

September 2021



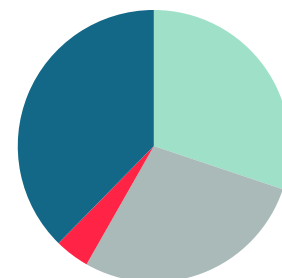
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	213,600	224,000	4.87%
Median Sale Price	210,000	225,000	7.14%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	5.00	-37.50%
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.

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 **7.14%** in September 2021 to \$225,000 versus the previous year at \$210,000.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 3.00 days or **37.50%** in September 2021 compared to last year's same month at **8.00** DOM.

Sales Success for September 2021 is Positive

Overall, with Median 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 Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

September 2021



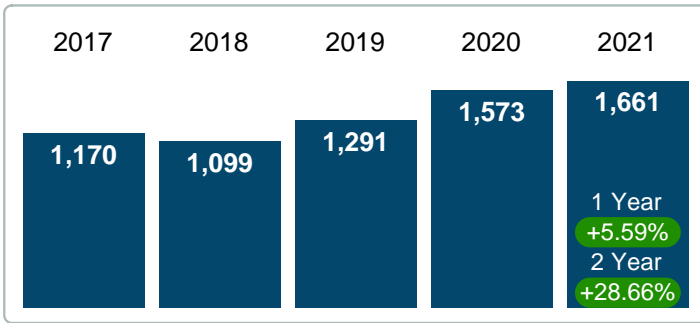
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



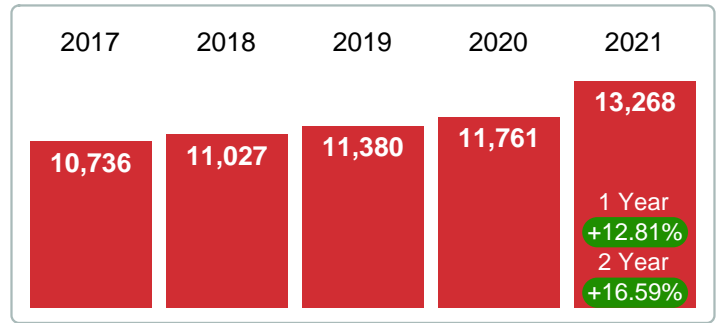
CLOSED LISTINGS

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

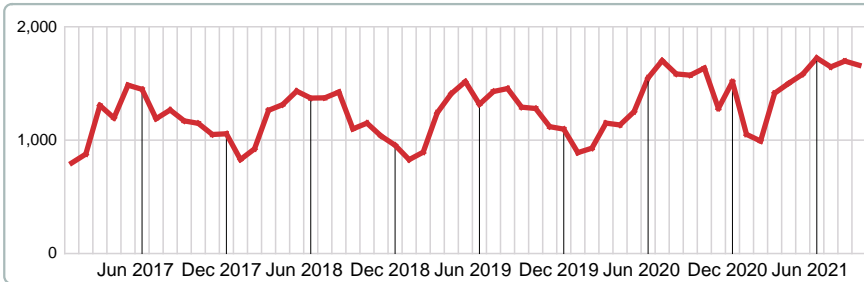
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,359

High Jun 2021 1,724 Low Jan 2017 799

Closed Listings this month at **1,661**
above the 5 yr SEP average of **1,359**



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	127	7.65%	10.0	64	59	3	1
\$100,001 - \$150,000	223	13.43%	6.0	50	152	20	1
\$150,001 - \$175,000	148	8.91%	6.0	15	121	12	0
\$175,001 - \$250,000	482	29.02%	4.0	22	337	119	4
\$250,001 - \$325,000	267	16.07%	4.0	3	141	114	9
\$325,001 - \$450,000	248	14.93%	5.5	6	78	137	27
\$450,001 and up	166	9.99%	13.5	2	22	98	44
Total Closed Units	1,661			162	910	503	86
Total Closed Volume	445,886,591	100%	5.0	21.95M	198.66M	180.51M	44.76M
Median Closed Price	\$225,000			\$125,200	\$200,000	\$315,000	\$456,500

September 2021



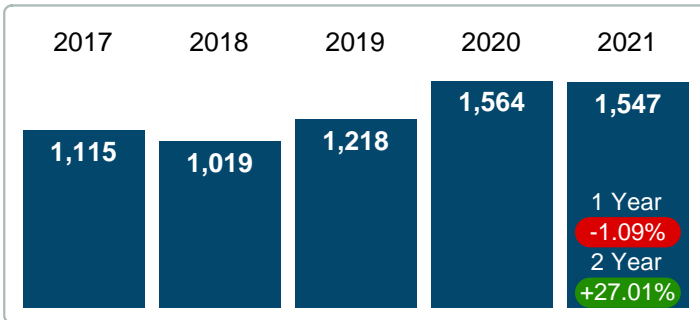
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



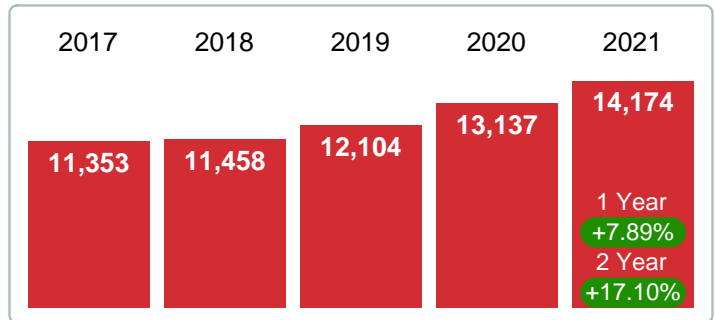
PENDING LISTINGS

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

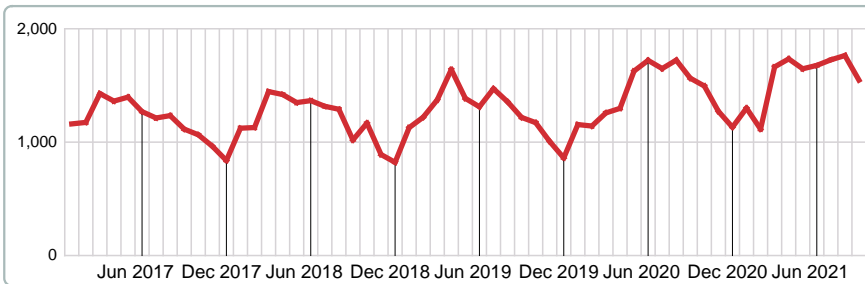
SEPTEMBER



YEAR TO DATE (YTD)

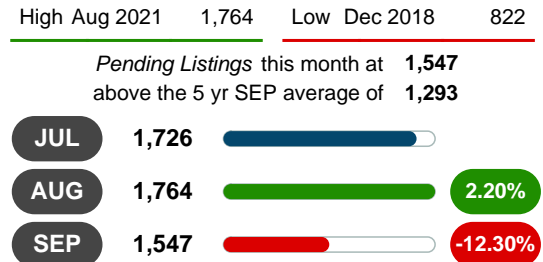


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,293



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	144	9.31%	9.0	62	67	14	1
\$100,001 - \$150,000	197	12.73%	10.0	53	127	15	2
\$150,001 - \$175,000	136	8.79%	6.0	21	104	11	0
\$175,001 - \$250,000	447	28.89%	7.0	31	302	108	6
\$250,001 - \$325,000	275	17.78%	8.0	5	123	131	16
\$325,001 - \$425,000	190	12.28%	10.0	6	56	104	24
\$425,001 and up	158	10.21%	22.5	1	39	81	37
Total Pending Units	1,547			179	818	464	86
Total Pending Volume	407,663,693	100%	9.0	24.86M	179.69M	152.20M	50.91M
Median Listing Price	\$225,000			\$125,000	\$200,000	\$292,450	\$407,000

September 2021



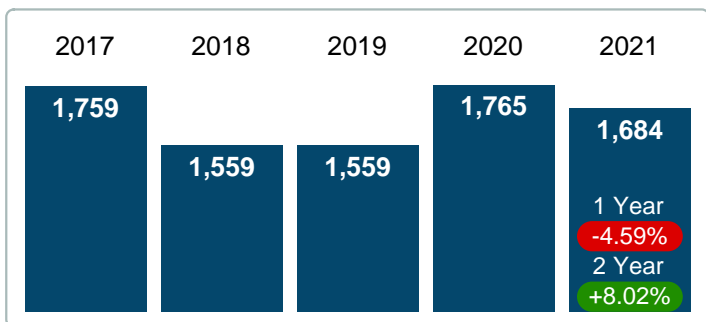
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



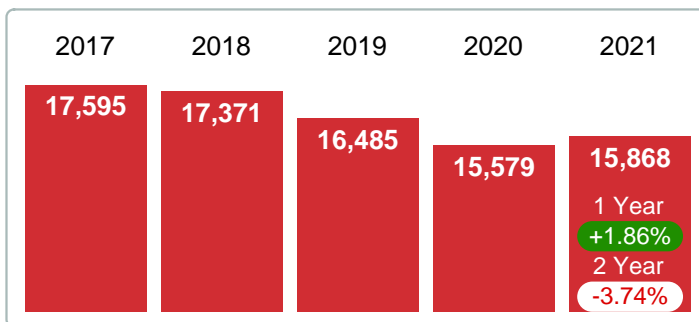
NEW LISTINGS

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

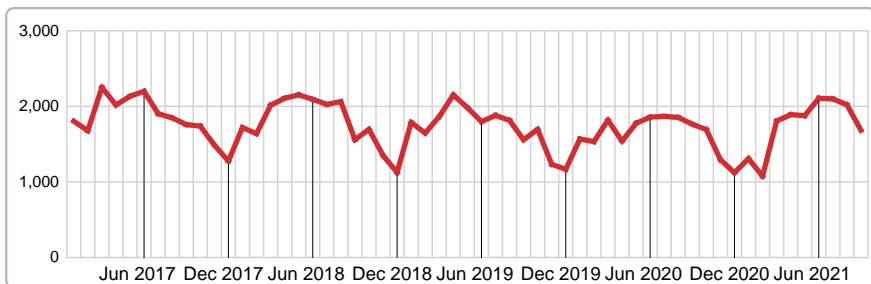
SEPTEMBER



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
Median New Listed Listing Price	\$230,000		\$125,000	\$201,955	\$305,000	\$420,500

September 2021



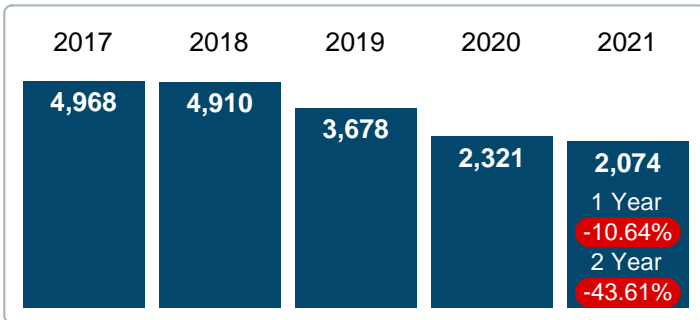
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



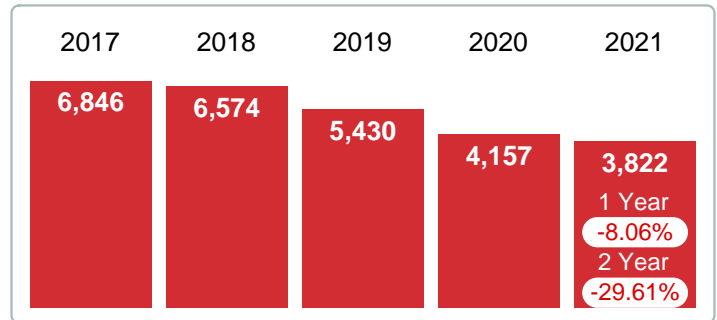
ACTIVE INVENTORY

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

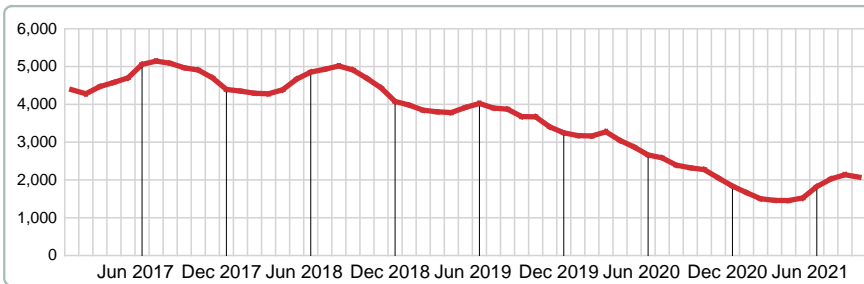
END OF SEPTEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	156	7.52%	52.0	87	55	9	5
\$75,001 - \$150,000	312	15.04%	36.5	82	191	34	5
\$150,001 - \$200,000	268	12.92%	35.5	36	180	47	5
\$200,001 - \$325,000	513	24.73%	31.0	35	275	190	13
\$325,001 - \$450,000	339	16.35%	43.0	12	128	168	31
\$450,001 - \$675,000	261	12.58%	51.0	3	73	148	37
\$675,001 and up	225	10.85%	72.0	6	36	92	91
Total Active Inventory by Units	2,074			261	938	688	187
Total Active Inventory by Volume	802,696,521	100%	43.0	42.80M	261.77M	326.54M	171.59M
Median Active Inventory Listing Price	\$274,700			\$114,900	\$215,000	\$375,000	\$649,900

September 2021



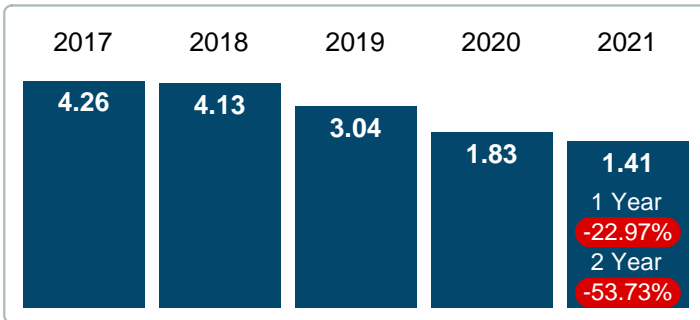
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



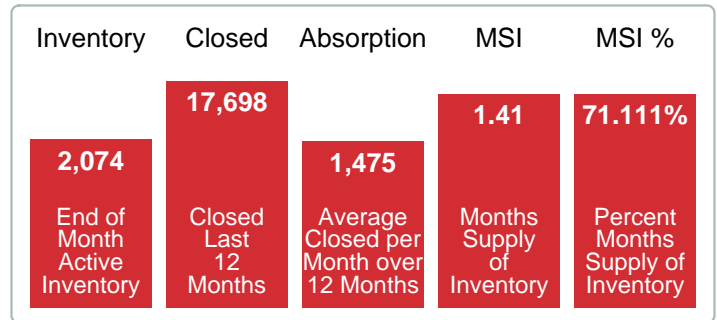
MONTHS SUPPLY of INVENTORY (MSI)

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

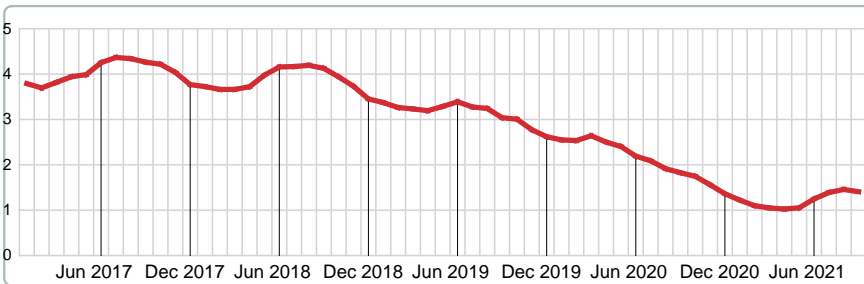
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

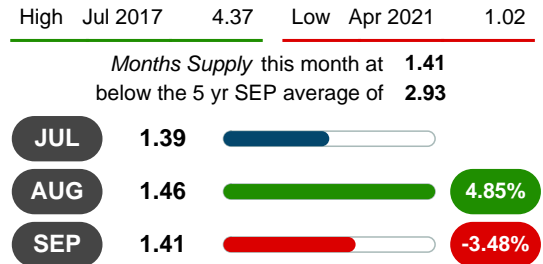


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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

September 2021



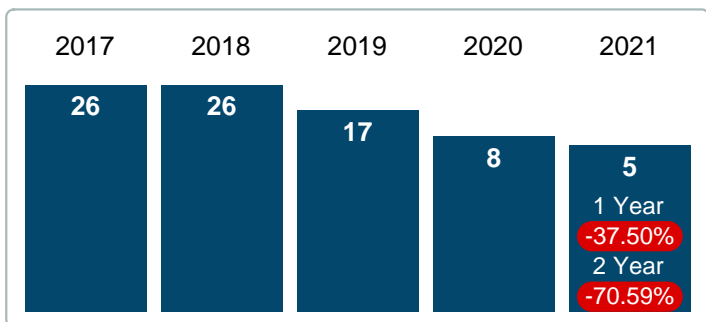
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



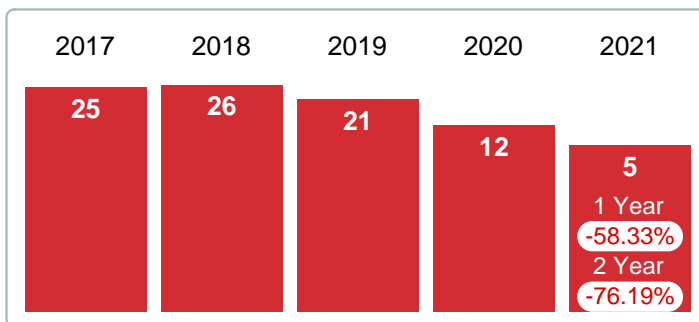
MEDIAN DAYS ON MARKET TO SALE

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

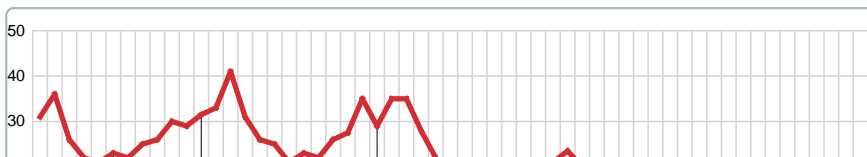
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 16

High Feb 2018 41 Low Jun 2021 4

Median Days on Market to Sale this month at 5 below the 5 yr SEP average of 16

JUL	5	
AUG	5	0.00%
SEP	5	0.00%

DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7.65%	10	10	12	7	42
\$100,001 - \$150,000	13.43%	6	9	5	6	23
\$150,001 - \$175,000	8.91%	6	3	5	12	0
\$175,001 - \$250,000	29.02%	4	4	4	5	6
\$250,001 - \$325,000	16.07%	4	19	4	6	16
\$325,001 - \$450,000	14.93%	6	10	4	5	8
\$450,001 and up	9.99%	14	6	18	14	17
Median Closed DOM		5	8	5	6	14
Total Closed Units	100%	5.0	162	910	503	86
Total Closed Volume			21.95M	198.66M	180.51M	44.76M

September 2021



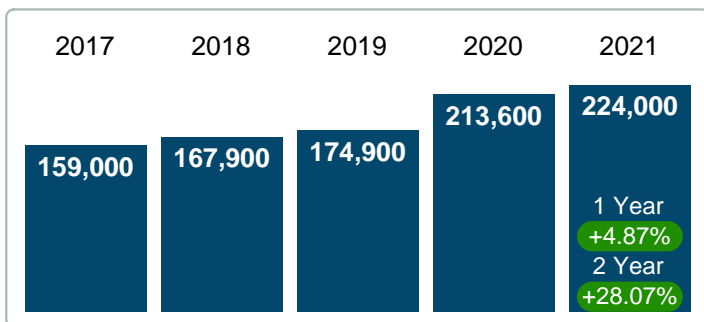
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



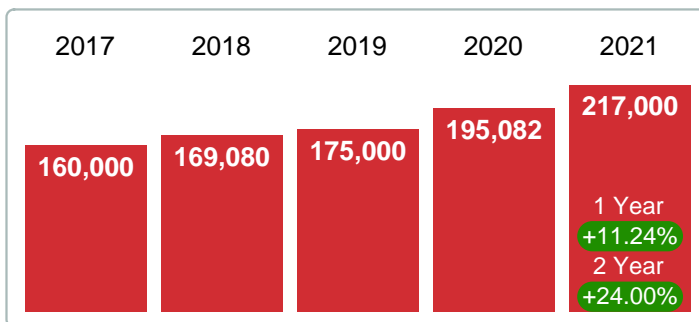
MEDIAN LIST PRICE AT CLOSING

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

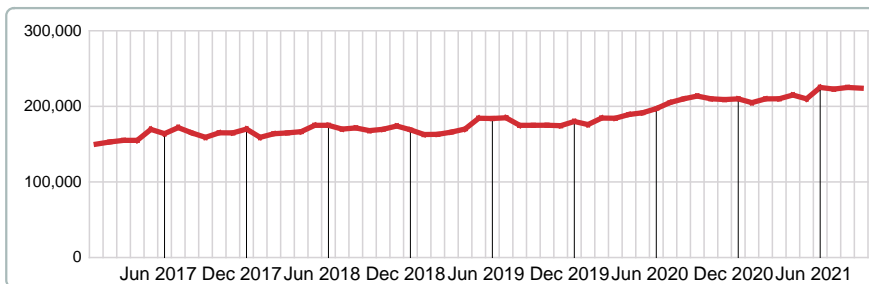
SEPTEMBER



YEAR TO DATE (YTD)

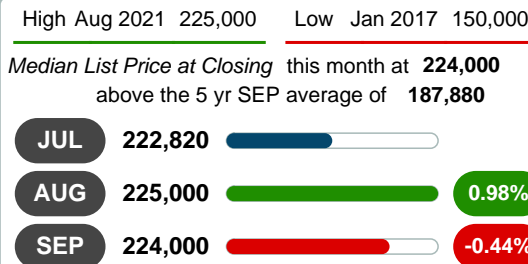


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 187,880



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	128	7.71%	75,000	75,000	74,900	94,900	79,500
\$100,001 - \$150,000	226	13.61%	134,900	133,950	134,950	134,900	145,000
\$150,001 - \$175,000	157	9.45%	165,000	166,000	165,000	169,000	167,400
\$175,001 - \$250,000	481	28.96%	210,000	199,950	209,500	225,000	217,450
\$250,001 - \$325,000	254	15.29%	284,000	262,500	280,000	285,000	277,450
\$325,001 - \$450,000	255	15.35%	385,000	410,500	364,835	399,000	382,450
\$450,001 and up	160	9.63%	575,000	600,000	569,500	554,450	625,000
Median List Price			224,000	126,110	197,950	304,000	452,500
Total Closed Units		100%	224,000	162	910	503	86
Total Closed Volume			448,212,300	22.49M	198.32M	181.39M	46.02M

September 2021



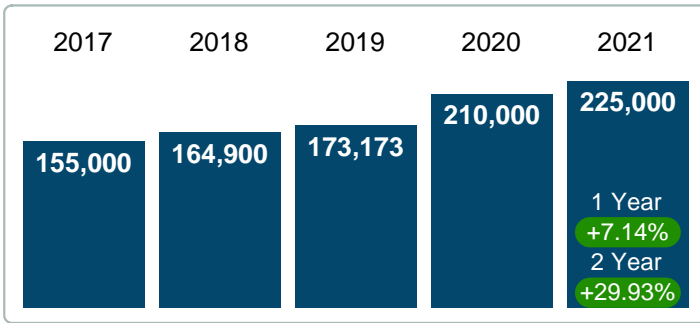
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



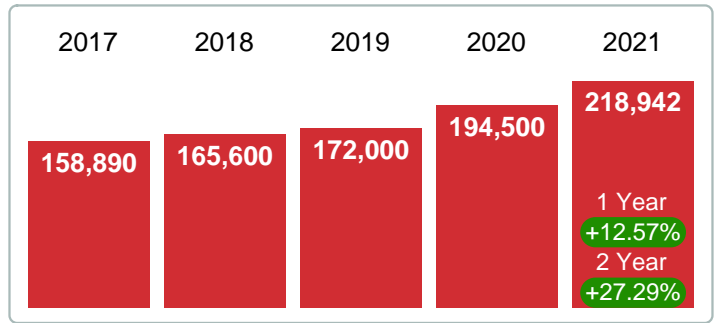
MEDIAN SOLD PRICE AT CLOSING

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

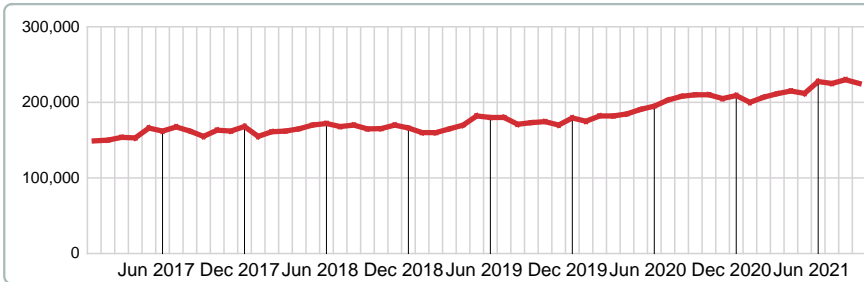
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

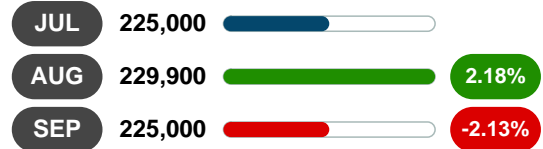


3 MONTHS

5 year SEP AVG = 185,615

High Aug 2021 229,900 Low Jan 2017 149,000

Median Sold Price at Closing this month at **225,000** above the 5 yr SEP average of **185,615**



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	7.65%	70,000	73,050	70,000	52,500	55,000
\$100,001 - \$150,000	13.43%	133,000	130,500	133,000	131,000	144,000
\$150,001 - \$175,000	8.91%	165,000	164,000	165,000	165,000	0
\$175,001 - \$250,000	29.02%	210,000	209,000	205,000	225,000	217,500
\$250,001 - \$325,000	16.07%	284,000	265,000	280,000	285,000	303,000
\$325,001 - \$450,000	14.93%	384,950	378,150	370,860	390,000	385,000
\$450,001 and up	9.99%	554,950	530,500	544,500	549,900	620,500
Median Sold Price		225,000	125,200	200,000	315,000	456,500
Total Closed Units	100%	1,661	162	910	503	86
Total Closed Volume		445,886,591	21.95M	198.66M	180.51M	44.76M

September 2021



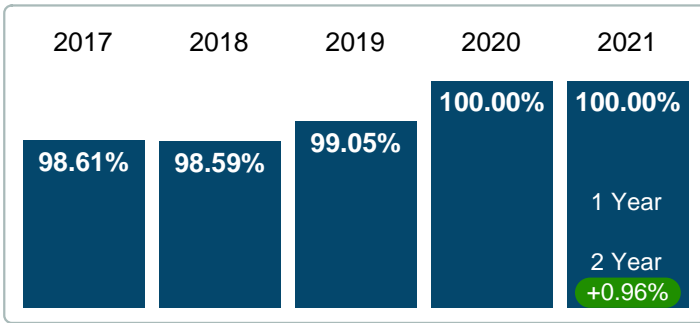
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



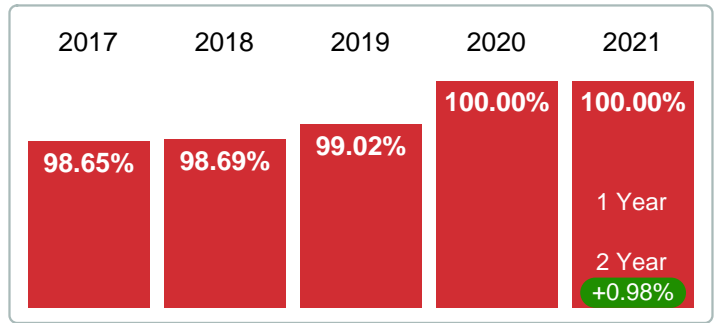
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

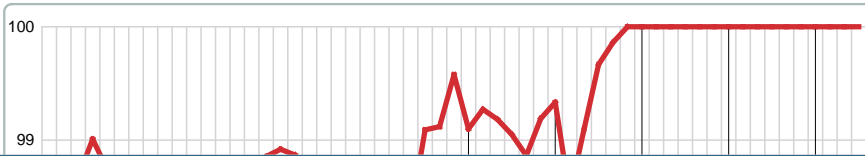
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.25%

High Sep 2021 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%** above the 5 yr SEP average of **99.25%**

JUL 100.00%
AUG 100.00%
SEP 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	127	7.65%	95.10%	95.12%	95.10%	105.37%	69.18%
\$100,001 - \$150,000	223	13.43%	100.00%	100.00%	100.00%	101.73%	99.31%
\$150,001 - \$175,000	148	8.91%	100.00%	99.56%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	482	29.02%	100.00%	100.73%	100.00%	100.00%	98.26%
\$250,001 - \$325,000	267	16.07%	100.19%	100.00%	100.44%	100.02%	100.00%
\$325,001 - \$450,000	248	14.93%	100.00%	99.05%	100.00%	100.00%	100.00%
\$450,001 and up	166	9.99%	100.00%	102.75%	98.91%	100.00%	99.08%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
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



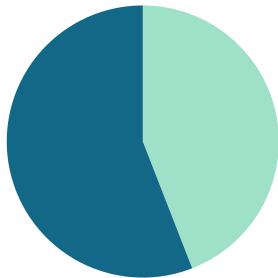
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

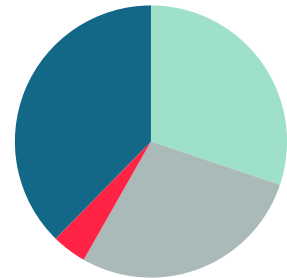


Inventory
 New Listings
1,684 = 44.08%
 Start Inventory
2,136
 Total Inventory Units
3,820
 Volume
\$1,296,866,203

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%
Median List Price	213,600	224,000	4.87%	195,082	217,000	11.24%
Median Sale Price	210,000	225,000	7.14%	194,500	218,942	12.57%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	5.00	-37.50%	12.00	5.00	-58.33%
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%

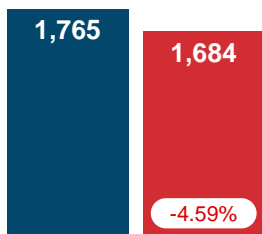
Absorption: Last 12 months, an Average of **1,475** Sales/Month

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

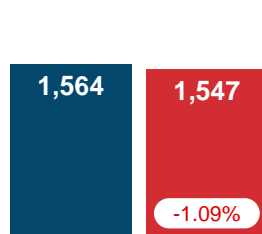
SEPTEMBER MARKET

MEDIAN PRICES

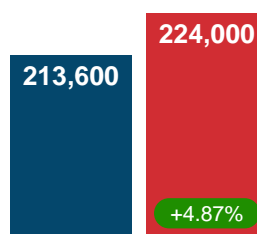
New Listings



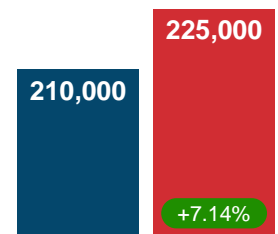
Pending Listings



List Price



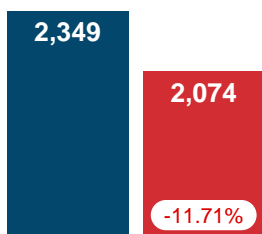
Sale Price



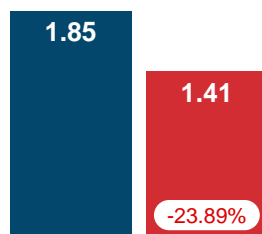
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

