

## June 2021



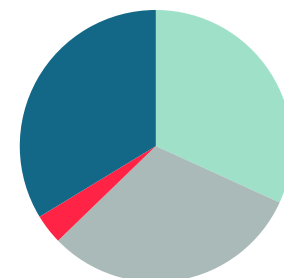
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	1,549	1,724	11.30%
Pending Listings	1,721	1,677	-2.56%
New Listings	1,857	2,107	13.46%
Average List Price	230,636	271,030	17.51%
Average Sale Price	226,564	271,341	19.76%
Average Percent of Selling Price to List Price	98.53%	100.73%	2.24%
Average Days on Market to Sale	30.94	12.98	-58.06%
End of Month Inventory	2,673	1,826	-31.69%
Months Supply of Inventory	2.20	1.25	-43.28%



■ Closed (31.81%)  
■ Pending (30.95%)  
■ Other OffMarket (3.54%)  
■ Active (33.70%)

**Absorption:** Last 12 months, an Average of **1,463** Sales/Month  
**Active Inventory** as of June 30, 2021 = **1,826**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2021 decreased **31.69%** to 1,826 existing homes available for sale. Over the last 12 months this area has had an average of 1,463 closed sales per month. This represents an unsold inventory index of **1.25** 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 **19.76%** in June 2021 to \$271,341 versus the previous year at \$226,564.

##### Average Days on Market Shortens

The average number of **12.98** days that homes spent on the market before selling decreased by 17.96 days or **58.06%** in June 2021 compared to last year's same month at **30.94** DOM.

##### Sales Success for June 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 2,107 New Listings in June 2021, up **13.46%** from last year at 1,857. Furthermore, there were 1,724 Closed Listings this month versus last year at 1,549, a **11.30%** increase.

Closed versus Listed trends yielded a **81.8%** ratio, down from previous year's, June 2020, at **83.4%**, a **1.91%** 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

# June 2021



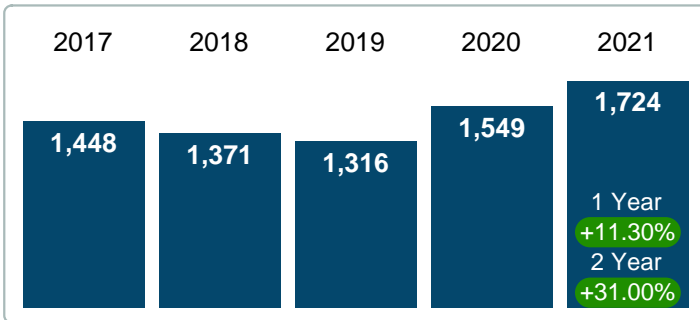
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



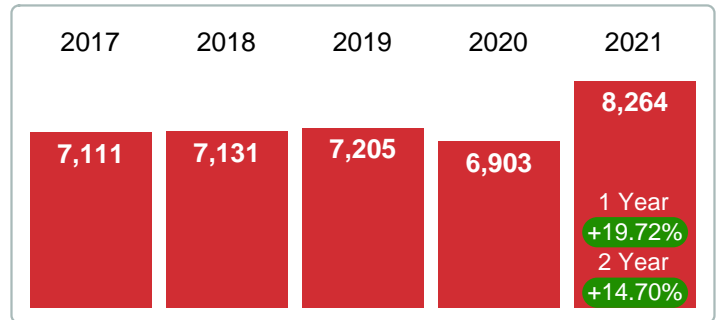
## CLOSED LISTINGS

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

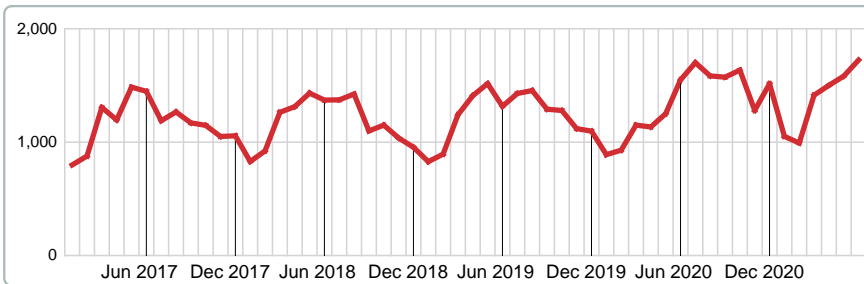
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,482

High Jun 2021 1,724 Low Jan 2017 799

Closed Listings this month at 1,724 above the 5 yr JUN average of 1,482



### 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	178	10.32%	20.5	93	70	13	2
\$100,001 - \$150,000	175	10.15%	8.4	36	119	19	1
\$150,001 - \$175,000	165	9.57%	5.1	14	133	15	3
\$175,001 - \$250,000	484	28.07%	7.7	27	335	115	7
\$250,001 - \$325,000	313	18.16%	11.6	10	150	132	21
\$325,001 - \$450,000	235	13.63%	16.8	10	70	125	30
\$450,001 and up	174	10.09%	29.4	6	28	94	46
<b>Total Closed Units</b>	<b>1,724</b>			<b>196</b>	<b>905</b>	<b>513</b>	<b>110</b>
<b>Total Closed Volume</b>	<b>467,791,902</b>	<b>100%</b>	<b>13.0</b>	<b>28.75M</b>	<b>199.90M</b>	<b>185.48M</b>	<b>53.66M</b>
<b>Average Closed Price</b>	<b>\$271,341</b>			<b>\$146,701</b>	<b>\$220,889</b>	<b>\$361,551</b>	<b>\$487,803</b>

# June 2021



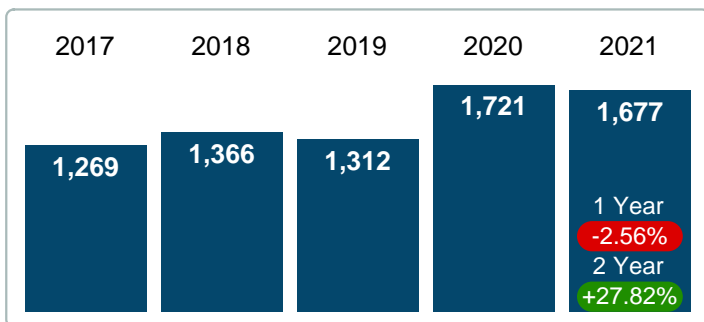
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



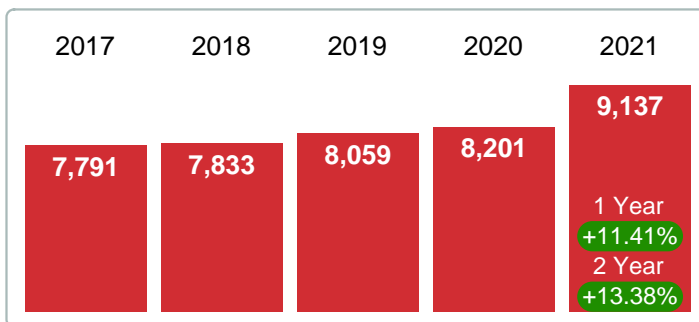
## PENDING LISTINGS

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

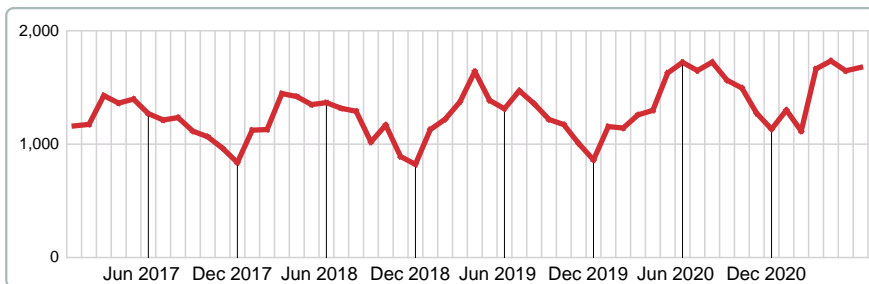
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,469

High Apr 2021 1,734 Low Dec 2018 822

Pending Listings this month at 1,677 above the 5 yr JUN average of 1,469



### 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	167	9.96%	22.1	83	71	12	1
\$100,001 - \$150,000	195	11.63%	13.3	44	138	10	3
\$150,001 - \$175,000	161	9.60%	12.2	8	129	23	1
\$175,001 - \$250,000	480	28.62%	11.4	26	341	102	11
\$250,001 - \$325,000	283	16.88%	14.0	11	126	134	12
\$325,001 - \$425,000	199	11.87%	18.9	4	61	109	25
\$425,001 and up	192	11.45%	35.5	3	43	90	56
<b>Total Pending Units</b>	<b>1,677</b>			<b>179</b>	<b>909</b>	<b>480</b>	<b>109</b>
<b>Total Pending Volume</b>	<b>450,374,310</b>	<b>100%</b>	<b>17.1</b>	<b>24.03M</b>	<b>201.68M</b>	<b>164.93M</b>	<b>59.74M</b>
<b>Average Listing Price</b>	<b>\$266,847</b>			<b>\$134,232</b>	<b>\$221,871</b>	<b>\$343,603</b>	<b>\$548,046</b>

# June 2021



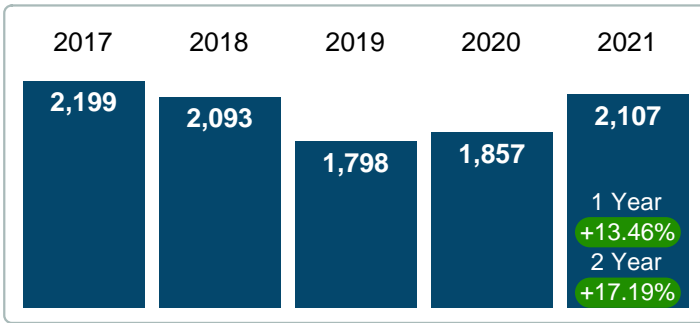
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



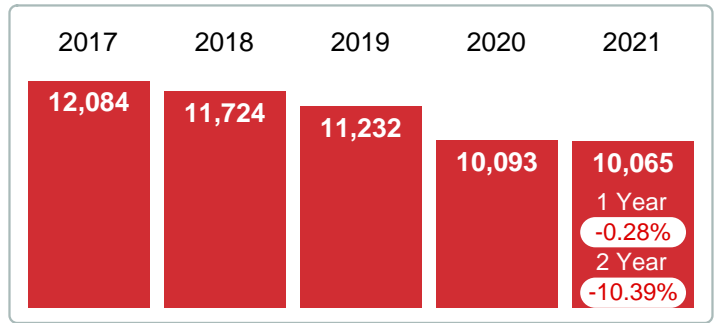
## NEW LISTINGS

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

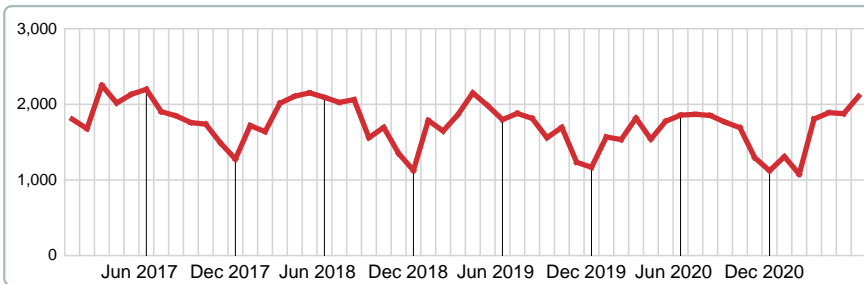
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2,011

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

New Listings this month at **2,107**  
above the 5 yr JUN average of **2,011**



### 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	204	9.68%	99	92	12	1
\$100,001 - \$150,000	255	12.10%	60	178	13	4
\$150,001 - \$175,000	193	9.16%	15	156	21	1
\$175,001 - \$250,000	596	28.29%	36	410	138	12
\$250,001 - \$325,000	337	15.99%	11	147	169	10
\$325,001 - \$450,000	289	13.72%	4	85	167	33
\$450,001 and up	233	11.06%	5	50	109	69
<b>Total New Listed Units</b>	<b>2,107</b>		<b>230</b>	<b>1,118</b>	<b>629</b>	<b>130</b>
<b>Total New Listed Volume</b>	<b>592,791,108</b>	<b>100%</b>	<b>31.18M</b>	<b>253.69M</b>	<b>231.36M</b>	<b>76.56M</b>
<b>Average New Listed Listing Price</b>	<b>\$263,110</b>		<b>\$135,567</b>	<b>\$226,914</b>	<b>\$367,827</b>	<b>\$588,909</b>

# June 2021



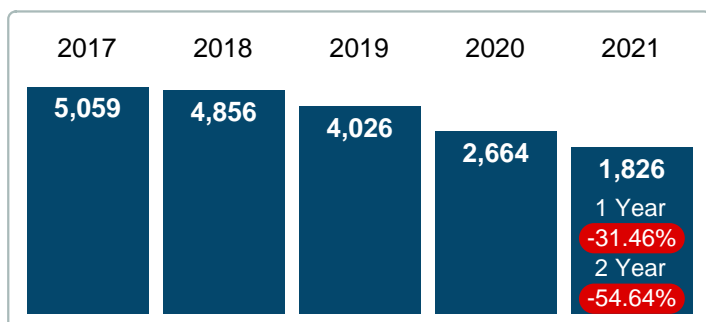
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



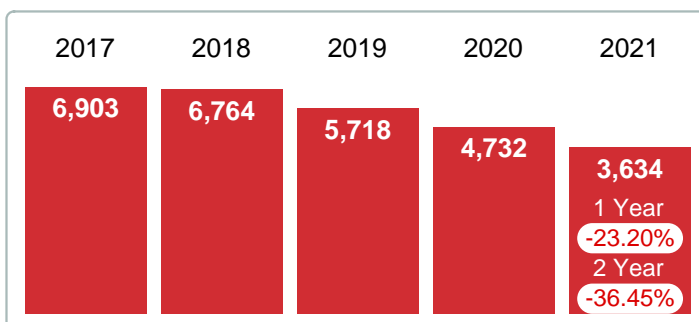
## ACTIVE INVENTORY

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

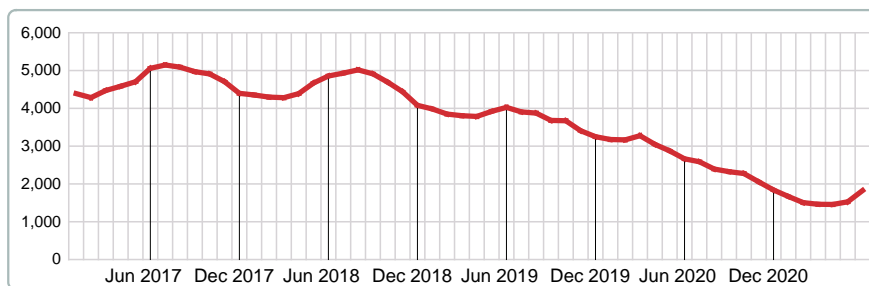
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

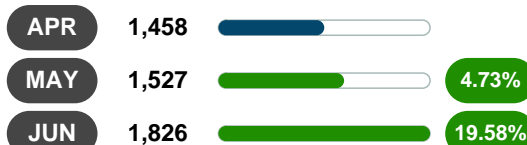


### 3 MONTHS

5 year JUN AVG = 3,686

High Jul 2017 5,147 Low Apr 2021 1,458

Inventory this month at **1,826**  
below the 5 yr JUN average of **3,686**



### 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	158	8.65%	89.3	90	57	10	1
\$75,001 - \$125,000	178	9.75%	52.5	60	101	14	3
\$125,001 - \$175,000	236	12.92%	39.4	45	168	22	1
\$175,001 - \$325,000	555	30.39%	35.3	54	311	174	16
\$325,001 - \$450,000	274	15.01%	57.8	9	109	136	20
\$450,001 - \$725,000	242	13.25%	62.7	8	56	125	53
\$725,001 and up	183	10.02%	69.8	3	30	74	76
Total Active Inventory by Units			1,826	269	832	555	170
Total Active Inventory by Volume			693,638,095	40.66M	222.44M	274.75M	155.79M
Average Active Inventory Listing Price			\$379,868	\$151,136	\$267,359	\$495,049	\$916,398

# June 2021



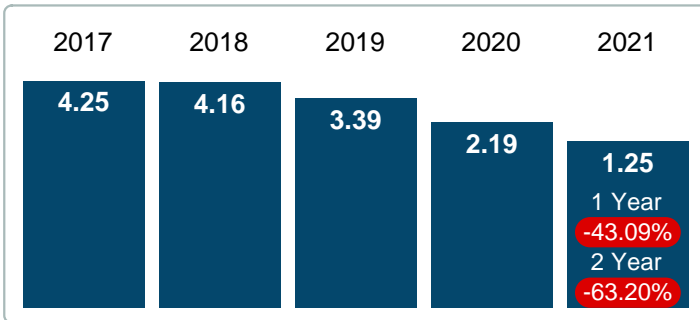
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



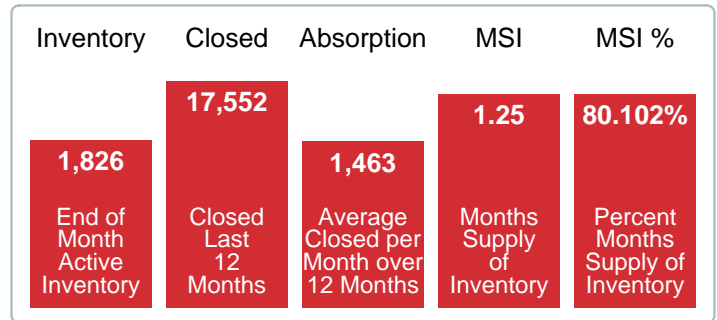
## MONTHS SUPPLY of INVENTORY (MSI)

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

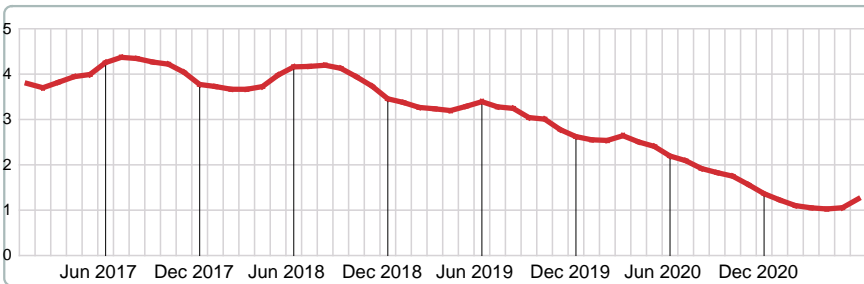
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

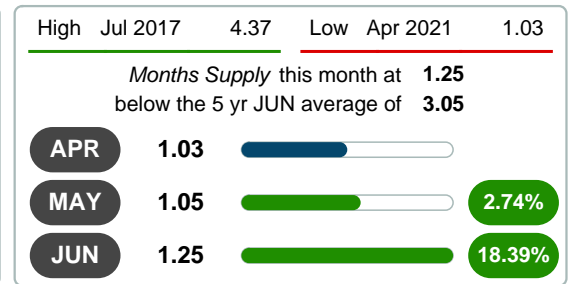


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 3.05



### 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	158	8.65%	1.62	1.83	1.40	1.46	0.86
\$75,001 - \$125,000	178	9.75%	1.20	1.47	1.06	1.27	2.00
\$125,001 - \$175,000	236	12.92%	0.85	1.96	0.76	0.70	0.46
\$175,001 - \$325,000	555	30.39%	0.88	2.10	0.88	0.76	0.64
\$325,001 - \$450,000	274	15.01%	1.46	2.20	2.07	1.29	0.78
\$450,001 - \$725,000	242	13.25%	2.74	8.00	3.80	2.56	2.24
\$725,001 and up	183	10.02%	6.44	7.20	10.29	4.93	7.54
Market Supply of Inventory (MSI)			1.25	1.86	1.06	1.24	1.91
Total Active Inventory by Units		100%	1,826	269	832	555	170

# June 2021



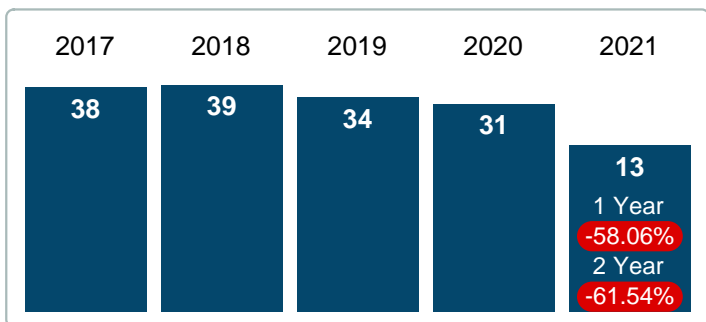
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



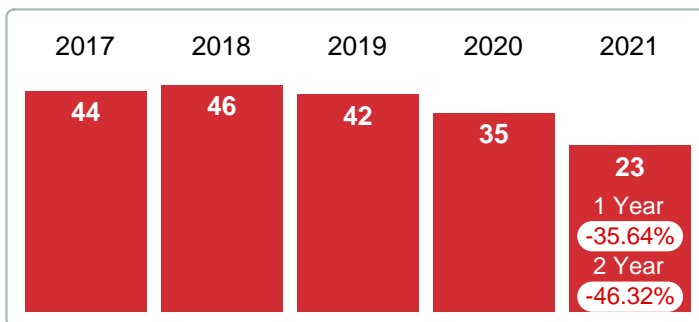
## AVERAGE DAYS ON MARKET TO SALE

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

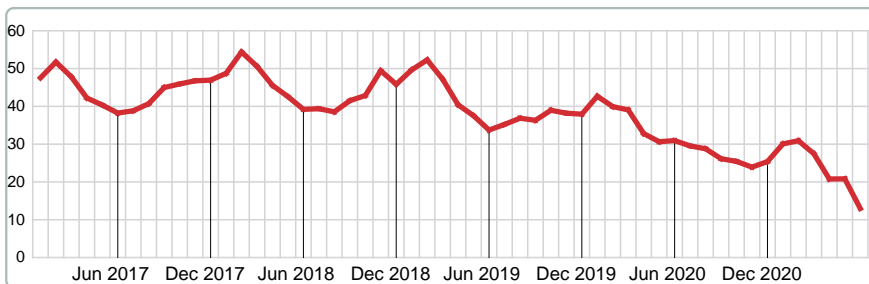
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

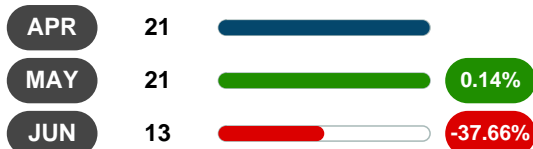


### 3 MONTHS

5 year JUN AVG = 31

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 13 below the 5 yr JUN average of 31



### 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	178	10.32%	20	22	19	18	22	
\$100,001 - \$150,000	175	10.15%	8	12	7	9	14	
\$150,001 - \$175,000	165	9.57%	5	7	5	5	13	
\$175,001 - \$250,000	484	28.07%	8	14	7	8	13	
\$250,001 - \$325,000	313	18.16%	12	10	13	10	11	
\$325,001 - \$450,000	235	13.63%	17	40	22	12	16	
\$450,001 and up	174	10.09%	29	14	24	23	48	
Average Closed DOM		13		18	10	12	28	
Total Closed Units		1,724	100%	13	196	905	513	110
Total Closed Volume		467,791,902			28.75M	199.90M	185.48M	53.66M

# June 2021



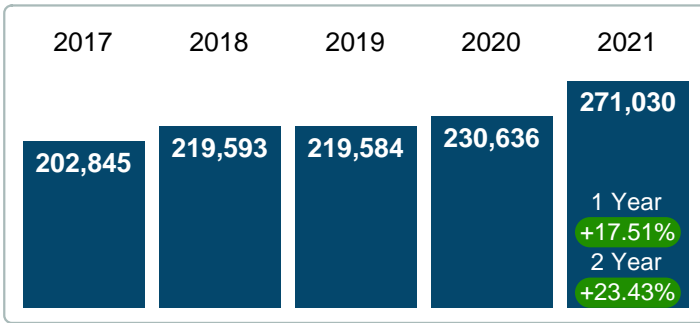
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



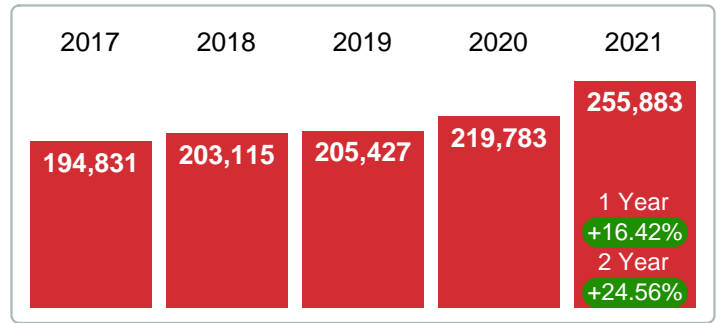
## AVERAGE LIST PRICE AT CLOSING

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

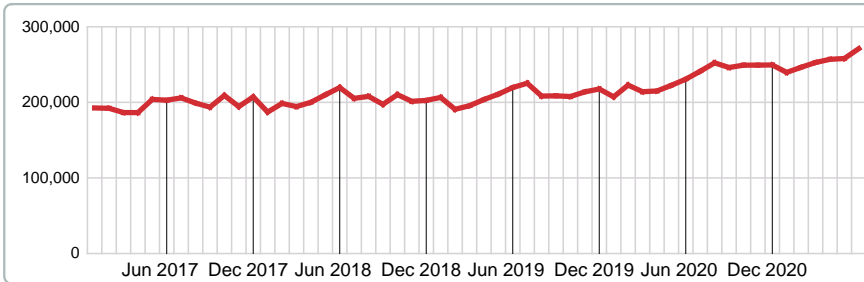
### JUNE



### YEAR TO DATE (YTD)

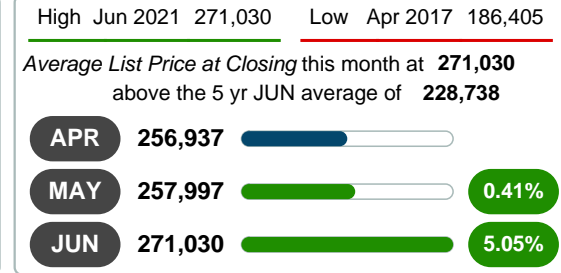


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 228,738



### 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	10.15%	70,307	67,658	76,481	71,408	95,950
\$100,001 - \$150,000	11.43%	130,500	122,796	130,319	135,089	150,000
\$150,001 - \$175,000	9.34%	165,041	162,557	162,145	163,440	167,000
\$175,001 - \$250,000	29.12%	211,826	224,837	203,725	217,127	232,686
\$250,001 - \$325,000	16.18%	288,461	292,690	284,009	283,340	293,219
\$325,001 - \$450,000	14.15%	381,888	392,610	374,893	380,402	387,947
\$450,001 and up	9.63%	739,002	533,259	658,900	744,338	740,732
<b>Average List Price</b>		<b>271,030</b>	<b>148,530</b>	<b>218,749</b>	<b>362,252</b>	<b>494,013</b>
<b>Total Closed Units</b>	100%	<b>1,724</b>	<b>196</b>	<b>905</b>	<b>513</b>	<b>110</b>
<b>Total Closed Volume</b>		<b>467,256,064</b>	<b>29.11M</b>	<b>197.97M</b>	<b>185.84M</b>	<b>54.34M</b>



# June 2021



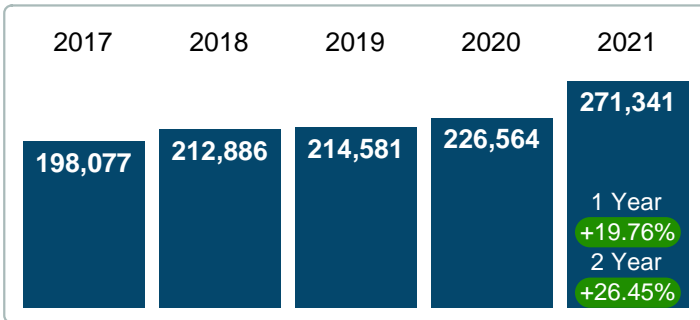
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



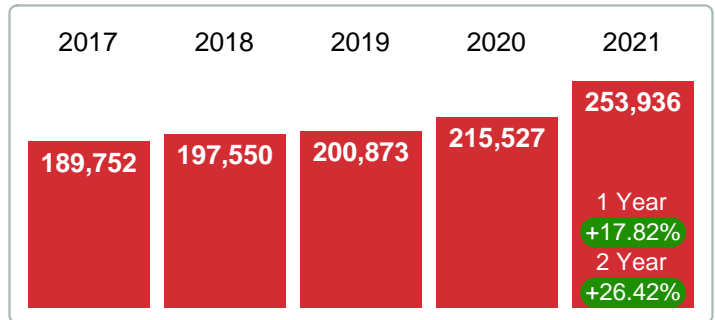
## AVERAGE SOLD PRICE AT CLOSING

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

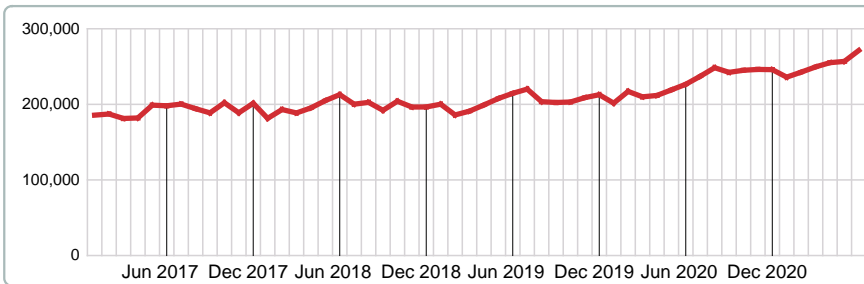
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

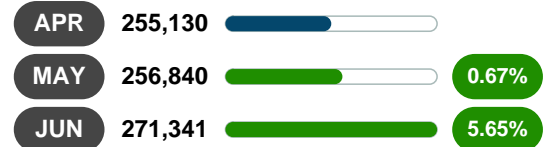


### 3 MONTHS

5 year JUN AVG = 224,690

High Jun 2021 271,341 Low Mar 2017 181,336

Average Sold Price at Closing this month at **271,341** above the 5 yr JUN average of **224,690**



## 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 <b>178</b>	10.32%	68,156	64,266	72,609	68,108	93,500
\$100,001 - \$150,000 <b>175</b>	10.15%	129,850	121,803	131,846	132,852	125,000
\$150,001 - \$175,000 <b>165</b>	9.57%	164,174	163,193	164,421	162,900	164,200
\$175,001 - \$250,000 <b>484</b>	28.07%	212,138	219,325	208,649	219,436	231,500
\$250,001 - \$325,000 <b>313</b>	18.16%	286,337	288,640	285,203	285,729	297,158
\$325,001 - \$450,000 <b>235</b>	13.63%	380,956	384,027	374,248	383,394	385,421
\$450,001 and up <b>174</b>	10.09%	712,786	576,426	656,754	731,350	726,745
<b>Average Sold Price</b>		271,341	146,701	220,889	361,551	487,803
<b>Total Closed Units</b>	100%	1,724	196	905	513	110
<b>Total Closed Volume</b>		467,791,902	28.75M	199.90M	185.48M	53.66M

# June 2021



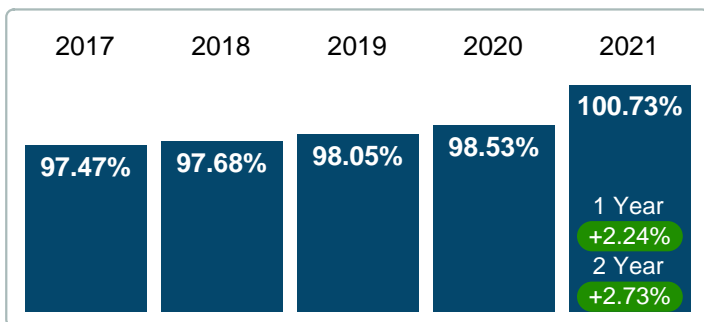
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



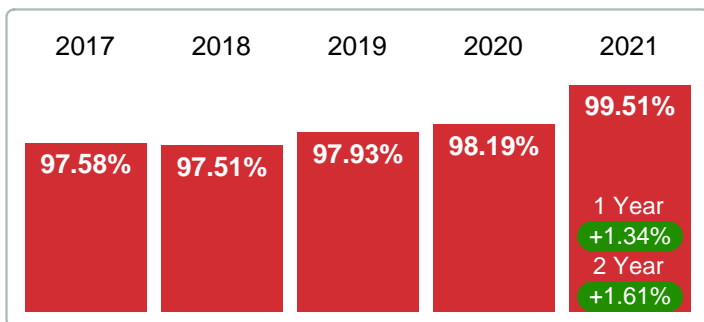
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

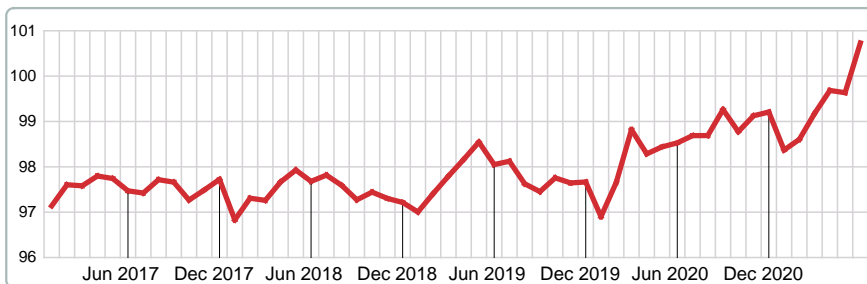
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

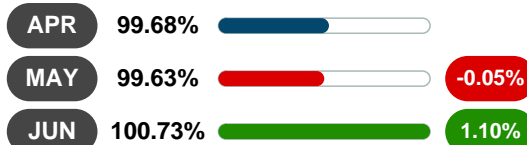


### 3 MONTHS

5 year JUN AVG = 98.49%

High Jun 2021 100.73% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **100.73%** above the 5 yr JUN average of **98.49%**



### 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	178	10.32%	96.11%	94.30%	98.86%	94.09%	97.33%
\$100,001 - \$150,000	175	10.15%	100.73%	99.52%	101.50%	99.08%	83.33%
\$150,001 - \$175,000	165	9.57%	101.31%	100.55%	101.60%	100.04%	98.28%
\$175,001 - \$250,000	484	28.07%	101.98%	97.96%	102.62%	101.18%	99.57%
\$250,001 - \$325,000	313	18.16%	100.84%	99.53%	100.65%	101.04%	101.64%
\$325,001 - \$450,000	235	13.63%	100.30%	97.97%	99.97%	100.87%	99.46%
\$450,001 and up	174	10.09%	101.84%	159.27%	99.98%	99.75%	99.74%
Average Sold/List Ratio		100.70%		98.65%	101.42%	100.52%	99.78%
Total Closed Units	1,724	100%	100.70%	196	905	513	110
Total Closed Volume	467,791,902			28.75M	199.90M	185.48M	53.66M

# June 2021



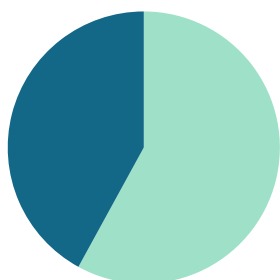
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

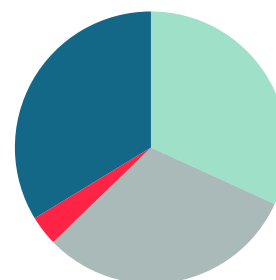


**Inventory**  
 New Listings  
**2,107 = 57.98%**  
 Start Inventory  
**1,527**  
 Total Inventory Units  
**3,634**  
 Volume  
**\$1,218,437,173**

### Market Activity

Closed Sales  
**1,724 = 31.81%**  
 Pending Sales  
**1,677 = 30.95%**  
 Other Off Market  
**192 = 3.54%**  
 Active Inventory  
**1,826 = 33.70%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,549	1,724	11.30%	6,903	8,264	19.72%
Pending Sales	1,721	1,677	-2.56%	8,201	9,137	11.41%
New Listings	1,857	2,107	13.46%	10,093	10,065	-0.28%
Average List Price	230,636	271,030	17.51%	219,783	255,883	16.42%
Average Sale Price	226,564	271,341	19.76%	215,527	253,936	17.82%
Average Percent of Selling Price to List Price	98.53%	100.73%	2.24%	98.19%	99.51%	1.34%
Average Days on Market to Sale	30.94	12.98	-58.06%	35.27	22.70	-35.64%
Monthly Inventory	2,673	1,826	-31.69%	2,673	1,826	-31.69%
Months Supply of Inventory	2.20	1.25	-43.28%	2.20	1.25	-43.28%

**Absorption:** Last 12 months, an Average of **1,463** Sales/Month

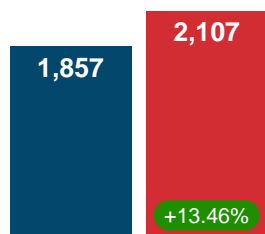
**Inventory on June 30, 2021 = 1,826**

**2020** **2021**

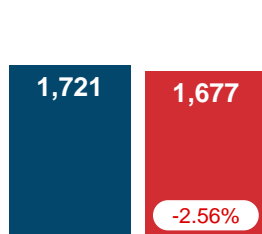
### JUNE MARKET

### AVERAGE PRICES

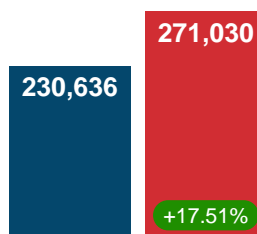
#### New Listings



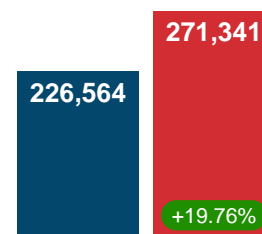
#### Pending Listings



#### List Price



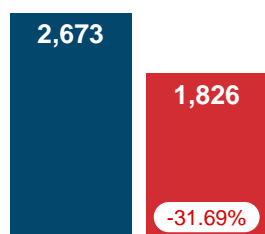
#### Sale Price



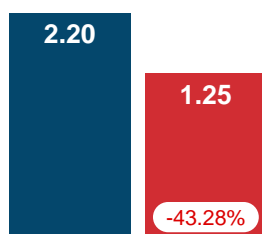
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

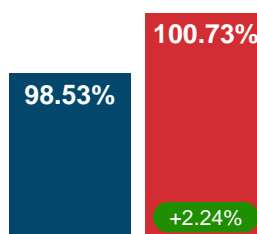
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

