

February 2021

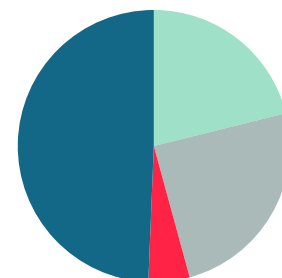
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	806	769	-4.59%
Pending Listings	858	897	4.55%
New Listings	1,294	885	-31.61%
Average List Price	207,603	234,217	12.82%
Average Sale Price	197,811	229,798	16.17%
Average Percent of Selling Price to List Price	97.80%	98.49%	0.71%
Average Days on Market to Sale	40.95	32.49	-20.67%
End of Month Inventory	4,074	1,797	-55.89%
Months Supply of Inventory	3.90	1.64	-57.99%



■ Closed (21.12%)
■ Pending (24.64%)
■ Other OffMarket (4.89%)
■ Active (49.35%)

Absorption: Last 12 months, an Average of **1,096** Sales/Month
Active Inventory as of February 28, 2021 = **1,797**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **55.89%** to 1,797 existing homes available for sale. Over the last 12 months this area has had an average of 1,096 closed sales per month. This represents an unsold inventory index of **1.64** 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 **16.17%** in February 2021 to \$229,798 versus the previous year at \$197,811.

Average Days on Market Shortens

The average number of **32.49** days that homes spent on the market before selling decreased by 8.47 days or **20.67%** in February 2021 compared to last year's same month at **40.95** DOM.

Sales Success for February 2021 is Positive

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

There were 885 New Listings in February 2021, down **31.61%** from last year at 1,294. Furthermore, there were 769 Closed Listings this month versus last year at 806, a **-4.59%** decrease.

Closed versus Listed trends yielded a **86.9%** ratio, up from previous year's, February 2020, at **62.3%**, a **39.50%** 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

February 2021

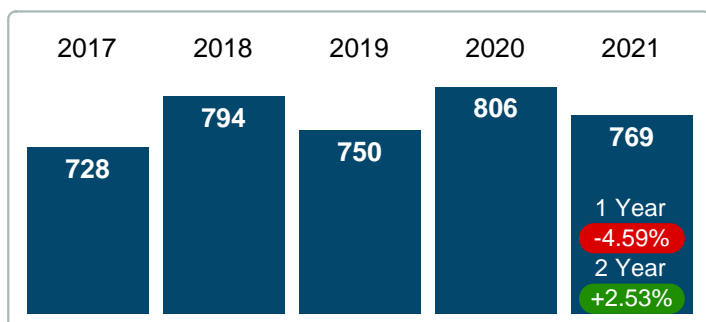
Area Delimited by County Of Tulsa



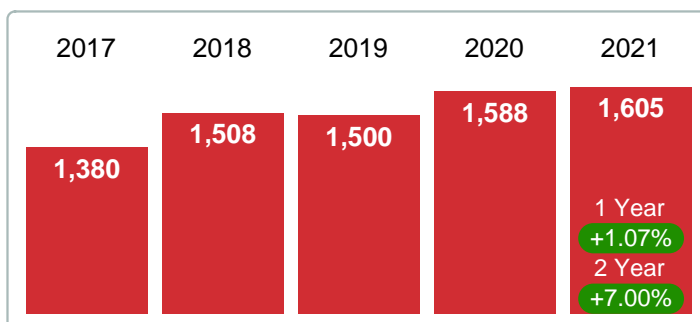
CLOSED LISTINGS

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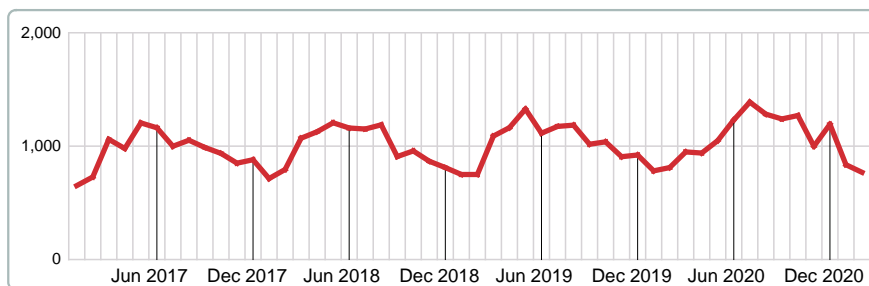
FEBRUARY



YEAR TO DATE (YTD)

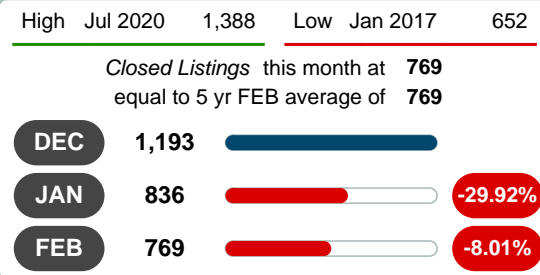


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 769



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-\$100,000	156	20.29%	34.9	69	65	19	3
\$100,001-\$150,000	101	13.13%	20.0	26	66	7	2
\$150,001-\$225,000	209	27.18%	18.1	15	153	37	4
\$225,001-\$300,000	122	15.86%	31.3	7	53	52	10
\$300,001-\$400,000	98	12.74%	45.2	5	28	46	19
\$400,001 and up	83	10.79%	66.0	4	13	48	18
Total Closed Units	769			126	378	209	56
Total Closed Volume	176,714,867	100%	32.5	19.63M	68.68M	66.48M	21.92M
Average Closed Price	\$229,798			\$155,798	\$181,699	\$318,109	\$391,380

February 2021

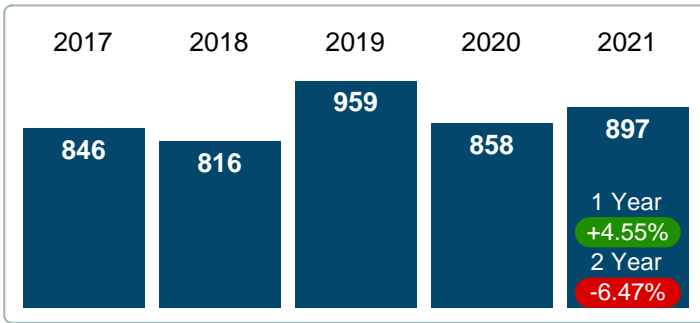
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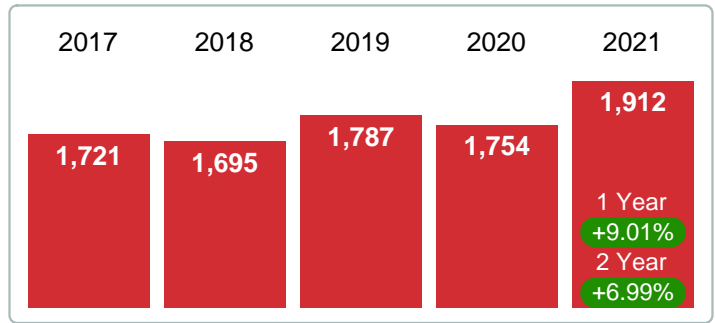
PENDING LISTINGS

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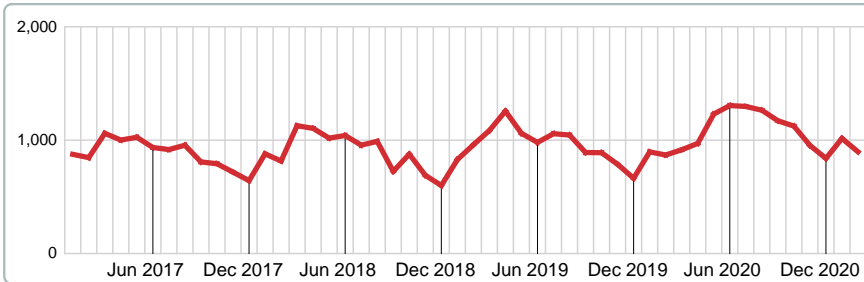
FEBRUARY



YEAR TO DATE (YTD)

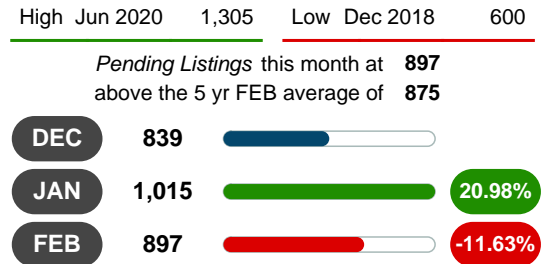


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 875



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	68	7.58%	43.7	28	30	10	0
\$50,001 - \$125,000	114	12.71%	29.5	47	65	1	1
\$125,001 - \$175,000	156	17.39%	21.6	21	117	18	0
\$175,001 - \$250,000	210	23.41%	19.0	18	135	53	4
\$250,001 - \$325,000	123	13.71%	34.5	10	49	59	5
\$325,001 - \$475,000	135	15.05%	47.0	6	43	68	18
\$475,001 and up	91	10.14%	66.4	15	9	42	25
Total Pending Units	897			145	448	251	53
Total Pending Volume	246,179,084	100%	27.6	33.63M	89.37M	87.21M	35.97M
Average Listing Price	\$184,918			\$231,938	\$199,480	\$347,450	\$678,695

February 2021

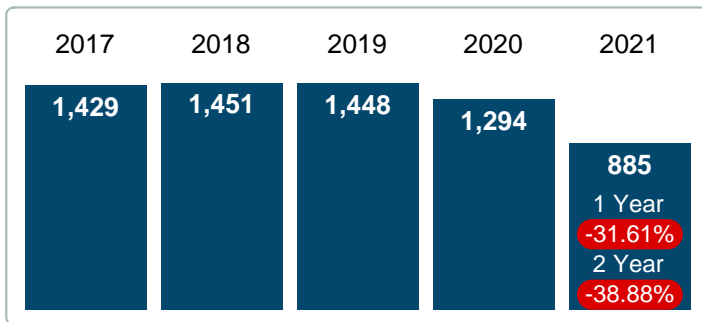
Area Delimited by County Of Tulsa



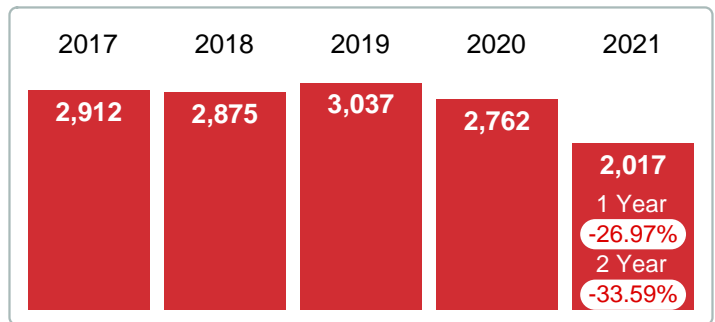
NEW LISTINGS

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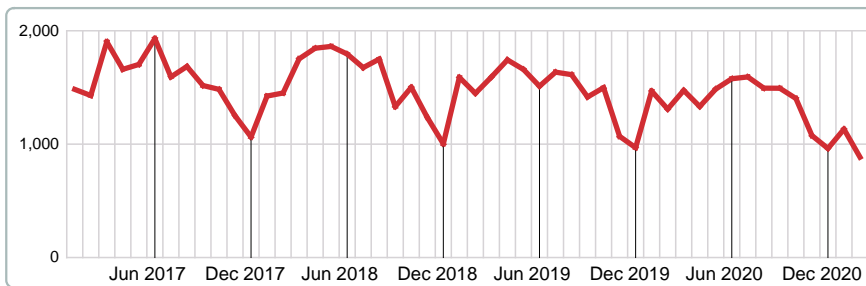
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

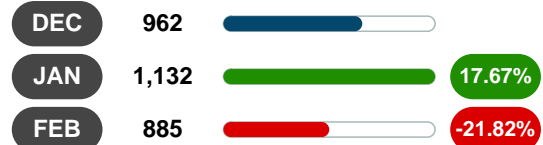


3 MONTHS

5 year FEB AVG = 1,301

High Jun 2017 1,931 Low Feb 2021 885

New Listings this month at **885**
below the 5 yr FEB average of **1,301**



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	84	9.49%	26	40	15	3
\$25,001 - \$100,000	79	8.93%	50	27	1	1
\$100,001 - \$150,000	124	14.01%	29	88	7	0
\$150,001 - \$225,000	238	26.89%	24	163	46	5
\$225,001 - \$325,000	141	15.93%	12	68	55	6
\$325,001 - \$500,000	127	14.35%	10	34	63	20
\$500,001 and up	92	10.40%	24	8	28	32
Total New Listed Units	885		175	428	215	67
Total New Listed Volume	241,639,964	100%	45.77M	81.67M	73.01M	41.19M
Average New Listed Listing Price	\$191,334		\$261,524	\$190,819	\$339,595	\$614,777

February 2021

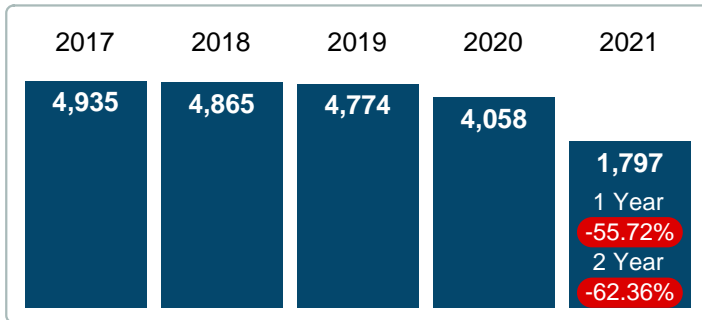
Area Delimited by County Of Tulsa



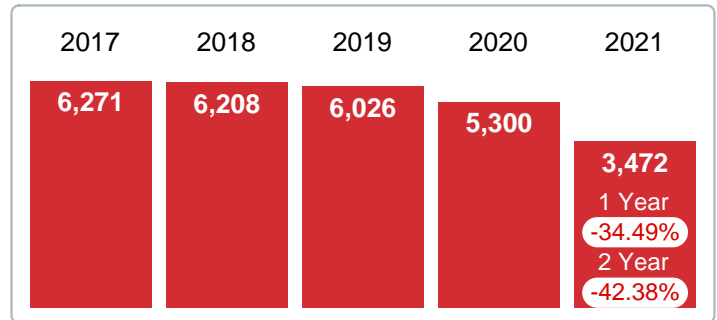
ACTIVE INVENTORY

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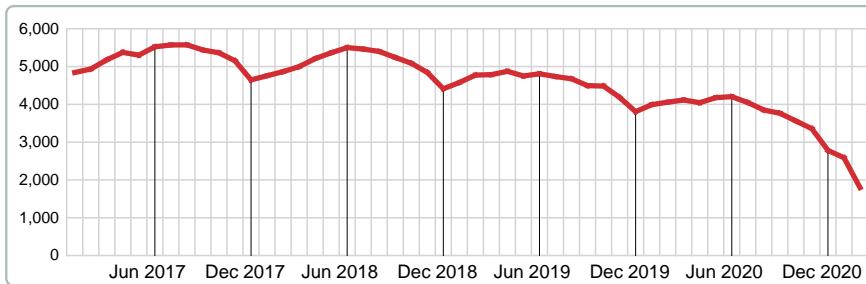
END OF FEBRUARY



ACTIVE DURING FEBRUARY

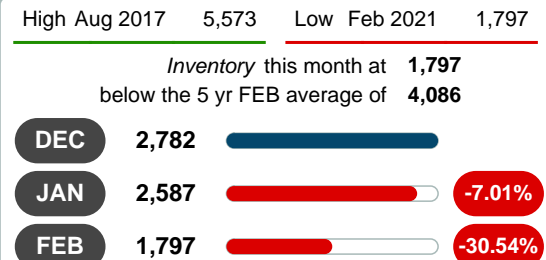


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4,086



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	124	6.90%	65.7	47	57	18	2
\$25,001 - \$75,000	222	12.35%	113.6	153	59	10	0
\$75,001 - \$150,000	266	14.80%	77.0	156	97	12	1
\$150,001 - \$350,000	498	27.71%	72.4	147	204	125	22
\$350,001 - \$525,000	280	15.58%	103.0	74	50	116	40
\$525,001 - \$975,000	220	12.24%	97.4	84	21	59	56
\$975,001 and up	187	10.41%	130.9	114	5	26	42
Total Active Inventory by Units	1,797			775	493	366	163
Total Active Inventory by Volume	827,198,278	100%	91.6	404.09M	102.65M	170.40M	150.06M
Average Active Inventory Listing Price	\$460,322			\$521,406	\$208,216	\$465,572	\$920,608

February 2021

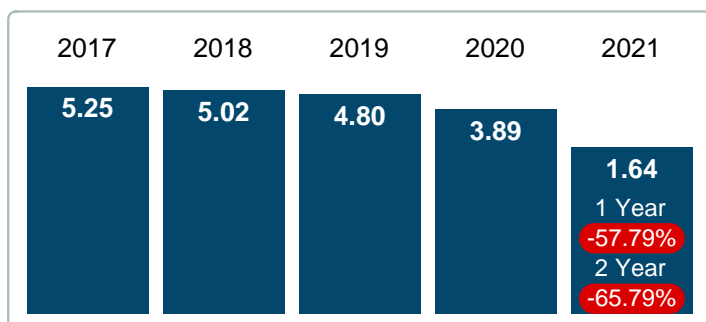
Area Delimited by County Of Tulsa



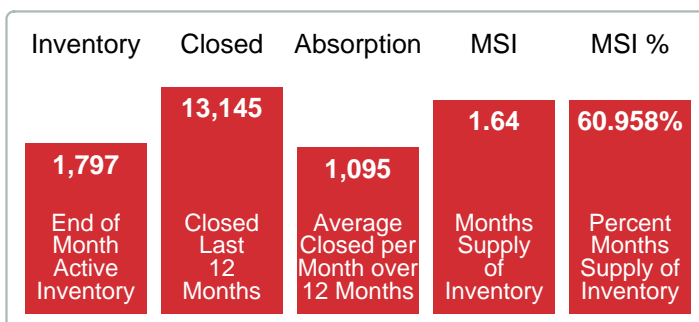
MONTHS SUPPLY of INVENTORY (MSI)

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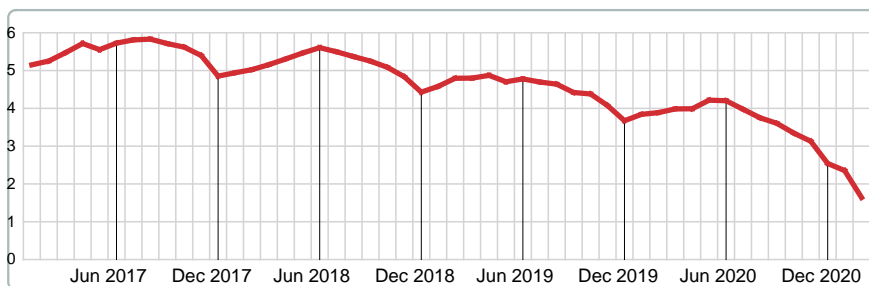
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021

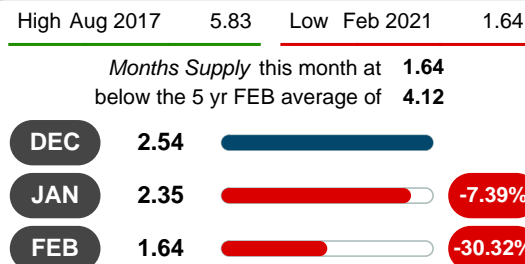


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4.12



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	124	6.90%	0.95	1.33	0.77	0.93	1.26
\$25,001 - \$75,000	222	12.35%	3.60	4.12	2.80	3.08	0.00
\$75,001 - \$150,000	266	14.80%	1.36	3.48	0.72	0.86	1.09
\$150,001 - \$350,000	498	27.71%	0.91	4.18	0.71	0.62	0.92
\$350,001 - \$525,000	280	15.58%	2.60	20.65	2.17	1.82	2.31
\$525,001 - \$975,000	220	12.24%	5.06	31.50	3.65	2.52	4.80
\$975,001 and up	187	10.41%	25.79	76.00	8.57	10.76	15.27
Market Supply of Inventory (MSI)			1.64	4.84	0.90	1.12	2.79
Total Active Inventory by Units		100%	1,794	775	493	366	163

February 2021

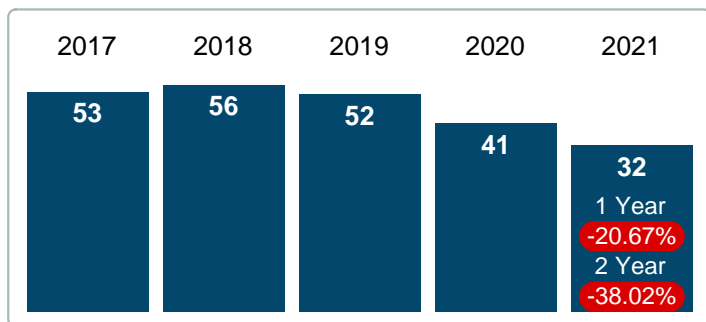
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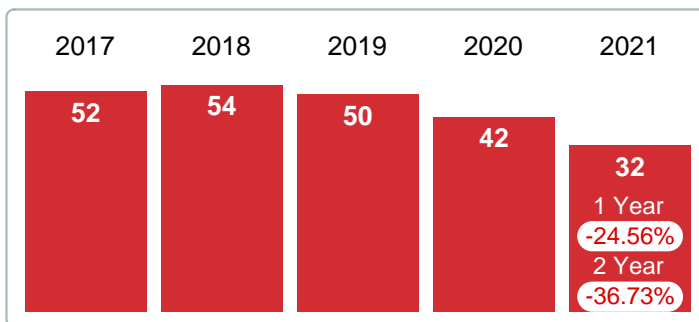
AVERAGE DAYS ON MARKET TO SALE

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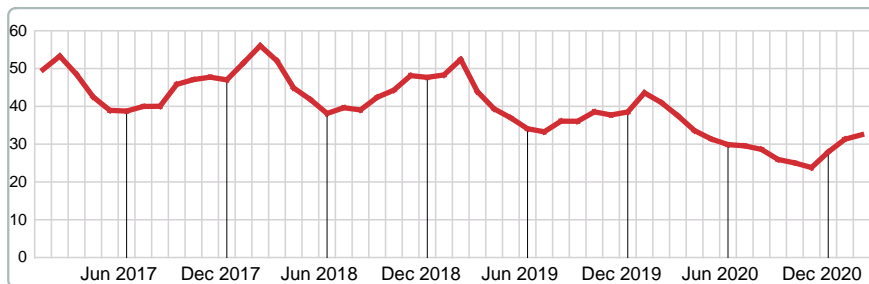
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

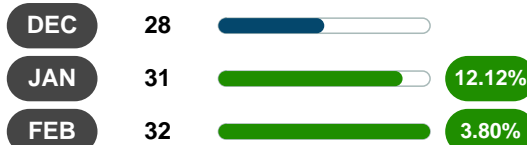


3 MONTHS

5 year FEB AVG = 47

High Feb 2018 56 Low Nov 2020 24

Average Days on Market to Sale this month at 32 below the 5 yr FEB average of 47



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-\$100,000	156	20.29%	35	52	21	20	50
\$100,001-\$150,000	101	13.13%	20	25	16	34	52
\$150,001-\$225,000	209	27.18%	18	38	15	20	62
\$225,001-\$300,000	122	15.86%	31	71	30	27	31
\$300,001-\$400,000	98	12.74%	45	68	40	52	31
\$400,001 and up	83	10.79%	66	5	63	79	48
Average Closed DOM			32	45	22	43	40
Total Closed Units		100%	32	126	378	209	56
Total Closed Volume			176,714,867	19.63M	68.68M	66.48M	21.92M

February 2021

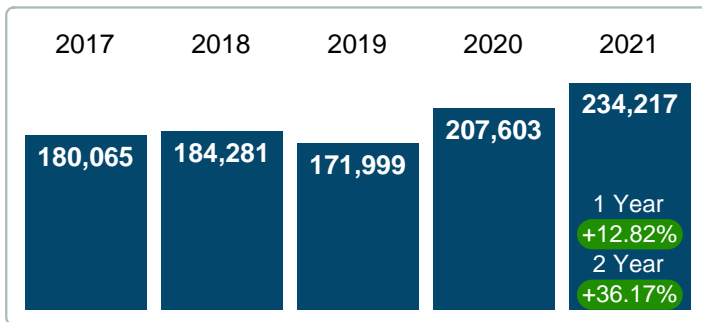
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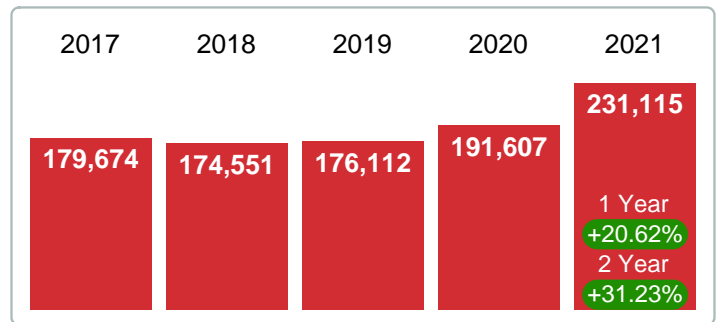
AVERAGE LIST PRICE AT CLOSING

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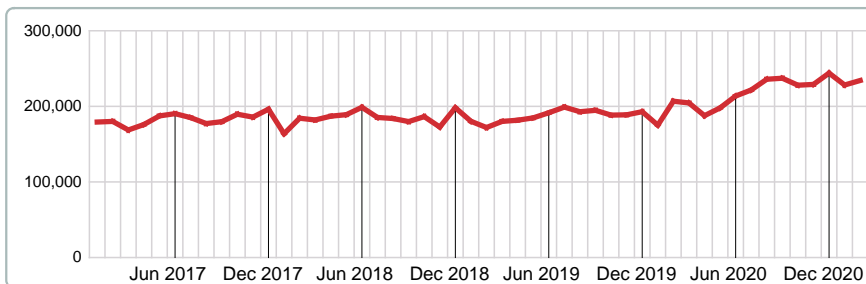
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

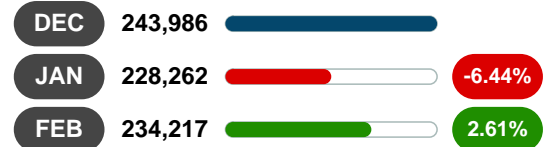


3 MONTHS

5 year FEB AVG = 195,633

High Dec 2020 243,986 Low Jan 2018 163,730

Average List Price at Closing this month at **234,217**
above the 5 yr FEB average of **195,633**



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	154	20.03%	36,109	49,066	30,660	23,268	2,433
\$100,001	108	14.04%	129,587	125,658	129,905	137,800	124,700
\$150,001	199	25.88%	187,519	192,913	185,643	193,695	191,200
\$225,001	126	16.38%	262,268	282,757	263,224	264,765	268,180
\$300,001	99	12.87%	349,384	392,980	344,382	348,353	343,232
\$400,001 and up	83	10.79%	669,945	1,767,525	519,591	610,567	685,356
Average List Price			234,217	163,180	183,382	323,792	402,877
Total Closed Units		100%	234,217	126	378	209	56
Total Closed Volume			180,112,587	20.56M	69.32M	67.67M	22.56M

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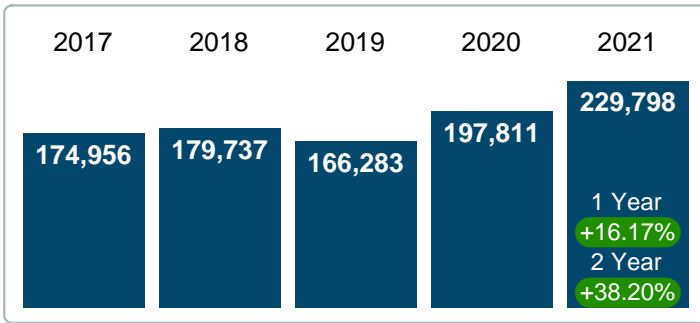
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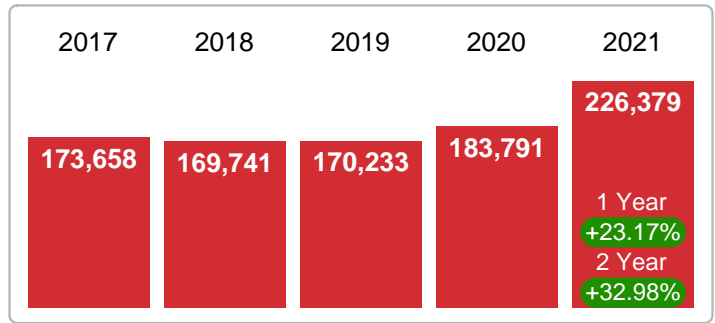
AVERAGE SOLD PRICE AT CLOSING

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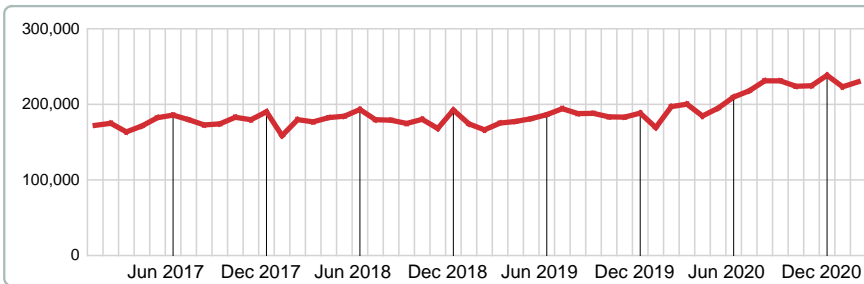
FEBRUARY



YEAR TO DATE (YTD)

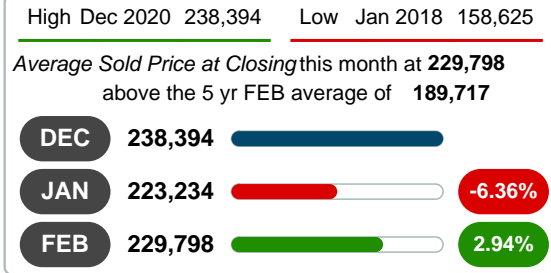


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 189,717



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	156	20.29%	35,535	45,192	30,233	23,834	2,433
\$100,001	101	13.13%	127,889	123,865	129,370	129,914	124,250
\$150,001	209	27.18%	186,235	190,807	184,719	190,648	186,275
\$225,001	122	15.86%	260,142	248,214	261,207	261,391	256,357
\$300,001	98	12.74%	342,560	351,500	338,718	344,264	341,742
\$400,001 and up	83	10.79%	650,882	1,733,690	506,817	596,669	658,873
Average Sold Price	229,798			155,798	181,699	318,109	391,380
Total Closed Units	769	100%	229,798	126	378	209	56
Total Closed Volume	176,714,867			19.63M	68.68M	66.48M	21.92M

February 2021

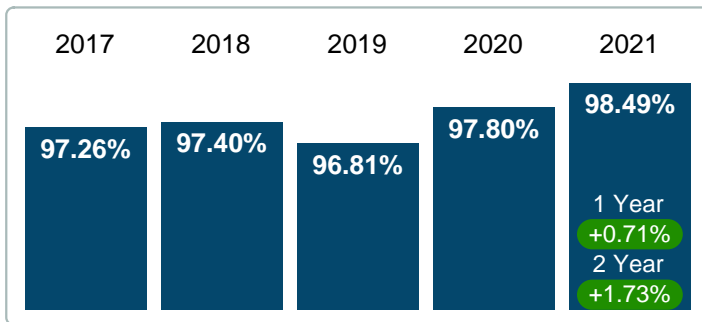
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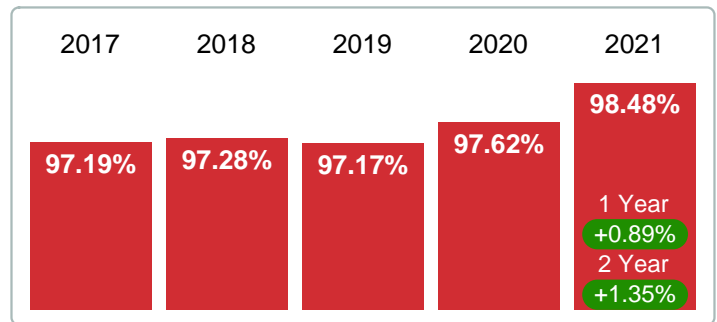
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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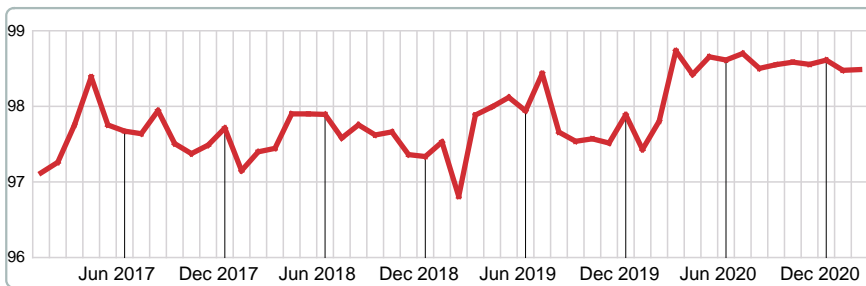
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

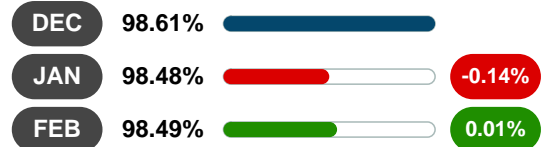


3 MONTHS

5 year FEB AVG = 97.55%

High Mar 2020 98.73% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **98.49%**
equal to 5 yr FEB average of **97.55%**



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	156	20.29%	97.11%	94.65%	98.78%	99.84%	100.00%
\$100,001	101	13.13%	99.17%	98.71%	99.81%	94.80%	99.52%
\$150,001	209	27.18%	99.49%	99.04%	99.67%	99.12%	97.57%
\$225,001	122	15.86%	98.42%	90.25%	99.32%	98.99%	96.38%
\$300,001	98	12.74%	98.44%	90.28%	98.41%	98.81%	99.74%
\$400,001 and up	83	10.79%	97.88%	95.83%	98.01%	98.05%	97.78%
Average Sold/List Ratio		98.50%		95.63%	99.34%	98.70%	98.36%
Total Closed Units		769	100%	126	378	209	56
Total Closed Volume		176,714,867		19.63M	68.68M	66.48M	21.92M

February 2021

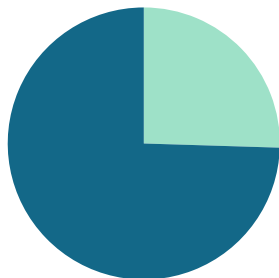
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

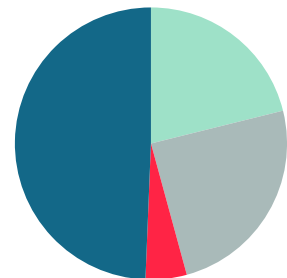


Inventory
 New Listings
885 = 25.49%
 Start Inventory
2,587
 Total Inventory Units
3,472
 Volume
\$1,294,352,543

Market Activity

Closed Sales
769 = 21.12%
 Pending Sales
897 = 24.64%
 Other Off Market
178 = 4.89%
 Active Inventory
1,797 = 49.35%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	806	769	-4.59%	1,588	1,605	1.07%
Pending Sales	858	897	4.55%	1,754	1,912	9.01%
New Listings	1,294	885	-31.61%	2,762	2,017	-26.97%
Average List Price	207,603	234,217	12.82%	191,607	231,115	20.62%
Average Sale Price	197,811	229,798	16.17%	183,791	226,379	23.17%
Average Percent of Selling Price to List Price	97.80%	98.49%	0.71%	97.62%	98.48%	0.89%
Average Days on Market to Sale	40.95	32.49	-20.67%	42.24	31.87	-24.56%
Monthly Inventory	4,074	1,797	-55.89%	4,074	1,797	-55.89%
Months Supply of Inventory	3.90	1.64	-57.99%	3.90	1.64	-57.99%

Absorption: Last 12 months, an Average of **1,096** Sales/Month

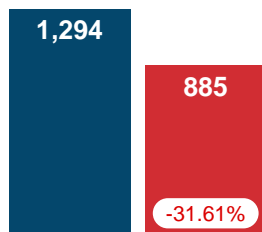
Inventory on February 28, 2021 = **1,797**

2020 **2021**

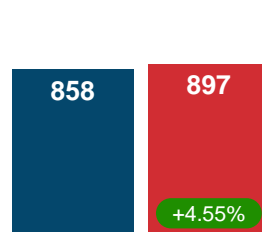
FEBRUARY MARKET

AVERAGE PRICES

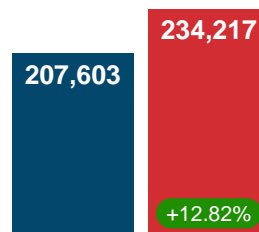
New Listings



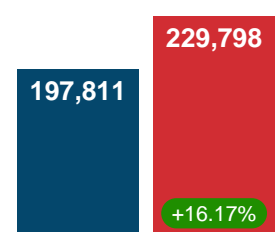
Pending Listings



List Price



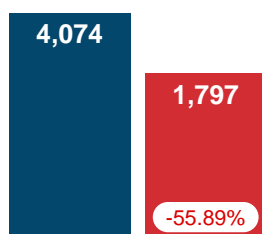
Sale Price



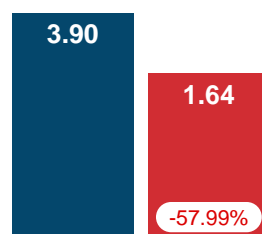
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

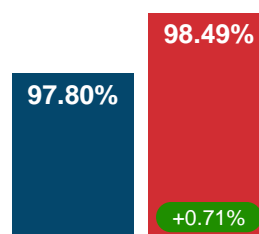
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

