

June 2021



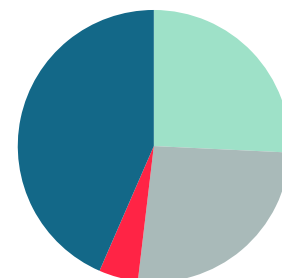
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



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% |
| Median List Price | 180,000 | 206,378 | 14.65% |
| Median Sale Price | 179,900 | 211,250 | 17.43% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 13.00 | 4.00 | -69.23% |
| 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.

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 **17.43%** in June 2021 to \$211,250 versus the previous year at \$179,900.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 9.00 days or **69.23%** in June 2021 compared to last year's same month at **13.00** DOM.

Sales Success for June 2021 is Positive

Overall, with Median 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

| | |
|--|-----------|
| Closed Listings | 2 |
| Pending Listings | 3 |
| New Listings | 4 |
| Inventory | 5 |
| Months Supply of Inventory | 6 |
| Median Days on Market to Sale | 7 |
| Median List Price at Closing | 8 |
| Median Sale Price at Closing | 9 |
| Median Percent of Selling Price to List Price | 10 |
| Market Summary | 11 |

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



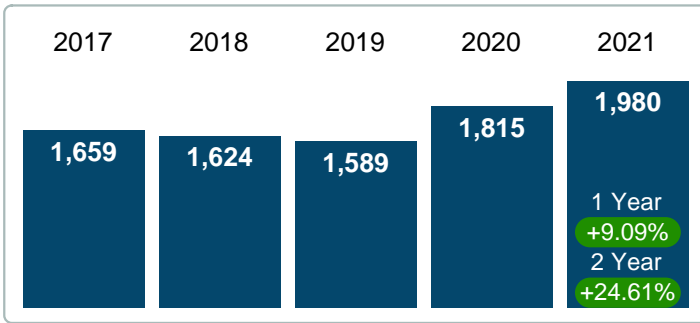
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



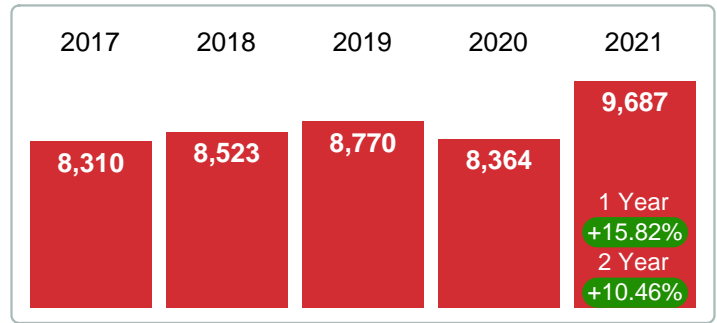
CLOSED LISTINGS

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

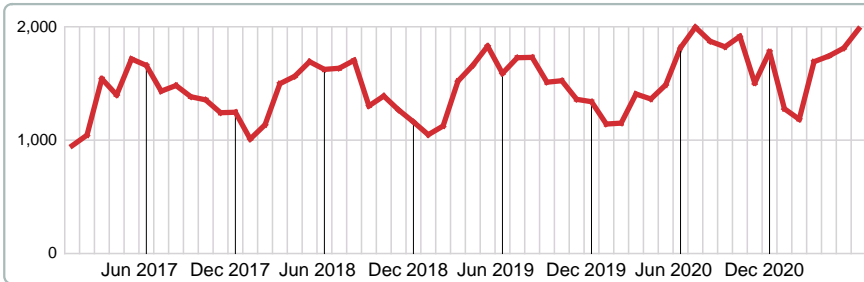
JUNE



YEAR TO DATE (YTD)

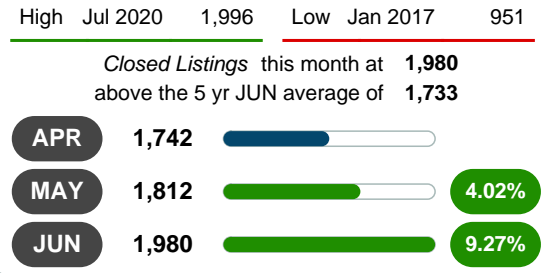


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,733



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 | 195 | 9.85% | 11.0 | 87 | 76 | 28 | 4 |
| \$50,001 - \$125,000 | 261 | 13.18% | 7.0 | 142 | 101 | 15 | 3 |
| \$125,001 - \$175,000 | 285 | 14.39% | 4.0 | 45 | 207 | 30 | 3 |
| \$175,001 - \$250,000 | 492 | 24.85% | 3.0 | 36 | 335 | 114 | 7 |
| \$250,001 - \$325,000 | 314 | 15.86% | 4.0 | 16 | 149 | 128 | 21 |
| \$325,001 - \$450,000 | 240 | 12.12% | 5.0 | 23 | 67 | 121 | 29 |
| \$450,001 and up | 193 | 9.75% | 11.0 | 25 | 28 | 94 | 46 |
| Total Closed Units | 1,980 | | | 374 | 963 | 530 | 113 |
| Total Closed Volume | 493,803,779 | 100% | 4.0 | 60.16M | 197.84M | 182.56M | 53.24M |
| Median Closed Price | \$211,250 | | | \$95,000 | \$191,000 | \$290,925 | \$398,500 |

June 2021



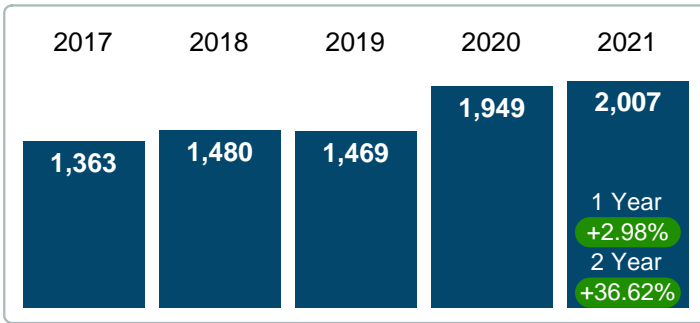
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



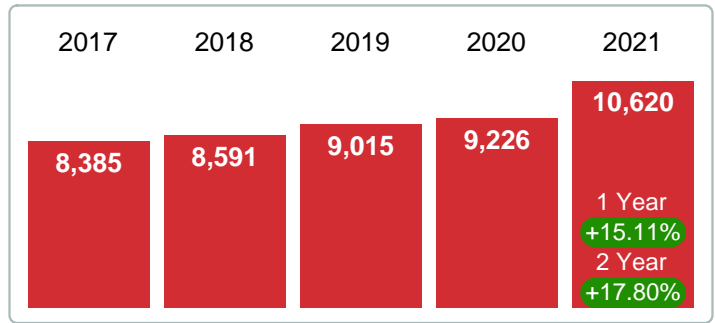
PENDING LISTINGS

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

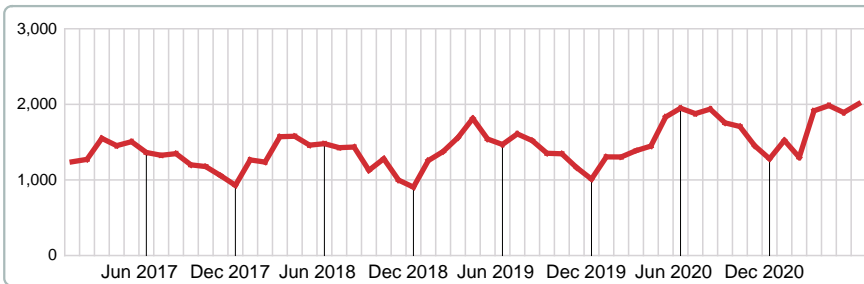
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 154 | 7.67% | 14.5 | 74 | 68 | 11 | 1 |
| \$50,001 - \$125,000 | 263 | 13.10% | 8.0 | 127 | 121 | 14 | 1 |
| \$125,001 - \$175,000 | 319 | 15.89% | 5.0 | 41 | 240 | 34 | 4 |
| \$175,001 - \$250,000 | 523 | 26.06% | 5.0 | 43 | 361 | 108 | 11 |
| \$250,001 - \$300,000 | 221 | 11.01% | 5.0 | 15 | 101 | 99 | 6 |
| \$300,001 - \$425,000 | 301 | 15.00% | 6.0 | 12 | 98 | 159 | 32 |
| \$425,001 and up | 226 | 11.26% | 18.0 | 22 | 47 | 98 | 59 |
| Total Pending Units | 2,007 | | | 334 | 1,036 | 523 | 114 |
| Total Pending Volume | 507,415,344 | 100% | 7.0 | 51.72M | 216.88M | 176.75M | 62.06M |
| Median Listing Price | \$212,000 | | | \$100,000 | \$189,900 | \$300,000 | \$436,500 |

June 2021



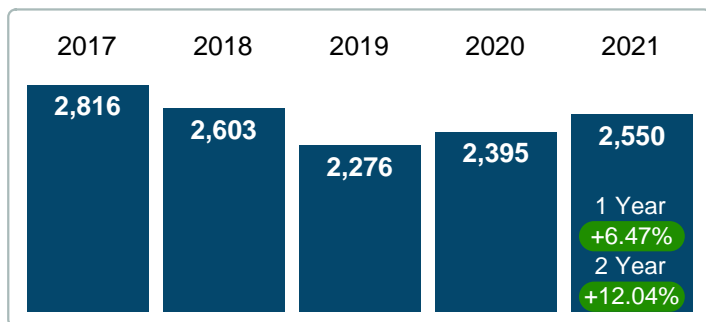
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



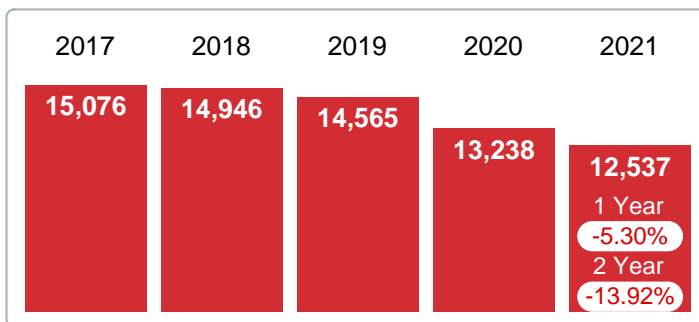
NEW LISTINGS

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

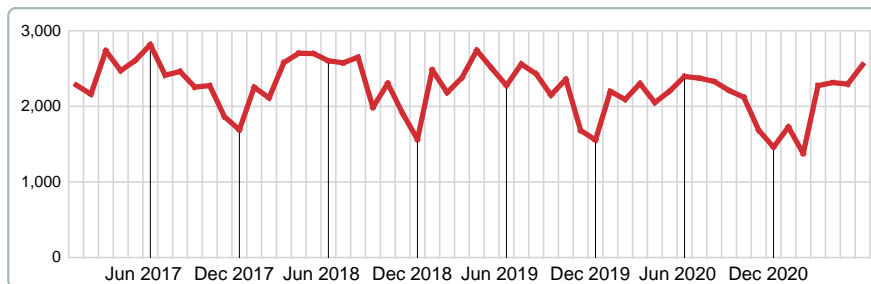
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 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 |
| Total New Listed Units | 2,550 | | 570 | 1,194 | 654 | 132 |
| Total New Listed Volume | 721,755,579 | 100% | 153.37M | 255.07M | 232.64M | 80.67M |
| Median New Listed Listing Price | \$210,000 | | \$110,000 | \$189,700 | \$299,900 | \$469,250 |

June 2021



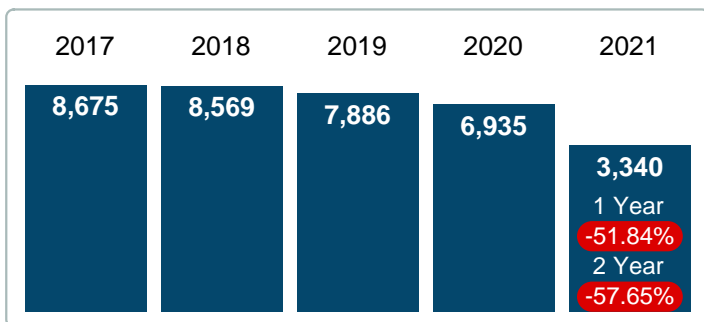
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



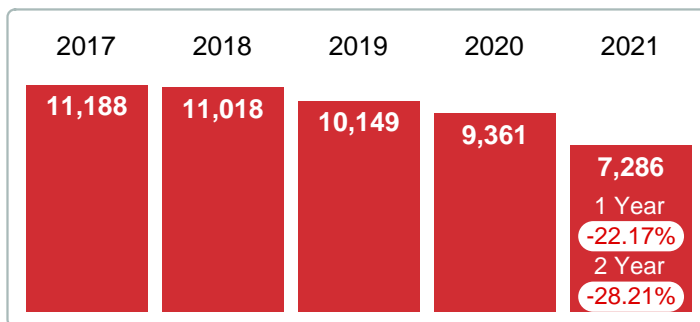
ACTIVE INVENTORY

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

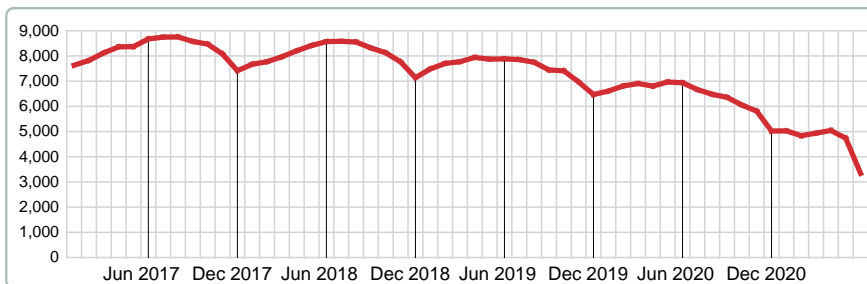
END OF JUNE



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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds | |
|--|-----|--------|------|---------------|-----------|-----------|-----------|-----------|
| \$25,000 and less | 281 | 8.41% | 31.0 | 188 | 68 | 19 | 6 | |
| \$25,001 - \$75,000 | 421 | 12.60% | 64.0 | 365 | 49 | 6 | 1 | |
| \$75,001 - \$150,000 | 558 | 16.71% | 51.0 | 374 | 160 | 18 | 6 | |
| \$150,001 - \$275,000 | 777 | 23.26% | 33.0 | 264 | 385 | 116 | 12 | |
| \$275,001 - \$450,000 | 549 | 16.44% | 43.0 | 161 | 169 | 190 | 29 | |
| \$450,001 - \$825,000 | 414 | 12.40% | 54.0 | 137 | 64 | 145 | 68 | |
| \$825,001 and up | 340 | 10.18% | 82.0 | 194 | 24 | 59 | 63 | |
| Total Active Inventory by Units | | | | 3,340 | 1,683 | 919 | 553 | 185 |
| Total Active Inventory by Volume | | | | 1,286,714,665 | 612.91M | 234.67M | 273.48M | 165.67M |
| Median Active Inventory Listing Price | | | | \$210,000 | \$135,900 | \$197,900 | \$386,500 | \$649,000 |

June 2021



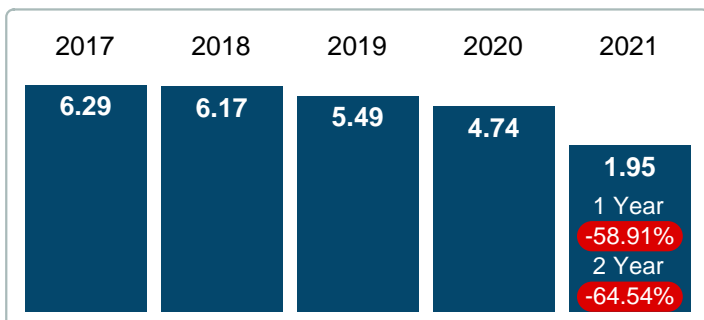
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



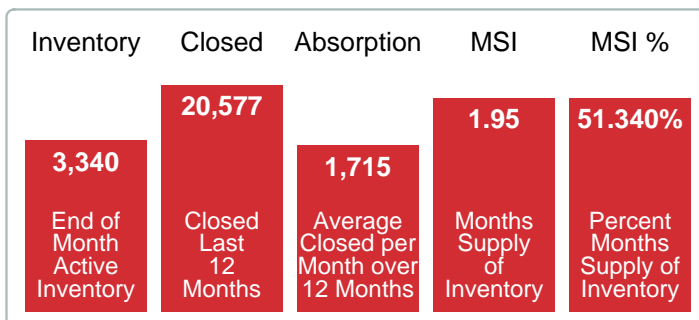
MONTHS SUPPLY of INVENTORY (MSI)

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

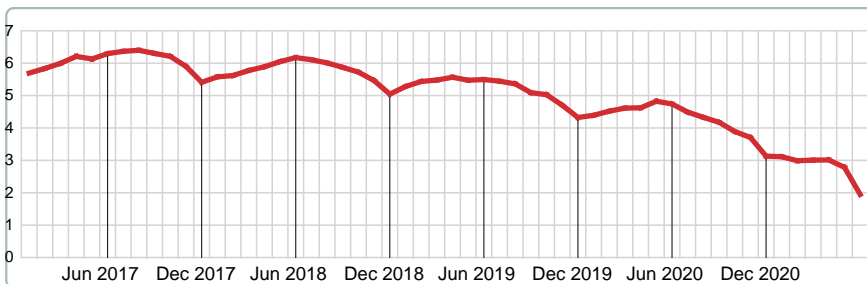
MSI FOR JUNE



INDICATORS FOR JUNE 2021

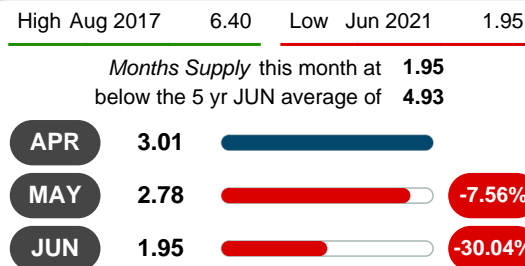


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 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



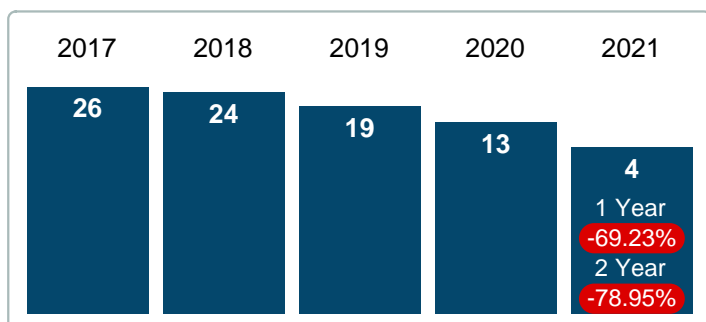
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



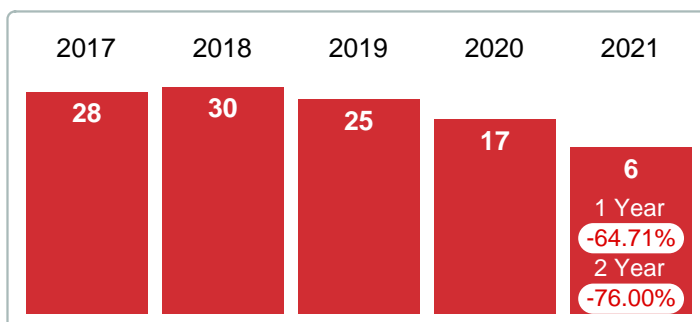
MEDIAN DAYS ON MARKET TO SALE

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

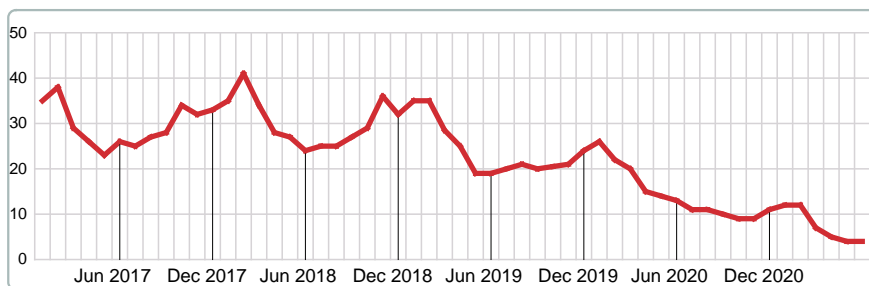
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

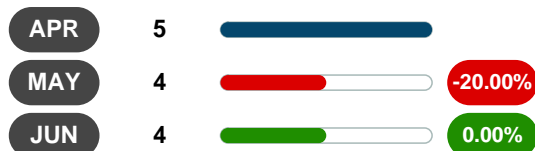


3 MONTHS

5 year JUN AVG = 17

High Feb 2018 41 Low Jun 2021 4

Median Days on Market to Sale this month at 4 below the 5 yr JUN average of 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 | |
|--|-----|-------------|----------|--------|---------|---------|--------|
| \$50,000 and less | 195 | 9.85% | 11 | 12 | 9 | 10 | 17 |
| \$50,001 - \$125,000 | 261 | 13.18% | 7 | 9 | 4 | 3 | 14 |
| \$125,001 - \$175,000 | 285 | 14.39% | 4 | 6 | 3 | 5 | 14 |
| \$175,001 - \$250,000 | 492 | 24.85% | 3 | 5 | 3 | 3 | 12 |
| \$250,001 - \$325,000 | 314 | 15.86% | 4 | 9 | 4 | 3 | 5 |
| \$325,001 - \$450,000 | 240 | 12.12% | 5 | 65 | 6 | 4 | 4 |
| \$450,001 and up | 193 | 9.75% | 11 | 26 | 5 | 8 | 19 |
| Median Closed DOM | | 4 | | 10 | 4 | 4 | 8 |
| Total Closed Units | | 1,980 | | 374 | 963 | 530 | 113 |
| Total Closed Volume | | 493,803,779 | | 60.16M | 197.84M | 182.56M | 53.24M |

June 2021



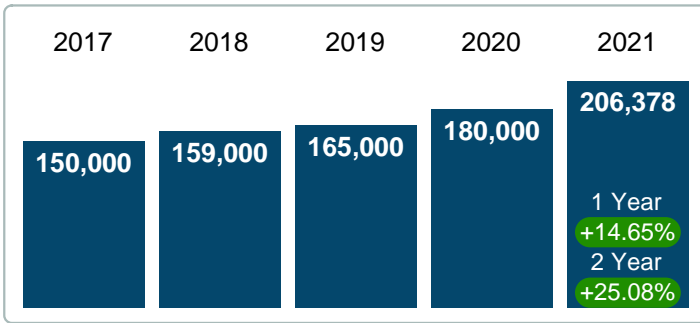
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



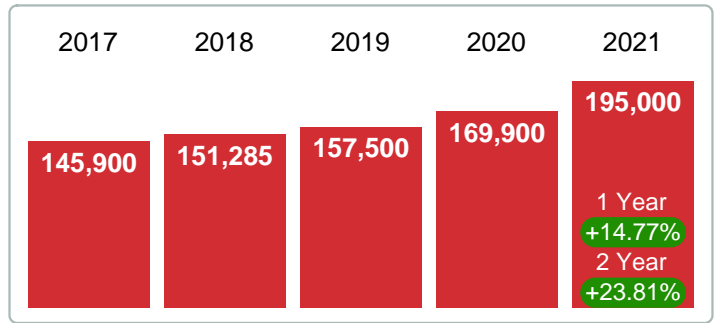
MEDIAN LIST PRICE AT CLOSING

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

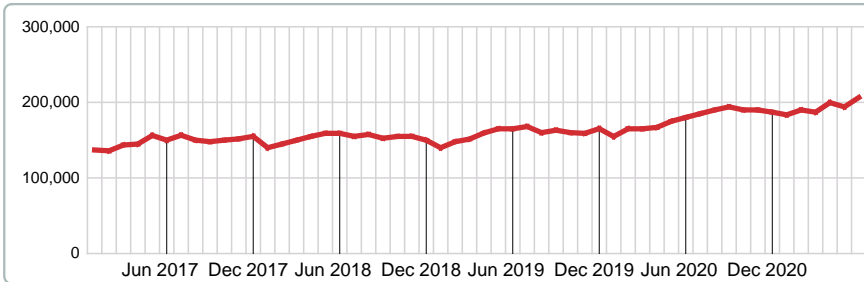
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

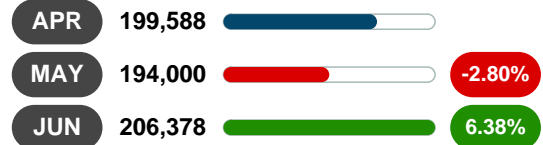


3 MONTHS

5 year JUN AVG = 172,076

High Jun 2021 206,378 Low Feb 2017 135,900

Median List Price at Closing this month at **206,378**
above the 5 yr JUN average of **172,076**



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 | 9.80% | 1,920 | 20,000 | 1,550 | 1,823 | 2,898 |
| \$50,001 - \$125,000 | 13.38% | 89,900 | 82,500 | 99,999 | 84,450 | 95,950 |
| \$125,001 - \$175,000 | 14.95% | 155,000 | 149,250 | 158,500 | 150,000 | 164,500 |
| \$175,001 - \$250,000 | 25.71% | 210,000 | 218,450 | 204,900 | 224,900 | 227,000 |
| \$250,001 - \$325,000 | 14.14% | 289,900 | 289,000 | 289,450 | 289,900 | 289,000 |
| \$325,001 - \$450,000 | 12.53% | 378,850 | 376,023 | 365,000 | 384,000 | 389,950 |
| \$450,001 and up | 9.49% | 622,500 | 612,500 | 575,000 | 629,481 | 585,000 |
| Median List Price | | 206,378 | 100,000 | 185,900 | 290,000 | 400,000 |
| Total Closed Units | 100% | 206,378 | 374 | 963 | 530 | 113 |
| Total Closed Volume | | 495,475,572 | 62.71M | 195.93M | 182.91M | 53.93M |

June 2021



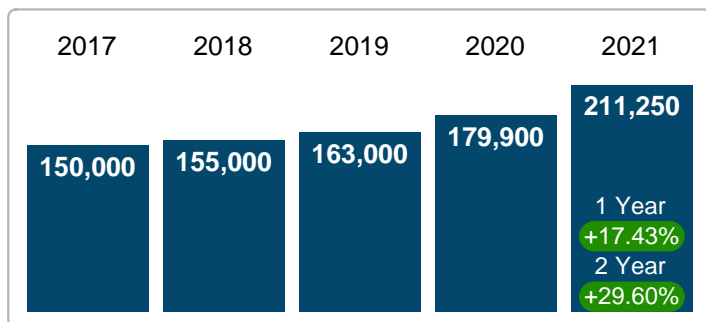
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



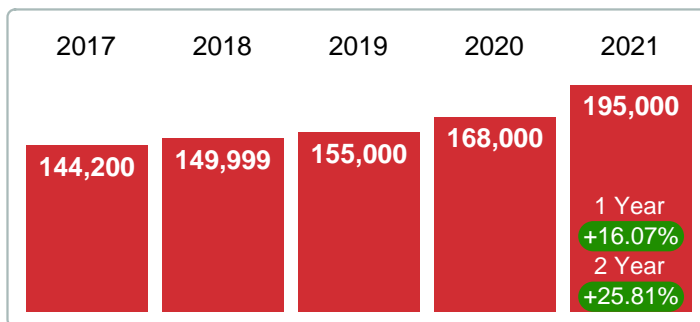
MEDIAN SOLD PRICE AT CLOSING

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

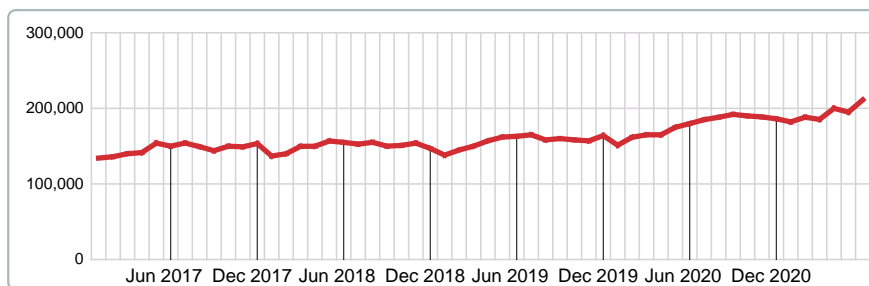
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

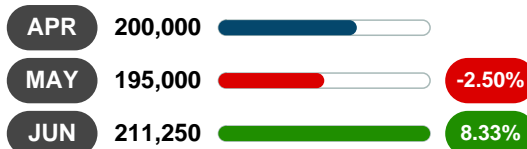


3 MONTHS

5 year JUN AVG = 171,830

High Jun 2021 211,250 Low Jan 2017 134,200

Median Sold Price at Closing this month at 211,250 above the 5 yr JUN average of 171,830



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 | 9.85% | 1,895 | 24,000 | 1,513 | 1,823 | 2,898 |
| \$50,001 - \$125,000 | 13.18% | 85,500 | 80,268 | 95,000 | 84,000 | 100,000 |
| \$125,001 - \$175,000 | 14.39% | 155,000 | 149,000 | 156,000 | 151,000 | 169,000 |
| \$175,001 - \$250,000 | 24.85% | 210,500 | 216,713 | 205,100 | 219,000 | 234,000 |
| \$250,001 - \$325,000 | 15.86% | 285,000 | 277,000 | 284,900 | 284,500 | 305,000 |
| \$325,001 - \$450,000 | 12.12% | 377,023 | 382,500 | 365,000 | 380,000 | 380,000 |
| \$450,001 and up | 9.75% | 610,000 | 625,000 | 585,000 | 619,950 | 582,500 |
| Median Sold Price | | 211,250 | 95,000 | 191,000 | 290,925 | 398,500 |
| 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



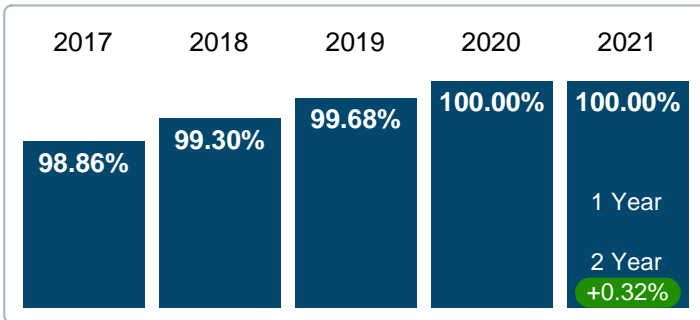
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



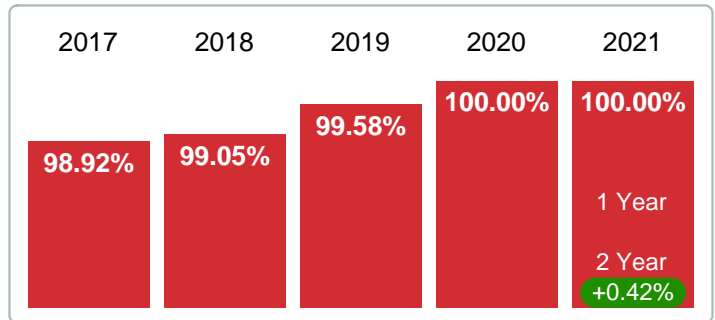
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

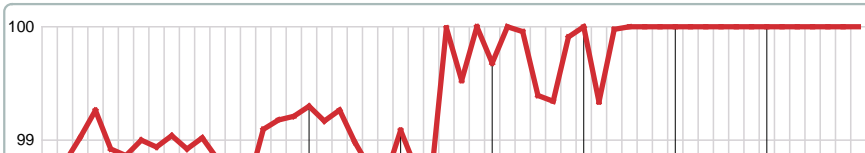
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99.57%

High Jun 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr JUN average of **99.57%**

APR 100.00%
MAY 100.00%
JUN 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 | 195 | 9.85% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% |
| \$50,001 - \$125,000 | 261 | 13.18% | 100.00% | 97.73% | 100.00% | 100.00% | 94.57% |
| \$125,001 - \$175,000 | 285 | 14.39% | 100.00% | 100.00% | 101.55% | 100.00% | 98.84% |
| \$175,001 - \$250,000 | 492 | 24.85% | 100.77% | 97.90% | 102.13% | 100.00% | 100.00% |
| \$250,001 - \$325,000 | 314 | 15.86% | 100.03% | 93.05% | 100.00% | 100.26% | 101.59% |
| \$325,001 - \$450,000 | 240 | 12.12% | 100.00% | 98.78% | 100.00% | 100.03% | 100.00% |
| \$450,001 and up | 193 | 9.75% | 99.61% | 100.00% | 100.00% | 99.50% | 99.35% |
| Median Sold/List Ratio | | 100.00% | | 100.00% | 100.00% | 100.00% | 100.00% |
| Total Closed Units | 1,980 | 100% | 100.00% | 374 | 963 | 530 | 113 |
| Total Closed Volume | 493,803,779 | | | 60.16M | 197.84M | 182.56M | 53.24M |

June 2021



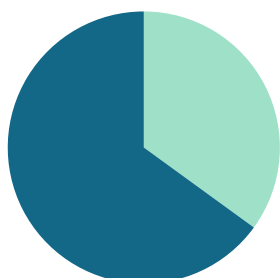
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

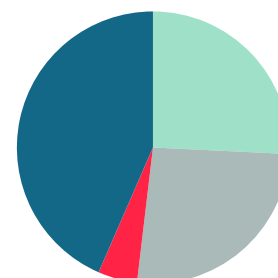


Inventory
 New Listings
2,550 = 35.00%
 Start Inventory
4,736
 Total Inventory Units
7,286
 Volume
\$2,362,156,861

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% |
| Median List Price | 180,000 | 206,378 | 14.65% | 169,900 | 195,000 | 14.77% |
| Median Sale Price | 179,900 | 211,250 | 17.43% | 168,000 | 195,000 | 16.07% |
| 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 | 13.00 | 4.00 | -69.23% | 17.00 | 6.00 | -64.71% |
| 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

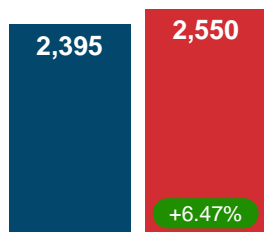
Inventory on June 30, 2021 = 3,340

2020 **2021**

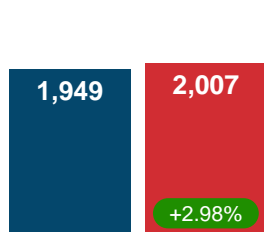
JUNE MARKET

MEDIAN PRICES

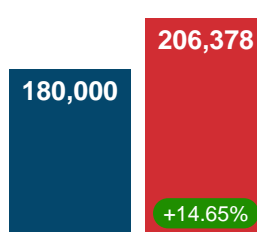
New Listings



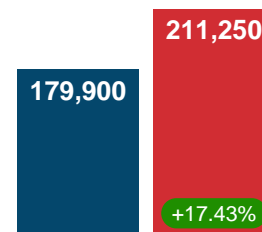
Pending Listings



List Price



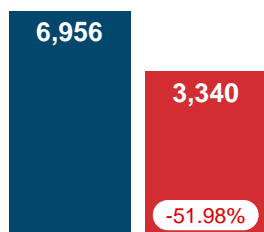
Sale Price



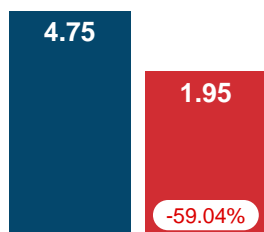
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

