

January 2021



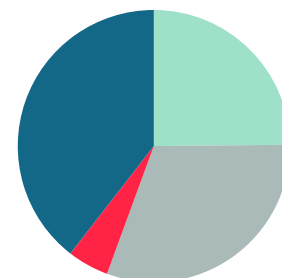
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	175,910	204,900	16.48%
Median Sale Price	175,000	200,000	14.29%
Median Percent of Selling Price to List Price	98.52%	100.00%	1.50%
Median Days on Market to Sale	23.50	11.00	-53.19%
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.

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 **14.29%** in January 2021 to \$200,000 versus the previous year at \$175,000.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 12.50 days or **53.19%** in January 2021 compared to last year's same month at **23.50** DOM.

Sales Success for January 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 1,309 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.

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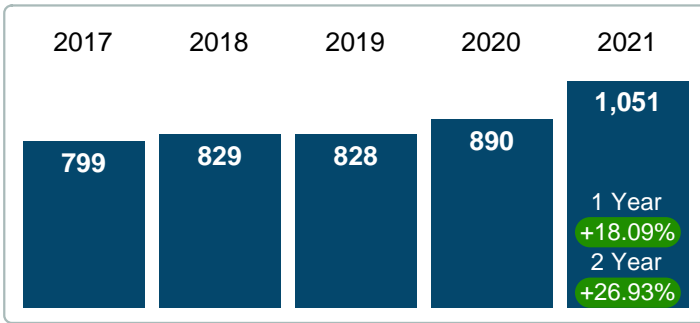
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



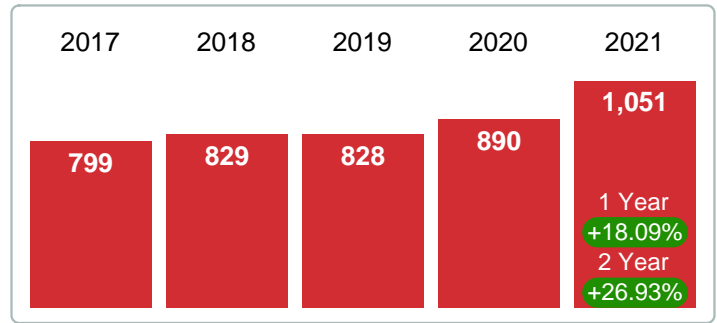
CLOSED LISTINGS

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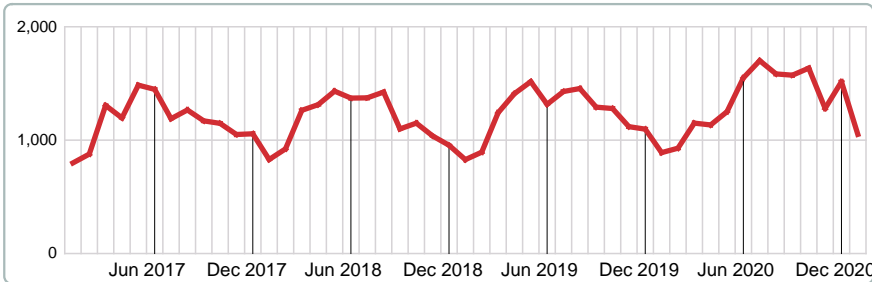
JANUARY



YEAR TO DATE (YTD)

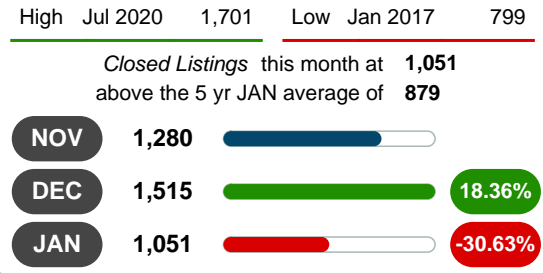


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 879



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	80	7.61%	14.0	37	38	4	1
\$75,001 - \$125,000	130	12.37%	7.5	38	82	8	2
\$125,001 - \$150,000	94	8.94%	5.0	3	79	12	0
\$150,001 - \$225,000	315	29.97%	8.0	12	223	77	3
\$225,001 - \$300,000	191	18.17%	13.0	6	100	80	5
\$300,001 - \$375,000	112	10.66%	25.0	2	35	57	18
\$375,001 and up	129	12.27%	27.0	1	32	69	27
Total Closed Units	1,051			99	589	307	56
Total Closed Volume	248,043,412	100%	11.0	10.84M	116.49M	93.97M	26.74M
Median Closed Price	\$200,000			\$90,000	\$180,000	\$275,000	\$373,950

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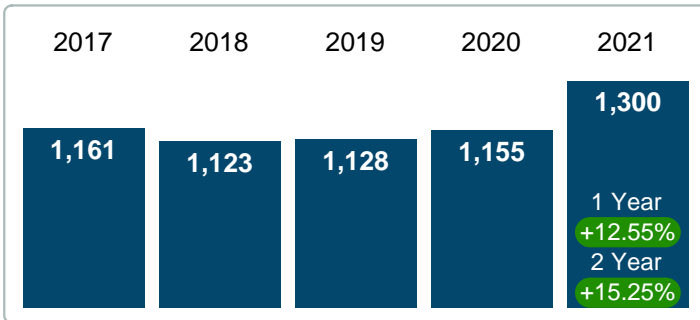
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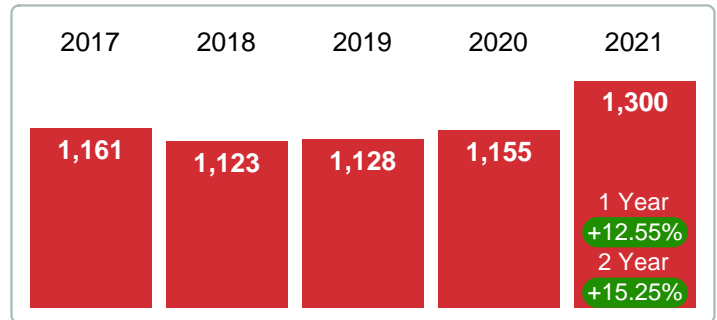
PENDING LISTINGS

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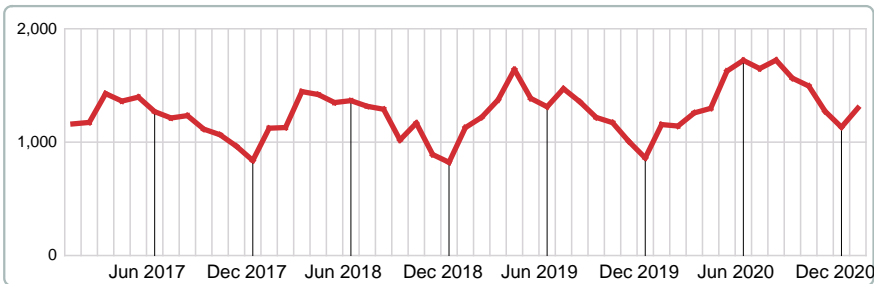
JANUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	80	6.15%	19.0	42	36	2	0
\$75,001 - \$125,000	147	11.31%	7.0	46	90	10	1
\$125,001 - \$175,000	259	19.92%	6.0	20	195	41	3
\$175,001 - \$225,000	260	20.00%	6.0	13	189	53	5
\$225,001 - \$300,000	222	17.08%	12.0	5	111	90	16
\$300,001 - \$400,000	186	14.31%	27.5	2	70	96	18
\$400,001 and up	146	11.23%	43.0	1	25	84	36
Total Pending Units	1,300			129	716	376	79
Total Pending Volume	320,325,727	100%	11.0	14.82M	144.76M	126.04M	34.71M
Median Listing Price	\$204,950			\$105,000	\$185,000	\$299,200	\$379,000

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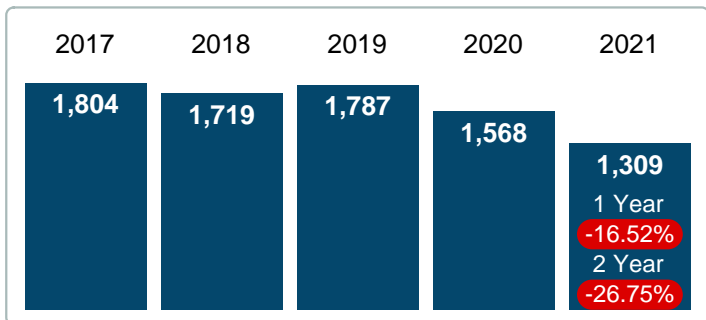
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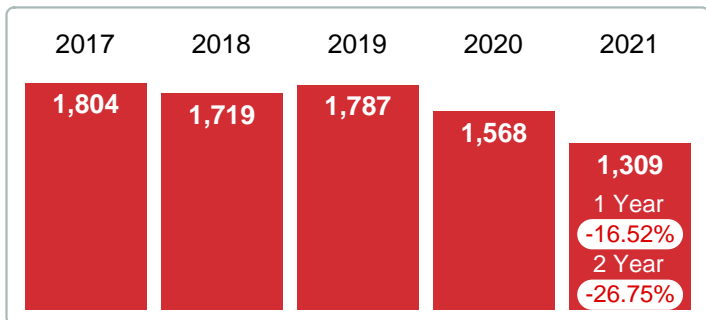
NEW LISTINGS

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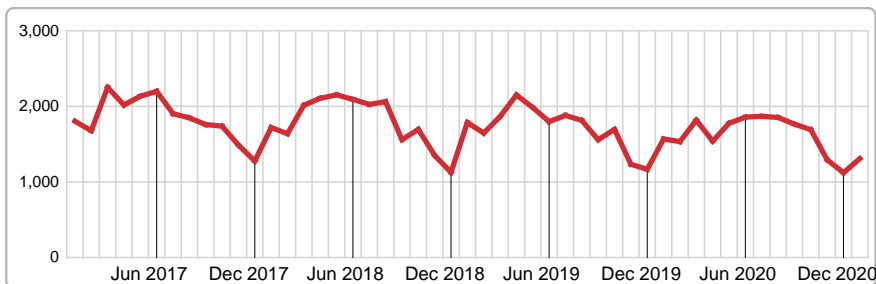
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

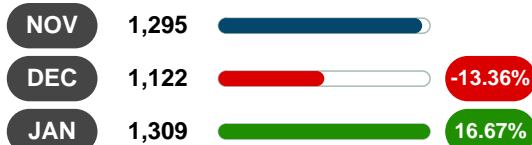


3 MONTHS

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
Total New Listed Units	1,309		154	695	368	92
Total New Listed Volume	339,957,343	100%	18.73M	137.07M	129.48M	54.68M
Median New Listed Listing Price	\$200,000		\$98,750	\$179,900	\$299,900	\$441,108

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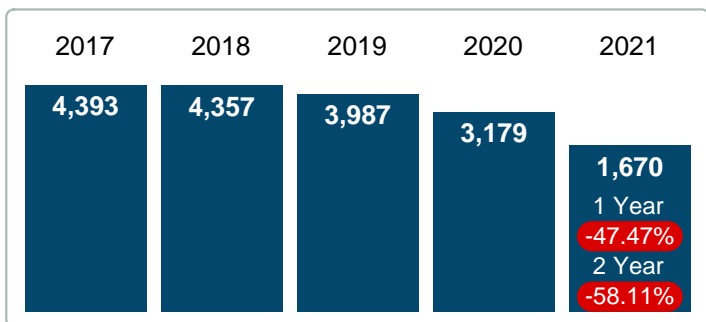
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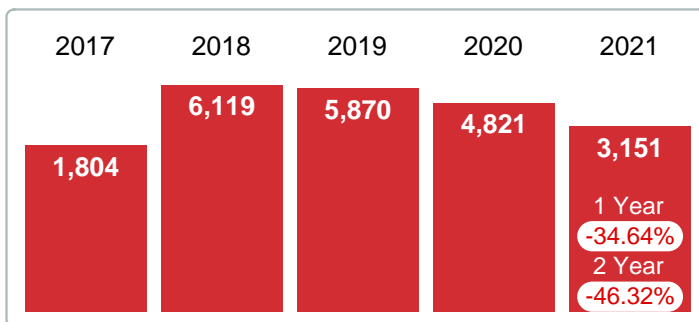
ACTIVE INVENTORY

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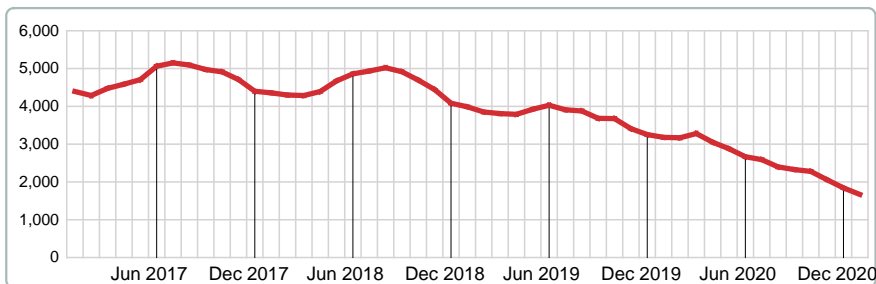
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3,517

High Jul 2017 5,150 Low Jan 2021 1,670

Inventory this month at 1,670 below the 5 yr JAN average of 3,517



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	81	4.85%	61.0	49	28	3	1
\$50,001 - \$100,000	264	15.81%	101.0	108	123	31	2
\$100,001 - \$175,000	240	14.37%	27.0	43	172	22	3
\$175,001 - \$325,000	421	25.21%	33.0	45	218	142	16
\$325,001 - \$450,000	289	17.31%	73.0	10	108	139	32
\$450,001 - \$750,000	210	12.57%	82.0	5	38	107	60
\$750,001 and up	165	9.88%	100.0	5	15	56	89
Total Active Inventory by Units			1,670	265	702	500	203
Total Active Inventory by Volume			636,567,252	39.05M	166.94M	236.31M	194.26M
Median Active Inventory Listing Price			\$250,000	\$85,000	\$184,450	\$388,700	\$700,000

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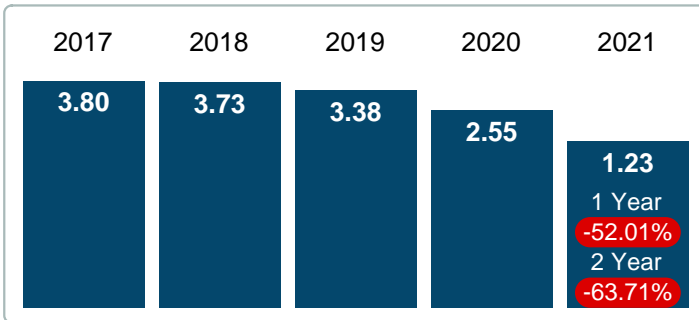
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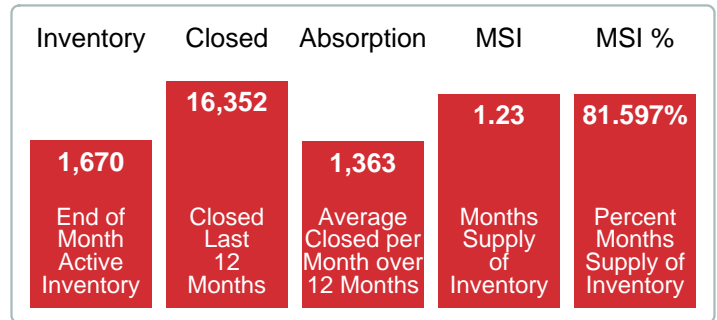
MONTHS SUPPLY of INVENTORY (MSI)

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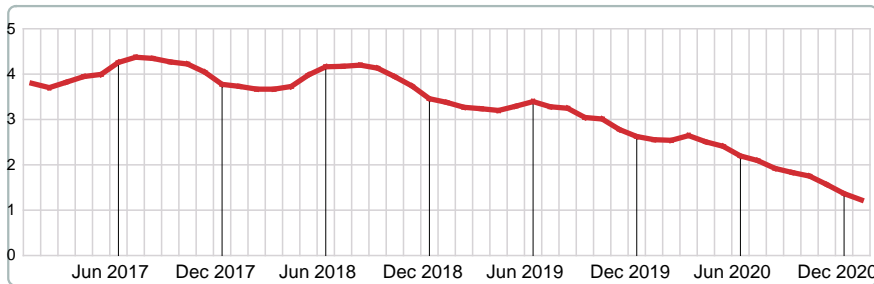
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

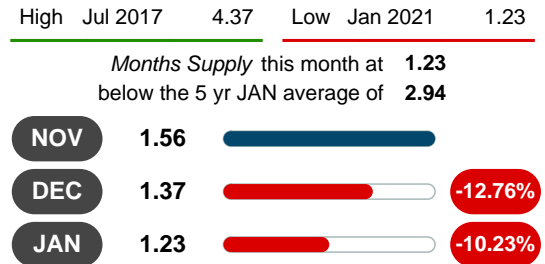


5 YEAR MARKET ACTIVITY TRENDS



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

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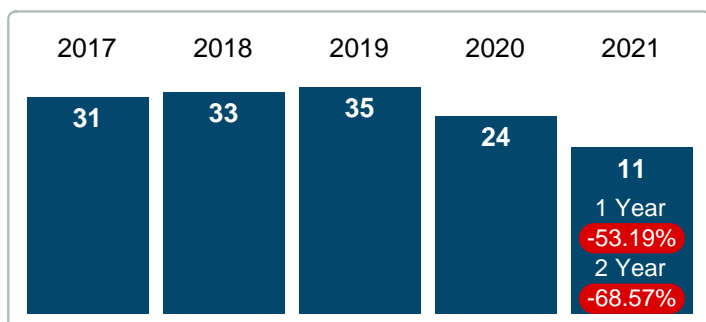
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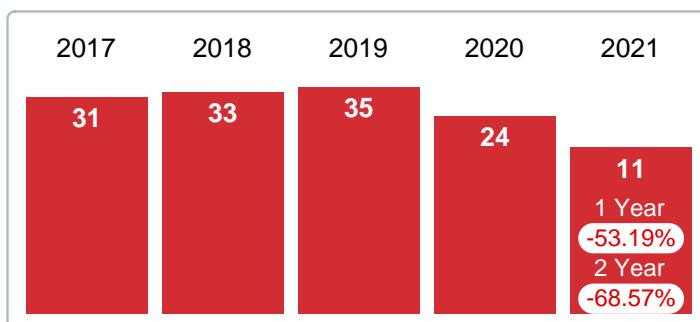
MEDIAN DAYS ON MARKET TO SALE

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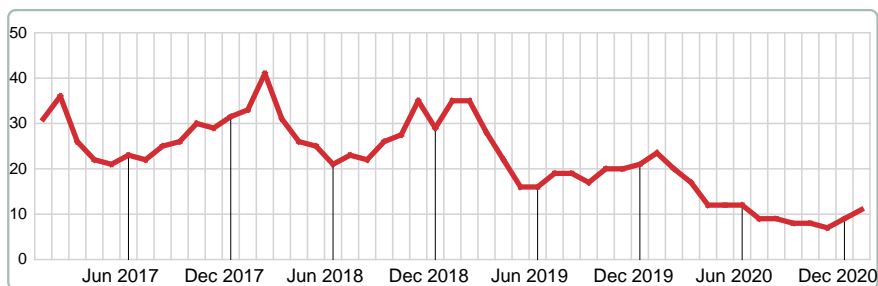
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

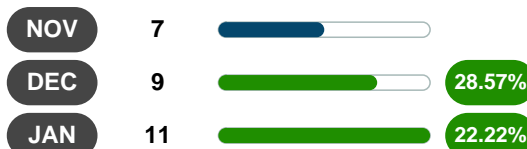


3 MONTHS

5 year JAN AVG = 27

High Feb 2018 41 Low Nov 2020 7

Median Days on Market to Sale this month at 11 below the 5 yr JAN average of 27



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	7.61%	14	17	14	13	263
\$75,001 - \$125,000	12.37%	8	8	8	5	27
\$125,001 - \$150,000	8.94%	5	45	5	6	0
\$150,001 - \$225,000	29.97%	8	3	6	14	59
\$225,001 - \$300,000	18.17%	13	7	10	17	18
\$300,001 - \$375,000	10.66%	25	28	21	25	31
\$375,001 and up	12.27%	27	19	24	27	46
Median Closed DOM		11	12	7	18	30
Total Closed Units	100%	1,051	99	589	307	56
Total Closed Volume		248,043,412	10.84M	116.49M	93.97M	26.74M

January 2021



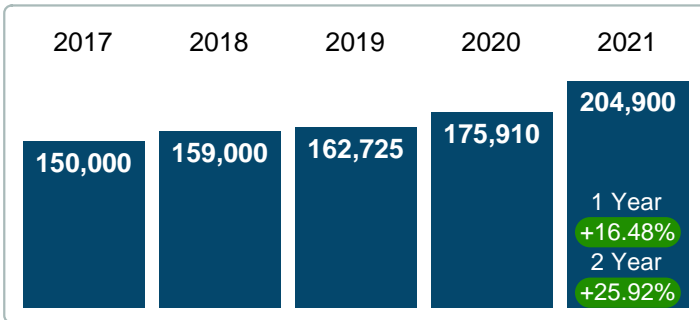
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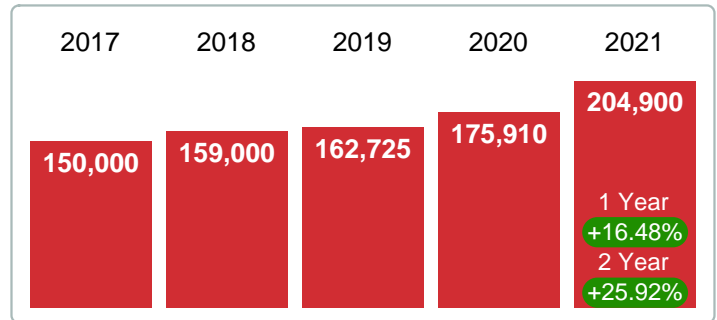
MEDIAN LIST PRICE AT CLOSING

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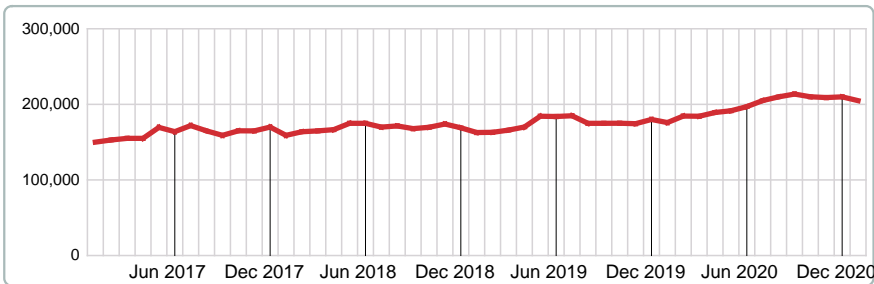
JANUARY



YEAR TO DATE (YTD)

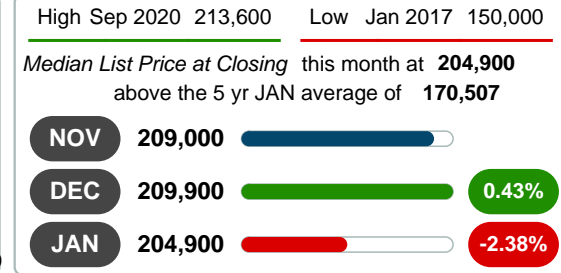


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 170,507



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 67	6.37%	57,000	50,000	60,000	50,000	0
\$75,001 - \$125,000 136	12.94%	99,250	99,900	98,500	110,000	125,000
\$125,001 - \$150,000 98	9.32%	139,900	140,000	139,900	142,450	0
\$150,001 - \$225,000 308	29.31%	185,000	179,900	185,000	190,000	195,000
\$225,001 - \$300,000 196	18.65%	259,700	245,000	252,450	265,000	287,000
\$300,001 - \$375,000 116	11.04%	330,000	350,000	323,900	339,950	347,950
\$375,001 and up 130	12.37%	479,375	425,000	475,000	459,258	597,000
Median List Price		204,900	92,000	180,000	280,000	379,950
Total Closed Units		1,051	99	589	307	56
Total Closed Volume		251,815,212	11.06M	118.13M	95.05M	27.57M

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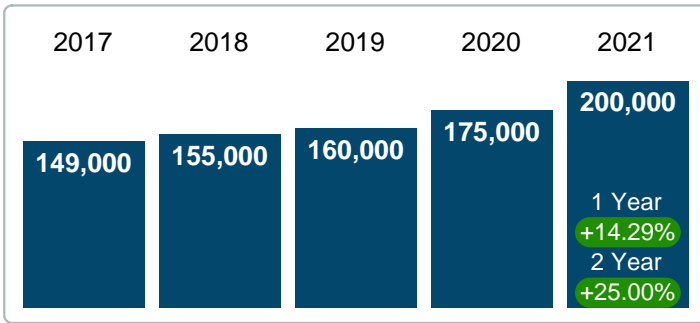
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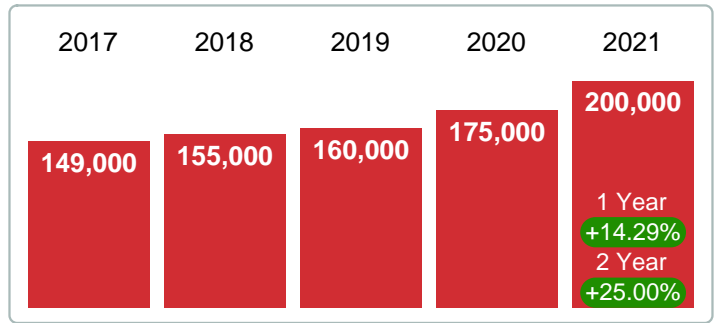
MEDIAN SOLD PRICE AT CLOSING

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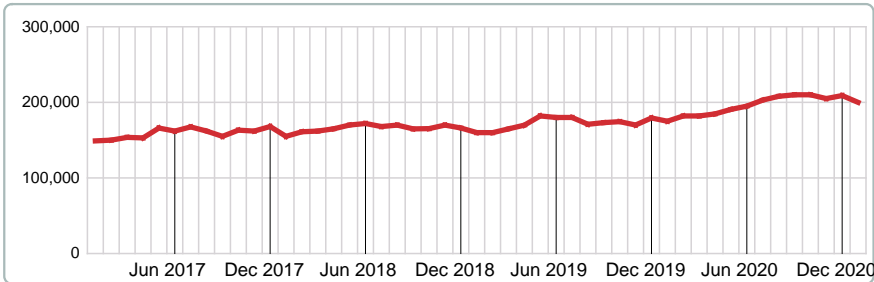
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

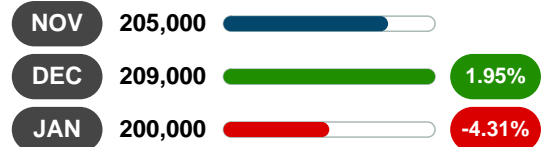


3 MONTHS

5 year JAN AVG = 167,800

High Oct 2020 210,000 Low Jan 2017 149,000

Median Sold Price at Closing this month at **200,000** above the 5 yr JAN average of **167,800**



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	7.61%	55,000	48,900	62,150	55,500	70,000
\$75,001 - \$125,000	12.37%	104,250	100,493	103,250	114,000	115,000
\$125,001 - \$150,000	8.94%	139,000	130,000	139,000	142,450	0
\$150,001 - \$225,000	29.97%	185,000	180,250	184,000	192,919	189,000
\$225,001 - \$300,000	18.17%	260,000	245,750	257,750	266,926	284,000
\$300,001 - \$375,000	10.66%	334,000	340,000	324,900	335,000	345,500
\$375,001 and up	12.27%	483,465	425,000	479,500	455,000	585,000
Median Sold Price		200,000	90,000	180,000	275,000	373,950
Total Closed Units	100%	200,000	99	589	307	56
Total Closed Volume		248,043,412	10.84M	116.49M	93.97M	26.74M

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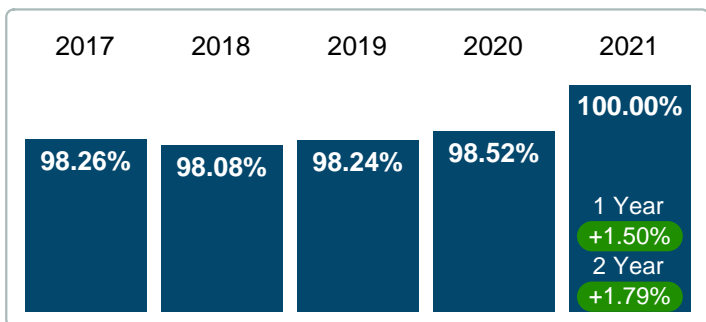
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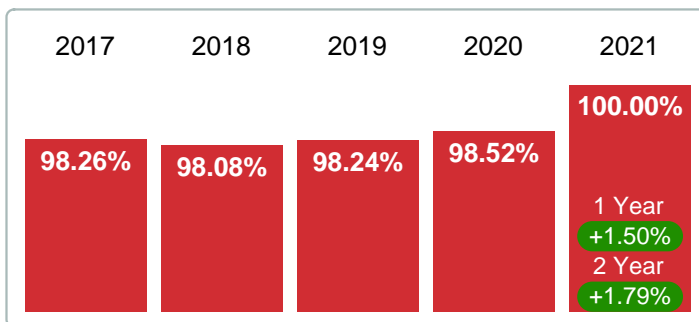
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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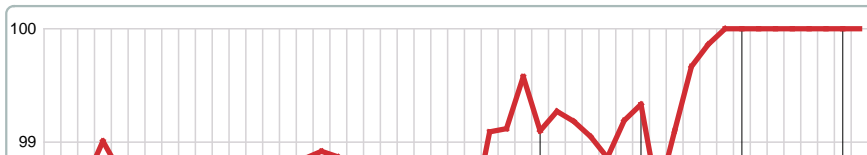
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 98.62%

High Jan 2021 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at 100.00% above the 5 yr JAN average of 98.62%

NOV 100.00%
DEC 100.00%
JAN 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	80	7.61%	91.75%	94.14%	88.95%	91.93%	78.65%
\$75,001 - \$125,000	130	12.37%	100.00%	100.00%	100.00%	100.00%	92.00%
\$125,001 - \$150,000	94	8.94%	100.00%	97.14%	100.00%	97.88%	0.00%
\$150,001 - \$225,000	315	29.97%	100.00%	100.00%	100.00%	100.00%	100.48%
\$225,001 - \$300,000	191	18.17%	100.00%	100.00%	100.00%	99.24%	100.00%
\$300,001 - \$375,000	112	10.66%	100.00%	97.33%	100.00%	99.17%	99.21%
\$375,001 and up	129	12.27%	99.02%	100.00%	98.13%	100.00%	98.58%
Median Sold/List Ratio		100.00%		98.04%	100.00%	99.74%	98.77%
Total Closed Units		1,051	100%	99	589	307	56
Total Closed Volume		248,043,412		10.84M	116.49M	93.97M	26.74M

January 2021



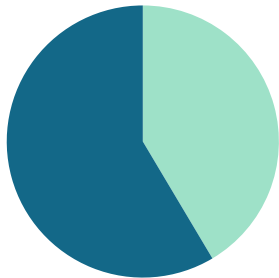
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

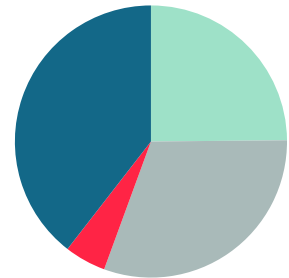


Inventory
 New Listings
1,309 = 41.45%
 Start Inventory
1,849
 Total Inventory Units
3,158
 Volume
\$1,036,968,300

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%
Median List Price	175,910	204,900	16.48%	175,910	204,900	16.48%
Median Sale Price	175,000	200,000	14.29%	175,000	200,000	14.29%
Median Percent of Selling Price to List Price	98.52%	100.00%	1.50%	98.52%	100.00%	1.50%
Median Days on Market to Sale	23.50	11.00	-53.19%	23.50	11.00	-53.19%
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

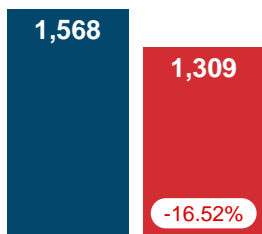
Inventory on January 31, 2021 = **1,670**

2020 **2021**

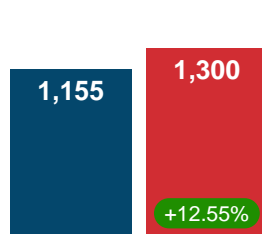
JANUARY MARKET

MEDIAN PRICES

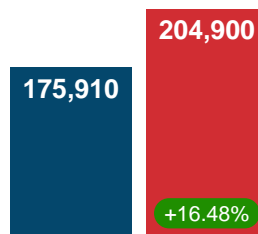
New Listings



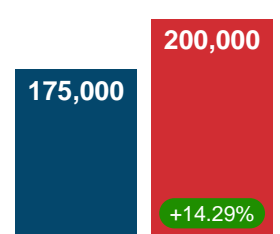
Pending Listings



List Price



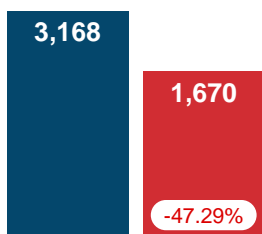
Sale Price



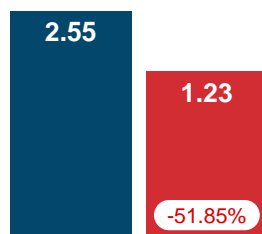
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

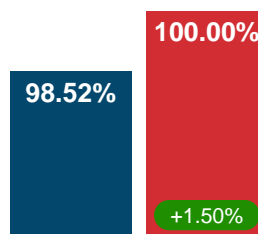
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

