

# May 2021



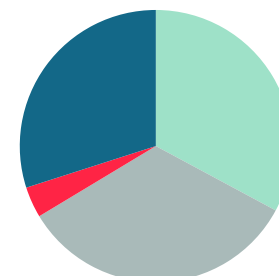
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	199,000	216,000	8.54%
Median Sale Price	198,000	218,000	10.10%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	4.00	-63.64%
End of Month Inventory	1,919	1,002	-47.79%
Months Supply of Inventory	2.33	1.00	-56.96%



■ Closed (32.85%)  
■ Pending (33.53%)  
■ Other OffMarket (3.68%)  
■ Active (29.95%)

**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.

#### 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 **10.10%** in May 2021 to \$218,000 versus the previous year at \$198,000.

#### Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 7.00 days or **63.64%** in May 2021 compared to last year's same month at **11.00** DOM.

#### Sales Success for May 2021 is Positive

Overall, with Median 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>
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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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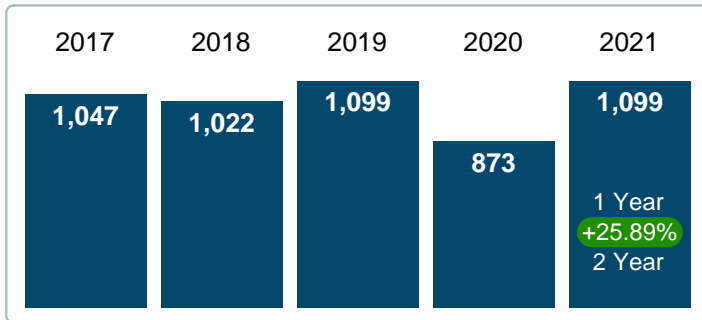
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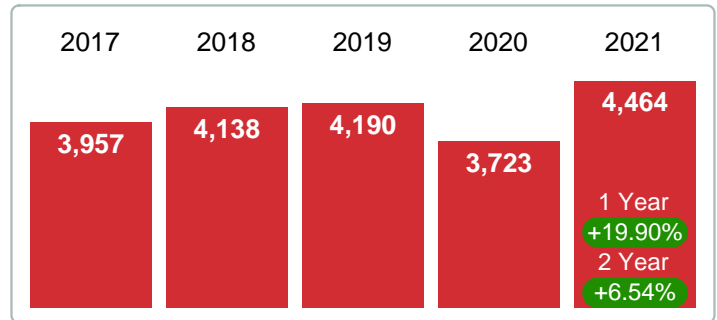
## CLOSED LISTINGS

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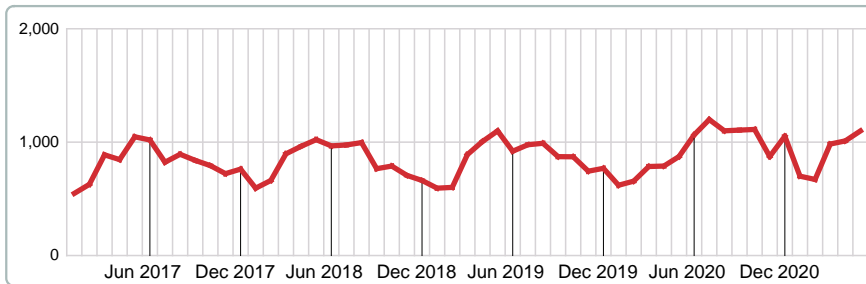
### MAY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	87	7.92%	150.0	34	48	5	0
\$50,001 - \$125,000	128	11.65%	5.0	56	63	9	0
\$125,001 - \$175,000	163	14.83%	4.0	16	118	29	0
\$175,001 - \$250,000	287	26.11%	3.0	23	189	72	3
\$250,001 - \$325,000	173	15.74%	3.0	5	74	86	8
\$325,001 - \$425,000	138	12.56%	4.0	7	36	71	24
\$425,001 and up	123	11.19%	11.0	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>4.0</b>	<b>18.39M</b>	<b>111.72M</b>	<b>111.21M</b>	<b>46.89M</b>
<b>Median Closed Price</b>	<b>\$218,000</b>			<b>\$90,000</b>	<b>\$190,000</b>	<b>\$295,000</b>	<b>\$445,000</b>

# May 2021



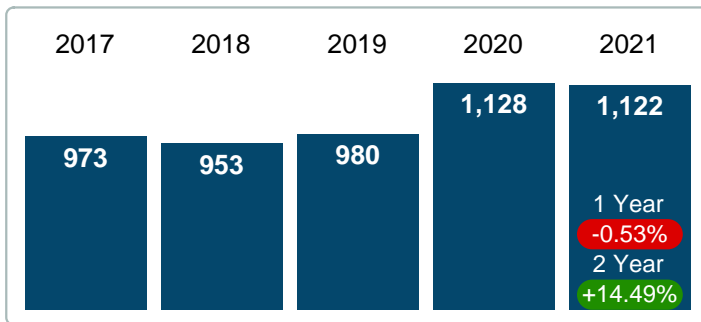
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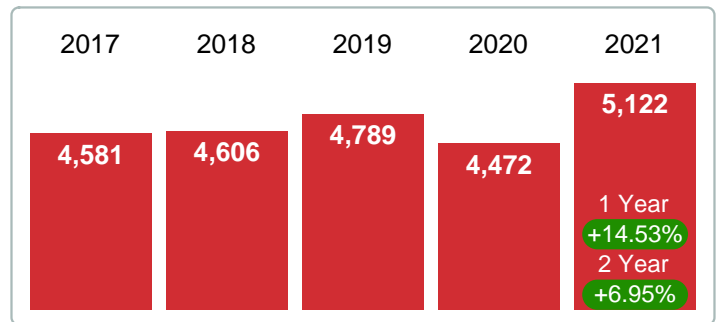
## PENDING LISTINGS

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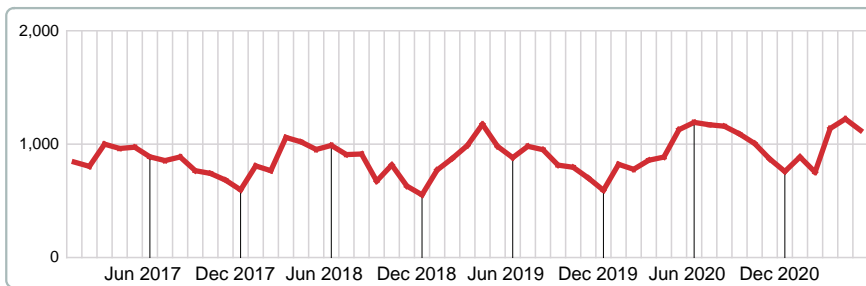
### MAY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	107	9.54%	7.0	62	38	6	1
\$100,001 - \$150,000	129	11.50%	5.0	32	84	13	0
\$150,001 - \$175,000	90	8.02%	4.5	9	71	6	4
\$175,001 - \$250,000	324	28.88%	4.0	24	207	88	5
\$250,001 - \$350,000	208	18.54%	5.0	9	94	93	12
\$350,001 - \$475,000	141	12.57%	9.0	10	30	78	23
\$475,001 and up	123	10.96%	11.0	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>5.0</b>	<b>23.34M</b>	<b>119.18M</b>	<b>122.69M</b>	<b>48.16M</b>
<b>Median Listing Price</b>	<b>\$229,998</b>			<b>\$120,000</b>	<b>\$195,000</b>	<b>\$315,000</b>	<b>\$464,000</b>

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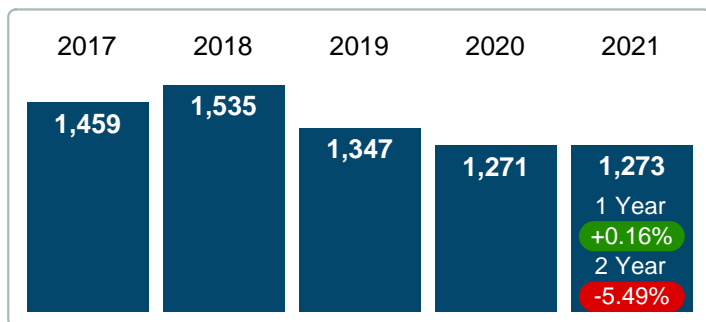
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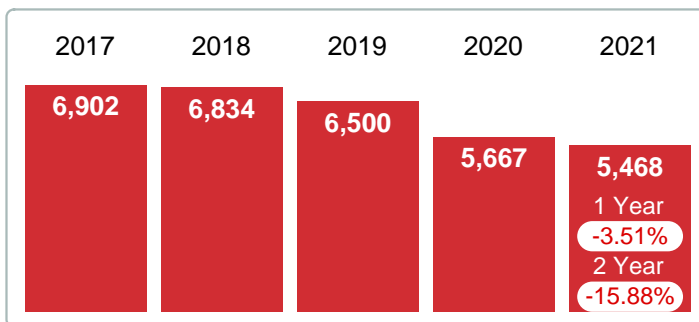
## NEW LISTINGS

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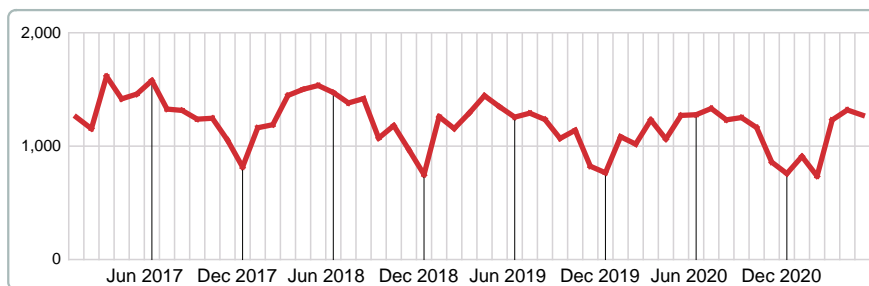
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

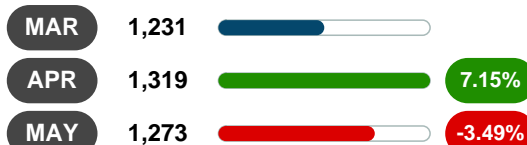


### 3 MONTHS

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>Median New Listed Listing Price</b>	<b>\$225,000</b>		<b>\$115,000</b>	<b>\$190,000</b>	<b>\$315,000</b>	<b>\$473,105</b>

# May 2021



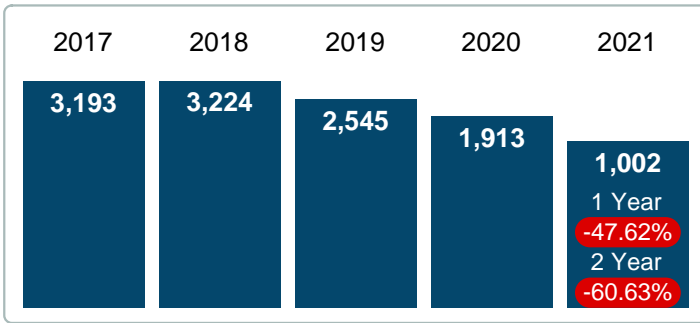
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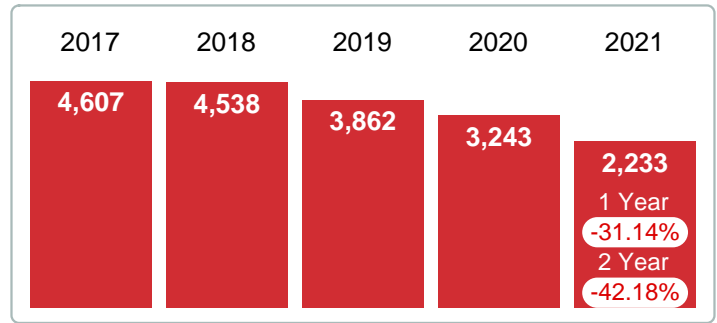
## ACTIVE INVENTORY

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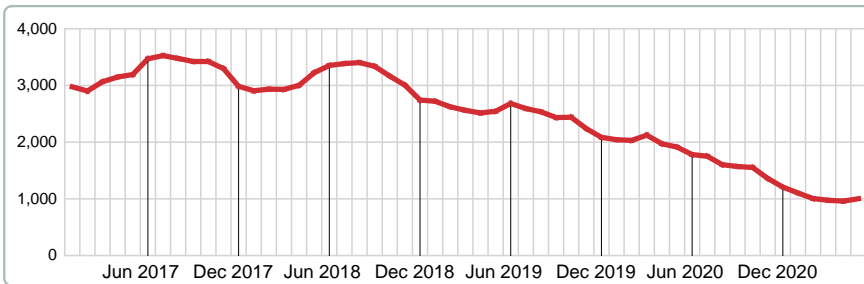
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS

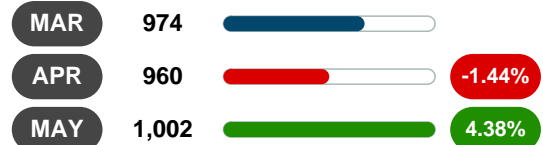


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	89	8.88%	26.0	49	33	7	0
\$75,001 - \$125,000	84	8.38%	18.5	33	46	5	0
\$125,001 - \$200,000	182	18.16%	19.0	44	123	14	1
\$200,001 - \$375,000	270	26.95%	24.0	24	132	96	18
\$375,001 - \$525,000	154	15.37%	39.0	6	53	75	20
\$525,001 - \$850,000	120	11.98%	50.5	0	22	60	38
\$850,001 and up	103	10.28%	66.0	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>28.0</b>	<b>22.88M</b>	<b>112.93M</b>	<b>165.01M</b>	<b>140.53M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$290,450</b>			<b>\$110,000</b>	<b>\$210,000</b>	<b>\$439,900</b>	<b>\$744,000</b>

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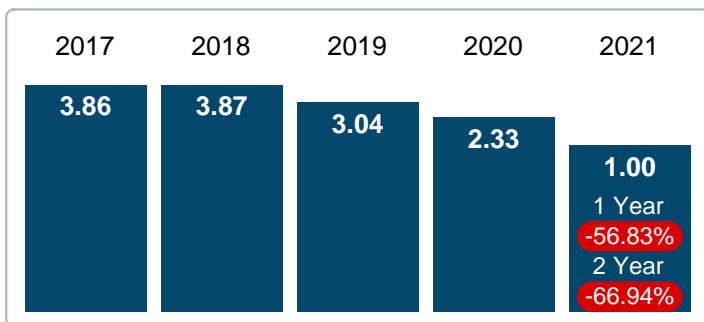
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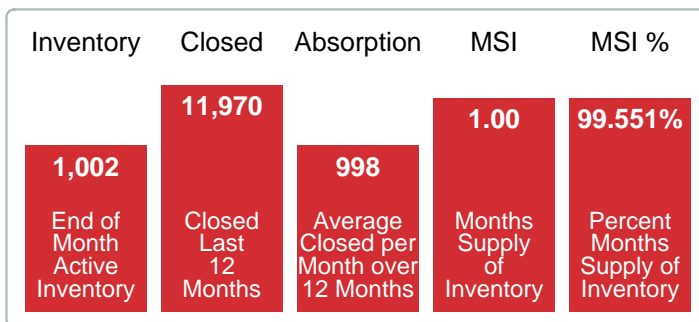
## MONTHS SUPPLY of INVENTORY (MSI)

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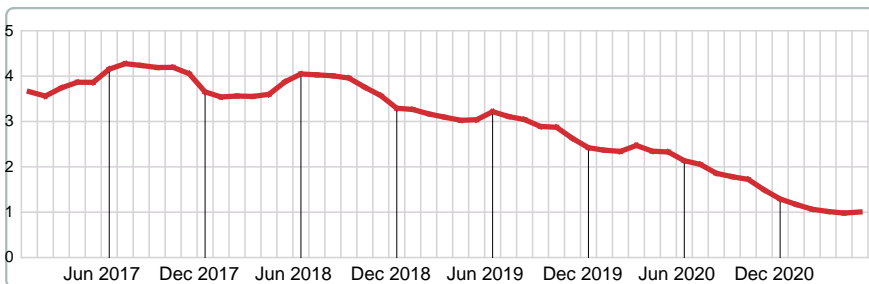
### MSI FOR MAY



### INDICATORS FOR MAY 2021

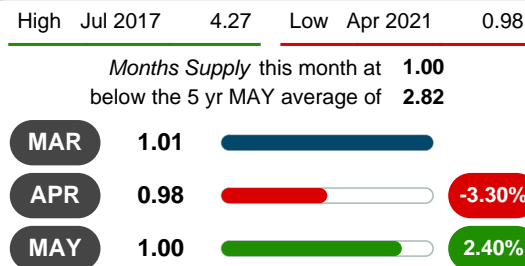


### 5 YEAR MARKET ACTIVITY TRENDS



### 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		100%	1,002	157	418	297	130

# May 2021



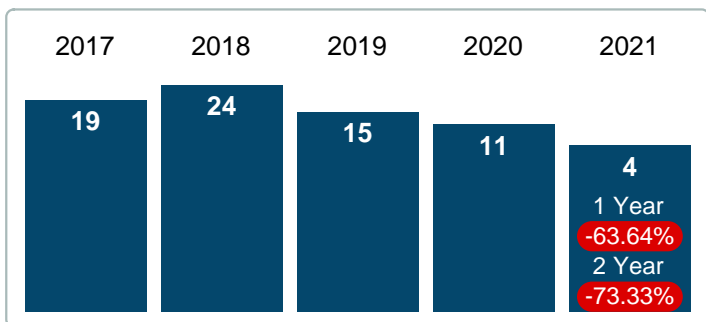
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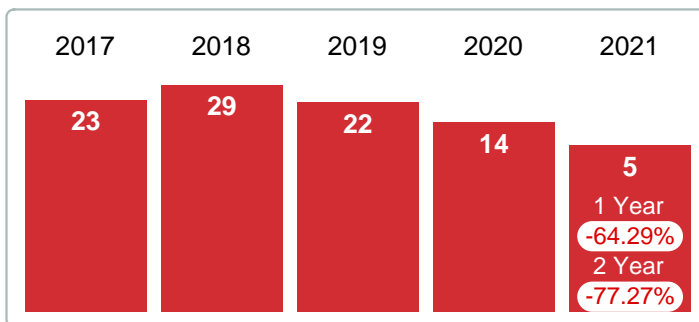
## MEDIAN DAYS ON MARKET TO SALE

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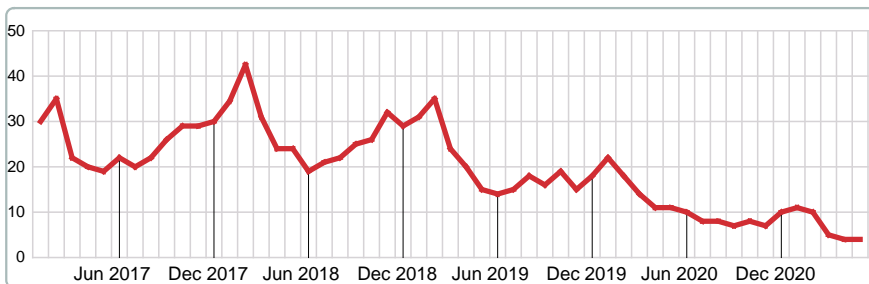
### MAY



### YEAR TO DATE (YTD)

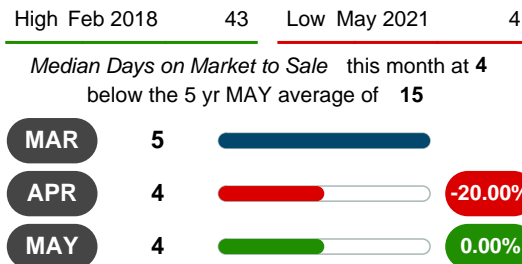


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 15



### 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
\$50,000 and less	7.92%	150	150	150	150	0
\$50,001 - \$125,000	11.65%	5	9	3	5	0
\$125,001 - \$175,000	14.83%	4	5	3	4	0
\$175,001 - \$250,000	26.11%	3	3	3	3	4
\$250,001 - \$325,000	15.74%	3	5	3	3	4
\$325,001 - \$425,000	12.56%	4	2	4	4	7
\$425,001 and up	11.19%	11	8	19	9	18
Median Closed DOM		4	8	4	4	8
Total Closed Units	100%	1,099	143	548	331	77
Total Closed Volume		288,211,839	18.39M	111.72M	111.21M	46.89M

# May 2021



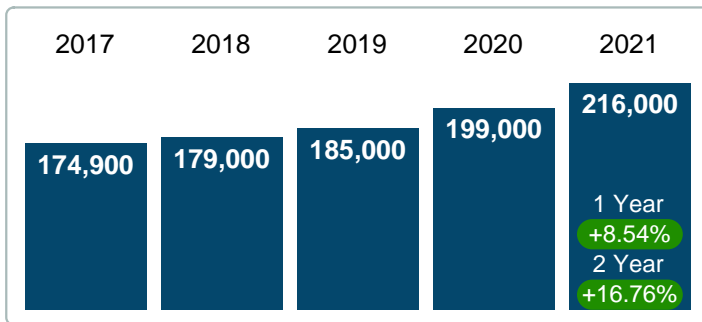
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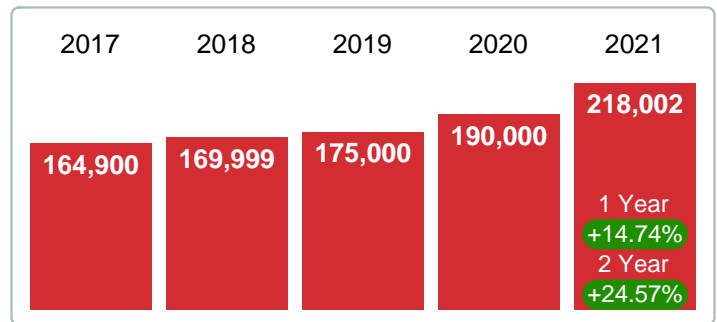
## MEDIAN LIST PRICE AT CLOSING

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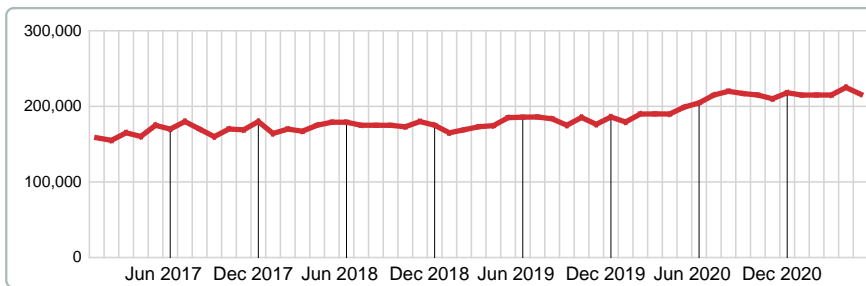
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

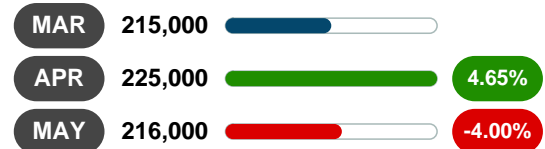


### 3 MONTHS

5 year MAY AVG = 190,780

High Apr 2021 225,000 Low Feb 2017 155,000

Median List Price at Closing this month at **216,000** above the 5 yr MAY average of **190,780**



### 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
\$50,000 and less	17	39,900	39,900	42,450	0	0
\$50,001 - \$125,000	199	72,000	68,500	75,350	105,000	0
\$125,001 - \$175,000	179	155,000	150,000	155,000	155,000	0
\$175,001 - \$250,000	287	212,500	210,000	210,000	215,000	239,000
\$250,001 - \$325,000	159	289,900	259,900	286,000	295,000	300,000
\$325,001 - \$425,000	133	365,000	382,450	362,500	364,900	374,000
\$425,001 and up	125	550,000	680,000	536,841	525,000	593,950
<b>Median List Price</b>		<b>216,000</b>	<b>92,000</b>	<b>185,000</b>	<b>295,000</b>	<b>446,779</b>
<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>289,857,072</b>	<b>18.92M</b>	<b>111.42M</b>	<b>111.02M</b>	<b>48.50M</b>



# May 2021



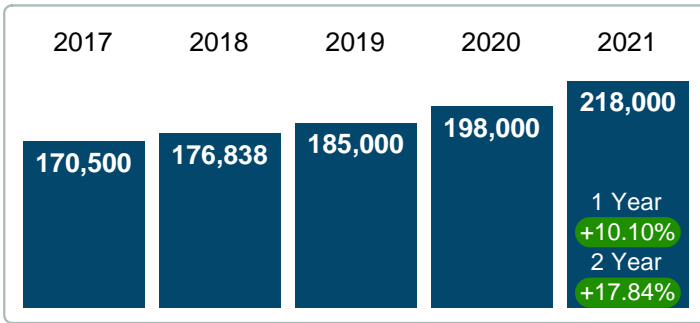
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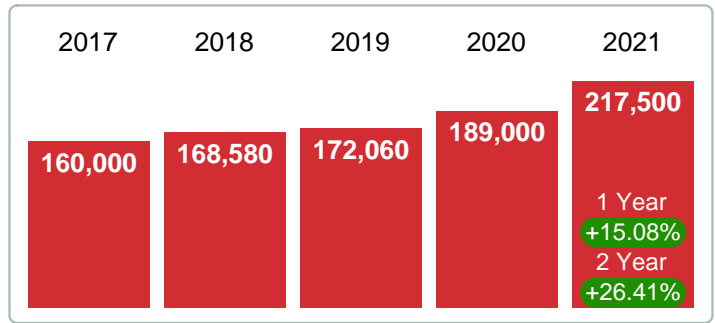
## MEDIAN SOLD PRICE AT CLOSING

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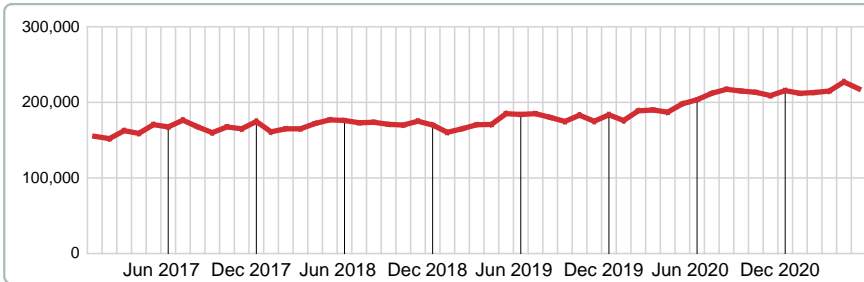
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

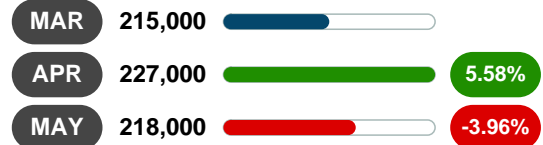


### 3 MONTHS

5 year MAY AVG = 189,668

High Apr 2021 227,000 Low Feb 2017 152,000

Median Sold Price at Closing this month at **218,000** above the 5 yr MAY average of **189,668**



### 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
\$50,000 and less	7.92%	45,312	45,312	45,312	45,312	0
\$50,001 - \$125,000	11.65%	91,350	74,500	100,000	106,000	0
\$125,001 - \$175,000	14.83%	155,000	150,250	155,250	160,000	0
\$175,001 - \$250,000	26.11%	210,250	207,000	210,000	215,000	205,000
\$250,001 - \$325,000	15.74%	287,500	265,000	283,500	290,000	300,000
\$325,001 - \$425,000	12.56%	365,000	375,000	359,950	365,000	367,500
\$425,001 and up	11.19%	550,000	647,500	539,091	540,000	599,950
Median Sold Price		218,000	90,000	190,000	295,000	445,000
Total Closed Units	100%	1,099	143	548	331	77
Total Closed Volume		288,211,839	18.39M	111.72M	111.21M	46.89M

# May 2021



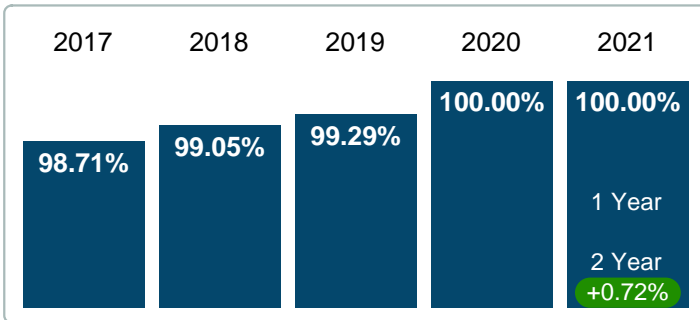
Area Delimited by County Of Tulsa - Residential Property Type



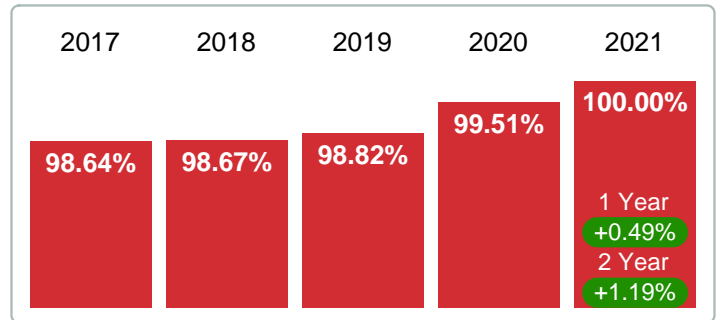
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

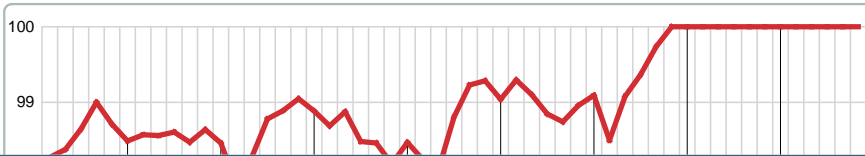
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 99.41%

High May 2021 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAY average of **99.41%**

MAR 100.00%  
APR 100.00%  
MAY 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
\$50,000 and less	87	7.92%	82.86%	82.86%	82.86%	82.86%	0.00%
\$50,001 - \$125,000	128	11.65%	100.00%	100.00%	100.00%	96.36%	0.00%
\$125,001 - \$175,000	163	14.83%	101.30%	100.00%	101.29%	102.99%	0.00%
\$175,001 - \$250,000	287	26.11%	101.09%	100.00%	101.95%	100.00%	81.25%
\$250,001 - \$325,000	173	15.74%	100.00%	100.00%	100.00%	100.02%	100.98%
\$325,001 - \$425,000	138	12.56%	100.00%	100.00%	100.00%	100.00%	100.35%
\$425,001 and up	123	11.19%	100.00%	96.39%	99.40%	100.00%	100.00%
Median Sold/List Ratio		100.00%		98.97%	100.00%	100.00%	100.00%
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



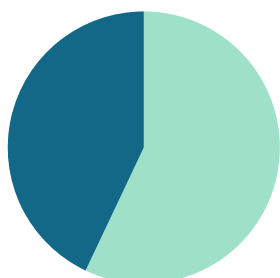
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

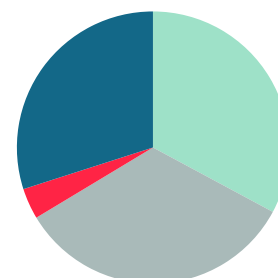


**Inventory**  
 New Listings  
**1,273 = 57.03%**  
 Start Inventory  
**959**  
 Total Inventory Units  
**2,232**  
 Volume  
**\$810,011,024**

### 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%
Median List Price	199,000	216,000	8.54%	190,000	218,002	14.74%
Median Sale Price	198,000	218,000	10.10%	189,000	217,500	15.08%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.51%	100.00%	0.49%
Median Days on Market to Sale	11.00	4.00	-63.64%	14.00	5.00	-64.29%
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

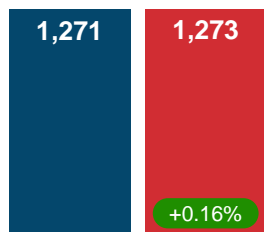
**Inventory** on May 31, 2021 = **1,002**

**2020** **2021**

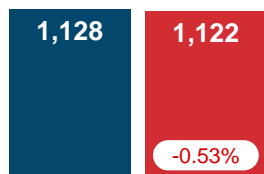
### MAY MARKET

### MEDIAN PRICES

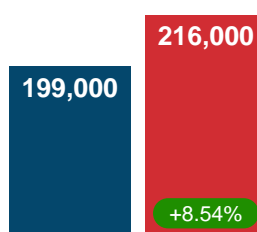
#### New Listings



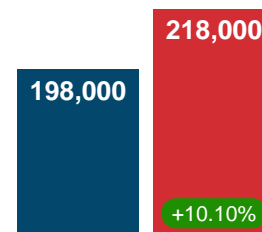
#### Pending Listings



#### List Price



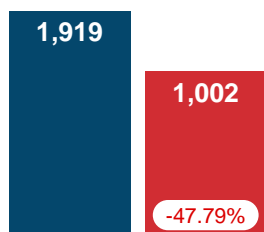
#### Sale Price



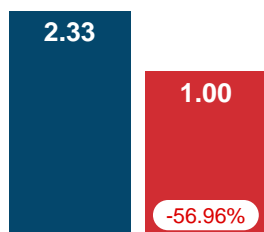
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

