

## June 2022



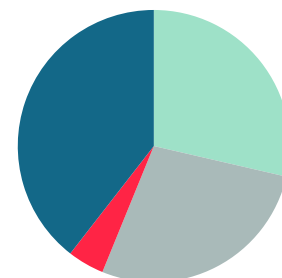
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	1,724	1,454	-15.66%
Pending Listings	1,677	1,400	-16.52%
New Listings	2,107	2,041	-3.13%
Average List Price	271,030	305,121	12.58%
Average Sale Price	271,341	307,402	13.29%
Average Percent of Selling Price to List Price	100.73%	101.39%	0.65%
Average Days on Market to Sale	12.98	13.55	4.42%
End of Month Inventory	1,826	2,006	9.86%
Months Supply of Inventory	1.25	1.37	9.48%



■ Closed (28.62%)  
■ Pending (27.55%)  
■ Other OffMarket (4.35%)  
■ Active (39.48%)

**Absorption:** Last 12 months, an Average of **1,468** Sales/Month  
**Active Inventory** as of June 30, 2022 = **2,006**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2022 rose **9.86%** to 2,006 existing homes available for sale. Over the last 12 months this area has had an average of 1,468 closed sales per month. This represents an unsold inventory index of **1.37** 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 **13.29%** in June 2022 to \$307,402 versus the previous year at \$271,341.

##### Average Days on Market Lengthens

The average number of **13.55** days that homes spent on the market before selling increased by 0.57 days or **4.42%** in June 2022 compared to last year's same month at **12.98** DOM.

##### Sales Success for June 2022 is Positive

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

There were 2,041 New Listings in June 2022, down **3.13%** from last year at 2,107. Furthermore, there were 1,454 Closed Listings this month versus last year at 1,724, a **-15.66%** decrease.

Closed versus Listed trends yielded a **71.2%** ratio, down from previous year's, June 2021, at **81.8%**, a **12.93%** downswing. 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>
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<b>Average List Price at Closing</b>	<b>8</b>
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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

# June 2022



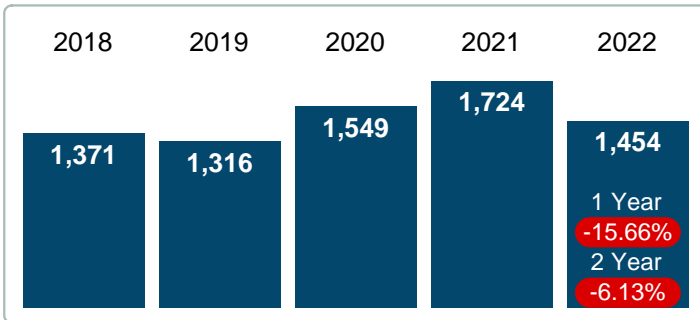
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



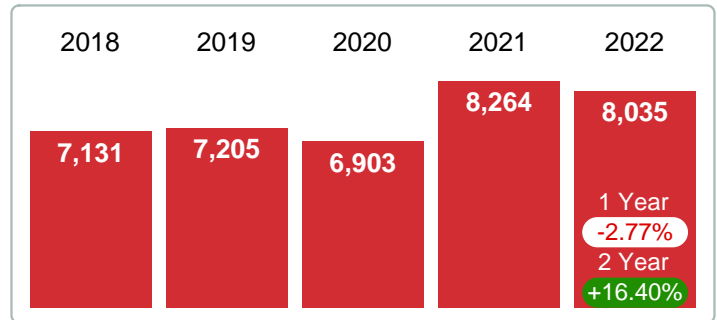
## CLOSED LISTINGS

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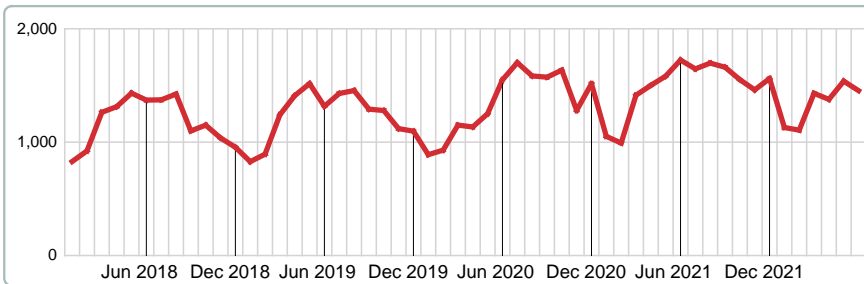
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,483

High Jun 2021 1,724 Low Jan 2019 828

Closed Listings this month at 1,454 below the 5 yr JUN average of 1,483



### 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	110	7.57%	20.9	59	43	8	0
\$100,001 - \$175,000	225	15.47%	9.8	45	166	13	1
\$175,001 - \$225,000	198	13.62%	8.7	18	153	26	1
\$225,001 - \$300,000	366	25.17%	8.3	18	240	101	7
\$300,001 - \$375,000	203	13.96%	13.6	5	98	87	13
\$375,001 - \$500,000	199	13.69%	15.6	7	63	110	19
\$500,001 and up	153	10.52%	29.8	2	23	88	40
<b>Total Closed Units</b>	<b>1,454</b>			<b>154</b>	<b>786</b>	<b>433</b>	<b>81</b>
<b>Total Closed Volume</b>	<b>446,963,150</b>	<b>100%</b>	<b>13.5</b>	<b>23.85M</b>	<b>197.58M</b>	<b>174.20M</b>	<b>51.34M</b>
<b>Average Closed Price</b>	<b>\$307,402</b>			<b>\$154,848</b>	<b>\$251,371</b>	<b>\$402,311</b>	<b>\$633,808</b>

# June 2022



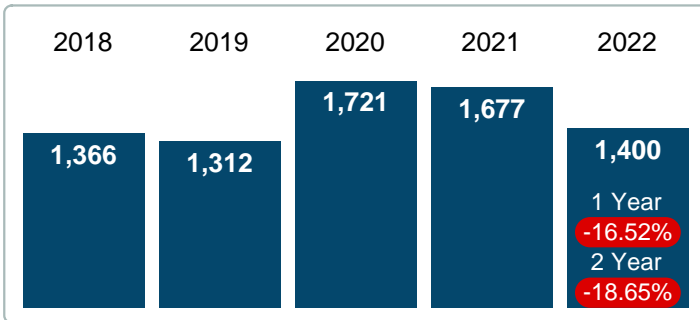
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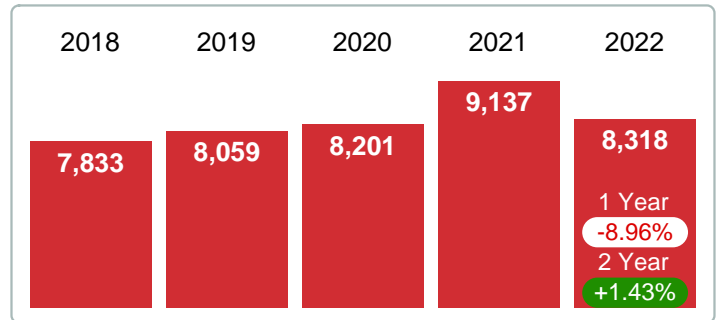
## PENDING LISTINGS

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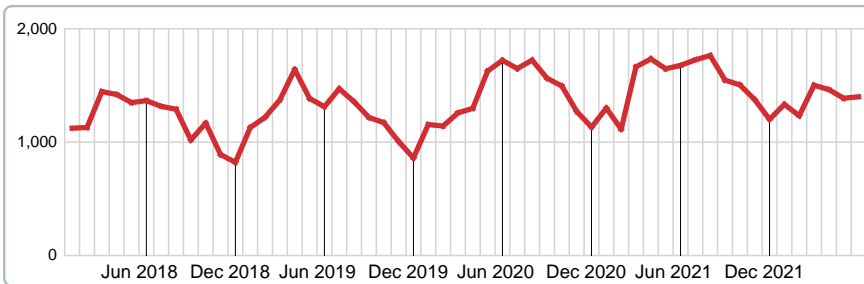
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,495

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,400 below the 5 yr JUN average of 1,495



### 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	8.50%	23.9	67	46	6	0
\$100,001 - \$150,000	11.00%	18.6	35	109	10	0
\$150,001 - \$200,000	13.57%	12.2	20	153	17	0
\$200,001 - \$275,000	26.14%	12.9	23	275	65	3
\$275,001 - \$350,000	16.43%	14.9	9	130	86	5
\$350,001 - \$500,000	13.93%	21.2	5	69	107	14
\$500,001 and up	10.43%	34.6	3	31	79	33
<b>Total Pending Units</b>		<b>1,400</b>	<b>162</b>	<b>813</b>	<b>370</b>	<b>55</b>
<b>Total Pending Volume</b>		<b>411,520,668</b>	<b>24.48M</b>	<b>204.06M</b>	<b>146.57M</b>	<b>36.41M</b>
<b>Average Listing Price</b>		<b>\$293,513</b>	<b>\$151,093</b>	<b>\$250,990</b>	<b>\$396,148</b>	<b>\$662,067</b>

# June 2022



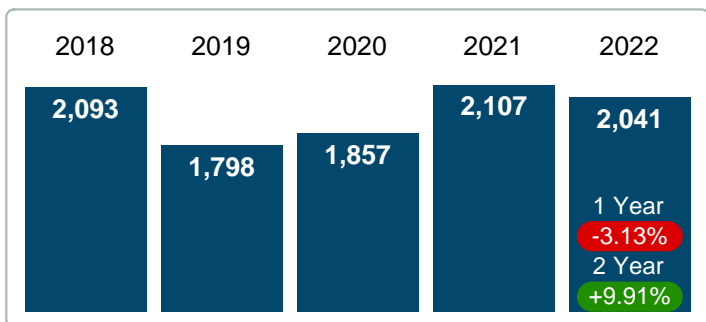
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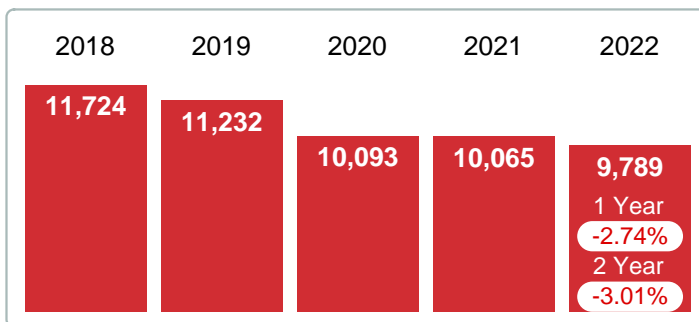
## NEW LISTINGS

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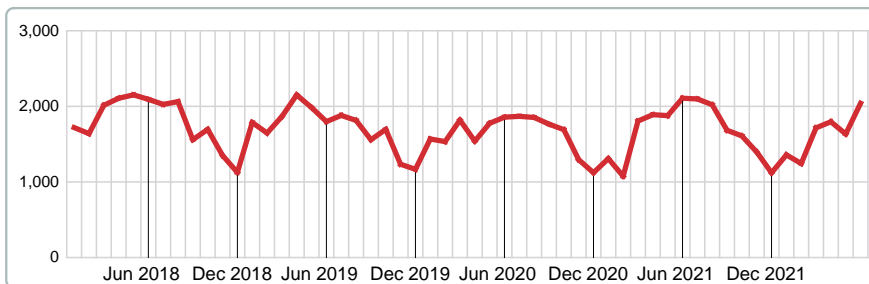
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,979

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

New Listings this month at **2,041**  
above the 5 yr JUN average of **1,979**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	210	10.29%	97	96	14	3
\$125,001 - \$175,000	263	12.89%	44	195	21	3
\$175,001 - \$225,000	300	14.70%	17	240	41	2
\$225,001 - \$275,000	348	17.05%	17	243	84	4
\$275,001 - \$375,000	458	22.44%	13	224	205	16
\$375,001 - \$525,000	247	12.10%	8	81	132	26
\$525,001 and up	215	10.53%	2	51	109	53
<b>Total New Listed Units</b>	<b>2,041</b>		<b>198</b>	<b>1,130</b>	<b>606</b>	<b>107</b>
<b>Total New Listed Volume</b>	<b>646,548,337</b>	<b>100%</b>	<b>30.65M</b>	<b>298.56M</b>	<b>245.85M</b>	<b>71.49M</b>
<b>Average New Listed Listing Price</b>	<b>\$299,613</b>		<b>\$154,788</b>	<b>\$264,212</b>	<b>\$405,696</b>	<b>\$668,126</b>

# June 2022



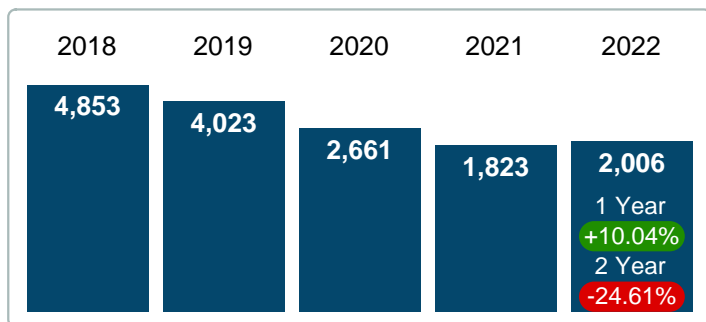
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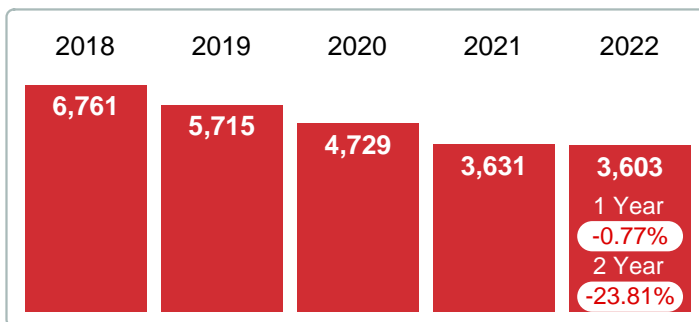
## ACTIVE INVENTORY

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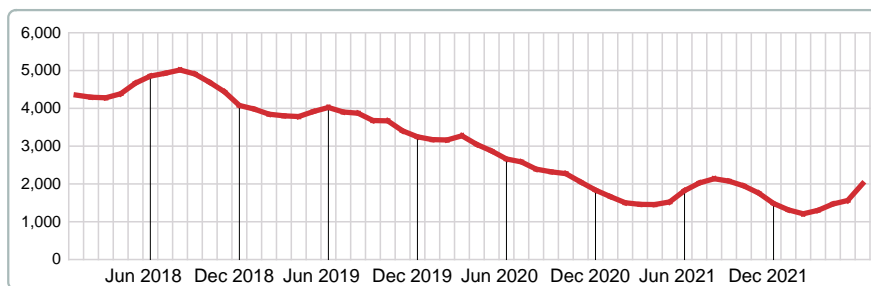
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

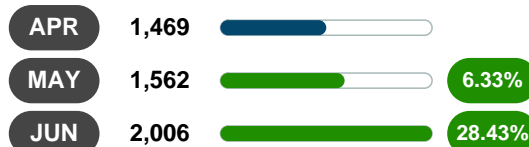


### 3 MONTHS

5 year JUN AVG = 3,073

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

Inventory this month at **2,006**  
below the 5 yr JUN average of **3,073**



### 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	176	8.77%	73.9	91	77	5	3
\$100,001 - \$175,000	283	14.11%	49.1	61	183	34	5
\$175,001 - \$225,000	197	9.82%	32.8	16	139	39	3
\$225,001 - \$350,000	579	28.86%	37.6	24	312	222	21
\$350,001 - \$475,000	281	14.01%	53.9	11	104	141	25
\$475,001 - \$675,000	275	13.71%	69.0	4	67	169	35
\$675,001 and up	215	10.72%	71.1	4	48	83	80
Total Active Inventory by Units			2,006	211	930	693	172
Total Active Inventory by Volume			822,658,190	37.02M	286.22M	323.16M	176.26M
Average Active Inventory Listing Price			\$410,099	\$175,462	\$307,760	\$466,325	\$1,024,742

# June 2022



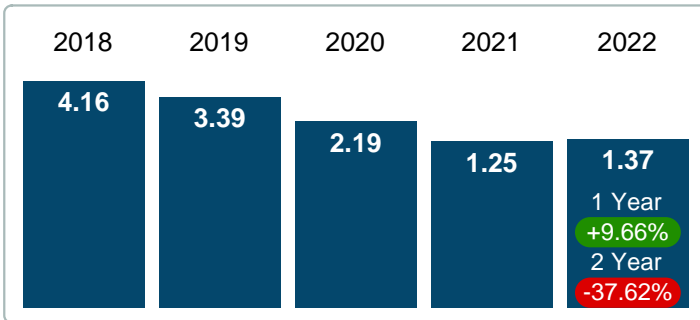
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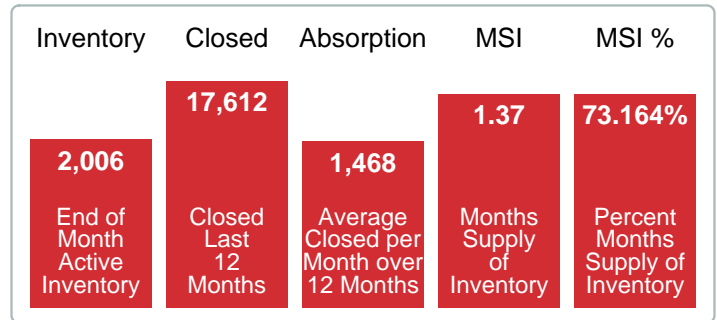
## MONTHS SUPPLY of INVENTORY (MSI)

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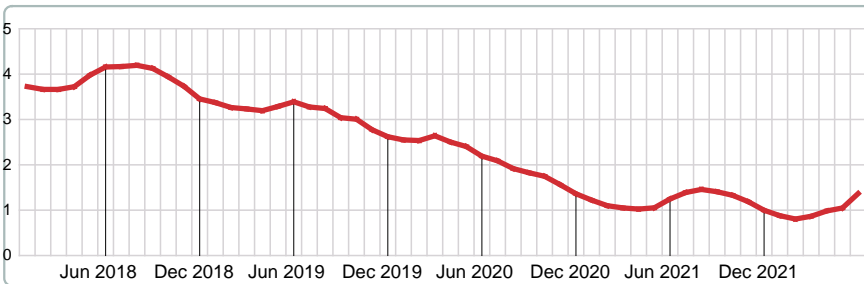
### MSI FOR JUNE



### INDICATORS FOR JUNE 2022



### 5 YEAR MARKET ACTIVITY TRENDS

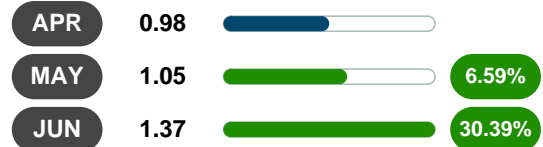


### 3 MONTHS

5 year JUN AVG = 2.47

High Aug 2018 4.19 Low Feb 2022 0.81

Months Supply this month at 1.37 below the 5 yr JUN average of 2.47



### 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	176	8.77%	1.31	1.35	1.29	0.73	3.27
\$100,001 - \$175,000	283	14.11%	0.97	1.12	0.87	1.41	2.50
\$175,001 - \$225,000	197	9.82%	0.73	0.75	0.68	0.97	0.88
\$225,001 - \$350,000	579	28.86%	1.31	1.30	1.30	1.31	1.52
\$350,001 - \$475,000	281	14.01%	1.48	2.49	1.67	1.36	1.27
\$475,001 - \$675,000	275	13.71%	2.92	4.00	3.42	3.05	1.91
\$675,001 and up	215	10.72%	4.70	9.60	8.86	3.72	4.55
Market Supply of Inventory (MSI)			1.37	1.26	1.16	1.64	2.27
Total Active Inventory by Units		100%	1.37	211	930	693	172

# June 2022



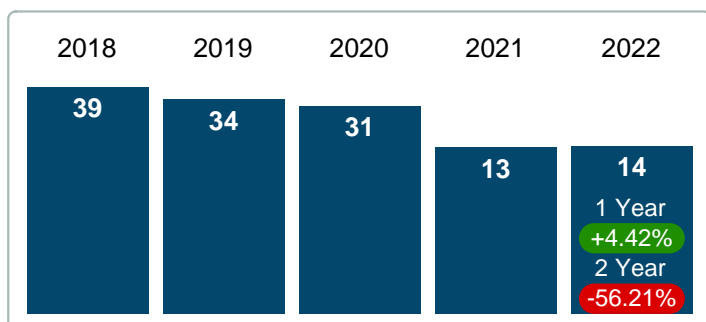
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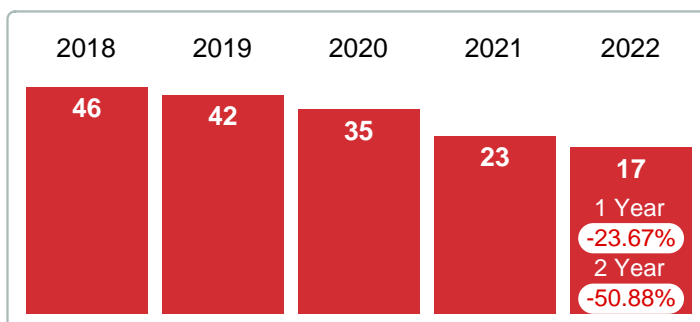
## AVERAGE DAYS ON MARKET TO SALE

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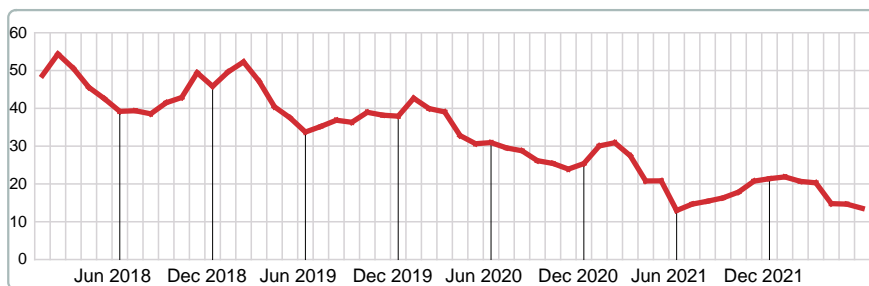
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

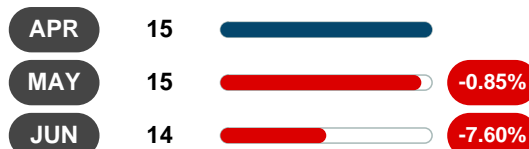


### 3 MONTHS

5 year JUN AVG = 26

High Feb 2018 54 Low Jun 2021 13

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



### 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	7.57%	21	17	24	34	0
\$100,001 - \$175,000	15.47%	10	14	8	18	10
\$175,001 - \$225,000	13.62%	9	6	8	16	1
\$225,001 - \$300,000	25.17%	8	6	8	10	10
\$300,001 - \$375,000	13.96%	14	28	13	14	16
\$375,001 - \$500,000	13.69%	16	19	20	13	14
\$500,001 and up	10.52%	30	1	23	28	39
<b>Average Closed DOM</b>		<b>14</b>	<b>14</b>	<b>11</b>	<b>16</b>	<b>26</b>
<b>Total Closed Units</b>		<b>1,454</b>	<b>154</b>	<b>786</b>	<b>433</b>	<b>81</b>
<b>Total Closed Volume</b>		<b>446,963,150</b>	<b>23.85M</b>	<b>197.58M</b>	<b>174.20M</b>	<b>51.34M</b>

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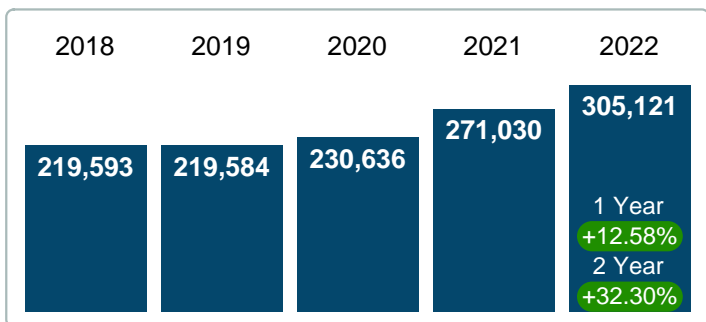
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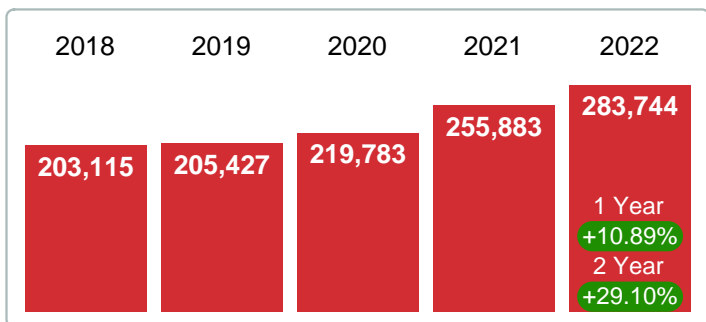
## AVERAGE LIST PRICE AT CLOSING

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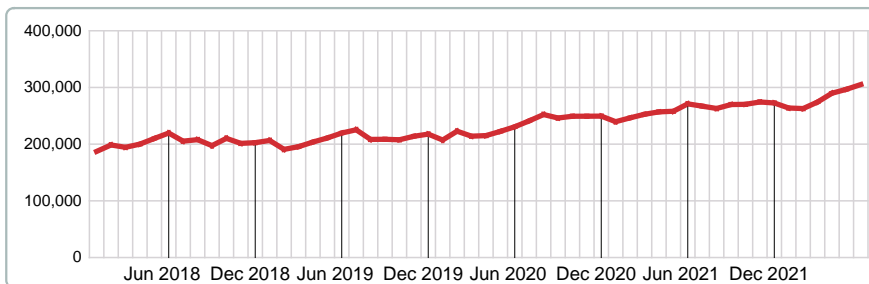
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

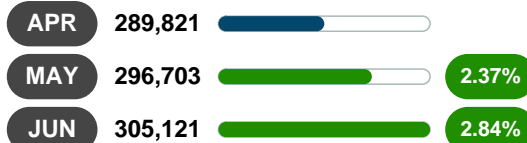


### 3 MONTHS

5 year JUN AVG = 249,193

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

Average List Price at Closing this month at **305,121**  
above the 5 yr JUN average of **249,193**



### 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	7.63%	69,569	61,714	79,971	80,863	0
\$100,001 - \$175,000	16.16%	145,063	134,091	145,378	160,908	195,000
\$175,001 - \$225,000	15.82%	203,787	196,711	197,772	202,531	200,000
\$225,001 - \$300,000	24.35%	261,434	251,317	249,351	263,785	262,600
\$300,001 - \$375,000	12.72%	340,809	333,940	331,611	332,787	341,815
\$375,001 - \$500,000	12.93%	433,336	405,700	423,089	431,021	437,853
\$500,001 and up	10.39%	780,789	637,000	773,656	701,489	944,080
<b>Average List Price</b>		<b>305,121</b>	<b>152,749</b>	<b>247,610</b>	<b>398,943</b>	<b>651,348</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>305,121</b>	<b>154</b>	<b>786</b>	<b>433</b>	<b>81</b>
<b>Total Closed Volume</b>		<b>443,646,465</b>	<b>23.52M</b>	<b>194.62M</b>	<b>172.74M</b>	<b>52.76M</b>



# June 2022



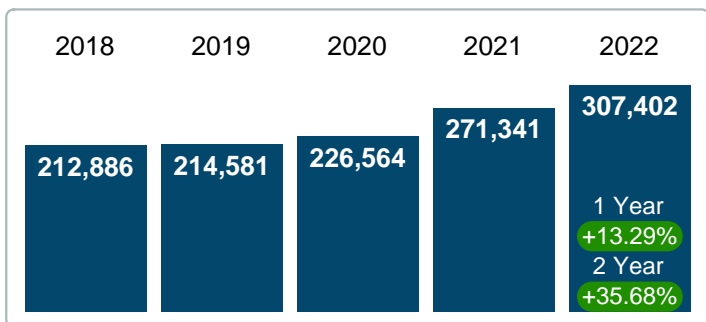
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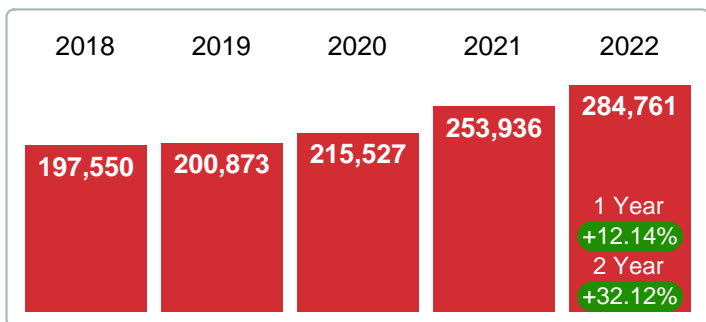
## AVERAGE SOLD PRICE AT CLOSING

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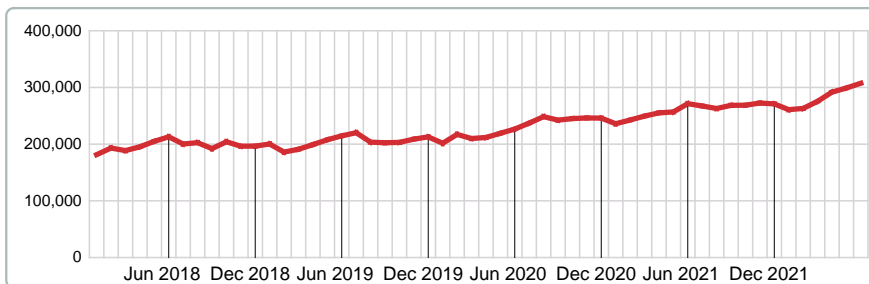
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 246,555

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

Average Sold Price at Closing this month at **307,402**  
above the 5 yr JUN average of **246,555**

- APR: 291,710
- MAY: 299,027 (+2.51%)
- JUN: 307,402 (+2.80%)

### 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	7.57%	67,801	61,097	75,730	74,625	0
\$100,001 - \$175,000	15.47%	144,195	135,613	145,401	156,146	175,000
\$175,001 - \$225,000	13.62%	203,497	204,661	202,664	207,500	206,000
\$225,001 - \$300,000	25.17%	259,586	257,500	256,300	267,326	265,929
\$300,001 - \$375,000	13.96%	337,279	334,900	336,511	337,220	344,385
\$375,001 - \$500,000	13.69%	434,101	410,986	433,124	435,462	437,976
\$500,001 and up	10.52%	764,094	634,500	756,532	703,861	907,434
<b>Average Sold Price</b>		<b>307,402</b>	<b>154,848</b>	<b>251,371</b>	<b>402,311</b>	<b>633,808</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>307,402</b>	<b>154</b>	<b>786</b>	<b>433</b>	<b>81</b>
<b>Total Closed Volume</b>		<b>446,963,150</b>	<b>23.85M</b>	<b>197.58M</b>	<b>174.20M</b>	<b>51.34M</b>

# June 2022



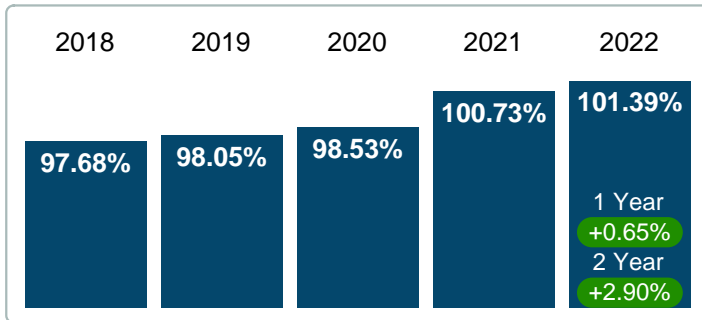
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



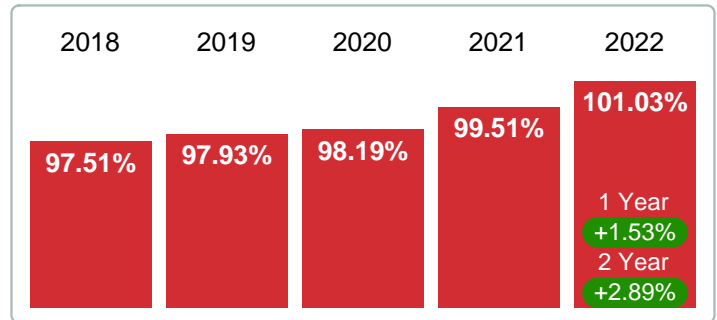
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

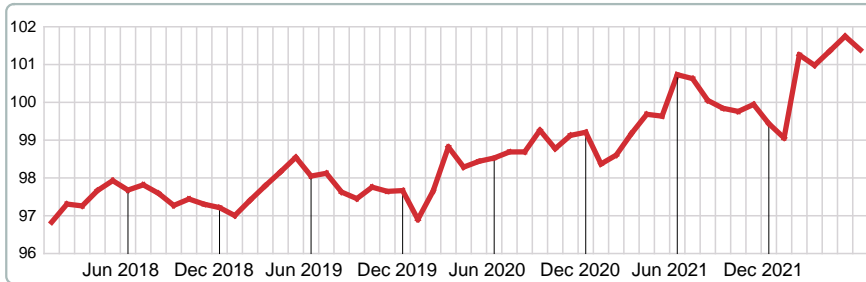
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

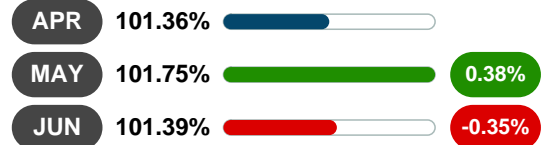


### 3 MONTHS

5 year JUN AVG = 99.28%

High May 2022 101.75% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **101.39%** above the 5 yr JUN average of **99.28%**



## 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	110	7.57%	97.86%	100.28%	95.55%	92.46%	0.00%
\$100,001 - \$175,000	225	15.47%	100.42%	101.40%	100.44%	97.68%	89.74%
\$175,001 - \$225,000	198	13.62%	103.03%	104.37%	102.89%	102.87%	103.00%
\$225,001 - \$300,000	366	25.17%	102.56%	102.88%	103.01%	101.51%	101.23%
\$300,001 - \$375,000	203	13.96%	101.56%	100.61%	101.74%	101.51%	101.03%
\$375,001 - \$500,000	199	13.69%	101.65%	101.28%	102.63%	101.34%	100.38%
\$500,001 and up	153	10.52%	99.86%	99.52%	98.71%	100.87%	98.30%
Average Sold/List Ratio			101.40%	101.43%	101.72%	101.13%	99.43%
Total Closed Units	1,454	100%	101.40%	154	786	433	81
Total Closed Volume	446,963,150			23.85M	197.58M	174.20M	51.34M

# June 2022



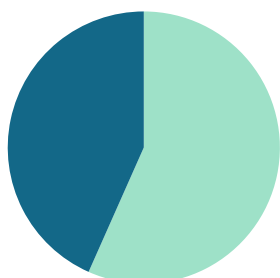
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

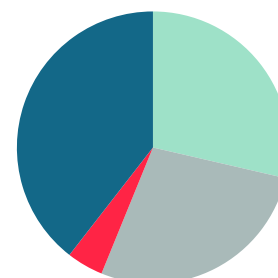


**Inventory**  
 New Listings  
**2,041 = 56.65%**  
 Start Inventory  
**1,562**  
 Total Inventory Units  
**3,603**  
 Volume  
**\$1,312,925,693**

### Market Activity

Closed Sales  
**1,454 = 28.62%**  
 Pending Sales  
**1,400 = 27.55%**  
 Other Off Market  
**221 = 4.35%**  
 Active Inventory  
**2,006 = 39.48%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,724	1,454	-15.66%	8,264	8,035	-2.77%
Pending Sales	1,677	1,400	-16.52%	9,137	8,318	-8.96%
New Listings	2,107	2,041	-3.13%	10,065	9,789	-2.74%
Average List Price	271,030	305,121	12.58%	255,883	283,744	10.89%
Average Sale Price	271,341	307,402	13.29%	253,936	284,761	12.14%
Average Percent of Selling Price to List Price	100.73%	101.39%	0.65%	99.51%	101.03%	1.53%
Average Days on Market to Sale	12.98	13.55	4.42%	22.70	17.32	-23.67%
Monthly Inventory	1,826	2,006	9.86%	1,826	2,006	9.86%
Months Supply of Inventory	1.25	1.37	9.48%	1.25	1.37	9.48%

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

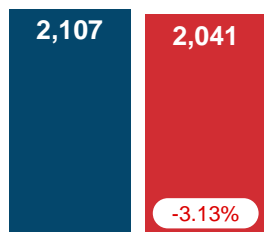
**Inventory on June 30, 2022 = 2,006**

**2021** **2022**

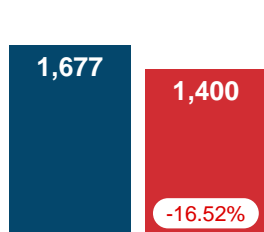
### JUNE MARKET

### AVERAGE PRICES

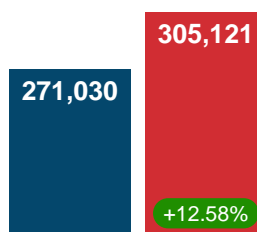
#### New Listings



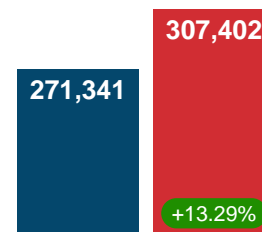
#### Pending Listings



#### List Price



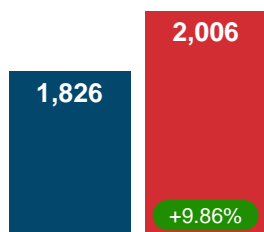
#### Sale Price



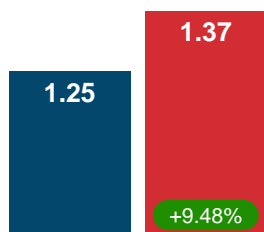
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

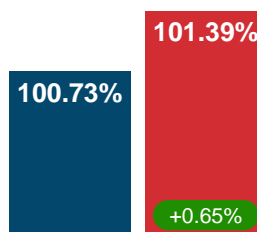
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

