



November 2021

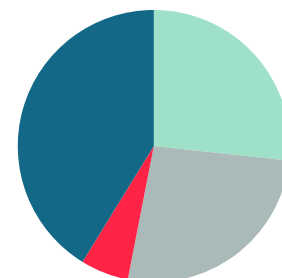
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2020	2021	+/-%
Closed Listings	1,000	1,113	11.30%
Pending Listings	951	1,098	15.46%
New Listings	1,076	1,117	3.81%
Average List Price	229,001	255,846	11.72%
Average Sale Price	224,605	253,227	12.74%
Average Percent of Selling Price to List Price	98.56%	99.62%	1.07%
Average Days on Market to Sale	23.79	21.59	-9.23%
End of Month Inventory	3,517	1,717	-51.18%
Months Supply of Inventory	3.28	1.49	-54.64%



■ Closed (26.72%)
■ Pending (26.36%)
■ Other OffMarket (5.71%)
■ Active (41.21%)

Absorption: Last 12 months, an Average of **1,154** Sales/Month
Active Inventory as of November 30, 2021 = **1,717**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **51.18%** to 1,717 existing homes available for sale. Over the last 12 months this area has had an average of 1,154 closed sales per month. This represents an unsold inventory index of **1.49** 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 **12.74%** in November 2021 to \$253,227 versus the previous year at \$224,605.

Average Days on Market Shortens

The average number of **21.59** days that homes spent on the market before selling decreased by 2.20 days or **9.23%** in November 2021 compared to last year's same month at **23.79** DOM.

Sales Success for November 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 1,117 New Listings in November 2021, up **3.81%** from last year at 1,076. Furthermore, there were 1,113 Closed Listings this month versus last year at 1,000, a **11.30%** increase.

Closed versus Listed trends yielded a **99.6%** ratio, up from previous year's, November 2020, at **92.9%**, a **7.21%** 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



November 2021

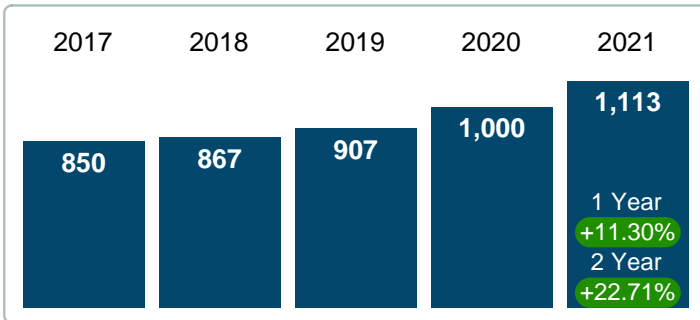
Area Delimited by County Of Tulsa



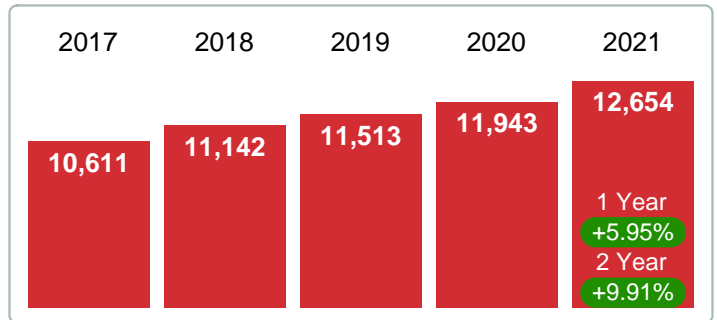
CLOSED LISTINGS

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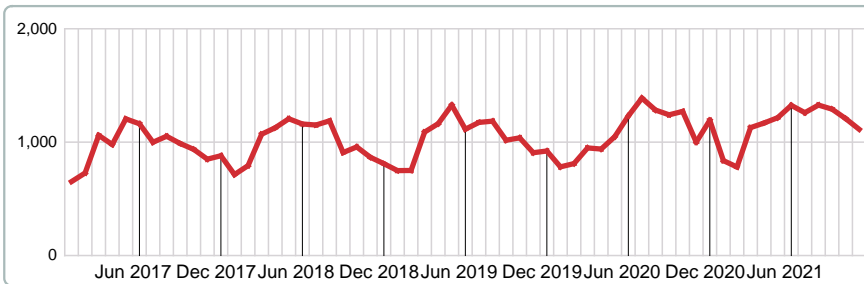
NOVEMBER



YEAR TO DATE (YTD)

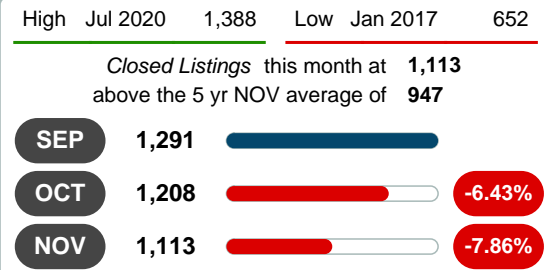


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 947



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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	212	19.05%	27.0	65	109	36	2
\$100,001	133	11.95%	11.8	21	103	9	0
\$150,001	351	31.54%	13.1	33	243	69	6
\$250,001	150	13.48%	10.5	12	61	74	3
\$325,001	141	12.67%	29.9	3	43	75	20
\$450,001 and up	126	11.32%	50.2	10	26	61	29
Total Closed Units	1,113			144	585	324	60
Total Closed Volume	281,841,934	100%	21.6	24.52M	114.91M	106.57M	35.84M
Average Closed Price	\$253,227			\$170,249	\$196,433	\$328,914	\$597,413



November 2021

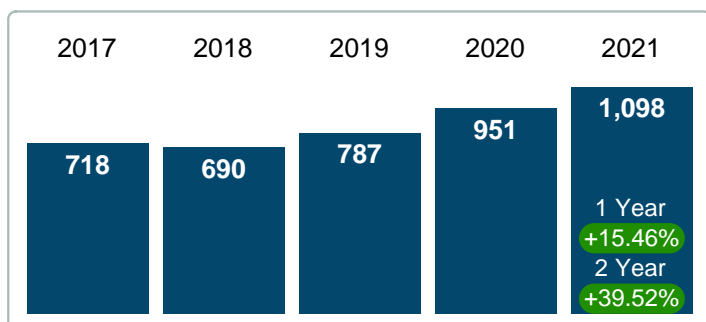
Area Delimited by County Of Tulsa



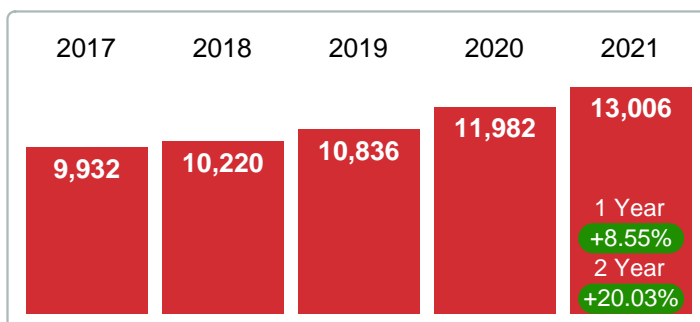
PENDING LISTINGS

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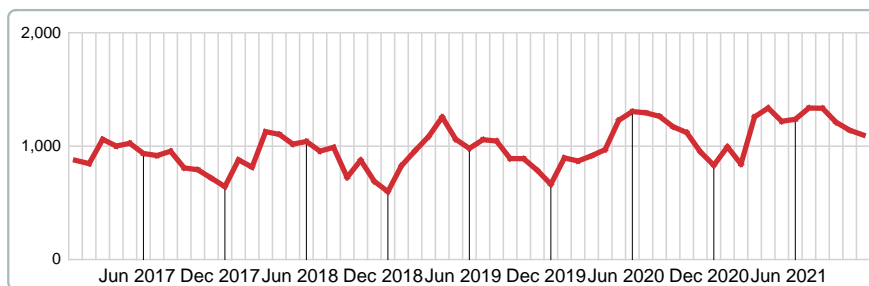
NOVEMBER



YEAR TO DATE (YTD)

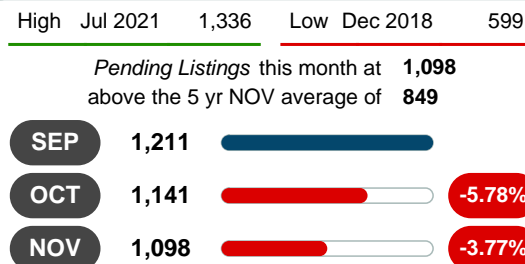


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 849



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	114	10.38%	29.2	45	51	16	2
\$75,001 - \$125,000	94	8.56%	31.3	37	50	5	2
\$125,001 - \$175,000	187	17.03%	27.1	46	124	17	0
\$175,001 - \$250,000	294	26.78%	20.1	35	200	52	7
\$250,001 - \$350,000	162	14.75%	22.1	16	65	74	7
\$350,001 - \$450,000	118	10.75%	31.9	14	31	60	13
\$450,001 and up	129	11.75%	42.7	10	27	68	24
Total Pending Units	1,098			203	548	292	55
Total Pending Volume	292,022,821	100%	23.5	39.31M	115.06M	109.61M	28.04M
Average Listing Price	\$195,010			\$193,656	\$209,972	\$375,361	\$509,833



November 2021

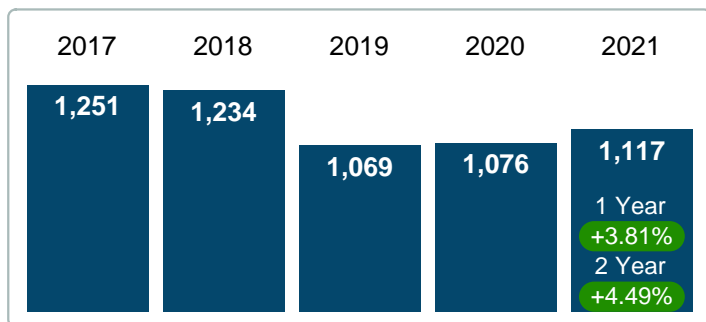
Area Delimited by County Of Tulsa



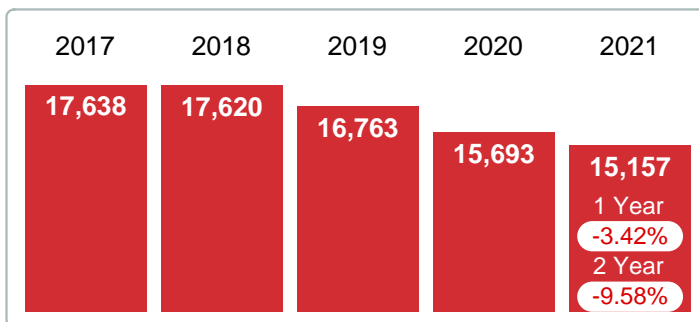
NEW LISTINGS

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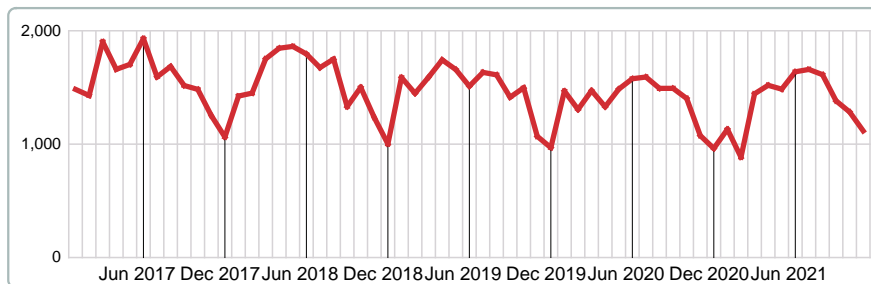
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,149

High Jun 2017 1,931 Low Feb 2021 885

New Listings this month at 1,117
below the 5 yr NOV average of 1,149



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	241	21.58%	108	110	20	3
\$100,001 - \$150,000	125	11.19%	38	79	8	0
\$150,001 - \$225,000	275	24.62%	46	193	33	3
\$225,001 - \$325,000	206	18.44%	21	109	69	7
\$325,001 - \$475,000	149	13.34%	16	42	75	16
\$475,001 and up	121	10.83%	29	16	58	18
Total New Listed Units	1,117		258	549	263	47
Total New Listed Volume	299,112,728	100%	72.32M	105.38M	96.83M	24.58M
Average New Listed Listing Price	\$176,383		\$280,300	\$191,945	\$368,192	\$523,042



November 2021

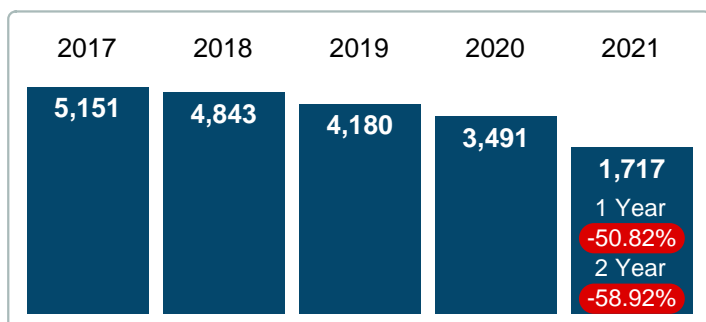
Area Delimited by County Of Tulsa



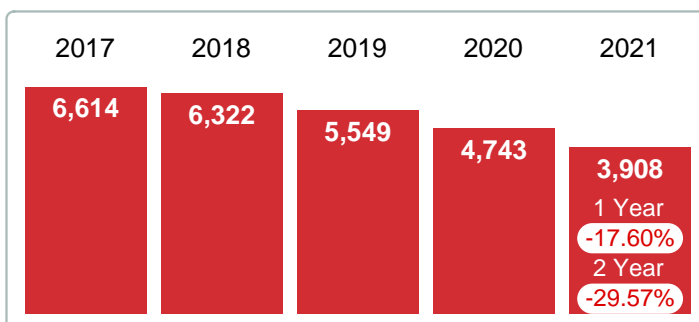
ACTIVE INVENTORY

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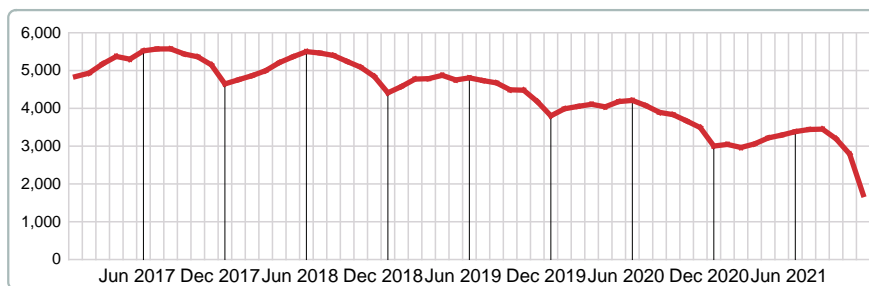
END OF NOVEMBER



ACTIVE DURING NOVEMBER

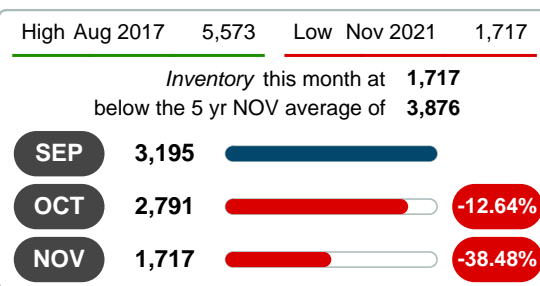


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3,876



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	322	18.75%	88.1	186	114	19	3
\$75,001-\$175,000	334	19.45%	72.8	160	151	23	0
\$175,001-\$325,000	417	24.29%	64.4	100	209	94	14
\$325,001-\$475,000	227	13.22%	82.0	53	69	82	23
\$475,001-\$1,025,000	246	14.33%	99.4	71	35	101	39
\$1,025,001 and up	171	9.96%	121.5	108	5	24	34
Total Active Inventory by Units	1,717			678	583	343	113
Total Active Inventory by Volume	752,233,350	100%	83.5	342.65M	127.00M	166.42M	116.17M
Average Active Inventory Listing Price	\$438,109			\$505,387	\$217,831	\$485,179	\$1,028,047



November 2021

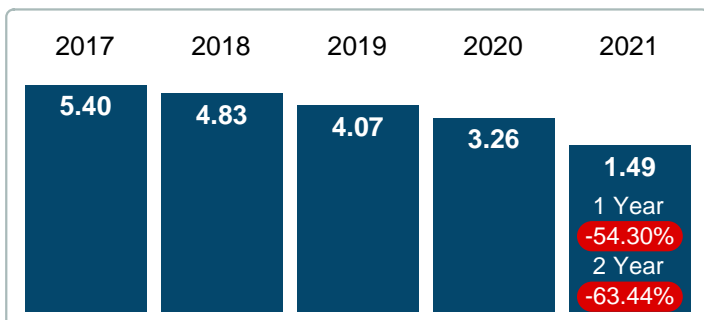
Area Delimited by County Of Tulsa



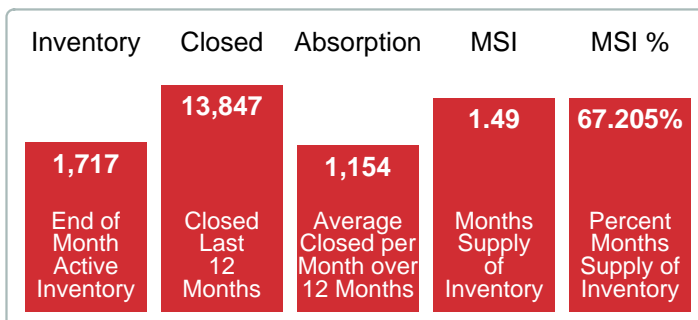
MONTHS SUPPLY of INVENTORY (MSI)

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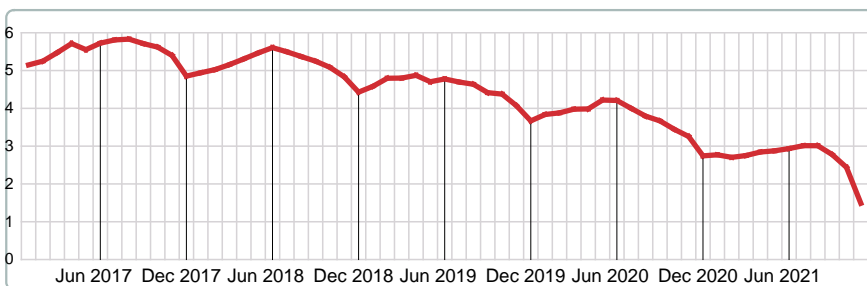
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

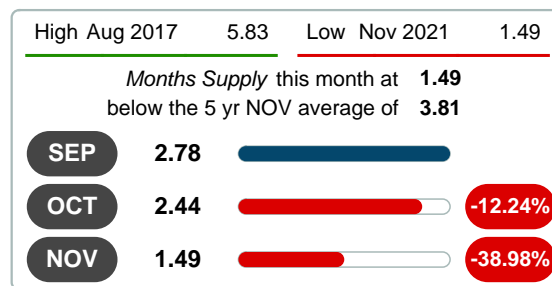


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.81



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$75,000	322	18.75%	1.86	2.67	1.41	0.90	1.44
\$75,001-\$175,000	334	19.45%	1.22	2.42	0.82	1.06	0.00
\$175,001-\$325,000	417	24.29%	0.93	3.11	0.82	0.63	0.99
\$325,001-\$475,000	227	13.22%	1.37	6.84	1.65	0.88	1.00
\$475,001-\$1,025,000	246	14.33%	3.02	12.00	2.90	2.38	1.85
\$1,025,001 and up	171	9.96%	14.87	44.69	6.67	5.88	8.00
Market Supply of Inventory (MSI)	1.49			3.68	1.02	1.03	1.70
Total Active Inventory by Units	1,717	100%	1.49	678	583	343	113



November 2021

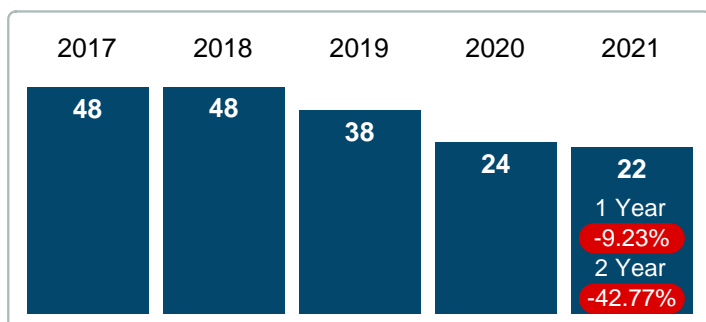
Area Delimited by County Of Tulsa



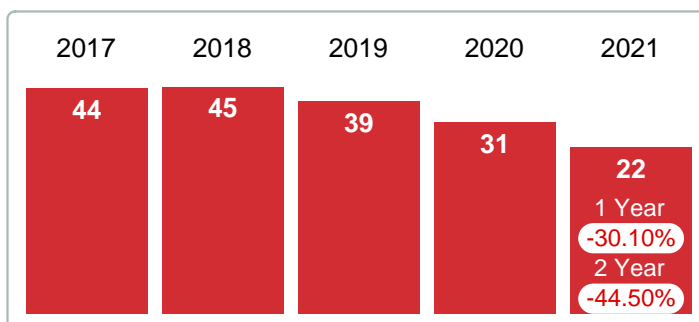
AVERAGE DAYS ON MARKET TO SALE

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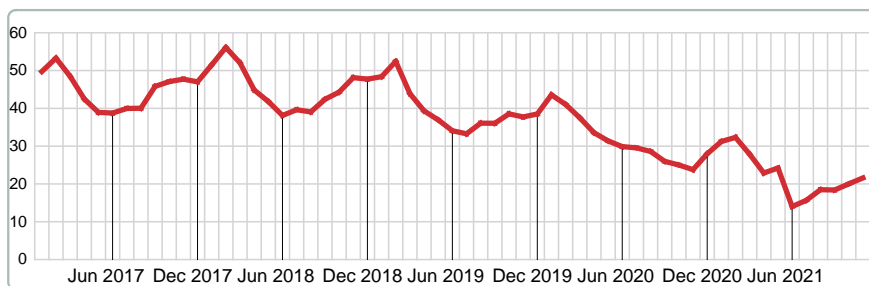
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 36

High Feb 2018 56 Low Jun 2021 14

Average Days on Market to Sale this month at 22 below the 5 yr NOV average of 36

Month	DOM	% Change
SEP	18	
OCT	20	8.84%
NOV	22	7.85%

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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$100,000	212	19.05%	27	25	25	36	34
\$100,001-\$150,000	133	11.95%	12	17	10	21	0
\$150,001-\$250,000	351	31.54%	13	20	12	12	22
\$250,001-\$325,000	150	13.48%	11	16	8	11	25
\$325,001-\$450,000	141	12.67%	30	58	39	24	28
\$450,001 and up	126	11.32%	50	47	45	55	46
Average Closed DOM			22	24	17	26	36
Total Closed Units		100%	22	144	585	324	60
Total Closed Volume			281,841,934	24.52M	114.91M	106.57M	35.84M



November 2021

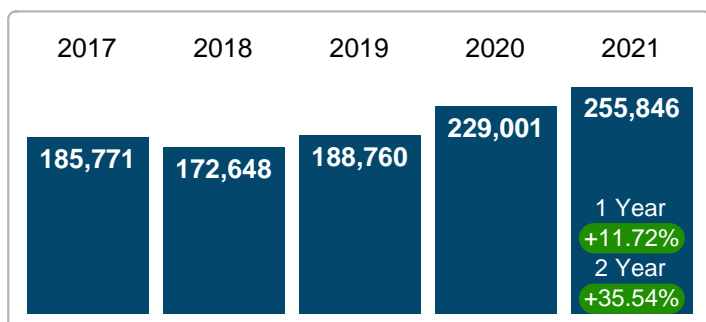
Area Delimited by County Of Tulsa



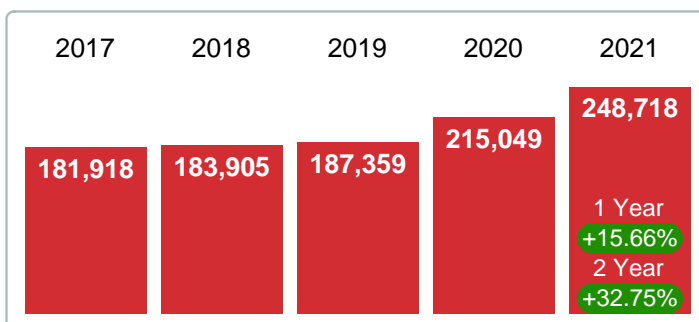
AVERAGE LIST PRICE AT CLOSING

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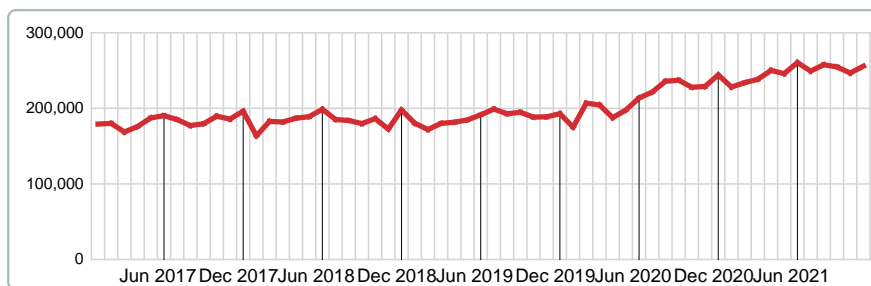
NOVEMBER



YEAR TO DATE (YTD)

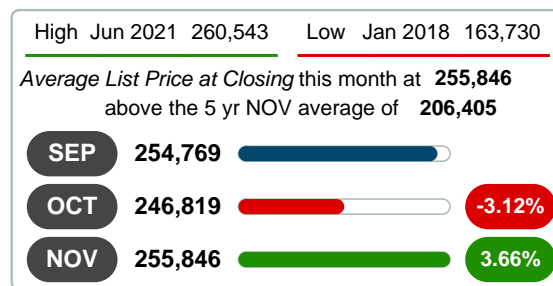


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 206,405



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1	206	18.51%	29,790	53,519	27,665	11,007	2,923
\$100,001	142	12.76%	130,131	130,695	130,364	131,089	0
\$150,001	354	31.81%	201,219	192,439	196,088	216,083	207,817
\$250,001	141	12.67%	288,923	283,667	282,394	294,153	288,300
\$325,001	144	12.94%	387,252	530,613	385,019	387,180	395,345
\$450,001 and up	126	11.32%	733,388	809,200	640,566	655,031	941,125
Average List Price			255,846	178,206	195,776	331,014	621,953
Total Closed Units		100%	255,846	144	585	324	60
Total Closed Volume			284,756,199	25.66M	114.53M	107.25M	37.32M



November 2021

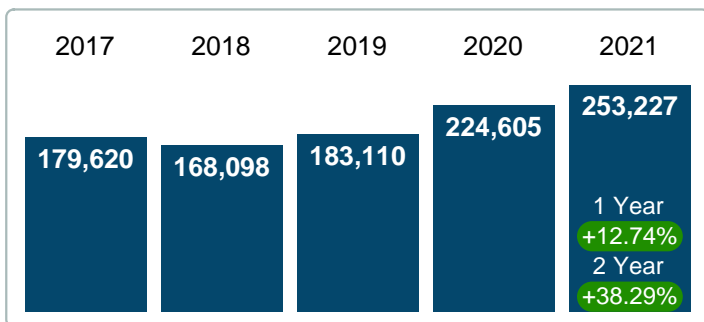
Area Delimited by County Of Tulsa



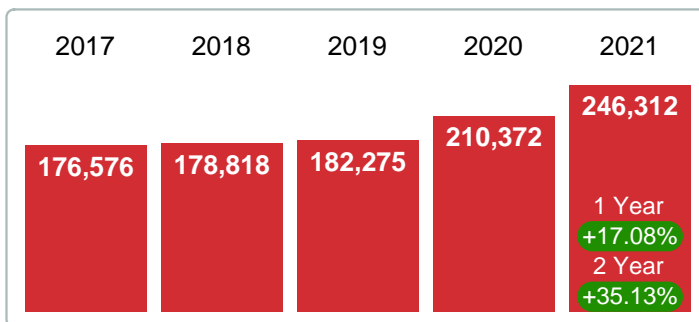
AVERAGE SOLD PRICE AT CLOSING

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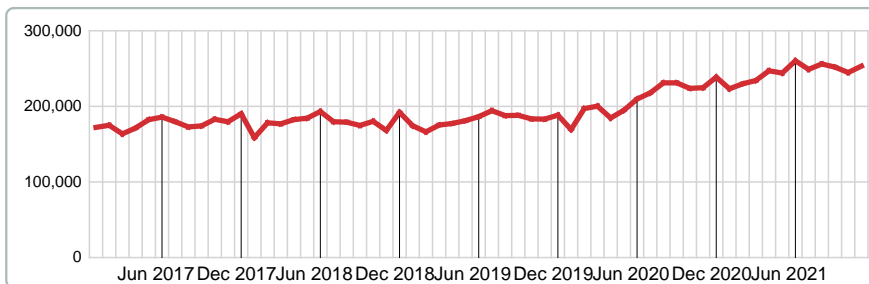
NOVEMBER



YEAR TO DATE (YTD)

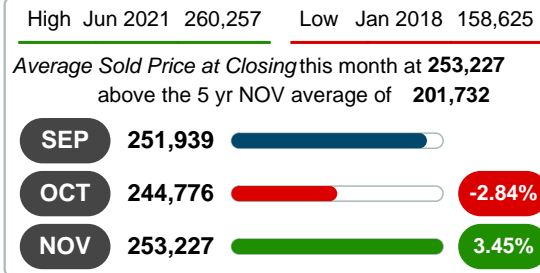


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 201,732



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1	212	19.05%	30,451	50,875	25,416	10,351	2,923
\$100,001	133	11.95%	129,891	129,229	130,242	127,422	0
\$150,001	351	31.54%	200,587	191,155	197,119	217,621	197,000
\$250,001	150	13.48%	288,678	282,667	281,926	295,234	288,300
\$325,001	141	12.67%	383,980	408,333	376,761	384,913	392,348
\$450,001 and up	126	11.32%	716,365	757,000	670,373	644,545	894,658
Average Sold Price			253,227	170,249	196,433	328,914	597,413
Total Closed Units		100%	253,227	144	585	324	60
Total Closed Volume			281,841,934	24.52M	114.91M	106.57M	35.84M



November 2021

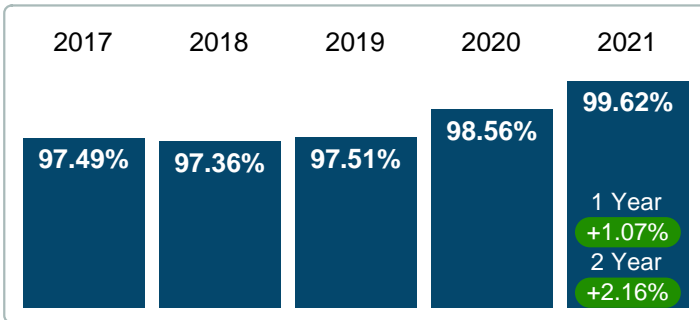
Area Delimited by County Of Tulsa



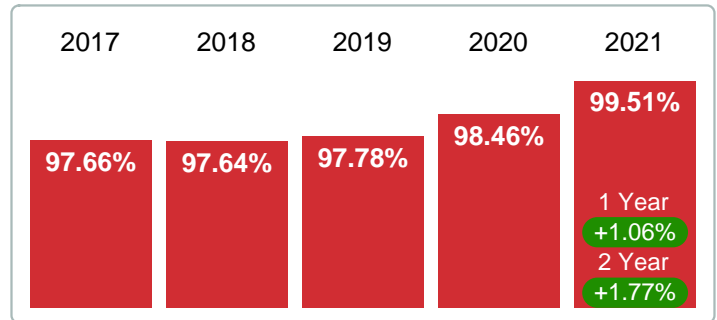
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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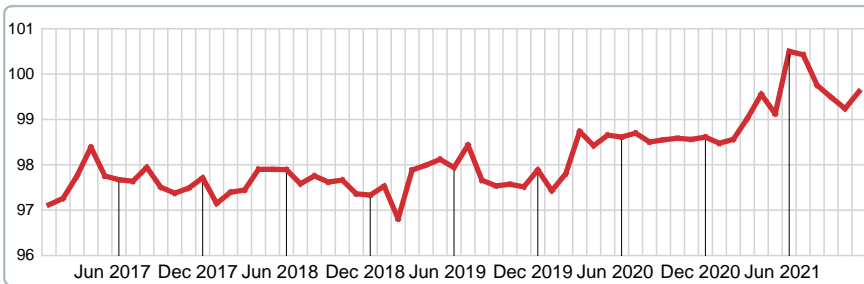
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

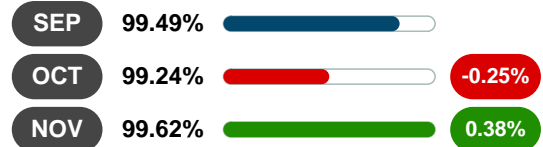


3 MONTHS

5 year NOV AVG = 98.11%

High Jun 2021 100.50% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **99.62%** above the 5 yr NOV average of **98.11%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1	212	19.05%	97.79%	96.39%	98.35%	98.51%	100.00%
\$100,001	133	11.95%	99.95%	98.93%	100.34%	97.80%	0.00%
\$150,001	351	31.54%	100.49%	99.32%	100.66%	100.82%	96.23%
\$250,001	150	13.48%	100.20%	99.84%	99.95%	100.48%	100.00%
\$325,001	141	12.67%	98.64%	82.09%	98.06%	99.49%	99.21%
\$450,001 and up	126	11.32%	100.30%	94.39%	110.89%	98.58%	96.46%
Average Sold/List Ratio		99.60%		97.28%	100.36%	99.67%	97.65%
Total Closed Units	1,113	100%	99.60%	144	585	324	60
Total Closed Volume	281,841,934			24.52M	114.91M	106.57M	35.84M



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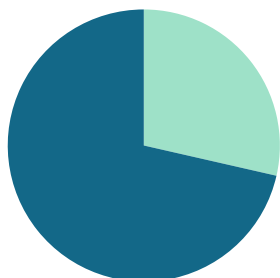
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

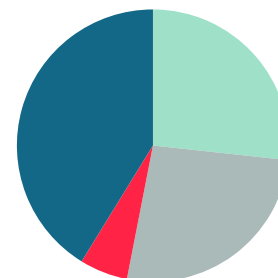


Inventory
 New Listings
 1,117 = 28.57%
 Start Inventory
 2,793
 Total Inventory Units
 3,910
 Volume
 \$1,371,161,134

Market Activity

Closed Sales
 1,113 = 26.72%
 Pending Sales
 1,098 = 26.36%
 Other Off Market
 238 = 5.71%
 Active Inventory
 1,717 = 41.21%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,000	1,113	11.30%	11,943	12,654	5.95%
Pending Sales	951	1,098	15.46%	11,982	13,006	8.55%
New Listings	1,076	1,117	3.81%	15,693	15,157	-3.42%
Average List Price	229,001	255,846	11.72%	215,049	248,718	15.66%
Average Sale Price	224,605	253,227	12.74%	210,372	246,312	17.08%
Average Percent of Selling Price to List Price	98.56%	99.62%	1.07%	98.46%	99.51%	1.06%
Average Days on Market to Sale	23.79	21.59	-9.23%	30.95	21.63	-30.10%
Monthly Inventory	3,517	1,717	-51.18%	3,517	1,717	-51.18%
Months Supply of Inventory	3.28	1.49	-54.64%	3.28	1.49	-54.64%

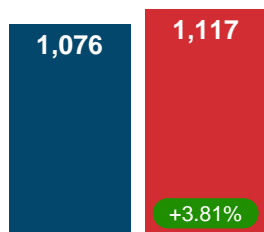
Absorption: Last 12 months, an Average of 1,154 Sales/Month

Inventory on November 30, 2021 = 1,717 2020 2021

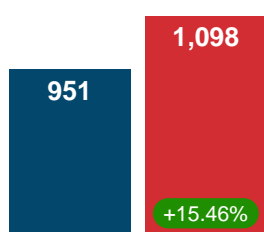
NOVEMBER MARKET

AVERAGE PRICES

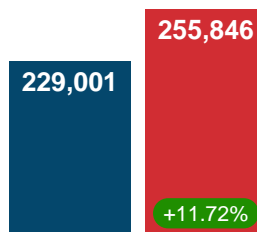
New Listings



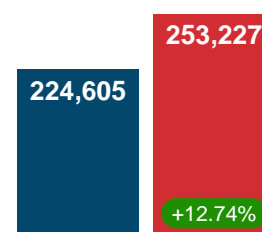
Pending Listings



List Price



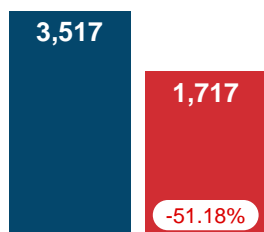
Sale Price



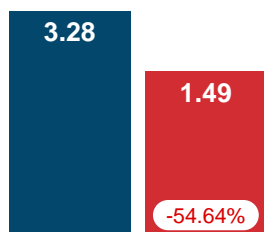
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

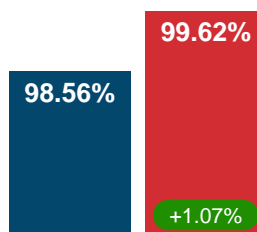
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

