

December 2020



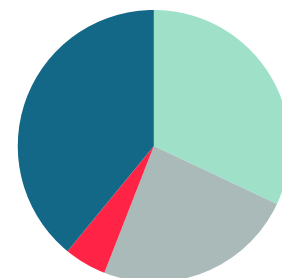
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	180,000	209,900	16.61%
Median Sale Price	179,329	209,000	16.55%
Median Percent of Selling Price to List Price	99.33%	100.00%	0.67%
Median Days on Market to Sale	21.00	9.00	-57.14%
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.

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 **16.55%** in December 2020 to \$209,000 versus the previous year at \$179,329.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 12.00 days or **57.14%** in December 2020 compared to last year's same month at **21.00** DOM.

Sales Success for December 2020 is Positive

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

There were 1,122 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.

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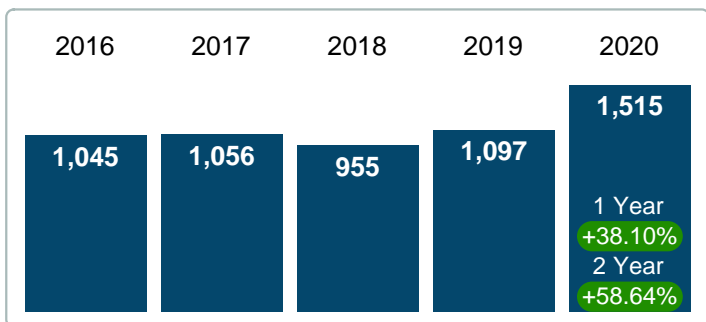
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



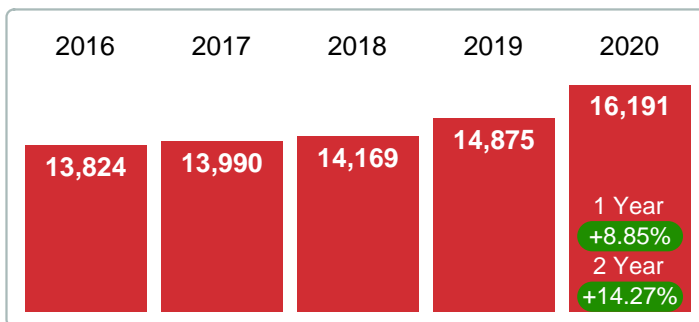
CLOSED LISTINGS

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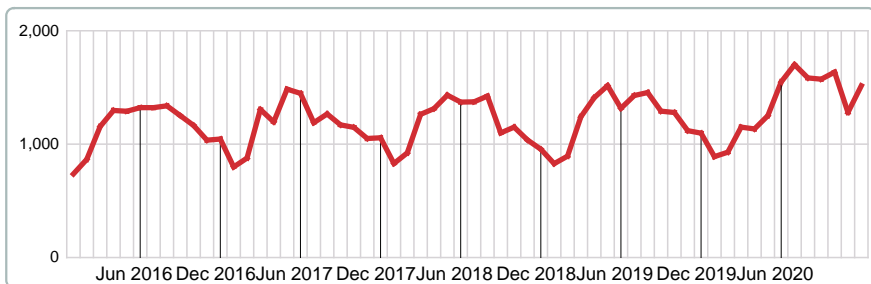
DECEMBER



YEAR TO DATE (YTD)

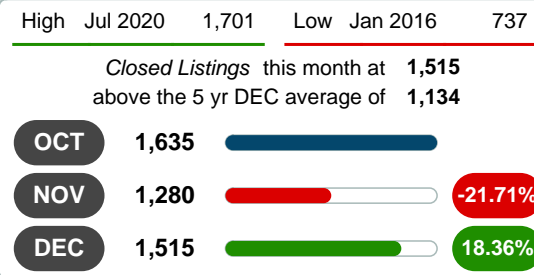


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,134



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	89	5.87%	11.0	38	40	9	2
\$75,001 - \$125,000	175	11.55%	7.0	41	113	19	2
\$125,001 - \$175,000	298	19.67%	5.0	24	245	27	2
\$175,001 - \$225,000	296	19.54%	7.0	18	204	72	2
\$225,001 - \$300,000	277	18.28%	9.0	9	118	135	15
\$300,001 - \$400,000	203	13.40%	21.0	5	48	124	26
\$400,001 and up	177	11.68%	31.0	3	38	100	36
Total Closed Units	1,515			138	806	486	85
Total Closed Volume	372,554,766	100%	9.0	19.33M	158.71M	156.96M	37.55M
Median Closed Price	\$209,000			\$110,000	\$176,000	\$285,000	\$385,000

December 2020



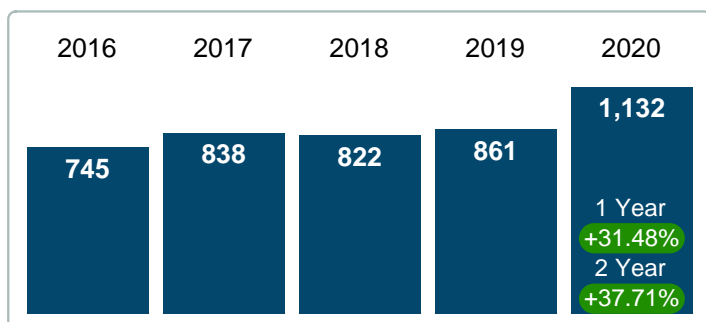
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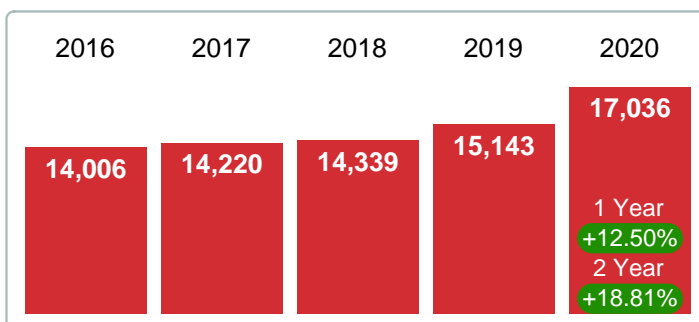
PENDING LISTINGS

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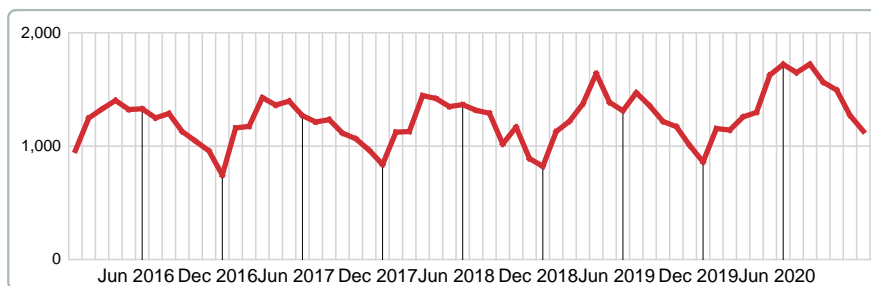
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

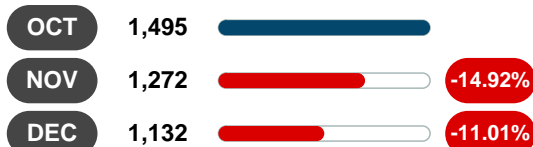


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	66	5.83%	15.5	34	30	2	0
\$75,001 - \$125,000	133	11.75%	12.0	37	84	8	4
\$125,001 - \$175,000	207	18.29%	8.0	11	167	25	4
\$175,001 - \$250,000	289	25.53%	11.0	14	171	97	7
\$250,001 - \$325,000	171	15.11%	23.0	7	71	84	9
\$325,001 - \$400,000	142	12.54%	18.5	3	43	79	17
\$400,001 and up	124	10.95%	36.0	1	27	63	33
Total Pending Units	1,132			107	593	358	74
Total Pending Volume	284,545,465	100%	14.0	13.73M	122.02M	114.11M	34.69M
Median Listing Price	\$215,000			\$99,900	\$180,000	\$290,000	\$374,950

December 2020



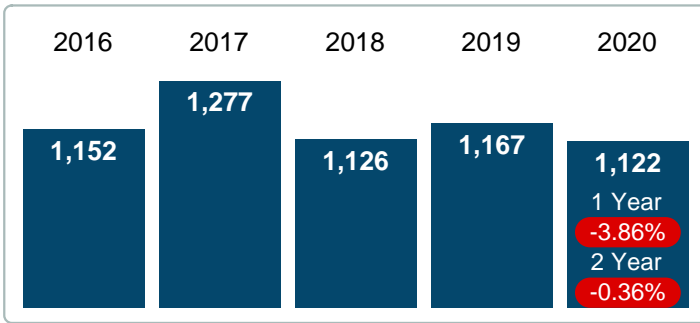
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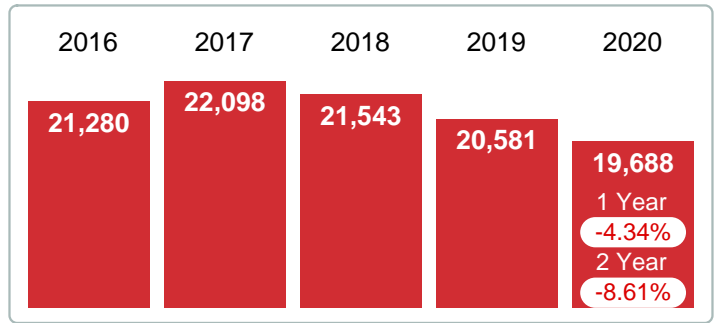
NEW LISTINGS

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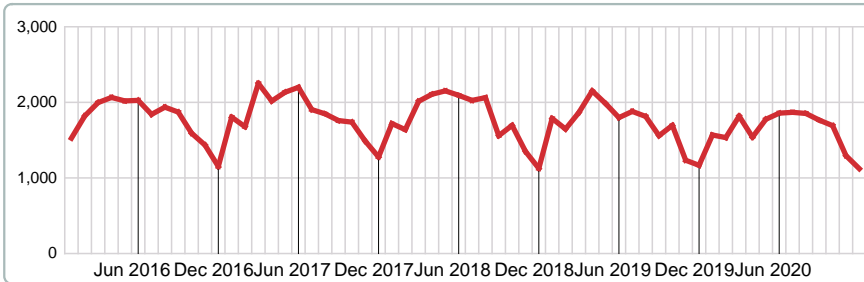
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

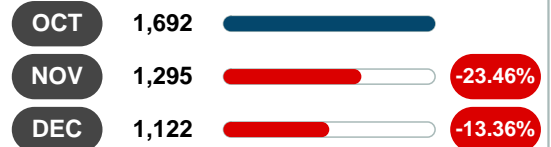


3 MONTHS

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
Median New Listed Listing Price	\$211,250		\$89,900	\$184,500	\$284,900	\$400,125

December 2020



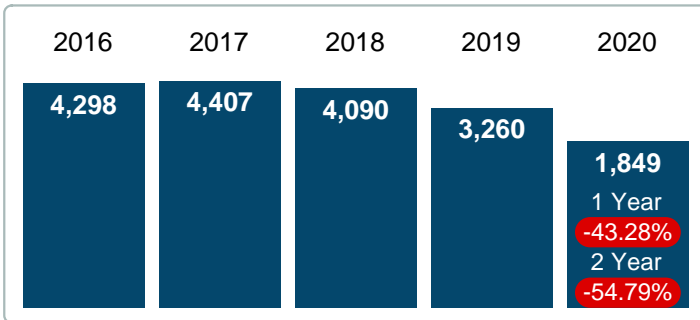
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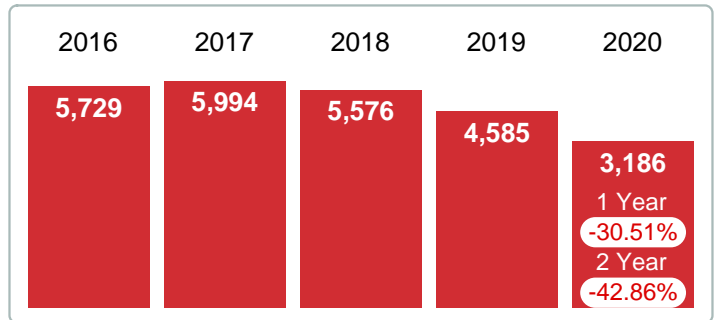
ACTIVE INVENTORY

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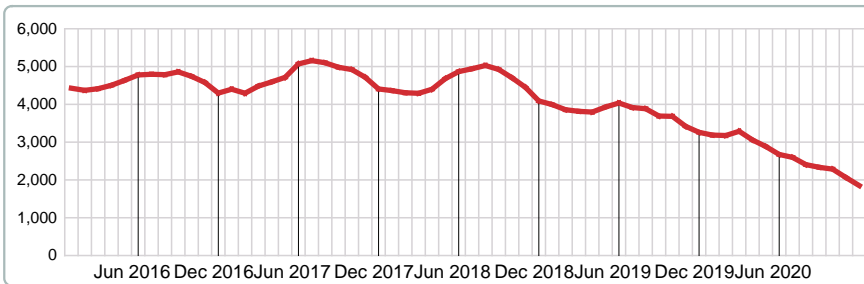
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

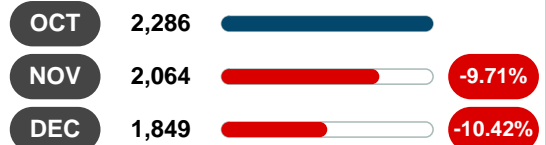


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	84	4.54%	40.5	54	27	2	1
\$50,001 - \$125,000	325	17.58%	79.0	114	172	37	2
\$125,001 - \$175,000	209	11.30%	43.0	28	144	36	1
\$175,001 - \$325,000	503	27.20%	47.0	45	273	160	25
\$325,001 - \$425,000	270	14.60%	65.0	8	101	132	29
\$425,001 - \$700,000	272	14.71%	77.0	7	59	139	67
\$700,001 and up	186	10.06%	93.5	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
Median Active Inventory Listing Price			\$262,725	\$84,950	\$198,881	\$375,125	\$600,000

December 2020



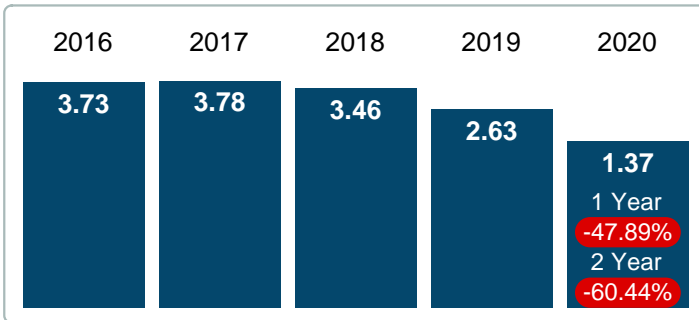
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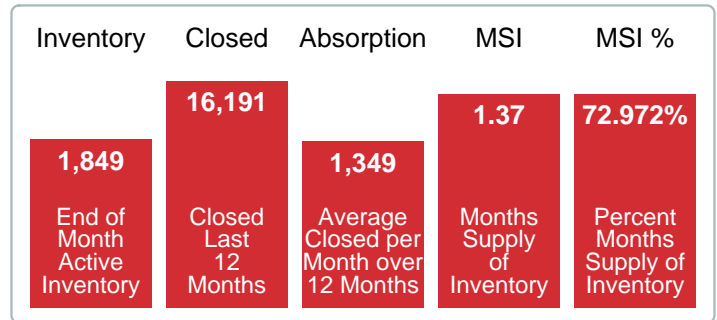
MONTHS SUPPLY of INVENTORY (MSI)

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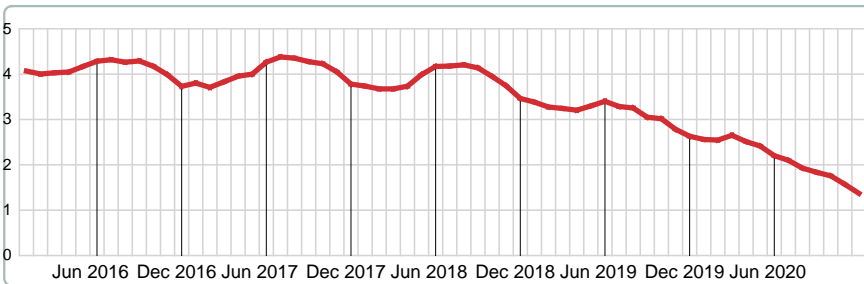
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

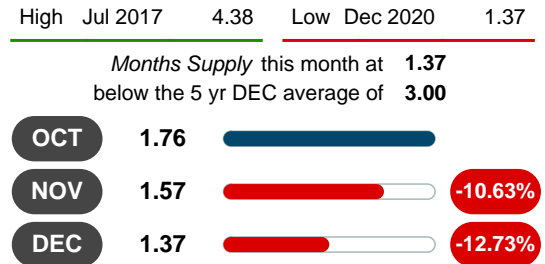


5 YEAR MARKET ACTIVITY TRENDS



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



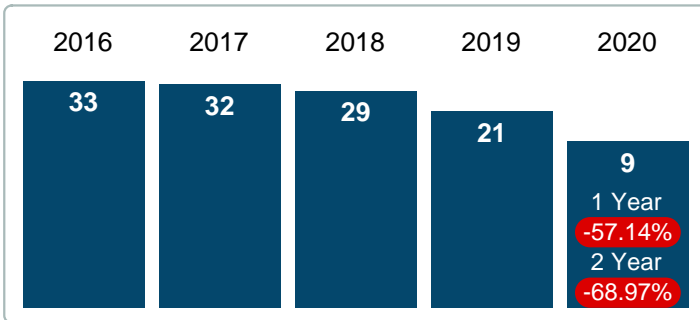
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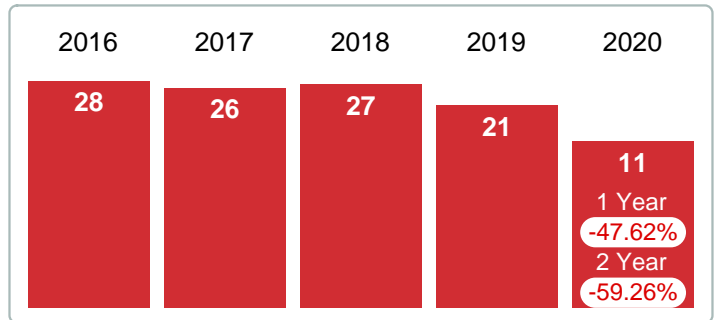
MEDIAN DAYS ON MARKET TO SALE

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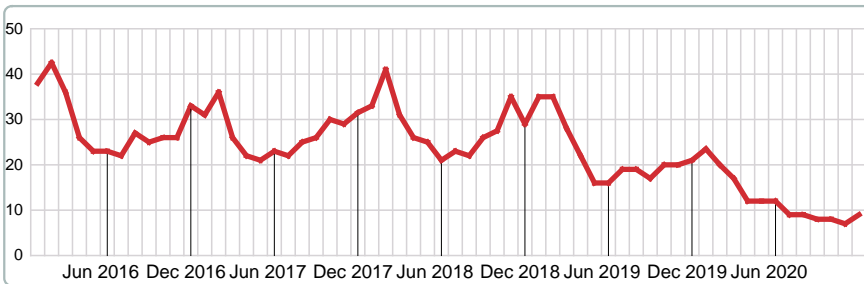
DECEMBER



YEAR TO DATE (YTD)

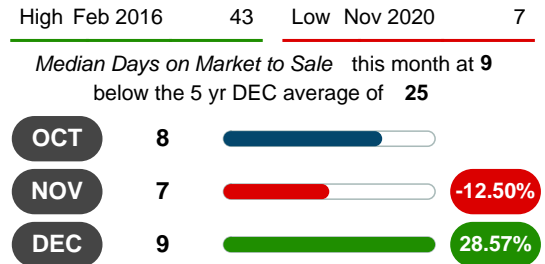


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 25



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	
\$75,000 and less	89	5.87%	11	11	5	62	
\$75,001 - \$125,000	175	11.55%	7	6	14	37	
\$125,001 - \$175,000	298	19.67%	5	5	7	24	
\$175,001 - \$225,000	296	19.54%	7	5	12	44	
\$225,001 - \$300,000	277	18.28%	9	8	11	17	
\$300,001 - \$400,000	203	13.40%	21	23	19	60	
\$400,001 and up	177	11.68%	31	88	21	33	
Median Closed DOM	9		8	6	14	38	
Total Closed Units	1,515	100%	9.0	138	806	486	85
Total Closed Volume	372,554,766			19.33M	158.71M	156.96M	37.55M

December 2020



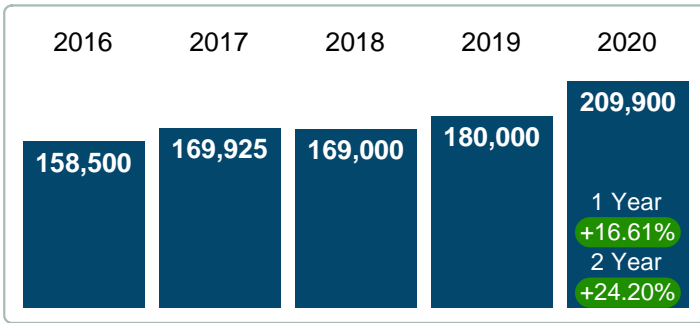
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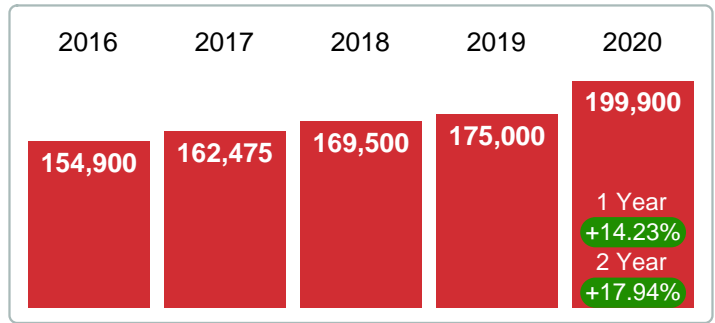
MEDIAN LIST PRICE AT CLOSING

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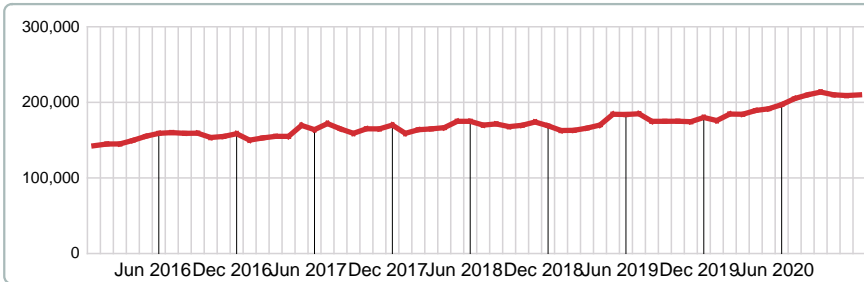
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

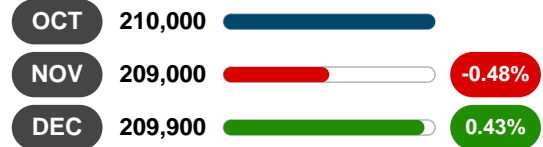


3 MONTHS

5 year DEC AVG = 177,465

High Sep 2020 213,600 Low Jan 2016 142,600

Median List Price at Closing this month at **209,900**
above the 5 yr DEC average of **177,465**



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	
\$75,000 and less	85	5.61%	55,000	55,000	57,500	55,700	
\$75,001 - \$125,000	174	11.49%	101,500	96,750	106,000	99,900	
\$125,001 - \$175,000	303	20.00%	150,000	135,000	150,000	155,000	
\$175,001 - \$225,000	291	19.21%	199,500	192,000	198,258	204,999	
\$225,001 - \$300,000	280	18.48%	255,000	267,000	252,000	258,500	
\$300,001 - \$400,000	195	12.87%	349,000	349,900	332,368	349,900	
\$400,001 and up	187	12.34%	499,000	541,950	487,500	496,950	
Median List Price		209,900		105,500	178,000	289,900	394,900
Total Closed Units	1,515	100%	209,900	138	806	486	85
Total Closed Volume	377,927,195			19.79M	160.22M	158.96M	38.95M

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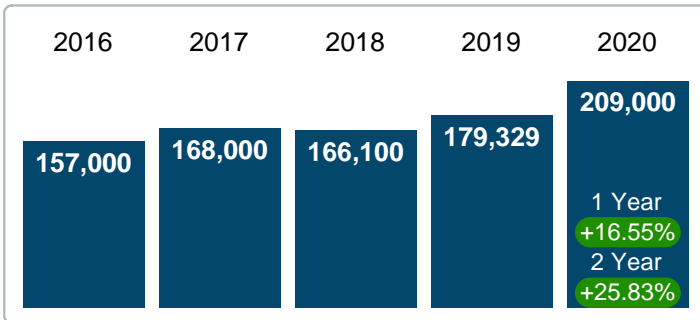
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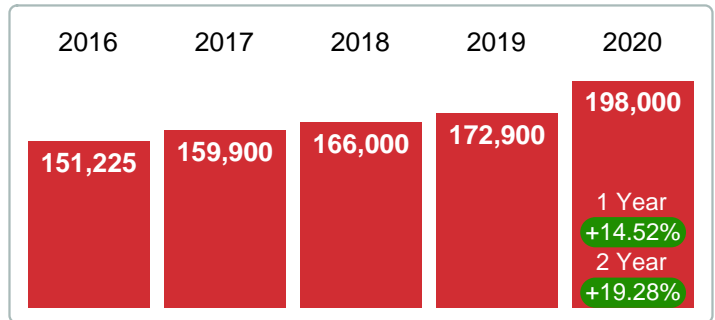
MEDIAN SOLD PRICE AT CLOSING

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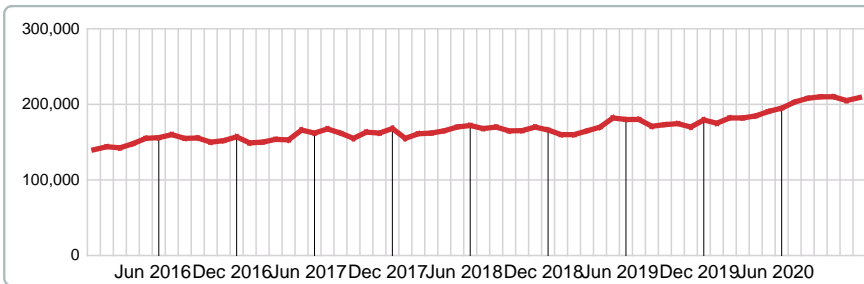
DECEMBER



YEAR TO DATE (YTD)

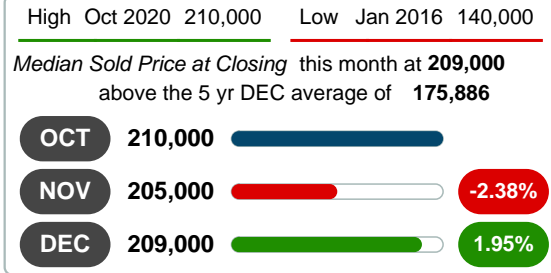


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 175,886



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
\$75,000 and less	89	5.87%	57,000	55,000	60,700	62,777	47,500
\$75,001 - \$125,000	175	11.55%	103,000	98,000	107,000	101,500	111,000
\$125,001 - \$175,000	298	19.67%	151,000	137,500	153,000	148,000	155,000
\$175,001 - \$225,000	296	19.54%	199,000	196,000	195,000	206,650	196,600
\$225,001 - \$300,000	277	18.28%	255,000	266,000	252,750	256,500	253,000
\$300,001 - \$400,000	203	13.40%	344,047	350,000	330,750	344,950	362,700
\$400,001 and up	177	11.68%	505,000	591,000	465,500	509,450	580,000
Median Sold Price			209,000	110,000	176,000	285,000	385,000
Total Closed Units		100%	209,000	138	806	486	85
Total Closed Volume			372,554,766	19.33M	158.71M	156.96M	37.55M

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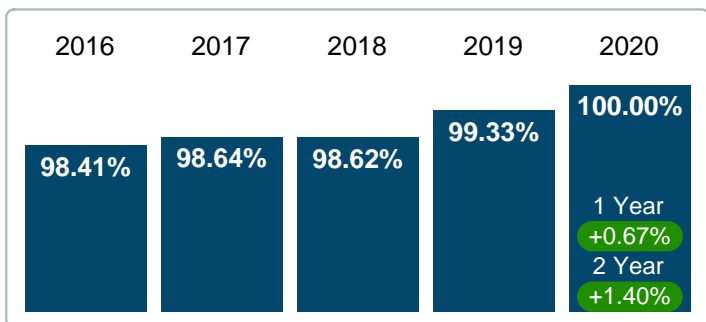
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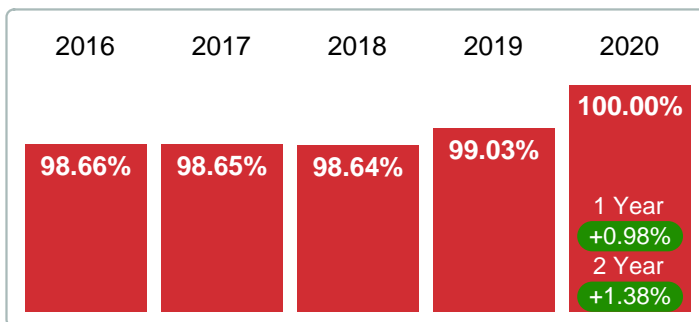
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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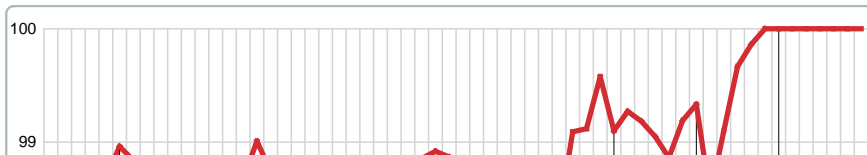
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99.00%

High Dec 2020 100.00% Low Jan 2016 98.04%

Median Sold/List Ratio this month at 100.00% above the 5 yr DEC average of 99.00%

- OCT 100.00%
- NOV 100.00%
- DEC 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
\$75,000 and less	89	5.87%	95.45%	95.88%	95.20%	93.87%	96.67%
\$75,001 - \$125,000	175	11.55%	100.00%	100.00%	100.00%	97.37%	88.14%
\$125,001 - \$175,000	298	19.67%	100.00%	99.65%	100.00%	100.00%	99.08%
\$175,001 - \$225,000	296	19.54%	100.00%	100.00%	100.00%	100.00%	94.81%
\$225,001 - \$300,000	277	18.28%	100.00%	100.00%	100.00%	100.00%	100.00%
\$300,001 - \$400,000	203	13.40%	99.96%	95.99%	100.00%	99.72%	98.26%
\$400,001 and up	177	11.68%	98.80%	94.56%	98.47%	99.03%	97.03%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	98.19%
Total Closed Units		1,515	100%	138	806	486	85
Total Closed Volume		372,554,766		19.33M	158.71M	156.96M	37.55M

December 2020



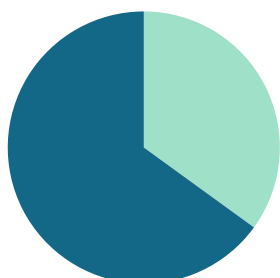
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

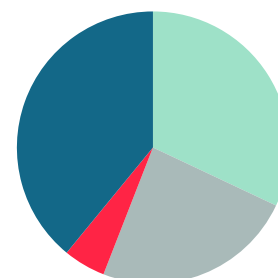


Inventory
 New Listings
1,122 = 34.99%
 Start Inventory
2,085
 Total Inventory Units
3,207
 Volume
\$1,067,317,216

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%
Median List Price	180,000	209,900	16.61%	175,000	199,900	14.23%
Median Sale Price	179,329	209,000	16.55%	172,900	198,000	14.52%
Median Percent of Selling Price to List Price	99.33%	100.00%	0.67%	99.03%	100.00%	0.98%
Median Days on Market to Sale	21.00	9.00	-57.14%	21.00	11.00	-47.62%
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%

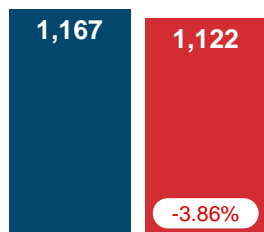
Absorption: Last 12 months, an Average of **1,349** Sales/Month

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

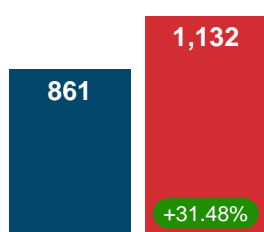
DECEMBER MARKET

MEDIAN PRICES

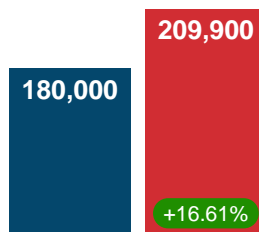
New Listings



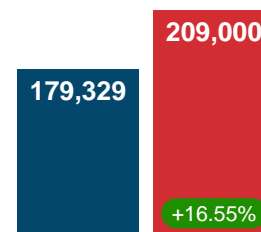
Pending Listings



List Price



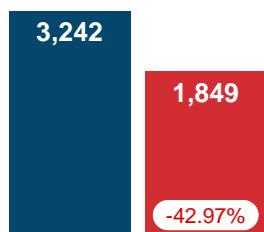
Sale Price



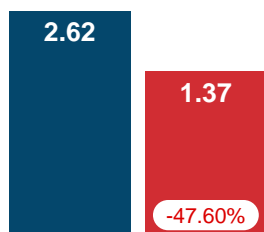
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

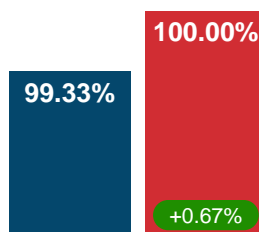
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

