

March 2021



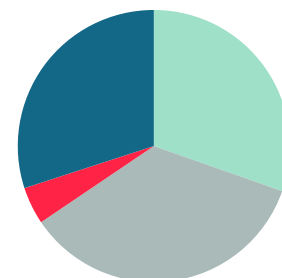
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	190,000	215,000	13.16%
Median Sale Price	189,900	215,000	13.22%
Median Percent of Selling Price to List Price	99.37%	100.00%	0.64%
Median Days on Market to Sale	14.00	5.00	-64.29%
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.

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 **13.22%** in March 2021 to \$215,000 versus the previous year at \$189,900.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 9.00 days or **64.29%** in March 2021 compared to last year's same month at **14.00** DOM.

Sales Success for March 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 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.

What's in this Issue

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

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

March 2021



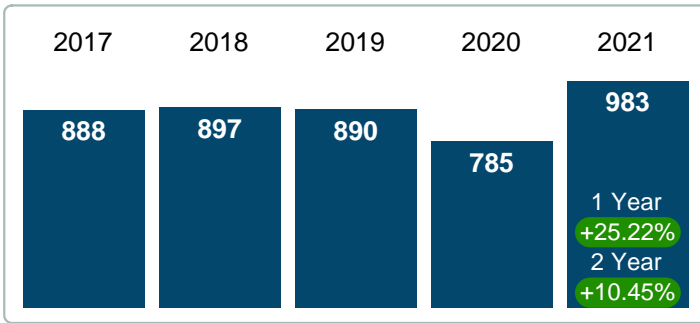
Area Delimited by County Of Tulsa - Residential Property Type



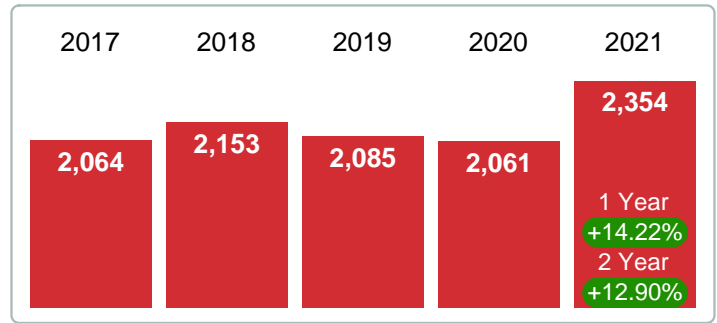
CLOSED LISTINGS

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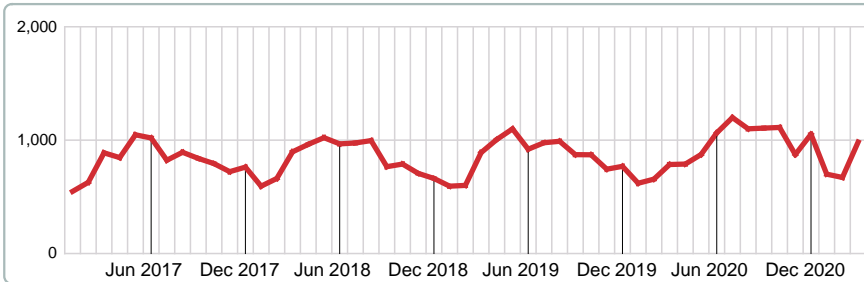
MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	97	9.87%	7.0	53	42	1	1
\$100,001 - \$125,000	68	6.92%	4.0	20	46	2	0
\$125,001 - \$175,000	183	18.62%	3.0	13	150	18	2
\$175,001 - \$250,000	259	26.35%	4.0	14	167	75	3
\$250,001 - \$325,000	151	15.36%	8.0	6	56	78	11
\$325,001 - \$425,000	124	12.61%	12.0	1	38	67	18
\$425,001 and up	101	10.27%	24.0	1	12	60	28
Total Closed Units	983			108	511	301	63
Total Closed Volume	252,734,688	100%	5.0	12.71M	102.23M	105.35M	32.44M
Median Closed Price	\$215,000			\$102,000	\$180,000	\$310,000	\$390,000

March 2021



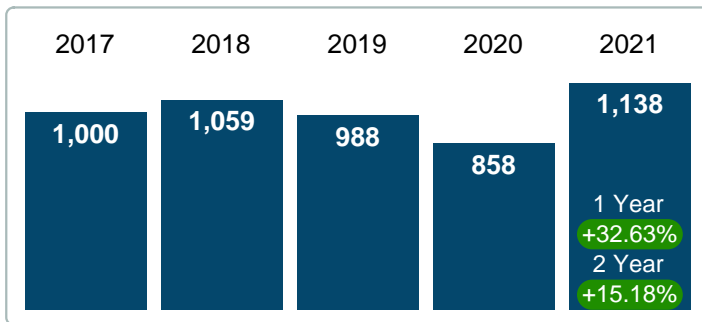
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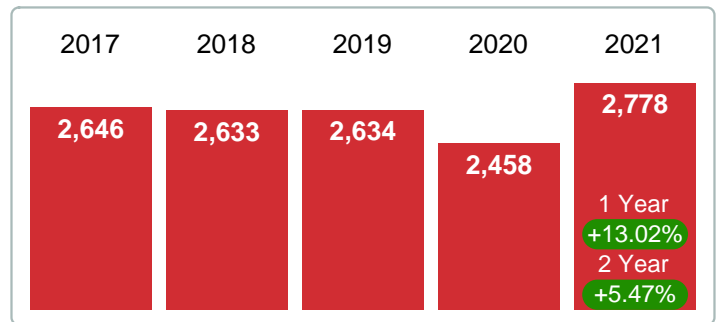
PENDING LISTINGS

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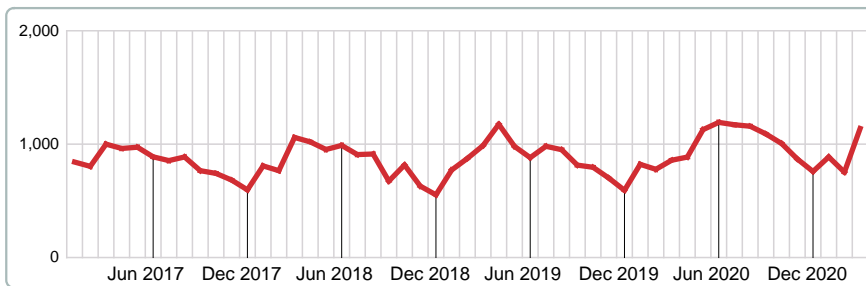
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

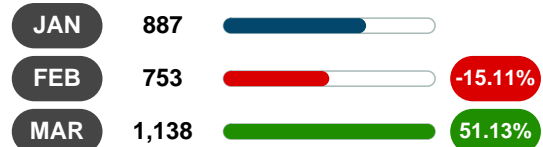


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	107	9.40%	8.0	62	41	3	1
\$100,001 - \$150,000	131	11.51%	5.0	23	96	12	0
\$150,001 - \$175,000	104	9.14%	3.5	11	86	6	1
\$175,001 - \$275,000	355	31.20%	4.0	27	205	114	9
\$275,001 - \$350,000	180	15.82%	4.0	7	58	97	18
\$350,001 - \$450,000	142	12.48%	7.5	5	43	73	21
\$450,001 and up	119	10.46%	14.0	1	18	66	34
Total Pending Units	1,138			136	547	371	84
Total Pending Volume	318,138,582	100%	5.0	19.38M	121.79M	132.51M	44.46M
Median Listing Price	\$230,000			\$115,000	\$195,000	\$315,000	\$394,450

March 2021



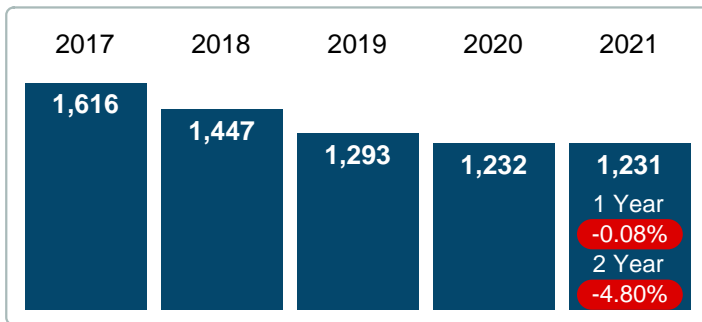
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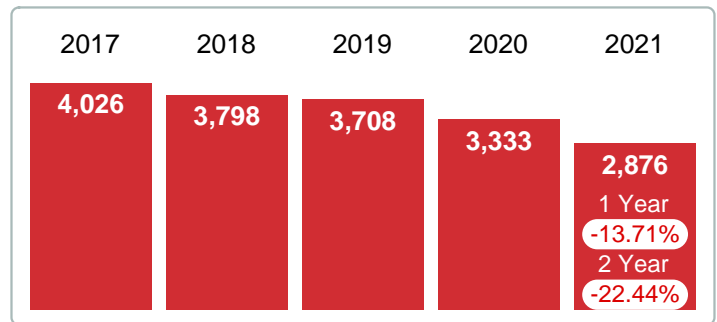
NEW LISTINGS

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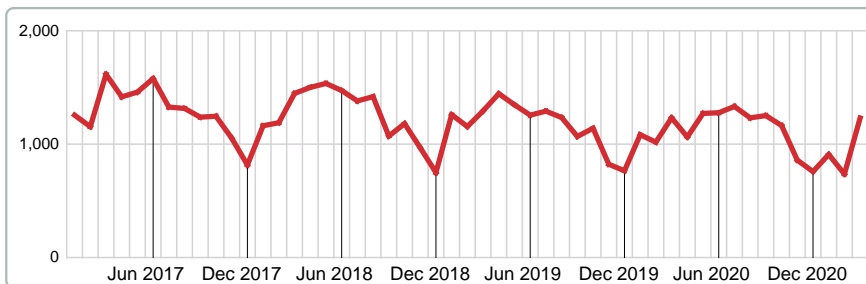
MARCH



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
Median New Listed Listing Price	\$249,000		\$112,500	\$200,000	\$324,500	\$485,000

March 2021



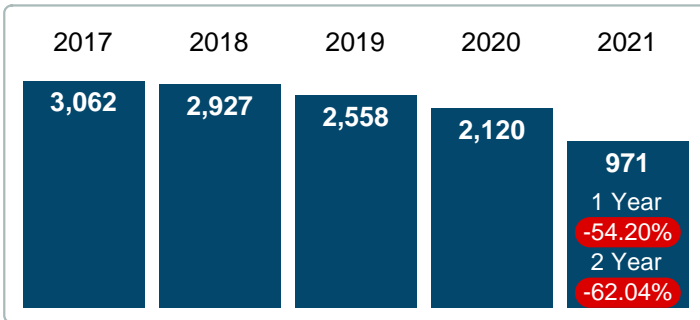
Area Delimited by County Of Tulsa - Residential Property Type



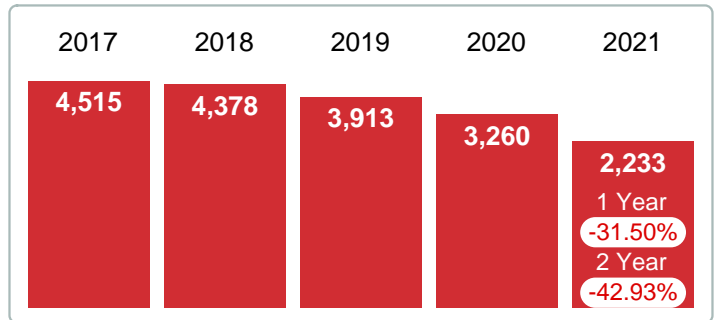
ACTIVE INVENTORY

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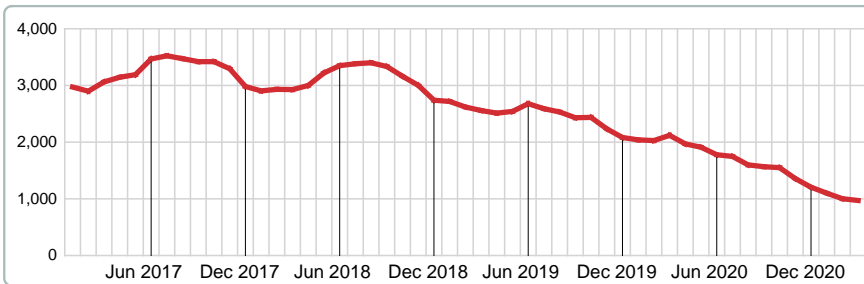
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

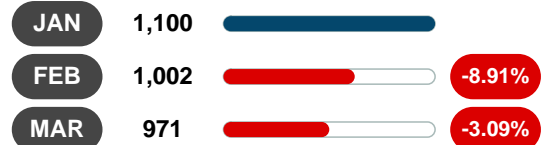


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	29	2.99%	34.0	18	9	2	0
\$50,001 - \$125,000	182	18.74%	84.5	78	91	13	0
\$125,001 - \$200,000	133	13.70%	19.0	26	89	16	2
\$200,001 - \$375,000	258	26.57%	18.5	25	121	94	18
\$375,001 - \$525,000	144	14.83%	47.0	12	29	79	24
\$525,001 - \$850,000	126	12.98%	29.5	0	22	49	55
\$850,001 and up	99	10.20%	61.0	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
Median Active Inventory Listing Price			\$299,500	\$90,998	\$199,900	\$418,425	\$679,000

March 2021



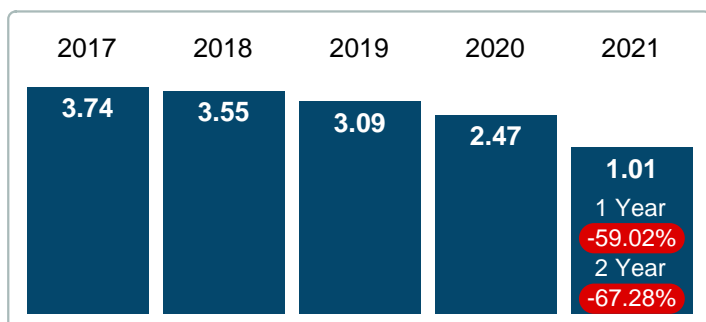
Area Delimited by County Of Tulsa - Residential Property Type



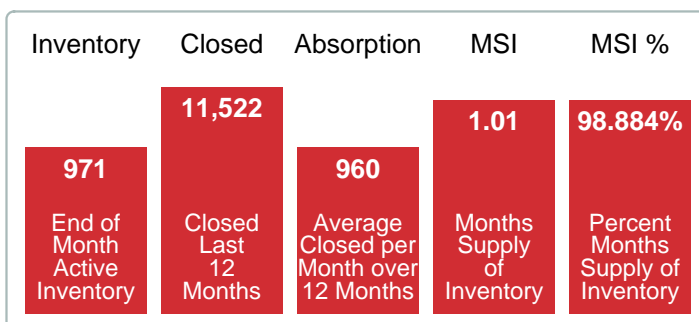
MONTHS SUPPLY of INVENTORY (MSI)

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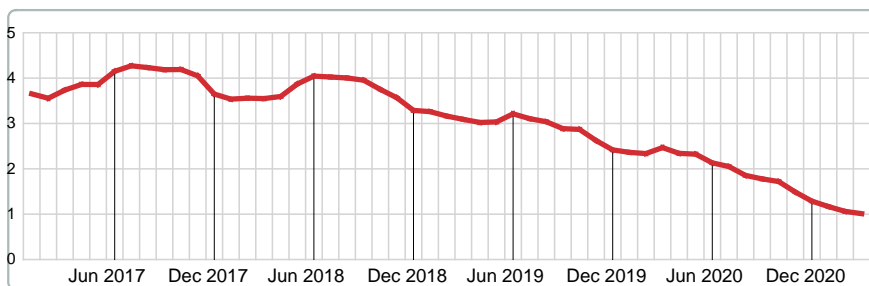
MSI FOR MARCH



INDICATORS FOR MARCH 2021

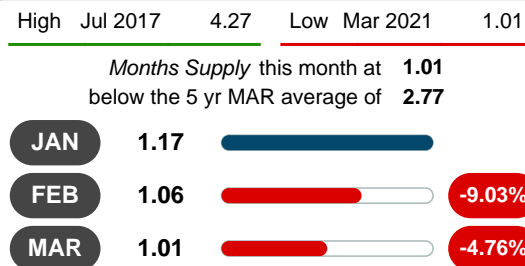


5 YEAR MARKET ACTIVITY TRENDS



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

March 2021



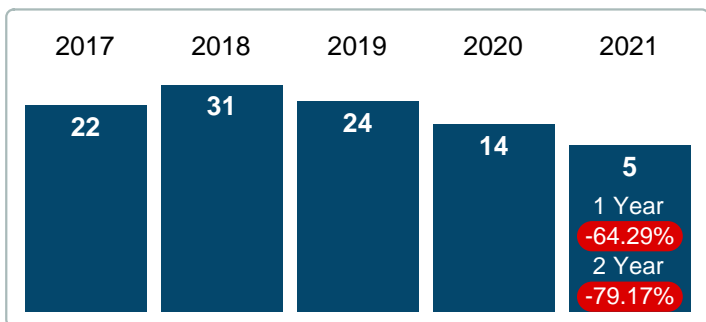
Area Delimited by County Of Tulsa - Residential Property Type



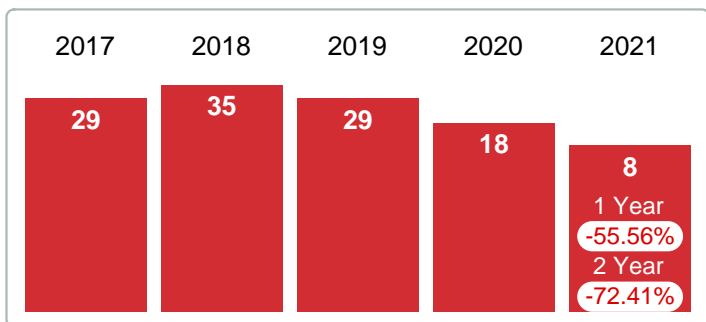
MEDIAN DAYS ON MARKET TO SALE

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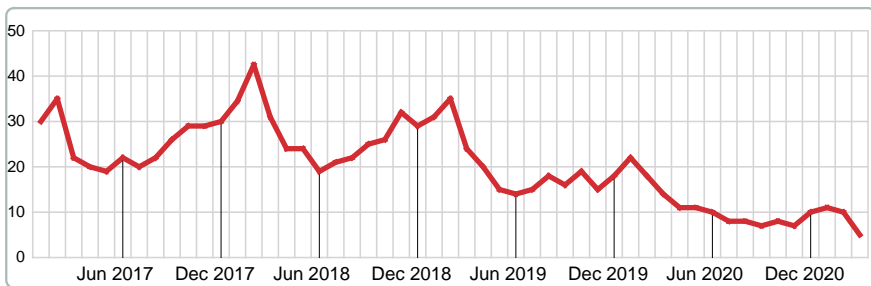
MARCH



YEAR TO DATE (YTD)

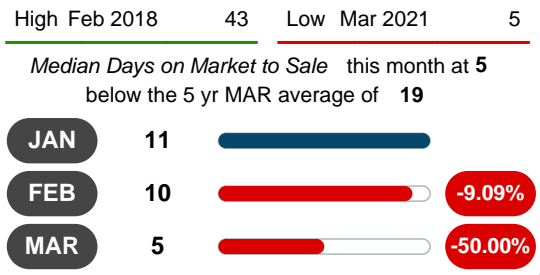


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 19



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	9.87%	7	6	9	12	11
\$100,001 - \$125,000	6.92%	4	2	5	22	0
\$125,001 - \$175,000	18.62%	3	2	3	6	6
\$175,001 - \$250,000	26.35%	4	26	4	3	2
\$250,001 - \$325,000	15.36%	8	1	5	13	25
\$325,001 - \$425,000	12.61%	12	18	17	12	12
\$425,001 and up	10.27%	24	160	21	20	39
Median Closed DOM		5	4	4	9	19
Total Closed Units	100%	983	108	511	301	63
Total Closed Volume		252,734,688	12.71M	102.23M	105.35M	32.44M

March 2021



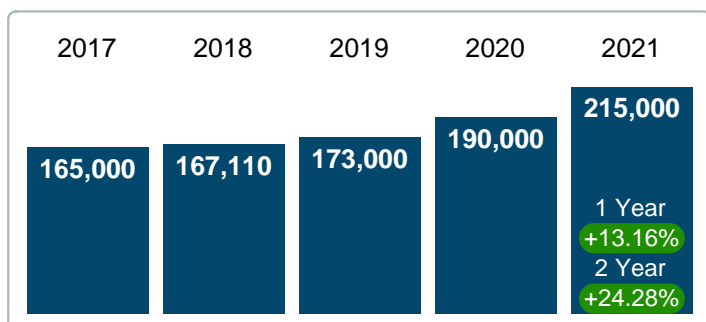
Area Delimited by County Of Tulsa - Residential Property Type



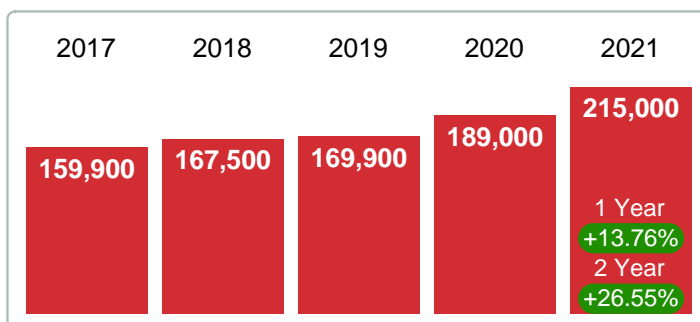
MEDIAN LIST PRICE AT CLOSING

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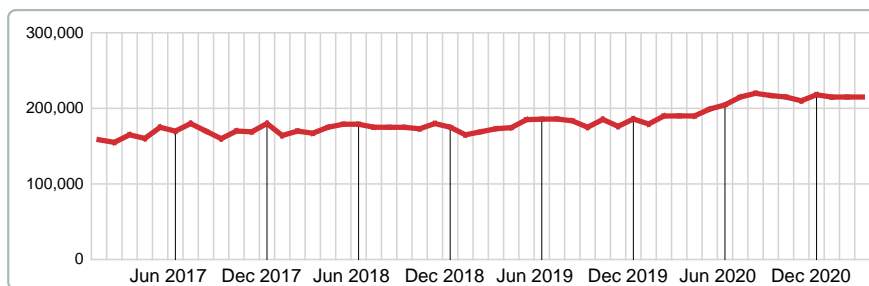
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

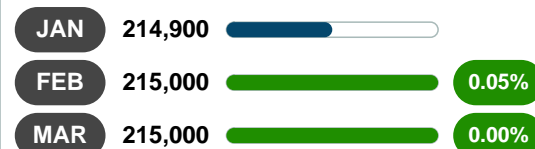


3 MONTHS

5 year MAR AVG = 182,022

High Aug 2020 219,900 Low Feb 2017 155,000

Median List Price at Closing this month at **215,000**
above the 5 yr MAR average of **182,022**



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	9.77%	69,000	60,700	79,715	74,500	60,000
\$100,001 - \$125,000	7.02%	118,000	117,500	117,000	119,500	0
\$125,001 - \$175,000	18.72%	151,000	137,000	154,450	149,000	154,950
\$175,001 - \$250,000	26.25%	210,000	212,000	204,900	220,000	220,000
\$250,001 - \$325,000	14.95%	289,000	280,000	287,500	298,950	292,200
\$325,001 - \$425,000	12.61%	369,950	375,000	367,500	374,900	359,500
\$425,001 and up	10.68%	575,000	599,000	472,950	583,750	599,900
Median List Price		215,000	102,500	179,900	310,000	394,900
Total Closed Units	100%	215,000	108	511	301	63
Total Closed Volume		256,173,438	12.90M	102.89M	107.06M	33.33M

March 2021



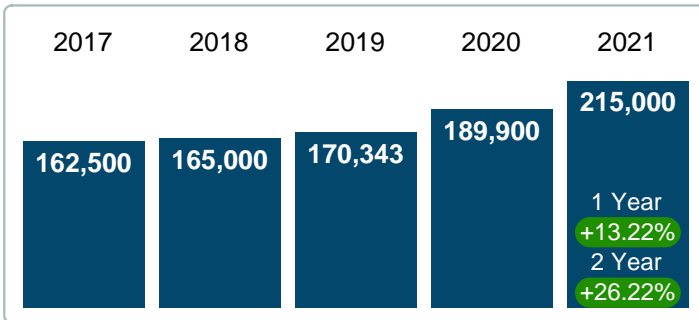
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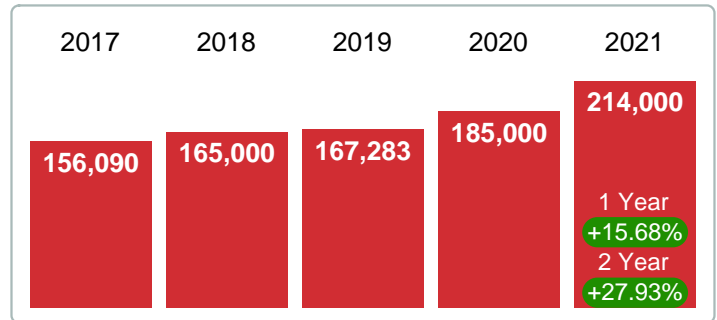
MEDIAN SOLD PRICE AT CLOSING

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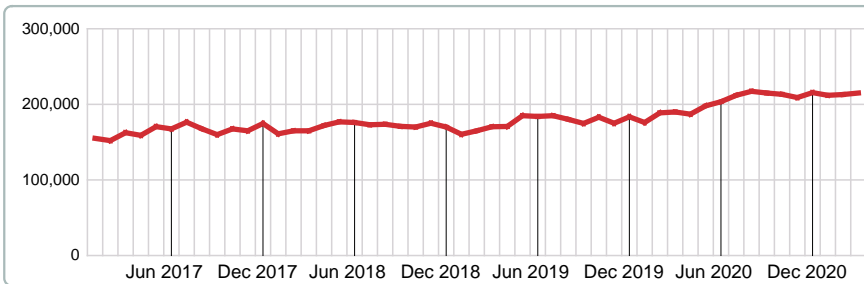
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

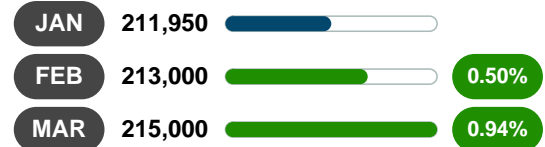


3 MONTHS

5 year MAR AVG = 180,549

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

Median Sold Price at Closing this month at **215,000** above the 5 yr MAR average of **180,549**



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	9.87%	66,000	55,000	80,000	60,000	58,000
\$100,001 - \$125,000	6.92%	115,750	116,125	115,000	121,250	0
\$125,001 - \$175,000	18.62%	150,000	137,000	152,250	145,000	144,500
\$175,001 - \$250,000	26.35%	210,000	213,000	205,000	222,000	220,000
\$250,001 - \$325,000	15.36%	289,000	280,000	287,000	292,450	295,000
\$325,001 - \$425,000	12.61%	371,500	375,000	367,500	377,000	367,500
\$425,001 and up	10.27%	575,000	550,000	495,000	579,750	593,500
Median Sold Price		215,000	102,000	180,000	310,000	390,000
Total Closed Units	100%	215,000	108	511	301	63
Total Closed Volume		252,734,688	12.71M	102.23M	105.35M	32.44M

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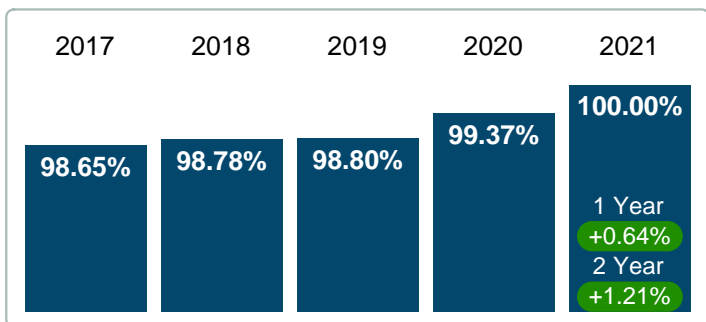
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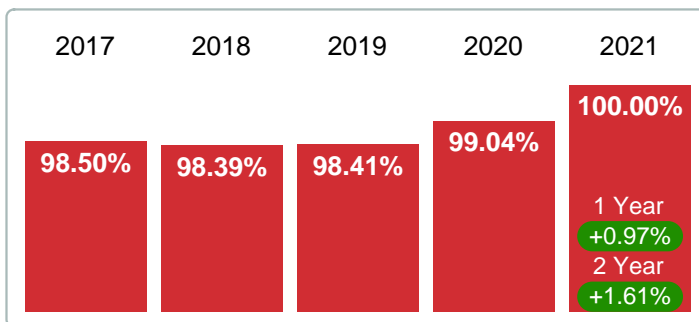
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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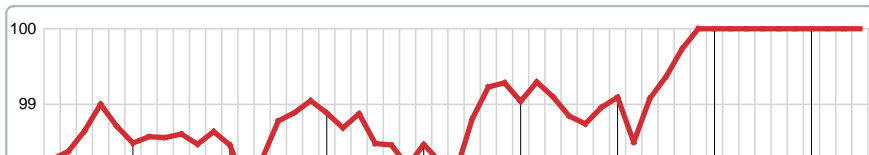
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 99.12%

High Mar 2021 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAR average of **99.12%**

JAN 100.00%
FEB 100.00%
MAR 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	97	9.87%	96.67%	97.56%	95.70%	80.54%	96.67%
\$100,001 - \$125,000	68	6.92%	100.00%	100.00%	100.00%	93.45%	0.00%
\$125,001 - \$175,000	183	18.62%	100.00%	100.00%	100.00%	100.00%	93.26%
\$175,001 - \$250,000	259	26.35%	100.00%	99.62%	100.00%	100.00%	101.24%
\$250,001 - \$325,000	151	15.36%	100.00%	100.00%	100.00%	100.00%	99.53%
\$325,001 - \$425,000	124	12.61%	100.00%	100.00%	100.00%	100.00%	100.00%
\$425,001 and up	101	10.27%	98.18%	91.82%	98.56%	98.45%	98.07%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	99.55%
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



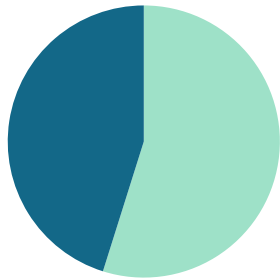
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

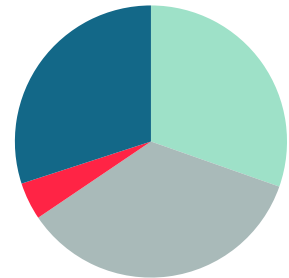


Inventory
 New Listings
1,231 = 54.86%
 Start Inventory
1,013
 Total Inventory Units
2,244
 Volume
\$794,789,540

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%
Median List Price	190,000	215,000	13.16%	189,000	215,000	13.76%
Median Sale Price	189,900	215,000	13.22%	185,000	214,000	15.68%
Median Percent of Selling Price to List Price	99.37%	100.00%	0.64%	99.04%	100.00%	0.97%
Median Days on Market to Sale	14.00	5.00	-64.29%	18.00	8.00	-55.56%
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

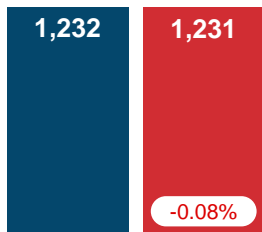
Inventory on March 31, 2021 = **971**

2020 **2021**

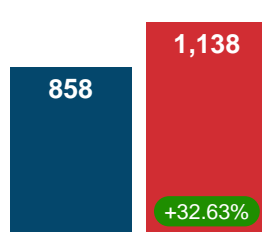
MARCH MARKET

MEDIAN PRICES

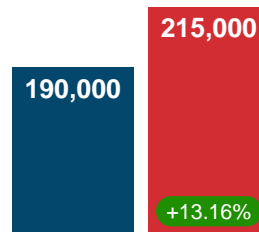
New Listings



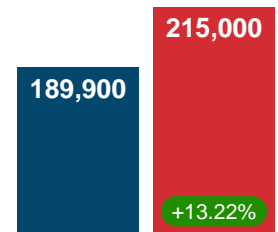
Pending Listings



List Price



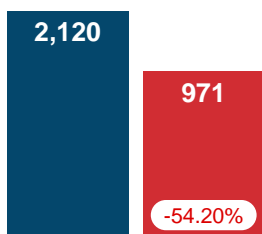
Sale Price



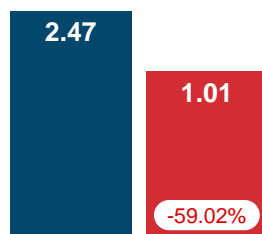
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

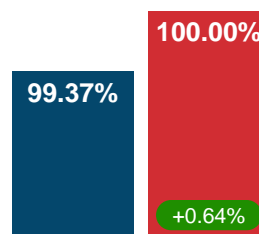
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

