

March 2021



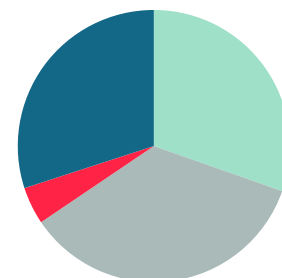
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	785	983	25.22%
Pending Listings	858	1,138	32.63%
New Listings	1,232	1,231	-0.08%
Average List Price	222,702	260,604	17.02%
Average Sale Price	218,289	257,105	17.78%
Average Percent of Selling Price to List Price	98.76%	99.27%	0.51%
Average Days on Market to Sale	36.96	26.14	-29.29%
End of Month Inventory	2,120	971	-54.20%
Months Supply of Inventory	2.47	1.01	-59.02%



■ Closed (30.38%)
■ Pending (35.17%)
■ Other OffMarket (4.45%)
■ Active (30.01%)

Absorption: Last 12 months, an Average of **960** Sales/Month
Active Inventory as of March 31, 2021 = **971**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **54.20%** to 971 existing homes available for sale. Over the last 12 months this area has had an average of 960 closed sales per month. This represents an unsold inventory index of **1.01** 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 **17.78%** in March 2021 to \$257,105 versus the previous year at \$218,289.

Average Days on Market Shortens

The average number of **26.14** days that homes spent on the market before selling decreased by 10.83 days or **29.29%** in March 2021 compared to last year's same month at **36.96** DOM.

Sales Success for March 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 1,231 New Listings in March 2021, down **0.08%** from last year at 1,232. Furthermore, there were 983 Closed Listings this month versus last year at 785, a **25.22%** increase.

Closed versus Listed trends yielded a **79.9%** ratio, up from previous year's, March 2020, at **63.7%**, a **25.32%** upswing. This will certainly create pressure on a decreasing Monthly 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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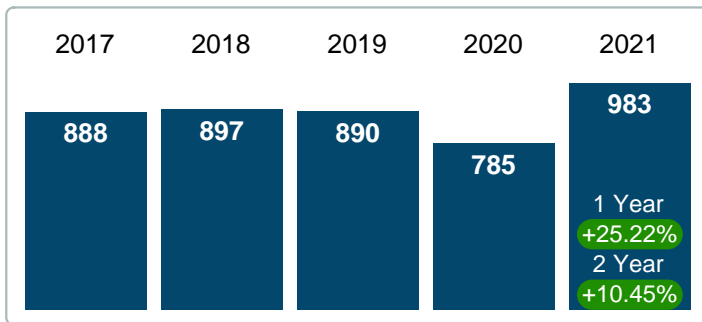
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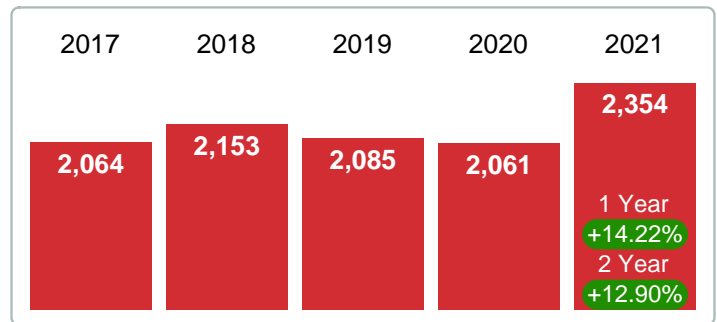
CLOSED LISTINGS

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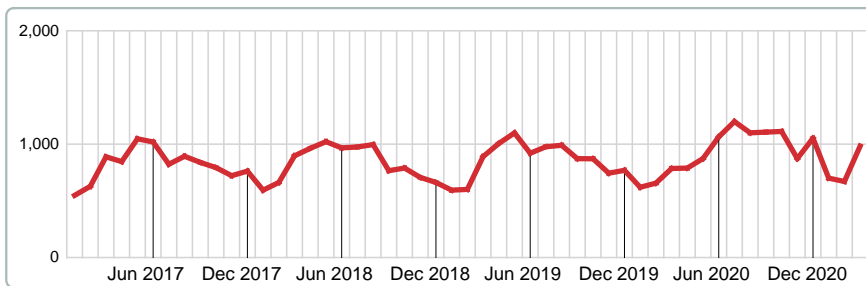
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 889

High Jul 2020 1,199 Low Jan 2017 548

Closed Listings this month at **983**
above the 5 yr MAR average of **889**



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	97	9.87%	25.3	53	42	1	1
\$100,001 - \$125,000	68	6.92%	13.5	20	46	2	0
\$125,001 - \$175,000	183	18.62%	14.4	13	150	18	2
\$175,001 - \$250,000	259	26.35%	17.4	14	167	75	3
\$250,001 - \$325,000	151	15.36%	29.9	6	56	78	11
\$325,001 - \$425,000	124	12.61%	40.7	1	38	67	18
\$425,001 and up	101	10.27%	55.4	1	12	60	28
Total Closed Units	983			108	511	301	63
Total Closed Volume	252,734,688	100%	26.1	12.71M	102.23M	105.35M	32.44M
Average Closed Price	\$257,105			\$117,653	\$200,063	\$350,008	\$514,978

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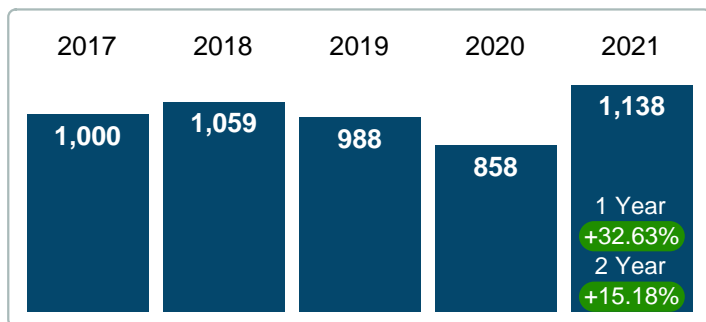
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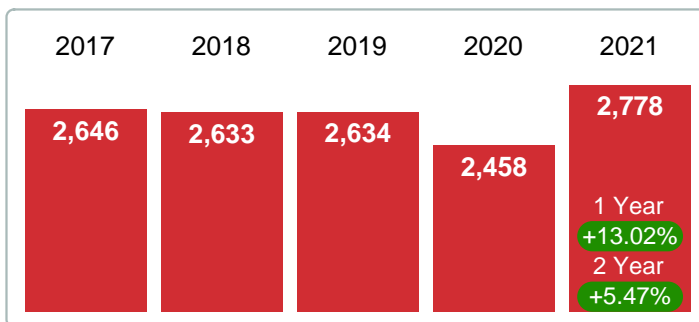
PENDING LISTINGS

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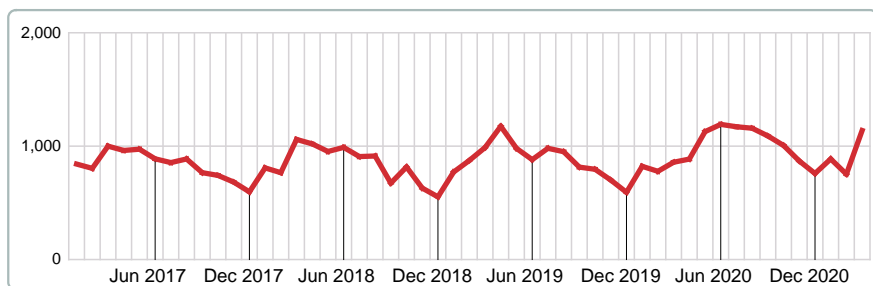
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

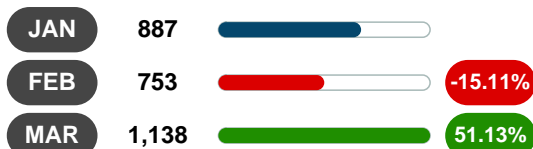


3 MONTHS

5 year MAR AVG = 1,009

High Jun 2020 1,192 Low Dec 2018 553

Pending Listings this month at 1,138 above the 5 yr MAR average of 1,009



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	107	9.40%	26.1	62	41	3	1
\$100,001 - \$150,000	131	11.51%	18.6	23	96	12	0
\$150,001 - \$175,000	104	9.14%	10.9	11	86	6	1
\$175,001 - \$275,000	355	31.20%	17.0	27	205	114	9
\$275,001 - \$350,000	180	15.82%	19.2	7	58	97	18
\$350,001 - \$450,000	142	12.48%	42.2	5	43	73	21
\$450,001 and up	119	10.46%	50.6	1	18	66	34
Total Pending Units	1,138			136	547	371	84
Total Pending Volume	318,138,582	100%	24.2	19.38M	121.79M	132.51M	44.46M
Average Listing Price	\$280,304			\$142,464	\$222,653	\$357,162	\$529,344

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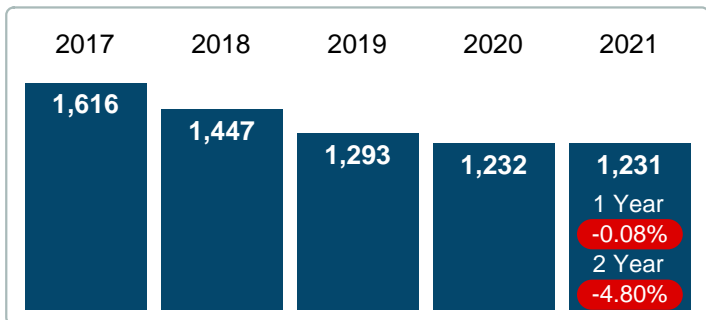
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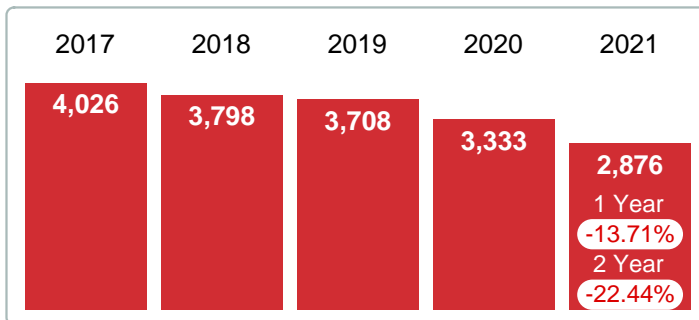
NEW LISTINGS

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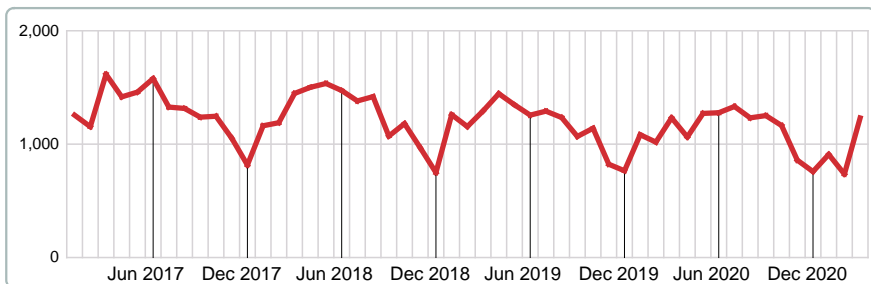
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,364

High Mar 2017 1,616 Low Feb 2021 736

New Listings this month at 1,231 below the 5 yr MAR average of 1,364



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	114	9.26%	68	43	3	0
\$100,001 - \$150,000	126	10.24%	25	89	12	0
\$150,001 - \$200,000	208	16.90%	16	159	31	2
\$200,001 - \$275,000	263	21.36%	20	148	89	6
\$275,001 - \$375,000	244	19.82%	8	86	128	22
\$375,001 - \$525,000	141	11.45%	6	33	74	28
\$525,001 and up	135	10.97%	0	21	66	48
Total New Listed Units	1,231		143	579	403	106
Total New Listed Volume	379,680,137	100%	20.38M	135.10M	161.98M	62.22M
Average New Listed Listing Price	\$285,663		\$142,533	\$233,329	\$401,932	\$586,996

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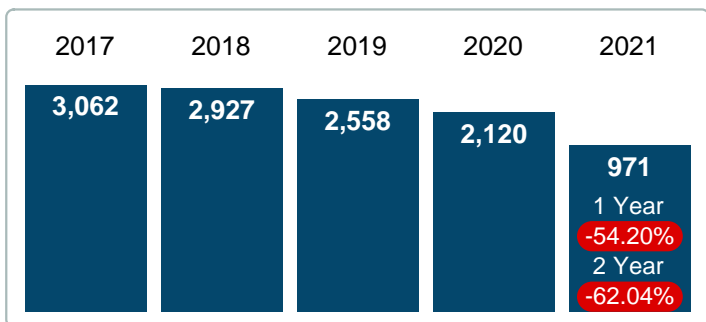
Area Delimited by County Of Tulsa - Residential Property Type



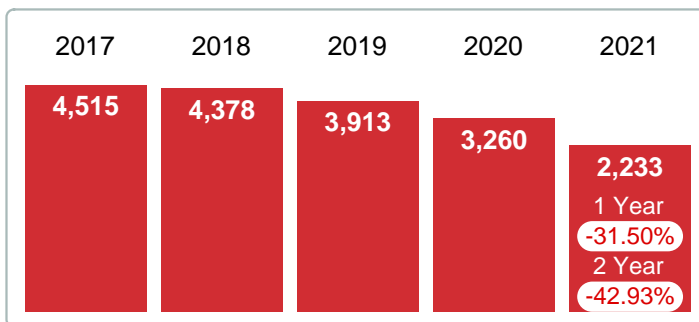
ACTIVE INVENTORY

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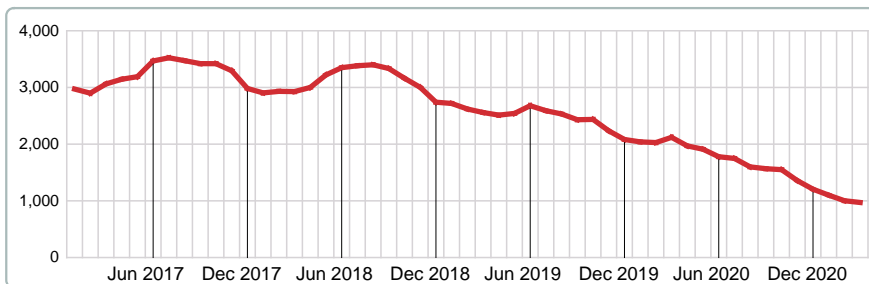
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2,328

High Jul 2017 3,523 Low Mar 2021 971

Inventory this month at **971**
below the 5 yr MAR average of **2,328**



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	29	2.99%	152.2	18	9	2	0
\$50,001 - \$125,000	182	18.74%	112.7	78	91	13	0
\$125,001 - \$200,000	133	13.70%	44.8	26	89	16	2
\$200,001 - \$375,000	258	26.57%	47.2	25	121	94	18
\$375,001 - \$525,000	144	14.83%	87.4	12	29	79	24
\$525,001 - \$850,000	126	12.98%	66.8	0	22	49	55
\$850,001 and up	99	10.20%	89.4	1	8	39	51
Total Active Inventory by Units			971	160	369	292	150
Total Active Inventory by Volume			414,541,071	23.02M	91.77M	156.79M	142.96M
Average Active Inventory Listing Price			\$426,922	\$143,859	\$248,710	\$536,943	\$953,083

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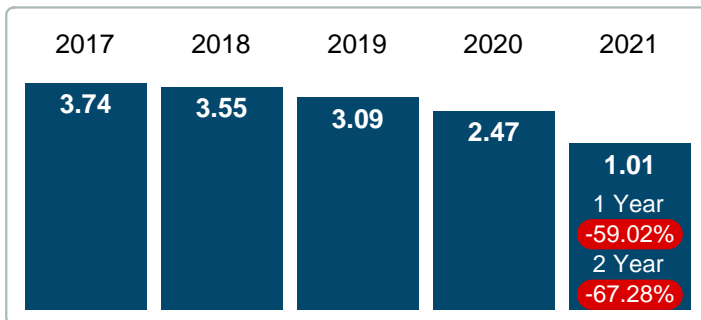
Area Delimited by County Of Tulsa - Residential Property Type



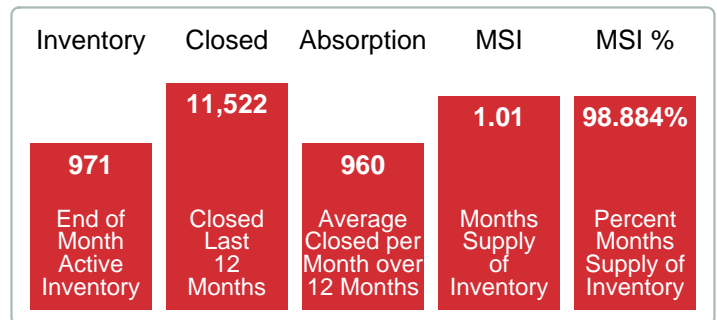
MONTHS SUPPLY of INVENTORY (MSI)

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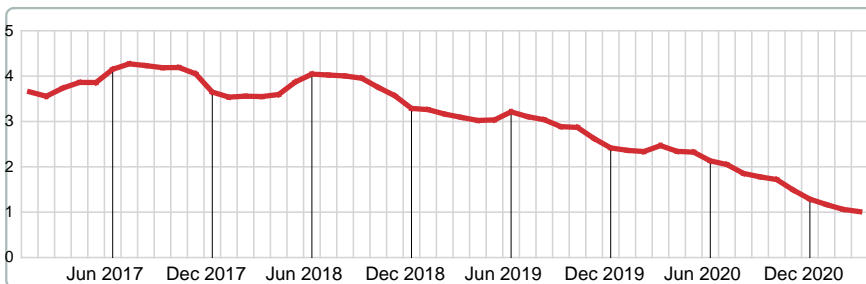
MSI FOR MARCH



INDICATORS FOR MARCH 2021

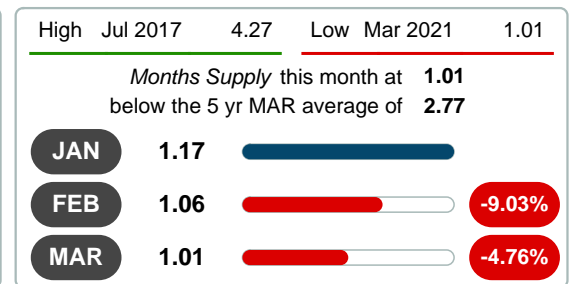


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.77



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	29	2.99%	1.14	1.10	1.17	1.60	0.00
\$50,001 - \$125,000	182	18.74%	1.36	1.80	1.13	1.44	0.00
\$125,001 - \$200,000	133	13.70%	0.45	1.14	0.40	0.34	0.71
\$200,001 - \$375,000	258	26.57%	0.69	1.71	0.79	0.52	0.71
\$375,001 - \$525,000	144	14.83%	1.77	10.29	1.76	1.62	1.61
\$525,001 - \$850,000	126	12.98%	3.24	0.00	4.06	2.15	5.37
\$850,001 and up	99	10.20%	9.14	12.00	7.38	7.93	10.74
Market Supply of Inventory (MSI)			1.01	1.62	0.76	0.93	2.54
Total Active Inventory by Units		100%	1.01	160	369	292	150

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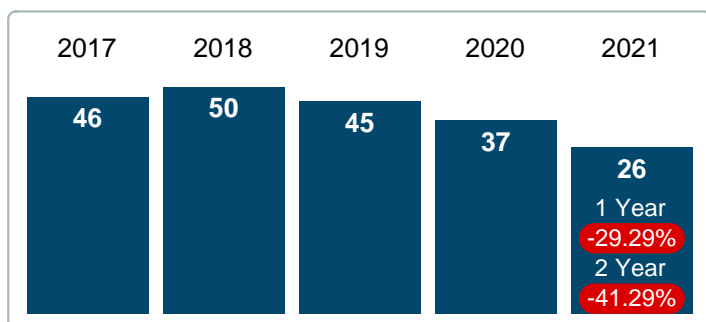
Area Delimited by County Of Tulsa - Residential Property Type



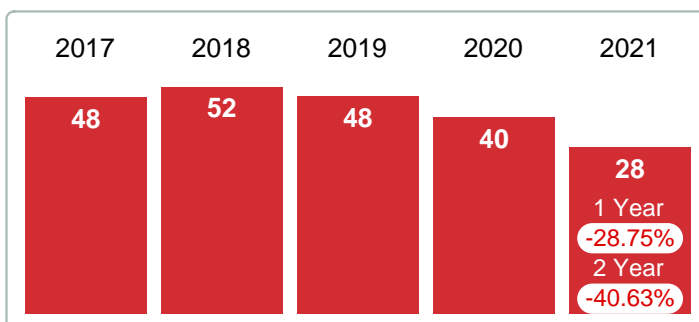
AVERAGE DAYS ON MARKET TO SALE

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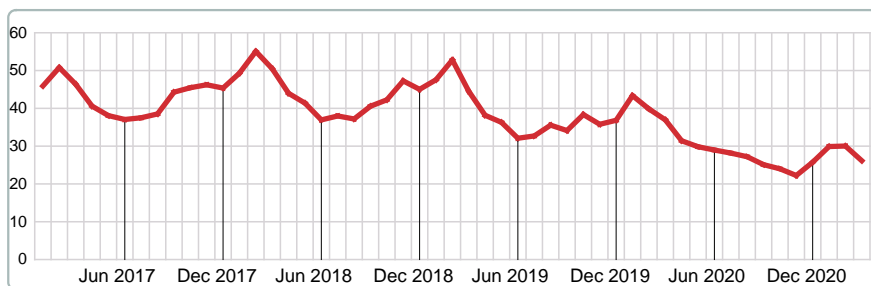
MARCH



YEAR TO DATE (YTD)

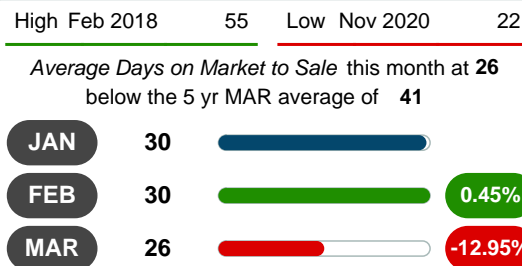


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 41



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	9.87%	25	28	22	12	11
\$100,001 - \$125,000	6.92%	13	9	15	22	0
\$125,001 - \$175,000	18.62%	14	10	16	9	6
\$175,001 - \$250,000	26.35%	17	41	17	13	17
\$250,001 - \$325,000	15.36%	30	5	26	36	26
\$325,001 - \$425,000	12.61%	41	18	55	35	32
\$425,001 and up	10.27%	55	160	57	44	74
Average Closed DOM		26	24	22	30	48
Total Closed Units	100%	26	108	511	301	63
Total Closed Volume		252,734,688	12.71M	102.23M	105.35M	32.44M

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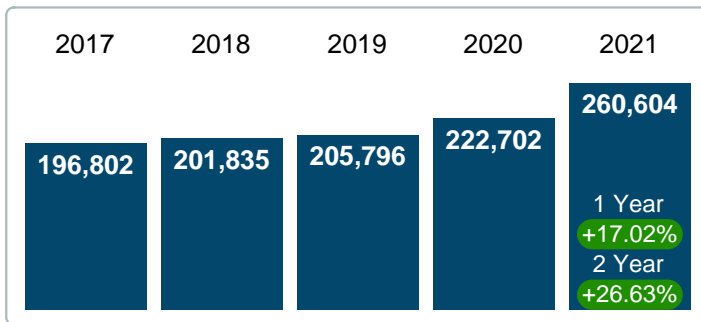
Area Delimited by County Of Tulsa - Residential Property Type



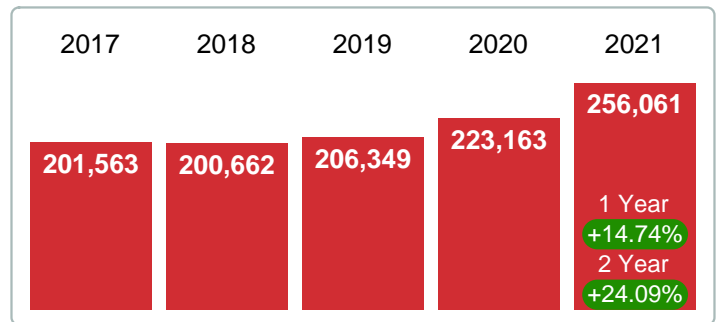
AVERAGE LIST PRICE AT CLOSING

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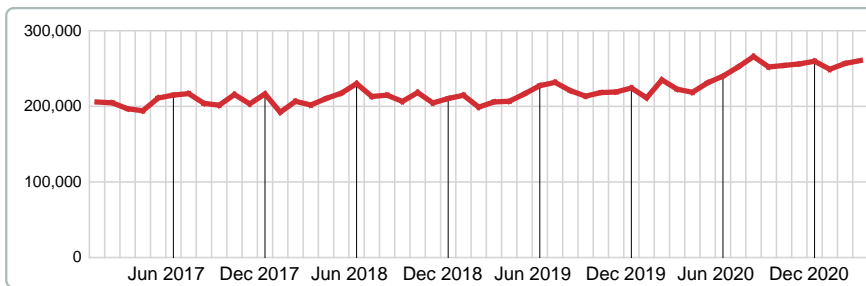
MARCH



YEAR TO DATE (YTD)

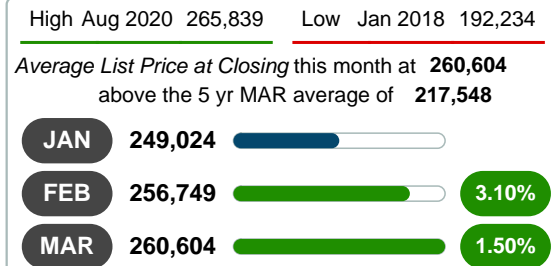


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 217,548



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	9.77%	66,530	59,004	79,691	74,500	60,000
\$100,001 - \$125,000	7.02%	115,987	116,356	117,541	129,750	0
\$125,001 - \$175,000	18.72%	150,993	142,428	152,149	146,564	154,950
\$175,001 - \$250,000	26.25%	210,811	210,764	205,918	220,806	217,467
\$250,001 - \$325,000	14.95%	291,430	277,833	290,901	292,886	294,427
\$325,001 - \$425,000	12.61%	372,719	375,000	374,227	378,710	367,889
\$425,001 and up	10.68%	671,945	599,000	534,242	655,153	801,634
Average List Price		260,604	119,422	201,344	355,683	529,028
Total Closed Units	100%	260,604	108	511	301	63
Total Closed Volume		256,173,438	12.90M	102.89M	107.06M	33.33M

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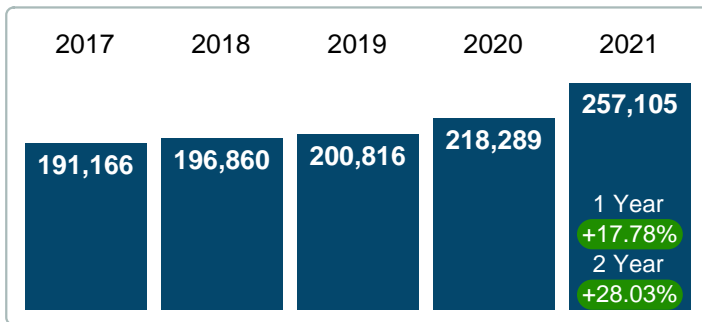
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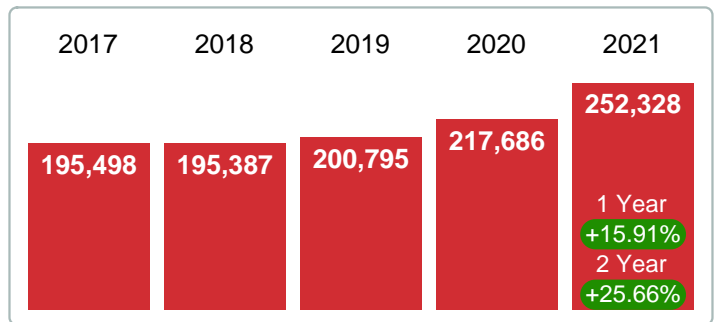
AVERAGE SOLD PRICE AT CLOSING

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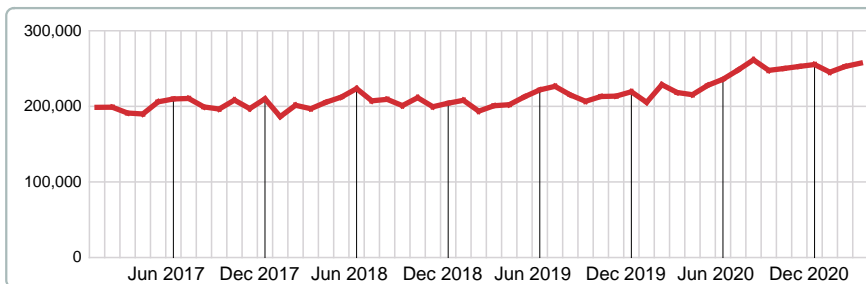
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

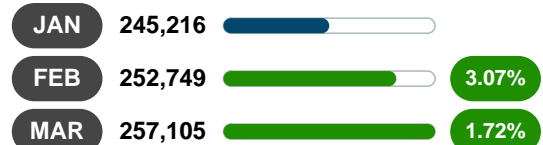


3 MONTHS

5 year MAR AVG = 212,847

High Aug 2020 261,532 Low Jan 2018 186,418

Average Sold Price at Closing this month at **257,105** above the 5 yr MAR average of **212,847**



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	9.87%	64,357	56,496	74,533	60,000	58,000
\$100,001 - \$125,000	6.92%	115,449	115,728	115,076	121,250	0
\$125,001 - \$175,000	18.62%	150,637	143,915	151,754	146,867	144,500
\$175,001 - \$250,000	26.35%	210,177	208,918	206,441	218,239	222,500
\$250,001 - \$325,000	15.36%	290,136	279,500	288,514	292,014	290,873
\$325,001 - \$425,000	12.61%	373,684	375,000	372,164	375,905	368,551
\$425,001 and up	10.27%	658,335	550,000	522,543	634,595	771,273
Average Sold Price		257,105	117,653	200,063	350,008	514,978
Total Closed Units	100%	257,105	108	511	301	63
Total Closed Volume		252,734,688	12.71M	102.23M	105.35M	32.44M

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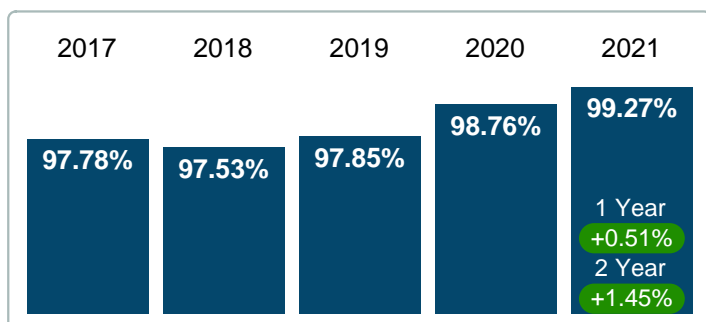
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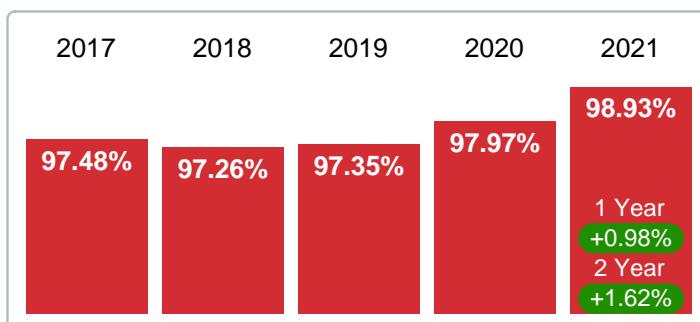
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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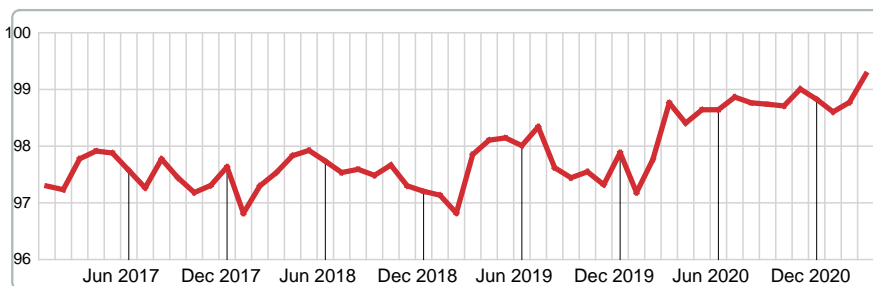
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

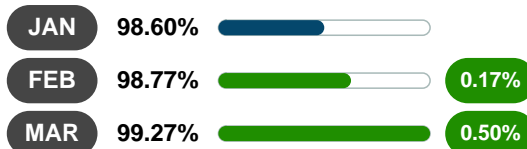


3 MONTHS

5 year MAR AVG = 98.24%

High Mar 2021 99.27% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.27%** above the 5 yr MAR average of **98.24%**



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	97	9.87%	95.17%	95.49%	95.09%	80.54%	96.67%
\$100,001 - \$125,000	68	6.92%	98.57%	99.70%	98.30%	93.45%	0.00%
\$125,001 - \$175,000	183	18.62%	100.01%	101.27%	99.92%	100.59%	93.26%
\$175,001 - \$250,000	259	26.35%	100.81%	99.38%	101.59%	99.29%	102.29%
\$250,001 - \$325,000	151	15.36%	99.61%	100.71%	99.34%	99.80%	99.03%
\$325,001 - \$425,000	124	12.61%	99.54%	100.00%	99.51%	99.38%	100.20%
\$425,001 and up	101	10.27%	97.53%	91.82%	98.12%	97.67%	97.18%
Average Sold/List Ratio		99.30%		97.77%	99.78%	99.10%	98.48%
Total Closed Units		983	100%	108	511	301	63
Total Closed Volume		252,734,688		12.71M	102.23M	105.35M	32.44M

March 2021



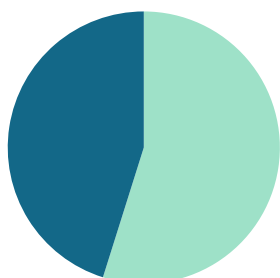
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

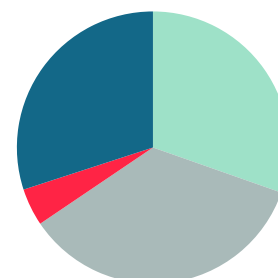


Inventory
 New Listings
1,231 = 54.86%
 Start Inventory
1,013
 Total Inventory Units
2,244
 Volume
\$794,789,540

Market Activity

Closed Sales
983 = 30.38%
 Pending Sales
1,138 = 35.17%
 Other Off Market
144 = 4.45%
 Active Inventory
971 = 30.01%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	785	983	25.22%	2,061	2,354	14.22%
Pending Sales	858	1,138	32.63%	2,458	2,778	13.02%
New Listings	1,232	1,231	-0.08%	3,333	2,876	-13.71%
Average List Price	222,702	260,604	17.02%	223,163	256,061	14.74%
Average Sale Price	218,289	257,105	17.78%	217,686	252,328	15.91%
Average Percent of Selling Price to List Price	98.76%	99.27%	0.51%	97.97%	98.93%	0.98%
Average Days on Market to Sale	36.96	26.14	-29.29%	39.81	28.36	-28.75%
Monthly Inventory	2,120	971	-54.20%	2,120	971	-54.20%
Months Supply of Inventory	2.47	1.01	-59.02%	2.47	1.01	-59.02%

Absorption: Last 12 months, an Average of **960** Sales/Month

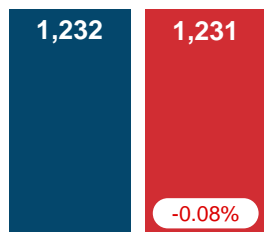
Inventory on March 31, 2021 = **971**

2020 **2021**

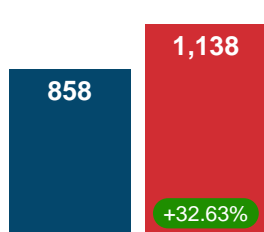
MARCH MARKET

AVERAGE PRICES

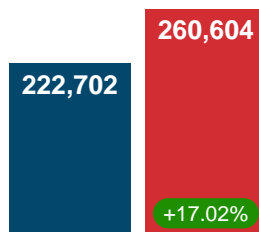
New Listings



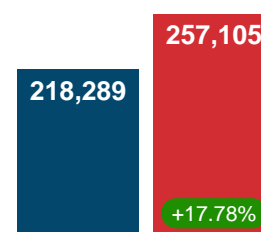
Pending Listings



List Price



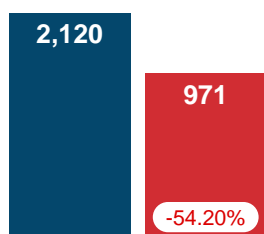
Sale Price



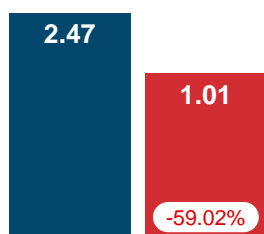
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

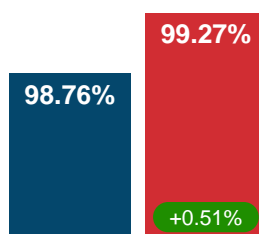
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

