

August 2021



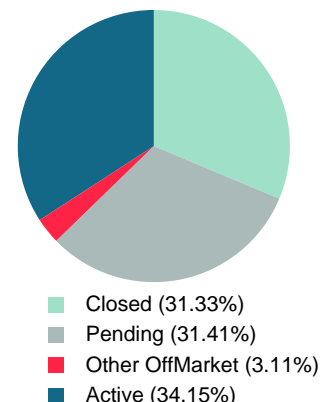
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	219,900	235,598	7.14%
Median Sale Price	217,250	235,000	8.17%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	5.00	-37.50%
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.

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 **8.17%** in August 2021 to \$235,000 versus the previous year at \$217,250.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 3.00 days or **37.50%** in August 2021 compared to last year's same month at **8.00** DOM.

Sales Success for August 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 1,339 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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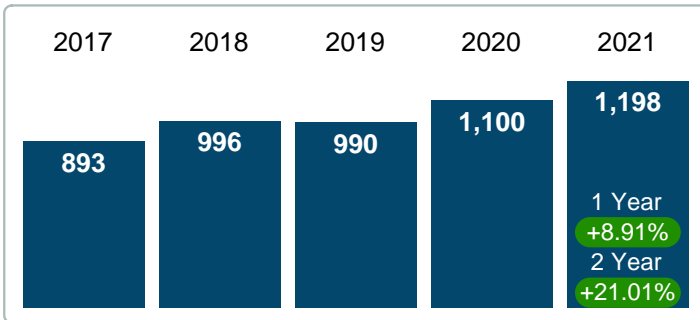
Area Delimited by County Of Tulsa - Residential Property Type



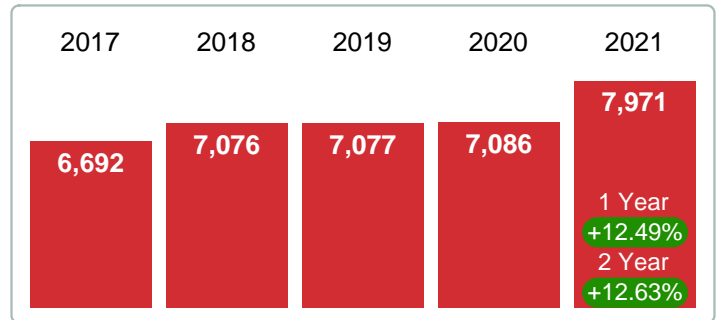
CLOSED LISTINGS

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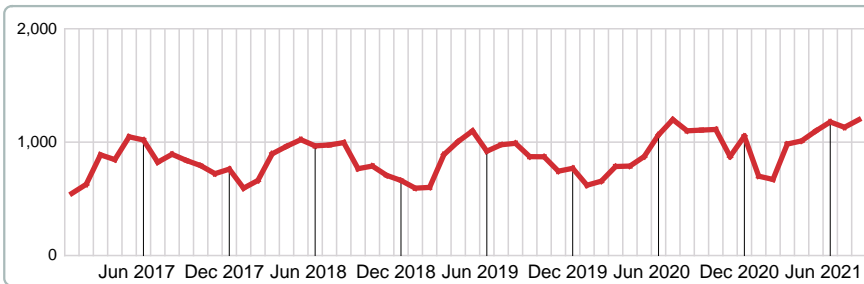
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	73	6.09%	11.0	33	34	6	0
\$75,001 - \$150,000	178	14.86%	5.0	51	116	11	0
\$150,001 - \$175,000	104	8.68%	4.0	14	80	9	1
\$175,001 - \$275,000	380	31.72%	5.0	28	243	101	8
\$275,001 - \$350,000	186	15.53%	4.0	7	72	100	7
\$350,001 - \$450,000	149	12.44%	5.0	2	37	96	14
\$450,001 and up	128	10.68%	10.0	1	21	67	39
Total Closed Units	1,198			136	603	390	69
Total Closed Volume	328,990,259	100%	5.0	19.07M	131.55M	138.38M	39.98M
Median Closed Price	\$235,000			\$127,750	\$196,000	\$324,500	\$469,500

August 2021



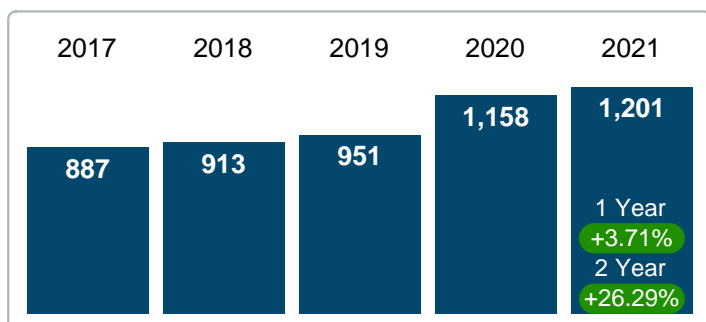
Area Delimited by County Of Tulsa - Residential Property Type



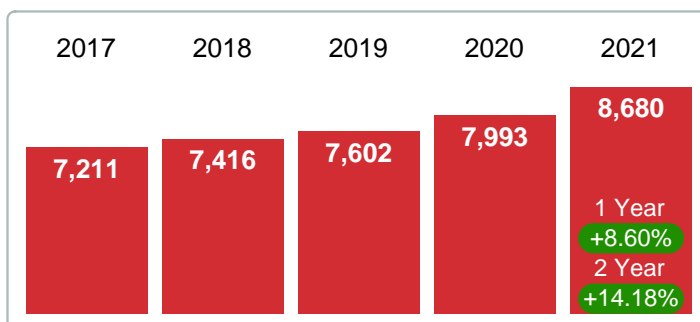
PENDING LISTINGS

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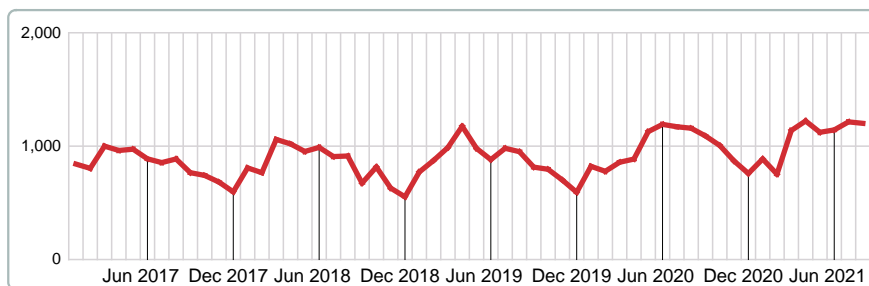
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

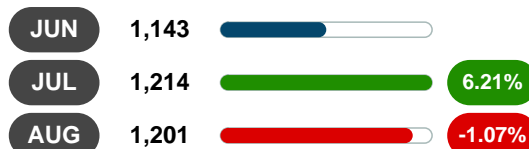


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	105	8.74%	8.0	56	48	1	0
\$100,001 - \$150,000	148	12.32%	8.5	36	99	13	0
\$150,001 - \$175,000	116	9.66%	7.5	14	91	11	0
\$175,001 - \$250,000	336	27.98%	6.0	23	229	81	3
\$250,001 - \$350,000	225	18.73%	6.0	5	96	115	9
\$350,001 - \$450,000	134	11.16%	8.0	0	34	89	11
\$450,001 and up	137	11.41%	24.0	1	21	81	34
Total Pending Units	1,201			135	618	391	57
Total Pending Volume	329,931,795	100%	8.0	17.92M	135.01M	146.92M	30.08M
Median Listing Price	\$225,000			\$120,000	\$195,000	\$325,000	\$479,000

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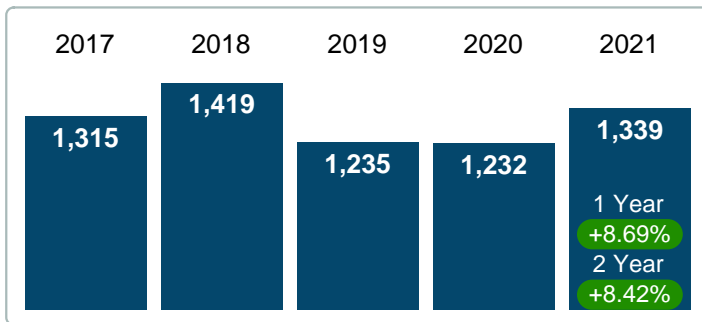
Area Delimited by County Of Tulsa - Residential Property Type



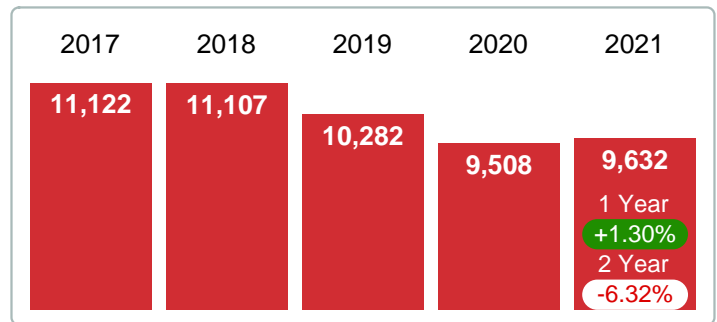
NEW LISTINGS

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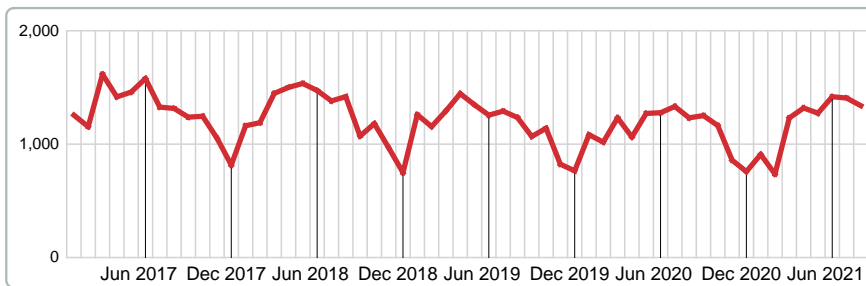
AUGUST



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
Median New Listed Listing Price	\$230,000		\$126,500	\$198,603	\$327,847	\$503,300

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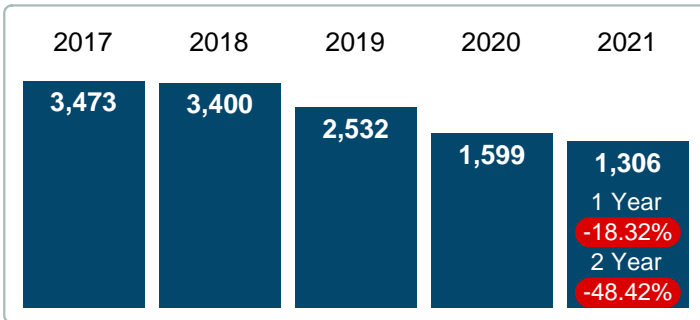
Area Delimited by County Of Tulsa - Residential Property Type



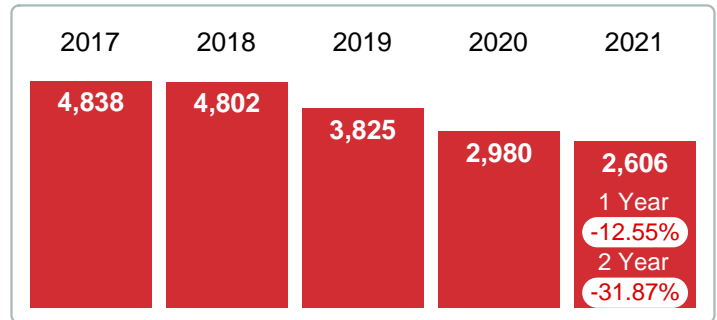
ACTIVE INVENTORY

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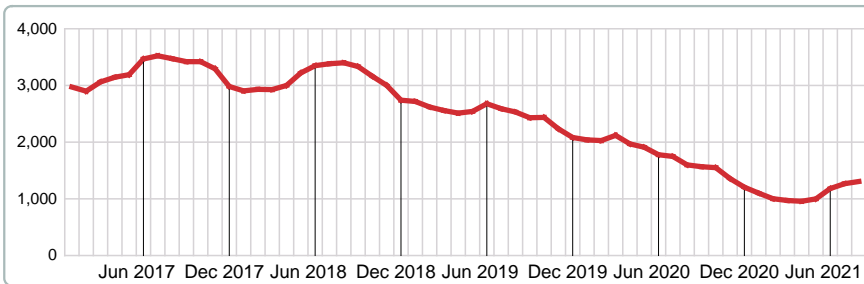
END OF AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	93	7.12%	40.0	61	27	5	0
\$75,001 - \$150,000	186	14.24%	33.5	57	112	15	2
\$150,001 - \$200,000	186	14.24%	22.0	28	127	30	1
\$200,001 - \$350,000	340	26.03%	25.0	27	166	129	18
\$350,001 - \$475,000	183	14.01%	39.0	9	59	96	19
\$475,001 - \$725,000	181	13.86%	41.0	1	46	99	35
\$725,001 and up	137	10.49%	75.0	1	15	59	62
Total Active Inventory by Units	1,306			184	552	433	137
Total Active Inventory by Volume	528,610,202	100%	33.0	26.33M	149.97M	215.30M	137.01M
Median Active Inventory Listing Price	\$275,000			\$105,500	\$208,705	\$397,500	\$685,000

August 2021



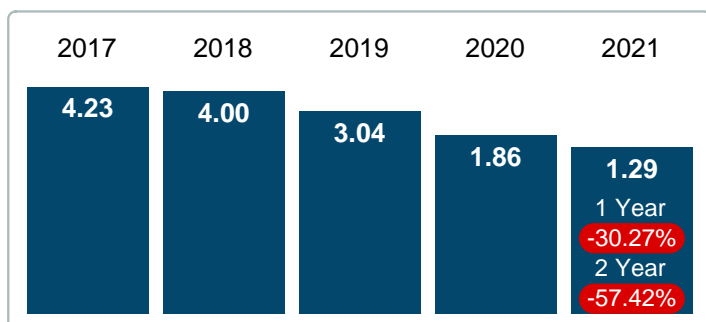
Area Delimited by County Of Tulsa - Residential Property Type



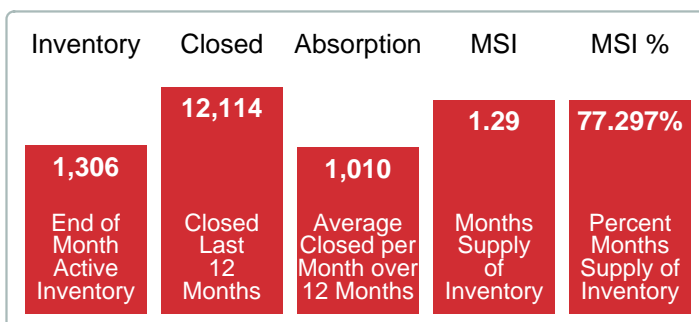
MONTHS SUPPLY of INVENTORY (MSI)

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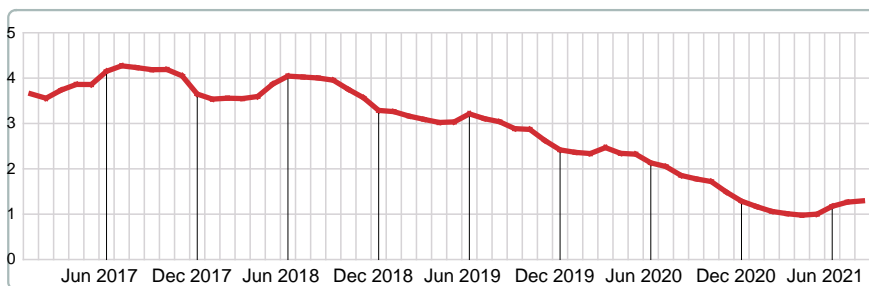
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

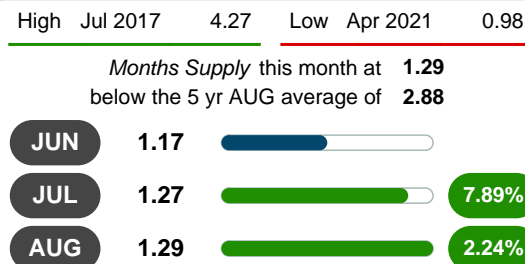


5 YEAR MARKET ACTIVITY TRENDS



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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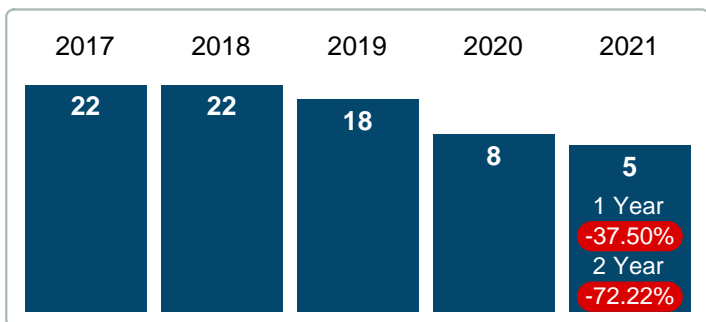
Area Delimited by County Of Tulsa - Residential Property Type



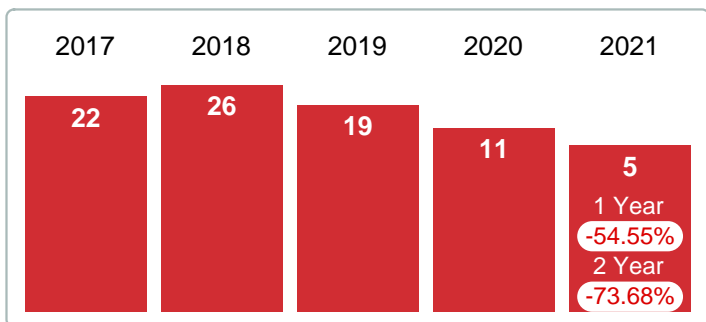
MEDIAN DAYS ON MARKET TO SALE

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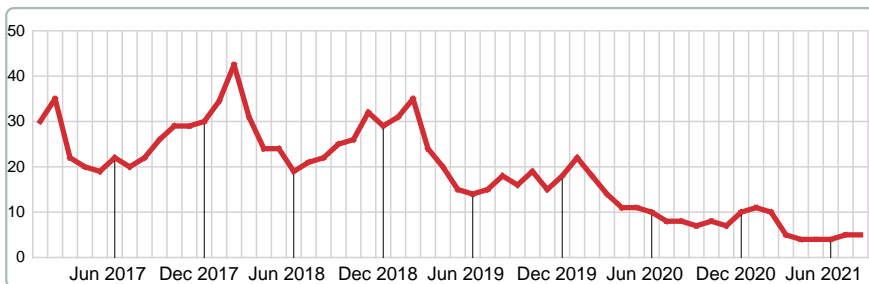
AUGUST



YEAR TO DATE (YTD)

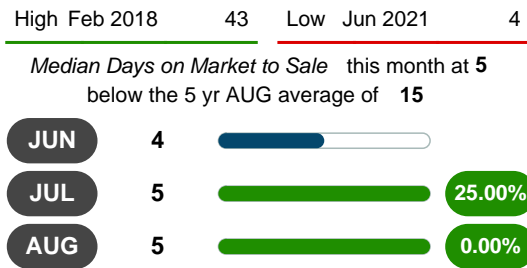


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 15



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
\$75,000 and less	6.09%	11	14	4	8	0
\$75,001 - \$150,000	14.86%	5	6	5	3	0
\$150,001 - \$175,000	8.68%	4	7	4	5	4
\$175,001 - \$275,000	31.72%	5	8	4	4	12
\$275,001 - \$350,000	15.53%	4	4	4	5	5
\$350,001 - \$450,000	12.44%	5	54	5	5	5
\$450,001 and up	10.68%	10	132	9	11	8
Median Closed DOM		5	8	4	5	7
Total Closed Units	100%	5.0	136	603	390	69
Total Closed Volume			19.07M	131.55M	138.38M	39.98M

August 2021



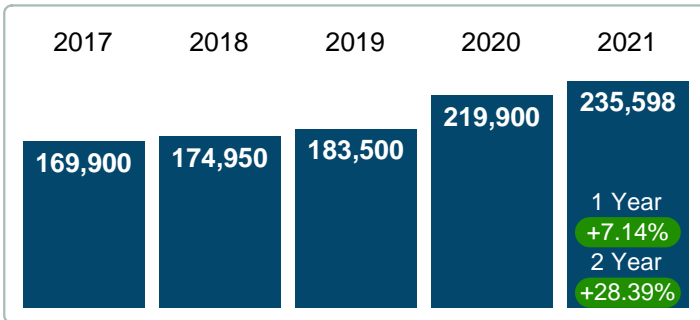
Area Delimited by County Of Tulsa - Residential Property Type



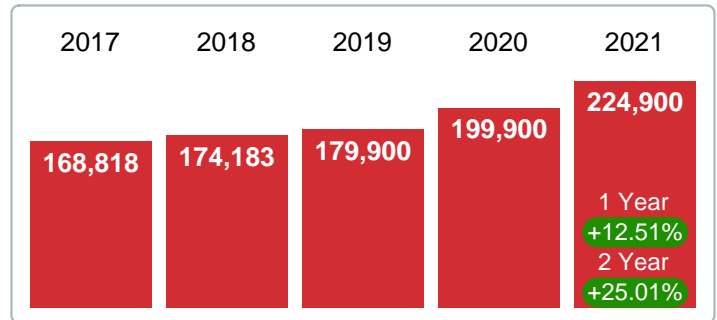
MEDIAN LIST PRICE AT CLOSING

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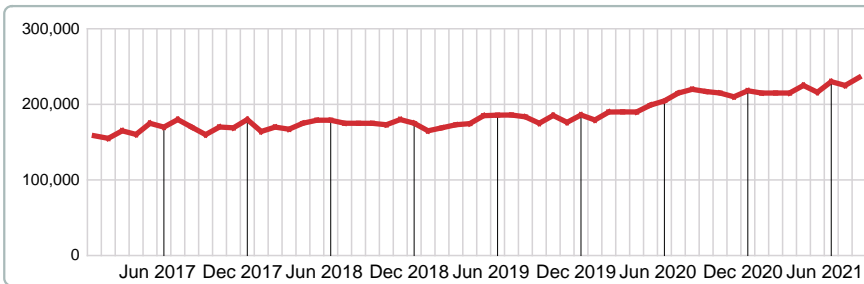
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

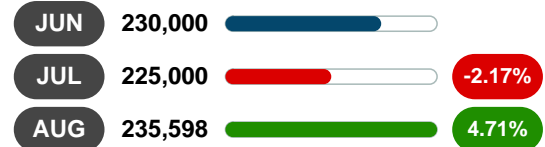


3 MONTHS

5 year AUG AVG = 196,770

High Aug 2021 235,598 Low Feb 2017 155,000

Median List Price at Closing this month at **235,598**
above the 5 yr AUG average of **196,770**



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	
\$75,000 and less	70	5.84%	53,200	53,900	54,250	34,900	0
\$75,001 - \$150,000	186	15.53%	120,000	110,000	125,000	112,500	0
\$150,001 - \$175,000	108	9.02%	165,000	165,000	164,950	166,250	155,000
\$175,001 - \$275,000	379	31.64%	224,900	210,000	215,000	239,000	224,750
\$275,001 - \$350,000	187	15.61%	309,900	306,500	310,000	309,900	325,000
\$350,001 - \$450,000	139	11.60%	389,500	392,000	380,693	391,000	383,000
\$450,001 and up	129	10.77%	595,000	494,500	550,000	595,000	735,850
Median List Price			235,598	127,750	193,000	319,450	469,000
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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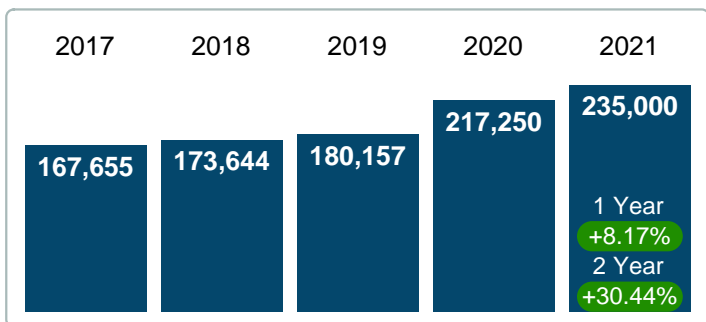
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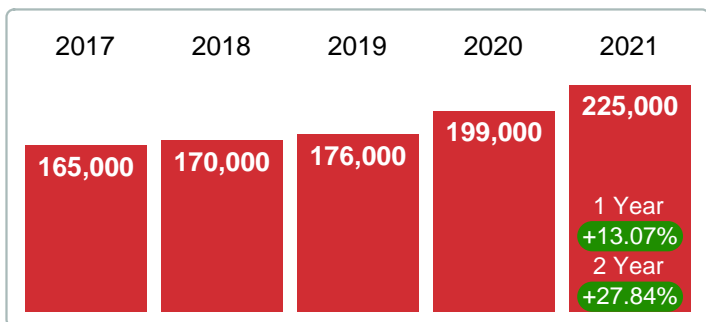
MEDIAN SOLD PRICE AT CLOSING

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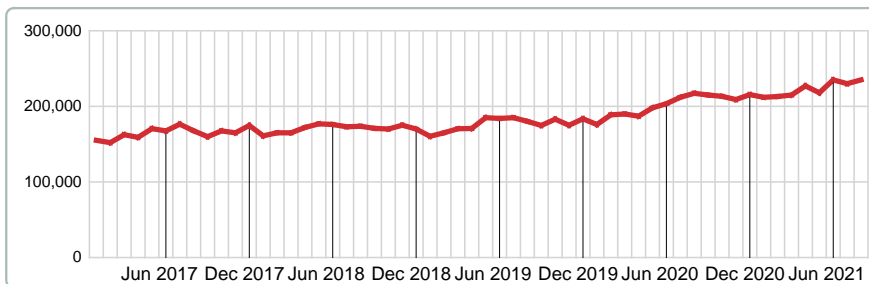
AUGUST



YEAR TO DATE (YTD)

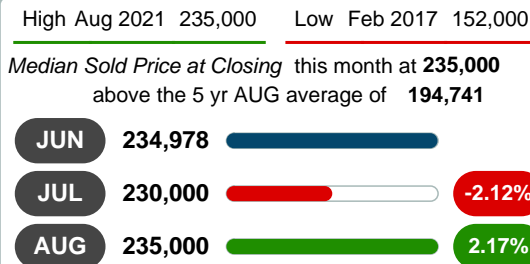


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 194,741



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
\$75,000 and less	73	6.09%	52,000	52,000	52,000	33,500	0
\$75,001 - \$150,000	178	14.86%	120,600	115,000	125,000	120,700	0
\$150,001 - \$175,000	104	8.68%	165,000	162,500	165,000	170,000	160,000
\$175,001 - \$275,000	380	31.72%	221,950	210,750	219,000	238,690	227,500
\$275,001 - \$350,000	186	15.53%	303,078	287,500	299,000	309,500	330,000
\$350,001 - \$450,000	149	12.44%	387,500	389,500	375,850	394,906	385,250
\$450,001 and up	128	10.68%	596,950	494,500	594,500	589,900	675,000
Median Sold Price			235,000	127,750	196,000	324,500	469,500
Total Closed Units		100%	235,000	136	603	390	69
Total Closed Volume			328,990,259	19.07M	131.55M	138.38M	39.98M

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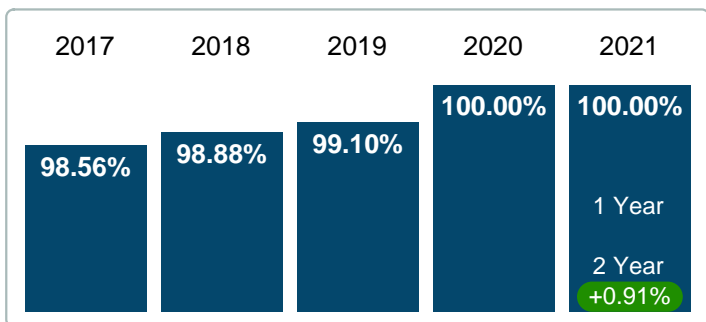
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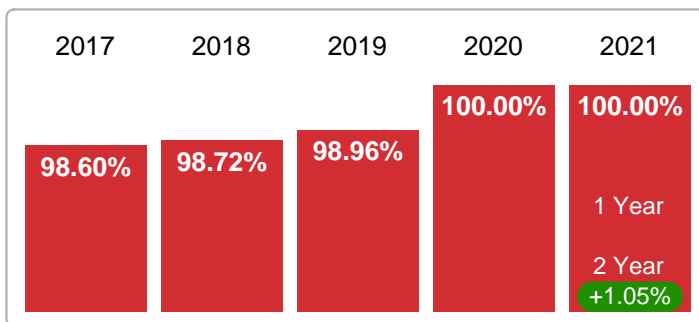
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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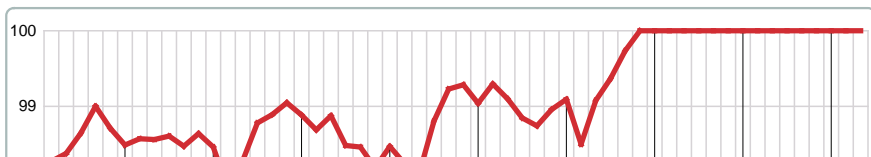
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.31%

High Aug 2021 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at 100.00% above the 5 yr AUG average of 99.31%

JUN 100.00%
JUL 100.00%
AUG 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
\$75,000 and less	73	6.09%	100.00%	100.00%	100.00%	100.00%	0.00%
\$75,001 - \$150,000	178	14.86%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001 - \$175,000	104	8.68%	100.06%	100.00%	100.66%	97.98%	103.23%
\$175,001 - \$275,000	380	31.72%	100.44%	100.00%	101.06%	100.00%	100.00%
\$275,001 - \$350,000	186	15.53%	100.00%	98.75%	100.00%	100.00%	100.95%
\$350,001 - \$450,000	149	12.44%	100.02%	99.37%	100.00%	100.67%	100.00%
\$450,001 and up	128	10.68%	99.75%	100.00%	99.13%	99.64%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	1,198	100%	100.00%	136	603	390	69
Total Closed Volume	328,990,259			19.07M	131.55M	138.38M	39.98M

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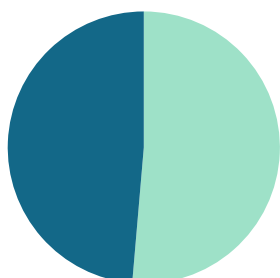
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY



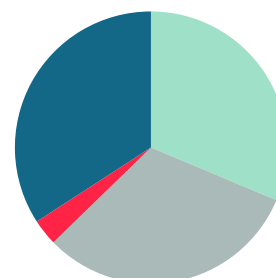
Inventory

- 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%
Median List Price	219,900	235,598	7.14%	199,900	224,900	12.51%
Median Sale Price	217,250	235,000	8.17%	199,000	225,000	13.07%
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	8.00	5.00	-37.50%	11.00	5.00	-54.55%
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

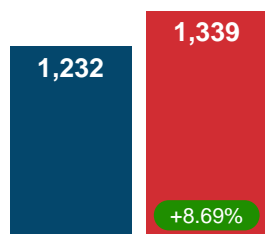
Inventory on August 31, 2021 = **1,306**

2020 **2021**

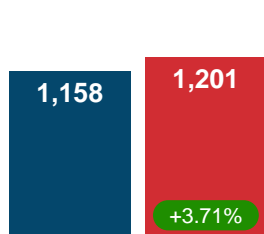
AUGUST MARKET

MEDIAN PRICES

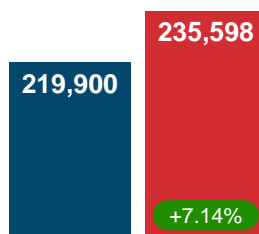
New Listings



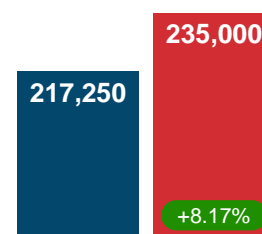
Pending Listings



List Price



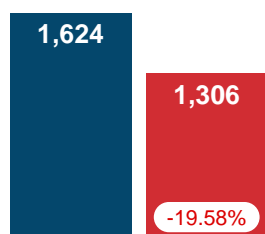
Sale Price



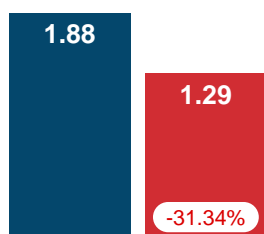
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

