

# August 2021



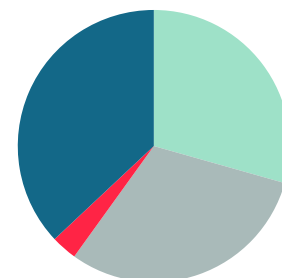
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	1,584	1,697	7.13%
Pending Listings	1,723	1,764	2.38%
New Listings	1,853	2,021	9.07%
Average List Price	252,223	262,883	4.23%
Average Sale Price	248,457	262,830	5.79%
Average Percent of Selling Price to List Price	98.69%	100.05%	1.38%
Average Days on Market to Sale	28.77	15.43	-46.35%
End of Month Inventory	2,417	2,136	-11.63%
Months Supply of Inventory	1.94	1.46	-24.85%



■ Closed (29.39%)  
■ Pending (30.55%)  
■ Other OffMarket (3.07%)  
■ Active (36.99%)

**Absorption:** Last 12 months, an Average of **1,468** Sales/Month  
**Active Inventory** as of August 31, 2021 = **2,136**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **11.63%** to 2,136 existing homes available for sale. Over the last 12 months this area has had an average of 1,468 closed sales per month. This represents an unsold inventory index of **1.46** 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 **5.79%** in August 2021 to \$262,830 versus the previous year at \$248,457.

#### Average Days on Market Shortens

The average number of **15.43** days that homes spent on the market before selling decreased by 13.34 days or **46.35%** in August 2021 compared to last year's same month at **28.77** DOM.

#### Sales Success for August 2021 is Positive

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

There were 2,021 New Listings in August 2021, up **9.07%** from last year at 1,853. Furthermore, there were 1,697 Closed Listings this month versus last year at 1,584, a **7.13%** increase.

Closed versus Listed trends yielded a **84.0%** ratio, down from previous year's, August 2020, at **85.5%**, a **1.77%** downswing. 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

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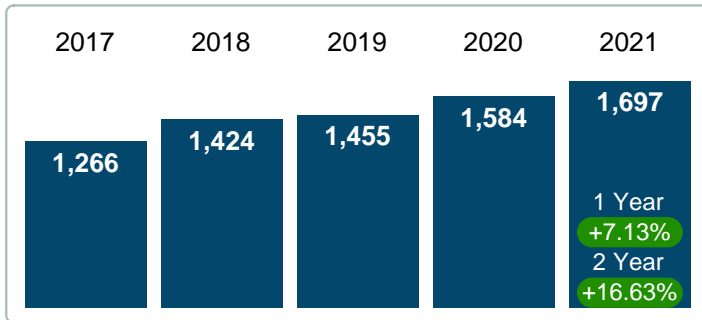
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



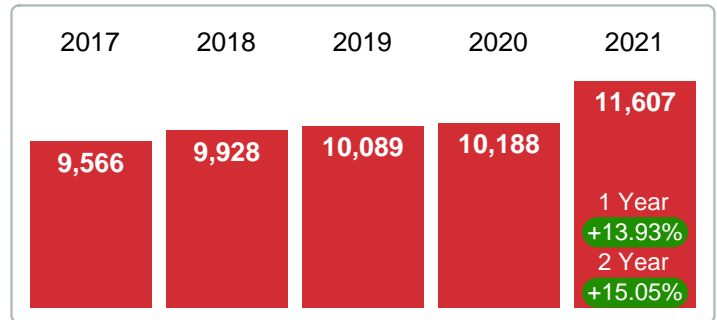
## CLOSED LISTINGS

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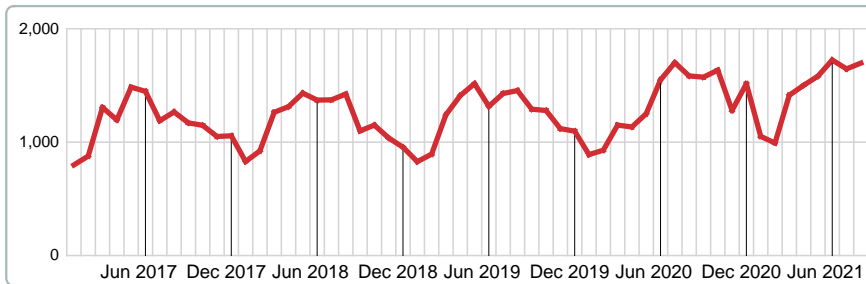
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,485

High Jun 2021 1,724 Low Jan 2017 799

Closed Listings this month at 1,697  
above the 5 yr AUG average of 1,485



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	103	6.07%	24.6	48	46	9	0
\$75,001 - \$150,000	267	15.73%	11.4	68	181	16	2
\$150,001 - \$175,000	149	8.78%	10.4	15	116	17	1
\$175,001 - \$250,000	459	27.05%	9.3	31	304	116	8
\$250,001 - \$325,000	306	18.03%	12.7	9	159	133	5
\$325,001 - \$425,000	222	13.08%	18.8	4	69	126	23
\$425,001 and up	191	11.26%	35.3	3	33	103	52
<b>Total Closed Units</b>	<b>1,697</b>			<b>178</b>	<b>908</b>	<b>520</b>	<b>91</b>
<b>Total Closed Volume</b>	<b>446,023,054</b>	<b>100%</b>	<b>15.4</b>	<b>24.21M</b>	<b>196.05M</b>	<b>175.87M</b>	<b>49.90M</b>
<b>Average Closed Price</b>	<b>\$262,830</b>			<b>\$136,023</b>	<b>\$215,910</b>	<b>\$338,205</b>	<b>\$548,327</b>

# August 2021



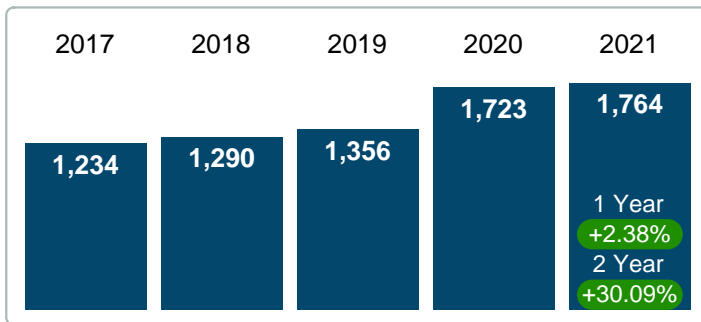
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



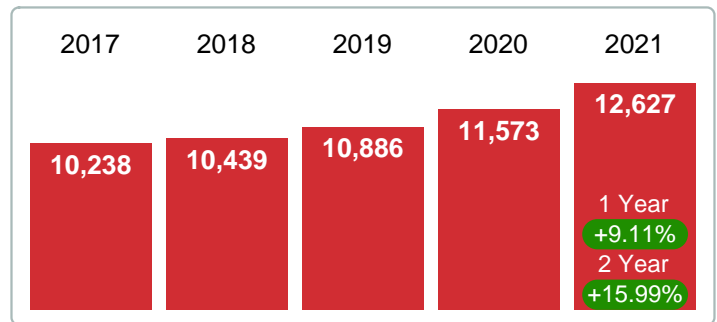
## PENDING LISTINGS

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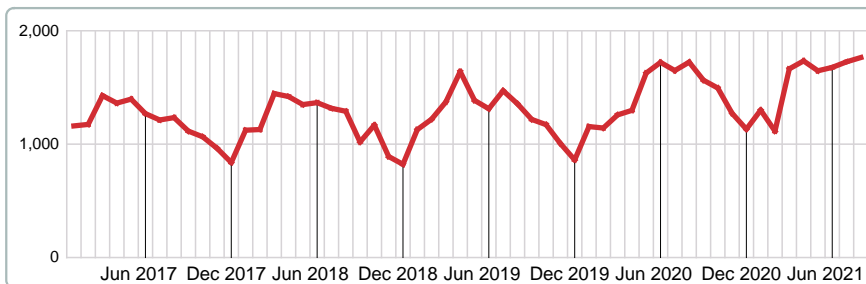
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

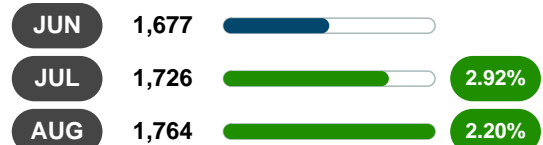


### 3 MONTHS

5 year AUG AVG = 1,473

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,764 above the 5 yr AUG average of 1,473



### 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	149	8.45%	28.3	74	72	3	0
\$100,001 - \$150,000	244	13.83%	19.1	51	166	24	3
\$150,001 - \$175,000	158	8.96%	15.9	20	125	13	0
\$175,001 - \$250,000	476	26.98%	15.4	27	336	108	5
\$250,001 - \$350,000	348	19.73%	17.7	9	161	163	15
\$350,001 - \$450,000	185	10.49%	21.8	1	52	112	20
\$450,001 and up	204	11.56%	39.0	3	31	123	47
<b>Total Pending Units</b>	<b>1,764</b>			<b>185</b>	<b>943</b>	<b>546</b>	<b>90</b>
<b>Total Pending Volume</b>	<b>482,770,411</b>	<b>100%</b>	<b>20.8</b>	<b>25.43M</b>	<b>205.39M</b>	<b>206.14M</b>	<b>45.81M</b>
<b>Average Listing Price</b>	<b>\$273,774</b>			<b>\$137,465</b>	<b>\$217,805</b>	<b>\$377,542</b>	<b>\$509,010</b>

# August 2021



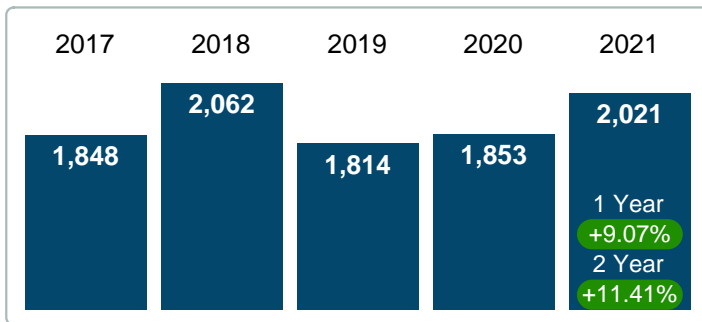
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



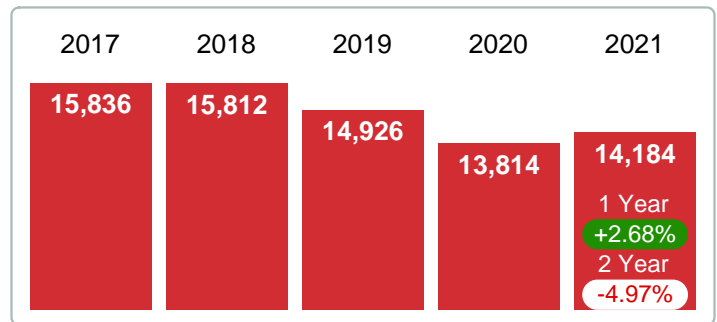
## NEW LISTINGS

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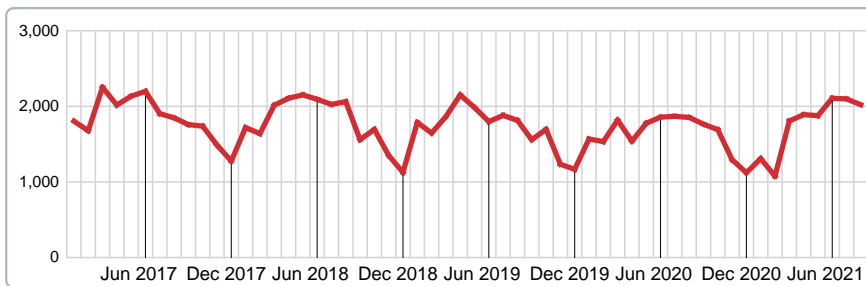
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,920

High Mar 2017 2,251 Low Feb 2021 1,076

New Listings this month at **2,021**  
above the 5 yr AUG average of **1,920**



### 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	170	8.41%	83	78	6	3
\$100,001 - \$150,000	255	12.62%	48	177	26	4
\$150,001 - \$175,000	183	9.05%	25	141	16	1
\$175,001 - \$275,000	659	32.61%	41	431	174	13
\$275,001 - \$350,000	281	13.90%	6	116	147	12
\$350,001 - \$475,000	248	12.27%	2	77	140	29
\$475,001 and up	225	11.13%	4	45	117	59
<b>Total New Listed Units</b>	<b>2,021</b>		<b>209</b>	<b>1,065</b>	<b>626</b>	<b>121</b>
<b>Total New Listed Volume</b>	<b>578,819,445</b>	<b>100%</b>	<b>30.73M</b>	<b>245.38M</b>	<b>228.40M</b>	<b>74.31M</b>
<b>Average New Listed Listing Price</b>	<b>\$271,455</b>		<b>\$147,019</b>	<b>\$230,406</b>	<b>\$364,850</b>	<b>\$614,162</b>

# August 2021



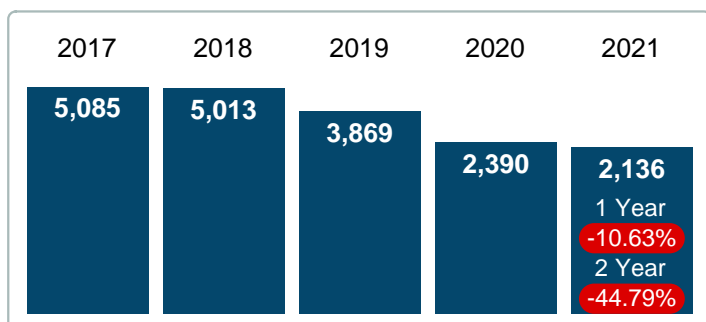
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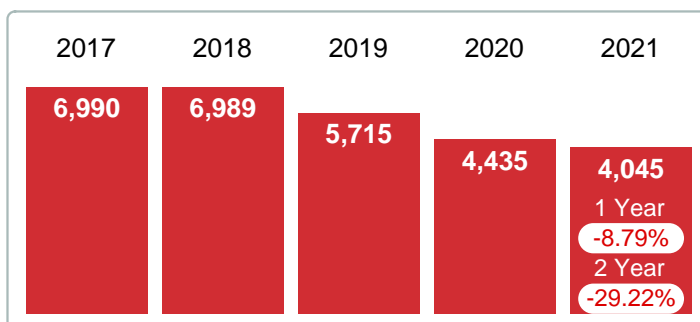
## ACTIVE INVENTORY

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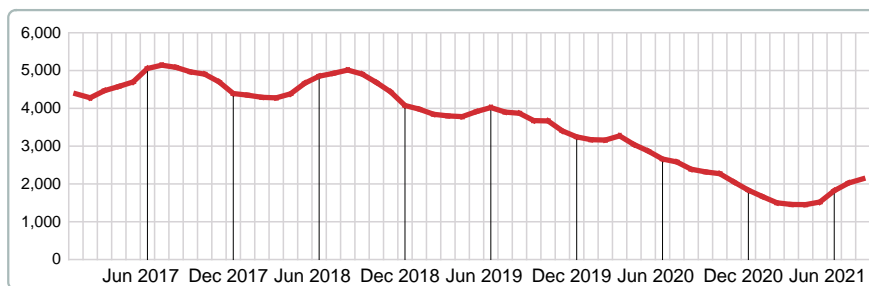
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

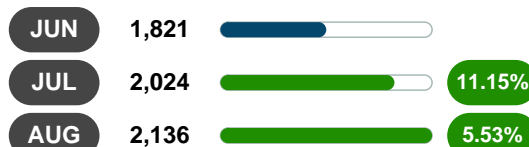


### 3 MONTHS

5 year AUG AVG = 3,699

High Jul 2017 5,142 Low Apr 2021 1,453

Inventory this month at **2,136**  
 below the 5 yr AUG average of **3,699**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	161	7.54%	91.3	99	47	13	2
\$75,001 - \$150,000	322	15.07%	52.4	90	190	34	8
\$150,001 - \$200,000	289	13.53%	45.5	41	190	54	4
\$200,001 - \$325,000	521	24.39%	39.3	31	275	194	21
\$325,001 - \$450,000	356	16.67%	61.0	13	129	182	32
\$450,001 - \$675,000	263	12.31%	64.6	5	71	145	42
\$675,001 and up	224	10.49%	79.4	4	38	88	94
<b>Total Active Inventory by Units</b>	<b>2,136</b>			<b>283</b>	<b>940</b>	<b>710</b>	<b>203</b>
<b>Total Active Inventory by Volume</b>	<b>811,340,299</b>	<b>100%</b>	<b>57.0</b>	<b>42.06M</b>	<b>263.89M</b>	<b>323.83M</b>	<b>181.55M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$379,841</b>			<b>\$148,627</b>	<b>\$280,737</b>	<b>\$456,101</b>	<b>\$894,357</b>

# August 2021



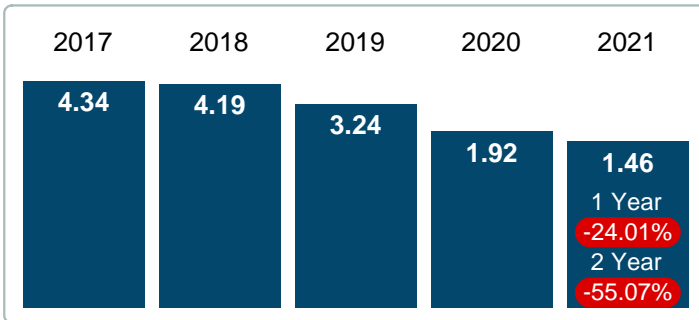
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



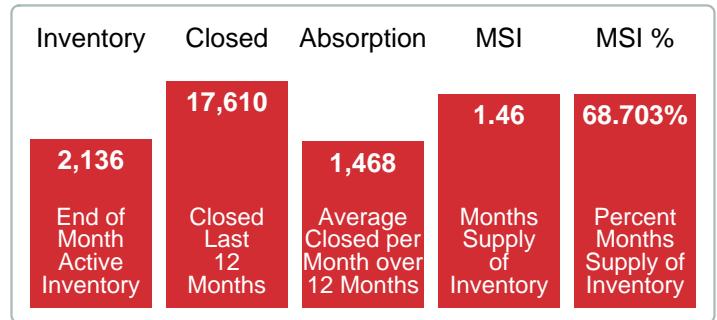
## MONTHS SUPPLY of INVENTORY (MSI)

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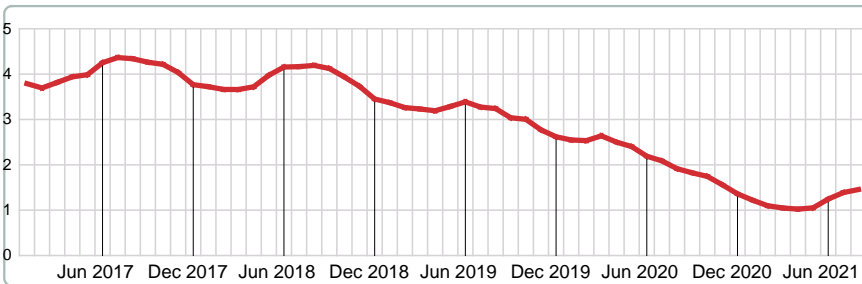
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

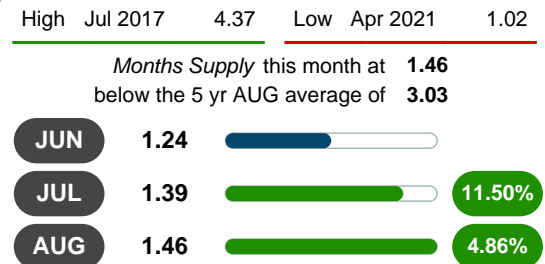


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 3.03



### 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
\$75,000 and less	161	7.54%	1.68	2.02	1.17	2.26	1.71
\$75,001 - \$150,000	322	15.07%	1.23	1.57	1.05	1.58	3.56
\$150,001 - \$200,000	289	13.53%	0.94	2.28	0.79	1.17	1.45
\$200,001 - \$325,000	521	24.39%	1.08	1.54	1.09	1.02	1.02
\$325,001 - \$450,000	356	16.67%	1.81	2.64	2.28	1.65	1.31
\$450,001 - \$675,000	263	12.31%	3.10	4.62	4.66	3.07	1.97
\$675,001 and up	224	10.49%	5.91	9.60	7.86	4.65	6.84
Market Supply of Inventory (MSI)			1.46	1.88	1.19	1.61	2.35
Total Active Inventory by Units		100%	1.46	283	940	710	203

# August 2021



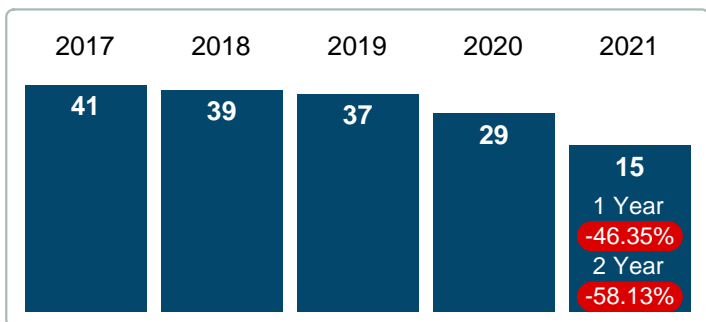
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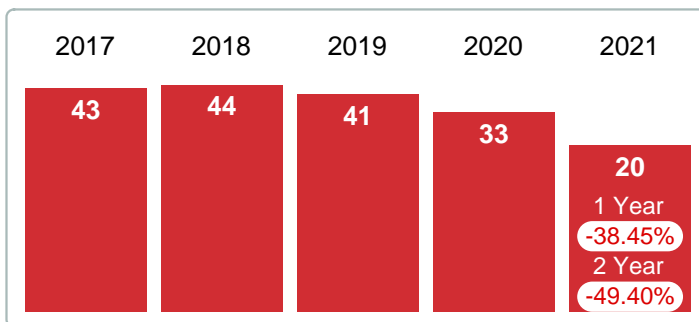
## AVERAGE DAYS ON MARKET TO SALE

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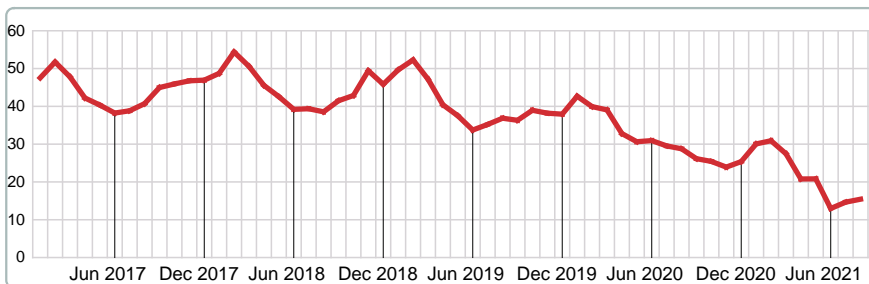
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

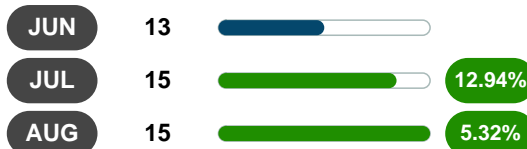


### 3 MONTHS

5 year AUG AVG = 32

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 15 below the 5 yr AUG average of 32



### 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
\$75,000 and less	6.07%	25	29	18	35	0
\$75,001 - \$150,000	15.73%	11	12	11	9	1
\$150,001 - \$175,000	8.78%	10	13	10	13	4
\$175,001 - \$250,000	27.05%	9	25	8	9	16
\$250,001 - \$325,000	18.03%	13	19	14	11	3
\$325,001 - \$425,000	13.08%	19	31	22	17	16
\$425,001 and up	11.26%	35	93	33	38	29
Average Closed DOM		15	21	12	18	22
Total Closed Units	100%	1,697	178	908	520	91
Total Closed Volume		446,023,054	24.21M	196.05M	175.87M	49.90M



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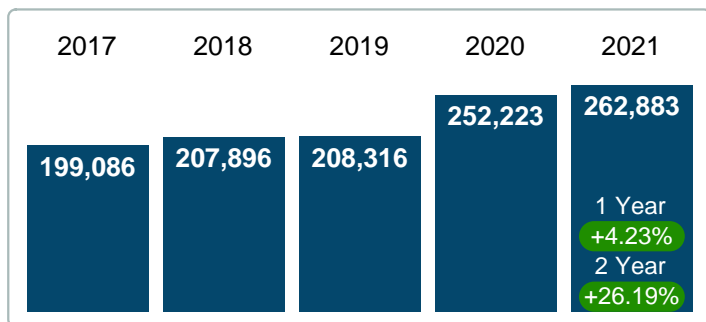
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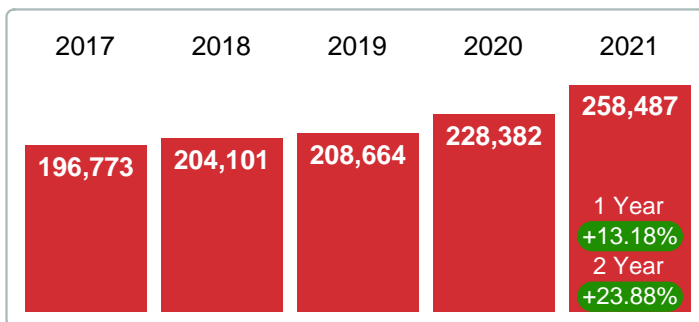
## AVERAGE LIST PRICE AT CLOSING

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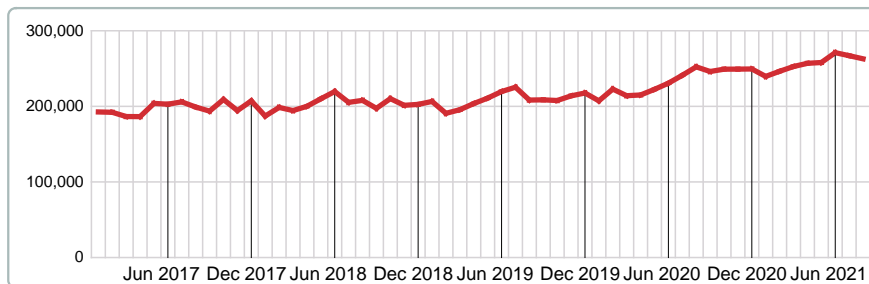
### AUGUST



### YEAR TO DATE (YTD)

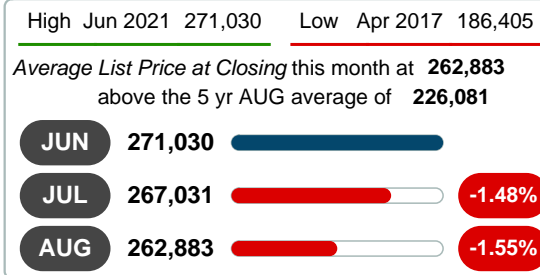


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 226,081



### 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	
\$75,000 and less	99	5.83%	51,273	51,281	55,756	46,100	0
\$75,001 - \$150,000	279	16.44%	118,494	113,389	119,885	123,056	132,450
\$150,001 - \$175,000	149	8.78%	164,912	159,393	164,799	169,276	155,000
\$175,001 - \$250,000	476	28.05%	213,423	204,881	207,078	219,991	228,025
\$250,001 - \$325,000	288	16.97%	289,009	295,100	282,092	288,747	293,180
\$325,001 - \$425,000	219	12.91%	371,255	363,250	362,435	370,958	371,296
\$425,001 and up	187	11.02%	627,145	471,500	583,232	581,398	734,174
<b>Average List Price</b>			262,883	137,290	215,242	338,094	554,141
<b>Total Closed Units</b>		100%	262,883	178	908	520	91
<b>Total Closed Volume</b>			446,112,844	24.44M	195.44M	175.81M	50.43M



# August 2021



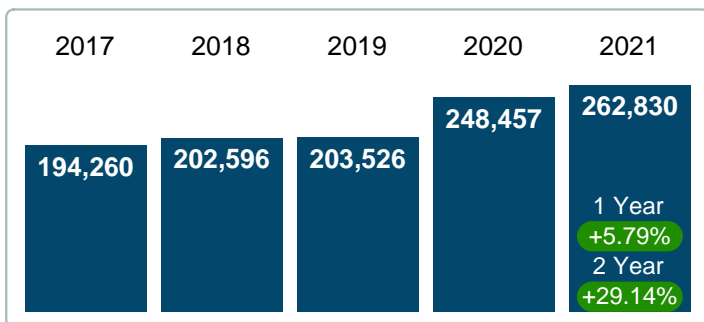
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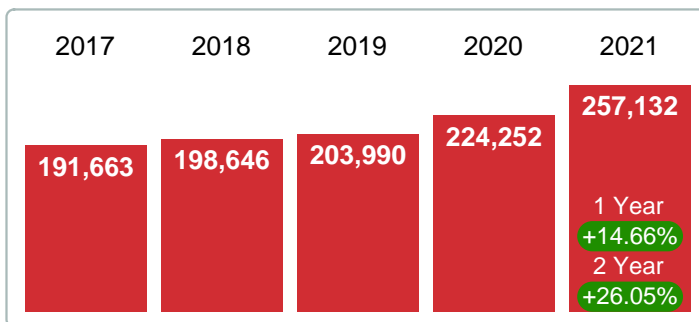
## AVERAGE SOLD PRICE AT CLOSING

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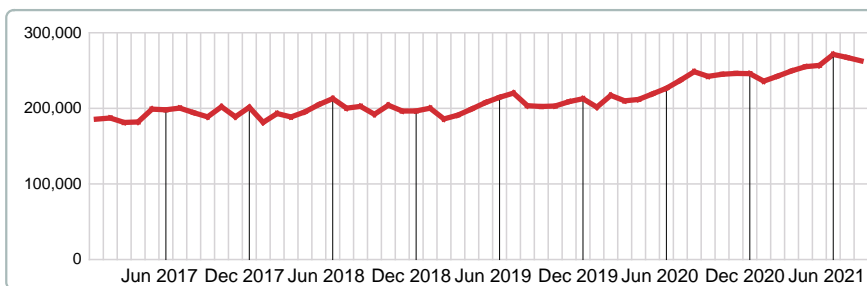
### AUGUST



### YEAR TO DATE (YTD)

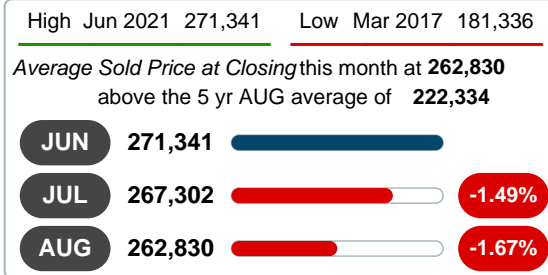


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 222,334



## 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		
\$75,000 and less	103	6.07%	50,051	49,109	52,129	44,449	0	
\$75,001 - \$150,000	267	15.73%	116,979	111,972	118,479	119,356	132,450	
\$150,001 - \$175,000	149	8.78%	164,731	161,686	165,022	165,706	160,000	
\$175,001 - \$250,000	459	27.05%	212,682	205,348	210,064	220,542	226,613	
\$250,001 - \$325,000	306	18.03%	286,354	290,344	282,946	289,743	297,400	
\$325,001 - \$425,000	222	13.08%	370,349	368,000	362,945	374,548	369,970	
\$425,001 and up	191	11.26%	615,846	454,833	580,916	576,973	724,300	
<b>Average Sold Price</b>		262,830		136,023	215,910	338,205	548,327	
<b>Total Closed Units</b>		1,697	100%	262,830	178	908	520	91
<b>Total Closed Volume</b>		446,023,054			24.21M	196.05M	175.87M	49.90M

# August 2021



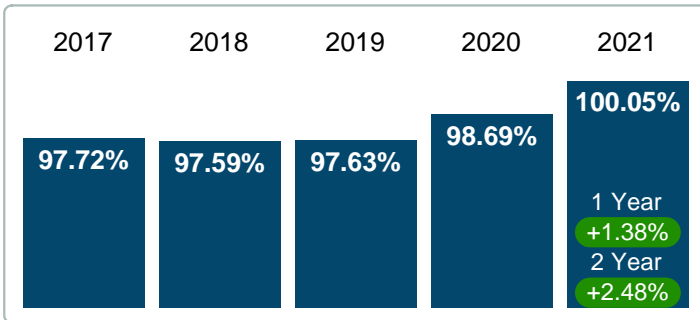
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



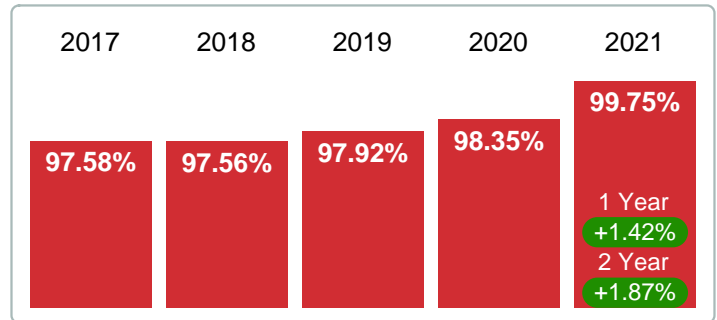
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

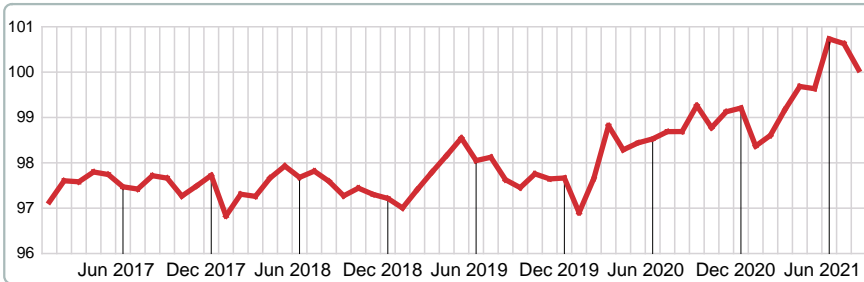
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

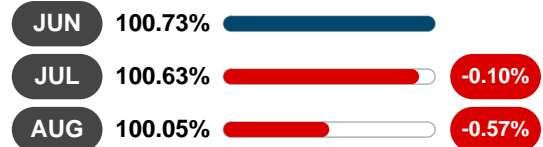


### 3 MONTHS

5 year AUG AVG = 98.34%

High Jun 2021 100.73% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **100.05%** above the 5 yr AUG average of **98.34%**



### 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
\$75,000 and less	103	6.07%	95.41%	96.43%	94.22%	96.08%	0.00%
\$75,001 - \$150,000	267	15.73%	98.90%	99.24%	98.95%	96.78%	100.00%
\$150,001 - \$175,000	149	8.78%	100.33%	101.71%	100.46%	98.02%	103.23%
\$175,001 - \$250,000	459	27.05%	101.22%	100.54%	101.64%	100.42%	99.56%
\$250,001 - \$325,000	306	18.03%	100.52%	98.64%	100.61%	100.49%	101.66%
\$325,001 - \$425,000	222	13.08%	100.76%	101.53%	100.45%	101.09%	99.71%
\$425,001 and up	191	11.26%	99.57%	96.69%	99.73%	99.76%	99.24%
Average Sold/List Ratio		100.10%		98.89%	100.24%	100.21%	99.58%
Total Closed Units	1,697	100%	100.10%	178	908	520	91
Total Closed Volume	446,023,054			24.21M	196.05M	175.87M	49.90M

# August 2021



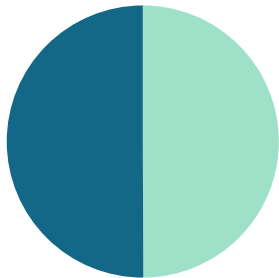
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY

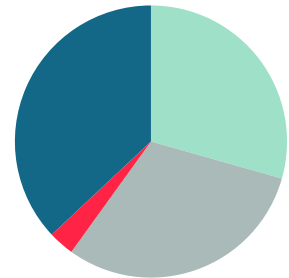


**Inventory**  
 New Listings  
**2,021 = 49.94%**  
 Start Inventory  
**2,026**  
 Total Inventory Units  
**4,047**  
 Volume  
**\$1,349,988,367**

### Market Activity

Closed Sales  
**1,697 = 29.39%**  
 Pending Sales  
**1,764 = 30.55%**  
 Other Off Market  
**177 = 3.07%**  
 Active Inventory  
**2,136 = 36.99%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,584	1,697	7.13%	10,188	11,607	13.93%
Pending Sales	1,723	1,764	2.38%	11,573	12,627	9.11%
New Listings	1,853	2,021	9.07%	13,814	14,184	2.68%
Average List Price	252,223	262,883	4.23%	228,382	258,487	13.18%
Average Sale Price	248,457	262,830	5.79%	224,252	257,132	14.66%
Average Percent of Selling Price to List Price	98.69%	100.05%	1.38%	98.35%	99.75%	1.42%
Average Days on Market to Sale	28.77	15.43	-46.35%	33.30	20.50	-38.45%
Monthly Inventory	2,417	2,136	-11.63%	2,417	2,136	-11.63%
Months Supply of Inventory	1.94	1.46	-24.85%	1.94	1.46	-24.85%

**Absorption:** Last 12 months, an Average of **1,468** Sales/Month

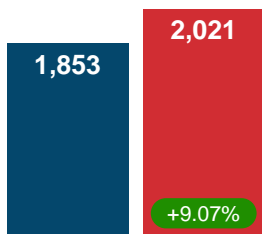
**Inventory** on August 31, 2021 = **2,136**

**2020** **2021**

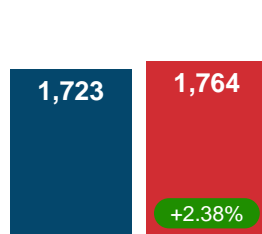
### AUGUST MARKET

### AVERAGE PRICES

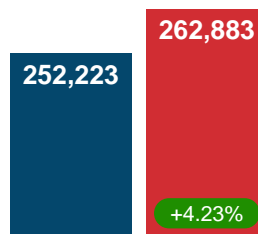
#### New Listings



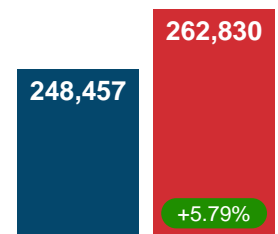
#### Pending Listings



#### List Price



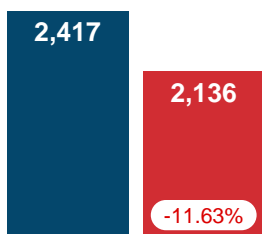
#### Sale Price



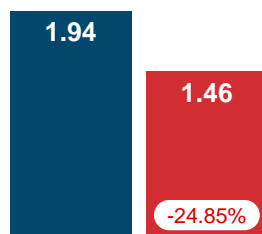
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

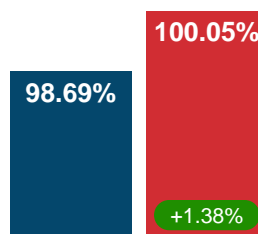
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

