

February 2020

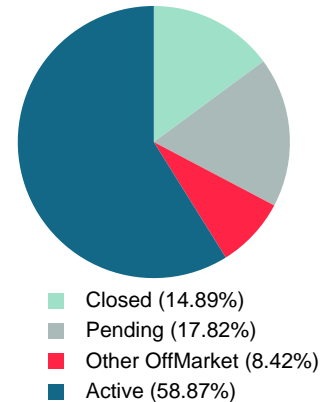
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	February 2020	+/-%
Closed Listings	732	768	4.92%
Pending Listings	953	919	-3.57%
New Listings	1,426	1,274	-10.66%
Average List Price	176,018	210,451	19.56%
Average Sale Price	170,162	200,185	17.64%
Average Percent of Selling Price to List Price	96.77%	97.67%	0.93%
Average Days on Market to Sale	52.24	41.55	-20.48%
End of Month Inventory	4,718	3,036	-35.65%
Months Supply of Inventory	4.87	3.01	-38.18%



Absorption: Last 12 months, an Average of **1,009** Sales/Month
Active Inventory as of February 29, 2020 = **3,036**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **35.65%** to 3,036 existing homes available for sale. Over the last 12 months this area has had an average of 1,009 closed sales per month. This represents an unsold inventory index of **3.01** 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 **17.64%** in February 2020 to \$200,185 versus the previous year at \$170,162.

Average Days on Market Shortens

The average number of **41.55** days that homes spent on the market before selling decreased by 10.70 days or **20.48%** in February 2020 compared to last year's same month at **52.24** DOM.

Sales Success for February 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,274 New Listings in February 2020, down **10.66%** from last year at 1,426. Furthermore, there were 768 Closed Listings this month versus last year at 732, a **4.92%** increase.

Closed versus Listed trends yielded a **60.3%** ratio, up from previous year's, February 2019, at **51.3%**, a **17.44%** 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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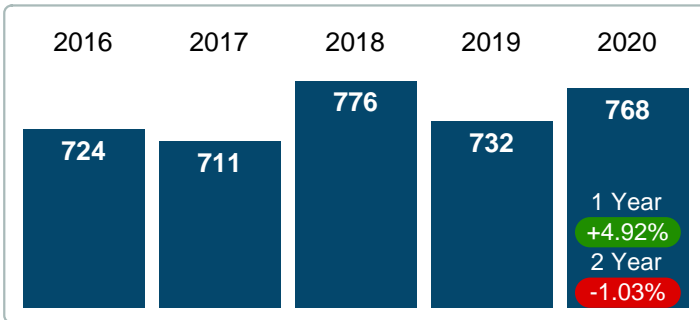
Area Delimited by County Of Tulsa



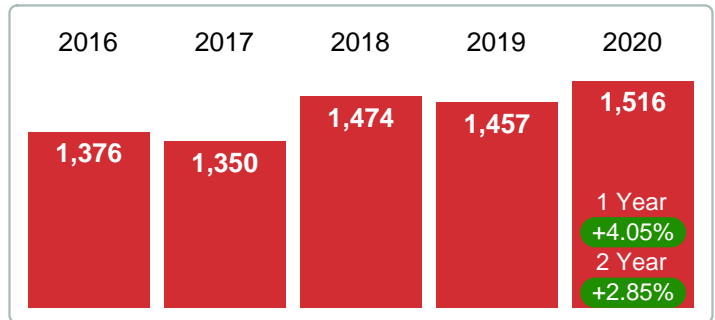
CLOSED LISTINGS

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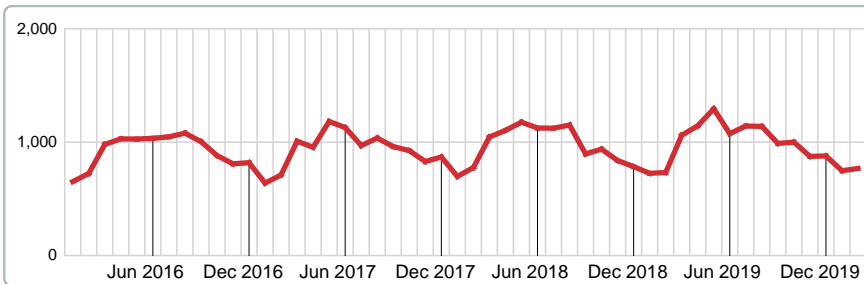
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 742

High May 2019 1,294 Low Jan 2017 639

Closed Listings this month at **768**
above the 5 yr FEB average of **742**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	161	20.96%	41.4	57	79	21	4
\$75,001-\$125,000	84	10.94%	29.5	20	58	6	0
\$125,001-\$200,000	238	30.99%	29.1	28	175	33	2
\$200,001-\$250,000	90	11.72%	49.2	6	36	46	2
\$250,001-\$350,000	97	12.63%	54.1	8	31	53	5
\$350,001 and up	98	12.76%	63.0	7	26	49	16
Total Closed Units	768			126	405	208	29
Total Closed Volume	153,742,413	100%	41.5	17.49M	64.98M	56.33M	14.94M
Average Closed Price	\$200,185			\$138,779	\$160,451	\$270,838	\$515,144

February 2020

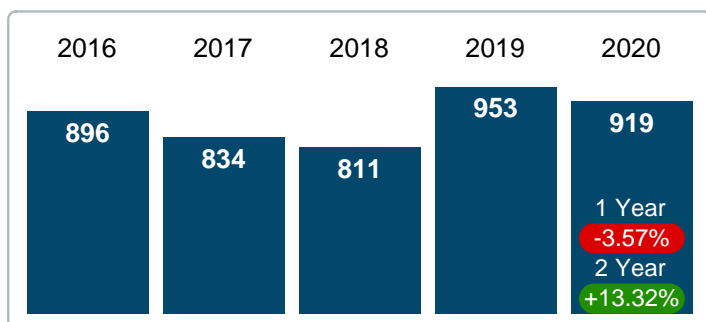
Area Delimited by County Of Tulsa



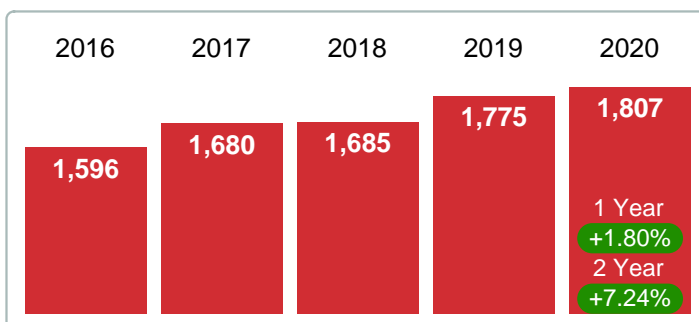
PENDING LISTINGS

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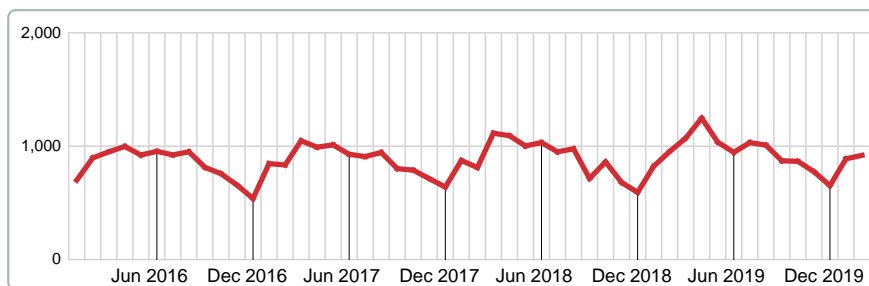
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

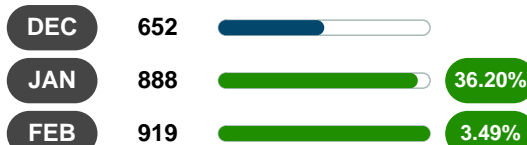


3 MONTHS

5 year FEB AVG = 883

High Apr 2019 1,247 Low Dec 2016 538

Pending Listings this month at **919**
above the 5 yr FEB average of **883**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	93	10.12%	40.7	44	42	7	0
\$50,001 - \$100,000	97	10.55%	37.1	37	57	3	0
\$100,001 - \$150,000	149	16.21%	35.7	24	111	13	1
\$150,001 - \$200,000	183	19.91%	32.3	13	134	32	4
\$200,001 - \$275,000	179	19.48%	43.0	6	85	80	8
\$275,001 - \$375,000	122	13.28%	49.4	7	39	70	6
\$375,001 and up	96	10.45%	59.3	5	17	58	16
Total Pending Units	919			136	485	263	35
Total Pending Volume	194,903,180	100%	35.5	16.01M	84.95M	78.42M	15.52M
Average Listing Price	\$153,493			\$117,703	\$175,158	\$298,177	\$443,527

February 2020

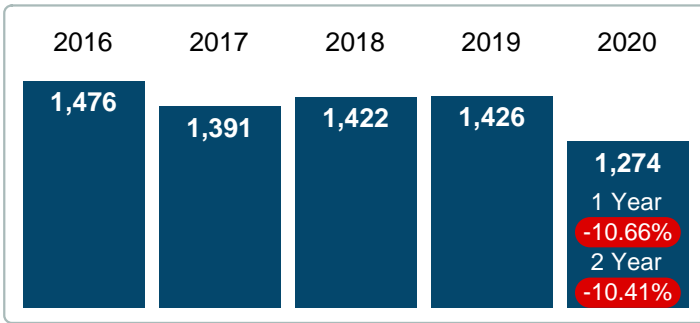
Area Delimited by County Of Tulsa



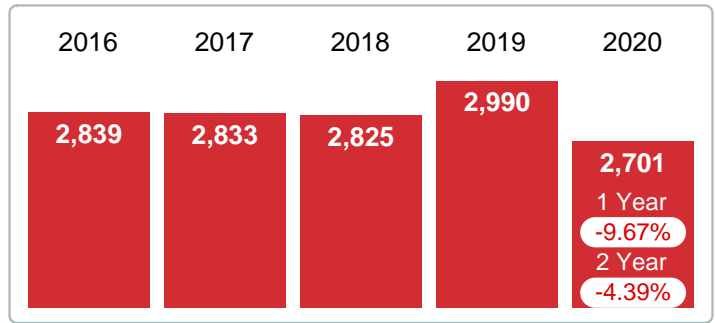
NEW LISTINGS

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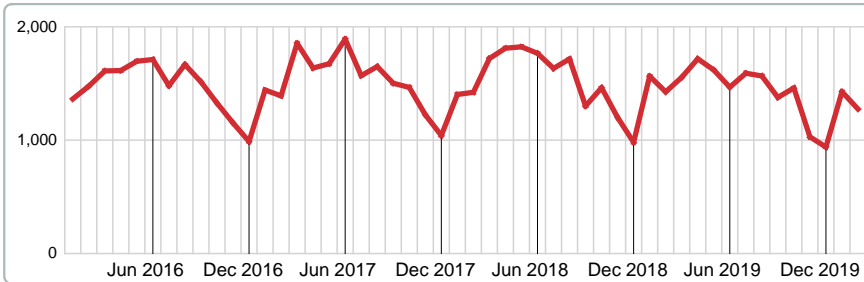
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

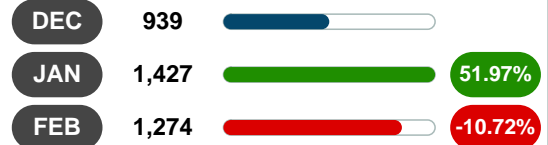


3 MONTHS

5 year FEB AVG = 1,398

High Jun 2017 1,891 Low Dec 2019 939

New Listings this month at 1,274
below the 5 yr FEB average of 1,398



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1 - \$90,000	277	21.74%	118	126	31	2
\$90,001 - \$150,000	169	13.27%	38	117	11	3
\$150,001 - \$240,000	339	26.61%	57	185	90	7
\$240,001 - \$350,000	203	15.93%	27	77	87	12
\$350,001 - \$490,000	155	12.17%	14	38	83	20
\$490,001 and up	131	10.28%	30	17	57	27
Total New Listed Units	1,274		284	560	359	71
Total New Listed Volume	334,419,222	100%	72.19M	102.61M	120.81M	38.80M
Average New Listed Listing Price	\$143,883		\$254,204	\$183,238	\$336,529	\$546,448

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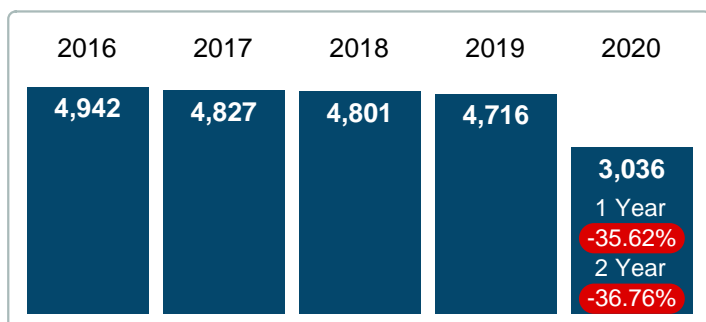
Area Delimited by County Of Tulsa



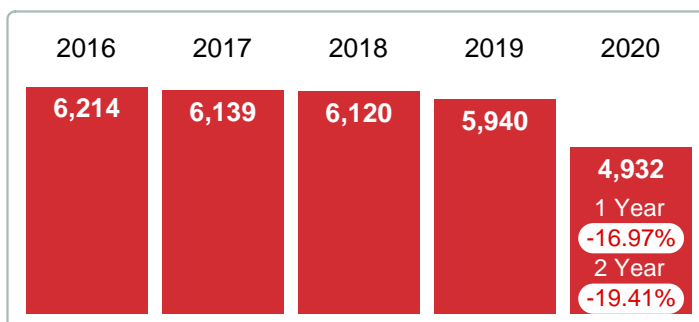
ACTIVE INVENTORY

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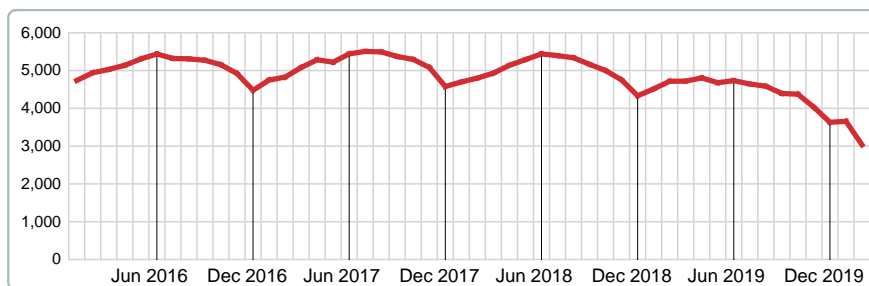
END OF FEBRUARY



ACTIVE DURING FEBRUARY

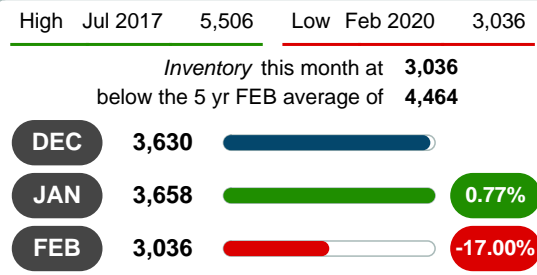


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4,464



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	276	9.09%	61.2	120	124	25	7
\$25,001 - \$100,000	366	12.06%	83.9	264	85	15	2
\$100,001 - \$175,000	515	16.96%	74.1	247	234	31	3
\$175,001 - \$300,000	715	23.55%	68.4	133	282	275	25
\$300,001 - \$425,000	481	15.84%	75.2	70	113	250	48
\$425,001 - \$725,000	367	12.09%	78.7	54	65	172	76
\$725,001 and up	316	10.41%	87.2	153	12	73	78
Total Active Inventory by Units				1,041	915	841	239
Total Active Inventory by Volume				401.86M	195.05M	345.73M	163.06M
Average Active Inventory Listing Price				\$386,032	\$213,171	\$411,091	\$682,265

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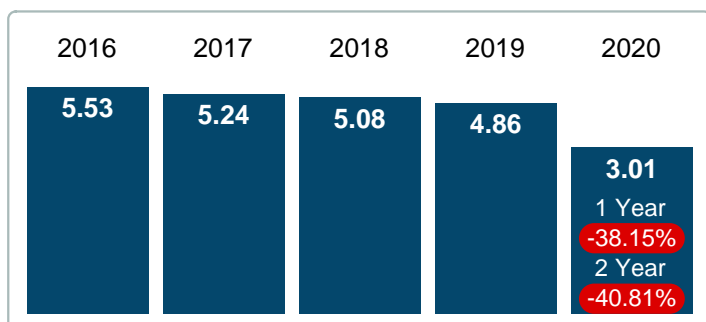
Area Delimited by County Of Tulsa



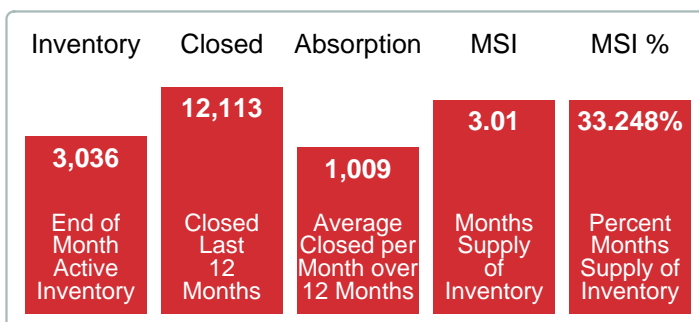
MONTHS SUPPLY of INVENTORY (MSI)

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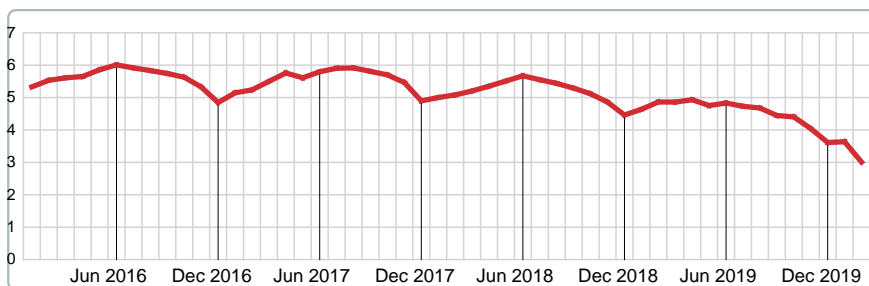
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

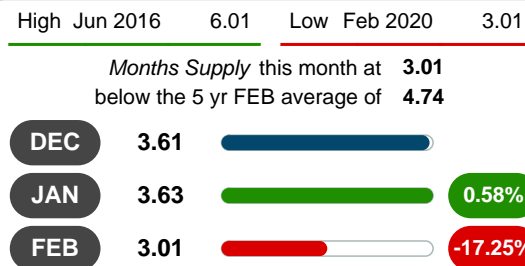


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4.74



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
\$25,000 and less	276	9.09%	2.07	3.19	1.72	1.19	2.90
\$25,001 - \$100,000	366	12.06%	2.66	4.36	1.24	1.88	3.43
\$100,001 - \$175,000	515	16.96%	1.79	7.62	1.08	0.86	0.97
\$175,001 - \$300,000	715	23.55%	2.37	7.82	1.97	2.15	1.81
\$300,001 - \$425,000	481	15.84%	5.21	22.11	4.54	4.69	4.40
\$425,001 - \$725,000	367	12.09%	8.25	23.14	7.22	7.82	6.81
\$725,001 and up	316	10.41%	25.80	102.00	7.58	13.48	20.80
Market Supply of Inventory (MSI)			3.01	6.73	1.71	3.07	5.22
Total Active Inventory by Units		100%	3,036	1,041	915	841	239

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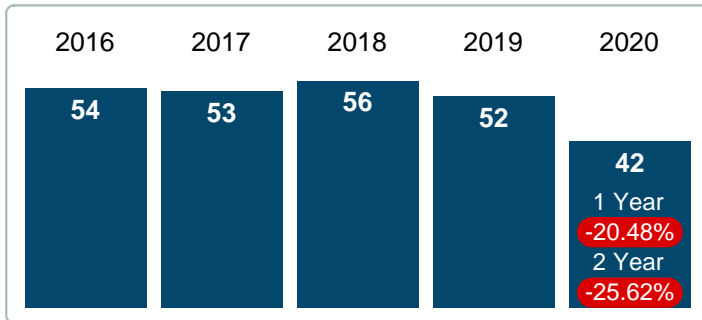
Area Delimited by County Of Tulsa



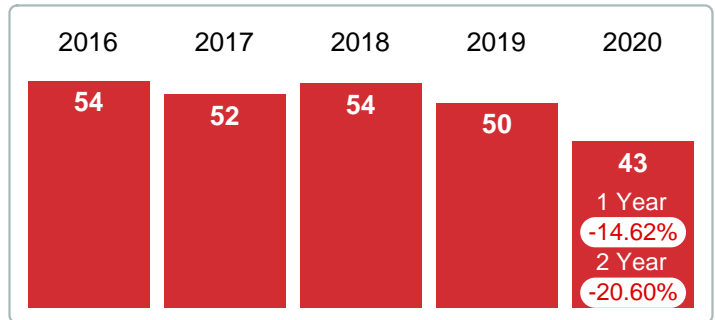
AVERAGE DAYS ON MARKET TO SALE

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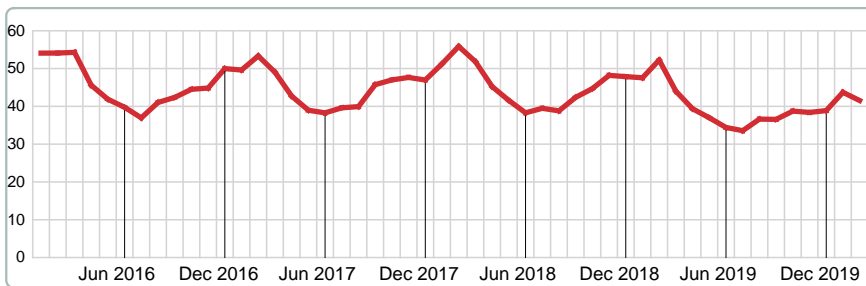
FEBRUARY



YEAR TO DATE (YTD)

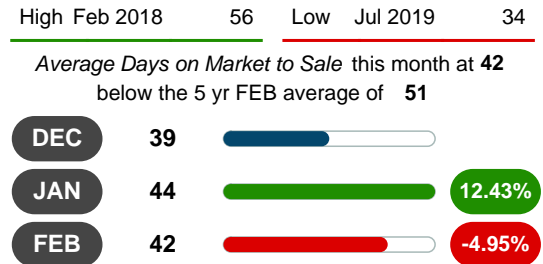


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 51



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	161	20.96%	41	49	39	33	31
\$75,001-\$125,000	84	10.94%	30	44	26	18	0
\$125,001-\$200,000	238	30.99%	29	33	28	34	34
\$200,001-\$250,000	90	11.72%	49	42	46	51	89
\$250,001-\$350,000	97	12.63%	54	70	51	54	52
\$350,001 and up	98	12.76%	63	103	56	55	82
Average Closed DOM			42	48	35	47	67
Total Closed Units		100%	42	126	405	208	29
Total Closed Volume			153,742,413	17.49M	64.98M	56.33M	14.94M

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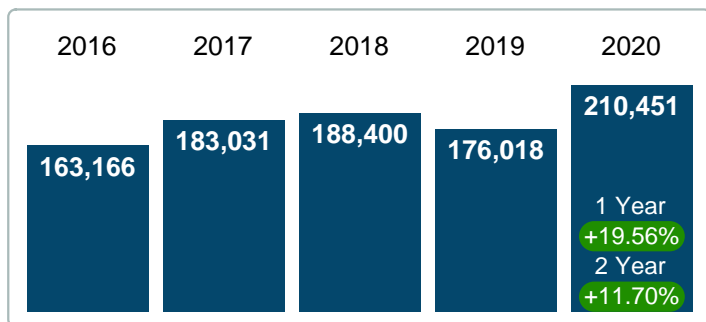
Area Delimited by County Of Tulsa



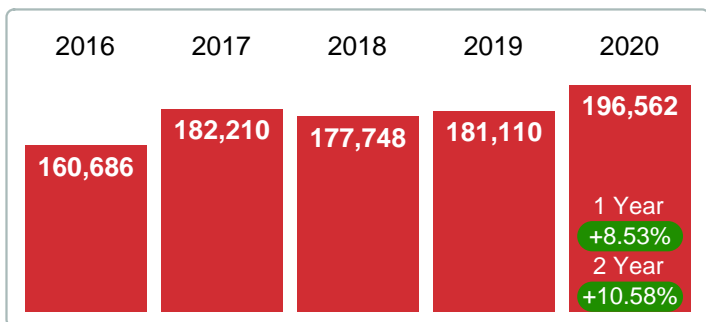
AVERAGE LIST PRICE AT CLOSING

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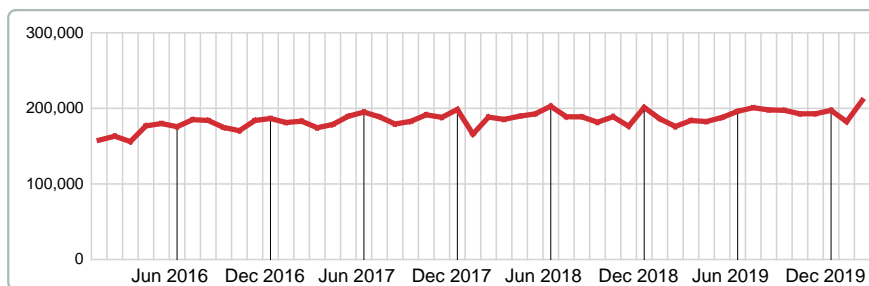
FEBRUARY



YEAR TO DATE (YTD)

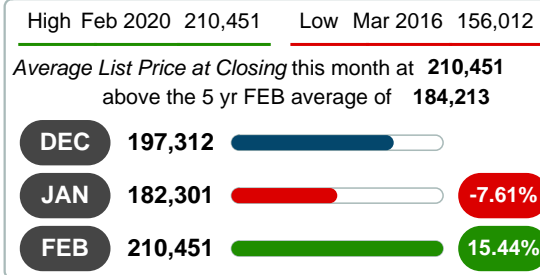


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 184,213



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	155	20.18%	18,653	27,976	17,393	16,571	36,180
\$75,001-\$125,000	82	10.68%	103,405	104,780	106,296	122,850	0
\$125,001-\$200,000	240	31.25%	164,546	164,071	163,839	182,574	182,400
\$200,001-\$250,000	92	11.98%	227,553	227,833	229,080	231,500	233,000
\$250,001-\$350,000	96	12.50%	292,124	317,488	292,342	297,920	308,220
\$350,001 and up	103	13.41%	599,868	1,343,857	488,662	488,780	861,694
Average List Price			210,451	171,414	163,520	276,437	562,197
Total Closed Units		100%	210,451	126	405	208	29
Total Closed Volume			161,626,568	21.60M	66.23M	57.50M	16.30M

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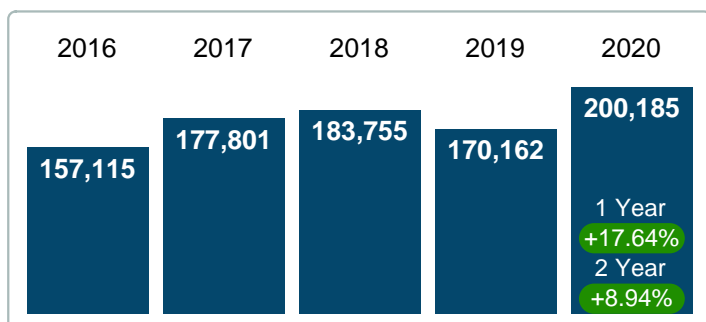
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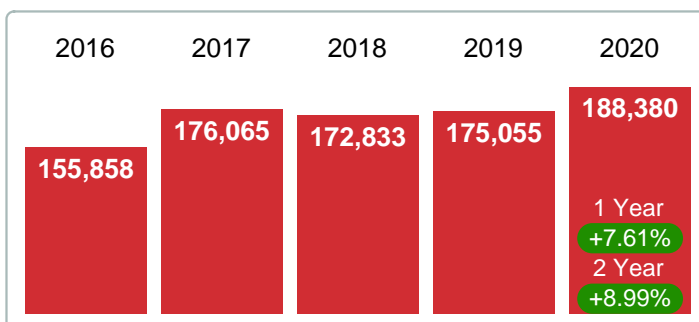
AVERAGE SOLD PRICE AT CLOSING

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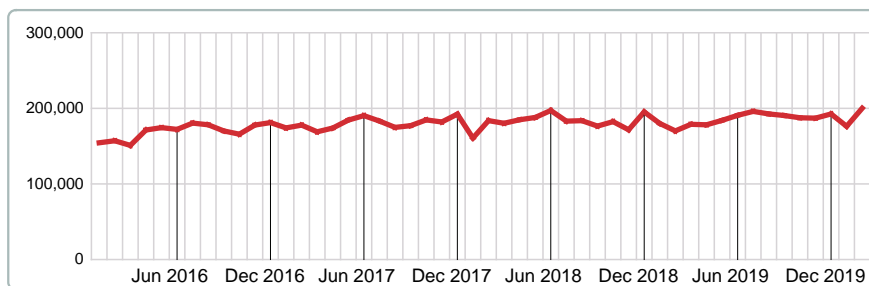
FEBRUARY



YEAR TO DATE (YTD)

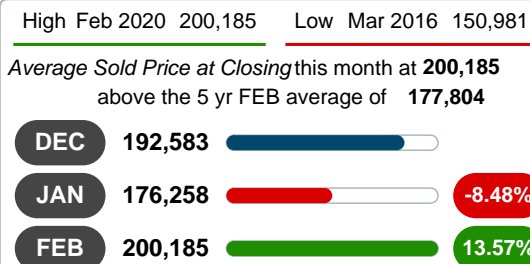


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 177,804



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	161	20.96%	19,621	25,706	15,771	15,484	30,680
\$75,001-\$125,000	84	10.94%	103,085	100,568	103,057	111,750	0
\$125,001-\$200,000	238	30.99%	163,974	158,336	161,720	179,682	181,000
\$200,001-\$250,000	90	11.72%	227,071	216,583	226,335	228,757	233,000
\$250,001-\$350,000	97	12.63%	291,907	294,163	287,567	293,059	303,000
\$350,001 and up	98	12.76%	552,520	846,192	476,768	476,615	779,591
Average Sold Price	200,185			138,779	160,451	270,838	515,144
Total Closed Units	768	100%	200,185	126	405	208	29
Total Closed Volume	153,742,413			17.49M	64.98M	56.33M	14.94M

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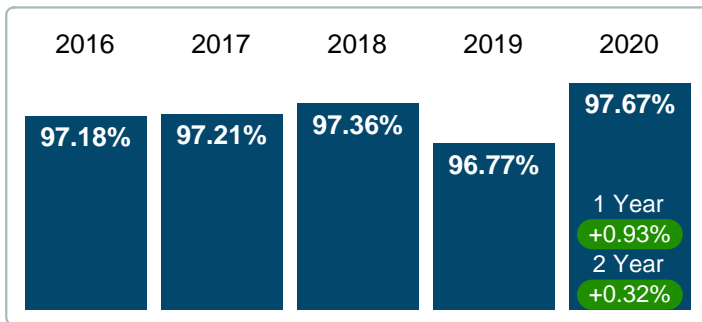
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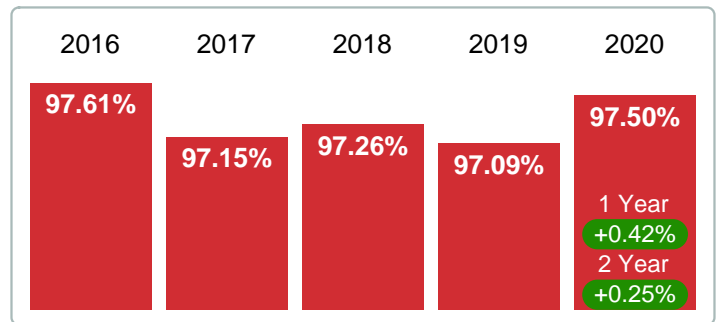
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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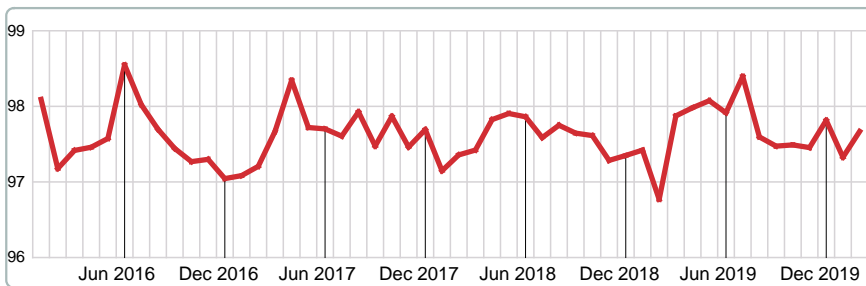
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

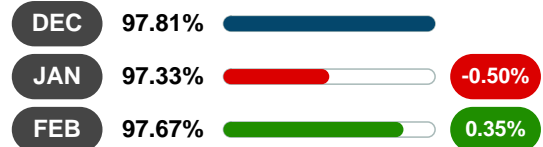


3 MONTHS

5 year FEB AVG = 97.24%

High Jun 2016 98.55% Low Feb 2019 96.77%

Average Sold/List Ratio this month at **97.67%**
above the 5 yr FEB average of **97.24%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	161	20.96%	96.82%	95.31%	98.11%	97.01%	92.00%
\$75,001-\$125,000	84	10.94%	96.66%	96.37%	97.32%	91.31%	0.00%
\$125,001-\$200,000	238	30.99%	98.53%	96.75%	98.82%	98.41%	99.30%
\$200,001-\$250,000	90	11.72%	98.63%	95.35%	98.81%	98.86%	100.00%
\$250,001-\$350,000	97	12.63%	98.03%	93.37%	98.47%	98.45%	98.29%
\$350,001 and up	98	12.76%	96.59%	85.31%	97.61%	98.42%	94.28%
Average Sold/List Ratio		97.70%		95.12%	98.36%	98.18%	95.40%
Total Closed Units		768	100%	126	405	208	29
Total Closed Volume		153,742,413		17.49M	64.98M	56.33M	14.94M

February 2020

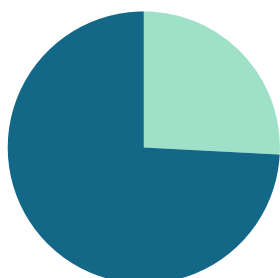
Area Delimited by County Of Tulsa



MARKET SUMMARY

Report produced on Mar 11, 2020 for MLS Technology Inc.

INVENTORY

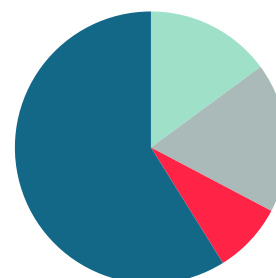


Inventory
 New Listings
1,274 = 25.83%
 Start Inventory
3,659
 Total Inventory Units
4,933
 Volume
\$1,567,485,359

Market Activity

Closed Sales
768 = 14.89%
 Pending Sales
919 = 17.82%
 Other Off Market
434 = 8.42%
 Active Inventory
3,036 = 58.87%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	732	768	4.92%	1,457	1,516	4.05%
Pending Sales	953	919	-3.57%	1,775	1,807	1.80%
New Listings	1,426	1,274	-10.66%	2,990	2,701	-9.67%
Average List Price	176,018	210,451	19.56%	181,110	196,562	8.53%
Average Sale Price	170,162	200,185	17.64%	175,055	188,380	7.61%
Average Percent of Selling Price to List Price	96.77%	97.67%	0.93%	97.09%	97.50%	0.42%
Average Days on Market to Sale	52.24	41.55	-20.48%	49.91	42.61	-14.62%
Monthly Inventory	4,718	3,036	-35.65%	4,718	3,036	-35.65%
Months Supply of Inventory	4.87	3.01	-38.18%	4.87	3.01	-38.18%

Absorption: Last 12 months, an Average of **1,009** Sales/Month

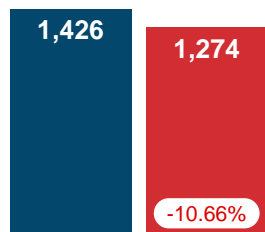
Inventory on February 29, 2020 = **3,036**

2019 **2020**

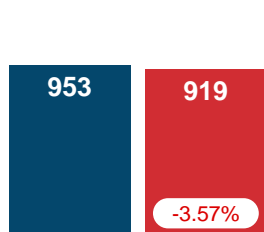
FEBRUARY MARKET

AVERAGE PRICES

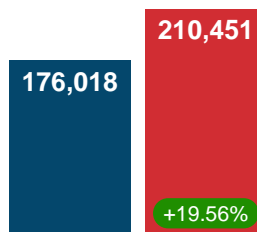
New Listings



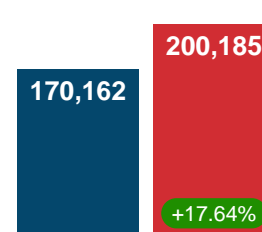
Pending Listings



List Price



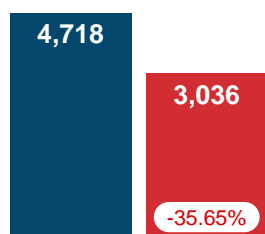
Sale Price



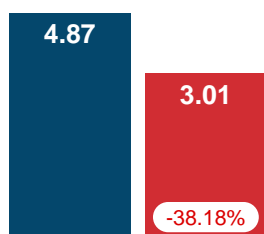
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

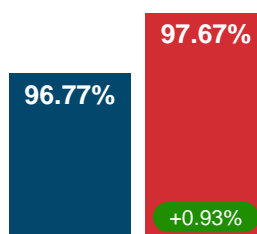
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

