

# March 2021



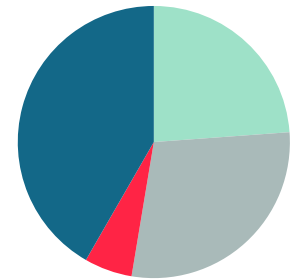
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## MONTHLY INVENTORY ANALYSIS

Report produced on Apr 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	March 2021	+/-%
Closed Listings	1,407	1,676	19.12%
Pending Listings	1,387	2,023	45.85%
New Listings	2,304	2,276	-1.22%
Average List Price	194,397	223,949	15.20%
Average Sale Price	190,057	220,077	15.80%
Average Percent of Selling Price to List Price	98.29%	98.59%	0.30%
Average Days on Market to Sale	40.98	31.17	-23.93%
End of Month Inventory	6,920	2,930	-57.66%
Months Supply of Inventory	4.62	1.79	-61.35%



■ Closed (23.84%)  
■ Pending (28.78%)  
■ Other OffMarket (5.69%)  
■ Active (41.68%)

**Absorption:** Last 12 months, an Average of **1,640** Sales/Month  
**Active Inventory** as of March 31, 2021 = **2,930**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2021 decreased **57.66%** to 2,930 existing homes available for sale. Over the last 12 months this area has had an average of 1,640 closed sales per month. This represents an unsold inventory index of **1.79** 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 **15.80%** in March 2021 to \$220,077 versus the previous year at \$190,057.

#### Average Days on Market Shortens

The average number of **31.17** days that homes spent on the market before selling decreased by 9.81 days or **23.93%** in March 2021 compared to last year's same month at **40.98** 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 2,276 New Listings in March 2021, down **1.22%** from last year at 2,304. Furthermore, there were 1,676 Closed Listings this month versus last year at 1,407, a **19.12%** increase.

Closed versus Listed trends yielded a **73.6%** ratio, up from previous year's, March 2020, at **61.1%**, a **20.58%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# March 2021



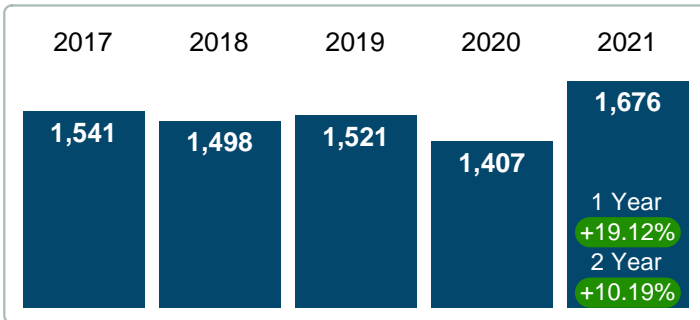
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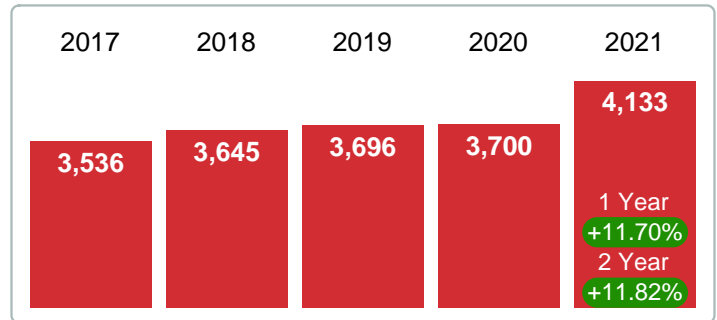
## CLOSED LISTINGS

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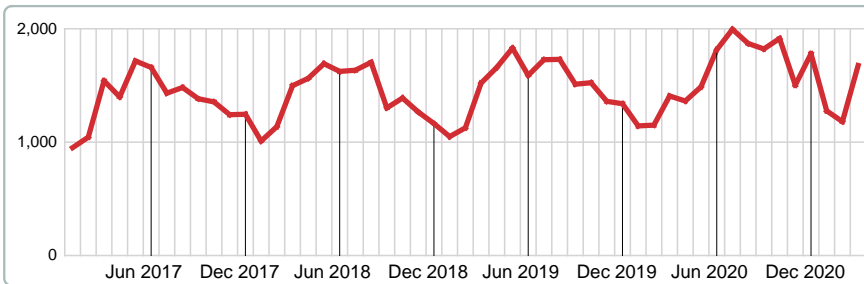
### MARCH



### YEAR TO DATE (YTD)

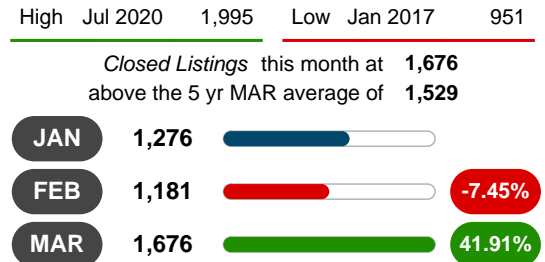


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,529



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	164	9.79%	35.9	57	80	25	2
\$25,001 - \$75,000	141	8.41%	48.1	106	31	2	2
\$75,001 - \$150,000	315	18.79%	23.1	91	197	24	3
\$150,001 - \$225,000	428	25.54%	19.7	35	308	82	3
\$225,001 - \$300,000	246	14.68%	23.9	18	117	96	15
\$300,001 - \$400,000	204	12.17%	41.6	2	76	105	21
\$400,001 and up	178	10.62%	53.4	13	30	93	42
<b>Total Closed Units</b>	<b>1,676</b>			<b>322</b>	<b>839</b>	<b>427</b>	<b>88</b>
<b>Total Closed Volume</b>	<b>368,849,783</b>	<b>100%</b>	<b>31.2</b>	<b>37.23M</b>	<b>153.68M</b>	<b>134.90M</b>	<b>43.04M</b>
<b>Average Closed Price</b>	<b>\$220,077</b>			<b>\$115,617</b>	<b>\$183,170</b>	<b>\$315,928</b>	<b>\$489,091</b>

# March 2021



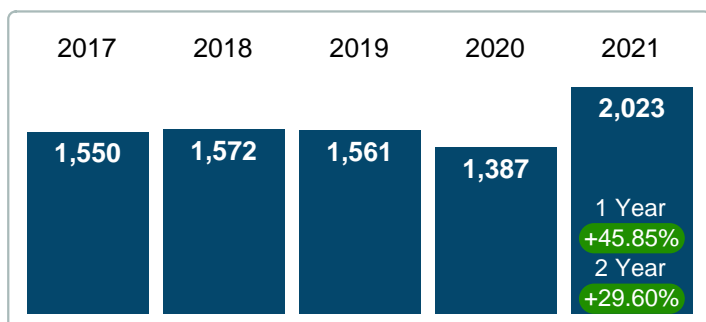
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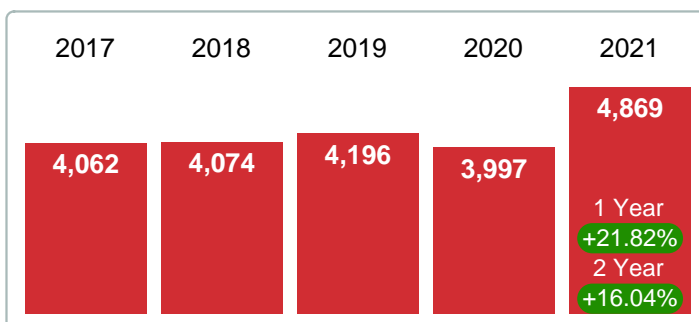
## PENDING LISTINGS

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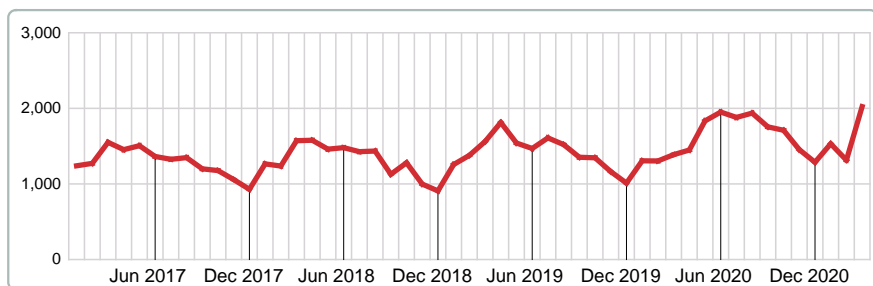
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

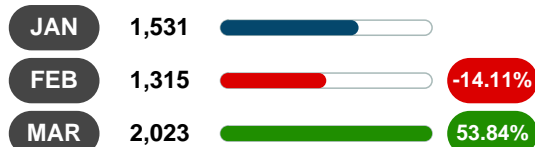


### 3 MONTHS

5 year MAR AVG = 1,619

High Mar 2021 2,023 Low Dec 2018 908

Pending Listings this month at **2,023**  
above the 5 yr MAR average of **1,619**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	166	8.21%	46.9	92	56	17	1
\$50,001 - \$125,000	296	14.63%	30.2	153	125	17	1
\$125,001 - \$150,000	160	7.91%	24.2	38	109	13	0
\$150,001 - \$225,000	530	26.20%	16.4	55	375	96	4
\$225,001 - \$325,000	402	19.87%	23.2	38	182	163	19
\$325,001 - \$425,000	244	12.06%	34.8	15	74	120	35
\$425,001 and up	225	11.12%	53.0	20	35	121	49
<b>Total Pending Units</b>	<b>2,023</b>			<b>411</b>	<b>956</b>	<b>547</b>	<b>109</b>
<b>Total Pending Volume</b>	<b>505,464,861</b>	<b>100%</b>	<b>26.0</b>	<b>63.87M</b>	<b>196.73M</b>	<b>188.51M</b>	<b>56.35M</b>
<b>Average Listing Price</b>	<b>\$181,194</b>			<b>\$155,411</b>	<b>\$205,784</b>	<b>\$344,633</b>	<b>\$516,940</b>

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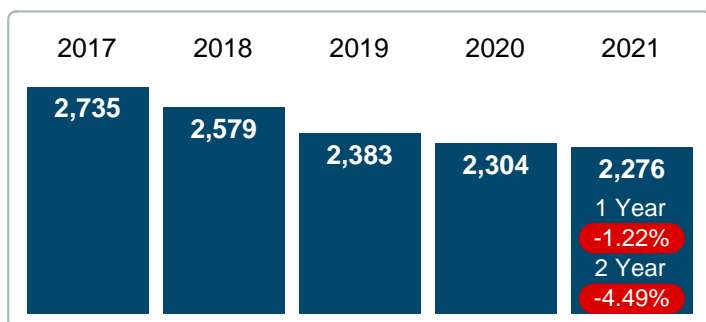
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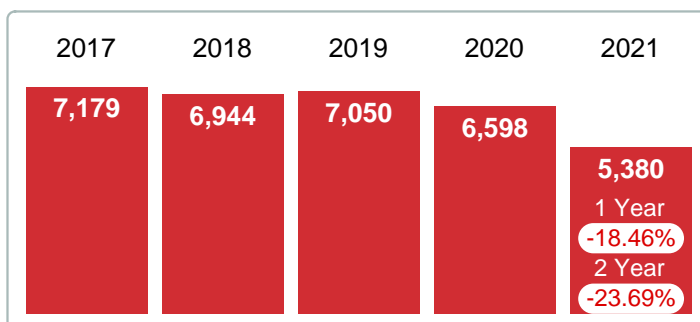
## NEW LISTINGS

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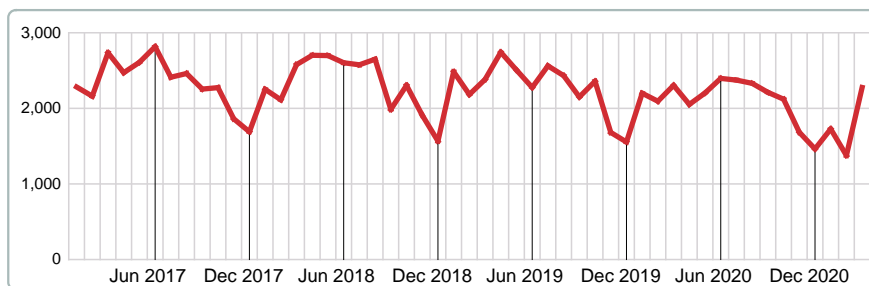
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

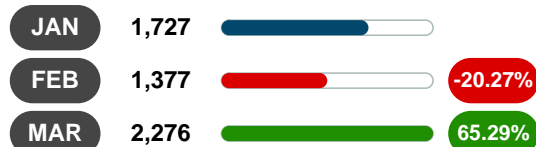


### 3 MONTHS

5 year MAR AVG = 2,455

High Jun 2017 2,816 | Low Feb 2021 1,377

New Listings this month at **2,276**  
 below the 5 yr MAR average of **2,455**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	173	7.60%	78	72	23	0
\$25,001 - \$100,000	310	13.62%	224	75	8	3
\$100,001 - \$150,000	244	10.72%	74	146	24	0
\$150,001 - \$250,000	657	28.87%	98	417	135	7
\$250,001 - \$350,000	388	17.05%	41	163	163	21
\$350,001 - \$500,000	276	12.13%	35	69	131	41
\$500,001 and up	228	10.02%	44	35	90	59
<b>Total New Listed Units</b>	<b>2,276</b>		<b>594</b>	<b>977</b>	<b>574</b>	<b>131</b>
<b>Total New Listed Volume</b>	<b>642,388,829</b>	<b>100%</b>	<b>140.47M</b>	<b>206.30M</b>	<b>219.71M</b>	<b>75.90M</b>
<b>Average New Listed Listing Price</b>	<b>\$152,738</b>		<b>\$236,489</b>	<b>\$211,158</b>	<b>\$382,775</b>	<b>\$579,392</b>

# March 2021



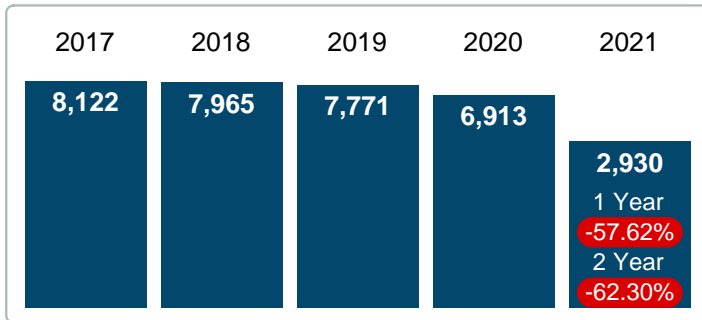
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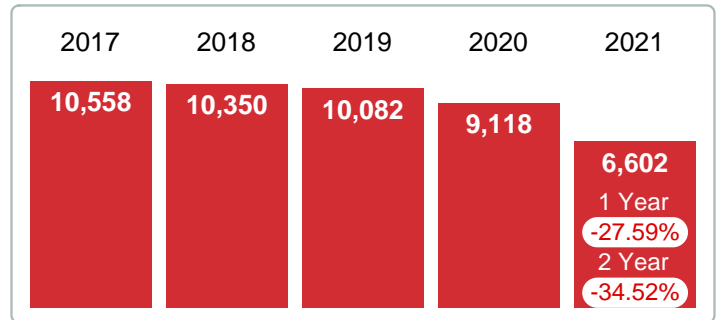
## ACTIVE INVENTORY

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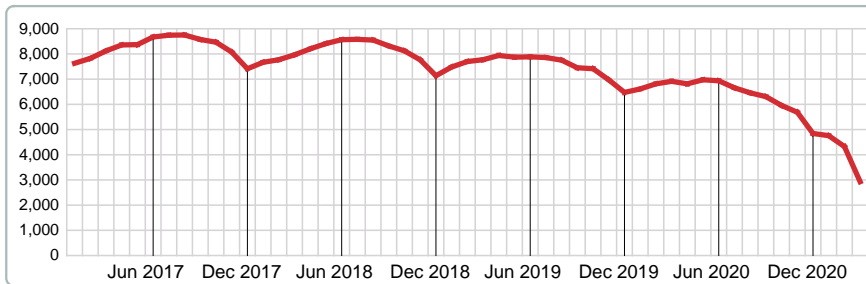
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

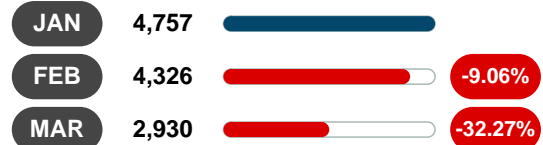


### 3 MONTHS

5 year MAR AVG = 6,740

High Aug 2017 8,752 Low Mar 2021 2,930

Inventory this month at 2,930 below the 5 yr MAR average of 6,740



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	246	8.40%	100.6	178	49	18	1
\$25,001 - \$50,000	221	7.54%	107.6	202	17	1	1
\$50,001 - \$125,000	532	18.16%	102.5	372	133	22	5
\$125,001 - \$300,000	828	28.26%	75.7	364	326	127	11
\$300,001 - \$475,000	440	15.02%	82.9	134	115	153	38
\$475,001 - \$875,000	371	12.66%	92.7	142	45	104	80
\$875,001 and up	292	9.97%	130.8	172	10	50	60
<b>Total Active Inventory by Units</b>	<b>2,930</b>			<b>1,564</b>	<b>695</b>	<b>475</b>	<b>196</b>
<b>Total Active Inventory by Volume</b>	<b>1,180,775,680</b>	<b>100%</b>	<b>93.8</b>	<b>614.42M</b>	<b>158.81M</b>	<b>231.01M</b>	<b>176.54M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$402,995</b>			<b>\$392,849</b>	<b>\$228,499</b>	<b>\$486,335</b>	<b>\$900,735</b>

# March 2021



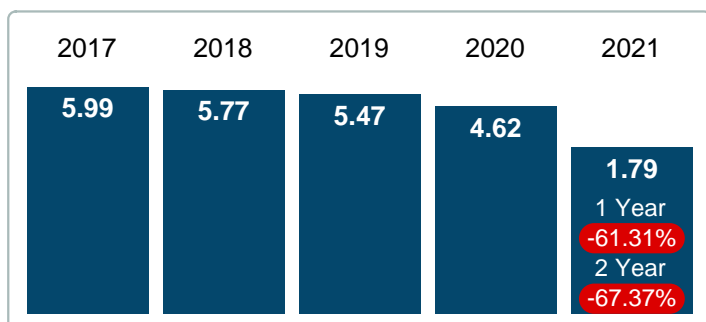
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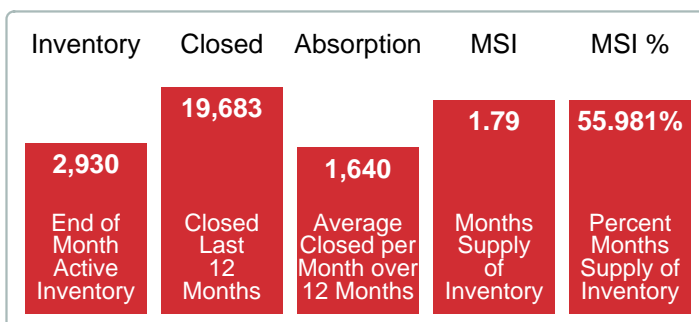
## MONTHS SUPPLY of INVENTORY (MSI)

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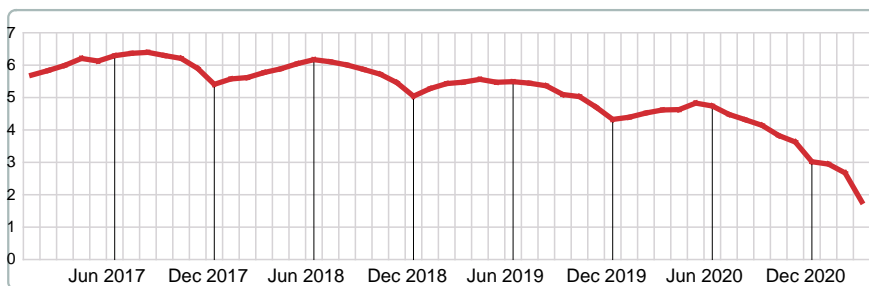
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021



### 5 YEAR MARKET ACTIVITY TRENDS

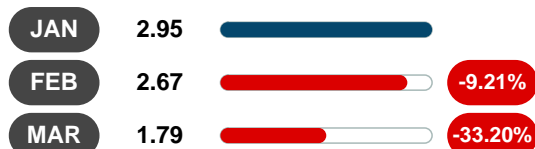


### 3 MONTHS

5 year MAR AVG = 4.73

High Aug 2017 6.39 Low Mar 2021 1.79

Months Supply this month at 1.79 below the 5 yr MAR average of 4.73



### 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
\$25,000 and less	246	8.40%	1.51	3.45	0.57	0.78	0.50
\$25,001 - \$50,000	221	7.54%	3.75	4.54	1.37	0.60	3.00
\$50,001 - \$125,000	532	18.16%	2.20	3.81	1.06	1.33	2.61
\$125,001 - \$300,000	828	28.26%	0.97	5.16	0.62	0.55	0.54
\$300,001 - \$475,000	440	15.02%	1.85	14.23	1.78	1.16	1.19
\$475,001 - \$875,000	371	12.66%	4.99	34.08	3.88	2.58	4.38
\$875,001 and up	292	9.97%	20.49	62.55	8.00	9.52	12.00
Market Supply of Inventory (MSI)			1.79	5.57	0.84	1.05	2.45
Total Active Inventory by Units		100%	1,79	1,564	695	475	196

# March 2021



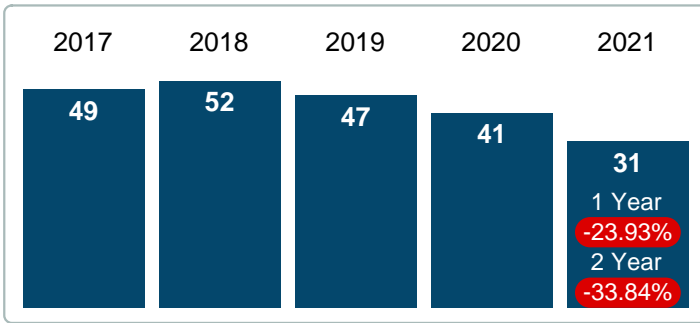
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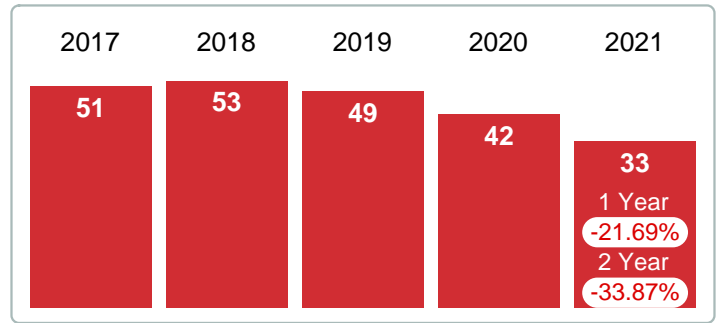
## AVERAGE DAYS ON MARKET TO SALE

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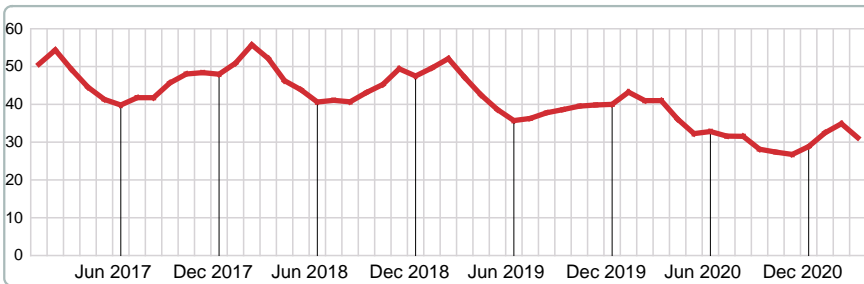
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

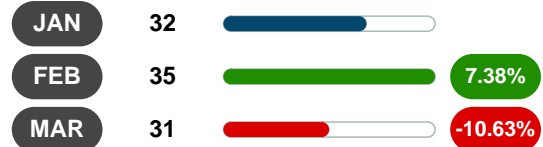


### 3 MONTHS

5 year MAR AVG = 44

High Feb 2018 56 Low Nov 2020 27

Average Days on Market to Sale this month at 31 below the 5 yr MAR average of 44



### 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
\$25,000 and less (164 units)	9.79%	36	55	29	15	39
\$25,001 - \$75,000 (141 units)	8.41%	48	54	30	22	64
\$75,001 - \$150,000 (315 units)	18.79%	23	31	20	20	12
\$150,001 - \$225,000 (428 units)	25.54%	20	52	17	15	15
\$225,001 - \$300,000 (246 units)	14.68%	24	43	22	22	23
\$300,001 - \$400,000 (204 units)	12.17%	42	10	42	42	40
\$400,001 and up (178 units)	10.62%	53	80	50	43	71
<b>Average Closed DOM</b>		<b>31</b>	<b>47</b>	<b>24</b>	<b>30</b>	<b>51</b>
<b>Total Closed Units</b>		<b>1,676</b>	<b>322</b>	<b>839</b>	<b>427</b>	<b>88</b>
<b>Total Closed Volume</b>		<b>368,849,783</b>	<b>37.23M</b>	<b>153.68M</b>	<b>134.90M</b>	<b>43.04M</b>

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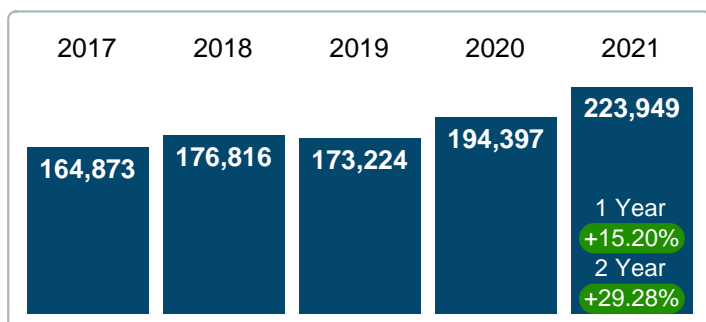
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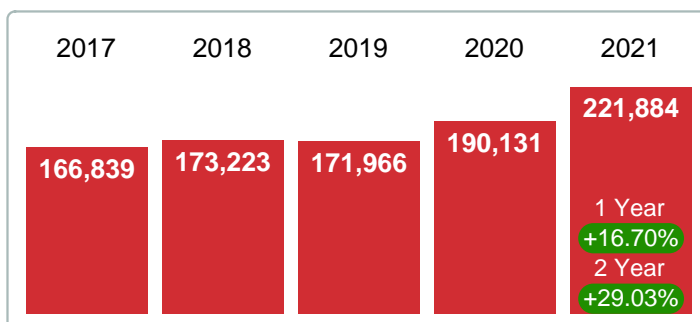
## AVERAGE LIST PRICE AT CLOSING

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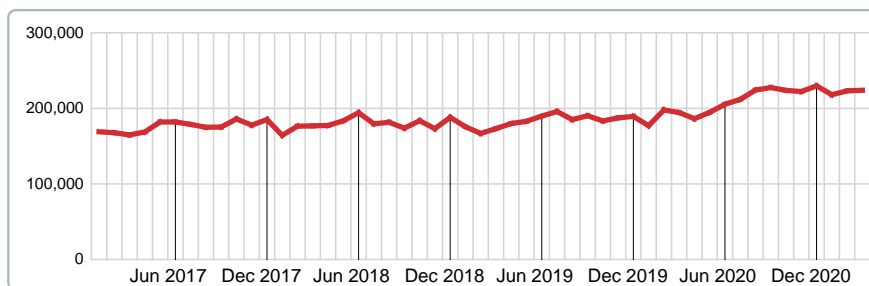
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 186,652

High Dec 2020 229,773    Low Jan 2018 164,318

Average List Price at Closing this month at **223,949**  
above the 5 yr MAR average of **186,652**

- JAN** 218,045
- FEB** 223,101 2.32%
- MAR** 223,949 0.38%

### 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
\$25,000 and less <span style="float: right;">153</span>	9.13%	3,778	11,773	1,574	4,011	8,548
\$25,001 - \$75,000 <span style="float: right;">146</span>	8.71%	52,028	53,065	65,175	74,750	56,500
\$75,001 - \$150,000 <span style="float: right;">317</span>	18.91%	119,210	109,466	125,097	129,731	146,633
\$150,001 - \$225,000 <span style="float: right;">429</span>	25.60%	187,499	194,896	184,432	198,372	211,600
\$225,001 - \$300,000 <span style="float: right;">243</span>	14.50%	264,275	278,794	258,736	267,434	276,020
\$300,001 - \$400,000 <span style="float: right;">210</span>	12.53%	349,222	380,000	346,592	351,346	355,904
\$400,001 and up <span style="float: right;">178</span>	10.62%	625,740	820,680	483,662	585,830	752,318
<b>Average List Price</b>		<b>223,949</b>	<b>122,751</b>	<b>184,408</b>	<b>320,087</b>	<b>504,732</b>
<b>Total Closed Units</b>	100%	<b>223,949</b>	<b>322</b>	<b>839</b>	<b>427</b>	<b>88</b>
<b>Total Closed Volume</b>		<b>375,338,011</b>	<b>39.53M</b>	<b>154.72M</b>	<b>136.68M</b>	<b>44.42M</b>



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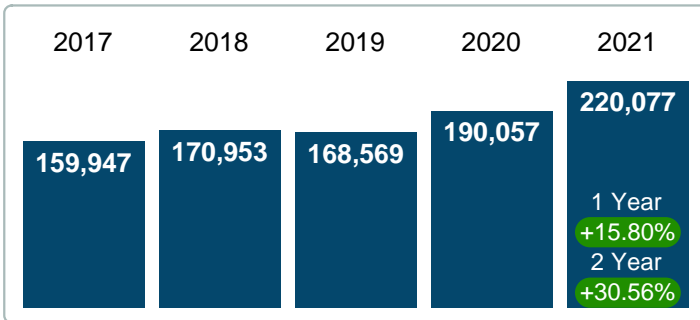
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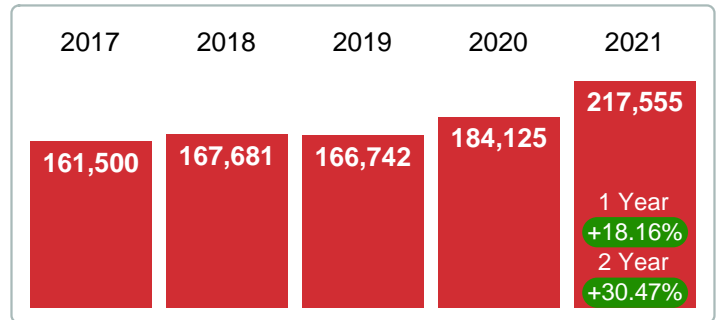
## AVERAGE SOLD PRICE AT CLOSING

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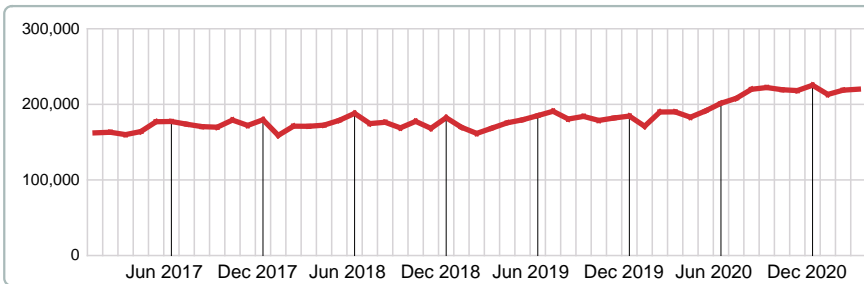
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

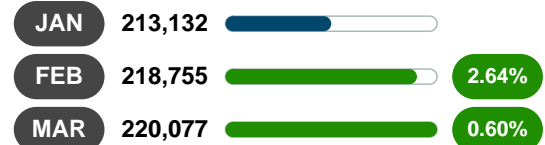


### 3 MONTHS

5 year MAR AVG = 181,921

High Dec 2020 225,275 Low Jan 2018 158,952

Average Sold Price at Closing this month at **220,077** above the 5 yr MAR average of **181,921**



### 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
\$25,000 and less	9.79%	4,817	10,088	1,537	3,120	7,048
\$25,001 - \$75,000	8.41%	51,326	49,183	58,145	60,000	50,500
\$75,001 - \$150,000	18.79%	118,748	107,165	122,715	127,488	139,667
\$150,001 - \$225,000	25.54%	187,475	185,347	184,729	197,807	211,833
\$225,001 - \$300,000	14.68%	262,900	270,044	257,529	265,887	277,107
\$300,001 - \$400,000	12.17%	348,246	380,000	345,411	348,418	354,619
\$400,001 and up	10.62%	603,720	736,942	476,693	573,272	720,638
<b>Average Sold Price</b>		<b>220,077</b>	<b>115,617</b>	<b>183,170</b>	<b>315,928</b>	<b>489,091</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>220,077</b>	<b>322</b>	<b>839</b>	<b>427</b>	<b>88</b>
<b>Total Closed Volume</b>		<b>368,849,783</b>	<b>37.23M</b>	<b>153.68M</b>	<b>134.90M</b>	<b>43.04M</b>

# March 2021



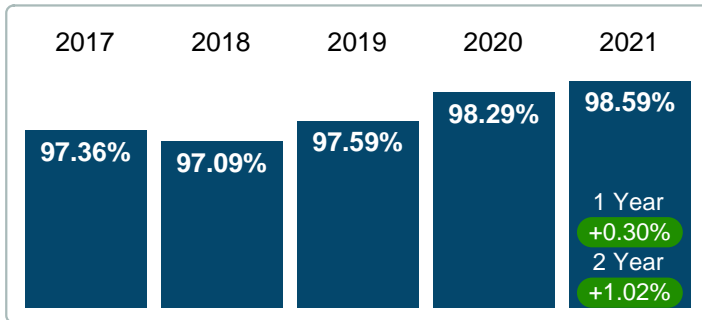
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



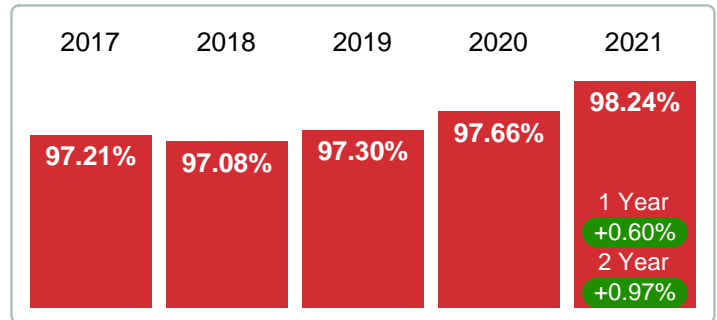
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Apr 12, 2021 for MLS Technology Inc.

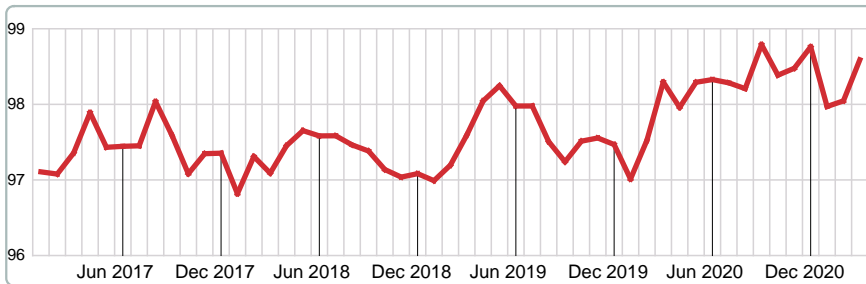
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

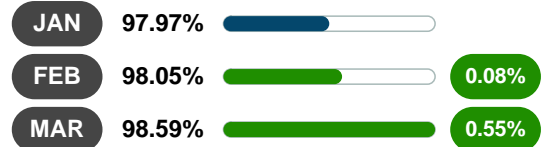


### 3 MONTHS

5 year MAR AVG = 97.78%

High Sep 2020 98.79% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.59%** above the 5 yr MAR average of **97.78%**



### 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
\$25,000 and less	164	9.79%	96.85%	92.66%	99.90%	97.20%	90.00%
\$25,001 - \$75,000	141	8.41%	92.49%	93.45%	90.25%	80.27%	88.90%
\$75,001 - \$150,000	315	18.79%	98.26%	98.20%	98.31%	98.42%	95.50%
\$150,001 - \$225,000	428	25.54%	100.91%	95.51%	101.75%	100.12%	100.10%
\$225,001 - \$300,000	246	14.68%	99.44%	96.99%	99.61%	99.52%	100.52%
\$300,001 - \$400,000	204	12.17%	99.48%	100.00%	99.74%	99.27%	99.60%
\$400,001 and up	178	10.62%	97.82%	91.91%	98.84%	98.70%	96.98%
Average Sold/List Ratio		98.60%		95.05%	99.75%	99.11%	97.92%
Total Closed Units		1,676	100%	322	839	427	88
Total Closed Volume		368,849,783		37.23M	153.68M	134.90M	43.04M

# March 2021



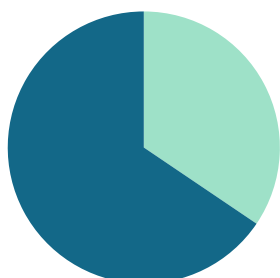
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

Report produced on Apr 12, 2021 for MLS Technology Inc.

### INVENTORY

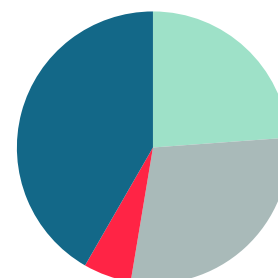


**Inventory**  
 New Listings  
**2,276 = 34.46%**  
 Start Inventory  
**4,329**  
 Total Inventory Units  
**6,605**  
 Volume  
**\$2,118,346,094**

### Market Activity

Closed Sales  
**1,676 = 23.84%**  
 Pending Sales  
**2,023 = 28.78%**  
 Other Off Market  
**400 = 5.69%**  
 Active Inventory  
**2,930 = 41.68%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,407	1,676	19.12%	3,700	4,133	11.70%
Pending Sales	1,387	2,023	45.85%	3,997	4,869	21.82%
New Listings	2,304	2,276	-1.22%	6,598	5,380	-18.46%
Average List Price	194,397	223,949	15.20%	190,131	221,884	16.70%
Average Sale Price	190,057	220,077	15.80%	184,125	217,555	18.16%
Average Percent of Selling Price to List Price	98.29%	98.59%	0.30%	97.66%	98.24%	0.60%
Average Days on Market to Sale	40.98	31.17	-23.93%	41.68	32.64	-21.69%
Monthly Inventory	6,920	2,930	-57.66%	6,920	2,930	-57.66%
Months Supply of Inventory	4.62	1.79	-61.35%	4.62	1.79	-61.35%

**Absorption:** Last 12 months, an Average of **1,640** Sales/Month

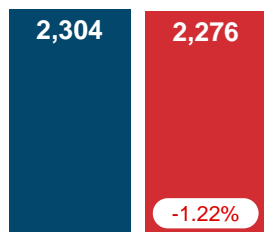
**Inventory** on March 31, 2021 = **2,930**

**2020** **2021**

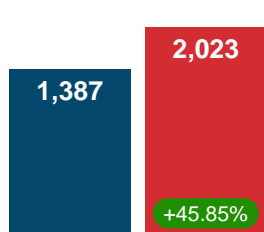
### MARCH MARKET

### AVERAGE PRICES

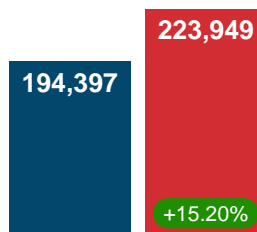
#### New Listings



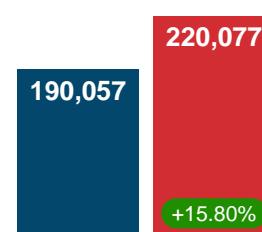
#### Pending Listings



#### List Price



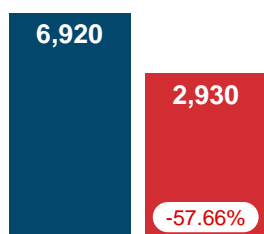
#### Sale Price



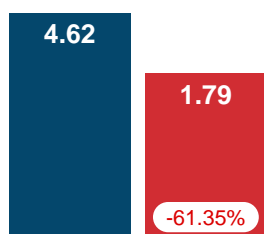
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

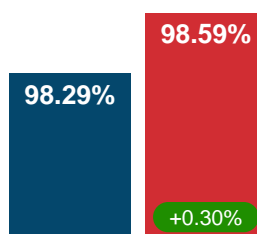
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

