

March 2021



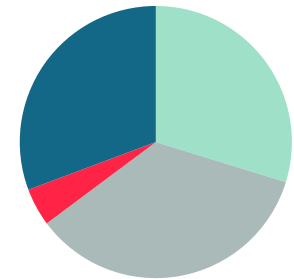
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	184,250	210,000	13.98%
Median Sale Price	182,000	211,450	16.18%
Median Percent of Selling Price to List Price	99.67%	100.00%	0.33%
Median Days on Market to Sale	17.00	6.00	-64.71%
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.

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 **16.18%** in March 2021 to \$211,450 versus the previous year at \$182,000.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 11.00 days or **64.71%** in March 2021 compared to last year's same month at **17.00** DOM.

Sales Success for March 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 1,806 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.

What's in this Issue

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

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

March 2021



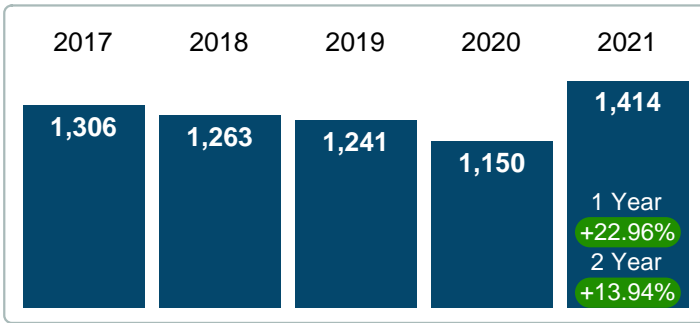
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



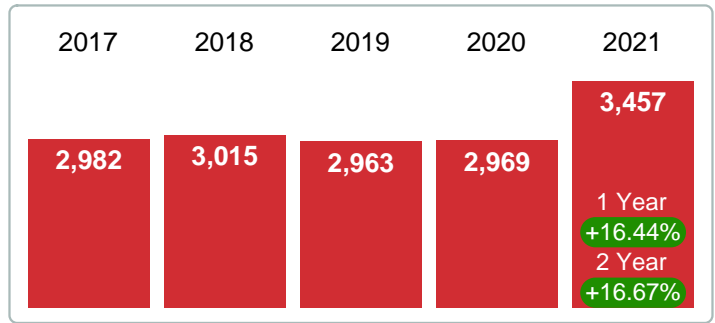
CLOSED LISTINGS

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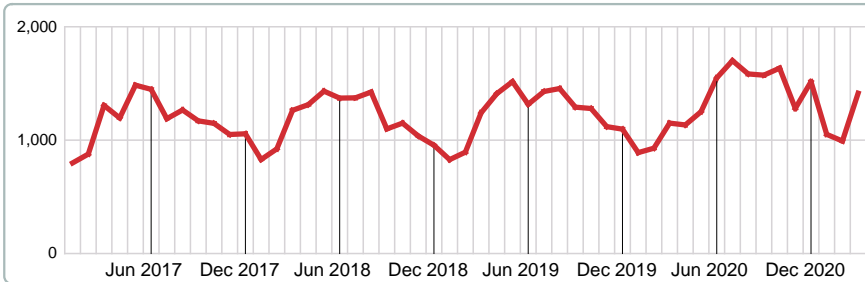
MARCH



YEAR TO DATE (YTD)

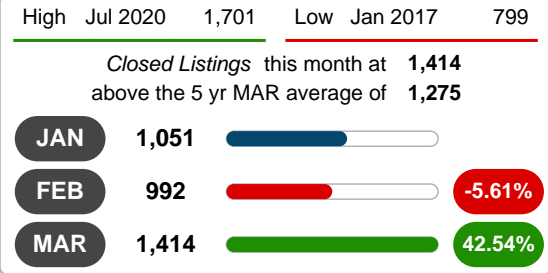


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,275



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	94	6.65%	13.0	54	33	4	3
\$75,001 - \$125,000	145	10.25%	7.0	45	92	8	0
\$125,001 - \$175,000	287	20.30%	4.0	19	233	32	3
\$175,001 - \$250,000	360	25.46%	4.0	14	244	96	6
\$250,001 - \$300,000	152	10.75%	5.0	9	63	67	13
\$300,001 - \$400,000	207	14.64%	11.0	1	77	108	21
\$400,001 and up	169	11.95%	20.0	1	30	96	42
Total Closed Units	1,414			143	772	411	88
Total Closed Volume	352,800,069	100%	6.0	16.00M	156.01M	137.50M	43.29M
Median Closed Price	\$211,450			\$94,500	\$181,154	\$299,900	\$388,500

March 2021



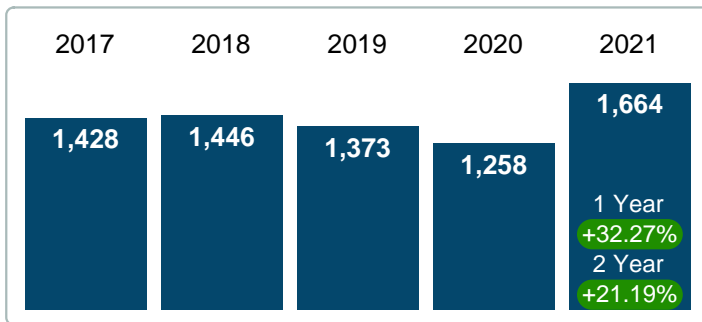
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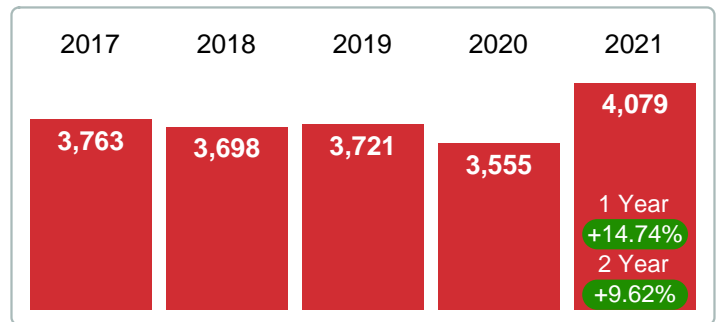
PENDING LISTINGS

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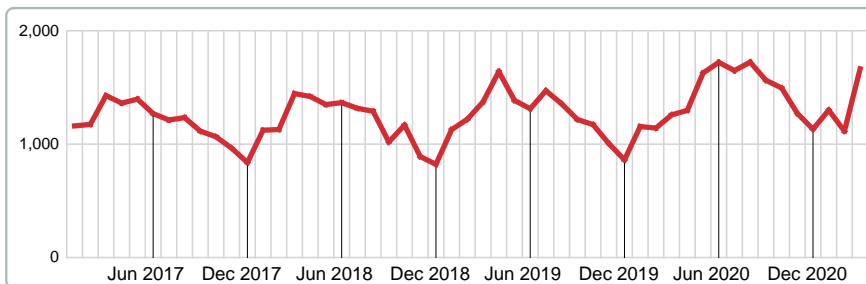
MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	168	10.10%	8.0	86	72	9	1
\$100,001 - \$150,000	216	12.98%	5.0	34	161	21	0
\$150,001 - \$175,000	172	10.34%	3.0	15	144	12	1
\$175,001 - \$250,000	432	25.96%	4.0	26	277	120	9
\$250,001 - \$325,000	253	15.20%	4.0	11	109	120	13
\$325,001 - \$425,000	226	13.58%	7.0	6	71	116	33
\$425,001 and up	197	11.84%	11.0	2	34	117	44
Total Pending Units	1,664			180	868	515	101
Total Pending Volume	443,252,322	100%	5.0	24.59M	185.76M	180.88M	52.02M
Median Listing Price	\$220,000			\$110,000	\$188,750	\$305,000	\$389,900

March 2021



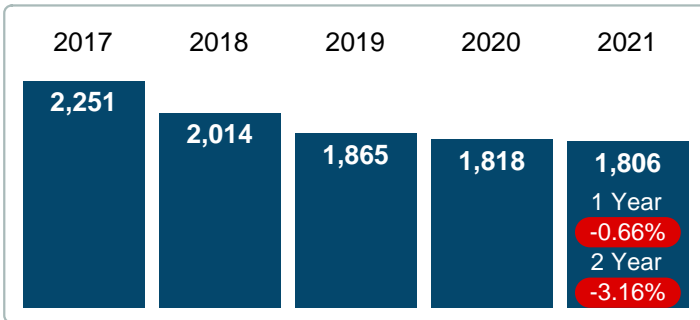
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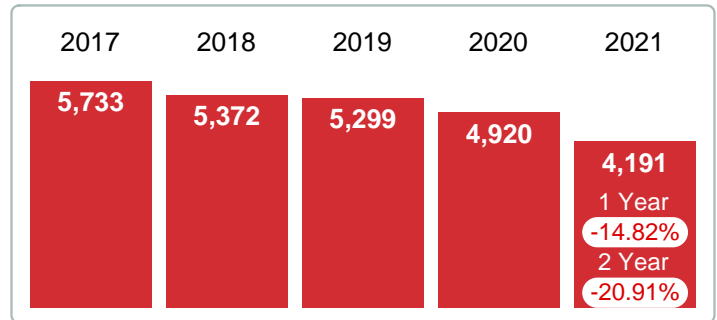
NEW LISTINGS

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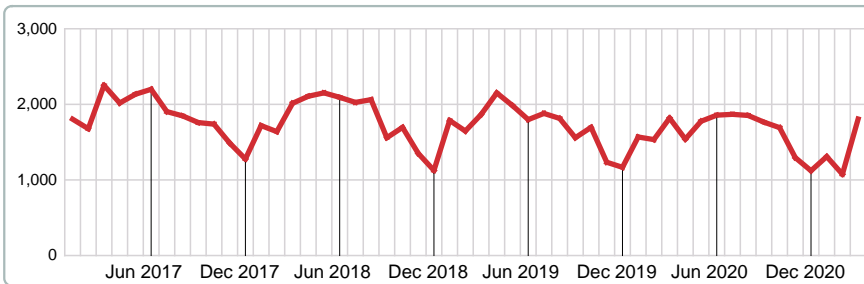
MARCH



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
Median New Listed Listing Price	\$230,000		\$109,900	\$197,500	\$314,900	\$477,000

March 2021



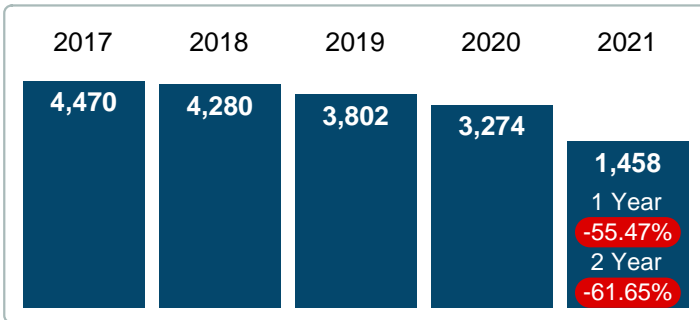
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



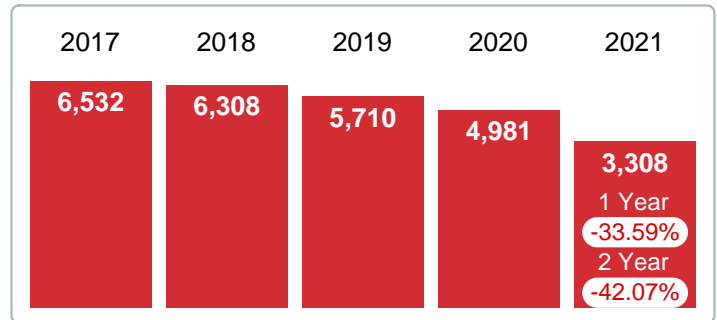
ACTIVE INVENTORY

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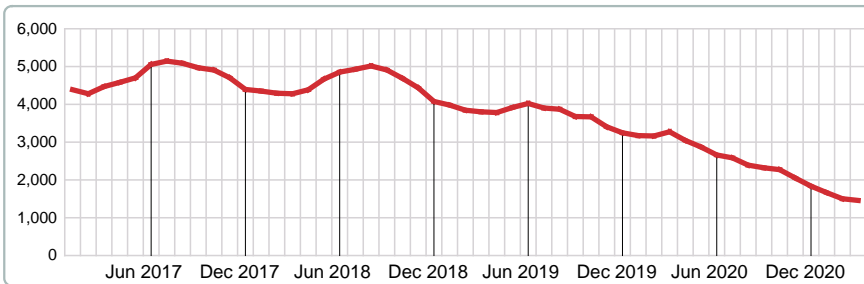
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

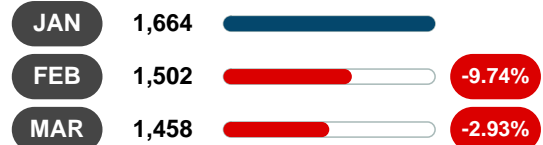


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	58	3.98%	34.5	34	19	4	1
\$50,001 - \$100,000	228	15.64%	106.5	100	104	21	3
\$100,001 - \$175,000	201	13.79%	23.0	40	135	23	3
\$175,001 - \$350,000	410	28.12%	20.0	41	224	126	19
\$350,001 - \$475,000	210	14.40%	47.0	15	62	108	25
\$475,001 - \$775,000	200	13.72%	28.5	4	43	88	65
\$775,001 and up	151	10.36%	64.0	4	15	59	73
Total Active Inventory by Units			1,458	238	602	429	189
Total Active Inventory by Volume			578,171,949	36.70M	152.20M	217.99M	171.29M
Median Active Inventory Listing Price			\$271,227	\$89,995	\$198,941	\$399,500	\$649,900

March 2021



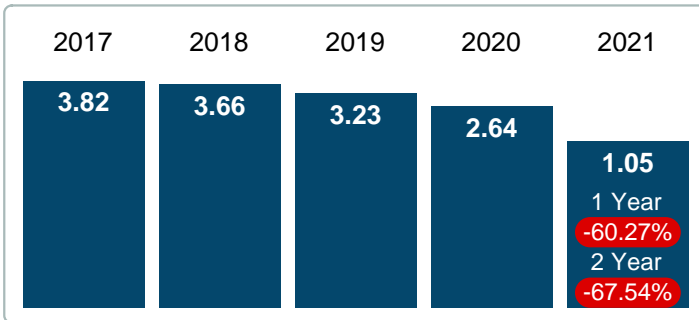
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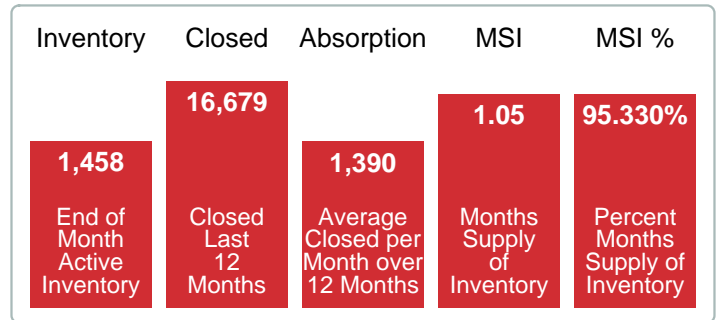
MONTHS SUPPLY of INVENTORY (MSI)

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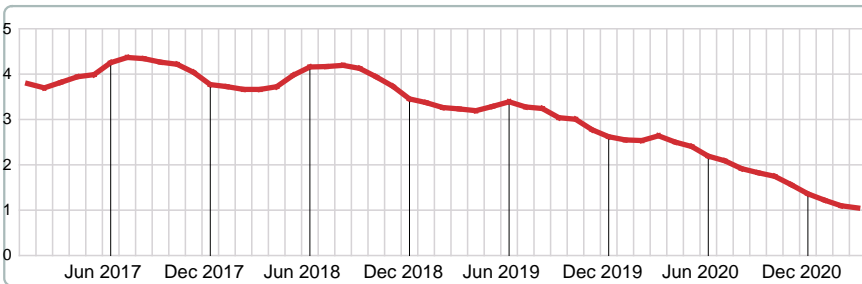
MSI FOR MARCH



INDICATORS FOR MARCH 2021

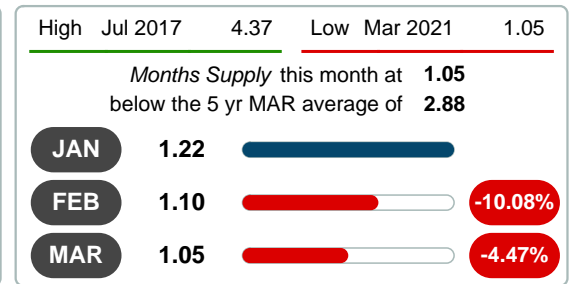


5 YEAR MARKET ACTIVITY TRENDS



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



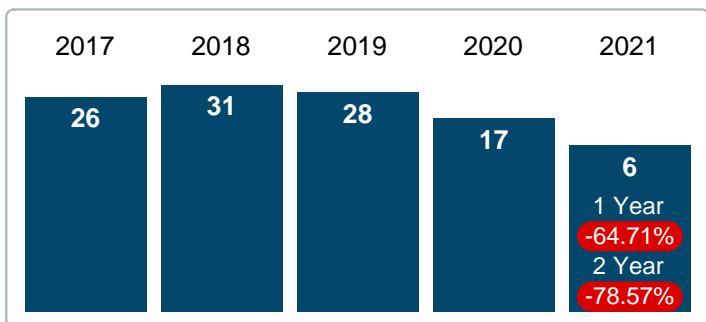
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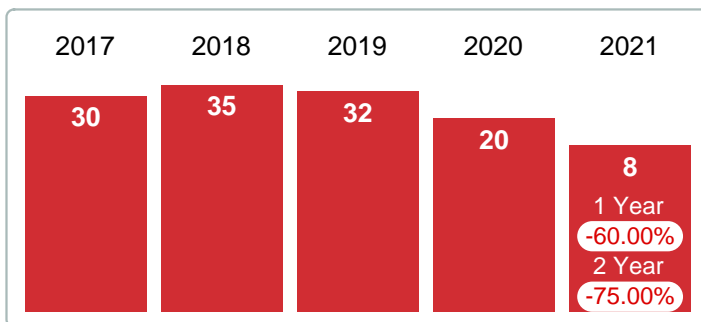
MEDIAN DAYS ON MARKET TO SALE

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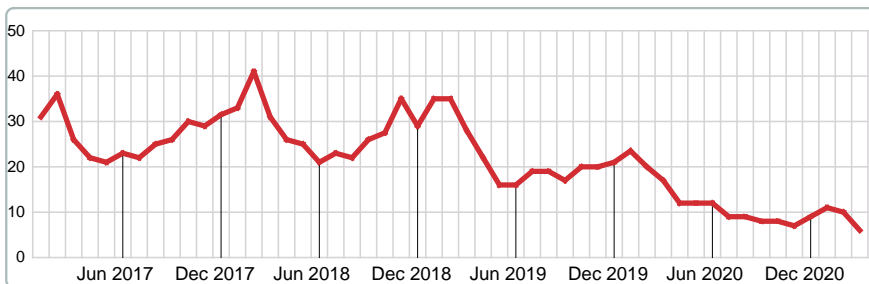
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

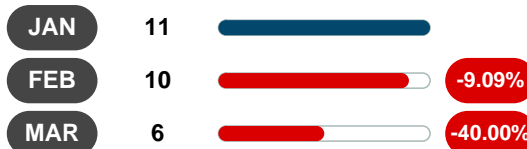


3 MONTHS

5 year MAR AVG = 22

High Feb 2018 41 Low Mar 2021 6

Median Days on Market to Sale this month at 6 below the 5 yr MAR average of 22



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	6.65%	13	13	11	21	58
\$75,001 - \$125,000	10.25%	7	3	8	20	0
\$125,001 - \$175,000	20.30%	4	2	4	6	6
\$175,001 - \$250,000	25.46%	4	26	4	3	22
\$250,001 - \$300,000	10.75%	5	11	4	6	9
\$300,001 - \$400,000	14.64%	11	18	7	13	19
\$400,001 and up	11.95%	20	160	25	13	39
Median Closed DOM		6	6	4	7	22
Total Closed Units	100%	6.0	143	772	411	88
Total Closed Volume		352,800,069	16.00M	156.01M	137.50M	43.29M

March 2021



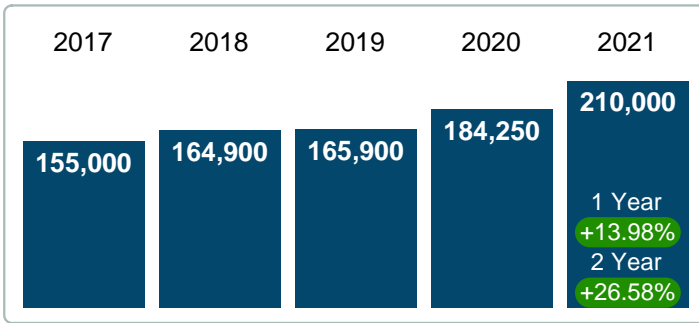
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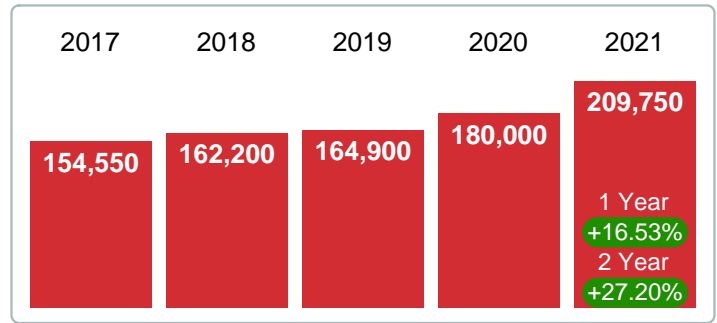
MEDIAN LIST PRICE AT CLOSING

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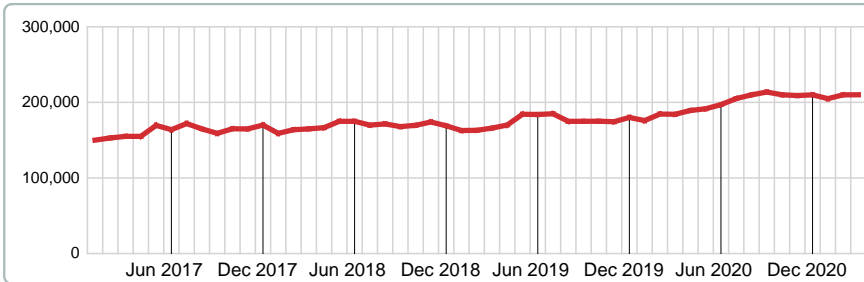
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

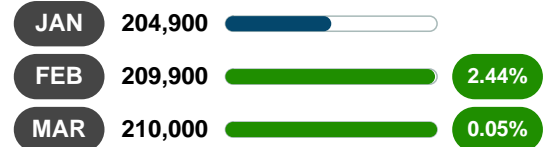


3 MONTHS

5 year MAR AVG = 176,010

High Sep 2020 213,600 Low Jan 2017 150,000

Median List Price at Closing this month at **210,000** above the 5 yr MAR average of **176,010**



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	6.36%	50,500	45,000	59,950	57,200	53,000
\$75,001 - \$125,000	10.75%	105,000	98,500	109,900	109,950	0
\$125,001 - \$175,000	20.08%	154,950	138,450	155,000	156,500	154,000
\$175,001 - \$250,000	25.11%	210,000	209,000	205,000	219,000	221,250
\$250,001 - \$300,000	10.75%	275,000	280,000	272,663	279,000	280,000
\$300,001 - \$400,000	14.99%	349,500	375,000	348,250	349,900	349,000
\$400,001 and up	11.95%	499,900	599,000	445,000	489,000	599,450
Median List Price		210,000	89,900	180,000	304,900	391,950
Total Closed Units		1,414	143	772	411	88
Total Closed Volume		357,299,855	16.29M	157.06M	139.29M	44.66M

March 2021



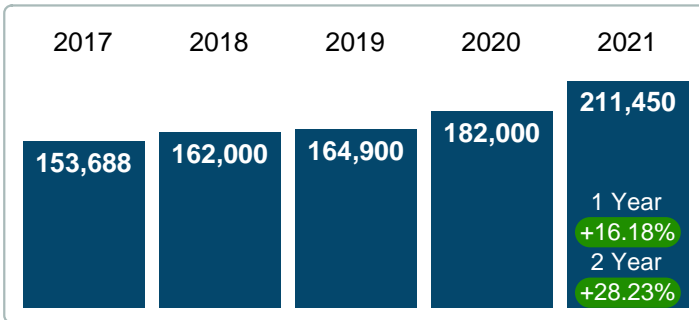
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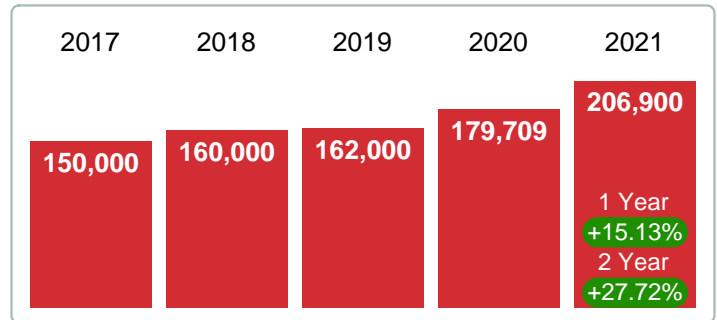
MEDIAN SOLD PRICE AT CLOSING

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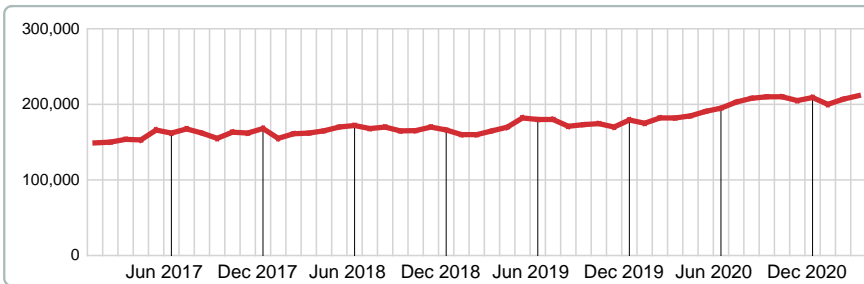
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

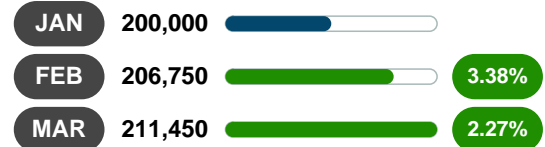


3 MONTHS

5 year MAR AVG = 174,808

High Mar 2021 211,450 Low Jan 2017 149,000

Median Sold Price at Closing this month at 211,450 above the 5 yr MAR average of 174,808



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	94	6.65%	50,000	40,820	59,000	42,500	43,000
\$75,001 - \$125,000	145	10.25%	105,000	100,000	107,000	105,500	0
\$125,001 - \$175,000	287	20.30%	152,500	140,000	155,000	152,750	144,000
\$175,001 - \$250,000	360	25.46%	211,000	213,000	205,000	220,000	227,500
\$250,001 - \$300,000	152	10.75%	276,515	279,000	273,000	280,000	288,000
\$300,001 - \$400,000	207	14.64%	346,713	375,000	349,000	344,250	350,000
\$400,001 and up	169	11.95%	499,900	550,000	445,755	481,643	581,000
Median Sold Price			211,450	94,500	181,154	299,900	388,500
Total Closed Units		100%	211,450	143	772	411	88
Total Closed Volume			352,800,069	16.00M	156.01M	137.50M	43.29M

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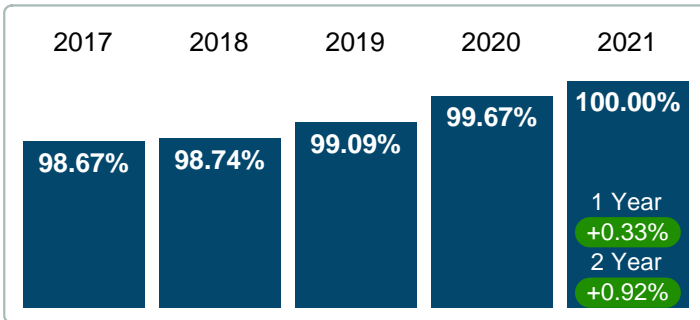
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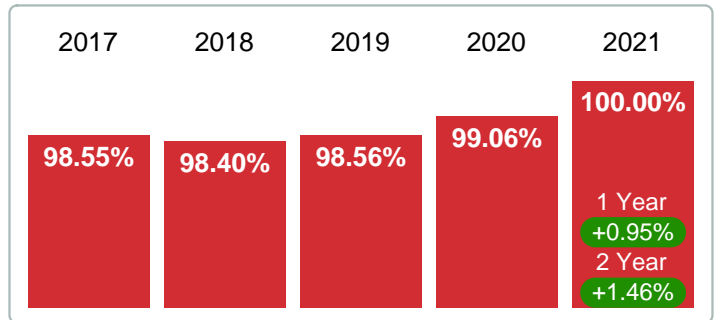
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 99.23%

High Mar 2021 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAR average of **99.23%**

JAN 100.00%
FEB 100.00%
MAR 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	94	6.65%	91.21%	92.54%	90.00%	71.33%	81.13%
\$75,001 - \$125,000	145	10.25%	100.00%	100.00%	100.00%	94.87%	0.00%
\$125,001 - \$175,000	287	20.30%	100.00%	100.00%	100.00%	100.00%	93.51%
\$175,001 - \$250,000	360	25.46%	100.00%	99.62%	100.00%	100.00%	100.02%
\$250,001 - \$300,000	152	10.75%	100.00%	100.00%	100.00%	100.00%	100.00%
\$300,001 - \$400,000	207	14.64%	100.00%	100.00%	100.00%	100.00%	100.00%
\$400,001 and up	169	11.95%	99.08%	91.82%	98.70%	100.00%	98.21%
Median Sold/List Ratio		100.00%		99.63%	100.00%	100.00%	99.57%
Total Closed Units		1,414	100%	143	772	411	88
Total Closed Volume		352,800,069		16.00M	156.01M	137.50M	43.29M

March 2021



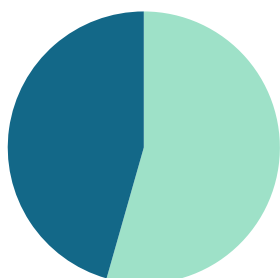
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

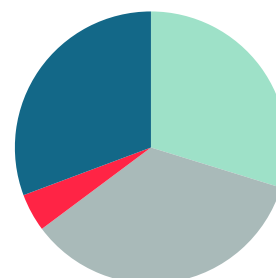


Inventory
 New Listings
1,806 = 54.41%
 Start Inventory
1,513
 Total Inventory Units
3,319
 Volume
\$1,104,560,752

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%
Median List Price	184,250	210,000	13.98%	180,000	209,750	16.53%
Median Sale Price	182,000	211,450	16.18%	179,709	206,900	15.13%
Median Percent of Selling Price to List Price	99.67%	100.00%	0.33%	99.06%	100.00%	0.95%
Median Days on Market to Sale	17.00	6.00	-64.71%	20.00	8.00	-60.00%
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

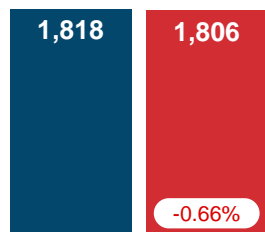
Inventory on March 31, 2021 = **1,458**

2020 **2021**

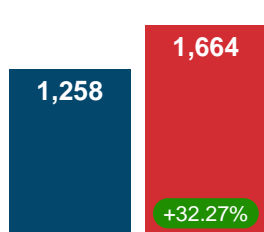
MARCH MARKET

MEDIAN PRICES

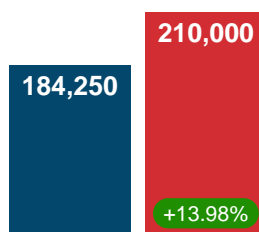
New Listings



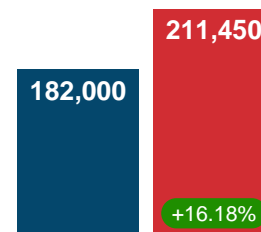
Pending Listings



List Price



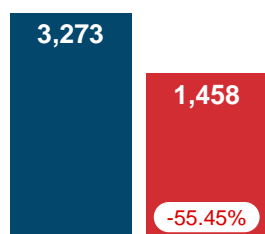
Sale Price



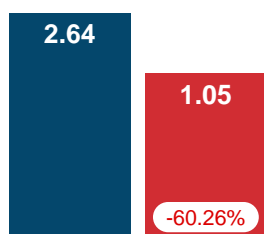
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

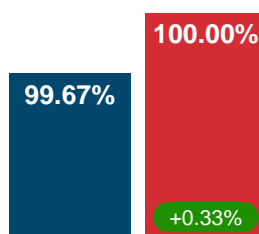
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

