

December 2021



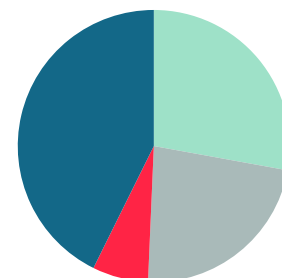
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	1,790	1,852	3.46%
Pending Listings	1,282	1,517	18.33%
New Listings	1,463	1,542	5.40%
Average List Price	230,075	249,072	8.26%
Average Sale Price	225,588	246,457	9.25%
Average Percent of Selling Price to List Price	98.76%	98.97%	0.22%
Average Days on Market to Sale	28.72	25.54	-11.06%
End of Month Inventory	5,151	2,837	-44.92%
Months Supply of Inventory	3.21	1.63	-49.12%



■ Closed (27.86%)
■ Pending (22.82%)
■ Other OffMarket (6.63%)
■ Active (42.68%)

Absorption: Last 12 months, an Average of **1,740** Sales/Month
Active Inventory as of December 31, 2021 = **2,837**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **44.92%** to 2,837 existing homes available for sale. Over the last 12 months this area has had an average of 1,740 closed sales per month. This represents an unsold inventory index of **1.63** 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 **9.25%** in December 2021 to \$246,457 versus the previous year at \$225,588.

Average Days on Market Shortens

The average number of **25.54** days that homes spent on the market before selling decreased by 3.18 days or **11.06%** in December 2021 compared to last year's same month at **28.72** DOM.

Sales Success for December 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 1,542 New Listings in December 2021, up **5.40%** from last year at 1,463. Furthermore, there were 1,852 Closed Listings this month versus last year at 1,790, a **3.46%** increase.

Closed versus Listed trends yielded a **120.1%** ratio, down from previous year's, December 2020, at **122.4%**, a **1.84%** 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

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

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

December 2021



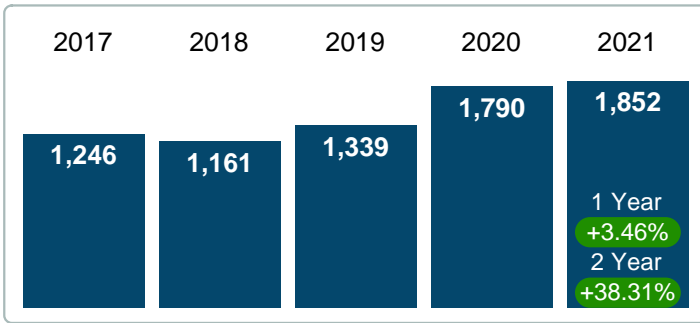
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



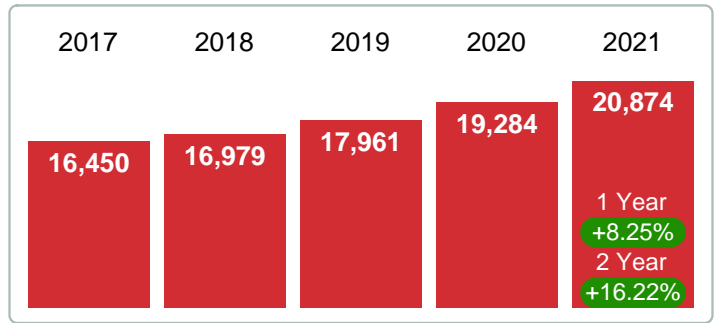
CLOSED LISTINGS

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

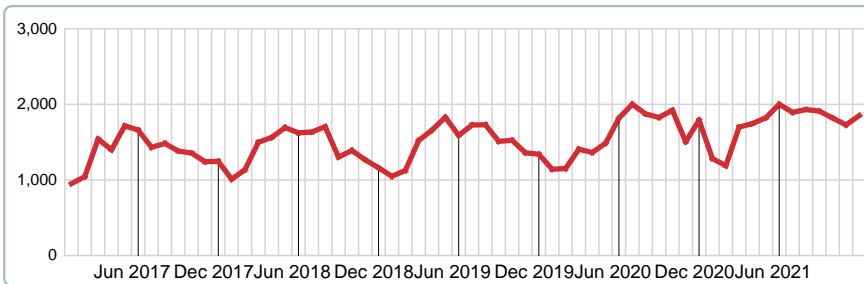
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,478

High Jun 2021 2,001 Low Jan 2017 951

Closed Listings this month at 1,852
above the 5 yr DEC average of 1,478



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	155	8.37%	31.6	43	87	24	1
\$25,001 - \$100,000	199	10.75%	36.4	117	77	4	1
\$100,001 - \$150,000	230	12.42%	24.4	82	131	15	2
\$150,001 - \$225,000	481	25.97%	15.1	63	360	53	5
\$225,001 - \$300,000	308	16.63%	18.4	25	164	111	8
\$300,001 - \$425,000	280	15.12%	29.2	30	107	126	17
\$425,001 and up	199	10.75%	42.6	18	45	92	44
Total Closed Units	1,852			378	971	425	78
Total Closed Volume	456,438,263	100%	25.5	65.87M	199.20M	144.36M	47.01M
Average Closed Price	\$246,457			\$174,252	\$205,152	\$339,676	\$602,639

December 2021



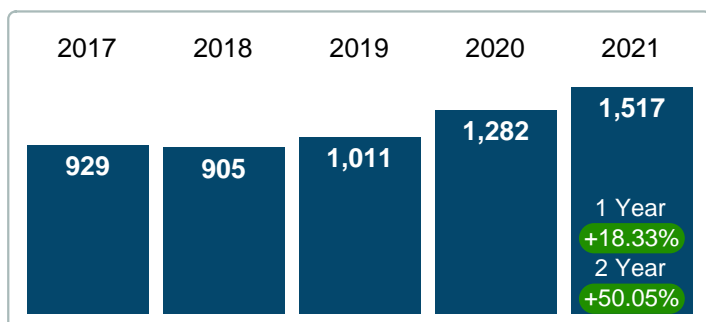
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



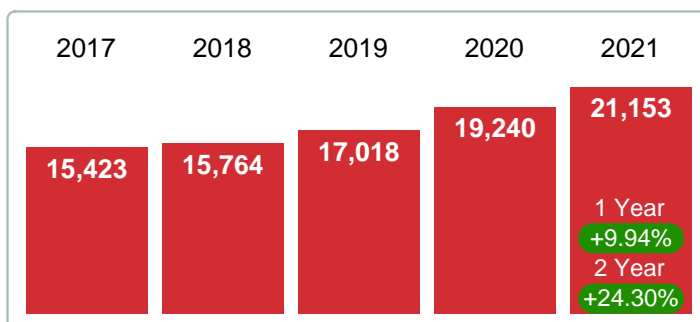
PENDING LISTINGS

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

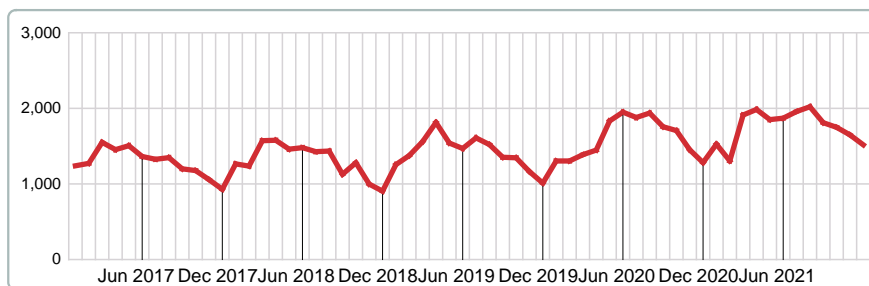
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

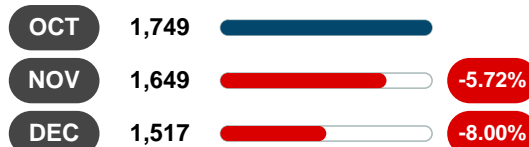


3 MONTHS

5 year DEC AVG = 1,129

High Aug 2021 2,021 Low Dec 2018 905

Pending Listings this month at 1,517 above the 5 yr DEC average of 1,129



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	146	9.62%	39.3	71	62	12	1
\$50,001 - \$100,000	174	11.47%	54.6	105	63	6	0
\$100,001 - \$150,000	193	12.72%	36.3	59	119	13	2
\$150,001 - \$225,000	340	22.41%	24.3	42	248	48	2
\$225,001 - \$325,000	331	21.82%	31.9	31	165	126	9
\$325,001 - \$425,000	163	10.74%	32.7	15	63	69	16
\$425,001 and up	170	11.21%	40.8	26	28	82	34
Total Pending Units	1,517			349	748	356	64
Total Pending Volume	387,244,784	100%	31.1	68.85M	153.38M	122.86M	42.16M
Average Listing Price	\$236,849			\$197,292	\$205,047	\$345,105	\$658,708

December 2021



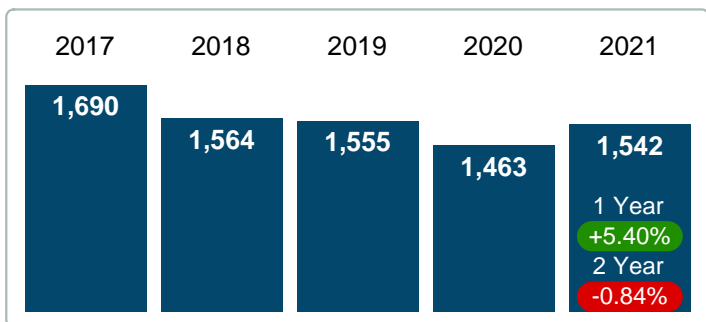
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



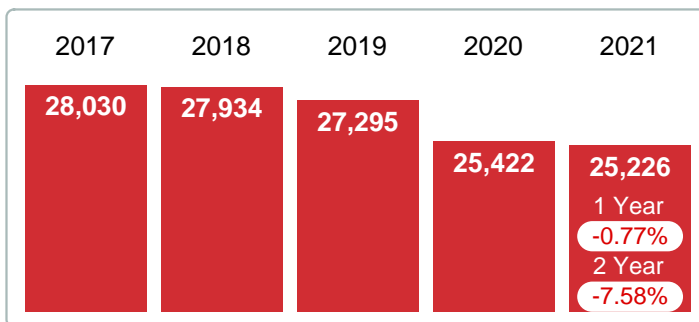
NEW LISTINGS

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

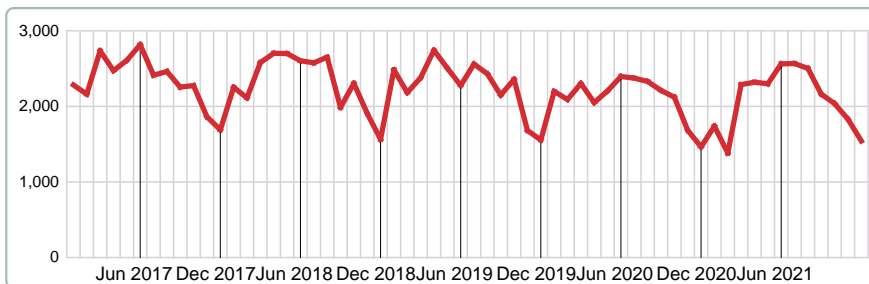
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,563

High Jun 2017 2,816 Low Feb 2021 1,382

New Listings this month at 1,542 below the 5 yr DEC average of 1,563



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$75,000	309	20.04%	170	113	23	3
\$75,001-\$150,000	253	16.41%	117	117	17	2
\$150,001-\$225,000	323	20.95%	61	221	38	3
\$225,001-\$325,000	284	18.42%	33	149	93	9
\$325,001-\$475,000	210	13.62%	28	80	92	10
\$475,001 and up	163	10.57%	56	15	66	26
Total New Listed Units	1,542		465	695	329	53
Total New Listed Volume	414,230,428	100%	116.18M	142.40M	115.41M	40.25M
Average New Listed Listing Price	\$242,164		\$249,850	\$204,886	\$350,780	\$759,391

December 2021



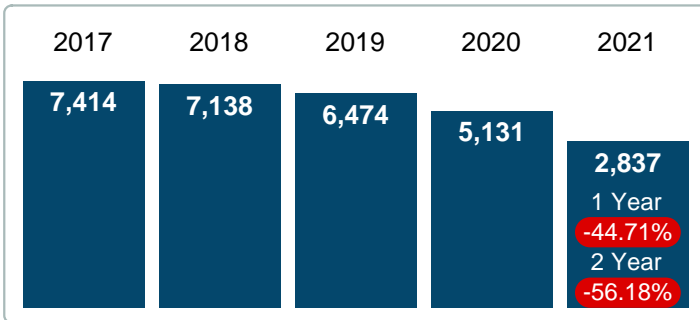
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



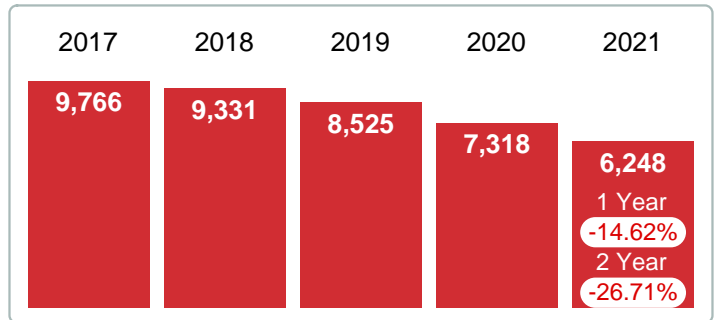
ACTIVE INVENTORY

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

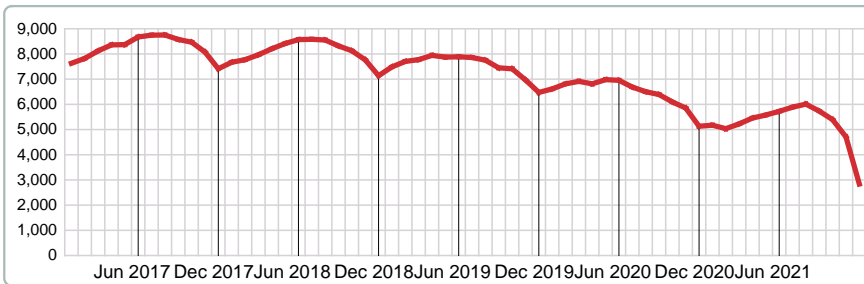
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

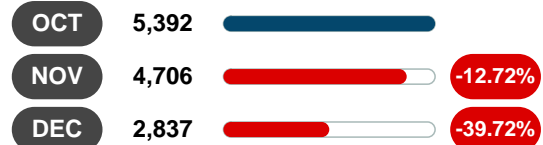


3 MONTHS

5 year DEC AVG = 5,799

High Aug 2017 8,753 Low Dec 2021 2,837

Inventory this month at **2,837**
below the 5 yr DEC average of **5,799**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	482	16.99%	101.0	362	92	24	4
\$50,001-\$125,000	520	18.33%	95.2	395	99	25	1
\$125,001-\$275,000	747	26.33%	74.4	312	321	101	13
\$275,001-\$450,000	450	15.86%	83.5	155	116	155	24
\$450,001-\$875,000	355	12.51%	97.9	111	74	133	37
\$875,001 and up	283	9.98%	122.7	171	19	42	51
Total Active Inventory by Units			2,837	1,506	721	480	130
Total Active Inventory by Volume			1,084,635,131	539.67M	183.83M	225.08M	136.05M
Average Active Inventory Listing Price			\$382,318	\$358,347	\$254,962	\$468,927	\$1,046,557

December 2021



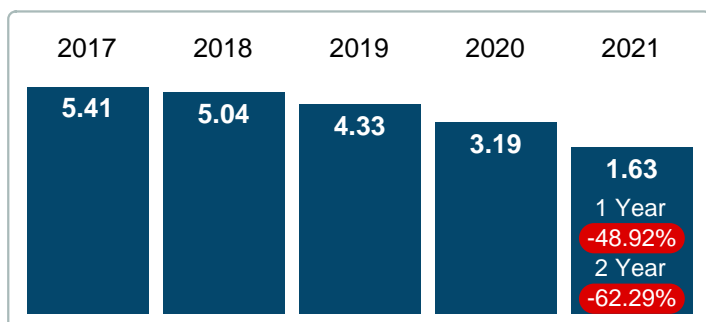
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



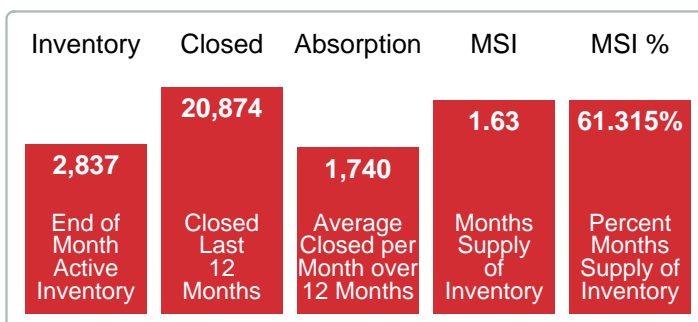
MONTHS SUPPLY of INVENTORY (MSI)

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

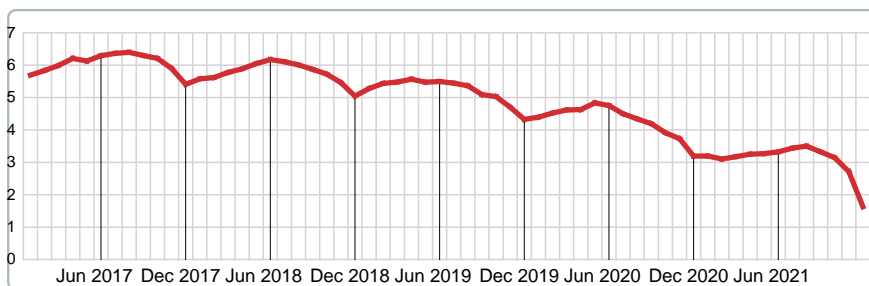
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

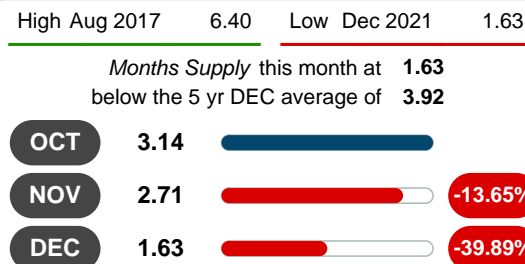


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 3.92



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$50,000	482	16.99%	2.42	4.15	1.07	1.00	1.71
\$50,001-\$125,000	520	18.33%	2.31	3.58	0.96	2.27	0.60
\$125,001-\$275,000	747	26.33%	0.94	3.42	0.61	0.63	1.07
\$275,001-\$450,000	450	15.86%	1.21	7.02	0.87	0.84	0.73
\$450,001-\$875,000	355	12.51%	2.81	12.57	3.40	2.04	1.21
\$875,001 and up	283	9.98%	12.13	38.72	9.12	4.75	6.38
Market Supply of Inventory (MSI)			1.63	4.65	0.82	1.06	1.48
Total Active Inventory by Units		100%	1.63	1,506	721	480	130

December 2021



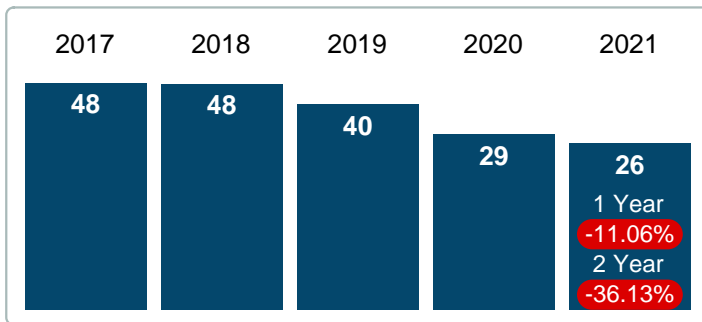
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



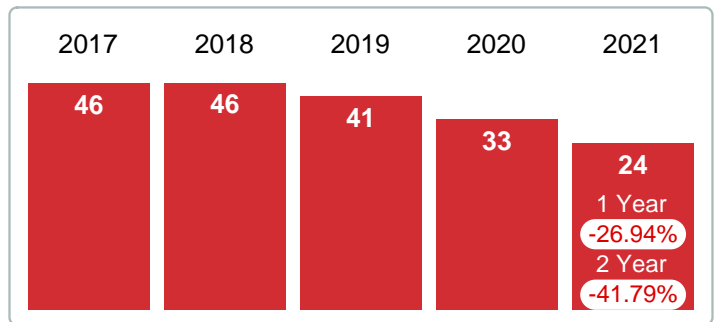
AVERAGE DAYS ON MARKET TO SALE

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

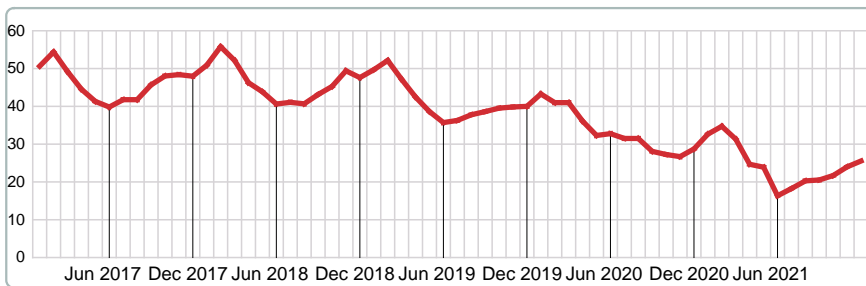
DECEMBER



YEAR TO DATE (YTD)

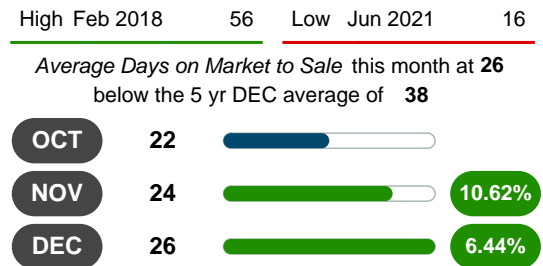


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38



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	8.37%	32	47	25	29	18
\$25,001 - \$100,000	10.75%	36	48	18	28	112
\$100,001 - \$150,000	12.42%	24	40	15	22	14
\$150,001 - \$225,000	25.97%	15	29	13	15	7
\$225,001 - \$300,000	16.63%	18	42	13	20	34
\$300,001 - \$425,000	15.12%	29	58	34	20	15
\$425,001 and up	10.75%	43	38	30	43	55
Average Closed DOM		26	43	18	25	41
Total Closed Units	100%	26	378	971	425	78
Total Closed Volume		456,438,263	65.87M	199.20M	144.36M	47.01M

December 2021



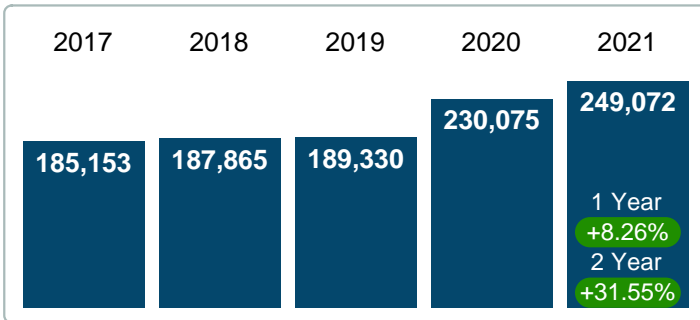
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



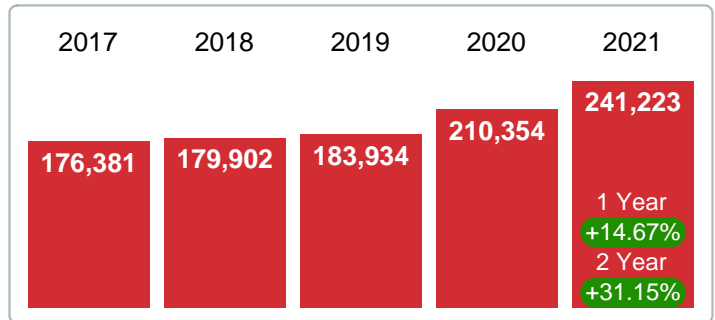
AVERAGE LIST PRICE AT CLOSING

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

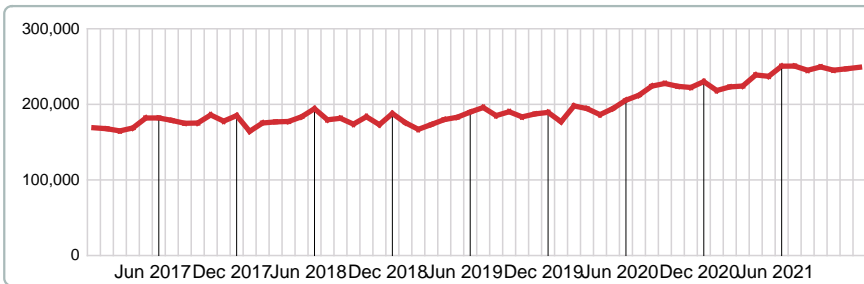
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

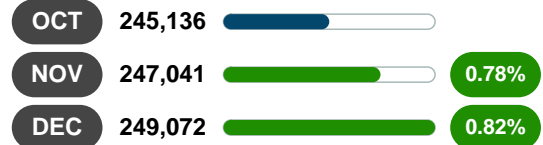


3 MONTHS

5 year DEC AVG = 208,299

High Jul 2021 250,656 Low Jan 2018 164,318

Average List Price at Closing this month at **249,072** above the 5 yr DEC average of **208,299**



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	8.21%	4,405	10,651	2,610	1,940	30,000
\$25,001 - \$100,000	10.15%	69,106	68,651	79,040	76,000	89,500
\$100,001 - \$150,000	12.37%	131,287	135,839	134,435	139,213	119,000
\$150,001 - \$225,000	26.67%	190,340	191,777	191,264	195,384	207,980
\$225,001 - \$300,000	16.90%	261,505	283,106	257,013	262,846	259,075
\$300,001 - \$425,000	14.58%	356,204	380,031	351,859	357,569	357,105
\$425,001 and up	11.12%	706,315	1,031,907	598,735	633,101	867,873
Average List Price		249,072	181,915	205,480	341,809	611,887
Total Closed Units	100%	249,072	378	971	425	78
Total Closed Volume		461,281,371	68.76M	199.52M	145.27M	47.73M

December 2021



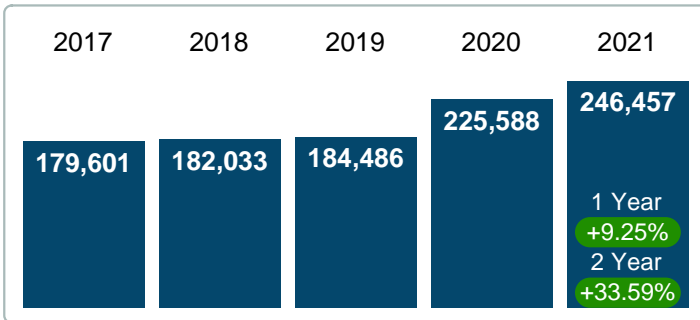
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



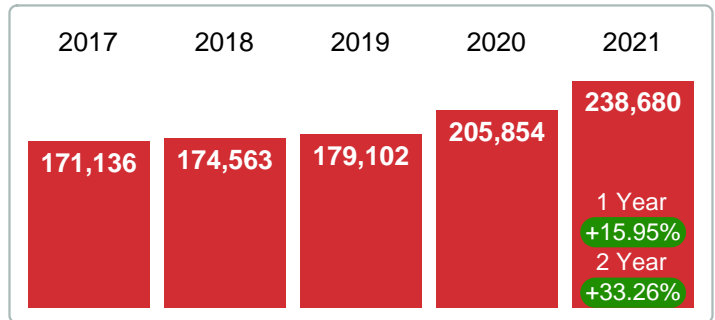
AVERAGE SOLD PRICE AT CLOSING

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

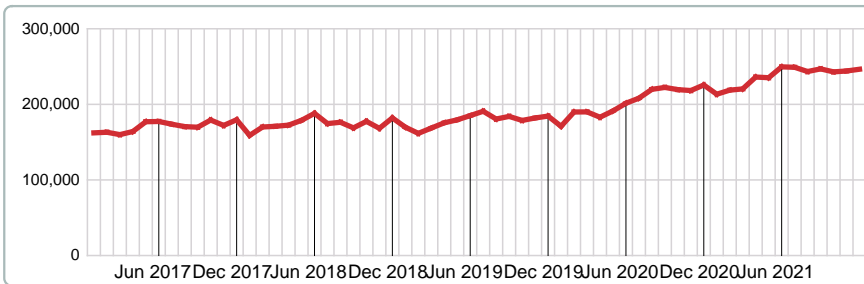
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

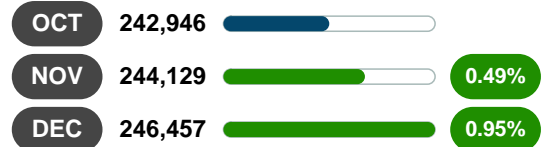


3 MONTHS

5 year DEC AVG = 203,633

High Jun 2021 249,610 Low Jan 2018 158,952

Average Sold Price at Closing this month at **246,457** above the 5 yr DEC average of **203,633**



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	8.37%	4,387	9,510	2,293	1,940	25,000
\$25,001 - \$100,000	10.75%	68,787	65,499	73,262	76,000	80,000
\$100,001 - \$150,000	12.42%	132,087	130,902	132,555	137,093	112,500
\$150,001 - \$225,000	25.97%	191,677	186,880	192,034	192,949	213,000
\$225,001 - \$300,000	16.63%	260,117	262,482	258,262	262,768	253,975
\$300,001 - \$425,000	15.12%	354,962	356,110	352,577	356,678	355,229
\$425,001 and up	10.75%	703,454	1,002,352	595,210	626,309	853,185
Average Sold Price		246,457	174,252	205,152	339,676	602,639
Total Closed Units	100%	246,457	378	971	425	78
Total Closed Volume		456,438,263	65.87M	199.20M	144.36M	47.01M

December 2021



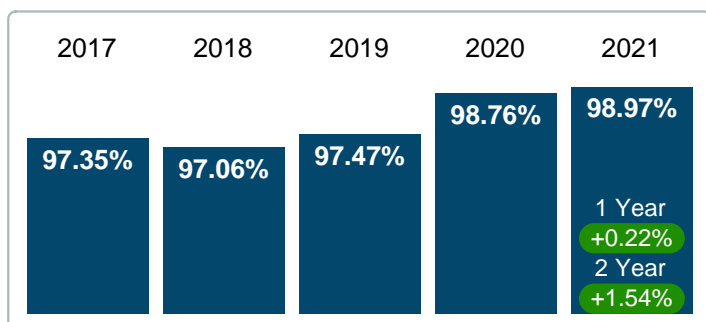
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



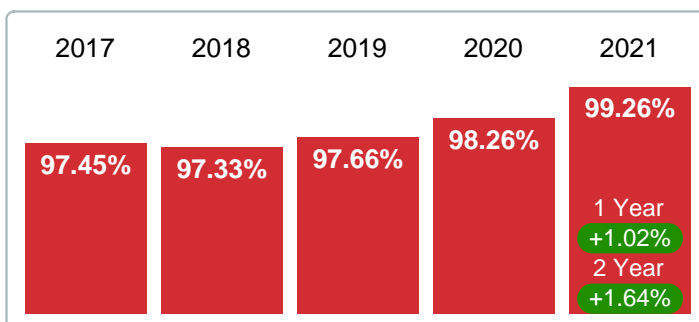
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

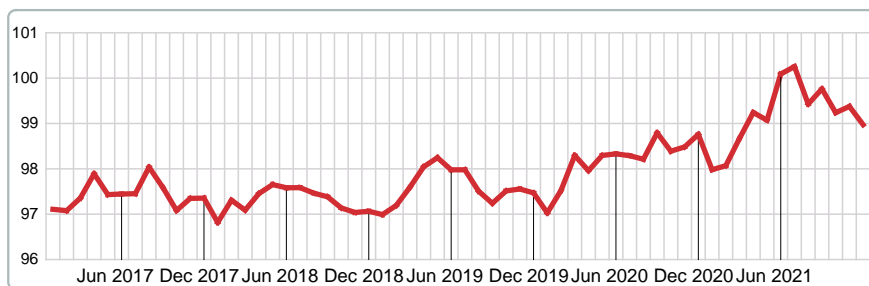
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

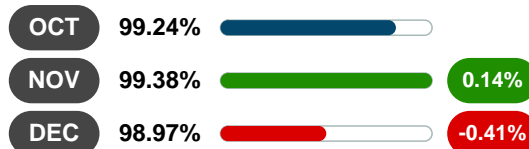


3 MONTHS

5 year DEC AVG = 97.92%

High Jul 2021 100.25% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.97%** above the 5 yr DEC average of **97.92%**



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	155	8.37%	97.82%	94.22%	99.15%	100.01%	83.33%
\$25,001 - \$100,000	199	10.75%	95.54%	96.01%	94.72%	99.17%	89.39%
\$100,001 - \$150,000	230	12.42%	98.18%	96.66%	99.07%	99.19%	94.67%
\$150,001 - \$225,000	481	25.97%	100.17%	98.19%	100.58%	99.49%	102.54%
\$225,001 - \$300,000	308	16.63%	99.92%	94.96%	100.64%	100.09%	98.42%
\$300,001 - \$425,000	280	15.12%	99.48%	94.64%	100.32%	99.90%	99.63%
\$425,001 and up	199	10.75%	99.15%	97.45%	98.70%	99.86%	98.80%
Average Sold/List Ratio		99.00%		96.20%	99.68%	99.87%	98.76%
Total Closed Units	1,852	100%	99.00%	378	971	425	78
Total Closed Volume	456,438,263			65.87M	199.20M	144.36M	47.01M

December 2021



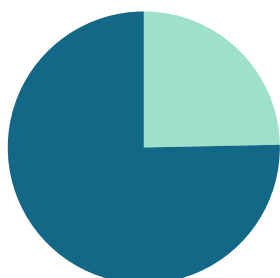
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

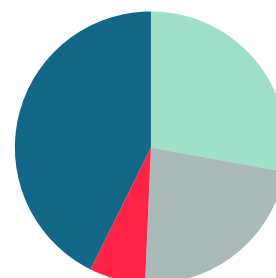


Inventory
 New Listings
1,542 = 24.68%
 Start Inventory
4,707
 Total Inventory Units
6,249
 Volume
\$2,020,274,840

Market Activity

Closed Sales
1,852 = 27.86%
 Pending Sales
1,517 = 22.82%
 Other Off Market
441 = 6.63%
 Active Inventory
2,837 = 42.68%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,790	1,852	3.46%	19,284	20,874	8.25%
Pending Sales	1,282	1,517	18.33%	19,240	21,153	9.94%
New Listings	1,463	1,542	5.40%	25,422	25,226	-0.77%
Average List Price	230,075	249,072	8.26%	210,354	241,223	14.67%
Average Sale Price	225,588	246,457	9.25%	205,854	238,680	15.95%
Average Percent of Selling Price to List Price	98.76%	98.97%	0.22%	98.26%	99.26%	1.02%
Average Days on Market to Sale	28.72	25.54	-11.06%	32.58	23.80	-26.94%
Monthly Inventory	5,151	2,837	-44.92%	5,151	2,837	-44.92%
Months Supply of Inventory	3.21	1.63	-49.12%	3.21	1.63	-49.12%

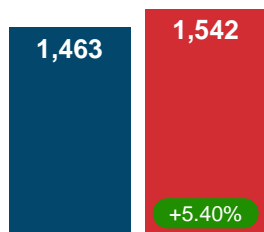
Absorption: Last 12 months, an Average of **1,740** Sales/Month

Inventory on December 31, 2021 = **2,837** 2020 2021

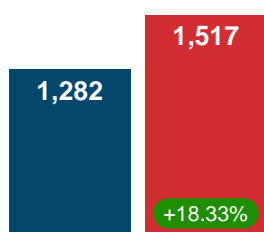
DECEMBER MARKET

AVERAGE PRICES

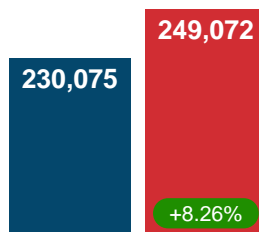
New Listings



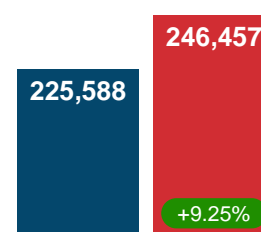
Pending Listings



List Price



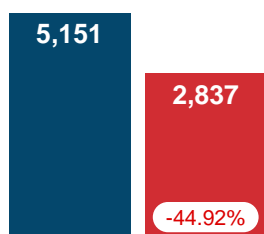
Sale Price



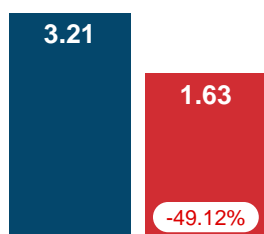
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

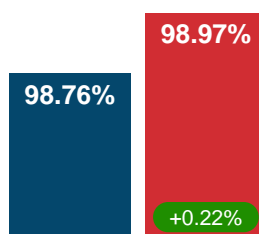
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

