

September 2021



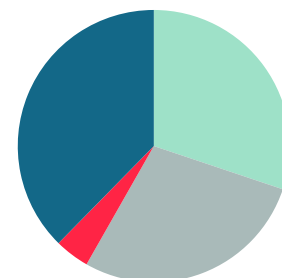
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	1,573	1,661	5.59%
Pending Listings	1,564	1,547	-1.09%
New Listings	1,765	1,684	-4.59%
Average List Price	246,106	269,845	9.65%
Average Sale Price	242,320	268,445	10.78%
Average Percent of Selling Price to List Price	99.26%	99.84%	0.58%
Average Days on Market to Sale	26.15	16.31	-37.61%
End of Month Inventory	2,349	2,074	-11.71%
Months Supply of Inventory	1.85	1.41	-23.89%



■ Closed (30.15%)
■ Pending (28.08%)
■ Other OffMarket (4.12%)
■ Active (37.65%)

Absorption: Last 12 months, an Average of **1,475** Sales/Month
Active Inventory as of September 30, 2021 = **2,074**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **11.71%** to 2,074 existing homes available for sale. Over the last 12 months this area has had an average of 1,475 closed sales per month. This represents an unsold inventory index of **1.41** 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 **10.78%** in September 2021 to \$268,445 versus the previous year at \$242,320.

Average Days on Market Shortens

The average number of **16.31** days that homes spent on the market before selling decreased by 9.84 days or **37.61%** in September 2021 compared to last year's same month at **26.15** DOM.

Sales Success for September 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 1,684 New Listings in September 2021, down **4.59%** from last year at 1,765. Furthermore, there were 1,661 Closed Listings this month versus last year at 1,573, a **5.59%** increase.

Closed versus Listed trends yielded a **98.6%** ratio, up from previous year's, September 2020, at **89.1%**, a **10.67%** upswing. This will certainly create pressure on a decreasing

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Real Estate is Local

Months Supply of Inventory (MSI) in the months to come.

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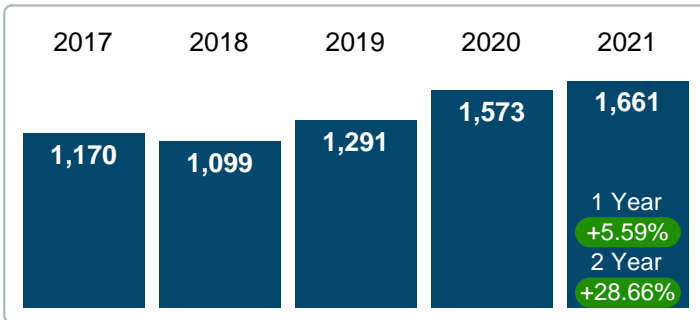
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



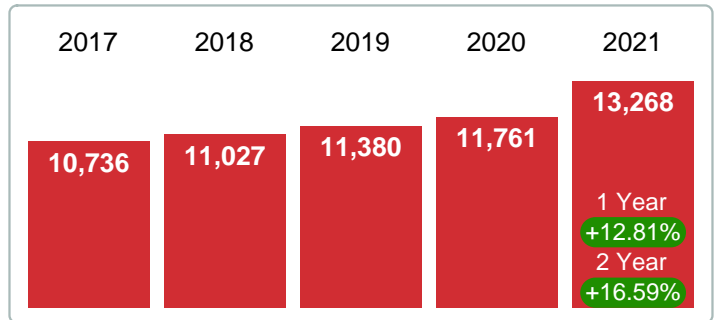
CLOSED LISTINGS

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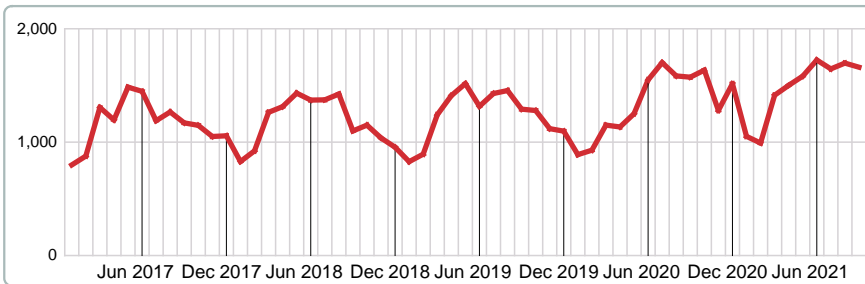
SEPTEMBER



YEAR TO DATE (YTD)

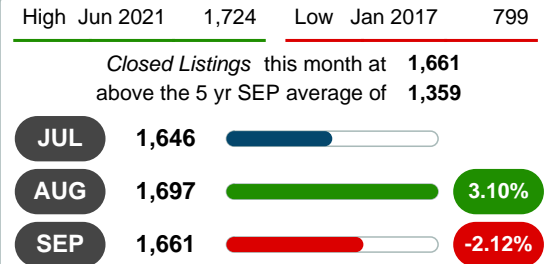


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,359



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	127	7.65%	25.5	64	59	3	1
\$100,001 - \$150,000	223	13.43%	14.6	50	152	20	1
\$150,001 - \$175,000	148	8.91%	12.8	15	121	12	0
\$175,001 - \$250,000	482	29.02%	10.8	22	337	119	4
\$250,001 - \$325,000	267	16.07%	11.4	3	141	114	9
\$325,001 - \$450,000	248	14.93%	20.4	6	78	137	27
\$450,001 and up	166	9.99%	32.4	2	22	98	44
Total Closed Units	1,661			162	910	503	86
Total Closed Volume	445,886,591	100%	16.3	21.95M	198.66M	180.51M	44.76M
Average Closed Price	\$268,445			\$135,521	\$218,310	\$358,865	\$520,478

September 2021



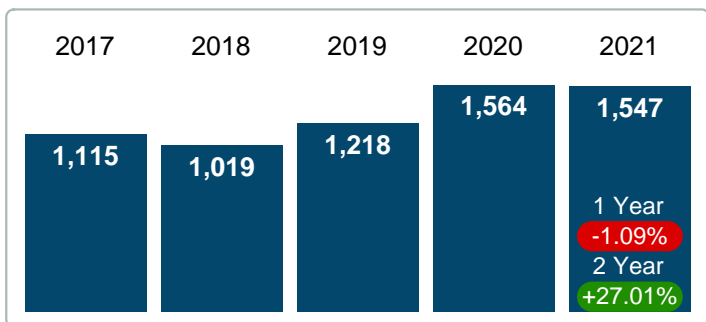
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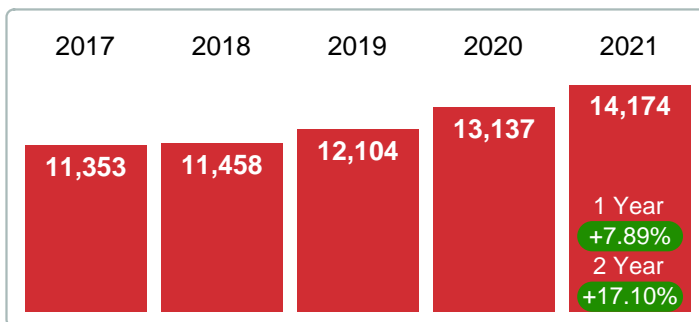
PENDING LISTINGS

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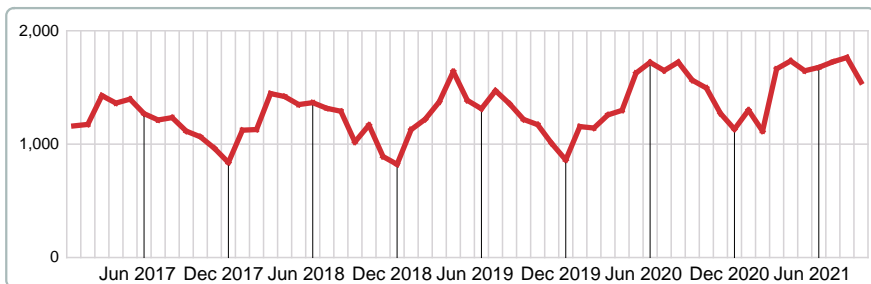
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,293

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,547 above the 5 yr SEP average of 1,293



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	144	9.31%	30.1	62	67	14	1
\$100,001 - \$150,000	197	12.73%	22.7	53	127	15	2
\$150,001 - \$175,000	136	8.79%	22.3	21	104	11	0
\$175,001 - \$250,000	447	28.89%	17.8	31	302	108	6
\$250,001 - \$325,000	275	17.78%	18.5	5	123	131	16
\$325,001 - \$425,000	190	12.28%	27.8	6	56	104	24
\$425,001 and up	158	10.21%	43.6	1	39	81	37
Total Pending Units	1,547			179	818	464	86
Total Pending Volume	407,663,693	100%	23.9	24.86M	179.69M	152.20M	50.91M
Average Listing Price	\$263,926			\$138,877	\$219,669	\$328,021	\$592,023

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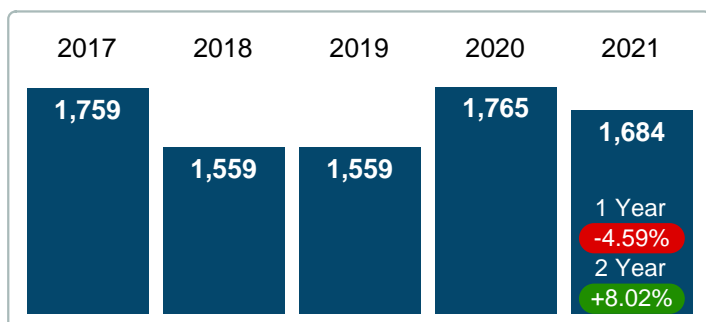
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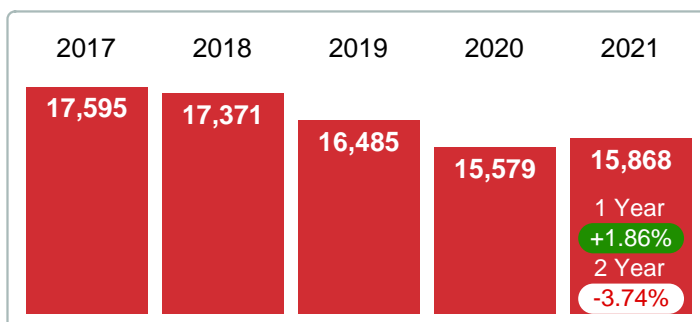
NEW LISTINGS

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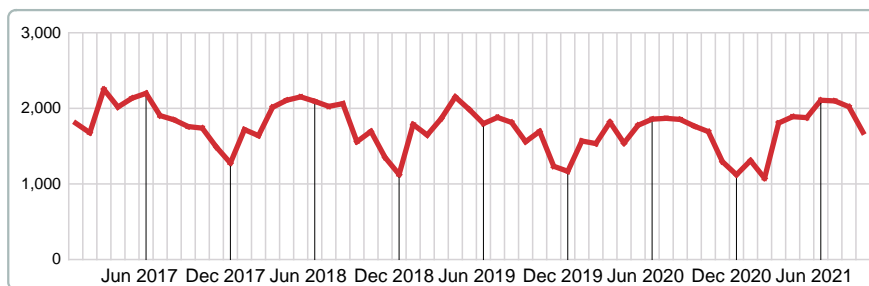
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

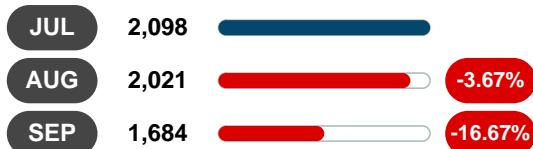


3 MONTHS

5 year SEP AVG = 1,665

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

New Listings this month at **1,684**
above the 5 yr SEP average of **1,665**



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	171	10.15%	67	86	13	5
\$100,001 - \$150,000	207	12.29%	55	137	14	1
\$150,001 - \$175,000	132	7.84%	22	101	9	0
\$175,001 - \$250,000	467	27.73%	31	319	110	7
\$250,001 - \$325,000	287	17.04%	11	131	133	12
\$325,001 - \$450,000	239	14.19%	6	81	124	28
\$450,001 and up	181	10.75%	2	44	94	41
Total New Listed Units	1,684		194	899	497	94
Total New Listed Volume	485,525,904	100%	29.61M	204.27M	188.85M	62.80M
Average New Listed Listing Price	\$268,667		\$152,631	\$227,216	\$379,972	\$668,114

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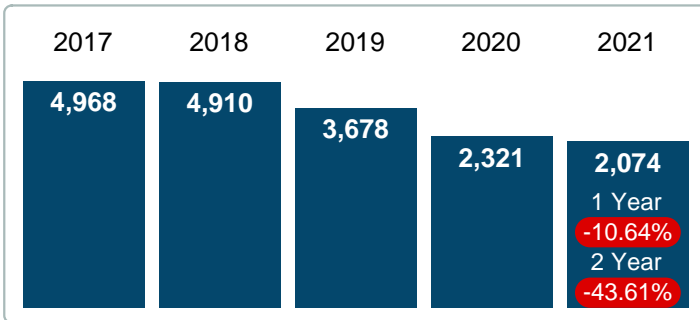
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



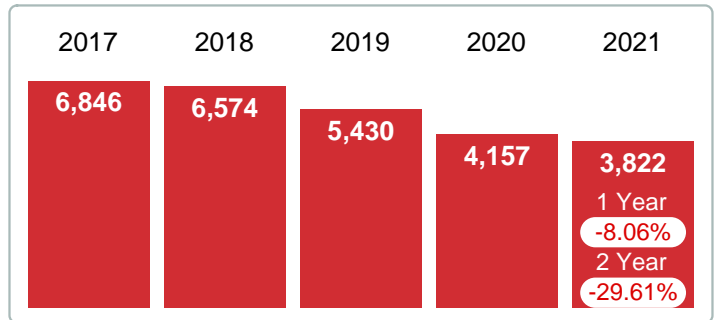
ACTIVE INVENTORY

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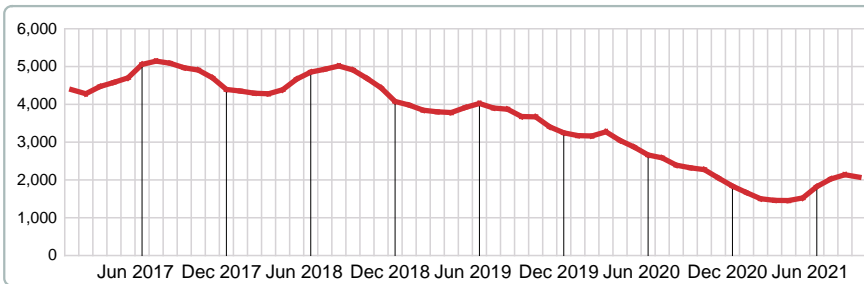
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3,590

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

Inventory this month at **2,074**
 below the 5 yr SEP average of **3,590**



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	156	7.52%	87.7	87	55	9	5
\$75,001 - \$150,000	312	15.04%	55.7	82	191	34	5
\$150,001 - \$200,000	268	12.92%	53.3	36	180	47	5
\$200,001 - \$325,000	513	24.73%	46.7	35	275	190	13
\$325,001 - \$450,000	339	16.35%	62.2	12	128	168	31
\$450,001 - \$675,000	261	12.58%	70.5	3	73	148	37
\$675,001 and up	225	10.85%	84.1	6	36	92	91
Total Active Inventory by Units	2,074			261	938	688	187
Total Active Inventory by Volume	802,696,521	100%	61.6	42.80M	261.77M	326.54M	171.59M
Average Active Inventory Listing Price	\$387,028			\$163,977	\$279,073	\$474,616	\$917,606

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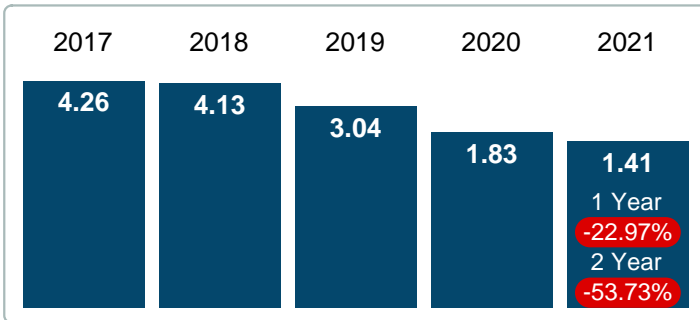
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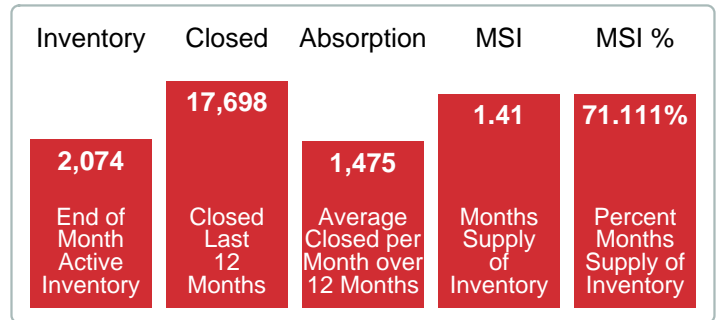
MONTHS SUPPLY of INVENTORY (MSI)

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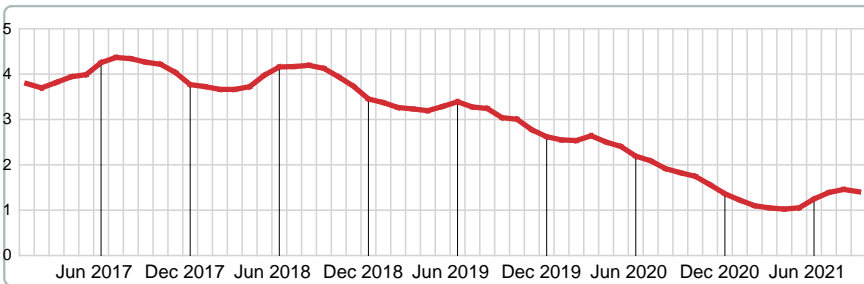
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.93

High Jul 2017 4.37 Low Apr 2021 1.02

Months Supply this month at 1.41 below the 5 yr SEP average of 2.93



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	156	7.52%	1.66	1.82	1.37	1.69	5.00
\$75,001 - \$150,000	312	15.04%	1.20	1.40	1.07	1.62	2.22
\$150,001 - \$200,000	268	12.92%	0.88	1.96	0.75	1.07	1.76
\$200,001 - \$325,000	513	24.73%	1.05	1.73	1.06	1.01	0.70
\$325,001 - \$450,000	339	16.35%	1.69	2.40	2.19	1.50	1.22
\$450,001 - \$675,000	261	12.58%	2.97	2.57	4.63	3.01	1.69
\$675,001 and up	225	10.85%	5.70	14.40	6.97	4.62	6.50
Market Supply of Inventory (MSI)			1.41	1.72	1.18	1.57	2.18
Total Active Inventory by Units		100%	1.41	261	938	688	187

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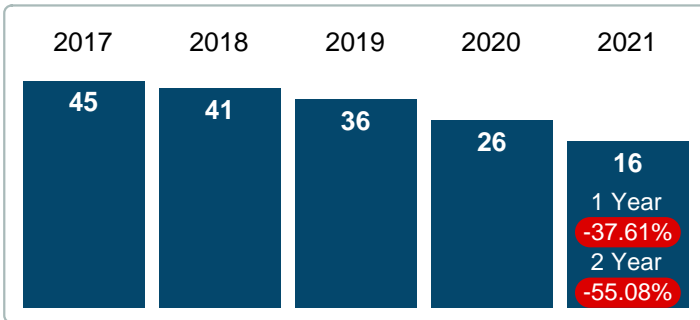
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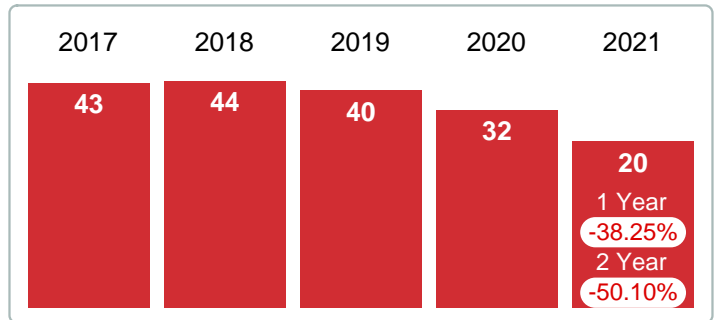
AVERAGE DAYS ON MARKET TO SALE

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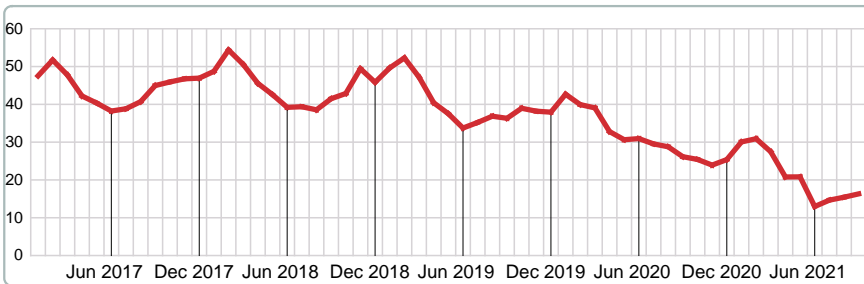
SEPTEMBER



YEAR TO DATE (YTD)

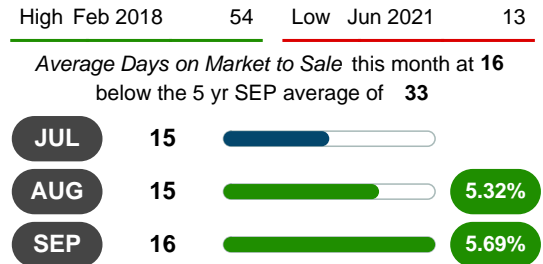


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 33



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	7.65%	26	30	20	34	42
\$100,001 - \$150,000	13.43%	15	16	14	14	23
\$150,001 - \$175,000	8.91%	13	11	13	16	0
\$175,001 - \$250,000	29.02%	11	7	10	13	43
\$250,001 - \$325,000	16.07%	11	16	11	11	15
\$325,001 - \$450,000	14.93%	20	8	30	16	16
\$450,001 and up	9.99%	32	6	24	32	40
Average Closed DOM		16	19	14	17	30
Total Closed Units	100%	1,661	162	910	503	86
Total Closed Volume		445,886,591	21.95M	198.66M	180.51M	44.76M

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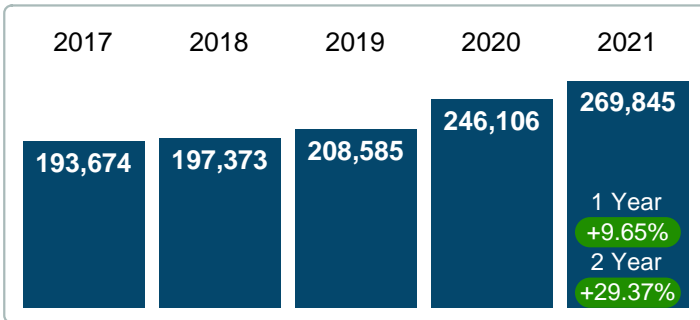
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



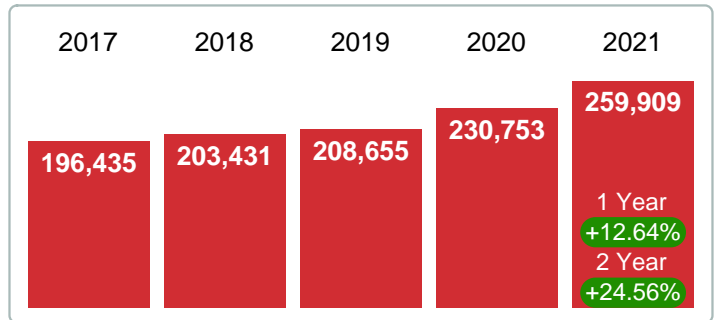
AVERAGE LIST PRICE AT CLOSING

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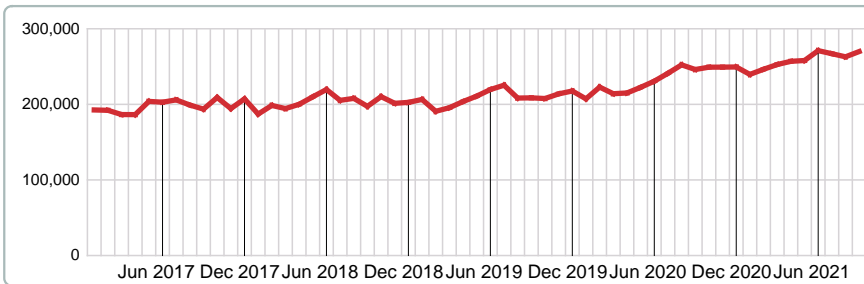
SEPTEMBER



YEAR TO DATE (YTD)

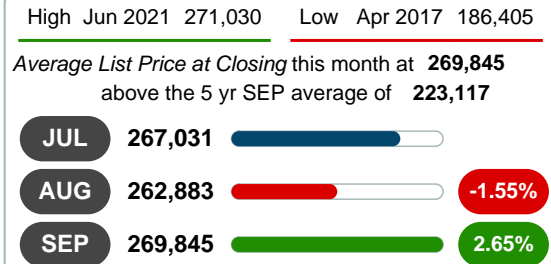


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 223,117



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	7.71%	72,319	72,961	73,461	69,933	79,500
\$100,001 - \$150,000	13.61%	132,141	131,650	132,507	131,285	145,000
\$150,001 - \$175,000	9.45%	165,397	164,060	165,680	164,725	0
\$175,001 - \$250,000	28.96%	212,392	210,175	207,173	220,415	217,200
\$250,001 - \$325,000	15.29%	283,500	266,333	277,492	284,645	283,797
\$325,001 - \$450,000	15.35%	385,136	386,400	375,416	389,156	379,970
\$450,001 and up	9.63%	692,155	518,500	707,595	658,991	729,816
Average List Price		269,845	138,834	217,930	360,610	535,100
Total Closed Units	100%	269,845	162	910	503	86
Total Closed Volume		448,212,300	22.49M	198.32M	181.39M	46.02M

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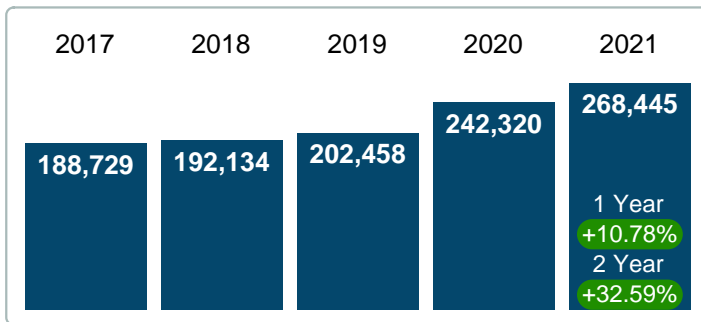
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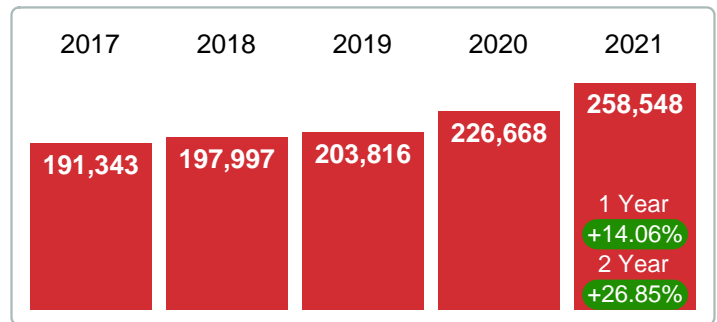
AVERAGE SOLD PRICE AT CLOSING

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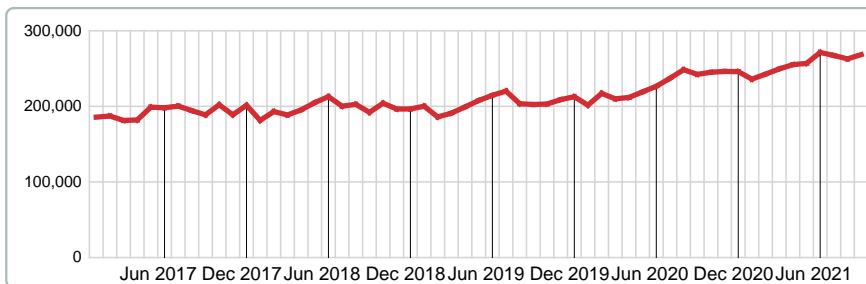
SEPTEMBER



YEAR TO DATE (YTD)

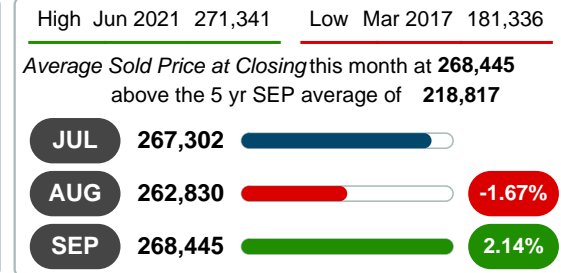


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 218,817



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	127	7.65%	68,259	67,855	69,181	63,167	55,000
\$100,001 - \$150,000	223	13.43%	130,852	129,340	131,437	129,530	144,000
\$150,001 - \$175,000	148	8.91%	164,497	163,052	164,693	164,317	0
\$175,001 - \$250,000	482	29.02%	211,648	206,205	208,845	220,462	215,500
\$250,001 - \$325,000	267	16.07%	284,014	270,000	281,387	286,566	297,500
\$325,001 - \$450,000	248	14.93%	383,459	381,883	375,575	388,981	378,573
\$450,001 and up	166	9.99%	667,158	530,500	696,484	648,606	700,027
Average Sold Price			268,445	135,521	218,310	358,865	520,478
Total Closed Units		100%	268,445	162	910	503	86
Total Closed Volume			445,886,591	21.95M	198.66M	180.51M	44.76M

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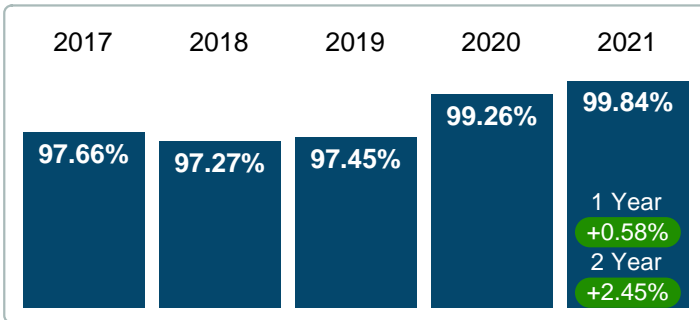
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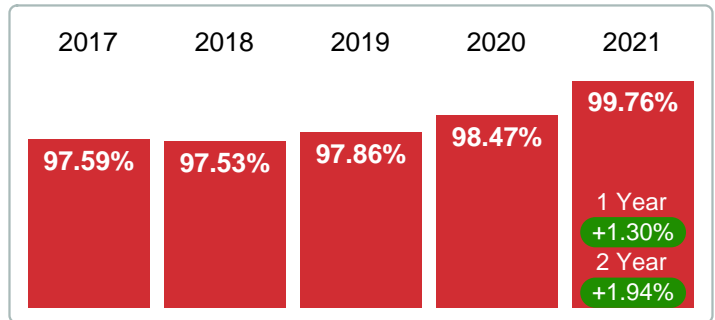
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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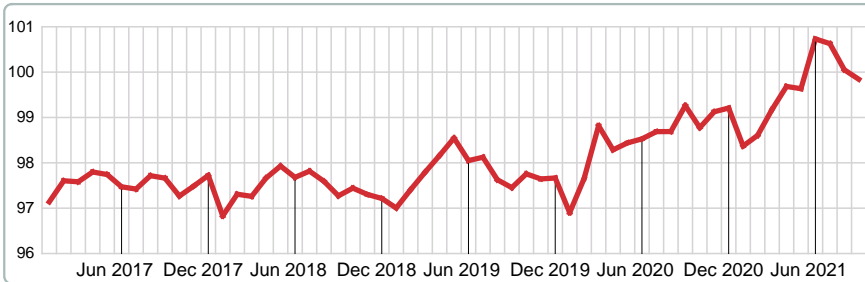
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

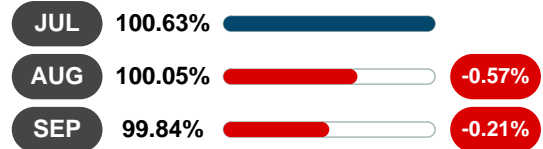


3 MONTHS

5 year SEP AVG = 98.30%

High Jun 2021 100.73% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.84%** above the 5 yr SEP average of **98.30%**



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	127	7.65%	94.00%	93.77%	94.76%	92.34%	69.18%
\$100,001 - \$150,000	223	13.43%	99.36%	98.81%	99.48%	99.79%	99.31%
\$150,001 - \$175,000	148	8.91%	99.70%	99.83%	99.67%	99.86%	0.00%
\$175,001 - \$250,000	482	29.02%	100.74%	98.70%	101.05%	100.29%	99.06%
\$250,001 - \$325,000	267	16.07%	101.93%	101.57%	102.41%	100.76%	109.34%
\$325,001 - \$450,000	248	14.93%	100.02%	98.88%	100.25%	100.00%	99.73%
\$450,001 and up	166	9.99%	98.86%	102.75%	99.16%	98.95%	98.32%
Average Sold/List Ratio		99.80%		97.00%	100.29%	99.98%	99.62%
Total Closed Units		1,661	100%	162	910	503	86
Total Closed Volume		445,886,591		21.95M	198.66M	180.51M	44.76M

September 2021



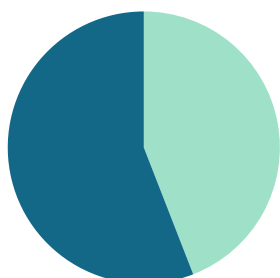
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

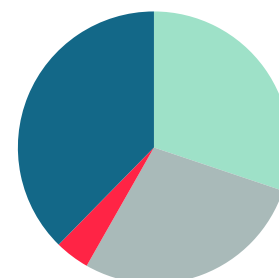


Inventory
 New Listings
1,684 = 44.08%
 Start Inventory
2,136
 Total Inventory Units
3,820
 Volume
\$1,296,866,203

Market Activity

Closed Sales
1,661 = 30.15%
 Pending Sales
1,547 = 28.08%
 Other Off Market
227 = 4.12%
 Active Inventory
2,074 = 37.65%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,573	1,661	5.59%	11,761	13,268	12.81%
Pending Sales	1,564	1,547	-1.09%	13,137	14,174	7.89%
New Listings	1,765	1,684	-4.59%	15,579	15,868	1.86%
Average List Price	246,106	269,845	9.65%	230,753	259,909	12.64%
Average Sale Price	242,320	268,445	10.78%	226,668	258,548	14.06%
Average Percent of Selling Price to List Price	99.26%	99.84%	0.58%	98.47%	99.76%	1.30%
Average Days on Market to Sale	26.15	16.31	-37.61%	32.34	19.97	-38.25%
Monthly Inventory	2,349	2,074	-11.71%	2,349	2,074	-11.71%
Months Supply of Inventory	1.85	1.41	-23.89%	1.85	1.41	-23.89%

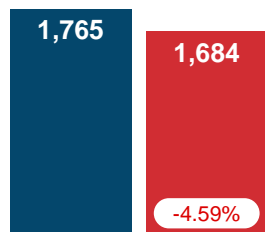
Absorption: Last 12 months, an Average of **1,475** Sales/Month

Inventory on September 30, 2021 = **2,074** 2020 2021

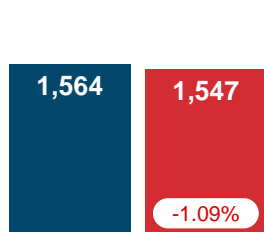
SEPTEMBER MARKET

AVERAGE PRICES

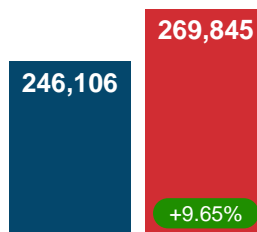
New Listings



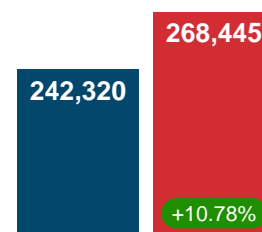
Pending Listings



List Price



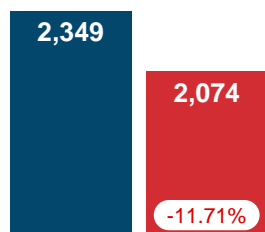
Sale Price



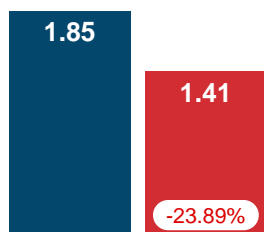
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

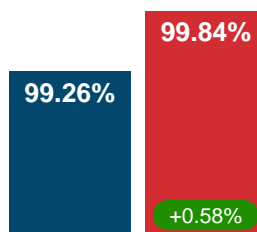
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

