

October 2021



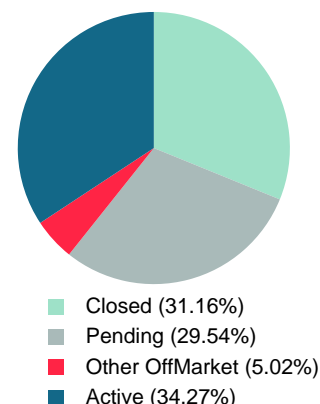
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	215,000	225,000	4.65%
Median Sale Price	213,250	225,340	5.67%
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	1,578	1,167	-26.05%
Months Supply of Inventory	1.75	1.16	-33.97%



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.

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 **5.67%** in October 2021 to \$225,340 versus the previous year at \$213,250.

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 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.

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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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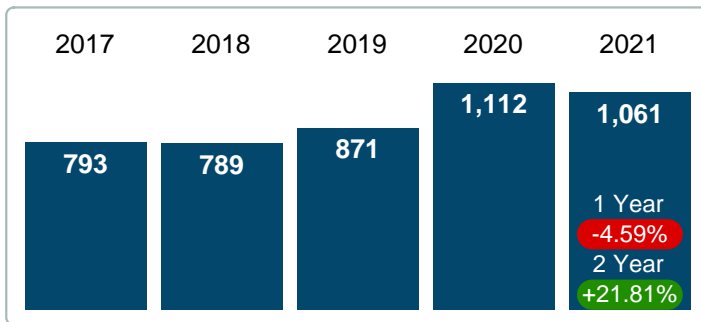
Area Delimited by County Of Tulsa - Residential Property Type



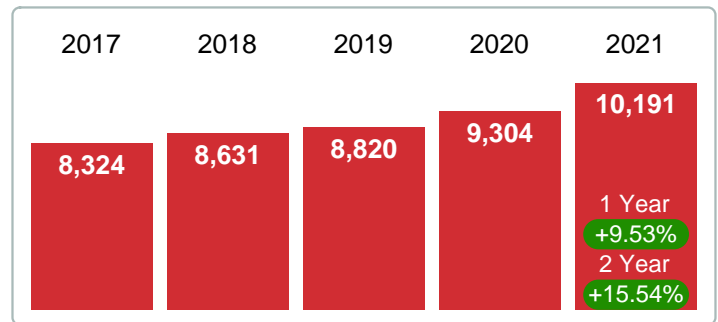
CLOSED LISTINGS

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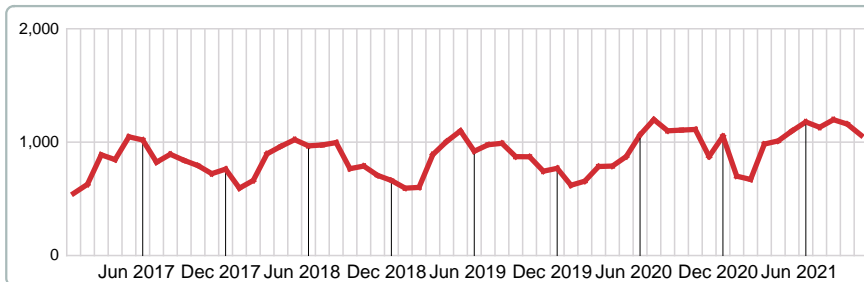
OCTOBER



YEAR TO DATE (YTD)

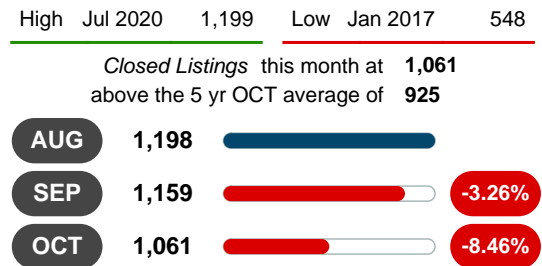


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 925



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	90	8.48%	9.0	41	40	9	0
\$100,001 - \$150,000	133	12.54%	7.0	34	91	8	0
\$150,001 - \$175,000	91	8.58%	5.0	19	66	6	0
\$175,001 - \$250,000	315	29.69%	5.0	35	216	60	4
\$250,001 - \$325,000	174	16.40%	6.0	4	76	84	10
\$325,001 - \$425,000	138	13.01%	6.0	6	38	80	14
\$425,001 and up	120	11.31%	12.0	1	22	71	26
Total Closed Units	1,061			140	549	318	54
Total Closed Volume	285,675,744	100%	6.0	21.31M	118.38M	113.52M	32.46M
Median Closed Price	\$225,340			\$143,250	\$205,000	\$316,250	\$399,500

October 2021



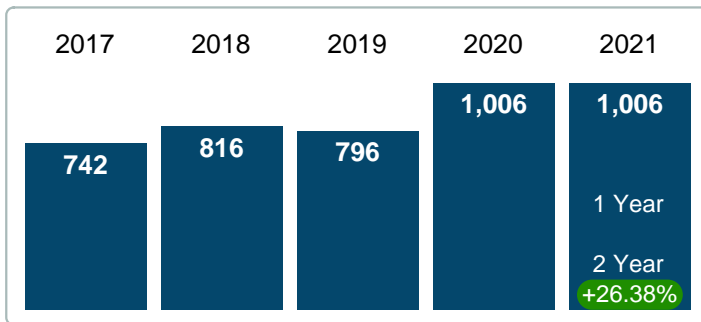
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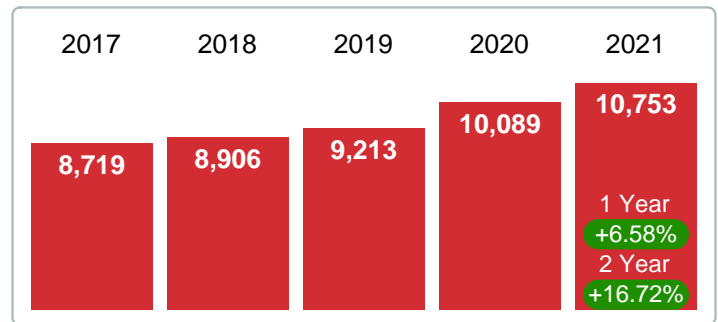
PENDING LISTINGS

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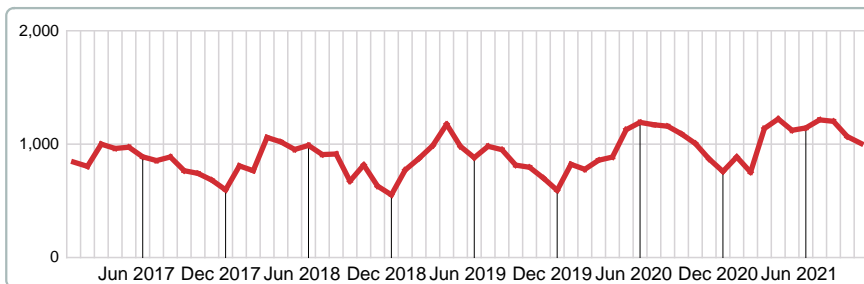
OCTOBER



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**

AUG	1,201		
SEP	1,067		-11.16%
OCT	1,006		-5.72%

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	76	7.55%	13.0	36	36	4	0
\$100,001 - \$150,000	142	14.12%	6.0	24	111	6	1
\$150,001 - \$175,000	110	10.93%	7.0	16	83	10	1
\$175,001 - \$250,000	284	28.23%	5.0	26	195	59	4
\$250,001 - \$325,000	157	15.61%	6.0	10	66	77	4
\$325,001 - \$450,000	133	13.22%	16.0	4	39	74	16
\$450,001 and up	104	10.34%	23.0	1	19	59	25
Total Pending Units	1,006			117	549	289	51
Total Pending Volume	287,182,460	100%	8.0	18.76M	130.99M	103.29M	34.14M
Median Listing Price	\$222,840			\$150,000	\$195,000	\$319,000	\$440,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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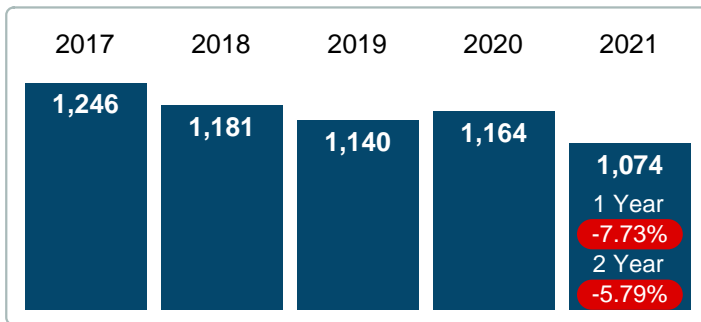
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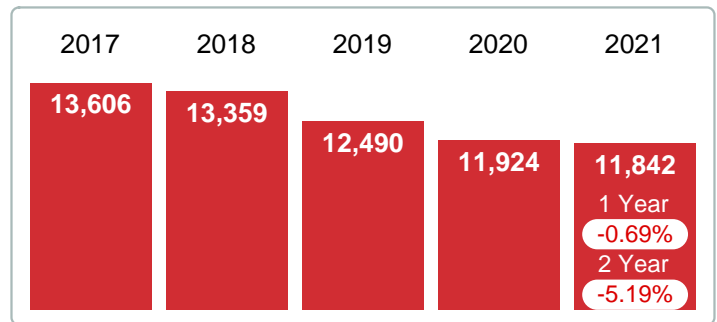
NEW LISTINGS

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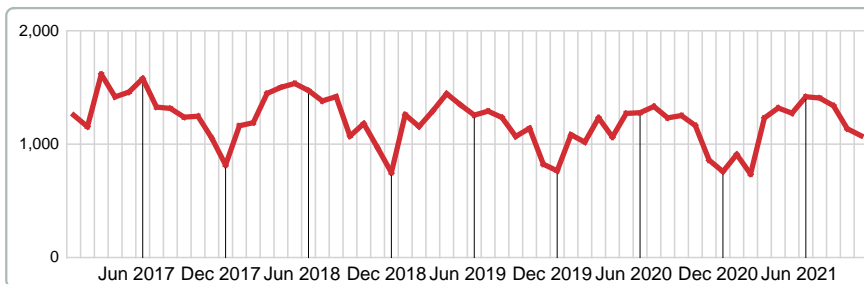
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

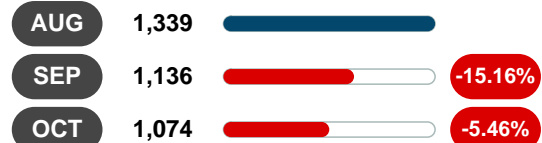


3 MONTHS

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		%
\$100,000 and less	74	6.89%
\$100,001 - \$150,000	151	14.06%
\$150,001 - \$175,000	110	10.24%
\$175,001 - \$250,000	313	29.14%
\$250,001 - \$325,000	158	14.71%
\$325,001 - \$475,000	157	14.62%
\$475,001 and up	111	10.34%
Total New Listed Units	1,074	
Total New Listed Volume	328,587,538	100%
Median New Listed Listing Price	\$225,000	

1-2 Beds	3 Beds	4 Beds	5+ Beds
36	33	5	0
29	116	4	2
21	75	13	1
25	217	65	6
7	66	78	7
7	48	82	20
2	27	52	30
127	582	299	66
22.09M	146.78M	106.39M	53.33M
\$150,000	\$196,000	\$310,884	\$434,950

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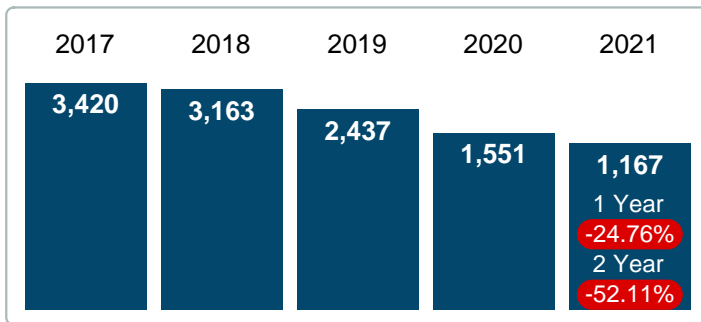
Area Delimited by County Of Tulsa - Residential Property Type



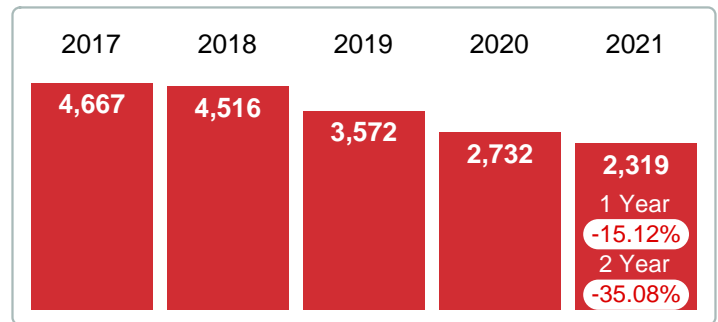
ACTIVE INVENTORY

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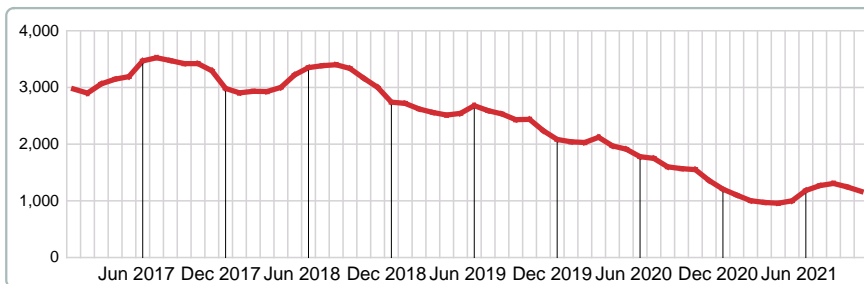
END OF OCTOBER



ACTIVE DURING OCTOBER



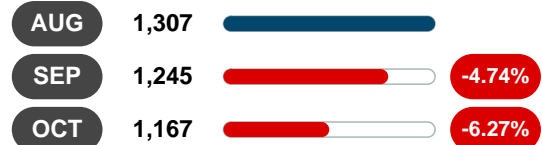
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2,348

High Jul 2017 3,524 Low Apr 2021 958

Inventory this month at 1,167
below the 5 yr OCT average of 2,348

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	80	6.86%	82.5	44	32	3	1
\$75,001 - \$150,000	162	13.88%	37.0	49	99	12	2
\$150,001 - \$200,000	169	14.48%	27.0	22	121	24	2
\$200,001 - \$350,000	312	26.74%	30.0	21	145	129	17
\$350,001 - \$475,000	166	14.22%	40.0	11	49	86	20
\$475,001 - \$750,000	163	13.97%	75.0	2	45	87	29
\$750,001 and up	115	9.85%	83.0	1	11	47	56
Total Active Inventory by Units		1,167		150	502	388	127
Total Active Inventory by Volume		487,074,036	100%	24.31M	133.45M	197.72M	131.60M
Median Active Inventory Listing Price		\$275,000		\$111,000	\$200,000	\$389,900	\$705,000

October 2021



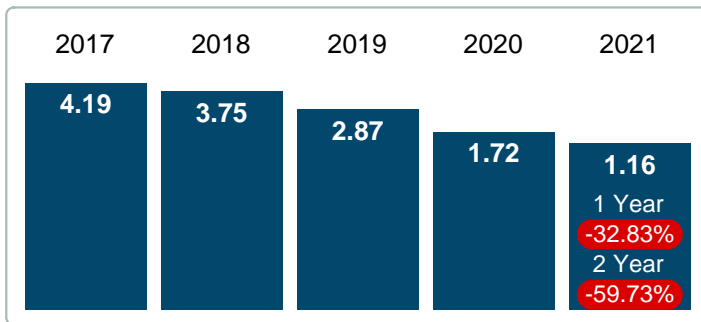
Area Delimited by County Of Tulsa - Residential Property Type



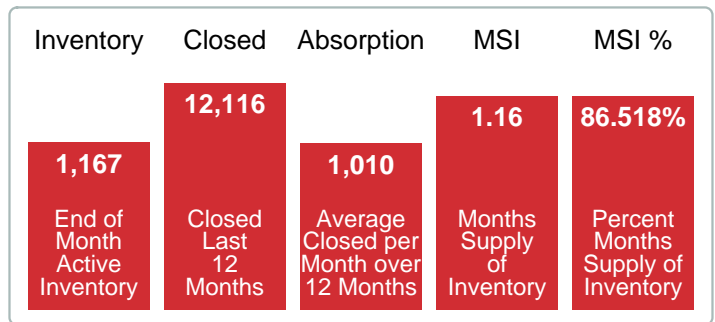
MONTHS SUPPLY of INVENTORY (MSI)

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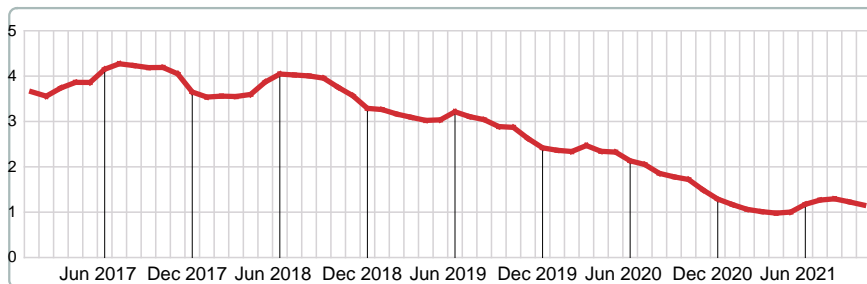
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

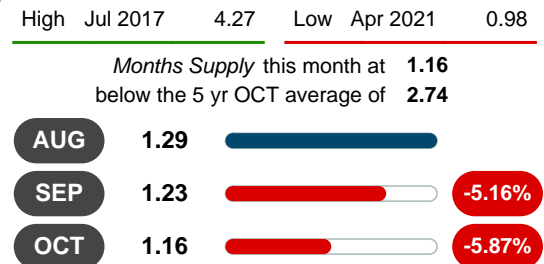


5 YEAR MARKET ACTIVITY TRENDS



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%	1.16	150	502	388	127

October 2021



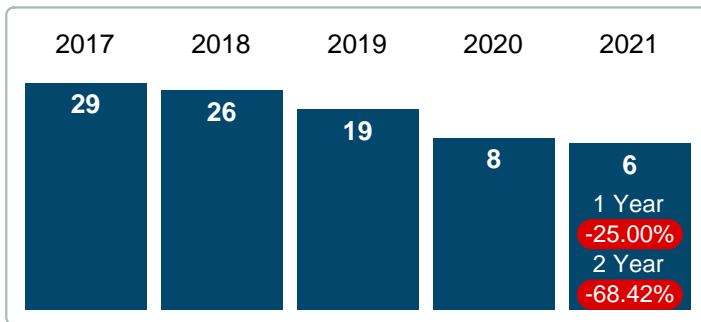
Area Delimited by County Of Tulsa - Residential Property Type



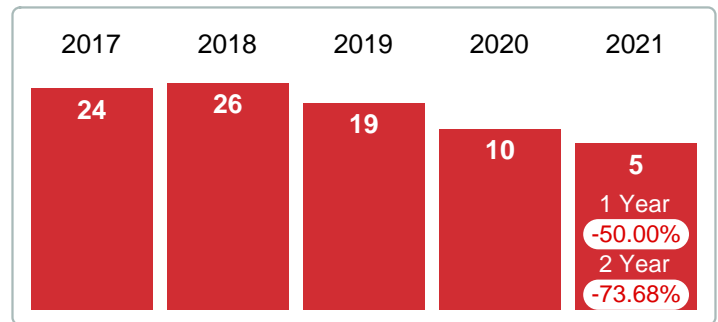
MEDIAN DAYS ON MARKET TO SALE

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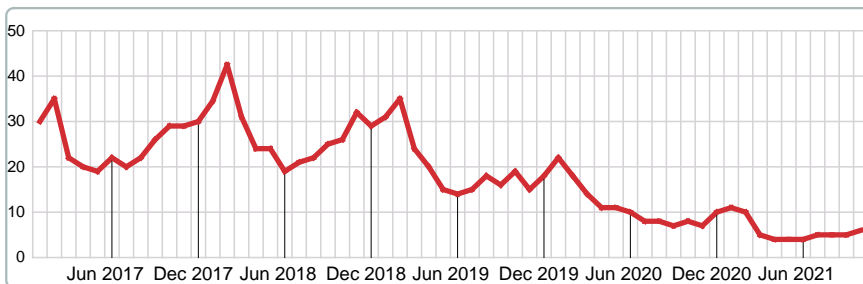
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 18

High Feb 2018 43 Low Jun 2021 4

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

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	90	8.48%	9	15	6	3	0
\$100,001 - \$150,000	133	12.54%	7	6	7	14	0
\$150,001 - \$175,000	91	8.58%	5	4	5	4	0
\$175,001 - \$250,000	315	29.69%	5	7	5	5	20
\$250,001 - \$325,000	174	16.40%	6	22	5	5	20
\$325,001 - \$425,000	138	13.01%	6	9	4	7	10
\$425,001 and up	120	11.31%	12	61	5	11	18
Median Closed DOM	6			8	5	6	15
Total Closed Units	1,061	100%	6.0	140	549	318	54
Total Closed Volume	285,675,744			21.31M	118.38M	113.52M	32.46M

October 2021



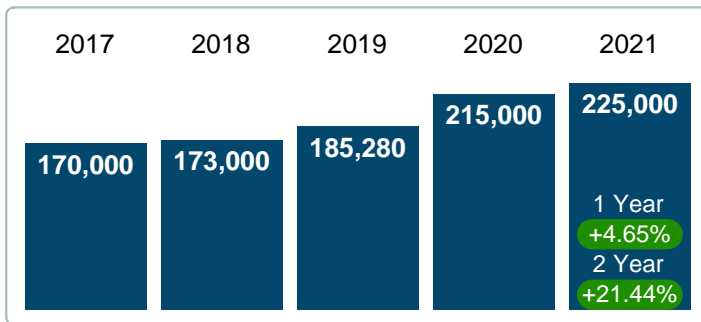
Area Delimited by County Of Tulsa - Residential Property Type



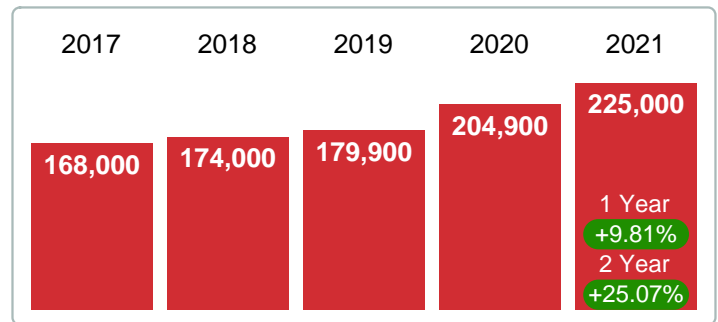
MEDIAN LIST PRICE AT CLOSING

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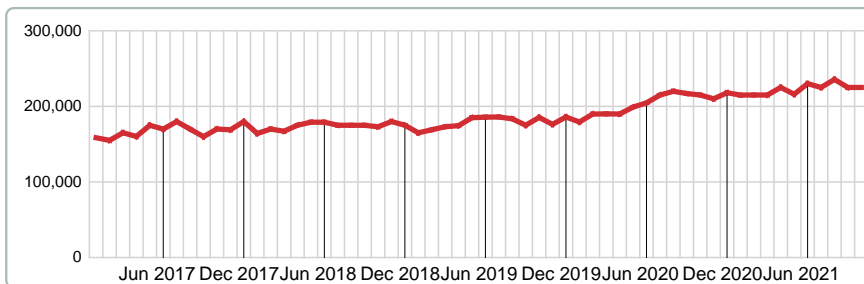
OCTOBER



YEAR TO DATE (YTD)

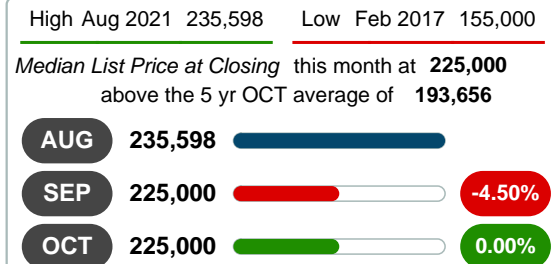


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 193,656



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	88	8.29%	76,450	74,000	84,500	75,000	0
\$100,001 - \$150,000	129	12.16%	134,000	125,000	135,000	124,000	0
\$150,001 - \$175,000	101	9.52%	165,000	164,900	165,000	162,000	0
\$175,001 - \$250,000	321	30.25%	215,000	207,500	214,970	230,703	220,000
\$250,001 - \$325,000	171	16.12%	287,000	269,000	280,000	289,500	299,000
\$325,001 - \$425,000	129	12.16%	378,900	368,000	369,000	380,000	392,000
\$425,001 and up	122	11.50%	514,950	699,000	489,000	497,500	584,700
Median List Price			225,000	147,450	199,999	315,000	419,500
Total Closed Units		100%	225,000	140	549	318	54
Total Closed Volume			287,194,444	21.62M	118.50M	114.00M	33.07M

October 2021



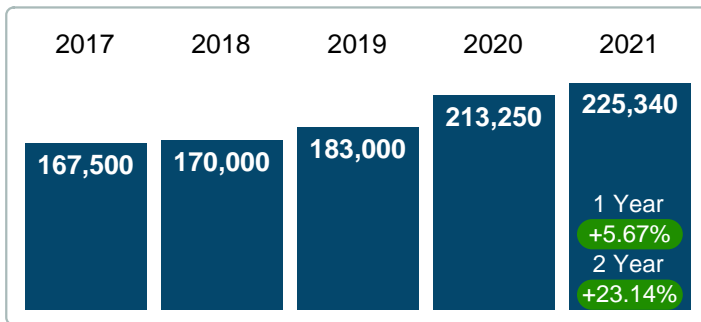
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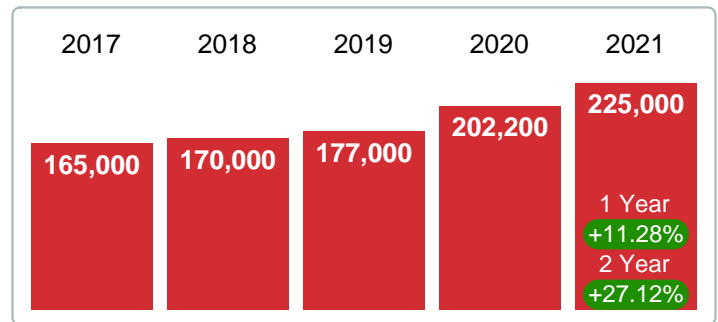
MEDIAN SOLD PRICE AT CLOSING

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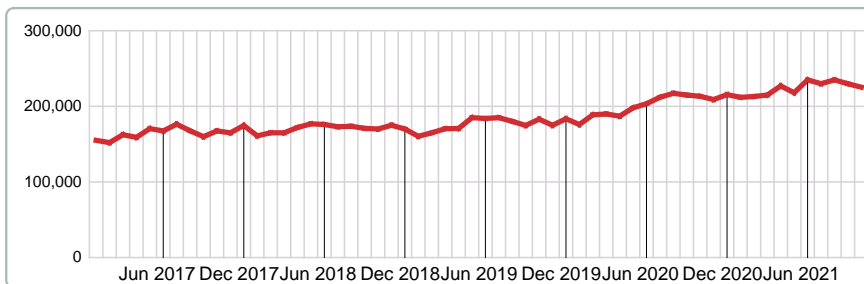
OCTOBER



YEAR TO DATE (YTD)

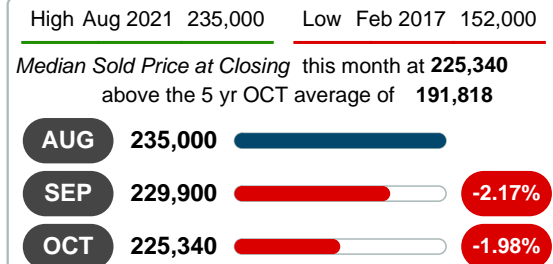


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 191,818



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	90	8.48%	75,000	70,000	81,056	75,000	0
\$100,001 - \$150,000	133	12.54%	134,000	128,750	134,250	133,250	0
\$150,001 - \$175,000	91	8.58%	165,000	162,000	164,000	168,750	0
\$175,001 - \$250,000	315	29.69%	215,620	207,500	214,985	230,500	215,000
\$250,001 - \$325,000	174	16.40%	284,660	278,750	280,000	290,000	275,000
\$325,001 - \$425,000	138	13.01%	375,000	349,750	369,355	379,900	377,450
\$425,001 and up	120	11.31%	520,000	601,000	475,500	507,500	617,947
Median Sold Price			225,340	143,250	205,000	316,250	399,500
Total Closed Units		100%	225,340	140	549	318	54
Total Closed Volume			285,675,744	21.31M	118.38M	113.52M	32.46M

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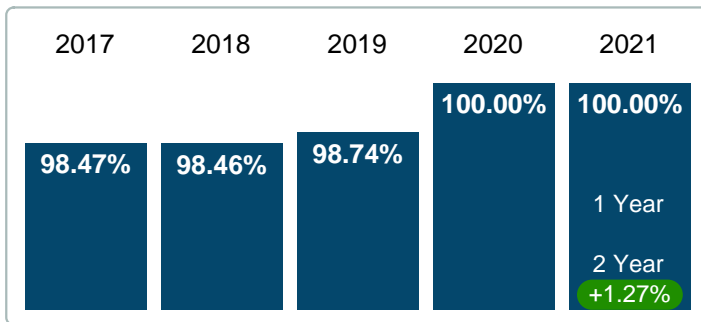
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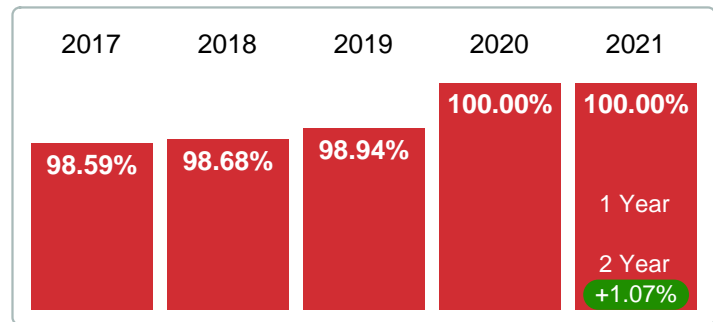
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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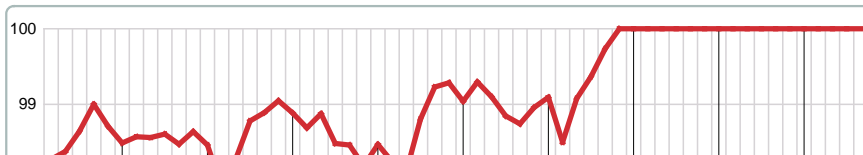
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.14%

High Oct 2021 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at 100.00%
above the 5 yr OCT average of 99.14%

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	90	8.48%	97.88%	97.06%	100.00%	100.00%	0.00%
\$100,001 to \$150,000	133	12.54%	100.00%	99.66%	100.00%	97.92%	0.00%
\$150,001 to \$175,000	91	8.58%	100.00%	100.00%	100.00%	103.02%	0.00%
\$175,001 to \$250,000	315	29.69%	100.00%	100.00%	100.00%	100.00%	101.14%
\$250,001 to \$325,000	174	16.40%	100.00%	100.04%	100.17%	100.02%	99.61%
\$325,001 to \$425,000	138	13.01%	100.00%	98.81%	100.00%	100.00%	100.00%
\$425,001 and up	120	11.31%	100.00%	85.98%	100.00%	100.00%	98.89%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		1,061	100%	140	549	318	54
Total Closed Volume		285,675,744		21.31M	118.38M	113.52M	32.46M

October 2021



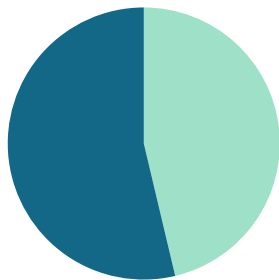
Area Delimited by County Of Tulsa - Residential Property Type



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

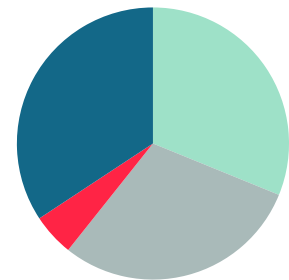
Closed Sales
1,061 = 31.16%

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%
Median List Price	215,000	225,000	4.65%	204,900	225,000	9.81%
Median Sale Price	213,250	225,340	5.67%	202,200	225,000	11.28%
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%	10.00	5.00	-50.00%
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/MonthInventory on October 31, 2021 = **1,167**

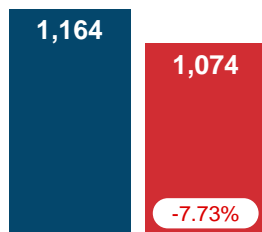
2020

2021

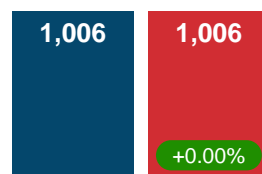
OCTOBER MARKET

MEDIAN PRICES

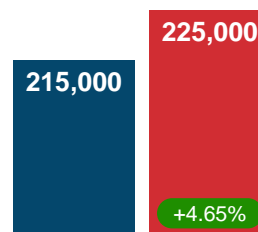
New Listings



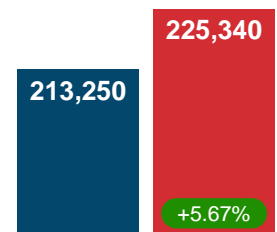
Pending Listings



List Price



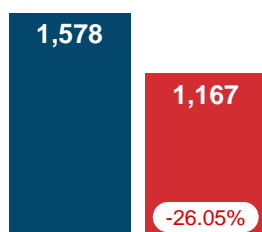
Sale Price



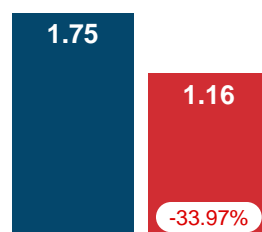
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

