

# August 2021



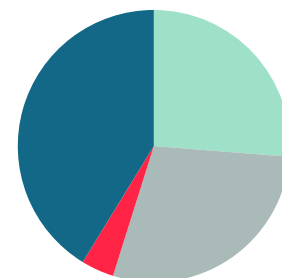
Area Delimited by County Of Tulsa



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	August 2021	+/-%
Closed Listings	1,283	1,314	2.42%
Pending Listings	1,264	1,431	13.21%
New Listings	1,492	1,614	8.18%
Average List Price	235,799	257,413	9.17%
Average Sale Price	231,055	255,676	10.66%
Average Percent of Selling Price to List Price	98.50%	99.85%	1.37%
Average Days on Market to Sale	28.60	18.34	-35.87%
End of Month Inventory	3,911	2,064	-47.23%
Months Supply of Inventory	3.81	1.80	-52.67%



■ Closed (26.26%)  
■ Pending (28.60%)  
■ Other OffMarket (3.90%)  
■ Active (41.25%)

**Absorption:** Last 12 months, an Average of **1,144** Sales/Month  
**Active Inventory** as of August 31, 2021 = **2,064**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **47.23%** to 2,064 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 **1.80** 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 **10.66%** in August 2021 to \$255,676 versus the previous year at \$231,055.

#### Average Days on Market Shortens

The average number of **18.34** days that homes spent on the market before selling decreased by 10.26 days or **35.87%** in August 2021 compared to last year's same month at **28.60** DOM.

#### Sales Success for August 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 1,614 New Listings in August 2021, up **8.18%** from last year at 1,492. Furthermore, there were 1,314 Closed Listings this month versus last year at 1,283, a **2.42%** increase.

Closed versus Listed trends yielded a **81.4%** ratio, down from previous year's, August 2020, at **86.0%**, a **5.33%** downswing. 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

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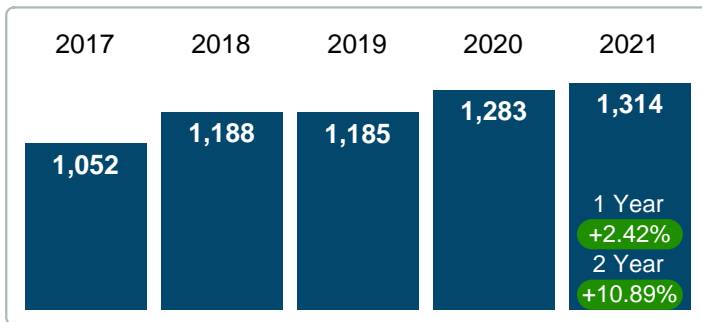
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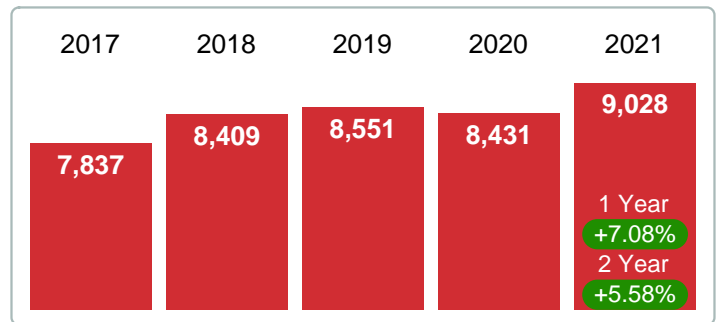
## CLOSED LISTINGS

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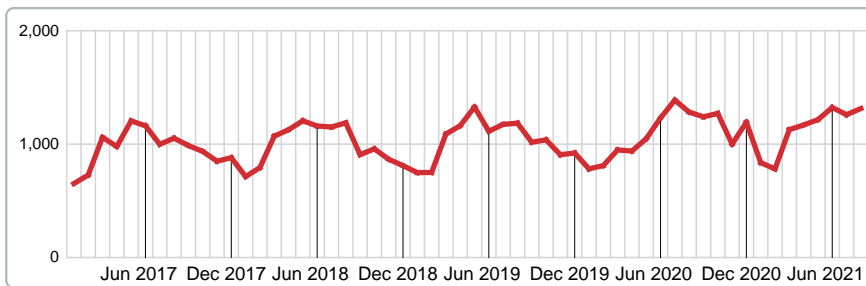
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,204

High Jul 2020 1,388 Low Jan 2017 652

Closed Listings this month at 1,314 above the 5 yr AUG average of 1,204



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	131	9.97%	24.7	42	64	23	2
\$50,001 - \$125,000	154	11.72%	19.5	68	77	9	0
\$125,001 - \$175,000	184	14.00%	12.7	35	135	13	1
\$175,001 - \$250,000	306	23.29%	9.9	30	198	71	7
\$250,001 - \$325,000	208	15.83%	13.1	10	95	99	4
\$325,001 - \$450,000	191	14.54%	24.6	5	50	121	15
\$450,001 and up	140	10.65%	36.2	13	22	67	38
<b>Total Closed Units</b>	<b>1,314</b>			<b>203</b>	<b>641</b>	<b>403</b>	<b>67</b>
<b>Total Closed Volume</b>	<b>335,958,572</b>	<b>100%</b>	<b>18.3</b>	<b>32.24M</b>	<b>129.36M</b>	<b>136.32M</b>	<b>38.04M</b>
<b>Average Closed Price</b>	<b>\$255,676</b>			<b>\$158,836</b>	<b>\$201,802</b>	<b>\$338,273</b>	<b>\$567,701</b>

# August 2021



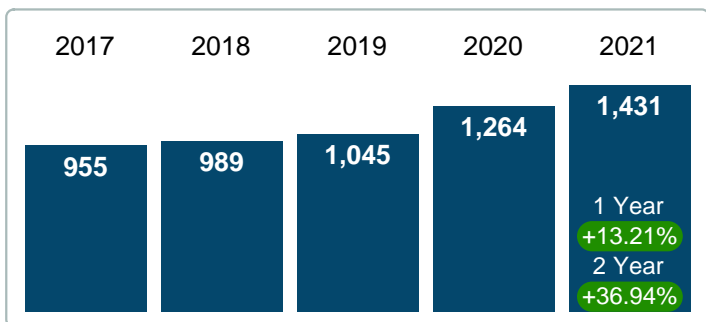
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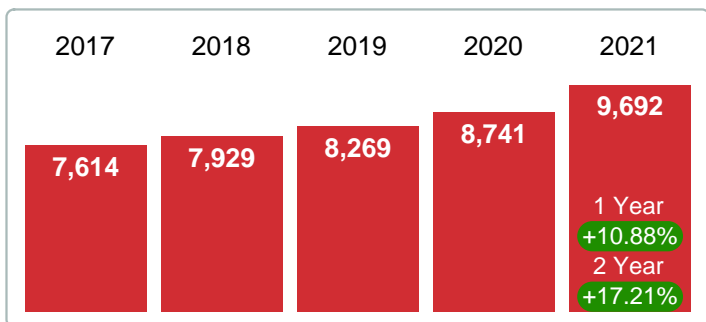
## PENDING LISTINGS

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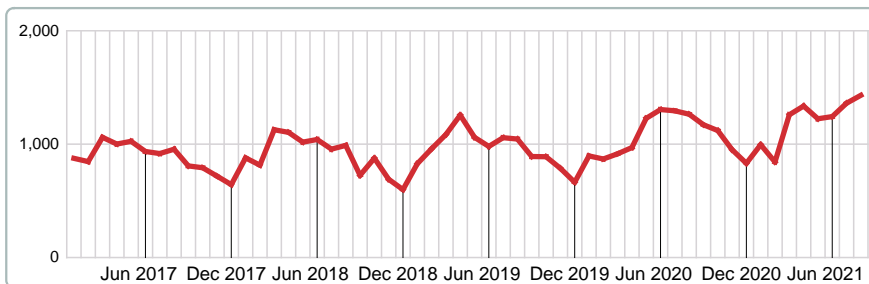
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

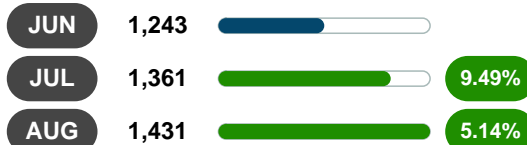


### 3 MONTHS

5 year AUG AVG = 1,137

High Aug 2021 1,431 Low Dec 2018 599

Pending Listings this month at 1,431 above the 5 yr AUG average of 1,137



### 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	79	5.52%	31.9	31	43	5	0
\$50,001 - \$125,000	222	15.51%	19.4	131	82	9	0
\$125,001 - \$175,000	240	16.77%	21.6	46	171	23	0
\$175,001 - \$250,000	352	24.60%	15.7	30	232	87	3
\$250,001 - \$325,000	195	13.63%	16.6	4	88	98	5
\$325,001 - \$450,000	185	12.93%	22.6	4	48	116	17
\$450,001 and up	158	11.04%	42.0	14	23	84	37
<b>Total Pending Units</b>	<b>1,431</b>			<b>260</b>	<b>687</b>	<b>422</b>	<b>62</b>
<b>Total Pending Volume</b>	<b>369,946,476</b>	<b>100%</b>	<b>18.8</b>	<b>40.37M</b>	<b>141.66M</b>	<b>154.07M</b>	<b>33.84M</b>
<b>Average Listing Price</b>	<b>\$229,919</b>			<b>\$155,264</b>	<b>\$206,207</b>	<b>\$365,094</b>	<b>\$545,865</b>

# August 2021



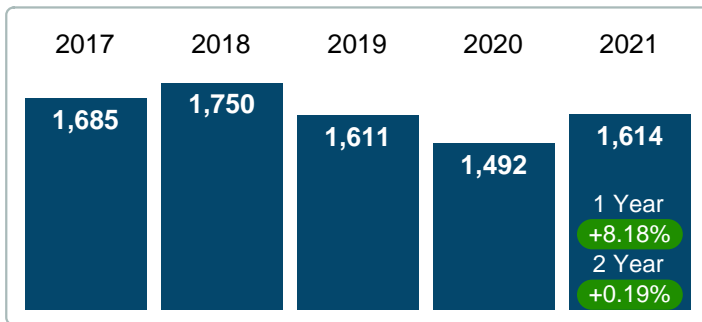
Area Delimited by County Of Tulsa



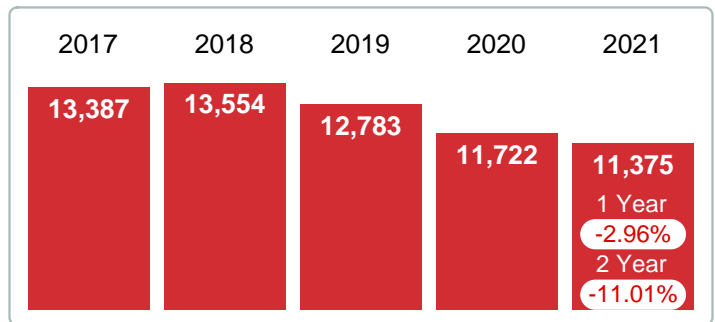
## NEW LISTINGS

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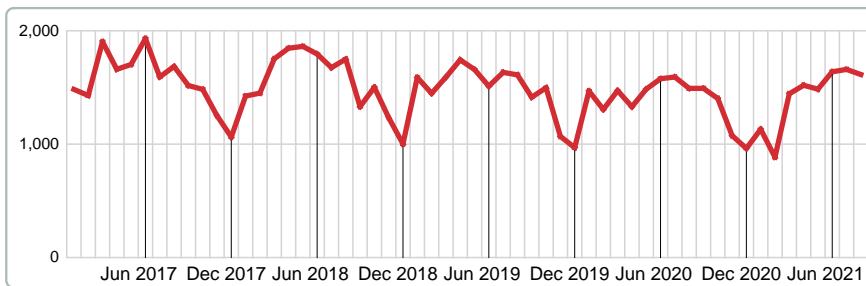
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

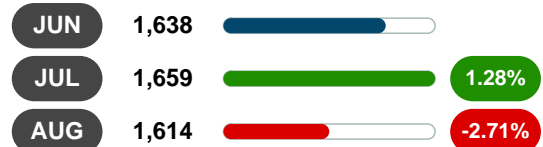


### 3 MONTHS

5 year AUG AVG = 1,630

High Jun 2017 1,931 Low Feb 2021 885

New Listings this month at **1,614**  
below the 5 yr AUG average of **1,630**



### 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	148	9.17%	64	62	19	3
\$50,001 - \$125,000	207	12.83%	117	79	11	0
\$125,001 - \$175,000	268	16.60%	73	174	20	1
\$175,001 - \$250,000	371	22.99%	41	245	80	5
\$250,001 - \$325,000	211	13.07%	10	95	98	8
\$325,001 - \$475,000	248	15.37%	12	70	140	26
\$475,001 and up	161	9.98%	28	24	74	35
<b>Total New Listed Units</b>	<b>1,614</b>		<b>345</b>	<b>749</b>	<b>442</b>	<b>78</b>
<b>Total New Listed Volume</b>	<b>433,737,261</b>	<b>100%</b>	<b>68.17M</b>	<b>157.91M</b>	<b>158.82M</b>	<b>48.84M</b>
<b>Average New Listed Listing Price</b>	<b>\$171,006</b>		<b>\$197,585</b>	<b>\$210,831</b>	<b>\$359,328</b>	<b>\$626,094</b>

# August 2021



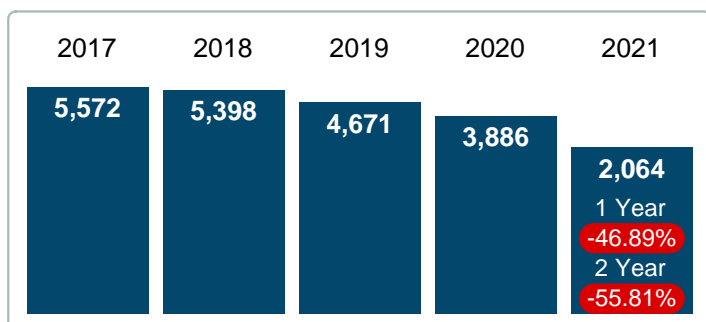
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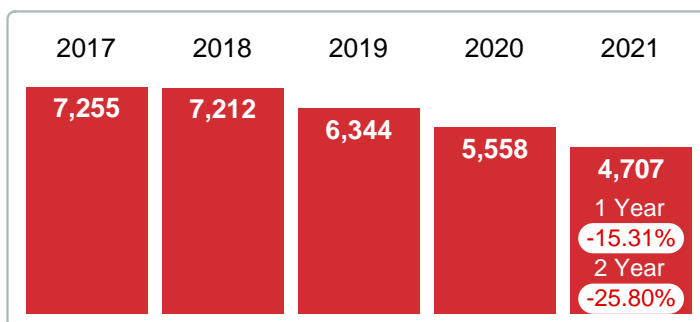
## ACTIVE INVENTORY

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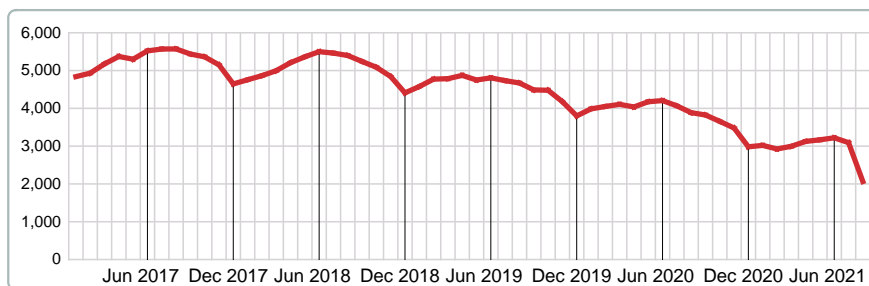
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

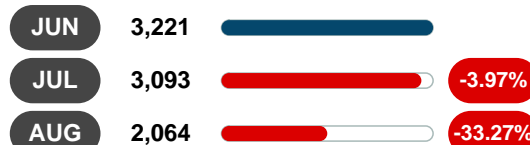


### 3 MONTHS

5 year AUG AVG = 4,318

High Aug 2017 5,572 Low Aug 2021 2,064

Inventory this month at **2,064**  
below the 5 yr AUG average of **4,318**



### 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	146	7.07%	55.4	70	54	20	2
\$25,001 - \$125,000	296	14.34%	85.0	221	63	11	1
\$125,001 - \$175,000	275	13.32%	50.0	117	141	15	2
\$175,001 - \$325,000	537	26.02%	50.6	116	264	142	15
\$325,001 - \$475,000	336	16.28%	72.8	66	94	146	30
\$475,001 - \$950,000	268	12.98%	86.2	75	39	107	47
\$950,001 and up	206	9.98%	102.9	114	12	38	42
Total Active Inventory by Units			2,064	779	667	479	139
Total Active Inventory by Volume			890,602,286	360.12M	165.94M	228.97M	135.58M
Average Active Inventory Listing Price			\$431,493	\$462,280	\$248,782	\$478,008	\$975,414

# August 2021



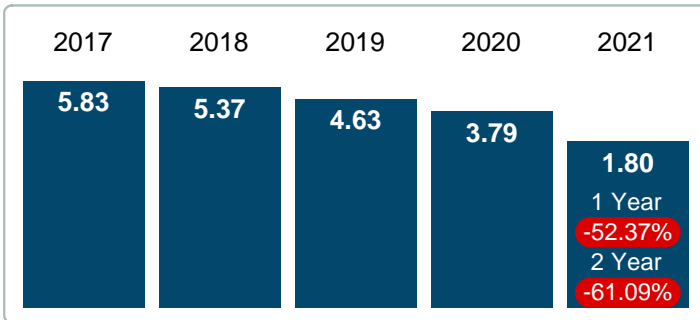
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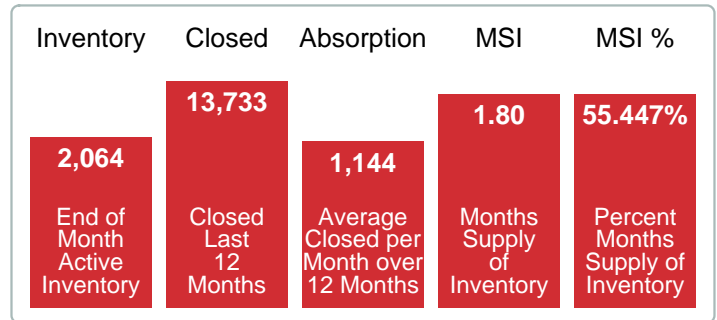
## MONTHS SUPPLY of INVENTORY (MSI)

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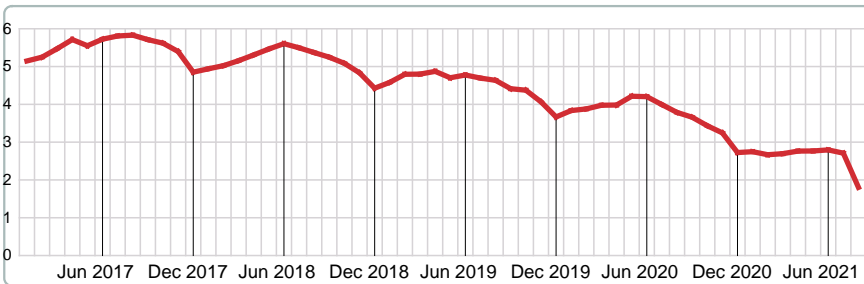
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

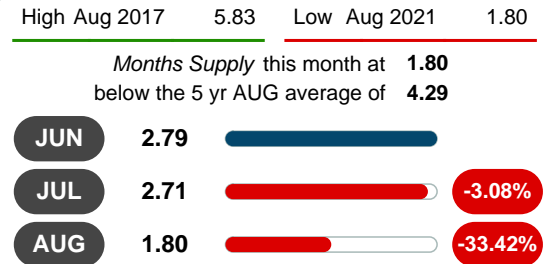


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 4.29



### 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	146	7.07%	1.40	2.60	0.92	1.17	1.20
\$25,001 - \$125,000	296	14.34%	1.73	2.67	0.79	1.31	1.20
\$125,001 - \$175,000	275	13.32%	1.52	4.68	1.03	0.87	1.50
\$175,001 - \$325,000	537	26.02%	1.21	3.76	1.10	0.91	0.90
\$325,001 - \$475,000	336	16.28%	2.16	9.10	2.46	1.65	1.40
\$475,001 - \$950,000	268	12.98%	3.61	14.52	3.37	2.77	2.51
\$950,001 and up	206	9.98%	15.65	48.86	14.40	7.48	8.54
Market Supply of Inventory (MSI)			1.80	4.32	1.18	1.44	2.12
Total Active Inventory by Units		100%	1.80	779	667	479	139

# August 2021



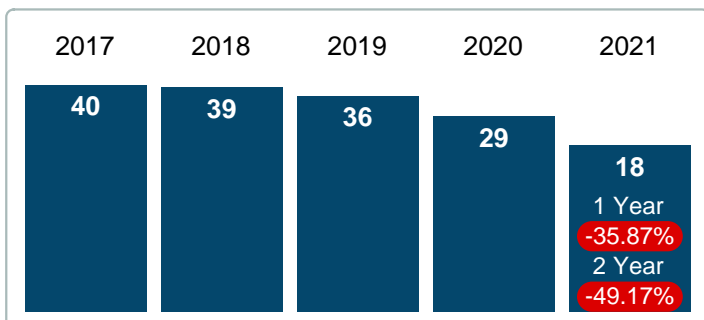
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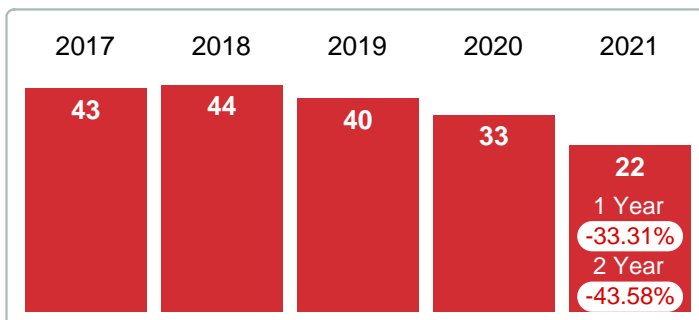
## AVERAGE DAYS ON MARKET TO SALE

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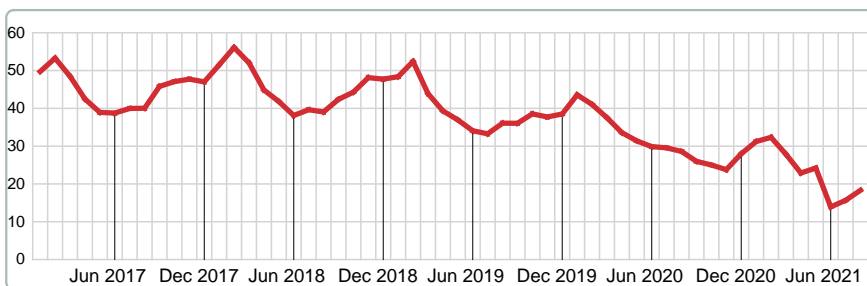
### AUGUST



### YEAR TO DATE (YTD)

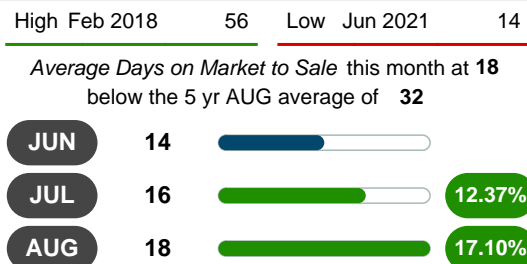


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 32



### 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
\$50,000 and less	9.97%	25	37	18	20	32
\$50,001 - \$125,000	11.72%	20	30	12	10	0
\$125,001 - \$175,000	14.00%	13	31	9	6	4
\$175,001 - \$250,000	23.29%	10	30	8	7	17
\$250,001 - \$325,000	15.83%	13	16	16	10	4
\$325,001 - \$450,000	14.54%	25	56	21	27	11
\$450,001 and up	10.65%	36	135	21	25	31
Average Closed DOM		18	38	12	18	23
Total Closed Units	100%	1,314	203	641	403	67
Total Closed Volume		335,958,572	32.24M	129.36M	136.32M	38.04M



# August 2021



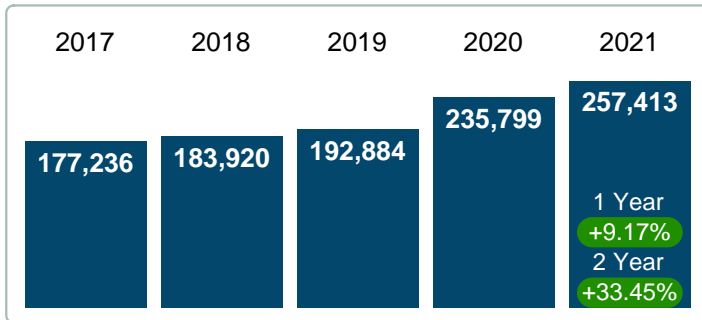
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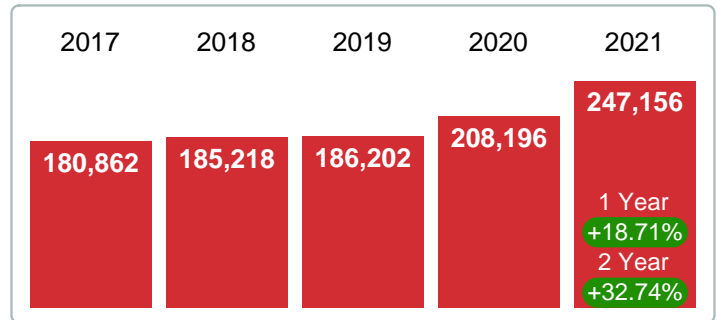
## AVERAGE LIST PRICE AT CLOSING

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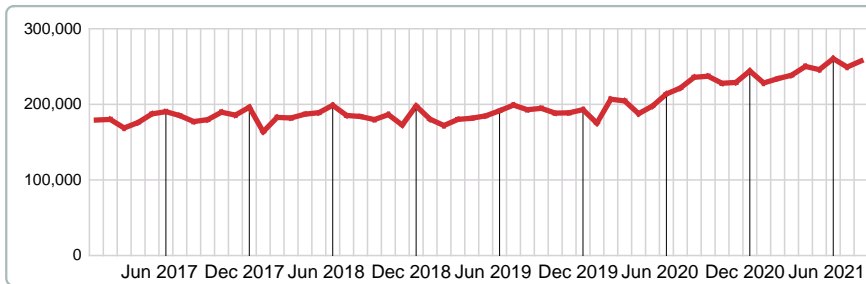
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

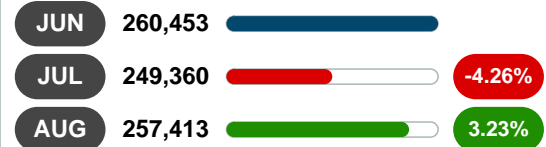


### 3 MONTHS

5 year AUG AVG = 209,451

High Jun 2021 260,453 Low Jan 2018 163,730

Average List Price at Closing this month at **257,413**  
above the 5 yr AUG average of **209,451**



### 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
\$50,000 and less	9.89%	12,984	26,709	11,771	6,913	3,548
\$50,001 - \$125,000	11.95%	92,021	86,200	95,890	97,911	0
\$125,001 - \$175,000	14.54%	154,275	150,440	152,633	163,492	155,000
\$175,001 - \$250,000	23.90%	214,609	211,201	207,004	223,399	228,457
\$250,001 - \$325,000	14.76%	288,874	295,090	282,036	286,314	286,475
\$325,001 - \$450,000	14.23%	379,250	385,600	370,071	380,015	378,635
\$450,001 and up	10.73%	697,098	857,970	623,689	640,911	789,339
<b>Average List Price</b>		<b>257,413</b>	<b>170,529</b>	<b>200,854</b>	<b>338,201</b>	<b>575,845</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>257,413</b>	<b>203</b>	<b>641</b>	<b>403</b>	<b>67</b>
<b>Total Closed Volume</b>		<b>338,241,057</b>	<b>34.62M</b>	<b>128.75M</b>	<b>136.29M</b>	<b>38.58M</b>



# August 2021



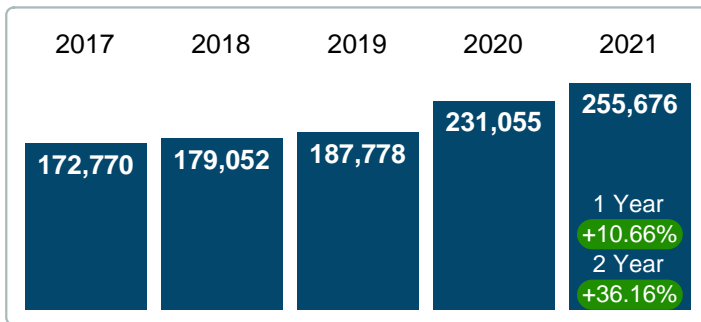
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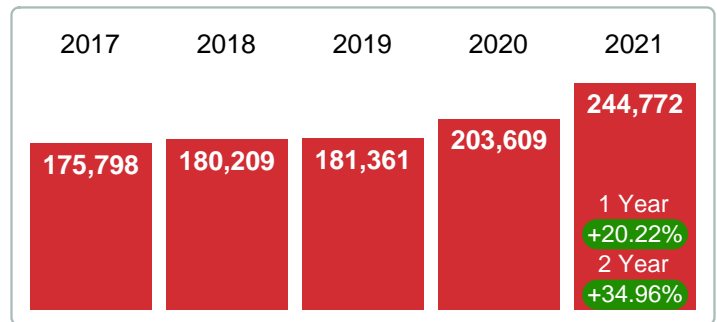
## AVERAGE SOLD PRICE AT CLOSING

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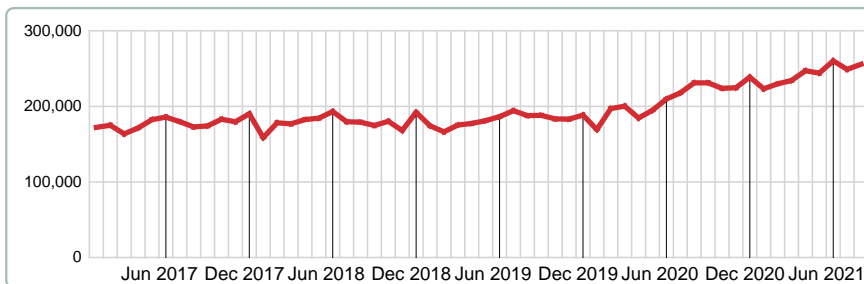
### AUGUST



### YEAR TO DATE (YTD)

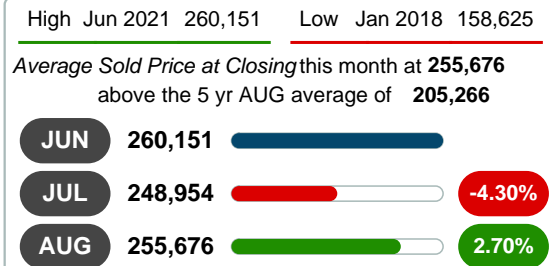


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 205,266



## 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
\$50,000 and less	9.97%	12,922	19,211	11,328	6,693	3,548
\$50,001 - \$125,000	11.72%	89,427	84,260	93,263	95,638	0
\$125,001 - \$175,000	14.00%	153,596	150,053	153,851	159,992	160,000
\$175,001 - \$250,000	23.29%	213,093	209,293	209,700	222,881	226,057
\$250,001 - \$325,000	15.83%	285,222	289,310	282,091	287,549	291,750
\$325,001 - \$450,000	14.54%	380,600	376,400	372,134	384,249	380,788
\$450,001 and up	10.65%	678,608	723,188	625,130	633,481	773,885
<b>Average Sold Price</b>		<b>255,676</b>	<b>158,836</b>	<b>201,802</b>	<b>338,273</b>	<b>567,701</b>
<b>Total Closed Units</b>	100%	<b>255,676</b>	<b>203</b>	<b>641</b>	<b>403</b>	<b>67</b>
<b>Total Closed Volume</b>		<b>335,958,572</b>	<b>32.24M</b>	<b>129.36M</b>	<b>136.32M</b>	<b>38.04M</b>

# August 2021

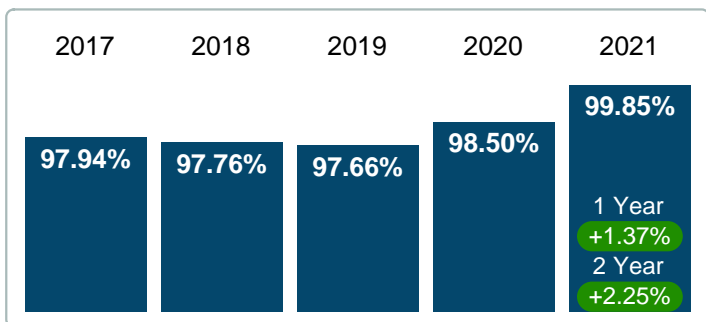
Area Delimited by County Of Tulsa



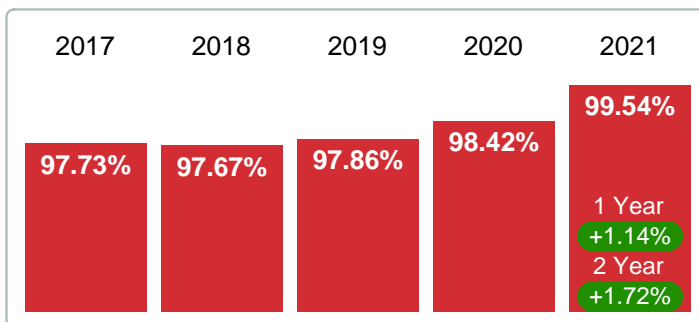
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

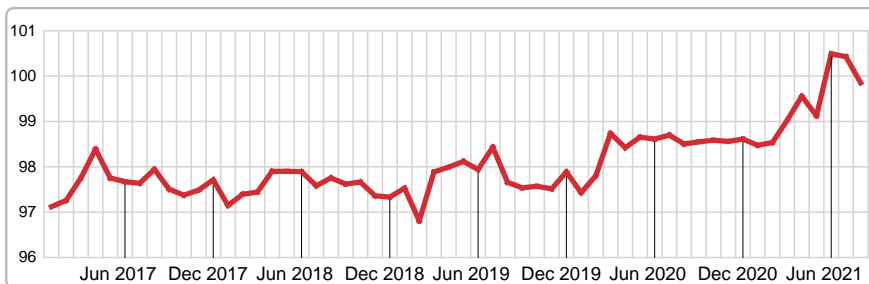
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

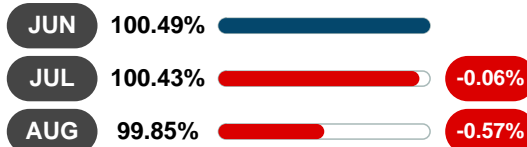


### 3 MONTHS

5 year AUG AVG = 98.34%

High Jun 2021 100.49% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **99.85%**  
above the 5 yr AUG average of **98.34%**



## 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
\$50,000 and less	131	9.97%	97.52%	94.38%	98.80%	99.49%	100.00%
\$50,001 - \$125,000	154	11.72%	98.15%	98.79%	97.56%	98.45%	0.00%
\$125,001 - \$175,000	184	14.00%	100.61%	100.01%	100.99%	98.11%	103.23%
\$175,001 - \$250,000	306	23.29%	100.96%	99.49%	101.52%	100.17%	99.26%
\$250,001 - \$325,000	208	15.83%	100.43%	98.35%	100.43%	100.58%	102.08%
\$325,001 - \$450,000	191	14.54%	100.95%	97.91%	100.68%	101.24%	100.56%
\$450,001 and up	140	10.65%	98.13%	87.42%	100.38%	99.20%	98.60%
Average Sold/List Ratio		99.90%		97.42%	100.39%	100.28%	99.43%
Total Closed Units		1,314	100%	203	641	403	67
Total Closed Volume		335,958,572		32.24M	129.36M	136.32M	38.04M

# August 2021

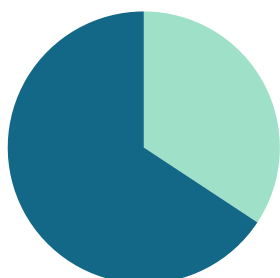
Area Delimited by County Of Tulsa



## MARKET SUMMARY

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

### INVENTORY

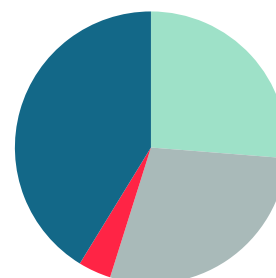


**Inventory**  
 New Listings  
**1,614 = 34.27%**  
 Start Inventory  
**3,095**  
 Total Inventory Units  
**4,709**  
 Volume  
**\$1,612,741,274**

### Market Activity

Closed Sales  
**1,314 = 26.26%**  
 Pending Sales  
**1,431 = 28.60%**  
 Other Off Market  
**195 = 3.90%**  
 Active Inventory  
**2,064 = 41.25%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,283	1,314	2.42%	8,431	9,028	7.08%
Pending Sales	1,264	1,431	13.21%	8,741	9,692	10.88%
New Listings	1,492	1,614	8.18%	11,722	11,375	-2.96%
Average List Price	235,799	257,413	9.17%	208,196	247,156	18.71%
Average Sale Price	231,055	255,676	10.66%	203,609	244,772	20.22%
Average Percent of Selling Price to List Price	98.50%	99.85%	1.37%	98.42%	99.54%	1.14%
Average Days on Market to Sale	28.60	18.34	-35.87%	33.43	22.29	-33.31%
Monthly Inventory	3,911	2,064	-47.23%	3,911	2,064	-47.23%
Months Supply of Inventory	3.81	1.80	-52.67%	3.81	1.80	-52.67%

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

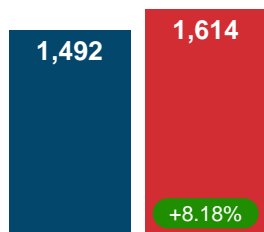
**Inventory** on August 31, 2021 = **2,064**

**2020** **2021**

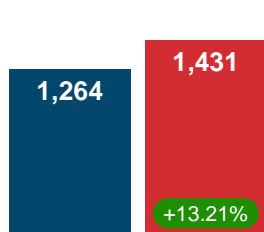
### AUGUST MARKET

### AVERAGE PRICES

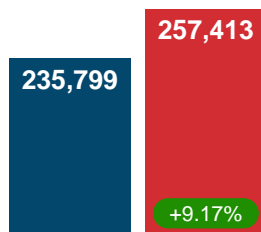
#### New Listings



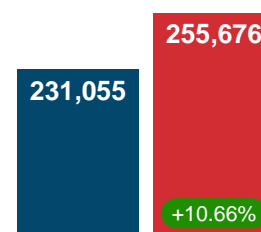
#### Pending Listings



#### List Price



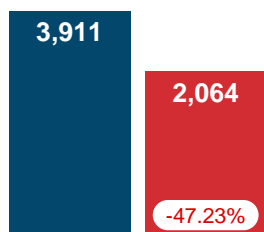
#### Sale Price



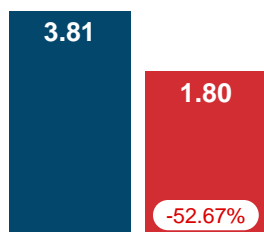
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

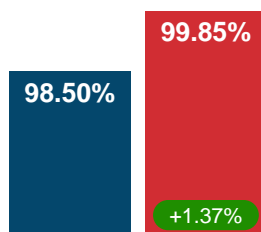
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

