

February 2021



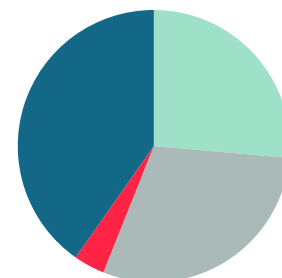
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	184,500	209,900	13.77%
Median Sale Price	182,000	206,750	13.60%
Median Percent of Selling Price to List Price	99.10%	100.00%	0.91%
Median Days on Market to Sale	20.00	10.00	-50.00%
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.

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 **13.60%** in February 2021 to \$206,750 versus the previous year at \$182,000.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 10.00 days or **50.00%** in February 2021 compared to last year's same month at **20.00** DOM.

Sales Success for February 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 1,076 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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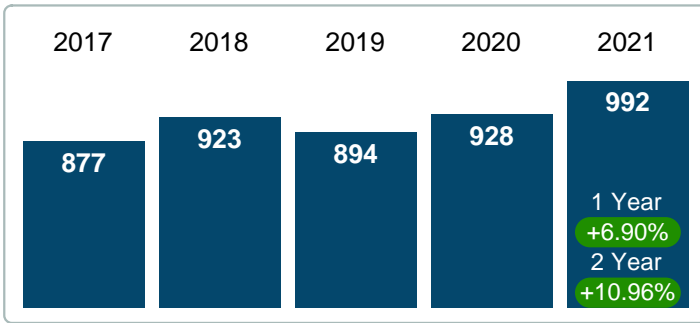
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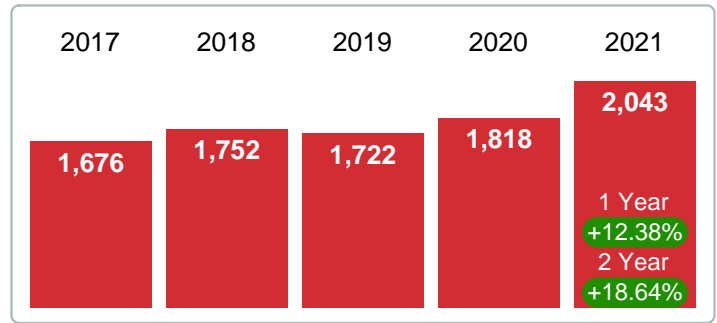
CLOSED LISTINGS

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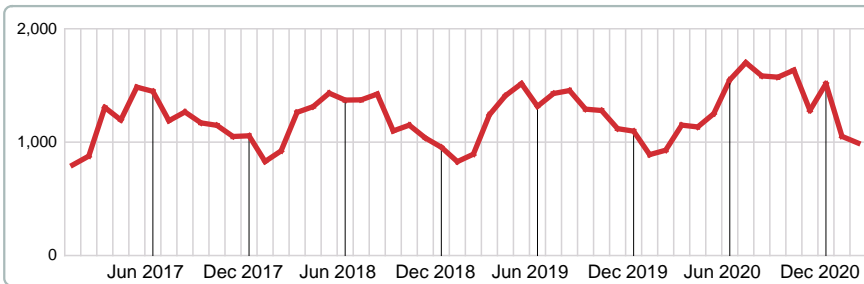
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

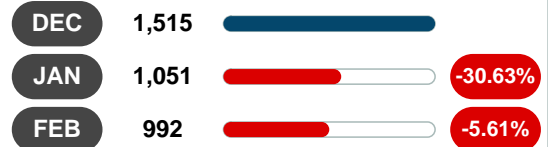


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	55	5.54%	13.0	27	25	3	0
\$75,001 - \$125,000	114	11.49%	9.5	33	72	8	1
\$125,001 - \$175,000	200	20.16%	5.5	23	148	26	3
\$175,001 - \$225,000	195	19.66%	6.0	14	142	35	4
\$225,001 - \$300,000	188	18.95%	13.0	7	93	78	10
\$300,001 - \$400,000	132	13.31%	22.0	2	41	68	21
\$400,001 and up	108	10.89%	45.0	0	17	66	25
Total Closed Units	992			106	538	284	64
Total Closed Volume	240,618,396	100%	10.0	13.23M	106.68M	94.10M	26.61M
Median Closed Price	\$206,750			\$113,595	\$182,750	\$286,500	\$352,500

February 2021



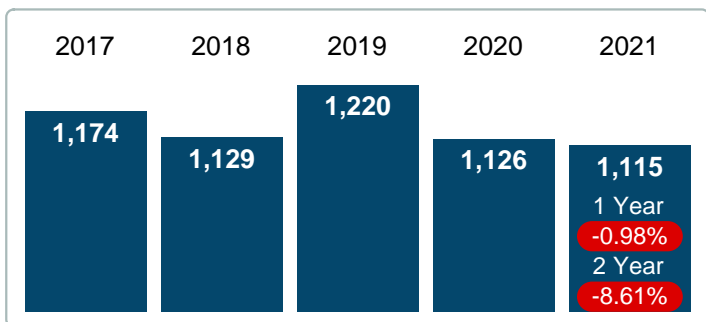
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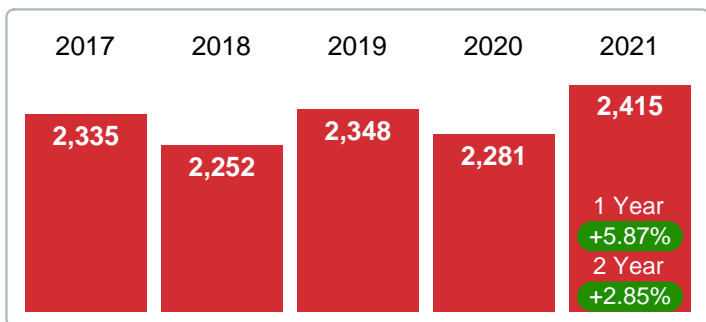
PENDING LISTINGS

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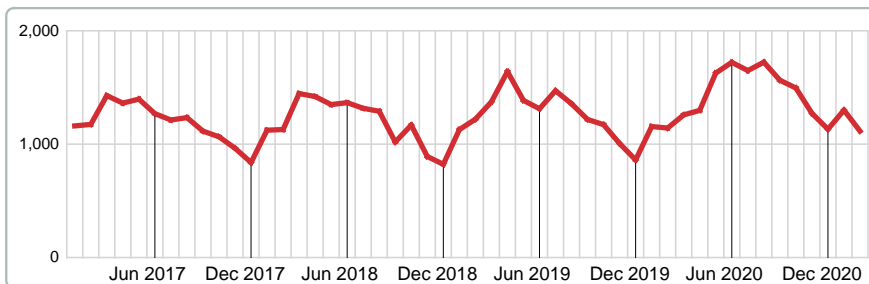
FEBRUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	113	10.13%	19.0	51	55	4	3
\$100,001 - \$125,000	67	6.01%	5.0	18	47	2	0
\$125,001 - \$175,000	216	19.37%	5.0	17	170	27	2
\$175,001 - \$250,000	272	24.39%	5.0	10	186	70	6
\$250,001 - \$325,000	170	15.25%	8.0	5	73	85	7
\$325,001 - \$450,000	170	15.25%	15.0	0	65	83	22
\$450,001 and up	107	9.60%	27.0	0	12	57	38
Total Pending Units	1,115			101	608	328	78
Total Pending Volume	299,678,696	100%	8.0	11.30M	127.52M	114.83M	46.02M
Median Listing Price	\$215,150			\$99,900	\$184,475	\$309,000	\$447,500

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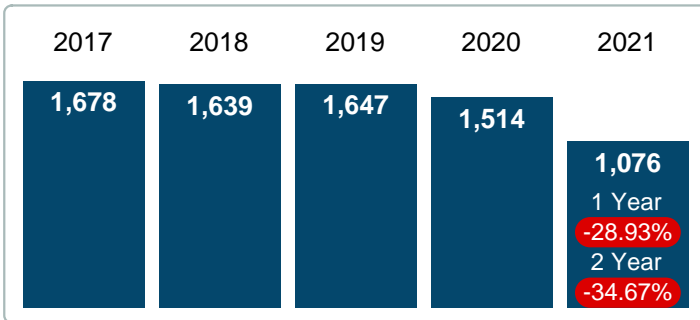
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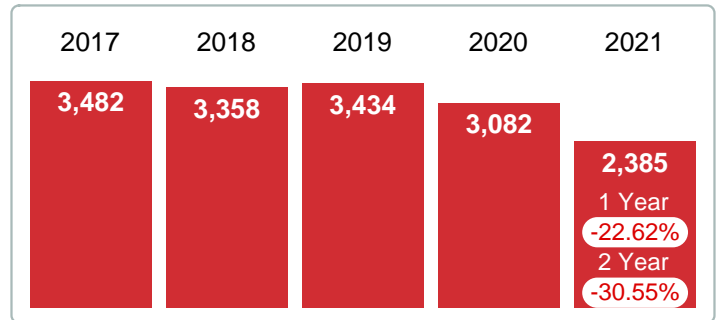
NEW LISTINGS

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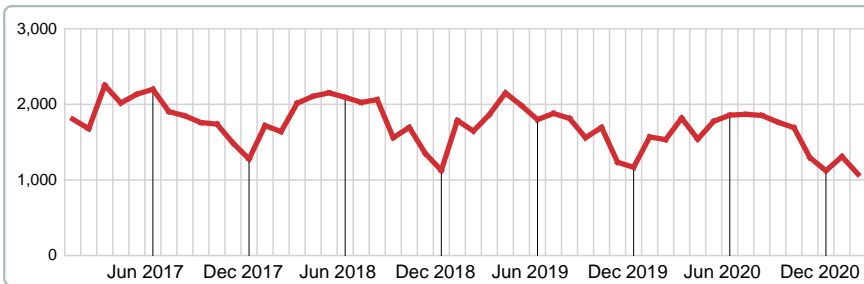
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

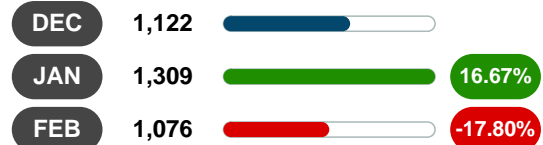


3 MONTHS

5 year FEB AVG = 1,511

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
Median New Listed Listing Price	\$210,000		\$99,500	\$184,975	\$310,000	\$453,863

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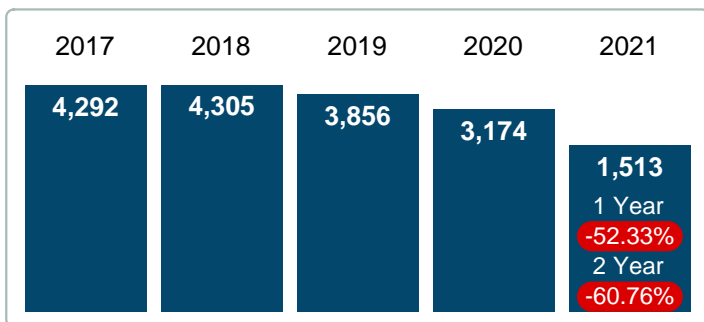
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



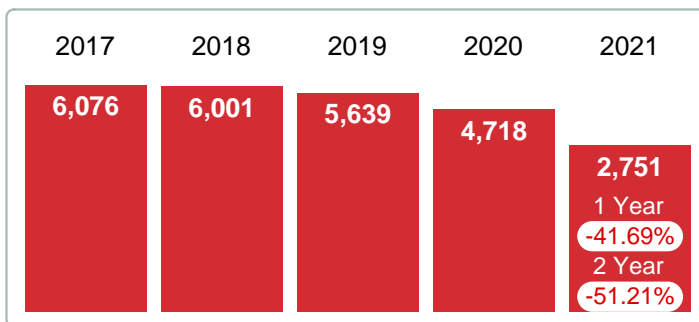
ACTIVE INVENTORY

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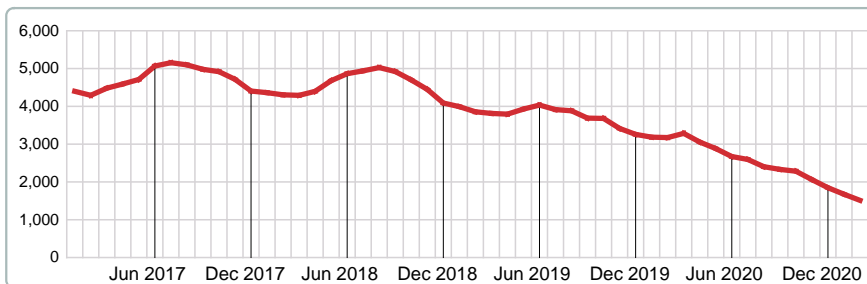
END OF FEBRUARY



ACTIVE DURING FEBRUARY

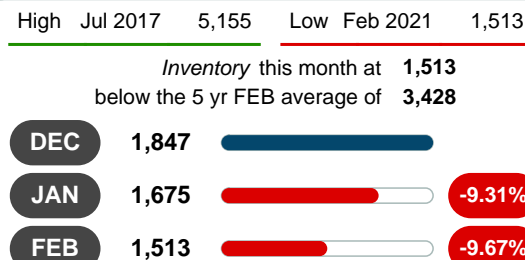


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3,428



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	78	5.16%	80.5	46	27	4	1
\$50,001 - \$100,000	232	15.33%	100.5	103	102	25	2
\$100,001 - \$175,000	227	15.00%	32.0	42	161	19	5
\$175,001 - \$325,000	374	24.72%	34.5	41	204	113	16
\$325,001 - \$450,000	262	17.32%	67.5	11	88	132	31
\$450,001 - \$750,000	192	12.69%	79.5	5	35	96	56
\$750,001 and up	148	9.78%	91.0	4	14	49	81
Total Active Inventory by Units	1,513			252	631	438	192
Total Active Inventory by Volume	574,430,429	100%	53.0	35.80M	150.12M	211.85M	176.66M
Median Active Inventory Listing Price	\$243,750			\$80,000	\$185,000	\$386,250	\$679,000

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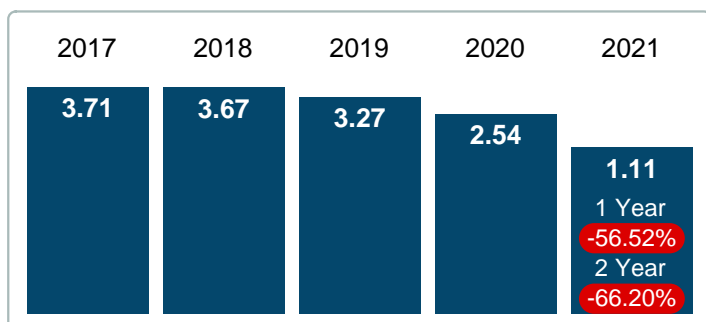
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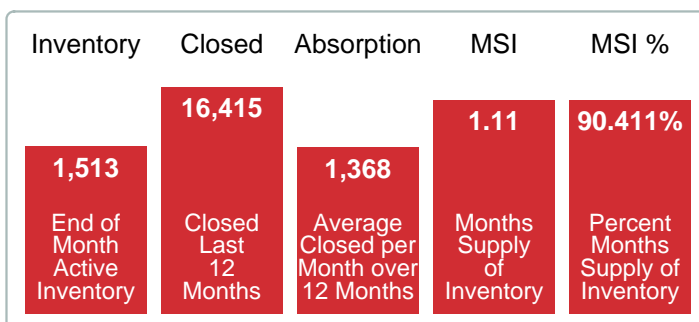
MONTHS SUPPLY of INVENTORY (MSI)

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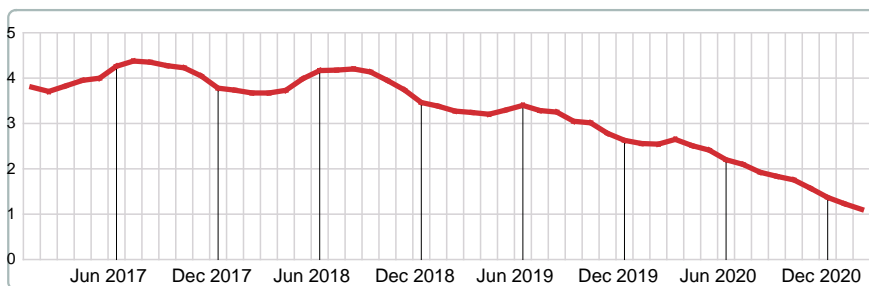
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

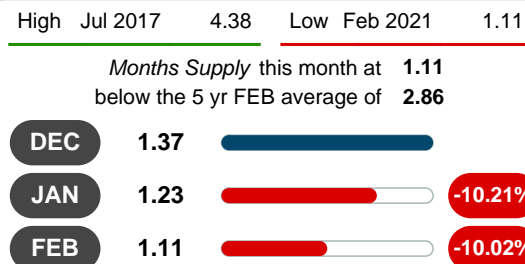


5 YEAR MARKET ACTIVITY TRENDS



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

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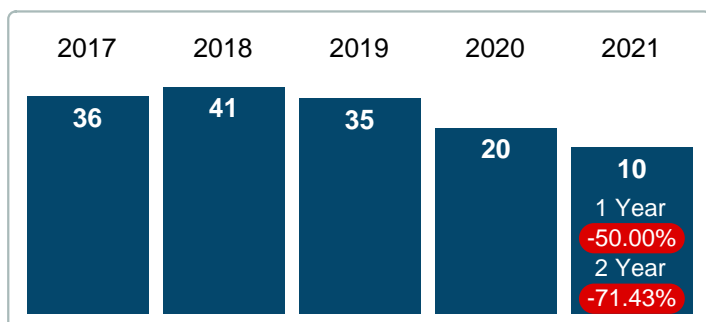
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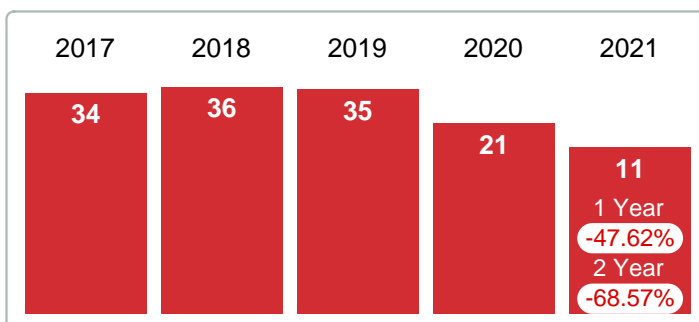
MEDIAN DAYS ON MARKET TO SALE

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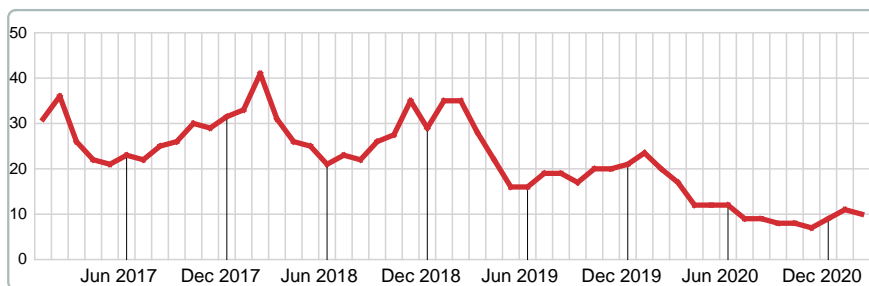
FEBRUARY



YEAR TO DATE (YTD)

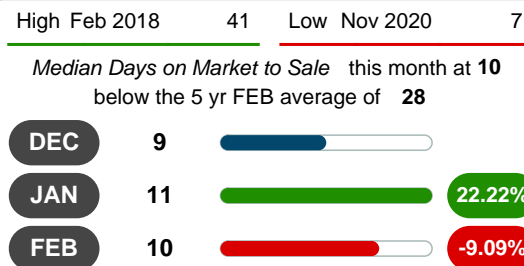


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 28



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	5.54%	13	11	14	35	0
\$75,001 - \$125,000	11.49%	10	11	9	13	77
\$125,001 - \$175,000	20.16%	6	10	4	16	26
\$175,001 - \$225,000	19.66%	6	51	5	6	75
\$225,001 - \$300,000	18.95%	13	6	13	13	20
\$300,001 - \$400,000	13.31%	22	71	31	21	20
\$400,001 and up	10.89%	45	0	59	45	27
Median Closed DOM		10	12	6	18	27
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



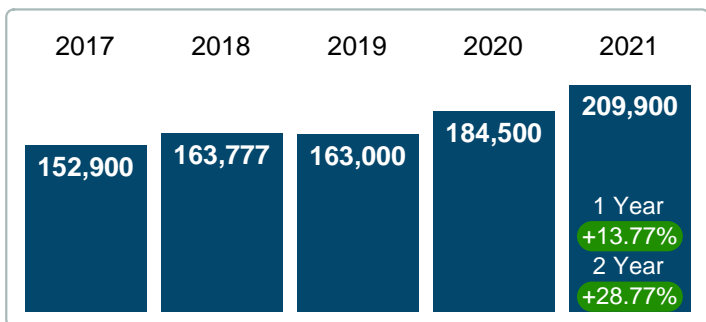
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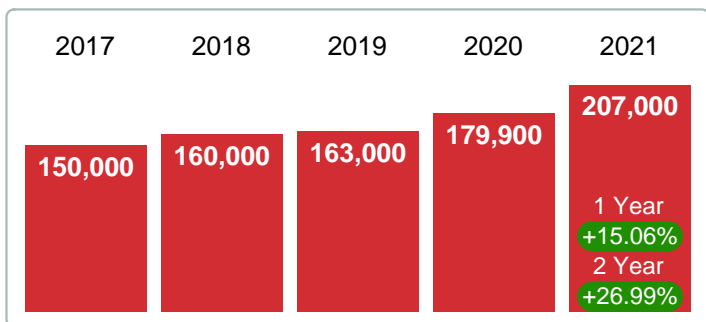
MEDIAN LIST PRICE AT CLOSING

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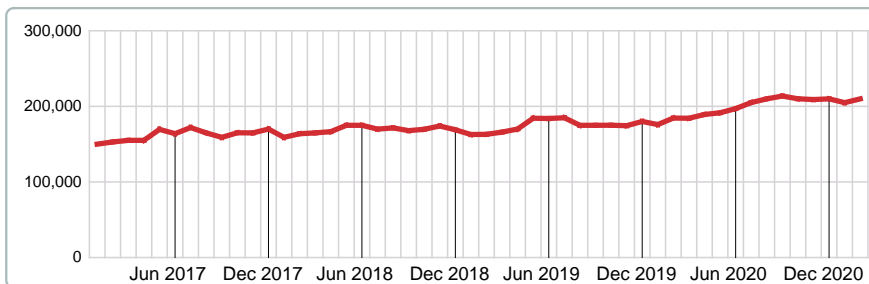
FEBRUARY



YEAR TO DATE (YTD)

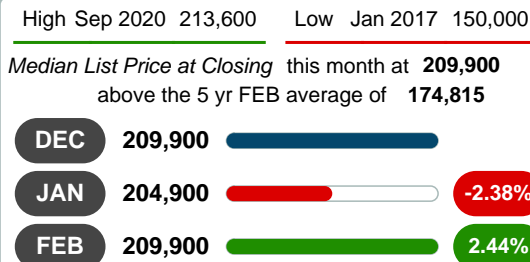


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 174,815



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	5.44%	62,650	60,000	65,300	72,000	0
\$75,001 - \$125,000	11.29%	105,500	102,500	107,000	89,500	119,500
\$125,001 - \$175,000	19.86%	154,900	145,000	155,000	157,000	163,900
\$175,001 - \$225,000	19.35%	199,000	197,500	195,720	209,500	215,000
\$225,001 - \$300,000	19.56%	259,900	237,250	259,900	256,000	272,200
\$300,001 - \$400,000	13.61%	345,900	350,000	342,634	347,500	348,950
\$400,001 and up	10.89%	522,450	0	457,450	549,000	485,000
Median List Price		209,900	114,250	184,000	292,500	359,950
Total Closed Units	992	100%	106	538	284	64
Total Closed Volume	244,429,213		13.74M	107.90M	95.47M	27.32M

February 2021



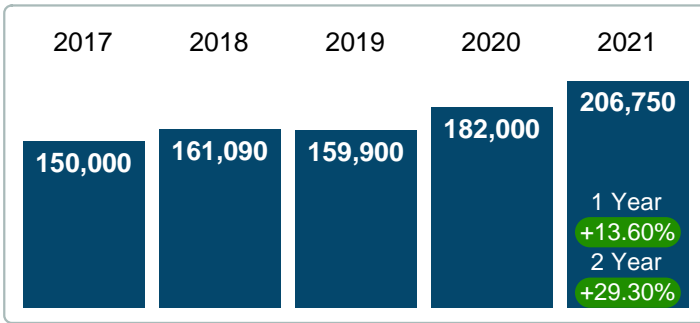
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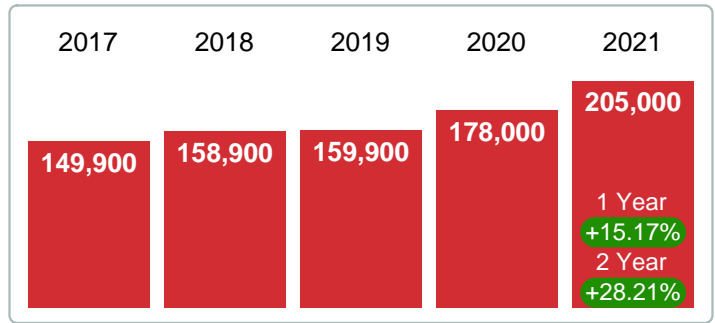
MEDIAN SOLD PRICE AT CLOSING

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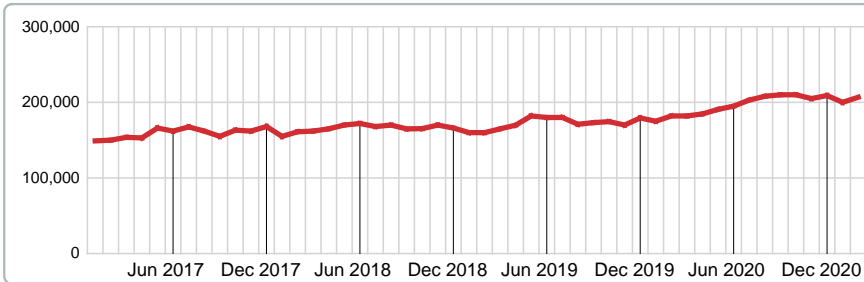
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

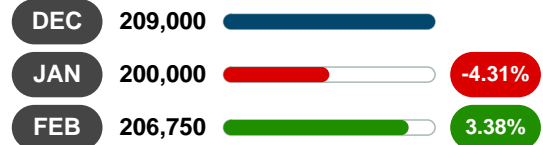


3 MONTHS

5 year FEB AVG = 171,948

High Oct 2020 210,000 Low Jan 2017 149,000

Median Sold Price at Closing this month at **206,750**
above the 5 yr FEB average of **171,948**



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	55	5.54%	55,000	52,000	55,000	72,000	0
\$75,001 - \$125,000	114	11.49%	106,000	100,000	110,000	101,500	115,500
\$125,001 - \$175,000	200	20.16%	155,000	140,000	157,000	159,950	160,000
\$175,001 - \$225,000	195	19.66%	199,900	203,250	197,158	210,000	203,700
\$225,001 - \$300,000	188	18.95%	259,900	251,000	260,000	259,450	257,500
\$300,001 - \$400,000	132	13.31%	343,500	333,750	339,416	342,500	345,000
\$400,001 and up	108	10.89%	505,000	0	445,000	528,787	485,000
Median Sold Price			206,750	113,595	182,750	286,500	352,500
Total Closed Units		100%	206,750	106	538	284	64
Total Closed Volume			240,618,396	13.23M	106.68M	94.10M	26.61M

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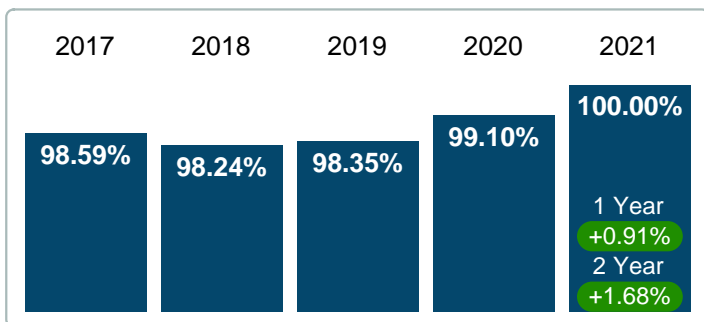
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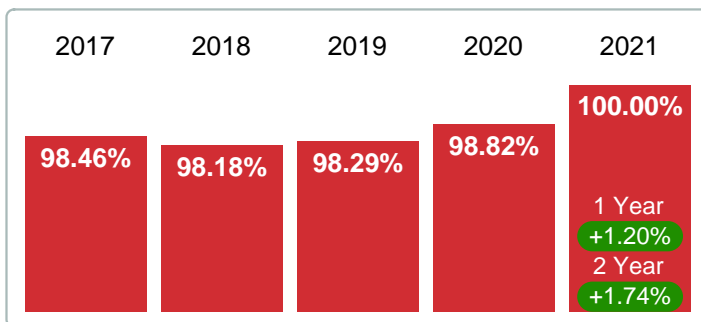
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 98.86%

High Feb 2021 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%** above the 5 yr FEB average of **98.86%**

DEC 100.00%
JAN 100.00%
FEB 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
\$75,000 and less	55	5.54%	93.33%	93.33%	93.55%	92.45%	0.00%
\$75,001 - \$125,000	114	11.49%	100.00%	100.00%	100.00%	100.00%	96.65%
\$125,001 - \$175,000	200	20.16%	100.00%	100.00%	100.00%	100.00%	102.39%
\$175,001 - \$225,000	195	19.66%	100.00%	98.92%	100.00%	100.00%	97.83%
\$225,001 - \$300,000	188	18.95%	100.00%	98.18%	100.00%	100.00%	95.63%
\$300,001 - \$400,000	132	13.31%	100.00%	98.87%	100.00%	100.00%	100.00%
\$400,001 and up	108	10.89%	98.46%	0.00%	97.24%	98.51%	98.84%
Median Sold/List Ratio		100.00%		99.23%	100.00%	100.00%	99.01%
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



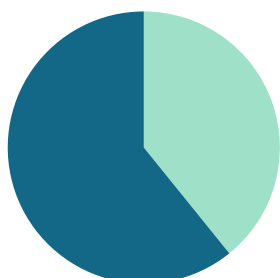
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

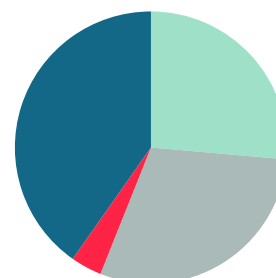


Inventory
 New Listings
1,076 = 39.18%
 Start Inventory
1,670
 Total Inventory Units
2,746
 Volume
\$926,232,082

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%
Median List Price	184,500	209,900	13.77%	179,900	207,000	15.06%
Median Sale Price	182,000	206,750	13.60%	178,000	205,000	15.17%
Median Percent of Selling Price to List Price	99.10%	100.00%	0.91%	98.82%	100.00%	1.20%
Median Days on Market to Sale	20.00	10.00	-50.00%	21.00	11.00	-47.62%
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

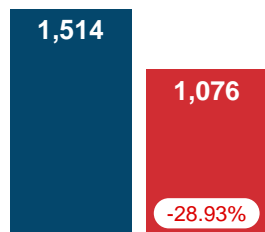
Inventory on February 28, 2021 = **1,513**

2020 **2021**

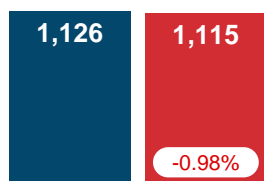
FEBRUARY MARKET

MEDIAN PRICES

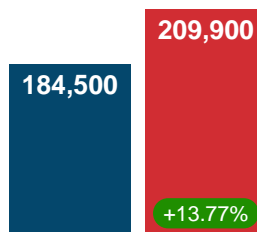
New Listings



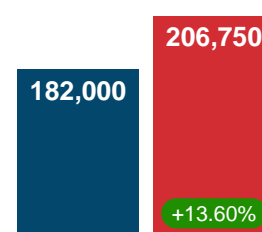
Pending Listings



List Price



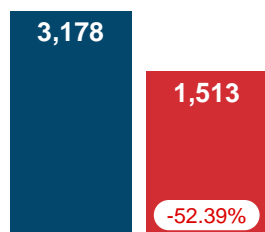
Sale Price



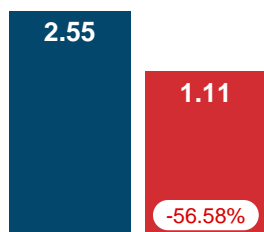
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

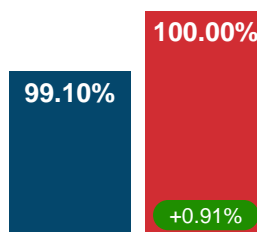
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

