

# April 2021



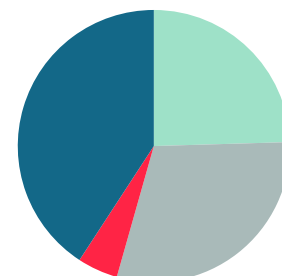
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	April 2021	+/-%
Closed Listings	1,363	1,729	26.85%
Pending Listings	1,449	2,104	45.20%
New Listings	2,052	2,314	12.77%
Average List Price	186,390	238,772	28.10%
Average Sale Price	182,987	235,991	28.97%
Average Percent of Selling Price to List Price	97.96%	99.24%	1.31%
Average Days on Market to Sale	36.08	24.64	-31.70%
End of Month Inventory	6,832	2,875	-57.92%
Months Supply of Inventory	4.64	1.72	-62.95%



■ Closed (24.54%)  
■ Pending (29.86%)  
■ Other OffMarket (4.81%)  
■ Active (40.80%)

**Absorption:** Last 12 months, an Average of **1,673** Sales/Month  
**Active Inventory** as of April 30, 2021 = **2,875**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **57.92%** to 2,875 existing homes available for sale. Over the last 12 months this area has had an average of 1,673 closed sales per month. This represents an unsold inventory index of **1.72** 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 **28.97%** in April 2021 to \$235,991 versus the previous year at \$182,987.

#### Average Days on Market Shortens

The average number of **24.64** days that homes spent on the market before selling decreased by 11.44 days or **31.70%** in April 2021 compared to last year's same month at **36.08** DOM.

#### Sales Success for April 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 2,314 New Listings in April 2021, up **12.77%** from last year at 2,052. Furthermore, there were 1,729 Closed Listings this month versus last year at 1,363, a **26.85%** increase.

Closed versus Listed trends yielded a **74.7%** ratio, up from previous year's, April 2020, at **66.4%**, a **12.49%** 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

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

### 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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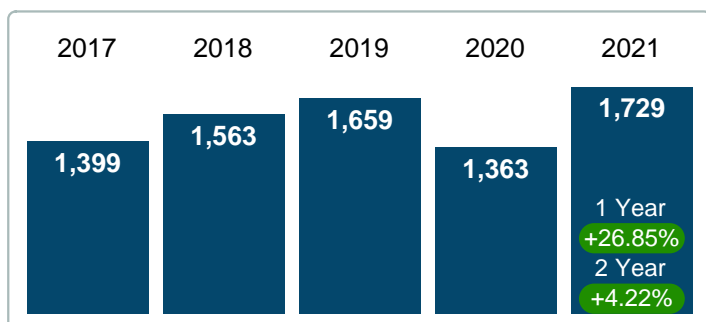
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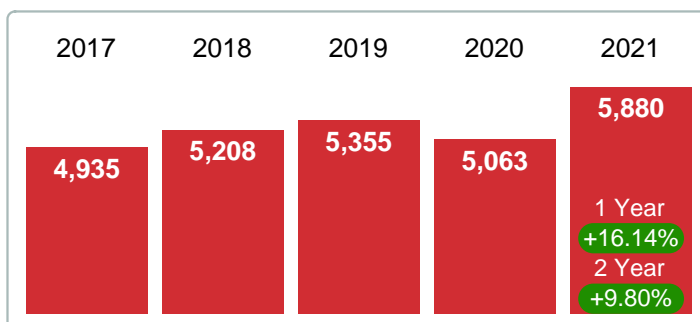
## CLOSED LISTINGS

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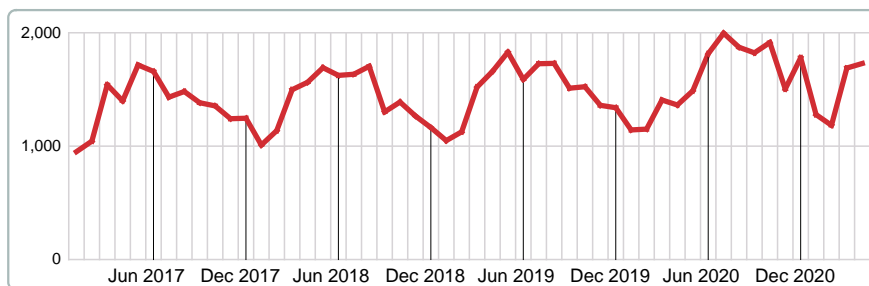
### APRIL



### YEAR TO DATE (YTD)

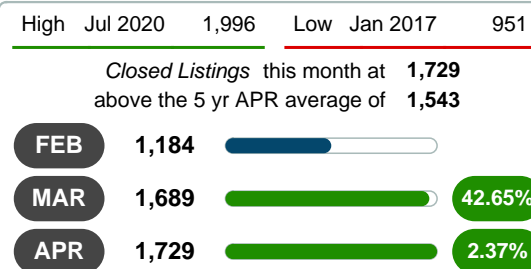


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 1,543



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	141	8.16%	28.3	48	71	22	0
\$25,001 - \$100,000	205	11.86%	36.4	132	63	7	3
\$100,001 - \$150,000	212	12.26%	17.1	59	137	16	0
\$150,001 - \$225,000	448	25.91%	11.9	34	329	81	4
\$225,001 - \$300,000	308	17.81%	16.6	17	171	109	11
\$300,001 - \$425,000	240	13.88%	32.3	21	75	118	26
\$425,001 and up	175	10.12%	53.3	15	24	93	43
<b>Total Closed Units</b>	<b>1,729</b>			<b>326</b>	<b>870</b>	<b>446</b>	<b>87</b>
<b>Total Closed Volume</b>	<b>408,028,361</b>	<b>100%</b>	<b>24.6</b>	<b>50.01M</b>	<b>169.18M</b>	<b>145.85M</b>	<b>42.98M</b>
<b>Average Closed Price</b>	<b>\$235,991</b>			<b>\$153,419</b>	<b>\$194,464</b>	<b>\$327,015</b>	<b>\$494,038</b>

# April 2021



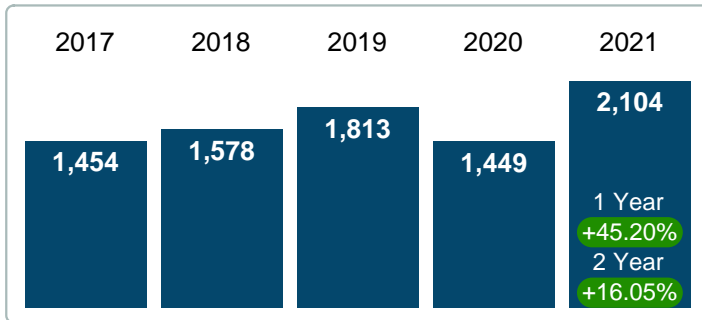
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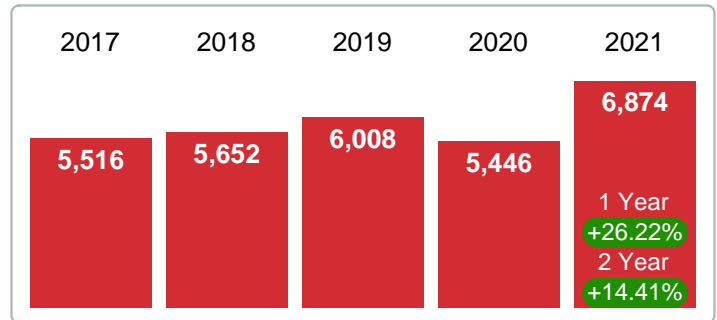
## PENDING LISTINGS

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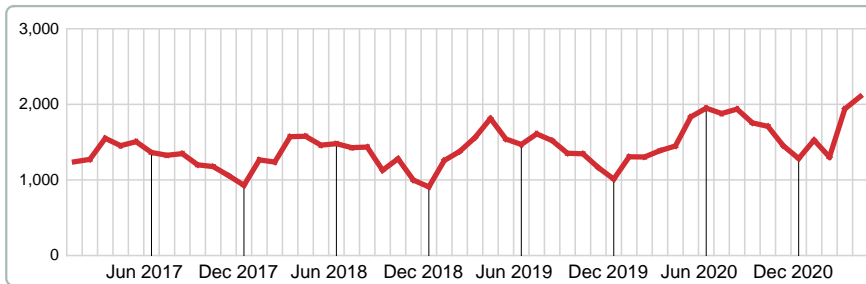
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

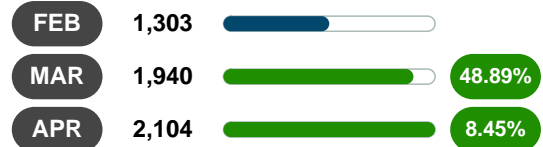


### 3 MONTHS

5 year APR AVG = 1,680

High Apr 2021 2,104 Low Dec 2018 908

Pending Listings this month at **2,104**  
above the 5 yr APR average of **1,680**



### 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	177	8.41%	33.2	99	62	16	0
\$50,001 - \$100,000	262	12.45%	79.3	143	104	13	2
\$100,001 - \$150,000	253	12.02%	23.1	68	156	27	2
\$150,001 - \$225,000	564	26.81%	14.5	66	403	94	1
\$225,001 - \$300,000	346	16.44%	16.0	23	164	137	22
\$300,001 - \$425,000	290	13.78%	26.9	27	85	145	33
\$425,001 and up	212	10.08%	43.1	22	30	104	56
<b>Total Pending Units</b>	<b>2,104</b>			<b>448</b>	<b>1,004</b>	<b>536</b>	<b>116</b>
<b>Total Pending Volume</b>	<b>501,878,130</b>	<b>100%</b>	<b>14.6</b>	<b>67.80M</b>	<b>192.55M</b>	<b>184.03M</b>	<b>57.49M</b>
<b>Average Listing Price</b>	<b>\$171,011</b>			<b>\$151,349</b>	<b>\$191,786</b>	<b>\$343,340</b>	<b>\$495,605</b>

# April 2021



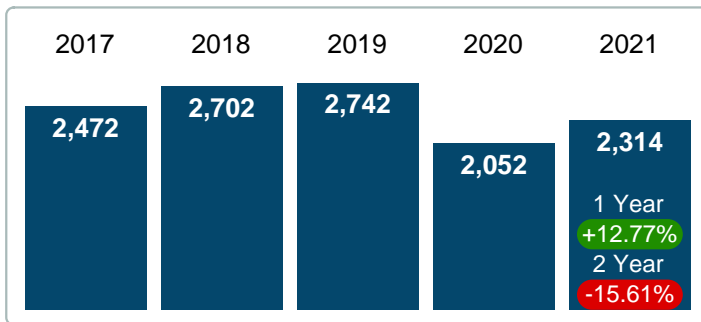
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



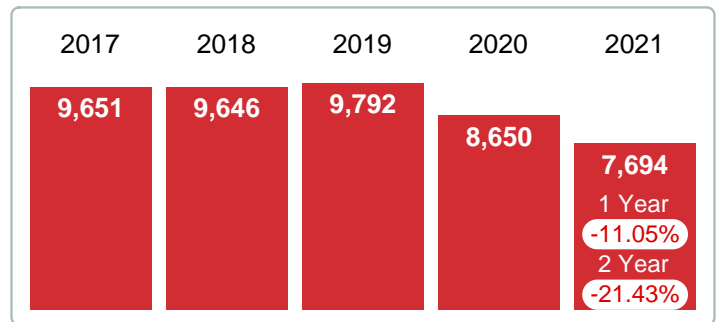
## NEW LISTINGS

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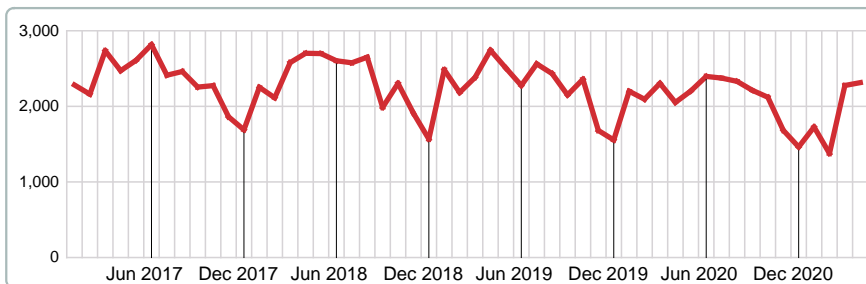
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2,456

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

New Listings this month at 2,314 below the 5 yr APR average of 2,456



### 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	168	7.26%	74	79	14	1
\$25,001 - \$100,000	285	12.32%	201	76	8	0
\$100,001 - \$150,000	265	11.45%	84	153	26	2
\$150,001 - \$225,000	607	26.23%	98	414	88	7
\$225,001 - \$325,000	439	18.97%	38	213	161	27
\$325,001 - \$475,000	309	13.35%	36	87	151	35
\$475,001 and up	241	10.41%	50	39	98	54
<b>Total New Listed Units</b>	<b>2,314</b>		<b>581</b>	<b>1,061</b>	<b>546</b>	<b>126</b>
<b>Total New Listed Volume</b>	<b>620,255,220</b>	<b>100%</b>	<b>121.64M</b>	<b>228.45M</b>	<b>195.20M</b>	<b>74.96M</b>
<b>Average New Listed Listing Price</b>	<b>\$154,101</b>		<b>\$209,359</b>	<b>\$215,315</b>	<b>\$357,517</b>	<b>\$594,955</b>

# April 2021



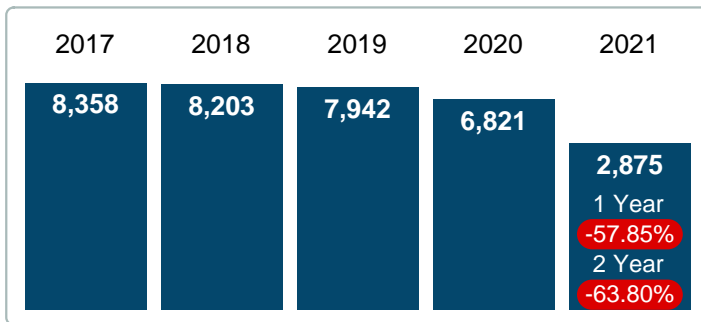
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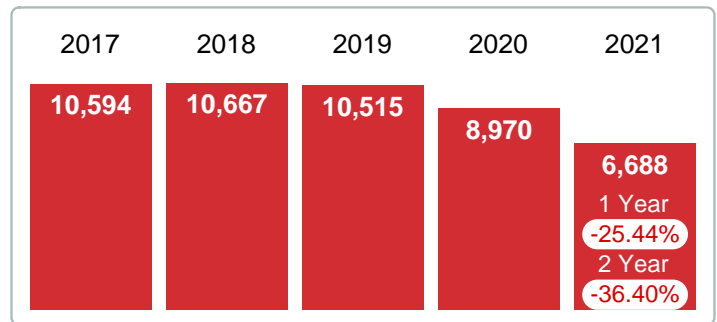
## ACTIVE INVENTORY

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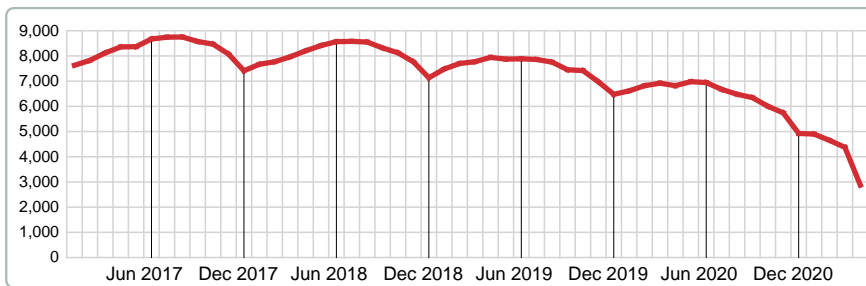
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS

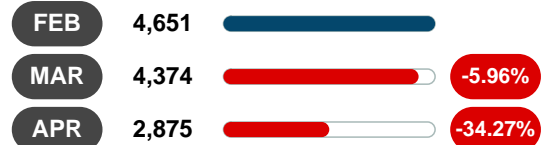


### 3 MONTHS

5 year APR AVG = 6,840

High Aug 2017 8,752 Low Apr 2021 2,875

Inventory this month at **2,875**  
below the 5 yr APR average of **6,840**



### 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	241	8.38%	100.8	183	45	11	2
\$25,001 - \$75,000	381	13.25%	93.9	332	39	9	1
\$75,001 - \$150,000	477	16.59%	89.0	331	125	17	4
\$150,001 - \$325,000	710	24.70%	61.5	272	304	116	18
\$325,001 - \$475,000	397	13.81%	77.7	115	105	145	32
\$475,001 - \$875,000	369	12.83%	93.9	141	50	107	71
\$875,001 and up	300	10.43%	127.3	174	15	48	63
<b>Total Active Inventory by Units</b>	<b>2,875</b>			<b>1,548</b>	<b>683</b>	<b>453</b>	<b>191</b>
<b>Total Active Inventory by Volume</b>	<b>1,195,365,711</b>	<b>100%</b>	<b>86.9</b>	<b>614.86M</b>	<b>180.53M</b>	<b>226.76M</b>	<b>173.22M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$415,779</b>			<b>\$397,199</b>	<b>\$264,312</b>	<b>\$500,575</b>	<b>\$906,892</b>

# April 2021



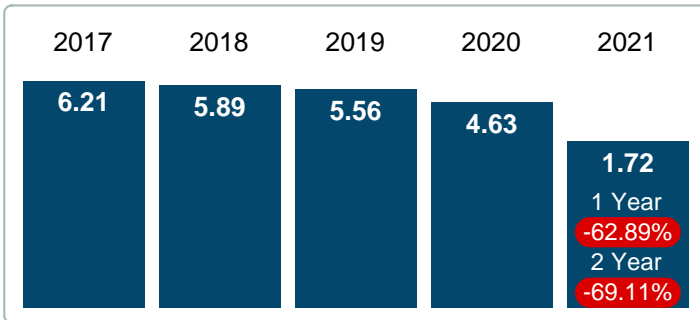
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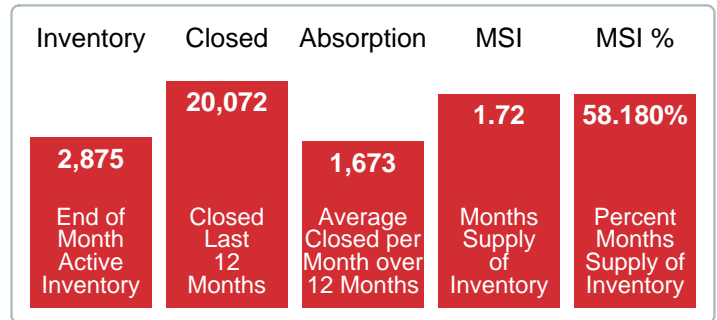
## MONTHS SUPPLY of INVENTORY (MSI)

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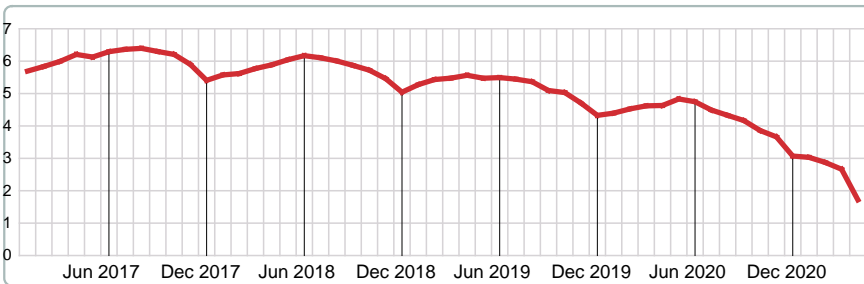
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

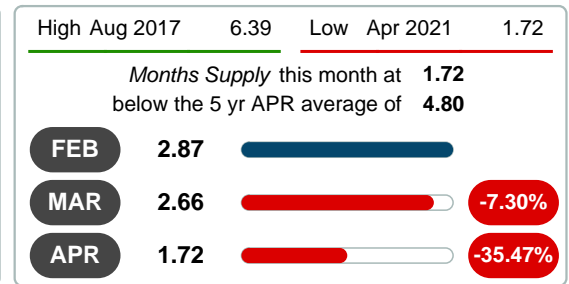


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 4.80



### 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	241	8.38%	1.51	3.56	0.54	0.47	1.14
\$25,001 - \$75,000	381	13.25%	3.00	3.92	1.10	1.59	0.92
\$75,001 - \$150,000	477	16.59%	1.53	3.99	0.62	0.70	1.92
\$150,001 - \$325,000	710	24.70%	0.90	4.97	0.67	0.46	0.71
\$325,001 - \$475,000	397	13.81%	2.05	14.08	2.15	1.34	1.15
\$475,001 - \$875,000	369	12.83%	4.67	30.21	4.11	2.53	3.55
\$875,001 and up	300	10.43%	18.95	54.95	11.25	8.00	11.81
Market Supply of Inventory (MSI)			1.72	5.34	0.81	0.98	2.29
Total Active Inventory by Units		100%	1.72	1,548	683	453	191

# April 2021



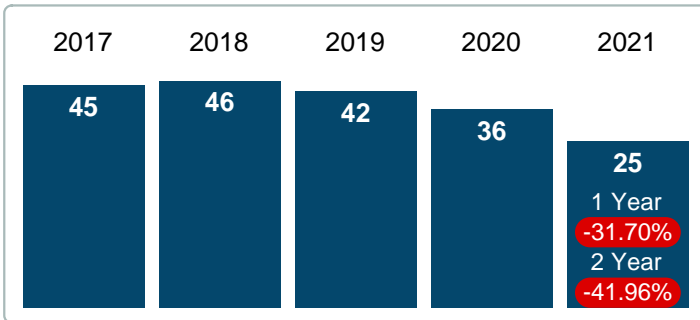
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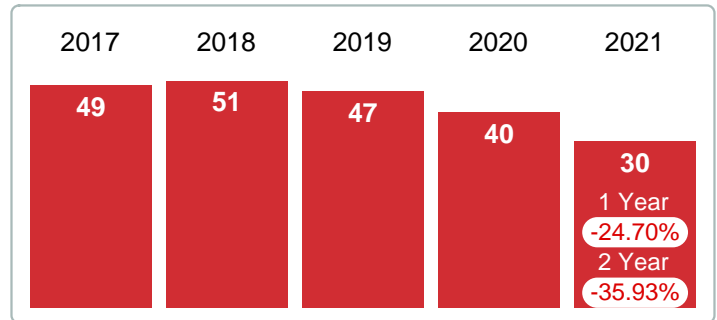
## AVERAGE DAYS ON MARKET TO SALE

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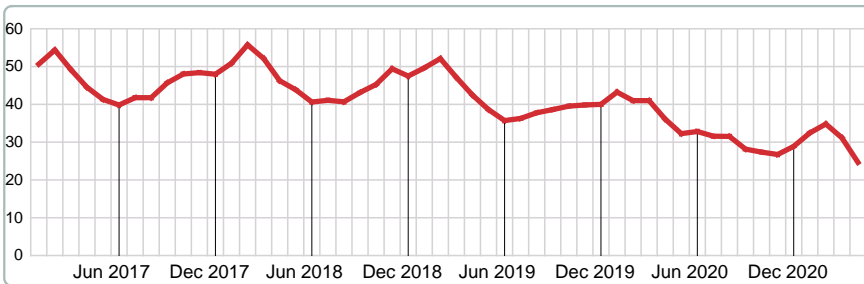
### APRIL



### YEAR TO DATE (YTD)

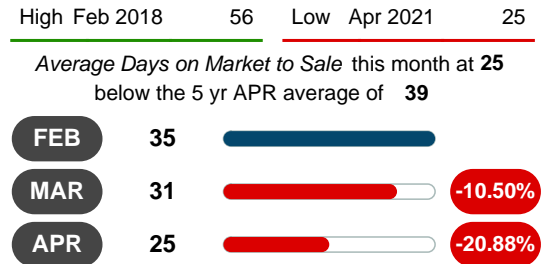


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 39



## 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
\$25,000 and less	8.16%	28	43	19	25	0
\$25,001 - \$100,000	11.86%	36	44	18	73	19
\$100,001 - \$150,000	12.26%	17	27	11	34	0
\$150,001 - \$225,000	25.91%	12	42	9	13	11
\$225,001 - \$300,000	17.81%	17	60	15	12	17
\$300,001 - \$425,000	13.88%	32	96	30	25	22
\$425,001 and up	10.12%	53	59	46	54	53
<b>Average Closed DOM</b>		<b>25</b>	<b>45</b>	<b>15</b>	<b>27</b>	<b>36</b>
<b>Total Closed Units</b>		<b>1,729</b>	<b>326</b>	<b>870</b>	<b>446</b>	<b>87</b>
<b>Total Closed Volume</b>		<b>408,028,361</b>	<b>50.01M</b>	<b>169.18M</b>	<b>145.85M</b>	<b>42.98M</b>

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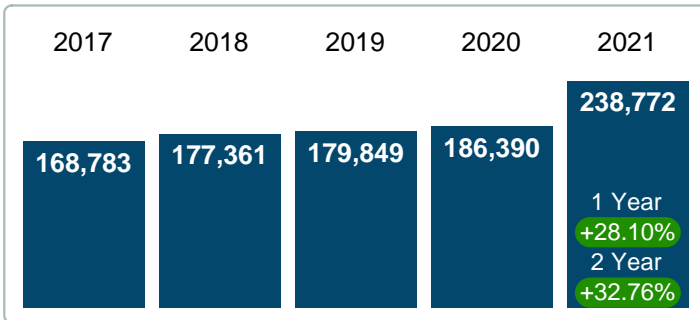
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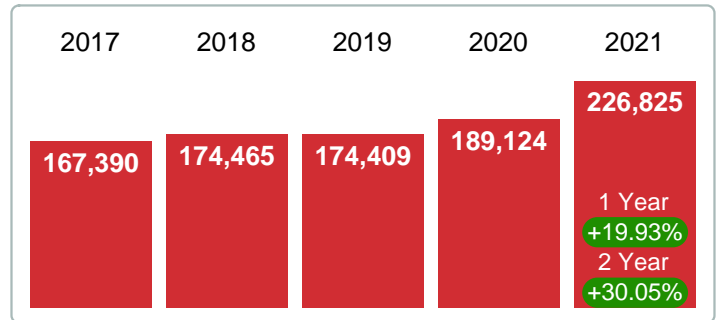
## AVERAGE LIST PRICE AT CLOSING

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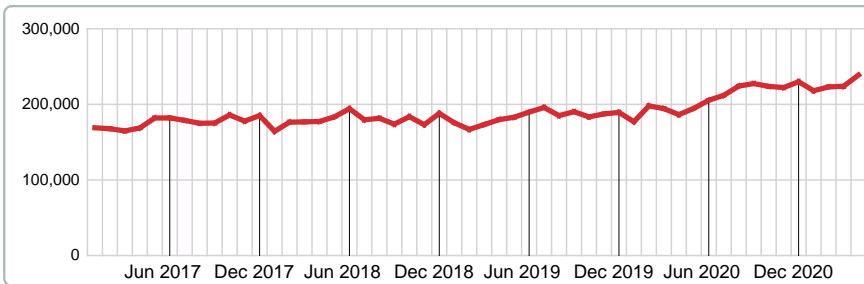
### APRIL



### YEAR TO DATE (YTD)

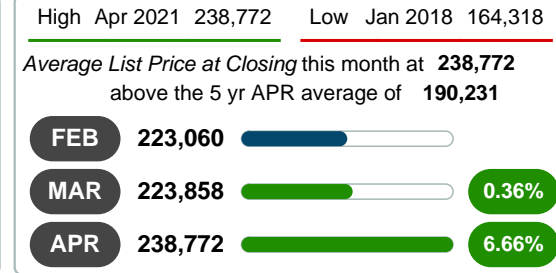


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 190,231



### 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
\$25,000 and less	7.98%	4,150	8,131	2,664	3,779	0
\$25,001 - \$100,000	12.38%	69,803	66,982	74,306	79,557	106,633
\$100,001 - \$150,000	12.20%	132,243	131,969	129,952	138,765	0
\$150,001 - \$225,000	26.26%	188,520	191,891	184,621	195,358	202,475
\$225,001 - \$300,000	17.18%	262,682	279,395	258,703	265,349	258,164
\$300,001 - \$425,000	14.00%	360,507	362,156	353,599	364,052	349,822
\$425,001 and up	10.01%	685,409	1,101,882	622,626	610,447	718,474
<b>Average List Price</b>		<b>238,772</b>	<b>160,815</b>	<b>194,385</b>	<b>330,352</b>	<b>505,280</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>238,772</b>	<b>326</b>	<b>870</b>	<b>446</b>	<b>87</b>
<b>Total Closed Volume</b>		<b>412,837,338</b>	<b>52.43M</b>	<b>169.12M</b>	<b>147.34M</b>	<b>43.96M</b>



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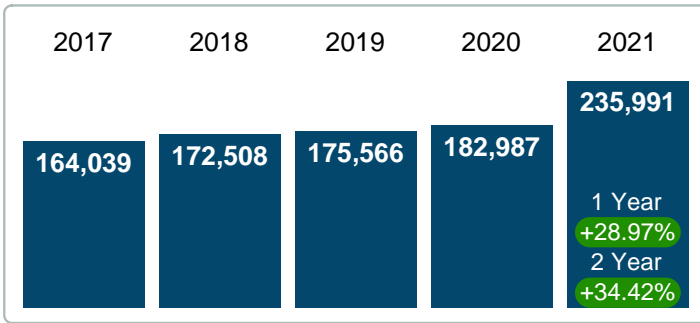
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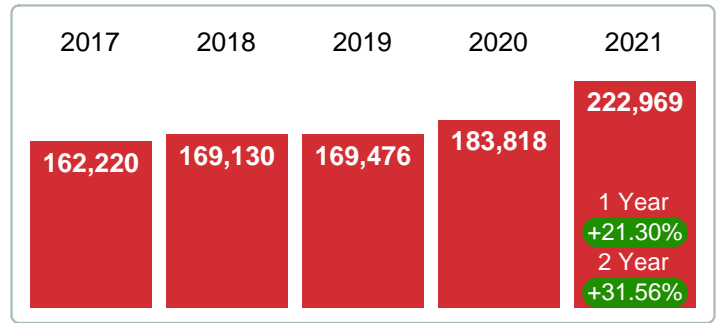
## AVERAGE SOLD PRICE AT CLOSING

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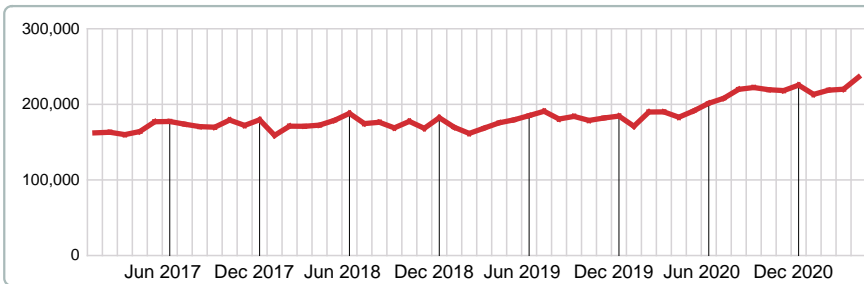
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

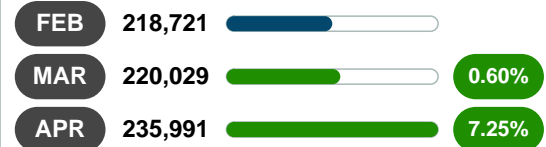


### 3 MONTHS

5 year APR AVG = 186,218

High Apr 2021 235,991 Low Jan 2018 158,952

Average Sold Price at Closing this month at **235,991** above the 5 yr APR average of **186,218**



### 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
\$25,000 and less	8.16%	4,382	7,092	2,743	3,762	0
\$25,001 - \$100,000	11.86%	66,560	63,856	70,125	76,357	87,833
\$100,001 - \$150,000	12.26%	130,007	127,966	130,278	135,207	0
\$150,001 - \$225,000	25.91%	188,239	186,547	186,157	196,607	204,500
\$225,001 - \$300,000	17.81%	261,718	264,376	259,428	265,365	257,059
\$300,001 - \$425,000	13.88%	356,863	345,376	353,523	362,375	350,756
\$425,001 and up	10.12%	660,668	1,040,352	608,376	596,323	696,570
<b>Average Sold Price</b>		<b>235,991</b>	<b>153,419</b>	<b>194,464</b>	<b>327,015</b>	<b>494,038</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>235,991</b>	<b>326</b>	<b>870</b>	<b>446</b>	<b>87</b>
<b>Total Closed Volume</b>		<b>408,028,361</b>	<b>50.01M</b>	<b>169.18M</b>	<b>145.85M</b>	<b>42.98M</b>

# April 2021



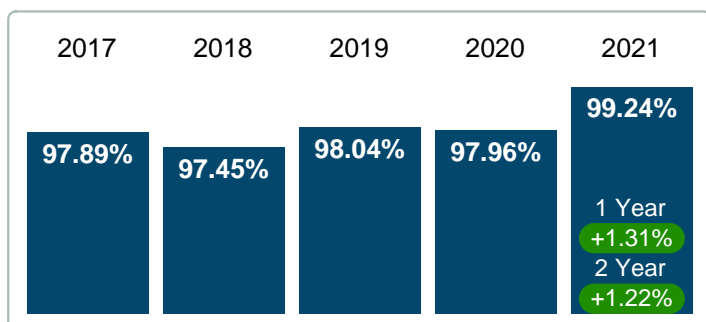
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



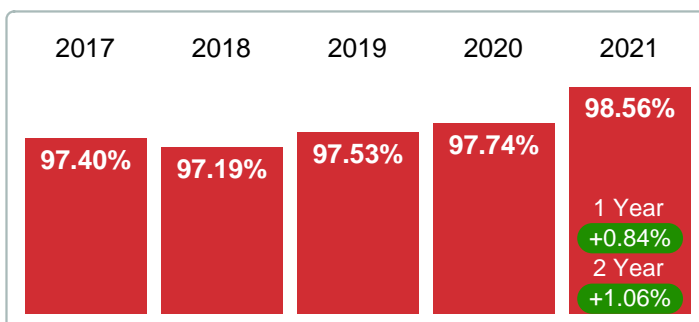
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

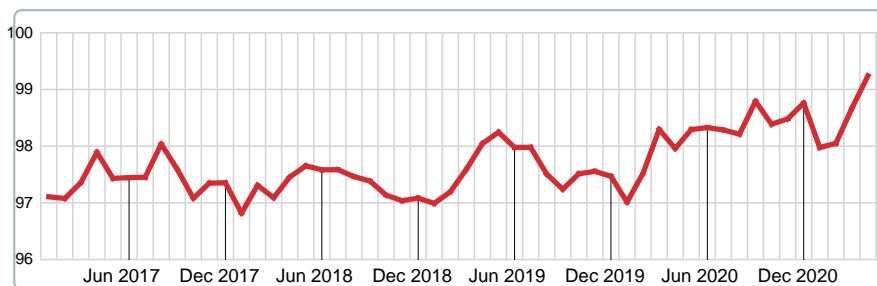
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

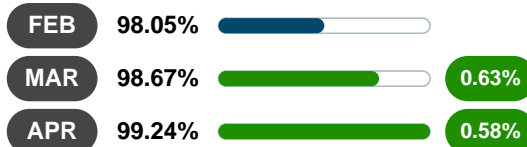


### 3 MONTHS

5 year APR AVG = 98.12%

High Apr 2021 99.24% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.24%** above the 5 yr APR average of **98.12%**



### 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
\$25,000 and less	141	8.16%	98.72%	94.25%	101.64%	99.09%	0.00%
\$25,001 - \$100,000	205	11.86%	95.50%	95.77%	95.10%	97.83%	86.60%
\$100,001 - \$150,000	212	12.26%	99.53%	97.75%	100.46%	98.08%	0.00%
\$150,001 - \$225,000	448	25.91%	100.71%	97.70%	100.99%	100.80%	101.05%
\$225,001 - \$300,000	308	17.81%	100.07%	96.56%	100.41%	100.13%	99.60%
\$300,001 - \$425,000	240	13.88%	99.67%	96.30%	100.44%	99.65%	100.30%
\$425,001 and up	175	10.12%	97.90%	94.44%	99.03%	98.34%	97.53%
Average Sold/List Ratio		99.20%		96.12%	100.32%	99.59%	98.40%
Total Closed Units	1,729	100%	99.20%	326	870	446	87
Total Closed Volume	408,028,361			50.01M	169.18M	145.85M	42.98M

# April 2021



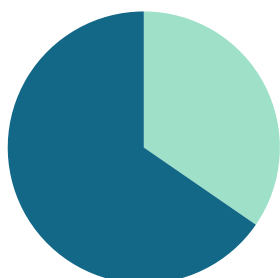
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

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

### INVENTORY

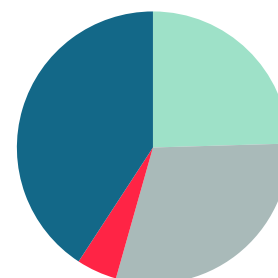


**Inventory**  
 New Listings  
**2,314 = 34.60%**  
 Start Inventory  
**4,374**  
 Total Inventory Units  
**6,688**  
 Volume  
**\$2,171,255,831**

### Market Activity

Closed Sales  
**1,729 = 24.54%**  
 Pending Sales  
**2,104 = 29.86%**  
 Other Off Market  
**339 = 4.81%**  
 Active Inventory  
**2,875 = 40.80%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,363	1,729	26.85%	5,063	5,880	16.14%
Pending Sales	1,449	2,104	45.20%	5,446	6,874	26.22%
New Listings	2,052	2,314	12.77%	8,650	7,694	-11.05%
Average List Price	186,390	238,772	28.10%	189,124	226,825	19.93%
Average Sale Price	182,987	235,991	28.97%	183,818	222,969	21.30%
Average Percent of Selling Price to List Price	97.96%	99.24%	1.31%	97.74%	98.56%	0.84%
Average Days on Market to Sale	36.08	24.64	-31.70%	40.17	30.25	-24.70%
Monthly Inventory	6,832	2,875	-57.92%	6,832	2,875	-57.92%
Months Supply of Inventory	4.64	1.72	-62.95%	4.64	1.72	-62.95%

**Absorption:** Last 12 months, an Average of **1,673** Sales/Month

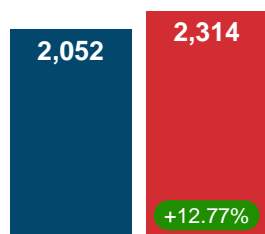
**Inventory** on April 30, 2021 = **2,875**

**2020** **2021**

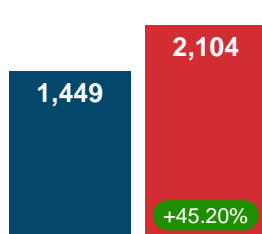
### APRIL MARKET

### AVERAGE PRICES

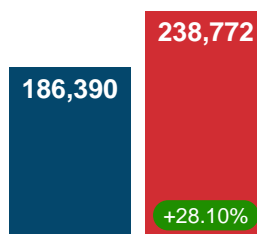
#### New Listings



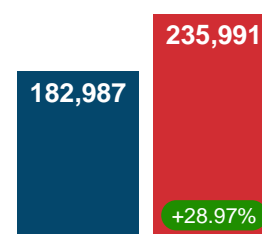
#### Pending Listings



#### List Price



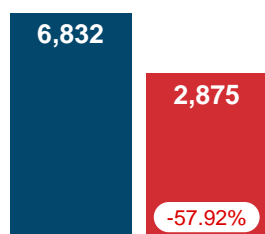
#### Sale Price



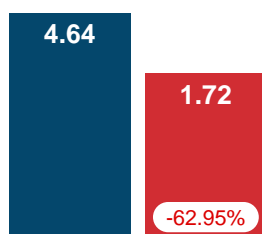
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

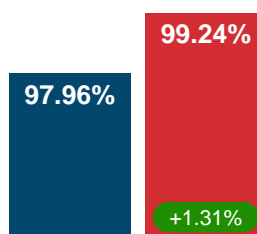
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

