

January 2021

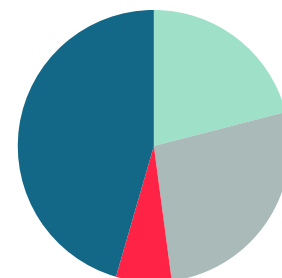
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	782	827	5.75%
Pending Listings	896	1,061	18.42%
New Listings	1,468	1,132	-22.89%
Average List Price	175,120	228,460	30.46%
Average Sale Price	169,340	223,429	31.94%
Average Percent of Selling Price to List Price	97.43%	98.47%	1.07%
Average Days on Market to Sale	43.57	31.34	-28.07%
End of Month Inventory	3,991	1,794	-55.05%
Months Supply of Inventory	3.84	1.63	-57.46%



■ Closed (20.98%)
■ Pending (26.92%)
■ Other OffMarket (6.60%)
■ Active (45.51%)

Absorption: Last 12 months, an Average of **1,098** Sales/Month
Active Inventory as of January 31, 2021 = **1,794**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **55.05%** to 1,794 existing homes available for sale. Over the last 12 months this area has had an average of 1,098 closed sales per month. This represents an unsold inventory index of **1.63** 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 **31.94%** in January 2021 to \$223,429 versus the previous year at \$169,340.

Average Days on Market Shortens

The average number of **31.34** days that homes spent on the market before selling decreased by 12.23 days or **28.07%** in January 2021 compared to last year's same month at **43.57** DOM.

Sales Success for January 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 1,132 New Listings in January 2021, down **22.89%** from last year at 1,468. Furthermore, there were 827 Closed Listings this month versus last year at 782, a **5.75%** increase.

Closed versus Listed trends yielded a **73.1%** ratio, up from previous year's, January 2020, at **53.3%**, a **37.14%** 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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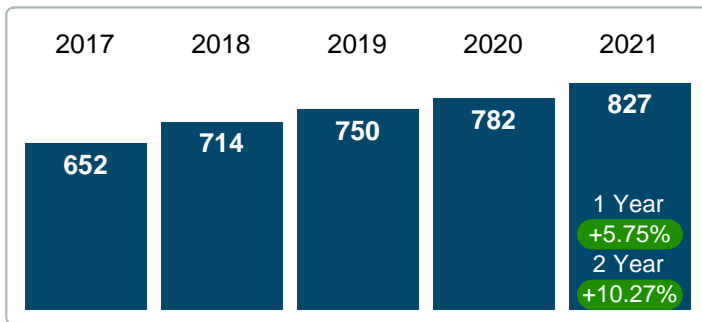
Area Delimited by County Of Tulsa



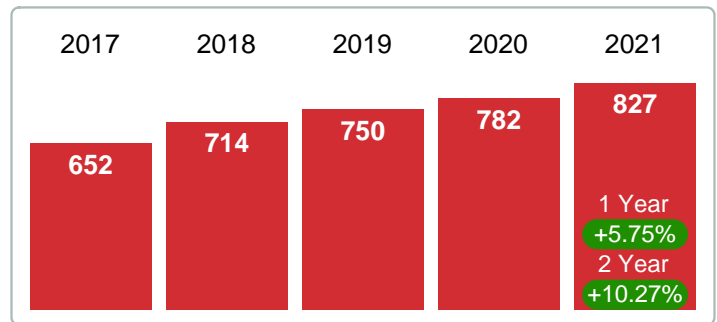
CLOSED LISTINGS

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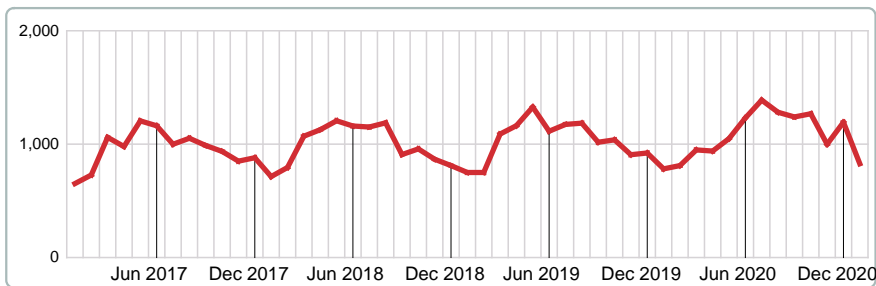
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

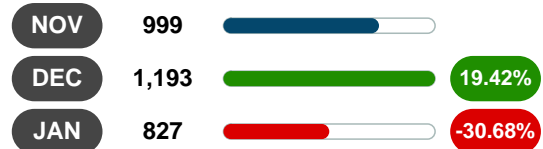


3 MONTHS

5 year JAN AVG = 745

High Jul 2020 1,388 Low Jan 2017 652

Closed Listings this month at **827**
above the 5 yr JAN average of **745**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	158	19.11%	28.4	65	71	20	2
\$75,001-\$150,000	154	18.62%	17.4	43	100	10	1
\$150,001-\$225,000	190	22.97%	24.9	14	127	47	2
\$225,001-\$275,000	97	11.73%	25.6	4	43	48	2
\$275,001-\$375,000	132	15.96%	51.0	8	47	59	18
\$375,001 and up	96	11.61%	50.3	10	19	46	21
Total Closed Units	827			144	407	230	46
Total Closed Volume	184,775,996	100%	31.3	24.43M	72.08M	66.26M	22.02M
Average Closed Price	\$223,429			\$169,643	\$177,089	\$288,067	\$478,624

January 2021



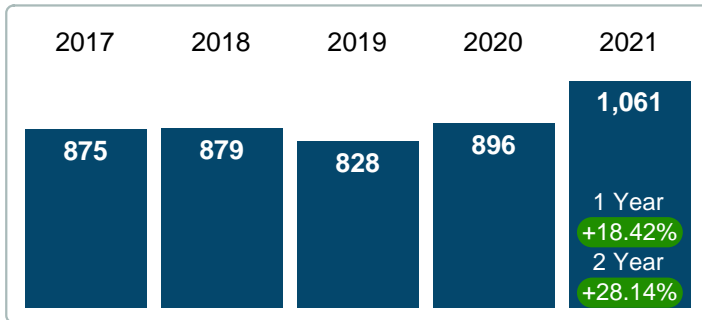
Area Delimited by County Of Tulsa



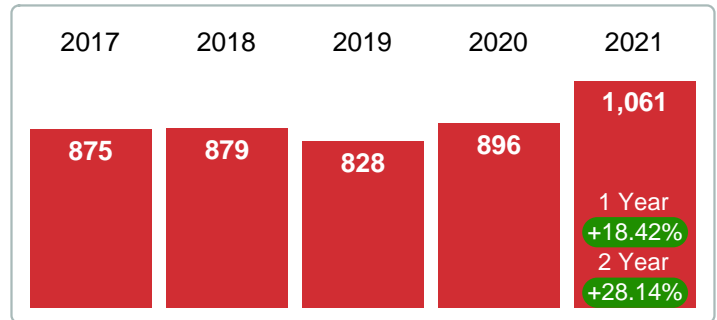
PENDING LISTINGS

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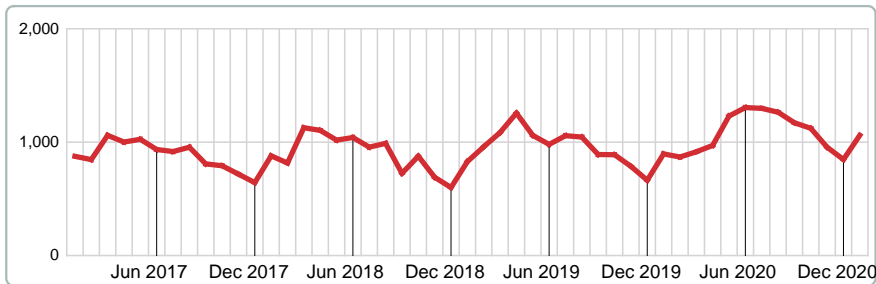
JANUARY



YEAR TO DATE (YTD)

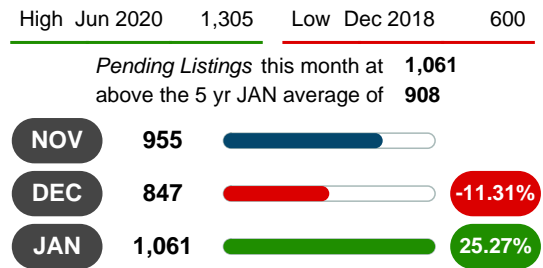


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 908



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	94	8.86%	26.8	33	43	16	2
\$50,001 - \$100,000	93	8.77%	36.2	49	40	4	0
\$100,001 - \$150,000	155	14.61%	22.6	33	102	19	1
\$150,001 - \$225,000	272	25.64%	21.9	18	203	44	7
\$225,001 - \$300,000	165	15.55%	37.2	7	70	75	13
\$300,001 - \$425,000	170	16.02%	51.6	4	53	89	24
\$425,001 and up	112	10.56%	65.3	9	13	61	29
Total Pending Units	1,061			153	524	308	76
Total Pending Volume	264,187,320	100%	28.0	30.20M	98.39M	101.82M	33.78M
Average Listing Price	\$192,303			\$197,370	\$187,764	\$330,584	\$444,491

January 2021



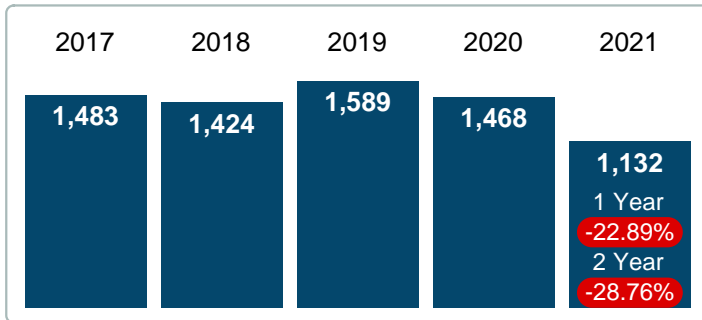
Area Delimited by County Of Tulsa



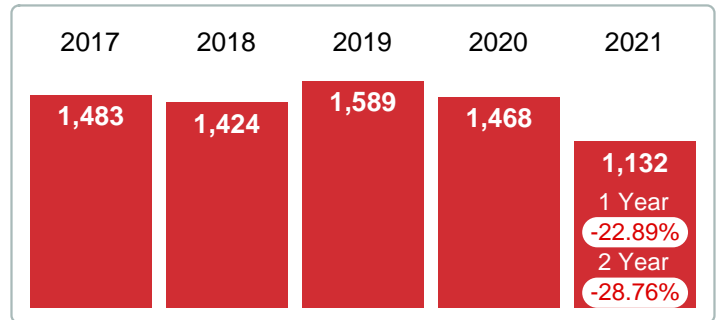
NEW LISTINGS

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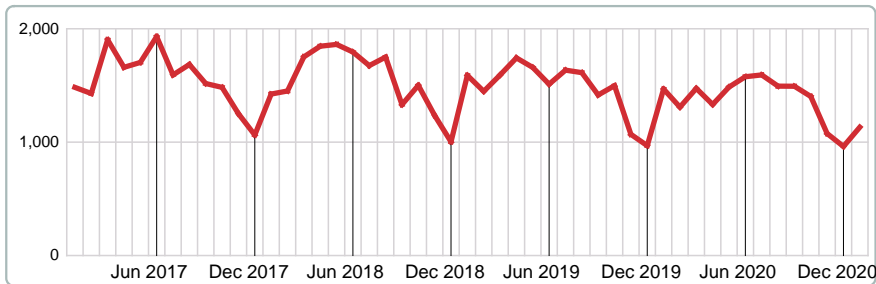
JANUARY



YEAR TO DATE (YTD)

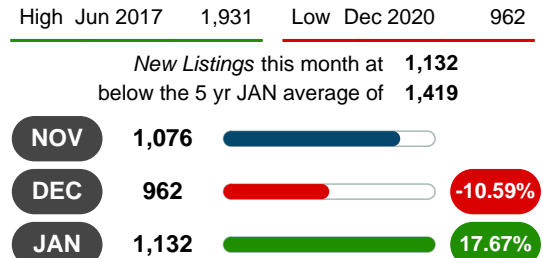


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,419



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	90	7.95%	23	50	17	0
\$25,001 - \$100,000	144	12.72%	92	46	5	1
\$100,001 - \$150,000	150	13.25%	41	96	13	0
\$150,001 - \$225,000	270	23.85%	29	199	37	5
\$225,001 - \$350,000	224	19.79%	25	86	97	16
\$350,001 - \$625,000	140	12.37%	16	25	75	24
\$625,001 and up	114	10.07%	49	5	33	27
Total New Listed Units	1,132		275	507	277	73
Total New Listed Volume	339,360,047	100%	99.33M	91.42M	100.89M	47.72M
Average New Listed Listing Price	\$188,879		\$361,216	\$180,319	\$364,211	\$653,666

January 2021



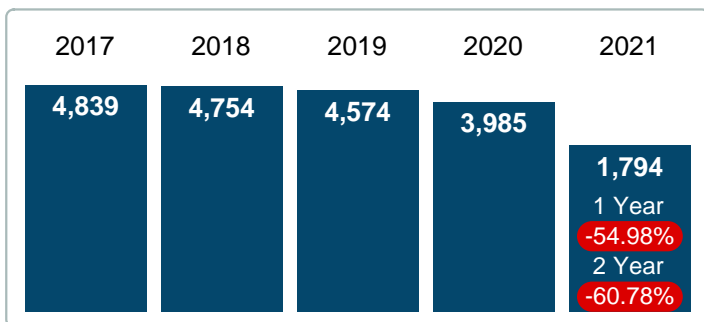
Area Delimited by County Of Tulsa



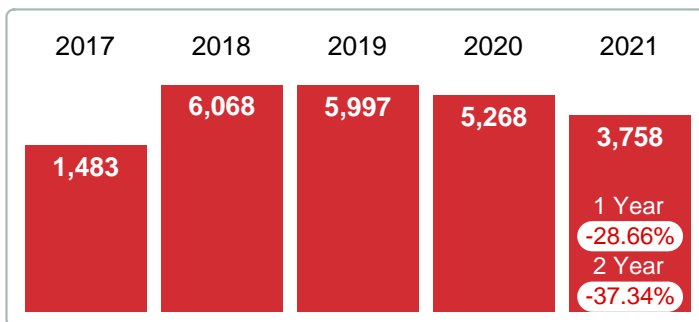
ACTIVE INVENTORY

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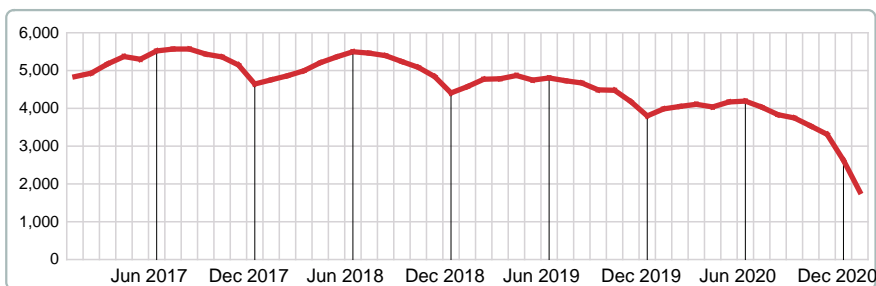
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

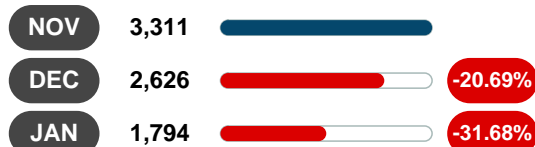


3 MONTHS

5 year JAN AVG = 3,989

High Aug 2017 5,570 Low Jan 2021 1,794

Inventory this month at 1,794 below the 5 yr JAN average of 3,989



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	122	6.80%	68.4	41	61	18	2
\$25,001 - \$75,000	221	12.32%	102.3	146	64	10	1
\$75,001 - \$175,000	331	18.45%	85.9	197	115	17	2
\$175,001 - \$350,000	419	23.36%	69.6	133	156	112	18
\$350,001 - \$575,000	306	17.06%	98.9	85	67	121	33
\$575,001 - \$1,050,000	214	11.93%	98.2	84	17	62	51
\$1,050,001 and up	181	10.09%	123.2	111	4	23	43
Total Active Inventory by Units			1,794	797	484	363	150
Total Active Inventory by Volume			852,889,425	421.34M	103.46M	173.22M	154.88M
Average Active Inventory Listing Price			\$475,412	\$528,654	\$213,760	\$477,179	\$1,032,512

January 2021



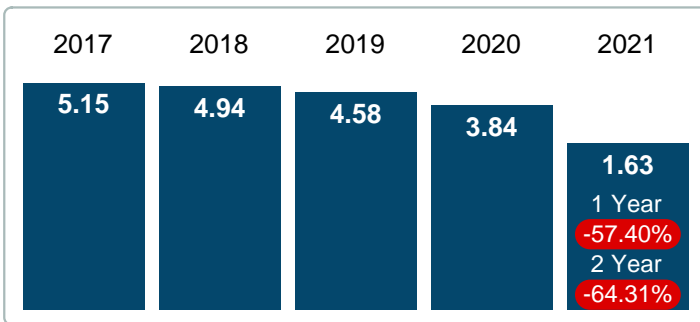
Area Delimited by County Of Tulsa



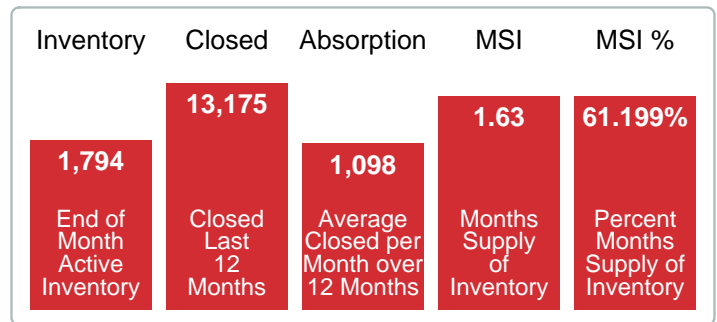
MONTHS SUPPLY of INVENTORY (MSI)

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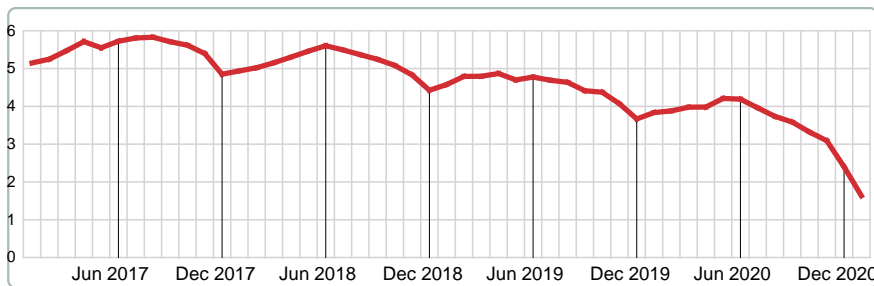
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

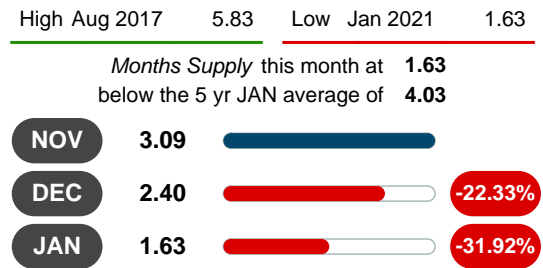


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.03



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	122	6.80%	0.91	1.13	0.79	0.91	1.26
\$25,001 - \$75,000	221	12.32%	3.54	4.00	2.90	2.79	3.00
\$75,001 - \$175,000	331	18.45%	1.08	3.65	0.51	0.63	1.14
\$175,001 - \$350,000	419	23.36%	0.96	5.13	0.78	0.59	0.83
\$350,001 - \$575,000	306	17.06%	2.60	20.40	2.68	1.74	1.75
\$575,001 - \$1,050,000	214	11.93%	6.33	34.76	4.00	3.63	5.06
\$1,050,001 and up	181	10.09%	31.94	83.25	8.00	13.80	19.85
Market Supply of Inventory (MSI)			1.63	4.96	0.88	1.11	2.65
Total Active Inventory by Units		100%	1,794	797	484	363	150

January 2021



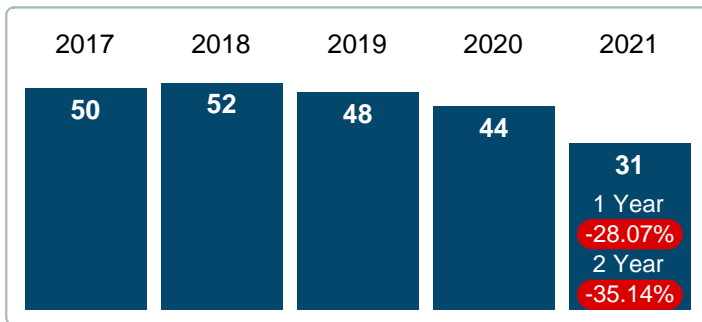
Area Delimited by County Of Tulsa



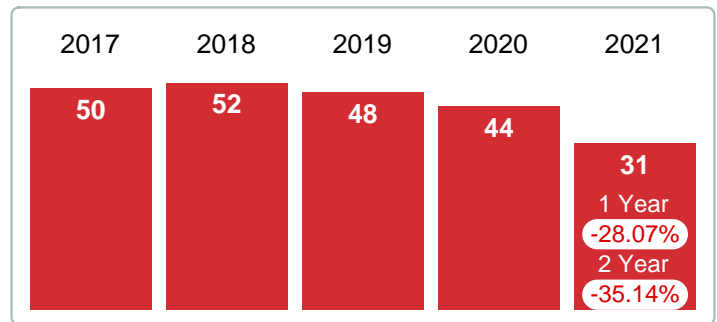
AVERAGE DAYS ON MARKET TO SALE

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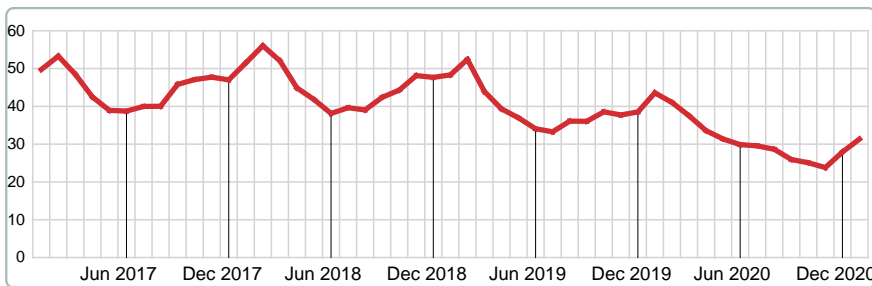
JANUARY



YEAR TO DATE (YTD)

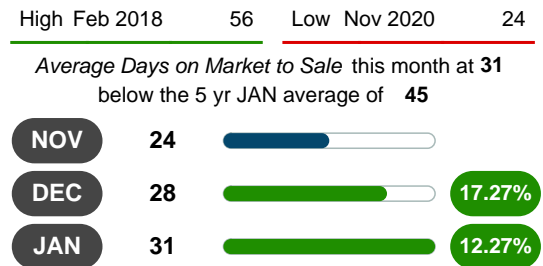


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 45



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	158	19.11%	28	37	20	30	31
\$75,001-\$150,000	154	18.62%	17	28	12	21	19
\$150,001-\$225,000	190	22.97%	25	48	21	26	62
\$225,001-\$275,000	97	11.73%	26	74	20	27	14
\$275,001-\$375,000	132	15.96%	51	57	68	40	41
\$375,001 and up	96	11.61%	50	57	35	53	55
Average Closed DOM			31	39	25	35	46
Total Closed Units		100%	31	144	407	230	46
Total Closed Volume			184,775,996	24.43M	72.08M	66.26M	22.02M

January 2021

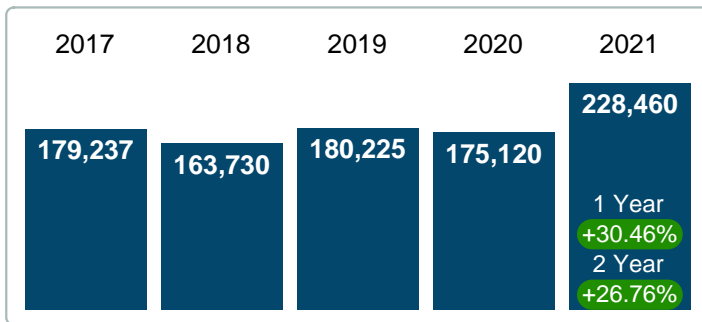
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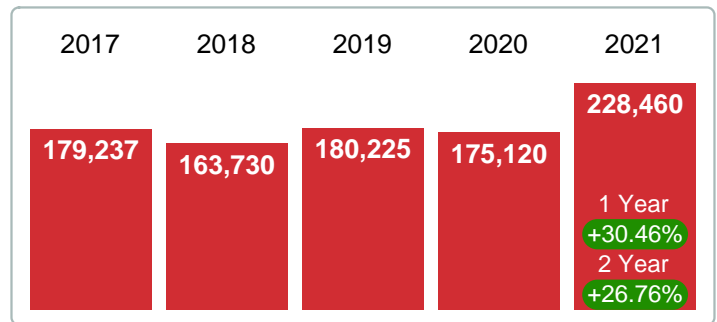
AVERAGE LIST PRICE AT CLOSING

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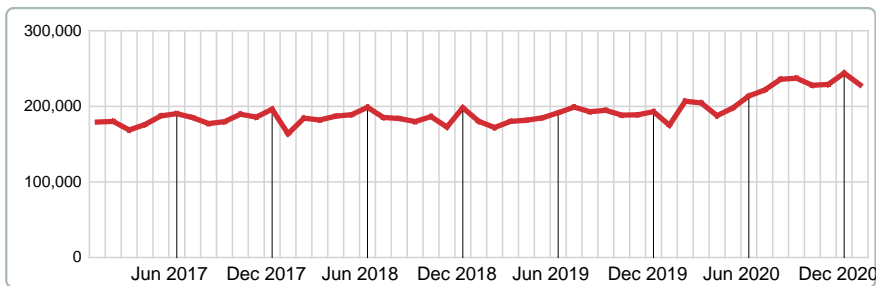
JANUARY



YEAR TO DATE (YTD)

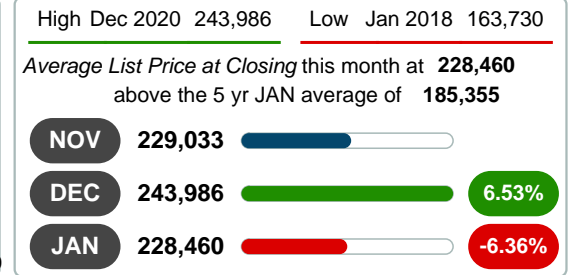


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 185,355



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	151	18.26%	20,767	37,387	21,260	4,122	2,323
\$75,001-\$150,000	160	19.35%	118,447	110,367	122,779	132,880	125,000
\$150,001-\$225,000	181	21.89%	186,723	193,736	186,191	195,225	186,000
\$225,001-\$275,000	100	12.09%	248,012	253,225	246,772	256,059	256,375
\$275,001-\$375,000	135	16.32%	321,933	319,875	313,141	331,893	339,444
\$375,001 and up	100	12.09%	647,902	1,267,000	541,902	533,045	744,950
Average List Price			228,460	181,459	179,505	291,215	494,964
Total Closed Units		100%	228,460	144	407	230	46
Total Closed Volume			188,936,424	26.13M	73.06M	66.98M	22.77M

January 2021

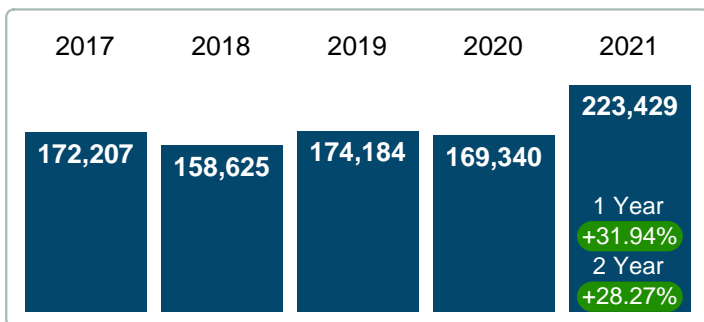
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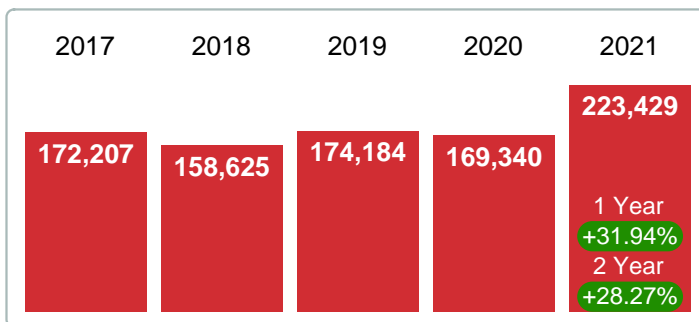
AVERAGE SOLD PRICE AT CLOSING

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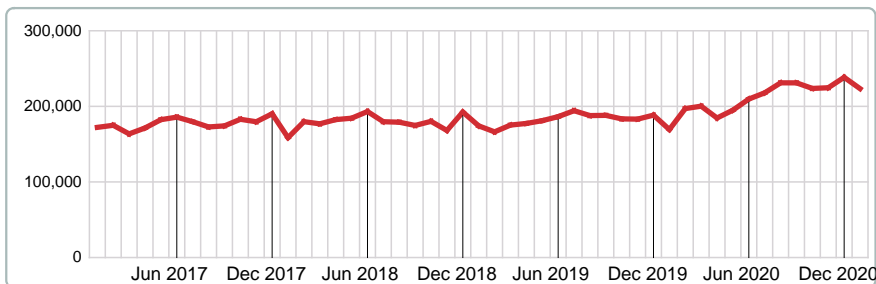
JANUARY



YEAR TO DATE (YTD)

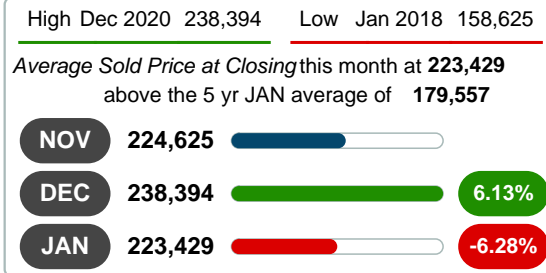


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 179,557



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range		%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	158	19.11%	22,148	31,409	19,377	3,872	2,273
\$75,001-\$150,000	154	18.62%	118,047	107,804	121,723	126,640	105,000
\$150,001-\$225,000	190	22.97%	186,798	185,336	184,853	192,394	189,000
\$225,001-\$275,000	97	11.73%	249,002	245,250	245,744	252,108	252,004
\$275,001-\$375,000	132	15.96%	321,374	314,156	309,036	327,934	335,294
\$375,001 and up	96	11.61%	635,742	1,166,250	524,165	530,865	713,802
Average Sold Price			223,429	169,643	177,089	288,067	478,624
Total Closed Units		100%	827	144	407	230	46
Total Closed Volume			184,775,996	24.43M	72.08M	66.26M	22.02M

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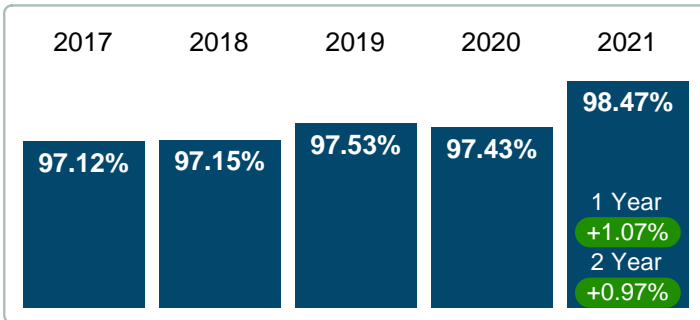
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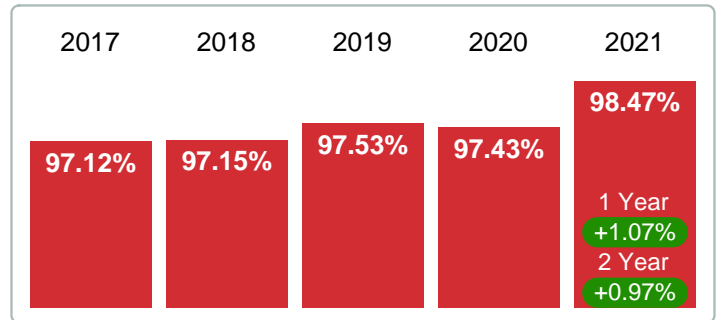
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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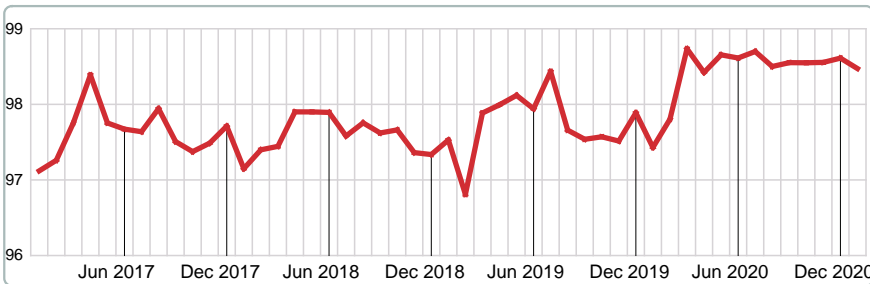
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

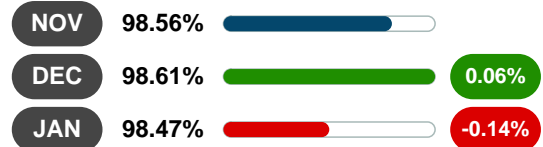


3 MONTHS

5 year JAN AVG = 97.54%

High Mar 2020 98.73% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **98.47%**
equal to 5 yr JAN average of **97.54%**



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

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	158	19.11%	96.74%	95.17%	97.35%	99.50%	98.31%
\$75,001-\$150,000	154	18.62%	98.90%	97.90%	99.79%	95.79%	84.00%
\$150,001-\$225,000	190	22.97%	99.13%	96.96%	99.49%	98.70%	101.76%
\$225,001-\$275,000	97	11.73%	98.96%	97.00%	99.63%	98.56%	98.24%
\$275,001-\$375,000	132	15.96%	99.12%	102.40%	98.99%	98.86%	98.85%
\$375,001 and up	96	11.61%	97.96%	91.93%	97.57%	100.00%	96.70%
Average Sold/List Ratio		98.50%		96.39%	99.06%	98.92%	97.62%
Total Closed Units		827	100%	144	407	230	46
Total Closed Volume		184,775,996		24.43M	72.08M	66.26M	22.02M

January 2021

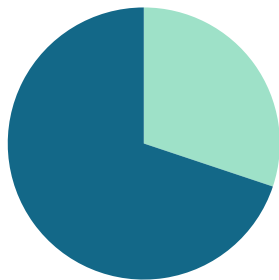
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

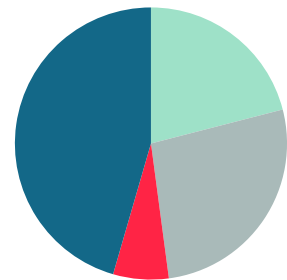


Inventory
 New Listings
1,132 = 30.12%
 Start Inventory
2,626
 Total Inventory Units
3,758
 Volume
\$1,398,905,387

Market Activity

Closed Sales
827 = 20.98%
 Pending Sales
1,061 = 26.92%
 Other Off Market
260 = 6.60%
 Active Inventory
1,794 = 45.51%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	782	827	5.75%	782	827	5.75%
Pending Sales	896	1,061	18.42%	896	1,061	18.42%
New Listings	1,468	1,132	-22.89%	1,468	1,132	-22.89%
Average List Price	175,120	228,460	30.46%	175,120	228,460	30.46%
Average Sale Price	169,340	223,429	31.94%	169,340	223,429	31.94%
Average Percent of Selling Price to List Price	97.43%	98.47%	1.07%	97.43%	98.47%	1.07%
Average Days on Market to Sale	43.57	31.34	-28.07%	43.57	31.34	-28.07%
Monthly Inventory	3,991	1,794	-55.05%	3,991	1,794	-55.05%
Months Supply of Inventory	3.84	1.63	-57.46%	3.84	1.63	-57.46%

Absorption: Last 12 months, an Average of **1,098** Sales/Month

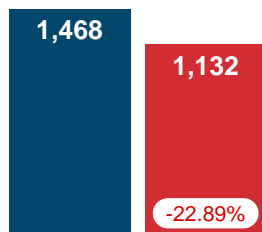
Inventory on January 31, 2021 = **1,794**

2020 **2021**

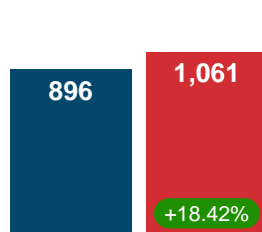
JANUARY MARKET

AVERAGE PRICES

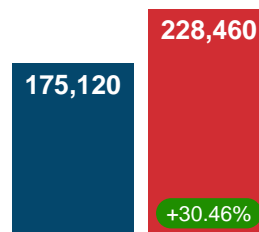
New Listings



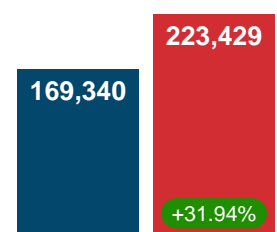
Pending Listings



List Price



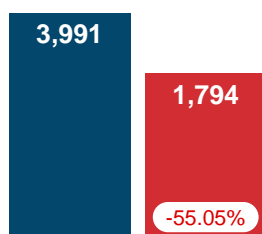
Sale Price



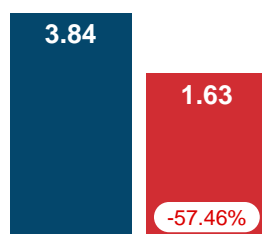
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

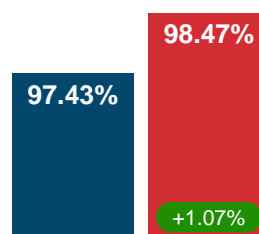
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

