

August 2021

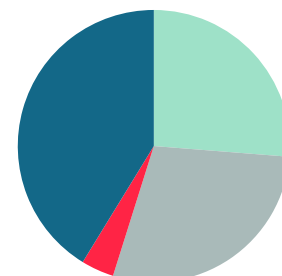
Area Delimited by County Of Tulsa



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%
Median List Price	199,900	220,000	10.06%
Median Sale Price	196,422	220,148	12.08%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	6.00	-40.00%
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.

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 **12.08%** in August 2021 to \$220,148 versus the previous year at \$196,422.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 4.00 days or **40.00%** in August 2021 compared to last year's same month at **10.00** DOM.

Sales Success for August 2021 is Positive

Overall, with Median 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.

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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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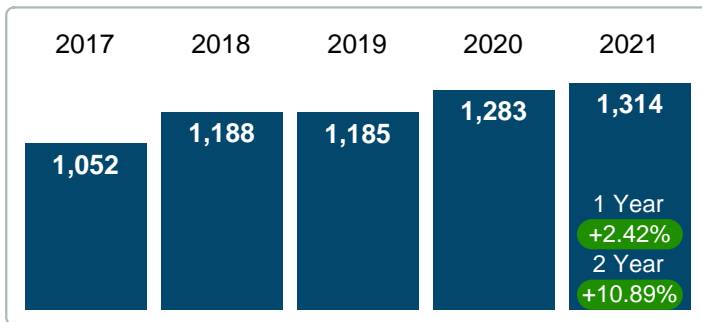
Area Delimited by County Of Tulsa



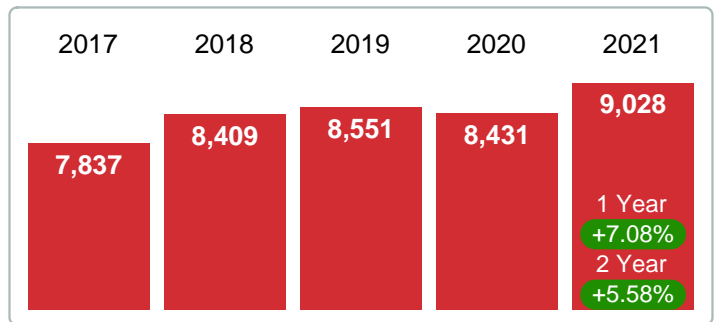
CLOSED LISTINGS

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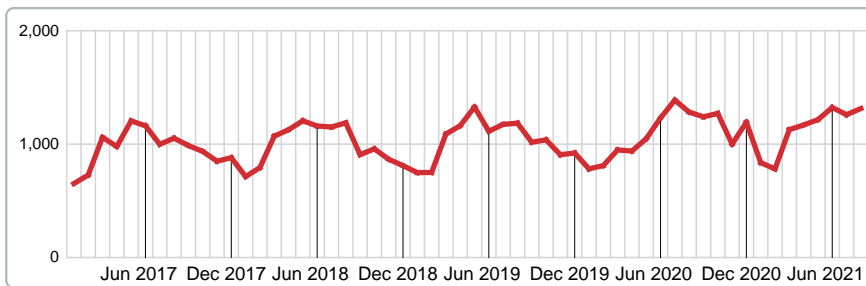
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	131	9.97%	14.0	42	64	23	2
\$50,001 - \$125,000	154	11.72%	6.0	68	77	9	0
\$125,001 - \$175,000	184	14.00%	5.0	35	135	13	1
\$175,001 - \$250,000	306	23.29%	4.5	30	198	71	7
\$250,001 - \$325,000	208	15.83%	5.0	10	95	99	4
\$325,001 - \$450,000	191	14.54%	4.0	5	50	121	15
\$450,001 and up	140	10.65%	10.5	13	22	67	38
Total Closed Units	1,314			203	641	403	67
Total Closed Volume	335,958,572	100%	6.0	32.24M	129.36M	136.32M	38.04M
Median Closed Price	\$220,148			\$115,000	\$190,000	\$315,000	\$469,500

August 2021



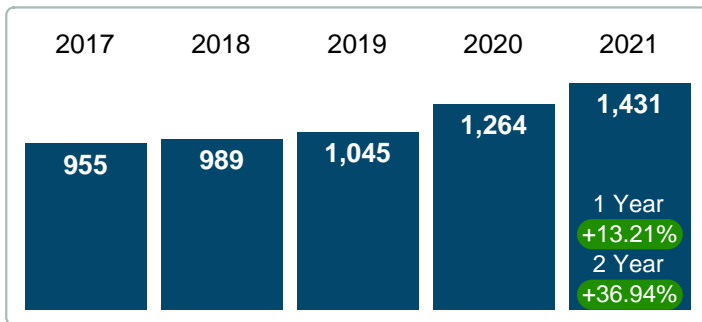
Area Delimited by County Of Tulsa



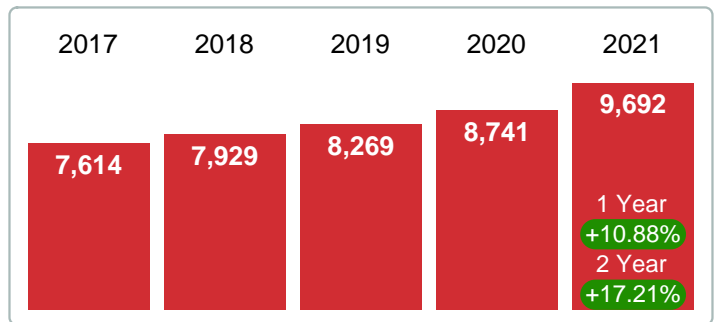
PENDING LISTINGS

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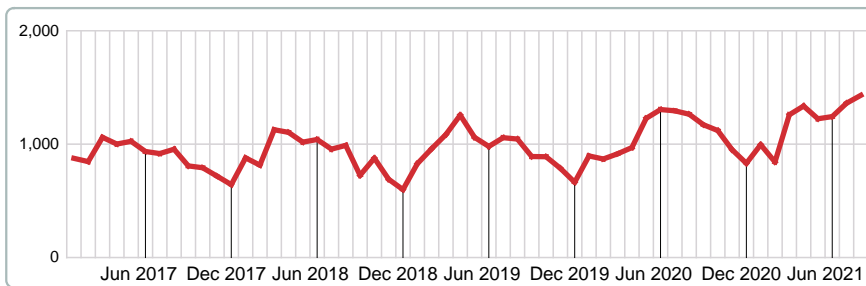
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

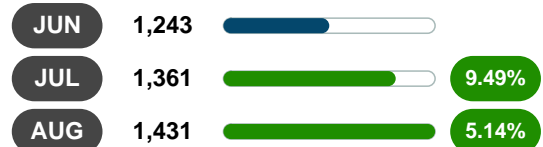


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	79	5.52%	16.0	31	43	5	0
\$50,001 - \$125,000	222	15.51%	6.0	131	82	9	0
\$125,001 - \$175,000	240	16.77%	8.0	46	171	23	0
\$175,001 - \$250,000	352	24.60%	7.0	30	232	87	3
\$250,001 - \$325,000	195	13.63%	7.0	4	88	98	5
\$325,001 - \$450,000	185	12.93%	9.0	4	48	116	17
\$450,001 and up	158	11.04%	24.0	14	23	84	37
Total Pending Units	1,431			260	687	422	62
Total Pending Volume	369,946,476	100%	8.0	40.37M	141.66M	154.07M	33.84M
Median Listing Price	\$214,070			\$93,500	\$189,000	\$319,900	\$488,050

August 2021



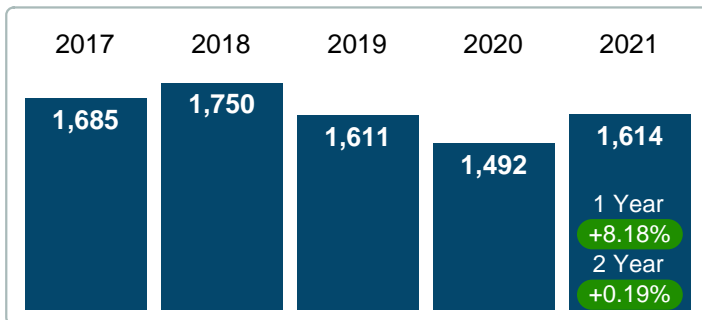
Area Delimited by County Of Tulsa



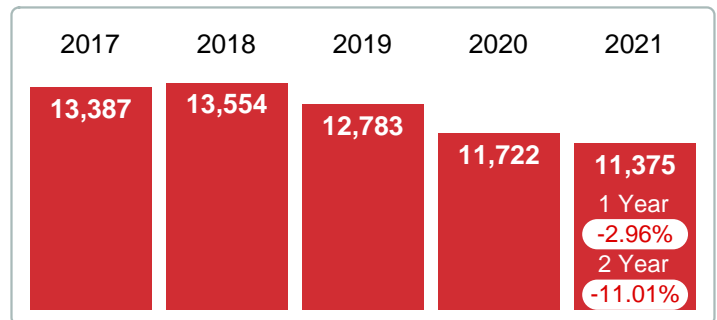
NEW LISTINGS

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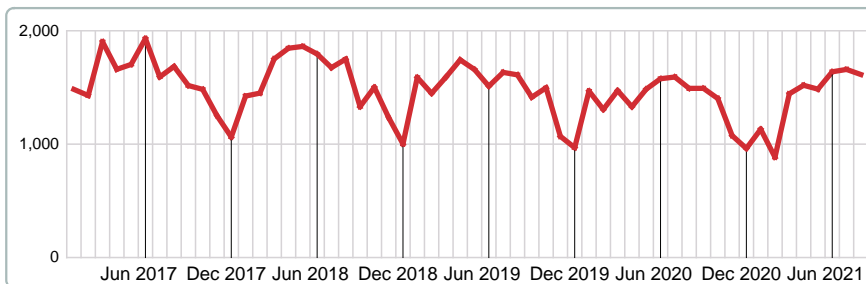
AUGUST



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
Total New Listed Units	1,614		345	749	442	78
Total New Listed Volume	433,737,261	100%	68.17M	157.91M	158.82M	48.84M
Median New Listed Listing Price	\$210,000		\$119,850	\$190,000	\$320,000	\$467,250

August 2021



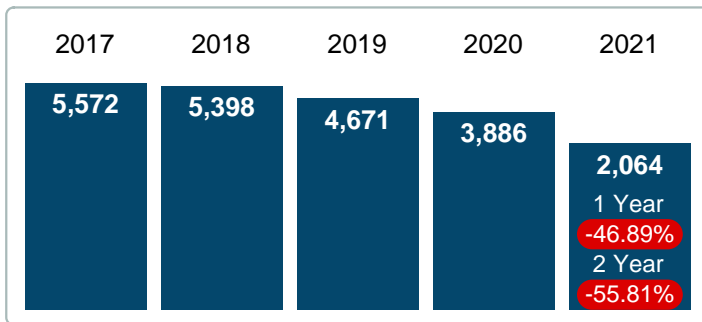
Area Delimited by County Of Tulsa



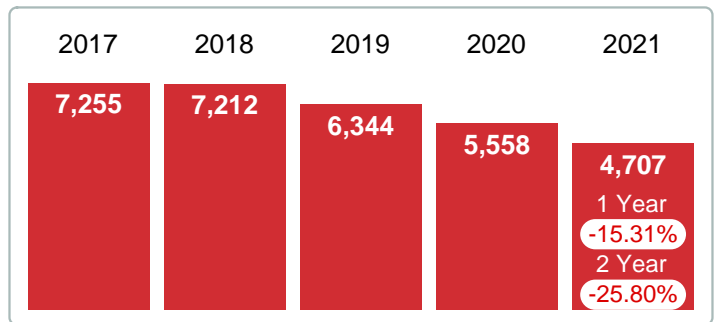
ACTIVE INVENTORY

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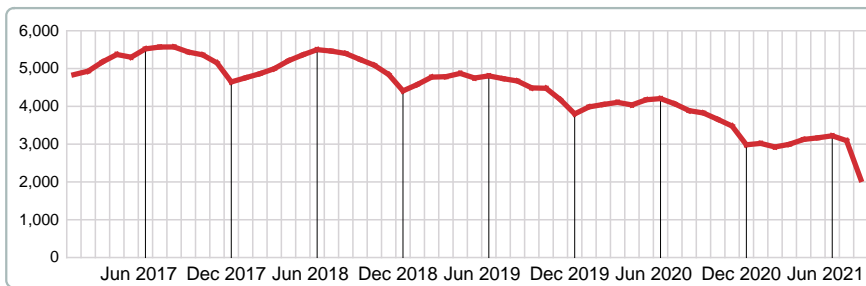
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

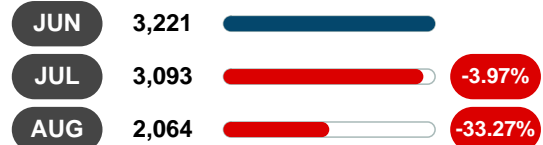


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	146	7.07%	23.0	70	54	20	2
\$25,001 - \$125,000	296	14.34%	55.0	221	63	11	1
\$125,001 - \$175,000	275	13.32%	31.0	117	141	15	2
\$175,001 - \$325,000	537	26.02%	32.0	116	264	142	15
\$325,001 - \$475,000	336	16.28%	45.0	66	94	146	30
\$475,001 - \$950,000	268	12.98%	56.5	75	39	107	47
\$950,001 and up	206	9.98%	83.0	114	12	38	42
Total Active Inventory by Units		2,064		779	667	479	139
Total Active Inventory by Volume		890,602,286	100%	360.12M	165.94M	228.97M	135.58M
Median Active Inventory Listing Price		\$249,900		\$163,500	\$199,900	\$384,900	\$599,900

August 2021



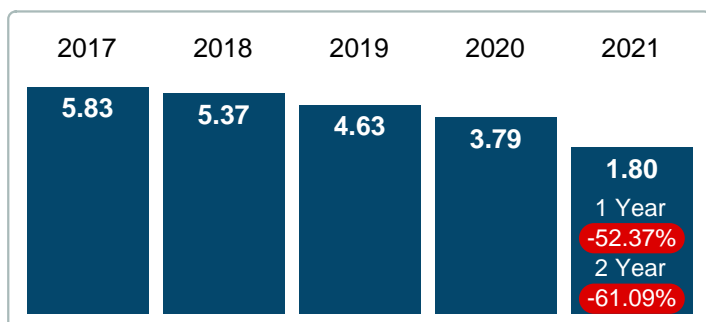
Area Delimited by County Of Tulsa



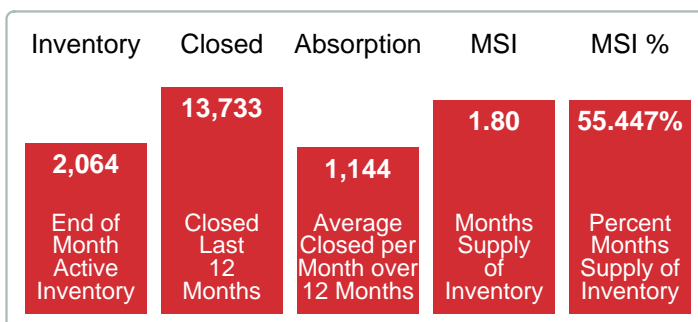
MONTHS SUPPLY of INVENTORY (MSI)

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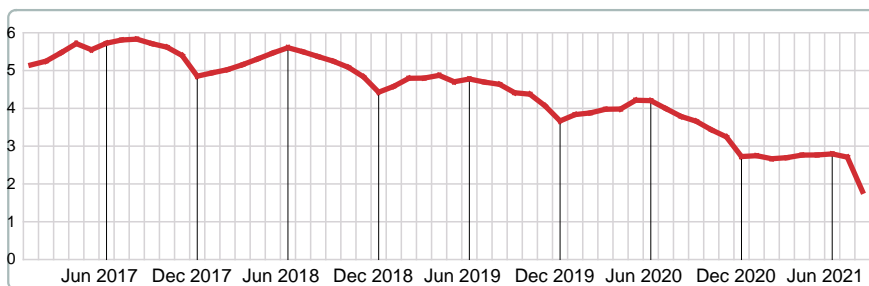
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

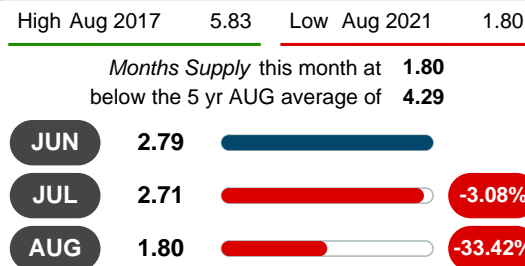


5 YEAR MARKET ACTIVITY TRENDS



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

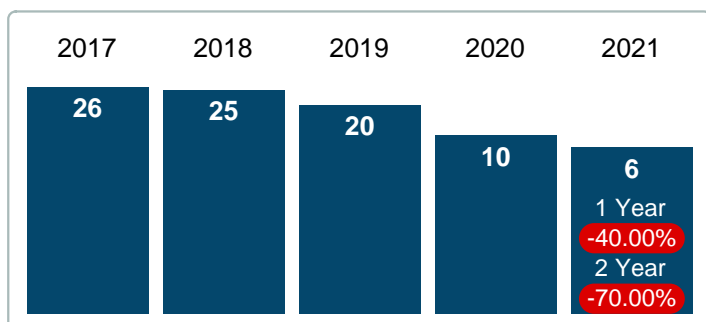
Area Delimited by County Of Tulsa



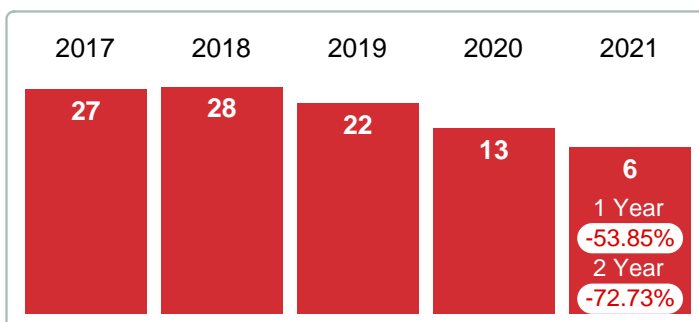
MEDIAN DAYS ON MARKET TO SALE

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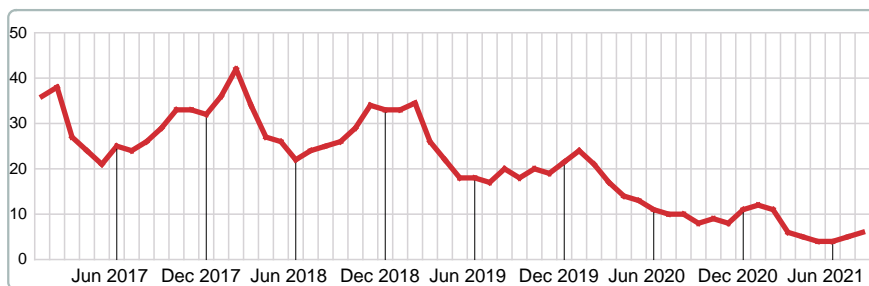
AUGUST



YEAR TO DATE (YTD)

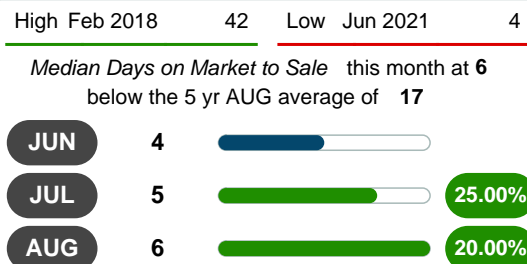


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 17



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
\$50,000 and less	9.97%	14	19	11	14	32
\$50,001 - \$125,000	11.72%	6	10	5	5	0
\$125,001 - \$175,000	14.00%	5	6	4	5	4
\$175,001 - \$250,000	23.29%	5	8	4	4	12
\$250,001 - \$325,000	15.83%	5	7	5	6	4
\$325,001 - \$450,000	14.54%	4	27	4	4	5
\$450,001 and up	10.65%	11	132	9	11	8
Median Closed DOM		6	10	5	5	7
Total Closed Units	100%	6.0	203	641	403	67
Total Closed Volume		335,958,572	32.24M	129.36M	136.32M	38.04M

August 2021



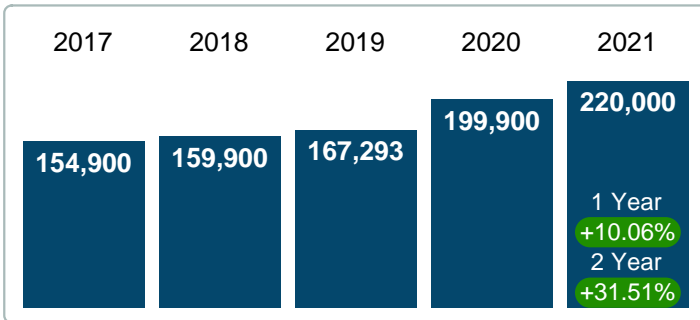
Area Delimited by County Of Tulsa



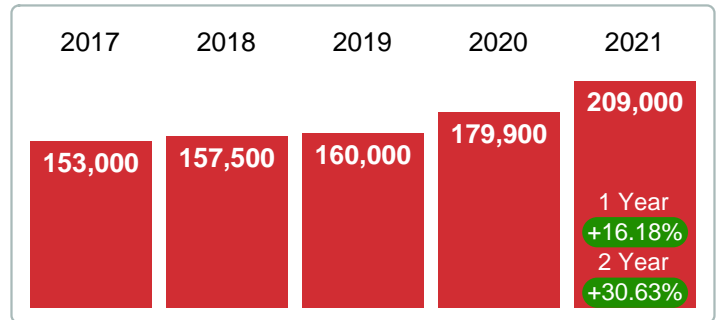
MEDIAN LIST PRICE AT CLOSING

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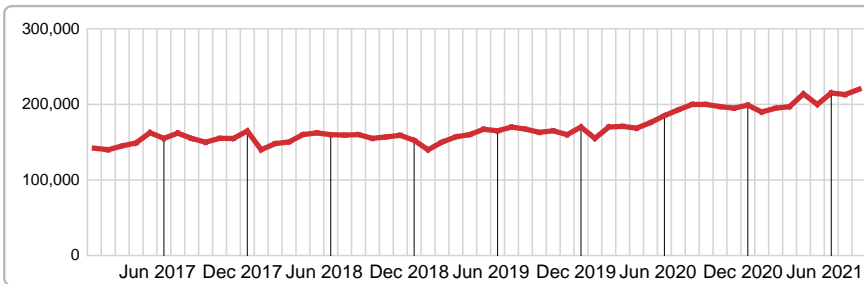
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

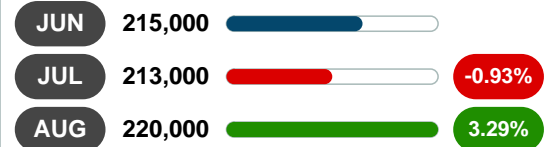


3 MONTHS

5 year AUG AVG = 180,399

High Aug 2021 220,000 Low Jan 2019 139,900

Median List Price at Closing this month at **220,000**
above the 5 yr AUG average of **180,399**



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
\$50,000 and less	130	9.89%	1,798	9,000	1,585	2,000	3,548
\$50,001 - \$125,000	157	11.95%	91,000	85,000	97,000	105,000	0
\$125,001 - \$175,000	191	14.54%	157,000	150,000	157,000	165,000	155,000
\$175,001 - \$250,000	314	23.90%	215,000	205,020	210,000	230,000	224,500
\$250,001 - \$325,000	194	14.76%	288,250	299,000	285,000	288,250	299,000
\$325,001 - \$450,000	187	14.23%	375,000	369,500	361,075	379,900	375,000
\$450,001 and up	141	10.73%	599,900	760,000	549,950	595,000	698,000
Median List Price			220,000	117,500	185,000	310,000	469,000
Total Closed Units		100%	220,000	203	641	403	67
Total Closed Volume			338,241,057	34.62M	128.75M	136.29M	38.58M

August 2021



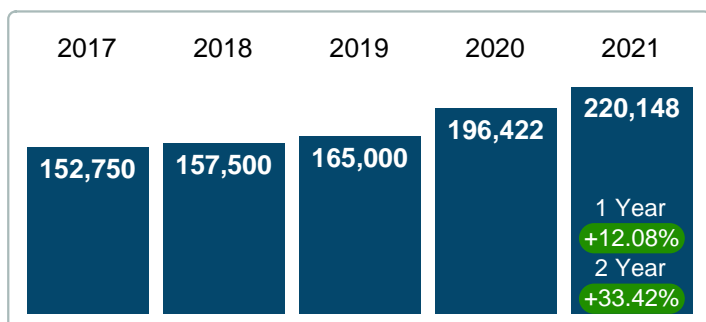
Area Delimited by County Of Tulsa



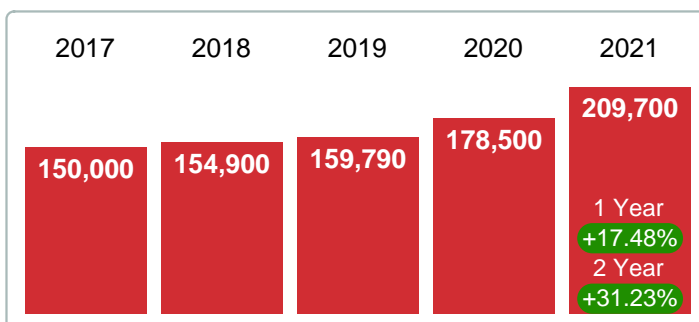
MEDIAN SOLD PRICE AT CLOSING

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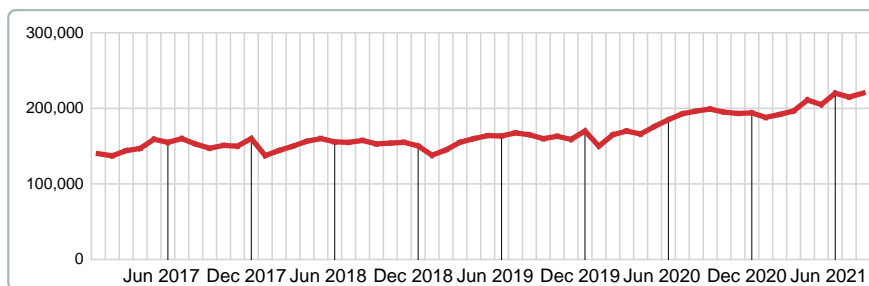
AUGUST



YEAR TO DATE (YTD)

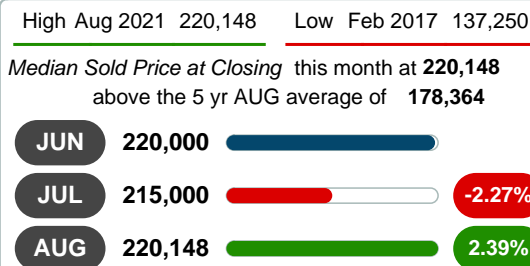


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 178,364



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
\$50,000 and less	9.97%	1,800	7,750	1,595	2,000	3,548
\$50,001 - \$125,000	11.72%	90,000	82,500	91,000	90,500	0
\$125,001 - \$175,000	14.00%	155,000	150,500	157,000	161,667	160,000
\$175,001 - \$250,000	23.29%	215,000	207,250	210,000	227,000	225,000
\$250,001 - \$325,000	15.83%	285,000	286,250	285,000	285,000	290,500
\$325,001 - \$450,000	14.54%	376,385	389,000	367,768	382,750	370,000
\$450,001 and up	10.65%	598,450	667,448	584,750	589,900	672,500
Median Sold Price		220,148	115,000	190,000	315,000	469,500
Total Closed Units	100%	1,314	203	641	403	67
Total Closed Volume		335,958,572	32.24M	129.36M	136.32M	38.04M

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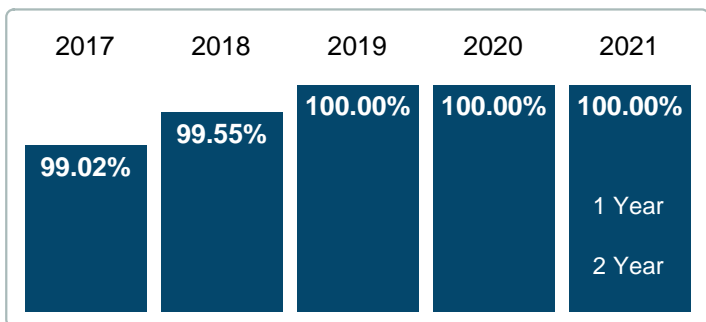
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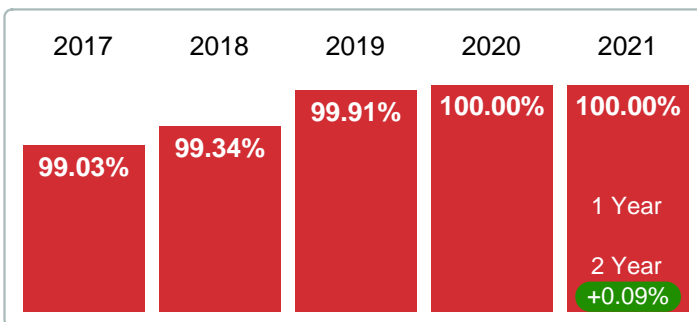
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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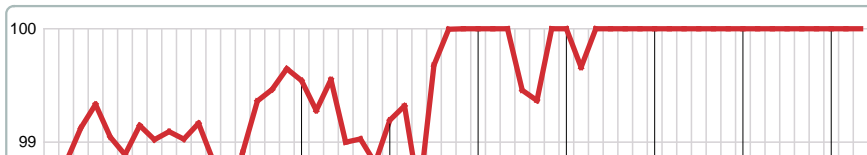
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.71%

High Aug 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr AUG average of **99.71%**

JUN 100.00%
 JUL 100.00%
 AUG 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
\$50,000 and less	131	9.97%	100.00%	100.00%	100.00%	100.00%	100.00%
\$50,001 - \$125,000	154	11.72%	100.00%	100.00%	100.00%	100.00%	0.00%
\$125,001 - \$175,000	184	14.00%	100.00%	100.00%	100.00%	97.98%	103.23%
\$175,001 - \$250,000	306	23.29%	100.34%	100.00%	101.43%	100.00%	100.00%
\$250,001 - \$325,000	208	15.83%	100.00%	99.37%	100.00%	100.00%	102.63%
\$325,001 - \$450,000	191	14.54%	100.02%	99.71%	100.00%	100.63%	100.00%
\$450,001 and up	140	10.65%	99.46%	92.44%	99.56%	99.64%	99.92%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	1,314	100%	100.00%	203	641	403	67
Total Closed Volume	335,958,572			32.24M	129.36M	136.32M	38.04M

August 2021



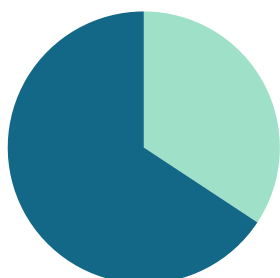
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

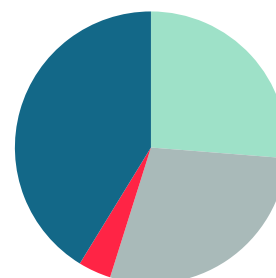


Inventory
 New Listings
 1,614 = 34.27%
 Start Inventory
 3,095
 Total Inventory Units
 4,709
 Volume
 \$1,612,741,274

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%
Median List Price	199,900	220,000	10.06%	179,900	209,000	16.18%
Median Sale Price	196,422	220,148	12.08%	178,500	209,700	17.48%
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	10.00	6.00	-40.00%	13.00	6.00	-53.85%
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

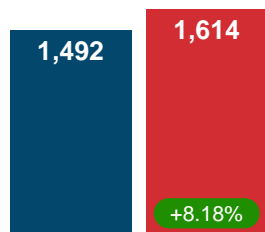
Inventory on August 31, 2021 = 2,064

2020 2021

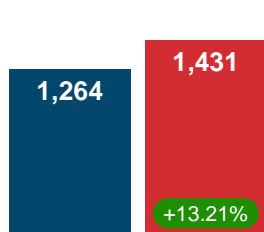
AUGUST MARKET

MEDIAN PRICES

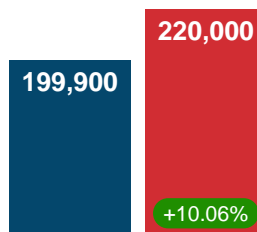
New Listings



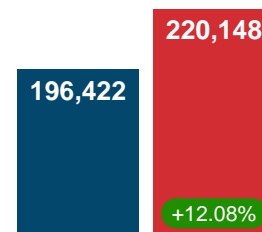
Pending Listings



List Price



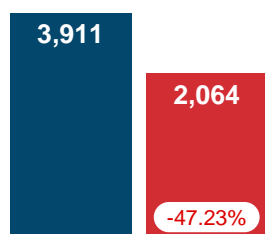
Sale Price



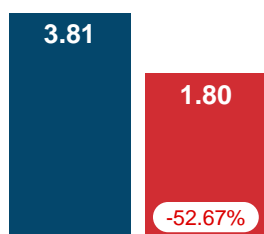
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

