

July 2021

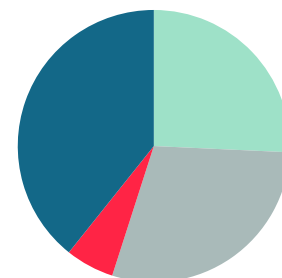
Area Delimited by County Of Tulsa



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%
Median List Price	192,750	212,000	9.99%
Median Sale Price	192,800	215,000	11.51%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	5.00	-50.00%
End of Month Inventory	4,089	1,903	-53.46%
Months Supply of Inventory	4.02	1.67	-58.46%



■ Closed (25.73%)
■ Pending (29.22%)
■ Other OffMarket (5.78%)
■ Active (39.27%)

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.

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 **11.51%** in July 2021 to \$215,000 versus the previous year at \$192,800.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 5.00 days or **50.00%** in July 2021 compared to last year's same month at **10.00** DOM.

Sales Success for July 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 1,660 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.

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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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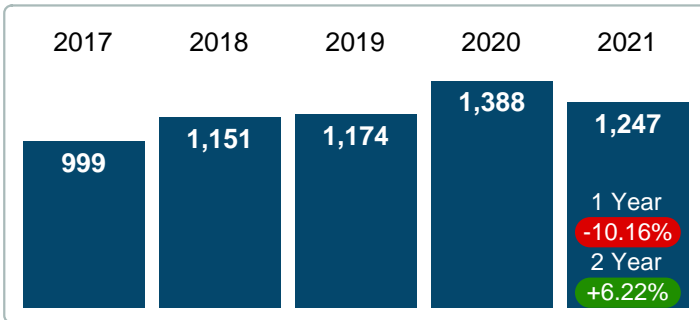
Area Delimited by County Of Tulsa



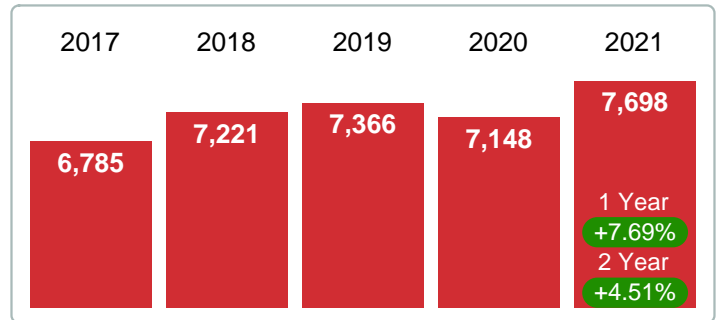
CLOSED LISTINGS

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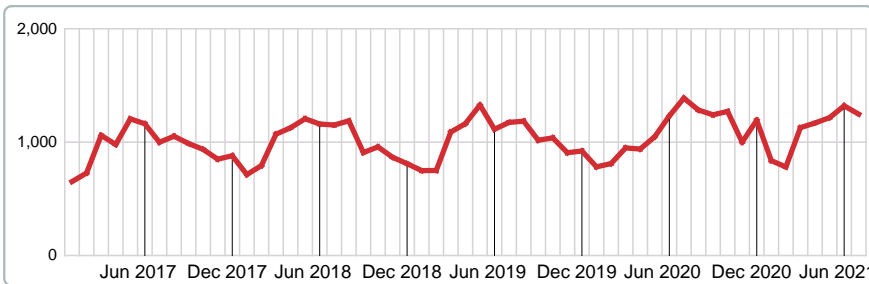
JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	107	8.58%	13.0	27	66	10	4
\$25,001 - \$125,000	162	12.99%	5.0	90	68	4	0
\$125,001 - \$175,000	178	14.27%	4.0	37	129	10	2
\$175,001 - \$250,000	301	24.14%	4.0	34	209	53	5
\$250,001 - \$325,000	198	15.88%	4.0	9	83	94	12
\$325,001 - \$450,000	181	14.51%	6.0	8	45	105	23
\$450,001 and up	120	9.62%	8.0	7	20	51	42
Total Closed Units	1,247			212	620	327	88
Total Closed Volume	309,995,961	100%	5.0	28.76M	122.80M	112.86M	45.58M
Median Closed Price	\$215,000			\$113,375	\$189,125	\$320,000	\$438,500

July 2021



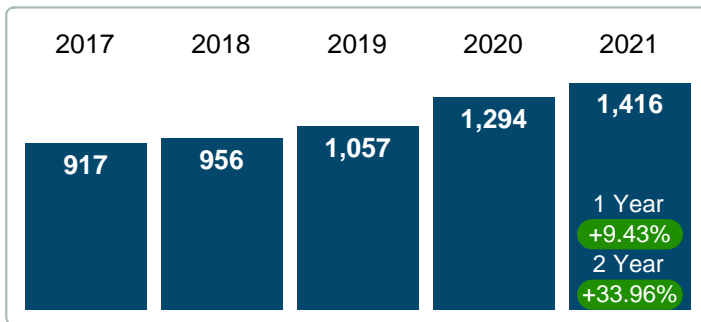
Area Delimited by County Of Tulsa



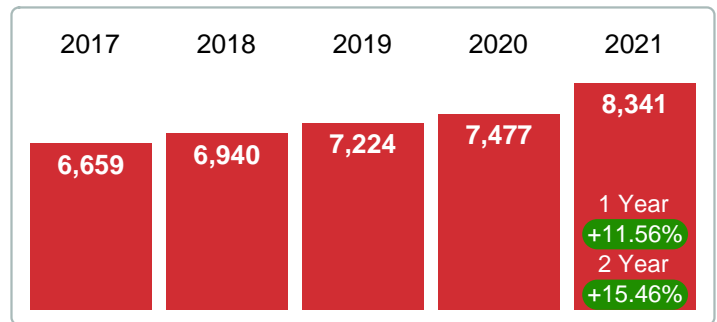
PENDING LISTINGS

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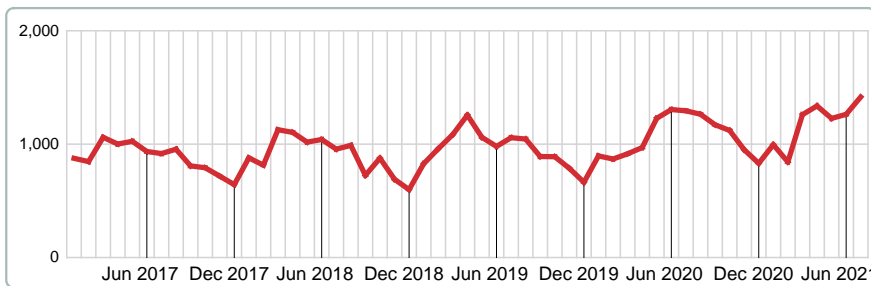
JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	120	8.47%	8.5	48	58	13	1
\$50,001 - \$125,000	159	11.23%	8.0	78	73	8	0
\$125,001 - \$175,000	229	16.17%	7.0	40	171	17	1
\$175,001 - \$250,000	349	24.65%	7.0	34	232	75	8
\$250,001 - \$350,000	246	17.37%	8.0	12	100	122	12
\$350,001 - \$450,000	156	11.02%	6.5	11	36	96	13
\$450,001 and up	157	11.09%	11.0	11	26	81	39
Total Pending Units	1,416			234	696	412	74
Total Pending Volume	361,683,056	100%	8.0	38.17M	142.59M	143.82M	37.10M
Median Listing Price	\$220,000			\$109,500	\$189,000	\$314,950	\$458,992

July 2021



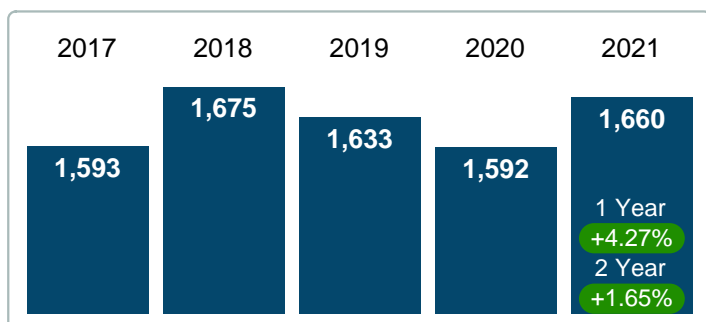
Area Delimited by County Of Tulsa



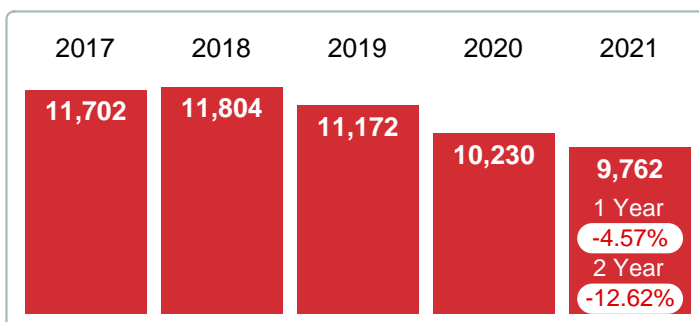
NEW LISTINGS

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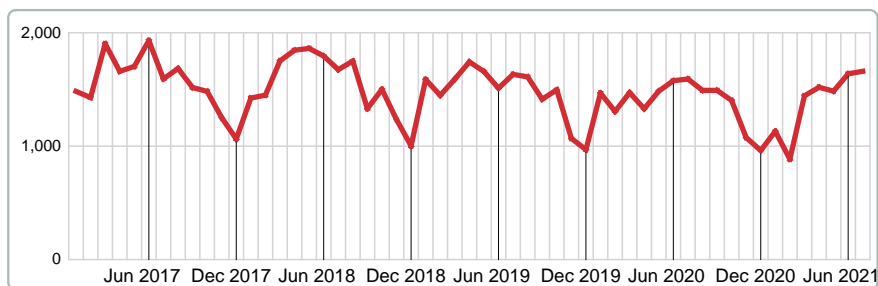
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

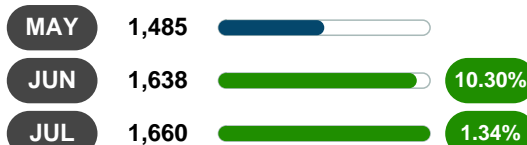


3 MONTHS

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 - \$125,000	199	11.99%	113	77	8	1
\$125,001 - \$175,000	252	15.18%	55	173	22	2
\$175,001 - \$250,000	365	21.99%	32	241	87	5
\$250,001 - \$375,000	306	18.43%	15	116	153	22
\$375,001 - \$525,000	201	12.11%	16	37	122	26
\$525,001 and up	174	10.48%	40	21	71	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
Median New Listed Listing Price	\$222,688		\$120,000	\$188,000	\$321,000	\$465,000

July 2021



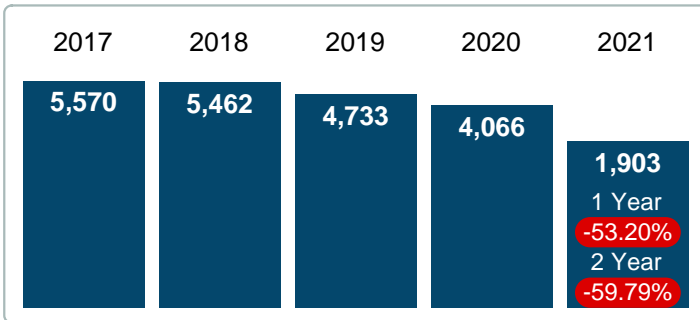
Area Delimited by County Of Tulsa



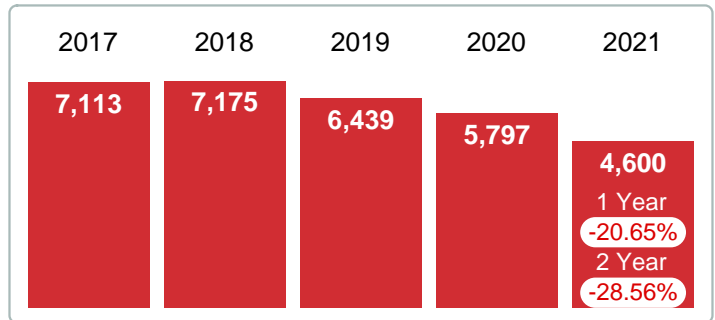
ACTIVE INVENTORY

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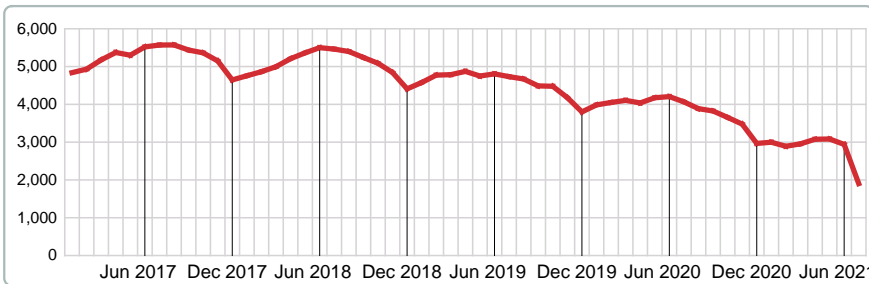
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

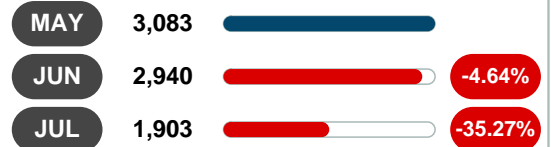


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	196	10.30%	33.0	119	52	23	2
\$50,001 - \$100,000	179	9.41%	52.0	139	36	3	1
\$100,001 - \$175,000	291	15.29%	30.0	128	143	19	1
\$175,001 - \$350,000	498	26.17%	31.0	124	212	146	16
\$350,001 - \$525,000	306	16.08%	47.0	60	69	145	32
\$525,001 - \$975,000	235	12.35%	63.0	81	30	81	43
\$975,001 and up	198	10.40%	69.0	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
Median Active Inventory Listing Price			\$255,000	\$175,000	\$198,750	\$394,900	\$677,500

July 2021



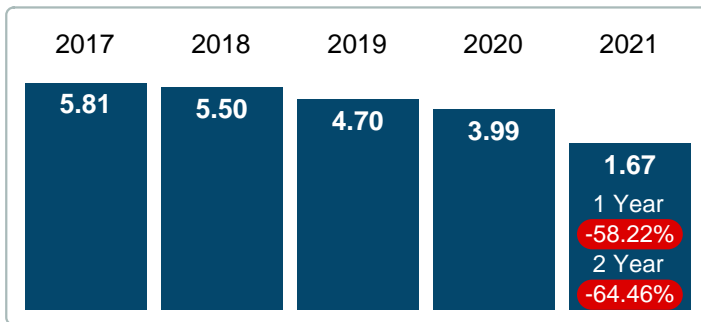
Area Delimited by County Of Tulsa



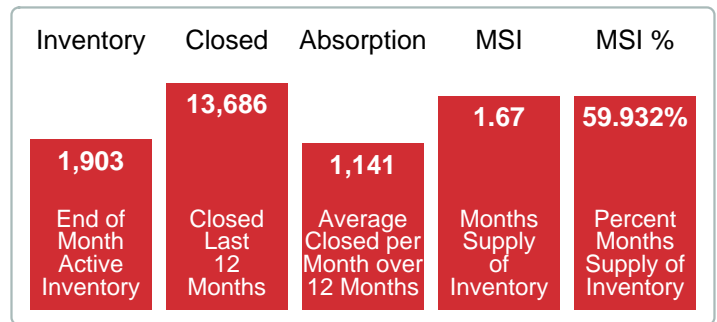
MONTHS SUPPLY of INVENTORY (MSI)

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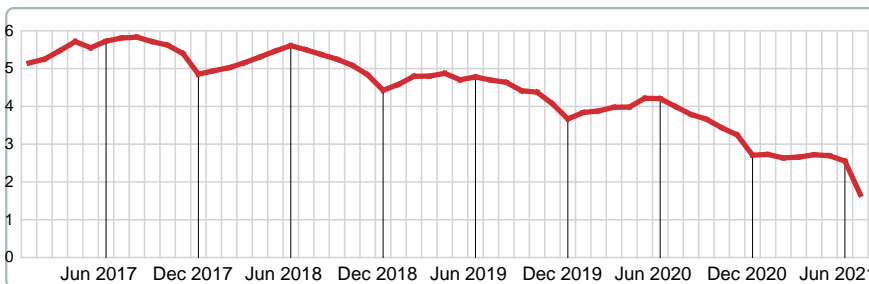
MSI FOR JULY



INDICATORS FOR JULY 2021

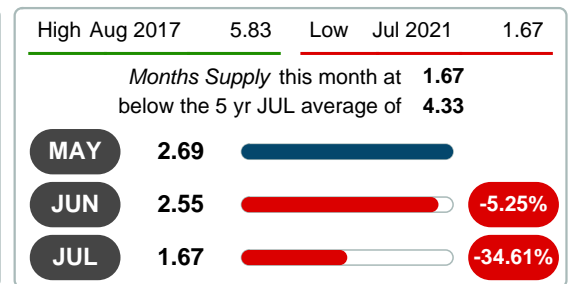


5 YEAR MARKET ACTIVITY TRENDS



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



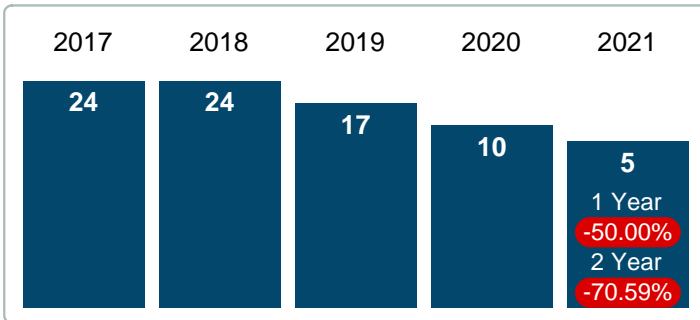
Area Delimited by County Of Tulsa



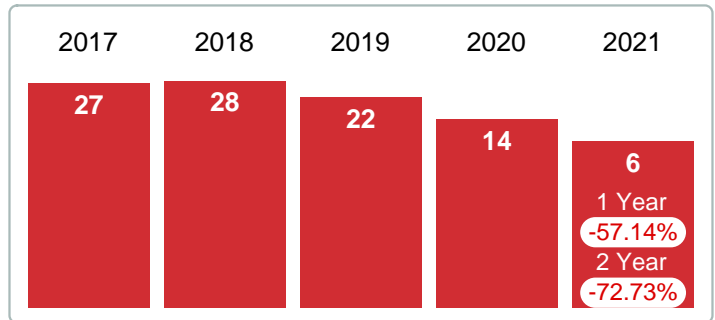
MEDIAN DAYS ON MARKET TO SALE

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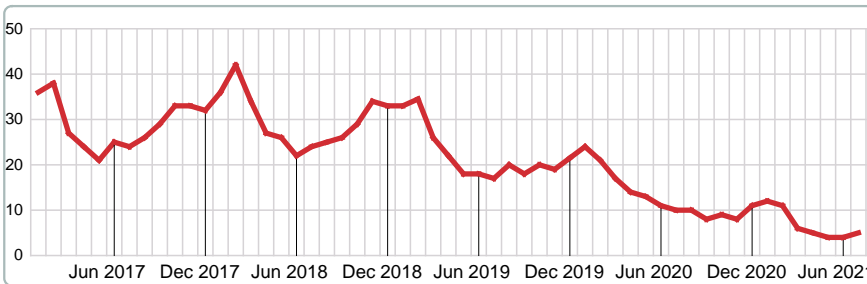
JULY



YEAR TO DATE (YTD)

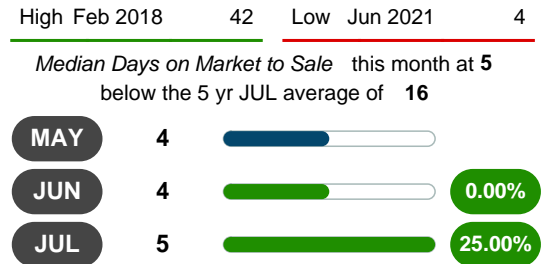


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 16



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	8.58%	13	18	12	9	10
\$25,001 - \$125,000	12.99%	5	5	5	17	0
\$125,001 - \$175,000	14.27%	4	5	4	7	10
\$175,001 - \$250,000	24.14%	4	4	4	5	1
\$250,001 - \$325,000	15.88%	4	7	4	4	6
\$325,001 - \$450,000	14.51%	6	13	5	5	6
\$450,001 and up	9.62%	8	6	5	5	32
Median Closed DOM		5	6	4	5	9
Total Closed Units	100%	1,247	212	620	327	88
Total Closed Volume		309,995,961	28.76M	122.80M	112.86M	45.58M

July 2021

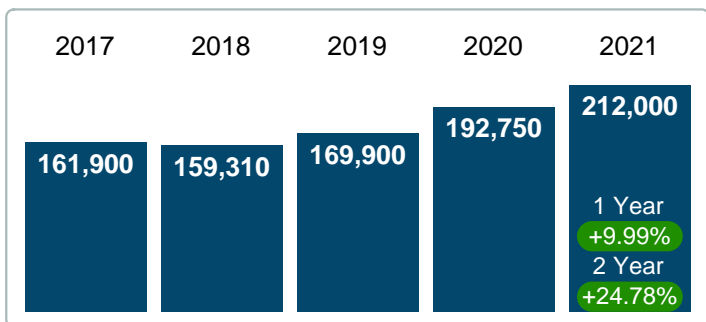
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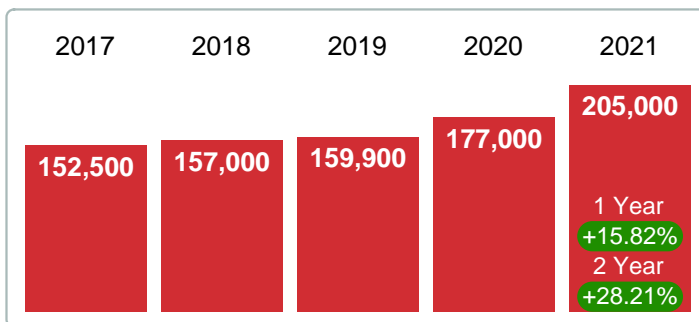
MEDIAN LIST PRICE AT CLOSING

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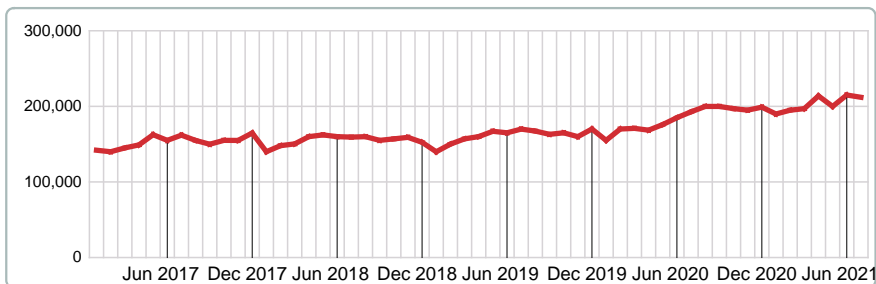
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 179,172

High Jun 2021 215,000 Low Jan 2019 139,900
 Median List Price at Closing this month at **212,000**
 above the 5 yr JUL average of **179,172**

- MAY 199,900
- JUN 215,000 **7.55%**
- JUL 212,000 **-1.40%**

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 106	8.50%	1,400	1,095	1,398	1,650	2,535
\$25,001 - \$125,000 167	13.39%	85,000	80,000	100,000	75,000	0
\$125,001 - \$175,000 184	14.76%	153,950	140,000	155,000	159,950	152,450
\$175,001 - \$250,000 315	25.26%	210,000	205,000	209,900	224,900	212,500
\$250,001 - \$325,000 175	14.03%	285,000	274,500	279,000	291,750	312,450
\$325,001 - \$450,000 185	14.84%	379,900	399,250	370,000	380,000	380,000
\$450,001 and up 115	9.22%	599,900	688,000	599,600	599,450	624,576
Median List Price		212,000	112,000	185,250	317,000	437,450
Total Closed Units		1,247	212	620	327	88
Total Closed Volume		310,388,157	29.64M	121.80M	112.41M	46.54M

July 2021



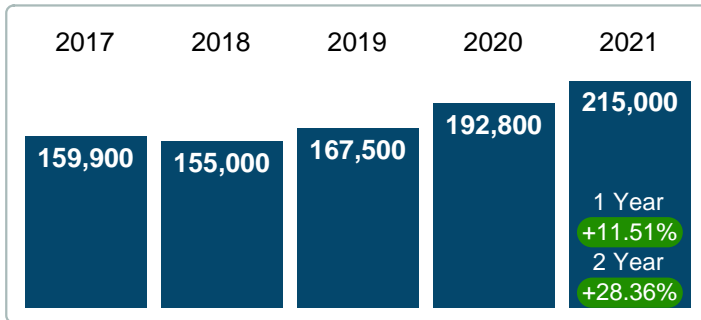
Area Delimited by County Of Tulsa



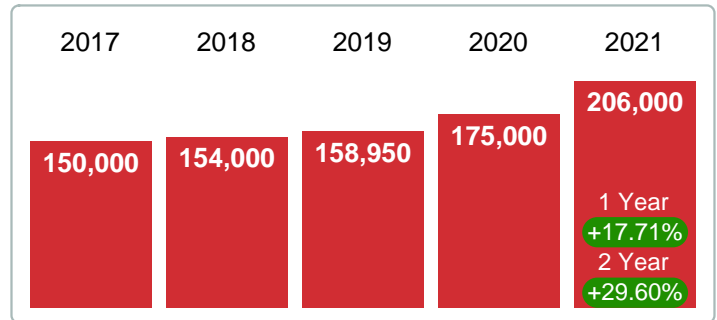
MEDIAN SOLD PRICE AT CLOSING

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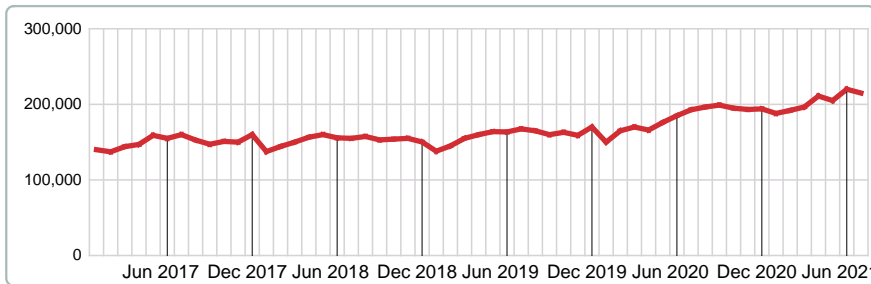
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

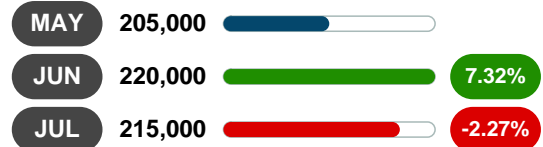


3 MONTHS

5 year JUL AVG = 178,040

High Jun 2021 220,000 Low Feb 2017 137,250

Median Sold Price at Closing this month at 215,000 above the 5 yr JUL average of 178,040



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	8.58%	1,400	1,095	1,400	1,650	2,535
\$25,001 - \$125,000	12.99%	85,050	76,500	100,000	88,500	0
\$125,001 - \$175,000	14.27%	153,000	143,500	156,500	156,500	143,500
\$175,001 - \$250,000	24.14%	209,000	204,800	205,000	215,000	210,000
\$250,001 - \$325,000	15.88%	280,000	270,000	275,000	290,000	305,750
\$325,001 - \$450,000	14.51%	375,000	399,250	370,000	375,000	371,900
\$450,001 and up	9.62%	588,750	500,000	579,950	585,000	618,200
Median Sold Price		215,000	113,375	189,125	320,000	438,500
Total Closed Units	100%	1,247	212	620	327	88
Total Closed Volume		309,995,961	28.76M	122.80M	112.86M	45.58M

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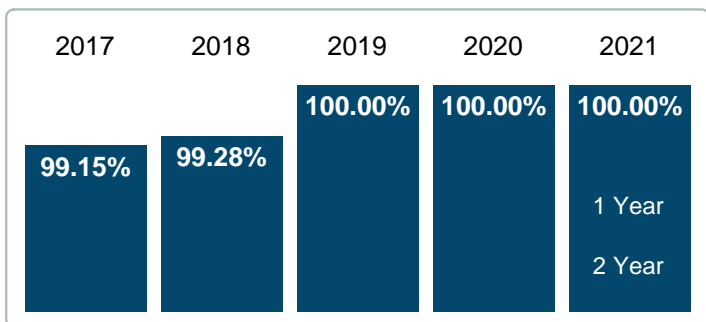
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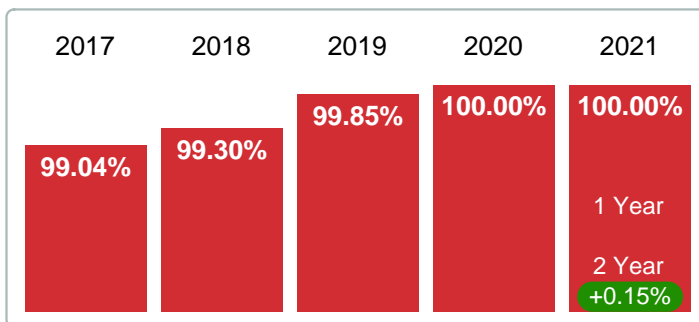
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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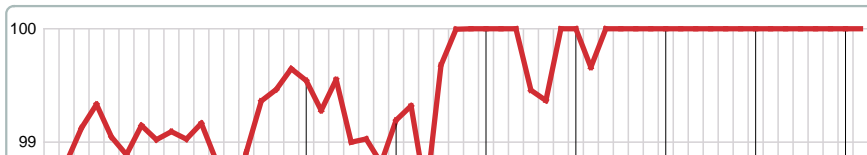
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99.69%

High Jul 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JUL average of 99.69%

MAY 100.00%
 JUN 100.00%
 JUL 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	107	8.58%	100.00%	100.00%	100.00%	100.00%	100.00%
\$25,001 - \$125,000	162	12.99%	100.00%	99.52%	100.00%	96.52%	0.00%
\$125,001 - \$175,000	178	14.27%	100.48%	100.00%	101.01%	98.41%	94.73%
\$175,001 - \$250,000	301	24.14%	100.54%	98.77%	101.35%	100.00%	100.00%
\$250,001 - \$325,000	198	15.88%	100.03%	98.84%	100.32%	100.24%	100.00%
\$325,001 - \$450,000	181	14.51%	100.00%	100.12%	100.00%	100.00%	100.00%
\$450,001 and up	120	9.62%	100.00%	90.12%	98.23%	100.00%	98.55%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	1,247		100%	212	620	327	88
Total Closed Volume	309,995,961			28.76M	122.80M	112.86M	45.58M

July 2021

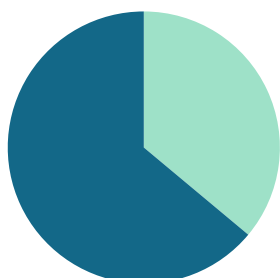
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

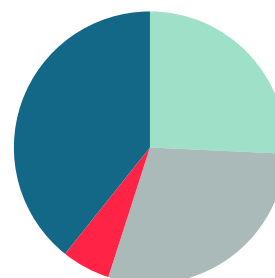


Inventory
 New Listings
1,660 = 36.07%
 Start Inventory
2,942
 Total Inventory Units
4,602
 Volume
\$1,608,980,213

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%
Median List Price	192,750	212,000	9.99%	177,000	205,000	15.82%
Median Sale Price	192,800	215,000	11.51%	175,000	206,000	17.71%
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	5.00	-50.00%	14.00	6.00	-57.14%
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

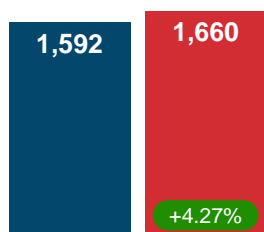
Inventory on July 31, 2021 = **1,903**

2020 **2021**

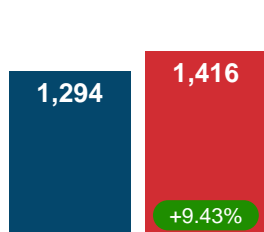
JULY MARKET

MEDIAN PRICES

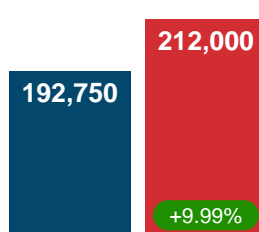
New Listings



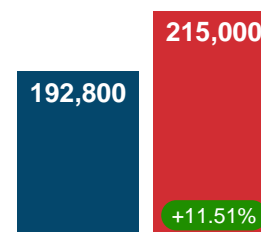
Pending Listings



List Price



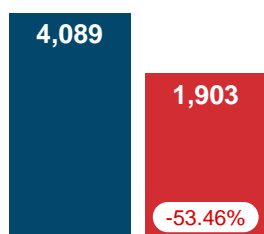
Sale Price



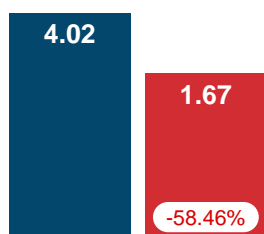
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

