

# January 2021



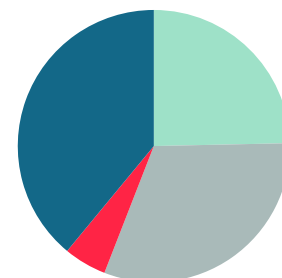
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	620	700	12.90%
Pending Listings	822	887	7.91%
New Listings	1,083	909	-16.07%
Average List Price	211,281	249,024	17.86%
Average Sale Price	205,332	245,216	19.42%
Average Percent of Selling Price to List Price	97.18%	98.60%	1.46%
Average Days on Market to Sale	43.37	29.89	-31.07%
End of Month Inventory	2,037	1,107	-45.66%
Months Supply of Inventory	2.36	1.17	-50.22%



■ Closed (24.67%)  
■ Pending (31.25%)  
■ Other OffMarket (5.07%)  
■ Active (39.01%)

**Absorption:** Last 12 months, an Average of **942** Sales/Month  
**Active Inventory** as of January 31, 2021 = **1,107**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2021 decreased **45.66%** to 1,107 existing homes available for sale. Over the last 12 months this area has had an average of 942 closed sales per month. This represents an unsold inventory index of **1.17** 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 **19.42%** in January 2021 to \$245,216 versus the previous year at \$205,332.

#### Average Days on Market Shortens

The average number of **29.89** days that homes spent on the market before selling decreased by 13.47 days or **31.07%** in January 2021 compared to last year's same month at **43.37** DOM.

#### Sales Success for January 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 909 New Listings in January 2021, down **16.07%** from last year at 1,083. Furthermore, there were 700 Closed Listings this month versus last year at 620, a **12.90%** increase.

Closed versus Listed trends yielded a **77.0%** ratio, up from previous year's, January 2020, at **57.2%**, a **34.52%** 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

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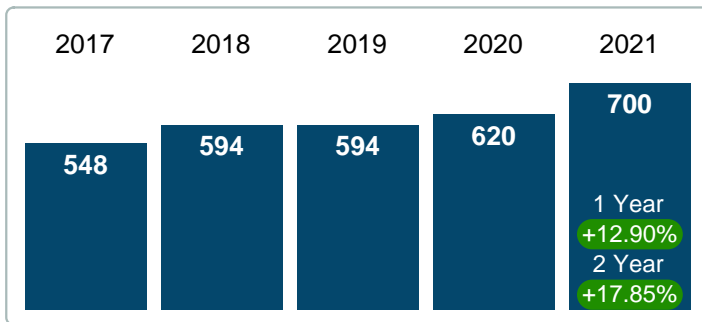
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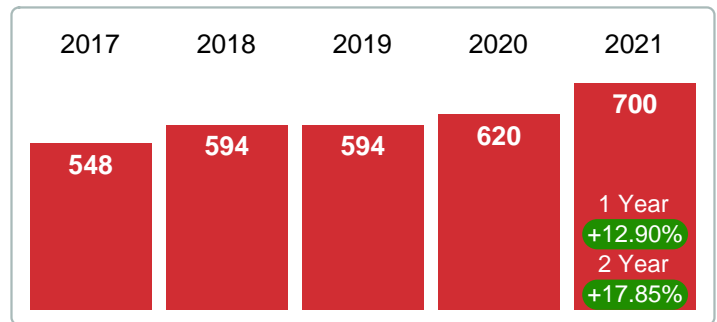
## CLOSED LISTINGS

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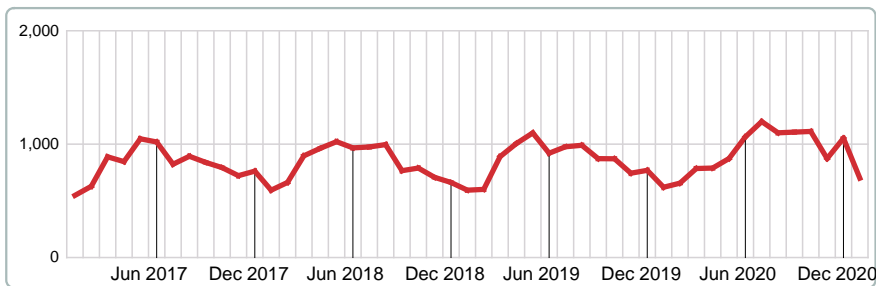
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

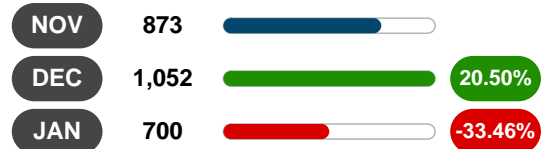


### 3 MONTHS

5 year JAN AVG = 611

High Jul 2020 1,199 Low Jan 2017 548

Closed Listings this month at **700**  
above the 5 yr JAN average of **611**



### 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	50	7.14%	23.8	27	22	1	0
\$75,001 - \$125,000	83	11.86%	16.3	27	51	4	1
\$125,001 - \$175,000	120	17.14%	17.7	5	97	17	1
\$175,001 - \$250,000	184	26.29%	22.2	9	112	61	2
\$250,001 - \$300,000	89	12.71%	41.0	2	40	43	4
\$300,001 - \$375,000	87	12.43%	48.5	2	25	45	15
\$375,001 and up	87	12.43%	49.5	0	20	46	21
<b>Total Closed Units</b>	<b>700</b>			<b>72</b>	<b>367</b>	<b>217</b>	<b>44</b>
<b>Total Closed Volume</b>	<b>171,651,535</b>	<b>100%</b>	<b>29.9</b>	<b>7.75M</b>	<b>74.14M</b>	<b>67.74M</b>	<b>22.02M</b>
<b>Average Closed Price</b>	<b>\$245,216</b>			<b>\$107,570</b>	<b>\$202,022</b>	<b>\$312,181</b>	<b>\$500,481</b>

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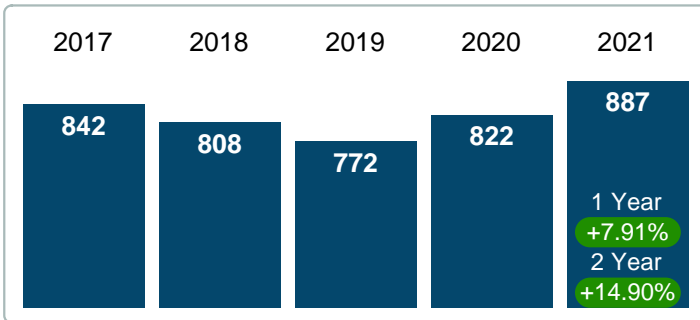
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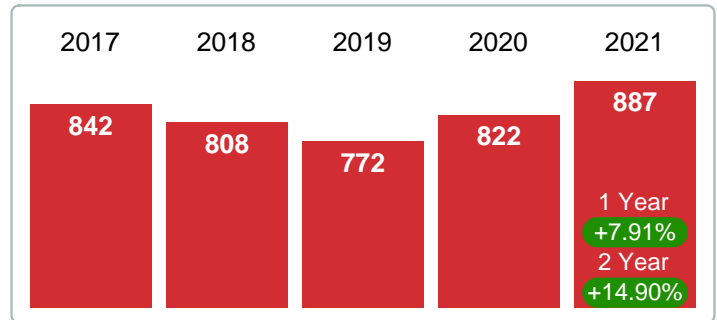
## PENDING LISTINGS

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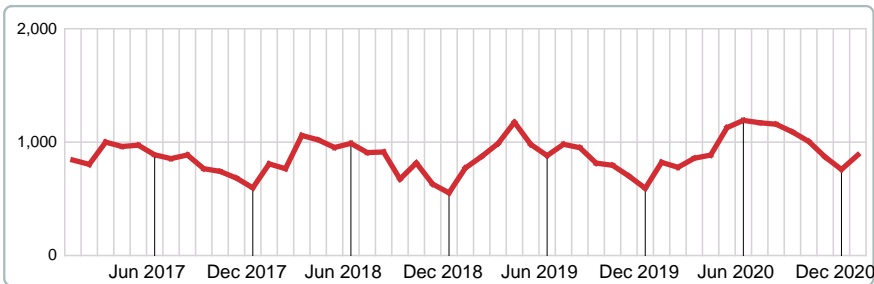
### JANUARY



### YEAR TO DATE (YTD)

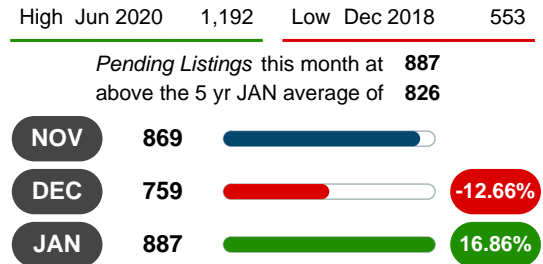


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 826



### 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	83	9.36%	19.2	40	39	4	0
\$100,001 - \$125,000	56	6.31%	20.9	16	35	4	1
\$125,001 - \$175,000	168	18.94%	21.8	13	127	25	3
\$175,001 - \$250,000	232	26.16%	23.7	15	150	61	6
\$250,001 - \$325,000	148	16.69%	47.6	2	66	65	15
\$325,001 - \$425,000	102	11.50%	42.8	1	27	56	18
\$425,001 and up	98	11.05%	68.2	1	13	59	25
<b>Total Pending Units</b>	<b>887</b>			<b>88</b>	<b>457</b>	<b>274</b>	<b>68</b>
<b>Total Pending Volume</b>	<b>230,642,691</b>	<b>100%</b>	<b>32.9</b>	<b>11.11M</b>	<b>93.67M</b>	<b>96.12M</b>	<b>29.75M</b>
<b>Average Listing Price</b>	<b>\$261,311</b>			<b>\$126,194</b>	<b>\$204,969</b>	<b>\$350,806</b>	<b>\$437,436</b>

# January 2021



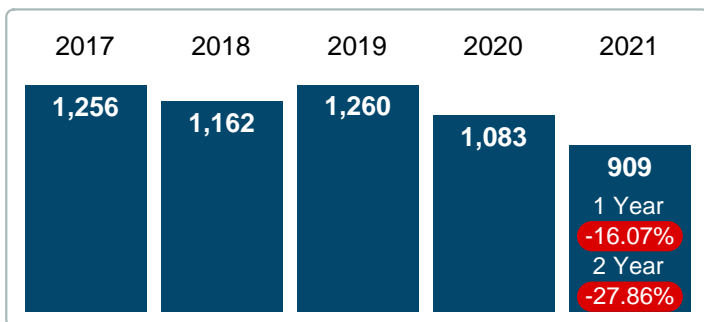
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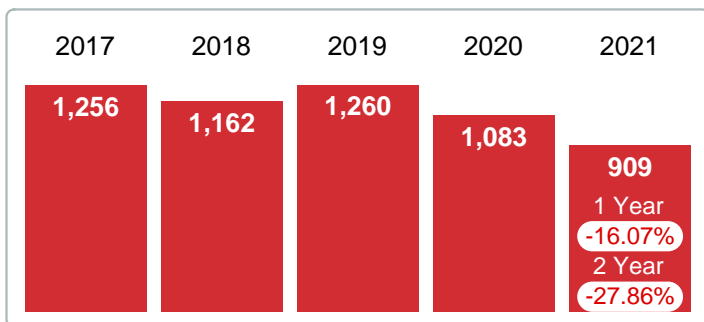
## NEW LISTINGS

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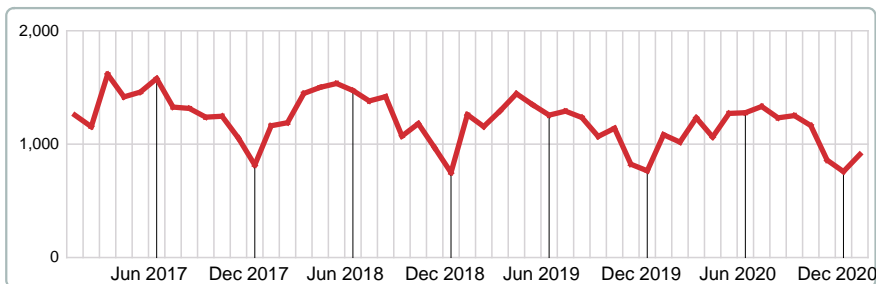
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,134

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at **909**  
below the 5 yr JAN average of **1,134**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	65	7.15%	34	25	5	1
\$75,001 - \$125,000	103	11.33%	40	60	3	0
\$125,001 - \$175,000	155	17.05%	10	127	16	2
\$175,001 - \$250,000	245	26.95%	17	161	63	4
\$250,001 - \$325,000	119	13.09%	2	44	65	8
\$325,001 - \$500,000	130	14.30%	3	33	71	23
\$500,001 and up	92	10.12%	0	8	47	37
<b>Total New Listed Units</b>	<b>909</b>		<b>106</b>	<b>458</b>	<b>270</b>	<b>75</b>
<b>Total New Listed Volume</b>	<b>253,996,046</b>	<b>100%</b>	<b>12.96M</b>	<b>91.21M</b>	<b>101.83M</b>	<b>48.00M</b>
<b>Average New Listed Listing Price</b>	<b>\$264,802</b>		<b>\$122,227</b>	<b>\$199,148</b>	<b>\$377,162</b>	<b>\$639,951</b>

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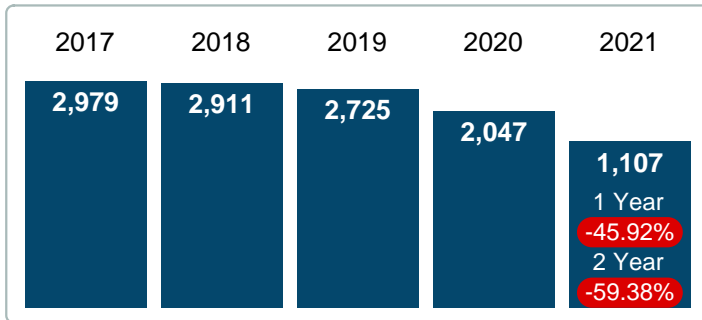
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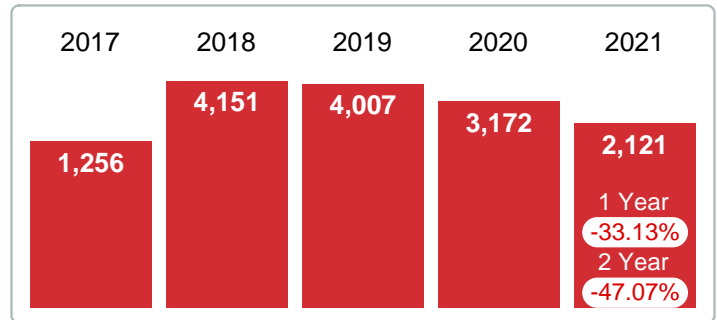
## ACTIVE INVENTORY

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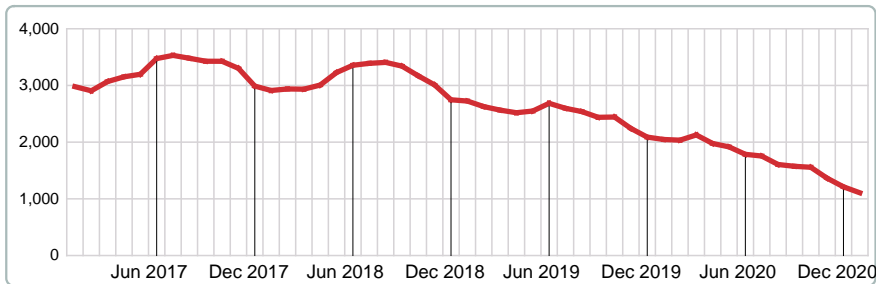
### END OF JANUARY



### ACTIVE DURING JANUARY

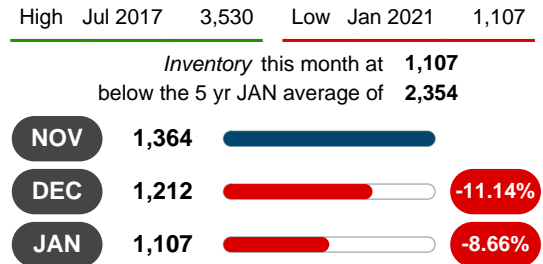


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2,354



### 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	56	5.06%	120.8	39	15	2	0
\$50,001 - \$100,000	162	14.63%	103.6	68	78	15	1
\$100,001 - \$200,000	188	16.98%	53.5	38	132	16	2
\$200,001 - \$350,000	261	23.58%	53.1	29	110	108	14
\$350,001 - \$475,000	177	15.99%	97.2	10	52	94	21
\$475,001 - \$825,000	151	13.64%	87.7	1	23	76	51
\$825,001 and up	112	10.12%	98.8	2	10	37	63
<b>Total Active Inventory by Units</b>	<b>1,107</b>			<b>187</b>	<b>420</b>	<b>348</b>	<b>152</b>
<b>Total Active Inventory by Volume</b>	<b>456,548,892</b>	<b>100%</b>	<b>80.4</b>	<b>26.38M</b>	<b>99.87M</b>	<b>172.92M</b>	<b>157.38M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$412,420</b>			<b>\$141,093</b>	<b>\$237,787</b>	<b>\$496,886</b>	<b>\$1,035,378</b>

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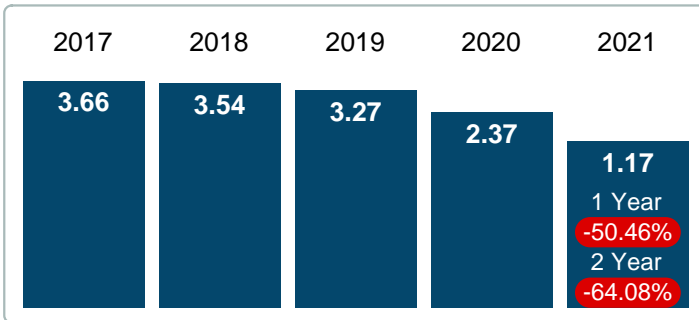
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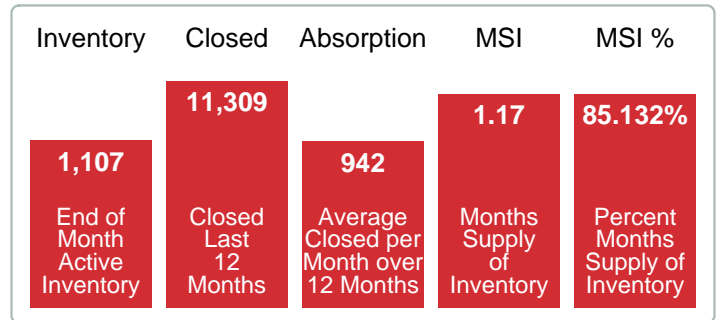
## MONTHS SUPPLY of INVENTORY (MSI)

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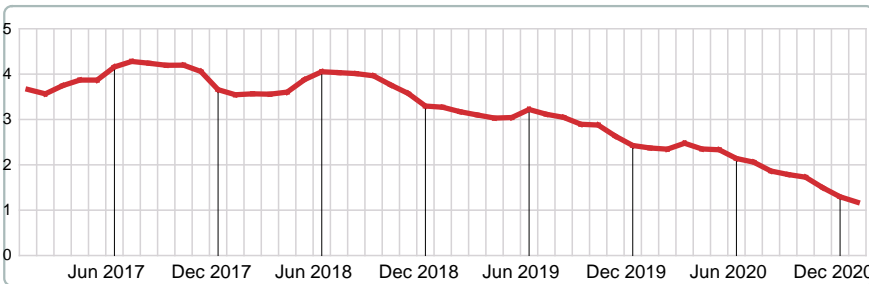
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

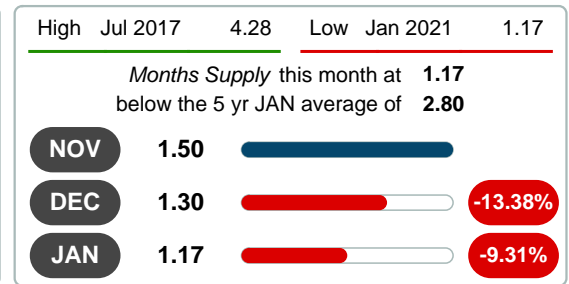


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2.80



### 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	56	5.06%	2.01	2.27	1.65	1.33	0.00
\$50,001 - \$100,000	162	14.63%	2.13	2.32	1.85	3.53	3.00
\$100,001 - \$200,000	188	16.98%	0.53	1.08	0.50	0.30	0.59
\$200,001 - \$350,000	261	23.58%	0.78	2.19	0.80	0.66	0.70
\$350,001 - \$475,000	177	15.99%	1.97	6.67	2.61	1.71	1.54
\$475,001 - \$825,000	151	13.64%	3.02	3.00	2.60	2.70	4.03
\$825,001 and up	112	10.12%	9.96	12.00	9.23	7.05	13.26
Market Supply of Inventory (MSI)			1.17	1.93	0.88	1.12	2.77
Total Active Inventory by Units		100%	1,177	187	420	348	152

# January 2021



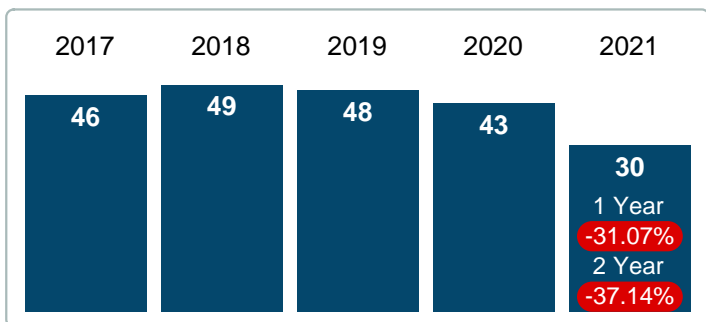
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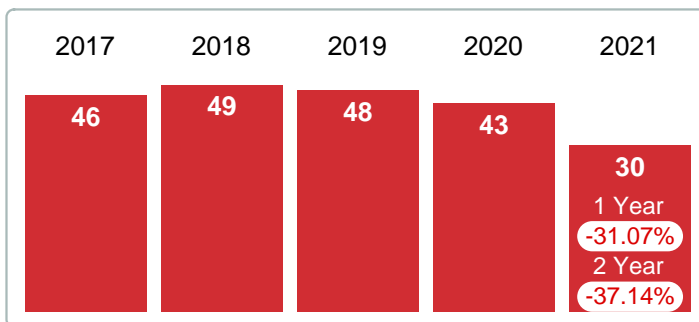
## AVERAGE DAYS ON MARKET TO SALE

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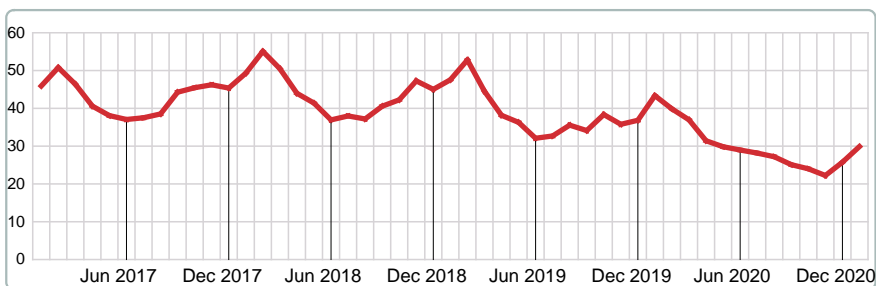
### JANUARY



### YEAR TO DATE (YTD)

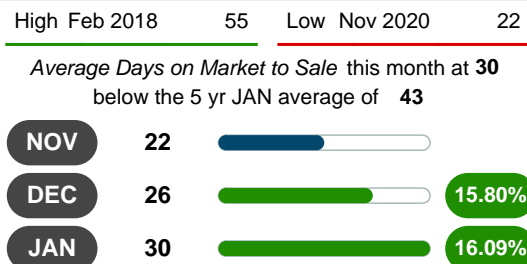


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 43



### 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	7.14%	24	26	21	12	0
\$75,001 - \$125,000	11.86%	16	23	14	7	19
\$125,001 - \$175,000	17.14%	18	20	16	26	65
\$175,001 - \$250,000	26.29%	22	13	22	24	41
\$250,001 - \$300,000	12.71%	41	8	45	40	30
\$300,001 - \$375,000	12.43%	49	28	72	39	42
\$375,001 and up	12.43%	50	0	36	53	55
Average Closed DOM		30	22	26	36	47
Total Closed Units	100%	30	72	367	217	44
Total Closed Volume		171,651,535	7.75M	74.14M	67.74M	22.02M



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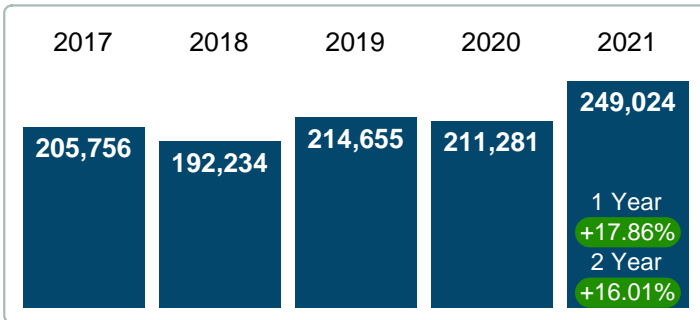
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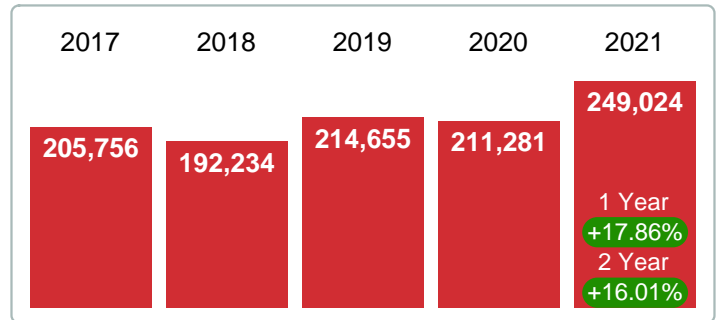
## AVERAGE LIST PRICE AT CLOSING

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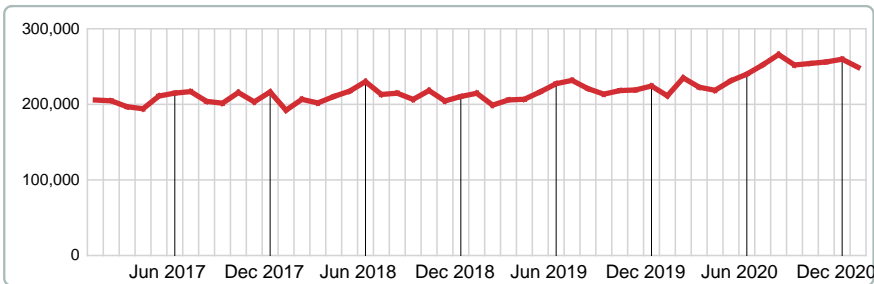
### JANUARY



### YEAR TO DATE (YTD)

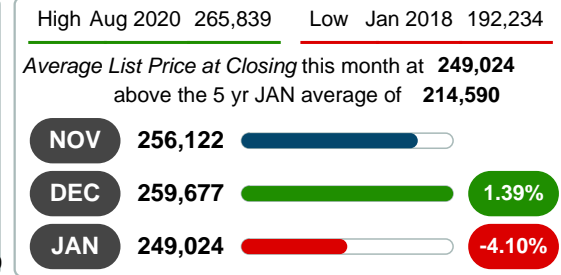


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 214,590



### 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	6.43%	53,420	50,400	65,636	50,000	0
\$75,001 - \$125,000	12.00%	101,192	99,285	104,696	116,500	125,000
\$125,001 - \$175,000	17.43%	151,278	144,940	151,905	156,818	165,000
\$175,001 - \$250,000	26.86%	212,339	204,244	208,790	220,163	227,875
\$250,001 - \$300,000	11.86%	279,529	292,000	283,538	278,258	282,975
\$300,001 - \$375,000	12.57%	338,139	350,000	327,274	343,015	349,473
\$375,001 and up	12.86%	578,667	0	535,302	533,045	744,950
<b>Average List Price</b>		<b>249,024</b>	<b>109,561</b>	<b>204,720</b>	<b>315,819</b>	<b>517,357</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>249,024</b>	<b>72</b>	<b>367</b>	<b>217</b>	<b>44</b>
<b>Total Closed Volume</b>		<b>174,316,914</b>	<b>7.89M</b>	<b>75.13M</b>	<b>68.53M</b>	<b>22.76M</b>



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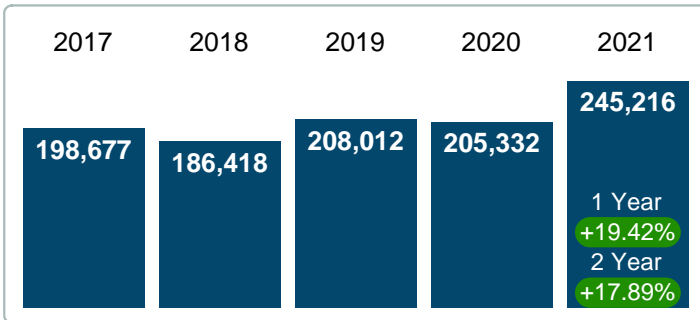
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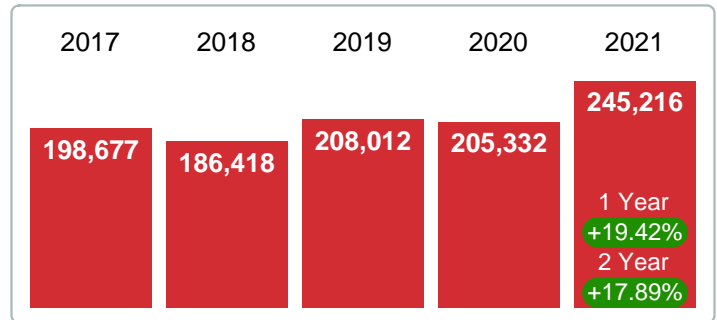
## AVERAGE SOLD PRICE AT CLOSING

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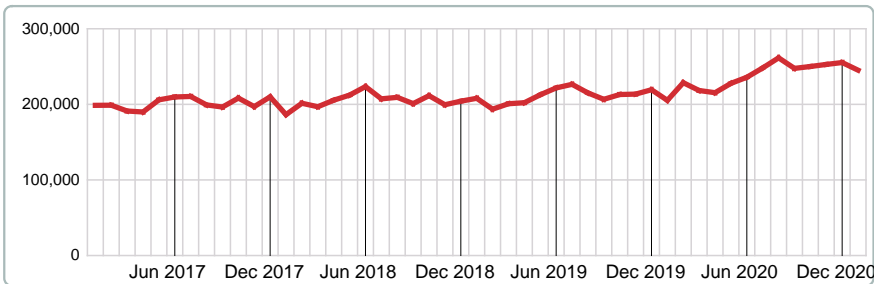
### JANUARY



### YEAR TO DATE (YTD)

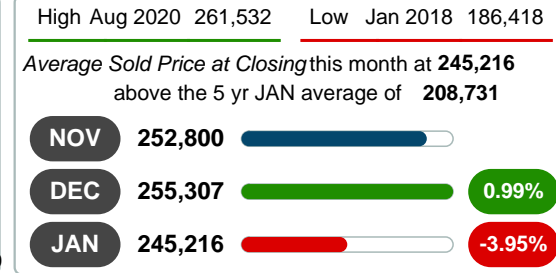


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 208,731



### 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	7.14%	52,777	47,537	59,561	45,000	0
\$75,001 - \$125,000	11.86%	102,163	98,262	103,205	114,500	105,000
\$125,001 - \$175,000	17.14%	151,444	143,300	151,434	152,806	170,000
\$175,001 - \$250,000	26.29%	209,849	203,111	207,238	215,174	224,004
\$250,001 - \$300,000	12.71%	277,319	292,000	278,109	275,444	282,250
\$300,001 - \$375,000	12.43%	336,928	340,000	327,321	339,543	344,687
\$375,001 and up	12.43%	571,878	0	518,057	530,292	714,231
<b>Average Sold Price</b>		<b>245,216</b>	<b>107,570</b>	<b>202,022</b>	<b>312,181</b>	<b>500,481</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>700</b>	<b>72</b>	<b>367</b>	<b>217</b>	<b>44</b>
<b>Total Closed Volume</b>		<b>171,651,535</b>	<b>7.75M</b>	<b>74.14M</b>	<b>67.74M</b>	<b>22.02M</b>

# January 2021



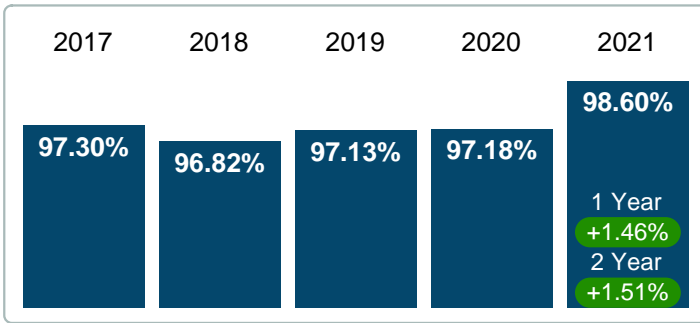
Area Delimited by County Of Tulsa - Residential Property Type



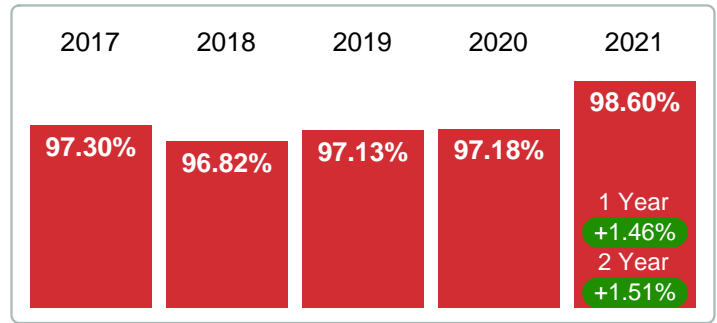
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

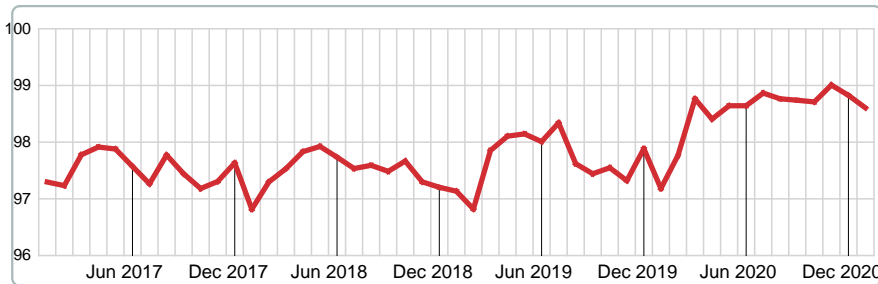
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

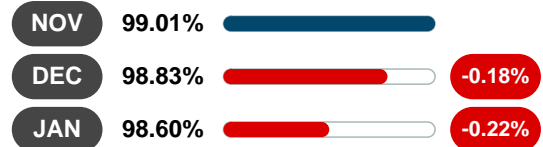


### 3 MONTHS

5 year JAN AVG = 97.41%

High Nov 2020 99.01% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.60%**  
above the 5 yr JAN average of **97.41%**



### 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	50	7.14%	92.48%	93.28%	91.62%	90.00%	0.00%
\$75,001 - \$125,000	83	11.86%	99.29%	98.98%	99.82%	98.39%	84.00%
\$125,001 - \$175,000	120	17.14%	99.52%	98.90%	99.88%	97.44%	103.03%
\$175,001 - \$250,000	184	26.29%	98.90%	99.70%	99.34%	97.97%	98.48%
\$250,001 - \$300,000	89	12.71%	98.91%	100.00%	98.58%	99.10%	99.76%
\$300,001 - \$375,000	87	12.43%	99.25%	97.33%	100.07%	99.06%	98.69%
\$375,001 and up	87	12.43%	98.63%	0.00%	97.59%	99.93%	96.79%
Average Sold/List Ratio		98.60%		96.91%	98.96%	98.76%	97.63%
Total Closed Units		700	100%	72	367	217	44
Total Closed Volume		171,651,535		7.75M	74.14M	67.74M	22.02M

# January 2021



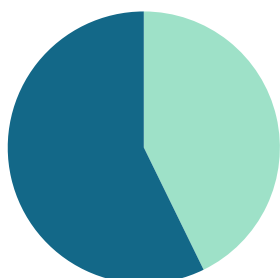
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

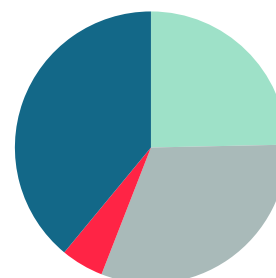


**Inventory**  
 New Listings  
**909 = 42.76%**  
 Start Inventory  
**1,217**  
 Total Inventory Units  
**2,126**  
 Volume  
**\$753,606,274**

### Market Activity

Closed Sales  
**700 = 24.67%**  
 Pending Sales  
**887 = 31.25%**  
 Other Off Market  
**144 = 5.07%**  
 Active Inventory  
**1,107 = 39.01%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	620	700	12.90%	620	700	12.90%
Pending Sales	822	887	7.91%	822	887	7.91%
New Listings	1,083	909	-16.07%	1,083	909	-16.07%
Average List Price	211,281	249,024	17.86%	211,281	249,024	17.86%
Average Sale Price	205,332	245,216	19.42%	205,332	245,216	19.42%
Average Percent of Selling Price to List Price	97.18%	98.60%	1.46%	97.18%	98.60%	1.46%
Average Days on Market to Sale	43.37	29.89	-31.07%	43.37	29.89	-31.07%
Monthly Inventory	2,037	1,107	-45.66%	2,037	1,107	-45.66%
Months Supply of Inventory	2.36	1.17	-50.22%	2.36	1.17	-50.22%

**Absorption:** Last 12 months, an Average of **942** Sales/Month

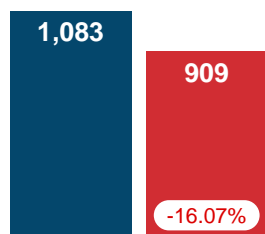
**Inventory** on January 31, 2021 = **1,107**

**2020** **2021**

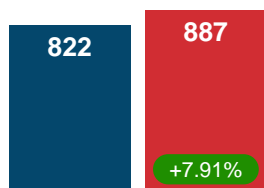
### JANUARY MARKET

### AVERAGE PRICES

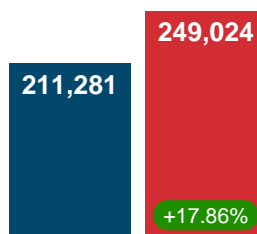
#### New Listings



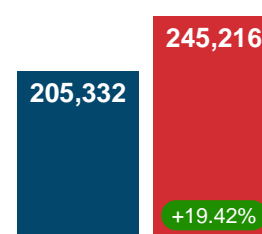
#### Pending Listings



#### List Price



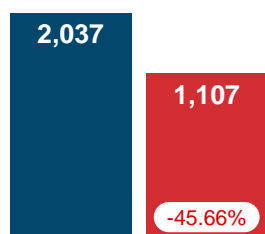
#### Sale Price



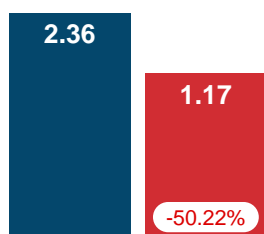
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

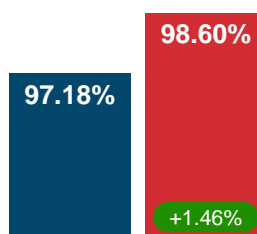
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

