

## February 2021



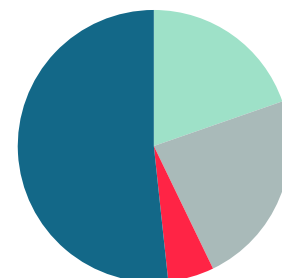
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



### MONTHLY INVENTORY ANALYSIS

Report produced on Mar 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	February 2021	+/-%
Closed Listings	1,145	1,169	2.10%
Pending Listings	1,285	1,376	7.08%
New Listings	2,069	1,377	-33.45%
Average List Price	198,446	223,070	12.41%
Average Sale Price	190,391	218,606	14.82%
Average Percent of Selling Price to List Price	97.52%	98.01%	0.51%
Average Days on Market to Sale	40.93	34.86	-14.81%
End of Month Inventory	6,837	3,071	-55.08%
Months Supply of Inventory	4.54	1.90	-58.16%



■ Closed (19.68%)  
■ Pending (23.16%)  
■ Other OffMarket (5.47%)  
■ Active (51.69%)

**Absorption:** Last 12 months, an Average of **1,617** Sales/Month  
**Active Inventory** as of February 28, 2021 = **3,071**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2021 decreased **55.08%** to 3,071 existing homes available for sale. Over the last 12 months this area has had an average of 1,617 closed sales per month. This represents an unsold inventory index of **1.90** 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 **14.82%** in February 2021 to \$218,606 versus the previous year at \$190,391.

##### Average Days on Market Shortens

The average number of **34.86** days that homes spent on the market before selling decreased by 6.06 days or **14.81%** in February 2021 compared to last year's same month at **40.93** DOM.

##### Sales Success for February 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 1,377 New Listings in February 2021, down **33.45%** from last year at 2,069. Furthermore, there were 1,169 Closed Listings this month versus last year at 1,145, a **2.10%** increase.

Closed versus Listed trends yielded a **84.9%** ratio, up from previous year's, February 2020, at **55.3%**, a **53.40%** 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

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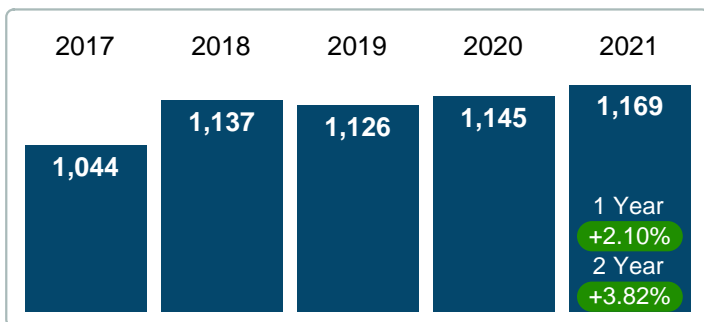
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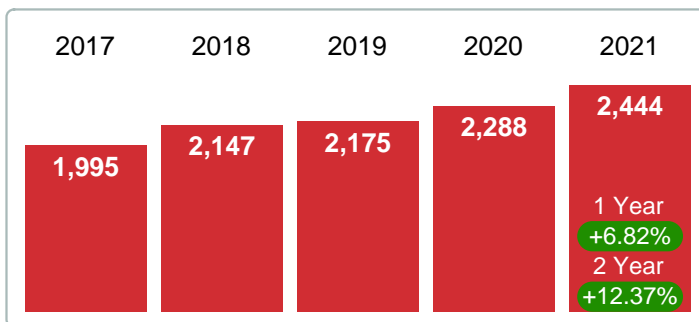
## CLOSED LISTINGS

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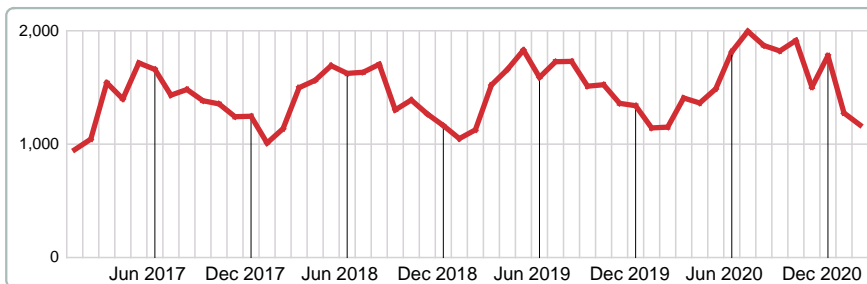
### FEBRUARY



### YEAR TO DATE (YTD)

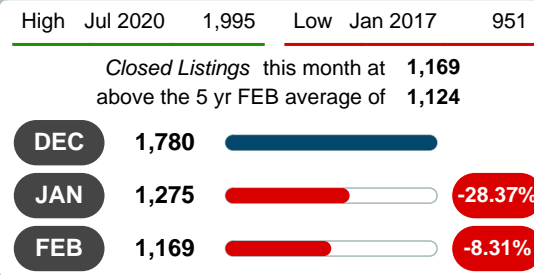


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1,124



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	102	8.73%	36.1	35	50	14	3
\$25,001 - \$100,000	155	13.26%	42.5	96	52	7	0
\$100,001 - \$150,000	159	13.60%	25.9	44	102	11	2
\$150,001 - \$225,000	316	27.03%	22.6	30	228	52	6
\$225,001 - \$275,000	143	12.23%	28.6	14	69	51	9
\$275,001 - \$400,000	181	15.48%	46.9	9	60	90	22
\$400,001 and up	113	9.67%	58.8	5	17	66	25
<b>Total Closed Units</b>	<b>1,169</b>			<b>233</b>	<b>578</b>	<b>291</b>	<b>67</b>
<b>Total Closed Volume</b>	<b>255,550,641</b>	<b>100%</b>	<b>34.9</b>	<b>32.18M</b>	<b>104.59M</b>	<b>92.17M</b>	<b>26.62M</b>
<b>Average Closed Price</b>	<b>\$218,606</b>			<b>\$138,116</b>	<b>\$180,944</b>	<b>\$316,726</b>	<b>\$397,269</b>

# February 2021



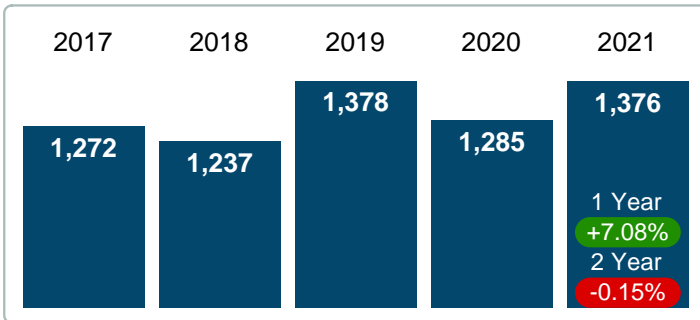
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



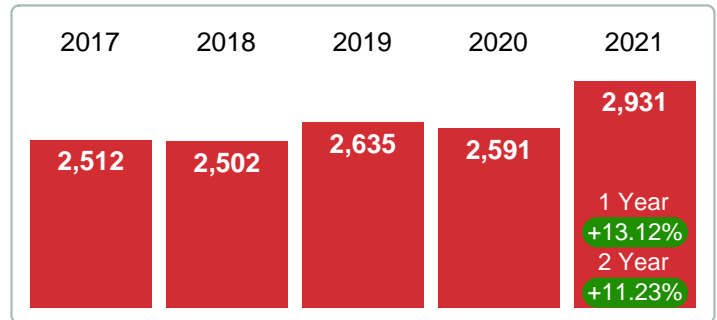
## PENDING LISTINGS

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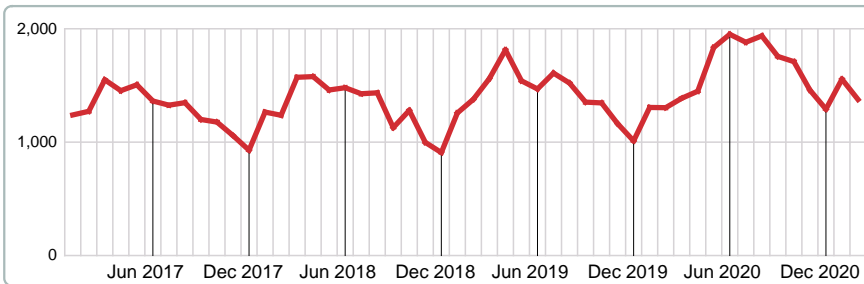
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1,310

High Jun 2020 1,951 Low Dec 2018 908

Pending Listings this month at **1,376**  
above the 5 yr FEB average of **1,310**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	129	9.38%	57.4	73	40	15	1
\$50,001 - \$100,000	118	8.58%	48.2	63	49	4	2
\$100,001 - \$150,000	197	14.32%	25.4	51	131	13	2
\$150,001 - \$225,000	347	25.22%	22.9	25	252	66	4
\$225,001 - \$325,000	267	19.40%	34.0	27	122	108	10
\$325,001 - \$425,000	155	11.26%	46.5	8	54	74	19
\$425,001 and up	163	11.85%	62.8	19	26	73	45
<b>Total Pending Units</b>	<b>1,376</b>			<b>266</b>	<b>674</b>	<b>353</b>	<b>83</b>
<b>Total Pending Volume</b>	<b>350,209,002</b>	<b>100%</b>	<b>31.2</b>	<b>47.23M</b>	<b>135.09M</b>	<b>118.18M</b>	<b>49.70M</b>
<b>Average Listing Price</b>	<b>\$186,287</b>			<b>\$177,570</b>	<b>\$200,437</b>	<b>\$334,782</b>	<b>\$598,826</b>

# February 2021



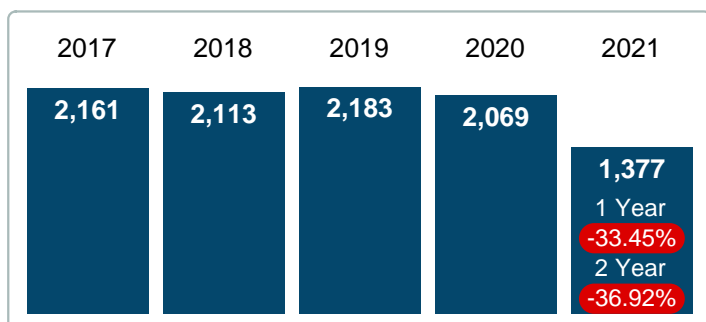
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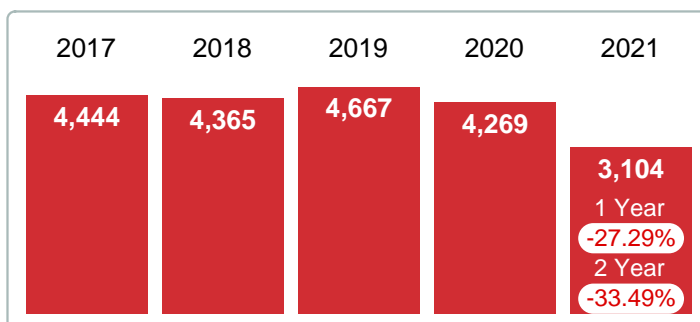
## NEW LISTINGS

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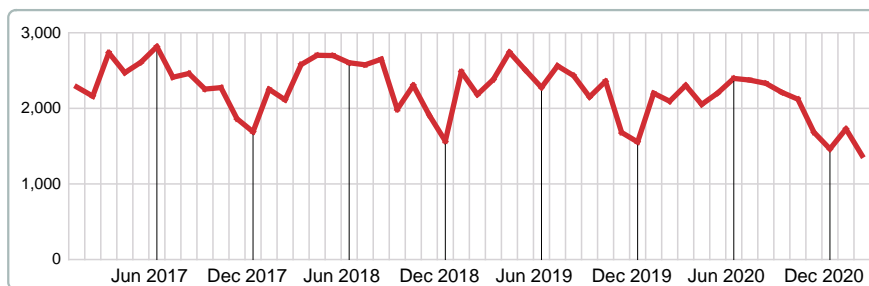
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

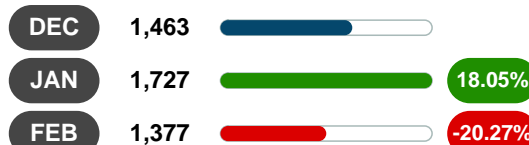


### 3 MONTHS

5 year FEB AVG = 1,981

High Jun 2017 2,816 Low Feb 2021 1,377

New Listings this month at 1,377 below the 5 yr FEB average of 1,981



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	122	8.86%	50	48	21	3
\$25,001 - \$100,000	178	12.93%	127	47	1	3
\$100,001 - \$150,000	196	14.23%	57	129	8	2
\$150,001 - \$225,000	344	24.98%	30	244	65	5
\$225,001 - \$325,000	221	16.05%	24	108	80	9
\$325,001 - \$475,000	182	13.22%	16	50	91	25
\$475,001 and up	134	9.73%	39	10	46	39
<b>Total New Listed Units</b>	<b>1,377</b>		<b>343</b>	<b>636</b>	<b>312</b>	<b>86</b>
<b>Total New Listed Volume</b>	<b>355,494,609</b>	100%	<b>78.08M</b>	<b>120.95M</b>	<b>106.51M</b>	<b>49.96M</b>
<b>Average New Listed Listing Price</b>	<b>\$193,103</b>		<b>\$227,629</b>	<b>\$190,177</b>	<b>\$341,373</b>	<b>\$580,896</b>

# February 2021



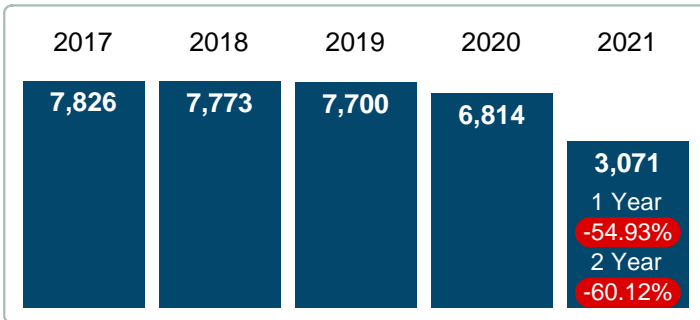
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



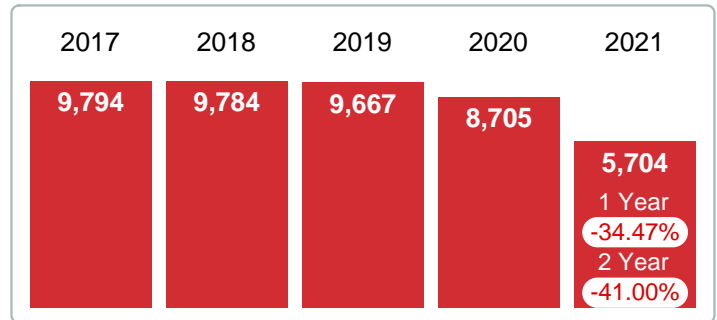
## ACTIVE INVENTORY

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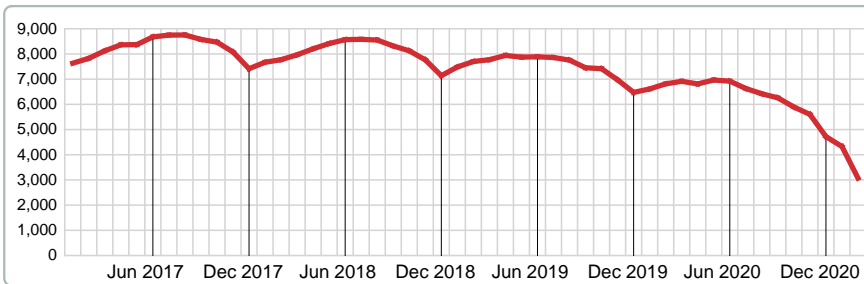
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

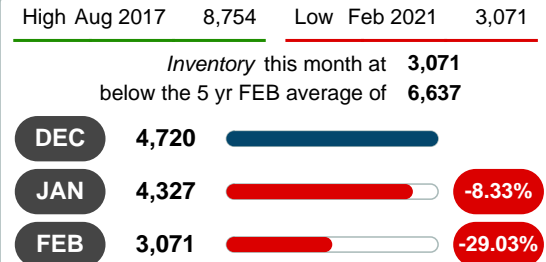


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 6,637



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	265	8.63%	103.8	178	62	23	2
\$25,001 - \$50,000	235	7.65%	112.4	210	22	2	1
\$50,001 - \$125,000	593	19.31%	94.6	407	155	27	4
\$125,001 - \$275,000	793	25.82%	83.3	332	333	115	13
\$275,001 - \$425,000	466	15.17%	91.1	127	138	162	39
\$425,001 - \$825,000	409	13.32%	100.8	149	46	138	76
\$825,001 and up	310	10.09%	130.7	187	13	46	64
<b>Total Active Inventory by Units</b>	<b>3,071</b>			<b>1,590</b>	<b>769</b>	<b>513</b>	<b>199</b>
<b>Total Active Inventory by Volume</b>	<b>1,165,735,159</b>	<b>100%</b>	<b>97.8</b>	<b>589.19M</b>	<b>167.64M</b>	<b>232.40M</b>	<b>176.52M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$379,595</b>			<b>\$370,557</b>	<b>\$217,995</b>	<b>\$453,013</b>	<b>\$887,012</b>

# February 2021



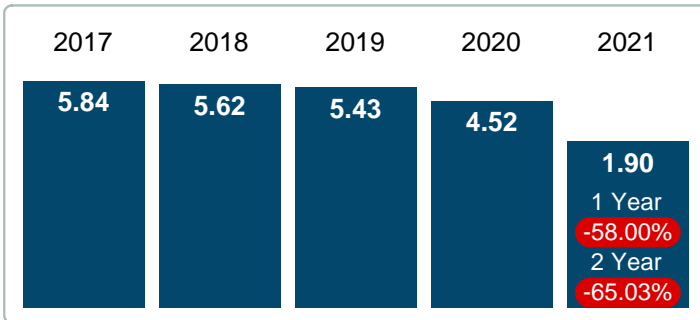
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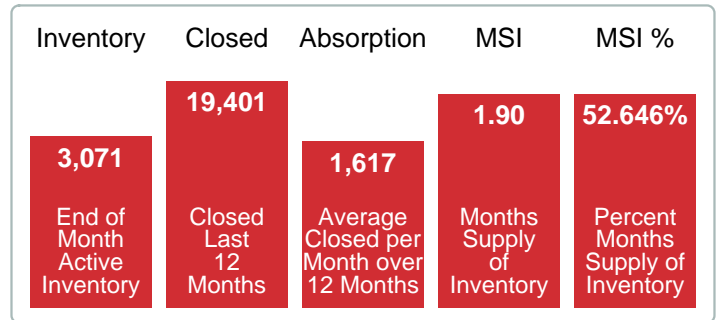
## MONTHS SUPPLY of INVENTORY (MSI)

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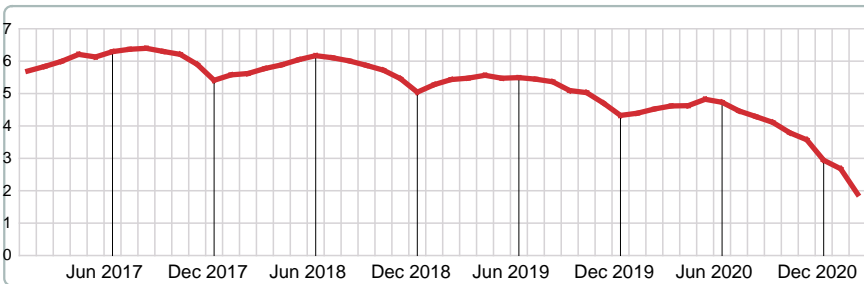
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2021



### 5 YEAR MARKET ACTIVITY TRENDS

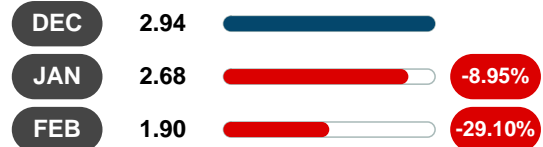


### 3 MONTHS

5 year FEB AVG = 4.66

High Aug 2017 6.40 Low Feb 2021 1.90

Months Supply this month at 1.90 below the 5 yr FEB average of 4.66



### 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
\$25,000 and less	265	8.63%	1.60	3.37	0.71	1.00	1.09
\$25,001 - \$50,000	235	7.65%	4.08	4.97	1.66	1.09	4.00
\$50,001 - \$125,000	593	19.31%	2.44	4.30	1.20	1.60	2.18
\$125,001 - \$275,000	793	25.82%	1.04	5.11	0.68	0.58	0.88
\$275,001 - \$425,000	466	15.17%	1.74	10.37	1.68	1.11	1.37
\$425,001 - \$825,000	409	13.32%	4.05	28.84	2.79	2.48	3.21
\$825,001 and up	310	10.09%	19.38	64.11	9.18	7.46	11.64
Market Supply of Inventory (MSI)			1.90	5.78	0.94	1.15	2.60
Total Active Inventory by Units		100%	1.90	1,590	769	513	199

# February 2021



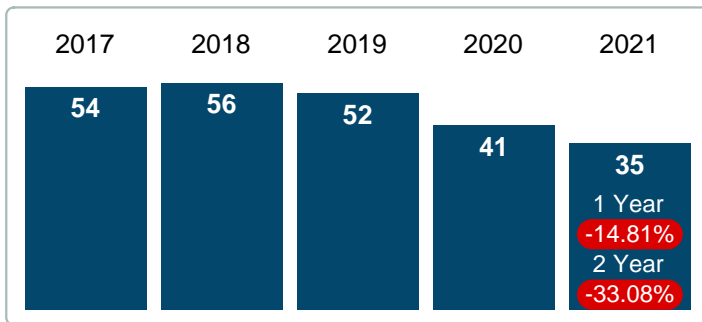
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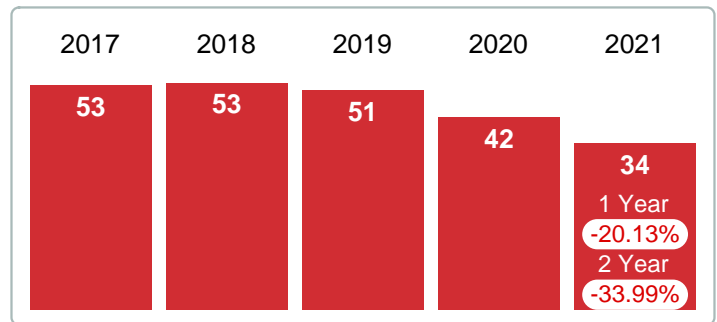
## AVERAGE DAYS ON MARKET TO SALE

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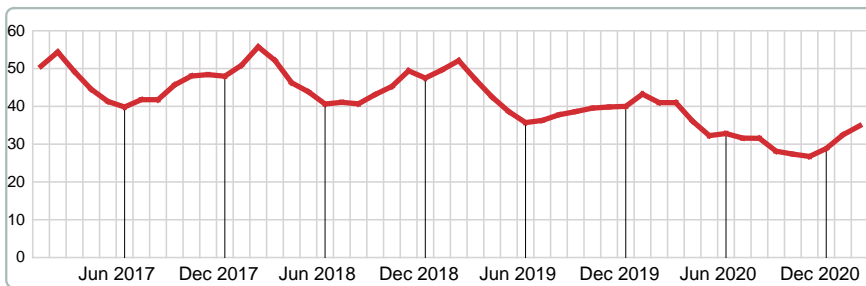
### FEBRUARY



### YEAR TO DATE (YTD)

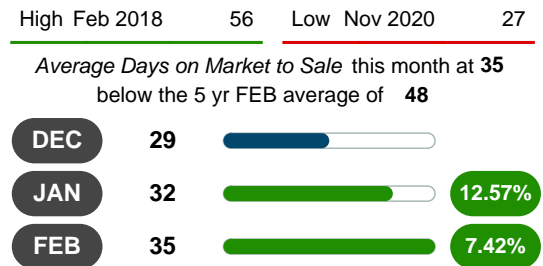


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 48



### 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
\$25,000 and less	8.73%	36	58	25	20	50
\$25,001 - \$100,000	13.26%	42	50	30	29	0
\$100,001 - \$150,000	13.60%	26	35	19	44	52
\$150,001 - \$225,000	27.03%	23	59	17	21	64
\$225,001 - \$275,000	12.23%	29	73	24	24	23
\$275,001 - \$400,000	15.48%	47	78	45	48	37
\$400,001 and up	9.67%	59	34	61	65	45
<b>Average Closed DOM</b>		<b>35</b>				
<b>Total Closed Units</b>		<b>1,169</b>				
<b>Total Closed Volume</b>		<b>255,550,641</b>				
			52	24	41	42
	100%	35	233	578	291	67
			32.18M	104.59M	92.17M	26.62M

# February 2021



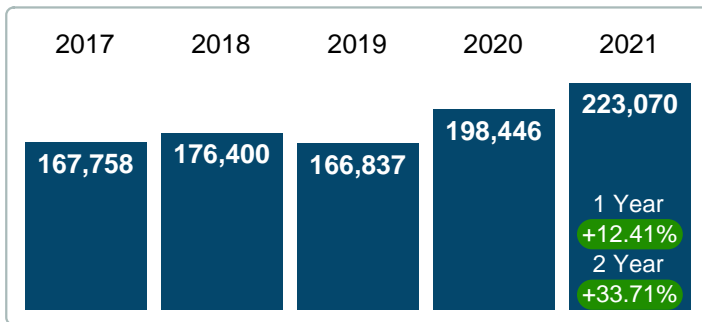
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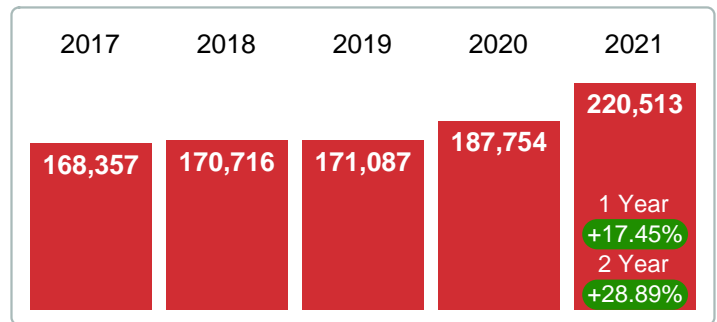
## AVERAGE LIST PRICE AT CLOSING

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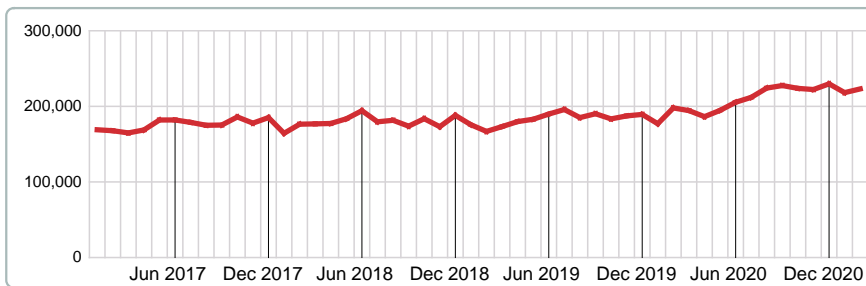
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

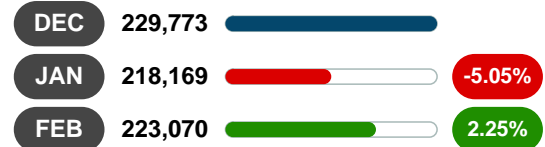


### 3 MONTHS

5 year FEB AVG = 186,502

High Dec 2020 229,773 Low Jan 2018 164,318

Average List Price at Closing this month at **223,070**  
above the 5 yr FEB average of **186,502**



### 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
\$25,000 and less	8.55%	3,442	7,803	1,891	1,871	2,433
\$25,001 - \$100,000	13.17%	69,971	68,206	76,780	82,914	0
\$100,001 - \$150,000	14.20%	128,978	128,586	129,716	134,445	124,700
\$150,001 - \$225,000	25.75%	187,436	198,812	185,819	193,648	197,283
\$225,001 - \$275,000	12.23%	250,643	270,014	253,532	251,094	265,767
\$275,001 - \$400,000	16.08%	332,506	379,211	332,756	334,407	344,605
\$400,001 and up	10.01%	627,928	1,666,020	511,327	584,514	636,680
<b>Average List Price</b>		<b>223,070</b>	<b>145,778</b>	<b>183,108</b>	<b>321,772</b>	<b>407,919</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>223,070</b>	<b>233</b>	<b>578</b>	<b>291</b>	<b>67</b>
<b>Total Closed Volume</b>		<b>260,768,978</b>	<b>33.97M</b>	<b>105.84M</b>	<b>93.64M</b>	<b>27.33M</b>



# February 2021



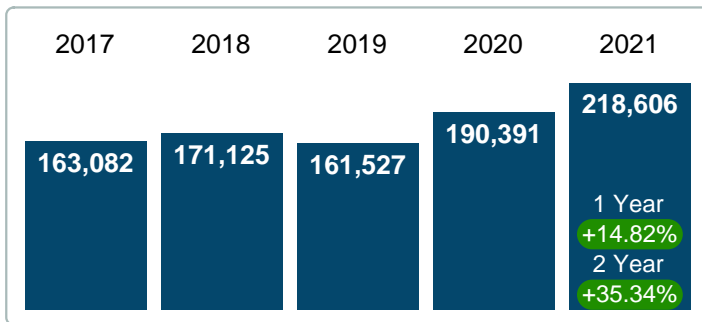
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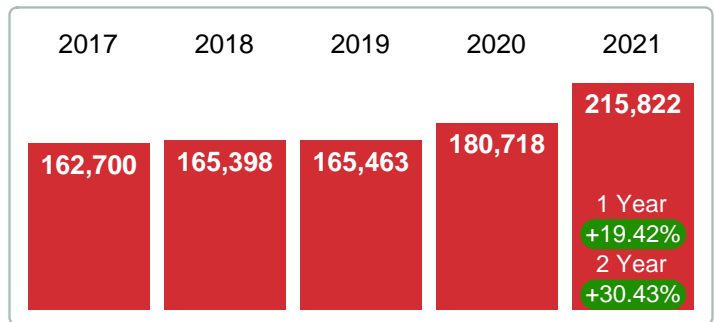
## AVERAGE SOLD PRICE AT CLOSING

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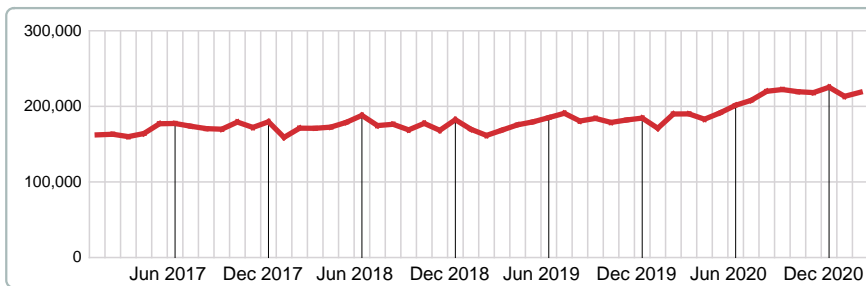
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

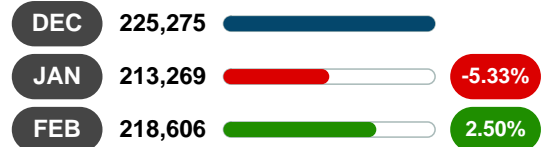


### 3 MONTHS

5 year FEB AVG = 180,946

High Dec 2020 225,275 Low Jan 2018 158,952

Average Sold Price at Closing this month at **218,606** above the 5 yr FEB average of **180,946**



### 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
\$25,000 and less	8.73%	3,605	7,043	1,760	1,853	2,433
\$25,001 - \$100,000	13.26%	67,278	62,893	73,750	79,343	0
\$100,001 - \$150,000	13.60%	127,541	124,520	128,813	128,427	124,250
\$150,001 - \$225,000	27.03%	186,419	189,320	184,800	191,189	192,083
\$225,001 - \$275,000	12.23%	250,508	252,000	251,402	248,516	252,630
\$275,001 - \$400,000	15.48%	330,989	346,722	325,509	330,444	341,727
\$400,001 and up	9.67%	618,016	1,617,952	500,703	572,986	616,682
<b>Average Sold Price</b>		<b>218,606</b>	<b>138,116</b>	<b>180,944</b>	<b>316,726</b>	<b>397,269</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>218,606</b>	<b>233</b>	<b>578</b>	<b>291</b>	<b>67</b>
<b>Total Closed Volume</b>		<b>255,550,641</b>	<b>32.18M</b>	<b>104.59M</b>	<b>92.17M</b>	<b>26.62M</b>

# February 2021



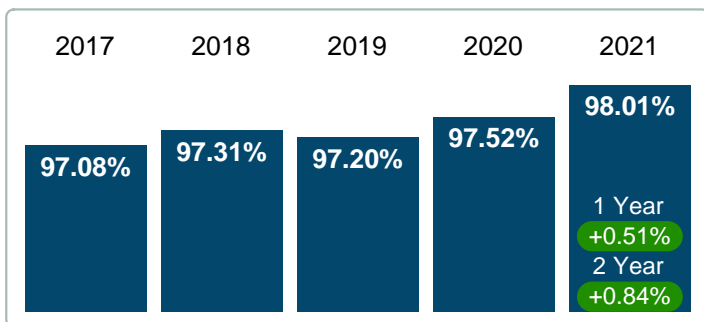
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



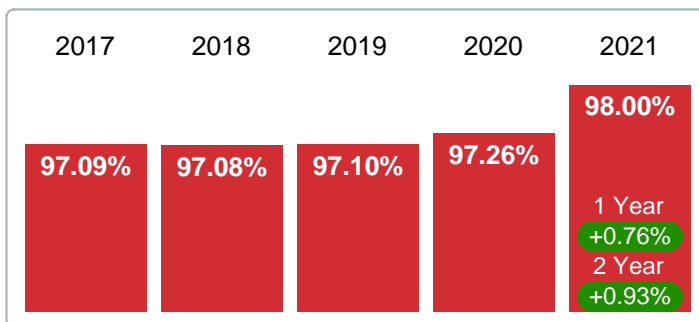
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Mar 11, 2021 for MLS Technology Inc.

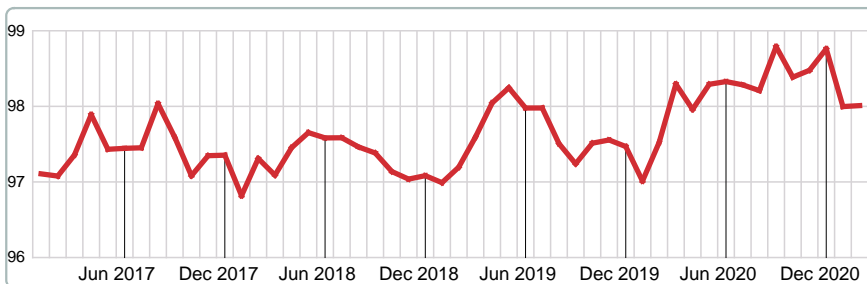
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

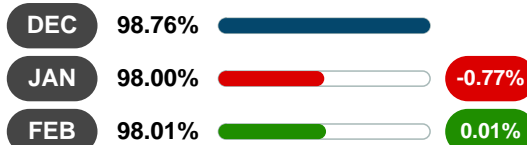


### 3 MONTHS

5 year FEB AVG = 97.42%

High Sep 2020 98.79% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.01%** above the 5 yr FEB average of **97.42%**



### 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
\$25,000 and less	102	8.73%	97.71%	95.13%	99.06%	98.83%	100.00%
\$25,001 - \$100,000	155	13.26%	93.86%	92.40%	96.30%	95.80%	0.00%
\$100,001 - \$150,000	159	13.60%	98.84%	97.54%	99.70%	96.02%	99.52%
\$150,001 - \$225,000	316	27.03%	99.15%	96.00%	99.58%	99.26%	97.51%
\$225,001 - \$275,000	143	12.23%	98.59%	95.23%	99.29%	99.02%	95.98%
\$275,001 - \$400,000	181	15.48%	98.40%	92.15%	98.23%	98.90%	99.37%
\$400,001 and up	113	9.67%	98.25%	95.00%	98.38%	98.46%	98.25%
Average Sold/List Ratio			98.00%	94.46%	99.05%	98.70%	98.36%
Total Closed Units	1,169	100%	98.00%	233	578	291	67
Total Closed Volume	255,550,641			32.18M	104.59M	92.17M	26.62M

# February 2021



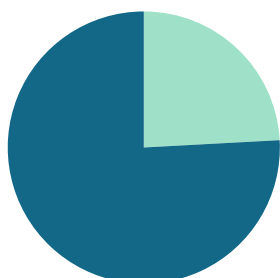
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

Report produced on Mar 11, 2021 for MLS Technology Inc.

### INVENTORY

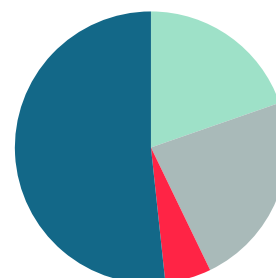


**Inventory**  
 New Listings  
**1,377 = 24.14%**  
 Start Inventory  
**4,327**  
 Total Inventory Units  
**5,704**  
 Volume  
**\$1,850,339,311**

### Market Activity

Closed Sales  
**1,169 = 19.68%**  
 Pending Sales  
**1,376 = 23.16%**  
 Other Off Market  
**325 = 5.47%**  
 Active Inventory  
**3,071 = 51.69%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,145	1,169	2.10%	2,288	2,444	6.82%
Pending Sales	1,285	1,376	7.08%	2,591	2,931	13.12%
New Listings	2,069	1,377	-33.45%	4,269	3,104	-27.29%
Average List Price	198,446	223,070	12.41%	187,754	220,513	17.45%
Average Sale Price	190,391	218,606	14.82%	180,718	215,822	19.42%
Average Percent of Selling Price to List Price	97.52%	98.01%	0.51%	97.26%	98.00%	0.76%
Average Days on Market to Sale	40.93	34.86	-14.81%	42.08	33.61	-20.13%
Monthly Inventory	6,837	3,071	-55.08%	6,837	3,071	-55.08%
Months Supply of Inventory	4.54	1.90	-58.16%	4.54	1.90	-58.16%

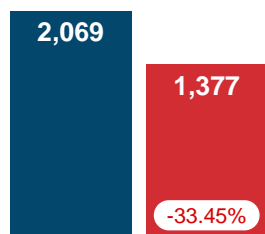
**Absorption:** Last 12 months, an Average of **1,617** Sales/Month

**Inventory** on February 28, 2021 = **3,071** 2020 2021

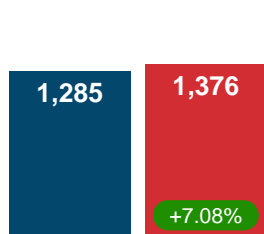
### FEBRUARY MARKET

### AVERAGE PRICES

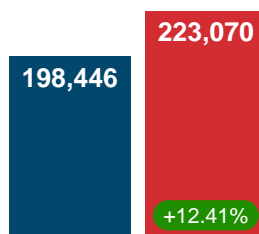
#### New Listings



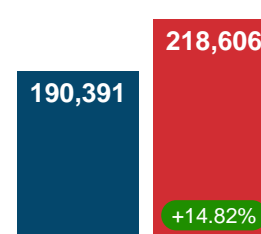
#### Pending Listings



#### List Price



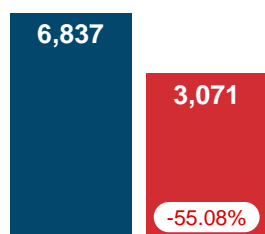
#### Sale Price



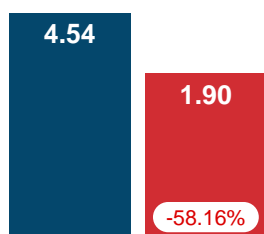
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

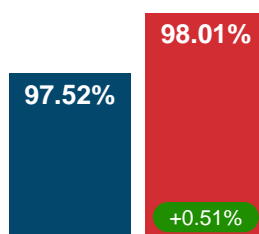
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

