

July 2021



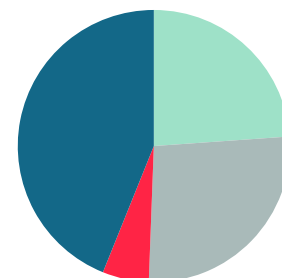
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	1,996	1,872	-6.21%
Pending Listings	1,877	2,094	11.56%
New Listings	2,373	2,565	8.09%
Median List Price	185,000	209,450	13.22%
Median Sale Price	185,000	210,000	13.51%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	5.00	-54.55%
End of Month Inventory	6,694	3,441	-48.60%
Months Supply of Inventory	4.51	2.02	-55.24%



■ Closed (23.88%)
■ Pending (26.71%)
■ Other OffMarket (5.51%)
■ Active (43.90%)

Absorption: Last 12 months, an Average of **1,706** Sales/Month
Active Inventory as of July 31, 2021 = **3,441**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **48.60%** to 3,441 existing homes available for sale. Over the last 12 months this area has had an average of 1,706 closed sales per month. This represents an unsold inventory index of **2.02** 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 **13.51%** in July 2021 to \$210,000 versus the previous year at \$185,000.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 6.00 days or **54.55%** in July 2021 compared to last year's same month at **11.00** DOM.

Sales Success for July 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 2,565 New Listings in July 2021, up **8.09%** from last year at 2,373. Furthermore, there were 1,872 Closed Listings this month versus last year at 1,996, a **-6.21%** decrease.

Closed versus Listed trends yielded a **73.0%** ratio, down from previous year's, July 2020, at **84.1%**, a **13.23%** 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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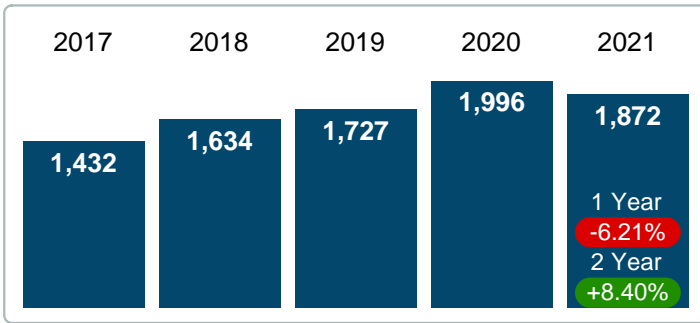
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



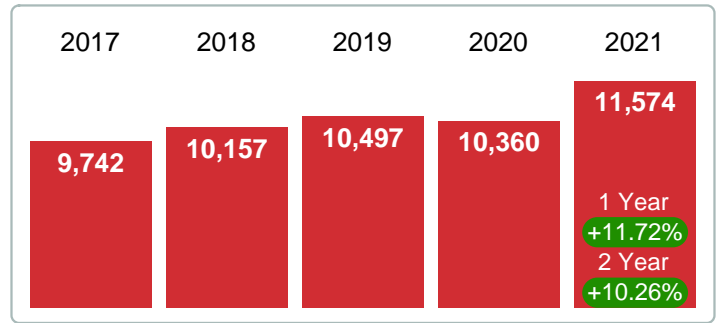
CLOSED LISTINGS

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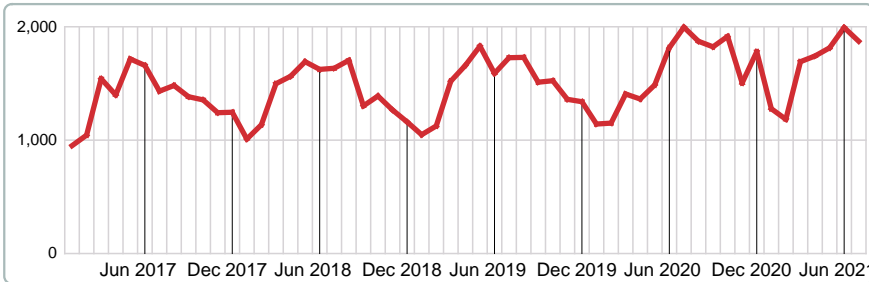
JULY



YEAR TO DATE (YTD)

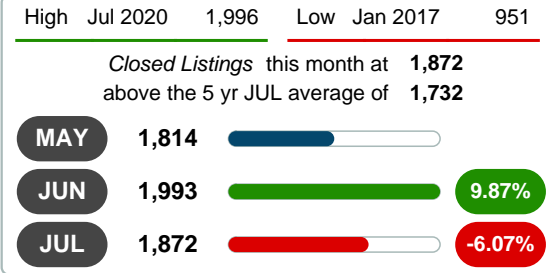


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,732



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	147	7.85%	14.0	41	86	16	4
\$25,001 - \$125,000	266	14.21%	7.0	150	105	8	3
\$125,001 - \$175,000	286	15.28%	5.0	55	209	19	3
\$175,001 - \$250,000	477	25.48%	4.0	45	334	88	10
\$250,001 - \$300,000	209	11.16%	5.0	16	98	87	8
\$300,001 - \$425,000	277	14.80%	6.0	13	82	151	31
\$425,001 and up	210	11.22%	11.0	14	41	99	56
Total Closed Units	1,872			334	955	468	115
Total Closed Volume	465,912,124	100%	5.0	58.82M	191.44M	157.87M	57.78M
Median Closed Price	\$210,000			\$107,000	\$190,000	\$314,500	\$420,586

July 2021



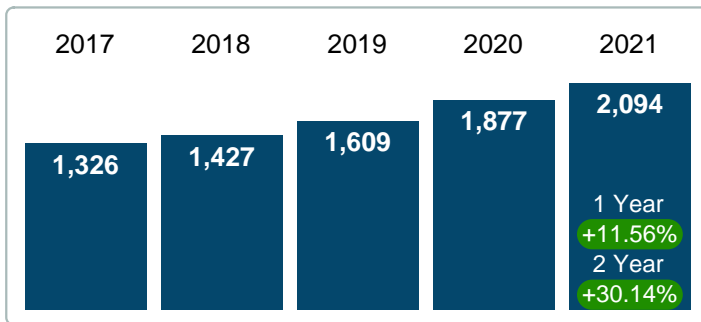
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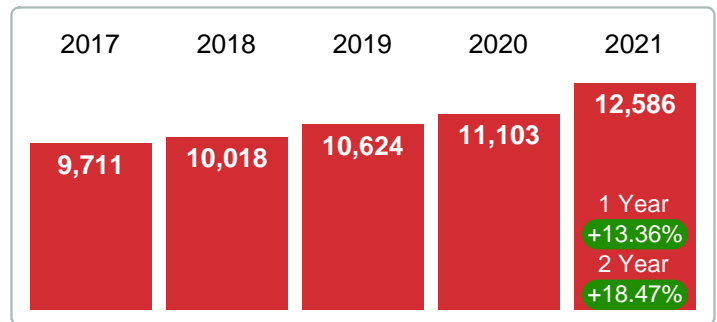
PENDING LISTINGS

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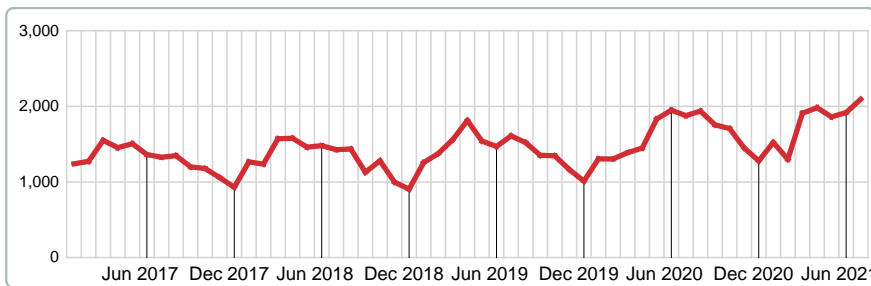
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

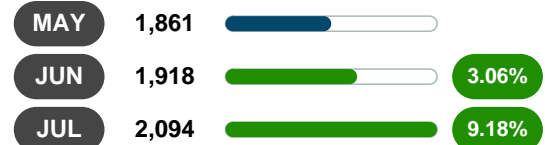


3 MONTHS

5 year JUL AVG = 1,667

High Jul 2021 2,094 Low Dec 2018 905

Pending Listings this month at **2,094** above the 5 yr JUL average of **1,667**



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	184	8.79%	14.0	92	70	20	2
\$50,001 - \$125,000	269	12.85%	11.0	131	125	12	1
\$125,001 - \$175,000	319	15.23%	7.0	55	240	23	1
\$175,001 - \$250,000	530	25.31%	7.0	50	352	119	9
\$250,001 - \$325,000	296	14.14%	7.0	15	137	137	7
\$325,001 - \$425,000	259	12.37%	7.0	23	80	140	16
\$425,001 and up	237	11.32%	10.0	21	46	117	53
Total Pending Units	2,094			387	1,050	568	89
Total Pending Volume	516,627,525	100%	8.0	61.05M	218.80M	191.74M	45.04M
Median Listing Price	\$214,265			\$103,999	\$189,900	\$300,000	\$465,000

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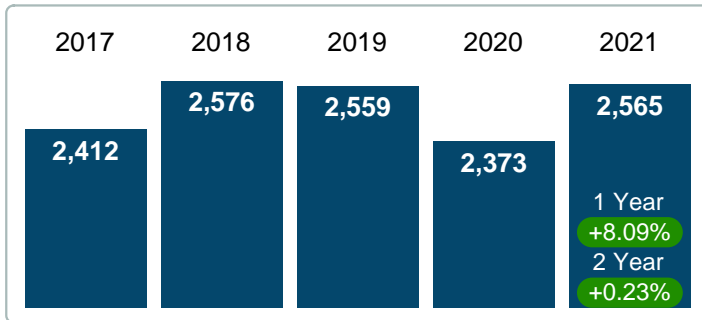
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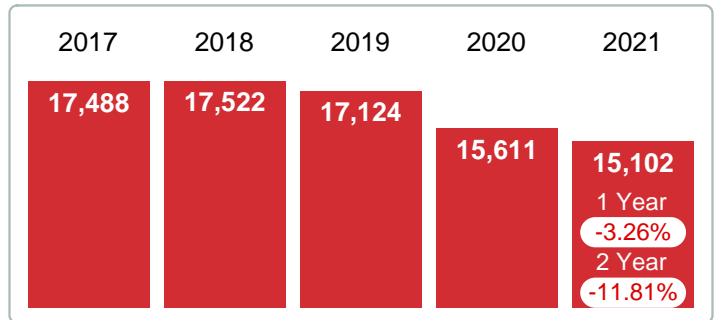
NEW LISTINGS

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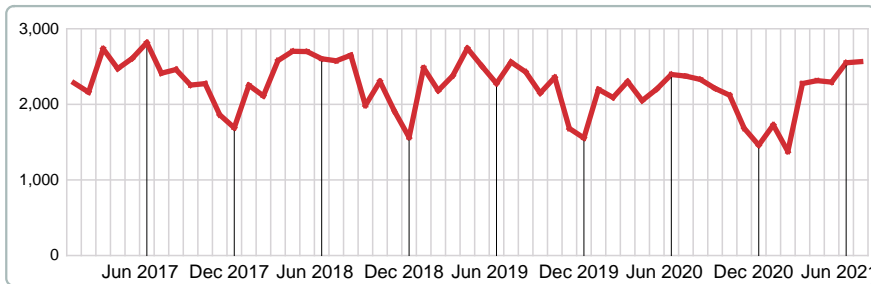
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2,497

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

New Listings this month at **2,565**
above the 5 yr JUL average of **2,497**



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	252	9.82%	121	96	33	2
\$50,001 - \$125,000	340	13.26%	193	127	19	1
\$125,001 - \$175,000	371	14.46%	87	246	35	3
\$175,001 - \$250,000	568	22.14%	54	374	131	9
\$250,001 - \$350,000	432	16.84%	37	190	187	18
\$350,001 - \$500,000	338	13.18%	31	72	196	39
\$500,001 and up	264	10.29%	60	38	111	55
Total New Listed Units	2,565		583	1,143	712	127
Total New Listed Volume	724,969,969	100%	143.83M	244.33M	257.57M	79.24M
Median New Listed Listing Price	\$216,348		\$115,900	\$194,000	\$315,318	\$469,000

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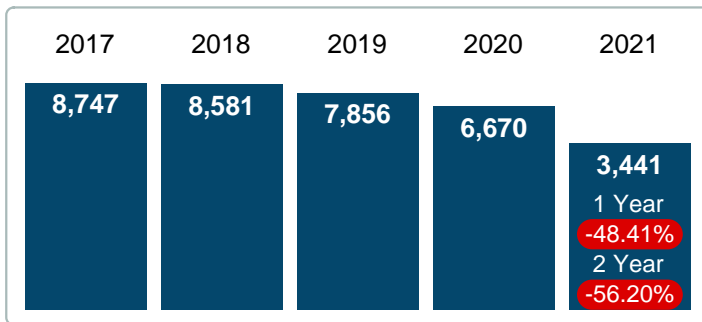
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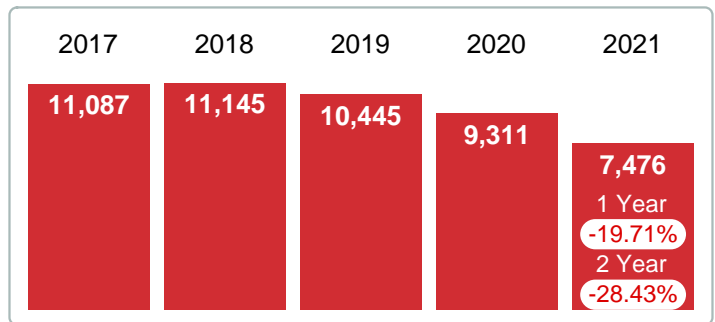
ACTIVE INVENTORY

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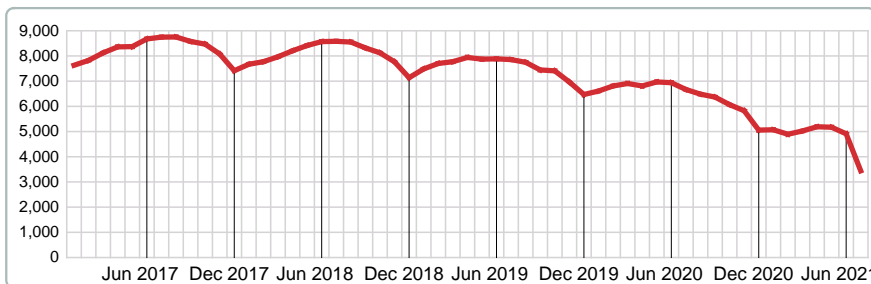
END OF JULY



ACTIVE DURING JULY

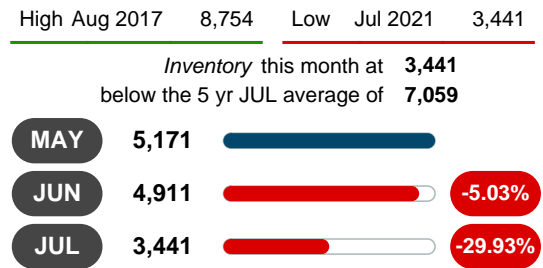


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7,059



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	275	7.99%	39.0	186	61	25	3		
\$25,001 - \$75,000	416	12.09%	78.5	363	46	7	0		
\$75,001 - \$150,000	563	16.36%	39.0	366	161	31	5		
\$150,001 - \$275,000	790	22.96%	33.0	268	365	146	11		
\$275,001 - \$450,000	595	17.29%	40.0	156	180	222	37		
\$450,001 - \$850,000	457	13.28%	50.0	137	65	177	78		
\$850,001 and up	345	10.03%	73.0	192	23	67	63		
Total Active Inventory by Units				3,441		1,668	901	675	197
Total Active Inventory by Volume				1,348,923,835	100%	613.87M	236.41M	323.49M	175.15M
Median Active Inventory Listing Price				\$219,900		\$136,000	\$199,900	\$385,000	\$649,000

July 2021



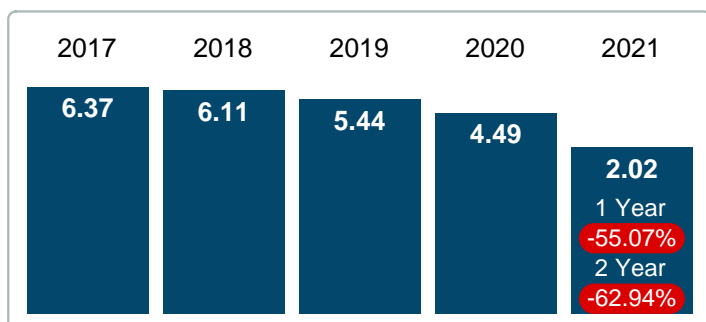
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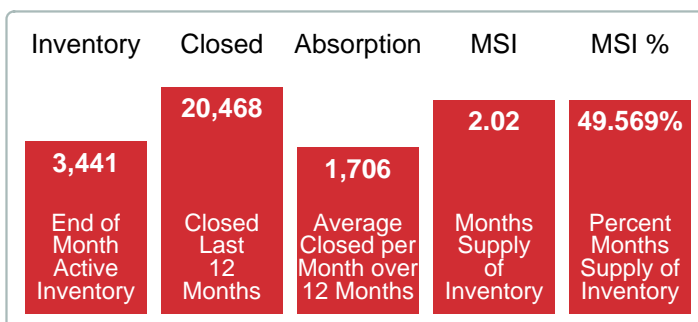
MONTHS SUPPLY of INVENTORY (MSI)

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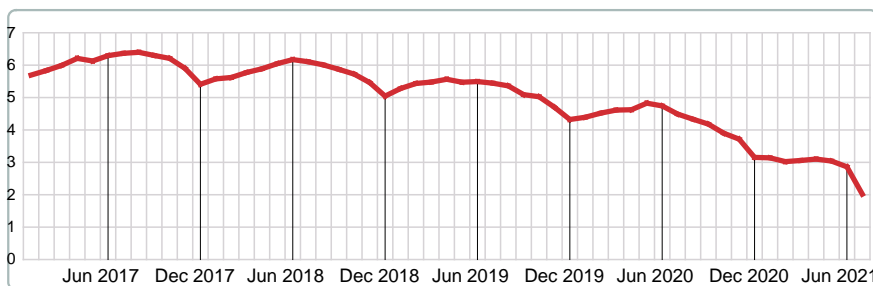
MSI FOR JULY



INDICATORS FOR JULY 2021

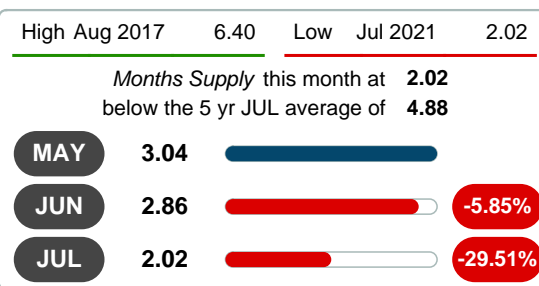


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.88



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	275	7.99%	1.90	3.99	0.81	1.23	1.44
\$25,001 - \$75,000	416	12.09%	3.14	4.02	1.28	1.29	0.00
\$75,001 - \$150,000	563	16.36%	1.90	4.16	0.88	1.39	2.31
\$150,001 - \$275,000	790	22.96%	1.19	5.01	0.86	0.87	0.75
\$275,001 - \$450,000	595	17.29%	1.75	8.36	1.62	1.28	1.00
\$450,001 - \$850,000	457	13.28%	4.23	19.12	3.77	3.11	2.94
\$850,001 and up	345	10.03%	15.68	51.20	11.50	7.51	8.59
Market Supply of Inventory (MSI)			2.02	5.42	1.06	1.48	2.17
Total Active Inventory by Units		100%	2.02	1,668	901	675	197

July 2021



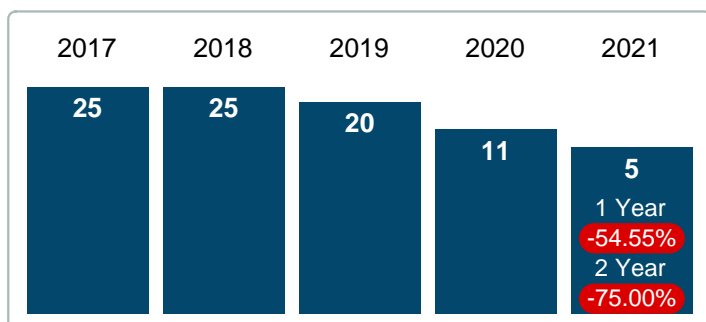
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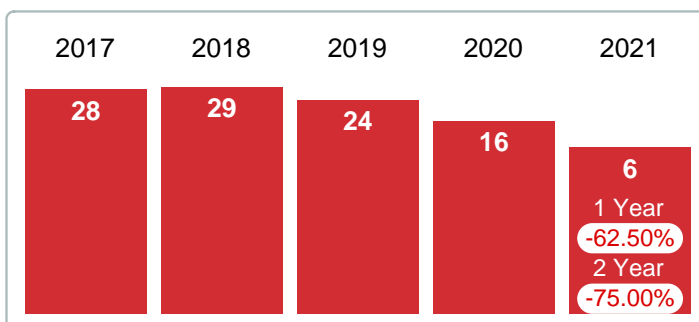
MEDIAN DAYS ON MARKET TO SALE

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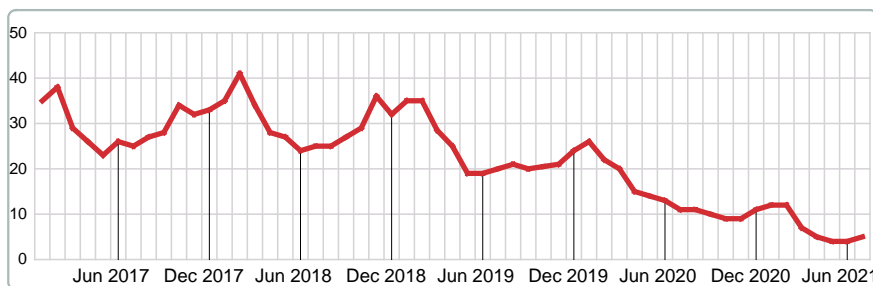
JULY



YEAR TO DATE (YTD)

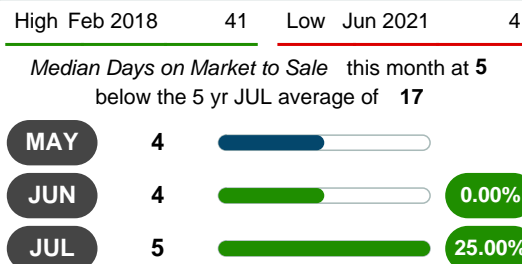


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 17



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
\$25,000 and less	7.85%	14	20	14	10	10
\$25,001 - \$125,000	14.21%	7	8	6	21	42
\$125,001 - \$175,000	15.28%	5	6	4	7	18
\$175,001 - \$250,000	25.48%	4	7	4	5	1
\$250,001 - \$300,000	11.16%	5	18	4	4	8
\$300,001 - \$425,000	14.80%	6	14	6	5	7
\$425,001 and up	11.22%	11	35	11	8	24
Median Closed DOM		5	9	5	5	10
Total Closed Units	100%	1,872	334	955	468	115
Total Closed Volume		465,912,124	58.82M	191.44M	157.87M	57.78M

July 2021



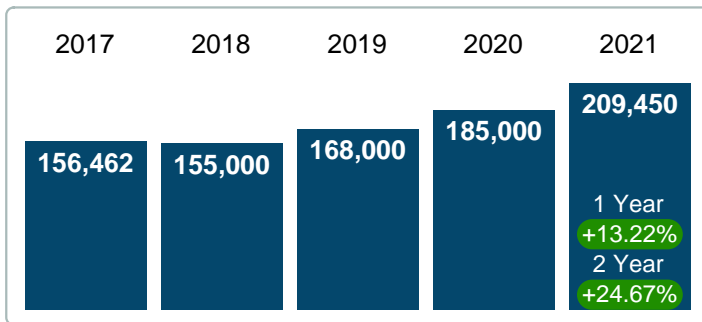
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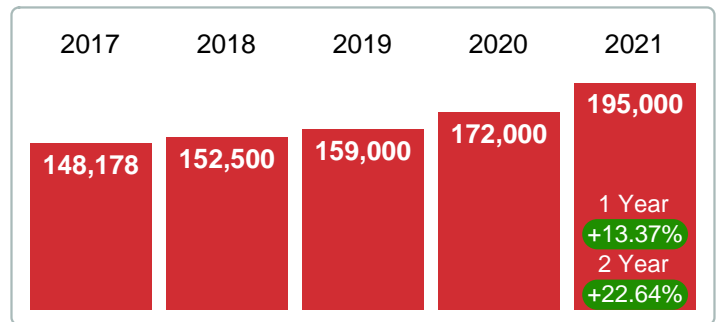
MEDIAN LIST PRICE AT CLOSING

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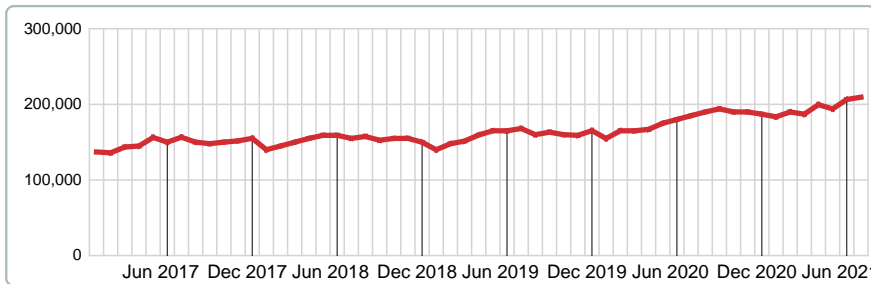
JULY



YEAR TO DATE (YTD)

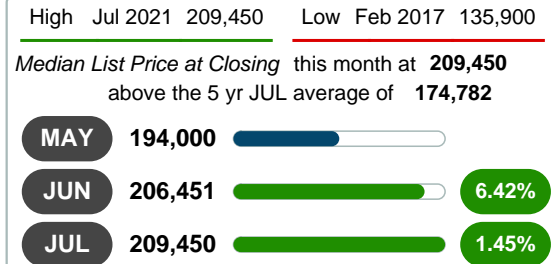


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 174,782



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
\$25,000 and less	7.75%	1,475	1,370	1,400	1,663	2,535
\$25,001 - \$125,000	14.42%	85,000	77,000	100,000	74,750	73,000
\$125,001 - \$175,000	15.76%	153,000	140,000	155,000	154,000	142,450
\$175,001 - \$250,000	26.34%	210,000	200,000	210,000	223,000	215,000
\$250,001 - \$300,000	9.94%	278,750	279,000	272,000	283,450	275,000
\$300,001 - \$425,000	14.80%	355,000	398,000	337,500	364,900	350,000
\$425,001 and up	11.00%	562,500	688,000	545,000	519,000	614,450
Median List Price		209,450	110,000	189,000	310,000	420,586
Total Closed Units	100%	209,450	334	955	468	115
Total Closed Volume		468,892,295	62.30M	190.22M	157.42M	58.95M

July 2021



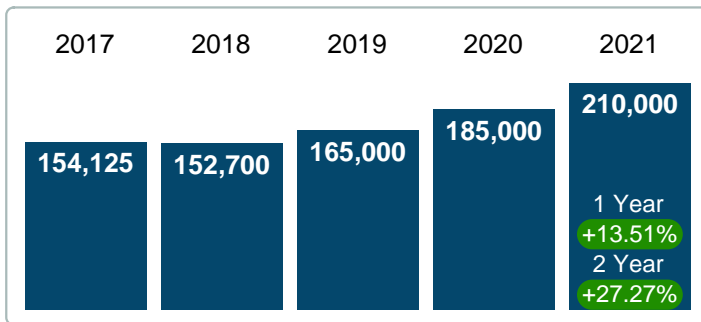
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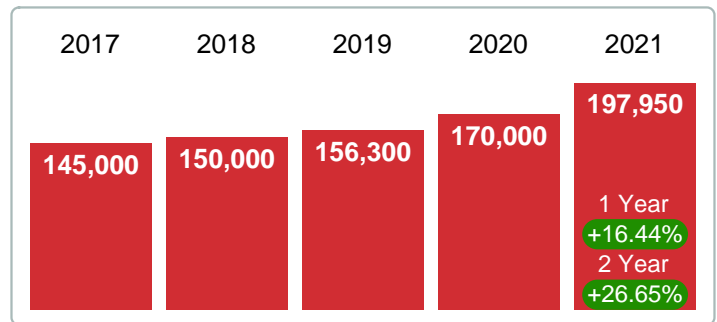
MEDIAN SOLD PRICE AT CLOSING

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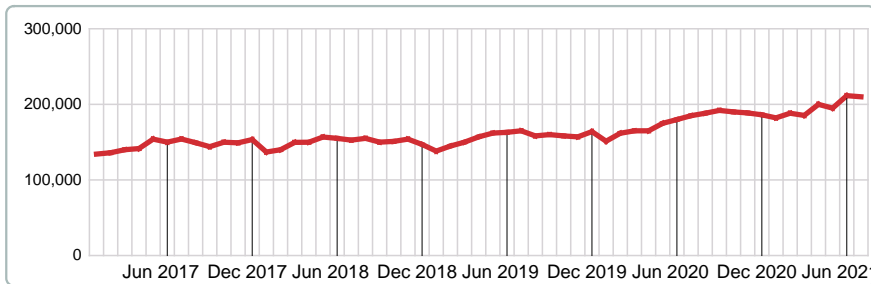
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

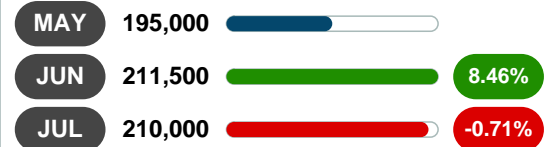


3 MONTHS

5 year JUL AVG = 173,365

High Jun 2021 211,500 Low Jan 2017 134,200

Median Sold Price at Closing this month at **210,000** above the 5 yr JUL average of **173,365**



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
\$25,000 and less	7.85%	1,495	1,400	1,438	1,663	2,535
\$25,001 - \$125,000	14.21%	82,500	75,000	102,000	78,500	71,000
\$125,001 - \$175,000	15.28%	153,750	145,000	156,500	153,000	152,000
\$175,001 - \$250,000	25.48%	210,000	203,800	210,000	215,500	212,500
\$250,001 - \$300,000	11.16%	274,900	277,000	272,886	275,000	278,500
\$300,001 - \$425,000	14.80%	355,000	399,500	337,084	360,000	360,000
\$425,001 and up	11.22%	545,000	547,000	530,000	510,000	611,480
Median Sold Price		210,000	107,000	190,000	314,500	420,586
Total Closed Units	100%	210,000	334	955	468	115
Total Closed Volume		465,912,124	58.82M	191.44M	157.87M	57.78M

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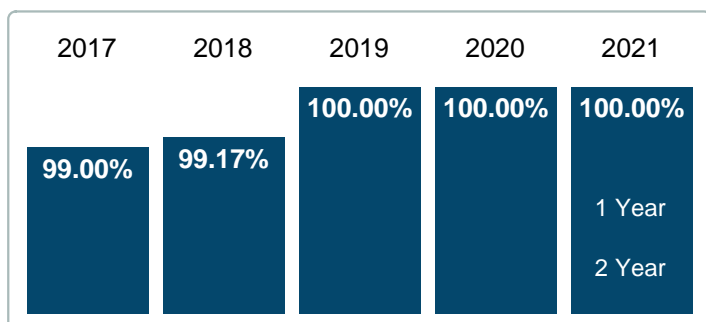
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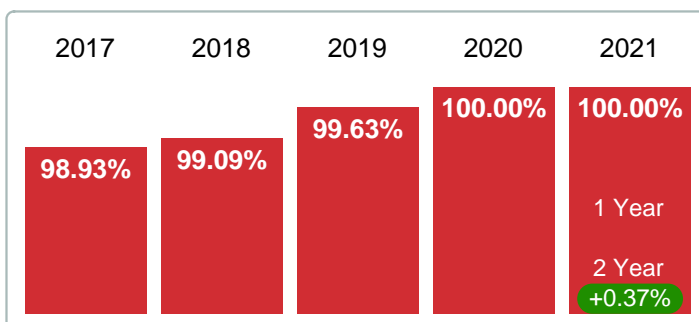
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99.63%

High Jul 2021 100.00% Low Jan 2018 98.41%

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

MAY 100.00%
 JUN 100.00%
 JUL 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
\$25,000 and less	147	7.85%	100.00%	100.00%	100.00%	100.00%	100.00%
\$25,001 - \$125,000	266	14.21%	100.00%	100.00%	100.00%	96.52%	78.89%
\$125,001 - \$175,000	286	15.28%	100.03%	100.00%	100.67%	100.00%	100.00%
\$175,001 - \$250,000	477	25.48%	100.00%	98.72%	100.48%	100.00%	100.00%
\$250,001 - \$300,000	209	11.16%	100.04%	99.04%	100.65%	100.17%	101.46%
\$300,001 - \$425,000	277	14.80%	100.00%	100.00%	100.00%	100.00%	100.00%
\$425,001 and up	210	11.22%	100.00%	94.02%	98.52%	100.00%	99.19%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	1,872	100%	100.00%	334	955	468	115
Total Closed Volume	465,912,124			58.82M	191.44M	157.87M	57.78M

July 2021



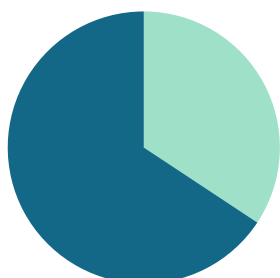
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

INVENTORY

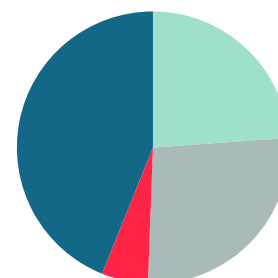


Inventory
 New Listings
2,565 = 34.30%
 Start Inventory
4,914
 Total Inventory Units
7,479
 Volume
\$2,427,337,150

Market Activity

Closed Sales
1,872 = 23.88%
 Pending Sales
2,094 = 26.71%
 Other Off Market
432 = 5.51%
 Active Inventory
3,441 = 43.90%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,996	1,872	-6.21%	10,360	11,574	11.72%
Pending Sales	1,877	2,094	11.56%	11,103	12,586	13.36%
New Listings	2,373	2,565	8.09%	15,611	15,102	-3.26%
Median List Price	185,000	209,450	13.22%	172,000	195,000	13.37%
Median Sale Price	185,000	210,000	13.51%	170,000	197,950	16.44%
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	5.00	-54.55%	16.00	6.00	-62.50%
Monthly Inventory	6,694	3,441	-48.60%	6,694	3,441	-48.60%
Months Supply of Inventory	4.51	2.02	-55.24%	4.51	2.02	-55.24%

Absorption: Last 12 months, an Average of **1,706** Sales/Month

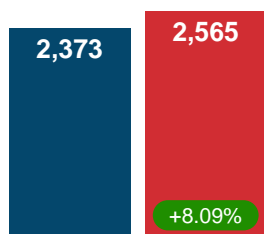
Inventory on July 31, 2021 = 3,441

2020 **2021**

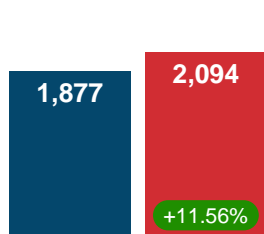
JULY MARKET

MEDIAN PRICES

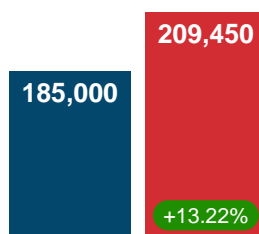
New Listings



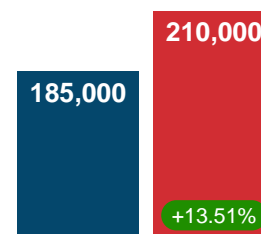
Pending Listings



List Price



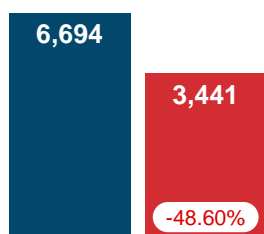
Sale Price



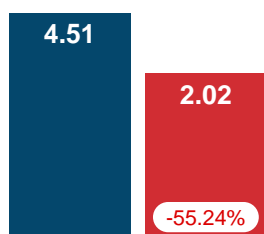
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

