

# May 2021



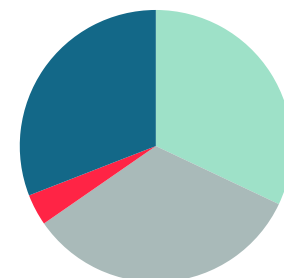
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	May 2021	+/-%
Closed Listings	1,251	1,582	26.46%
Pending Listings	1,627	1,647	1.23%
New Listings	1,776	1,877	5.69%
Average List Price	222,504	257,997	15.95%
Average Sale Price	219,129	256,840	17.21%
Average Percent of Selling Price to List Price	98.44%	99.63%	1.21%
Average Days on Market to Sale	30.64	20.81	-32.07%
End of Month Inventory	2,879	1,527	-46.96%
Months Supply of Inventory	2.41	1.05	-56.23%



■ Closed (32.02%)  
■ Pending (33.34%)  
■ Other OffMarket (3.72%)  
■ Active (30.91%)

**Absorption:** Last 12 months, an Average of **1,448** Sales/Month  
**Active Inventory** as of May 31, 2021 = **1,527**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2021 decreased **46.96%** to 1,527 existing homes available for sale. Over the last 12 months this area has had an average of 1,448 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 **17.21%** in May 2021 to \$256,840 versus the previous year at \$219,129.

#### Average Days on Market Shortens

The average number of **20.81** days that homes spent on the market before selling decreased by 9.83 days or **32.07%** in May 2021 compared to last year's same month at **30.64** DOM.

#### Sales Success for May 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 1,877 New Listings in May 2021, up **5.69%** from last year at 1,776. Furthermore, there were 1,582 Closed Listings this month versus last year at 1,251, a **26.46%** increase.

Closed versus Listed trends yielded a **84.3%** ratio, up from previous year's, May 2020, at **70.4%**, a **19.65%** 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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<b>Average Percent of Selling Price to List Price</b>	<b>10</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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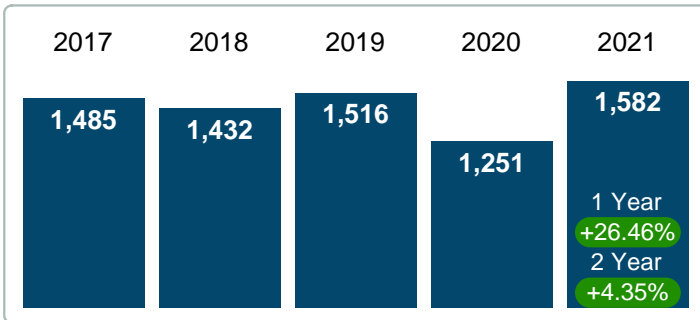
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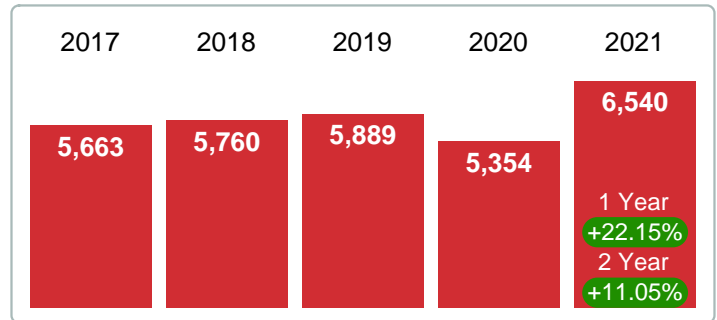
## CLOSED LISTINGS

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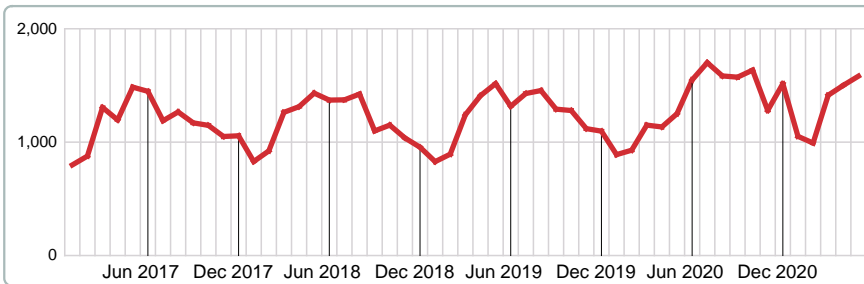
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

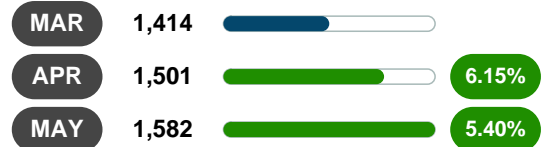


### 3 MONTHS

5 year MAY AVG = 1,453

High Jul 2020 1,701 Low Jan 2017 799

Closed Listings this month at **1,582**  
above the 5 yr MAY average of **1,453**



### 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	156	9.86%	79.3	73	74	9	0
\$75,001 - \$125,000	141	8.91%	13.1	46	83	11	1
\$125,001 - \$175,000	265	16.75%	10.9	22	207	34	2
\$175,001 - \$250,000	426	26.93%	7.5	26	282	114	4
\$250,001 - \$325,000	230	14.54%	12.5	5	103	109	13
\$325,001 - \$425,000	191	12.07%	18.1	8	60	96	27
\$425,001 and up	173	10.94%	36.5	2	30	86	55
<b>Total Closed Units</b>	<b>1,582</b>			<b>182</b>	<b>839</b>	<b>459</b>	<b>102</b>
<b>Total Closed Volume</b>	<b>406,321,317</b>	<b>100%</b>	<b>20.8</b>	<b>22.51M</b>	<b>170.88M</b>	<b>155.33M</b>	<b>57.60M</b>
<b>Average Closed Price</b>	<b>\$256,840</b>			<b>\$123,678</b>	<b>\$203,674</b>	<b>\$338,401</b>	<b>\$564,736</b>

# May 2021



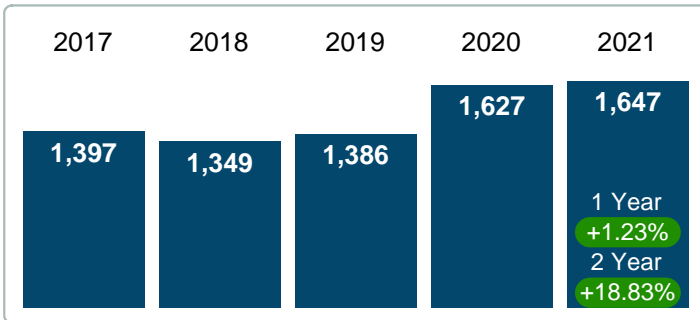
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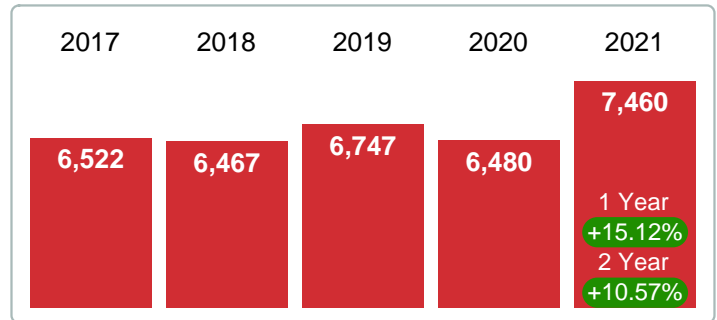
## PENDING LISTINGS

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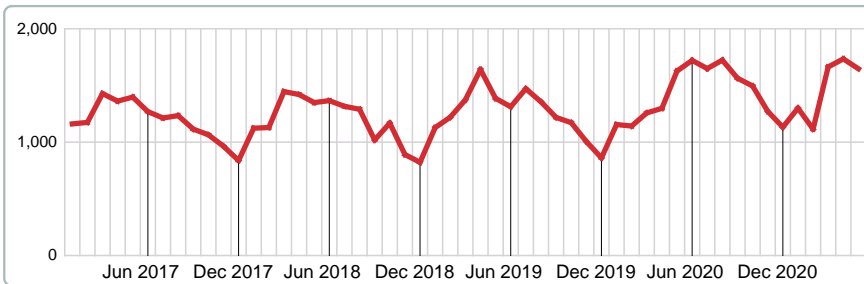
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

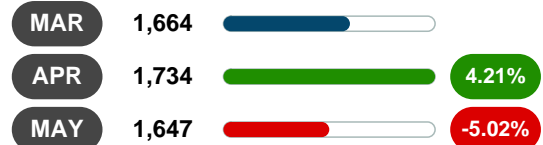


### 3 MONTHS

5 year MAY AVG = 1,481

High Apr 2021 1,734 Low Dec 2018 822

Pending Listings this month at **1,647**  
above the 5 yr MAY average of **1,481**



## 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	156	9.47%	26.7	82	62	11	1
\$100,001 - \$150,000	186	11.29%	12.4	42	123	19	2
\$150,001 - \$175,000	144	8.74%	11.6	12	115	13	4
\$175,001 - \$250,000	480	29.14%	9.6	28	321	125	6
\$250,001 - \$325,000	253	15.36%	16.0	8	130	101	14
\$325,001 - \$450,000	254	15.42%	20.9	14	80	136	24
\$450,001 and up	174	10.56%	32.3	4	27	88	55
<b>Total Pending Units</b>	<b>1,647</b>			<b>190</b>	<b>858</b>	<b>493</b>	<b>106</b>
<b>Total Pending Volume</b>	<b>452,292,421</b>	<b>100%</b>	<b>16.3</b>	<b>28.36M</b>	<b>189.45M</b>	<b>175.96M</b>	<b>58.52M</b>
<b>Average Listing Price</b>	<b>\$271,106</b>			<b>\$149,245</b>	<b>\$220,808</b>	<b>\$356,922</b>	<b>\$552,079</b>

# May 2021



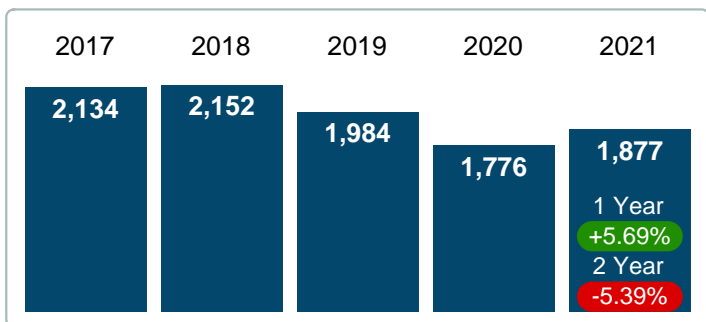
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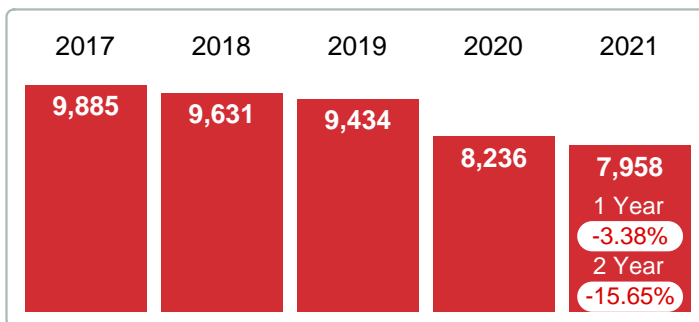
## NEW LISTINGS

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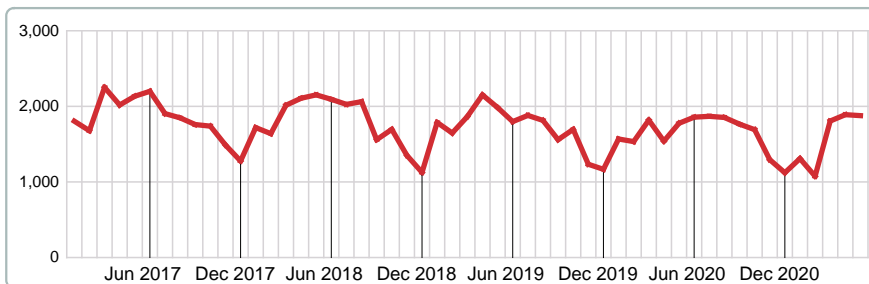
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

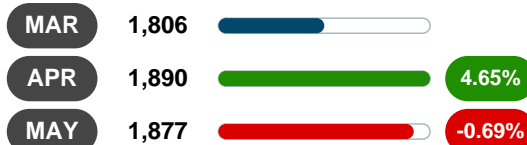


### 3 MONTHS

5 year MAY AVG = 1,985

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

New Listings this month at **1,877**  
below the 5 yr MAY average of **1,985**



### 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	121	6.45%	61	51	8	1
\$75,001 - \$125,000	179	9.54%	65	98	15	1
\$125,001 - \$175,000	313	16.68%	42	233	36	2
\$175,001 - \$250,000	501	26.69%	35	329	126	11
\$250,001 - \$350,000	343	18.27%	17	162	143	21
\$350,001 - \$475,000	220	11.72%	4	70	123	23
\$475,001 and up	200	10.66%	4	39	97	60
<b>Total New Listed Units</b>	<b>1,877</b>		<b>228</b>	<b>982</b>	<b>548</b>	<b>119</b>
<b>Total New Listed Volume</b>	<b>551,341,035</b>	<b>100%</b>	<b>33.23M</b>	<b>221.30M</b>	<b>208.98M</b>	<b>87.83M</b>
<b>Average New Listed Listing Price</b>	<b>\$263,667</b>		<b>\$145,760</b>	<b>\$225,354</b>	<b>\$381,350</b>	<b>\$738,071</b>

# May 2021



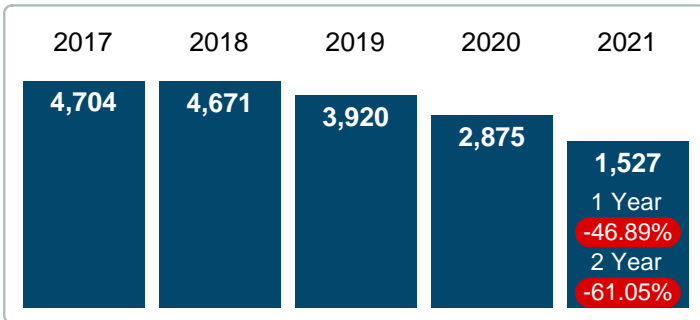
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



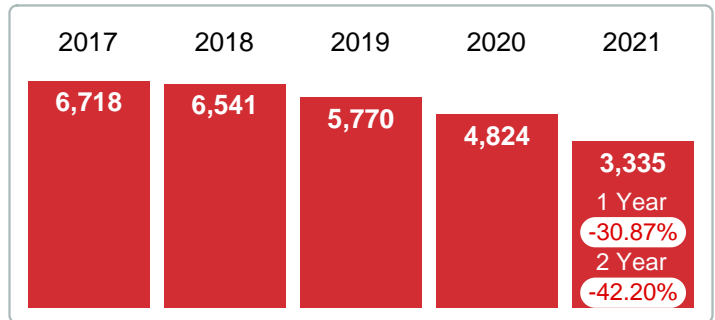
## ACTIVE INVENTORY

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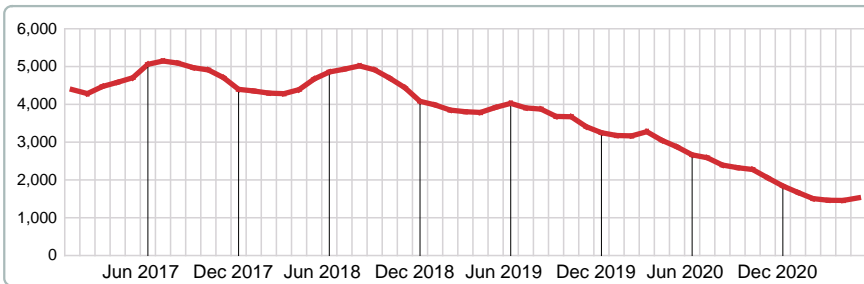
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 3,539

High Jul 2017 5,147 Low Apr 2021 1,458

Inventory this month at 1,527 below the 5 yr MAY average of 3,539



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	153	10.02%	89.2	83	55	13	2
\$75,001 - \$125,000	148	9.69%	52.8	52	82	13	1
\$125,001 - \$175,000	188	12.31%	43.0	37	126	24	1
\$175,001 - \$350,000	453	29.67%	44.9	51	252	124	26
\$350,001 - \$475,000	213	13.95%	66.9	8	89	102	14
\$475,001 - \$775,000	209	13.69%	66.3	4	50	97	58
\$775,001 and up	163	10.67%	82.0	5	20	63	75
<b>Total Active Inventory by Units</b>	<b>1,527</b>			<b>240</b>	<b>674</b>	<b>436</b>	<b>177</b>
<b>Total Active Inventory by Volume</b>	<b>625,646,065</b>	<b>100%</b>	<b>59.8</b>	<b>37.36M</b>	<b>185.58M</b>	<b>230.17M</b>	<b>172.54M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$409,722</b>			<b>\$155,681</b>	<b>\$275,337</b>	<b>\$527,904</b>	<b>\$974,798</b>

# May 2021



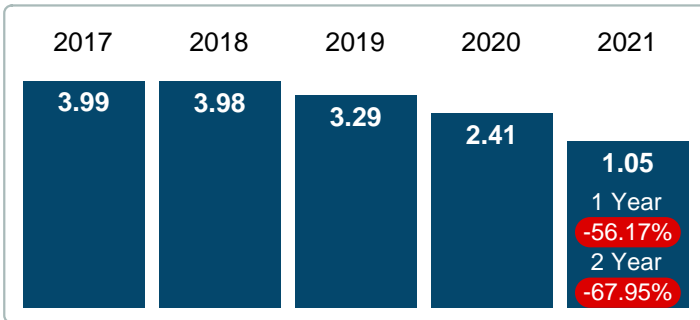
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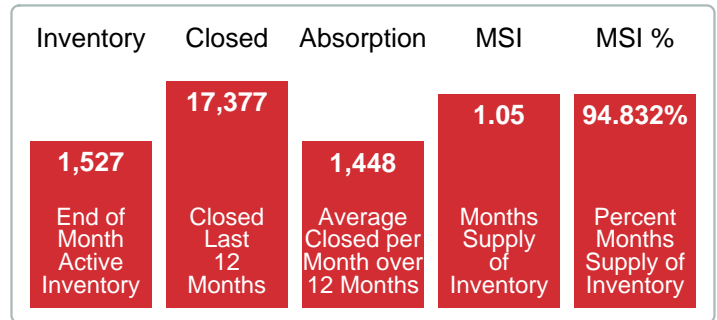
## MONTHS SUPPLY of INVENTORY (MSI)

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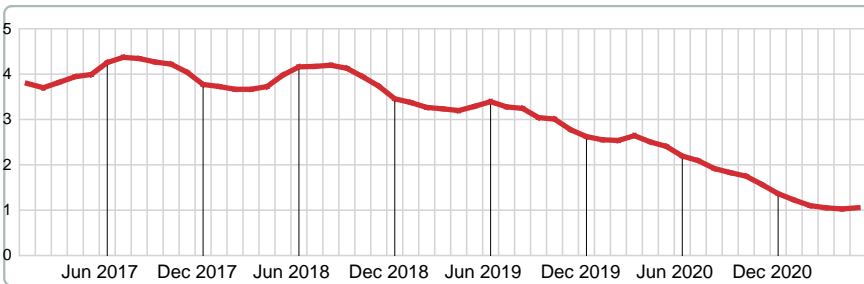
### MSI FOR MAY



### INDICATORS FOR MAY 2021

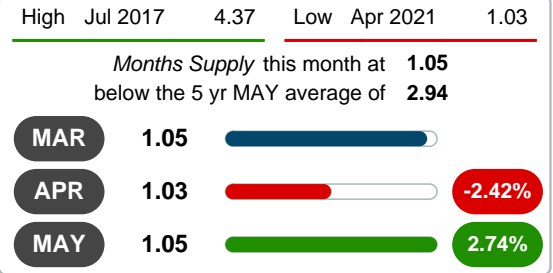


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY 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
\$75,000 and less	153	10.02%	1.56	1.71	1.33	1.88	1.71
\$75,001 - \$125,000	148	9.69%	0.97	1.28	0.83	1.11	0.75
\$125,001 - \$175,000	188	12.31%	0.66	1.62	0.55	0.75	0.52
\$175,001 - \$350,000	453	29.67%	0.67	1.96	0.71	0.48	0.81
\$350,001 - \$475,000	213	13.95%	1.45	3.43	2.41	1.20	0.62
\$475,001 - \$775,000	209	13.69%	2.86	6.86	4.05	2.40	2.94
\$775,001 and up	163	10.67%	7.86	20.00	10.00	5.95	9.47
Market Supply of Inventory (MSI)			1.05	1.70	0.87	0.98	2.05
Total Active Inventory by Units		100%	1,527	240	674	436	177

# May 2021



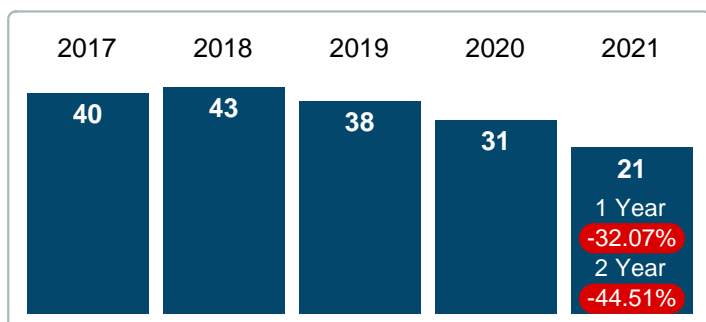
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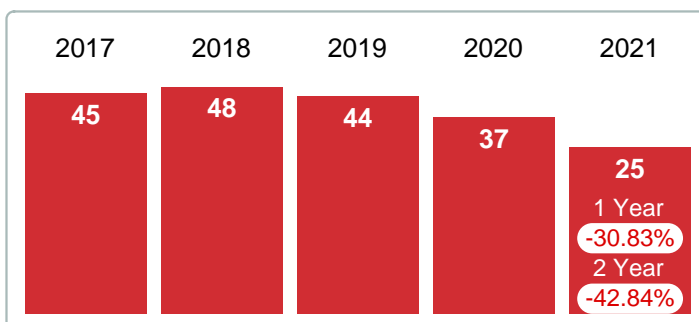
## AVERAGE DAYS ON MARKET TO SALE

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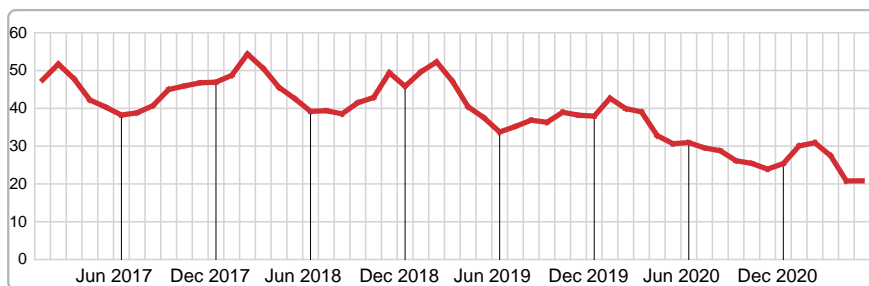
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 34

High Feb 2018 54 Low Apr 2021 21

Average Days on Market to Sale this month at 21 below the 5 yr MAY average of 34



## 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	9.86%	79	67	88	105	0
\$75,001 - \$125,000	8.91%	13	14	13	7	29
\$125,001 - \$175,000	16.75%	11	10	12	6	8
\$175,001 - \$250,000	26.93%	7	11	6	11	11
\$250,001 - \$325,000	14.54%	12	36	15	9	16
\$325,001 - \$425,000	12.07%	18	28	16	16	29
\$425,001 and up	10.94%	36	8	46	37	32
<b>Average Closed DOM</b>		<b>21</b>	<b>36</b>	<b>19</b>	<b>18</b>	<b>28</b>
<b>Total Closed Units</b>		<b>1,582</b>	<b>182</b>	<b>839</b>	<b>459</b>	<b>102</b>
<b>Total Closed Volume</b>		<b>406,321,317</b>	<b>22.51M</b>	<b>170.88M</b>	<b>155.33M</b>	<b>57.60M</b>

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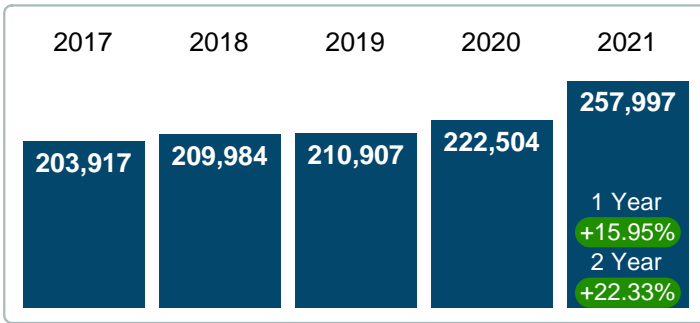
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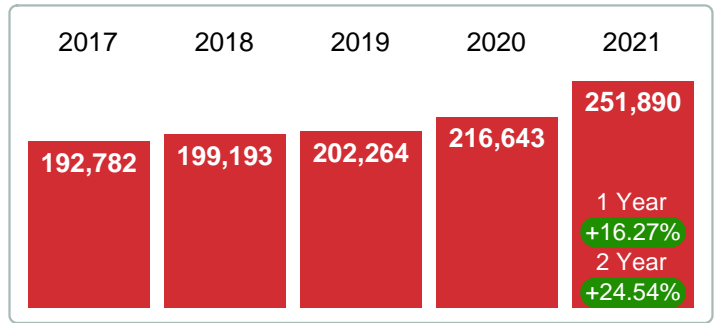
## AVERAGE LIST PRICE AT CLOSING

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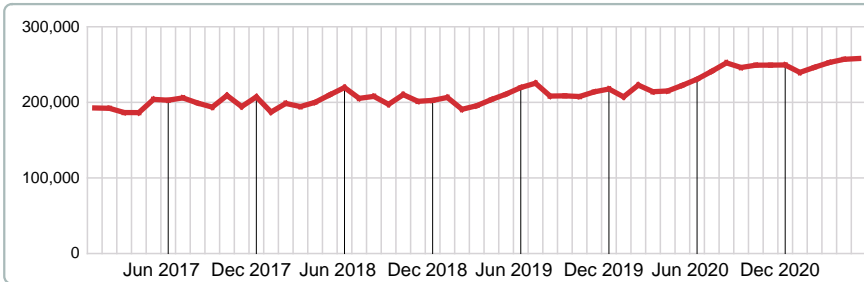
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

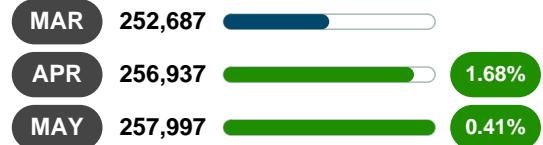


### 3 MONTHS

5 year MAY AVG = 221,062

High May 2021 257,997 Low Apr 2017 186,405

Average List Price at Closing this month at **257,997** above the 5 yr MAY average of **221,062**



### 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	9.61%	54,143	55,793	54,109	68,548	0
\$75,001 - \$125,000	9.23%	102,185	97,401	104,593	108,000	119,900
\$125,001 - \$175,000	17.89%	154,878	149,005	154,054	153,723	167,450
\$175,001 - \$250,000	26.74%	210,388	205,442	204,831	213,124	235,500
\$250,001 - \$325,000	13.78%	289,695	290,380	284,096	287,855	287,823
\$325,001 - \$425,000	11.69%	371,111	388,550	366,362	370,717	369,096
\$425,001 and up	11.06%	687,819	680,000	566,219	661,826	803,212
<b>Average List Price</b>		<b>257,997</b>	<b>126,886</b>	<b>203,298</b>	<b>338,147</b>	<b>581,184</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>257,997</b>	<b>182</b>	<b>839</b>	<b>459</b>	<b>102</b>
<b>Total Closed Volume</b>		<b>408,150,679</b>	<b>23.09M</b>	<b>170.57M</b>	<b>155.21M</b>	<b>59.28M</b>



# May 2021



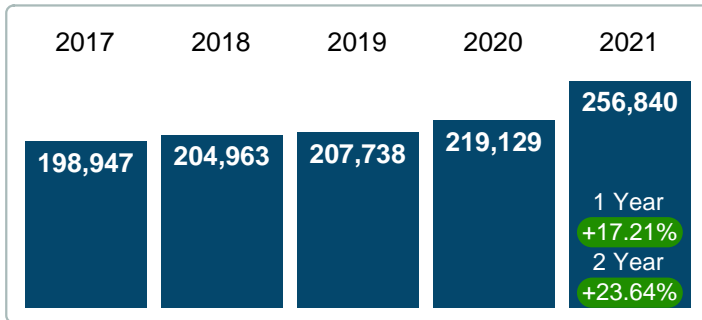
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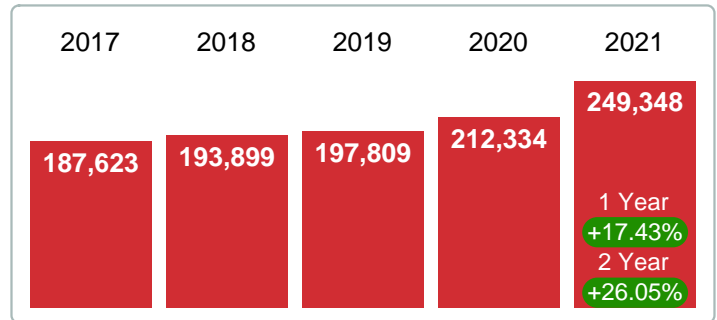
## AVERAGE SOLD PRICE AT CLOSING

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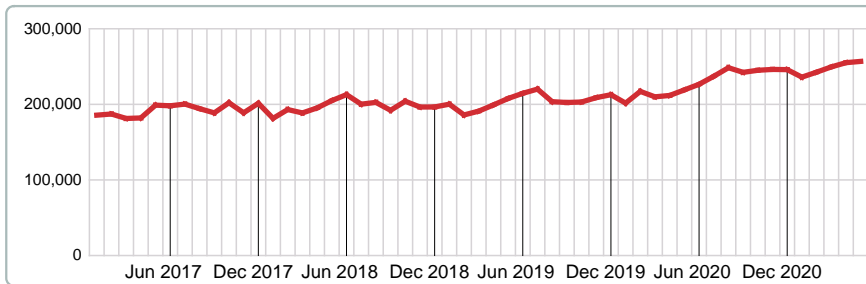
### MAY



### YEAR TO DATE (YTD)

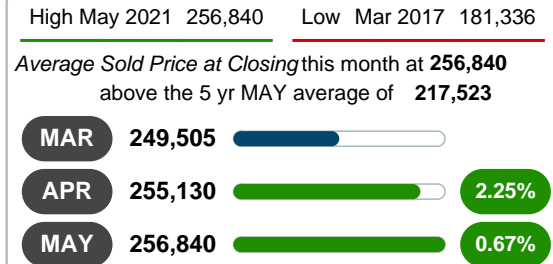


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 217,523



## 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	9.86%	49,487	50,627	47,637	55,451	0
\$75,001 - \$125,000	8.91%	100,731	95,963	102,768	103,418	121,500
\$125,001 - \$175,000	16.75%	154,362	148,641	154,433	157,454	157,450
\$175,001 - \$250,000	26.93%	210,650	207,977	208,711	215,882	215,625
\$250,001 - \$325,000	14.54%	287,833	277,380	285,912	290,358	285,908
\$325,001 - \$425,000	12.07%	369,689	380,000	365,311	370,980	371,773
\$425,001 and up	10.94%	675,971	647,500	554,544	656,537	773,628
<b>Average Sold Price</b>		<b>256,840</b>	<b>123,678</b>	<b>203,674</b>	<b>338,401</b>	<b>564,736</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>256,840</b>	<b>182</b>	<b>839</b>	<b>459</b>	<b>102</b>
<b>Total Closed Volume</b>		<b>406,321,317</b>	<b>22.51M</b>	<b>170.88M</b>	<b>155.33M</b>	<b>57.60M</b>

# May 2021



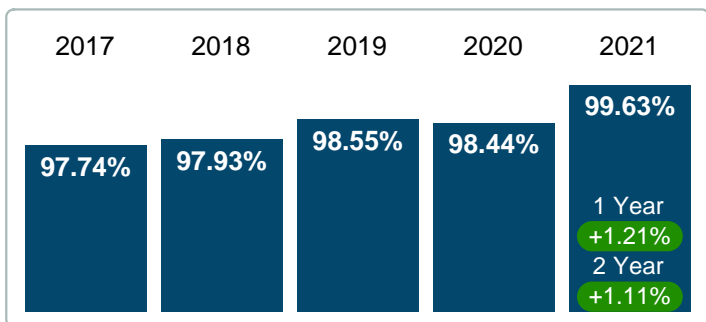
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



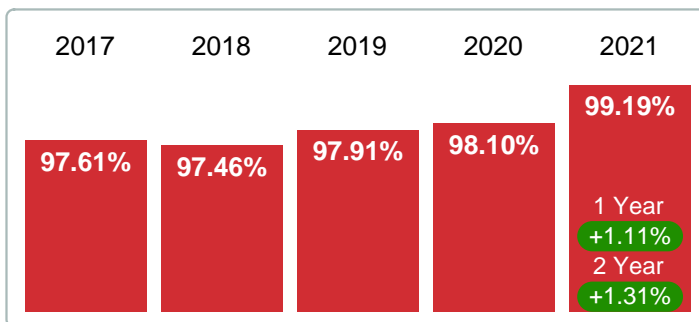
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

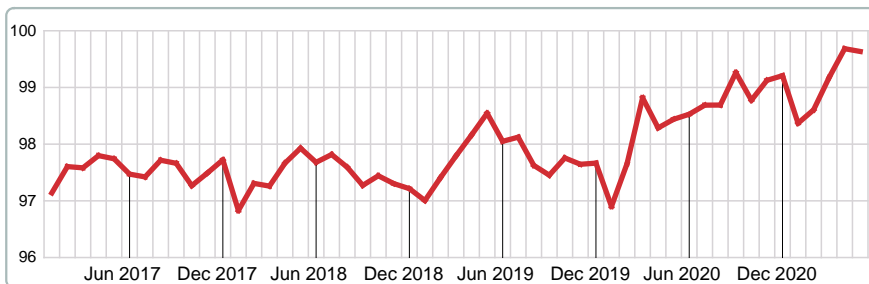
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

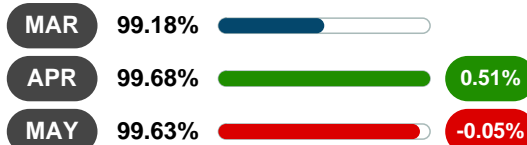


### 3 MONTHS

5 year MAY AVG = 98.46%

High Apr 2021 99.68% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.63%** above the 5 yr MAY average of **98.46%**



### 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	156	9.86%	90.24%	93.22%	87.99%	84.47%	0.00%
\$75,001 - \$125,000	141	8.91%	99.38%	101.38%	98.70%	95.97%	101.33%
\$125,001 - \$175,000	265	16.75%	100.76%	100.11%	100.52%	103.01%	94.73%
\$175,001 - \$250,000	426	26.93%	101.77%	101.46%	102.07%	101.42%	92.54%
\$250,001 - \$325,000	230	14.54%	100.79%	97.98%	100.81%	101.04%	99.61%
\$325,001 - \$425,000	191	12.07%	100.09%	97.79%	99.78%	100.26%	100.84%
\$425,001 and up	173	10.94%	99.29%	96.39%	98.38%	99.96%	98.84%
Average Sold/List Ratio		99.60%		97.66%	99.66%	100.47%	99.17%
Total Closed Units	1,582	100%	99.60%	182	839	459	102
Total Closed Volume	406,321,317			22.51M	170.88M	155.33M	57.60M

# May 2021



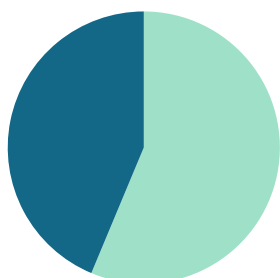
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY

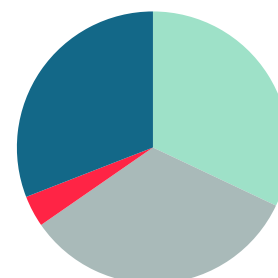


**Inventory**  
 New Listings  
**1,877 = 56.30%**  
 Start Inventory  
**1,457**  
 Total Inventory Units  
**3,334**  
 Volume  
**\$1,154,371,878**

### Market Activity

Closed Sales  
**1,582 = 32.02%**  
 Pending Sales  
**1,647 = 33.34%**  
 Other Off Market  
**184 = 3.72%**  
 Active Inventory  
**1,527 = 30.91%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,251	1,582	26.46%	5,354	6,540	22.15%
Pending Sales	1,627	1,647	1.23%	6,480	7,460	15.12%
New Listings	1,776	1,877	5.69%	8,236	7,958	-3.38%
Average List Price	222,504	257,997	15.95%	216,643	251,890	16.27%
Average Sale Price	219,129	256,840	17.21%	212,334	249,348	17.43%
Average Percent of Selling Price to List Price	98.44%	99.63%	1.21%	98.10%	99.19%	1.11%
Average Days on Market to Sale	30.64	20.81	-32.07%	36.52	25.26	-30.83%
Monthly Inventory	2,879	1,527	-46.96%	2,879	1,527	-46.96%
Months Supply of Inventory	2.41	1.05	-56.23%	2.41	1.05	-56.23%

**Absorption:** Last 12 months, an Average of **1,448** Sales/Month

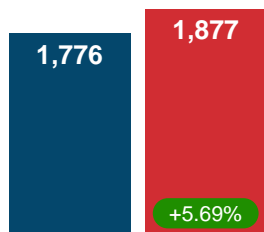
**Inventory** on May 31, 2021 = **1,527**

**2020** **2021**

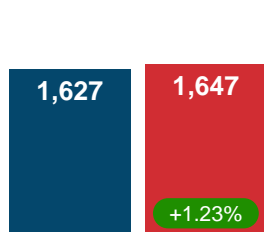
### MAY MARKET

### AVERAGE PRICES

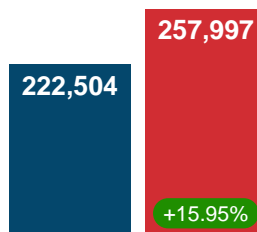
#### New Listings



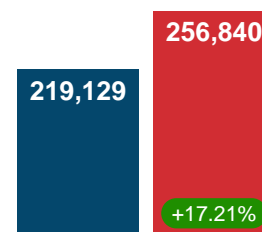
#### Pending Listings



#### List Price



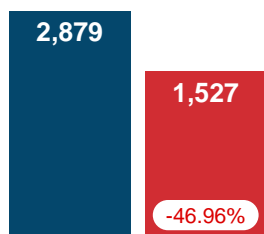
#### Sale Price



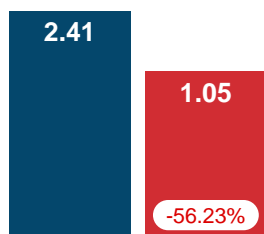
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

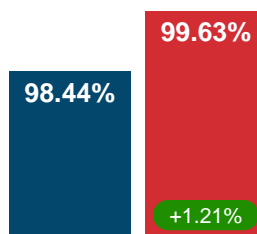
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

