

March 2021



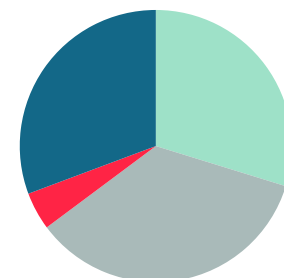
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	1,150	1,414	22.96%
Pending Listings	1,258	1,664	32.27%
New Listings	1,818	1,806	-0.66%
Average List Price	214,068	252,687	18.04%
Average Sale Price	209,934	249,505	18.85%
Average Percent of Selling Price to List Price	98.82%	99.18%	0.36%
Average Days on Market to Sale	39.06	27.46	-29.70%
End of Month Inventory	3,273	1,458	-55.45%
Months Supply of Inventory	2.64	1.05	-60.26%



■ Closed (29.77%)
■ Pending (35.03%)
■ Other OffMarket (4.51%)
■ Active (30.69%)

Absorption: Last 12 months, an Average of **1,390** Sales/Month
Active Inventory as of March 31, 2021 = **1,458**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **55.45%** to 1,458 existing homes available for sale. Over the last 12 months this area has had an average of 1,390 closed sales per month. This represents an unsold inventory index of **1.05** 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 **18.85%** in March 2021 to \$249,505 versus the previous year at \$209,934.

Average Days on Market Shortens

The average number of **27.46** days that homes spent on the market before selling decreased by 11.60 days or **29.70%** in March 2021 compared to last year's same month at **39.06** DOM.

Sales Success for March 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 1,806 New Listings in March 2021, down **0.66%** from last year at 1,818. Furthermore, there were 1,414 Closed Listings this month versus last year at 1,150, a **22.96%** increase.

Closed versus Listed trends yielded a **78.3%** ratio, up from previous year's, March 2020, at **63.3%**, a **23.77%** 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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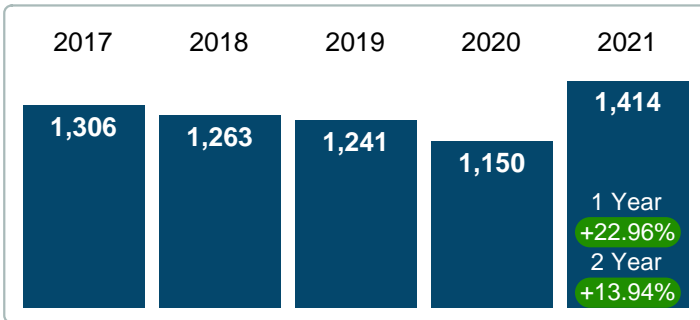
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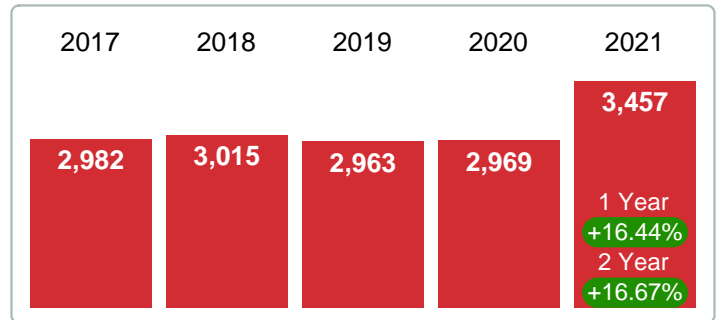
CLOSED LISTINGS

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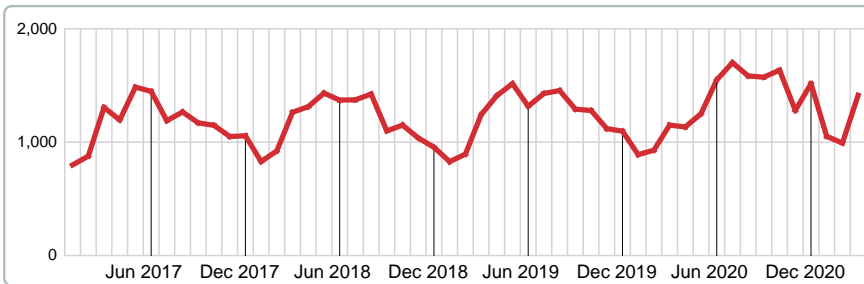
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,275

High Jul 2020 1,701 Low Jan 2017 799

Closed Listings this month at 1,414 above the 5 yr MAR average of 1,275



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	94	6.65%	33.4	54	33	4	3
\$75,001 - \$125,000	145	10.25%	18.1	45	92	8	0
\$125,001 - \$175,000	287	20.30%	18.5	19	233	32	3
\$175,001 - \$250,000	360	25.46%	18.9	14	244	96	6
\$250,001 - \$300,000	152	10.75%	21.6	9	63	67	13
\$300,001 - \$400,000	207	14.64%	43.5	1	77	108	21
\$400,001 and up	169	11.95%	51.3	1	30	96	42
Total Closed Units	1,414			143	772	411	88
Total Closed Volume	352,800,069	100%	27.5	16.00M	156.01M	137.50M	43.29M
Average Closed Price	\$249,505			\$111,896	\$202,091	\$334,542	\$491,908

March 2021



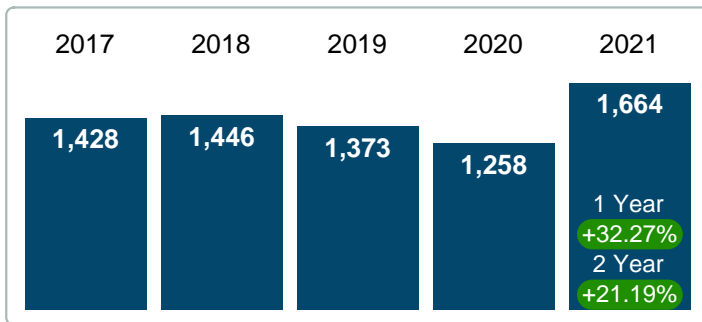
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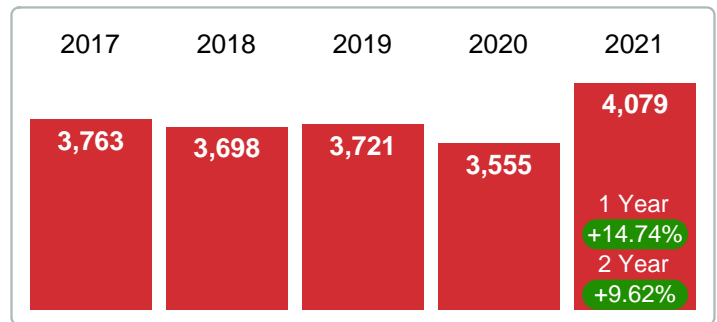
PENDING LISTINGS

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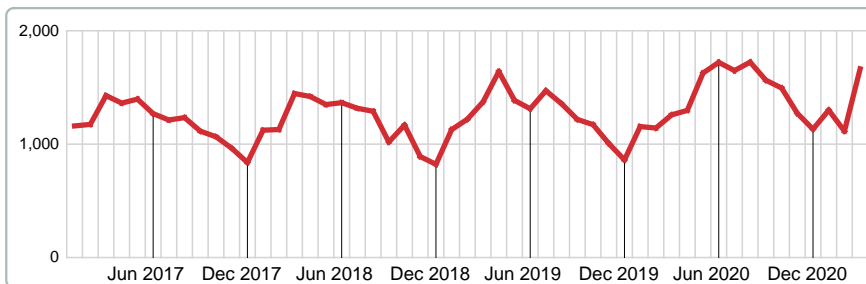
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,434

High Aug 2020 1,723 Low Dec 2018 822

Pending Listings this month at 1,664 above the 5 yr MAR average of 1,434



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	168	10.10%	25.7	86	72	9	1
\$100,001 - \$150,000	216	12.98%	19.8	34	161	21	0
\$150,001 - \$175,000	172	10.34%	13.3	15	144	12	1
\$175,001 - \$250,000	432	25.96%	17.6	26	277	120	9
\$250,001 - \$325,000	253	15.20%	19.8	11	109	120	13
\$325,001 - \$425,000	226	13.58%	33.7	6	71	116	33
\$425,001 and up	197	11.84%	48.7	2	34	117	44
Total Pending Units	1,664			180	868	515	101
Total Pending Volume	443,252,322	100%	24.2	24.59M	185.76M	180.88M	52.02M
Average Listing Price	\$266,712			\$136,607	\$214,004	\$351,232	\$515,083

March 2021



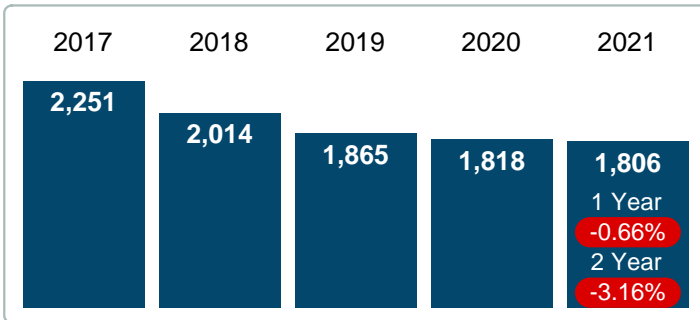
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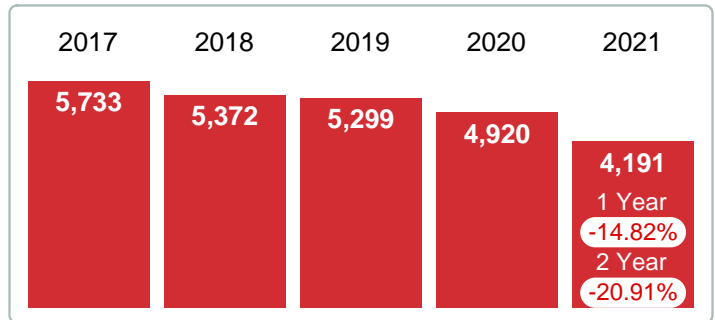
NEW LISTINGS

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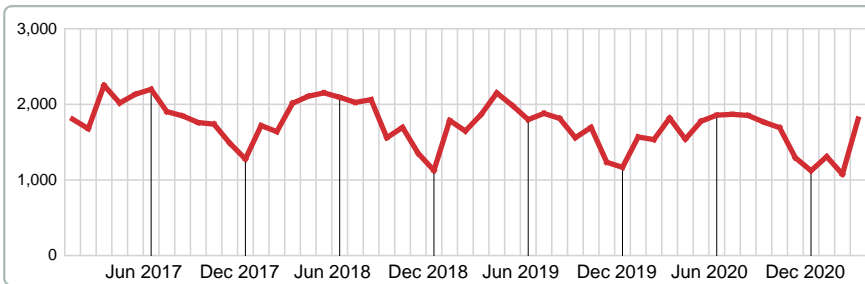
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,951

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

New Listings this month at **1,806**
 below the 5 yr MAR average of **1,951**



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	102	5.65%	59	35	7	1
\$75,001 - \$150,000	297	16.45%	79	189	27	2
\$150,001 - \$175,000	174	9.63%	16	143	15	0
\$175,001 - \$275,000	530	29.35%	30	332	158	10
\$275,001 - \$350,000	266	14.73%	8	106	134	18
\$350,001 - \$500,000	248	13.73%	12	72	124	40
\$500,001 and up	189	10.47%	1	34	95	59
Total New Listed Units	1,806		205	911	560	130
Total New Listed Volume	530,130,323	100%	28.72M	207.20M	220.54M	73.67M
Average New Listed Listing Price	\$274,146		\$140,085	\$227,442	\$393,825	\$566,702

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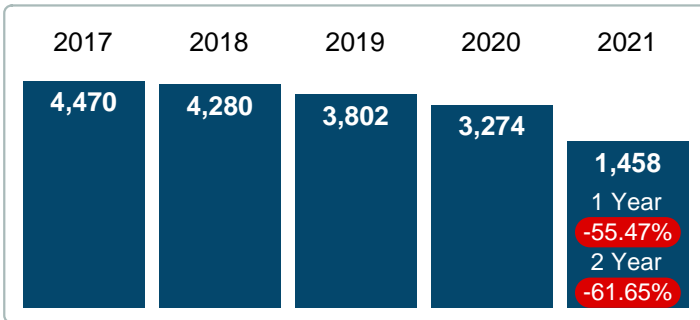
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



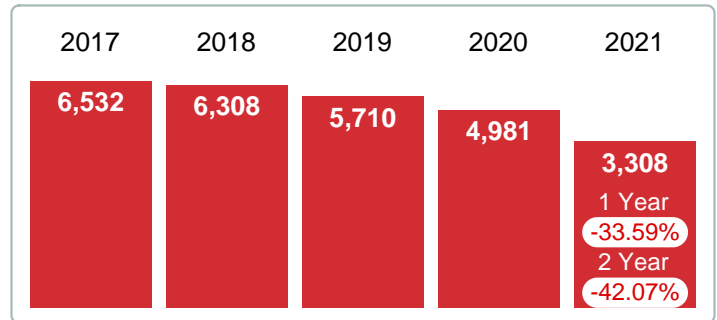
ACTIVE INVENTORY

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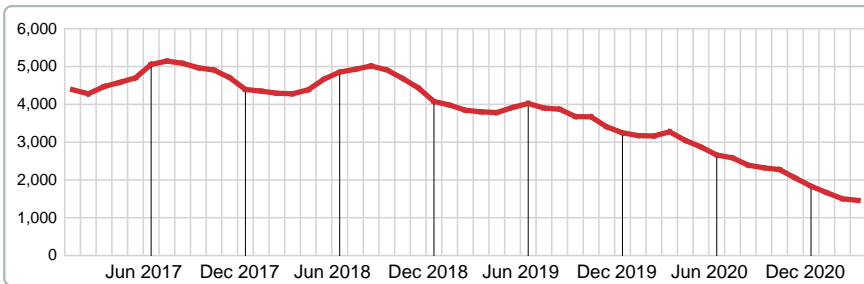
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

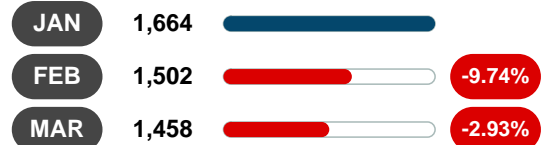


3 MONTHS

5 year MAR AVG = 3,457

High Jul 2017 5,144 Low Mar 2021 1,458

Inventory this month at 1,458 below the 5 yr MAR average of 3,457



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	58	3.98%	109.0	34	19	4	1
\$50,001 - \$100,000	228	15.64%	114.1	100	104	21	3
\$100,001 - \$175,000	201	13.79%	54.5	40	135	23	3
\$175,001 - \$350,000	410	28.12%	46.8	41	224	126	19
\$350,001 - \$475,000	210	14.40%	82.1	15	62	108	25
\$475,001 - \$775,000	200	13.72%	64.8	4	43	88	65
\$775,001 and up	151	10.36%	95.2	4	15	59	73
Total Active Inventory by Units	1,458			238	602	429	189
Total Active Inventory by Volume	578,171,949	100%	73.4	36.70M	152.20M	217.99M	171.29M
Average Active Inventory Listing Price	\$396,551			\$154,197	\$252,818	\$508,139	\$906,270

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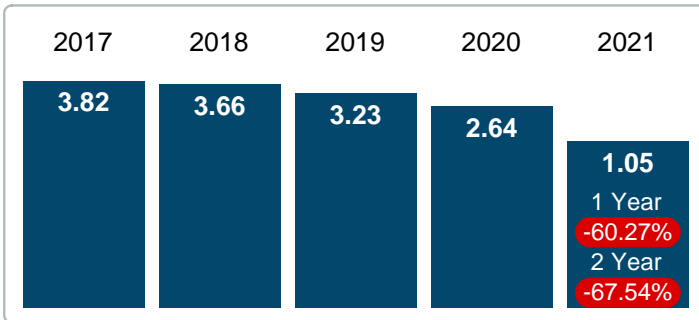
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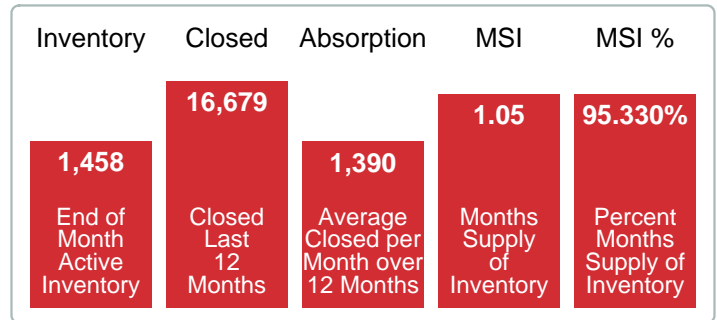
MONTHS SUPPLY of INVENTORY (MSI)

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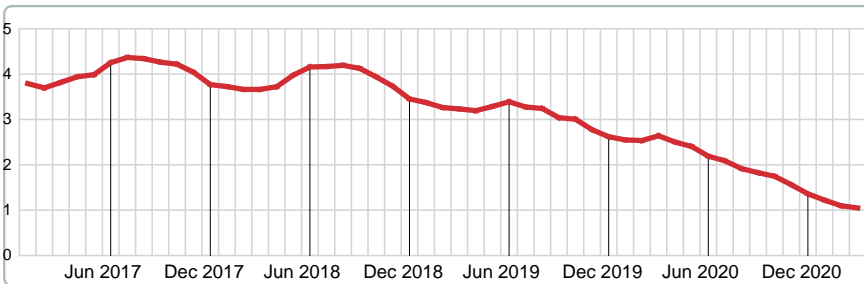
MSI FOR MARCH



INDICATORS FOR MARCH 2021

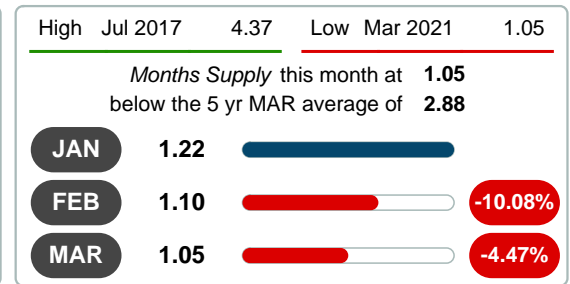


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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
\$50,000 and less	58	3.98%	1.35	1.41	1.21	1.66	1.71
\$50,001 - \$100,000	228	15.64%	1.98	2.42	1.62	2.40	3.00
\$100,001 - \$175,000	201	13.79%	0.53	1.01	0.46	0.56	0.97
\$175,001 - \$350,000	410	28.12%	0.64	1.74	0.68	0.49	0.63
\$350,001 - \$475,000	210	14.40%	1.58	8.18	1.94	1.37	1.24
\$475,001 - \$775,000	200	13.72%	3.07	9.60	3.91	2.37	3.90
\$775,001 and up	151	10.36%	8.67	16.00	8.18	6.81	10.95
Market Supply of Inventory (MSI)			1.05	1.82	0.80	0.99	2.41
Total Active Inventory by Units		100%	1,458	238	602	429	189

March 2021



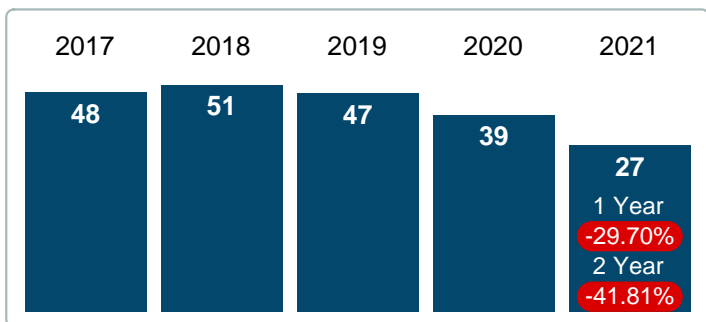
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



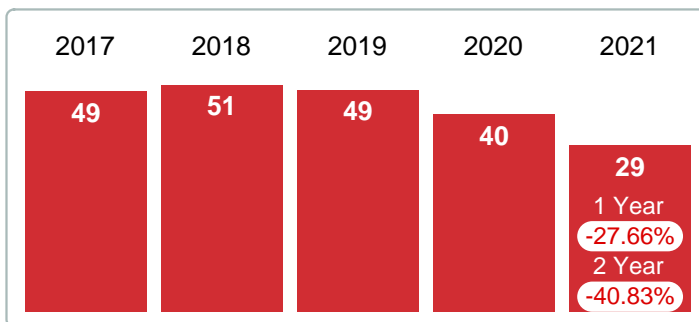
AVERAGE DAYS ON MARKET TO SALE

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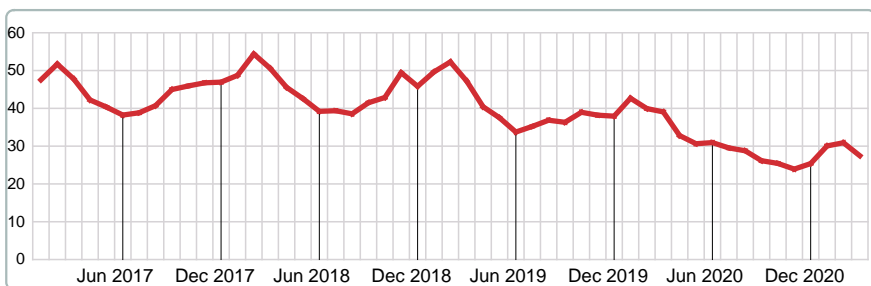
MARCH



YEAR TO DATE (YTD)

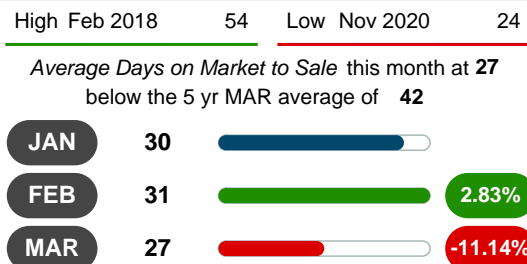


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 42



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	94	6.65%	33	36	28	19	
\$75,001 - \$125,000	145	10.25%	18	11	20	31	
\$125,001 - \$175,000	287	20.30%	18	9	19	18	
\$175,001 - \$250,000	360	25.46%	19	41	19	15	
\$250,001 - \$300,000	152	10.75%	22	27	20	24	
\$300,001 - \$400,000	207	14.64%	44	18	45	43	
\$400,001 and up	169	11.95%	51	160	50	42	
Average Closed DOM		27		25	23	31	
Total Closed Units		1,414	100%	27	143	772	411
Total Closed Volume		352,800,069			16.00M	156.01M	137.50M

March 2021



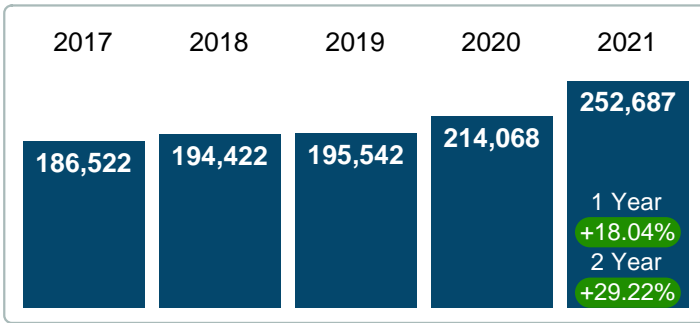
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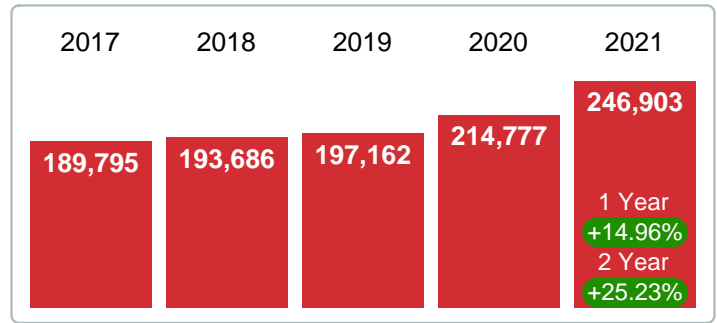
AVERAGE LIST PRICE AT CLOSING

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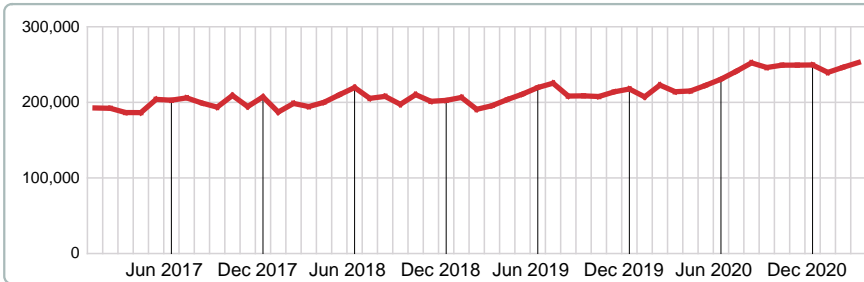
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

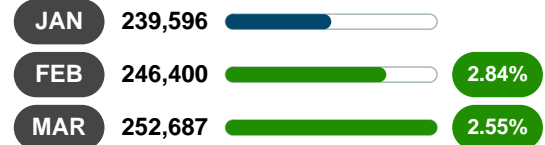


3 MONTHS

5 year MAR AVG = 208,648

High Mar 2021 252,687 Low Apr 2017 186,405

Average List Price at Closing this month at **252,687** above the 5 yr MAR average of **208,648**



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	6.36%	50,518	47,418	62,828	52,100	42,667
\$75,001 - \$125,000	10.75%	104,384	101,212	107,910	110,525	0
\$125,001 - \$175,000	20.08%	152,596	145,282	154,175	151,329	146,633
\$175,001 - \$250,000	25.11%	210,728	210,764	207,550	218,222	226,183
\$250,001 - \$300,000	10.75%	276,747	276,889	274,714	278,203	282,146
\$300,001 - \$400,000	14.99%	348,681	375,000	346,402	350,351	355,904
\$400,001 and up	11.95%	608,021	599,000	483,662	582,561	752,318
Average List Price		252,687	113,931	203,440	338,900	507,548
Total Closed Units	100%	252,687	143	772	411	88
Total Closed Volume		357,299,855	16.29M	157.06M	139.29M	44.66M

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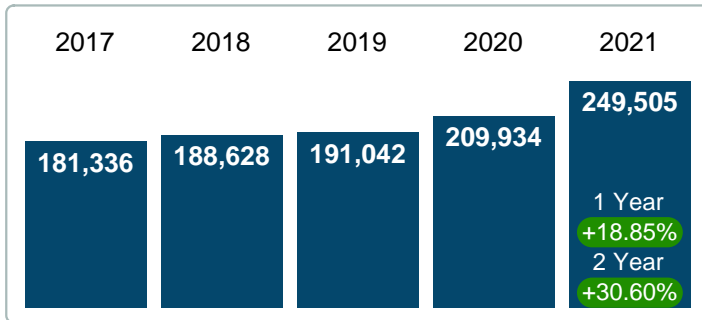
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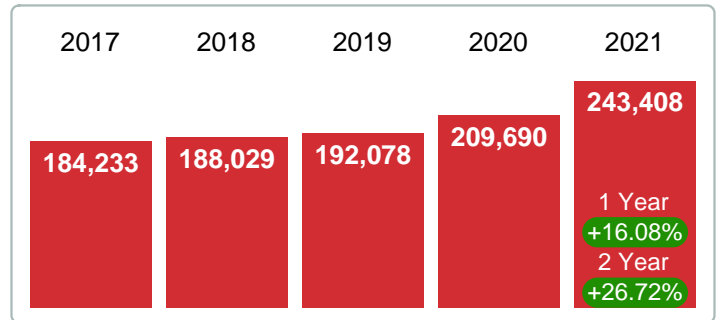
AVERAGE SOLD PRICE AT CLOSING

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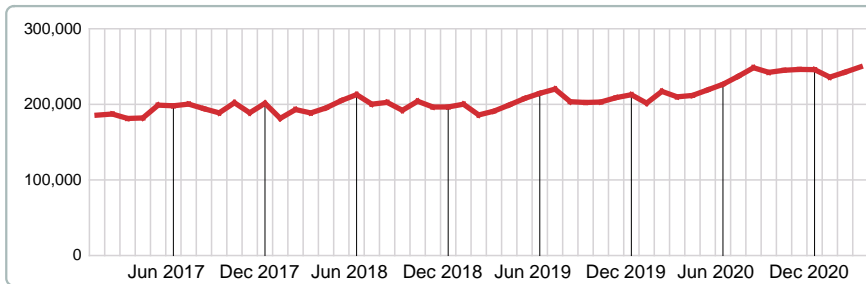
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

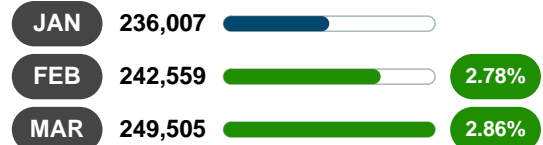


3 MONTHS

5 year MAR AVG = 204,089

High Mar 2021 249,505 Low Mar 2017 181,336

Average Sold Price at Closing this month at **249,505** above the 5 yr MAR average of **204,089**



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	94	6.65%	47,989	44,015	56,503	39,125	37,667
\$75,001 - \$125,000	145	10.25%	103,240	101,063	104,125	105,313	0
\$125,001 - \$175,000	287	20.30%	151,825	144,095	152,795	150,487	139,667
\$175,001 - \$250,000	360	25.46%	210,782	208,918	208,133	216,690	228,333
\$250,001 - \$300,000	152	10.75%	276,762	276,533	274,608	277,711	282,469
\$300,001 - \$400,000	207	14.64%	347,516	375,000	345,236	347,505	354,619
\$400,001 and up	169	11.95%	590,891	550,000	476,693	570,239	720,638
Average Sold Price			249,505	111,896	202,091	334,542	491,908
Total Closed Units		100%	249,505	143	772	411	88
Total Closed Volume			352,800,069	16.00M	156.01M	137.50M	43.29M

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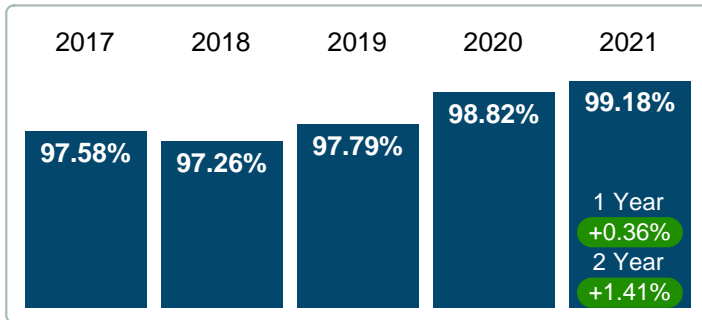
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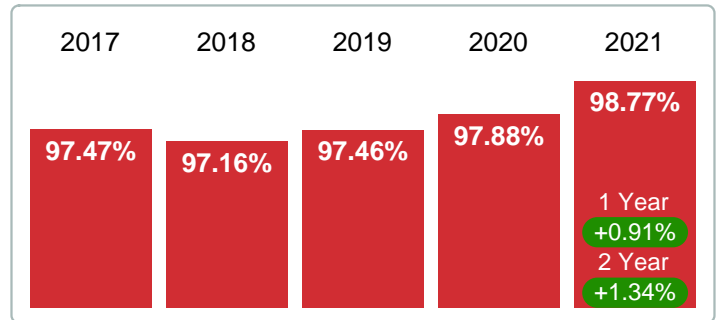
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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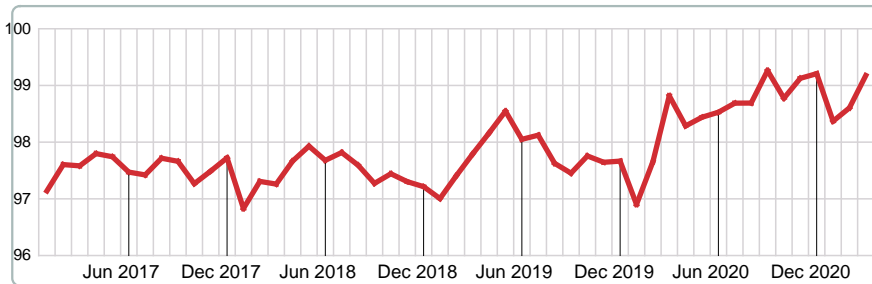
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

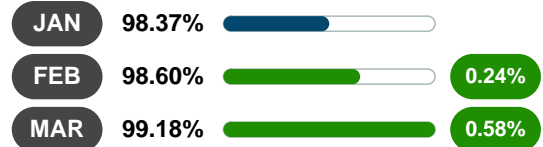


3 MONTHS

5 year MAR AVG = 98.13%

High Sep 2020 99.26% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.18%** above the 5 yr MAR average of **98.13%**



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	94	6.65%	91.19%	92.60%	91.80%	70.93%	85.93%
\$75,001 - \$125,000	145	10.25%	97.86%	100.12%	96.96%	95.53%	0.00%
\$125,001 - \$175,000	287	20.30%	99.52%	99.62%	99.54%	99.69%	95.50%
\$175,001 - \$250,000	360	25.46%	101.41%	99.38%	102.19%	99.77%	100.97%
\$250,001 - \$300,000	152	10.75%	100.00%	99.98%	100.08%	99.90%	100.18%
\$300,001 - \$400,000	207	14.64%	99.49%	100.00%	99.74%	99.29%	99.60%
\$400,001 and up	169	11.95%	98.26%	91.82%	98.84%	98.71%	96.98%
Average Sold/List Ratio		99.20%		97.07%	99.78%	99.05%	97.92%
Total Closed Units	1,414	100%	99.20%	143	772	411	88
Total Closed Volume	352,800,069			16.00M	156.01M	137.50M	43.29M

March 2021



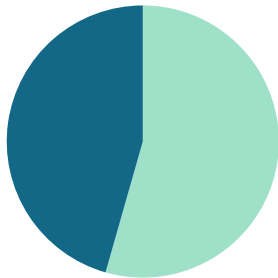
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

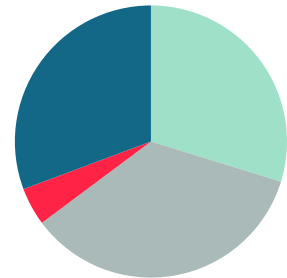


Inventory
 New Listings
1,806 = 54.41%
 Start Inventory
1,513
 Total Inventory Units
3,319
 Volume
\$1,104,560,752

Market Activity

Closed Sales
1,414 = 29.77%
 Pending Sales
1,664 = 35.03%
 Other Off Market
214 = 4.51%
 Active Inventory
1,458 = 30.69%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,150	1,414	22.96%	2,969	3,457	16.44%
Pending Sales	1,258	1,664	32.27%	3,555	4,079	14.74%
New Listings	1,818	1,806	-0.66%	4,920	4,191	-14.82%
Average List Price	214,068	252,687	18.04%	214,777	246,903	14.96%
Average Sale Price	209,934	249,505	18.85%	209,690	243,408	16.08%
Average Percent of Selling Price to List Price	98.82%	99.18%	0.36%	97.88%	98.77%	0.91%
Average Days on Market to Sale	39.06	27.46	-29.70%	40.42	29.24	-27.66%
Monthly Inventory	3,273	1,458	-55.45%	3,273	1,458	-55.45%
Months Supply of Inventory	2.64	1.05	-60.26%	2.64	1.05	-60.26%

Absorption: Last 12 months, an Average of **1,390** Sales/Month

Inventory on March 31, 2021 = **1,458**

2020

2021

MARCH MARKET

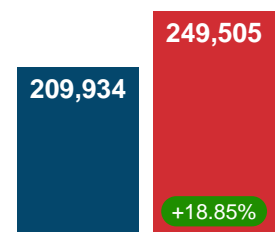
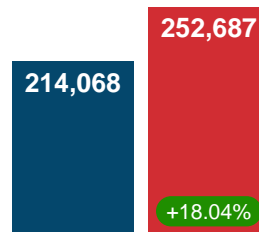
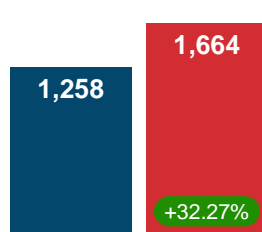
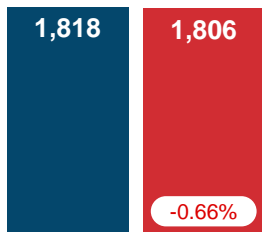
AVERAGE PRICES

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

