

August 2021



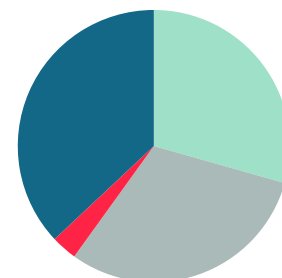
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	209,900	225,000	7.19%
Median Sale Price	208,000	229,900	10.53%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	9.00	5.00	-44.44%
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.

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 **10.53%** in August 2021 to \$229,900 versus the previous year at \$208,000.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 4.00 days or **44.44%** in August 2021 compared to last year's same month at **9.00** DOM.

Sales Success for August 2021 is Positive

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

There were 2,021 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.

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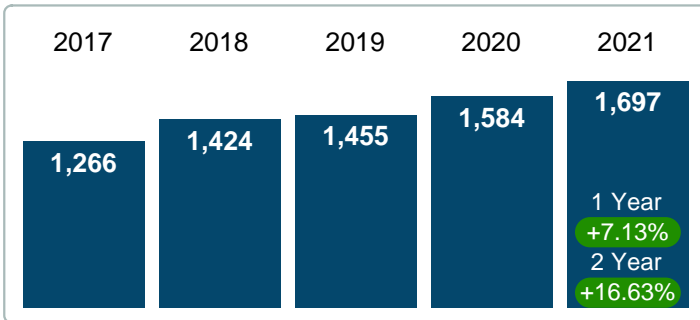
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



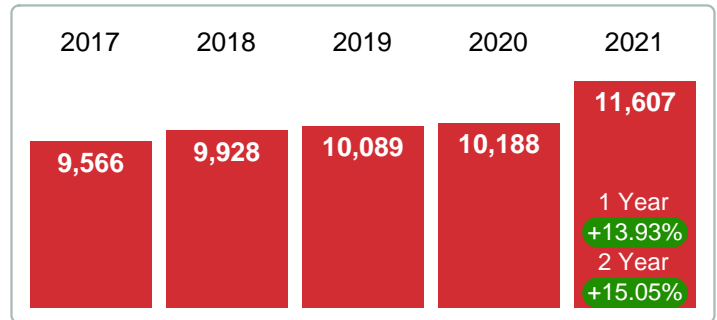
CLOSED LISTINGS

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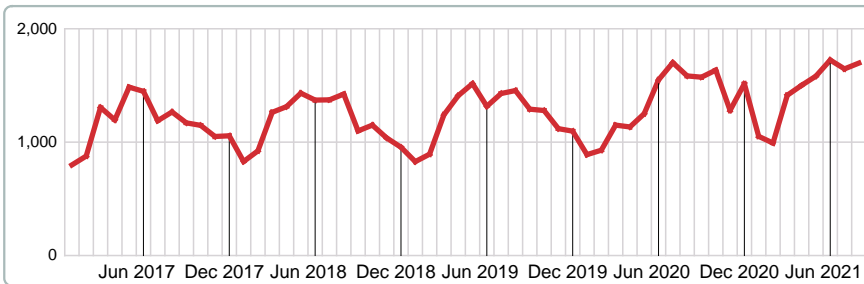
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,485

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	103	6.07%	12.0	48	46	9	0
\$75,001 - \$150,000	267	15.73%	6.0	68	181	16	2
\$150,001 - \$175,000	149	8.78%	5.0	15	116	17	1
\$175,001 - \$250,000	459	27.05%	4.0	31	304	116	8
\$250,001 - \$325,000	306	18.03%	5.0	9	159	133	5
\$325,001 - \$425,000	222	13.08%	4.5	4	69	126	23
\$425,001 and up	191	11.26%	10.0	3	33	103	52
Total Closed Units	1,697			178	908	520	91
Total Closed Volume	446,023,054	100%	5.0	24.21M	196.05M	175.87M	49.90M
Median Closed Price	\$229,900			\$119,500	\$197,500	\$309,500	\$465,100

August 2021



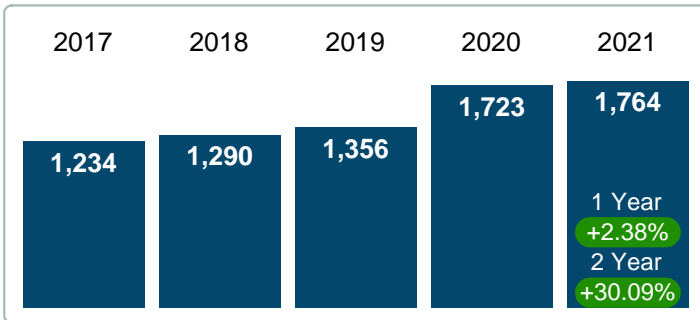
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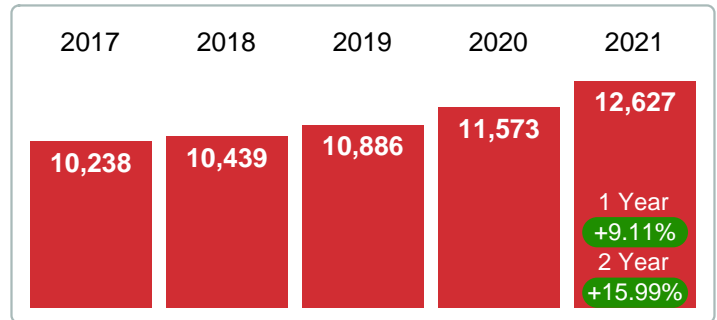
PENDING LISTINGS

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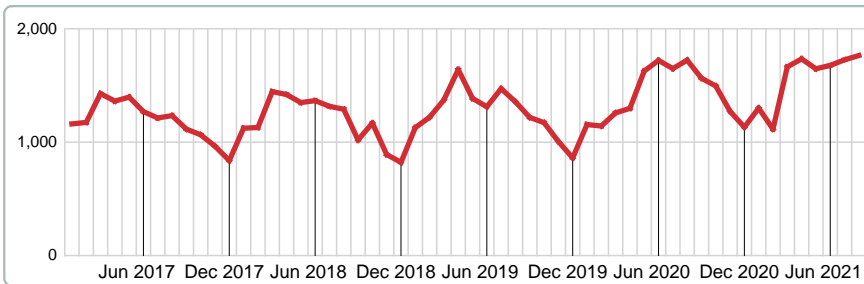
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,473

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	149	8.45%	12.0	74	72	3	0
\$100,001 - \$150,000	244	13.83%	8.0	51	166	24	3
\$150,001 - \$175,000	158	8.96%	6.0	20	125	13	0
\$175,001 - \$250,000	476	26.98%	7.0	27	336	108	5
\$250,001 - \$350,000	348	19.73%	7.0	9	161	163	15
\$350,001 - \$450,000	185	10.49%	7.0	1	52	112	20
\$450,001 and up	204	11.56%	24.0	3	31	123	47
Total Pending Units	1,764			185	943	546	90
Total Pending Volume	482,770,411	100%	8.0	25.43M	205.39M	206.14M	45.81M
Median Listing Price	\$225,000			\$125,000	\$199,000	\$325,000	\$462,450

August 2021



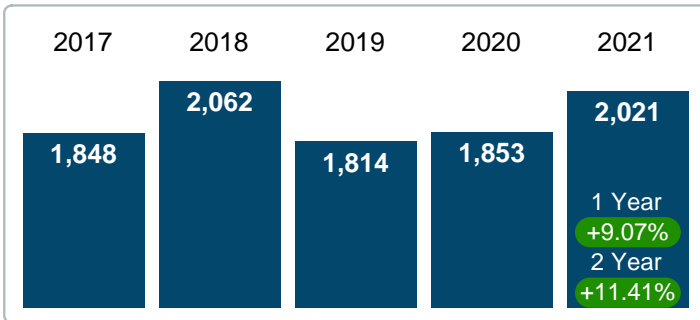
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



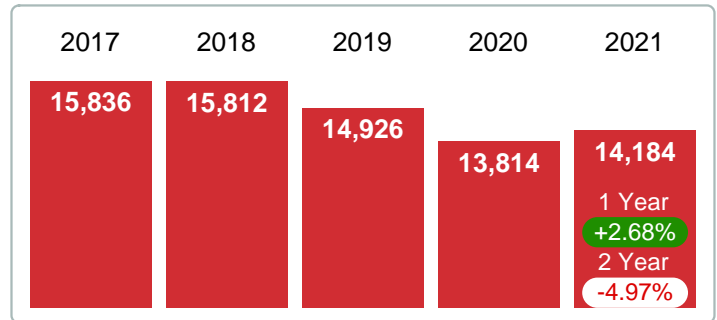
NEW LISTINGS

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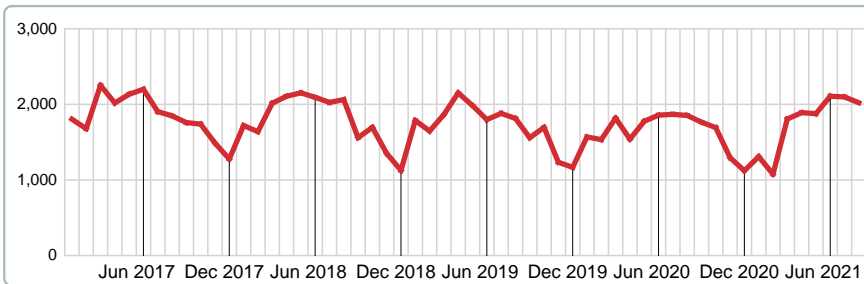
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

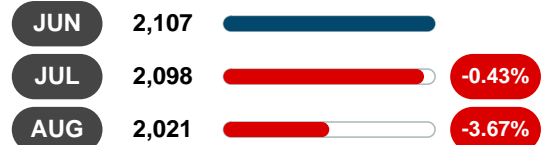


3 MONTHS

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
Total New Listed Units	2,021		209	1,065	626	121
Total New Listed Volume	578,819,445	100%	30.73M	245.38M	228.40M	74.31M
Median New Listed Listing Price	\$233,000		\$125,000	\$200,000	\$320,000	\$475,000

August 2021



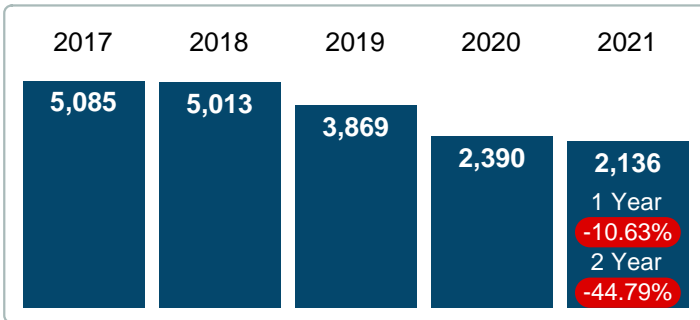
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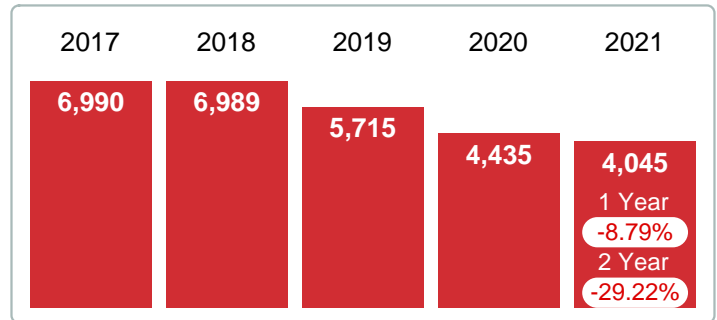
ACTIVE INVENTORY

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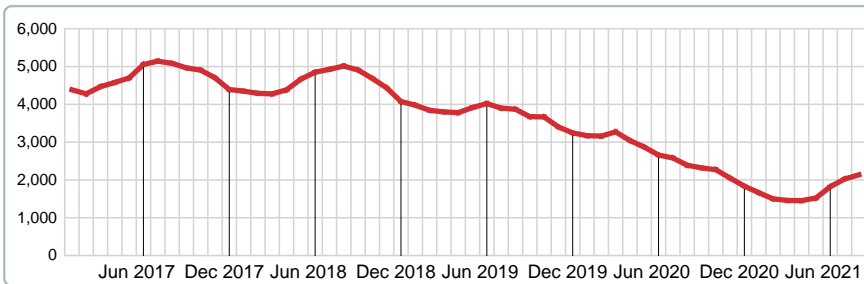
END OF AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	161	7.54%	48.0	99	47	13	2
\$75,001 - \$150,000	322	15.07%	33.0	90	190	34	8
\$150,001 - \$200,000	289	13.53%	27.0	41	190	54	4
\$200,001 - \$325,000	521	24.39%	26.0	31	275	194	21
\$325,001 - \$450,000	356	16.67%	39.0	13	129	182	32
\$450,001 - \$675,000	263	12.31%	40.0	5	71	145	42
\$675,001 and up	224	10.49%	65.5	4	38	88	94
Total Active Inventory by Units			2,136	283	940	710	203
Total Active Inventory by Volume			811,340,299	42.06M	263.89M	323.83M	181.55M
Median Active Inventory Listing Price			\$269,700	\$100,000	\$215,000	\$366,220	\$599,900

August 2021



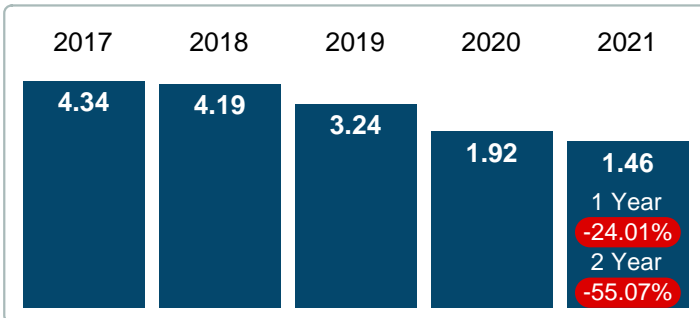
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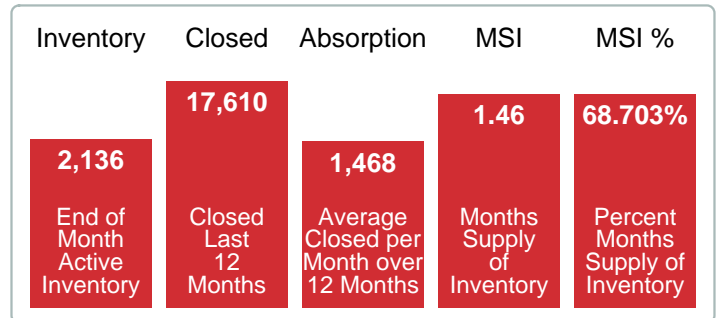
MONTHS SUPPLY of INVENTORY (MSI)

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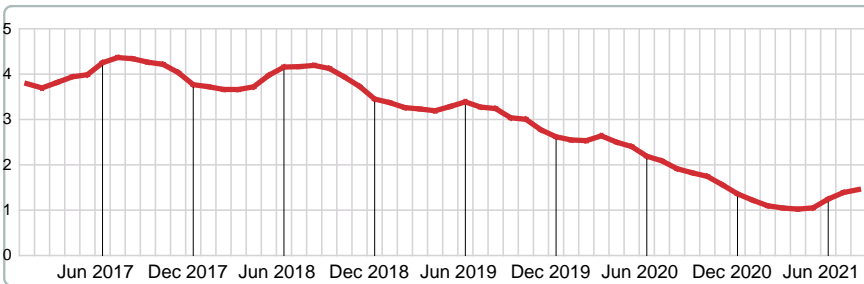
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

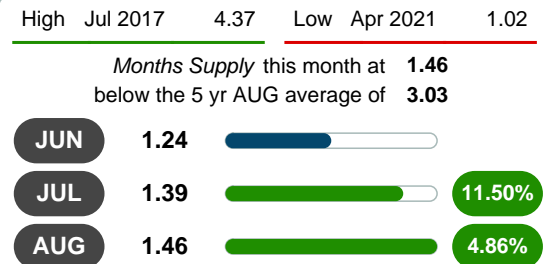


5 YEAR MARKET ACTIVITY TRENDS



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



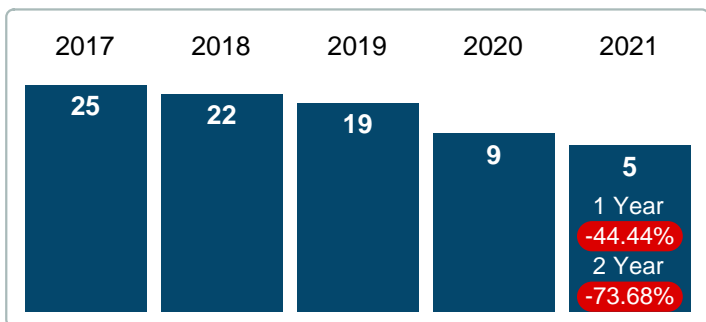
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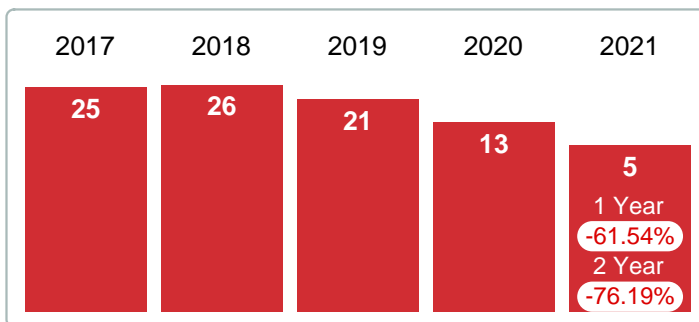
MEDIAN DAYS ON MARKET TO SALE

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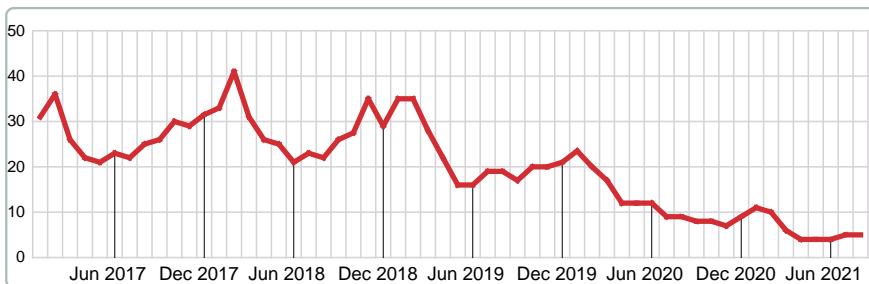
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

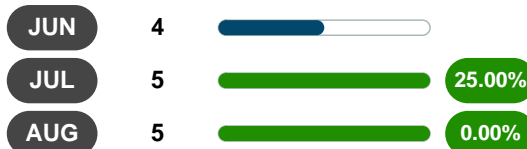


3 MONTHS

5 year AUG AVG = 16

High Feb 2018 41 Low Jun 2021 4

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



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	
\$75,000 and less	103	6.07%	12	15	7	15	0
\$75,001 - \$150,000	267	15.73%	6	7	6	4	1
\$150,001 - \$175,000	149	8.78%	5	8	4	10	4
\$175,001 - \$250,000	459	27.05%	4	8	4	4	12
\$250,001 - \$325,000	306	18.03%	5	6	5	6	3
\$325,001 - \$425,000	222	13.08%	5	9	4	5	7
\$425,001 and up	191	11.26%	10	132	9	10	9
Median Closed DOM		5		8	4	6	7
Total Closed Units		1,697		178	908	520	91
Total Closed Volume		446,023,054		24.21M	196.05M	175.87M	49.90M

August 2021



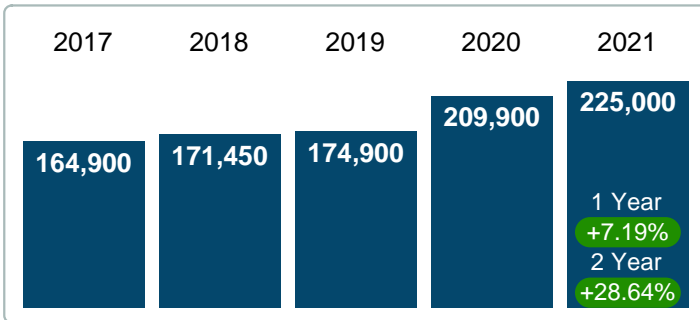
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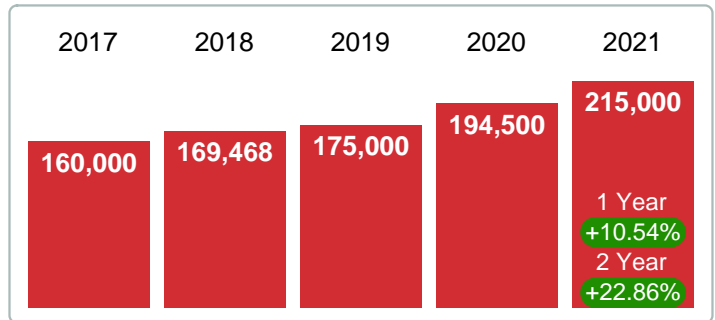
MEDIAN LIST PRICE AT CLOSING

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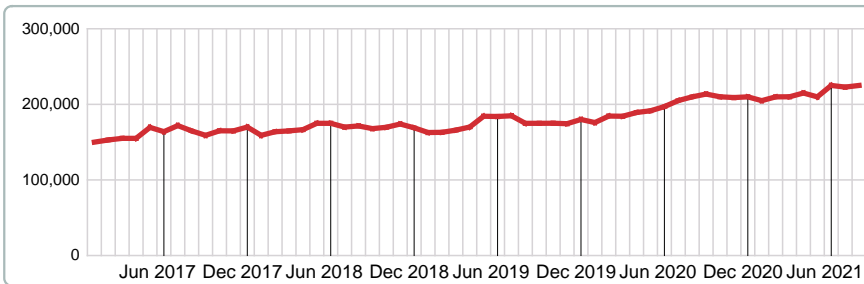
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

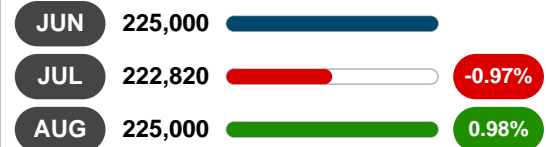


3 MONTHS

5 year AUG AVG = 189,230

High Aug 2021 225,000 Low Jan 2017 150,000

Median List Price at Closing this month at **225,000**
above the 5 yr AUG average of **189,230**



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
\$75,000 and less	99	5.83%	53,000	52,250	55,000	35,950	0
\$75,001 - \$150,000	279	16.44%	124,500	112,450	125,000	115,000	132,450
\$150,001 - \$175,000	149	8.78%	165,000	164,950	165,000	165,000	155,000
\$175,001 - \$250,000	476	28.05%	214,950	205,010	209,950	225,000	224,750
\$250,001 - \$325,000	288	16.97%	289,000	300,000	285,000	289,650	308,000
\$325,001 - \$425,000	219	12.91%	369,999	389,000	359,900	375,000	375,000
\$425,001 and up	187	11.02%	539,000	494,750	549,900	515,000	649,000
Median List Price			225,000	119,950	193,500	305,000	465,100
Total Closed Units		100%	225,000	178	908	520	91
Total Closed Volume			446,112,844	24.44M	195.44M	175.81M	50.43M

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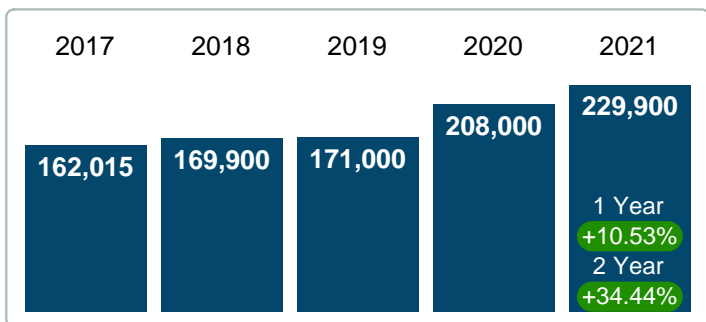
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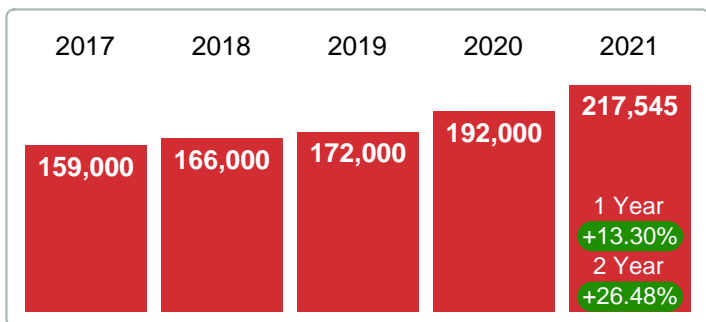
MEDIAN SOLD PRICE AT CLOSING

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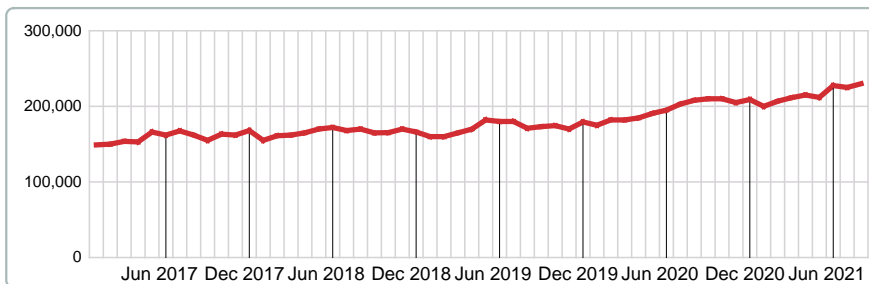
AUGUST



YEAR TO DATE (YTD)

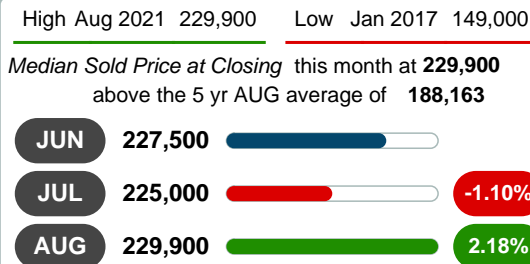


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 188,163



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
\$75,000 and less	6.07%	50,900	50,700	52,750	37,000	0
\$75,001 - \$150,000	15.73%	121,500	112,500	125,000	125,500	132,450
\$150,001 - \$175,000	8.78%	165,000	160,000	165,000	167,000	160,000
\$175,001 - \$250,000	27.05%	214,000	203,000	208,750	222,220	221,500
\$250,001 - \$325,000	18.03%	285,000	285,000	285,000	289,000	292,000
\$325,001 - \$425,000	13.08%	370,323	369,500	360,000	376,250	369,000
\$425,001 and up	11.26%	530,058	440,000	549,000	505,000	644,000
Median Sold Price		229,900	119,500	197,500	309,500	465,100
Total Closed Units	100%	229,900	178	908	520	91
Total Closed Volume		446,023,054	24.21M	196.05M	175.87M	49.90M

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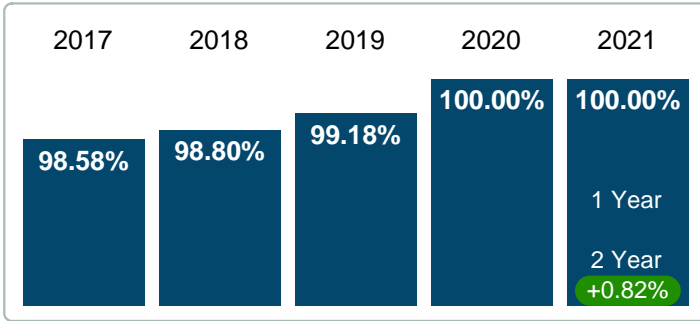
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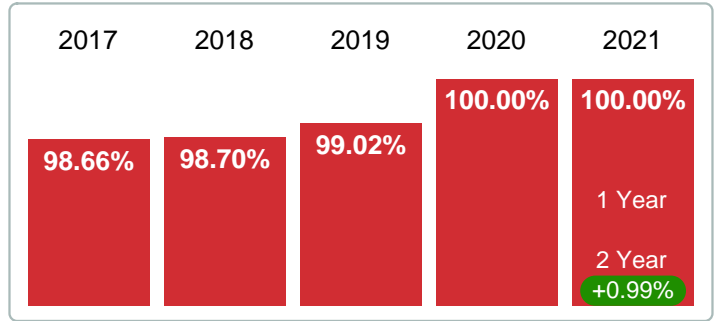
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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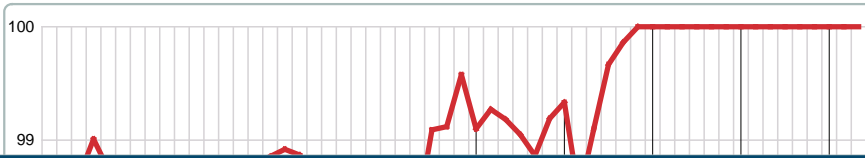
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.31%

High Aug 2021 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr AUG average of **99.31%**

JUN 100.00%
JUL 100.00%
AUG 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	
\$75,000 and less	103	6.07%	100.00%	100.00%	97.74%	93.75%	0.00%	
\$75,001 - \$150,000	267	15.73%	100.00%	100.00%	100.00%	100.00%	100.00%	
\$150,001 - \$175,000	149	8.78%	100.00%	100.00%	100.33%	97.98%	103.23%	
\$175,001 - \$250,000	459	27.05%	100.49%	100.00%	101.17%	100.00%	100.00%	
\$250,001 - \$325,000	306	18.03%	100.00%	98.75%	100.00%	100.00%	100.95%	
\$325,001 - \$425,000	222	13.08%	100.00%	99.85%	100.00%	100.26%	100.00%	
\$425,001 and up	191	11.26%	100.00%	100.00%	99.13%	100.00%	100.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%	
Total Closed Units		1,697	100%	100.00%	178	908	520	91
Total Closed Volume		446,023,054			24.21M	196.05M	175.87M	49.90M

August 2021



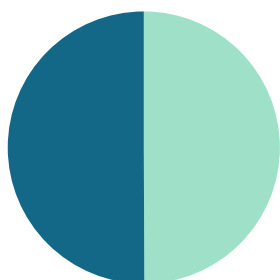
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY



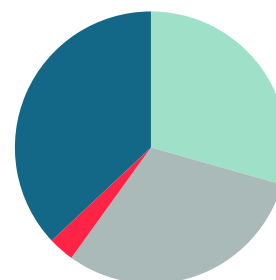
Inventory

- 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%
Median List Price	209,900	225,000	7.19%	194,500	215,000	10.54%
Median Sale Price	208,000	229,900	10.53%	192,000	217,545	13.30%
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	9.00	5.00	-44.44%	13.00	5.00	-61.54%
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

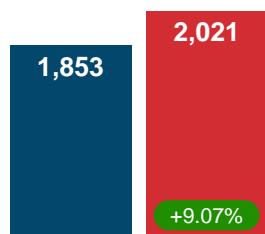
Inventory on August 31, 2021 = **2,136**

2020 **2021**

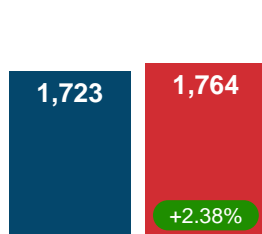
AUGUST MARKET

MEDIAN PRICES

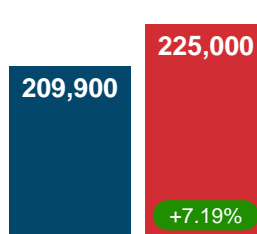
New Listings



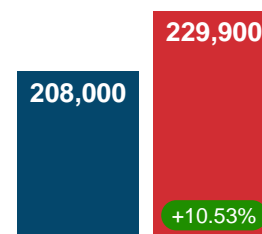
Pending Listings



List Price



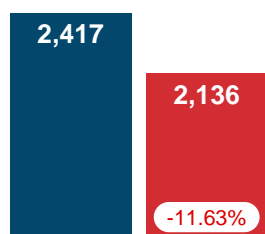
Sale Price



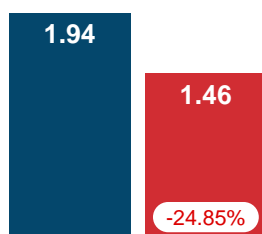
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

