

# May 2021



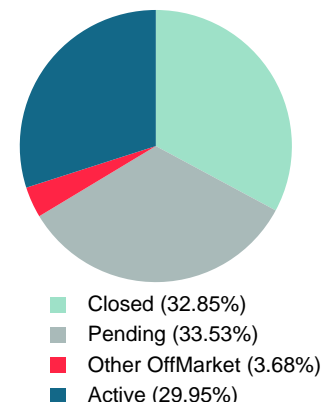
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	873	1,099	25.89%
Pending Listings	1,128	1,122	-0.53%
New Listings	1,271	1,273	0.16%
Average List Price	231,198	263,746	14.08%
Average Sale Price	227,771	262,249	15.14%
Average Percent of Selling Price to List Price	98.64%	99.45%	0.82%
Average Days on Market to Sale	29.85	22.84	-23.47%
End of Month Inventory	1,919	1,002	-47.79%
Months Supply of Inventory	2.33	1.00	-56.96%



**Absorption:** Last 12 months, an Average of **998** Sales/Month  
**Active Inventory** as of May 31, 2021 = **1,002**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2021 decreased **47.79%** to 1,002 existing homes available for sale. Over the last 12 months this area has had an average of 998 closed sales per month. This represents an unsold inventory index of **1.00** 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 **15.14%** in May 2021 to \$262,249 versus the previous year at \$227,771.

#### Average Days on Market Shortens

The average number of **22.84** days that homes spent on the market before selling decreased by 7.00 days or **23.47%** in May 2021 compared to last year's same month at **29.85** DOM.

#### Sales Success for May 2021 is Positive

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

There were 1,273 New Listings in May 2021, up **0.16%** from last year at 1,271. Furthermore, there were 1,099 Closed Listings this month versus last year at 873, a **25.89%** increase.

Closed versus Listed trends yielded a **86.3%** ratio, up from previous year's, May 2020, at **68.7%**, a **25.69%** upswing. 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

# May 2021



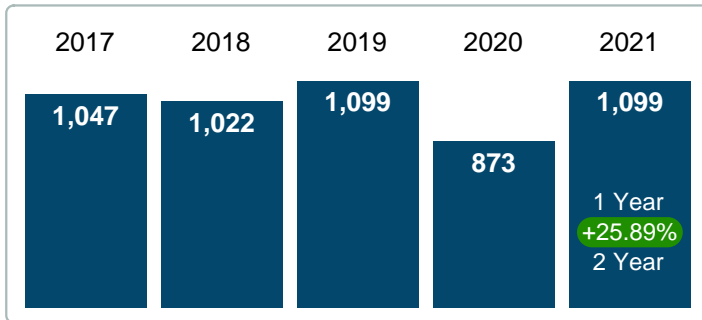
Area Delimited by County Of Tulsa - Residential Property Type



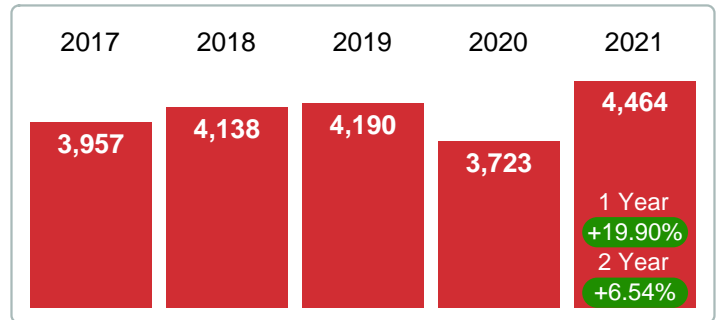
## CLOSED LISTINGS

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

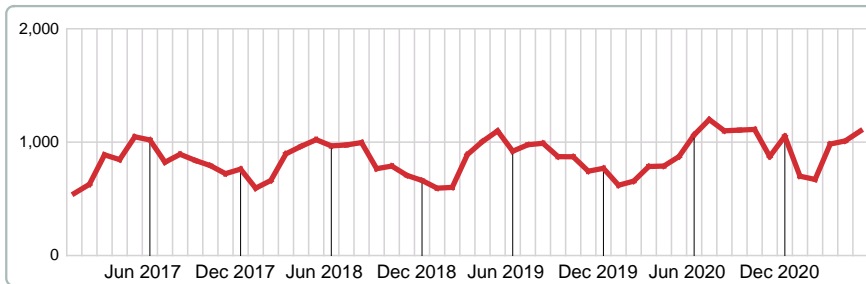
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,028

High Jul 2020 1,199 Low Jan 2017 548

Closed Listings this month at **1,099**  
above the 5 yr MAY average of **1,028**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	87	7.92%	118.7	34	48	5	0
\$50,001 - \$125,000	128	11.65%	16.0	56	63	9	0
\$125,001 - \$175,000	163	14.83%	8.1	16	118	29	0
\$175,001 - \$250,000	287	26.11%	6.9	23	189	72	3
\$250,001 - \$325,000	173	15.74%	11.1	5	74	86	8
\$325,001 - \$425,000	138	12.56%	19.1	7	36	71	24
\$425,001 and up	123	11.19%	39.5	2	20	59	42
<b>Total Closed Units</b>	<b>1,099</b>			<b>143</b>	<b>548</b>	<b>331</b>	<b>77</b>
<b>Total Closed Volume</b>	<b>288,211,839</b>	<b>100%</b>	<b>22.8</b>	<b>18.39M</b>	<b>111.72M</b>	<b>111.21M</b>	<b>46.89M</b>
<b>Average Closed Price</b>	<b>\$262,249</b>			<b>\$128,587</b>	<b>\$203,871</b>	<b>\$335,986</b>	<b>\$608,976</b>

# May 2021



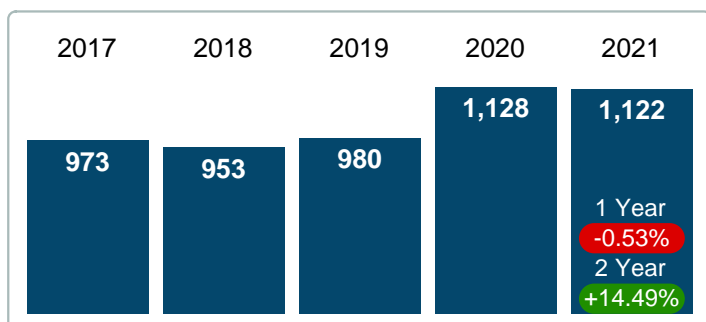
Area Delimited by County Of Tulsa - Residential Property Type



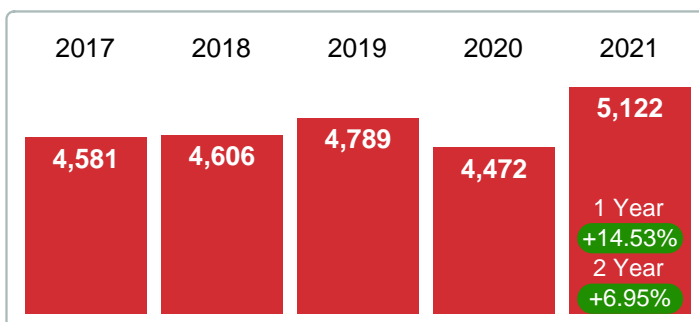
## PENDING LISTINGS

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

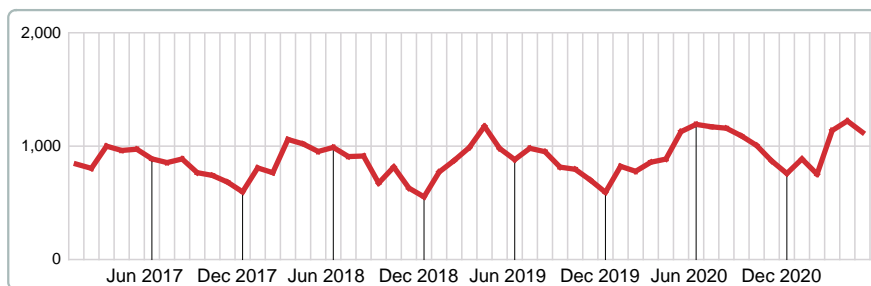
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

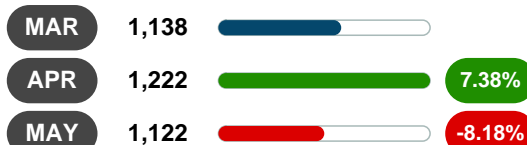


### 3 MONTHS

5 year MAY AVG = 1,031

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at 1,122 above the 5 yr MAY average of 1,031



### 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	107	9.54%	21.4	62	38	6	1
\$100,001 - \$150,000	129	11.50%	11.5	32	84	13	0
\$150,001 - \$175,000	90	8.02%	12.4	9	71	6	4
\$175,001 - \$250,000	324	28.88%	8.7	24	207	88	5
\$250,001 - \$350,000	208	18.54%	16.0	9	94	93	12
\$350,001 - \$475,000	141	12.57%	26.1	10	30	78	23
\$475,001 and up	123	10.96%	28.3	3	19	61	40
<b>Total Pending Units</b>	<b>1,122</b>			<b>149</b>	<b>543</b>	<b>345</b>	<b>85</b>
<b>Total Pending Volume</b>	<b>313,370,435</b>	<b>100%</b>	<b>15.8</b>	<b>23.34M</b>	<b>119.18M</b>	<b>122.69M</b>	<b>48.16M</b>
<b>Average Listing Price</b>	<b>\$279,179</b>			<b>\$156,650</b>	<b>\$219,480</b>	<b>\$355,634</b>	<b>\$566,567</b>

# May 2021



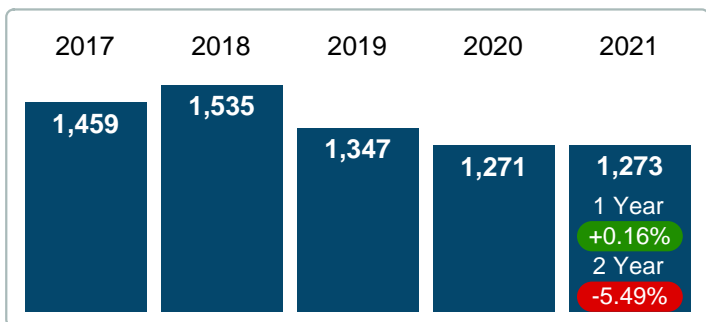
Area Delimited by County Of Tulsa - Residential Property Type



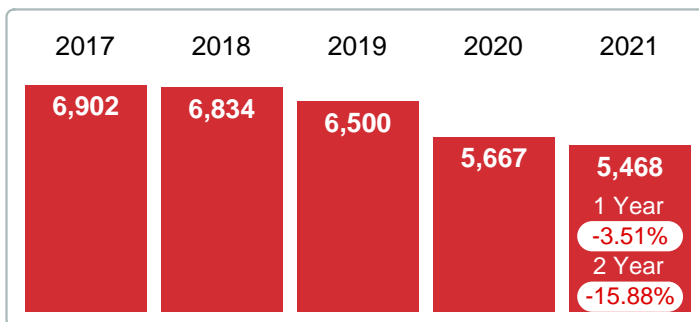
## NEW LISTINGS

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

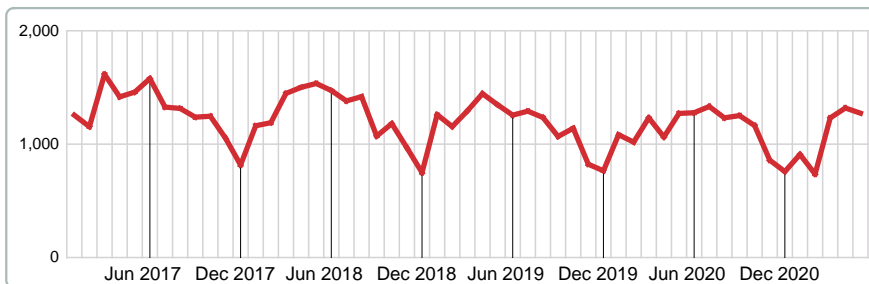
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,377

High Mar 2017 1,616 Low Feb 2021 736

New Listings this month at 1,273 below the 5 yr MAY average of 1,377



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	81	6.36%	43	32	6	0
\$75,001 - \$125,000	134	10.53%	54	69	10	1
\$125,001 - \$175,000	199	15.63%	34	145	19	1
\$175,001 - \$250,000	329	25.84%	31	200	90	8
\$250,001 - \$350,000	231	18.15%	13	102	102	14
\$350,001 - \$500,000	172	13.51%	2	53	95	22
\$500,001 and up	127	9.98%	1	20	67	39
<b>Total New Listed Units</b>	<b>1,273</b>		<b>178</b>	<b>621</b>	<b>389</b>	<b>85</b>
<b>Total New Listed Volume</b>	<b>384,801,291</b>	<b>100%</b>	<b>24.47M</b>	<b>138.84M</b>	<b>154.23M</b>	<b>67.27M</b>
<b>Average New Listed Listing Price</b>	<b>\$268,223</b>		<b>\$137,472</b>	<b>\$223,573</b>	<b>\$396,470</b>	<b>\$791,362</b>

# May 2021



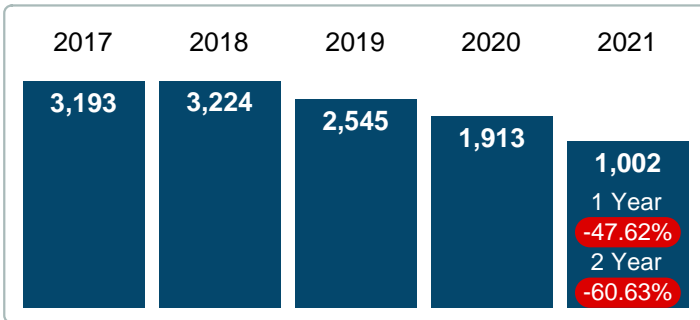
Area Delimited by County Of Tulsa - Residential Property Type



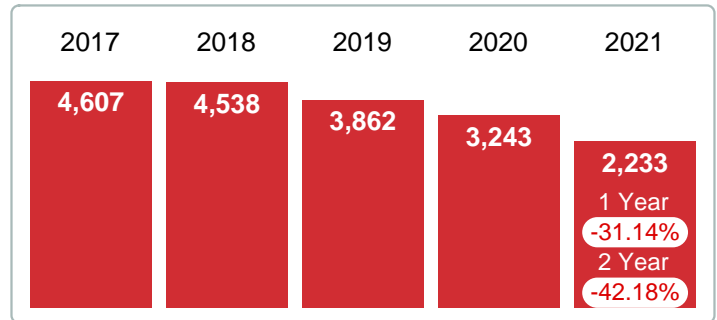
## ACTIVE INVENTORY

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

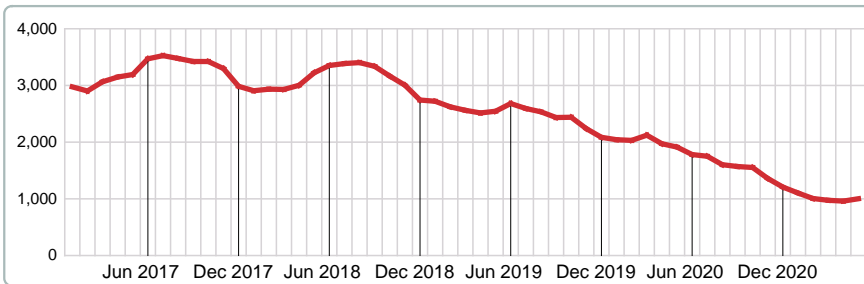
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 2,375

High Jul 2017 3,526 Low Apr 2021 960

Inventory this month at 1,002 below the 5 yr MAY average of 2,375



### 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	89	8.88%	90.0	49	33	7	0
\$75,001 - \$125,000	84	8.38%	40.5	33	46	5	0
\$125,001 - \$200,000	182	18.16%	42.7	44	123	14	1
\$200,001 - \$375,000	270	26.95%	45.4	24	132	96	18
\$375,001 - \$525,000	154	15.37%	68.3	6	53	75	20
\$525,001 - \$850,000	120	11.98%	66.0	0	22	60	38
\$850,001 and up	103	10.28%	87.8	1	9	40	53
<b>Total Active Inventory by Units</b>	<b>1,002</b>			<b>157</b>	<b>418</b>	<b>297</b>	<b>130</b>
<b>Total Active Inventory by Volume</b>	<b>441,356,320</b>	<b>100%</b>	<b>58.8</b>	<b>22.88M</b>	<b>112.93M</b>	<b>165.01M</b>	<b>140.53M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$440,475</b>			<b>\$145,749</b>	<b>\$270,169</b>	<b>\$555,589</b>	<b>\$1,081,027</b>

# May 2021



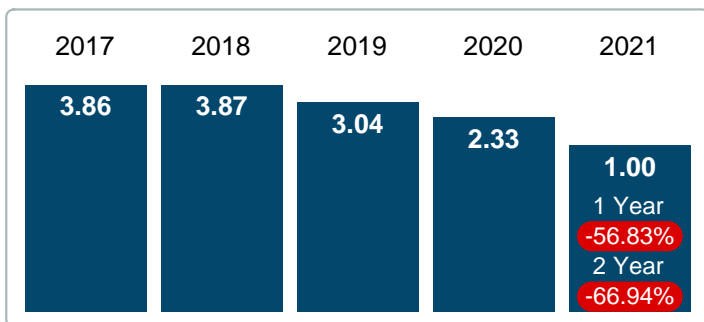
Area Delimited by County Of Tulsa - Residential Property Type



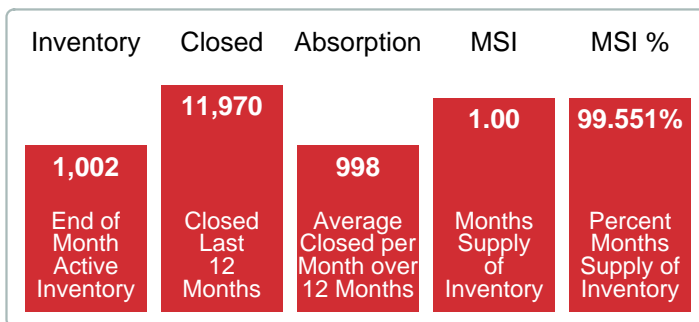
## MONTHS SUPPLY of INVENTORY (MSI)

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

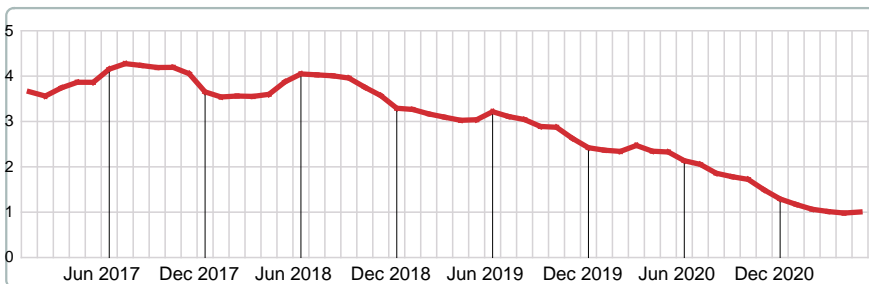
### MSI FOR MAY



### INDICATORS FOR MAY 2021

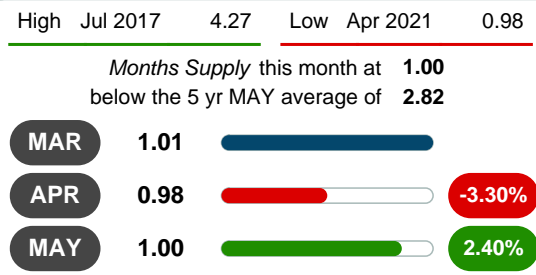


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 2.82



### 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	89	8.88%	1.43	1.44	1.37	1.87	0.00
\$75,001 - \$125,000	84	8.38%	0.84	1.13	0.72	0.77	0.00
\$125,001 - \$200,000	182	18.16%	0.62	1.80	0.56	0.31	0.39
\$200,001 - \$375,000	270	26.95%	0.68	1.43	0.79	0.52	0.68
\$375,001 - \$525,000	154	15.37%	1.71	4.80	2.94	1.40	1.15
\$525,001 - \$850,000	120	11.98%	2.77	0.00	3.62	2.45	3.14
\$850,001 and up	103	10.28%	7.77	6.00	7.20	6.23	9.78
Market Supply of Inventory (MSI)	1.00			1.48	0.83	0.91	2.00
Total Active Inventory by Units	1,002	100%	1.00	157	418	297	130

# May 2021



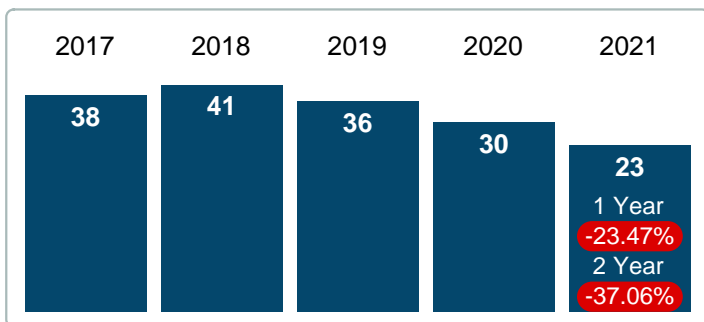
Area Delimited by County Of Tulsa - Residential Property Type



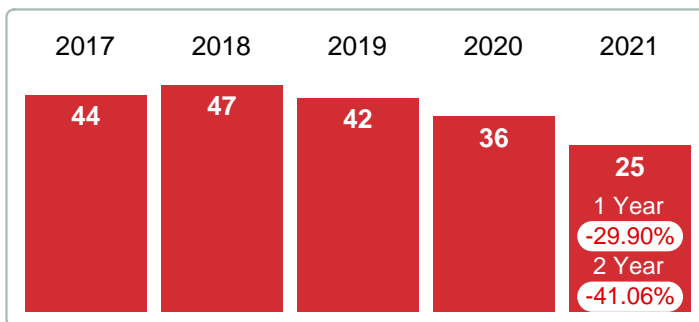
## AVERAGE DAYS ON MARKET TO SALE

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

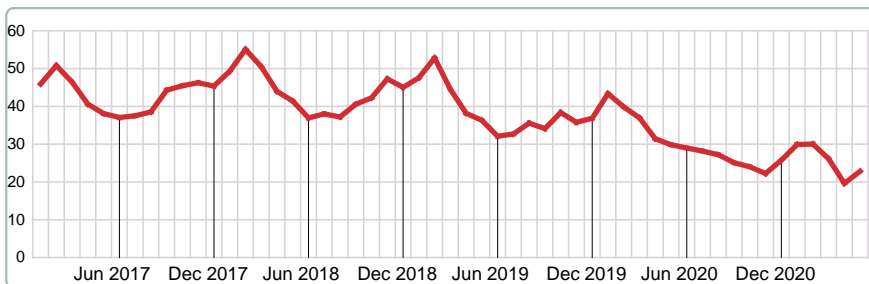
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

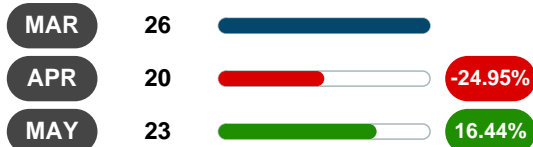


### 3 MONTHS

5 year MAY AVG = 34

High Feb 2018 55 Low Apr 2021 20

Average Days on Market to Sale this month at 23 below the 5 yr MAY average of 34



### 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
\$50,000 and less	7.92%	119	110	121	155	0
\$50,001 - \$125,000	11.65%	16	18	13	21	0
\$125,001 - \$175,000	14.83%	8	7	9	7	0
\$175,001 - \$250,000	26.11%	7	12	5	10	12
\$250,001 - \$325,000	15.74%	11	36	15	7	9
\$325,001 - \$425,000	12.56%	19	24	18	15	32
\$425,001 and up	11.19%	40	8	53	37	38
<b>Average Closed DOM</b>		<b>23</b>	<b>39</b>	<b>21</b>	<b>17</b>	<b>32</b>
<b>Total Closed Units</b>	<b>1,099</b>	<b>100%</b>	<b>143</b>	<b>548</b>	<b>331</b>	<b>77</b>
<b>Total Closed Volume</b>	<b>288,211,839</b>		<b>18.39M</b>	<b>111.72M</b>	<b>111.21M</b>	<b>46.89M</b>

# May 2021



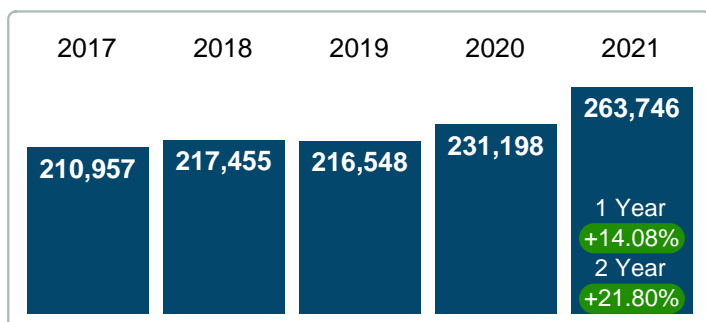
Area Delimited by County Of Tulsa - Residential Property Type



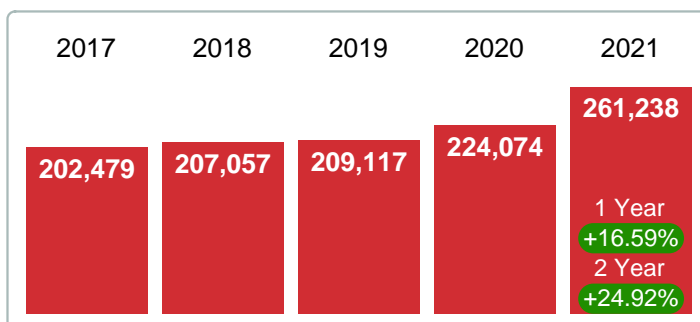
## AVERAGE LIST PRICE AT CLOSING

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

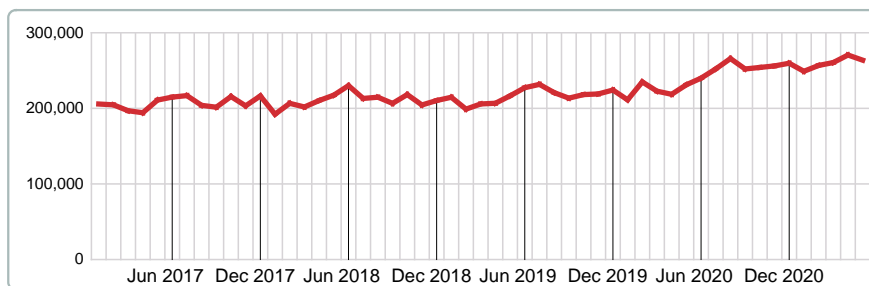
### MAY



### YEAR TO DATE (YTD)

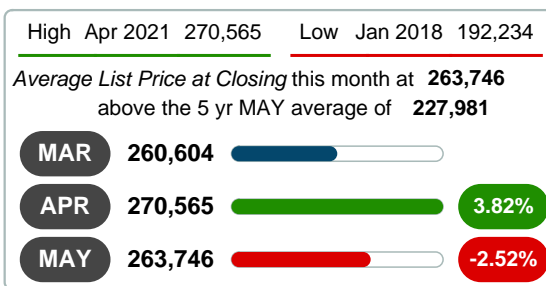


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 227,981



### 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		
\$50,000 and less	17	1.55%	39,524	51,824	53,034	54,687	0	
\$50,001 - \$125,000	199	18.11%	78,217	81,179	97,769	100,333	0	
\$125,001 - \$175,000	179	16.29%	154,649	147,263	152,834	154,320	0	
\$175,001 - \$250,000	287	26.11%	212,445	207,026	206,041	213,433	234,667	
\$250,001 - \$325,000	159	14.47%	290,845	290,380	283,302	288,575	291,725	
\$325,001 - \$425,000	133	12.10%	370,522	383,343	365,573	369,182	368,517	
\$425,001 and up	125	11.37%	715,538	680,000	580,849	660,486	871,749	
<b>Average List Price</b>		263,746		132,316	203,327	335,399	629,814	
<b>Total Closed Units</b>		1,099	100%	263,746	143	548	331	77
<b>Total Closed Volume</b>		289,857,072			18.92M	111.42M	111.02M	48.50M



# May 2021



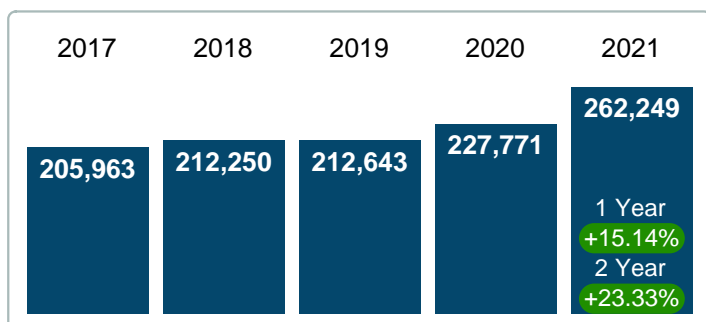
Area Delimited by County Of Tulsa - Residential Property Type



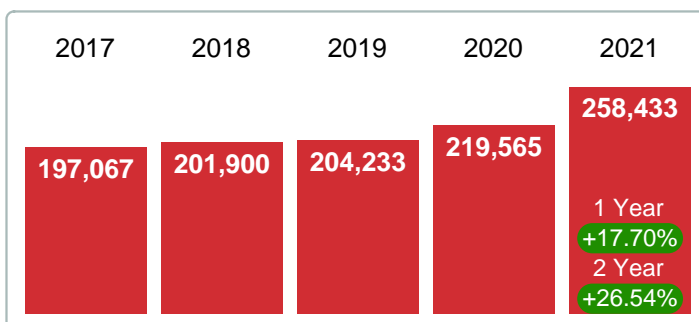
## AVERAGE SOLD PRICE AT CLOSING

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

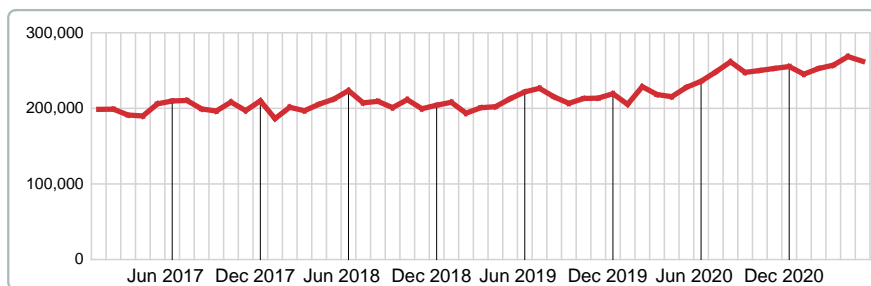
### MAY



### YEAR TO DATE (YTD)

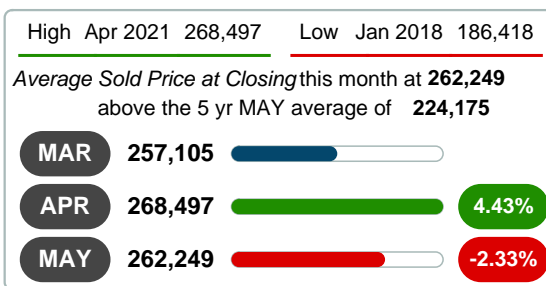


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 224,175



## 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
\$50,000 and less	7.92%	44,139	43,222	44,666	45,312	0
\$50,001 - \$125,000	11.65%	89,090	79,160	96,676	97,778	0
\$125,001 - \$175,000	14.83%	154,306	147,756	154,142	158,587	0
\$175,001 - \$250,000	26.11%	211,796	208,452	210,271	217,117	205,833
\$250,001 - \$325,000	15.74%	288,214	277,380	285,506	290,980	290,300
\$325,001 - \$425,000	12.56%	369,506	377,857	364,904	370,263	371,733
\$425,001 and up	11.19%	700,634	647,500	564,651	653,565	834,039
<b>Average Sold Price</b>		<b>262,249</b>	<b>128,587</b>	<b>203,871</b>	<b>335,986</b>	<b>608,976</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>262,249</b>	<b>143</b>	<b>548</b>	<b>331</b>	<b>77</b>
<b>Total Closed Volume</b>		<b>288,211,839</b>	<b>18.39M</b>	<b>111.72M</b>	<b>111.21M</b>	<b>46.89M</b>

# May 2021



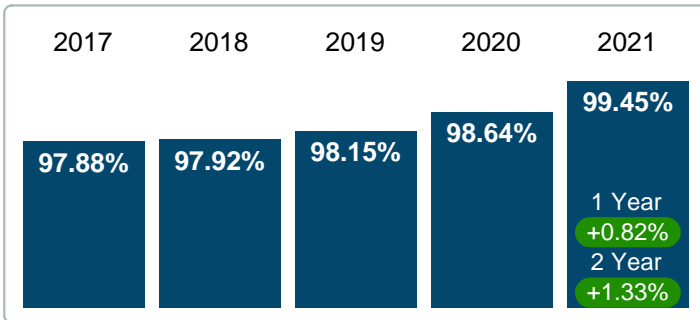
Area Delimited by County Of Tulsa - Residential Property Type



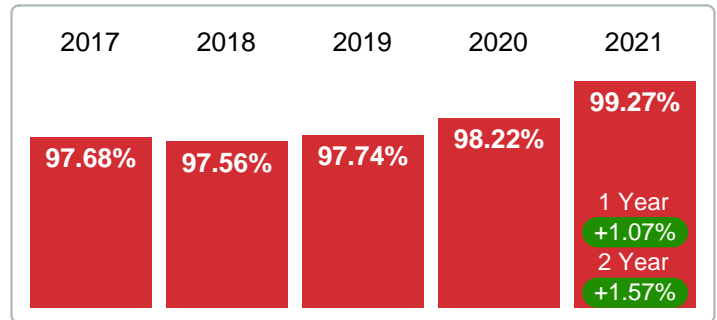
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

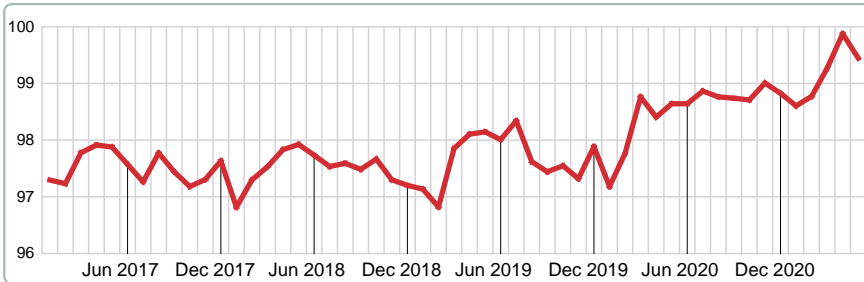
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

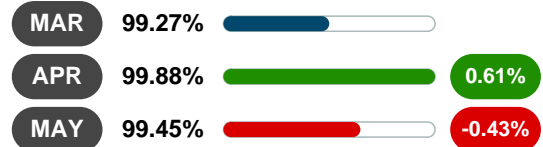


### 3 MONTHS

5 year MAY AVG = 98.41%

High Apr 2021 99.88% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.45%** above the 5 yr MAY average of **98.41%**



## 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
\$50,000 and less	87	7.92%	84.63%	84.77%	84.71%	82.86%	0.00%
\$50,001 - \$125,000	128	11.65%	99.12%	98.89%	99.53%	97.58%	0.00%
\$125,001 - \$175,000	163	14.83%	101.46%	100.67%	101.10%	103.37%	0.00%
\$175,001 - \$250,000	287	26.11%	101.89%	100.92%	102.23%	101.86%	89.08%
\$250,001 - \$325,000	173	15.74%	100.87%	97.98%	100.99%	101.02%	99.93%
\$325,001 - \$425,000	138	12.56%	100.31%	98.48%	99.83%	100.49%	101.00%
\$425,001 and up	123	11.19%	98.92%	96.39%	97.61%	99.66%	98.64%
Average Sold/List Ratio		99.40%		95.97%	99.65%	100.68%	99.14%
Total Closed Units		1,099	100%	143	548	331	77
Total Closed Volume		288,211,839		18.39M	111.72M	111.21M	46.89M

# May 2021



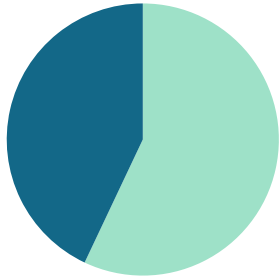
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

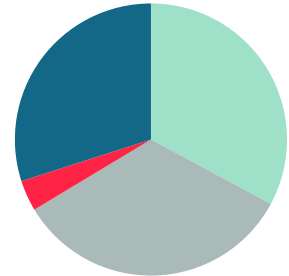


**Inventory**  
 New Listings  
**1,273 = 57.03%**  
 Start Inventory  
**959**  
 Total Inventory Units  
**2,232**  
 Volume  
**\$810,011,024**

### Market Activity

Closed Sales  
**1,099 = 32.85%**  
 Pending Sales  
**1,122 = 33.53%**  
 Other Off Market  
**123 = 3.68%**  
 Active Inventory  
**1,002 = 29.95%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	873	1,099	25.89%	3,723	4,464	19.90%
Pending Sales	1,128	1,122	-0.53%	4,472	5,122	14.53%
New Listings	1,271	1,273	0.16%	5,667	5,468	-3.51%
Average List Price	231,198	263,746	14.08%	224,074	261,238	16.59%
Average Sale Price	227,771	262,249	15.14%	219,565	258,433	17.70%
Average Percent of Selling Price to List Price	98.64%	99.45%	0.82%	98.22%	99.27%	1.07%
Average Days on Market to Sale	29.85	22.84	-23.47%	35.70	25.02	-29.90%
Monthly Inventory	1,919	1,002	-47.79%	1,919	1,002	-47.79%
Months Supply of Inventory	2.33	1.00	-56.96%	2.33	1.00	-56.96%

**Absorption:** Last 12 months, an Average of **998** Sales/Month

**Inventory** on May 31, 2021 = **1,002**

**2020** **2021**

### MAY MARKET

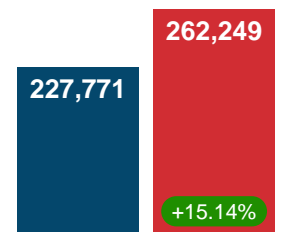
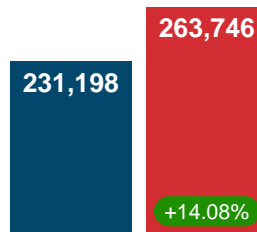
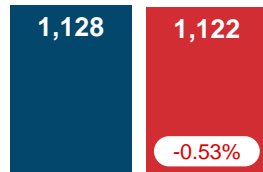
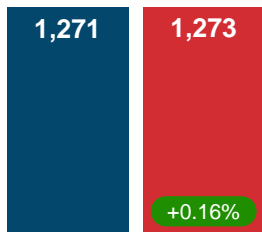
### AVERAGE PRICES

#### 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

