

December 2020



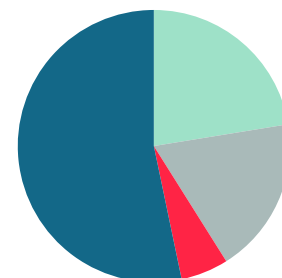
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	1,316	1,639	24.54%
Pending Listings	999	1,360	36.14%
New Listings	1,538	1,462	-4.94%
Median List Price	168,359	199,000	18.20%
Median Sale Price	165,000	196,000	18.79%
Median Percent of Selling Price to List Price	99.85%	100.00%	0.15%
Median Days on Market to Sale	24.00	10.00	-58.33%
End of Month Inventory	6,433	3,891	-39.52%
Months Supply of Inventory	4.37	2.61	-40.20%



■ Closed (22.44%)
■ Pending (18.62%)
■ Other OffMarket (5.66%)
■ Active (53.28%)

Absorption: Last 12 months, an Average of **1,490** Sales/Month
Active Inventory as of December 31, 2020 = **3,891**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **39.52%** to 3,891 existing homes available for sale. Over the last 12 months this area has had an average of 1,490 closed sales per month. This represents an unsold inventory index of **2.61** 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 **18.79%** in December 2020 to \$196,000 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 14.00 days or **58.33%** in December 2020 compared to last year's same month at **24.00** DOM.

Sales Success for December 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 1,462 New Listings in December 2020, down **4.94%** from last year at 1,538. Furthermore, there were 1,639 Closed Listings this month versus last year at 1,316, a **24.54%** increase.

Closed versus Listed trends yielded a **112.1%** ratio, up from previous year's, December 2019, at **85.6%**, a **31.02%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

December 2020



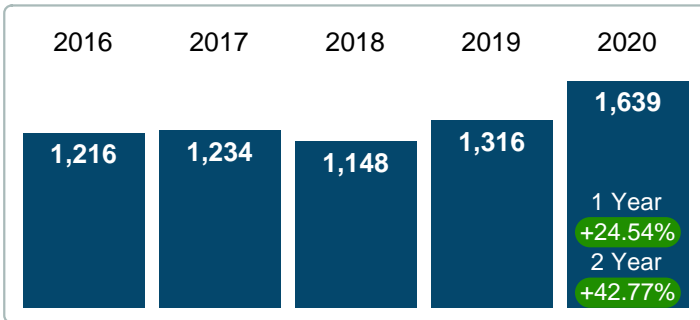
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



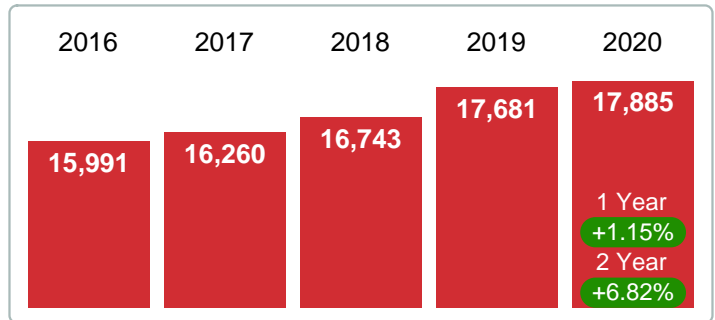
CLOSED LISTINGS

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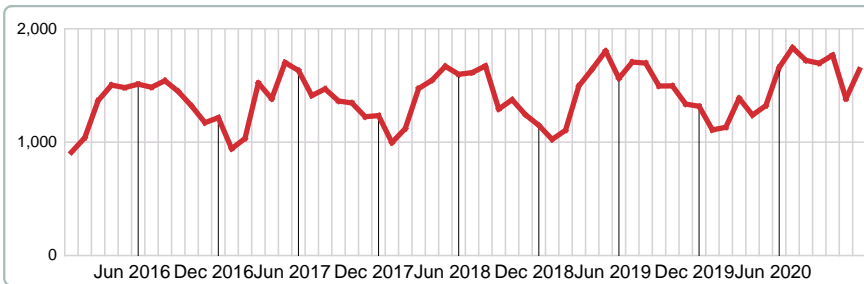
DECEMBER



YEAR TO DATE (YTD)

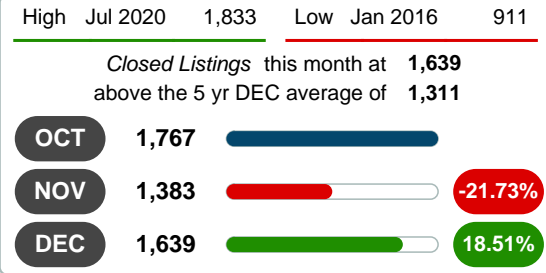


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,311



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	172	10.49%	16.5	120	41	9	2
\$75,001 - \$125,000	195	11.90%	8.0	62	112	19	2
\$125,001 - \$150,000	149	9.09%	5.0	19	113	16	1
\$150,001 - \$225,000	456	27.82%	6.0	41	330	82	3
\$225,001 - \$300,000	273	16.66%	10.0	18	115	125	15
\$300,001 - \$400,000	204	12.45%	23.0	9	46	123	26
\$400,001 and up	190	11.59%	31.5	17	38	99	36
Total Closed Units	1,639			286	795	473	85
Total Closed Volume	396,855,269	100%	10.0	49.79M	156.13M	153.39M	37.55M
Median Closed Price	\$196,000			\$92,750	\$176,000	\$288,000	\$385,000

December 2020



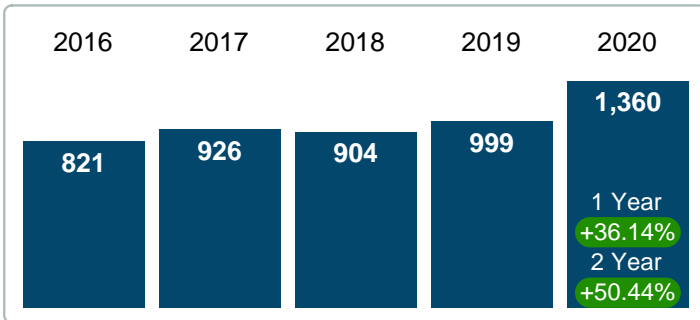
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



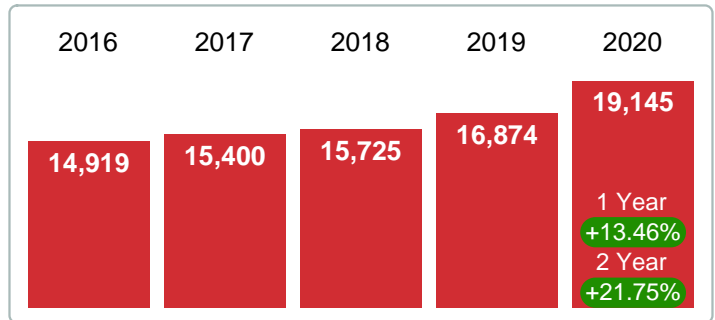
PENDING LISTINGS

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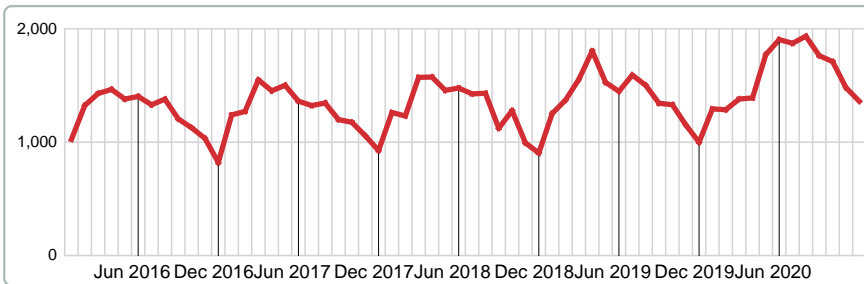
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

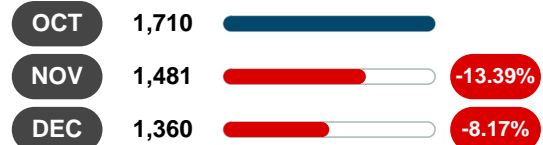


3 MONTHS

5 year DEC AVG = 1,002

High Aug 2020 1,934 Low Dec 2016 821

Pending Listings this month at 1,360 above the 5 yr DEC average of 1,002



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	94	6.91%	16.5	50	38	6	0
\$50,001 - \$100,000	165	12.13%	16.0	85	70	9	1
\$100,001 - \$150,000	192	14.12%	11.0	38	135	14	5
\$150,001 - \$225,000	332	24.41%	10.0	27	217	81	7
\$225,001 - \$300,000	227	16.69%	21.0	22	94	103	8
\$300,001 - \$400,000	199	14.63%	18.0	10	67	101	21
\$400,001 and up	151	11.10%	37.0	24	28	65	34
Total Pending Units	1,360			256	649	379	76
Total Pending Volume	327,397,033	100%	15.5	46.59M	126.64M	117.76M	36.42M
Median Listing Price	\$199,900			\$99,250	\$174,900	\$287,500	\$374,950

December 2020



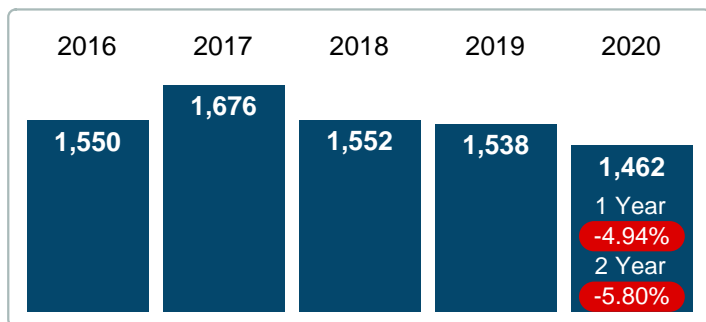
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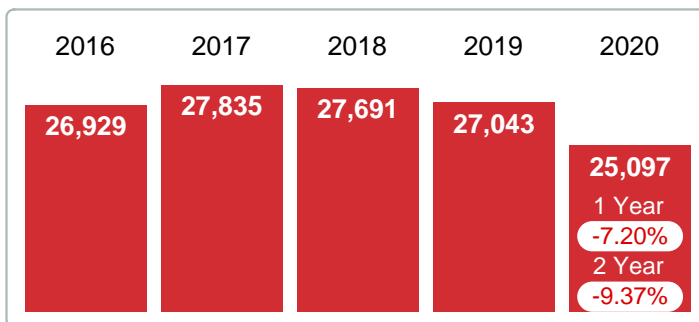
NEW LISTINGS

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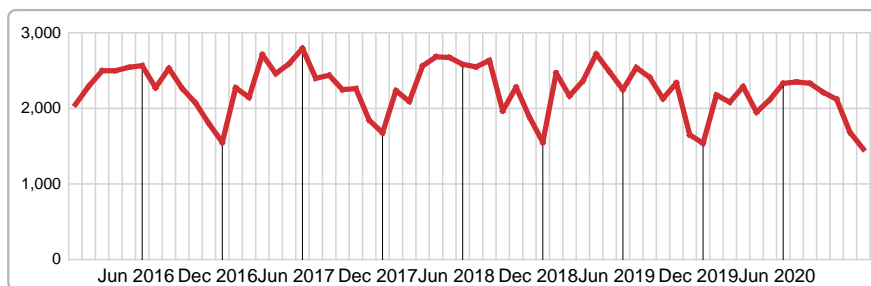
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,556

High Jun 2017 2,793 Low Dec 2020 1,462

New Listings this month at 1,462 below the 5 yr DEC average of 1,556



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	311	21.27%	168	114	25	4
\$75,001-\$125,000	158	10.81%	71	80	7	0
\$125,001-\$225,000	419	28.66%	56	282	76	5
\$225,001-\$300,000	220	15.05%	24	95	90	11
\$300,001-\$400,000	196	13.41%	20	71	88	17
\$400,001 and up	158	10.81%	35	26	59	38
Total New Listed Units	1,462		374	668	345	75
Total New Listed Volume	344,961,240	100%	74.56M	121.86M	104.15M	44.39M
Median New Listed Listing Price	\$187,000		\$87,750	\$170,000	\$270,422	\$400,125

December 2020



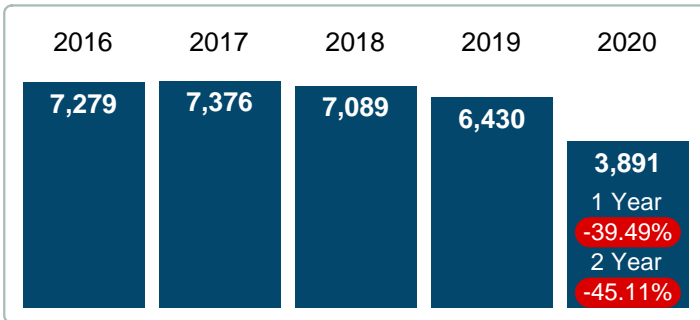
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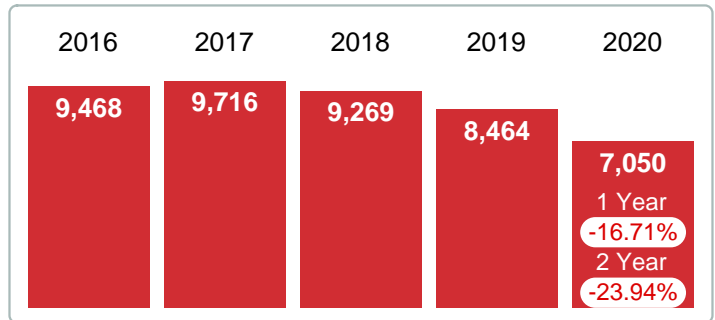
ACTIVE INVENTORY

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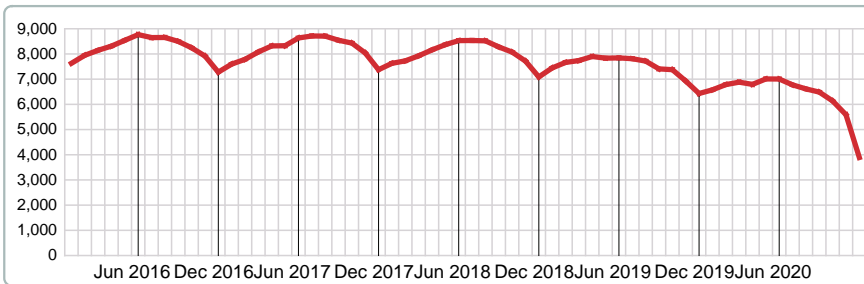
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

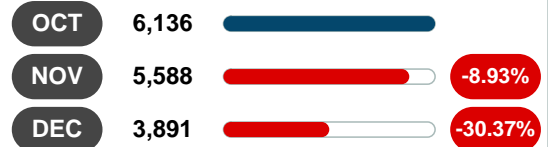


3 MONTHS

5 year DEC AVG = 6,413

High Jun 2016 8,767 Low Dec 2020 3,891

Inventory this month at **3,891**
below the 5 yr DEC average of **6,413**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds			
\$0 and less	0	0.00%	37.0	0	0	0	0			
\$1-\$0	0	0.00%	37.0	0	0	0	0			
\$1-\$75,000	1,384	35.57%	108.0	729	518	120	17			
\$75,001-\$225,000	963	24.75%	59.0	491	374	90	8			
\$225,001-\$375,000	617	15.86%	65.0	180	215	187	35			
\$375,001-\$725,000	538	13.83%	86.0	150	95	213	80			
\$725,001 and up	389	10.00%	122.0	219	24	61	85			
Total Active Inventory by Units				3,891		1,769	1,226	671	225	
Total Active Inventory by Volume				1,254,255,536	100%	87.0	595.48M	200.17M	259.21M	199.40M
Median Active Inventory Listing Price				\$159,900			\$113,900	\$125,000	\$327,000	\$589,900

December 2020



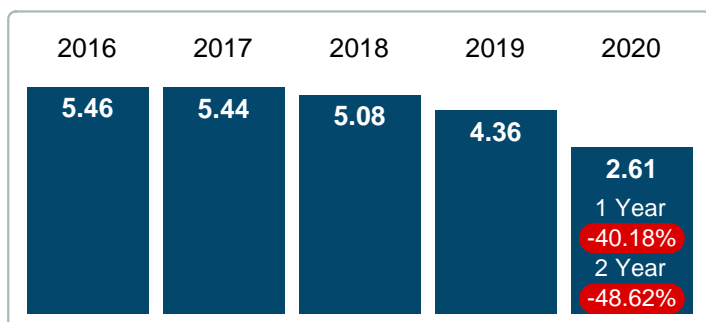
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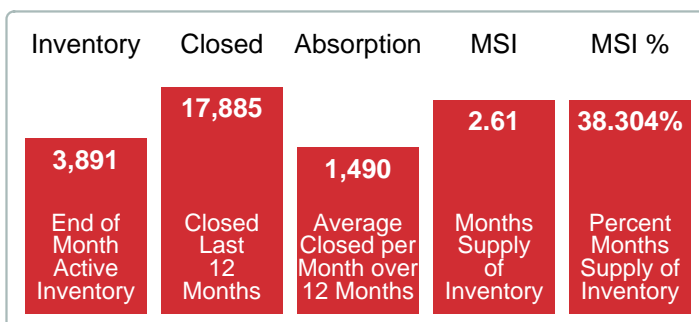
MONTHS SUPPLY of INVENTORY (MSI)

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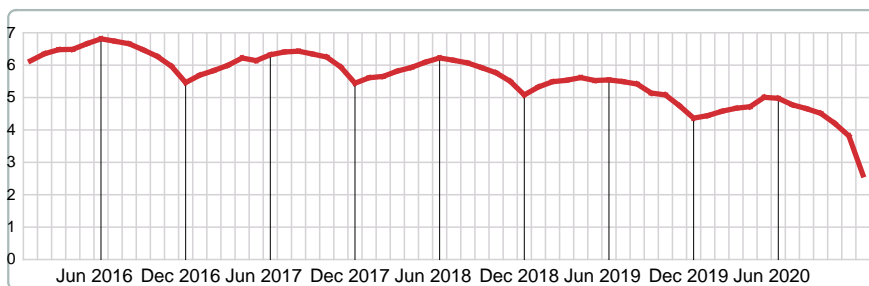
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

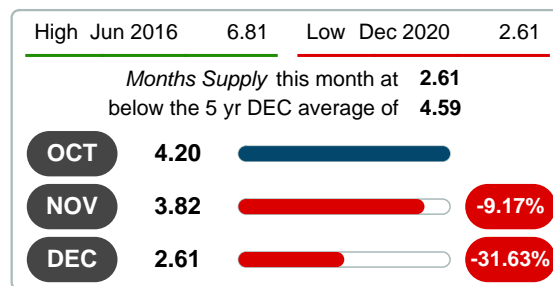


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 4.59



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%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$75,000	1,384	35.57%	7.36	6.64	8.05	9.47	12.75
\$75,001-\$225,000	963	24.75%	1.28	4.49	0.74	0.70	0.97
\$225,001-\$375,000	617	15.86%	1.62	9.23	1.47	0.99	1.31
\$375,001-\$725,000	538	13.83%	3.71	20.45	3.49	2.58	2.87
\$725,001 and up	389	10.00%	17.35	75.09	10.67	6.37	11.09
Market Supply of Inventory (MSI)	2.61			7.11	1.64	1.59	3.13
Total Active Inventory by Units	3,891	100%	2.61	1,769	1,226	671	225

December 2020



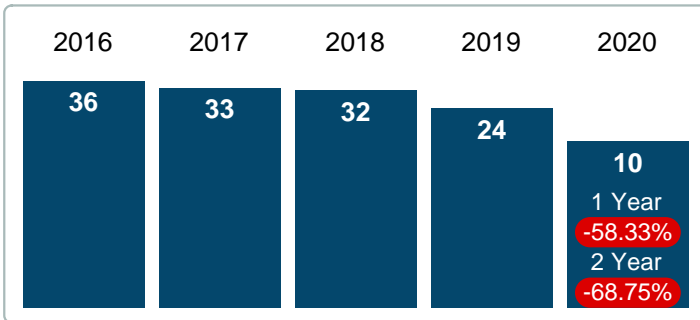
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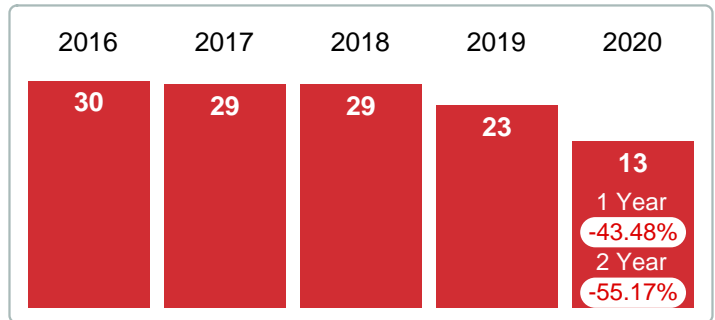
MEDIAN DAYS ON MARKET TO SALE

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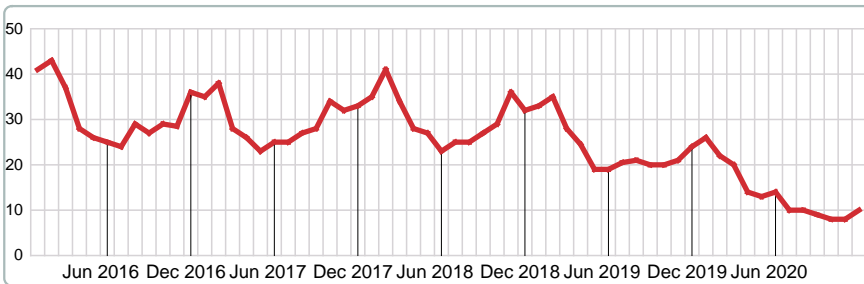
DECEMBER



YEAR TO DATE (YTD)

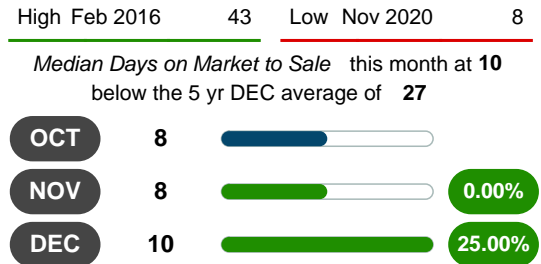


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 27



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	
\$75,000 and less	172	10.49%	17	18	11	5	62
\$75,001 - \$125,000	195	11.90%	8	6	8	14	37
\$125,001 - \$150,000	149	9.09%	5	7	4	9	3
\$150,001 - \$225,000	456	27.82%	6	13	5	11	45
\$225,001 - \$300,000	273	16.66%	10	65	7	12	17
\$300,001 - \$400,000	204	12.45%	23	57	5	19	60
\$400,001 and up	190	11.59%	32	55	21	32	32
Median Closed DOM		10		16	6	15	38
Total Closed Units		1,639		286	795	473	85
Total Closed Volume		396,855,269		49.79M	156.13M	153.39M	37.55M

December 2020



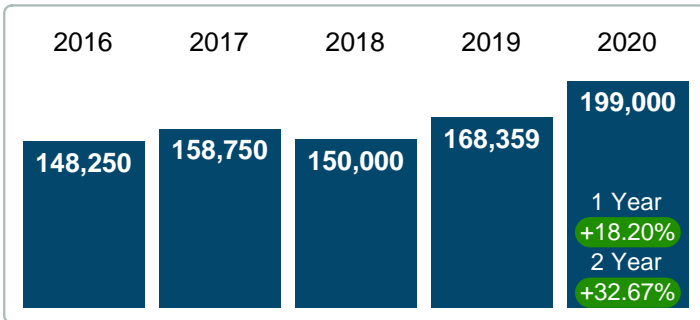
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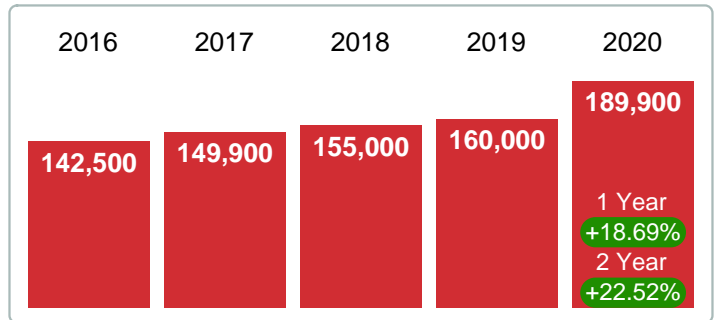
MEDIAN LIST PRICE AT CLOSING

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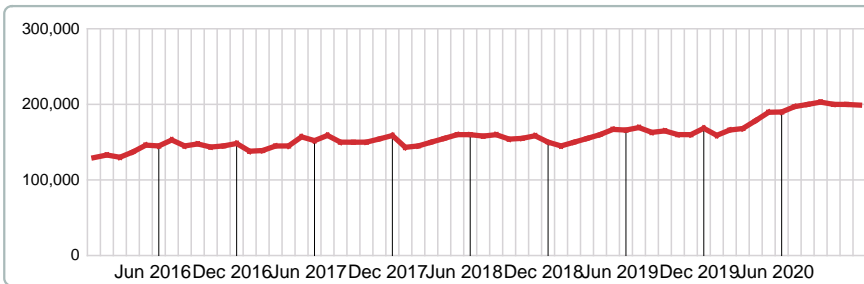
DECEMBER



YEAR TO DATE (YTD)

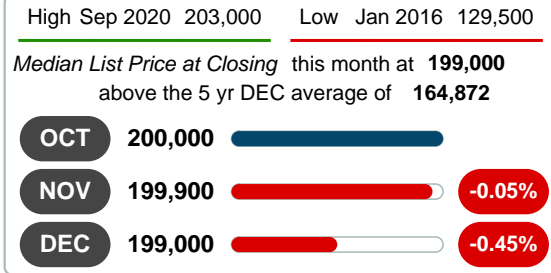


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 164,872



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
\$75,000 and less	10.07%	45,900	45,000	56,250	51,500	50,000
\$75,001 - \$125,000	11.78%	100,000	95,000	105,000	98,825	123,900
\$125,001 - \$150,000	10.19%	139,900	135,000	139,900	139,900	139,000
\$150,001 - \$225,000	27.03%	185,000	185,000	184,700	199,900	170,600
\$225,001 - \$300,000	16.72%	255,998	277,000	252,250	258,500	259,000
\$300,001 - \$400,000	11.96%	349,048	350,000	333,200	349,900	369,900
\$400,001 and up	12.26%	514,900	812,000	487,500	499,000	548,693
Median List Price		199,000	92,750	175,500	293,900	394,900
Total Closed Units	1,639	100%	286	795	473	85
Total Closed Volume	404,729,744		52.86M	157.63M	155.29M	38.95M

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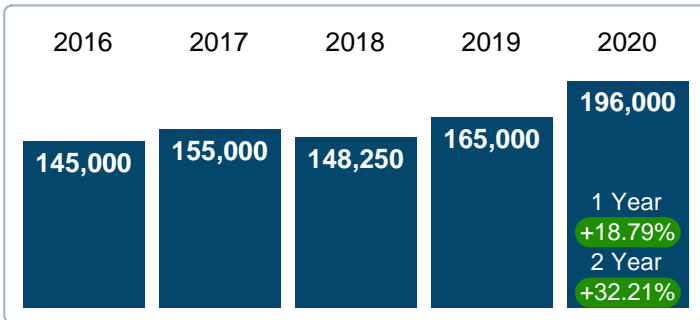
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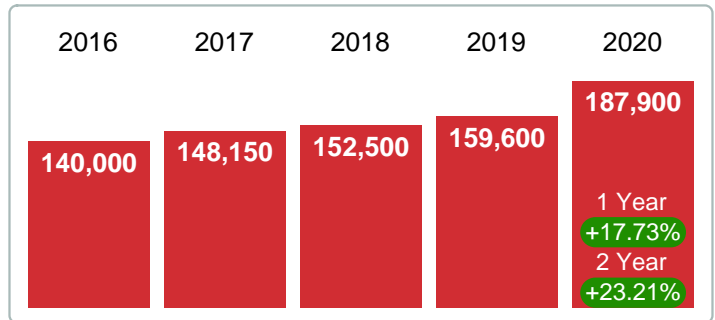
MEDIAN SOLD PRICE AT CLOSING

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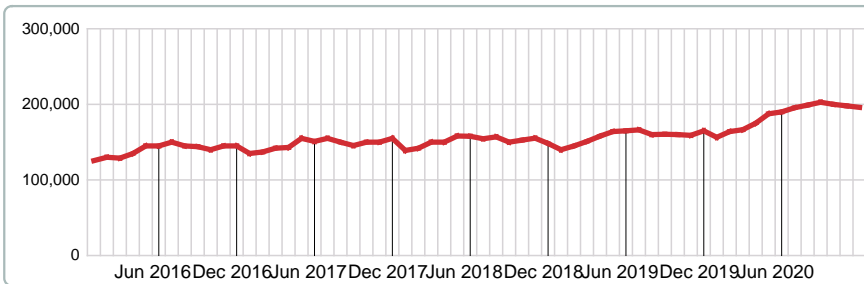
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

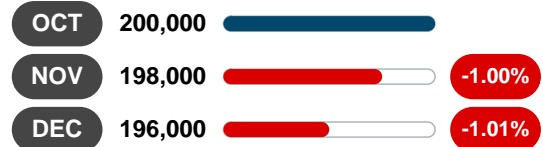


3 MONTHS

5 year DEC AVG = 161,850

High Sep 2020 202,778 Low Jan 2016 125,550

Median Sold Price at Closing this month at **196,000** above the 5 yr DEC average of **161,850**



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
\$75,000 and less	10.49%	45,000	43,225	59,900	62,777	47,500
\$75,001 - \$125,000	11.90%	103,000	100,000	106,500	101,500	111,000
\$125,001 - \$150,000	9.09%	138,000	135,000	138,900	138,450	150,000
\$150,001 - \$225,000	27.82%	185,000	178,000	182,500	200,250	178,200
\$225,001 - \$300,000	16.66%	255,000	264,250	253,000	256,000	253,000
\$300,001 - \$400,000	12.45%	344,950	350,000	330,750	345,000	362,700
\$400,001 and up	11.59%	509,450	812,000	465,500	509,900	580,000
Median Sold Price		196,000	92,750	176,000	288,000	385,000
Total Closed Units		1,639	286	795	473	85
Total Closed Volume		396,855,269	49.79M	156.13M	153.39M	37.55M

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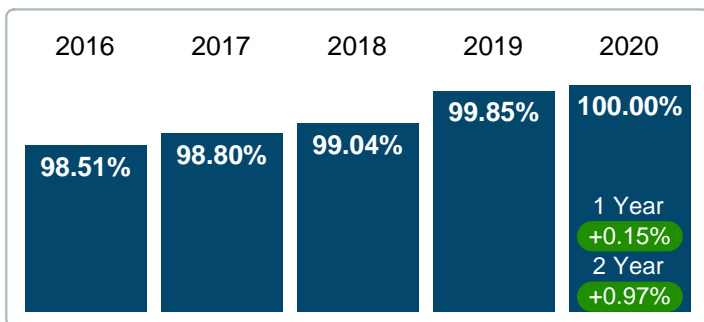
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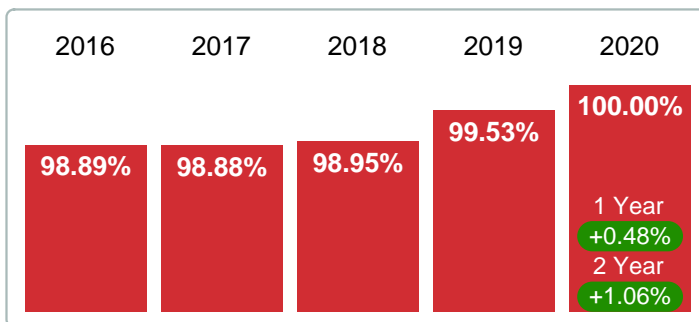
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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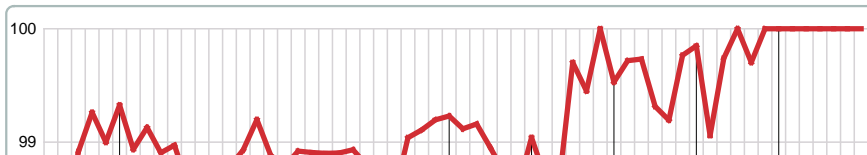
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99.24%

High Dec 2020 100.00% Low Feb 2016 98.27%

Median Sold/List Ratio this month at **100.00%** above the 5 yr DEC average of **99.24%**

OCT 100.00%
NOV 100.00%
DEC 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
\$75,000 and less	172	10.49%	96.06%	96.23%	95.96%	93.87%	96.67%
\$75,001 - \$125,000	195	11.90%	100.00%	100.00%	100.00%	97.37%	88.14%
\$125,001 - \$150,000	149	9.09%	100.00%	99.31%	100.00%	100.17%	100.00%
\$150,001 - \$225,000	456	27.82%	100.00%	100.00%	100.00%	100.00%	98.16%
\$225,001 - \$300,000	273	16.66%	100.00%	99.04%	100.00%	100.00%	100.00%
\$300,001 - \$400,000	204	12.45%	99.84%	95.99%	100.00%	99.71%	98.26%
\$400,001 and up	190	11.59%	98.50%	94.56%	98.47%	99.03%	97.03%
Median Sold/List Ratio		100.00%		97.85%	100.00%	99.75%	98.19%
Total Closed Units		1,639	100%	286	795	473	85
Total Closed Volume		396,855,269		49.79M	156.13M	153.39M	37.55M

December 2020



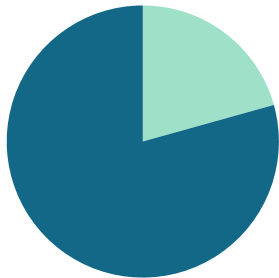
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

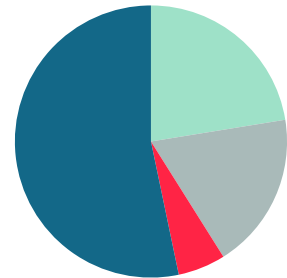


Inventory
 New Listings
1,462 = 20.67%
 Start Inventory
5,612
 Total Inventory Units
7,074
 Volume
\$2,069,568,477

Market Activity

Closed Sales
1,639 = 22.44%
 Pending Sales
1,360 = 18.62%
 Other Off Market
413 = 5.66%
 Active Inventory
3,891 = 53.28%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,316	1,639	24.54%	17,681	17,885	1.15%
Pending Sales	999	1,360	36.14%	16,874	19,145	13.46%
New Listings	1,538	1,462	-4.94%	27,043	25,097	-7.20%
Median List Price	168,359	199,000	18.20%	160,000	189,900	18.69%
Median Sale Price	165,000	196,000	18.79%	159,600	187,900	17.73%
Median Percent of Selling Price to List Price	99.85%	100.00%	0.15%	99.53%	100.00%	0.48%
Median Days on Market to Sale	24.00	10.00	-58.33%	23.00	13.00	-43.48%
Monthly Inventory	6,433	3,891	-39.52%	6,433	3,891	-39.52%
Months Supply of Inventory	4.37	2.61	-40.20%	4.37	2.61	-40.20%

Absorption: Last 12 months, an Average of **1,490** Sales/Month

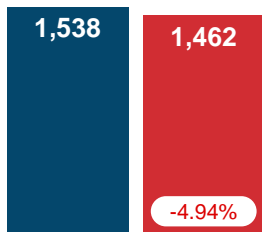
Inventory on December 31, 2020 = **3,891**

2019 **2020**

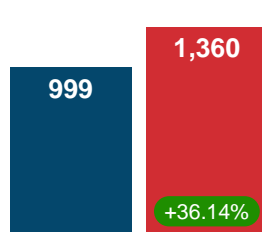
DECEMBER MARKET

MEDIAN PRICES

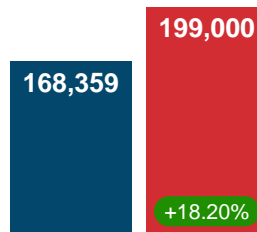
New Listings



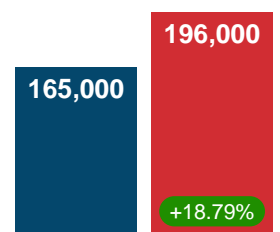
Pending Listings



List Price



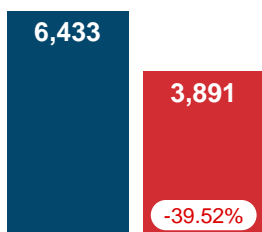
Sale Price



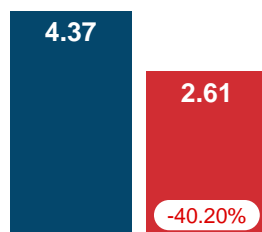
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

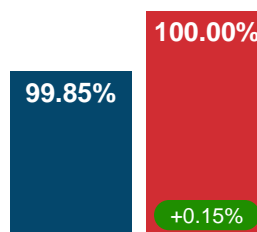
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

