

June 2021



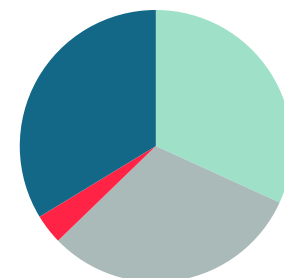
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	197,000	225,000	14.21%
Median Sale Price	195,000	227,500	16.67%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	4.00	-66.67%
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.

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 **16.67%** in June 2021 to \$227,500 versus the previous year at \$195,000.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 8.00 days or **66.67%** in June 2021 compared to last year's same month at **12.00** DOM.

Sales Success for June 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 2,107 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.

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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

June 2021



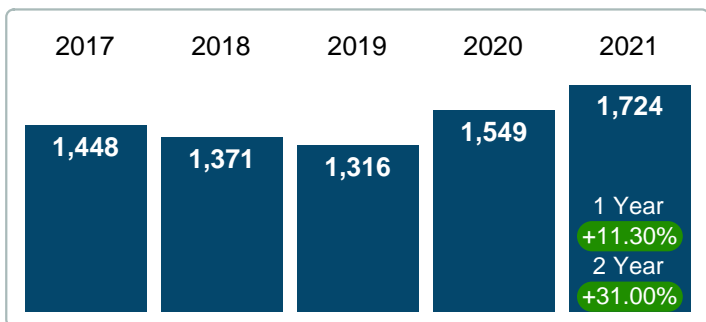
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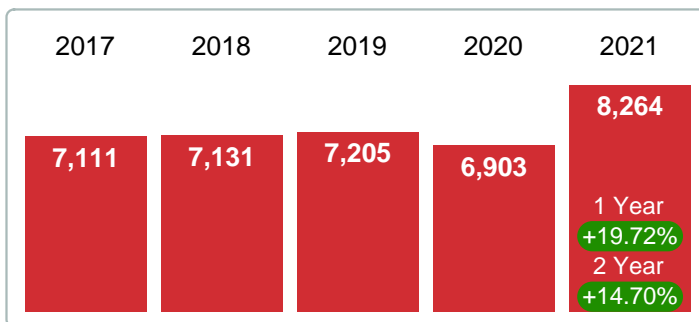
CLOSED LISTINGS

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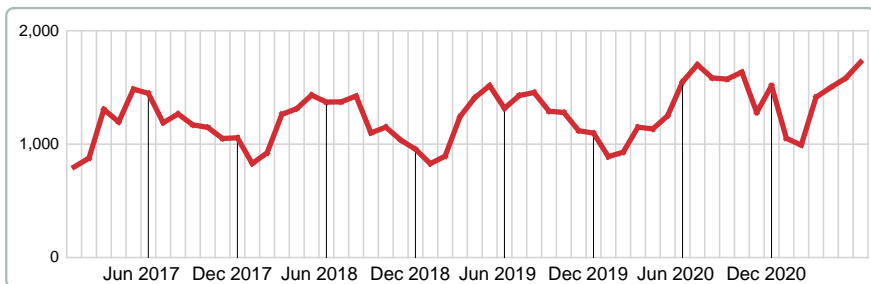
JUNE



YEAR TO DATE (YTD)

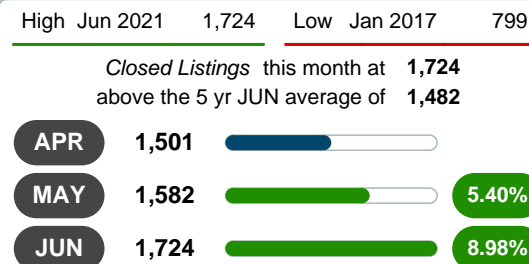


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,482



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	178	10.32%	7.0	93	70	13	2
\$100,001 - \$150,000	175	10.15%	4.0	36	119	19	1
\$150,001 - \$175,000	165	9.57%	3.0	14	133	15	3
\$175,001 - \$250,000	484	28.07%	3.0	27	335	115	7
\$250,001 - \$325,000	313	18.16%	4.0	10	150	132	21
\$325,001 - \$450,000	235	13.63%	4.0	10	70	125	30
\$450,001 and up	174	10.09%	10.5	6	28	94	46
Total Closed Units	1,724			196	905	513	110
Total Closed Volume	467,791,902	100%	4.0	28.75M	199.90M	185.48M	53.66M
Median Closed Price	\$227,500			\$105,000	\$200,000	\$300,000	\$405,000

June 2021



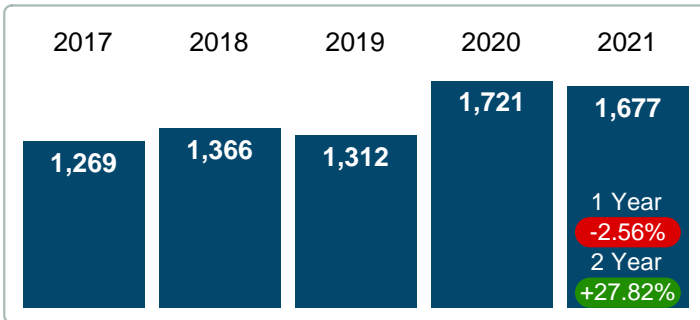
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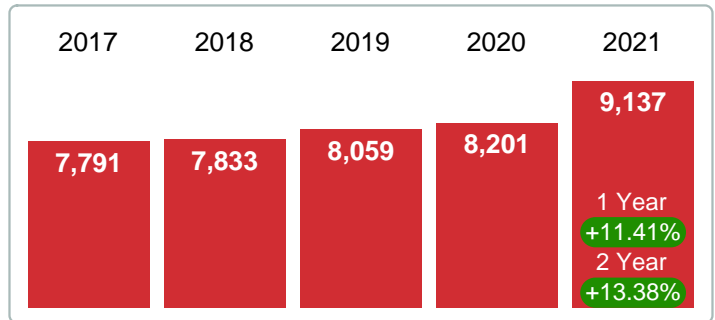
PENDING LISTINGS

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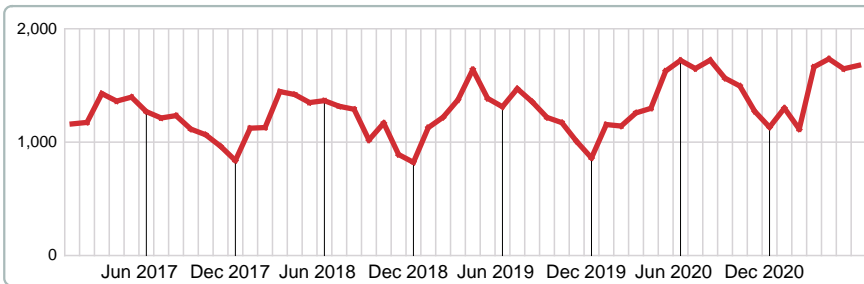
JUNE



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	167	9.96%	8.0	83	71	12	1
\$100,001 - \$150,000	195	11.63%	5.0	44	138	10	3
\$150,001 - \$175,000	161	9.60%	5.0	8	129	23	1
\$175,001 - \$250,000	480	28.62%	5.0	26	341	102	11
\$250,001 - \$325,000	283	16.88%	6.0	11	126	134	12
\$325,001 - \$425,000	199	11.87%	5.0	4	61	109	25
\$425,001 and up	192	11.45%	16.0	3	43	90	56
Total Pending Units	1,677			179	909	480	109
Total Pending Volume	450,374,310	100%	6.0	24.03M	201.68M	164.93M	59.74M
Median Listing Price	\$224,500			\$110,000	\$195,000	\$300,000	\$433,000

June 2021



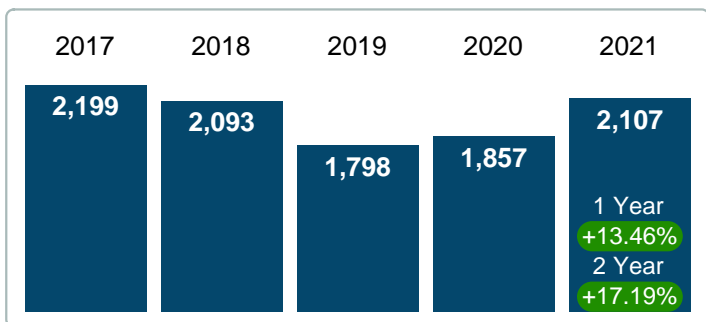
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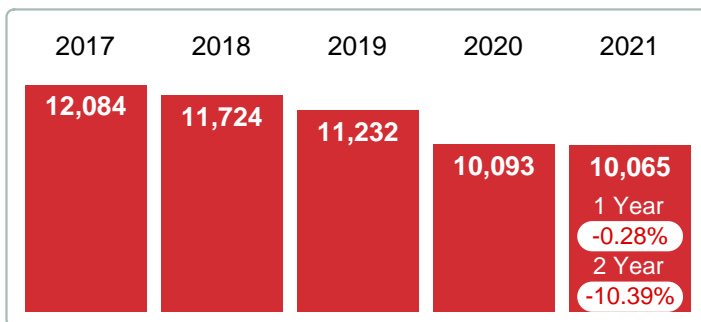
NEW LISTINGS

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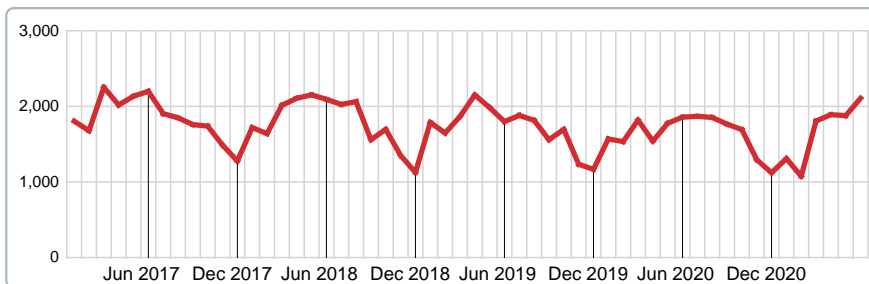
JUNE



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
Total New Listed Units	2,107		230	1,118	629	130
Total New Listed Volume	592,791,108	100%	31.18M	253.69M	231.36M	76.56M
Median New Listed Listing Price	\$224,900		\$115,000	\$192,700	\$305,000	\$475,000

June 2021



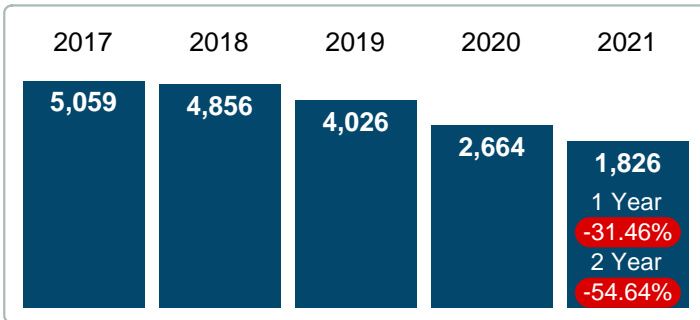
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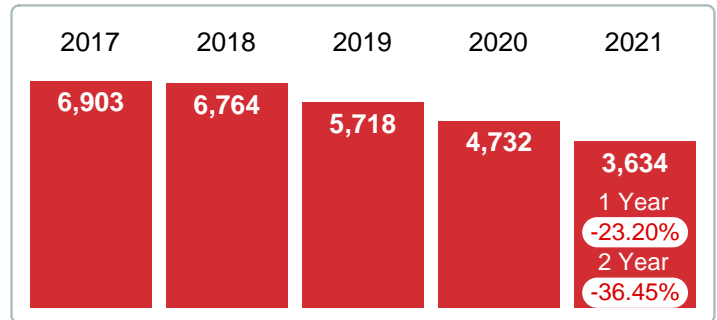
ACTIVE INVENTORY

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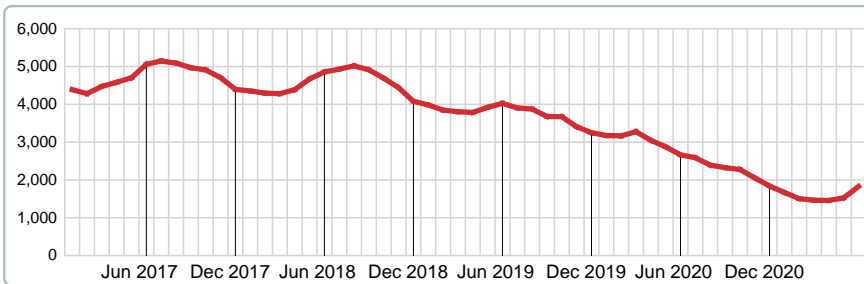
END OF JUNE



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	158	8.65%	44.0	90	57	10	1
\$75,001 - \$125,000	178	9.75%	29.0	60	101	14	3
\$125,001 - \$175,000	236	12.92%	21.5	45	168	22	1
\$175,001 - \$325,000	555	30.39%	15.0	54	311	174	16
\$325,001 - \$450,000	274	15.01%	31.0	9	109	136	20
\$450,001 - \$725,000	242	13.25%	45.0	8	56	125	53
\$725,001 and up	183	10.02%	49.0	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
Median Active Inventory Listing Price			\$250,000	\$105,000	\$199,500	\$372,000	\$689,000

June 2021



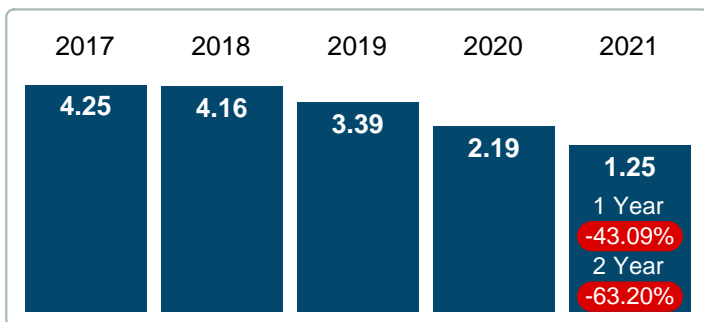
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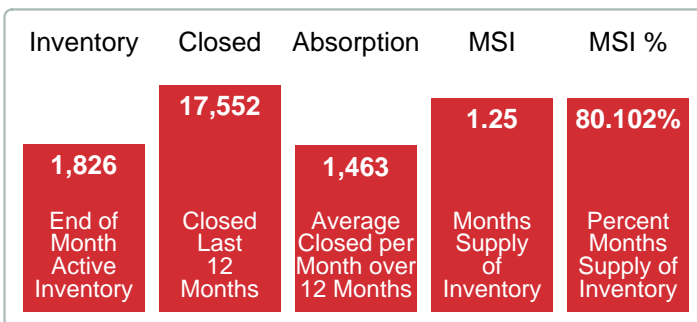
MONTHS SUPPLY of INVENTORY (MSI)

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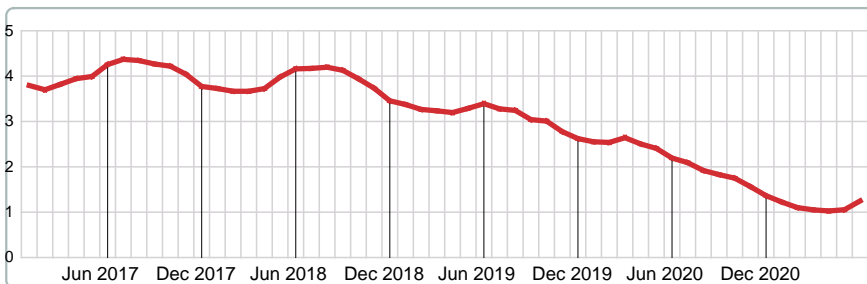
MSI FOR JUNE



INDICATORS FOR JUNE 2021

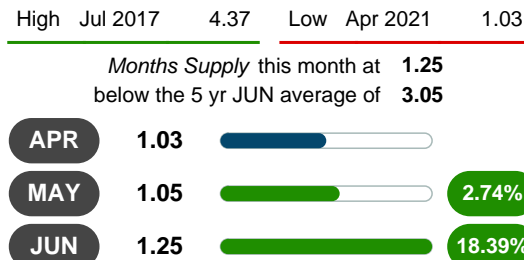


5 YEAR MARKET ACTIVITY TRENDS



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



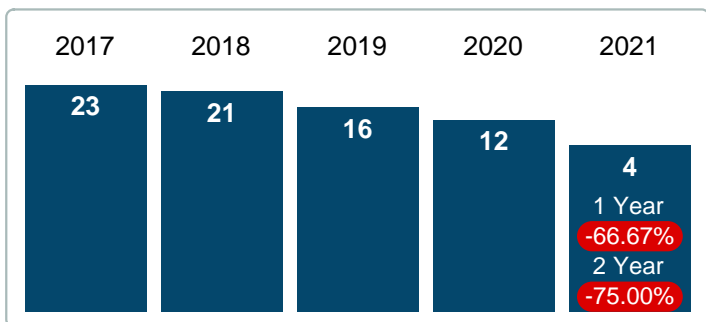
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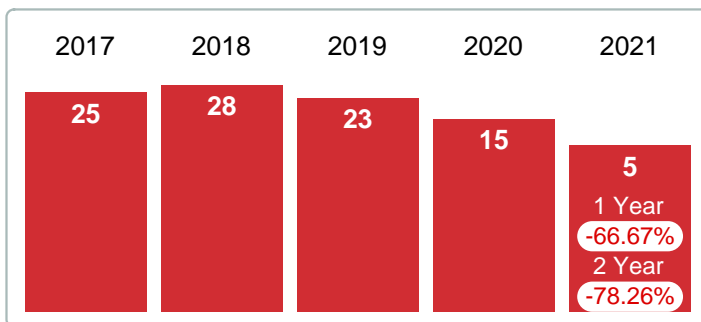
MEDIAN DAYS ON MARKET TO SALE

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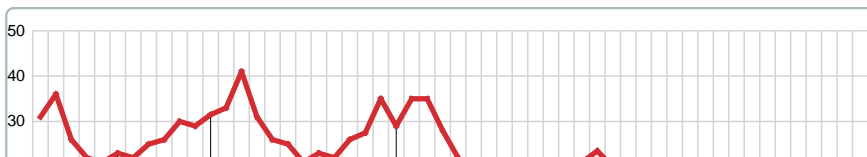
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 15

High Feb 2018 41 Low Jun 2021 4

Median Days on Market to Sale this month at 4 below the 5 yr JUN average of 15

APR	4
MAY	4
JUN	4

0.00%

0.00%

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	178	10.32%	7	8	4	6	22	
\$100,001 - \$150,000	175	10.15%	4	6	4	5	14	
\$150,001 - \$175,000	165	9.57%	3	4	3	5	14	
\$175,001 - \$250,000	484	28.07%	3	4	3	3	12	
\$250,001 - \$325,000	313	18.16%	4	6	4	3	5	
\$325,001 - \$450,000	235	13.63%	4	26	6	4	4	
\$450,001 and up	174	10.09%	11	6	5	8	19	
Median Closed DOM		4		7	3	4	7	
Total Closed Units		1,724	100%	4.0	196	905	513	110
Total Closed Volume		467,791,902			28.75M	199.90M	185.48M	53.66M

June 2021



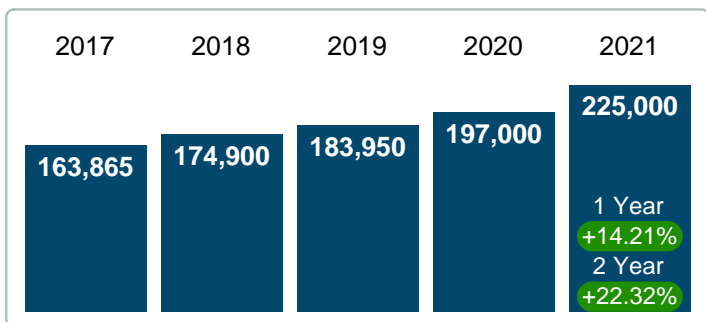
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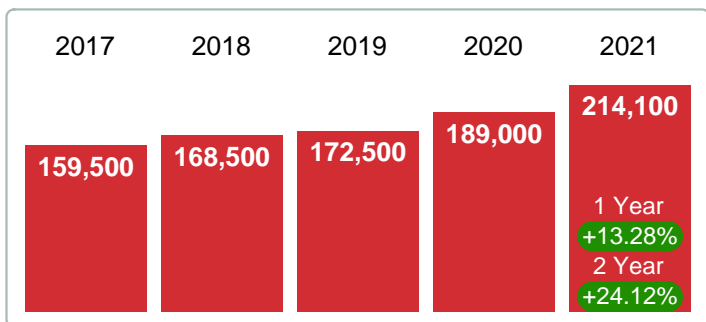
MEDIAN LIST PRICE AT CLOSING

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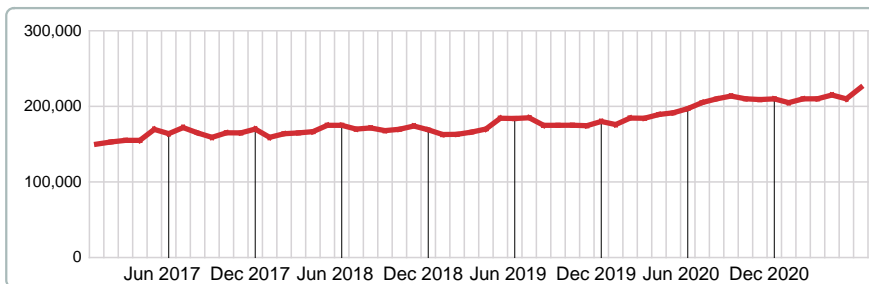
JUNE



YEAR TO DATE (YTD)

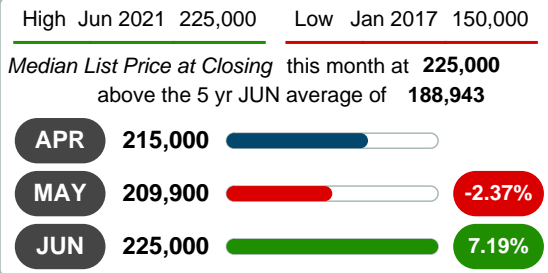


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 188,943



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 175	10.15%	72,900	65,000	78,000	72,000	95,950
\$100,001 - \$150,000 197	11.43%	130,000	124,950	133,000	139,500	150,000
\$150,001 - \$175,000 161	9.34%	165,000	159,950	165,000	165,000	169,000
\$175,001 - \$250,000 502	29.12%	210,000	217,000	204,900	224,950	227,000
\$250,001 - \$325,000 279	16.18%	289,000	287,000	289,450	289,900	289,000
\$325,001 - \$450,000 244	14.15%	379,950	379,500	365,035	384,575	390,000
\$450,001 and up 166	9.63%	619,950	549,778	575,000	629,481	585,000
Median List Price		225,000	108,278	190,000	299,000	412,450
Total Closed Units	100%	225,000	196	905	513	110
Total Closed Volume		467,256,064	29.11M	197.97M	185.84M	54.34M

June 2021



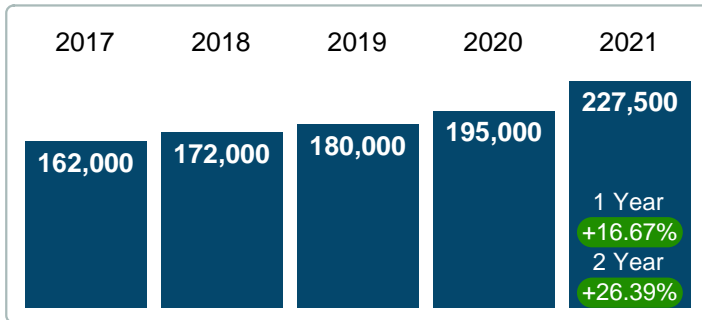
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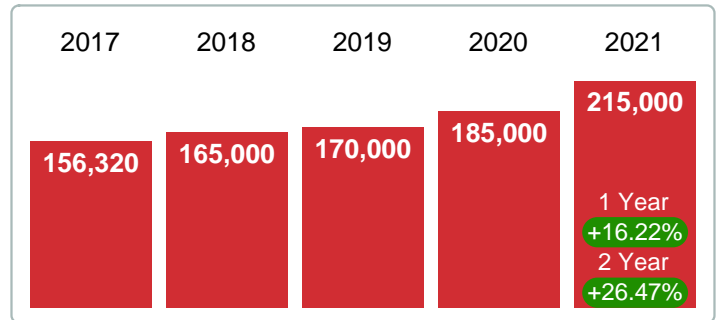
MEDIAN SOLD PRICE AT CLOSING

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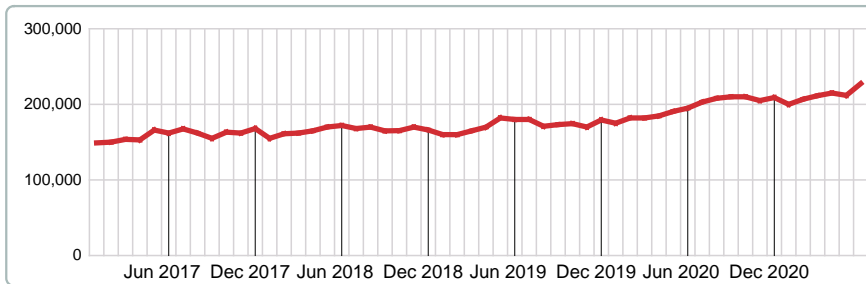
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

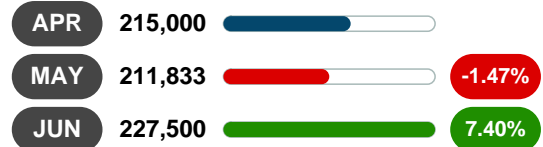


3 MONTHS

5 year JUN AVG = 187,300

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

Median Sold Price at Closing this month at **227,500** above the 5 yr JUN average of **187,300**



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	10.32%	70,893	64,900	75,000	70,000	93,500
\$100,001 - \$150,000	10.15%	130,600	123,500	134,100	135,000	125,000
\$150,001 - \$175,000	9.57%	165,000	161,875	165,000	165,000	169,000
\$175,001 - \$250,000	28.07%	210,539	218,100	205,100	220,000	234,000
\$250,001 - \$325,000	18.16%	285,000	286,500	284,950	283,623	305,000
\$325,001 - \$450,000	13.63%	379,420	388,700	366,000	381,000	385,050
\$450,001 and up	10.09%	600,000	549,778	585,000	619,950	582,500
Median Sold Price		227,500	105,000	200,000	300,000	405,000
Total Closed Units	100%	1,724	196	905	513	110
Total Closed Volume		467,791,902	28.75M	199.90M	185.48M	53.66M

June 2021



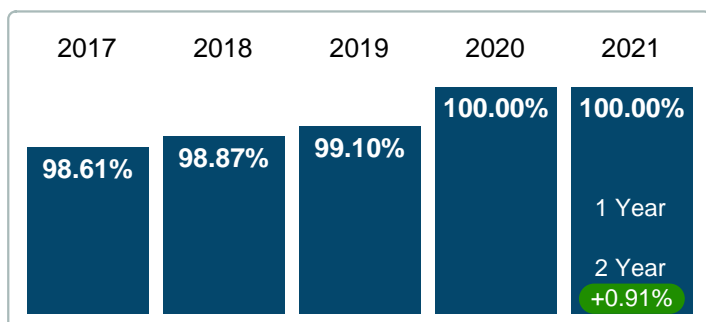
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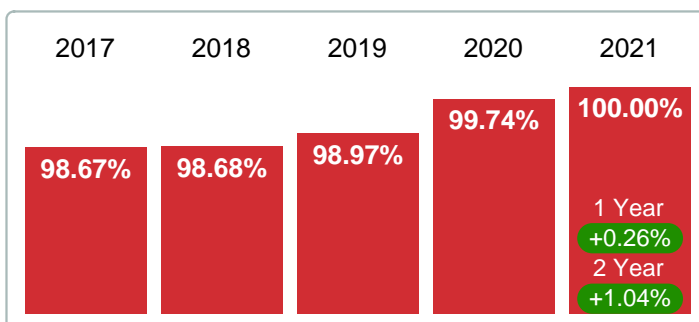
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99.32%

High Jun 2021 100.00% Low Jan 2018 98.08%

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

APR 100.00%
MAY 100.00%
JUN 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	178	10.32%	97.67%	96.15%	100.00%	98.17%	97.33%	
\$100,001 - \$150,000	175	10.15%	100.00%	100.00%	101.08%	100.00%	83.33%	
\$150,001 - \$175,000	165	9.57%	100.31%	100.31%	100.65%	100.00%	98.84%	
\$175,001 - \$250,000	484	28.07%	100.92%	98.06%	102.13%	100.00%	100.00%	
\$250,001 - \$325,000	313	18.16%	100.04%	96.56%	100.00%	100.17%	101.59%	
\$325,001 - \$450,000	235	13.63%	100.00%	99.18%	100.00%	100.00%	100.01%	
\$450,001 and up	174	10.09%	99.67%	100.00%	100.00%	99.50%	99.35%	
Median Sold/List Ratio		100.00%		100.00%	100.02%	100.00%	100.00%	
Total Closed Units		1,724	100%	100.00%	196	905	513	110
Total Closed Volume		467,791,902			28.75M	199.90M	185.48M	53.66M

June 2021



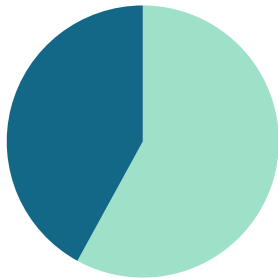
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

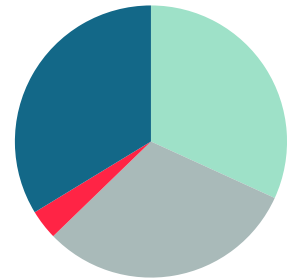


Inventory
 New Listings
2,107 = 57.98%
 Start Inventory
1,527
 Total Inventory Units
3,634
 Volume
\$1,218,437,173

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%
Median List Price	197,000	225,000	14.21%	189,000	214,100	13.28%
Median Sale Price	195,000	227,500	16.67%	185,000	215,000	16.22%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.74%	100.00%	0.26%
Median Days on Market to Sale	12.00	4.00	-66.67%	15.00	5.00	-66.67%
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

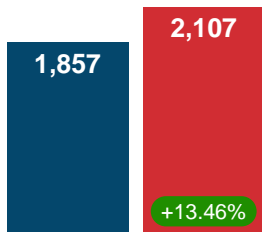
Inventory on June 30, 2021 = 1,826

2020 **2021**

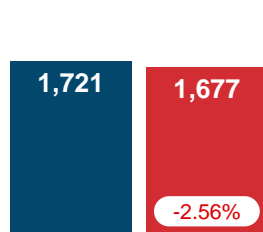
JUNE MARKET

MEDIAN PRICES

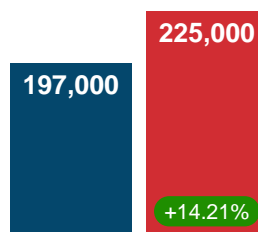
New Listings



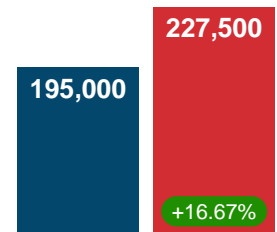
Pending Listings



List Price



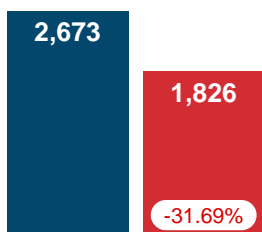
Sale Price



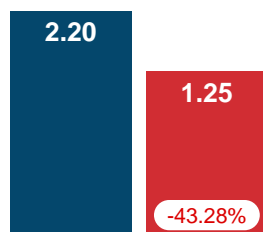
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

