

February 2020



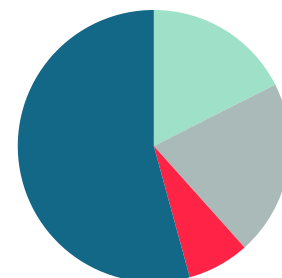
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	February 2020	+/-%
Closed Listings	601	656	9.15%
Pending Listings	874	778	-10.98%
New Listings	1,155	1,018	-11.86%
Average List Price	198,959	234,944	18.09%
Average Sale Price	193,632	228,640	18.08%
Average Percent of Selling Price to List Price	96.82%	97.77%	0.98%
Average Days on Market to Sale	52.80	39.85	-24.53%
End of Month Inventory	2,617	2,027	-22.54%
Months Supply of Inventory	3.16	2.34	-26.08%



■ Closed (17.56%)
■ Pending (20.82%)
■ Other OffMarket (7.36%)
■ Active (54.26%)

Absorption: Last 12 months, an Average of **868** Sales/Month
Active Inventory as of February 29, 2020 = **2,027**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **22.54%** to 2,027 existing homes available for sale. Over the last 12 months this area has had an average of 868 closed sales per month. This represents an unsold inventory index of **2.34** 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 **18.08%** in February 2020 to \$228,640 versus the previous year at \$193,632.

Average Days on Market Shortens

The average number of **39.85** days that homes spent on the market before selling decreased by 12.95 days or **24.53%** in February 2020 compared to last year's same month at **52.80** DOM.

Sales Success for February 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,018 New Listings in February 2020, down **11.86%** from last year at 1,155. Furthermore, there were 656 Closed Listings this month versus last year at 601, a **9.15%** increase.

Closed versus Listed trends yielded a **64.4%** ratio, up from previous year's, February 2019, at **52.0%**, a **23.84%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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 2020



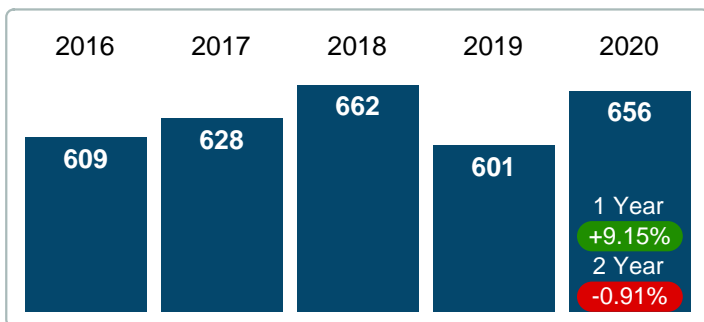
Area Delimited by County Of Tulsa - Residential Property Type



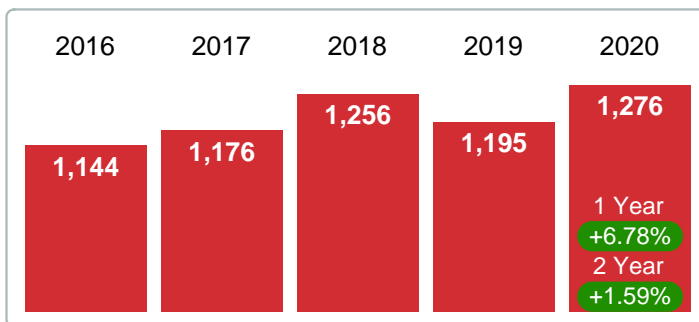
CLOSED LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

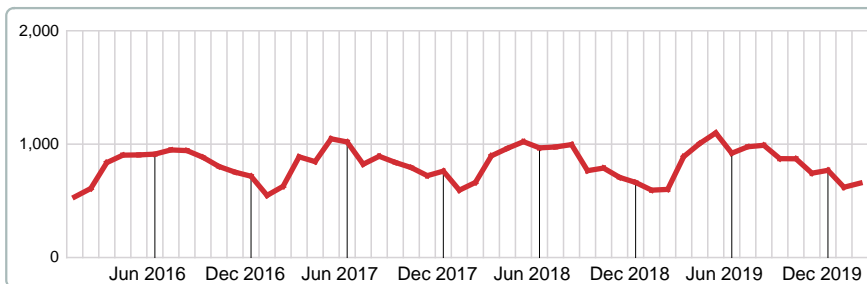
FEBRUARY



YEAR TO DATE (YTD)

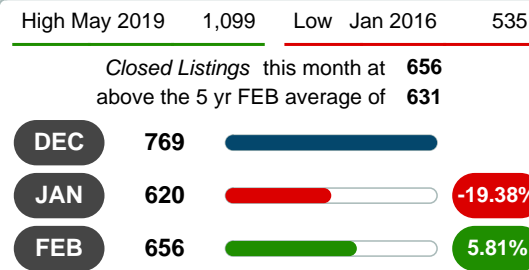


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 631



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	54	8.23%	41.7	24	22	6	2
\$75,001 - \$125,000	76	11.59%	27.6	12	58	6	0
\$125,001 - \$150,000	71	10.82%	19.3	12	56	2	1
\$150,001 - \$225,000	213	32.47%	33.7	12	146	52	3
\$225,001 - \$275,000	83	12.65%	52.8	1	32	48	2
\$275,001 - \$375,000	90	13.72%	49.5	5	25	51	9
\$375,001 and up	69	10.52%	64.0	0	21	35	13
Total Closed Units	656			66	360	200	30
Total Closed Volume	149,987,877	100%	39.9	8.02M	68.02M	58.22M	15.72M
Average Closed Price	\$228,640			\$121,566	\$188,955	\$291,087	\$524,112

February 2020



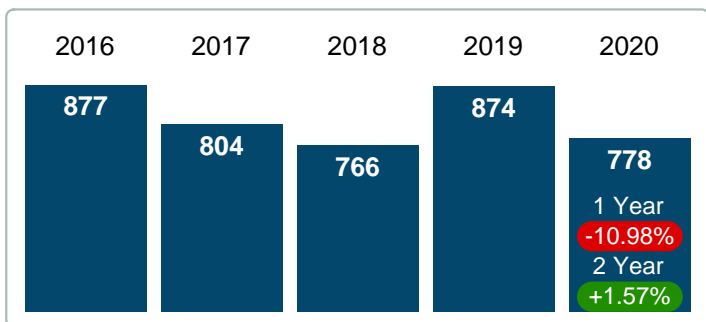
Area Delimited by County Of Tulsa - Residential Property Type



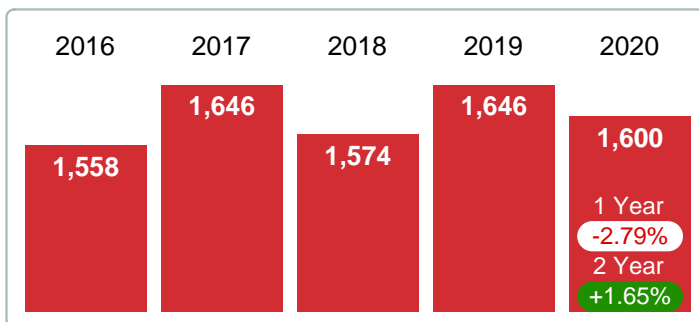
PENDING LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

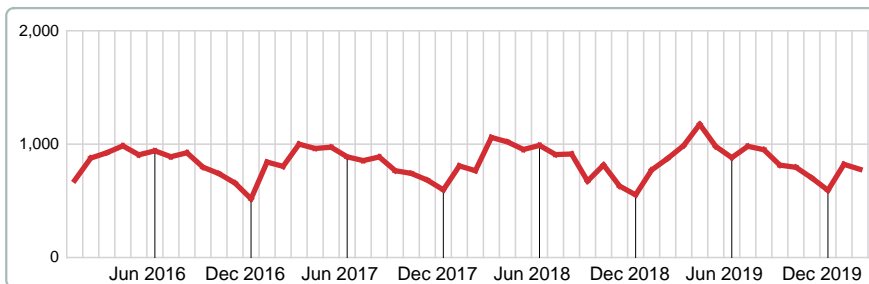
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

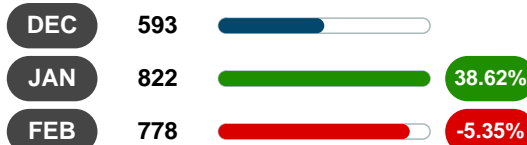


3 MONTHS

5 year FEB AVG = 820

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **778**
below the 5 yr FEB average of **820**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	75	9.64%	41.1	38	35	2	0
\$75,001 - \$125,000	99	12.72%	22.7	15	78	6	0
\$125,001 - \$150,000	69	8.87%	34.5	6	57	5	1
\$150,001 - \$225,000	236	30.33%	33.2	13	158	58	7
\$225,001 - \$275,000	109	14.01%	43.8	1	52	52	4
\$275,001 - \$375,000	107	13.75%	45.6	2	36	63	6
\$375,001 and up	83	10.67%	55.7	1	15	54	13
Total Pending Units	778			76	431	240	31
Total Pending Volume	174,774,477	100%	37.8	8.01M	79.83M	73.34M	13.60M
Average Listing Price	\$223,951			\$105,333	\$185,219	\$305,581	\$438,727

February 2020



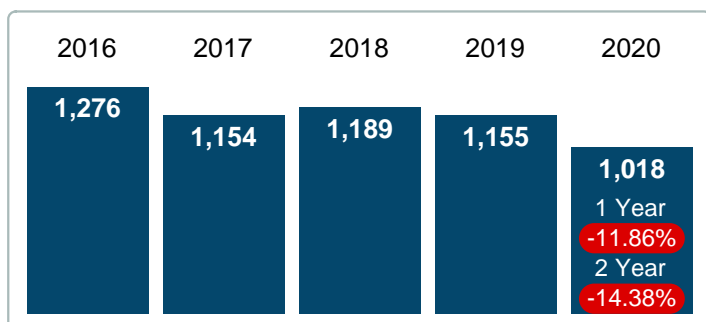
Area Delimited by County Of Tulsa - Residential Property Type



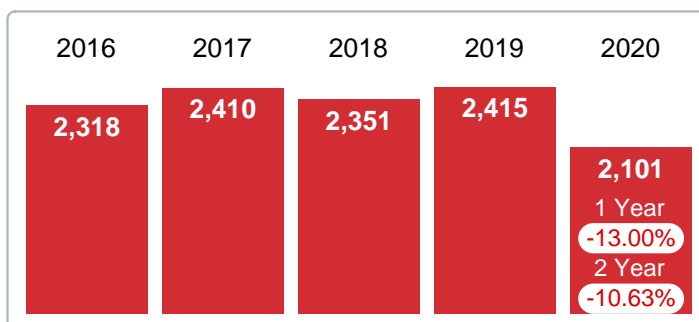
NEW LISTINGS

Report produced on Jul 26, 2023 for MLS Technology Inc.

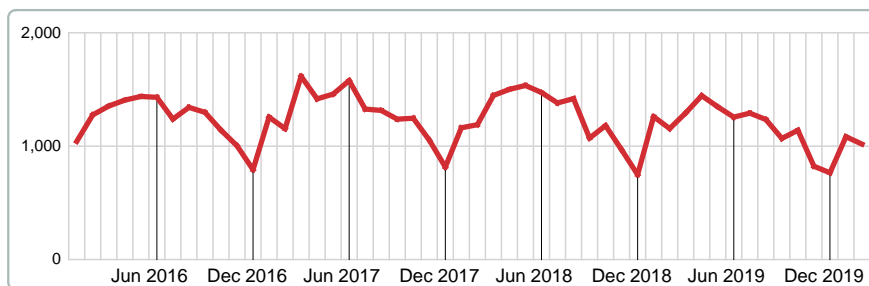
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

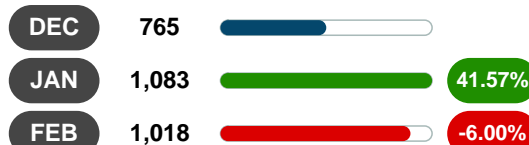


3 MONTHS

5 year FEB AVG = 1,158

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at **1,018**
below the 5 yr FEB average of **1,158**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	96	9.43%	42	42	11	1
\$75,001 - \$125,000	112	11.00%	21	80	10	1
\$125,001 - \$175,000	165	16.21%	26	120	16	3
\$175,001 - \$250,000	241	23.67%	15	126	93	7
\$250,001 - \$350,000	162	15.91%	4	65	82	11
\$350,001 - \$475,000	136	13.36%	4	37	78	17
\$475,001 and up	106	10.41%	2	16	60	28
Total New Listed Units	1,018		114	486	350	68
Total New Listed Volume	277,874,236	100%	16.14M	100.89M	123.21M	37.64M
Average New Listed Listing Price	\$236,018		\$141,558	\$207,593	\$352,030	\$553,469

February 2020



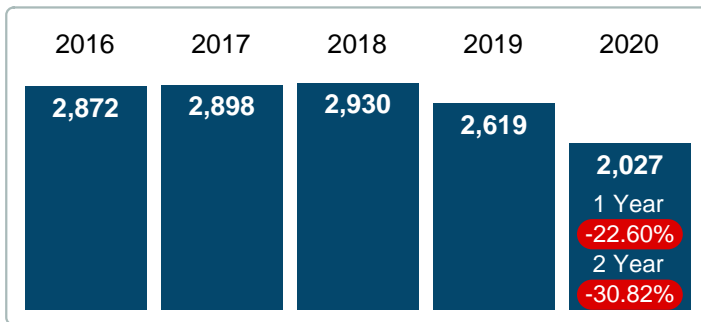
Area Delimited by County Of Tulsa - Residential Property Type



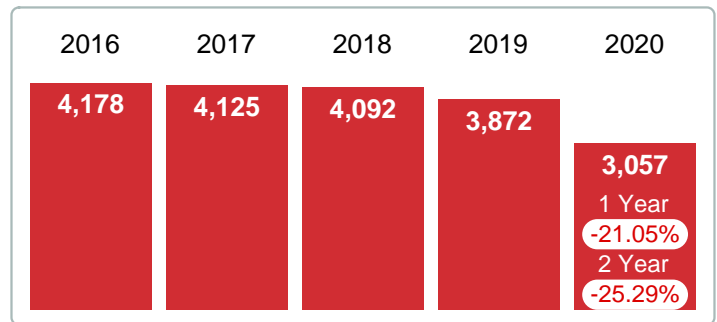
ACTIVE INVENTORY

Report produced on Jul 26, 2023 for MLS Technology Inc.

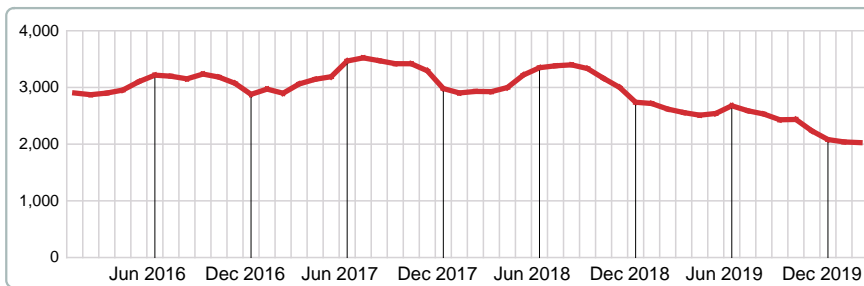
END OF FEBRUARY



ACTIVE DURING FEBRUARY

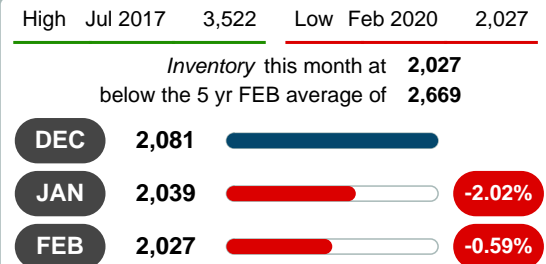


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2,669



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	151	7.45%	73.6	84	53	13	1
\$75,001 - \$150,000	265	13.07%	59.7	78	164	20	3
\$150,001 - \$200,000	273	13.47%	55.9	34	173	63	3
\$200,001 - \$325,000	518	25.56%	65.0	26	211	255	26
\$325,001 - \$425,000	342	16.87%	73.5	8	88	206	40
\$425,001 - \$625,000	263	12.97%	76.4	4	51	148	60
\$625,001 and up	215	10.61%	78.7	2	20	100	93
Total Active Inventory by Units			2,027	236	760	805	226
Total Active Inventory by Volume			718,500,664	32.04M	185.72M	341.69M	159.05M
Average Active Inventory Listing Price			\$354,465	\$135,775	\$244,371	\$424,458	\$703,749

February 2020



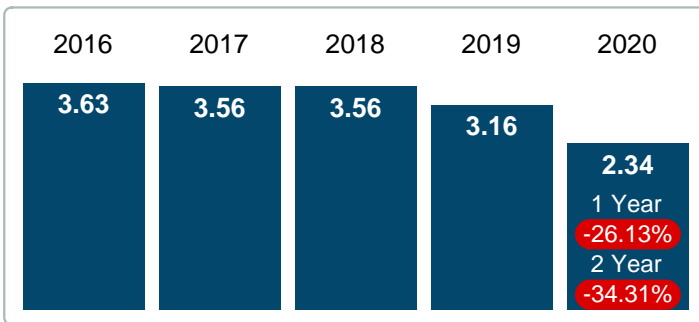
Area Delimited by County Of Tulsa - Residential Property Type



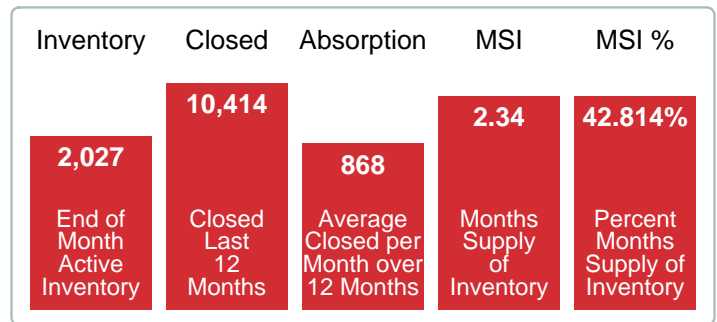
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

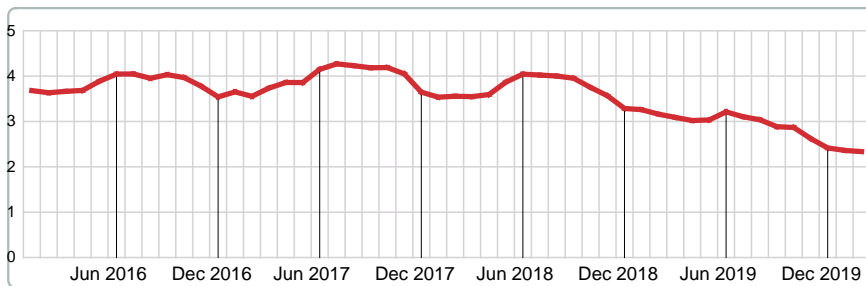
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

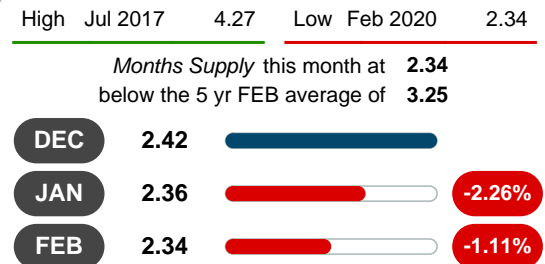


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3.25



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	151	7.45%	1.91	2.20	1.49	2.79	2.00
\$75,001 - \$150,000	265	13.07%	1.17	2.23	0.97	0.96	1.50
\$150,001 - \$200,000	273	13.47%	1.31	2.81	1.21	1.28	0.84
\$200,001 - \$325,000	518	25.56%	2.22	3.43	2.24	2.19	1.73
\$325,001 - \$425,000	342	16.87%	5.16	6.40	4.87	5.28	5.00
\$425,001 - \$625,000	263	12.97%	7.43	12.00	6.38	8.30	6.49
\$625,001 and up	215	10.61%	11.52	12.00	6.86	10.26	15.94
Market Supply of Inventory (MSI)			2.34	2.50	1.61	3.12	5.12
Total Active Inventory by Units		100%	2,34	236	760	805	226

February 2020



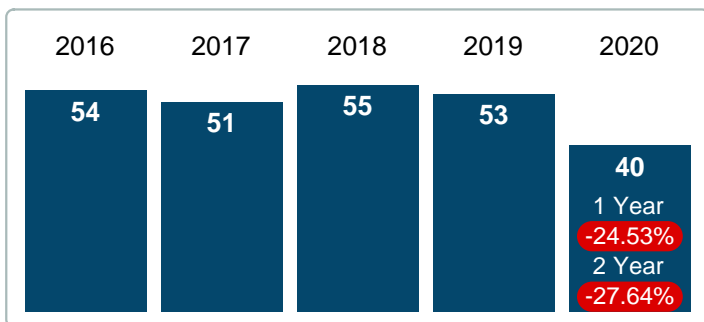
Area Delimited by County Of Tulsa - Residential Property Type



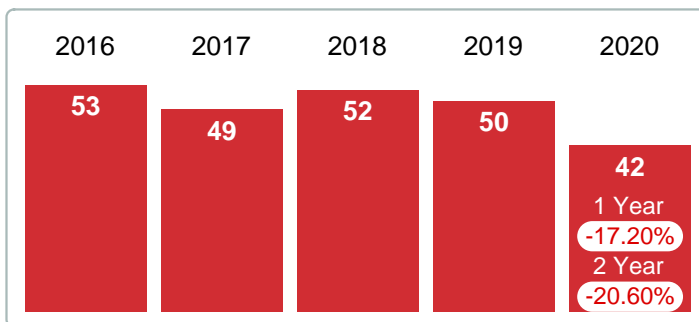
AVERAGE DAYS ON MARKET TO SALE

Report produced on Jul 26, 2023 for MLS Technology Inc.

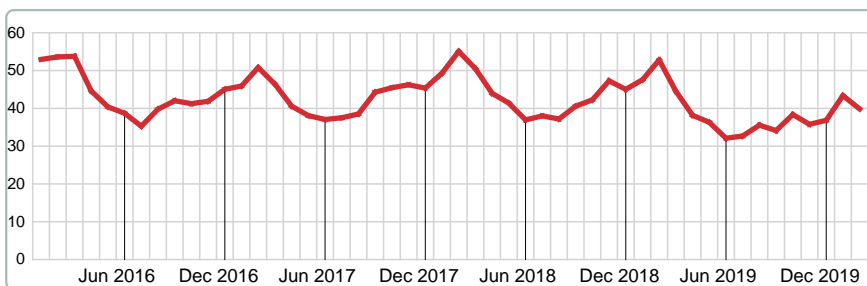
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 50

High Feb 2018 55 Low Jun 2019 32

Average Days on Market to Sale this month at 40 below the 5 yr FEB average of 50

- DEC 37 (17.70% below avg)
- JAN 43 (8.00% below avg)
- FEB 40 (-8.11% below avg)

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
\$75,000 and less	8.23%	42	51	36	31	27
\$75,001 - \$125,000	11.59%	28	42	26	18	0
\$125,001 - \$150,000	10.82%	19	44	15	15	1
\$150,001 - \$225,000	32.47%	34	24	34	35	26
\$225,001 - \$275,000	12.65%	53	100	56	48	106
\$275,001 - \$375,000	13.72%	49	44	37	51	79
\$375,001 and up	10.52%	64	0	57	65	72
Average Closed DOM		40	43	33	46	66
Total Closed Units	100%	656	66	360	200	30
Total Closed Volume		149,987,877	8.02M	68.02M	58.22M	15.72M

February 2020



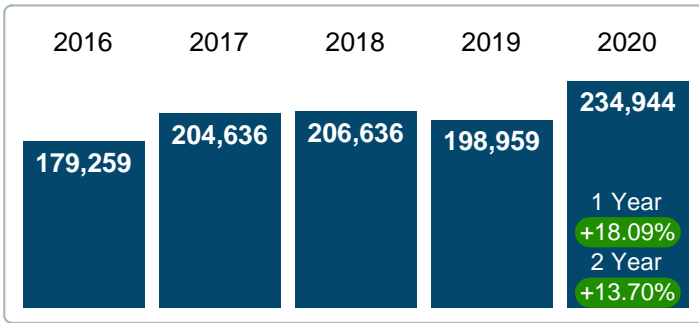
Area Delimited by County Of Tulsa - Residential Property Type



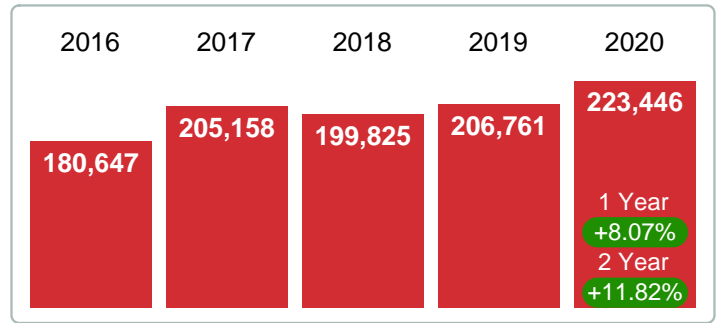
AVERAGE LIST PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

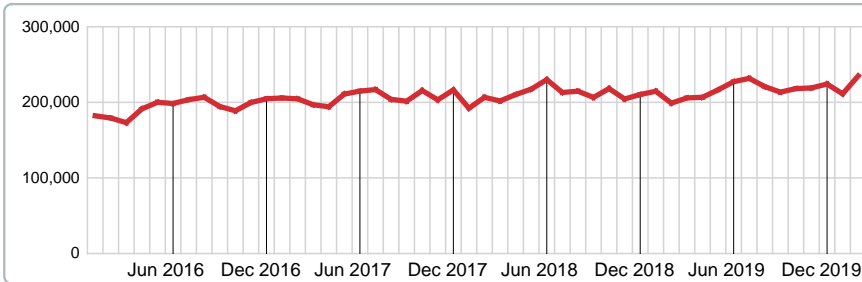
FEBRUARY



YEAR TO DATE (YTD)

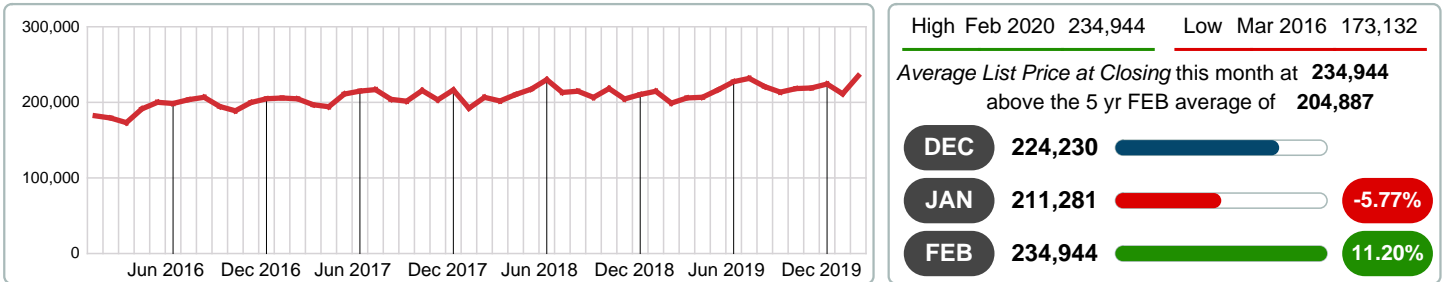


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 204,887



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	
\$75,000 and less	48	7.32%	51,834	53,394	59,609	54,067	70,500
\$75,001 - \$125,000	73	11.13%	103,174	106,917	106,296	122,850	0
\$125,001 - \$150,000	77	11.74%	140,480	144,250	142,166	159,950	148,000
\$150,001 - \$225,000	211	32.16%	184,307	189,250	180,677	197,399	194,933
\$225,001 - \$275,000	82	12.50%	249,222	265,000	250,298	253,476	255,500
\$275,001 - \$375,000	90	13.72%	322,045	309,980	332,380	327,696	341,700
\$375,001 and up	75	11.43%	599,697	0	528,275	538,966	974,061
Average List Price			234,944	126,990	192,304	296,947	570,763
Total Closed Units			656	66	360	200	30
Total Closed Volume			154,123,053	8.38M	69.23M	59.39M	17.12M

February 2020



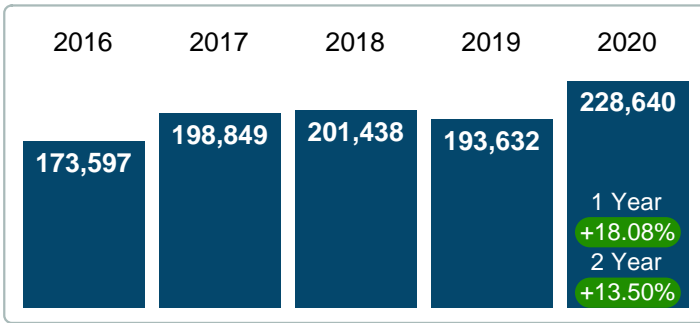
Area Delimited by County Of Tulsa - Residential Property Type



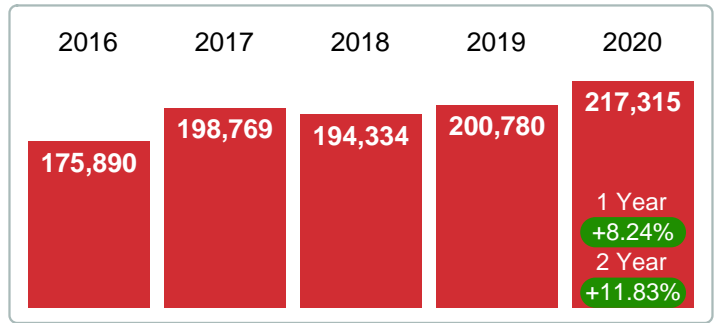
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jul 26, 2023 for MLS Technology Inc.

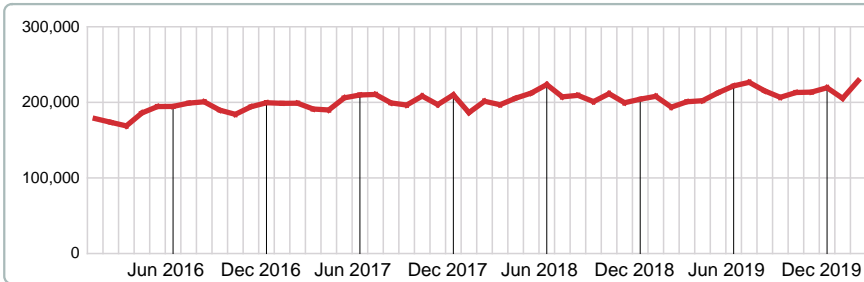
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

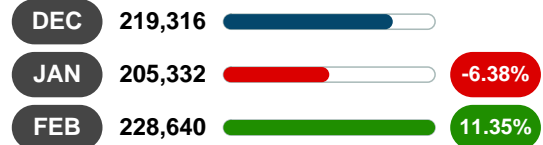


3 MONTHS

5 year FEB AVG = 199,231

High Feb 2020 228,640 Low Mar 2016 168,854

Average Sold Price at Closing this month at **228,640** above the 5 yr FEB average of **199,231**



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
\$75,000 and less	8.23%	51,553	49,159	53,786	50,292	59,500
\$75,001 - \$125,000	11.59%	104,140	103,738	103,437	111,750	0
\$125,001 - \$150,000	10.82%	140,514	137,177	140,828	148,000	148,000
\$150,001 - \$225,000	32.47%	182,752	184,941	178,058	194,776	194,000
\$225,001 - \$275,000	12.65%	249,601	255,000	249,052	249,712	253,000
\$275,001 - \$375,000	13.72%	324,131	295,660	324,744	325,217	332,089
\$375,001 and up	10.52%	586,928	0	517,621	521,385	875,351
Average Sold Price		228,640	121,566	188,955	291,087	524,112
Total Closed Units	100%	228,640	66	360	200	30
Total Closed Volume		149,987,877	8.02M	68.02M	58.22M	15.72M

February 2020



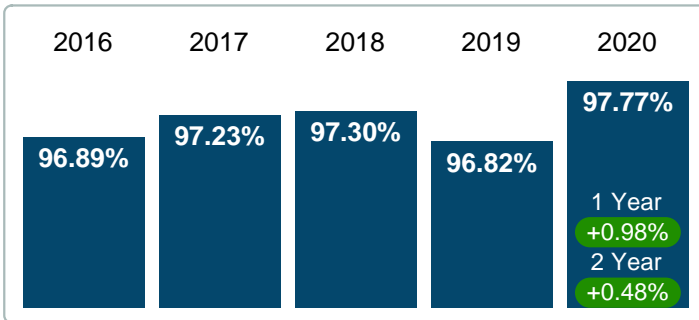
Area Delimited by County Of Tulsa - Residential Property Type



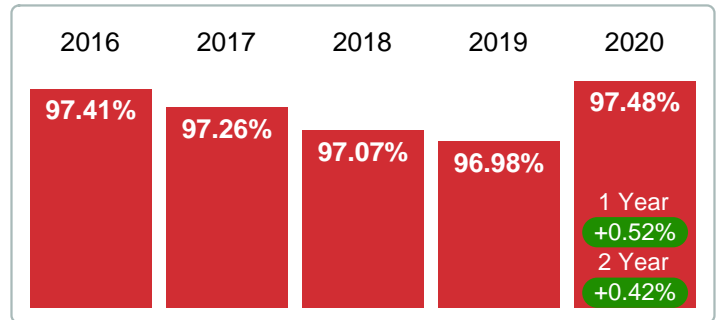
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

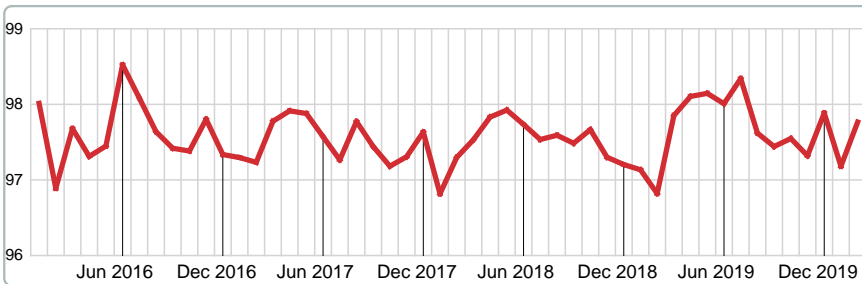
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

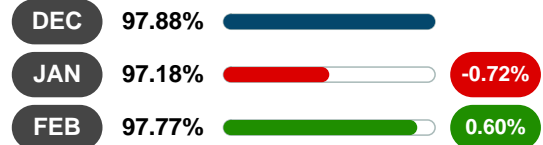


3 MONTHS

5 year FEB AVG = 97.20%

High Jun 2016 98.52% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **97.77%**
above the 5 yr FEB average of **97.20%**



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
\$75,000 and less	54	8.23%	92.42%	92.41%	93.33%	91.90%	83.99%
\$75,001 - \$125,000	76	11.59%	97.11%	97.39%	97.65%	91.31%	0.00%
\$125,001 - \$150,000	71	10.82%	98.44%	95.63%	99.22%	92.89%	100.00%
\$150,001 - \$225,000	213	32.47%	98.62%	97.96%	98.62%	98.72%	99.54%
\$225,001 - \$275,000	83	12.65%	98.96%	96.23%	99.54%	98.62%	99.06%
\$275,001 - \$375,000	90	13.72%	98.52%	95.68%	97.75%	99.38%	97.38%
\$375,001 and up	69	10.52%	96.91%	0.00%	98.05%	97.46%	93.58%
Average Sold/List Ratio			97.80%	95.22%	98.22%	98.16%	95.26%
Total Closed Units	656	100%	97.80%	66	360	200	30
Total Closed Volume	149,987,877			8.02M	68.02M	58.22M	15.72M

February 2020



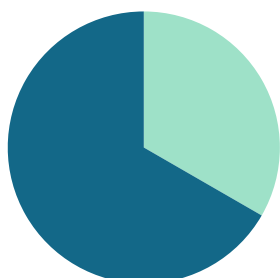
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

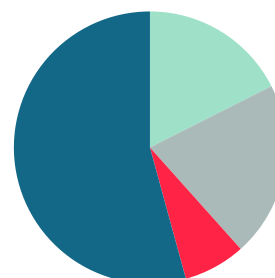


Inventory
 New Listings
1,018 = 33.32%
 Start Inventory
2,037
 Total Inventory Units
3,055
 Volume
\$991,822,953

Market Activity

Closed Sales
656 = 17.56%
 Pending Sales
778 = 20.82%
 Other Off Market
275 = 7.36%
 Active Inventory
2,027 = 54.26%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	601	656	9.15%	1,195	1,276	6.78%
Pending Sales	874	778	-10.98%	1,646	1,600	-2.79%
New Listings	1,155	1,018	-11.86%	2,415	2,101	-13.00%
Average List Price	198,959	234,944	18.09%	206,761	223,446	8.07%
Average Sale Price	193,632	228,640	18.08%	200,780	217,315	8.24%
Average Percent of Selling Price to List Price	96.82%	97.77%	0.98%	96.98%	97.48%	0.52%
Average Days on Market to Sale	52.80	39.85	-24.53%	50.19	41.56	-17.20%
Monthly Inventory	2,617	2,027	-22.54%	2,617	2,027	-22.54%
Months Supply of Inventory	3.16	2.34	-26.08%	3.16	2.34	-26.08%

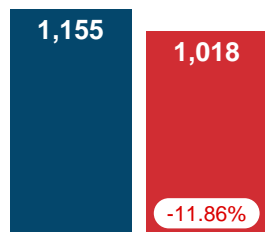
Absorption: Last 12 months, an Average of **868** Sales/Month

Inventory on February 29, 2020 = **2,027** 2019 2020

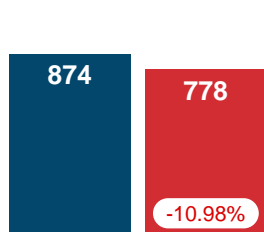
FEBRUARY MARKET

AVERAGE PRICES

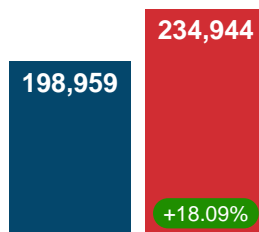
New Listings



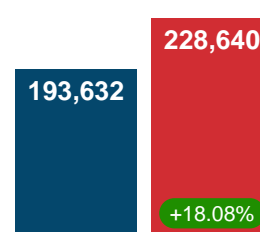
Pending Listings



List Price



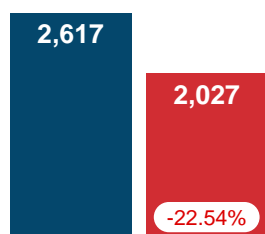
Sale Price



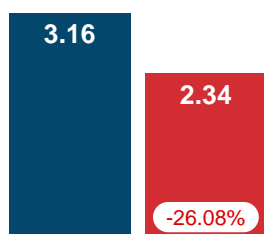
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

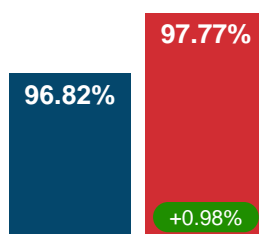
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

