

February 2020

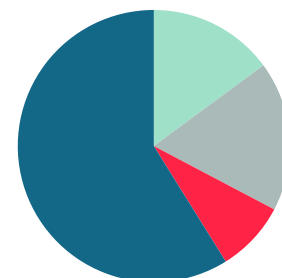
Area Delimited by County Of Tulsa



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%
Median List Price	152,900	172,000	12.49%
Median Sale Price	149,000	166,500	11.74%
Median Percent of Selling Price to List Price	98.52%	99.87%	1.37%
Median Days on Market to Sale	34.00	22.00	-35.29%
End of Month Inventory	4,718	3,036	-35.65%
Months Supply of Inventory	4.87	3.01	-38.18%



■ Closed (14.89%)
■ Pending (17.82%)
■ Other OffMarket (8.42%)
■ Active (58.87%)

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.

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 **11.74%** in February 2020 to \$166,500 versus the previous year at \$149,000.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 12.00 days or **35.29%** in February 2020 compared to last year's same month at **34.00** DOM.

Sales Success for February 2020 is Positive

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

There were 1,274 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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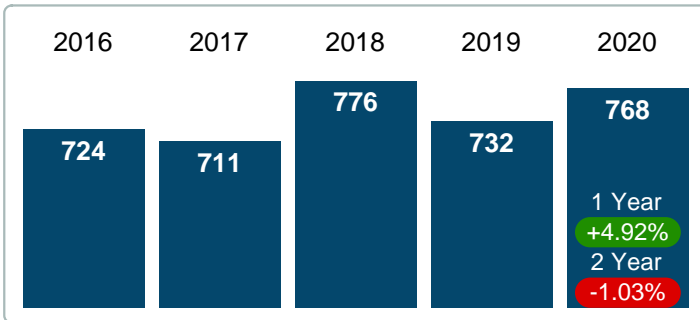
Area Delimited by County Of Tulsa



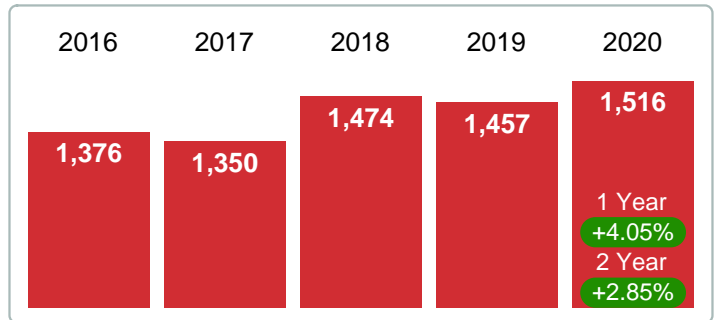
CLOSED LISTINGS

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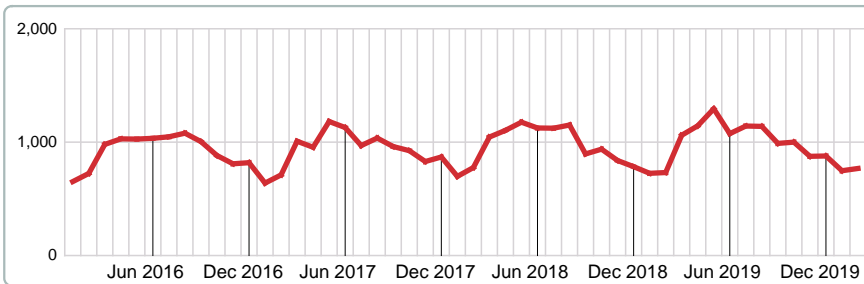
FEBRUARY



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		%	MDOM	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%	28.0	57	79	21	4
\$75,001-\$125,000	84	10.94%	9.5	20	58	6	0
\$125,001-\$200,000	238	30.99%	14.0	28	175	33	2
\$200,001-\$250,000	90	11.72%	31.0	6	36	46	2
\$250,001-\$350,000	97	12.63%	41.0	8	31	53	5
\$350,001 and up	98	12.76%	37.5	7	26	49	16
Total Closed Units	768			126	405	208	29
Total Closed Volume	153,742,413	100%	22.0	17.49M	64.98M	56.33M	14.94M
Median Closed Price	\$166,500			\$100,000	\$154,900	\$249,950	\$362,500

February 2020



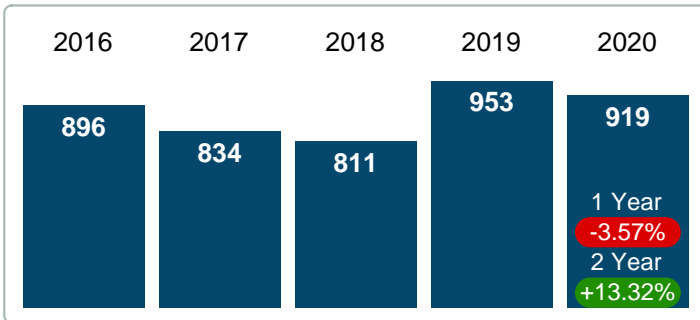
Area Delimited by County Of Tulsa



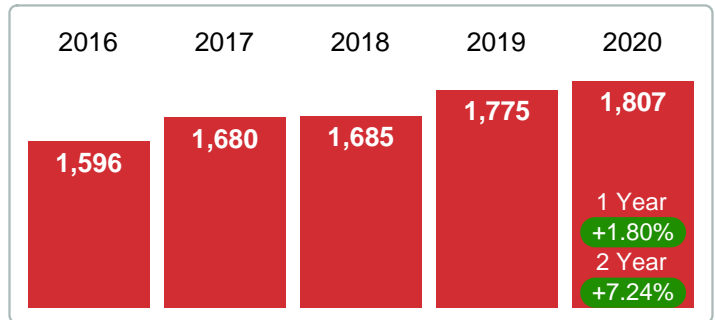
PENDING LISTINGS

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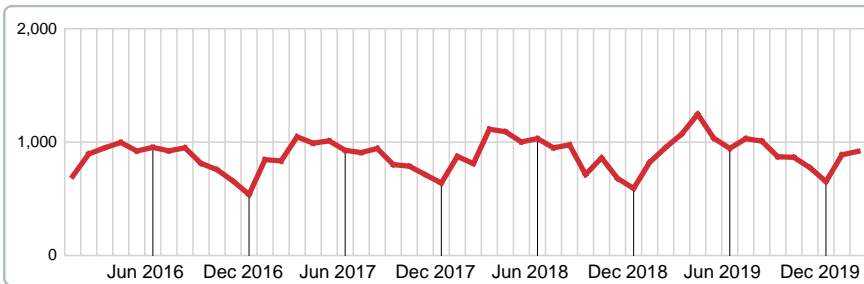
FEBRUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	93	10.12%	22.0	44	42	7	0
\$50,001 - \$100,000	97	10.55%	24.0	37	57	3	0
\$100,001 - \$150,000	149	16.21%	12.0	24	111	13	1
\$150,001 - \$200,000	183	19.91%	13.0	13	134	32	4
\$200,001 - \$275,000	179	19.48%	21.0	6	85	80	8
\$275,001 - \$375,000	122	13.28%	27.0	7	39	70	6
\$375,001 and up	96	10.45%	44.0	5	17	58	16
Total Pending Units	919			136	485	263	35
Total Pending Volume	194,903,180	100%	20.0	16.01M	84.95M	78.42M	15.52M
Median Listing Price	\$179,900			\$77,000	\$164,500	\$274,500	\$375,000

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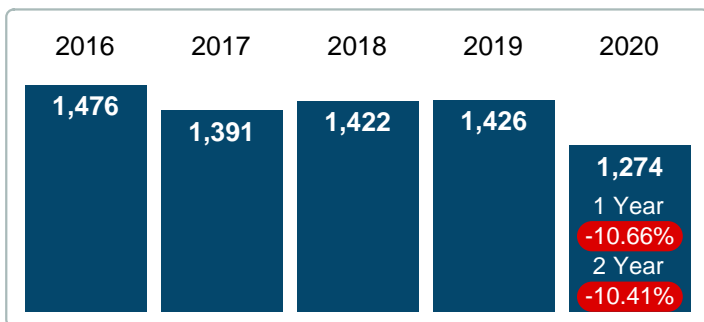
Area Delimited by County Of Tulsa



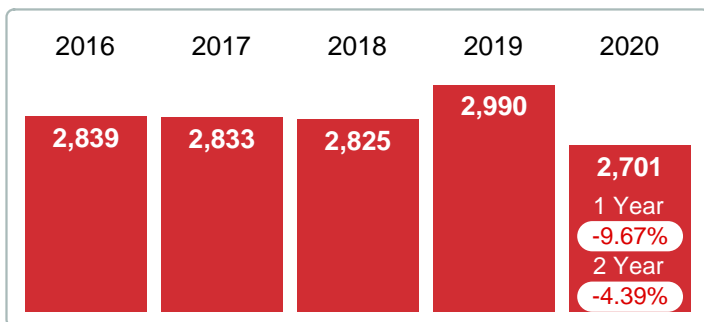
NEW LISTINGS

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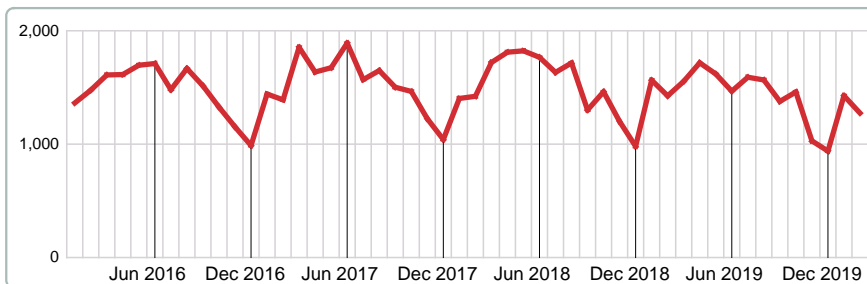
FEBRUARY



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-\$75,000	255	20.02%	107	116	30	2
\$75,001-\$150,000	191	14.99%	49	127	12	3
\$150,001-\$225,000	296	23.23%	53	166	71	6
\$225,001-\$350,000	246	19.31%	31	96	106	13
\$350,001-\$475,000	151	11.85%	14	37	80	20
\$475,001 and up	135	10.60%	30	18	60	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
Median New Listed Listing Price	\$195,000		\$134,910	\$164,500	\$296,859	\$429,000

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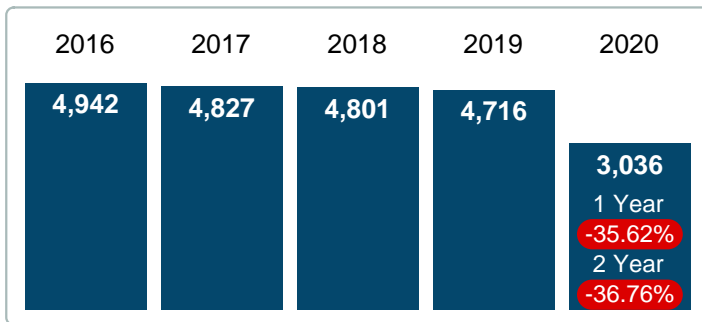
Area Delimited by County Of Tulsa



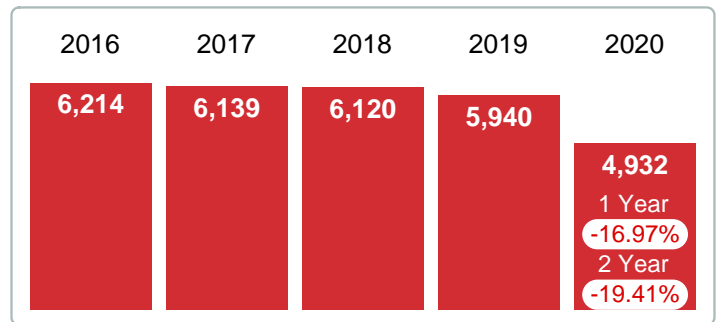
ACTIVE INVENTORY

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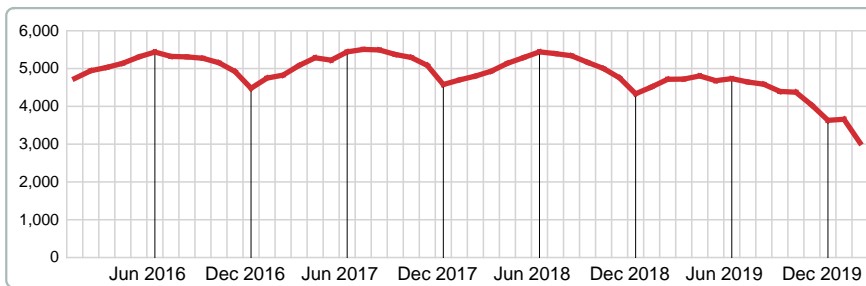
END OF FEBRUARY



ACTIVE DURING FEBRUARY

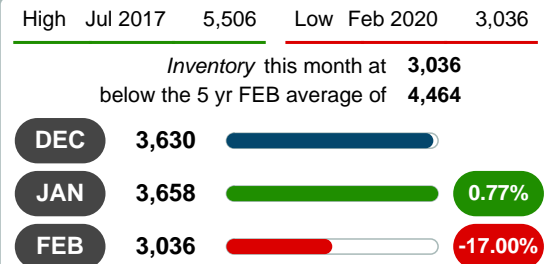


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4,464



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds		
\$25,000 and less	276	9.09%	39.0	120	124	25	7		
\$25,001 - \$100,000	366	12.06%	57.0	264	85	15	2		
\$100,001 - \$175,000	515	16.96%	50.0	247	234	31	3		
\$175,001 - \$300,000	715	23.55%	50.0	133	282	275	25		
\$300,001 - \$425,000	481	15.84%	58.0	70	113	250	48		
\$425,001 - \$725,000	367	12.09%	79.0	54	65	172	76		
\$725,001 and up	316	10.41%	75.0	153	12	73	78		
Total Active Inventory by Units				3,036		1,041	915	841	239
Total Active Inventory by Volume				1,105,700,294	100%	401.86M	195.05M	345.73M	163.06M
Median Active Inventory Listing Price				\$239,250		\$140,000	\$179,500	\$349,900	\$514,900

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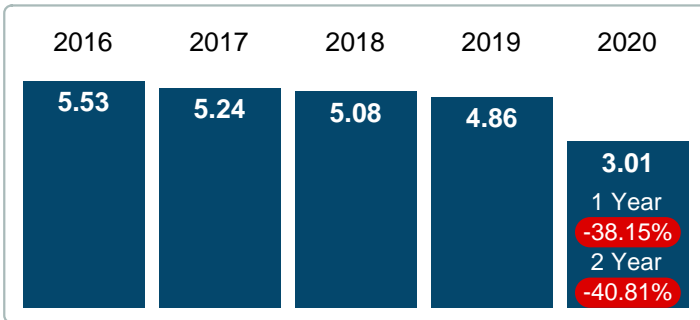
Area Delimited by County Of Tulsa



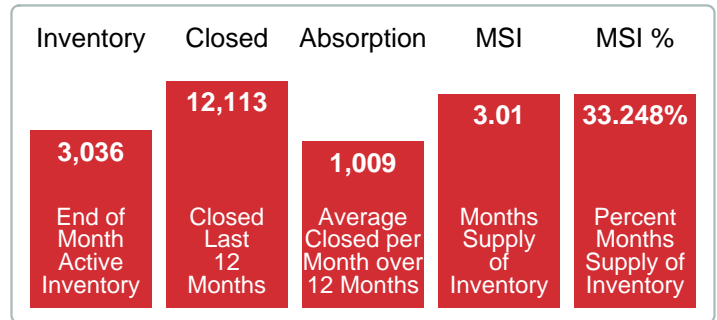
MONTHS SUPPLY of INVENTORY (MSI)

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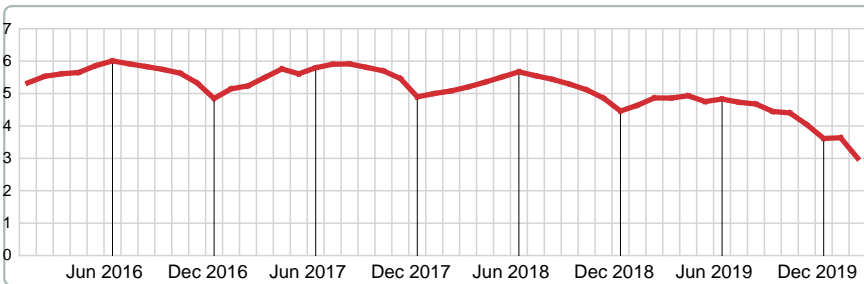
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

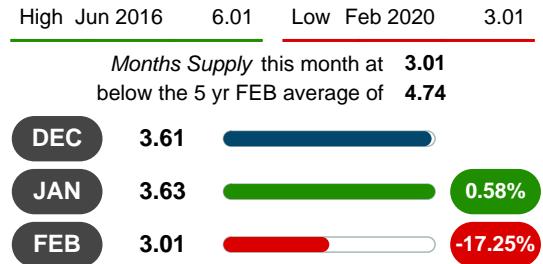


5 YEAR MARKET ACTIVITY TRENDS



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	3,036	100%	3.01	1,041	915	841	239

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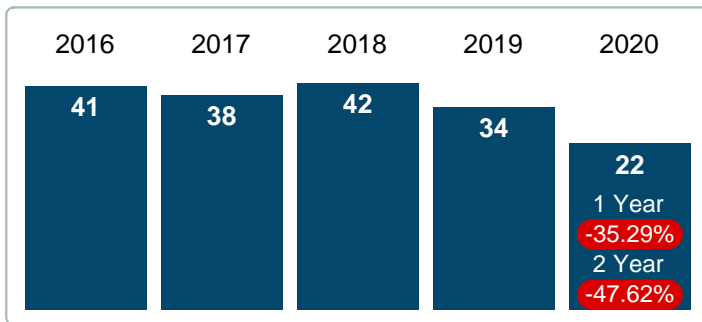
Area Delimited by County Of Tulsa



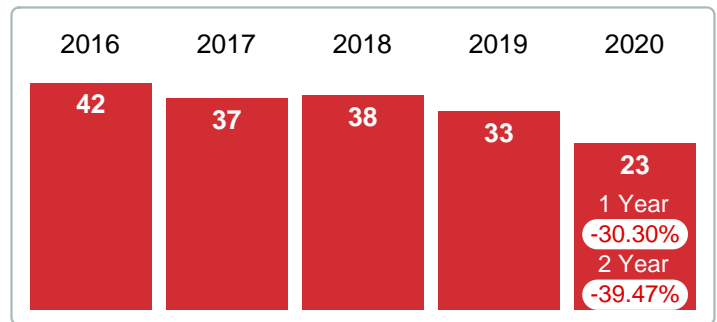
MEDIAN DAYS ON MARKET TO SALE

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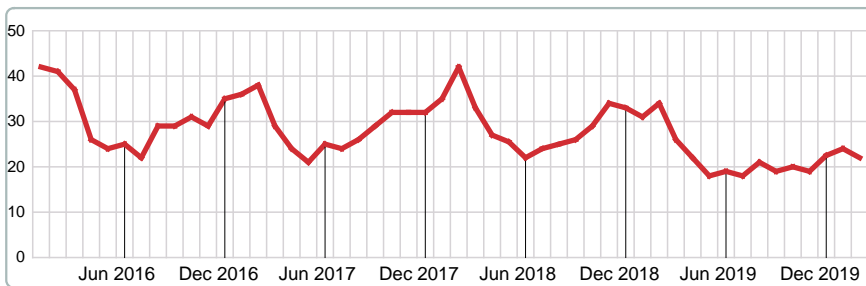
FEBRUARY



YEAR TO DATE (YTD)

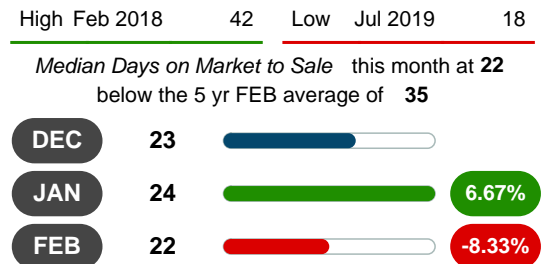


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 35



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
\$0 and less	0	0.00%	75	0	0	0	0
\$1-\$75,000	161	20.96%	28	35	25	22	33
\$75,001-\$125,000	84	10.94%	10	20	7	18	0
\$125,001-\$200,000	238	30.99%	14	23	11	22	34
\$200,001-\$250,000	90	11.72%	31	29	29	33	89
\$250,001-\$350,000	97	12.63%	41	83	18	41	44
\$350,001 and up	98	12.76%	38	109	36	23	75
Median Closed DOM			22	30	15	27	47
Total Closed Units		100%	768	126	405	208	29
Total Closed Volume			153,742,413	17.49M	64.98M	56.33M	14.94M

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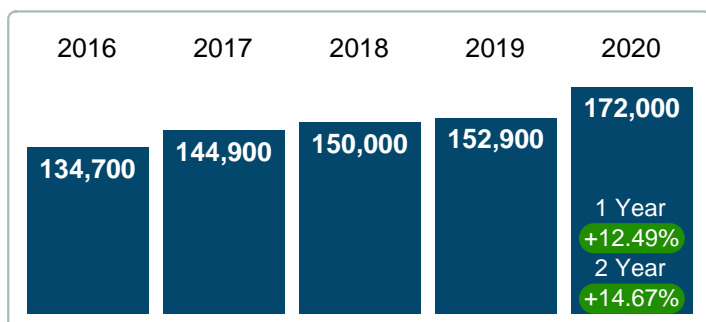
Area Delimited by County Of Tulsa



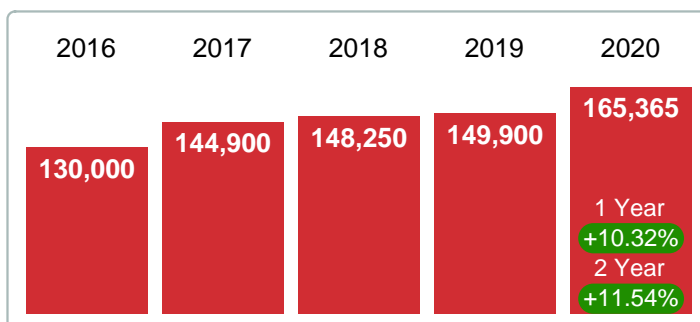
MEDIAN LIST PRICE AT CLOSING

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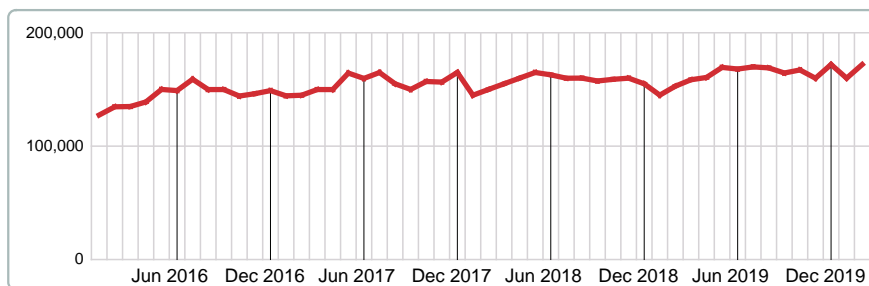
FEBRUARY



YEAR TO DATE (YTD)

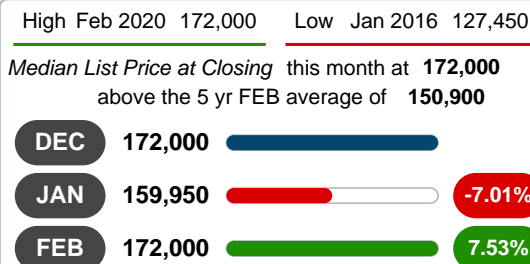


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 150,900



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
\$0 and less	0	0.00%	38	0	0	0	0
\$1-\$75,000	155	20.18%	1,400	23,250	1,200	1,623	1,995
\$75,001-\$125,000	82	10.68%	105,000	103,950	108,000	102,400	79,000
\$125,001-\$200,000	240	31.25%	164,900	155,000	160,000	180,000	182,400
\$200,001-\$250,000	92	11.98%	229,450	217,500	229,900	229,900	233,000
\$250,001-\$350,000	96	12.50%	285,000	290,000	282,450	284,900	320,000
\$350,001 and up	103	13.41%	449,900	529,000	426,290	439,000	662,000
Median List Price			172,000	99,950	157,000	252,250	375,000
Total Closed Units		100%	768	126	405	208	29
Total Closed Volume			161,626,568	21.60M	66.23M	57.50M	16.30M

February 2020

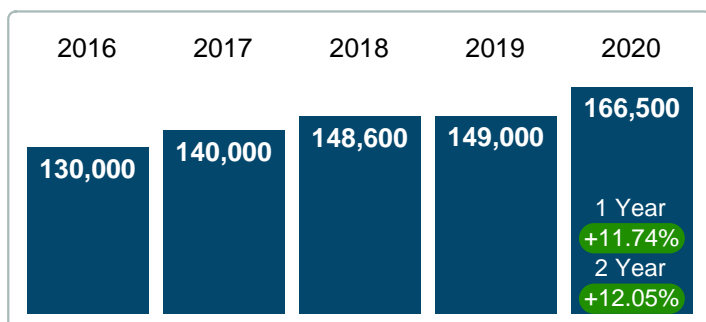
Area Delimited by County Of Tulsa



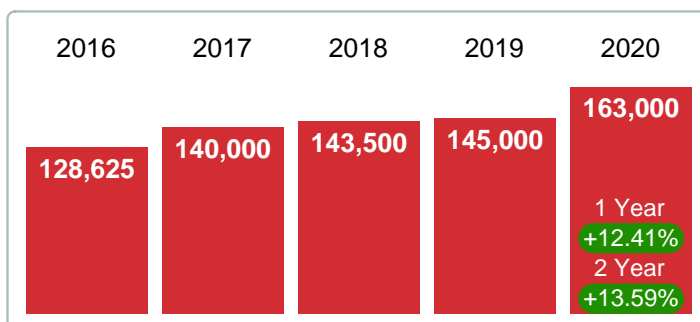
MEDIAN SOLD PRICE AT CLOSING

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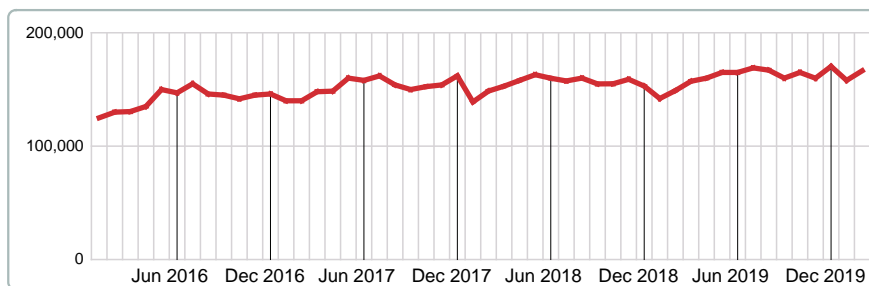
FEBRUARY



YEAR TO DATE (YTD)

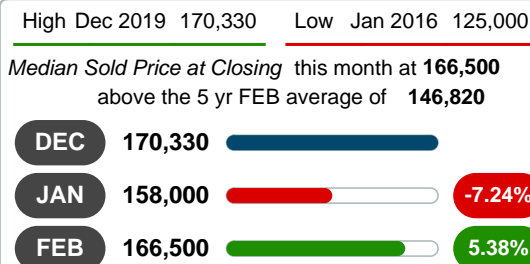


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 146,820



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
\$0 and less	0	0.00%	449,900	0	0	0	0
\$1-\$75,000	161	20.96%	1,495	19,000	1,200	1,625	25,998
\$75,001-\$125,000	84	10.94%	105,000	103,250	105,750	117,750	0
\$125,001-\$200,000	238	30.99%	161,250	150,250	160,000	184,500	181,000
\$200,001-\$250,000	90	11.72%	228,750	210,250	226,750	229,950	233,000
\$250,001-\$350,000	97	12.63%	285,000	283,750	275,400	285,000	315,000
\$350,001 and up	98	12.76%	444,500	536,558	418,790	422,500	635,000
Median Sold Price			166,500	100,000	154,900	249,950	362,500
Total Closed Units		100%	768	126	405	208	29
Total Closed Volume			153,742,413	17.49M	64.98M	56.33M	14.94M

February 2020

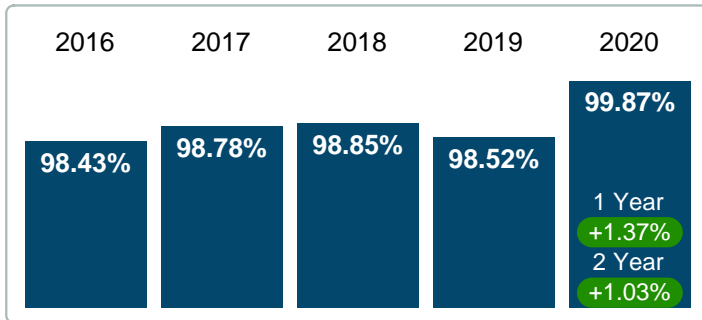
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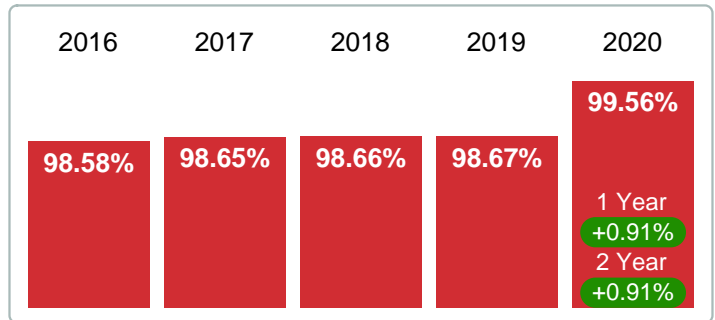
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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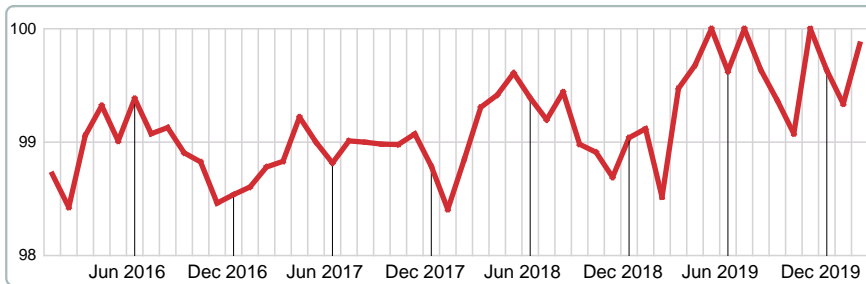
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

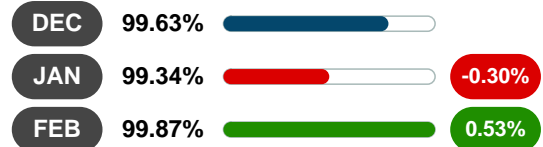


3 MONTHS

5 year FEB AVG = 98.89%

High Nov 2019 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **99.87%**
above the 5 yr FEB average of **98.89%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	44.5000%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	161	20.96%	100.00%	100.00%	100.00%	100.00%	93.67%
\$75,001-\$125,000	84	10.94%	98.12%	97.61%	98.81%	89.79%	0.00%
\$125,001-\$200,000	238	30.99%	100.00%	98.05%	100.00%	99.44%	99.30%
\$200,001-\$250,000	90	11.72%	99.20%	96.36%	98.94%	99.90%	100.00%
\$250,001-\$350,000	97	12.63%	98.92%	94.23%	99.61%	99.36%	98.11%
\$350,001 and up	98	12.76%	97.57%	91.50%	98.00%	98.50%	95.49%
Median Sold/List Ratio		99.87%		97.31%	100.00%	99.21%	97.70%
Total Closed Units		768	100%	126	405	208	29
Total Closed Volume		153,742,413		17.49M	64.98M	56.33M	14.94M

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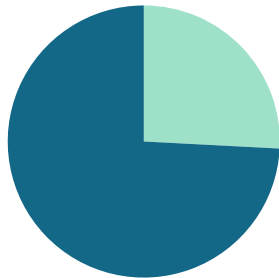
Area Delimited by County Of Tulsa



MARKET SUMMARY

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INVENTORY

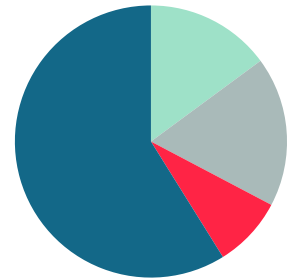


Inventory
 New Listings
1,274 = 25.83%
 Start Inventory
3,659
 Total Inventory Units
4,933
 Volume
\$1,567,485,359

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%
Median List Price	152,900	172,000	12.49%	149,900	165,365	10.32%
Median Sale Price	149,000	166,500	11.74%	145,000	163,000	12.41%
Median Percent of Selling Price to List Price	98.52%	99.87%	1.37%	98.67%	99.56%	0.91%
Median Days on Market to Sale	34.00	22.00	-35.29%	33.00	23.00	-30.30%
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

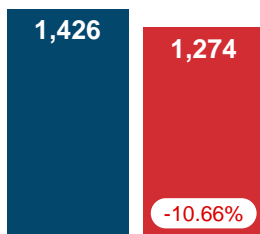
Inventory on February 29, 2020 = **3,036**

2019 **2020**

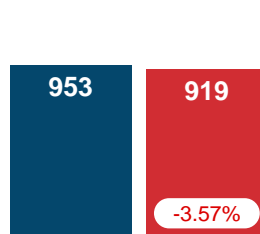
FEBRUARY MARKET

MEDIAN PRICES

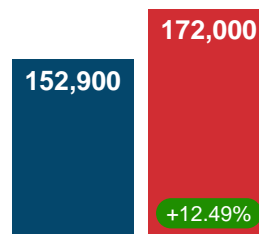
New Listings



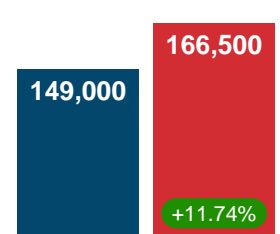
Pending Listings



List Price



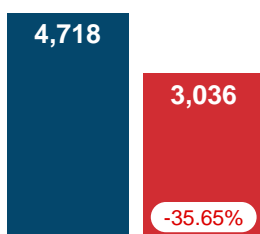
Sale Price



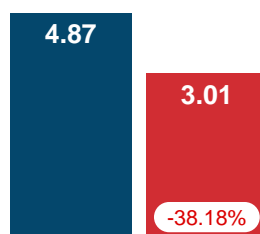
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

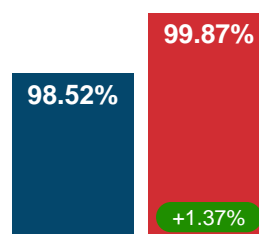
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

