

February 2021



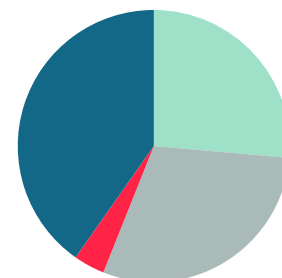
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	February 2021	+/-%
Closed Listings	928	992	6.90%
Pending Listings	1,126	1,115	-0.98%
New Listings	1,514	1,076	-28.93%
Average List Price	222,654	246,400	10.67%
Average Sale Price	216,979	242,559	11.79%
Average Percent of Selling Price to List Price	97.66%	98.60%	0.97%
Average Days on Market to Sale	39.79	30.91	-22.33%
End of Month Inventory	3,178	1,513	-52.39%
Months Supply of Inventory	2.55	1.11	-56.58%



■ Closed (26.39%)
■ Pending (29.66%)
■ Other OffMarket (3.70%)
■ Active (40.25%)

Absorption: Last 12 months, an Average of **1,368** Sales/Month
Active Inventory as of February 28, 2021 = **1,513**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **52.39%** to 1,513 existing homes available for sale. Over the last 12 months this area has had an average of 1,368 closed sales per month. This represents an unsold inventory index of **1.11** 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 **11.79%** in February 2021 to \$242,559 versus the previous year at \$216,979.

Average Days on Market Shortens

The average number of **30.91** days that homes spent on the market before selling decreased by 8.89 days or **22.33%** in February 2021 compared to last year's same month at **39.79** DOM.

Sales Success for February 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 1,076 New Listings in February 2021, down **28.93%** from last year at 1,514. Furthermore, there were 992 Closed Listings this month versus last year at 928, a **6.90%** increase.

Closed versus Listed trends yielded a **92.2%** ratio, up from previous year's, February 2020, at **61.3%**, a **50.41%** 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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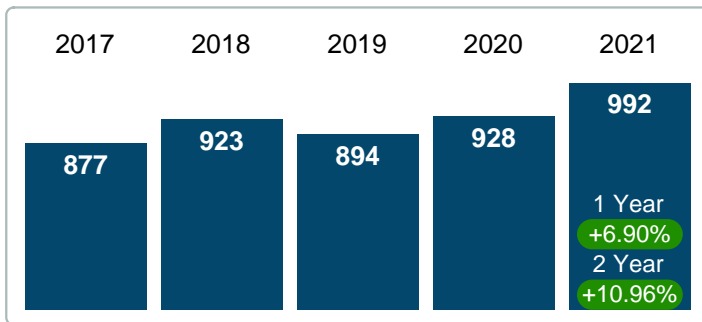
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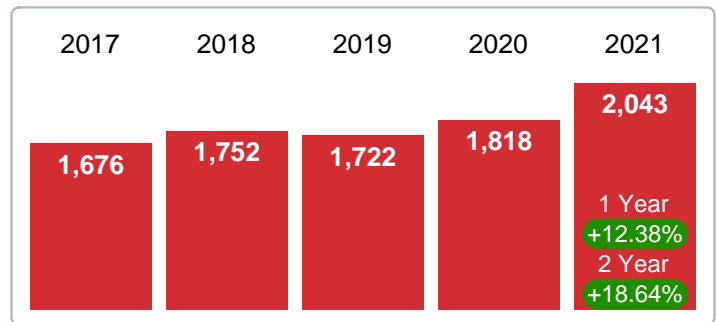
CLOSED LISTINGS

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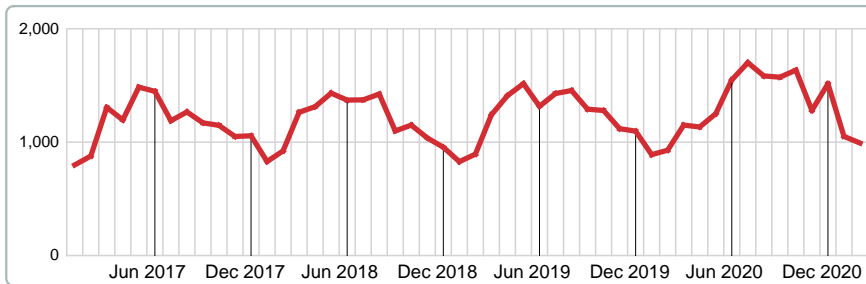
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

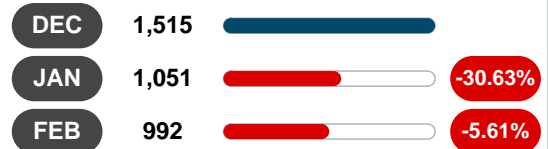


3 MONTHS

5 year FEB AVG = 923

High Jul 2020 1,701 Low Jan 2017 799

Closed Listings this month at **992**
above the 5 yr FEB average of **923**



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	55	5.54%	29.7	27	25	3	0
\$75,001 - \$125,000	114	11.49%	25.6	33	72	8	1
\$125,001 - \$175,000	200	20.16%	21.1	23	148	26	3
\$175,001 - \$225,000	195	19.66%	20.5	14	142	35	4
\$225,001 - \$300,000	188	18.95%	28.8	7	93	78	10
\$300,001 - \$400,000	132	13.31%	45.4	2	41	68	21
\$400,001 and up	108	10.89%	59.9	0	17	66	25
Total Closed Units	992			106	538	284	64
Total Closed Volume	240,618,396	100%	30.9	13.23M	106.68M	94.10M	26.61M
Average Closed Price	\$242,559			\$124,846	\$198,288	\$331,324	\$415,777

February 2021



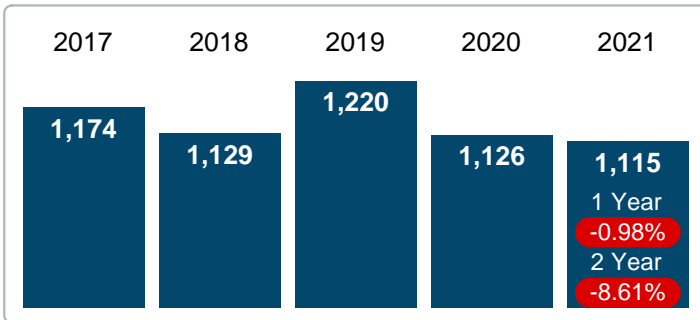
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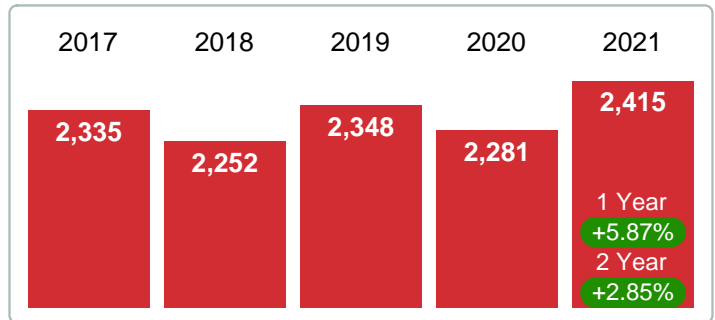
PENDING LISTINGS

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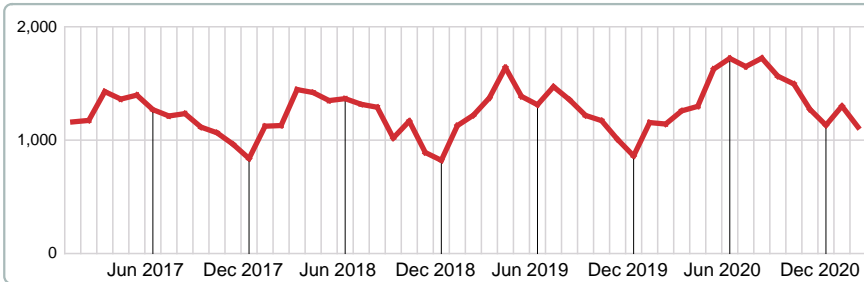
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

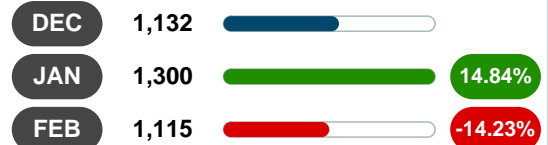


3 MONTHS

5 year FEB AVG = 1,153

High Aug 2020 1,723 Low Dec 2018 822

Pending Listings this month at 1,115 below the 5 yr FEB average of 1,153



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	113	10.13%	46.5	51	55	4	3
\$100,001 - \$125,000	67	6.01%	22.9	18	47	2	0
\$125,001 - \$175,000	216	19.37%	21.4	17	170	27	2
\$175,001 - \$250,000	272	24.39%	20.7	10	186	70	6
\$250,001 - \$325,000	170	15.25%	33.2	5	73	85	7
\$325,001 - \$450,000	170	15.25%	48.6	0	65	83	22
\$450,001 and up	107	9.60%	60.5	0	12	57	38
Total Pending Units	1,115			101	608	328	78
Total Pending Volume	299,678,696	100%	33.6	11.30M	127.52M	114.83M	46.02M
Average Listing Price	\$268,423			\$111,901	\$209,744	\$350,095	\$590,015

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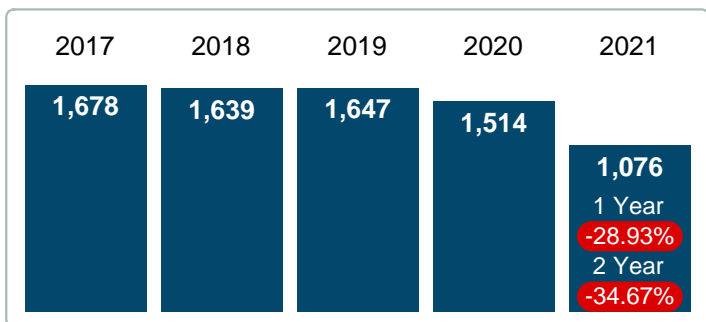
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



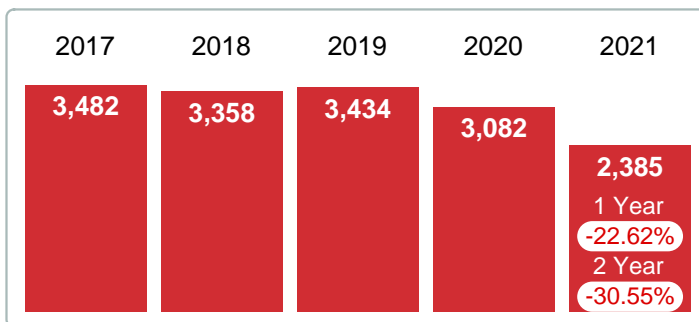
NEW LISTINGS

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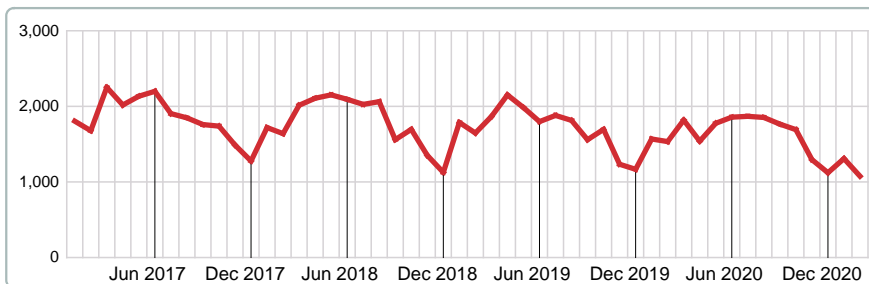
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,511

High Mar 2017 2,251 | Low Feb 2021 1,076

New Listings this month at **1,076**
below the 5 yr FEB average of **1,511**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	109	10.13%	56	48	2	3
\$100,001 - \$125,000	82	7.62%	17	60	4	1
\$125,001 - \$175,000	206	19.14%	18	161	24	3
\$175,001 - \$250,000	272	25.28%	10	190	66	6
\$250,001 - \$325,000	143	13.29%	2	70	63	8
\$325,001 - \$450,000	155	14.41%	4	50	81	20
\$450,001 and up	109	10.13%	0	11	55	43
Total New Listed Units	1,076		107	590	295	84
Total New Listed Volume	289,664,830	100%	12.31M	121.16M	106.46M	49.73M
Average New Listed Listing Price	\$252,655		\$115,078	\$205,360	\$360,880	\$592,016

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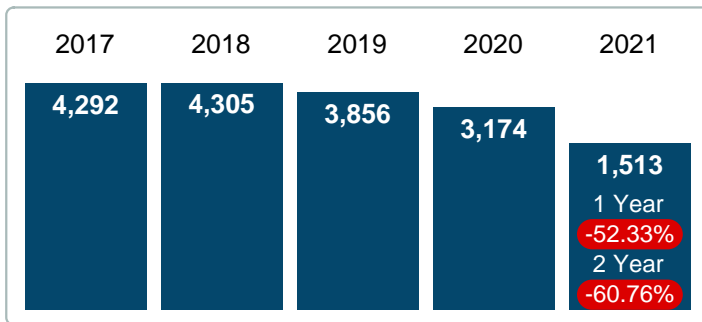
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



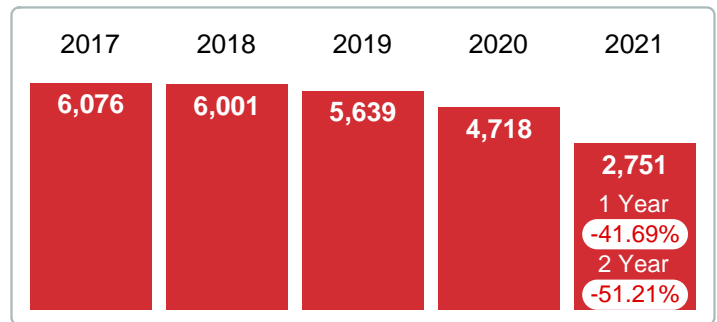
ACTIVE INVENTORY

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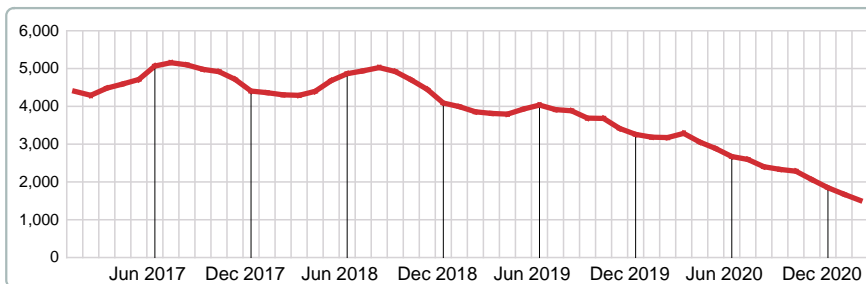
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3,428

High Jul 2017 5,155 Low Feb 2021 1,513

Inventory this month at 1,513 below the 5 yr FEB average of 3,428



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	78	5.16%	108.6	46	27	4	1
\$50,001 - \$100,000	232	15.33%	103.9	103	102	25	2
\$100,001 - \$175,000	227	15.00%	58.8	42	161	19	5
\$175,001 - \$325,000	374	24.72%	57.0	41	204	113	16
\$325,001 - \$450,000	262	17.32%	85.6	11	88	132	31
\$450,001 - \$750,000	192	12.69%	92.6	5	35	96	56
\$750,001 and up	148	9.78%	108.6	4	14	49	81
Total Active Inventory by Units	1,513			252	631	438	192
Total Active Inventory by Volume	574,430,429	100%	81.6	35.80M	150.12M	211.85M	176.66M
Average Active Inventory Listing Price	\$379,663			\$142,072	\$237,900	\$483,678	\$920,115

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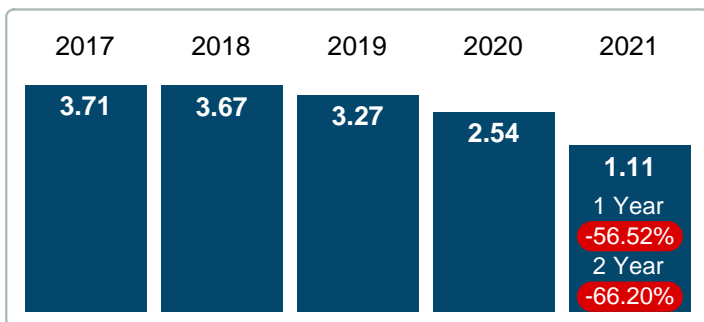
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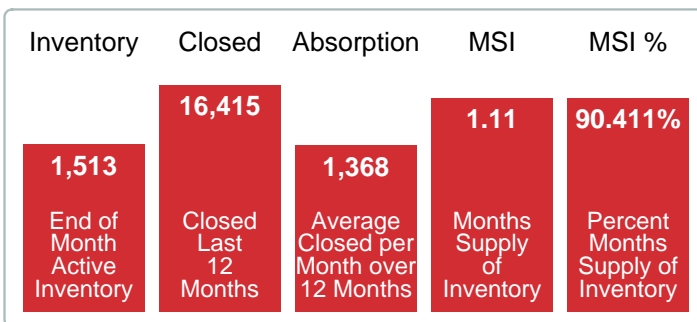
MONTHS SUPPLY of INVENTORY (MSI)

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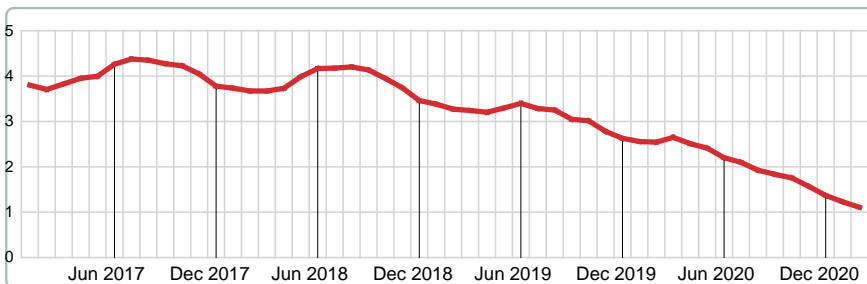
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

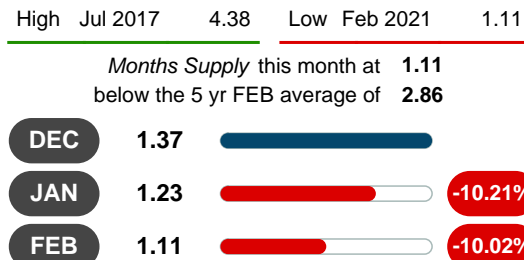


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.86



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
\$50,000 and less	78	5.16%	1.76	1.86	1.60	1.66	2.40
\$50,001 - \$100,000	232	15.33%	1.99	2.51	1.55	2.88	2.18
\$100,001 - \$175,000	227	15.00%	0.60	1.09	0.55	0.46	1.67
\$175,001 - \$325,000	374	24.72%	0.64	1.86	0.67	0.49	0.69
\$325,001 - \$450,000	262	17.32%	1.67	4.26	2.24	1.41	1.43
\$450,001 - \$750,000	192	12.69%	2.63	10.00	2.84	2.29	3.05
\$750,001 and up	148	9.78%	8.11	16.00	7.00	5.44	11.57
Market Supply of Inventory (MSI)			1.11	1.94	0.86	1.03	2.57
Total Active Inventory by Units		100%	1,513	252	631	438	192

February 2021



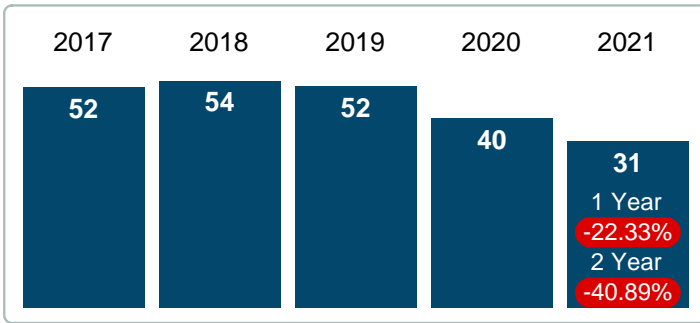
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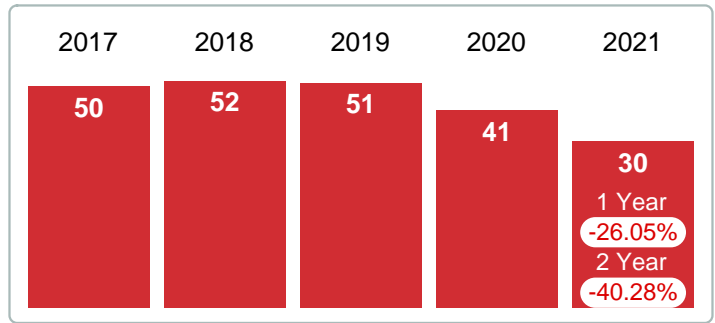
AVERAGE DAYS ON MARKET TO SALE

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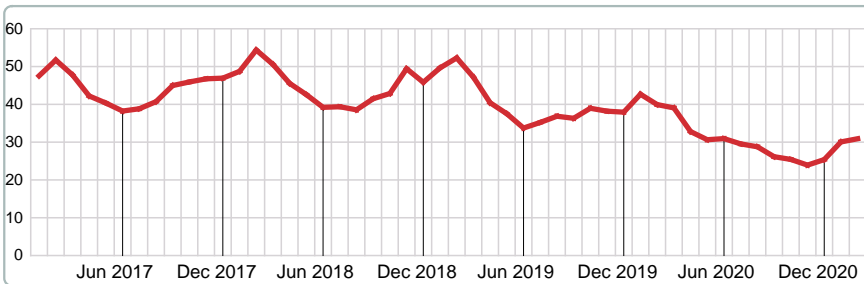
FEBRUARY



YEAR TO DATE (YTD)

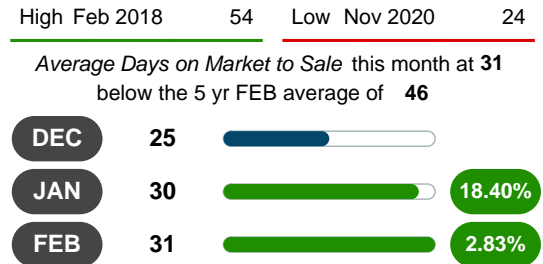


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 46



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	5.54%	30	25	33	43	0
\$75,001 - \$125,000	11.49%	26	29	24	21	77
\$125,001 - \$175,000	20.16%	21	29	17	34	25
\$175,001 - \$225,000	19.66%	21	50	17	17	84
\$225,001 - \$300,000	18.95%	29	23	28	30	31
\$300,001 - \$400,000	13.31%	45	71	44	49	34
\$400,001 and up	10.89%	60	0	61	65	45
Average Closed DOM		31	31	24	42	41
Total Closed Units	100%	992	106	538	284	64
Total Closed Volume		240,618,396	13.23M	106.68M	94.10M	26.61M

February 2021



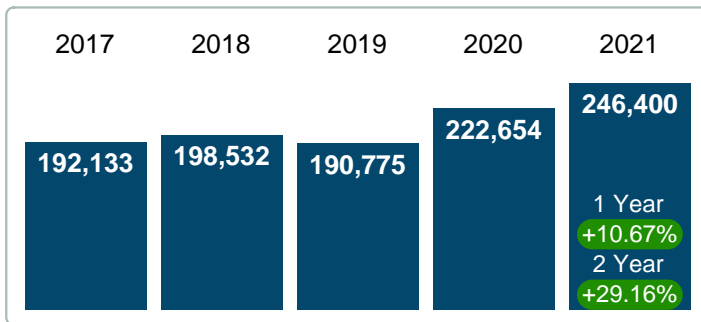
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



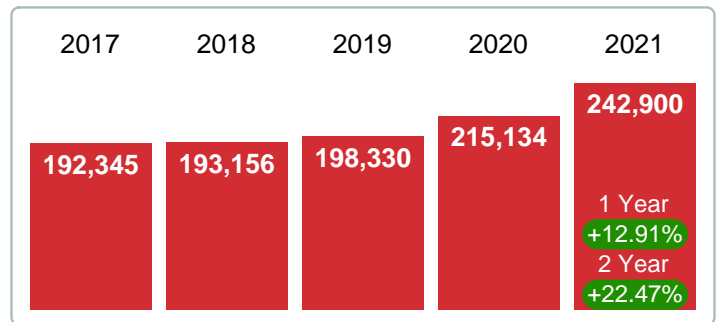
AVERAGE LIST PRICE AT CLOSING

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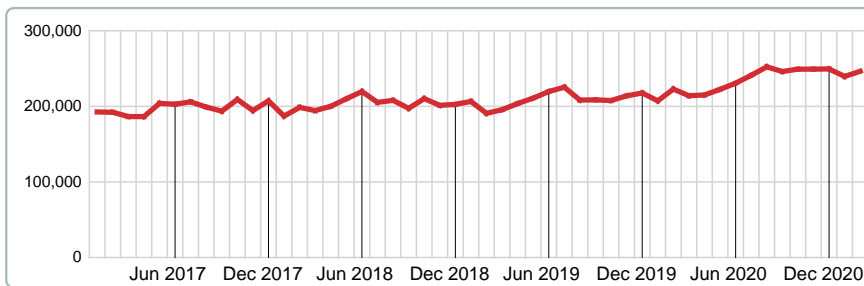
FEBRUARY



YEAR TO DATE (YTD)

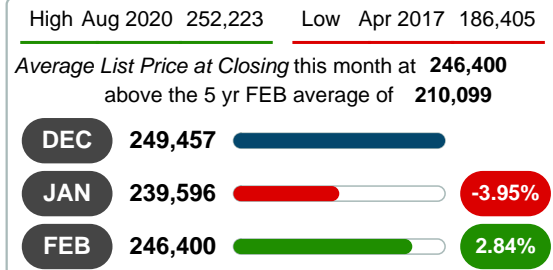


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 210,099



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	5.44%	57,748	56,424	59,790	78,833	0
\$75,001 - \$125,000	11.29%	104,725	103,175	106,579	102,338	119,500
\$125,001 - \$175,000	19.86%	153,193	146,772	155,729	159,965	156,233
\$175,001 - \$225,000	19.35%	199,746	205,629	198,573	209,463	211,225
\$225,001 - \$300,000	19.56%	260,439	268,471	262,045	262,457	268,180
\$300,001 - \$400,000	13.61%	348,767	337,500	351,862	351,044	347,210
\$400,001 and up	10.89%	587,432	0	511,327	584,514	636,680
Average List Price		246,400	129,595	200,563	336,148	426,927
Total Closed Units	100%	246,400	106	538	284	64
Total Closed Volume		244,429,213	13.74M	107.90M	95.47M	27.32M

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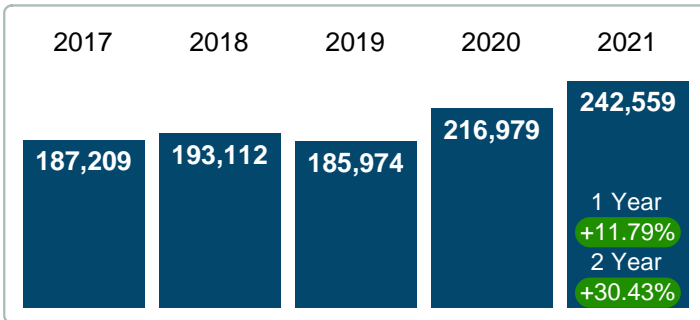
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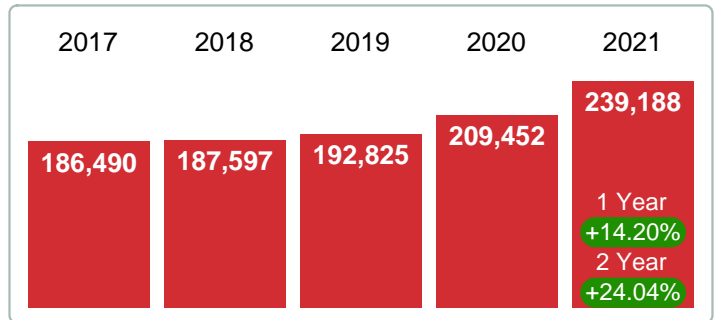
AVERAGE SOLD PRICE AT CLOSING

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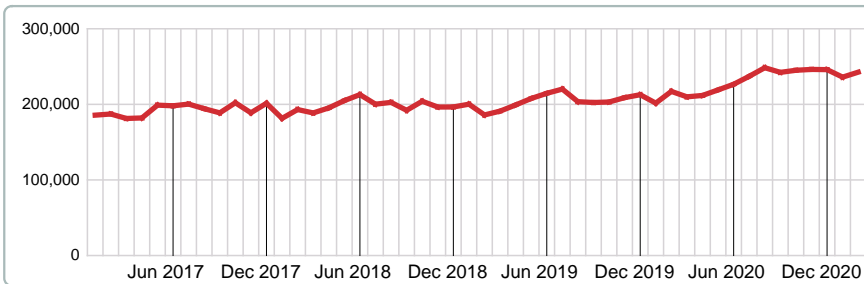
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

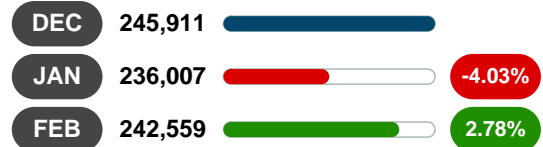


3 MONTHS

5 year FEB AVG = 205,167

High Aug 2020 248,457 Low Mar 2017 181,336

Average Sold Price at Closing this month at **242,559** above the 5 yr FEB average of **205,167**



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	5.54%	54,026	51,483	55,236	66,833	0
\$75,001 - \$125,000	11.49%	103,781	100,569	105,376	101,213	115,500
\$125,001 - \$175,000	20.16%	153,466	143,509	154,336	157,256	154,000
\$175,001 - \$225,000	19.66%	200,058	200,936	198,244	206,402	205,875
\$225,001 - \$300,000	18.95%	259,356	249,071	259,695	260,259	256,357
\$300,001 - \$400,000	13.31%	345,504	333,750	342,808	347,879	344,195
\$400,001 and up	10.89%	571,723	0	500,703	572,986	616,682
Average Sold Price		242,559	124,846	198,288	331,324	415,777
Total Closed Units	100%	242,559	106	538	284	64
Total Closed Volume		240,618,396	13.23M	106.68M	94.10M	26.61M

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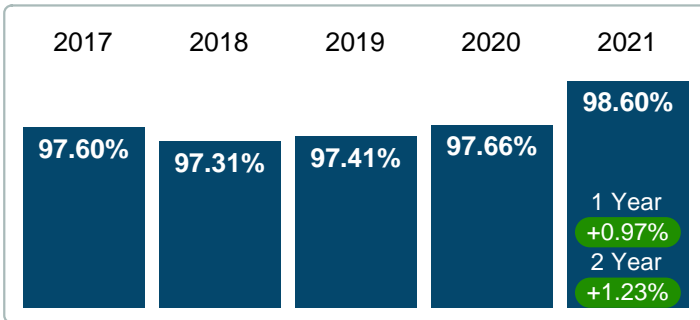
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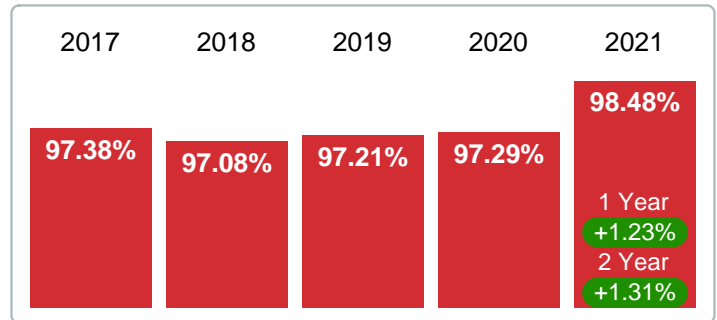
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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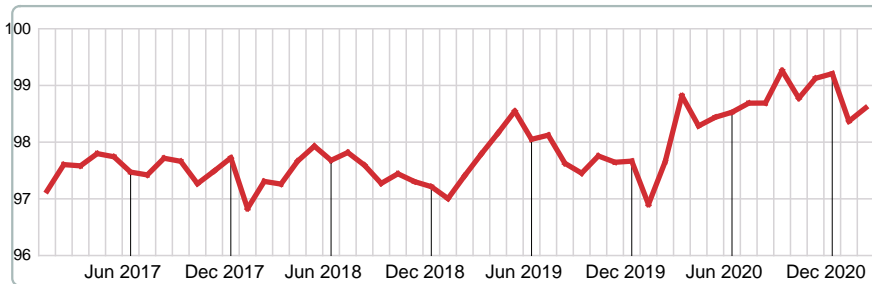
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

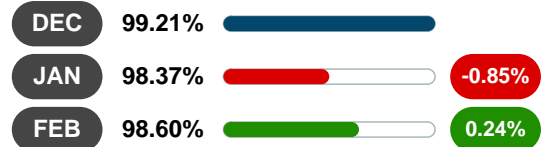


3 MONTHS

5 year FEB AVG = 97.72%

High Sep 2020 99.26% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **98.60%**
above the 5 yr FEB average of **97.72%**



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	55	5.54%	91.50%	91.26%	92.44%	85.72%	0.00%
\$75,001 - \$125,000	114	11.49%	98.89%	97.58%	99.43%	99.63%	96.65%
\$125,001 - \$175,000	200	20.16%	99.22%	98.14%	99.39%	99.23%	98.99%
\$175,001 - \$225,000	195	19.66%	99.53%	97.84%	99.97%	98.64%	97.61%
\$225,001 - \$300,000	188	18.95%	98.90%	94.82%	99.23%	99.20%	96.38%
\$300,001 - \$400,000	132	13.31%	98.78%	98.87%	97.92%	99.11%	99.34%
\$400,001 and up	108	10.89%	98.40%	0.00%	98.38%	98.46%	98.25%
Average Sold/List Ratio		98.60%		95.97%	99.05%	98.81%	98.29%
Total Closed Units		992	100%	106	538	284	64
Total Closed Volume		240,618,396		13.23M	106.68M	94.10M	26.61M

February 2021



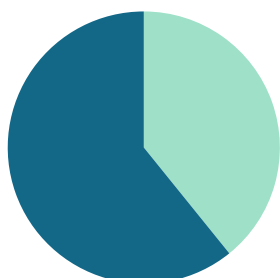
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

INVENTORY

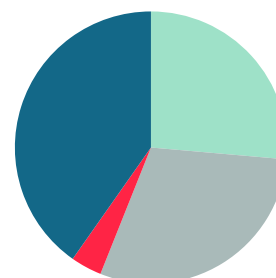


Inventory
 New Listings
1,076 = 39.18%
 Start Inventory
1,670
 Total Inventory Units
2,746
 Volume
\$926,232,082

Market Activity

Closed Sales
992 = 26.39%
 Pending Sales
1,115 = 29.66%
 Other Off Market
139 = 3.70%
 Active Inventory
1,513 = 40.25%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	928	992	6.90%	1,818	2,043	12.38%
Pending Sales	1,126	1,115	-0.98%	2,281	2,415	5.87%
New Listings	1,514	1,076	-28.93%	3,082	2,385	-22.62%
Average List Price	222,654	246,400	10.67%	215,134	242,900	12.91%
Average Sale Price	216,979	242,559	11.79%	209,452	239,188	14.20%
Average Percent of Selling Price to List Price	97.66%	98.60%	0.97%	97.29%	98.48%	1.23%
Average Days on Market to Sale	39.79	30.91	-22.33%	41.20	30.47	-26.05%
Monthly Inventory	3,178	1,513	-52.39%	3,178	1,513	-52.39%
Months Supply of Inventory	2.55	1.11	-56.58%	2.55	1.11	-56.58%

Absorption: Last 12 months, an Average of **1,368** Sales/Month

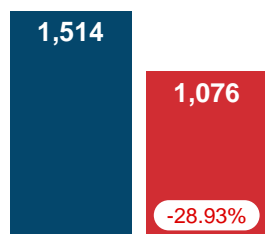
Inventory on February 28, 2021 = **1,513**

2020 **2021**

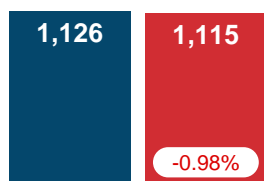
FEBRUARY MARKET

AVERAGE PRICES

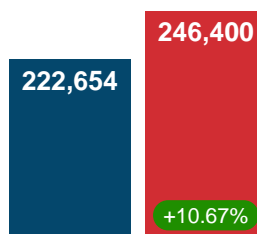
New Listings



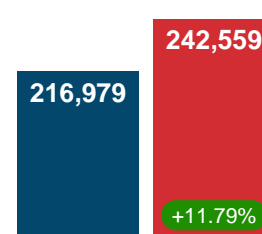
Pending Listings



List Price



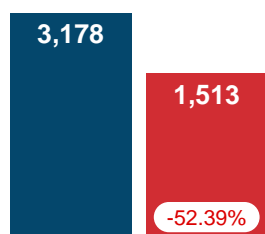
Sale Price



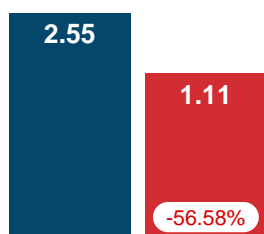
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

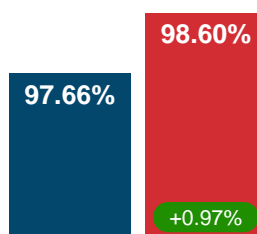
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

