

April 2021



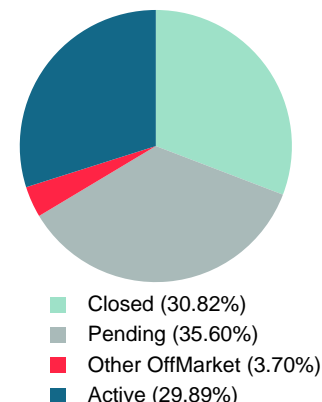
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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% |
| Median List Price | 189,250 | 215,000 | 13.61% |
| Median Sale Price | 184,700 | 215,000 | 16.40% |
| Median Percent of Selling Price to List Price | 99.86% | 100.00% | 0.14% |
| Median Days on Market to Sale | 12.00 | 4.00 | -66.67% |
| End of Month Inventory | 3,047 | 1,456 | -52.22% |
| Months Supply of Inventory | 2.50 | 1.02 | -59.06% |



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.

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 **16.40%** in April 2021 to \$215,000 versus the previous year at \$184,700.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 8.00 days or **66.67%** in April 2021 compared to last year's same month at **12.00** DOM.

Sales Success for April 2021 is Positive

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

There were 1,890 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.

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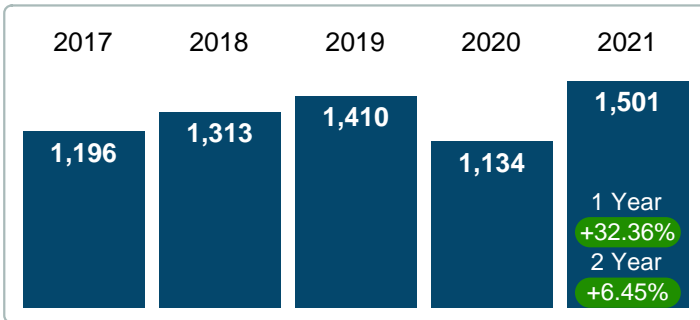
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



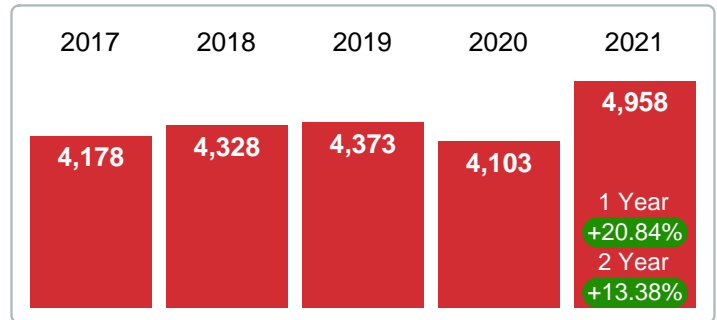
CLOSED LISTINGS

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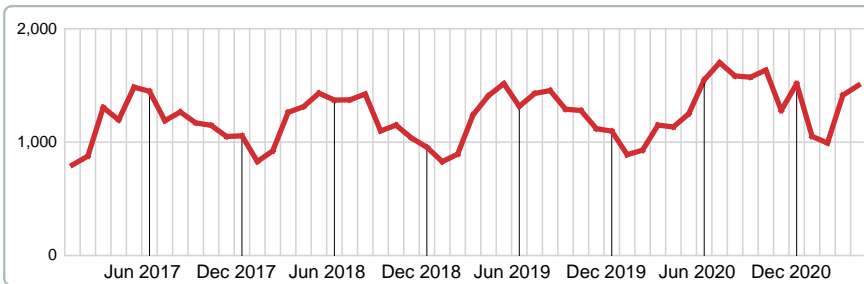
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

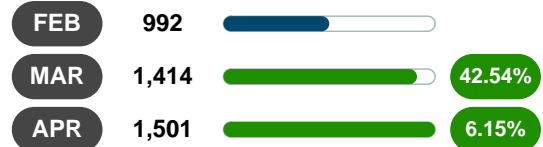


3 MONTHS

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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|------------|-----------------|------------------|------------------|------------------|
| \$75,000 and less | 106 | 7.06% | 11.0 | 62 | 39 | 4 | 1 |
| \$75,001 - \$125,000 | 131 | 8.73% | 7.0 | 39 | 82 | 8 | 2 |
| \$125,001 - \$175,000 | 257 | 17.12% | 4.0 | 32 | 200 | 25 | 0 |
| \$175,001 - \$250,000 | 429 | 28.58% | 3.0 | 21 | 291 | 107 | 10 |
| \$250,001 - \$325,000 | 240 | 15.99% | 3.0 | 8 | 123 | 98 | 11 |
| \$325,001 - \$425,000 | 175 | 11.66% | 5.0 | 3 | 56 | 95 | 21 |
| \$425,001 and up | 163 | 10.86% | 18.0 | 2 | 24 | 94 | 43 |
| Total Closed Units | 1,501 | | | 167 | 815 | 431 | 88 |
| Total Closed Volume | 382,950,339 | 100% | 4.0 | 20.77M | 171.62M | 147.32M | 43.24M |
| Median Closed Price | \$215,000 | | | \$98,500 | \$190,000 | \$300,000 | \$409,275 |

April 2021



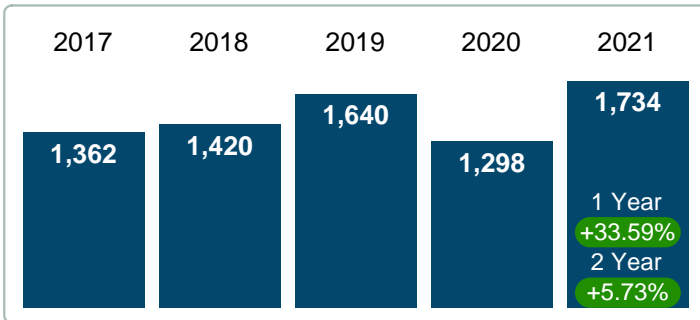
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



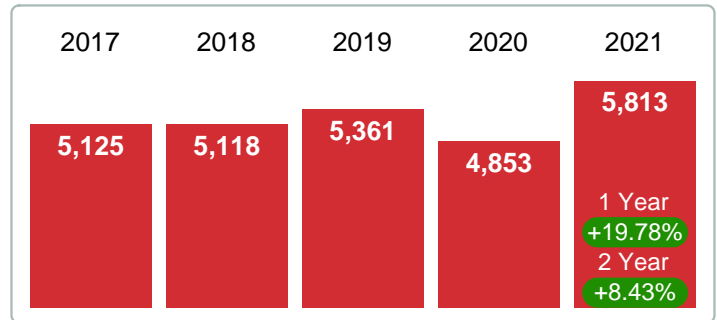
PENDING LISTINGS

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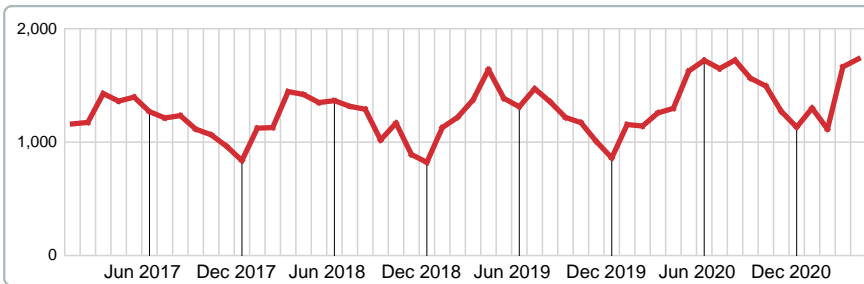
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

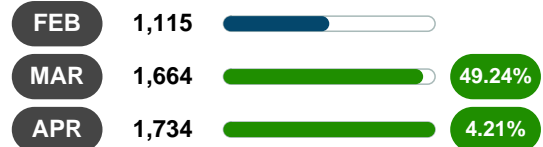


3 MONTHS

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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|------------|-----------------|------------------|------------------|------------------|
| \$75,000 and less | 165 | 9.52% | 55.0 | 85 | 71 | 9 | 0 |
| \$75,001 - \$125,000 | 166 | 9.57% | 4.0 | 54 | 93 | 15 | 4 |
| \$125,001 - \$175,000 | 290 | 16.72% | 4.0 | 26 | 239 | 25 | 0 |
| \$175,001 - \$225,000 | 342 | 19.72% | 4.0 | 23 | 243 | 75 | 1 |
| \$225,001 - \$325,000 | 400 | 23.07% | 5.0 | 13 | 188 | 169 | 30 |
| \$325,001 - \$425,000 | 189 | 10.90% | 6.0 | 14 | 50 | 102 | 23 |
| \$425,001 and up | 182 | 10.50% | 14.0 | 3 | 29 | 98 | 52 |
| Total Pending Units | 1,734 | | | 218 | 913 | 493 | 110 |
| Total Pending Volume | 444,715,737 | 100% | 5.0 | 29.28M | 184.11M | 175.24M | 56.08M |
| Median Listing Price | \$210,000 | | | \$94,500 | \$184,900 | \$299,000 | \$417,450 |

April 2021



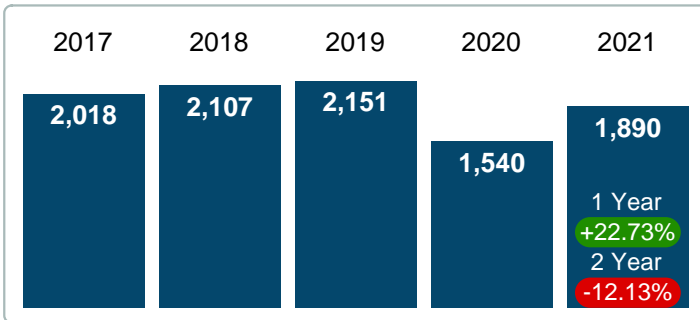
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



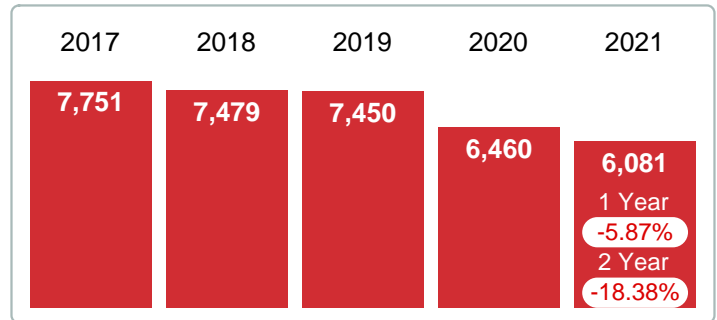
NEW LISTINGS

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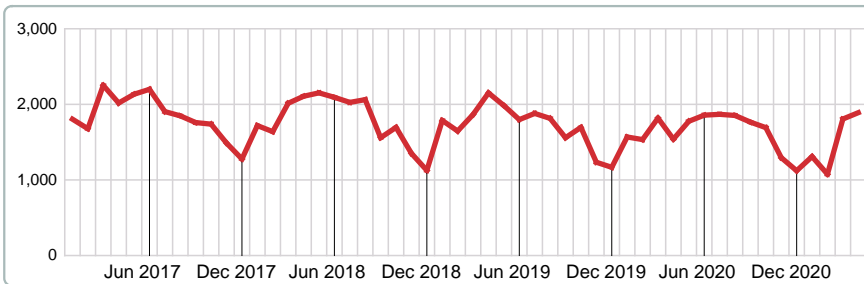
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

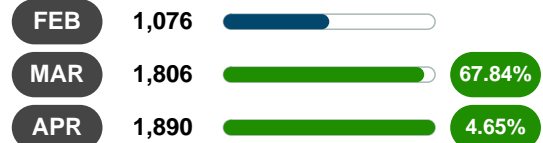


3 MONTHS

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 |
| Total New Listed Units | 1,890 | | 244 | 988 | 533 | 125 |
| Total New Listed Volume | 535,311,061 | 100% | 38.08M | 228.25M | 194.36M | 74.61M |
| Median New Listed Listing Price | \$220,000 | | \$113,950 | \$192,250 | \$315,000 | \$449,000 |

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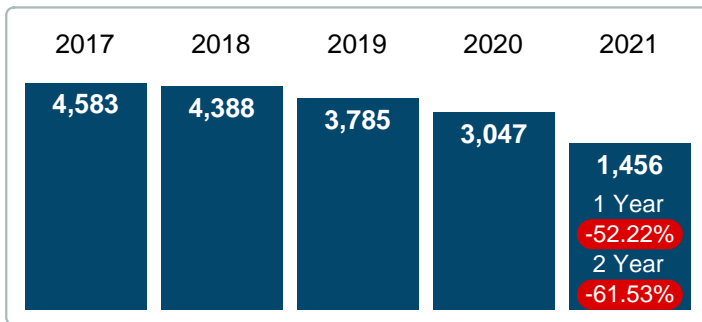
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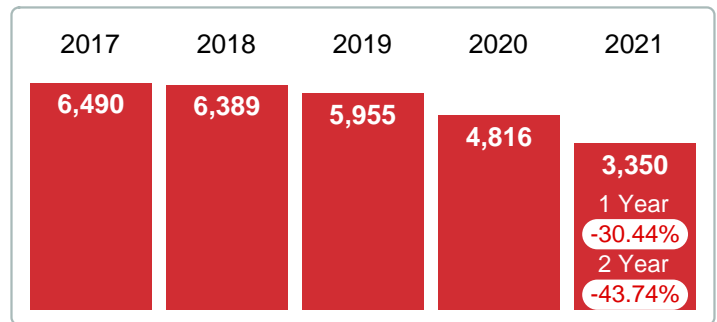
ACTIVE INVENTORY

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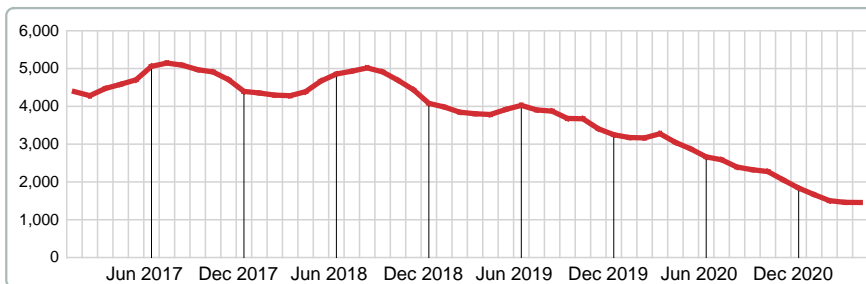
END OF APRIL



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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 137 | 9.41% | 39.0 | 81 | 42 | 13 | 1 |
| \$75,001 - \$125,000 | 125 | 8.59% | 40.0 | 48 | 66 | 9 | 2 |
| \$125,001 - \$200,000 | 245 | 16.83% | 15.0 | 49 | 157 | 33 | 6 |
| \$200,001 - \$350,000 | 354 | 24.31% | 18.0 | 29 | 199 | 110 | 16 |
| \$350,001 - \$475,000 | 231 | 15.87% | 32.0 | 16 | 83 | 111 | 21 |
| \$475,001 - \$800,000 | 219 | 15.04% | 38.0 | 7 | 47 | 101 | 64 |
| \$800,001 and up | 145 | 9.96% | 52.0 | 3 | 18 | 52 | 72 |
| Total Active Inventory by Units | 1,456 | | | 233 | 612 | 429 | 182 |
| Total Active Inventory by Volume | 602,885,843 | 100% | 29.0 | 38.94M | 174.87M | 215.06M | 174.02M |
| Median Active Inventory Listing Price | \$299,000 | | | \$110,000 | \$225,000 | \$399,900 | \$696,750 |

April 2021



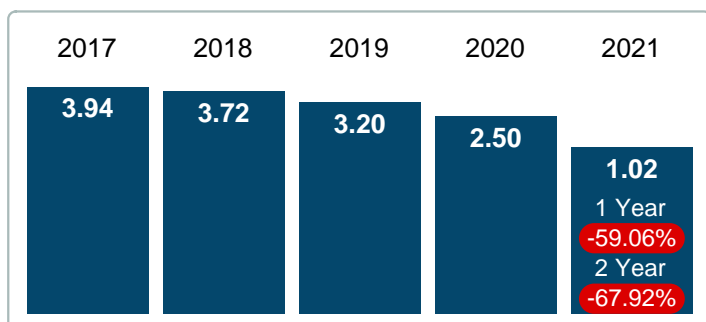
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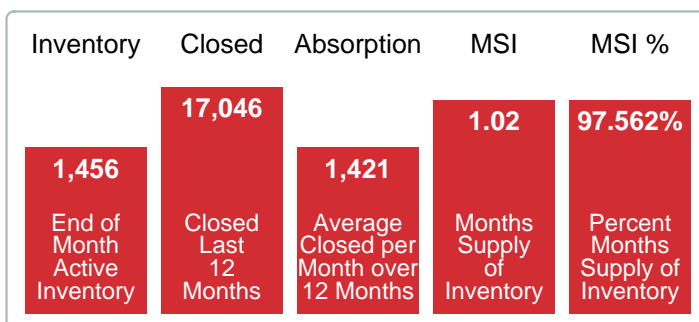
MONTHS SUPPLY of INVENTORY (MSI)

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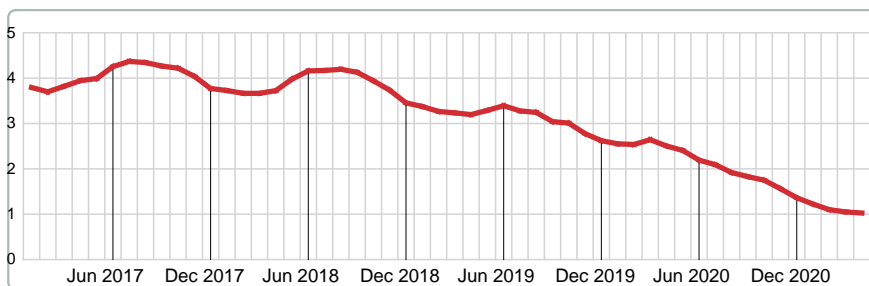
MSI FOR APRIL



INDICATORS FOR APRIL 2021

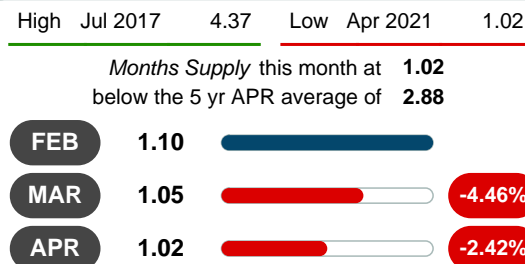


5 YEAR MARKET ACTIVITY TRENDS



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



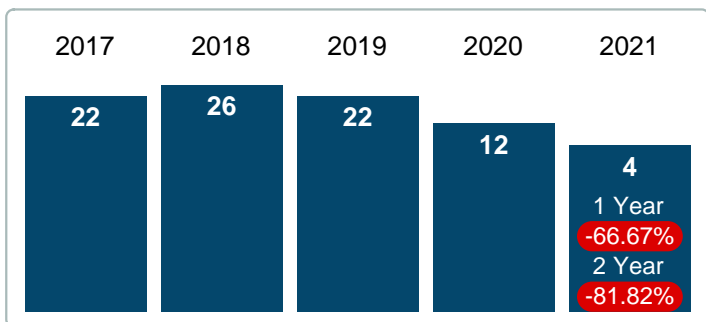
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



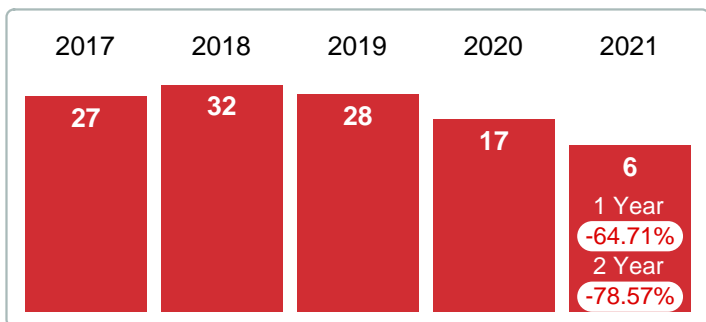
MEDIAN DAYS ON MARKET TO SALE

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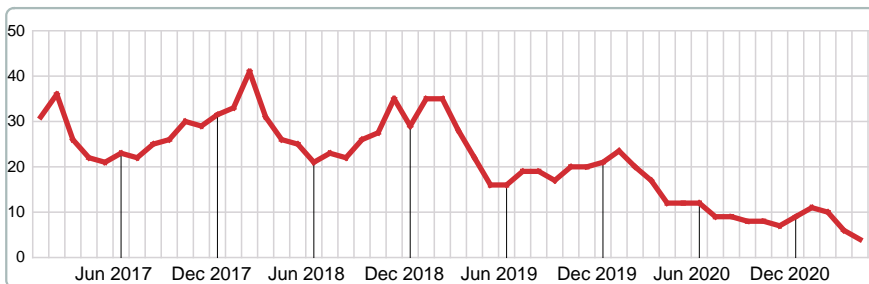
APRIL



YEAR TO DATE (YTD)

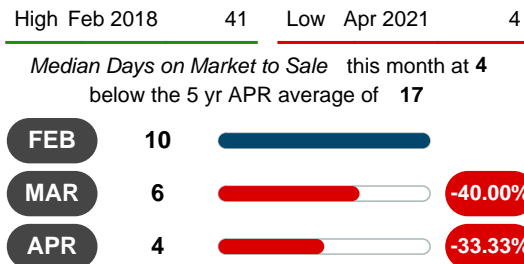


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 17



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 | 7.06% | 11 | 14 | 6 | 10 | 25 |
| \$75,001 - \$125,000 | 8.73% | 7 | 5 | 6 | 75 | 16 |
| \$125,001 - \$175,000 | 17.12% | 4 | 4 | 3 | 10 | 0 |
| \$175,001 - \$250,000 | 28.58% | 3 | 4 | 3 | 3 | 12 |
| \$250,001 - \$325,000 | 15.99% | 3 | 40 | 3 | 4 | 3 |
| \$325,001 - \$425,000 | 11.66% | 5 | 4 | 6 | 7 | 4 |
| \$425,001 and up | 10.86% | 18 | 59 | 16 | 10 | 20 |
| Median Closed DOM | | 4 | 7 | 3 | 5 | 17 |
| Total Closed Units | 100% | 4.0 | 167 | 815 | 431 | 88 |
| Total Closed Volume | | | 20.77M | 171.62M | 147.32M | 43.24M |

April 2021



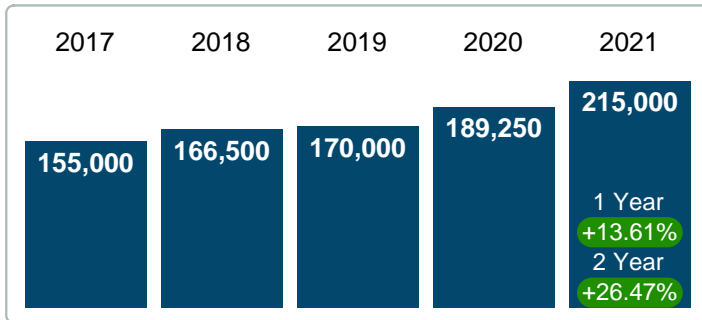
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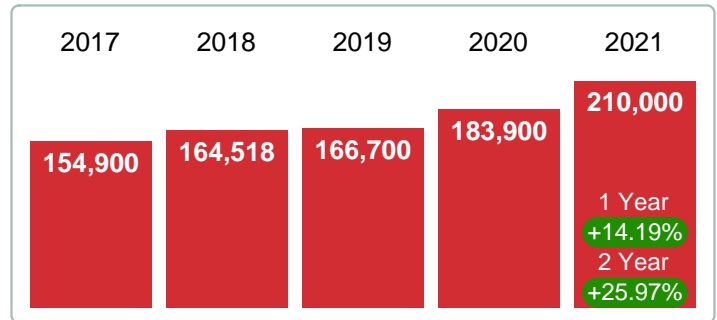
MEDIAN LIST PRICE AT CLOSING

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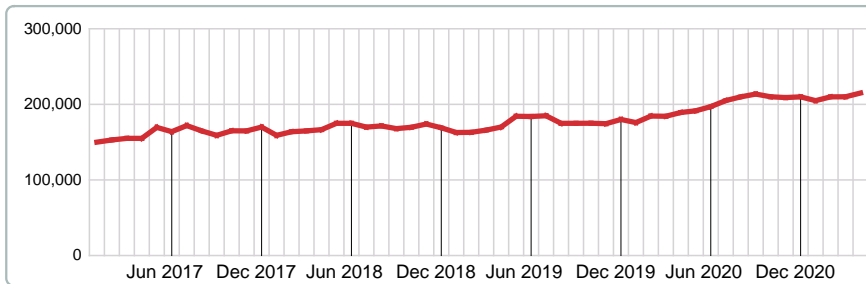
APRIL



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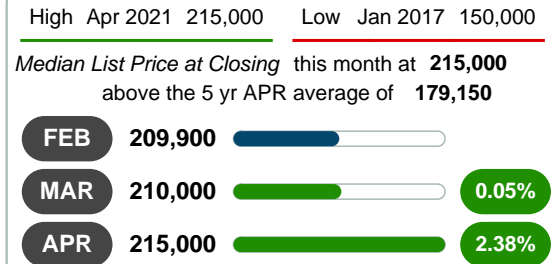


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 179,150



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 | 102 | 6.80% | 55,000 | 55,000 | 59,500 | 23,450 | 74,900 |
| \$75,001 - \$125,000 | 139 | 9.26% | 100,000 | 97,000 | 105,000 | 105,000 | 93,000 |
| \$125,001 - \$175,000 | 277 | 18.45% | 155,000 | 149,000 | 157,000 | 154,950 | 152,000 |
| \$175,001 - \$250,000 | 406 | 27.05% | 210,000 | 210,000 | 209,450 | 215,000 | 230,000 |
| \$250,001 - \$325,000 | 236 | 15.72% | 281,259 | 288,750 | 279,000 | 287,500 | 292,450 |
| \$325,001 - \$425,000 | 182 | 12.13% | 374,850 | 375,000 | 367,350 | 379,900 | 359,900 |
| \$425,001 and up | 159 | 10.59% | 549,900 | 707,500 | 525,000 | 549,000 | 600,000 |
| Median List Price | | | 215,000 | 98,000 | 189,000 | 299,900 | 399,225 |
| Total Closed Units | | 100% | 215,000 | 167 | 815 | 431 | 88 |
| Total Closed Volume | | | 385,662,576 | 21.07M | 171.58M | 148.80M | 44.22M |

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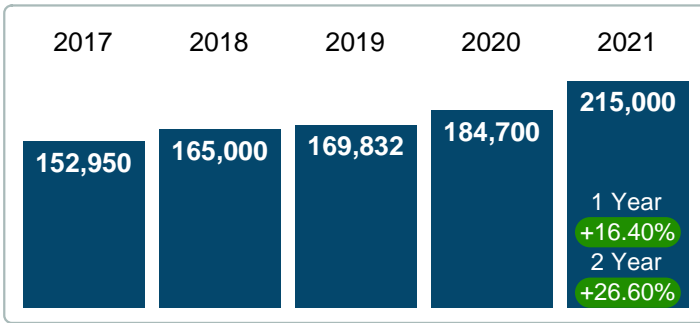
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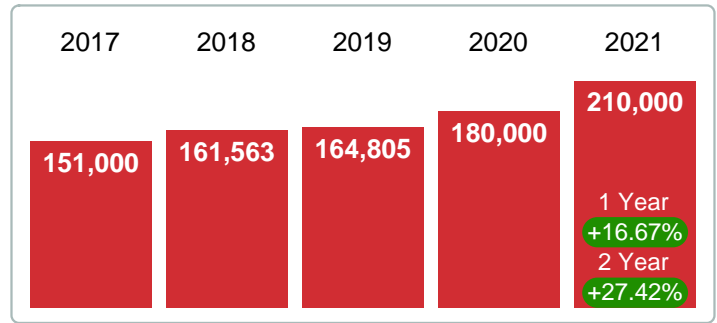
MEDIAN SOLD PRICE AT CLOSING

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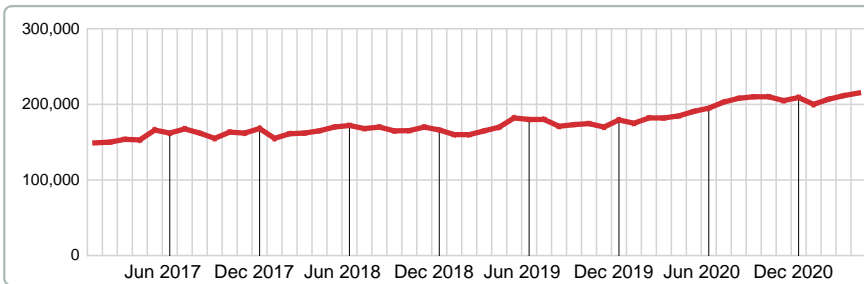
APRIL



YEAR TO DATE (YTD)

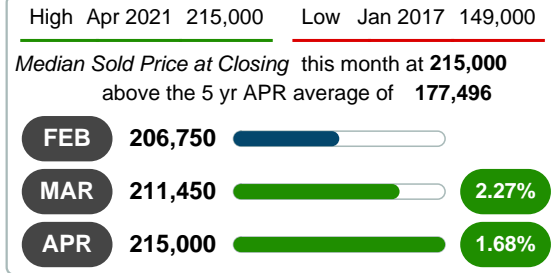


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 177,496



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 | 7.06% | 52,000 | 51,000 | 55,000 | 24,500 | 70,000 |
| \$75,001 - \$125,000 | 8.73% | 103,100 | 95,000 | 105,950 | 92,500 | 96,750 |
| \$125,001 - \$175,000 | 17.12% | 154,000 | 145,700 | 155,000 | 150,000 | 0 |
| \$175,001 - \$250,000 | 28.58% | 209,000 | 203,000 | 205,000 | 217,500 | 230,000 |
| \$250,001 - \$325,000 | 15.99% | 285,000 | 287,750 | 280,000 | 289,950 | 291,000 |
| \$325,001 - \$425,000 | 11.66% | 370,000 | 375,000 | 369,848 | 375,000 | 350,000 |
| \$425,001 and up | 10.86% | 541,750 | 717,500 | 533,001 | 518,225 | 599,900 |
| Median Sold Price | | 215,000 | 98,500 | 190,000 | 300,000 | 409,275 |
| Total Closed Units | 100% | 1,501 | 167 | 815 | 431 | 88 |
| Total Closed Volume | | 382,950,339 | 20.77M | 171.62M | 147.32M | 43.24M |

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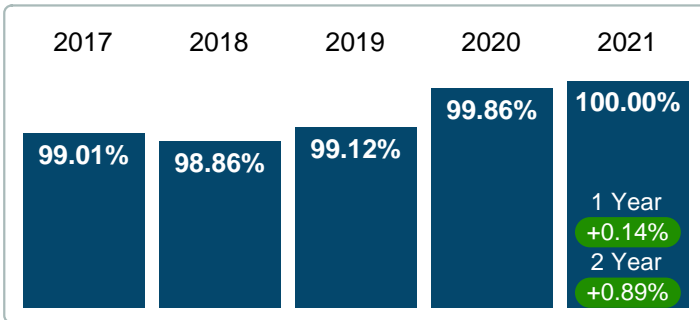
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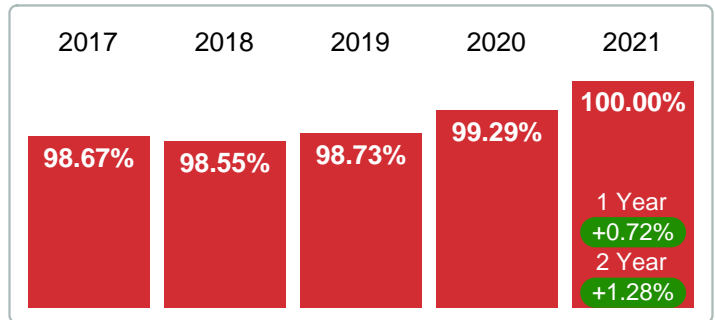
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

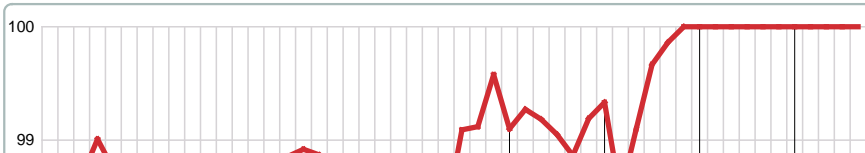
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 99.37%

High Apr 2021 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%** above the 5 yr APR average of **99.37%**

FEB 100.00%
MAR 100.00%
APR 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 | 106 | 7.06% | 95.97% | 95.67% | 95.00% | 100.74% | 93.46% |
| \$75,001 - \$125,000 | 131 | 8.73% | 100.00% | 100.00% | 100.00% | 93.85% | 83.16% |
| \$125,001 - \$175,000 | 257 | 17.12% | 100.00% | 100.45% | 100.00% | 100.00% | 0.00% |
| \$175,001 - \$250,000 | 429 | 28.58% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| \$250,001 - \$325,000 | 240 | 15.99% | 100.00% | 99.18% | 100.00% | 100.00% | 100.00% |
| \$325,001 - \$425,000 | 175 | 11.66% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| \$425,001 and up | 163 | 10.86% | 99.19% | 100.23% | 100.00% | 99.52% | 98.94% |
| Median Sold/List Ratio | | 100.00% | | 100.00% | 100.00% | 100.00% | 100.00% |
| 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



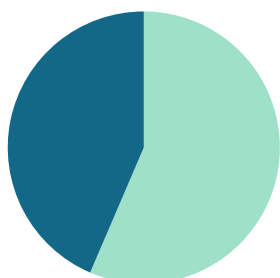
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

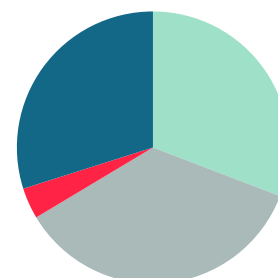


Inventory
 New Listings
1,890 = 56.45%
 Start Inventory
1,458
 Total Inventory Units
3,348
 Volume
\$1,113,483,010

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% |
| Median List Price | 189,250 | 215,000 | 13.61% | 183,900 | 210,000 | 14.19% |
| Median Sale Price | 184,700 | 215,000 | 16.40% | 180,000 | 210,000 | 16.67% |
| Median Percent of Selling Price to List Price | 99.86% | 100.00% | 0.14% | 99.29% | 100.00% | 0.72% |
| Median Days on Market to Sale | 12.00 | 4.00 | -66.67% | 17.00 | 6.00 | -64.71% |
| 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

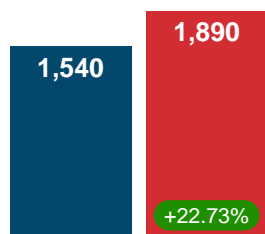
Inventory on April 30, 2021 = **1,456**

2020 **2021**

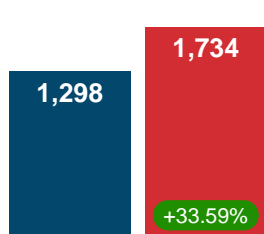
APRIL MARKET

MEDIAN PRICES

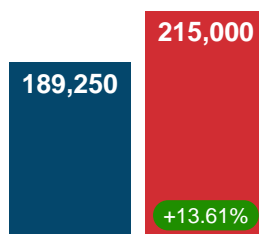
New Listings



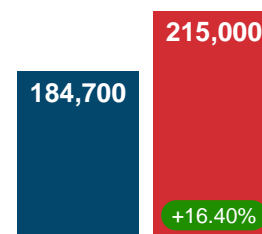
Pending Listings



List Price



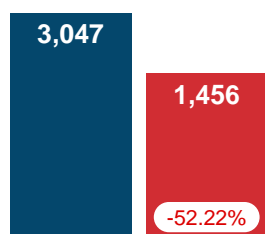
Sale Price



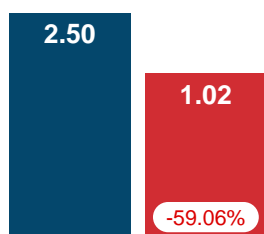
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

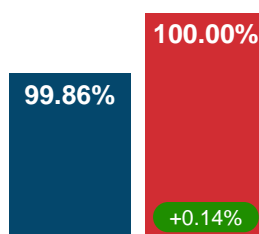
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

