

September 2021



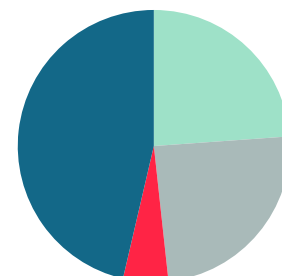
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2021 for MLS Technology Inc.

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	1,823	1,885	3.40%
Pending Listings	1,755	1,928	9.86%
New Listings	2,211	2,153	-2.62%
Average List Price	227,509	249,392	9.62%
Average Sale Price	222,269	246,684	10.98%
Average Percent of Selling Price to List Price	98.79%	100.76%	2.00%
Average Days on Market to Sale	28.15	20.54	-27.04%
End of Month Inventory	6,406	3,661	-42.85%
Months Supply of Inventory	4.21	2.13	-49.30%



■ Closed (23.87%)
■ Pending (24.41%)
■ Other OffMarket (5.37%)
■ Active (46.35%)

Absorption: Last 12 months, an Average of **1,717** Sales/Month
Active Inventory as of September 30, 2021 = **3,661**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **42.85%** to 3,661 existing homes available for sale. Over the last 12 months this area has had an average of 1,717 closed sales per month. This represents an unsold inventory index of **2.13** 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 **10.98%** in September 2021 to \$246,684 versus the previous year at \$222,269.

Average Days on Market Shortens

The average number of **20.54** days that homes spent on the market before selling decreased by 7.61 days or **27.04%** in September 2021 compared to last year's same month at **28.15** DOM.

Sales Success for September 2021 is Positive

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

There were 2,153 New Listings in September 2021, down **2.62%** from last year at 2,211. Furthermore, there were 1,885 Closed Listings this month versus last year at 1,823, a **3.40%** increase.

Closed versus Listed trends yielded a **87.6%** ratio, up from previous year's, September 2020, at **82.5%**, a **6.19%** upswing. This will certainly create pressure on a decreasing Month's

What's in this Issue

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

Real Estate is Local

Supply of Inventory (MSI) in the months to come.

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

September 2021



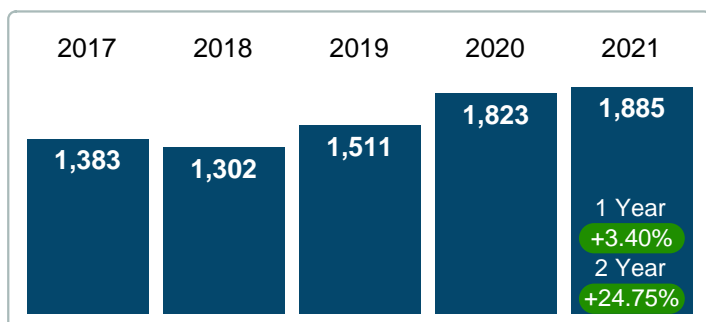
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



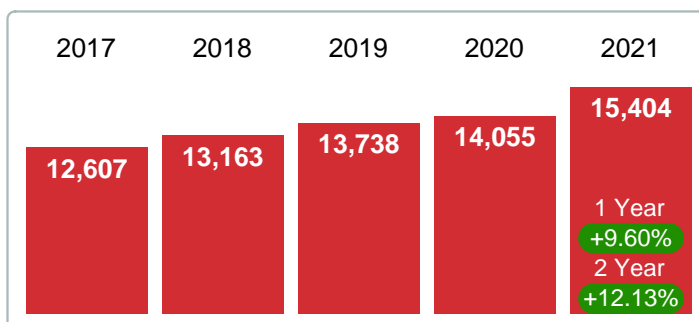
CLOSED LISTINGS

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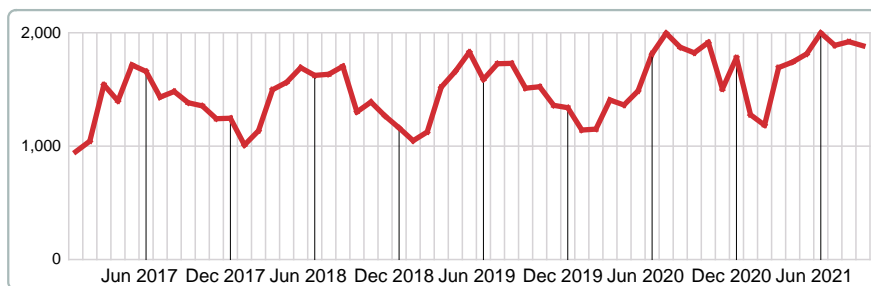
SEPTEMBER



YEAR TO DATE (YTD)

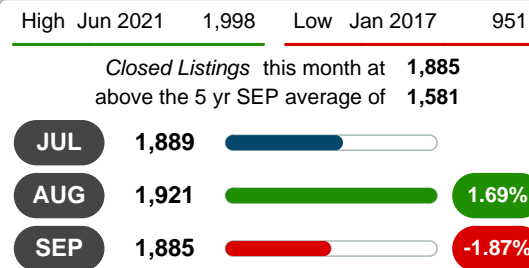


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,581



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	149	7.90%	31.8	65	66	16	2
\$25,001 - \$125,000	250	13.26%	29.3	131	108	10	1
\$125,001 - \$175,000	306	16.23%	15.4	59	220	26	1
\$175,001 - \$250,000	486	25.78%	12.5	36	331	115	4
\$250,001 - \$325,000	264	14.01%	13.0	6	138	112	8
\$325,001 - \$425,000	219	11.62%	18.4	13	71	109	26
\$425,001 and up	211	11.19%	39.8	17	29	122	43
Total Closed Units	1,885			327	963	510	85
Total Closed Volume	464,999,987	100%	20.5	47.47M	196.42M	177.71M	43.41M
Average Closed Price	\$246,684			\$145,166	\$203,962	\$348,450	\$510,657

September 2021



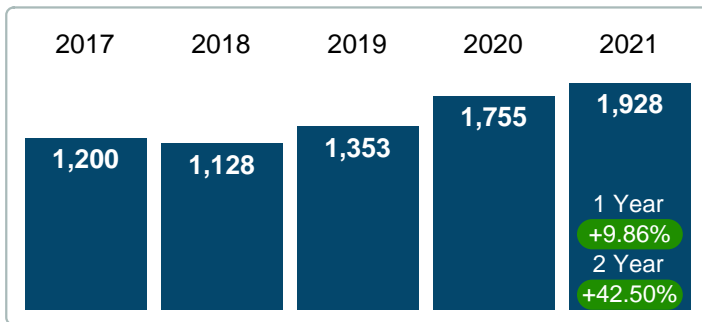
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



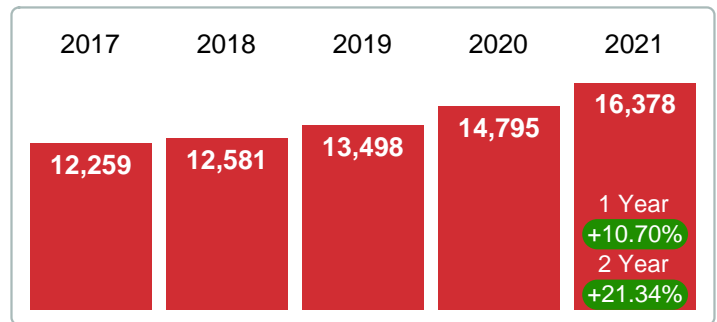
PENDING LISTINGS

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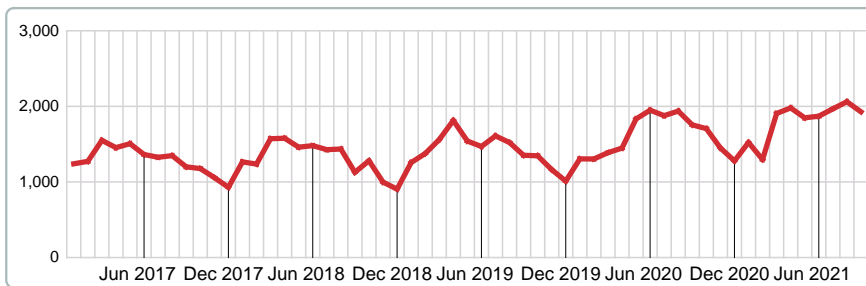
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

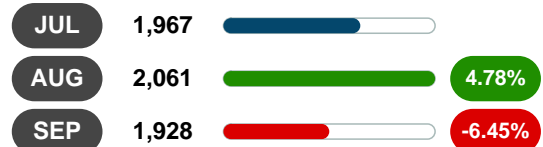


3 MONTHS

5 year SEP AVG = 1,473

High Aug 2021 2,061 Low Dec 2018 905

Pending Listings this month at **1,928**
above the 5 yr SEP average of **1,473**



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	123	6.38%	48.4	63	43	15	2
\$50,001 - \$125,000	314	16.29%	25.4	186	106	21	1
\$125,001 - \$150,000	158	8.20%	29.2	49	98	9	2
\$150,001 - \$225,000	491	25.47%	22.8	70	355	62	4
\$225,001 - \$300,000	385	19.97%	20.6	23	176	173	13
\$300,001 - \$400,000	240	12.45%	29.3	18	75	125	22
\$400,001 and up	217	11.26%	47.0	19	50	99	49
Total Pending Units	1,928			428	903	504	93
Total Pending Volume	471,904,210	100%	26.1	62.22M	191.09M	160.86M	57.74M
Average Listing Price	\$216,994			\$145,381	\$211,618	\$319,157	\$620,812

September 2021



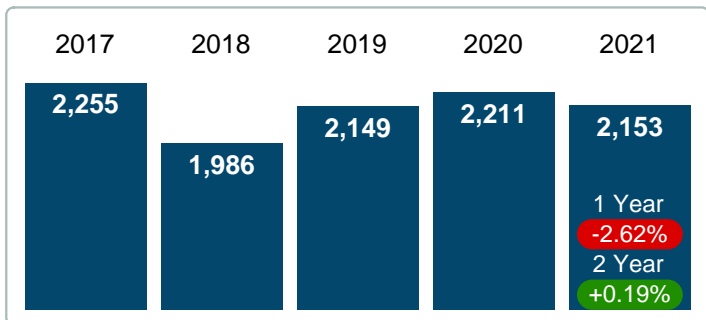
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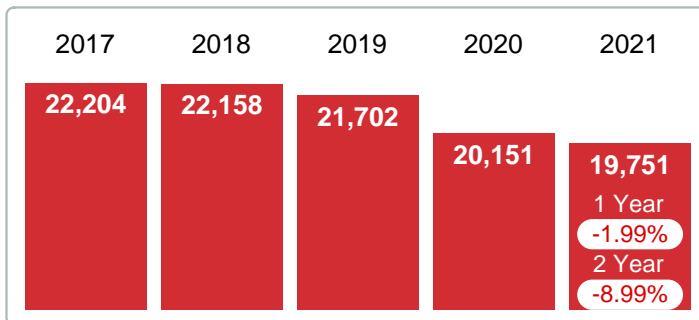
NEW LISTINGS

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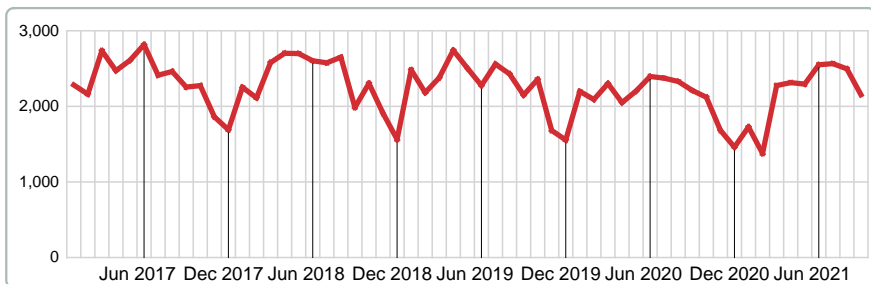
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2,151

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

New Listings this month at 2,153 above the 5 yr SEP average of 2,151



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	186	8.64%	54	94	38	0
\$25,001 - \$75,000	191	8.87%	149	35	5	2
\$75,001 - \$150,000	364	16.91%	157	181	22	4
\$150,001 - \$250,000	626	29.08%	82	420	117	7
\$250,001 - \$325,000	305	14.17%	31	129	133	12
\$325,001 - \$450,000	257	11.94%	24	81	125	27
\$450,001 and up	224	10.40%	46	44	93	41
Total New Listed Units	2,153		543	984	533	93
Total New Listed Volume	573,391,374	100%	116.52M	203.90M	189.61M	63.37M
Average New Listed Listing Price	\$180,896		\$214,582	\$207,212	\$355,739	\$681,378

September 2021



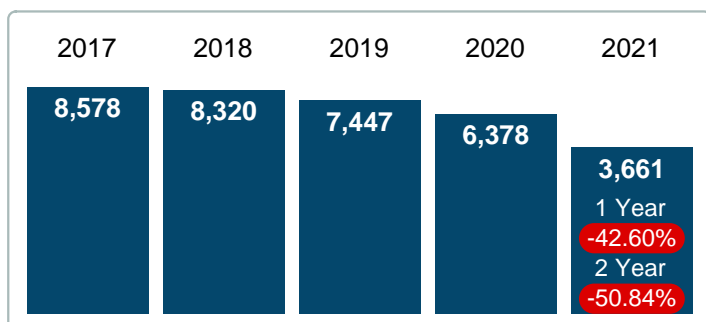
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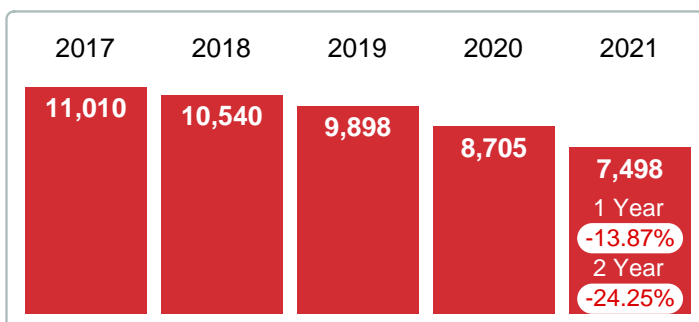
ACTIVE INVENTORY

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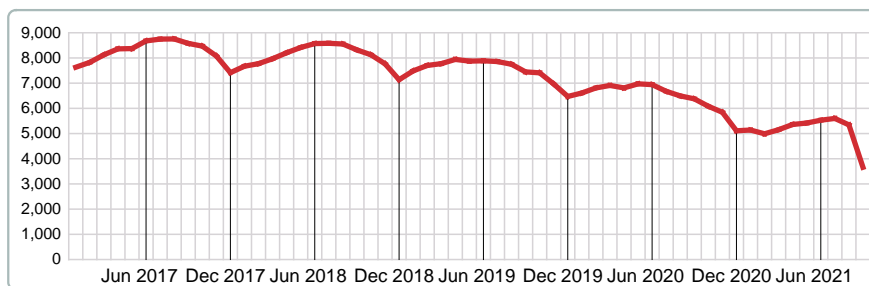
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

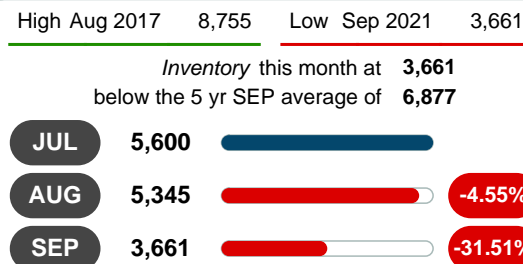


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 6,877



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	7.84%	61.2	157	87	42	1
\$25,001 - \$75,000	414	11.31%	111.0	355	48	8	3
\$75,001 - \$150,000	601	16.42%	74.2	376	193	25	7
\$150,001 - \$275,000	875	23.90%	64.0	268	441	151	15
\$275,001 - \$425,000	619	16.91%	63.0	160	188	237	34
\$425,001 - \$775,000	492	13.44%	80.0	110	105	214	63
\$775,001 and up	373	10.19%	106.1	202	24	72	75
Total Active Inventory by Units			3,661	1,628	1,086	749	198
Total Active Inventory by Volume			1,383,666,867	593.25M	274.54M	340.65M	175.22M
Average Active Inventory Listing Price			\$377,948	\$364,406	\$252,795	\$454,810	\$884,975

September 2021



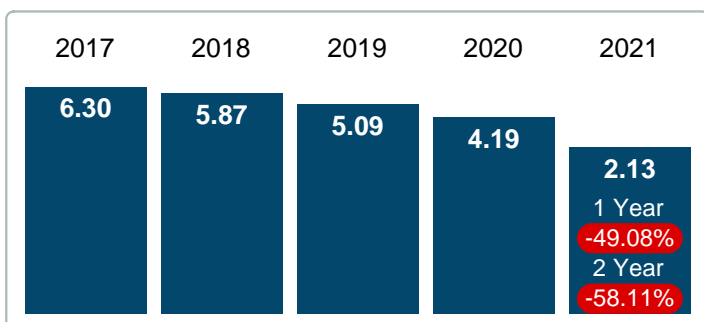
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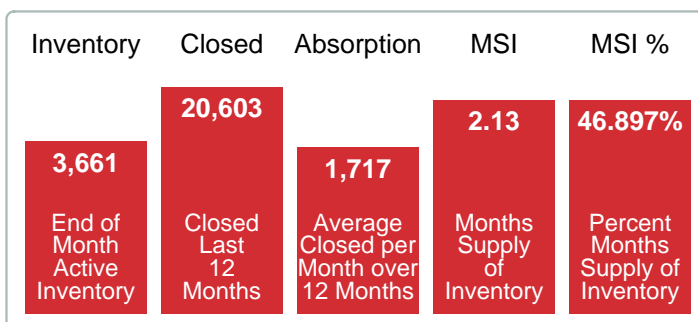
MONTHS SUPPLY of INVENTORY (MSI)

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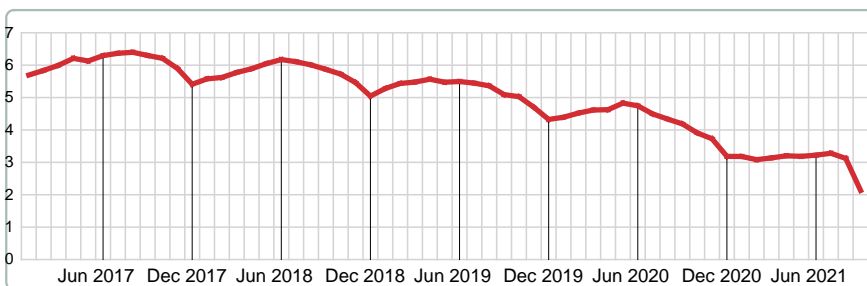
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

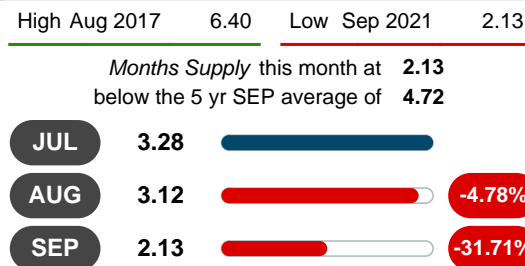


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4.72



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	7.84%	2.04	3.36	1.21	2.07	0.48
\$25,001 - \$75,000	414	11.31%	3.16	4.04	1.28	1.78	3.60
\$75,001 - \$150,000	601	16.42%	2.07	4.19	1.08	1.19	3.11
\$150,001 - \$275,000	875	23.90%	1.32	4.86	1.01	0.94	1.22
\$275,001 - \$425,000	619	16.91%	1.90	9.19	1.65	1.44	1.12
\$425,001 - \$775,000	492	13.44%	3.64	12.69	4.36	2.96	2.08
\$775,001 and up	373	10.19%	12.13	38.48	7.20	5.72	7.83
Market Supply of Inventory (MSI)			2.13	5.24	1.26	1.64	2.26
Total Active Inventory by Units		100%	2.13	1,628	1,086	749	198

September 2021



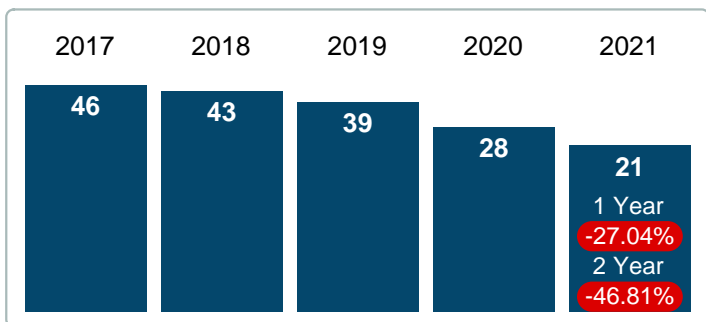
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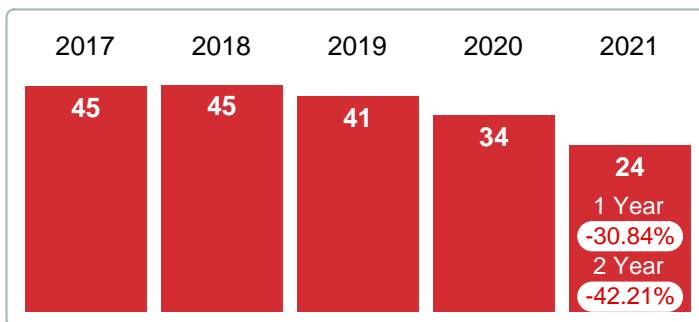
AVERAGE DAYS ON MARKET TO SALE

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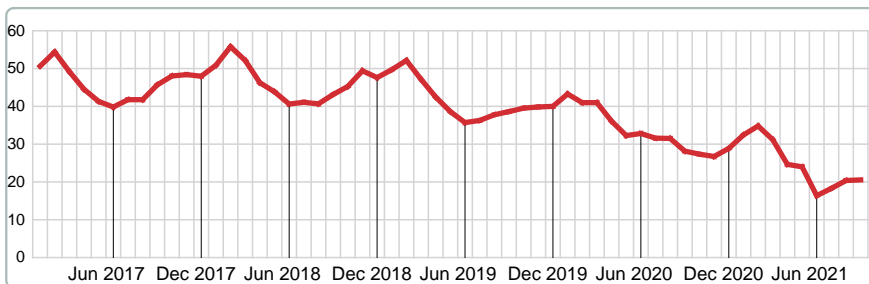
SEPTEMBER



YEAR TO DATE (YTD)

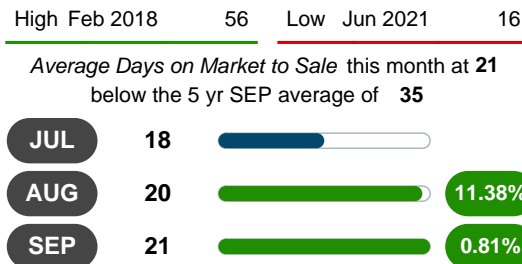


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 35



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	7.90%	32	47	19	19	80
\$25,001 - \$125,000	13.26%	29	40	18	15	42
\$125,001 - \$175,000	16.23%	15	22	13	17	23
\$175,001 - \$250,000	25.78%	12	34	10	12	43
\$250,001 - \$325,000	14.01%	13	81	11	11	14
\$325,001 - \$425,000	11.62%	18	21	26	14	17
\$425,001 and up	11.19%	40	109	37	31	40
Average Closed DOM		21	41	14	17	31
Total Closed Units	100%	1,885	327	963	510	85
Total Closed Volume		464,999,987	47.47M	196.42M	177.71M	43.41M

September 2021



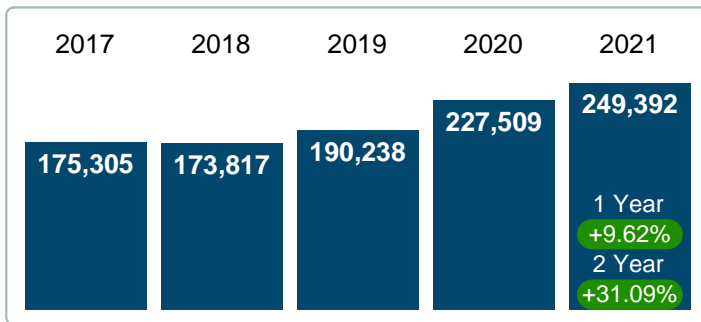
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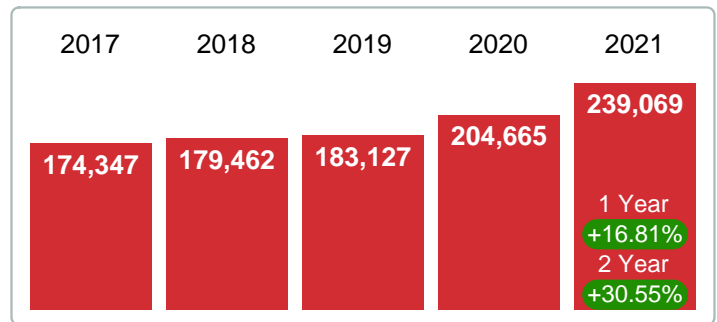
AVERAGE LIST PRICE AT CLOSING

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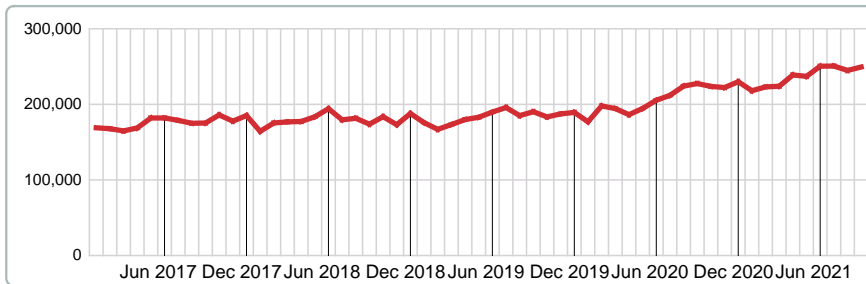
SEPTEMBER



YEAR TO DATE (YTD)

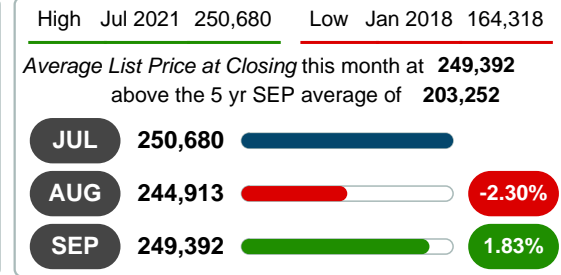


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 203,252



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	7.80%	4,771	9,230	1,818	1,903	3,245
\$25,001 - \$125,000	13.32%	84,224	78,450	95,412	96,780	79,500
\$125,001 - \$175,000	16.60%	152,999	150,055	154,103	157,669	145,000
\$175,001 - \$250,000	25.78%	212,512	233,369	207,351	221,070	217,200
\$250,001 - \$325,000	13.47%	283,939	296,317	277,336	285,188	298,347
\$325,001 - \$425,000	11.62%	374,607	383,338	368,643	378,419	377,277
\$425,001 and up	11.41%	664,806	917,147	643,996	614,377	734,373
Average List Price		249,392	154,386	203,616	350,320	527,927
Total Closed Units	100%	249,392	327	963	510	85
Total Closed Volume		470,103,723	50.48M	196.08M	178.66M	44.87M

September 2021



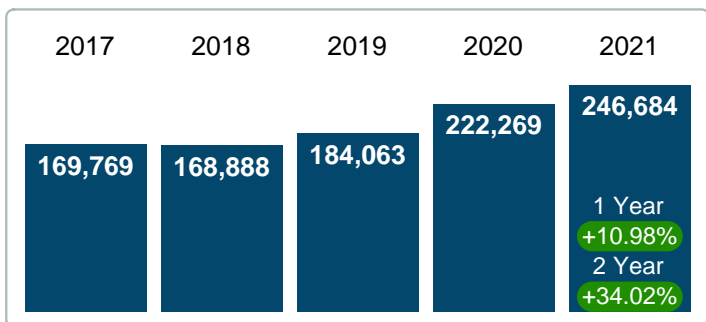
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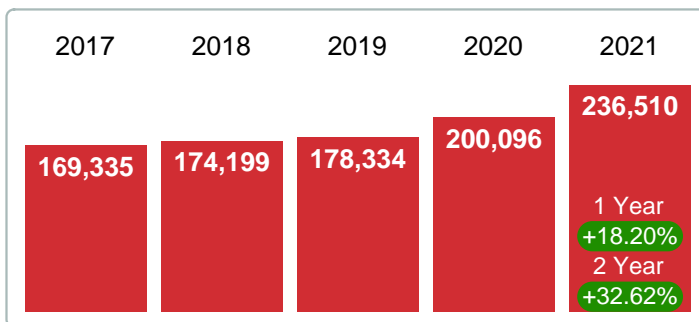
AVERAGE SOLD PRICE AT CLOSING

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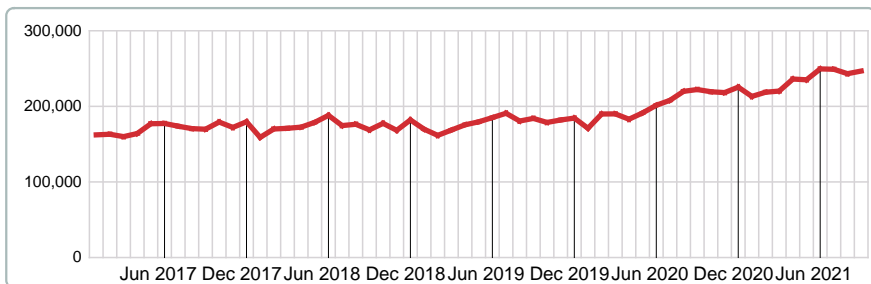
SEPTEMBER



YEAR TO DATE (YTD)

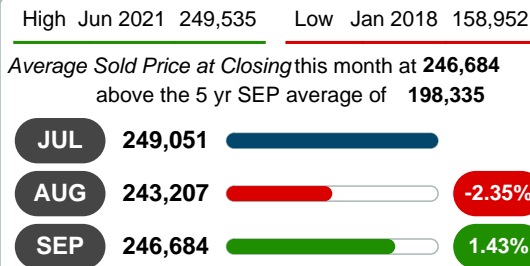


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 198,335



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	149	7.90%	4,737	8,466	1,801	1,881	3,245
\$25,001 - \$125,000	250	13.26%	82,057	73,288	91,654	96,000	55,000
\$125,001 - \$175,000	306	16.23%	152,001	146,422	153,478	152,477	144,000
\$175,001 - \$250,000	486	25.78%	212,141	211,493	209,033	221,174	215,500
\$250,001 - \$325,000	264	14.01%	284,141	278,333	281,345	287,144	294,688
\$325,001 - \$425,000	219	11.62%	374,842	374,523	369,430	378,125	376,018
\$425,001 and up	211	11.19%	649,589	854,516	634,067	606,099	702,427
Average Sold Price			246,684	145,166	203,962	348,450	510,657
Total Closed Units		100%	1,885	327	963	510	85
Total Closed Volume			464,999,987	47.47M	196.42M	177.71M	43.41M

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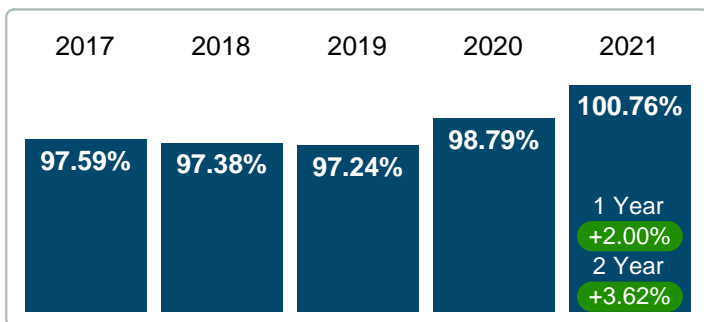
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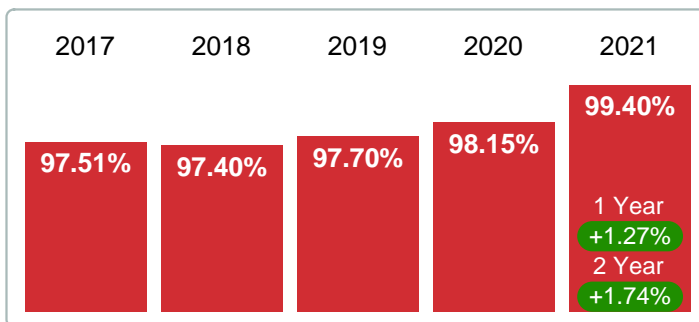
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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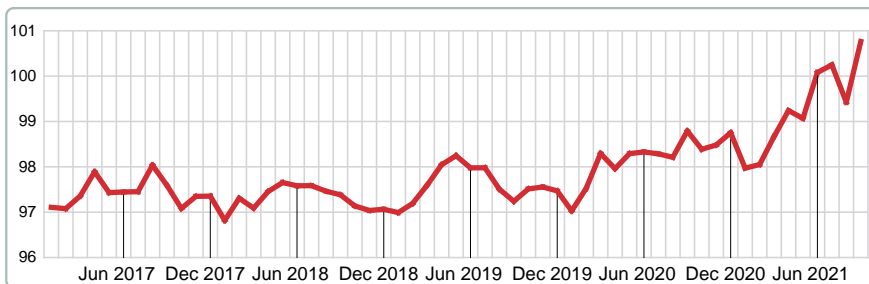
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

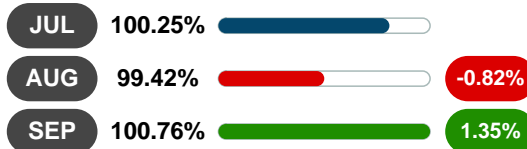


3 MONTHS

5 year SEP AVG = 98.35%

High Sep 2021 100.76% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **100.76%** above the 5 yr SEP average of **98.35%**



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	149	7.90%	114.77%	133.99%	100.08%	99.12%	100.00%
\$25,001 - \$125,000	250	13.26%	95.27%	94.40%	96.22%	99.00%	69.18%
\$125,001 - \$175,000	306	16.23%	99.36%	98.07%	99.86%	98.03%	99.31%
\$175,001 - \$250,000	486	25.78%	101.14%	104.75%	101.06%	100.32%	99.06%
\$250,001 - \$325,000	264	14.01%	101.48%	94.95%	102.47%	100.77%	99.11%
\$325,001 - \$425,000	219	11.62%	99.97%	98.06%	100.40%	99.97%	99.76%
\$425,001 and up	211	11.19%	98.48%	93.75%	99.06%	99.19%	97.97%
Average Sold/List Ratio		100.80%		104.19%	100.27%	99.89%	98.40%
Total Closed Units	1,885	100%	100.80%	327	963	510	85
Total Closed Volume	464,999,987			47.47M	196.42M	177.71M	43.41M

September 2021



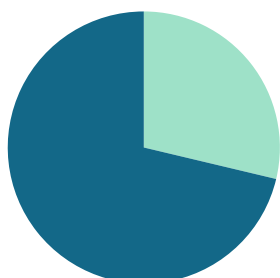
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Oct 12, 2021 for MLS Technology Inc.

INVENTORY

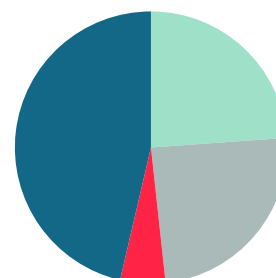


Inventory
 New Listings
2,153 = 28.72%
 Start Inventory
5,344
 Total Inventory Units
7,497
 Volume
\$2,410,967,259

Market Activity

Closed Sales
1,885 = 23.87%
 Pending Sales
1,928 = 24.41%
 Other Off Market
424 = 5.37%
 Active Inventory
3,661 = 46.35%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,823	1,885	3.40%	14,055	15,404	9.60%
Pending Sales	1,755	1,928	9.86%	14,795	16,378	10.70%
New Listings	2,211	2,153	-2.62%	20,151	19,751	-1.99%
Average List Price	227,509	249,392	9.62%	204,665	239,069	16.81%
Average Sale Price	222,269	246,684	10.98%	200,096	236,510	18.20%
Average Percent of Selling Price to List Price	98.79%	100.76%	2.00%	98.15%	99.40%	1.27%
Average Days on Market to Sale	28.15	20.54	-27.04%	34.46	23.83	-30.84%
Monthly Inventory	6,406	3,661	-42.85%	6,406	3,661	-42.85%
Months Supply of Inventory	4.21	2.13	-49.30%	4.21	2.13	-49.30%

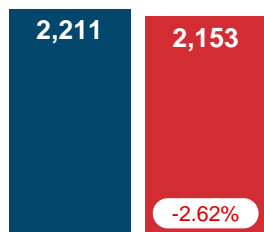
Absorption: Last 12 months, an Average of **1,717** Sales/Month

Inventory on September 30, 2021 = **3,661** 2020 2021

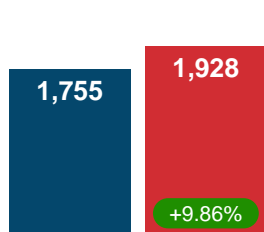
SEPTEMBER MARKET

AVERAGE PRICES

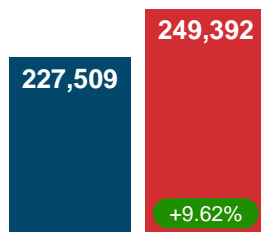
New Listings



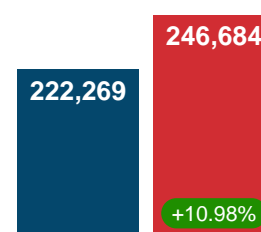
Pending Listings



List Price



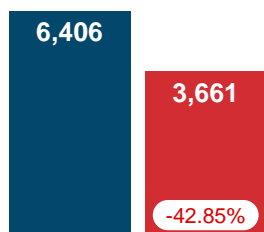
Sale Price



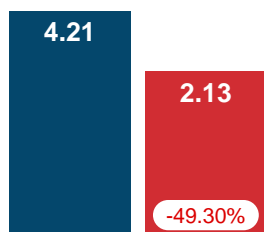
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

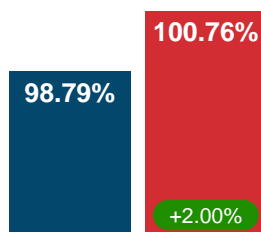
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

