

# January 2021



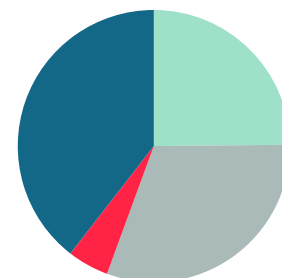
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	890	1,051	18.09%
Pending Listings	1,155	1,300	12.55%
New Listings	1,568	1,309	-16.52%
Average List Price	207,292	239,596	15.58%
Average Sale Price	201,604	236,007	17.06%
Average Percent of Selling Price to List Price	96.90%	98.37%	1.51%
Average Days on Market to Sale	42.67	30.06	-29.57%
End of Month Inventory	3,168	1,670	-47.29%
Months Supply of Inventory	2.55	1.23	-51.85%



■ Closed (24.85%)  
■ Pending (30.74%)  
■ Other OffMarket (4.92%)  
■ Active (39.49%)

**Absorption:** Last 12 months, an Average of **1,363** Sales/Month  
**Active Inventory** as of January 31, 2021 = **1,670**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2021 decreased **47.29%** to 1,670 existing homes available for sale. Over the last 12 months this area has had an average of 1,363 closed sales per month. This represents an unsold inventory index of **1.23** 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 **17.06%** in January 2021 to \$236,007 versus the previous year at \$201,604.

#### Average Days on Market Shortens

The average number of **30.06** days that homes spent on the market before selling decreased by 12.62 days or **29.57%** in January 2021 compared to last year's same month at **42.67** 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 1,309 New Listings in January 2021, down **16.52%** from last year at 1,568. Furthermore, there were 1,051 Closed Listings this month versus last year at 890, a **18.09%** increase.

Closed versus Listed trends yielded a **80.3%** ratio, up from previous year's, January 2020, at **56.8%**, a **41.46%** 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>
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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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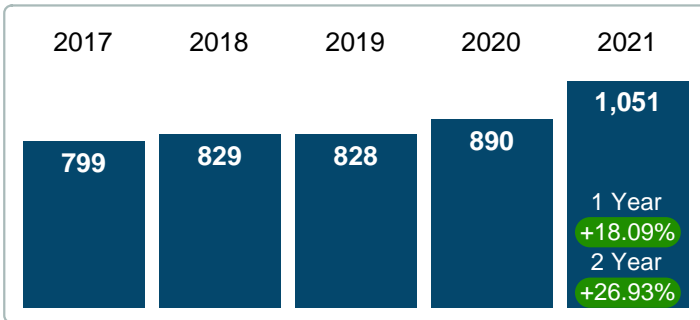
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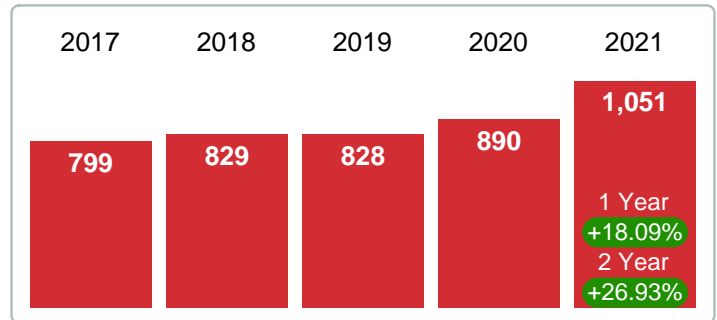
## CLOSED LISTINGS

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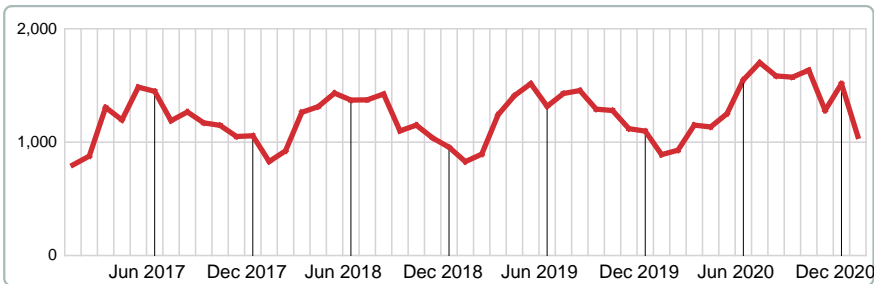
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

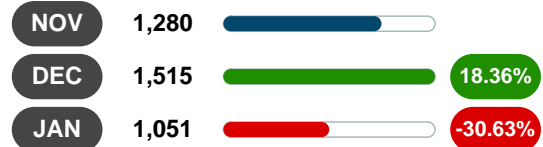


### 3 MONTHS

5 year JAN AVG = 879

High Jul 2020 1,701 Low Jan 2017 799

Closed Listings this month at **1,051**  
above the 5 yr JAN average of **879**



### 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	80	7.61%	33.9	37	38	4	1
\$75,001 - \$125,000	130	12.37%	20.5	38	82	8	2
\$125,001 - \$150,000	94	8.94%	14.0	3	79	12	0
\$150,001 - \$225,000	315	29.97%	22.1	12	223	77	3
\$225,001 - \$300,000	191	18.17%	32.1	6	100	80	5
\$300,001 - \$375,000	112	10.66%	46.2	2	35	57	18
\$375,001 and up	129	12.27%	51.6	1	32	69	27
<b>Total Closed Units</b>	<b>1,051</b>			<b>99</b>	<b>589</b>	<b>307</b>	<b>56</b>
<b>Total Closed Volume</b>	<b>248,043,412</b>	<b>100%</b>	<b>30.1</b>	<b>10.84M</b>	<b>116.49M</b>	<b>93.97M</b>	<b>26.74M</b>
<b>Average Closed Price</b>	<b>\$236,007</b>			<b>\$109,481</b>	<b>\$197,780</b>	<b>\$306,092</b>	<b>\$477,537</b>

# January 2021



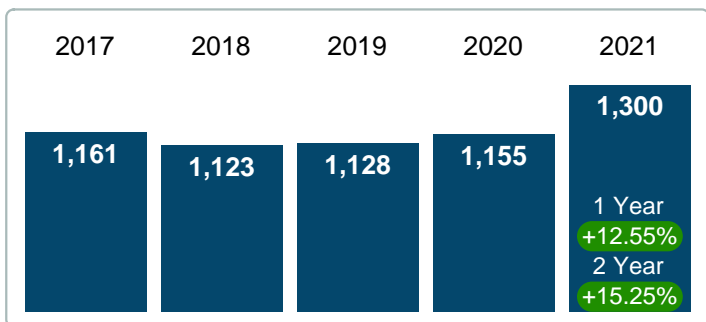
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



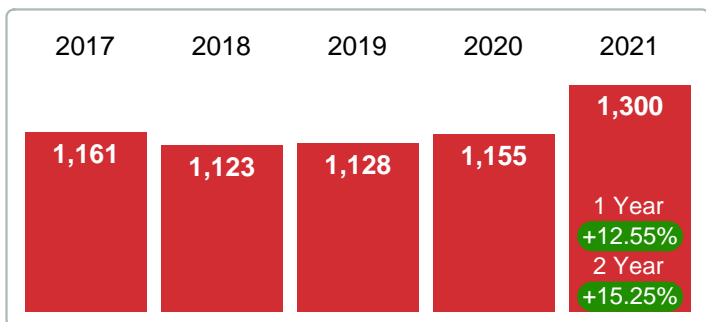
## PENDING LISTINGS

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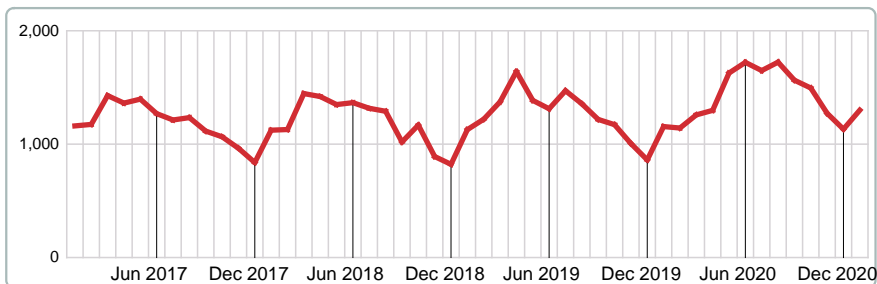
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

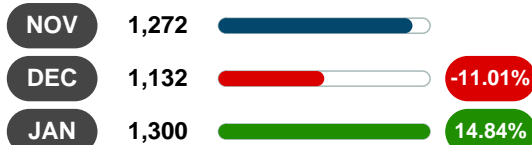


### 3 MONTHS

5 year JAN AVG = 1,173

High Aug 2020 1,723 Low Dec 2018 822

Pending Listings this month at 1,300 above the 5 yr JAN average of 1,173



### 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	80	6.15%	32.0	42	36	2	0
\$75,001 - \$125,000	147	11.31%	24.8	46	90	10	1
\$125,001 - \$175,000	259	19.92%	25.7	20	195	41	3
\$175,001 - \$225,000	260	20.00%	24.2	13	189	53	5
\$225,001 - \$300,000	222	17.08%	35.3	5	111	90	16
\$300,001 - \$400,000	186	14.31%	48.1	2	70	96	18
\$400,001 and up	146	11.23%	64.5	1	25	84	36
<b>Total Pending Units</b>	<b>1,300</b>			<b>129</b>	<b>716</b>	<b>376</b>	<b>79</b>
<b>Total Pending Volume</b>	<b>320,325,727</b>	<b>100%</b>	<b>33.9</b>	<b>14.82M</b>	<b>144.76M</b>	<b>126.04M</b>	<b>34.71M</b>
<b>Average Listing Price</b>	<b>\$247,685</b>			<b>\$114,902</b>	<b>\$202,173</b>	<b>\$335,219</b>	<b>\$439,304</b>

# January 2021



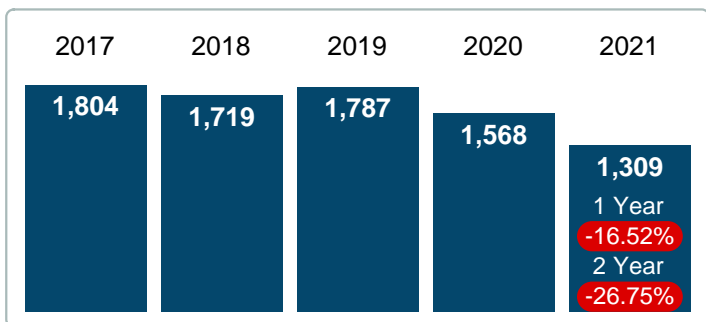
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



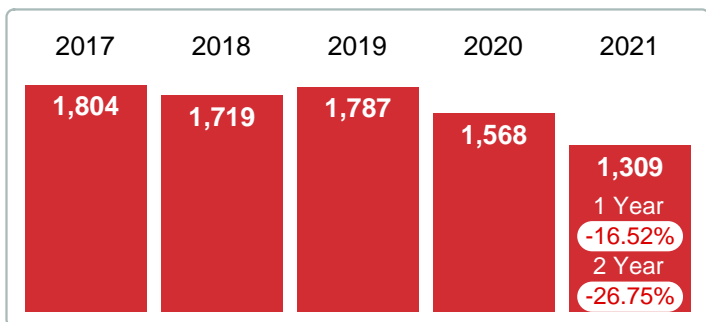
## NEW LISTINGS

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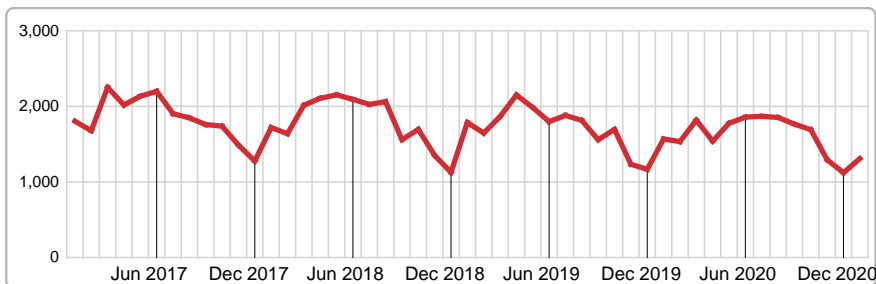
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

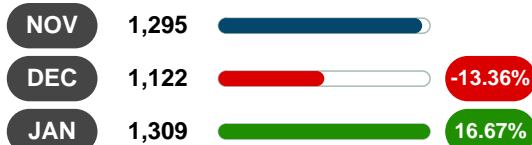


### 3 MONTHS

5 year JAN AVG = 1,637

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

New Listings this month at 1,309  
below the 5 yr JAN average of 1,637



### 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	95	7.26%	50	36	8	1
\$75,001 - \$125,000	164	12.53%	63	93	7	1
\$125,001 - \$175,000	241	18.41%	15	200	23	3
\$175,001 - \$225,000	262	20.02%	11	193	55	3
\$225,001 - \$300,000	205	15.66%	9	94	92	10
\$300,001 - \$425,000	195	14.90%	4	59	106	26
\$425,001 and up	147	11.23%	2	20	77	48
<b>Total New Listed Units</b>	<b>1,309</b>		<b>154</b>	<b>695</b>	<b>368</b>	<b>92</b>
<b>Total New Listed Volume</b>	<b>339,957,343</b>	<b>100%</b>	<b>18.73M</b>	<b>137.07M</b>	<b>129.48M</b>	<b>54.68M</b>
<b>Average New Listed Listing Price</b>	<b>\$249,247</b>		<b>\$121,651</b>	<b>\$197,219</b>	<b>\$351,836</b>	<b>\$594,355</b>

# January 2021



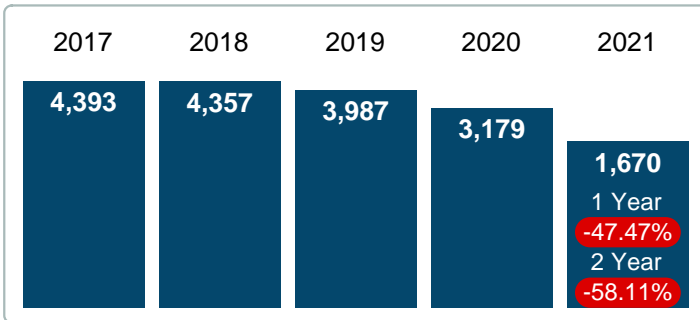
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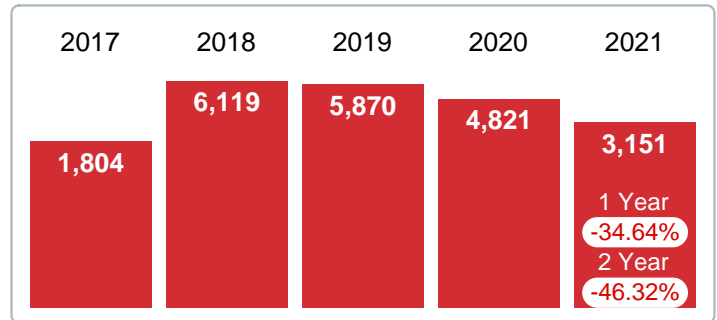
## ACTIVE INVENTORY

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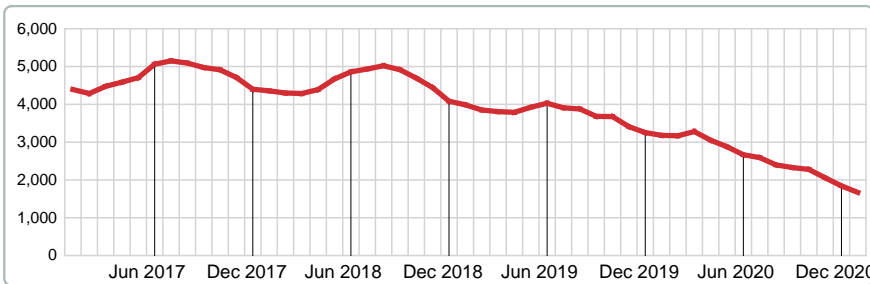
### END OF JANUARY



### ACTIVE DURING JANUARY

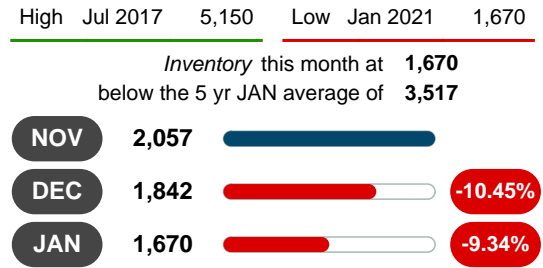


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 3,517



### 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	81	4.85%	105.5	49	28	3	1
\$50,001 - \$100,000	264	15.81%	94.8	108	123	31	2
\$100,001 - \$175,000	240	14.37%	61.8	43	172	22	3
\$175,001 - \$325,000	421	25.21%	57.5	45	218	142	16
\$325,001 - \$450,000	289	17.31%	85.7	10	108	139	32
\$450,001 - \$750,000	210	12.57%	89.2	5	38	107	60
\$750,001 and up	165	9.88%	105.1	5	15	56	89
<b>Total Active Inventory by Units</b>	<b>1,670</b>			<b>265</b>	<b>702</b>	<b>500</b>	<b>203</b>
<b>Total Active Inventory by Volume</b>	<b>636,567,252</b>	<b>100%</b>	<b>79.9</b>	<b>39.05M</b>	<b>166.94M</b>	<b>236.31M</b>	<b>194.26M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$381,178</b>			<b>\$147,373</b>	<b>\$237,801</b>	<b>\$472,627</b>	<b>\$956,965</b>

# January 2021



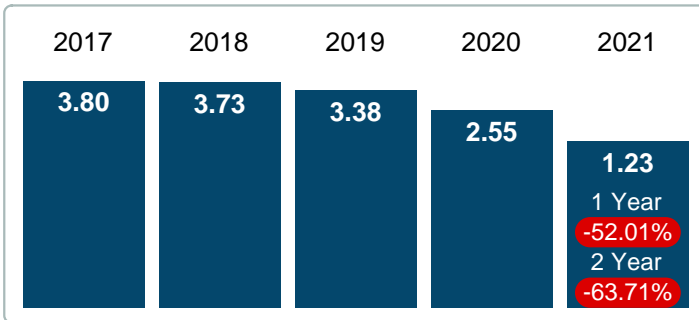
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



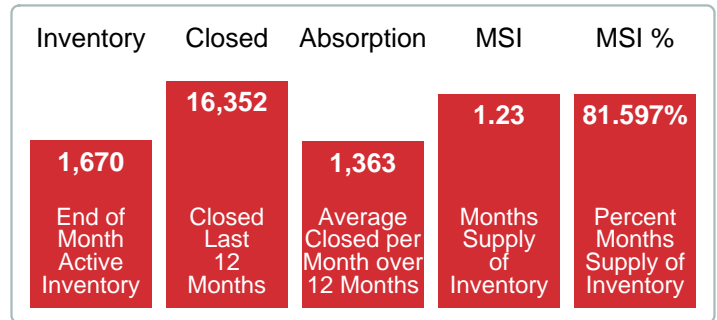
## MONTHS SUPPLY of INVENTORY (MSI)

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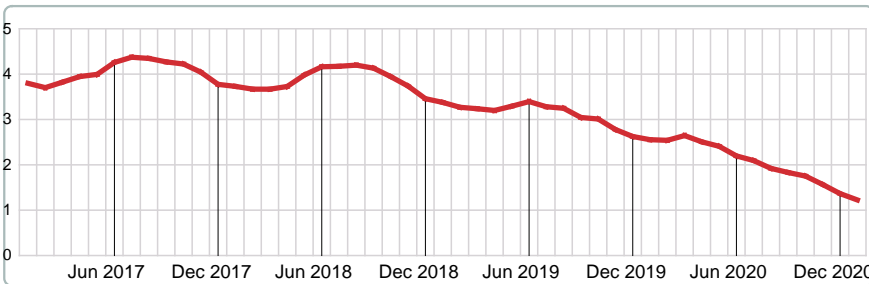
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

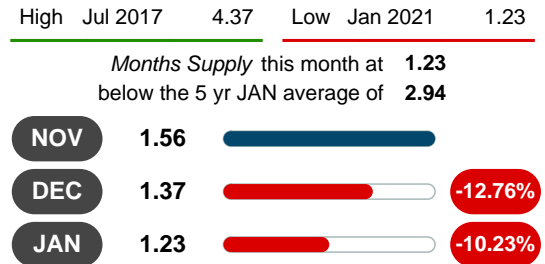


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2.94



### 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	81	4.85%	1.76	1.96	1.57	1.09	2.00
\$50,001 - \$100,000	264	15.81%	2.24	2.67	1.81	3.61	2.00
\$100,001 - \$175,000	240	14.37%	0.63	1.13	0.58	0.54	1.06
\$175,001 - \$325,000	421	25.21%	0.73	2.09	0.73	0.61	0.70
\$325,001 - \$450,000	289	17.31%	1.88	3.87	2.79	1.50	1.58
\$450,001 - \$750,000	210	12.57%	2.92	10.00	2.92	2.66	3.27
\$750,001 and up	165	9.88%	9.25	20.00	7.50	6.59	12.56
Market Supply of Inventory (MSI)			1.23	2.07	0.95	1.18	2.79
Total Active Inventory by Units		100%	1,670	265	702	500	203

# January 2021



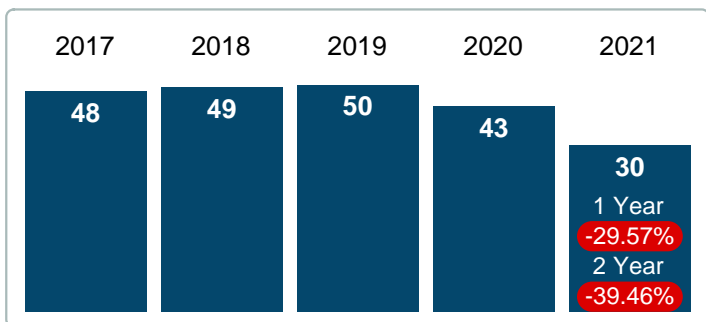
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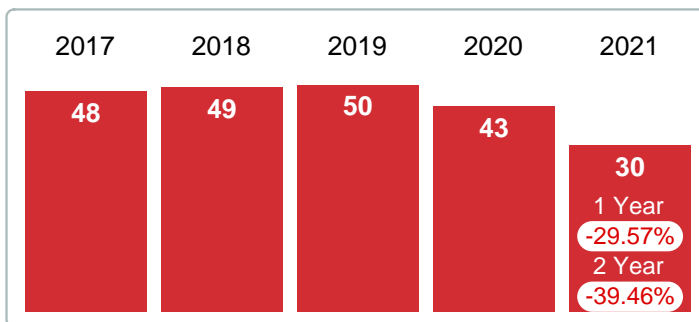
## AVERAGE DAYS ON MARKET TO SALE

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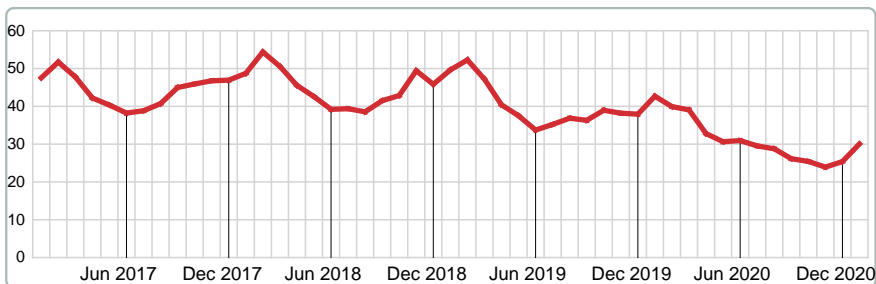
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

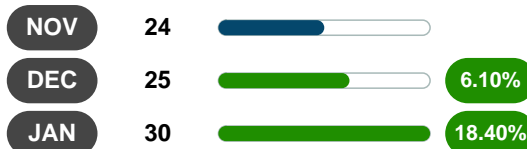


### 3 MONTHS

5 year JAN AVG = 44

High Feb 2018 54 Low Nov 2020 24

Average Days on Market to Sale this month at 30 below the 5 yr JAN average of 44



### 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	7.61%	34	31	33	14	263
\$75,001 - \$125,000	12.37%	20	21	21	13	27
\$125,001 - \$150,000	8.94%	14	32	12	24	0
\$150,001 - \$225,000	29.97%	22	18	21	24	45
\$225,001 - \$300,000	18.17%	32	9	33	33	29
\$300,001 - \$375,000	10.66%	46	28	58	38	51
\$375,001 and up	12.27%	52	19	42	53	59
<b>Average Closed DOM</b>		<b>30</b>				
<b>Total Closed Units</b>	<b>1,051</b>	<b>100%</b>	<b>30</b>			
<b>Total Closed Volume</b>	<b>248,043,412</b>			<b>10.84M</b>	<b>116.49M</b>	<b>93.97M</b> <b>26.74M</b>

# January 2021



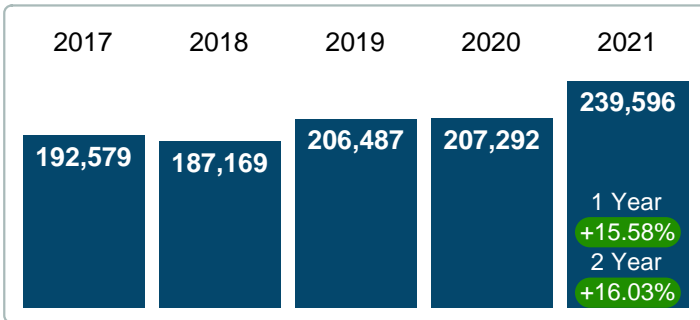
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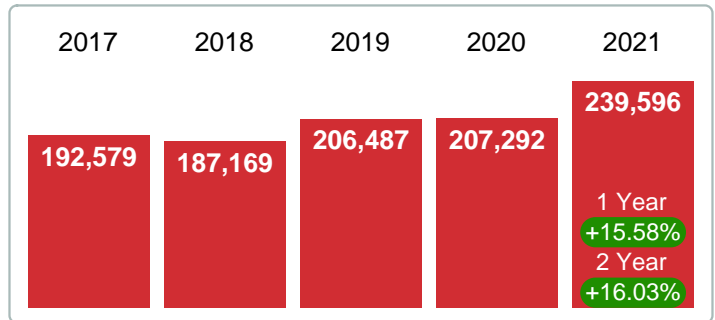
## AVERAGE LIST PRICE AT CLOSING

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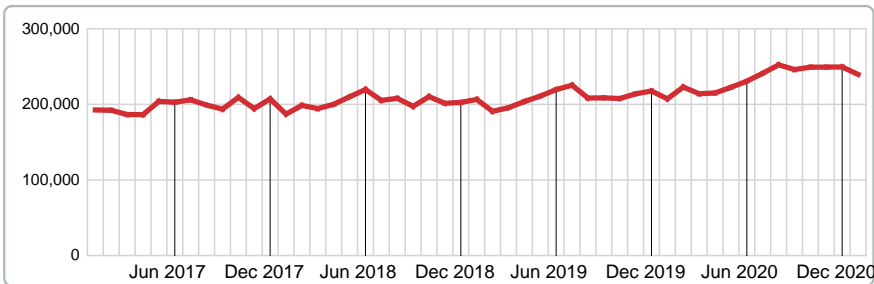
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

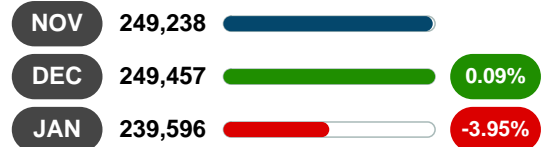


### 3 MONTHS

5 year JAN AVG = 206,625

High Aug 2020 252,223 Low Apr 2017 186,405

Average List Price at Closing this month at **239,596**  
above the 5 yr JAN average of **206,625**



### 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 (67)	6.37%	53,145	51,981	64,187	62,225	89,000
\$75,001 - \$125,000 (136)	12.94%	101,791	101,513	105,619	112,063	125,000
\$125,001 - \$150,000 (98)	9.32%	139,290	138,233	140,243	145,877	0
\$150,001 - \$225,000 (308)	29.31%	186,914	182,558	186,125	196,014	189,000
\$225,001 - \$300,000 (196)	18.65%	261,443	258,817	263,783	266,859	276,130
\$300,001 - \$375,000 (116)	11.04%	338,051	350,000	326,730	343,032	347,667
\$375,001 and up (130)	12.37%	559,495	425,000	519,575	524,109	704,711
<b>Average List Price</b>		<b>239,596</b>	<b>111,758</b>	<b>200,552</b>	<b>309,622</b>	<b>492,354</b>
<b>Total Closed Units</b>	<b>1,051</b>	<b>100%</b>	<b>99</b>	<b>589</b>	<b>307</b>	<b>56</b>
<b>Total Closed Volume</b>	<b>251,815,212</b>		<b>11.06M</b>	<b>118.13M</b>	<b>95.05M</b>	<b>27.57M</b>



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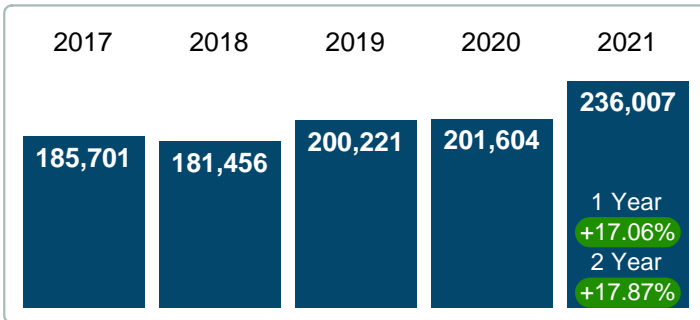
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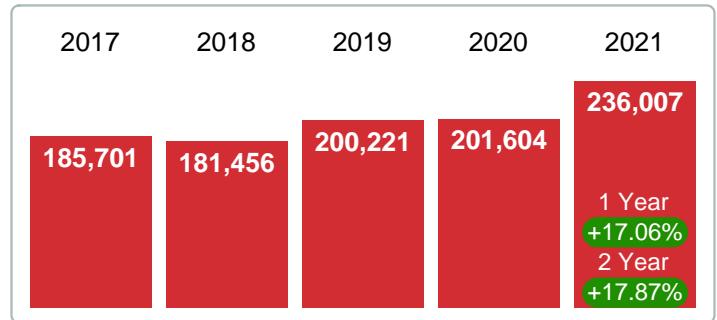
## AVERAGE SOLD PRICE AT CLOSING

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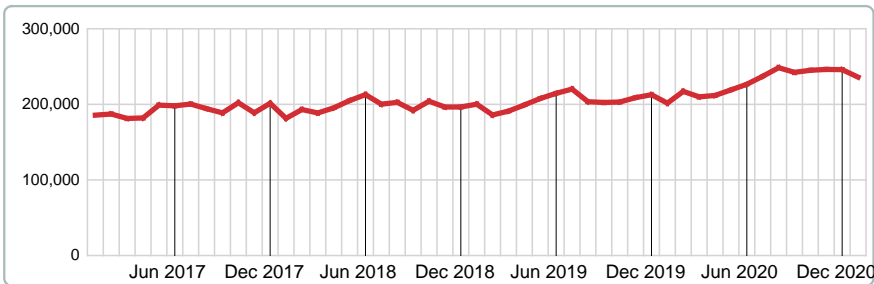
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

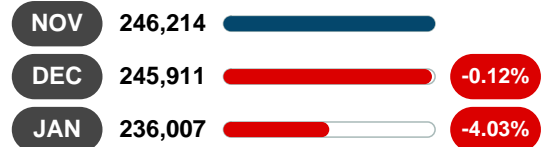


### 3 MONTHS

5 year JAN AVG = 200,998

High Aug 2020 248,457 Low Mar 2017 181,336

Average Sold Price at Closing this month at **236,007** above the 5 yr JAN average of **200,998**



### 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	7.61%	52,915	48,583	56,175	57,750	70,000
\$75,001 - \$125,000	12.37%	102,934	99,988	103,309	110,063	115,000
\$125,001 - \$150,000	8.94%	139,217	131,333	139,354	140,283	0
\$150,001 - \$225,000	29.97%	186,940	183,083	184,829	193,573	189,000
\$225,001 - \$300,000	18.17%	261,592	257,583	260,261	262,794	273,801
\$300,001 - \$375,000	10.66%	335,979	340,000	326,719	338,917	344,233
\$375,001 and up	12.27%	549,323	425,000	506,226	520,703	678,144
<b>Average Sold Price</b>		<b>236,007</b>	<b>109,481</b>	<b>197,780</b>	<b>306,092</b>	<b>477,537</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>236,007</b>	<b>99</b>	<b>589</b>	<b>307</b>	<b>56</b>
<b>Total Closed Volume</b>		<b>248,043,412</b>	<b>10.84M</b>	<b>116.49M</b>	<b>93.97M</b>	<b>26.74M</b>

# January 2021



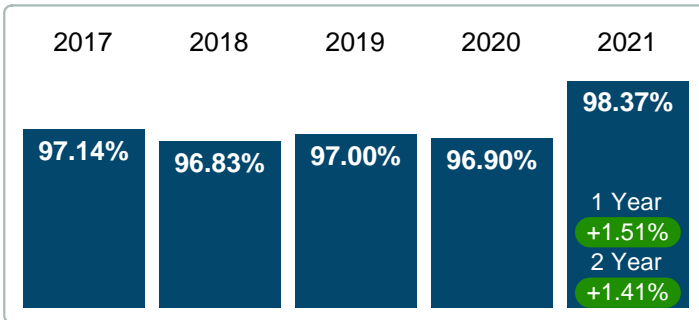
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



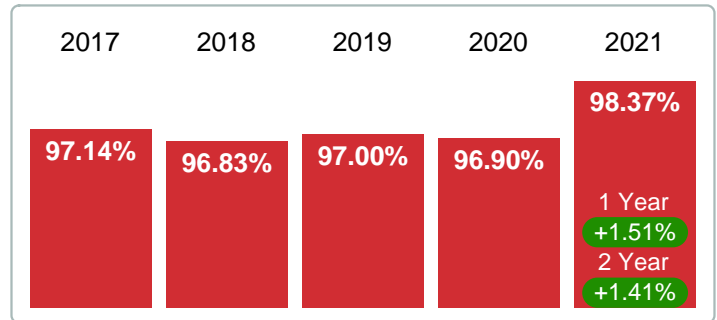
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

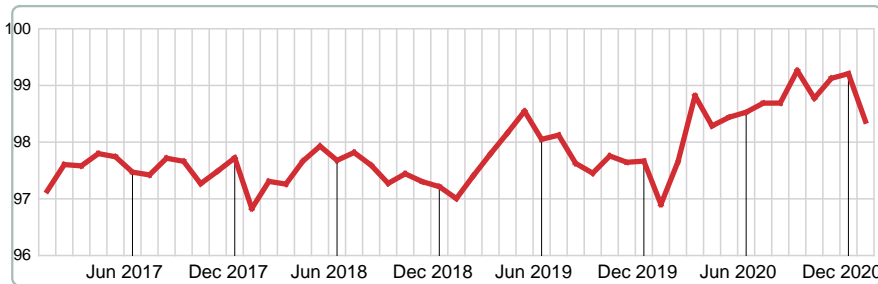
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

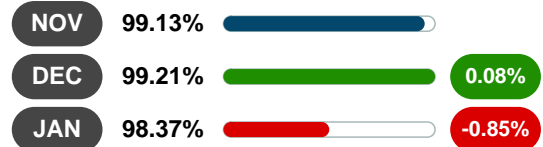


### 3 MONTHS

5 year JAN AVG = 97.25%

High Sep 2020 99.26% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **98.37%**  
above the 5 yr JAN average of **97.25%**



### 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	80	7.61%	90.51%	92.60%	88.44%	93.89%	78.65%
\$75,001 - \$125,000	130	12.37%	98.53%	98.61%	98.68%	98.16%	92.00%
\$125,001 - \$150,000	94	8.94%	98.98%	95.49%	99.52%	96.33%	0.00%
\$150,001 - \$225,000	315	29.97%	99.37%	100.52%	99.45%	98.93%	100.15%
\$225,001 - \$300,000	191	18.17%	98.82%	99.50%	98.97%	98.56%	99.10%
\$300,001 - \$375,000	112	10.66%	99.25%	97.33%	100.04%	98.88%	99.08%
\$375,001 and up	129	12.27%	98.77%	100.00%	98.15%	99.70%	97.06%
Average Sold/List Ratio		98.40%		96.54%	98.52%	98.81%	97.55%
Total Closed Units	1,051	100%	98.40%	99	589	307	56
Total Closed Volume	248,043,412			10.84M	116.49M	93.97M	26.74M

# January 2021



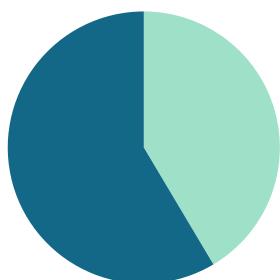
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

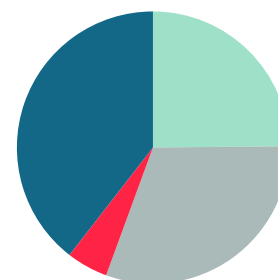


**Inventory**  
 New Listings  
**1,309 = 41.45%**  
 Start Inventory  
**1,849**  
 Total Inventory Units  
**3,158**  
 Volume  
**\$1,036,968,300**

### Market Activity

Closed Sales  
**1,051 = 24.85%**  
 Pending Sales  
**1,300 = 30.74%**  
 Other Off Market  
**208 = 4.92%**  
 Active Inventory  
**1,670 = 39.49%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	890	1,051	18.09%	890	1,051	18.09%
Pending Sales	1,155	1,300	12.55%	1,155	1,300	12.55%
New Listings	1,568	1,309	-16.52%	1,568	1,309	-16.52%
Average List Price	207,292	239,596	15.58%	207,292	239,596	15.58%
Average Sale Price	201,604	236,007	17.06%	201,604	236,007	17.06%
Average Percent of Selling Price to List Price	96.90%	98.37%	1.51%	96.90%	98.37%	1.51%
Average Days on Market to Sale	42.67	30.06	-29.57%	42.67	30.06	-29.57%
Monthly Inventory	3,168	1,670	-47.29%	3,168	1,670	-47.29%
Months Supply of Inventory	2.55	1.23	-51.85%	2.55	1.23	-51.85%

**Absorption:** Last 12 months, an Average of **1,363** Sales/Month

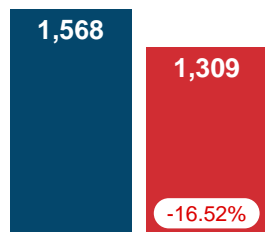
**Inventory** on January 31, 2021 = **1,670**

**2020** **2021**

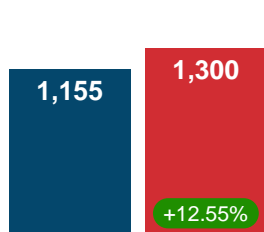
### JANUARY MARKET

### AVERAGE PRICES

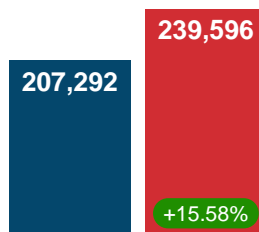
#### New Listings



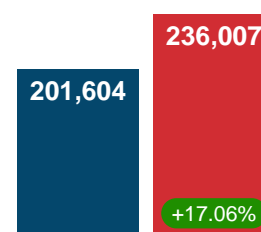
#### Pending Listings



#### List Price



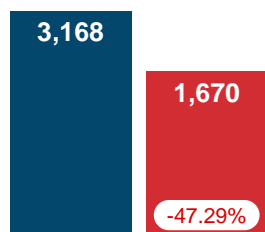
#### Sale Price



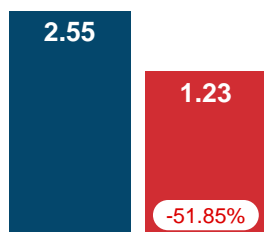
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

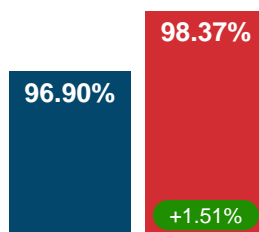
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

