

# April 2021



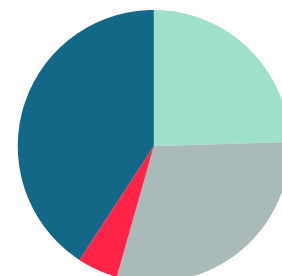
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## 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%
Median List Price	166,900	199,150	19.32%
Median Sale Price	165,000	199,900	21.15%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	15.00	5.00	-66.67%
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.

#### 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 **21.15%** in April 2021 to \$199,900 versus the previous year at \$165,000.

#### Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 10.00 days or **66.67%** in April 2021 compared to last year's same month at **15.00** DOM.

#### Sales Success for April 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 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>
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<b>Median Days on Market to Sale</b>	<b>7</b>
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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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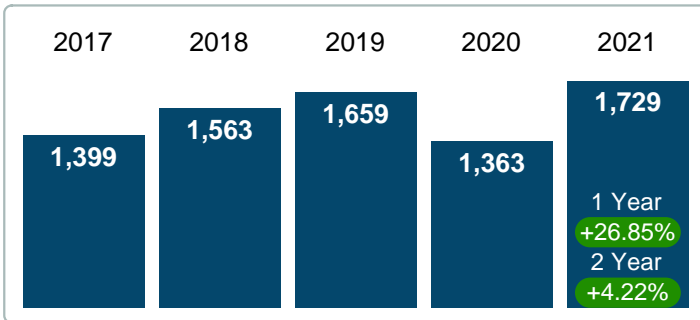
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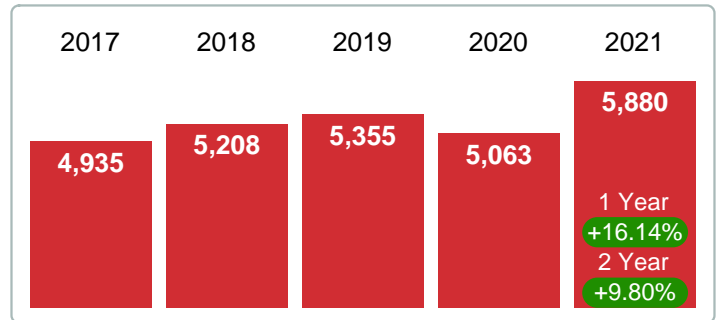
## CLOSED LISTINGS

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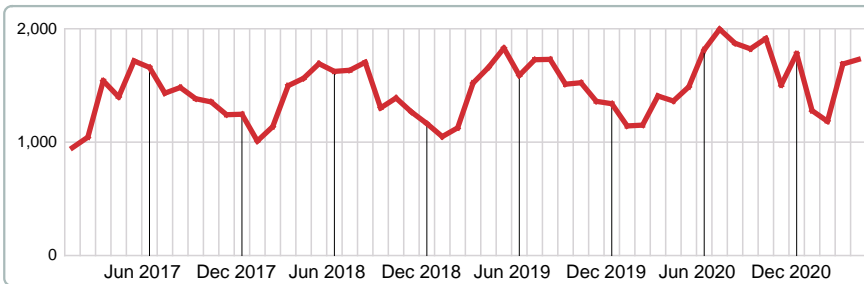
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

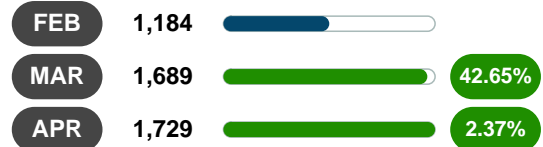


### 3 MONTHS

5 year APR AVG = 1,543

High Jul 2020 1,996 Low Jan 2017 951

Closed Listings this month at 1,729  
above the 5 yr APR average of 1,543



### 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	141	8.16%	12.0	48	71	22	0
\$25,001 - \$100,000	205	11.86%	12.0	132	63	7	3
\$100,001 - \$150,000	212	12.26%	5.5	59	137	16	0
\$150,001 - \$225,000	448	25.91%	3.0	34	329	81	4
\$225,001 - \$300,000	308	17.81%	4.0	17	171	109	11
\$300,001 - \$425,000	240	13.88%	6.0	21	75	118	26
\$425,001 and up	175	10.12%	18.0	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>	100%	5.0	<b>50.01M</b>	<b>169.18M</b>	<b>145.85M</b>	<b>42.98M</b>
<b>Median Closed Price</b>	<b>\$199,900</b>			<b>\$90,000</b>	<b>\$183,703</b>	<b>\$295,450</b>	<b>\$420,000</b>

# April 2021



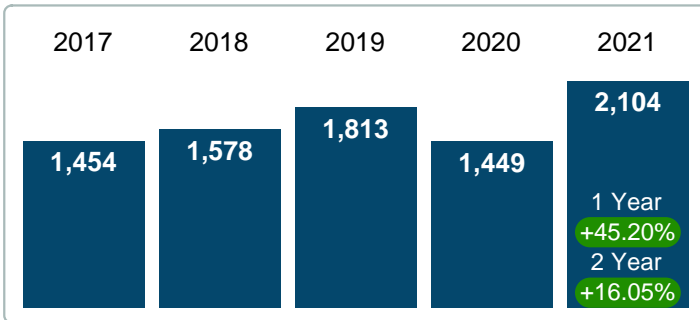
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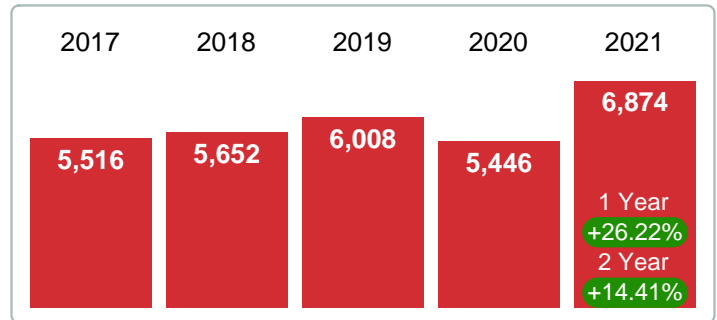
## PENDING LISTINGS

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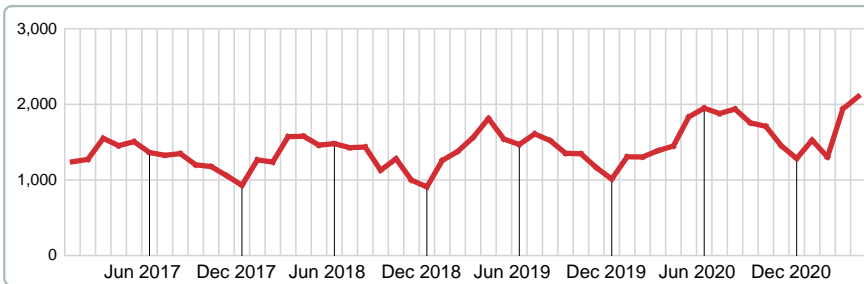
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

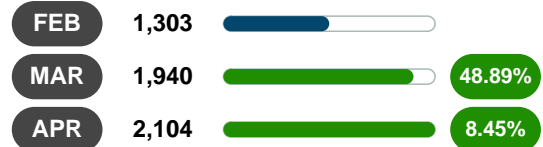


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	177	8.41%	12.0	99	62	16	0
\$50,001 - \$100,000	262	12.45%	26.5	143	104	13	2
\$100,001 - \$150,000	253	12.02%	6.0	68	156	27	2
\$150,001 - \$225,000	564	26.81%	4.0	66	403	94	1
\$225,001 - \$300,000	346	16.44%	5.0	23	164	137	22
\$300,001 - \$425,000	290	13.78%	7.0	27	85	145	33
\$425,001 and up	212	10.08%	14.0	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>6.0</b>	<b>67.80M</b>	<b>192.55M</b>	<b>184.03M</b>	<b>57.49M</b>
<b>Median Listing Price</b>	<b>\$194,950</b>			<b>\$95,000</b>	<b>\$179,900</b>	<b>\$290,000</b>	<b>\$419,950</b>

# April 2021



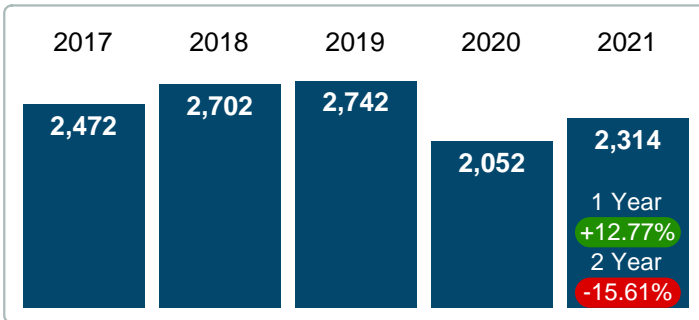
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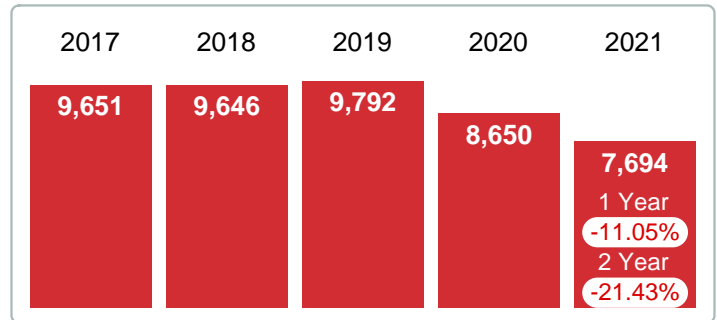
## NEW LISTINGS

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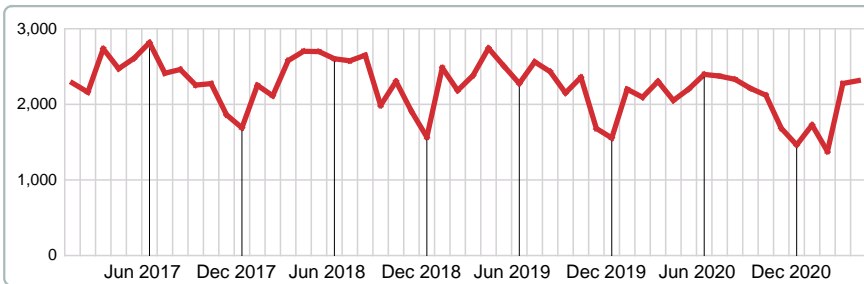
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

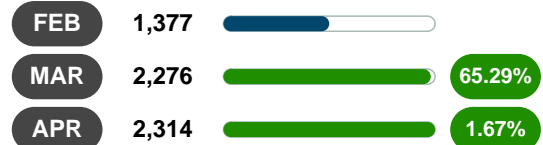


### 3 MONTHS

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>Median New Listed Listing Price</b>	<b>\$200,000</b>		<b>\$110,000</b>	<b>\$185,765</b>	<b>\$312,000</b>	<b>\$439,900</b>

# April 2021



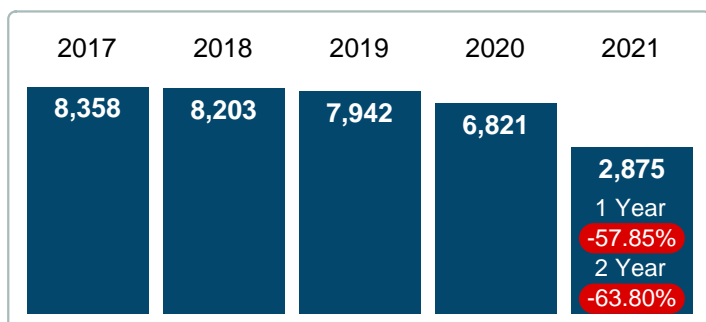
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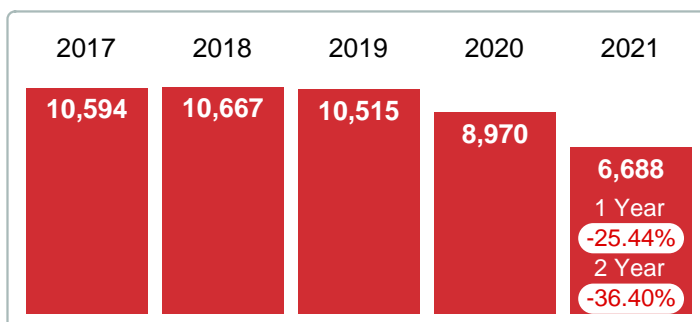
## ACTIVE INVENTORY

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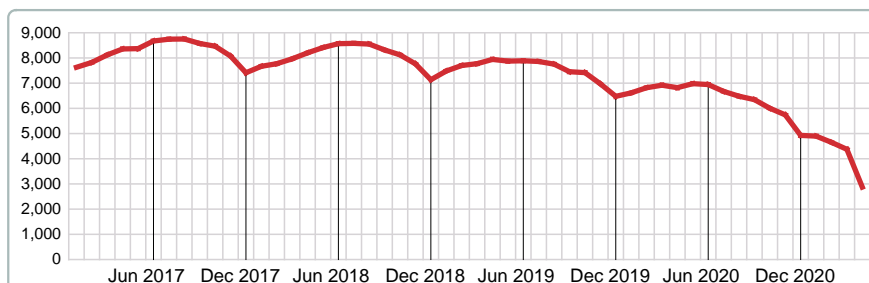
### END OF APRIL



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	241	8.38%	43.0	183	45	11	2
\$25,001 - \$75,000	381	13.25%	56.0	332	39	9	1
\$75,001 - \$150,000	477	16.59%	60.0	331	125	17	4
\$150,001 - \$325,000	710	24.70%	31.0	272	304	116	18
\$325,001 - \$475,000	397	13.81%	45.0	115	105	145	32
\$475,001 - \$875,000	369	12.83%	59.0	141	50	107	71
\$875,001 and up	300	10.43%	96.5	174	15	48	63
Total Active Inventory by Units			2,875	1,548	683	453	191
Total Active Inventory by Volume			1,195,365,711	614.86M	180.53M	226.76M	173.22M
Median Active Inventory Listing Price			\$225,000	\$139,700	\$209,900	\$389,900	\$674,900

# April 2021



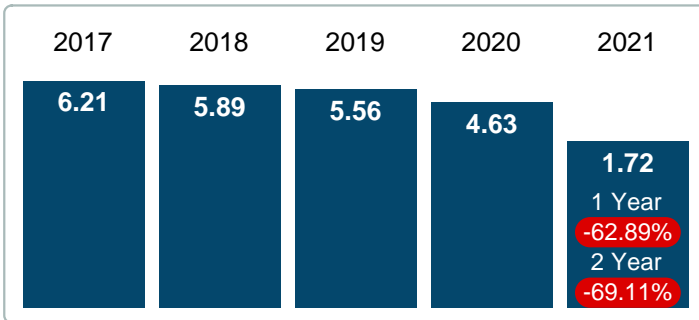
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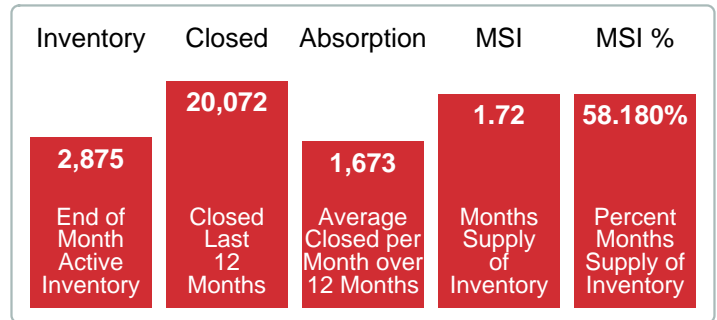
## MONTHS SUPPLY of INVENTORY (MSI)

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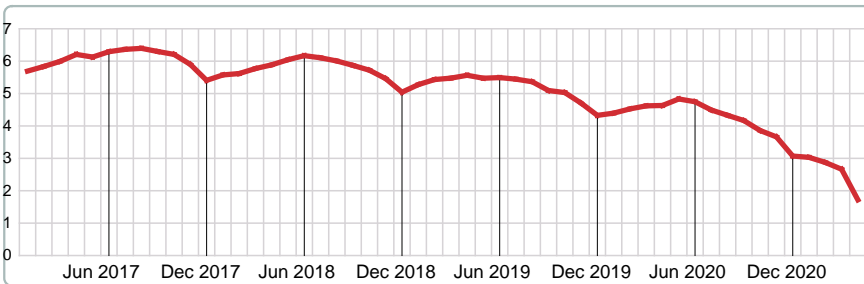
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

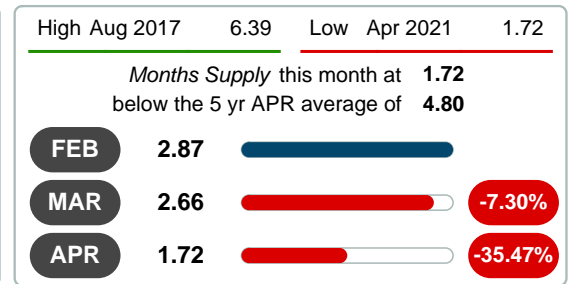


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



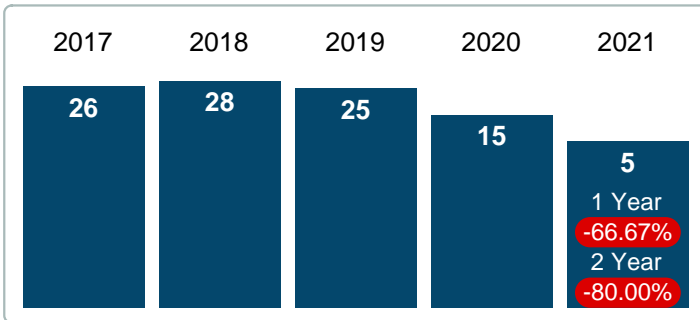
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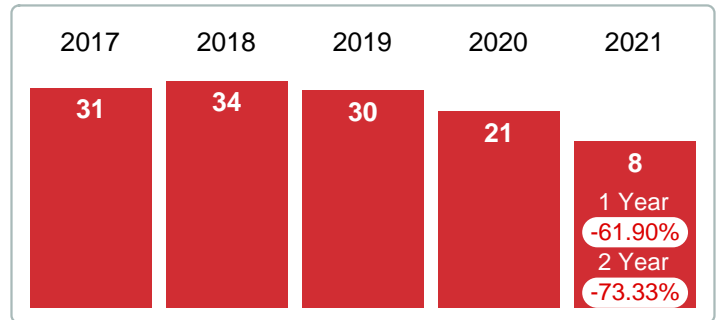
## MEDIAN DAYS ON MARKET TO SALE

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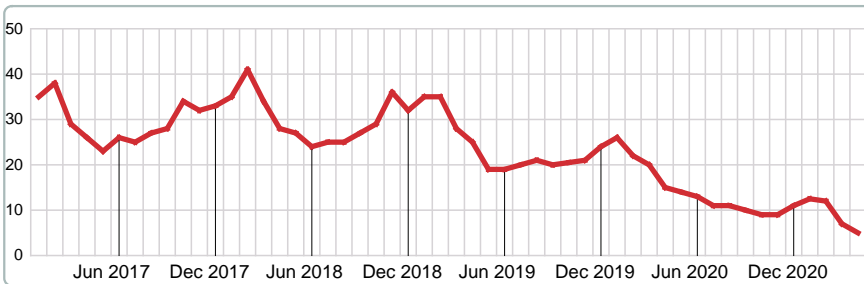
### APRIL



### YEAR TO DATE (YTD)

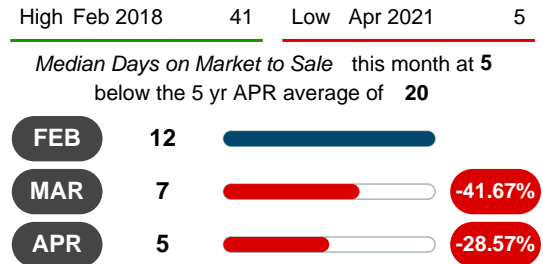


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 20



### 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	8.16%	12	19	9	13	0
\$25,001 - \$100,000	11.86%	12	17	6	32	19
\$100,001 - \$150,000	12.26%	6	5	5	13	0
\$150,001 - \$225,000	25.91%	3	6	3	3	2
\$225,001 - \$300,000	17.81%	4	66	3	4	4
\$300,001 - \$425,000	13.88%	6	71	4	7	4
\$425,001 and up	10.12%	18	63	16	11	20
Median Closed DOM		5	16	4	5	16
Total Closed Units	100%	5.0	326	870	446	87
Total Closed Volume			50.01M	169.18M	145.85M	42.98M



# April 2021



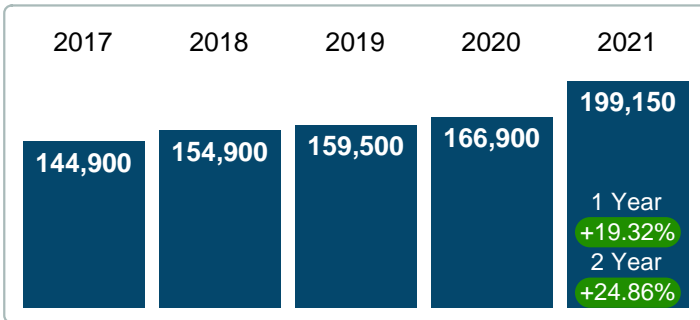
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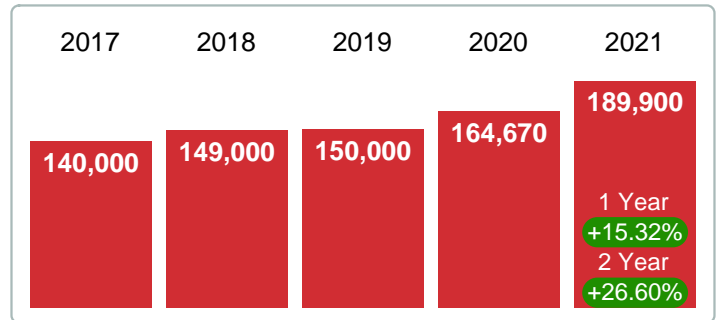
## MEDIAN LIST PRICE AT CLOSING

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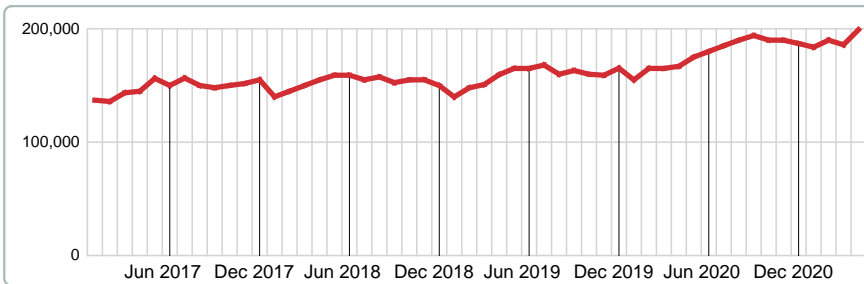
### APRIL



### YEAR TO DATE (YTD)

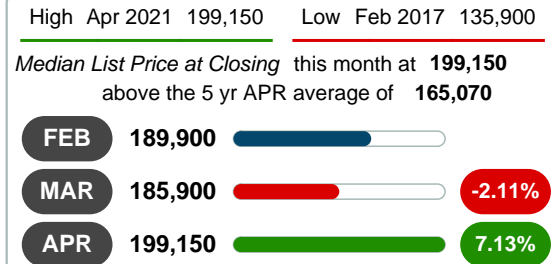


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 165,070



### 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	138	7.98%	1,400	1,375	1,300	1,995	0
\$25,001 - \$100,000	214	12.38%	69,450	65,000	80,000	83,250	83,950
\$100,001 - \$150,000	211	12.20%	135,000	129,900	135,000	135,000	0
\$150,001 - \$225,000	454	26.26%	186,133	176,000	184,000	198,208	195,000
\$225,001 - \$300,000	297	17.18%	264,378	250,000	260,000	265,207	265,000
\$300,001 - \$425,000	242	14.00%	362,218	362,450	358,700	369,900	347,250
\$425,001 and up	173	10.01%	574,900	785,000	525,000	549,450	600,000
Median List Price			199,150	90,000	180,000	295,000	399,900
Total Closed Units		100%	1,729	326	870	446	87
Total Closed Volume			412,837,338	52.43M	169.12M	147.34M	43.96M



# April 2021



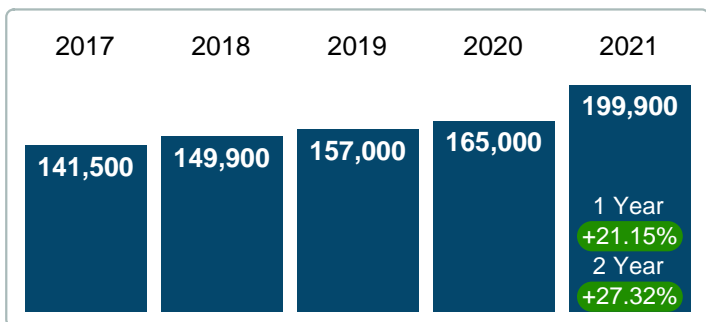
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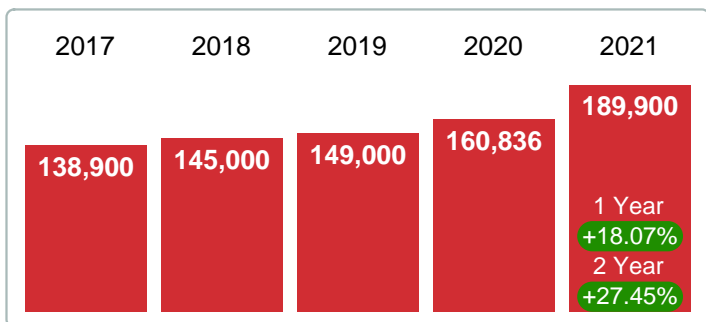
## MEDIAN SOLD PRICE AT CLOSING

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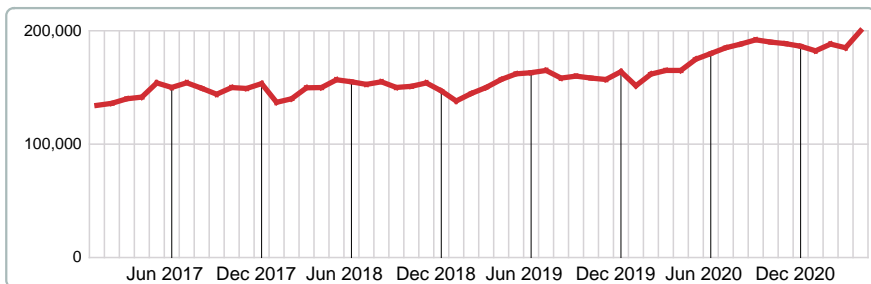
### APRIL



### YEAR TO DATE (YTD)

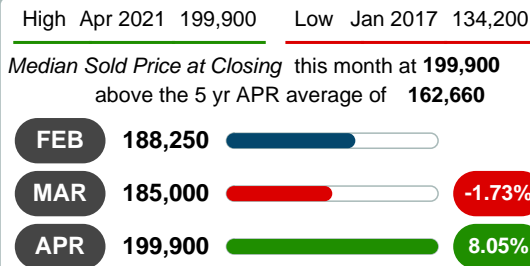


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 162,660



### 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	141	8.16%	1,400	1,525	1,350	1,970	0
\$25,001 - \$100,000	205	11.86%	67,500	62,250	72,250	86,000	93,500
\$100,001 - \$150,000	212	12.26%	132,700	131,000	132,900	136,250	0
\$150,001 - \$225,000	448	25.91%	186,000	182,500	183,750	197,400	201,500
\$225,001 - \$300,000	308	17.81%	260,500	261,000	257,544	265,414	250,000
\$300,001 - \$425,000	240	13.88%	355,000	330,000	355,000	364,000	339,950
\$425,001 and up	175	10.12%	550,000	785,000	533,001	520,000	599,900
Median Sold Price			199,900	90,000	183,703	295,450	420,000
Total Closed Units		100%	1,729	326	870	446	87
Total Closed Volume			408,028,361	50.01M	169.18M	145.85M	42.98M

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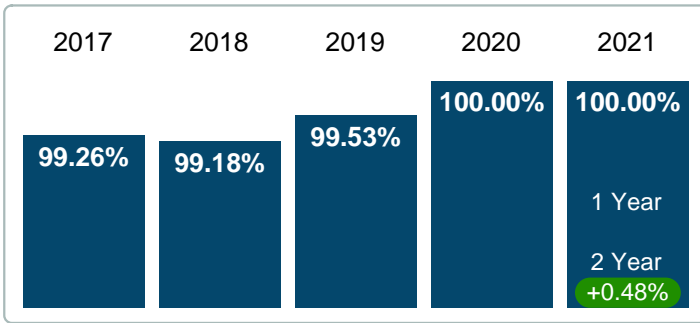
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



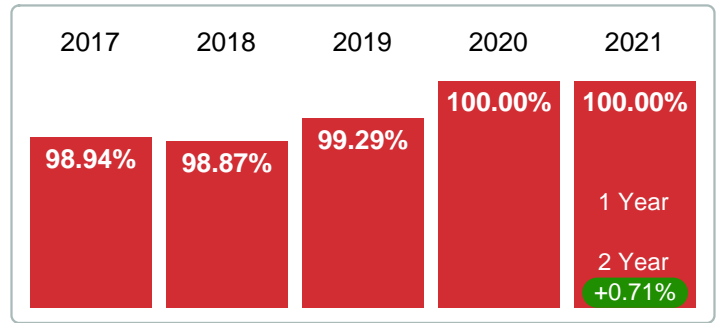
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

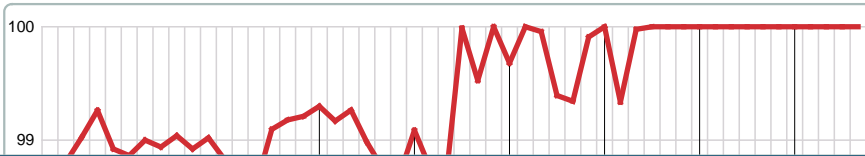
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 99.59%

High Apr 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr APR average of 99.59%

FEB 100.00%  
MAR 100.00%  
APR 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	141	8.16%	100.00%	100.00%	100.00%	100.00%	0.00%
\$25,001 - \$100,000	205	11.86%	97.00%	96.75%	97.14%	99.42%	93.46%
\$100,001 - \$150,000	212	12.26%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001 - \$225,000	448	25.91%	100.00%	99.54%	100.00%	100.00%	100.00%
\$225,001 - \$300,000	308	17.81%	100.00%	98.04%	100.00%	100.00%	100.00%
\$300,001 - \$425,000	240	13.88%	100.00%	96.03%	100.00%	100.00%	100.00%
\$425,001 and up	175	10.12%	99.02%	95.99%	100.00%	99.49%	98.94%
Median Sold/List Ratio		100.00%		98.89%	100.00%	100.00%	100.00%
Total Closed Units	1,729	100%	100.00%	326	870	446	87
Total Closed Volume	408,028,361			50.01M	169.18M	145.85M	42.98M

# April 2021



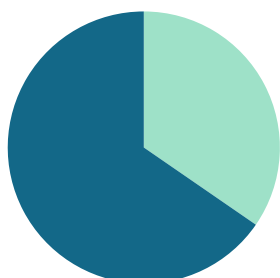
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

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

### INVENTORY

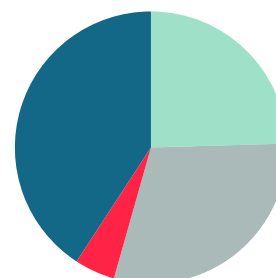


**Inventory**  
 New Listings  
**2,314 = 34.60%**  
 Start Inventory  
**4,374**  
 Total Inventory Units  
**6,688**  
 Volume  
**\$2,171,255,831**

### 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%
Median List Price	166,900	199,150	19.32%	164,670	189,900	15.32%
Median Sale Price	165,000	199,900	21.15%	160,836	189,900	18.07%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	15.00	5.00	-66.67%	21.00	8.00	-61.90%
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

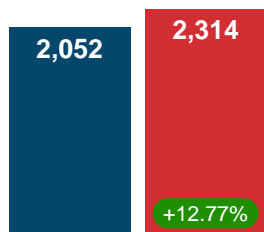
**Inventory** on April 30, 2021 = **2,875**

**2020** **2021**

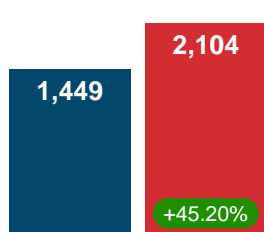
### APRIL MARKET

### MEDIAN PRICES

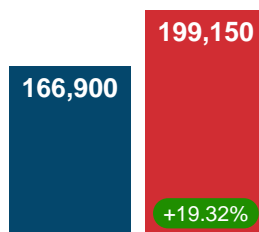
#### New Listings



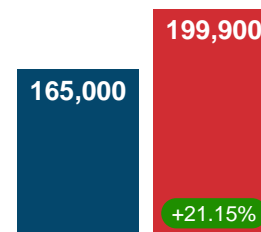
#### Pending Listings



#### List Price



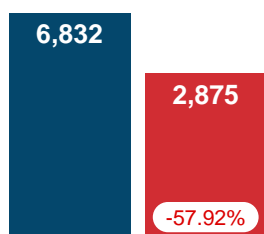
#### Sale Price



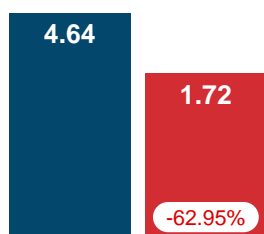
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

