

June 2021



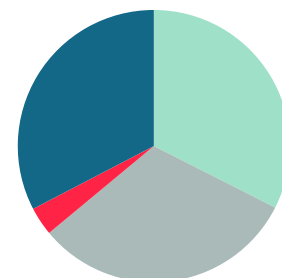
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	1,064	1,178	10.71%
Pending Listings	1,192	1,143	-4.11%
New Listings	1,277	1,418	11.04%
Average List Price	239,961	281,446	17.29%
Average Sale Price	235,822	281,911	19.54%
Average Percent of Selling Price to List Price	98.64%	100.87%	2.26%
Average Days on Market to Sale	28.98	12.00	-58.60%
End of Month Inventory	1,792	1,184	-33.93%
Months Supply of Inventory	2.15	1.18	-45.27%



■ Closed (32.47%)
■ Pending (31.50%)
■ Other OffMarket (3.39%)
■ Active (32.64%)

Absorption: Last 12 months, an Average of **1,007** Sales/Month
Active Inventory as of June 30, 2021 = **1,184**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **33.93%** to 1,184 existing homes available for sale. Over the last 12 months this area has had an average of 1,007 closed sales per month. This represents an unsold inventory index of **1.18** 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 **19.54%** in June 2021 to \$281,911 versus the previous year at \$235,822.

Average Days on Market Shortens

The average number of **12.00** days that homes spent on the market before selling decreased by 16.98 days or **58.60%** in June 2021 compared to last year's same month at **28.98** DOM.

Sales Success for June 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 1,418 New Listings in June 2021, up **11.04%** from last year at 1,277. Furthermore, there were 1,178 Closed Listings this month versus last year at 1,064, a **10.71%** increase.

Closed versus Listed trends yielded a **83.1%** ratio, down from previous year's, June 2020, at **83.3%**, a **0.29%** 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

June 2021



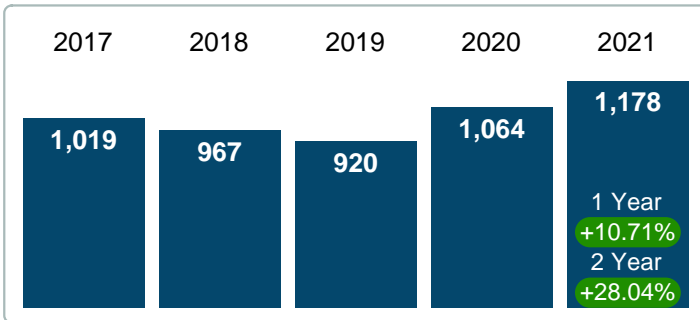
Area Delimited by County Of Tulsa - Residential Property Type



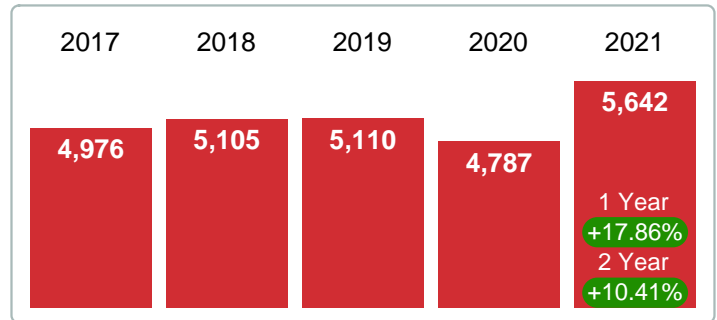
CLOSED LISTINGS

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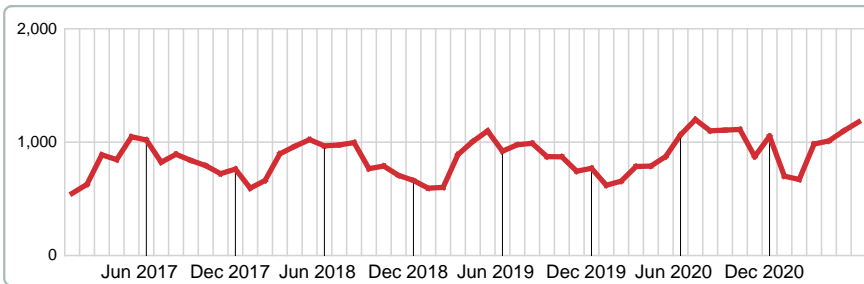
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

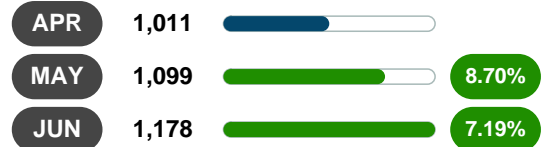


3 MONTHS

5 year JUN AVG = 1,030

High Jul 2020 1,199 Low Jan 2017 548

Closed Listings this month at 1,178 above the 5 yr JUN average of 1,030



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	103	8.74%	16.3	62	34	6	1
\$100,001 - \$150,000	110	9.34%	8.1	25	73	12	0
\$150,001 - \$200,000	231	19.61%	5.3	16	187	24	4
\$200,001 - \$250,000	221	18.76%	7.6	19	129	67	6
\$250,001 - \$325,000	220	18.68%	10.4	6	99	99	16
\$325,001 - \$475,000	173	14.69%	19.1	8	45	95	25
\$475,001 and up	120	10.19%	25.6	3	16	69	32
Total Closed Units	1,178			139	583	372	84
Total Closed Volume	332,091,244	100%	12.0	20.80M	129.81M	140.16M	41.33M
Average Closed Price	\$281,911			\$149,653	\$222,651	\$376,768	\$491,981

June 2021



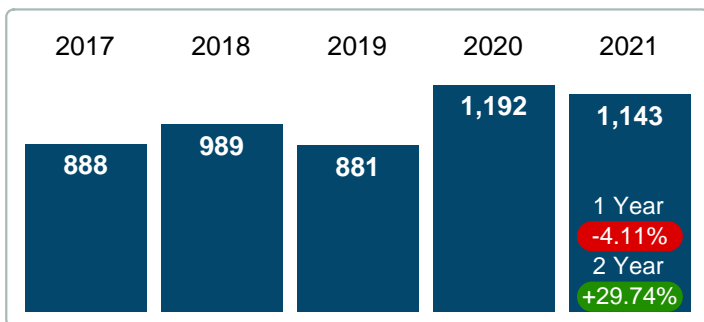
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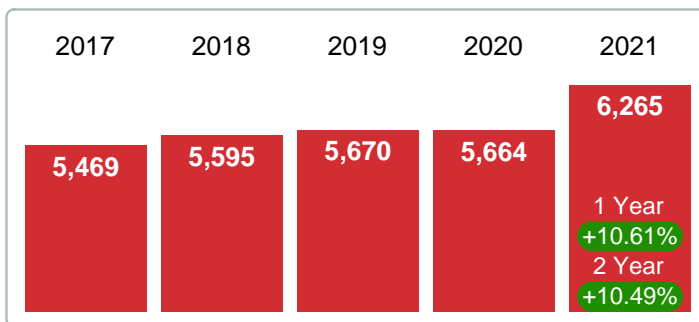
PENDING LISTINGS

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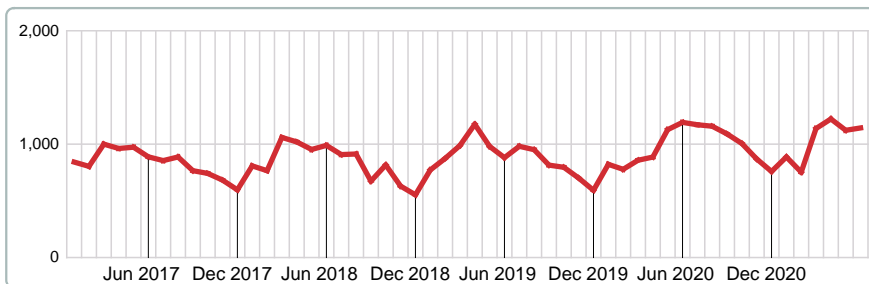
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,019

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at 1,143 above the 5 yr JUN average of 1,019



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	120	10.50%	17.6	67	46	7	0
\$100,001 - \$150,000	134	11.72%	13.9	35	93	5	1
\$150,001 - \$175,000	103	9.01%	9.3	7	84	11	1
\$175,001 - \$250,000	316	27.65%	12.0	24	220	65	7
\$250,001 - \$325,000	192	16.80%	13.6	9	80	95	8
\$325,001 - \$425,000	144	12.60%	17.2	3	47	80	14
\$425,001 and up	134	11.72%	34.9	2	27	64	41
Total Pending Units	1,143			147	597	327	72
Total Pending Volume	311,752,632	100%	16.2	19.55M	133.31M	117.04M	41.85M
Average Listing Price	\$272,298			\$132,971	\$223,302	\$357,922	\$581,307

June 2021



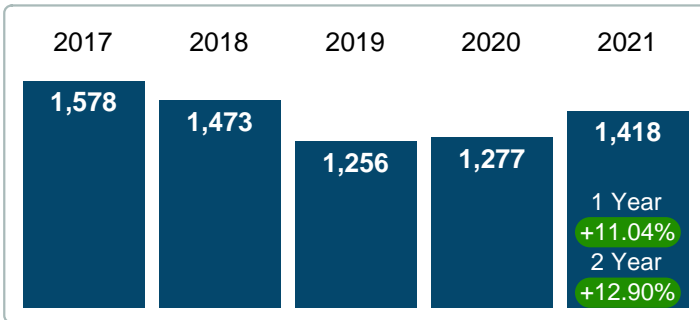
Area Delimited by County Of Tulsa - Residential Property Type



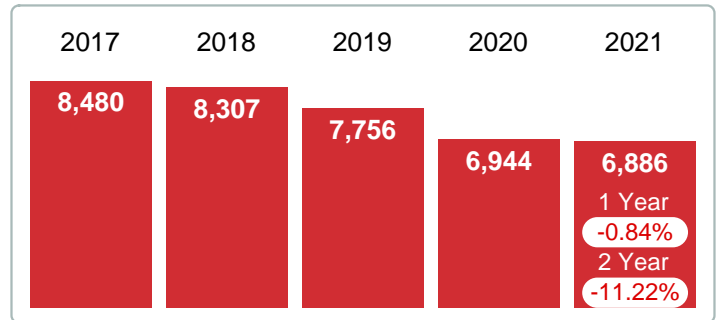
NEW LISTINGS

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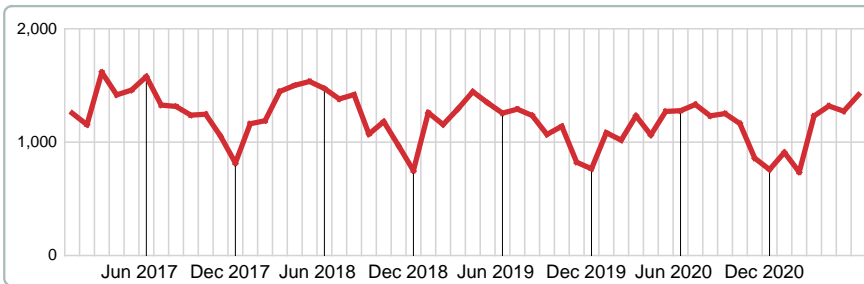
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,400

High Mar 2017 1,616 Low Feb 2021 736

New Listings this month at **1,418**
above the 5 yr JUN average of **1,400**



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	139	9.80%	78	54	7	0
\$100,001 - \$150,000	168	11.85%	48	113	6	1
\$150,001 - \$175,000	136	9.59%	15	109	11	1
\$175,001 - \$250,000	386	27.22%	30	265	83	8
\$250,001 - \$325,000	218	15.37%	8	83	119	8
\$325,001 - \$475,000	230	16.22%	3	55	146	26
\$475,001 and up	141	9.94%	3	30	67	41
Total New Listed Units	1,418		185	709	439	85
Total New Listed Volume	401,465,804	100%	25.15M	158.43M	166.37M	51.52M
Average New Listed Listing Price	\$269,083		\$135,937	\$223,462	\$378,967	\$606,071

June 2021



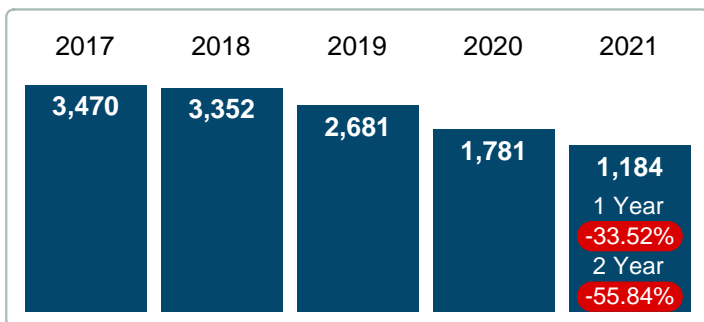
Area Delimited by County Of Tulsa - Residential Property Type



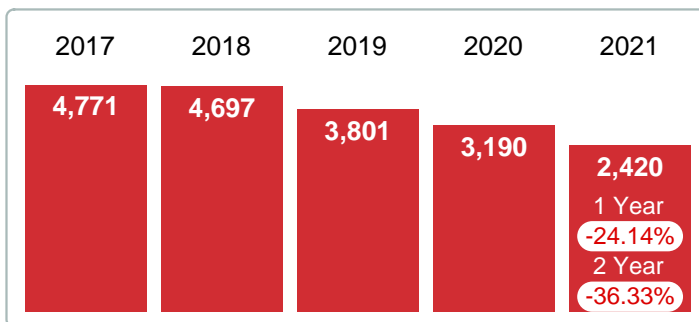
ACTIVE INVENTORY

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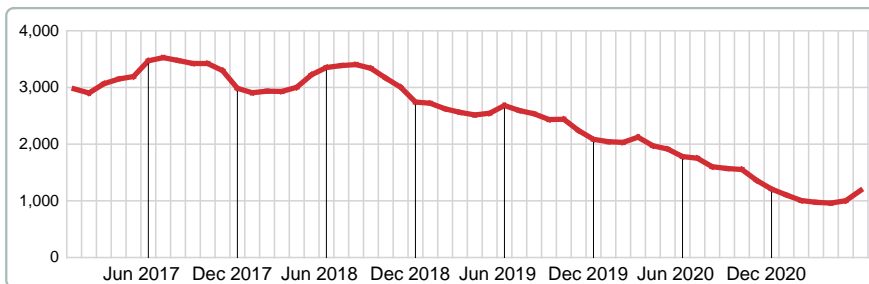
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

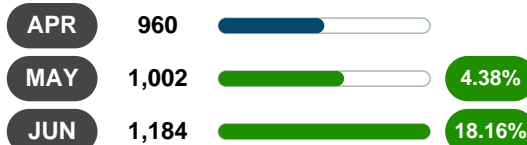


3 MONTHS

5 year JUN AVG = 2,494

High Jul 2017 3,526 Low Apr 2021 960

Inventory this month at **1,184**
 below the 5 yr JUN average of **2,494**



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	90	7.60%	99.4	53	31	6	0
\$75,001 - \$150,000	175	14.78%	42.3	62	106	7	0
\$150,001 - \$200,000	181	15.29%	37.2	28	132	21	0
\$200,001 - \$350,000	295	24.92%	37.1	29	133	118	15
\$350,001 - \$475,000	164	13.85%	54.2	5	55	92	12
\$475,001 - \$725,000	150	12.67%	66.8	3	29	82	36
\$725,001 and up	129	10.90%	74.8	0	16	54	59
Total Active Inventory by Units	1,184			180	502	380	122
Total Active Inventory by Volume	472,910,352	100%	52.9	25.81M	130.43M	193.07M	123.60M
Average Active Inventory Listing Price	\$399,418			\$143,384	\$259,830	\$508,068	\$1,013,122

June 2021



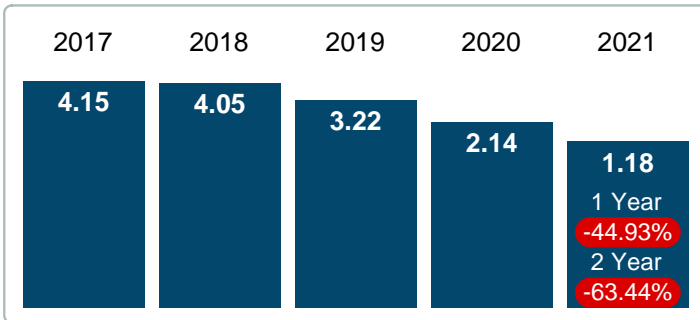
Area Delimited by County Of Tulsa - Residential Property Type



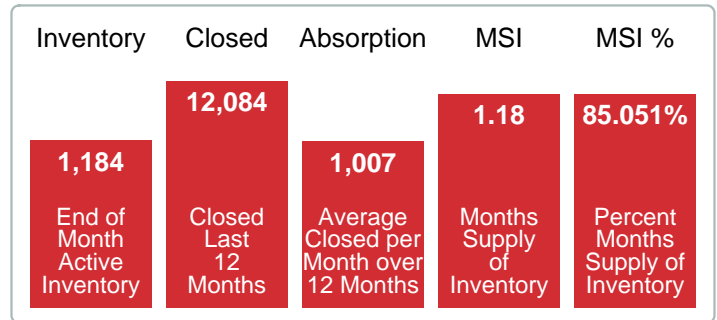
MONTHS SUPPLY of INVENTORY (MSI)

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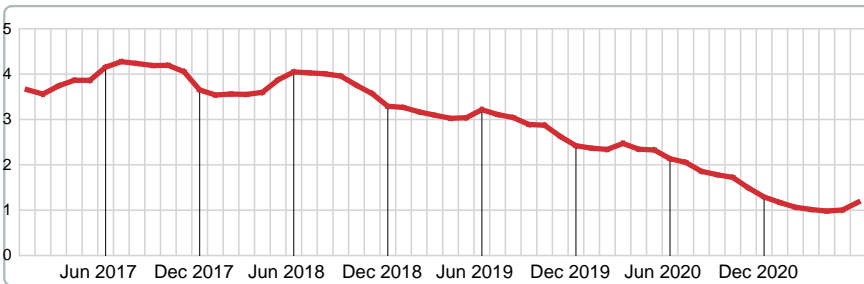
MSI FOR JUNE



INDICATORS FOR JUNE 2021

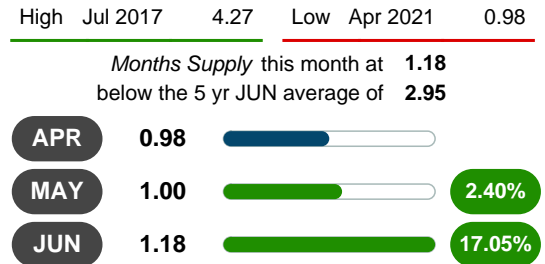


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 2.95



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	90	7.60%	1.46	1.56	1.31	1.64	0.00
\$75,001 - \$150,000	175	14.78%	0.98	1.55	0.86	0.49	0.00
\$150,001 - \$200,000	181	15.29%	0.87	2.05	0.84	0.61	0.00
\$200,001 - \$350,000	295	24.92%	0.79	1.75	0.80	0.71	0.65
\$350,001 - \$475,000	164	13.85%	1.51	1.94	2.11	1.47	0.70
\$475,001 - \$725,000	150	12.67%	2.73	4.00	3.31	2.67	2.45
\$725,001 and up	129	10.90%	5.51	0.00	7.38	4.29	7.01
Market Supply of Inventory (MSI)	1.18			1.67	0.99	1.17	1.82
Total Active Inventory by Units	1,184		100%	180	502	380	122

June 2021



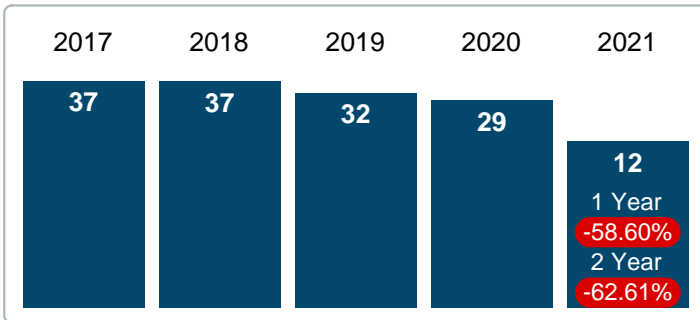
Area Delimited by County Of Tulsa - Residential Property Type



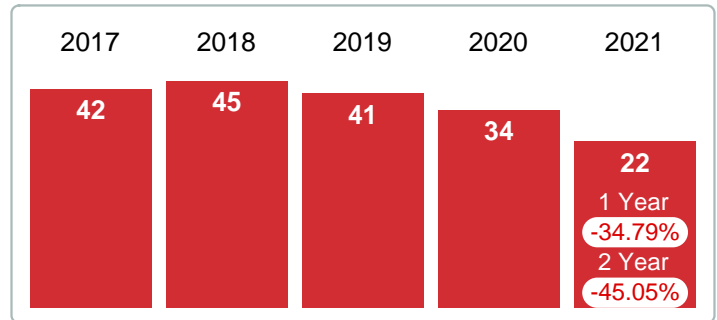
AVERAGE DAYS ON MARKET TO SALE

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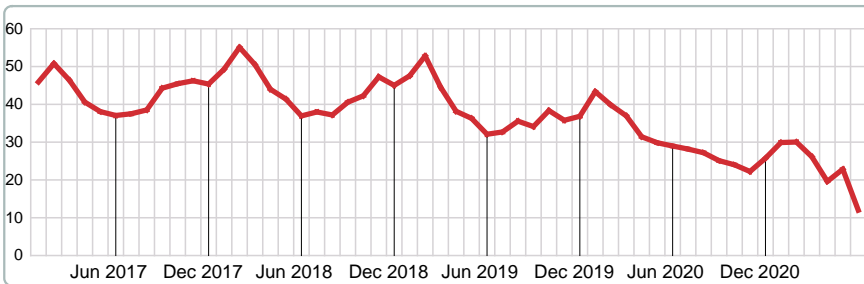
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

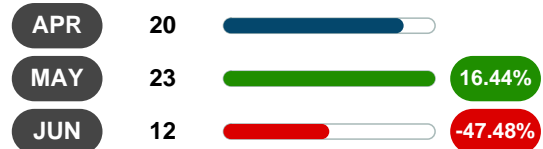


3 MONTHS

5 year JUN AVG = 29

High Feb 2018 55 Low Jun 2021 12

Average Days on Market to Sale this month at 12 below the 5 yr JUN average of 29



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	8.74%	16	19	13	6	6
\$100,001 - \$150,000	9.34%	8	14	6	6	0
\$150,001 - \$200,000	19.61%	5	7	5	4	18
\$200,001 - \$250,000	18.76%	8	18	7	5	10
\$250,001 - \$325,000	18.68%	10	11	11	10	7
\$325,001 - \$475,000	14.69%	19	42	29	13	18
\$475,001 and up	10.19%	26	5	22	22	37
Average Closed DOM		12	17	9	12	22
Total Closed Units	100%	1,178	139	583	372	84
Total Closed Volume		332,091,244	20.80M	129.81M	140.16M	41.33M

June 2021



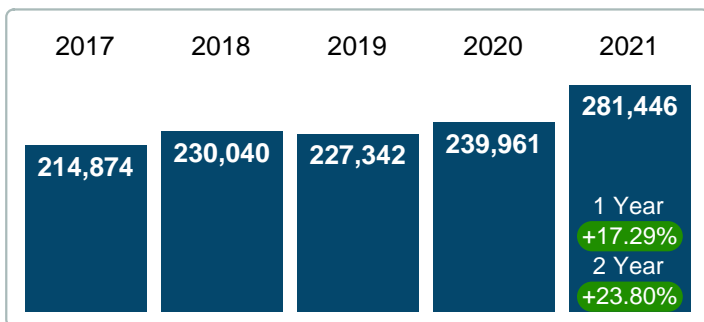
Area Delimited by County Of Tulsa - Residential Property Type



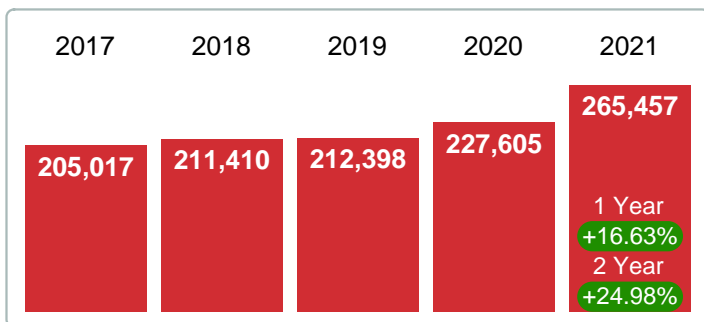
AVERAGE LIST PRICE AT CLOSING

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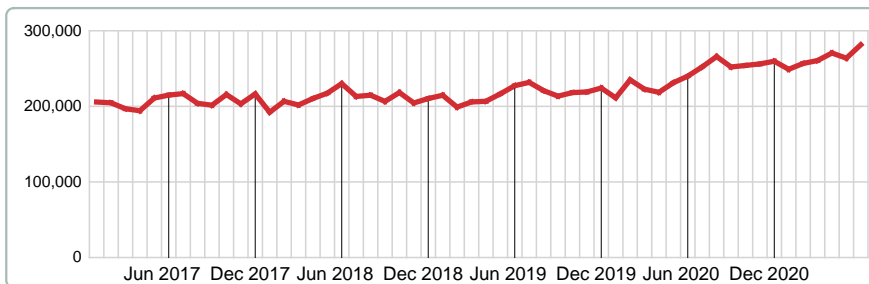
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 238,732

High Jun 2021 281,446 Low Jan 2018 192,234

Average List Price at Closing this month at **281,446**
above the 5 yr JUN average of **238,732**

- APR 270,565
- MAY 263,746 -2.52%
- JUN 281,446 6.71%

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	8.49%	72,339	72,125	75,138	74,650	99,900
\$100,001 - \$150,000	11.12%	130,192	123,730	129,851	129,358	0
\$150,001 - \$200,000	20.88%	177,758	172,563	172,414	176,421	175,000
\$200,001 - \$250,000	17.83%	229,099	227,821	219,070	225,249	238,300
\$250,001 - \$325,000	16.98%	286,811	280,500	281,768	282,210	294,856
\$325,001 - \$475,000	14.69%	385,548	394,638	373,789	384,283	397,812
\$475,001 and up	10.02%	774,176	531,518	683,869	793,211	777,037
Average List Price		281,446	151,721	219,885	377,697	497,118
Total Closed Units	100%	281,446	139	583	372	84
Total Closed Volume		331,543,137	21.09M	128.19M	140.50M	41.76M

June 2021



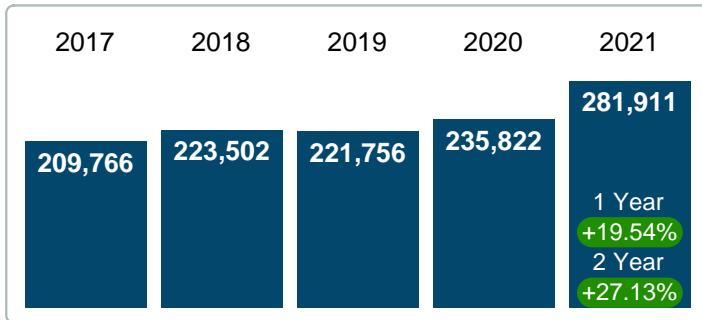
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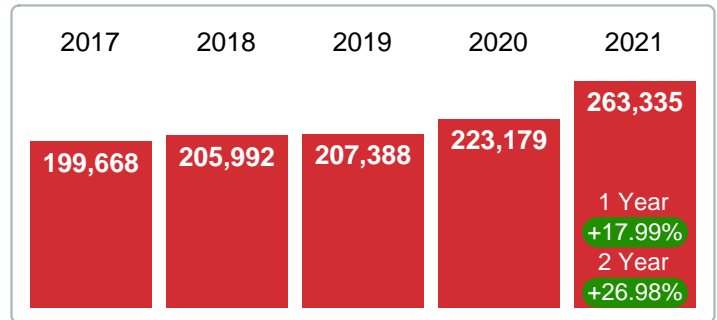
AVERAGE SOLD PRICE AT CLOSING

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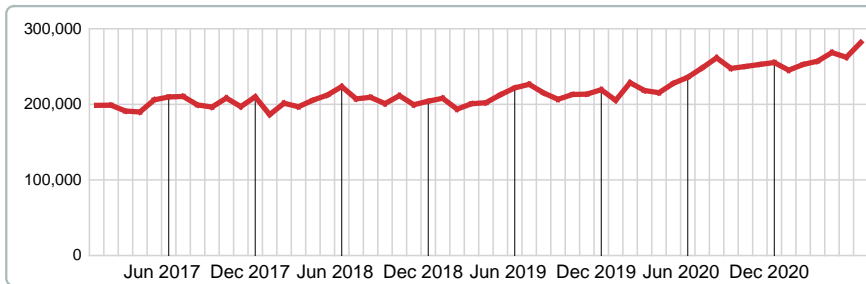
JUNE



YEAR TO DATE (YTD)

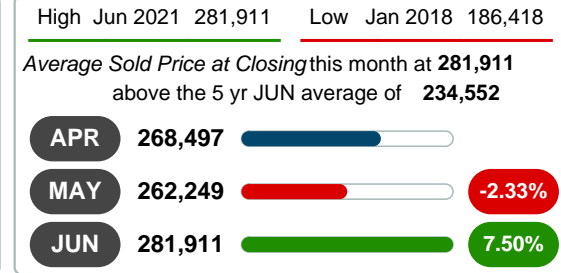


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 234,552



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 103	8.74%	70,428	69,077	72,791	66,067	100,000
\$100,001 - \$150,000 110	9.34%	129,633	122,336	132,003	130,420	0
\$150,001 - \$200,000 231	19.61%	176,030	171,253	176,471	176,675	170,650
\$200,001 - \$250,000 221	18.76%	225,997	225,014	224,526	227,996	238,417
\$250,001 - \$325,000 220	18.68%	286,157	280,900	284,059	286,444	299,332
\$325,001 - \$475,000 173	14.69%	384,768	395,034	373,524	386,283	395,961
\$475,001 and up 120	10.19%	753,748	533,185	674,991	777,179	763,281
Average Sold Price		281,911	149,653	222,651	376,768	491,981
Total Closed Units	100%	1,178	139	583	372	84
Total Closed Volume		332,091,244	20.80M	129.81M	140.16M	41.33M

June 2021



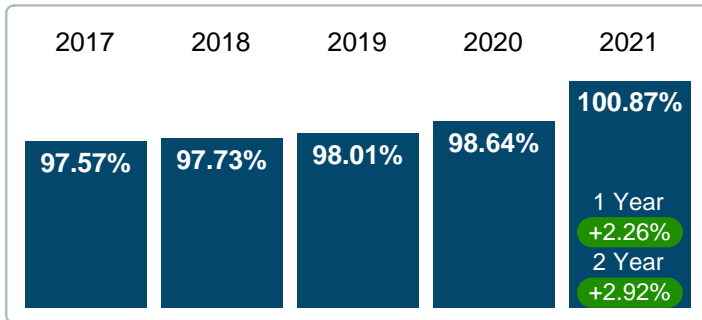
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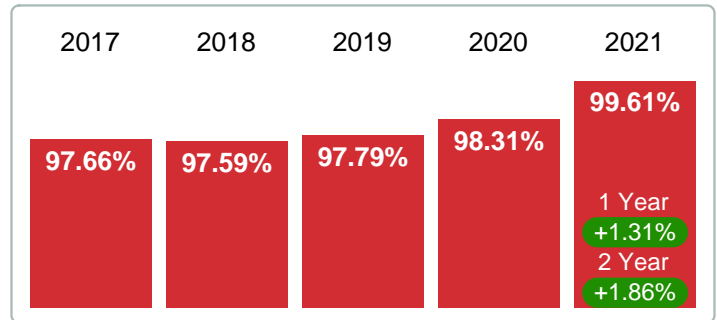
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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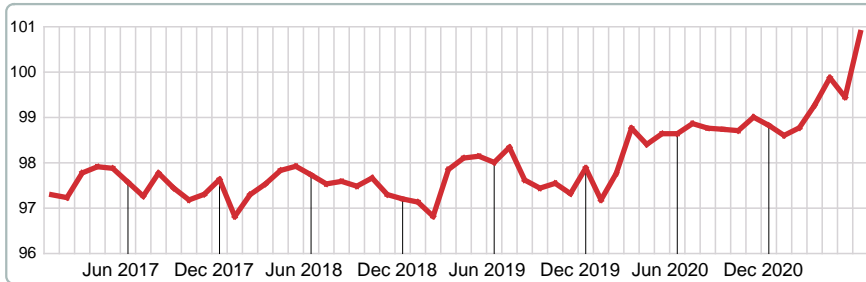
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

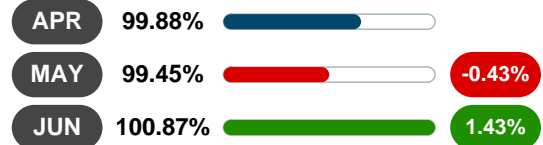


3 MONTHS

5 year JUN AVG = 98.57%

High Jun 2021 100.87% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **100.87%**
above the 5 yr JUN average of **98.57%**



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	103	8.74%	96.79%	96.23%	99.32%	87.58%	100.10%
\$100,001 - \$150,000	110	9.34%	101.33%	99.23%	102.03%	101.42%	0.00%
\$150,001 - \$200,000	231	19.61%	101.95%	99.37%	102.48%	100.28%	97.58%
\$200,001 - \$250,000	221	18.76%	101.96%	98.92%	102.79%	101.39%	100.25%
\$250,001 - \$325,000	220	18.68%	101.35%	100.29%	101.00%	101.66%	101.91%
\$325,001 - \$475,000	173	14.69%	100.33%	100.35%	100.02%	100.66%	99.62%
\$475,001 and up	120	10.19%	99.79%	100.34%	98.73%	99.83%	100.19%
Average Sold/List Ratio		100.90%		98.00%	101.76%	100.70%	100.23%
Total Closed Units		1,178	100%	139	583	372	84
Total Closed Volume		332,091,244		20.80M	129.81M	140.16M	41.33M

June 2021



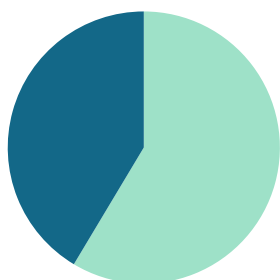
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

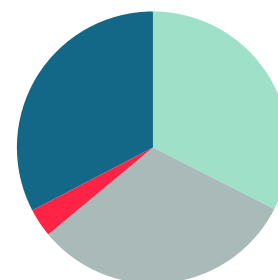


Inventory
 New Listings
1,418 = 58.60%
 Start Inventory
1,002
 Total Inventory Units
2,420
 Volume
\$842,822,124

Market Activity

Closed Sales
1,178 = 32.47%
 Pending Sales
1,143 = 31.50%
 Other Off Market
123 = 3.39%
 Active Inventory
1,184 = 32.64%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,064	1,178	10.71%	4,787	5,642	17.86%
Pending Sales	1,192	1,143	-4.11%	5,664	6,265	10.61%
New Listings	1,277	1,418	11.04%	6,944	6,886	-0.84%
Average List Price	239,961	281,446	17.29%	227,605	265,457	16.63%
Average Sale Price	235,822	281,911	19.54%	223,179	263,335	17.99%
Average Percent of Selling Price to List Price	98.64%	100.87%	2.26%	98.31%	99.61%	1.31%
Average Days on Market to Sale	28.98	12.00	-58.60%	34.20	22.30	-34.79%
Monthly Inventory	1,792	1,184	-33.93%	1,792	1,184	-33.93%
Months Supply of Inventory	2.15	1.18	-45.27%	2.15	1.18	-45.27%

Absorption: Last 12 months, an Average of **1,007** Sales/Month

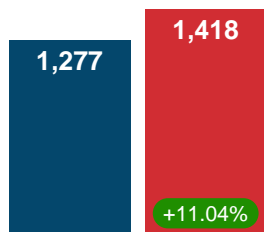
Inventory on June 30, 2021 = 1,184

2020 2021

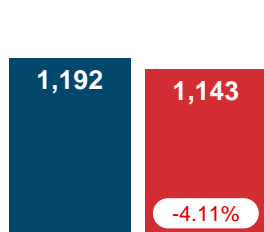
JUNE MARKET

AVERAGE PRICES

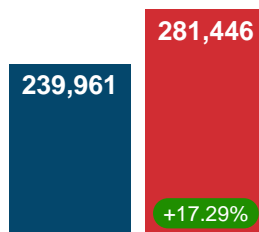
New Listings



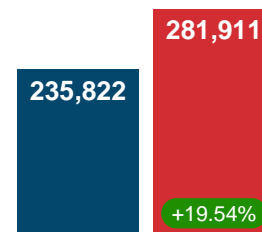
Pending Listings



List Price



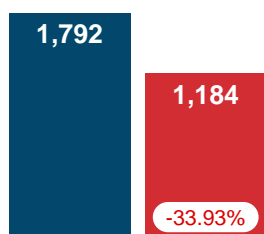
Sale Price



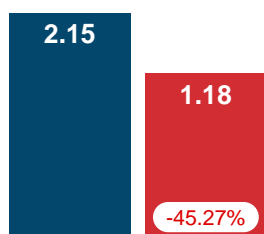
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

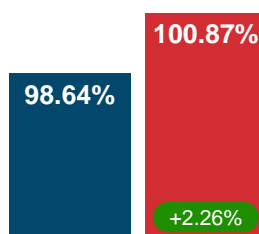
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

