

July 2021



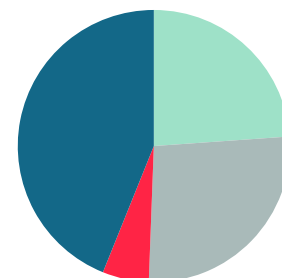
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

| Compared Metrics | 2020 | July 2021 | +/-% |
|--|---------|-----------|---------|
| Closed Listings | 1,996 | 1,872 | -6.21% |
| Pending Listings | 1,877 | 2,094 | 11.56% |
| New Listings | 2,373 | 2,565 | 8.09% |
| Average List Price | 211,885 | 250,477 | 18.21% |
| Average Sale Price | 207,973 | 248,885 | 19.67% |
| Average Percent of Selling Price to List Price | 98.29% | 100.25% | 2.00% |
| Average Days on Market to Sale | 31.59 | 18.35 | -41.91% |
| End of Month Inventory | 6,694 | 3,441 | -48.60% |
| Months Supply of Inventory | 4.51 | 2.02 | -55.24% |



■ Closed (23.88%)
■ Pending (26.71%)
■ Other OffMarket (5.51%)
■ Active (43.90%)

Absorption: Last 12 months, an Average of **1,706** Sales/Month
Active Inventory as of July 31, 2021 = **3,441**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **48.60%** to 3,441 existing homes available for sale. Over the last 12 months this area has had an average of 1,706 closed sales per month. This represents an unsold inventory index of **2.02** 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 **19.67%** in July 2021 to \$248,885 versus the previous year at \$207,973.

Average Days on Market Shortens

The average number of **18.35** days that homes spent on the market before selling decreased by 13.24 days or **41.91%** in July 2021 compared to last year's same month at **31.59** DOM.

Sales Success for July 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 2,565 New Listings in July 2021, up **8.09%** from last year at 2,373. Furthermore, there were 1,872 Closed Listings this month versus last year at 1,996, a **-6.21%** decrease.

Closed versus Listed trends yielded a **73.0%** ratio, down from previous year's, July 2020, at **84.1%**, a **13.23%** 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

July 2021



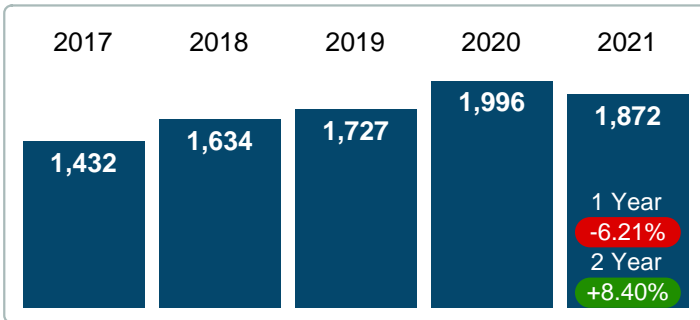
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



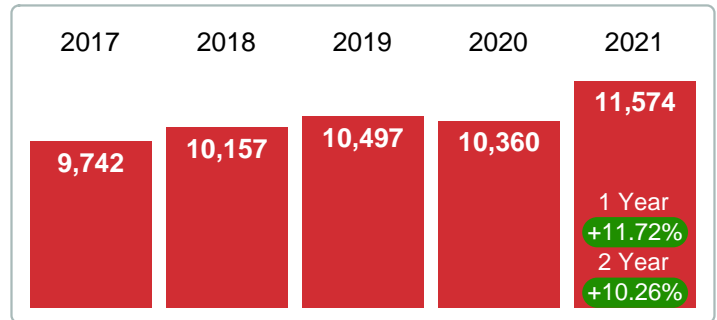
CLOSED LISTINGS

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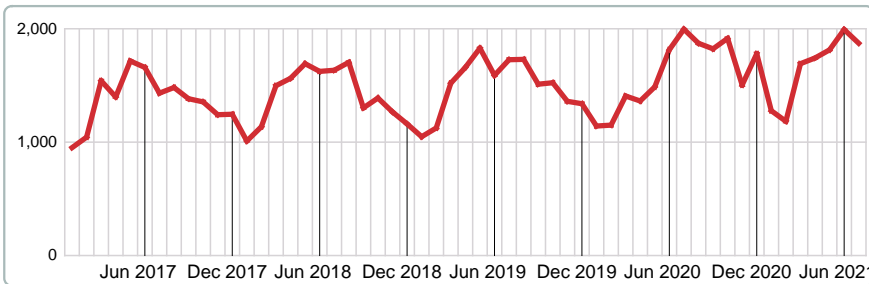
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,732

High Jul 2020 1,996 Low Jan 2017 951

Closed Listings this month at **1,872**
above the 5 yr JUL average of **1,732**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 147 | 7.85% | 22.2 | 41 | 86 | 16 | 4 |
| \$25,001 - \$125,000 | 266 | 14.21% | 28.4 | 150 | 105 | 8 | 3 |
| \$125,001 - \$175,000 | 286 | 15.28% | 12.7 | 55 | 209 | 19 | 3 |
| \$175,001 - \$250,000 | 477 | 25.48% | 9.9 | 45 | 334 | 88 | 10 |
| \$250,001 - \$300,000 | 209 | 11.16% | 15.7 | 16 | 98 | 87 | 8 |
| \$300,001 - \$425,000 | 277 | 14.80% | 20.4 | 13 | 82 | 151 | 31 |
| \$425,001 and up | 210 | 11.22% | 29.7 | 14 | 41 | 99 | 56 |
| Total Closed Units | 1,872 | | | 334 | 955 | 468 | 115 |
| Total Closed Volume | 465,912,124 | 100% | 18.3 | 58.82M | 191.44M | 157.87M | 57.78M |
| Average Closed Price | \$248,885 | | | \$176,101 | \$200,464 | \$337,330 | \$502,441 |

July 2021



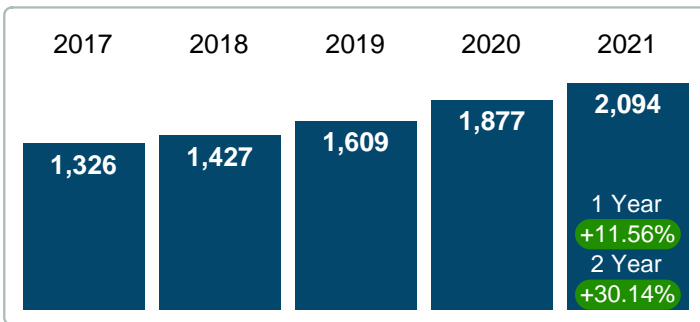
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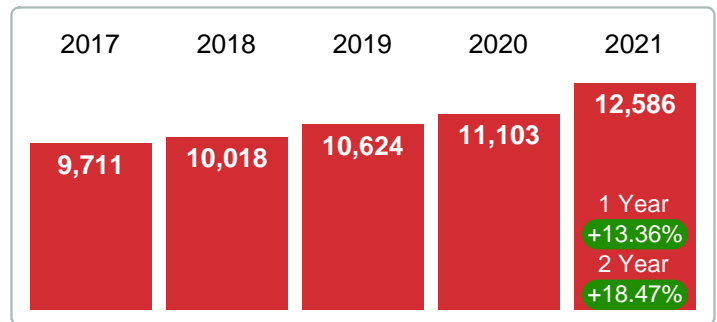
PENDING LISTINGS

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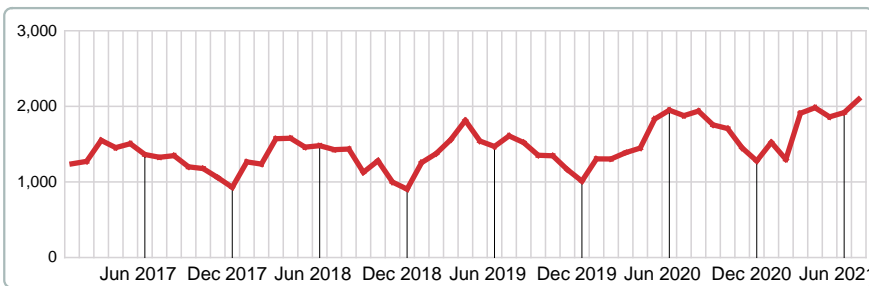
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,667

High Jul 2021 2,094 Low Dec 2018 905

Pending Listings this month at **2,094**
above the 5 yr JUL average of **1,667**



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 | 184 | 8.79% | 34.6 | 92 | 70 | 20 | 2 |
| \$50,001 - \$125,000 | 269 | 12.85% | 29.2 | 131 | 125 | 12 | 1 |
| \$125,001 - \$175,000 | 319 | 15.23% | 19.4 | 55 | 240 | 23 | 1 |
| \$175,001 - \$250,000 | 530 | 25.31% | 15.2 | 50 | 352 | 119 | 9 |
| \$250,001 - \$325,000 | 296 | 14.14% | 15.0 | 15 | 137 | 137 | 7 |
| \$325,001 - \$425,000 | 259 | 12.37% | 24.6 | 23 | 80 | 140 | 16 |
| \$425,001 and up | 237 | 11.32% | 37.2 | 21 | 46 | 117 | 53 |
| Total Pending Units | 2,094 | | | 387 | 1,050 | 568 | 89 |
| Total Pending Volume | 516,627,525 | 100% | 23.0 | 61.05M | 218.80M | 191.74M | 45.04M |
| Average Listing Price | \$187,468 | | | \$157,758 | \$208,379 | \$337,573 | \$506,018 |

July 2021



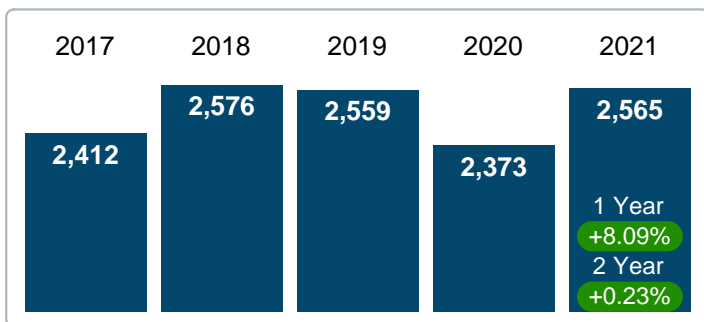
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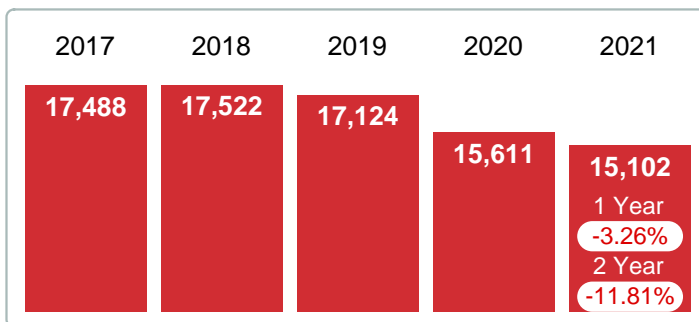
NEW LISTINGS

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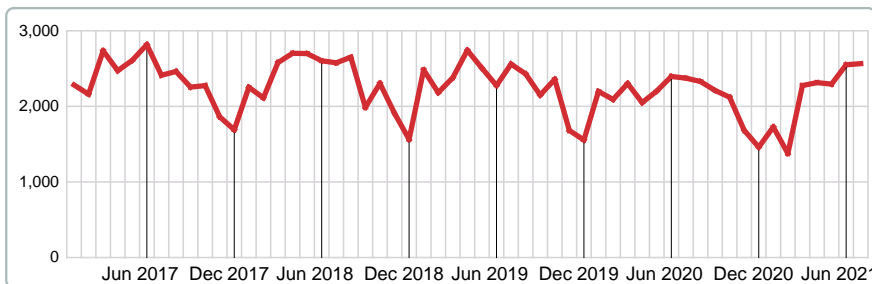
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

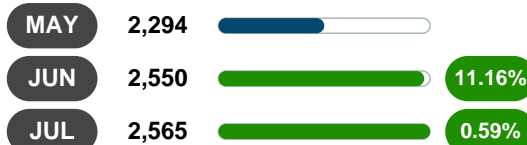


3 MONTHS

5 year JUL AVG = 2,497

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

New Listings this month at **2,565**
above the 5 yr JUL average of **2,497**



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 | 252 | 9.82% | 121 | 96 | 33 | 2 |
| \$50,001 - \$125,000 | 340 | 13.26% | 193 | 127 | 19 | 1 |
| \$125,001 - \$175,000 | 371 | 14.46% | 87 | 246 | 35 | 3 |
| \$175,001 - \$250,000 | 568 | 22.14% | 54 | 374 | 131 | 9 |
| \$250,001 - \$350,000 | 432 | 16.84% | 37 | 190 | 187 | 18 |
| \$350,001 - \$500,000 | 338 | 13.18% | 31 | 72 | 196 | 39 |
| \$500,001 and up | 264 | 10.29% | 60 | 38 | 111 | 55 |
| Total New Listed Units | 2,565 | | 583 | 1,143 | 712 | 127 |
| Total New Listed Volume | 724,969,969 | 100% | 143.83M | 244.33M | 257.57M | 79.24M |
| Average New Listed Listing Price | \$159,787 | | \$246,703 | \$213,766 | \$361,756 | \$623,920 |

July 2021



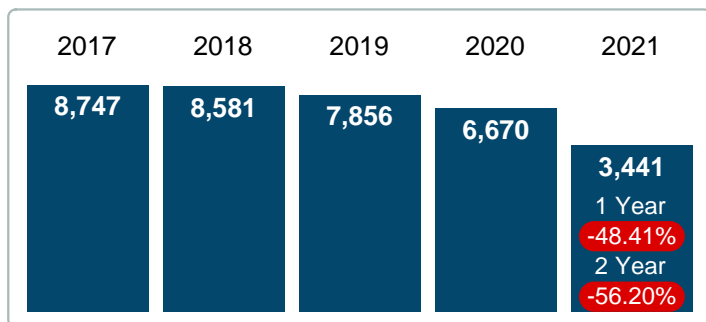
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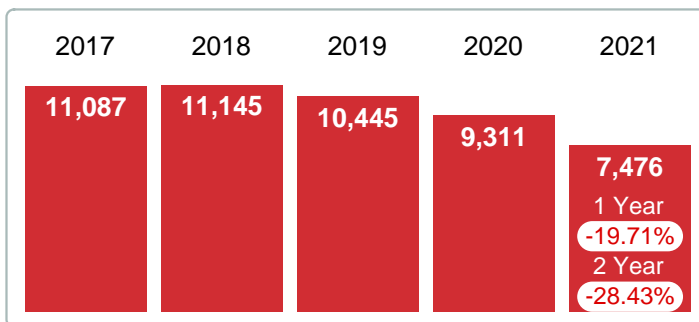
ACTIVE INVENTORY

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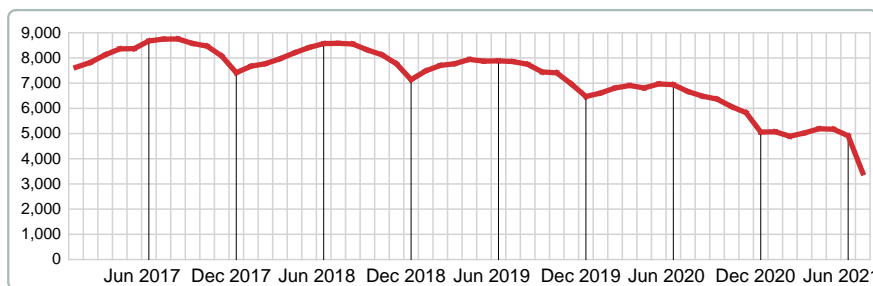
END OF JULY



ACTIVE DURING JULY

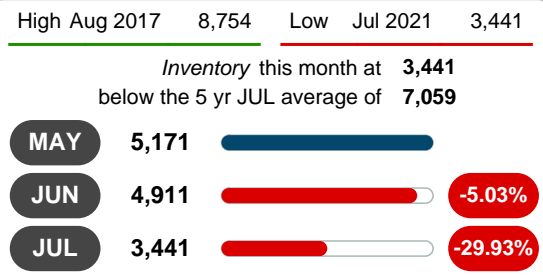


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7,059



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 | 275 | 7.99% | 73.0 | 186 | 61 | 25 | 3 |
| \$25,001 - \$75,000 | 416 | 12.09% | 98.8 | 363 | 46 | 7 | 0 |
| \$75,001 - \$150,000 | 563 | 16.36% | 69.5 | 366 | 161 | 31 | 5 |
| \$150,001 - \$275,000 | 790 | 22.96% | 52.7 | 268 | 365 | 146 | 11 |
| \$275,001 - \$450,000 | 595 | 17.29% | 68.0 | 156 | 180 | 222 | 37 |
| \$450,001 - \$850,000 | 457 | 13.28% | 78.2 | 137 | 65 | 177 | 78 |
| \$850,001 and up | 345 | 10.03% | 103.1 | 192 | 23 | 67 | 63 |
| Total Active Inventory by Units | | | 3,441 | 1,668 | 901 | 675 | 197 |
| Total Active Inventory by Volume | | | 1,348,923,835 | 613.87M | 236.41M | 323.49M | 175.15M |
| Average Active Inventory Listing Price | | | \$392,015 | \$368,029 | \$262,385 | \$479,251 | \$889,075 |

July 2021



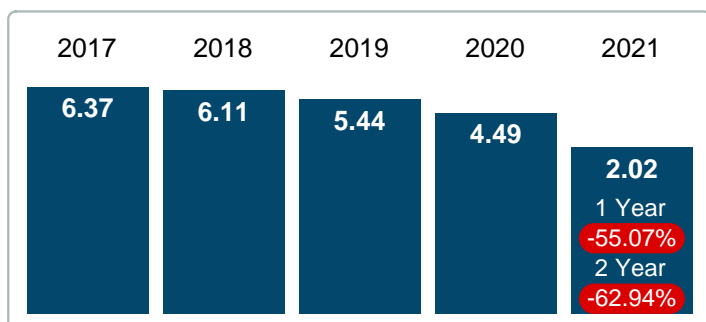
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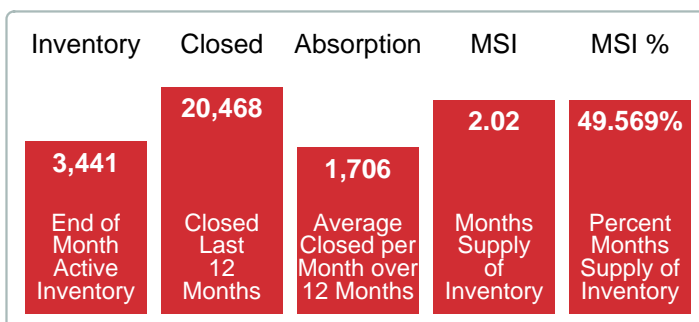
MONTHS SUPPLY of INVENTORY (MSI)

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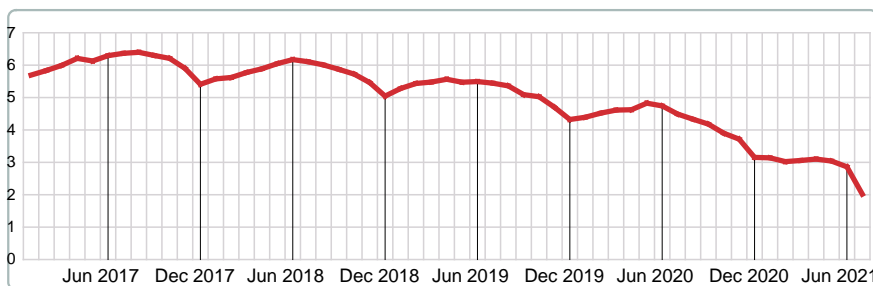
MSI FOR JULY



INDICATORS FOR JULY 2021

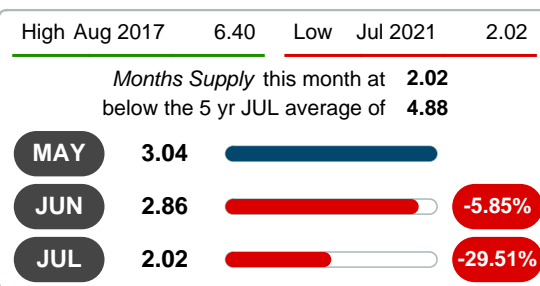


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.88



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 | 275 | 7.99% | 1.90 | 3.99 | 0.81 | 1.23 | 1.44 |
| \$25,001 - \$75,000 | 416 | 12.09% | 3.14 | 4.02 | 1.28 | 1.29 | 0.00 |
| \$75,001 - \$150,000 | 563 | 16.36% | 1.90 | 4.16 | 0.88 | 1.39 | 2.31 |
| \$150,001 - \$275,000 | 790 | 22.96% | 1.19 | 5.01 | 0.86 | 0.87 | 0.75 |
| \$275,001 - \$450,000 | 595 | 17.29% | 1.75 | 8.36 | 1.62 | 1.28 | 1.00 |
| \$450,001 - \$850,000 | 457 | 13.28% | 4.23 | 19.12 | 3.77 | 3.11 | 2.94 |
| \$850,001 and up | 345 | 10.03% | 15.68 | 51.20 | 11.50 | 7.51 | 8.59 |
| Market Supply of Inventory (MSI) | | | 2.02 | 5.42 | 1.06 | 1.48 | 2.17 |
| Total Active Inventory by Units | | 100% | 2.02 | 1,668 | 901 | 675 | 197 |

July 2021



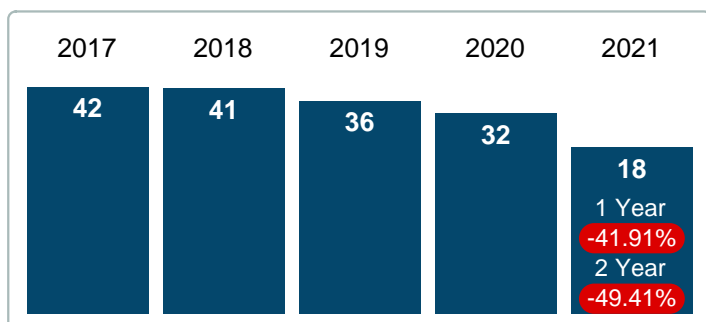
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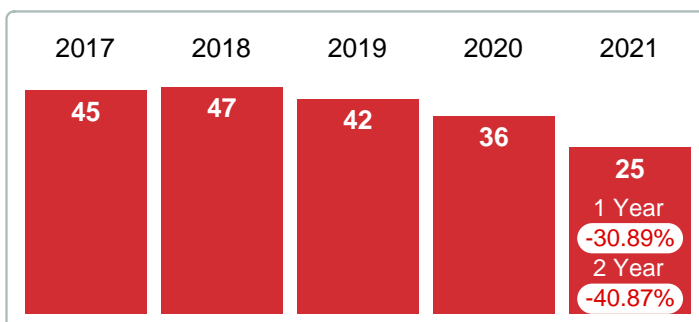
AVERAGE DAYS ON MARKET TO SALE

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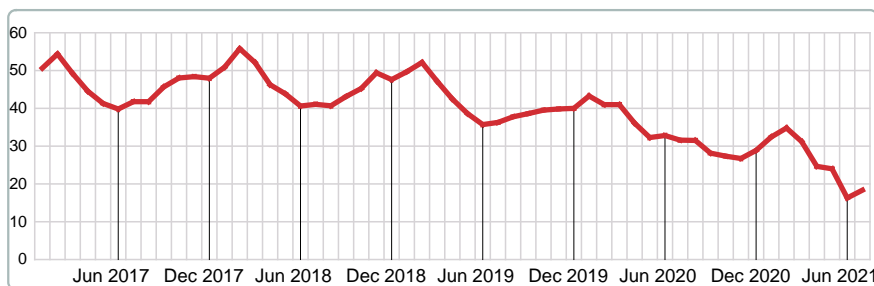
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 34

High Feb 2018 56 Low Jun 2021 16

Average Days on Market to Sale this month at 18 below the 5 yr JUL average of 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 |
|---|--------------------|-------------|---------------|----------------|----------------|---------------|
| \$25,000 and less | 7.85% | 22 | 36 | 17 | 19 | 11 |
| \$25,001 - \$125,000 | 14.21% | 28 | 36 | 15 | 45 | 49 |
| \$125,001 - \$175,000 | 15.28% | 13 | 30 | 8 | 14 | 15 |
| \$175,001 - \$250,000 | 25.48% | 10 | 26 | 8 | 10 | 4 |
| \$250,001 - \$300,000 | 11.16% | 16 | 40 | 12 | 15 | 19 |
| \$300,001 - \$425,000 | 14.80% | 20 | 42 | 19 | 20 | 20 |
| \$425,001 and up | 11.22% | 30 | 53 | 22 | 21 | 45 |
| Average Closed DOM | | 18 | 35 | 11 | 17 | 31 |
| Total Closed Units | 1,872 | 100% | 334 | 955 | 468 | 115 |
| Total Closed Volume | 465,912,124 | | 58.82M | 191.44M | 157.87M | 57.78M |

July 2021



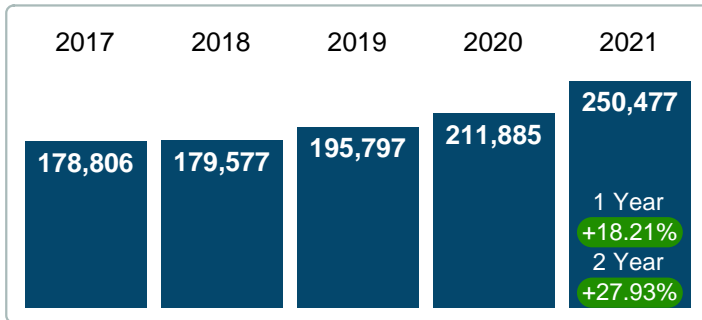
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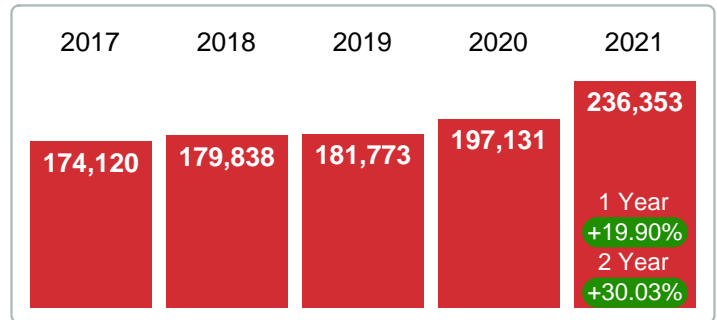
AVERAGE LIST PRICE AT CLOSING

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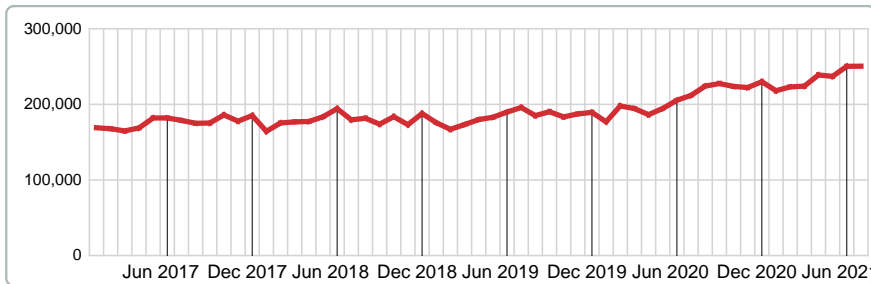
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

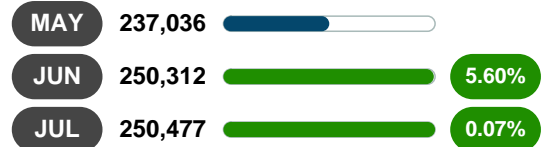


3 MONTHS

5 year JUL AVG = 203,308

High Jul 2021 250,477 Low Jan 2018 164,318

Average List Price at Closing this month at **250,477** above the 5 yr JUL average of **203,308**



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 |
|--|-------------|--------------------|----------------|----------------|----------------|----------------|
| \$25,000 and less | 7.75% | 3,833 | 9,365 | 2,296 | 1,803 | 2,516 |
| \$25,001 - \$125,000 | 14.42% | 83,023 | 76,353 | 94,495 | 91,163 | 93,667 |
| \$125,001 - \$175,000 | 15.76% | 153,432 | 150,260 | 153,747 | 151,553 | 151,600 |
| \$175,001 - \$250,000 | 26.34% | 212,006 | 210,611 | 206,662 | 214,672 | 214,940 |
| \$250,001 - \$300,000 | 9.94% | 277,126 | 289,031 | 269,489 | 273,535 | 279,225 |
| \$300,001 - \$425,000 | 14.80% | 357,891 | 401,831 | 347,607 | 357,570 | 356,898 |
| \$425,001 and up | 11.00% | 706,105 | 1,634,100 | 586,060 | 576,758 | 763,511 |
| Average List Price | | 250,477 | 186,540 | 199,183 | 336,364 | 512,604 |
| Total Closed Units | 100% | 250,477 | 334 | 955 | 468 | 115 |
| Total Closed Volume | | 468,892,295 | 62.30M | 190.22M | 157.42M | 58.95M |

July 2021



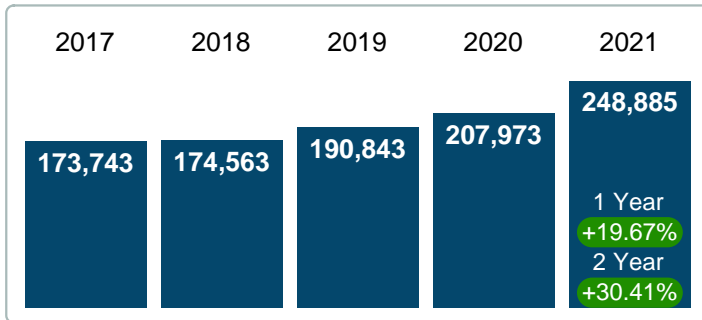
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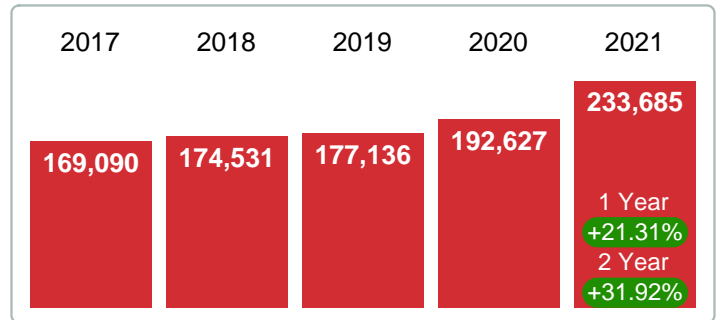
AVERAGE SOLD PRICE AT CLOSING

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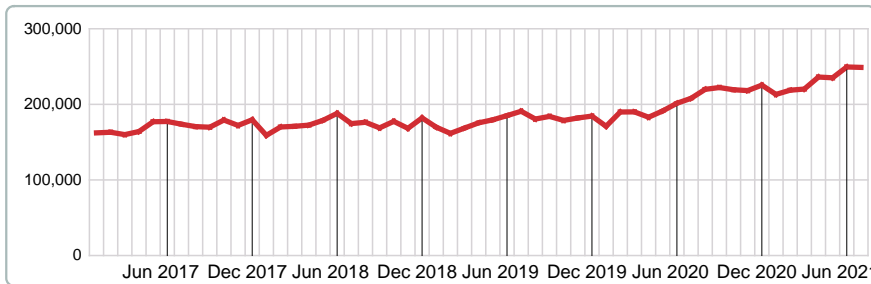
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

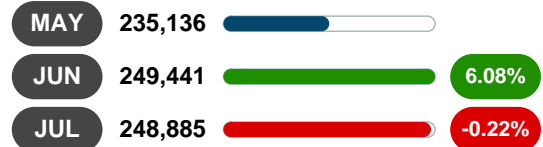


3 MONTHS

5 year JUL AVG = 199,201

High Jun 2021 249,441 Low Jan 2018 158,952

Average Sold Price at Closing this month at **248,885** above the 5 yr JUL average of **199,201**



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 |
|--|-------------|--------------------|----------------|----------------|----------------|----------------|
| \$25,000 and less | 7.85% | 3,708 | 7,834 | 2,151 | 1,803 | 2,516 |
| \$25,001 - \$125,000 | 14.21% | 82,006 | 74,545 | 92,684 | 85,500 | 72,000 |
| \$125,001 - \$175,000 | 15.28% | 153,224 | 146,066 | 155,409 | 150,697 | 148,242 |
| \$175,001 - \$250,000 | 25.48% | 210,845 | 207,381 | 209,999 | 215,287 | 215,600 |
| \$250,001 - \$300,000 | 11.16% | 274,655 | 277,819 | 273,277 | 275,344 | 277,704 |
| \$300,001 - \$425,000 | 14.80% | 356,420 | 379,954 | 346,096 | 359,476 | 358,967 |
| \$425,001 and up | 11.22% | 681,082 | 1,468,896 | 579,148 | 576,901 | 742,934 |
| Average Sold Price | | 248,885 | 176,101 | 200,464 | 337,330 | 502,441 |
| Total Closed Units | 100% | 248,885 | 334 | 955 | 468 | 115 |
| Total Closed Volume | | 465,912,124 | 58.82M | 191.44M | 157.87M | 57.78M |

July 2021



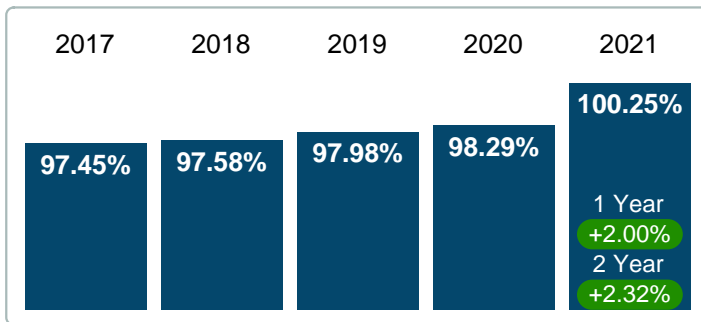
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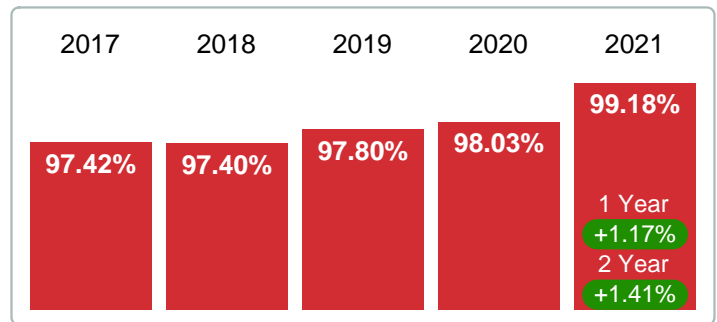
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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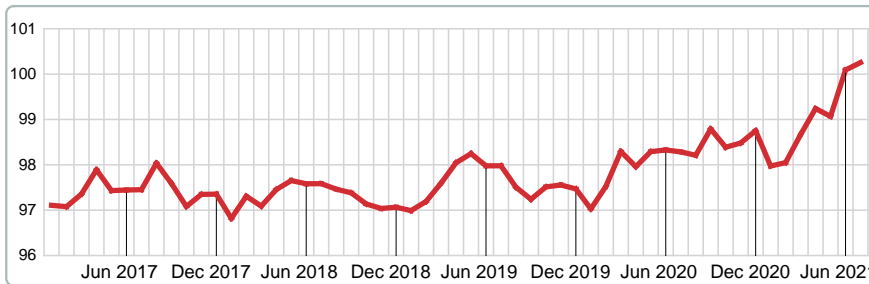
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

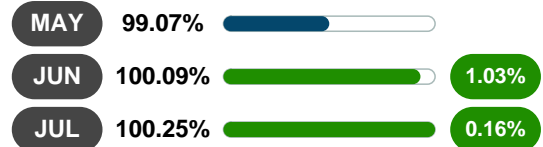


3 MONTHS

5 year JUL AVG = 98.31%

High Jul 2021 100.25% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **100.25%** above the 5 yr JUL average of **98.31%**



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 |
|--|-----|--------|---------|----------|---------|---------|---------|
| \$25,000 and less | 147 | 7.85% | 97.38% | 92.19% | 99.24% | 100.00% | 100.00% |
| \$25,001 - \$125,000 | 266 | 14.21% | 99.32% | 100.48% | 98.63% | 94.81% | 77.77% |
| \$125,001 - \$175,000 | 286 | 15.28% | 100.68% | 98.43% | 101.40% | 99.67% | 98.23% |
| \$175,001 - \$250,000 | 477 | 25.48% | 101.75% | 98.73% | 102.51% | 100.57% | 100.36% |
| \$250,001 - \$300,000 | 209 | 11.16% | 100.83% | 96.65% | 101.63% | 100.78% | 99.94% |
| \$300,001 - \$425,000 | 277 | 14.80% | 100.18% | 96.22% | 99.74% | 100.67% | 100.62% |
| \$425,001 and up | 210 | 11.22% | 99.00% | 91.14% | 99.15% | 100.42% | 98.35% |
| Average Sold/List Ratio | | | 100.30% | 98.15% | 101.07% | 100.46% | 98.77% |
| Total Closed Units | | 100% | 100.30% | 334 | 955 | 468 | 115 |
| Total Closed Volume | | | | 58.82M | 191.44M | 157.87M | 57.78M |

July 2021



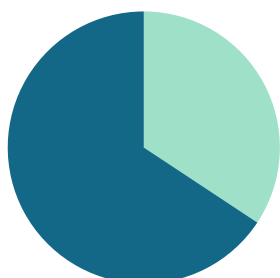
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

INVENTORY

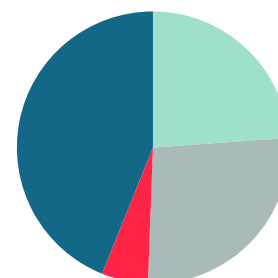


Inventory
 New Listings
2,565 = 34.30%
 Start Inventory
4,914
 Total Inventory Units
7,479
 Volume
\$2,427,337,150

Market Activity

Closed Sales
1,872 = 23.88%
 Pending Sales
2,094 = 26.71%
 Other Off Market
432 = 5.51%
 Active Inventory
3,441 = 43.90%

MARKET ACTIVITY



| Compared Metrics | July | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 1,996 | 1,872 | -6.21% | 10,360 | 11,574 | 11.72% |
| Pending Sales | 1,877 | 2,094 | 11.56% | 11,103 | 12,586 | 13.36% |
| New Listings | 2,373 | 2,565 | 8.09% | 15,611 | 15,102 | -3.26% |
| Average List Price | 211,885 | 250,477 | 18.21% | 197,131 | 236,353 | 19.90% |
| Average Sale Price | 207,973 | 248,885 | 19.67% | 192,627 | 233,685 | 21.31% |
| Average Percent of Selling Price to List Price | 98.29% | 100.25% | 2.00% | 98.03% | 99.18% | 1.17% |
| Average Days on Market to Sale | 31.59 | 18.35 | -41.91% | 36.10 | 24.95 | -30.89% |
| Monthly Inventory | 6,694 | 3,441 | -48.60% | 6,694 | 3,441 | -48.60% |
| Months Supply of Inventory | 4.51 | 2.02 | -55.24% | 4.51 | 2.02 | -55.24% |

Absorption: Last 12 months, an Average of **1,706** Sales/Month

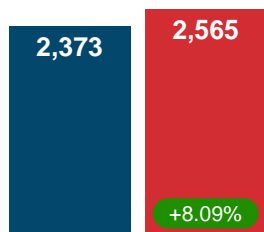
Inventory on July 31, 2021 = **3,441**

2020 **2021**

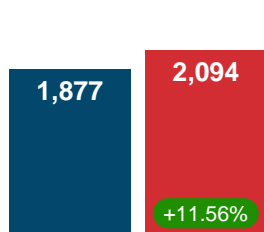
JULY MARKET

AVERAGE PRICES

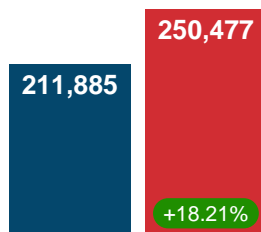
New Listings



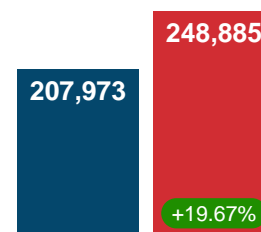
Pending Listings



List Price



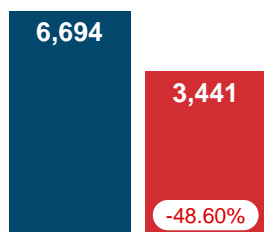
Sale Price



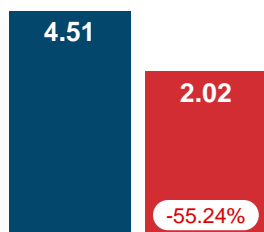
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

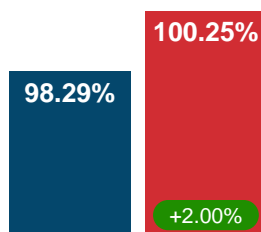
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

