

February 2020



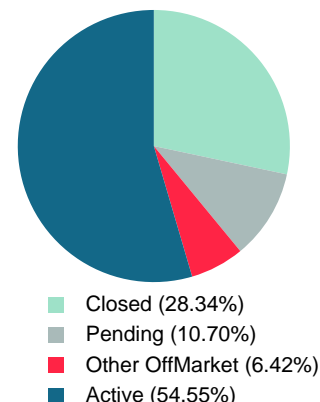
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	50	53	6.00%
Pending Listings	9	20	122.22%
New Listings	66	65	-1.52%
Average List Price	913	953	4.46%
Average Sale Price	904	952	5.36%
Average Percent of Selling Price to List Price	99.32%	99.82%	0.50%
Average Days on Market to Sale	47.46	46.72	-1.57%
End of Month Inventory	126	102	-19.05%
Months Supply of Inventory	2.44	1.96	-19.57%



Absorption: Last 12 months, an Average of **52** Sales/Month
Active Inventory as of February 29, 2020 = **102**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **19.05%** to 102 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **1.96** 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 **5.36%** in February 2020 to \$952 versus the previous year at \$904.

Average Days on Market Shortens

The average number of **46.72** days that homes spent on the market before selling decreased by 0.74 days or **1.57%** in February 2020 compared to last year's same month at **47.46** 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 65 New Listings in February 2020, down **1.52%** from last year at 66. Furthermore, there were 53 Closed Listings this month versus last year at 50, a **6.00%** increase.

Closed versus Listed trends yielded a **81.5%** ratio, up from previous year's, February 2019, at **75.8%**, a **7.63%** 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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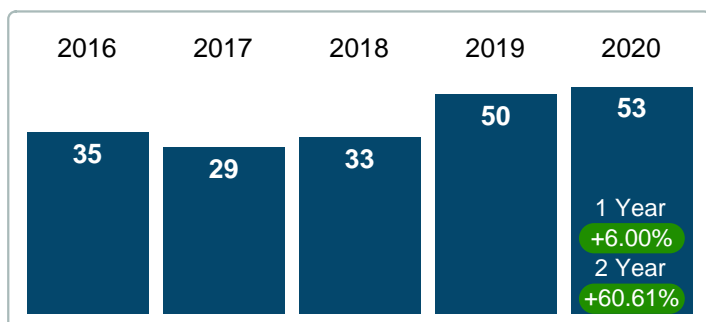
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



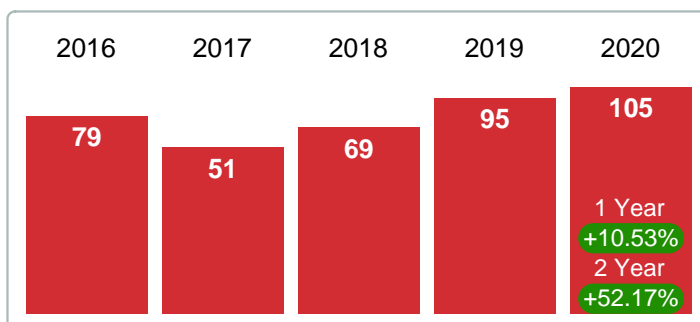
CLOSED LISTINGS

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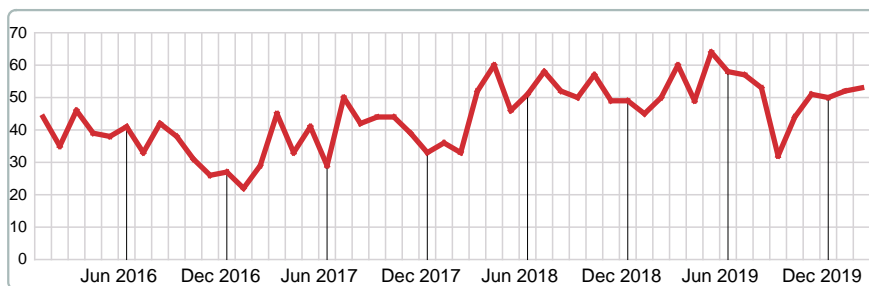
FEBRUARY



YEAR TO DATE (YTD)

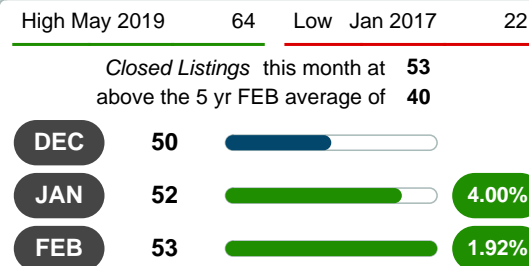


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 40



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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	53	100.00%	46.7	21	27	5	0
Total Closed Units	53			21	27	5	0
Total Closed Volume	50,465	100%	46.7	16.88K	25.63K	7,965	0.00B
Average Closed Price	\$952			\$804	\$949	\$1,593	\$0

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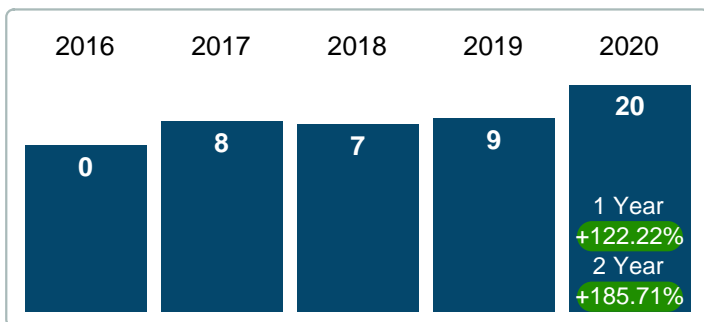
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



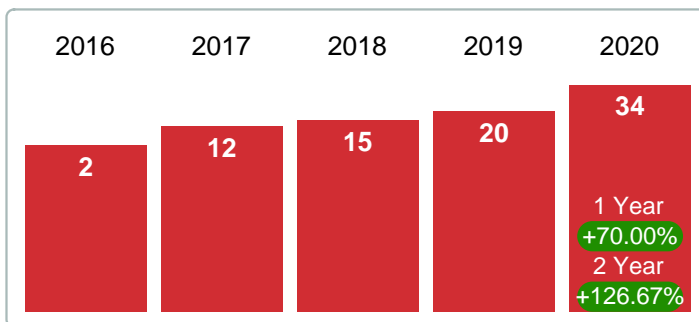
PENDING LISTINGS

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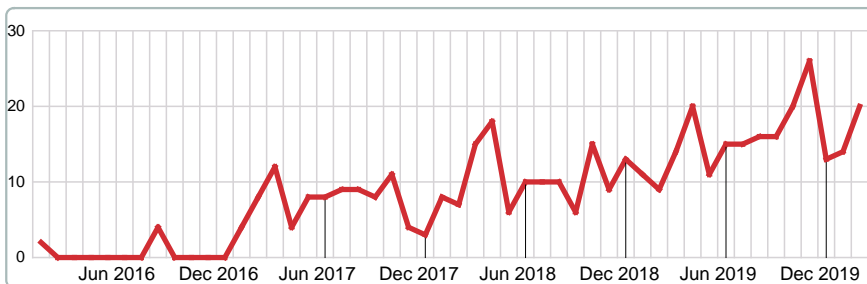
FEBRUARY



YEAR TO DATE (YTD)

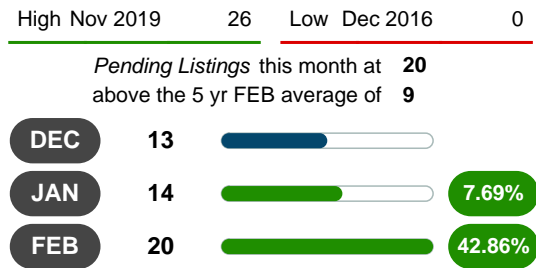


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 9



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	20	100.00%	35.6	10	8	2	0
Total Pending Units	20			10	8	2	0
Total Pending Volume	22,015	100%	36.6	9,760	9,210	3,045	0.00B
Average Listing Price	\$1,028			\$976	\$1,151	\$1,523	\$0

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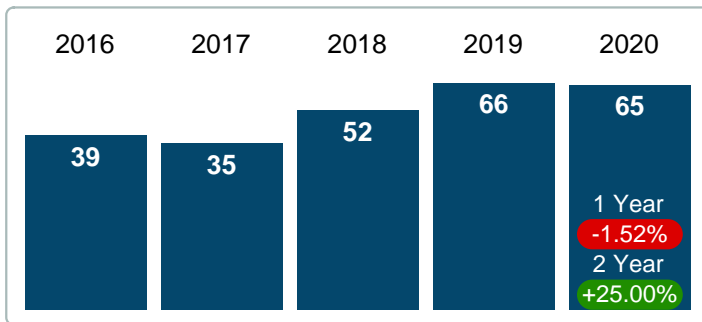
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



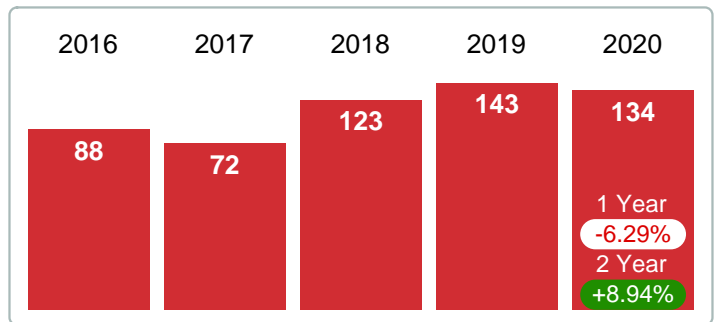
NEW LISTINGS

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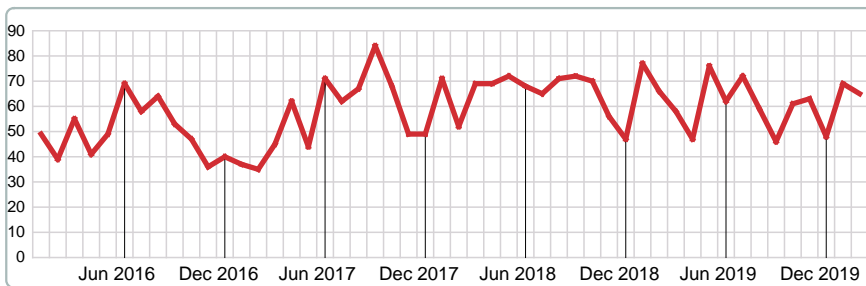
FEBRUARY



YEAR TO DATE (YTD)

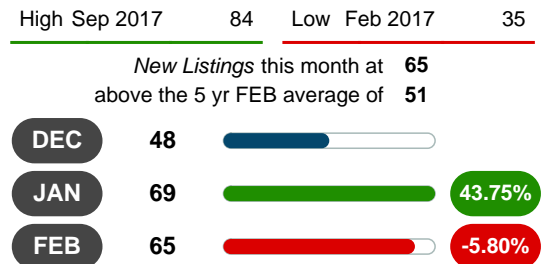


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 51



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0
\$1 and up	65	100.00%	30	31	4	0
Total New Listed Units	65		30	31	4	0
Total New Listed Volume	64,980	100%	28.23K	30.14K	6,620	0.00B
Average New Listed Listing Price	\$1,040		\$941	\$972	\$1,655	\$0

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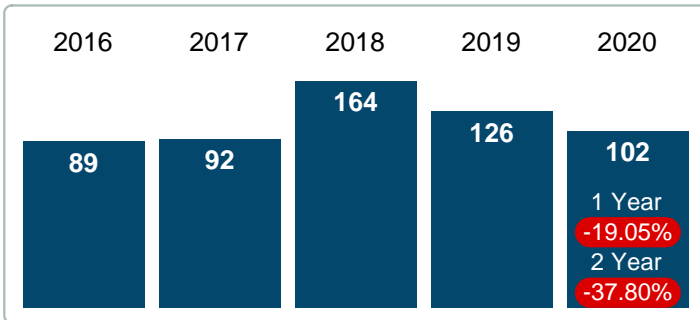
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



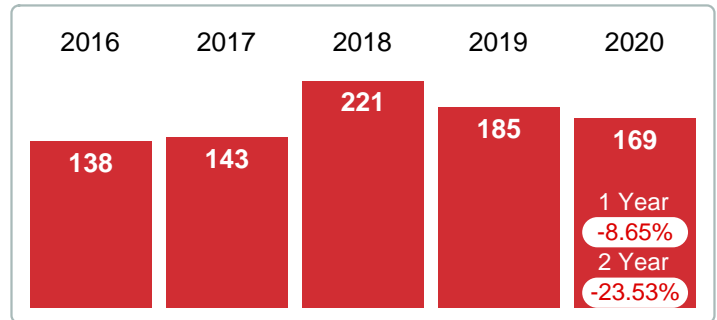
ACTIVE INVENTORY

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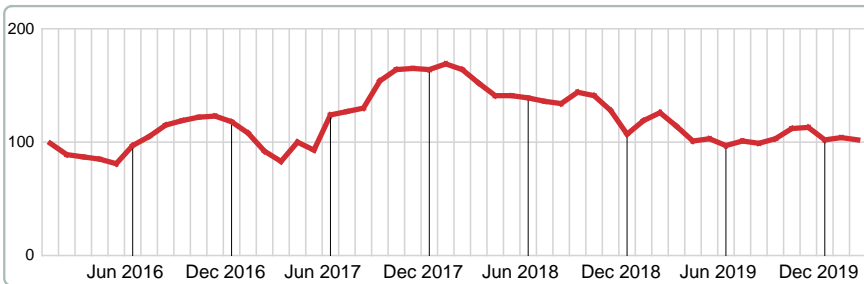
END OF FEBRUARY



ACTIVE DURING FEBRUARY

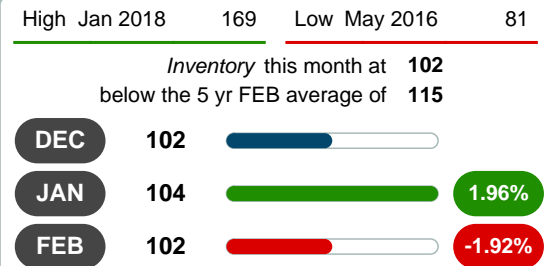


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 115



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1-\$0	0	0.00%	0.0	0	0	0	0
\$1 and up	102	100.00%	54.6	47	52	3	0
Total Active Inventory by Units		102		47	52	3	0
Total Active Inventory by Volume		100,515	100%	45.08K	51.40K	4,040	0.00B
Average Active Inventory Listing Price		\$985		\$959	\$988	\$1,347	\$0

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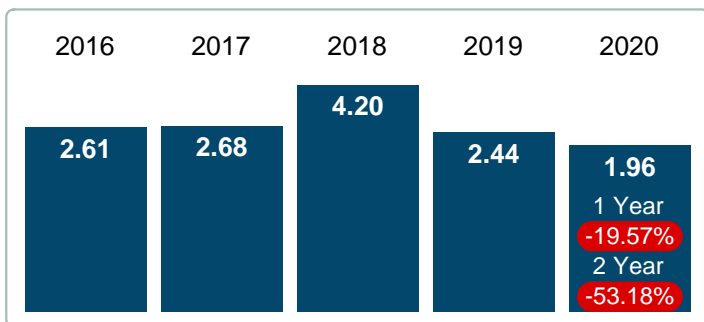
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



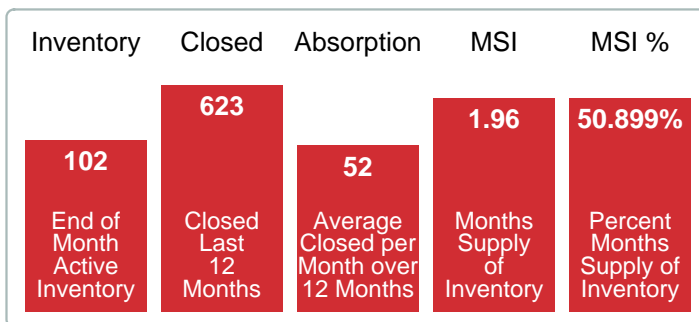
MONTHS SUPPLY of INVENTORY (MSI)

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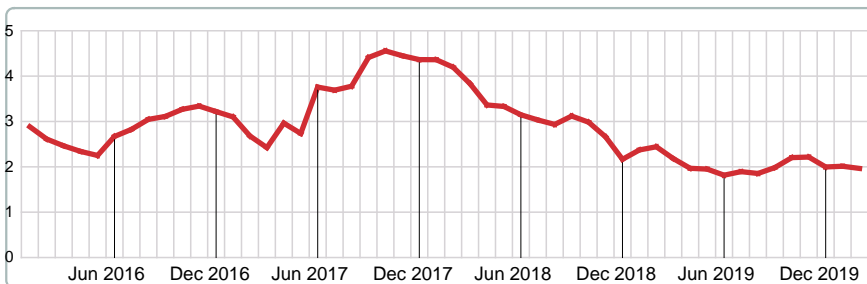
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

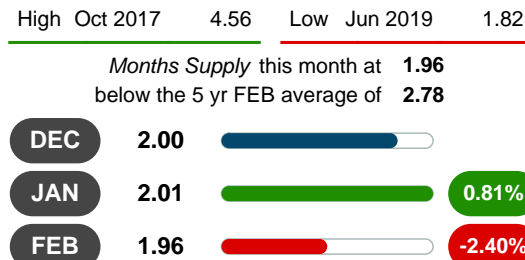


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.78



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
\$0 and less	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	0.00	0.00	0.00	0.00	0.00
\$1 and up	102	100.00%	1.96	2.29	1.87	0.90	0.00
Market Supply of Inventory (MSI)			1.96	2.29	1.87	0.90	0.00
Total Active Inventory by Units		100%	1.96	47	52	3	0

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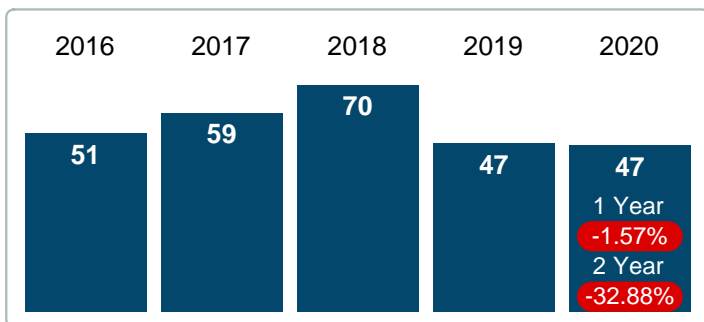
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



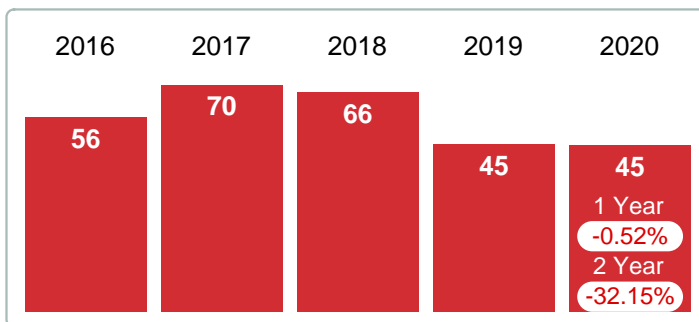
AVERAGE DAYS ON MARKET TO SALE

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

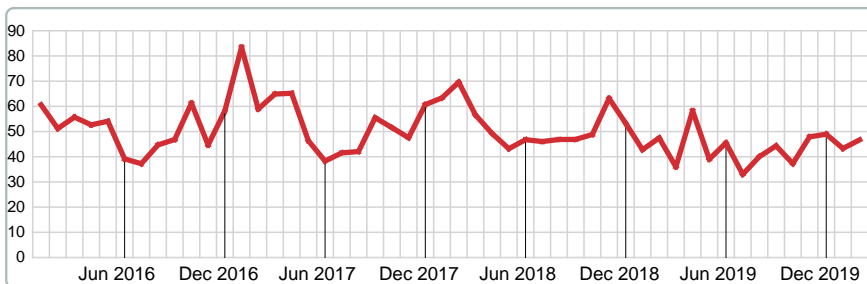
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 55

High Jan 2017 83 Low Jul 2019 33

Average Days on Market to Sale this month at 47 below the 5 yr FEB average of 55



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-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1-\$0	0	0.00%	0	0	0	0	0
\$1 and up	53	100.00%	47	50	48	28	0
Average Closed DOM			47	50	48	28	0
Total Closed Units		100%	47	21	27	5	
Total Closed Volume			50,465	16.88K	25.63K	7,965	0.00B

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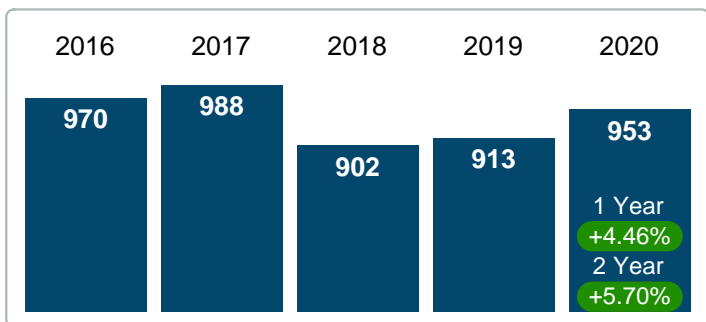
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



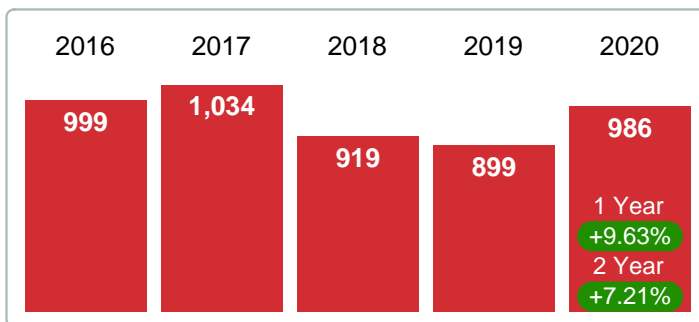
AVERAGE LIST PRICE AT CLOSING

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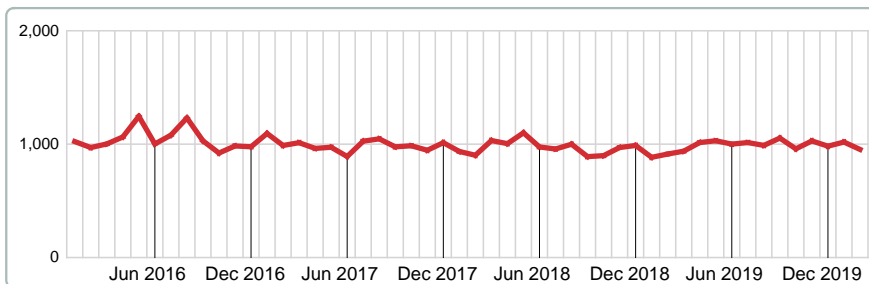
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 945

High May 2016 1,245 Low Jan 2019 884

Average List Price at Closing this month at **953**
above the 5 yr FEB average of **945**

DEC	982	<div style="width: 80%;"></div>
JAN	1,018	<div style="width: 100%;"></div> 3.70%
FEB	953	<div style="width: 100%;"></div> -6.39%

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	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 \$0	<div style="width: 0%;"></div> 0	0.00%	0	0	0	0	0
\$1 and up	<div style="width: 100%;"></div> 53	100.00%	953	806	949	1,598	0
Average List Price			953	806	949	1,598	0
Total Closed Units		100%	953	21	27	5	
Total Closed Volume			50,530	16.92K	25.62K	7,990	0.00B

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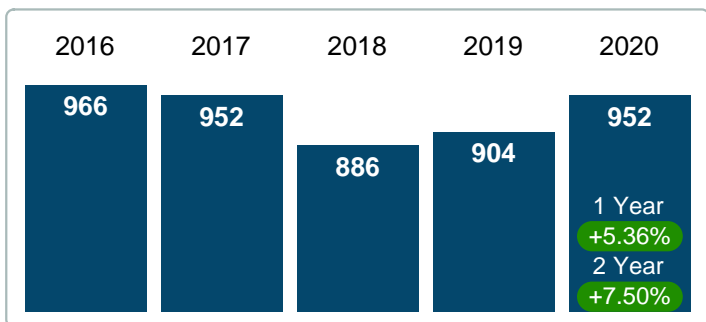
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



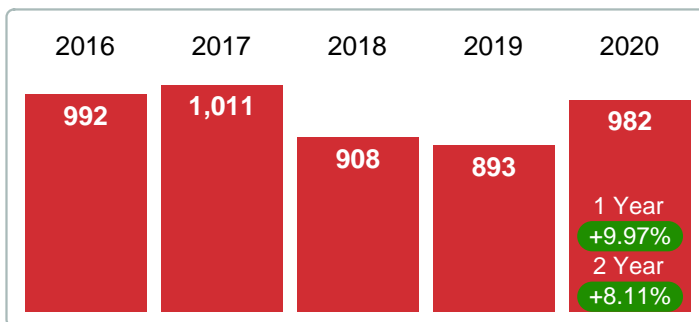
AVERAGE SOLD PRICE AT CLOSING

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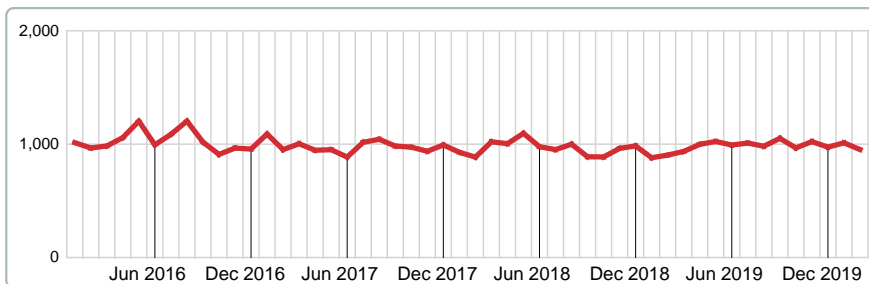
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 932

High Aug 2016 1,203 Low Jan 2019 880

Average Sold Price at Closing this month at 952 above the 5 yr FEB average of 932

DEC	974	
JAN	1,011	3.87%
FEB	952	-5.86%

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 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 \$0	0	0.00%	0	0	0	0	0
\$1 and up	53	100.00%	952	804	949	1,593	0
Average Sold Price			952	804	949	1,593	0
Total Closed Units		100%	952	21	27	5	
Total Closed Volume			50,465	16.88K	25.63K	7,965	0.00B

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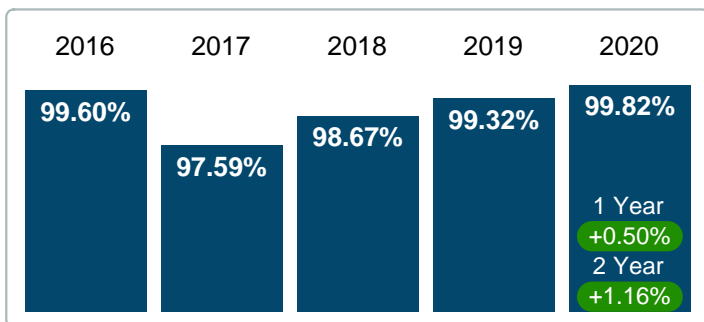
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



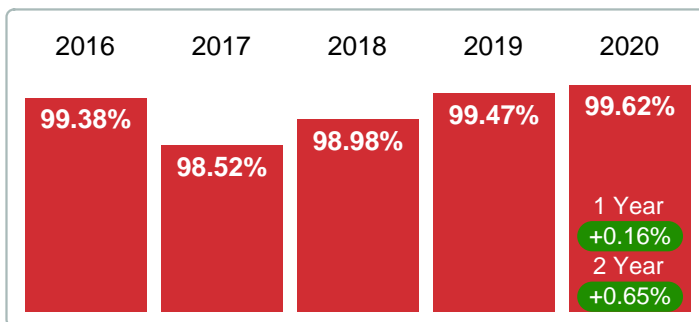
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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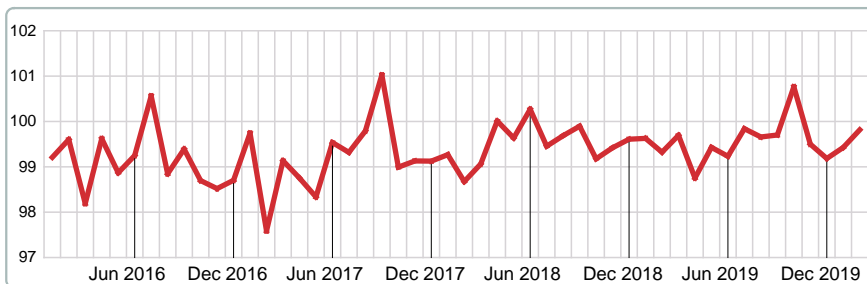
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

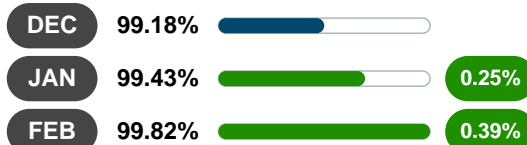


3 MONTHS

5 year FEB AVG = 99.00%

High Sep 2017 101.02% Low Feb 2017 97.59%

Average Sold/List Ratio this month at **99.82%** above the 5 yr FEB average of **99.00%**



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-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$0	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 and up	53	100.00%	99.82%	99.71%	99.92%	99.70%	0.00%
Average Sold/List Ratio		99.80%		99.71%	99.92%	99.70%	0.00%
Total Closed Units		53	100%	21	27	5	
Total Closed Volume		50,465		16.88K	25.63K	7,965	0.00B

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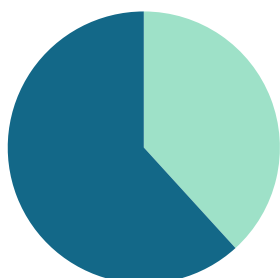
Area Delimited by School District Tulsa - Sch Dist (1) - Leasing Property Type



MARKET SUMMARY

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INVENTORY

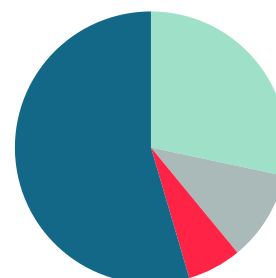


Inventory
 New Listings
65 = 38.24%
 Start Inventory
105
 Total Inventory Units
170
 Volume
\$170,045

Market Activity

Closed Sales
53 = 28.34%
 Pending Sales
20 = 10.70%
 Other Off Market
12 = 6.42%
 Active Inventory
102 = 54.55%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	50	53	6.00%	95	105	10.53%
Pending Sales	9	20	122.22%	20	34	70.00%
New Listings	66	65	-1.52%	143	134	-6.29%
Average List Price	913	953	4.46%	899	986	9.63%
Average Sale Price	904	952	5.36%	893	982	9.97%
Average Percent of Selling Price to List Price	99.32%	99.82%	0.50%	99.47%	99.62%	0.16%
Average Days on Market to Sale	47.46	46.72	-1.57%	45.25	45.02	-0.52%
Monthly Inventory	126	102	-19.05%	126	102	-19.05%
Months Supply of Inventory	2.44	1.96	-19.57%	2.44	1.96	-19.57%

Absorption: Last 12 months, an Average of **52** Sales/Month

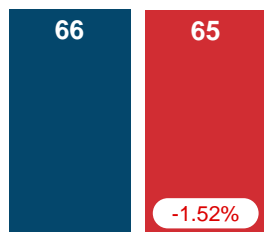
Inventory on February 29, 2020 = **102**

2019 **2020**

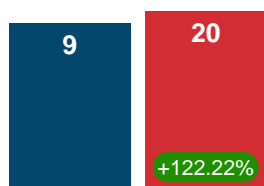
FEBRUARY MARKET

AVERAGE PRICES

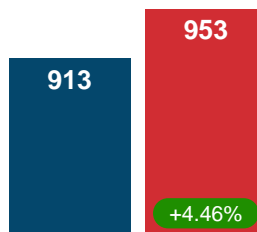
New Listings



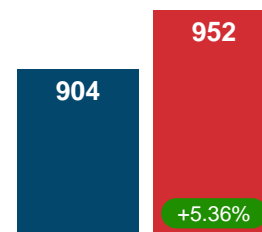
Pending Listings



List Price



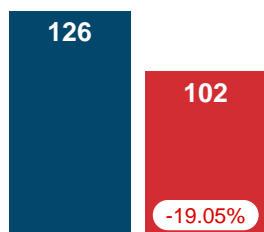
Sale Price



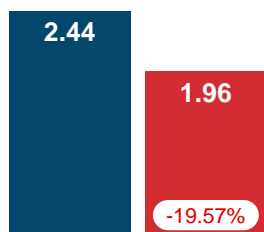
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

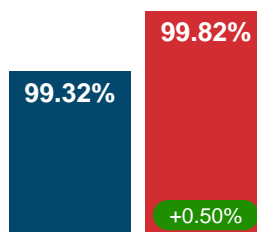
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

