

# June 2021



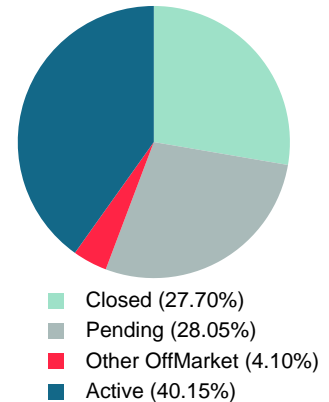
Area Delimited by County Of Tulsa



## 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%
Median List Price	185,000	215,000	16.22%
Median Sale Price	185,000	220,000	18.92%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	4.00	-63.64%
End of Month Inventory	4,225	1,899	-55.05%
Months Supply of Inventory	4.22	1.65	-60.95%



**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.

#### 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 **18.92%** in June 2021 to \$220,000 versus the previous year at \$185,000.

#### Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 7.00 days or **63.64%** in June 2021 compared to last year's same month at **11.00** DOM.

#### Sales Success for June 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 1,639 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
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<b>Inventory</b>	<b>5</b>
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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



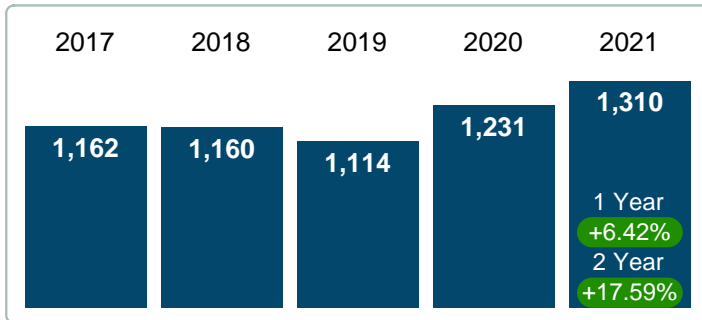
Area Delimited by County Of Tulsa



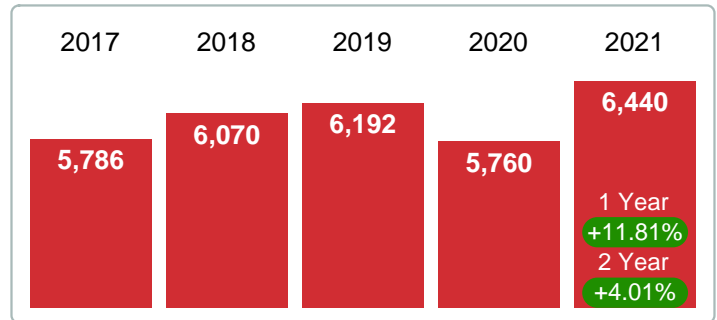
## CLOSED LISTINGS

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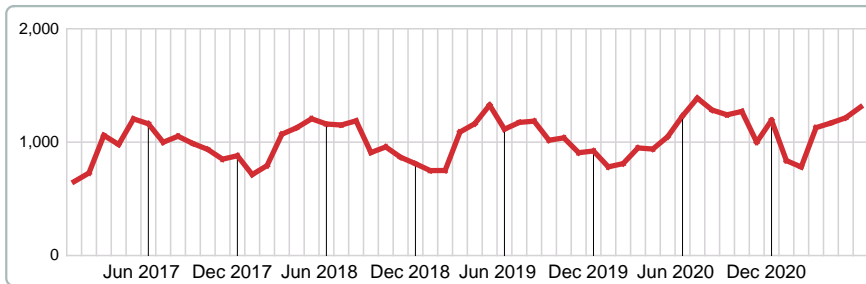
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

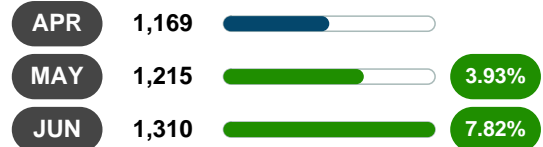


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	122	9.31%	11.0	36	58	25	3
\$50,001 - \$125,000	145	11.07%	6.0	78	57	9	1
\$125,001 - \$175,000	183	13.97%	3.0	29	133	18	3
\$175,001 - \$250,000	340	25.95%	3.0	27	226	80	7
\$250,001 - \$325,000	216	16.49%	4.0	7	98	95	16
\$325,001 - \$450,000	163	12.44%	6.0	17	40	86	20
\$450,001 and up	141	10.76%	11.0	11	19	75	36
<b>Total Closed Units</b>	<b>1,310</b>			<b>205</b>	<b>631</b>	<b>388</b>	<b>86</b>
<b>Total Closed Volume</b>	<b>340,920,611</b>	<b>100%</b>	<b>4.0</b>	<b>33.95M</b>	<b>128.34M</b>	<b>137.73M</b>	<b>40.91M</b>
<b>Median Closed Price</b>	<b>\$220,000</b>			<b>\$105,000</b>	<b>\$192,500</b>	<b>\$297,500</b>	<b>\$395,000</b>

# June 2021



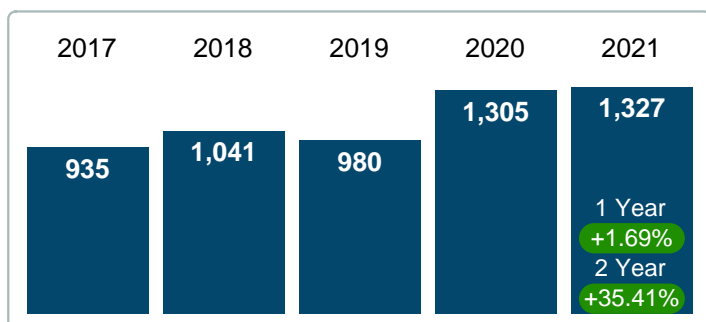
Area Delimited by County Of Tulsa



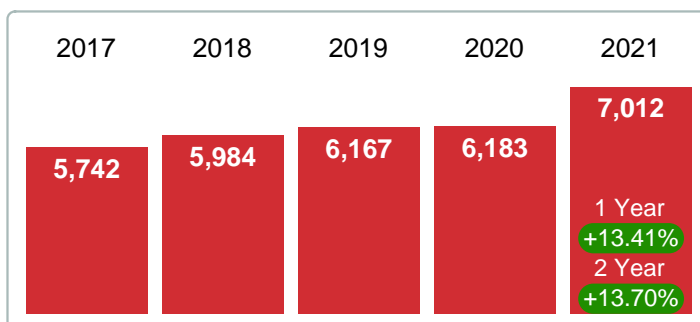
## PENDING LISTINGS

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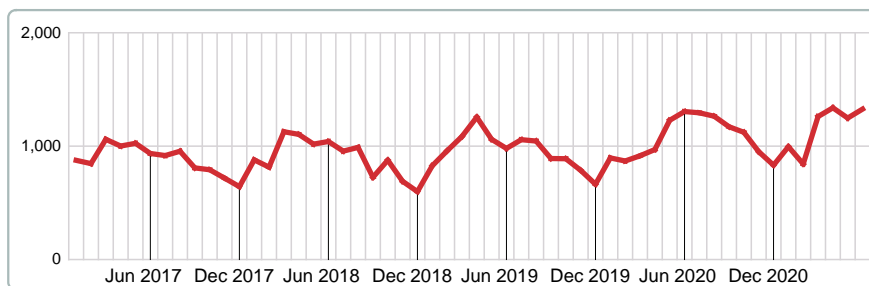
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

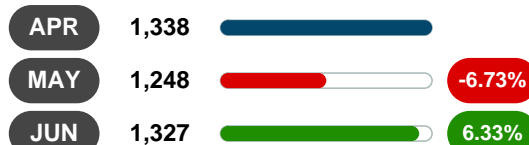


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	101	7.61%	11.0	42	50	8	1
\$50,001 - \$125,000	172	12.96%	7.0	78	86	8	0
\$125,001 - \$175,000	205	15.45%	5.0	28	158	17	2
\$175,001 - \$250,000	338	25.47%	5.5	33	228	70	7
\$250,001 - \$325,000	200	15.07%	6.5	12	84	95	9
\$325,001 - \$425,000	155	11.68%	5.0	5	48	88	14
\$425,001 and up	156	11.76%	15.0	15	27	70	44
<b>Total Pending Units</b>	<b>1,327</b>			<b>213</b>	<b>681</b>	<b>356</b>	<b>77</b>
<b>Total Pending Volume</b>	<b>343,548,267</b>	<b>100%</b>	<b>6.0</b>	<b>34.32M</b>	<b>140.18M</b>	<b>124.87M</b>	<b>44.18M</b>
<b>Median Listing Price</b>	<b>\$215,000</b>			<b>\$110,000</b>	<b>\$186,079</b>	<b>\$306,578</b>	<b>\$450,000</b>

# June 2021



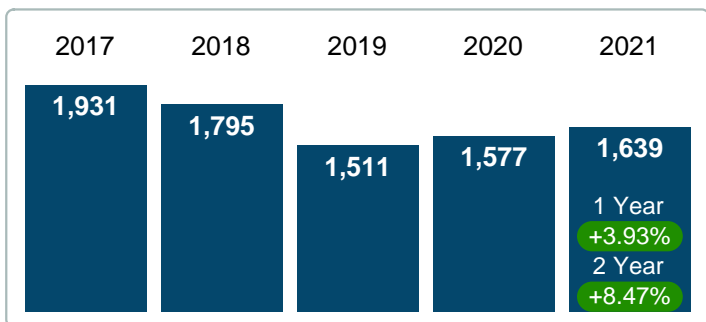
Area Delimited by County Of Tulsa



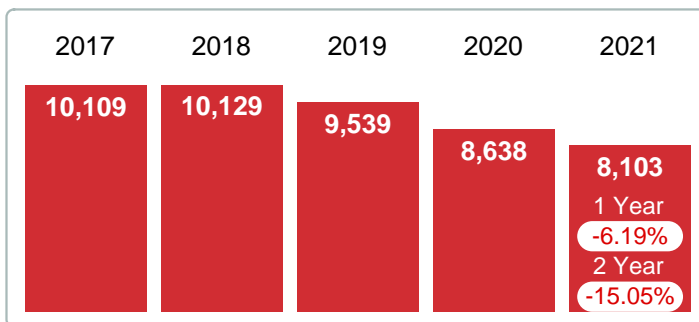
## NEW LISTINGS

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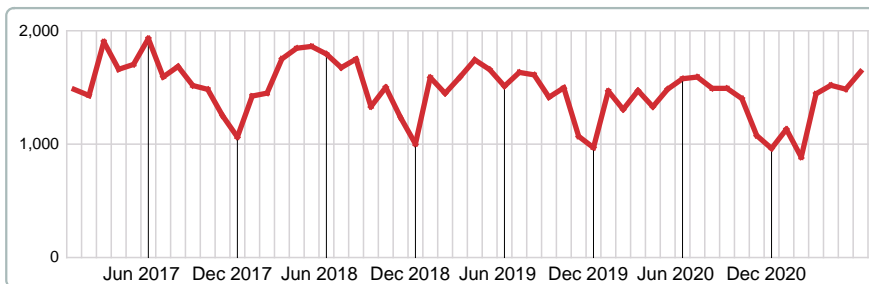
### JUNE



### 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
<b>Total New Listed Units</b>	<b>1,639</b>		<b>327</b>	<b>769</b>	<b>454</b>	<b>89</b>
<b>Total New Listed Volume</b>	<b>488,217,468</b>	<b>100%</b>	<b>110.51M</b>	<b>158.57M</b>	<b>165.78M</b>	<b>53.35M</b>
<b>Median New Listed Listing Price</b>	<b>\$215,000</b>		<b>\$118,560</b>	<b>\$187,339</b>	<b>\$313,450</b>	<b>\$469,500</b>

# June 2021



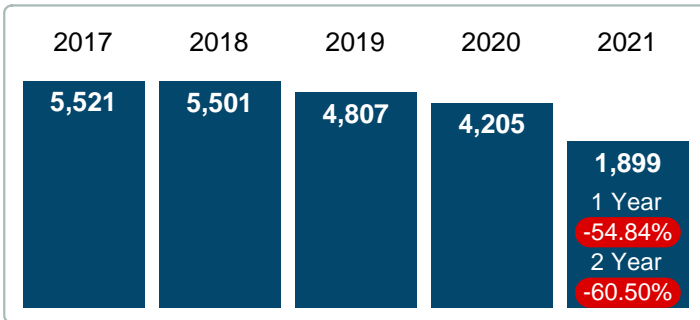
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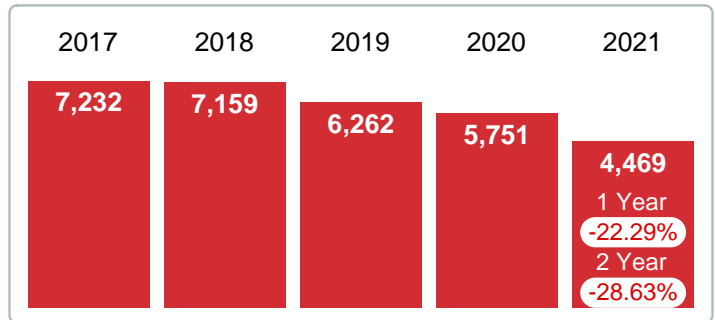
## ACTIVE INVENTORY

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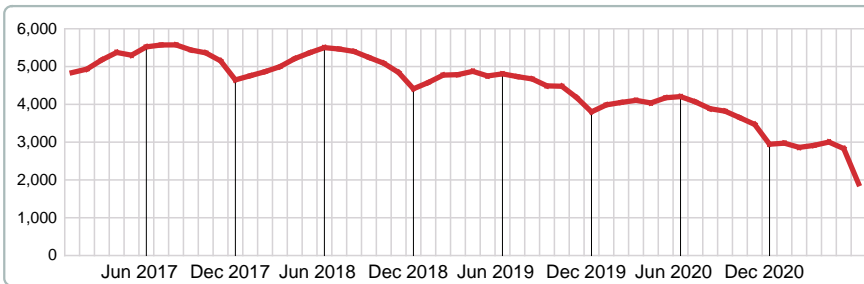
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

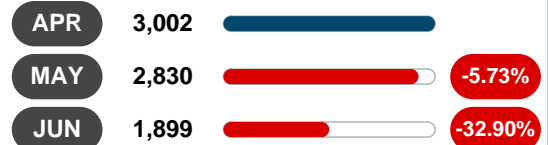


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	138	7.27%	26.0	66	53	14	5
\$25,001 - \$100,000	255	13.43%	47.0	202	48	5	0
\$100,001 - \$175,000	270	14.22%	36.5	136	125	9	0
\$175,001 - \$350,000	515	27.12%	28.0	133	235	128	19
\$350,001 - \$525,000	294	15.48%	54.0	67	67	126	34
\$525,001 - \$975,000	234	12.32%	69.0	89	30	76	39
\$975,001 and up	193	10.16%	78.0	112	9	33	39
<b>Total Active Inventory by Units</b>	<b>1,899</b>			<b>805</b>	<b>567</b>	<b>391</b>	<b>136</b>
<b>Total Active Inventory by Volume</b>	<b>859,356,846</b>	<b>100%</b>	<b>42.0</b>	<b>390.88M</b>	<b>138.92M</b>	<b>197.79M</b>	<b>131.76M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$250,000</b>			<b>\$175,000</b>	<b>\$195,000</b>	<b>\$399,000</b>	<b>\$684,000</b>

# June 2021



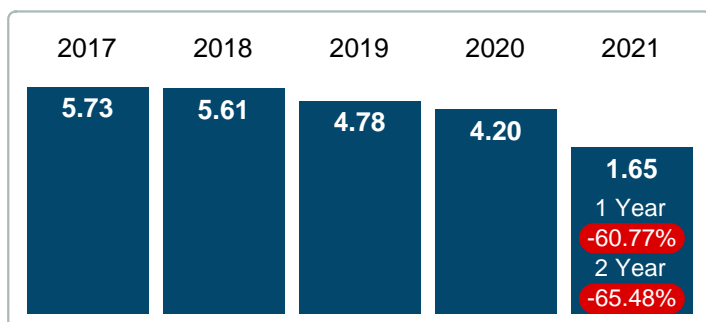
Area Delimited by County Of Tulsa



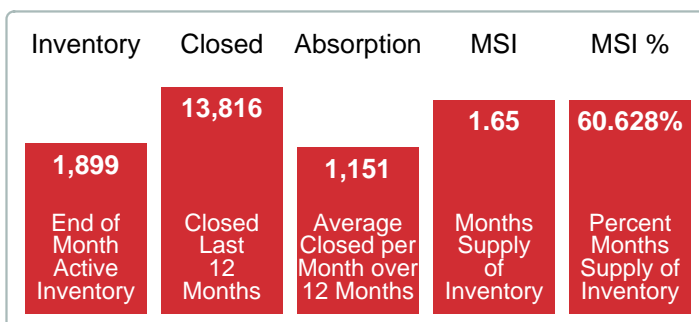
## MONTHS SUPPLY of INVENTORY (MSI)

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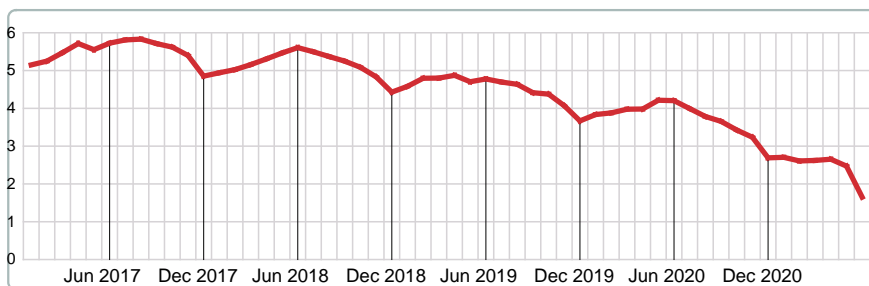
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

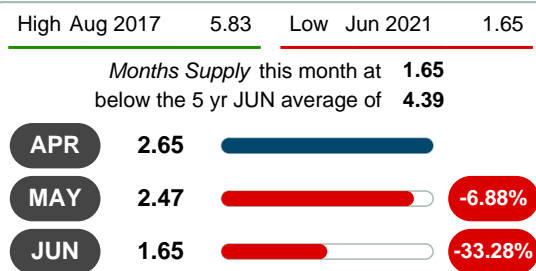


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



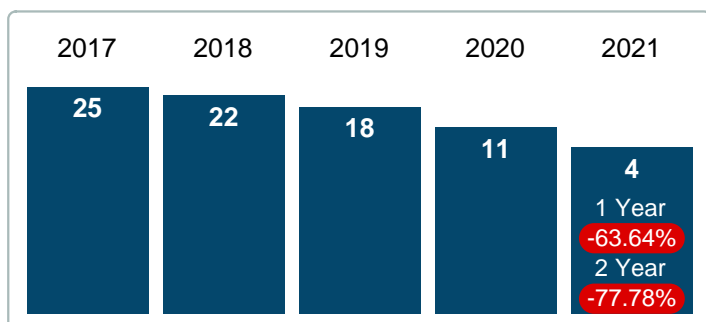
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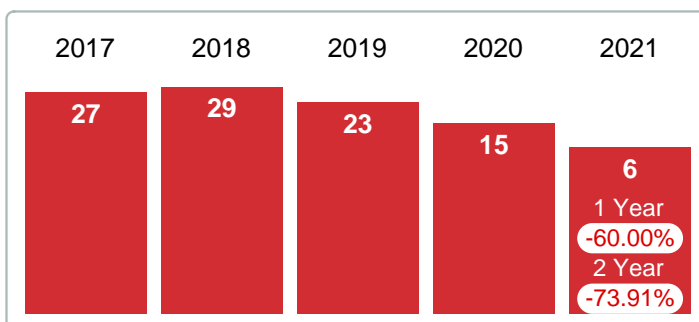
## MEDIAN DAYS ON MARKET TO SALE

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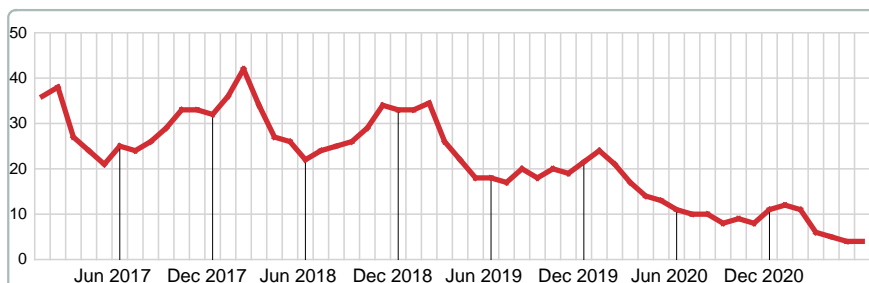
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

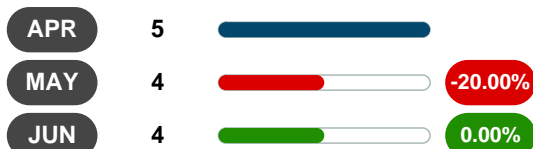


### 3 MONTHS

5 year JUN AVG = 16

High Feb 2018 42 Low Jun 2021 4

Median Days on Market to Sale this month at 4 below the 5 yr JUN average of 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
\$50,000 and less	9.31%	11	14	12	9	18
\$50,001 - \$125,000	11.07%	6	8	3	2	6
\$125,001 - \$175,000	13.97%	3	5	3	5	14
\$175,001 - \$250,000	25.95%	3	4	3	3	12
\$250,001 - \$325,000	16.49%	4	5	3	4	5
\$325,001 - \$450,000	12.44%	6	66	7	4	4
\$450,001 and up	10.76%	11	4	12	8	16
Median Closed DOM		4	9	4	4	9
Total Closed Units	100%	1,310	205	631	388	86
Total Closed Volume		340,920,611	33.95M	128.34M	137.73M	40.91M

# June 2021



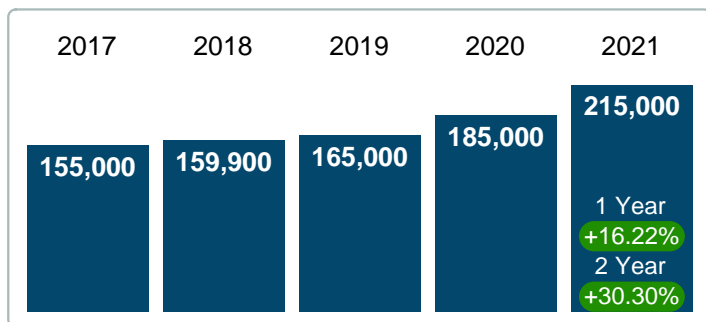
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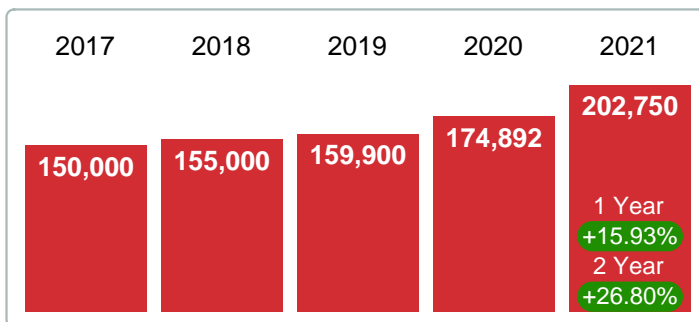
## MEDIAN LIST PRICE AT CLOSING

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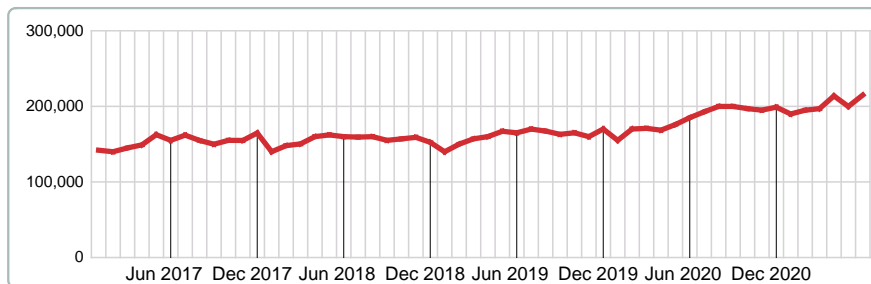
### JUNE



### YEAR TO DATE (YTD)

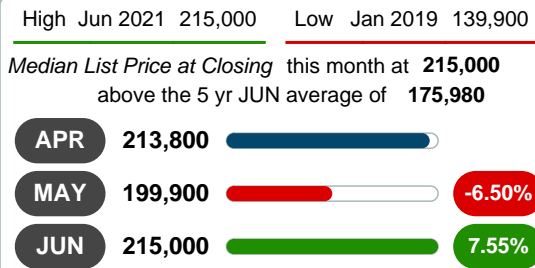


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 175,980



### 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
\$50,000 and less	119	9.08%	1,595	1,200	1,498	1,795	3,000
\$50,001 - \$125,000	153	11.68%	90,000	80,000	109,900	95,000	99,900
\$125,001 - \$175,000	191	14.58%	157,500	149,500	159,000	151,000	169,000
\$175,001 - \$250,000	347	26.49%	210,000	219,900	204,900	225,000	227,000
\$250,001 - \$325,000	198	15.11%	285,900	290,000	285,000	289,900	289,000
\$325,001 - \$450,000	164	12.52%	375,250	383,023	359,500	383,925	389,450
\$450,001 and up	138	10.53%	625,000	530,000	575,000	638,476	587,000
Median List Price			215,000	110,000	185,000	291,750	394,500
Total Closed Units		100%	215,000	205	631	388	86
Total Closed Volume			341,233,305	35.09M	126.76M	138.05M	41.34M



# June 2021



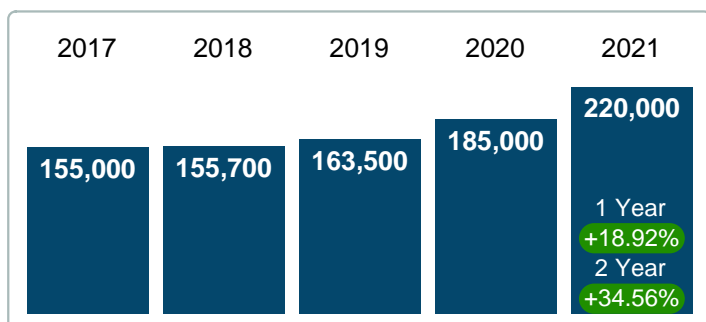
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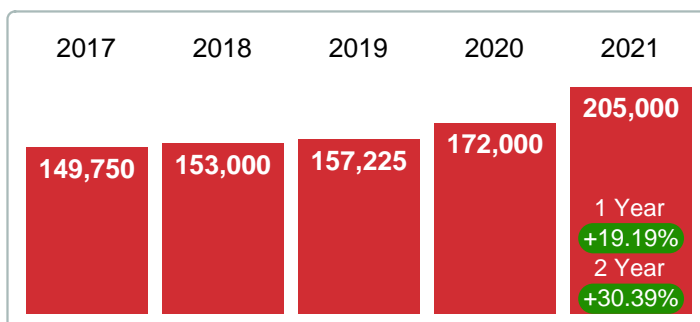
## MEDIAN SOLD PRICE AT CLOSING

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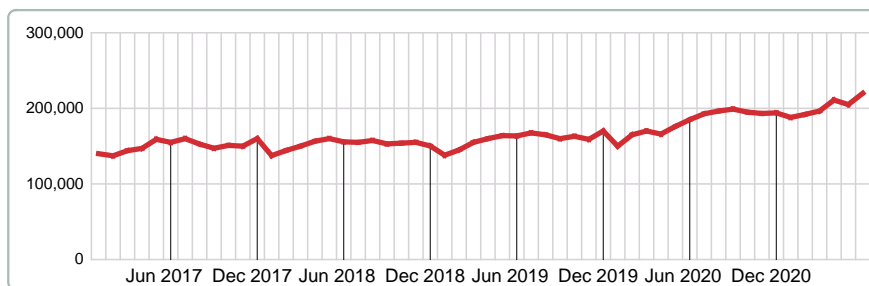
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 175,840

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

Median Sold Price at Closing this month at **220,000**  
above the 5 yr JUN average of **175,840**

- APR 211,000
- MAY 205,000 (-2.84%)
- JUN 220,000 (7.32%)

### 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
\$50,000 and less	122	9.31%	1,595	1,275	1,495	1,795	3,000
\$50,001 - \$125,000	145	11.07%	85,500	80,150	100,000	85,000	100,000
\$125,001 - \$175,000	183	13.97%	155,000	150,000	158,500	152,750	169,000
\$175,001 - \$250,000	340	25.95%	211,998	218,100	206,000	225,000	234,000
\$250,001 - \$325,000	216	16.49%	284,950	275,000	281,000	285,000	307,500
\$325,001 - \$450,000	163	12.44%	375,000	394,900	359,750	377,000	380,000
\$450,001 and up	141	10.76%	619,000	574,555	600,000	640,000	583,750
Median Sold Price			220,000	105,000	192,500	297,500	395,000
Total Closed Units		100%	220,000	205	631	388	86
Total Closed Volume			340,920,611	33.95M	128.34M	137.73M	40.91M

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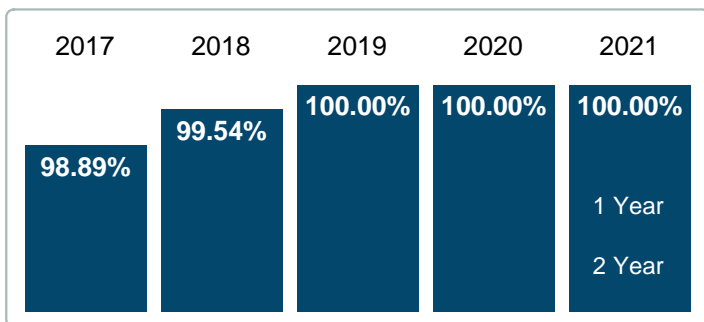
Area Delimited by County Of Tulsa



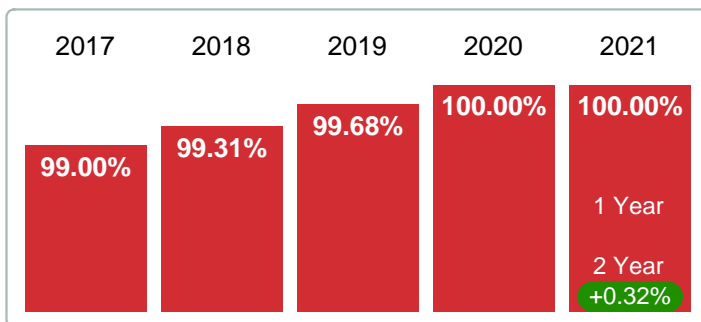
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

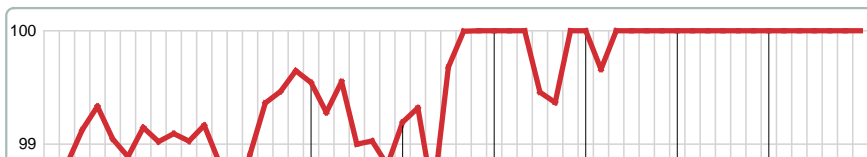
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 99.69%

High Jun 2021 100.00% Low Jan 2018 98.41%

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

- APR 100.00%
- MAY 100.00%
- JUN 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
\$50,000 and less	122	9.31%	100.00%	100.00%	100.00%	100.00%	100.00%
\$50,001 - \$125,000	145	11.07%	100.00%	97.68%	100.00%	98.40%	100.10%
\$125,001 - \$175,000	183	13.97%	100.65%	100.00%	102.01%	100.00%	98.84%
\$175,001 - \$250,000	340	25.95%	101.20%	97.92%	102.47%	100.02%	100.00%
\$250,001 - \$325,000	216	16.49%	101.03%	100.00%	100.63%	101.20%	101.77%
\$325,001 - \$450,000	163	12.44%	100.00%	100.00%	100.00%	100.00%	100.01%
\$450,001 and up	141	10.76%	99.72%	100.00%	100.00%	99.61%	99.06%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	1,310	100%	100.00%	205	631	388	86
Total Closed Volume	340,920,611			33.95M	128.34M	137.73M	40.91M

# June 2021

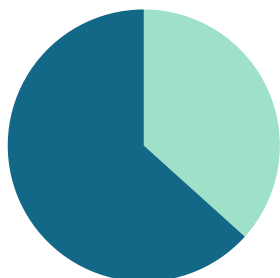
Area Delimited by County Of Tulsa



## MARKET SUMMARY

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

### INVENTORY

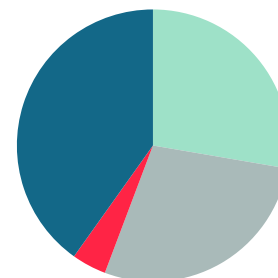


**Inventory**  
 New Listings  
**1,639 = 36.67%**  
 Start Inventory  
**2,830**  
 Total Inventory Units  
**4,469**  
 Volume  
**\$1,606,736,066**

### 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%
Median List Price	185,000	215,000	16.22%	174,892	202,750	15.93%
Median Sale Price	185,000	220,000	18.92%	172,000	205,000	19.19%
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	11.00	4.00	-63.64%	15.00	6.00	-60.00%
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

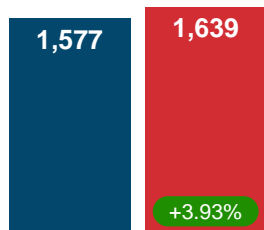
**Inventory on June 30, 2021 = 1,899**

**2020** **2021**

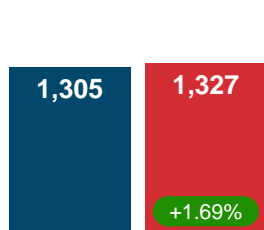
### JUNE MARKET

### MEDIAN PRICES

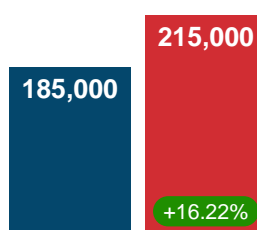
#### New Listings



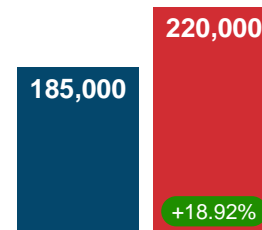
#### Pending Listings



#### List Price



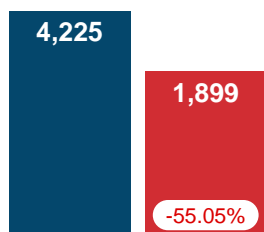
#### Sale Price



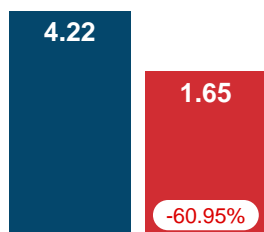
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

