

February 2020



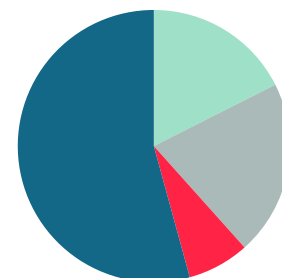
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	169,000	189,850	12.34%
Median Sale Price	165,000	188,750	14.39%
Median Percent of Selling Price to List Price	98.11%	99.08%	0.98%
Median Days on Market to Sale	35.00	18.00	-48.57%
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.

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 **14.39%** in February 2020 to \$188,750 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 17.00 days or **48.57%** in February 2020 compared to last year's same month at **35.00** DOM.

Sales Success for February 2020 is Positive

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

There were 1,018 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.

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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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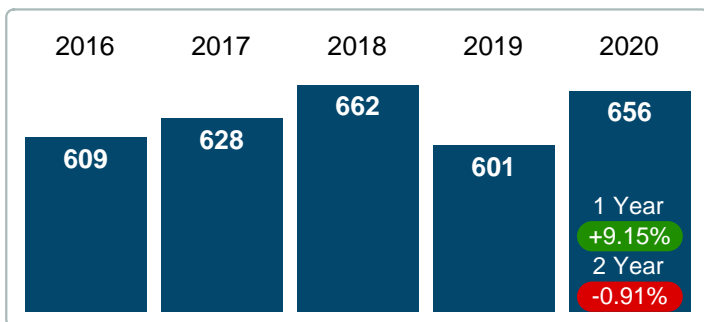
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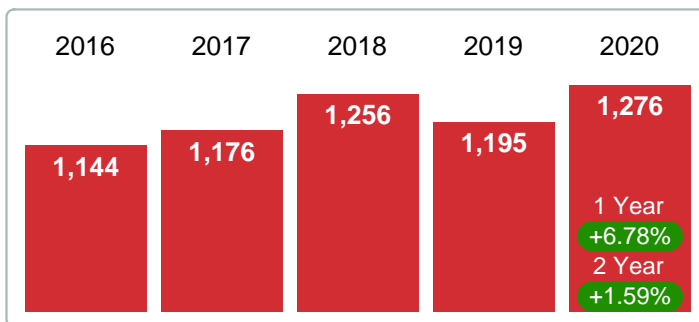
CLOSED LISTINGS

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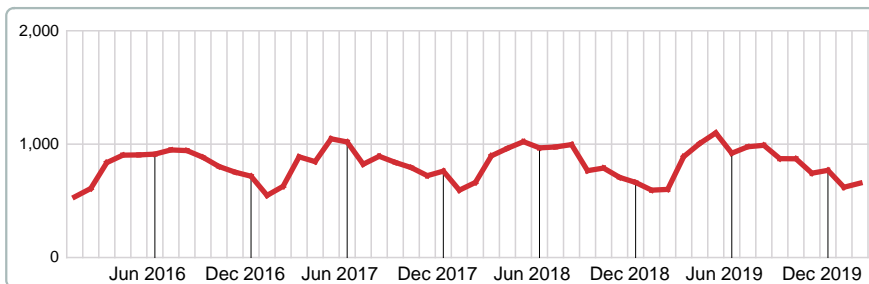
FEBRUARY



YEAR TO DATE (YTD)

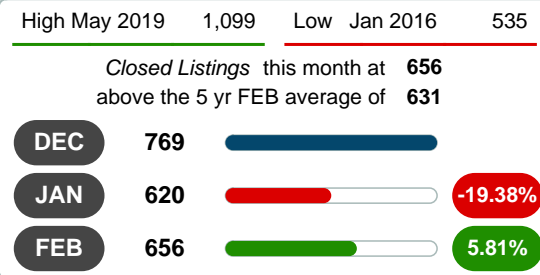


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 631



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	54	8.23%	20.0	24	22	6	2
\$75,001 - \$125,000	76	11.59%	8.0	12	58	6	0
\$125,001 - \$150,000	71	10.82%	7.0	12	56	2	1
\$150,001 - \$225,000	213	32.47%	18.0	12	146	52	3
\$225,001 - \$275,000	83	12.65%	32.0	1	32	48	2
\$275,001 - \$375,000	90	13.72%	31.5	5	25	51	9
\$375,001 and up	69	10.52%	40.0	0	21	35	13
Total Closed Units	656			66	360	200	30
Total Closed Volume	149,987,877	100%	18.0	8.02M	68.02M	58.22M	15.72M
Median Closed Price	\$188,750			\$112,000	\$162,250	\$260,000	\$362,250

February 2020



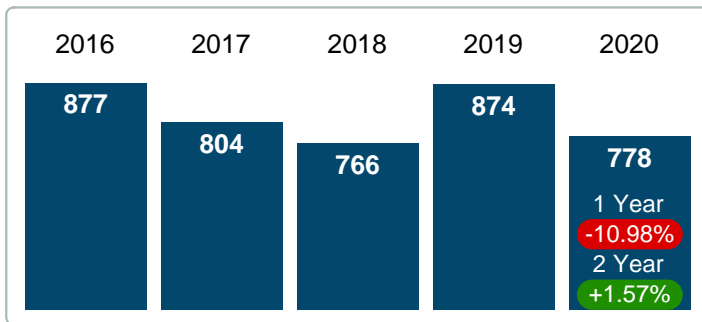
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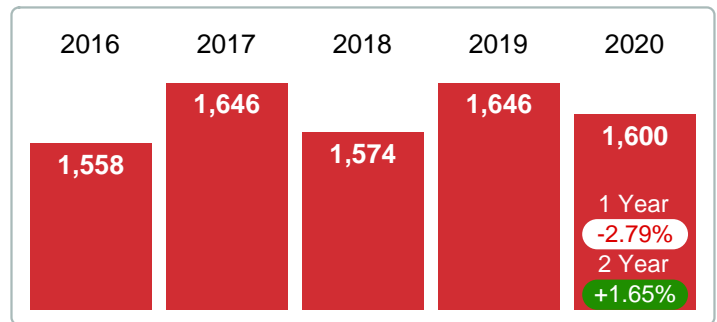
PENDING LISTINGS

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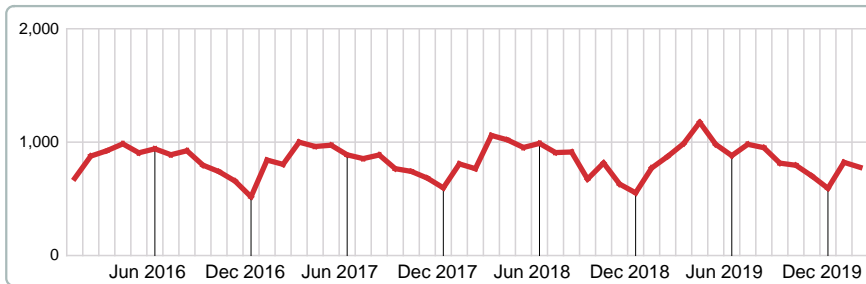
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

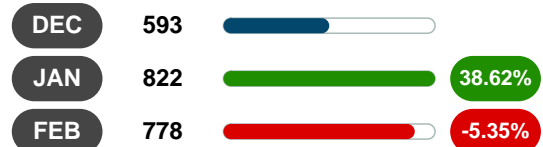


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	75	9.64%	25.0	38	35	2	0
\$75,001 - \$125,000	99	12.72%	8.0	15	78	6	0
\$125,001 - \$150,000	69	8.87%	13.0	6	57	5	1
\$150,001 - \$225,000	236	30.33%	14.0	13	158	58	7
\$225,001 - \$275,000	109	14.01%	23.0	1	52	52	4
\$275,001 - \$375,000	107	13.75%	27.0	2	36	63	6
\$375,001 and up	83	10.67%	38.0	1	15	54	13
Total Pending Units	778			76	431	240	31
Total Pending Volume	174,774,477	100%	18.0	8.01M	79.83M	73.34M	13.60M
Median Listing Price	\$192,000			\$76,950	\$167,500	\$274,750	\$360,000

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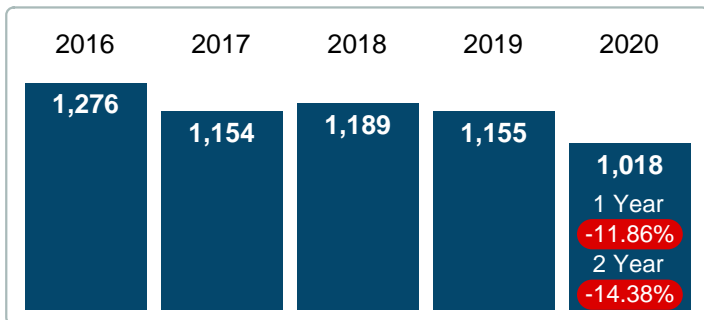
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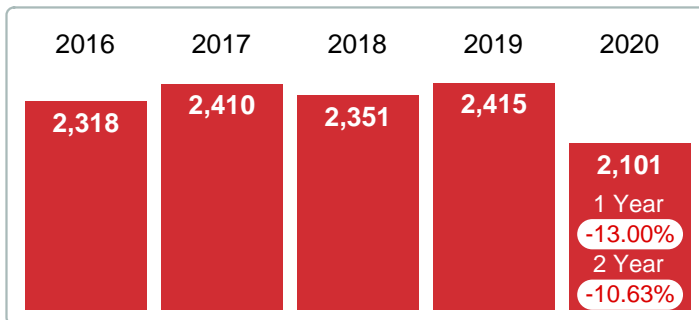
NEW LISTINGS

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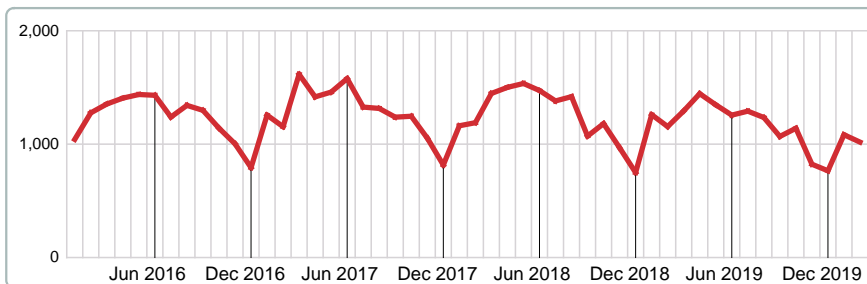
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,158

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
Median New Listed Listing Price	\$215,000		\$106,000	\$175,855	\$304,195	\$432,500

February 2020



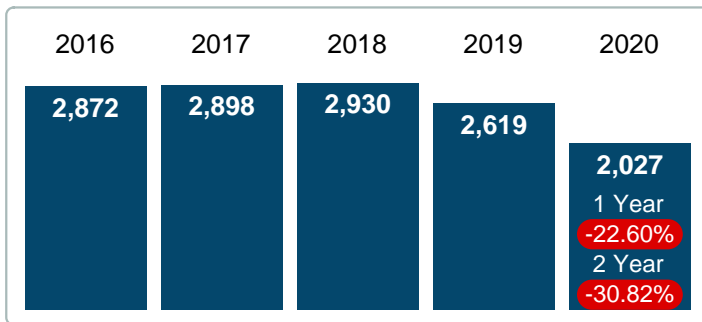
Area Delimited by County Of Tulsa - Residential Property Type



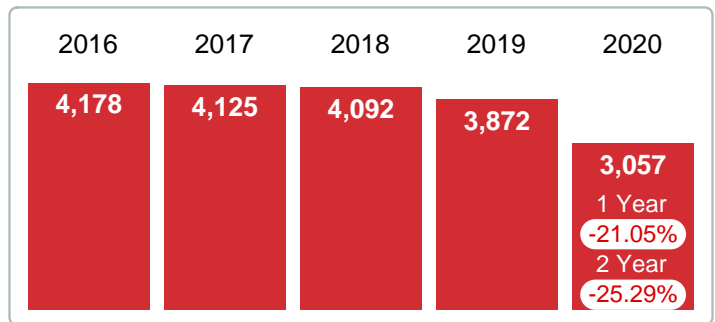
ACTIVE INVENTORY

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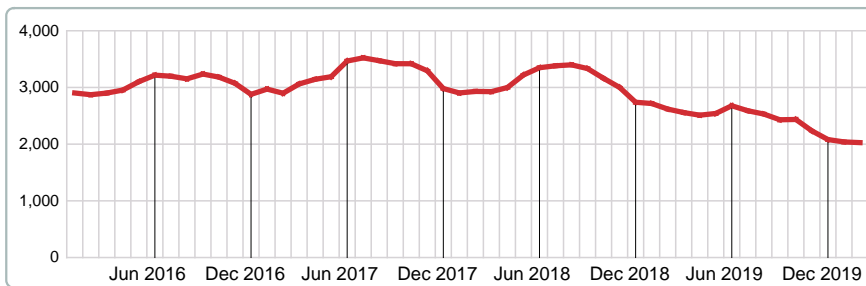
END OF FEBRUARY



ACTIVE DURING FEBRUARY

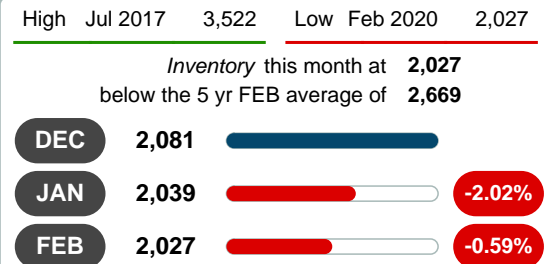


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2,669



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds			
\$75,000 and less	151	7.45%	33.0	84	53	13	1			
\$75,001 - \$150,000	265	13.07%	49.0	78	164	20	3			
\$150,001 - \$200,000	273	13.47%	38.0	34	173	63	3			
\$200,001 - \$325,000	518	25.56%	45.0	26	211	255	26			
\$325,001 - \$425,000	342	16.87%	57.0	8	88	206	40			
\$425,001 - \$625,000	263	12.97%	79.0	4	51	148	60			
\$625,001 and up	215	10.61%	75.0	2	20	100	93			
Total Active Inventory by Units				2,027		236	760	805	226	
Total Active Inventory by Volume				718,500,664	100%	50.0	32.04M	185.72M	341.69M	159.05M
Median Active Inventory Listing Price				\$275,999			\$106,250	\$198,750	\$357,000	\$525,000

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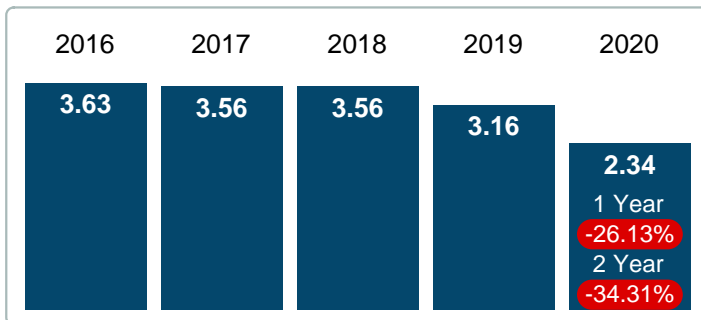
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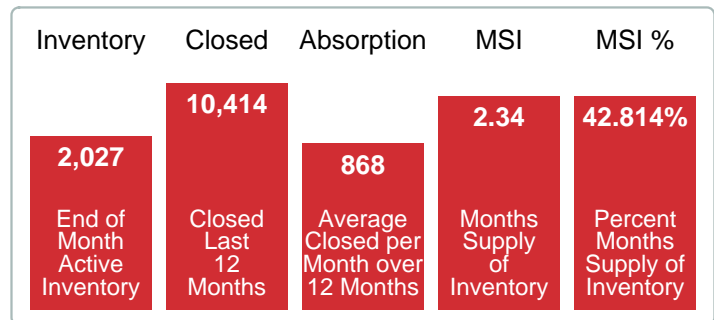
MONTHS SUPPLY of INVENTORY (MSI)

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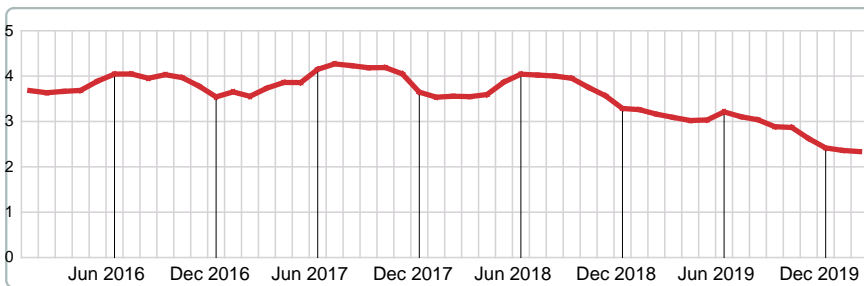
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

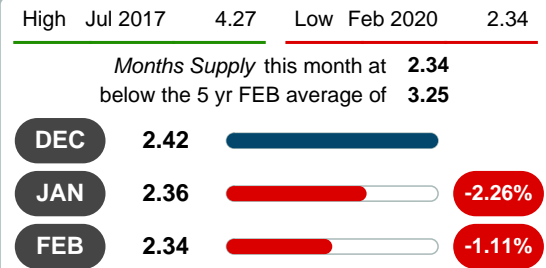


5 YEAR MARKET ACTIVITY TRENDS



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

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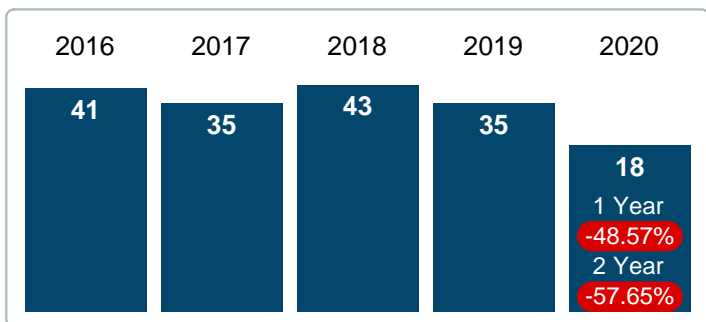
Area Delimited by County Of Tulsa - Residential Property Type



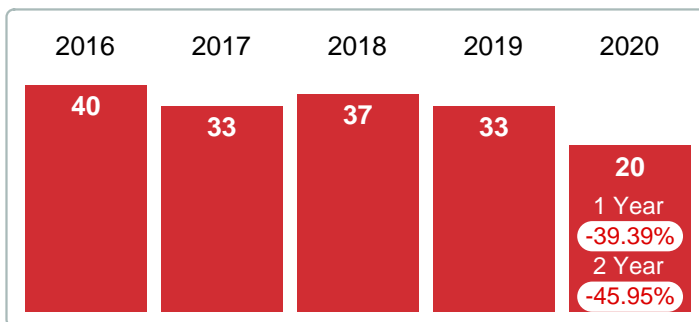
MEDIAN DAYS ON MARKET TO SALE

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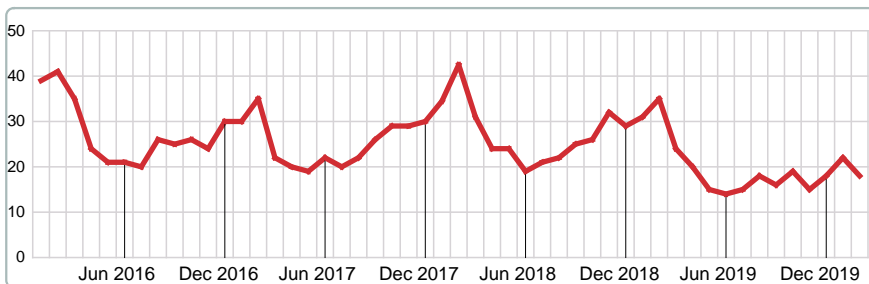
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

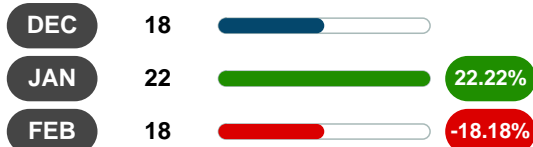


3 MONTHS

5 year FEB AVG = 34

High Feb 2018 43 Low Jun 2019 14

Median Days on Market to Sale this month at 18 below the 5 yr FEB average of 34



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
\$75,000 and less	8.23%	20	30	11	28	27
\$75,001 - \$125,000	11.59%	8	19	7	18	0
\$125,001 - \$150,000	10.82%	7	35	7	15	1
\$150,001 - \$225,000	32.47%	18	23	15	21	21
\$225,001 - \$275,000	12.65%	32	100	30	31	106
\$275,001 - \$375,000	13.72%	32	19	18	32	66
\$375,001 and up	10.52%	40	0	32	40	42
Median Closed DOM		18	23	12	24	46
Total Closed Units	100%	656	66	360	200	30
Total Closed Volume		149,987,877	8.02M	68.02M	58.22M	15.72M

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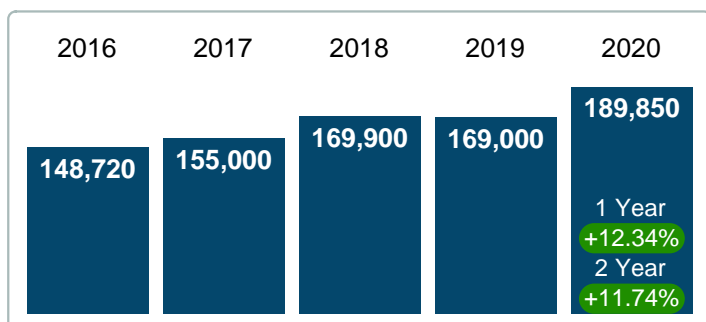
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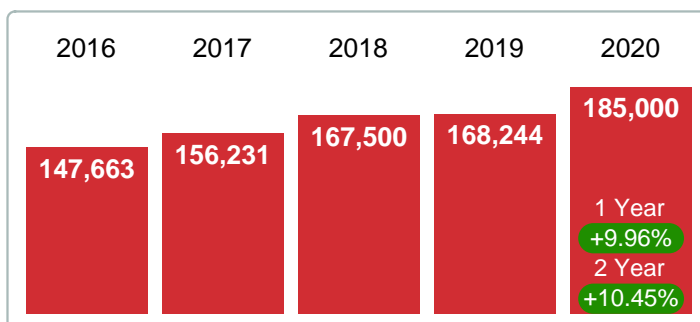
MEDIAN LIST PRICE AT CLOSING

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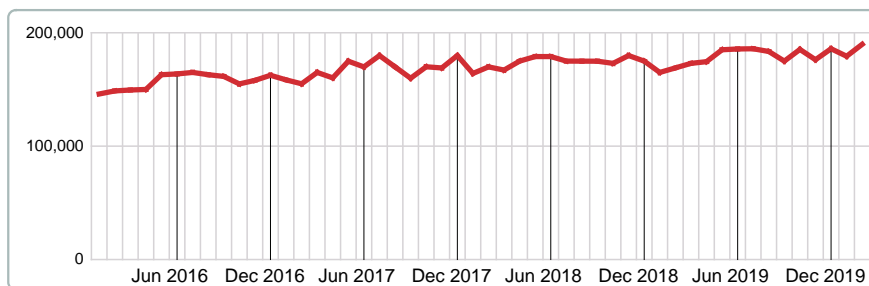
FEBRUARY



YEAR TO DATE (YTD)

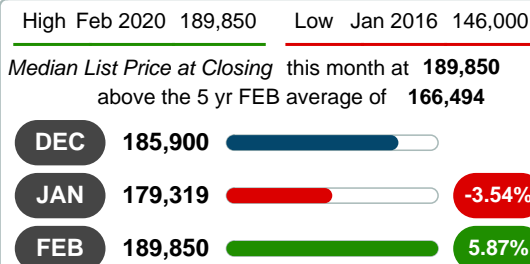


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 166,494



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
\$75,000 and less (48)	7.32%	56,500	50,000	58,250	56,000	62,000
\$75,001 - \$125,000 (73)	11.13%	105,000	102,900	108,000	102,400	79,000
\$125,001 - \$150,000 (77)	11.74%	140,000	139,999	140,000	137,450	148,000
\$150,001 - \$225,000 (211)	32.16%	181,500	192,250	177,000	195,750	199,900
\$225,001 - \$275,000 (82)	12.50%	249,248	265,000	245,000	249,698	255,500
\$275,001 - \$375,000 (90)	13.72%	314,950	295,000	325,000	309,950	327,200
\$375,001 and up (75)	11.43%	500,000	0	468,485	459,800	665,000
Median List Price		189,850	113,500	165,000	260,660	377,450
Total Closed Units	100%	656	66	360	200	30
Total Closed Volume		154,123,053	8.38M	69.23M	59.39M	17.12M

February 2020



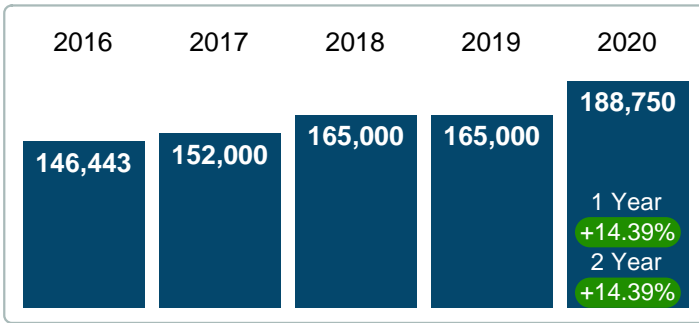
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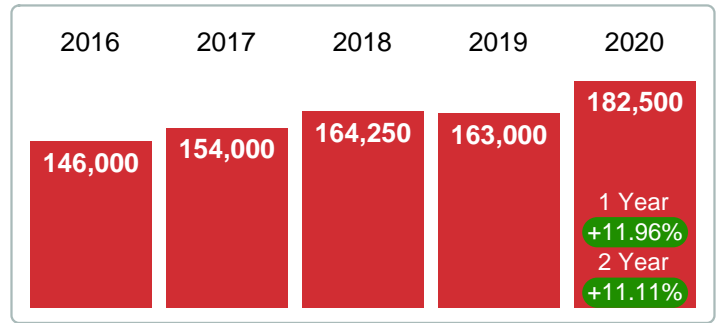
MEDIAN SOLD PRICE AT CLOSING

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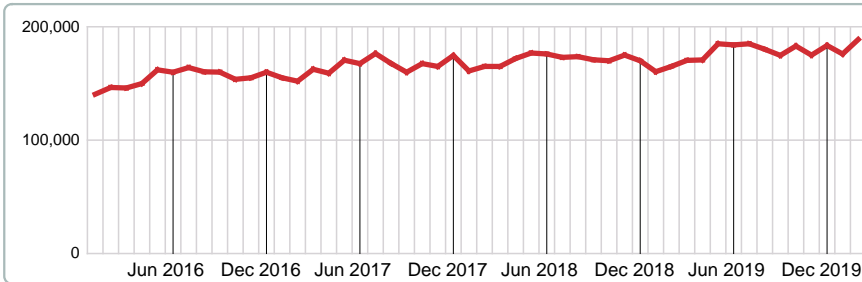
FEBRUARY



YEAR TO DATE (YTD)

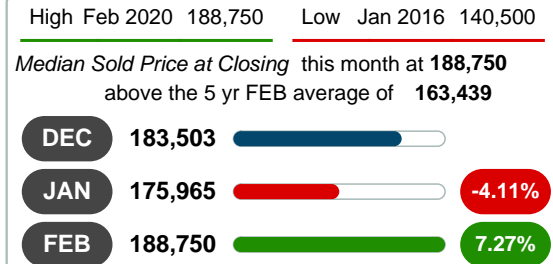


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 163,439



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
\$75,000 and less	8.23%	55,000	54,713	55,500	55,500	59,500
\$75,001 - \$125,000	11.59%	106,500	104,500	106,750	117,750	0
\$125,001 - \$150,000	10.82%	142,000	135,000	141,000	148,000	148,000
\$150,001 - \$225,000	32.47%	180,000	189,750	173,750	196,000	197,000
\$225,001 - \$275,000	12.65%	246,000	255,000	245,000	247,748	253,000
\$275,001 - \$375,000	13.72%	322,400	287,500	330,000	320,000	325,000
\$375,001 and up	10.52%	515,000	0	515,000	455,000	655,000
Median Sold Price		188,750	112,000	162,250	260,000	362,250
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



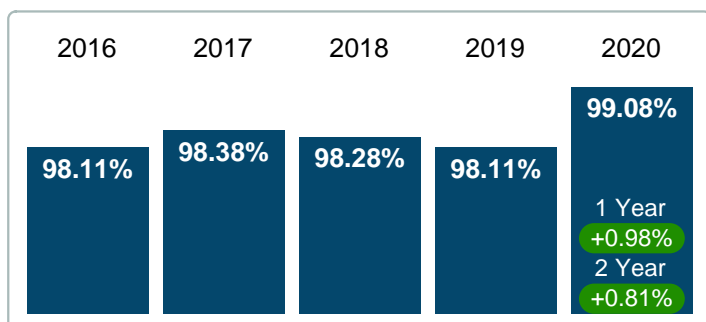
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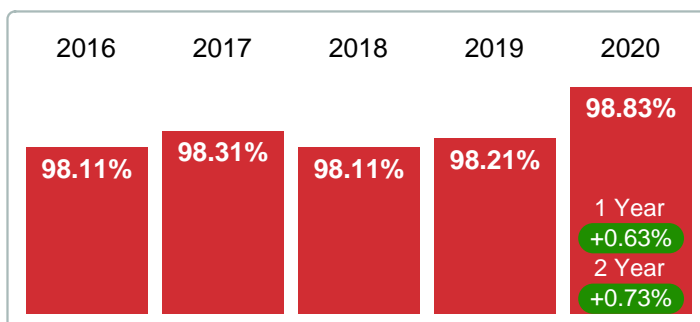
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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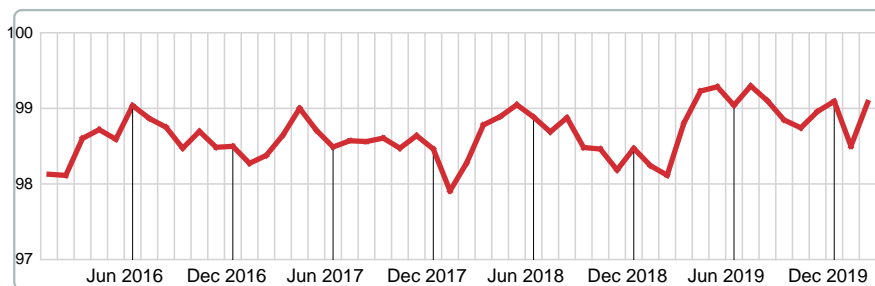
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

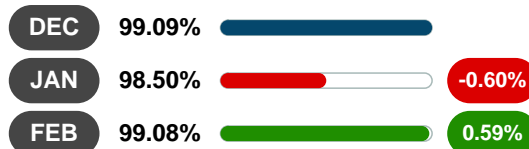


3 MONTHS

5 year FEB AVG = 98.39%

High Jul 2019 99.30% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **99.08%**
above the 5 yr FEB average of **98.39%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	54	8.23%	91.29%	92.67%	91.29%	92.50%	83.99%
\$75,001 - \$125,000	76	11.59%	98.46%	98.87%	98.81%	89.79%	0.00%
\$125,001 - \$150,000	71	10.82%	100.00%	97.05%	100.00%	92.89%	100.00%
\$150,001 - \$225,000	213	32.47%	100.00%	98.21%	100.00%	99.90%	100.00%
\$225,001 - \$275,000	83	12.65%	100.00%	96.23%	100.00%	99.64%	99.06%
\$275,001 - \$375,000	90	13.72%	98.86%	97.19%	98.89%	99.74%	97.87%
\$375,001 and up	69	10.52%	97.54%	0.00%	97.81%	97.75%	95.06%
Median Sold/List Ratio		99.08%		96.52%	100.00%	99.14%	97.22%
Total Closed Units	656	100%	99.08%	66	360	200	30
Total Closed Volume	149,987,877			8.02M	68.02M	58.22M	15.72M

February 2020



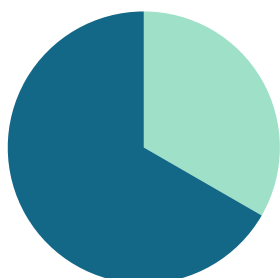
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

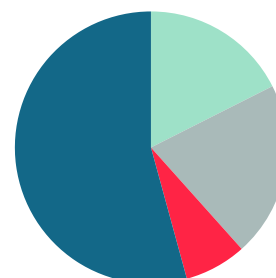


Inventory
 New Listings
1,018 = 33.32%
 Start Inventory
2,037
 Total Inventory Units
3,055
 Volume
\$991,822,953

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%
Median List Price	169,000	189,850	12.34%	168,244	185,000	9.96%
Median Sale Price	165,000	188,750	14.39%	163,000	182,500	11.96%
Median Percent of Selling Price to List Price	98.11%	99.08%	0.98%	98.21%	98.83%	0.63%
Median Days on Market to Sale	35.00	18.00	-48.57%	33.00	20.00	-39.39%
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

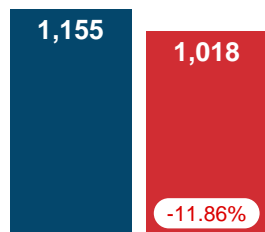
Inventory on February 29, 2020 = **2,027**

2019 **2020**

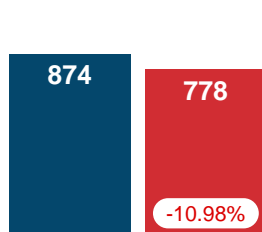
FEBRUARY MARKET

MEDIAN PRICES

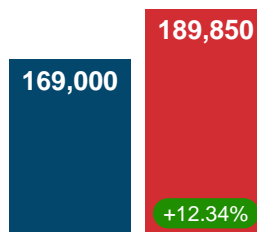
New Listings



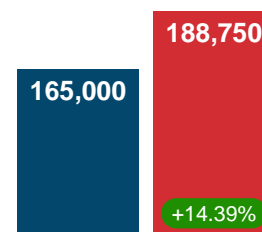
Pending Listings



List Price



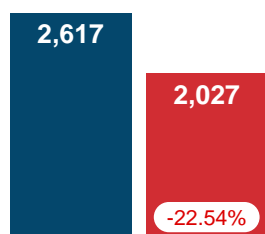
Sale Price



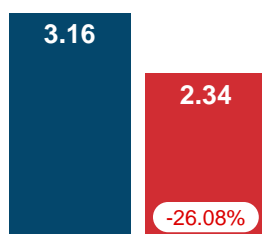
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

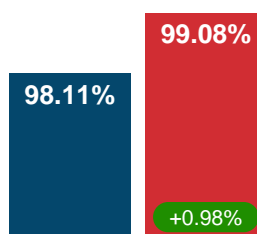
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

