

March 2021



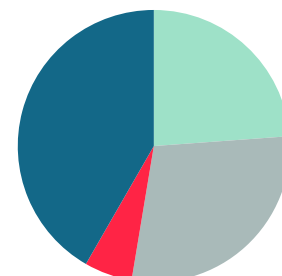
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	March 2021	+/-%
Closed Listings	1,407	1,676	19.12%
Pending Listings	1,387	2,023	45.85%
New Listings	2,304	2,276	-1.22%
Median List Price	165,000	185,808	12.61%
Median Sale Price	165,000	185,000	12.12%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	20.00	7.00	-65.00%
End of Month Inventory	6,920	2,930	-57.66%
Months Supply of Inventory	4.62	1.79	-61.35%



■ Closed (23.84%)
■ Pending (28.78%)
■ Other OffMarket (5.69%)
■ Active (41.68%)

Absorption: Last 12 months, an Average of **1,640** Sales/Month
Active Inventory as of March 31, 2021 = **2,930**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **57.66%** to 2,930 existing homes available for sale. Over the last 12 months this area has had an average of 1,640 closed sales per month. This represents an unsold inventory index of **1.79** 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 **12.12%** in March 2021 to \$185,000 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 13.00 days or **65.00%** in March 2021 compared to last year's same month at **20.00** DOM.

Sales Success for March 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 2,276 New Listings in March 2021, down **1.22%** from last year at 2,304. Furthermore, there were 1,676 Closed Listings this month versus last year at 1,407, a **19.12%** increase.

Closed versus Listed trends yielded a **73.6%** ratio, up from previous year's, March 2020, at **61.1%**, a **20.58%** 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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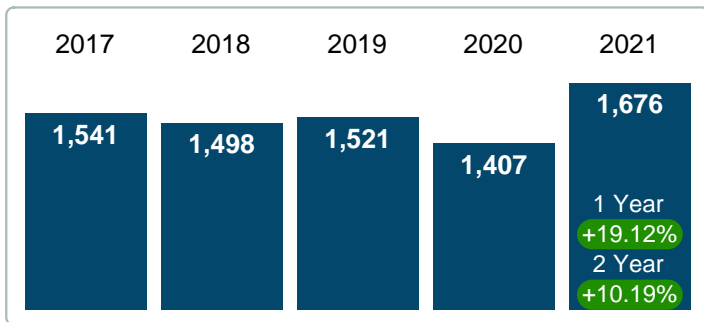
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



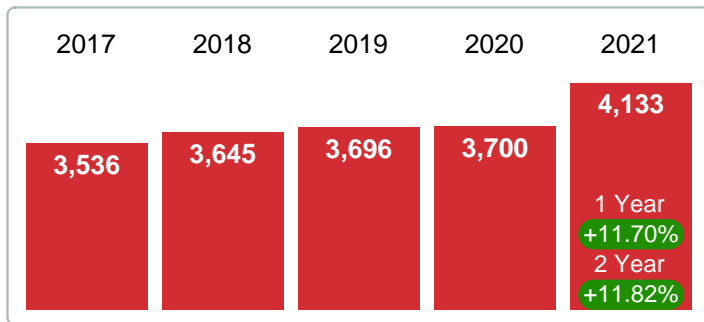
CLOSED LISTINGS

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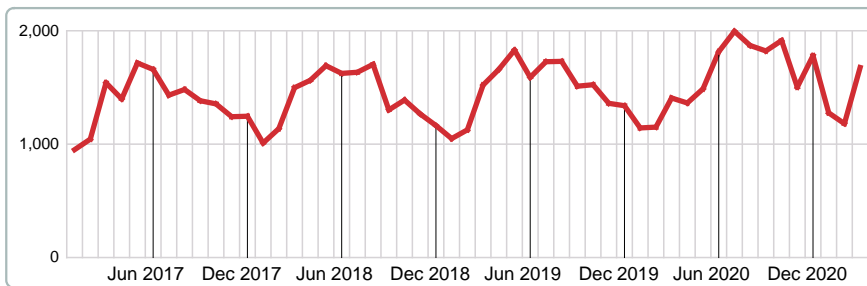
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,529

High Jul 2020 1,995 Low Jan 2017 951

Closed Listings this month at **1,676**
above the 5 yr MAR average of **1,529**



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	164	9.79%	17.0	57	80	25	2
\$25,001 - \$75,000	141	8.41%	16.0	106	31	2	2
\$75,001 - \$150,000	315	18.79%	6.0	91	197	24	3
\$150,001 - \$225,000	428	25.54%	3.5	35	308	82	3
\$225,001 - \$300,000	246	14.68%	6.0	18	117	96	15
\$300,001 - \$400,000	204	12.17%	11.0	2	76	105	21
\$400,001 and up	178	10.62%	21.0	13	30	93	42
Total Closed Units	1,676			322	839	427	88
Total Closed Volume	368,849,783	100%	7.0	37.23M	153.68M	134.90M	43.04M
Median Closed Price	\$185,000			\$75,000	\$174,500	\$289,900	\$388,500

March 2021



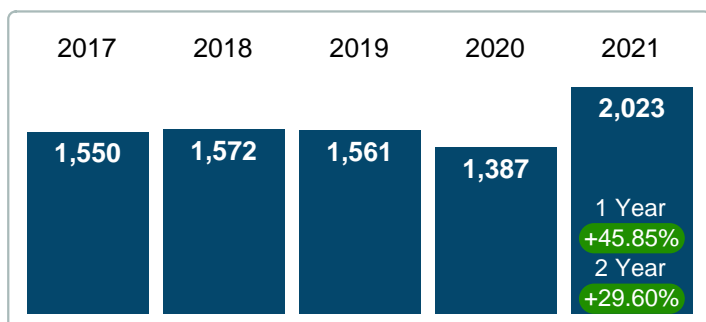
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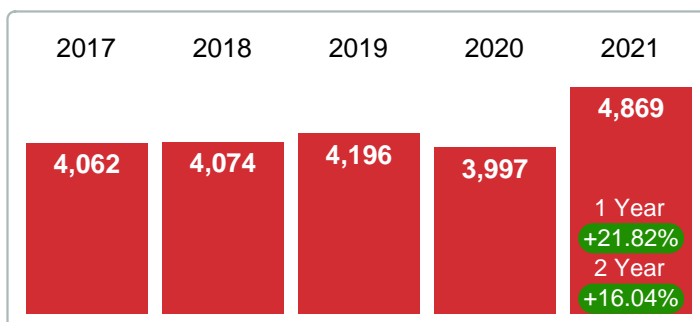
PENDING LISTINGS

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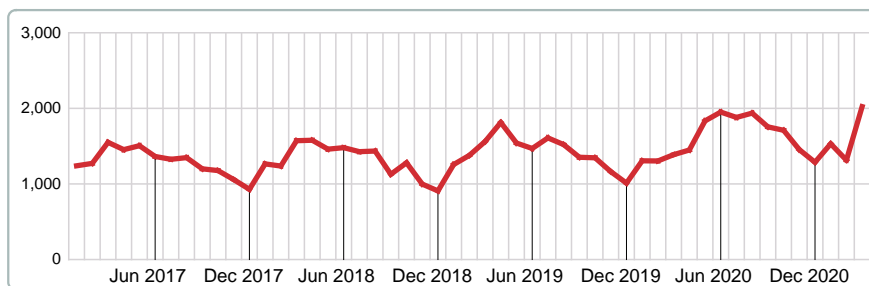
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

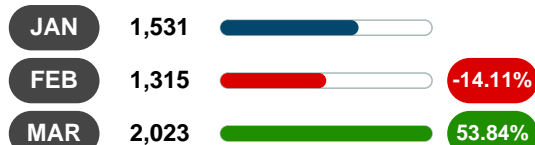


3 MONTHS

5 year MAR AVG = 1,619

High Mar 2021 2,023 Low Dec 2018 908

Pending Listings this month at **2,023**
above the 5 yr MAR average of **1,619**



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	166	8.21%	24.0	92	56	17	1
\$50,001 - \$125,000	296	14.63%	10.0	153	125	17	1
\$125,001 - \$150,000	160	7.91%	5.0	38	109	13	0
\$150,001 - \$225,000	530	26.20%	4.0	55	375	96	4
\$225,001 - \$325,000	402	19.87%	5.0	38	182	163	19
\$325,001 - \$425,000	244	12.06%	8.0	15	74	120	35
\$425,001 and up	225	11.12%	14.0	20	35	121	49
Total Pending Units	2,023			411	956	547	109
Total Pending Volume	505,464,861	100%	6.0	63.87M	196.73M	188.51M	56.35M
Median Listing Price	\$205,000			\$95,000	\$182,750	\$299,900	\$389,900

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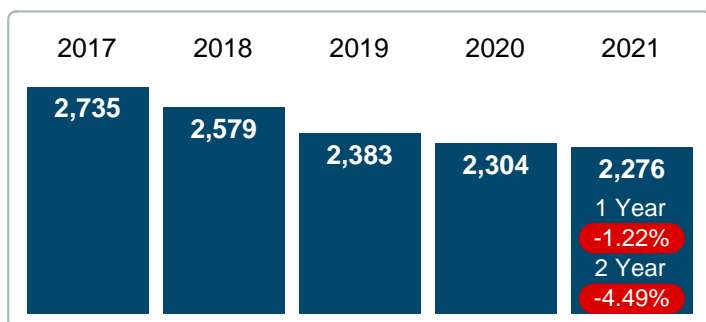
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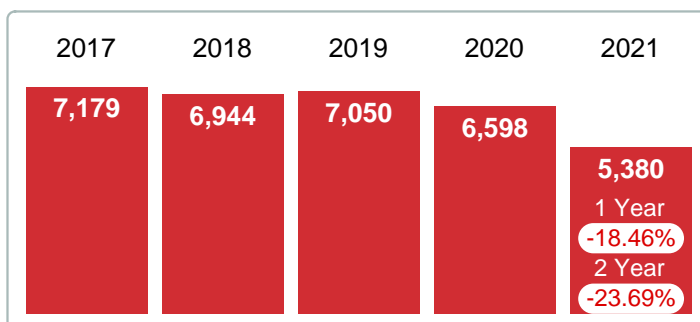
NEW LISTINGS

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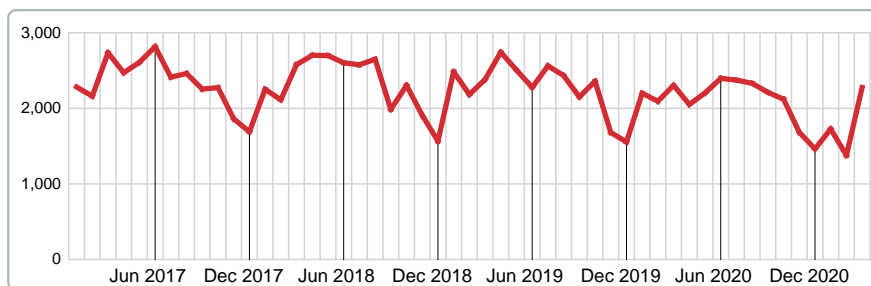
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

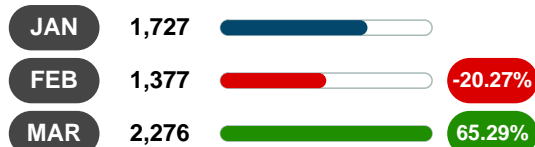


3 MONTHS

5 year MAR AVG = 2,455

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

New Listings this month at **2,276**
 below the 5 yr MAR average of **2,455**



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	173	7.60%	78	72	23	0
\$25,001 - \$100,000	310	13.62%	224	75	8	3
\$100,001 - \$150,000	244	10.72%	74	146	24	0
\$150,001 - \$250,000	657	28.87%	98	417	135	7
\$250,001 - \$350,000	388	17.05%	41	163	163	21
\$350,001 - \$500,000	276	12.13%	35	69	131	41
\$500,001 and up	228	10.02%	44	35	90	59
Total New Listed Units	2,276		594	977	574	131
Total New Listed Volume	642,388,829	100%	140.47M	206.30M	219.71M	75.90M
Median New Listed Listing Price	\$210,000		\$99,950	\$188,120	\$307,750	\$459,742

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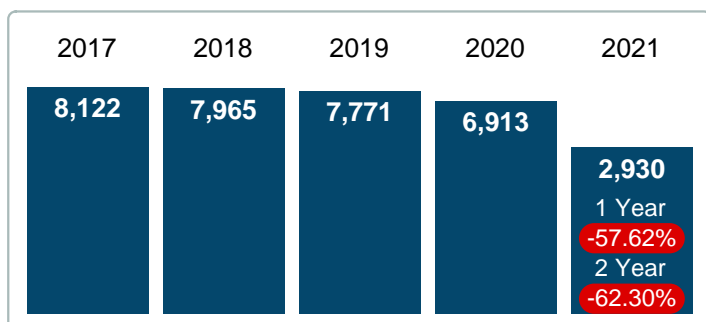
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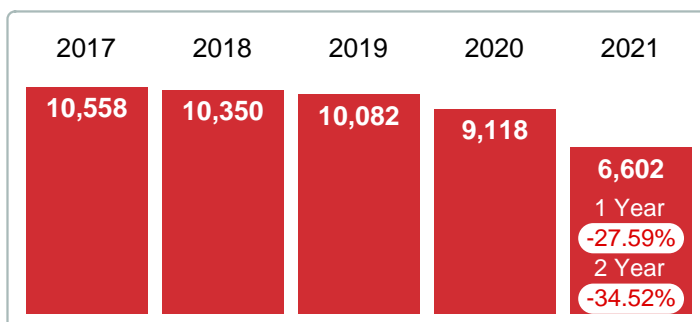
ACTIVE INVENTORY

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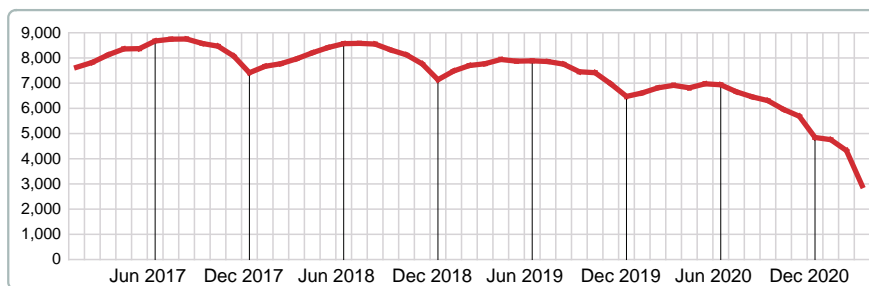
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

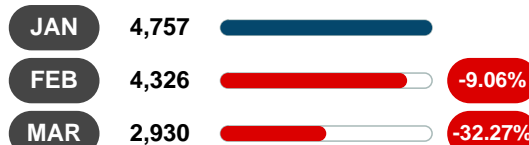


3 MONTHS

5 year MAR AVG = 6,740

High Aug 2017 8,752 Low Mar 2021 2,930

Inventory this month at 2,930 below the 5 yr MAR average of 6,740



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	246	8.40%	45.5	178	49	18	1
\$25,001 - \$50,000	221	7.54%	63.0	202	17	1	1
\$50,001 - \$125,000	532	18.16%	75.0	372	133	22	5
\$125,001 - \$300,000	828	28.26%	34.5	364	326	127	11
\$300,001 - \$475,000	440	15.02%	54.5	134	115	153	38
\$475,001 - \$875,000	371	12.66%	63.0	142	45	104	80
\$875,001 and up	292	9.97%	95.0	172	10	50	60
Total Active Inventory by Units			2,930	1,564	695	475	196
Total Active Inventory by Volume			1,180,775,680	614.42M	158.81M	231.01M	176.54M
Median Active Inventory Listing Price			\$204,279	\$135,000	\$185,000	\$387,500	\$654,450

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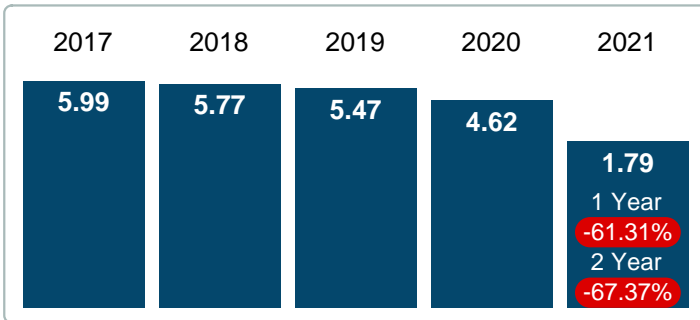
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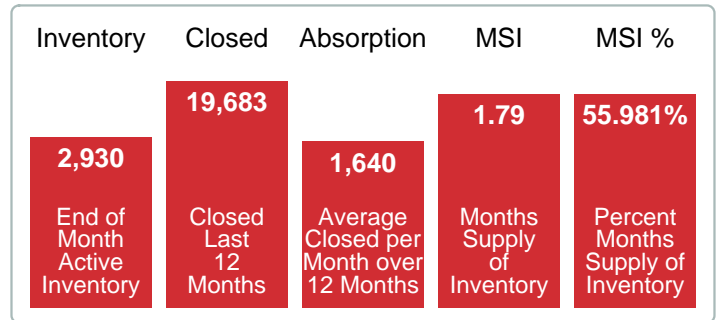
MONTHS SUPPLY of INVENTORY (MSI)

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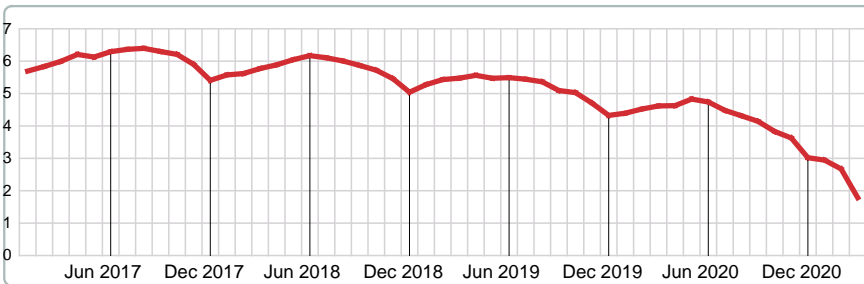
MSI FOR MARCH



INDICATORS FOR MARCH 2021

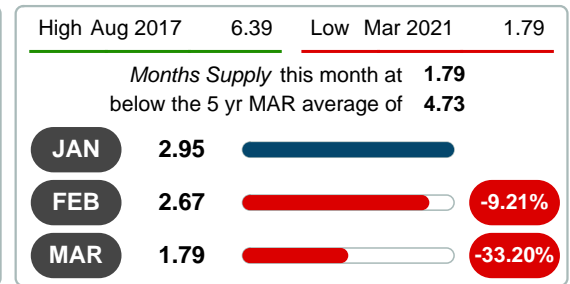


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.73



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	246	8.40%	1.51	3.45	0.57	0.78	0.50
\$25,001 - \$50,000	221	7.54%	3.75	4.54	1.37	0.60	3.00
\$50,001 - \$125,000	532	18.16%	2.20	3.81	1.06	1.33	2.61
\$125,001 - \$300,000	828	28.26%	0.97	5.16	0.62	0.55	0.54
\$300,001 - \$475,000	440	15.02%	1.85	14.23	1.78	1.16	1.19
\$475,001 - \$875,000	371	12.66%	4.99	34.08	3.88	2.58	4.38
\$875,001 and up	292	9.97%	20.49	62.55	8.00	9.52	12.00
Market Supply of Inventory (MSI)			1.79	5.57	0.84	1.05	2.45
Total Active Inventory by Units		100%	1.79	1,564	695	475	196

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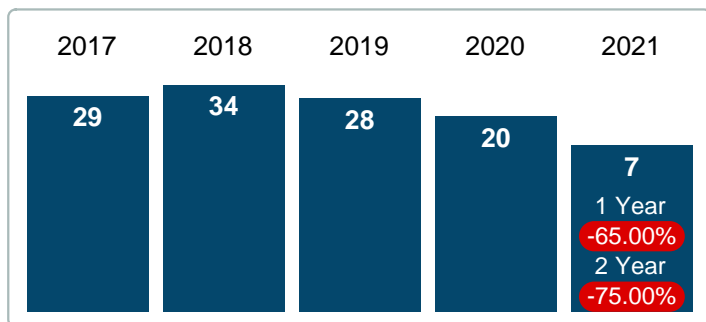
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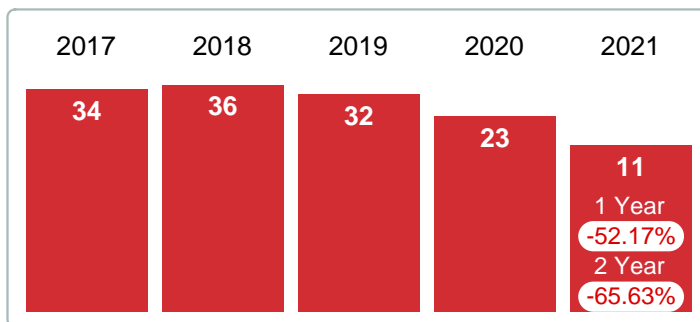
MEDIAN DAYS ON MARKET TO SALE

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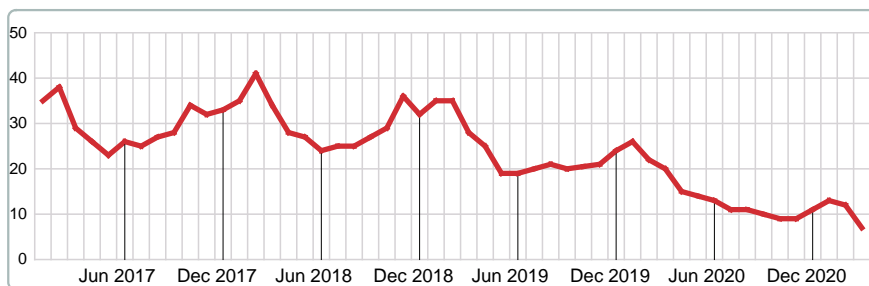
MARCH



YEAR TO DATE (YTD)

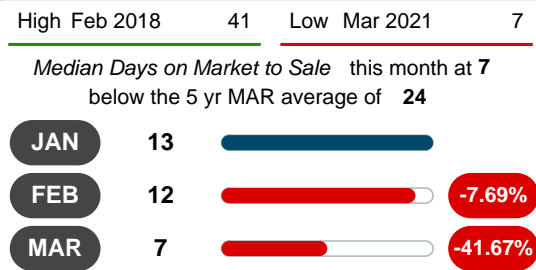


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 24



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	9.79%	17	21	17	8	39
\$25,001 - \$75,000	8.41%	16	17	13	22	64
\$75,001 - \$150,000	18.79%	6	6	5	10	6
\$150,001 - \$225,000	25.54%	4	32	3	3	2
\$225,001 - \$300,000	14.68%	6	12	5	6	10
\$300,001 - \$400,000	12.17%	11	10	6	12	19
\$400,001 and up	10.62%	21	37	25	13	39
Median Closed DOM		7	16	5	7	22
Total Closed Units	100%	1,676	322	839	427	88
Total Closed Volume		368,849,783	37.23M	153.68M	134.90M	43.04M

March 2021



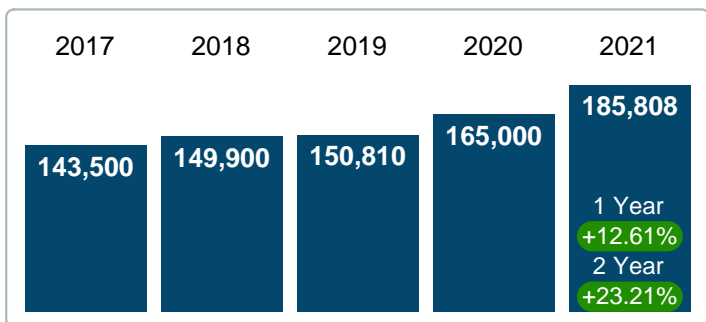
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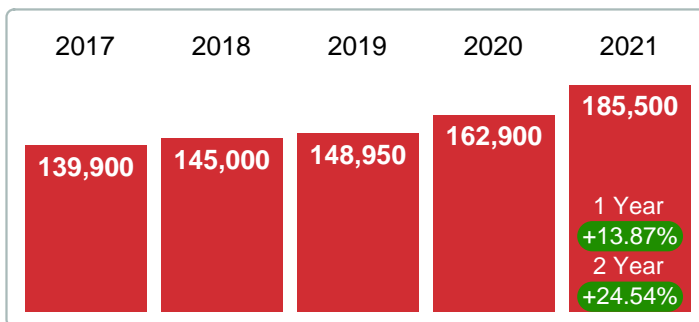
MEDIAN LIST PRICE AT CLOSING

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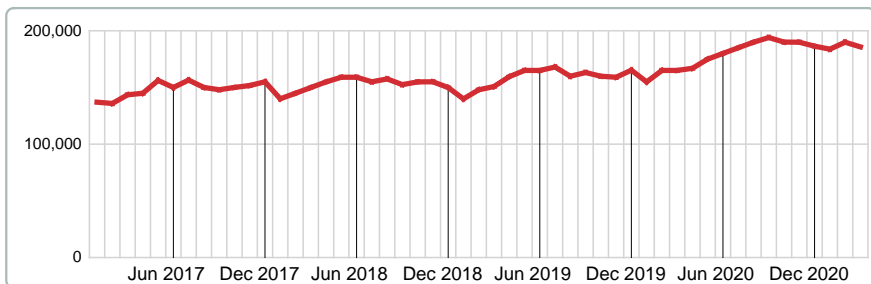
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

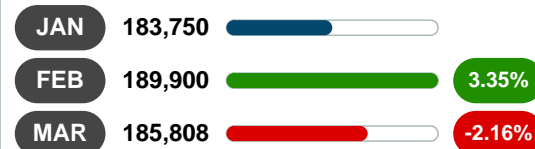


3 MONTHS

5 year MAR AVG = 159,004

High Sep 2020 194,000 Low Feb 2017 135,900

Median List Price at Closing this month at **185,808**
above the 5 yr MAR average of **159,004**



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	9.13%	1,395	1,800	1,300	1,835	8,548
\$25,001 - \$75,000	8.71%	50,000	47,000	62,500	74,500	56,500
\$75,001 - \$150,000	18.91%	124,500	107,900	127,500	130,000	130,000
\$150,001 - \$225,000	25.60%	185,000	189,900	180,000	197,500	207,400
\$225,001 - \$300,000	14.50%	265,000	276,750	259,000	268,355	275,000
\$300,001 - \$400,000	12.53%	349,900	375,000	349,500	349,950	349,000
\$400,001 and up	10.62%	520,250	650,000	445,000	492,500	599,450
Median List Price		185,808	78,200	174,900	289,900	391,950
Total Closed Units	100%	1,676	322	839	427	88
Total Closed Volume		375,338,011	39.53M	154.72M	136.68M	44.42M

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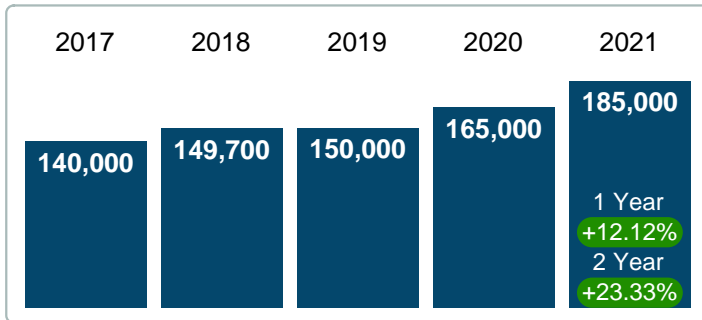
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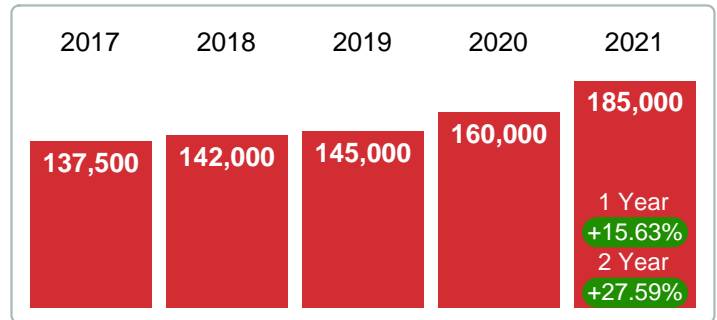
MEDIAN SOLD PRICE AT CLOSING

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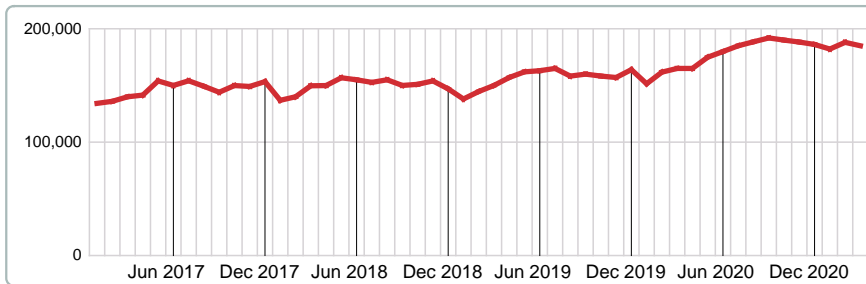
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

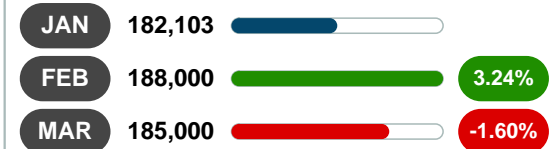


3 MONTHS

5 year MAR AVG = 157,940

High Sep 2020 191,900 Low Jan 2017 134,200

Median Sold Price at Closing this month at **185,000** above the 5 yr MAR average of **157,940**



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	9.79%	1,413	9,000	1,300	1,895	7,048
\$25,001 - \$75,000	8.41%	50,000	45,600	61,500	60,000	50,500
\$75,001 - \$150,000	18.79%	123,500	105,000	128,000	131,000	144,000
\$150,001 - \$225,000	25.54%	185,000	180,000	181,650	200,500	212,500
\$225,001 - \$300,000	14.68%	264,500	270,400	253,200	266,675	280,000
\$300,001 - \$400,000	12.17%	349,000	380,000	349,291	345,000	350,000
\$400,001 and up	10.62%	512,450	650,000	445,755	490,000	581,000
Median Sold Price		185,000	75,000	174,500	289,900	388,500
Total Closed Units	100%	1,676	322	839	427	88
Total Closed Volume		368,849,783	37.23M	153.68M	134.90M	43.04M

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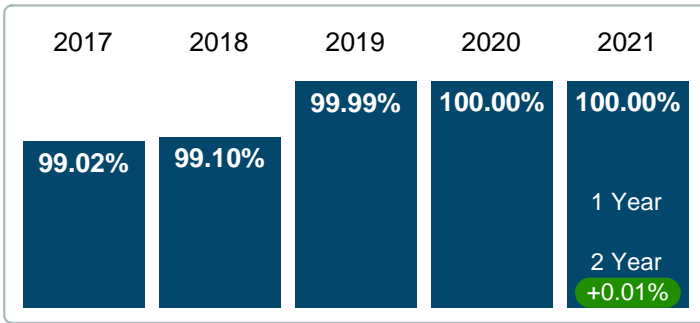
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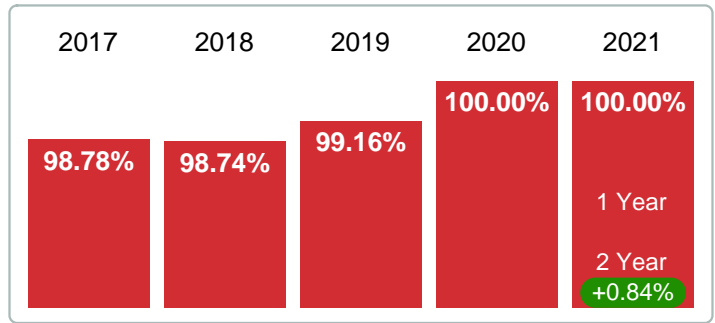
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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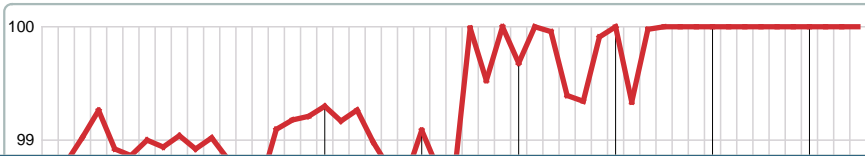
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 99.62%

High Mar 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr MAR average of 99.62%

JAN 100.00%
FEB 100.00%
MAR 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	164	9.79%	100.00%	100.00%	100.00%	100.00%	90.00%
\$25,001 - \$75,000	141	8.41%	95.00%	95.00%	90.00%	80.27%	88.90%
\$75,001 - \$150,000	315	18.79%	100.00%	100.00%	100.00%	98.97%	93.51%
\$150,001 - \$225,000	428	25.54%	100.00%	98.18%	100.00%	100.00%	100.00%
\$225,001 - \$300,000	246	14.68%	100.00%	98.76%	100.00%	100.00%	100.00%
\$300,001 - \$400,000	204	12.17%	100.00%	100.00%	100.00%	100.00%	100.00%
\$400,001 and up	178	10.62%	99.02%	91.82%	98.70%	100.00%	98.21%
Median Sold/List Ratio		100.00%		98.06%	100.00%	100.00%	99.57%
Total Closed Units		1,676	100%	322	839	427	88
Total Closed Volume		368,849,783		37.23M	153.68M	134.90M	43.04M

March 2021



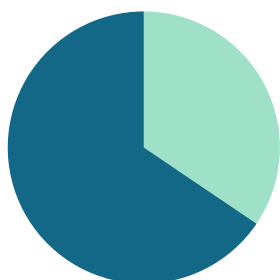
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Apr 12, 2021 for MLS Technology Inc.

INVENTORY

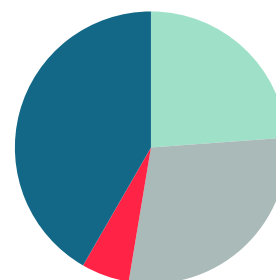


Inventory
 New Listings
2,276 = 34.46%
 Start Inventory
4,329
 Total Inventory Units
6,605
 Volume
\$2,118,346,094

Market Activity

Closed Sales
1,676 = 23.84%
 Pending Sales
2,023 = 28.78%
 Other Off Market
400 = 5.69%
 Active Inventory
2,930 = 41.68%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,407	1,676	19.12%	3,700	4,133	11.70%
Pending Sales	1,387	2,023	45.85%	3,997	4,869	21.82%
New Listings	2,304	2,276	-1.22%	6,598	5,380	-18.46%
Median List Price	165,000	185,808	12.61%	162,900	185,500	13.87%
Median Sale Price	165,000	185,000	12.12%	160,000	185,000	15.63%
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	20.00	7.00	-65.00%	23.00	11.00	-52.17%
Monthly Inventory	6,920	2,930	-57.66%	6,920	2,930	-57.66%
Months Supply of Inventory	4.62	1.79	-61.35%	4.62	1.79	-61.35%

Absorption: Last 12 months, an Average of **1,640** Sales/Month

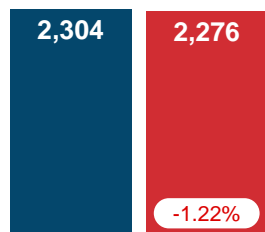
Inventory on March 31, 2021 = **2,930**

2020 **2021**

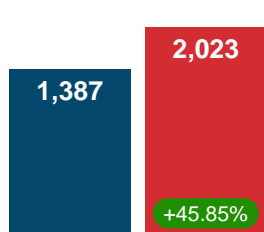
MARCH MARKET

MEDIAN PRICES

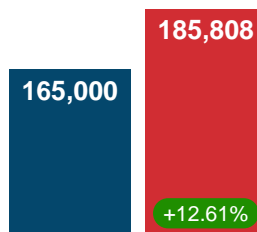
New Listings



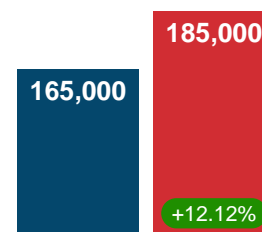
Pending Listings



List Price



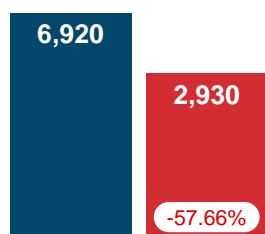
Sale Price



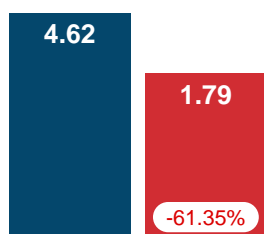
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

