

July 2022



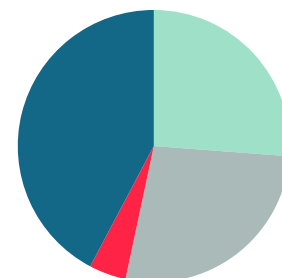
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	1,646	1,382	-16.04%
Pending Listings	1,726	1,432	-17.03%
New Listings	2,098	1,859	-11.39%
Average List Price	267,031	284,499	6.54%
Average Sale Price	267,302	285,504	6.81%
Average Percent of Selling Price to List Price	100.63%	100.42%	-0.21%
Average Days on Market to Sale	14.65	13.70	-6.49%
End of Month Inventory	2,026	2,229	10.02%
Months Supply of Inventory	1.39	1.54	10.96%



■ Closed (26.20%)
■ Pending (27.15%)
■ Other OffMarket (4.40%)
■ Active (42.26%)

Absorption: Last 12 months, an Average of **1,446** Sales/Month
Active Inventory as of July 31, 2022 = **2,229**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2022 rose **10.02%** to 2,229 existing homes available for sale. Over the last 12 months this area has had an average of 1,446 closed sales per month. This represents an unsold inventory index of **1.54** 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 **6.81%** in July 2022 to \$285,504 versus the previous year at \$267,302.

Average Days on Market Shortens

The average number of **13.70** days that homes spent on the market before selling decreased by 0.95 days or **6.49%** in July 2022 compared to last year's same month at **14.65** DOM.

Sales Success for July 2022 is Positive

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

There were 1,859 New Listings in July 2022, down **11.39%** from last year at 2,098. Furthermore, there were 1,382 Closed Listings this month versus last year at 1,646, a **-16.04%** decrease.

Closed versus Listed trends yielded a **74.3%** ratio, down from previous year's, July 2021, at **78.5%**, a **5.24%** downswing. This will certainly create pressure on an increasing 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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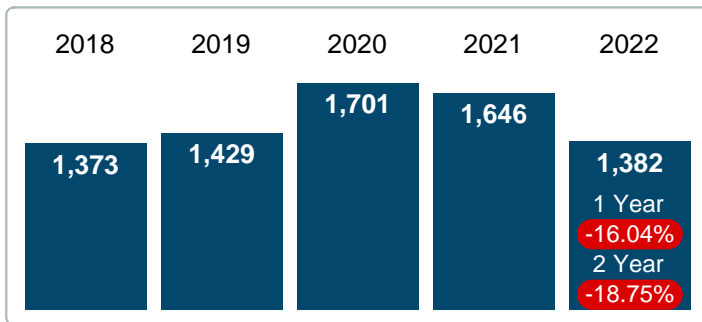
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



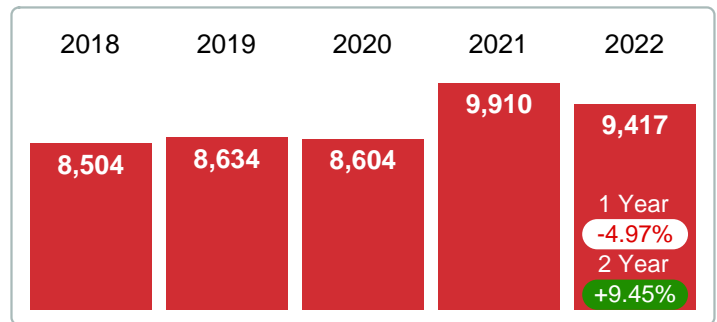
CLOSED LISTINGS

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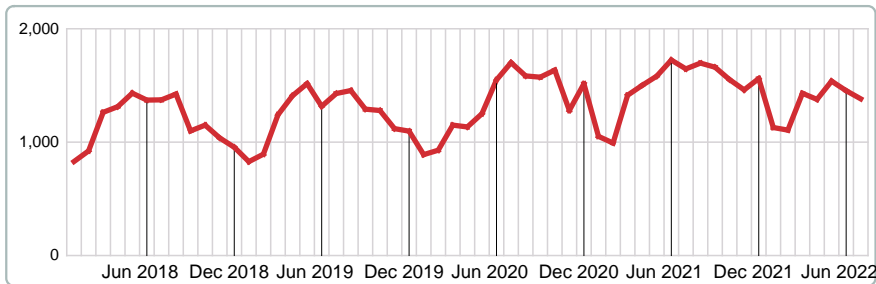
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

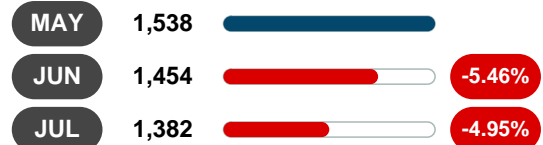


3 MONTHS

5 year JUL AVG = 1,506

High Jun 2021 1,724 Low Jan 2019 828

Closed Listings this month at **1,382**
 below the 5 yr JUL average of **1,506**



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	132	9.55%	21.9	69	58	4	1
\$100,001 - \$150,000	139	10.06%	13.7	41	90	8	0
\$150,001 - \$200,000	194	14.04%	10.8	21	152	18	3
\$200,001 - \$275,000	335	24.24%	8.5	22	246	62	5
\$275,001 - \$350,000	233	16.86%	10.6	9	128	89	7
\$350,001 - \$475,000	197	14.25%	13.7	7	74	100	16
\$475,001 and up	152	11.00%	26.6	3	24	96	29
Total Closed Units	1,382			172	772	377	61
Total Closed Volume	394,565,979	100%	13.7	26.04M	188.16M	148.95M	31.41M
Average Closed Price	\$285,504			\$151,424	\$243,730	\$395,103	\$514,874

July 2022



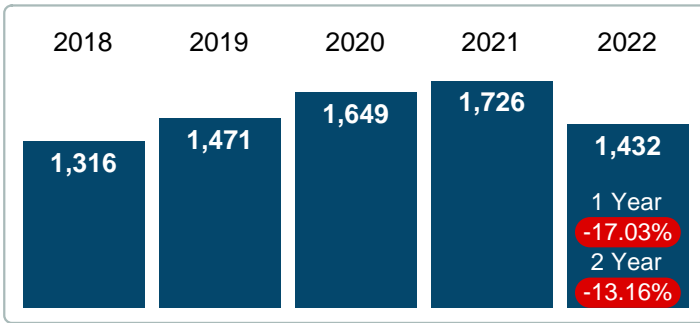
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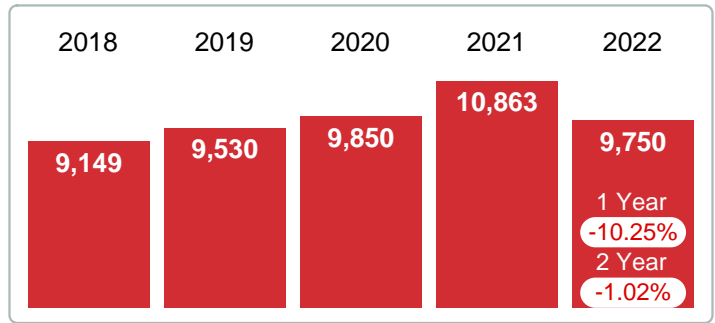
PENDING LISTINGS

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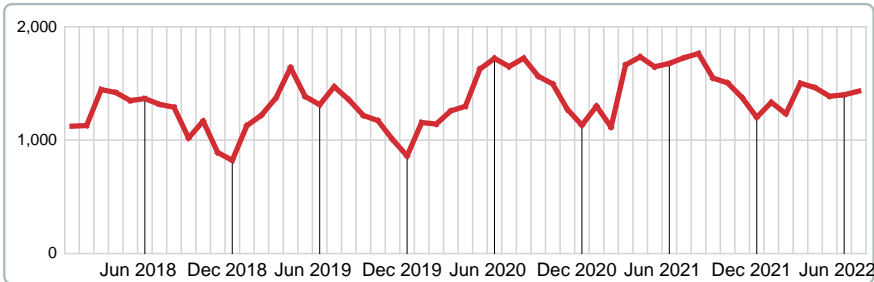
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,519

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,432 below the 5 yr JUL average of 1,519



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	118	8.24%	23.6	64	52	2	0
\$100,001 - \$150,000	162	11.31%	21.8	47	103	11	1
\$150,001 - \$200,000	244	17.04%	15.1	26	189	26	3
\$200,001 - \$275,000	344	24.02%	15.9	19	256	67	2
\$275,001 - \$375,000	246	17.18%	18.9	11	117	111	7
\$375,001 - \$500,000	173	12.08%	23.6	7	60	91	15
\$500,001 and up	145	10.13%	33.1	2	27	81	35
Total Pending Units	1,432			176	804	389	63
Total Pending Volume	417,815,063	100%	19.8	27.39M	193.43M	153.08M	43.91M
Average Listing Price	\$290,963			\$155,645	\$240,581	\$393,529	\$697,013

July 2022



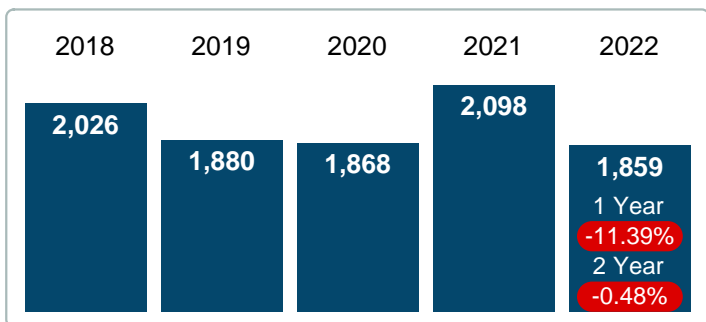
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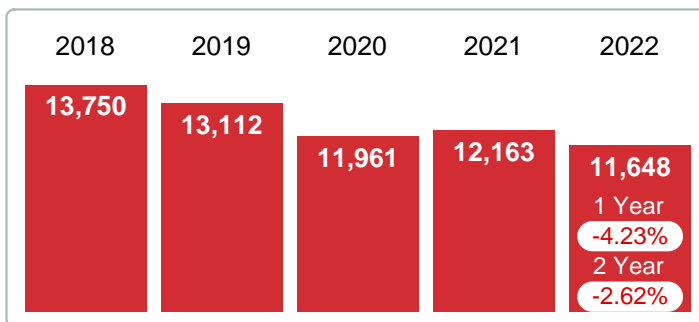
NEW LISTINGS

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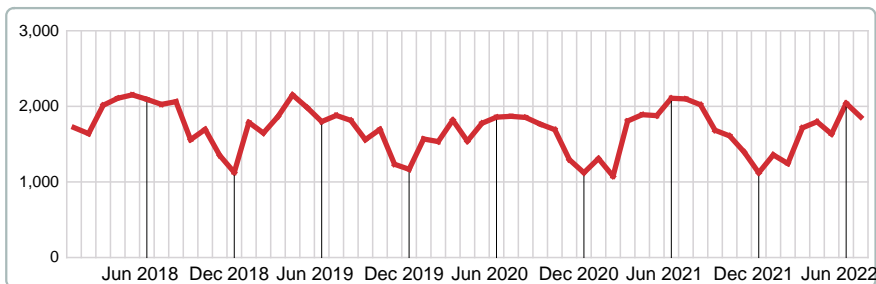
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,946

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

New Listings this month at 1,859
below the 5 yr JUL average of 1,946



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	138	7.42%	69	61	6	2
\$100,001 - \$150,000	178	9.58%	43	112	20	3
\$150,001 - \$200,000	308	16.57%	36	246	23	3
\$200,001 - \$300,000	496	26.68%	28	340	119	9
\$300,001 - \$400,000	300	16.14%	11	132	142	15
\$400,001 - \$550,000	254	13.66%	2	83	131	38
\$550,001 and up	185	9.95%	1	39	85	60
Total New Listed Units	1,859		190	1,013	526	130
Total New Listed Volume	598,457,430	100%	28.88M	263.82M	216.40M	89.35M
Average New Listed Listing Price	\$294,055		\$152,023	\$260,437	\$411,400	\$687,338

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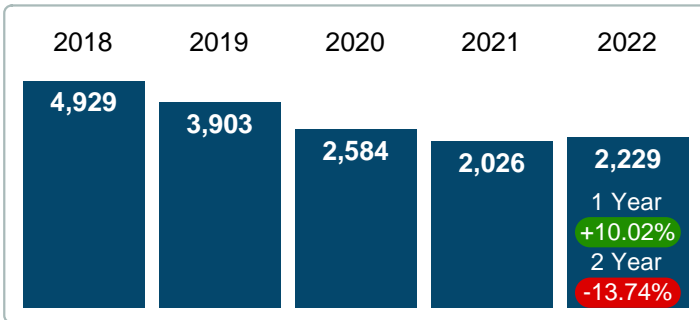
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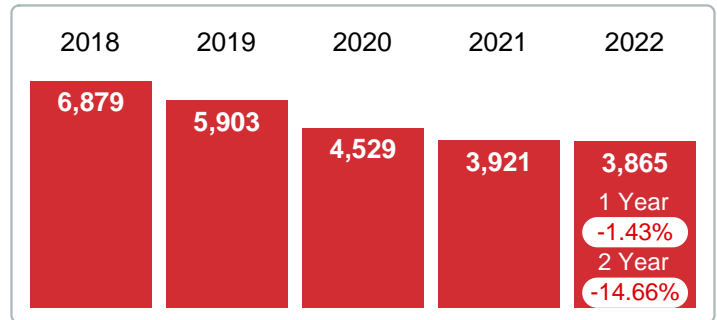
ACTIVE INVENTORY

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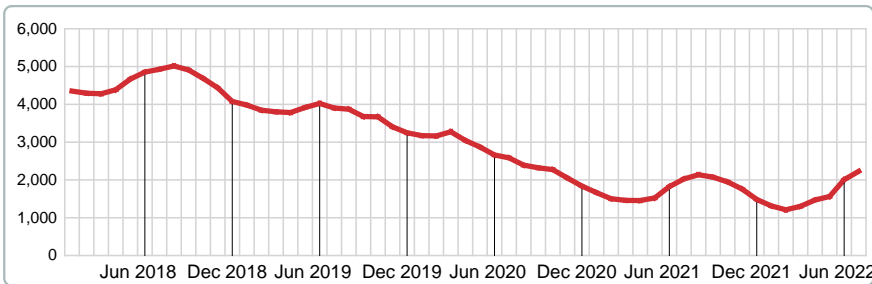
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3,134

High Aug 2018 5,015 Low Feb 2022 1,210

Inventory this month at 2,229 below the 5 yr JUL average of 3,134



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	178	7.99%	77.3	82	83	8	5
\$100,001 - \$175,000	282	12.65%	52.7	54	184	38	6
\$175,001 - \$250,000	376	16.87%	35.1	33	262	72	9
\$250,001 - \$375,000	573	25.71%	47.2	16	290	242	25
\$375,001 - \$475,000	250	11.22%	52.5	4	91	122	33
\$475,001 - \$675,000	330	14.80%	71.0	3	89	190	48
\$675,001 and up	240	10.77%	68.8	3	55	94	88
Total Active Inventory by Units	2,229			195	1,054	766	214
Total Active Inventory by Volume	922,701,711	100%	54.7	32.54M	328.17M	359.19M	202.81M
Average Active Inventory Listing Price	\$413,953			\$166,850	\$311,352	\$468,923	\$947,692

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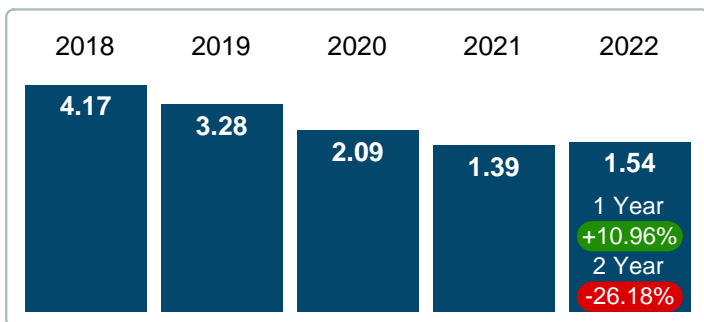
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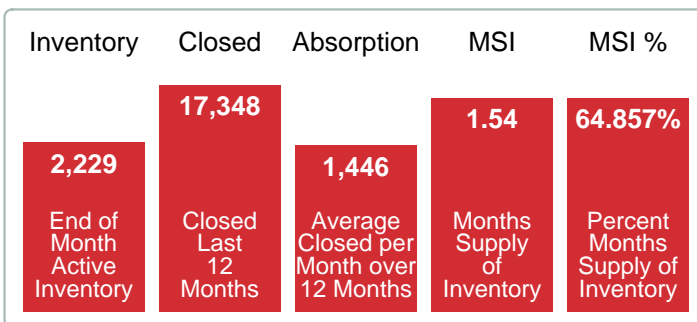
MONTHS SUPPLY of INVENTORY (MSI)

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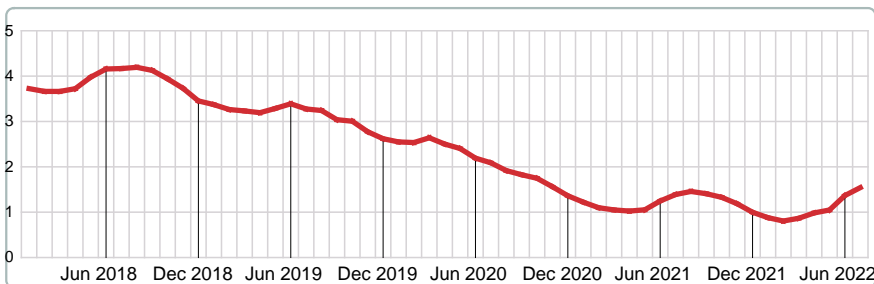
MSI FOR JULY



INDICATORS FOR JULY 2022



5 YEAR MARKET ACTIVITY TRENDS

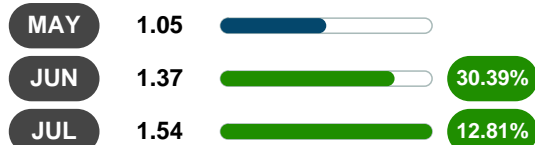


3 MONTHS

5 year JUL AVG = 2.49

High Aug 2018 4.19 Low Feb 2022 0.81

Months Supply this month at 1.54 below the 5 yr JUL 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	178	7.99%	1.33	1.23	1.39	1.20	6.67
\$100,001 - \$175,000	282	12.65%	1.00	1.00	0.91	1.60	3.43
\$175,001 - \$250,000	376	16.87%	0.96	1.20	0.93	0.97	1.69
\$250,001 - \$375,000	573	25.71%	1.60	1.25	1.61	1.60	1.70
\$375,001 - \$475,000	250	11.22%	1.78	1.09	2.06	1.57	2.25
\$475,001 - \$675,000	330	14.80%	3.48	3.00	4.81	3.28	2.78
\$675,001 and up	240	10.77%	5.26	5.14	9.57	4.21	5.18
Market Supply of Inventory (MSI)			1.54	1.17	1.33	1.85	3.00
Total Active Inventory by Units		100%	1.54	195	1,054	766	214

July 2022



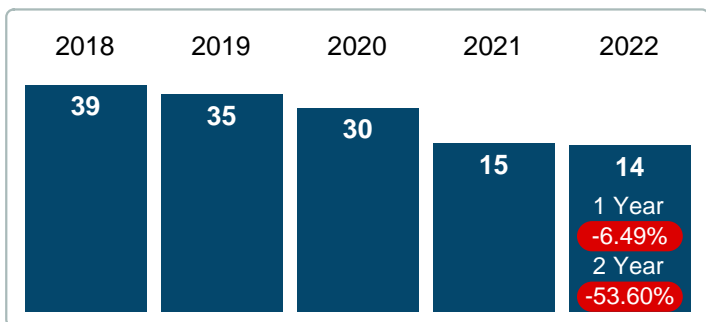
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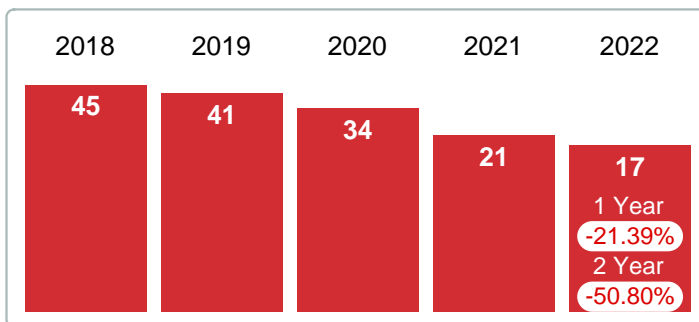
AVERAGE DAYS ON MARKET TO SALE

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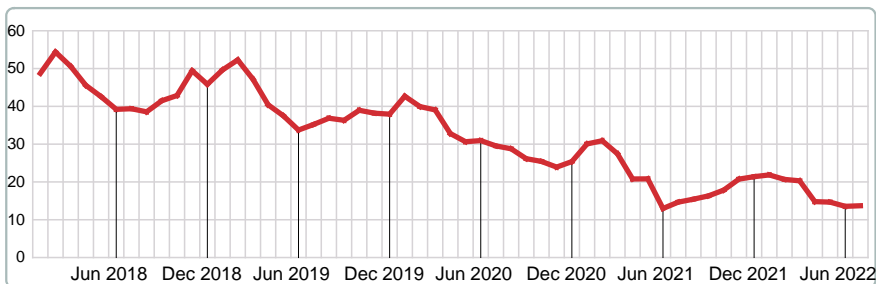
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 26

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 14 below the 5 yr JUL average of 26

- MAY 15
- JUN 14 (-7.60%)
- JUL 14 (1.14%)

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	9.55%	22	23	22	9	8
\$100,001 - \$150,000	10.06%	14	11	14	23	0
\$150,001 - \$200,000	14.04%	11	10	9	26	4
\$200,001 - \$275,000	24.24%	9	14	7	12	10
\$275,001 - \$350,000	16.86%	11	6	10	12	11
\$350,001 - \$475,000	14.25%	14	5	12	15	22
\$475,001 and up	11.00%	27	23	31	26	24
Average Closed DOM		14	16	11	17	20
Total Closed Units	100%	1,382	172	772	377	61
Total Closed Volume		394,565,979	26.04M	188.16M	148.95M	31.41M

July 2022



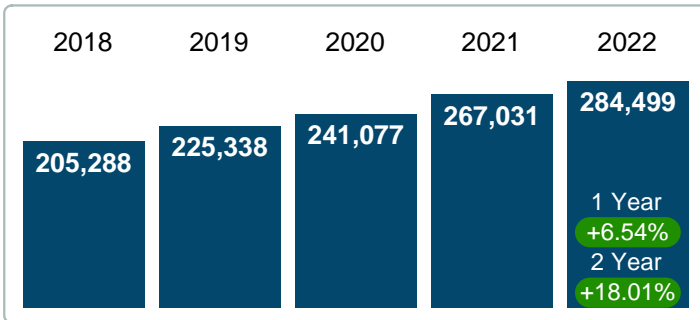
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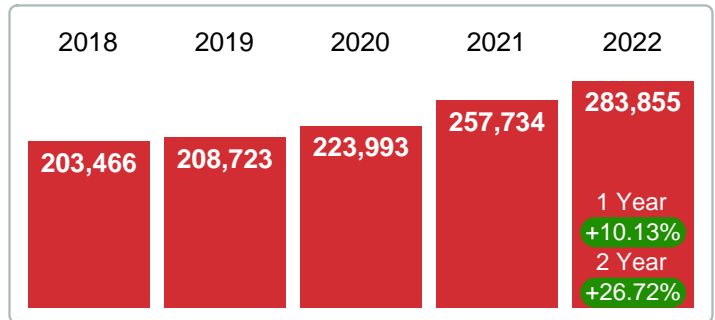
AVERAGE LIST PRICE AT CLOSING

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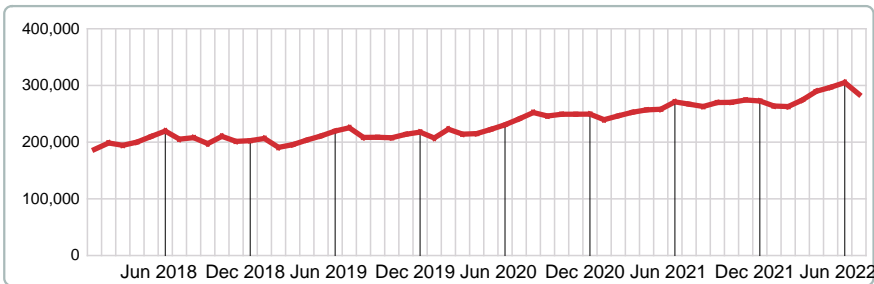
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

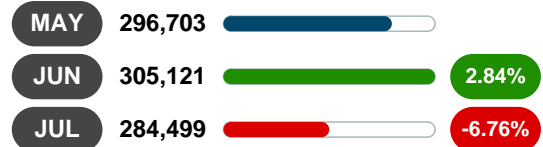


3 MONTHS

5 year JUL AVG = 244,647

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

Average List Price at Closing this month at **284,499**
above the 5 yr JUL average of **244,647**



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	9.55%	68,941	69,321	70,713	75,438	60,000
\$100,001 - \$150,000	11.00%	130,736	122,534	132,428	127,500	0
\$150,001 - \$200,000	14.25%	178,559	174,181	175,097	180,494	193,333
\$200,001 - \$275,000	24.46%	239,325	228,923	231,848	250,721	241,200
\$275,001 - \$350,000	15.85%	310,918	307,733	305,805	307,409	321,771
\$350,001 - \$475,000	13.82%	407,508	410,343	403,327	406,975	410,702
\$475,001 and up	11.07%	668,056	676,167	765,514	626,441	723,961
Average List Price		284,499	152,161	242,268	393,397	519,090
Total Closed Units	100%	284,499	172	772	377	61
Total Closed Volume		393,177,681	26.17M	187.03M	148.31M	31.66M

July 2022



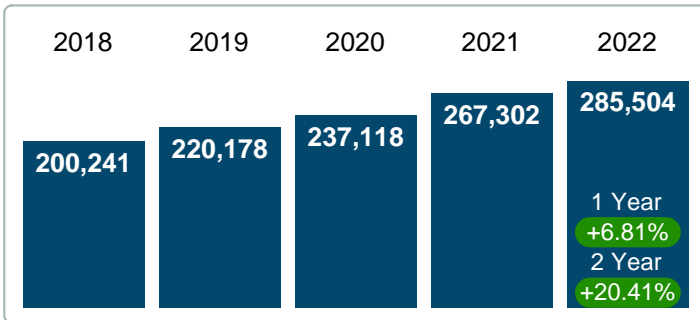
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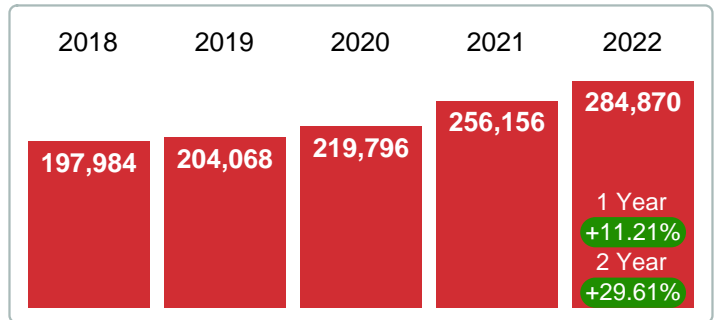
AVERAGE SOLD PRICE AT CLOSING

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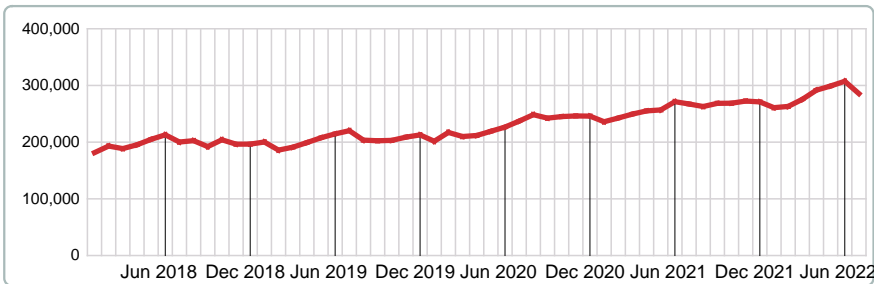
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

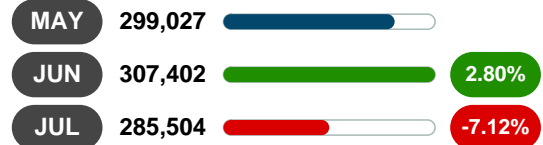


3 MONTHS

5 year JUL AVG = 242,068

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

Average Sold Price at Closing this month at **285,504** above the 5 yr JUL average of **242,068**



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	9.55%	65,978	64,831	66,794	81,688	35,000
\$100,001 - \$150,000	10.06%	128,320	123,347	131,087	122,688	0
\$150,001 - \$200,000	14.04%	176,993	175,948	176,891	177,078	189,000
\$200,001 - \$275,000	24.24%	239,243	232,450	236,976	251,031	234,504
\$275,001 - \$350,000	16.86%	308,969	315,717	307,363	309,263	325,914
\$350,001 - \$475,000	14.25%	406,331	405,166	401,100	410,614	404,264
\$475,001 and up	11.00%	667,764	676,000	761,687	628,213	720,110
Average Sold Price		285,504	151,424	243,730	395,103	514,874
Total Closed Units	100%	285,504	172	772	377	61
Total Closed Volume		394,565,979	26.04M	188.16M	148.95M	31.41M

July 2022



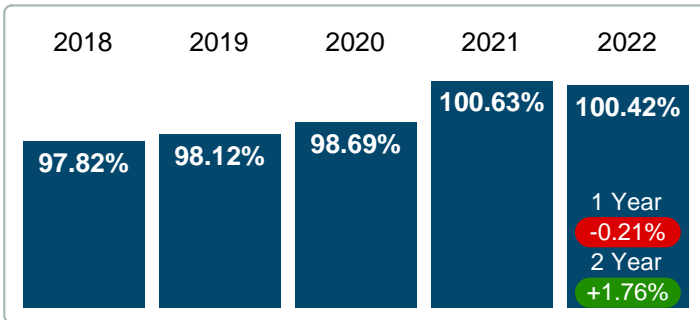
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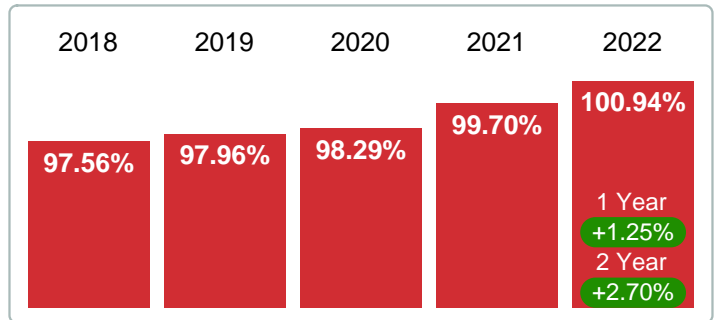
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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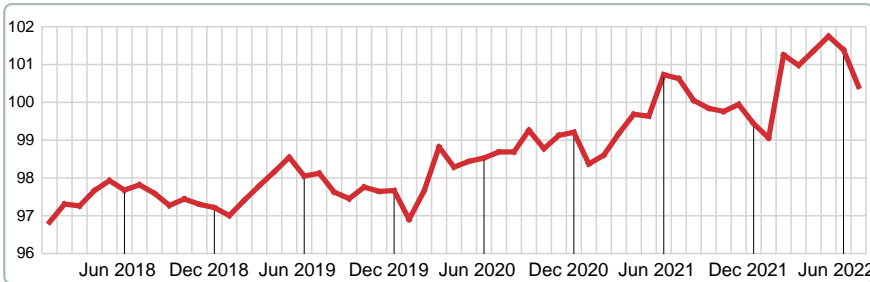
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

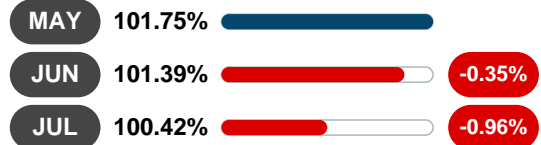


3 MONTHS

5 year JUL AVG = 99.14%

High May 2022 101.75% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **100.42%** above the 5 yr JUL average of **99.14%**



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	132	9.55%	95.04%	94.53%	95.34%	108.78%	58.33%
\$100,001 - \$150,000	139	10.06%	99.91%	100.96%	99.75%	96.32%	0.00%
\$150,001 - \$200,000	194	14.04%	101.03%	101.29%	101.32%	98.79%	97.80%
\$200,001 - \$275,000	335	24.24%	102.13%	105.63%	102.38%	100.29%	97.40%
\$275,001 - \$350,000	233	16.86%	100.93%	102.90%	100.86%	100.81%	101.36%
\$350,001 - \$475,000	197	14.25%	100.26%	98.91%	99.68%	101.05%	98.65%
\$475,001 and up	152	11.00%	100.42%	99.96%	99.17%	101.00%	99.60%
Average Sold/List Ratio			100.40%	99.02%	100.73%	100.73%	98.60%
Total Closed Units		100%	100.40%	172	772	377	61
Total Closed Volume				26.04M	188.16M	148.95M	31.41M

July 2022



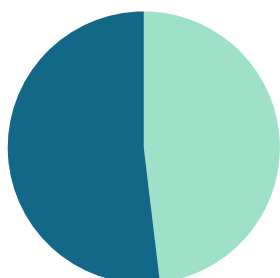
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

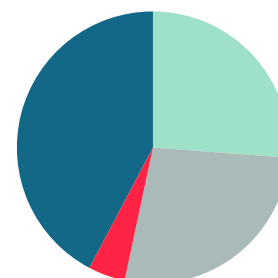


Inventory
 New Listings
1,859 = 48.10%
 Start Inventory
2,006
 Total Inventory Units
3,865
 Volume
\$1,421,115,620

Market Activity

Closed Sales
1,382 = 26.20%
 Pending Sales
1,432 = 27.15%
 Other Off Market
232 = 4.40%
 Active Inventory
2,229 = 42.26%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,646	1,382	-16.04%	9,910	9,417	-4.97%
Pending Sales	1,726	1,432	-17.03%	10,863	9,750	-10.25%
New Listings	2,098	1,859	-11.39%	12,163	11,648	-4.23%
Average List Price	267,031	284,499	6.54%	257,734	283,855	10.13%
Average Sale Price	267,302	285,504	6.81%	256,156	284,870	11.21%
Average Percent of Selling Price to List Price	100.63%	100.42%	-0.21%	99.70%	100.94%	1.25%
Average Days on Market to Sale	14.65	13.70	-6.49%	21.36	16.79	-21.39%
Monthly Inventory	2,026	2,229	10.02%	2,026	2,229	10.02%
Months Supply of Inventory	1.39	1.54	10.96%	1.39	1.54	10.96%

Absorption: Last 12 months, an Average of **1,446** Sales/Month

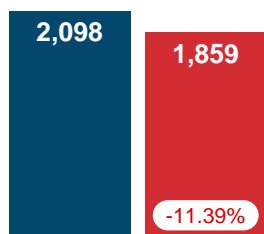
Inventory on July 31, 2022 = **2,229**

2021 **2022**

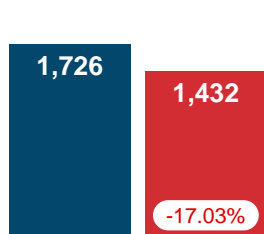
JULY MARKET

AVERAGE PRICES

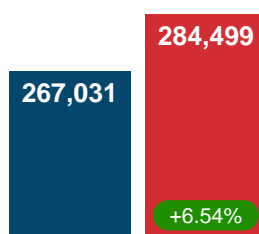
New Listings



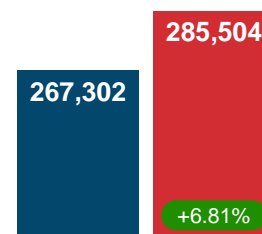
Pending Listings



List Price



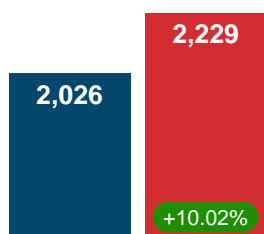
Sale Price



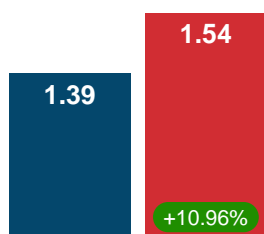
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

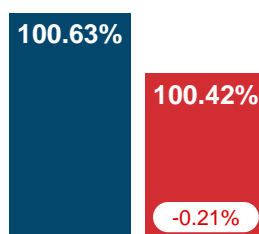
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

