

July 2021



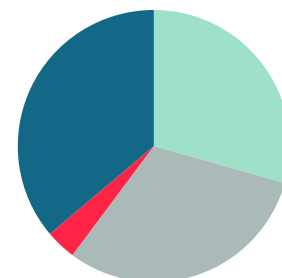
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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% |
| Median List Price | 205,000 | 222,820 | 8.69% |
| Median Sale Price | 203,000 | 225,000 | 10.84% |
| 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 | 2,600 | 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.

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 **10.84%** in July 2021 to \$225,000 versus the previous year at \$203,000.

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 July 2021 compared to last year's same month at **9.00** DOM.

Sales Success for July 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 2,098 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.

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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

July 2021



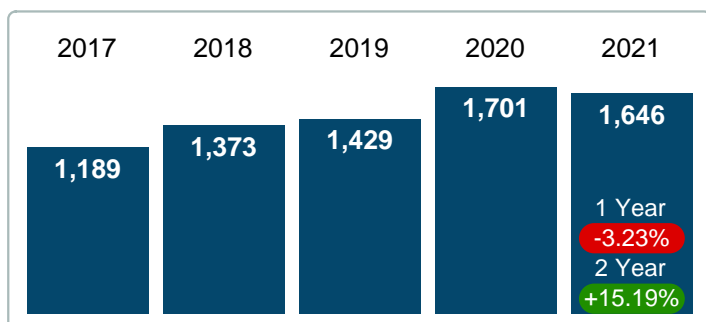
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



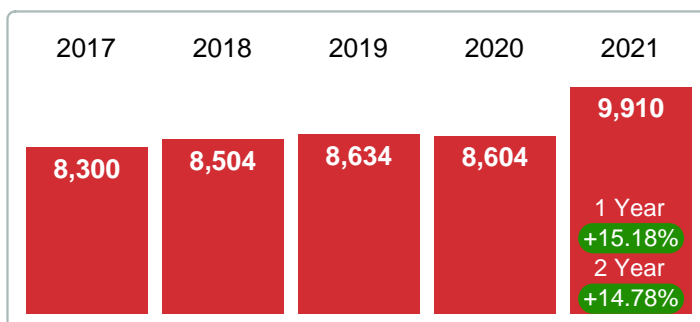
CLOSED LISTINGS

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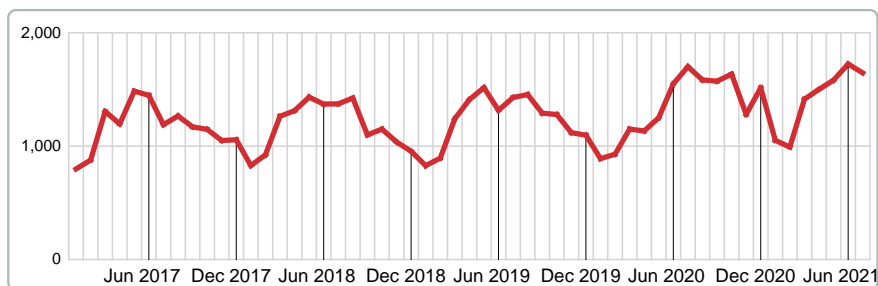
JULY



YEAR TO DATE (YTD)

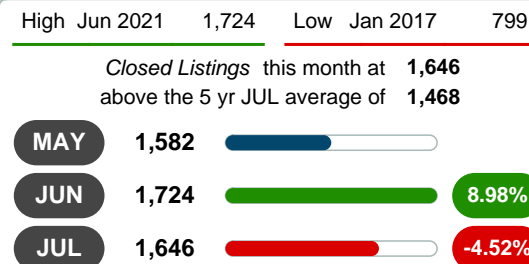


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,468



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 141 | 8.57% | 6.0 | 75 | 57 | 6 | 3 |
| \$100,001 - \$150,000 | 197 | 11.97% | 5.0 | 47 | 138 | 11 | 1 |
| \$150,001 - \$175,000 | 153 | 9.30% | 4.0 | 14 | 127 | 10 | 2 |
| \$175,001 - \$250,000 | 467 | 28.37% | 4.0 | 32 | 336 | 89 | 10 |
| \$250,001 - \$325,000 | 287 | 17.44% | 5.0 | 12 | 128 | 131 | 16 |
| \$325,001 - \$450,000 | 237 | 14.40% | 6.0 | 9 | 64 | 136 | 28 |
| \$450,001 and up | 164 | 9.96% | 13.0 | 1 | 33 | 77 | 53 |
| Total Closed Units | 1,646 | | | 190 | 883 | 460 | 113 |
| Total Closed Volume | 439,978,570 | 100% | 5.0 | 27.25M | 193.32M | 160.83M | 58.57M |
| Median Closed Price | \$225,000 | | | \$124,138 | \$200,000 | \$316,068 | \$424,000 |

July 2021



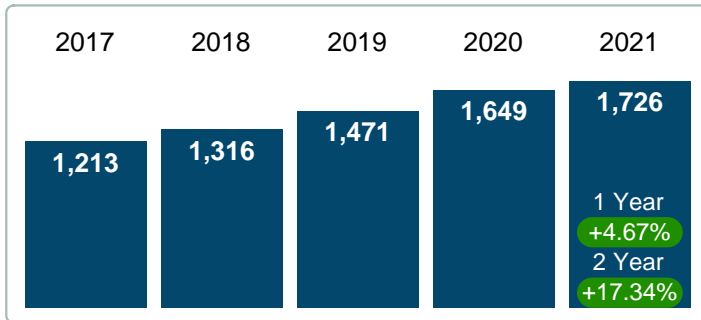
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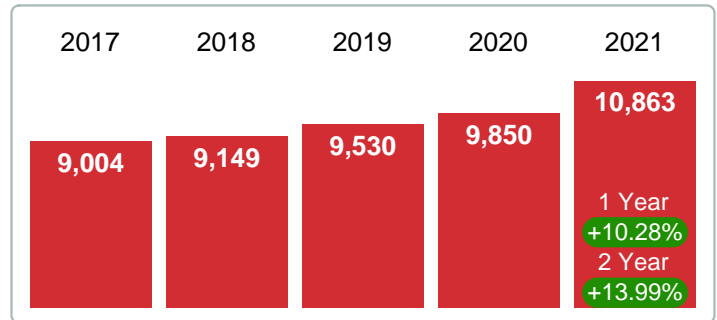
PENDING LISTINGS

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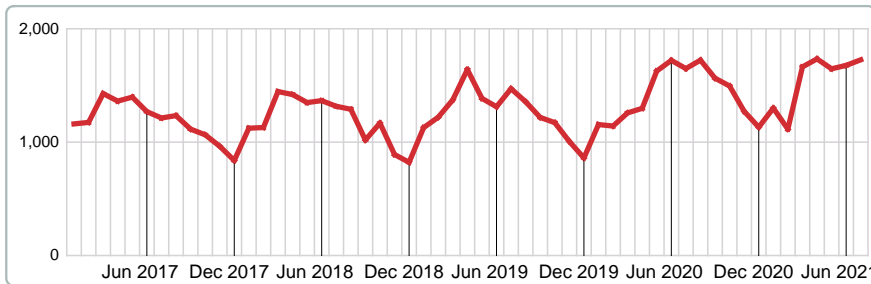
JULY



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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 161 | 9.33% | 11.0 | 74 | 78 | 8 | 1 |
| \$100,001 - \$150,000 | 209 | 12.11% | 7.0 | 46 | 152 | 11 | 0 |
| \$150,001 - \$175,000 | 152 | 8.81% | 6.0 | 14 | 122 | 15 | 1 |
| \$175,001 - \$250,000 | 490 | 28.39% | 6.0 | 35 | 335 | 111 | 9 |
| \$250,001 - \$325,000 | 273 | 15.82% | 7.0 | 7 | 130 | 130 | 6 |
| \$325,001 - \$450,000 | 267 | 15.47% | 6.0 | 7 | 87 | 154 | 19 |
| \$450,001 and up | 174 | 10.08% | 9.0 | 3 | 34 | 91 | 46 |
| Total Pending Units | 1,726 | | | 186 | 938 | 520 | 82 |
| Total Pending Volume | 456,691,223 | 100% | 7.0 | 26.91M | 206.19M | 181.71M | 41.88M |
| Median Listing Price | \$228,758 | | | \$126,110 | \$195,500 | \$310,000 | \$465,050 |

July 2021



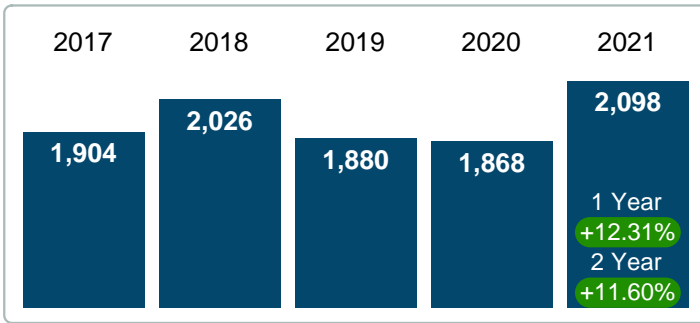
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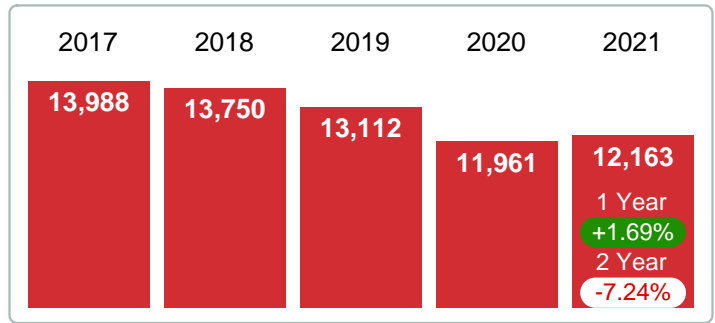
NEW LISTINGS

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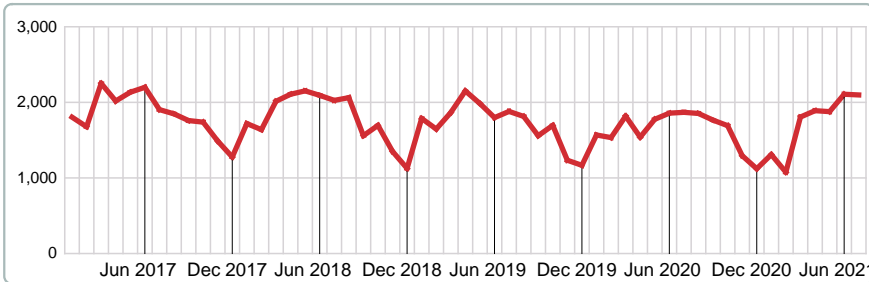
JULY



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 |
| Median New Listed Listing Price | \$234,951 | | \$116,450 | \$199,900 | \$321,000 | \$469,000 |

July 2021



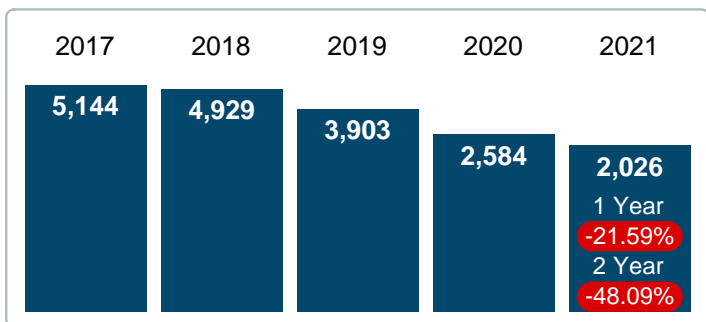
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



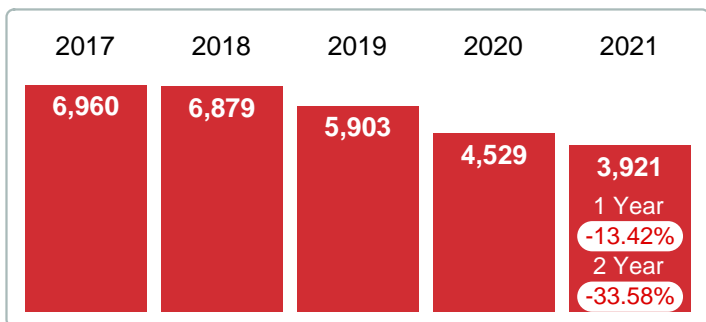
ACTIVE INVENTORY

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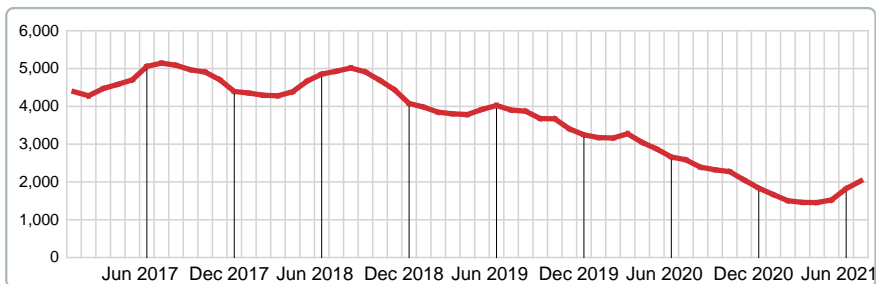
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

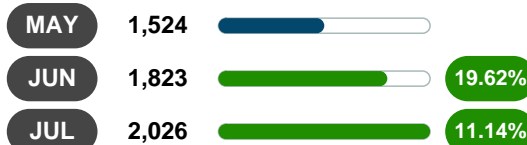


3 MONTHS

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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-----|--------|-------------|-----------|-----------|-----------|-----------|
| \$75,000 and less | 162 | 8.00% | 50.0 | 95 | 55 | 11 | 1 |
| \$75,001 - \$125,000 | 188 | 9.28% | 30.5 | 72 | 95 | 18 | 3 |
| \$125,001 - \$175,000 | 271 | 13.38% | 23.0 | 47 | 184 | 36 | 4 |
| \$175,001 - \$325,000 | 616 | 30.40% | 21.0 | 47 | 347 | 205 | 17 |
| \$325,001 - \$450,000 | 317 | 15.65% | 35.0 | 11 | 110 | 165 | 31 |
| \$450,001 - \$725,000 | 270 | 13.33% | 40.0 | 8 | 62 | 146 | 54 |
| \$725,001 and up | 202 | 9.97% | 56.5 | 2 | 33 | 87 | 80 |
| Total Active Inventory by Units | | | 2,026 | 282 | 886 | 668 | 190 |
| Total Active Inventory by Volume | | | 771,168,922 | 40.91M | 242.46M | 320.14M | 167.67M |
| Median Active Inventory Listing Price | | | \$265,000 | \$104,950 | \$205,950 | \$379,841 | \$657,450 |

July 2021



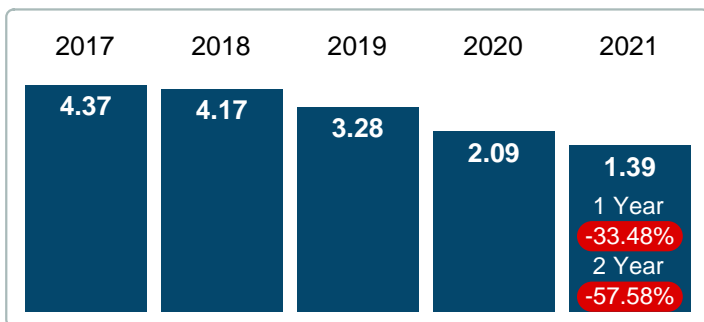
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



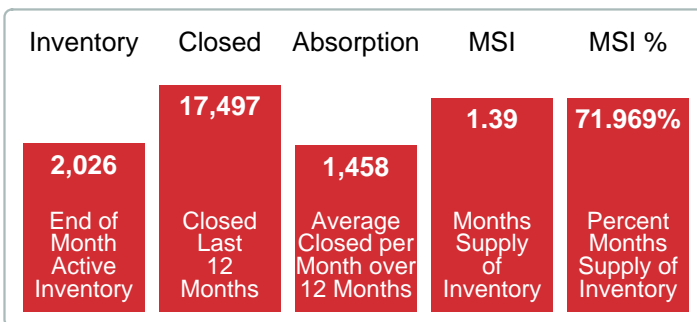
MONTHS SUPPLY of INVENTORY (MSI)

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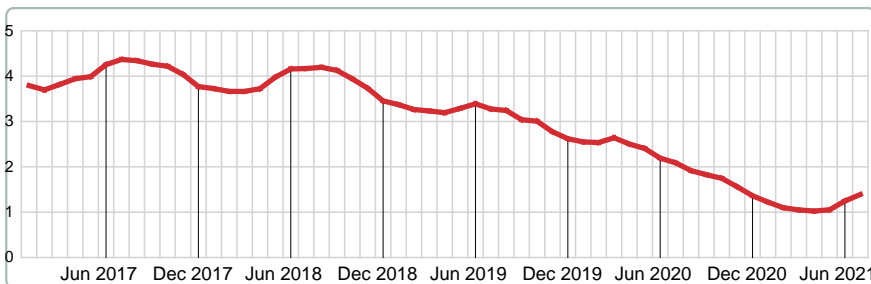
MSI FOR JULY



INDICATORS FOR JULY 2021

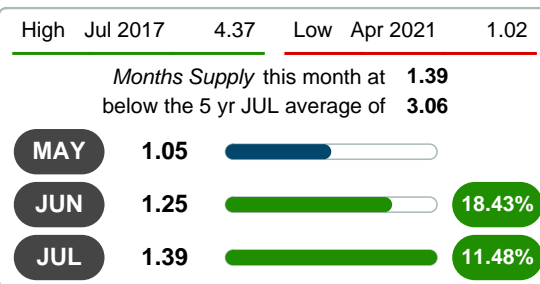


5 YEAR MARKET ACTIVITY TRENDS



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 | | 100% | 1.39 | 282 | 886 | 668 | 190 |

July 2021



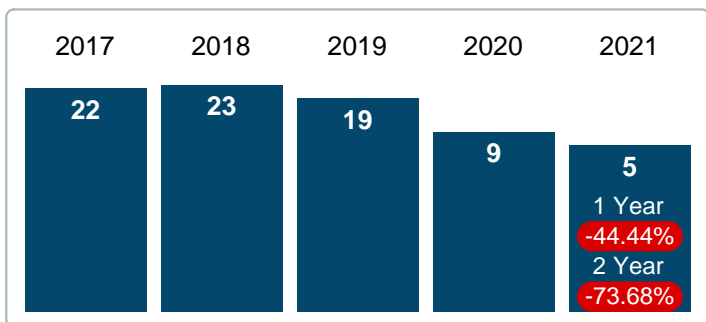
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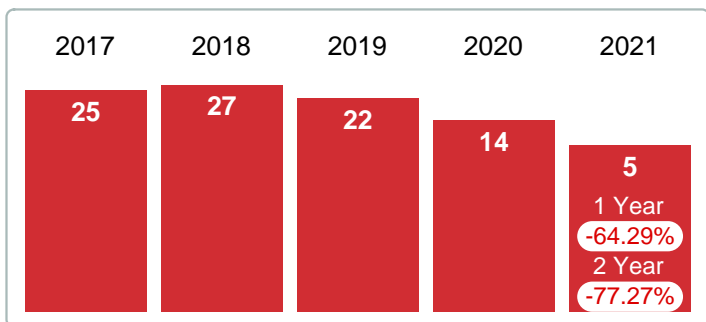
MEDIAN DAYS ON MARKET TO SALE

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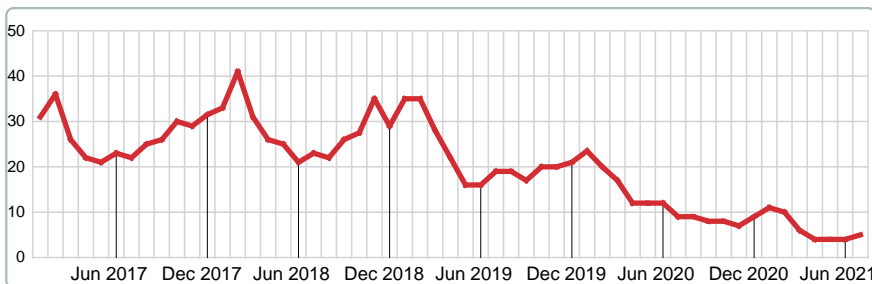
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 16

High Feb 2018 41 Low Jun 2021 4

Median Days on Market to Sale this month at 5 below the 5 yr JUL 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 |
|--|--------|------|----------|---------|---------|---------|
| \$100,000 and less | 8.57% | 6 | 5 | 7 | 32 | 42 |
| \$100,001 - \$150,000 | 11.97% | 5 | 5 | 5 | 8 | 1 |
| \$150,001 - \$175,000 | 9.30% | 4 | 8 | 4 | 5 | 23 |
| \$175,001 - \$250,000 | 28.37% | 4 | 5 | 4 | 5 | 1 |
| \$250,001 - \$325,000 | 17.44% | 5 | 13 | 4 | 5 | 8 |
| \$325,001 - \$450,000 | 14.40% | 6 | 14 | 5 | 5 | 6 |
| \$450,001 and up | 9.96% | 13 | 3 | 15 | 8 | 25 |
| Median Closed DOM | | 5 | 5 | 4 | 5 | 10 |
| Total Closed Units | 100% | 5.0 | 190 | 883 | 460 | 113 |
| Total Closed Volume | | | 27.25M | 193.32M | 160.83M | 58.57M |

July 2021



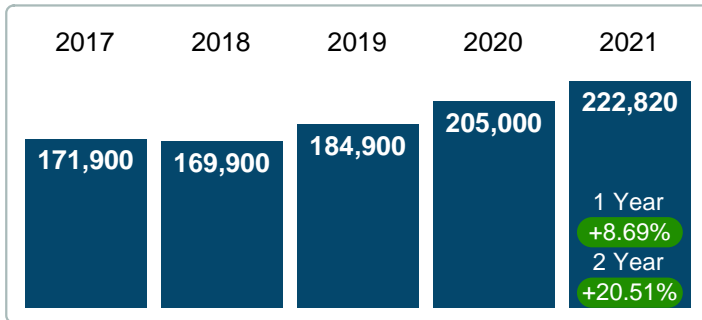
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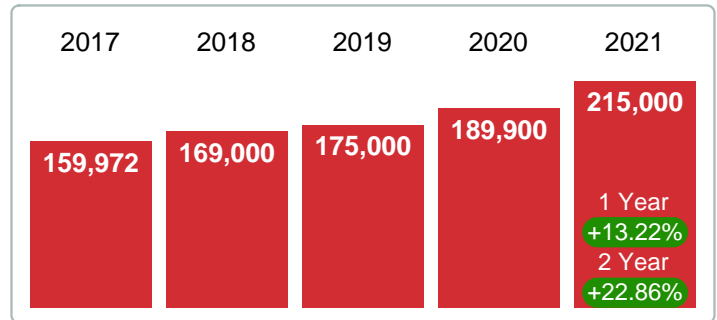
MEDIAN LIST PRICE AT CLOSING

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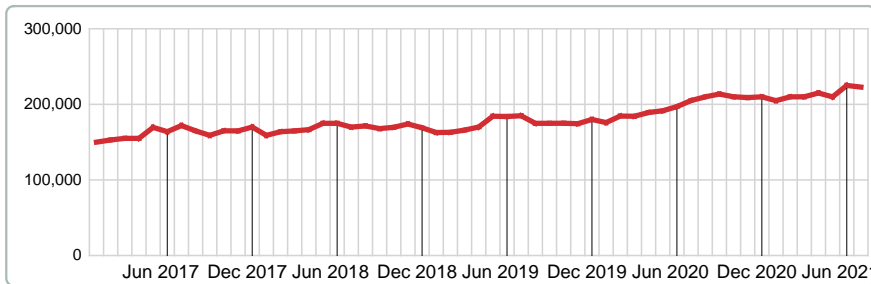
JULY



YEAR TO DATE (YTD)

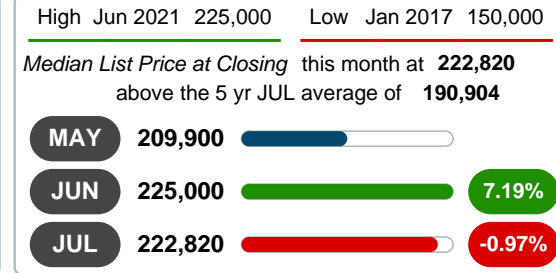


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 190,904



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 |
|---|--------|-------------|----------|---------|---------|---------|
| \$100,000 and less | 8.81% | 72,500 | 72,000 | 73,700 | 74,750 | 73,000 |
| \$100,001 - \$150,000 | 12.76% | 134,900 | 127,500 | 134,999 | 135,500 | 135,000 |
| \$150,001 - \$175,000 | 9.17% | 166,000 | 169,700 | 166,000 | 160,000 | 169,900 |
| \$175,001 - \$250,000 | 29.22% | 210,000 | 207,000 | 210,000 | 222,820 | 215,000 |
| \$250,001 - \$325,000 | 15.74% | 285,000 | 281,750 | 279,900 | 290,000 | 307,450 |
| \$325,001 - \$450,000 | 14.64% | 379,900 | 399,500 | 364,900 | 385,000 | 383,605 |
| \$450,001 and up | 9.66% | 599,600 | 479,000 | 594,300 | 592,000 | 631,288 |
| Median List Price | | 222,820 | 123,950 | 195,000 | 315,000 | 423,000 |
| Total Closed Units | 100% | 1,646 | 190 | 883 | 460 | 113 |
| Total Closed Volume | | 439,533,722 | 27.22M | 192.08M | 160.48M | 59.74M |

July 2021



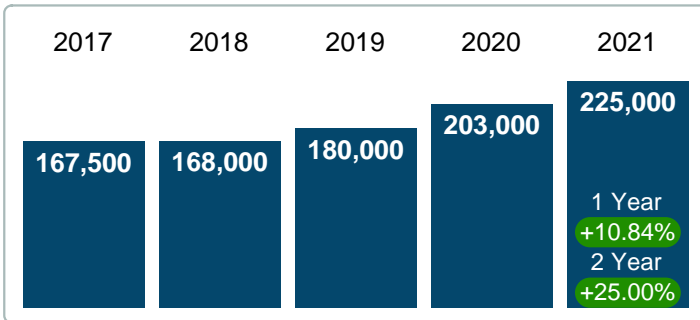
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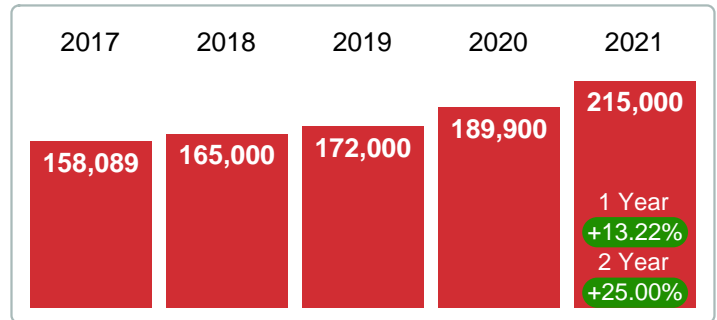
MEDIAN SOLD PRICE AT CLOSING

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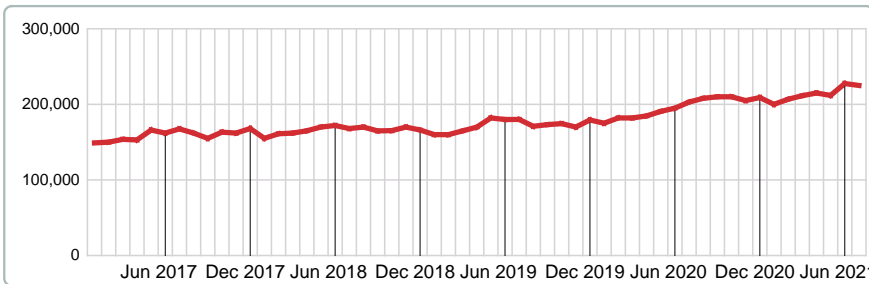
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

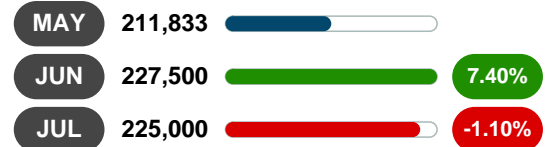


3 MONTHS

5 year JUL AVG = 188,700

High Jun 2021 227,500 Low Jan 2017 149,000

Median Sold Price at Closing this month at **225,000** above the 5 yr JUL average of **188,700**



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 |
|---|-----|--------|-------------|----------|---------|---------|---------|
| \$100,000 and less | 141 | 8.57% | 70,213 | 69,000 | 70,000 | 75,750 | 71,000 |
| \$100,001 - \$150,000 | 197 | 11.97% | 133,000 | 128,000 | 134,950 | 134,900 | 135,000 |
| \$150,001 - \$175,000 | 153 | 9.30% | 165,000 | 170,000 | 165,000 | 162,750 | 154,863 |
| \$175,001 - \$250,000 | 467 | 28.37% | 210,000 | 206,900 | 210,000 | 216,000 | 212,500 |
| \$250,001 - \$325,000 | 287 | 17.44% | 281,000 | 272,500 | 277,500 | 290,000 | 301,000 |
| \$325,001 - \$450,000 | 237 | 14.40% | 375,000 | 399,500 | 366,258 | 376,250 | 379,175 |
| \$450,001 and up | 164 | 9.96% | 585,000 | 479,000 | 580,000 | 559,200 | 621,500 |
| Median Sold Price | | | 225,000 | 124,138 | 200,000 | 316,068 | 424,000 |
| Total Closed Units | | 100% | 225,000 | 190 | 883 | 460 | 113 |
| Total Closed Volume | | | 439,978,570 | 27.25M | 193.32M | 160.83M | 58.57M |

July 2021



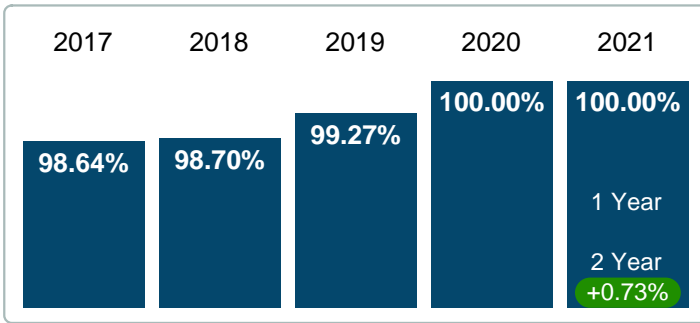
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



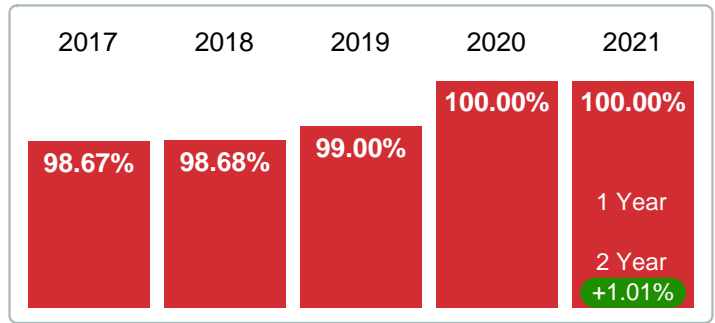
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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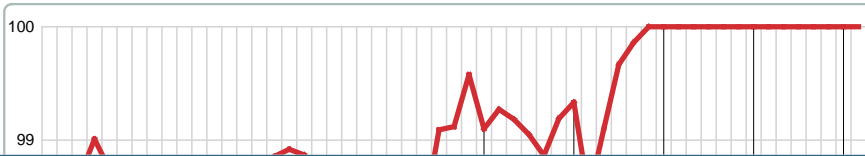
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99.32%

High Jul 2021 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **99.32%**

MAY 100.00%
JUN 100.00%
JUL 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 | |
|--|-----|-------------|---------|----------|---------|---------|---------|--------|
| \$100,000 and less | 141 | 8.57% | 100.00% | 100.00% | 98.81% | 100.00% | 78.89% | |
| \$100,001 - \$150,000 | 197 | 11.97% | 100.00% | 100.46% | 100.00% | 94.83% | 100.00% | |
| \$150,001 - \$175,000 | 153 | 9.30% | 101.18% | 99.24% | 101.18% | 103.36% | 97.34% | |
| \$175,001 - \$250,000 | 467 | 28.37% | 100.00% | 100.00% | 100.48% | 100.00% | 100.00% | |
| \$250,001 - \$325,000 | 287 | 17.44% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | |
| \$325,001 - \$450,000 | 237 | 14.40% | 100.00% | 100.00% | 100.00% | 100.00% | 100.00% | |
| \$450,001 and up | 164 | 9.96% | 100.00% | 100.00% | 98.37% | 100.00% | 98.86% | |
| Median Sold/List Ratio | | 100.00% | | 100.00% | 100.00% | 100.00% | 100.00% | |
| Total Closed Units | | 1,646 | 100% | 100.00% | 190 | 883 | 460 | 113 |
| Total Closed Volume | | 439,978,570 | | | 27.25M | 193.32M | 160.83M | 58.57M |

July 2021



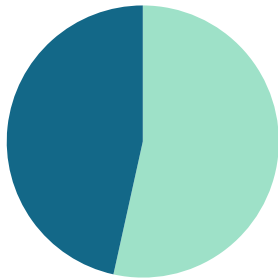
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

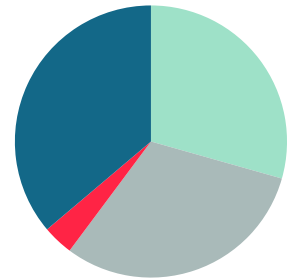


Inventory
 New Listings
2,098 = 53.47%
 Start Inventory
1,826
 Total Inventory Units
3,924
 Volume
\$1,299,993,052

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% |
| Median List Price | 205,000 | 222,820 | 8.69% | 189,900 | 215,000 | 13.22% |
| Median Sale Price | 203,000 | 225,000 | 10.84% | 189,900 | 215,000 | 13.22% |
| 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% | 14.00 | 5.00 | -64.29% |
| 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

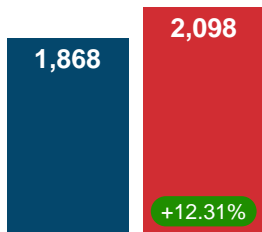
Inventory on July 31, 2021 = **2,026**

2020 **2021**

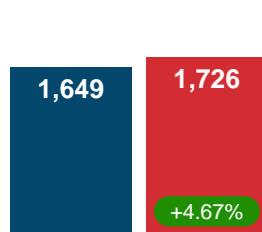
JULY MARKET

MEDIAN PRICES

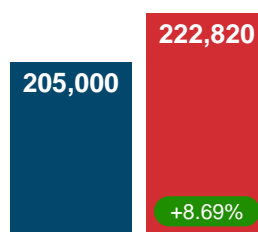
New Listings



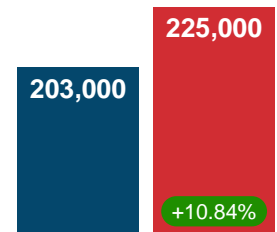
Pending Listings



List Price



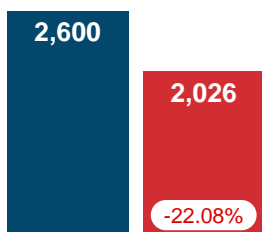
Sale Price



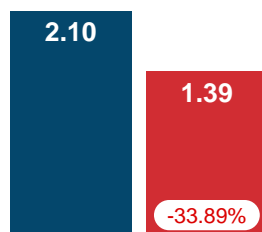
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

