

# February 2021



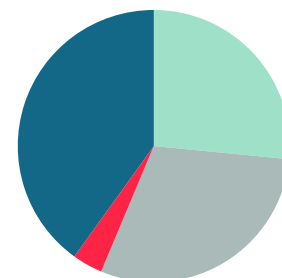
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	655	671	2.44%
Pending Listings	768	753	-1.95%
New Listings	1,007	736	-26.91%
Average List Price	234,722	256,749	9.38%
Average Sale Price	228,436	252,749	10.64%
Average Percent of Selling Price to List Price	97.77%	98.77%	1.03%
Average Days on Market to Sale	39.65	30.03	-24.27%
End of Month Inventory	2,035	1,013	-50.22%
Months Supply of Inventory	2.35	1.07	-54.23%



■ Closed (26.54%)  
■ Pending (29.79%)  
■ Other OffMarket (3.60%)  
■ Active (40.07%)

**Absorption:** Last 12 months, an Average of **944** Sales/Month  
**Active Inventory** as of February 28, 2021 = **1,013**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **50.22%** to 1,013 existing homes available for sale. Over the last 12 months this area has had an average of 944 closed sales per month. This represents an unsold inventory index of **1.07** 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 **10.64%** in February 2021 to \$252,749 versus the previous year at \$228,436.

#### Average Days on Market Shortens

The average number of **30.03** days that homes spent on the market before selling decreased by 9.62 days or **24.27%** in February 2021 compared to last year's same month at **39.65** 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 736 New Listings in February 2021, down **26.91%** from last year at 1,007. Furthermore, there were 671 Closed Listings this month versus last year at 655, a **2.44%** increase.

Closed versus Listed trends yielded a **91.2%** ratio, up from previous year's, February 2020, at **65.0%**, a **40.16%** 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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 2021



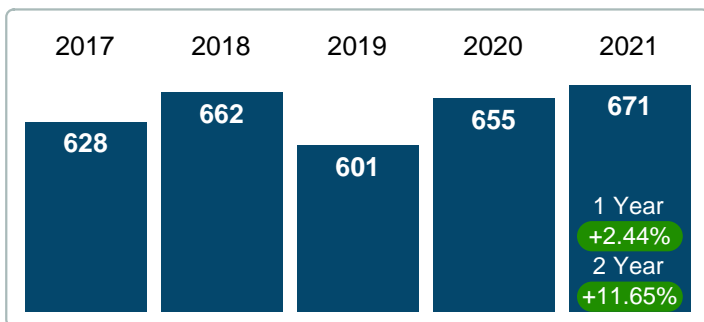
Area Delimited by County Of Tulsa - Residential Property Type



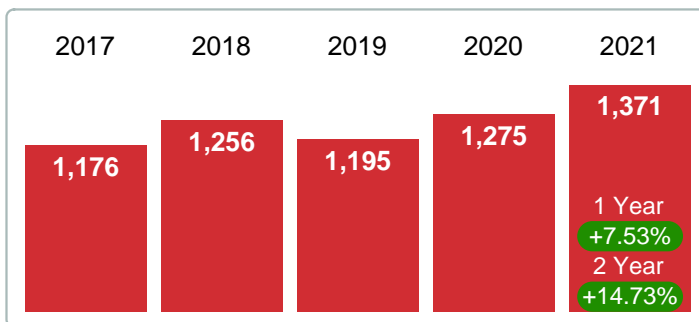
## CLOSED LISTINGS

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

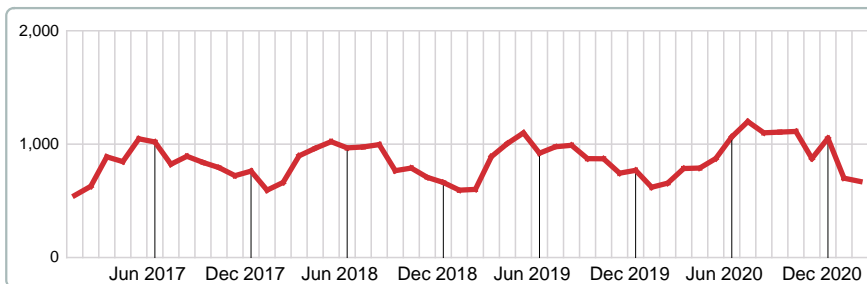
### FEBRUARY



### YEAR TO DATE (YTD)

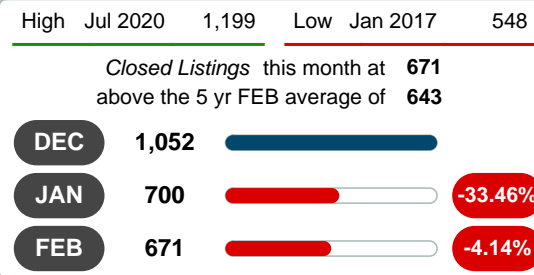


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 643



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	59	8.79%	19.1	28	26	5	0
\$100,001 - \$125,000	39	5.81%	25.5	11	25	2	1
\$125,001 - \$175,000	134	19.97%	19.3	14	99	18	3
\$175,001 - \$250,000	182	27.12%	16.4	14	113	48	7
\$250,001 - \$300,000	81	12.07%	32.3	3	42	31	5
\$300,001 - \$400,000	97	14.46%	45.2	2	28	48	19
\$400,001 and up	79	11.77%	69.1	0	13	48	18
<b>Total Closed Units</b>	<b>671</b>			<b>72</b>	<b>346</b>	<b>200</b>	<b>53</b>
<b>Total Closed Volume</b>	<b>169,594,756</b>	<b>100%</b>	<b>30.0</b>	<b>9.40M</b>	<b>70.33M</b>	<b>67.96M</b>	<b>21.91M</b>
<b>Average Closed Price</b>	<b>\$252,749</b>			<b>\$130,513</b>	<b>\$203,258</b>	<b>\$339,803</b>	<b>\$413,396</b>

# February 2021



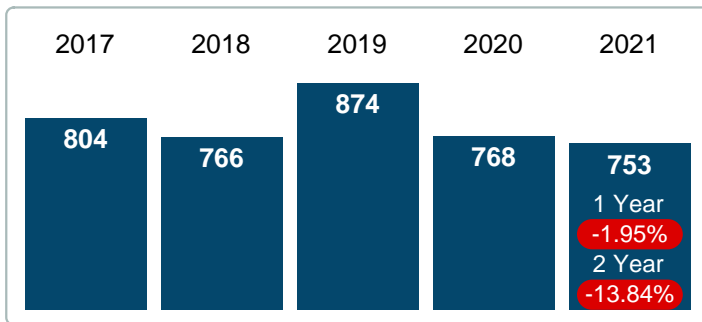
Area Delimited by County Of Tulsa - Residential Property Type



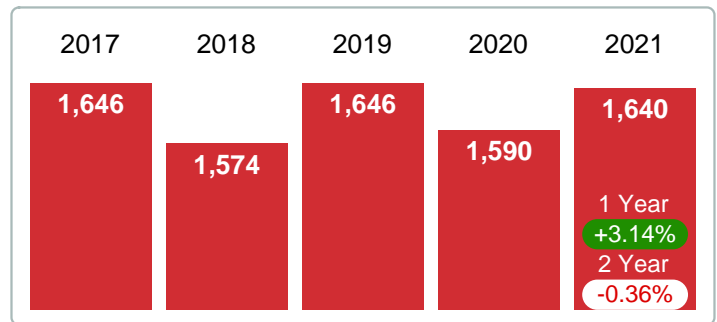
## PENDING LISTINGS

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

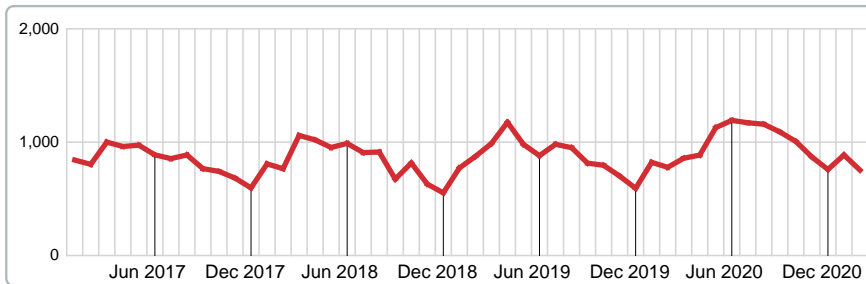
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

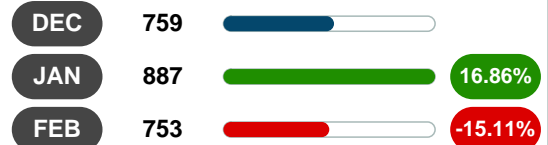


### 3 MONTHS

5 year FEB AVG = 793

High Jun 2020 1,192 Low Dec 2018 553

Pending Listings this month at **753**  
below the 5 yr FEB average of **793**



### 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	62	8.23%	48.5	31	29	1	1
\$100,001 - \$125,000	51	6.77%	17.0	15	36	0	0
\$125,001 - \$175,000	140	18.59%	16.9	13	111	16	0
\$175,001 - \$250,000	191	25.37%	16.8	10	127	51	3
\$250,001 - \$350,000	143	18.99%	29.7	2	56	75	10
\$350,001 - \$450,000	85	11.29%	54.9	0	33	43	9
\$450,001 and up	81	10.76%	58.9	0	9	46	26
<b>Total Pending Units</b>	<b>753</b>			<b>71</b>	<b>401</b>	<b>232</b>	<b>49</b>
<b>Total Pending Volume</b>	<b>210,049,271</b>	<b>100%</b>	<b>30.8</b>	<b>8.16M</b>	<b>84.77M</b>	<b>84.31M</b>	<b>32.82M</b>
<b>Average Listing Price</b>	<b>\$278,540</b>			<b>\$114,902</b>	<b>\$211,385</b>	<b>\$363,389</b>	<b>\$669,783</b>

# February 2021



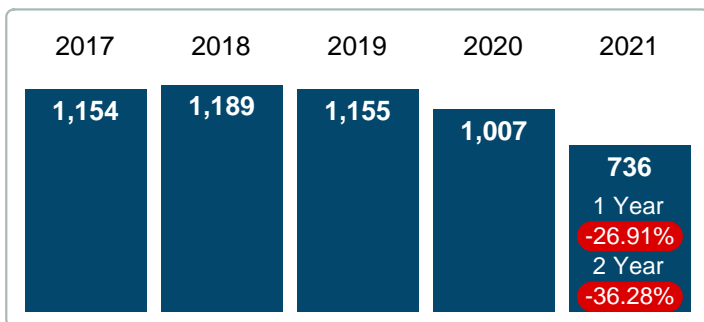
Area Delimited by County Of Tulsa - Residential Property Type



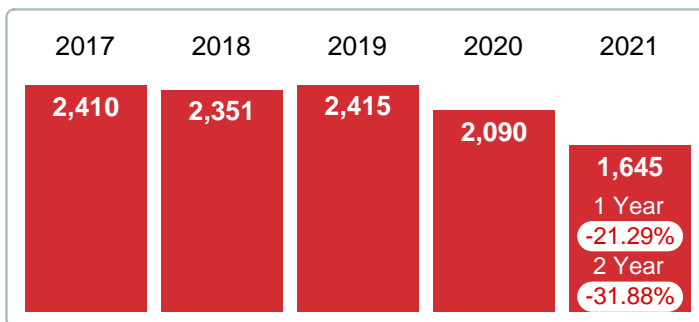
## NEW LISTINGS

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

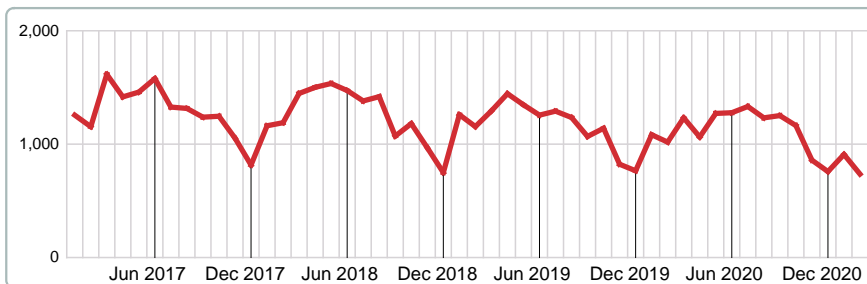
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1,048

High Mar 2017 1,616 Low Feb 2021 736

New Listings this month at **736**  
below the 5 yr FEB average of **1,048**



### 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	67	9.10%	38	27	1	1
\$100,001 - \$125,000	60	8.15%	15	42	3	0
\$125,001 - \$175,000	136	18.48%	14	104	16	2
\$175,001 - \$250,000	191	25.95%	8	129	50	4
\$250,001 - \$325,000	94	12.77%	1	43	44	6
\$325,001 - \$475,000	112	15.22%	3	35	55	19
\$475,001 and up	76	10.33%	0	9	35	32
<b>Total New Listed Units</b>	<b>736</b>		<b>79</b>	<b>389</b>	<b>204</b>	<b>64</b>
<b>Total New Listed Volume</b>	<b>205,755,929</b>	<b>100%</b>	<b>9.42M</b>	<b>81.89M</b>	<b>73.66M</b>	<b>40.78M</b>
<b>Average New Listed Listing Price</b>	<b>\$260,370</b>		<b>\$119,260</b>	<b>\$210,516</b>	<b>\$361,084</b>	<b>\$637,225</b>

# February 2021



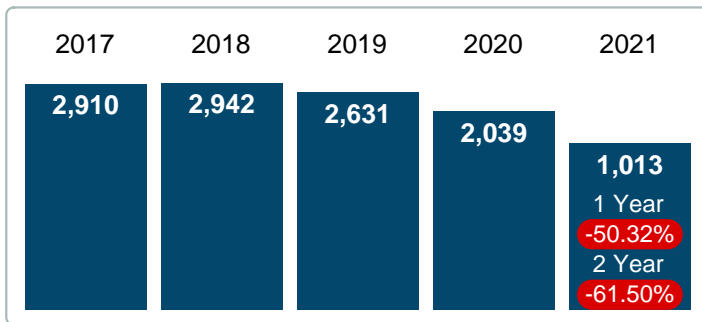
Area Delimited by County Of Tulsa - Residential Property Type



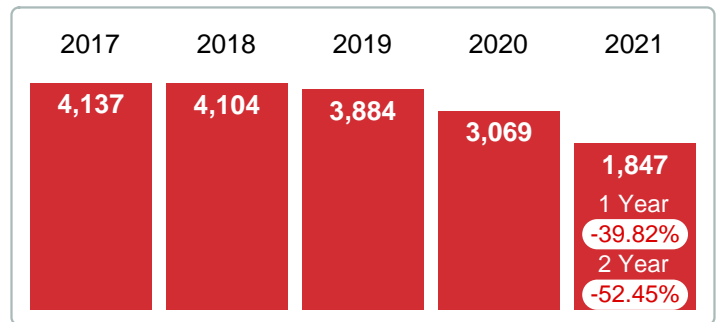
## ACTIVE INVENTORY

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

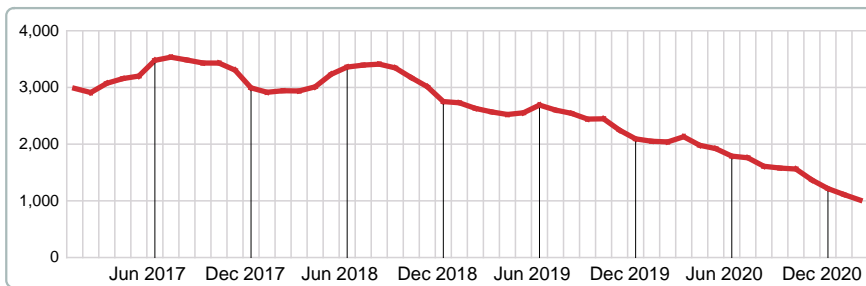
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

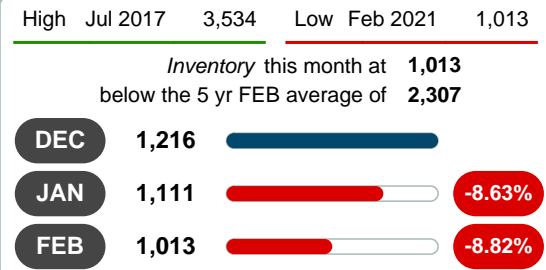


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 2,307



### 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	46	4.54%	138.7	31	13	2	0
\$50,001 - \$100,000	158	15.60%	107.2	74	70	13	1
\$100,001 - \$175,000	126	12.44%	51.7	30	84	9	3
\$175,001 - \$350,000	286	28.23%	57.3	34	140	94	18
\$350,001 - \$475,000	161	15.89%	99.0	11	42	85	23
\$475,001 - \$825,000	134	13.23%	89.5	1	22	61	50
\$825,001 and up	102	10.07%	103.7	1	9	35	57
<b>Total Active Inventory by Units</b>	<b>1,013</b>			<b>182</b>	<b>380</b>	<b>299</b>	<b>152</b>
<b>Total Active Inventory by Volume</b>	<b>415,109,403</b>	<b>100%</b>	<b>83.6</b>	<b>24.18M</b>	<b>90.85M</b>	<b>152.23M</b>	<b>147.85M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$409,782</b>			<b>\$132,832</b>	<b>\$239,084</b>	<b>\$509,146</b>	<b>\$972,681</b>

# February 2021



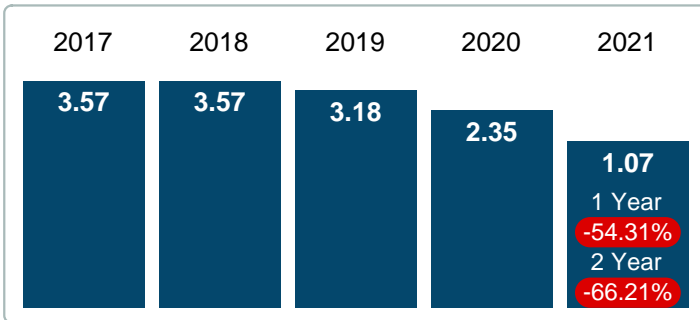
Area Delimited by County Of Tulsa - Residential Property Type



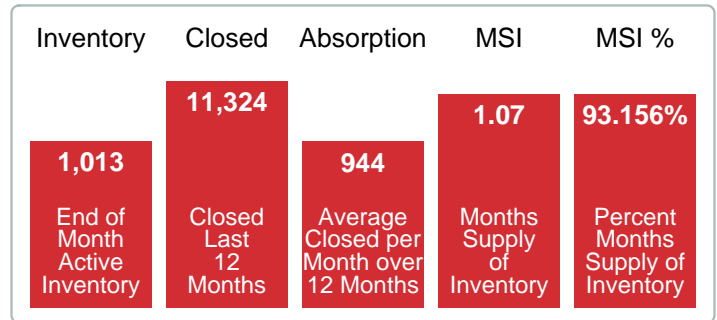
## MONTHS SUPPLY of INVENTORY (MSI)

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

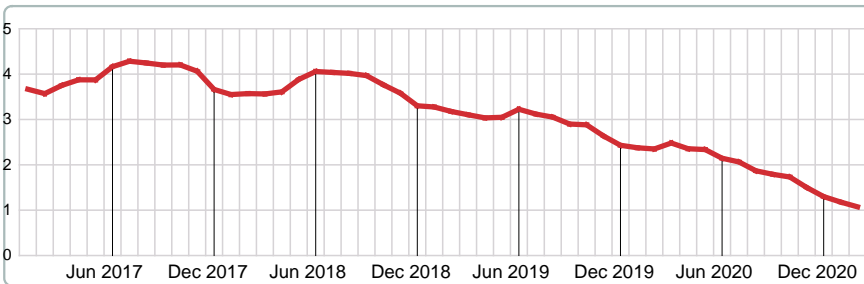
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2021

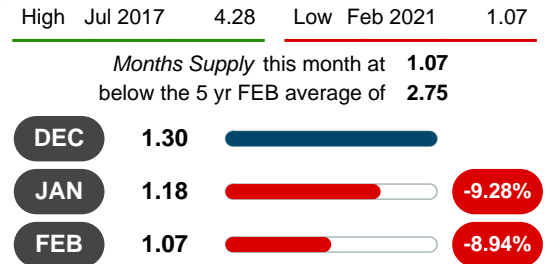


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 2.75



### 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	46	4.54%	1.69	1.81	1.49	1.50	0.00
\$50,001 - \$100,000	158	15.60%	2.11	2.52	1.71	3.06	4.00
\$100,001 - \$175,000	126	12.44%	0.51	1.02	0.44	0.35	1.64
\$175,001 - \$350,000	286	28.23%	0.65	1.76	0.68	0.49	0.78
\$350,001 - \$475,000	161	15.89%	1.77	7.33	2.10	1.55	1.58
\$475,001 - \$825,000	134	13.23%	2.66	3.00	2.69	2.06	4.08
\$825,001 and up	102	10.07%	8.93	6.00	7.71	6.77	11.59
Market Supply of Inventory (MSI)			1.07	1.87	0.79	0.96	2.67
Total Active Inventory by Units		100%	1,013	182	380	299	152

# February 2021



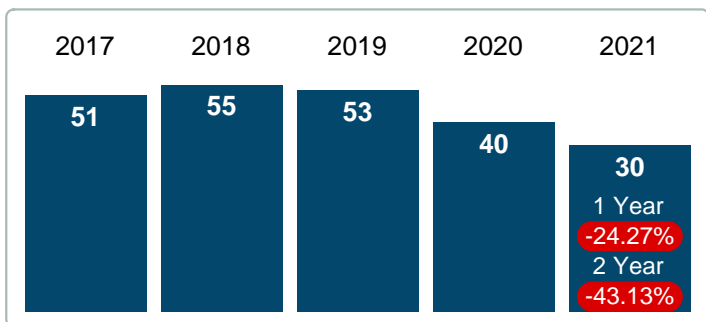
Area Delimited by County Of Tulsa - Residential Property Type



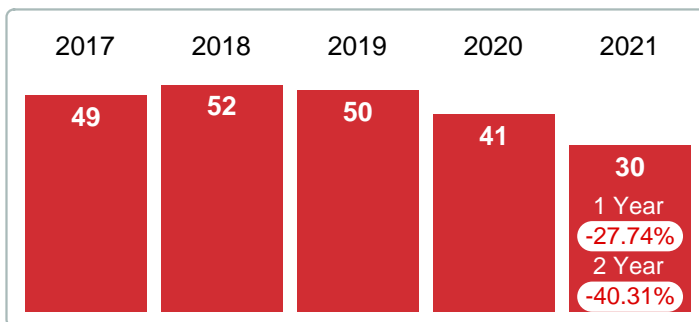
## AVERAGE DAYS ON MARKET TO SALE

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

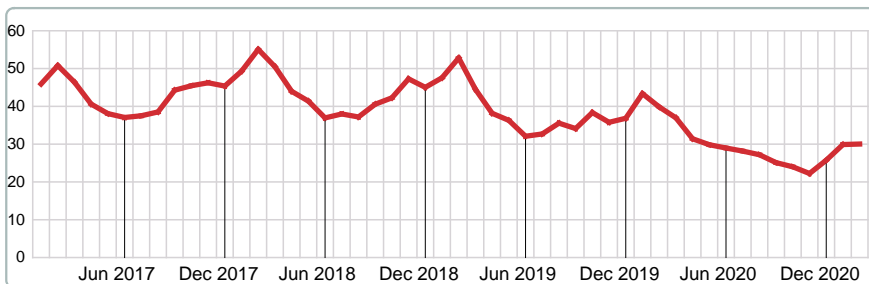
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

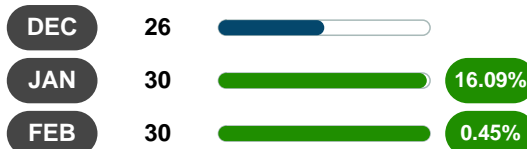


### 3 MONTHS

5 year FEB AVG = 46

High Feb 2018: 55 | Low Nov 2020: 22

Average Days on Market to Sale this month at 30 below the 5 yr FEB average of 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
\$100,000 and less	8.79%	19	24	13	22	0
\$100,001 - \$125,000	5.81%	26	37	19	20	77
\$125,001 - \$175,000	19.97%	19	23	16	33	25
\$175,001 - \$250,000	27.12%	16	34	14	15	34
\$250,001 - \$300,000	12.07%	32	46	30	30	52
\$300,001 - \$400,000	14.46%	45	71	40	53	31
\$400,001 and up	11.77%	69	0	63	79	48
<b>Average Closed DOM</b>		<b>30</b>	<b>30</b>	<b>21</b>	<b>44</b>	<b>40</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>671</b>	<b>72</b>	<b>346</b>	<b>200</b>	<b>53</b>
<b>Total Closed Volume</b>		<b>169,594,756</b>	<b>9.40M</b>	<b>70.33M</b>	<b>67.96M</b>	<b>21.91M</b>

# February 2021



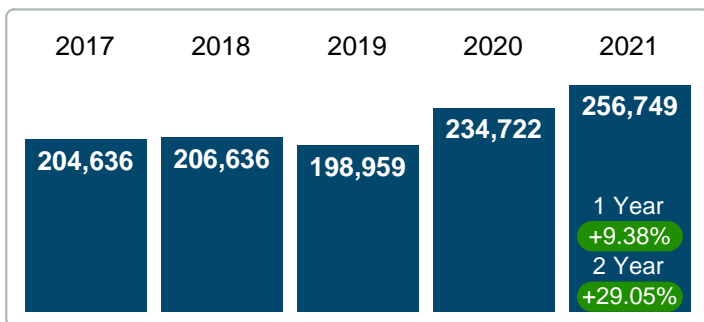
Area Delimited by County Of Tulsa - Residential Property Type



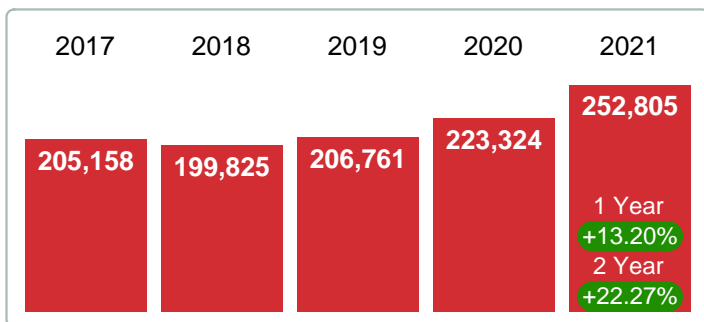
## AVERAGE LIST PRICE AT CLOSING

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

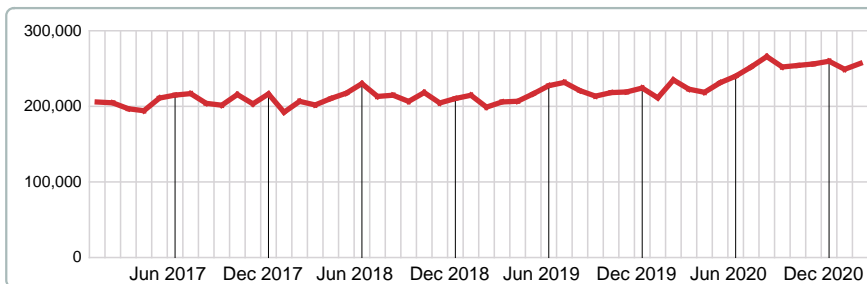
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

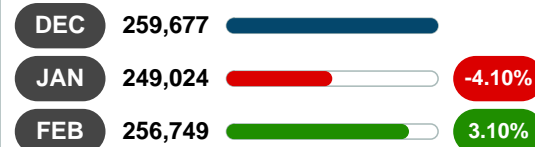


### 3 MONTHS

5 year FEB AVG = 220,340

High Aug 2020 265,839 Low Jan 2018 192,234

Average List Price at Closing this month at **256,749**  
above the 5 yr FEB average of **220,340**



### 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
\$100,000 and less	8.64%	72,398	70,044	74,579	83,180	0
\$100,001 - \$125,000	5.51%	114,695	113,027	117,708	122,450	119,500
\$125,001 - \$175,000	19.97%	151,857	144,100	154,516	159,628	156,233
\$175,001 - \$250,000	27.27%	209,982	209,564	202,827	224,570	232,557
\$250,001 - \$300,000	12.37%	275,550	308,267	271,917	277,906	295,980
\$300,001 - \$400,000	14.90%	349,440	337,500	344,382	350,353	343,232
\$400,001 and up	11.33%	621,650	0	519,591	610,567	685,356
<b>Average List Price</b>		<b>256,749</b>	<b>135,495</b>	<b>204,960</b>	<b>345,263</b>	<b>425,544</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>256,749</b>	<b>72</b>	<b>346</b>	<b>200</b>	<b>53</b>
<b>Total Closed Volume</b>		<b>172,278,391</b>	<b>9.76M</b>	<b>70.92M</b>	<b>69.05M</b>	<b>22.55M</b>



# February 2021



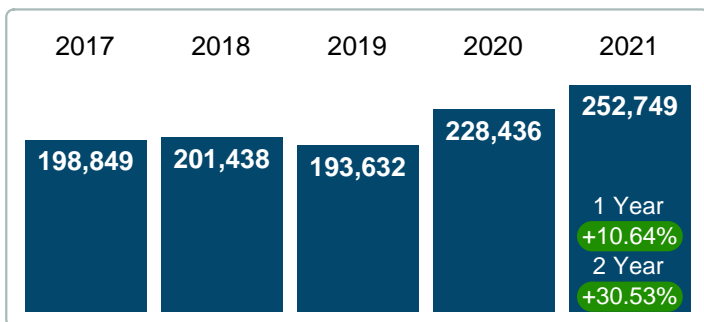
Area Delimited by County Of Tulsa - Residential Property Type



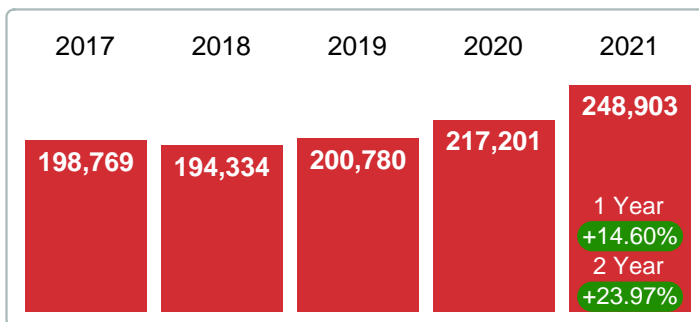
## AVERAGE SOLD PRICE AT CLOSING

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

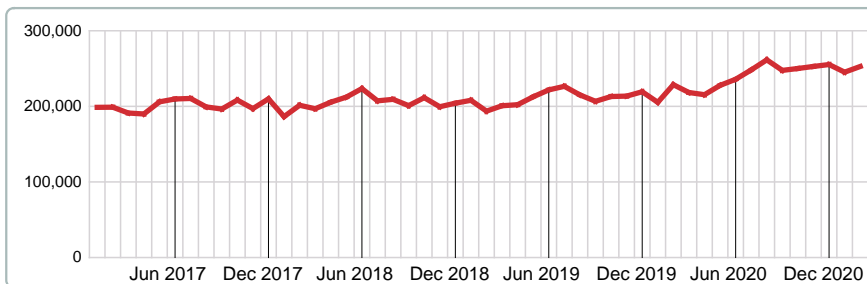
### FEBRUARY



### YEAR TO DATE (YTD)

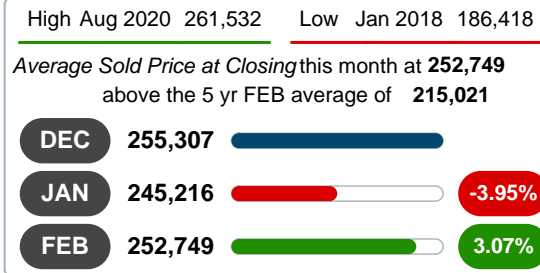


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 215,021



### 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
\$100,000 and less	8.79%	70,434	64,887	73,532	85,380	0
\$100,001 - \$125,000	5.81%	114,371	112,063	115,495	112,450	115,500
\$125,001 - \$175,000	19.97%	152,919	143,164	153,659	156,256	154,000
\$175,001 - \$250,000	27.12%	209,149	206,900	202,727	221,887	229,967
\$250,001 - \$300,000	12.07%	272,351	259,667	269,876	276,668	273,980
\$300,001 - \$400,000	14.46%	343,026	333,750	338,718	346,434	341,742
\$400,001 and up	11.77%	596,056	0	506,817	596,669	658,873
<b>Average Sold Price</b>		<b>252,749</b>	<b>130,513</b>	<b>203,258</b>	<b>339,803</b>	<b>413,396</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>252,749</b>	<b>72</b>	<b>346</b>	<b>200</b>	<b>53</b>
<b>Total Closed Volume</b>		<b>169,594,756</b>	<b>9.40M</b>	<b>70.33M</b>	<b>67.96M</b>	<b>21.91M</b>

# February 2021



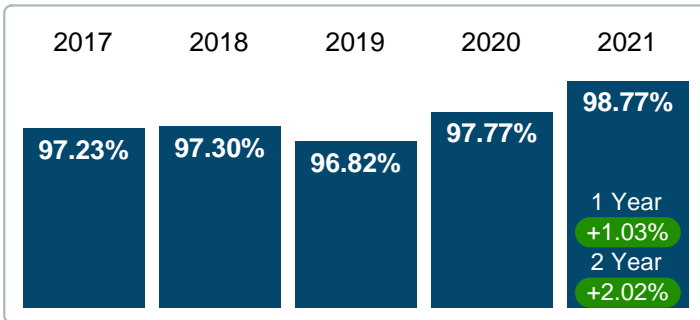
Area Delimited by County Of Tulsa - Residential Property Type



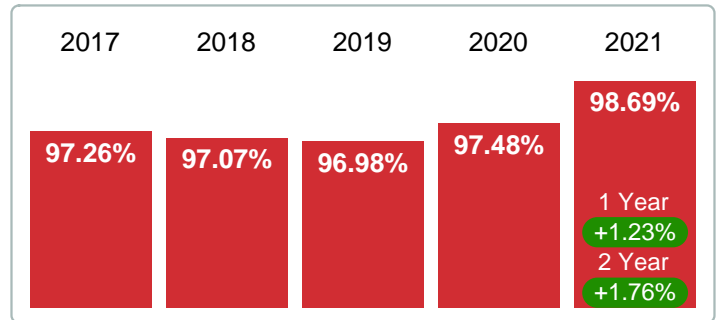
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

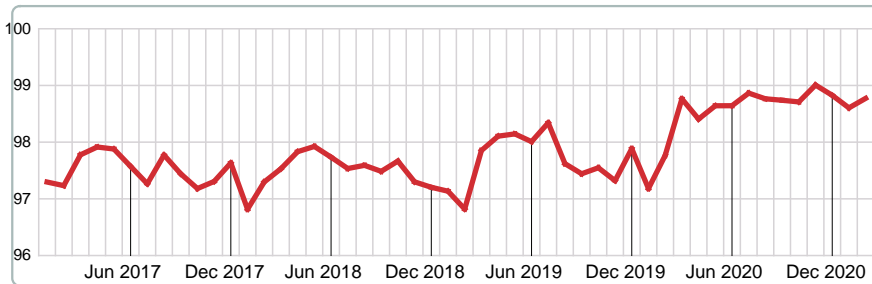
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

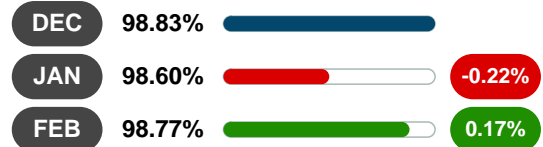


### 3 MONTHS

5 year FEB AVG = 97.58%

High Nov 2020 99.01% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.77%**  
above the 5 yr FEB average of **97.58%**



### 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
\$100,000 and less	59	8.79%	95.57%	92.12%	97.90%	102.68%	0.00%
\$100,001 - \$125,000	39	5.81%	98.28%	99.26%	98.43%	91.83%	96.65%
\$125,001 - \$175,000	134	19.97%	99.64%	99.42%	99.77%	99.23%	98.99%
\$175,001 - \$250,000	182	27.12%	99.65%	98.74%	100.12%	98.86%	99.31%
\$250,001 - \$300,000	81	12.07%	98.55%	86.61%	99.31%	99.59%	92.86%
\$300,001 - \$400,000	97	14.46%	98.90%	98.87%	98.41%	98.86%	99.74%
\$400,001 and up	79	11.77%	97.98%	0.00%	98.01%	98.05%	97.78%
Average Sold/List Ratio		98.80%		95.88%	99.41%	98.84%	98.27%
Total Closed Units		671	100%	72	346	200	53
Total Closed Volume		169,594,756		9.40M	70.33M	67.96M	21.91M

# February 2021



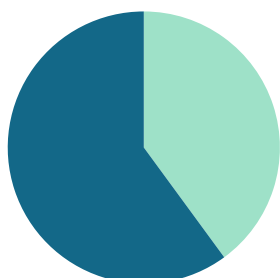
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

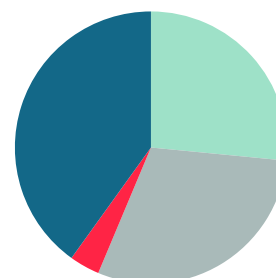


**Inventory**  
 New Listings  
**736 = 39.93%**  
 Start Inventory  
**1,107**  
 Total Inventory Units  
**1,843**  
 Volume  
**\$662,304,821**

### Market Activity

Closed Sales  
**671 = 26.54%**  
 Pending Sales  
**753 = 29.79%**  
 Other Off Market  
**91 = 3.60%**  
 Active Inventory  
**1,013 = 40.07%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	655	671	2.44%	1,275	1,371	7.53%
Pending Sales	768	753	-1.95%	1,590	1,640	3.14%
New Listings	1,007	736	-26.91%	2,090	1,645	-21.29%
Average List Price	234,722	256,749	9.38%	223,324	252,805	13.20%
Average Sale Price	228,436	252,749	10.64%	217,201	248,903	14.60%
Average Percent of Selling Price to List Price	97.77%	98.77%	1.03%	97.48%	98.69%	1.23%
Average Days on Market to Sale	39.65	30.03	-24.27%	41.46	29.96	-27.74%
Monthly Inventory	2,035	1,013	-50.22%	2,035	1,013	-50.22%
Months Supply of Inventory	2.35	1.07	-54.23%	2.35	1.07	-54.23%

**Absorption:** Last 12 months, an Average of **944** Sales/Month

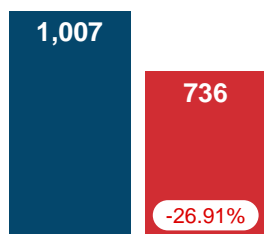
**Inventory** on February 28, 2021 = **1,013**

**2020** **2021**

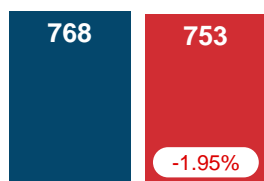
### FEBRUARY MARKET

### AVERAGE PRICES

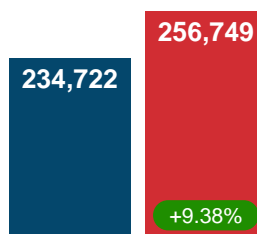
#### New Listings



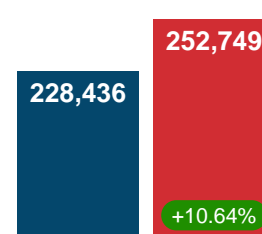
#### Pending Listings



#### List Price



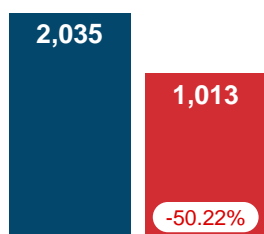
#### Sale Price



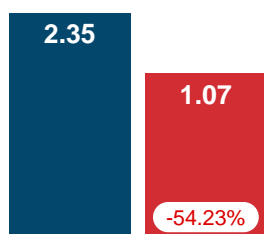
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

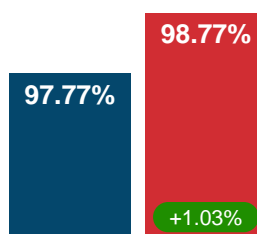
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

