

# February 2021



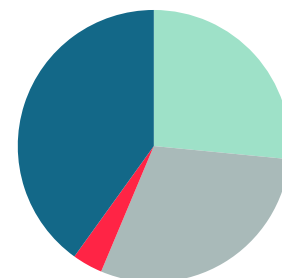
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	189,800	215,000	13.28%
Median Sale Price	188,500	213,000	13.00%
Median Percent of Selling Price to List Price	99.10%	100.00%	0.91%
Median Days on Market to Sale	18.00	10.00	-44.44%
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.

#### 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 **13.00%** in February 2021 to \$213,000 versus the previous year at \$188,500.

#### Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 8.00 days or **44.44%** in February 2021 compared to last year's same month at **18.00** 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 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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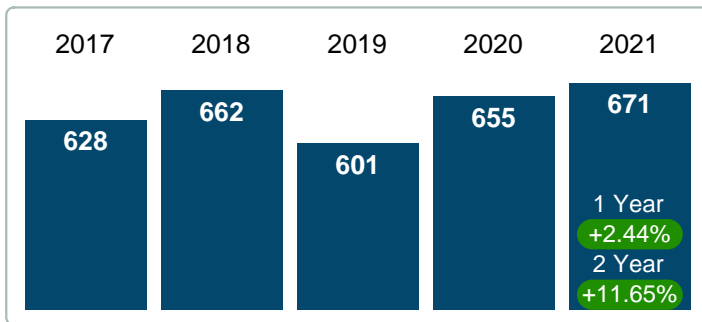
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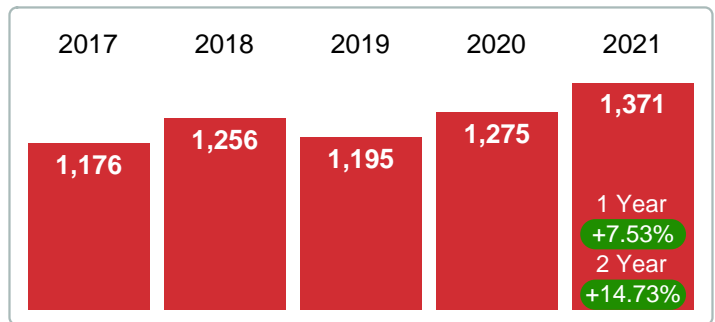
## CLOSED LISTINGS

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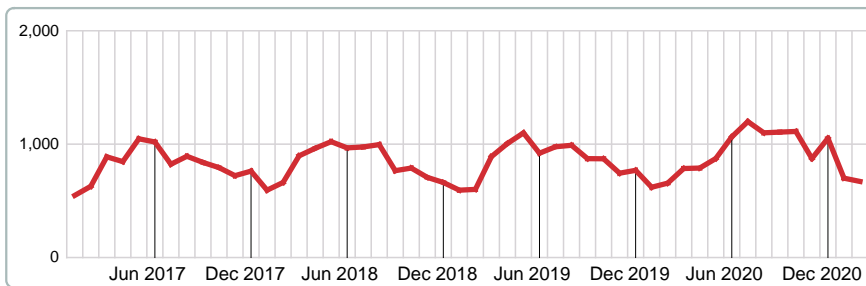
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

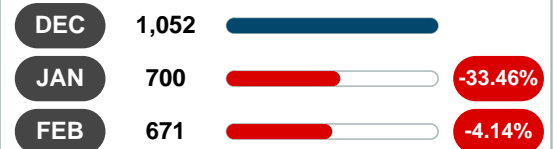


### 3 MONTHS

5 year FEB AVG = 643

High Jul 2020 1,199 Low Jan 2017 548

Closed Listings this month at **671**  
above the 5 yr FEB average of **643**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	59	8.79%	7.0	28	26	5	0
\$100,001 - \$125,000	39	5.81%	11.0	11	25	2	1
\$125,001 - \$175,000	134	19.97%	5.0	14	99	18	3
\$175,001 - \$250,000	182	27.12%	4.5	14	113	48	7
\$250,001 - \$300,000	81	12.07%	12.0	3	42	31	5
\$300,001 - \$400,000	97	14.46%	23.0	2	28	48	19
\$400,001 and up	79	11.77%	58.0	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>10.0</b>	<b>9.40M</b>	<b>70.33M</b>	<b>67.96M</b>	<b>21.91M</b>
<b>Median Closed Price</b>	<b>\$213,000</b>			<b>\$114,750</b>	<b>\$185,750</b>	<b>\$288,500</b>	<b>\$349,900</b>

# February 2021



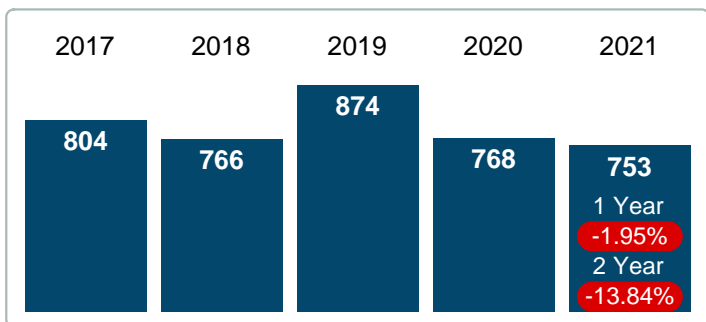
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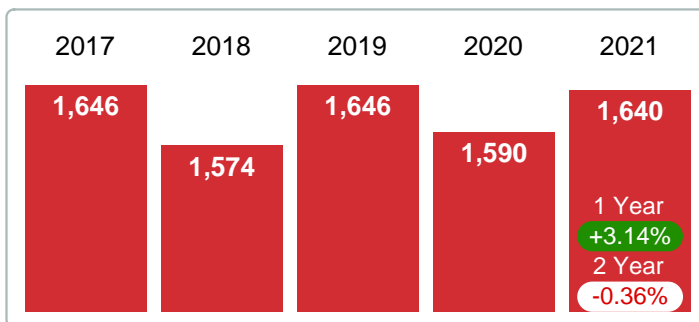
## PENDING LISTINGS

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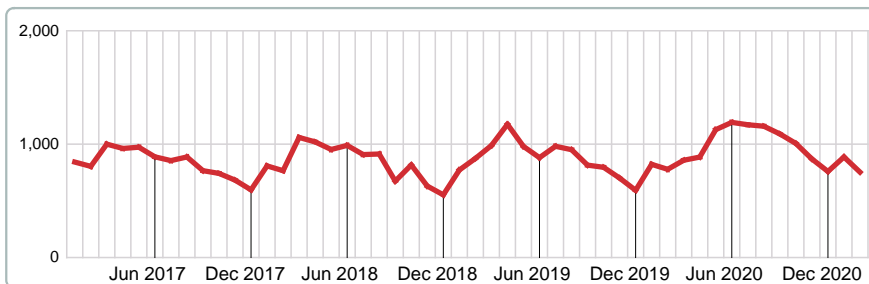
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	62	8.23%	14.5	31	29	1	1
\$100,001 - \$125,000	51	6.77%	4.0	15	36	0	0
\$125,001 - \$175,000	140	18.59%	4.0	13	111	16	0
\$175,001 - \$250,000	191	25.37%	4.0	10	127	51	3
\$250,001 - \$350,000	143	18.99%	8.0	2	56	75	10
\$350,001 - \$450,000	85	11.29%	17.0	0	33	43	9
\$450,001 and up	81	10.76%	28.0	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>6.0</b>	<b>8.16M</b>	<b>84.77M</b>	<b>84.31M</b>	<b>32.82M</b>
<b>Median Listing Price</b>	<b>\$219,900</b>			<b>\$115,900</b>	<b>\$185,000</b>	<b>\$313,450</b>	<b>\$469,960</b>

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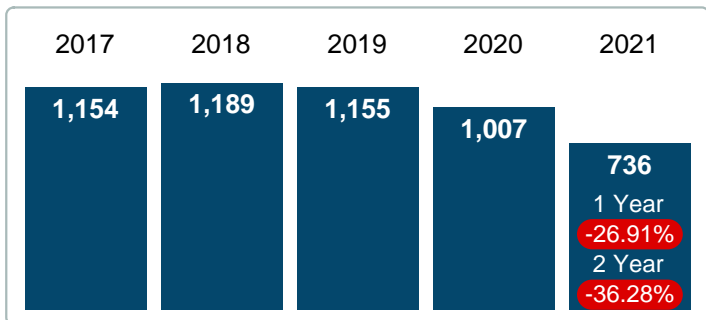
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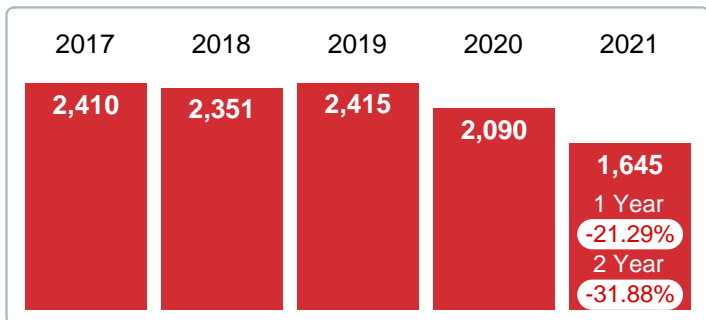
## NEW LISTINGS

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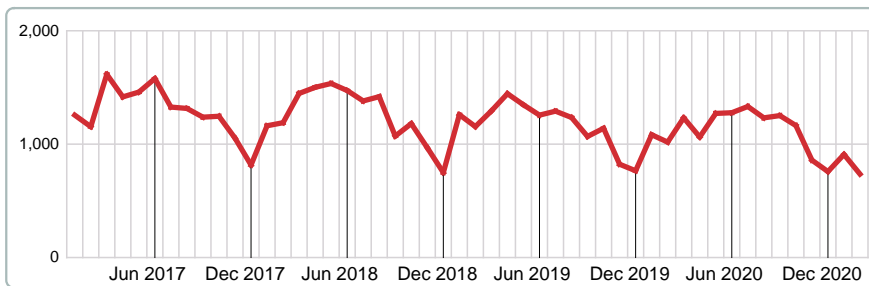
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1,048

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>Median New Listed Listing Price</b>	<b>\$214,750</b>		<b>\$105,000</b>	<b>\$187,000</b>	<b>\$300,450</b>	<b>\$493,148</b>

# February 2021



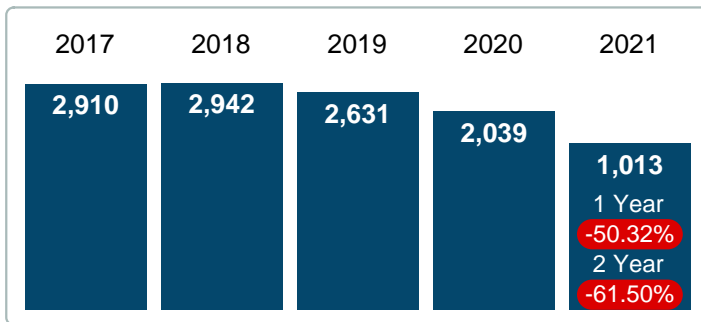
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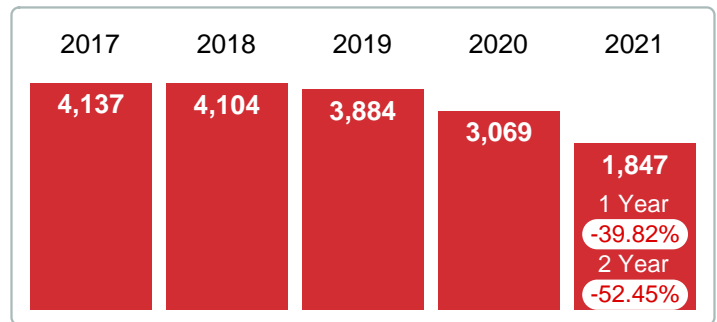
## ACTIVE INVENTORY

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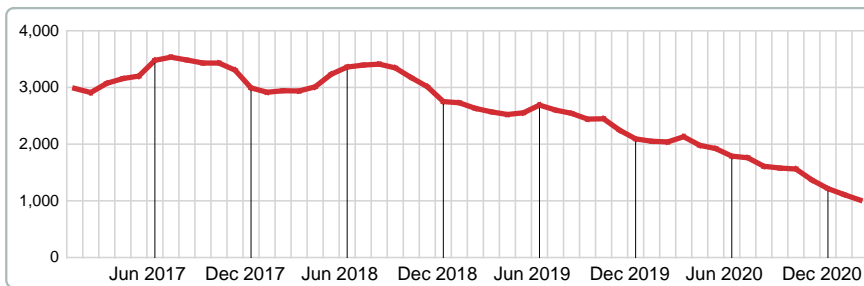
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

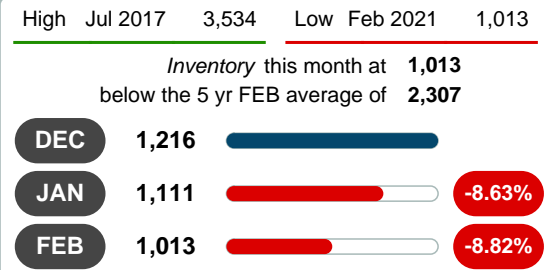


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 2,307



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	46	4.54%	89.0	31	13	2	0
\$50,001 - \$100,000	158	15.60%	135.5	74	70	13	1
\$100,001 - \$175,000	126	12.44%	25.0	30	84	9	3
\$175,001 - \$350,000	286	28.23%	38.5	34	140	94	18
\$350,001 - \$475,000	161	15.89%	81.0	11	42	85	23
\$475,001 - \$825,000	134	13.23%	73.5	1	22	61	50
\$825,001 and up	102	10.07%	87.0	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>53.0</b>	<b>24.18M</b>	<b>90.85M</b>	<b>152.23M</b>	<b>147.85M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$272,454</b>			<b>\$79,450</b>	<b>\$189,950</b>	<b>\$404,900</b>	<b>\$713,750</b>

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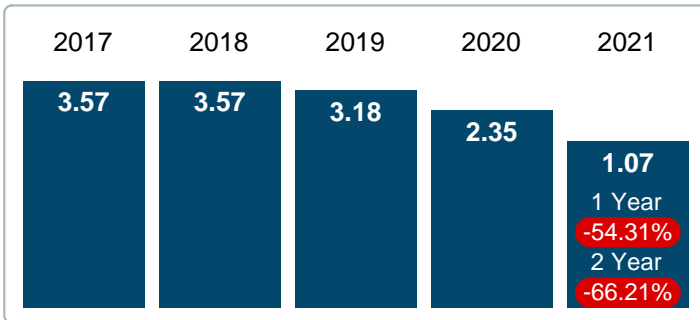
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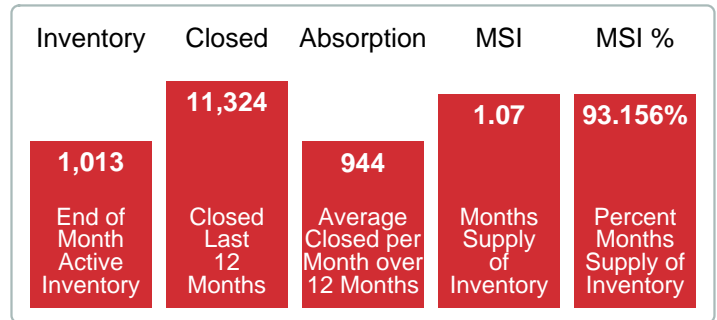
## MONTHS SUPPLY of INVENTORY (MSI)

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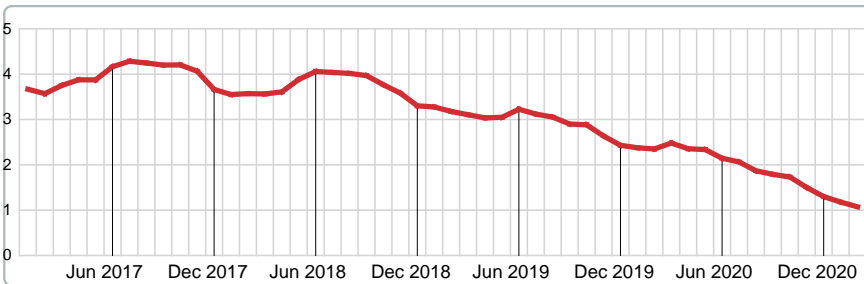
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2021

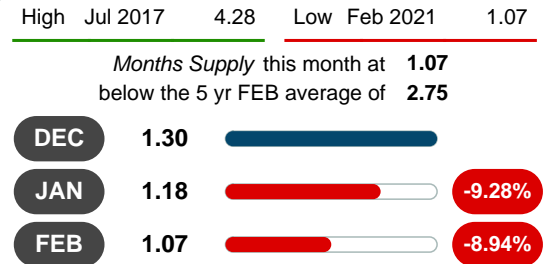


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 2.75



### 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



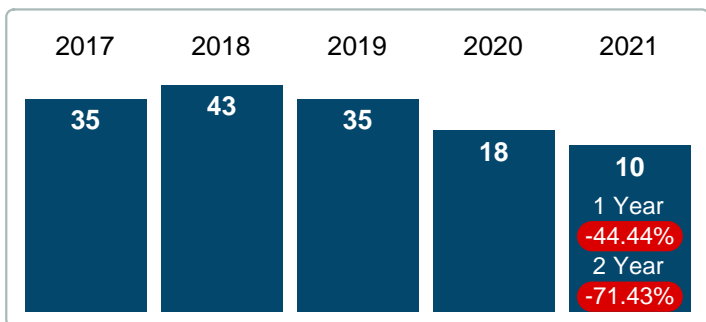
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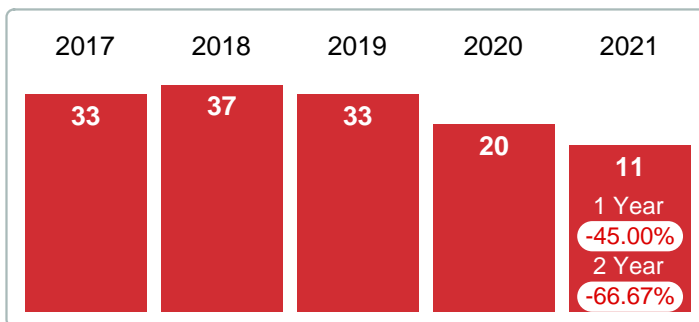
## MEDIAN DAYS ON MARKET TO SALE

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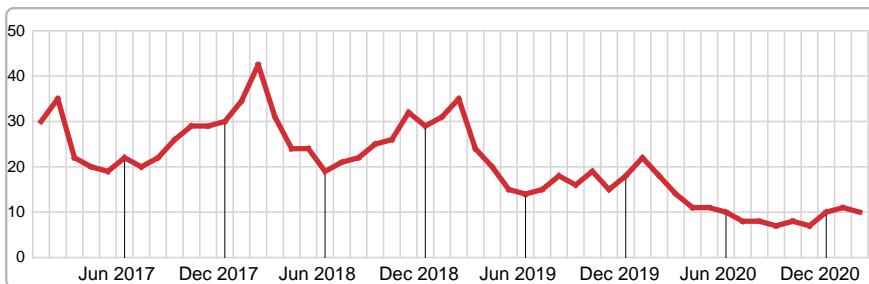
### FEBRUARY



### YEAR TO DATE (YTD)

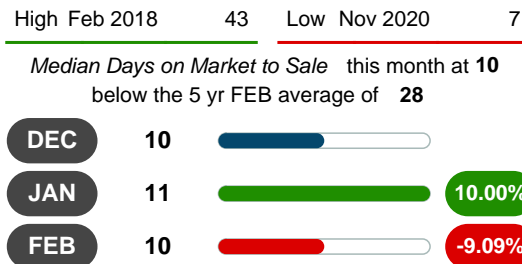


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$100,000 and less	8.79%	7	10	4	20	0
\$100,001 - \$125,000	5.81%	11	15	11	20	77
\$125,001 - \$175,000	19.97%	5	7	4	18	26
\$175,001 - \$250,000	27.12%	5	10	4	6	14
\$250,001 - \$300,000	12.07%	12	12	7	14	48
\$300,001 - \$400,000	14.46%	23	71	30	23	20
\$400,001 and up	11.77%	58	0	62	78	19
Median Closed DOM		10	10	5	20	25
Total Closed Units	100%	671	72	346	200	53
Total Closed Volume		169,594,756	9.40M	70.33M	67.96M	21.91M



# February 2021



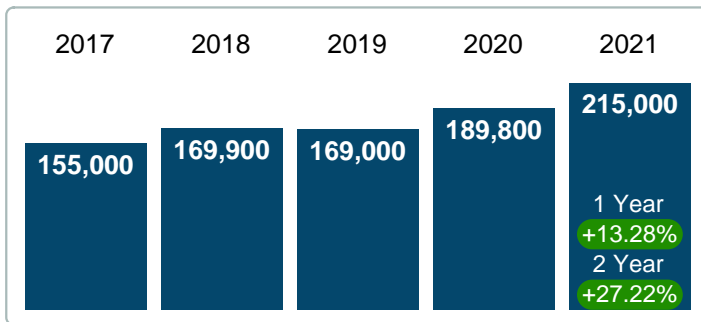
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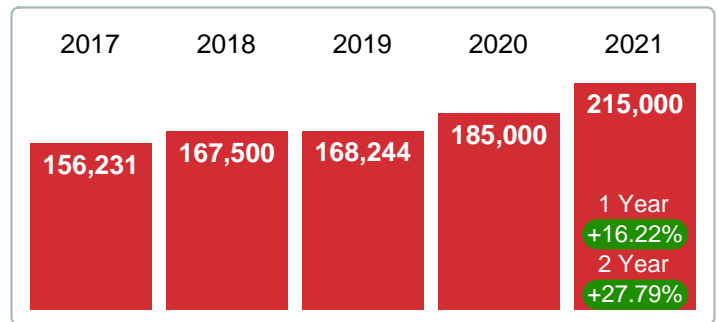
## MEDIAN LIST PRICE AT CLOSING

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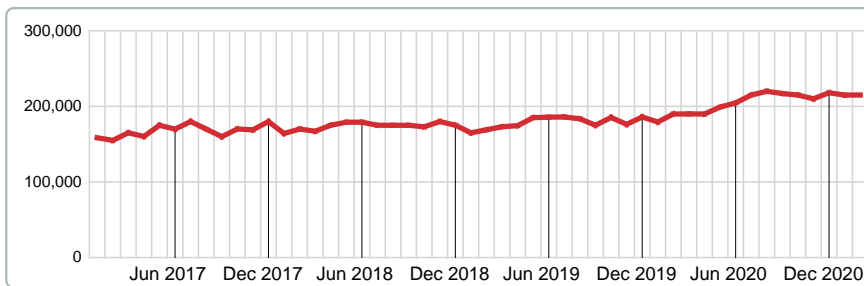
### FEBRUARY



### YEAR TO DATE (YTD)

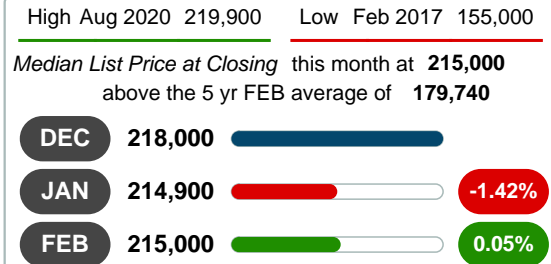


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 179,740



### 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
\$100,000 and less	8.64%	74,950	68,000	77,500	82,900	0
\$100,001 - \$125,000	5.51%	115,000	110,000	115,000	122,450	119,500
\$125,001 - \$175,000	19.97%	151,750	149,500	153,000	155,000	163,900
\$175,001 - \$250,000	27.27%	209,500	215,000	199,000	225,000	219,900
\$250,001 - \$300,000	12.37%	274,900	272,450	269,900	279,450	282,400
\$300,001 - \$400,000	14.90%	348,000	350,000	344,195	347,750	349,900
\$400,001 and up	11.33%	550,000	0	457,450	589,900	539,000
Median List Price		215,000	119,000	185,000	295,000	349,900
Total Closed Units	100%	215,000	72	346	200	53
Total Closed Volume		172,278,391	9.76M	70.92M	69.05M	22.55M



# February 2021



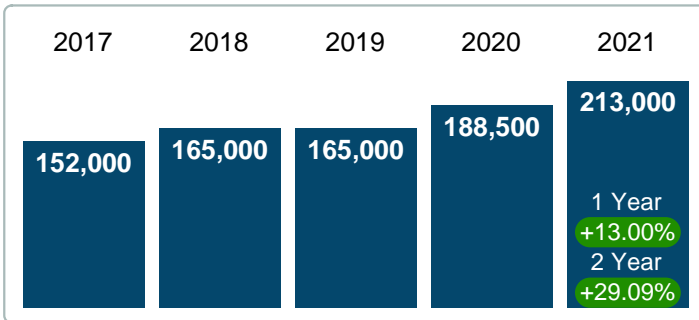
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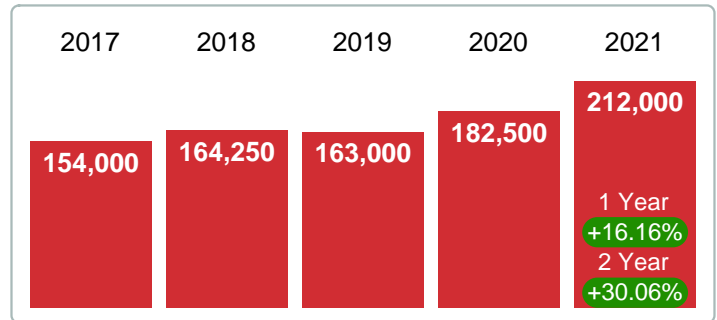
## MEDIAN SOLD PRICE AT CLOSING

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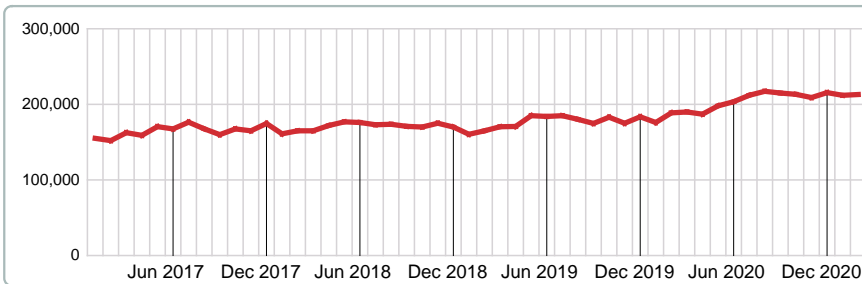
### FEBRUARY



### YEAR TO DATE (YTD)

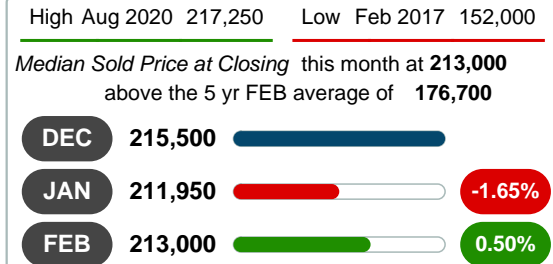


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 176,700



### 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
\$100,000 and less	8.79%	75,000	62,750	81,700	89,000	0
\$100,001 - \$125,000	5.81%	114,500	113,000	116,000	112,450	115,500
\$125,001 - \$175,000	19.97%	155,000	140,000	155,000	159,200	160,000
\$175,001 - \$250,000	27.12%	205,950	205,000	199,900	225,000	232,350
\$250,001 - \$300,000	12.07%	270,500	258,000	268,273	280,000	270,000
\$300,001 - \$400,000	14.46%	342,000	333,750	333,200	342,500	345,000
\$400,001 and up	11.77%	525,000	0	441,628	567,500	487,500
Median Sold Price		213,000	114,750	185,750	288,500	349,900
Total Closed Units	100%	213,000	72	346	200	53
Total Closed Volume		169,594,756	9.40M	70.33M	67.96M	21.91M

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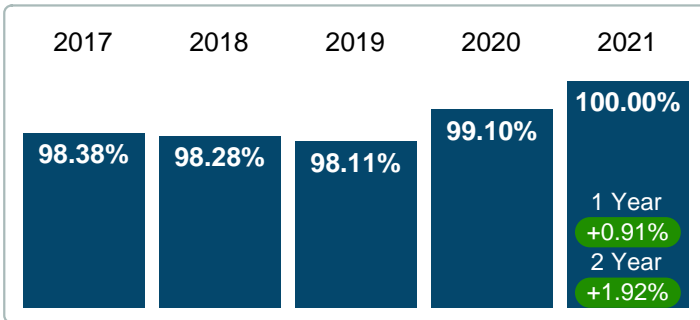
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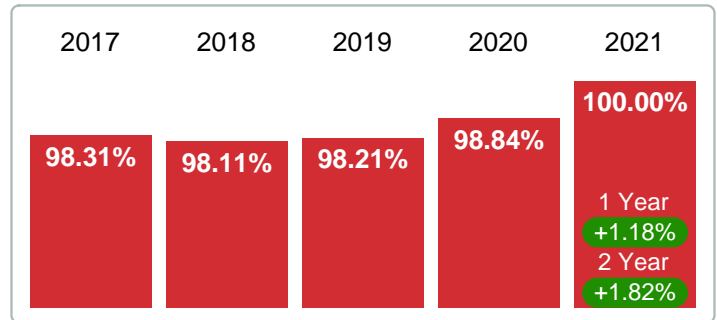
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

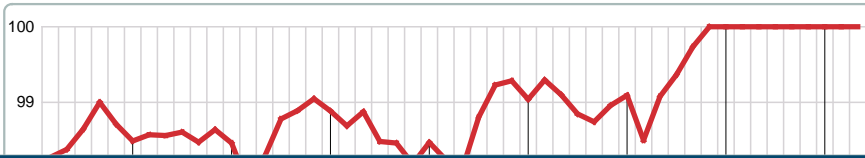
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 98.77%

High Feb 2021 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr FEB average of **98.77%**

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
\$100,000 and less	59	8.79%	96.30%	94.13%	97.34%	100.00%	0.00%
\$100,001 - \$125,000	39	5.81%	99.17%	100.00%	97.72%	91.83%	96.65%
\$125,001 - \$175,000	134	19.97%	100.00%	100.00%	100.06%	100.00%	102.39%
\$175,001 - \$250,000	182	27.12%	100.00%	100.00%	100.00%	100.00%	100.05%
\$250,001 - \$300,000	81	12.07%	100.00%	95.59%	100.00%	100.00%	91.22%
\$300,001 - \$400,000	97	14.46%	99.88%	98.87%	98.75%	99.65%	100.00%
\$400,001 and up	79	11.77%	97.74%	0.00%	97.24%	98.01%	97.81%
Median Sold/List Ratio		100.00%		98.81%	100.00%	100.00%	99.09%
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



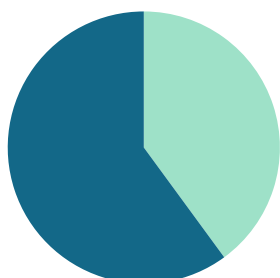
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

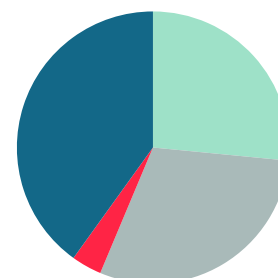


**Inventory**  
 New Listings  
**736 = 39.93%**  
 Start Inventory  
**1,107**  
 Total Inventory Units  
**1,843**  
 Volume  
**\$662,304,821**

### 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%
Median List Price	189,800	215,000	13.28%	185,000	215,000	16.22%
Median Sale Price	188,500	213,000	13.00%	182,500	212,000	16.16%
Median Percent of Selling Price to List Price	99.10%	100.00%	0.91%	98.84%	100.00%	1.18%
Median Days on Market to Sale	18.00	10.00	-44.44%	20.00	11.00	-45.00%
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

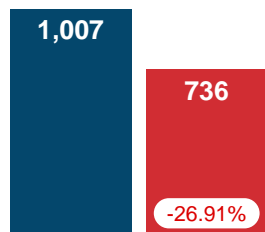
**Inventory** on February 28, 2021 = **1,013**

**2020** **2021**

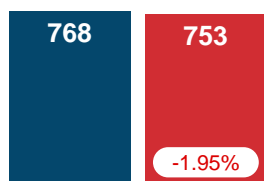
### FEBRUARY MARKET

### MEDIAN PRICES

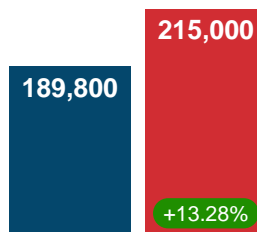
#### New Listings



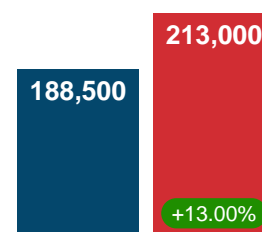
#### Pending Listings



#### List Price



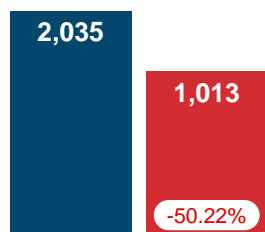
#### Sale Price



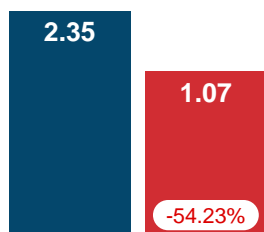
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

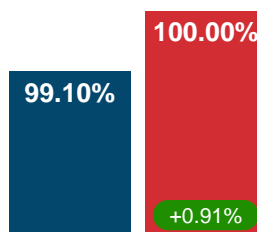
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

