

October 2021



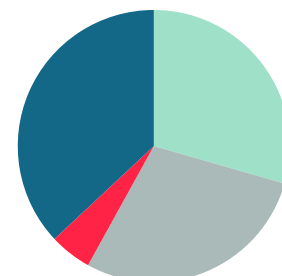
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	1,635	1,551	-5.14%
Pending Listings	1,495	1,505	0.67%
New Listings	1,692	1,609	-4.91%
Average List Price	249,184	270,247	8.45%
Average Sale Price	245,092	268,700	9.63%
Average Percent of Selling Price to List Price	98.78%	99.76%	1.00%
Average Days on Market to Sale	25.43	17.84	-29.83%
End of Month Inventory	2,302	1,947	-15.42%
Months Supply of Inventory	1.77	1.33	-25.03%



■ Closed (29.45%)
■ Pending (28.58%)
■ Other OffMarket (4.99%)
■ Active (36.97%)

Absorption: Last 12 months, an Average of **1,468** Sales/Month
Active Inventory as of October 31, 2021 = **1,947**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **15.42%** to 1,947 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 **1.33** 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 **9.63%** in October 2021 to \$268,700 versus the previous year at \$245,092.

Average Days on Market Shortens

The average number of **17.84** days that homes spent on the market before selling decreased by 7.58 days or **29.83%** in October 2021 compared to last year's same month at **25.43** DOM.

Sales Success for October 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 1,609 New Listings in October 2021, down **4.91%** from last year at 1,692. Furthermore, there were 1,551 Closed Listings this month versus last year at 1,635, a **-5.14%** decrease.

Closed versus Listed trends yielded a **96.4%** ratio, down from previous year's, October 2020, at **96.6%**, a **0.24%** 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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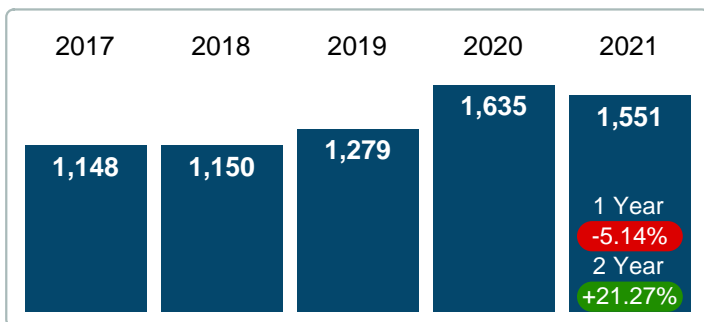
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



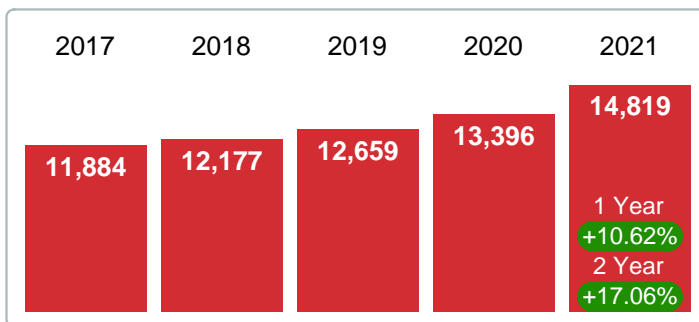
CLOSED LISTINGS

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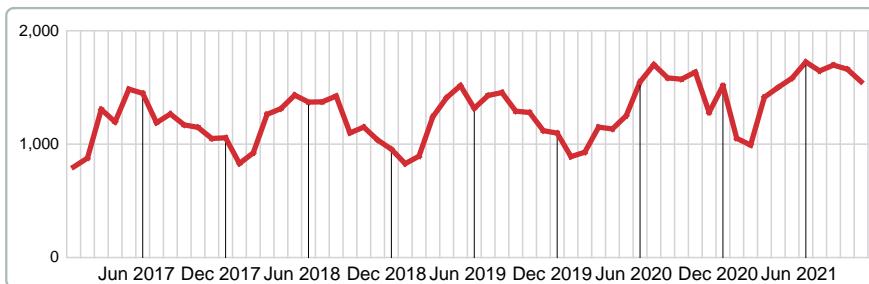
OCTOBER



YEAR TO DATE (YTD)

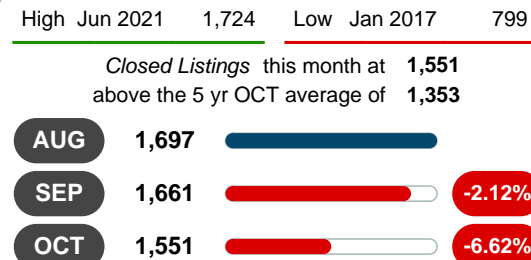


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,353



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	140	9.03%	26.3	65	61	13	1
\$100,001 - \$150,000	188	12.12%	16.4	45	129	14	0
\$150,001 - \$175,000	133	8.58%	12.9	25	100	8	0
\$175,001 - \$250,000	438	28.24%	12.2	44	305	82	7
\$250,001 - \$325,000	269	17.34%	12.9	7	120	131	11
\$325,001 - \$450,000	235	15.15%	20.5	8	76	130	21
\$450,001 and up	148	9.54%	37.4	1	28	80	39
Total Closed Units	1,551			195	819	458	79
Total Closed Volume	416,753,724	100%	17.8	28.61M	180.48M	163.02M	44.64M
Average Closed Price	\$268,700			\$146,724	\$220,371	\$355,932	\$565,079

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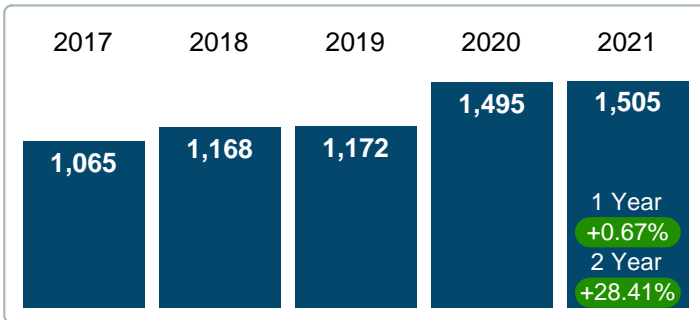
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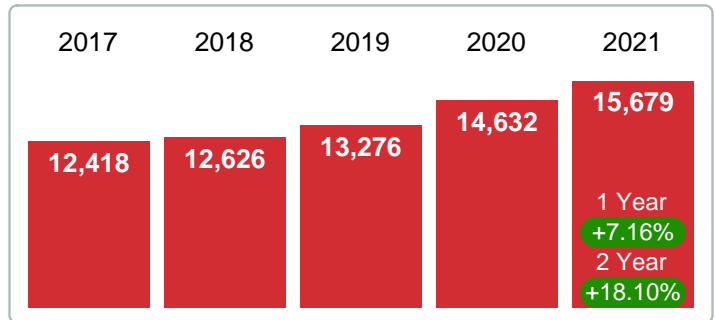
PENDING LISTINGS

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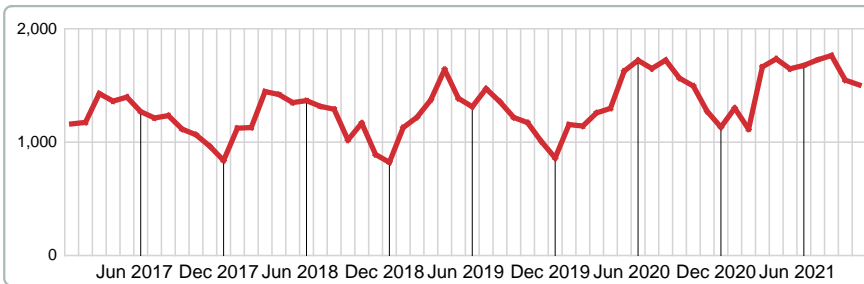
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

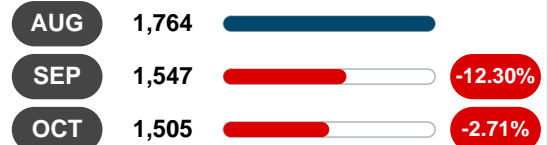


3 MONTHS

5 year OCT AVG = 1,281

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,505 above the 5 yr OCT average of 1,281



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	122	8.11%	29.1	59	57	5	1
\$100,001 - \$150,000	219	14.55%	20.1	44	163	9	3
\$150,001 - \$175,000	152	10.10%	21.6	21	109	21	1
\$175,001 - \$250,000	432	28.70%	16.2	30	303	95	4
\$250,001 - \$325,000	240	15.95%	19.7	14	113	107	6
\$325,001 - \$425,000	160	10.63%	31.8	7	62	79	12
\$425,001 and up	180	11.96%	48.5	1	36	110	33
Total Pending Units	1,505			176	843	426	60
Total Pending Volume	409,134,942	100%	24.0	26.56M	197.01M	148.06M	37.51M
Average Listing Price	\$262,237			\$150,906	\$233,700	\$347,553	\$625,142

October 2021



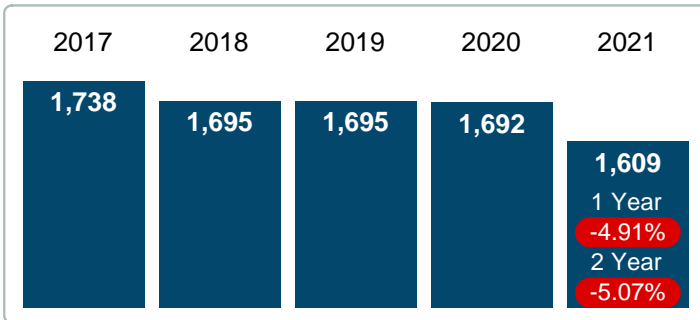
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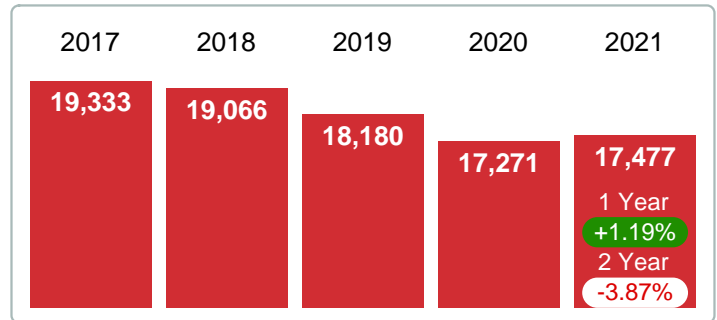
NEW LISTINGS

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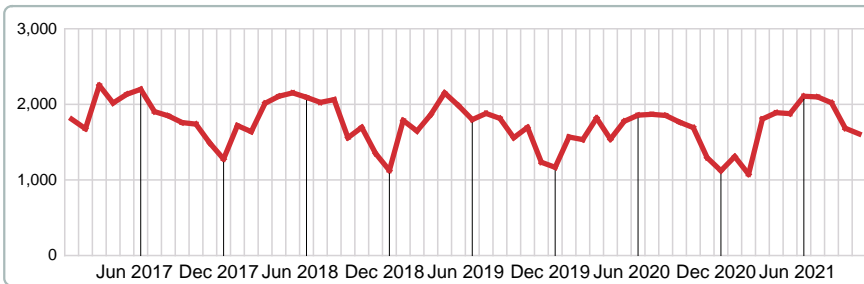
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

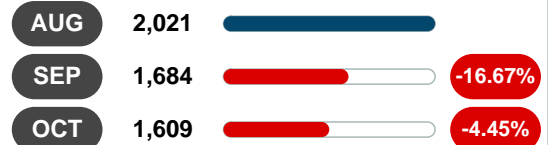


3 MONTHS

5 year OCT AVG = 1,686

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

New Listings this month at 1,609 below the 5 yr OCT average of 1,686



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	130	8.08%	59	63	8	0
\$100,001 - \$150,000	213	13.24%	45	155	9	4
\$150,001 - \$175,000	151	9.38%	23	102	25	1
\$175,001 - \$250,000	463	28.78%	32	324	101	6
\$250,001 - \$325,000	266	16.53%	9	123	125	9
\$325,001 - \$475,000	225	13.98%	11	75	117	22
\$475,001 and up	161	10.01%	5	37	78	41
Total New Listed Units	1,609		184	879	463	83
Total New Listed Volume	478,324,634	100%	31.59M	218.11M	163.58M	65.05M
Average New Listed Listing Price	\$271,336		\$171,662	\$248,130	\$353,307	\$783,758

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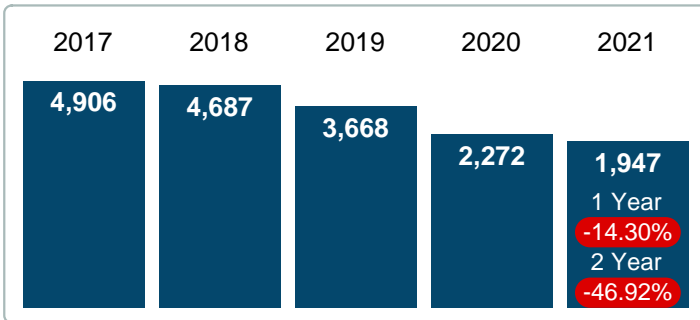
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



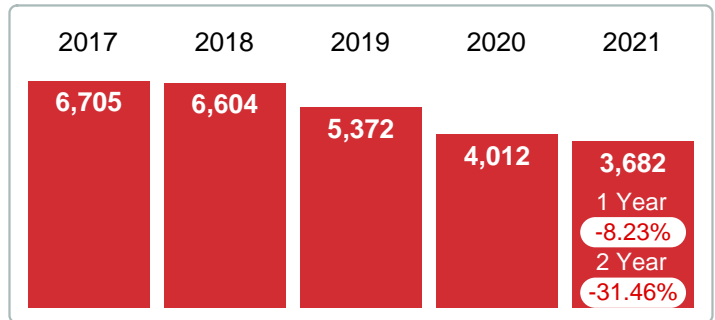
ACTIVE INVENTORY

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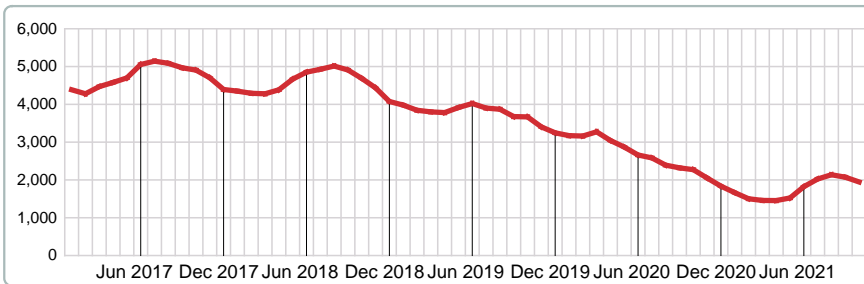
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

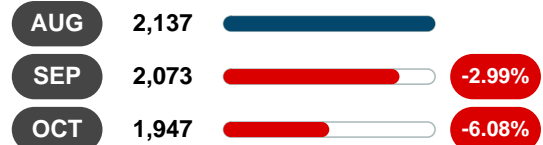


3 MONTHS

5 year OCT AVG = 3,496

High Jul 2017 5,143 Low Apr 2021 1,454

Inventory this month at **1,947**
below the 5 yr OCT average of **3,496**



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	142	7.29%	99.0	74	55	9	4
\$75,001 - \$150,000	286	14.69%	66.7	76	170	35	5
\$150,001 - \$200,000	263	13.51%	53.7	34	177	47	5
\$200,001 - \$325,000	477	24.50%	52.3	28	253	180	16
\$325,001 - \$450,000	319	16.38%	67.7	15	114	158	32
\$450,001 - \$725,000	262	13.46%	74.9	6	78	134	44
\$725,001 and up	198	10.17%	84.8	5	28	79	86
Total Active Inventory by Units	1,947			238	875	642	192
Total Active Inventory by Volume	773,673,248	100%	66.9	42.72M	243.04M	305.44M	182.47M
Average Active Inventory Listing Price	\$397,367			\$179,496	\$277,762	\$475,767	\$950,360

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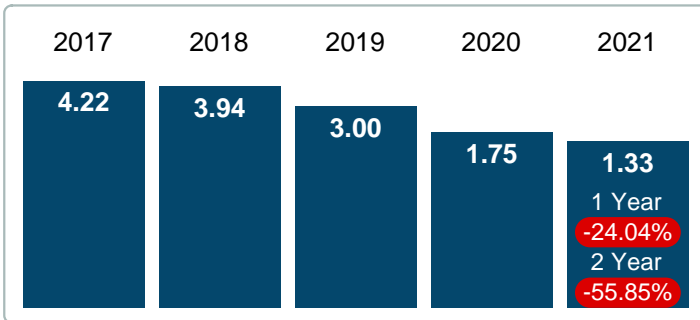
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



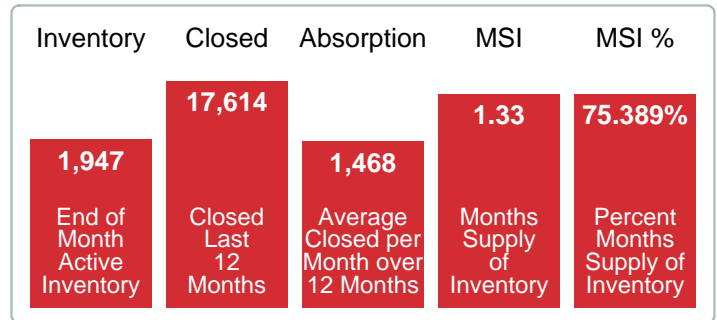
MONTHS SUPPLY of INVENTORY (MSI)

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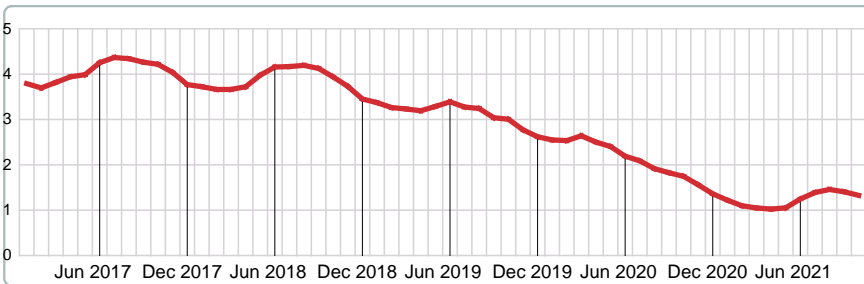
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

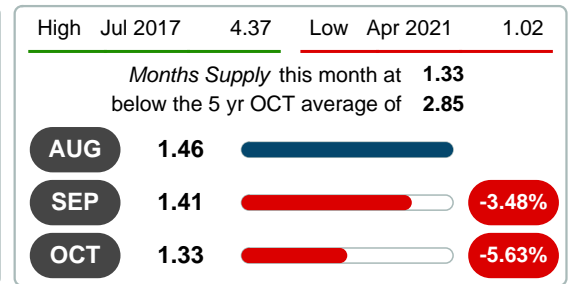


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.85



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	142	7.29%	1.54	1.58	1.42	1.61	4.00
\$75,001 - \$150,000	286	14.69%	1.12	1.26	0.99	1.65	2.40
\$150,001 - \$200,000	263	13.51%	0.88	1.59	0.76	1.15	1.88
\$200,001 - \$325,000	477	24.50%	0.97	1.31	0.95	0.98	0.89
\$325,001 - \$450,000	319	16.38%	1.57	2.81	1.92	1.40	1.26
\$450,001 - \$725,000	262	13.46%	2.65	5.14	4.39	2.47	1.72
\$725,001 and up	198	10.17%	6.44	15.00	7.64	5.04	7.76
Market Supply of Inventory (MSI)	1.33			1.52	1.11	1.48	2.24
Total Active Inventory by Units	1,947		100%	238	875	642	192

October 2021



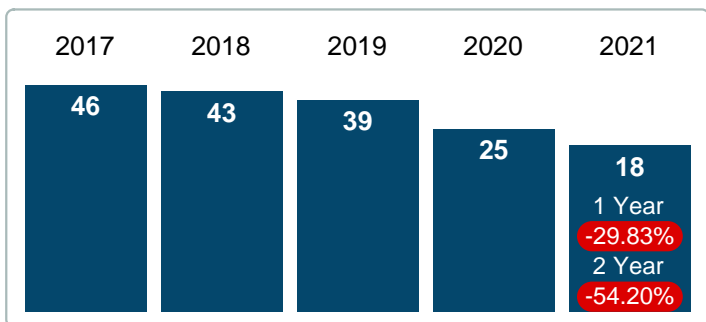
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



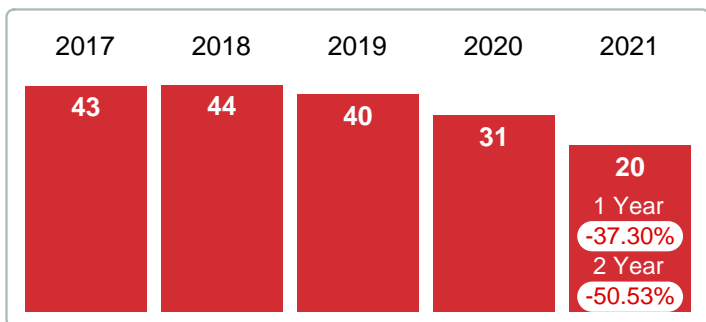
AVERAGE DAYS ON MARKET TO SALE

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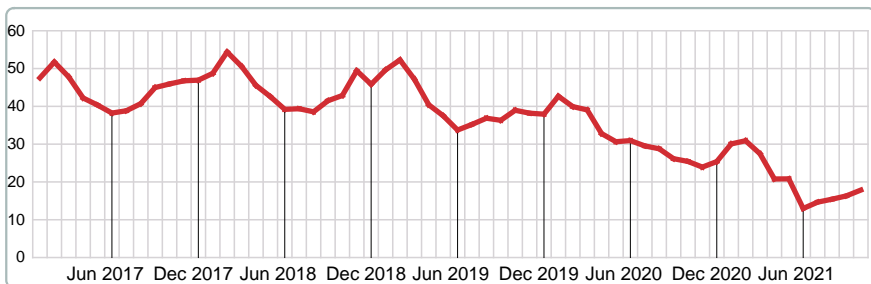
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

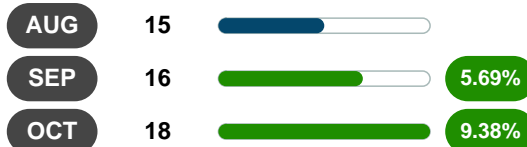


3 MONTHS

5 year OCT AVG = 34

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 18 below the 5 yr OCT average of 34



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	9.03%	26	33	23	11	21
\$100,001 - \$150,000	12.12%	16	19	15	23	0
\$150,001 - \$175,000	8.58%	13	16	13	7	0
\$175,001 - \$250,000	28.24%	12	19	12	10	22
\$250,001 - \$325,000	17.34%	13	27	11	13	23
\$325,001 - \$450,000	15.15%	21	18	23	20	17
\$450,001 and up	9.54%	37	61	22	41	40
Average Closed DOM		18	24	14	19	30
Total Closed Units	100%	1,551	195	819	458	79
Total Closed Volume		416,753,724	28.61M	180.48M	163.02M	44.64M

October 2021



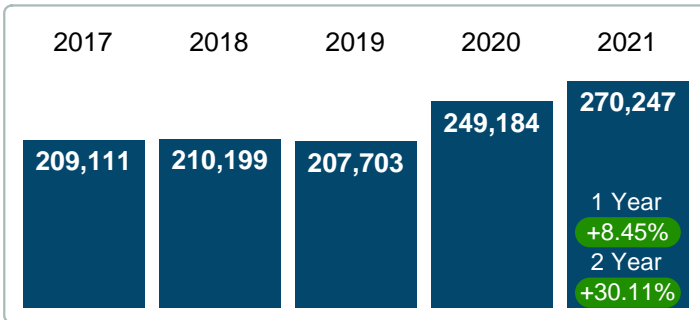
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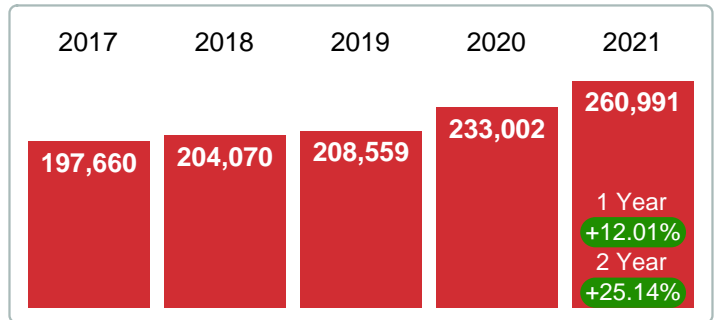
AVERAGE LIST PRICE AT CLOSING

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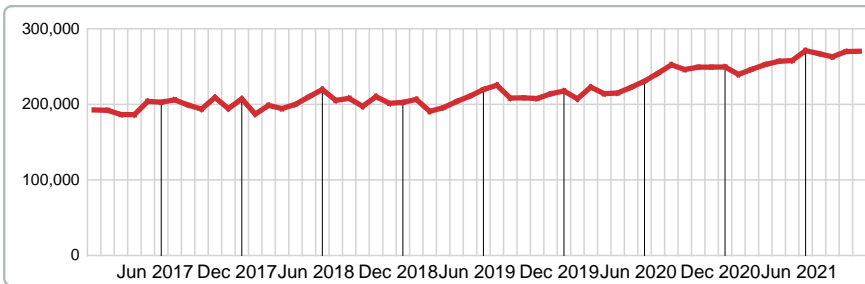
OCTOBER



YEAR TO DATE (YTD)

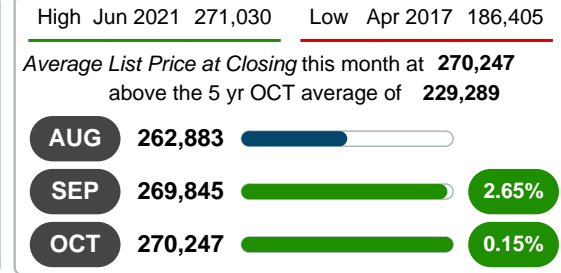


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 229,289



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 136	8.77%	73,086	69,255	81,593	73,192	75,000
\$100,001 - \$150,000 186	11.99%	130,162	129,678	133,030	140,950	0
\$150,001 - \$175,000 140	9.03%	164,869	161,868	163,881	168,213	0
\$175,001 - \$250,000 449	28.95%	213,768	206,739	211,543	222,366	213,543
\$250,001 - \$325,000 265	17.09%	287,222	266,100	282,462	284,902	287,389
\$325,001 - \$450,000 226	14.57%	385,354	386,625	377,480	387,826	384,171
\$450,001 and up 149	9.61%	689,504	699,000	535,909	669,544	840,401
Average List Price		270,247	149,410	220,557	357,659	576,890
Total Closed Units	100%	270,247	195	819	458	79
Total Closed Volume		419,153,014	29.13M	180.64M	163.81M	45.57M

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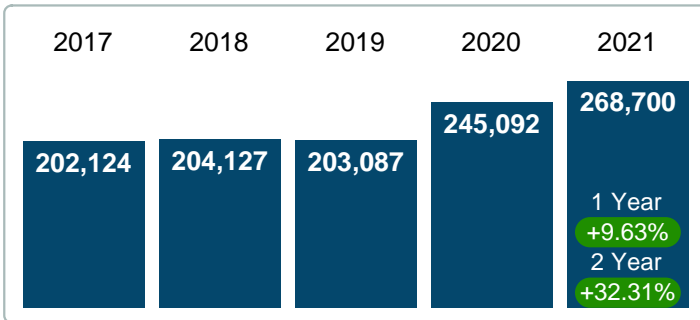
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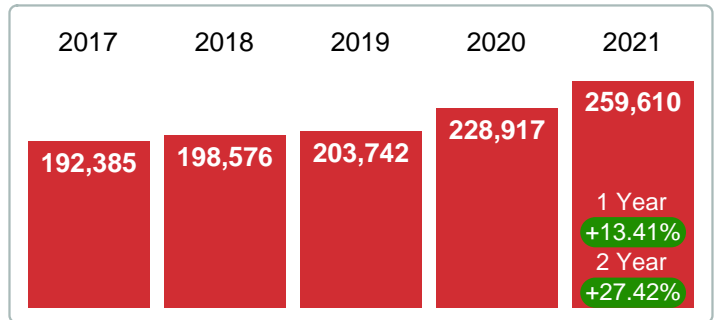
AVERAGE SOLD PRICE AT CLOSING

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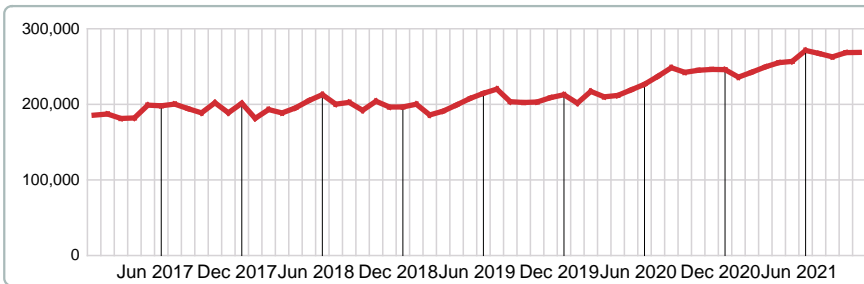
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

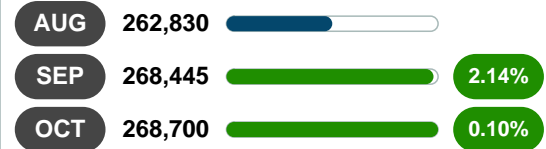


3 MONTHS

5 year OCT AVG = 224,626

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

Average Sold Price at Closing this month at **268,700** above the 5 yr OCT average of **224,626**



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	9.03%	71,450	65,933	76,980	73,962	60,000
\$100,001 - \$150,000	12.12%	129,991	127,039	130,489	134,886	0
\$150,001 - \$175,000	8.58%	164,387	162,433	164,464	169,538	0
\$175,001 - \$250,000	28.24%	213,680	205,139	212,481	222,967	210,771
\$250,001 - \$325,000	17.34%	284,820	274,700	283,265	287,218	279,664
\$325,001 - \$450,000	15.15%	382,670	374,745	378,469	385,717	382,033
\$450,001 and up	9.54%	677,792	601,000	533,811	659,484	820,687
Average Sold Price		268,700	146,724	220,371	355,932	565,079
Total Closed Units		1,551	195	819	458	79
Total Closed Volume		416,753,724	28.61M	180.48M	163.02M	44.64M

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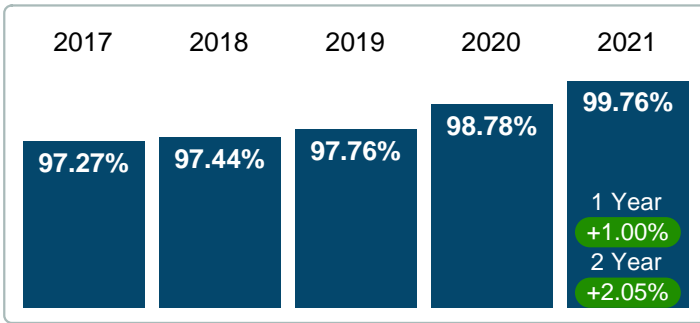
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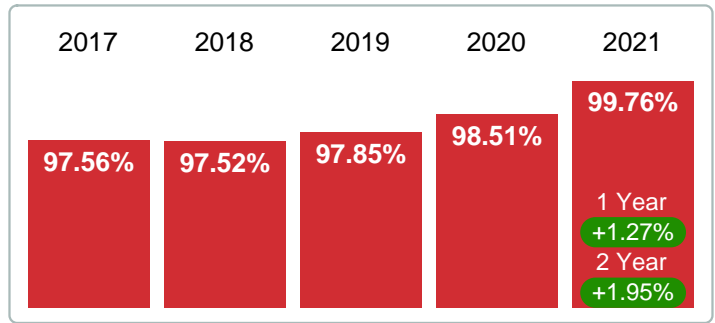
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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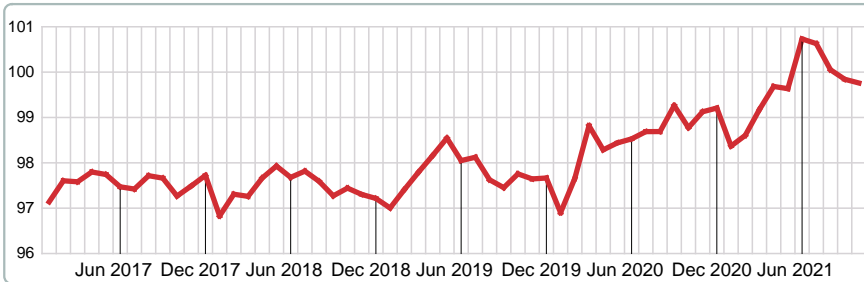
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

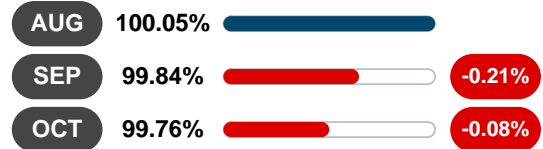


3 MONTHS

5 year OCT AVG = 98.20%

High Jun 2021 100.73% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.76%**
above the 5 yr OCT average of **98.20%**



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	140	9.03%	96.21%	95.36%	95.74%	103.94%	80.00%
\$100,001 - \$150,000	188	12.12%	98.30%	98.42%	98.49%	96.16%	0.00%
\$150,001 - \$175,000	133	8.58%	101.94%	100.58%	102.36%	100.90%	0.00%
\$175,001 - \$250,000	438	28.24%	100.48%	99.40%	100.72%	100.33%	98.64%
\$250,001 - \$325,000	269	17.34%	100.65%	103.77%	100.41%	100.98%	97.35%
\$325,001 - \$450,000	235	15.15%	99.77%	97.15%	100.50%	99.54%	99.57%
\$450,001 and up	148	9.54%	99.25%	85.98%	99.87%	99.64%	98.34%
Average Sold/List Ratio		99.80%		97.97%	100.10%	100.15%	98.32%
Total Closed Units		1,551	100%	195	819	458	79
Total Closed Volume		416,753,724		28.61M	180.48M	163.02M	44.64M

October 2021



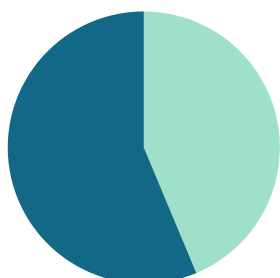
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

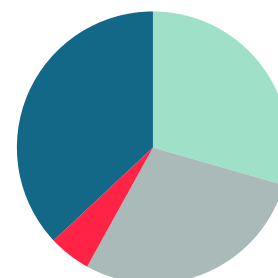


Inventory
 New Listings
1,609 = 43.69%
 Start Inventory
2,074
 Total Inventory Units
3,683
 Volume
\$1,281,021,155

Market Activity

Closed Sales
1,551 = 29.45%
 Pending Sales
1,505 = 28.58%
 Other Off Market
263 = 4.99%
 Active Inventory
1,947 = 36.97%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,635	1,551	-5.14%	13,396	14,819	10.62%
Pending Sales	1,495	1,505	0.67%	14,632	15,679	7.16%
New Listings	1,692	1,609	-4.91%	17,271	17,477	1.19%
Average List Price	249,184	270,247	8.45%	233,002	260,991	12.01%
Average Sale Price	245,092	268,700	9.63%	228,917	259,610	13.41%
Average Percent of Selling Price to List Price	98.78%	99.76%	1.00%	98.51%	99.76%	1.27%
Average Days on Market to Sale	25.43	17.84	-29.83%	31.50	19.75	-37.30%
Monthly Inventory	2,302	1,947	-15.42%	2,302	1,947	-15.42%
Months Supply of Inventory	1.77	1.33	-25.03%	1.77	1.33	-25.03%

Absorption: Last 12 months, an Average of **1,468** Sales/Month

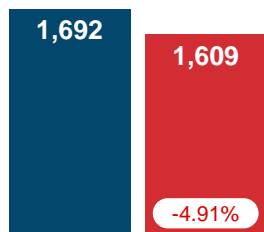
Inventory on October 31, 2021 = **1,947**

2020 **2021**

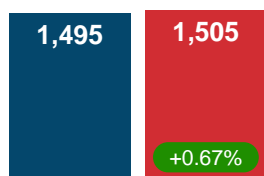
OCTOBER MARKET

AVERAGE PRICES

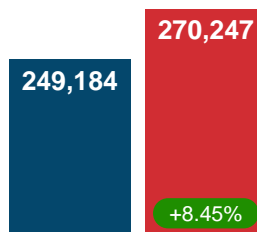
New Listings



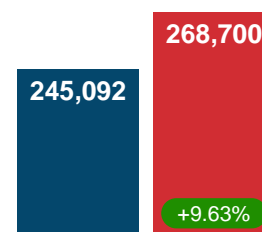
Pending Listings



List Price



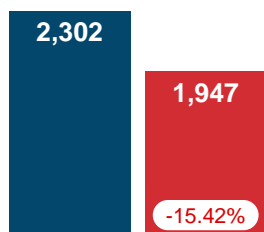
Sale Price



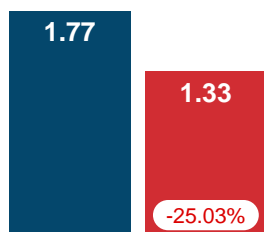
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

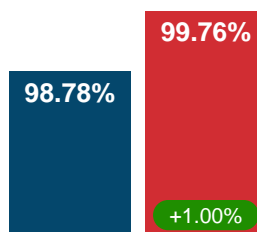
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

