

January 2021



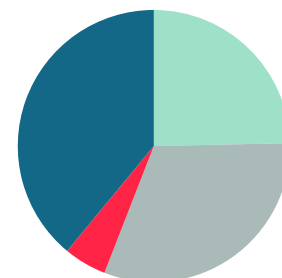
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	179,319	214,900	19.84%
Median Sale Price	175,965	211,950	20.45%
Median Percent of Selling Price to List Price	98.50%	100.00%	1.52%
Median Days on Market to Sale	22.00	11.00	-50.00%
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.

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 **20.45%** in January 2021 to \$211,950 versus the previous year at \$175,965.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 11.00 days or **50.00%** in January 2021 compared to last year's same month at **22.00** DOM.

Sales Success for January 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 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.

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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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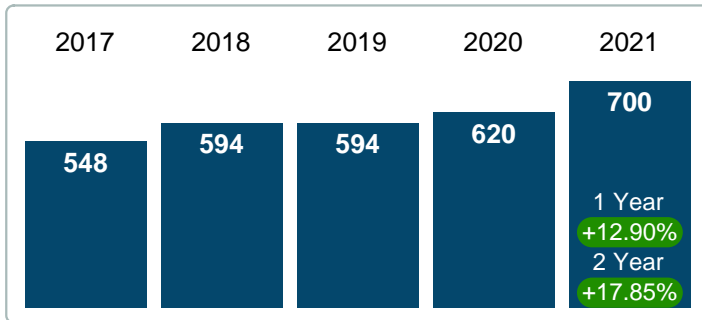
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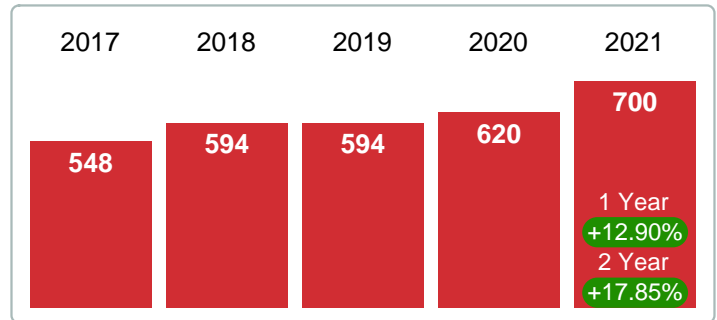
CLOSED LISTINGS

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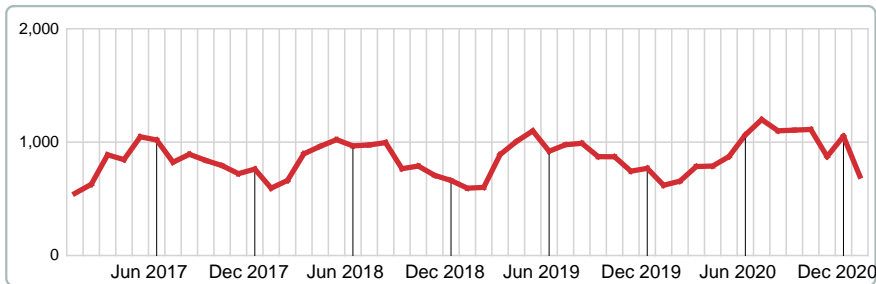
JANUARY



YEAR TO DATE (YTD)

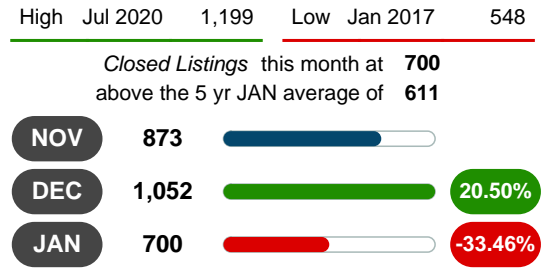


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 611



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	50	7.14%	12.0	27	22	1	0
\$75,001 - \$125,000	83	11.86%	7.0	27	51	4	1
\$125,001 - \$175,000	120	17.14%	6.0	5	97	17	1
\$175,001 - \$250,000	184	26.29%	9.0	9	112	61	2
\$250,001 - \$300,000	89	12.71%	15.0	2	40	43	4
\$300,001 - \$375,000	87	12.43%	30.0	2	25	45	15
\$375,001 and up	87	12.43%	23.0	0	20	46	21
Total Closed Units	700			72	367	217	44
Total Closed Volume	171,651,535	100%	11.0	7.75M	74.14M	67.74M	22.02M
Median Closed Price	\$211,950			\$89,250	\$182,000	\$275,000	\$373,950

January 2021



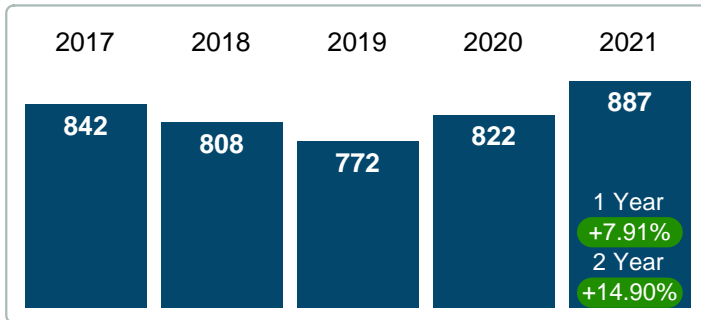
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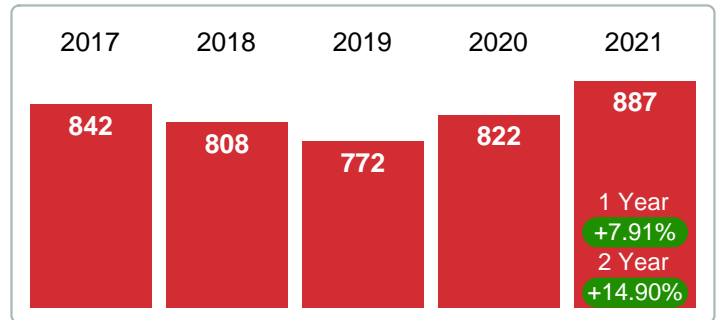
PENDING LISTINGS

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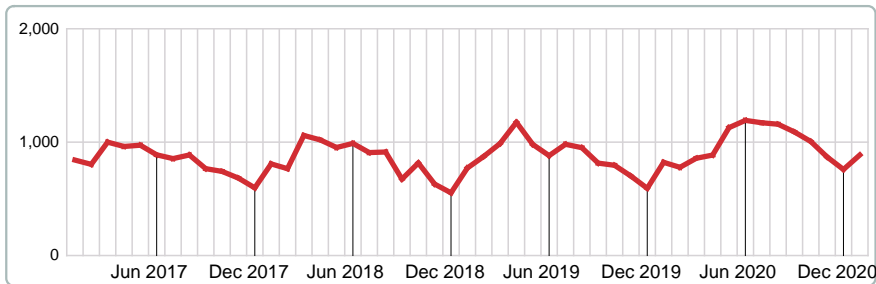
JANUARY



YEAR TO DATE (YTD)

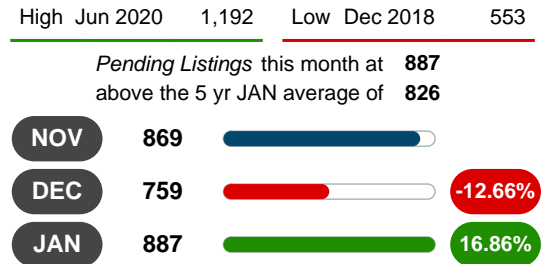


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 826



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	83	9.36%	7.0	40	39	4	0
\$100,001 - \$125,000	56	6.31%	5.5	16	35	4	1
\$125,001 - \$175,000	168	18.94%	6.0	13	127	25	3
\$175,001 - \$250,000	232	26.16%	5.0	15	150	61	6
\$250,001 - \$325,000	148	16.69%	18.0	2	66	65	15
\$325,001 - \$425,000	102	11.50%	28.0	1	27	56	18
\$425,001 and up	98	11.05%	54.0	1	13	59	25
Total Pending Units	887			88	457	274	68
Total Pending Volume	230,642,691	100%	10.0	11.11M	93.67M	96.12M	29.75M
Median Listing Price	\$215,000			\$109,450	\$185,000	\$305,000	\$375,000

January 2021



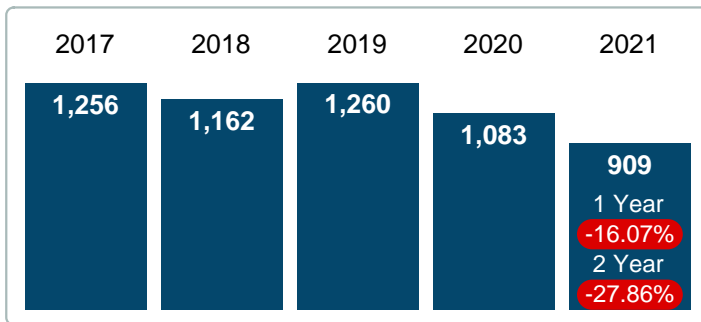
Area Delimited by County Of Tulsa - Residential Property Type



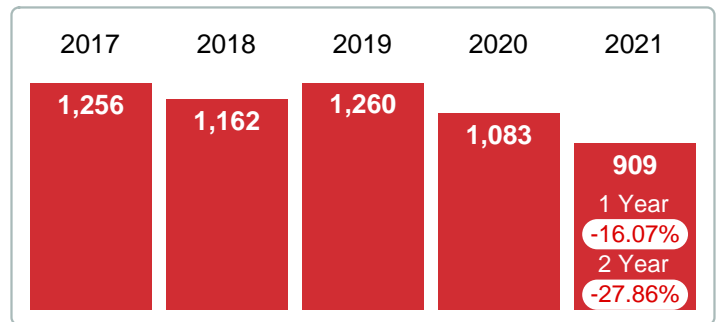
NEW LISTINGS

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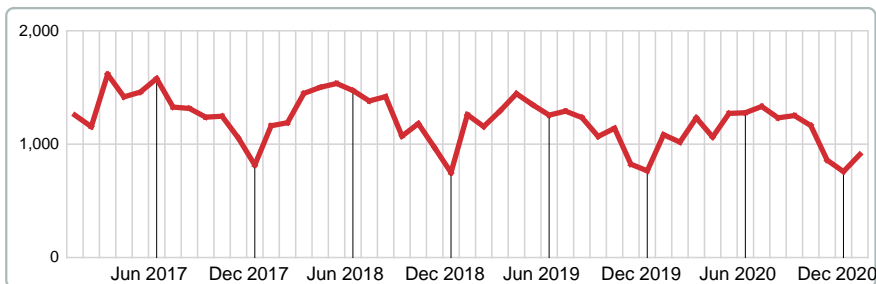
JANUARY



YEAR TO DATE (YTD)

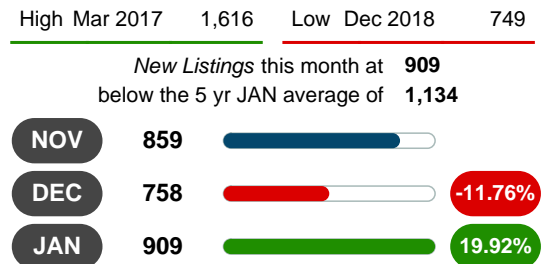


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 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
Total New Listed Units	909		106	458	270	75
Total New Listed Volume	253,996,046	100%	12.96M	91.21M	101.83M	48.00M
Median New Listed Listing Price	\$210,000		\$102,475	\$180,000	\$310,000	\$451,400

January 2021



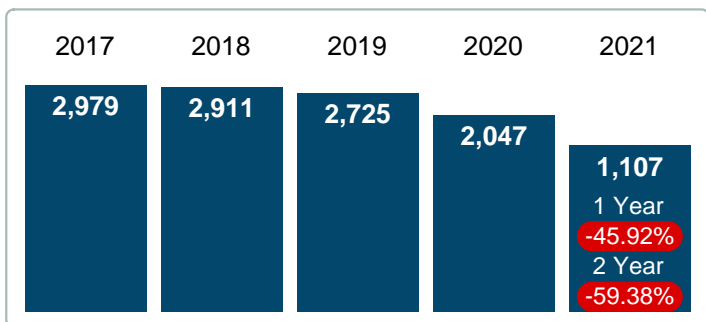
Area Delimited by County Of Tulsa - Residential Property Type



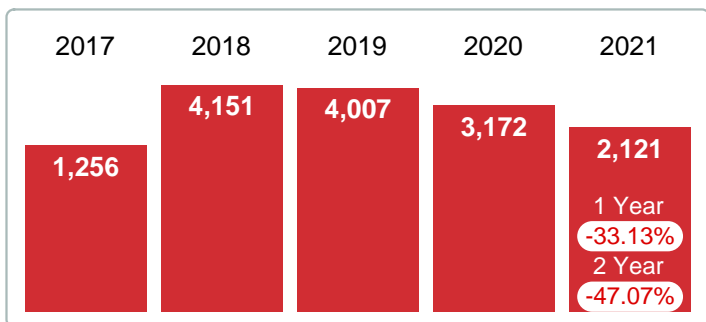
ACTIVE INVENTORY

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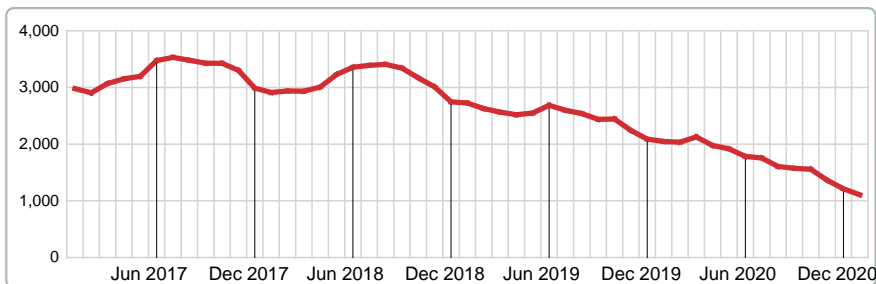
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2,354

High Jul 2017 3,530 Low Jan 2021 1,107

Inventory this month at 1,107 below the 5 yr JAN average of 2,354



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	56	5.06%	61.0	39	15	2	0
\$50,001 - \$100,000	162	14.63%	123.0	68	78	15	1
\$100,001 - \$200,000	188	16.98%	27.0	38	132	16	2
\$200,001 - \$350,000	261	23.58%	31.0	29	110	108	14
\$350,001 - \$475,000	177	15.99%	88.0	10	52	94	21
\$475,001 - \$825,000	151	13.64%	82.0	1	23	76	51
\$825,001 and up	112	10.12%	92.0	2	10	37	63
Total Active Inventory by Units	1,107			187	420	348	152
Total Active Inventory by Volume	456,548,892	100%	61.0	26.38M	99.87M	172.92M	157.38M
Median Active Inventory Listing Price	\$284,900			\$79,900	\$189,000	\$406,250	\$742,400

January 2021



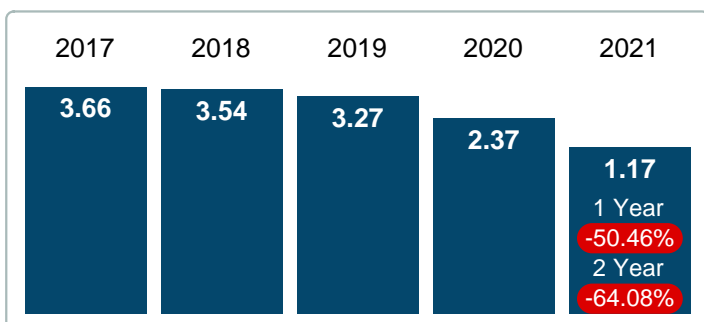
Area Delimited by County Of Tulsa - Residential Property Type



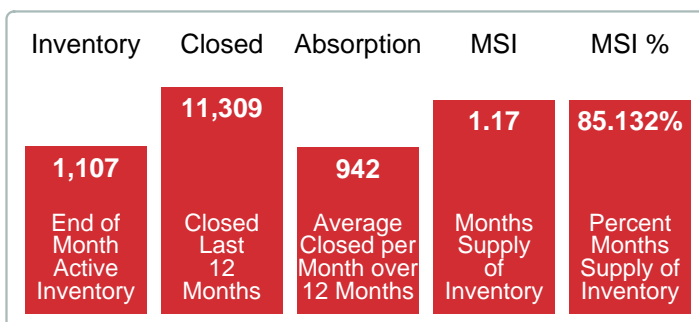
MONTHS SUPPLY of INVENTORY (MSI)

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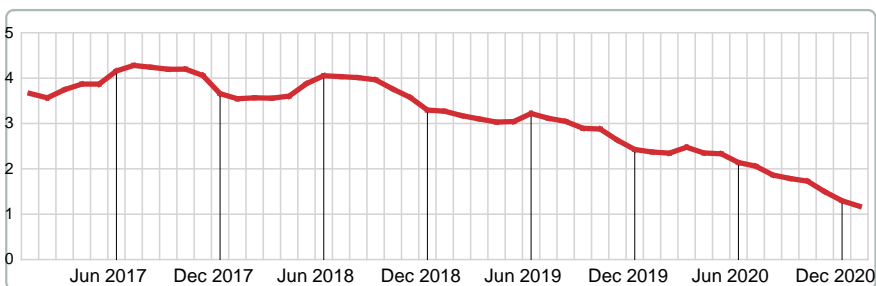
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

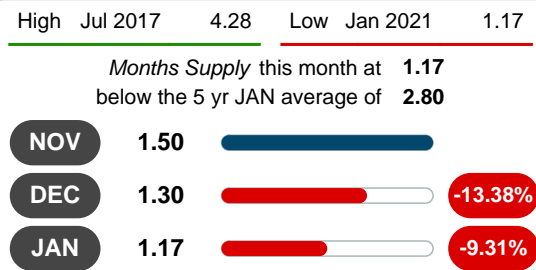


5 YEAR MARKET ACTIVITY TRENDS



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%	1,107	187	420	348	152

January 2021



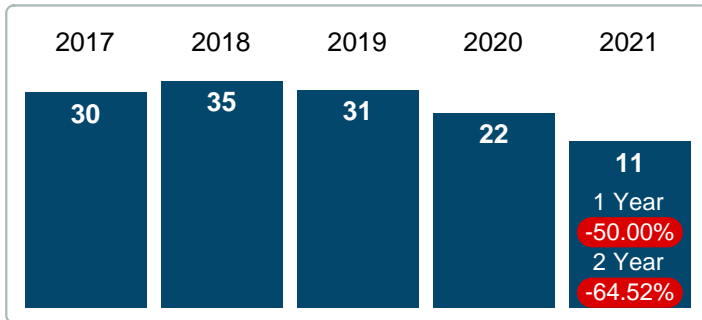
Area Delimited by County Of Tulsa - Residential Property Type



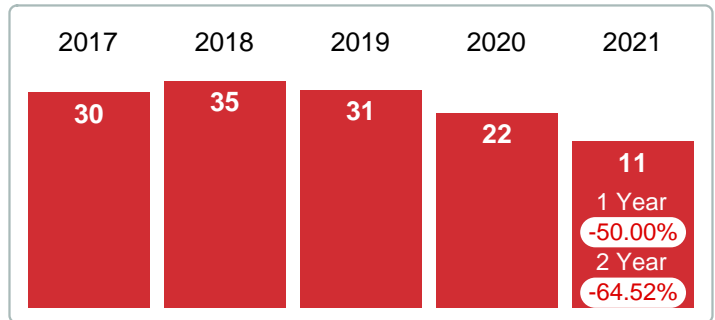
MEDIAN DAYS ON MARKET TO SALE

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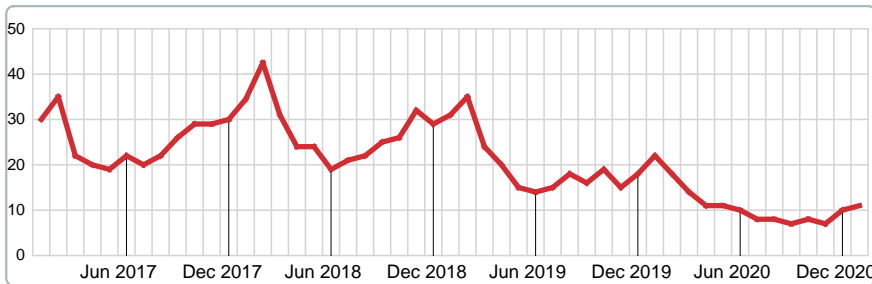
JANUARY



YEAR TO DATE (YTD)

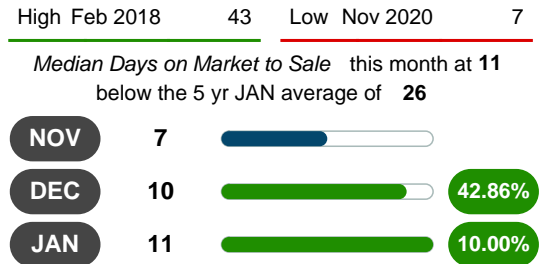


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 26



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	7.14%	12	12	8	12	0
\$75,001 - \$125,000	11.86%	7	8	7	4	19
\$125,001 - \$175,000	17.14%	6	5	5	14	65
\$175,001 - \$250,000	26.29%	9	7	7	14	41
\$250,001 - \$300,000	12.71%	15	8	14	26	14
\$300,001 - \$375,000	12.43%	30	28	28	30	35
\$375,001 and up	12.43%	23	0	13	31	21
Median Closed DOM		11	12	7	19	24
Total Closed Units	100%	700	72	367	217	44
Total Closed Volume		171,651,535	7.75M	74.14M	67.74M	22.02M

January 2021



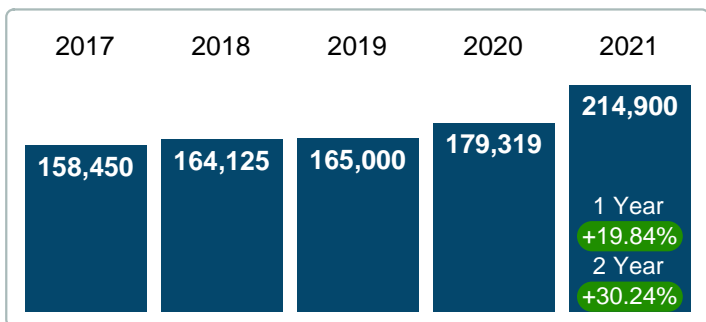
Area Delimited by County Of Tulsa - Residential Property Type



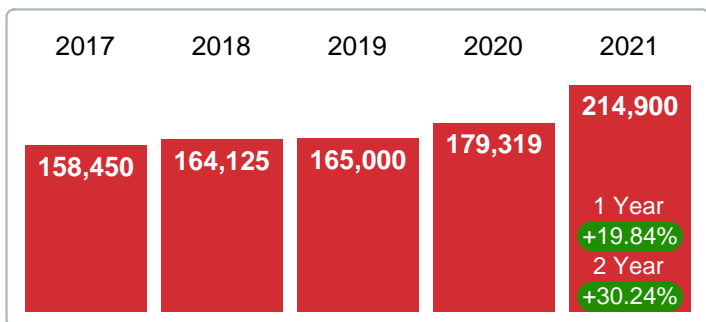
MEDIAN LIST PRICE AT CLOSING

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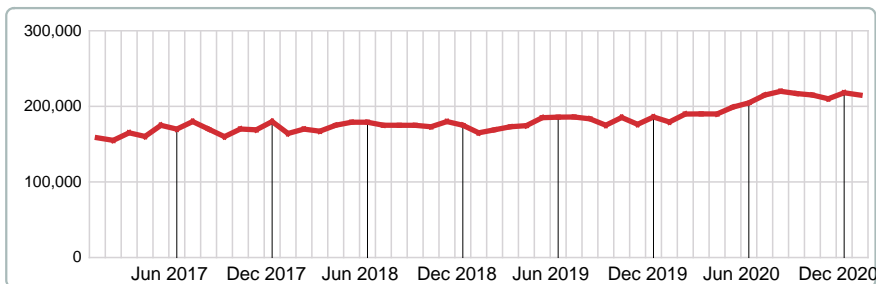
JANUARY



YEAR TO DATE (YTD)

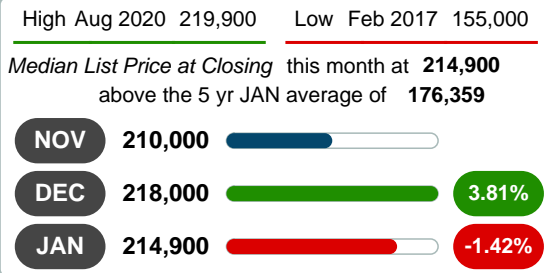


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 176,359



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	6.43%	55,000	50,000	64,900	50,000	0
\$75,001 - \$125,000	12.00%	97,750	97,750	91,250	115,000	125,000
\$125,001 - \$175,000	17.43%	150,000	155,000	150,000	159,000	165,000
\$175,001 - \$250,000	26.86%	212,200	196,950	210,000	222,500	227,875
\$250,001 - \$300,000	11.86%	279,900	292,000	279,900	279,900	290,000
\$300,001 - \$375,000	12.57%	330,000	350,000	325,000	339,900	353,500
\$375,001 and up	12.86%	496,750	0	425,000	460,266	594,450
Median List Price		214,900	90,000	180,000	284,900	379,950
Total Closed Units	100%	214,900	72	367	217	44
Total Closed Volume		174,316,914	7.89M	75.13M	68.53M	22.76M

January 2021



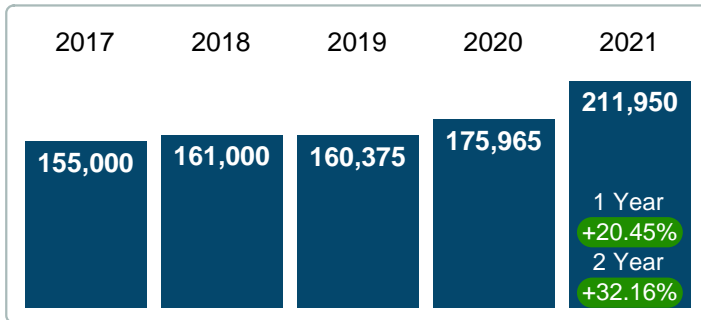
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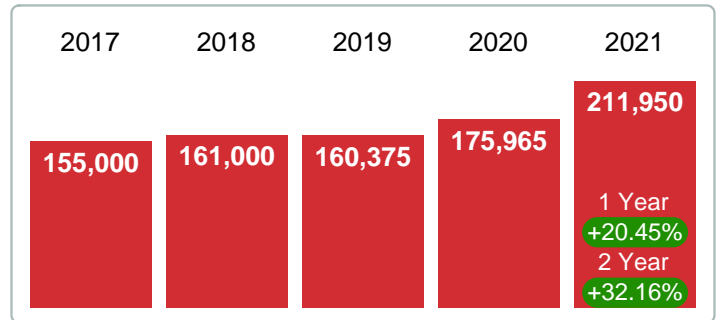
MEDIAN SOLD PRICE AT CLOSING

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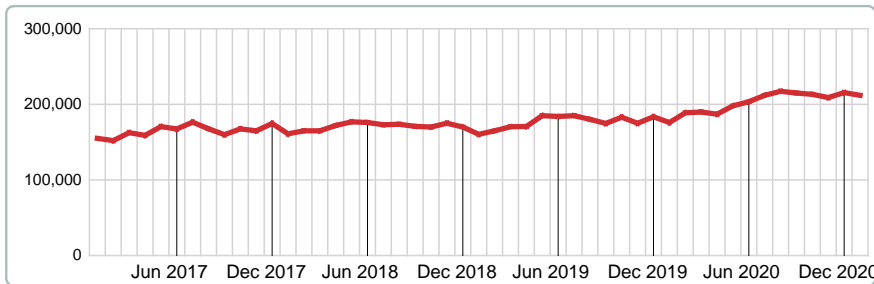
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

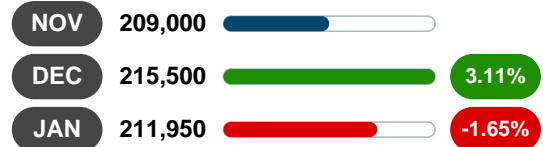


3 MONTHS

5 year JAN AVG = 172,858

High Aug 2020 217,250 Low Feb 2017 152,000

Median Sold Price at Closing this month at 211,950 above the 5 yr JAN average of 172,858



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	7.14%	52,500	45,000	66,000	45,000	0
\$75,001 - \$125,000	11.86%	105,000	97,500	103,500	114,000	105,000
\$125,001 - \$175,000	17.14%	151,125	136,000	150,000	157,900	170,000
\$175,001 - \$250,000	26.29%	210,000	190,500	206,000	216,000	224,004
\$250,001 - \$300,000	12.71%	277,200	292,000	279,950	275,000	286,500
\$300,001 - \$375,000	12.43%	335,000	340,000	325,000	335,000	345,000
\$375,001 and up	12.43%	499,900	0	459,050	462,633	599,000
Median Sold Price		211,950	89,250	182,000	275,000	373,950
Total Closed Units	100%	700	72	367	217	44
Total Closed Volume		171,651,535	7.75M	74.14M	67.74M	22.02M

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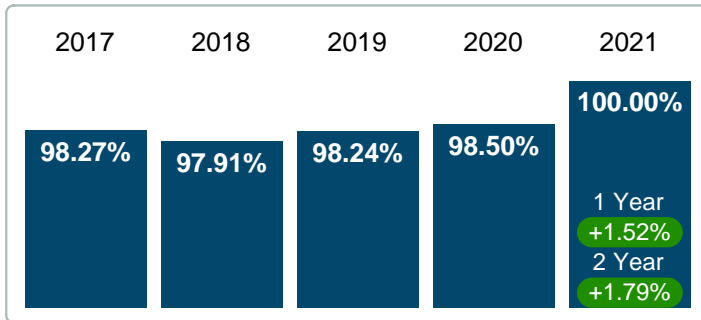
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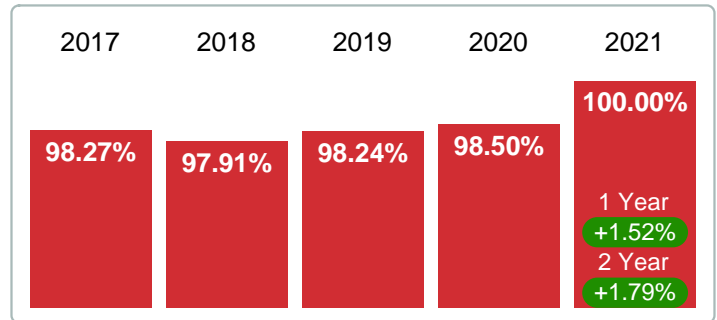
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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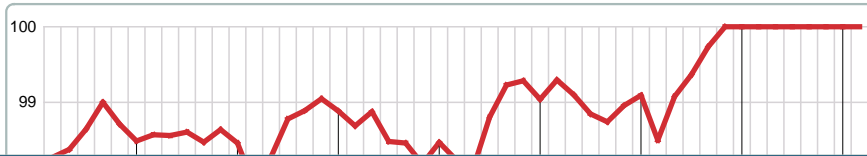
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 98.58%

High Jan 2021 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JAN average of **98.58%**

NOV 100.00%
DEC 100.00%
JAN 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	50	7.14%	93.33%	95.45%	92.58%	90.00%	0.00%
\$75,001 - \$125,000	83	11.86%	100.00%	100.00%	100.00%	98.45%	84.00%
\$125,001 - \$175,000	120	17.14%	100.00%	100.97%	100.00%	98.91%	103.03%
\$175,001 - \$250,000	184	26.29%	100.00%	99.47%	100.00%	99.05%	98.48%
\$250,001 - \$300,000	89	12.71%	100.00%	100.00%	100.00%	99.42%	100.00%
\$300,001 - \$375,000	87	12.43%	100.00%	97.33%	100.00%	99.46%	98.65%
\$375,001 and up	87	12.43%	99.83%	0.00%	99.53%	100.00%	98.58%
Median Sold/List Ratio		100.00%		98.33%	100.00%	99.44%	98.66%
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



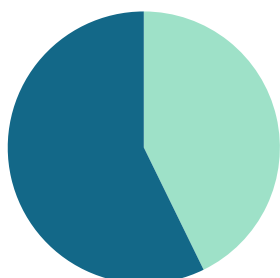
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

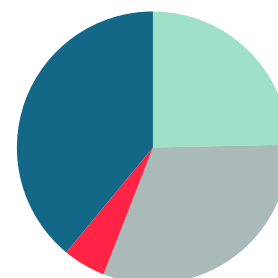


Inventory
 New Listings
909 = 42.76%
 Start Inventory
1,217
 Total Inventory Units
2,126
 Volume
\$753,606,274

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%
Median List Price	179,319	214,900	19.84%	179,319	214,900	19.84%
Median Sale Price	175,965	211,950	20.45%	175,965	211,950	20.45%
Median Percent of Selling Price to List Price	98.50%	100.00%	1.52%	98.50%	100.00%	1.52%
Median Days on Market to Sale	22.00	11.00	-50.00%	22.00	11.00	-50.00%
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

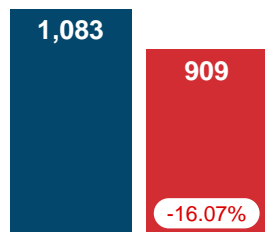
Inventory on January 31, 2021 = **1,107**

2020 **2021**

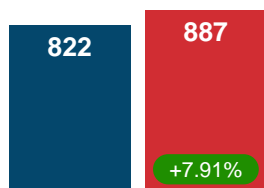
JANUARY MARKET

MEDIAN PRICES

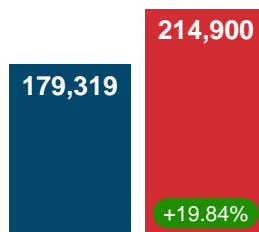
New Listings



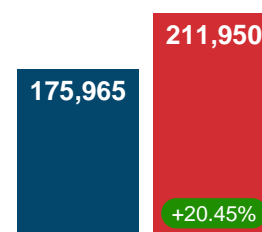
Pending Listings



List Price



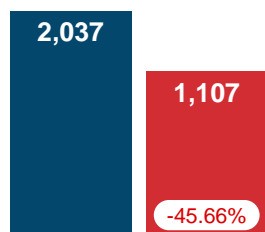
Sale Price



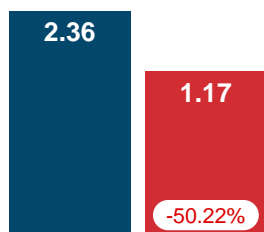
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

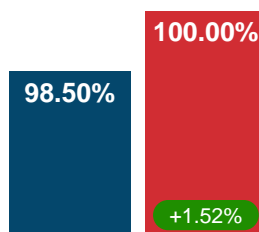
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

