



December 2021

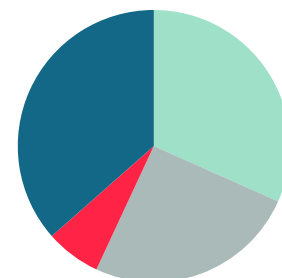
Area Delimited by County Of Tulsa



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%
Median List Price	199,000	207,950	4.50%
Median Sale Price	195,000	208,883	7.12%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	7.00	-36.36%
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.

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 **7.12%** in December 2021 to \$208,883 versus the previous year at \$195,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 4.00 days or **36.36%** in December 2021 compared to last year's same month at **11.00** DOM.

Sales Success for December 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 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.

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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



December 2021

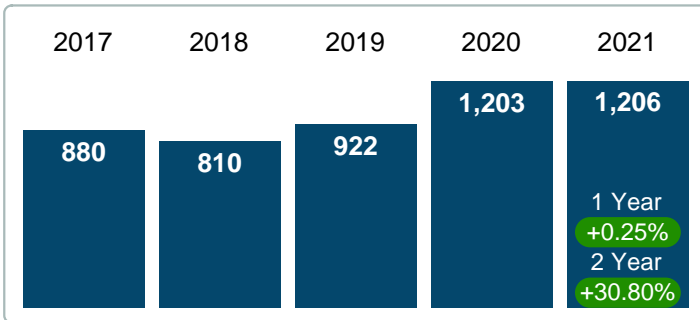
Area Delimited by County Of Tulsa



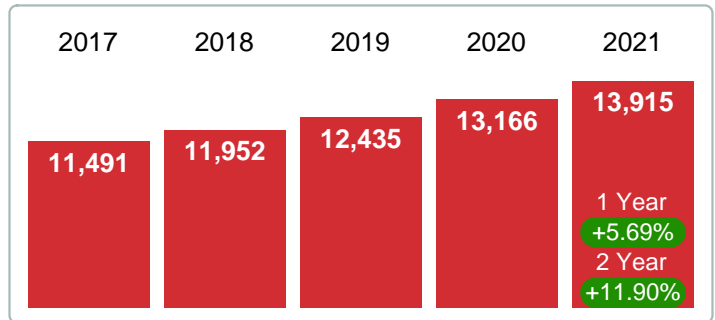
CLOSED LISTINGS

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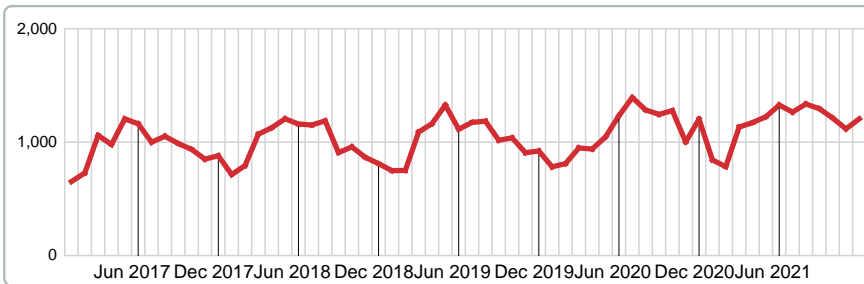
DECEMBER



YEAR TO DATE (YTD)

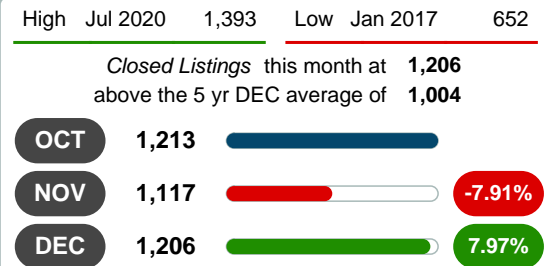


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,004



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	106	8.79%	19.0	22	64	20	0
\$25,001 - \$125,000	153	12.69%	7.0	70	77	4	2
\$125,001 - \$175,000	204	16.92%	7.0	53	133	18	0
\$175,001 - \$250,000	297	24.63%	5.0	31	219	42	5
\$250,001 - \$325,000	164	13.60%	6.5	16	77	65	6
\$325,001 - \$450,000	161	13.35%	8.0	13	55	79	14
\$450,001 and up	121	10.03%	14.0	7	23	59	32
Total Closed Units	1,206			212	648	287	59
Total Closed Volume	309,624,252	100%	7.0	37.62M	132.28M	101.14M	38.59M
Median Closed Price	\$208,883			\$135,000	\$190,000	\$316,500	\$526,158



December 2021

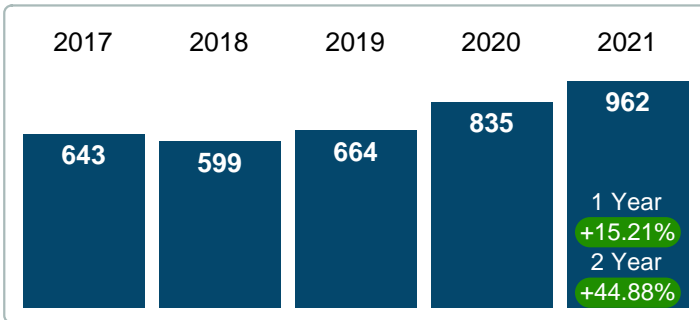
Area Delimited by County Of Tulsa



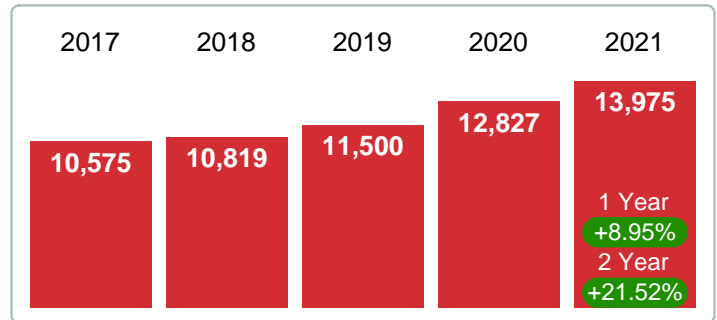
PENDING LISTINGS

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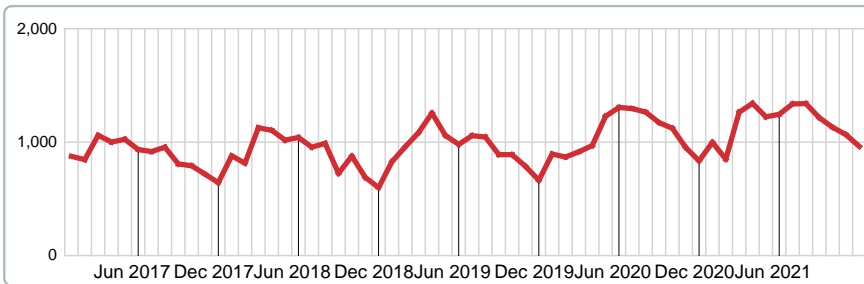
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

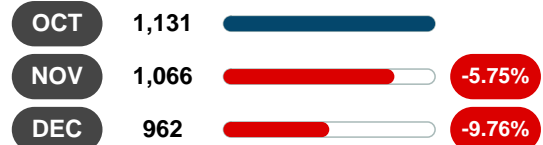


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	87	9.04%	14.0	35	41	10	1
\$50,001 - \$100,000	107	11.12%	21.0	70	34	3	0
\$100,001 - \$150,000	120	12.47%	9.5	30	81	8	1
\$150,001 - \$250,000	295	30.67%	7.0	30	207	55	3
\$250,001 - \$325,000	129	13.41%	12.0	9	56	57	7
\$325,001 - \$450,000	124	12.89%	9.0	10	38	58	18
\$450,001 and up	100	10.40%	21.0	15	16	49	20
Total Pending Units	962			199	473	240	50
Total Pending Volume	255,666,420	100%	11.0	39.45M	96.39M	85.43M	34.40M
Median Listing Price	\$209,900			\$99,400	\$189,900	\$310,000	\$410,000



December 2021

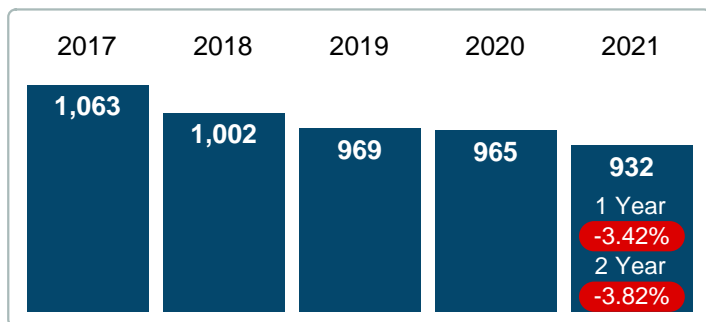
Area Delimited by County Of Tulsa



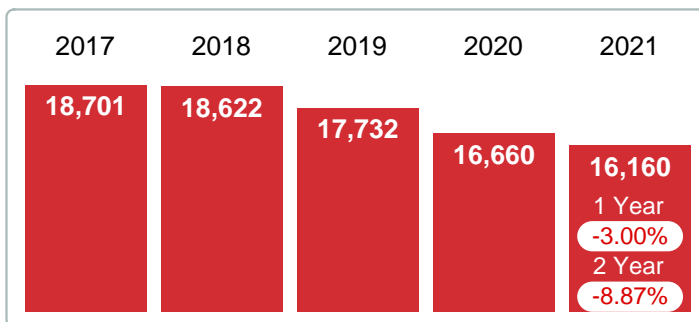
NEW LISTINGS

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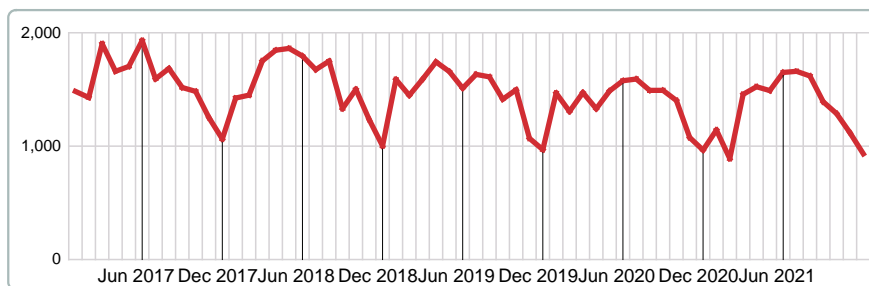
DECEMBER



YEAR TO DATE (YTD)

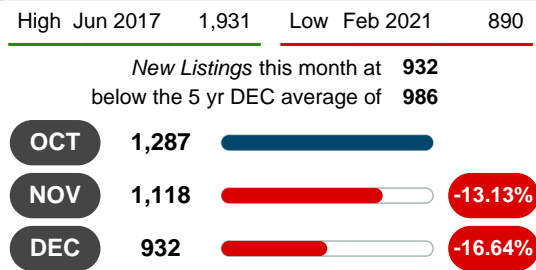


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 986



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
Total New Listed Units	932		230	439	222	41
Total New Listed Volume	263,608,600	100%	67.36M	88.43M	76.94M	30.88M
Median New Listed Listing Price	\$210,000		\$115,000	\$194,900	\$321,500	\$439,000



December 2021

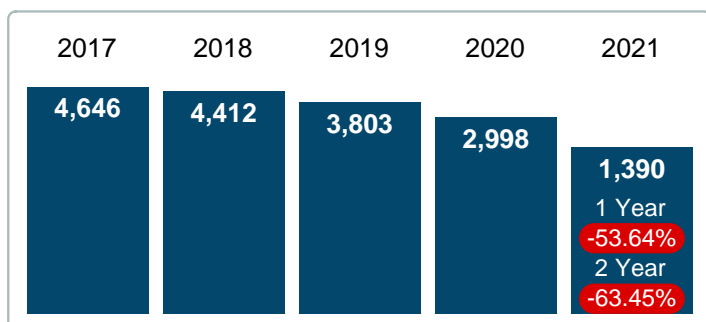
Area Delimited by County Of Tulsa



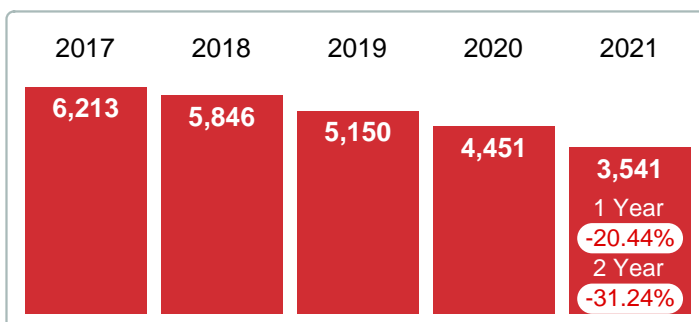
ACTIVE INVENTORY

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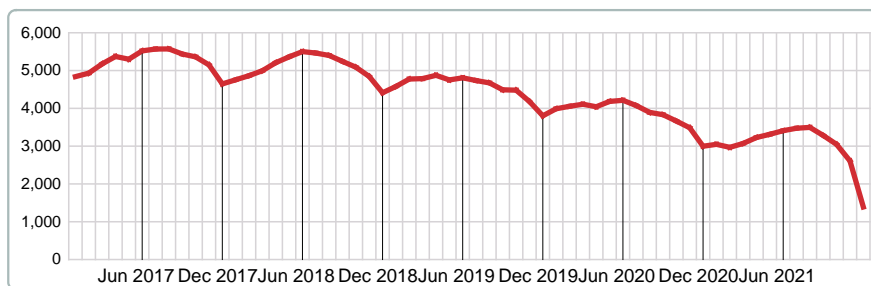
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

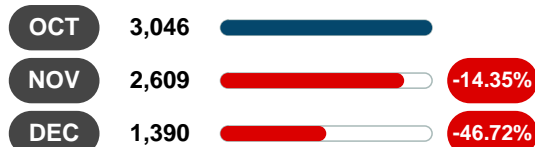


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	21.0	0	0	0	0
\$1-\$75,000	253	18.20%	43.0	156	76	18	3
\$75,001-\$175,000	260	18.71%	50.0	145	100	15	0
\$175,001-\$350,000	354	25.47%	46.0	92	158	88	16
\$350,001-\$525,000	197	14.17%	73.0	49	57	78	13
\$525,001-\$1,175,000	187	13.45%	81.0	74	19	69	25
\$1,175,001 and up	139	10.00%	114.0	90	6	17	26
Total Active Inventory by Units			1,390	606	416	285	83
Total Active Inventory by Volume			662,400,301	327.73M	99.31M	142.87M	92.49M
Median Active Inventory Listing Price			\$250,000	\$179,500	\$199,000	\$389,500	\$695,000

December 2021

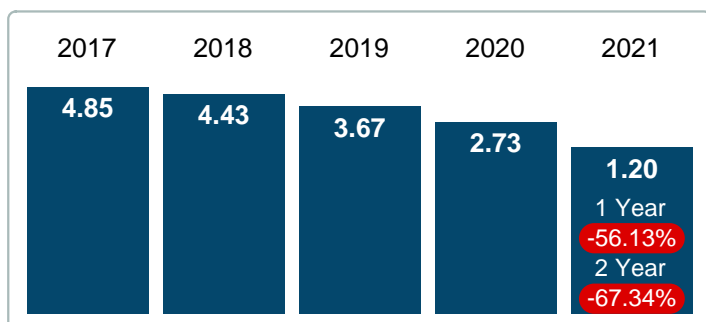
Area Delimited by County Of Tulsa



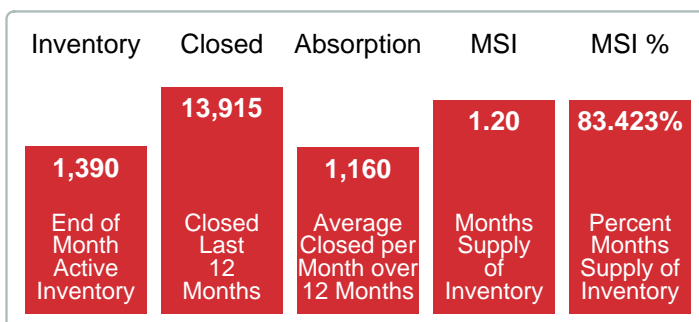
MONTHS SUPPLY of INVENTORY (MSI)

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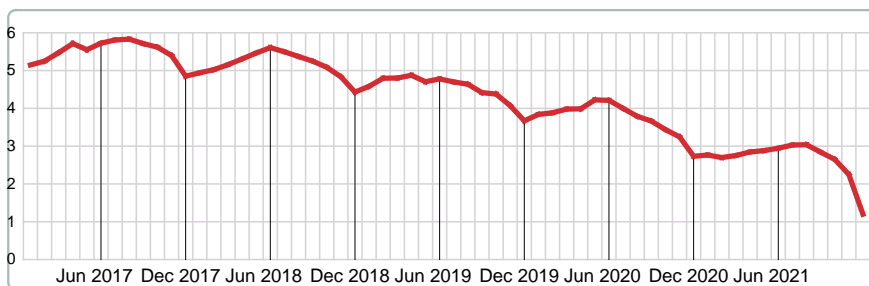
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

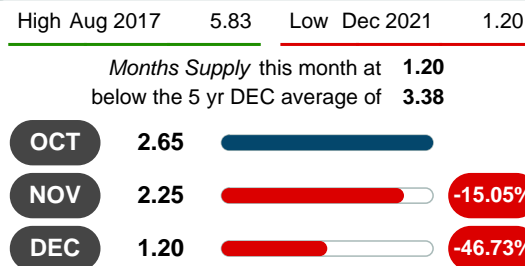


5 YEAR MARKET ACTIVITY TRENDS



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

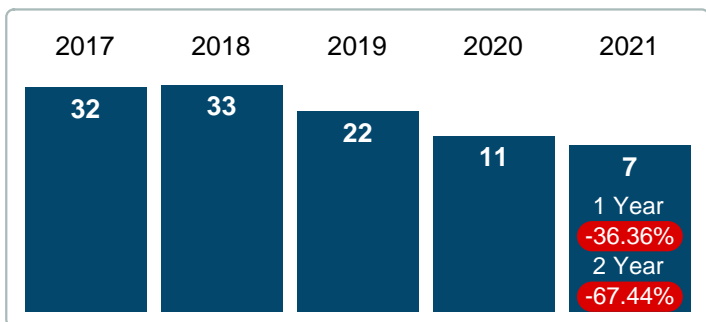
Area Delimited by County Of Tulsa



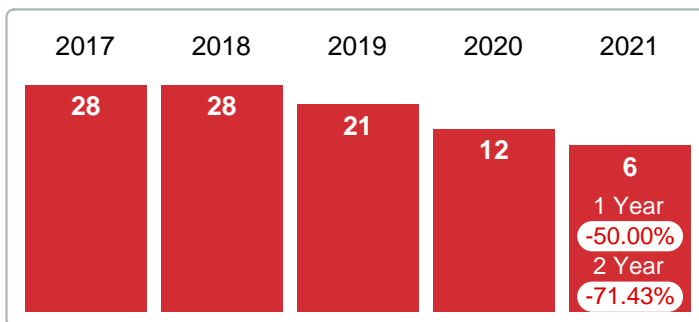
MEDIAN DAYS ON MARKET TO SALE

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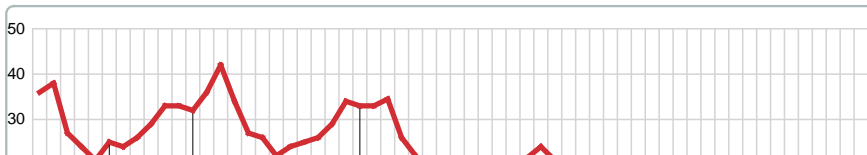
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 21

High Feb 2018 42 Low Jun 2021 4

Median Days on Market to Sale this month at 7 below the 5 yr DEC average of 21

- OCT 7
- NOV 7
- DEC 7

0.00%

0.00%

DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less (106)	8.79%	19	13	20	17	0
\$25,001 - \$125,000 (153)	12.69%	7	10	5	7	70
\$125,001 - \$175,000 (204)	16.92%	7	22	5	6	0
\$175,001 - \$250,000 (297)	24.63%	5	7	5	4	10
\$250,001 - \$325,000 (164)	13.60%	7	26	5	7	13
\$325,001 - \$450,000 (161)	13.35%	8	13	6	9	4
\$450,001 and up (121)	10.03%	14	9	6	13	46
Median Closed DOM		7	13	6	9	17
Total Closed Units	100%	7.0	212	648	287	59
Total Closed Volume			37.62M	132.28M	101.14M	38.59M



December 2021

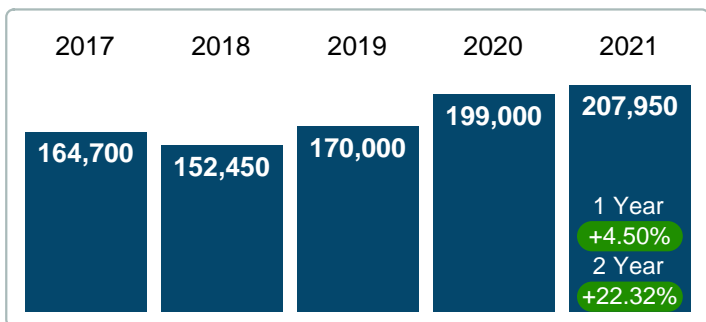
Area Delimited by County Of Tulsa



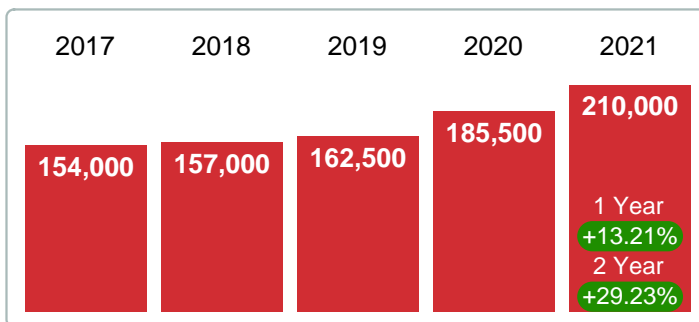
MEDIAN LIST PRICE AT CLOSING

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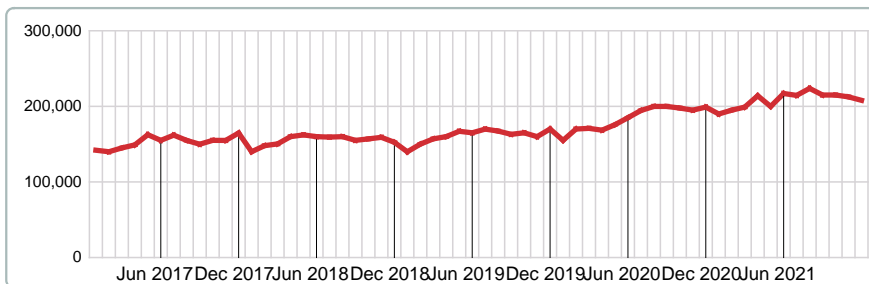
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 178,820

High Aug 2021 223,728 Low Jan 2019 139,900

Median List Price at Closing this month at **207,950**
above the 5 yr DEC average of **178,820**

Month	Median List Price	Change
OCT	215,000	
NOV	212,500	-1.16%
DEC	207,950	-2.14%

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
\$25,000 and less	107	8.87%	1,495	950	1,468	1,848	0
\$25,001 - \$125,000	154	12.77%	95,000	88,450	100,000	100,000	107,250
\$125,001 - \$175,000	207	17.16%	153,500	145,000	156,000	155,000	0
\$175,001 - \$250,000	299	24.79%	210,000	210,000	209,000	222,900	219,950
\$250,001 - \$325,000	156	12.94%	285,000	275,000	279,450	289,450	314,977
\$325,001 - \$450,000	160	13.27%	379,000	350,000	374,375	384,900	380,000
\$450,001 and up	123	10.20%	625,000	599,000	549,000	627,000	699,000
Median List Price			207,950	139,950	189,900	314,900	511,296
Total Closed Units		100%	207,950	212	648	287	59
Total Closed Volume			312,310,849	39.38M	132.04M	101.79M	39.10M



December 2021

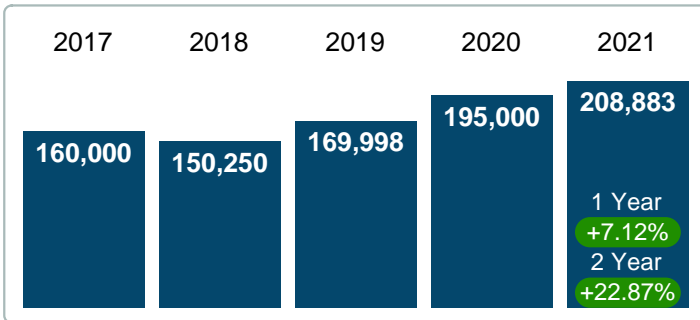
Area Delimited by County Of Tulsa



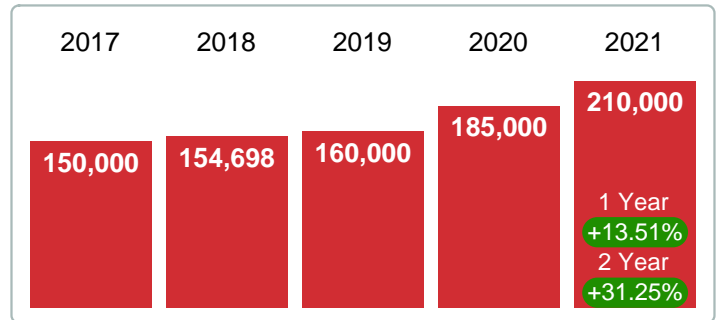
MEDIAN SOLD PRICE AT CLOSING

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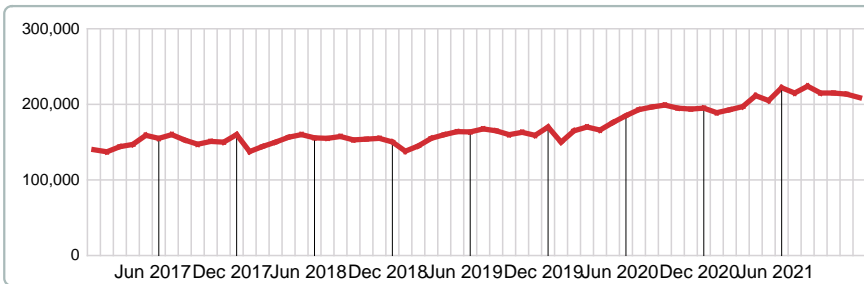
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

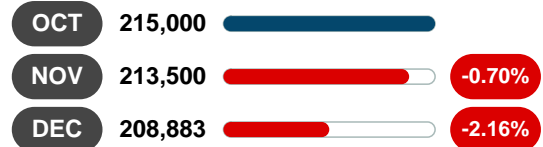


3 MONTHS

5 year DEC AVG = 176,826

High Aug 2021 224,000 Low Feb 2017 137,250

Median Sold Price at Closing this month at **208,883** above the 5 yr DEC average of **176,826**



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
\$25,000 and less	8.79%	1,495	938	1,473	1,870	0
\$25,001 - \$125,000	12.69%	90,000	82,950	98,500	110,500	97,500
\$125,001 - \$175,000	16.92%	150,000	140,000	155,000	160,000	0
\$175,001 - \$250,000	24.63%	210,000	212,500	208,355	221,125	220,000
\$250,001 - \$325,000	13.60%	284,450	283,250	276,100	285,000	310,000
\$325,001 - \$450,000	13.35%	373,850	349,500	373,850	375,000	385,000
\$450,001 and up	10.03%	615,000	775,000	549,000	610,000	690,000
Median Sold Price		208,883	135,000	190,000	316,500	526,158
Total Closed Units	100%	208,883	212	648	287	59
Total Closed Volume		309,624,252	37.62M	132.28M	101.14M	38.59M

December 2021

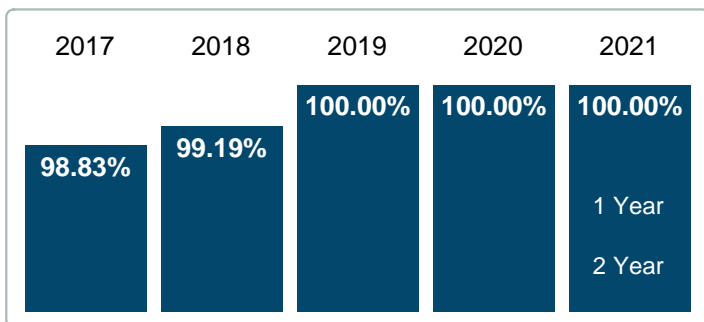
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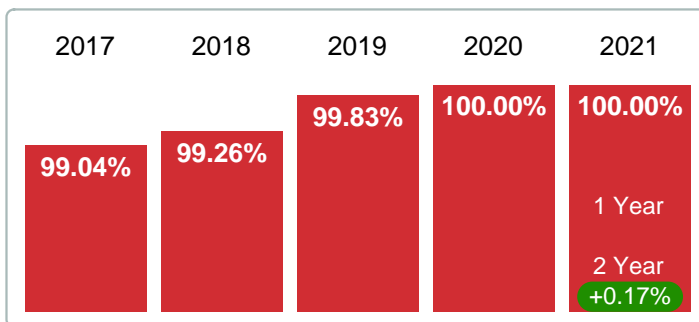
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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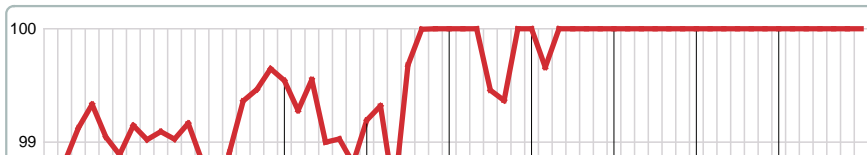
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99.61%

High Dec 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr DEC average of 99.61%

OCT 100.00%
 NOV 100.00%
 DEC 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
\$25,000 and less	106	8.79%	100.00%	100.00%	100.00%	100.00%	0.00%
\$25,001 - \$125,000	153	12.69%	100.00%	100.00%	100.00%	109.70%	90.69%
\$125,001 - \$175,000	204	16.92%	100.00%	100.00%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	297	24.63%	100.00%	100.00%	100.00%	100.00%	100.00%
\$250,001 - \$325,000	164	13.60%	100.00%	95.89%	100.00%	100.00%	100.00%
\$325,001 - \$450,000	161	13.35%	100.00%	98.55%	100.00%	100.00%	99.55%
\$450,001 and up	121	10.03%	100.00%	95.65%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		1,206	100%	212	648	287	59
Total Closed Volume		309,624,252		37.62M	132.28M	101.14M	38.59M

December 2021

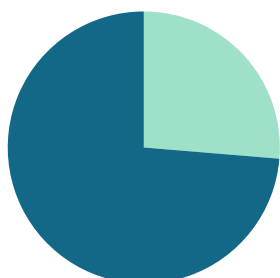
Area Delimited by County Of Tulsa



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%
Median List Price	199,000	207,950	4.50%	185,500	210,000	13.21%
Median Sale Price	195,000	208,883	7.12%	185,000	210,000	13.51%
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	11.00	7.00	-36.36%	12.00	6.00	-50.00%
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%

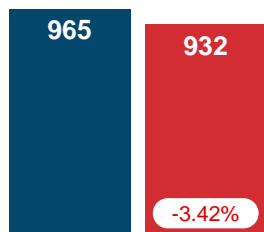
Absorption: Last 12 months, an Average of **1,160** Sales/Month

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

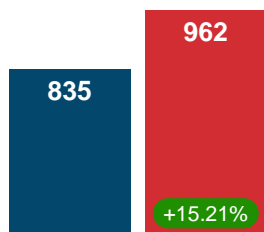
DECEMBER MARKET

MEDIAN PRICES

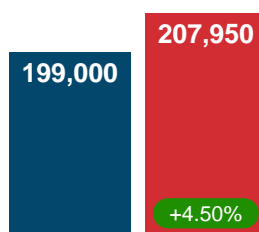
New Listings



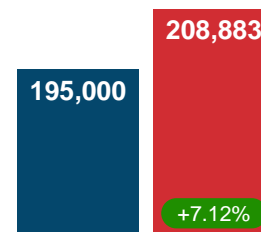
Pending Listings



List Price



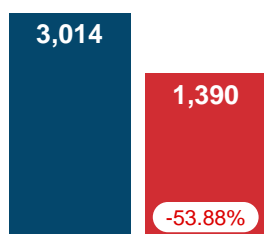
Sale Price



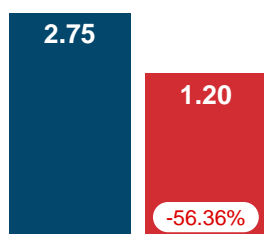
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

