

# Annual Report on the MLSOK Housing Market

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RESIDENTIAL REAL ESTATE ACTIVITY IN THE MLSOK MARKETPLACE



# 2021

**Fervent buyer demand**, driven by pandemic-induced changes to housing needs and preferences, reached extraordinary levels in 2021. The inventory of homes for sale remained low, as home seller activity did not rise proportionally to meet this demand. New construction activity, while strong, remains limited by a combination of material and labor shortages, rising material costs, and a regulatory and operational environment that makes it difficult to scale quickly.

The strong seller's market of 2020 continued and even strengthened in 2021, with inventory levels remaining low and multiple offer situations common across much of the housing market both locally and nationally. Multiple offers again drove prices significantly higher for the year.

**Sales:** Pending sales increased 6.8 percent, finishing 2021 at 30,533. Closed sales were up 6.9 percent to end the year at 29,721.

**Listings:** Comparing 2021 to the prior year, the number of homes available for sale was down 13.3 percent. There were 2,751 active listings at the end of 2021. New listings increased by 5.2 percent to finish the year at 32,737.

**Showings:** Showing activity in 2021 continued at high levels due to strong buyer demand and low inventory of homes for sale. There were 323,087 total showings reported by participating showing services in the region, with 9 showings before pending, which remained the same from 2020.

**Prices:** Home prices were up compared to last year. The overall median sales price increased 10.2 percent to \$217,000 for the year. Single-Family home prices were up 10.6 percent compared to last year, and Townhouse-Condo home prices were up 9.2 percent.

**List Price Received:** Sellers received, on average, 99.6 percent of their original list price at sale, a year-over-year increase of 1.1 percent.

The 2021 housing market was once again strong both locally and nationally. Inventory shortages and high buyer demand continued to push home prices higher, with multiple offers on a limited number of homes the common theme in most market segments.

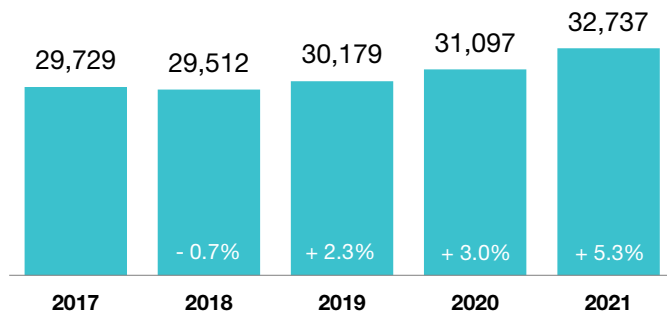
This year looks to continue the trends seen in the last 18 months, pushing home prices higher still. As mortgage rates are likely to continue to rise over the year as well, housing affordability will remain an important factor to watch.

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# Quick Facts

## New Listings



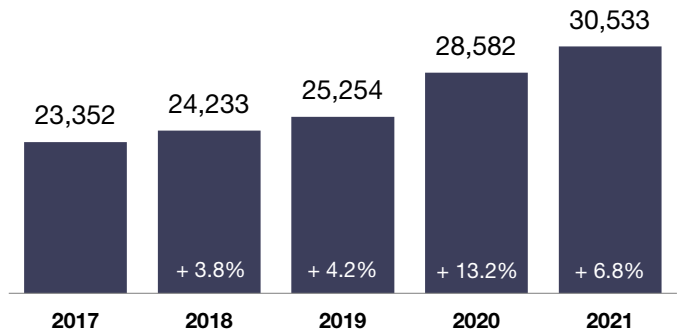
### Top 5 Areas: Change in New Listings from 2020

73119	+ 53.4%
73135	+ 38.9%
73127	+ 29.9%
73115	+ 28.7%
Del City	+ 25.6%

### Bottom 5 Areas: Change in New Listings from 2020

Edmond (CITY)	- 9.2%
73034	- 9.5%
73142	- 11.6%
73013	- 11.8%
73012	- 13.8%

## Pending Sales



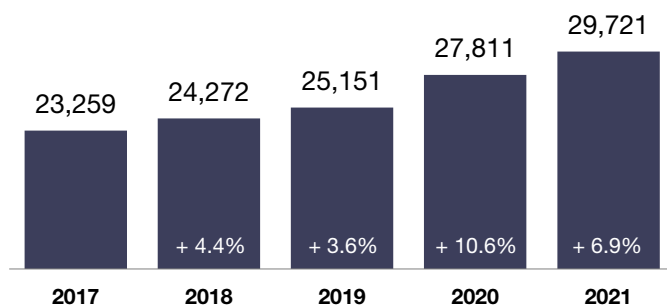
### Top 5 Areas: Change in Pending Sales from 2020

73119	+ 38.8%
73116	+ 38.4%
Western	+ 34.4%
73127	+ 33.9%
73036	+ 33.5%

### Bottom 5 Areas: Change in Pending Sales from 2020

73013	- 6.5%
73162	- 8.0%
73020	- 9.2%
73012	- 10.2%
73142	- 13.5%

## Closed Sales



### Top 5 Areas: Change in Closed Sales from 2020

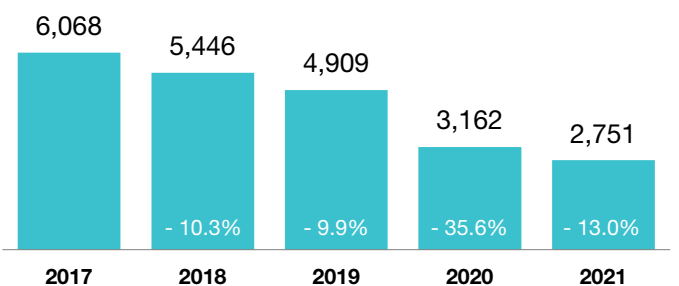
73119	+ 40.4%
73036	+ 39.2%
Western	+ 35.3%
73116	+ 34.8%
73089	+ 27.1%

### Bottom 5 Areas: Change in Closed Sales from 2020

73012	- 8.0%
Blanchard	- 8.3%
73132	- 8.8%
73020	- 14.9%
73142	- 18.3%

## Inventory of Homes for Sale

At the end of the year.



### Top 5 Areas: Change in Homes for Sale from 2020

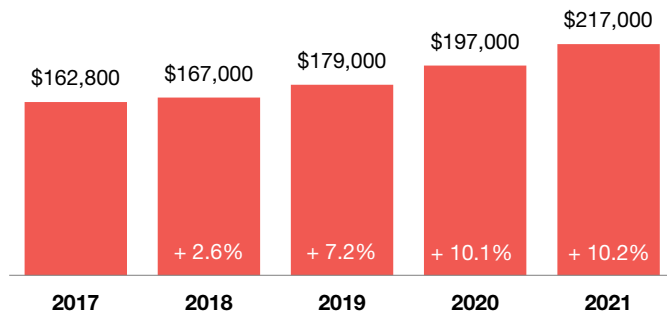
73119	+ 111.1%
73008	+ 100.0%
73135	+ 100.0%
Blanchard	+ 46.7%
73064	+ 39.0%

### Bottom 5 Areas: Change in Homes for Sale from 2020

Norman	- 48.3%
73078	- 51.9%
73118	- 52.8%
73127	- 56.3%
73003	- 69.2%

# Quick Facts

## Median Sales Price



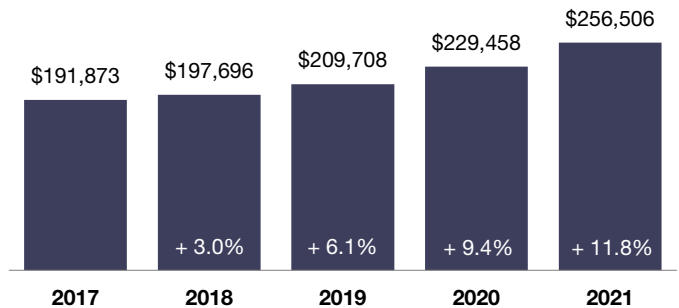
### Top 5 Areas: Change in Median Sales Price from 2020

73119	+ 31.2%
73127	+ 17.9%
73078	+ 17.8%
73142	+ 17.3%
73036	+ 17.0%

### Bottom 5 Areas: Change in Median Sales Price from 2020

73096	+ 6.2%
Midwest City	+ 5.9%
Edmond (73044)	+ 4.8%
73120	+ 3.3%
73130	+ 3.1%

## Average Sales Price



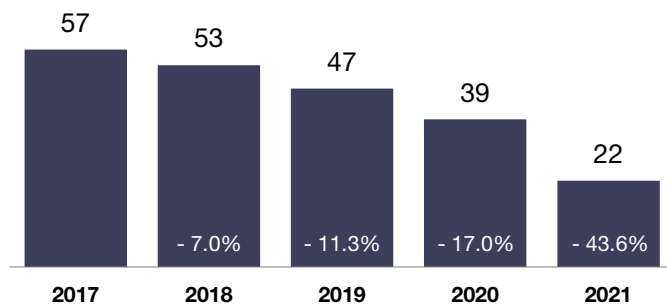
### Top 5 Areas: Change in Avg. Sales Price from 2020

73119	+ 28.0%
73116	+ 26.2%
73003	+ 18.2%
73025	+ 18.1%
73114	+ 18.1%

### Bottom 5 Areas: Change in Avg. Sales Price from 2020

73112	+ 6.0%
73130	+ 5.8%
Edmond (73044)	+ 4.6%
73096	+ 3.3%
73120	+ 1.3%

## Days on Market Until Sale



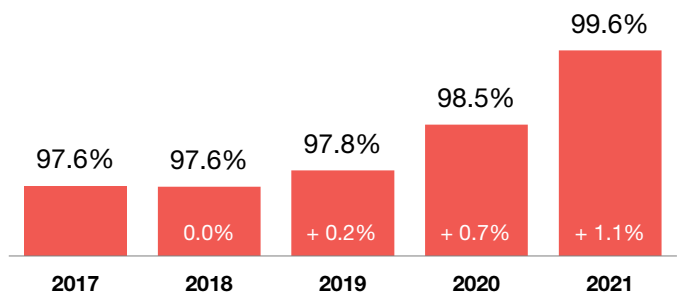
### Top 5 Areas: Change in Days on Market from 2020

73107	- 10.0%
Del City	- 11.8%
73115	- 16.7%
73116	- 18.4%
73127	- 23.8%

### Bottom 5 Areas: Change in Days on Market from 2020

73012	- 55.6%
73003	- 57.1%
73069	- 57.5%
73132	- 60.0%
73122	- 63.0%

## Percent of List Price Received



### Top 5 Areas: Change in Pct. of List Price Received from 2020

73119	+ 4.3%
73127	+ 2.7%
73159	+ 2.4%
73122	+ 2.2%
73162	+ 2.1%

### Bottom 5 Areas: Change in Pct. of List Price Received from 2020

Del City	+ 0.2%
73107	+ 0.1%
73115	+ 0.1%
73065	+ 0.1%
Edmond (73044)	0.0%

# Price Range Review

**\$150,001 to \$300,000**

Price Range with Shortest Average Market Time

**\$450,001 or More**

Price Range with Longest Average Market Time

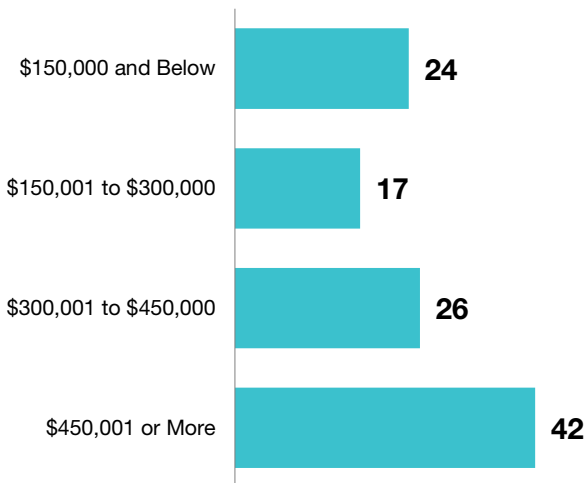
**21.6%**

of Homes for Sale at Year End Priced \$150,000 and Below

**- 24.4%**

One-Year Change in Homes for Sale Priced \$150,000 and Below

## Days on Market Until Sale by Price Range



## Share of Homes for Sale \$150,000 and Below



**\$150,001 to \$300,000**

Price Range with the Most Closed Sales

**+ 58.7%**

Price Range with Strongest One-Year Change in Sales: \$450,001 or More

**\$450,001 or More**

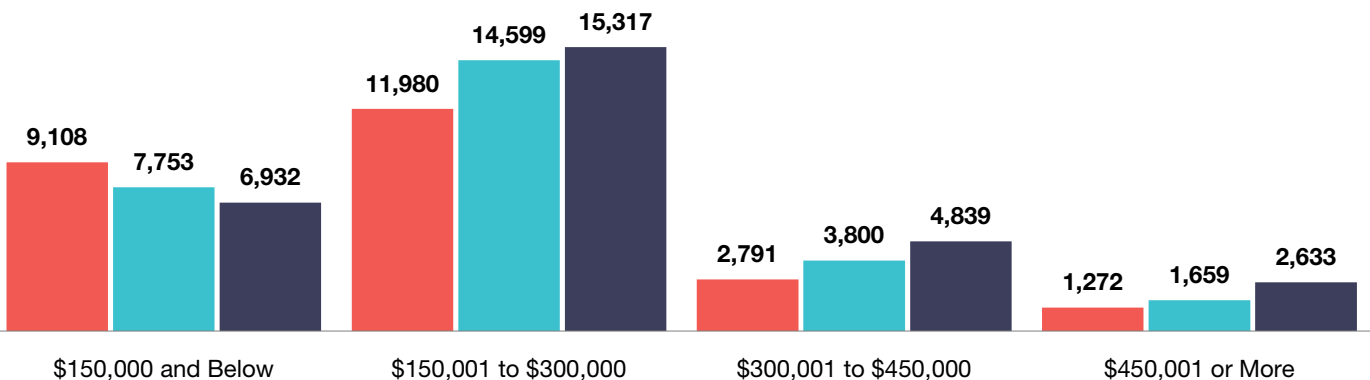
Price Range with the Fewest Closed Sales

**- 10.6%**

Price Range with Weakest One-Year Change in Sales: \$150,000 and Below

## Closed Sales by Price Range

■ 2019 ■ 2020 ■ 2021



# Property Type Review

**22**

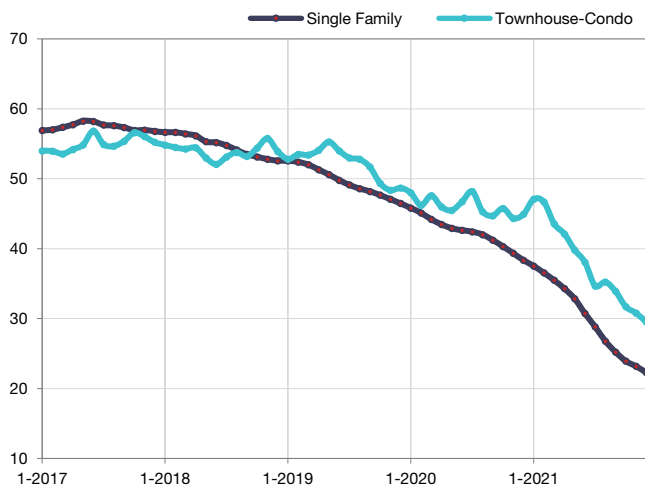
Average Days on Market  
Single Family

**30**

Average Days on Market  
Townhouse-Condo

## Days on Market Until Sale

This chart uses a rolling 12-month average for each data point.



## Top Areas: Townhouse-Condo Market Share in 2021

73116	17.0%
73120	13.3%
73112	9.3%
73127	9.0%
73162	7.5%
73118	7.0%
Norman	6.6%
73003	6.3%
Oklahoma City	5.6%
73132	5.3%
73139	3.9%
73096	3.6%
OKC Metro	3.3%
73122	2.5%
73142	2.4%
73521	2.3%

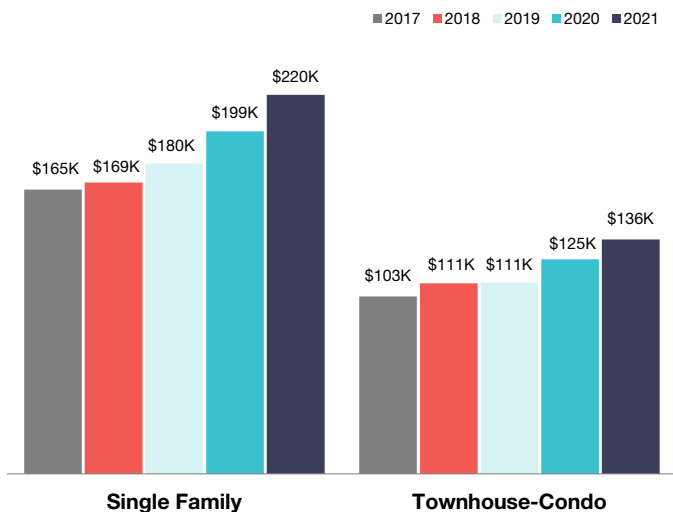
**+ 10.6%**

One-Year Change in Price  
Single Family

**+ 9.2%**

One-Year Change in Price  
Townhouse-Condo

## Median Sales Price



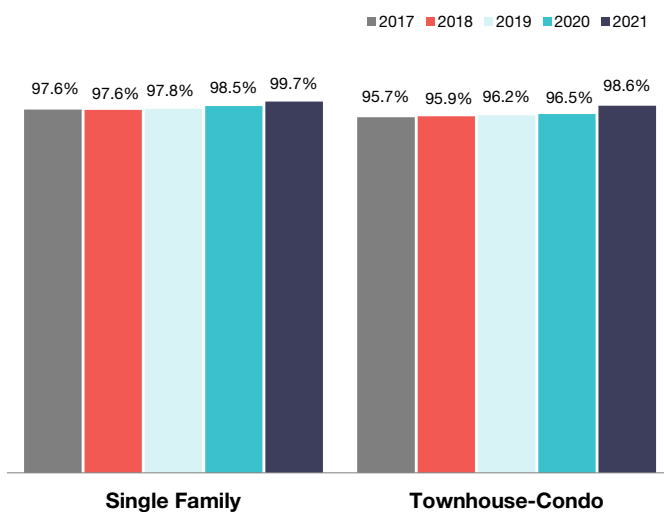
**99.7%**

Pct. of List Price Received  
Single Family

**98.6%**

Pct. of List Price Received  
Townhouse-Condo

## Percent of List Price Received



# Square Foot Range Review

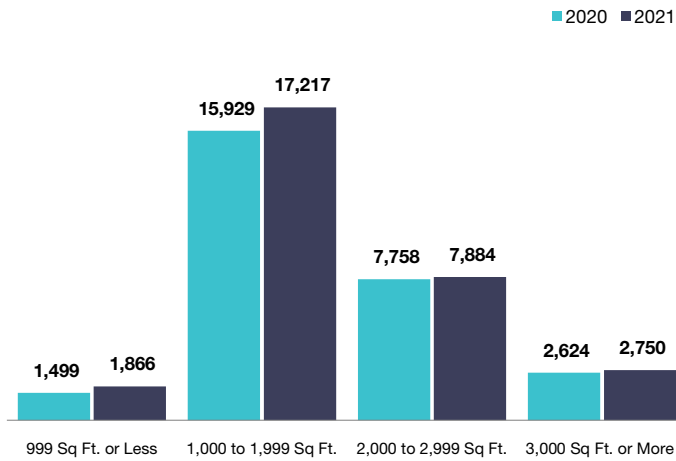
**+ 24.5%**

Growth in Closed Sales  
999 Sq Ft or Less

**+ 8.1%**

Growth in Closed Sales  
1,000 to 1,999 Sq Ft

## Closed Sales



### Top Areas: 999 Sq Ft. or Less Market Share in 2021

OKC Metro	77.0%
Oklahoma City	44.8%
Mid Del Moore	22.1%
Midwest City	9.2%
Norman	9.2%
73110	7.4%
73119	6.3%
73107	5.1%
73115	5.0%
Del City	4.8%
Moore	4.8%
73112	4.7%
73160	4.6%
73120	4.1%
73069	3.3%
73159	3.0%

**97.2%**

Percent of Original List Price  
Received in 2021 for  
999 Sq Ft. or Less

**99.4%**

Percent of Original List Price  
Received in 2021 for  
1,000 to 1,999 Sq Ft.

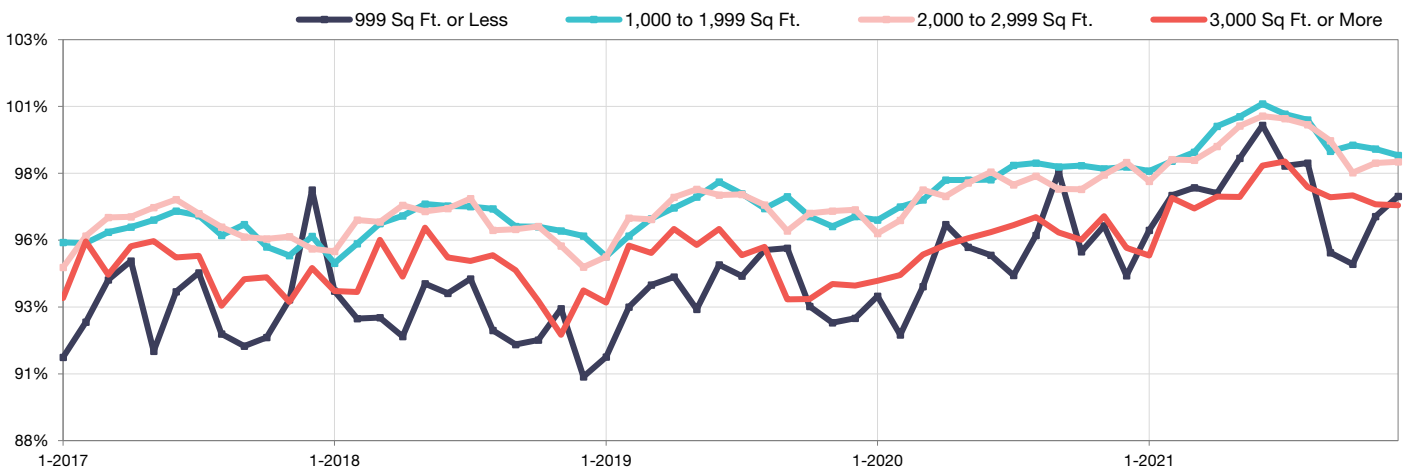
**99.1%**

Percent of Original List Price  
Received in 2021 for  
2,000 to 2,999 Sq Ft.

**97.2%**

Percent of Original List Price  
Received in 2021 for  
3,000 Sq Ft. or More

## Percent of Original List Price Received



# Showings Review

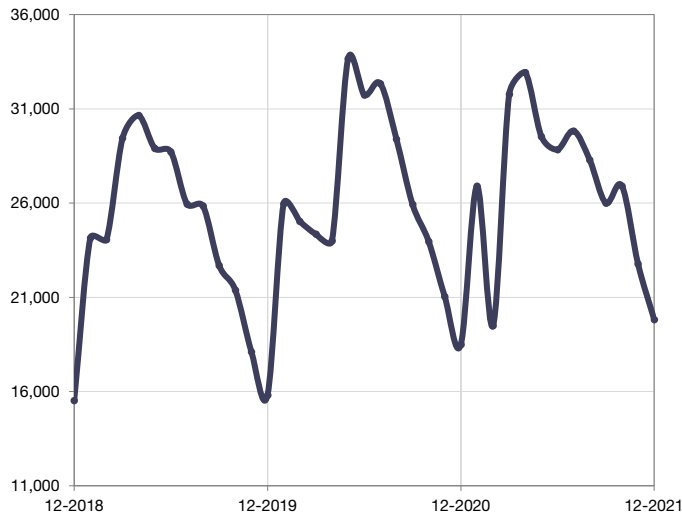
**9**

Median Number of Showings Before Pending

**0.0%**

One-Year Change in Median Showings Before Pending

## Monthly Number of Showings



### Top 10 Areas: Number of Showings

OKC Metro	263,083
Oklahoma City	98,227
Edmond (CITY)	62,649
Mid Del Moore	46,149
Norman	29,646
73099	21,983
73013	18,437
Moore	16,791
73034	16,666
73012	15,827

### Top 10 Areas: Median Number of Showings per Listing

73122	6.5
73008	6.4
73107	6.3
73159	6.2
73003	6.1
73119	6.1
73127	6.0
73112	5.9
73139	5.8
73114	5.7

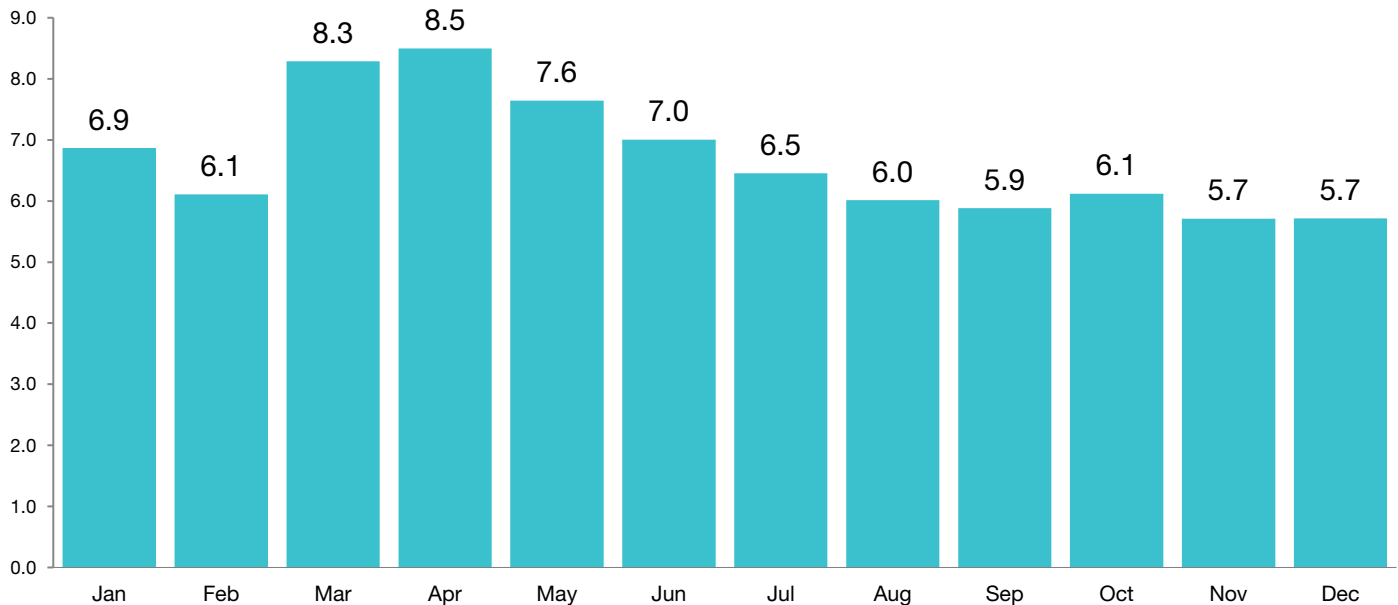
**323,087**

Total Showings in 2021

**April '21**

Peak Showing Activity Month

## 2021 Monthly Showings per Listing





# Area Overviews

For the 50 local areas with the most closed sales.

	Total Closed Sales	Change from 2020	Percent Single Family	Percent Townhouse-Condo	Showings Per Listing	Months Supply of Inventory	Days on Market	Pct. of List Price Received
<b>All MLSOK</b>	<b>29,721</b>	<b>+ 6.9%</b>	<b>97.4%</b>	<b>2.6%</b>	<b>4.2</b>	<b>1.1</b>	<b>22</b>	<b>99.6%</b>
OKC Metro	22,336	+ 3.8%	96.7%	3.3%	4.5	0.8	18	100.3%
Altus	408	+ 12.4%	98.0%	2.0%	0.9	1.1	32	97.5%
Blanchard	389	- 8.3%	100.0%	0.0%	3.7	1.3	22	99.6%
Del City	366	+ 16.6%	100.0%	0.0%	4.5	0.4	15	99.4%
Edmond (73044)	518	+ 15.9%	99.8%	0.2%	3.1	1.2	27	99.3%
Edmond (CITY)	4,893	- 2.7%	98.1%	1.9%	4.4	0.7	19	100.6%
Edmond (LOGAN)	982	+ 3.8%	99.9%	0.1%	3.6	1.1	27	99.7%
Mid Del Moore	4,019	+ 6.5%	99.7%	0.3%	4.6	0.8	14	100.3%
Midwest City	860	+ 9.8%	99.3%	0.7%	4.7	0.6	12	99.5%
Moore	1,333	+ 8.6%	99.4%	0.6%	5.5	0.5	11	101.1%
Norman	2,524	+ 8.9%	93.4%	6.6%	4.1	0.7	23	99.8%
Oklahoma City	7,746	+ 7.7%	94.4%	5.6%	4.8	0.8	18	100.0%
Shawnee	692	+ 18.5%	99.4%	0.6%	2.8	1.2	20	97.9%
Western	843	+ 35.3%	98.1%	1.9%	0.9	3.1	77	96.0%
73003	443	+ 2.1%	93.7%	6.3%	6.1	0.1	9	101.3%
73008	301	+ 15.8%	98.3%	1.7%	6.4	0.5	10	101.3%
73012	1,340	- 8.0%	98.7%	1.3%	4.2	0.6	16	100.8%
73013	1,523	- 1.4%	98.4%	1.6%	4.6	0.6	18	100.5%
73020	439	- 14.9%	99.8%	0.2%	4.3	1.2	18	100.2%
73025	413	+ 4.3%	98.5%	1.5%	3.9	1.0	26	100.1%
73034	1,130	- 3.9%	98.3%	1.7%	4.0	1.1	25	100.3%
73036	323	+ 39.2%	99.4%	0.6%	2.8	1.6	27	98.1%
73064	645	+ 10.6%	100.0%	0.0%	4.2	1.4	18	100.4%
73065	359	+ 15.8%	100.0%	0.0%	3.3	1.8	26	99.8%
73069	515	+ 4.9%	98.3%	1.7%	4.4	0.6	17	99.6%
73078	397	+ 8.2%	100.0%	0.0%	3.3	0.8	22	100.4%
73089	281	+ 27.1%	100.0%	0.0%	3.8	1.1	19	100.2%
73096	222	+ 23.3%	96.4%	3.6%	0.5	1.3	53	96.7%
73099	2,507	- 1.3%	99.8%	0.2%	4.4	0.9	18	100.8%
73107	461	+ 16.4%	100.0%	0.0%	6.3	0.7	18	99.4%
73110	481	+ 13.2%	99.8%	0.2%	5.1	0.5	12	99.4%
73112	562	+ 2.7%	90.7%	9.3%	5.9	0.8	16	99.7%
73114	199	+ 8.2%	99.5%	0.5%	5.7	0.9	16	100.2%
73115	362	+ 17.9%	100.0%	0.0%	4.5	0.4	15	99.4%
73116	283	+ 34.8%	83.0%	17.0%	4.0	1.6	40	97.4%
73118	372	+ 15.9%	93.0%	7.0%	5.6	0.8	29	98.6%
73119	226	+ 40.4%	100.0%	0.0%	6.1	1.0	12	99.7%
73120	822	+ 12.0%	86.7%	13.3%	4.8	0.6	19	99.7%
73122	204	+ 12.1%	97.5%	2.5%	6.5	0.4	10	101.5%
73127	211	+ 12.8%	91.0%	9.0%	6.0	0.3	16	101.9%
73130	403	+ 8.0%	98.8%	1.2%	4.1	0.7	13	99.8%
73132	375	- 8.8%	94.7%	5.3%	5.5	0.7	10	101.0%
73135	336	+ 17.5%	99.7%	0.3%	4.8	0.7	8	101.1%
73139	153	- 7.8%	96.1%	3.9%	5.8	0.4	11	100.0%
73142	327	- 18.3%	97.6%	2.4%	3.5	1.3	27	100.3%
73159	369	+ 3.4%	100.0%	0.0%	6.2	0.4	9	101.4%
73160	1,197	+ 10.4%	99.5%	0.5%	5.3	0.5	10	101.2%
73162	531	- 4.8%	92.5%	7.5%	4.8	0.4	16	101.1%
73179	366	+ 14.7%	99.5%	0.5%	2.7	1.4	20	100.5%
73521	341	+ 9.6%	97.7%	2.3%	1.2	1.1	30	98.0%

# Area Historical Median Prices

For the 50 local areas with the most closed sales.

	2017	2018	2019	2020	2021	Change From 2020	Change From 2017
<b>All MLSOK</b>	<b>\$162,800</b>	<b>\$167,000</b>	<b>\$179,000</b>	<b>\$197,000</b>	<b>\$217,000</b>	<b>+ 10.2%</b>	<b>+ 33.3%</b>
OKC Metro	\$170,000	\$175,000	\$188,030	\$206,000	\$229,000	+ 11.2%	+ 34.7%
Altus	\$123,500	\$130,000	\$132,950	\$149,950	\$165,000	+ 10.0%	+ 33.6%
Blanchard	\$200,000	\$203,000	\$220,000	\$234,786	\$262,500	+ 11.8%	+ 31.3%
Del City	\$76,200	\$81,500	\$85,000	\$103,250	\$116,000	+ 12.3%	+ 52.2%
Edmond (73044)	\$171,900	\$175,250	\$183,000	\$211,800	\$222,000	+ 4.8%	+ 29.1%
Edmond (CITY)	\$236,500	\$240,000	\$255,236	\$270,000	\$302,100	+ 11.9%	+ 27.7%
Edmond (LOGAN)	\$210,200	\$210,000	\$224,000	\$251,250	\$266,886	+ 6.2%	+ 27.0%
Mid Del Moore	\$135,400	\$145,000	\$154,000	\$165,000	\$180,000	+ 9.1%	+ 32.9%
Midwest City	\$99,800	\$113,000	\$117,900	\$134,500	\$142,400	+ 5.9%	+ 42.7%
Moore	\$142,900	\$148,700	\$164,900	\$170,000	\$189,500	+ 11.5%	+ 32.6%
Norman	\$167,500	\$170,000	\$179,000	\$195,756	\$225,000	+ 14.9%	+ 34.3%
Oklahoma City	\$148,450	\$154,900	\$164,000	\$182,000	\$200,000	+ 9.9%	+ 34.7%
Shawnee	\$129,000	\$129,000	\$138,000	\$162,900	\$174,950	+ 7.4%	+ 35.6%
Western	\$133,000	\$127,000	\$134,000	\$135,750	\$150,000	+ 10.5%	+ 12.8%
73003	\$172,000	\$170,000	\$185,000	\$192,750	\$225,000	+ 16.7%	+ 30.8%
73008	\$119,000	\$127,250	\$128,000	\$141,450	\$158,304	+ 11.9%	+ 33.0%
73012	\$226,000	\$226,798	\$242,295	\$252,000	\$279,846	+ 11.1%	+ 23.8%
73013	\$216,200	\$216,000	\$227,322	\$242,000	\$271,340	+ 12.1%	+ 25.5%
73020	\$209,100	\$220,000	\$211,000	\$240,050	\$260,050	+ 8.3%	+ 24.4%
73025	\$310,500	\$325,000	\$335,000	\$365,000	\$412,500	+ 13.0%	+ 32.9%
73034	\$293,500	\$312,000	\$324,900	\$349,900	\$390,000	+ 11.5%	+ 32.9%
73036	\$105,000	\$127,500	\$139,260	\$136,245	\$159,450	+ 17.0%	+ 51.9%
73064	\$178,500	\$199,868	\$208,990	\$220,000	\$245,000	+ 11.4%	+ 37.3%
73065	\$177,241	\$181,200	\$200,450	\$210,375	\$235,000	+ 11.7%	+ 32.6%
73069	\$163,500	\$158,000	\$177,900	\$200,000	\$231,000	+ 15.5%	+ 41.3%
73078	\$204,189	\$227,900	\$235,000	\$228,000	\$268,490	+ 17.8%	+ 31.5%
73089	\$207,000	\$208,500	\$229,950	\$235,000	\$263,000	+ 11.9%	+ 27.1%
73096	\$179,950	\$175,000	\$180,000	\$185,000	\$196,500	+ 6.2%	+ 9.2%
73099	\$178,000	\$183,900	\$190,442	\$205,000	\$230,000	+ 12.2%	+ 29.2%
73107	\$115,000	\$119,900	\$129,950	\$150,000	\$169,900	+ 13.3%	+ 47.7%
73110	\$81,500	\$89,000	\$90,000	\$115,000	\$125,000	+ 8.7%	+ 53.4%
73112	\$125,000	\$132,000	\$140,000	\$159,000	\$175,000	+ 10.1%	+ 40.0%
73114	\$78,638	\$93,393	\$95,500	\$122,700	\$140,000	+ 14.1%	+ 78.0%
73115	\$70,000	\$81,500	\$84,450	\$99,600	\$115,000	+ 15.5%	+ 64.3%
73116	\$234,500	\$220,000	\$206,000	\$252,250	\$292,000	+ 15.8%	+ 24.5%
73118	\$180,000	\$180,000	\$212,000	\$219,000	\$241,500	+ 10.3%	+ 34.2%
73119	\$61,500	\$65,500	\$69,000	\$74,750	\$98,100	+ 31.2%	+ 59.5%
73120	\$155,598	\$161,000	\$172,000	\$200,000	\$206,500	+ 3.3%	+ 32.7%
73122	\$116,000	\$129,000	\$136,000	\$154,500	\$165,000	+ 6.8%	+ 42.2%
73127	\$110,825	\$124,000	\$121,000	\$140,000	\$165,000	+ 17.9%	+ 48.9%
73130	\$149,900	\$155,000	\$165,000	\$179,500	\$185,000	+ 3.1%	+ 23.4%
73132	\$153,000	\$163,000	\$159,900	\$179,000	\$203,000	+ 13.4%	+ 32.7%
73135	\$126,700	\$133,000	\$144,950	\$156,450	\$175,000	+ 11.9%	+ 38.1%
73139	\$112,500	\$121,500	\$129,950	\$144,950	\$157,500	+ 8.7%	+ 40.0%
73142	\$227,990	\$238,603	\$252,000	\$274,950	\$322,534	+ 17.3%	+ 41.5%
73159	\$115,000	\$114,900	\$125,000	\$135,250	\$155,000	+ 14.6%	+ 34.8%
73160	\$145,000	\$152,395	\$163,500	\$170,000	\$189,000	+ 11.2%	+ 30.3%
73162	\$170,000	\$175,000	\$187,500	\$205,500	\$230,000	+ 11.9%	+ 35.3%
73179	\$165,850	\$178,295	\$186,565	\$205,000	\$233,914	+ 14.1%	+ 41.0%
73521	\$139,000	\$136,000	\$141,000	\$155,500	\$179,000	+ 15.1%	+ 28.8%