

August 2022



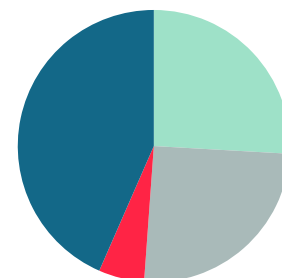
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2022 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	1,698	1,481	-12.78%
Pending Listings	1,764	1,443	-18.20%
New Listings	2,021	1,761	-12.86%
Average List Price	262,823	300,006	14.15%
Average Sale Price	262,711	296,654	12.92%
Average Percent of Selling Price to List Price	100.03%	99.65%	-0.39%
Average Days on Market to Sale	15.43	15.84	2.66%
End of Month Inventory	4,491	2,483	-44.71%
Months Supply of Inventory	3.06	1.74	-43.16%



■ Closed (25.91%)
■ Pending (25.24%)
■ Other OffMarket (5.42%)
■ Active (43.43%)

Absorption: Last 12 months, an Average of **1,427** Sales/Month
Active Inventory as of August 31, 2022 = **2,483**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2022 decreased **44.71%** to 2,483 existing homes available for sale. Over the last 12 months this area has had an average of 1,427 closed sales per month. This represents an unsold inventory index of **1.74** 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 **12.92%** in August 2022 to \$296,654 versus the previous year at \$262,711.

Average Days on Market Lengthens

The average number of **15.84** days that homes spent on the market before selling increased by 0.41 days or **2.66%** in August 2022 compared to last year's same month at **15.43** DOM.

Sales Success for August 2022 is Positive

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

There were 1,761 New Listings in August 2022, down **12.86%** from last year at 2,021. Furthermore, there were 1,481 Closed Listings this month versus last year at 1,698, a **-12.78%** decrease.

Closed versus Listed trends yielded a **84.1%** ratio, up from previous year's, August 2021, at **84.0%**, a **0.10%** upswing. 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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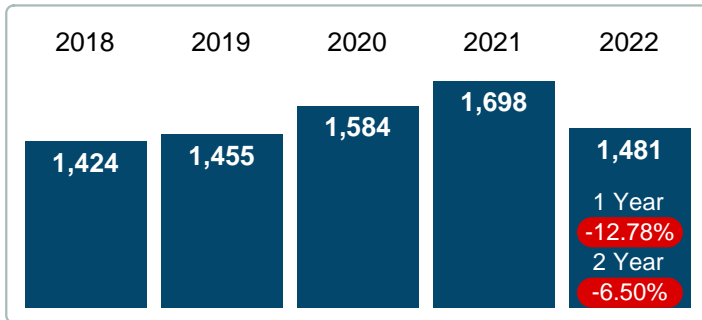
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



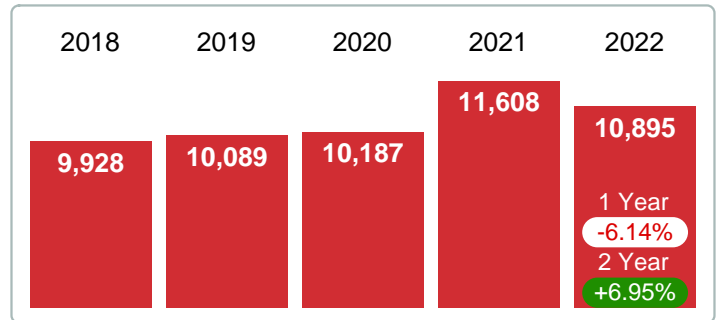
CLOSED LISTINGS

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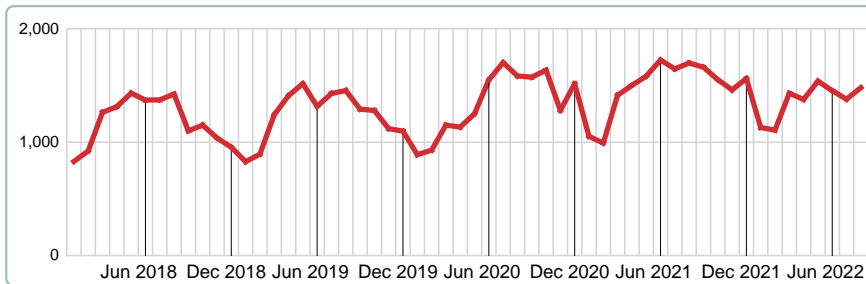
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,528

High Jun 2021 1,724 Low Jan 2019 828

Closed Listings this month at 1,481 below the 5 yr AUG average of 1,528



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	115	7.77%	18.7	74	37	4	0
\$100,001 - \$150,000	176	11.88%	10.7	49	116	10	1
\$150,001 - \$200,000	252	17.02%	11.7	22	204	26	0
\$200,001 - \$275,000	353	23.84%	12.5	22	258	70	3
\$275,001 - \$350,000	218	14.72%	14.8	8	115	89	6
\$350,001 - \$500,000	222	14.99%	19.8	10	78	119	15
\$500,001 and up	145	9.79%	30.6	1	30	76	38
Total Closed Units	1,481			186	838	394	63
Total Closed Volume	439,344,939	100%	15.8	27.03M	202.18M	152.64M	57.50M
Average Closed Price	\$296,654			\$145,318	\$241,264	\$387,403	\$912,695

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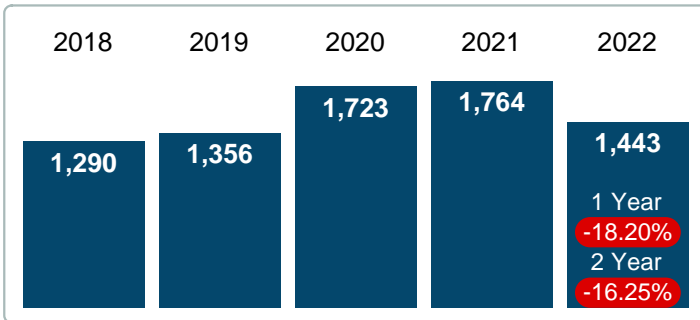
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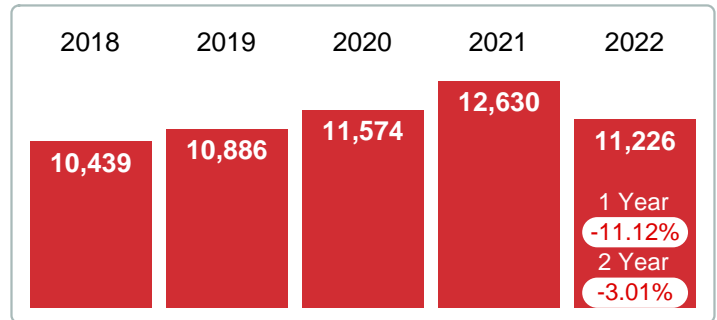
PENDING LISTINGS

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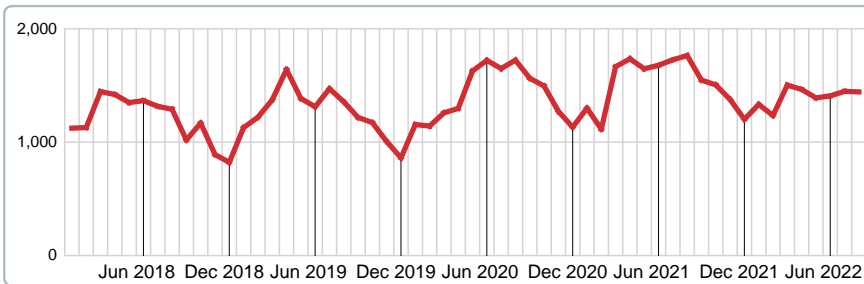
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,515

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,443 below the 5 yr AUG average of 1,515



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	130	9.01%	26.9	71	52	7	0
\$100,001 - \$150,000	165	11.43%	18.9	42	107	15	1
\$150,001 - \$200,000	229	15.87%	20.7	23	183	22	1
\$200,001 - \$275,000	374	25.92%	19.9	13	279	74	8
\$275,001 - \$350,000	219	15.18%	29.6	10	106	89	14
\$350,001 - \$475,000	167	11.57%	29.3	0	66	83	18
\$475,001 and up	159	11.02%	36.5	4	28	97	30
Total Pending Units	1,443			163	821	387	72
Total Pending Volume	423,155,083	100%	19.1	22.90M	196.73M	152.75M	50.77M
Average Listing Price	\$299,384			\$140,473	\$239,627	\$394,711	\$705,148

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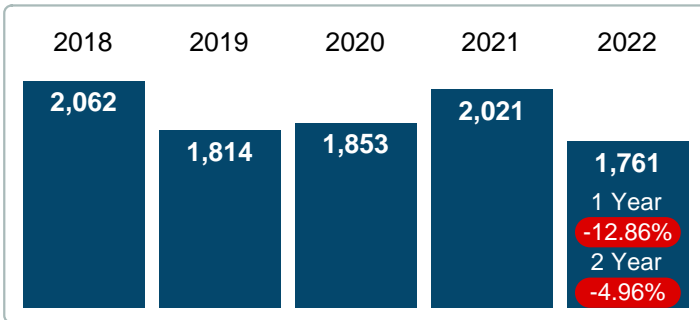
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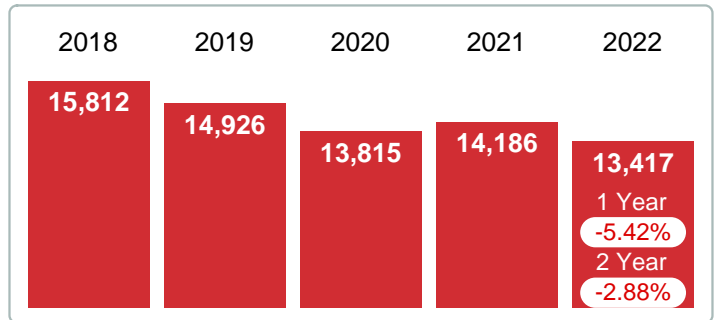
NEW LISTINGS

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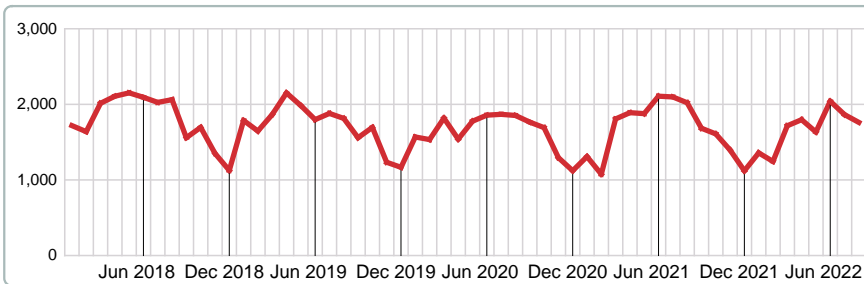
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

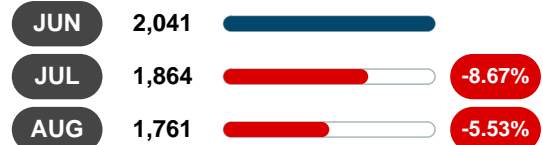


3 MONTHS

5 year AUG AVG = 1,902

High May 2018 2,152 Low Feb 2021 1,076

New Listings this month at 1,761 below the 5 yr AUG average of 1,902



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	143	8.12%	80	58	4	1
\$100,001 - \$150,000	182	10.34%	57	108	17	0
\$150,001 - \$200,000	250	14.20%	36	185	28	1
\$200,001 - \$275,000	430	24.42%	11	304	108	7
\$275,001 - \$375,000	313	17.77%	19	155	120	19
\$375,001 - \$525,000	245	13.91%	6	93	123	23
\$525,001 and up	198	11.24%	4	27	126	41
Total New Listed Units	1,761		213	930	526	92
Total New Listed Volume	542,166,266	100%	32.74M	238.59M	219.71M	51.13M
Average New Listed Listing Price	\$203,499		\$153,697	\$256,543	\$417,698	\$555,809

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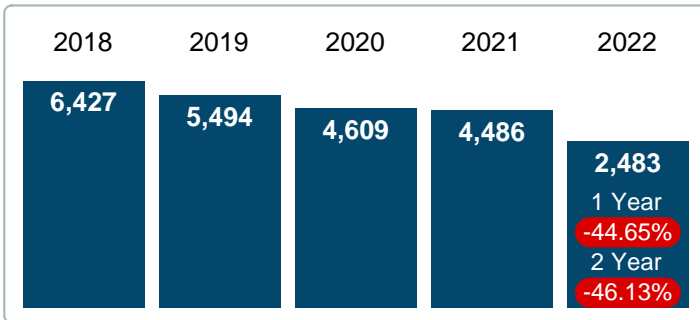
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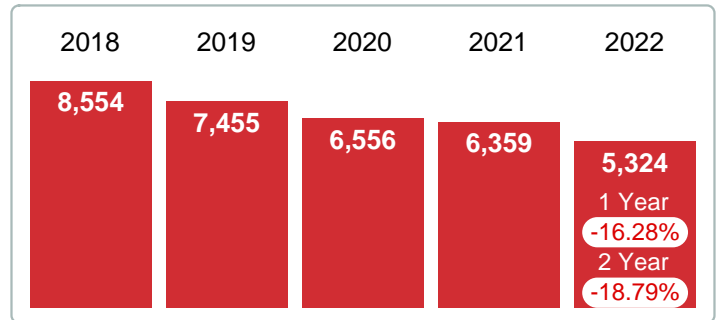
ACTIVE INVENTORY

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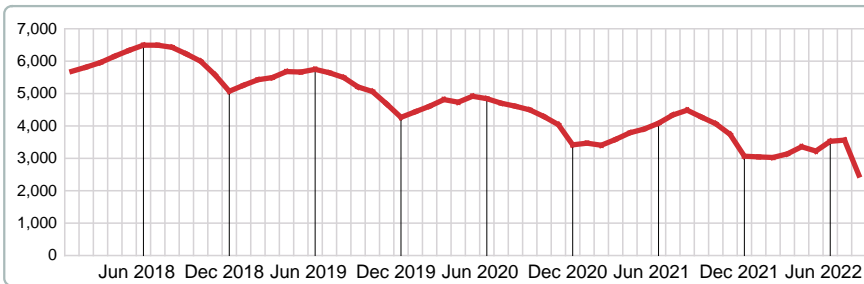
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

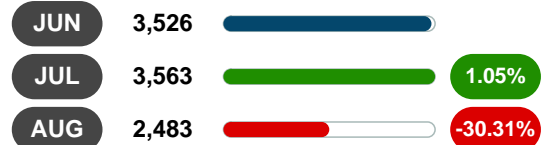


3 MONTHS

5 year AUG AVG = 4,700

High Jun 2018 6,493 Low Aug 2022 2,483

Inventory this month at 2,483
below the 5 yr AUG average of 4,700



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	246	9.91%	69.7	112	114	14	6
\$125,001 - \$175,000	237	9.54%	43.5	58	147	27	5
\$175,001 - \$250,000	422	17.00%	41.4	36	291	86	9
\$250,001 - \$375,000	624	25.13%	47.6	26	333	239	26
\$375,001 - \$500,000	394	15.87%	59.1	7	154	196	37
\$500,001 - \$675,000	304	12.24%	63.0	3	72	169	60
\$675,001 and up	256	10.31%	77.1	4	55	113	84
Total Active Inventory by Units	2,483			246	1,166	844	227
Total Active Inventory by Volume	1,013,311,964	100%	55.1	42.46M	370.28M	402.54M	198.04M
Average Active Inventory Listing Price	\$408,100			\$172,590	\$317,562	\$476,940	\$872,422

August 2022



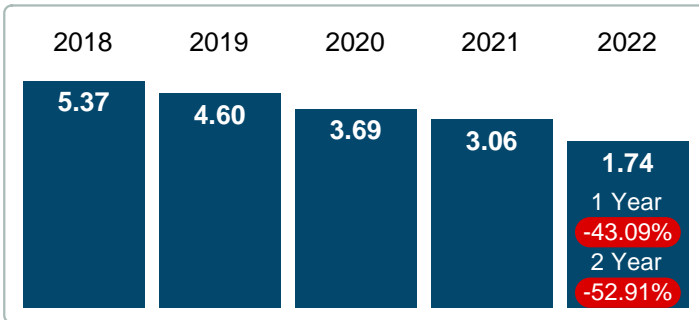
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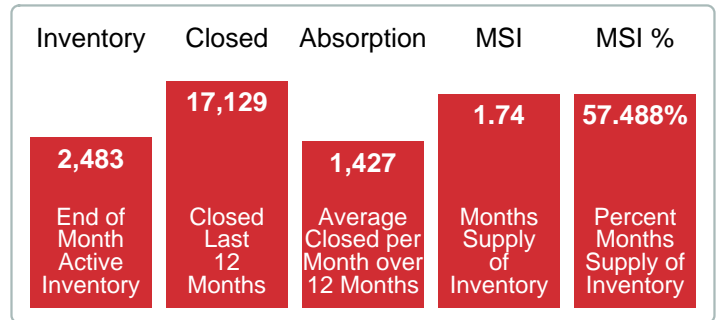
MONTHS SUPPLY of INVENTORY (MSI)

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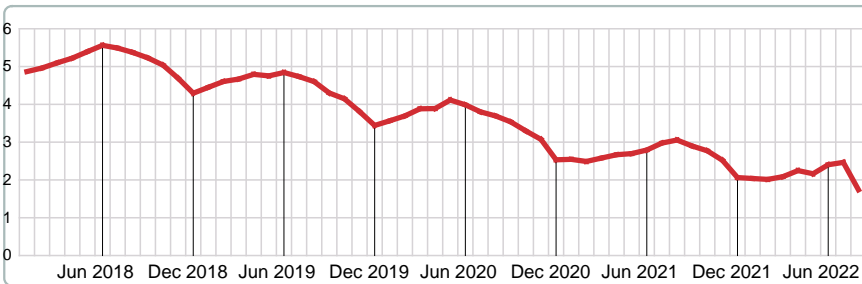
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022

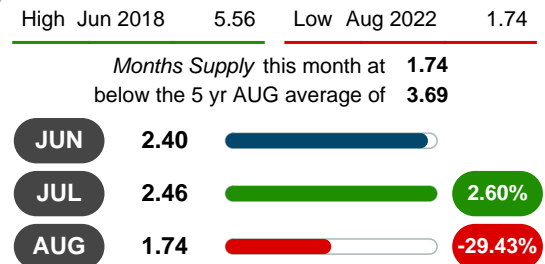


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.69



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
\$125,000 and less	246	9.91%	1.26	1.29	1.18	1.41	4.50
\$125,001 - \$175,000	237	9.54%	1.12	1.67	0.93	1.44	5.00
\$175,001 - \$250,000	422	17.00%	1.10	1.34	1.03	1.23	1.86
\$250,001 - \$375,000	624	25.13%	1.77	1.95	1.87	1.63	1.87
\$375,001 - \$500,000	394	15.87%	2.44	1.68	3.05	2.17	2.23
\$500,001 - \$675,000	304	12.24%	4.03	4.00	4.83	3.73	4.14
\$675,001 and up	256	10.31%	5.53	6.86	9.43	4.95	4.92
Market Supply of Inventory (MSI)			1.74	1.47	1.48	2.09	3.28
Total Active Inventory by Units		100%	1.74	246	1,166	844	227

August 2022



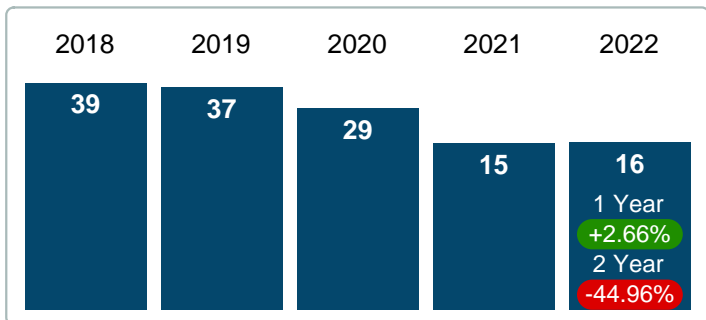
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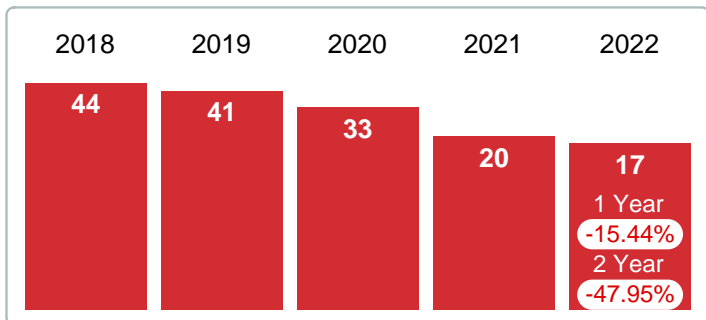
AVERAGE DAYS ON MARKET TO SALE

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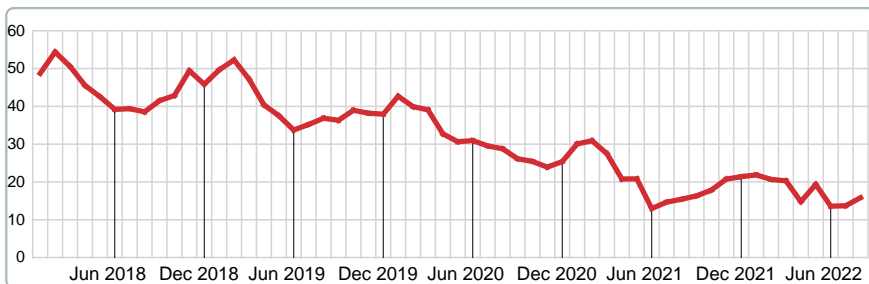
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

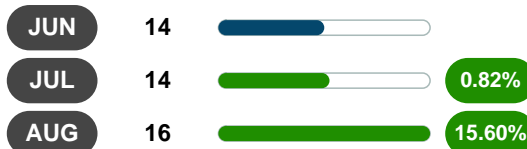


3 MONTHS

5 year AUG AVG = 27

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 16 below the 5 yr AUG average of 27



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
\$100,000 and less	7.77%	19	16	22	49	0
\$100,001 - \$150,000	11.88%	11	9	11	16	3
\$150,001 - \$200,000	17.02%	12	25	10	11	0
\$200,001 - \$275,000	23.84%	12	22	10	18	20
\$275,001 - \$350,000	14.72%	15	12	16	14	21
\$350,001 - \$500,000	14.99%	20	15	23	19	11
\$500,001 and up	9.79%	31	3	41	19	46
Average Closed DOM		16	16	14	17	33
Total Closed Units	100%	1,481	186	838	394	63
Total Closed Volume		439,344,939	27.03M	202.18M	152.64M	57.50M

August 2022



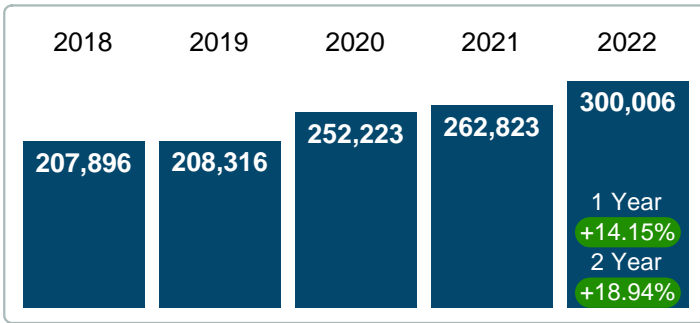
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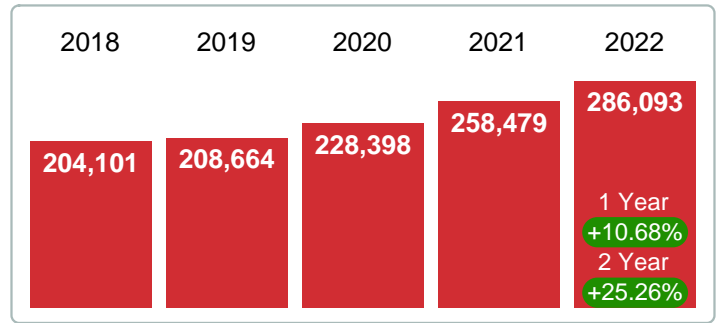
AVERAGE LIST PRICE AT CLOSING

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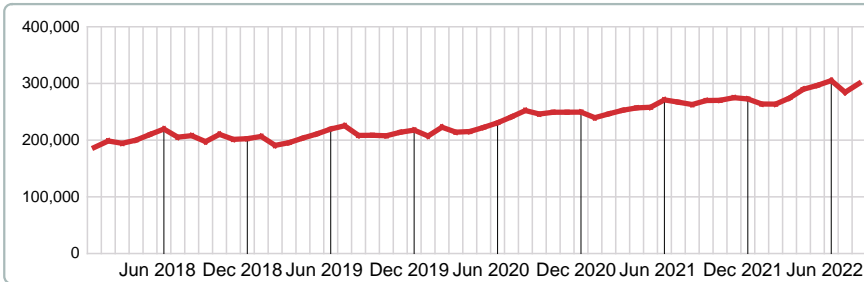
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

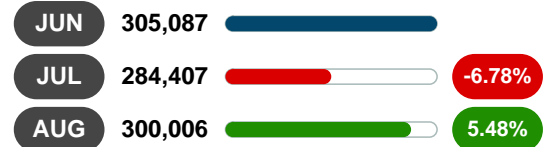


3 MONTHS

5 year AUG AVG = 246,253

High Jun 2022 305,087 Low Jan 2018 187,169

Average List Price at Closing this month at **300,006** above the 5 yr AUG average of **246,253**



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
\$100,000 and less	7.56%	71,151	70,040	77,732	77,975	0
\$100,001 - \$150,000	13.37%	130,109	126,823	131,089	125,105	160,000
\$150,001 - \$200,000	16.61%	179,670	170,052	177,426	183,692	0
\$200,001 - \$275,000	23.09%	238,339	247,455	233,528	242,868	241,667
\$275,001 - \$350,000	15.06%	313,690	305,250	312,541	312,188	321,250
\$350,001 - \$500,000	14.52%	419,299	401,420	410,103	417,886	449,487
\$500,001 and up	9.79%	860,448	550,000	698,113	695,734	1,316,715
Average List Price		300,006	148,326	242,722	390,174	945,873
Total Closed Units	100%	300,006	186	838	394	63
Total Closed Volume		444,308,546	27.59M	203.40M	153.73M	59.59M

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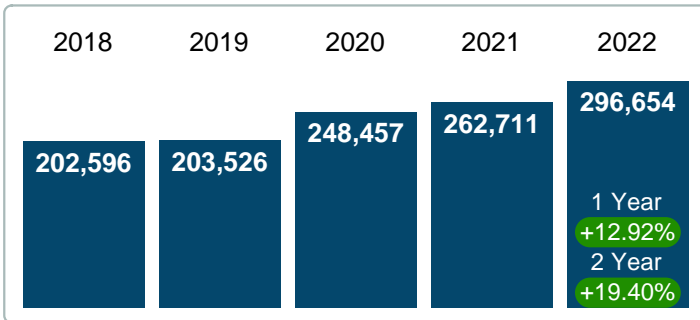
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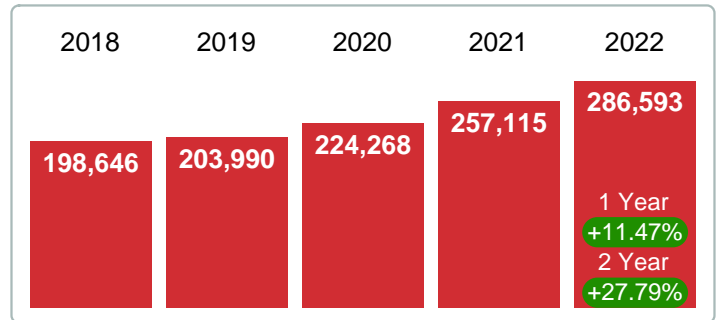
AVERAGE SOLD PRICE AT CLOSING

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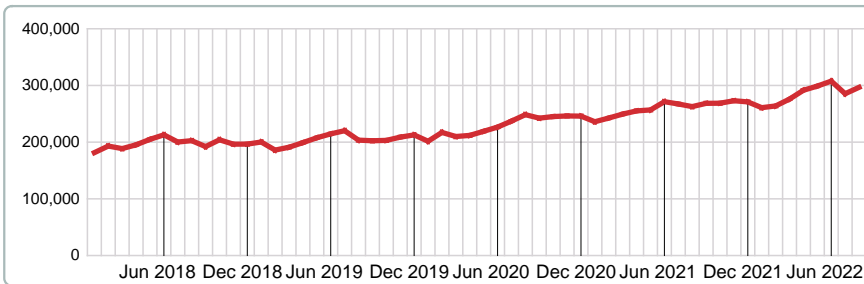
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

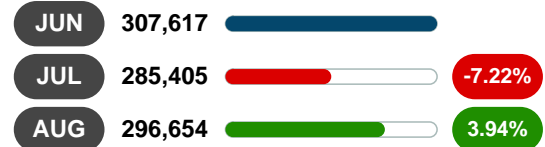


3 MONTHS

5 year AUG AVG = 242,789

High Jun 2022 307,617 Low Jan 2018 181,456

Average Sold Price at Closing this month at **296,654** above the 5 yr AUG average of **242,789**



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
\$100,000 and less	7.77%	68,335	66,241	72,316	70,250	0
\$100,001 - \$150,000	11.88%	127,961	126,196	129,283	119,075	150,000
\$150,001 - \$200,000	17.02%	177,557	172,922	177,561	181,450	0
\$200,001 - \$275,000	23.84%	237,085	235,791	235,579	242,647	246,333
\$275,001 - \$350,000	14.72%	310,686	306,126	310,470	311,129	314,333
\$350,001 - \$500,000	14.99%	415,399	394,330	411,892	415,410	447,600
\$500,001 and up	9.79%	831,597	559,600	655,780	688,656	1,263,441
Average Sold Price		296,654	145,318	241,264	387,403	912,695
Total Closed Units	100%	296,654	186	838	394	63
Total Closed Volume		439,344,939	27.03M	202.18M	152.64M	57.50M

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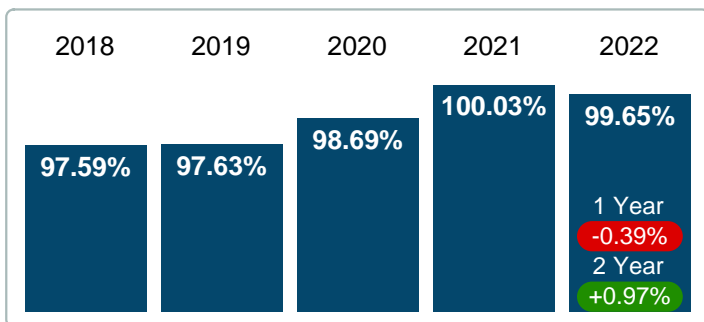
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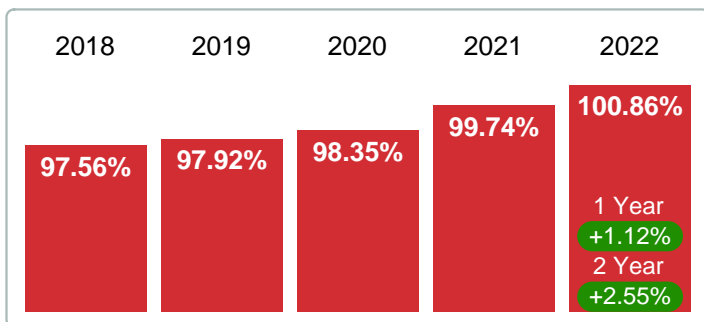
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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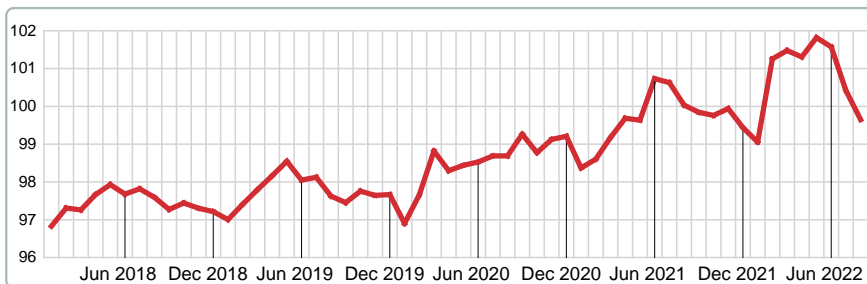
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

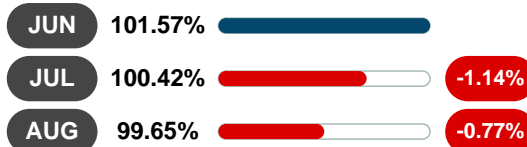


3 MONTHS

5 year AUG AVG = 98.72%

High May 2022 101.82% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.65%** above the 5 yr AUG average of **98.72%**



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
\$100,000 and less	115	7.77%	94.05%	94.75%	93.11%	89.75%	0.00%
\$100,001 - \$150,000	176	11.88%	99.02%	99.80%	99.04%	95.59%	93.75%
\$150,001 - \$200,000	252	17.02%	100.76%	102.51%	100.72%	99.61%	0.00%
\$200,001 - \$275,000	353	23.84%	100.58%	96.13%	101.06%	100.11%	102.12%
\$275,001 - \$350,000	218	14.72%	99.63%	100.52%	99.48%	99.85%	97.97%
\$350,001 - \$500,000	222	14.99%	100.85%	98.63%	103.32%	99.58%	99.63%
\$500,001 and up	145	9.79%	98.83%	101.75%	97.40%	99.45%	98.66%
Average Sold/List Ratio		99.60%		97.66%	100.21%	99.51%	98.91%
Total Closed Units	1,481	100%	99.60%	186	838	394	63
Total Closed Volume	439,344,939			27.03M	202.18M	152.64M	57.50M

August 2022



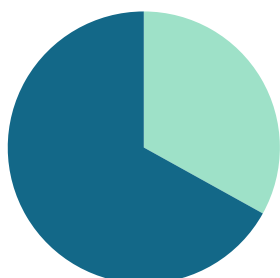
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Sep 12, 2022 for MLS Technology Inc.

INVENTORY

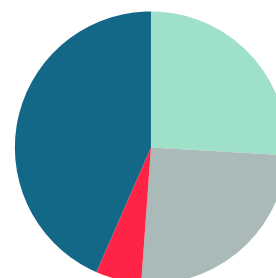


Inventory
 New Listings
1,761 = 33.05%
 Start Inventory
3,567
 Total Inventory Units
5,328
 Volume
\$1,878,790,584

Market Activity

Closed Sales
1,481 = 25.91%
 Pending Sales
1,443 = 25.24%
 Other Off Market
310 = 5.42%
 Active Inventory
2,483 = 43.43%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,698	1,481	-12.78%	11,608	10,895	-6.14%
Pending Sales	1,764	1,443	-18.20%	12,630	11,226	-11.12%
New Listings	2,021	1,761	-12.86%	14,186	13,417	-5.42%
Average List Price	262,823	300,006	14.15%	258,479	286,093	10.68%
Average Sale Price	262,711	296,654	12.92%	257,115	286,593	11.47%
Average Percent of Selling Price to List Price	100.03%	99.65%	-0.39%	99.74%	100.86%	1.12%
Average Days on Market to Sale	15.43	15.84	2.66%	20.49	17.33	-15.44%
Monthly Inventory	4,491	2,483	-44.71%	4,491	2,483	-44.71%
Months Supply of Inventory	3.06	1.74	-43.16%	3.06	1.74	-43.16%

Absorption: Last 12 months, an Average of **1,427** Sales/Month

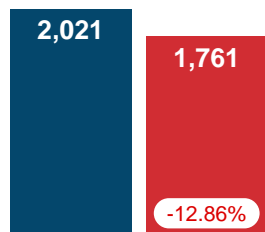
Inventory on August 31, 2022 = **2,483**

2021 **2022**

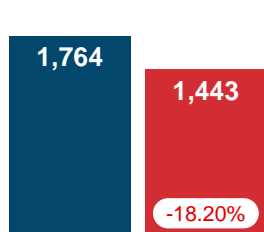
AUGUST MARKET

AVERAGE PRICES

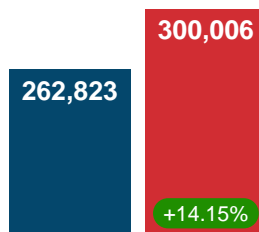
New Listings



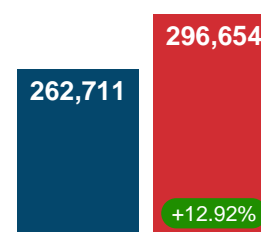
Pending Listings



List Price



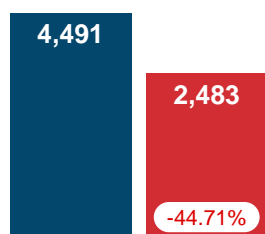
Sale Price



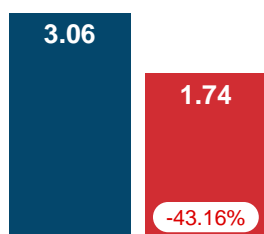
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

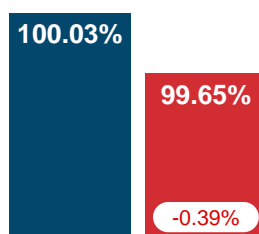
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

