

# November 2021



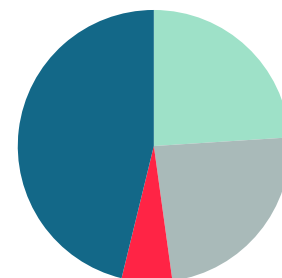
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	1,504	1,719	14.30%
Pending Listings	1,450	1,708	17.79%
New Listings	1,684	1,829	8.61%
Median List Price	189,900	210,000	10.58%
Median Sale Price	188,630	210,000	11.33%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	9.00	8.00	-11.11%
End of Month Inventory	5,885	3,310	-43.76%
Months Supply of Inventory	3.75	1.92	-48.98%



■ Closed (23.98%)  
■ Pending (23.83%)  
■ Other OffMarket (6.00%)  
■ Active (46.18%)

**Absorption:** Last 12 months, an Average of **1,728** Sales/Month  
**Active Inventory** as of November 30, 2021 = **3,310**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2021 decreased **43.76%** to 3,310 existing homes available for sale. Over the last 12 months this area has had an average of 1,728 closed sales per month. This represents an unsold inventory index of **1.92** 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 **11.33%** in November 2021 to \$210,000 versus the previous year at \$188,630.

#### Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 1.00 days or **11.11%** in November 2021 compared to last year's same month at **9.00** DOM.

#### Sales Success for November 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 1,829 New Listings in November 2021, up **8.61%** from last year at 1,684. Furthermore, there were 1,719 Closed Listings this month versus last year at 1,504, a **14.30%** increase.

Closed versus Listed trends yielded a **94.0%** ratio, up from previous year's, November 2020, at **89.3%**, a **5.23%** 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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<sup>®</sup>

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<sup>®</sup> 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<sup>®</sup>

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# November 2021



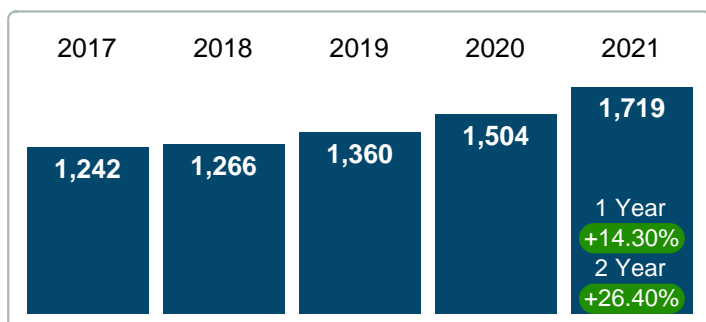
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



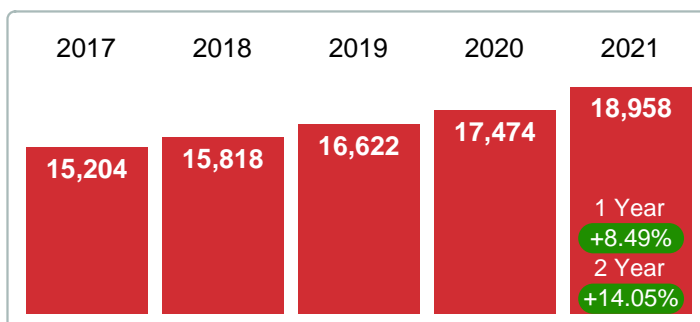
## CLOSED LISTINGS

Report produced on Dec 13, 2021 for MLS Technology Inc.

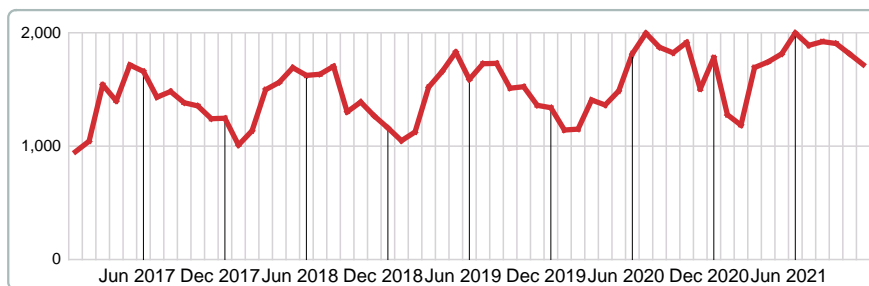
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

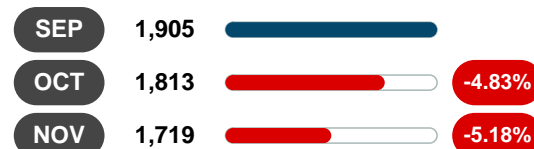


### 3 MONTHS

5 year NOV AVG = 1,418

High Jun 2021 1,998 Low Jan 2017 951

Closed Listings this month at 1,719  
above the 5 yr NOV average of 1,418



### 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	162	9.42%	21.5	34	89	37	2
\$25,001 - \$100,000	177	10.30%	13.0	117	53	6	1
\$100,001 - \$150,000	207	12.04%	6.0	45	144	14	4
\$150,001 - \$250,000	537	31.24%	5.0	50	367	114	6
\$250,001 - \$325,000	254	14.78%	6.0	22	115	112	5
\$325,001 - \$450,000	209	12.16%	10.0	10	74	101	24
\$450,001 and up	173	10.06%	17.0	14	37	89	33
<b>Total Closed Units</b>	<b>1,719</b>			<b>292</b>	<b>879</b>	<b>473</b>	<b>75</b>
<b>Total Closed Volume</b>	<b>419,835,498</b>	<b>100%</b>	<b>8.0</b>	<b>45.40M</b>	<b>179.44M</b>	<b>153.59M</b>	<b>41.41M</b>
<b>Median Closed Price</b>	<b>\$210,000</b>			<b>\$99,750</b>	<b>\$190,000</b>	<b>\$300,000</b>	<b>\$430,000</b>

# November 2021



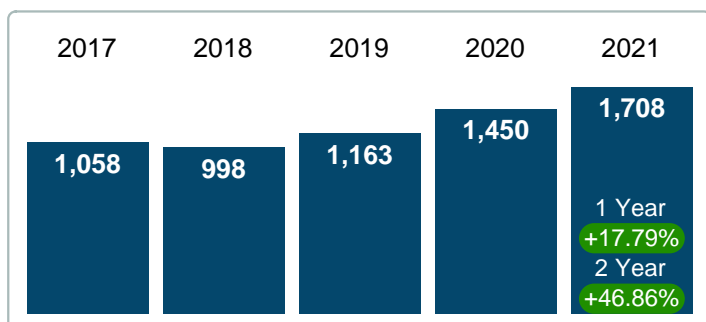
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



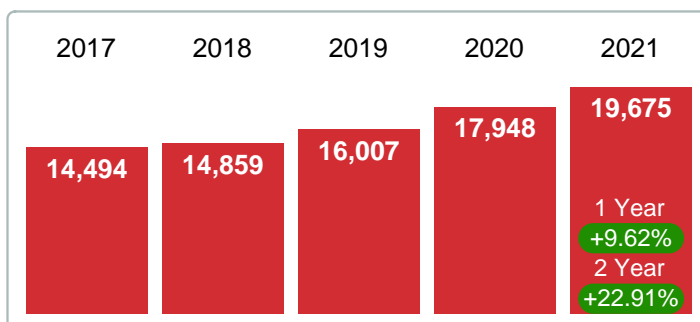
## PENDING LISTINGS

Report produced on Dec 13, 2021 for MLS Technology Inc.

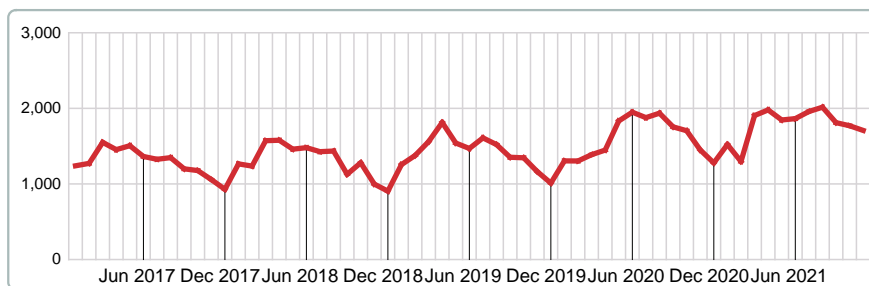
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

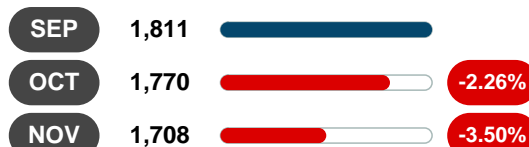


### 3 MONTHS

5 year NOV AVG = 1,275

High Aug 2021 2,015 Low Dec 2018 905

Pending Listings this month at **1,708**  
above the 5 yr NOV average of **1,275**



### 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	144	8.43%	24.0	63	61	18	2
\$50,001 - \$125,000	226	13.23%	13.0	118	92	12	4
\$125,001 - \$175,000	268	15.69%	8.0	63	177	28	0
\$175,001 - \$250,000	450	26.35%	7.0	52	310	76	12
\$250,001 - \$325,000	210	12.30%	12.0	20	101	85	4
\$325,001 - \$450,000	218	12.76%	13.0	27	67	105	19
\$450,001 and up	192	11.24%	20.0	16	41	99	36
<b>Total Pending Units</b>	<b>1,708</b>			<b>359</b>	<b>849</b>	<b>423</b>	<b>77</b>
<b>Total Pending Volume</b>	<b>440,642,020</b>	<b>100%</b>	<b>11.0</b>	<b>63.89M</b>	<b>181.25M</b>	<b>154.90M</b>	<b>40.61M</b>
<b>Median Listing Price</b>	<b>\$209,048</b>			<b>\$125,000</b>	<b>\$195,000</b>	<b>\$320,000</b>	<b>\$429,000</b>

# November 2021



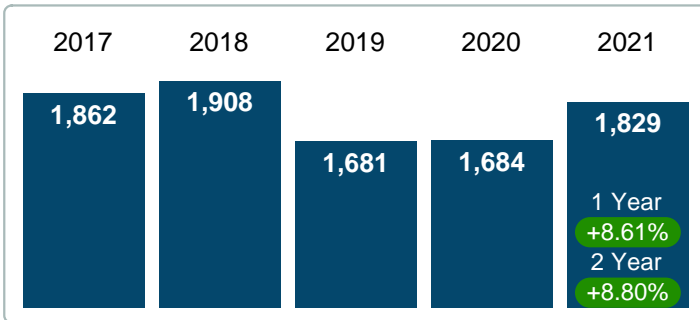
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



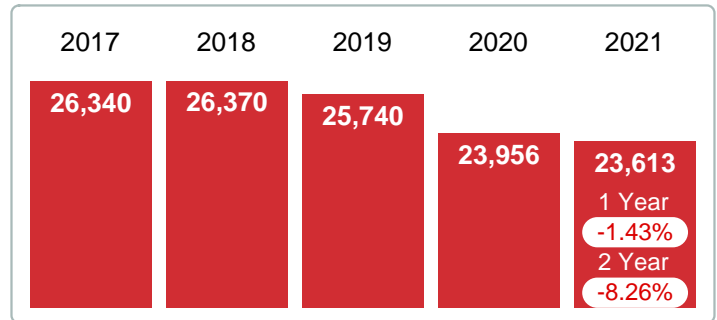
## NEW LISTINGS

Report produced on Dec 13, 2021 for MLS Technology Inc.

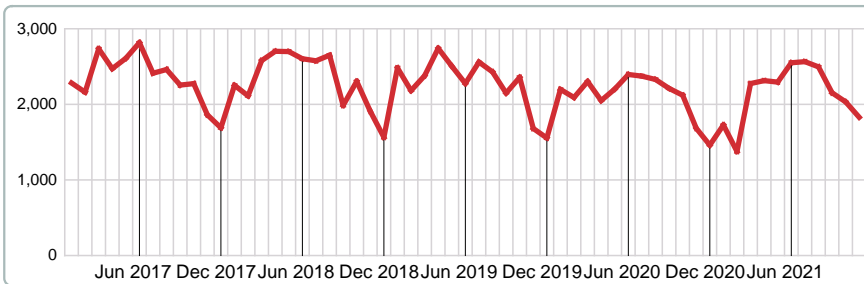
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

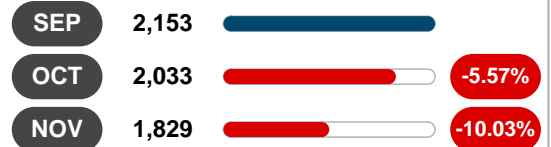


### 3 MONTHS

5 year NOV AVG = 1,793

High Jun 2017 2,816 Low Feb 2021 1,377

New Listings this month at **1,829**  
above the 5 yr NOV average of **1,793**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	176	9.62%	68	81	24	3
\$25,001 - \$75,000	166	9.08%	126	37	3	0
\$75,001 - \$150,000	308	16.84%	138	150	19	1
\$150,001 - \$225,000	432	23.62%	72	302	52	6
\$225,001 - \$325,000	343	18.75%	46	185	103	9
\$325,001 - \$475,000	214	11.70%	31	57	106	20
\$475,001 and up	190	10.39%	46	27	86	31
<b>Total New Listed Units</b>	<b>1,829</b>		<b>527</b>	<b>839</b>	<b>393</b>	<b>70</b>
<b>Total New Listed Volume</b>	<b>470,521,318</b>	<b>100%</b>	<b>120.13M</b>	<b>168.84M</b>	<b>142.50M</b>	<b>39.05M</b>
<b>Median New Listed Listing Price</b>	<b>\$198,000</b>		<b>\$110,000</b>	<b>\$187,900</b>	<b>\$325,000</b>	<b>\$440,000</b>

# November 2021



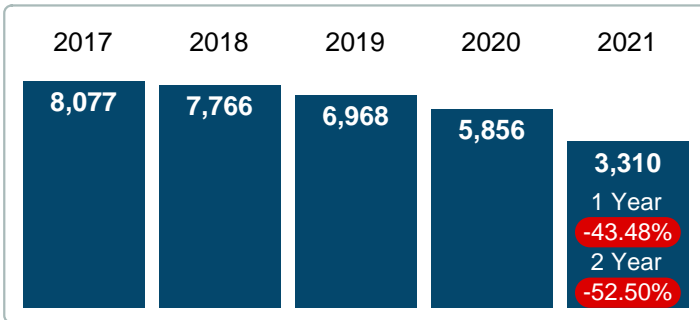
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



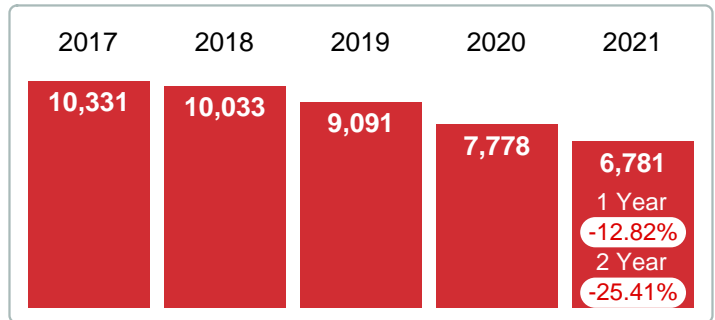
## ACTIVE INVENTORY

Report produced on Dec 13, 2021 for MLS Technology Inc.

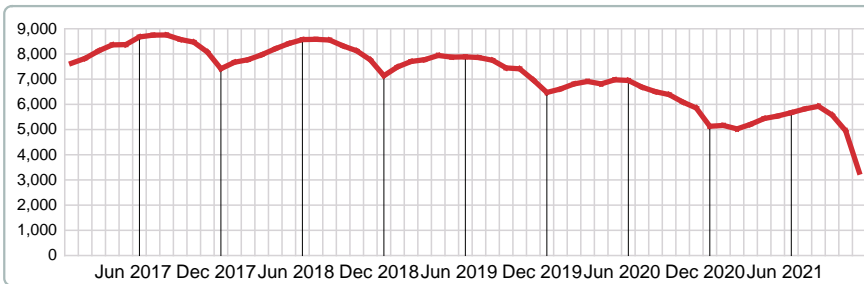
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

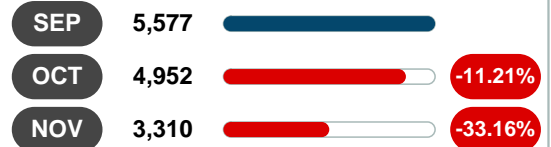


### 3 MONTHS

5 year NOV AVG = 6,395

High Aug 2017 8,754 Low Nov 2021 3,310

Inventory this month at **3,310**  
below the 5 yr NOV average of **6,395**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds			
\$25,000 and less	325	9.82%	41.0	199	96	27	3			
\$25,001 - \$75,000	398	12.02%	89.5	325	64	7	2			
\$75,001 - \$125,000	392	11.84%	64.0	273	98	19	2			
\$125,001 - \$275,000	943	28.49%	46.0	334	461	139	9			
\$275,001 - \$425,000	493	14.89%	57.0	150	142	167	34			
\$425,001 - \$800,000	424	12.81%	72.0	119	89	165	51			
\$800,001 and up	335	10.12%	104.0	187	19	56	73			
Total Active Inventory by Units				3,310		1,587	969	580	174	
Total Active Inventory by Volume				1,233,608,576	100%	60.0	569.98M	230.75M	264.51M	168.37M
Median Active Inventory Listing Price				\$200,000			\$125,000	\$197,000	\$351,700	\$692,000

# November 2021



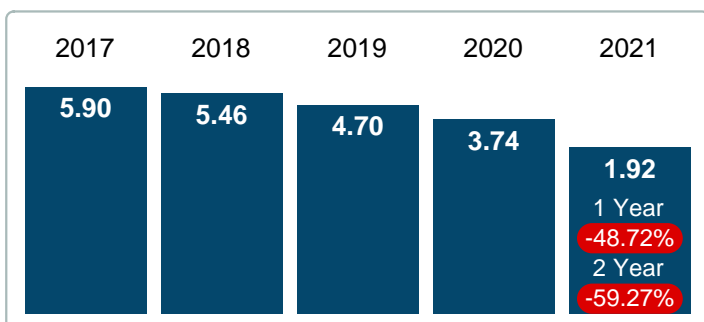
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



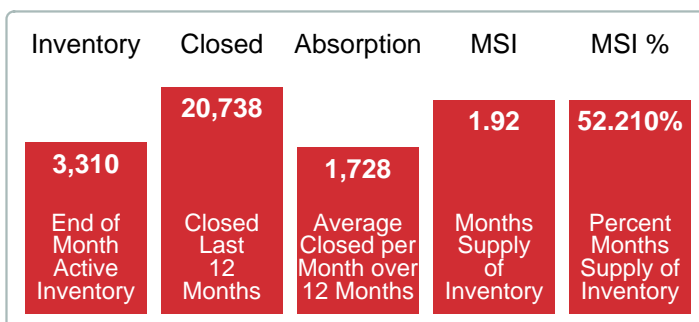
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Dec 13, 2021 for MLS Technology Inc.

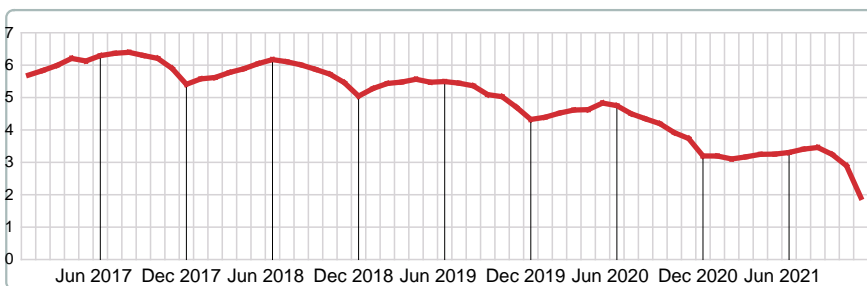
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021

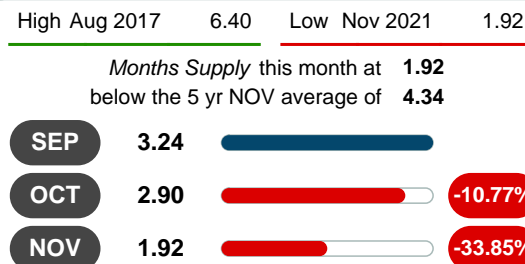


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 4.34



### 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
\$25,000 and less	325	9.82%	2.32	4.40	1.35	1.24	1.38
\$25,001 - \$75,000	398	12.02%	3.09	3.71	1.79	1.47	2.40
\$75,001 - \$125,000	392	11.84%	2.44	4.09	1.17	2.04	1.85
\$125,001 - \$275,000	943	28.49%	1.20	3.88	0.88	0.85	0.72
\$275,001 - \$425,000	493	14.89%	1.46	8.22	1.18	0.99	1.11
\$425,001 - \$800,000	424	12.81%	2.87	12.31	3.22	2.11	1.60
\$800,001 and up	335	10.12%	11.65	34.52	7.35	4.87	7.89
Market Supply of Inventory (MSI)			1.92	4.97	1.12	1.27	1.97
Total Active Inventory by Units		100%	1.92	1,587	969	580	174

# November 2021



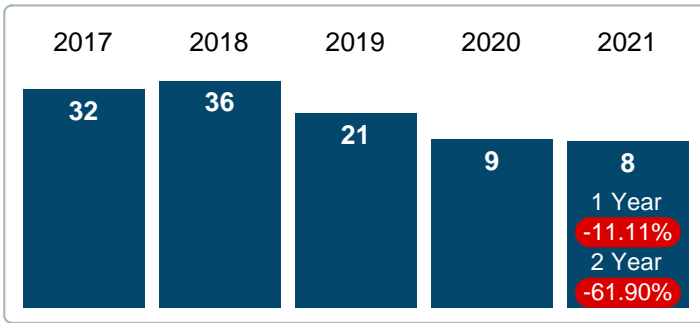
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



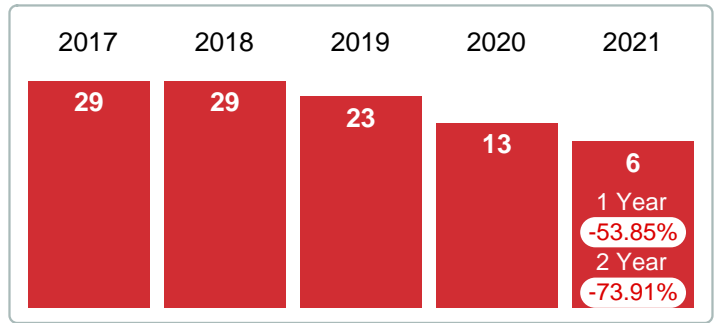
## MEDIAN DAYS ON MARKET TO SALE

Report produced on Dec 13, 2021 for MLS Technology Inc.

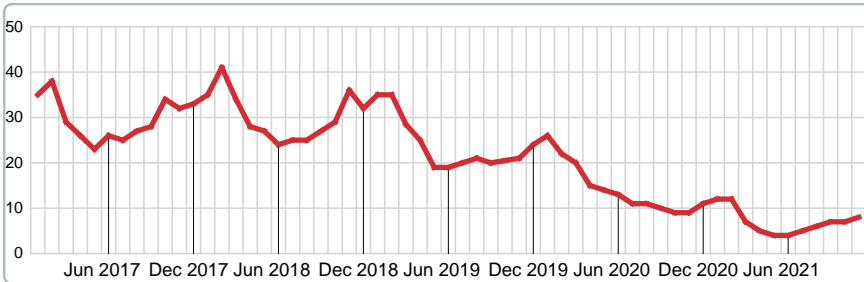
### NOVEMBER



### YEAR TO DATE (YTD)

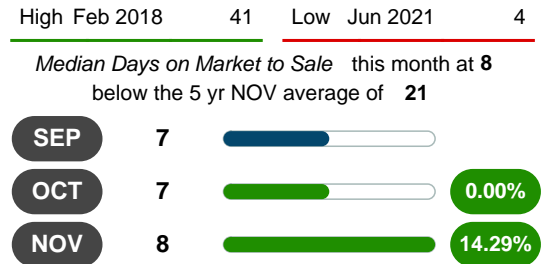


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 21



### 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	
\$25,000 and less	9.42%	22	17	21	26	34	
\$25,001 - \$100,000	10.30%	13	13	10	35	57	
\$100,001 - \$150,000	12.04%	6	7	6	6	19	
\$150,001 - \$250,000	31.24%	5	8	5	5	3	
\$250,001 - \$325,000	14.78%	6	21	6	5	11	
\$325,001 - \$450,000	12.16%	10	9	12	8	13	
\$450,001 and up	10.06%	17	29	17	15	13	
<b>Median Closed DOM</b>		<b>8</b>					
<b>Total Closed Units</b>		<b>1,719</b>					
<b>Total Closed Volume</b>		<b>419,835,498</b>					
			<b>100%</b>	<b>8.0</b>			
				13	7	9	13
				292	879	473	75
				45.40M	179.44M	153.59M	41.41M

# November 2021



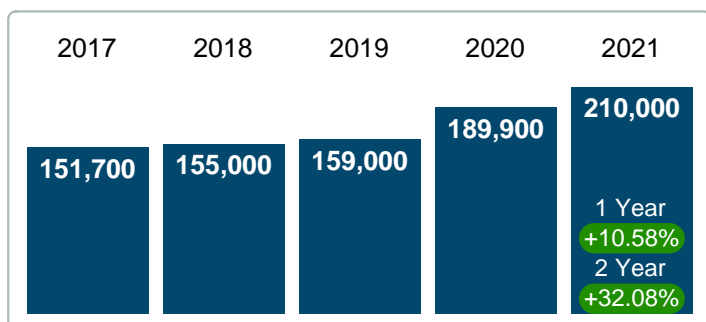
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



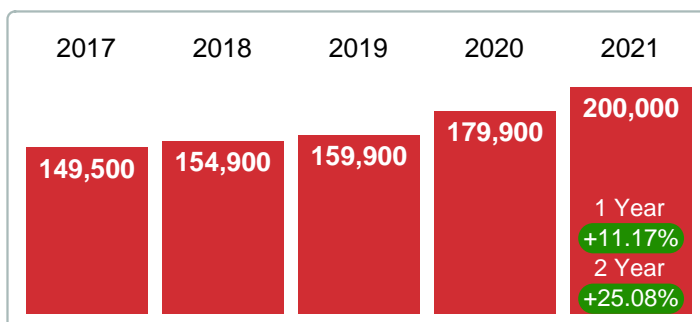
## MEDIAN LIST PRICE AT CLOSING

Report produced on Dec 13, 2021 for MLS Technology Inc.

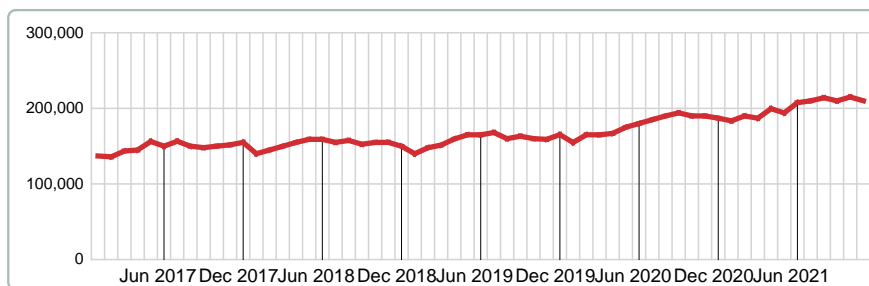
### NOVEMBER



### YEAR TO DATE (YTD)

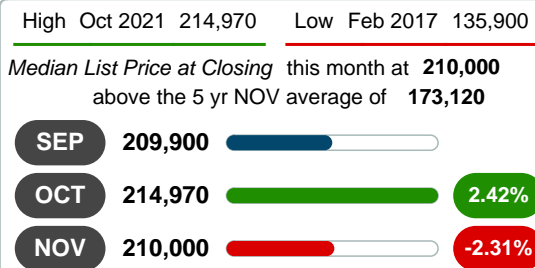


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 173,120



### 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	162	9.42%	1,600	11,000	1,495	1,850	2,923
\$25,001 - \$100,000	160	9.31%	69,999	65,000	80,000	75,000	70,000
\$100,001 - \$150,000	225	13.09%	130,000	130,000	134,000	129,500	149,900
\$150,001 - \$250,000	546	31.76%	200,000	192,000	198,500	224,268	240,000
\$250,001 - \$325,000	238	13.85%	287,262	275,000	282,500	290,000	289,900
\$325,001 - \$450,000	212	12.33%	380,000	367,500	377,498	382,738	387,450
\$450,001 and up	176	10.24%	580,000	755,920	544,750	535,000	699,900
Median List Price			210,000	114,500	189,900	299,900	429,500
Total Closed Units		100%	210,000	292	879	473	75
Total Closed Volume			424,949,227	48.12M	179.09M	154.79M	42.95M



# November 2021



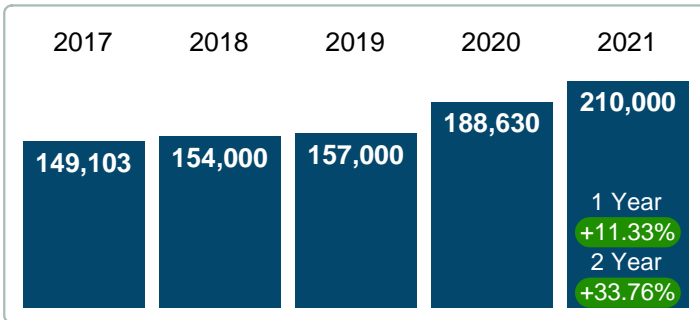
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



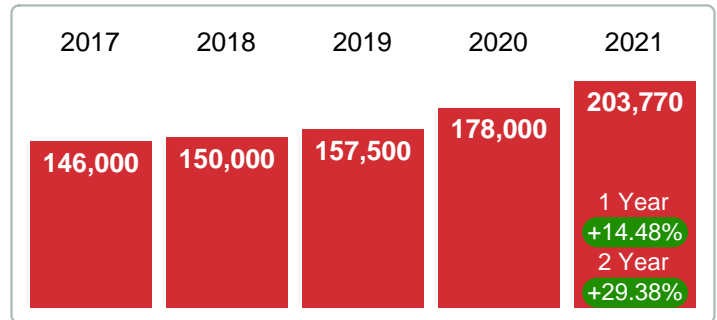
## MEDIAN SOLD PRICE AT CLOSING

Report produced on Dec 13, 2021 for MLS Technology Inc.

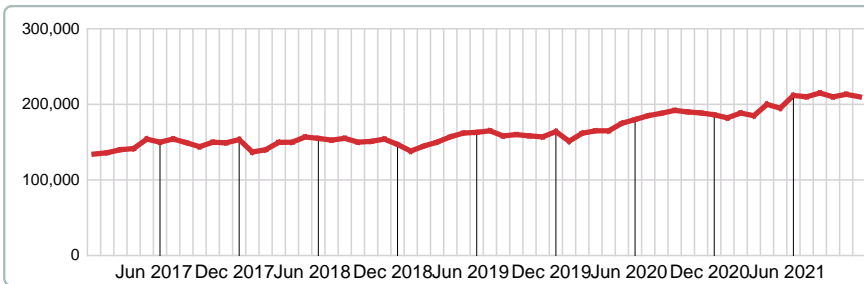
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

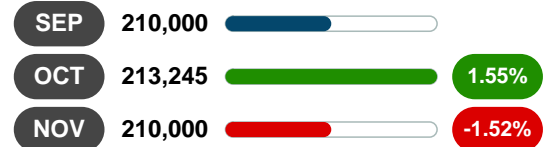


### 3 MONTHS

5 year NOV AVG = 171,747

High Aug 2021 215,000 Low Jan 2017 134,200

Median Sold Price at Closing this month at **210,000** above the 5 yr NOV average of **171,747**



### 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	162	9.42%	1,600	9,950	1,450	1,800	2,923
\$25,001 - \$100,000	177	10.30%	70,000	65,000	75,000	74,000	45,000
\$100,001 - \$150,000	207	12.04%	130,000	125,000	134,000	127,500	142,500
\$150,001 - \$250,000	537	31.24%	203,000	175,500	199,500	224,265	200,000
\$250,001 - \$325,000	254	14.78%	289,000	280,000	282,000	294,872	294,800
\$325,001 - \$450,000	209	12.16%	377,000	397,500	365,000	389,800	377,500
\$450,001 and up	173	10.06%	565,000	755,000	540,000	525,000	707,500
Median Sold Price			210,000	99,750	190,000	300,000	430,000
Total Closed Units		100%	210,000	292	879	473	75
Total Closed Volume			419,835,498	45.40M	179.44M	153.59M	41.41M

# November 2021



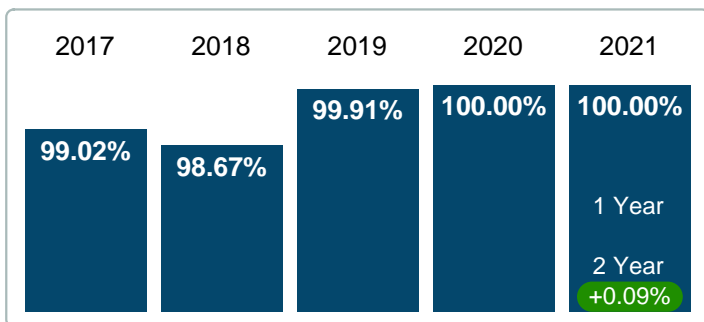
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



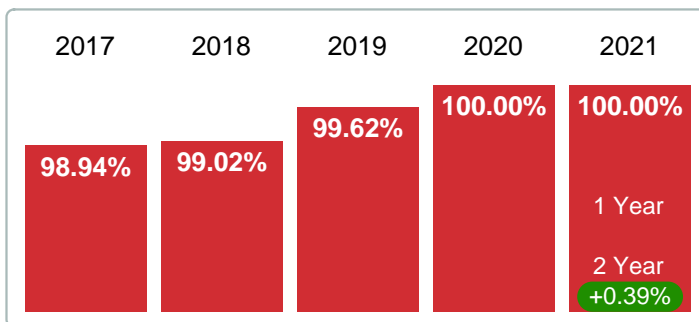
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 13, 2021 for MLS Technology Inc.

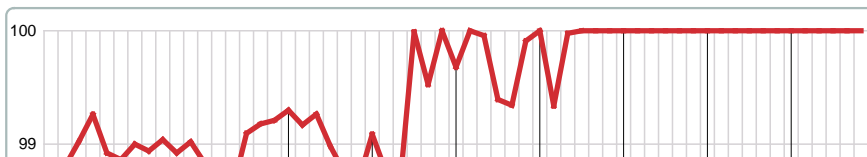
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 99.52%

High Nov 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%**  
equal to 5 yr NOV average of **99.52%**

- SEP 100.00%
- OCT 100.00%
- NOV 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	162	9.42%	100.00%	100.00%	100.00%	100.00%	100.00%
\$25,001 - \$100,000	177	10.30%	97.89%	98.50%	95.77%	96.67%	64.29%
\$100,001 - \$150,000	207	12.04%	100.00%	100.00%	100.00%	100.00%	98.33%
\$150,001 - \$250,000	537	31.24%	100.00%	100.00%	100.00%	100.00%	100.00%
\$250,001 - \$325,000	254	14.78%	100.00%	100.00%	100.00%	100.00%	100.00%
\$325,001 - \$450,000	209	12.16%	100.00%	98.21%	100.00%	100.00%	100.00%
\$450,001 and up	173	10.06%	99.85%	96.84%	100.00%	100.00%	98.47%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	1,719	100%	100.00%	292	879	473	75
Total Closed Volume	419,835,498			45.40M	179.44M	153.59M	41.41M

# November 2021



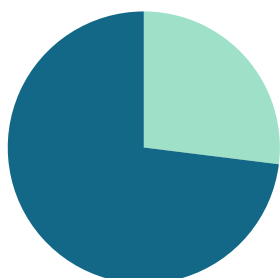
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

### INVENTORY

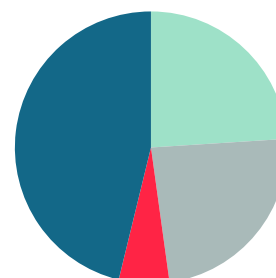


**Inventory**  
 New Listings  
**1,829 = 26.96%**  
 Start Inventory  
**4,954**  
 Total Inventory Units  
**6,783**  
 Volume  
**\$2,167,911,022**

### Market Activity

Closed Sales  
**1,719 = 23.98%**  
 Pending Sales  
**1,708 = 23.83%**  
 Other Off Market  
**430 = 6.00%**  
 Active Inventory  
**3,310 = 46.18%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,504	1,719	14.30%	17,474	18,958	8.49%
Pending Sales	1,450	1,708	17.79%	17,948	19,675	9.62%
New Listings	1,684	1,829	8.61%	23,956	23,613	-1.43%
Median List Price	189,900	210,000	10.58%	179,900	200,000	11.17%
Median Sale Price	188,630	210,000	11.33%	178,000	203,770	14.48%
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	9.00	8.00	-11.11%	13.00	6.00	-53.85%
Monthly Inventory	5,885	3,310	-43.76%	5,885	3,310	-43.76%
Months Supply of Inventory	3.75	1.92	-48.98%	3.75	1.92	-48.98%

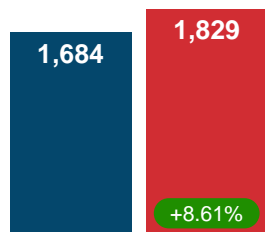
**Absorption:** Last 12 months, an Average of **1,728** Sales/Month

**Inventory** on November 30, 2021 = **3,310** 2020 2021

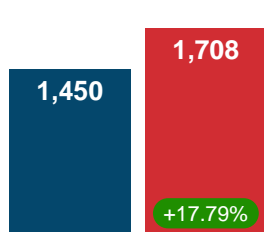
### NOVEMBER MARKET

### MEDIAN PRICES

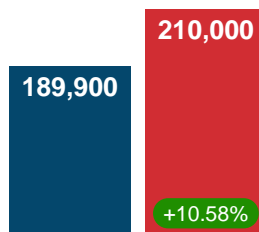
#### New Listings



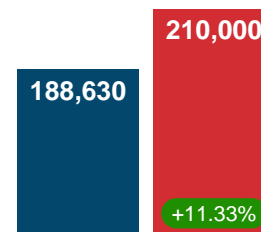
#### Pending Listings



#### List Price



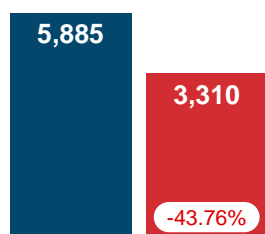
#### Sale Price



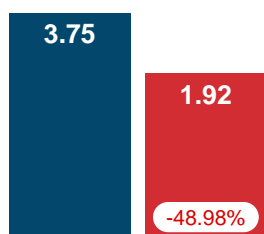
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

