

# August 2022



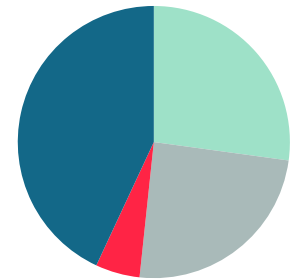
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	1,697	1,496	-11.84%
Pending Listings	1,764	1,350	-23.47%
New Listings	2,021	1,756	-13.11%
Average List Price	262,883	299,933	14.09%
Average Sale Price	262,830	296,608	12.85%
Average Percent of Selling Price to List Price	100.05%	99.64%	-0.41%
Average Days on Market to Sale	15.43	16.11	4.37%
End of Month Inventory	2,136	2,371	11.00%
Months Supply of Inventory	1.46	1.66	14.00%



■ Closed (27.17%)  
■ Pending (24.51%)  
■ Other OffMarket (5.27%)  
■ Active (43.05%)

**Absorption:** Last 12 months, an Average of **1,429** Sales/Month  
**Active Inventory** as of August 31, 2022 = **2,371**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2022 rose **11.00%** to 2,371 existing homes available for sale. Over the last 12 months this area has had an average of 1,429 closed sales per month. This represents an unsold inventory index of **1.66** 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 **12.85%** in August 2022 to \$296,608 versus the previous year at \$262,830.

#### Average Days on Market Lengthens

The average number of **16.11** days that homes spent on the market before selling increased by 0.67 days or **4.37%** in August 2022 compared to last year's same month at **15.43** DOM.

#### Sales Success for August 2022 is Positive

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

There were 1,756 New Listings in August 2022, down **13.11%** from last year at 2,021. Furthermore, there were 1,496 Closed Listings this month versus last year at 1,697, a **-11.84%** decrease.

Closed versus Listed trends yielded a **85.2%** ratio, up from previous year's, August 2021, at **84.0%**, a **1.46%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# August 2022



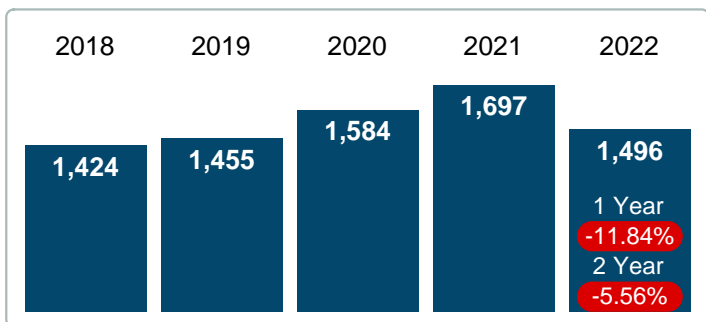
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



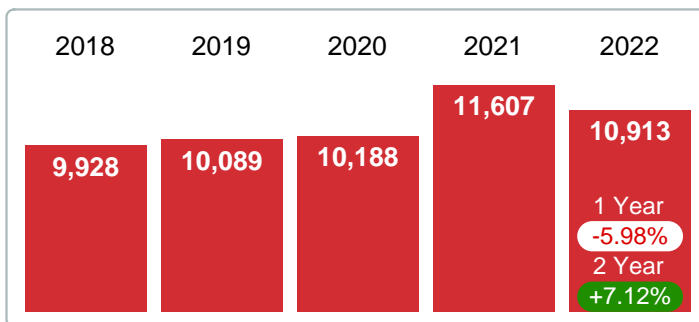
## CLOSED LISTINGS

Report produced on Aug 09, 2023 for MLS Technology Inc.

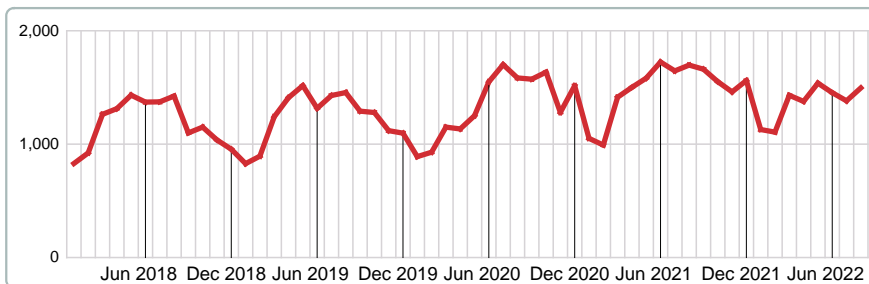
### AUGUST



### YEAR TO DATE (YTD)

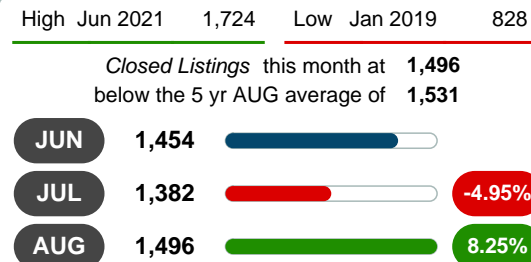


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,531



### 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	115	7.69%	18.7	74	37	4	0
\$100,001 - \$150,000	178	11.90%	12.5	49	117	11	1
\$150,001 - \$200,000	254	16.98%	11.7	22	206	26	0
\$200,001 - \$275,000	358	23.93%	12.7	22	263	70	3
\$275,001 - \$350,000	220	14.71%	15.1	8	115	91	6
\$350,001 - \$500,000	224	14.97%	19.7	10	78	121	15
\$500,001 and up	147	9.83%	30.3	1	30	78	38
<b>Total Closed Units</b>	<b>1,496</b>			<b>186</b>	<b>846</b>	<b>401</b>	<b>63</b>
<b>Total Closed Volume</b>	<b>443,725,479</b>	<b>100%</b>	<b>16.1</b>	<b>27.03M</b>	<b>203.85M</b>	<b>155.35M</b>	<b>57.50M</b>
<b>Average Closed Price</b>	<b>\$296,608</b>			<b>\$145,318</b>	<b>\$240,959</b>	<b>\$387,395</b>	<b>\$912,695</b>

# August 2022



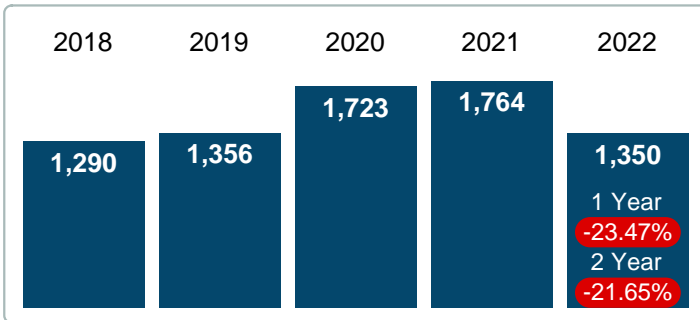
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



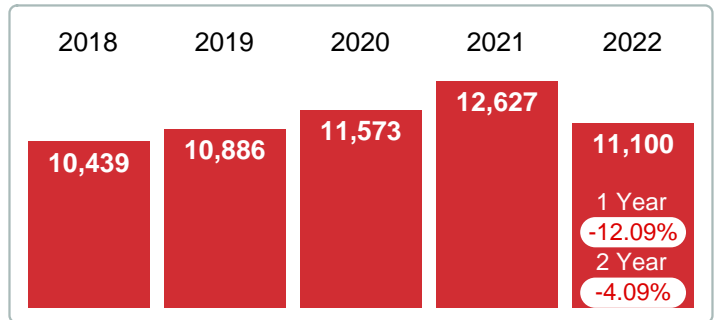
## PENDING LISTINGS

Report produced on Aug 09, 2023 for MLS Technology Inc.

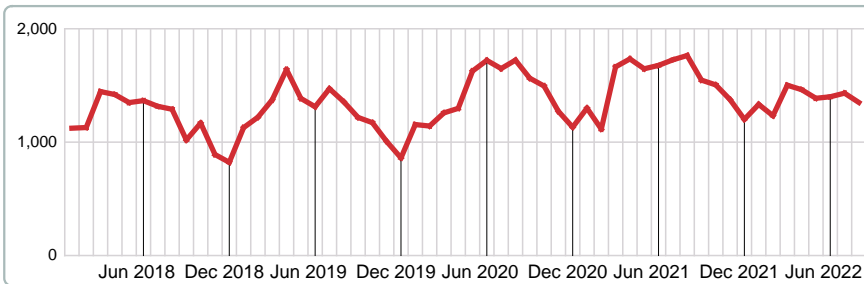
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

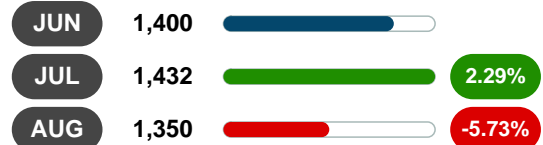


### 3 MONTHS

5 year AUG AVG = 1,497

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,350 below the 5 yr AUG average of 1,497



### 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	117	8.67%	27.0	64	48	5	0
\$100,001 - \$150,000	152	11.26%	19.4	41	97	13	1
\$150,001 - \$200,000	216	16.00%	20.5	22	174	19	1
\$200,001 - \$275,000	354	26.22%	20.0	13	263	70	8
\$275,001 - \$350,000	203	15.04%	28.2	9	99	82	13
\$350,001 - \$475,000	158	11.70%	29.6	0	63	77	18
\$475,001 and up	150	11.11%	35.2	3	26	95	26
<b>Total Pending Units</b>	<b>1,350</b>			<b>152</b>	<b>770</b>	<b>361</b>	<b>67</b>
<b>Total Pending Volume</b>	<b>396,027,171</b>	<b>100%</b>	<b>24.5</b>	<b>21.04M</b>	<b>184.17M</b>	<b>144.82M</b>	<b>46.01M</b>
<b>Average Listing Price</b>	<b>\$293,108</b>			<b>\$138,391</b>	<b>\$239,177</b>	<b>\$401,162</b>	<b>\$686,652</b>

# August 2022



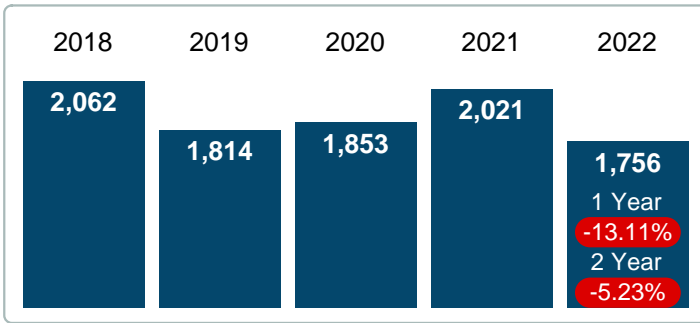
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



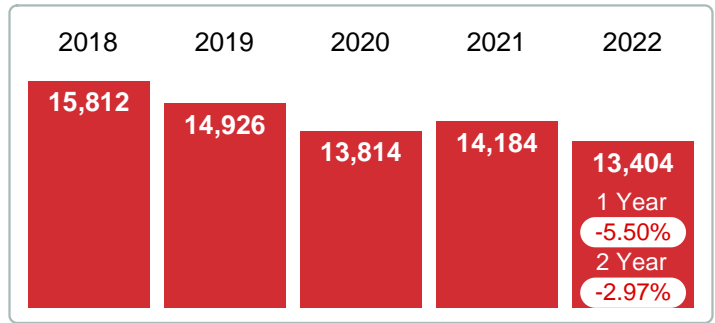
## NEW LISTINGS

Report produced on Aug 09, 2023 for MLS Technology Inc.

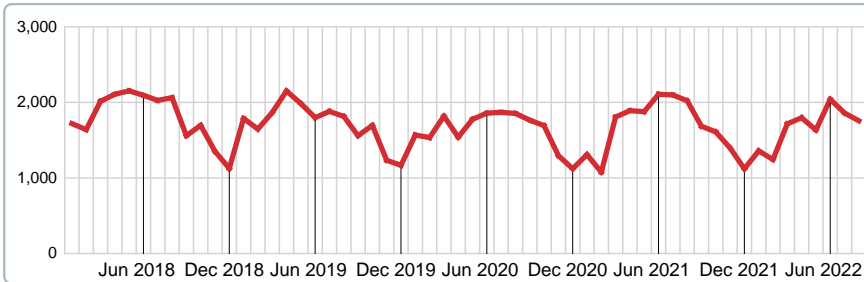
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

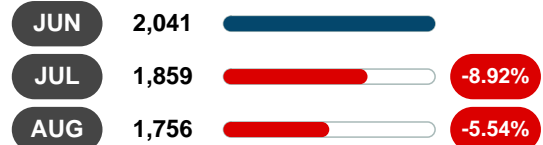


### 3 MONTHS

5 year AUG AVG = 1,901

High May 2018 2,152 Low Feb 2021 1,076

New Listings this month at 1,756 below the 5 yr AUG average of 1,901



### 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	148	8.43%	83	60	4	1
\$100,001 - \$150,000	183	10.42%	57	109	17	0
\$150,001 - \$200,000	258	14.69%	33	194	30	1
\$200,001 - \$275,000	427	24.32%	11	300	107	9
\$275,001 - \$375,000	306	17.43%	18	148	123	17
\$375,001 - \$525,000	247	14.07%	6	93	120	28
\$525,001 and up	187	10.65%	4	25	121	37
<b>Total New Listed Units</b>	<b>1,756</b>		<b>212</b>	<b>929</b>	<b>522</b>	<b>93</b>
<b>Total New Listed Volume</b>	<b>533,231,576</b>	<b>100%</b>	<b>32.56M</b>	<b>235.03M</b>	<b>215.74M</b>	<b>49.90M</b>
<b>Average New Listed Listing Price</b>	<b>\$278,657</b>		<b>\$153,604</b>	<b>\$252,995</b>	<b>\$413,287</b>	<b>\$536,555</b>

# August 2022



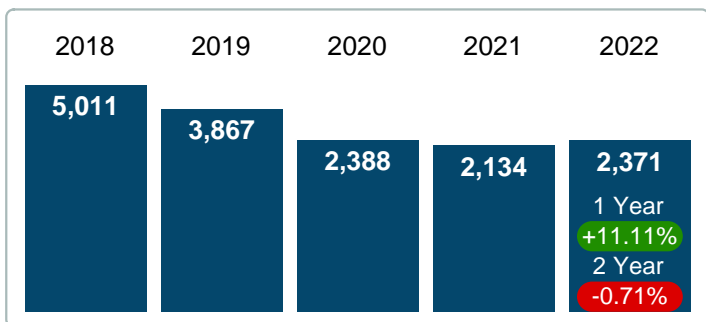
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



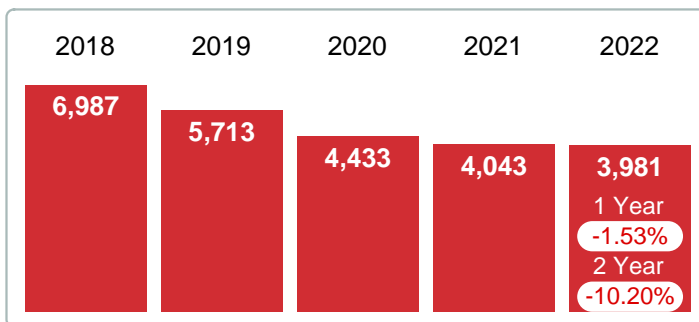
## ACTIVE INVENTORY

Report produced on Aug 09, 2023 for MLS Technology Inc.

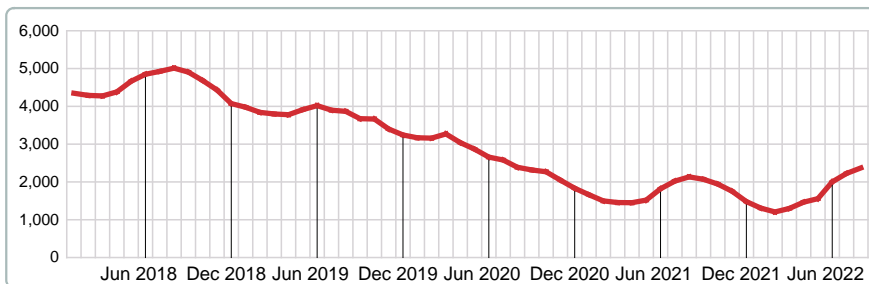
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

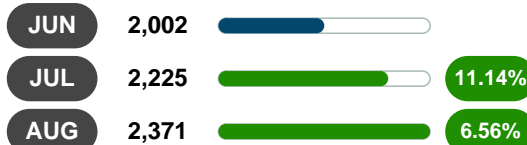


### 3 MONTHS

5 year AUG AVG = 3,154

High Aug 2018 5,011 Low Feb 2022 1,206

Inventory this month at 2,371 below the 5 yr AUG average of 3,154



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	189	7.97%	73.4	89	88	6	6
\$100,001 - \$175,000	292	12.32%	53.4	71	178	38	5
\$175,001 - \$250,000	387	16.32%	39.2	29	261	86	11
\$250,001 - \$375,000	600	25.31%	51.2	24	303	249	24
\$375,001 - \$475,000	278	11.73%	54.8	6	101	137	34
\$475,001 - \$675,000	381	16.07%	67.5	5	100	214	62
\$675,001 and up	244	10.29%	79.3	3	51	104	86
Total Active Inventory by Units			2,371	227	1,082	834	228
Total Active Inventory by Volume			963,313,113	39.66M	340.19M	388.86M	194.61M
Average Active Inventory Listing Price			\$406,290	\$174,698	\$314,405	\$466,261	\$853,548

# August 2022



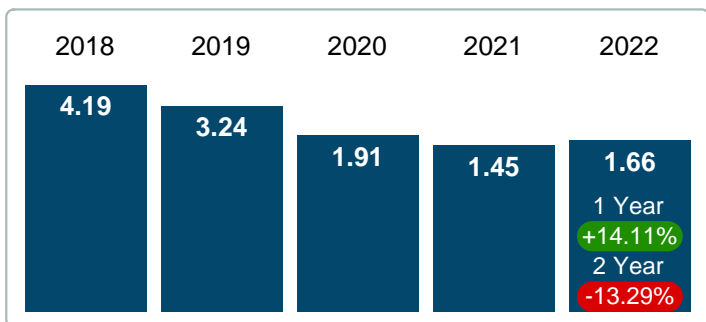
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



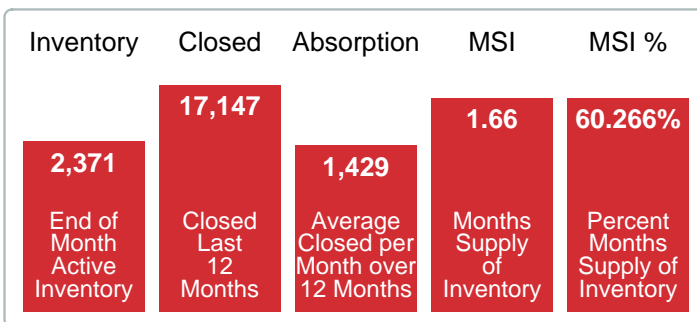
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 09, 2023 for MLS Technology Inc.

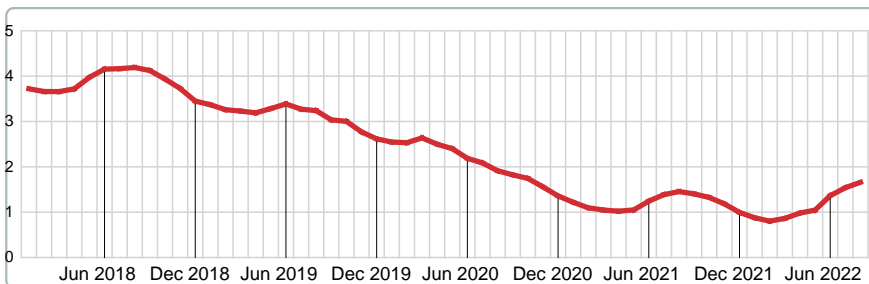
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2022



### 5 YEAR MARKET ACTIVITY TRENDS

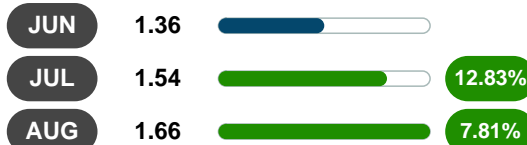


### 3 MONTHS

5 year AUG AVG = 2.49

High Aug 2018 4.19 Low Feb 2022 0.80

Months Supply this month at 1.66 below the 5 yr AUG average of 2.49



### 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
\$100,000 and less	189	7.97%	1.48	1.33	1.62	1.01	8.00
\$100,001 - \$175,000	292	12.32%	1.05	1.31	0.89	1.66	3.16
\$175,001 - \$250,000	387	16.32%	1.00	1.08	0.92	1.23	2.28
\$250,001 - \$375,000	600	25.31%	1.70	1.80	1.70	1.69	1.72
\$375,001 - \$475,000	278	11.73%	2.00	1.53	2.22	1.81	2.46
\$475,001 - \$675,000	381	16.07%	3.88	5.00	5.02	3.56	3.61
\$675,001 and up	244	10.29%	5.29	5.14	8.74	4.59	5.06
Market Supply of Inventory (MSI)			1.66	1.36	1.37	2.06	3.30
Total Active Inventory by Units		100%	1.66	227	1,082	834	228

# August 2022



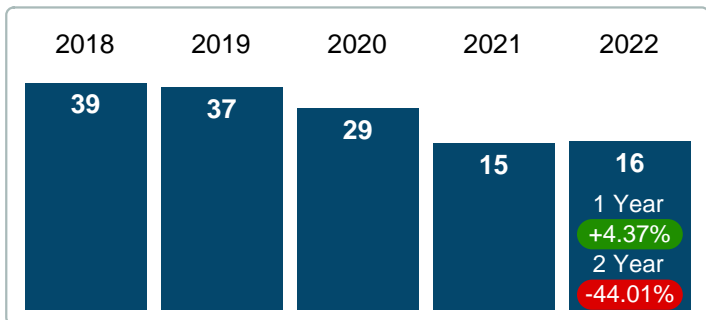
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



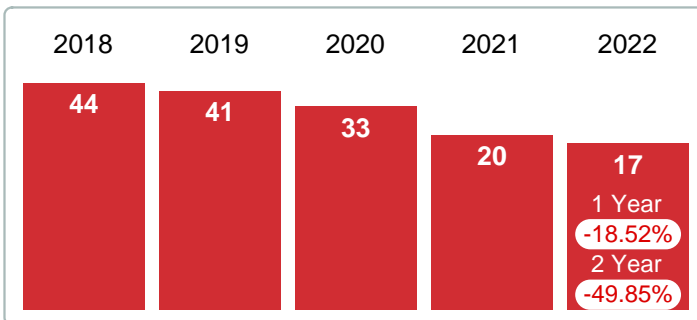
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 09, 2023 for MLS Technology Inc.

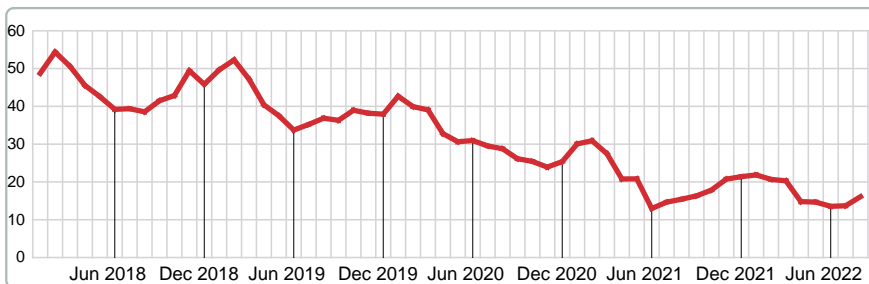
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

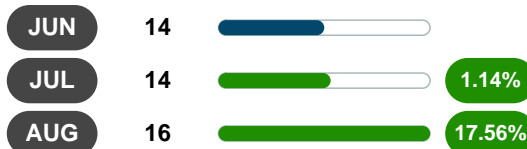


### 3 MONTHS

5 year AUG AVG = 27

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 16 below the 5 yr AUG average of 27



### 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	7.69%	19	16	22	49	0
\$100,001 - \$150,000	11.90%	12	9	14	14	3
\$150,001 - \$200,000	16.98%	12	25	10	11	0
\$200,001 - \$275,000	23.93%	13	22	11	18	20
\$275,001 - \$350,000	14.71%	15	12	16	14	21
\$350,001 - \$500,000	14.97%	20	15	23	19	11
\$500,001 and up	9.83%	30	3	41	19	46
<b>Average Closed DOM</b>		<b>16</b>	<b>16</b>	<b>14</b>	<b>17</b>	<b>33</b>
<b>Total Closed Units</b>		<b>1,496</b>	<b>186</b>	<b>846</b>	<b>401</b>	<b>63</b>
<b>Total Closed Volume</b>		<b>443,725,479</b>	<b>27.03M</b>	<b>203.85M</b>	<b>155.35M</b>	<b>57.50M</b>

# August 2022



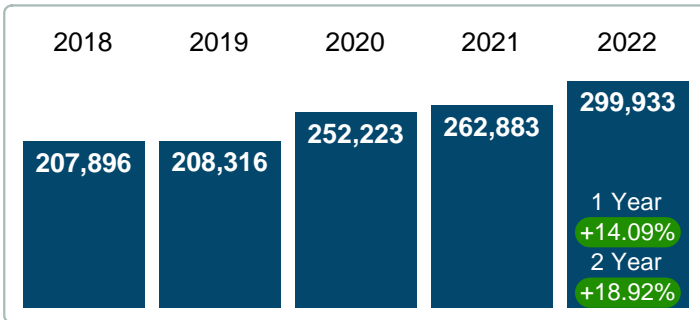
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



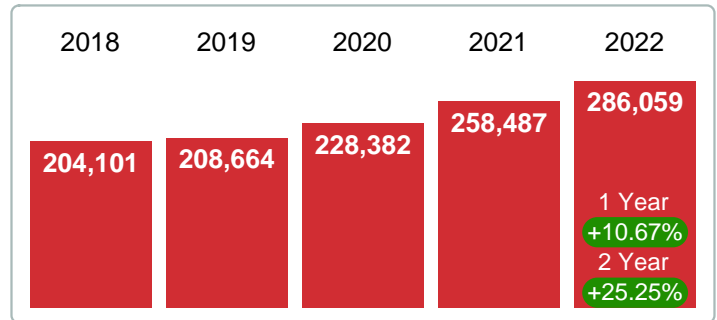
## AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 09, 2023 for MLS Technology Inc.

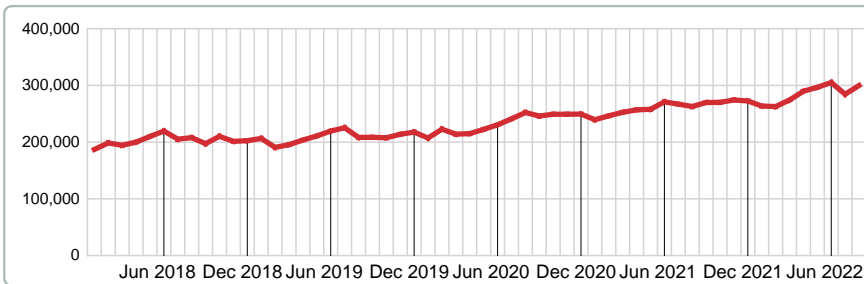
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

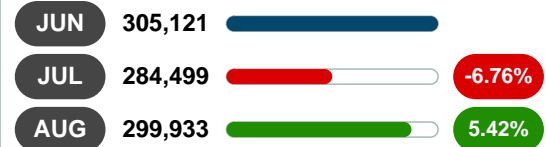


### 3 MONTHS

5 year AUG AVG = 246,250

High Jun 2022 305,121 Low Jan 2018 187,169

Average List Price at Closing this month at **299,933**  
above the 5 yr AUG average of **246,250**



### 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	7.49%	71,151	70,040	77,732	77,975	0
\$100,001 - \$150,000	13.37%	130,228	126,823	131,114	127,368	160,000
\$150,001 - \$200,000	16.58%	179,830	170,052	177,640	183,692	0
\$200,001 - \$275,000	23.20%	238,282	247,455	233,545	242,868	241,667
\$275,001 - \$350,000	15.04%	313,739	305,250	312,541	312,342	321,250
\$350,001 - \$500,000	14.57%	419,350	401,420	410,103	417,673	449,487
\$500,001 and up	9.76%	858,863	550,000	698,113	691,843	316,715
<b>Average List Price</b>		<b>299,933</b>	<b>148,326</b>	<b>242,442</b>	<b>390,062</b>	<b>945,873</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>299,933</b>	<b>186</b>	<b>846</b>	<b>401</b>	<b>63</b>
<b>Total Closed Volume</b>		<b>448,699,796</b>	<b>27.59M</b>	<b>205.11M</b>	<b>156.42M</b>	<b>59.59M</b>



# August 2022



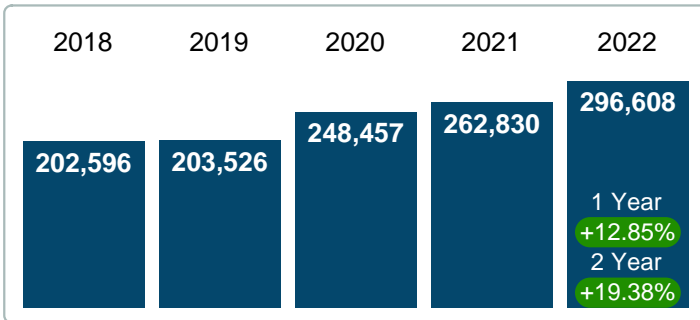
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



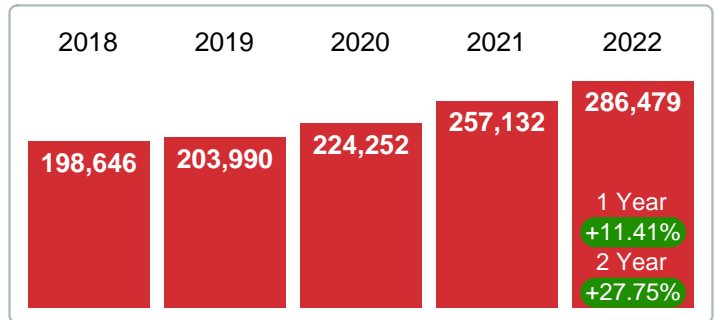
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 09, 2023 for MLS Technology Inc.

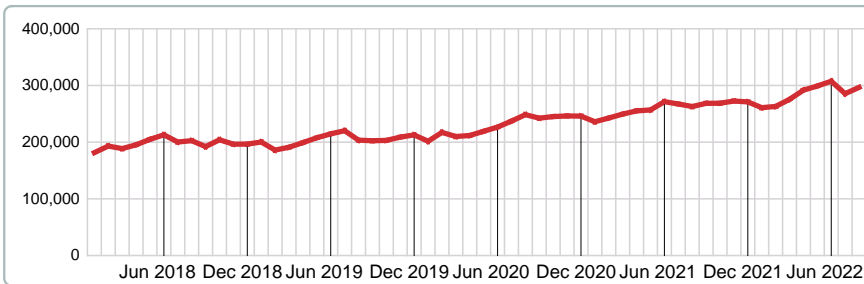
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

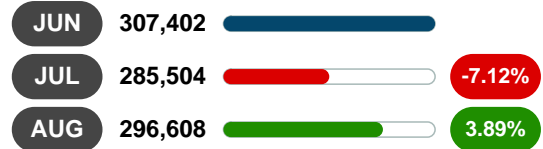


### 3 MONTHS

5 year AUG AVG = 242,803

High Jun 2022 307,402 Low Jan 2018 181,456

Average Sold Price at Closing this month at **296,608** above the 5 yr AUG average of **242,803**



### 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	7.69%	68,335	66,241	72,316	70,250	0
\$100,001 - \$150,000	11.90%	128,114	126,196	129,358	121,432	150,000
\$150,001 - \$200,000	16.98%	177,671	172,922	177,701	181,450	0
\$200,001 - \$275,000	23.93%	236,986	235,791	235,473	242,647	246,333
\$275,001 - \$350,000	14.71%	310,759	306,126	310,470	311,297	314,333
\$350,001 - \$500,000	14.97%	415,181	394,330	411,892	415,006	447,600
\$500,001 and up	9.83%	828,065	559,600	655,780	685,665	1,263,441
<b>Average Sold Price</b>		<b>296,608</b>	<b>145,318</b>	<b>240,959</b>	<b>387,395</b>	<b>912,695</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>296,608</b>	<b>186</b>	<b>846</b>	<b>401</b>	<b>63</b>
<b>Total Closed Volume</b>		<b>443,725,479</b>	<b>27.03M</b>	<b>203.85M</b>	<b>155.35M</b>	<b>57.50M</b>

# August 2022



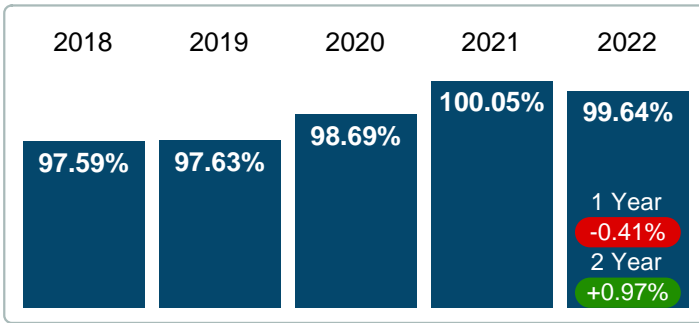
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



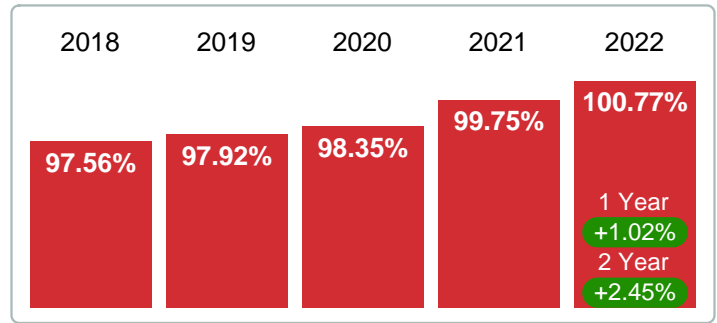
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 09, 2023 for MLS Technology Inc.

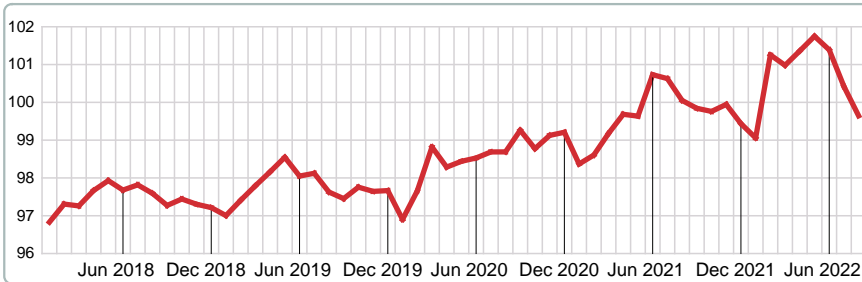
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

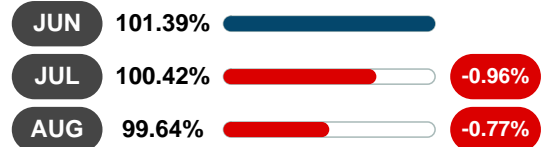


### 3 MONTHS

5 year AUG AVG = 98.72%

High May 2022 101.75% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.64%** above the 5 yr AUG average of **98.72%**



### 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	115	7.69%	94.05%	94.75%	93.11%	89.75%	0.00%
\$100,001 - \$150,000	178	11.90%	99.03%	99.80%	99.07%	95.69%	93.75%
\$150,001 - \$200,000	254	16.98%	100.73%	102.51%	100.68%	99.61%	0.00%
\$200,001 - \$275,000	358	23.93%	100.54%	96.13%	101.01%	100.11%	102.12%
\$275,001 - \$350,000	220	14.71%	99.63%	100.52%	99.48%	99.84%	97.97%
\$350,001 - \$500,000	224	14.97%	100.81%	98.63%	103.32%	99.53%	99.63%
\$500,001 and up	147	9.83%	98.93%	101.75%	97.40%	99.62%	98.66%
Average Sold/List Ratio		99.60%		97.66%	100.19%	99.52%	98.91%
Total Closed Units	1,496	100%	99.60%	186	846	401	63
Total Closed Volume	443,725,479			27.03M	203.85M	155.35M	57.50M

# August 2022



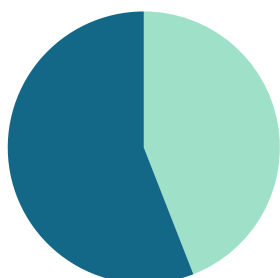
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

### INVENTORY

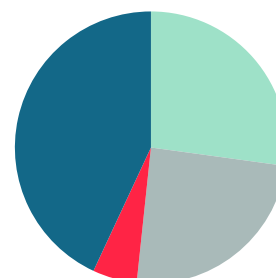


**Inventory**  
 New Listings  
 1,756 = 44.07%  
 Start Inventory  
 2,229  
 Total Inventory Units  
 3,985  
 Volume  
 \$1,455,933,287

### Market Activity

Closed Sales  
 1,496 = 27.17%  
 Pending Sales  
 1,350 = 24.51%  
 Other Off Market  
 290 = 5.27%  
 Active Inventory  
 2,371 = 43.05%

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,697	1,496	-11.84%	11,607	10,913	-5.98%
Pending Sales	1,764	1,350	-23.47%	12,627	11,100	-12.09%
New Listings	2,021	1,756	-13.11%	14,184	13,404	-5.50%
Average List Price	262,883	299,933	+14.09%	258,487	286,059	+10.67%
Average Sale Price	262,830	296,608	+12.85%	257,132	286,479	+11.41%
Average Percent of Selling Price to List Price	100.05%	99.64%	-0.41%	99.75%	100.77%	+1.02%
Average Days on Market to Sale	15.43	16.11	+4.37%	20.50	16.70	-18.52%
Monthly Inventory	2,136	2,371	+11.00%	2,136	2,371	+11.00%
Months Supply of Inventory	1.46	1.66	+14.00%	1.46	1.66	+14.00%

**Absorption:** Last 12 months, an Average of 1,429 Sales/Month

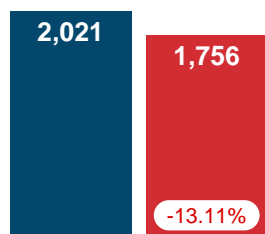
**Inventory** on August 31, 2022 = 2,371

2021 2022

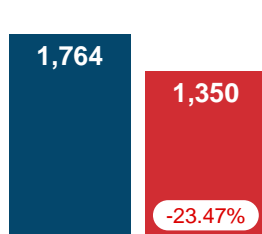
### AUGUST MARKET

### AVERAGE PRICES

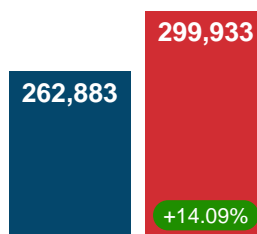
#### New Listings



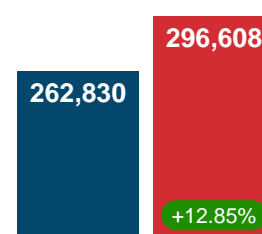
#### Pending Listings



#### List Price



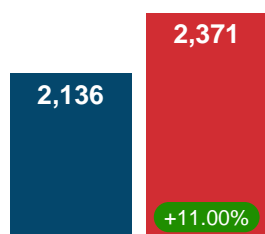
#### Sale Price



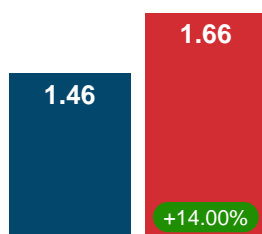
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

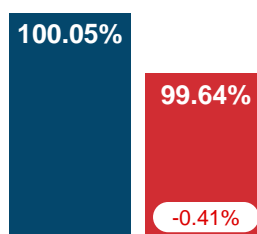
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

