

June 2021

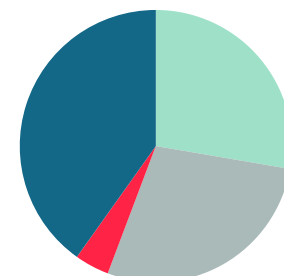
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	1,231	1,310	6.42%
Pending Listings	1,305	1,327	1.69%
New Listings	1,577	1,639	3.93%
Average List Price	213,679	260,483	21.90%
Average Sale Price	209,662	260,245	24.13%
Average Percent of Selling Price to List Price	98.61%	100.58%	2.00%
Average Days on Market to Sale	29.88	13.84	-53.69%
End of Month Inventory	4,225	1,899	-55.05%
Months Supply of Inventory	4.22	1.65	-60.95%



■ Closed (27.70%)
■ Pending (28.05%)
■ Other OffMarket (4.10%)
■ Active (40.15%)

Absorption: Last 12 months, an Average of **1,151** Sales/Month
Active Inventory as of June 30, 2021 = **1,899**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **55.05%** to 1,899 existing homes available for sale. Over the last 12 months this area has had an average of 1,151 closed sales per month. This represents an unsold inventory index of **1.65** 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 **24.13%** in June 2021 to \$260,245 versus the previous year at \$209,662.

Average Days on Market Shortens

The average number of **13.84** days that homes spent on the market before selling decreased by 16.04 days or **53.69%** in June 2021 compared to last year's same month at **29.88** DOM.

Sales Success for June 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 1,639 New Listings in June 2021, up **3.93%** from last year at 1,577. Furthermore, there were 1,310 Closed Listings this month versus last year at 1,231, a **6.42%** increase.

Closed versus Listed trends yielded a **79.9%** ratio, up from previous year's, June 2020, at **78.1%**, a **2.39%** 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

June 2021



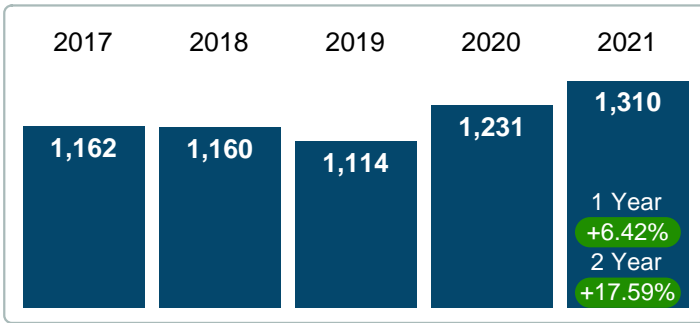
Area Delimited by County Of Tulsa



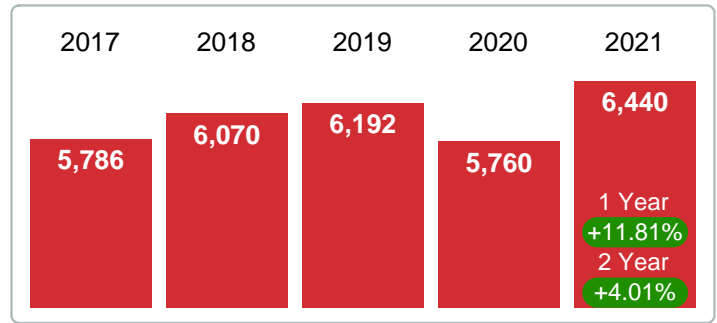
CLOSED LISTINGS

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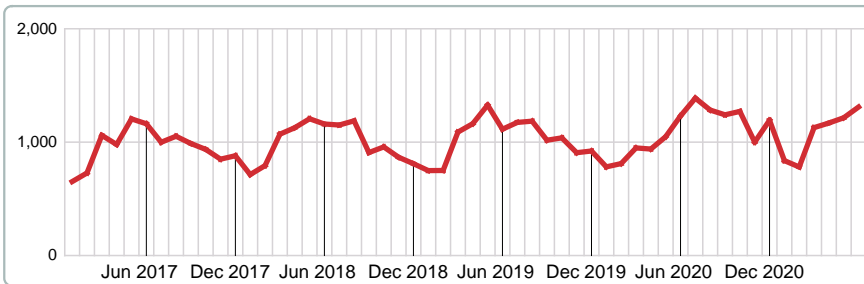
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

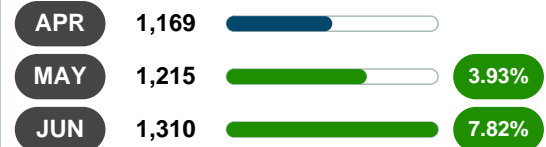


3 MONTHS

5 year JUN AVG = 1,195

High Jul 2020 1,388 Low Jan 2017 652

Closed Listings this month at **1,310**
above the 5 yr JUN average of **1,195**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	122	9.31%	17.6	36	58	25	3
\$50,001 - \$125,000	145	11.07%	16.8	78	57	9	1
\$125,001 - \$175,000	183	13.97%	6.7	29	133	18	3
\$175,001 - \$250,000	340	25.95%	8.3	27	226	80	7
\$250,001 - \$325,000	216	16.49%	11.4	7	98	95	16
\$325,001 - \$450,000	163	12.44%	21.2	17	40	86	20
\$450,001 and up	141	10.76%	25.4	11	19	75	36
Total Closed Units	1,310			205	631	388	86
Total Closed Volume	340,920,611	100%	13.8	33.95M	128.34M	137.73M	40.91M
Average Closed Price	\$260,245			\$165,588	\$203,397	\$354,962	\$475,654

June 2021



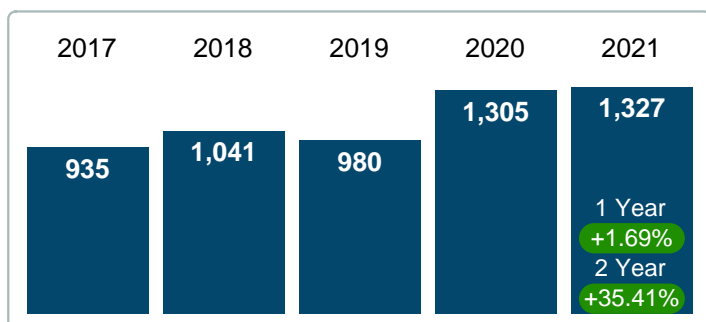
Area Delimited by County Of Tulsa



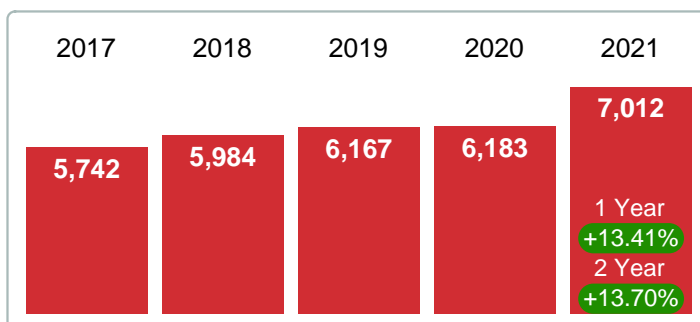
PENDING LISTINGS

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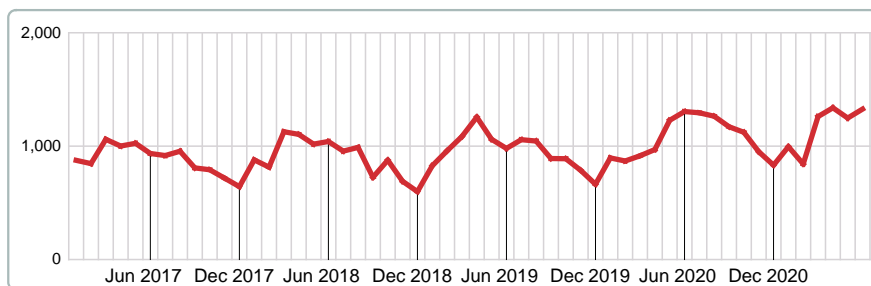
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

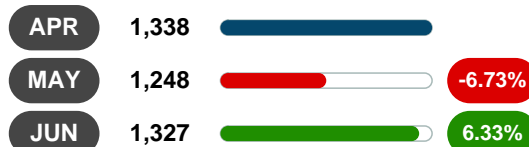


3 MONTHS

5 year JUN AVG = 1,118

High Apr 2021 1,338 Low Dec 2018 599

Pending Listings this month at 1,327 above the 5 yr JUN average of 1,118



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	101	7.61%	18.8	42	50	8	1
\$50,001 - \$125,000	172	12.96%	18.8	78	86	8	0
\$125,001 - \$175,000	205	15.45%	12.2	28	158	17	2
\$175,001 - \$250,000	338	25.47%	12.8	33	228	70	7
\$250,001 - \$325,000	200	15.07%	14.0	12	84	95	9
\$325,001 - \$425,000	155	11.68%	18.5	5	48	88	14
\$425,001 and up	156	11.76%	44.3	15	27	70	44
Total Pending Units	1,327			213	681	356	77
Total Pending Volume	343,548,267	100%	14.6	34.32M	140.18M	124.87M	44.18M
Average Listing Price	\$191,579			\$161,105	\$205,849	\$350,767	\$573,730

June 2021



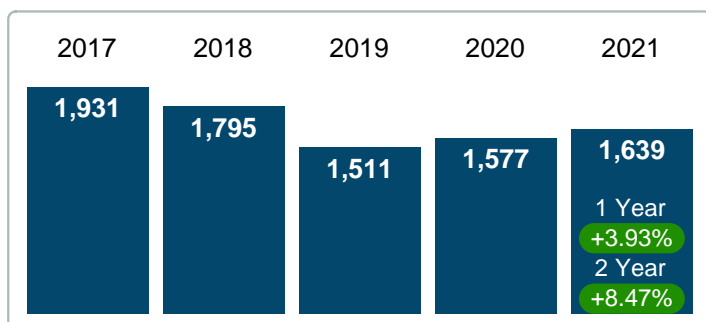
Area Delimited by County Of Tulsa



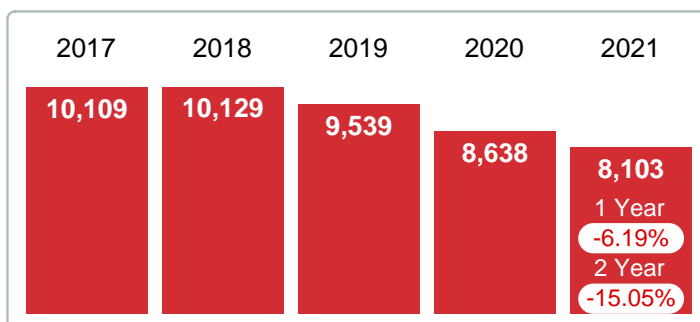
NEW LISTINGS

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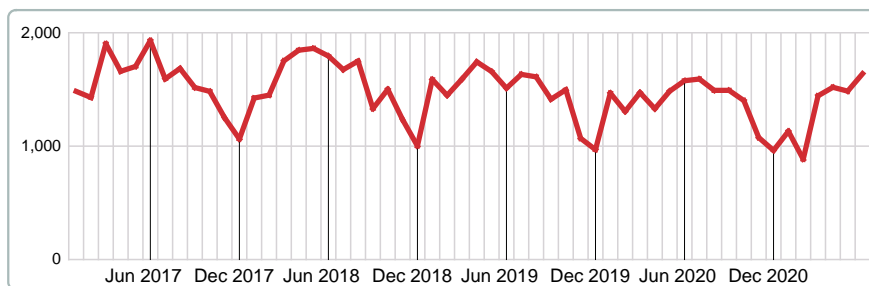
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

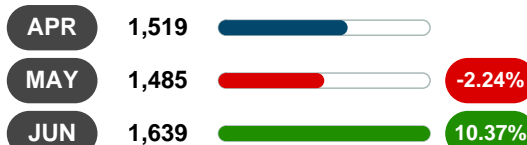


3 MONTHS

5 year JUN AVG = 1,691

High Jun 2017 1,931 Low Feb 2021 885

New Listings this month at **1,639**
below the 5 yr JUN average of **1,691**



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	164	10.01%	62	76	23	3
\$50,001 - \$125,000	203	12.39%	111	83	9	0
\$125,001 - \$175,000	239	14.58%	50	173	14	2
\$175,001 - \$250,000	402	24.53%	43	268	83	8
\$250,001 - \$325,000	216	13.18%	13	84	110	9
\$325,001 - \$475,000	234	14.28%	10	53	146	25
\$475,001 and up	181	11.04%	38	32	69	42
Total New Listed Units	1,639		327	769	454	89
Total New Listed Volume	488,217,468	100%	110.51M	158.57M	165.78M	53.35M
Average New Listed Listing Price	\$177,036		\$337,947	\$206,207	\$365,165	\$599,448

June 2021



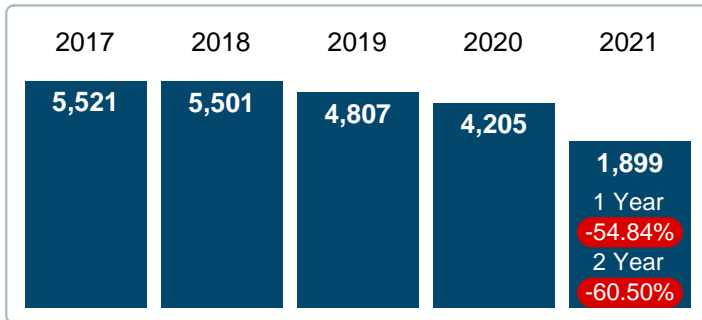
Area Delimited by County Of Tulsa



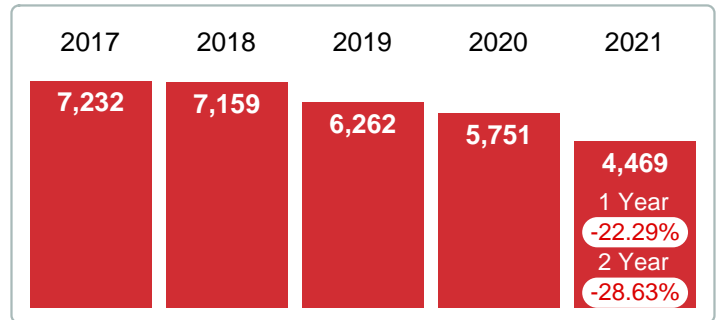
ACTIVE INVENTORY

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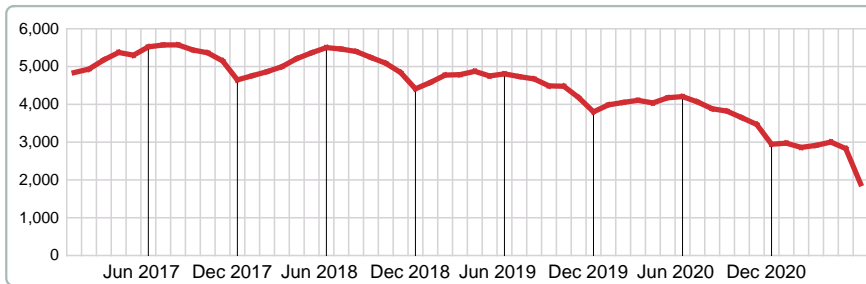
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

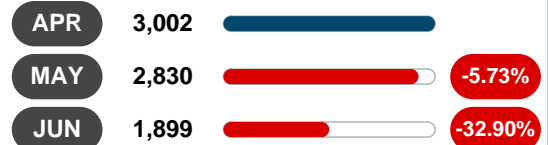


3 MONTHS

5 year JUN AVG = 4,387

High Aug 2017 5,573 Low Jun 2021 1,899

Inventory this month at 1,899 below the 5 yr JUN average of 4,387



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	138	7.27%	52.2	66	53	14	5
\$25,001 - \$100,000	255	13.43%	79.0	202	48	5	0
\$100,001 - \$175,000	270	14.22%	74.2	136	125	9	0
\$175,001 - \$350,000	515	27.12%	46.0	133	235	128	19
\$350,001 - \$525,000	294	15.48%	77.1	67	67	126	34
\$525,001 - \$975,000	234	12.32%	97.3	89	30	76	39
\$975,001 and up	193	10.16%	109.9	112	9	33	39
Total Active Inventory by Units			1,899	805	567	391	136
Total Active Inventory by Volume			859,356,846	390.88M	138.92M	197.79M	131.76M
Average Active Inventory Listing Price			\$452,531	\$485,563	\$245,009	\$505,868	\$968,850

June 2021



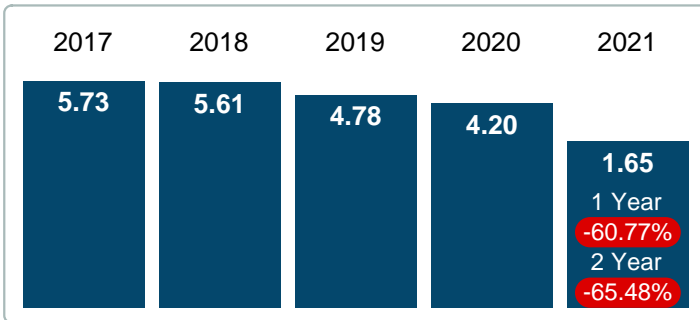
Area Delimited by County Of Tulsa



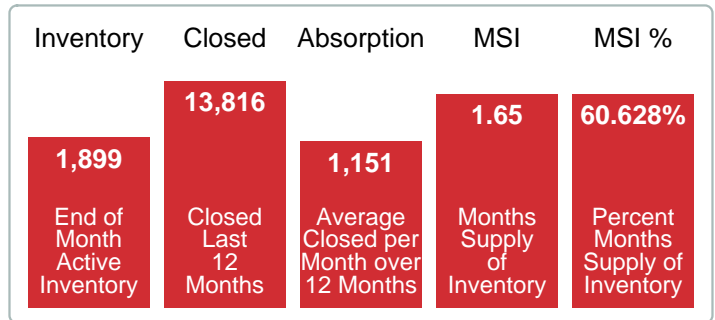
MONTHS SUPPLY of INVENTORY (MSI)

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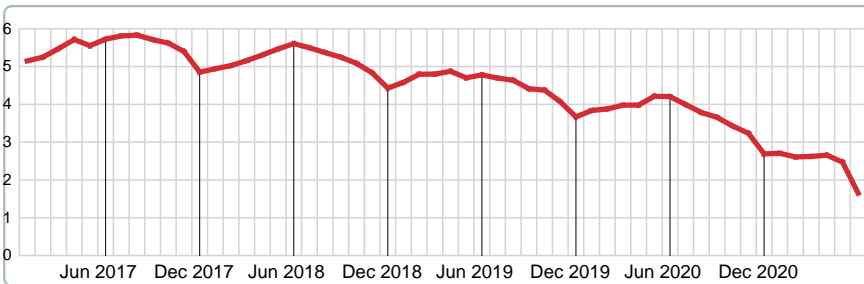
MSI FOR JUNE



INDICATORS FOR JUNE 2021

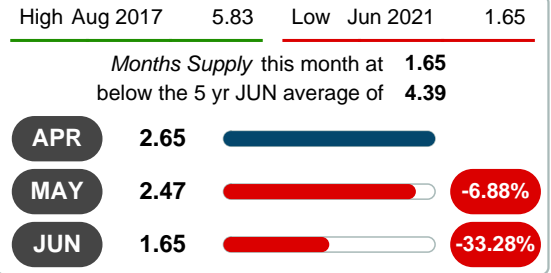


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 4.39



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	138	7.27%	1.22	2.22	0.83	0.76	3.16
\$25,001 - \$100,000	255	13.43%	2.19	3.13	1.04	0.91	0.00
\$100,001 - \$175,000	270	14.22%	1.10	3.45	0.69	0.38	0.00
\$175,001 - \$350,000	515	27.12%	1.07	4.30	0.98	0.69	0.77
\$350,001 - \$525,000	294	15.48%	2.28	12.00	2.29	1.73	1.58
\$525,001 - \$975,000	234	12.32%	4.34	26.05	4.24	2.66	2.63
\$975,001 and up	193	10.16%	17.68	49.78	18.00	7.47	10.40
Market Supply of Inventory (MSI)			1.65	4.58	1.00	1.15	1.98
Total Active Inventory by Units		100%	1,899	805	567	391	136

June 2021

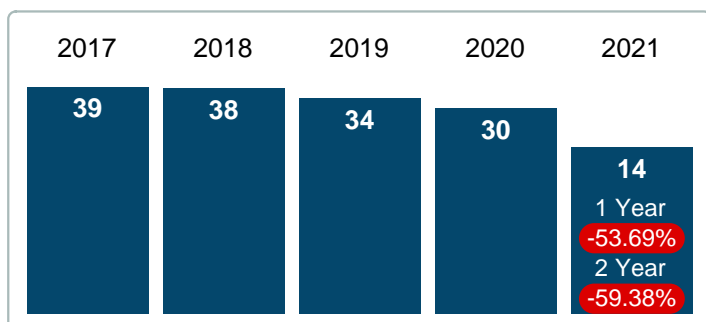
Area Delimited by County Of Tulsa



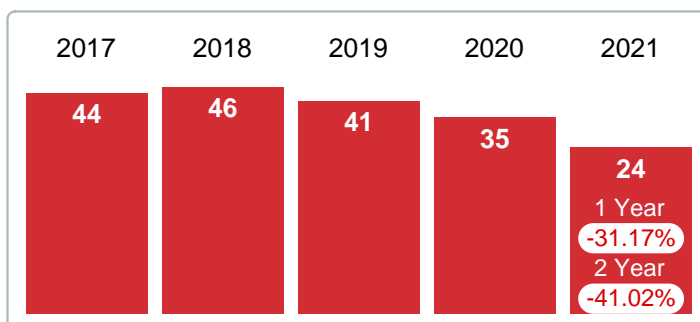
AVERAGE DAYS ON MARKET TO SALE

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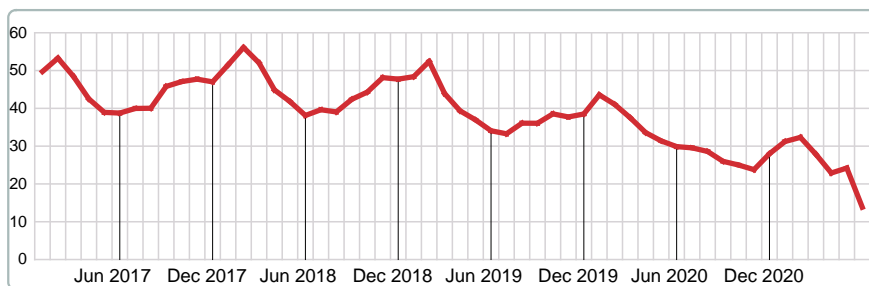
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

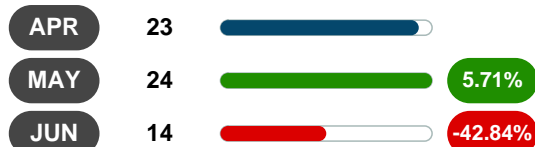


3 MONTHS

5 year JUN AVG = 31

High Feb 2018 56 Low Jun 2021 14

Average Days on Market to Sale this month at 14 below the 5 yr JUN average of 31



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		
\$50,000 and less	122	9.31%	18	24	16	13	20	
\$50,001 - \$125,000	145	11.07%	17	22	11	7	6	
\$125,001 - \$175,000	183	13.97%	7	19	4	5	13	
\$175,001 - \$250,000	340	25.95%	8	29	7	5	13	
\$250,001 - \$325,000	216	16.49%	11	40	11	11	7	
\$325,001 - \$450,000	163	12.44%	21	60	25	12	19	
\$450,001 and up	141	10.76%	25	27	20	22	35	
Average Closed DOM		14		27	10	12	22	
Total Closed Units		1,310	100%	14	205	631	388	86
Total Closed Volume		340,920,611			33.95M	128.34M	137.73M	40.91M

June 2021



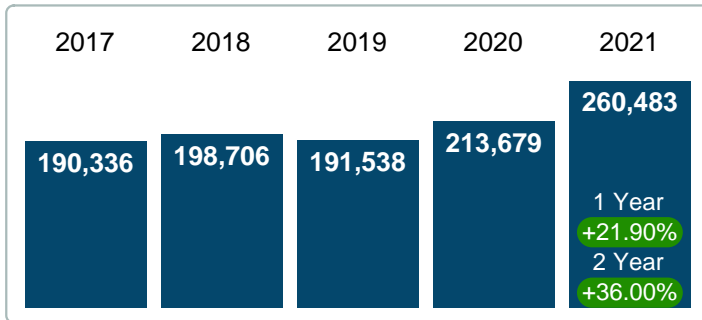
Area Delimited by County Of Tulsa



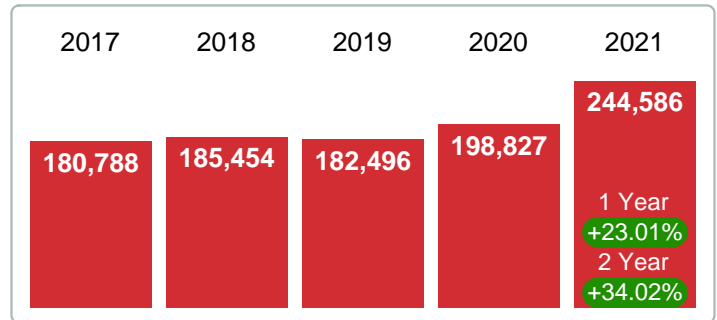
AVERAGE LIST PRICE AT CLOSING

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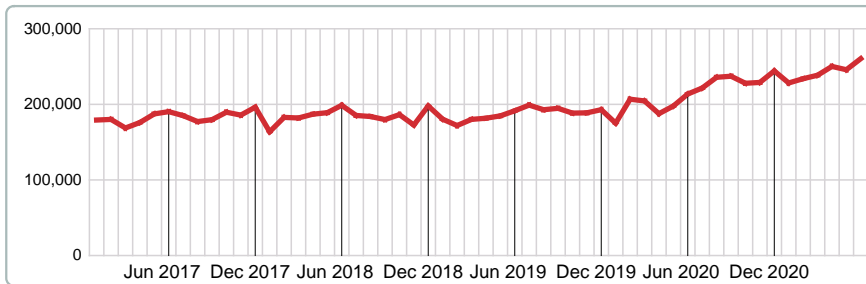
JUNE



YEAR TO DATE (YTD)

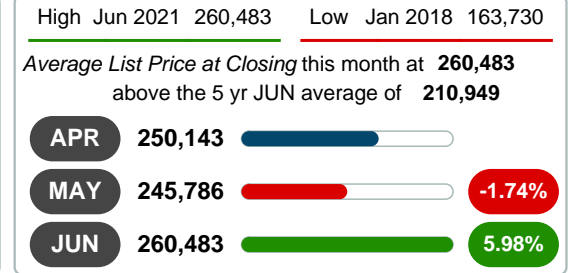


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 210,949



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
\$50,000 and less	9.08%	5,920	15,787	3,867	4,212	3,765
\$50,001 - \$125,000	11.68%	91,018	85,767	98,654	92,822	99,900
\$125,001 - \$175,000	14.58%	154,662	148,814	152,577	151,861	167,000
\$175,001 - \$250,000	26.49%	212,959	224,911	203,942	218,713	232,686
\$250,001 - \$325,000	15.11%	287,115	283,143	281,531	282,382	294,856
\$325,001 - \$450,000	12.52%	379,698	403,479	366,102	378,173	383,970
\$450,001 and up	10.53%	753,961	781,732	646,858	767,075	741,724
Average List Price		260,483	171,154	200,881	355,801	480,700
Total Closed Units	100%	260,483	205	631	388	86
Total Closed Volume		341,233,305	35.09M	126.76M	138.05M	41.34M

June 2021



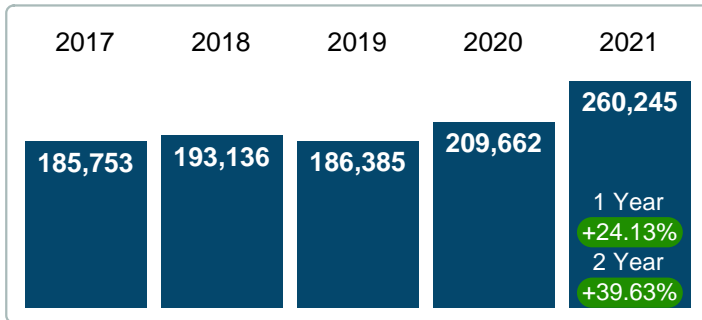
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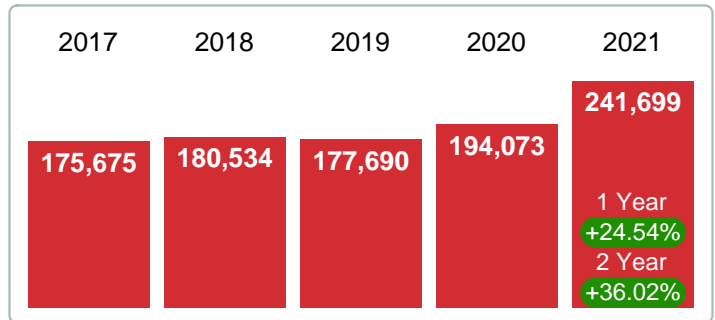
AVERAGE SOLD PRICE AT CLOSING

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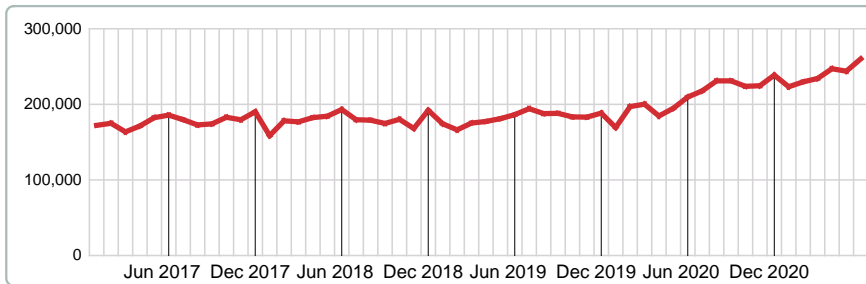
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

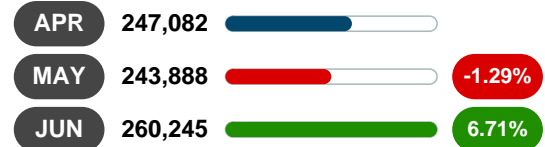


3 MONTHS

5 year JUN AVG = 207,036

High Jun 2021 260,245 Low Jan 2018 158,625

Average Sold Price at Closing this month at **260,245** above the 5 yr JUN average of **207,036**



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
\$50,000 and less	9.31%	6,933	14,639	3,783	3,506	3,932
\$50,001 - \$125,000	11.07%	88,877	82,431	97,245	90,516	100,000
\$125,001 - \$175,000	13.97%	154,263	149,153	155,596	150,989	164,200
\$175,001 - \$250,000	25.95%	212,969	217,288	208,960	221,218	231,500
\$250,001 - \$325,000	16.49%	286,143	280,057	283,743	286,846	299,332
\$325,001 - \$450,000	12.44%	378,424	394,725	365,752	380,827	379,576
\$450,001 and up	10.76%	730,907	738,714	643,439	752,082	730,569
Average Sold Price		260,245	165,588	203,397	354,962	475,654
Total Closed Units	100%	260,245	205	631	388	86
Total Closed Volume		340,920,611	33.95M	128.34M	137.73M	40.91M

June 2021



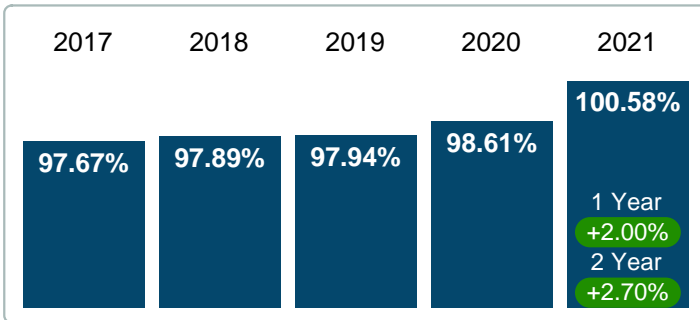
Area Delimited by County Of Tulsa



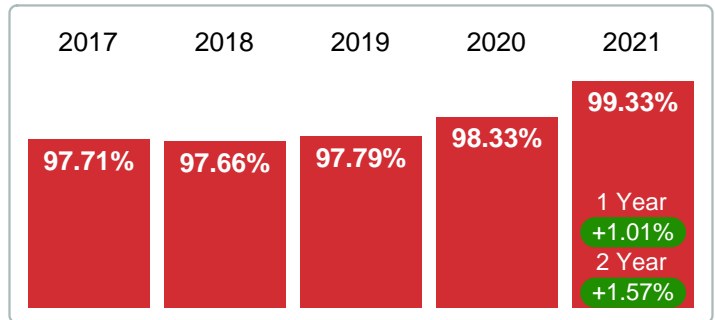
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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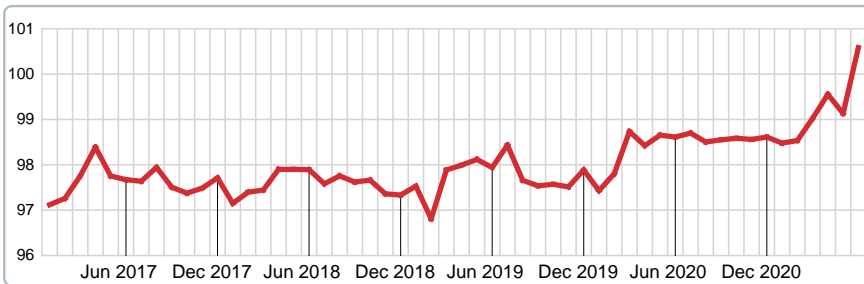
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

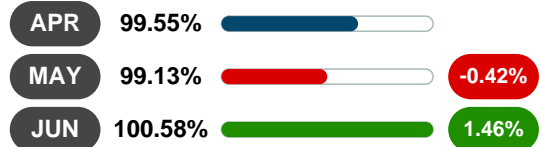


3 MONTHS

5 year JUN AVG = 98.54%

High Jun 2021 100.58% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **100.58%** above the 5 yr JUN average of **98.54%**



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
\$50,000 and less	122	9.31%	98.55%	96.92%	99.41%	98.37%	103.03%
\$50,001 - \$125,000	145	11.07%	97.96%	96.58%	100.08%	96.30%	100.10%
\$125,001 - \$175,000	183	13.97%	101.75%	100.79%	102.27%	100.01%	98.28%
\$175,001 - \$250,000	340	25.95%	101.90%	97.08%	102.77%	101.28%	99.57%
\$250,001 - \$325,000	216	16.49%	101.33%	99.10%	100.97%	101.75%	101.91%
\$325,001 - \$450,000	163	12.44%	100.14%	98.30%	100.02%	100.82%	99.05%
\$450,001 and up	141	10.76%	99.72%	96.59%	99.87%	99.81%	100.41%
Average Sold/List Ratio		100.60%		97.53%	101.57%	100.65%	100.32%
Total Closed Units		1,310	100%	205	631	388	86
Total Closed Volume		340,920,611		33.95M	128.34M	137.73M	40.91M

June 2021

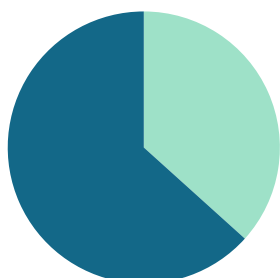
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

INVENTORY

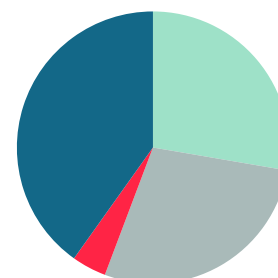


Inventory
 New Listings
1,639 = 36.67%
 Start Inventory
2,830
 Total Inventory Units
4,469
 Volume
\$1,606,736,066

Market Activity

Closed Sales
1,310 = 27.70%
 Pending Sales
1,327 = 28.05%
 Other Off Market
194 = 4.10%
 Active Inventory
1,899 = 40.15%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,231	1,310	6.42%	5,760	6,440	11.81%
Pending Sales	1,305	1,327	1.69%	6,183	7,012	13.41%
New Listings	1,577	1,639	3.93%	8,638	8,103	-6.19%
Average List Price	213,679	260,483	21.90%	198,827	244,586	23.01%
Average Sale Price	209,662	260,245	24.13%	194,073	241,699	24.54%
Average Percent of Selling Price to List Price	98.61%	100.58%	2.00%	98.33%	99.33%	1.01%
Average Days on Market to Sale	29.88	13.84	-53.69%	35.44	24.39	-31.17%
Monthly Inventory	4,225	1,899	-55.05%	4,225	1,899	-55.05%
Months Supply of Inventory	4.22	1.65	-60.95%	4.22	1.65	-60.95%

Absorption: Last 12 months, an Average of **1,151** Sales/Month

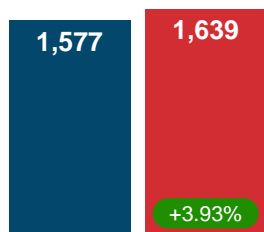
Inventory on June 30, 2021 = **1,899**

2020 **2021**

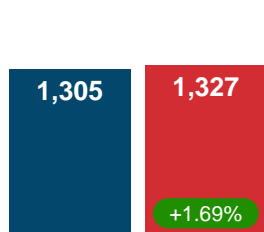
JUNE MARKET

AVERAGE PRICES

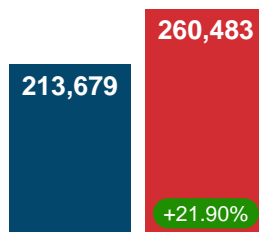
New Listings



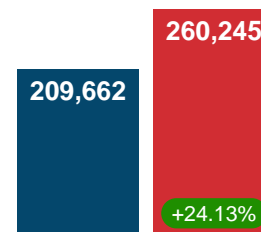
Pending Listings



List Price



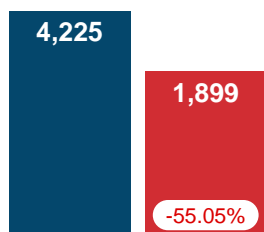
Sale Price



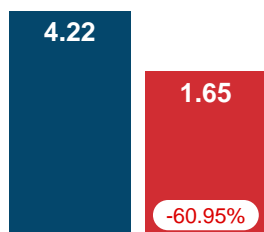
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

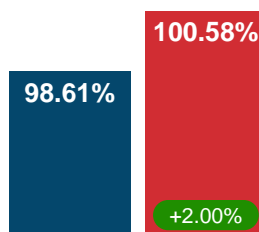
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

