

# April 2021



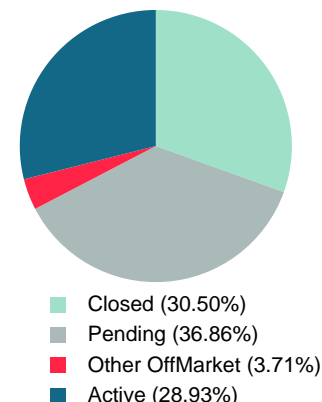
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	789	1,011	28.14%
Pending Listings	886	1,222	37.92%
New Listings	1,063	1,319	24.08%
Average List Price	218,572	270,565	23.79%
Average Sale Price	215,395	268,497	24.65%
Average Percent of Selling Price to List Price	98.41%	99.88%	1.49%
Average Days on Market to Sale	31.43	19.62	-37.58%
End of Month Inventory	1,972	959	-51.37%
Months Supply of Inventory	2.34	0.98	-58.21%



**Absorption:** Last 12 months, an Average of **979** Sales/Month  
**Active Inventory** as of April 30, 2021 = **959**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **51.37%** to 959 existing homes available for sale. Over the last 12 months this area has had an average of 979 closed sales per month. This represents an unsold inventory index of **0.98** 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 **24.65%** in April 2021 to \$268,497 versus the previous year at \$215,395.

#### Average Days on Market Shortens

The average number of **19.62** days that homes spent on the market before selling decreased by 11.81 days or **37.58%** in April 2021 compared to last year's same month at **31.43** DOM.

#### Sales Success for April 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 1,319 New Listings in April 2021, up **24.08%** from last year at 1,063. Furthermore, there were 1,011 Closed Listings this month versus last year at 789, a **28.14%** increase.

Closed versus Listed trends yielded a **76.6%** ratio, up from previous year's, April 2020, at **74.2%**, a **3.27%** 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>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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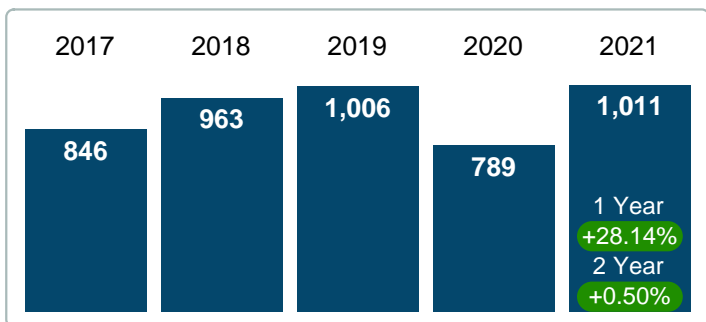
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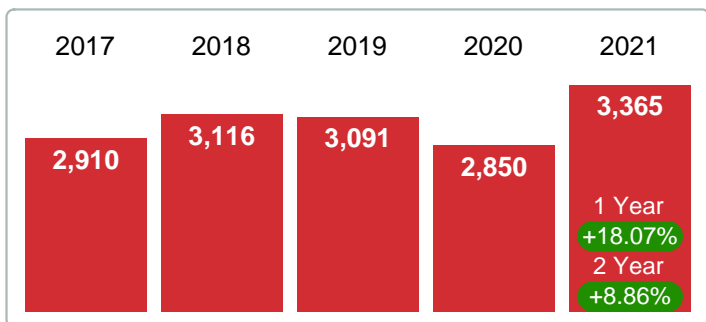
## CLOSED LISTINGS

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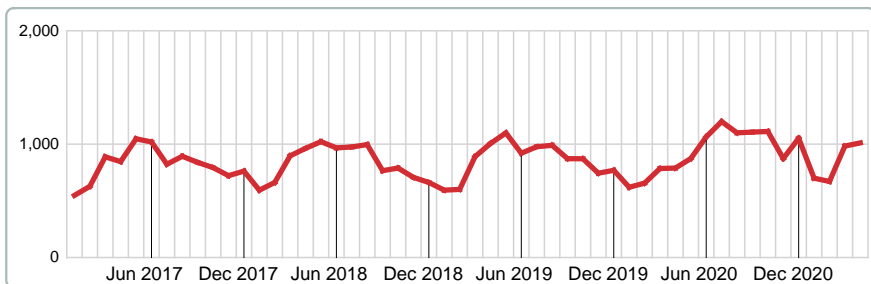
### APRIL



### YEAR TO DATE (YTD)

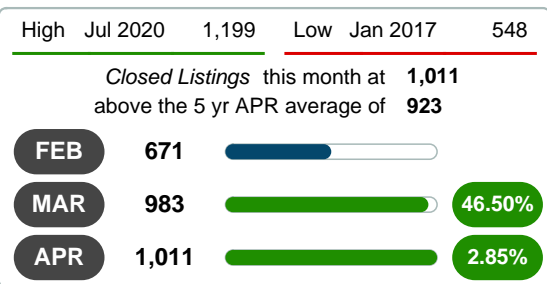


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 923



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	100	9.89%	22.5	52	38	7	3
\$100,001 - \$150,000	123	12.17%	10.4	29	87	7	0
\$150,001 - \$175,000	80	7.91%	10.7	8	67	5	0
\$175,001 - \$250,000	284	28.09%	10.6	19	180	76	9
\$250,001 - \$325,000	169	16.72%	15.8	7	85	69	8
\$325,001 - \$450,000	158	15.63%	30.7	4	45	88	21
\$450,001 and up	97	9.59%	50.9	1	12	55	29
<b>Total Closed Units</b>	<b>1,011</b>			<b>120</b>	<b>514</b>	<b>307</b>	<b>70</b>
<b>Total Closed Volume</b>	<b>271,450,710</b>	<b>100%</b>	<b>19.6</b>	<b>17.04M</b>	<b>111.99M</b>	<b>108.19M</b>	<b>34.23M</b>
<b>Average Closed Price</b>	<b>\$268,497</b>			<b>\$142,041</b>	<b>\$217,876</b>	<b>\$352,412</b>	<b>\$488,958</b>

# April 2021



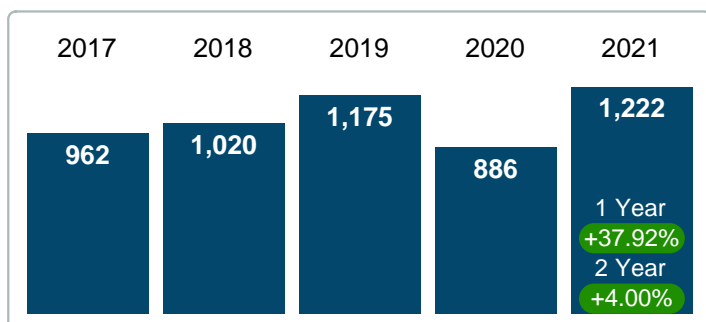
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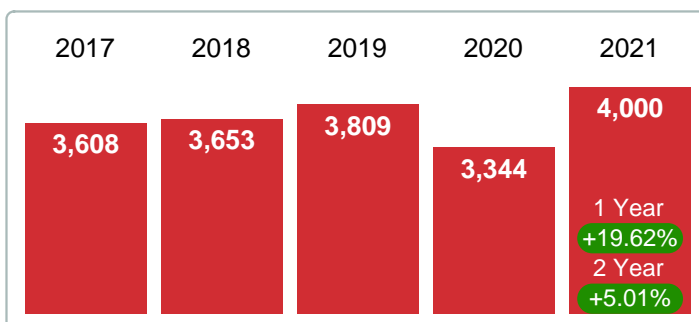
## PENDING LISTINGS

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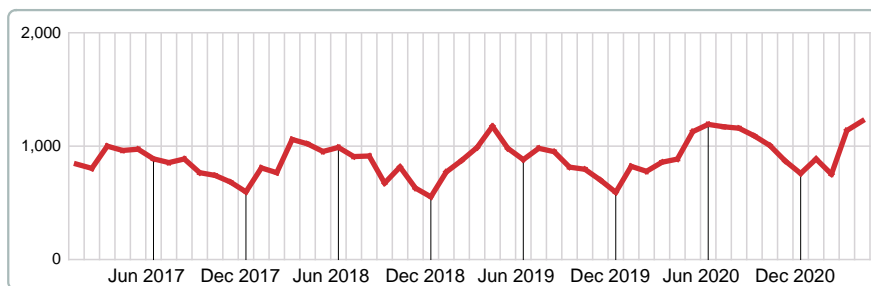
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

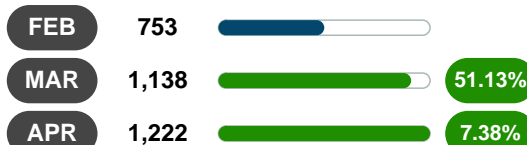


### 3 MONTHS

5 year APR AVG = 1,053

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at 1,222 above the 5 yr APR average of 1,053



### 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	25	2.05%	35.2	15	8	2	0
\$50,001 - \$125,000	201	16.45%	77.6	77	108	15	1
\$125,001 - \$175,000	189	15.47%	11.8	20	150	19	0
\$175,001 - \$250,000	342	27.99%	10.5	28	222	88	4
\$250,001 - \$325,000	179	14.65%	12.5	3	76	81	19
\$325,001 - \$425,000	143	11.70%	29.0	10	31	82	20
\$425,001 and up	143	11.70%	43.0	3	20	81	39
<b>Total Pending Units</b>	<b>1,222</b>			<b>156</b>	<b>615</b>	<b>368</b>	<b>83</b>
<b>Total Pending Volume</b>	<b>326,453,575</b>	<b>100%</b>	<b>28.6</b>	<b>22.37M</b>	<b>124.12M</b>	<b>136.92M</b>	<b>43.04M</b>
<b>Average Listing Price</b>	<b>\$267,651</b>			<b>\$143,400</b>	<b>\$201,821</b>	<b>\$372,060</b>	<b>\$518,614</b>

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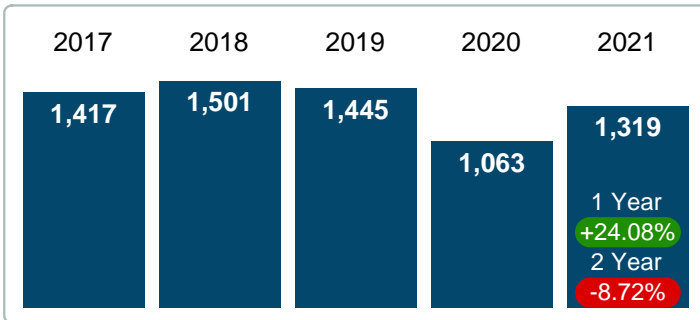
Area Delimited by County Of Tulsa - Residential Property Type



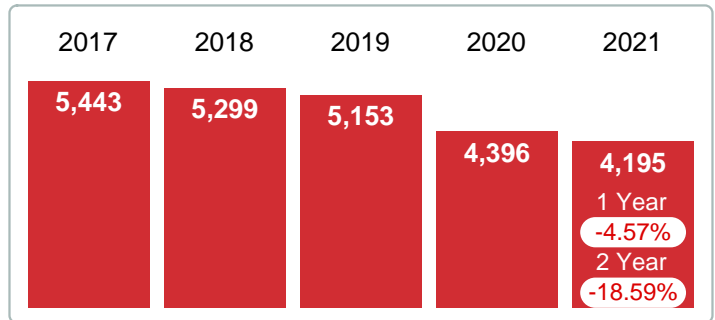
## NEW LISTINGS

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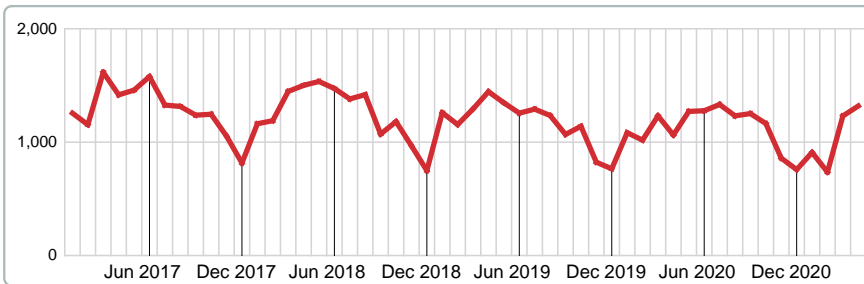
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 1,349

High Mar 2017 1,616 Low Feb 2021 736

New Listings this month at 1,319  
below the 5 yr APR average of 1,349



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	119	9.02%	65	49	5	0
\$100,001 - \$150,000	156	11.83%	32	106	17	1
\$150,001 - \$175,000	110	8.34%	9	90	9	2
\$175,001 - \$250,000	383	29.04%	36	260	81	6
\$250,001 - \$350,000	229	17.36%	6	88	112	23
\$350,001 - \$475,000	173	13.12%	13	46	94	20
\$475,001 and up	149	11.30%	6	26	78	39
<b>Total New Listed Units</b>	<b>1,319</b>		<b>167</b>	<b>665</b>	<b>396</b>	<b>91</b>
<b>Total New Listed Volume</b>	<b>386,129,455</b>	<b>100%</b>	<b>28.37M</b>	<b>152.41M</b>	<b>148.79M</b>	<b>56.56M</b>
<b>Average New Listed Listing Price</b>	<b>\$278,031</b>		<b>\$169,861</b>	<b>\$229,187</b>	<b>\$375,729</b>	<b>\$621,592</b>

# April 2021



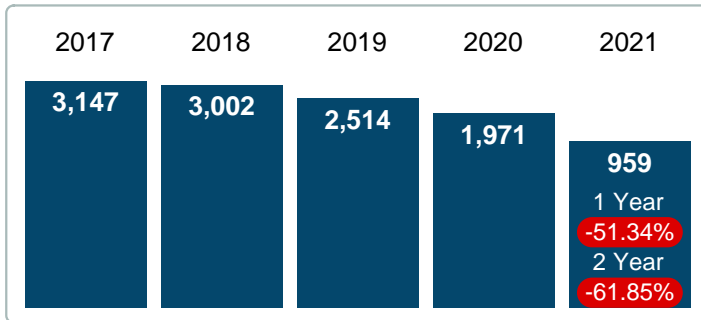
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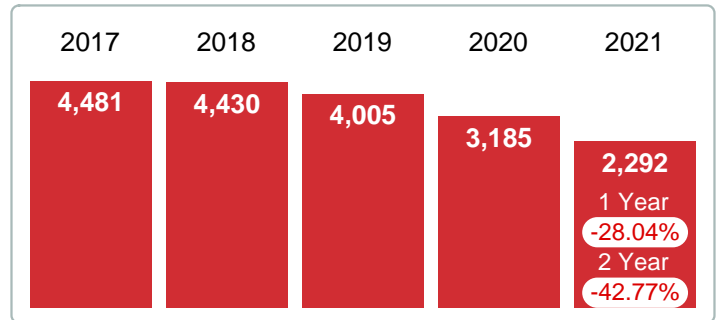
## ACTIVE INVENTORY

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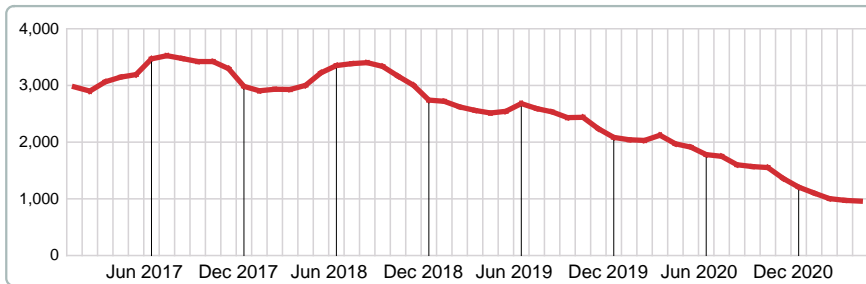
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS

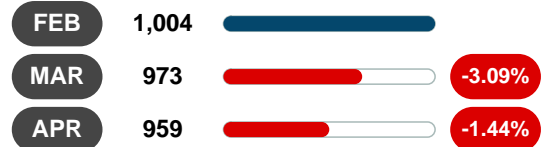


### 3 MONTHS

5 year APR AVG = 2,319

High Jul 2017 3,525 Low Apr 2021 959

Inventory this month at **959**  
below the 5 yr APR average of **2,319**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	77	8.03%	103.5	48	23	6	0
\$75,001 - \$150,000	116	12.10%	51.4	44	66	6	0
\$150,001 - \$225,000	154	16.06%	36.5	25	108	16	5
\$225,001 - \$375,000	235	24.50%	45.0	16	111	93	15
\$375,001 - \$525,000	150	15.64%	71.6	16	39	72	23
\$525,001 - \$850,000	127	13.24%	62.7	0	23	56	48
\$850,001 and up	100	10.43%	79.1	1	8	37	54
Total Active Inventory by Units			959	150	378	286	145
Total Active Inventory by Volume			425,209,733	24.87M	103.80M	150.15M	146.39M
Average Active Inventory Listing Price			\$443,389	\$165,794	\$274,605	\$524,999	\$1,009,587

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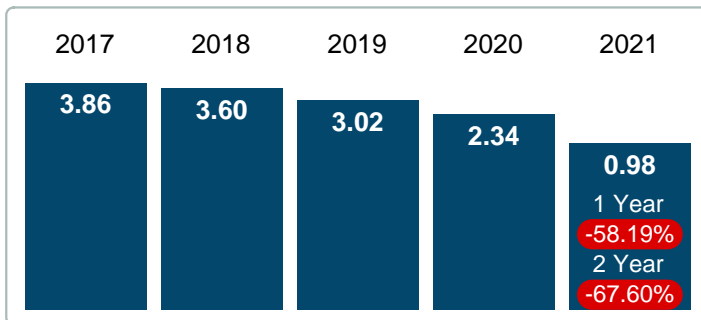
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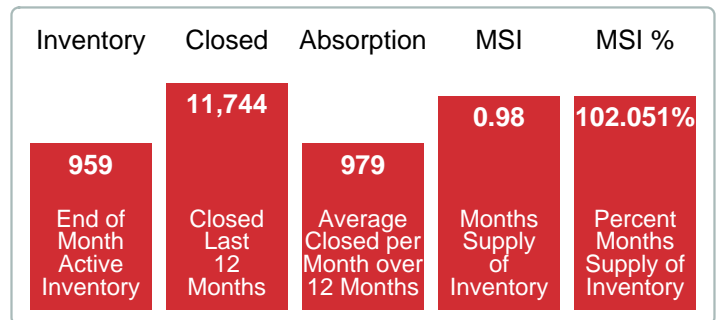
## MONTHS SUPPLY of INVENTORY (MSI)

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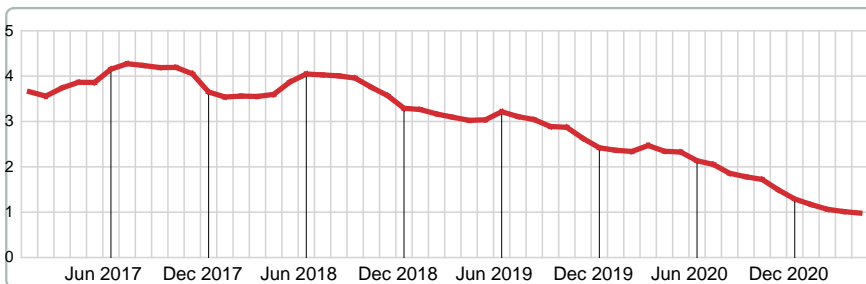
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

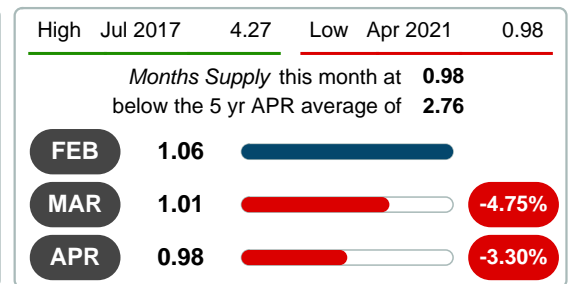


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2.76



### 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
\$75,000 and less	77	8.03%	1.36	1.53	1.07	1.67	0.00
\$75,001 - \$150,000	116	12.10%	0.63	1.11	0.51	0.42	0.00
\$150,001 - \$225,000	154	16.06%	0.52	1.30	0.52	0.23	1.22
\$225,001 - \$375,000	235	24.50%	0.79	1.61	1.00	0.61	0.62
\$375,001 - \$525,000	150	15.64%	1.72	12.00	2.24	1.38	1.42
\$525,001 - \$850,000	127	13.24%	3.11	0.00	4.06	2.35	4.40
\$850,001 and up	100	10.43%	8.16	6.00	6.40	6.53	10.45
Market Supply of Inventory (MSI)			0.98	1.47	0.77	0.89	2.33
Total Active Inventory by Units		100%	959	150	378	286	145

# April 2021



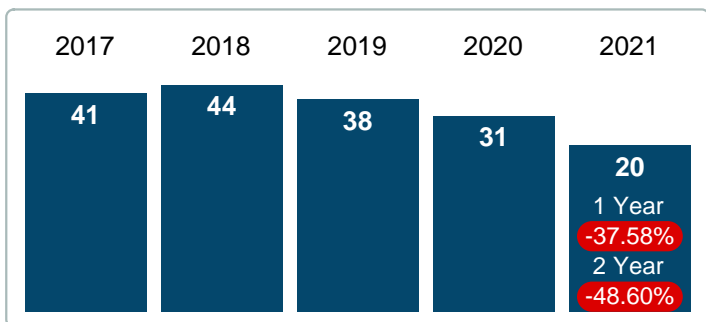
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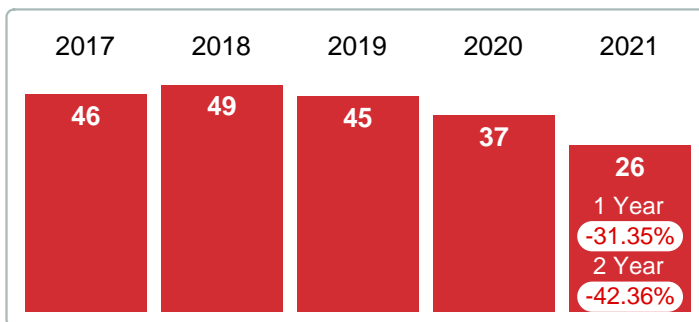
## AVERAGE DAYS ON MARKET TO SALE

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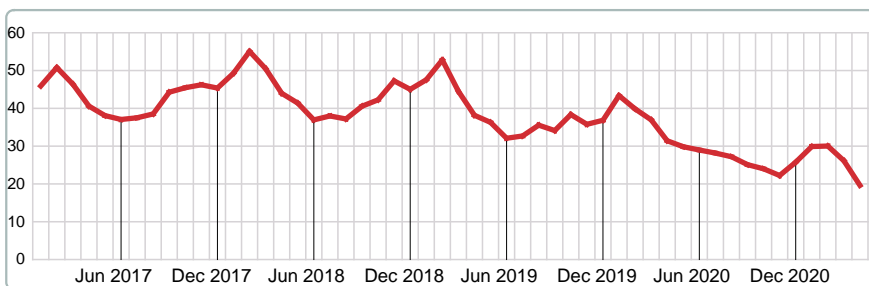
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

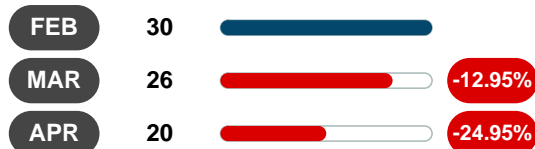


### 3 MONTHS

5 year APR AVG = 35

High Feb 2018 55 Low Apr 2021 20

Average Days on Market to Sale this month at 20 below the 5 yr APR 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
\$100,000 and less	100	9.89%	23	26	12	54	19
\$100,001 - \$150,000	123	12.17%	10	9	10	16	0
\$150,001 - \$175,000	80	7.91%	11	45	6	11	0
\$175,001 - \$250,000	284	28.09%	11	30	8	12	22
\$250,001 - \$325,000	169	16.72%	16	46	14	14	23
\$325,001 - \$450,000	158	15.63%	31	39	38	30	18
\$450,001 and up	97	9.59%	51	1	46	55	46
Average Closed DOM			20	25	13	26	31
Total Closed Units		100%	20	120	514	307	70
Total Closed Volume			271,450,710	17.04M	111.99M	108.19M	34.23M



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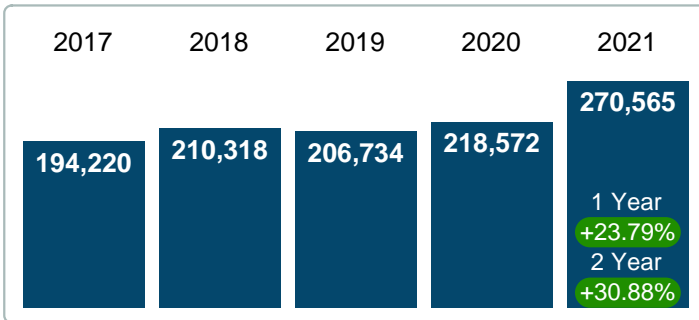
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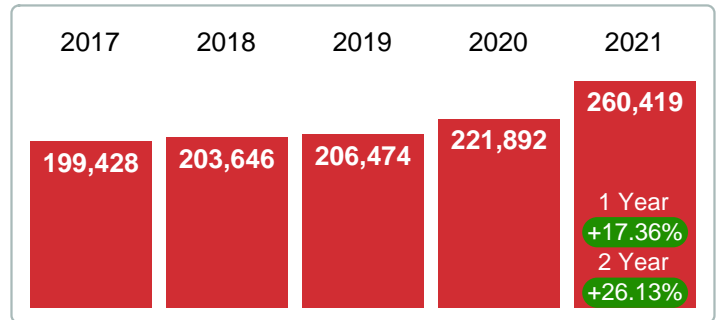
## AVERAGE LIST PRICE AT CLOSING

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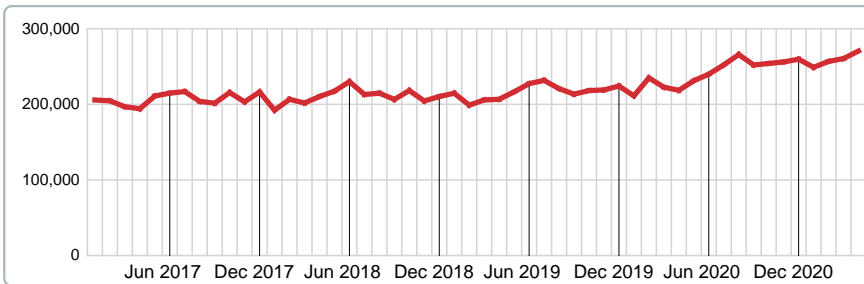
### APRIL



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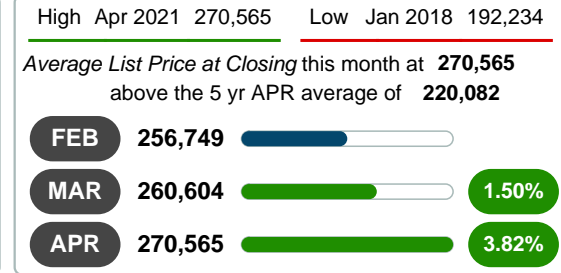


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 220,082



### 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
\$100,000 and less	10.29%	68,927	67,449	70,521	57,986	106,633
\$100,001 - \$150,000	12.17%	132,429	131,423	129,762	134,757	0
\$150,001 - \$175,000	9.20%	165,023	167,238	162,981	155,860	0
\$175,001 - \$250,000	26.31%	212,809	211,826	206,619	217,377	223,300
\$250,001 - \$325,000	16.62%	284,396	287,700	281,906	288,681	283,725
\$325,001 - \$450,000	15.73%	379,579	404,975	372,037	384,748	380,694
\$450,001 and up	9.69%	714,266	950,000	770,400	669,441	772,703
<b>Average List Price</b>		<b>270,565</b>	<b>143,875</b>	<b>217,955</b>	<b>355,848</b>	<b>500,034</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>270,565</b>	<b>120</b>	<b>514</b>	<b>307</b>	<b>70</b>
<b>Total Closed Volume</b>		<b>273,541,243</b>	<b>17.27M</b>	<b>112.03M</b>	<b>109.25M</b>	<b>35.00M</b>



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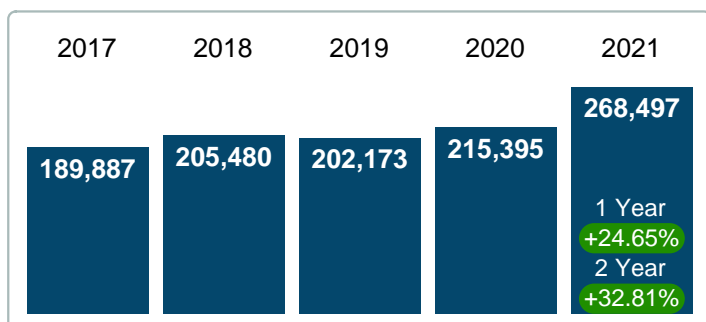
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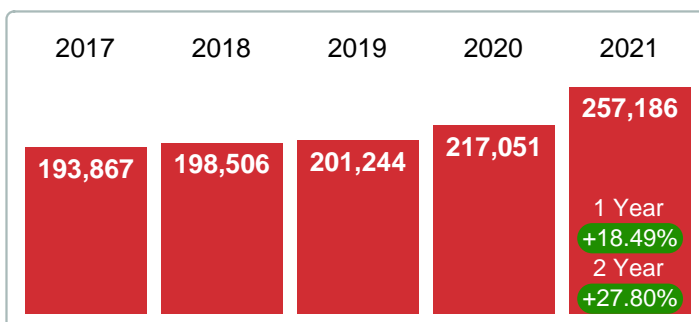
## AVERAGE SOLD PRICE AT CLOSING

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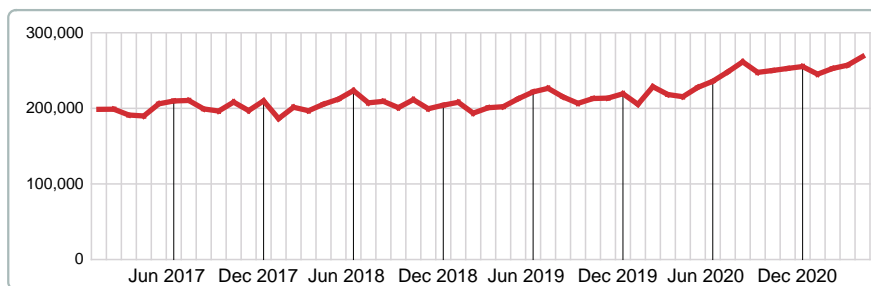
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

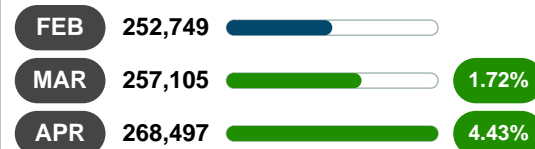


### 3 MONTHS

5 year APR AVG = 216,287

High Apr 2021 268,497 Low Jan 2018 186,418

Average Sold Price at Closing this month at **268,497** above the 5 yr APR average of **216,287**



### 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
\$100,000 and less	9.89%	65,398	64,300	66,755	56,571	87,833
\$100,001 - \$150,000	12.17%	130,790	131,767	129,857	138,336	0
\$150,001 - \$175,000	7.91%	163,829	165,944	164,034	157,700	0
\$175,001 - \$250,000	28.09%	211,961	208,639	208,982	218,451	223,767
\$250,001 - \$325,000	16.72%	285,079	285,500	282,245	288,601	284,438
\$325,001 - \$450,000	15.63%	379,973	401,225	372,270	383,264	378,641
\$450,001 and up	9.59%	693,879	985,000	733,667	650,810	749,059
<b>Average Sold Price</b>		<b>268,497</b>	<b>142,041</b>	<b>217,876</b>	<b>352,412</b>	<b>488,958</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>268,497</b>	<b>120</b>	<b>514</b>	<b>307</b>	<b>70</b>
<b>Total Closed Volume</b>		<b>271,450,710</b>	<b>17.04M</b>	<b>111.99M</b>	<b>108.19M</b>	<b>34.23M</b>

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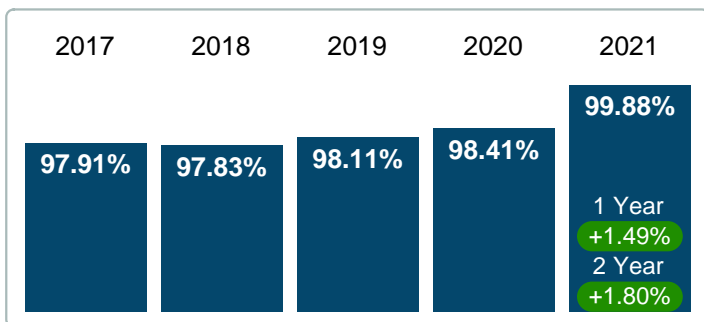
Area Delimited by County Of Tulsa - Residential Property Type



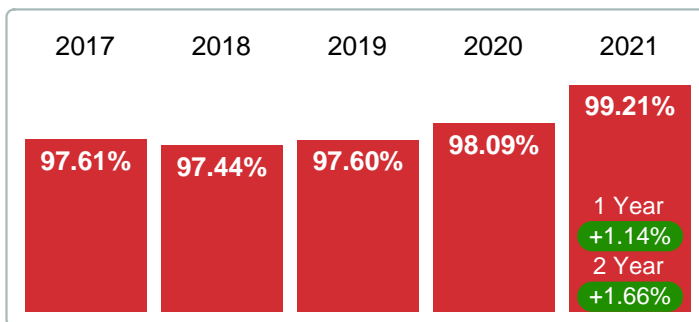
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 02, 2023 for MLS Technology Inc.

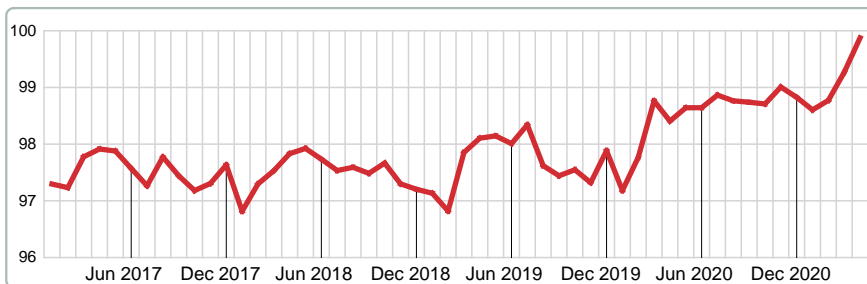
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

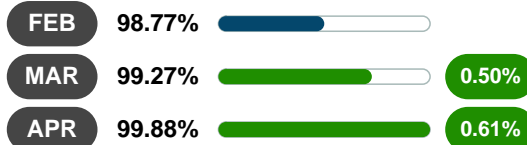


### 3 MONTHS

5 year APR AVG = 98.43%

High Apr 2021 99.88% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.88%**  
above the 5 yr APR average of **98.43%**



### 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
\$100,000 and less	100	9.89%	97.01%	95.65%	99.21%	99.59%	86.60%
\$100,001 - \$150,000	123	12.17%	100.60%	100.79%	100.35%	103.03%	0.00%
\$150,001 - \$175,000	80	7.91%	100.72%	99.34%	100.83%	101.38%	0.00%
\$175,001 - \$250,000	284	28.09%	100.97%	98.58%	101.34%	100.76%	100.29%
\$250,001 - \$325,000	169	16.72%	100.12%	99.32%	100.20%	100.08%	100.23%
\$325,001 - \$450,000	158	15.63%	99.80%	99.19%	100.09%	99.70%	99.70%
\$450,001 and up	97	9.59%	97.74%	103.68%	96.65%	97.85%	97.77%
Average Sold/List Ratio		99.90%		98.00%	100.54%	99.82%	98.48%
Total Closed Units		1,011	100%	120	514	307	70
Total Closed Volume		271,450,710		17.04M	111.99M	108.19M	34.23M

# April 2021



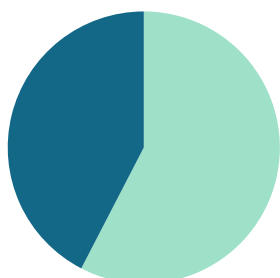
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

### INVENTORY

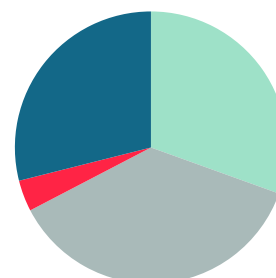


**Inventory**  
 New Listings  
**1,319 = 57.60%**  
 Start Inventory  
**971**  
 Total Inventory Units  
**2,290**  
 Volume  
**\$800,670,526**

### Market Activity

Closed Sales  
**1,011 = 30.50%**  
 Pending Sales  
**1,222 = 36.86%**  
 Other Off Market  
**123 = 3.71%**  
 Active Inventory  
**959 = 28.93%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	789	1,011	28.14%	2,850	3,365	18.07%
Pending Sales	886	1,222	37.92%	3,344	4,000	19.62%
New Listings	1,063	1,319	24.08%	4,396	4,195	-4.57%
Average List Price	218,572	270,565	23.79%	221,892	260,419	17.36%
Average Sale Price	215,395	268,497	24.65%	217,051	257,186	18.49%
Average Percent of Selling Price to List Price	98.41%	99.88%	1.49%	98.09%	99.21%	1.14%
Average Days on Market to Sale	31.43	19.62	-37.58%	37.49	25.74	-31.35%
Monthly Inventory	1,972	959	-51.37%	1,972	959	-51.37%
Months Supply of Inventory	2.34	0.98	-58.21%	2.34	0.98	-58.21%

**Absorption:** Last 12 months, an Average of **979** Sales/Month

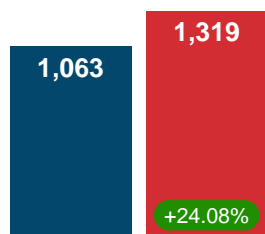
**Inventory** on April 30, 2021 = **959**

**2020** **2021**

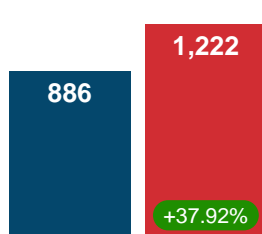
### APRIL MARKET

### AVERAGE PRICES

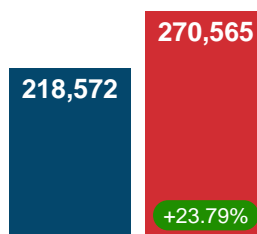
#### New Listings



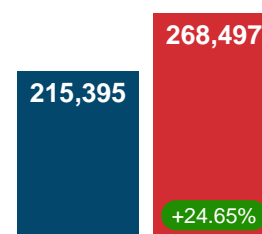
#### Pending Listings



#### List Price



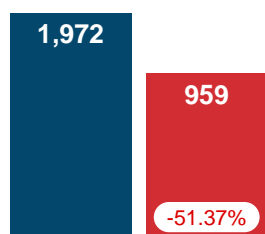
#### Sale Price



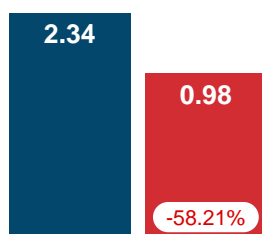
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

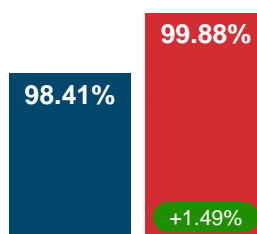
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

