January 2021 Residential Sales

Date: February 10, 2021
RE: For immediate Release

The following Real Estate statistics were collected by MLSOK, Inc., for the time frame **January 1 through January 31, 2021.** Below summarizes our regions monthly sales activity. For a full review please see report that follows.

Quick Facts

+18.0%	+ 17.6%	-43.2%
Change in Number of **Closed Sales** All Properties	Change in Number of **Median Sales Price** All Properties	Change in Number of **Homes for Sale** All Properties

This is a research tool provided by MLSOK. Percent changes are calculated using rounded figures.

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

New Listings increased 2.1 percent for Single Family homes and 16.1 percent for Townhouse-Condo homes. Pending Sales increased 31.3 percent for Single Family homes and 23.5 percent for Townhouse-Condo homes. Inventory decreased 44.0 percent for Single Family homes and 20.1 percent for Townhouse-Condo homes.

Months' Supply of Inventory Decreases

Month's Supply of Inventory decreased 52.2 percent for Single Family homes and 21.4 percent for Townhouse-Condo homes.

Median Sales Price Increases

Median Sales Price increased 18.5 percent to $203,500 for Single Family homes and 1.2 percent to $131,500 for Townhouse-Condo homes.

Average Days on Market Decreases

Days on Market decreased 30.6 percent for Single Family homes but increased 76.7 percent for Townhouse-Condo homes.

The Mortgage Bankers Association's January research estimates approximately 2.7 million homeowners with mortgages are currently in forbearance plans. Some of these homes may eventually come to market, but given strong appreciation in most market segments in recent years, these eventual home sales are likely to be mostly traditional sellers. However, a modest increase in short sales and foreclosures at some point this year would not be surprising.

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Below you will find copies of the MLS Statistical Reports for

January 2020

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Based on information from MLSOK, Inc for the period **(01/01/2021) through (01/31/2021)**, while information is deemed reliable it is not guaranteed. Information found in this stats memo is current as of 8:00AM CT on **02/10/2021**.

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Listed below are the monthly Oklahoma City Metropolitan housing statistics for the month of **January 2021** as compared to **December 2020** and **January 2020**. These statistics are supplied by MLSOK, Inc.

Should you have any questions, please email mlstechsupport@okcmar.org.

	January 2021	**December 2020**	**January 2020**
TOTAL CLOSED	1757	2426	1441
TOTAL $ VOLUME	$ 421,850,815	$ 565,195,018	$ 285,465,912
AVERAGE PRICE	$ 240,097	$ 232,974	$ 198,103
MEDIAN PRICE	$ 200,000	$ 200,000	$170,000
% SELLING PRICE TO LIST PRICE	98 %	98 %	97 %
DAYS ON MARKET	36	34	50
NUMBER OF LISTINGS	2501	2492	5424

TOTAL CLOSED	1757
TOTAL $ VOLUME	$ 421,850,815
AVERAGE SELLING PRICE	$ 240,097
% SELLING PRICE TO LIST PRICE	98 %
MEDIAN PRICE	$ 200,000
AVERAGE DAYS ON MARKET	36
# OF ACTIVE LISTINGS CURRENTLY	2501
TOTAL UNDER CONTRACT (Pending)	2165
AVERAGE VALUE (Pending)	$ 249,771

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RESIDENTIAL PROPERTY TYPES INCLUDE THE FOLLOWING:

Condos
Half Duplexes
Manufactured Homes
Patio Homes
Single Family Homes
Townhouses

MONTH	TOTAL CLOSED	DOLLAR VOLUME	RESIDENTIAL LISTINGS PROCESSED
January	1757	$ 421,850,815	3922
February			
March			
April			
May			
June			
July			
August			
September			
October			
November			
December			

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Local Market Update – January 2021

A FREE RESEARCH TOOL FROM MLSOK

All MLSOK

Entire MLSOK Market Area

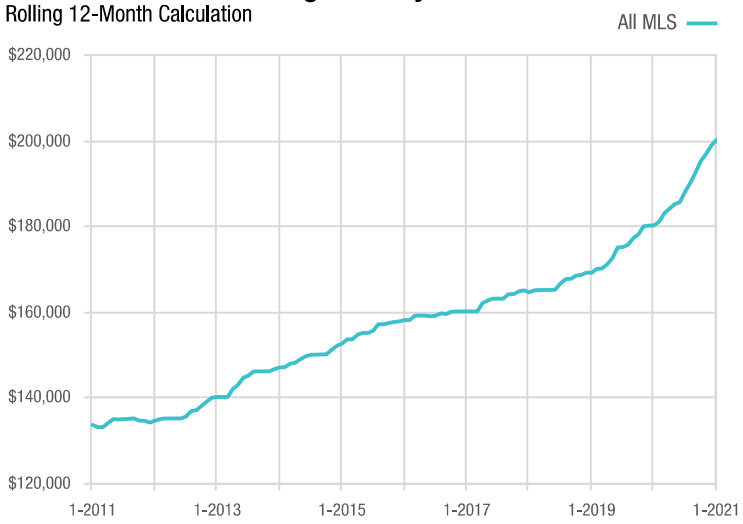
Single Family	January			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 1-2020**	**Thru 1-2021**	**% Change**
New Listings	2,350	**2,399**	+ 2.1%	2,350	**2,399**	+ 2.1%
Pending Sales	1,931	**2,536**	+ 31.3%	1,931	**2,536**	+ 31.3%
Closed Sales	1,436	**1,696**	+ 18.1%	1,436	**1,696**	+ 18.1%
Days on Market Until Sale	49	**34**	- 30.6%	49	**34**	- 30.6%
Median Sales Price*	$171,665	**$203,500**	+ 18.5%	$171,665	**$203,500**	+ 18.5%
Average Sales Price*	$200,026	**$242,396**	+ 21.2%	$200,026	**$242,396**	+ 21.2%
Percent of List Price Received*	97.5%	**98.8%**	+ 1.3%	97.5%	**98.8%**	+ 1.3%
Inventory of Homes for Sale	4,737	**2,654**	- 44.0%	—	—	—
Months Supply of Inventory	2.3	**1.1**	- 52.2%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	**2020**	**2021**	**% Change**	**Thru 1-2020**	**Thru 1-2021**	**% Change**
New Listings	62	**72**	+ 16.1%	62	**72**	+ 16.1%
Pending Sales	51	**63**	+ 23.5%	51	**63**	+ 23.5%
Closed Sales	39	**44**	+ 12.8%	39	**44**	+ 12.8%
Days on Market Until Sale	43	**76**	+ 76.7%	43	**76**	+ 76.7%
Median Sales Price*	$129,900	**$131,500**	+ 1.2%	$129,900	**$131,500**	+ 1.2%
Average Sales Price*	$150,424	**$180,432**	+ 19.9%	$150,424	**$180,432**	+ 19.9%
Percent of List Price Received*	97.1%	**95.3%**	- 1.9%	97.1%	**95.3%**	- 1.9%
Inventory of Homes for Sale	149	**119**	- 20.1%	—	—	—
Months Supply of Inventory	2.8	**2.2**	- 21.4%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

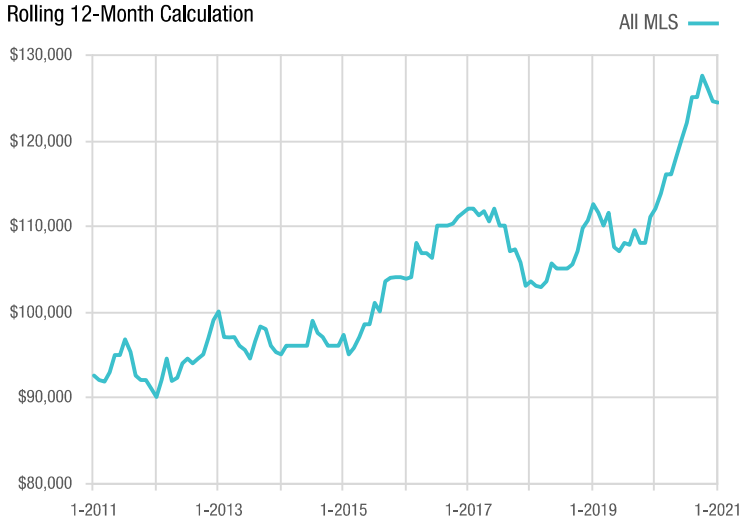
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of February 7, 2021. All data from MLSOK®. Report © 2021 ShowingTime.

Monthly Indicators

January 2021

January started off strong for the housing market, with healthy buyer demand and strong market fundamentals. A robust increase in housing starts in December points to an active year for new construction, but higher material costs, especially lumber, and a limited supply of buildable lots will temper the number of new units.

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Quick Facts

+ 18.0%	+ 17.6%	- 43.2%
Change in Number of **Closed Sales** All Properties	Change in Number of **Median Sales Price** All Properties	Change in Number of **Homes for Sale** All Properties

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Closed Sales	6
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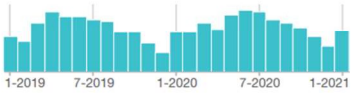
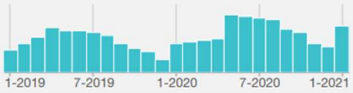
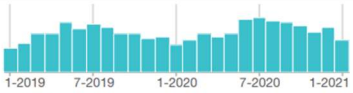
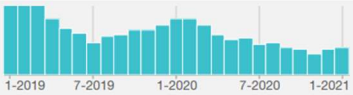
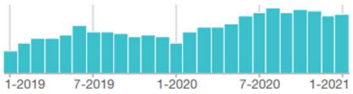
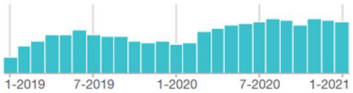
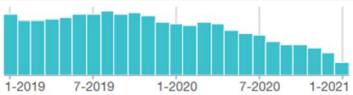
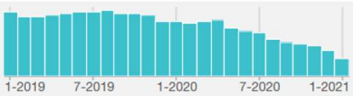
Current as of February 7, 2021. All data from MLSOK. Report © 2021 ShowingTime.

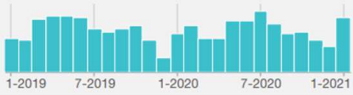
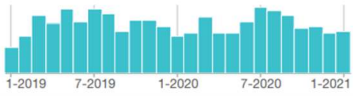
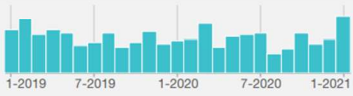
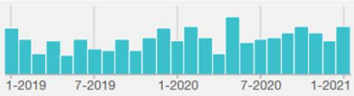
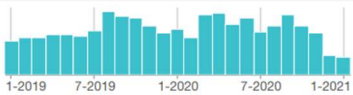
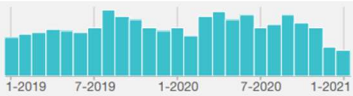
Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.

Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		2,350	**2,399**	+ 2.1%	2,350	**2,399**	+ 2.1%
Pending Sales		1,931	**2,536**	+ 31.3%	1,931	**2,536**	+ 31.3%
Closed Sales		1,436	**1,696**	+ 18.1%	1,436	**1,696**	+ 18.1%
Days on Market Until Sale		49	**34**	- 30.6%	49	**34**	- 30.6%
Median Sales Price		$171,665	**$203,500**	+ 18.5%	$171,665	**$203,500**	+ 18.5%
Average Sales Price		$200,026	**$242,396**	+ 21.2%	$200,026	**$242,396**	+ 21.2%
Percent of List Price Received		97.5%	**98.8%**	+ 1.3%	97.5%	**98.8%**	+ 1.3%
Housing Affordability Index		180	**166**	- 7.8%	180	**166**	- 7.8%
Inventory of Homes for Sale		4,737	**2,654**	- 44.0%	—	**—**	—
Months Supply of Inventory		2.3	**1.1**	- 52.2%	—	**—**	—

Townhouse-Condo Market Overview

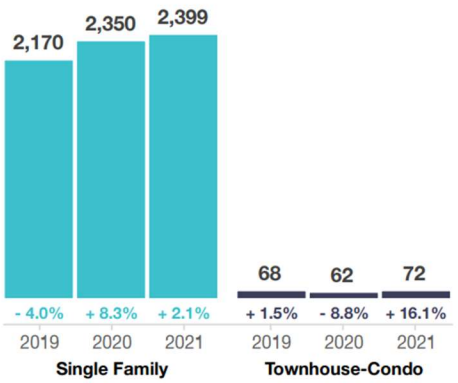
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse-Condo properties only.

Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		62	**72**	+ 16.1%	62	**72**	+ 16.1%
Pending Sales		51	**63**	+ 23.5%	51	**63**	+ 23.5%
Closed Sales		39	**44**	+ 12.8%	39	**44**	+ 12.8%
Days on Market Until Sale		43	**76**	+ 76.7%	43	**76**	+ 76.7%
Median Sales Price		$129,900	**$131,500**	+ 1.2%	$129,900	**$131,500**	+ 1.2%
Average Sales Price		$150,424	**$180,432**	+ 19.9%	$150,424	**$180,432**	+ 19.9%
Percent of List Price Received		97.1%	**95.3%**	- 1.9%	97.1%	**95.3%**	- 1.9%
Housing Affordability Index		253	**275**	+ 8.7%	253	**275**	+ 8.7%
Inventory of Homes for Sale		149	**119**	- 20.1%	—	—	—
Months Supply of Inventory		2.8	**2.2**	- 21.4%	—	—	—

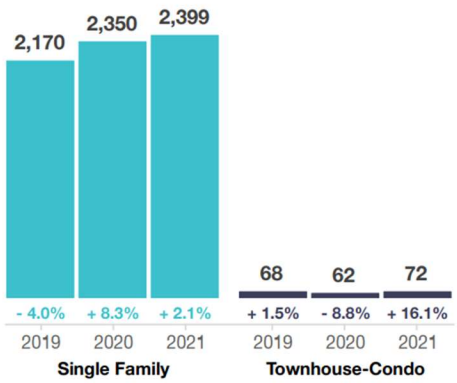
New Listings

A count of the properties that have been newly listed on the market in a given month.

January

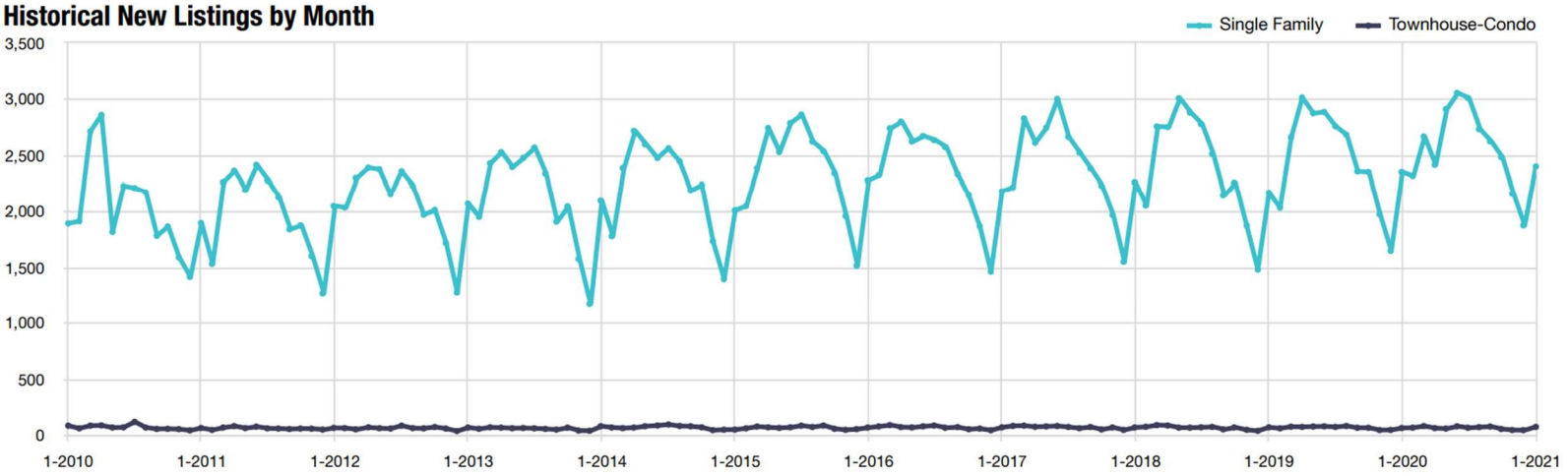


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	2,313	+ 13.8%	65	+ 10.2%
Mar-2020	2,667	+ 0.3%	79	+ 6.8%
Apr-2020	2,414	- 19.9%	61	- 15.3%
May-2020	2,911	+ 1.3%	57	- 24.0%
Jun-2020	3,055	+ 5.9%	77	0.0%
Jul-2020	3,010	+ 9.1%	64	- 11.1%
Aug-2020	2,732	+ 1.9%	70	- 12.5%
Sep-2020	2,623	+ 11.4%	75	+ 17.2%
Oct-2020	2,483	+ 5.7%	53	- 17.2%
Nov-2020	2,159	+ 9.4%	44	0.0%
Dec-2020	1,874	+ 13.8%	43	- 4.4%
Jan-2021	**2,399**	**+ 2.1%**	**72**	**+ 16.1%**
12-Month Avg	2,553	+ 3.6%	63	- 4.5%

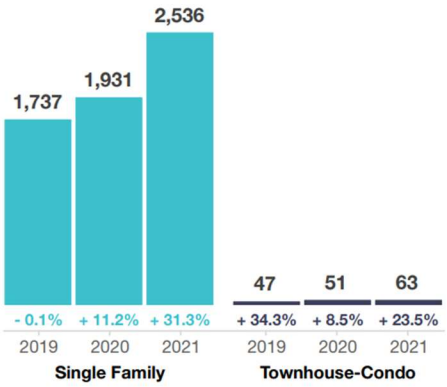
Historical New Listings by Month



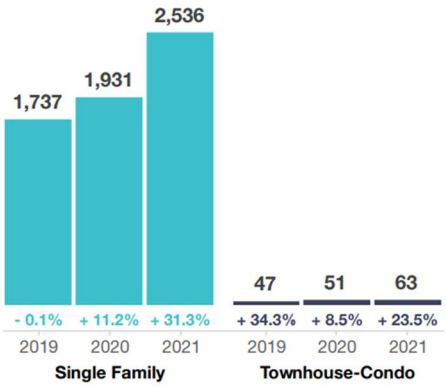
Pending Sales

A count of the properties on which offers have been accepted in a given month.

January

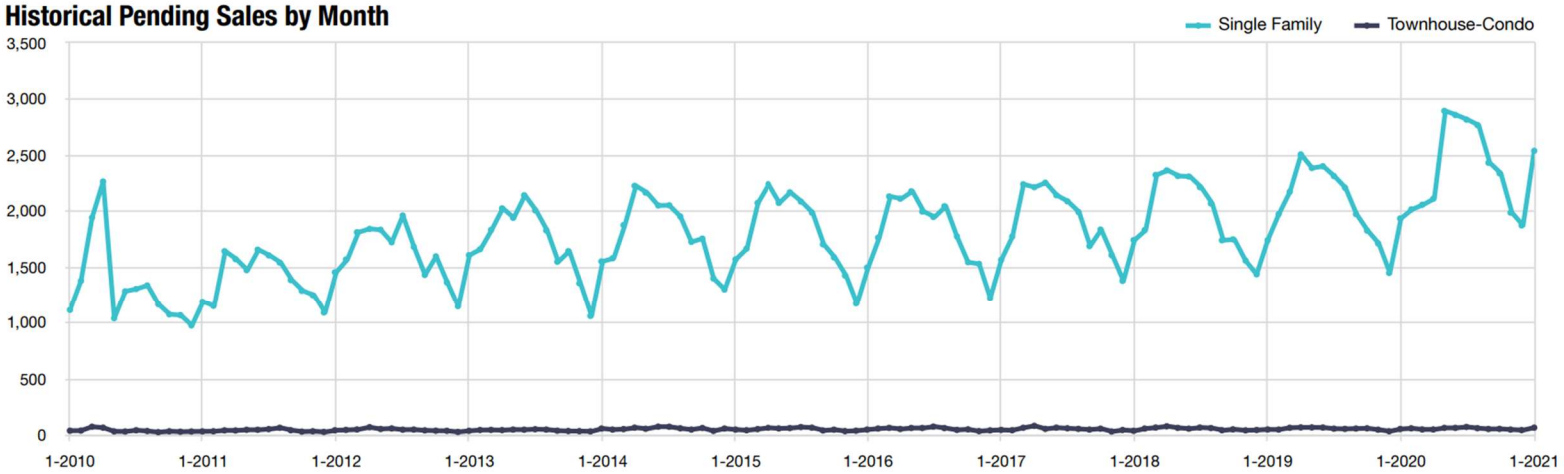


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	2,012	+ 2.1%	57	+ 23.9%
Mar-2020	2,054	- 5.3%	47	- 24.2%
Apr-2020	2,108	- 15.8%	47	- 27.7%
May-2020	2,893	+ 21.5%	61	- 6.2%
Jun-2020	2,856	+ 19.1%	61	- 4.7%
Jul-2020	2,815	+ 21.9%	69	+ 27.8%
Aug-2020	2,766	+ 25.4%	58	+ 11.5%
Sep-2020	2,429	+ 23.3%	51	- 7.3%
Oct-2020	2,335	+ 28.1%	52	- 8.8%
Nov-2020	1,983	+ 16.1%	46	+ 2.2%
Dec-2020	1,869	+ 29.4%	41	+ 32.3%
Jan-2021	**2,536**	**+ 31.3%**	**63**	**+ 23.5%**
12-Month Avg	2,388	+ 15.5%	54	0.0%

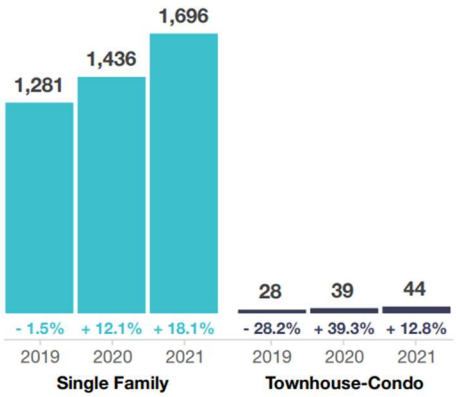
Historical Pending Sales by Month



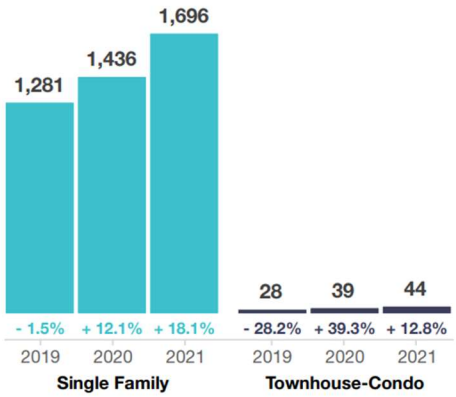
Closed Sales

A count of the actual sales that closed in a given month.

January

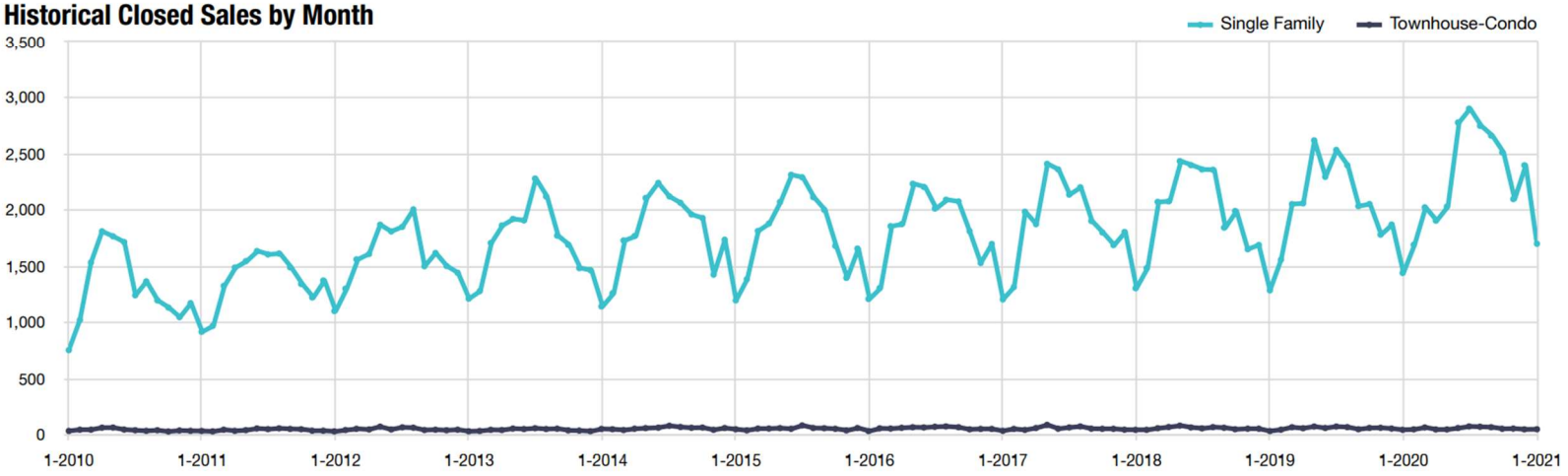


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	1,687	+ 8.6%	43	+ 7.5%
Mar-2020	2,020	- 1.4%	60	- 3.2%
Apr-2020	1,902	- 7.5%	42	- 20.8%
May-2020	2,027	- 22.5%	42	- 38.2%
Jun-2020	2,776	+ 21.1%	55	0.0%
Jul-2020	2,899	+ 14.5%	69	+ 1.5%
Aug-2020	2,746	+ 14.7%	66	+ 4.8%
Sep-2020	2,659	+ 30.9%	62	+ 40.9%
Oct-2020	2,510	+ 22.4%	48	- 14.3%
Nov-2020	2,094	+ 17.8%	50	- 12.3%
Dec-2020	2,395	+ 28.3%	43	- 14.0%
Jan-2021	**1,696**	**+ 18.1%**	**44**	**+ 12.8%**
12-Month Avg	2,284	+ 11.1%	52	- 5.5%

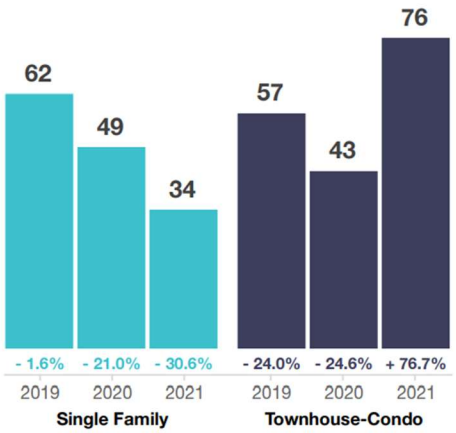
Historical Closed Sales by Month



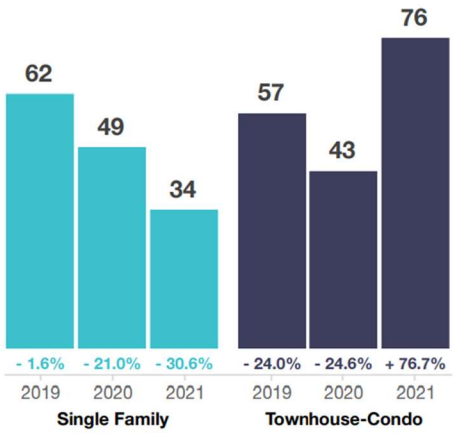
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

January



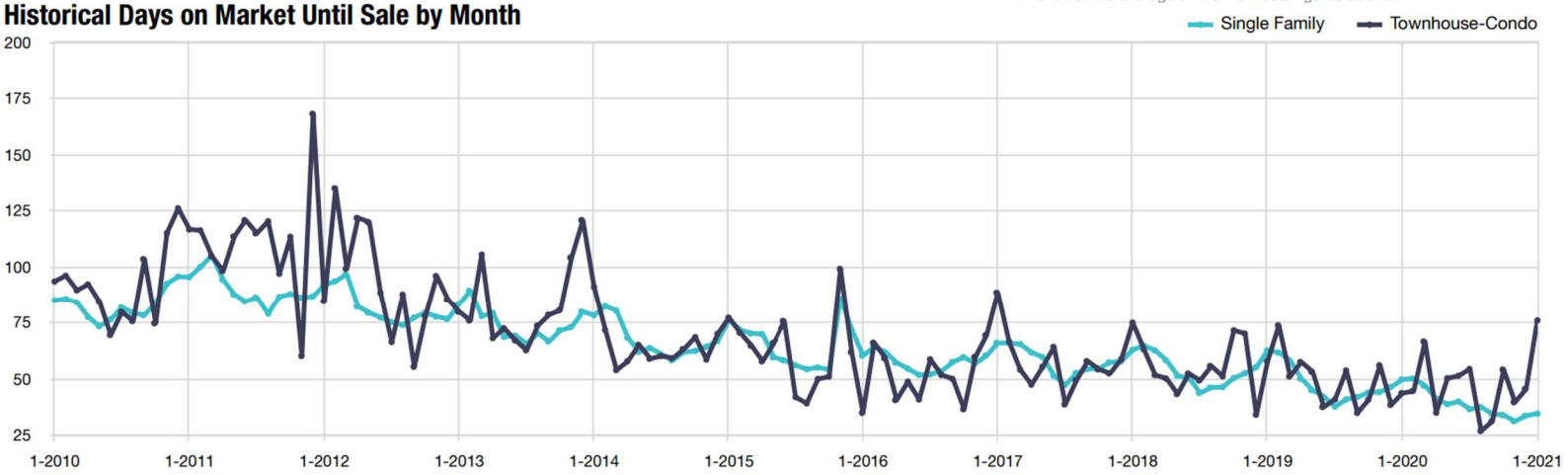
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	50	- 18.0%	44	- 39.7%
Mar-2020	47	- 19.0%	66	+ 29.4%
Apr-2020	41	- 18.0%	35	- 38.6%
May-2020	38	- 15.6%	50	- 5.7%
Jun-2020	40	- 4.8%	51	+ 37.8%
Jul-2020	36	- 2.7%	54	+ 31.7%
Aug-2020	37	- 9.8%	27	- 49.1%
Sep-2020	34	- 19.0%	31	- 11.4%
Oct-2020	34	- 22.7%	54	+ 35.0%
Nov-2020	31	- 29.5%	39	- 30.4%
Dec-2020	33	- 28.3%	45	+ 18.4%
Jan-2021	**34**	**- 30.6%**	**76**	**+ 76.7%**
12-Month Avg*	38	- 18.1%	47	- 1.7%

* Days on Market for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

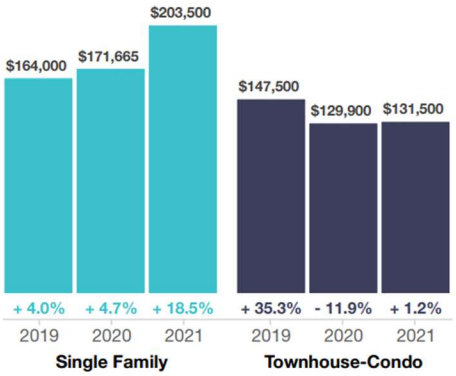
Historical Days on Market Until Sale by Month



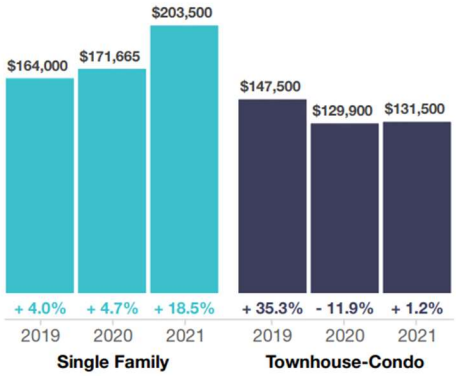
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

January



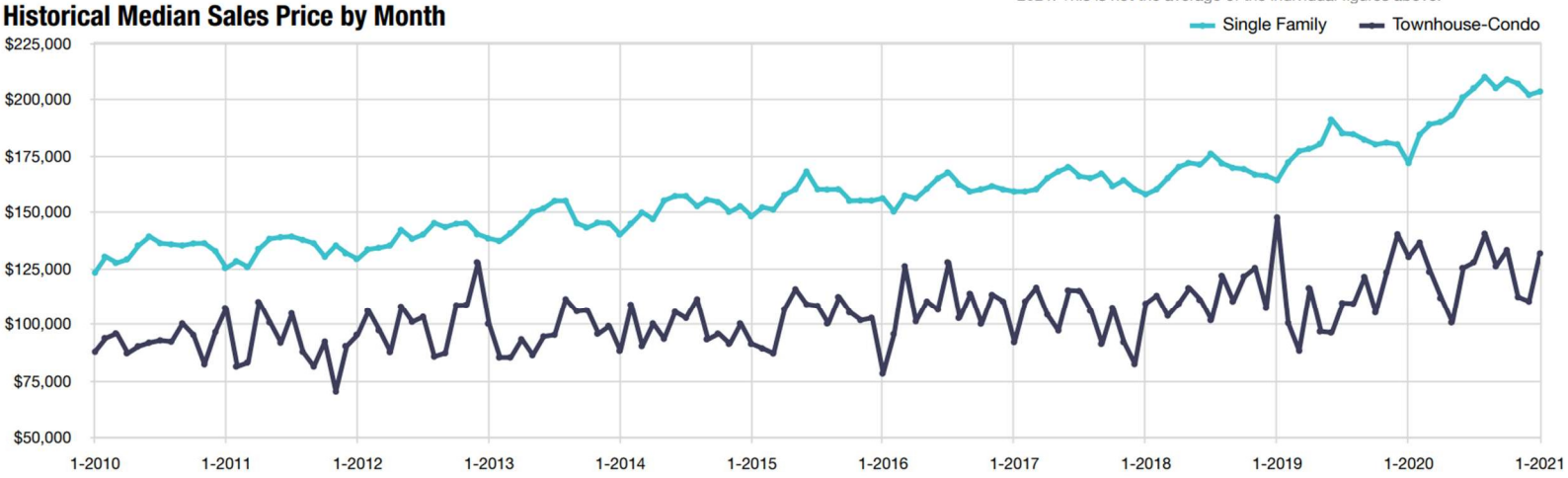
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	$184,320	+ 7.2%	$136,300	+ 36.0%
Mar-2020	$189,000	+ 6.8%	$123,250	+ 40.1%
Apr-2020	$189,948	+ 6.7%	$111,500	- 3.9%
May-2020	$193,000	+ 7.1%	$100,500	+ 4.1%
Jun-2020	$200,900	+ 5.2%	$125,000	+ 30.2%
Jul-2020	$205,000	+ 10.9%	$127,500	+ 16.7%
Aug-2020	$210,000	+ 13.8%	$140,250	+ 28.7%
Sep-2020	$205,000	+ 12.6%	$125,750	+ 3.9%
Oct-2020	$208,900	+ 16.1%	$132,975	+ 26.6%
Nov-2020	$207,000	+ 14.5%	$112,000	- 8.9%
Dec-2020	$201,988	+ 12.2%	$110,000	- 21.4%
Jan-2021	**$203,500**	**+ 18.5%**	**$131,500**	**+ 1.2%**
12-Month Avg*	$200,000	+ 11.1%	$124,350	+ 11.0%

* Median Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

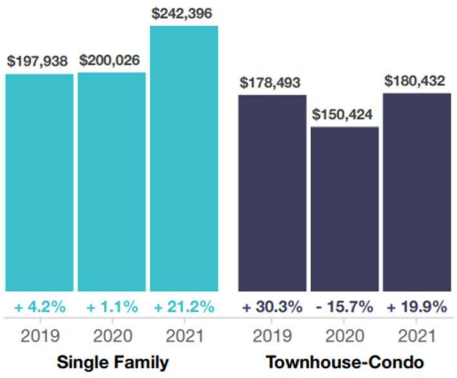
Historical Median Sales Price by Month



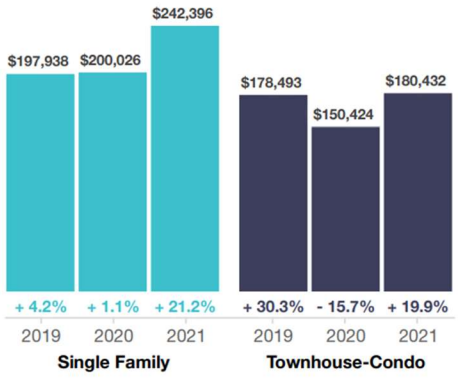
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

January



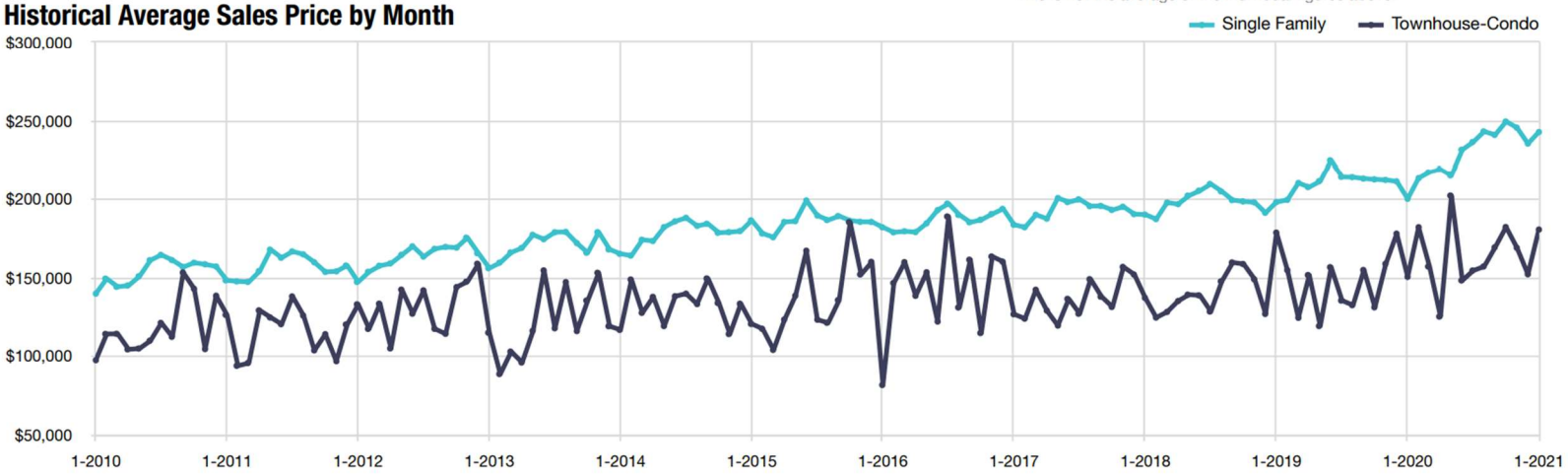
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	$213,184	+ 7.0%	$181,919	+ 17.6%
Mar-2020	$217,122	+ 3.4%	$156,973	+ 26.2%
Apr-2020	$218,941	+ 5.5%	$125,162	- 17.4%
May-2020	$214,916	+ 1.8%	$202,073	+ 69.6%
Jun-2020	$231,167	+ 3.0%	$148,112	- 5.4%
Jul-2020	$236,078	+ 10.3%	$154,408	+ 14.1%
Aug-2020	$242,824	+ 13.6%	$156,989	+ 18.6%
Sep-2020	$240,597	+ 13.0%	$169,150	+ 9.3%
Oct-2020	$249,119	+ 17.3%	$182,062	+ 38.9%
Nov-2020	$245,183	+ 15.7%	$168,846	+ 6.4%
Dec-2020	$235,067	+ 11.4%	$152,047	- 14.5%
Jan-2021	**$242,396**	**+ 21.2%**	**$180,432**	**+ 19.9%**
12-Month Avg*	$233,329	+ 10.4%	$163,929	+ 14.1%

* Avg. Sales Price for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

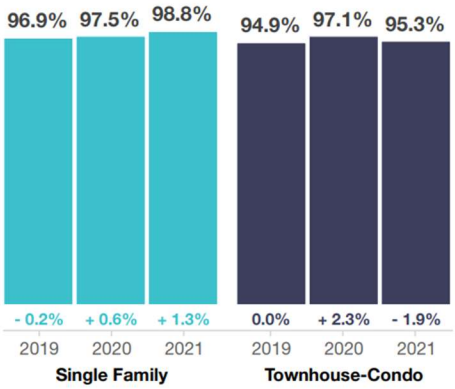
Historical Average Sales Price by Month



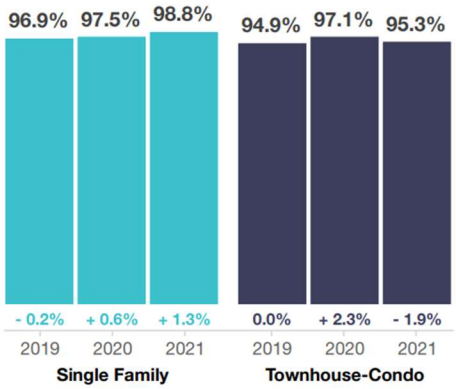
Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January



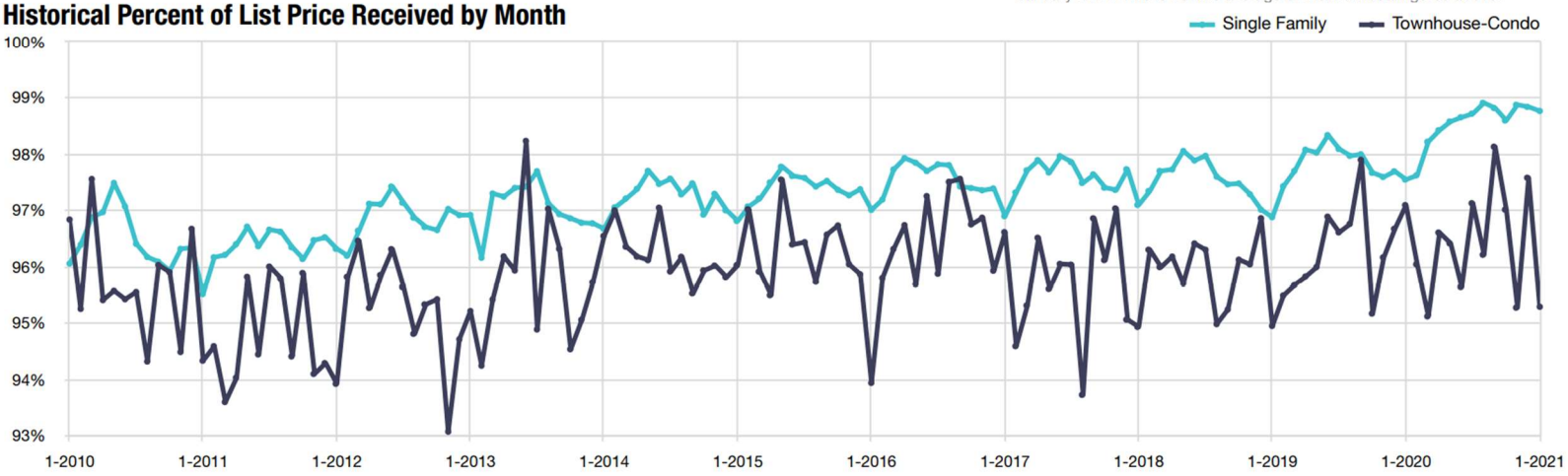
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	97.6%	+ 0.2%	96.0%	+ 0.5%
Mar-2020	98.2%	+ 0.5%	95.1%	- 0.6%
Apr-2020	98.4%	+ 0.3%	96.6%	+ 0.8%
May-2020	98.6%	+ 0.6%	96.4%	+ 0.4%
Jun-2020	98.6%	+ 0.3%	95.6%	- 1.3%
Jul-2020	98.7%	+ 0.6%	97.1%	+ 0.5%
Aug-2020	98.9%	+ 0.9%	96.2%	- 0.6%
Sep-2020	98.8%	+ 0.8%	98.1%	+ 0.2%
Oct-2020	98.6%	+ 0.9%	97.0%	+ 1.9%
Nov-2020	98.9%	+ 1.3%	95.3%	- 0.9%
Dec-2020	98.8%	+ 1.1%	97.6%	+ 0.9%
Jan-2021	**98.8%**	**+ 1.3%**	**95.3%**	**- 1.9%**
12-Month Avg*	98.6%	+ 0.8%	96.4%	+ 0.1%

* Pct. of List Price Received for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

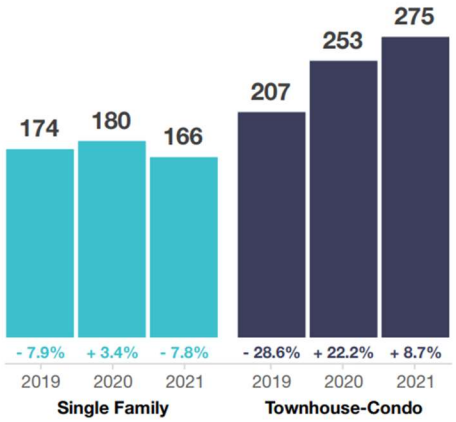
Historical Percent of List Price Received by Month



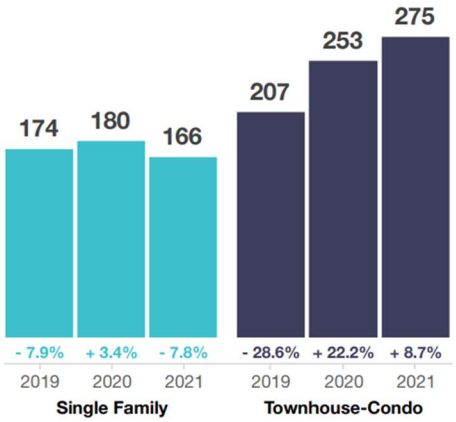
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

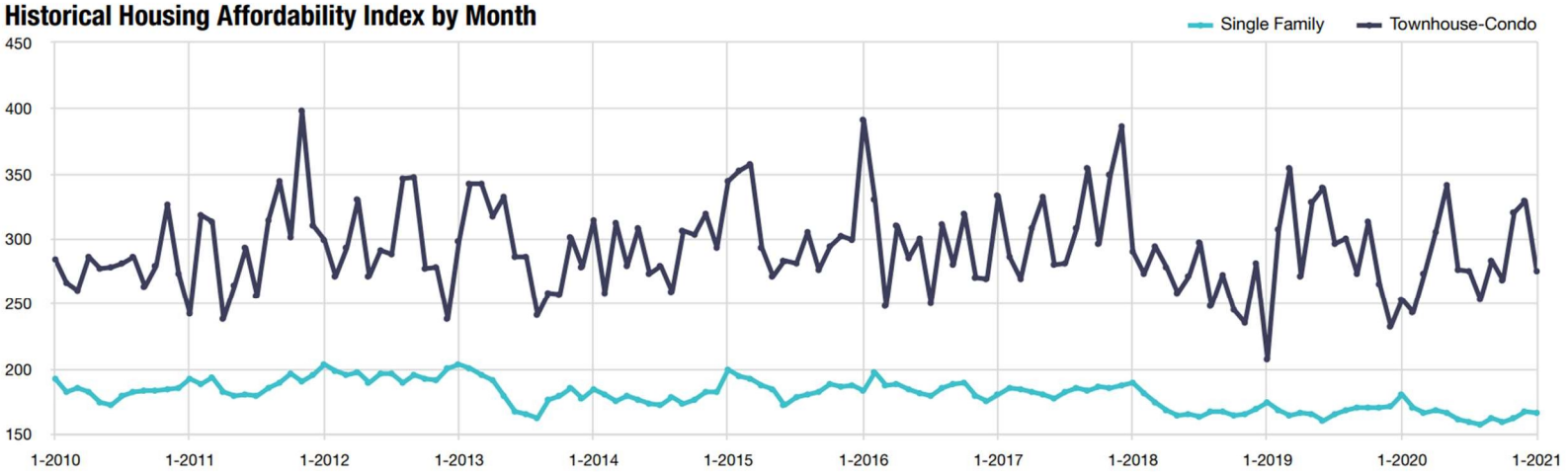


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	170	+ 1.2%	243	- 20.8%
Mar-2020	166	+ 1.2%	273	- 22.9%
Apr-2020	168	+ 1.2%	305	+ 12.5%
May-2020	166	+ 0.6%	341	+ 4.0%
Jun-2020	161	+ 0.6%	276	- 18.6%
Jul-2020	159	- 3.6%	275	- 7.1%
Aug-2020	157	- 6.5%	253	- 15.7%
Sep-2020	162	- 4.7%	283	+ 3.7%
Oct-2020	159	- 6.5%	268	- 14.4%
Nov-2020	162	- 4.7%	320	+ 20.8%
Dec-2020	167	- 2.3%	329	+ 41.8%
Jan-2021	**166**	**- 7.8%**	**275**	**+ 8.7%**
12-Month Avg	164	- 2.4%	287	- 2.4%

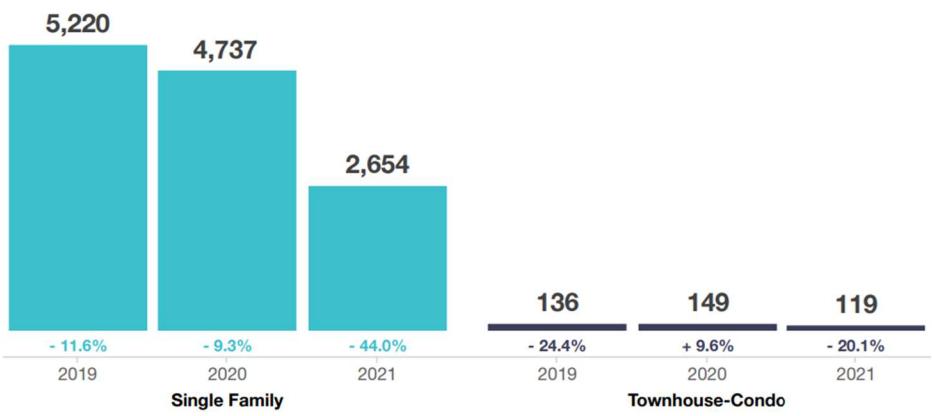
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

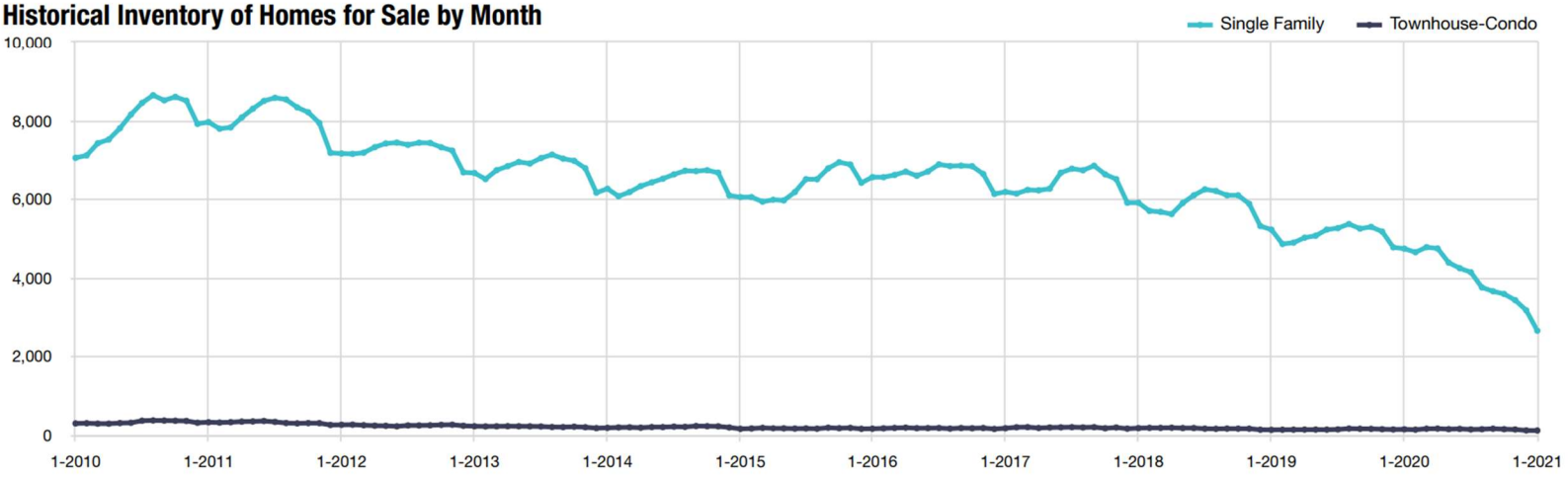
The number of properties available for sale in active status at the end of a given month.

January



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	4,646	- 4.3%	140	+ 0.7%
Mar-2020	4,774	- 2.4%	164	+ 17.1%
Apr-2020	4,742	- 5.4%	167	+ 17.6%
May-2020	4,382	- 13.5%	154	+ 8.5%
Jun-2020	4,240	- 18.8%	161	+ 14.2%
Jul-2020	4,138	- 21.3%	146	- 0.7%
Aug-2020	3,752	- 30.0%	152	- 9.5%
Sep-2020	3,654	- 30.3%	165	+ 1.2%
Oct-2020	3,586	- 32.2%	153	- 5.0%
Nov-2020	3,429	- 33.7%	145	- 4.6%
Dec-2020	3,171	- 33.5%	121	- 16.6%
Jan-2021	**2,654**	**- 44.0%**	**119**	**- 20.1%**
12-Month Avg	3,931	- 22.5%	149	0.0%

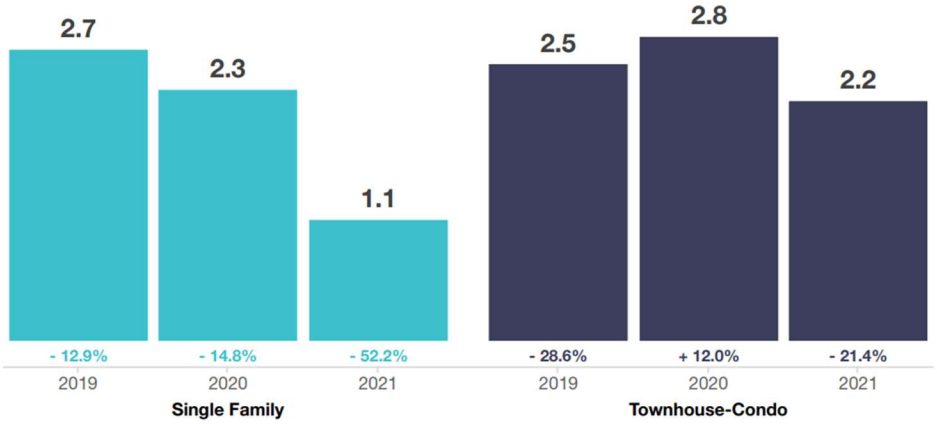
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

January



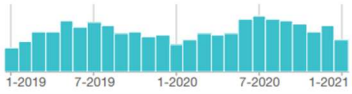
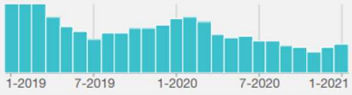
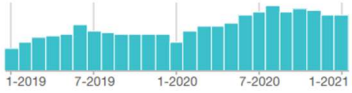
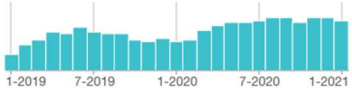
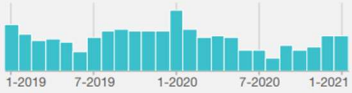
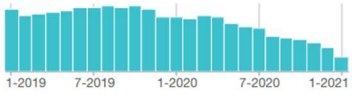
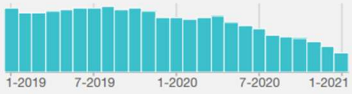
Months Supply	Single Family	Year-Over-Year Change	Townhouse-Condo	Year-Over-Year Change
Feb-2020	2.2	- 12.0%	2.6	0.0%
Mar-2020	2.3	- 8.0%	3.1	+ 19.2%
Apr-2020	2.3	- 8.0%	3.2	+ 18.5%
May-2020	2.1	- 19.2%	3.0	+ 11.1%
Jun-2020	2.0	- 23.1%	3.1	+ 19.2%
Jul-2020	1.9	- 26.9%	2.8	0.0%
Aug-2020	1.7	- 37.0%	2.9	- 9.4%
Sep-2020	1.6	- 38.5%	3.1	0.0%
Oct-2020	1.6	- 38.5%	2.9	- 3.3%
Nov-2020	1.5	- 40.0%	2.8	0.0%
Dec-2020	1.4	- 39.1%	2.3	- 14.8%
Jan-2021	**1.1**	**- 52.2%**	**2.2**	**- 21.4%**
12-Month Avg*	1.8	- 27.9%	2.8	+ 0.5%

* Months Supply for all properties from February 2020 through January 2021. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month

All Properties Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	1-2020	1-2021	% Change	YTD 2020	YTD 2021	% Change
New Listings		2,412	**2,471**	+ 2.4%	2,412	**2,471**	+ 2.4%
Pending Sales		1,982	**2,599**	+ 31.1%	1,982	**2,599**	+ 31.1%
Closed Sales		1,475	**1,740**	+ 18.0%	1,475	**1,740**	+ 18.0%
Days on Market Until Sale		49	**35**	- 28.6%	49	**35**	- 28.6%
Median Sales Price		$170,000	**$200,000**	+ 17.6%	$170,000	**$200,000**	+ 17.6%
Average Sales Price		$198,712	**$240,828**	+ 21.2%	$198,712	**$240,828**	+ 21.2%
Percent of List Price Received		97.5%	**98.7%**	+ 1.2%	97.5%	**98.7%**	+ 1.2%
Housing Affordability Index		182	**169**	- 7.1%	182	**169**	- 7.1%
Inventory of Homes for Sale		4,886	**2,773**	- 43.2%	—	—	—
Months Supply of Inventory		2.3	**1.1**	- 52.2%	—	—	—