

March 2021

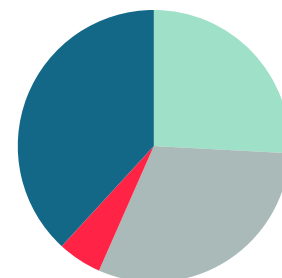
Area Delimited by County Of Tulsa



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%
Median List Price	170,898	196,950	15.24%
Median Sale Price	170,000	196,495	15.59%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	17.00	6.00	-64.71%
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.

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 **15.59%** in March 2021 to \$196,495 versus the previous year at \$170,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 11.00 days or **64.71%** in March 2021 compared to last year's same month at **17.00** DOM.

Sales Success for March 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 1,445 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.

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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

March 2021

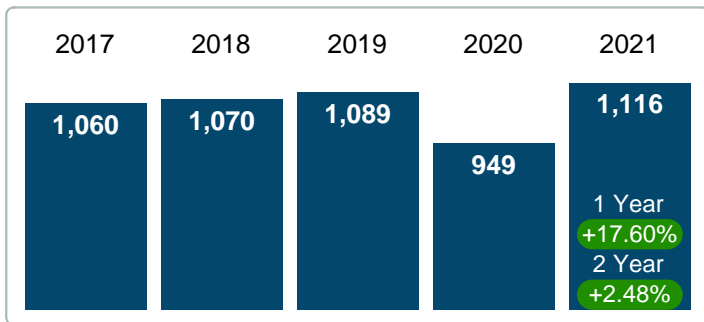
Area Delimited by County Of Tulsa



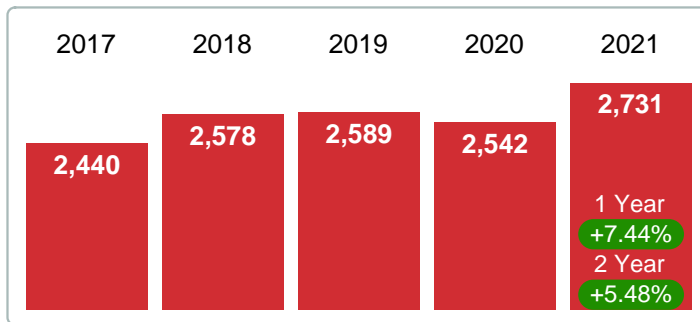
CLOSED LISTINGS

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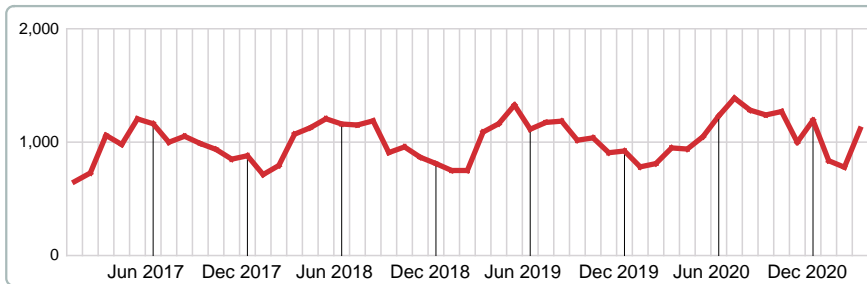
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,057

High Jul 2020 1,388 Low Jan 2017 652

Closed Listings this month at 1,116
above the 5 yr MAR average of 1,057



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	112	10.04%	16.5	27	68	16	1
\$25,001 - \$100,000	103	9.23%	10.0	60	41	1	1
\$100,001 - \$150,000	168	15.05%	4.0	36	116	14	2
\$150,001 - \$225,000	288	25.81%	3.0	21	210	55	2
\$225,001 - \$300,000	163	14.61%	5.0	13	68	73	9
\$300,001 - \$400,000	146	13.08%	12.0	2	49	77	18
\$400,001 and up	136	12.19%	30.5	11	19	75	31
Total Closed Units	1,116			170	571	311	64
Total Closed Volume	261,564,697	100%	6.0	25.08M	100.82M	103.22M	32.45M
Median Closed Price	\$196,495			\$100,000	\$170,000	\$299,000	\$388,500

March 2021

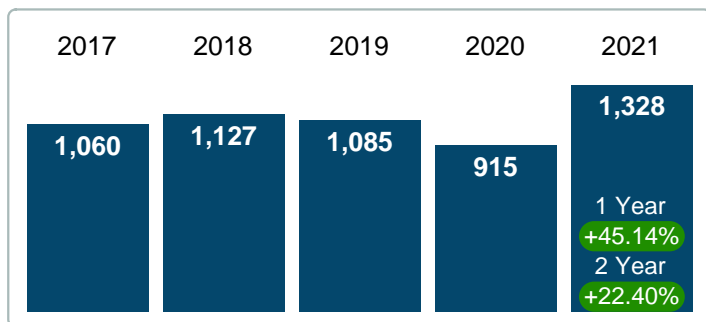
Area Delimited by County Of Tulsa



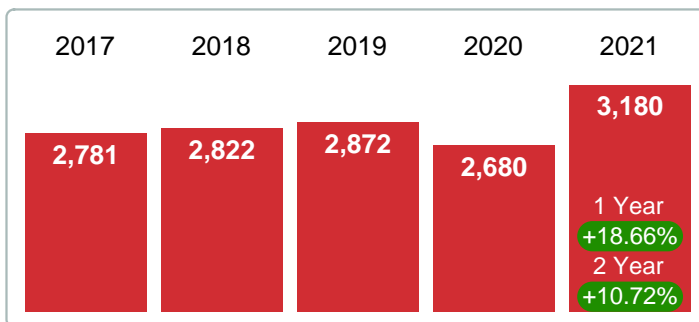
PENDING LISTINGS

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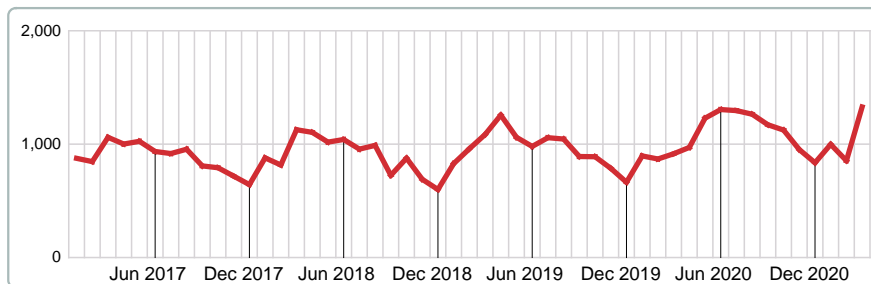
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

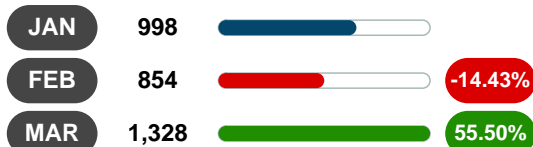


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	95	7.15%	17.0	37	42	15	1
\$50,001 - \$125,000	180	13.55%	8.0	92	79	8	1
\$125,001 - \$175,000	207	15.59%	4.0	40	153	13	1
\$175,001 - \$250,000	306	23.04%	4.0	31	181	87	7
\$250,001 - \$325,000	190	14.31%	5.0	16	73	92	9
\$325,001 - \$450,000	218	16.42%	7.0	12	61	111	34
\$450,001 and up	132	9.94%	19.0	9	18	67	38
Total Pending Units	1,328			237	607	393	91
Total Pending Volume	349,967,498	100%	6.0	38.49M	126.06M	137.83M	47.59M
Median Listing Price	\$220,000			\$112,500	\$187,000	\$305,000	\$399,900

March 2021

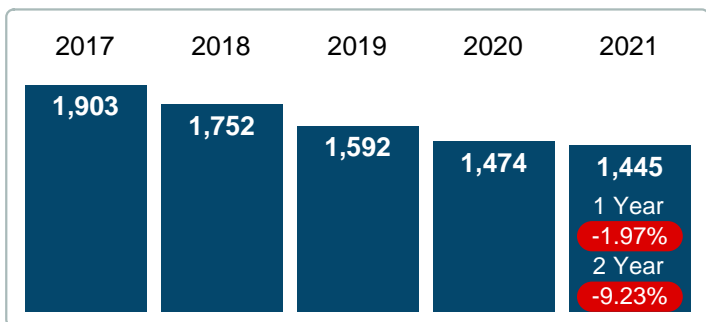
Area Delimited by County Of Tulsa



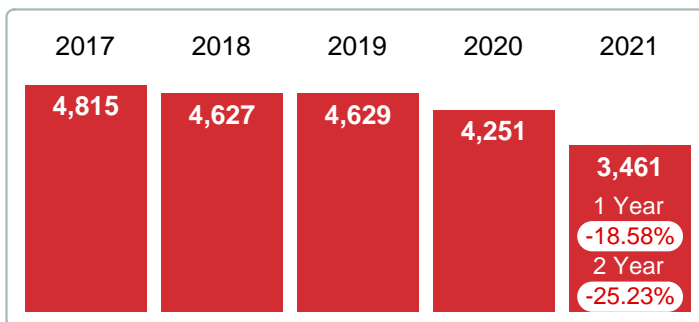
NEW LISTINGS

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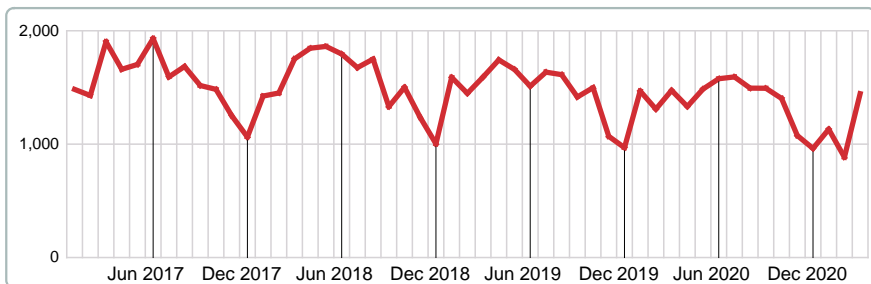
MARCH



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
\$25,000 and less	118	8.17%	42	58	18	0
\$25,001 - \$125,000	194	13.43%	114	74	6	0
\$125,001 - \$175,000	203	14.05%	41	148	14	0
\$175,001 - \$275,000	368	25.47%	39	213	108	8
\$275,001 - \$350,000	202	13.98%	15	70	102	15
\$350,001 - \$525,000	212	14.67%	25	48	103	36
\$525,001 and up	148	10.24%	19	21	61	47
Total New Listed Units	1,445		295	632	412	106
Total New Listed Volume	419,746,639	100%	62.96M	133.73M	160.25M	62.81M
Median New Listed Listing Price	\$229,500		\$114,900	\$189,250	\$319,450	\$477,000

March 2021



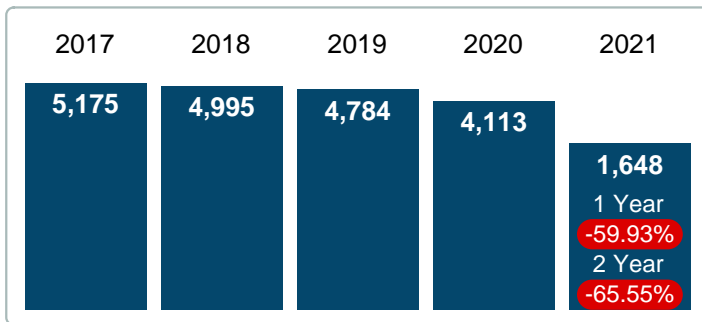
Area Delimited by County Of Tulsa



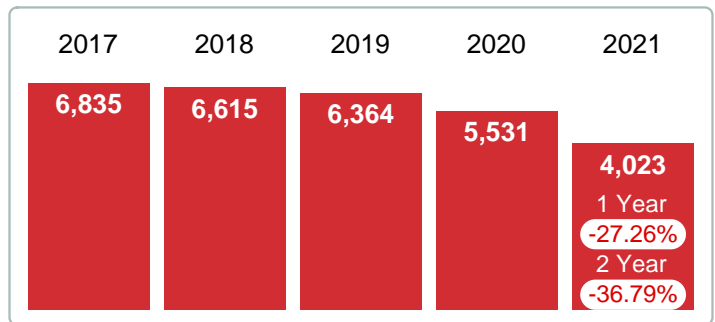
ACTIVE INVENTORY

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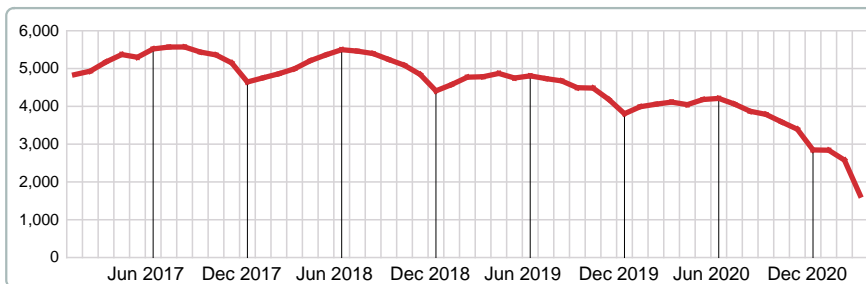
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

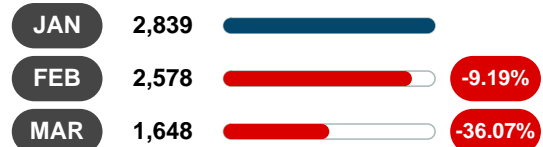


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	116	7.04%	26.5	61	40	14	1
\$25,001 - \$75,000	196	11.89%	95.0	126	61	9	0
\$75,001 - \$175,000	290	17.60%	56.0	177	100	12	1
\$175,001 - \$375,000	418	25.36%	32.0	114	168	115	21
\$375,001 - \$575,000	245	14.87%	60.0	73	43	96	33
\$575,001 - \$1,075,000	216	13.11%	63.0	82	18	55	61
\$1,075,001 and up	167	10.13%	104.0	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
Median Active Inventory Listing Price			\$268,500	\$189,250	\$185,000	\$403,750	\$686,450

March 2021

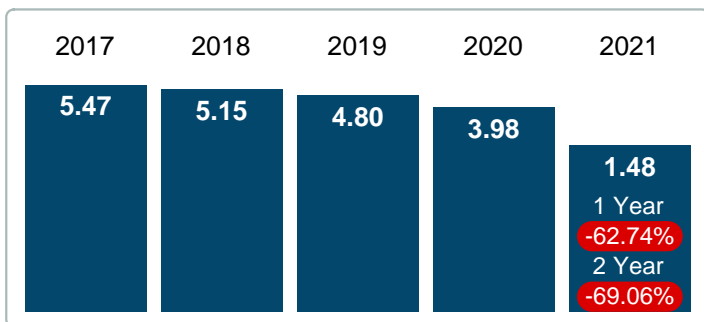
Area Delimited by County Of Tulsa



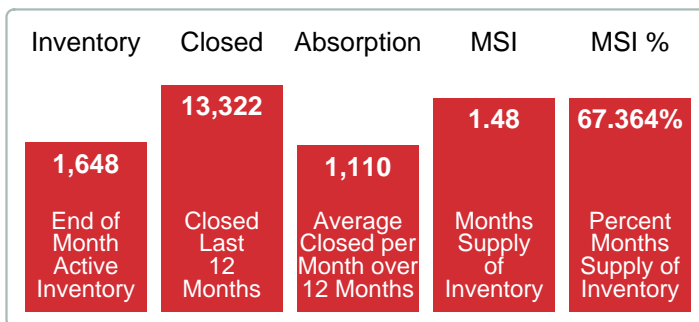
MONTHS SUPPLY of INVENTORY (MSI)

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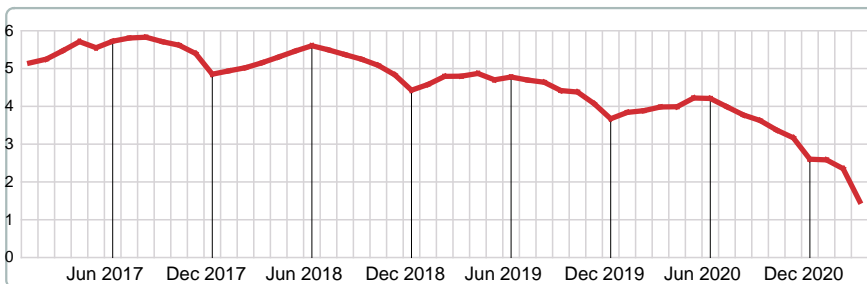
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.18

High Aug 2017 5.83 Low Mar 2021 1.48

Months Supply this month at 1.48 below the 5 yr MAR average of 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

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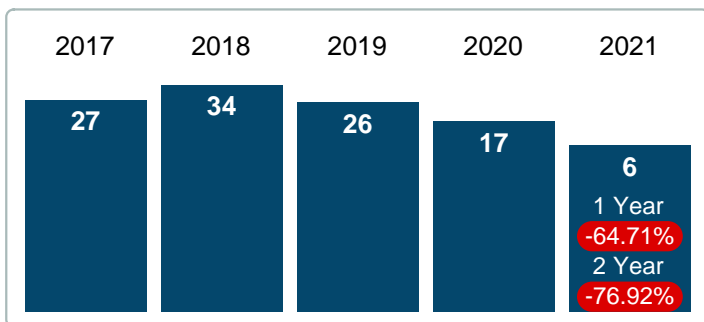
Area Delimited by County Of Tulsa



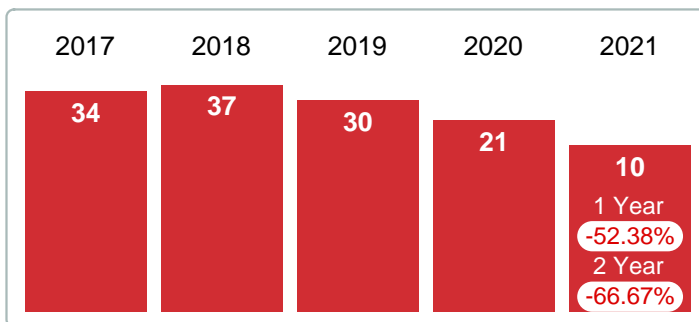
MEDIAN DAYS ON MARKET TO SALE

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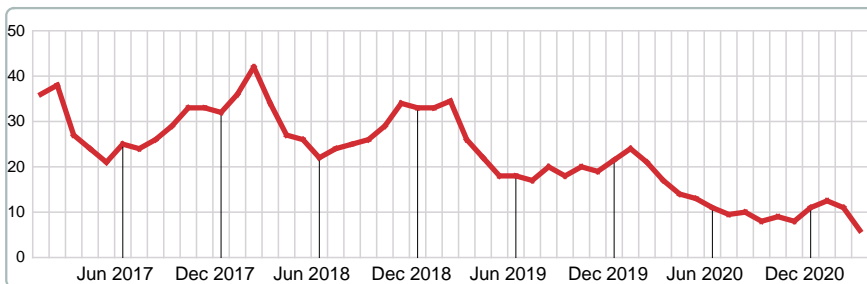
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 22

High Feb 2018 42 Low Mar 2021 6

Median Days on Market to Sale this month at 6 below the 5 yr MAR average of 22



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
\$25,000 and less	10.04%	17	19	19	8	19
\$25,001 - \$100,000	9.23%	10	10	9	12	11
\$100,001 - \$150,000	15.05%	4	2	4	7	6
\$150,001 - \$225,000	25.81%	3	37	3	3	2
\$225,001 - \$300,000	14.61%	5	11	5	7	10
\$300,001 - \$400,000	13.08%	12	10	10	12	24
\$400,001 and up	12.19%	31	37	28	23	36
Median Closed DOM		6	9	5	9	19
Total Closed Units	100%	1,116	170	571	311	64
Total Closed Volume		261,564,697	25.08M	100.82M	103.22M	32.45M

March 2021

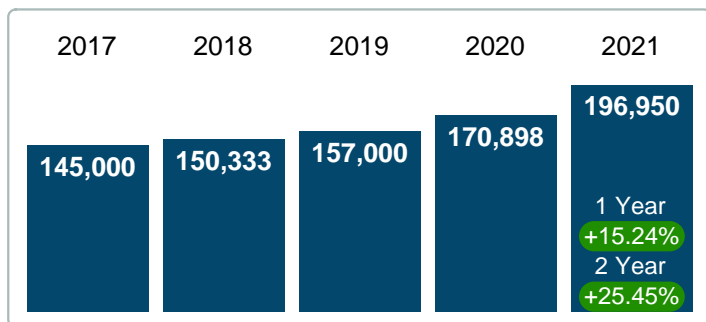
Area Delimited by County Of Tulsa



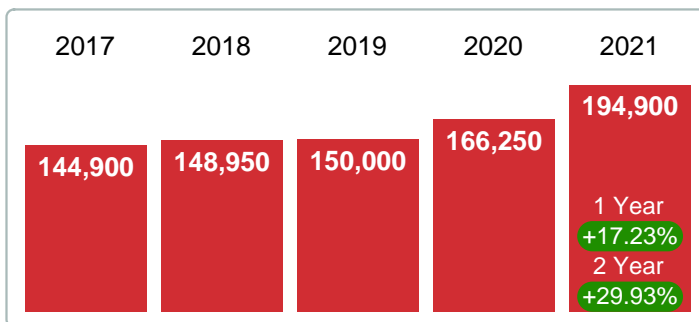
MEDIAN LIST PRICE AT CLOSING

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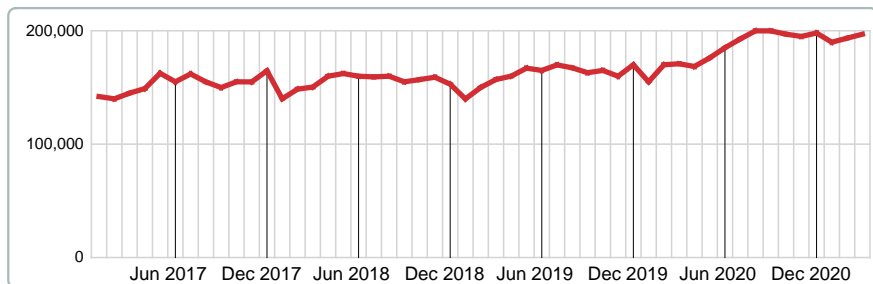
MARCH



YEAR TO DATE (YTD)

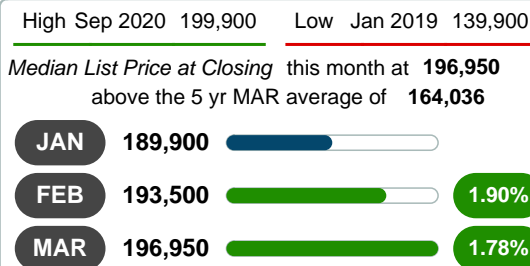


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 164,036



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
\$25,000 and less	107	9.59%	1,300	998	1,298	1,895	2,095
\$25,001 - \$100,000	104	9.32%	70,200	63,000	80,000	74,500	60,000
\$100,001 - \$150,000	170	15.23%	129,250	124,112	130,000	134,000	0
\$150,001 - \$225,000	288	25.81%	188,500	199,500	182,000	207,439	209,900
\$225,001 - \$300,000	160	14.34%	263,750	275,000	259,000	265,000	275,000
\$300,001 - \$400,000	151	13.53%	349,000	380,000	349,500	345,000	339,900
\$400,001 and up	136	12.19%	547,450	675,000	442,326	521,950	599,000
Median List Price			196,950	102,500	169,900	302,000	391,950
Total Closed Units		100%	1,116	170	571	311	64
Total Closed Volume			266,466,430	26.74M	101.48M	104.91M	33.33M

March 2021

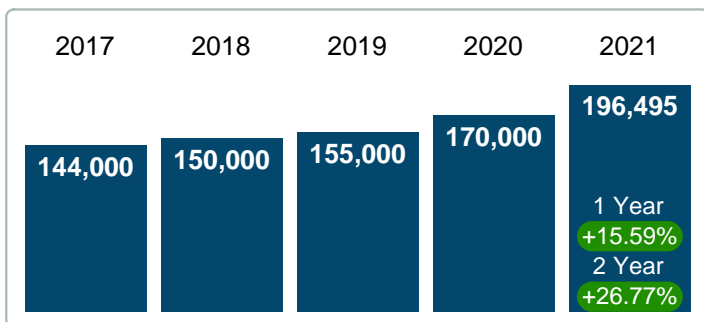
Area Delimited by County Of Tulsa



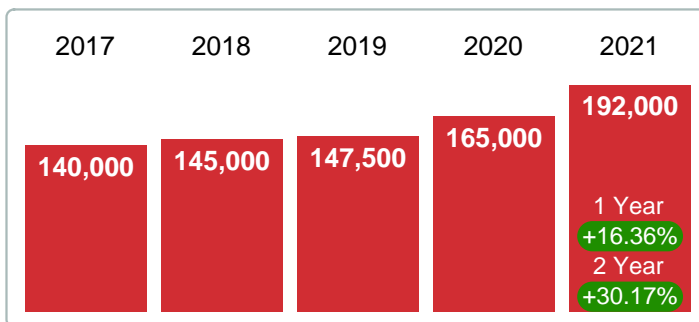
MEDIAN SOLD PRICE AT CLOSING

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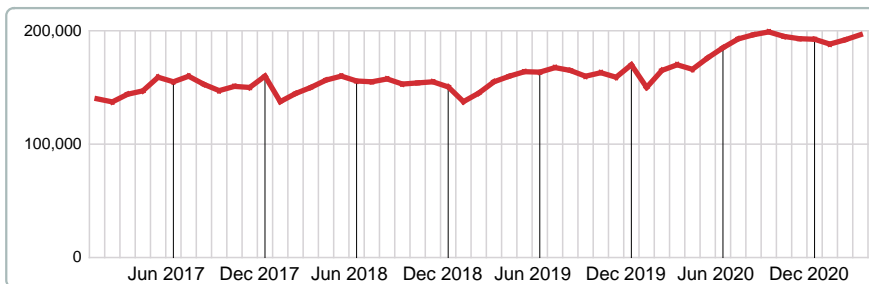
MARCH



YEAR TO DATE (YTD)

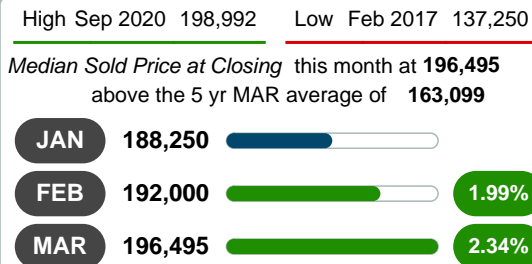


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 163,099



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
\$25,000 and less	112	10.04%	1,300	1,100	1,295	1,895	2,095
\$25,001 - \$100,000	103	9.23%	70,000	63,750	80,000	60,000	58,000
\$100,001 - \$150,000	168	15.05%	128,000	120,000	130,000	137,500	144,500
\$150,001 - \$225,000	288	25.81%	188,900	185,000	182,750	208,000	216,250
\$225,001 - \$300,000	163	14.61%	265,000	273,000	256,000	265,000	280,000
\$300,001 - \$400,000	146	13.08%	342,750	380,000	346,000	341,500	344,950
\$400,001 and up	136	12.19%	527,500	675,000	442,000	514,900	575,000
Median Sold Price			196,495	100,000	170,000	299,000	388,500
Total Closed Units		100%	1,116	170	571	311	64
Total Closed Volume			261,564,697	25.08M	100.82M	103.22M	32.45M

March 2021

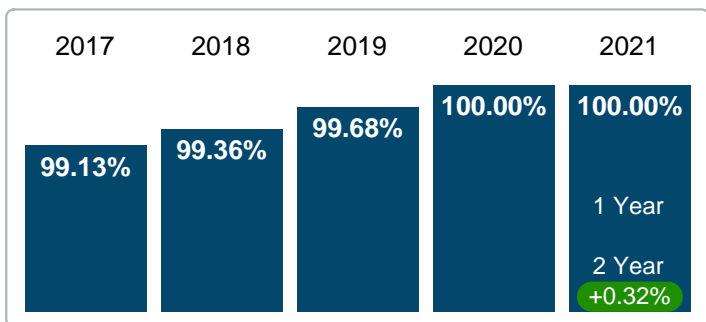
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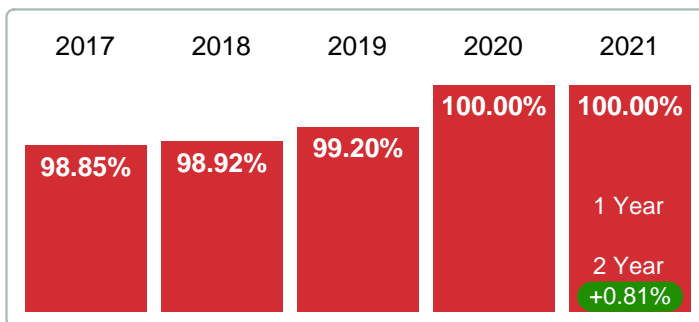
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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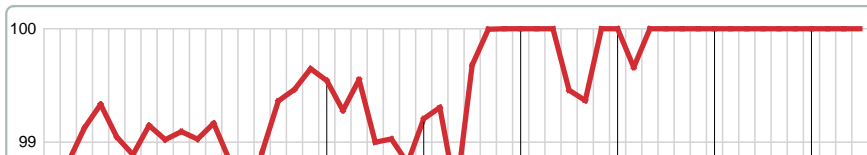
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 99.63%

High Mar 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr MAR average of 99.63%

JAN 100.00%
FEB 100.00%
MAR 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	
\$25,000 and less	112	10.04%	100.00%	100.00%	100.00%	100.00%	100.00%	
\$25,001 - \$100,000	103	9.23%	97.89%	98.95%	95.24%	80.54%	96.67%	
\$100,001 - \$150,000	168	15.05%	100.00%	100.00%	100.00%	100.00%	93.26%	
\$150,001 - \$225,000	288	25.81%	100.00%	98.75%	100.00%	100.00%	100.62%	
\$225,001 - \$300,000	163	14.61%	100.00%	100.00%	100.00%	100.00%	100.00%	
\$300,001 - \$400,000	146	13.08%	100.00%	100.00%	100.00%	100.00%	100.00%	
\$400,001 and up	136	12.19%	98.52%	91.40%	98.32%	99.23%	98.18%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	99.57%	
Total Closed Units		1,116	100%	100.00%	170	571	311	64
Total Closed Volume		261,564,697			25.08M	100.82M	103.22M	32.45M

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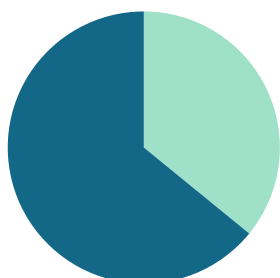
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

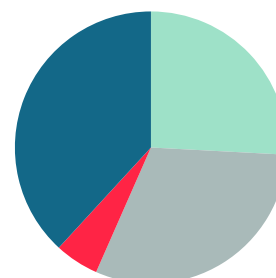


Inventory
 New Listings
 1,445 = 35.89%
 Start Inventory
 2,581
 Total Inventory Units
 4,026
 Volume
 \$1,455,963,784

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%
Median List Price	170,898	196,950	15.24%	166,250	194,900	17.23%
Median Sale Price	170,000	196,495	15.59%	165,000	192,000	16.36%
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	17.00	6.00	-64.71%	21.00	10.00	-52.38%
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

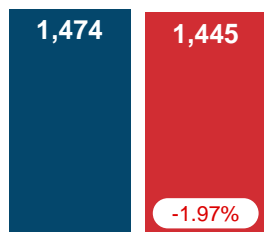
Inventory on March 31, 2021 = 1,648

2020 2021

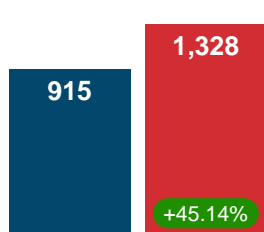
MARCH MARKET

MEDIAN PRICES

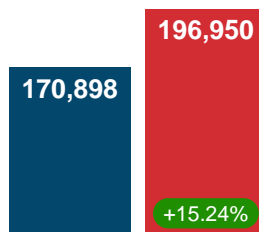
New Listings



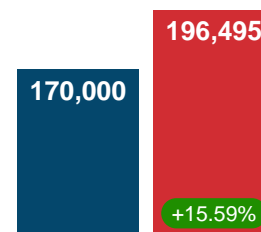
Pending Listings



List Price



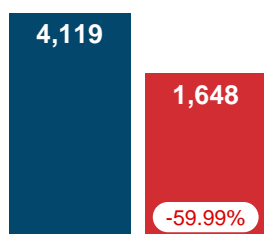
Sale Price



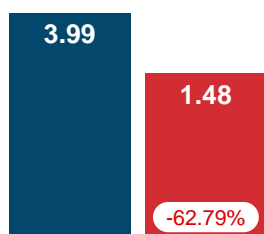
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

