

February 2021

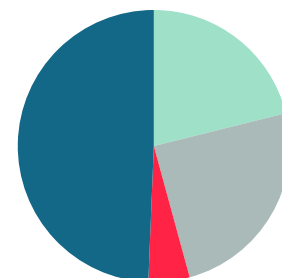
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	806	769	-4.59%
Pending Listings	858	897	4.55%
New Listings	1,294	885	-31.61%
Median List Price	170,285	193,100	13.40%
Median Sale Price	166,500	191,300	14.89%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	21.00	11.00	-47.62%
End of Month Inventory	4,074	1,797	-55.89%
Months Supply of Inventory	3.90	1.64	-57.99%



■ Closed (21.12%)
■ Pending (24.64%)
■ Other OffMarket (4.89%)
■ Active (49.35%)

Absorption: Last 12 months, an Average of **1,096** Sales/Month
Active Inventory as of February 28, 2021 = **1,797**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **55.89%** to 1,797 existing homes available for sale. Over the last 12 months this area has had an average of 1,096 closed sales per month. This represents an unsold inventory index of **1.64** 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 **14.89%** in February 2021 to \$191,300 versus the previous year at \$166,500.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 10.00 days or **47.62%** in February 2021 compared to last year's same month at **21.00** DOM.

Sales Success for February 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 885 New Listings in February 2021, down **31.61%** from last year at 1,294. Furthermore, there were 769 Closed Listings this month versus last year at 806, a **-4.59%** decrease.

Closed versus Listed trends yielded a **86.9%** ratio, up from previous year's, February 2020, at **62.3%**, a **39.50%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

February 2021

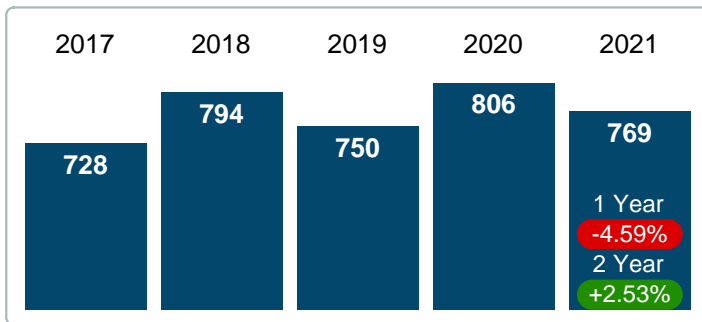
Area Delimited by County Of Tulsa



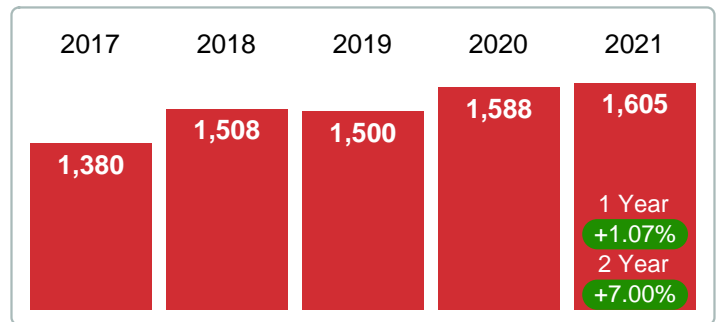
CLOSED LISTINGS

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

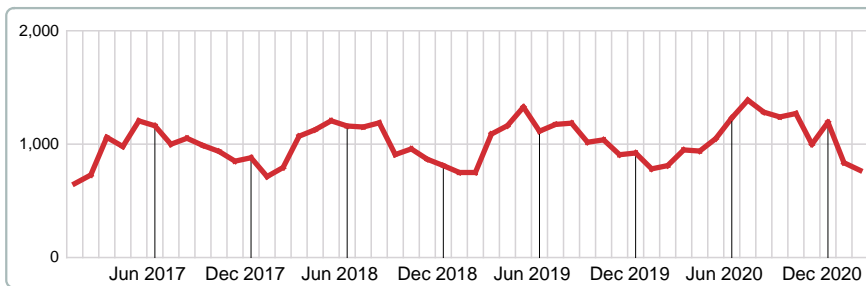
FEBRUARY



YEAR TO DATE (YTD)

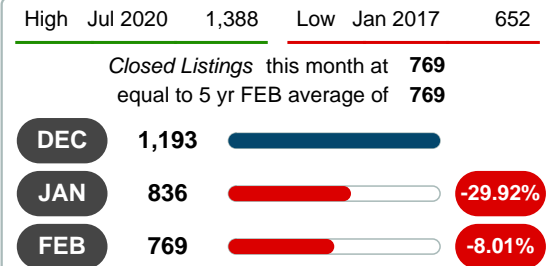


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 769



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1	156	20.29%	14.0	69	65	19	3
\$100,001	101	13.13%	7.0	26	66	7	2
\$150,001	209	27.18%	5.0	15	153	37	4
\$225,001	122	15.86%	11.0	7	53	52	10
\$300,001	98	12.74%	24.5	5	28	46	19
\$400,001 and up	83	10.79%	48.0	4	13	48	18
Total Closed Units	769			126	378	209	56
Total Closed Volume	176,714,867	100%	11.0	19.63M	68.68M	66.48M	21.92M
Median Closed Price	\$191,300			\$89,950	\$175,000	\$284,000	\$344,500

February 2021

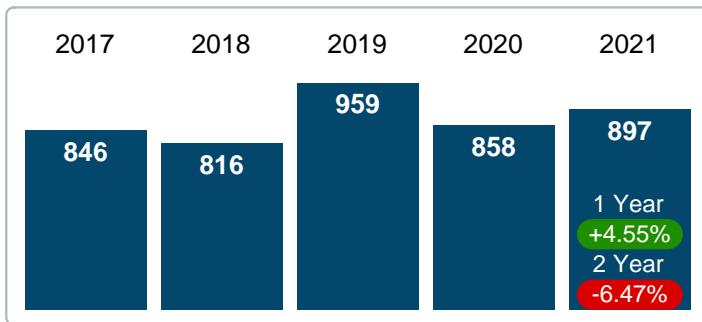
Area Delimited by County Of Tulsa



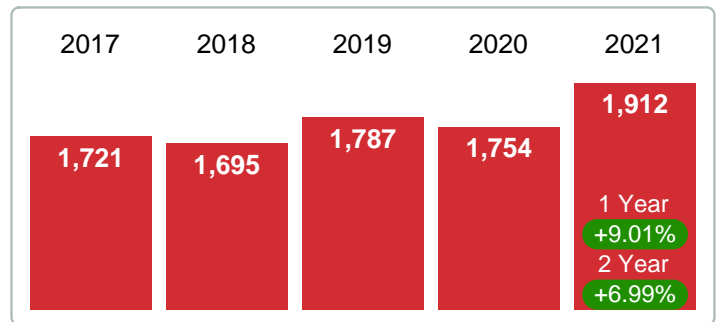
PENDING LISTINGS

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

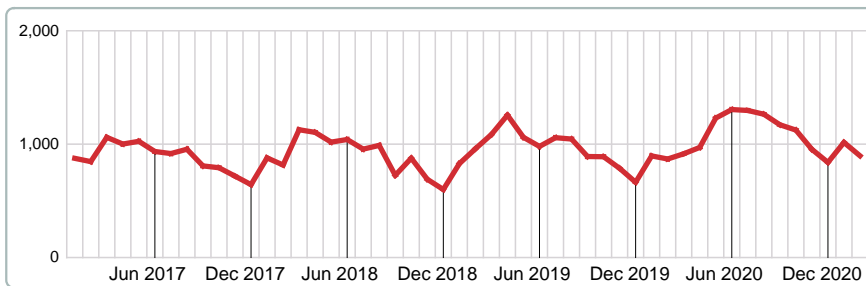
FEBRUARY



YEAR TO DATE (YTD)

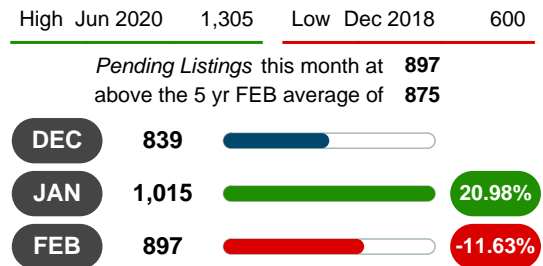


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 875



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	68	7.58%	17.0	28	30	10	0
\$50,001 - \$125,000	114	12.71%	7.0	47	65	1	1
\$125,001 - \$175,000	156	17.39%	5.0	21	117	18	0
\$175,001 - \$250,000	210	23.41%	5.0	18	135	53	4
\$250,001 - \$325,000	123	13.71%	11.0	10	49	59	5
\$325,001 - \$475,000	135	15.05%	17.0	6	43	68	18
\$475,001 and up	91	10.14%	32.0	15	9	42	25
Total Pending Units	897			145	448	251	53
Total Pending Volume	246,179,084	100%	8.0	33.63M	89.37M	87.21M	35.97M
Median Listing Price	\$214,000			\$125,000	\$179,900	\$310,000	\$453,725

February 2021

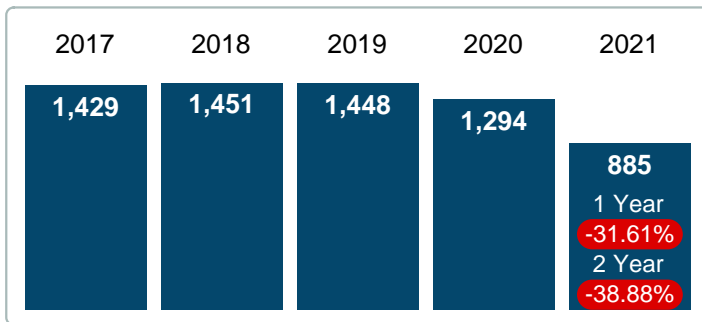
Area Delimited by County Of Tulsa



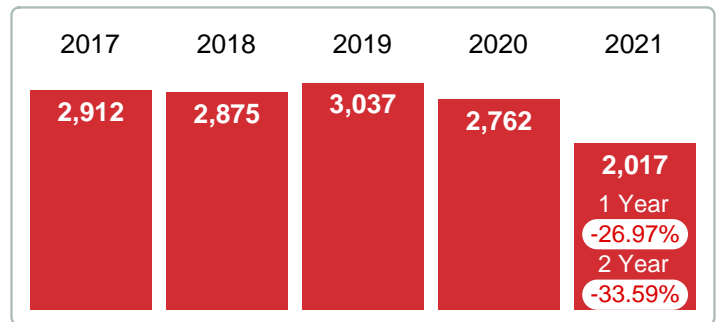
NEW LISTINGS

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

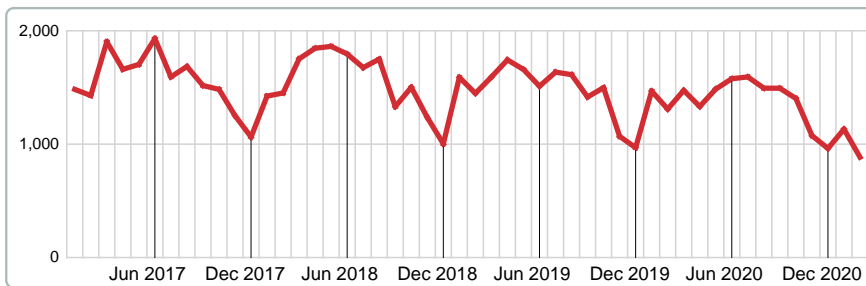
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

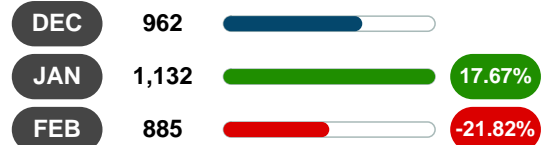


3 MONTHS

5 year FEB AVG = 1,301

High Jun 2017 1,931 Low Feb 2021 885

New Listings this month at **885**
below the 5 yr FEB average of **1,301**



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	84	9.49%	26	40	15	3
\$25,001 - \$100,000	79	8.93%	50	27	1	1
\$100,001 - \$150,000	124	14.01%	29	88	7	0
\$150,001 - \$225,000	238	26.89%	24	163	46	5
\$225,001 - \$325,000	141	15.93%	12	68	55	6
\$325,001 - \$500,000	127	14.35%	10	34	63	20
\$500,001 and up	92	10.40%	24	8	28	32
Total New Listed Units	885		175	428	215	67
Total New Listed Volume	241,639,964	100%	45.77M	81.67M	73.01M	41.19M
Median New Listed Listing Price	\$199,000		\$125,000	\$176,250	\$289,900	\$469,960



February 2021

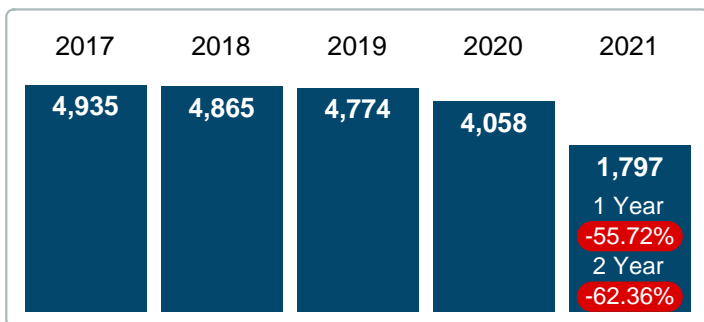
Area Delimited by County Of Tulsa



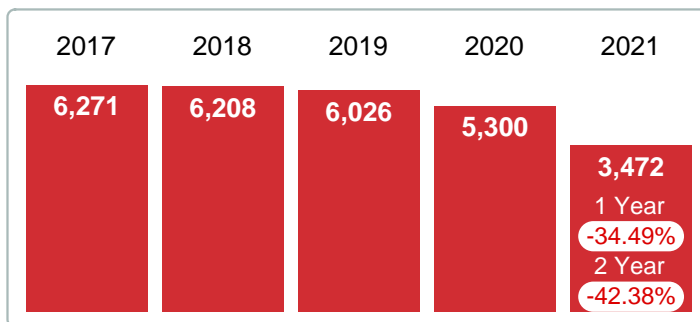
ACTIVE INVENTORY

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

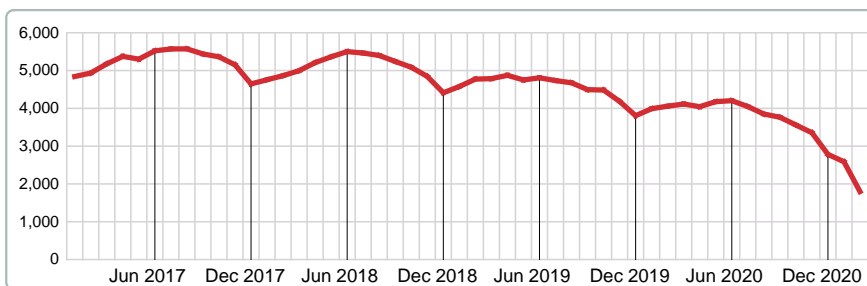
END OF FEBRUARY



ACTIVE DURING FEBRUARY

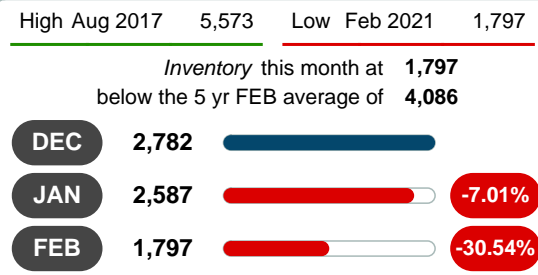


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4,086



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	124	6.90%	31.5	47	57	18	2
\$25,001 - \$75,000	222	12.35%	97.0	153	59	10	0
\$75,001 - \$150,000	266	14.80%	48.0	156	97	12	1
\$150,001 - \$350,000	498	27.71%	42.5	147	204	125	22
\$350,001 - \$525,000	280	15.58%	81.0	74	50	116	40
\$525,001 - \$975,000	220	12.24%	79.5	84	21	59	56
\$975,001 and up	187	10.41%	118.0	114	5	26	42
Total Active Inventory by Units	1,797			775	493	366	163
Total Active Inventory by Volume	827,198,278	100%	61.0	404.09M	102.65M	170.40M	150.06M
Median Active Inventory Listing Price	\$245,000			\$172,500	\$179,000	\$380,000	\$650,000

February 2021

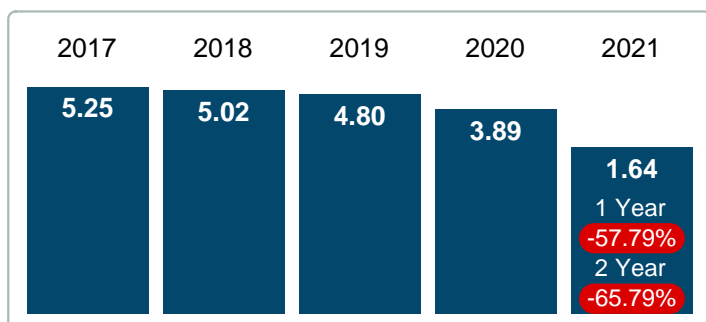
Area Delimited by County Of Tulsa



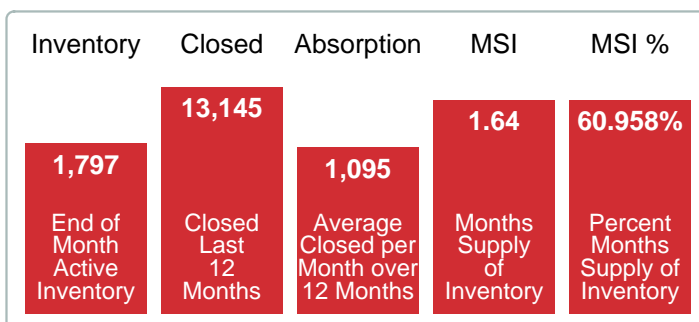
MONTHS SUPPLY of INVENTORY (MSI)

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

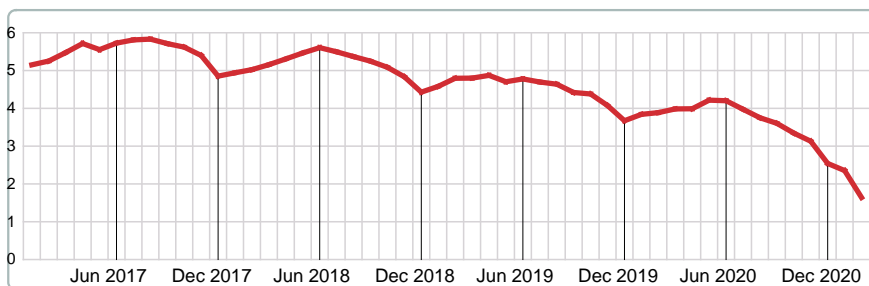
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

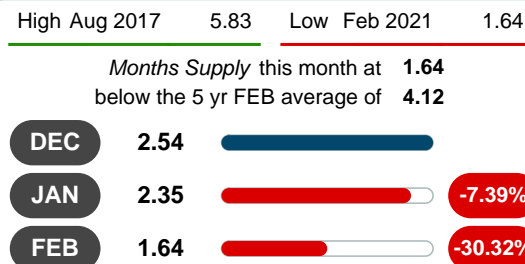


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4.12



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	124	6.90%	0.95	1.33	0.77	0.93	1.26
\$25,001 - \$75,000	222	12.35%	3.60	4.12	2.80	3.08	0.00
\$75,001 - \$150,000	266	14.80%	1.36	3.48	0.72	0.86	1.09
\$150,001 - \$350,000	498	27.71%	0.91	4.18	0.71	0.62	0.92
\$350,001 - \$525,000	280	15.58%	2.60	20.65	2.17	1.82	2.31
\$525,001 - \$975,000	220	12.24%	5.06	31.50	3.65	2.52	4.80
\$975,001 and up	187	10.41%	25.79	76.00	8.57	10.76	15.27
Market Supply of Inventory (MSI)			1.64	4.84	0.90	1.12	2.79
Total Active Inventory by Units		100%	1,797	775	493	366	163

February 2021

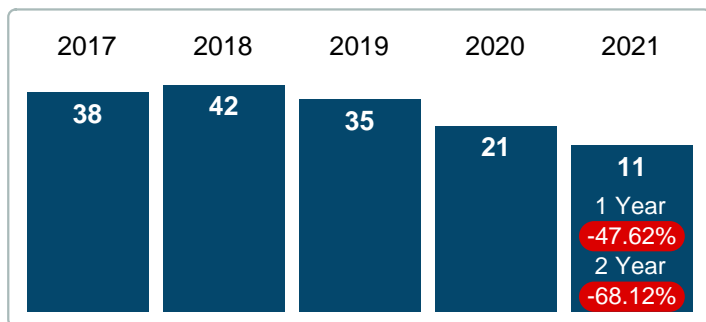
Area Delimited by County Of Tulsa



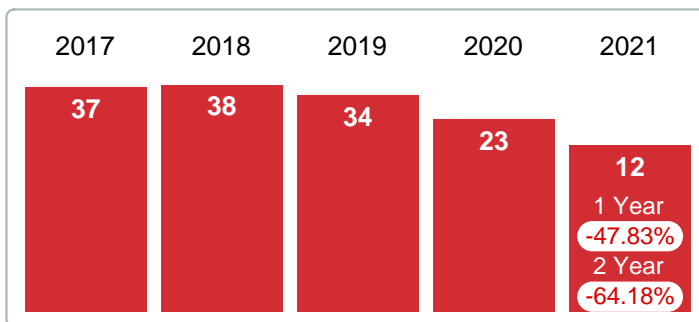
MEDIAN DAYS ON MARKET TO SALE

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

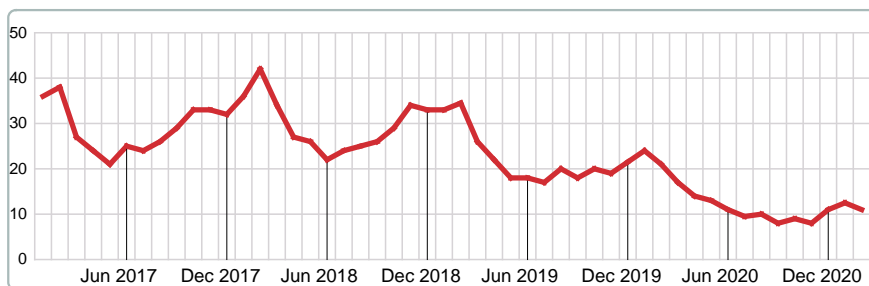
FEBRUARY



YEAR TO DATE (YTD)

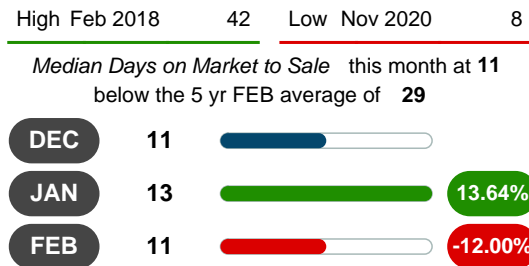


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 29



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
\$0 and less	0	0.00%	118	0	0	0	0
\$1-\$100,000	156	20.29%	14	17	13	14	50
\$100,001-\$150,000	101	13.13%	7	7	6	27	52
\$150,001-\$225,000	209	27.18%	5	17	4	7	59
\$225,001-\$300,000	122	15.86%	11	6	13	11	20
\$300,001-\$400,000	98	12.74%	25	49	30	23	20
\$400,001 and up	83	10.79%	48	2	62	78	19
Median Closed DOM			11	15	7	20	26
Total Closed Units		100%	769	126	378	209	56
Total Closed Volume			176,714,867	19.63M	68.68M	66.48M	21.92M

February 2021

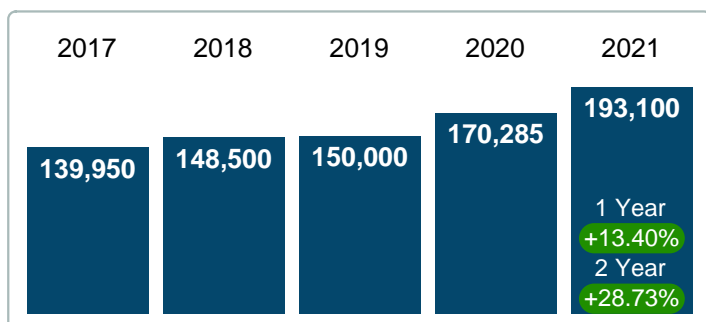
Area Delimited by County Of Tulsa



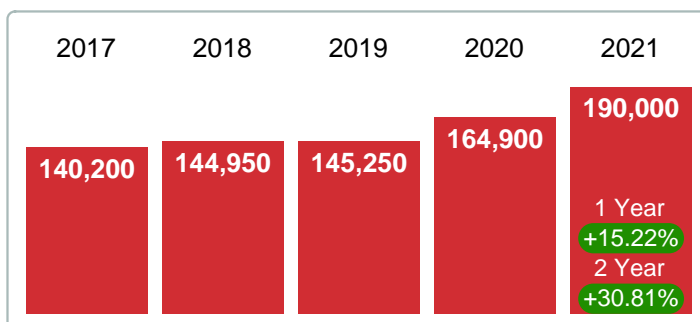
MEDIAN LIST PRICE AT CLOSING

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

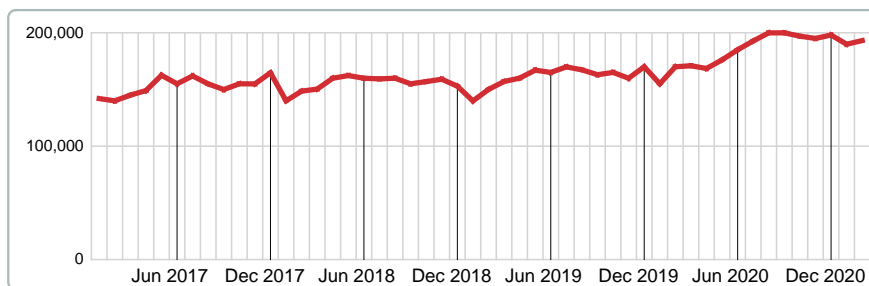
FEBRUARY



YEAR TO DATE (YTD)

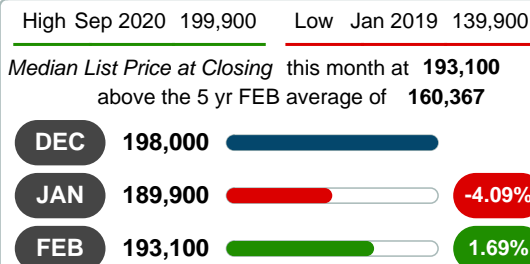


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 160,367



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
\$0 and less	0	0.00%	48	0	0	0	0
\$1	154	20.03%	24,250	62,400	1,675	1,900	2,200
\$100,001	108	14.04%	129,945	125,000	130,000	135,000	124,700
\$150,001	199	25.88%	185,000	195,300	184,000	196,500	196,000
\$225,001	126	16.38%	260,000	235,000	259,900	260,000	272,200
\$300,001	99	12.87%	348,000	350,000	344,195	347,750	349,900
\$400,001 and up	83	10.79%	550,000	530,100	457,450	589,900	539,000
Median List Price			193,100	94,500	178,950	284,900	346,000
Total Closed Units		100%	193,100	126	378	209	56
Total Closed Volume			180,112,587	20.56M	69.32M	67.67M	22.56M

February 2021

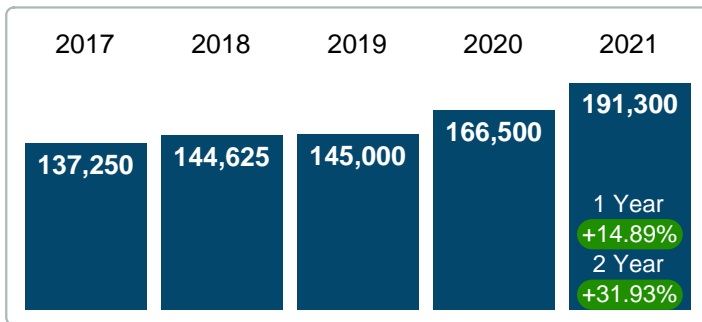
Area Delimited by County Of Tulsa



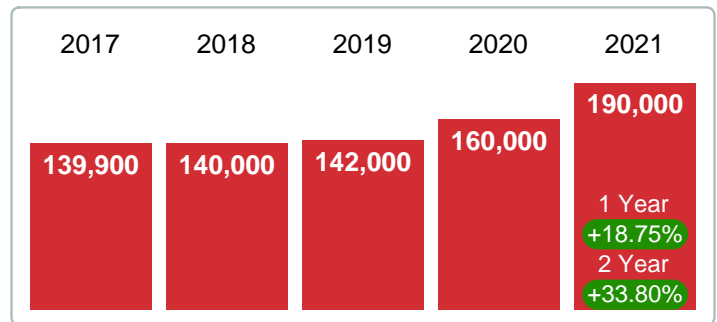
MEDIAN SOLD PRICE AT CLOSING

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

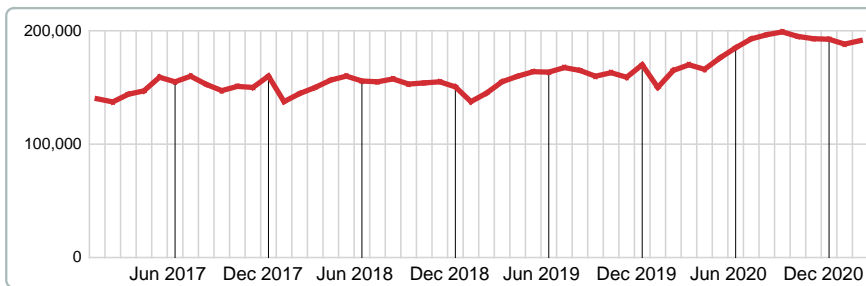
FEBRUARY



YEAR TO DATE (YTD)

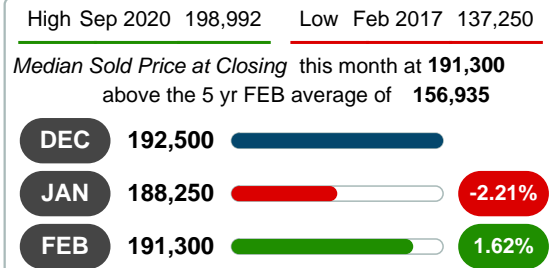


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 156,935



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
\$0 and less	0	0.00%	550,000	0	0	0	0
\$1	156	20.29%	24,250	52,000	1,675	1,849	2,200
\$100,001	101	13.13%	129,500	123,500	130,000	130,000	124,250
\$150,001	209	27.18%	185,000	188,500	182,000	189,000	182,550
\$225,001	122	15.86%	260,000	251,000	260,000	260,000	257,500
\$300,001	98	12.74%	342,500	347,500	333,200	341,000	345,000
\$400,001 and up	83	10.79%	539,900	870,000	441,628	567,500	487,500
Median Sold Price			191,300	89,950	175,000	284,000	344,500
Total Closed Units		100%	769	126	378	209	56
Total Closed Volume			176,714,867	19.63M	68.68M	66.48M	21.92M

February 2021

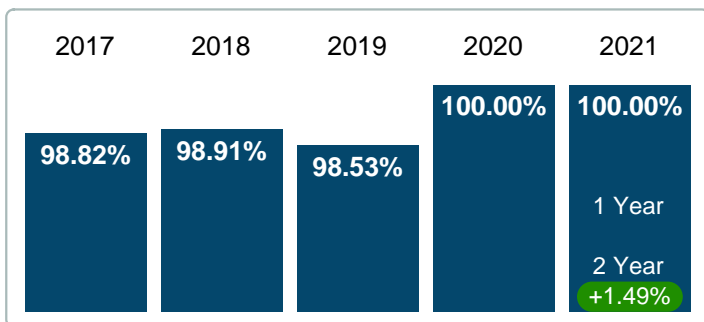
Area Delimited by County Of Tulsa



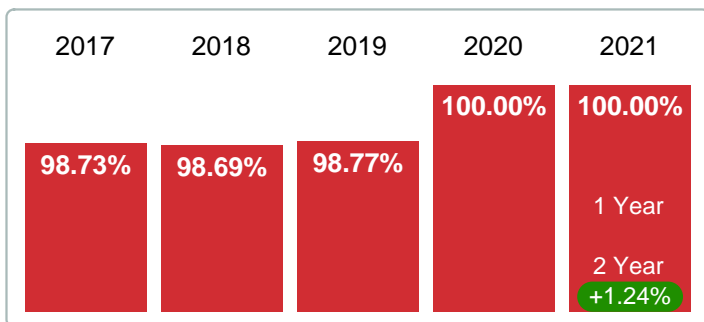
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

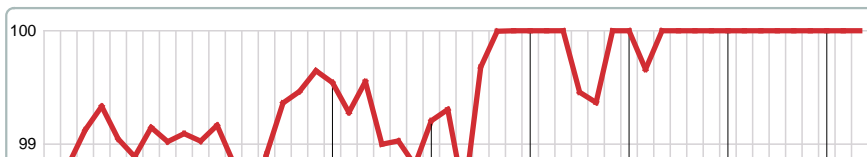
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 99.25%

High Feb 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr FEB average of **99.25%**

DEC 100.00%
JAN 100.00%
FEB 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	
\$0 and less	0	0.00%	99.00%	0.00%	0.00%	0.00%	0.00%	
\$1 - \$100,000	156	20.29%	100.00%	100.00%	100.00%	100.00%	100.00%	
\$100,001 - \$150,000	101	13.13%	100.00%	100.00%	100.23%	91.99%	99.52%	
\$150,001 - \$225,000	209	27.18%	100.00%	100.00%	100.00%	100.00%	97.85%	
\$225,001 - \$300,000	122	15.86%	100.00%	97.87%	100.00%	100.00%	95.63%	
\$300,001 - \$400,000	98	12.74%	99.37%	92.94%	98.75%	99.25%	100.00%	
\$400,001 and up	83	10.79%	97.74%	96.67%	97.24%	98.01%	97.81%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	99.78%	
Total Closed Units		769	100%	100.00%	126	378	209	56
Total Closed Volume		176,714,867			19.63M	68.68M	66.48M	21.92M

February 2021

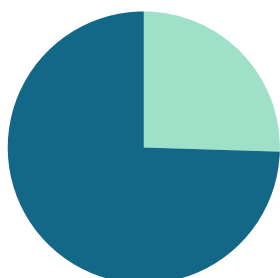
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

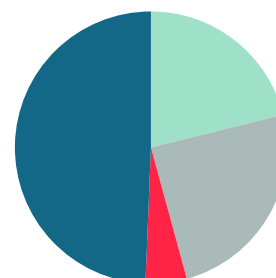


Inventory
 New Listings
885 = 25.49%
 Start Inventory
2,587
 Total Inventory Units
3,472
 Volume
\$1,294,352,543

Market Activity

Closed Sales
769 = 21.12%
 Pending Sales
897 = 24.64%
 Other Off Market
178 = 4.89%
 Active Inventory
1,797 = 49.35%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	806	769	-4.59%	1,588	1,605	1.07%
Pending Sales	858	897	4.55%	1,754	1,912	9.01%
New Listings	1,294	885	-31.61%	2,762	2,017	-26.97%
Median List Price	170,285	193,100	13.40%	164,900	190,000	15.22%
Median Sale Price	166,500	191,300	14.89%	160,000	190,000	18.75%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	21.00	11.00	-47.62%	23.00	12.00	-47.83%
Monthly Inventory	4,074	1,797	-55.89%	4,074	1,797	-55.89%
Months Supply of Inventory	3.90	1.64	-57.99%	3.90	1.64	-57.99%

Absorption: Last 12 months, an Average of **1,096** Sales/Month

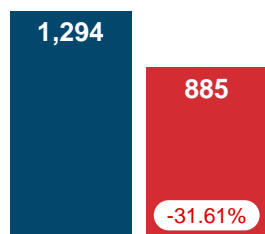
Inventory on February 28, 2021 = **1,797**

2020 **2021**

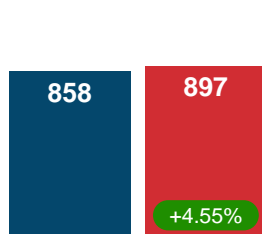
FEBRUARY MARKET

MEDIAN PRICES

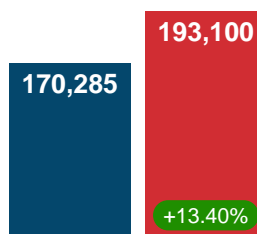
New Listings



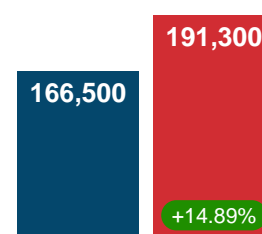
Pending Listings



List Price



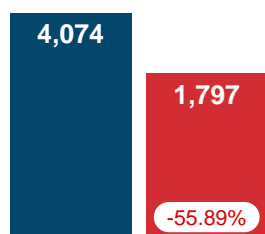
Sale Price



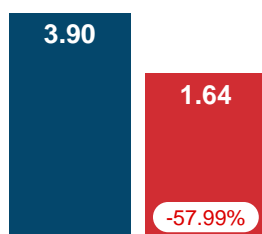
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

