

July 2021



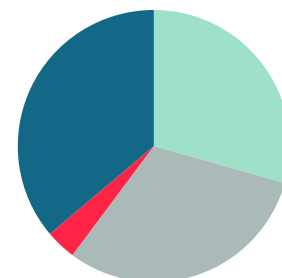
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	1,701	1,646	-3.23%
Pending Listings	1,649	1,726	4.67%
New Listings	1,868	2,098	12.31%
Average List Price	241,077	267,031	10.77%
Average Sale Price	237,118	267,302	12.73%
Average Percent of Selling Price to List Price	98.69%	100.63%	1.97%
Average Days on Market to Sale	29.53	14.65	-50.38%
End of Month Inventory	2,600	2,026	-22.08%
Months Supply of Inventory	2.10	1.39	-33.89%



■ Closed (29.39%)
■ Pending (30.82%)
■ Other OffMarket (3.62%)
■ Active (36.17%)

Absorption: Last 12 months, an Average of **1,458** Sales/Month
Active Inventory as of July 31, 2021 = **2,026**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **22.08%** to 2,026 existing homes available for sale. Over the last 12 months this area has had an average of 1,458 closed sales per month. This represents an unsold inventory index of **1.39** 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 **12.73%** in July 2021 to \$267,302 versus the previous year at \$237,118.

Average Days on Market Shortens

The average number of **14.65** days that homes spent on the market before selling decreased by 14.88 days or **50.38%** in July 2021 compared to last year's same month at **29.53** DOM.

Sales Success for July 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 2,098 New Listings in July 2021, up **12.31%** from last year at 1,868. Furthermore, there were 1,646 Closed Listings this month versus last year at 1,701, a **-3.23%** decrease.

Closed versus Listed trends yielded a **78.5%** ratio, down from previous year's, July 2020, at **91.1%**, a **13.84%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

July 2021



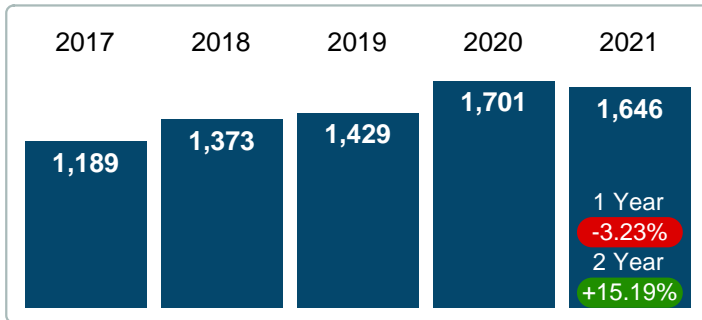
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



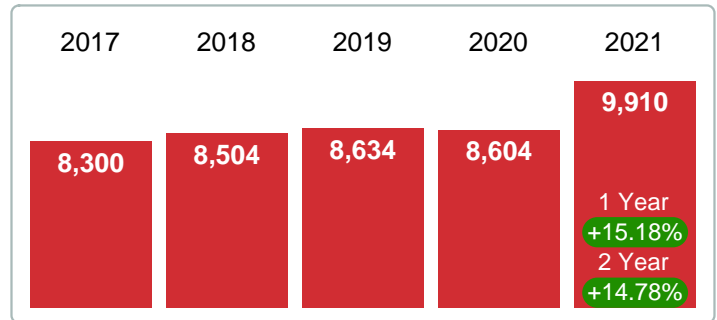
CLOSED LISTINGS

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

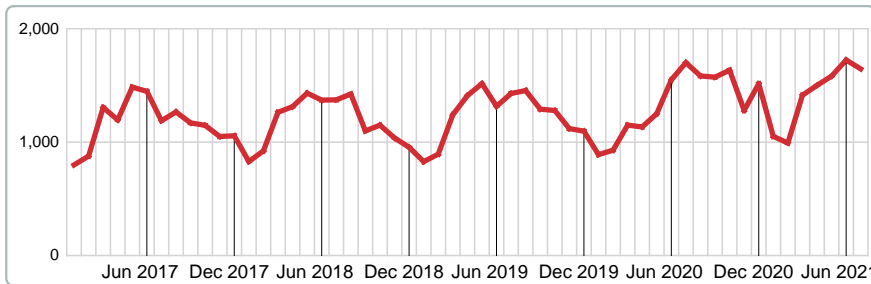
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,468

High Jun 2021 1,724 Low Jan 2017 799

Closed Listings this month at **1,646**
above the 5 yr JUL average of **1,468**



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	141	8.57%	22.1	75	57	6	3
\$100,001 - \$150,000	197	11.97%	9.7	47	138	11	1
\$150,001 - \$175,000	153	9.30%	8.6	14	127	10	2
\$175,001 - \$250,000	467	28.37%	8.5	32	336	89	10
\$250,001 - \$325,000	287	17.44%	13.8	12	128	131	16
\$325,001 - \$450,000	237	14.40%	20.5	9	64	136	28
\$450,001 and up	164	9.96%	30.4	1	33	77	53
Total Closed Units	1,646			190	883	460	113
Total Closed Volume	439,978,570	100%	14.7	27.25M	193.32M	160.83M	58.57M
Average Closed Price	\$267,302			\$143,424	\$218,938	\$349,633	\$518,361

July 2021



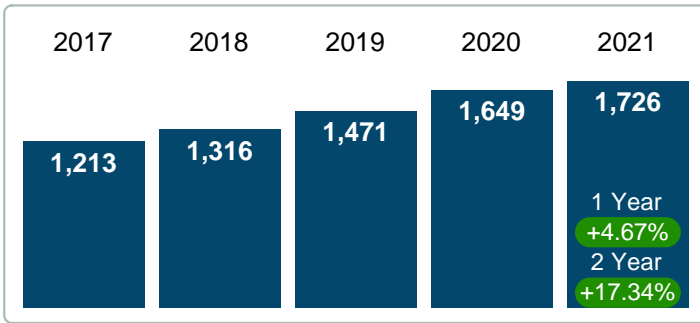
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



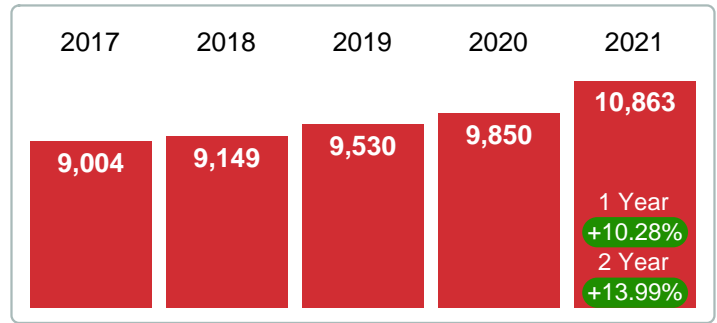
PENDING LISTINGS

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

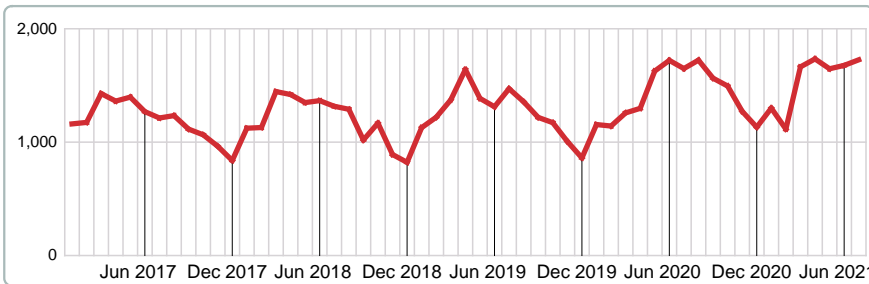
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,475

High Apr 2021 1,734 Low Dec 2018 822

Pending Listings this month at 1,726 above the 5 yr JUL average of 1,475



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	161	9.33%	24.1	74	78	8	1
\$100,001 - \$150,000	209	12.11%	17.0	46	152	11	0
\$150,001 - \$175,000	152	8.81%	16.0	14	122	15	1
\$175,001 - \$250,000	490	28.39%	13.5	35	335	111	9
\$250,001 - \$325,000	273	15.82%	14.4	7	130	130	6
\$325,001 - \$450,000	267	15.47%	19.7	7	87	154	19
\$450,001 and up	174	10.08%	30.8	3	34	91	46
Total Pending Units	1,726			186	938	520	82
Total Pending Volume	456,691,223	100%	17.8	26.91M	206.19M	181.71M	41.88M
Average Listing Price	\$264,465			\$144,691	\$219,818	\$349,438	\$510,747

July 2021



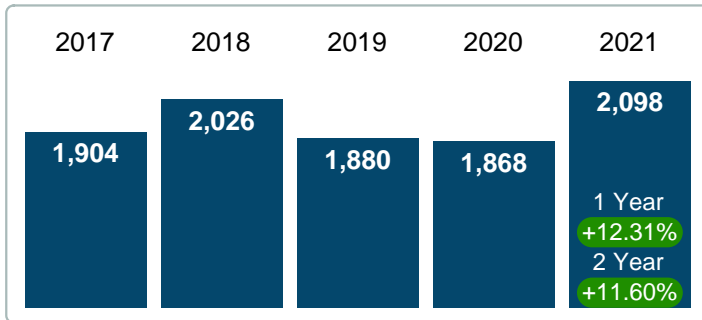
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



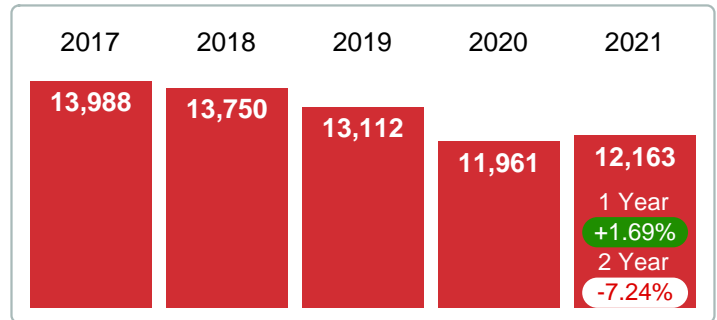
NEW LISTINGS

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

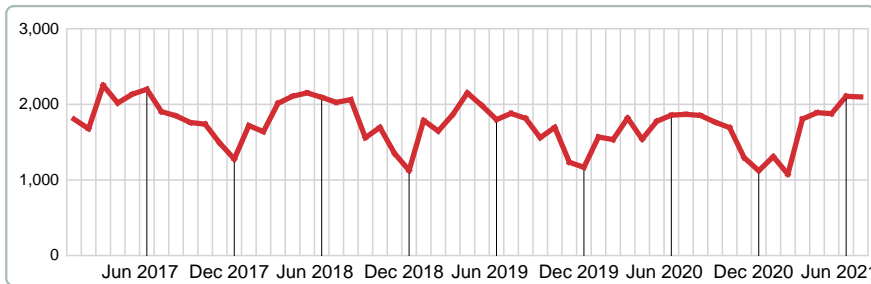
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,955

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

New Listings this month at **2,098**
above the 5 yr JUL average of **1,955**



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	189	9.01%	90	82	16	1
\$100,001 - \$150,000	271	12.92%	66	181	22	2
\$150,001 - \$175,000	171	8.15%	10	135	24	2
\$175,001 - \$275,000	661	31.51%	39	428	184	10
\$275,001 - \$350,000	290	13.82%	4	134	135	17
\$350,001 - \$475,000	277	13.20%	10	69	167	31
\$475,001 and up	239	11.39%	1	41	135	62
Total New Listed Units	2,098		220	1,070	683	125
Total New Listed Volume	606,354,957	100%	30.31M	243.55M	254.20M	78.30M
Average New Listed Listing Price	\$274,550		\$137,790	\$227,612	\$372,183	\$626,362

July 2021



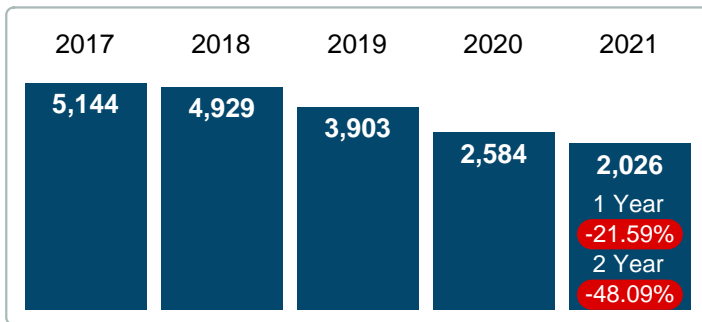
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



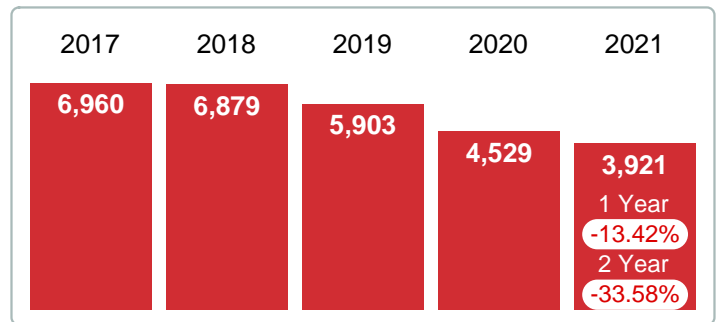
ACTIVE INVENTORY

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

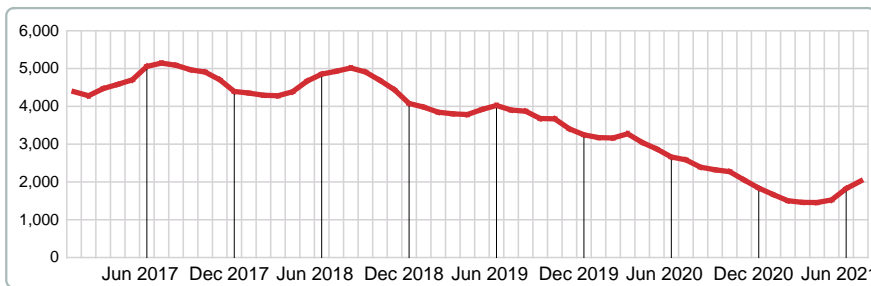
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3,717

High Jul 2017 5,144 Low Apr 2021 1,455

Inventory this month at 2,026
below the 5 yr JUL average of 3,717



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	162	8.00%	92.3	95	55	11	1
\$75,001 - \$125,000	188	9.28%	50.4	72	95	18	3
\$125,001 - \$175,000	271	13.38%	41.8	47	184	36	4
\$175,001 - \$325,000	616	30.40%	36.2	47	347	205	17
\$325,001 - \$450,000	317	15.65%	57.8	11	110	165	31
\$450,001 - \$725,000	270	13.33%	62.7	8	62	146	54
\$725,001 and up	202	9.97%	70.2	2	33	87	80
Total Active Inventory by Units	2,026			282	886	668	190
Total Active Inventory by Volume	771,168,922	100%	53.0	40.91M	242.46M	320.14M	167.67M
Average Active Inventory Listing Price	\$380,636			\$145,072	\$273,654	\$479,245	\$882,451

July 2021



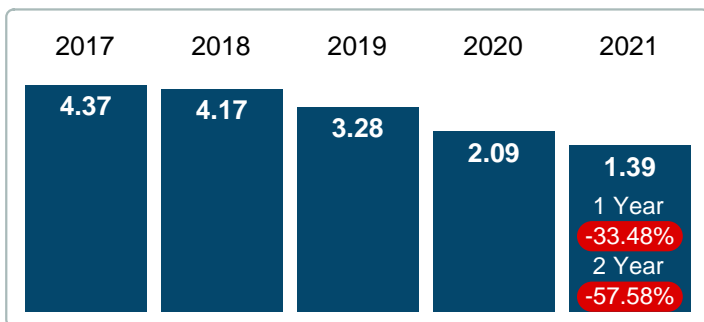
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



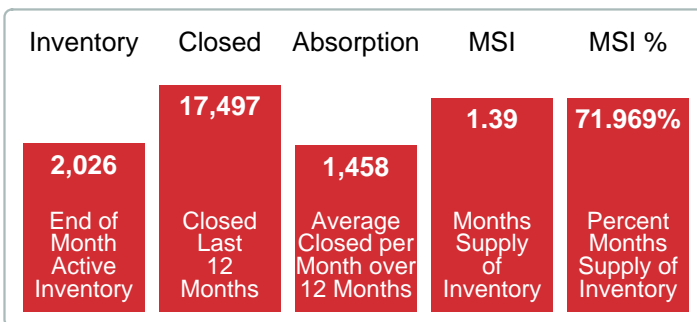
MONTHS SUPPLY of INVENTORY (MSI)

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

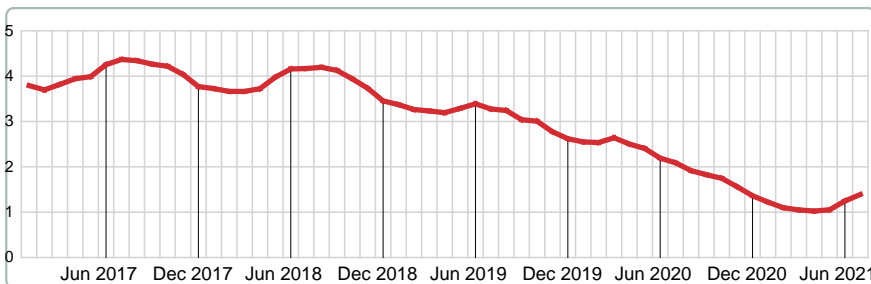
MSI FOR JULY



INDICATORS FOR JULY 2021

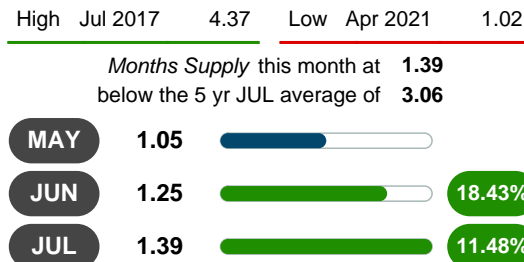


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.06



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	162	8.00%	1.70	1.92	1.42	1.81	0.80
\$75,001 - \$125,000	188	9.28%	1.32	1.76	1.06	1.77	2.12
\$125,001 - \$175,000	271	13.38%	0.99	1.94	0.85	1.22	2.09
\$175,001 - \$325,000	616	30.40%	0.97	1.74	0.96	0.93	0.69
\$325,001 - \$450,000	317	15.65%	1.65	2.36	2.04	1.54	1.19
\$450,001 - \$725,000	270	13.33%	2.97	7.38	3.90	2.90	2.29
\$725,001 and up	202	9.97%	6.83	4.80	10.15	5.55	7.80
Market Supply of Inventory (MSI)	1.39			1.91	1.13	1.52	2.13
Total Active Inventory by Units	2,026	100%	1.39	282	886	668	190

July 2021



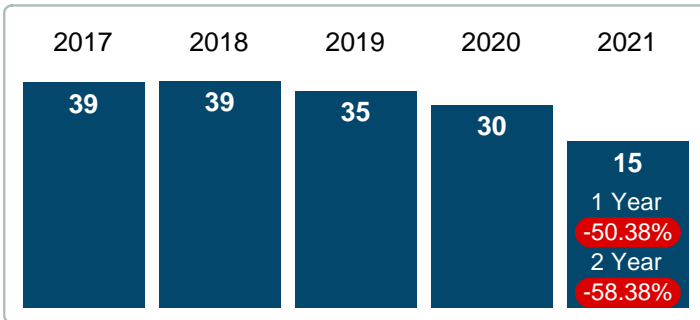
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



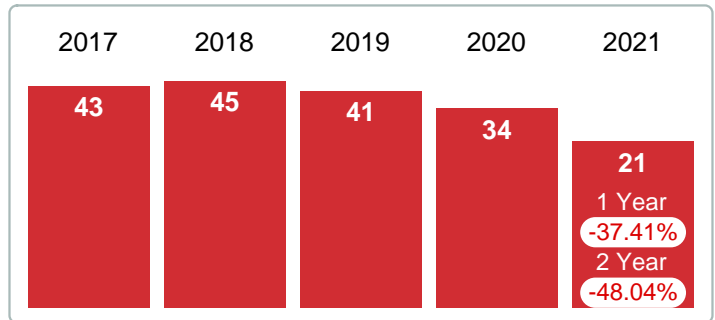
AVERAGE DAYS ON MARKET TO SALE

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

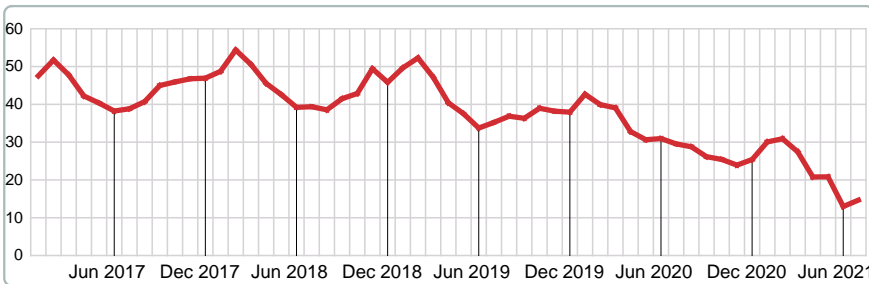
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 32

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 15 below the 5 yr JUL 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
\$100,000 and less	8.57%	22	19	21	53	49
\$100,001 - \$150,000	11.97%	10	12	9	16	1
\$150,001 - \$175,000	9.30%	9	14	7	13	23
\$175,001 - \$250,000	28.37%	9	12	8	10	4
\$250,001 - \$325,000	17.44%	14	22	13	13	18
\$325,001 - \$450,000	14.40%	20	21	17	22	18
\$450,001 and up	9.96%	30	3	25	22	47
Average Closed DOM		15	16	11	17	31
Total Closed Units	100%	15	190	883	460	113
Total Closed Volume		439,978,570	27.25M	193.32M	160.83M	58.57M

July 2021



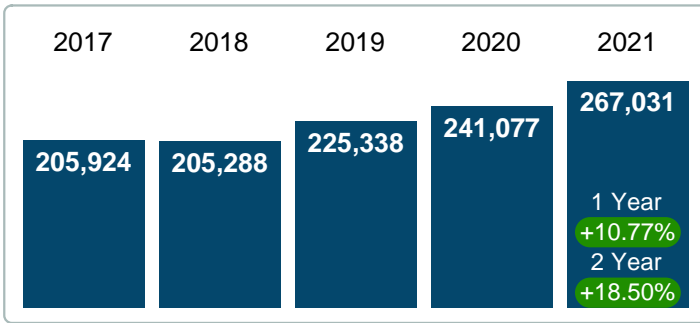
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



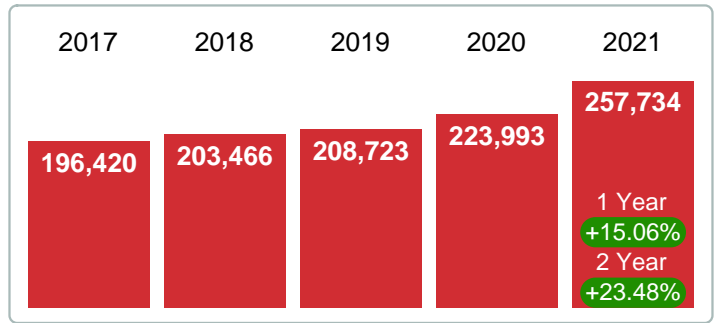
AVERAGE LIST PRICE AT CLOSING

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

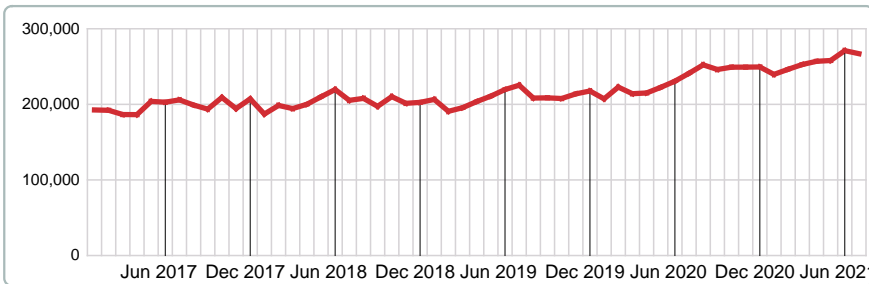
JULY



YEAR TO DATE (YTD)

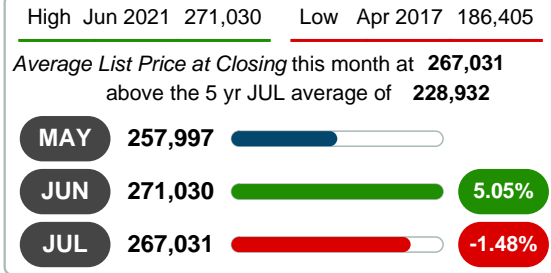


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 228,932



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	8.81%	68,450	66,294	70,617	76,483	93,667
\$100,001 - \$150,000	12.76%	131,428	125,433	129,900	143,564	135,000
\$150,001 - \$175,000	9.17%	165,683	169,329	163,079	157,070	159,900
\$175,001 - \$250,000	29.22%	212,115	207,128	206,649	214,731	214,940
\$250,001 - \$325,000	15.74%	287,382	280,458	278,686	285,618	297,356
\$325,001 - \$450,000	14.64%	383,013	390,433	371,585	386,138	380,930
\$450,001 and up	9.66%	680,661	479,000	622,273	621,195	781,749
Average List Price		267,031	143,287	217,537	348,875	528,687
Total Closed Units	100%	267,031	190	883	460	113
Total Closed Volume		439,533,722	27.22M	192.08M	160.48M	59.74M

July 2021



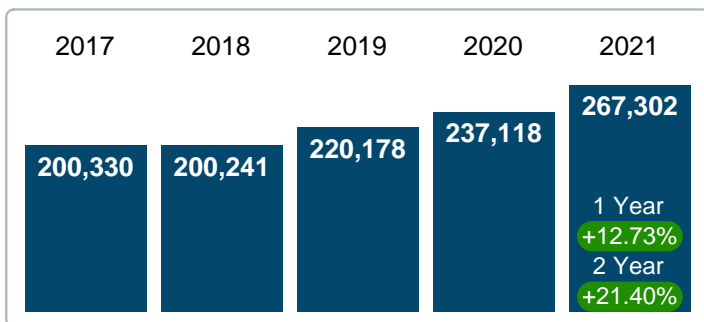
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



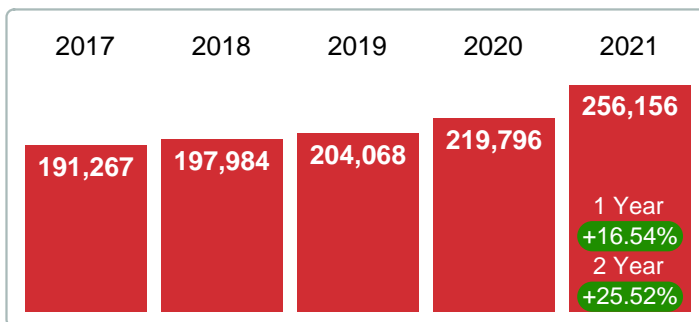
AVERAGE SOLD PRICE AT CLOSING

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

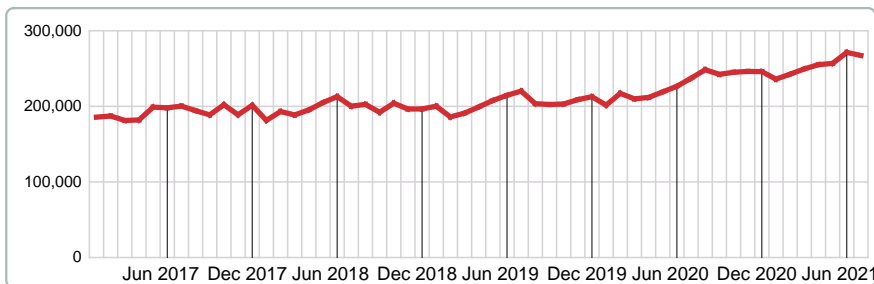
JULY



YEAR TO DATE (YTD)

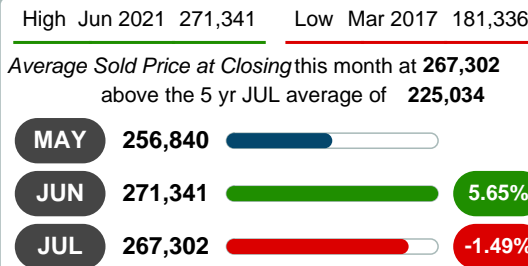


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 225,034



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	8.57%	66,261	64,837	66,931	74,833	72,000
\$100,001 - \$150,000	11.97%	130,435	128,024	130,939	134,014	135,000
\$150,001 - \$175,000	9.30%	164,769	167,243	164,838	162,410	154,863
\$175,001 - \$250,000	28.37%	211,034	208,302	210,002	215,396	215,600
\$250,001 - \$325,000	17.44%	284,822	275,842	281,318	287,665	296,315
\$325,001 - \$450,000	14.40%	382,432	397,156	370,262	386,982	383,418
\$450,001 and up	9.96%	663,398	479,000	613,235	620,782	760,025
Average Sold Price		267,302	143,424	218,938	349,633	518,361
Total Closed Units	100%	267,302	190	883	460	113
Total Closed Volume		439,978,570	27.25M	193.32M	160.83M	58.57M

July 2021



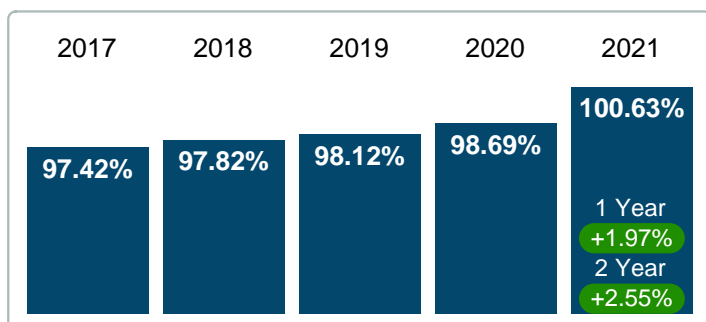
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



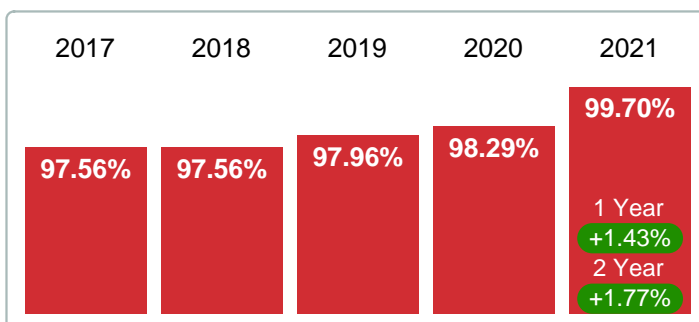
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

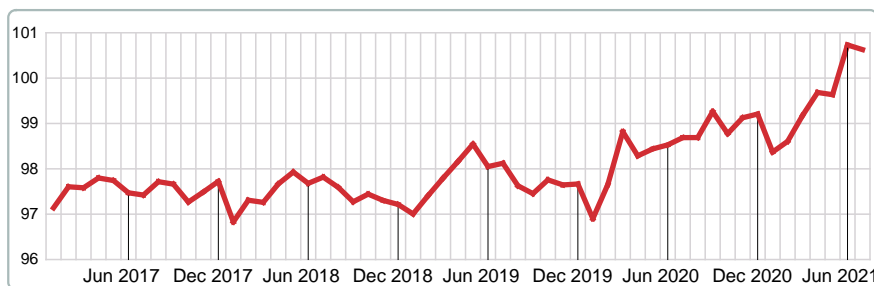
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

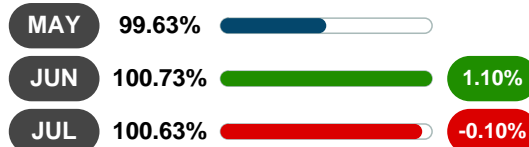


3 MONTHS

5 year JUL AVG = 98.54%

High Jun 2021 100.73% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **100.63%** above the 5 yr JUL average of **98.54%**



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	141	8.57%	96.08%	97.39%	95.18%	97.45%	77.77%
\$100,001 - \$150,000	197	11.97%	101.39%	102.27%	101.71%	93.72%	100.00%
\$150,001 - \$175,000	153	9.30%	101.21%	99.45%	101.28%	103.66%	97.34%
\$175,001 - \$250,000	467	28.37%	101.97%	100.66%	102.51%	100.59%	100.36%
\$250,001 - \$325,000	287	17.44%	100.84%	98.65%	101.18%	100.81%	99.89%
\$325,001 - \$450,000	237	14.40%	100.29%	101.82%	99.80%	100.33%	100.75%
\$450,001 and up	164	9.96%	99.38%	100.00%	98.81%	100.39%	98.26%
Average Sold/List Ratio		100.60%		99.60%	101.21%	100.40%	98.75%
Total Closed Units		1,646	100%	190	883	460	113
Total Closed Volume		439,978,570		27.25M	193.32M	160.83M	58.57M

July 2021



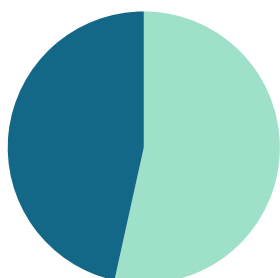
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

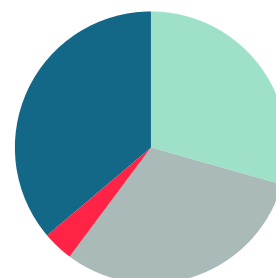


Inventory
 New Listings
2,098 = 53.47%
 Start Inventory
1,826
 Total Inventory Units
3,924
 Volume
\$1,299,993,052

Market Activity

Closed Sales
1,646 = 29.39%
 Pending Sales
1,726 = 30.82%
 Other Off Market
203 = 3.62%
 Active Inventory
2,026 = 36.17%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,701	1,646	-3.23%	8,604	9,910	15.18%
Pending Sales	1,649	1,726	4.67%	9,850	10,863	10.28%
New Listings	1,868	2,098	12.31%	11,961	12,163	1.69%
Average List Price	241,077	267,031	10.77%	223,993	257,734	15.06%
Average Sale Price	237,118	267,302	12.73%	219,796	256,156	16.54%
Average Percent of Selling Price to List Price	98.69%	100.63%	1.97%	98.29%	99.70%	1.43%
Average Days on Market to Sale	29.53	14.65	-50.38%	34.13	21.36	-37.41%
Monthly Inventory	2,600	2,026	-22.08%	2,600	2,026	-22.08%
Months Supply of Inventory	2.10	1.39	-33.89%	2.10	1.39	-33.89%

Absorption: Last 12 months, an Average of **1,458** Sales/Month

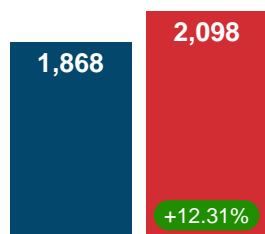
Inventory on July 31, 2021 = **2,026**

2020 **2021**

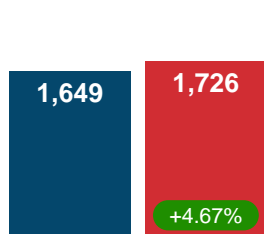
JULY MARKET

AVERAGE PRICES

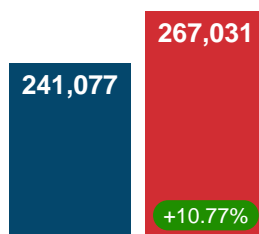
New Listings



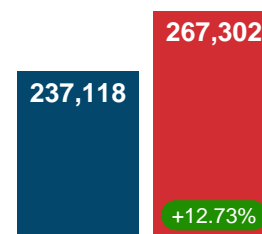
Pending Listings



List Price



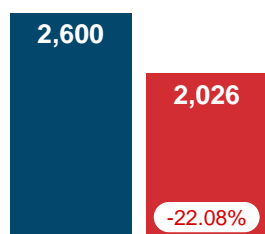
Sale Price



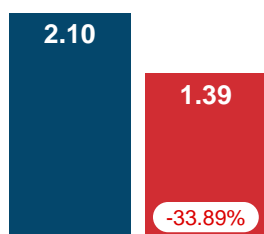
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

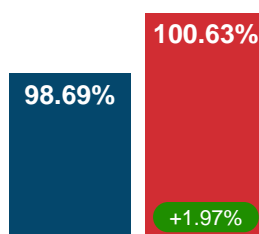
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

