

April 2021

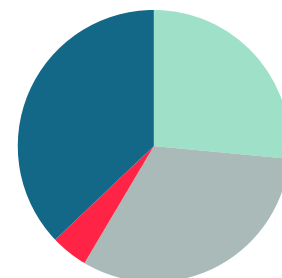
Area Delimited by County Of Tulsa



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%
Median List Price	168,500	212,000	25.82%
Median Sale Price	166,000	210,210	26.63%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	14.00	5.00	-64.29%
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.

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 **26.63%** in April 2021 to \$210,210 versus the previous year at \$166,000.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 9.00 days or **64.29%** in April 2021 compared to last year's same month at **14.00** DOM.

Sales Success for April 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 1,519 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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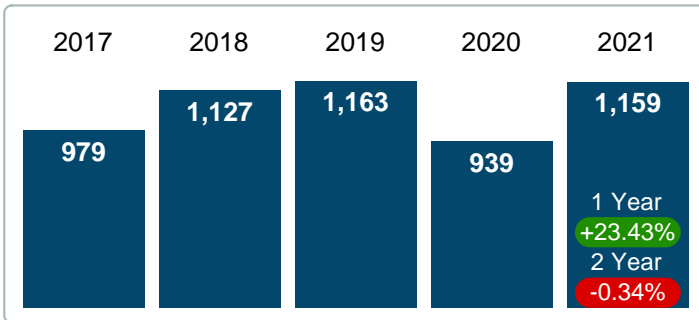
Area Delimited by County Of Tulsa



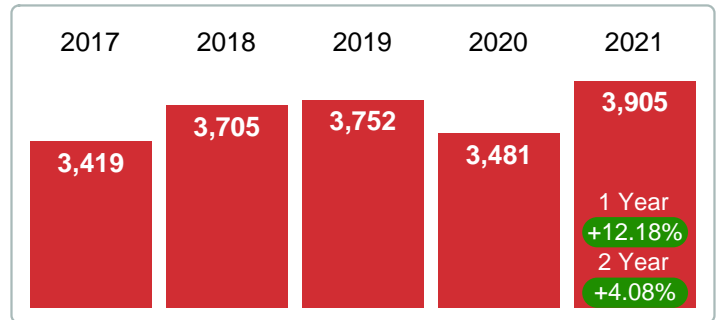
CLOSED LISTINGS

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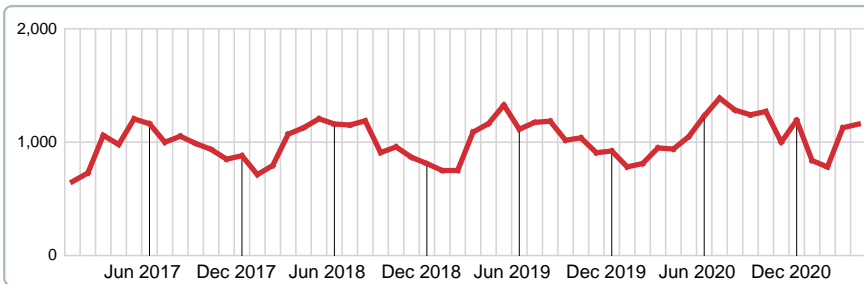
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

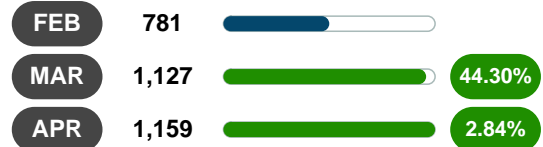


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	110	9.49%	11.0	31	59	20	0
\$25,001 - \$100,000	117	10.09%	9.0	73	36	5	3
\$100,001 - \$175,000	211	18.21%	4.0	46	153	12	0
\$175,001 - \$250,000	283	24.42%	3.0	23	176	75	9
\$250,001 - \$325,000	172	14.84%	3.0	16	83	66	7
\$325,001 - \$425,000	137	11.82%	4.0	6	41	73	17
\$425,001 and up	129	11.13%	18.0	11	15	70	33
Total Closed Units	1,159			206	563	321	69
Total Closed Volume	286,319,132	100%	5.0	35.16M	110.04M	107.14M	33.97M
Median Closed Price	\$210,210			\$99,500	\$185,500	\$299,999	\$398,550

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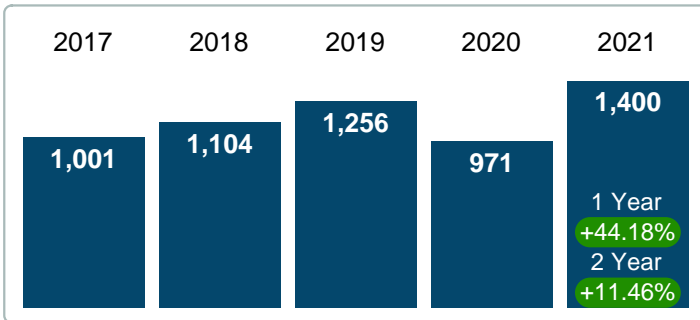
Area Delimited by County Of Tulsa



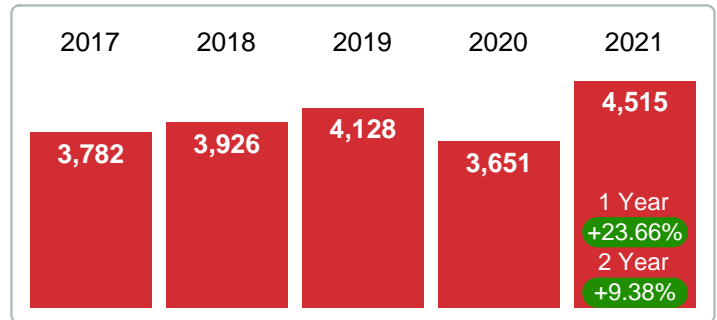
PENDING LISTINGS

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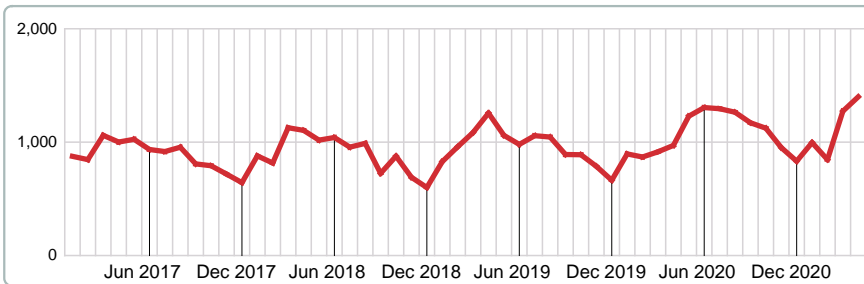
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

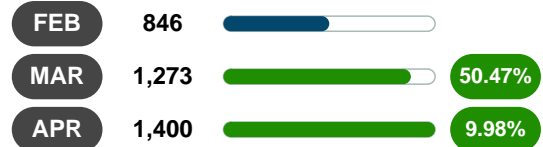


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	102	7.29%	12.0	44	44	14	0
\$50,001 - \$100,000	167	11.93%	52.0	80	79	8	0
\$100,001 - \$175,000	274	19.57%	4.0	48	196	29	1
\$175,001 - \$225,000	240	17.14%	4.0	25	162	52	1
\$225,001 - \$325,000	305	21.79%	5.0	13	143	125	24
\$325,001 - \$425,000	153	10.93%	6.0	16	32	85	20
\$425,001 and up	159	11.36%	18.0	14	20	83	42
Total Pending Units	1,400			240	676	396	88
Total Pending Volume	350,613,821	100%	6.0	37.35M	128.29M	141.52M	43.45M
Median Listing Price	\$205,750			\$99,725	\$179,900	\$299,900	\$417,450

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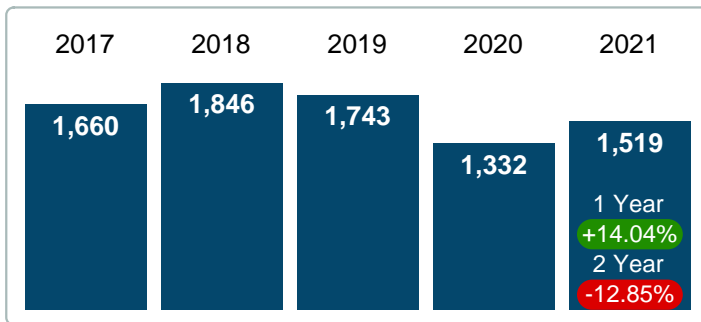
Area Delimited by County Of Tulsa



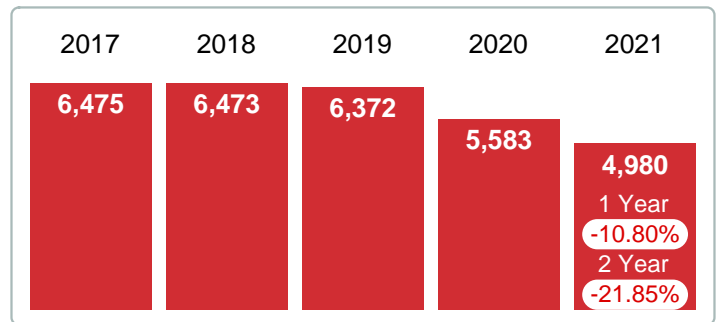
NEW LISTINGS

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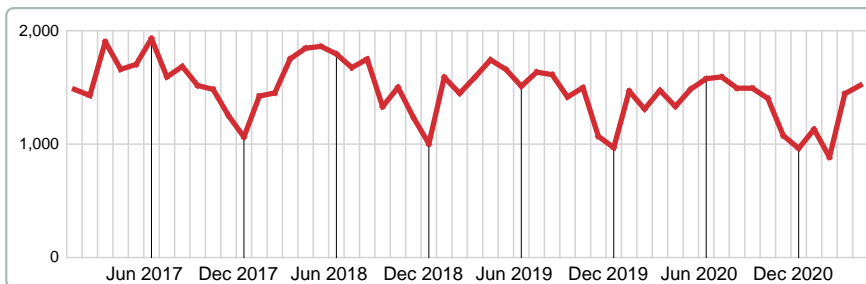
APRIL



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 - \$125,000	161	10.60%	80	69	11	1
\$125,001 - \$175,000	225	14.81%	37	166	20	2
\$175,001 - \$250,000	395	26.00%	51	255	81	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
Median New Listed Listing Price	\$215,000		\$129,900	\$185,900	\$320,000	\$435,000

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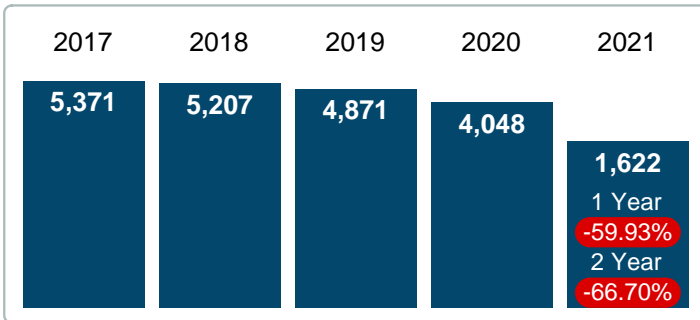
Area Delimited by County Of Tulsa



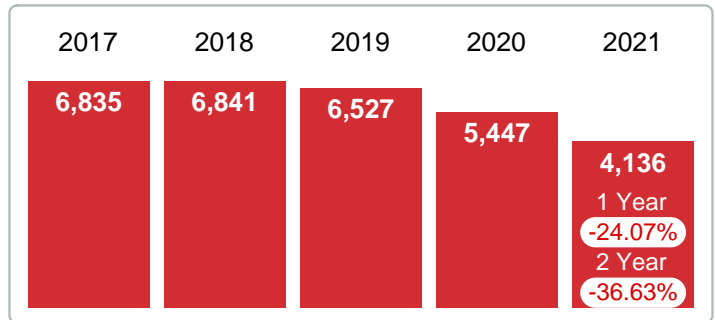
ACTIVE INVENTORY

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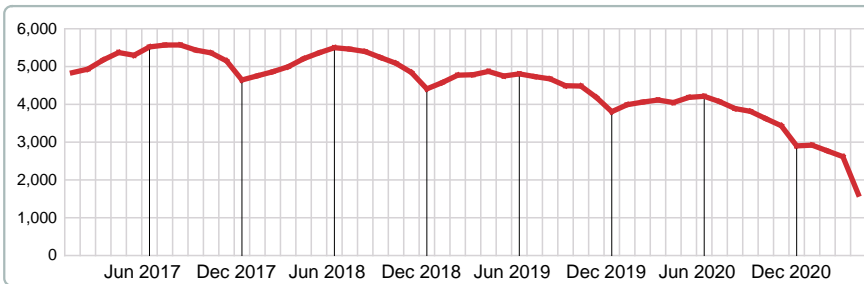
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

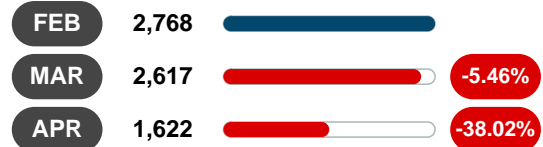


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	110	6.78%	23.0	62	39	7	2
\$25,001 - \$125,000	250	15.41%	58.0	187	57	6	0
\$125,001 - \$200,000	245	15.10%	38.0	119	111	11	4
\$200,001 - \$375,000	370	22.81%	31.0	86	156	109	19
\$375,001 - \$600,000	286	17.63%	51.0	91	54	102	39
\$600,001 - \$1,100,000	200	12.33%	66.5	78	14	54	54
\$1,100,001 and up	161	9.93%	106.0	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
Median Active Inventory Listing Price			\$299,125	\$199,900	\$209,900	\$417,900	\$694,200

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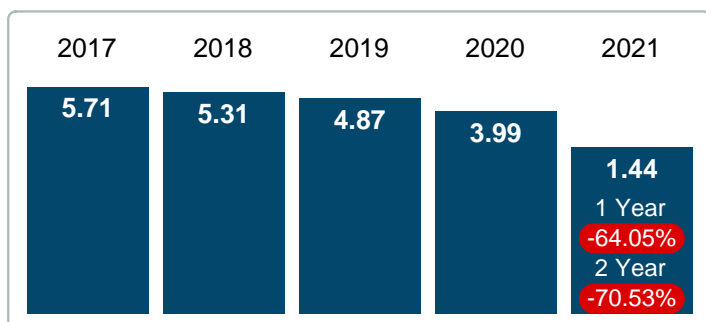
Area Delimited by County Of Tulsa



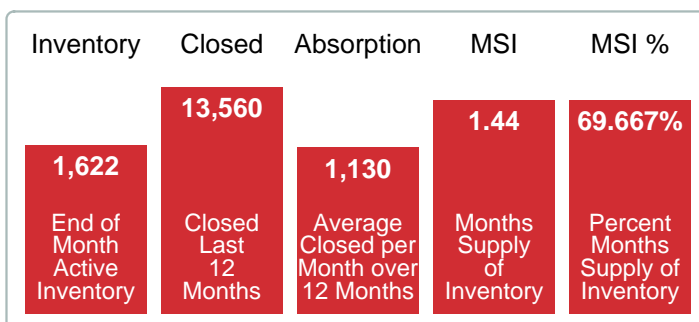
MONTHS SUPPLY of INVENTORY (MSI)

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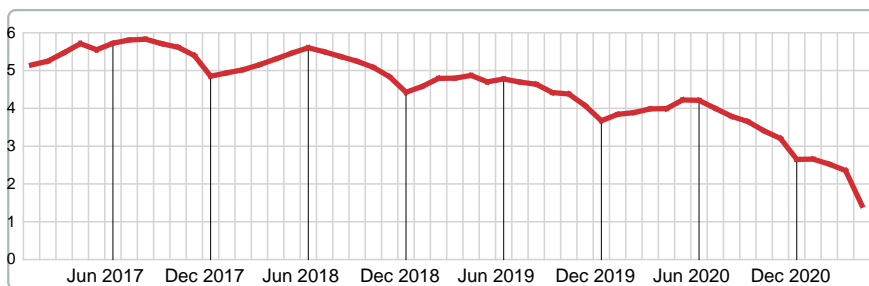
MSI FOR APRIL



INDICATORS FOR APRIL 2021

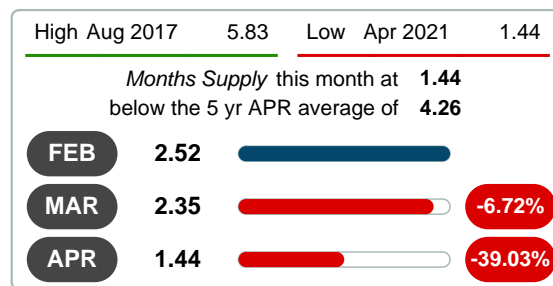


5 YEAR MARKET ACTIVITY TRENDS



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

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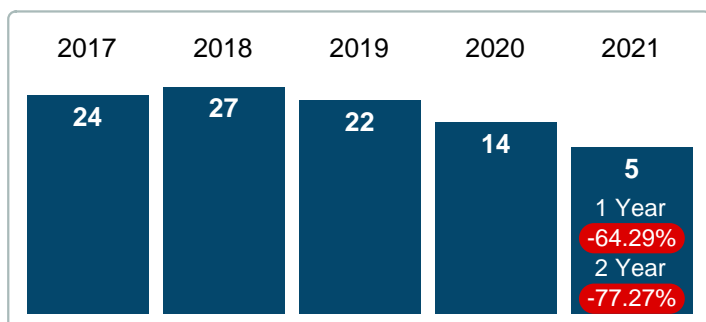
Area Delimited by County Of Tulsa



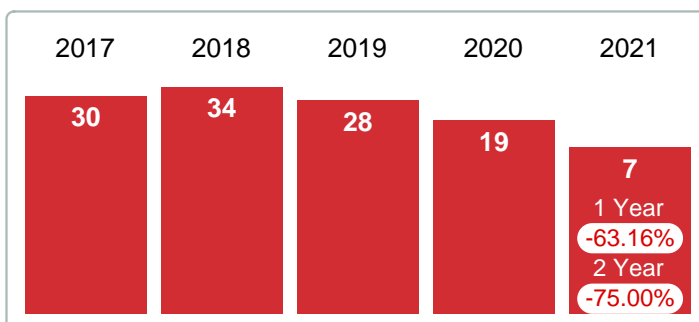
MEDIAN DAYS ON MARKET TO SALE

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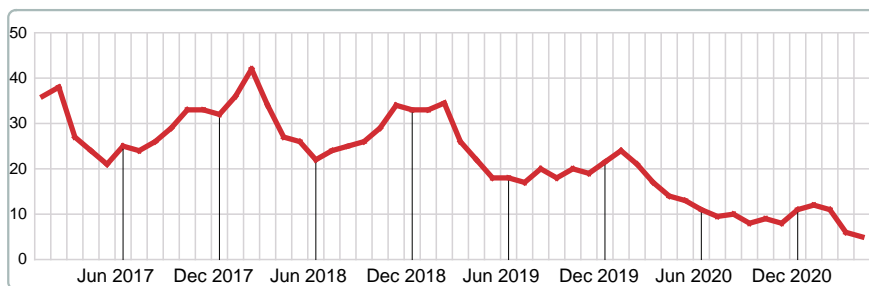
APRIL



YEAR TO DATE (YTD)

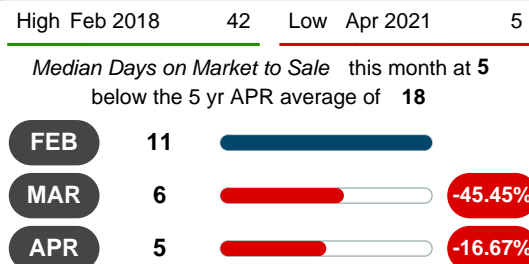


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 18



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	9.49%	11	16	9	13	0
\$25,001 - \$100,000	10.09%	9	13	4	32	19
\$100,001 - \$175,000	18.21%	4	4	4	5	0
\$175,001 - \$250,000	24.42%	3	12	3	3	4
\$250,001 - \$325,000	14.84%	3	62	2	4	3
\$325,001 - \$425,000	11.82%	4	60	4	4	4
\$425,001 and up	11.13%	18	76	8	7	19
Median Closed DOM		5	13	4	5	12
Total Closed Units	100%	1,159	206	563	321	69
Total Closed Volume		286,319,132	35.16M	110.04M	107.14M	33.97M

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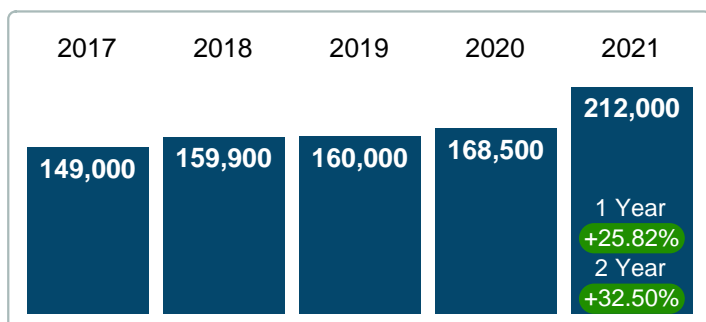
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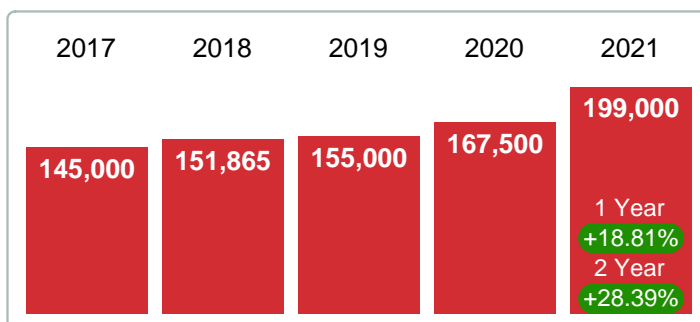
MEDIAN LIST PRICE AT CLOSING

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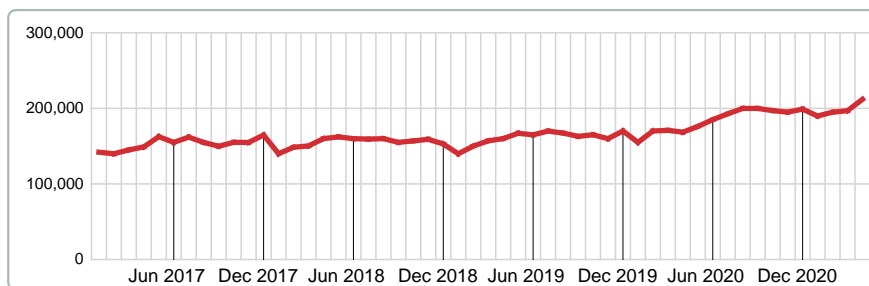
APRIL



YEAR TO DATE (YTD)

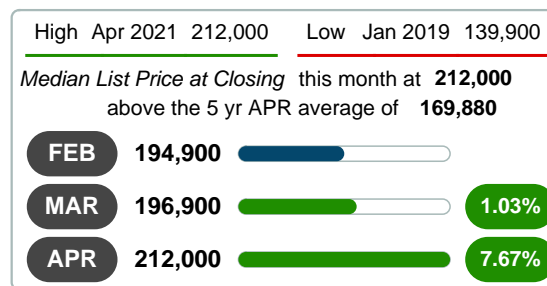


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 169,880



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	9.58%	1,350	1,000	1,300	1,995	0
\$25,001 - \$100,000	10.35%	68,750	65,000	80,000	80,000	83,950
\$100,001 - \$175,000	19.41%	149,800	142,250	150,000	148,500	152,000
\$175,001 - \$250,000	22.78%	214,900	220,750	210,000	219,000	227,500
\$250,001 - \$325,000	14.41%	282,025	292,500	279,700	289,000	280,000
\$325,001 - \$425,000	12.60%	369,900	369,900	365,000	375,000	359,900
\$425,001 and up	10.87%	579,500	840,000	597,000	550,610	550,000
Median List Price		212,000	99,500	184,900	299,900	398,550
Total Closed Units	100%	212,000	206	563	321	69
Total Closed Volume		289,879,476	36.86M	110.07M	108.21M	34.74M

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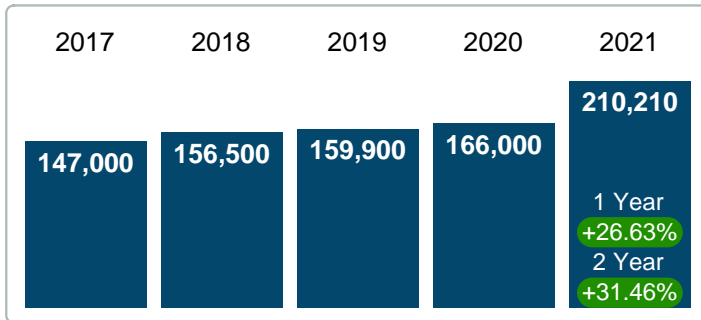
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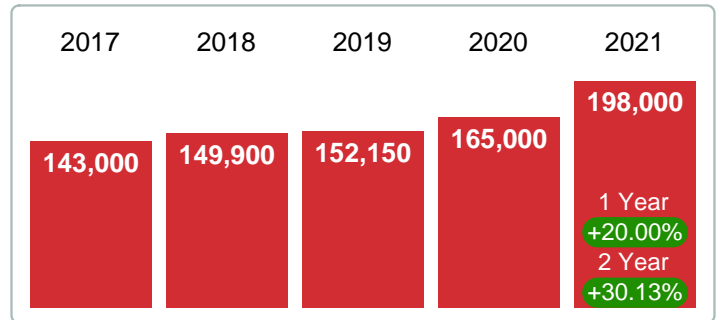
MEDIAN SOLD PRICE AT CLOSING

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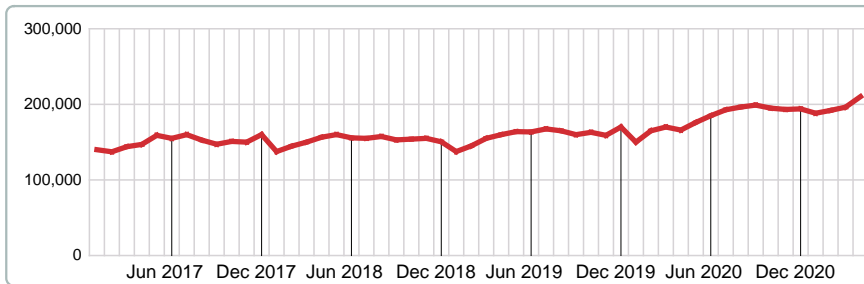
APRIL



YEAR TO DATE (YTD)

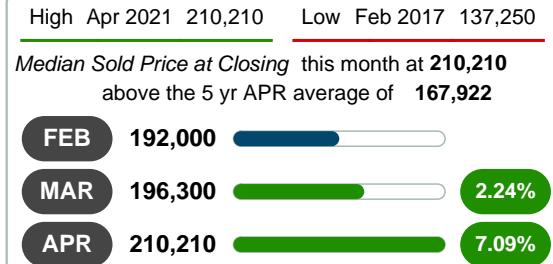


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 167,922



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	110	9.49%	1,350	1,000	1,300	1,970	0
\$25,001 - \$100,000	117	10.09%	67,000	62,000	72,250	80,000	93,500
\$100,001 - \$175,000	211	18.21%	146,100	140,000	148,050	149,250	0
\$175,001 - \$250,000	283	24.42%	210,210	209,000	207,500	220,000	230,000
\$250,001 - \$325,000	172	14.84%	286,158	300,000	280,000	289,950	285,000
\$325,001 - \$425,000	137	11.82%	370,000	372,450	365,000	370,000	359,900
\$425,001 and up	129	11.13%	550,611	785,000	565,000	530,875	550,000
Median Sold Price			210,210	99,500	185,500	299,999	398,550
Total Closed Units		100%	210,210	206	563	321	69
Total Closed Volume			286,319,132	35.16M	110.04M	107.14M	33.97M

April 2021

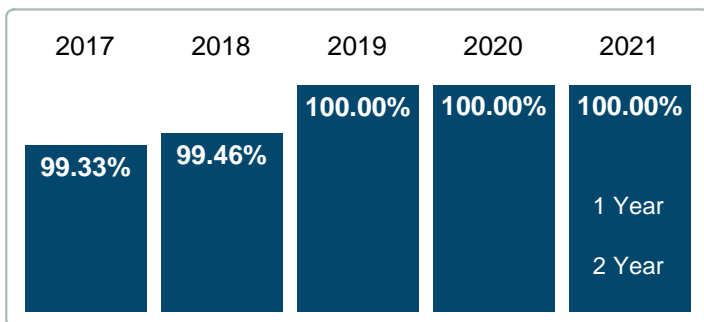
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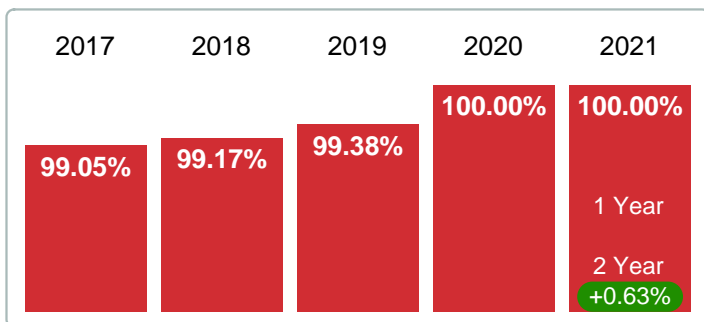
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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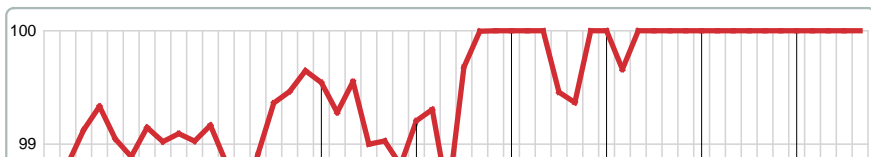
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 99.76%

High Apr 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr APR average of 99.76%

- FEB 100.00%
- MAR 100.00%
- APR 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	110	9.49%	100.00%	100.00%	100.00%	100.00%	0.00%
\$25,001 - \$100,000	117	10.09%	98.33%	97.78%	100.00%	100.00%	93.46%
\$100,001 - \$175,000	211	18.21%	100.00%	100.00%	100.00%	100.67%	0.00%
\$175,001 - \$250,000	283	24.42%	100.00%	98.24%	100.48%	100.00%	100.00%
\$250,001 - \$325,000	172	14.84%	100.00%	96.59%	100.00%	100.00%	100.00%
\$325,001 - \$425,000	137	11.82%	100.00%	100.00%	100.00%	100.00%	100.00%
\$425,001 and up	129	11.13%	98.94%	94.41%	97.83%	99.09%	98.95%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
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

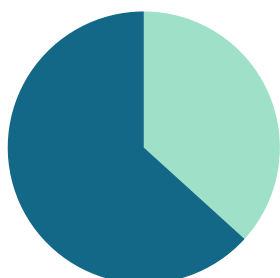
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

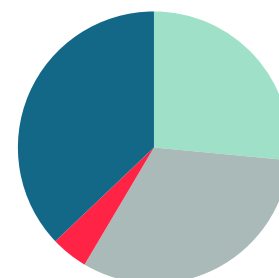


Inventory
 New Listings
1,519 = 36.73%
 Start Inventory
2,617
 Total Inventory Units
4,136
 Volume
\$1,496,875,765

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%
Median List Price	168,500	212,000	25.82%	167,500	199,000	18.81%
Median Sale Price	166,000	210,210	26.63%	165,000	198,000	20.00%
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	14.00	5.00	-64.29%	19.00	7.00	-63.16%
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

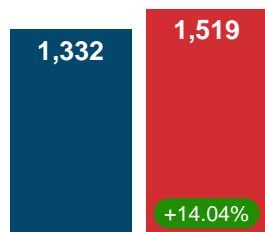
Inventory on April 30, 2021 = **1,622**

2020 **2021**

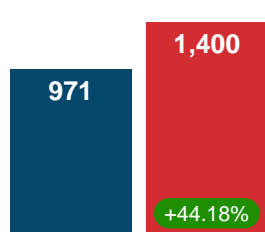
APRIL MARKET

MEDIAN PRICES

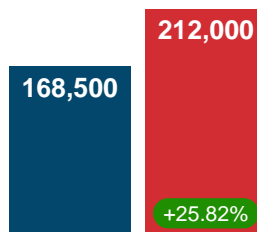
New Listings



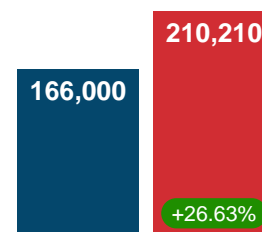
Pending Listings



List Price



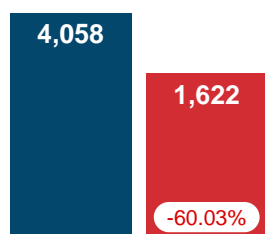
Sale Price



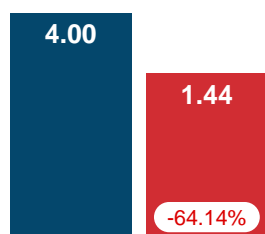
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

