

# May 2021



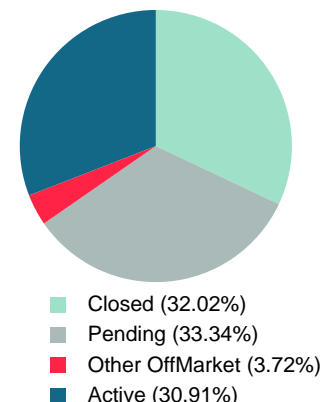
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## 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%
Median List Price	191,489	209,900	9.61%
Median Sale Price	190,695	211,833	11.08%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	4.00	-66.67%
End of Month Inventory	2,879	1,527	-46.96%
Months Supply of Inventory	2.41	1.05	-56.23%



**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.

#### 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 **11.08%** in May 2021 to \$211,833 versus the previous year at \$190,695.

#### Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 8.00 days or **66.67%** in May 2021 compared to last year's same month at **12.00** DOM.

#### Sales Success for May 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 1,877 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>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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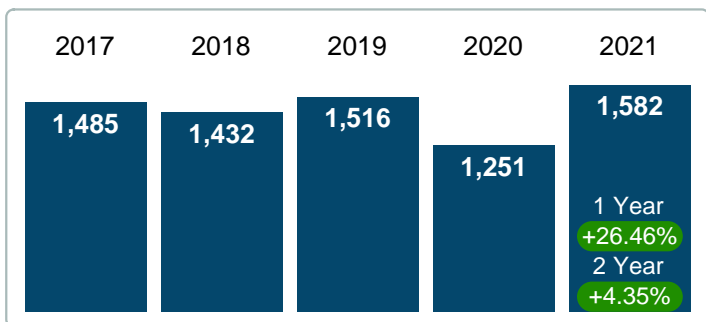
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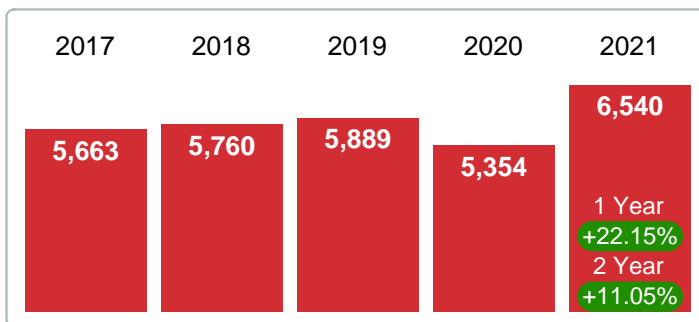
## CLOSED LISTINGS

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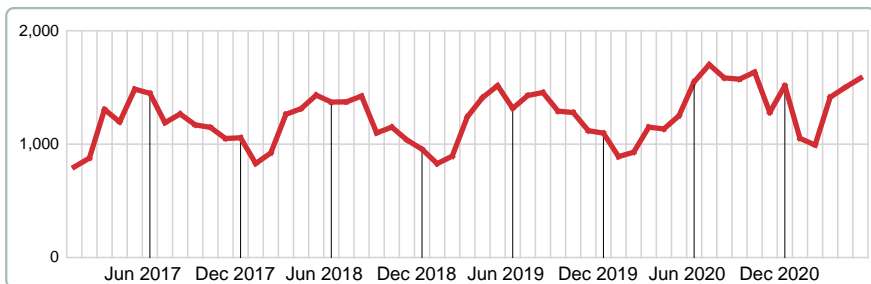
### MAY



### YEAR TO DATE (YTD)

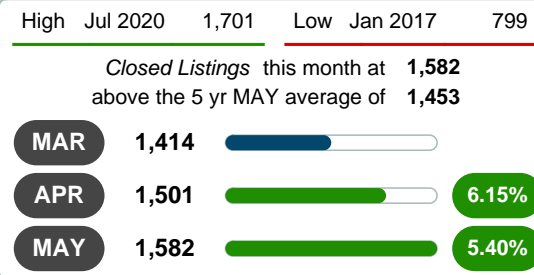


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,453



### 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	156	9.86%	61.0	73	74	9	0
\$75,001 - \$125,000	141	8.91%	4.0	46	83	11	1
\$125,001 - \$175,000	265	16.75%	4.0	22	207	34	2
\$175,001 - \$250,000	426	26.93%	3.0	26	282	114	4
\$250,001 - \$325,000	230	14.54%	4.0	5	103	109	13
\$325,001 - \$425,000	191	12.07%	4.0	8	60	96	27
\$425,001 and up	173	10.94%	8.0	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>	100%	4.0	<b>22.51M</b>	<b>170.88M</b>	<b>155.33M</b>	<b>57.60M</b>
<b>Median Closed Price</b>	<b>\$211,833</b>			<b>\$90,000</b>	<b>\$187,000</b>	<b>\$293,000</b>	<b>\$437,500</b>

# May 2021



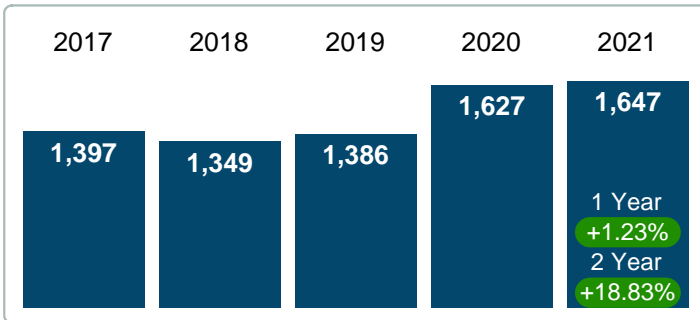
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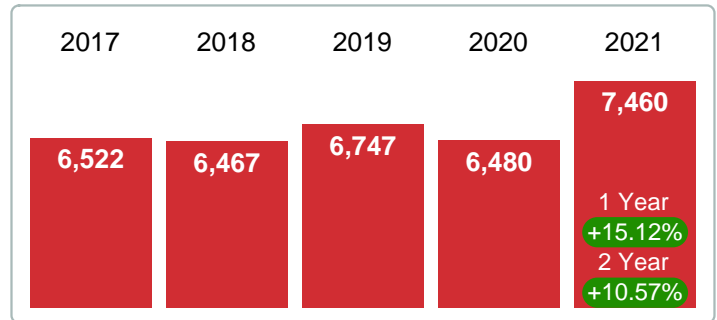
## PENDING LISTINGS

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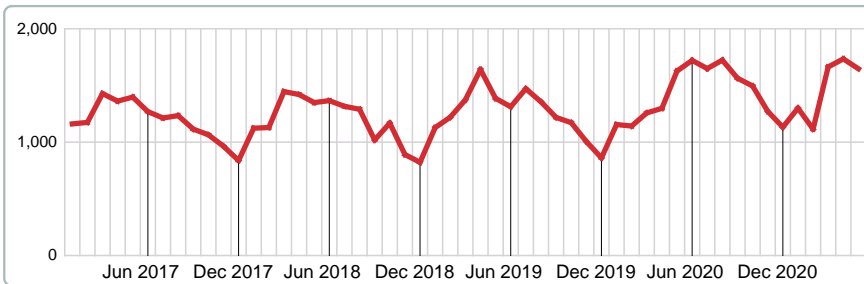
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

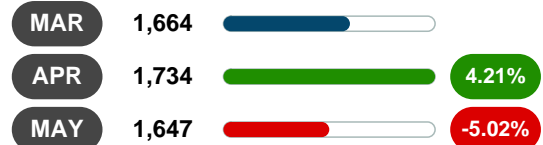


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	156	9.47%	8.0	82	62	11	1
\$100,001 - \$150,000	186	11.29%	5.0	42	123	19	2
\$150,001 - \$175,000	144	8.74%	5.0	12	115	13	4
\$175,001 - \$250,000	480	29.14%	4.0	28	321	125	6
\$250,001 - \$325,000	253	15.36%	5.0	8	130	101	14
\$325,001 - \$450,000	254	15.42%	7.0	14	80	136	24
\$450,001 and up	174	10.56%	11.0	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>5.0</b>	<b>28.36M</b>	<b>189.45M</b>	<b>175.96M</b>	<b>58.52M</b>
<b>Median Listing Price</b>	<b>\$225,000</b>			<b>\$117,450</b>	<b>\$197,700</b>	<b>\$312,500</b>	<b>\$457,450</b>

# May 2021



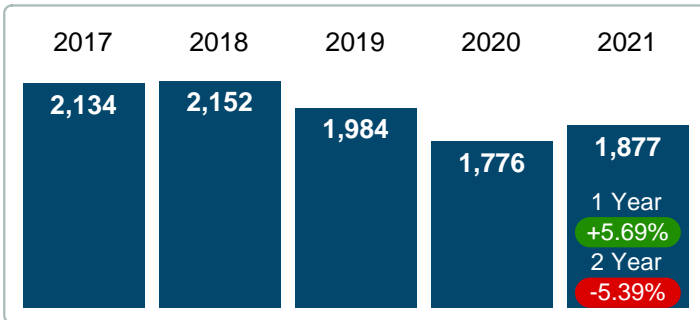
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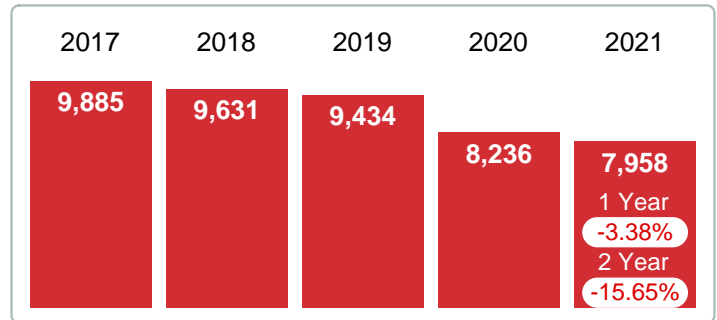
## NEW LISTINGS

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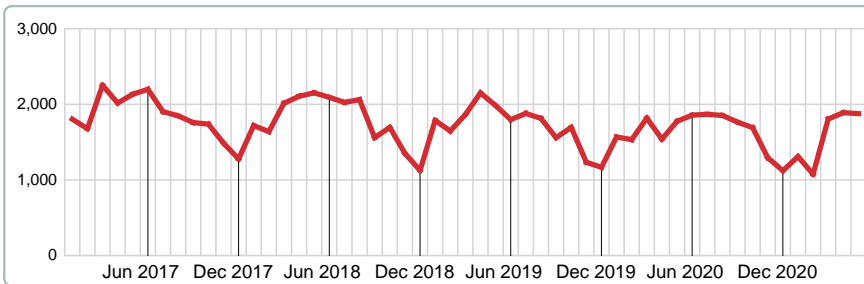
### MAY



### 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>Median New Listed Listing Price</b>	<b>\$224,999</b>		<b>\$115,000</b>	<b>\$194,450</b>	<b>\$310,000</b>	<b>\$486,700</b>

# May 2021



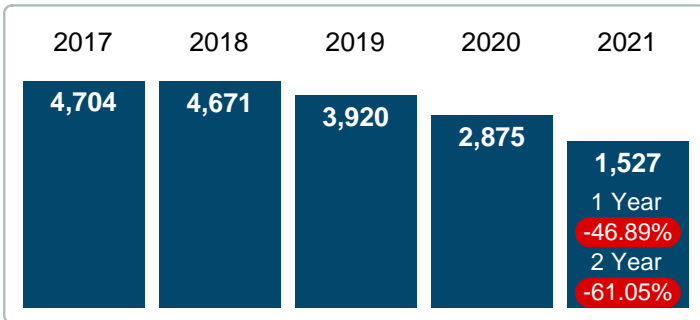
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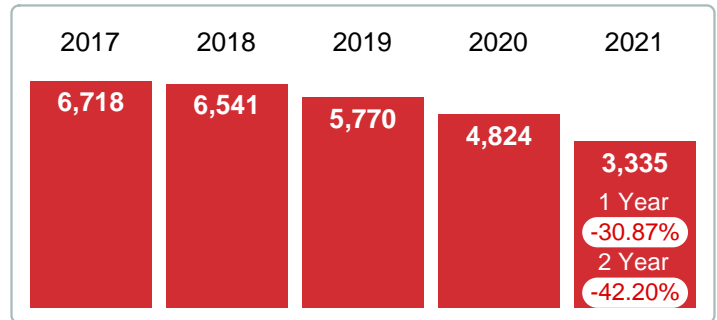
## ACTIVE INVENTORY

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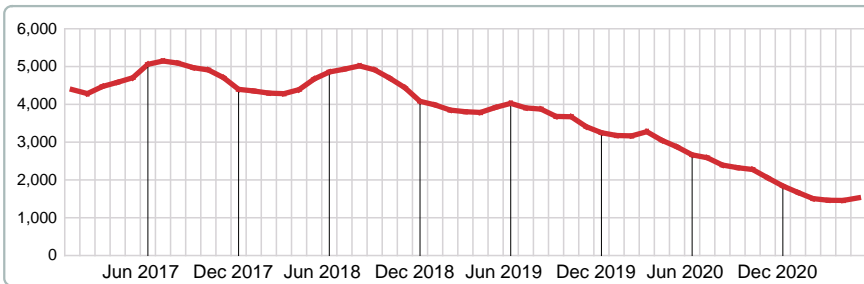
### END OF MAY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	153	10.02%	35.0	83	55	13	2
\$75,001 - \$125,000	148	9.69%	23.0	52	82	13	1
\$125,001 - \$175,000	188	12.31%	19.0	37	126	24	1
\$175,001 - \$350,000	453	29.67%	23.0	51	252	124	26
\$350,001 - \$475,000	213	13.95%	42.0	8	89	102	14
\$475,001 - \$775,000	209	13.69%	48.0	4	50	97	58
\$775,001 and up	163	10.67%	60.0	5	20	63	75
Total Active Inventory by Units			1,527	240	674	436	177
Total Active Inventory by Volume			625,646,065	37.36M	185.58M	230.17M	172.54M
Median Active Inventory Listing Price			\$269,000	\$99,900	\$209,900	\$409,450	\$699,000

# May 2021



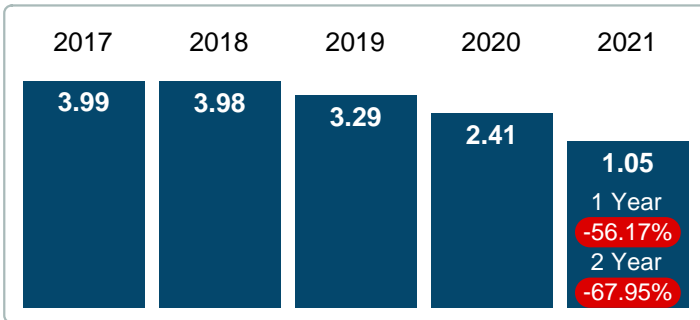
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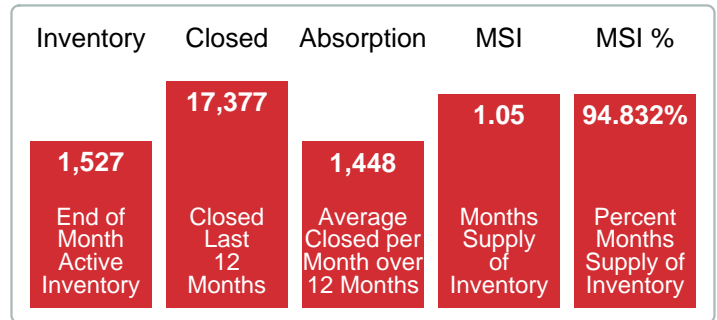
## MONTHS SUPPLY of INVENTORY (MSI)

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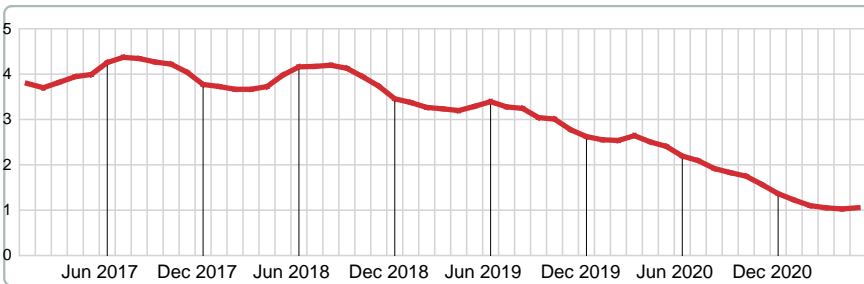
### MSI FOR MAY



### INDICATORS FOR MAY 2021

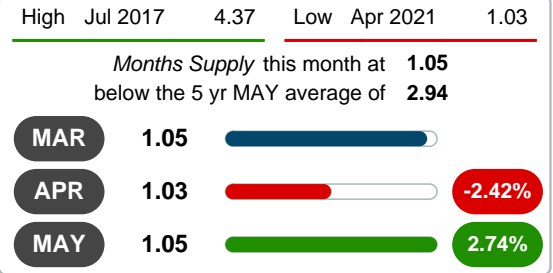


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



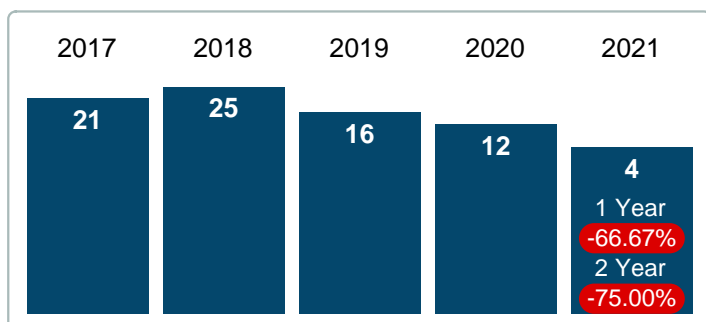
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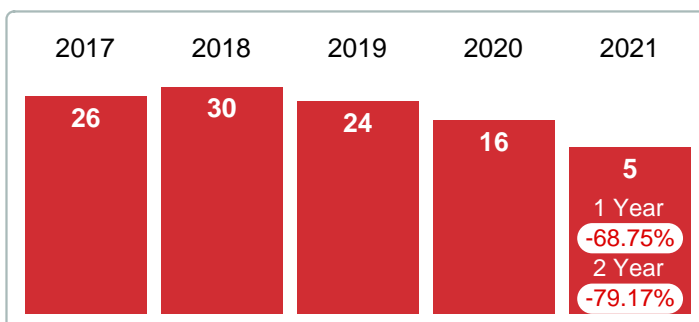
## MEDIAN DAYS ON MARKET TO SALE

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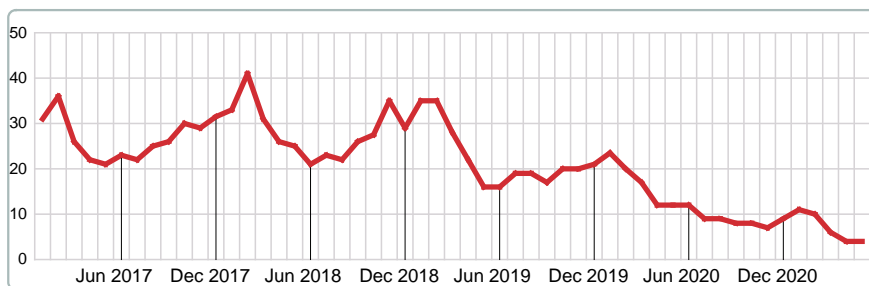
### MAY



### YEAR TO DATE (YTD)

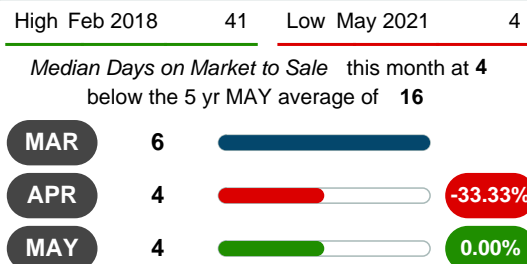


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 16



### 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	9.86%	61	35	150	150	0
\$75,001 - \$125,000	8.91%	4	5	4	4	29
\$125,001 - \$175,000	16.75%	4	5	4	4	8
\$175,001 - \$250,000	26.93%	3	3	3	3	6
\$250,001 - \$325,000	14.54%	4	5	3	4	5
\$325,001 - \$425,000	12.07%	4	4	3	4	7
\$425,001 and up	10.94%	8	8	9	9	8
Median Closed DOM		4	8	4	4	7
Total Closed Units	100%	1,582	182	839	459	102
Total Closed Volume		406,321,317	22.51M	170.88M	155.33M	57.60M

# May 2021



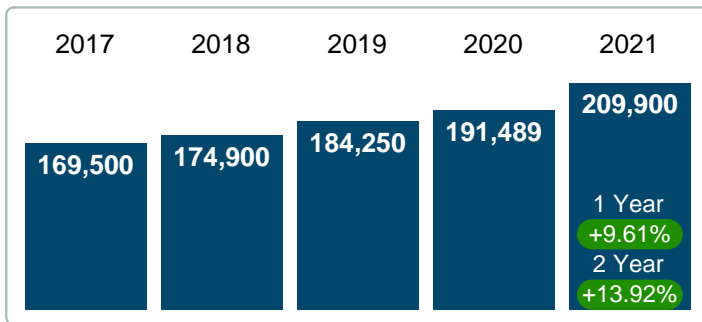
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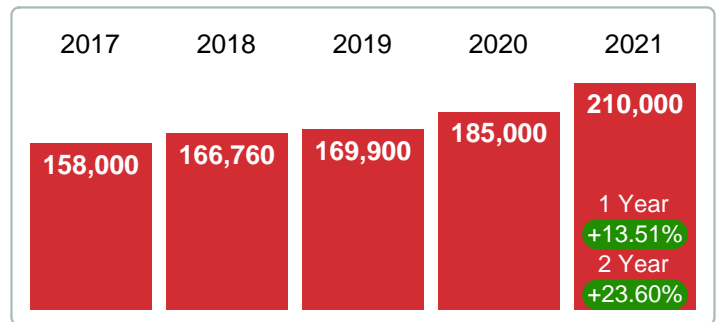
## MEDIAN LIST PRICE AT CLOSING

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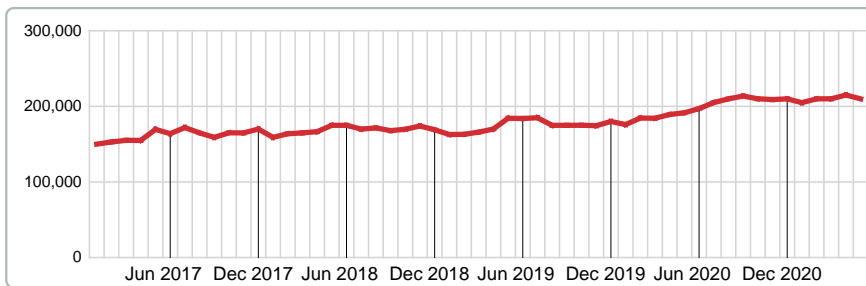
### MAY



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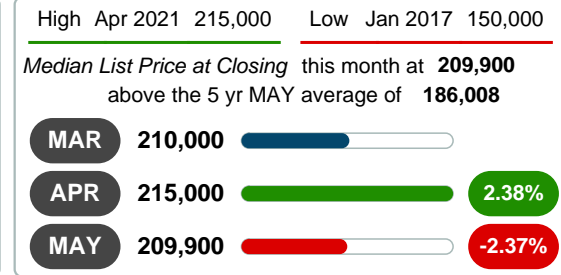


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 186,008



### 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	9.61%	54,687	54,687	54,687	54,687	0
\$75,001 - \$125,000	9.23%	100,000	94,500	101,000	111,300	119,900
\$125,001 - \$175,000	17.89%	155,000	150,000	155,000	158,200	145,000
\$175,001 - \$250,000	26.74%	209,999	209,450	205,000	215,000	238,000
\$250,001 - \$325,000	13.78%	289,000	259,900	284,950	292,880	300,000
\$325,001 - \$425,000	11.69%	369,000	389,900	360,000	367,000	374,000
\$425,001 and up	11.06%	535,500	680,000	544,091	515,000	567,500
Median List Price		209,900	92,250	184,000	294,900	435,000
Total Closed Units	100%	209,900	182	839	459	102
Total Closed Volume		408,150,679	23.09M	170.57M	155.21M	59.28M



# May 2021



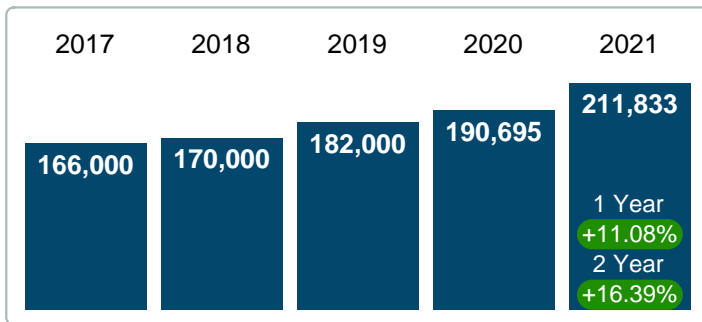
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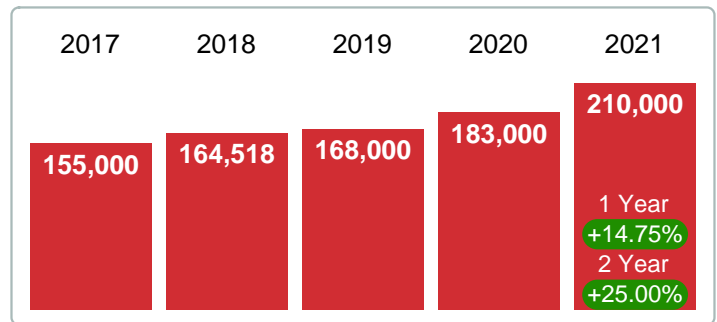
## MEDIAN SOLD PRICE AT CLOSING

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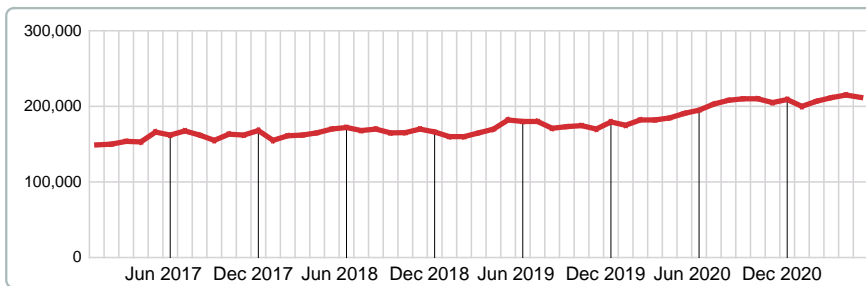
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

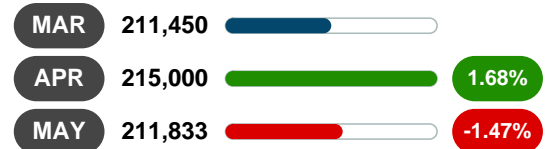


### 3 MONTHS

5 year MAY AVG = 184,106

High Apr 2021 215,000 Low Jan 2017 149,000

Median Sold Price at Closing this month at **211,833** above the 5 yr MAY average of **184,106**



### 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	9.86%	45,312	47,000	45,312	45,312	0
\$75,001 - \$125,000	8.91%	100,000	92,000	105,000	106,000	121,500
\$125,001 - \$175,000	16.75%	155,500	150,250	156,000	158,750	157,450
\$175,001 - \$250,000	26.93%	210,000	206,500	207,250	215,000	211,250
\$250,001 - \$325,000	14.54%	285,750	265,000	284,000	290,000	295,000
\$325,001 - \$425,000	12.07%	365,000	385,000	360,000	366,500	365,000
\$425,001 and up	10.94%	540,000	647,500	539,091	527,500	560,000
Median Sold Price		211,833	90,000	187,000	293,000	437,500
Total Closed Units	100%	1,582	182	839	459	102
Total Closed Volume		406,321,317	22.51M	170.88M	155.33M	57.60M

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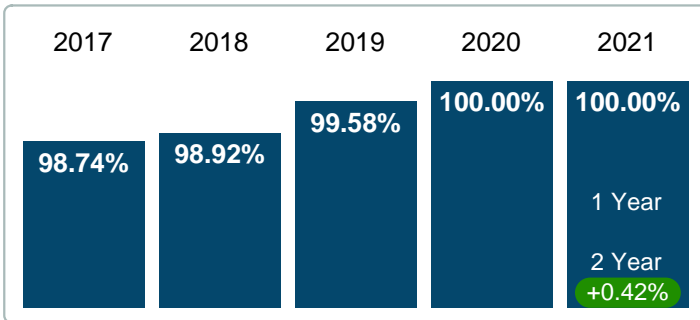
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



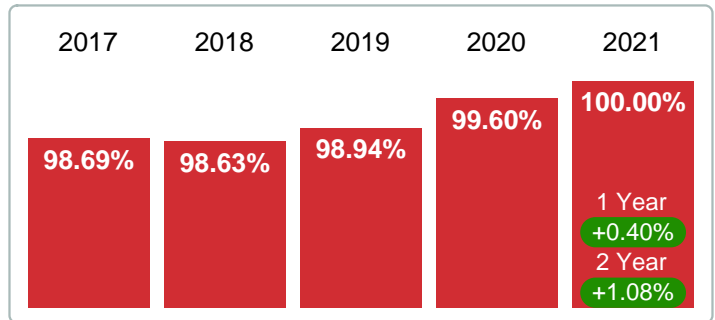
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

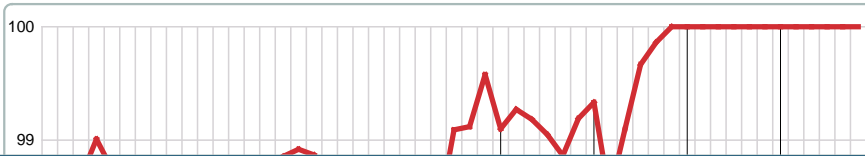
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 99.45%

High May 2021 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr MAY average of **99.45%**

MAR 100.00%  
APR 100.00%  
MAY 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	156	9.86%	82.86%	89.66%	82.86%	82.86%	0.00%
\$75,001 - \$125,000	141	8.91%	100.00%	100.00%	100.00%	96.36%	101.33%
\$125,001 - \$175,000	265	16.75%	100.07%	100.00%	100.61%	102.99%	94.73%
\$175,001 - \$250,000	426	26.93%	101.06%	100.00%	101.51%	100.00%	92.10%
\$250,001 - \$325,000	230	14.54%	100.00%	100.00%	100.00%	100.00%	100.00%
\$325,001 - \$425,000	191	12.07%	100.00%	98.67%	100.00%	100.00%	100.03%
\$425,001 and up	173	10.94%	100.00%	96.39%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		99.40%	100.00%	100.00%	100.00%
Total Closed Units		1,582	100%	182	839	459	102
Total Closed Volume		406,321,317		22.51M	170.88M	155.33M	57.60M

# May 2021



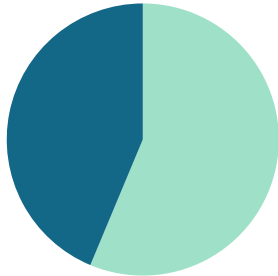
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

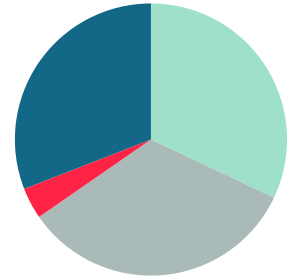


**Inventory**  
 New Listings  
**1,877 = 56.30%**  
 Start Inventory  
**1,457**  
 Total Inventory Units  
**3,334**  
 Volume  
**\$1,154,371,878**

### 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%
Median List Price	191,489	209,900	9.61%	185,000	210,000	13.51%
Median Sale Price	190,695	211,833	11.08%	183,000	210,000	14.75%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.60%	100.00%	0.40%
Median Days on Market to Sale	12.00	4.00	-66.67%	16.00	5.00	-68.75%
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

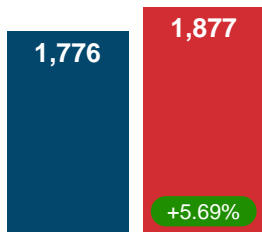
**Inventory** on May 31, 2021 = **1,527**

**2020** **2021**

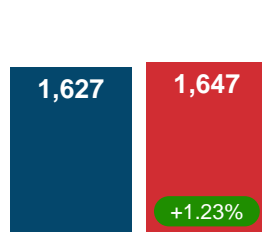
### MAY MARKET

### MEDIAN PRICES

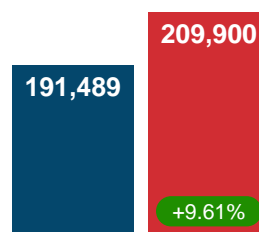
#### New Listings



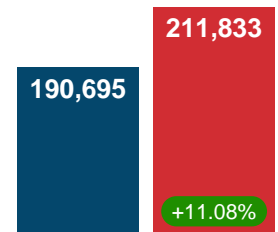
#### Pending Listings



#### List Price



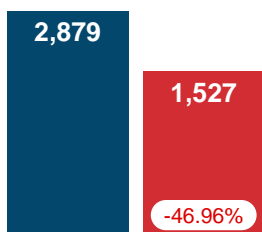
#### Sale Price



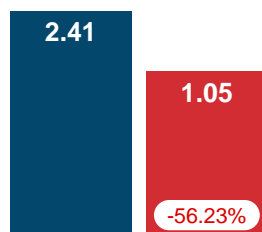
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

