

## June 2021



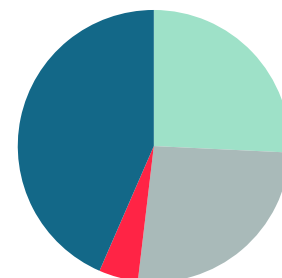
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	1,815	1,980	9.09%
Pending Listings	1,949	2,007	2.98%
New Listings	2,395	2,550	6.47%
Average List Price	205,430	250,240	21.81%
Average Sale Price	201,425	249,396	23.82%
Average Percent of Selling Price to List Price	98.33%	100.14%	1.84%
Average Days on Market to Sale	32.81	16.28	-50.39%
End of Month Inventory	6,956	3,340	-51.98%
Months Supply of Inventory	4.75	1.95	-59.04%



■ Closed (25.76%)  
■ Pending (26.12%)  
■ Other OffMarket (4.66%)  
■ Active (43.46%)

**Absorption:** Last 12 months, an Average of **1,715** Sales/Month  
**Active Inventory** as of June 30, 2021 = **3,340**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2021 decreased **51.98%** to 3,340 existing homes available for sale. Over the last 12 months this area has had an average of 1,715 closed sales per month. This represents an unsold inventory index of **1.95** 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 **23.82%** in June 2021 to \$249,396 versus the previous year at \$201,425.

##### Average Days on Market Shortens

The average number of **16.28** days that homes spent on the market before selling decreased by 16.53 days or **50.39%** in June 2021 compared to last year's same month at **32.81** DOM.

##### Sales Success for June 2021 is Positive

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

There were 2,550 New Listings in June 2021, up **6.47%** from last year at 2,395. Furthermore, there were 1,980 Closed Listings this month versus last year at 1,815, a **9.09%** increase.

Closed versus Listed trends yielded a **77.6%** ratio, up from previous year's, June 2020, at **75.8%**, a **2.46%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### Real Estate is Local

##### Consumers Should Consult with a REALTOR®

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

##### Identify a Professional to Manage the Procedure

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

##### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# June 2021



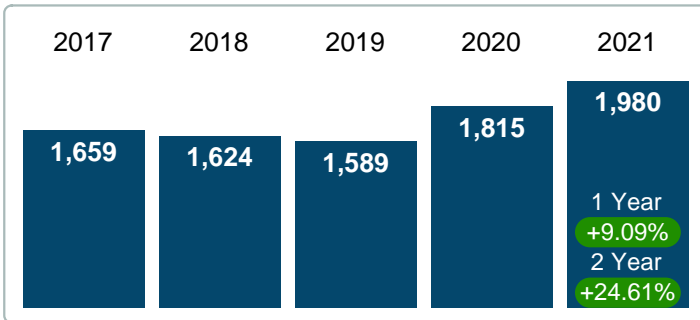
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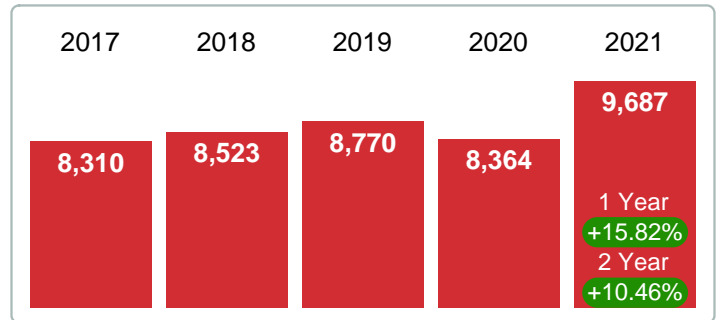
## CLOSED LISTINGS

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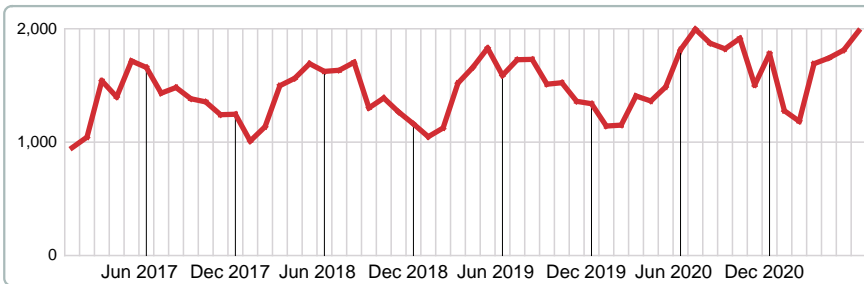
### JUNE



### YEAR TO DATE (YTD)

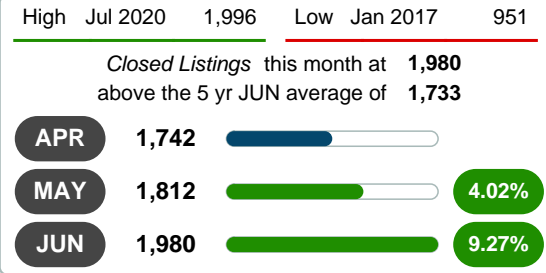


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,733



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	195	9.85%	24.5	87	76	28	4
\$50,001 - \$125,000	261	13.18%	20.7	142	101	15	3
\$125,001 - \$175,000	285	14.39%	8.9	45	207	30	3
\$175,001 - \$250,000	492	24.85%	8.9	36	335	114	7
\$250,001 - \$325,000	314	15.86%	13.4	16	149	128	21
\$325,001 - \$450,000	240	12.12%	20.4	23	67	121	29
\$450,001 and up	193	9.75%	31.2	25	28	94	46
<b>Total Closed Units</b>	<b>1,980</b>			<b>374</b>	<b>963</b>	<b>530</b>	<b>113</b>
<b>Total Closed Volume</b>	<b>493,803,779</b>	<b>100%</b>	<b>16.3</b>	<b>60.16M</b>	<b>197.84M</b>	<b>182.56M</b>	<b>53.24M</b>
<b>Average Closed Price</b>	<b>\$249,396</b>			<b>\$160,866</b>	<b>\$205,437</b>	<b>\$344,459</b>	<b>\$471,154</b>

# June 2021



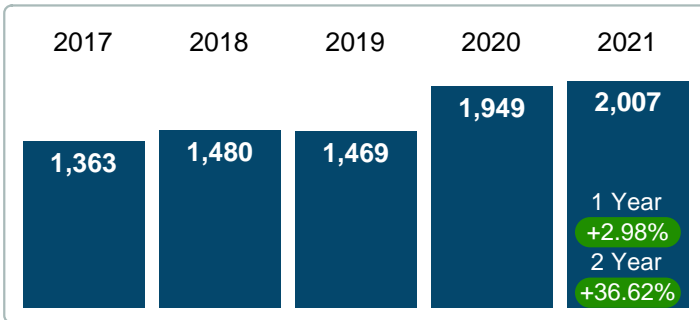
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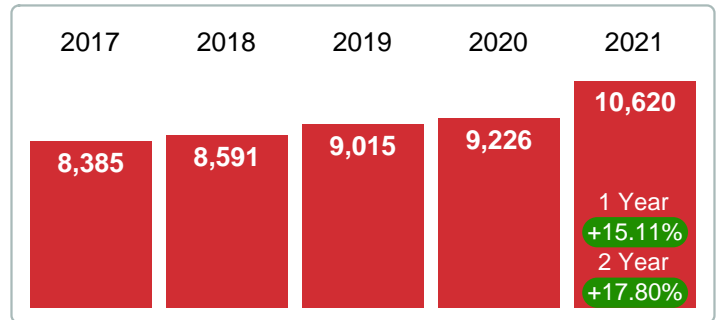
## PENDING LISTINGS

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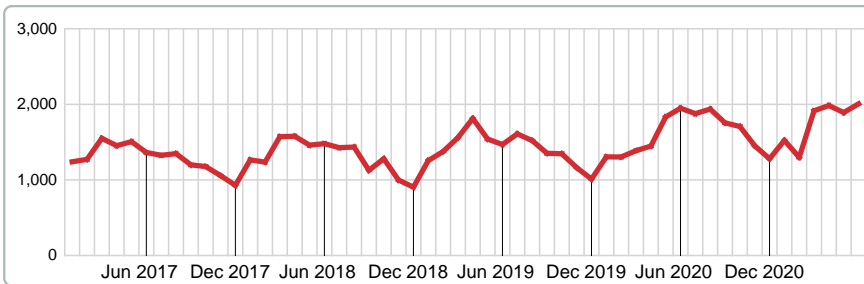
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,654

High Jun 2021 2,007 Low Dec 2018 905

Pending Listings this month at 2,007 above the 5 yr JUN average of 1,654



### 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	154	7.67%	28.9	74	68	11	1
\$50,001 - \$125,000	263	13.10%	22.3	127	121	14	1
\$125,001 - \$175,000	319	15.89%	14.4	41	240	34	4
\$175,001 - \$250,000	523	26.06%	12.9	43	361	108	11
\$250,001 - \$300,000	221	11.01%	15.2	15	101	99	6
\$300,001 - \$425,000	301	15.00%	18.5	12	98	159	32
\$425,001 and up	226	11.26%	42.8	22	47	98	59
<b>Total Pending Units</b>	<b>2,007</b>			<b>334</b>	<b>1,036</b>	<b>523</b>	<b>114</b>
<b>Total Pending Volume</b>	<b>507,415,344</b>	<b>100%</b>	<b>16.7</b>	<b>51.72M</b>	<b>216.88M</b>	<b>176.75M</b>	<b>62.06M</b>
<b>Average Listing Price</b>	<b>\$200,996</b>			<b>\$154,853</b>	<b>\$209,345</b>	<b>\$337,960</b>	<b>\$544,387</b>

# June 2021



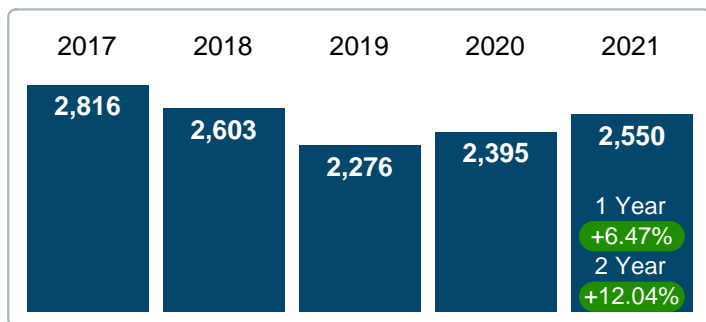
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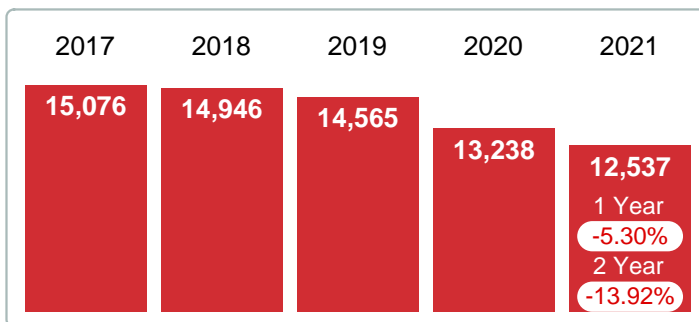
## NEW LISTINGS

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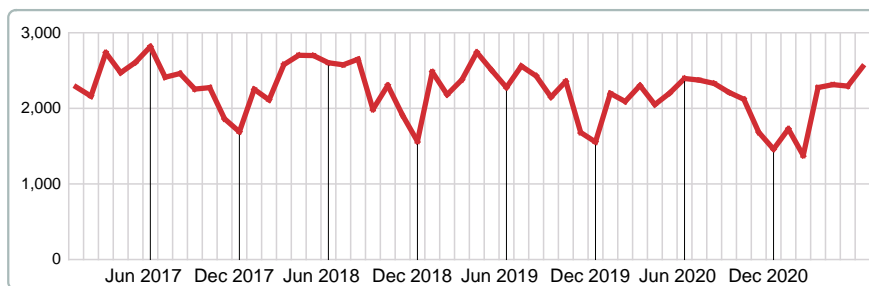
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2,528

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

New Listings this month at 2,550  
above the 5 yr JUN average of 2,528



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	195	7.65%	77	85	30	3
\$25,001 - \$100,000	296	11.61%	197	85	13	1
\$100,001 - \$175,000	487	19.10%	122	327	33	5
\$175,001 - \$250,000	628	24.63%	66	412	138	12
\$250,001 - \$325,000	347	13.61%	27	147	162	11
\$325,001 - \$475,000	339	13.29%	27	90	185	37
\$475,001 and up	258	10.12%	54	48	93	63
<b>Total New Listed Units</b>	<b>2,550</b>		<b>570</b>	<b>1,194</b>	<b>654</b>	<b>132</b>
<b>Total New Listed Volume</b>	<b>721,755,579</b>	<b>100%</b>	<b>153.37M</b>	<b>255.07M</b>	<b>232.64M</b>	<b>80.67M</b>
<b>Average New Listed Listing Price</b>	<b>\$184,919</b>		<b>\$269,074</b>	<b>\$213,627</b>	<b>\$355,724</b>	<b>\$611,129</b>

# June 2021



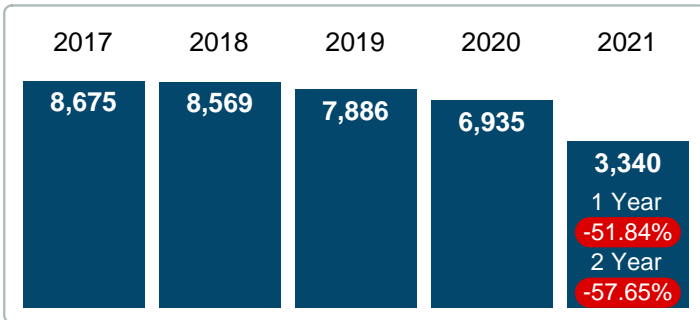
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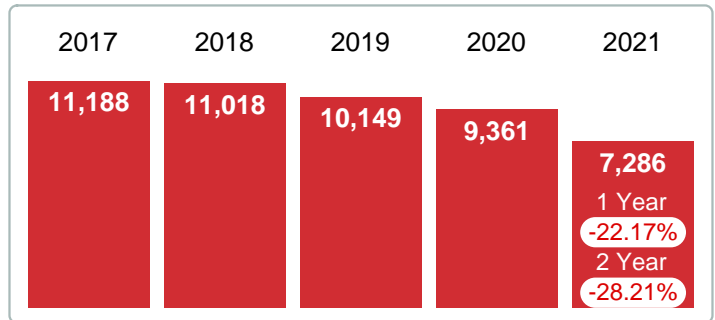
## ACTIVE INVENTORY

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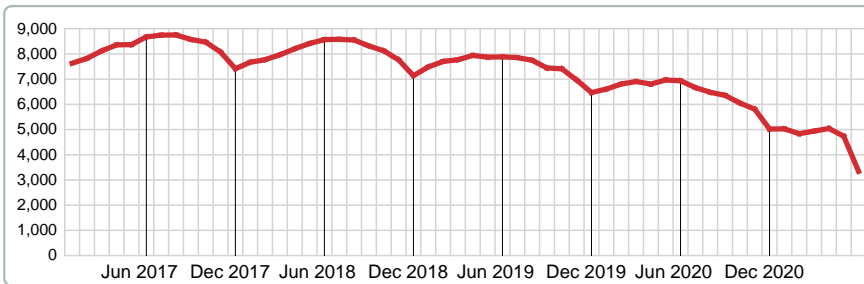
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

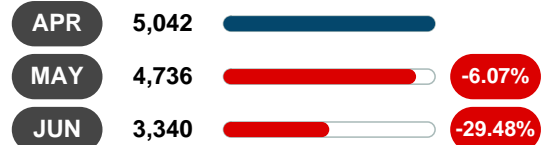


### 3 MONTHS

5 year JUN AVG = 7,081

High Aug 2017 8,754 Low Jun 2021 3,340

Inventory this month at **3,340**  
below the 5 yr JUN average of **7,081**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$25,000 and less	281	8.41%	67.0	188	68	19	6	
\$25,001 - \$75,000	421	12.60%	92.7	365	49	6	1	
\$75,001 - \$150,000	558	16.71%	82.9	374	160	18	6	
\$150,001 - \$275,000	777	23.26%	50.7	264	385	116	12	
\$275,001 - \$450,000	549	16.44%	67.8	161	169	190	29	
\$450,001 - \$825,000	414	12.40%	83.7	137	64	145	68	
\$825,001 and up	340	10.18%	113.1	194	24	59	63	
<b>Total Active Inventory by Units</b>				3,340	1,683	919	553	185
<b>Total Active Inventory by Volume</b>				1,286,714,665	612.91M	234.67M	273.48M	165.67M
<b>Average Active Inventory Listing Price</b>				\$385,244	\$364,176	\$255,349	\$494,530	\$895,489

# June 2021



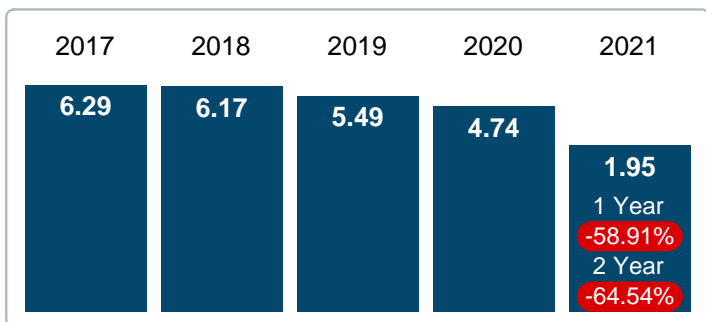
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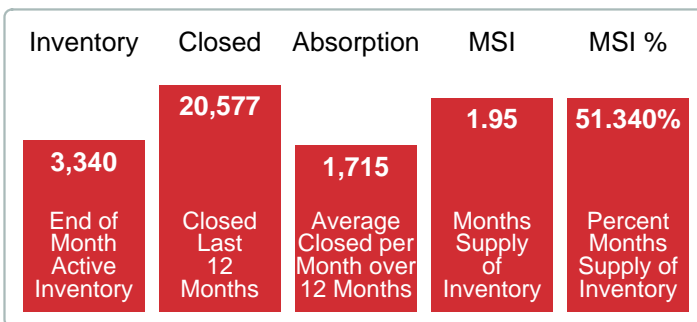
## MONTHS SUPPLY of INVENTORY (MSI)

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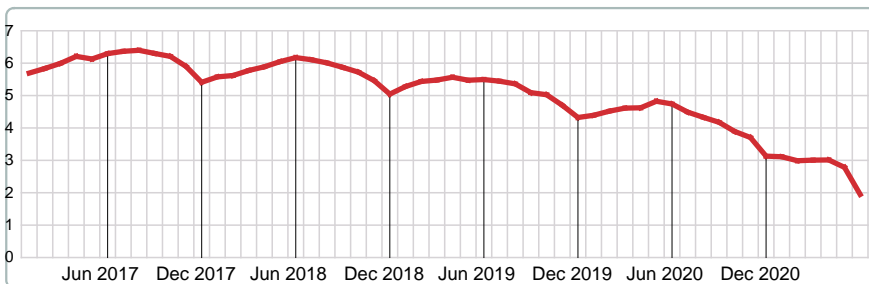
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 4.93

High Aug 2017 6.40 Low Jun 2021 1.95

Months Supply this month at 1.95 below the 5 yr JUN average of 4.93



### 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	281	8.41%	1.88	3.81	0.89	0.87	3.13
\$25,001 - \$75,000	421	12.60%	3.10	4.01	1.30	1.03	1.00
\$75,001 - \$150,000	558	16.71%	1.84	4.32	0.84	0.76	2.48
\$150,001 - \$275,000	777	23.26%	1.17	5.06	0.92	0.66	0.80
\$275,001 - \$450,000	549	16.44%	1.64	9.24	1.55	1.10	0.79
\$450,001 - \$825,000	414	12.40%	4.04	22.22	4.06	2.68	2.57
\$825,001 and up	340	10.18%	14.84	49.53	12.52	6.00	8.69
Market Supply of Inventory (MSI)			1.95	5.49	1.08	1.19	2.04
Total Active Inventory by Units		100%	1.95	1,683	919	553	185

# June 2021



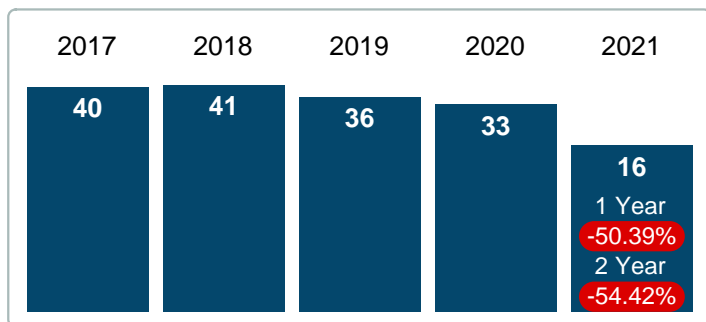
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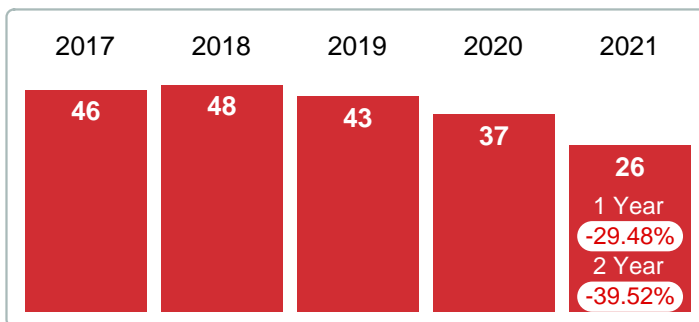
## AVERAGE DAYS ON MARKET TO SALE

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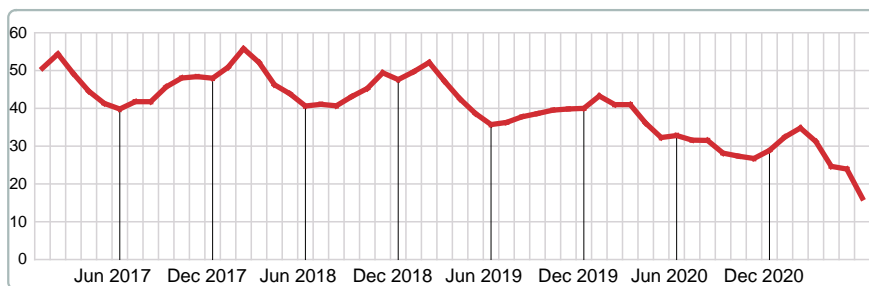
### JUNE



### YEAR TO DATE (YTD)

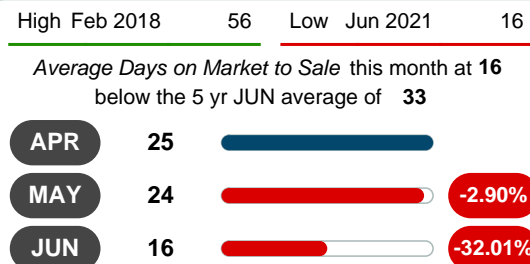


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 33



### 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
\$50,000 and less	9.85%	25	34	16	18	18
\$50,001 - \$125,000	13.18%	21	26	15	7	19
\$125,001 - \$175,000	14.39%	9	28	5	7	13
\$175,001 - \$250,000	24.85%	9	27	7	8	13
\$250,001 - \$325,000	15.86%	13	45	13	10	11
\$325,001 - \$450,000	12.12%	20	68	21	12	16
\$450,001 and up	9.75%	31	44	21	23	48
Average Closed DOM		16	33	10	13	28
Total Closed Units	100%	1,980	374	963	530	113
Total Closed Volume		493,803,779	60.16M	197.84M	182.56M	53.24M

# June 2021



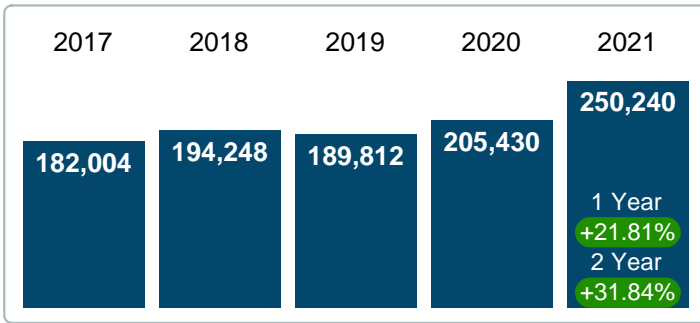
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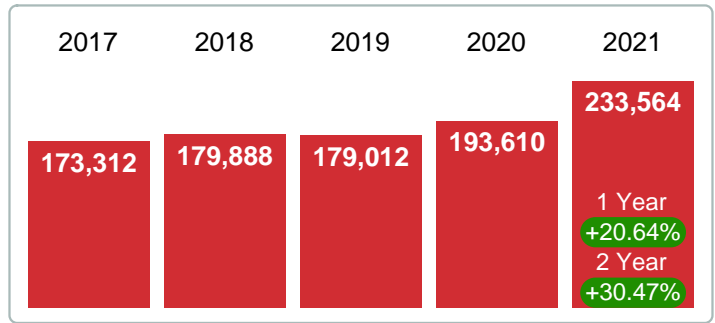
## AVERAGE LIST PRICE AT CLOSING

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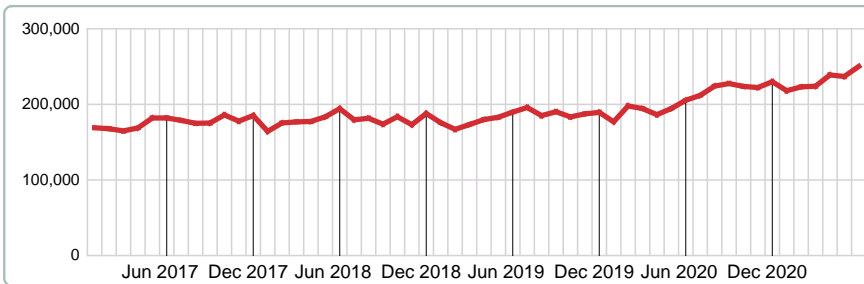
### JUNE



### YEAR TO DATE (YTD)

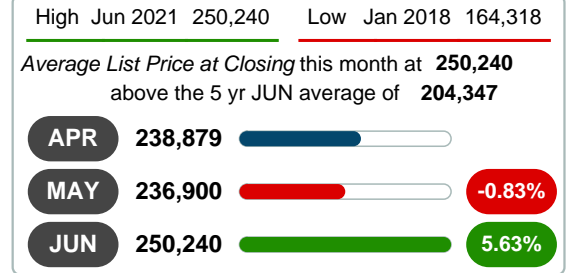


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 204,347



### 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
\$50,000 and less	9.80%	13,464	24,734	6,192	4,785	3,398
\$50,001 - \$125,000	13.38%	90,826	87,416	97,113	86,053	113,967
\$125,001 - \$175,000	14.95%	154,083	151,316	152,780	152,360	167,000
\$175,001 - \$250,000	25.71%	211,841	225,983	203,927	216,776	232,686
\$250,001 - \$325,000	14.14%	288,769	300,869	283,868	283,502	293,219
\$325,001 - \$450,000	12.53%	380,788	408,745	372,442	379,728	386,532
\$450,001 and up	9.49%	745,044	759,342	659,290	744,338	740,732
<b>Average List Price</b>		<b>250,240</b>	<b>167,669</b>	<b>203,458</b>	<b>345,116</b>	<b>477,221</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>250,240</b>	<b>374</b>	<b>963</b>	<b>530</b>	<b>113</b>
<b>Total Closed Volume</b>		<b>495,475,572</b>	<b>62.71M</b>	<b>195.93M</b>	<b>182.91M</b>	<b>53.93M</b>



# June 2021



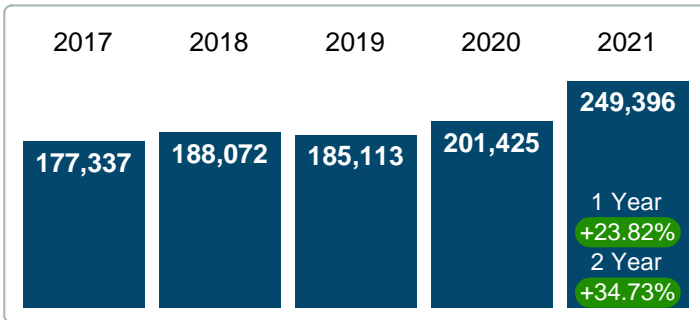
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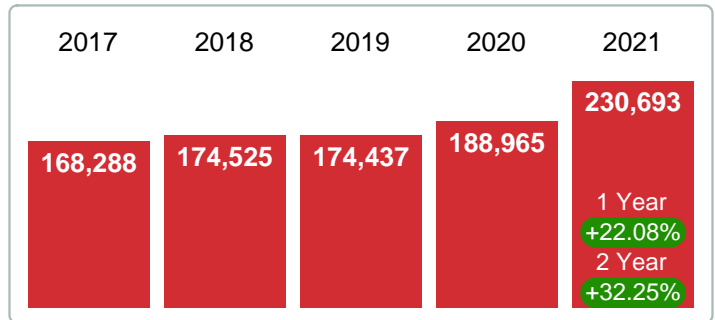
## AVERAGE SOLD PRICE AT CLOSING

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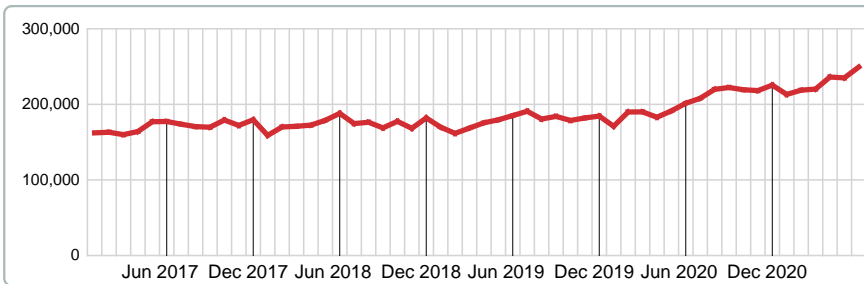
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

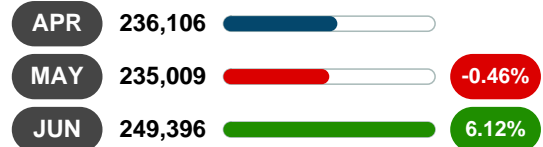


### 3 MONTHS

5 year JUN AVG = 200,268

High Jun 2021 249,396 Low Jan 2018 158,952

Average Sold Price at Closing this month at **249,396** above the 5 yr JUN average of **200,268**



### 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
\$50,000 and less	9.85%	13,002	22,521	5,957	3,905	3,523
\$50,001 - \$125,000	13.18%	88,151	83,649	94,374	85,709	104,000
\$125,001 - \$175,000	14.39%	153,718	148,513	155,203	150,232	164,200
\$175,001 - \$250,000	24.85%	211,962	217,341	208,584	218,988	231,500
\$250,001 - \$325,000	15.86%	286,190	284,338	285,003	286,005	297,158
\$325,001 - \$450,000	12.12%	380,506	386,318	372,602	382,985	383,815
\$450,001 and up	9.75%	720,107	735,374	657,825	731,350	726,745
<b>Average Sold Price</b>		<b>249,396</b>	<b>160,866</b>	<b>205,437</b>	<b>344,459</b>	<b>471,154</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>249,396</b>	<b>374</b>	<b>963</b>	<b>530</b>	<b>113</b>
<b>Total Closed Volume</b>		<b>493,803,779</b>	<b>60.16M</b>	<b>197.84M</b>	<b>182.56M</b>	<b>53.24M</b>

# June 2021



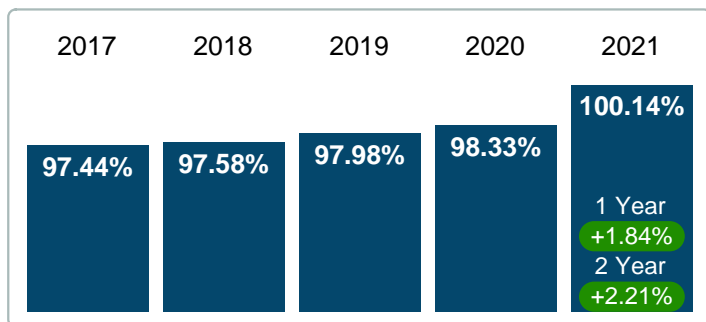
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



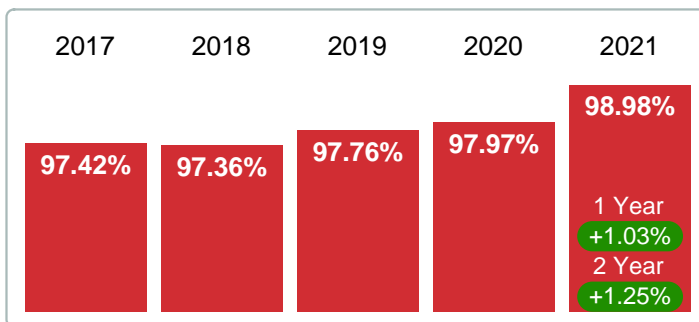
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

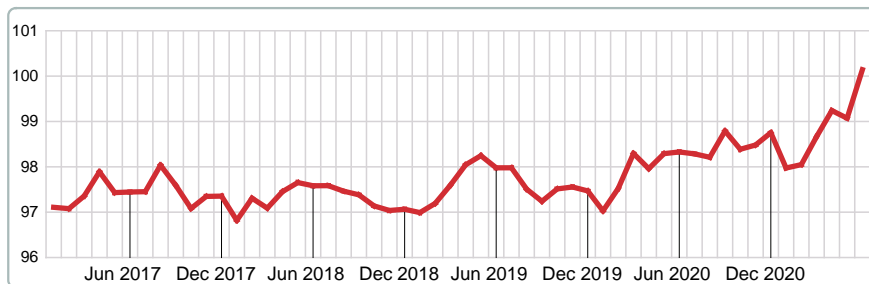
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

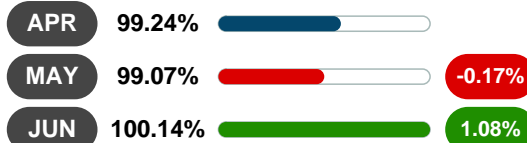


### 3 MONTHS

5 year JUN AVG = 98.29%

High Jun 2021 100.14% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **100.14%** above the 5 yr JUN average of **98.29%**



### 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
\$50,000 and less	195	9.85%	96.44%	93.10%	99.56%	97.54%	102.27%
\$50,001 - \$125,000	261	13.18%	97.53%	96.11%	99.39%	99.50%	92.67%
\$125,001 - \$175,000	285	14.39%	101.08%	99.06%	101.85%	99.04%	98.28%
\$175,001 - \$250,000	492	24.85%	101.75%	96.87%	102.53%	101.13%	99.57%
\$250,001 - \$325,000	314	15.86%	100.62%	95.57%	100.63%	101.08%	101.64%
\$325,001 - \$450,000	240	12.12%	100.03%	95.61%	100.16%	100.94%	99.42%
\$450,001 and up	193	9.75%	101.27%	111.09%	100.13%	99.75%	99.74%
<b>Average Sold/List Ratio</b>			<b>100.10%</b>	<b>96.78%</b>	<b>101.29%</b>	<b>100.48%</b>	<b>99.86%</b>
<b>Total Closed Units</b>		<b>1,980</b>	<b>100%</b>	<b>374</b>	<b>963</b>	<b>530</b>	<b>113</b>
<b>Total Closed Volume</b>		<b>493,803,779</b>		<b>60.16M</b>	<b>197.84M</b>	<b>182.56M</b>	<b>53.24M</b>

# June 2021



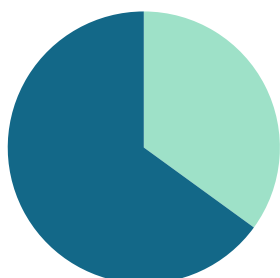
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

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

### INVENTORY

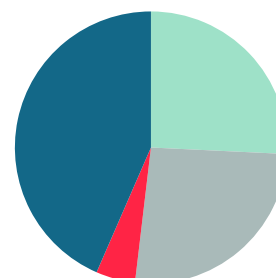


**Inventory**  
 New Listings  
**2,550 = 35.00%**  
 Start Inventory  
**4,736**  
 Total Inventory Units  
**7,286**  
 Volume  
**\$2,362,156,861**

### Market Activity

Closed Sales  
**1,980 = 25.76%**  
 Pending Sales  
**2,007 = 26.12%**  
 Other Off Market  
**358 = 4.66%**  
 Active Inventory  
**3,340 = 43.46%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,815	1,980	9.09%	8,364	9,687	15.82%
Pending Sales	1,949	2,007	2.98%	9,226	10,620	15.11%
New Listings	2,395	2,550	6.47%	13,238	12,537	-5.30%
Average List Price	205,430	250,240	21.81%	193,610	233,564	20.64%
Average Sale Price	201,425	249,396	23.82%	188,965	230,693	22.08%
Average Percent of Selling Price to List Price	98.33%	100.14%	1.84%	97.97%	98.98%	1.03%
Average Days on Market to Sale	32.81	16.28	-50.39%	37.18	26.22	-29.48%
Monthly Inventory	6,956	3,340	-51.98%	6,956	3,340	-51.98%
Months Supply of Inventory	4.75	1.95	-59.04%	4.75	1.95	-59.04%

**Absorption:** Last 12 months, an Average of **1,715** Sales/Month

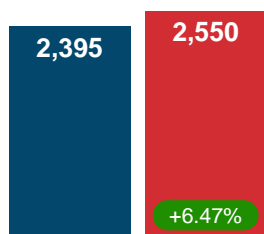
**Inventory on June 30, 2021 = 3,340**

**2020** **2021**

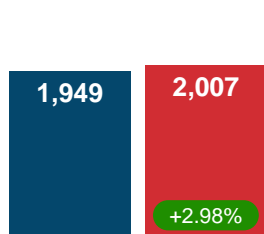
### JUNE MARKET

### AVERAGE PRICES

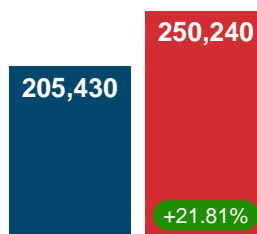
#### New Listings



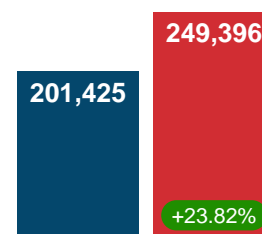
#### Pending Listings



#### List Price



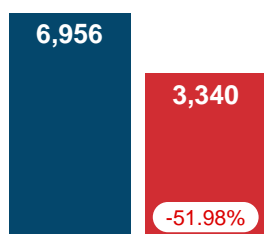
#### Sale Price



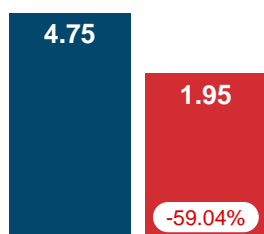
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

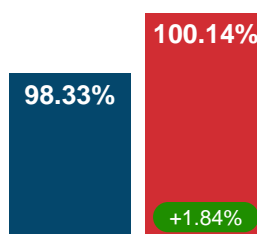
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

