

January 2021



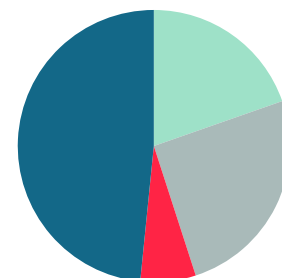
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	1,143	1,265	10.67%
Pending Listings	1,306	1,634	25.11%
New Listings	2,200	1,727	-21.50%
Median List Price	154,900	183,416	18.41%
Median Sale Price	151,500	182,100	20.20%
Median Percent of Selling Price to List Price	99.34%	100.00%	0.67%
Median Days on Market to Sale	26.00	13.00	-50.00%
End of Month Inventory	6,610	3,117	-52.84%
Months Supply of Inventory	4.39	1.93	-56.03%



■ Closed (19.64%)
■ Pending (25.37%)
■ Other OffMarket (6.58%)
■ Active (48.40%)

Absorption: Last 12 months, an Average of **1,614** Sales/Month
Active Inventory as of January 31, 2021 = **3,117**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **52.84%** to 3,117 existing homes available for sale. Over the last 12 months this area has had an average of 1,614 closed sales per month. This represents an unsold inventory index of **1.93** 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 **20.20%** in January 2021 to \$182,100 versus the previous year at \$151,500.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 13.00 days or **50.00%** in January 2021 compared to last year's same month at **26.00** DOM.

Sales Success for January 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 1,727 New Listings in January 2021, down **21.50%** from last year at 2,200. Furthermore, there were 1,265 Closed Listings this month versus last year at 1,143, a **10.67%** increase.

Closed versus Listed trends yielded a **73.2%** ratio, up from previous year's, January 2020, at **52.0%**, a **40.99%** 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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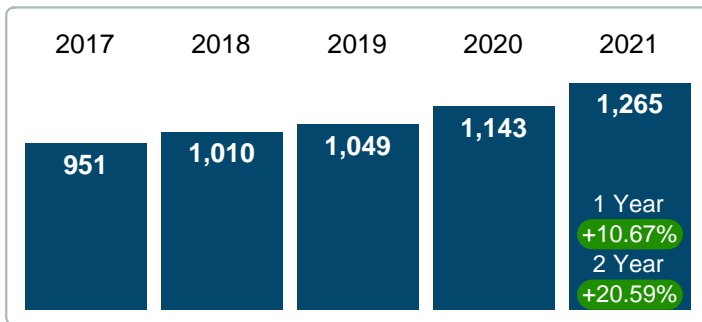
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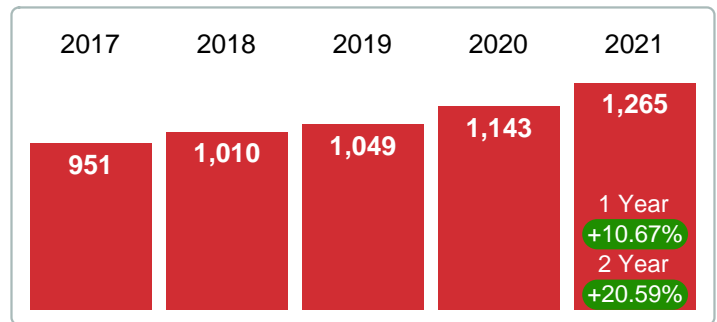
CLOSED LISTINGS

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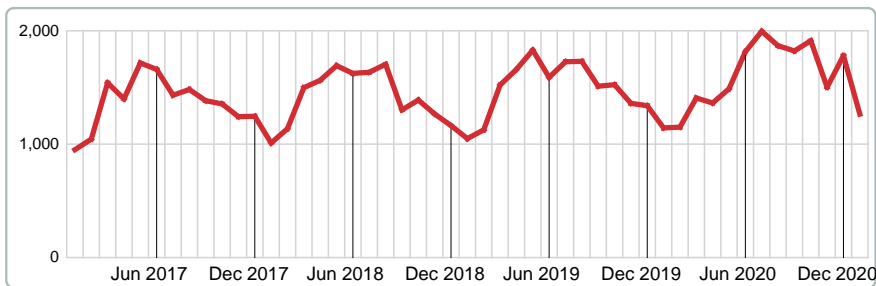
JANUARY



YEAR TO DATE (YTD)

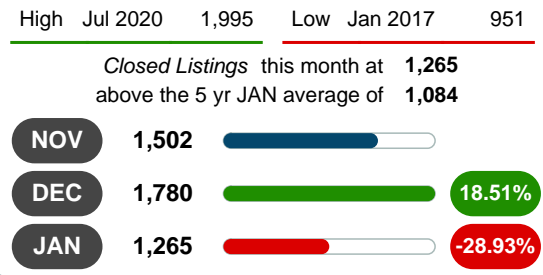


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,084



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	128	10.12%	20.0	40	64	22	2
\$25,001 - \$75,000	117	9.25%	14.0	78	34	4	1
\$75,001 - \$125,000	139	10.99%	8.0	48	81	8	2
\$125,001 - \$200,000	341	26.96%	6.0	37	246	56	2
\$200,001 - \$275,000	219	17.31%	11.0	13	117	86	3
\$275,001 - \$375,000	178	14.07%	26.0	13	67	77	21
\$375,001 and up	143	11.30%	27.0	16	31	69	27
Total Closed Units	1,265			245	640	322	58
Total Closed Volume	269,774,533	100%	13.0	36.44M	114.40M	92.19M	26.74M
Median Closed Price	\$182,100			\$80,000	\$169,700	\$266,926	\$371,500

January 2021



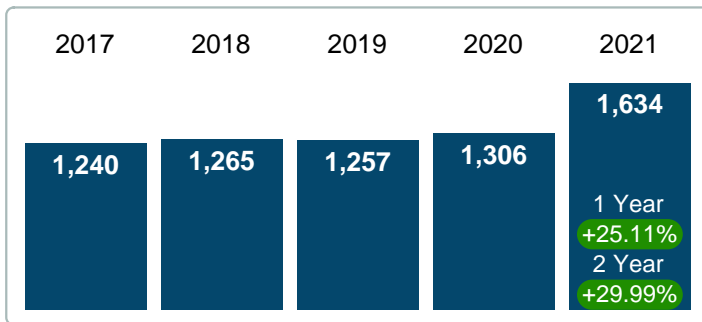
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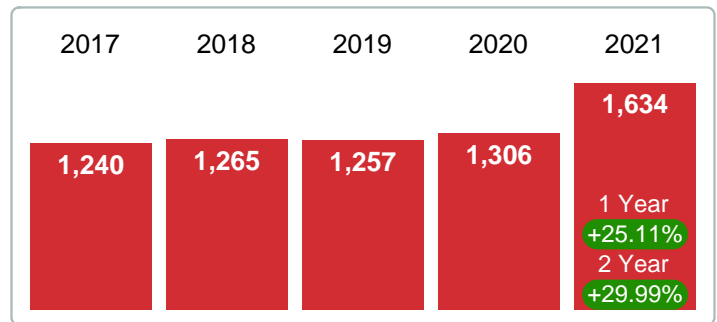
PENDING LISTINGS

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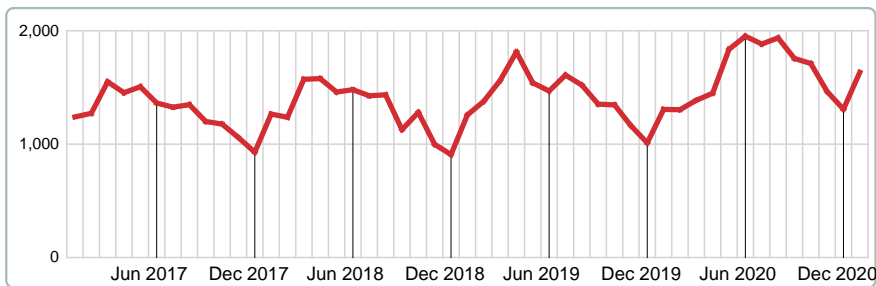
JANUARY



YEAR TO DATE (YTD)

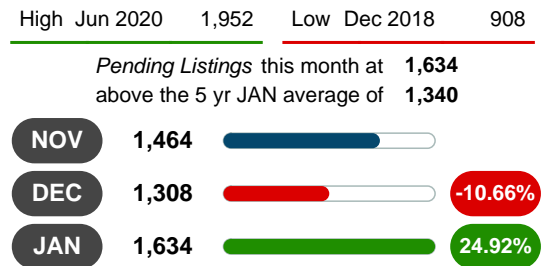


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,340



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	167	10.22%	19.0	87	58	20	2
\$50,001 - \$100,000	174	10.65%	19.5	92	75	7	0
\$100,001 - \$150,000	238	14.57%	8.0	59	152	26	1
\$150,001 - \$225,000	436	26.68%	6.0	31	321	76	8
\$225,001 - \$300,000	241	14.75%	17.0	15	113	97	16
\$300,001 - \$400,000	208	12.73%	32.5	10	73	106	19
\$400,001 and up	170	10.40%	43.0	14	29	86	41
Total Pending Units	1,634			308	821	418	87
Total Pending Volume	380,131,139	100%	13.0	50.18M	157.96M	133.25M	38.74M
Median Listing Price	\$190,000			\$88,950	\$178,900	\$288,900	\$379,000

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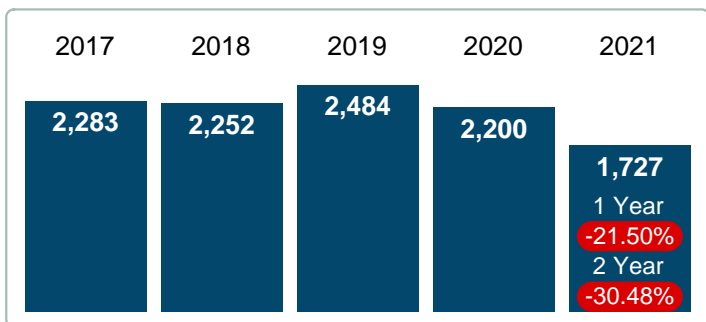
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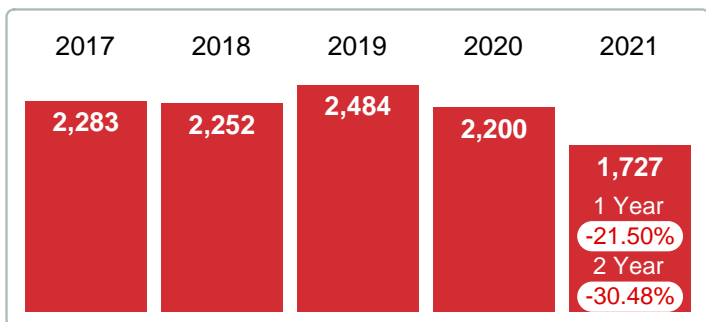
NEW LISTINGS

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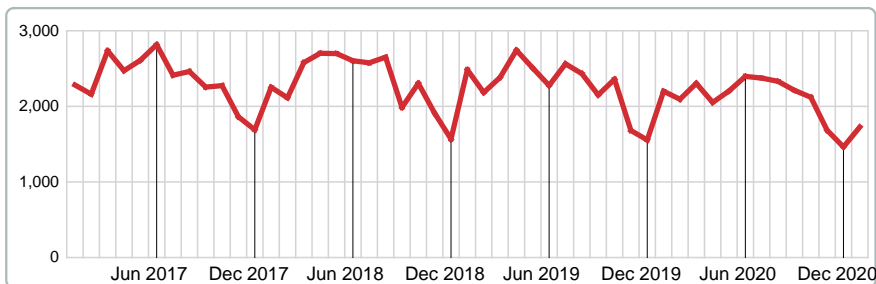
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2,189

High Jun 2017 2,816 Low Dec 2020 1,463

New Listings this month at 1,727 below the 5 yr JAN average of 2,189



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	128	7.41%	47	61	20	0
\$25,001 - \$75,000	191	11.06%	149	35	6	1
\$75,001 - \$150,000	343	19.86%	135	185	21	2
\$150,001 - \$225,000	414	23.97%	43	301	65	5
\$225,001 - \$325,000	270	15.63%	31	109	116	14
\$325,001 - \$475,000	196	11.35%	28	52	89	27
\$475,001 and up	185	10.71%	72	12	60	41
Total New Listed Units	1,727		505	755	377	90
Total New Listed Volume	468,015,222	100%	147.46M	137.47M	128.56M	54.52M
Median New Listed Listing Price	\$185,000		\$99,950	\$175,000	\$289,000	\$441,108

January 2021



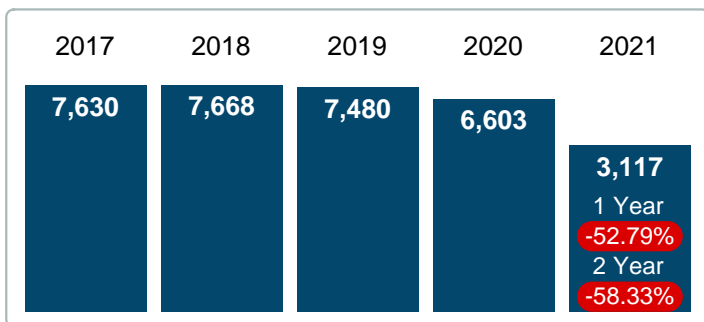
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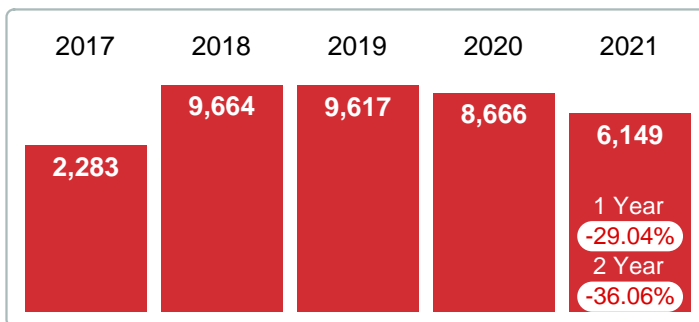
ACTIVE INVENTORY

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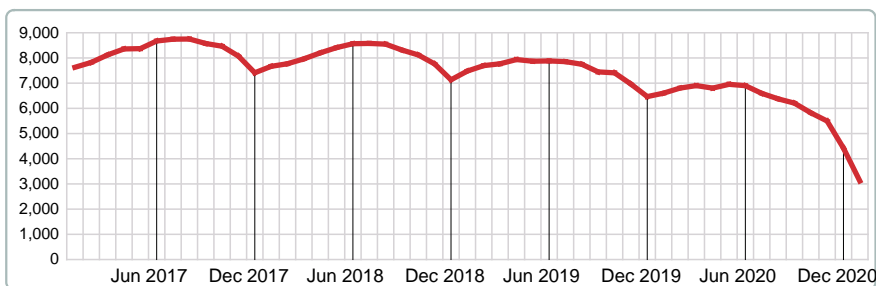
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

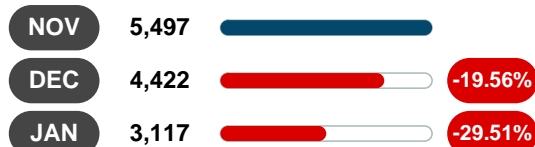


3 MONTHS

5 year JAN AVG = 6,500

High Aug 2017 8,751 Low Jan 2021 3,117

Inventory this month at **3,117**
below the 5 yr JAN average of **6,500**



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	261	8.37%	68.0	169	71	18	3
\$25,001 - \$50,000	237	7.60%	75.0	219	17	1	0
\$50,001 - \$125,000	601	19.28%	87.0	407	158	32	4
\$125,001 - \$275,000	789	25.31%	65.0	358	311	103	17
\$275,001 - \$425,000	473	15.17%	64.0	141	131	170	31
\$425,001 - \$875,000	446	14.31%	93.0	168	59	139	80
\$875,001 and up	310	9.95%	115.5	179	14	49	68
Total Active Inventory by Units			3,117	1,641	761	512	203
Total Active Inventory by Volume			1,209,391,645	612.79M	166.66M	237.26M	192.68M
Median Active Inventory Listing Price			\$199,900	\$134,999	\$179,000	\$379,450	\$685,000

January 2021



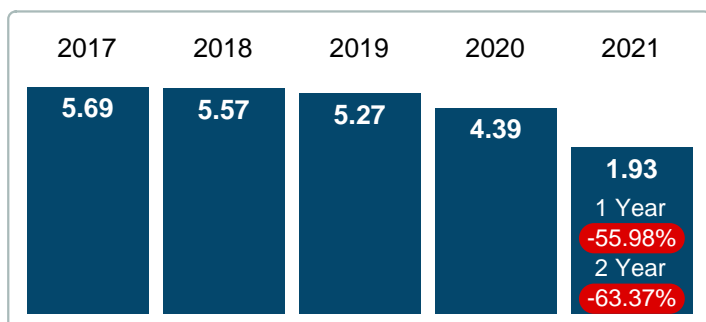
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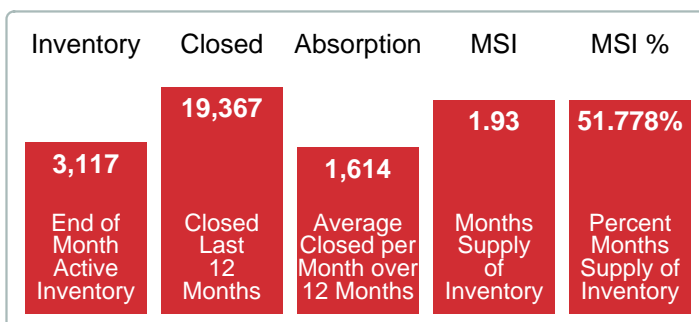
MONTHS SUPPLY of INVENTORY (MSI)

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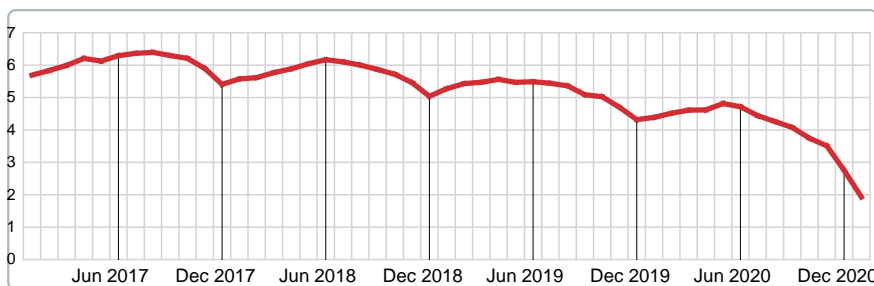
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

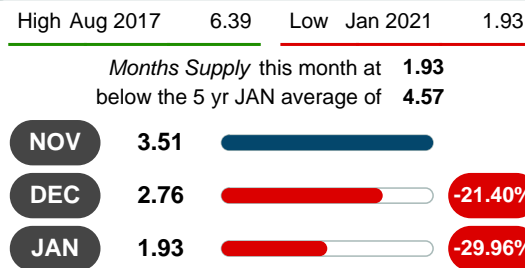


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.57



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	261	8.37%	1.54	3.13	0.78	0.76	1.64
\$25,001 - \$50,000	237	7.60%	4.07	5.22	1.23	0.48	0.00
\$50,001 - \$125,000	601	19.28%	2.47	4.40	1.20	1.87	2.18
\$125,001 - \$275,000	789	25.31%	1.03	5.59	0.64	0.52	1.20
\$275,001 - \$425,000	473	15.17%	1.80	11.51	1.64	1.18	1.14
\$425,001 - \$875,000	446	14.31%	4.38	28.80	3.49	2.55	3.28
\$875,001 and up	310	9.95%	23.54	71.60	12.00	10.14	14.57
Market Supply of Inventory (MSI)			1.93	6.01	0.93	1.15	2.73
Total Active Inventory by Units		100%	1.93	1,641	761	512	203

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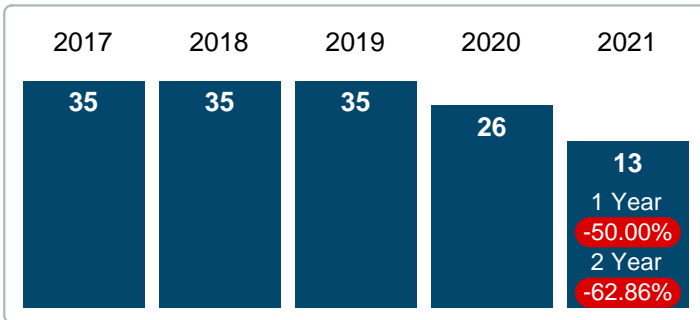
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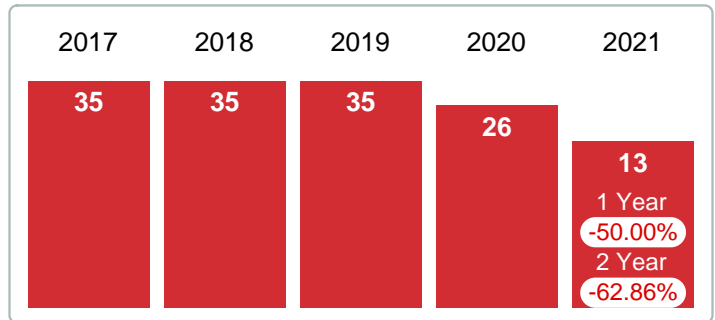
MEDIAN DAYS ON MARKET TO SALE

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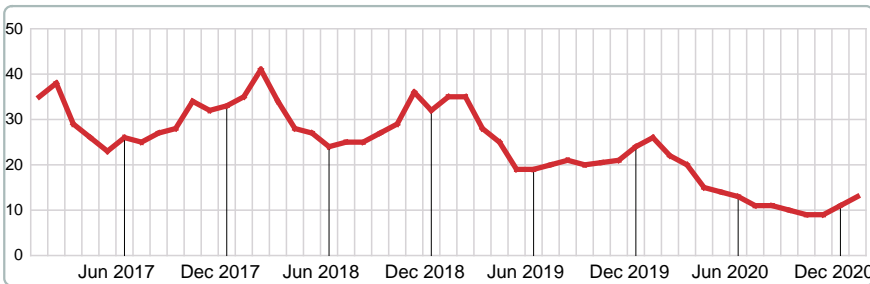
JANUARY



YEAR TO DATE (YTD)

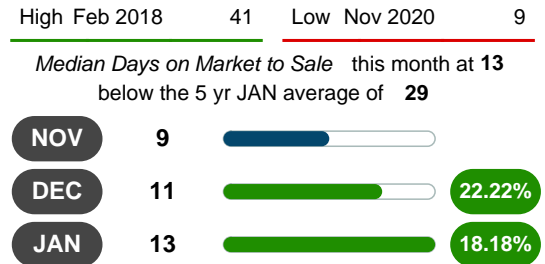


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 29



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	10.12%	20	31	17	27	31
\$25,001 - \$75,000	9.25%	14	14	13	13	263
\$75,001 - \$125,000	10.99%	8	10	7	5	27
\$125,001 - \$200,000	26.96%	6	7	5	11	39
\$200,001 - \$275,000	17.31%	11	23	8	17	22
\$275,001 - \$375,000	14.07%	26	54	24	30	26
\$375,001 and up	11.30%	27	35	20	27	46
Median Closed DOM		13	17	9	19	30
Total Closed Units	100%	1,265	245	640	322	58
Total Closed Volume		269,774,533	36.44M	114.40M	92.19M	26.74M

January 2021



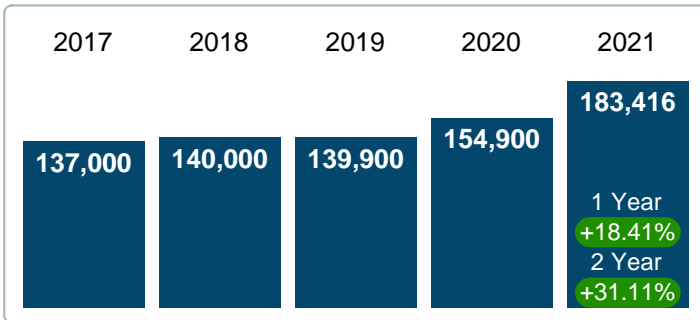
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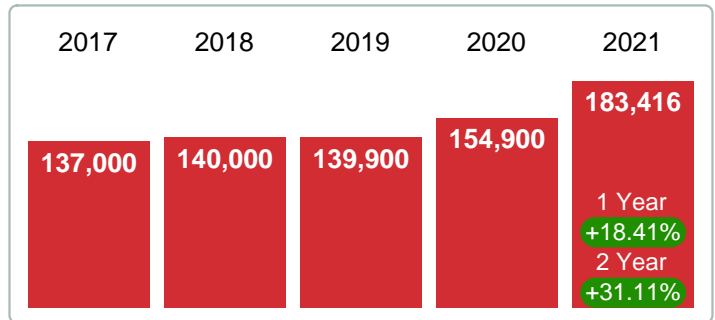
MEDIAN LIST PRICE AT CLOSING

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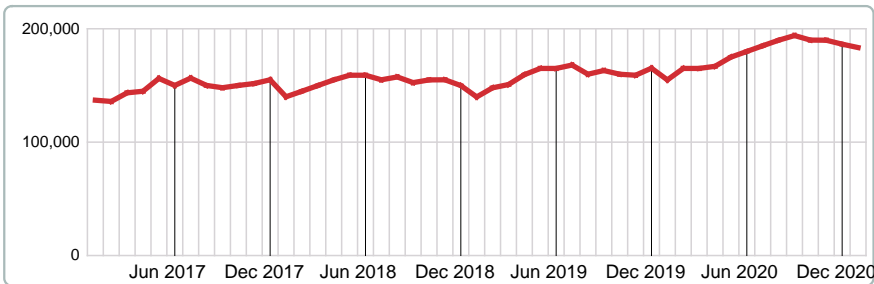
JANUARY



YEAR TO DATE (YTD)

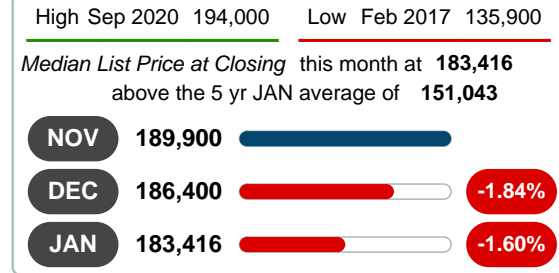


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 151,043



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	125	9.88%	1,375	995	1,325	1,623	2,323
\$25,001 - \$75,000	104	8.22%	53,700	50,000	60,000	50,000	0
\$75,001 - \$125,000	144	11.38%	99,250	99,700	98,000	110,000	125,000
\$125,001 - \$200,000	343	27.11%	165,000	165,000	163,500	174,950	180,000
\$200,001 - \$275,000	218	17.23%	233,900	239,000	229,900	235,500	248,749
\$275,001 - \$375,000	185	14.62%	320,000	329,900	309,900	325,000	337,450
\$375,001 and up	146	11.54%	494,750	607,700	487,000	459,258	597,000
Median List Price			183,416	85,000	169,900	267,176	375,000
Total Closed Units		100%	1,265	245	640	322	58
Total Closed Volume			275,984,957	39.19M	116.01M	93.22M	27.58M

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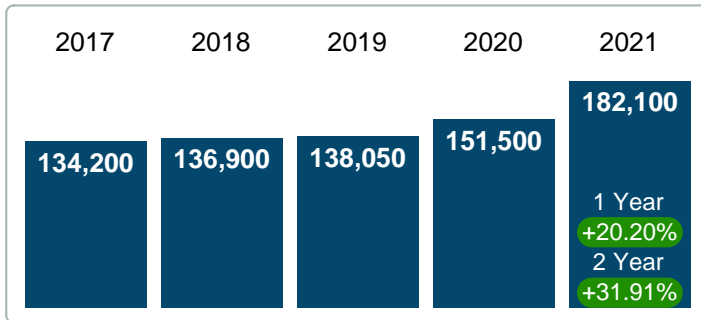
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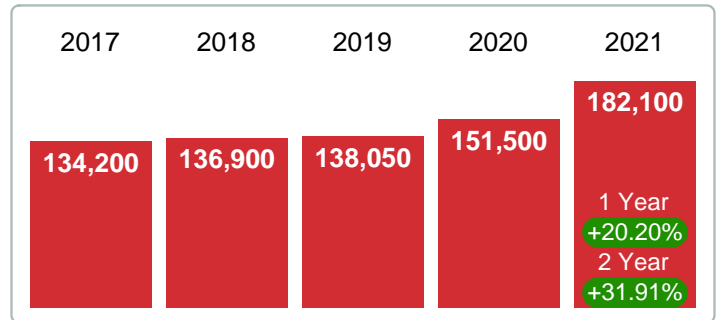
MEDIAN SOLD PRICE AT CLOSING

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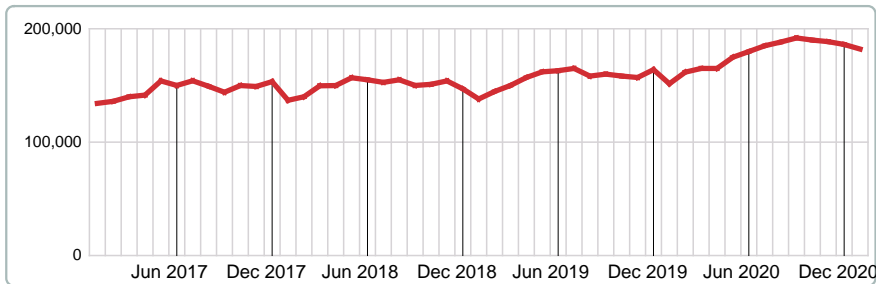
JANUARY



YEAR TO DATE (YTD)

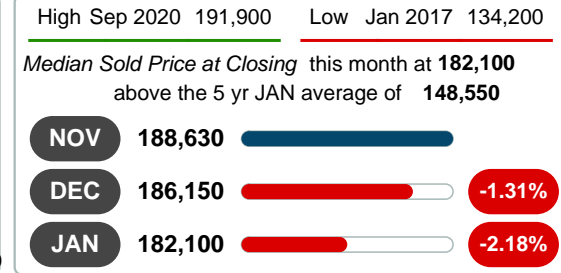


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 148,550



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	128	10.12%	1,385	1,045	1,350	1,623	2,273
\$25,001 - \$75,000	117	9.25%	55,000	49,000	64,750	55,500	70,000
\$75,001 - \$125,000	139	10.99%	103,000	100,243	103,000	114,000	115,000
\$125,001 - \$200,000	341	26.96%	165,000	165,000	164,925	176,500	179,500
\$200,001 - \$275,000	219	17.31%	230,000	235,000	229,500	234,000	240,007
\$275,001 - \$375,000	178	14.07%	315,250	300,000	305,000	329,500	344,900
\$375,001 and up	143	11.30%	492,000	590,000	484,000	455,000	585,000
Median Sold Price			182,100	80,000	169,700	266,926	371,500
Total Closed Units		100%	1,265	245	640	322	58
Total Closed Volume			269,774,533	36.44M	114.40M	92.19M	26.74M

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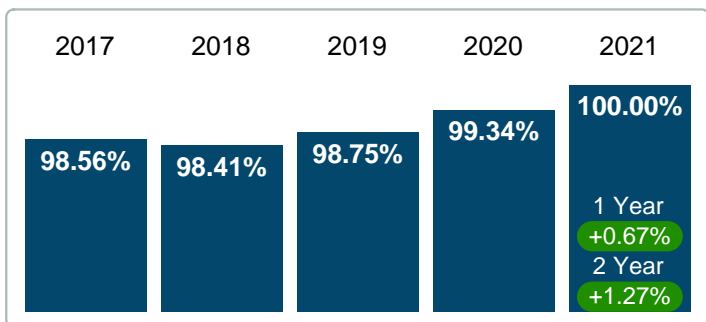
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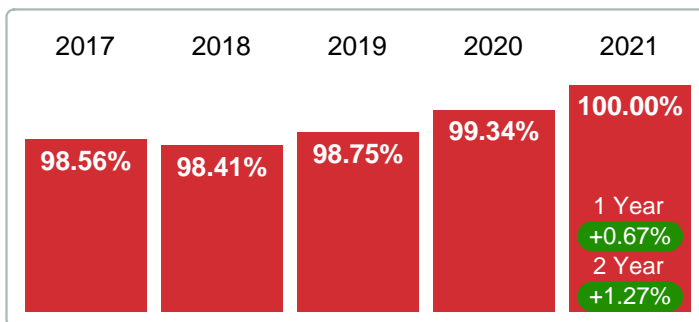
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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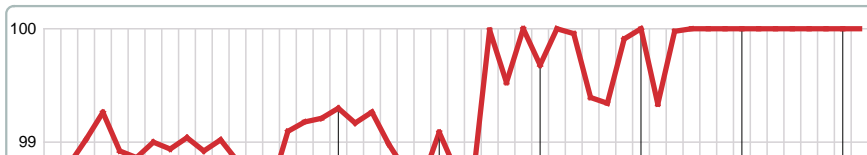
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 99.01%

High Jan 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00%
above the 5 yr JAN average of 99.01%

NOV 100.00%
DEC 100.00%
JAN 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	128	10.12%	100.00%	100.00%	100.00%	100.00%	98.31%
\$25,001 - \$75,000	117	9.25%	93.33%	94.64%	90.92%	91.93%	78.65%
\$75,001 - \$125,000	139	10.99%	100.00%	98.25%	100.00%	100.00%	92.00%
\$125,001 - \$200,000	341	26.96%	100.00%	100.00%	100.00%	100.00%	99.98%
\$200,001 - \$275,000	219	17.31%	100.00%	98.33%	100.00%	99.54%	100.00%
\$275,001 - \$375,000	178	14.07%	100.00%	97.98%	100.00%	99.17%	99.76%
\$375,001 and up	143	11.30%	98.91%	90.42%	98.18%	100.00%	98.58%
Median Sold/List Ratio		100.00%		97.83%	100.00%	100.00%	98.77%
Total Closed Units		1,265	100%	245	640	322	58
Total Closed Volume		269,774,533		36.44M	114.40M	92.19M	26.74M

January 2021



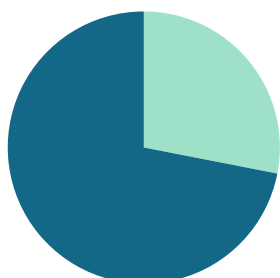
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

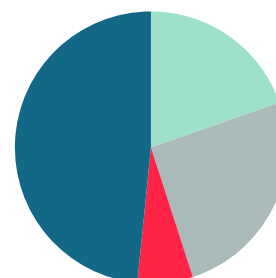


Inventory
 New Listings
 1,727 = 28.07%
 Start Inventory
 4,425
 Total Inventory Units
 6,152
 Volume
 \$1,986,838,160

Market Activity

Closed Sales
 1,265 = 19.64%
 Pending Sales
 1,634 = 25.37%
 Other Off Market
 424 = 6.58%
 Active Inventory
 3,117 = 48.40%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,143	1,265	10.67%	1,143	1,265	10.67%
Pending Sales	1,306	1,634	25.11%	1,306	1,634	25.11%
New Listings	2,200	1,727	-21.50%	2,200	1,727	-21.50%
Median List Price	154,900	183,416	18.41%	154,900	183,416	18.41%
Median Sale Price	151,500	182,100	20.20%	151,500	182,100	20.20%
Median Percent of Selling Price to List Price	99.34%	100.00%	0.67%	99.34%	100.00%	0.67%
Median Days on Market to Sale	26.00	13.00	-50.00%	26.00	13.00	-50.00%
Monthly Inventory	6,610	3,117	-52.84%	6,610	3,117	-52.84%
Months Supply of Inventory	4.39	1.93	-56.03%	4.39	1.93	-56.03%

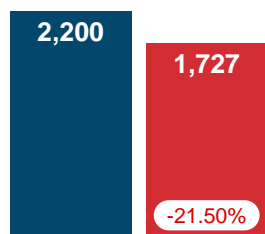
Absorption: Last 12 months, an Average of 1,614 Sales/Month

Inventory on January 31, 2021 = 3,117 2020 2021

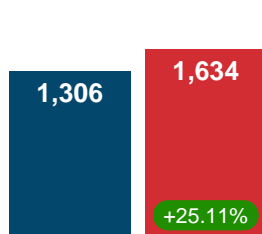
JANUARY MARKET

MEDIAN PRICES

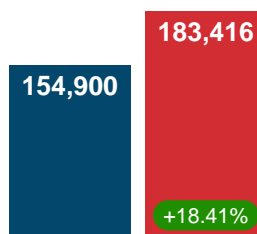
New Listings



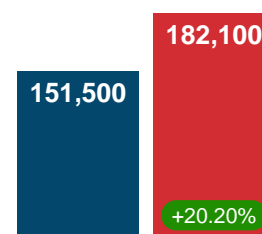
Pending Listings



List Price



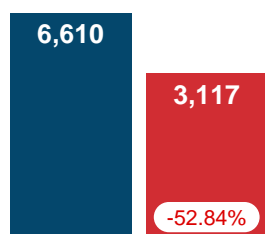
Sale Price



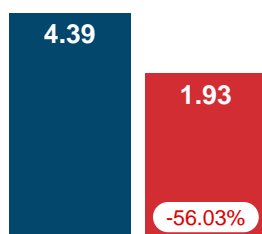
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

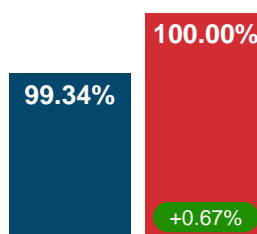
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

