

December 2020



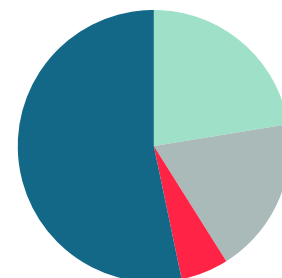
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	1,316	1,639	24.54%
Pending Listings	999	1,360	36.14%
New Listings	1,538	1,462	-4.94%
Average List Price	192,614	246,937	28.20%
Average Sale Price	187,685	242,133	29.01%
Average Percent of Selling Price to List Price	97.44%	99.23%	1.84%
Average Days on Market to Sale	39.85	28.82	-27.68%
End of Month Inventory	6,433	3,891	-39.52%
Months Supply of Inventory	4.37	2.61	-40.20%



■ Closed (22.44%)
■ Pending (18.62%)
■ Other OffMarket (5.66%)
■ Active (53.28%)

Absorption: Last 12 months, an Average of **1,490** Sales/Month
Active Inventory as of December 31, 2020 = **3,891**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **39.52%** to 3,891 existing homes available for sale. Over the last 12 months this area has had an average of 1,490 closed sales per month. This represents an unsold inventory index of **2.61** 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 **29.01%** in December 2020 to \$242,133 versus the previous year at \$187,685.

Average Days on Market Shortens

The average number of **28.82** days that homes spent on the market before selling decreased by 11.03 days or **27.68%** in December 2020 compared to last year's same month at **39.85** DOM.

Sales Success for December 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,462 New Listings in December 2020, down **4.94%** from last year at 1,538. Furthermore, there were 1,639 Closed Listings this month versus last year at 1,316, a **24.54%** increase.

Closed versus Listed trends yielded a **112.1%** ratio, up from previous year's, December 2019, at **85.6%**, a **31.02%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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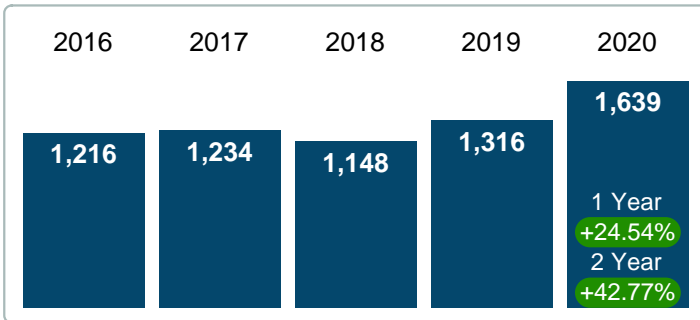
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



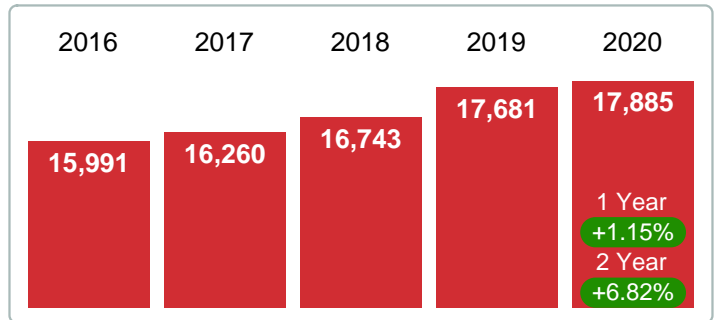
CLOSED LISTINGS

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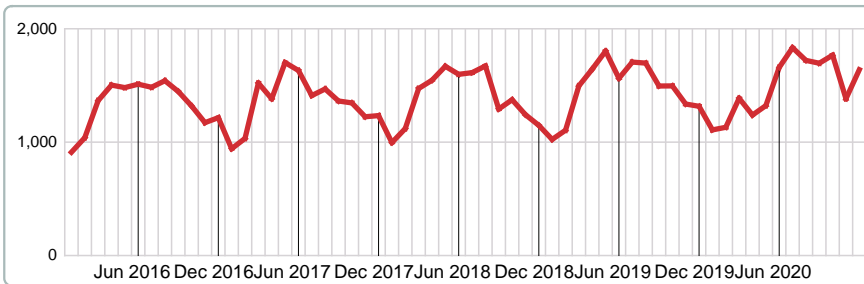
DECEMBER



YEAR TO DATE (YTD)

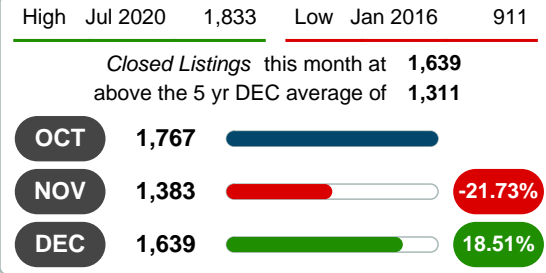


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,311



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	172	10.49%	43.4	120	41	9	2
\$75,001 - \$125,000	195	11.90%	21.4	62	112	19	2
\$125,001 - \$150,000	149	9.09%	12.5	19	113	16	1
\$150,001 - \$225,000	456	27.82%	19.8	41	330	82	3
\$225,001 - \$300,000	273	16.66%	25.4	18	115	125	15
\$300,001 - \$400,000	204	12.45%	40.0	9	46	123	26
\$400,001 and up	190	11.59%	50.7	17	38	99	36
Total Closed Units	1,639			286	795	473	85
Total Closed Volume	396,855,269	100%	28.8	49.79M	156.13M	153.39M	37.55M
Average Closed Price	\$242,133			\$174,077	\$196,387	\$324,292	\$441,774

December 2020



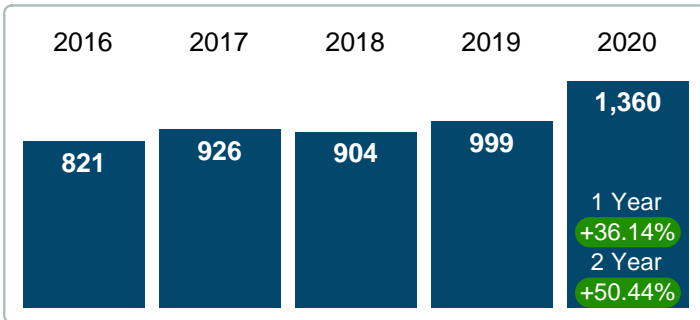
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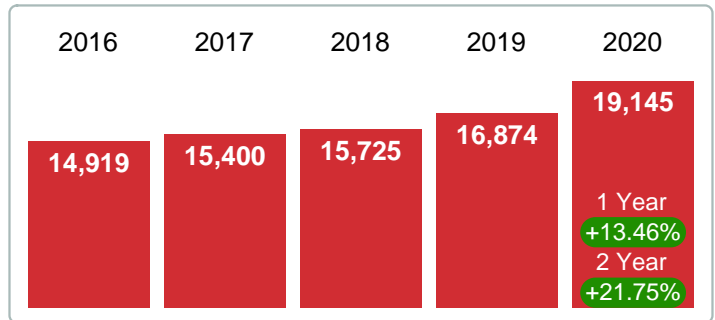
PENDING LISTINGS

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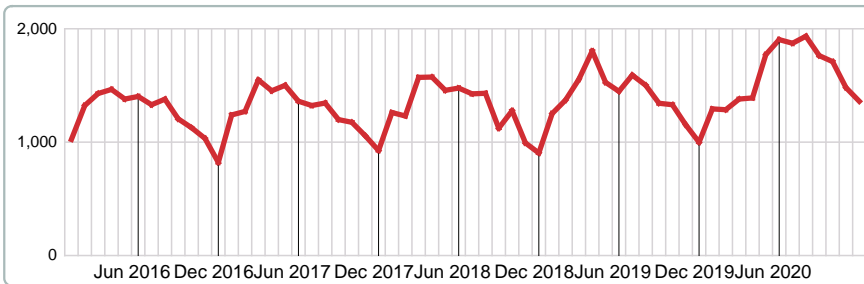
DECEMBER



YEAR TO DATE (YTD)

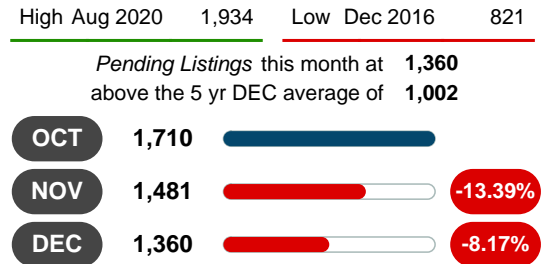


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,002



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	94	6.91%	45.6	50	38	6	0
\$50,001 - \$100,000	165	12.13%	40.7	85	70	9	1
\$100,001 - \$150,000	192	14.12%	28.6	38	135	14	5
\$150,001 - \$225,000	332	24.41%	29.8	27	217	81	7
\$225,001 - \$300,000	227	16.69%	40.3	22	94	103	8
\$300,001 - \$400,000	199	14.63%	44.4	10	67	101	21
\$400,001 and up	151	11.10%	65.1	24	28	65	34
Total Pending Units	1,360			256	649	379	76
Total Pending Volume	327,397,033	100%	31.9	46.59M	126.64M	117.76M	36.42M
Average Listing Price	\$262,418			\$181,994	\$195,124	\$310,700	\$479,158

December 2020



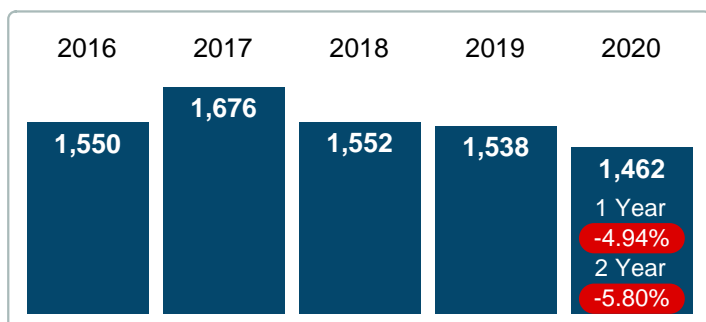
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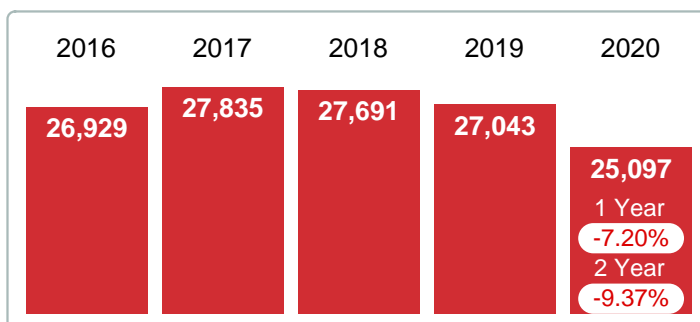
NEW LISTINGS

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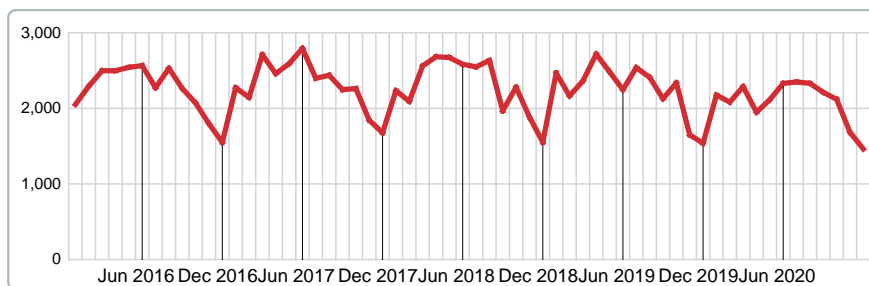
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

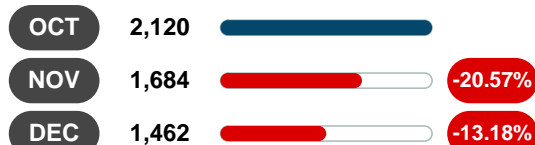


3 MONTHS

5 year DEC AVG = 1,556

High Jun 2017 2,793 Low Dec 2020 1,462

New Listings this month at 1,462 below the 5 yr DEC average of 1,556



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	311	21.27%	168	114	25	4
\$75,001-\$125,000	158	10.81%	71	80	7	0
\$125,001-\$225,000	419	28.66%	56	282	76	5
\$225,001-\$300,000	220	15.05%	24	95	90	11
\$300,001-\$400,000	196	13.41%	20	71	88	17
\$400,001 and up	158	10.81%	35	26	59	38
Total New Listed Units	1,462		374	668	345	75
Total New Listed Volume	344,961,240	100%	74.56M	121.86M	104.15M	44.39M
Average New Listed Listing Price	\$265,054		\$199,353	\$182,431	\$301,878	\$591,885

December 2020



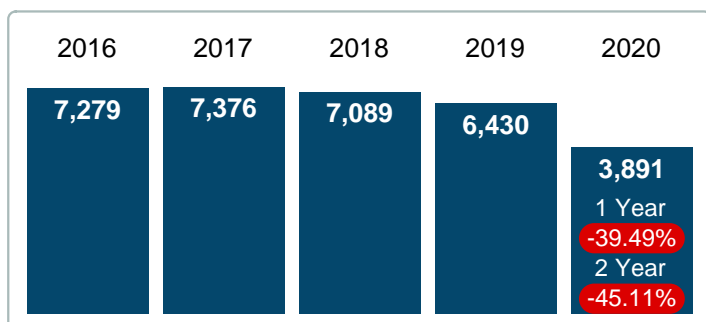
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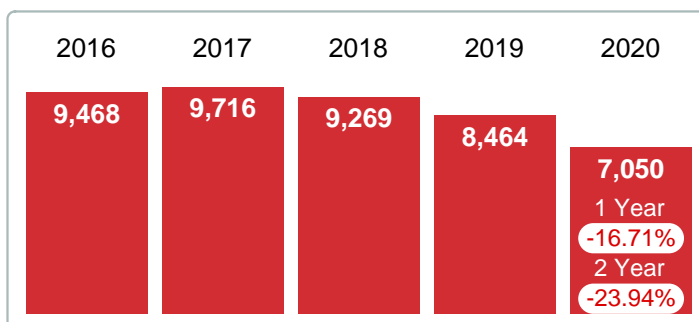
ACTIVE INVENTORY

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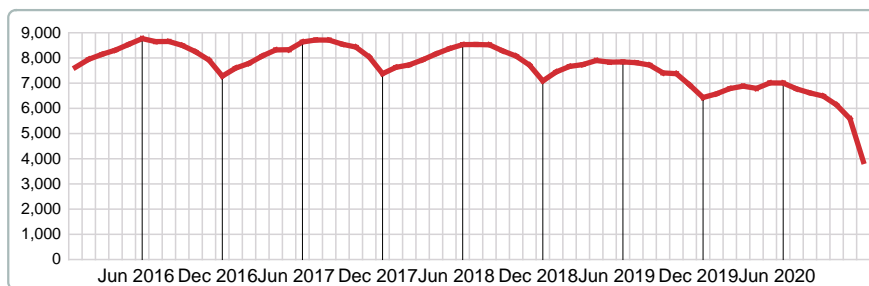
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

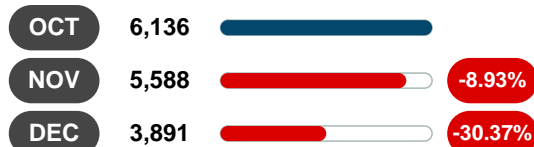


3 MONTHS

5 year DEC AVG = 6,413

High Jun 2016 8,767 Low Dec 2020 3,891

Inventory this month at **3,891**
below the 5 yr DEC average of **6,413**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1 \$0	0	0.00%	0.0	0	0	0	0
\$1 \$75,000	1,384	35.57%	134.0	729	518	120	17
\$75,001 \$225,000	963	24.75%	83.7	491	374	90	8
\$225,001 \$375,000	617	15.86%	85.7	180	215	187	35
\$375,001 \$725,000	538	13.83%	101.2	150	95	213	80
\$725,001 and up	389	10.00%	137.4	219	24	61	85
Total Active Inventory by Units	3,891			1,769	1,226	671	225
Total Active Inventory by Volume	1,254,255,536	100%	109.7	595.48M	200.17M	259.21M	199.40M
Average Active Inventory Listing Price	\$322,348			\$336,620	\$163,270	\$386,300	\$886,216

December 2020



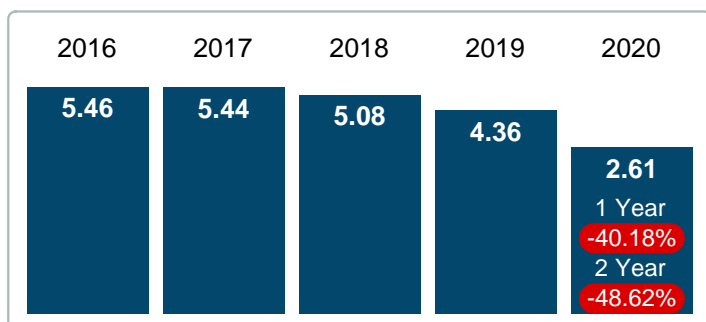
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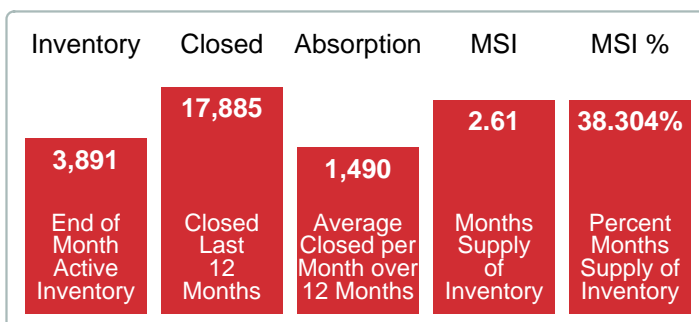
MONTHS SUPPLY of INVENTORY (MSI)

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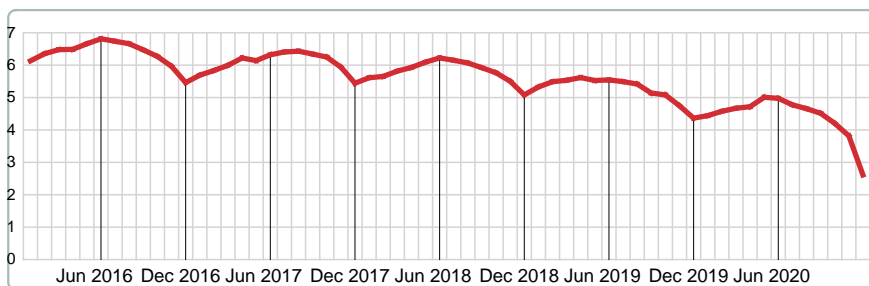
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020

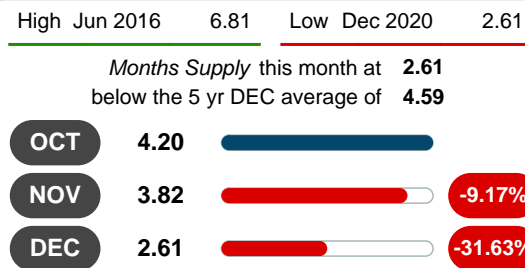


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 4.59



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$0	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$75,000	1,384	35.57%	7.36	6.64	8.05	9.47	12.75
\$75,001-\$225,000	963	24.75%	1.28	4.49	0.74	0.70	0.97
\$225,001-\$375,000	617	15.86%	1.62	9.23	1.47	0.99	1.31
\$375,001-\$725,000	538	13.83%	3.71	20.45	3.49	2.58	2.87
\$725,001 and up	389	10.00%	17.35	75.09	10.67	6.37	11.09
Market Supply of Inventory (MSI)	2.61			7.11	1.64	1.59	3.13
Total Active Inventory by Units	3,891	100%	2.61	1,769	1,226	671	225

December 2020



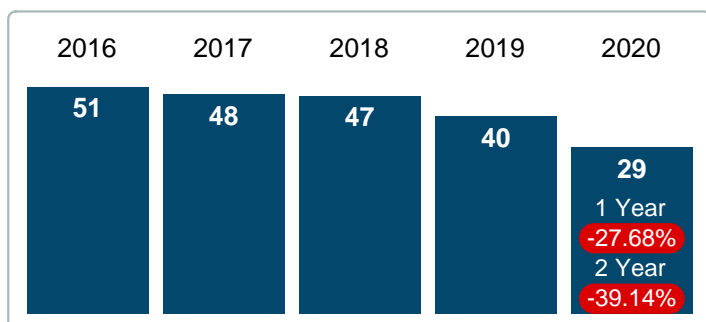
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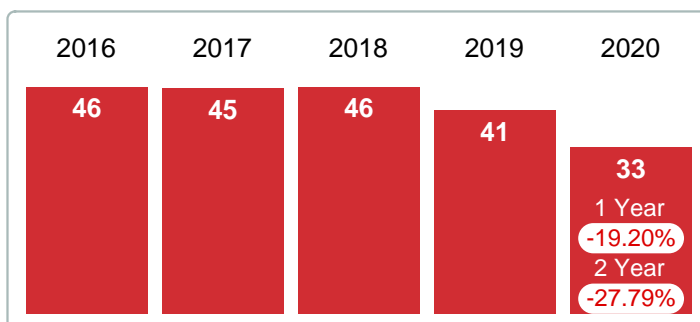
AVERAGE DAYS ON MARKET TO SALE

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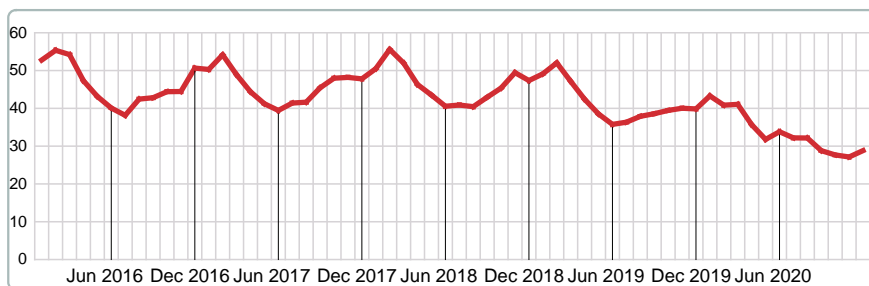
DECEMBER



YEAR TO DATE (YTD)

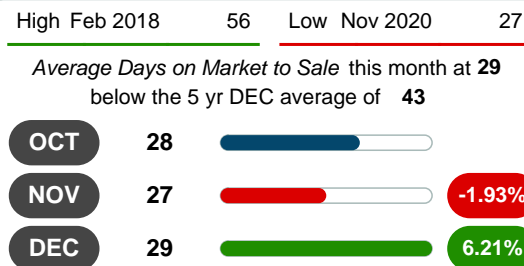


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 43



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	172	10.49%	43	40	52	49	62
\$75,001 - \$125,000	195	11.90%	21	26	17	29	37
\$125,001 - \$150,000	149	9.09%	12	15	12	13	3
\$150,001 - \$225,000	456	27.82%	20	48	15	25	44
\$225,001 - \$300,000	273	16.66%	25	72	20	23	29
\$300,001 - \$400,000	204	12.45%	40	62	32	34	75
\$400,001 and up	190	11.59%	51	68	41	52	50
Average Closed DOM			29	41	20	33	53
Total Closed Units		100%	29	286	795	473	85
Total Closed Volume			396,855,269	49.79M	156.13M	153.39M	37.55M

December 2020



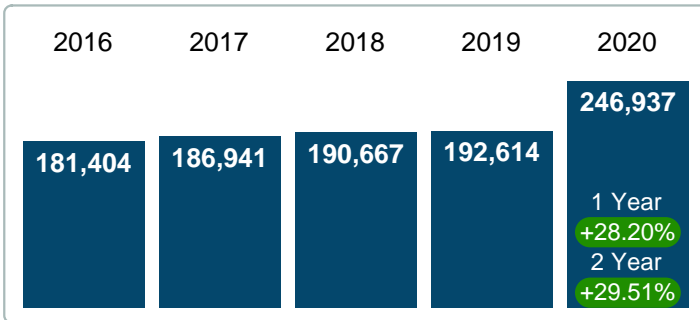
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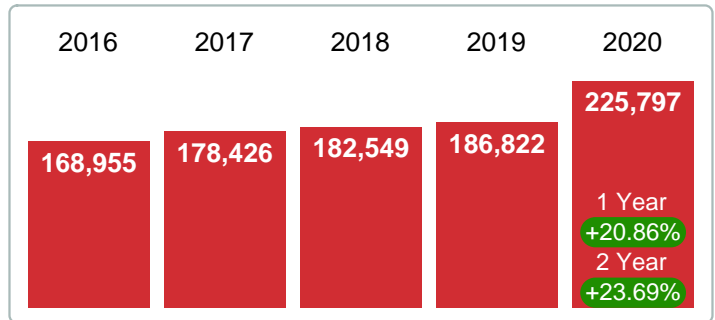
AVERAGE LIST PRICE AT CLOSING

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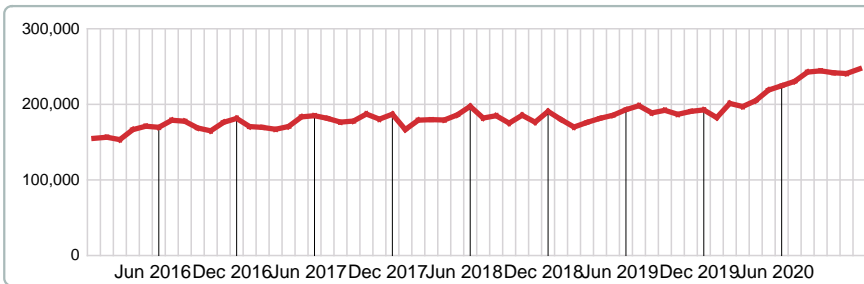
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

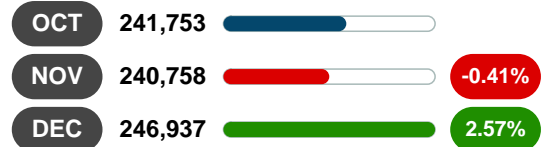


3 MONTHS

5 year DEC AVG = 199,713

High Dec 2020 246,937 Low Mar 2016 153,323

Average List Price at Closing this month at **246,937** above the 5 yr DEC average of **199,713**



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	10.07%	46,128	44,977	56,761	59,783	50,000
\$75,001 - \$125,000	11.78%	102,804	101,468	107,279	109,839	125,950
\$125,001 - \$150,000	10.19%	139,366	136,574	138,190	134,197	150,000
\$150,001 - \$225,000	27.03%	187,843	185,762	184,550	200,348	193,700
\$225,001 - \$300,000	16.72%	261,308	274,814	260,517	261,735	265,973
\$300,001 - \$400,000	11.96%	348,775	373,533	342,808	352,305	365,350
\$400,001 and up	12.26%	650,899	1,332,472	553,703	586,224	677,283
Average List Price		246,937	184,825	198,275	328,303	458,281
Total Closed Units	100%	246,937	286	795	473	85
Total Closed Volume		404,729,744	52.86M	157.63M	155.29M	38.95M

December 2020



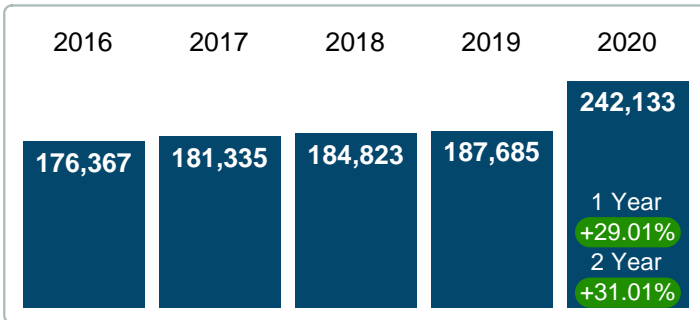
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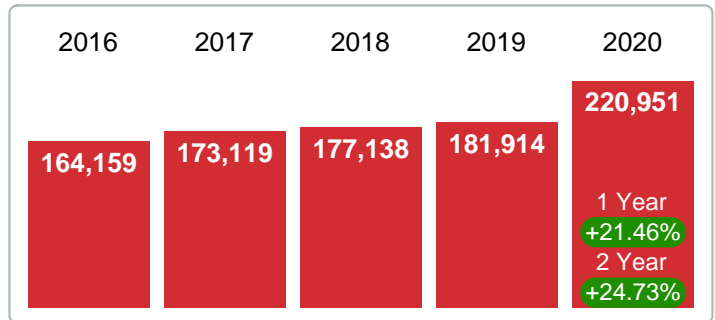
AVERAGE SOLD PRICE AT CLOSING

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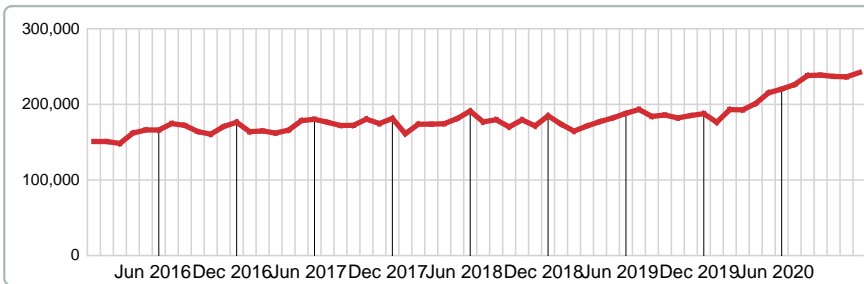
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

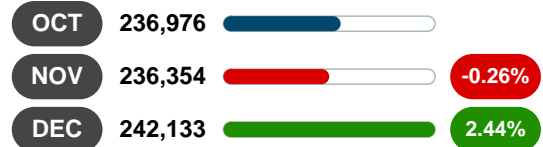


3 MONTHS

5 year DEC AVG = 194,468

High Dec 2020 242,133 Low Mar 2016 148,268

Average Sold Price at Closing this month at **242,133** above the 5 yr DEC average of **194,468**



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	10.49%	45,727	42,201	54,575	52,036	47,500
\$75,001 - \$125,000	11.90%	102,772	98,413	104,805	104,143	111,000
\$125,001 - \$150,000	9.09%	138,235	135,508	138,417	139,456	150,000
\$150,001 - \$225,000	27.82%	186,623	182,115	184,252	198,500	184,400
\$225,001 - \$300,000	16.66%	259,343	266,450	258,160	259,049	262,333
\$300,001 - \$400,000	12.45%	347,788	356,667	338,732	348,692	356,457
\$400,001 and up	11.59%	639,492	1,210,176	537,842	577,421	647,993
Average Sold Price		242,133	174,077	196,387	324,292	441,774
Total Closed Units	100%	242,133	286	795	473	85
Total Closed Volume		396,855,269	49.79M	156.13M	153.39M	37.55M

December 2020



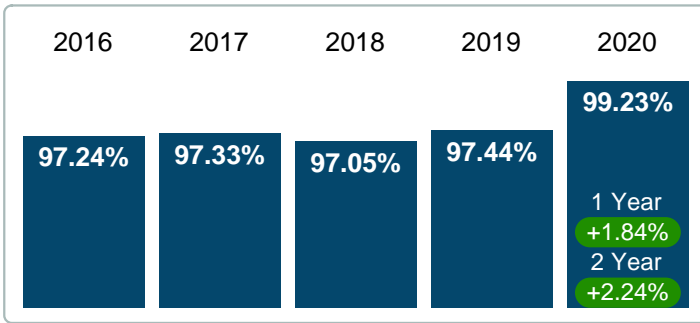
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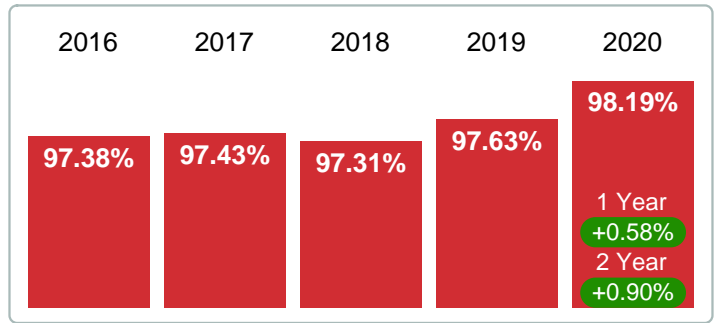
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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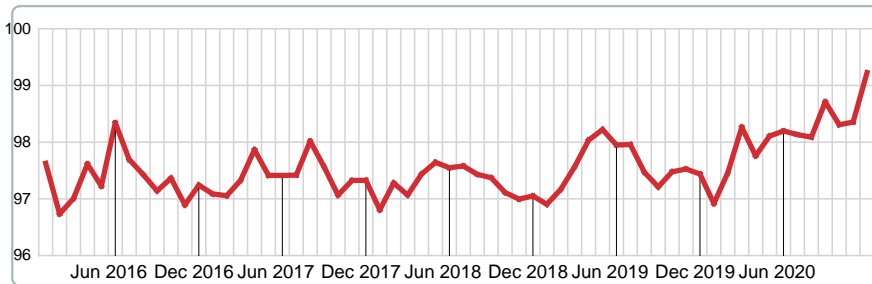
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

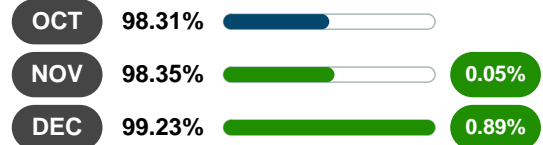


3 MONTHS

5 year DEC AVG = 97.66%

High Dec 2020 99.23% Low Feb 2016 96.73%

Average Sold/List Ratio this month at **99.23%** above the 5 yr DEC average of **97.66%**



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	172	10.49%	97.00%	97.19%	98.26%	88.80%	96.67%
\$75,001 - \$125,000	195	11.90%	98.99%	97.73%	100.43%	95.78%	88.14%
\$125,001 - \$150,000	149	9.09%	103.71%	99.40%	101.19%	126.81%	100.00%
\$150,001 - \$225,000	456	27.82%	99.67%	98.05%	100.00%	99.29%	95.93%
\$225,001 - \$300,000	273	16.66%	99.15%	99.99%	99.18%	99.07%	98.63%
\$300,001 - \$400,000	204	12.45%	98.75%	96.16%	98.94%	99.05%	97.85%
\$400,001 and up	190	11.59%	97.54%	89.81%	97.80%	99.12%	96.55%
Average Sold/List Ratio		99.20%		97.28%	99.85%	99.73%	97.13%
Total Closed Units		1,639	100%	286	795	473	85
Total Closed Volume		396,855,269		49.79M	156.13M	153.39M	37.55M

December 2020



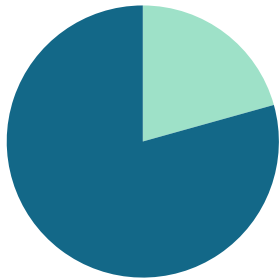
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

INVENTORY

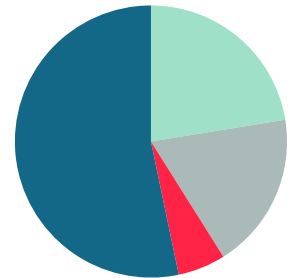


Inventory
 New Listings
1,462 = 20.67%
 Start Inventory
5,612
 Total Inventory Units
7,074
 Volume
\$2,069,568,477

Market Activity

Closed Sales
1,639 = 22.44%
 Pending Sales
1,360 = 18.62%
 Other Off Market
413 = 5.66%
 Active Inventory
3,891 = 53.28%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	1,316	1,639	24.54%	17,681	17,885	1.15%
Pending Sales	999	1,360	36.14%	16,874	19,145	13.46%
New Listings	1,538	1,462	-4.94%	27,043	25,097	-7.20%
Average List Price	192,614	246,937	28.20%	186,822	225,797	20.86%
Average Sale Price	187,685	242,133	29.01%	181,914	220,951	21.46%
Average Percent of Selling Price to List Price	97.44%	99.23%	1.84%	97.63%	98.19%	0.58%
Average Days on Market to Sale	39.85	28.82	-27.68%	40.85	33.00	-19.20%
Monthly Inventory	6,433	3,891	-39.52%	6,433	3,891	-39.52%
Months Supply of Inventory	4.37	2.61	-40.20%	4.37	2.61	-40.20%

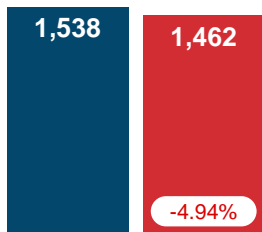
Absorption: Last 12 months, an Average of **1,490** Sales/Month

Inventory on December 31, 2020 = **3,891** 2019 2020

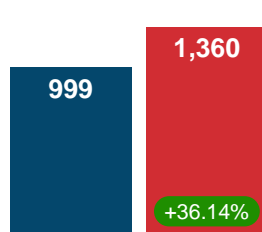
DECEMBER MARKET

AVERAGE PRICES

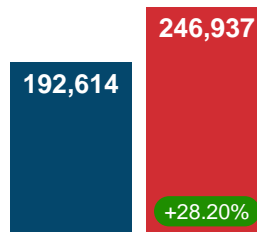
New Listings



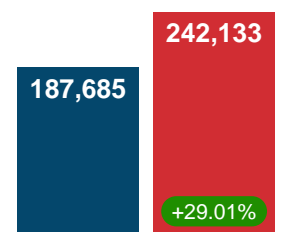
Pending Listings



List Price



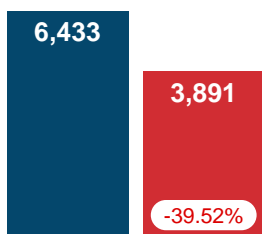
Sale Price



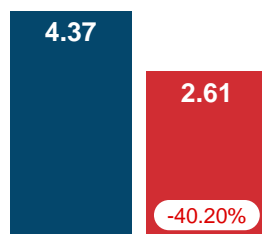
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

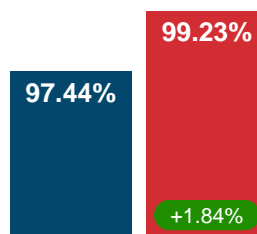
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

