

June 2021



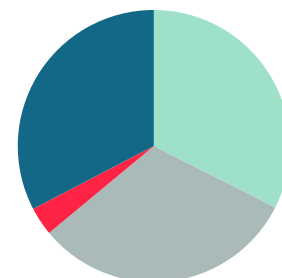
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	204,586	230,000	12.42%
Median Sale Price	203,474	234,978	15.48%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	4.00	-60.00%
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.

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 **15.48%** in June 2021 to \$234,978 versus the previous year at \$203,474.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 6.00 days or **60.00%** in June 2021 compared to last year's same month at **10.00** DOM.

Sales Success for June 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 1,418 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

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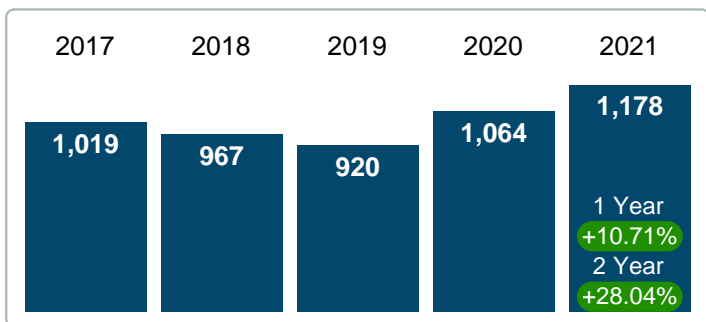
Area Delimited by County Of Tulsa - Residential Property Type



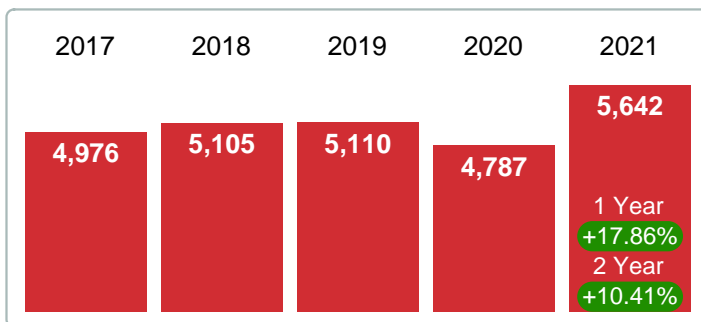
CLOSED LISTINGS

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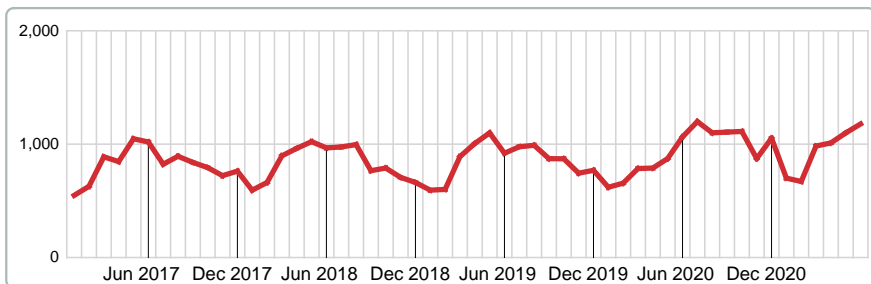
JUNE



YEAR TO DATE (YTD)

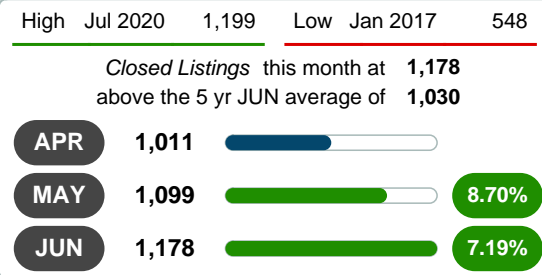


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,030



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	103	8.74%	6.0	62	34	6	1
\$100,001 - \$150,000	110	9.34%	4.0	25	73	12	0
\$150,001 - \$200,000	231	19.61%	3.0	16	187	24	4
\$200,001 - \$250,000	221	18.76%	3.0	19	129	67	6
\$250,001 - \$325,000	220	18.68%	4.0	6	99	99	16
\$325,001 - \$475,000	173	14.69%	5.0	8	45	95	25
\$475,001 and up	120	10.19%	11.5	3	16	69	32
Total Closed Units	1,178			139	583	372	84
Total Closed Volume	332,091,244	100%	4.0	20.80M	129.81M	140.16M	41.33M
Median Closed Price	\$234,978			\$107,500	\$200,000	\$305,000	\$398,750

June 2021



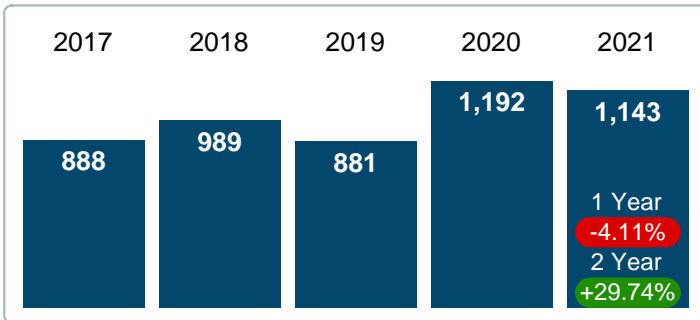
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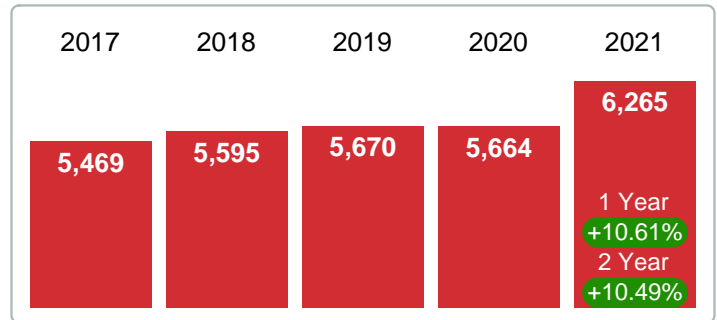
PENDING LISTINGS

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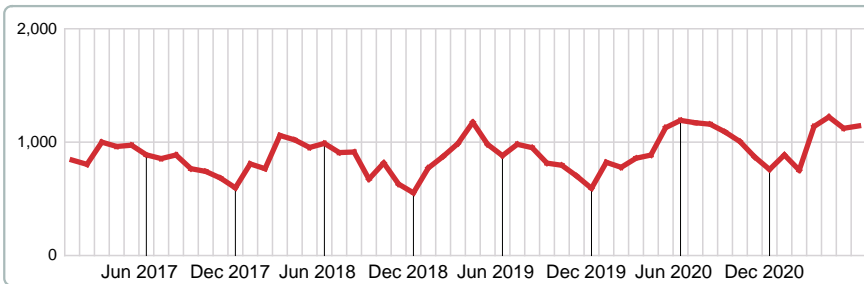
JUNE



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	120	10.50%	7.0	67	46	7	0
\$100,001 - \$150,000	134	11.72%	5.0	35	93	5	1
\$150,001 - \$175,000	103	9.01%	5.0	7	84	11	1
\$175,001 - \$250,000	316	27.65%	5.0	24	220	65	7
\$250,001 - \$325,000	192	16.80%	6.0	9	80	95	8
\$325,001 - \$425,000	144	12.60%	5.0	3	47	80	14
\$425,001 and up	134	11.72%	11.5	2	27	64	41
Total Pending Units	1,143			147	597	327	72
Total Pending Volume	311,752,632	100%	6.0	19.55M	133.31M	117.04M	41.85M
Median Listing Price	\$225,000			\$110,000	\$198,500	\$309,000	\$449,750

June 2021



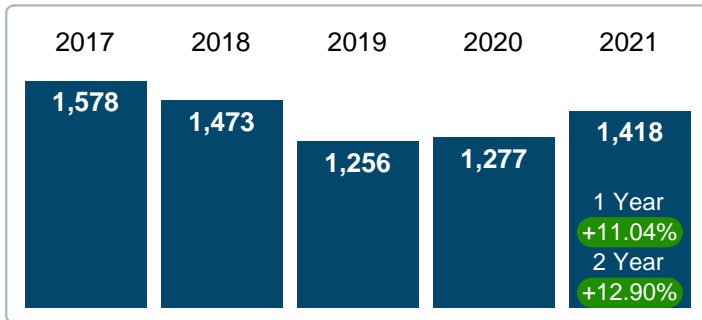
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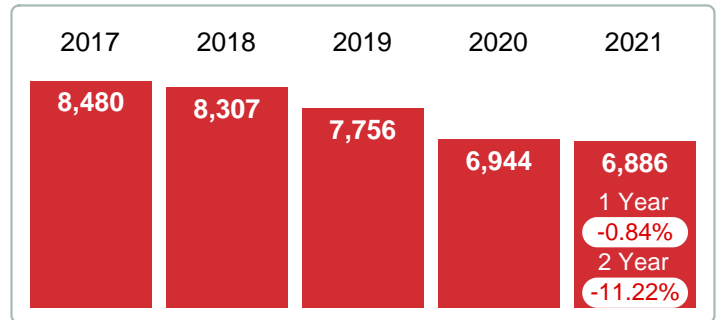
NEW LISTINGS

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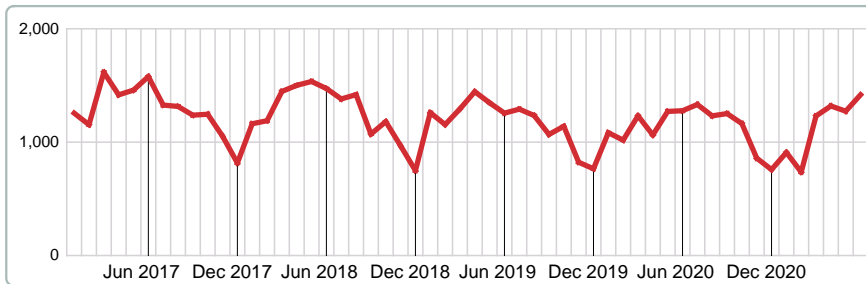
JUNE



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
Median New Listed Listing Price	\$225,000		\$118,000	\$192,500	\$318,920	\$475,000

June 2021



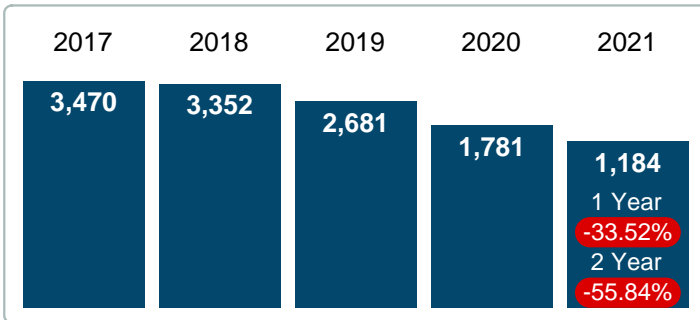
Area Delimited by County Of Tulsa - Residential Property Type



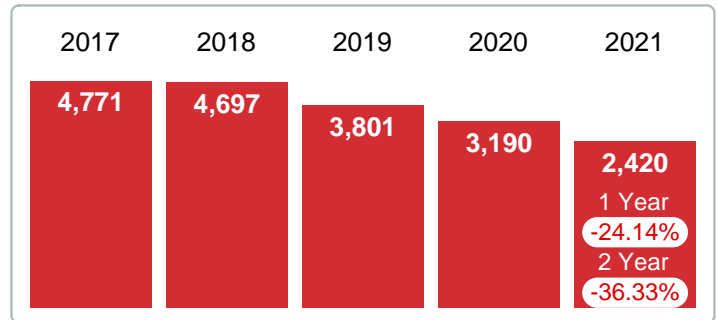
ACTIVE INVENTORY

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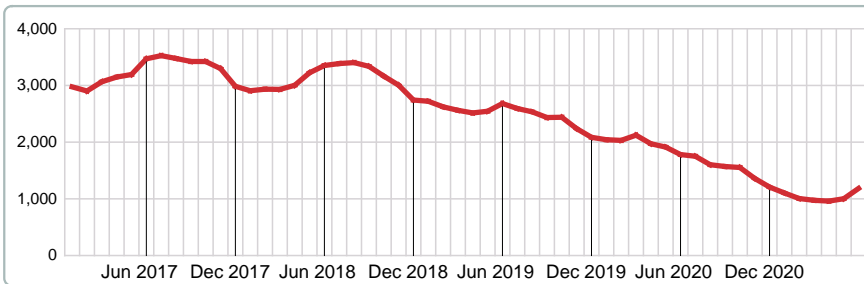
END OF JUNE



ACTIVE DURING JUNE

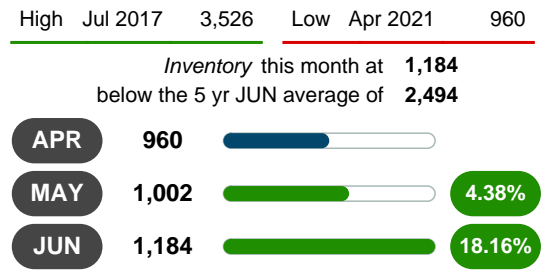


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 2,494



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	90	7.60%	47.0	53	31	6	0
\$75,001 - \$150,000	175	14.78%	26.0	62	106	7	0
\$150,001 - \$200,000	181	15.29%	19.0	28	132	21	0
\$200,001 - \$350,000	295	24.92%	15.0	29	133	118	15
\$350,001 - \$475,000	164	13.85%	34.0	5	55	92	12
\$475,001 - \$725,000	150	12.67%	51.0	3	29	82	36
\$725,001 and up	129	10.90%	51.0	0	16	54	59
Total Active Inventory by Units	1,184			180	502	380	122
Total Active Inventory by Volume	472,910,352	100%	28.0	25.81M	130.43M	193.07M	123.60M
Median Active Inventory Listing Price	\$267,950			\$119,000	\$198,816	\$398,250	\$699,450

June 2021



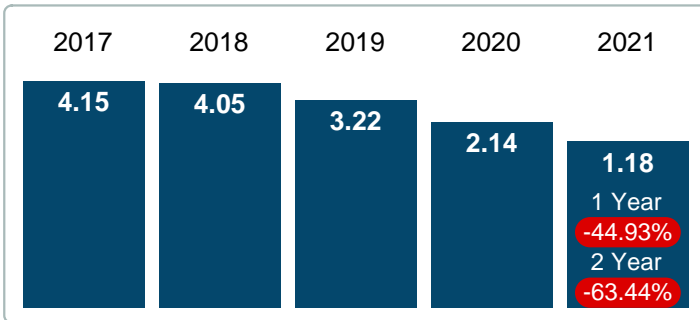
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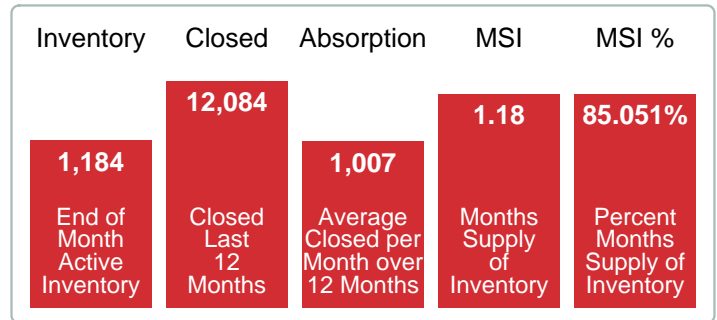
MONTHS SUPPLY of INVENTORY (MSI)

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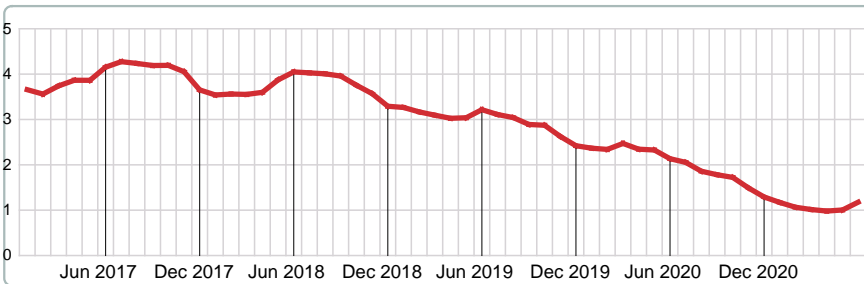
MSI FOR JUNE



INDICATORS FOR JUNE 2021

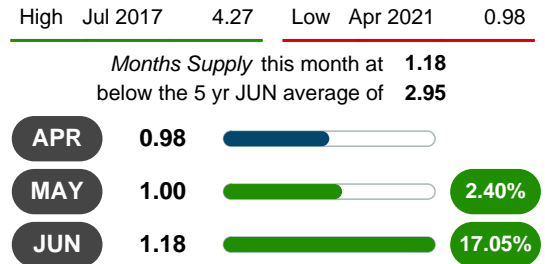


5 YEAR MARKET ACTIVITY TRENDS



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



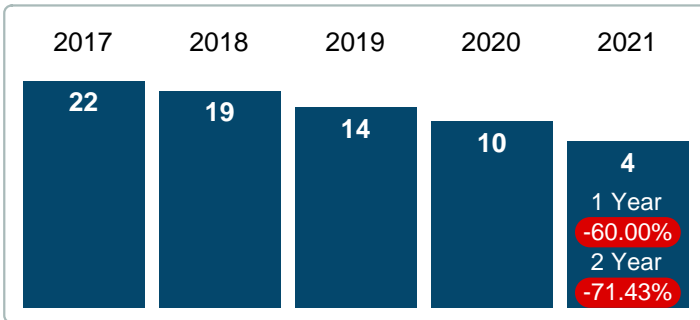
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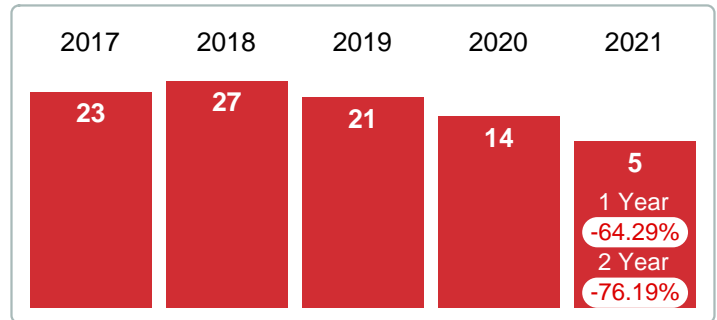
MEDIAN DAYS ON MARKET TO SALE

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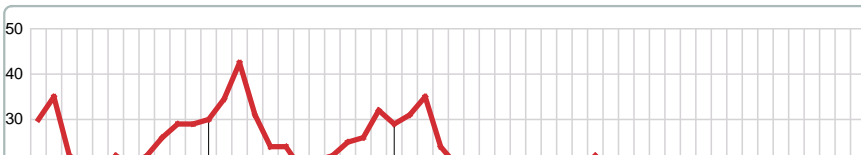
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 14

High Feb 2018 43 Low Jun 2021 4

Median Days on Market to Sale this month at 4 below the 5 yr JUN average of 14

APR 4
MAY 4
JUN 4

0.00%

0.00%

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 103	8.74%	6	8	3	4	6	
\$100,001 - \$150,000 110	9.34%	4	6	3	4	0	
\$150,001 - \$200,000 231	19.61%	3	4	3	3	15	
\$200,001 - \$250,000 221	18.76%	3	4	3	3	11	
\$250,001 - \$325,000 220	18.68%	4	5	3	4	5	
\$325,001 - \$475,000 173	14.69%	5	26	7	4	4	
\$475,001 and up 120	10.19%	12	4	13	10	16	
Median Closed DOM		4	7	3	4	7	
Total Closed Units	1,178	100%	4.0	139	583	372	84
Total Closed Volume	332,091,244			20.80M	129.81M	140.16M	41.33M

June 2021



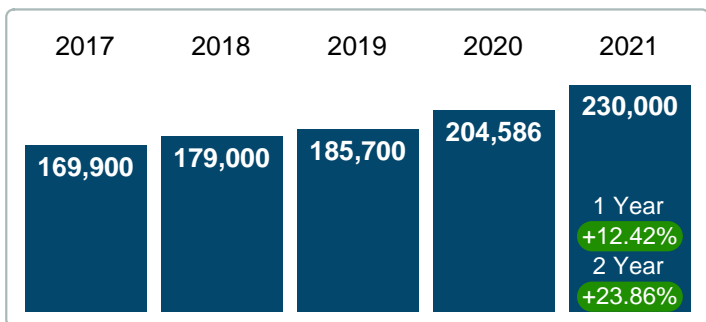
Area Delimited by County Of Tulsa - Residential Property Type



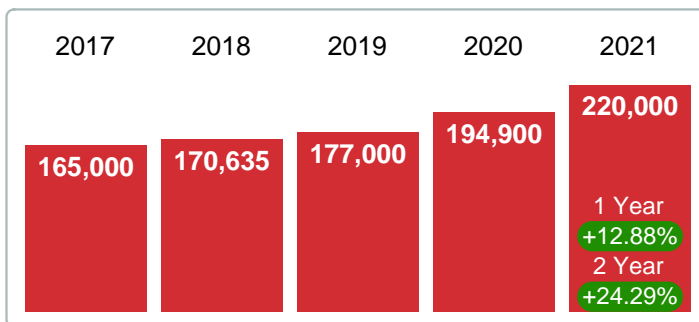
MEDIAN LIST PRICE AT CLOSING

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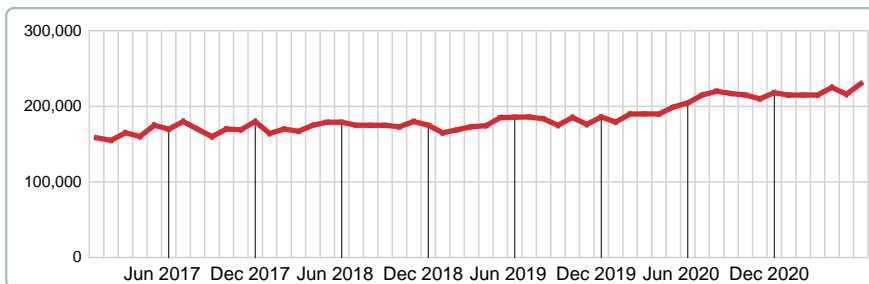
JUNE



YEAR TO DATE (YTD)

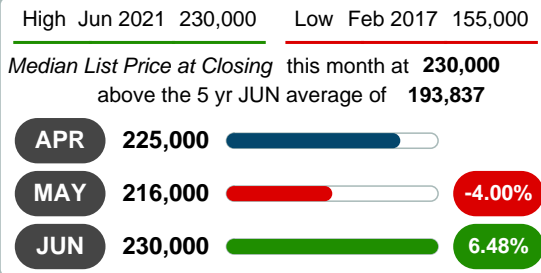


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 193,837



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	8.49%	72,000	69,500	77,000	72,000	99,900
\$100,001 - \$150,000	11.12%	130,000	124,900	134,900	135,000	0
\$150,001 - \$200,000	20.88%	179,250	169,900	179,000	184,450	170,500
\$200,001 - \$250,000	17.83%	229,700	228,500	229,000	234,450	229,000
\$250,001 - \$325,000	16.98%	285,000	285,000	285,000	289,381	289,000
\$325,001 - \$475,000	14.69%	380,000	392,200	363,500	384,900	394,500
\$475,001 and up	10.02%	634,238	525,000	637,500	647,000	620,000
Median List Price		230,000	115,000	192,000	299,900	404,950
Total Closed Units	100%	230,000	139	583	372	84
Total Closed Volume		331,543,137	21.09M	128.19M	140.50M	41.76M

June 2021



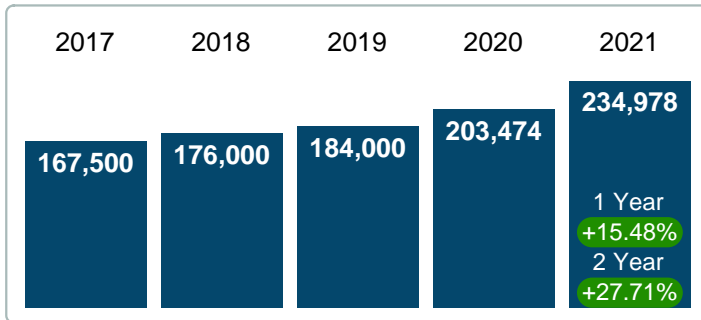
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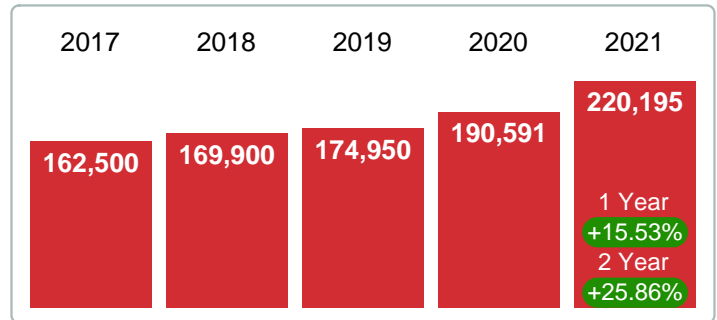
MEDIAN SOLD PRICE AT CLOSING

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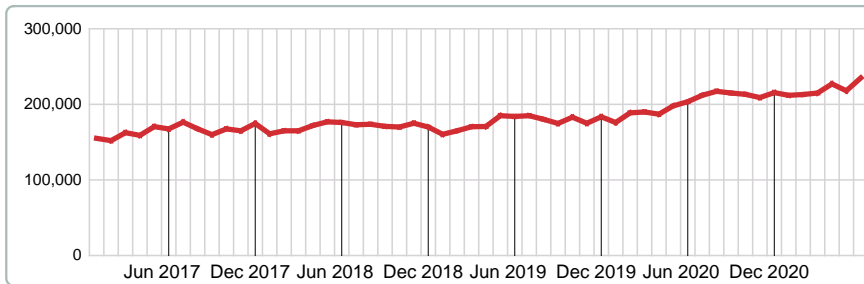
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

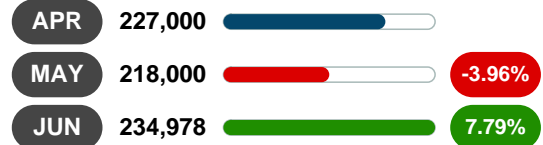


3 MONTHS

5 year JUN AVG = 193,190

High Jun 2021 234,978 Low Feb 2017 152,000

Median Sold Price at Closing this month at **234,978**
above the 5 yr JUN average of **193,190**



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	8.74%	71,000	65,000	75,000	65,000	100,000
\$100,001 - \$150,000	9.34%	130,000	125,000	131,000	132,800	0
\$150,001 - \$200,000	19.61%	176,000	167,450	176,500	182,500	169,500
\$200,001 - \$250,000	18.76%	225,000	222,500	225,000	232,000	240,750
\$250,001 - \$325,000	18.68%	284,950	277,000	282,000	284,000	307,500
\$325,001 - \$475,000	14.69%	379,900	397,400	362,000	380,000	394,000
\$475,001 and up	10.19%	641,250	525,000	618,500	645,000	622,500
Median Sold Price		234,978	107,500	200,000	305,000	398,750
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



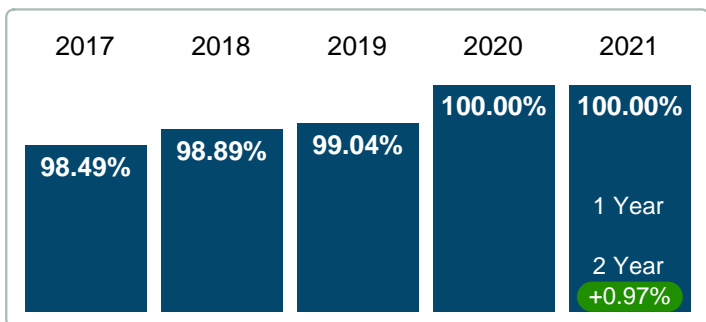
Area Delimited by County Of Tulsa - Residential Property Type



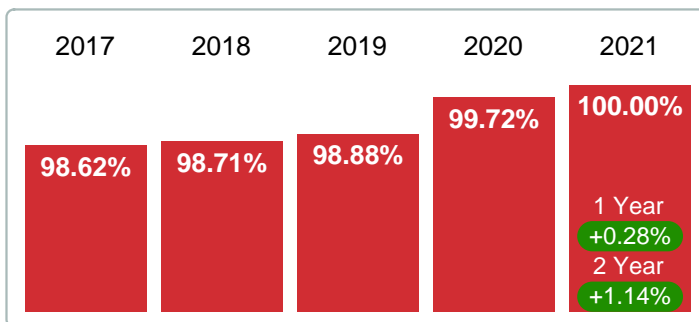
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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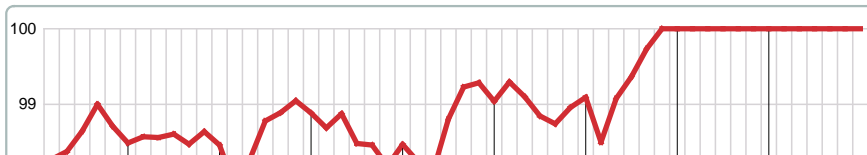
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99.28%

High Jun 2021 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JUN average of **99.28%**

APR 100.00%
MAY 100.00%
JUN 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	103	8.74%	98.70%	97.67%	100.00%	89.88%	100.10%
\$100,001 - \$150,000	110	9.34%	100.00%	99.64%	101.82%	100.00%	0.00%
\$150,001 - \$200,000	231	19.61%	101.37%	100.00%	102.12%	100.00%	97.42%
\$200,001 - \$250,000	221	18.76%	100.51%	100.00%	102.22%	100.04%	100.63%
\$250,001 - \$325,000	220	18.68%	101.00%	101.28%	100.90%	101.09%	101.77%
\$325,001 - \$475,000	173	14.69%	100.00%	100.00%	100.00%	100.00%	100.02%
\$475,001 and up	120	10.19%	99.55%	100.00%	99.86%	99.61%	98.84%
Median Sold/List Ratio		100.00%		100.00%	100.83%	100.00%	100.00%
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



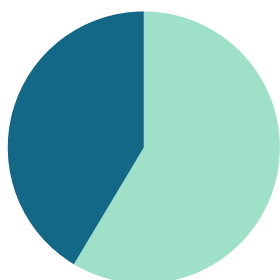
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

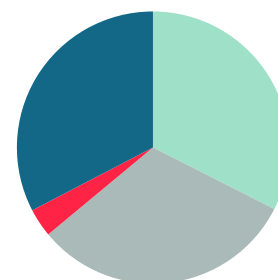


Inventory
 New Listings
1,418 = 58.60%
 Start Inventory
1,002
 Total Inventory Units
2,420
 Volume
\$842,822,124

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%
Median List Price	204,586	230,000	12.42%	194,900	220,000	12.88%
Median Sale Price	203,474	234,978	15.48%	190,591	220,195	15.53%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.72%	100.00%	0.28%
Median Days on Market to Sale	10.00	4.00	-60.00%	14.00	5.00	-64.29%
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

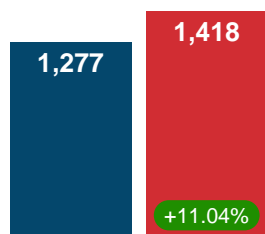
Inventory on June 30, 2021 = 1,184

2020 **2021**

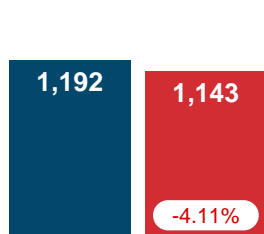
JUNE MARKET

MEDIAN PRICES

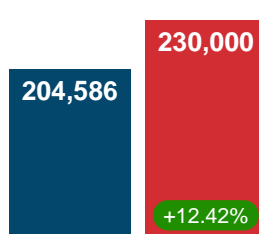
New Listings



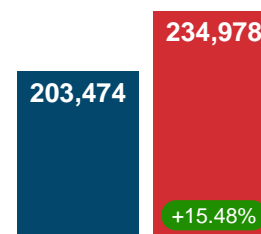
Pending Listings



List Price



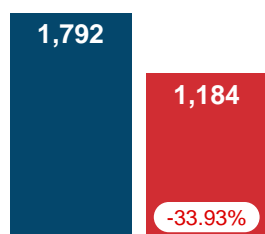
Sale Price



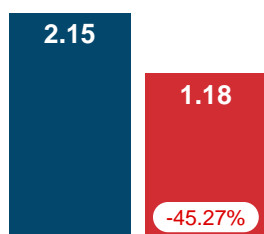
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

