

# December 2021

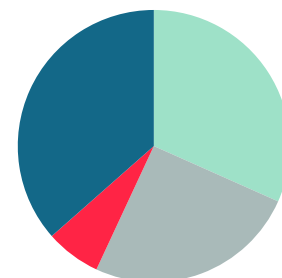
Area Delimited by County Of Tulsa



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	1,203	1,206	0.25%
Pending Listings	835	962	15.21%
New Listings	965	932	-3.42%
Average List Price	244,318	258,964	5.99%
Average Sale Price	238,771	256,737	7.52%
Average Percent of Selling Price to List Price	98.62%	99.48%	0.86%
Average Days on Market to Sale	27.76	23.56	-15.11%
End of Month Inventory	3,014	1,390	-53.88%
Months Supply of Inventory	2.75	1.20	-56.36%



■ Closed (31.67%)  
■ Pending (25.26%)  
■ Other OffMarket (6.57%)  
■ Active (36.50%)

**Absorption:** Last 12 months, an Average of **1,160** Sales/Month  
**Active Inventory** as of December 31, 2021 = **1,390**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2021 decreased **53.88%** to 1,390 existing homes available for sale. Over the last 12 months this area has had an average of 1,160 closed sales per month. This represents an unsold inventory index of **1.20** 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 **7.52%** in December 2021 to \$256,737 versus the previous year at \$238,771.

#### Average Days on Market Shortens

The average number of **23.56** days that homes spent on the market before selling decreased by 4.20 days or **15.11%** in December 2021 compared to last year's same month at **27.76** DOM.

#### Sales Success for December 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 932 New Listings in December 2021, down **3.42%** from last year at 965. Furthermore, there were 1,206 Closed Listings this month versus last year at 1,203, a **0.25%** increase.

Closed versus Listed trends yielded a **129.4%** ratio, up from previous year's, December 2020, at **124.7%**, a **3.80%** 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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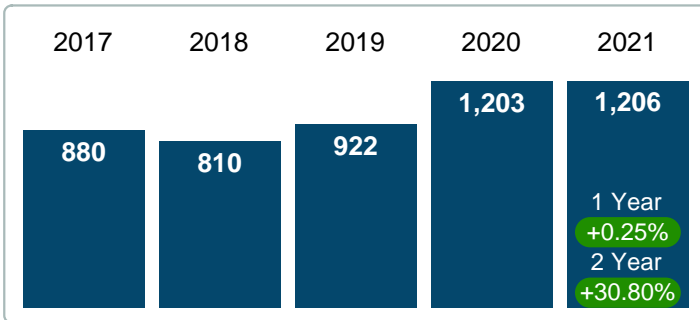
Area Delimited by County Of Tulsa



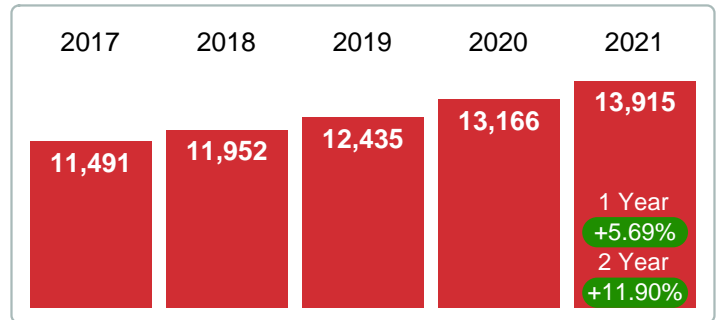
## CLOSED LISTINGS

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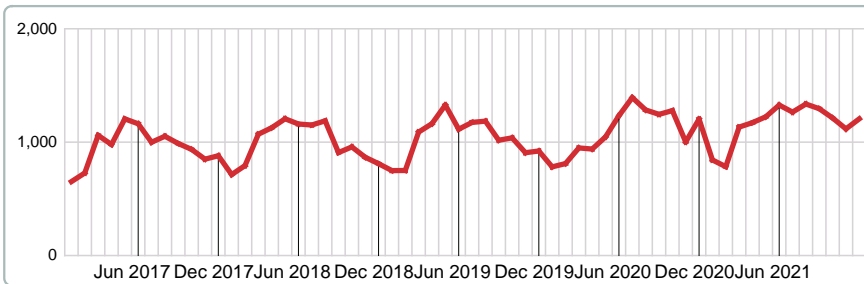
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1,004

High Jul 2020 1,393 Low Jan 2017 652

Closed Listings this month at **1,206**  
above the 5 yr DEC average of **1,004**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	106	8.79%	25.3	22	64	20	0
\$25,001 - \$125,000	153	12.69%	27.3	70	77	4	2
\$125,001 - \$175,000	204	16.92%	21.0	53	133	18	0
\$175,001 - \$250,000	297	24.63%	14.4	31	219	42	5
\$250,001 - \$325,000	164	13.60%	21.1	16	77	65	6
\$325,001 - \$450,000	161	13.35%	27.4	13	55	79	14
\$450,001 and up	121	10.03%	42.2	7	23	59	32
<b>Total Closed Units</b>	<b>1,206</b>			<b>212</b>	<b>648</b>	<b>287</b>	<b>59</b>
<b>Total Closed Volume</b>	<b>309,624,252</b>	<b>100%</b>	<b>23.6</b>	<b>37.62M</b>	<b>132.28M</b>	<b>101.14M</b>	<b>38.59M</b>
<b>Average Closed Price</b>	<b>\$256,737</b>			<b>\$177,454</b>	<b>\$204,133</b>	<b>\$352,392</b>	<b>\$654,061</b>



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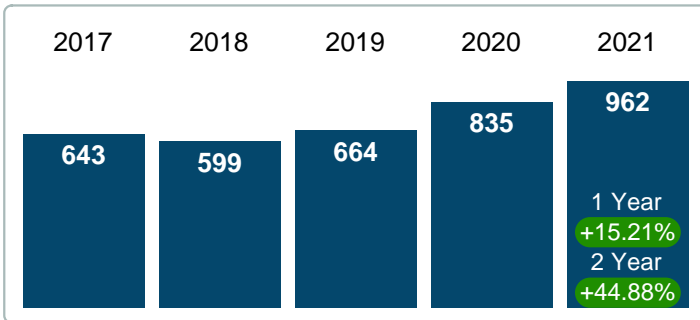
Area Delimited by County Of Tulsa



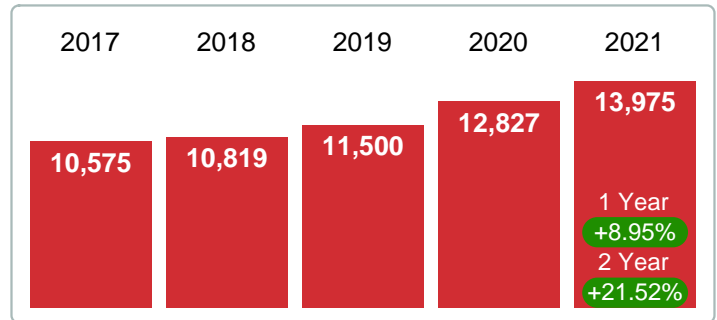
## PENDING LISTINGS

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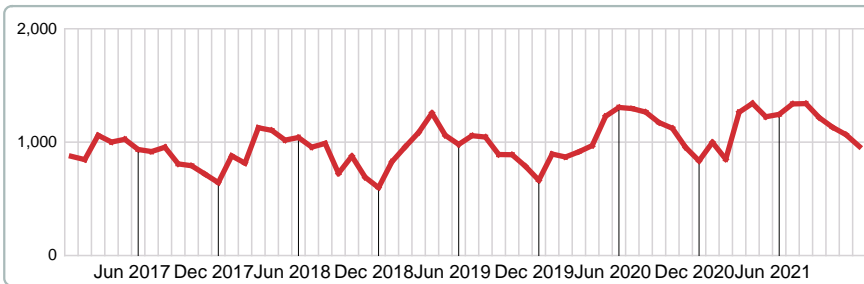
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

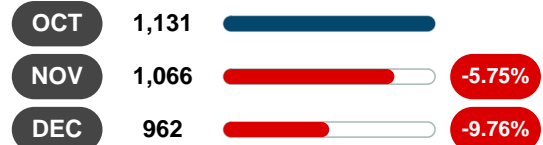


### 3 MONTHS

5 year DEC AVG = 741

High Apr 2021 1,342 Low Dec 2018 599

Pending Listings this month at **962**  
above the 5 yr DEC average of **741**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	87	9.04%	34.3	35	41	10	1
\$50,001 - \$100,000	107	11.12%	58.1	70	34	3	0
\$100,001 - \$150,000	120	12.47%	28.1	30	81	8	1
\$150,001 - \$250,000	295	30.67%	24.1	30	207	55	3
\$250,001 - \$325,000	129	13.41%	26.4	9	56	57	7
\$325,001 - \$450,000	124	12.89%	27.9	10	38	58	18
\$450,001 and up	100	10.40%	44.8	15	16	49	20
<b>Total Pending Units</b>	<b>962</b>			<b>199</b>	<b>473</b>	<b>240</b>	<b>50</b>
<b>Total Pending Volume</b>	<b>255,666,420</b>	<b>100%</b>	<b>28.3</b>	<b>39.45M</b>	<b>96.39M</b>	<b>85.43M</b>	<b>34.40M</b>
<b>Average Listing Price</b>	<b>\$260,370</b>			<b>\$198,240</b>	<b>\$203,776</b>	<b>\$355,959</b>	<b>\$688,009</b>

# December 2021

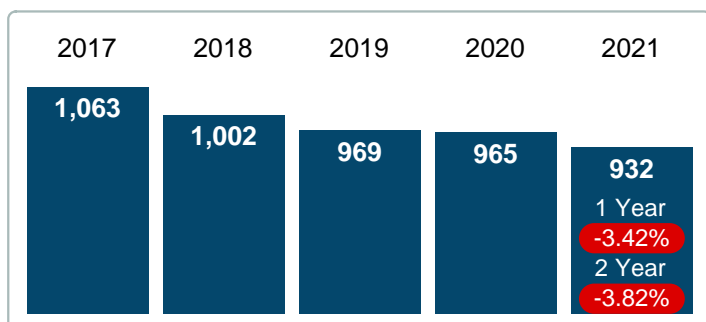
Area Delimited by County Of Tulsa



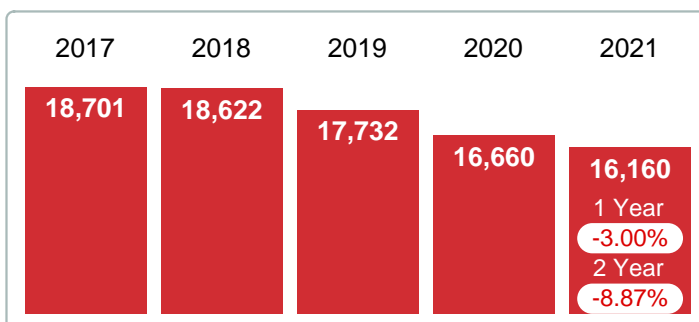
## NEW LISTINGS

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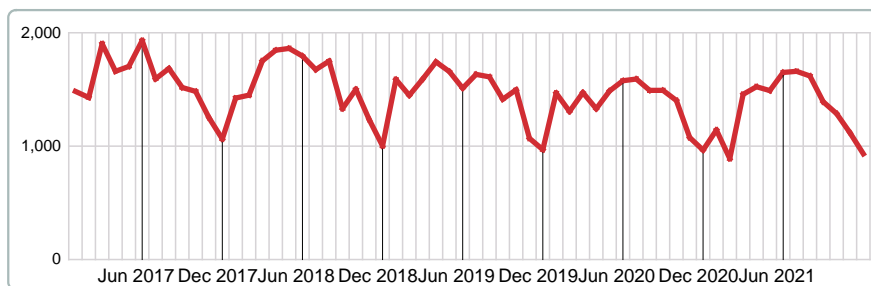
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

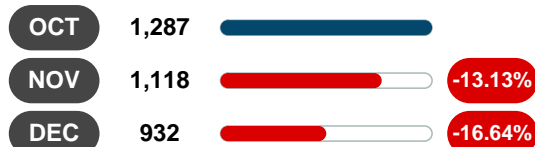


### 3 MONTHS

5 year DEC AVG = 986

High Jun 2017 1,931 Low Feb 2021 890

New Listings this month at **932**  
below the 5 yr DEC average of **986**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$100,000	213	22.85%	106	85	20	2
\$100,001-\$150,000	103	11.05%	34	61	7	1
\$150,001-\$250,000	273	29.29%	37	189	42	5
\$250,001-\$325,000	114	12.23%	13	51	45	5
\$325,001-\$475,000	128	13.73%	13	42	64	9
\$475,001 and up	101	10.84%	27	11	44	19
<b>Total New Listed Units</b>	<b>932</b>		<b>230</b>	<b>439</b>	<b>222</b>	<b>41</b>
<b>Total New Listed Volume</b>	<b>263,608,600</b>	<b>100%</b>	<b>67.36M</b>	<b>88.43M</b>	<b>76.94M</b>	<b>30.88M</b>
<b>Average New Listed Listing Price</b>	<b>\$265,159</b>		<b>\$292,859</b>	<b>\$201,446</b>	<b>\$346,555</b>	<b>\$753,194</b>



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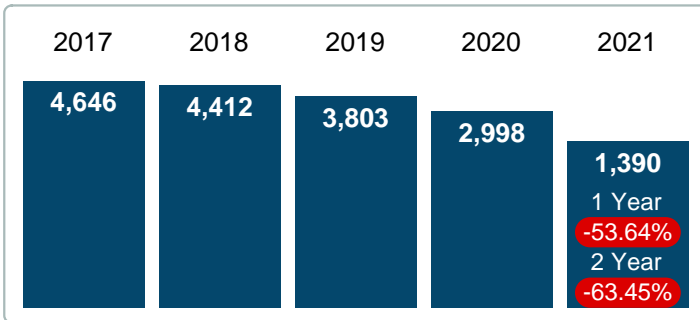
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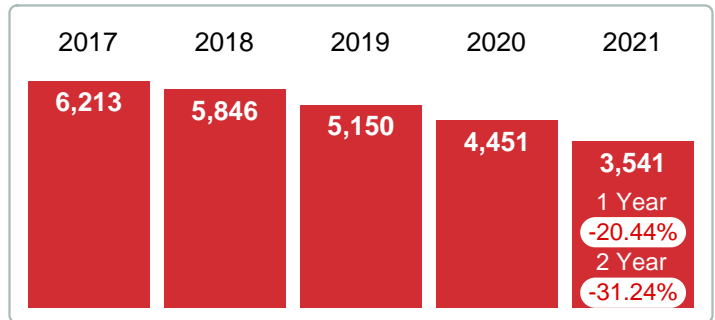
## ACTIVE INVENTORY

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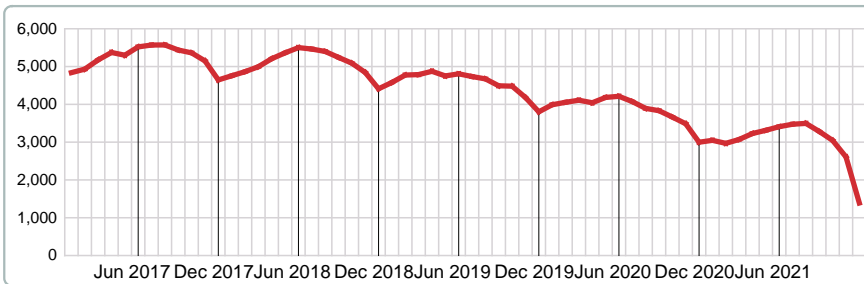
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

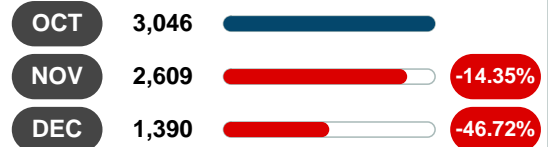


### 3 MONTHS

5 year DEC AVG = 3,450

High Aug 2017 5,572 Low Dec 2021 1,390

Inventory this month at 1,390 below the 5 yr DEC average of 3,450



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	253	18.20%	93.9	156	76	18	3
\$75,001-\$175,000	260	18.71%	84.7	145	100	15	0
\$175,001-\$350,000	354	25.47%	66.6	92	158	88	16
\$350,001-\$525,000	197	14.17%	100.5	49	57	78	13
\$525,001-\$1,175,000	187	13.45%	98.7	74	19	69	25
\$1,175,001 and up	139	10.00%	132.6	90	6	17	26
<b>Total Active Inventory by Units</b>	<b>1,390</b>			<b>606</b>	<b>416</b>	<b>285</b>	<b>83</b>
<b>Total Active Inventory by Volume</b>	<b>662,400,301</b>	<b>100%</b>	<b>90.7</b>	<b>327.73M</b>	<b>99.31M</b>	<b>142.87M</b>	<b>92.49M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$476,547</b>			<b>\$540,811</b>	<b>\$238,729</b>	<b>\$501,297</b>	<b>\$1,114,315</b>

# December 2021

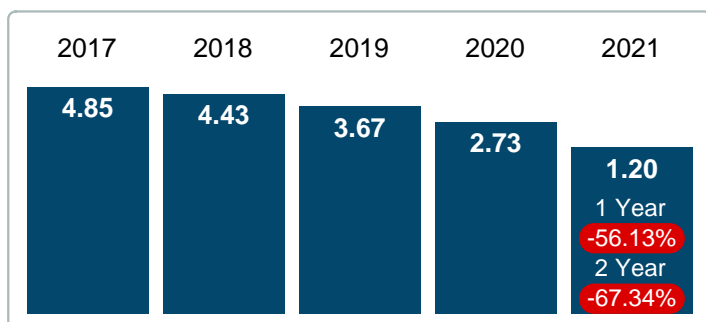
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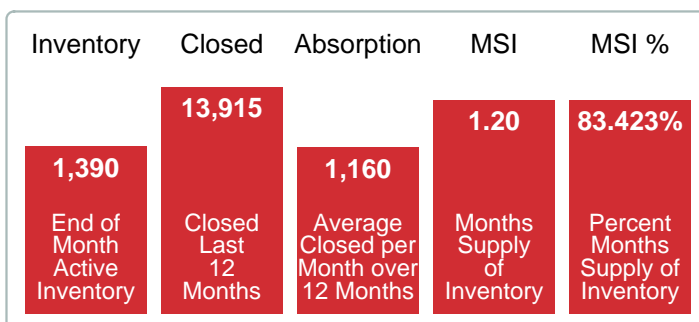
## MONTHS SUPPLY of INVENTORY (MSI)

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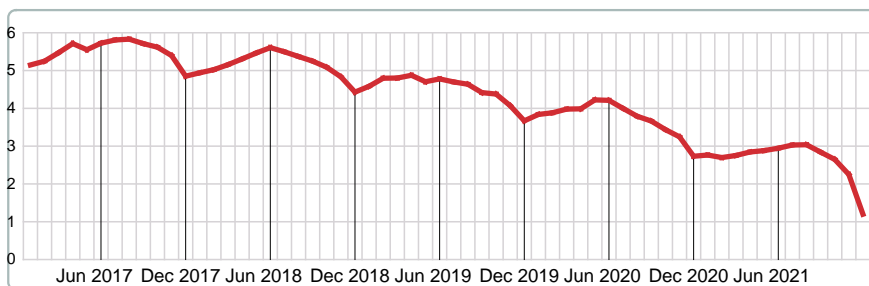
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021

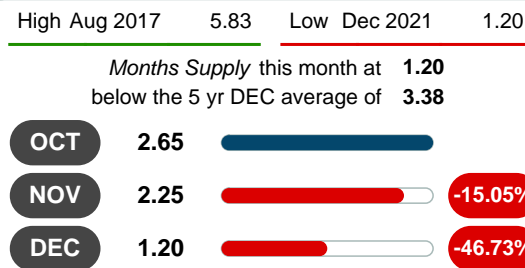


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 3.38



### 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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$75,000	253	18.20%	1.47	2.30	0.94	0.84	1.50
\$75,001-\$175,000	260	18.71%	0.96	2.11	0.56	0.71	0.00
\$175,001-\$350,000	354	25.47%	0.72	2.54	0.58	0.53	0.86
\$350,001-\$525,000	197	14.17%	1.32	6.53	1.60	0.93	0.58
\$525,001-\$1,175,000	187	13.45%	2.89	15.05	2.17	2.10	1.37
\$1,175,001 and up	139	10.00%	16.68	54.00	7.20	6.58	8.00
Market Supply of Inventory (MSI)			1.20	3.25	0.72	0.87	1.25
Total Active Inventory by Units		100%	1,390	606	416	285	83

# December 2021

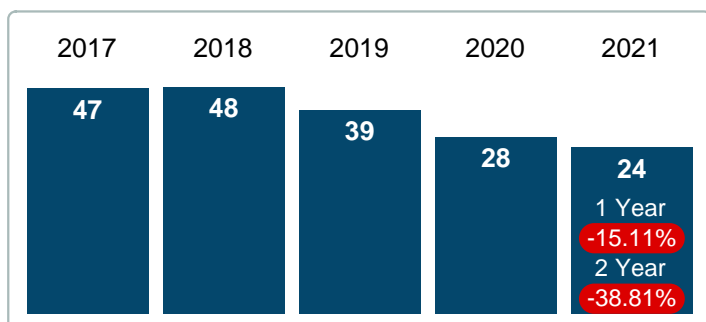
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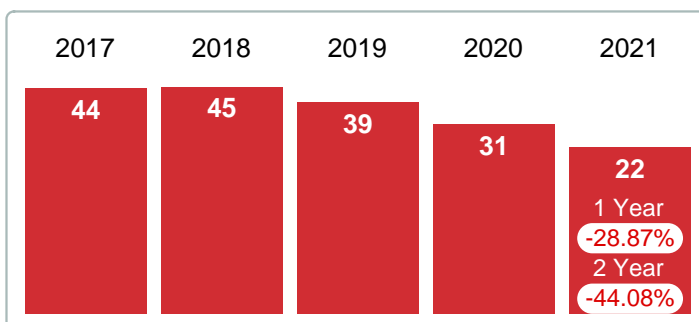
## AVERAGE DAYS ON MARKET TO SALE

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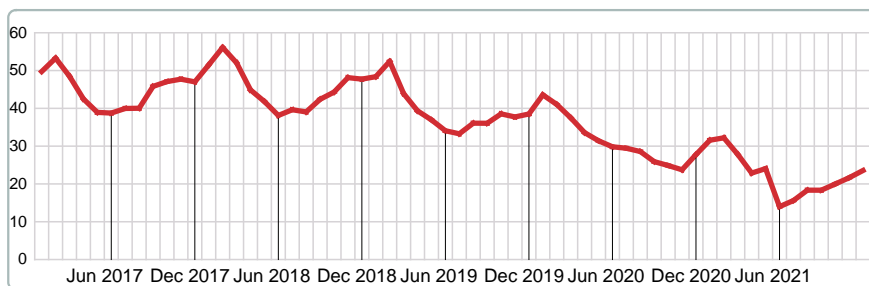
### DECEMBER



### YEAR TO DATE (YTD)

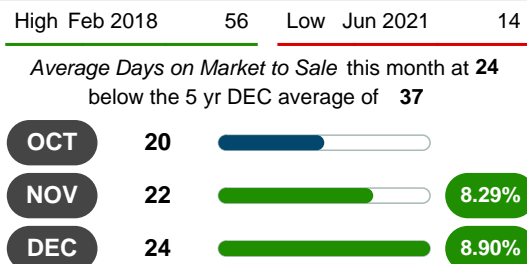


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 37



### 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
\$25,000 and less	8.79%	25	24	26	25	0
\$25,001 - \$125,000	12.69%	27	45	11	18	70
\$125,001 - \$175,000	16.92%	21	40	13	26	0
\$175,001 - \$250,000	24.63%	14	28	12	14	15
\$250,001 - \$325,000	13.60%	21	49	16	20	23
\$325,001 - \$450,000	13.35%	27	48	32	23	16
\$450,001 and up	10.03%	42	32	23	37	68
<b>Average Closed DOM</b>		<b>24</b>	<b>39</b>	<b>16</b>	<b>24</b>	<b>46</b>
<b>Total Closed Units</b>		<b>1,206</b>	<b>212</b>	<b>648</b>	<b>287</b>	<b>59</b>
<b>Total Closed Volume</b>		<b>309,624,252</b>	<b>37.62M</b>	<b>132.28M</b>	<b>101.14M</b>	<b>38.59M</b>



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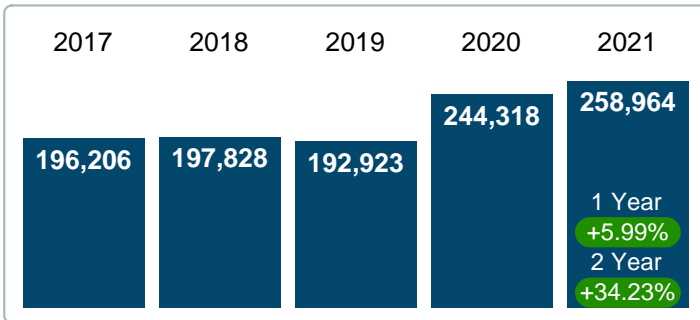
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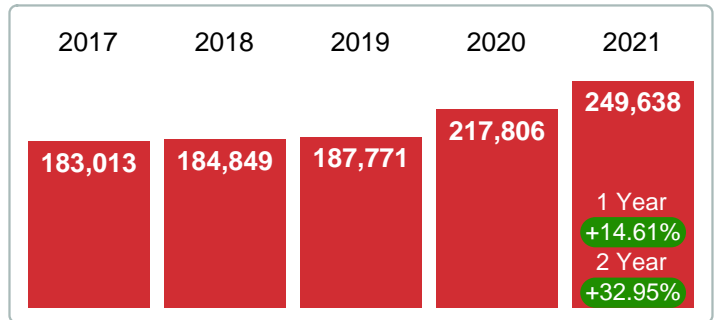
## AVERAGE LIST PRICE AT CLOSING

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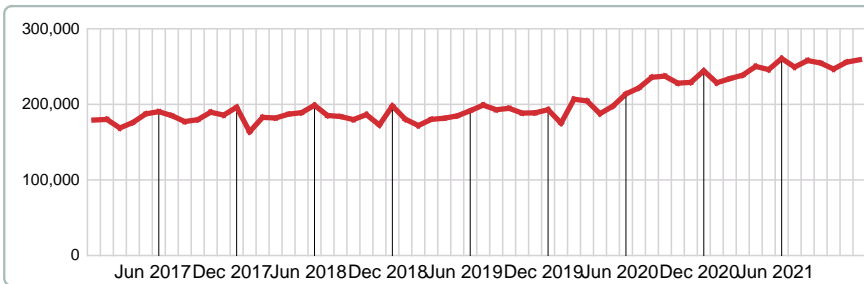
### DECEMBER



### YEAR TO DATE (YTD)

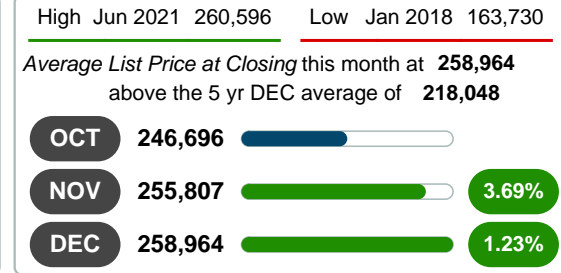


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 218,048



### 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
\$25,000 and less	8.87%	2,619	5,636	1,441	1,951	0
\$25,001 - \$125,000	12.77%	88,701	81,146	94,956	91,250	107,250
\$125,001 - \$175,000	17.16%	153,118	147,142	154,090	157,116	0
\$175,001 - \$250,000	24.79%	211,648	218,553	207,481	221,810	218,940
\$250,001 - \$325,000	12.94%	288,432	300,078	282,481	286,157	302,313
\$325,001 - \$450,000	13.27%	380,640	388,754	384,073	380,146	385,414
\$450,001 and up	10.20%	792,639	1,306,157	688,077	688,379	955,770
<b>Average List Price</b>		<b>258,964</b>	<b>185,736</b>	<b>203,761</b>	<b>354,684</b>	<b>662,772</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>258,964</b>	<b>212</b>	<b>648</b>	<b>287</b>	<b>59</b>
<b>Total Closed Volume</b>		<b>312,310,849</b>	<b>39.38M</b>	<b>132.04M</b>	<b>101.79M</b>	<b>39.10M</b>





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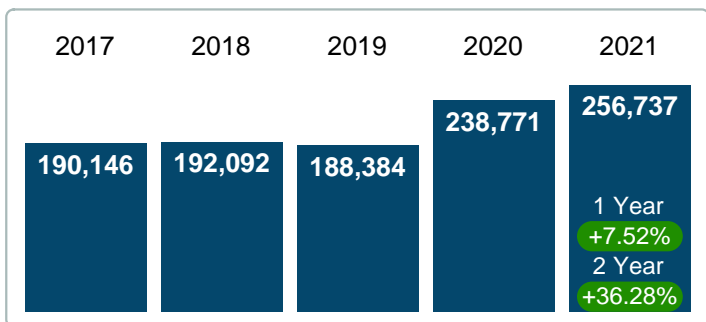
Area Delimited by County Of Tulsa



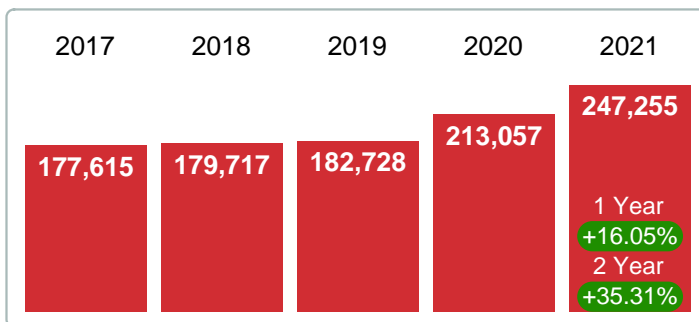
## AVERAGE SOLD PRICE AT CLOSING

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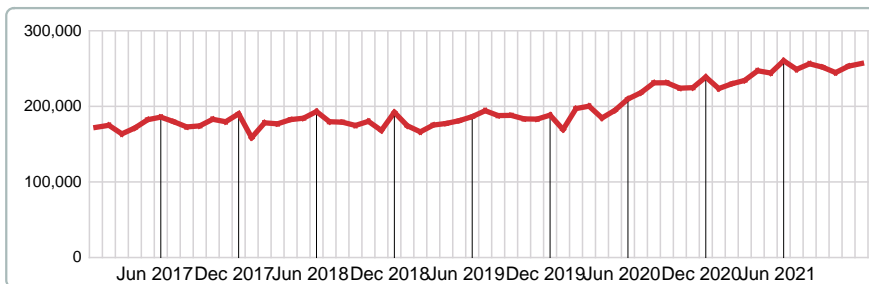
### DECEMBER



### YEAR TO DATE (YTD)

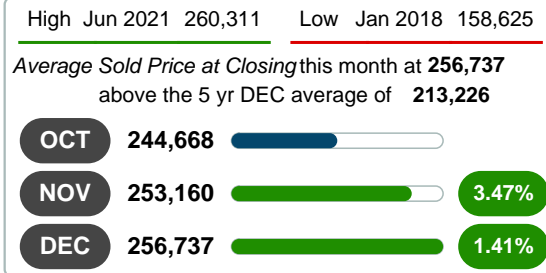


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 213,226



### 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
\$25,000 and less <b>106</b>	8.79%	2,301	5,097	1,446	1,958	0
\$25,001 - \$125,000 <b>153</b>	12.69%	85,049	77,854	90,502	99,750	97,500
\$125,001 - \$175,000 <b>204</b>	16.92%	152,144	145,102	154,399	156,217	0
\$175,001 - \$250,000 <b>297</b>	24.63%	210,785	209,348	209,160	218,870	222,980
\$250,001 - \$325,000 <b>164</b>	13.60%	285,693	283,378	284,233	286,397	302,983
\$325,001 - \$450,000 <b>161</b>	13.35%	378,451	363,538	380,999	378,618	381,350
\$450,001 and up <b>121</b>	10.03%	784,654	1,231,157	697,168	680,801	941,340
<b>Average Sold Price</b>		<b>256,737</b>	<b>177,454</b>	<b>204,133</b>	<b>352,392</b>	<b>654,061</b>
<b>Total Closed Units</b>	100%	<b>1,206</b>	<b>212</b>	<b>648</b>	<b>287</b>	<b>59</b>
<b>Total Closed Volume</b>		<b>309,624,252</b>	<b>37.62M</b>	<b>132.28M</b>	<b>101.14M</b>	<b>38.59M</b>

# December 2021

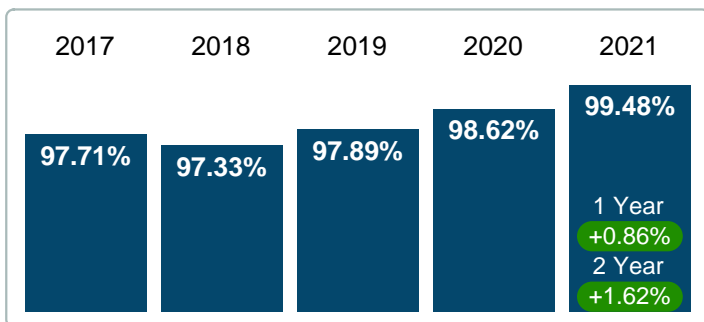
Area Delimited by County Of Tulsa



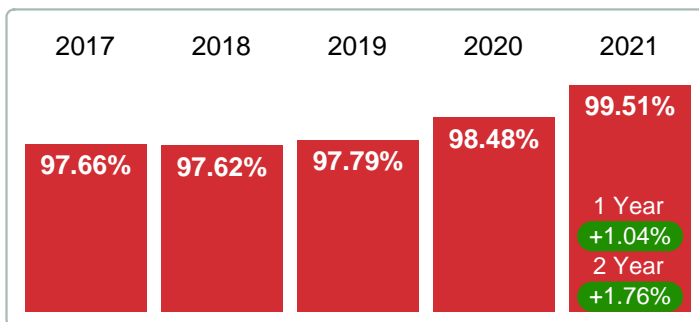
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2022 for MLS Technology Inc.

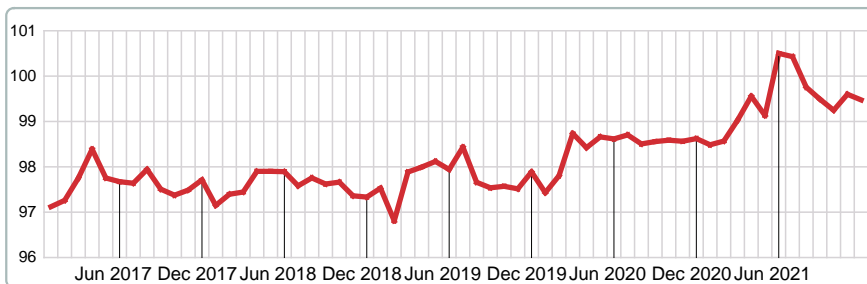
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

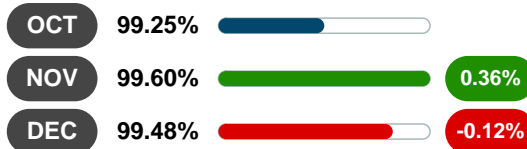


### 3 MONTHS

5 year DEC AVG = 98.21%

High Jun 2021 100.50% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **99.48%** above the 5 yr DEC 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
\$25,000 and less	106	8.79%	99.77%	97.05%	100.51%	100.39%	0.00%
\$25,001 - \$125,000	153	12.69%	96.51%	96.28%	96.22%	109.02%	90.69%
\$125,001 - \$175,000	204	16.92%	99.99%	98.86%	100.47%	99.81%	0.00%
\$175,001 - \$250,000	297	24.63%	100.44%	98.14%	100.98%	99.14%	101.91%
\$250,001 - \$325,000	164	13.60%	99.93%	95.07%	100.72%	100.15%	100.29%
\$325,001 - \$450,000	161	13.35%	99.14%	94.86%	99.41%	99.68%	99.03%
\$450,001 and up	121	10.03%	99.56%	95.44%	100.43%	100.13%	98.79%
Average Sold/List Ratio		99.50%		97.07%	100.08%	99.99%	98.99%
Total Closed Units	1,206	100%	99.50%	212	648	287	59
Total Closed Volume	309,624,252			37.62M	132.28M	101.14M	38.59M



# December 2021

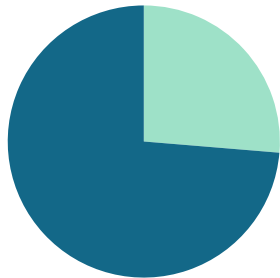
Area Delimited by County Of Tulsa



## MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

### INVENTORY

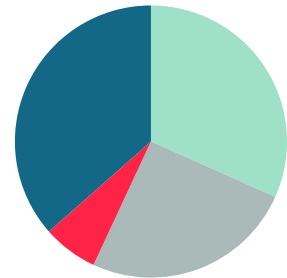


**Inventory**  
 New Listings  
**932 = 26.31%**  
 Start Inventory  
**2,610**  
 Total Inventory Units  
**3,542**  
 Volume  
**\$1,263,856,796**

### Market Activity

Closed Sales  
**1,206 = 31.67%**  
 Pending Sales  
**962 = 25.26%**  
 Other Off Market  
**250 = 6.57%**  
 Active Inventory  
**1,390 = 36.50%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,203	1,206	0.25%	13,166	13,915	5.69%
Pending Sales	835	962	15.21%	12,827	13,975	8.95%
New Listings	965	932	-3.42%	16,660	16,160	-3.00%
Average List Price	244,318	258,964	5.99%	217,806	249,638	14.61%
Average Sale Price	238,771	256,737	7.52%	213,057	247,255	16.05%
Average Percent of Selling Price to List Price	98.62%	99.48%	0.86%	98.48%	99.51%	1.04%
Average Days on Market to Sale	27.76	23.56	-15.11%	30.62	21.78	-28.87%
Monthly Inventory	3,014	1,390	-53.88%	3,014	1,390	-53.88%
Months Supply of Inventory	2.75	1.20	-56.36%	2.75	1.20	-56.36%

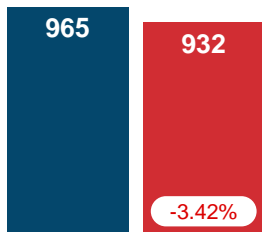
**Absorption:** Last 12 months, an Average of **1,160** Sales/Month

**Inventory** on December 31, 2021 = **1,390** 2020 2021

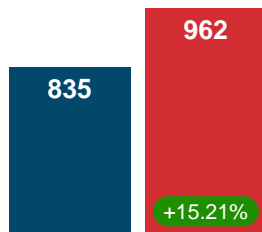
### DECEMBER MARKET

### AVERAGE PRICES

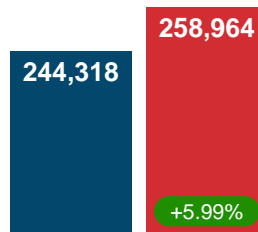
#### New Listings



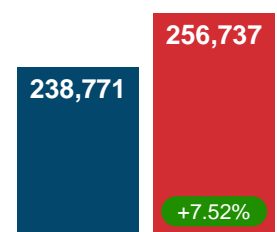
#### Pending Listings



#### List Price



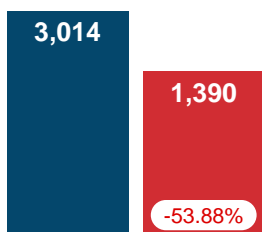
#### Sale Price



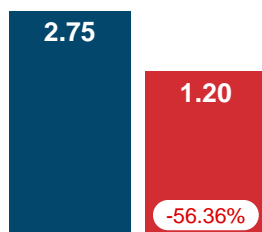
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

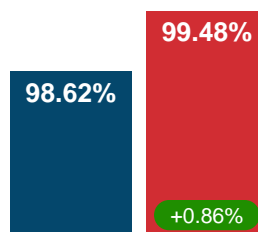
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

