

May 2021

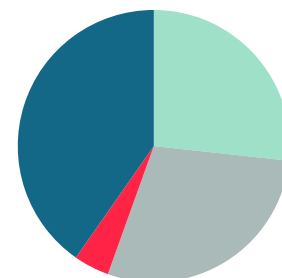
Area Delimited by County Of Tulsa



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%
Median List Price	176,090	199,900	13.52%
Median Sale Price	176,090	205,000	16.42%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	13.00	4.00	-69.23%
End of Month Inventory	4,201	1,821	-56.65%
Months Supply of Inventory	4.24	1.59	-62.47%



■ Closed (26.73%)
■ Pending (28.76%)
■ Other OffMarket (4.23%)
■ Active (40.29%)

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.

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 **16.42%** in May 2021 to \$205,000 versus the previous year at \$176,090.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 9.00 days or **69.23%** in May 2021 compared to last year's same month at **13.00** DOM.

Sales Success for May 2021 is Positive

Overall, with Median 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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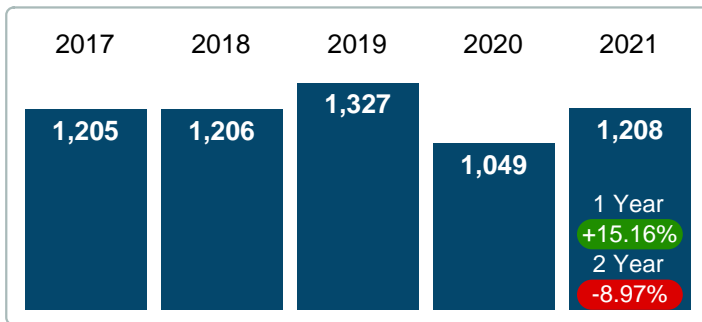
Area Delimited by County Of Tulsa



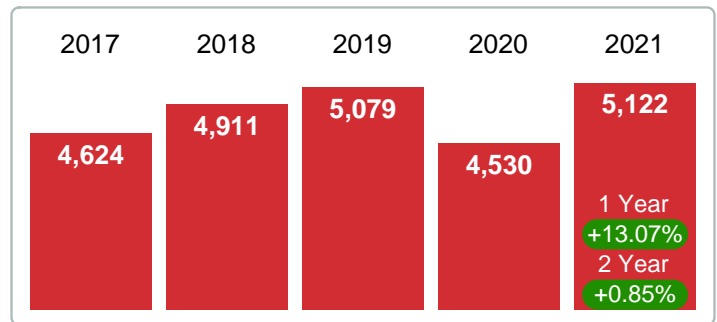
CLOSED LISTINGS

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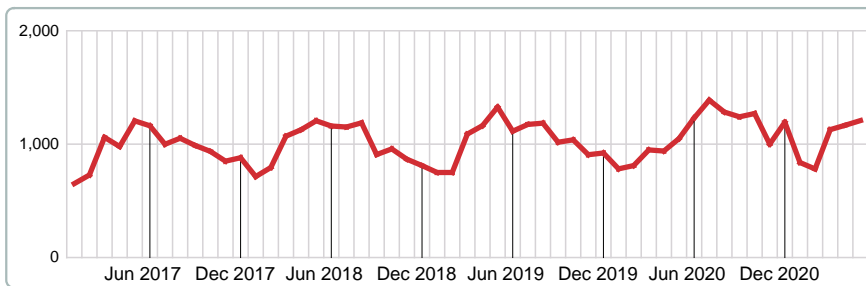
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

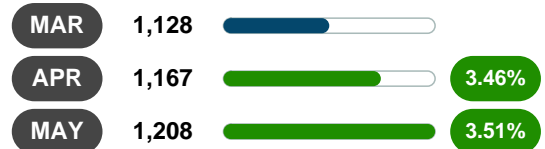


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	81	6.71%	11.0	22	44	12	3
\$25,001 - \$100,000	187	15.48%	34.0	96	83	8	0
\$100,001 - \$150,000	120	9.93%	4.0	29	75	16	0
\$150,001 - \$225,000	296	24.50%	3.0	32	200	61	3
\$225,001 - \$300,000	205	16.97%	4.0	11	110	79	5
\$300,001 - \$425,000	192	15.89%	4.0	11	54	101	26
\$425,001 and up	127	10.51%	12.0	7	19	59	42
Total Closed Units	1,208			208	585	336	79
Total Closed Volume	294,600,441	100%	4.0	28.84M	109.87M	109.35M	46.54M
Median Closed Price	\$205,000			\$87,139	\$181,454	\$292,000	\$435,000

May 2021



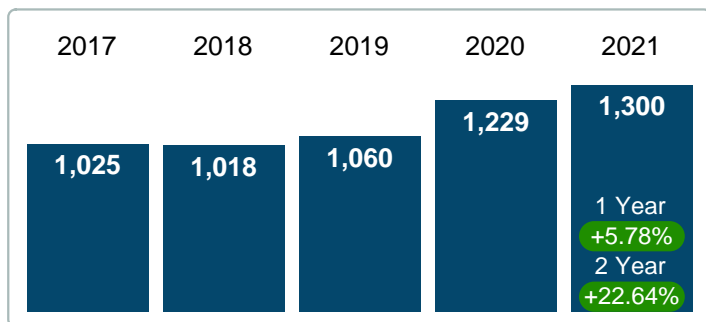
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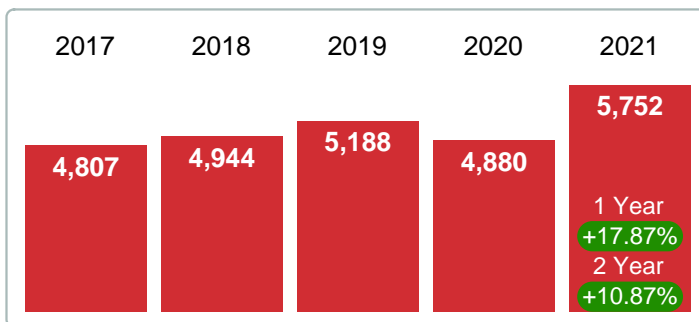
PENDING LISTINGS

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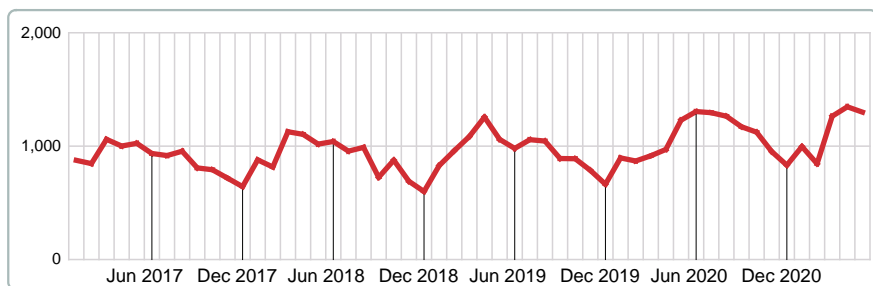
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

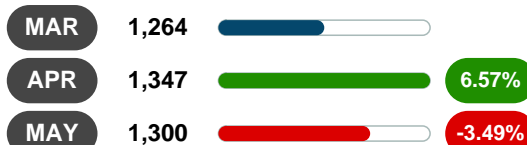


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	85	6.54%	11.0	33	36	12	4
\$50,001 - \$125,000	170	13.08%	7.0	84	72	13	1
\$125,001 - \$175,000	199	15.31%	5.0	35	143	17	4
\$175,001 - \$250,000	337	25.92%	4.0	27	216	89	5
\$250,001 - \$350,000	219	16.85%	6.0	13	99	95	12
\$350,001 - \$475,000	150	11.54%	9.0	14	30	83	23
\$475,001 and up	140	10.77%	12.5	17	19	63	41
Total Pending Units	1,300			223	615	372	90
Total Pending Volume	350,484,148	100%	6.0	47.92M	126.38M	127.47M	48.72M
Median Listing Price	\$215,500			\$120,000	\$188,900	\$311,000	\$457,450

May 2021



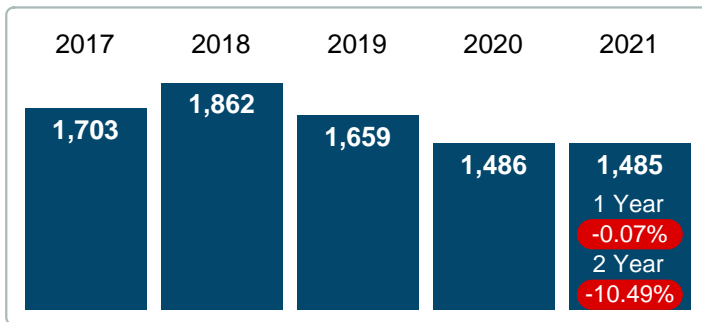
Area Delimited by County Of Tulsa



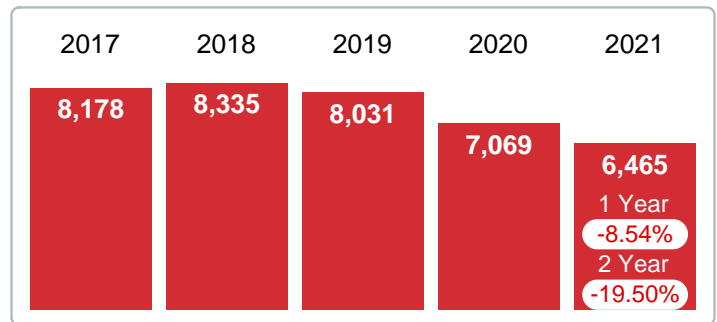
NEW LISTINGS

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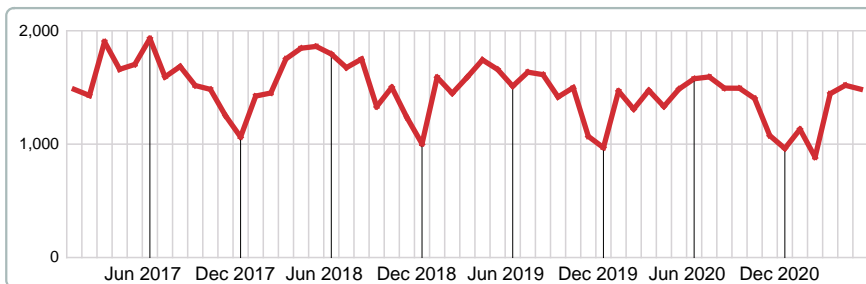
MAY



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 - \$100,000	157	10.57%	94	53	9	1
\$100,001 - \$150,000	160	10.77%	42	101	17	0
\$150,001 - \$250,000	445	29.97%	60	281	96	8
\$250,001 - \$350,000	239	16.09%	21	102	101	15
\$350,001 - \$500,000	179	12.05%	10	54	94	21
\$500,001 and up	160	10.77%	32	21	68	39
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
Median New Listed Listing Price	\$210,000		\$112,800	\$185,000	\$300,000	\$457,450

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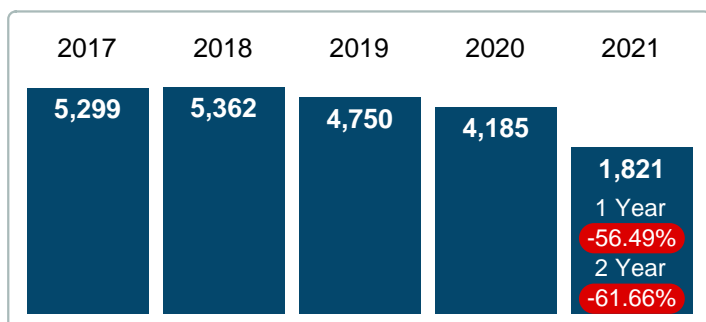
Area Delimited by County Of Tulsa



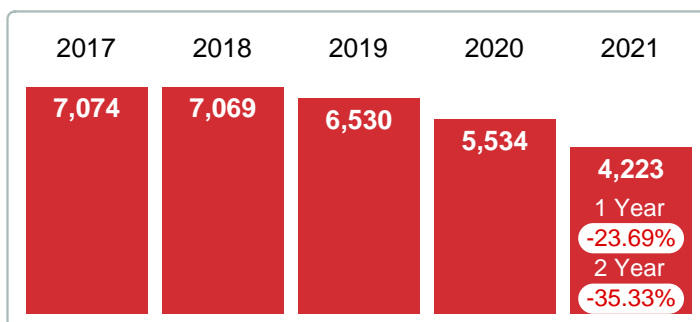
ACTIVE INVENTORY

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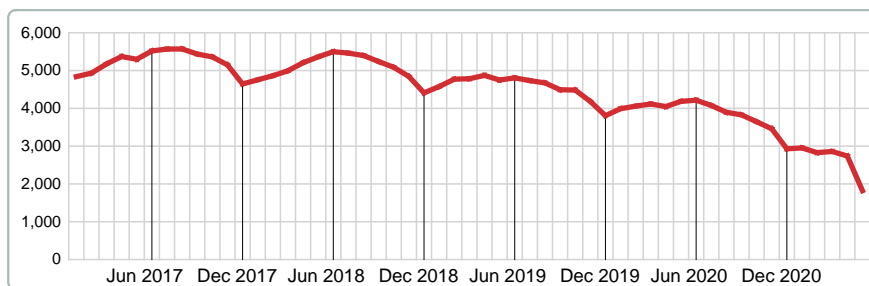
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

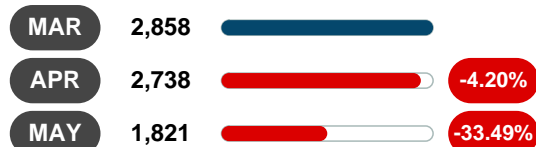


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	126	6.92%	26.5	64	47	13	2
\$25,001 - \$100,000	247	13.56%	38.0	191	47	9	0
\$100,001 - \$175,000	266	14.61%	40.5	124	132	9	1
\$175,001 - \$350,000	465	25.54%	34.0	115	210	118	22
\$350,001 - \$550,000	311	17.08%	49.0	80	79	110	42
\$550,001 - \$975,000	215	11.81%	69.0	82	21	67	45
\$975,001 and up	191	10.49%	97.0	104	8	33	46
Total Active Inventory by Units	1,821			760	544	359	158
Total Active Inventory by Volume	835,931,459	100%	45.0	359.72M	133.34M	188.86M	154.02M
Median Active Inventory Listing Price	\$258,000			\$179,500	\$199,250	\$390,000	\$679,000

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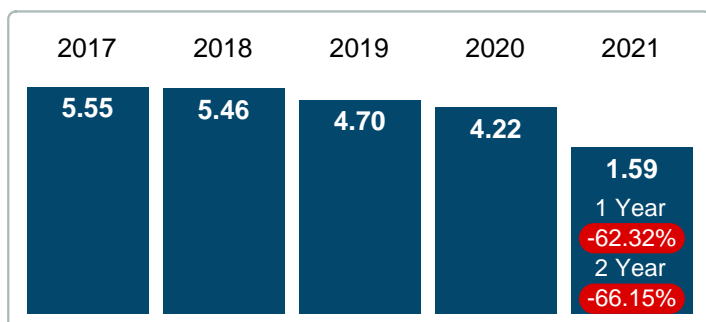
Area Delimited by County Of Tulsa



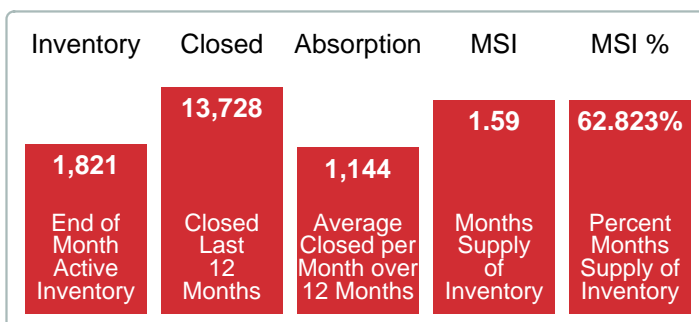
MONTHS SUPPLY of INVENTORY (MSI)

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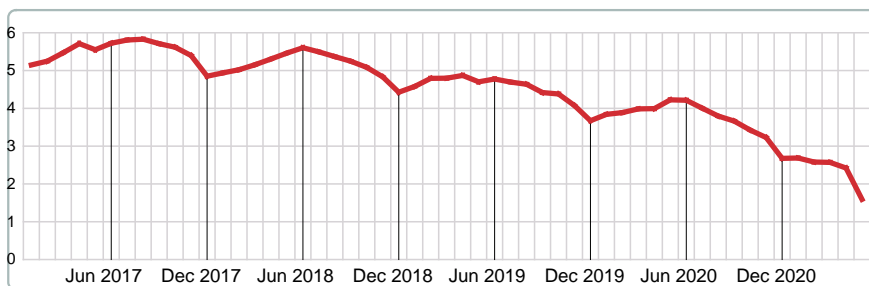
MSI FOR MAY



INDICATORS FOR MAY 2021

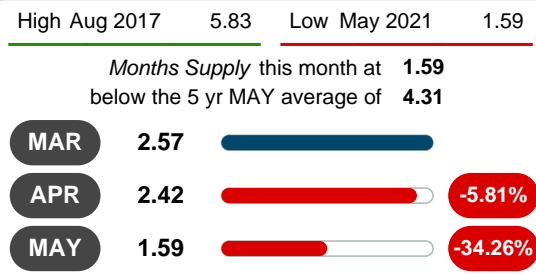


5 YEAR MARKET ACTIVITY TRENDS



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

May 2021



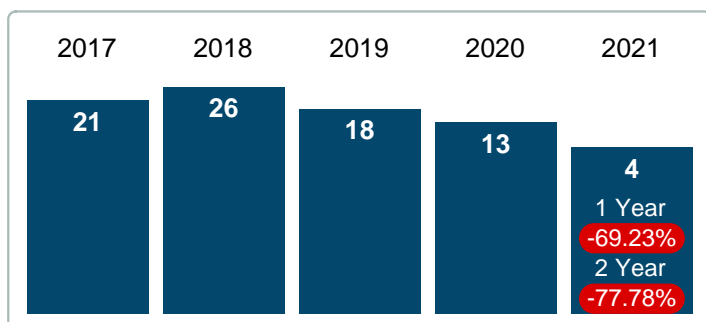
Area Delimited by County Of Tulsa



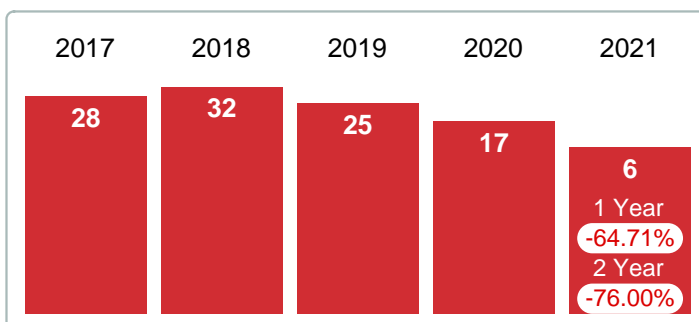
MEDIAN DAYS ON MARKET TO SALE

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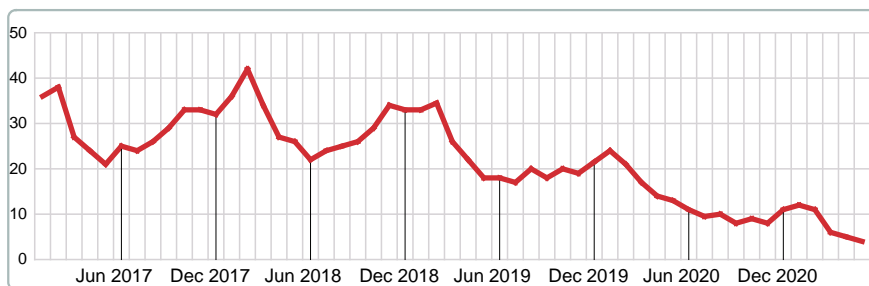
MAY



YEAR TO DATE (YTD)

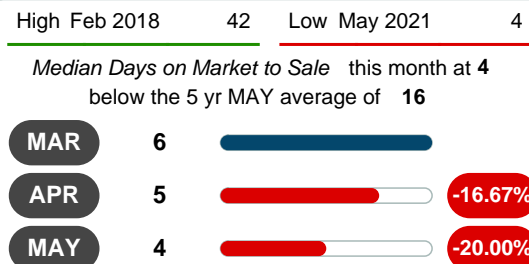


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 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	6.71%	11	18	8	9	3
\$25,001 - \$100,000	15.48%	34	22	44	150	0
\$100,001 - \$150,000	9.93%	4	9	3	4	0
\$150,001 - \$225,000	24.50%	3	4	3	3	4
\$225,001 - \$300,000	16.97%	4	5	3	4	3
\$300,001 - \$425,000	15.89%	4	2	4	3	5
\$425,001 and up	10.51%	12	22	11	9	18
Median Closed DOM		4	12	4	4	7
Total Closed Units	100%	1,208	208	585	336	79
Total Closed Volume		294,600,441	28.84M	109.87M	109.35M	46.54M

May 2021



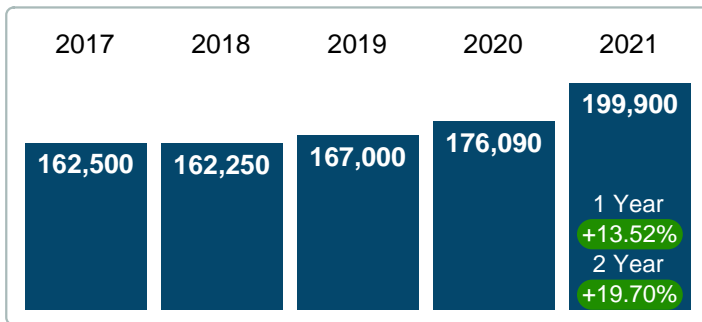
Area Delimited by County Of Tulsa



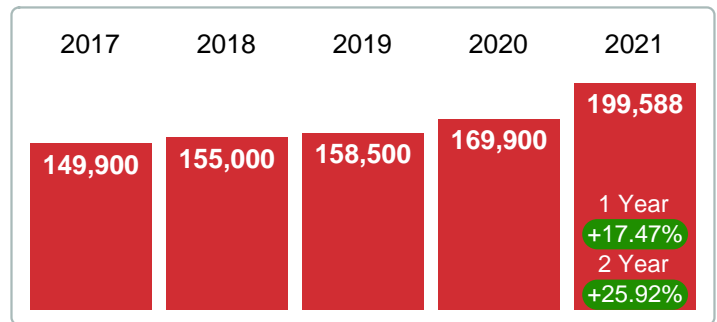
MEDIAN LIST PRICE AT CLOSING

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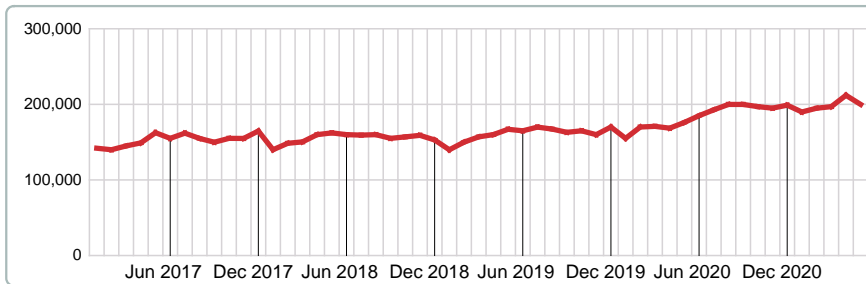
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

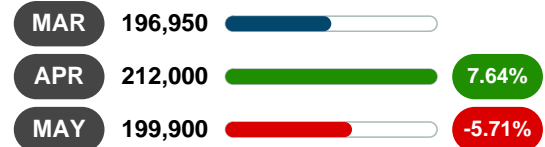


3 MONTHS

5 year MAY AVG = 173,548

High Apr 2021 212,000 Low Jan 2019 139,900

Median List Price at Closing this month at **199,900**
above the 5 yr MAY average of **173,548**



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	6.71%	1,450	1,495	1,300	1,660	2,300
\$25,001 - \$100,000	15.40%	55,000	59,250	54,687	54,687	0
\$100,001 - \$150,000	10.68%	131,000	125,000	135,000	132,500	0
\$150,001 - \$225,000	25.25%	185,000	195,000	184,900	190,000	195,000
\$225,001 - \$300,000	16.23%	259,450	250,000	249,900	269,900	269,000
\$300,001 - \$425,000	15.07%	350,000	375,000	350,000	349,900	357,400
\$425,001 and up	10.68%	565,000	850,000	538,182	525,000	593,950
Median List Price		199,900	89,750	179,500	289,900	435,000
Total Closed Units	100%	1,208	208	585	336	79
Total Closed Volume		296,880,775	30.05M	109.53M	109.16M	48.14M

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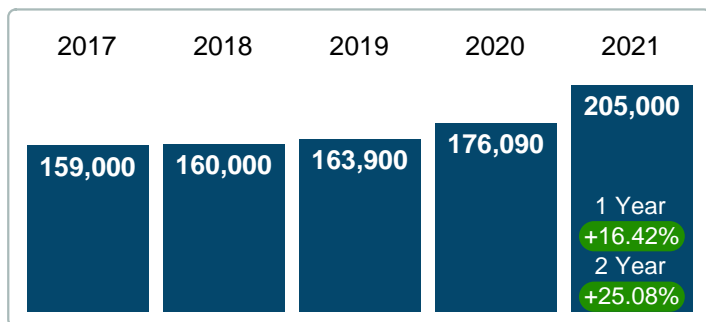
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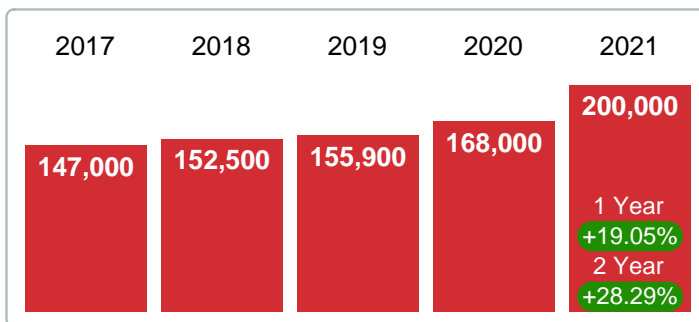
MEDIAN SOLD PRICE AT CLOSING

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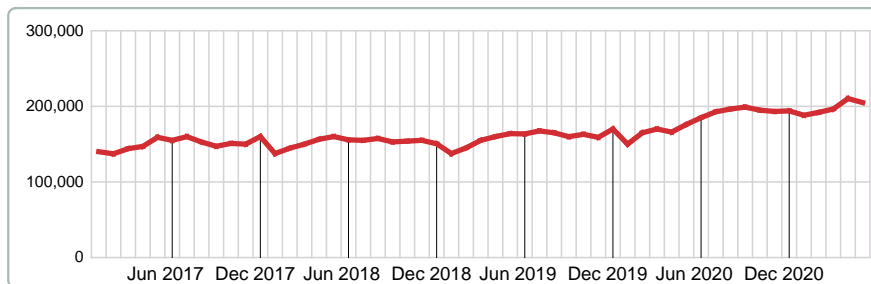
MAY



YEAR TO DATE (YTD)

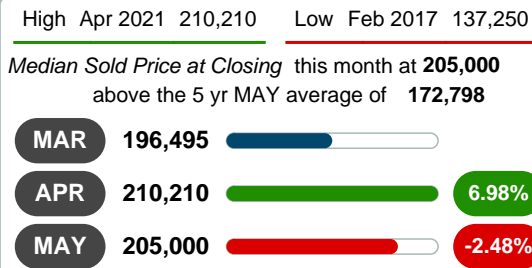


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 172,798



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	81	6.71%	1,450	1,495	1,300	1,660	
\$25,001 - \$100,000	187	15.48%	50,000	55,500	45,312	45,312	
\$100,001 - \$150,000	120	9.93%	130,000	125,000	131,000	139,500	
\$150,001 - \$225,000	296	24.50%	187,750	189,500	185,000	195,000	
\$225,001 - \$300,000	205	16.97%	257,500	246,240	250,000	265,000	
\$300,001 - \$425,000	192	15.89%	350,000	365,000	345,000	350,000	
\$425,001 and up	127	10.51%	560,000	750,000	540,000	540,000	
Median Sold Price		205,000		87,139	181,454	292,000	435,000
Total Closed Units		1,208	100%	208	585	336	79
Total Closed Volume		294,600,441		28.84M	109.87M	109.35M	46.54M

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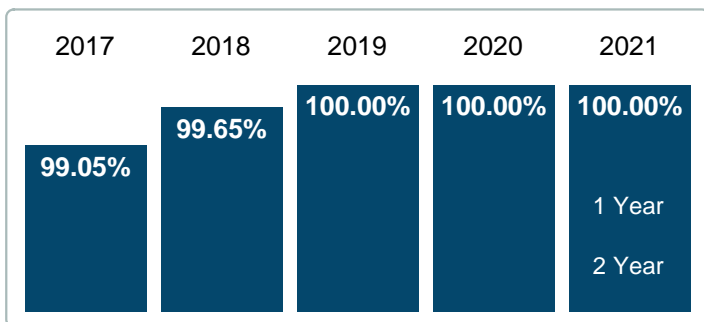
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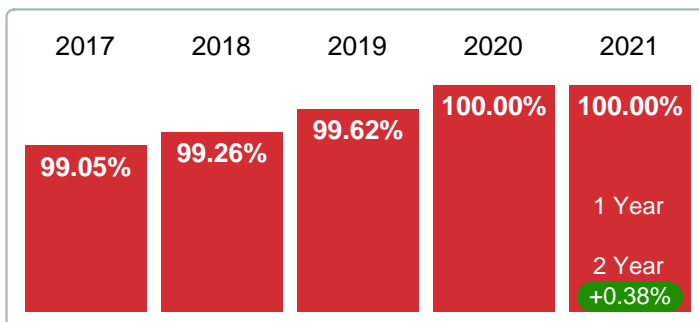
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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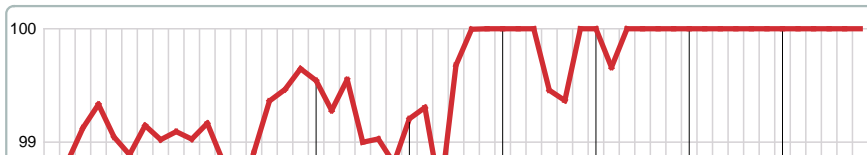
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 99.74%

High May 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr MAY average of 99.74%

- MAR 100.00%
- APR 100.00%
- MAY 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	81	6.71%	100.00%	100.00%	100.00%	100.00%	100.00%
\$25,001 - \$100,000	187	15.48%	89.92%	93.70%	83.34%	82.86%	0.00%
\$100,001 - \$150,000	120	9.93%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001 - \$225,000	296	24.50%	101.06%	100.00%	101.91%	100.00%	81.25%
\$225,001 - \$300,000	205	16.97%	100.75%	100.00%	101.01%	100.93%	100.00%
\$300,001 - \$425,000	192	15.89%	100.00%	100.00%	100.00%	100.00%	100.58%
\$425,001 and up	127	10.51%	100.00%	90.91%	99.39%	100.00%	100.00%
Median Sold/List Ratio		100.00%		99.72%	100.00%	100.00%	100.00%
Total Closed Units		1,208	100%	208	585	336	79
Total Closed Volume		294,600,441		28.84M	109.87M	109.35M	46.54M

May 2021

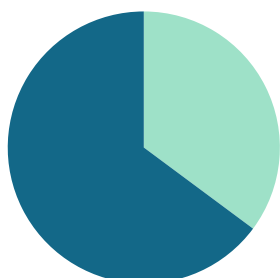
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

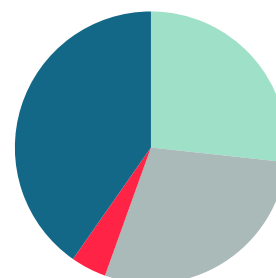


Inventory
 New Listings
 1,485 = 35.16%
 Start Inventory
 2,738
 Total Inventory Units
 4,223
 Volume
 \$1,547,362,132

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%
Median List Price	176,090	199,900	13.52%	169,900	199,588	17.47%
Median Sale Price	176,090	205,000	16.42%	168,000	200,000	19.05%
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	13.00	4.00	-69.23%	17.00	6.00	-64.71%
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

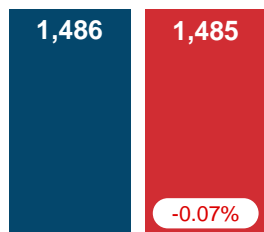
Inventory on May 31, 2021 = 1,821

2020 2021

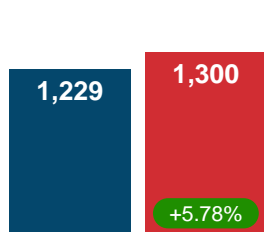
MAY MARKET

MEDIAN PRICES

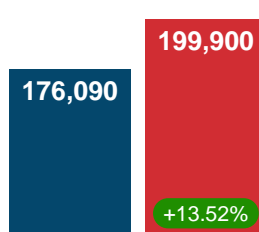
New Listings



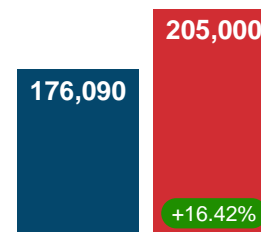
Pending Listings



List Price



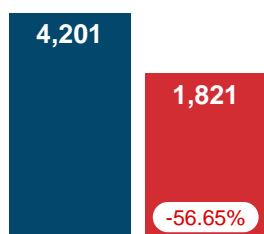
Sale Price



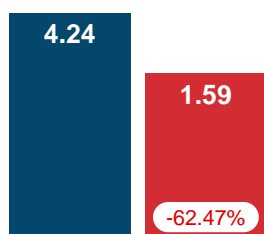
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

