

# October 2021



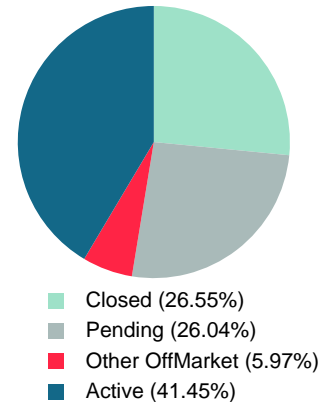
Area Delimited by County Of Tulsa



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	October 2021	+/-%
Closed Listings	1,271	1,206	-5.11%
Pending Listings	1,120	1,183	5.63%
New Listings	1,403	1,284	-8.48%
Average List Price	227,885	246,586	8.21%
Average Sale Price	223,833	244,542	9.25%
Average Percent of Selling Price to List Price	98.59%	99.24%	0.66%
Average Days on Market to Sale	25.01	19.99	-20.07%
End of Month Inventory	3,689	1,883	-48.96%
Months Supply of Inventory	3.47	1.65	-52.52%



**Absorption:** Last 12 months, an Average of **1,144** Sales/Month  
**Active Inventory** as of October 31, 2021 = **1,883**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2021 decreased **48.96%** to 1,883 existing homes available for sale. Over the last 12 months this area has had an average of 1,144 closed sales per month. This represents an unsold inventory index of **1.65** 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 **9.25%** in October 2021 to \$244,542 versus the previous year at \$223,833.

#### Average Days on Market Shortens

The average number of **19.99** days that homes spent on the market before selling decreased by 5.02 days or **20.07%** in October 2021 compared to last year's same month at **25.01** DOM.

#### Sales Success for October 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 1,284 New Listings in October 2021, down **8.48%** from last year at 1,403. Furthermore, there were 1,206 Closed Listings this month versus last year at 1,271, a **-5.11%** decrease.

Closed versus Listed trends yielded a **93.9%** ratio, up from previous year's, October 2020, at **90.6%**, a **3.68%** 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

# October 2021



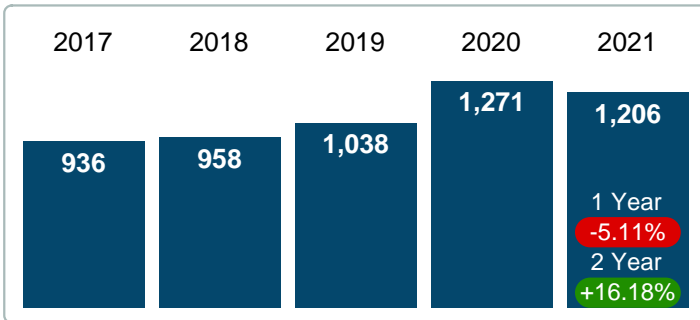
Area Delimited by County Of Tulsa



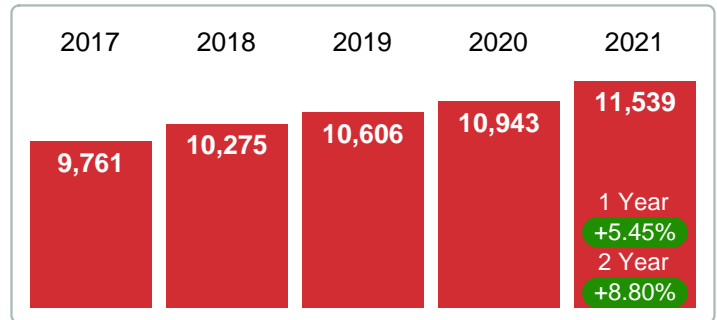
## CLOSED LISTINGS

Report produced on Nov 11, 2021 for MLS Technology Inc.

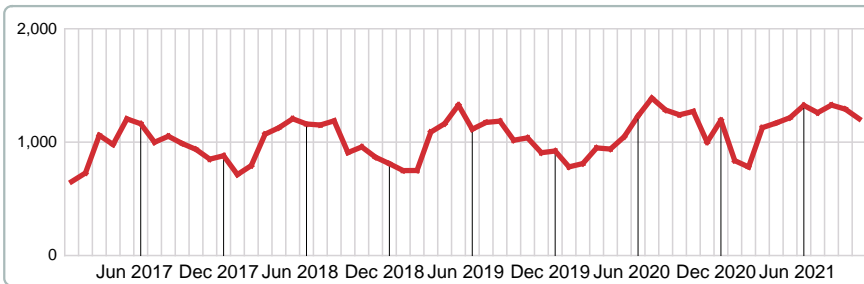
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

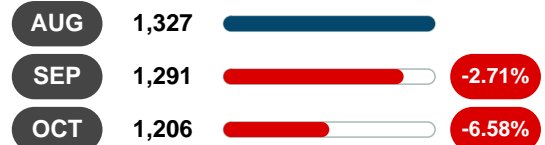


### 3 MONTHS

5 year OCT AVG = 1,082

High Jul 2020 1,388 Low Jan 2017 652

Closed Listings this month at 1,206  
above the 5 yr OCT average of 1,082



### 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%	29.7	26	58	22	0
\$25,001 - \$125,000	161	13.35%	23.3	79	70	12	0
\$125,001 - \$175,000	184	15.26%	19.2	47	126	11	0
\$175,001 - \$250,000	314	26.04%	12.9	38	213	59	4
\$250,001 - \$300,000	135	11.19%	13.9	4	60	62	9
\$300,001 - \$425,000	181	15.01%	19.4	12	54	100	15
\$425,001 and up	125	10.36%	33.9	8	22	69	26
<b>Total Closed Units</b>	<b>1,206</b>			<b>214</b>	<b>603</b>	<b>335</b>	<b>54</b>
<b>Total Closed Volume</b>	<b>294,917,315</b>	<b>100%</b>	<b>20.0</b>	<b>33.20M</b>	<b>117.64M</b>	<b>111.61M</b>	<b>32.46M</b>
<b>Average Closed Price</b>	<b>\$244,542</b>			<b>\$155,152</b>	<b>\$195,085</b>	<b>\$333,177</b>	<b>\$601,190</b>

# October 2021



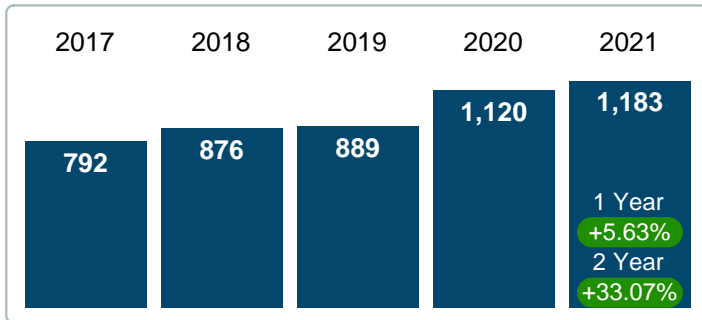
Area Delimited by County Of Tulsa



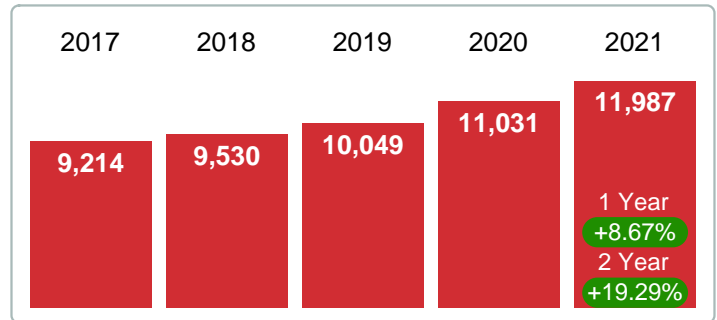
## PENDING LISTINGS

Report produced on Nov 11, 2021 for MLS Technology Inc.

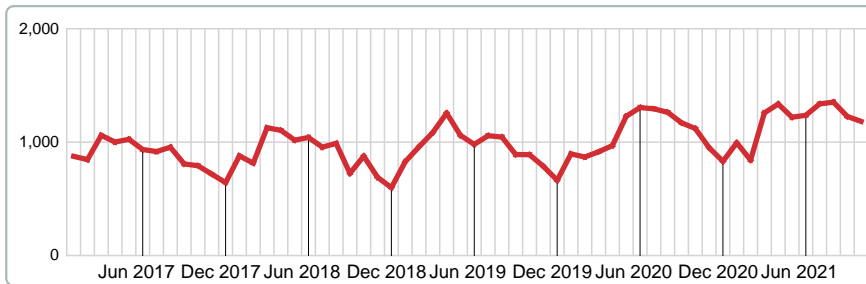
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

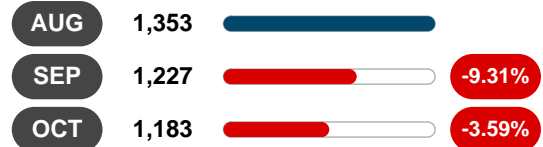


### 3 MONTHS

5 year OCT AVG = 972

High Aug 2021 1,353 Low Dec 2018 599

Pending Listings this month at 1,183 above the 5 yr OCT average of 972



### 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	105	8.88%	30.5	43	48	14	0
\$50,001 - \$125,000	132	11.16%	25.2	45	80	7	0
\$125,001 - \$150,000	108	9.13%	29.6	34	71	2	1
\$150,001 - \$225,000	322	27.22%	19.7	36	236	47	3
\$225,001 - \$300,000	213	18.01%	16.7	22	105	82	4
\$300,001 - \$425,000	159	13.44%	30.7	9	52	83	15
\$425,001 and up	144	12.17%	52.9	7	23	80	34
<b>Total Pending Units</b>	<b>1,183</b>			<b>196</b>	<b>615</b>	<b>315</b>	<b>57</b>
<b>Total Pending Volume</b>	<b>319,807,939</b>	<b>100%</b>	<b>23.1</b>	<b>38.24M</b>	<b>135.16M</b>	<b>108.31M</b>	<b>38.10M</b>
<b>Average Listing Price</b>	<b>\$213,227</b>			<b>\$195,103</b>	<b>\$219,780</b>	<b>\$343,831</b>	<b>\$668,360</b>

# October 2021



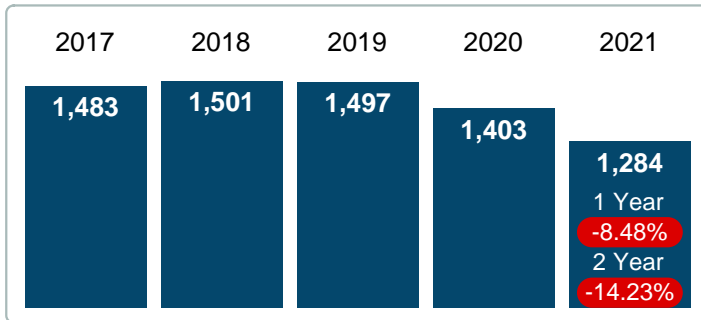
Area Delimited by County Of Tulsa



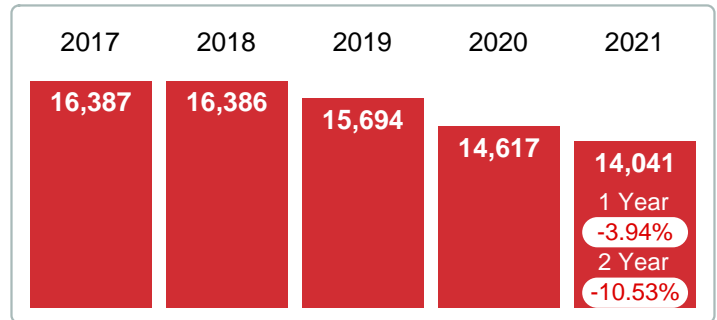
## NEW LISTINGS

Report produced on Nov 11, 2021 for MLS Technology Inc.

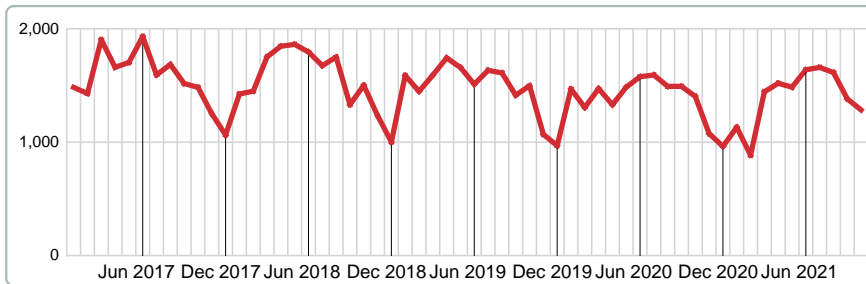
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

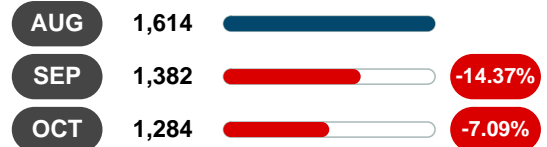


### 3 MONTHS

5 year OCT AVG = 1,434

High Jun 2017 1,931 | Low Feb 2021 885

New Listings this month at **1,284**  
 below the 5 yr OCT average of **1,434**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	New Listings	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1 - \$125,000	287	22.35%	102	149	34	2
\$125,001 - \$175,000	207	16.12%	43	148	14	2
\$175,001 - \$250,000	326	25.39%	43	214	64	5
\$250,001 - \$325,000	164	12.77%	11	67	78	8
\$325,001 - \$475,000	165	12.85%	16	47	81	21
\$475,001 and up	135	10.51%	28	27	50	30
<b>Total New Listed Units</b>	<b>1,284</b>		<b>243</b>	<b>652</b>	<b>321</b>	<b>68</b>
<b>Total New Listed Volume</b>	<b>372,497,359</b>	<b>100%</b>	<b>68.94M</b>	<b>144.57M</b>	<b>103.63M</b>	<b>55.36M</b>
<b>Average New Listed Listing Price</b>	<b>\$268,178</b>		<b>\$283,700</b>	<b>\$221,728</b>	<b>\$322,840</b>	<b>\$814,115</b>

# October 2021



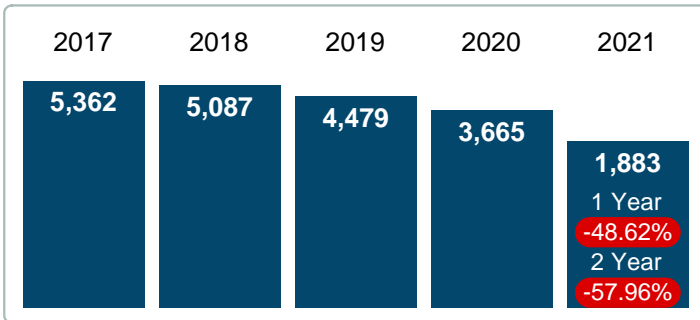
Area Delimited by County Of Tulsa



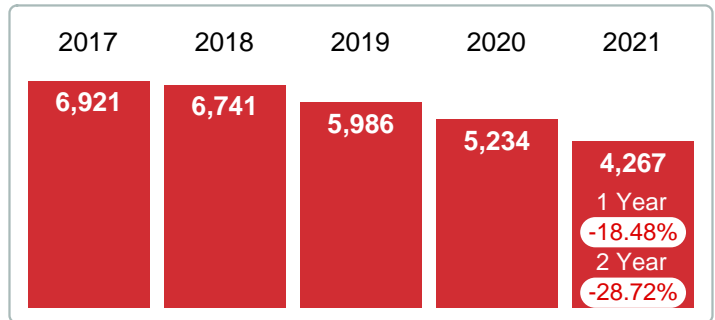
## ACTIVE INVENTORY

Report produced on Nov 11, 2021 for MLS Technology Inc.

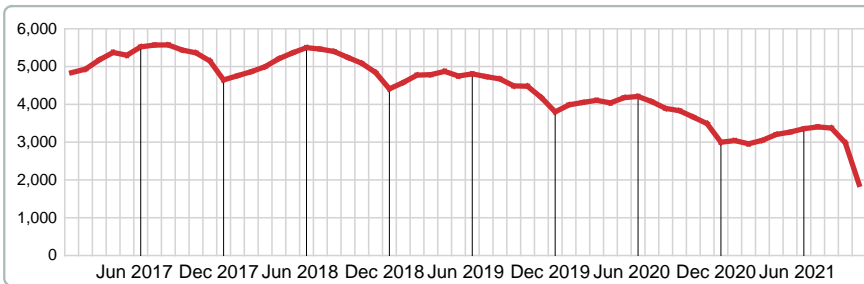
### END OF OCTOBER



### ACTIVE DURING OCTOBER

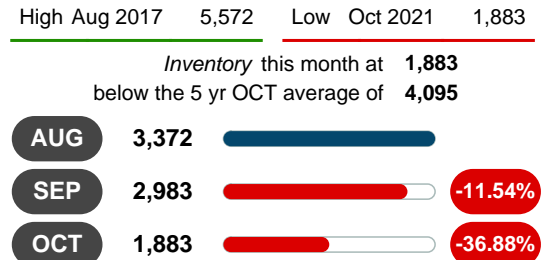


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 4,095



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	189	10.04%	52.6	70	83	34	2
\$25,001 - \$100,000	234	12.43%	106.7	171	55	6	2
\$100,001 - \$175,000	276	14.66%	63.9	106	146	22	2
\$175,001 - \$325,000	460	24.43%	53.3	105	233	108	14
\$325,001 - \$475,000	277	14.71%	76.6	56	74	119	28
\$475,001 - \$975,000	261	13.86%	92.0	69	46	98	48
\$975,001 and up	186	9.88%	122.2	110	7	32	37
Total Active Inventory by Units			1,883	687	644	419	133
Total Active Inventory by Volume			813,882,198	336.60M	145.83M	197.42M	134.03M
Average Active Inventory Listing Price			\$432,226	\$489,956	\$226,440	\$471,177	\$1,007,756

# October 2021



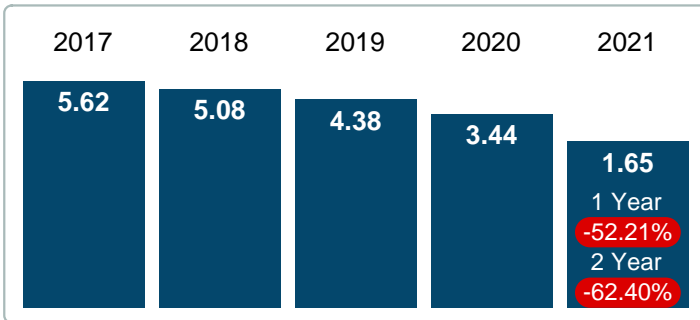
Area Delimited by County Of Tulsa



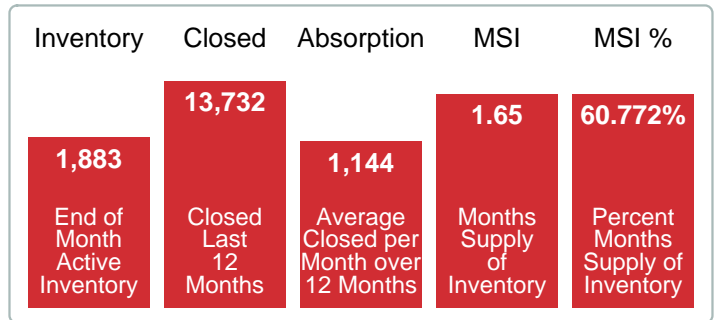
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Nov 11, 2021 for MLS Technology Inc.

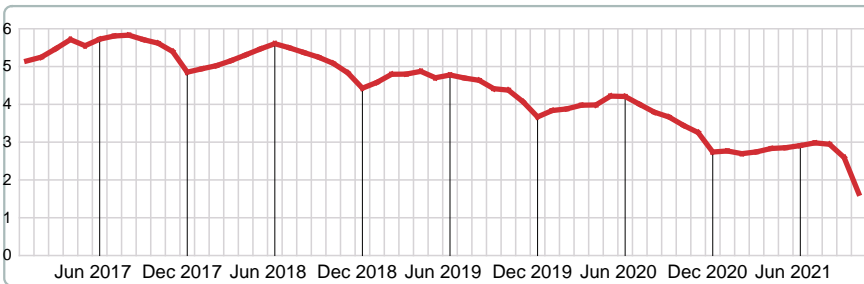
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021

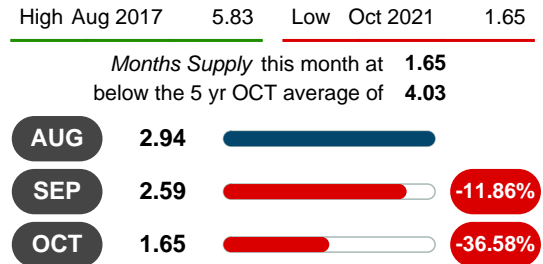


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 4.03



### 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	189	10.04%	1.85	2.64	1.46	2.03	1.09
\$25,001 - \$100,000	234	12.43%	2.03	2.64	1.23	1.18	4.80
\$100,001 - \$175,000	276	14.66%	1.21	2.37	0.90	1.10	1.26
\$175,001 - \$325,000	460	24.43%	1.03	3.19	0.93	0.72	0.93
\$325,001 - \$475,000	277	14.71%	1.71	7.23	1.85	1.29	1.26
\$475,001 - \$975,000	261	13.86%	3.37	12.94	4.09	2.42	2.35
\$975,001 and up	186	9.88%	15.72	45.52	9.33	7.11	8.88
Market Supply of Inventory (MSI)			1.65	3.73	1.14	1.27	2.03
Total Active Inventory by Units		100%	1,883	687	644	419	133

# October 2021



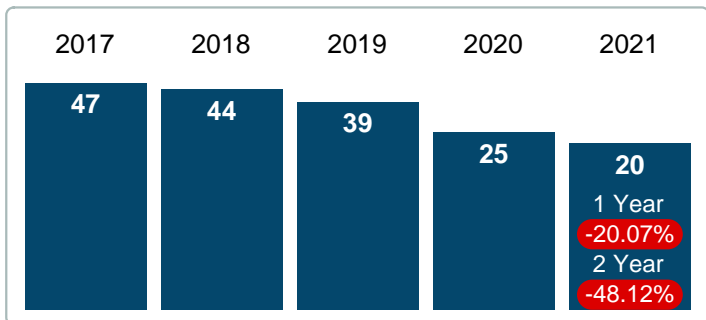
Area Delimited by County Of Tulsa



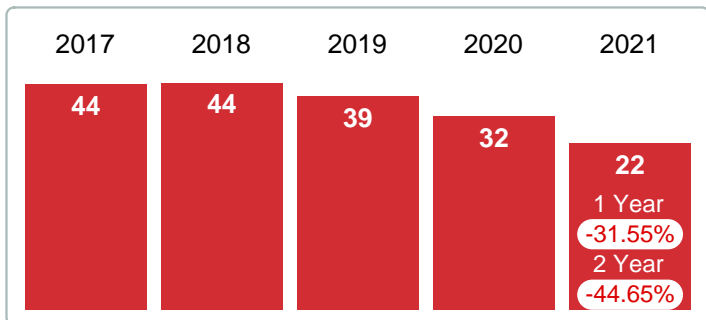
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Nov 11, 2021 for MLS Technology Inc.

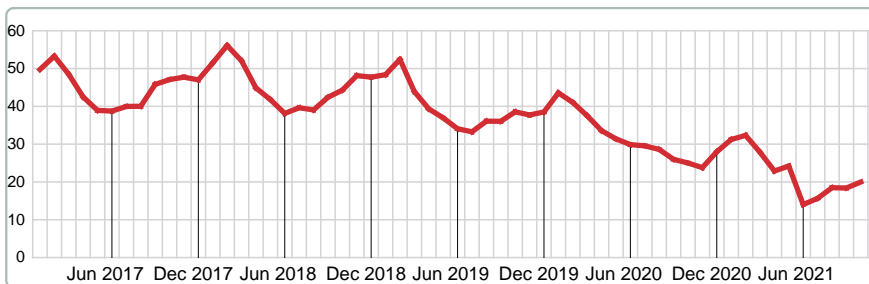
### OCTOBER



### YEAR TO DATE (YTD)

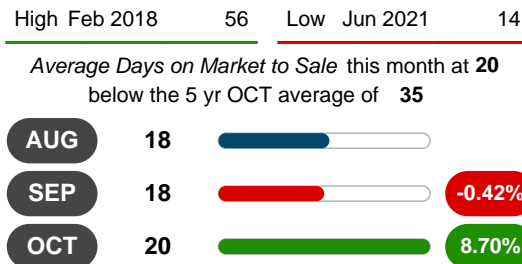


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 35



### 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%	30	43	24	29	0
\$25,001 - \$125,000	13.35%	23	36	12	9	0
\$125,001 - \$175,000	15.26%	19	32	14	20	0
\$175,001 - \$250,000	26.04%	13	25	12	9	23
\$250,001 - \$300,000	11.19%	14	47	12	12	23
\$300,001 - \$425,000	15.01%	19	57	21	15	15
\$425,001 and up	10.36%	34	53	30	32	36
Average Closed DOM		20	36	15	18	27
Total Closed Units	100%	20	214	603	335	54
Total Closed Volume		294,917,315	33.20M	117.64M	111.61M	32.46M



# October 2021



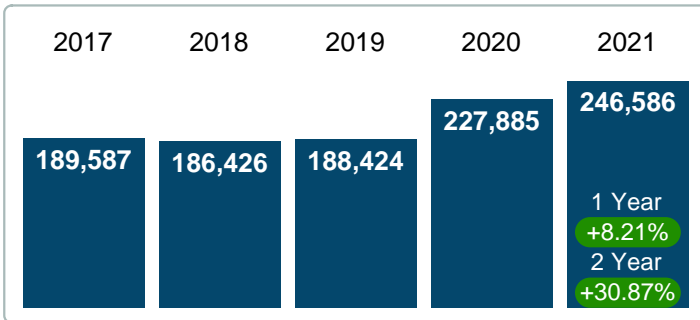
Area Delimited by County Of Tulsa



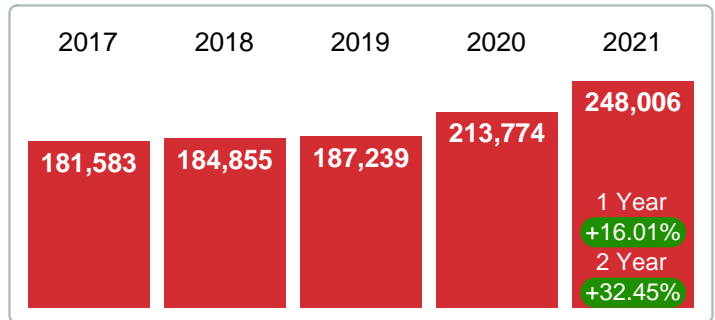
## AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 11, 2021 for MLS Technology Inc.

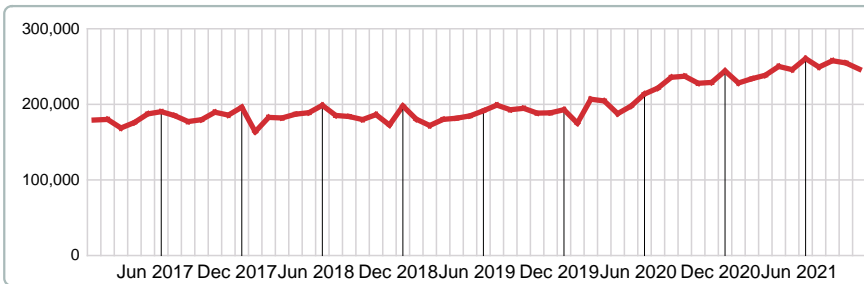
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

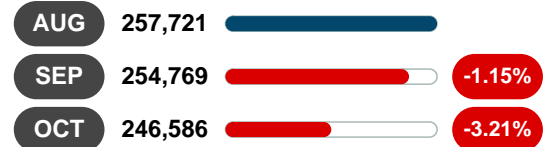


### 3 MONTHS

5 year OCT AVG = 207,782

High Jun 2021 260,543 Low Jan 2018 163,730

Average List Price at Closing this month at **246,586** above the 5 yr OCT average of **207,782**



### 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%	2,147	2,907	1,476	1,977	0
\$25,001 - \$125,000	12.60%	87,020	84,863	95,870	87,042	0
\$125,001 - \$175,000	15.92%	153,497	155,138	153,855	161,064	0
\$175,001 - \$250,000	26.87%	214,050	207,305	211,447	223,299	219,975
\$250,001 - \$300,000	10.61%	278,280	259,325	272,538	276,965	282,931
\$300,001 - \$425,000	14.43%	361,760	376,283	352,424	364,385	373,180
\$425,001 and up	10.70%	670,820	861,563	507,443	616,050	924,802
<b>Average List Price</b>		<b>246,586</b>	<b>160,720</b>	<b>195,302</b>	<b>334,783</b>	<b>612,386</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>246,586</b>	<b>214</b>	<b>603</b>	<b>335</b>	<b>54</b>
<b>Total Closed Volume</b>		<b>297,382,362</b>	<b>34.39M</b>	<b>117.77M</b>	<b>112.15M</b>	<b>33.07M</b>



# October 2021



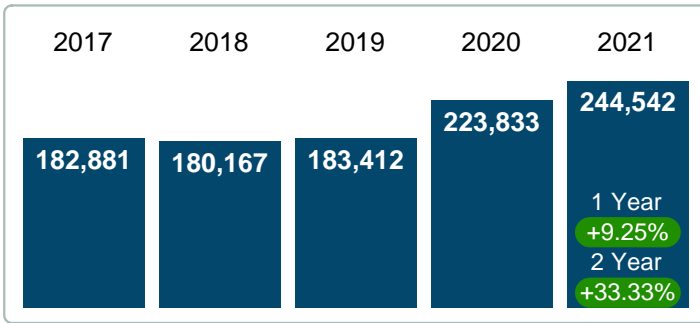
Area Delimited by County Of Tulsa



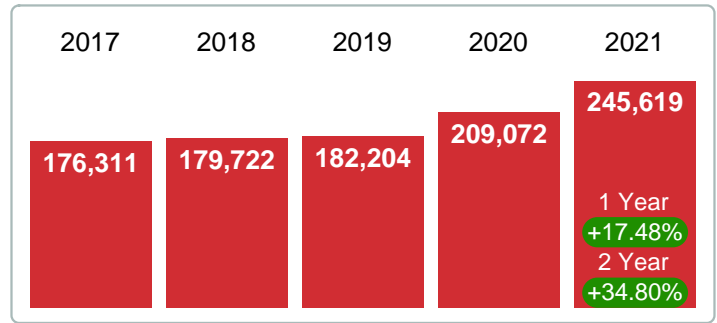
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Nov 11, 2021 for MLS Technology Inc.

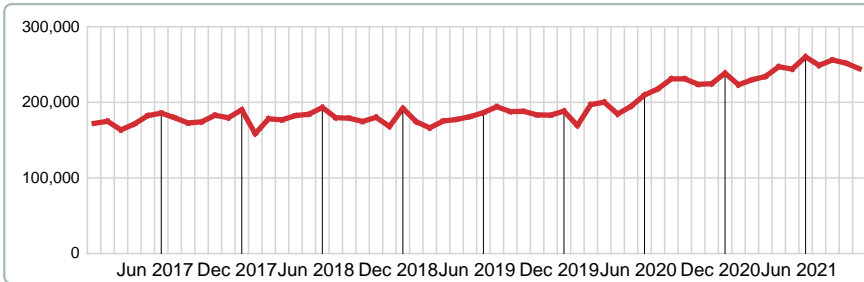
### OCTOBER



### YEAR TO DATE (YTD)

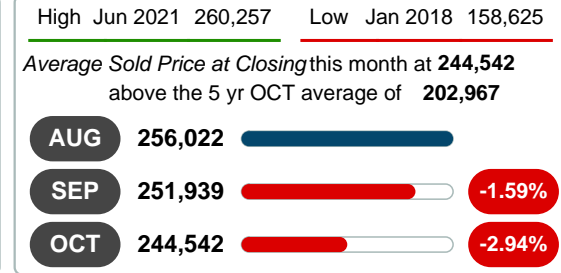


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 202,967



### 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	8.79%	1,853	2,592	1,471	1,986	0
\$25,001 - \$125,000	13.35%	84,876	77,435	93,095	85,917	0
\$125,001 - \$175,000	15.26%	152,707	152,193	152,550	156,709	0
\$175,001 - \$250,000	26.04%	213,747	206,056	212,218	223,949	217,750
\$250,001 - \$300,000	11.19%	276,081	273,125	274,111	278,562	273,433
\$300,001 - \$425,000	15.01%	359,447	352,783	352,730	362,414	369,180
\$425,001 and up	10.36%	668,084	838,575	505,299	610,010	907,488
<b>Average Sold Price</b>		<b>244,542</b>	<b>155,152</b>	<b>195,085</b>	<b>333,177</b>	<b>601,190</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>244,542</b>	<b>214</b>	<b>603</b>	<b>335</b>	<b>54</b>
<b>Total Closed Volume</b>		<b>294,917,315</b>	<b>33.20M</b>	<b>117.64M</b>	<b>111.61M</b>	<b>32.46M</b>

# October 2021

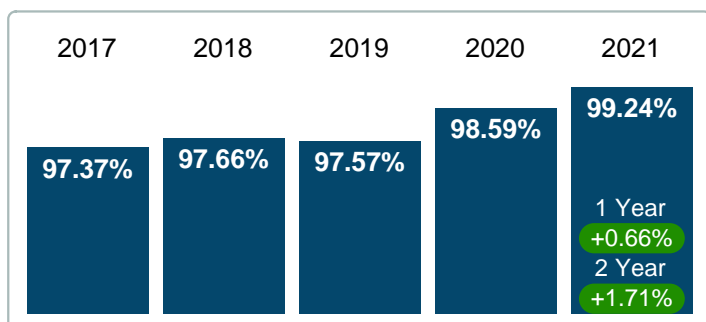
Area Delimited by County Of Tulsa



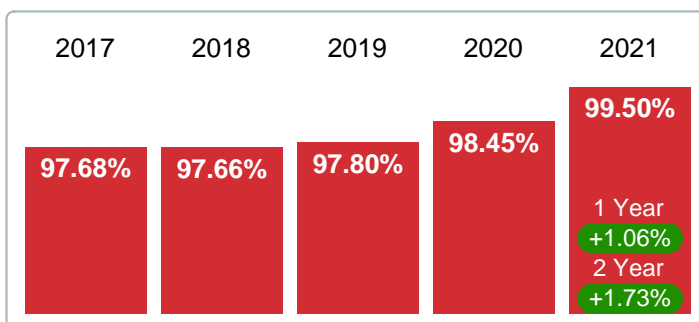
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 11, 2021 for MLS Technology Inc.

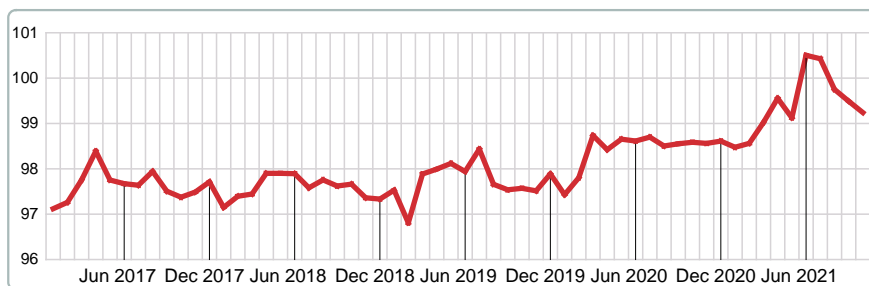
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

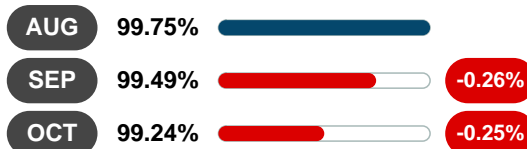


### 3 MONTHS

5 year OCT AVG = 98.09%

High Jun 2021 100.50% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **99.24%**  
above the 5 yr OCT average of **98.09%**



### 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%	99.73%	99.34%	99.70%	100.27%	0.00%
\$25,001 - \$125,000	161	13.35%	95.25%	92.43%	97.83%	98.80%	0.00%
\$125,001 - \$175,000	184	15.26%	99.07%	98.54%	99.41%	97.49%	0.00%
\$175,001 - \$250,000	314	26.04%	100.45%	99.55%	100.67%	100.35%	98.83%
\$250,001 - \$300,000	135	11.19%	100.62%	106.14%	100.75%	100.71%	96.73%
\$300,001 - \$425,000	181	15.01%	99.45%	94.45%	100.27%	99.66%	99.11%
\$425,001 and up	125	10.36%	99.35%	95.92%	99.70%	99.86%	98.78%
Average Sold/List Ratio		99.20%		96.37%	99.92%	99.96%	98.53%
Total Closed Units	1,206	100%	99.20%	214	603	335	54
Total Closed Volume	294,917,315			33.20M	117.64M	111.61M	32.46M

# October 2021

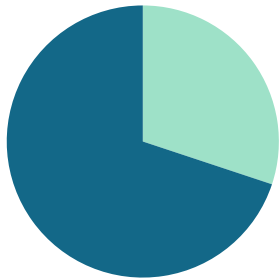
Area Delimited by County Of Tulsa



## MARKET SUMMARY

Report produced on Nov 11, 2021 for MLS Technology Inc.

### INVENTORY

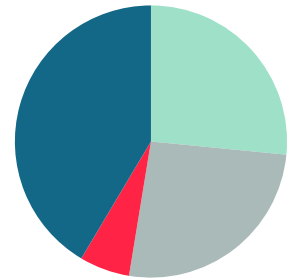


**Inventory**  
 New Listings  
**1,284 = 30.09%**  
 Start Inventory  
**2,983**  
 Total Inventory Units  
**4,267**  
 Volume  
**\$1,488,975,556**

### Market Activity

Closed Sales  
**1,206 = 26.55%**  
 Pending Sales  
**1,183 = 26.04%**  
 Other Off Market  
**271 = 5.97%**  
 Active Inventory  
**1,883 = 41.45%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,271	1,206	-5.11%	10,943	11,539	5.45%
Pending Sales	1,120	1,183	5.63%	11,031	11,987	8.67%
New Listings	1,403	1,284	-8.48%	14,617	14,041	-3.94%
Average List Price	227,885	246,586	8.21%	213,774	248,006	16.01%
Average Sale Price	223,833	244,542	9.25%	209,072	245,619	17.48%
Average Percent of Selling Price to List Price	98.59%	99.24%	0.66%	98.45%	99.50%	1.06%
Average Days on Market to Sale	25.01	19.99	-20.07%	31.61	21.64	-31.55%
Monthly Inventory	3,689	1,883	-48.96%	3,689	1,883	-48.96%
Months Supply of Inventory	3.47	1.65	-52.52%	3.47	1.65	-52.52%

**Absorption:** Last 12 months, an Average of **1,144** Sales/Month

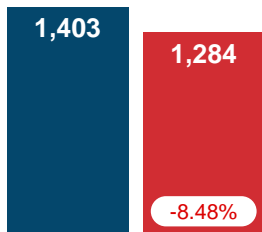
**Inventory** on October 31, 2021 = **1,883**

**2020** **2021**

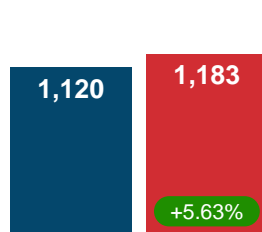
### OCTOBER MARKET

### AVERAGE PRICES

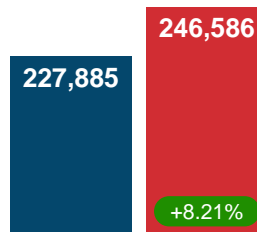
#### New Listings



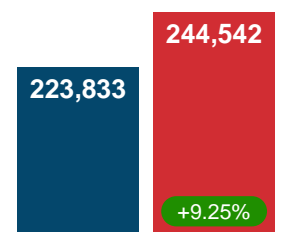
#### Pending Listings



#### List Price



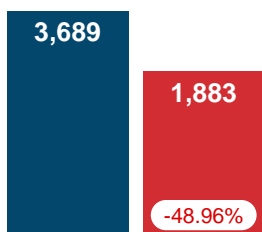
#### Sale Price



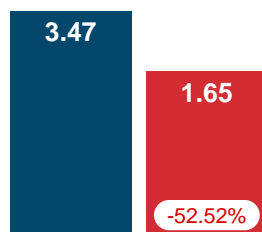
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

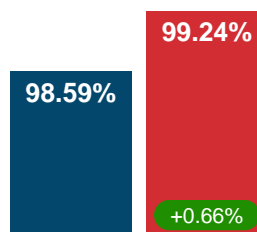
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

