

May 2021



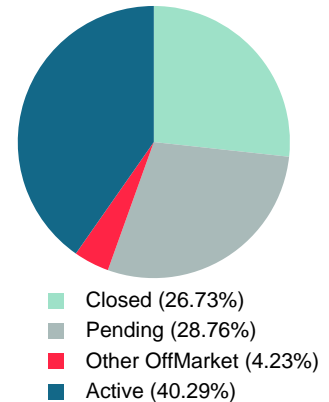
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	1,049	1,208	15.16%
Pending Listings	1,229	1,300	5.78%
New Listings	1,486	1,485	-0.07%
Average List Price	197,946	245,762	24.16%
Average Sale Price	194,981	243,875	25.08%
Average Percent of Selling Price to List Price	98.66%	99.15%	0.50%
Average Days on Market to Sale	31.36	24.23	-22.75%
End of Month Inventory	4,201	1,821	-56.65%
Months Supply of Inventory	4.24	1.59	-62.47%



Absorption: Last 12 months, an Average of **1,144** Sales/Month
Active Inventory as of May 31, 2021 = **1,821**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **56.65%** to 1,821 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 **1.59** 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 **25.08%** in May 2021 to \$243,875 versus the previous year at \$194,981.

Average Days on Market Shortens

The average number of **24.23** days that homes spent on the market before selling decreased by 7.13 days or **22.75%** in May 2021 compared to last year's same month at **31.36** DOM.

Sales Success for May 2021 is Positive

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

There were 1,485 New Listings in May 2021, down **0.07%** from last year at 1,486. Furthermore, there were 1,208 Closed Listings this month versus last year at 1,049, a **15.16%** increase.

Closed versus Listed trends yielded a **81.3%** ratio, up from previous year's, May 2020, at **70.6%**, a **15.23%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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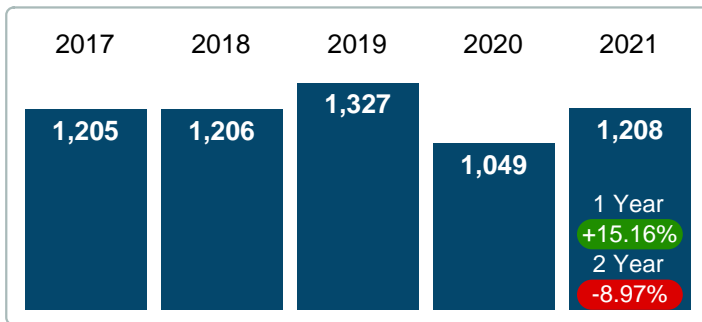
Area Delimited by County Of Tulsa



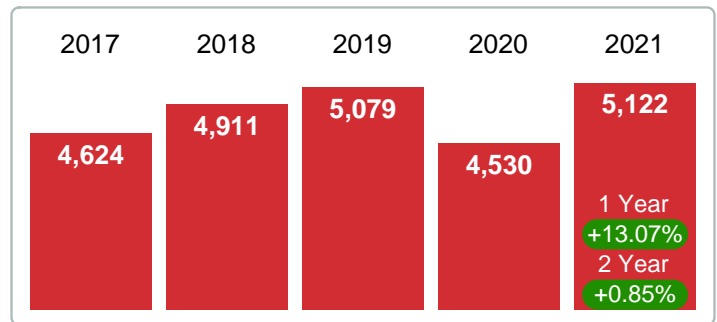
CLOSED LISTINGS

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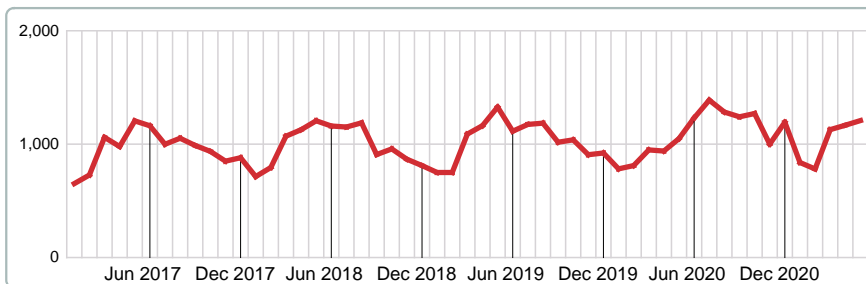
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

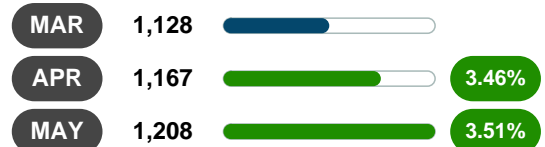


3 MONTHS

5 year MAY AVG = 1,199

High Jul 2020 1,388 Low Jan 2017 652

Closed Listings this month at **1,208**
above the 5 yr MAY average of **1,199**



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	81	6.71%	15.5	22	44	12	3
\$25,001 - \$100,000	187	15.48%	68.4	96	83	8	0
\$100,001 - \$150,000	120	9.93%	19.7	29	75	16	0
\$150,001 - \$225,000	296	24.50%	8.2	32	200	61	3
\$225,001 - \$300,000	205	16.97%	10.1	11	110	79	5
\$300,001 - \$425,000	192	15.89%	17.6	11	54	101	26
\$425,001 and up	127	10.51%	39.2	7	19	59	42
Total Closed Units	1,208			208	585	336	79
Total Closed Volume	294,600,441	100%	24.2	28.84M	109.87M	109.35M	46.54M
Average Closed Price	\$243,875			\$138,660	\$187,816	\$325,446	\$589,077

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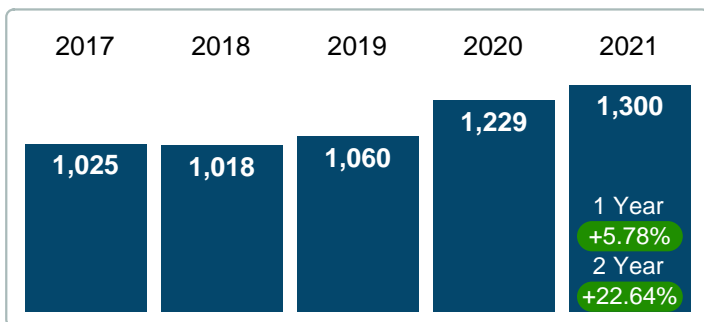
Area Delimited by County Of Tulsa



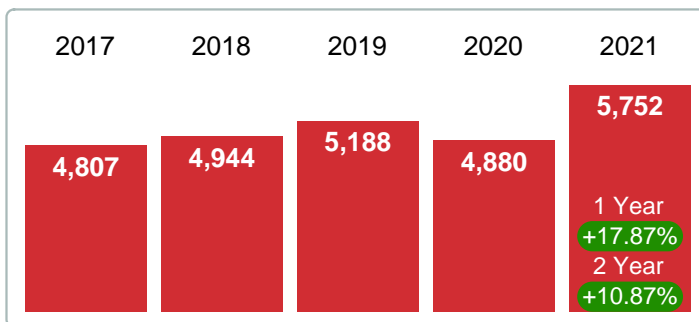
PENDING LISTINGS

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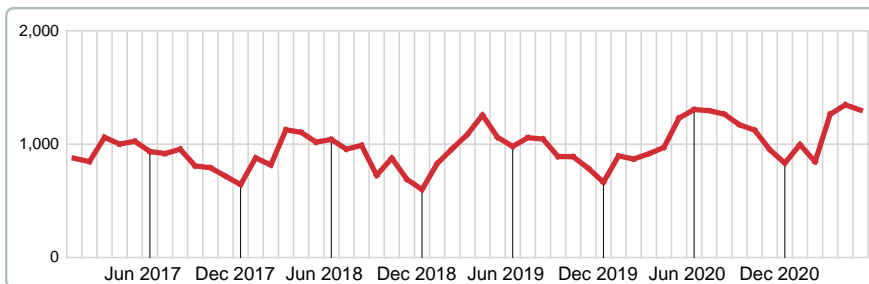
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,126

High Apr 2021 1,347 Low Dec 2018 600

Pending Listings this month at 1,300 above the 5 yr MAY average of 1,126



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	85	6.54%	18.8	33	36	12	4
\$50,001 - \$125,000	170	13.08%	21.3	84	72	13	1
\$125,001 - \$175,000	199	15.31%	13.3	35	143	17	4
\$175,001 - \$250,000	337	25.92%	9.2	27	216	89	5
\$250,001 - \$350,000	219	16.85%	18.7	13	99	95	12
\$350,001 - \$475,000	150	11.54%	27.0	14	30	83	23
\$475,001 and up	140	10.77%	32.0	17	19	63	41
Total Pending Units	1,300			223	615	372	90
Total Pending Volume	350,484,148	100%	22.1	47.92M	126.38M	127.47M	48.72M
Average Listing Price	\$177,789			\$214,869	\$205,501	\$342,650	\$541,325

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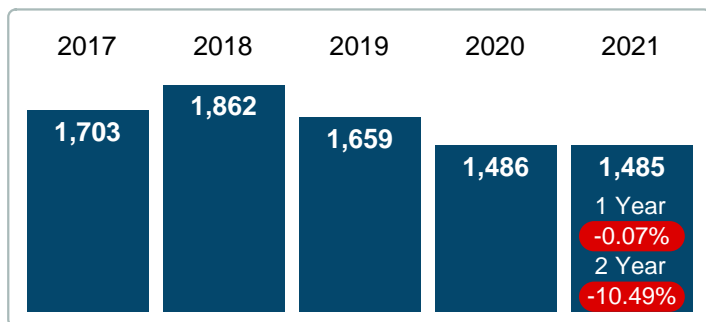
Area Delimited by County Of Tulsa



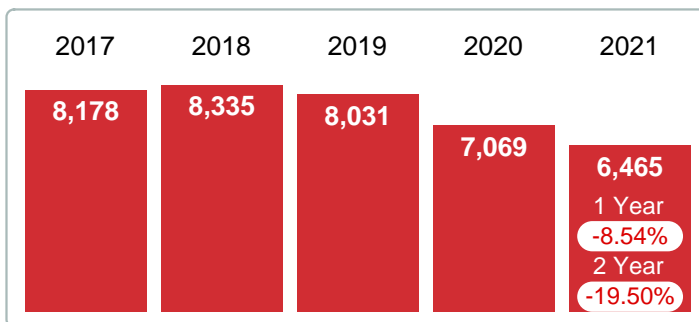
NEW LISTINGS

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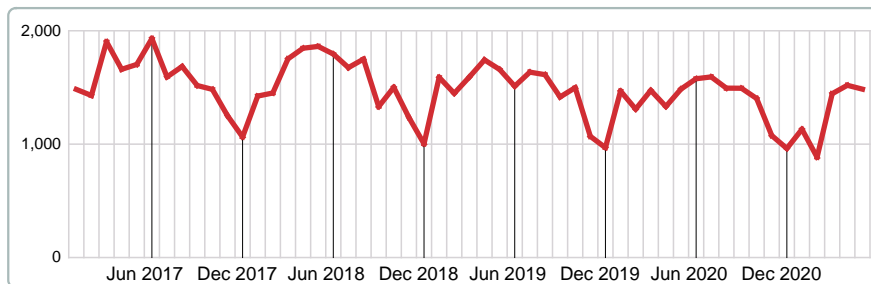
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

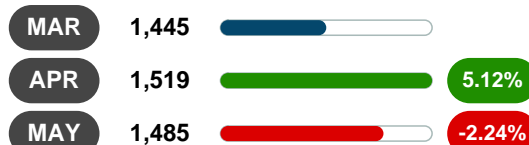


3 MONTHS

5 year MAY AVG = 1,639

High Jun 2017 1,931 | Low Feb 2021 885

New Listings this month at **1,485**
 below the 5 yr MAY average of **1,639**



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	145	9.76%	51	68	20	6
\$50,001 - \$110,000	177	11.92%	103	60	13	1
\$110,001 - \$170,000	232	15.62%	51	158	22	1
\$170,001 - \$250,000	353	23.77%	42	217	87	7
\$250,001 - \$350,000	239	16.09%	21	102	101	15
\$350,001 - \$520,000	189	12.73%	10	56	99	24
\$520,001 and up	150	10.10%	32	19	63	36
Total New Listed Units	1,485		310	680	405	90
Total New Listed Volume	450,953,550	100%	85.71M	140.24M	155.86M	69.14M
Average New Listed Listing Price	\$146,000		\$276,496	\$206,234	\$384,832	\$768,260

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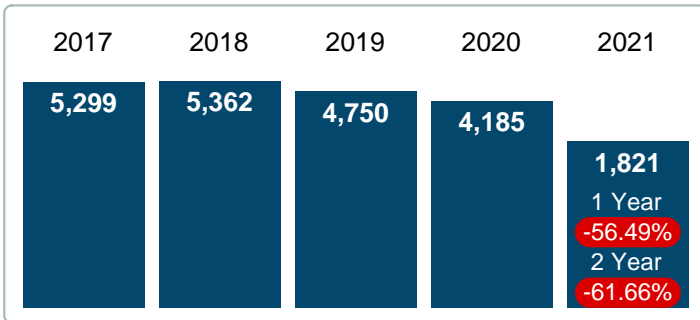
Area Delimited by County Of Tulsa



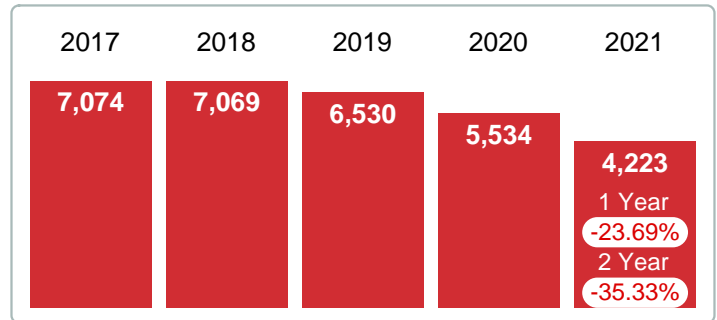
ACTIVE INVENTORY

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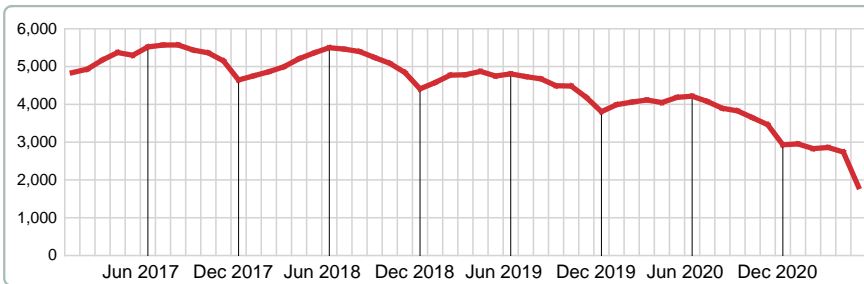
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

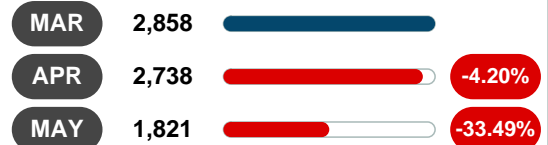


3 MONTHS

5 year MAY AVG = 4,283

High Aug 2017 5,571 Low May 2021 1,821

Inventory this month at 1,821 below the 5 yr MAY average of 4,283



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	126	6.92%	58.2	64	47	13	2
\$25,001 - \$100,000	247	13.56%	87.0	191	47	9	0
\$100,001 - \$175,000	266	14.61%	79.4	124	132	9	1
\$175,001 - \$350,000	465	25.54%	53.2	115	210	118	22
\$350,001 - \$550,000	311	17.08%	81.6	80	79	110	42
\$550,001 - \$975,000	215	11.81%	94.3	82	21	67	45
\$975,001 and up	191	10.49%	130.8	104	8	33	46
Total Active Inventory by Units	1,821			760	544	359	158
Total Active Inventory by Volume	835,931,459	100%	79.8	359.72M	133.34M	188.86M	154.02M
Average Active Inventory Listing Price	\$459,051			\$473,311	\$245,110	\$526,060	\$974,811

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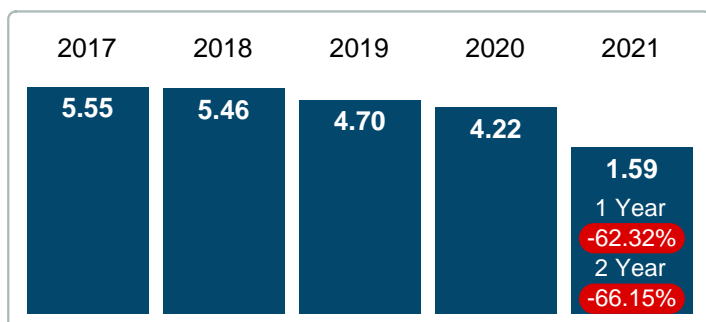
Area Delimited by County Of Tulsa



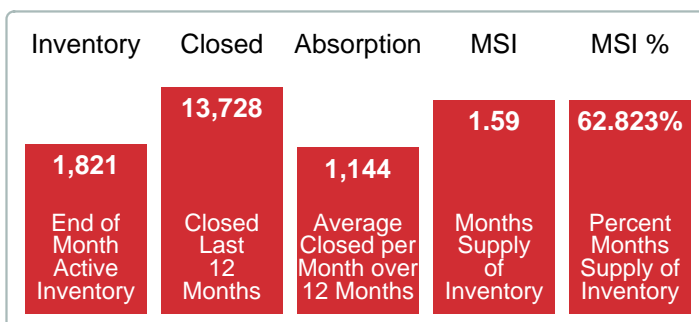
MONTHS SUPPLY of INVENTORY (MSI)

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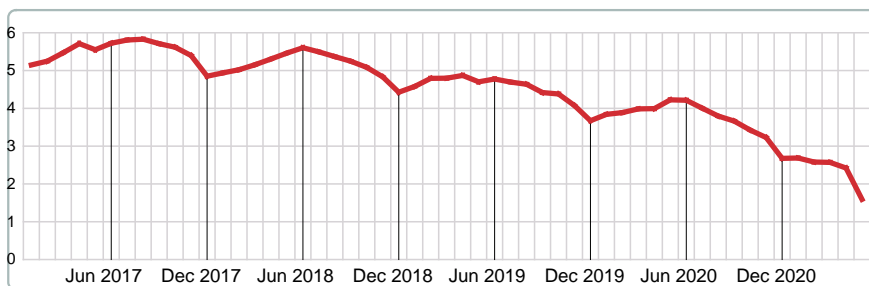
MSI FOR MAY



INDICATORS FOR MAY 2021

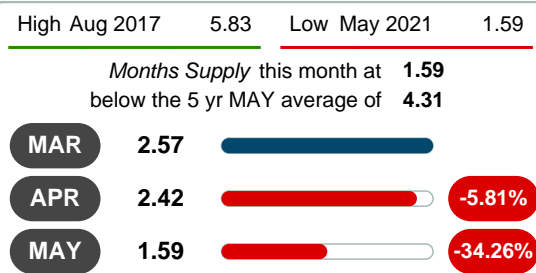


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 4.31



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	126	6.92%	1.07	2.08	0.71	0.69	1.41
\$25,001 - \$100,000	247	13.56%	2.13	3.05	1.00	1.59	0.00
\$100,001 - \$175,000	266	14.61%	1.06	3.17	0.71	0.37	0.71
\$175,001 - \$350,000	465	25.54%	0.98	3.77	0.92	0.62	0.91
\$350,001 - \$550,000	311	17.08%	2.38	15.24	2.71	1.50	1.83
\$550,001 - \$975,000	215	11.81%	4.83	30.75	3.65	2.79	3.72
\$975,001 and up	191	10.49%	19.42	49.92	13.71	9.00	13.14
Market Supply of Inventory (MSI)			1.59	4.39	0.96	1.06	2.39
Total Active Inventory by Units		100%	1,821	760	544	359	158

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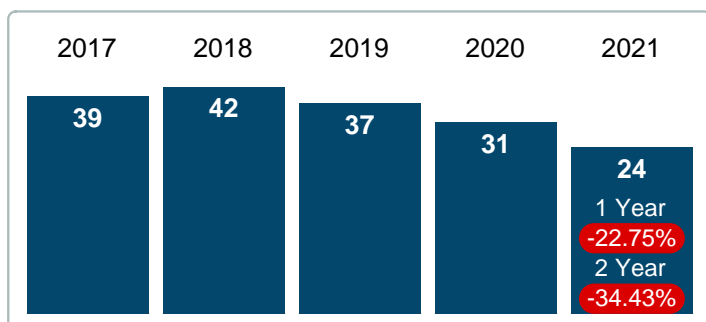
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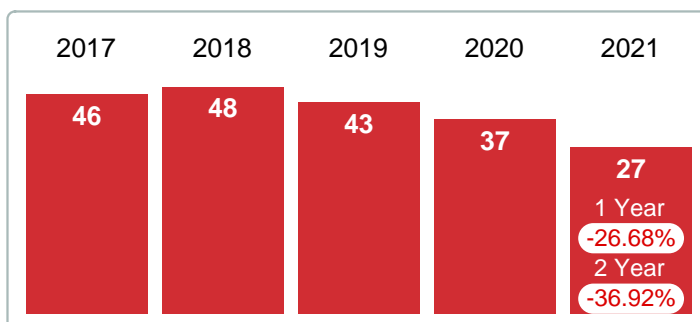
AVERAGE DAYS ON MARKET TO SALE

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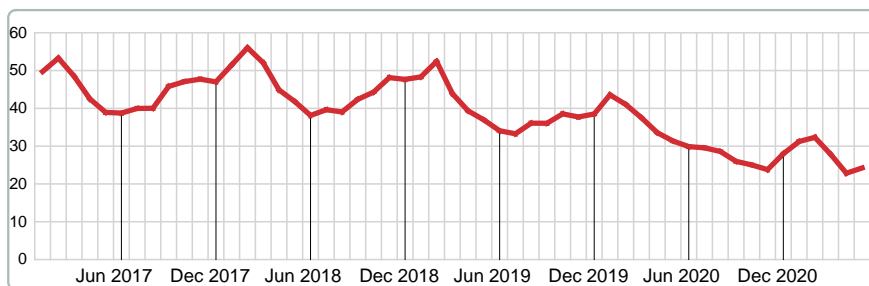
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 35

High Feb 2018 56 Low Apr 2021 23

Average Days on Market to Sale this month at 24 below the 5 yr MAY average of 35



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	81	6.71%	16	22	12	13	34
\$25,001 - \$100,000	187	15.48%	68	58	76	118	0
\$100,001 - \$150,000	120	9.93%	20	49	11	8	0
\$150,001 - \$225,000	296	24.50%	8	20	6	11	12
\$225,001 - \$300,000	205	16.97%	10	53	8	7	11
\$300,001 - \$425,000	192	15.89%	18	20	21	13	29
\$425,001 and up	127	10.51%	39	24	54	37	38
Average Closed DOM	24			43	20	17	32
Total Closed Units	1,208	100%	24	208	585	336	79
Total Closed Volume	294,600,441			28.84M	109.87M	109.35M	46.54M

May 2021



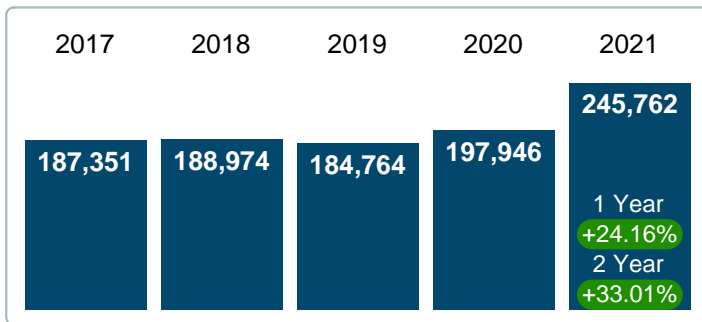
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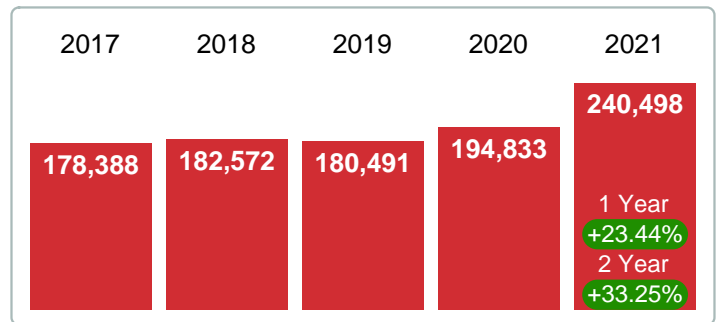
AVERAGE LIST PRICE AT CLOSING

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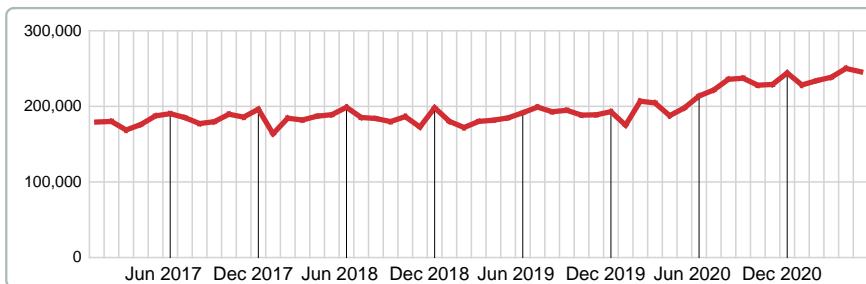
MAY



YEAR TO DATE (YTD)

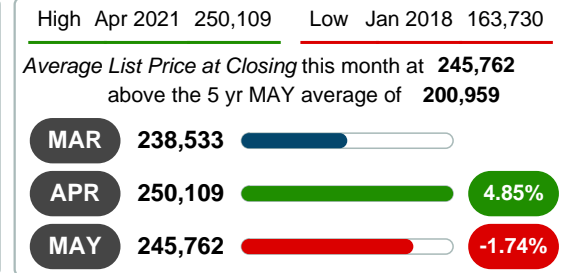


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 200,959



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	81	6.71%	2,716	6,759	1,352	1,658	2,298
\$25,001 - \$100,000	186	15.40%	64,723	64,672	66,622	64,804	0
\$100,001 - \$150,000	129	10.68%	130,063	125,628	130,862	129,631	0
\$150,001 - \$225,000	305	25.25%	187,768	187,847	182,639	188,637	234,667
\$225,001 - \$300,000	196	16.23%	261,157	267,065	251,708	259,721	283,780
\$300,001 - \$425,000	182	15.07%	356,076	372,808	347,991	352,010	361,550
\$425,001 and up	129	10.68%	733,196	1,000,000	585,110	660,486	871,749
Average List Price			245,762	144,472	187,228	324,878	609,412
Total Closed Units		100%	245,762	208	585	336	79
Total Closed Volume			296,880,775	30.05M	109.53M	109.16M	48.14M

May 2021



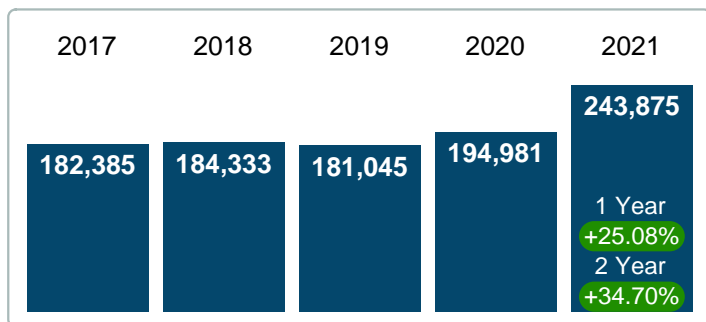
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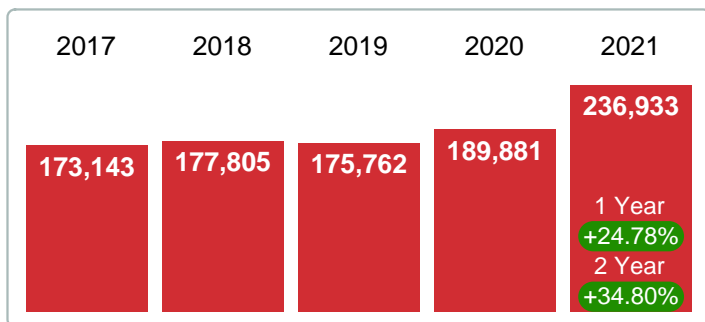
AVERAGE SOLD PRICE AT CLOSING

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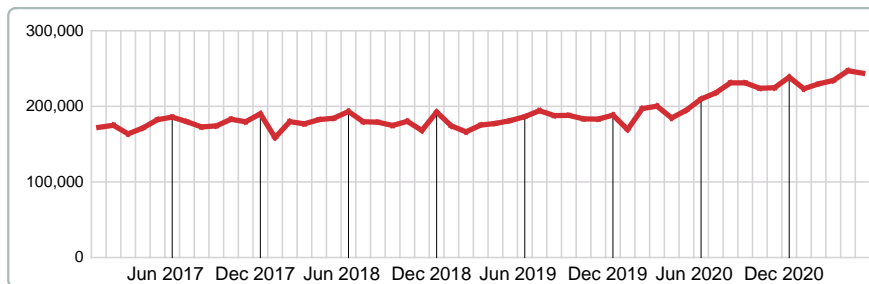
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

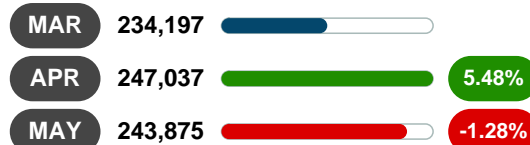


3 MONTHS

5 year MAY AVG = 197,324

High Apr 2021 247,037 Low Jan 2018 158,625

Average Sold Price at Closing this month at **243,875** above the 5 yr MAY average of **197,324**



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	6.71%	2,537	5,423	1,349	1,658	2,298
\$25,001 - \$100,000	15.48%	59,990	59,521	60,861	56,570	0
\$100,001 - \$150,000	9.93%	128,680	123,653	130,114	131,069	0
\$150,001 - \$225,000	24.50%	187,603	187,575	186,094	191,667	205,833
\$225,001 - \$300,000	16.97%	259,937	255,195	256,272	264,559	277,980
\$300,001 - \$425,000	15.89%	354,061	369,135	348,111	352,754	365,119
\$425,001 and up	10.51%	716,047	936,000	568,211	653,565	834,039
Average Sold Price		243,875	138,660	187,816	325,446	589,077
Total Closed Units	100%	243,875	208	585	336	79
Total Closed Volume		294,600,441	28.84M	109.87M	109.35M	46.54M

May 2021

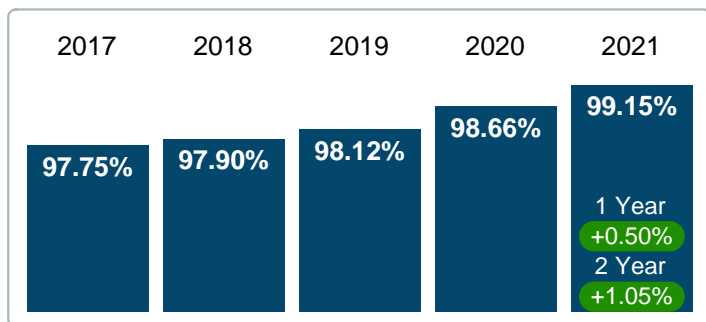
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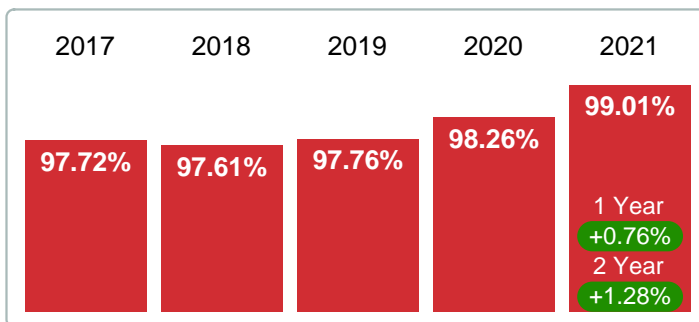
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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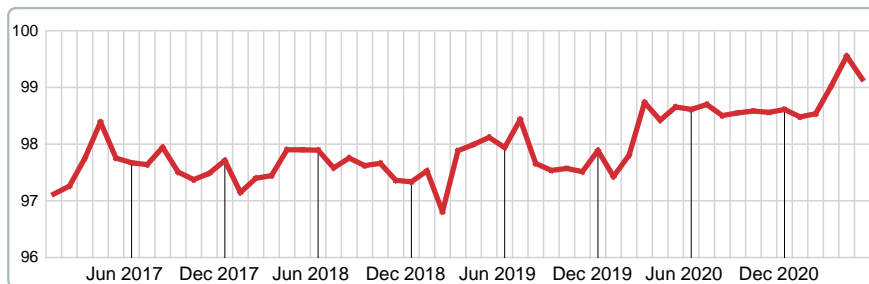
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

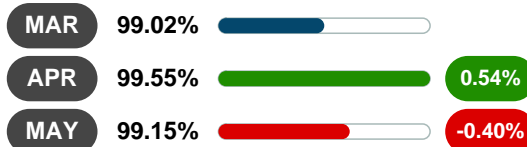


3 MONTHS

5 year MAY AVG = 98.32%

High Apr 2021 99.55% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **99.15%** above the 5 yr MAY average of **98.32%**



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	81	6.71%	98.20%	93.88%	99.75%	100.00%	100.00%
\$25,001 - \$100,000	187	15.48%	91.27%	92.26%	90.56%	86.89%	0.00%
\$100,001 - \$150,000	120	9.93%	99.93%	99.08%	99.86%	101.80%	0.00%
\$150,001 - \$225,000	296	24.50%	101.75%	100.00%	102.17%	101.89%	89.08%
\$225,001 - \$300,000	205	16.97%	101.74%	97.41%	102.05%	102.09%	98.69%
\$300,001 - \$425,000	192	15.89%	100.31%	98.97%	100.08%	100.37%	101.14%
\$425,001 and up	127	10.51%	98.62%	92.78%	97.51%	99.66%	98.64%
Average Sold/List Ratio		99.10%		95.22%	99.68%	100.66%	99.16%
Total Closed Units	1,208	100%	99.10%	208	585	336	79
Total Closed Volume	294,600,441			28.84M	109.87M	109.35M	46.54M

May 2021

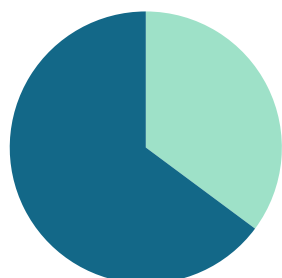
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

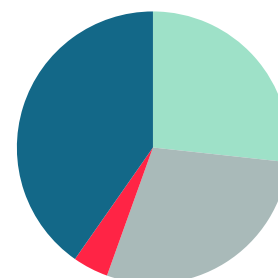


Inventory
 New Listings
 1,485 = 35.16%
 Start Inventory
 2,738
 Total Inventory Units
 4,223
 Volume
 \$1,547,362,132

Market Activity

Closed Sales
 1,208 = 26.73%
 Pending Sales
 1,300 = 28.76%
 Other Off Market
 191 = 4.23%
 Active Inventory
 1,821 = 40.29%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,049	1,208	15.16%	4,530	5,122	13.07%
Pending Sales	1,229	1,300	5.78%	4,880	5,752	17.87%
New Listings	1,486	1,485	-0.07%	7,069	6,465	-8.54%
Average List Price	197,946	245,762	24.16%	194,833	240,498	23.44%
Average Sale Price	194,981	243,875	25.08%	189,881	236,933	24.78%
Average Percent of Selling Price to List Price	98.66%	99.15%	0.50%	98.26%	99.01%	0.76%
Average Days on Market to Sale	31.36	24.23	-22.75%	36.95	27.09	-26.68%
Monthly Inventory	4,201	1,821	-56.65%	4,201	1,821	-56.65%
Months Supply of Inventory	4.24	1.59	-62.47%	4.24	1.59	-62.47%

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

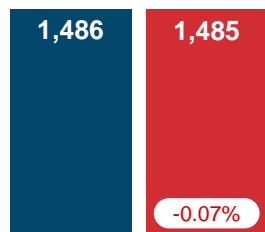
Inventory on May 31, 2021 = 1,821

2020 2021

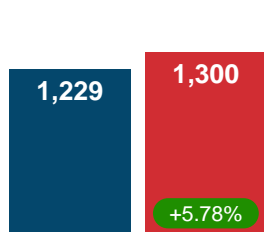
MAY MARKET

AVERAGE PRICES

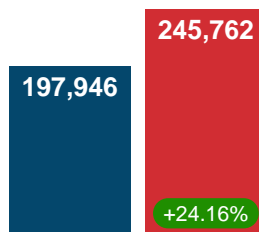
New Listings



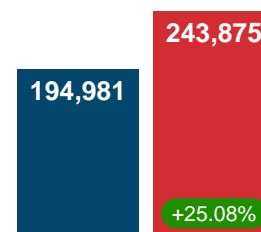
Pending Listings



List Price



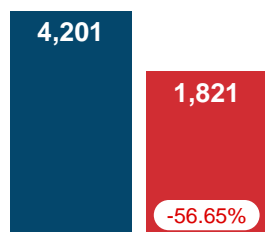
Sale Price



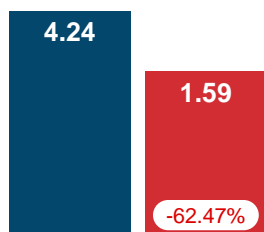
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

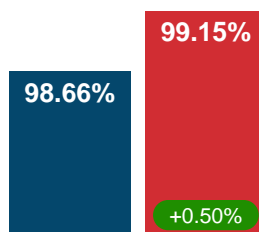
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

