

April 2021

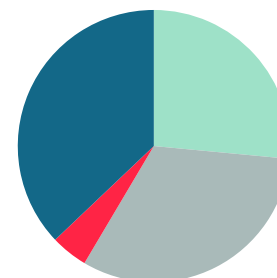
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	April 2021	+/-%
Closed Listings	939	1,159	23.43%
Pending Listings	971	1,400	44.18%
New Listings	1,332	1,519	14.04%
Average List Price	187,665	250,112	33.28%
Average Sale Price	184,628	247,040	33.80%
Average Percent of Selling Price to List Price	98.42%	99.56%	1.16%
Average Days on Market to Sale	33.57	22.85	-31.92%
End of Month Inventory	4,058	1,622	-60.03%
Months Supply of Inventory	4.00	1.44	-64.14%



■ Closed (26.50%)
■ Pending (32.01%)
■ Other OffMarket (4.39%)
■ Active (37.09%)

Absorption: Last 12 months, an Average of **1,130** Sales/Month
Active Inventory as of April 30, 2021 = **1,622**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **60.03%** to 1,622 existing homes available for sale. Over the last 12 months this area has had an average of 1,130 closed sales per month. This represents an unsold inventory index of **1.44** 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 **33.80%** in April 2021 to \$247,040 versus the previous year at \$184,628.

Average Days on Market Shortens

The average number of **22.85** days that homes spent on the market before selling decreased by 10.72 days or **31.92%** in April 2021 compared to last year's same month at **33.57** DOM.

Sales Success for April 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 1,519 New Listings in April 2021, up **14.04%** from last year at 1,332. Furthermore, there were 1,159 Closed Listings this month versus last year at 939, a **23.43%** increase.

Closed versus Listed trends yielded a **76.3%** ratio, up from previous year's, April 2020, at **70.5%**, a **8.23%** 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

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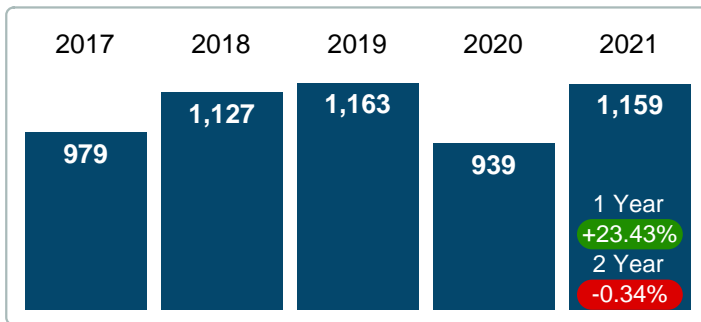
Area Delimited by County Of Tulsa



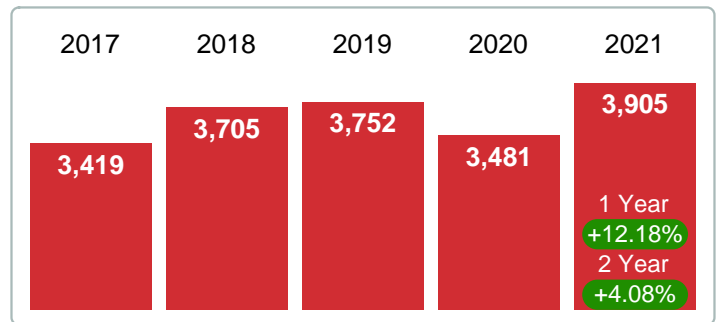
CLOSED LISTINGS

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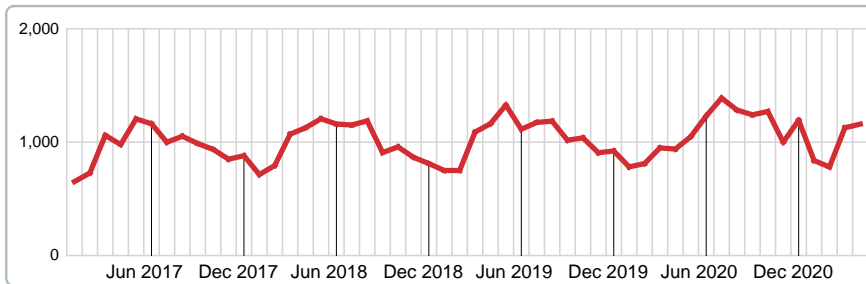
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

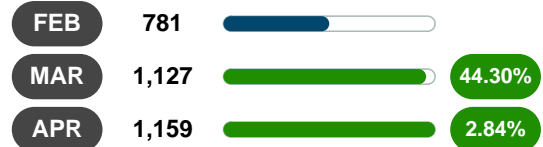


3 MONTHS

5 year APR AVG = 1,073

High Jul 2020 1,388 Low Jan 2017 652

Closed Listings this month at 1,159
above the 5 yr APR average of 1,073



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	110	9.49%	24.6	31	59	20	0
\$25,001 - \$100,000	117	10.09%	27.8	73	36	5	3
\$100,001 - \$175,000	211	18.21%	14.3	46	153	12	0
\$175,001 - \$250,000	283	24.42%	10.9	23	176	75	9
\$250,001 - \$325,000	172	14.84%	19.6	16	83	66	7
\$325,001 - \$425,000	137	11.82%	31.1	6	41	73	17
\$425,001 and up	129	11.13%	52.5	11	15	70	33
Total Closed Units	1,159			206	563	321	69
Total Closed Volume	286,319,132	100%	22.9	35.16M	110.04M	107.14M	33.97M
Average Closed Price	\$247,040			\$170,692	\$195,461	\$333,775	\$492,320

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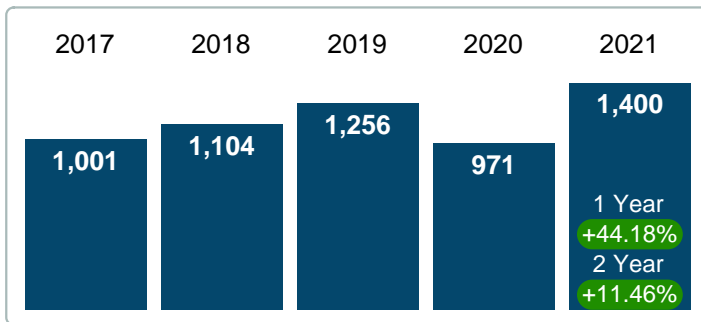
Area Delimited by County Of Tulsa



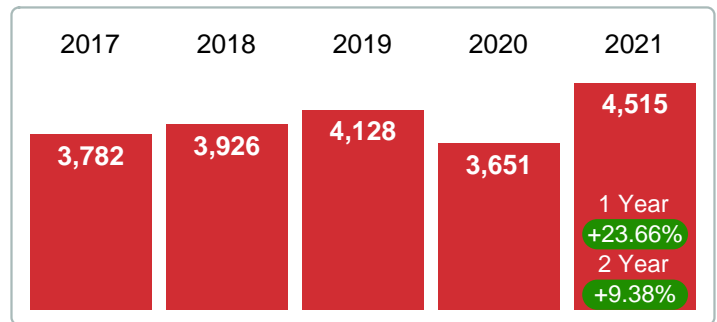
PENDING LISTINGS

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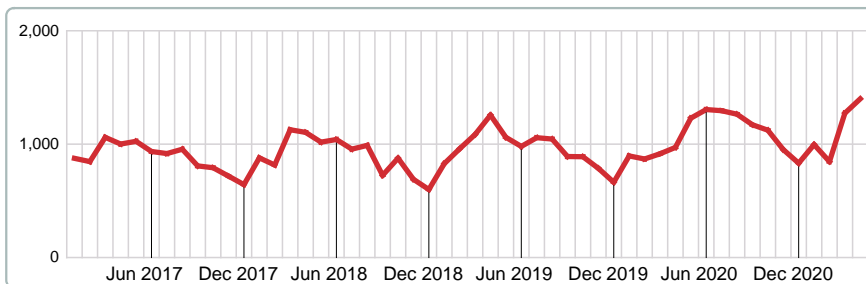
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,146

High Apr 2021 1,400 Low Dec 2018 600

Pending Listings this month at 1,400 above the 5 yr APR average of 1,146



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	102	7.29%	24.9	44	44	14	0
\$50,001 - \$100,000	167	11.93%	94.8	80	79	8	0
\$100,001 - \$175,000	274	19.57%	18.2	48	196	29	1
\$175,001 - \$225,000	240	17.14%	9.4	25	162	52	1
\$225,001 - \$325,000	305	21.79%	15.1	13	143	125	24
\$325,001 - \$425,000	153	10.93%	30.2	16	32	85	20
\$425,001 and up	159	11.36%	46.5	14	20	83	42
Total Pending Units	1,400			240	676	396	88
Total Pending Volume	350,613,821	100%	17.3	37.35M	128.29M	141.52M	43.45M
Average Listing Price	\$171,389			\$155,635	\$189,778	\$357,370	\$493,781



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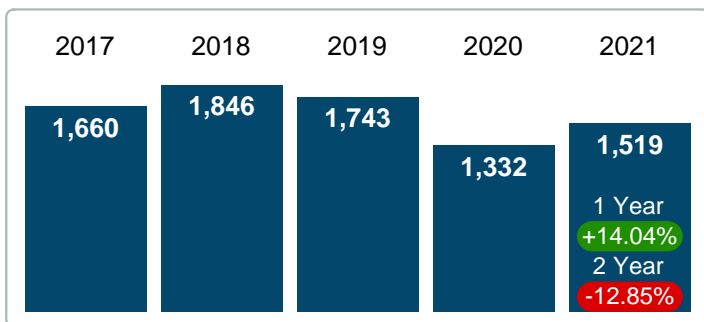
Area Delimited by County Of Tulsa



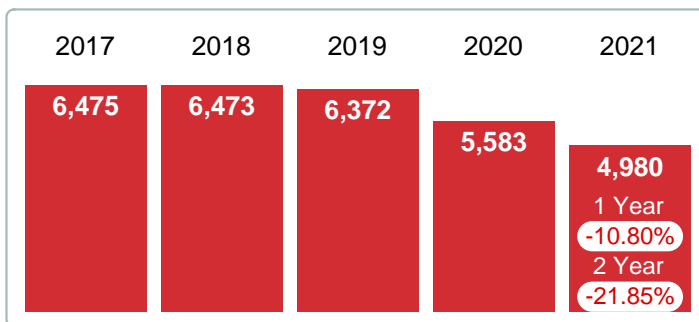
NEW LISTINGS

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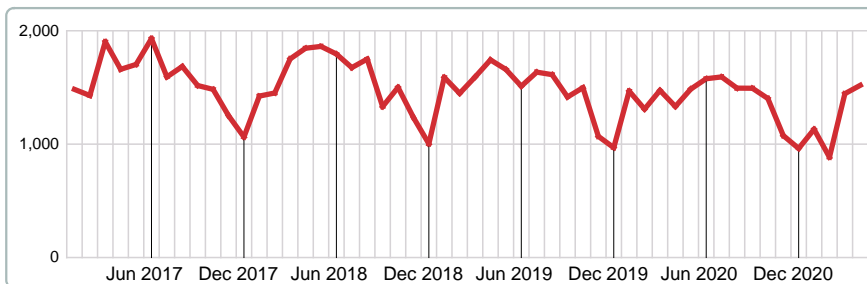
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,620

High Jun 2017 1,931 Low Feb 2021 885

New Listings this month at 1,519
below the 5 yr APR average of 1,620



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	152	10.01%	63	75	13	1
\$50,001 - \$130,000	180	11.85%	87	81	11	1
\$130,001 - \$180,000	240	15.80%	32	182	24	2
\$180,001 - \$250,000	361	23.77%	49	227	77	8
\$250,001 - \$350,000	229	15.08%	10	90	108	21
\$350,001 - \$500,000	206	13.56%	27	47	107	25
\$500,001 and up	151	9.94%	26	24	67	34
Total New Listed Units	1,519		294	726	407	92
Total New Listed Volume	428,169,199	100%	69.55M	152.41M	149.31M	56.90M
Average New Listed Listing Price	\$146,270		\$236,569	\$209,932	\$366,860	\$618,427

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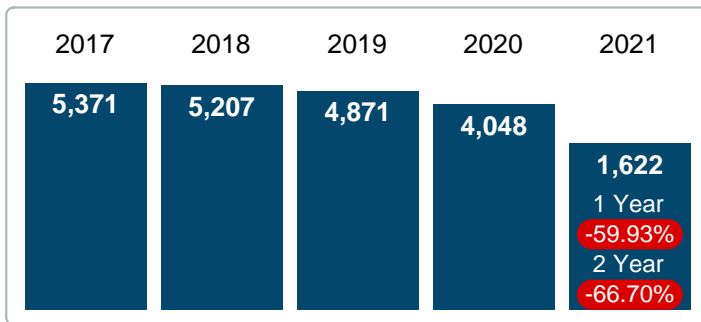
Area Delimited by County Of Tulsa



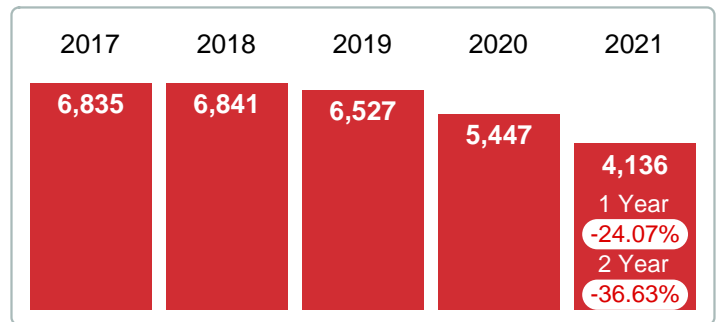
ACTIVE INVENTORY

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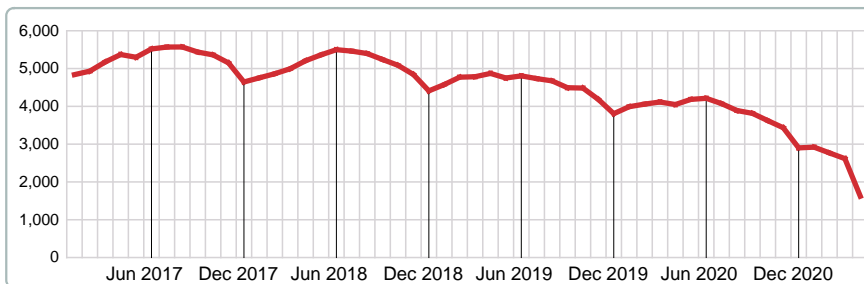
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

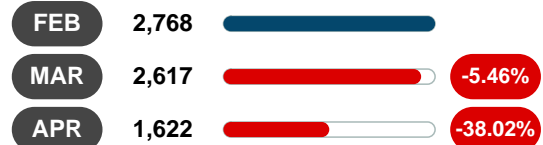


3 MONTHS

5 year APR AVG = 4,224

High Aug 2017 5,571 Low Apr 2021 1,622

Inventory this month at 1,622 below the 5 yr APR average of 4,224



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	110	6.78%	57.6	62	39	7	2
\$25,001 - \$125,000	250	15.41%	94.6	187	57	6	0
\$125,001 - \$200,000	245	15.10%	69.6	119	111	11	4
\$200,001 - \$375,000	370	22.81%	54.8	86	156	109	19
\$375,001 - \$600,000	286	17.63%	87.5	91	54	102	39
\$600,001 - \$1,100,000	200	12.33%	93.3	78	14	54	54
\$1,100,001 and up	161	9.93%	139.0	101	4	20	36
Total Active Inventory by Units			1,622	724	435	309	154
Total Active Inventory by Volume			811,632,222	396.56M	108.83M	159.62M	146.63M
Average Active Inventory Listing Price			\$500,390	\$547,735	\$250,181	\$516,560	\$952,119

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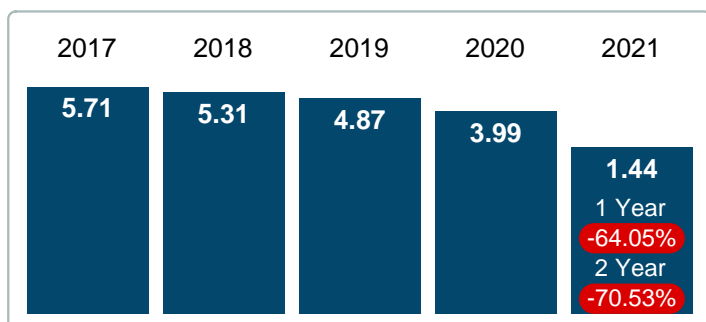
Area Delimited by County Of Tulsa



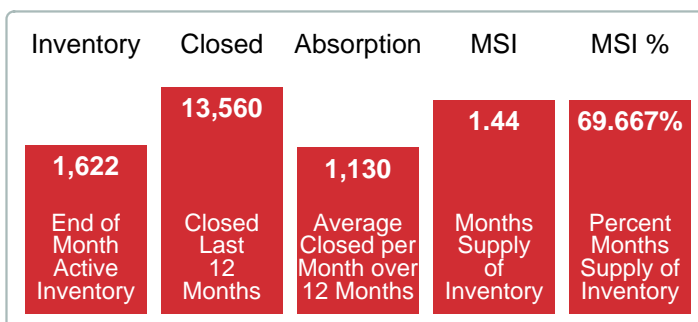
MONTHS SUPPLY of INVENTORY (MSI)

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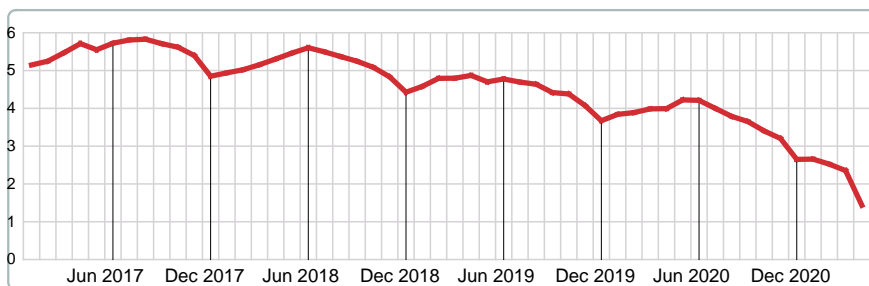
MSI FOR APRIL



INDICATORS FOR APRIL 2021

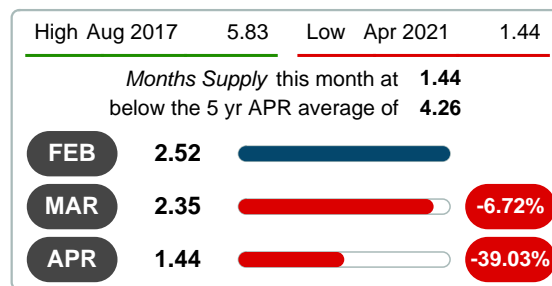


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 4.26



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	110	6.78%	0.88	1.91	0.55	0.35	1.33
\$25,001 - \$125,000	250	15.41%	1.48	2.52	0.68	0.61	0.00
\$125,001 - \$200,000	245	15.10%	0.81	3.90	0.50	0.24	1.41
\$200,001 - \$375,000	370	22.81%	0.95	3.94	0.98	0.60	0.73
\$375,001 - \$600,000	286	17.63%	2.69	20.60	2.68	1.65	1.96
\$600,001 - \$1,100,000	200	12.33%	5.81	27.53	3.82	3.03	5.36
\$1,100,001 and up	161	9.93%	26.47	75.75	9.60	10.00	15.43
Market Supply of Inventory (MSI)			1.44	4.32	0.78	0.91	2.42
Total Active Inventory by Units		100%	1,622	724	435	309	154

April 2021

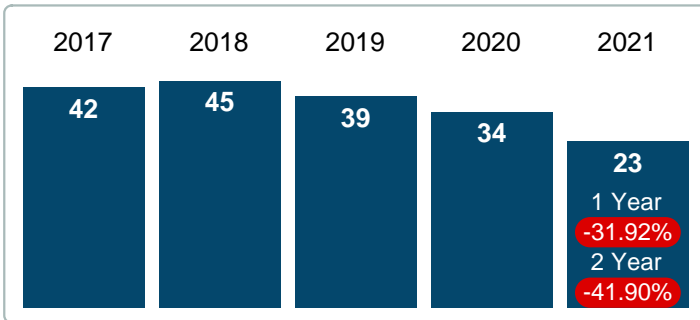
Area Delimited by County Of Tulsa



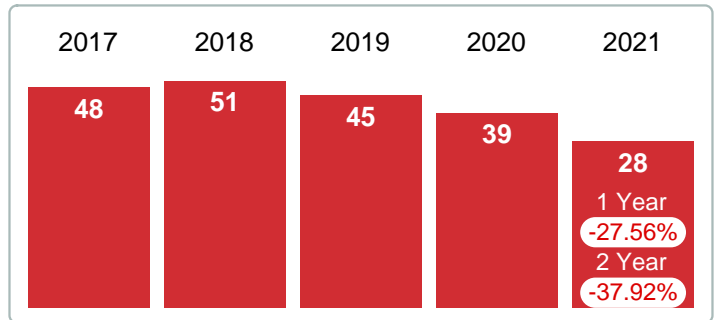
AVERAGE DAYS ON MARKET TO SALE

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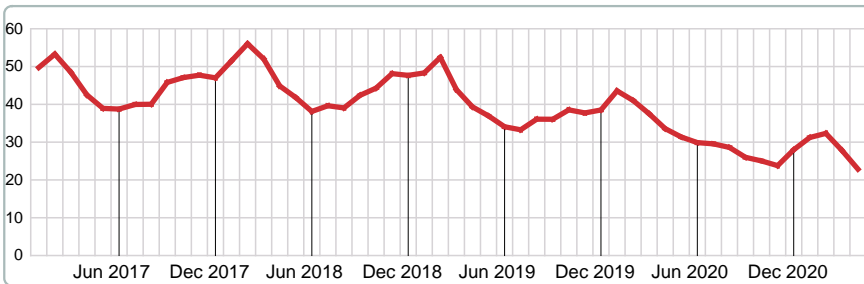
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

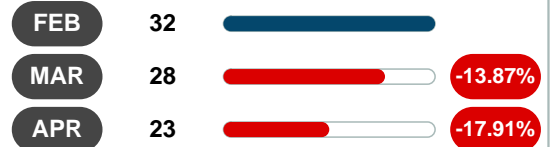


3 MONTHS

5 year APR AVG = 37

High Feb 2018 56 Low Apr 2021 23

Average Days on Market to Sale this month at 23 below the 5 yr APR average of 37



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	9.49%	25	31	20	26	0
\$25,001 - \$100,000	10.09%	28	34	10	72	19
\$100,001 - \$175,000	18.21%	14	33	9	14	0
\$175,001 - \$250,000	24.42%	11	32	8	11	22
\$250,001 - \$325,000	14.84%	20	79	13	14	10
\$325,001 - \$425,000	11.82%	31	100	38	25	15
\$425,001 and up	11.13%	53	75	46	54	44
Average Closed DOM		23	41	14	26	29
Total Closed Units	100%	23	206	563	321	69
Total Closed Volume		286,319,132	35.16M	110.04M	107.14M	33.97M

April 2021



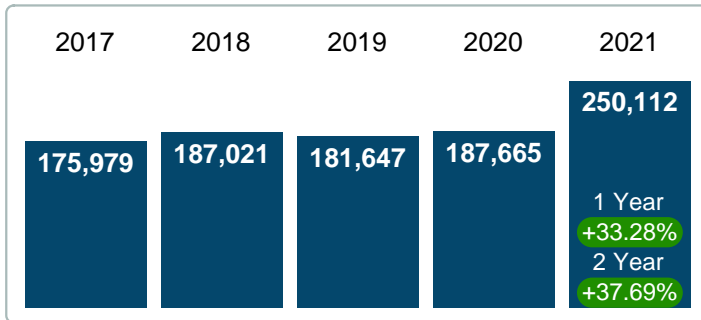
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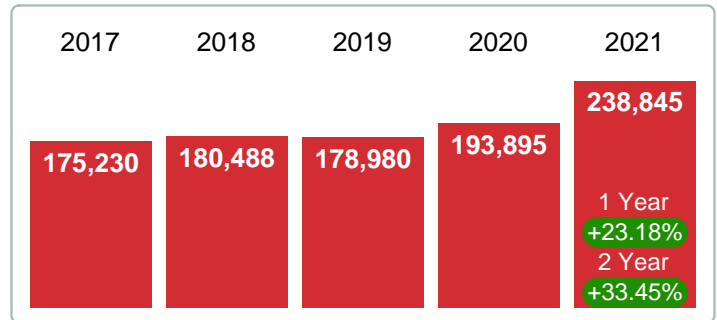
AVERAGE LIST PRICE AT CLOSING

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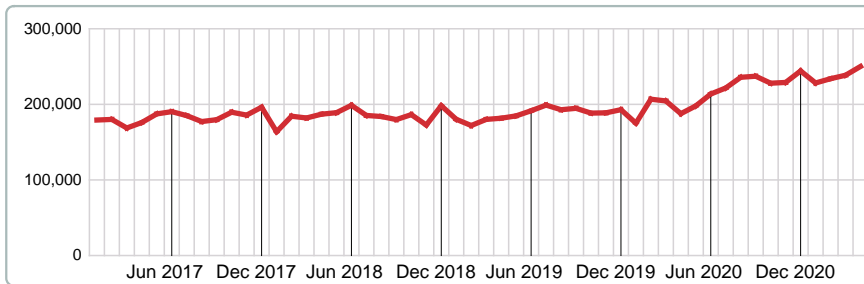
APRIL



YEAR TO DATE (YTD)

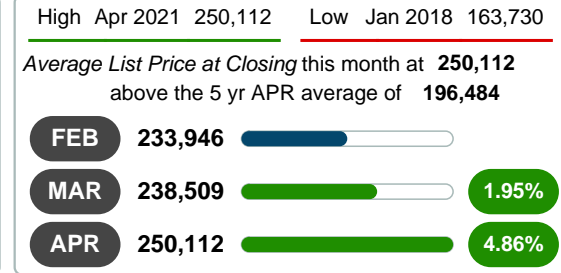


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 196,484



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	9.58%	3,113	4,140	1,914	3,981	0
\$25,001 - \$100,000	10.35%	70,887	67,797	73,464	72,380	106,633
\$100,001 - \$175,000	19.41%	146,213	139,371	143,882	143,550	0
\$175,001 - \$250,000	22.78%	213,266	219,735	206,344	217,155	223,300
\$250,001 - \$325,000	14.41%	285,037	315,964	281,942	289,098	287,129
\$325,001 - \$425,000	12.60%	370,802	369,150	366,287	374,442	360,657
\$425,001 and up	10.87%	714,992	1,186,359	703,920	619,183	735,509
Average List Price		250,112	178,946	195,499	337,097	503,514
Total Closed Units	100%	250,112	206	563	321	69
Total Closed Volume		289,879,476	36.86M	110.07M	108.21M	34.74M

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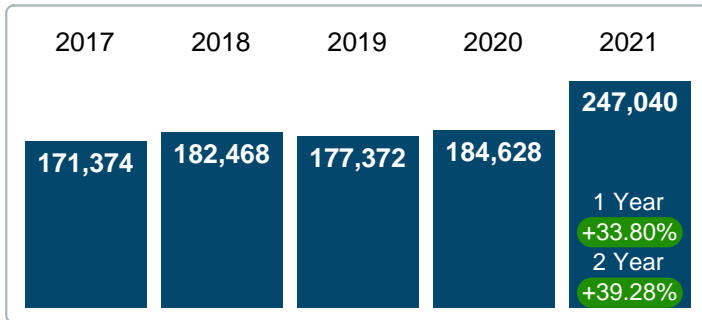
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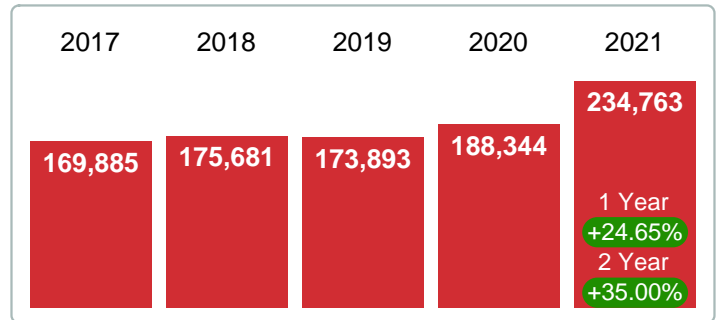
AVERAGE SOLD PRICE AT CLOSING

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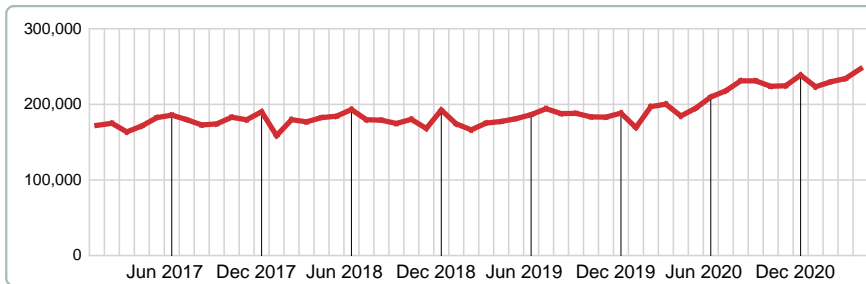
APRIL



YEAR TO DATE (YTD)

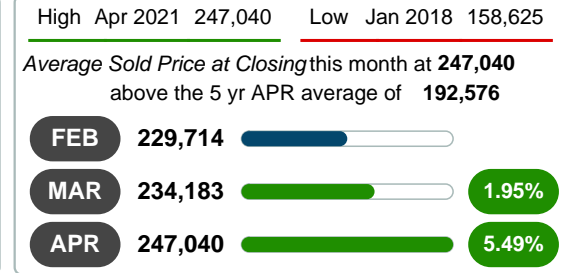


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 192,576



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	9.49%	2,974	3,948	2,127	3,962	0
\$25,001 - \$100,000	10.09%	67,057	64,945	69,144	70,400	87,833
\$100,001 - \$175,000	18.21%	143,042	137,222	144,528	146,405	0
\$175,001 - \$250,000	24.42%	211,950	211,050	208,789	218,226	223,767
\$250,001 - \$325,000	14.84%	286,154	294,438	282,217	288,864	288,357
\$325,001 - \$425,000	11.82%	369,024	365,817	366,297	372,357	362,416
\$425,001 and up	11.13%	683,782	1,111,546	675,200	604,854	712,518
Average Sold Price		247,040	170,692	195,461	333,775	492,320
Total Closed Units	100%	247,040	206	563	321	69
Total Closed Volume		286,319,132	35.16M	110.04M	107.14M	33.97M

April 2021

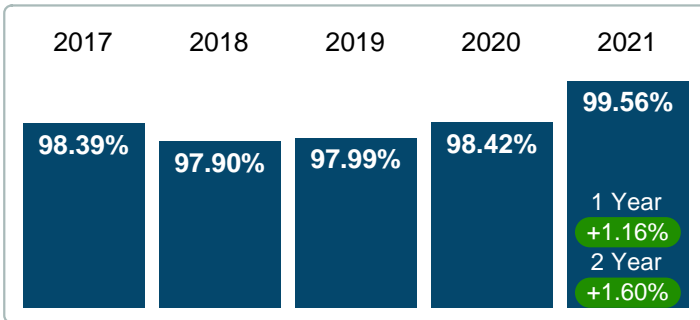
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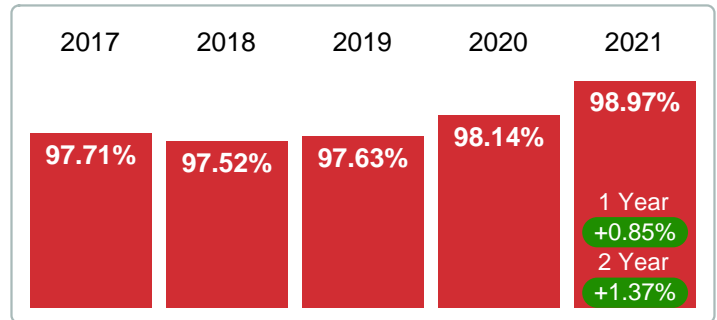
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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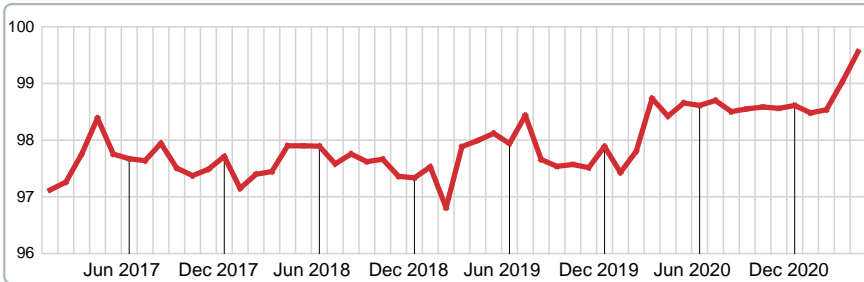
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

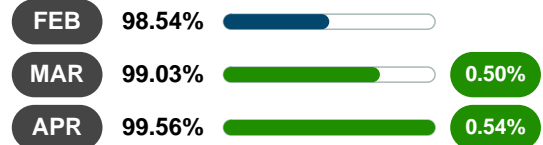


3 MONTHS

5 year APR AVG = 98.45%

High Apr 2021 99.56% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **99.56%**
above the 5 yr APR average of **98.45%**



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	110	9.49%	100.76%	98.54%	102.52%	98.99%	0.00%
\$25,001 - \$100,000	117	10.09%	95.78%	96.18%	95.23%	99.43%	86.60%
\$100,001 - \$175,000	211	18.21%	100.35%	98.90%	100.63%	102.34%	0.00%
\$175,001 - \$250,000	283	24.42%	100.77%	96.34%	101.38%	100.76%	100.29%
\$250,001 - \$325,000	172	14.84%	99.67%	95.23%	100.18%	100.03%	100.42%
\$325,001 - \$425,000	137	11.82%	99.79%	99.06%	100.03%	99.56%	100.44%
\$425,001 and up	129	11.13%	97.64%	93.09%	97.50%	98.39%	97.62%
Average Sold/List Ratio		99.60%		97.01%	100.52%	99.75%	98.47%
Total Closed Units		1,159	100%	206	563	321	69
Total Closed Volume		286,319,132		35.16M	110.04M	107.14M	33.97M

April 2021

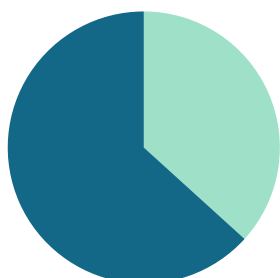
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

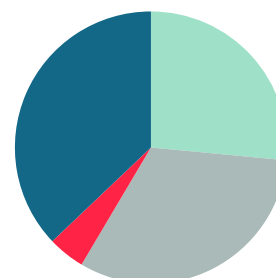


Inventory
 New Listings
1,519 = 36.73%
 Start Inventory
2,617
 Total Inventory Units
4,136
 Volume
\$1,496,875,765

Market Activity

Closed Sales
1,159 = 26.50%
 Pending Sales
1,400 = 32.01%
 Other Off Market
192 = 4.39%
 Active Inventory
1,622 = 37.09%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	939	1,159	23.43%	3,481	3,905	12.18%
Pending Sales	971	1,400	44.18%	3,651	4,515	23.66%
New Listings	1,332	1,519	14.04%	5,583	4,980	-10.80%
Average List Price	187,665	250,112	33.28%	193,895	238,845	23.18%
Average Sale Price	184,628	247,040	33.80%	188,344	234,763	24.65%
Average Percent of Selling Price to List Price	98.42%	99.56%	1.16%	98.14%	98.97%	0.85%
Average Days on Market to Sale	33.57	22.85	-31.92%	38.63	27.98	-27.56%
Monthly Inventory	4,058	1,622	-60.03%	4,058	1,622	-60.03%
Months Supply of Inventory	4.00	1.44	-64.14%	4.00	1.44	-64.14%

Absorption: Last 12 months, an Average of **1,130** Sales/Month

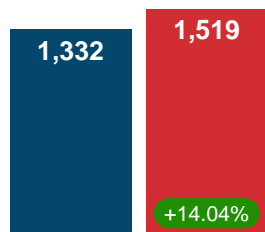
Inventory on April 30, 2021 = **1,622**

2020 **2021**

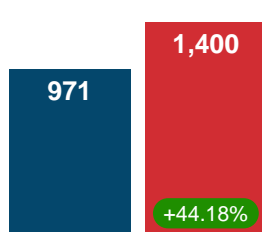
APRIL MARKET

AVERAGE PRICES

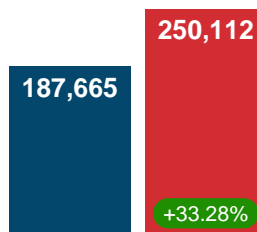
New Listings



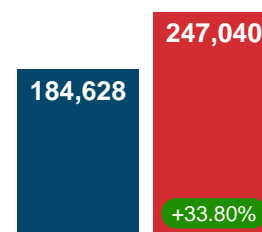
Pending Listings



List Price



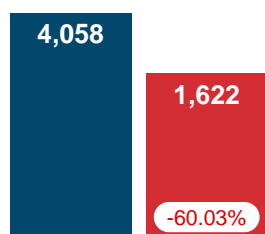
Sale Price



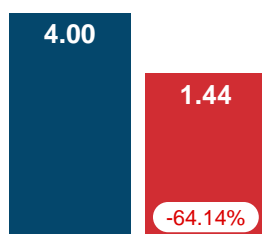
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

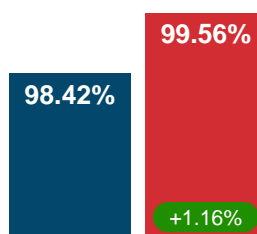
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

