

August 2021



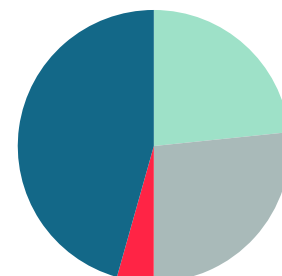
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	1,872	1,907	1.87%
Pending Listings	1,937	2,174	12.24%
New Listings	2,329	2,496	7.17%
Median List Price	189,900	212,000	11.64%
Median Sale Price	188,250	215,000	14.21%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	6.00	-45.45%
End of Month Inventory	6,517	3,723	-42.87%
Months Supply of Inventory	4.35	2.18	-49.99%



■ Closed (23.37%)
■ Pending (26.64%)
■ Other OffMarket (4.36%)
■ Active (45.62%)

Absorption: Last 12 months, an Average of **1,710** Sales/Month
Active Inventory as of August 31, 2021 = **3,723**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **42.87%** to 3,723 existing homes available for sale. Over the last 12 months this area has had an average of 1,710 closed sales per month. This represents an unsold inventory index of **2.18** 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 **14.21%** in August 2021 to \$215,000 versus the previous year at \$188,250.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 5.00 days or **45.45%** in August 2021 compared to last year's same month at **11.00** DOM.

Sales Success for August 2021 is Positive

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

There were 2,496 New Listings in August 2021, up **7.17%** from last year at 2,329. Furthermore, there were 1,907 Closed Listings this month versus last year at 1,872, a **1.87%** increase.

Closed versus Listed trends yielded a **76.4%** ratio, down from previous year's, August 2020, at **80.4%**, a **4.95%** downswing. 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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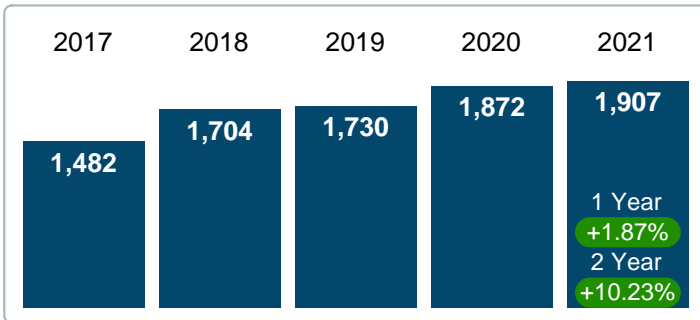
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



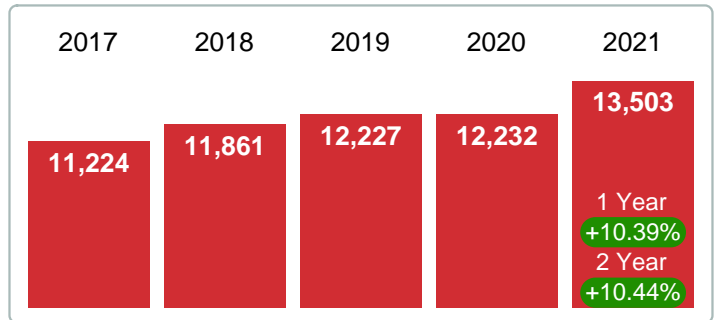
CLOSED LISTINGS

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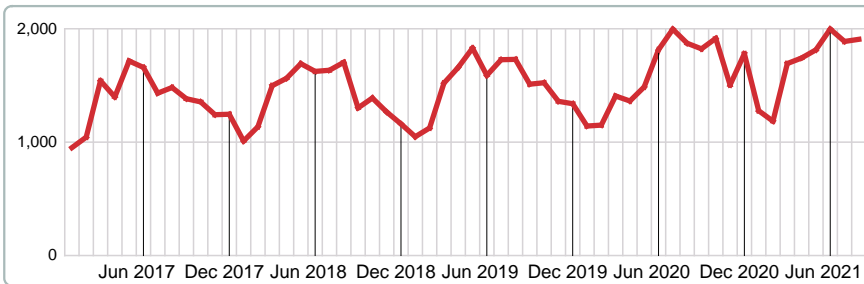
AUGUST



YEAR TO DATE (YTD)

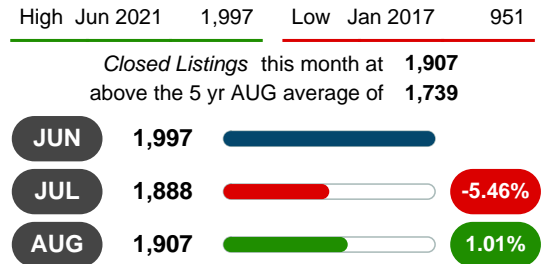


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,739



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	190	9.96%	16.5	79	80	29	2
\$50,001 - \$125,000	246	12.90%	7.0	117	117	12	0
\$125,001 - \$175,000	276	14.47%	5.0	46	202	25	3
\$175,001 - \$250,000	470	24.65%	4.5	43	302	117	8
\$250,001 - \$325,000	301	15.78%	5.0	12	155	129	5
\$325,001 - \$425,000	218	11.43%	5.0	9	66	123	20
\$425,001 and up	206	10.80%	11.0	19	34	102	51
Total Closed Units	1,907			325	956	537	89
Total Closed Volume	463,117,657	100%	6.0	47.93M	193.72M	173.52M	47.95M
Median Closed Price	\$215,000			\$98,000	\$191,895	\$300,000	\$465,100

August 2021



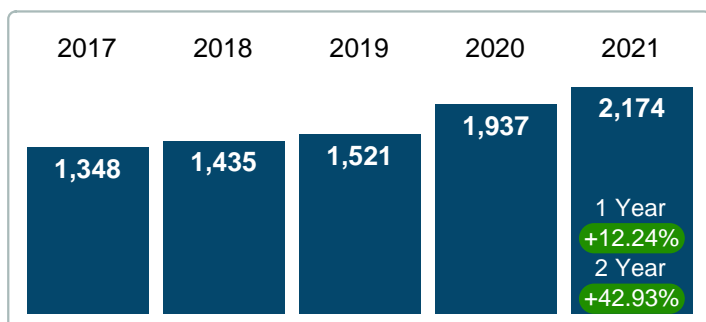
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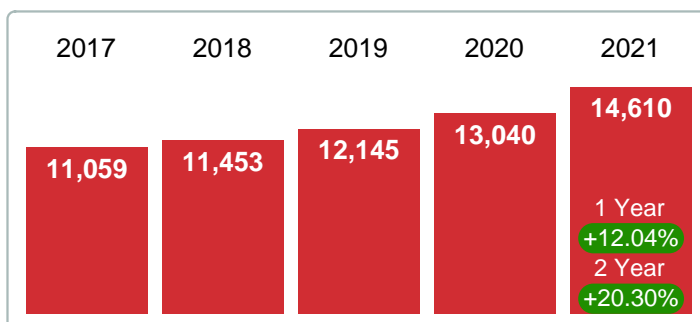
PENDING LISTINGS

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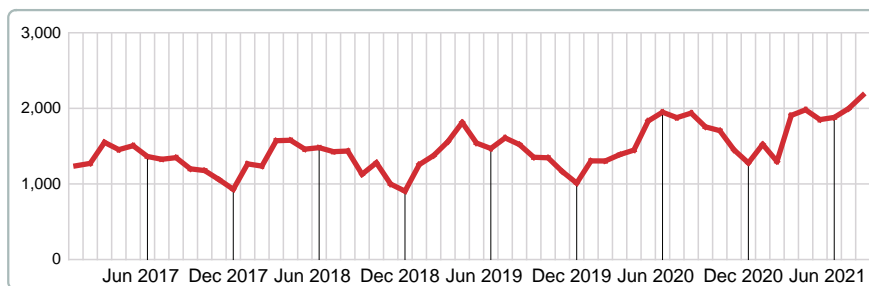
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,683

High Aug 2021 2,174 Low Dec 2018 905

Pending Listings this month at 2,174 above the 5 yr AUG average of 1,683



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	150	6.90%	25.0	88	56	6	0
\$50,001 - \$125,000	331	15.23%	8.0	185	130	14	2
\$125,001 - \$175,000	363	16.70%	8.0	67	260	34	2
\$175,001 - \$250,000	511	23.51%	7.0	42	346	117	6
\$250,001 - \$325,000	309	14.21%	7.0	12	150	139	8
\$325,001 - \$450,000	272	12.51%	8.0	10	83	150	29
\$450,001 and up	238	10.95%	25.5	22	34	129	53
Total Pending Units	2,174			426	1,059	589	100
Total Pending Volume	556,020,615	100%	9.0	66.09M	221.43M	217.07M	51.43M
Median Listing Price	\$209,900			\$90,000	\$195,000	\$319,900	\$468,700

August 2021



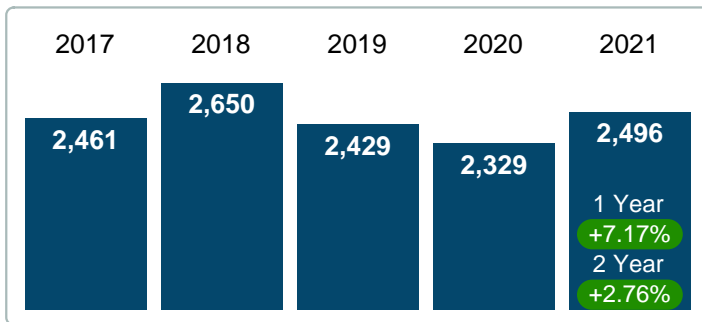
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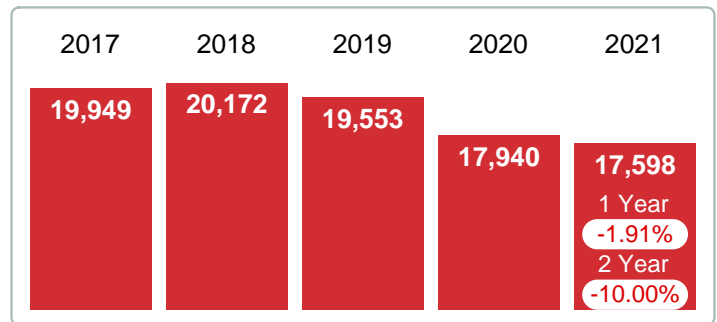
NEW LISTINGS

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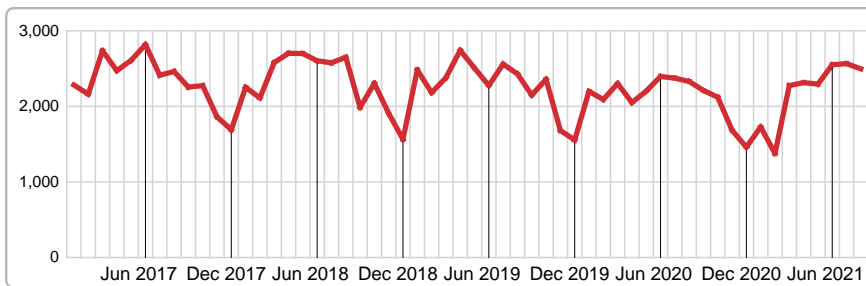
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2,473

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

New Listings this month at **2,496**
above the 5 yr AUG average of **2,473**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	215	8.61%	110	79	23	3
\$50,001 - \$125,000	332	13.30%	193	120	15	4
\$125,001 - \$175,000	403	16.15%	108	260	31	4
\$175,001 - \$250,000	540	21.63%	64	355	115	6
\$250,001 - \$350,000	455	18.23%	36	194	204	21
\$350,001 - \$475,000	291	11.66%	27	84	149	31
\$475,001 and up	260	10.42%	56	40	107	57
Total New Listed Units	2,496		594	1,132	644	126
Total New Listed Volume	696,198,141	100%	146.23M	246.73M	227.12M	76.11M
Median New Listed Listing Price	\$215,000		\$125,000	\$195,000	\$316,450	\$457,250

August 2021



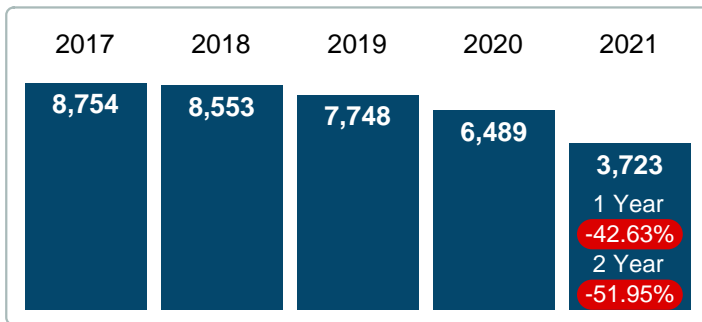
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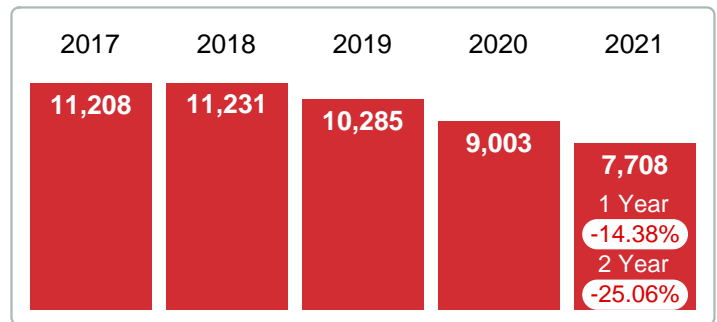
ACTIVE INVENTORY

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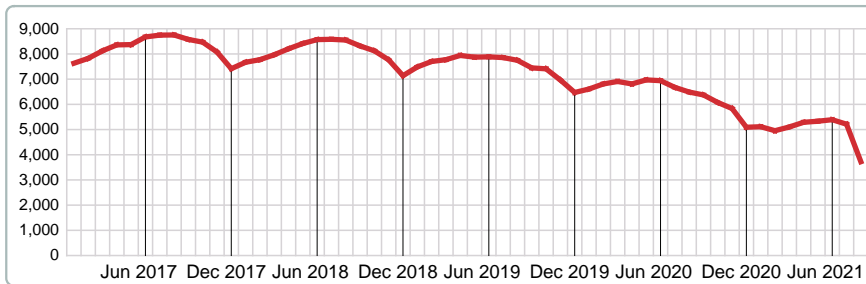
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

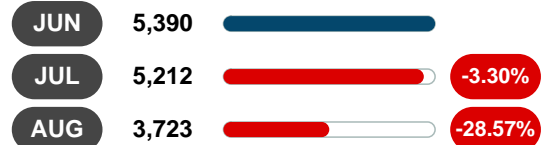


3 MONTHS

5 year AUG AVG = 7,053

High Aug 2017 8,754 Low Aug 2021 3,723

Inventory this month at 3,723 below the 5 yr AUG average of 7,053



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	287	7.71%	43.0	195	68	22	2
\$25,001 - \$75,000	404	10.85%	90.0	354	37	11	2
\$75,001 - \$150,000	613	16.47%	46.0	403	172	31	7
\$150,001 - \$275,000	925	24.85%	34.0	279	460	171	15
\$275,001 - \$425,000	621	16.68%	39.0	159	198	226	38
\$425,001 - \$775,000	492	13.22%	48.5	128	96	202	66
\$775,001 and up	381	10.23%	78.0	204	27	76	74
Total Active Inventory by Units			3,723	1,722	1,058	739	204
Total Active Inventory by Volume			1,409,853,347	615.84M	278.70M	333.27M	182.04M
Median Active Inventory Listing Price			\$219,999	\$139,450	\$208,615	\$359,900	\$565,000

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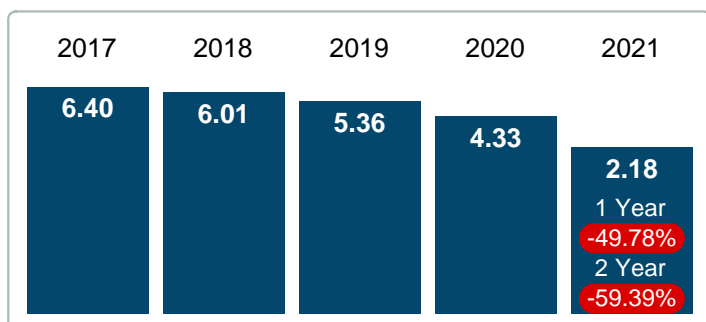
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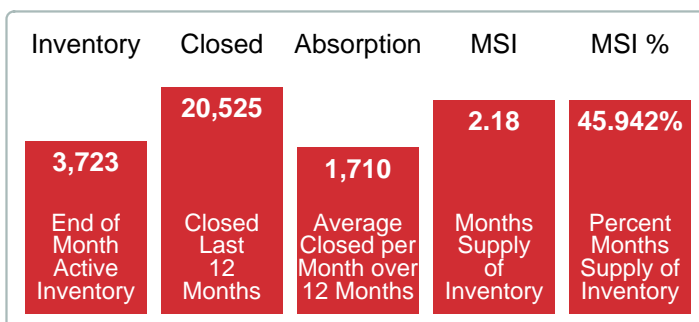
MONTHS SUPPLY of INVENTORY (MSI)

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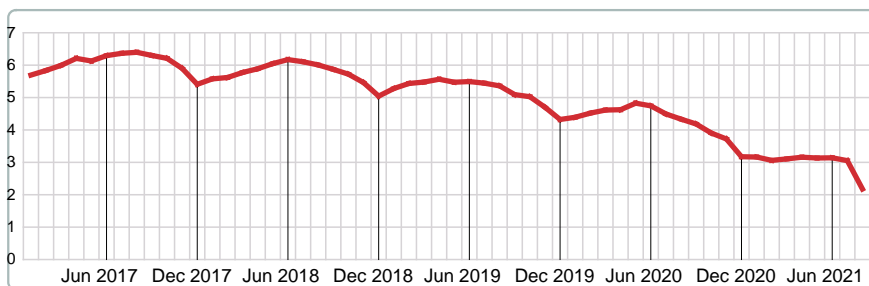
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

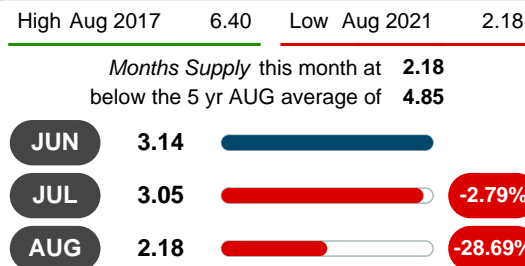


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 4.85



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	287	7.71%	2.04	4.32	0.93	1.06	1.04
\$25,001 - \$75,000	404	10.85%	3.04	3.94	0.99	2.24	2.00
\$75,001 - \$150,000	613	16.47%	2.10	4.56	0.96	1.44	3.11
\$150,001 - \$275,000	925	24.85%	1.40	5.13	1.07	1.04	1.12
\$275,001 - \$425,000	621	16.68%	1.93	8.96	1.80	1.37	1.28
\$425,001 - \$775,000	492	13.22%	3.76	14.91	4.11	2.93	2.19
\$775,001 and up	381	10.23%	13.14	41.49	9.26	6.38	8.00
Market Supply of Inventory (MSI)			2.18	5.57	1.24	1.62	2.33
Total Active Inventory by Units		100%	2.18	1,722	1,058	739	204

August 2021



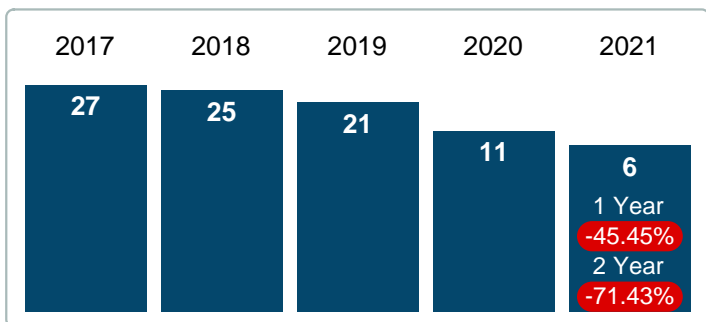
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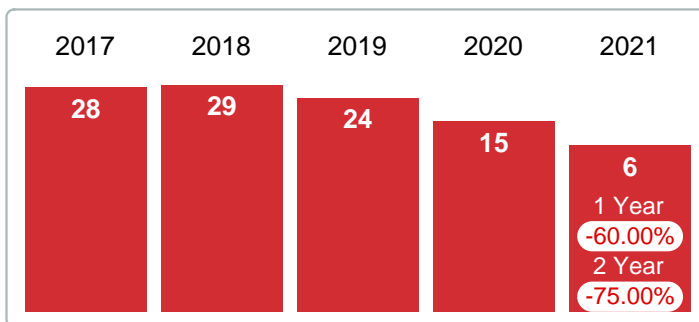
MEDIAN DAYS ON MARKET TO SALE

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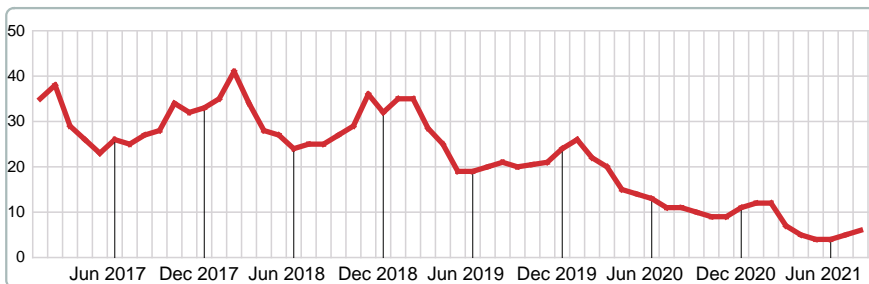
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

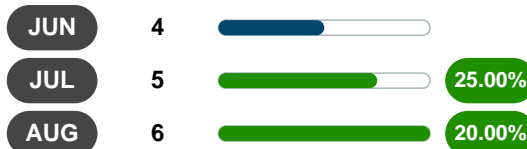


3 MONTHS

5 year AUG AVG = 18

High Feb 2018 41 Low Jun 2021 4

Median Days on Market to Sale this month at 6 below the 5 yr AUG average of 18



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
\$50,000 and less	9.96%	17	26	12	14	32
\$50,001 - \$125,000	12.90%	7	11	6	11	0
\$125,001 - \$175,000	14.47%	5	9	5	7	1
\$175,001 - \$250,000	24.65%	5	9	4	4	12
\$250,001 - \$325,000	15.78%	5	7	5	6	3
\$325,001 - \$425,000	11.43%	5	14	4	5	7
\$425,001 and up	10.80%	11	126	9	11	8
Median Closed DOM		6	13	5	6	7
Total Closed Units	100%	6.0	325	956	537	89
Total Closed Volume			47.93M	193.72M	173.52M	47.95M

August 2021



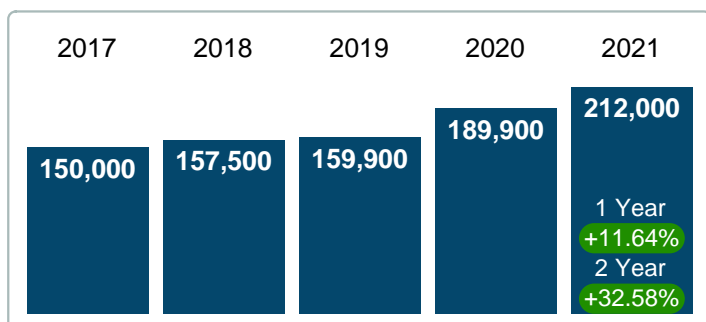
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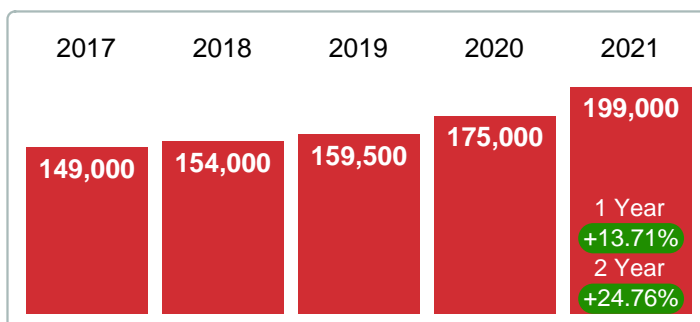
MEDIAN LIST PRICE AT CLOSING

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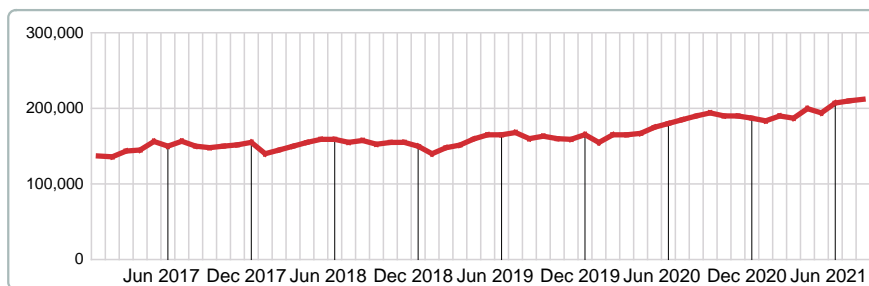
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

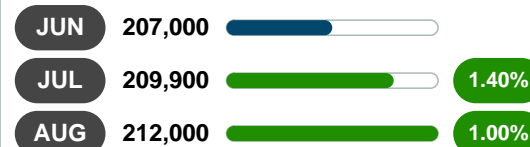


3 MONTHS

5 year AUG AVG = 173,860

High Aug 2021 212,000 Low Feb 2017 135,900

Median List Price at Closing this month at **212,000**
above the 5 yr AUG average of **173,860**



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
\$50,000 and less	9.60%	2,195	26,250	1,598	1,850	3,548
\$50,001 - \$125,000	13.48%	90,000	85,000	98,000	100,000	0
\$125,001 - \$175,000	14.63%	155,000	149,000	155,000	165,000	135,000
\$175,001 - \$250,000	25.38%	214,900	205,000	209,900	225,000	224,750
\$250,001 - \$325,000	14.84%	289,000	299,000	285,000	289,650	308,000
\$325,001 - \$425,000	11.48%	370,000	389,000	359,900	375,000	375,000
\$425,001 and up	10.59%	550,000	741,609	549,450	515,000	649,000
Median List Price		212,000	99,900	187,950	299,900	465,100
Total Closed Units	100%	212,000	325	956	537	89
Total Closed Volume		466,422,055	51.22M	193.12M	173.56M	48.52M

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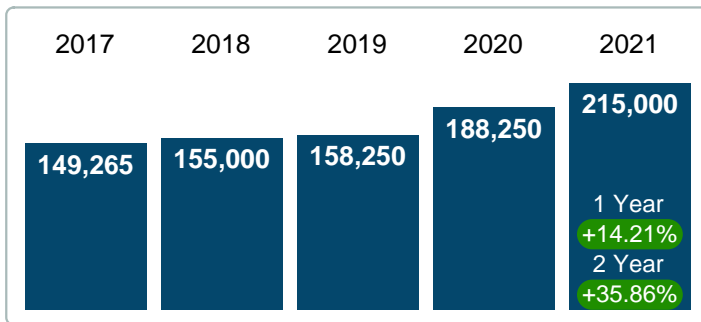
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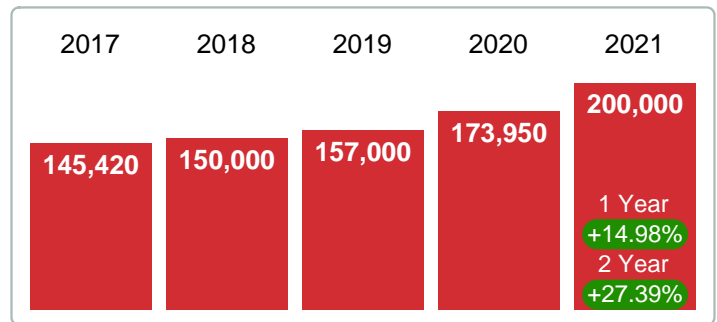
MEDIAN SOLD PRICE AT CLOSING

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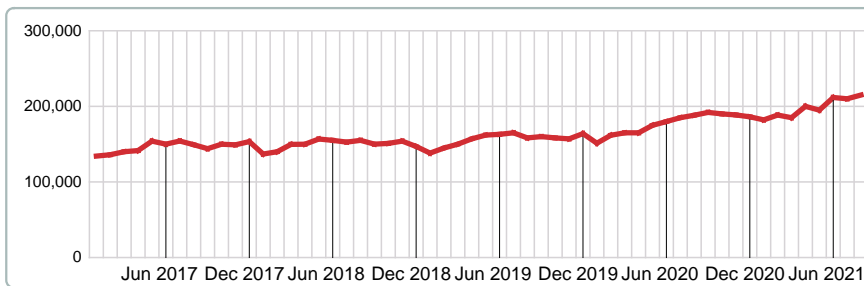
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

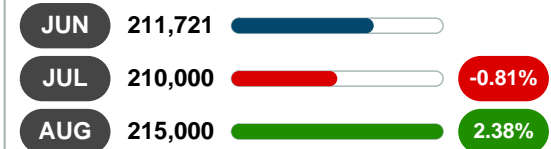


3 MONTHS

5 year AUG AVG = 173,153

High Aug 2021 215,000 Low Jan 2017 134,200

Median Sold Price at Closing this month at 215,000 above the 5 yr AUG average of 173,153



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
\$50,000 and less	9.96%	2,248	25,000	1,650	2,000	3,548
\$50,001 - \$125,000	12.90%	86,500	82,000	91,000	81,500	0
\$125,001 - \$175,000	14.47%	155,000	150,000	155,750	160,000	135,000
\$175,001 - \$250,000	24.65%	213,750	203,000	208,250	224,440	221,500
\$250,001 - \$325,000	15.78%	285,000	293,750	285,000	287,000	292,000
\$325,001 - \$425,000	11.43%	375,000	390,000	360,063	379,000	367,000
\$425,001 and up	10.80%	545,500	640,000	544,500	506,250	638,000
Median Sold Price		215,000	98,000	191,895	300,000	465,100
Total Closed Units	100%	1,907	325	956	537	89
Total Closed Volume		463,117,657	47.93M	193.72M	173.52M	47.95M

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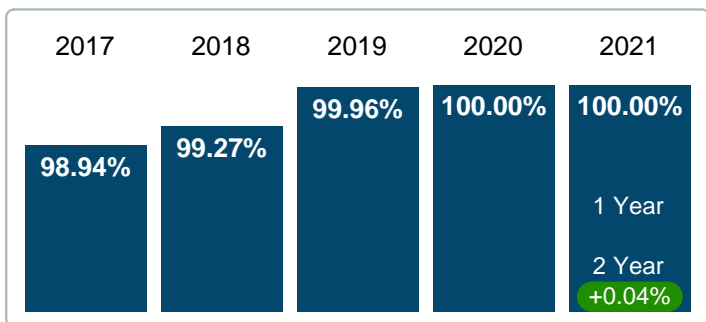
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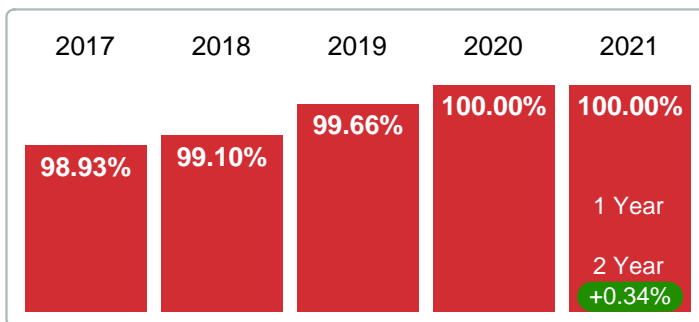
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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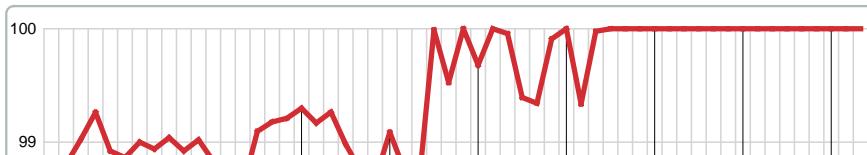
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.63%

High Aug 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr AUG average of 99.63%

JUN 100.00%
JUL 100.00%
AUG 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
\$50,000 and less	190	9.96%	100.00%	97.14%	100.00%	100.00%	100.00%
\$50,001 - \$125,000	246	12.90%	100.00%	100.00%	100.00%	96.88%	0.00%
\$125,001 - \$175,000	276	14.47%	100.00%	100.00%	100.00%	100.00%	100.00%
\$175,001 - \$250,000	470	24.65%	100.28%	100.00%	101.17%	100.00%	100.00%
\$250,001 - \$325,000	301	15.78%	100.00%	97.68%	100.00%	100.00%	100.95%
\$325,001 - \$425,000	218	11.43%	100.00%	100.00%	100.00%	100.50%	100.00%
\$425,001 and up	206	10.80%	100.00%	92.44%	99.56%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	1,907	100%	100.00%	325	956	537	89
Total Closed Volume	463,117,657			47.93M	193.72M	173.52M	47.95M

August 2021



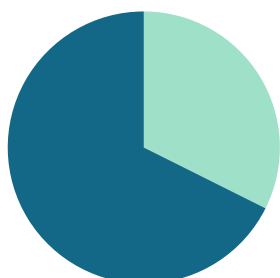
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

INVENTORY

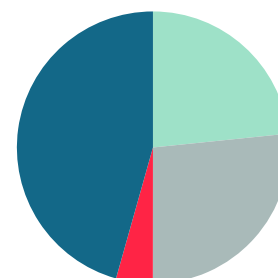


Inventory
 New Listings
2,496 = 32.37%
 Start Inventory
5,215
 Total Inventory Units
7,711
 Volume
\$2,488,537,858

Market Activity

Closed Sales
1,907 = 23.37%
 Pending Sales
2,174 = 26.64%
 Other Off Market
356 = 4.36%
 Active Inventory
3,723 = 45.63%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,872	1,907	1.87%	12,232	13,503	10.39%
Pending Sales	1,937	2,174	12.24%	13,040	14,610	12.04%
New Listings	2,329	2,496	7.17%	17,940	17,598	-1.91%
Median List Price	189,900	212,000	11.64%	175,000	199,000	13.71%
Median Sale Price	188,250	215,000	14.21%	173,950	200,000	14.98%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	6.00	-45.45%	15.00	6.00	-60.00%
Monthly Inventory	6,517	3,723	-42.87%	6,517	3,723	-42.87%
Months Supply of Inventory	4.35	2.18	-49.99%	4.35	2.18	-49.99%

Absorption: Last 12 months, an Average of **1,710** Sales/Month

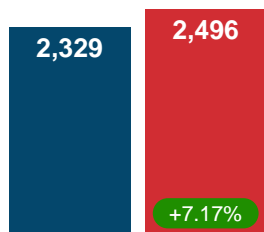
Inventory on August 31, 2021 = **3,723**

2020 **2021**

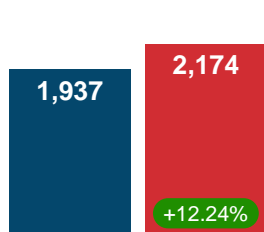
AUGUST MARKET

MEDIAN PRICES

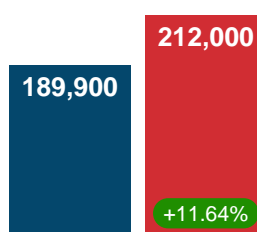
New Listings



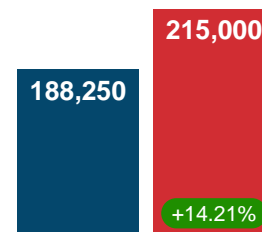
Pending Listings



List Price



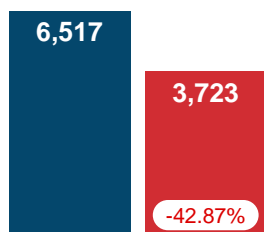
Sale Price



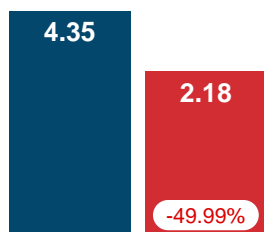
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

