

## April 2021



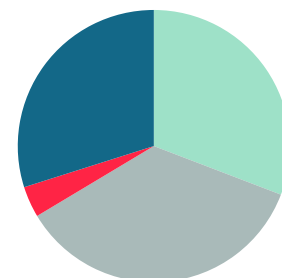
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	1,134	1,501	32.36%
Pending Listings	1,298	1,734	33.59%
New Listings	1,540	1,890	22.73%
Average List Price	215,066	256,937	19.47%
Average Sale Price	211,761	255,130	20.48%
Average Percent of Selling Price to List Price	98.29%	99.68%	1.42%
Average Days on Market to Sale	32.79	20.78	-36.62%
End of Month Inventory	3,047	1,456	-52.22%
Months Supply of Inventory	2.50	1.02	-59.06%



■ Closed (30.82%)  
■ Pending (35.60%)  
■ Other OffMarket (3.70%)  
■ Active (29.89%)

**Absorption:** Last 12 months, an Average of **1,421** Sales/Month  
**Active Inventory** as of April 30, 2021 = **1,456**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **52.22%** to 1,456 existing homes available for sale. Over the last 12 months this area has had an average of 1,421 closed sales per month. This represents an unsold inventory index of **1.02** 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 **20.48%** in April 2021 to \$255,130 versus the previous year at \$211,761.

##### Average Days on Market Shortens

The average number of **20.78** days that homes spent on the market before selling decreased by 12.01 days or **36.62%** in April 2021 compared to last year's same month at **32.79** DOM.

##### Sales Success for April 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 1,890 New Listings in April 2021, up **22.73%** from last year at 1,540. Furthermore, there were 1,501 Closed Listings this month versus last year at 1,134, a **32.36%** increase.

Closed versus Listed trends yielded a **79.4%** ratio, up from previous year's, April 2020, at **73.6%**, a **7.85%** 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

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

#### 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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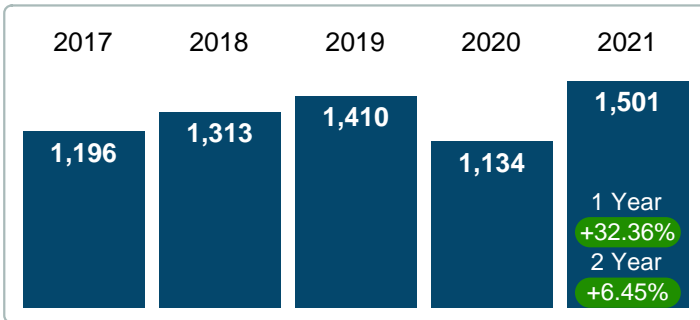
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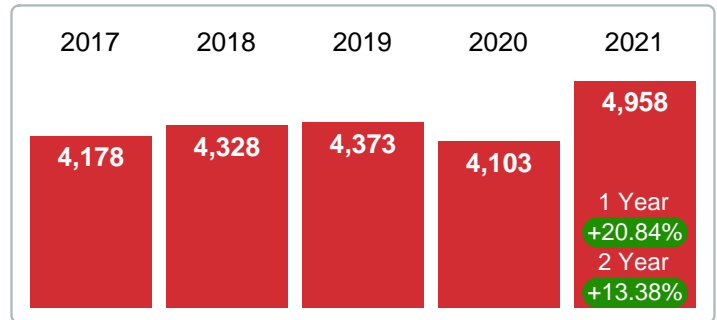
## CLOSED LISTINGS

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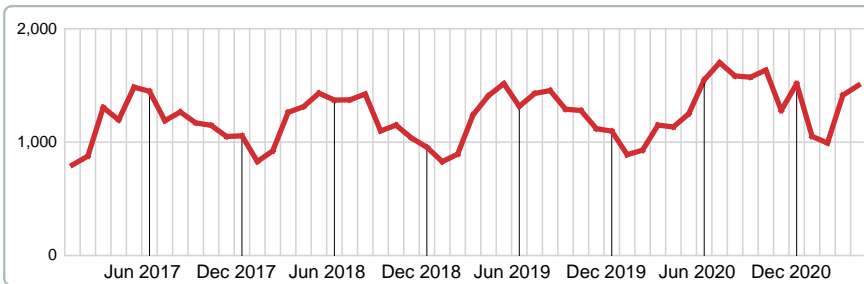
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

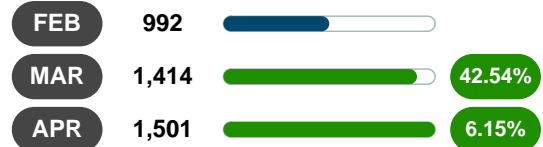


### 3 MONTHS

5 year APR AVG = 1,311

High Jul 2020 1,701 Low Jan 2017 799

Closed Listings this month at **1,501**  
above the 5 yr APR average of **1,311**



### 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	106	7.06%	28.0	62	39	4	1
\$75,001 - \$125,000	131	8.73%	17.1	39	82	8	2
\$125,001 - \$175,000	257	17.12%	12.8	32	200	25	0
\$175,001 - \$250,000	429	28.58%	11.7	21	291	107	10
\$250,001 - \$325,000	240	15.99%	17.2	8	123	98	11
\$325,001 - \$425,000	175	11.66%	28.8	3	56	95	21
\$425,001 and up	163	10.86%	52.5	2	24	94	43
<b>Total Closed Units</b>	<b>1,501</b>			<b>167</b>	<b>815</b>	<b>431</b>	<b>88</b>
<b>Total Closed Volume</b>	<b>382,950,339</b>	<b>100%</b>	<b>20.8</b>	<b>20.77M</b>	<b>171.62M</b>	<b>147.32M</b>	<b>43.24M</b>
<b>Average Closed Price</b>	<b>\$255,130</b>			<b>\$124,342</b>	<b>\$210,580</b>	<b>\$341,819</b>	<b>\$491,344</b>

# April 2021



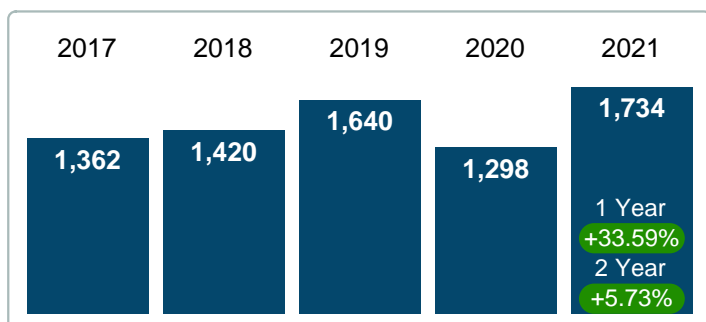
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



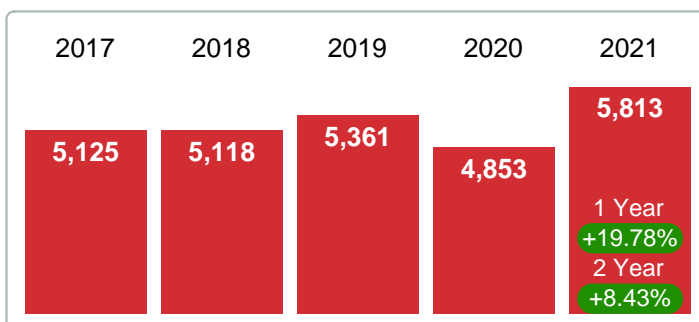
## PENDING LISTINGS

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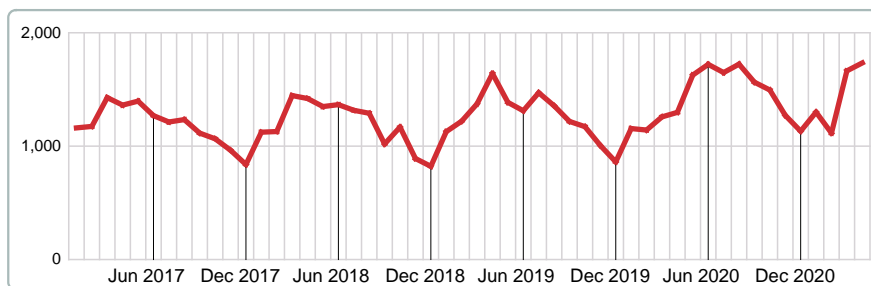
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

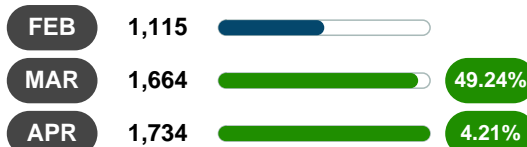


### 3 MONTHS

5 year APR AVG = 1,491

High Apr 2021 1,734 Low Dec 2018 822

Pending Listings this month at 1,734 above the 5 yr APR average of 1,491



### 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	165	9.52%	99.1	85	71	9	0
\$75,001 - \$125,000	166	9.57%	17.2	54	93	15	4
\$125,001 - \$175,000	290	16.72%	14.9	26	239	25	0
\$175,001 - \$225,000	342	19.72%	9.9	23	243	75	1
\$225,001 - \$325,000	400	23.07%	13.9	13	188	169	30
\$325,001 - \$425,000	189	10.90%	28.0	14	50	102	23
\$425,001 and up	182	10.50%	41.5	3	29	98	52
<b>Total Pending Units</b>	<b>1,734</b>			<b>218</b>	<b>913</b>	<b>493</b>	<b>110</b>
<b>Total Pending Volume</b>	<b>444,715,737</b>	<b>100%</b>	<b>26.1</b>	<b>29.28M</b>	<b>184.11M</b>	<b>175.24M</b>	<b>56.08M</b>
<b>Average Listing Price</b>	<b>\$256,793</b>			<b>\$134,308</b>	<b>\$201,652</b>	<b>\$355,466</b>	<b>\$509,850</b>

# April 2021



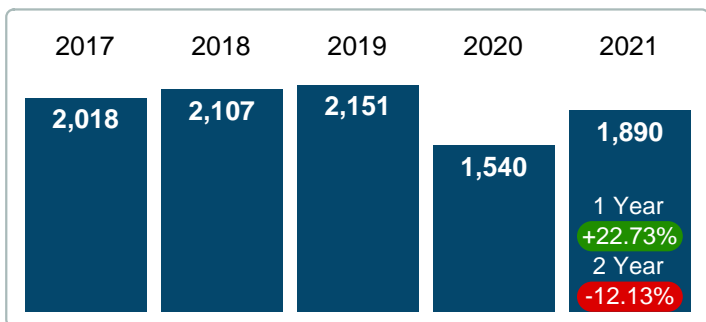
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



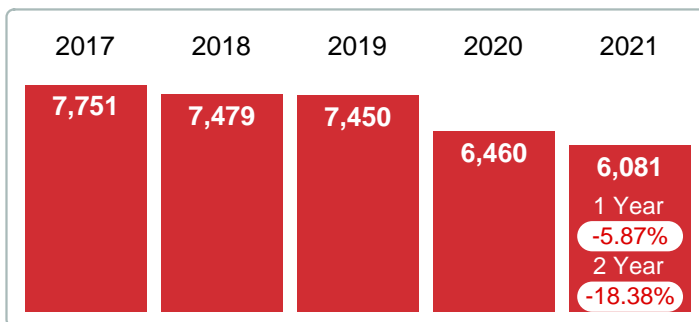
## NEW LISTINGS

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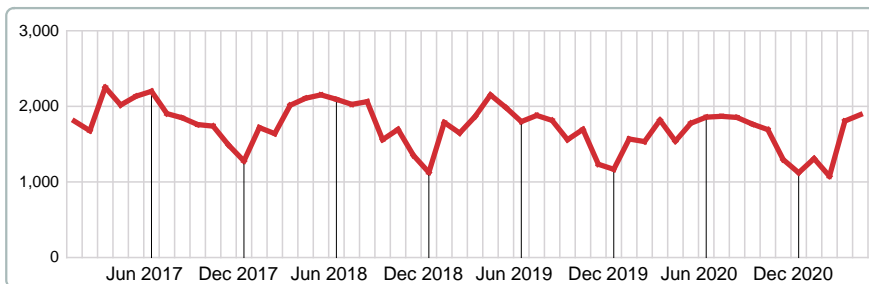
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 1,941

High Mar 2017 2,251 Low Feb 2021 1,076

New Listings this month at 1,890 below the 5 yr APR average of 1,941



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	195	10.32%	108	79	8	0
\$100,001 - \$150,000	227	12.01%	46	153	25	3
\$150,001 - \$175,000	172	9.10%	17	141	12	2
\$175,001 - \$250,000	544	28.78%	42	371	124	7
\$250,001 - \$350,000	328	17.35%	9	141	146	32
\$350,001 - \$475,000	227	12.01%	14	65	122	26
\$475,001 and up	197	10.42%	8	38	96	55
<b>Total New Listed Units</b>	<b>1,890</b>		<b>244</b>	<b>988</b>	<b>533</b>	<b>125</b>
<b>Total New Listed Volume</b>	<b>535,311,061</b>	<b>100%</b>	<b>38.08M</b>	<b>228.25M</b>	<b>194.36M</b>	<b>74.61M</b>
<b>Average New Listed Listing Price</b>	<b>\$266,872</b>		<b>\$156,072</b>	<b>\$231,026</b>	<b>\$364,655</b>	<b>\$596,919</b>

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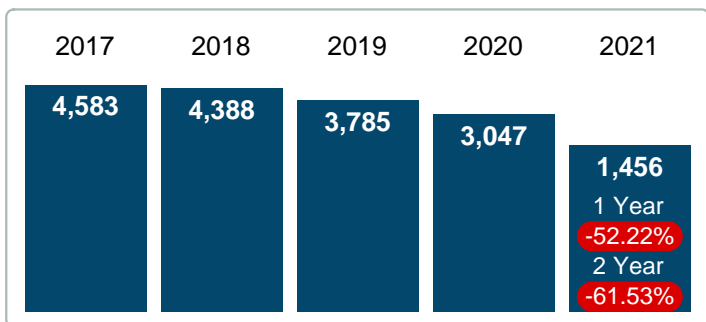
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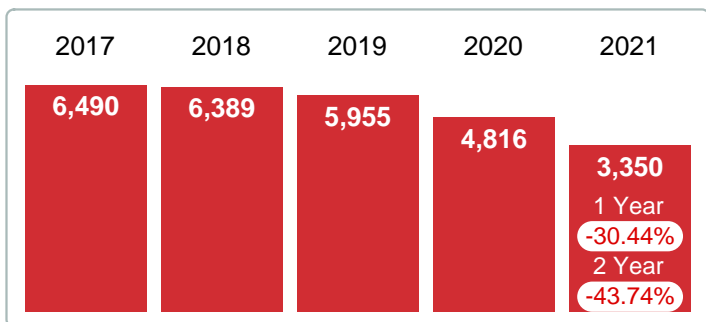
## ACTIVE INVENTORY

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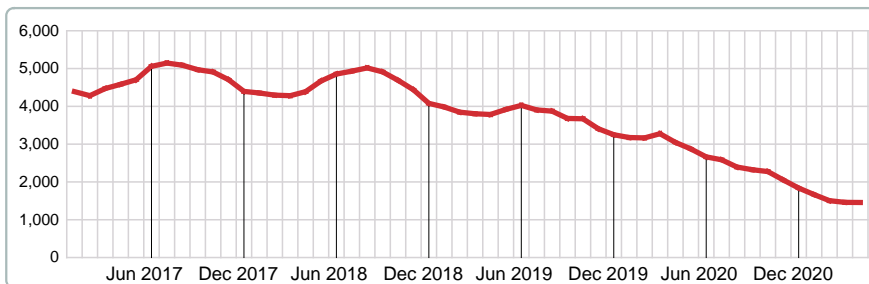
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS

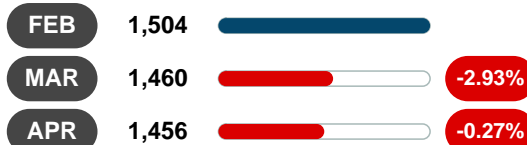


### 3 MONTHS

5 year APR AVG = 3,452

High Jul 2017 5,146 Low Apr 2021 1,456

Inventory this month at 1,456 below the 5 yr APR average of 3,452



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	137	9.41%	100.6	81	42	13	1
\$75,001 - \$125,000	125	8.59%	66.7	48	66	9	2
\$125,001 - \$200,000	245	16.83%	41.4	49	157	33	6
\$200,001 - \$350,000	354	24.31%	42.6	29	199	110	16
\$350,001 - \$475,000	231	15.87%	66.8	16	83	111	21
\$475,001 - \$800,000	219	15.04%	60.6	7	47	101	64
\$800,001 and up	145	9.96%	84.1	3	18	52	72
Total Active Inventory by Units			1,456	233	612	429	182
Total Active Inventory by Volume			602,885,843	38.94M	174.87M	215.06M	174.02M
Average Active Inventory Listing Price			\$414,070	\$167,133	\$285,728	\$501,304	\$956,145

# April 2021



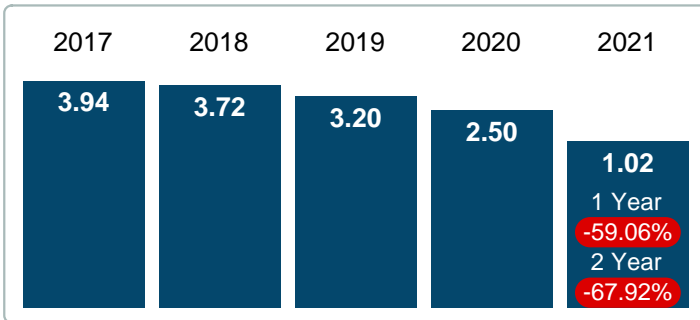
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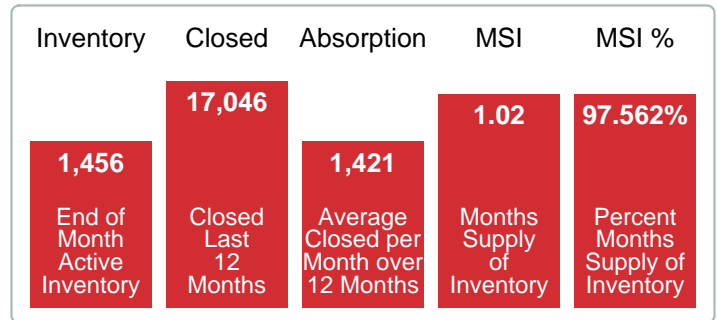
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 02, 2023 for MLS Technology Inc.

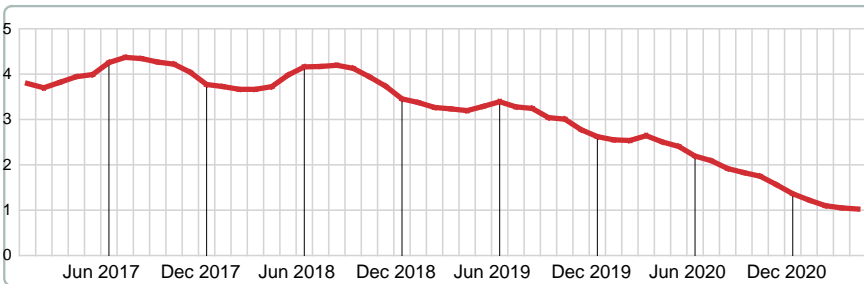
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

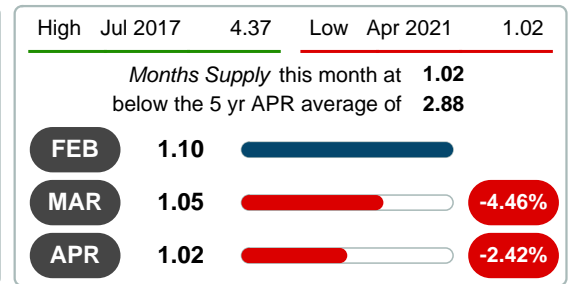


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2.88



### 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
\$75,000 and less	137	9.41%	1.48	1.76	1.08	1.97	0.80
\$75,001 - \$125,000	125	8.59%	0.81	1.21	0.66	0.74	1.60
\$125,001 - \$200,000	245	16.83%	0.55	1.62	0.46	0.48	1.36
\$200,001 - \$350,000	354	24.31%	0.71	1.66	0.85	0.50	0.56
\$350,001 - \$475,000	231	15.87%	1.64	7.38	2.39	1.34	1.00
\$475,001 - \$800,000	219	15.04%	3.11	16.80	4.06	2.54	3.44
\$800,001 and up	145	9.96%	8.29	12.00	9.39	6.06	10.67
Market Supply of Inventory (MSI)	1.02			1.71	0.80	0.97	2.22
Total Active Inventory by Units	1,456		100%	233	612	429	182

# April 2021



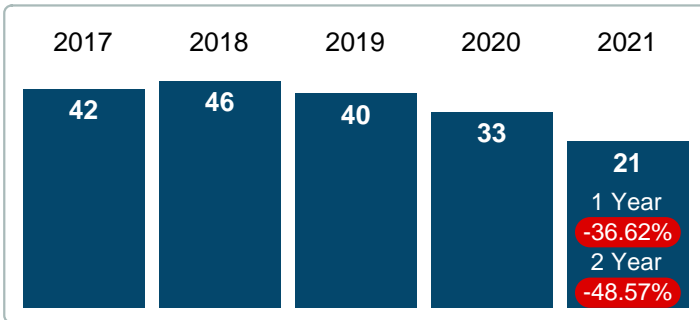
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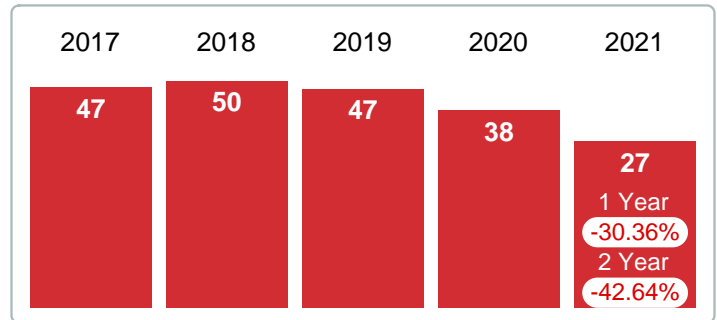
## AVERAGE DAYS ON MARKET TO SALE

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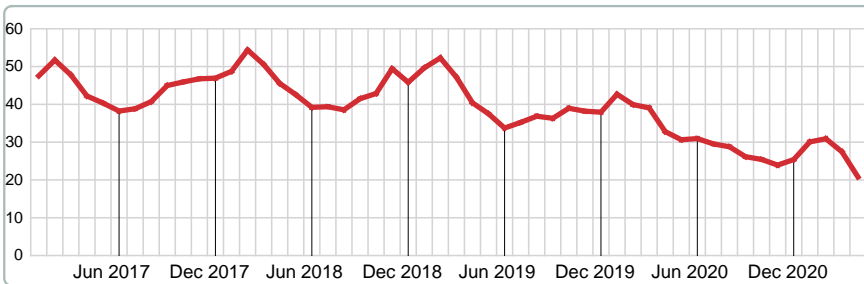
### APRIL



### YEAR TO DATE (YTD)

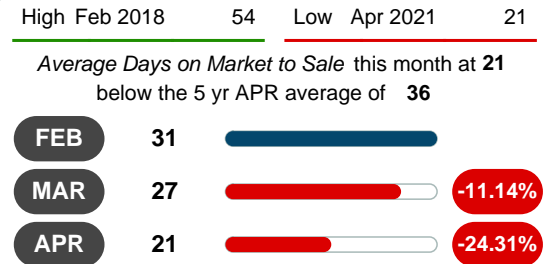


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR 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
\$75,000 and less	106	7.06%	28	34	19	15	25
\$75,001 - \$125,000	131	8.73%	17	15	12	76	16
\$125,001 - \$175,000	257	17.12%	13	16	11	26	0
\$175,001 - \$250,000	429	28.58%	12	44	9	11	22
\$250,001 - \$325,000	240	15.99%	17	52	16	14	29
\$325,001 - \$425,000	175	11.66%	29	13	37	27	19
\$425,001 and up	163	10.86%	52	59	46	54	53
Average Closed DOM			21	28	14	27	37
Total Closed Units		100%	21	167	815	431	88
Total Closed Volume			382,950,339	20.77M	171.62M	147.32M	43.24M

# April 2021



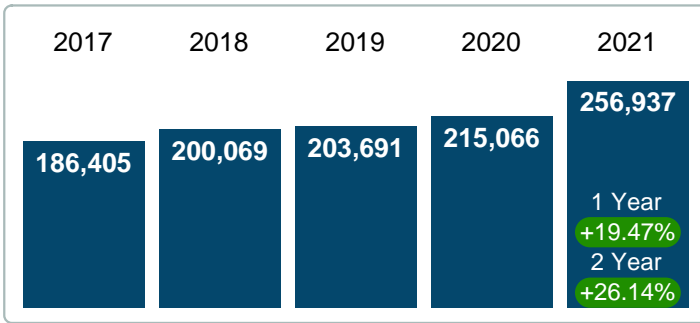
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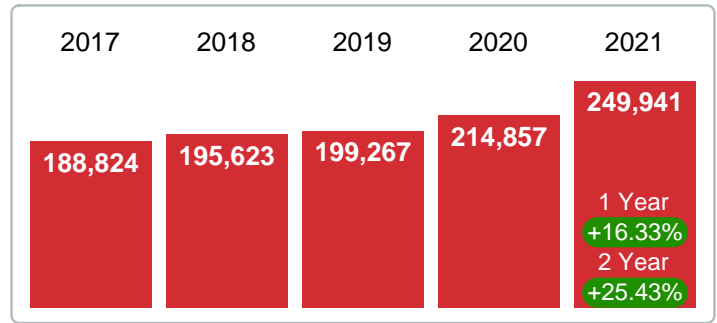
## AVERAGE LIST PRICE AT CLOSING

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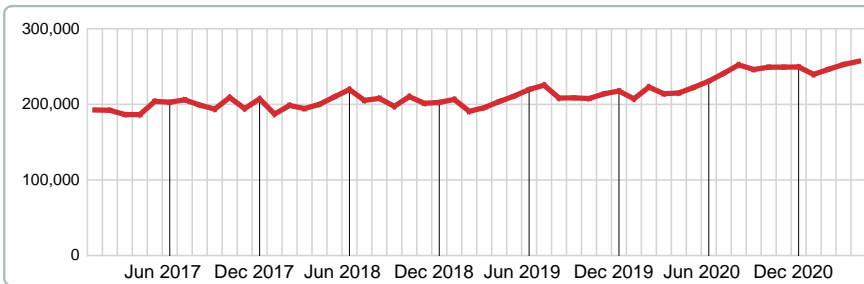
### APRIL



### YEAR TO DATE (YTD)

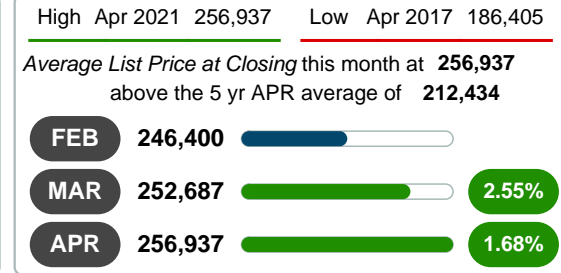


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 212,434



### 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	6.80%	50,392	52,249	53,721	34,225	74,900
\$75,001 - \$125,000	9.26%	103,726	97,732	106,767	109,750	122,500
\$125,001 - \$175,000	18.45%	154,683	149,128	153,217	149,726	0
\$175,001 - \$250,000	27.05%	210,522	207,938	205,751	214,055	225,470
\$250,001 - \$325,000	15.72%	284,260	288,300	280,553	288,118	292,745
\$325,001 - \$425,000	12.13%	372,652	384,967	370,691	375,804	358,575
\$425,001 and up	10.59%	647,029	707,500	622,626	608,527	718,474
<b>Average List Price</b>		<b>256,937</b>	126,144	210,524	345,245	502,492
<b>Total Closed Units</b>	100%	<b>256,937</b>	167	815	431	88
<b>Total Closed Volume</b>		<b>385,662,576</b>	21.07M	171.58M	148.80M	44.22M



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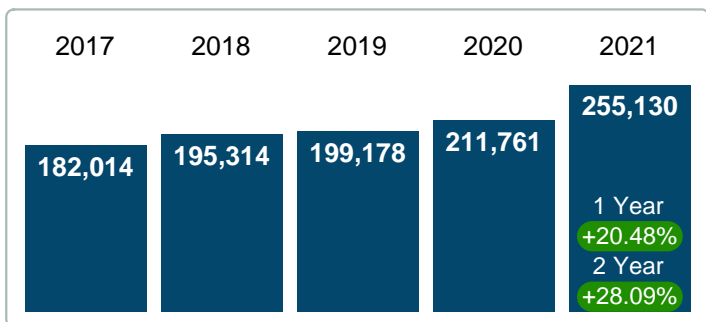
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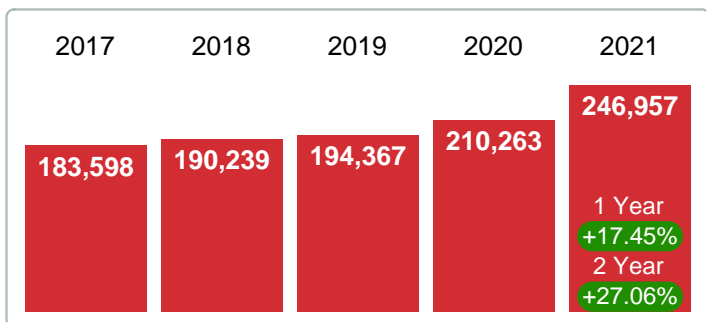
## AVERAGE SOLD PRICE AT CLOSING

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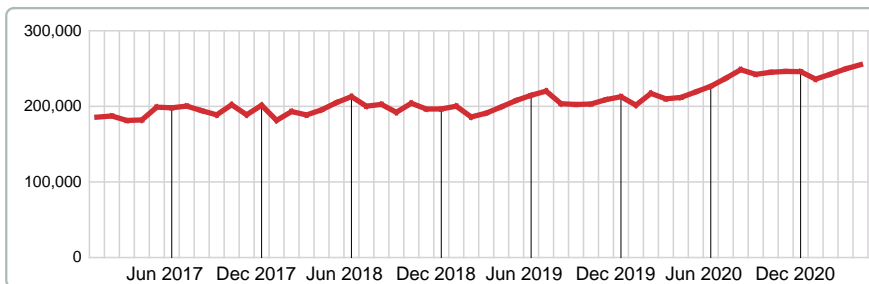
### APRIL



### YEAR TO DATE (YTD)

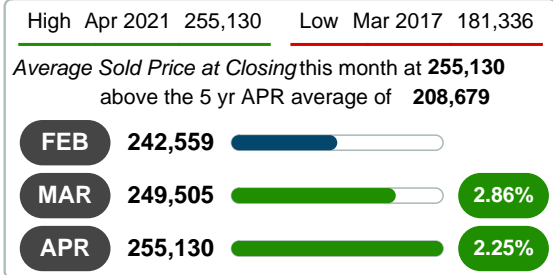


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 208,679



### 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	106	7.06%	49,090	48,533	50,883	35,000	70,000
\$75,001 - \$125,000	131	8.73%	101,984	97,685	104,381	99,688	96,750
\$125,001 - \$175,000	257	17.12%	153,059	148,233	154,248	149,728	0
\$175,001 - \$250,000	429	28.58%	209,721	205,812	207,496	215,054	225,615
\$250,001 - \$325,000	240	15.99%	284,694	286,375	281,030	288,248	292,773
\$325,001 - \$425,000	175	11.66%	370,727	384,967	369,297	373,642	359,317
\$425,001 and up	163	10.86%	625,010	717,500	608,376	594,553	696,570
Average Sold Price			255,130	124,342	210,580	341,819	491,344
Total Closed Units		100%	255,130	167	815	431	88
Total Closed Volume			382,950,339	20.77M	171.62M	147.32M	43.24M

# April 2021



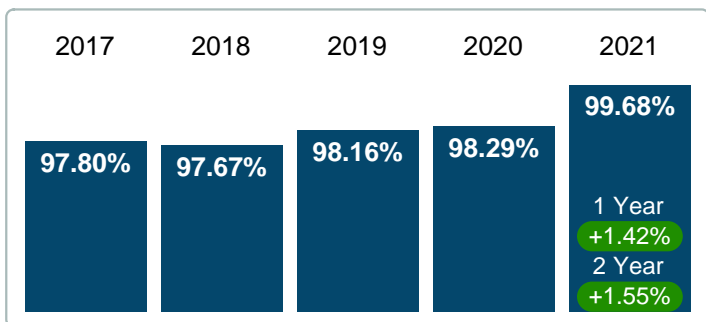
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



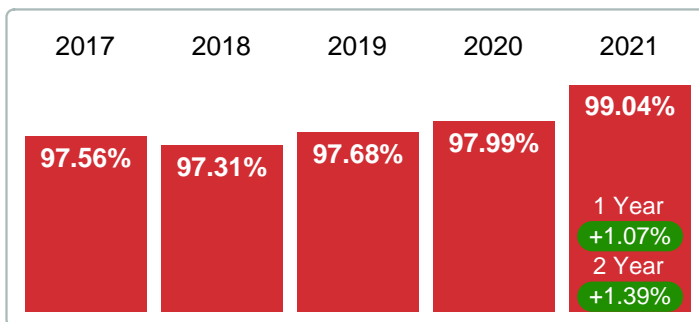
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 02, 2023 for MLS Technology Inc.

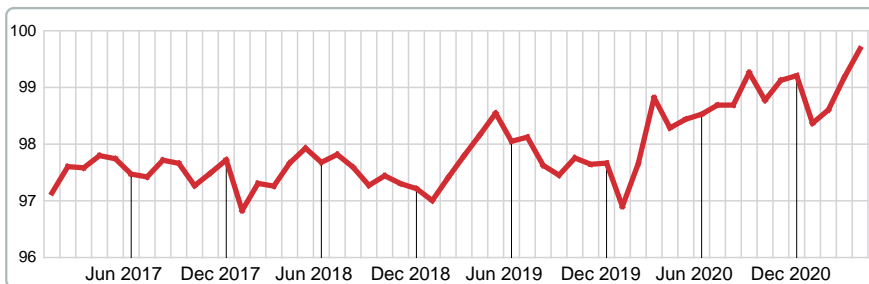
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

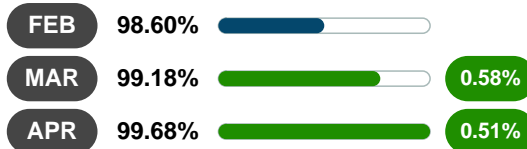


### 3 MONTHS

5 year APR AVG = 98.32%

High Apr 2021 99.68% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.68%** above the 5 yr APR average of **98.32%**



### 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	106	7.06%	95.43%	93.31%	98.14%	102.48%	93.46%
\$75,001 - \$125,000	131	8.73%	98.26%	100.26%	98.26%	92.35%	83.16%
\$125,001 - \$175,000	257	17.12%	100.64%	99.75%	100.82%	100.37%	0.00%
\$175,001 - \$250,000	429	28.58%	100.82%	99.21%	101.02%	100.65%	100.15%
\$250,001 - \$325,000	240	15.99%	100.23%	99.40%	100.38%	100.14%	100.08%
\$325,001 - \$425,000	175	11.66%	99.70%	100.00%	99.79%	99.52%	100.20%
\$425,001 and up	163	10.86%	98.26%	100.23%	99.03%	98.36%	97.53%
Average Sold/List Ratio		99.70%		97.40%	100.32%	99.63%	98.41%
Total Closed Units		1,501	100%	167	815	431	88
Total Closed Volume		382,950,339		20.77M	171.62M	147.32M	43.24M

# April 2021



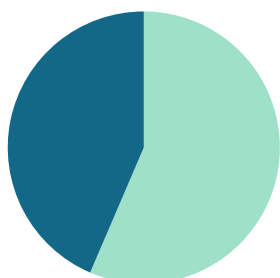
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

### INVENTORY

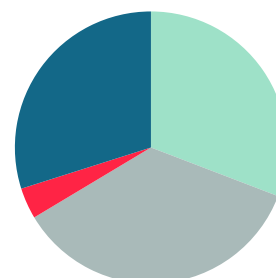


**Inventory**  
 New Listings  
**1,890 = 56.45%**  
 Start Inventory  
**1,458**  
 Total Inventory Units  
**3,348**  
 Volume  
**\$1,113,483,010**

### Market Activity

Closed Sales  
**1,501 = 30.82%**  
 Pending Sales  
**1,734 = 35.60%**  
 Other Off Market  
**180 = 3.70%**  
 Active Inventory  
**1,456 = 29.89%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,134	1,501	32.36%	4,103	4,958	20.84%
Pending Sales	1,298	1,734	33.59%	4,853	5,813	19.78%
New Listings	1,540	1,890	22.73%	6,460	6,081	-5.87%
Average List Price	215,066	256,937	19.47%	214,857	249,941	16.33%
Average Sale Price	211,761	255,130	20.48%	210,263	246,957	17.45%
Average Percent of Selling Price to List Price	98.29%	99.68%	1.42%	97.99%	99.04%	1.07%
Average Days on Market to Sale	32.79	20.78	-36.62%	38.31	26.68	-30.36%
Monthly Inventory	3,047	1,456	-52.22%	3,047	1,456	-52.22%
Months Supply of Inventory	2.50	1.02	-59.06%	2.50	1.02	-59.06%

**Absorption:** Last 12 months, an Average of **1,421** Sales/Month

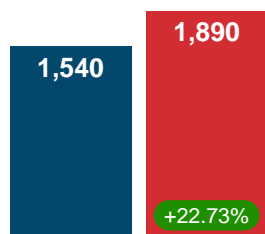
**Inventory** on April 30, 2021 = **1,456**

**2020** **2021**

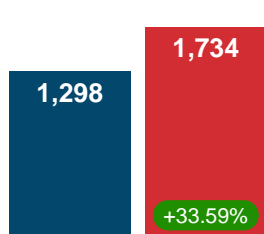
### APRIL MARKET

### AVERAGE PRICES

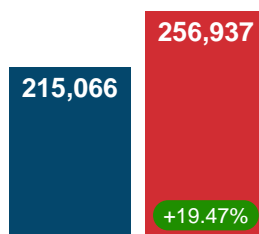
#### New Listings



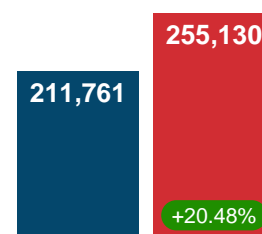
#### Pending Listings



#### List Price



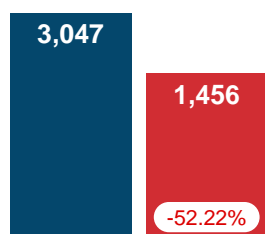
#### Sale Price



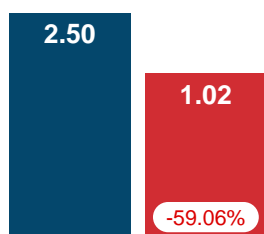
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

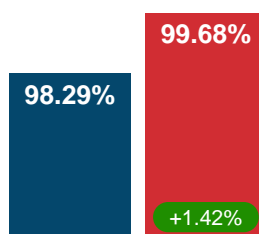
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

