	41	40	9	0
\$100,001 - \$150,000	133	12.54%	17.2	34	91	8	0
\$150,001 - \$175,000	91	8.58%	13.7	19	66	6	0
\$175,001 - \$250,000	315	29.69%	12.5	35	216	60	4
\$250,001 - \$325,000	174	16.40%	13.7	4	76	84	10
\$325,001 - \$425,000	138	13.01%	17.2	6	38	80	14
\$425,001 and up	120	11.31%	32.6	1	22	71	26
<b>Total Closed Units</b>	<b>1,061</b>			<b>140</b>	<b>549</b>	<b>318</b>	<b>54</b>
<b>Total Closed Volume</b>	<b>285,675,744</b>	<b>100%</b>	<b>16.9</b>	<b>21.31M</b>	<b>118.38M</b>	<b>113.52M</b>	<b>32.46M</b>
<b>Average Closed Price</b>	<b>\$269,251</b>			<b>\$152,228</b>	<b>\$215,621</b>	<b>\$356,993</b>	<b>\$601,190</b>

# October 2021



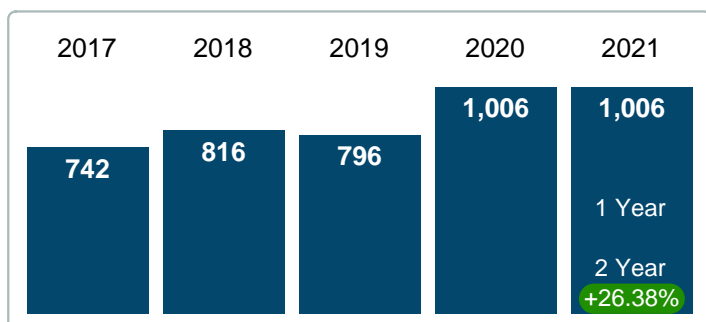
Area Delimited by County Of Tulsa - Residential Property Type



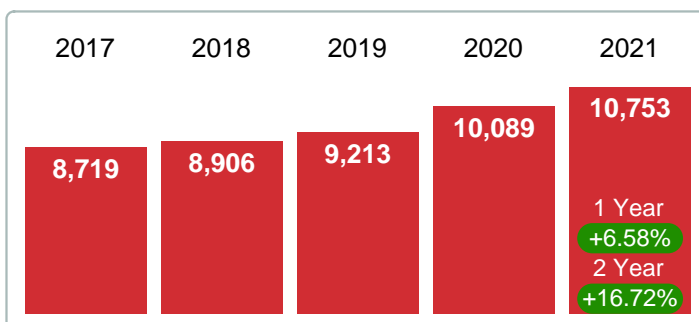
## PENDING LISTINGS

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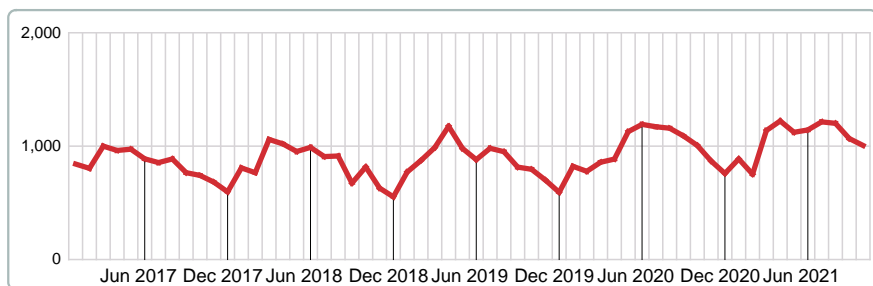
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

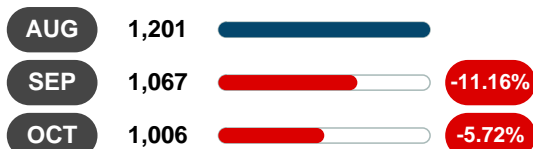


### 3 MONTHS

5 year OCT AVG = 873

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **1,006**  
above the 5 yr OCT average of **873**



### 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	76	7.55%	29.9	36	36	4	0
\$100,001 - \$150,000	142	14.12%	17.4	24	111	6	1
\$150,001 - \$175,000	110	10.93%	21.2	16	83	10	1
\$175,001 - \$250,000	284	28.23%	16.3	26	195	59	4
\$250,001 - \$325,000	157	15.61%	18.2	10	66	77	4
\$325,001 - \$450,000	133	13.22%	34.8	4	39	74	16
\$450,001 and up	104	10.34%	50.5	1	19	59	25
<b>Total Pending Units</b>	<b>1,006</b>			<b>117</b>	<b>549</b>	<b>289</b>	<b>51</b>
<b>Total Pending Volume</b>	<b>287,182,460</b>	<b>100%</b>	<b>23.9</b>	<b>18.76M</b>	<b>130.99M</b>	<b>103.29M</b>	<b>34.14M</b>
<b>Average Listing Price</b>	<b>\$271,474</b>			<b>\$160,349</b>	<b>\$238,604</b>	<b>\$357,406</b>	<b>\$669,365</b>

# October 2021



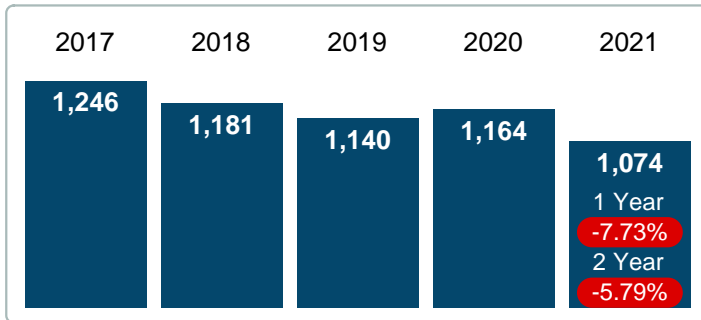
Area Delimited by County Of Tulsa - Residential Property Type



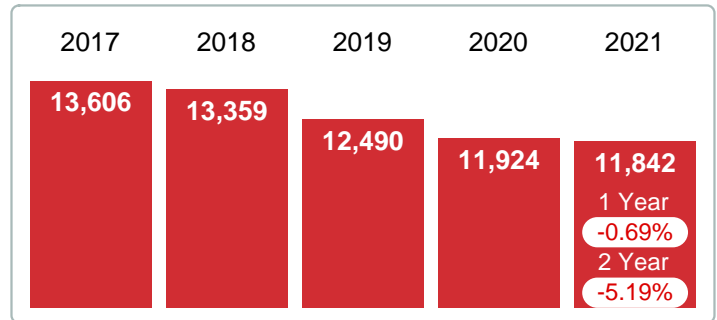
## NEW LISTINGS

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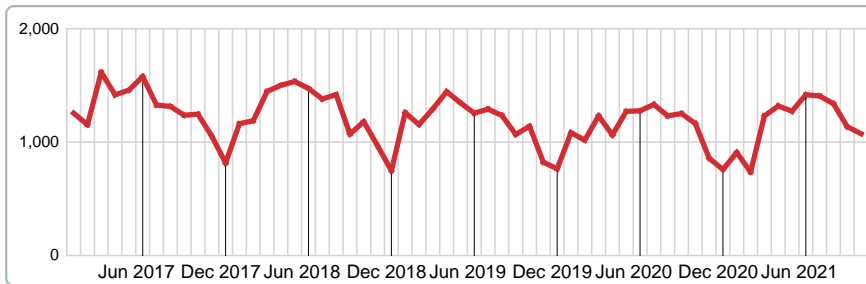
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

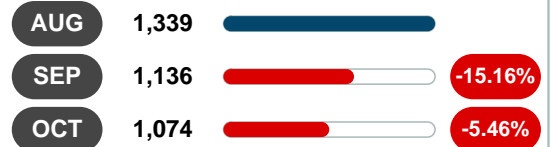


### 3 MONTHS

5 year OCT AVG = 1,161

High Mar 2017 1,616 Low Feb 2021 736

New Listings this month at **1,074**  
 below the 5 yr OCT average of **1,161**



### 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	74	6.89%	36	33	5	0
\$100,001 - \$150,000	151	14.06%	29	116	4	2
\$150,001 - \$175,000	110	10.24%	21	75	13	1
\$175,001 - \$250,000	313	29.14%	25	217	65	6
\$250,001 - \$325,000	158	14.71%	7	66	78	7
\$325,001 - \$475,000	157	14.62%	7	48	82	20
\$475,001 and up	111	10.34%	2	27	52	30
<b>Total New Listed Units</b>	<b>1,074</b>		<b>127</b>	<b>582</b>	<b>299</b>	<b>66</b>
<b>Total New Listed Volume</b>	<b>328,587,538</b>	<b>100%</b>	<b>22.09M</b>	<b>146.78M</b>	<b>106.39M</b>	<b>53.33M</b>
<b>Average New Listed Listing Price</b>	<b>\$280,989</b>		<b>\$173,950</b>	<b>\$252,199</b>	<b>\$355,817</b>	<b>\$807,987</b>

# October 2021



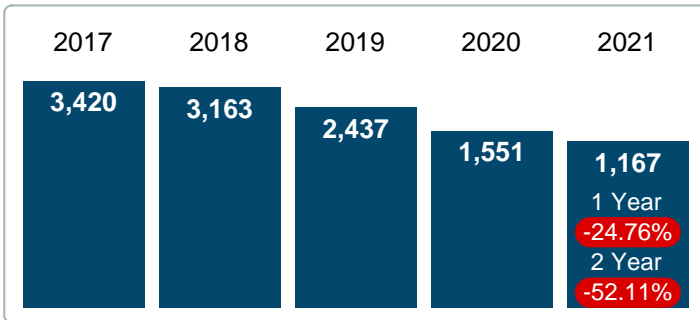
Area Delimited by County Of Tulsa - Residential Property Type



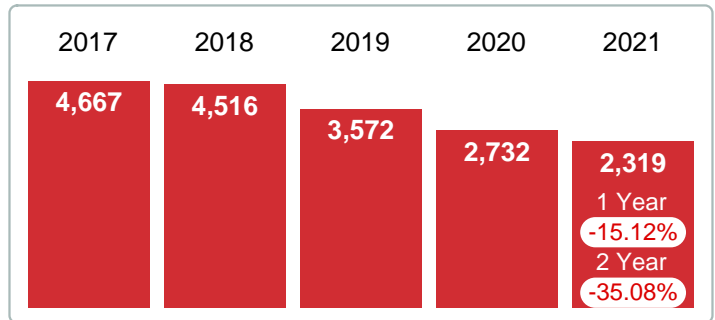
## ACTIVE INVENTORY

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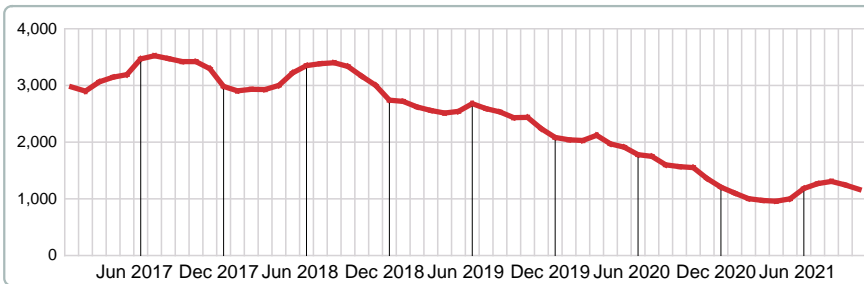
### END OF OCTOBER



### ACTIVE DURING OCTOBER

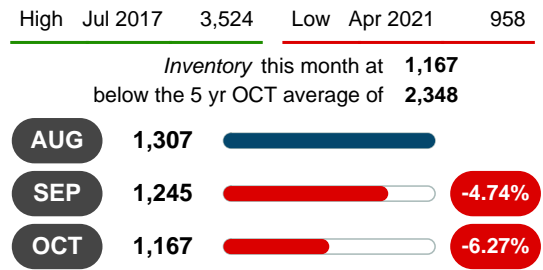


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2,348



### 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	80	6.86%	121.9	44	32	3	1
\$75,001 - \$150,000	162	13.88%	56.5	49	99	12	2
\$150,001 - \$200,000	169	14.48%	51.5	22	121	24	2
\$200,001 - \$350,000	312	26.74%	51.2	21	145	129	17
\$350,001 - \$475,000	166	14.22%	60.1	11	49	86	20
\$475,001 - \$750,000	163	13.97%	80.4	2	45	87	29
\$750,001 and up	115	9.85%	85.7	1	11	47	56
Total Active Inventory by Units			1,167	150	502	388	127
Total Active Inventory by Volume			487,074,036	24.31M	133.45M	197.72M	131.60M
Average Active Inventory Listing Price			\$417,373	\$162,091	\$265,829	\$509,583	\$1,036,190

# October 2021



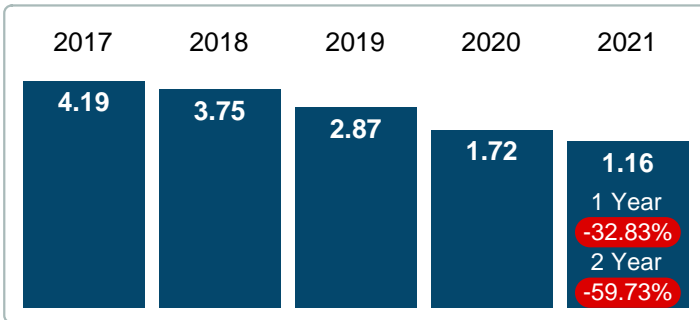
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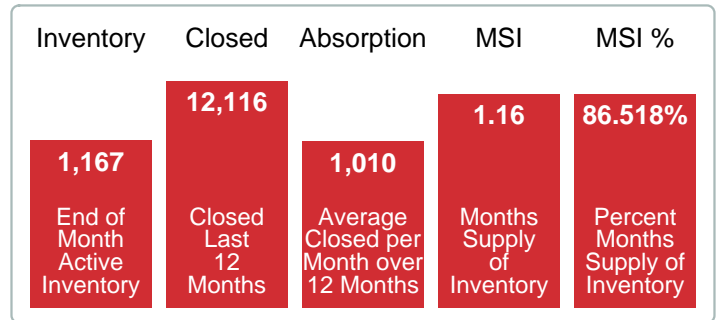
## MONTHS SUPPLY of INVENTORY (MSI)

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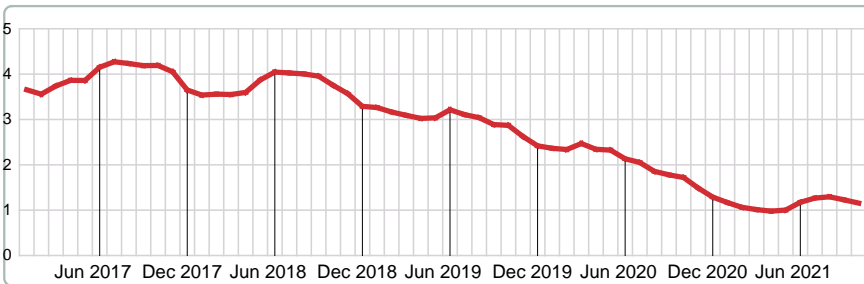
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021

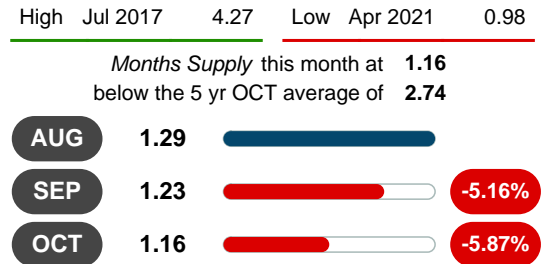


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.74



### 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	80	6.86%	1.30	1.29	1.33	0.95	6.00
\$75,001 - \$150,000	162	13.88%	0.96	1.12	0.89	0.97	1.85
\$150,001 - \$200,000	169	14.48%	0.86	1.29	0.80	0.90	1.04
\$200,001 - \$350,000	312	26.74%	0.82	1.11	0.78	0.82	0.89
\$350,001 - \$475,000	166	14.22%	1.37	3.30	1.70	1.20	1.17
\$475,001 - \$750,000	163	13.97%	2.69	2.18	4.86	2.56	1.78
\$750,001 and up	115	9.85%	5.17	6.00	4.13	4.21	6.79
Market Supply of Inventory (MSI)			1.16	1.27	0.98	1.23	1.99
Total Active Inventory by Units		100%	1,167	150	502	388	127

# October 2021



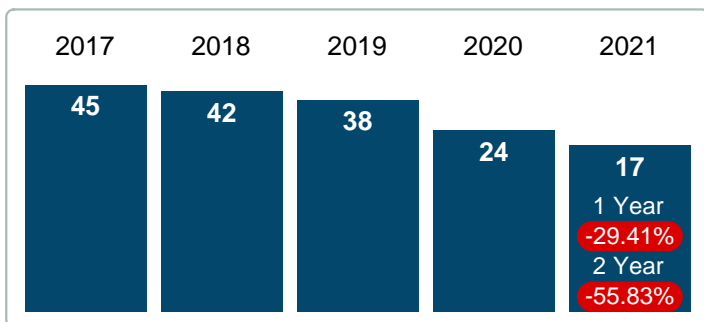
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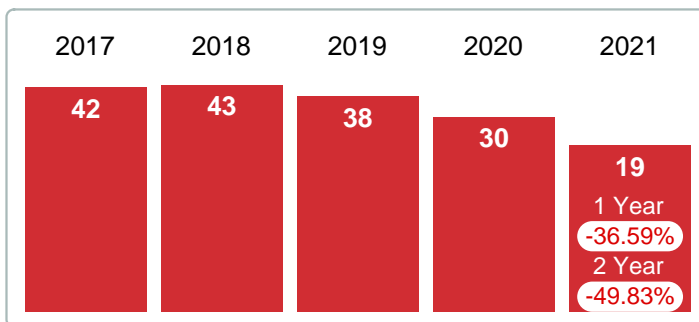
## AVERAGE DAYS ON MARKET TO SALE

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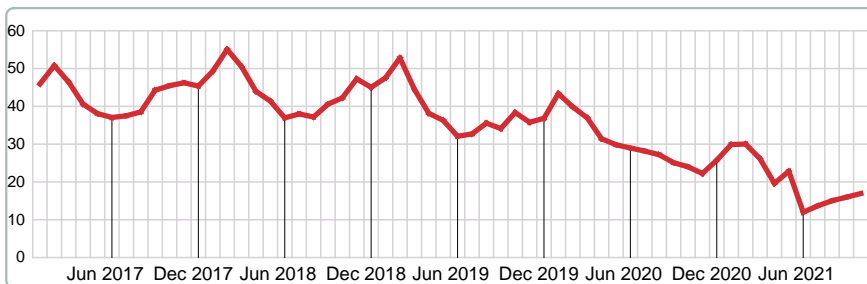
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 33

High Feb 2018 55 Low Jun 2021 12

Average Days on Market to Sale this month at 17 below the 5 yr OCT average of 33

Month	Days	Change
AUG	15	
SEP	16	6.29%
OCT	17	6.09%

### 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	8.48%	20	31	12	10	0
\$100,001 - \$150,000	12.54%	17	22	15	26	0
\$150,001 - \$175,000	8.58%	14	19	13	5	0
\$175,001 - \$250,000	29.69%	12	21	12	9	23
\$250,001 - \$325,000	16.40%	14	43	12	12	24
\$325,001 - \$425,000	13.01%	17	9	24	15	14
\$425,001 and up	11.31%	33	61	30	32	36
Average Closed DOM		17	24	14	17	27
Total Closed Units	100%	1,061	140	549	318	54
Total Closed Volume		285,675,744	21.31M	118.38M	113.52M	32.46M



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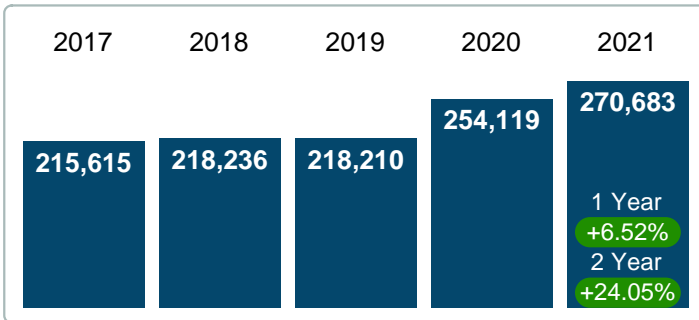
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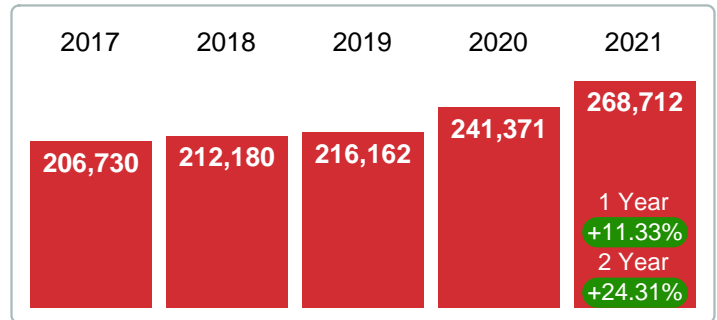
## AVERAGE LIST PRICE AT CLOSING

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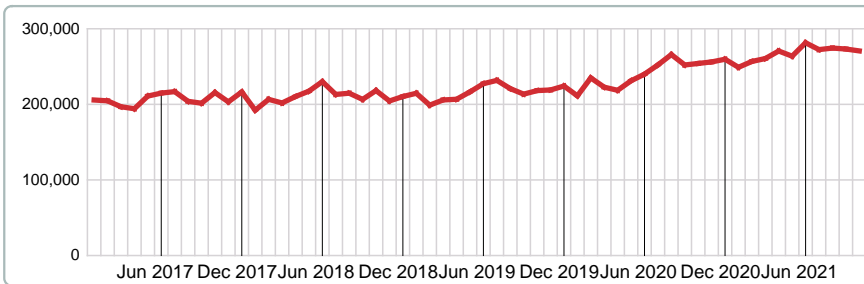
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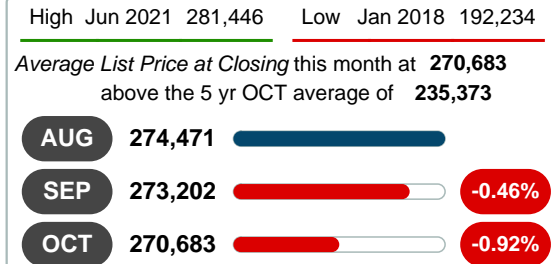


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 235,373



### 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	8.29%	74,560	69,187	82,115	76,722	0
\$100,001 - \$150,000	12.16%	130,077	130,494	133,142	140,488	0
\$150,001 - \$175,000	9.52%	164,908	162,458	163,956	166,967	0
\$175,001 - \$250,000	30.25%	214,703	208,217	211,729	223,678	219,975
\$250,001 - \$325,000	16.12%	287,637	266,300	281,041	284,738	286,638
\$325,001 - \$425,000	12.16%	377,204	368,167	369,053	378,755	376,979
\$425,001 and up	11.50%	659,285	699,000	507,443	613,345	924,802
<b>Average List Price</b>		<b>270,683</b>	<b>154,435</b>	<b>215,851</b>	<b>358,499</b>	<b>612,386</b>
<b>Total Closed Units</b>		<b>1,061</b>	<b>140</b>	<b>549</b>	<b>318</b>	<b>54</b>
<b>Total Closed Volume</b>		<b>287,194,444</b>	<b>21.62M</b>	<b>118.50M</b>	<b>114.00M</b>	<b>33.07M</b>



# October 2021



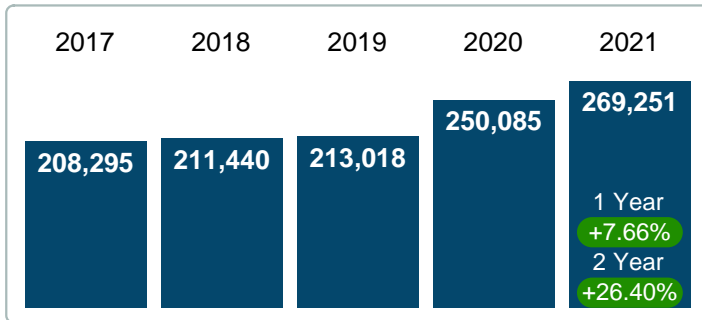
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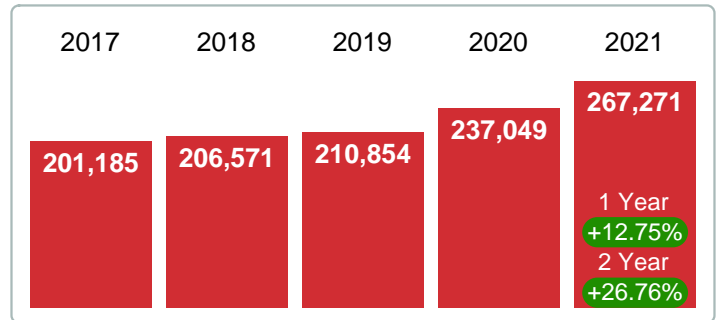
## AVERAGE SOLD PRICE AT CLOSING

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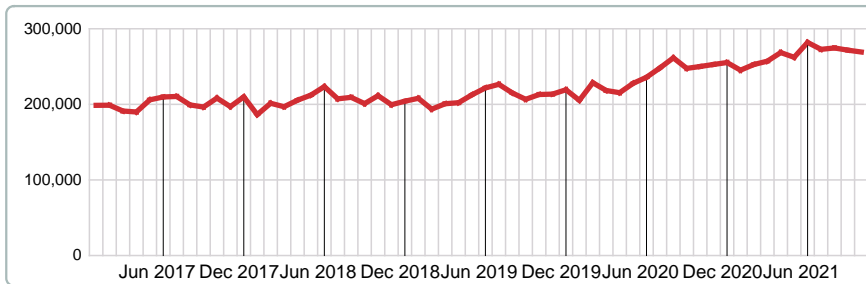
### OCTOBER



### YEAR TO DATE (YTD)

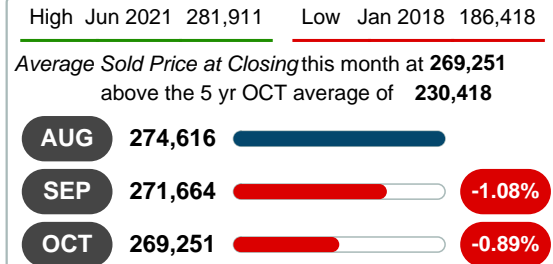


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 230,418



### 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	8.48%	72,681	66,350	78,535	75,500	0
\$100,001 - \$150,000	12.54%	130,228	127,272	131,145	132,363	0
\$150,001 - \$175,000	8.58%	163,731	162,675	163,520	169,400	0
\$175,001 - \$250,000	29.69%	214,269	207,646	212,487	224,317	217,750
\$250,001 - \$325,000	16.40%	284,311	281,350	282,443	286,912	277,840
\$325,001 - \$425,000	13.01%	372,810	363,250	369,168	375,246	372,871
\$425,001 and up	11.31%	654,183	601,000	505,299	608,305	907,488
<b>Average Sold Price</b>		<b>269,251</b>	<b>152,228</b>	<b>215,621</b>	<b>356,993</b>	<b>601,190</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>269,251</b>	<b>140</b>	<b>549</b>	<b>318</b>	<b>54</b>
<b>Total Closed Volume</b>		<b>285,675,744</b>	<b>21.31M</b>	<b>118.38M</b>	<b>113.52M</b>	<b>32.46M</b>

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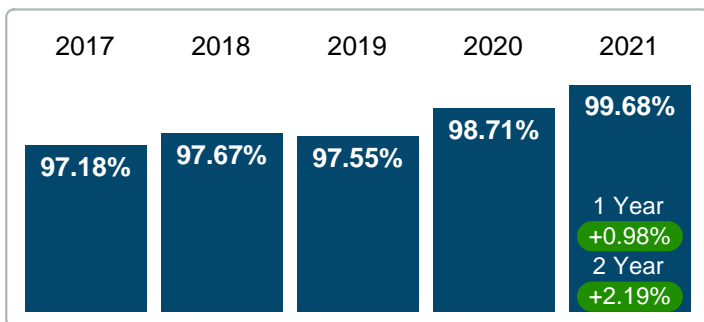
Area Delimited by County Of Tulsa - Residential Property Type



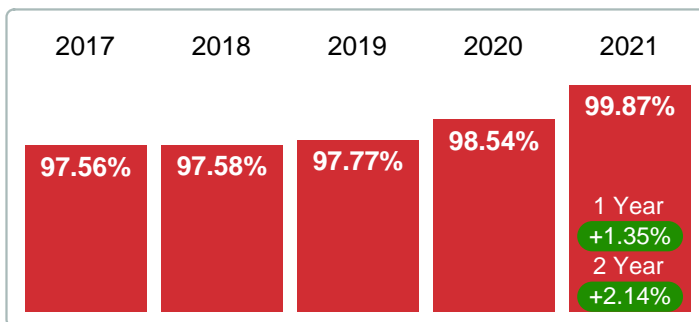
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

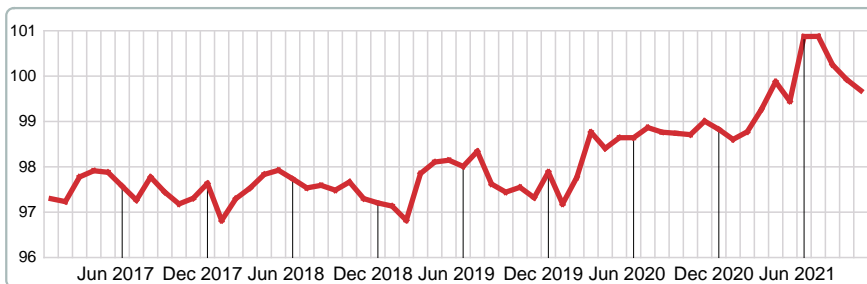
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

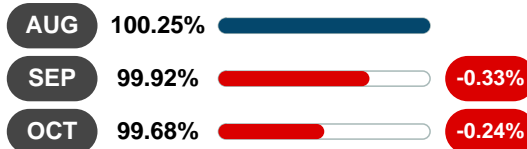


### 3 MONTHS

5 year OCT AVG = 98.16%

High Jul 2021 100.88% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.68%**  
above the 5 yr OCT average of **98.16%**



## 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	90	8.48%	96.69%	96.14%	96.83%	98.61%	0.00%
\$100,001 - \$150,000	133	12.54%	98.47%	97.96%	98.95%	95.13%	0.00%
\$150,001 - \$175,000	91	8.58%	100.16%	100.26%	100.00%	101.57%	0.00%
\$175,001 - \$250,000	315	29.69%	100.49%	99.86%	100.66%	100.34%	98.83%
\$250,001 - \$325,000	174	16.40%	100.69%	106.58%	100.65%	100.89%	96.98%
\$325,001 - \$425,000	138	13.01%	99.46%	98.55%	100.26%	99.20%	99.10%
\$425,001 and up	120	11.31%	99.58%	85.98%	99.70%	100.02%	98.78%
Average Sold/List Ratio			99.70%	98.40%	99.95%	99.97%	98.53%
Total Closed Units		100%	99.70%	140	549	318	54
Total Closed Volume				21.31M	118.38M	113.52M	32.46M

# October 2021



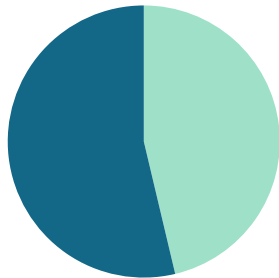
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

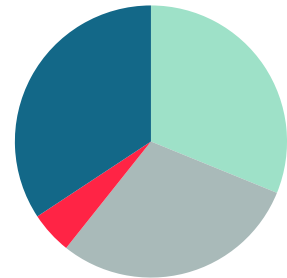


**Inventory**  
 New Listings  
**1,074 = 46.29%**  
 Start Inventory  
**1,246**  
 Total Inventory Units  
**2,320**  
 Volume  
**\$836,630,495**

### Market Activity

Closed Sales  
**1,061 = 31.16%**  
 Pending Sales  
**1,006 = 29.54%**  
 Other Off Market  
**171 = 5.02%**  
 Active Inventory  
**1,167 = 34.27%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,112	1,061	-4.59%	9,304	10,191	9.53%
Pending Sales	1,006	1,006	0.00%	10,089	10,753	6.58%
New Listings	1,164	1,074	-7.73%	11,924	11,842	-0.69%
Average List Price	254,119	270,683	6.52%	241,371	268,712	11.33%
Average Sale Price	250,085	269,251	7.66%	237,049	267,271	12.75%
Average Percent of Selling Price to List Price	98.71%	99.68%	0.98%	98.54%	99.87%	1.35%
Average Days on Market to Sale	24.00	16.94	-29.41%	30.30	19.21	-36.59%
Monthly Inventory	1,578	1,167	-26.05%	1,578	1,167	-26.05%
Months Supply of Inventory	1.75	1.16	-33.97%	1.75	1.16	-33.97%

**Absorption:** Last 12 months, an Average of **1,010** Sales/Month

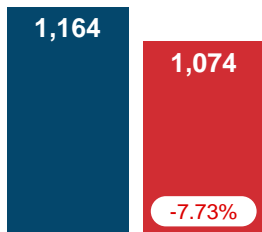
**Inventory** on October 31, 2021 = **1,167**

**2020** **2021**

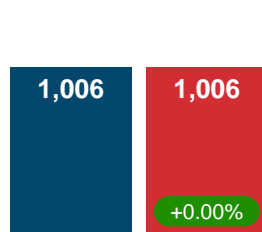
### OCTOBER MARKET

### AVERAGE PRICES

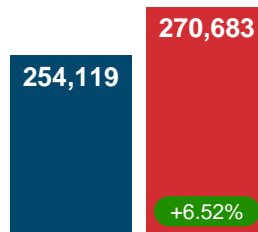
#### New Listings



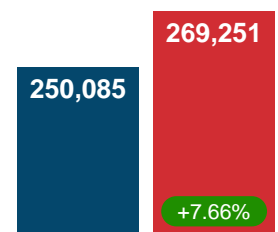
#### Pending Listings



#### List Price



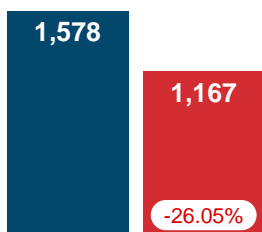
#### Sale Price



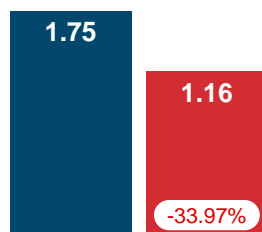
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

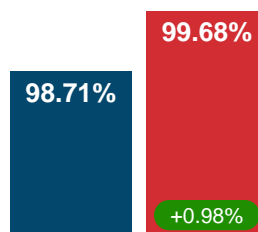
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

