

# September 2021



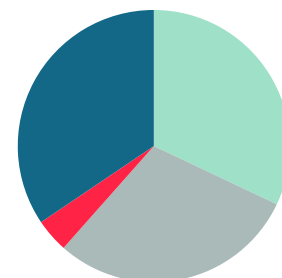
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	1,106	1,159	4.79%
Pending Listings	1,090	1,067	-2.11%
New Listings	1,252	1,136	-9.27%
Average List Price	252,103	273,202	8.37%
Average Sale Price	247,570	271,664	9.73%
Average Percent of Selling Price to List Price	98.74%	99.92%	1.20%
Average Days on Market to Sale	25.11	15.97	-36.39%
End of Month Inventory	1,595	1,246	-21.88%
Months Supply of Inventory	1.81	1.23	-32.10%



■ Closed (32.04%)  
■ Pending (29.50%)  
■ Other OffMarket (4.01%)  
■ Active (34.45%)

**Absorption:** Last 12 months, an Average of **1,014** Sales/Month  
**Active Inventory** as of September 30, 2021 = **1,246**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2021 decreased **21.88%** to 1,246 existing homes available for sale. Over the last 12 months this area has had an average of 1,014 closed sales per month. This represents an unsold inventory index of **1.23** 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 **9.73%** in September 2021 to \$271,664 versus the previous year at \$247,570.

#### Average Days on Market Shortens

The average number of **15.97** days that homes spent on the market before selling decreased by 9.14 days or **36.39%** in September 2021 compared to last year's same month at **25.11** DOM.

#### Sales Success for September 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 1,136 New Listings in September 2021, down **9.27%** from last year at 1,252. Furthermore, there were 1,159 Closed Listings this month versus last year at 1,106, a **4.79%** increase.

Closed versus Listed trends yielded a **102.0%** ratio, up from previous year's, September 2020, at **88.3%**, a **15.49%** 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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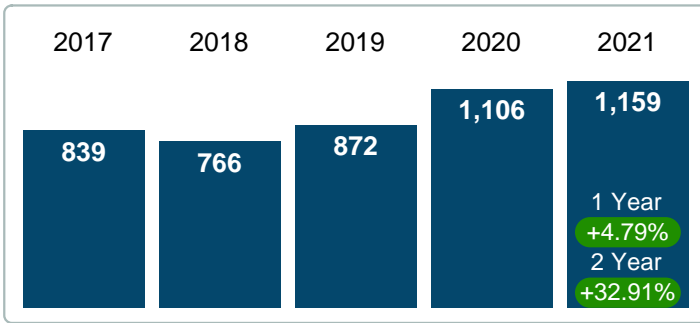
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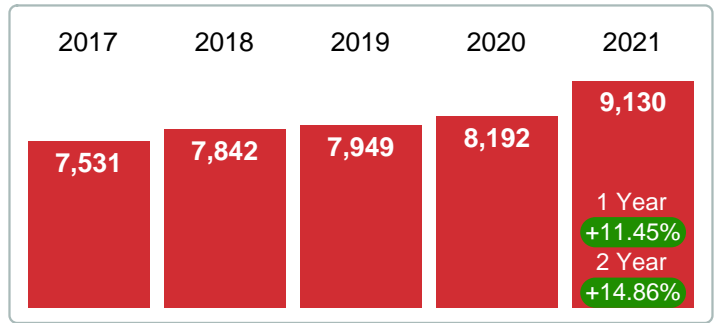
## CLOSED LISTINGS

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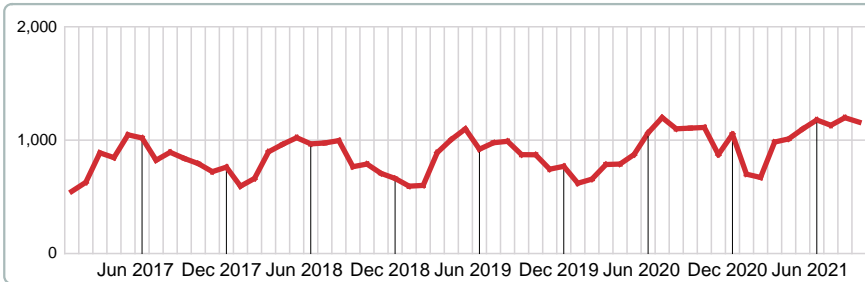
### SEPTEMBER



### YEAR TO DATE (YTD)

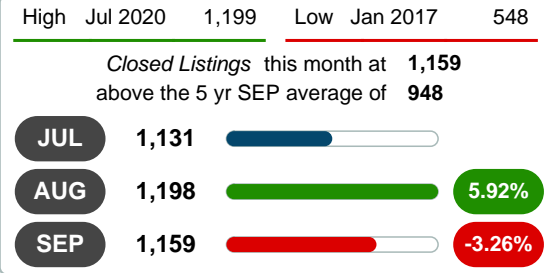


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 948



### 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	7.77%	22.1	51	37	2	0
\$100,001 - \$150,000	143	12.34%	14.4	33	99	10	1
\$150,001 - \$175,000	104	8.97%	11.3	11	81	12	0
\$175,001 - \$250,000	347	29.94%	9.7	17	235	92	3
\$250,001 - \$325,000	181	15.62%	10.2	3	85	86	7
\$325,001 - \$450,000	180	15.53%	22.3	5	47	110	18
\$450,001 and up	114	9.84%	35.8	0	14	70	30
<b>Total Closed Units</b>	<b>1,159</b>			<b>120</b>	<b>598</b>	<b>382</b>	<b>59</b>
<b>Total Closed Volume</b>	<b>314,858,648</b>	<b>100%</b>	<b>16.0</b>	<b>15.88M</b>	<b>130.12M</b>	<b>137.77M</b>	<b>31.09M</b>
<b>Average Closed Price</b>	<b>\$271,664</b>			<b>\$132,316</b>	<b>\$217,584</b>	<b>\$360,666</b>	<b>\$526,970</b>

# September 2021



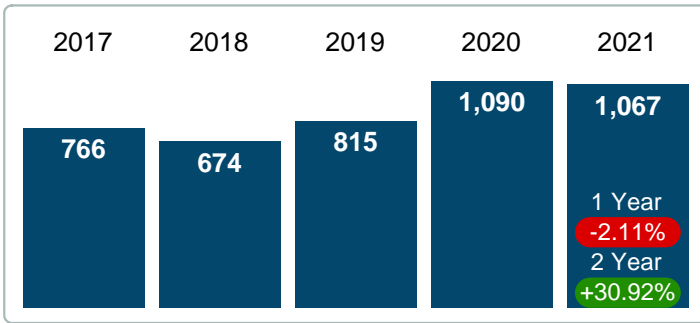
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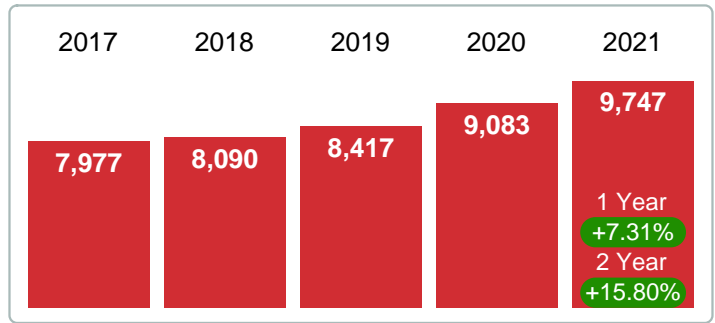
## PENDING LISTINGS

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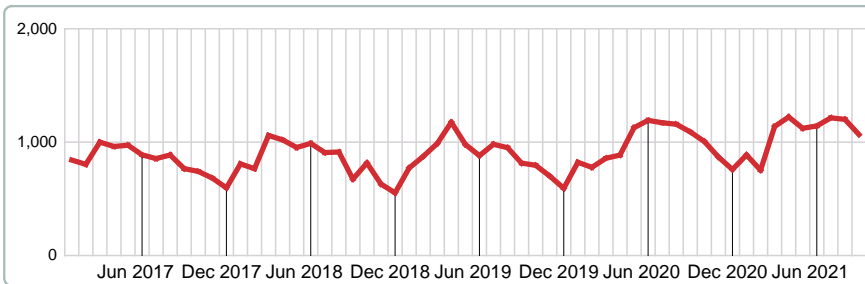
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

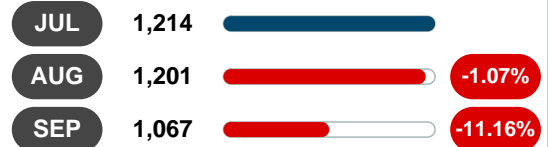


### 3 MONTHS

5 year SEP AVG = 882

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **1,067**  
above the 5 yr SEP average of **882**



### 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	102	9.56%	21.4	43	50	9	0
\$100,001 - \$150,000	141	13.21%	23.7	34	97	9	1
\$150,001 - \$175,000	98	9.18%	19.8	17	74	7	0
\$175,001 - \$250,000	309	28.96%	15.9	24	203	78	4
\$250,001 - \$325,000	174	16.31%	17.4	2	70	87	15
\$325,001 - \$425,000	127	11.90%	24.5	4	29	75	19
\$425,001 and up	116	10.87%	46.7	1	25	64	26
<b>Total Pending Units</b>	<b>1,067</b>			<b>125</b>	<b>548</b>	<b>329</b>	<b>65</b>
<b>Total Pending Volume</b>	<b>285,915,431</b>	<b>100%</b>	<b>22.5</b>	<b>17.67M</b>	<b>116.50M</b>	<b>110.30M</b>	<b>41.44M</b>
<b>Average Listing Price</b>	<b>\$268,366</b>			<b>\$141,348</b>	<b>\$212,595</b>	<b>\$335,271</b>	<b>\$637,546</b>

# September 2021



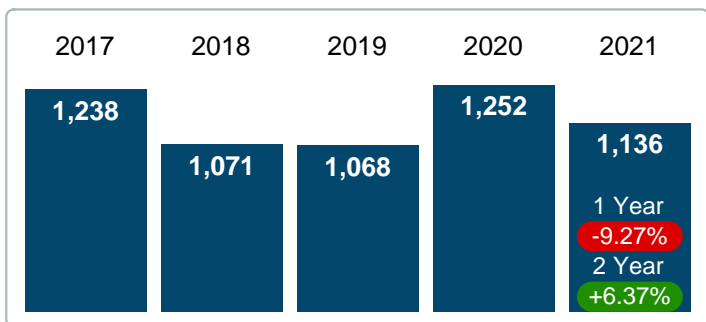
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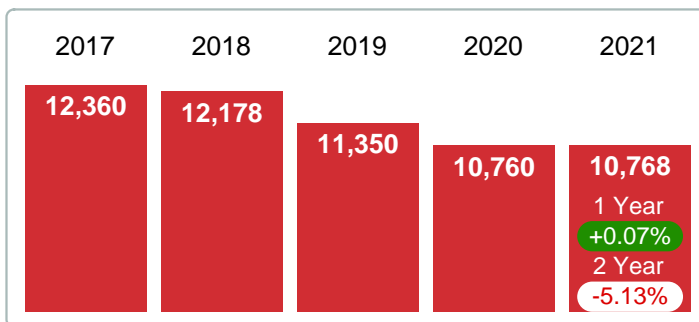
## NEW LISTINGS

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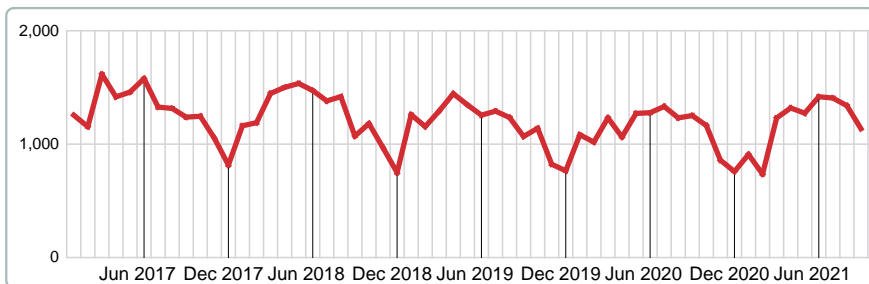
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

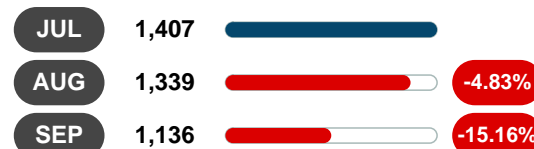


### 3 MONTHS

5 year SEP AVG = 1,153

High Mar 2017 1,616 Low Feb 2021 736

New Listings this month at 1,136 below the 5 yr SEP average of 1,153



### 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	59	5.19%	26	28	4	1
\$75,001 - \$150,000	195	17.17%	50	131	14	0
\$150,001 - \$175,000	93	8.19%	15	71	7	0
\$175,001 - \$250,000	318	27.99%	24	207	81	6
\$250,001 - \$325,000	191	16.81%	8	80	92	11
\$325,001 - \$450,000	162	14.26%	4	44	92	22
\$450,001 and up	118	10.39%	1	22	66	29
<b>Total New Listed Units</b>	<b>1,136</b>		<b>128</b>	<b>583</b>	<b>356</b>	<b>69</b>
<b>Total New Listed Volume</b>	<b>329,660,780</b>	<b>100%</b>	<b>18.95M</b>	<b>124.81M</b>	<b>137.77M</b>	<b>48.12M</b>
<b>Average New Listed Listing Price</b>	<b>\$271,489</b>		<b>\$148,034</b>	<b>\$214,091</b>	<b>\$387,008</b>	<b>\$697,432</b>

# September 2021



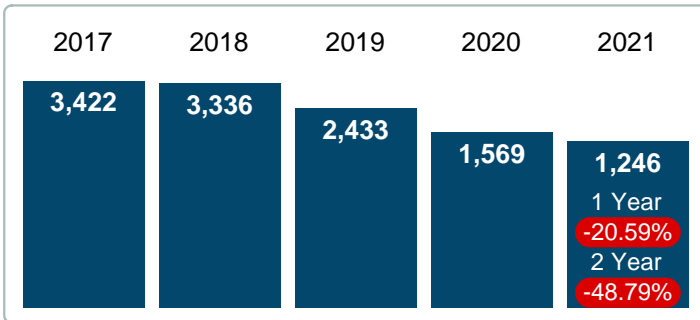
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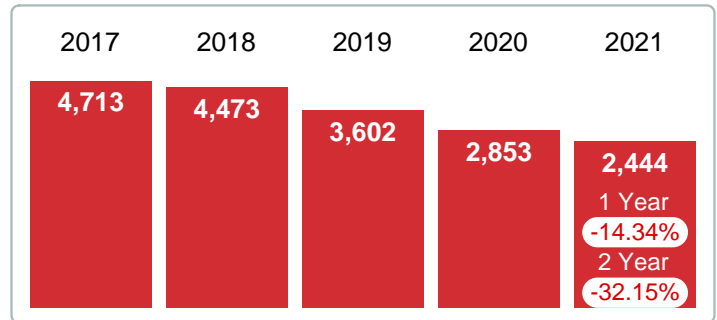
## ACTIVE INVENTORY

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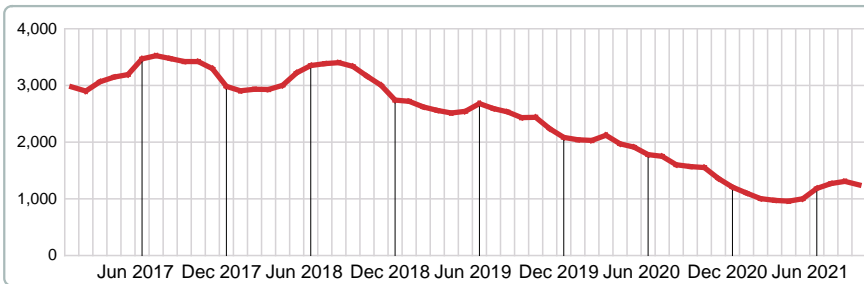
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

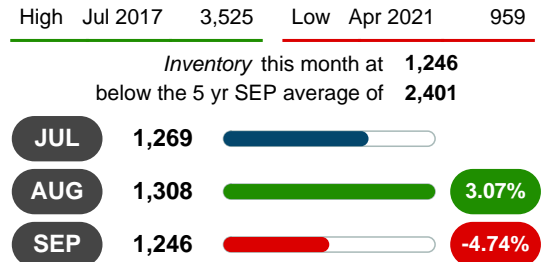


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2,401



### 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	87	6.98%	100.1	50	32	4	1
\$75,001 - \$150,000	172	13.80%	50.8	49	109	13	1
\$150,001 - \$200,000	163	13.08%	56.6	22	117	22	2
\$200,001 - \$350,000	344	27.61%	46.1	31	169	133	11
\$350,001 - \$475,000	187	15.01%	56.7	7	52	105	23
\$475,001 - \$700,000	166	13.32%	80.0	0	43	90	33
\$700,001 and up	127	10.19%	90.3	2	12	58	55
Total Active Inventory by Units			1,246	161	534	425	126
Total Active Inventory by Volume			508,042,957	24.37M	140.06M	218.12M	125.49M
Average Active Inventory Listing Price			\$407,739	\$151,389	\$262,290	\$513,227	\$995,914

# September 2021



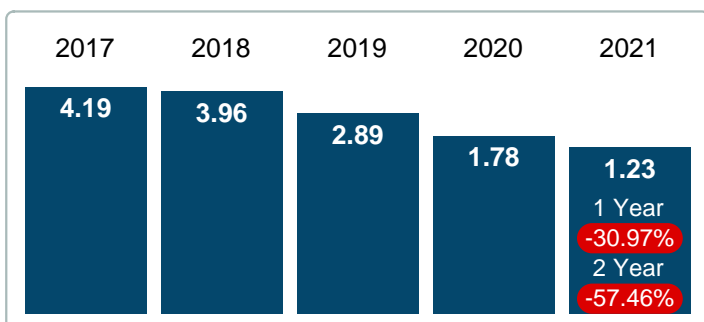
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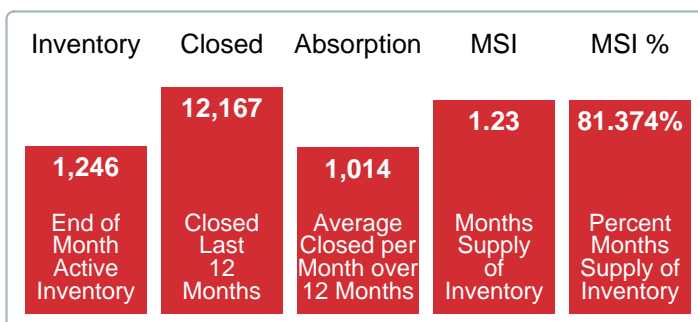
## MONTHS SUPPLY of INVENTORY (MSI)

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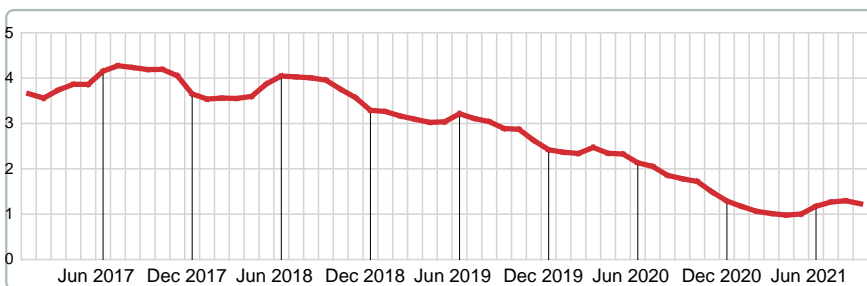
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

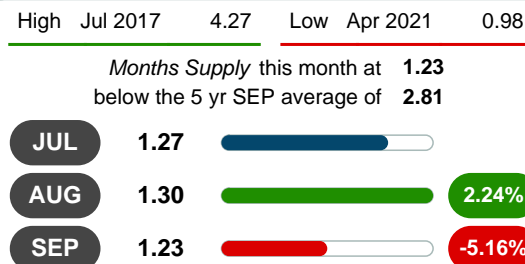


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2.81



### 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	87	6.98%	1.41	1.44	1.32	1.37	6.00
\$75,001 - \$150,000	172	13.80%	1.01	1.14	0.96	1.06	0.92
\$150,001 - \$200,000	163	13.08%	0.81	1.47	0.75	0.78	1.00
\$200,001 - \$350,000	344	27.61%	0.91	1.72	0.94	0.83	0.57
\$350,001 - \$475,000	187	15.01%	1.57	2.15	1.82	1.49	1.33
\$475,001 - \$700,000	166	13.32%	3.06	0.00	4.73	2.96	2.37
\$700,001 and up	127	10.19%	4.55	8.00	3.60	4.05	5.50
Market Supply of Inventory (MSI)			1.23	1.40	1.04	1.33	1.97
Total Active Inventory by Units		100%	1,246	161	534	425	126

# September 2021



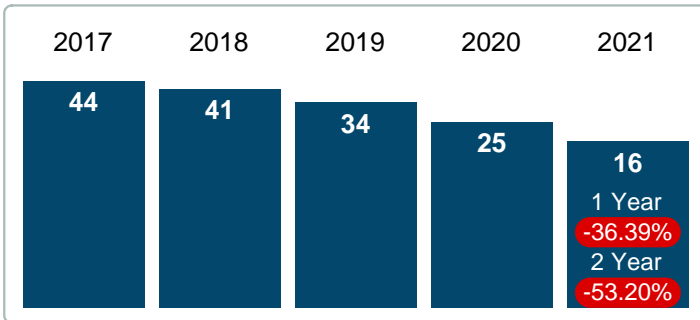
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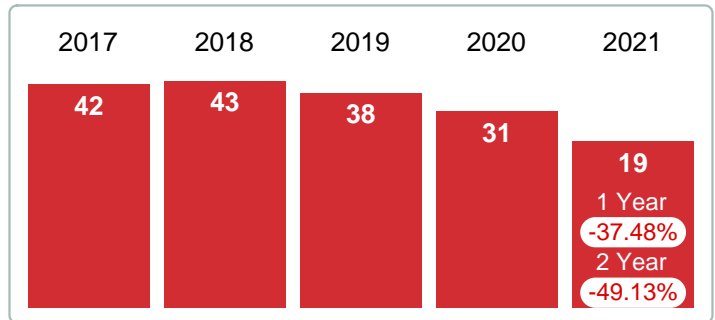
## AVERAGE DAYS ON MARKET TO SALE

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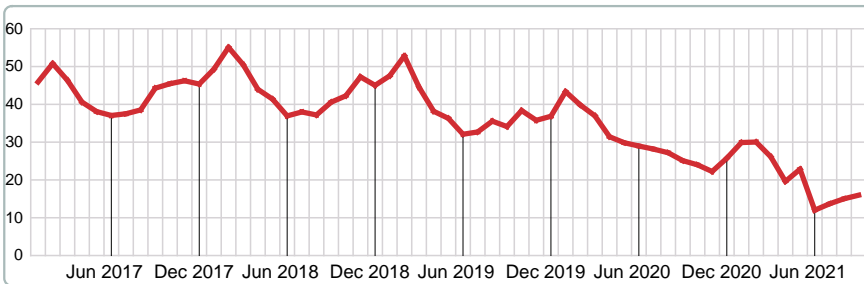
### SEPTEMBER



### YEAR TO DATE (YTD)

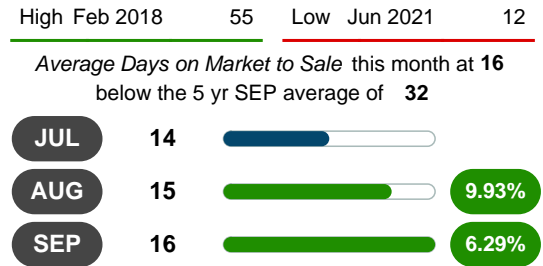


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 32



## 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	7.77%	22	25	17	48	0
\$100,001 - \$150,000	12.34%	14	20	13	7	23
\$150,001 - \$175,000	8.97%	11	12	10	16	0
\$175,001 - \$250,000	29.94%	10	8	9	12	4
\$250,001 - \$325,000	15.62%	10	16	10	10	14
\$325,001 - \$450,000	15.53%	22	7	41	16	14
\$450,001 and up	9.84%	36	0	21	36	41
<b>Average Closed DOM</b>		<b>16</b>	<b>19</b>	<b>13</b>	<b>17</b>	<b>28</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>1,159</b>	<b>120</b>	<b>598</b>	<b>382</b>	<b>59</b>
<b>Total Closed Volume</b>		<b>314,858,648</b>	<b>15.88M</b>	<b>130.12M</b>	<b>137.77M</b>	<b>31.09M</b>



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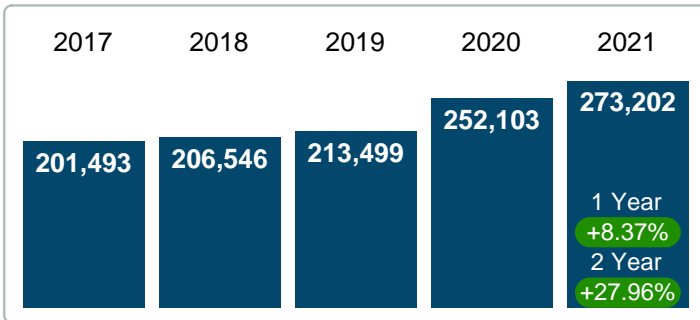
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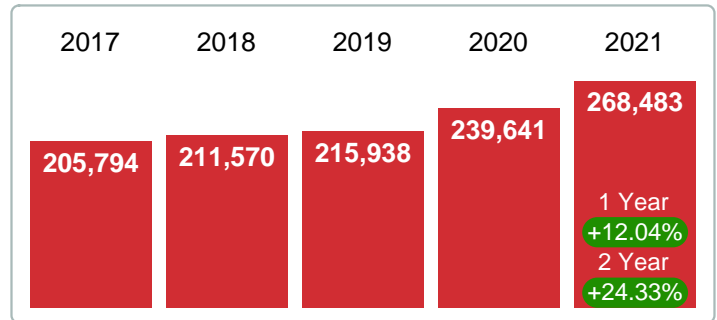
## AVERAGE LIST PRICE AT CLOSING

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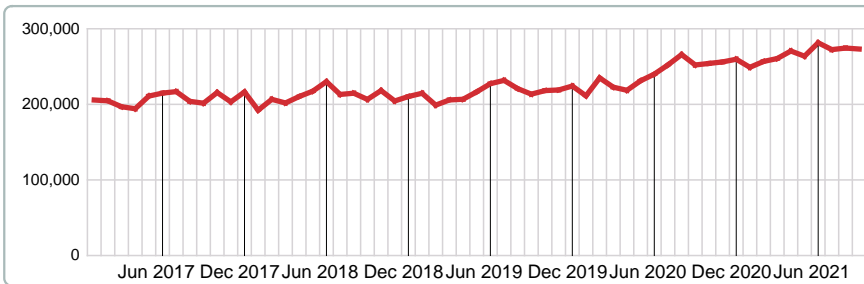
### SEPTEMBER



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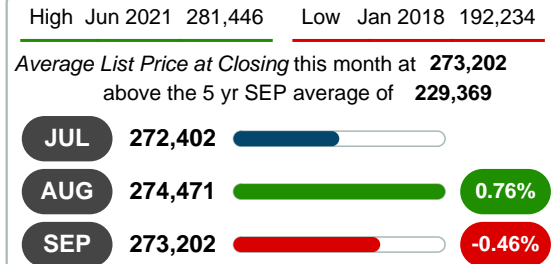


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 229,369



### 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	8.02%	72,921	74,710	71,576	64,900	0
\$100,001 - \$150,000	12.17%	133,139	132,540	132,579	133,690	145,000
\$150,001 - \$175,000	10.18%	165,566	164,718	164,683	164,725	0
\$175,001 - \$250,000	29.42%	213,810	206,791	207,243	222,507	219,600
\$250,001 - \$325,000	15.01%	284,158	266,333	275,731	286,482	278,454
\$325,001 - \$450,000	15.44%	387,128	389,680	379,101	390,485	378,528
\$450,001 and up	9.75%	707,093	0	766,800	672,133	748,565
<b>Average List Price</b>		<b>273,202</b>	<b>135,490</b>	<b>217,065</b>	<b>362,707</b>	<b>542,770</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>273,202</b>	<b>120</b>	<b>598</b>	<b>382</b>	<b>59</b>
<b>Total Closed Volume</b>		<b>316,641,425</b>	<b>16.26M</b>	<b>129.81M</b>	<b>138.55M</b>	<b>32.02M</b>



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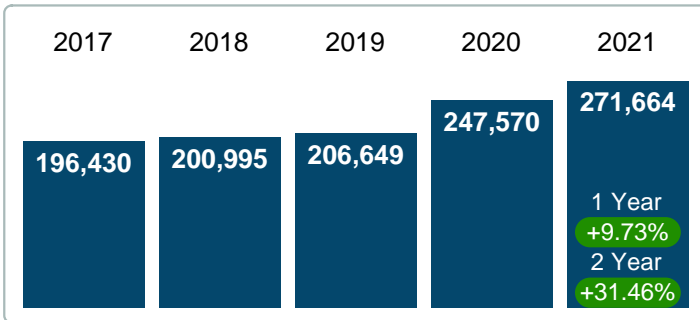
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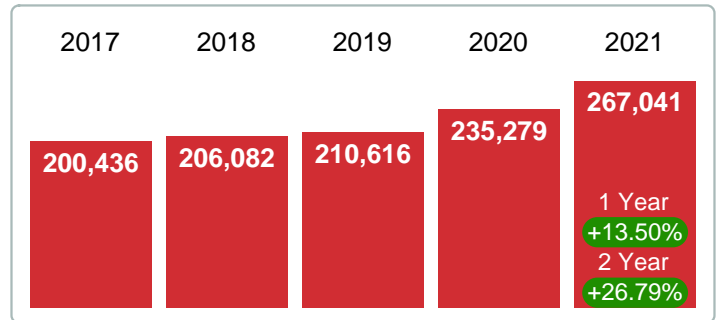
## AVERAGE SOLD PRICE AT CLOSING

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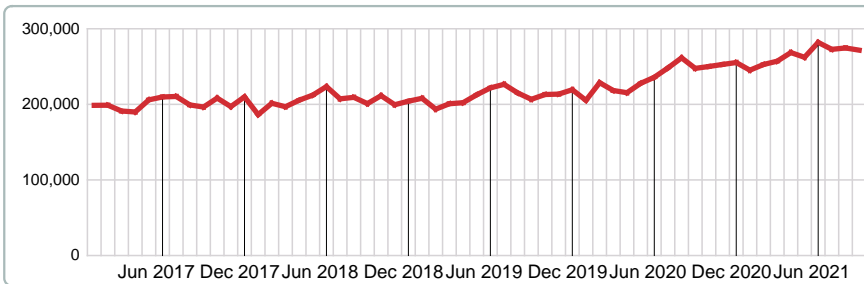
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

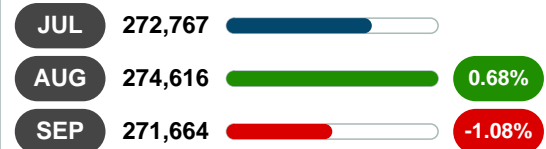


### 3 MONTHS

5 year SEP AVG = 224,662

High Jun 2021 281,911 | Low Jan 2018 186,418

Average Sold Price at Closing this month at **271,664**  
above the 5 yr SEP average of **224,662**



### 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	7.77%	69,187	69,836	68,330	68,500	0
\$100,001 - \$150,000	12.34%	130,881	129,840	131,300	128,850	144,000
\$150,001 - \$175,000	8.97%	164,412	162,616	164,670	164,317	0
\$175,001 - \$250,000	29.94%	212,871	205,676	209,399	222,815	220,667
\$250,001 - \$325,000	15.62%	284,541	270,000	279,499	288,885	298,643
\$325,001 - \$450,000	15.53%	385,077	387,260	376,426	390,190	375,814
\$450,001 and up	9.84%	685,394	0	756,554	658,758	714,335
<b>Average Sold Price</b>		<b>271,664</b>	<b>132,316</b>	<b>217,584</b>	<b>360,666</b>	<b>526,970</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>271,664</b>	<b>120</b>	<b>598</b>	<b>382</b>	<b>59</b>
<b>Total Closed Volume</b>		<b>314,858,648</b>	<b>15.88M</b>	<b>130.12M</b>	<b>137.77M</b>	<b>31.09M</b>

# September 2021



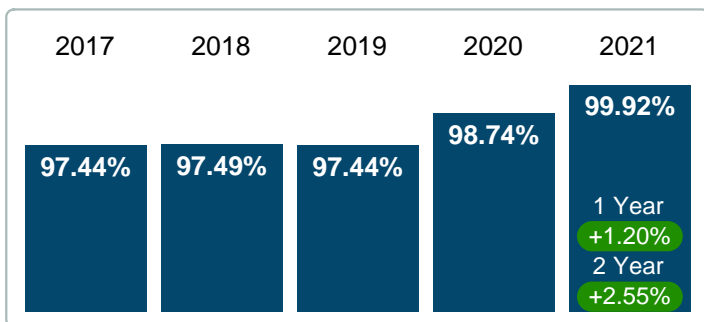
Area Delimited by County Of Tulsa - Residential Property Type



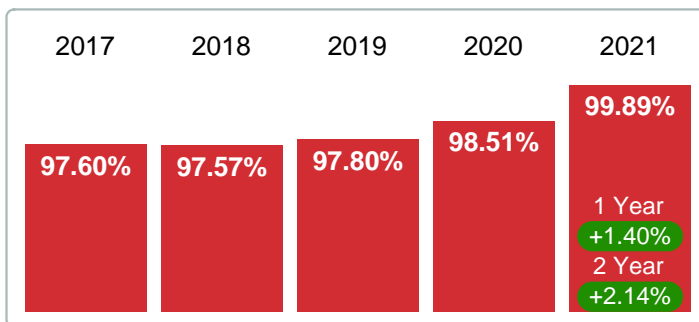
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

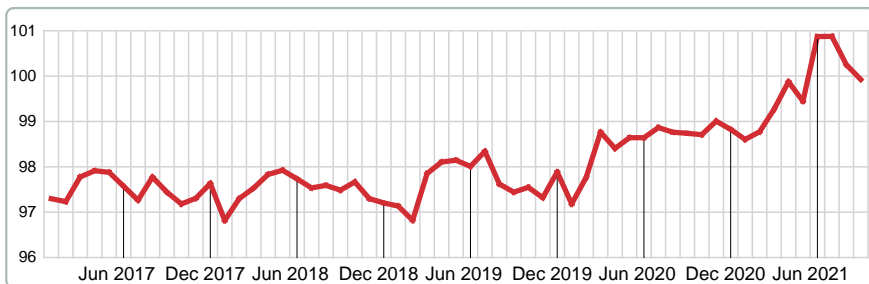
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

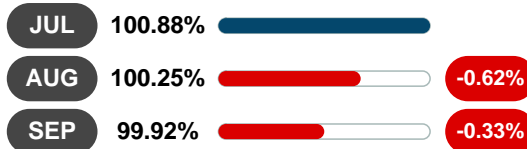


### 3 MONTHS

5 year SEP AVG = 98.21%

High Jul 2021 100.88% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.92%**  
above the 5 yr SEP average of **98.21%**



### 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	7.77%	95.29%	94.43%	95.91%	105.70%	0.00%
\$100,001 - \$150,000	143	12.34%	99.19%	98.66%	99.46%	98.26%	99.31%
\$150,001 - \$175,000	104	8.97%	100.03%	98.93%	100.21%	99.86%	0.00%
\$175,001 - \$250,000	347	29.94%	100.96%	99.71%	101.26%	100.46%	100.34%
\$250,001 - \$325,000	181	15.62%	101.64%	101.57%	101.46%	100.93%	112.54%
\$325,001 - \$450,000	180	15.53%	99.79%	99.47%	99.53%	99.97%	99.43%
\$450,001 and up	114	9.84%	98.74%	0.00%	99.73%	98.62%	98.56%
Average Sold/List Ratio		99.90%		97.14%	100.35%	100.04%	100.59%
Total Closed Units		1,159	100%	120	598	382	59
Total Closed Volume		314,858,648		15.88M	130.12M	137.77M	31.09M

# September 2021



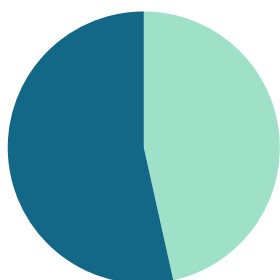
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

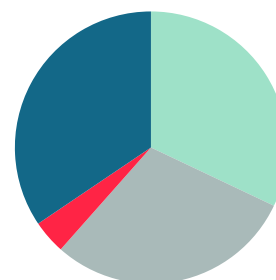


**Inventory**  
 New Listings  
**1,136 = 46.52%**  
 Start Inventory  
**1,306**  
 Total Inventory Units  
**2,442**  
 Volume  
**\$858,270,982**

### Market Activity

Closed Sales  
**1,159 = 32.04%**  
 Pending Sales  
**1,067 = 29.50%**  
 Other Off Market  
**145 = 4.01%**  
 Active Inventory  
**1,246 = 34.45%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,106	1,159	4.79%	8,192	9,130	11.45%
Pending Sales	1,090	1,067	-2.11%	9,083	9,747	7.31%
New Listings	1,252	1,136	-9.27%	10,760	10,768	0.07%
Average List Price	252,103	273,202	8.37%	239,641	268,483	12.04%
Average Sale Price	247,570	271,664	9.73%	235,279	267,041	13.50%
Average Percent of Selling Price to List Price	98.74%	99.92%	1.20%	98.51%	99.89%	1.40%
Average Days on Market to Sale	25.11	15.97	-36.39%	31.15	19.47	-37.48%
Monthly Inventory	1,595	1,246	-21.88%	1,595	1,246	-21.88%
Months Supply of Inventory	1.81	1.23	-32.10%	1.81	1.23	-32.10%

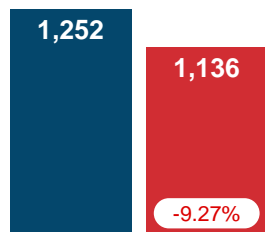
**Absorption:** Last 12 months, an Average of **1,014** Sales/Month

**Inventory** on September 30, 2021 = **1,246** 2020 2021

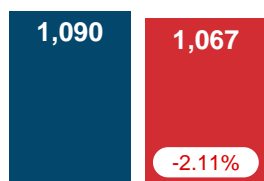
### SEPTEMBER MARKET

### AVERAGE PRICES

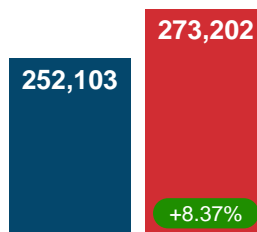
#### New Listings



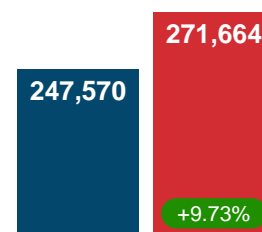
#### Pending Listings



#### List Price



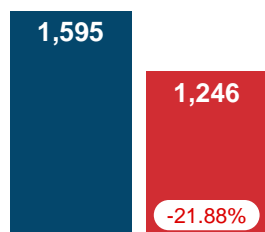
#### Sale Price



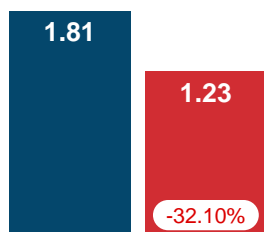
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

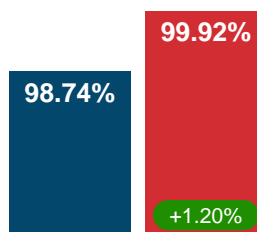
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

