

July 2021



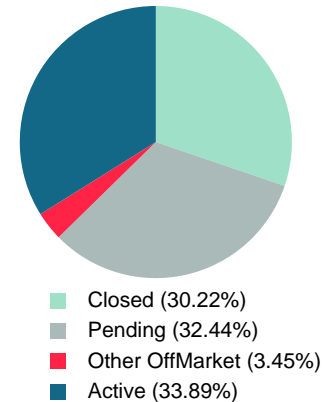
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	214,900	225,000	4.70%
Median Sale Price	212,000	230,000	8.49%
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	1,766	1,268	-28.20%
Months Supply of Inventory	2.07	1.27	-38.86%



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.

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 **8.49%** in July 2021 to \$230,000 versus the previous year at \$212,000.

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 July 2021 compared to last year's same month at **8.00** DOM.

Sales Success for July 2021 is Positive

Overall, with Median 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.

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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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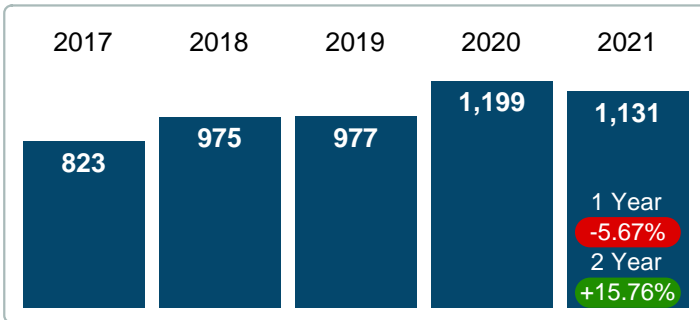
Area Delimited by County Of Tulsa - Residential Property Type



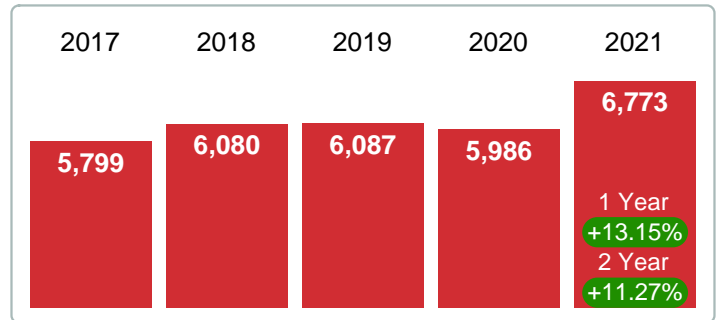
CLOSED LISTINGS

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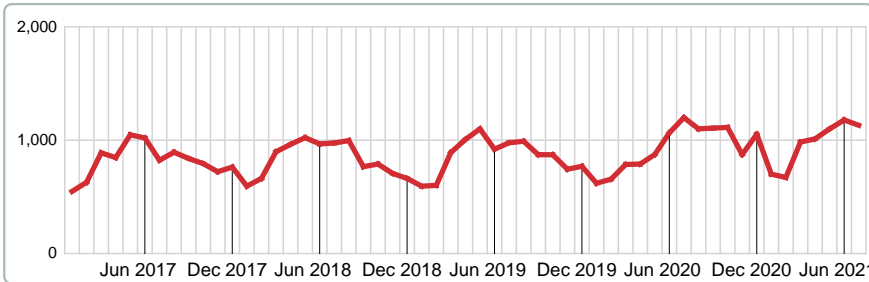
JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	105	9.28%	5.0	64	38	3	0
\$100,001 - \$150,000	128	11.32%	5.0	39	83	5	1
\$150,001 - \$175,000	96	8.49%	4.0	9	80	6	1
\$175,001 - \$250,000	298	26.35%	4.0	29	210	54	5
\$250,001 - \$350,000	247	21.84%	4.0	9	104	117	17
\$350,001 - \$450,000	141	12.47%	6.0	7	28	87	19
\$450,001 and up	116	10.26%	8.5	1	20	53	42
Total Closed Units	1,131			158	563	325	85
Total Closed Volume	308,499,931	100%	5.0	22.47M	124.23M	115.83M	45.97M
Median Closed Price	\$230,000			\$121,250	\$200,000	\$324,000	\$446,000

July 2021



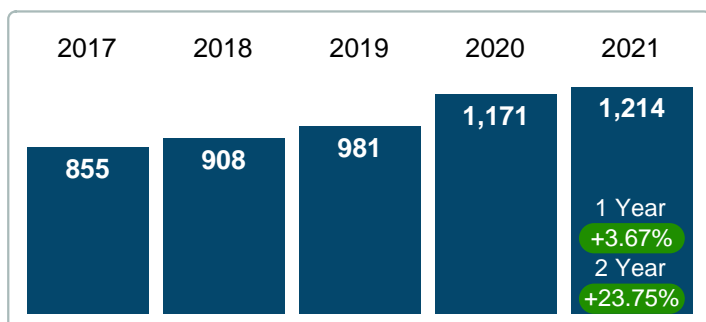
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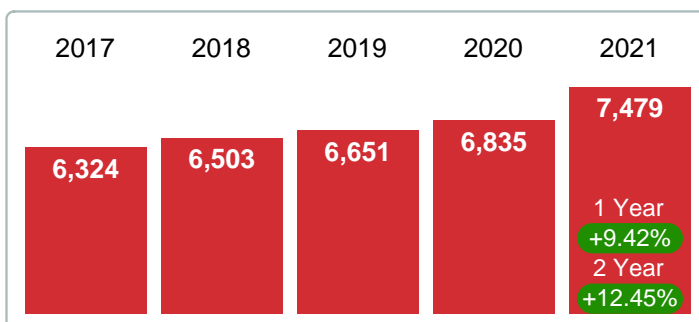
PENDING LISTINGS

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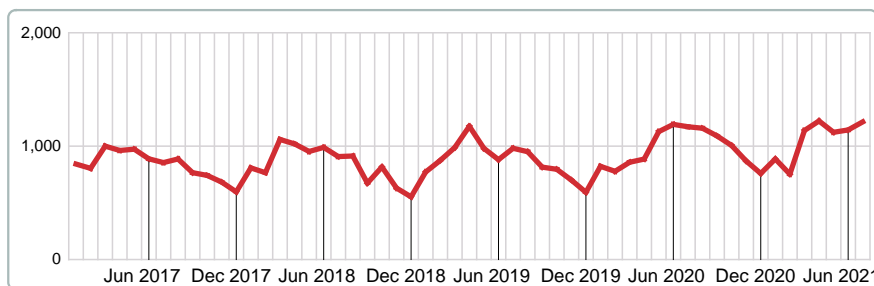
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

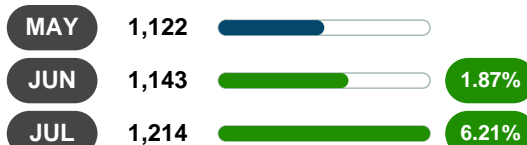


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	113	9.31%	9.0	52	55	6	0
\$100,001 - \$150,000	143	11.78%	7.0	37	100	6	0
\$150,001 - \$175,000	113	9.31%	6.0	14	85	13	1
\$175,001 - \$250,000	327	26.94%	6.0	28	220	71	8
\$250,001 - \$350,000	233	19.19%	8.0	8	98	116	11
\$350,001 - \$450,000	143	11.78%	6.0	3	36	92	12
\$450,001 and up	142	11.70%	9.5	1	24	81	36
Total Pending Units	1,214			143	618	385	68
Total Pending Volume	328,939,285	100%	7.0	20.47M	135.40M	139.08M	33.99M
Median Listing Price	\$233,393			\$132,500	\$194,950	\$325,000	\$458,992

July 2021



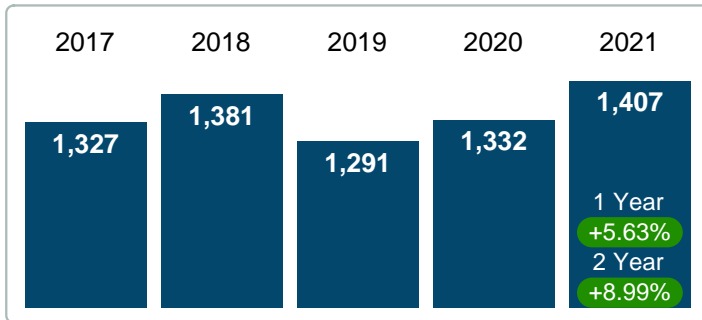
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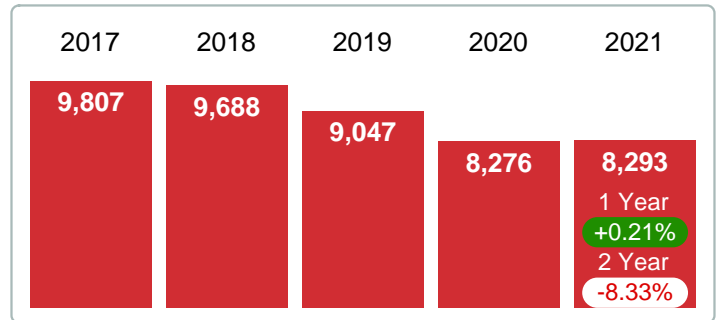
NEW LISTINGS

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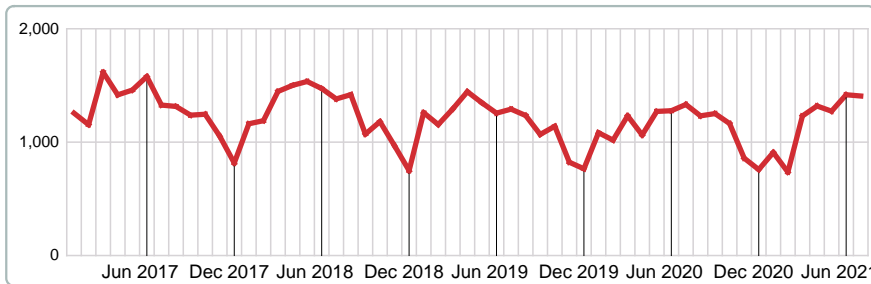
JULY



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
Total New Listed Units	1,407		161	682	466	98
Total New Listed Volume	412,764,491	100%	22.19M	150.87M	177.89M	61.81M
Median New Listed Listing Price	\$235,000		\$117,500	\$199,800	\$328,750	\$467,050

July 2021



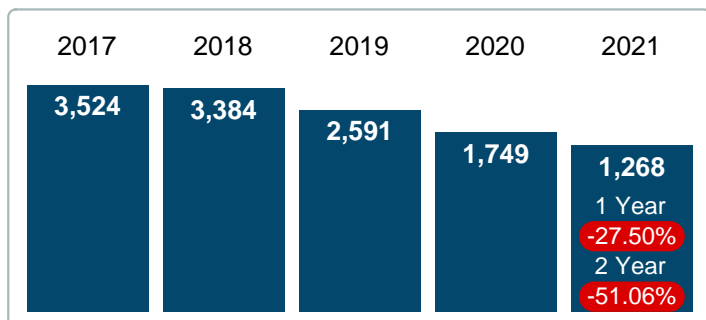
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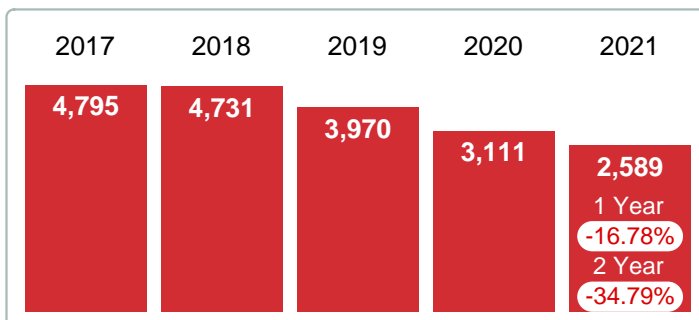
ACTIVE INVENTORY

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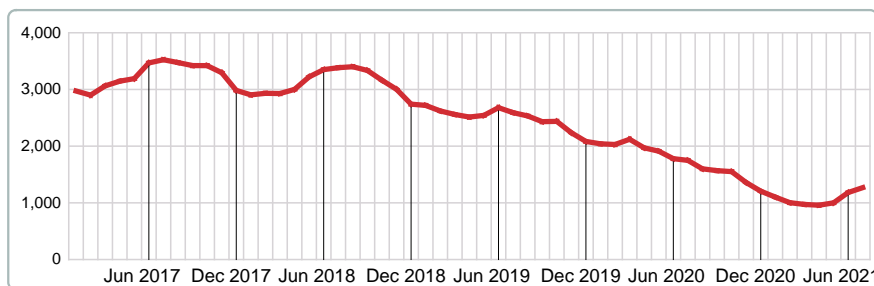
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

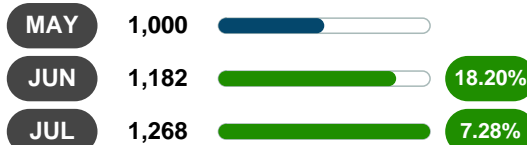


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	93	7.33%	46.0	59	30	4	0
\$75,001 - \$150,000	194	15.30%	25.0	73	108	11	2
\$150,001 - \$200,000	176	13.88%	22.0	22	124	30	0
\$200,001 - \$350,000	318	25.08%	23.0	25	145	131	17
\$350,001 - \$475,000	188	14.83%	36.0	8	57	107	16
\$475,001 - \$750,000	176	13.88%	44.5	2	39	92	43
\$750,001 and up	123	9.70%	57.0	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
Median Active Inventory Listing Price			\$274,950	\$107,000	\$200,000	\$398,250	\$688,500

July 2021



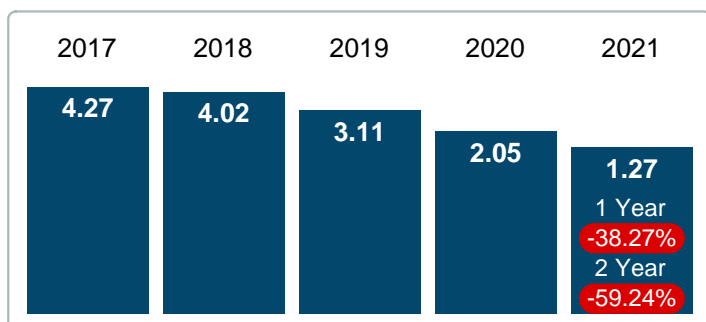
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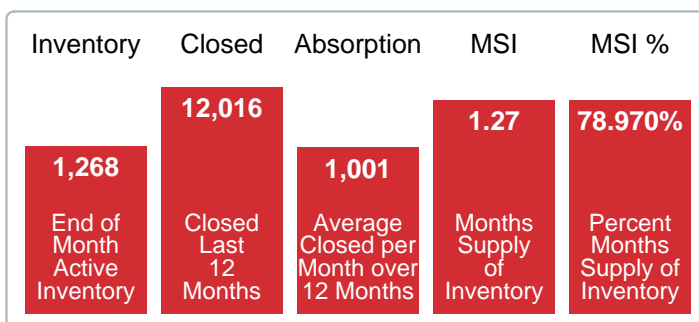
MONTHS SUPPLY of INVENTORY (MSI)

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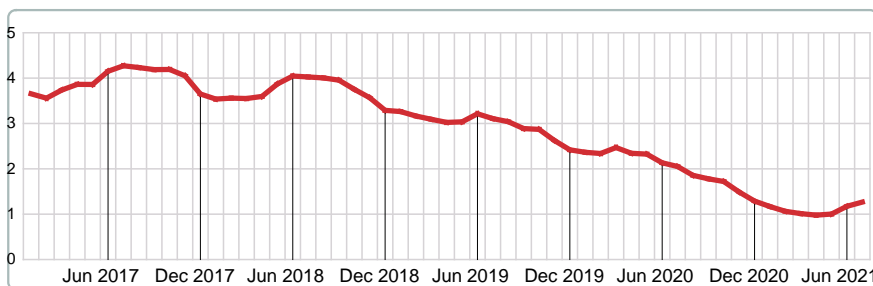
MSI FOR JULY



INDICATORS FOR JULY 2021

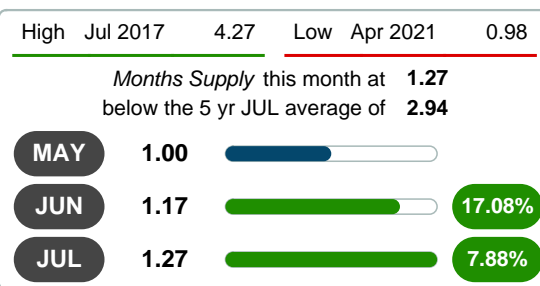


5 YEAR MARKET ACTIVITY TRENDS



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



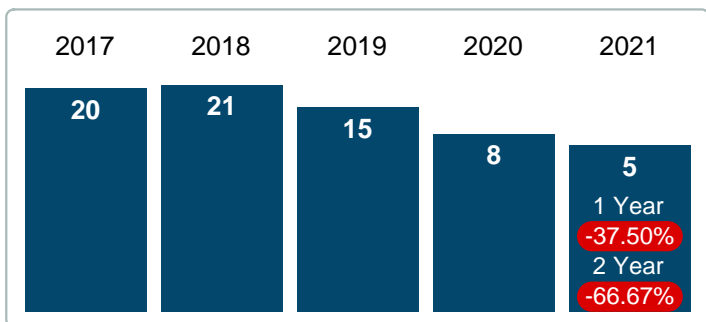
Area Delimited by County Of Tulsa - Residential Property Type



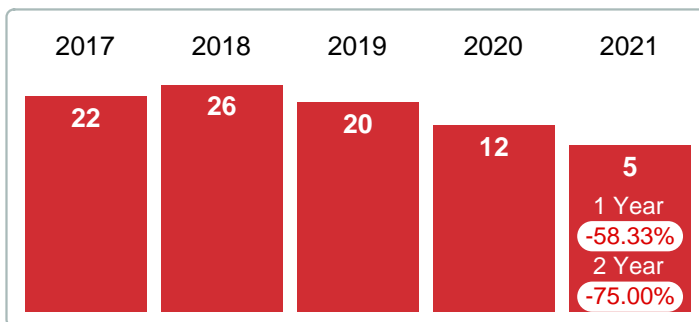
MEDIAN DAYS ON MARKET TO SALE

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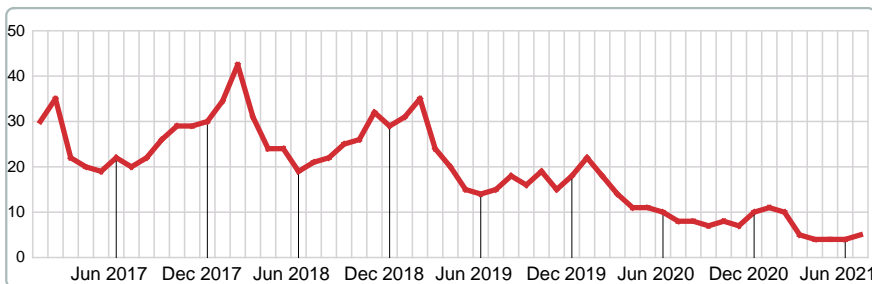
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

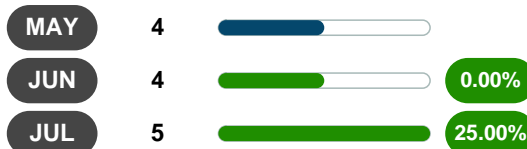


3 MONTHS

5 year JUL AVG = 14

High Feb 2018 43 Low Jun 2021 4

Median Days on Market to Sale this month at 5 below the 5 yr JUL average of 14



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	105	9.28%	5	5	5	6
\$100,001 - \$150,000	128	11.32%	5	5	4	7
\$150,001 - \$175,000	96	8.49%	4	4	4	7
\$175,001 - \$250,000	298	26.35%	4	4	4	5
\$250,001 - \$350,000	247	21.84%	4	15	4	4
\$350,001 - \$450,000	141	12.47%	6	11	9	5
\$450,001 and up	116	10.26%	9	3	5	6
Median Closed DOM		5		5	4	5
Total Closed Units		1,131		100%	5.0	158
Total Closed Volume		308,499,931				22.47M
						124.23M
						115.83M
						45.97M

July 2021



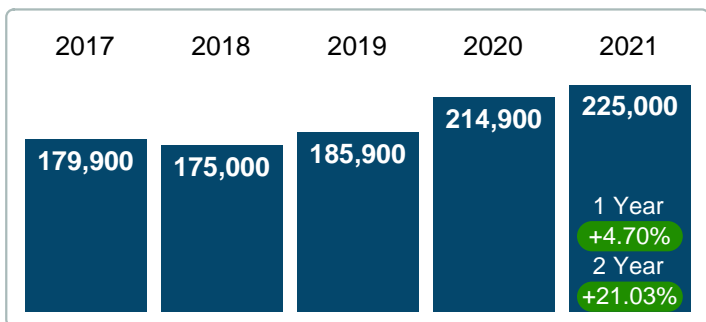
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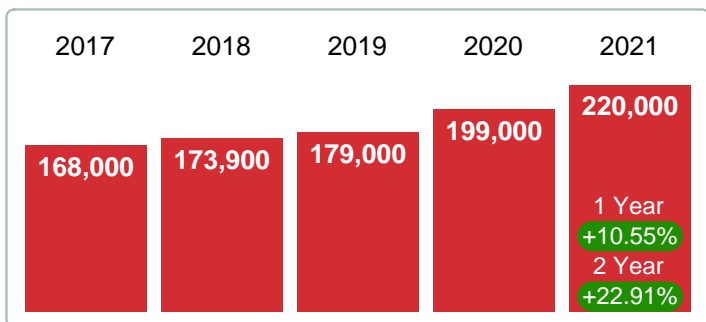
MEDIAN LIST PRICE AT CLOSING

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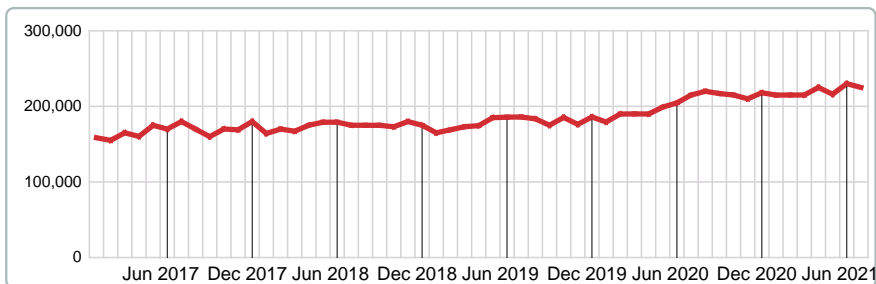
JULY



YEAR TO DATE (YTD)

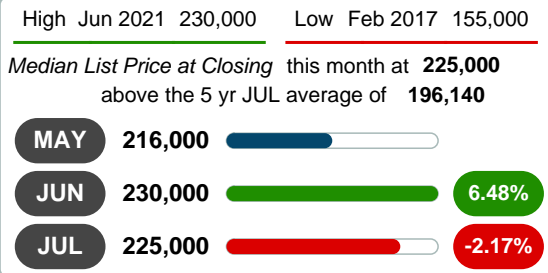


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 196,140



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	9.46%	72,500	69,999	75,000	75,000	0
\$100,001 - \$150,000	12.38%	133,500	129,700	134,900	144,000	135,000
\$150,001 - \$175,000	8.31%	167,450	169,500	167,450	160,000	169,900
\$175,001 - \$250,000	27.50%	210,000	209,000	209,900	224,900	212,500
\$250,001 - \$350,000	20.07%	295,900	281,750	281,000	298,450	320,000
\$350,001 - \$450,000	12.47%	398,000	399,500	391,500	394,750	410,000
\$450,001 and up	9.81%	599,900	479,000	599,600	599,450	624,576
Median List Price		225,000	123,700	195,000	324,000	448,565
Total Closed Units	100%	225,000	158	563	325	85
Total Closed Volume		308,086,383	22.41M	123.24M	115.48M	46.95M

July 2021



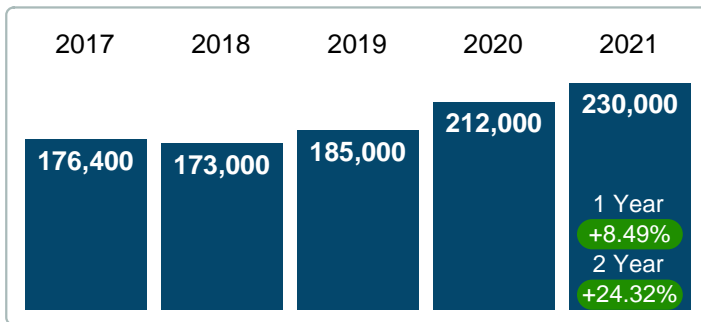
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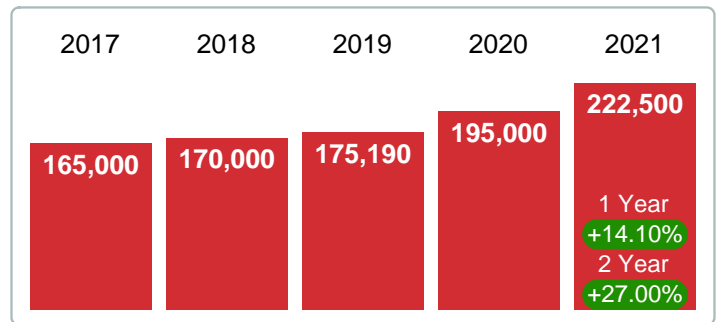
MEDIAN SOLD PRICE AT CLOSING

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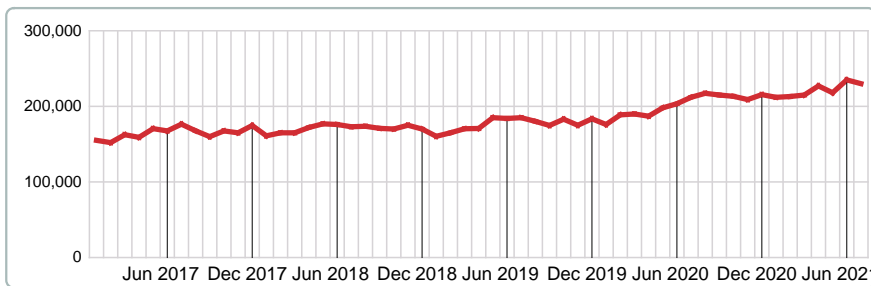
JULY



YEAR TO DATE (YTD)

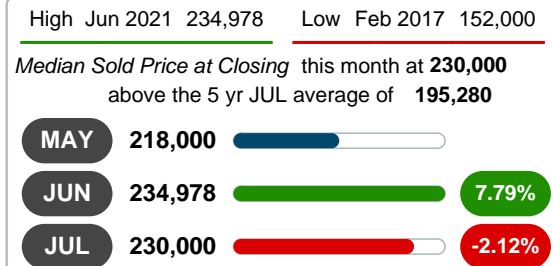


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 195,280



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	105	9.28%	72,400	68,200	78,500	77,000	0
\$100,001 - \$150,000	128	11.32%	132,000	130,000	132,500	137,500	135,000
\$150,001 - \$175,000	96	8.49%	165,000	170,000	165,000	162,500	152,000
\$175,001 - \$250,000	298	26.35%	209,450	205,800	205,000	215,000	210,000
\$250,001 - \$350,000	247	21.84%	291,000	270,000	279,950	295,900	319,500
\$350,001 - \$450,000	141	12.47%	391,500	399,500	387,500	385,000	400,000
\$450,001 and up	116	10.26%	593,750	479,000	579,950	585,000	618,200
Median Sold Price			230,000	121,250	200,000	324,000	446,000
Total Closed Units		100%	230,000	158	563	325	85
Total Closed Volume			308,499,931	22.47M	124.23M	115.83M	45.97M

July 2021



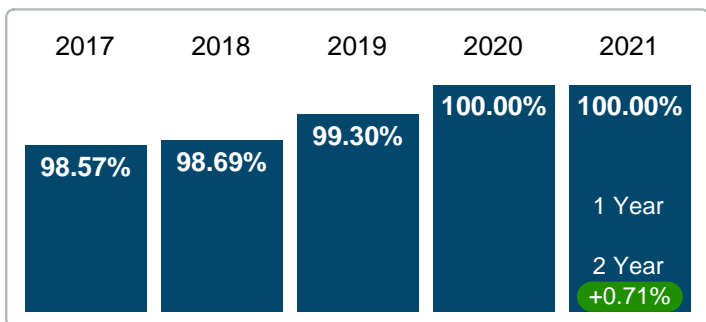
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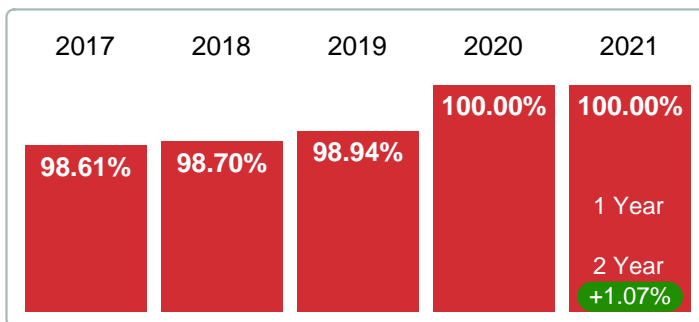
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99.31%

High Jul 2021 100.00% Low Jan 2018 97.91%

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

- MAY 100.00%
- JUN 100.00%
- JUL 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	105	9.28%	100.00%	100.00%	100.00%	100.00%	0.00%
\$100,001 - \$150,000	128	11.32%	100.00%	100.37%	100.00%	85.29%	100.00%
\$150,001 - \$175,000	96	8.49%	101.31%	100.00%	101.36%	101.59%	89.46%
\$175,001 - \$250,000	298	26.35%	100.85%	100.00%	101.27%	100.22%	100.00%
\$250,001 - \$350,000	247	21.84%	100.00%	100.00%	100.00%	100.00%	100.00%
\$350,001 - \$450,000	141	12.47%	100.00%	100.24%	100.00%	100.00%	100.00%
\$450,001 and up	116	10.26%	100.00%	100.00%	98.23%	100.00%	98.55%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	1,131	100%	100.00%	158	563	325	85
Total Closed Volume	308,499,931			22.47M	124.23M	115.83M	45.97M

July 2021



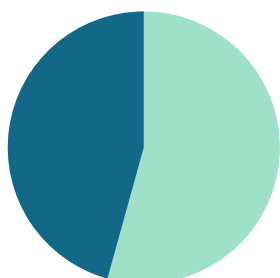
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

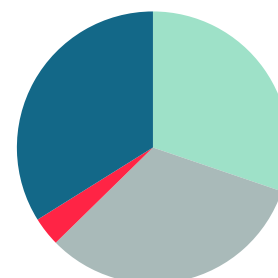


Inventory
 New Listings
1,407 = 54.30%
 Start Inventory
1,184
 Total Inventory Units
2,591
 Volume
\$885,674,843

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%
Median List Price	214,900	225,000	4.70%	199,000	220,000	10.55%
Median Sale Price	212,000	230,000	8.49%	195,000	222,500	14.10%
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%	12.00	5.00	-58.33%
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

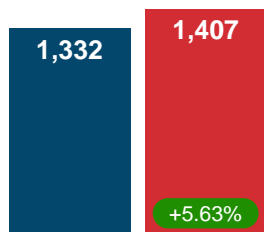
Inventory on July 31, 2021 = **1,268**

2020 **2021**

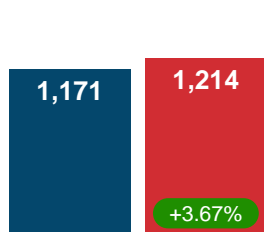
JULY MARKET

MEDIAN PRICES

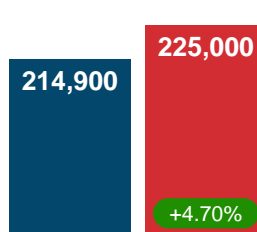
New Listings



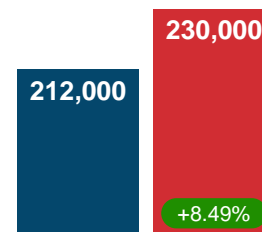
Pending Listings



List Price



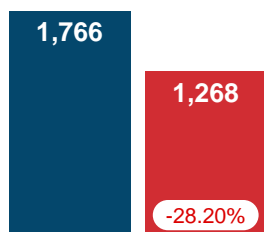
Sale Price



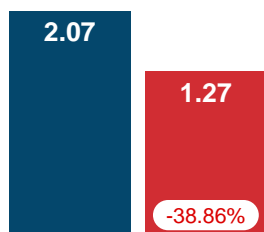
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

