

May 2021



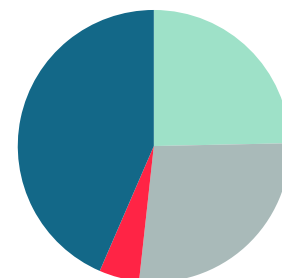
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	1,488	1,801	21.03%
Pending Listings	1,834	1,976	7.74%
New Listings	2,203	2,294	4.13%
Average List Price	194,649	236,816	21.66%
Average Sale Price	191,433	234,920	22.72%
Average Percent of Selling Price to List Price	98.29%	99.09%	0.81%
Average Days on Market to Sale	32.26	24.00	-25.62%
End of Month Inventory	6,998	3,175	-54.63%
Months Supply of Inventory	4.85	1.87	-61.45%



■ Closed (24.67%)
■ Pending (27.07%)
■ Other OffMarket (4.77%)
■ Active (43.49%)

Absorption: Last 12 months, an Average of **1,700** Sales/Month
Active Inventory as of May 31, 2021 = **3,175**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **54.63%** to 3,175 existing homes available for sale. Over the last 12 months this area has had an average of 1,700 closed sales per month. This represents an unsold inventory index of **1.87** 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 **22.72%** in May 2021 to \$234,920 versus the previous year at \$191,433.

Average Days on Market Shortens

The average number of **24.00** days that homes spent on the market before selling decreased by 8.26 days or **25.62%** in May 2021 compared to last year's same month at **32.26** DOM.

Sales Success for May 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 2,294 New Listings in May 2021, up **4.13%** from last year at 2,203. Furthermore, there were 1,801 Closed Listings this month versus last year at 1,488, a **21.03%** increase.

Closed versus Listed trends yielded a **78.5%** ratio, up from previous year's, May 2020, at **67.5%**, a **16.23%** 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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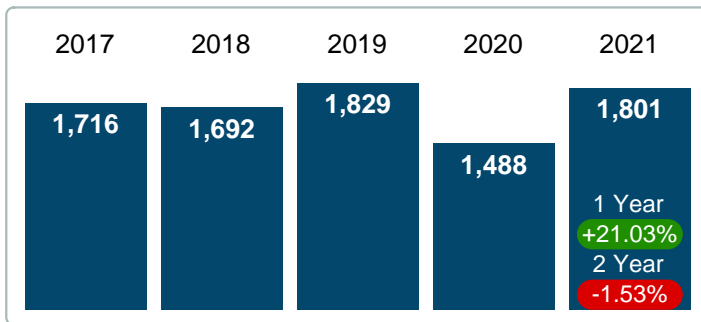
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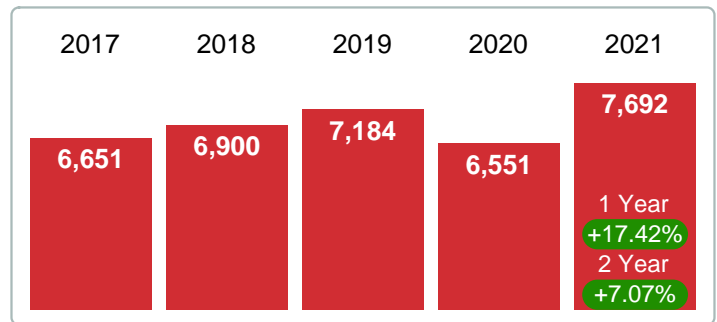
CLOSED LISTINGS

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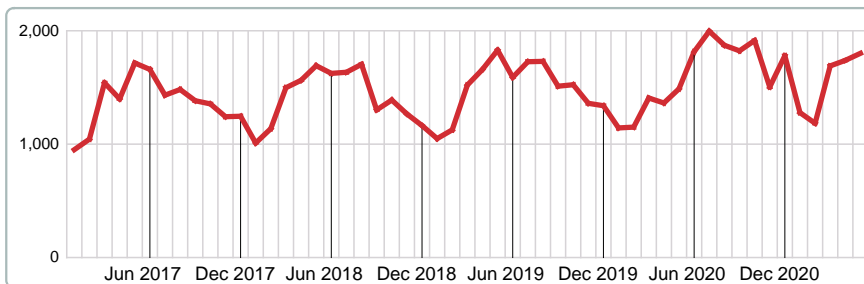
MAY



YEAR TO DATE (YTD)

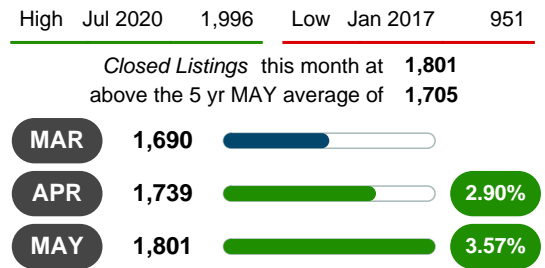


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,705



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	115	6.39%	18.1	37	61	14	3
\$25,001 - \$100,000	279	15.49%	60.3	159	107	13	0
\$100,001 - \$150,000	199	11.05%	19.7	49	128	20	2
\$150,001 - \$225,000	484	26.87%	11.5	60	329	91	4
\$225,001 - \$300,000	284	15.77%	12.7	17	149	108	10
\$300,001 - \$425,000	260	14.44%	17.3	15	83	132	30
\$425,001 and up	180	9.99%	37.3	10	29	86	55
Total Closed Units	1,801			347	886	464	104
Total Closed Volume	423,090,261	100%	24.0	44.64M	168.34M	152.86M	57.25M
Average Closed Price	\$234,920			\$128,641	\$190,001	\$329,443	\$550,471

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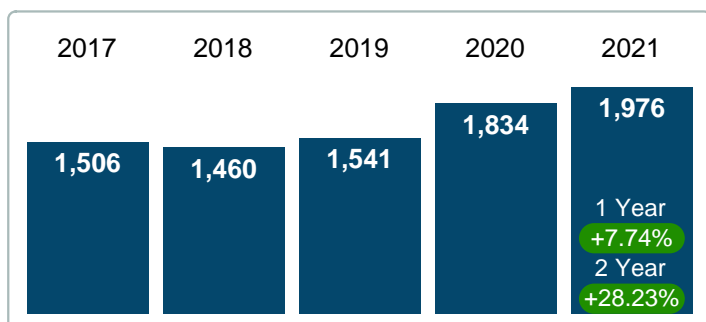
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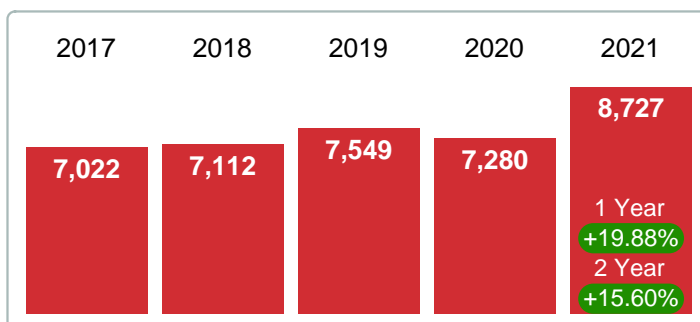
PENDING LISTINGS

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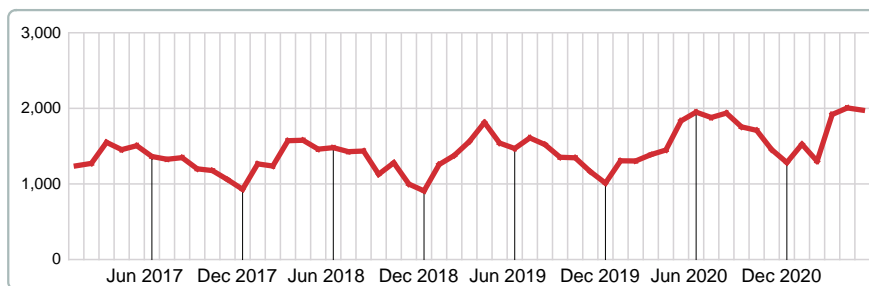
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

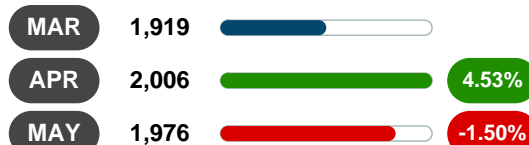


3 MONTHS

5 year MAY AVG = 1,663

High Apr 2021 2,006 Low Dec 2018 908

Pending Listings this month at **1,976**
above the 5 yr MAY average of **1,663**



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	148	7.49%	28.8	73	54	16	5
\$50,001 - \$125,000	258	13.06%	27.5	136	103	18	1
\$125,001 - \$175,000	308	15.59%	13.5	54	218	30	6
\$175,001 - \$250,000	512	25.91%	11.7	41	337	128	6
\$250,001 - \$325,000	264	13.36%	17.5	14	134	102	14
\$325,001 - \$450,000	274	13.87%	23.6	21	84	145	24
\$450,001 and up	212	10.73%	44.8	33	31	92	56
Total Pending Units	1,976			372	961	531	112
Total Pending Volume	534,277,413	100%	20.2	86.76M	205.13M	183.31M	59.08M
Average Listing Price	\$179,739			\$233,219	\$213,454	\$345,211	\$527,534

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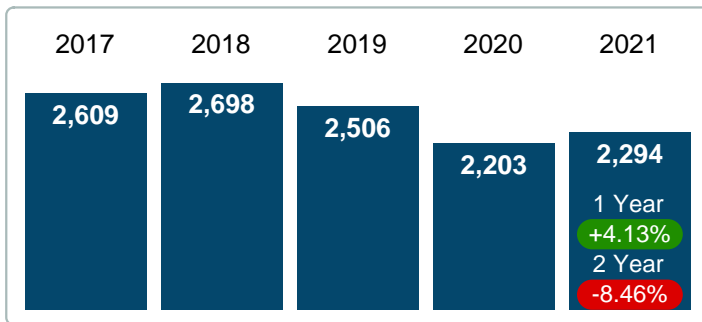
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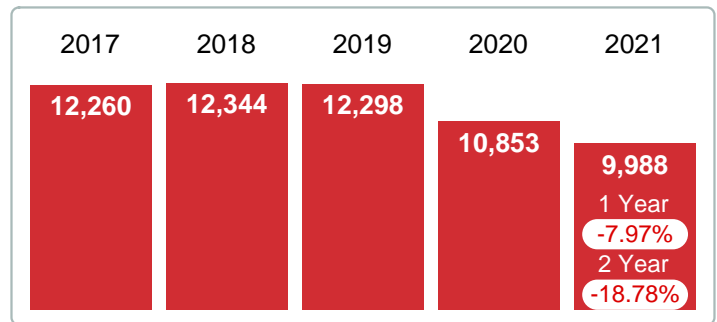
NEW LISTINGS

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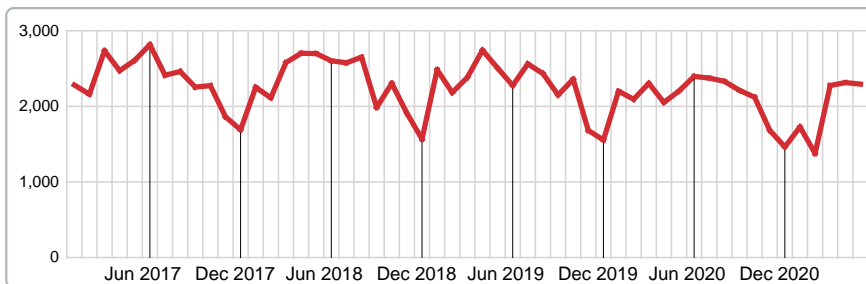
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2,462

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

New Listings this month at 2,294 below the 5 yr MAY average of 2,462



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	235	10.24%	111	94	22	8
\$50,001 - \$100,000	251	10.94%	169	70	10	2
\$100,001 - \$150,000	253	11.03%	74	152	26	1
\$150,001 - \$250,000	705	30.73%	86	464	144	11
\$250,001 - \$325,000	293	12.77%	30	135	112	16
\$325,001 - \$475,000	297	12.95%	27	95	147	28
\$475,001 and up	260	11.33%	54	43	103	60
Total New Listed Units	2,294		551	1,053	564	126
Total New Listed Volume	659,613,088	100%	134.49M	223.08M	212.10M	89.94M
Average New Listed Listing Price	\$165,506		\$244,088	\$211,855	\$376,066	\$713,780

May 2021



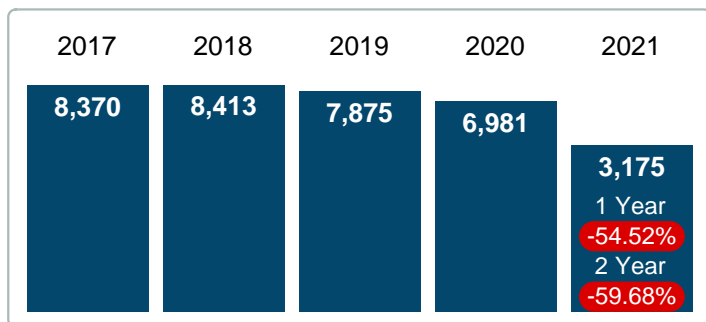
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



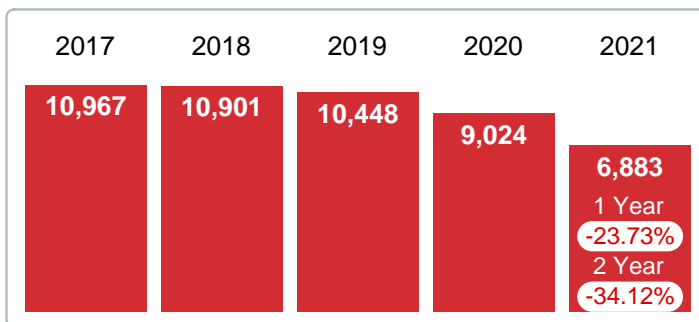
ACTIVE INVENTORY

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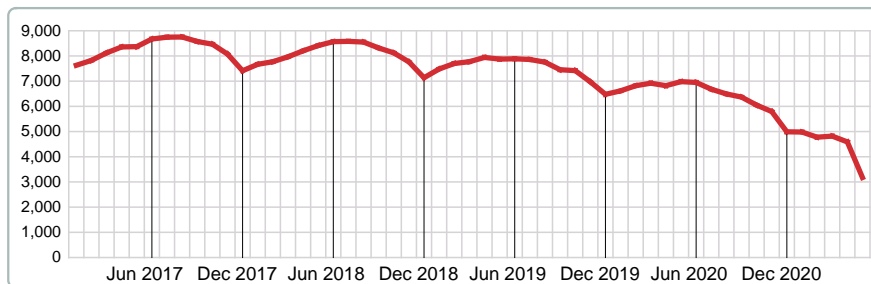
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 6,963

High Aug 2017 8,752 Low May 2021 3,175

Inventory this month at **3,175**
 below the 5 yr MAY average of **6,963**



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	263	8.28%	98.7	187	59	13	4
\$25,001 - \$75,000	437	13.76%	97.1	373	49	13	2
\$75,001 - \$125,000	329	10.36%	82.8	240	76	11	2
\$125,001 - \$275,000	863	27.18%	64.4	333	404	112	14
\$275,001 - \$450,000	543	17.10%	71.5	160	163	173	47
\$450,001 - \$850,000	417	13.13%	87.5	144	63	137	73
\$850,001 and up	323	10.17%	124.2	179	17	57	70
Total Active Inventory by Units			3,175	1,616	831	516	212
Total Active Inventory by Volume			1,228,782,498	572.28M	210.73M	257.69M	188.08M
Average Active Inventory Listing Price			\$387,018	\$354,133	\$253,583	\$499,405	\$887,184

May 2021



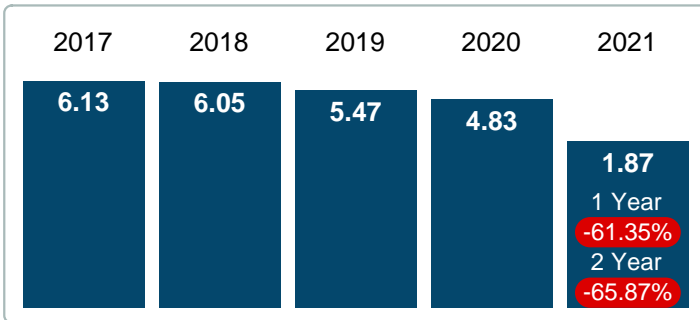
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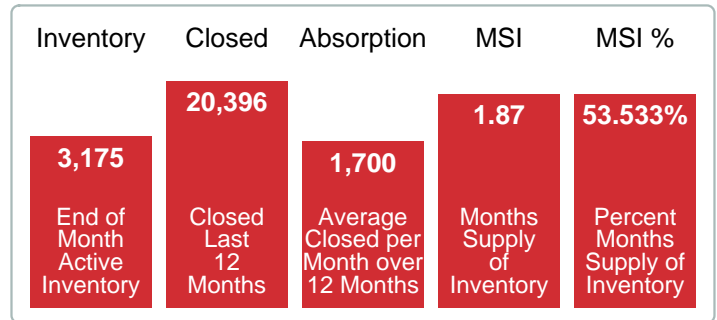
MONTHS SUPPLY of INVENTORY (MSI)

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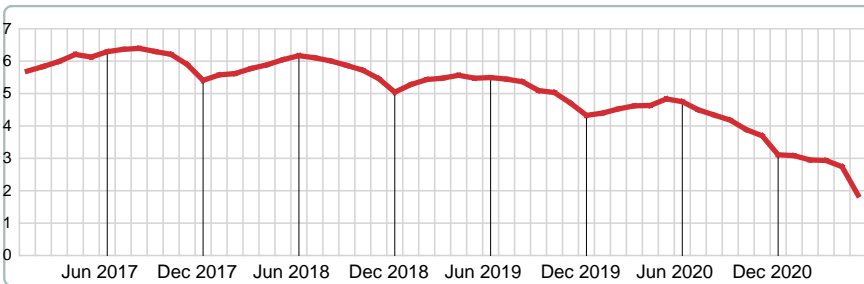
MSI FOR MAY



INDICATORS FOR MAY 2021

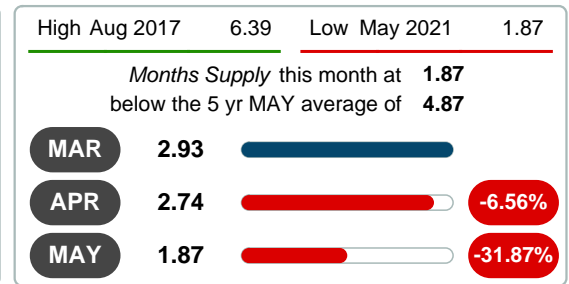


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 4.87



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	263	8.28%	1.72	3.77	0.74	0.59	2.40
\$25,001 - \$75,000	437	13.76%	3.24	4.16	1.28	2.17	2.00
\$75,001 - \$125,000	329	10.36%	1.88	3.81	0.77	0.94	1.50
\$125,001 - \$275,000	863	27.18%	1.09	4.55	0.79	0.58	0.92
\$275,001 - \$450,000	543	17.10%	1.66	9.90	1.57	1.01	1.27
\$450,001 - \$850,000	417	13.13%	4.26	27.43	4.25	2.59	2.91
\$850,001 and up	323	10.17%	17.46	56.53	12.00	7.69	10.77
Market Supply of Inventory (MSI)			1.87	5.38	0.98	1.11	2.41
Total Active Inventory by Units		100%	1.87	1,616	831	516	212

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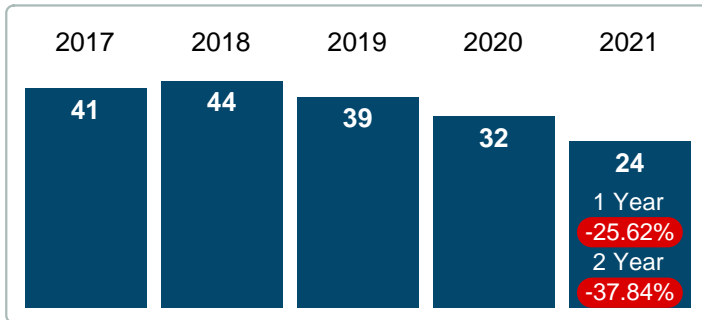
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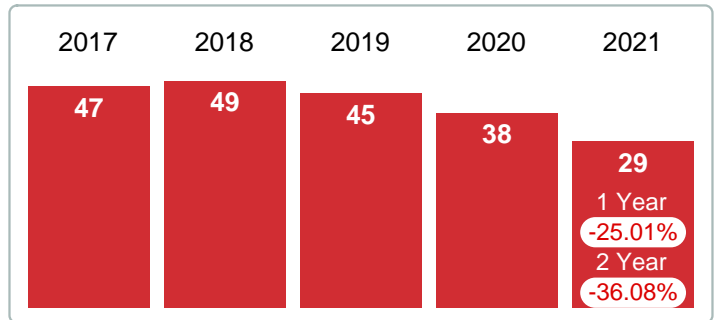
AVERAGE DAYS ON MARKET TO SALE

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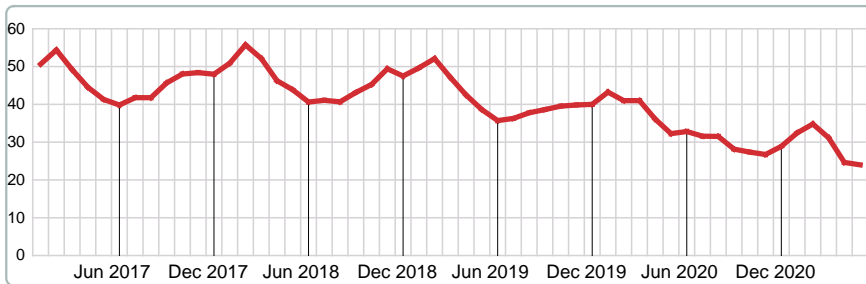
MAY



YEAR TO DATE (YTD)

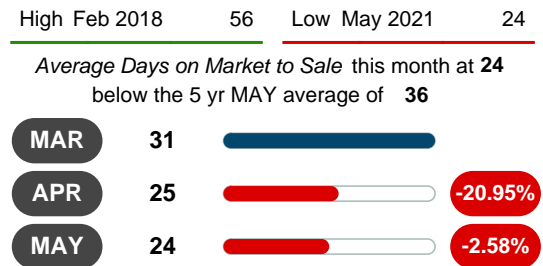


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 36



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 (115)	6.39%	18	24	15	14	34
\$25,001 - \$100,000 (279)	15.49%	60	57	64	74	0
\$100,001 - \$150,000 (199)	11.05%	20	43	13	9	17
\$150,001 - \$225,000 (484)	26.87%	11	32	8	10	12
\$225,001 - \$300,000 (284)	15.77%	13	74	8	9	19
\$300,001 - \$425,000 (260)	14.44%	17	27	18	14	25
\$425,001 and up (180)	9.99%	37	45	46	37	32
Average Closed DOM		24	46	18	18	28
Total Closed Units		1,801	347	886	464	104
Total Closed Volume		423,090,261	44.64M	168.34M	152.86M	57.25M

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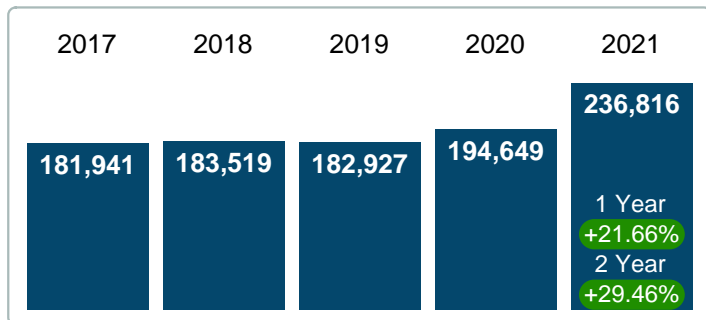
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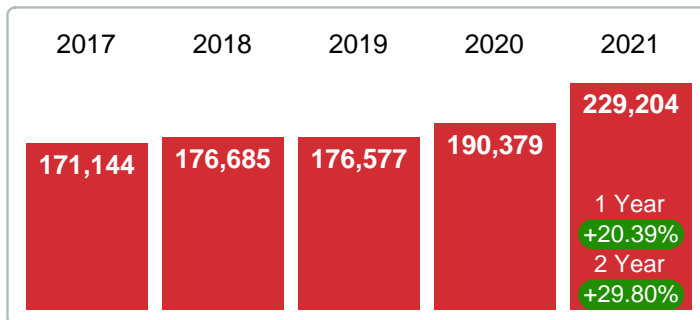
AVERAGE LIST PRICE AT CLOSING

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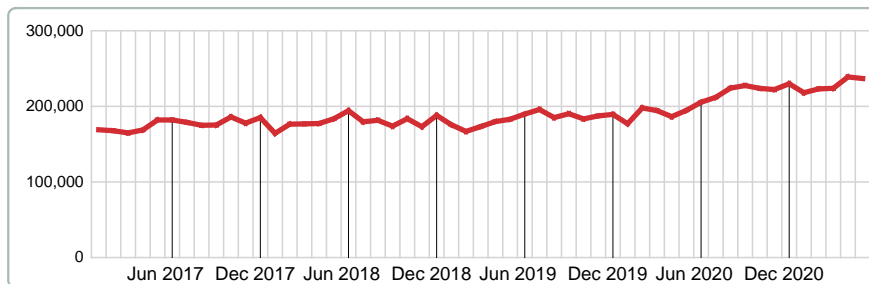
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

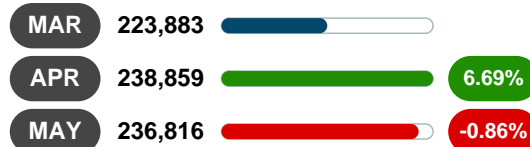


3 MONTHS

5 year MAY AVG = 195,970

High Apr 2021 238,859 Low Jan 2018 164,318

Average List Price at Closing this month at **236,816** above the 5 yr MAY average of **195,970**



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 (109)	6.05%	3,990	10,308	3,467	1,653	2,298
\$25,001 - \$100,000 (281)	15.60%	64,235	63,618	68,818	79,380	0
\$100,001 - \$150,000 (209)	11.60%	130,131	126,467	132,101	130,695	132,450
\$150,001 - \$225,000 (500)	27.76%	187,468	188,025	183,052	191,789	223,475
\$225,001 - \$300,000 (273)	15.16%	262,535	270,714	253,230	259,302	274,990
\$300,001 - \$425,000 (246)	13.66%	356,989	373,193	349,855	354,066	361,213
\$425,001 and up (183)	10.16%	697,259	865,790	568,506	661,826	803,212
Average List Price		236,816	134,965	189,576	329,267	566,622
Total Closed Units		1,801	347	886	464	104
Total Closed Volume		426,505,756	46.83M	167.96M	152.78M	58.93M

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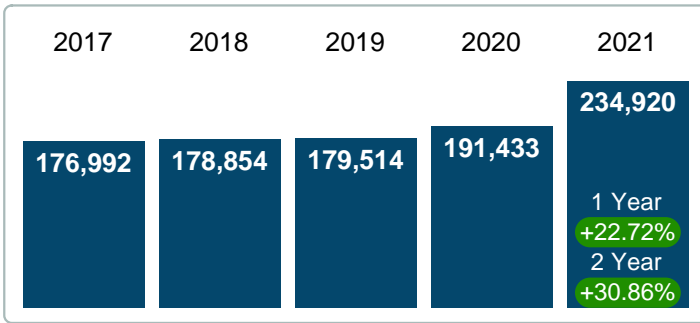
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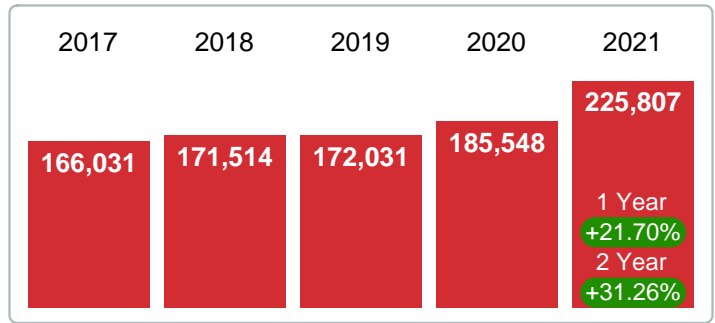
AVERAGE SOLD PRICE AT CLOSING

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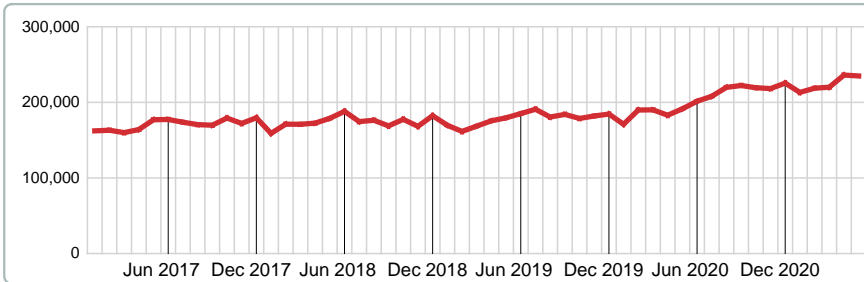
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

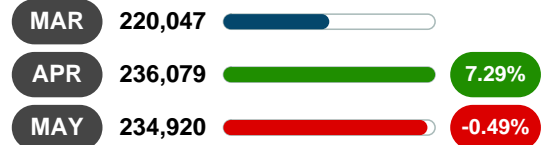


3 MONTHS

5 year MAY AVG = 192,342

High Apr 2021 236,079 Low Jan 2018 158,952

Average Sold Price at Closing this month at **234,920** above the 5 yr MAY average of **192,342**



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	6.39%	4,706	8,887	2,990	1,653	2,298
\$25,001 - \$100,000	15.49%	61,260	59,426	63,380	66,235	0
\$100,001 - \$150,000	11.05%	129,106	123,325	130,746	132,355	133,250
\$150,001 - \$225,000	26.87%	187,379	185,308	185,757	194,194	196,850
\$225,001 - \$300,000	15.77%	259,697	250,508	257,422	263,241	270,930
\$300,001 - \$425,000	14.44%	354,359	360,327	349,788	354,292	364,313
\$425,001 and up	9.99%	684,371	803,581	556,528	656,537	773,628
Average Sold Price		234,920	128,641	190,001	329,443	550,471
Total Closed Units	100%	234,920	347	886	464	104
Total Closed Volume		423,090,261	44.64M	168.34M	152.86M	57.25M

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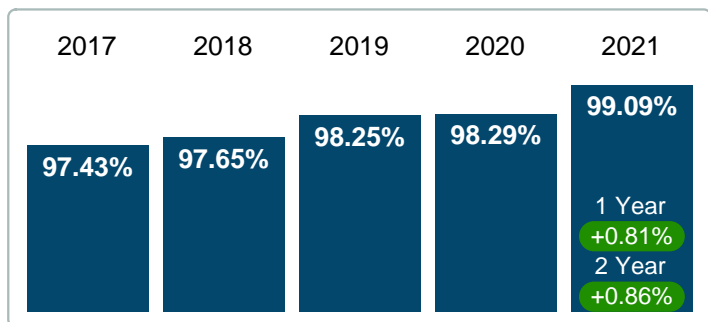
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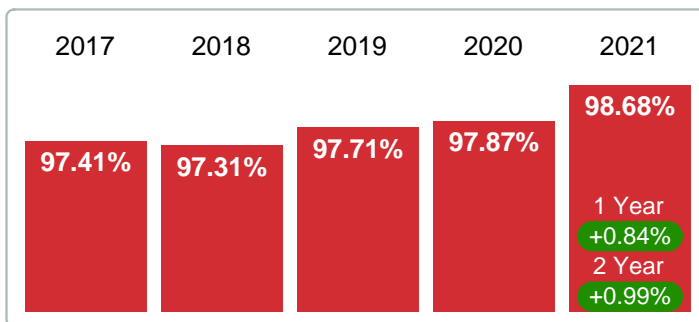
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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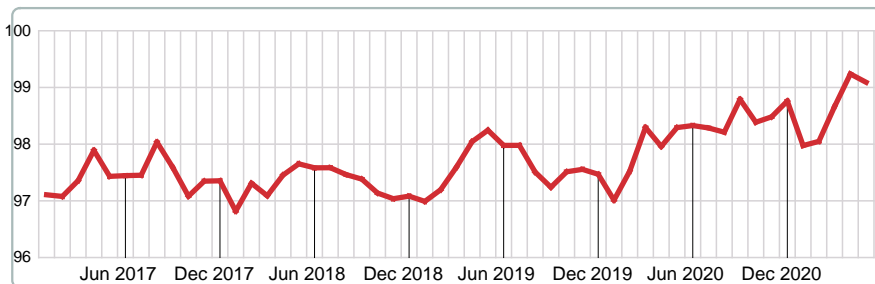
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

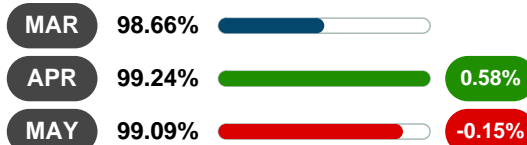


3 MONTHS

5 year MAY AVG = 98.14%

High Apr 2021 99.24% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.09%** above the 5 yr MAY average of **98.14%**



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	115	6.39%	97.39%	94.73%	98.28%	100.00%	100.00%
\$25,001 - \$100,000	279	15.49%	92.77%	94.20%	91.51%	85.60%	0.00%
\$100,001 - \$150,000	199	11.05%	99.41%	98.07%	99.51%	101.98%	100.67%
\$150,001 - \$225,000	484	26.87%	101.27%	99.30%	101.72%	101.46%	89.18%
\$225,001 - \$300,000	284	15.77%	101.27%	93.91%	101.92%	101.73%	99.03%
\$300,001 - \$425,000	260	14.44%	100.08%	96.86%	100.08%	100.23%	100.99%
\$425,001 and up	180	9.99%	98.90%	91.80%	98.34%	99.96%	98.84%
Average Sold/List Ratio		99.10%		95.72%	99.70%	100.43%	99.18%
Total Closed Units	1,801	100%	99.10%	347	886	464	104
Total Closed Volume	423,090,261			44.64M	168.34M	152.86M	57.25M

May 2021



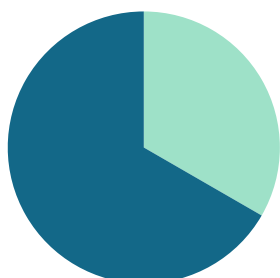
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

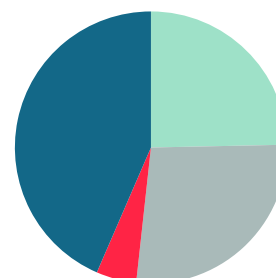


Inventory
 New Listings
2,294 = 33.33%
 Start Inventory
4,589
 Total Inventory Units
6,883
 Volume
\$2,274,925,615

Market Activity

Closed Sales
1,801 = 24.67%
 Pending Sales
1,976 = 27.07%
 Other Off Market
348 = 4.77%
 Active Inventory
3,175 = 43.49%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,488	1,801	21.03%	6,551	7,692	17.42%
Pending Sales	1,834	1,976	7.74%	7,280	8,727	19.88%
New Listings	2,203	2,294	4.13%	10,853	9,988	-7.97%
Average List Price	194,649	236,816	21.66%	190,379	229,204	20.39%
Average Sale Price	191,433	234,920	22.72%	185,548	225,807	21.70%
Average Percent of Selling Price to List Price	98.29%	99.09%	0.81%	97.87%	98.68%	0.84%
Average Days on Market to Sale	32.26	24.00	-25.62%	38.38	28.78	-25.01%
Monthly Inventory	6,998	3,175	-54.63%	6,998	3,175	-54.63%
Months Supply of Inventory	4.85	1.87	-61.45%	4.85	1.87	-61.45%

Absorption: Last 12 months, an Average of **1,700** Sales/Month

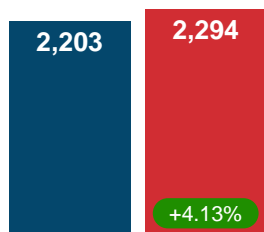
Inventory on May 31, 2021 = **3,175**

2020 **2021**

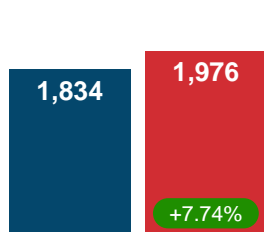
MAY MARKET

AVERAGE PRICES

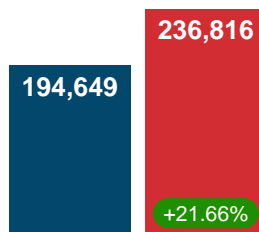
New Listings



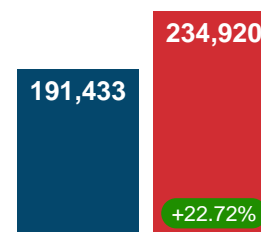
Pending Listings



List Price



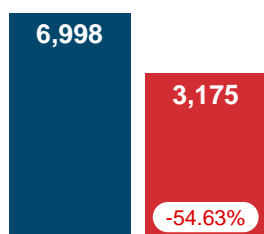
Sale Price



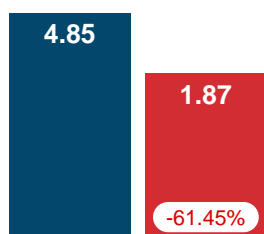
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

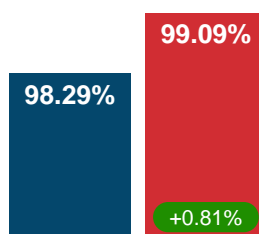
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

