

August 2021



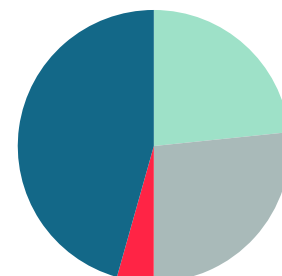
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	1,872	1,907	1.87%
Pending Listings	1,937	2,174	12.24%
New Listings	2,329	2,496	7.17%
Average List Price	224,116	244,584	9.13%
Average Sale Price	219,838	242,851	10.47%
Average Percent of Selling Price to List Price	98.21%	99.49%	1.30%
Average Days on Market to Sale	31.51	20.31	-35.55%
End of Month Inventory	6,517	3,723	-42.87%
Months Supply of Inventory	4.35	2.18	-49.99%



■ Closed (23.37%)
■ Pending (26.64%)
■ Other OffMarket (4.36%)
■ Active (45.62%)

Absorption: Last 12 months, an Average of **1,710** Sales/Month
Active Inventory as of August 31, 2021 = **3,723**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **42.87%** to 3,723 existing homes available for sale. Over the last 12 months this area has had an average of 1,710 closed sales per month. This represents an unsold inventory index of **2.18** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **10.47%** in August 2021 to \$242,851 versus the previous year at \$219,838.

Average Days on Market Shortens

The average number of **20.31** days that homes spent on the market before selling decreased by 11.20 days or **35.55%** in August 2021 compared to last year's same month at **31.51** DOM.

Sales Success for August 2021 is Positive

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

There were 2,496 New Listings in August 2021, up **7.17%** from last year at 2,329. Furthermore, there were 1,907 Closed Listings this month versus last year at 1,872, a **1.87%** increase.

Closed versus Listed trends yielded a **76.4%** ratio, down from previous year's, August 2020, at **80.4%**, a **4.95%** downswing. This will certainly create pressure on a decreasing 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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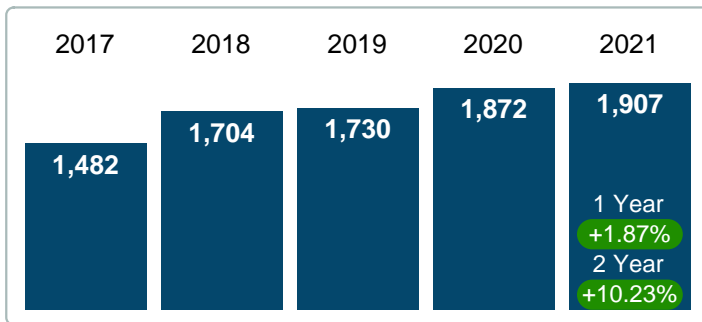
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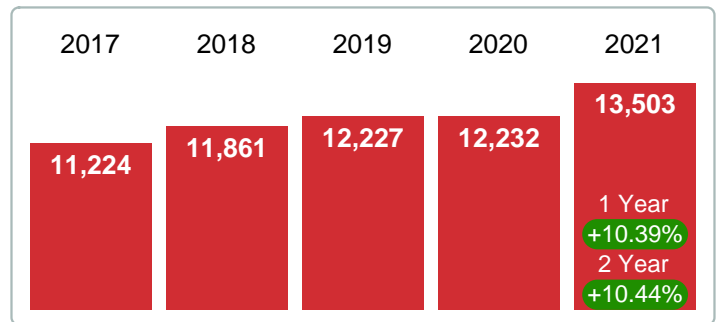
CLOSED LISTINGS

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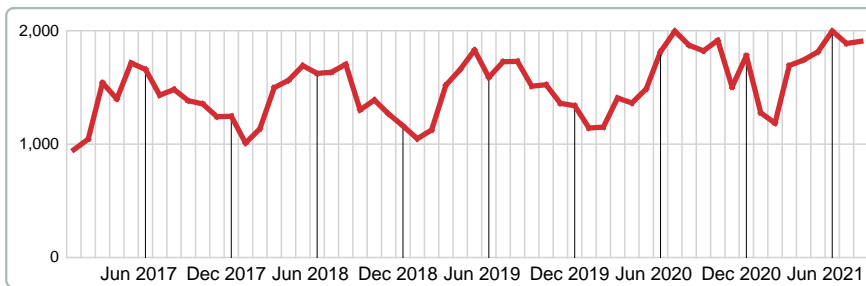
AUGUST



YEAR TO DATE (YTD)

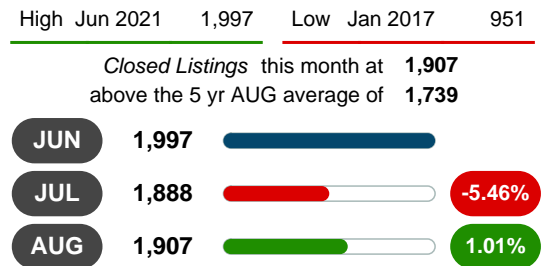


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,739



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	190	9.96%	38.1	79	80	29	2
\$50,001 - \$125,000	246	12.90%	24.9	117	117	12	0
\$125,001 - \$175,000	276	14.47%	13.8	46	202	25	3
\$175,001 - \$250,000	470	24.65%	10.3	43	302	117	8
\$250,001 - \$325,000	301	15.78%	13.1	12	155	129	5
\$325,001 - \$425,000	218	11.43%	19.7	9	66	123	20
\$425,001 and up	206	10.80%	41.1	19	34	102	51
Total Closed Units	1,907			325	956	537	89
Total Closed Volume	463,117,657	100%	20.3	47.93M	193.72M	173.52M	47.95M
Average Closed Price	\$242,851			\$147,485	\$202,633	\$323,127	\$538,756

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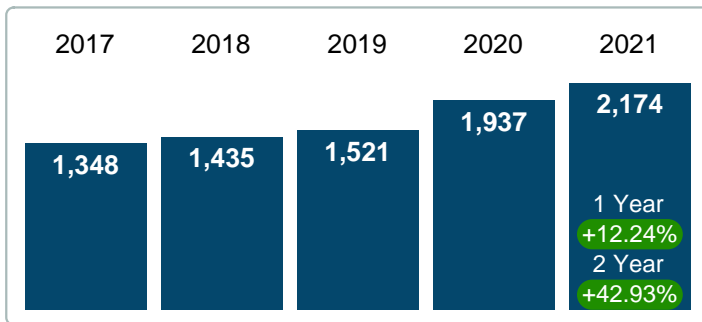
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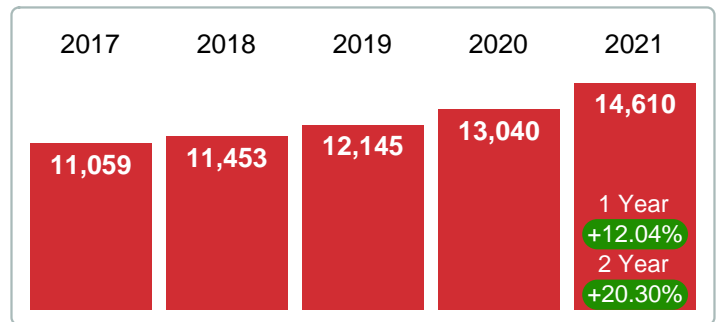
PENDING LISTINGS

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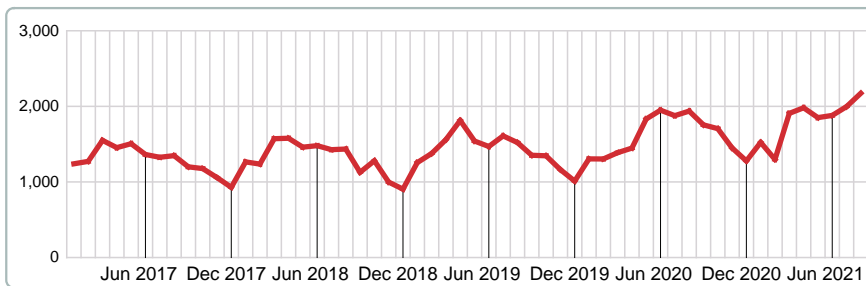
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

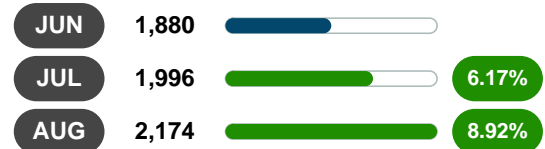


3 MONTHS

5 year AUG AVG = 1,683

High Aug 2021 2,174 Low Dec 2018 905

Pending Listings this month at 2,174 above the 5 yr AUG average of 1,683



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	150	6.90%	40.4	88	56	6	0
\$50,001 - \$125,000	331	15.23%	26.6	185	130	14	2
\$125,001 - \$175,000	363	16.70%	21.7	67	260	34	2
\$175,001 - \$250,000	511	23.51%	17.2	42	346	117	6
\$250,001 - \$325,000	309	14.21%	18.5	12	150	139	8
\$325,001 - \$450,000	272	12.51%	24.4	10	83	150	29
\$450,001 and up	238	10.95%	41.7	22	34	129	53
Total Pending Units	2,174			426	1,059	589	100
Total Pending Volume	556,020,615	100%	23.5	66.09M	221.43M	217.07M	51.43M
Average Listing Price	\$217,380			\$155,134	\$209,095	\$368,545	\$514,291

August 2021



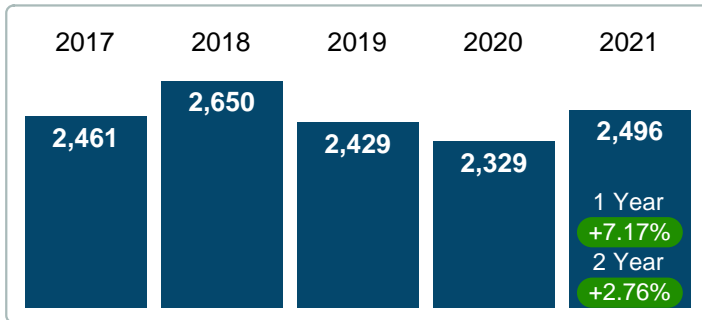
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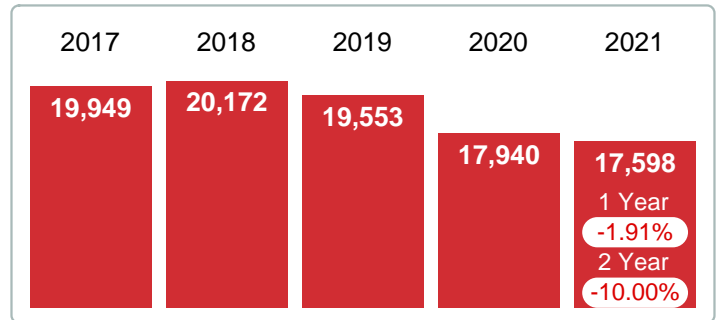
NEW LISTINGS

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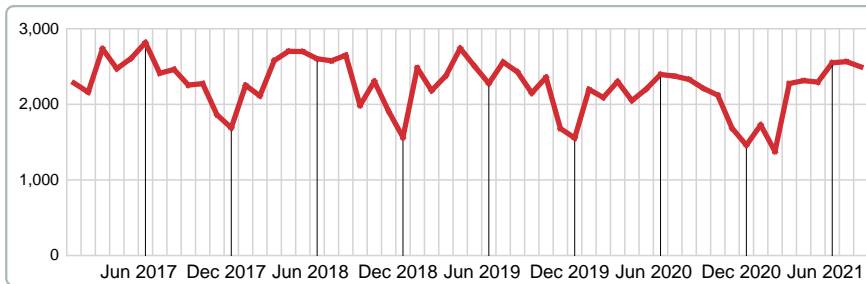
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

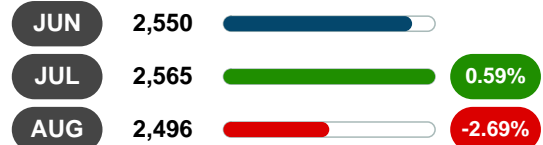


3 MONTHS

5 year AUG AVG = 2,473

High Jun 2017 2,816 Low Feb 2021 1,377

New Listings this month at **2,496**
above the 5 yr AUG average of **2,473**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	215	8.61%	110	79	23	3
\$50,001 - \$125,000	332	13.30%	193	120	15	4
\$125,001 - \$175,000	403	16.15%	108	260	31	4
\$175,001 - \$250,000	540	21.63%	64	355	115	6
\$250,001 - \$350,000	455	18.23%	36	194	204	21
\$350,001 - \$475,000	291	11.66%	27	84	149	31
\$475,001 and up	260	10.42%	56	40	107	57
Total New Listed Units	2,496		594	1,132	644	126
Total New Listed Volume	696,198,141	100%	146.23M	246.73M	227.12M	76.11M
Average New Listed Listing Price	\$172,719		\$246,187	\$217,960	\$352,676	\$604,043

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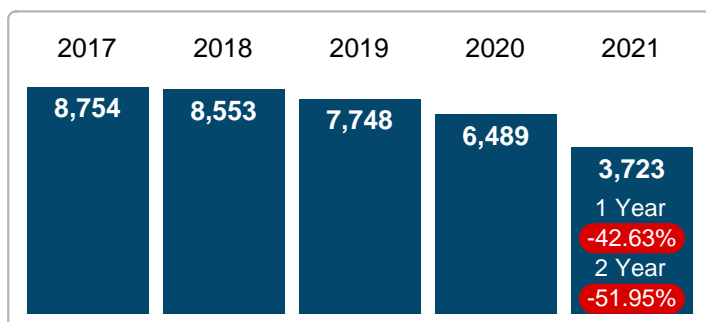
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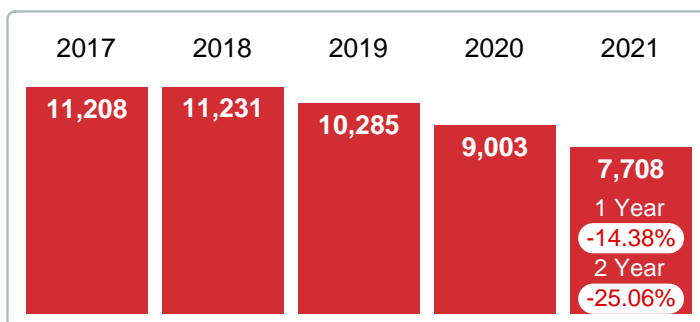
ACTIVE INVENTORY

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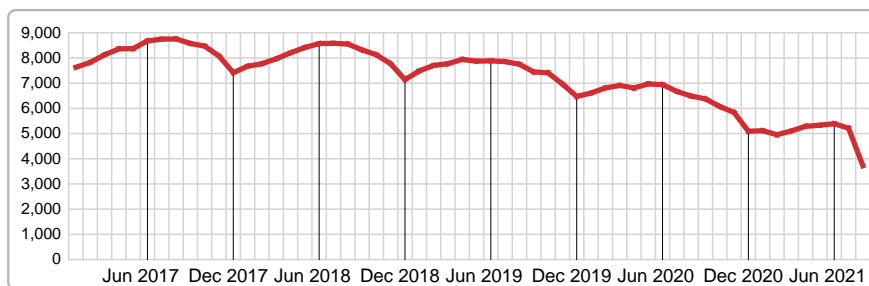
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

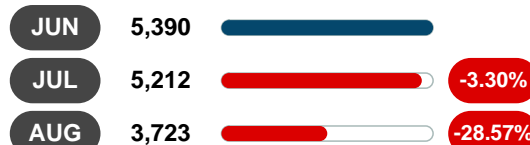


3 MONTHS

5 year AUG AVG = 7,053

High Aug 2017 8,754 Low Aug 2021 3,723

Inventory this month at 3,723
below the 5 yr AUG average of 7,053



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$25,000 and less	287	7.71%	73.3	195	68	22	2	
\$25,001 - \$75,000	404	10.85%	108.0	354	37	11	2	
\$75,001 - \$150,000	613	16.47%	71.9	403	172	31	7	
\$150,001 - \$275,000	925	24.85%	56.5	279	460	171	15	
\$275,001 - \$425,000	621	16.68%	62.9	159	198	226	38	
\$425,001 - \$775,000	492	13.22%	79.3	128	96	202	66	
\$775,001 and up	381	10.23%	98.8	204	27	76	74	
Total Active Inventory by Units				3,723	1,722	1,058	739	204
Total Active Inventory by Volume				1,409,853,347	615.84M	278.70M	333.27M	182.04M
Average Active Inventory Listing Price				\$378,687	\$357,633	\$263,420	\$450,971	\$892,372

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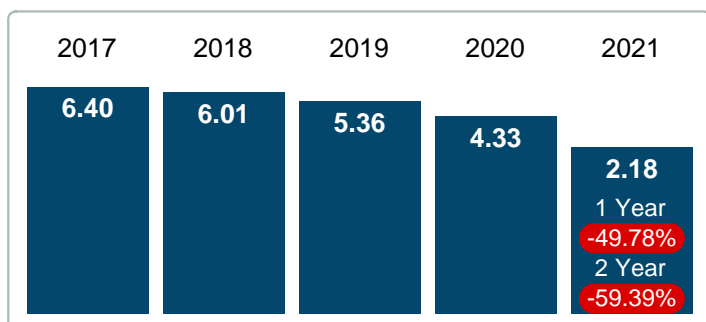
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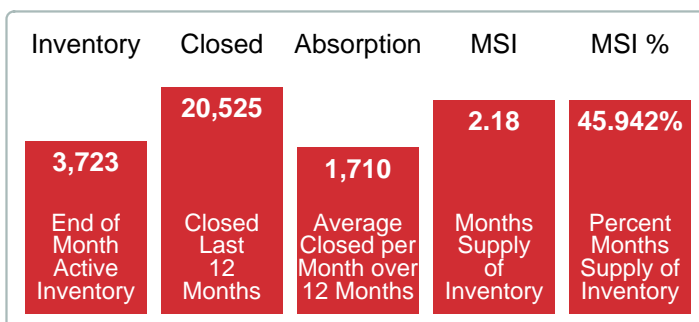
MONTHS SUPPLY of INVENTORY (MSI)

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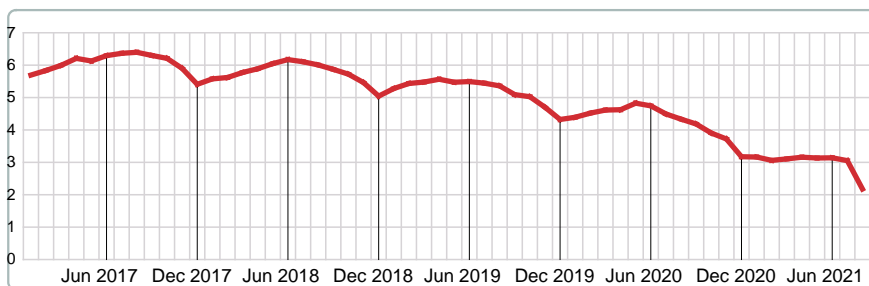
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

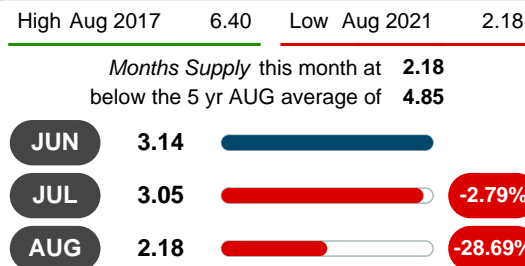


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 4.85



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
\$25,000 and less	287	7.71%	2.04	4.32	0.93	1.06	1.04
\$25,001 - \$75,000	404	10.85%	3.04	3.94	0.99	2.24	2.00
\$75,001 - \$150,000	613	16.47%	2.10	4.56	0.96	1.44	3.11
\$150,001 - \$275,000	925	24.85%	1.40	5.13	1.07	1.04	1.12
\$275,001 - \$425,000	621	16.68%	1.93	8.96	1.80	1.37	1.28
\$425,001 - \$775,000	492	13.22%	3.76	14.91	4.11	2.93	2.19
\$775,001 and up	381	10.23%	13.14	41.49	9.26	6.38	8.00
Market Supply of Inventory (MSI)			2.18	5.57	1.24	1.62	2.33
Total Active Inventory by Units		100%	2.18	1,722	1,058	739	204

August 2021



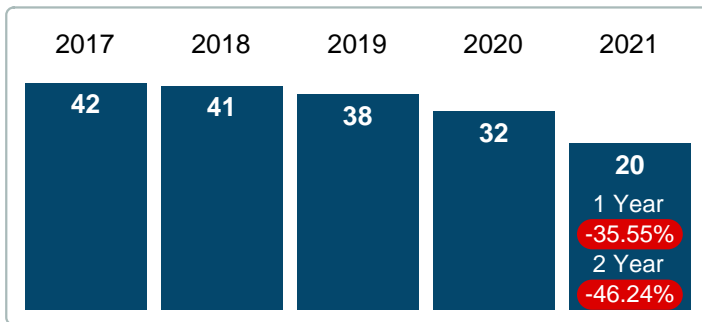
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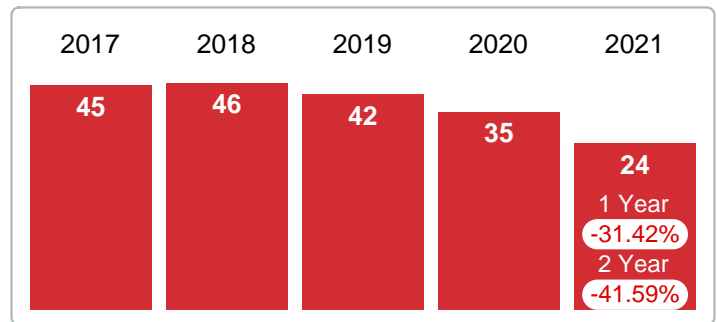
AVERAGE DAYS ON MARKET TO SALE

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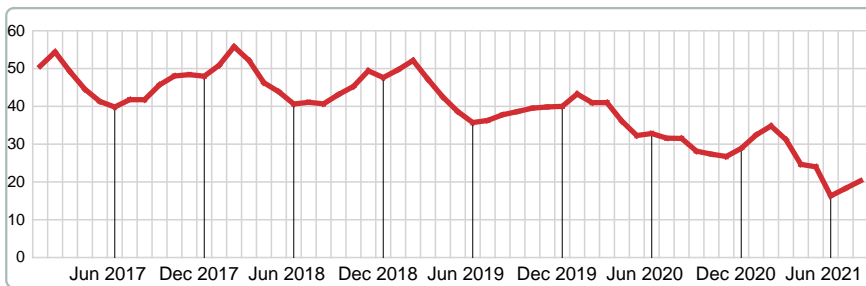
AUGUST



YEAR TO DATE (YTD)

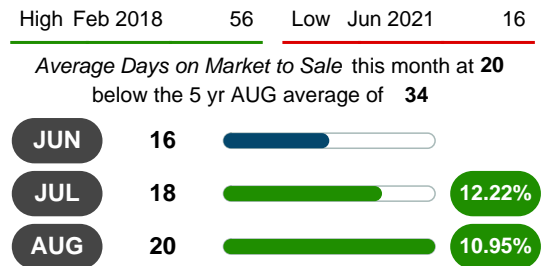


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 34



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
\$50,000 and less	9.96%	38	63	19	23	32
\$50,001 - \$125,000	12.90%	25	37	13	22	0
\$125,001 - \$175,000	14.47%	14	32	10	13	2
\$175,001 - \$250,000	24.65%	10	31	8	9	16
\$250,001 - \$325,000	15.78%	13	28	15	10	3
\$325,001 - \$425,000	11.43%	20	34	22	17	17
\$425,001 and up	10.80%	41	114	32	38	26
Average Closed DOM		20	46	13	18	21
Total Closed Units	100%	20	325	956	537	89
Total Closed Volume		463,117,657	47.93M	193.72M	173.52M	47.95M

August 2021



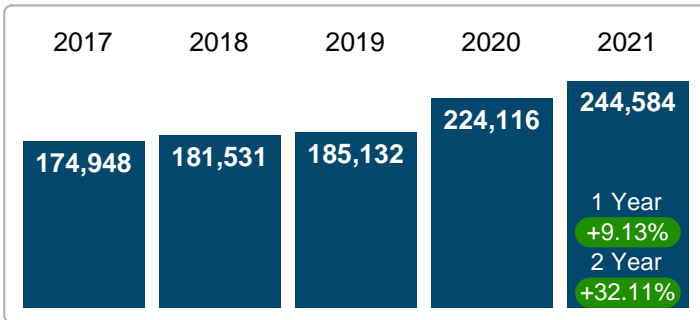
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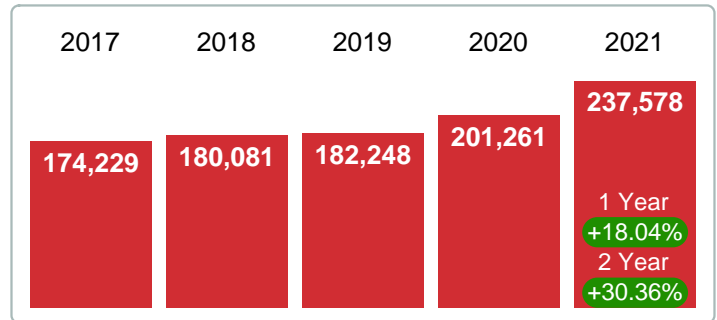
AVERAGE LIST PRICE AT CLOSING

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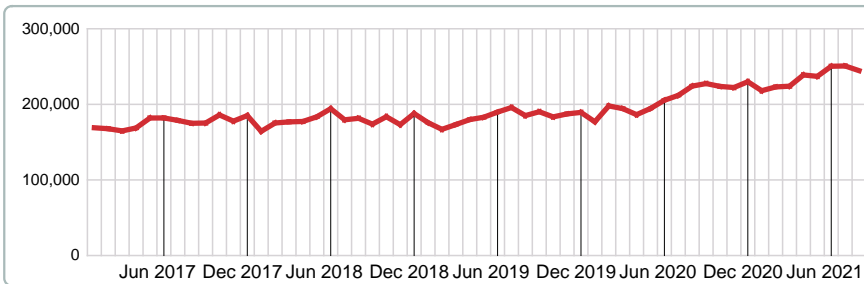
AUGUST



YEAR TO DATE (YTD)

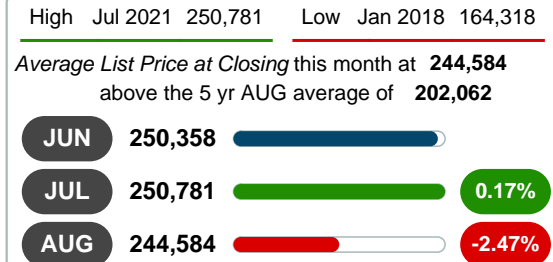


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 202,062



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
\$50,000 and less	9.60%	15,572	30,030	12,633	6,801	3,548
\$50,001 - \$125,000	13.48%	91,125	86,890	95,960	92,175	0
\$125,001 - \$175,000	14.63%	153,546	150,321	153,021	160,144	139,967
\$175,001 - \$250,000	25.38%	213,245	209,190	206,916	220,973	228,025
\$250,001 - \$325,000	14.84%	288,972	303,325	282,101	288,617	293,180
\$325,001 - \$425,000	11.48%	372,161	385,333	363,887	371,819	369,890
\$425,001 and up	10.59%	647,627	824,195	580,737	582,722	733,399
Average List Price		244,584	157,588	202,013	323,210	545,149
Total Closed Units	100%	244,584	325	956	537	89
Total Closed Volume		466,422,055	51.22M	193.12M	173.56M	48.52M

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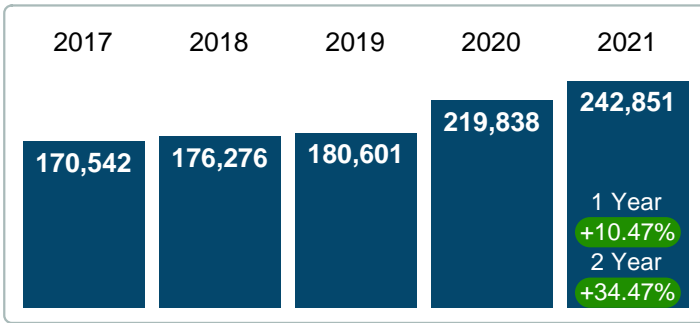
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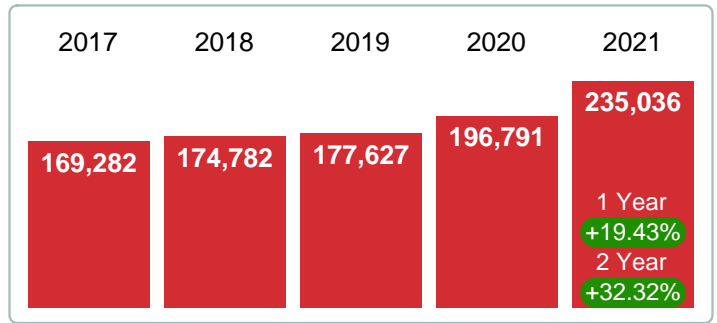
AVERAGE SOLD PRICE AT CLOSING

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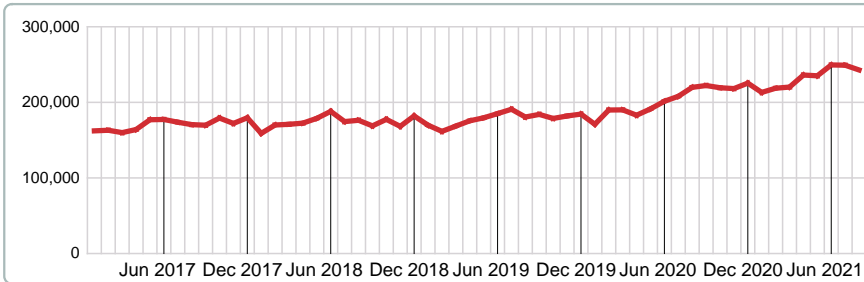
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

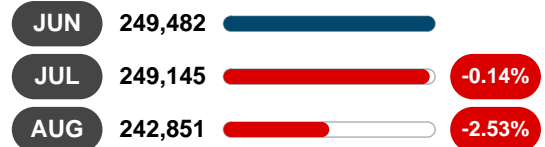


3 MONTHS

5 year AUG AVG = 198,022

High Jun 2021 249,482 Low Jan 2018 158,952

Average Sold Price at Closing this month at **242,851** above the 5 yr AUG average of **198,022**



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
\$50,000 and less	9.96%	15,912	23,970	11,686	6,470	3,548
\$50,001 - \$125,000	12.90%	88,386	83,906	92,882	88,228	0
\$125,001 - \$175,000	14.47%	152,749	148,764	153,291	157,040	141,633
\$175,001 - \$250,000	24.65%	212,509	206,297	209,901	220,666	225,050
\$250,001 - \$325,000	15.78%	286,543	295,008	282,976	289,620	297,400
\$325,001 - \$425,000	11.43%	371,739	381,333	364,087	375,496	369,565
\$425,001 and up	10.80%	626,335	712,418	578,489	578,253	722,326
Average Sold Price		242,851	147,485	202,633	323,127	538,756
Total Closed Units	100%	242,851	325	956	537	89
Total Closed Volume		463,117,657	47.93M	193.72M	173.52M	47.95M

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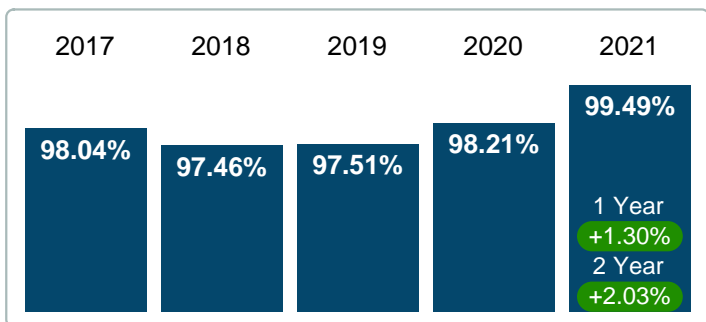
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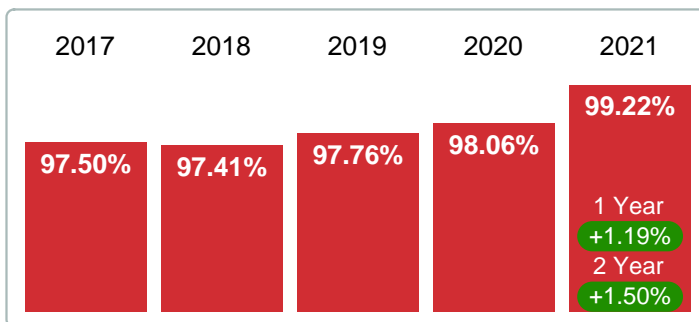
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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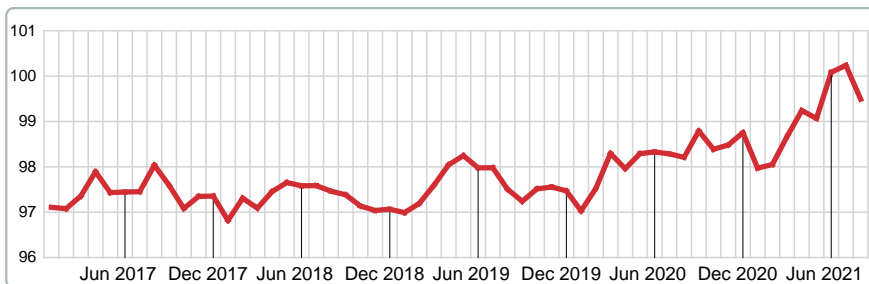
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

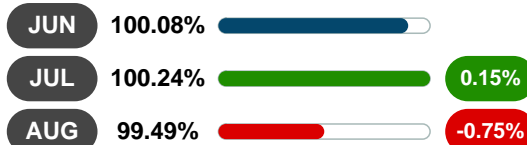


3 MONTHS

5 year AUG AVG = 98.14%

High Jul 2021 100.24% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.49%** above the 5 yr AUG average of **98.14%**



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
\$50,000 and less	190	9.96%	95.87%	92.49%	97.62%	99.96%	100.00%
\$50,001 - \$125,000	246	12.90%	97.19%	97.38%	97.13%	96.01%	0.00%
\$125,001 - \$175,000	276	14.47%	100.08%	99.24%	100.47%	98.32%	101.08%
\$175,001 - \$250,000	470	24.65%	101.00%	99.19%	101.64%	100.16%	98.97%
\$250,001 - \$325,000	301	15.78%	100.47%	97.61%	100.63%	100.50%	101.66%
\$325,001 - \$425,000	218	11.43%	100.71%	99.29%	100.37%	101.12%	99.93%
\$425,001 and up	206	10.80%	98.62%	89.18%	99.73%	99.76%	99.10%
Average Sold/List Ratio		99.50%		96.28%	100.19%	100.20%	99.50%
Total Closed Units	1,907	100%	99.50%	325	956	537	89
Total Closed Volume	463,117,657			47.93M	193.72M	173.52M	47.95M

August 2021



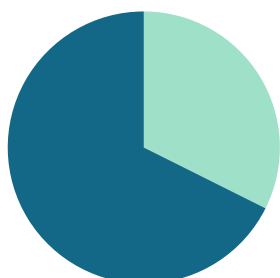
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

INVENTORY

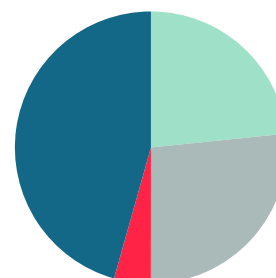


Inventory
 New Listings
2,496 = 32.37%
 Start Inventory
5,215
 Total Inventory Units
7,711
 Volume
\$2,488,537,858

Market Activity

Closed Sales
1,907 = 23.37%
 Pending Sales
2,174 = 26.64%
 Other Off Market
356 = 4.36%
 Active Inventory
3,723 = 45.63%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,872	1,907	1.87%	12,232	13,503	10.39%
Pending Sales	1,937	2,174	12.24%	13,040	14,610	12.04%
New Listings	2,329	2,496	7.17%	17,940	17,598	-1.91%
Average List Price	224,116	244,584	9.13%	201,261	237,578	18.04%
Average Sale Price	219,838	242,851	10.47%	196,791	235,036	19.43%
Average Percent of Selling Price to List Price	98.21%	99.49%	1.30%	98.06%	99.22%	1.19%
Average Days on Market to Sale	31.51	20.31	-35.55%	35.40	24.28	-31.42%
Monthly Inventory	6,517	3,723	-42.87%	6,517	3,723	-42.87%
Months Supply of Inventory	4.35	2.18	-49.99%	4.35	2.18	-49.99%

Absorption: Last 12 months, an Average of **1,710** Sales/Month

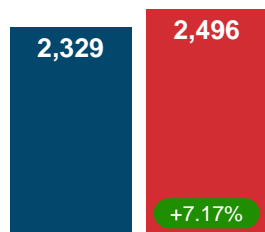
Inventory on August 31, 2021 = **3,723**

2020 **2021**

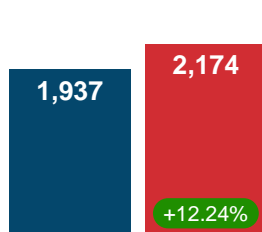
AUGUST MARKET

AVERAGE PRICES

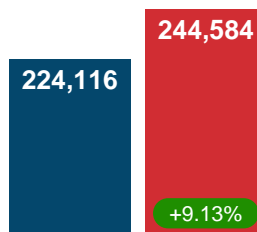
New Listings



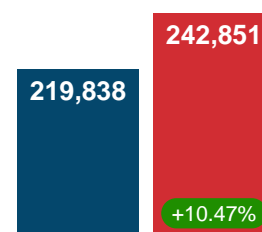
Pending Listings



List Price



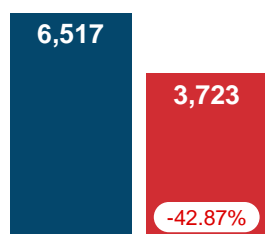
Sale Price



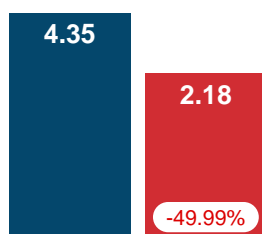
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

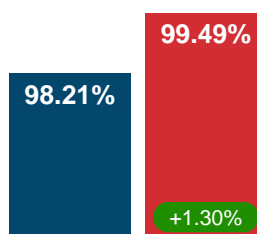
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

