

September 2021



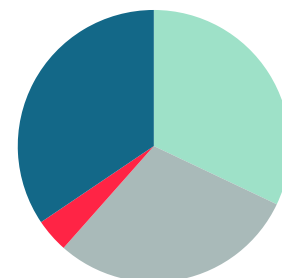
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	216,950	225,000	3.71%
Median Sale Price	215,000	229,900	6.93%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	5.00	-28.57%
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.

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 **6.93%** in September 2021 to \$229,900 versus the previous year at \$215,000.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 2.00 days or **28.57%** in September 2021 compared to last year's same month at **7.00** DOM.

Sales Success for September 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 1,136 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.

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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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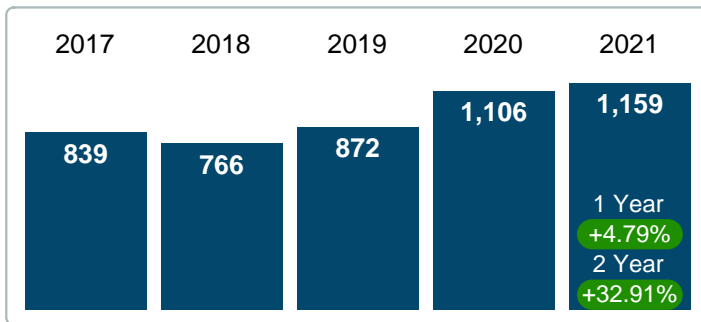
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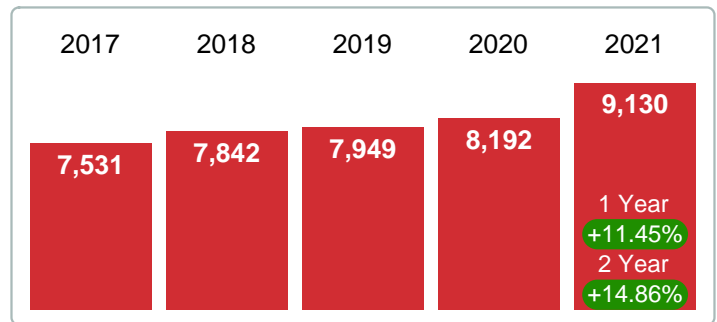
CLOSED LISTINGS

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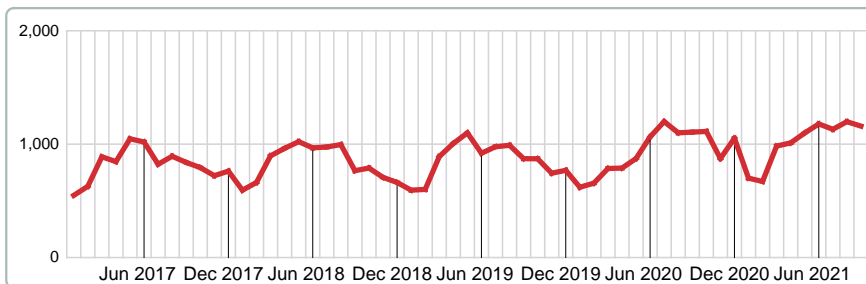
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

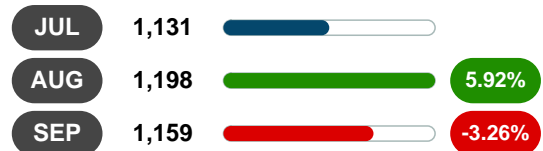


3 MONTHS

5 year SEP AVG = 948

High Jul 2020 1,199 Low Jan 2017 548

Closed Listings this month at **1,159**
above the 5 yr SEP average of **948**



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	7.77%	8.0	51	37	2	0
\$100,001 - \$150,000	143	12.34%	7.0	33	99	10	1
\$150,001 - \$175,000	104	8.97%	5.0	11	81	12	0
\$175,001 - \$250,000	347	29.94%	4.0	17	235	92	3
\$250,001 - \$325,000	181	15.62%	4.0	3	85	86	7
\$325,001 - \$450,000	180	15.53%	6.0	5	47	110	18
\$450,001 and up	114	9.84%	11.0	0	14	70	30
Total Closed Units	1,159			120	598	382	59
Total Closed Volume	314,858,648	100%	5.0	15.88M	130.12M	137.77M	31.09M
Median Closed Price	\$229,900			\$121,000	\$199,000	\$316,915	\$451,000

September 2021



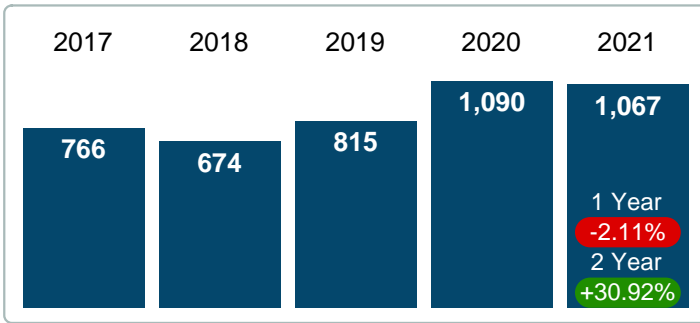
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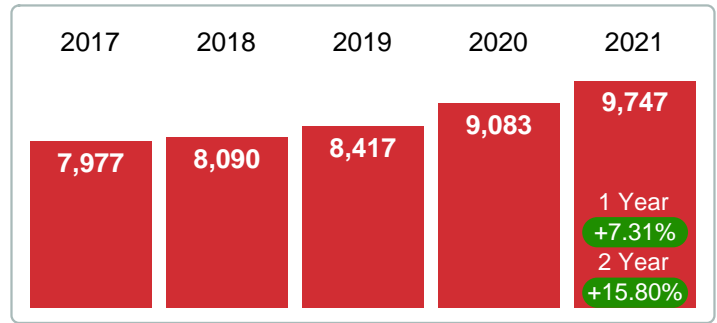
PENDING LISTINGS

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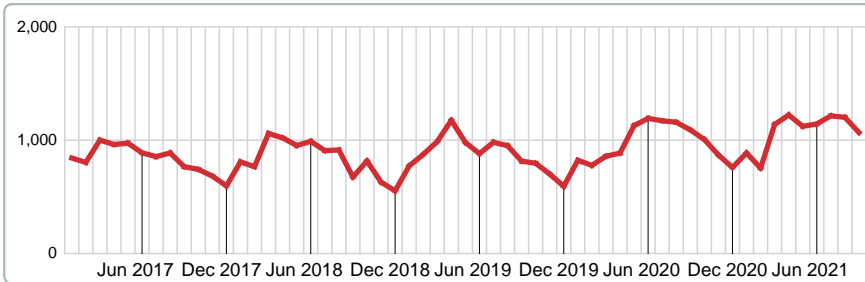
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

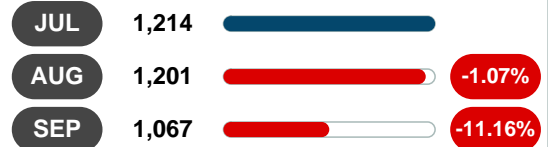


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	102	9.56%	7.0	43	50	9	0
\$100,001 - \$150,000	141	13.21%	12.0	34	97	9	1
\$150,001 - \$175,000	98	9.18%	5.5	17	74	7	0
\$175,001 - \$250,000	309	28.96%	6.0	24	203	78	4
\$250,001 - \$325,000	174	16.31%	7.0	2	70	87	15
\$325,001 - \$425,000	127	11.90%	10.0	4	29	75	19
\$425,001 and up	116	10.87%	24.0	1	25	64	26
Total Pending Units	1,067			125	548	329	65
Total Pending Volume	285,915,431	100%	8.0	17.67M	116.50M	110.30M	41.44M
Median Listing Price	\$224,085			\$129,900	\$195,000	\$299,900	\$398,500

September 2021



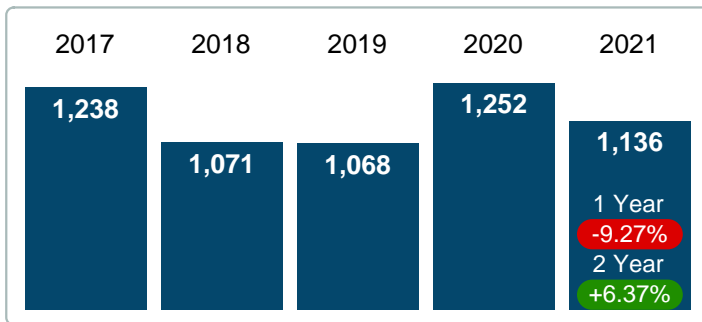
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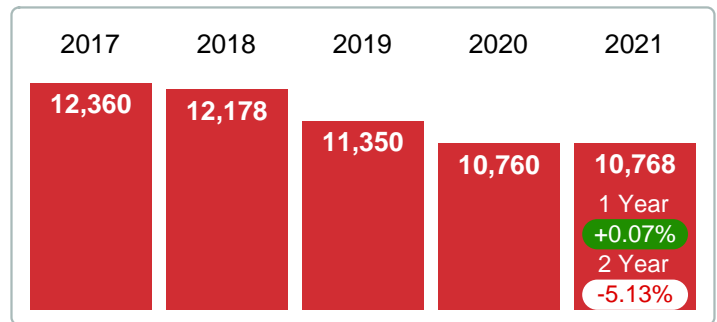
NEW LISTINGS

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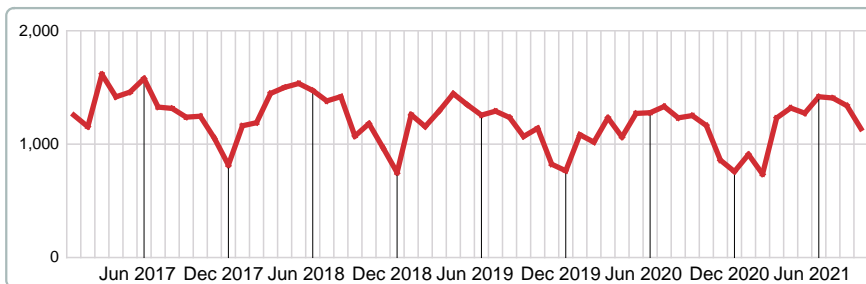
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

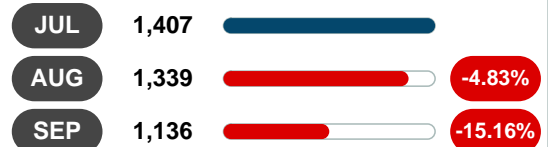


3 MONTHS

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
Total New Listed Units	1,136		128	583	356	69
Total New Listed Volume	329,660,780	100%	18.95M	124.81M	137.77M	48.12M
Median New Listed Listing Price	\$230,000		\$126,250	\$199,000	\$309,950	\$415,000

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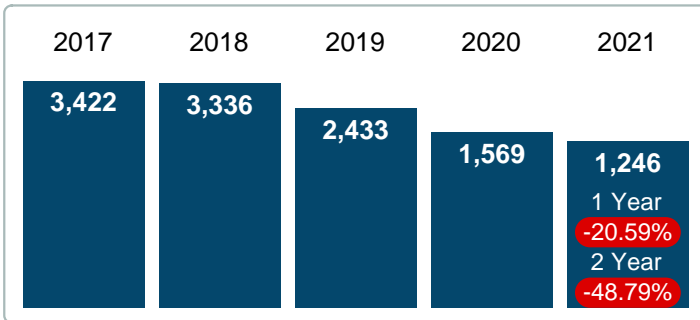
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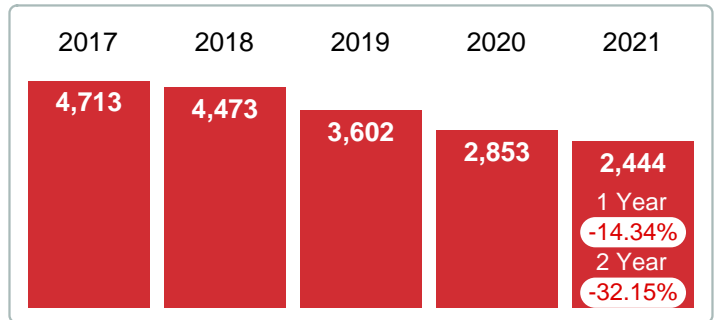
ACTIVE INVENTORY

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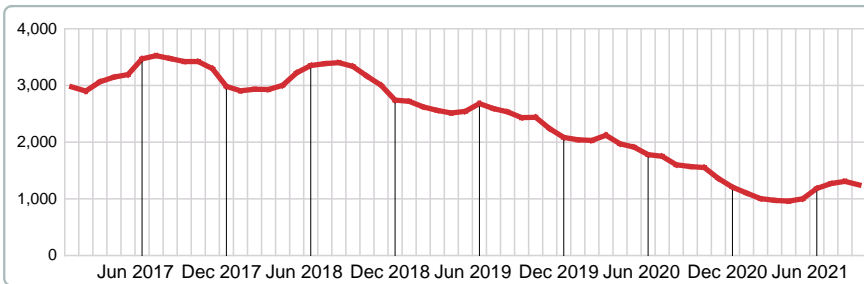
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

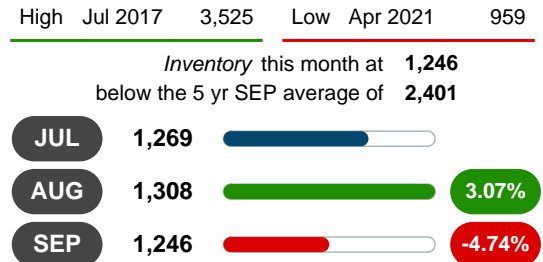


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2,401



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	87	6.98%	55.0	50	32	4	1
\$75,001 - \$150,000	172	13.80%	34.0	49	109	13	1
\$150,001 - \$200,000	163	13.08%	34.0	22	117	22	2
\$200,001 - \$350,000	344	27.61%	28.0	31	169	133	11
\$350,001 - \$475,000	187	15.01%	35.0	7	52	105	23
\$475,001 - \$700,000	166	13.32%	51.0	0	43	90	33
\$700,001 and up	127	10.19%	82.0	2	12	58	55
Total Active Inventory by Units	1,246			161	534	425	126
Total Active Inventory by Volume	508,042,957	100%	42.0	24.37M	140.06M	218.12M	125.49M
Median Active Inventory Listing Price	\$279,700			\$115,900	\$205,980	\$399,999	\$662,500

September 2021



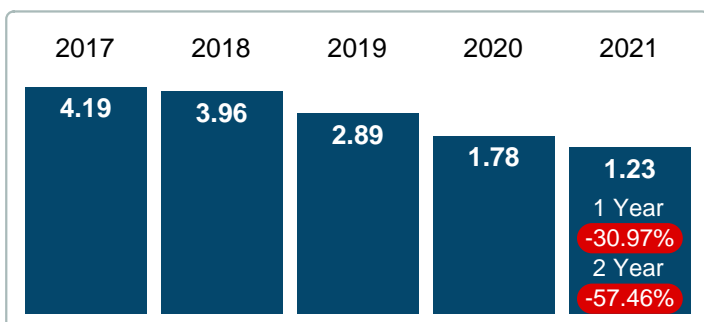
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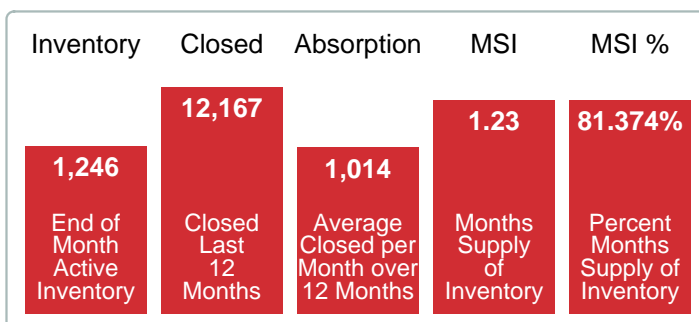
MONTHS SUPPLY of INVENTORY (MSI)

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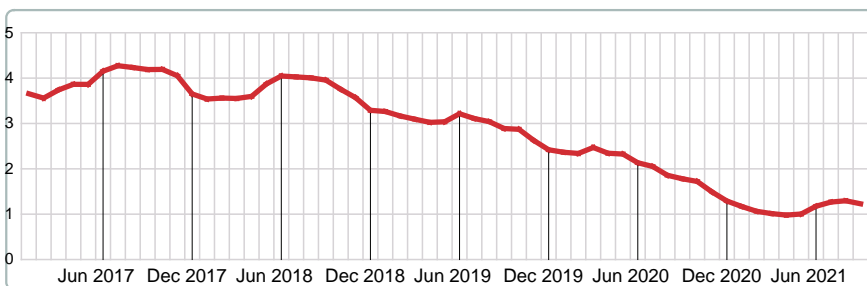
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

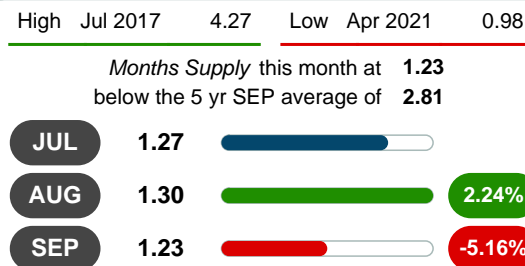


5 YEAR MARKET ACTIVITY TRENDS



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



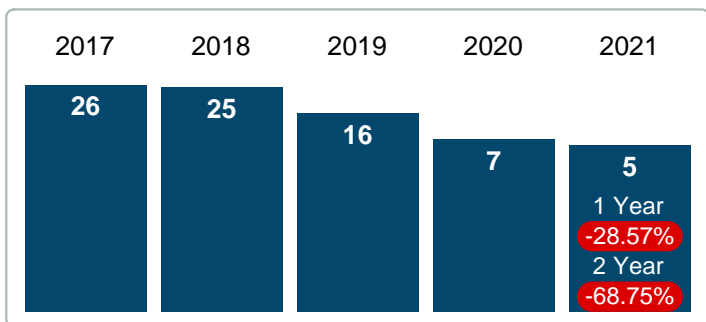
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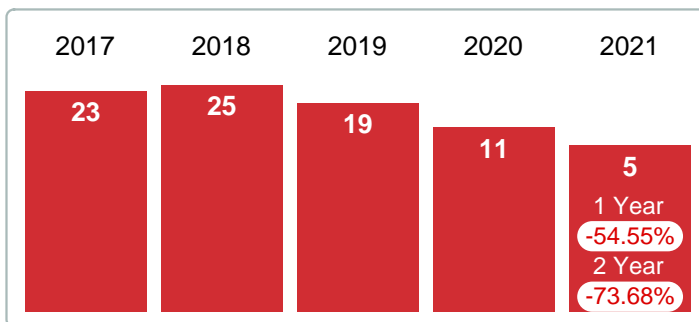
MEDIAN DAYS ON MARKET TO SALE

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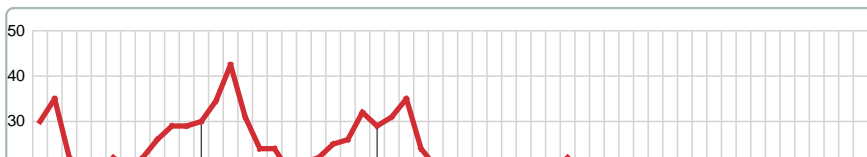
SEPTEMBER



YEAR TO DATE (YTD)

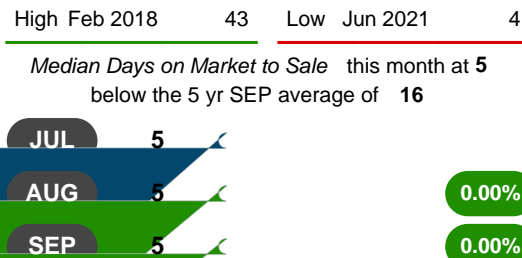


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 16



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	7.77%	8	8	8	48	0
\$100,001 - \$150,000	143	12.34%	7	16	5	4	23
\$150,001 - \$175,000	104	8.97%	5	3	5	12	0
\$175,001 - \$250,000	347	29.94%	4	4	4	5	2
\$250,001 - \$325,000	181	15.62%	4	19	3	5	16
\$325,001 - \$450,000	180	15.53%	6	9	5	6	11
\$450,001 and up	114	9.84%	11	0	8	12	12
Median Closed DOM			5	8	4	5	11
Total Closed Units		100%	5.0	120	598	382	59
Total Closed Volume				15.88M	130.12M	137.77M	31.09M

September 2021



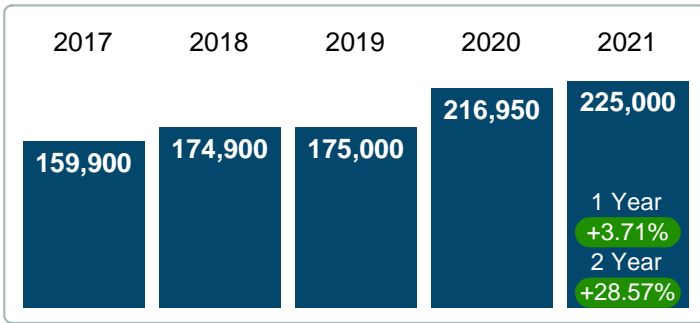
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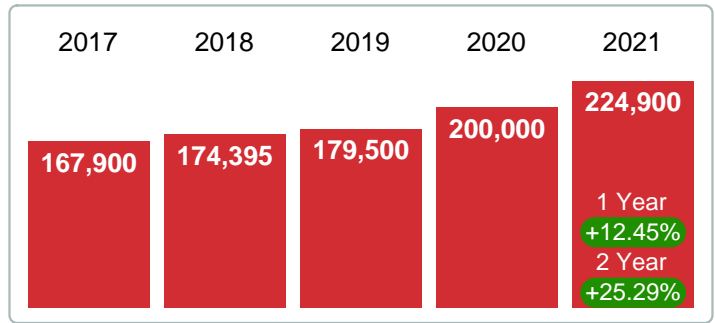
MEDIAN LIST PRICE AT CLOSING

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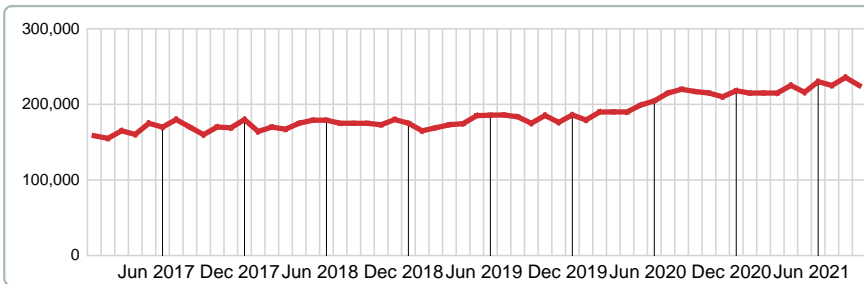
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

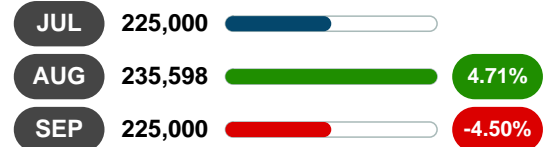


3 MONTHS

5 year SEP AVG = 190,350

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

Median List Price at Closing this month at **225,000**
above the 5 yr SEP average of **190,350**



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	93	8.02%	75,000	75,000	74,000	95,700	0
\$100,001 - \$150,000	141	12.17%	134,900	132,750	134,900	142,450	145,000
\$150,001 - \$175,000	118	10.18%	165,000	166,000	165,000	167,000	167,400
\$175,001 - \$250,000	341	29.42%	214,900	202,450	210,000	225,000	224,900
\$250,001 - \$325,000	174	15.01%	285,000	260,000	275,000	289,000	285,000
\$325,001 - \$450,000	179	15.44%	389,900	410,500	372,400	399,000	381,450
\$450,001 and up	113	9.75%	565,000	0	562,500	559,000	599,900
Median List Price			225,000	126,110	195,000	311,000	450,000
Total Closed Units		100%	225,000	120	598	382	59
Total Closed Volume			316,641,425	16.26M	129.81M	138.55M	32.02M

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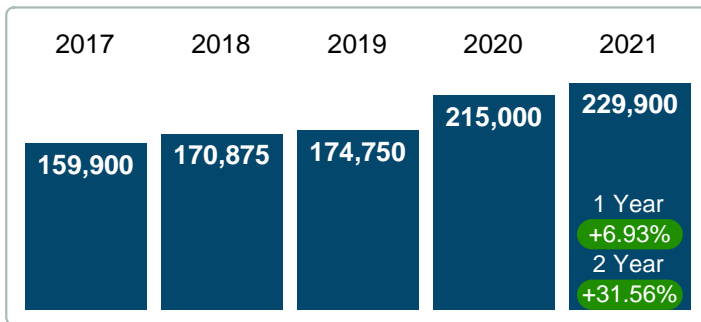
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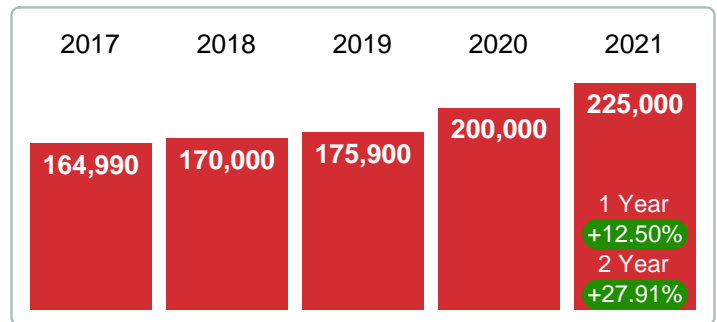
MEDIAN SOLD PRICE AT CLOSING

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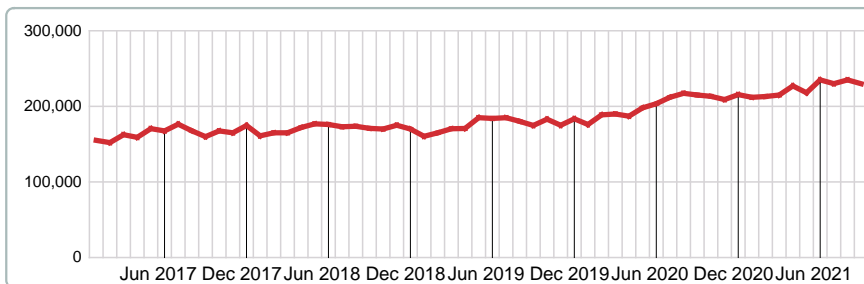
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

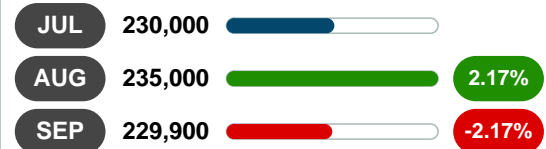


3 MONTHS

5 year SEP AVG = 190,085

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

Median Sold Price at Closing this month at **229,900** above the 5 yr SEP average of **190,085**



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	7.77%	71,000	75,000	70,000	68,500	0
\$100,001 - \$150,000	12.34%	131,000	131,000	131,000	135,000	144,000
\$150,001 - \$175,000	8.97%	165,000	160,800	165,000	165,000	0
\$175,001 - \$250,000	29.94%	212,000	210,000	206,000	228,500	235,000
\$250,001 - \$325,000	15.62%	285,000	265,000	275,000	286,500	315,000
\$325,001 - \$450,000	15.53%	385,000	400,000	371,570	394,750	378,250
\$450,001 and up	9.84%	554,950	0	563,625	553,950	602,500
Median Sold Price		229,900	121,000	199,000	316,915	451,000
Total Closed Units	100%	1,159	120	598	382	59
Total Closed Volume		314,858,648	15.88M	130.12M	137.77M	31.09M

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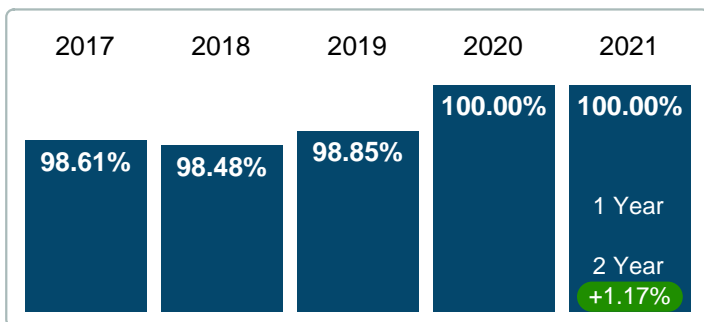
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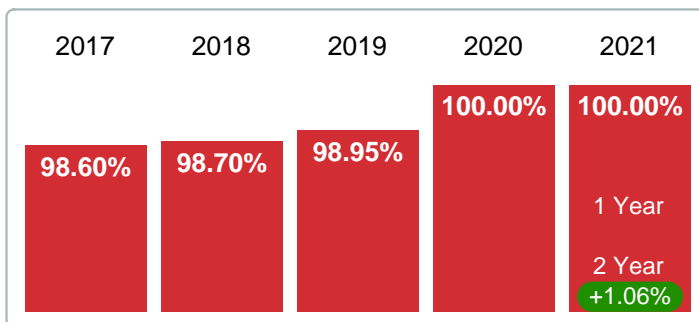
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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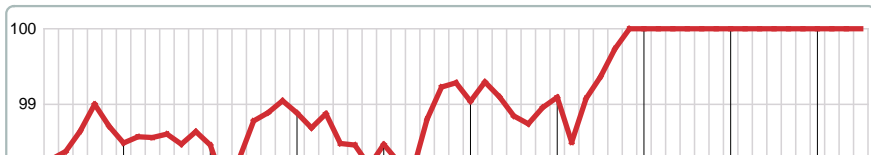
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.19%

High Sep 2021 100.00% Low Jan 2018 97.91%

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

JUL 100.00%
AUG 100.00%
SEP 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	7.77%	99.51%	99.50%	95.10%	105.70%	0.00%
\$100,001 - \$150,000	143	12.34%	100.00%	100.00%	100.00%	100.00%	99.31%
\$150,001 - \$175,000	104	8.97%	100.00%	99.41%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	347	29.94%	100.00%	101.46%	100.00%	100.00%	100.04%
\$250,001 - \$325,000	181	15.62%	100.51%	100.00%	101.67%	100.14%	100.00%
\$325,001 - \$450,000	180	15.53%	100.00%	100.00%	100.00%	100.00%	99.88%
\$450,001 and up	114	9.84%	100.00%	0.00%	98.63%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
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



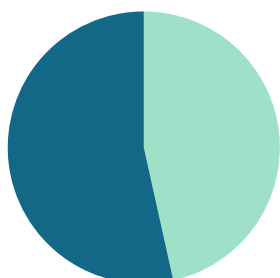
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

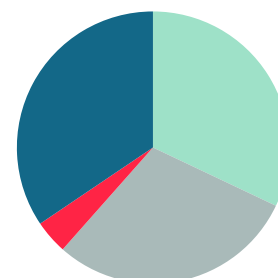


Inventory
 New Listings
1,136 = 46.52%
 Start Inventory
1,306
 Total Inventory Units
2,442
 Volume
\$858,270,982

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%
Median List Price	216,950	225,000	3.71%	200,000	224,900	12.45%
Median Sale Price	215,000	229,900	6.93%	200,000	225,000	12.50%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	5.00	-28.57%	11.00	5.00	-54.55%
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%

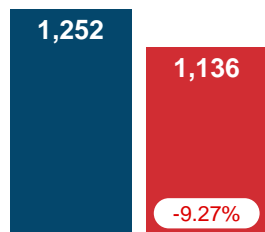
Absorption: Last 12 months, an Average of **1,014** Sales/Month

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

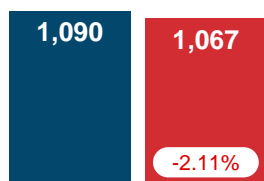
SEPTEMBER MARKET

MEDIAN PRICES

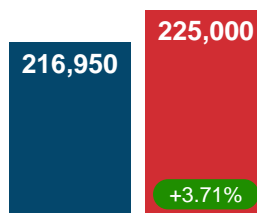
New Listings



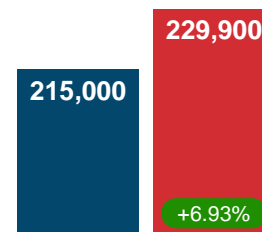
Pending Listings



List Price



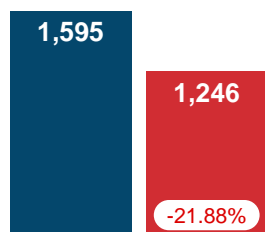
Sale Price



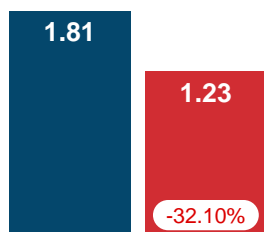
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

