

## July 2022



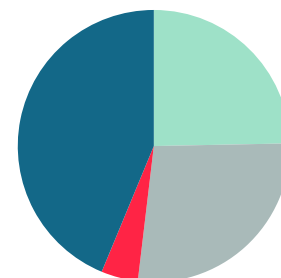
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	July 2022	+/-%
Closed Listings	1,646	1,367	-16.95%
Pending Listings	1,726	1,506	-12.75%
New Listings	2,098	1,864	-11.15%
Average List Price	267,031	284,093	6.39%
Average Sale Price	267,302	285,113	6.66%
Average Percent of Selling Price to List Price	100.63%	100.42%	-0.21%
Average Days on Market to Sale	14.65	13.65	-6.86%
End of Month Inventory	4,343	2,422	-44.23%
Months Supply of Inventory	2.98	1.68	-43.69%



■ Closed (24.69%)  
■ Pending (27.20%)  
■ Other OffMarket (4.37%)  
■ Active (43.74%)

**Absorption:** Last 12 months, an Average of **1,444** Sales/Month  
**Active Inventory** as of July 31, 2022 = **2,422**

#### Analysis Wrap-Up

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

The total housing inventory at the end of July 2022 decreased **44.23%** to 2,422 existing homes available for sale. Over the last 12 months this area has had an average of 1,444 closed sales per month. This represents an unsold inventory index of **1.68** MSI for this period.

##### Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **6.66%** in July 2022 to \$285,113 versus the previous year at \$267,302.

##### Average Days on Market Shortens

The average number of **13.65** days that homes spent on the market before selling decreased by 1.01 days or **6.86%** in July 2022 compared to last year's same month at **14.65** DOM.

##### Sales Success for July 2022 is Positive

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

There were 1,864 New Listings in July 2022, down **11.15%** from last year at 2,098. Furthermore, there were 1,367 Closed Listings this month versus last year at 1,646, a **-16.95%** decrease.

Closed versus Listed trends yielded a **73.3%** ratio, down from previous year's, July 2021, at **78.5%**, a **6.52%** downswing. This will certainly create pressure on a decreasing 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>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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](mailto:support@mlstechnology.com)

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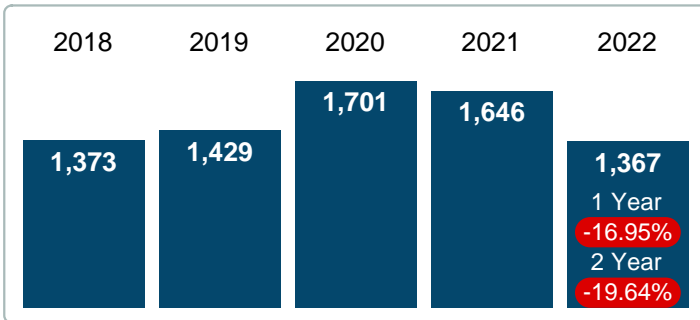
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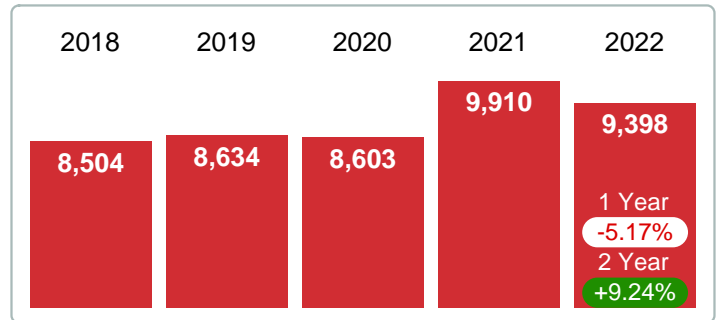
## CLOSED LISTINGS

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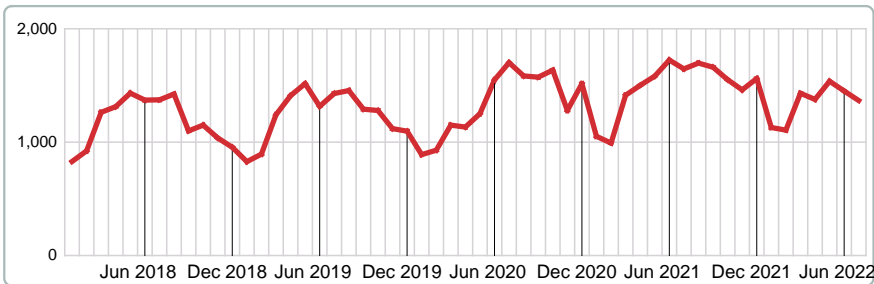
### JULY



### YEAR TO DATE (YTD)

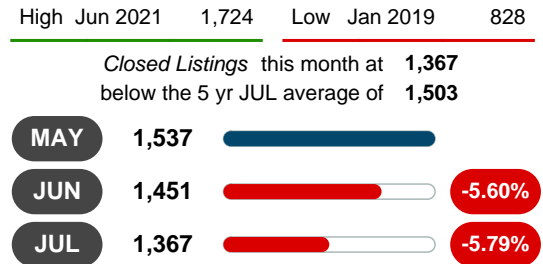


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,503



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	132	9.66%	21.9	69	58	4	1
\$100,001 - \$150,000	139	10.17%	13.7	41	90	8	0
\$150,001 - \$200,000	191	13.97%	10.7	20	150	18	3
\$200,001 - \$275,000	334	24.43%	8.5	22	245	62	5
\$275,001 - \$350,000	229	16.75%	10.5	9	124	89	7
\$350,001 - \$500,000	205	15.00%	13.9	7	75	106	17
\$500,001 and up	137	10.02%	27.2	3	21	86	27
<b>Total Closed Units</b>	<b>1,367</b>			<b>171</b>	<b>763</b>	<b>373</b>	<b>60</b>
<b>Total Closed Volume</b>	<b>389,749,491</b>	<b>100%</b>	<b>13.6</b>	<b>25.86M</b>	<b>185.37M</b>	<b>147.48M</b>	<b>31.04M</b>
<b>Average Closed Price</b>	<b>\$285,113</b>			<b>\$151,228</b>	<b>\$242,947</b>	<b>\$395,398</b>	<b>\$517,297</b>

# July 2022



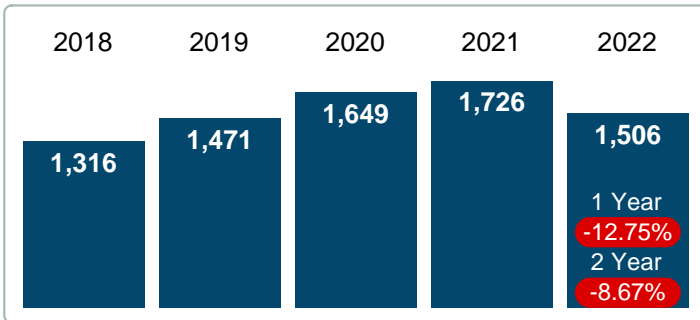
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



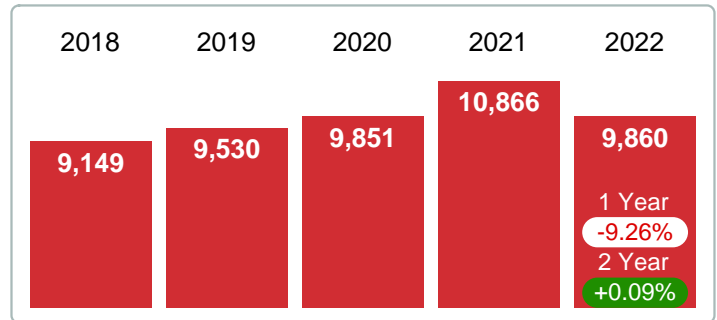
## PENDING LISTINGS

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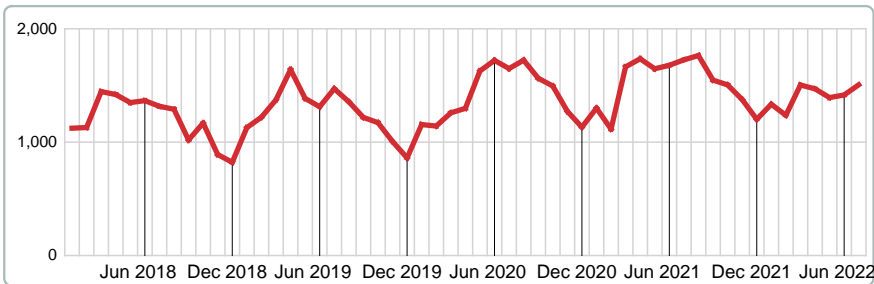
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,534

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,506 below the 5 yr JUL average of 1,534



### 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	128	8.50%	22.8	68	57	3	0
\$100,001 - \$150,000	168	11.16%	21.4	48	108	11	1
\$150,001 - \$200,000	258	17.13%	15.9	26	201	28	3
\$200,001 - \$275,000	360	23.90%	16.9	21	266	71	2
\$275,001 - \$375,000	259	17.20%	19.5	11	127	114	7
\$375,001 - \$500,000	178	11.82%	23.3	7	61	94	16
\$500,001 and up	155	10.29%	32.8	2	30	83	40
<b>Total Pending Units</b>	<b>1,506</b>			<b>183</b>	<b>850</b>	<b>404</b>	<b>69</b>
<b>Total Pending Volume</b>	<b>438,473,092</b>	<b>100%</b>	<b>14.8</b>	<b>28.25M</b>	<b>204.25M</b>	<b>158.06M</b>	<b>47.91M</b>
<b>Average Listing Price</b>	<b>\$246,100</b>			<b>\$154,365</b>	<b>\$240,297</b>	<b>\$391,241</b>	<b>\$694,357</b>

# July 2022



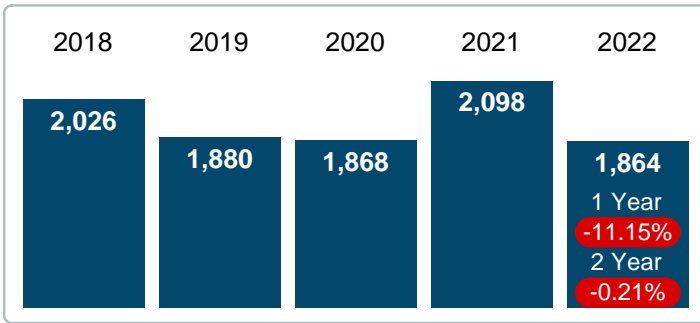
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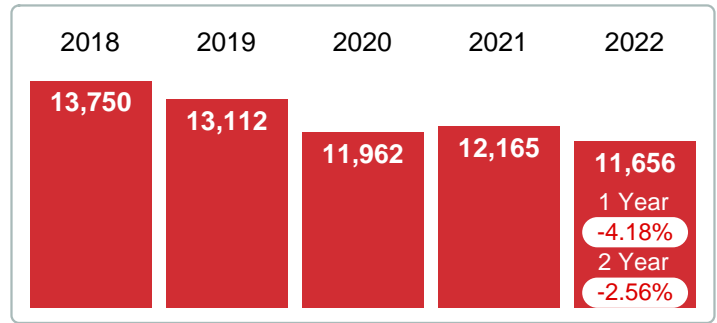
## NEW LISTINGS

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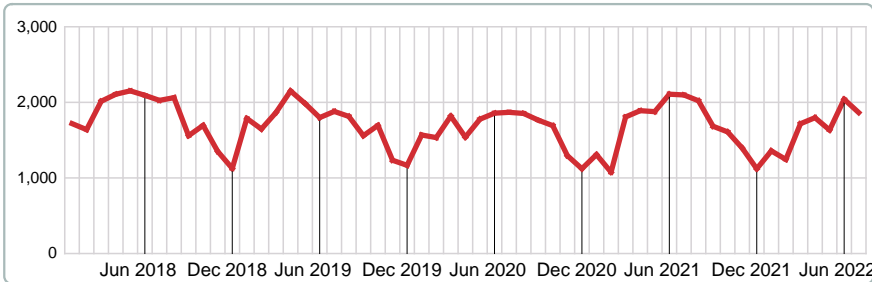
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,947

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

New Listings this month at 1,864 below the 5 yr JUL average of 1,947



### 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	190	10.19%	85	90	11	4
\$125,001 - \$150,000	121	6.49%	25	84	12	0
\$150,001 - \$200,000	306	16.42%	38	239	25	4
\$200,001 - \$325,000	557	29.88%	32	375	142	8
\$325,001 - \$400,000	236	12.66%	7	103	113	13
\$400,001 - \$550,000	259	13.89%	3	84	136	36
\$550,001 and up	195	10.46%	2	39	91	63
<b>Total New Listed Units</b>	<b>1,864</b>		<b>192</b>	<b>1,014</b>	<b>530</b>	<b>128</b>
<b>Total New Listed Volume</b>	<b>609,895,590</b>	<b>100%</b>	<b>30.26M</b>	<b>266.72M</b>	<b>222.70M</b>	<b>90.21M</b>
<b>Average New Listed Listing Price</b>	<b>\$246,587</b>		<b>\$157,622</b>	<b>\$263,039</b>	<b>\$420,193</b>	<b>\$704,755</b>

# July 2022



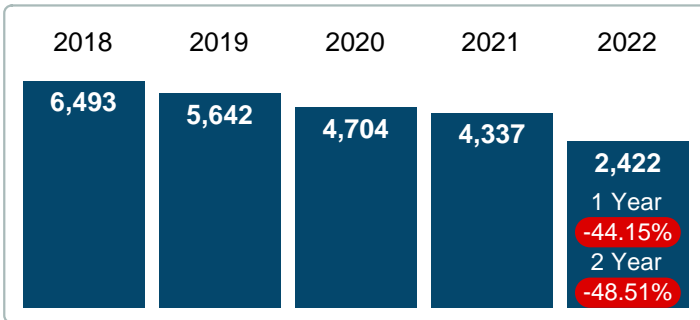
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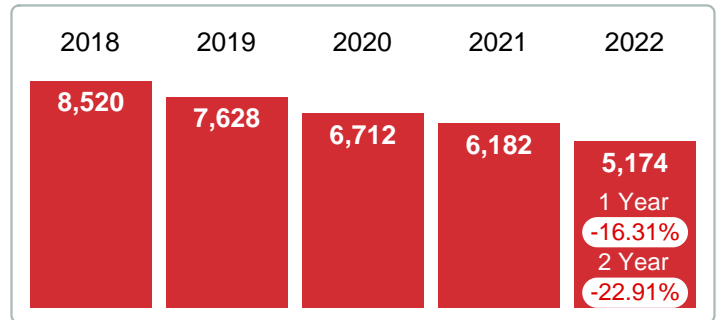
## ACTIVE INVENTORY

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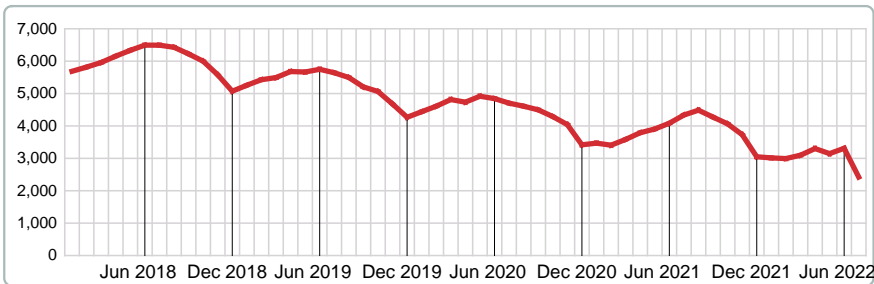
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 4,720

High Jun 2018 6,494 Low Jul 2022 2,422

Inventory this month at 2,422 below the 5 yr JUL average of 4,720



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	241	9.95%	66.0	110	111	14	6
\$125,001 - \$175,000	249	10.28%	41.6	46	174	25	4
\$175,001 - \$250,000	438	18.08%	33.6	37	311	82	8
\$250,001 - \$350,000	509	21.02%	45.4	17	282	193	17
\$350,001 - \$475,000	383	15.81%	50.4	9	139	197	38
\$475,001 - \$675,000	341	14.08%	66.3	3	100	188	50
\$675,001 and up	261	10.78%	65.4	4	61	106	90
<b>Total Active Inventory by Units</b>	<b>2,422</b>			<b>226</b>	<b>1,178</b>	<b>805</b>	<b>213</b>
<b>Total Active Inventory by Volume</b>	<b>1,000,552,128</b>	<b>100%</b>	<b>50.8</b>	<b>38.59M</b>	<b>366.68M</b>	<b>386.39M</b>	<b>208.89M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$413,110</b>			<b>\$170,753</b>	<b>\$311,274</b>	<b>\$479,986</b>	<b>\$980,718</b>

# July 2022



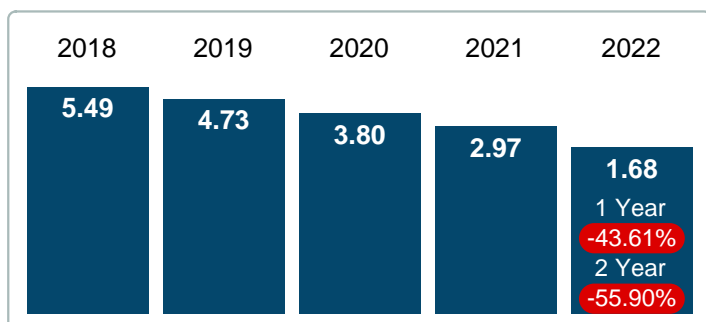
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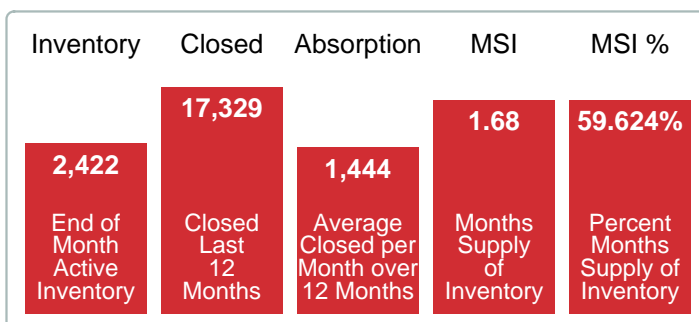
## MONTHS SUPPLY of INVENTORY (MSI)

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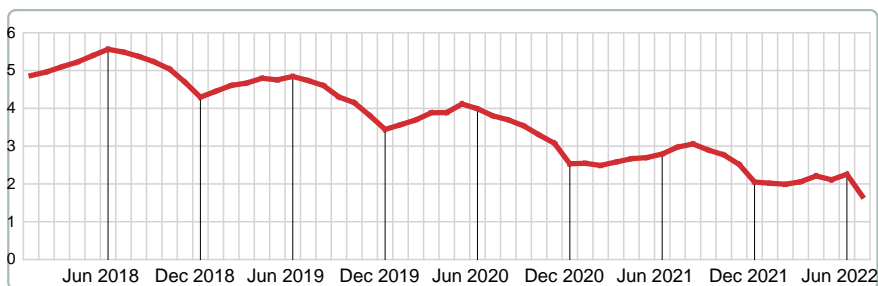
### MSI FOR JULY



### INDICATORS FOR JULY 2022

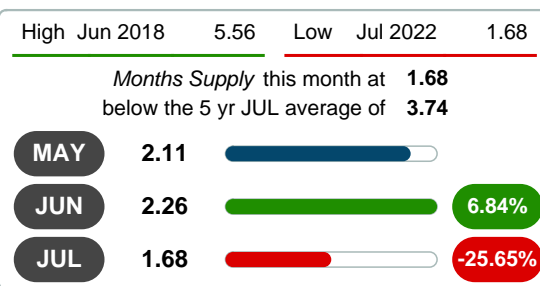


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 3.74



### 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
\$125,000 and less	241	9.95%	1.21	1.28	1.09	1.34	4.50
\$125,001 - \$175,000	249	10.28%	1.15	1.32	1.08	1.26	3.43
\$175,001 - \$250,000	438	18.08%	1.12	1.35	1.10	1.10	1.50
\$250,001 - \$350,000	509	21.02%	1.65	1.41	1.78	1.51	1.63
\$350,001 - \$475,000	383	15.81%	2.02	2.08	2.13	1.95	2.02
\$475,001 - \$675,000	341	14.08%	3.61	3.00	5.43	3.25	2.88
\$675,001 and up	261	10.78%	5.68	6.86	10.61	4.71	5.27
Market Supply of Inventory (MSI)			1.68	1.36	1.49	1.94	2.98
Total Active Inventory by Units		100%	1.68	226	1,178	805	213

# July 2022



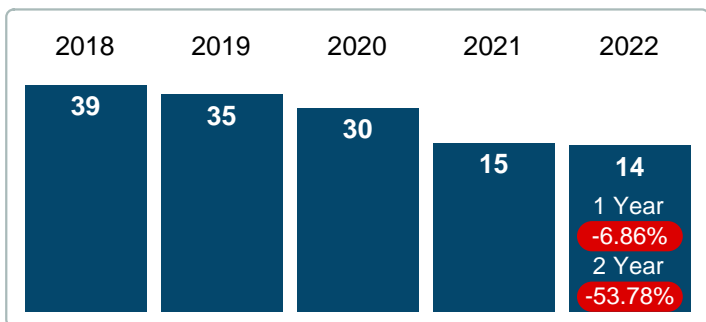
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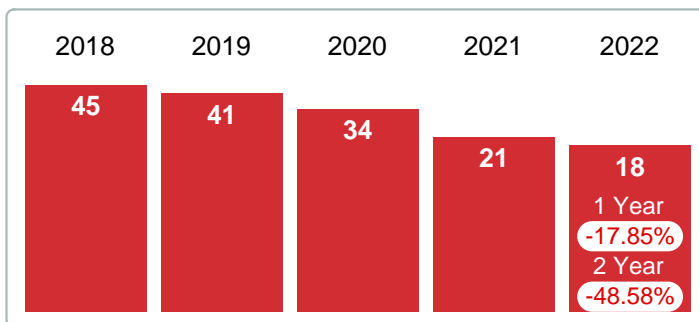
## AVERAGE DAYS ON MARKET TO SALE

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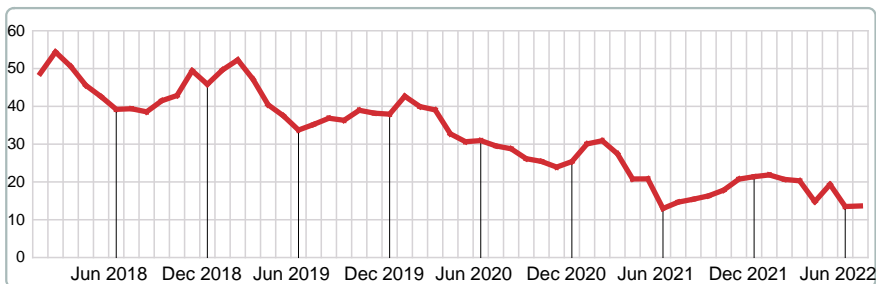
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

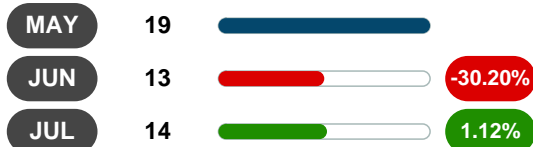


### 3 MONTHS

5 year JUL AVG = 26

High Feb 2018 54 Low Jun 2021 13

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



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.66%	22	23	22	9	8
\$100,001 - \$150,000	10.17%	14	11	14	23	0
\$150,001 - \$200,000	13.97%	11	8	9	26	4
\$200,001 - \$275,000	24.43%	9	14	7	12	10
\$275,001 - \$350,000	16.75%	10	6	9	12	11
\$350,001 - \$500,000	15.00%	14	5	12	15	20
\$500,001 and up	10.02%	27	23	33	27	24
<b>Average Closed DOM</b>		<b>14</b>	<b>16</b>	<b>11</b>	<b>17</b>	<b>19</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>14</b>	<b>171</b>	<b>763</b>	<b>373</b>	<b>60</b>
<b>Total Closed Volume</b>		<b>389,749,491</b>	<b>25.86M</b>	<b>185.37M</b>	<b>147.48M</b>	<b>31.04M</b>



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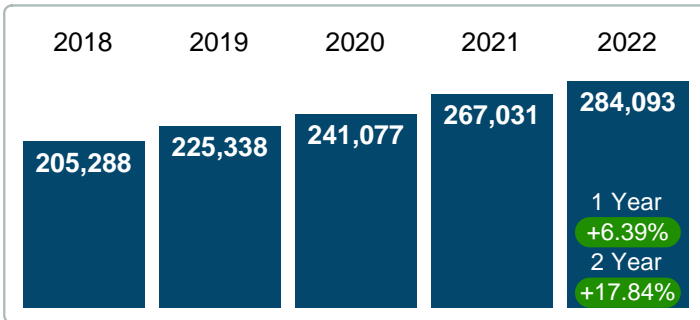
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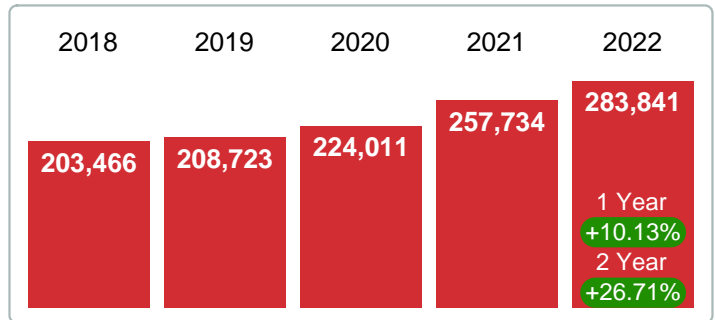
## AVERAGE LIST PRICE AT CLOSING

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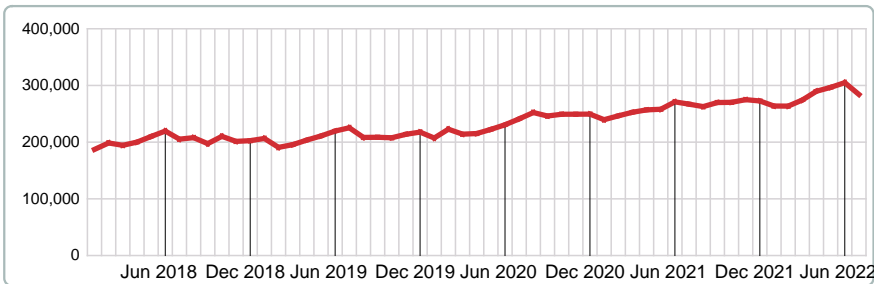
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

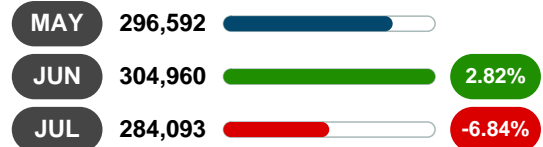


### 3 MONTHS

5 year JUL AVG = 244,565

High Jun 2022 304,960 Low Jan 2018 187,169

Average List Price at Closing this month at **284,093**  
above the 5 yr JUL average of **244,565**



### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.66%	68,941	69,321	70,713	75,438	60,000
\$100,001 - \$150,000	11.05%	130,631	122,534	132,428	127,500	0
\$150,001 - \$200,000	14.34%	178,500	172,140	175,188	180,494	193,333
\$200,001 - \$275,000	24.51%	239,290	228,923	231,775	250,721	241,200
\$275,001 - \$350,000	15.80%	310,803	307,733	305,809	307,409	321,771
\$350,001 - \$500,000	15.14%	417,630	410,343	405,911	415,996	421,871
\$500,001 and up	9.51%	698,452	676,167	800,057	642,854	741,659
<b>Average List Price</b>		<b>284,093</b>	<b>151,793</b>	<b>241,478</b>	<b>393,715</b>	<b>521,583</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>284,093</b>	<b>171</b>	<b>763</b>	<b>373</b>	<b>60</b>
<b>Total Closed Volume</b>		<b>388,355,181</b>	<b>25.96M</b>	<b>184.25M</b>	<b>146.86M</b>	<b>31.30M</b>



# July 2022



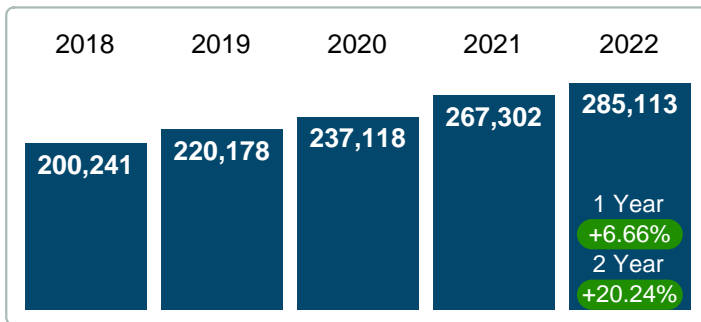
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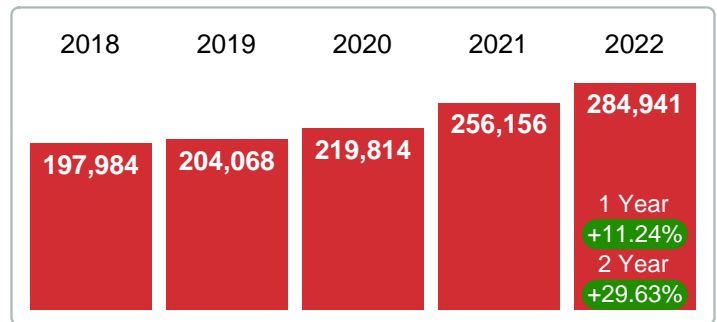
## AVERAGE SOLD PRICE AT CLOSING

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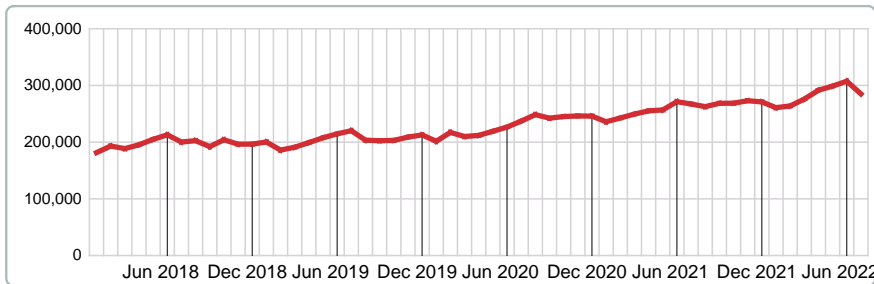
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

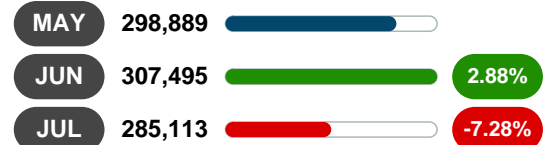


### 3 MONTHS

5 year JUL AVG = 241,990

High Jun 2022 307,495 Low Jan 2018 181,456

Average Sold Price at Closing this month at **285,113** above the 5 yr JUL average of **241,990**



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.66%	65,978	64,831	66,794	81,688	35,000
\$100,001 - \$150,000	10.17%	128,320	123,347	131,087	122,688	0
\$150,001 - \$200,000	13.97%	176,965	175,495	176,907	177,078	189,000
\$200,001 - \$275,000	24.43%	239,211	232,450	236,924	251,031	234,504
\$275,001 - \$350,000	16.75%	308,853	315,717	307,096	309,263	325,914
\$350,001 - \$500,000	15.00%	413,111	405,166	404,007	419,481	416,833
\$500,001 and up	10.02%	686,802	676,000	796,838	644,587	736,880
<b>Average Sold Price</b>		<b>285,113</b>	<b>151,228</b>	<b>242,947</b>	<b>395,398</b>	<b>517,297</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>285,113</b>	<b>171</b>	<b>763</b>	<b>373</b>	<b>60</b>
<b>Total Closed Volume</b>		<b>389,749,491</b>	<b>25.86M</b>	<b>185.37M</b>	<b>147.48M</b>	<b>31.04M</b>

# July 2022



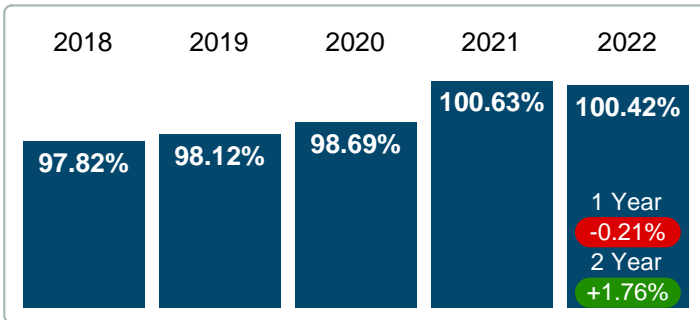
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



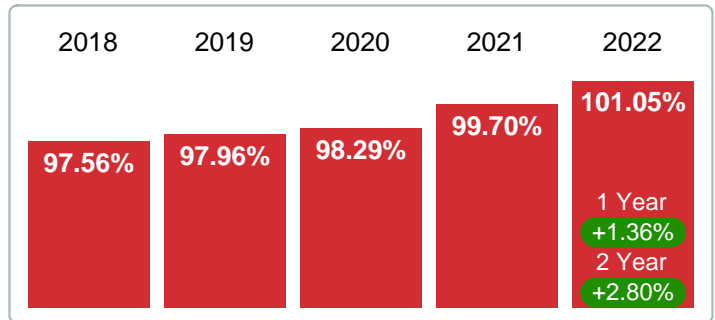
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 11, 2022 for MLS Technology Inc.

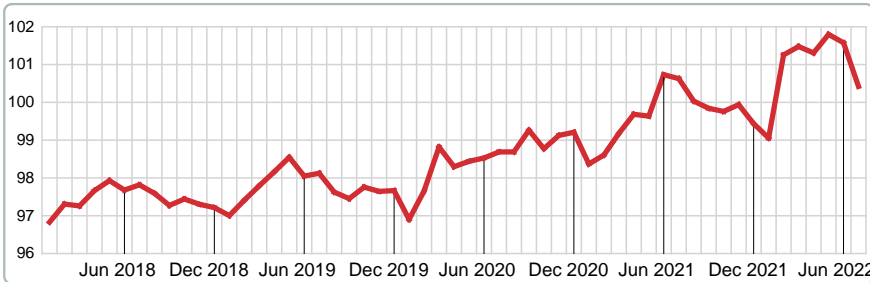
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

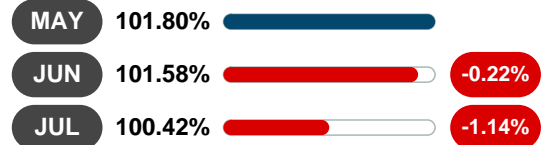


### 3 MONTHS

5 year JUL AVG = 99.14%

High May 2022 101.80% Low Jan 2018 96.83%

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



### AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	132	9.66%	95.04%	94.53%	95.34%	108.78%	58.33%
\$100,001 - \$150,000	139	10.17%	99.91%	100.96%	99.75%	96.32%	0.00%
\$150,001 - \$200,000	191	13.97%	101.06%	102.05%	101.27%	98.79%	97.80%
\$200,001 - \$275,000	334	24.43%	102.14%	105.63%	102.39%	100.29%	97.40%
\$275,001 - \$350,000	229	16.75%	100.89%	102.90%	100.78%	100.81%	101.36%
\$350,001 - \$500,000	205	15.00%	100.31%	98.91%	99.77%	101.00%	98.94%
\$500,001 and up	137	10.02%	100.43%	99.96%	99.21%	101.05%	99.43%
Average Sold/List Ratio			100.40%	99.09%	100.72%	100.73%	98.58%
Total Closed Units		100%	100.40%	171	763	373	60
Total Closed Volume				25.86M	185.37M	147.48M	31.04M

# July 2022



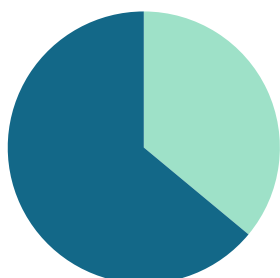
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 11, 2022 for MLS Technology Inc.

### INVENTORY

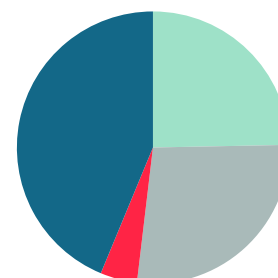


**Inventory**  
 New Listings  
**1,864 = 36.03%**  
 Start Inventory  
**3,310**  
 Total Inventory Units  
**5,174**  
 Volume  
**\$1,823,974,153**

### Market Activity

Closed Sales  
**1,367 = 24.69%**  
 Pending Sales  
**1,506 = 27.20%**  
 Other Off Market  
**242 = 4.37%**  
 Active Inventory  
**2,422 = 43.74%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,646	1,367	-16.95%	9,910	9,398	-5.17%
Pending Sales	1,726	1,506	-12.75%	10,866	9,860	-9.26%
New Listings	2,098	1,864	-11.15%	12,165	11,656	-4.18%
Average List Price	267,031	284,093	6.39%	257,734	283,841	10.13%
Average Sale Price	267,302	285,113	6.66%	256,156	284,941	11.24%
Average Percent of Selling Price to List Price	100.63%	100.42%	-0.21%	99.70%	101.05%	1.36%
Average Days on Market to Sale	14.65	13.65	-6.86%	21.36	17.55	-17.85%
Monthly Inventory	4,343	2,422	-44.23%	4,343	2,422	-44.23%
Months Supply of Inventory	2.98	1.68	-43.69%	2.98	1.68	-43.69%

**Absorption:** Last 12 months, an Average of **1,444** Sales/Month

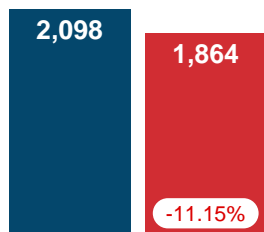
**Inventory** on July 31, 2022 = **2,422**

**2021** **2022**

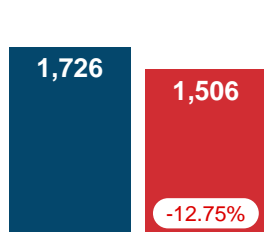
### JULY MARKET

### AVERAGE PRICES

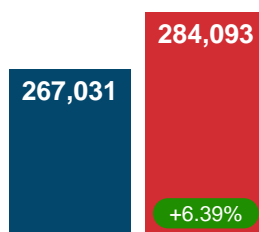
#### New Listings



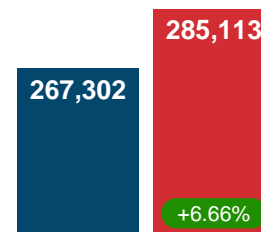
#### Pending Listings



#### List Price



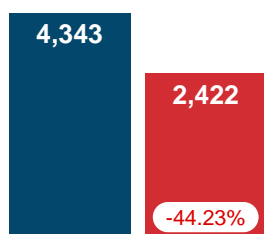
#### Sale Price



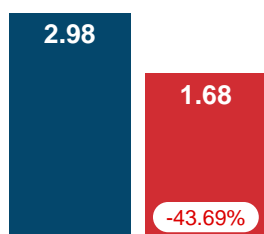
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

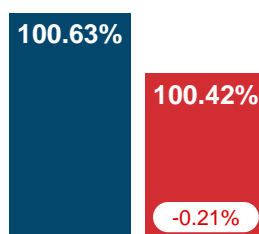
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

