

January 2021



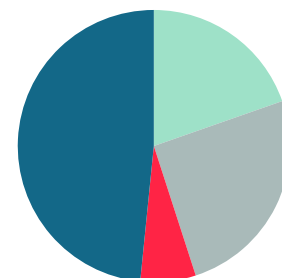
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



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%
Average List Price	177,043	218,170	23.23%
Average Sale Price	171,029	213,261	24.69%
Average Percent of Selling Price to List Price	97.01%	97.99%	1.01%
Average Days on Market to Sale	43.24	32.47	-24.89%
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.

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 **24.69%** in January 2021 to \$213,261 versus the previous year at \$171,029.

Average Days on Market Shortens

The average number of **32.47** days that homes spent on the market before selling decreased by 10.76 days or **24.89%** in January 2021 compared to last year's same month at **43.24** DOM.

Sales Success for January 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 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.

What's in this Issue

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

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

January 2021



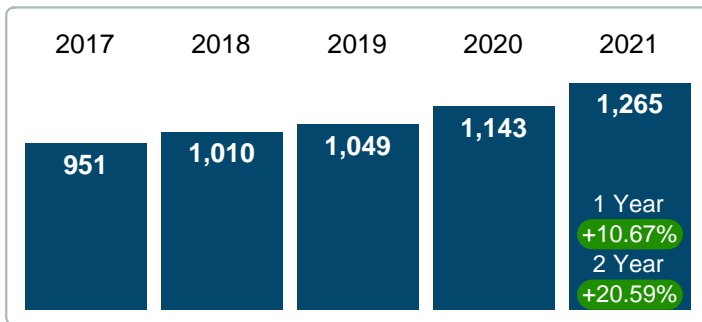
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



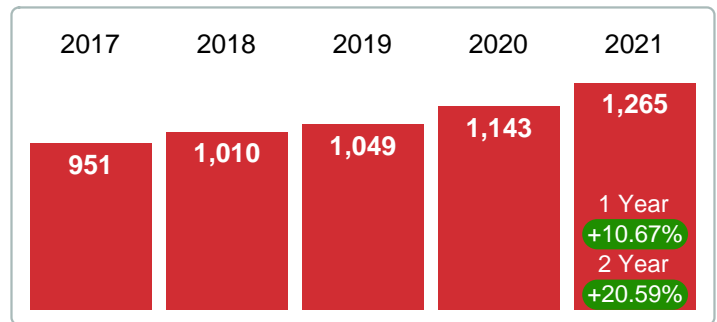
CLOSED LISTINGS

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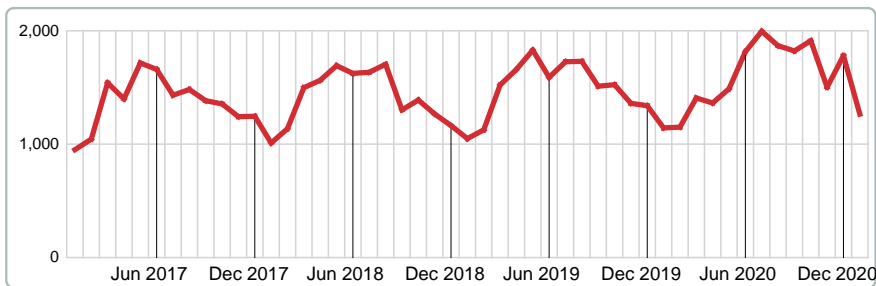
JANUARY



YEAR TO DATE (YTD)

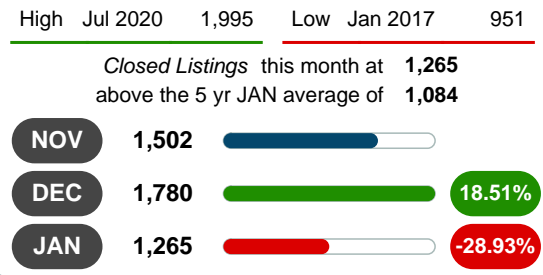


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,084



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	128	10.12%	30.3	40	64	22	2
\$25,001 - \$75,000	117	9.25%	38.7	78	34	4	1
\$75,001 - \$125,000	139	10.99%	23.3	48	81	8	2
\$125,001 - \$200,000	341	26.96%	20.7	37	246	56	2
\$200,001 - \$275,000	219	17.31%	25.6	13	117	86	3
\$275,001 - \$375,000	178	14.07%	50.9	13	67	77	21
\$375,001 and up	143	11.30%	53.8	16	31	69	27
Total Closed Units	1,265			245	640	322	58
Total Closed Volume	269,774,533	100%	32.5	36.44M	114.40M	92.19M	26.74M
Average Closed Price	\$213,261			\$148,747	\$178,753	\$286,311	\$460,994

January 2021



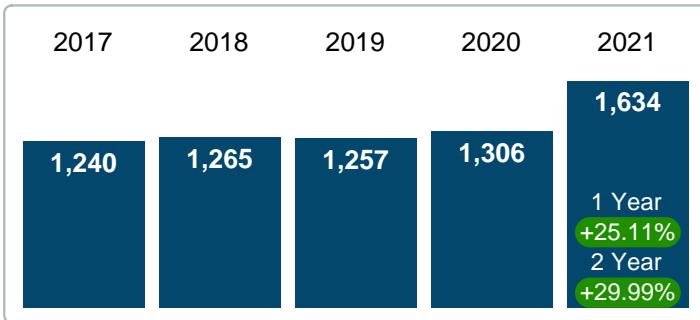
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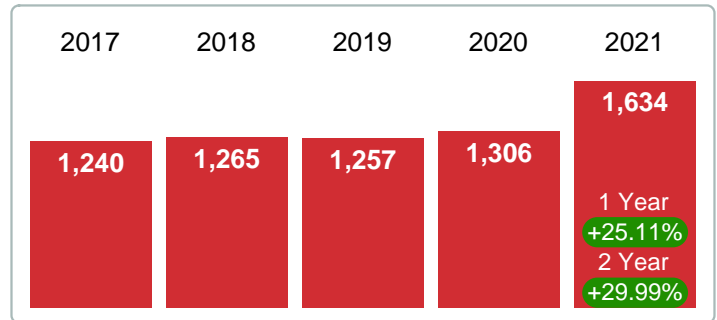
PENDING LISTINGS

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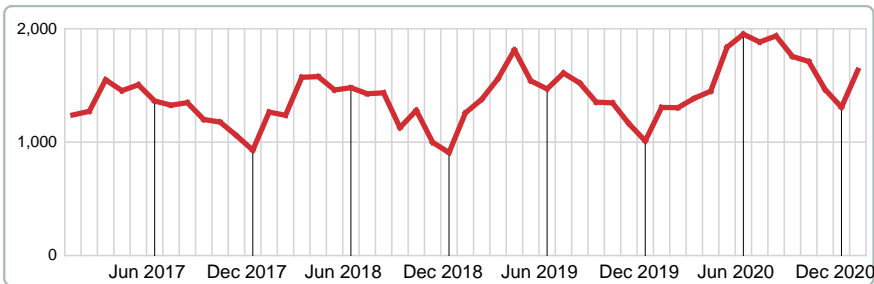
JANUARY



YEAR TO DATE (YTD)

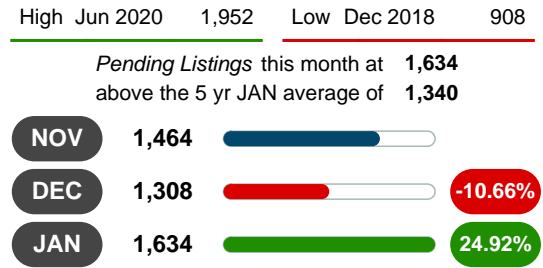


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,340



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	167	10.22%	41.5	87	58	20	2
\$50,001 - \$100,000	174	10.65%	45.3	92	75	7	0
\$100,001 - \$150,000	238	14.57%	26.7	59	152	26	1
\$150,001 - \$225,000	436	26.68%	24.9	31	321	76	8
\$225,001 - \$300,000	241	14.75%	38.9	15	113	97	16
\$300,001 - \$400,000	208	12.73%	53.0	10	73	106	19
\$400,001 and up	170	10.40%	68.7	14	29	86	41
Total Pending Units	1,634			308	821	418	87
Total Pending Volume	380,131,139	100%	25.3	50.18M	157.96M	133.25M	38.74M
Average Listing Price	\$175,248			\$162,922	\$192,400	\$318,780	\$445,295

January 2021



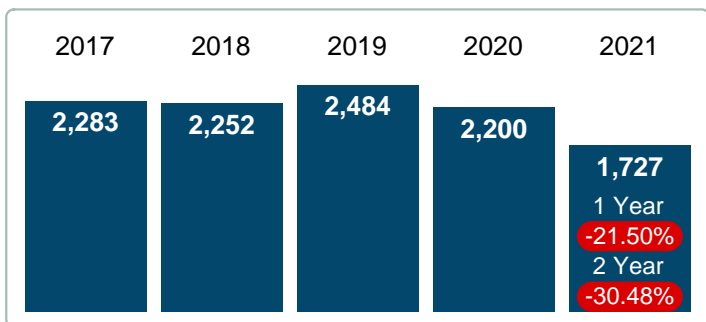
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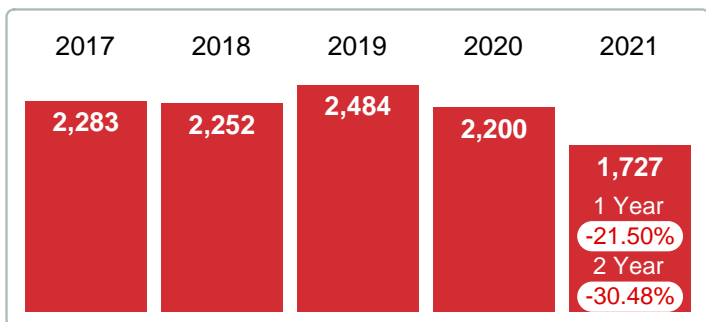
NEW LISTINGS

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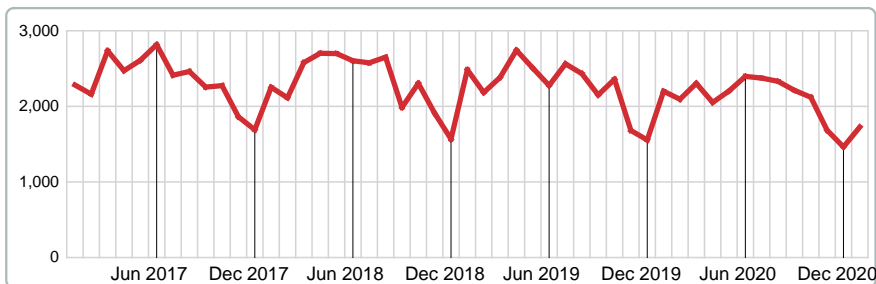
JANUARY



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
Average New Listed Listing Price	\$177,661		\$292,002	\$182,083	\$341,015	\$605,767

January 2021



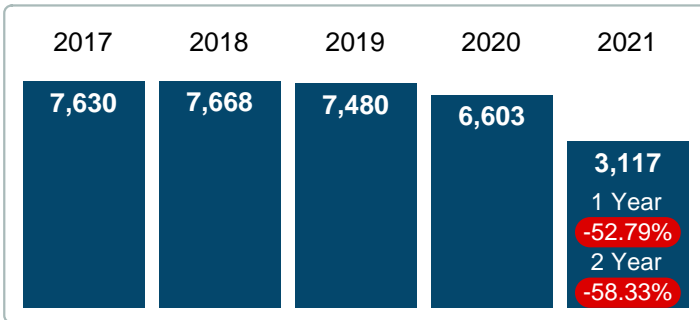
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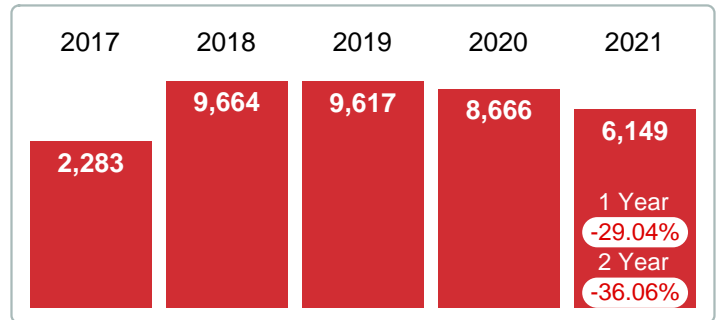
ACTIVE INVENTORY

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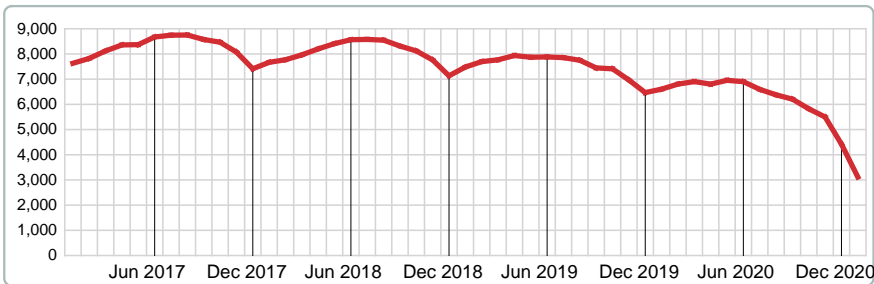
END OF JANUARY



ACTIVE DURING JANUARY

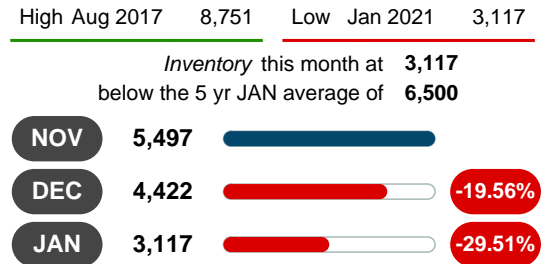


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 6,500



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	261	8.37%	102.6	169	71	18	3
\$25,001 - \$50,000	237	7.60%	114.7	219	17	1	0
\$50,001 - \$125,000	601	19.28%	95.1	407	158	32	4
\$125,001 - \$275,000	789	25.31%	85.0	358	311	103	17
\$275,001 - \$425,000	473	15.17%	87.2	141	131	170	31
\$425,001 - \$875,000	446	14.31%	105.8	168	59	139	80
\$875,001 and up	310	9.95%	123.1	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
Average Active Inventory Listing Price			\$387,999	\$373,422	\$219,008	\$463,403	\$949,155

January 2021



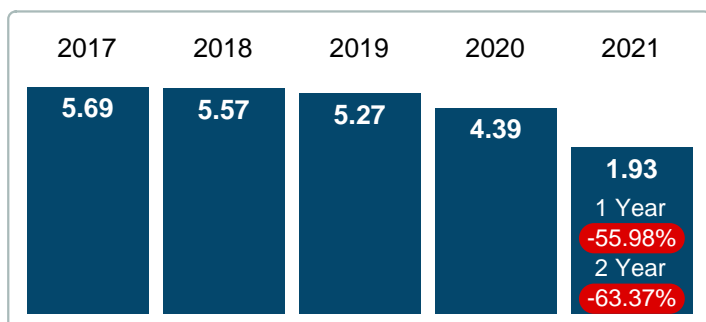
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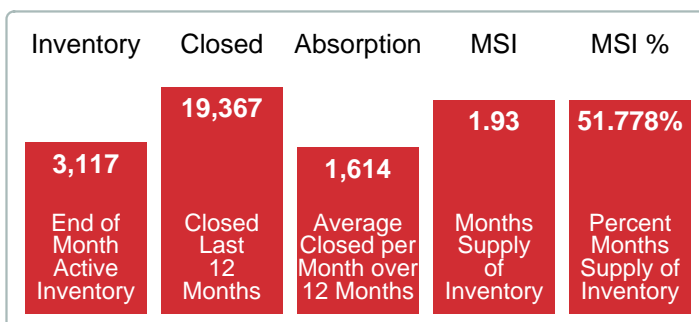
MONTHS SUPPLY of INVENTORY (MSI)

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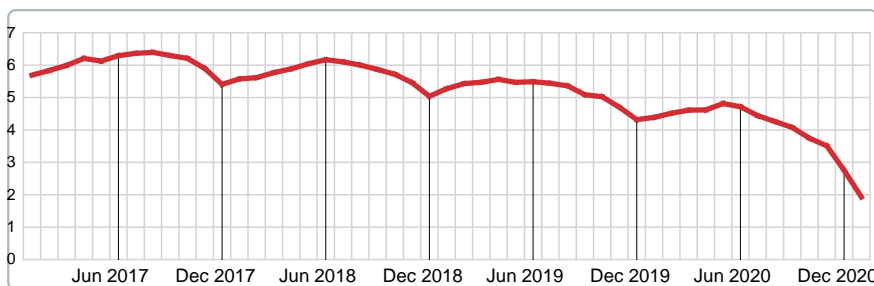
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

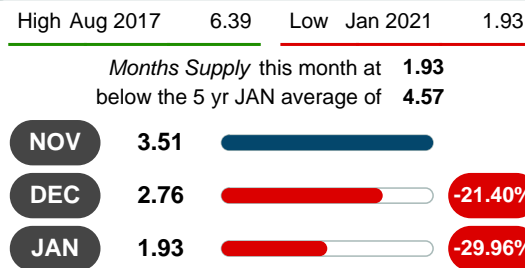


5 YEAR MARKET ACTIVITY TRENDS



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

January 2021



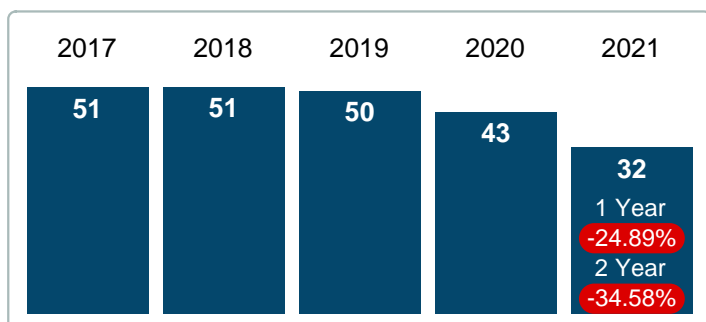
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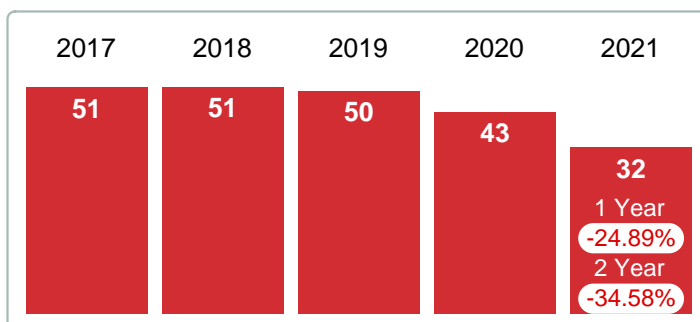
AVERAGE DAYS ON MARKET TO SALE

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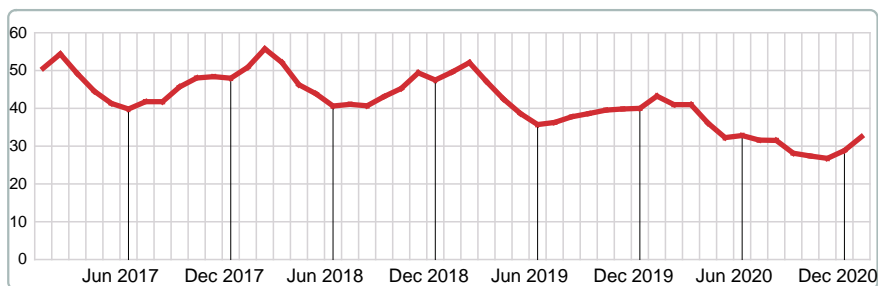
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

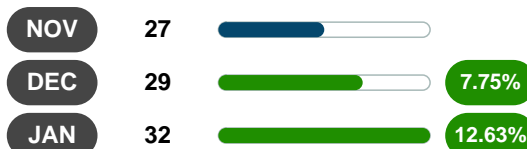


3 MONTHS

5 year JAN AVG = 45

High Feb 2018 56 Low Nov 2020 27

Average Days on Market to Sale this month at 32 below the 5 yr JAN average of 45



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	10.12%	30	46	22	27	31	
\$25,001 - \$75,000	9.25%	39	40	33	14	263	
\$75,001 - \$125,000	10.99%	23	29	21	13	27	
\$125,001 - \$200,000	26.96%	21	39	18	22	39	
\$200,001 - \$275,000	17.31%	26	67	20	27	29	
\$275,001 - \$375,000	14.07%	51	69	59	41	49	
\$375,001 and up	11.30%	54	70	42	53	59	
Average Closed DOM		32	43	25	35	55	
Total Closed Units	1,265	100%	32	245	640	322	58
Total Closed Volume	269,774,533			36.44M	114.40M	92.19M	26.74M

January 2021



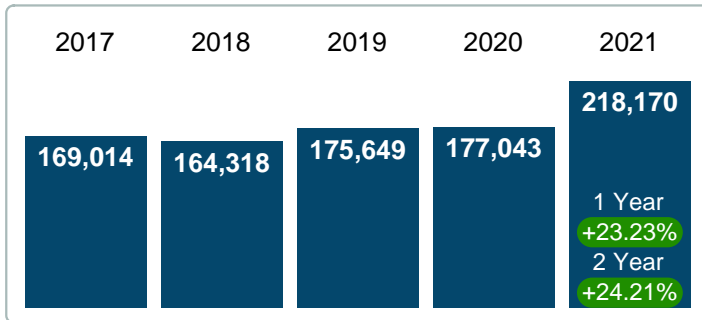
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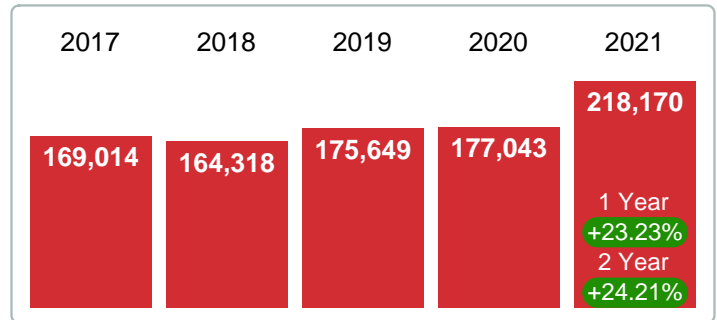
AVERAGE LIST PRICE AT CLOSING

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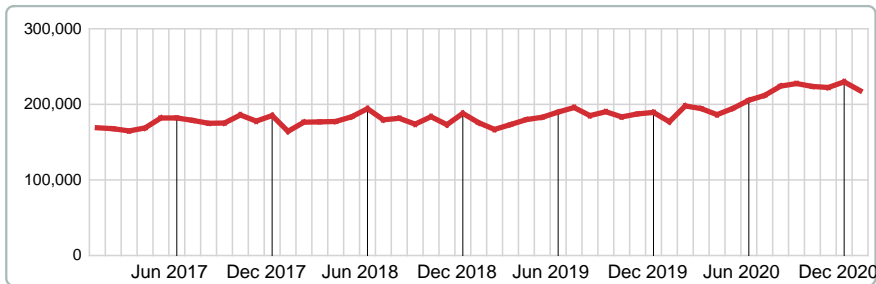
JANUARY



YEAR TO DATE (YTD)

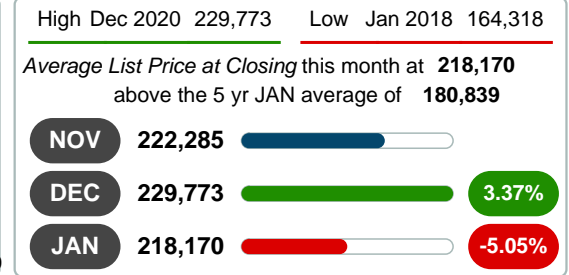


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 180,839



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	9.88%	2,951	6,375	2,484	1,683	2,323
\$25,001 - \$75,000	8.22%	54,506	58,996	67,671	62,225	89,000
\$75,001 - \$125,000	11.38%	101,548	104,326	105,380	112,063	125,000
\$125,001 - \$200,000	27.11%	164,507	169,320	165,156	173,101	180,000
\$200,001 - \$275,000	17.23%	234,074	243,338	232,711	240,926	239,916
\$275,001 - \$375,000	14.62%	321,712	329,827	312,527	330,605	339,329
\$375,001 and up	11.54%	605,163	975,338	523,113	524,109	704,711
Average List Price		218,170	159,942	181,261	289,490	475,457
Total Closed Units	100%	218,170	245	640	322	58
Total Closed Volume		275,984,957	39.19M	116.01M	93.22M	27.58M

January 2021



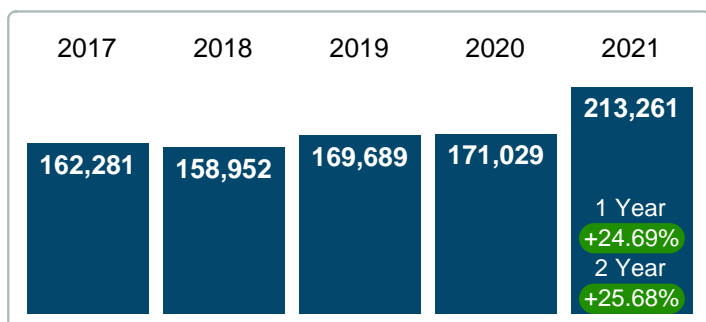
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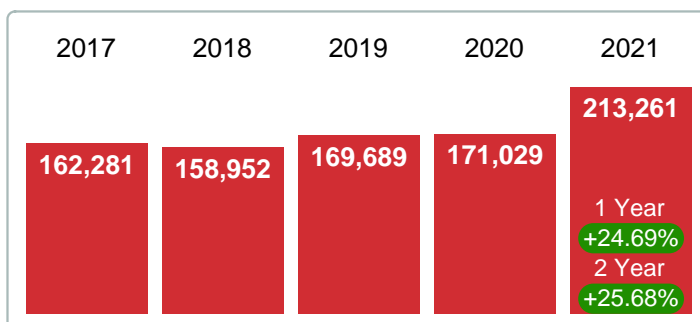
AVERAGE SOLD PRICE AT CLOSING

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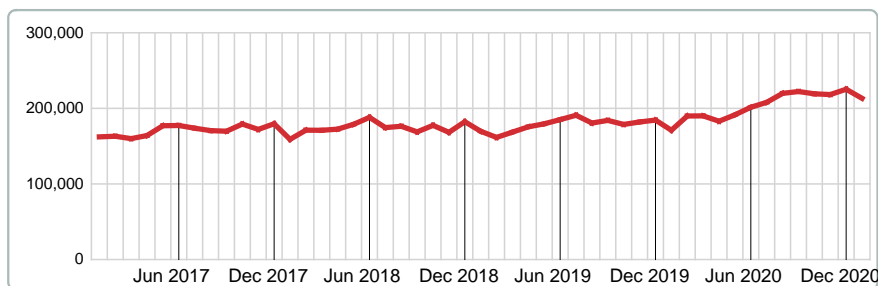
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

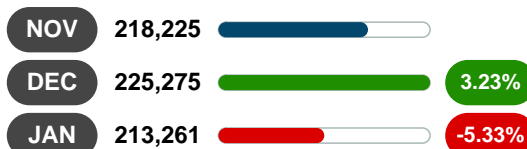


3 MONTHS

5 year JAN AVG = 175,042

High Dec 2020 225,275 Low Jan 2018 158,952

Average Sold Price at Closing this month at 213,261 above the 5 yr JAN average of 175,042



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	10.12%	3,217	5,612	2,278	1,683	2,273
\$25,001 - \$75,000	9.25%	54,628	52,051	59,722	57,750	70,000
\$75,001 - \$125,000	10.99%	102,387	99,478	103,041	110,063	115,000
\$125,001 - \$200,000	26.96%	164,965	161,693	164,024	170,741	179,500
\$200,001 - \$275,000	17.31%	233,850	234,250	231,150	237,341	237,336
\$275,001 - \$375,000	14.07%	319,734	311,404	308,766	326,179	336,248
\$375,001 and up	11.30%	589,934	894,219	509,588	521,085	677,811
Average Sold Price		213,261	148,747	178,753	286,311	460,994
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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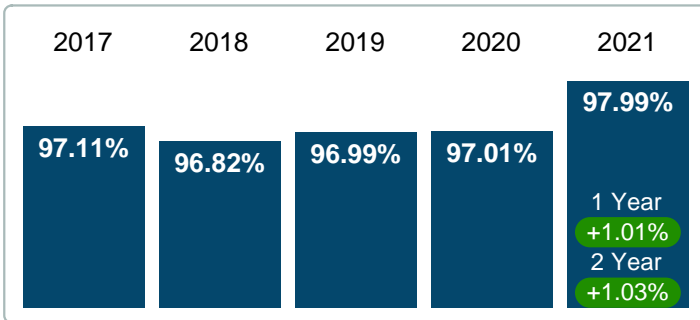
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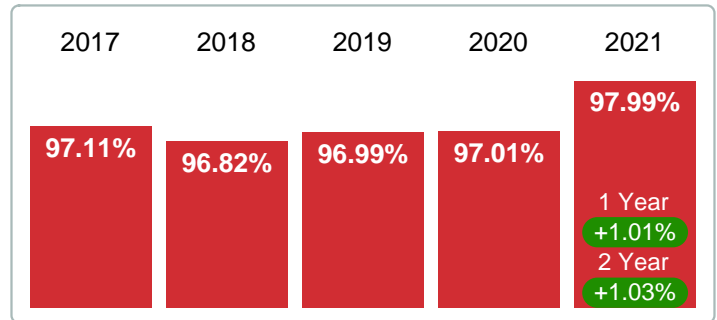
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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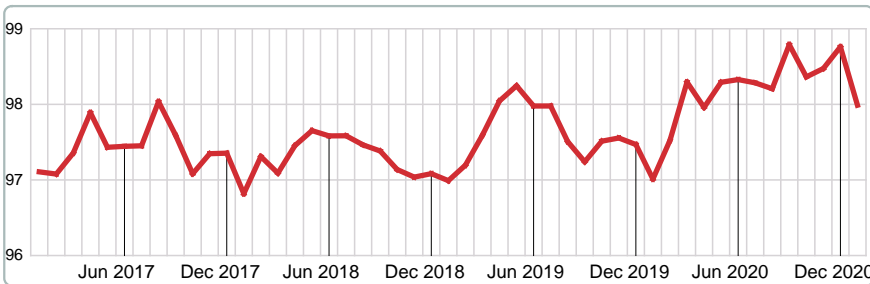
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

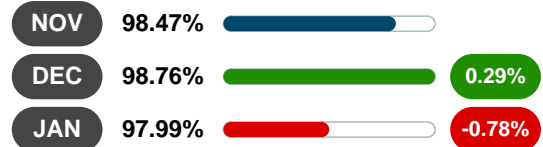


3 MONTHS

5 year JAN AVG = 97.18%

High Sep 2020 98.79% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **97.99%** above the 5 yr JAN average of **97.18%**



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	128	10.12%	98.42%	96.21%	99.26%	100.00%	98.31%
\$25,001 - \$75,000	117	9.25%	91.64%	92.67%	89.40%	93.89%	78.65%
\$75,001 - \$125,000	139	10.99%	97.76%	96.40%	98.67%	98.16%	92.00%
\$125,001 - \$200,000	341	26.96%	99.06%	96.79%	99.48%	98.69%	99.98%
\$200,001 - \$275,000	219	17.31%	98.95%	97.18%	99.40%	98.60%	98.99%
\$275,001 - \$375,000	178	14.07%	98.80%	97.50%	99.02%	98.73%	99.16%
\$375,001 and up	143	11.30%	97.97%	91.61%	98.15%	99.75%	97.00%
Average Sold/List Ratio		98.00%		95.03%	98.69%	98.92%	97.54%
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



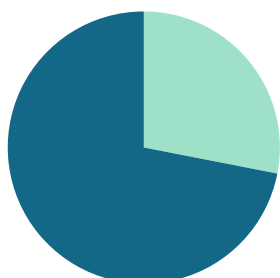
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

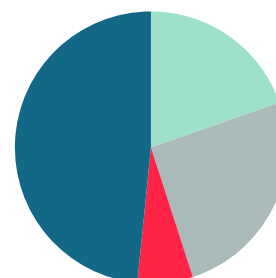


Inventory
 New Listings
 1,727 = 28.07%
 Start Inventory
 4,425
 Total Inventory Units
 6,152
 Volume
 \$1,986,838,160

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%
Average List Price	177,043	218,170	23.23%	177,043	218,170	23.23%
Average Sale Price	171,029	213,261	24.69%	171,029	213,261	24.69%
Average Percent of Selling Price to List Price	97.01%	97.99%	1.01%	97.01%	97.99%	1.01%
Average Days on Market to Sale	43.24	32.47	-24.89%	43.24	32.47	-24.89%
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%

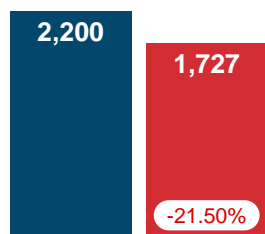
Absorption: Last 12 months, an Average of 1,614 Sales/Month

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

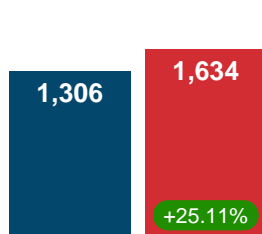
JANUARY MARKET

AVERAGE PRICES

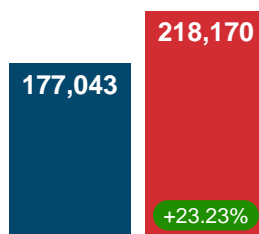
New Listings



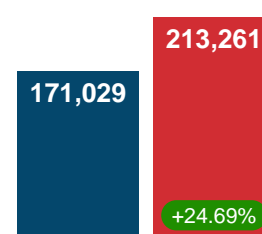
Pending Listings



List Price



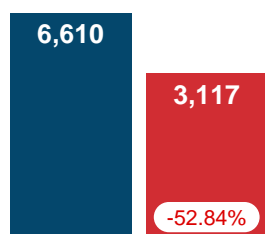
Sale Price



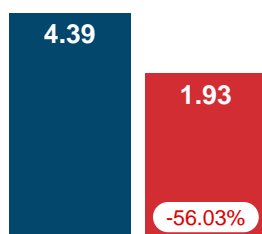
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

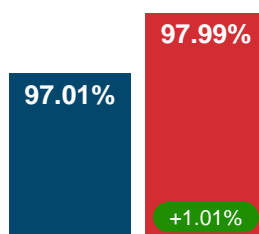
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

