

December 2020



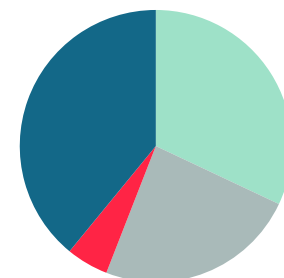
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	1,097	1,515	38.10%
Pending Listings	861	1,132	31.48%
New Listings	1,167	1,122	-3.86%
Average List Price	217,677	249,457	14.60%
Average Sale Price	212,731	245,911	15.60%
Average Percent of Selling Price to List Price	97.66%	99.21%	1.58%
Average Days on Market to Sale	37.93	25.38	-33.08%
End of Month Inventory	3,242	1,849	-42.97%
Months Supply of Inventory	2.62	1.37	-47.60%



■ Closed (32.01%)
■ Pending (23.92%)
■ Other OffMarket (5.01%)
■ Active (39.07%)

Absorption: Last 12 months, an Average of **1,349** Sales/Month
Active Inventory as of December 31, 2020 = **1,849**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **42.97%** to 1,849 existing homes available for sale. Over the last 12 months this area has had an average of 1,349 closed sales per month. This represents an unsold inventory index of **1.37** 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 **15.60%** in December 2020 to \$245,911 versus the previous year at \$212,731.

Average Days on Market Shortens

The average number of **25.38** days that homes spent on the market before selling decreased by 12.55 days or **33.08%** in December 2020 compared to last year's same month at **37.93** DOM.

Sales Success for December 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,122 New Listings in December 2020, down **3.86%** from last year at 1,167. Furthermore, there were 1,515 Closed Listings this month versus last year at 1,097, a **38.10%** increase.

Closed versus Listed trends yielded a **135.0%** ratio, up from previous year's, December 2019, at **94.0%**, a **43.64%** 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

December 2020



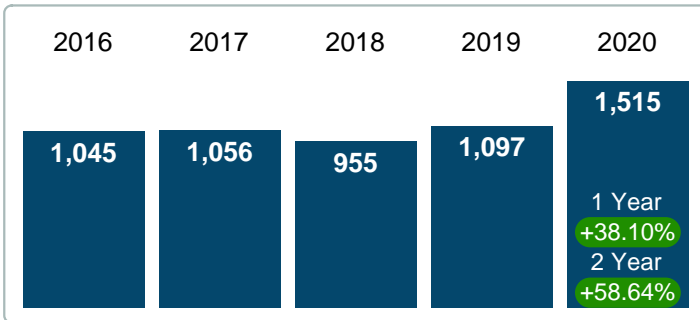
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



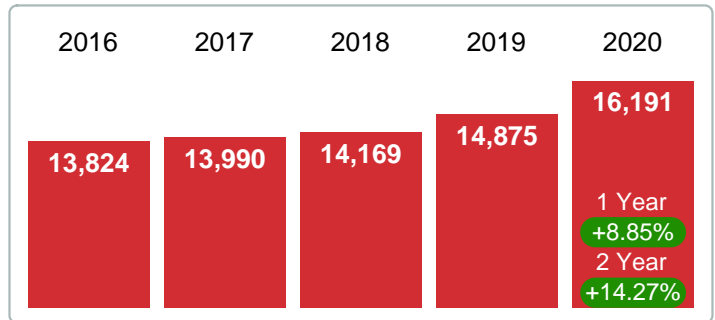
CLOSED LISTINGS

Report produced on Aug 01, 2023 for MLS Technology Inc.

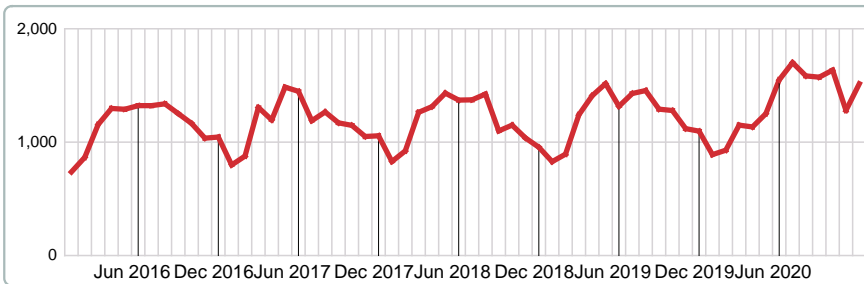
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,134

High Jul 2020 1,701 Low Jan 2016 737

Closed Listings this month at 1,515 above the 5 yr DEC average of 1,134



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	89	5.87%	30.5	38	40	9	2
\$75,001 - \$125,000	175	11.55%	18.8	41	113	19	2
\$125,001 - \$175,000	298	19.67%	14.5	24	245	27	2
\$175,001 - \$225,000	296	19.54%	17.9	18	204	72	2
\$225,001 - \$300,000	277	18.28%	22.3	9	118	135	15
\$300,001 - \$400,000	203	13.40%	38.8	5	48	124	26
\$400,001 and up	177	11.68%	49.8	3	38	100	36
Total Closed Units	1,515			138	806	486	85
Total Closed Volume	372,554,766	100%	25.4	19.33M	158.71M	156.96M	37.55M
Average Closed Price	\$245,911			\$140,105	\$196,906	\$322,970	\$441,774

December 2020



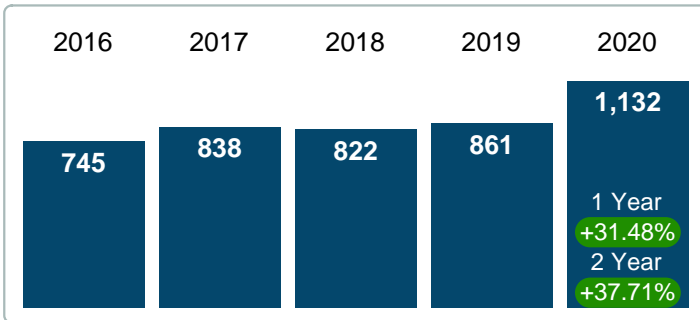
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



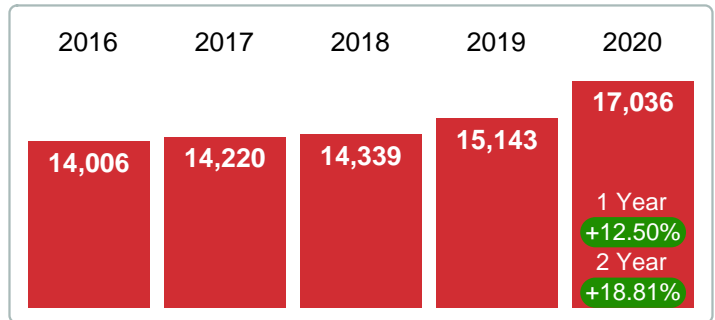
PENDING LISTINGS

Report produced on Aug 01, 2023 for MLS Technology Inc.

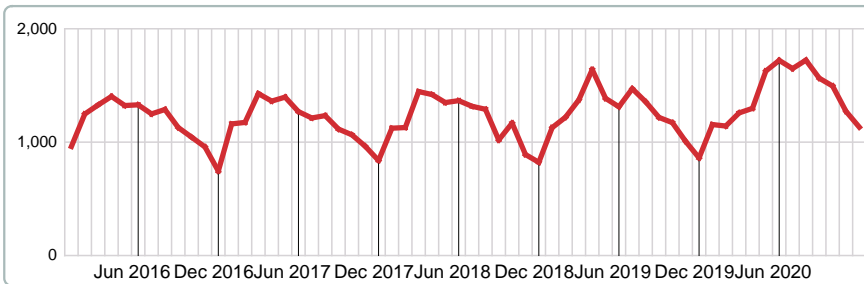
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

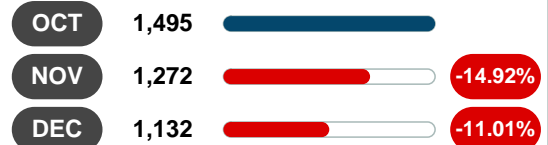


3 MONTHS

5 year DEC AVG = 880

High Aug 2020 1,723 Low Dec 2016 745

Pending Listings this month at 1,132 above the 5 yr DEC average of 880



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	66	5.83%	33.2	34	30	2	0
\$75,001 - \$125,000	133	11.75%	31.0	37	84	8	4
\$125,001 - \$175,000	207	18.29%	23.2	11	167	25	4
\$175,001 - \$250,000	289	25.53%	28.4	14	171	97	7
\$250,001 - \$325,000	171	15.11%	38.8	7	71	84	9
\$325,001 - \$400,000	142	12.54%	44.6	3	43	79	17
\$400,001 and up	124	10.95%	63.3	1	27	63	33
Total Pending Units	1,132			107	593	358	74
Total Pending Volume	284,545,465	100%	35.8	13.73M	122.02M	114.11M	34.69M
Average Listing Price	\$252,174			\$128,286	\$205,760	\$318,741	\$468,833

December 2020



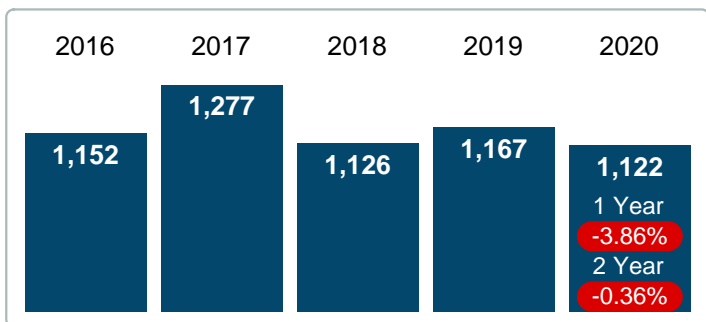
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



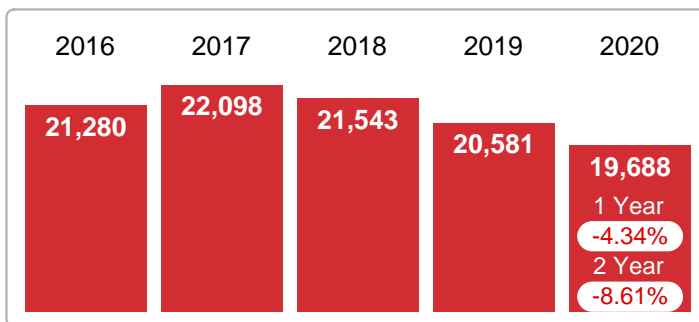
NEW LISTINGS

Report produced on Aug 01, 2023 for MLS Technology Inc.

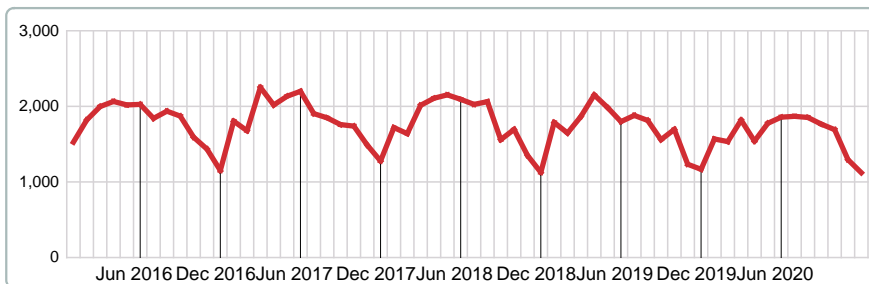
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

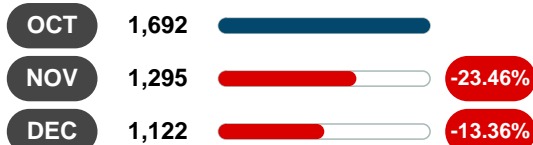


3 MONTHS

5 year DEC AVG = 1,169

High Mar 2017 2,251 | Low Dec 2020 1,122

New Listings this month at 1,122
below the 5 yr DEC average of 1,169



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	93	8.29%	56	33	3	1
\$75,001 - \$125,000	126	11.23%	38	80	8	0
\$125,001 - \$175,000	202	18.00%	19	154	26	3
\$175,001 - \$225,000	189	16.84%	9	129	49	2
\$225,001 - \$325,000	255	22.73%	11	121	111	12
\$325,001 - \$400,000	131	11.68%	2	48	62	19
\$400,001 and up	126	11.23%	2	24	62	38
Total New Listed Units	1,122		137	589	321	75
Total New Listed Volume	286,758,778	100%	17.57M	122.09M	103.06M	44.05M
Average New Listed Listing Price	\$245,808		\$128,227	\$207,275	\$321,061	\$587,276

December 2020



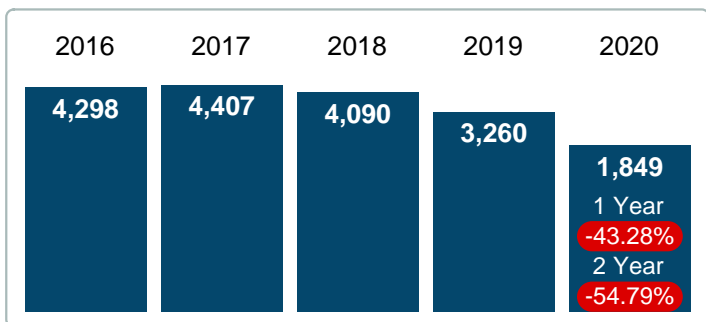
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



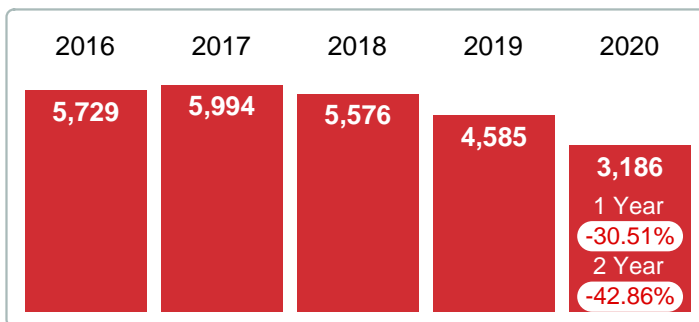
ACTIVE INVENTORY

Report produced on Aug 01, 2023 for MLS Technology Inc.

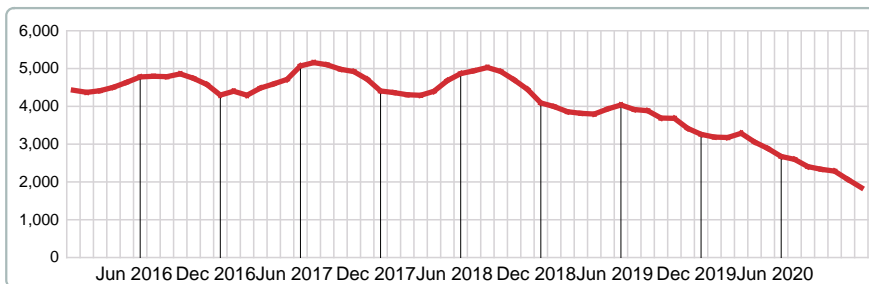
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3,581

High Jul 2017 5,157 Low Dec 2020 1,849

Inventory this month at 1,849 below the 5 yr DEC average of 3,581



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	84	4.54%	97.1	54	27	2	1
\$50,001 - \$125,000	325	17.58%	85.5	114	172	37	2
\$125,001 - \$175,000	209	11.30%	59.7	28	144	36	1
\$175,001 - \$325,000	503	27.20%	65.7	45	273	160	25
\$325,001 - \$425,000	270	14.60%	80.7	8	101	132	29
\$425,001 - \$700,000	272	14.71%	90.4	7	59	139	67
\$700,001 and up	186	10.06%	104.7	4	23	67	92
Total Active Inventory by Units			1,849	260	799	573	217
Total Active Inventory by Volume			697,010,957	37.87M	196.82M	260.45M	201.87M
Average Active Inventory Listing Price			\$376,966	\$145,642	\$246,336	\$454,539	\$930,278

December 2020



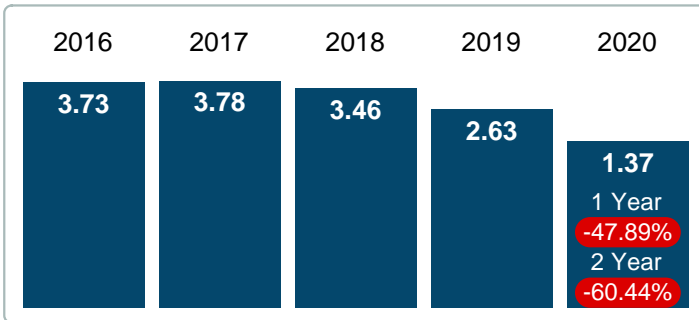
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



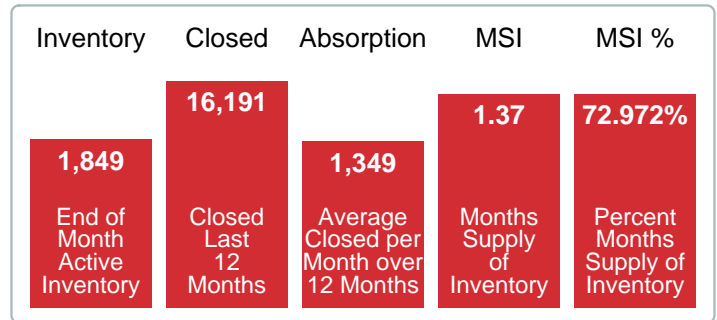
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 01, 2023 for MLS Technology Inc.

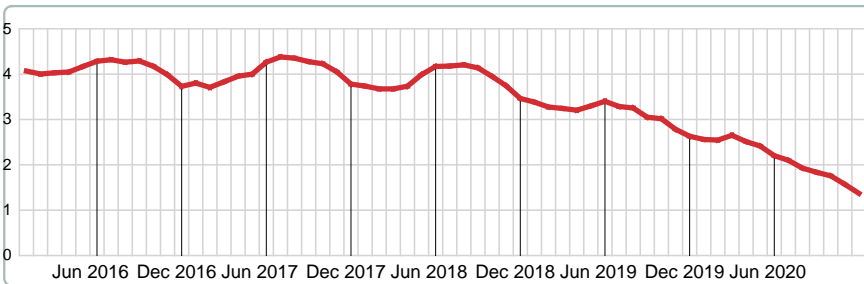
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

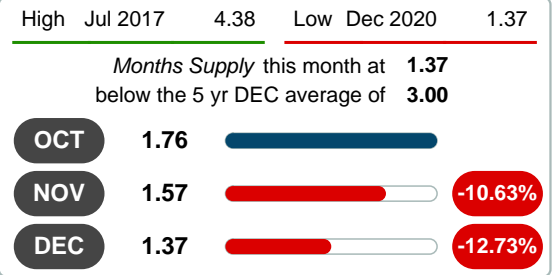


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3.00



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
\$50,000 and less	84	4.54%	1.75	2.10	1.46	0.60	2.00
\$50,001 - \$125,000	325	17.58%	1.56	2.04	1.30	2.04	1.20
\$125,001 - \$175,000	209	11.30%	0.72	1.28	0.61	1.13	0.50
\$175,001 - \$325,000	503	27.20%	0.89	2.09	0.94	0.70	1.08
\$325,001 - \$425,000	270	14.60%	2.04	3.56	2.87	1.67	1.79
\$425,001 - \$700,000	272	14.71%	3.32	9.33	3.98	2.95	3.47
\$700,001 and up	186	10.06%	8.18	16.00	9.20	6.05	10.32
Market Supply of Inventory (MSI)			1.37	2.02	1.10	1.36	3.02
Total Active Inventory by Units		100%	1,849	260	799	573	217

December 2020



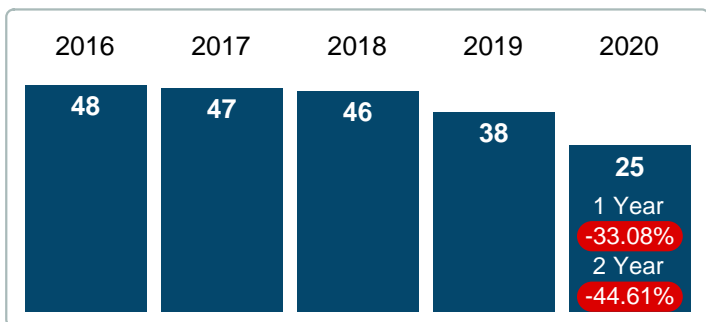
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



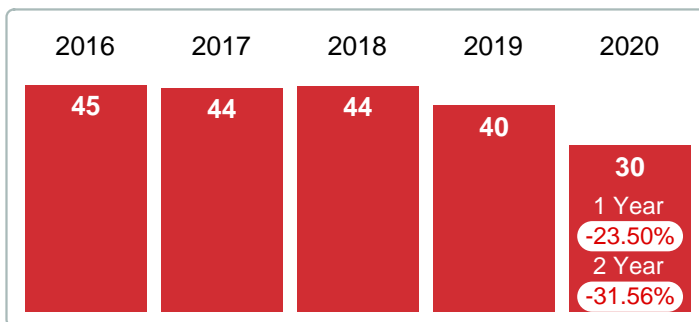
AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 01, 2023 for MLS Technology Inc.

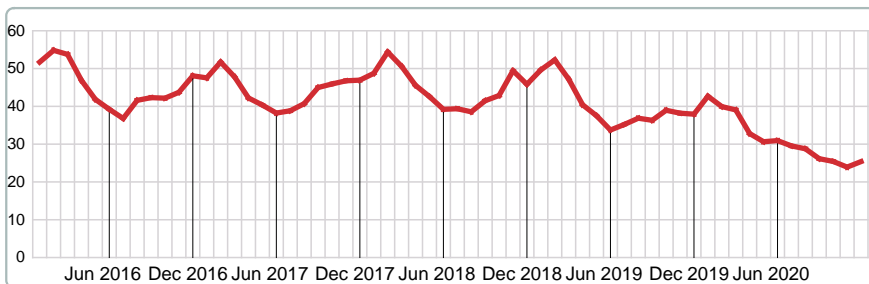
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

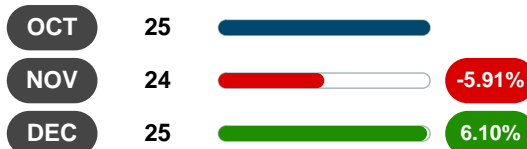


3 MONTHS

5 year DEC AVG = 41

High Feb 2016 55 Low Nov 2020 24

Average Days on Market to Sale this month at 25 below the 5 yr DEC average of 41



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
\$75,000 and less	89	5.87%	30	22	33	49	62
\$75,001 - \$125,000	175	11.55%	19	18	17	29	37
\$125,001 - \$175,000	298	19.67%	14	13	15	15	24
\$175,001 - \$225,000	296	19.54%	18	28	13	27	44
\$225,001 - \$300,000	277	18.28%	22	26	20	23	29
\$300,001 - \$400,000	203	13.40%	39	54	31	34	75
\$400,001 and up	177	11.68%	50	82	41	52	50
Average Closed DOM			25	23	18	33	53
Total Closed Units		100%	25	138	806	486	85
Total Closed Volume			372,554,766	19.33M	158.71M	156.96M	37.55M

December 2020



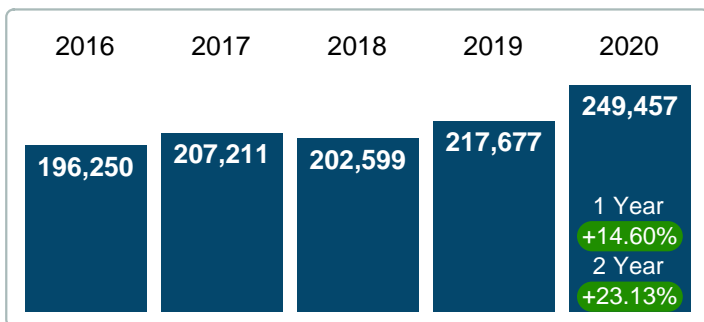
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



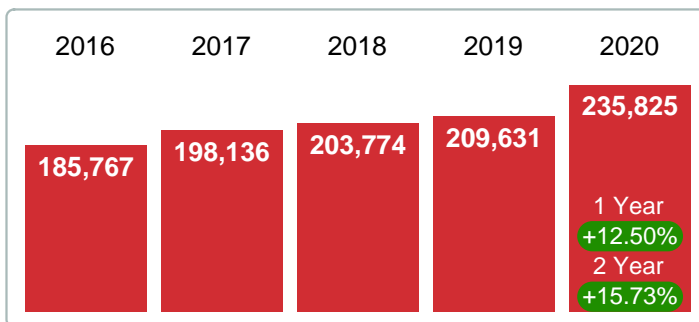
AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 01, 2023 for MLS Technology Inc.

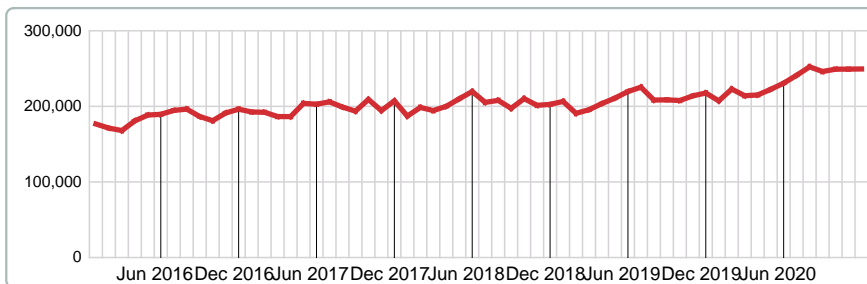
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 214,639

High Aug 2020 252,223 Low Mar 2016 167,971

Average List Price at Closing this month at **249,457**
above the 5 yr DEC average of **214,639**

OCT	249,184	<div style="width: 80%;"></div>
NOV	249,238	<div style="width: 85%;"></div> 0.02%
DEC	249,457	<div style="width: 90%;"></div> 0.09%

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
\$75,000 and less 85	5.61%	53,767	53,879	58,155	59,783	50,000
\$75,001 - \$125,000 174	11.49%	103,407	97,383	107,303	109,839	125,950
\$125,001 - \$175,000 303	20.00%	151,208	145,975	151,834	149,531	156,500
\$175,001 - \$225,000 291	19.21%	200,066	200,744	198,187	206,352	209,050
\$225,001 - \$300,000 280	18.48%	260,565	272,944	260,081	261,567	265,973
\$300,001 - \$400,000 195	12.87%	348,118	369,380	341,886	351,937	365,350
\$400,001 and up 187	12.34%	590,842	777,967	553,703	584,861	677,283
Average List Price		249,457	143,436	198,786	327,073	458,281
Total Closed Units	100%	249,457	138	806	486	85
Total Closed Volume		377,927,195	19.79M	160.22M	158.96M	38.95M

December 2020



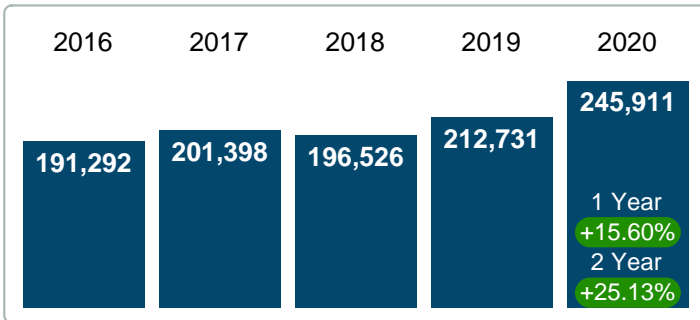
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



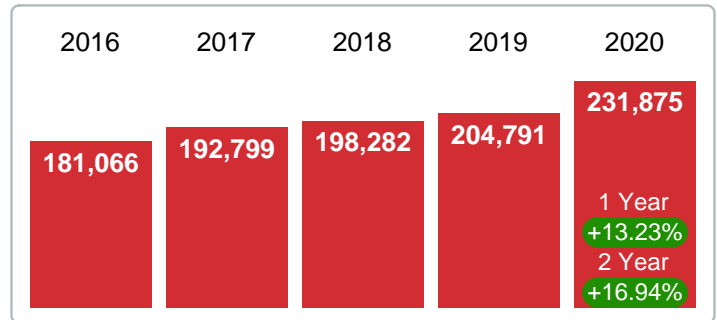
AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 01, 2023 for MLS Technology Inc.

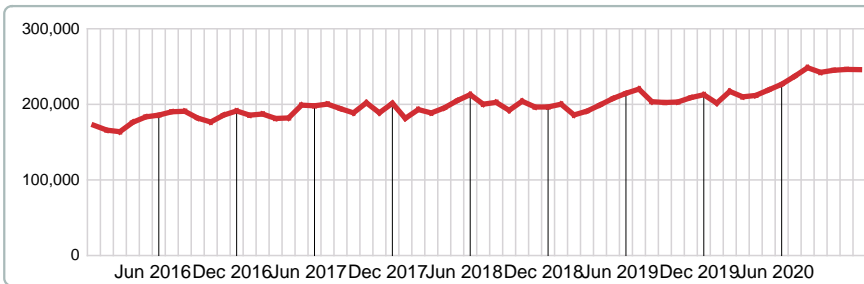
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

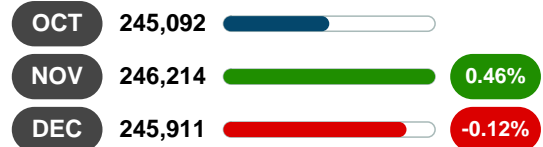


3 MONTHS

5 year DEC AVG = 209,572

High Aug 2020 248,457 Low Mar 2016 163,799

Average Sold Price at Closing this month at **245,911** above the 5 yr DEC average of **209,572**



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		
\$75,000 and less	89	5.87%	53,192	50,900	55,915	52,036	47,500	
\$75,001 - \$125,000	175	11.55%	103,243	98,014	104,851	104,143	111,000	
\$125,001 - \$175,000	298	19.67%	151,193	144,696	151,959	149,731	155,000	
\$175,001 - \$225,000	296	19.54%	199,222	198,528	197,625	203,994	196,600	
\$225,001 - \$300,000	277	18.28%	259,011	268,833	257,764	259,078	262,333	
\$300,001 - \$400,000	203	13.40%	347,144	357,000	337,949	348,353	356,457	
\$400,001 and up	177	11.68%	584,810	710,333	537,842	576,147	647,993	
Average Sold Price		245,911		140,105	196,906	322,970	441,774	
Total Closed Units		1,515	100%	245,911	138	806	486	85
Total Closed Volume		372,554,766			19.33M	158.71M	156.96M	37.55M

December 2020



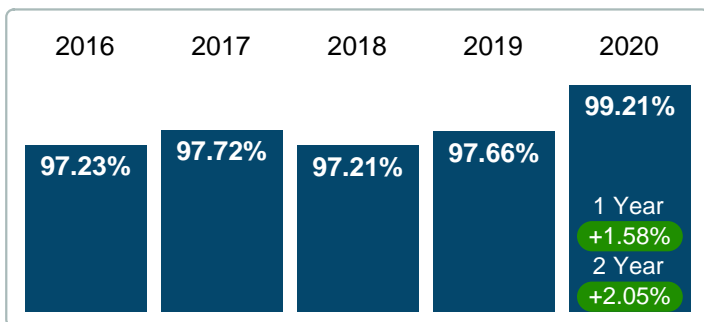
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



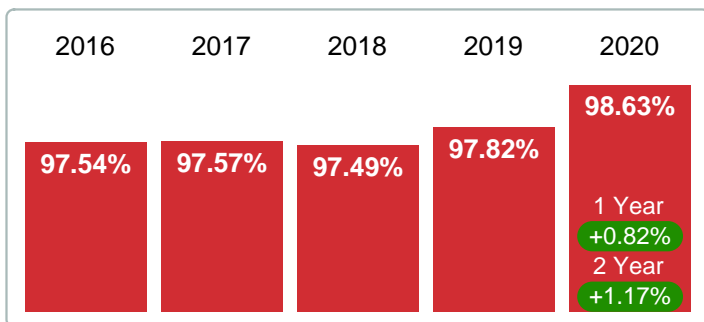
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 01, 2023 for MLS Technology Inc.

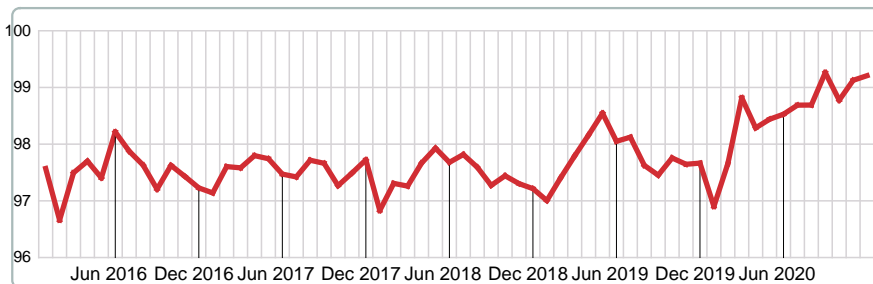
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

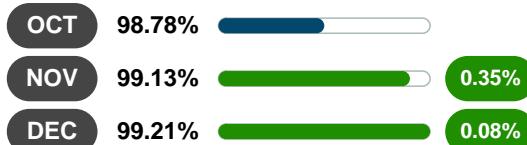


3 MONTHS

5 year DEC AVG = 97.81%

High Sep 2020 99.26% Low Feb 2016 96.66%

Average Sold/List Ratio this month at **99.21%** above the 5 yr DEC average of **97.81%**



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
\$75,000 and less	89	5.87%	95.52%	94.22%	98.22%	88.80%	96.67%
\$75,001 - \$125,000	175	11.55%	99.87%	100.82%	100.42%	95.78%	88.14%
\$125,001 - \$175,000	298	19.67%	100.52%	99.43%	100.64%	100.50%	99.08%
\$175,001 - \$225,000	296	19.54%	99.54%	98.89%	99.85%	98.98%	94.81%
\$225,001 - \$300,000	277	18.28%	99.12%	98.62%	99.19%	99.14%	98.63%
\$300,001 - \$400,000	203	13.40%	98.83%	96.67%	98.98%	99.06%	97.85%
\$400,001 and up	177	11.68%	98.21%	92.81%	97.80%	99.13%	96.55%
Average Sold/List Ratio		99.20%		98.04%	99.84%	98.85%	97.13%
Total Closed Units	1,515	100%	99.20%	138	806	486	85
Total Closed Volume	372,554,766			19.33M	158.71M	156.96M	37.55M

December 2020



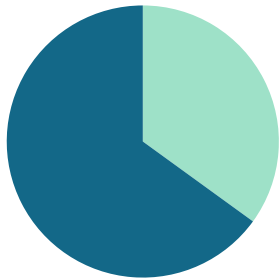
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

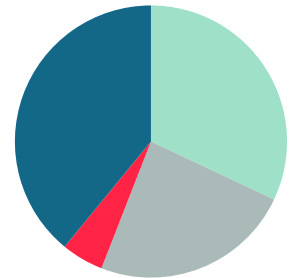


Inventory
 New Listings
 1,122 = 34.99%
 Start Inventory
 2,085
 Total Inventory Units
 3,207
 Volume
 \$1,067,317,216

Market Activity

Closed Sales
 1,515 = 32.01%
 Pending Sales
 1,132 = 23.92%
 Other Off Market
 237 = 5.01%
 Active Inventory
 1,849 = 39.07%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,097	1,515	38.10%	14,875	16,191	8.85%
Pending Sales	861	1,132	31.48%	15,143	17,036	12.50%
New Listings	1,167	1,122	-3.86%	20,581	19,688	-4.34%
Average List Price	217,677	249,457	14.60%	209,631	235,825	12.50%
Average Sale Price	212,731	245,911	15.60%	204,791	231,875	13.23%
Average Percent of Selling Price to List Price	97.66%	99.21%	1.58%	97.82%	98.63%	0.82%
Average Days on Market to Sale	37.93	25.38	-33.08%	39.64	30.33	-23.50%
Monthly Inventory	3,242	1,849	-42.97%	3,242	1,849	-42.97%
Months Supply of Inventory	2.62	1.37	-47.60%	2.62	1.37	-47.60%

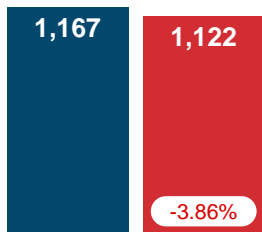
Absorption: Last 12 months, an Average of **1,349** Sales/Month

Inventory on December 31, 2020 = **1,849** 2019 2020

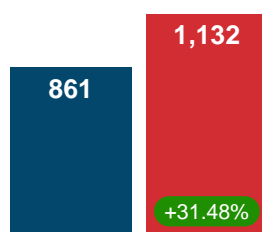
DECEMBER MARKET

AVERAGE PRICES

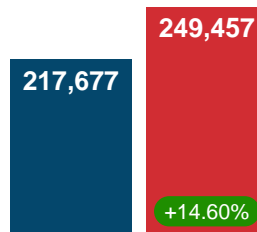
New Listings



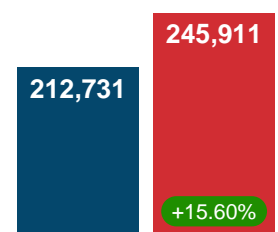
Pending Listings



List Price



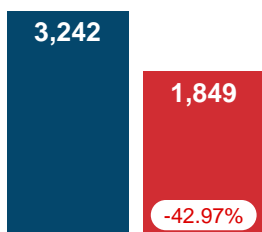
Sale Price



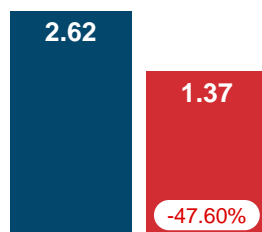
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

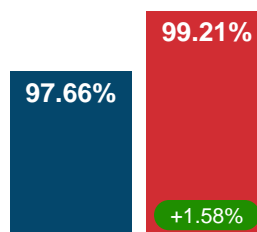
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

