

# July 2021



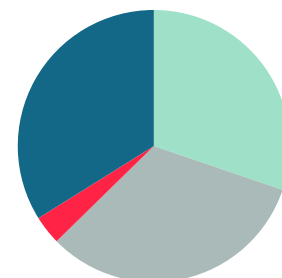
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	1,199	1,131	-5.67%
Pending Listings	1,171	1,214	3.67%
New Listings	1,332	1,407	5.63%
Average List Price	252,164	272,402	8.03%
Average Sale Price	248,167	272,767	9.91%
Average Percent of Selling Price to List Price	98.87%	100.88%	2.03%
Average Days on Market to Sale	28.17	13.67	-51.47%
End of Month Inventory	1,766	1,268	-28.20%
Months Supply of Inventory	2.07	1.27	-38.86%



■ Closed (30.22%)  
■ Pending (32.44%)  
■ Other OffMarket (3.45%)  
■ Active (33.89%)

**Absorption:** Last 12 months, an Average of **1,001** Sales/Month  
**Active Inventory** as of July 31, 2021 = **1,268**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **28.20%** to 1,268 existing homes available for sale. Over the last 12 months this area has had an average of 1,001 closed sales per month. This represents an unsold inventory index of **1.27** 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 **9.91%** in July 2021 to \$272,767 versus the previous year at \$248,167.

#### Average Days on Market Shortens

The average number of **13.67** days that homes spent on the market before selling decreased by 14.50 days or **51.47%** in July 2021 compared to last year's same month at **28.17** DOM.

#### Sales Success for July 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 1,407 New Listings in July 2021, up **5.63%** from last year at 1,332. Furthermore, there were 1,131 Closed Listings this month versus last year at 1,199, a **-5.67%** decrease.

Closed versus Listed trends yielded a **80.4%** ratio, down from previous year's, July 2020, at **90.0%**, a **10.70%** downswing. 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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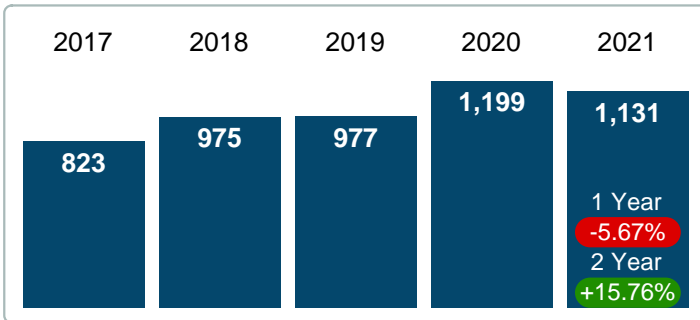
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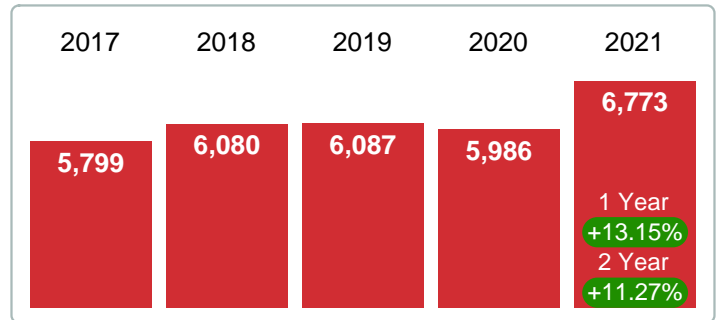
## CLOSED LISTINGS

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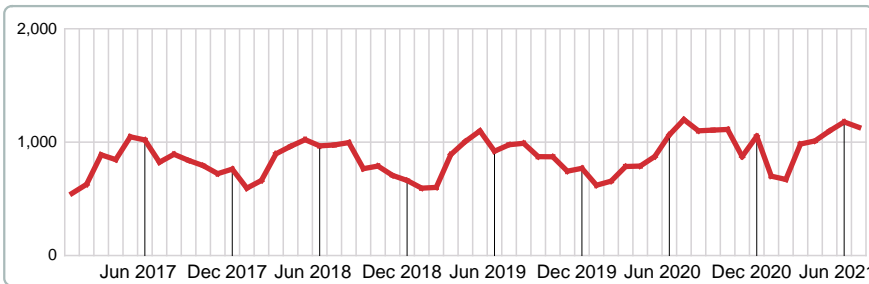
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,021

High Jul 2020 1,199 Low Jan 2017 548

Closed Listings this month at 1,131 above the 5 yr JUL average of 1,021



### 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	105	9.28%	15.1	64	38	3	0
\$100,001 - \$150,000	128	11.32%	9.5	39	83	5	1
\$150,001 - \$175,000	96	8.49%	8.0	9	80	6	1
\$175,001 - \$250,000	298	26.35%	8.5	29	210	54	5
\$250,001 - \$350,000	247	21.84%	12.4	9	104	117	17
\$350,001 - \$450,000	141	12.47%	20.1	7	28	87	19
\$450,001 and up	116	10.26%	29.8	1	20	53	42
<b>Total Closed Units</b>	<b>1,131</b>			<b>158</b>	<b>563</b>	<b>325</b>	<b>85</b>
<b>Total Closed Volume</b>	<b>308,499,931</b>	<b>100%</b>	<b>13.7</b>	<b>22.47M</b>	<b>124.23M</b>	<b>115.83M</b>	<b>45.97M</b>
<b>Average Closed Price</b>	<b>\$272,767</b>			<b>\$142,205</b>	<b>\$220,654</b>	<b>\$356,409</b>	<b>\$540,828</b>

# July 2021



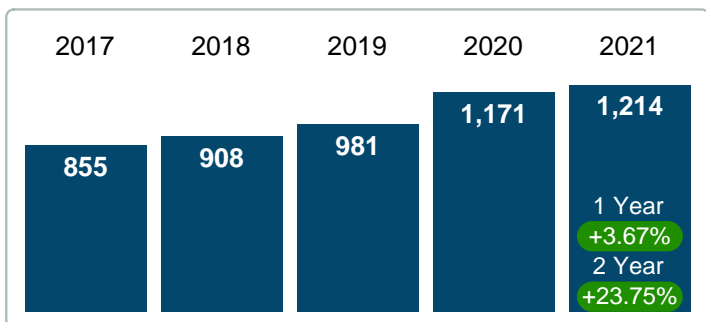
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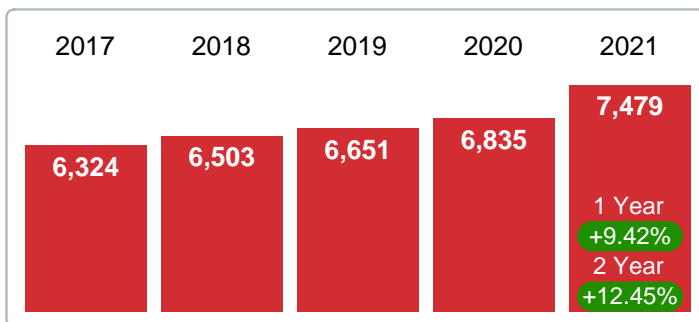
## PENDING LISTINGS

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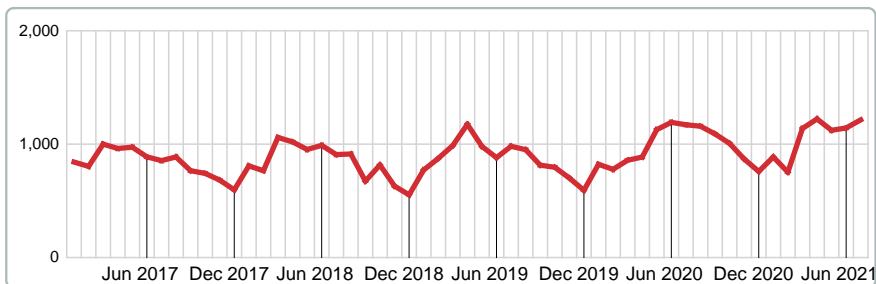
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,026

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at 1,214 above the 5 yr JUL average of 1,026



### 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	113	9.31%	19.8	52	55	6	0
\$100,001 - \$150,000	143	11.78%	15.9	37	100	6	0
\$150,001 - \$175,000	113	9.31%	17.4	14	85	13	1
\$175,001 - \$250,000	327	26.94%	14.2	28	220	71	8
\$250,001 - \$350,000	233	19.19%	16.6	8	98	116	11
\$350,001 - \$450,000	143	11.78%	18.3	3	36	92	12
\$450,001 and up	142	11.70%	30.7	1	24	81	36
<b>Total Pending Units</b>	<b>1,214</b>			<b>143</b>	<b>618</b>	<b>385</b>	<b>68</b>
<b>Total Pending Volume</b>	<b>328,939,285</b>	<b>100%</b>	<b>18.0</b>	<b>20.47M</b>	<b>135.40M</b>	<b>139.08M</b>	<b>33.99M</b>
<b>Average Listing Price</b>	<b>\$270,960</b>			<b>\$143,150</b>	<b>\$219,091</b>	<b>\$361,253</b>	<b>\$499,828</b>

# July 2021



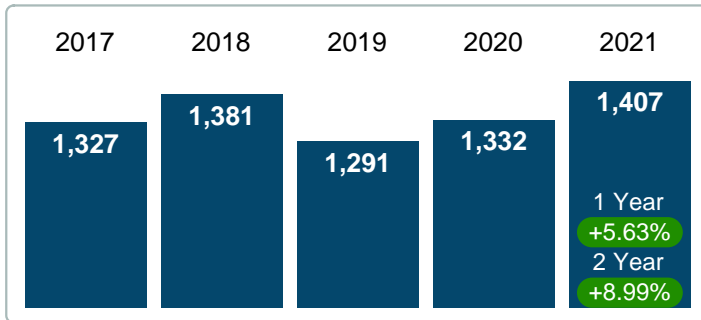
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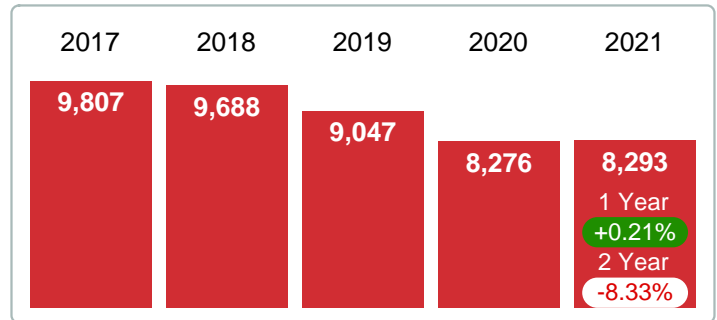
## NEW LISTINGS

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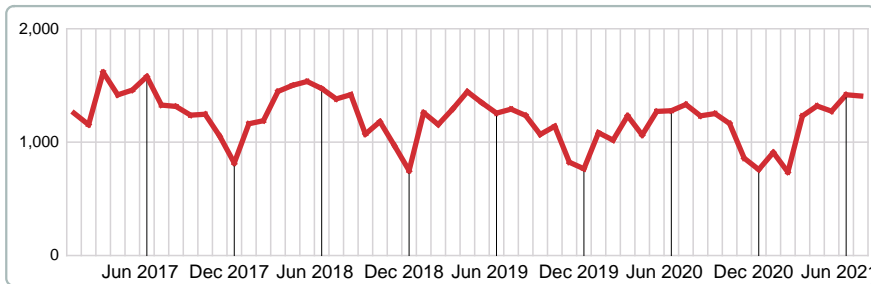
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,348

High Mar 2017 1,616 Low Feb 2021 736

New Listings this month at **1,407**  
above the 5 yr JUL average of **1,348**



### 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	126	8.96%	65	52	8	1
\$100,001 - \$150,000	181	12.86%	46	123	11	1
\$150,001 - \$175,000	119	8.46%	9	91	18	1
\$175,001 - \$275,000	432	30.70%	31	277	117	7
\$275,001 - \$375,000	226	16.06%	3	82	121	20
\$375,001 - \$475,000	158	11.23%	7	33	98	20
\$475,001 and up	165	11.73%	0	24	93	48
<b>Total New Listed Units</b>	<b>1,407</b>		<b>161</b>	<b>682</b>	<b>466</b>	<b>98</b>
<b>Total New Listed Volume</b>	<b>412,764,491</b>	<b>100%</b>	<b>22.19M</b>	<b>150.87M</b>	<b>177.89M</b>	<b>61.81M</b>
<b>Average New Listed Listing Price</b>	<b>\$281,412</b>		<b>\$137,824</b>	<b>\$221,220</b>	<b>\$381,736</b>	<b>\$630,750</b>

# July 2021



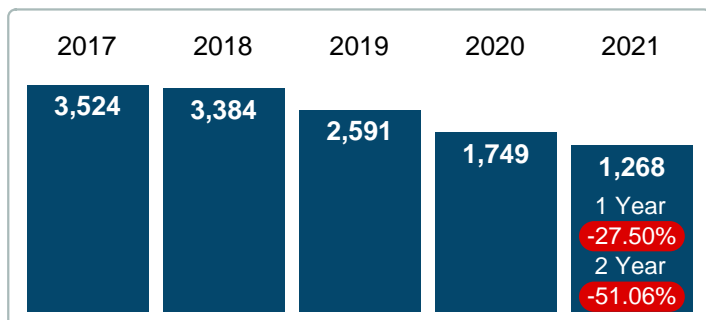
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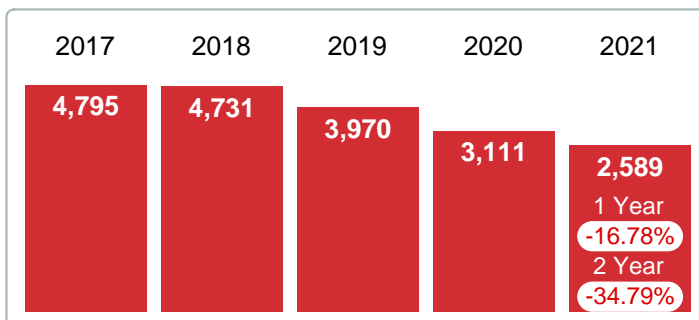
## ACTIVE INVENTORY

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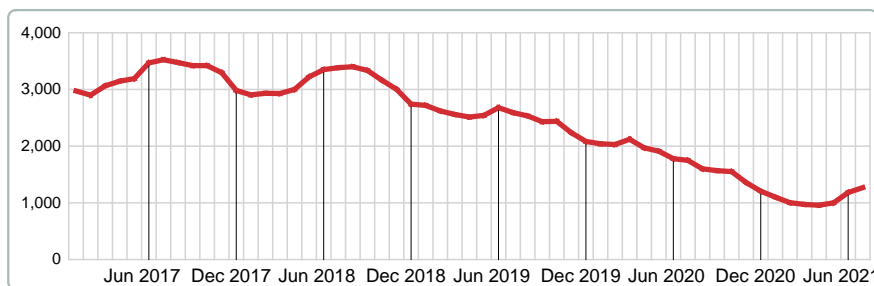
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

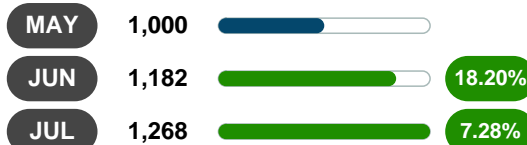


### 3 MONTHS

5 year JUL AVG = 2,503

High Jul 2017 3,524 Low Apr 2021 958

Inventory this month at 1,268  
below the 5 yr JUL average of 2,503



### 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	7.33%	100.3	59	30	4	0
\$75,001 - \$150,000	194	15.30%	43.2	73	108	11	2
\$150,001 - \$200,000	176	13.88%	43.9	22	124	30	0
\$200,001 - \$350,000	318	25.08%	35.6	25	145	131	17
\$350,001 - \$475,000	188	14.83%	55.4	8	57	107	16
\$475,001 - \$750,000	176	13.88%	69.1	2	39	92	43
\$750,001 and up	123	9.70%	73.2	0	13	55	55
Total Active Inventory by Units			1,268	189	516	430	133
Total Active Inventory by Volume			509,910,521	25.94M	136.70M	217.10M	130.17M
Average Active Inventory Listing Price			\$402,138	\$137,257	\$264,932	\$504,882	\$978,685

# July 2021



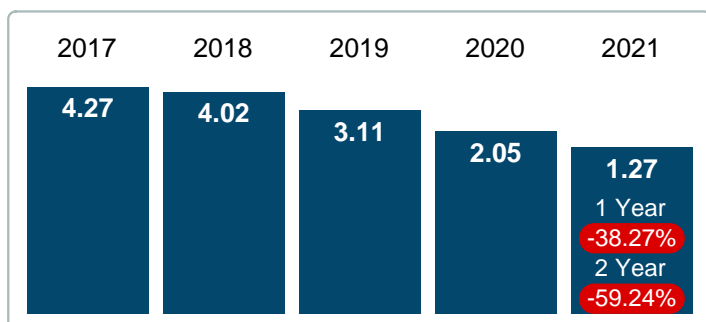
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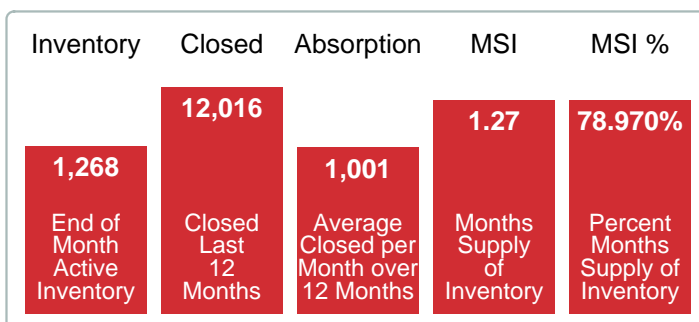
## MONTHS SUPPLY of INVENTORY (MSI)

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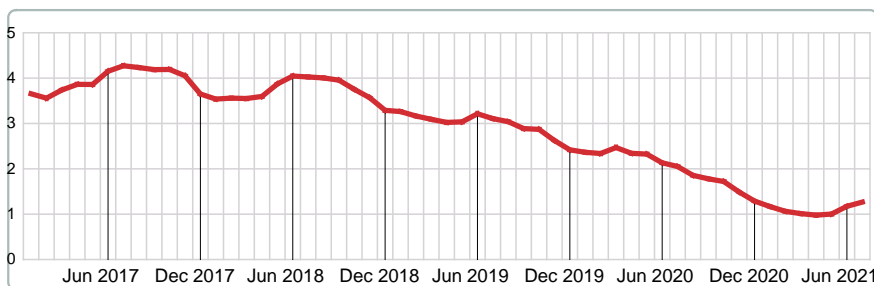
### MSI FOR JULY



### INDICATORS FOR JULY 2021

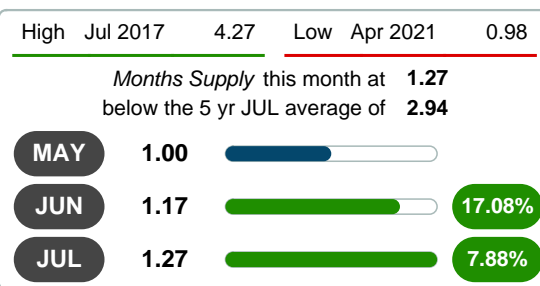


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 2.94



### 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	7.33%	1.52	1.66	1.35	1.23	0.00
\$75,001 - \$150,000	194	15.30%	1.13	1.80	0.92	0.84	2.00
\$150,001 - \$200,000	176	13.88%	0.86	1.49	0.79	0.92	0.00
\$200,001 - \$350,000	318	25.08%	0.86	1.49	0.84	0.82	0.76
\$350,001 - \$475,000	188	14.83%	1.70	2.53	2.19	1.67	0.93
\$475,001 - \$750,000	176	13.88%	2.96	2.18	4.11	2.77	2.70
\$750,001 and up	123	9.70%	5.86	0.00	5.78	5.00	7.25
Market Supply of Inventory (MSI)			1.27	1.69	1.02	1.36	2.00
Total Active Inventory by Units		100%	1,268	189	516	430	133

# July 2021



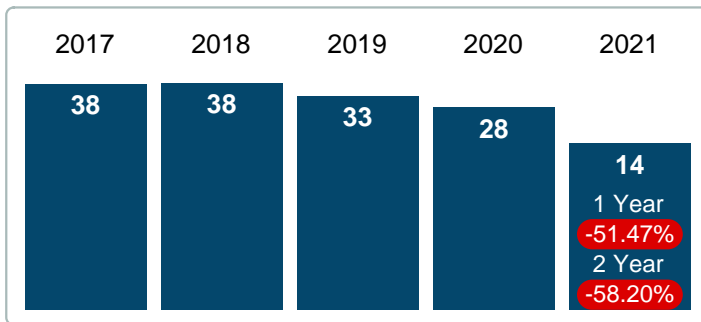
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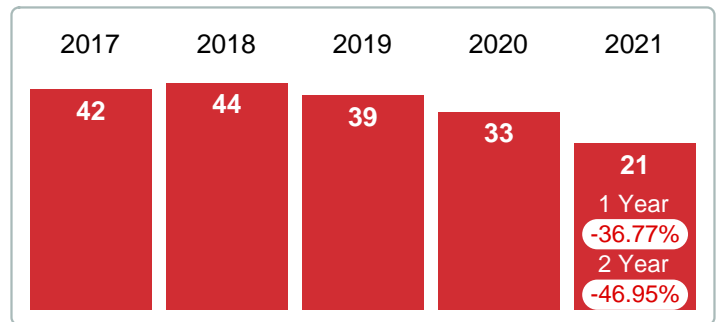
## AVERAGE DAYS ON MARKET TO SALE

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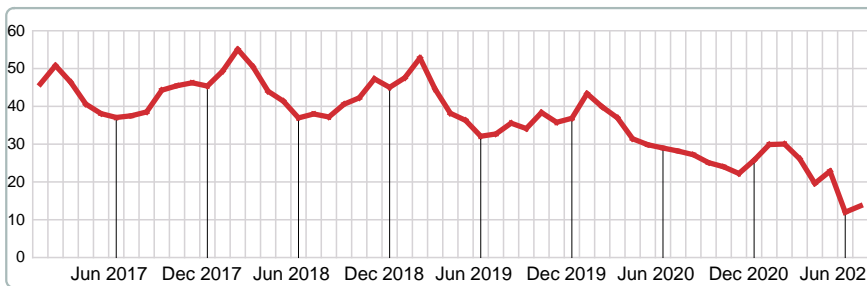
### JULY



### YEAR TO DATE (YTD)

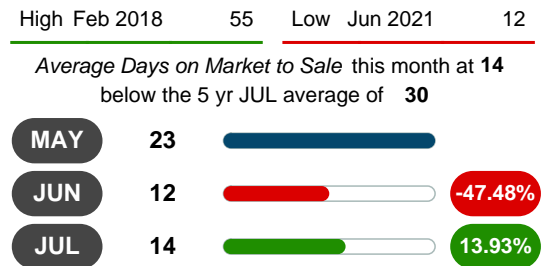


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 30



### 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	9.28%	15	16	14	23	0
\$100,001 - \$150,000	11.32%	9	13	8	9	1
\$150,001 - \$175,000	8.49%	8	12	7	19	18
\$175,001 - \$250,000	26.35%	9	10	8	10	4
\$250,001 - \$350,000	21.84%	12	20	10	13	22
\$350,001 - \$450,000	12.47%	20	14	22	22	14
\$450,001 and up	10.26%	30	3	15	17	54
Average Closed DOM		14	14	9	16	35
Total Closed Units	100%	1,131	158	563	325	85
Total Closed Volume		308,499,931	22.47M	124.23M	115.83M	45.97M



# July 2021



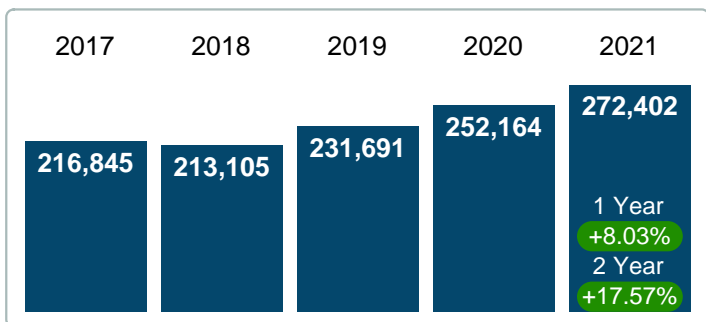
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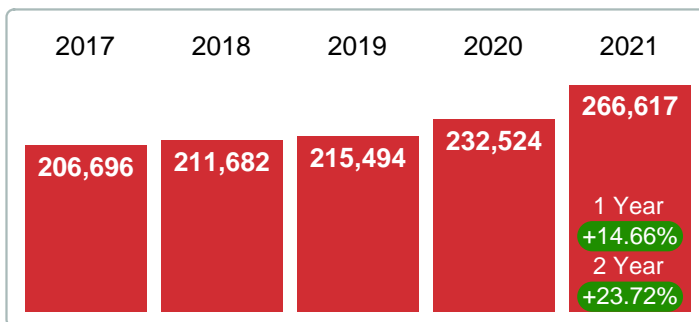
## AVERAGE LIST PRICE AT CLOSING

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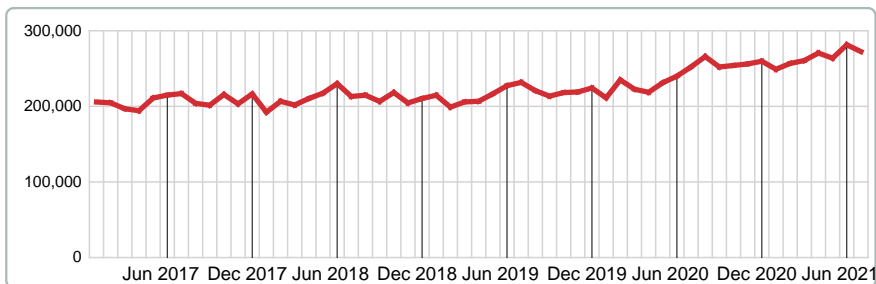
### JULY



### YEAR TO DATE (YTD)

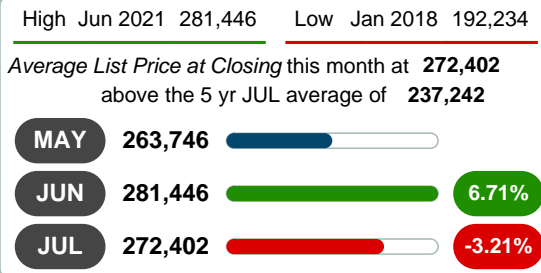


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 237,242



### 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	9.46%	69,000	65,831	75,218	77,500	0
\$100,001 - \$150,000	12.38%	130,904	126,319	129,065	151,980	135,000
\$150,001 - \$175,000	8.31%	165,819	167,378	162,442	156,800	169,900
\$175,001 - \$250,000	27.50%	211,443	205,831	204,503	214,922	208,800
\$250,001 - \$350,000	20.07%	297,431	284,489	286,074	293,844	308,388
\$350,001 - \$450,000	12.47%	398,400	394,143	398,013	393,765	396,264
\$450,001 and up	9.81%	696,756	479,000	641,650	628,463	781,587
<b>Average List Price</b>		<b>272,402</b>	<b>141,858</b>	<b>218,900</b>	<b>355,338</b>	<b>552,320</b>
<b>Total Closed Units</b>	100%	<b>272,402</b>	<b>158</b>	<b>563</b>	<b>325</b>	<b>85</b>
<b>Total Closed Volume</b>		<b>308,086,383</b>	<b>22.41M</b>	<b>123.24M</b>	<b>115.48M</b>	<b>46.95M</b>



# July 2021



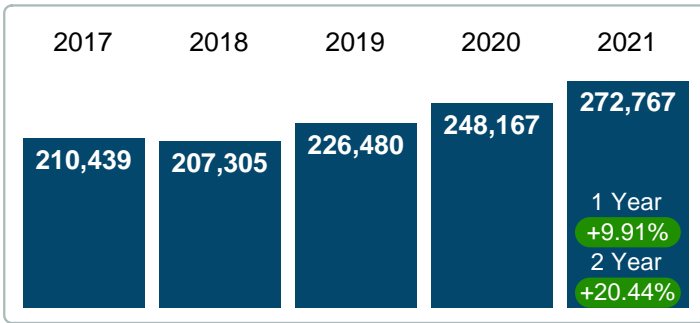
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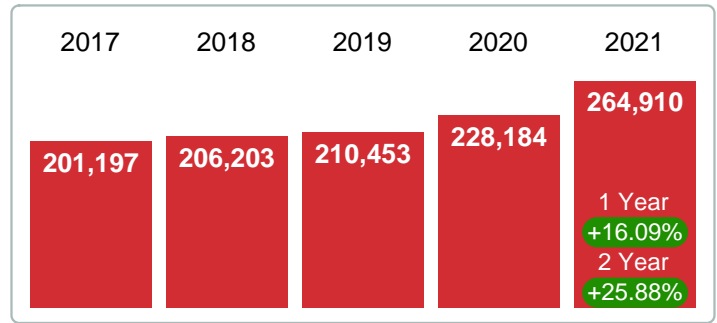
## AVERAGE SOLD PRICE AT CLOSING

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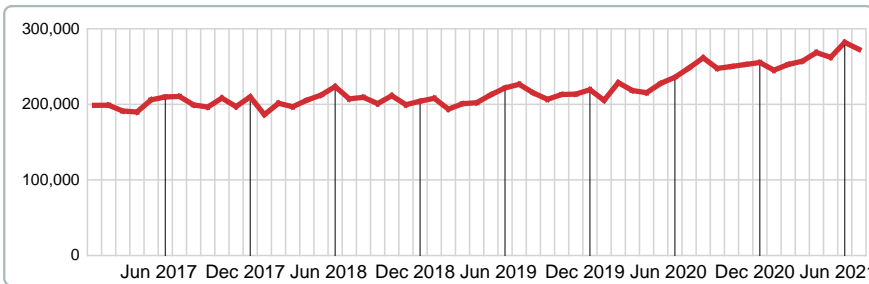
### JULY



### YEAR TO DATE (YTD)

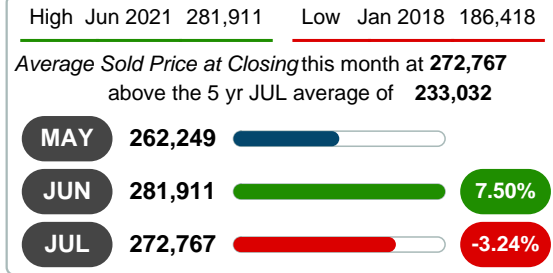


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 233,032



### 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	105	9.28%	67,461	64,575	71,582	76,833	0
\$100,001 - \$150,000	128	11.32%	130,131	128,698	130,540	133,550	135,000
\$150,001 - \$175,000	96	8.49%	164,285	166,156	164,456	161,250	152,000
\$175,001 - \$250,000	298	26.35%	210,023	207,259	208,904	216,007	208,400
\$250,001 - \$350,000	247	21.84%	293,309	278,556	288,258	296,489	310,143
\$350,001 - \$450,000	141	12.47%	395,327	403,500	395,905	394,189	396,672
\$450,001 and up	116	10.26%	674,251	479,000	629,138	628,663	757,909
Average Sold Price			272,767	142,205	220,654	356,409	540,828
Total Closed Units		100%	272,767	158	563	325	85
Total Closed Volume			308,499,931	22.47M	124.23M	115.83M	45.97M

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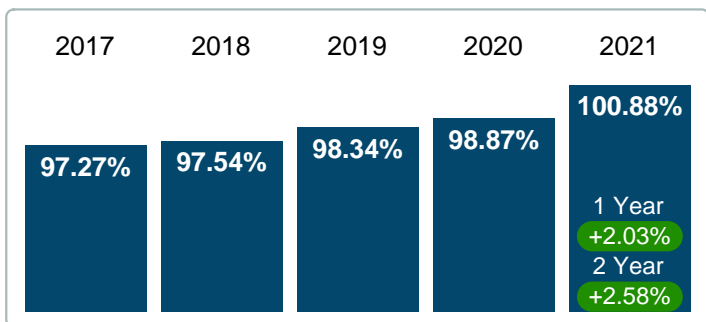
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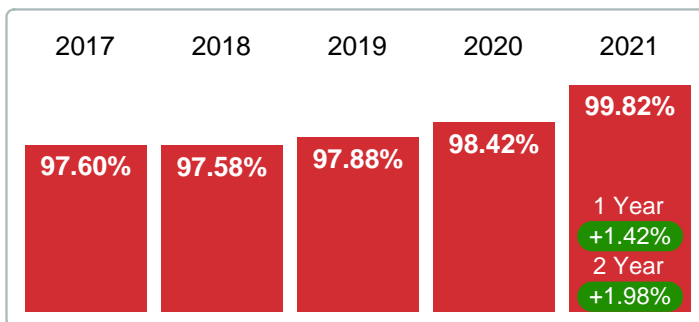
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

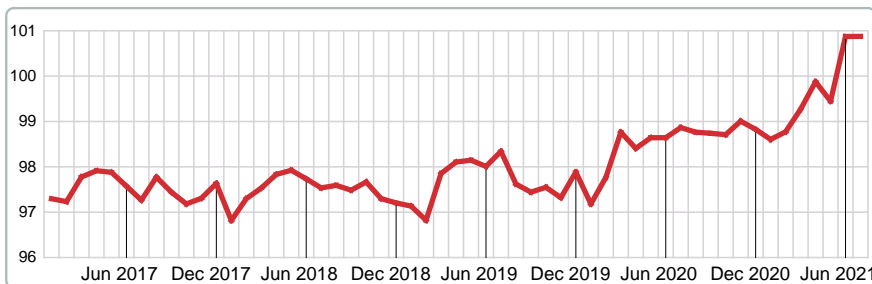
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

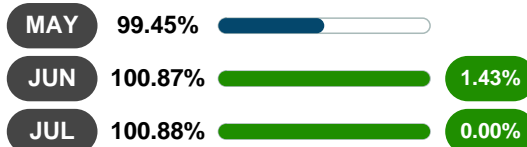


### 3 MONTHS

5 year JUL AVG = 98.58%

High Jul 2021 100.88% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **100.88%** above the 5 yr JUL average of **98.58%**



### 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	105	9.28%	97.88%	98.48%	96.80%	98.57%	0.00%
\$100,001 - \$150,000	128	11.32%	101.16%	102.11%	101.53%	87.95%	100.00%
\$150,001 - \$175,000	96	8.49%	101.30%	100.27%	101.43%	103.06%	89.46%
\$175,001 - \$250,000	298	26.35%	102.60%	100.79%	103.40%	100.72%	99.82%
\$250,001 - \$350,000	247	21.84%	100.90%	98.28%	101.08%	100.98%	100.68%
\$350,001 - \$450,000	141	12.47%	100.21%	102.52%	99.62%	100.22%	100.16%
\$450,001 and up	116	10.26%	99.26%	100.00%	98.62%	100.39%	98.12%
Average Sold/List Ratio		100.90%		100.08%	101.61%	100.45%	99.11%
Total Closed Units	1,131	100%	100.90%	158	563	325	85
Total Closed Volume	308,499,931			22.47M	124.23M	115.83M	45.97M

# July 2021



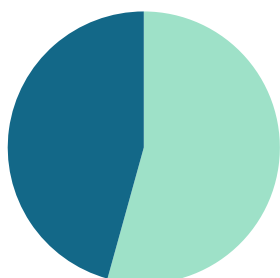
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

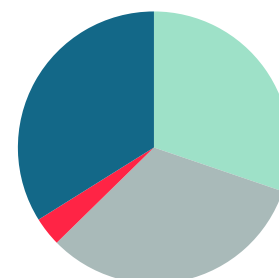


**Inventory**  
 New Listings  
**1,407 = 54.30%**  
 Start Inventory  
**1,184**  
 Total Inventory Units  
**2,591**  
 Volume  
**\$885,674,843**

### Market Activity

Closed Sales  
**1,131 = 30.22%**  
 Pending Sales  
**1,214 = 32.44%**  
 Other Off Market  
**129 = 3.45%**  
 Active Inventory  
**1,268 = 33.89%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,199	1,131	-5.67%	5,986	6,773	13.15%
Pending Sales	1,171	1,214	3.67%	6,835	7,479	9.42%
New Listings	1,332	1,407	5.63%	8,276	8,293	0.21%
Average List Price	252,164	272,402	8.03%	232,524	266,617	14.66%
Average Sale Price	248,167	272,767	9.91%	228,184	264,910	16.09%
Average Percent of Selling Price to List Price	98.87%	100.88%	2.03%	98.42%	99.82%	1.42%
Average Days on Market to Sale	28.17	13.67	-51.47%	32.99	20.86	-36.77%
Monthly Inventory	1,766	1,268	-28.20%	1,766	1,268	-28.20%
Months Supply of Inventory	2.07	1.27	-38.86%	2.07	1.27	-38.86%

**Absorption:** Last 12 months, an Average of **1,001** Sales/Month

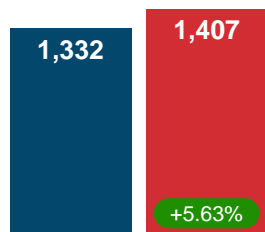
**Inventory** on July 31, 2021 = **1,268**

**2020** **2021**

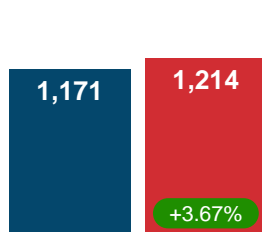
### JULY MARKET

### AVERAGE PRICES

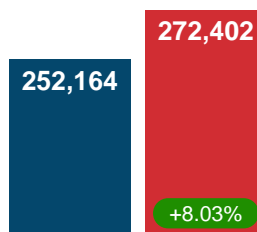
#### New Listings



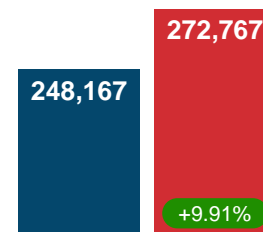
#### Pending Listings



#### List Price



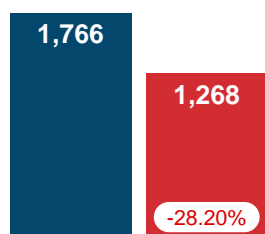
#### Sale Price



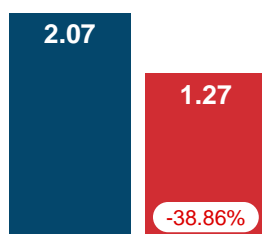
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

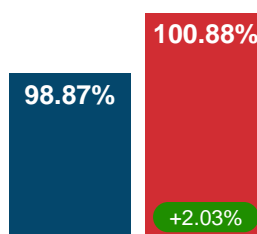
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

