

August 2021



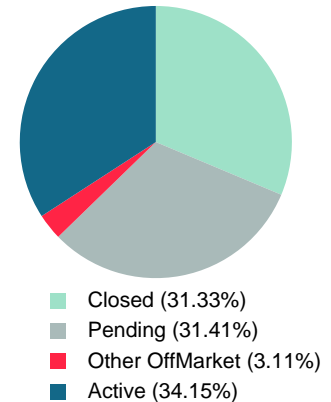
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	1,100	1,198	8.91%
Pending Listings	1,158	1,201	3.71%
New Listings	1,232	1,339	8.69%
Average List Price	265,839	274,471	3.25%
Average Sale Price	261,532	274,616	5.00%
Average Percent of Selling Price to List Price	98.76%	100.25%	1.51%
Average Days on Market to Sale	27.20	15.03	-44.76%
End of Month Inventory	1,624	1,306	-19.58%
Months Supply of Inventory	1.88	1.29	-31.34%



Absorption: Last 12 months, an Average of **1,010** Sales/Month
Active Inventory as of August 31, 2021 = **1,306**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **19.58%** to 1,306 existing homes available for sale. Over the last 12 months this area has had an average of 1,010 closed sales per month. This represents an unsold inventory index of **1.29** 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 **5.00%** in August 2021 to \$274,616 versus the previous year at \$261,532.

Average Days on Market Shortens

The average number of **15.03** days that homes spent on the market before selling decreased by 12.17 days or **44.76%** in August 2021 compared to last year's same month at **27.20** DOM.

Sales Success for August 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 1,339 New Listings in August 2021, up **8.69%** from last year at 1,232. Furthermore, there were 1,198 Closed Listings this month versus last year at 1,100, a **8.91%** increase.

Closed versus Listed trends yielded a **89.5%** ratio, up from previous year's, August 2020, at **89.3%**, a **0.21%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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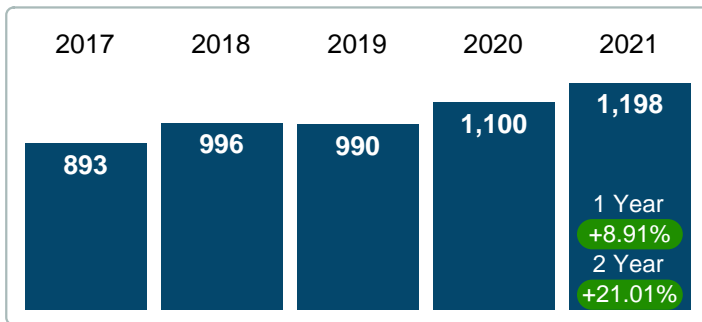
Area Delimited by County Of Tulsa - Residential Property Type



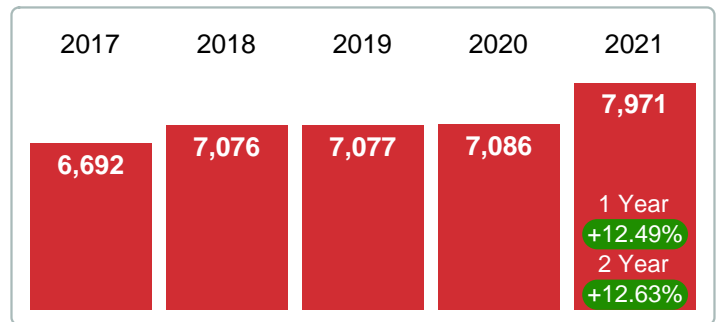
CLOSED LISTINGS

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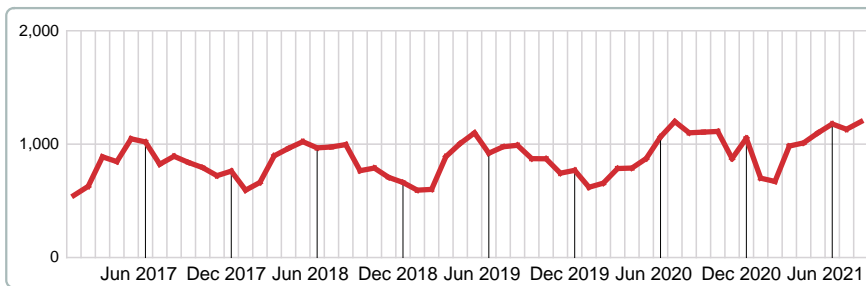
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,035

High Jul 2020 1,199 Low Jan 2017 548

Closed Listings this month at **1,198**
above the 5 yr AUG average of **1,035**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	73	6.09%	21.1	33	34	6	0
\$75,001 - \$150,000	178	14.86%	9.5	51	116	11	0
\$150,001 - \$175,000	104	8.68%	9.7	14	80	9	1
\$175,001 - \$275,000	380	31.72%	9.5	28	243	101	8
\$275,001 - \$350,000	186	15.53%	13.1	7	72	100	7
\$350,001 - \$450,000	149	12.44%	27.7	2	37	96	14
\$450,001 and up	128	10.68%	28.2	1	21	67	39
Total Closed Units	1,198			136	603	390	69
Total Closed Volume	328,990,259	100%	15.0	19.07M	131.55M	138.38M	39.98M
Average Closed Price	\$274,616			\$140,246	\$218,163	\$354,821	\$579,483

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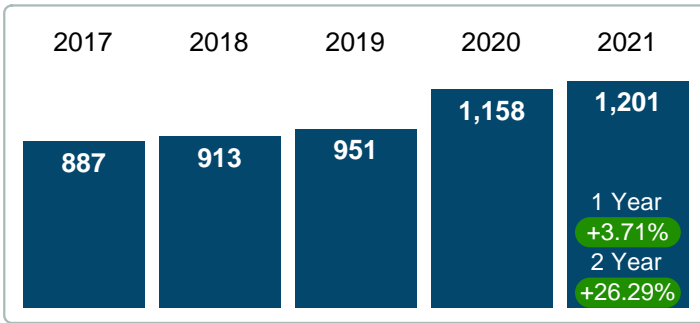
Area Delimited by County Of Tulsa - Residential Property Type



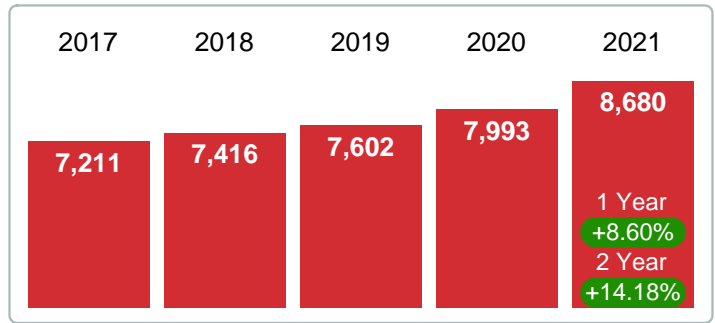
PENDING LISTINGS

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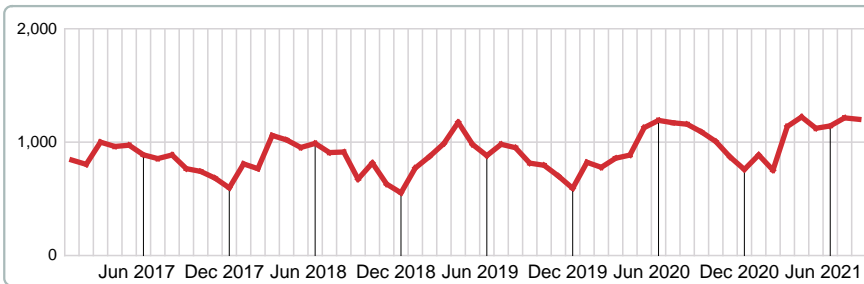
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,022

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at 1,201 above the 5 yr AUG average of 1,022



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8.74%	23.9	56	48	1	0
\$100,001 - \$150,000	12.32%	18.3	36	99	13	0
\$150,001 - \$175,000	9.66%	17.5	14	91	11	0
\$175,001 - \$250,000	27.98%	14.8	23	229	81	3
\$250,001 - \$350,000	18.73%	16.4	5	96	115	9
\$350,001 - \$450,000	11.16%	19.4	0	34	89	11
\$450,001 and up	11.41%	38.1	1	21	81	34
Total Pending Units		1,201	135	618	391	57
Total Pending Volume		329,931,795	17.92M	135.01M	146.92M	30.08M
Average Listing Price		\$275,236	\$132,722	\$218,464	\$375,767	\$527,695

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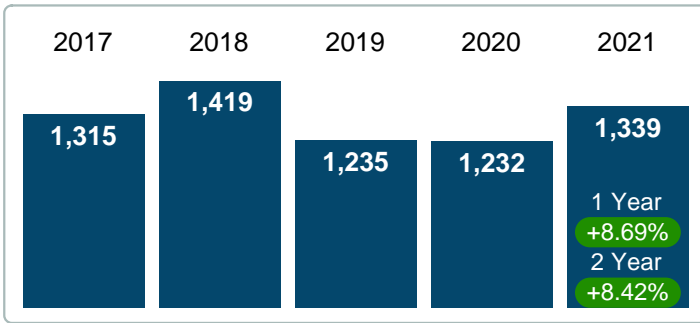
Area Delimited by County Of Tulsa - Residential Property Type



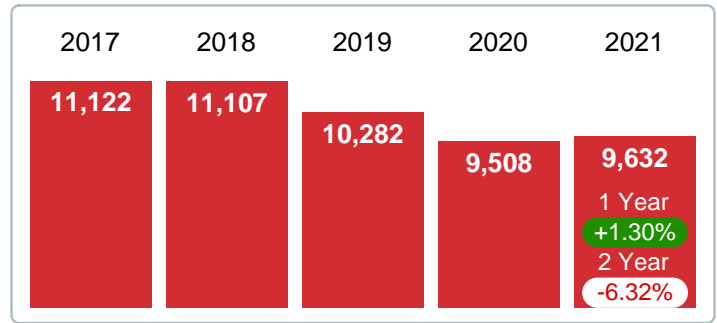
NEW LISTINGS

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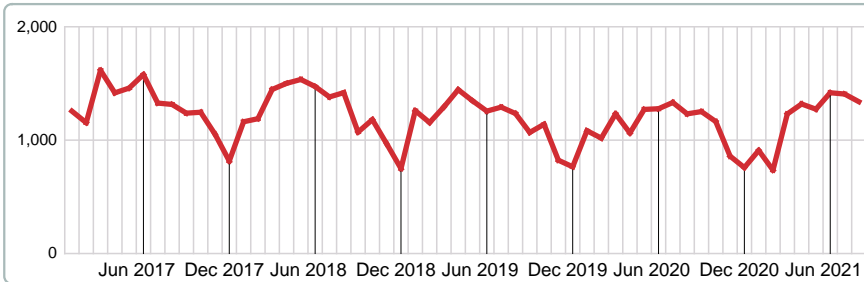
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

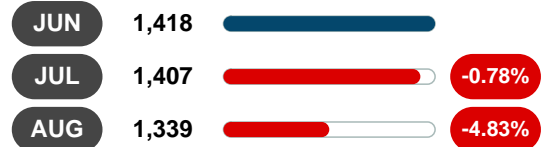


3 MONTHS

5 year AUG AVG = 1,308

High Mar 2017 1,616 Low Feb 2021 736

New Listings this month at **1,339**
above the 5 yr AUG average of **1,308**



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	117	8.74%	60	54	3	0
\$100,001 - \$150,000	152	11.35%	27	109	16	0
\$150,001 - \$175,000	130	9.71%	17	99	13	1
\$175,001 - \$250,000	362	27.04%	29	249	79	5
\$250,001 - \$350,000	259	19.34%	8	110	131	10
\$350,001 - \$475,000	167	12.47%	1	44	102	20
\$475,001 and up	152	11.35%	2	29	83	38
Total New Listed Units	1,339		144	694	427	74
Total New Listed Volume	386,229,687	100%	20.66M	156.87M	160.27M	48.44M
Average New Listed Listing Price	\$270,247		\$143,455	\$226,035	\$375,336	\$654,540

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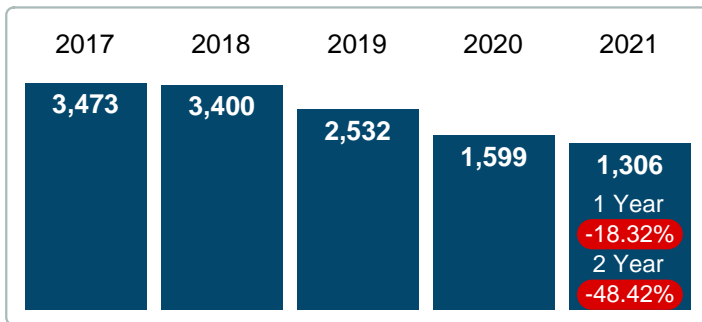
Area Delimited by County Of Tulsa - Residential Property Type



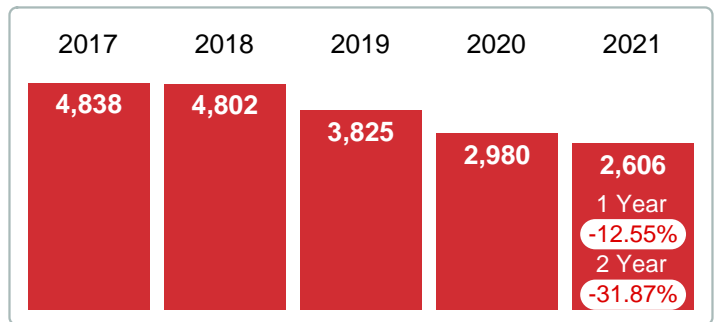
ACTIVE INVENTORY

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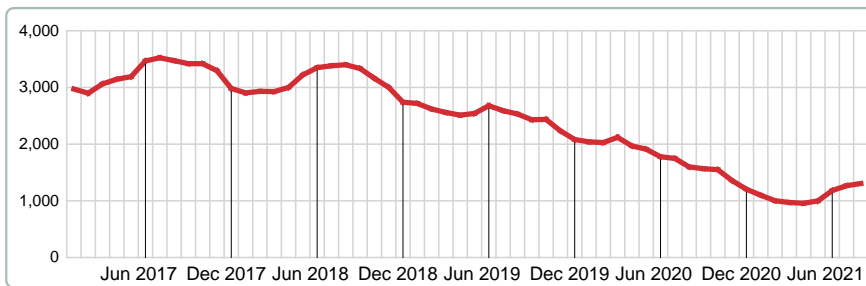
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2,462

High Jul 2017 3,523 Low Apr 2021 957

Inventory this month at **1,306**
below the 5 yr AUG average of **2,462**



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	93	7.12%	98.8	61	27	5	0
\$75,001 - \$150,000	186	14.24%	47.8	57	112	15	2
\$150,001 - \$200,000	186	14.24%	45.3	28	127	30	1
\$200,001 - \$350,000	340	26.03%	41.2	27	166	129	18
\$350,001 - \$475,000	183	14.01%	62.5	9	59	96	19
\$475,001 - \$725,000	181	13.86%	67.8	1	46	99	35
\$725,001 and up	137	10.49%	87.7	1	15	59	62
Total Active Inventory by Units	1,306			184	552	433	137
Total Active Inventory by Volume	528,610,202	100%	58.4	26.33M	149.97M	215.30M	137.01M
Average Active Inventory Listing Price	\$404,755			\$143,094	\$271,692	\$497,218	\$1,000,085

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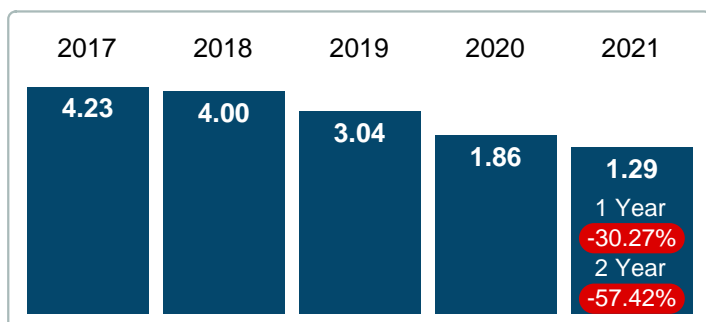
Area Delimited by County Of Tulsa - Residential Property Type



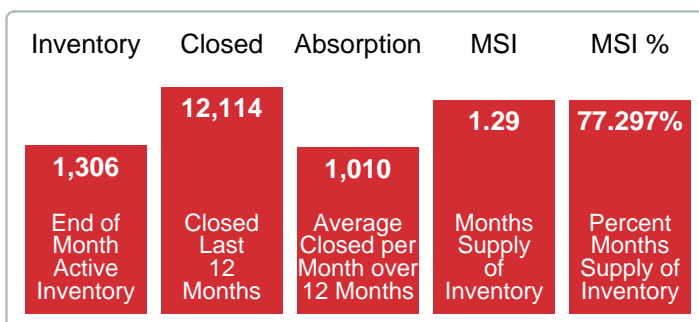
MONTHS SUPPLY of INVENTORY (MSI)

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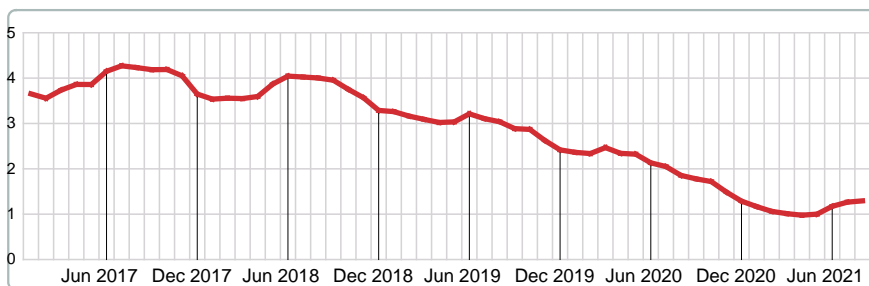
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

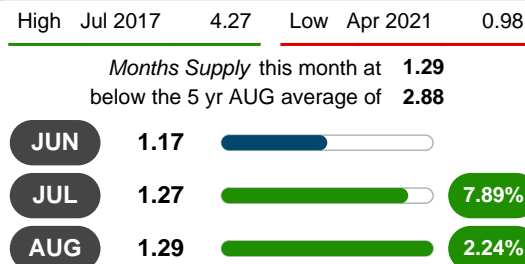


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.88



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	93	7.12%	1.48	1.72	1.13	1.62	0.00
\$75,001 - \$150,000	186	14.24%	1.08	1.35	0.97	1.18	2.00
\$150,001 - \$200,000	186	14.24%	0.92	1.87	0.82	1.01	0.50
\$200,001 - \$350,000	340	26.03%	0.90	1.51	0.94	0.80	0.87
\$350,001 - \$475,000	183	14.01%	1.58	2.84	2.13	1.41	1.14
\$475,001 - \$725,000	181	13.86%	3.18	1.09	4.80	3.14	2.36
\$725,001 and up	137	10.49%	5.69	4.00	5.63	4.82	6.95
Market Supply of Inventory (MSI)			1.29	1.60	1.08	1.36	2.13
Total Active Inventory by Units		100%	1,306	184	552	433	137

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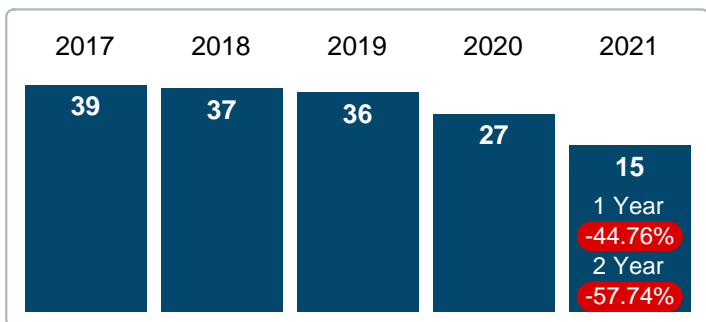
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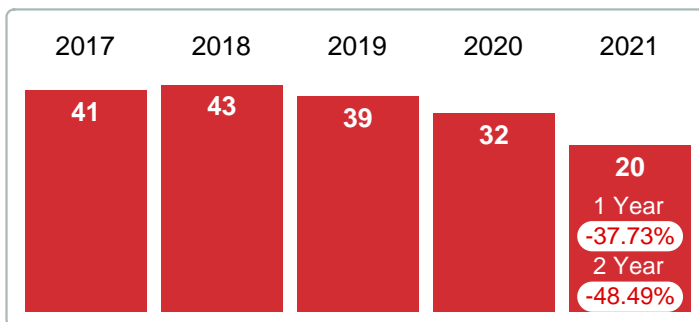
AVERAGE DAYS ON MARKET TO SALE

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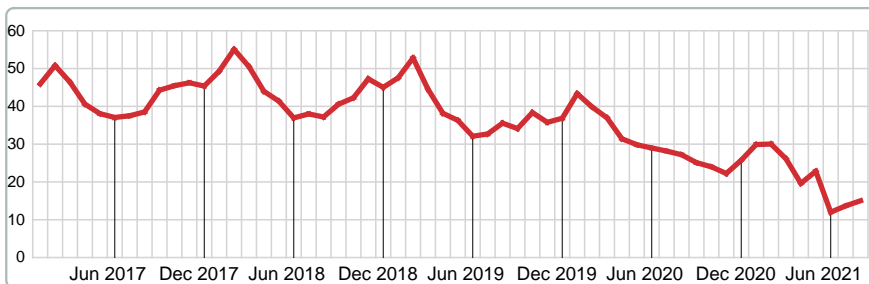
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

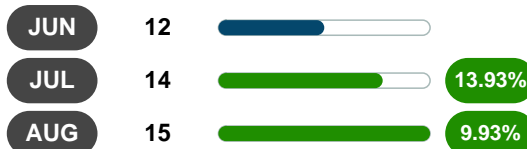


3 MONTHS

5 year AUG AVG = 31

High Feb 2018 55 Low Jun 2021 12

Average Days on Market to Sale this month at 15 below the 5 yr AUG 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
\$75,000 and less	6.09%	21	27	17	13	0
\$75,001 - \$150,000	14.86%	9	12	9	5	0
\$150,001 - \$175,000	8.68%	10	11	10	6	4
\$175,001 - \$275,000	31.72%	9	26	8	8	16
\$275,001 - \$350,000	15.53%	13	6	17	11	9
\$350,001 - \$450,000	12.44%	28	54	26	30	9
\$450,001 and up	10.68%	28	132	22	25	34
Average Closed DOM		15	20	11	17	24
Total Closed Units	100%	1,198	136	603	390	69
Total Closed Volume		328,990,259	19.07M	131.55M	138.38M	39.98M

August 2021



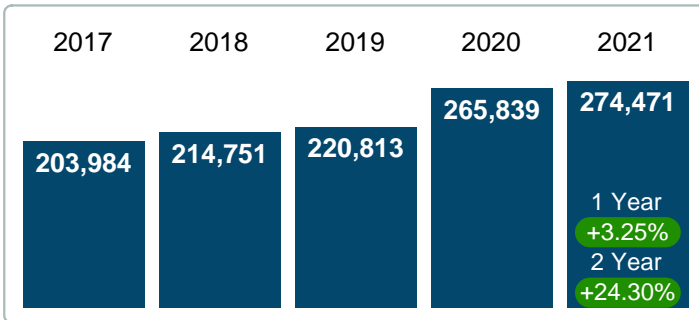
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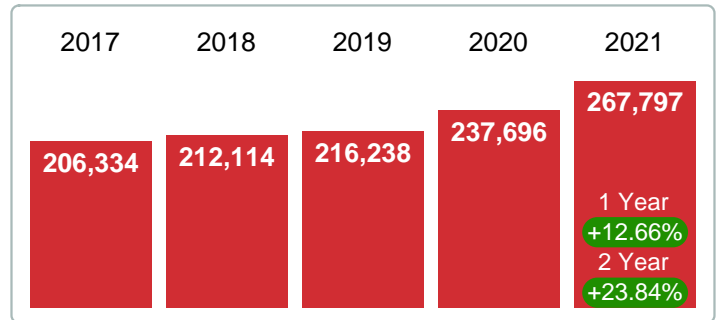
AVERAGE LIST PRICE AT CLOSING

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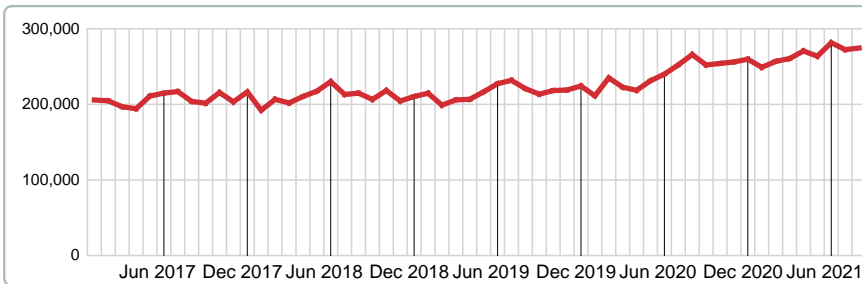
AUGUST



YEAR TO DATE (YTD)

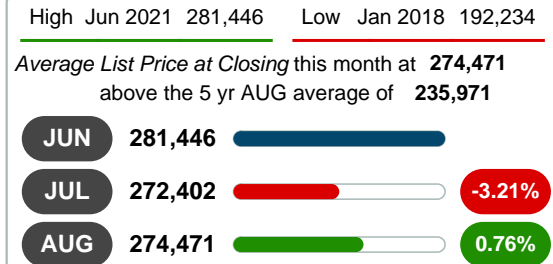


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 235,971



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	
\$75,000 and less	70	5.84%	51,156	53,582	53,166	43,350	0
\$75,001 - \$150,000	186	15.53%	118,095	113,634	120,015	121,091	0
\$150,001 - \$175,000	108	9.02%	164,729	160,064	163,900	170,711	155,000
\$175,001 - \$275,000	379	31.64%	223,428	211,926	216,673	233,712	231,150
\$275,001 - \$350,000	187	15.61%	311,024	304,429	305,786	308,159	319,257
\$350,001 - \$450,000	139	11.60%	393,747	392,000	383,717	393,310	391,616
\$450,001 and up	129	10.77%	681,450	494,500	629,655	640,911	788,938
Average List Price			274,471	140,793	217,131	354,482	586,814
Total Closed Units			1,198	136	603	390	69
Total Closed Volume			328,815,932	19.15M	130.93M	138.25M	40.49M

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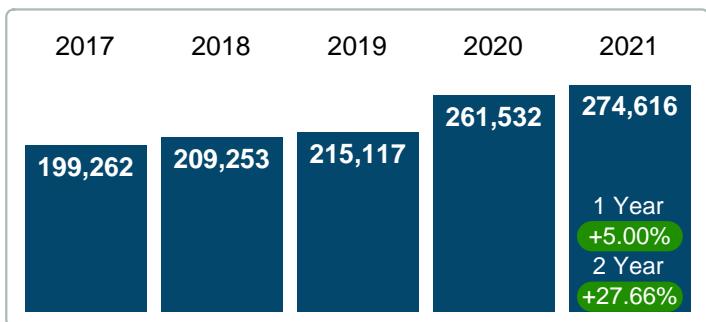
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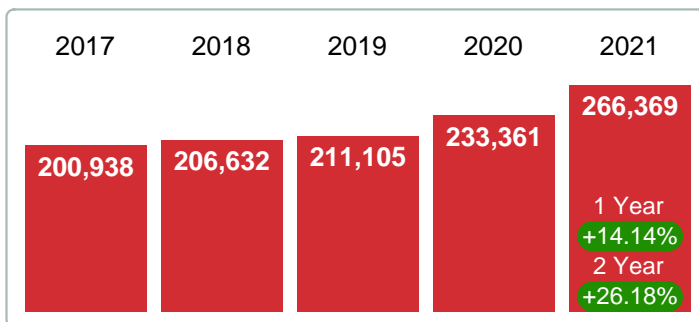
AVERAGE SOLD PRICE AT CLOSING

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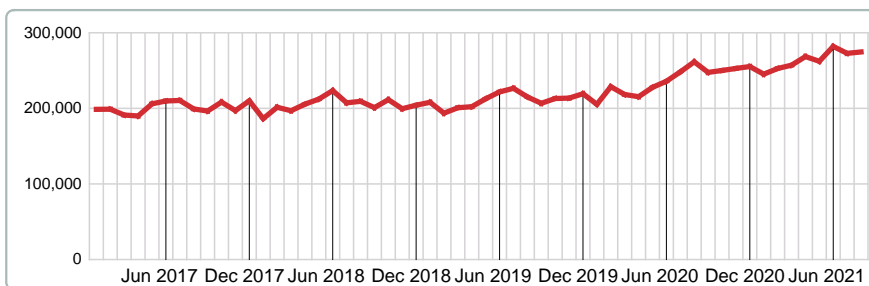
AUGUST



YEAR TO DATE (YTD)

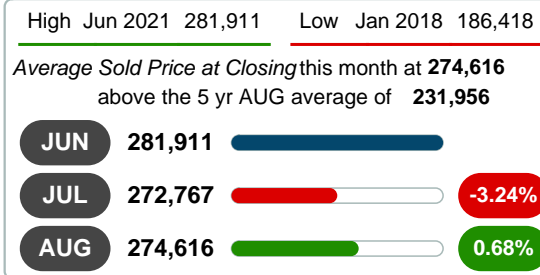


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 231,956



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
\$75,000 and less 73	6.09%	50,703	51,591	51,081	43,673	0
\$75,001 - \$150,000 178	14.86%	117,335	113,475	119,076	116,882	0
\$150,001 - \$175,000 104	8.68%	164,920	162,093	165,156	167,767	160,000
\$175,001 - \$275,000 380	31.72%	223,420	212,311	219,469	235,277	232,613
\$275,001 - \$350,000 186	15.53%	307,654	299,457	304,757	309,480	319,571
\$350,001 - \$450,000 149	12.44%	393,984	389,500	385,472	397,587	392,416
\$450,001 and up 128	10.68%	675,194	494,500	631,165	633,481	775,195
Average Sold Price		274,616	140,246	218,163	354,821	579,483
Total Closed Units	100%	1,198	136	603	390	69
Total Closed Volume		328,990,259	19.07M	131.55M	138.38M	39.98M

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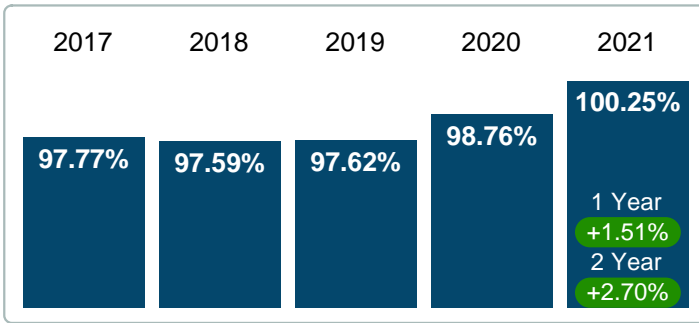
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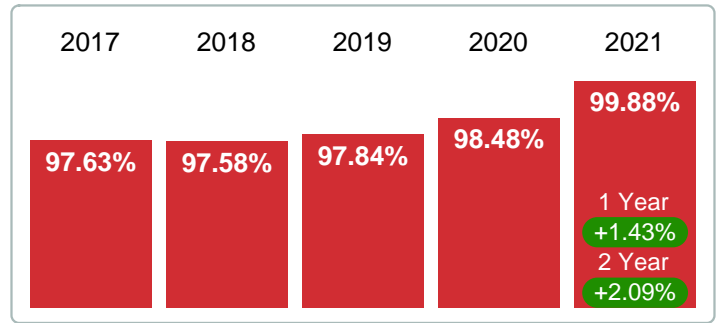
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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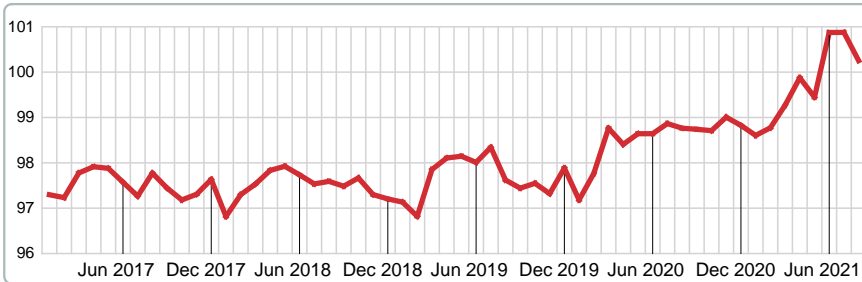
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

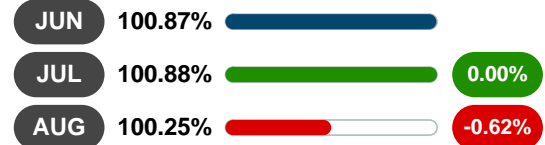


3 MONTHS

5 year AUG AVG = 98.40%

High Jul 2021 100.88% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **100.25%**
above the 5 yr AUG average of **98.40%**



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
\$75,000 and less	73	6.09%	96.78%	96.20%	96.78%	100.01%	0.00%
\$75,001 - \$150,000	178	14.86%	99.41%	100.31%	99.29%	96.49%	0.00%
\$150,001 - \$175,000	104	8.68%	100.87%	101.55%	100.99%	98.46%	103.23%
\$175,001 - \$275,000	380	31.72%	101.22%	100.34%	101.50%	100.81%	100.74%
\$275,001 - \$350,000	186	15.53%	100.22%	98.53%	99.96%	100.52%	100.21%
\$350,001 - \$450,000	149	12.44%	100.94%	99.37%	100.59%	101.21%	100.26%
\$450,001 and up	128	10.68%	99.28%	100.00%	100.40%	99.20%	98.81%
Average Sold/List Ratio		100.30%		99.34%	100.47%	100.37%	99.53%
Total Closed Units	1,198	100%	100.30%	136	603	390	69
Total Closed Volume	328,990,259			19.07M	131.55M	138.38M	39.98M

August 2021



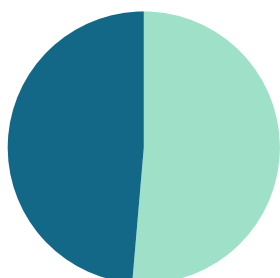
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

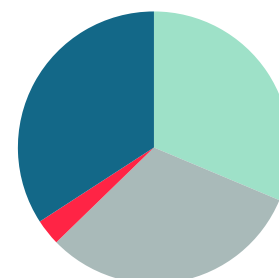


Inventory
 New Listings
1,339 = 51.36%
 Start Inventory
1,268
 Total Inventory Units
2,607
 Volume
\$896,140,208

Market Activity

Closed Sales
1,198 = 31.33%
 Pending Sales
1,201 = 31.41%
 Other Off Market
119 = 3.11%
 Active Inventory
1,306 = 34.15%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,100	1,198	8.91%	7,086	7,971	12.49%
Pending Sales	1,158	1,201	3.71%	7,993	8,680	8.60%
New Listings	1,232	1,339	8.69%	9,508	9,632	1.30%
Average List Price	265,839	274,471	3.25%	237,696	267,797	12.66%
Average Sale Price	261,532	274,616	5.00%	233,361	266,369	14.14%
Average Percent of Selling Price to List Price	98.76%	100.25%	1.51%	98.48%	99.88%	1.43%
Average Days on Market to Sale	27.20	15.03	-44.76%	32.09	19.98	-37.73%
Monthly Inventory	1,624	1,306	-19.58%	1,624	1,306	-19.58%
Months Supply of Inventory	1.88	1.29	-31.34%	1.88	1.29	-31.34%

Absorption: Last 12 months, an Average of **1,010** Sales/Month

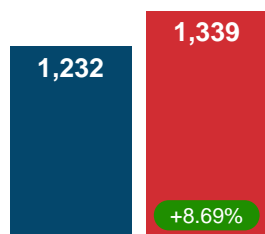
Inventory on August 31, 2021 = **1,306**

2020 **2021**

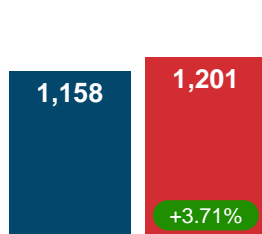
AUGUST MARKET

AVERAGE PRICES

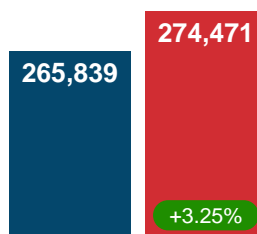
New Listings



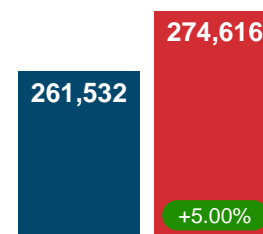
Pending Listings



List Price



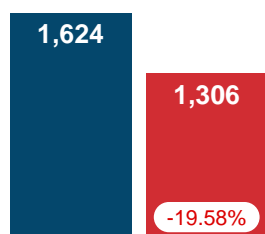
Sale Price



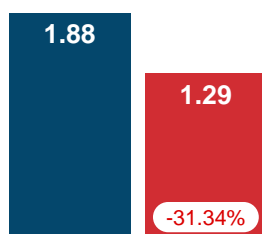
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

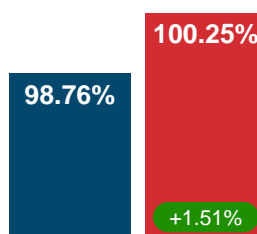
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

