

# March 2021

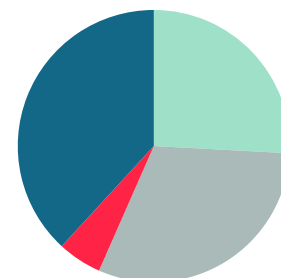
Area Delimited by County Of Tulsa



## MONTHLY INVENTORY ANALYSIS

Report produced on Apr 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	March 2021	+/-%
Closed Listings	949	1,116	17.60%
Pending Listings	915	1,328	45.14%
New Listings	1,474	1,445	-1.97%
Average List Price	204,503	238,769	16.76%
Average Sale Price	200,244	234,377	17.05%
Average Percent of Selling Price to List Price	98.73%	98.91%	0.18%
Average Days on Market to Sale	37.51	27.90	-25.63%
End of Month Inventory	4,119	1,648	-59.99%
Months Supply of Inventory	3.99	1.48	-62.79%



■ Closed (25.85%)  
■ Pending (30.75%)  
■ Other OffMarket (5.23%)  
■ Active (38.17%)

**Absorption:** Last 12 months, an Average of **1,110** Sales/Month  
**Active Inventory** as of March 31, 2021 = **1,648**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2021 decreased **59.99%** to 1,648 existing homes available for sale. Over the last 12 months this area has had an average of 1,110 closed sales per month. This represents an unsold inventory index of **1.48** 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 **17.05%** in March 2021 to \$234,377 versus the previous year at \$200,244.

#### Average Days on Market Shortens

The average number of **27.90** days that homes spent on the market before selling decreased by 9.62 days or **25.63%** in March 2021 compared to last year's same month at **37.51** DOM.

#### Sales Success for March 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 1,445 New Listings in March 2021, down **1.97%** from last year at 1,474. Furthermore, there were 1,116 Closed Listings this month versus last year at 949, a **17.60%** increase.

Closed versus Listed trends yielded a **77.2%** ratio, up from previous year's, March 2020, at **64.4%**, a **19.96%** 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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<b>Average List Price at Closing</b>	<b>8</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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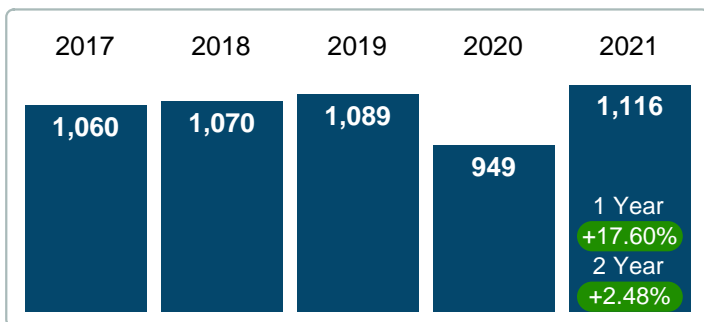
Area Delimited by County Of Tulsa



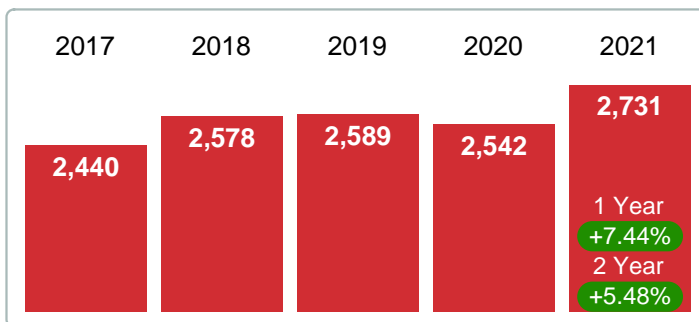
## CLOSED LISTINGS

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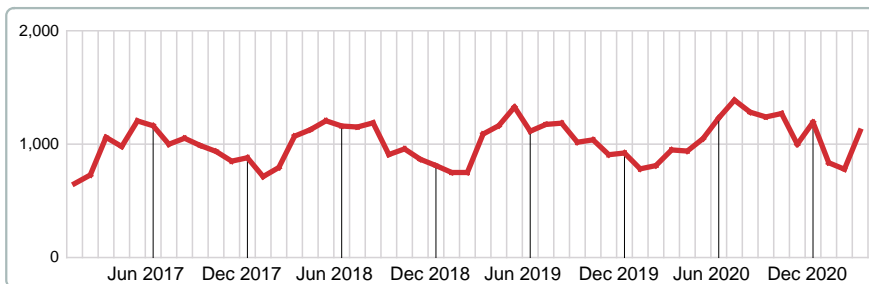
### MARCH



### YEAR TO DATE (YTD)

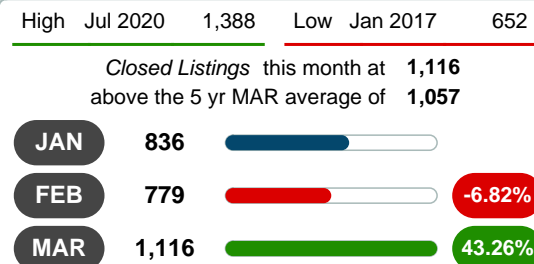


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,057



### 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	112	10.04%	29.6	27	68	16	1
\$25,001 - \$100,000	103	9.23%	31.0	60	41	1	1
\$100,001 - \$150,000	168	15.05%	15.4	36	116	14	2
\$150,001 - \$225,000	288	25.81%	16.8	21	210	55	2
\$225,001 - \$300,000	163	14.61%	22.0	13	68	73	9
\$300,001 - \$400,000	146	13.08%	39.0	2	49	77	18
\$400,001 and up	136	12.19%	58.3	11	19	75	31
<b>Total Closed Units</b>	<b>1,116</b>			<b>170</b>	<b>571</b>	<b>311</b>	<b>64</b>
<b>Total Closed Volume</b>	<b>261,564,697</b>	<b>100%</b>	<b>27.9</b>	<b>25.08M</b>	<b>100.82M</b>	<b>103.22M</b>	<b>32.45M</b>
<b>Average Closed Price</b>	<b>\$234,377</b>			<b>\$147,503</b>	<b>\$176,572</b>	<b>\$331,899</b>	<b>\$506,965</b>

# March 2021



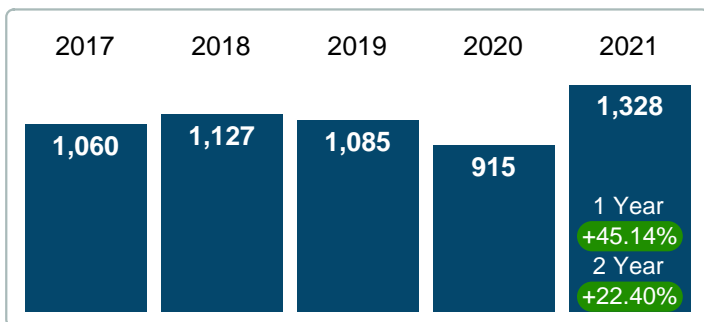
Area Delimited by County Of Tulsa



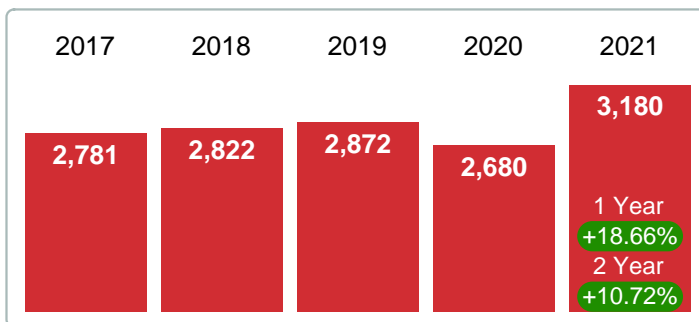
## PENDING LISTINGS

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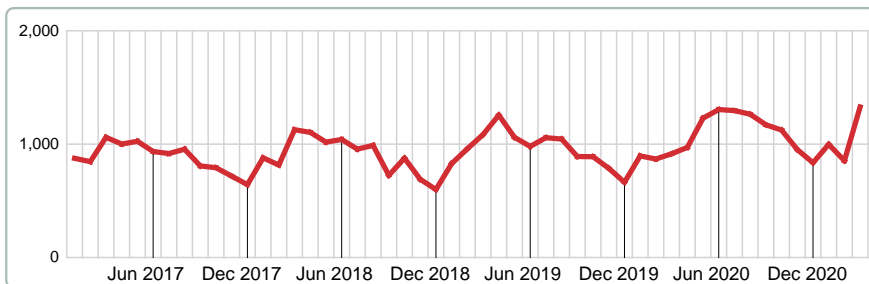
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

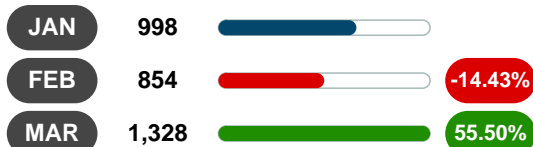


### 3 MONTHS

5 year MAR AVG = 1,103

High Mar 2021 1,328 Low Dec 2018 600

Pending Listings this month at 1,328 above the 5 yr MAR average of 1,103



### 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	95	7.15%	35.9	37	42	15	1
\$50,001 - \$125,000	180	13.55%	28.3	92	79	8	1
\$125,001 - \$175,000	207	15.59%	16.7	40	153	13	1
\$175,001 - \$250,000	306	23.04%	18.1	31	181	87	7
\$250,001 - \$325,000	190	14.31%	19.3	16	73	92	9
\$325,001 - \$450,000	218	16.42%	38.1	12	61	111	34
\$450,001 and up	132	9.94%	54.2	9	18	67	38
<b>Total Pending Units</b>	<b>1,328</b>			<b>237</b>	<b>607</b>	<b>393</b>	<b>91</b>
<b>Total Pending Volume</b>	<b>349,967,498</b>	<b>100%</b>	<b>26.8</b>	<b>38.49M</b>	<b>126.06M</b>	<b>137.83M</b>	<b>47.59M</b>
<b>Average Listing Price</b>	<b>\$198,701</b>			<b>\$162,402</b>	<b>\$207,674</b>	<b>\$350,723</b>	<b>\$522,921</b>

# March 2021



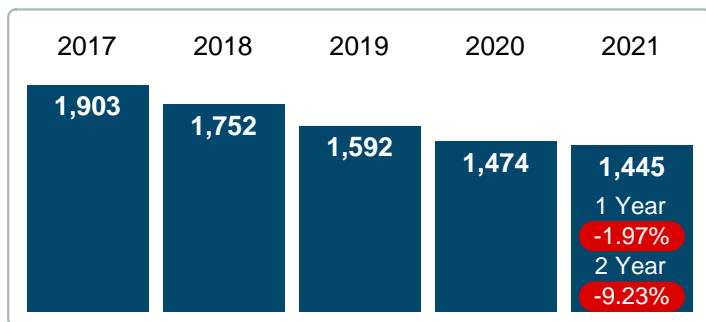
Area Delimited by County Of Tulsa



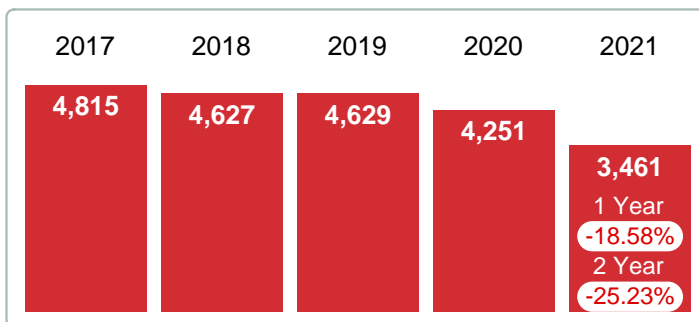
## NEW LISTINGS

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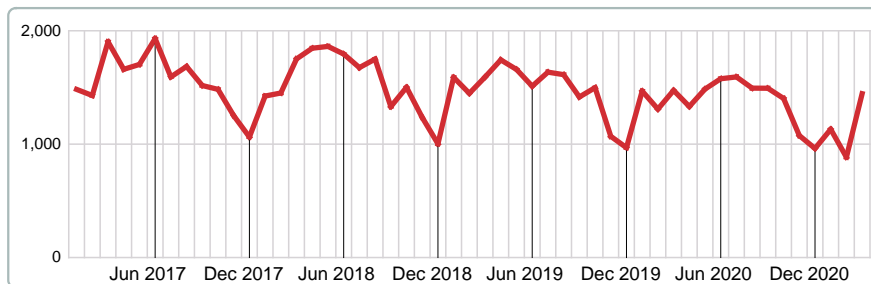
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,633

High Jun 2017 1,931 | Low Feb 2021 885

New Listings this month at **1,445**  
 below the 5 yr MAR average of **1,633**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	137	9.48%	61	58	18	0
\$40,001 - \$130,000	185	12.80%	97	81	7	0
\$130,001 - \$180,000	218	15.09%	39	163	16	0
\$180,001 - \$280,000	364	25.19%	41	200	115	8
\$280,001 - \$370,000	216	14.95%	16	72	109	19
\$370,001 - \$530,000	179	12.39%	22	37	86	34
\$530,001 and up	146	10.10%	19	21	61	45
<b>Total New Listed Units</b>	<b>1,445</b>		<b>295</b>	<b>632</b>	<b>412</b>	<b>106</b>
<b>Total New Listed Volume</b>	<b>419,746,639</b>	<b>100%</b>	<b>62.96M</b>	<b>133.73M</b>	<b>160.25M</b>	<b>62.81M</b>
<b>Average New Listed Listing Price</b>	<b>\$145,509</b>		<b>\$213,427</b>	<b>\$211,597</b>	<b>\$388,957</b>	<b>\$592,514</b>

# March 2021



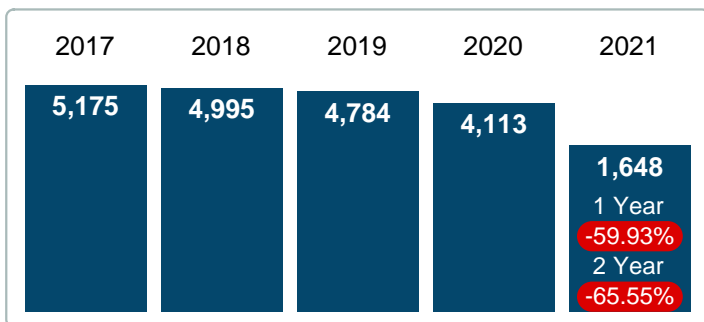
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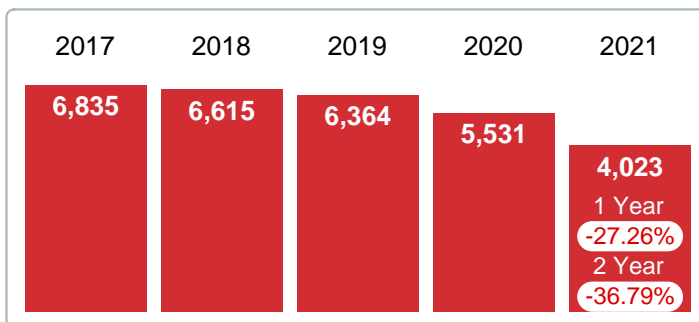
## ACTIVE INVENTORY

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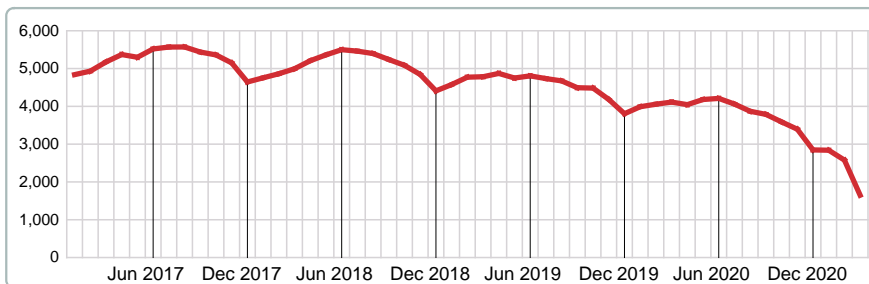
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

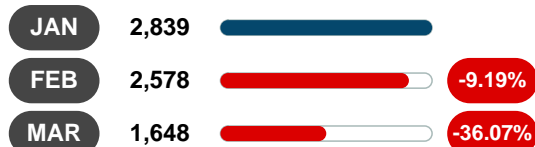


### 3 MONTHS

5 year MAR AVG = 4,143

High Aug 2017 5,571 Low Mar 2021 1,648

Inventory this month at 1,648  
below the 5 yr MAR average of 4,143



### 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	116	7.04%	62.1	61	40	14	1
\$25,001 - \$75,000	196	11.89%	125.1	126	61	9	0
\$75,001 - \$175,000	290	17.60%	82.6	177	100	12	1
\$175,001 - \$375,000	418	25.36%	62.2	114	168	115	21
\$375,001 - \$575,000	245	14.87%	92.6	73	43	96	33
\$575,001 - \$1,075,000	216	13.11%	93.3	82	18	55	61
\$1,075,001 and up	167	10.13%	137.9	103	2	25	37
Total Active Inventory by Units			1,648	736	432	326	154
Total Active Inventory by Volume			800,321,190	395.00M	96.51M	162.93M	145.88M
Average Active Inventory Listing Price			\$485,632	\$536,683	\$223,397	\$499,792	\$947,290

# March 2021

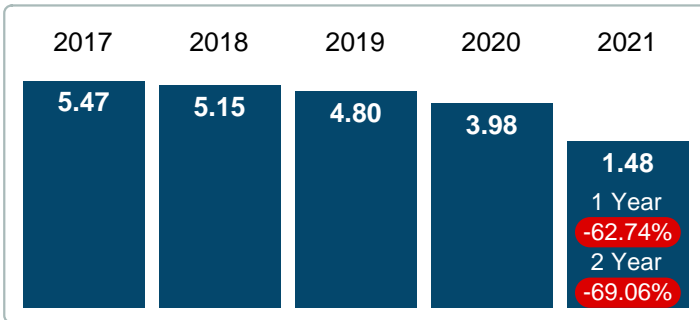
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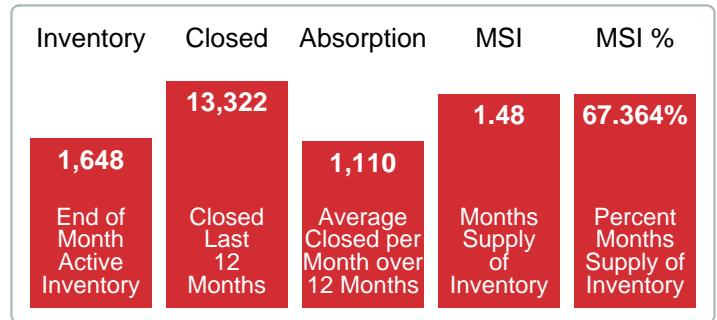
## MONTHS SUPPLY of INVENTORY (MSI)

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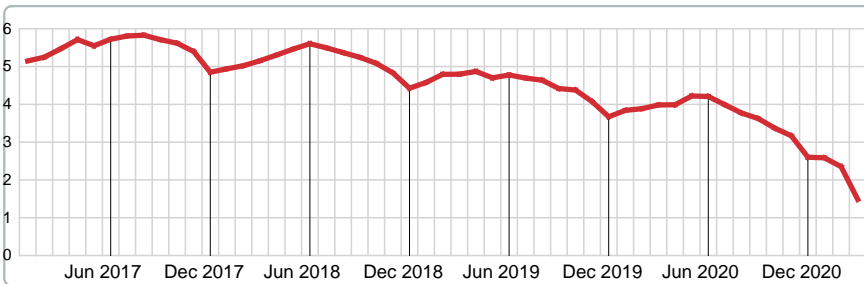
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021

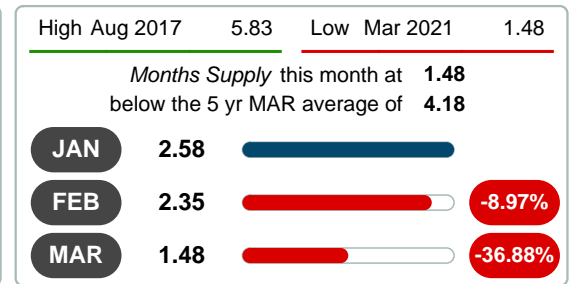


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 4.18



### 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	116	7.04%	0.91	1.85	0.55	0.72	0.60
\$25,001 - \$75,000	196	11.89%	3.20	3.38	2.98	2.77	0.00
\$75,001 - \$175,000	290	17.60%	0.95	3.15	0.46	0.44	0.52
\$175,001 - \$375,000	418	25.36%	0.87	4.15	0.76	0.56	0.78
\$375,001 - \$575,000	245	14.87%	2.60	19.04	2.36	1.76	1.88
\$575,001 - \$1,075,000	216	13.11%	5.90	32.80	4.15	2.80	6.05
\$1,075,001 and up	167	10.13%	27.45	72.71	4.80	12.50	16.44
Market Supply of Inventory (MSI)			1.48	4.55	0.78	0.98	2.53
Total Active Inventory by Units		100%	1,648	736	432	326	154

# March 2021

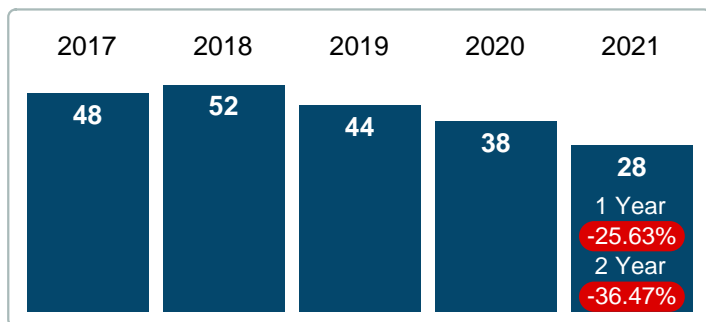
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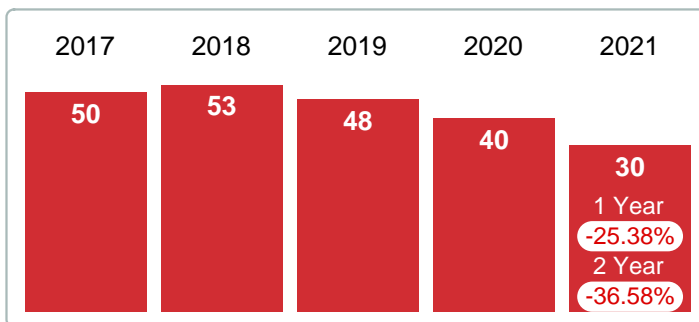
## AVERAGE DAYS ON MARKET TO SALE

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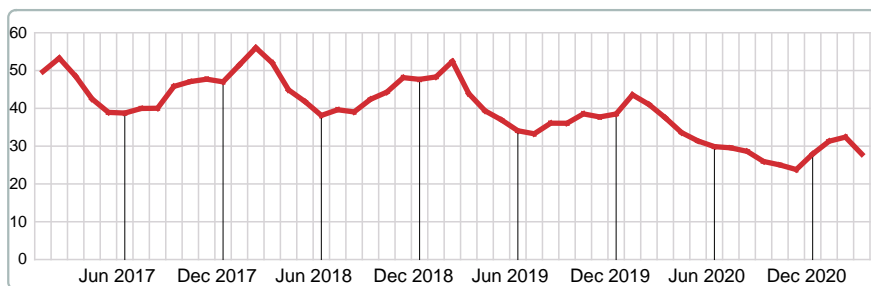
### MARCH



### YEAR TO DATE (YTD)

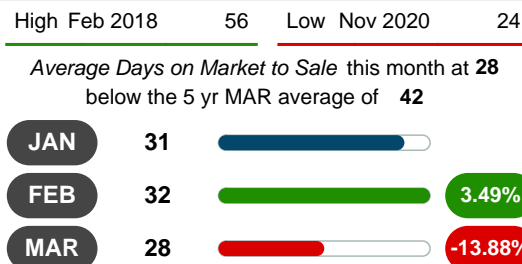


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 42



### 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	112	10.04%	30	34	31	15	19	
\$25,001 - \$100,000	103	9.23%	31	37	23	12	11	
\$100,001 - \$150,000	168	15.05%	15	18	15	11	6	
\$150,001 - \$225,000	288	25.81%	17	45	15	11	2	
\$225,001 - \$300,000	163	14.61%	22	24	20	23	20	
\$300,001 - \$400,000	146	13.08%	39	10	50	33	36	
\$400,001 and up	136	12.19%	58	81	62	49	70	
Average Closed DOM		28		35	23	29	47	
Total Closed Units		1,116	100%	28	170	571	311	64
Total Closed Volume		261,564,697			25.08M	100.82M	103.22M	32.45M

# March 2021

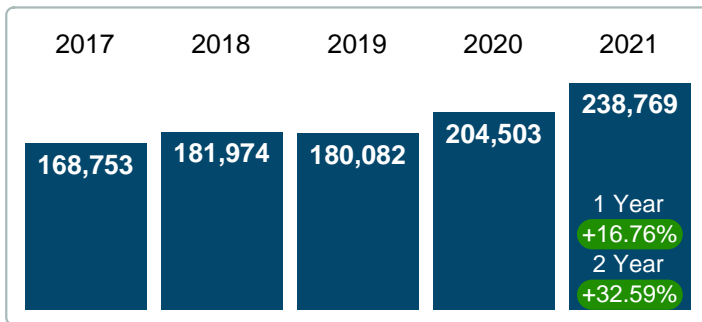
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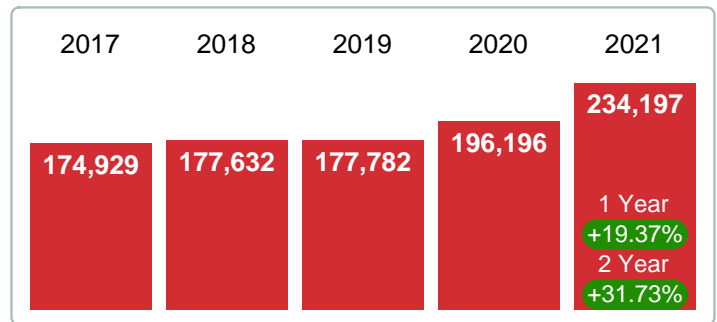
## AVERAGE LIST PRICE AT CLOSING

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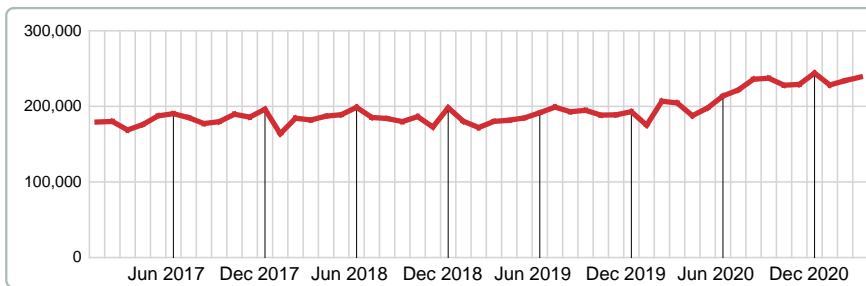
### MARCH



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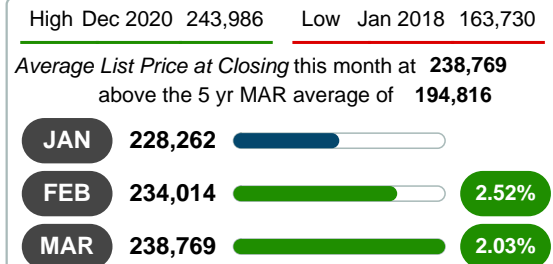


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 194,816



### 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	107	9.59%	1,603	7,502	1,267	1,858	2,095
\$25,001 - \$100,000	104	9.32%	67,547	66,733	80,954	74,500	60,000
\$100,001 - \$150,000	170	15.23%	128,688	122,790	130,887	137,489	154,950
\$150,001 - \$225,000	288	25.81%	189,065	198,784	184,780	204,477	214,950
\$225,001 - \$300,000	160	14.34%	264,367	275,723	261,493	265,252	275,156
\$300,001 - \$400,000	151	13.53%	347,383	380,000	345,296	348,949	352,361
\$400,001 and up	136	12.19%	648,447	872,622	493,916	605,412	764,840
Average List Price			238,769	157,321	177,719	337,343	520,794
Total Closed Units		100%	238,769	170	571	311	64
Total Closed Volume			266,466,430	26.74M	101.48M	104.91M	33.33M



# March 2021

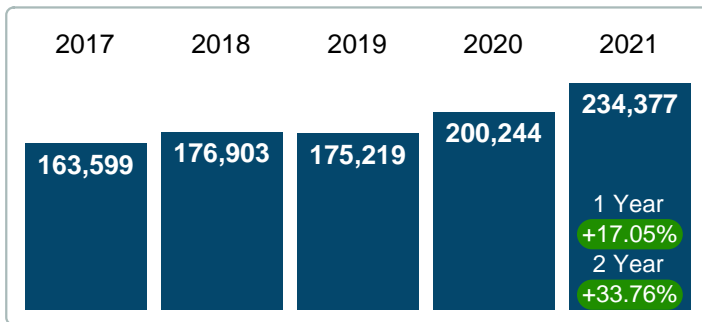
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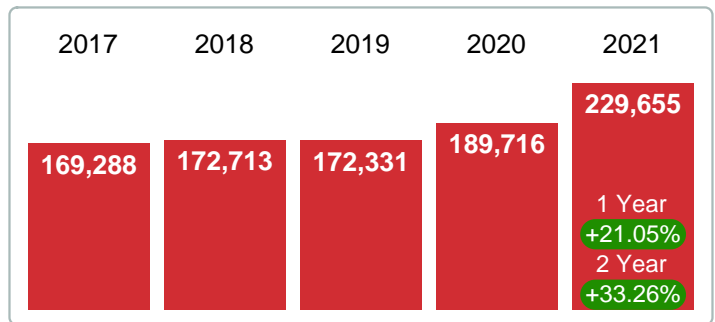
## AVERAGE SOLD PRICE AT CLOSING

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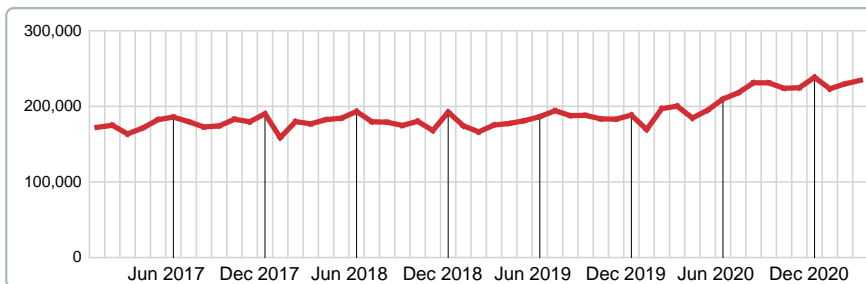
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

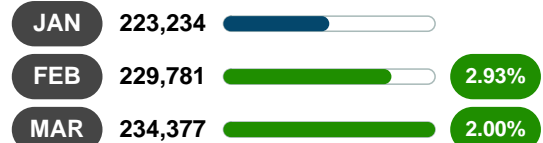


### 3 MONTHS

5 year MAR AVG = 190,068

High Dec 2020 238,394 Low Jan 2018 158,625

Average Sold Price at Closing this month at **234,377** above the 5 yr MAR average of **190,068**



### 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	10.04%	2,593	6,393	1,264	1,858	2,095
\$25,001 - \$100,000	9.23%	67,596	62,569	75,373	60,000	58,000
\$100,001 - \$150,000	15.05%	128,415	121,425	129,338	136,443	144,500
\$150,001 - \$225,000	25.81%	189,294	190,774	185,479	202,315	216,250
\$225,001 - \$300,000	14.61%	263,554	269,308	260,121	264,048	277,178
\$300,001 - \$400,000	13.08%	346,164	380,000	343,029	346,208	350,750
\$400,001 and up	12.19%	622,957	773,659	484,001	588,798	737,292
<b>Average Sold Price</b>		<b>234,377</b>	<b>147,503</b>	<b>176,572</b>	<b>331,899</b>	<b>506,965</b>
<b>Total Closed Units</b>		<b>1,116</b>	<b>170</b>	<b>571</b>	<b>311</b>	<b>64</b>
<b>Total Closed Volume</b>		<b>261,564,697</b>	<b>25.08M</b>	<b>100.82M</b>	<b>103.22M</b>	<b>32.45M</b>

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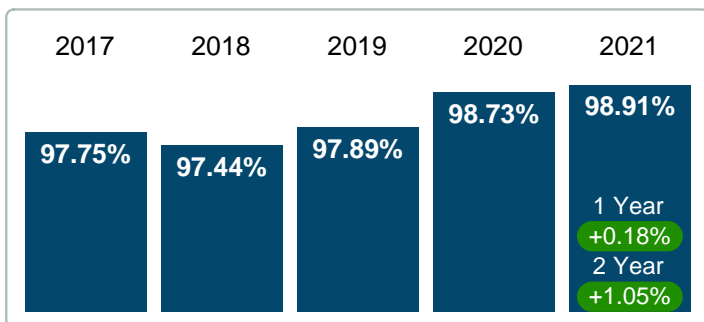
Area Delimited by County Of Tulsa



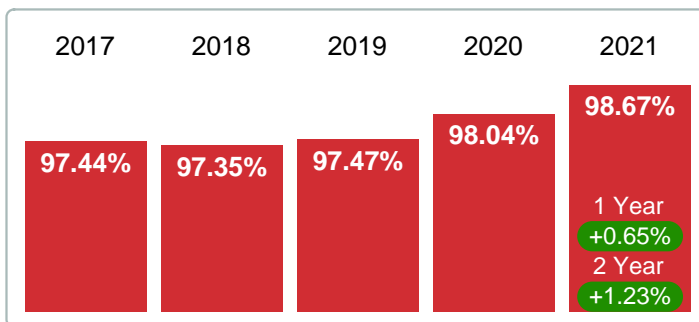
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Apr 12, 2021 for MLS Technology Inc.

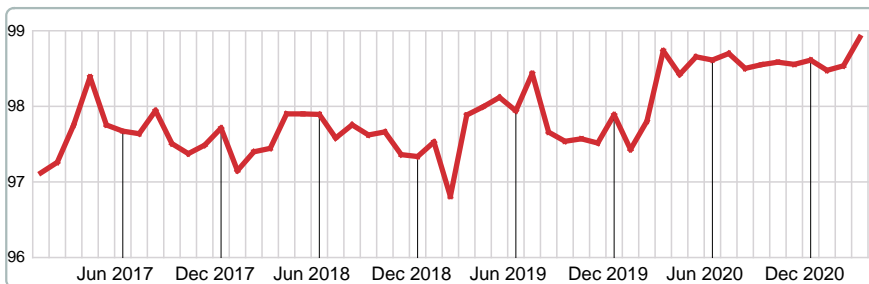
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

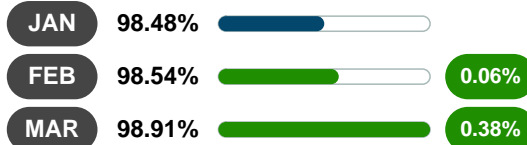


### 3 MONTHS

5 year MAR AVG = 98.15%

High Mar 2021 98.91% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **98.91%** above the 5 yr MAR average of **98.15%**



### 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	112	10.04%	98.92%	95.93%	99.83%	100.00%	100.00%
\$25,001 - \$100,000	103	9.23%	94.09%	94.40%	93.90%	80.54%	96.67%
\$100,001 - \$150,000	168	15.05%	99.06%	99.13%	99.07%	99.61%	93.26%
\$150,001 - \$225,000	288	25.81%	100.70%	96.39%	101.44%	99.52%	100.62%
\$225,001 - \$300,000	163	14.61%	99.54%	97.74%	99.57%	99.66%	100.95%
\$300,001 - \$400,000	146	13.08%	99.37%	100.00%	99.39%	99.31%	99.50%
\$400,001 and up	136	12.19%	97.36%	90.44%	98.22%	98.13%	97.42%
Average Sold/List Ratio		98.90%		95.96%	99.72%	99.14%	98.50%
Total Closed Units		1,116	100%	170	571	311	64
Total Closed Volume		261,564,697		25.08M	100.82M	103.22M	32.45M

# March 2021

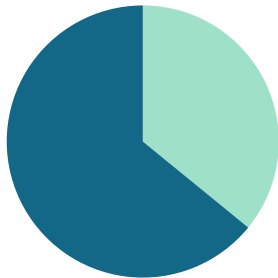
Area Delimited by County Of Tulsa



## MARKET SUMMARY

Report produced on Apr 12, 2021 for MLS Technology Inc.

### INVENTORY

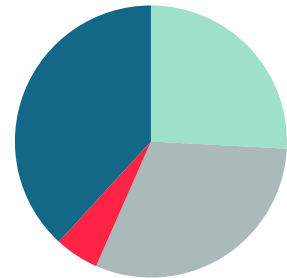


**Inventory**  
 New Listings  
 1,445 = 35.89%  
 Start Inventory  
 2,581  
 Total Inventory Units  
 4,026  
 Volume  
 \$1,455,963,784

### Market Activity

Closed Sales  
 1,116 = 25.85%  
 Pending Sales  
 1,328 = 30.75%  
 Other Off Market  
 226 = 5.23%  
 Active Inventory  
 1,648 = 38.17%

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	949	1,116	17.60%	2,542	2,731	7.44%
Pending Sales	915	1,328	45.14%	2,680	3,180	18.66%
New Listings	1,474	1,445	-1.97%	4,251	3,461	-18.58%
Average List Price	204,503	238,769	16.76%	196,196	234,197	19.37%
Average Sale Price	200,244	234,377	17.05%	189,716	229,655	21.05%
Average Percent of Selling Price to List Price	98.73%	98.91%	0.18%	98.04%	98.67%	0.65%
Average Days on Market to Sale	37.51	27.90	-25.63%	40.50	30.22	-25.38%
Monthly Inventory	4,119	1,648	-59.99%	4,119	1,648	-59.99%
Months Supply of Inventory	3.99	1.48	-62.79%	3.99	1.48	-62.79%

**Absorption:** Last 12 months, an Average of 1,110 Sales/Month

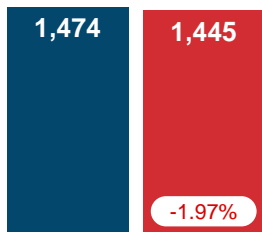
**Inventory** on March 31, 2021 = 1,648

2020 2021

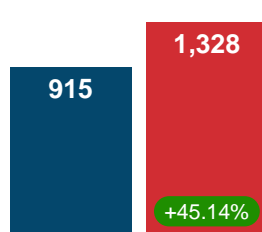
### MARCH MARKET

### AVERAGE PRICES

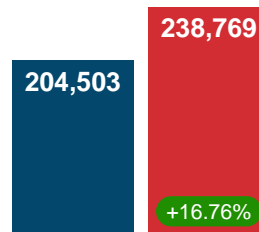
#### New Listings



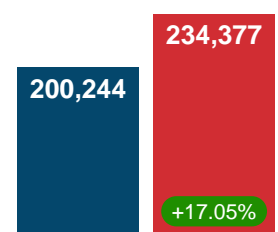
#### Pending Listings



#### List Price



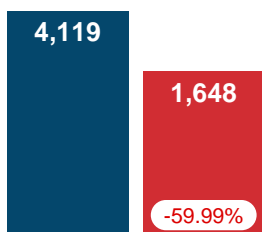
#### Sale Price



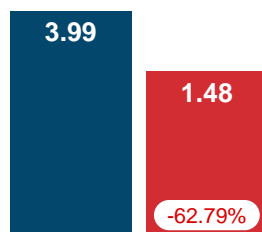
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

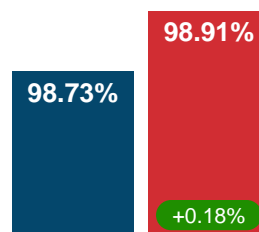
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

