

# April 2021



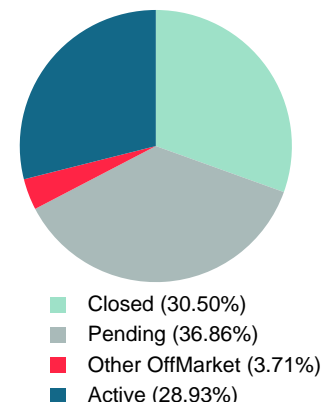
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	189,900	225,000	18.48%
Median Sale Price	187,000	227,000	21.39%
Median Percent of Selling Price to List Price	99.74%	100.00%	0.26%
Median Days on Market to Sale	11.00	4.00	-63.64%
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.

#### 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 **21.39%** in April 2021 to \$227,000 versus the previous year at \$187,000.

#### 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 April 2021 compared to last year's same month at **11.00** DOM.

#### Sales Success for April 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 1,319 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

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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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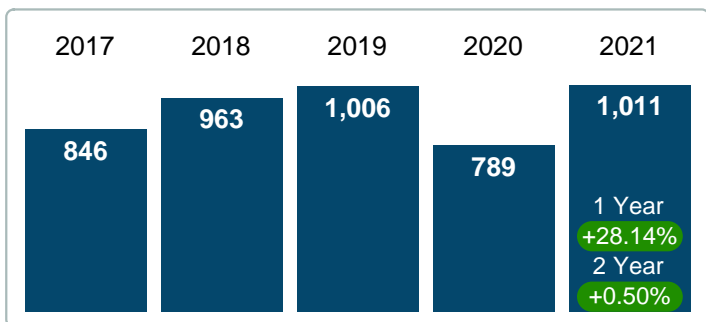
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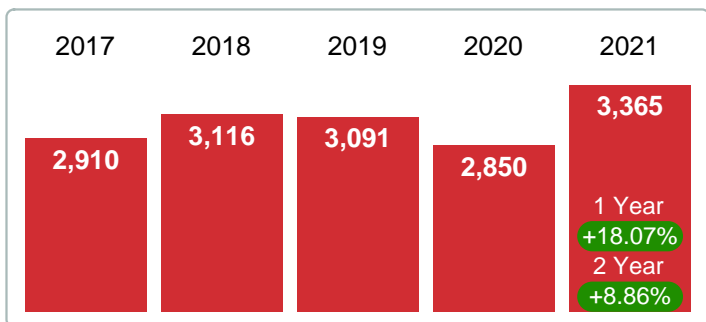
## CLOSED LISTINGS

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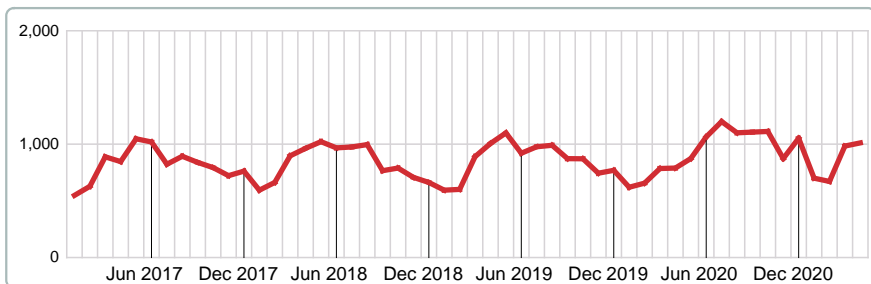
### APRIL



### YEAR TO DATE (YTD)

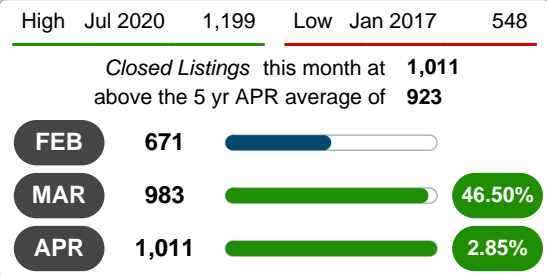


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 923



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	100	9.89%	7.5	52	38	7	3
\$100,001 - \$150,000	123	12.17%	5.0	29	87	7	0
\$150,001 - \$175,000	80	7.91%	3.0	8	67	5	0
\$175,001 - \$250,000	284	28.09%	3.0	19	180	76	9
\$250,001 - \$325,000	169	16.72%	3.0	7	85	69	8
\$325,001 - \$450,000	158	15.63%	5.0	4	45	88	21
\$450,001 and up	97	9.59%	14.0	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>4.0</b>	<b>17.04M</b>	<b>111.99M</b>	<b>108.19M</b>	<b>34.23M</b>
<b>Median Closed Price</b>	<b>\$227,000</b>			<b>\$117,345</b>	<b>\$197,570</b>	<b>\$313,000</b>	<b>\$397,775</b>

# April 2021



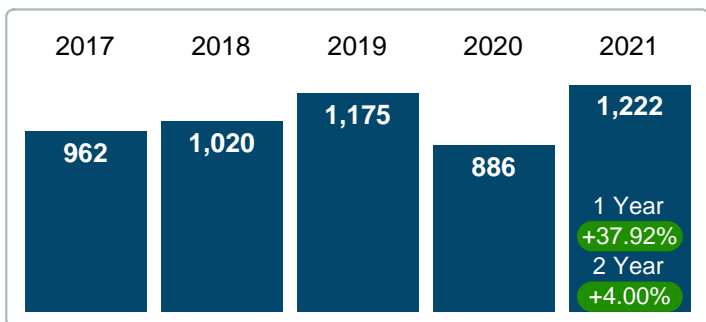
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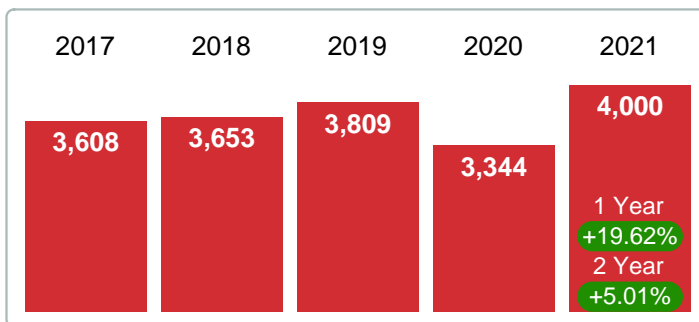
## PENDING LISTINGS

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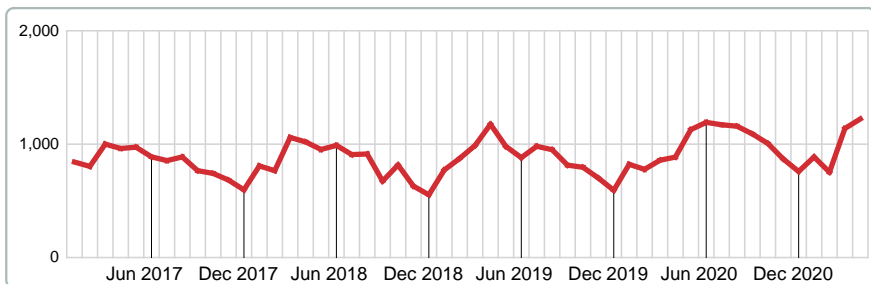
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

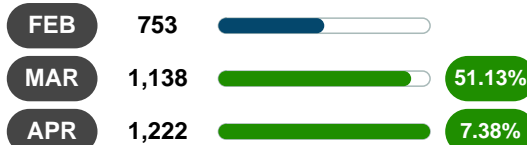


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	25	2.05%	14.0	15	8	2	0
\$50,001 - \$125,000	201	16.45%	22.0	77	108	15	1
\$125,001 - \$175,000	189	15.47%	4.0	20	150	19	0
\$175,001 - \$250,000	342	27.99%	4.0	28	222	88	4
\$250,001 - \$325,000	179	14.65%	4.0	3	76	81	19
\$325,001 - \$425,000	143	11.70%	6.0	10	31	82	20
\$425,001 and up	143	11.70%	15.0	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>5.0</b>	<b>22.37M</b>	<b>124.12M</b>	<b>136.92M</b>	<b>43.04M</b>
<b>Median Listing Price</b>	<b>\$219,052</b>			<b>\$99,725</b>	<b>\$185,000</b>	<b>\$310,000</b>	<b>\$415,000</b>

# April 2021



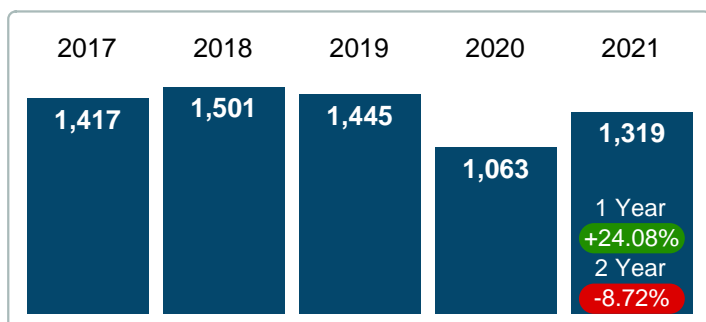
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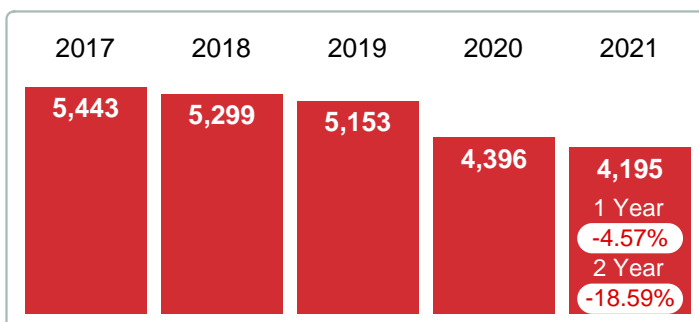
## NEW LISTINGS

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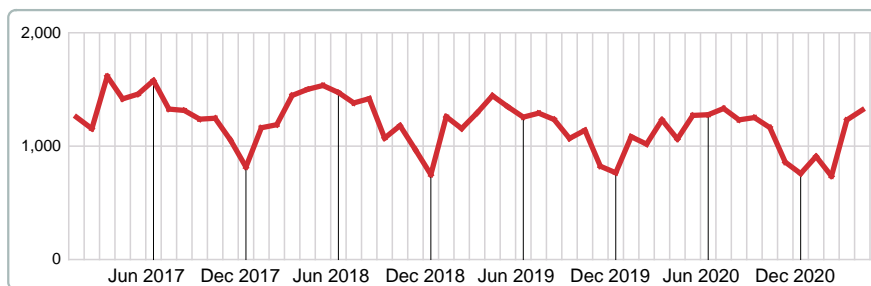
### APRIL



### 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>Median New Listed Listing Price</b>	<b>\$229,000</b>		<b>\$129,900</b>	<b>\$194,000</b>	<b>\$324,900</b>	<b>\$439,900</b>

# April 2021



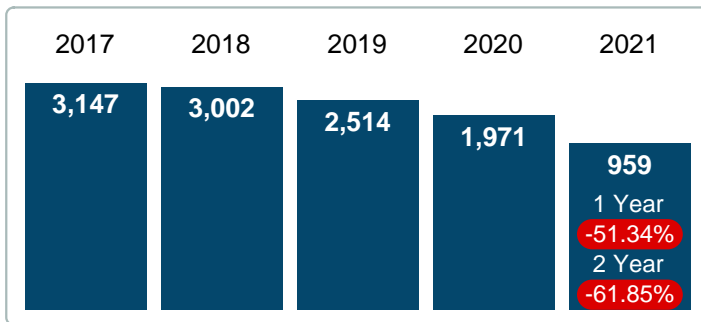
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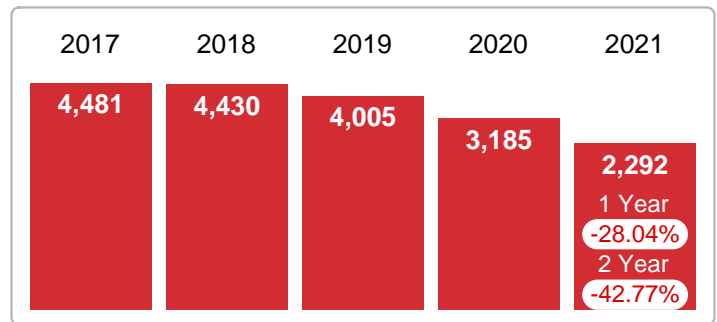
## ACTIVE INVENTORY

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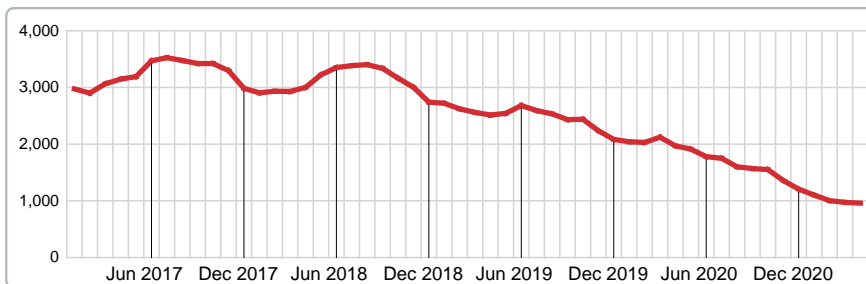
### END OF APRIL



### ACTIVE DURING APRIL

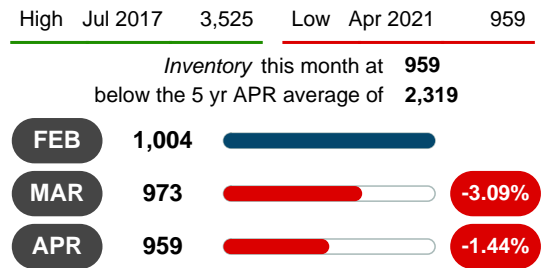


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2,319



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	<b>77</b>	8.03%	29.0	48	23	6	0	
\$75,001 - \$150,000	<b>116</b>	12.10%	21.0	44	66	6	0	
\$150,001 - \$225,000	<b>154</b>	16.06%	14.0	25	108	16	5	
\$225,001 - \$375,000	<b>235</b>	24.50%	18.0	16	111	93	15	
\$375,001 - \$525,000	<b>150</b>	15.64%	35.0	16	39	72	23	
\$525,001 - \$850,000	<b>127</b>	13.24%	42.0	0	23	56	48	
\$850,001 and up	<b>100</b>	10.43%	51.0	1	8	37	54	
Total Active Inventory by Units		959		150	378	286	145	
Total Active Inventory by Volume		425,209,733	100%	27.0	24.87M	103.80M	150.15M	146.39M
Median Active Inventory Listing Price		\$315,000			\$125,950	\$223,700	\$426,275	\$729,000

# April 2021



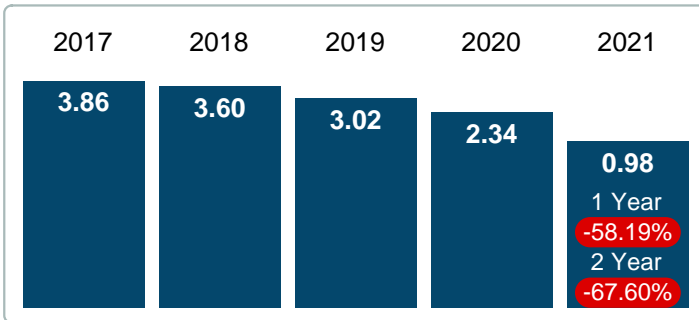
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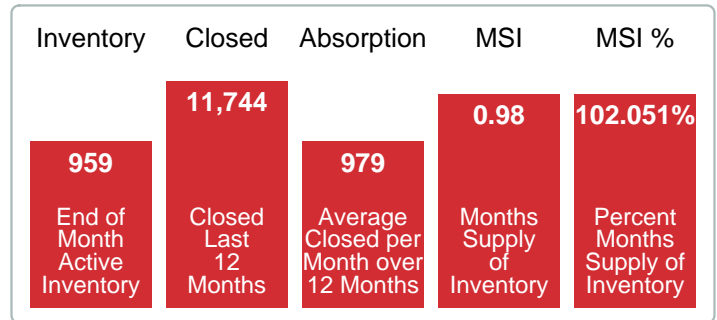
## MONTHS SUPPLY of INVENTORY (MSI)

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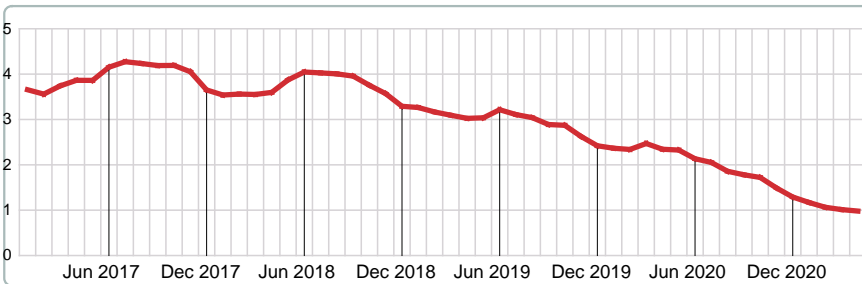
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

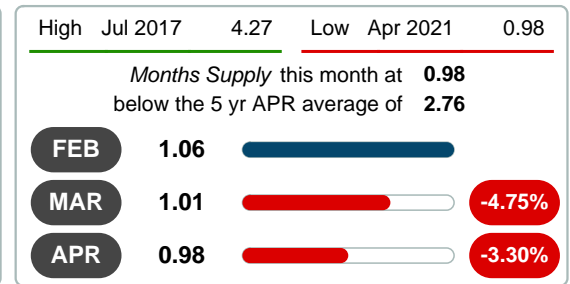


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



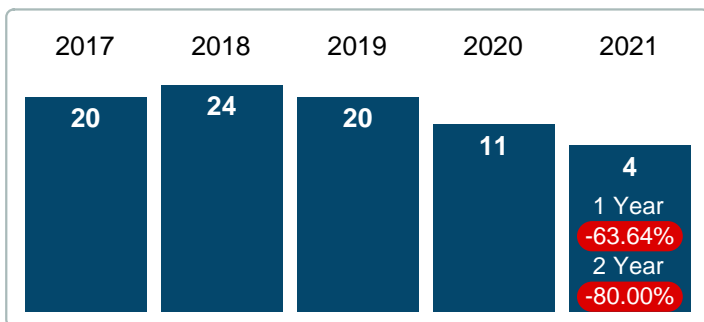
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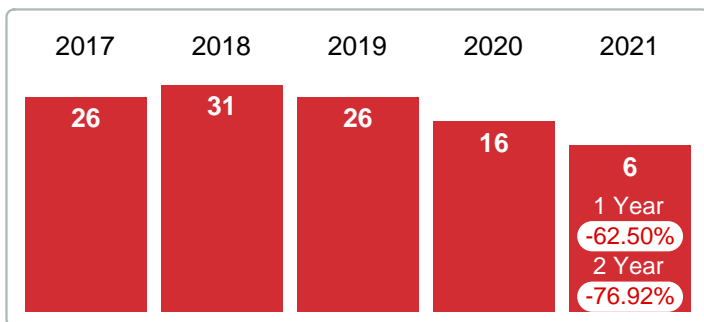
## MEDIAN DAYS ON MARKET TO SALE

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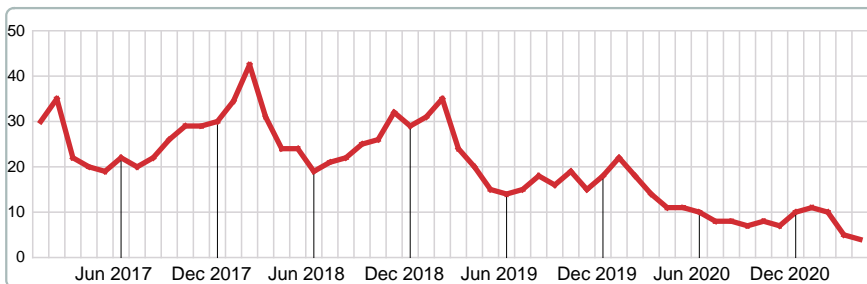
### APRIL



### YEAR TO DATE (YTD)

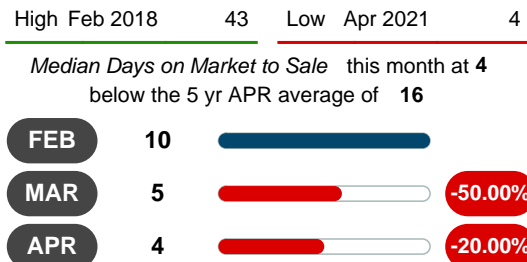


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 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
\$100,000 and less	9.89%	8	9	5	12	19
\$100,001 - \$150,000	12.17%	5	4	5	4	0
\$150,001 - \$175,000	7.91%	3	3	3	6	0
\$175,001 - \$250,000	28.09%	3	4	3	3	4
\$250,001 - \$325,000	16.72%	3	13	2	4	3
\$325,001 - \$450,000	15.63%	5	19	4	5	4
\$450,001 and up	9.59%	14	1	7	9	19
Median Closed DOM		4	5	3	5	13
Total Closed Units	100%	1,011	120	514	307	70
Total Closed Volume		271,450,710	17.04M	111.99M	108.19M	34.23M

# April 2021



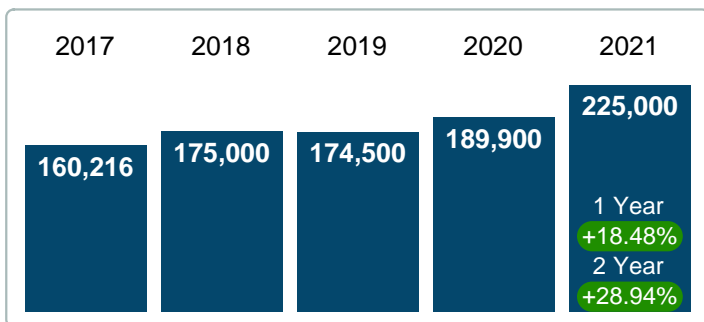
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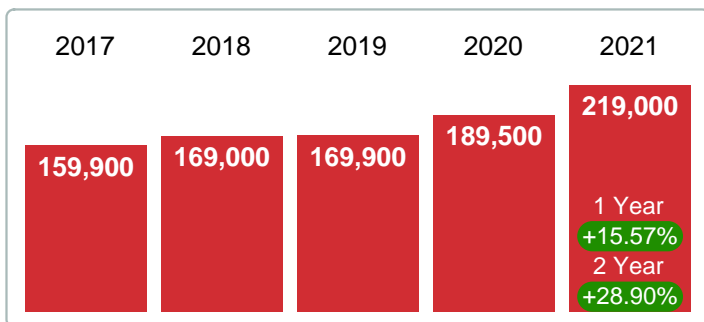
## MEDIAN LIST PRICE AT CLOSING

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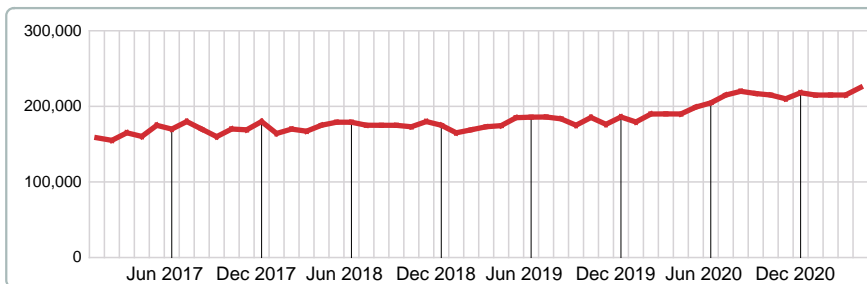
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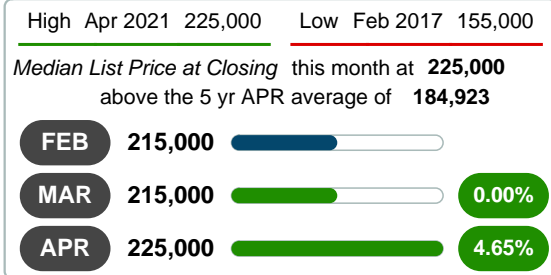


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 184,923



### 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
\$100,000 and less	10.29%	68,250	65,000	80,000	46,450	83,950
\$100,001 - \$150,000	12.17%	135,000	133,750	135,000	137,400	0
\$150,001 - \$175,000	9.20%	165,800	169,000	165,650	165,000	152,000
\$175,001 - \$250,000	26.31%	214,690	212,000	210,000	219,250	227,500
\$250,001 - \$325,000	16.62%	280,246	285,000	279,700	288,250	275,000
\$325,001 - \$450,000	15.73%	375,000	375,000	367,350	384,750	375,235
\$450,001 and up	9.69%	599,400	707,500	644,450	582,500	679,500
Median List Price		225,000	120,000	195,450	315,000	394,225
Total Closed Units	100%	225,000	120	514	307	70
Total Closed Volume		273,541,243	17.27M	112.03M	109.25M	35.00M



# April 2021



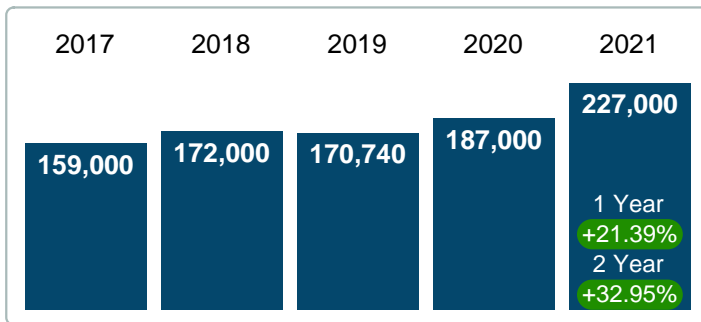
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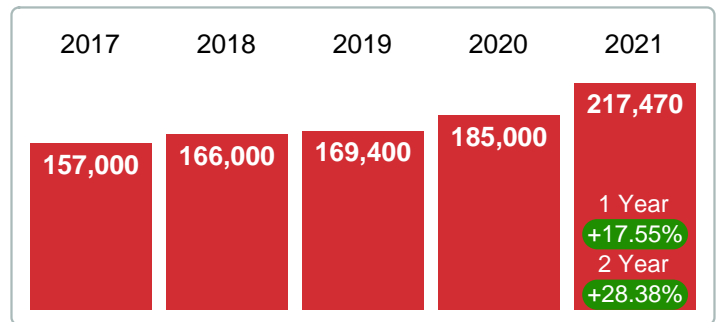
## MEDIAN SOLD PRICE AT CLOSING

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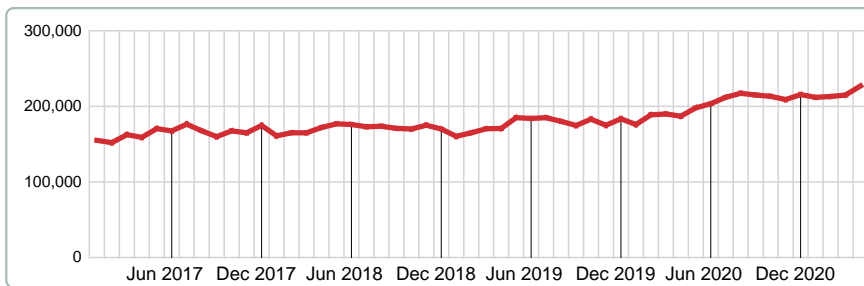
### APRIL



### YEAR TO DATE (YTD)

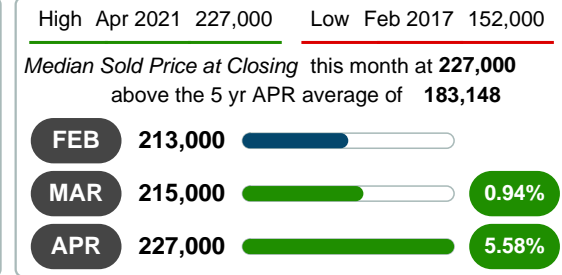


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 183,148



### 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
\$100,000 and less	100	9.89%	66,750	63,000	70,250	69,000	93,500
\$100,001 - \$150,000	123	12.17%	133,000	132,000	132,900	135,000	0
\$150,001 - \$175,000	80	7.91%	165,000	167,650	165,000	160,000	0
\$175,001 - \$250,000	284	28.09%	210,105	206,250	208,000	222,000	230,000
\$250,001 - \$325,000	169	16.72%	285,000	283,000	280,000	290,000	279,250
\$325,001 - \$450,000	158	15.63%	375,088	392,500	370,000	383,696	375,000
\$450,001 and up	97	9.59%	599,000	985,000	639,500	586,000	625,000
Median Sold Price			227,000	117,345	197,570	313,000	397,775
Total Closed Units		100%	227,000	120	514	307	70
Total Closed Volume			271,450,710	17.04M	111.99M	108.19M	34.23M

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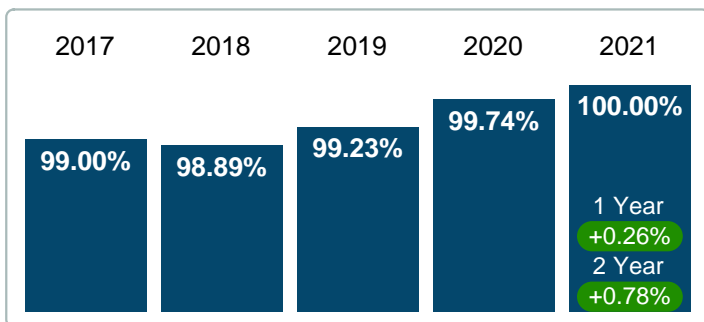
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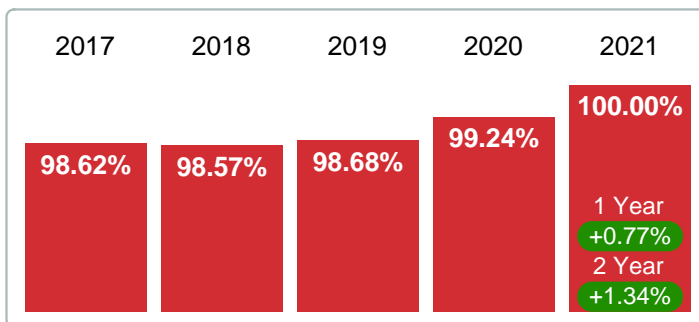
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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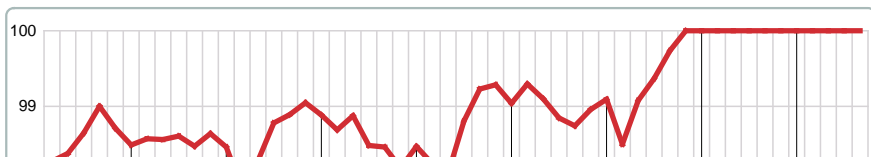
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 99.37%

High Apr 2021 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%** above the 5 yr APR average of **99.37%**

FEB 100.00%  
MAR 100.00%  
APR 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
\$100,000 and less	100	9.89%	98.67%	96.48%	100.00%	100.00%	93.46%
\$100,001 - \$150,000	123	12.17%	100.00%	100.78%	100.00%	103.93%	0.00%
\$150,001 - \$175,000	80	7.91%	100.06%	100.45%	100.06%	100.00%	0.00%
\$175,001 - \$250,000	284	28.09%	100.00%	100.00%	100.25%	100.00%	100.00%
\$250,001 - \$325,000	169	16.72%	100.00%	98.36%	100.00%	100.00%	100.00%
\$325,001 - \$450,000	158	15.63%	100.00%	100.00%	100.00%	100.00%	100.00%
\$450,001 and up	97	9.59%	98.57%	103.68%	97.13%	98.60%	98.94%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
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



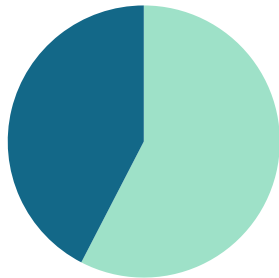
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

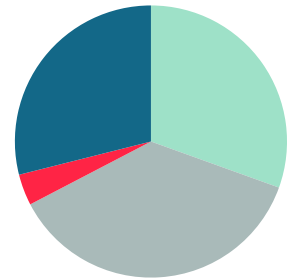


**Inventory**  
 New Listings  
**1,319 = 57.60%**  
 Start Inventory  
**971**  
 Total Inventory Units  
**2,290**  
 Volume  
**\$800,670,526**

### 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%
Median List Price	189,900	225,000	18.48%	189,500	219,000	15.57%
Median Sale Price	187,000	227,000	21.39%	185,000	217,470	17.55%
Median Percent of Selling Price to List Price	99.74%	100.00%	0.26%	99.24%	100.00%	0.77%
Median Days on Market to Sale	11.00	4.00	-63.64%	16.00	6.00	-62.50%
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

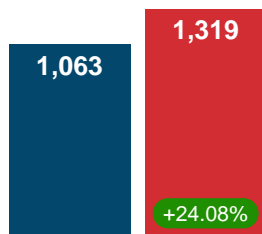
**Inventory** on April 30, 2021 = **959**

**2020** **2021**

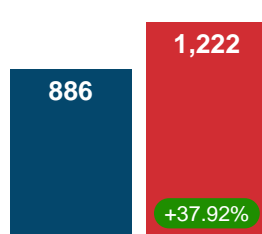
### APRIL MARKET

### MEDIAN PRICES

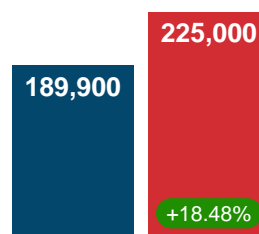
#### New Listings



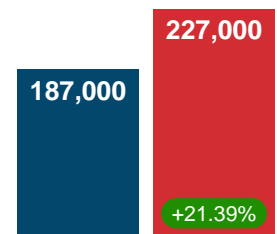
#### Pending Listings



#### List Price



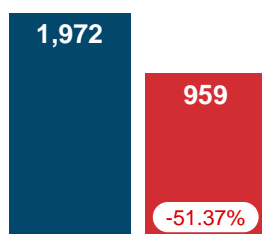
#### Sale Price



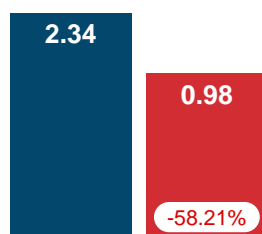
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

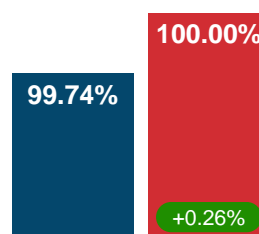
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

