

July 2021

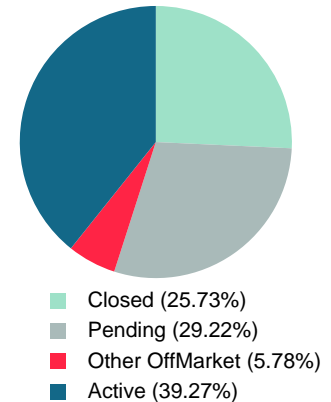
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	1,388	1,247	-10.16%
Pending Listings	1,294	1,416	9.43%
New Listings	1,592	1,660	4.27%
Average List Price	221,565	248,908	12.34%
Average Sale Price	217,813	248,593	14.13%
Average Percent of Selling Price to List Price	98.70%	100.46%	1.78%
Average Days on Market to Sale	29.55	15.70	-46.87%
End of Month Inventory	4,089	1,903	-53.46%
Months Supply of Inventory	4.02	1.67	-58.46%



Absorption: Last 12 months, an Average of **1,141** Sales/Month
Active Inventory as of July 31, 2021 = **1,903**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **53.46%** to 1,903 existing homes available for sale. Over the last 12 months this area has had an average of 1,141 closed sales per month. This represents an unsold inventory index of **1.67** 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 **14.13%** in July 2021 to \$248,593 versus the previous year at \$217,813.

Average Days on Market Shortens

The average number of **15.70** days that homes spent on the market before selling decreased by 13.85 days or **46.87%** in July 2021 compared to last year's same month at **29.55** DOM.

Sales Success for July 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 1,660 New Listings in July 2021, up **4.27%** from last year at 1,592. Furthermore, there were 1,247 Closed Listings this month versus last year at 1,388, a **-10.16%** decrease.

Closed versus Listed trends yielded a **75.1%** ratio, down from previous year's, July 2020, at **87.2%**, a **13.84%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

July 2021



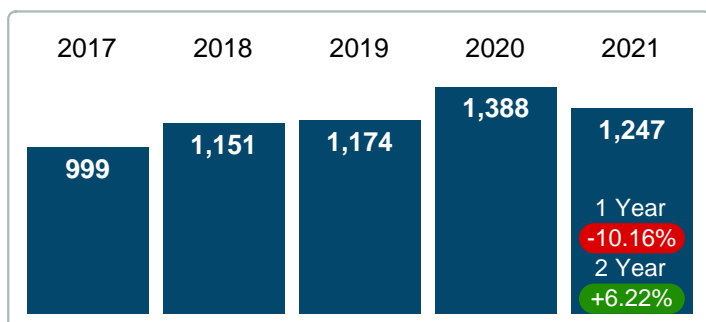
Area Delimited by County Of Tulsa



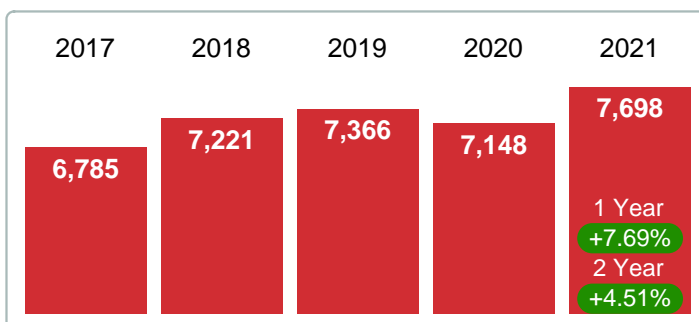
CLOSED LISTINGS

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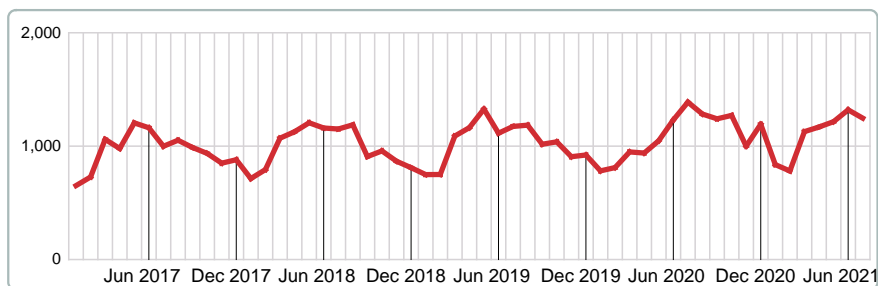
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

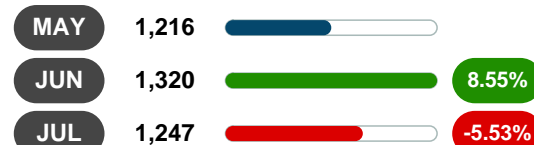


3 MONTHS

5 year JUL AVG = 1,192

High Jul 2020 1,388 Low Jan 2017 652

Closed Listings this month at 1,247 above the 5 yr JUL average of 1,192



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	107	8.58%	21.0	27	66	10	4
\$25,001 - \$125,000	162	12.99%	18.4	90	68	4	0
\$125,001 - \$175,000	178	14.27%	10.7	37	129	10	2
\$175,001 - \$250,000	301	24.14%	8.8	34	209	53	5
\$250,001 - \$325,000	198	15.88%	12.3	9	83	94	12
\$325,001 - \$450,000	181	14.51%	19.0	8	45	105	23
\$450,001 and up	120	9.62%	32.7	7	20	51	42
Total Closed Units	1,247			212	620	327	88
Total Closed Volume	309,995,961	100%	15.7	28.76M	122.80M	112.86M	45.58M
Average Closed Price	\$248,593			\$135,666	\$198,060	\$345,144	\$517,903

July 2021



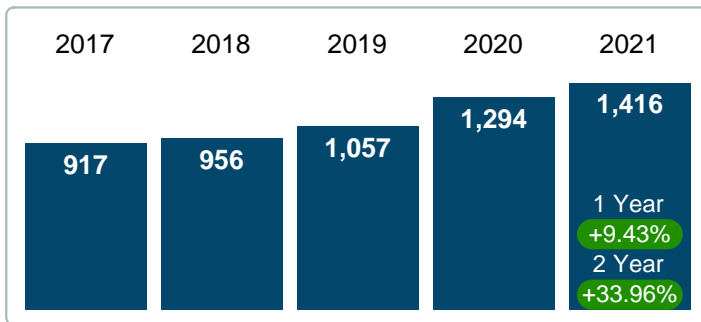
Area Delimited by County Of Tulsa



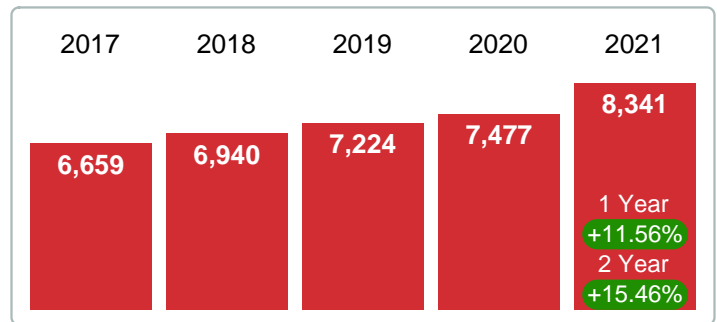
PENDING LISTINGS

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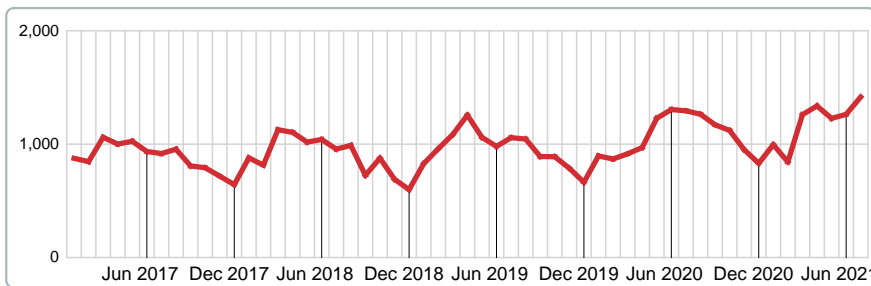
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

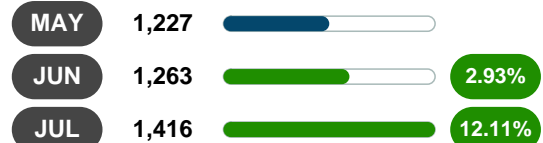


3 MONTHS

5 year JUL AVG = 1,128

High Jul 2021 1,416 Low Dec 2018 599

Pending Listings this month at 1,416 above the 5 yr JUL average of 1,128



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	120	8.47%	22.1	48	58	13	1
\$50,001 - \$125,000	159	11.23%	23.5	78	73	8	0
\$125,001 - \$175,000	229	16.17%	17.7	40	171	17	1
\$175,001 - \$250,000	349	24.65%	15.9	34	232	75	8
\$250,001 - \$350,000	246	17.37%	17.6	12	100	122	12
\$350,001 - \$450,000	156	11.02%	21.6	11	36	96	13
\$450,001 and up	157	11.09%	41.8	11	26	81	39
Total Pending Units	1,416			234	696	412	74
Total Pending Volume	361,683,056	100%	24.8	38.17M	142.59M	143.82M	37.10M
Average Listing Price	\$172,159			\$163,107	\$204,875	\$349,077	\$501,395

July 2021



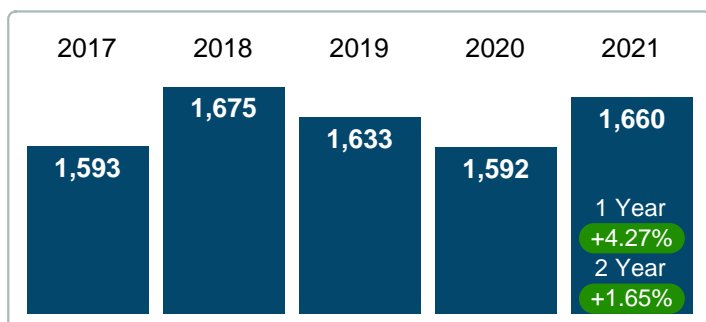
Area Delimited by County Of Tulsa



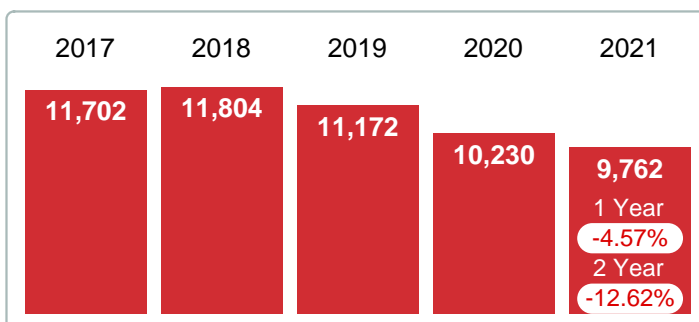
NEW LISTINGS

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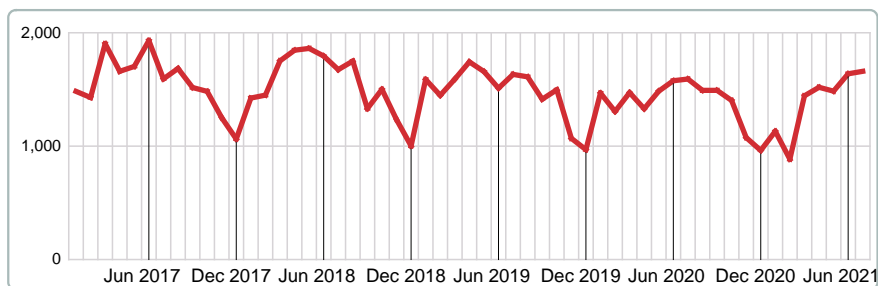
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

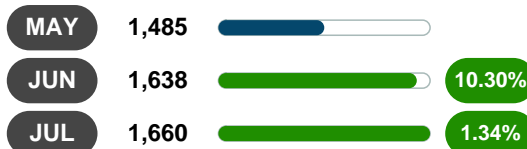


3 MONTHS

5 year JUL AVG = 1,631

High Jun 2017 1,931 Low Feb 2021 885

New Listings this month at **1,660**
above the 5 yr JUL average of **1,631**



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	163	9.82%	57	76	28	2
\$50,001 - \$120,000	175	10.54%	108	60	6	1
\$120,001 - \$170,000	253	15.24%	56	173	22	2
\$170,001 - \$270,000	449	27.05%	42	284	117	6
\$270,001 - \$370,000	228	13.73%	9	80	119	20
\$370,001 - \$540,000	224	13.49%	16	50	131	27
\$540,001 and up	168	10.12%	40	18	68	42
Total New Listed Units	1,660		328	741	491	100
Total New Listed Volume	475,905,065	100%	82.49M	151.09M	179.82M	62.50M
Average New Listed Listing Price	\$137,030		\$251,501	\$203,905	\$366,227	\$625,018

July 2021



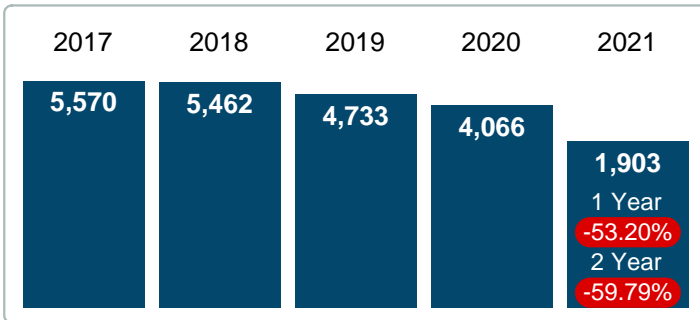
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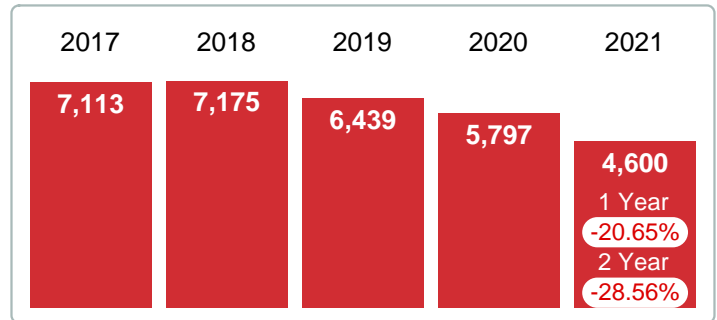
ACTIVE INVENTORY

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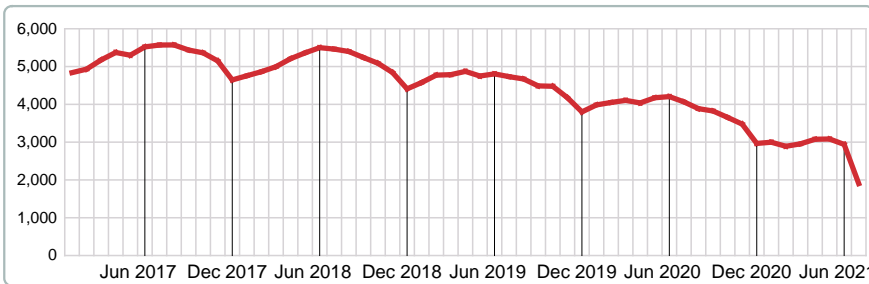
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

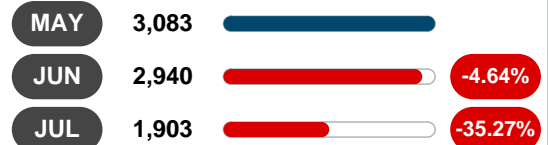


3 MONTHS

5 year JUL AVG = 4,347

High Aug 2017 5,572 Low Jul 2021 1,903

Inventory this month at 1,903 below the 5 yr JUL average of 4,347



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	196	10.30%	82.2	119	52	23	2
\$50,001 - \$100,000	179	9.41%	65.5	139	36	3	1
\$100,001 - \$175,000	291	15.29%	48.4	128	143	19	1
\$175,001 - \$350,000	498	26.17%	49.8	124	212	146	16
\$350,001 - \$525,000	306	16.08%	78.8	60	69	145	32
\$525,001 - \$975,000	235	12.35%	86.6	81	30	81	43
\$975,001 and up	198	10.40%	95.7	110	9	38	41
Total Active Inventory by Units			1,903	761	551	455	136
Total Active Inventory by Volume			861,452,766	367.46M	135.82M	224.35M	133.82M
Average Active Inventory Listing Price			\$452,681	\$482,864	\$246,498	\$493,074	\$984,003

July 2021

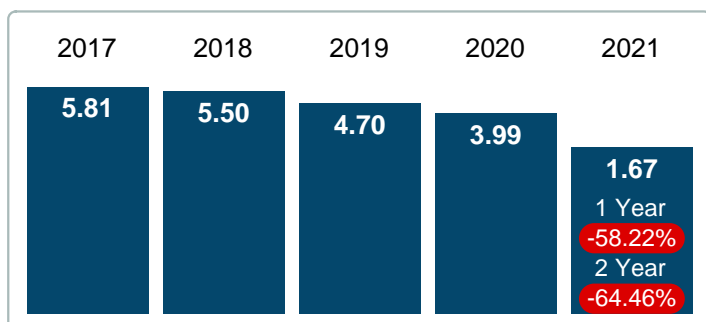
Area Delimited by County Of Tulsa



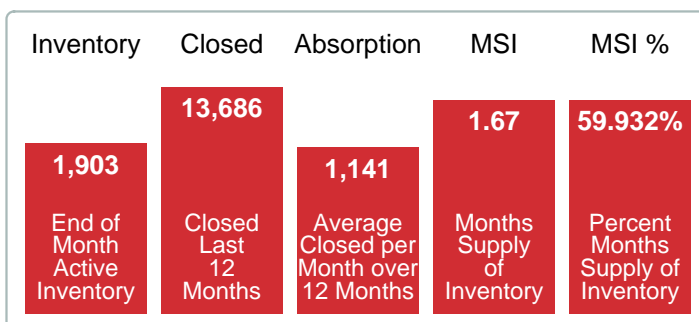
MONTHS SUPPLY of INVENTORY (MSI)

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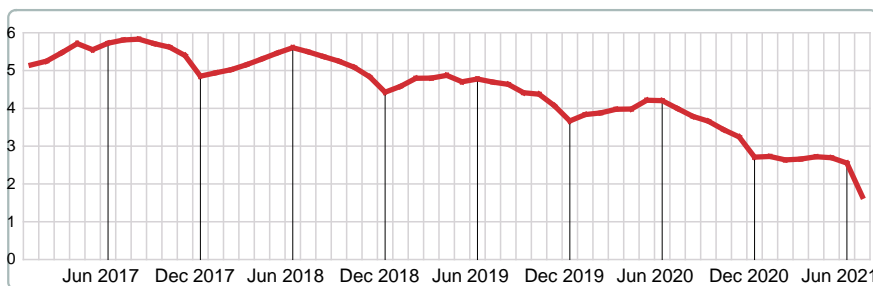
MSI FOR JULY



INDICATORS FOR JULY 2021

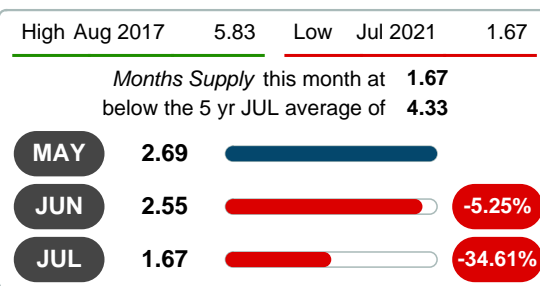


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.33



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
\$50,000 and less	196	10.30%	1.41	2.45	0.74	1.27	1.14
\$50,001 - \$100,000	179	9.41%	2.12	3.09	1.04	0.72	2.00
\$100,001 - \$175,000	291	15.29%	1.22	3.17	0.82	0.88	0.63
\$175,001 - \$350,000	498	26.17%	1.04	3.94	0.86	0.82	0.67
\$350,001 - \$525,000	306	16.08%	2.30	9.11	2.31	1.94	1.47
\$525,001 - \$975,000	235	12.35%	4.31	23.71	4.14	2.80	2.88
\$975,001 and up	198	10.40%	17.73	48.89	15.43	8.60	10.47
Market Supply of Inventory (MSI)			1.67	4.28	0.98	1.38	1.99
Total Active Inventory by Units		100%	1,903	761	551	455	136

July 2021

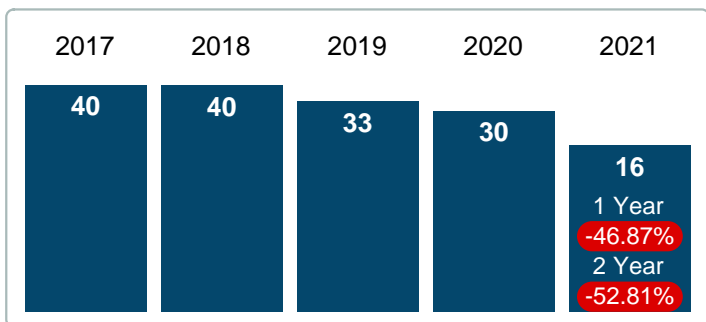
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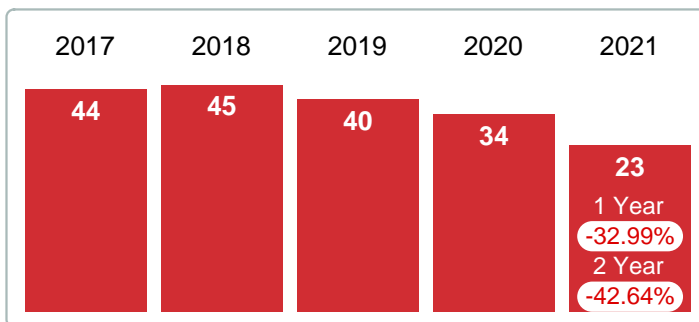
AVERAGE DAYS ON MARKET TO SALE

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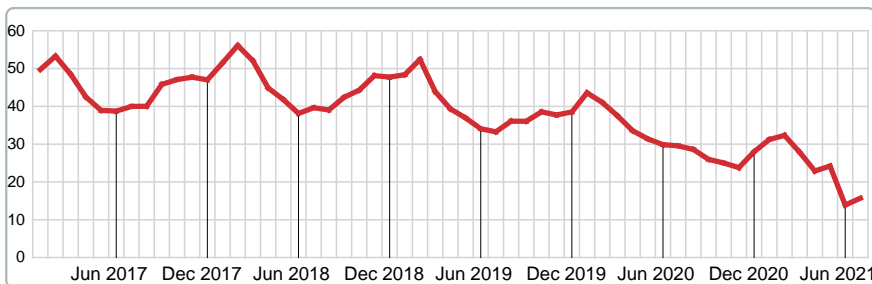
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 32

High Feb 2018 56 Low Jun 2021 14

Average Days on Market to Sale this month at 16 below the 5 yr JUL average of 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
\$25,000 and less	8.58%	21	33	17	20	11
\$25,001 - \$125,000	12.99%	18	23	11	24	0
\$125,001 - \$175,000	14.27%	11	23	7	13	10
\$175,001 - \$250,000	24.14%	9	12	8	11	4
\$250,001 - \$325,000	15.88%	12	15	10	14	13
\$325,001 - \$450,000	14.51%	19	17	17	20	20
\$450,001 and up	9.62%	33	75	15	17	54
Average Closed DOM		16				
Total Closed Units		1,247				
Total Closed Volume		309,995,961				
			24	10	16	34
			212	620	327	88
			28.76M	122.80M	112.86M	45.58M

July 2021



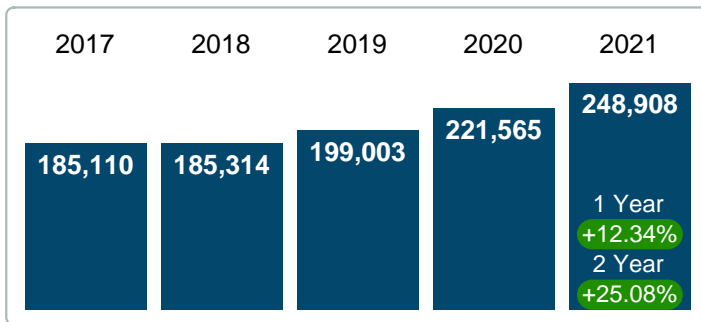
Area Delimited by County Of Tulsa



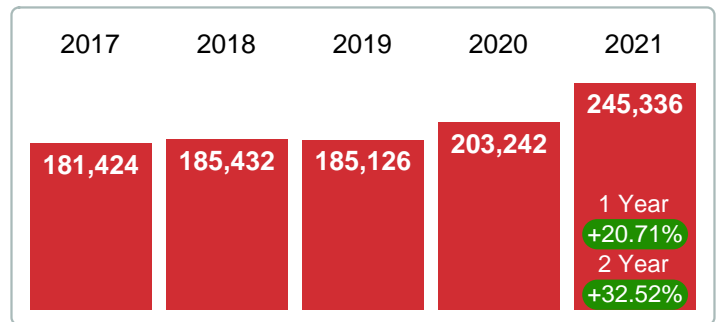
AVERAGE LIST PRICE AT CLOSING

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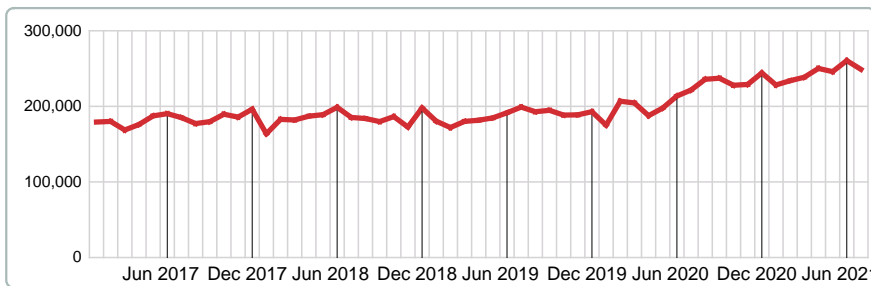
JULY



YEAR TO DATE (YTD)

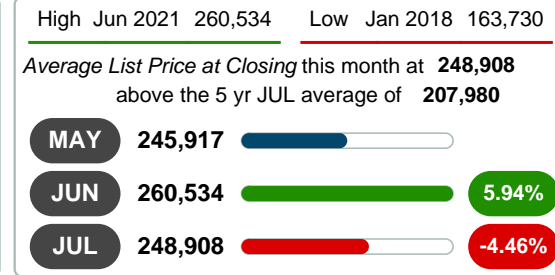


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 207,980



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	8.50%	2,608	5,983	1,760	1,869	2,516
\$25,001 - \$125,000	13.39%	84,611	77,264	94,989	91,850	0
\$125,001 - \$175,000	14.76%	153,428	146,627	153,355	156,580	152,450
\$175,001 - \$250,000	25.26%	211,347	208,062	204,577	214,828	208,800
\$250,001 - \$325,000	14.03%	287,386	281,167	276,389	285,387	296,892
\$325,001 - \$450,000	14.84%	383,209	388,613	375,773	382,778	382,345
\$450,001 and up	9.22%	695,569	626,214	641,650	628,521	781,587
Average List Price		248,908	139,799	196,448	343,763	528,889
Total Closed Units	100%	248,908	212	620	327	88
Total Closed Volume		310,388,157	29.64M	121.80M	112.41M	46.54M

July 2021

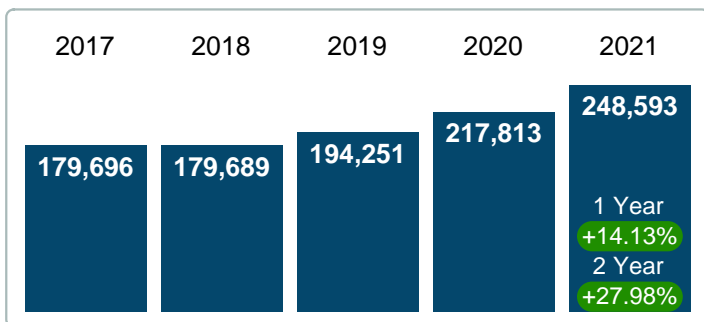
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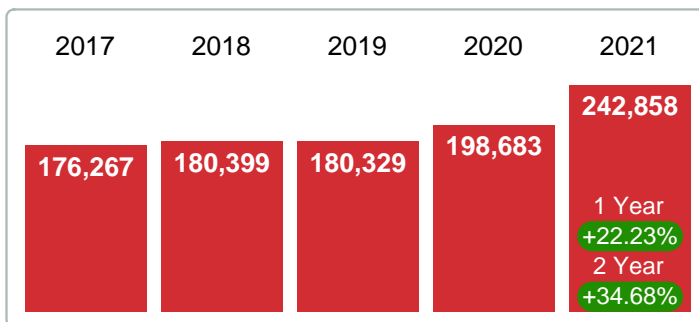
AVERAGE SOLD PRICE AT CLOSING

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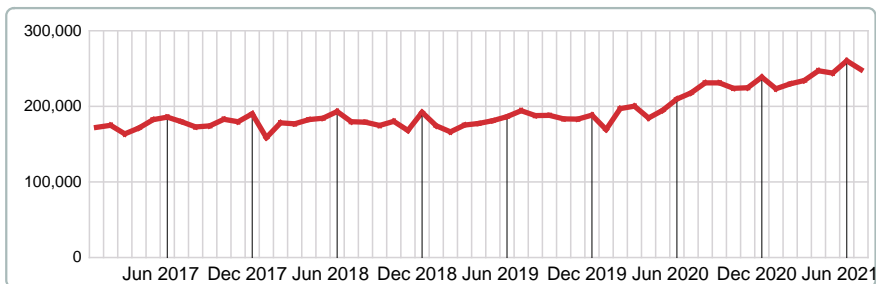
JULY



YEAR TO DATE (YTD)

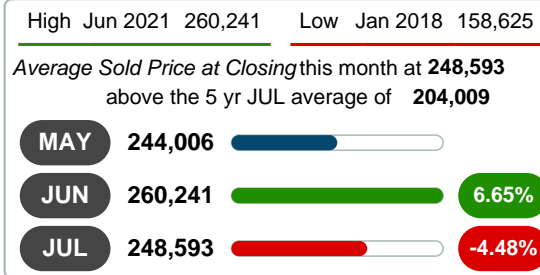


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 204,009



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	8.58%	2,652	5,154	1,756	1,869	2,516
\$25,001 - \$125,000	12.99%	83,080	75,478	93,021	85,125	0
\$125,001 - \$175,000	14.27%	153,088	145,213	155,538	152,525	143,500
\$175,001 - \$250,000	24.14%	210,009	207,368	209,000	215,838	208,400
\$250,001 - \$325,000	15.88%	284,639	274,123	279,899	288,162	297,711
\$325,001 - \$450,000	14.51%	382,040	396,800	373,254	384,255	383,986
\$450,001 and up	9.62%	669,026	537,714	629,138	629,493	757,909
Average Sold Price		248,593	135,666	198,060	345,144	517,903
Total Closed Units	100%	248,593	212	620	327	88
Total Closed Volume		309,995,961	28.76M	122.80M	112.86M	45.58M

July 2021



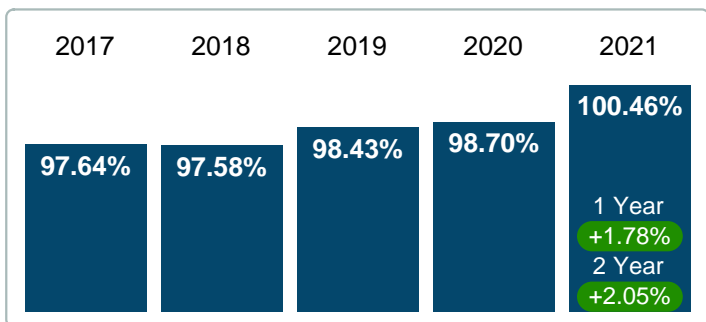
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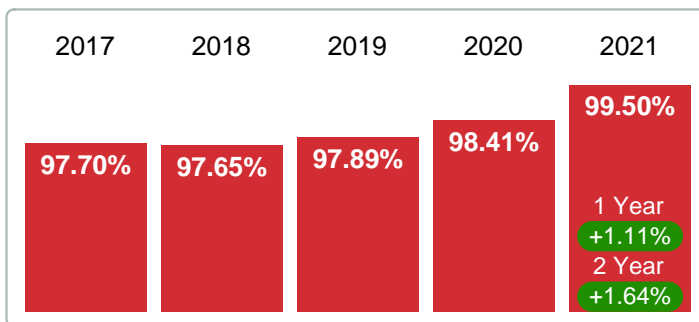
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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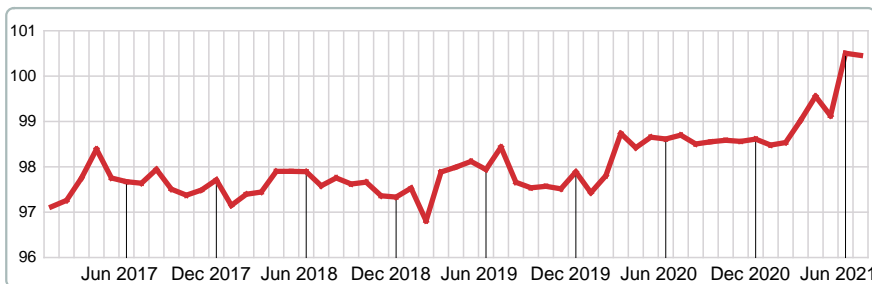
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

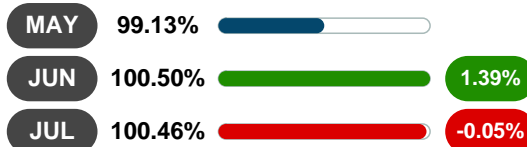


3 MONTHS

5 year JUL AVG = 98.56%

High Jun 2021 100.50% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **100.46%** above the 5 yr JUL average of **98.56%**



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	107	8.58%	98.52%	94.79%	99.73%	100.00%	100.00%
\$25,001 - \$125,000	162	12.99%	98.10%	97.95%	98.53%	94.31%	0.00%
\$125,001 - \$175,000	178	14.27%	101.05%	99.98%	101.71%	97.65%	94.73%
\$175,001 - \$250,000	301	24.14%	102.46%	99.80%	103.41%	100.69%	99.82%
\$250,001 - \$325,000	198	15.88%	101.09%	97.94%	101.56%	101.06%	100.44%
\$325,001 - \$450,000	181	14.51%	100.35%	102.21%	99.47%	100.55%	100.51%
\$450,001 and up	120	9.62%	98.57%	86.89%	98.62%	100.53%	98.12%
Average Sold/List Ratio		100.50%		97.99%	101.44%	100.53%	99.16%
Total Closed Units	1,247	100%	100.50%	212	620	327	88
Total Closed Volume	309,995,961			28.76M	122.80M	112.86M	45.58M

July 2021

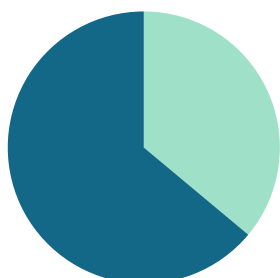
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

INVENTORY

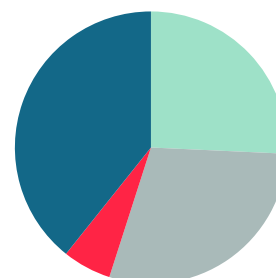


Inventory
 New Listings
1,660 = 36.07%
 Start Inventory
2,942
 Total Inventory Units
4,602
 Volume
\$1,608,980,213

Market Activity

Closed Sales
1,247 = 25.73%
 Pending Sales
1,416 = 29.22%
 Other Off Market
280 = 5.78%
 Active Inventory
1,903 = 39.27%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,388	1,247	-10.16%	7,148	7,698	7.69%
Pending Sales	1,294	1,416	9.43%	7,477	8,341	11.56%
New Listings	1,592	1,660	4.27%	10,230	9,762	-4.57%
Average List Price	221,565	248,908	12.34%	203,242	245,336	20.71%
Average Sale Price	217,813	248,593	14.13%	198,683	242,858	22.23%
Average Percent of Selling Price to List Price	98.70%	100.46%	1.78%	98.41%	99.50%	1.11%
Average Days on Market to Sale	29.55	15.70	-46.87%	34.30	22.98	-32.99%
Monthly Inventory	4,089	1,903	-53.46%	4,089	1,903	-53.46%
Months Supply of Inventory	4.02	1.67	-58.46%	4.02	1.67	-58.46%

Absorption: Last 12 months, an Average of **1,141** Sales/Month

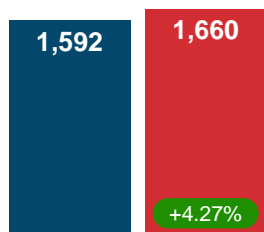
Inventory on July 31, 2021 = **1,903**

2020 **2021**

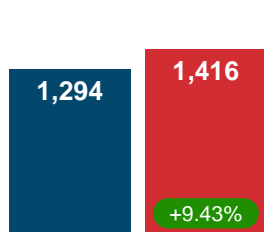
JULY MARKET

AVERAGE PRICES

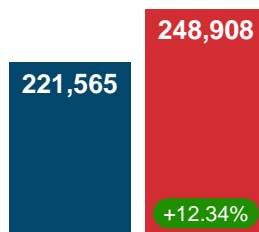
New Listings



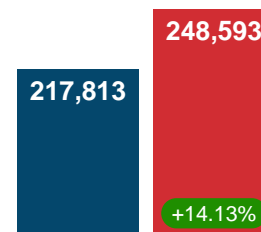
Pending Listings



List Price



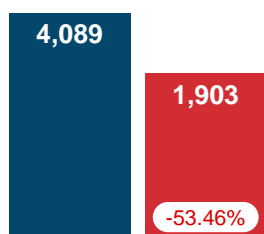
Sale Price



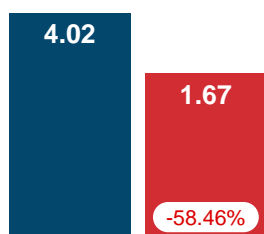
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

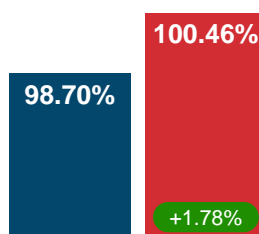
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

