

February 2021



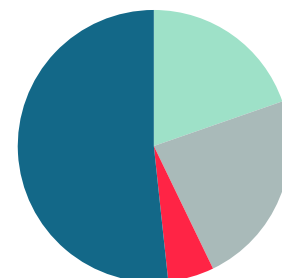
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 11, 2021 for MLS Technology Inc.

Compared Metrics	February		
	2020	2021	+/-%
Closed Listings	1,145	1,169	2.10%
Pending Listings	1,285	1,376	7.08%
New Listings	2,069	1,377	-33.45%
Median List Price	165,000	189,000	14.55%
Median Sale Price	162,000	187,000	15.43%
Median Percent of Selling Price to List Price	99.93%	100.00%	0.08%
Median Days on Market to Sale	22.00	12.00	-45.45%
End of Month Inventory	6,837	3,071	-55.08%
Months Supply of Inventory	4.54	1.90	-58.16%



■ Closed (19.68%)
■ Pending (23.16%)
■ Other OffMarket (5.47%)
■ Active (51.69%)

Absorption: Last 12 months, an Average of **1,617** Sales/Month
Active Inventory as of February 28, 2021 = **3,071**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **55.08%** to 3,071 existing homes available for sale. Over the last 12 months this area has had an average of 1,617 closed sales per month. This represents an unsold inventory index of **1.90** 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 **15.43%** in February 2021 to \$187,000 versus the previous year at \$162,000.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 10.00 days or **45.45%** in February 2021 compared to last year's same month at **22.00** DOM.

Sales Success for February 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 1,377 New Listings in February 2021, down **33.45%** from last year at 2,069. Furthermore, there were 1,169 Closed Listings this month versus last year at 1,145, a **2.10%** increase.

Closed versus Listed trends yielded a **84.9%** ratio, up from previous year's, February 2020, at **55.3%**, a **53.40%** 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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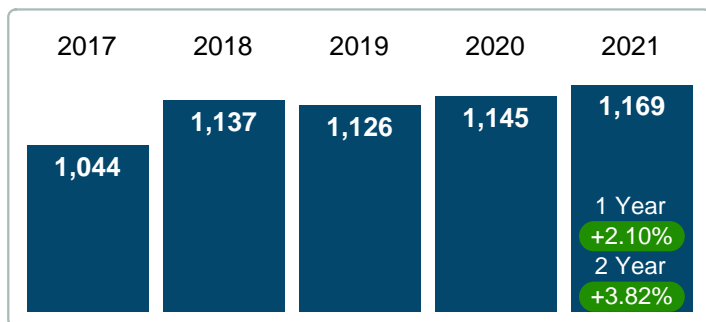
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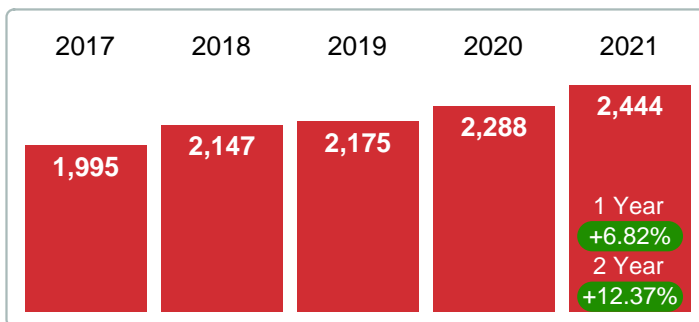
CLOSED LISTINGS

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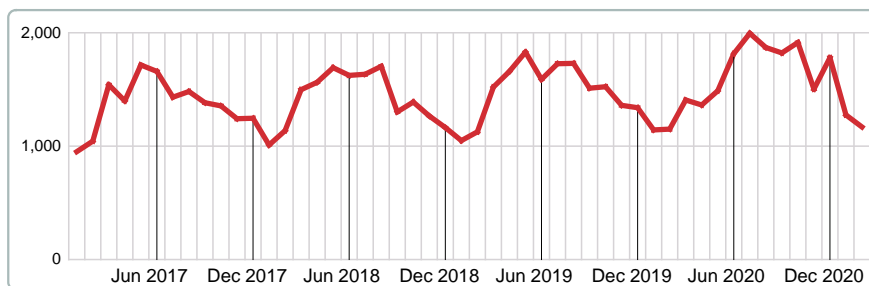
FEBRUARY



YEAR TO DATE (YTD)

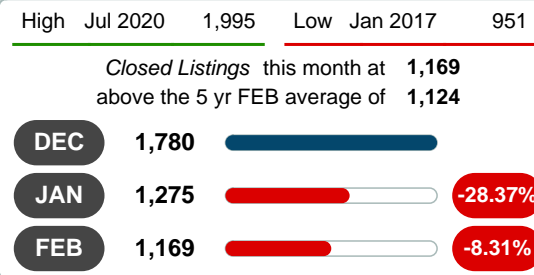


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,124



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	102	8.73%	18.0	35	50	14	3
\$25,001 - \$100,000	155	13.26%	14.0	96	52	7	0
\$100,001 - \$150,000	159	13.60%	8.0	44	102	11	2
\$150,001 - \$225,000	316	27.03%	6.0	30	228	52	6
\$225,001 - \$275,000	143	12.23%	11.0	14	69	51	9
\$275,001 - \$400,000	181	15.48%	28.0	9	60	90	22
\$400,001 and up	113	9.67%	44.0	5	17	66	25
Total Closed Units	1,169			233	578	291	67
Total Closed Volume	255,550,641	100%	12.0	32.18M	104.59M	92.17M	26.62M
Median Closed Price	\$187,000			\$87,500	\$175,000	\$284,900	\$350,000

February 2021



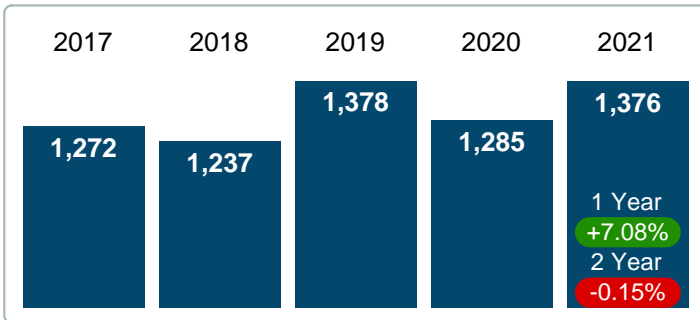
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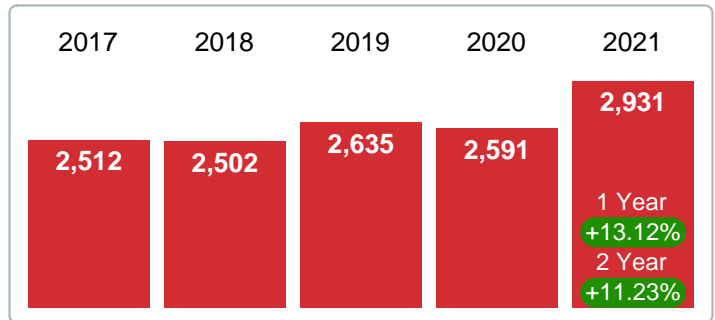
PENDING LISTINGS

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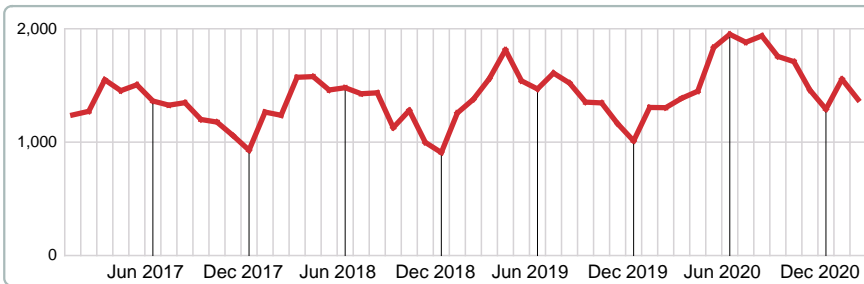
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,310

High Jun 2020 1,951 Low Dec 2018 908

Pending Listings this month at **1,376**
above the 5 yr FEB average of **1,310**



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	129	9.38%	17.0	73	40	15	1
\$50,001 - \$100,000	118	8.58%	17.5	63	49	4	2
\$100,001 - \$150,000	197	14.32%	7.0	51	131	13	2
\$150,001 - \$225,000	347	25.22%	6.0	25	252	66	4
\$225,001 - \$325,000	267	19.40%	10.0	27	122	108	10
\$325,001 - \$425,000	155	11.26%	15.0	8	54	74	19
\$425,001 and up	163	11.85%	28.0	19	26	73	45
Total Pending Units	1,376			266	674	353	83
Total Pending Volume	350,209,002	100%	10.0	47.23M	135.09M	118.18M	49.70M
Median Listing Price	\$199,945			\$99,925	\$179,925	\$304,900	\$445,000

February 2021



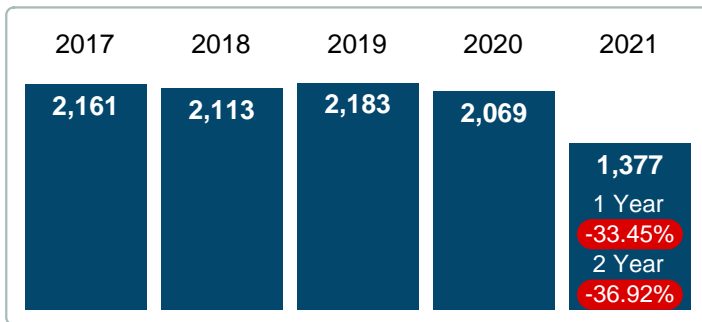
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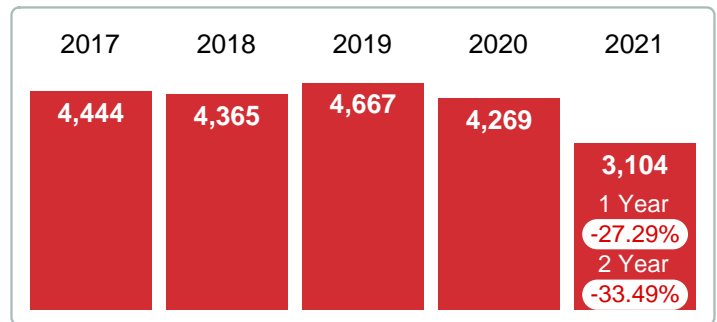
NEW LISTINGS

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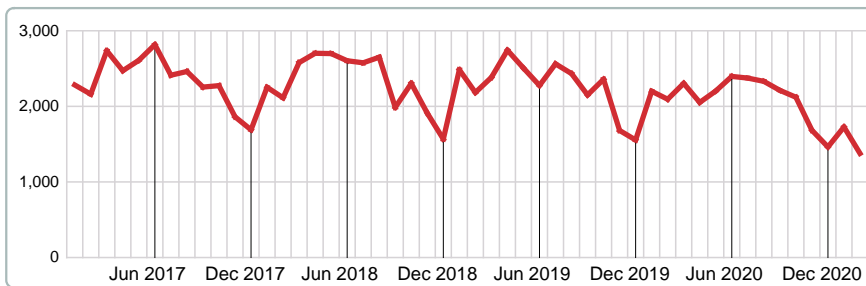
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

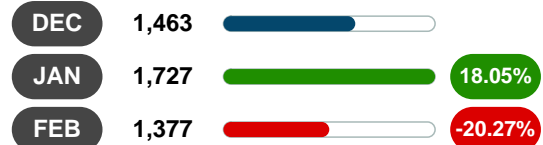


3 MONTHS

5 year FEB AVG = 1,981

High Jun 2017 2,816 Low Feb 2021 1,377

New Listings this month at 1,377 below the 5 yr FEB average of 1,981



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	122	8.86%	50	48	21	3
\$25,001 - \$100,000	178	12.93%	127	47	1	3
\$100,001 - \$150,000	196	14.23%	57	129	8	2
\$150,001 - \$225,000	344	24.98%	30	244	65	5
\$225,001 - \$325,000	221	16.05%	24	108	80	9
\$325,001 - \$475,000	182	13.22%	16	50	91	25
\$475,001 and up	134	9.73%	39	10	46	39
Total New Listed Units	1,377		343	636	312	86
Total New Listed Volume	355,494,609	100%	78.08M	120.95M	106.51M	49.96M
Median New Listed Listing Price	\$189,584		\$99,500	\$176,250	\$297,000	\$453,863

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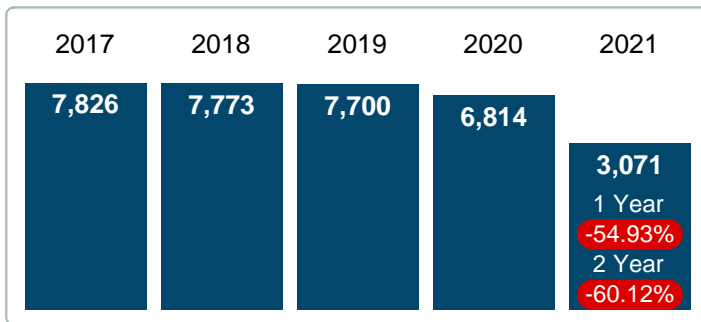
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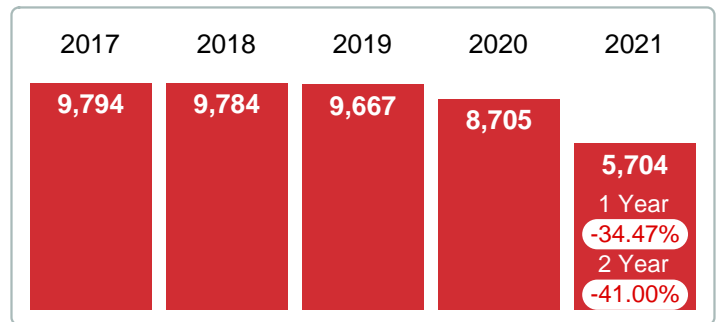
ACTIVE INVENTORY

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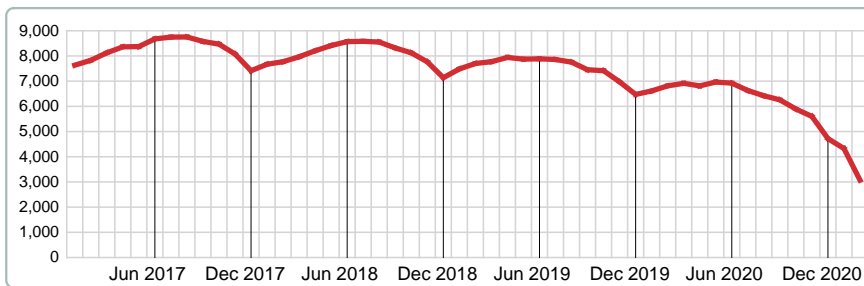
END OF FEBRUARY



ACTIVE DURING FEBRUARY

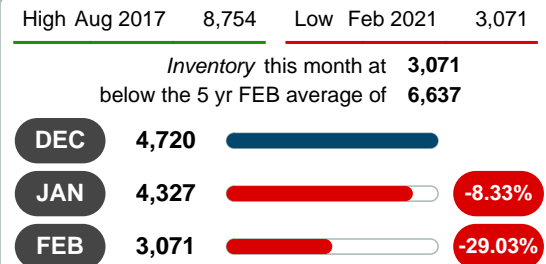


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 6,637



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	265	8.63%	63.0	178	62	23	2
\$25,001 - \$50,000	235	7.65%	69.0	210	22	2	1
\$50,001 - \$125,000	593	19.31%	79.0	407	155	27	4
\$125,001 - \$275,000	793	25.82%	50.0	332	333	115	13
\$275,001 - \$425,000	466	15.17%	61.5	127	138	162	39
\$425,001 - \$825,000	409	13.32%	87.0	149	46	138	76
\$825,001 and up	310	10.09%	122.0	187	13	46	64
Total Active Inventory by Units			3,071	1,590	769	513	199
Total Active Inventory by Volume			1,165,735,159	589.19M	167.64M	232.40M	176.52M
Median Active Inventory Listing Price			\$195,000	\$126,110	\$179,900	\$371,500	\$649,900

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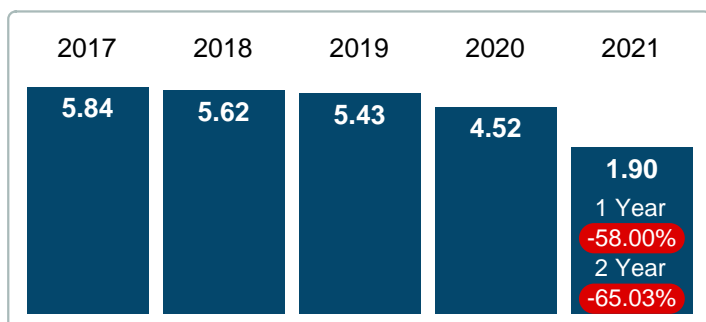
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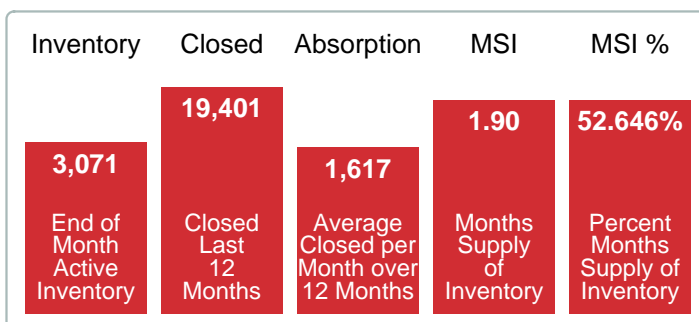
MONTHS SUPPLY of INVENTORY (MSI)

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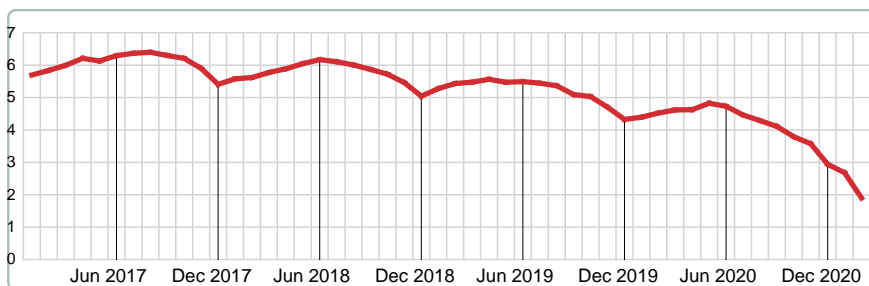
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

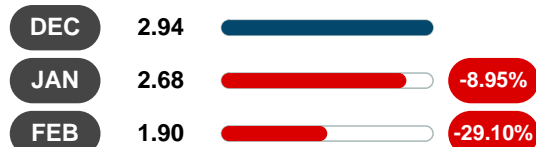


3 MONTHS

5 year FEB AVG = 4.66

High Aug 2017 6.40 Low Feb 2021 1.90

Months Supply this month at 1.90 below the 5 yr FEB average of 4.66



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	265	8.63%	1.60	3.37	0.71	1.00	1.09
\$25,001 - \$50,000	235	7.65%	4.08	4.97	1.66	1.09	4.00
\$50,001 - \$125,000	593	19.31%	2.44	4.30	1.20	1.60	2.18
\$125,001 - \$275,000	793	25.82%	1.04	5.11	0.68	0.58	0.88
\$275,001 - \$425,000	466	15.17%	1.74	10.37	1.68	1.11	1.37
\$425,001 - \$825,000	409	13.32%	4.05	28.84	2.79	2.48	3.21
\$825,001 and up	310	10.09%	19.38	64.11	9.18	7.46	11.64
Market Supply of Inventory (MSI)			1.90	5.78	0.94	1.15	2.60
Total Active Inventory by Units		100%	1.90	1,590	769	513	199

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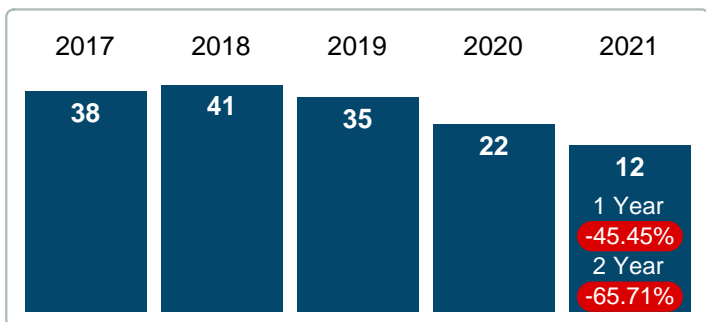
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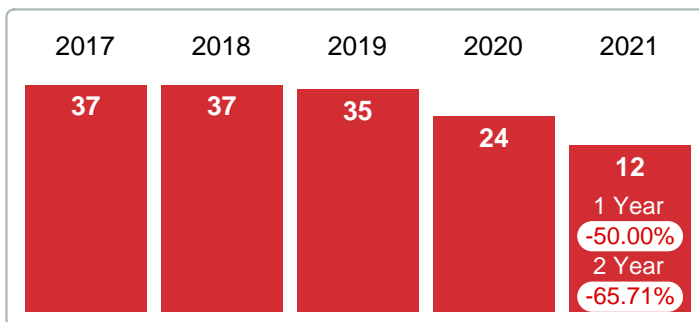
MEDIAN DAYS ON MARKET TO SALE

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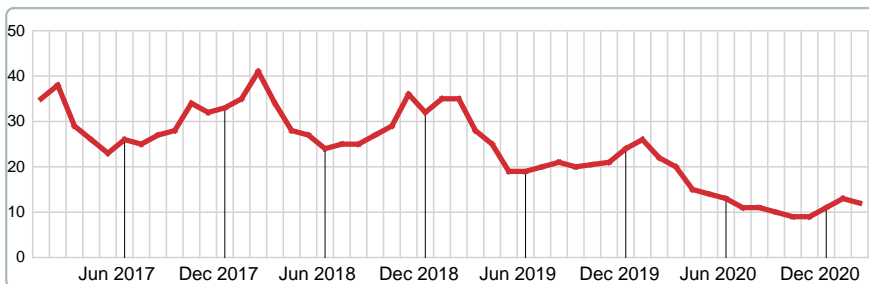
FEBRUARY



YEAR TO DATE (YTD)

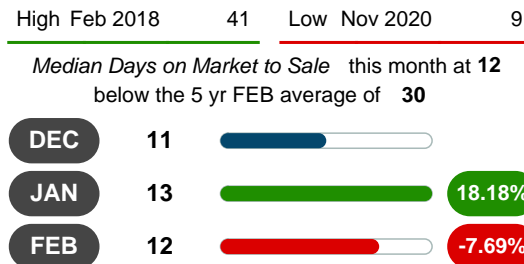


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 30



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
\$25,000 and less	8.73%	18	36	15	13	50
\$25,001 - \$100,000	13.26%	14	16	11	22	0
\$100,001 - \$150,000	13.60%	8	14	7	38	52
\$150,001 - \$225,000	27.03%	6	54	5	9	65
\$225,001 - \$275,000	12.23%	11	13	10	11	17
\$275,001 - \$400,000	15.48%	28	49	36	22	23
\$400,001 and up	9.67%	44	2	59	45	27
Median Closed DOM		12	18	8	18	27
Total Closed Units	100%	1,169	233	578	291	67
Total Closed Volume		255,550,641	32.18M	104.59M	92.17M	26.62M

February 2021



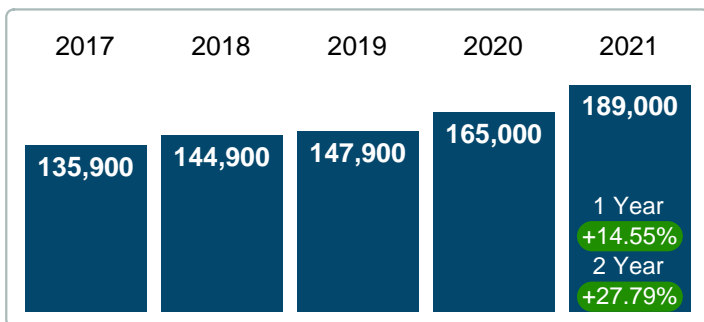
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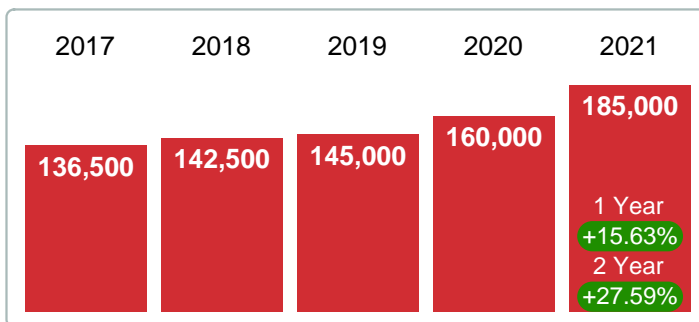
MEDIAN LIST PRICE AT CLOSING

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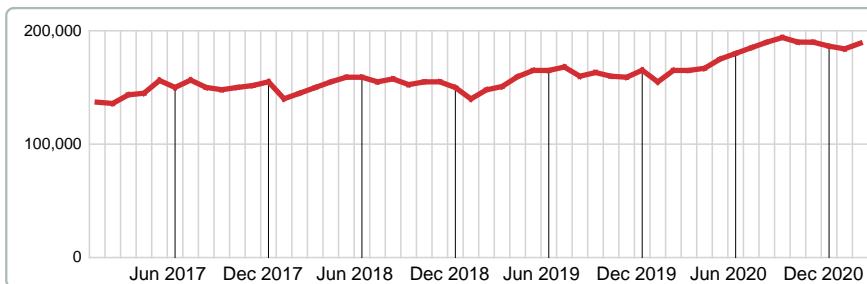
FEBRUARY



YEAR TO DATE (YTD)

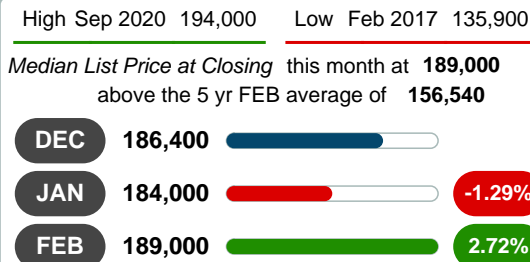


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 156,540



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
\$25,000 and less	8.55%	1,438	1,348	1,375	1,770	2,200
\$25,001 - \$100,000	13.17%	70,000	66,000	75,000	82,900	0
\$100,001 - \$150,000	14.20%	129,900	125,000	130,000	134,900	124,700
\$150,001 - \$225,000	25.75%	185,000	189,450	183,900	195,000	199,900
\$225,001 - \$275,000	12.23%	249,900	250,000	249,950	249,900	268,500
\$275,001 - \$400,000	16.08%	325,000	350,000	315,000	331,207	344,500
\$400,001 and up	10.01%	524,900	530,100	457,450	549,000	485,000
Median List Price		189,000	94,000	175,000	285,392	350,000
Total Closed Units	100%	1,169	233	578	291	67
Total Closed Volume		260,768,978	33.97M	105.84M	93.64M	27.33M

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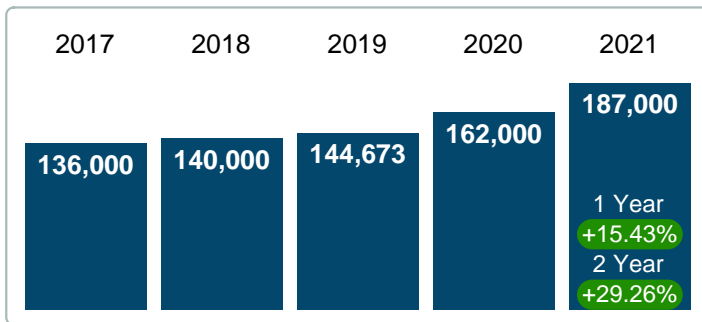
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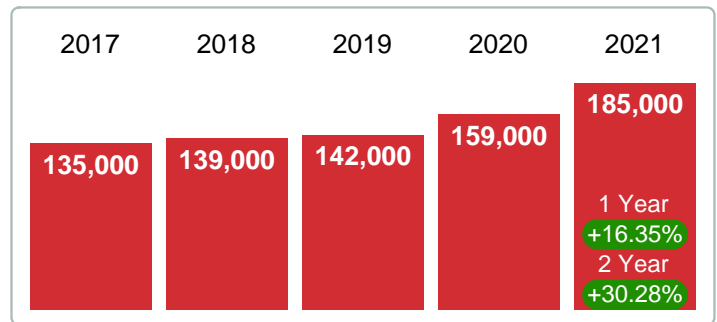
MEDIAN SOLD PRICE AT CLOSING

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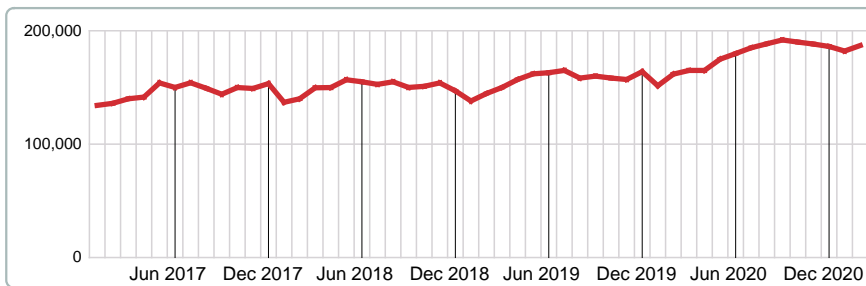
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YEAR TO DATE (YTD)

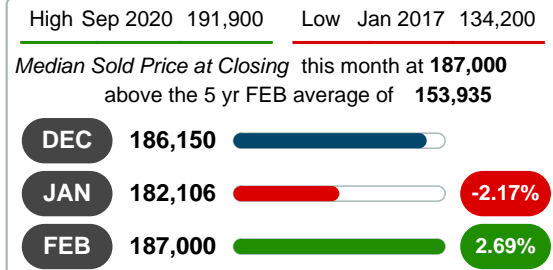


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 153,935



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
\$25,000 and less 102	8.73%	1,475	1,375	1,363	1,745	2,200
\$25,001 - \$100,000 155	13.26%	68,000	62,500	78,019	82,900	0
\$100,001 - \$150,000 159	13.60%	128,900	125,000	129,700	130,000	124,250
\$150,001 - \$225,000 316	27.03%	185,000	185,000	182,250	189,500	198,000
\$225,001 - \$275,000 143	12.23%	250,000	250,500	252,500	247,000	250,000
\$275,001 - \$400,000 181	15.48%	323,880	347,500	313,625	322,940	344,500
\$400,001 and up 113	9.67%	510,000	900,000	445,000	528,787	485,000
Median Sold Price		187,000	87,500	175,000	284,900	350,000
Total Closed Units		1,169	233	578	291	67
Total Closed Volume		255,550,641	32.18M	104.59M	92.17M	26.62M

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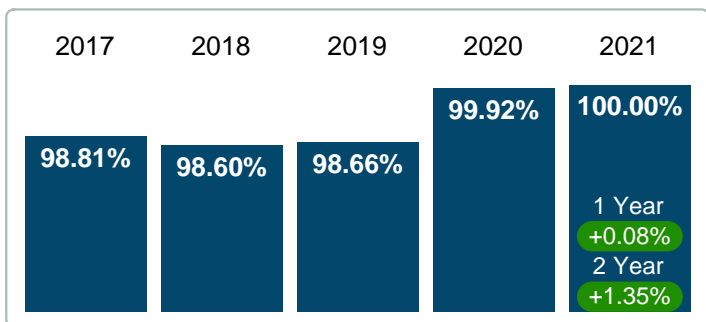
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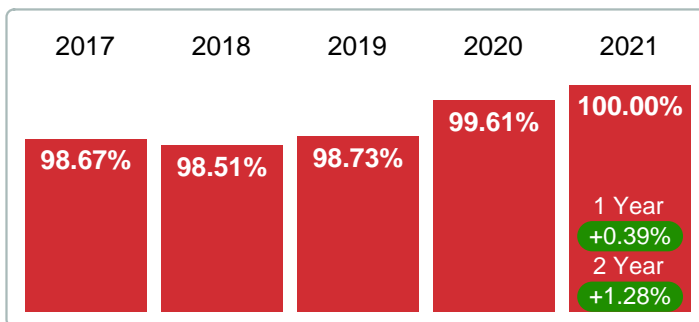
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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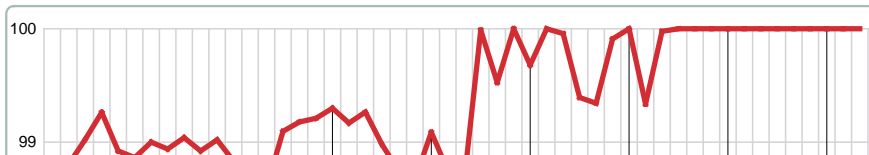
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 99.20%

High Feb 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr FEB average of **99.20%**

DEC 100.00%
JAN 100.00%
FEB 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
\$25,000 and less	102	8.73%	100.00%	100.00%	100.00%	100.00%	100.00%
\$25,001 - \$100,000	155	13.26%	95.24%	94.70%	97.34%	100.00%	0.00%
\$100,001 - \$150,000	159	13.60%	100.00%	100.00%	100.00%	99.69%	99.52%
\$150,001 - \$225,000	316	27.03%	100.00%	97.36%	100.00%	100.00%	97.83%
\$225,001 - \$275,000	143	12.23%	100.00%	98.03%	100.00%	100.00%	92.94%
\$275,001 - \$400,000	181	15.48%	100.00%	92.94%	100.00%	99.87%	100.00%
\$400,001 and up	113	9.67%	98.39%	93.33%	97.24%	98.51%	98.84%
Median Sold/List Ratio		100.00%		97.83%	100.00%	100.00%	99.18%
Total Closed Units		1,169	100%	233	578	291	67
Total Closed Volume		255,550,641		32.18M	104.59M	92.17M	26.62M

February 2021



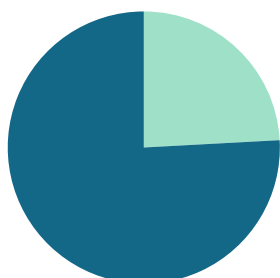
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Mar 11, 2021 for MLS Technology Inc.

INVENTORY

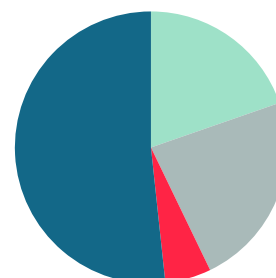


Inventory
 New Listings
1,377 = 24.14%
 Start Inventory
4,327
 Total Inventory Units
5,704
 Volume
\$1,850,339,311

Market Activity

Closed Sales
1,169 = 19.68%
 Pending Sales
1,376 = 23.16%
 Other Off Market
325 = 5.47%
 Active Inventory
3,071 = 51.69%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,145	1,169	2.10%	2,288	2,444	6.82%
Pending Sales	1,285	1,376	7.08%	2,591	2,931	13.12%
New Listings	2,069	1,377	-33.45%	4,269	3,104	-27.29%
Median List Price	165,000	189,000	14.55%	160,000	185,000	15.63%
Median Sale Price	162,000	187,000	15.43%	159,000	185,000	16.35%
Median Percent of Selling Price to List Price	99.93%	100.00%	0.08%	99.61%	100.00%	0.39%
Median Days on Market to Sale	22.00	12.00	-45.45%	24.00	12.00	-50.00%
Monthly Inventory	6,837	3,071	-55.08%	6,837	3,071	-55.08%
Months Supply of Inventory	4.54	1.90	-58.16%	4.54	1.90	-58.16%

Absorption: Last 12 months, an Average of **1,617** Sales/Month

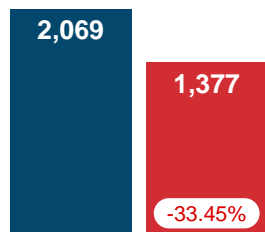
Inventory on February 28, 2021 = **3,071**

2020 **2021**

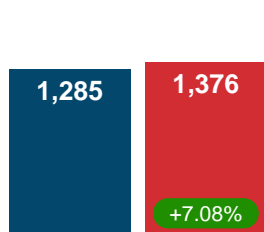
FEBRUARY MARKET

MEDIAN PRICES

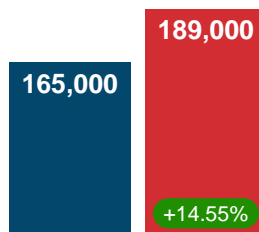
New Listings



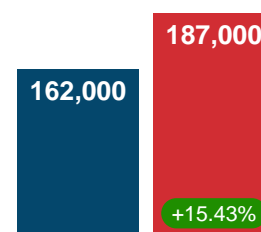
Pending Listings



List Price



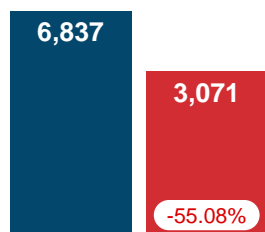
Sale Price



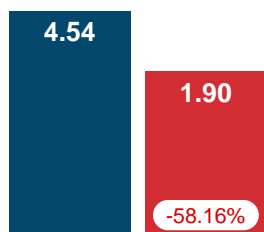
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

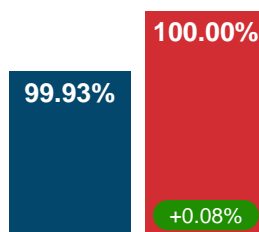
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

