



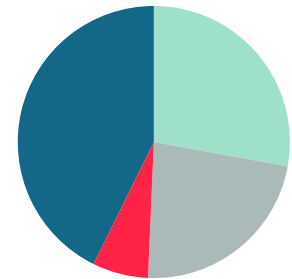
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## 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%
Median List Price	189,000	207,950	10.03%
Median Sale Price	186,650	208,883	11.91%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	8.00	-27.27%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **11.91%** in December 2021 to \$208,883 versus the previous year at \$186,650.

#### Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 3.00 days or **27.27%** in December 2021 compared to last year's same month at **11.00** DOM.

#### Sales Success for December 2021 is Positive

Overall, with Median 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

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# December 2021



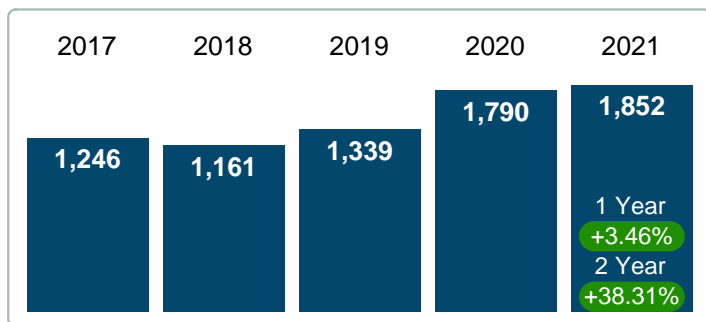
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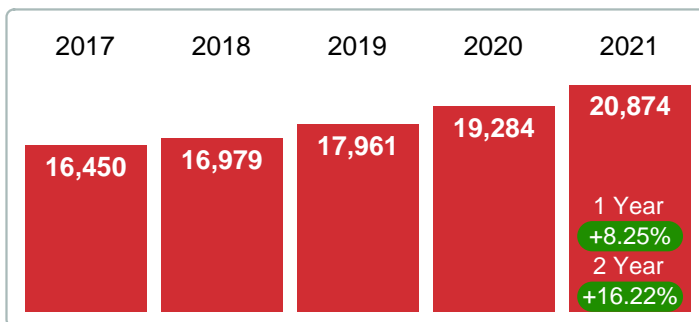
## CLOSED LISTINGS

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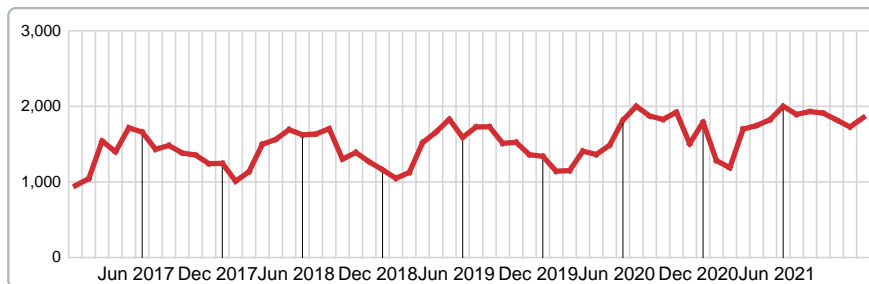
### DECEMBER



### YEAR TO DATE (YTD)

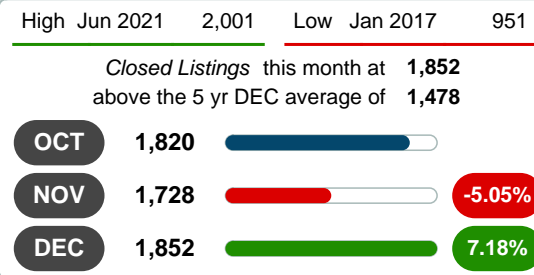


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1,478



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	155	8.37%	20.0	43	87	24	1
\$25,001 - \$100,000	199	10.75%	10.0	117	77	4	1
\$100,001 - \$150,000	230	12.42%	8.0	82	131	15	2
\$150,001 - \$225,000	481	25.97%	5.0	63	360	53	5
\$225,001 - \$300,000	308	16.63%	6.0	25	164	111	8
\$300,001 - \$425,000	280	15.12%	7.5	30	107	126	17
\$425,001 and up	199	10.75%	15.0	18	45	92	44
<b>Total Closed Units</b>	<b>1,852</b>			<b>378</b>	<b>971</b>	<b>425</b>	<b>78</b>
<b>Total Closed Volume</b>	<b>456,438,263</b>	<b>100%</b>	<b>8.0</b>	<b>65.87M</b>	<b>199.20M</b>	<b>144.36M</b>	<b>47.01M</b>
<b>Median Closed Price</b>	<b>\$208,883</b>			<b>\$129,900</b>	<b>\$196,000</b>	<b>\$306,000</b>	<b>\$457,500</b>

# December 2021



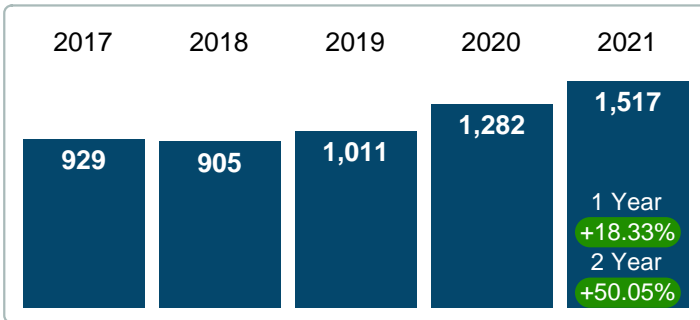
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



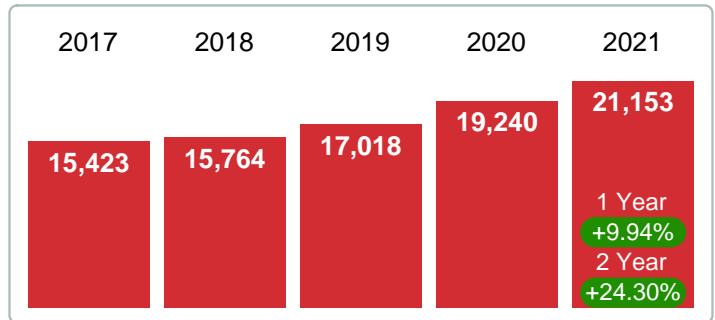
## PENDING LISTINGS

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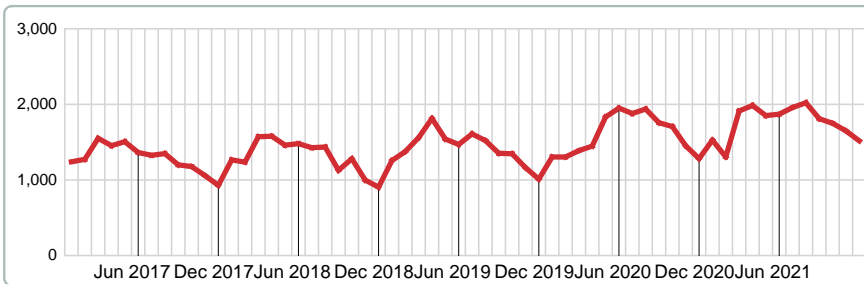
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

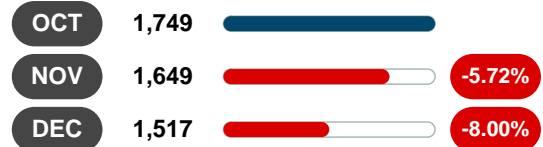


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	146	9.62%	19.0	71	62	12	1
\$50,001 - \$100,000	174	11.47%	20.0	105	63	6	0
\$100,001 - \$150,000	193	12.72%	15.0	59	119	13	2
\$150,001 - \$225,000	340	22.41%	7.0	42	248	48	2
\$225,001 - \$325,000	331	21.82%	12.0	31	165	126	9
\$325,001 - \$425,000	163	10.74%	11.0	15	63	69	16
\$425,001 and up	170	11.21%	22.5	26	28	82	34
<b>Total Pending Units</b>	<b>1,517</b>			<b>349</b>	<b>748</b>	<b>356</b>	<b>64</b>
<b>Total Pending Volume</b>	<b>387,244,784</b>	<b>100%</b>	<b>13.0</b>	<b>68.85M</b>	<b>153.38M</b>	<b>122.86M</b>	<b>42.16M</b>
<b>Median Listing Price</b>	<b>\$207,500</b>			<b>\$100,000</b>	<b>\$196,500</b>	<b>\$304,982</b>	<b>\$440,000</b>

# December 2021



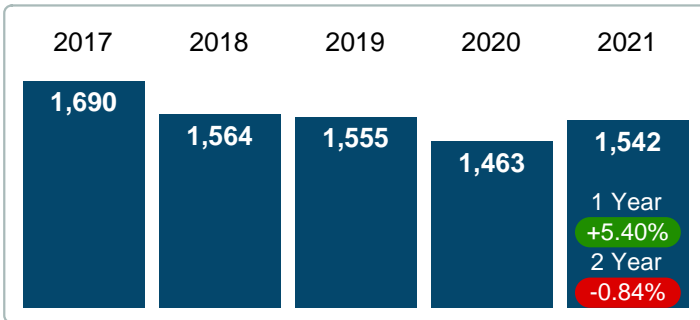
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



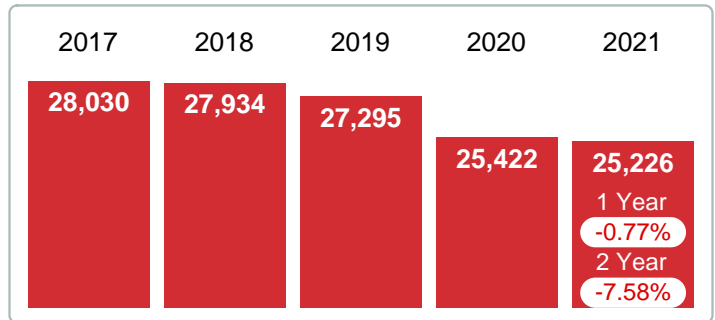
## NEW LISTINGS

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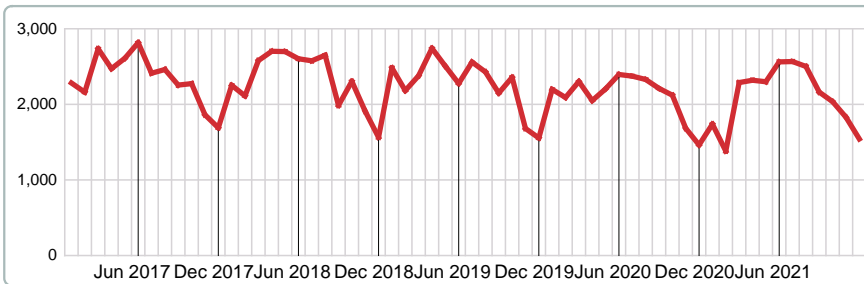
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

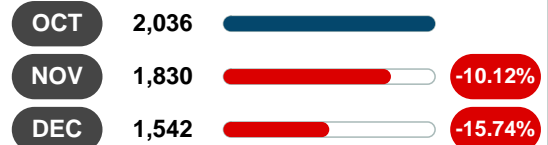


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>1,542</b>		<b>465</b>	<b>695</b>	<b>329</b>	<b>53</b>
<b>Total New Listed Volume</b>	<b>414,230,428</b>	<b>100%</b>	<b>116.18M</b>	<b>142.40M</b>	<b>115.41M</b>	<b>40.25M</b>
<b>Median New Listed Listing Price</b>	<b>\$200,000</b>		<b>\$107,000</b>	<b>\$197,905</b>	<b>\$320,000</b>	<b>\$474,900</b>

# December 2021



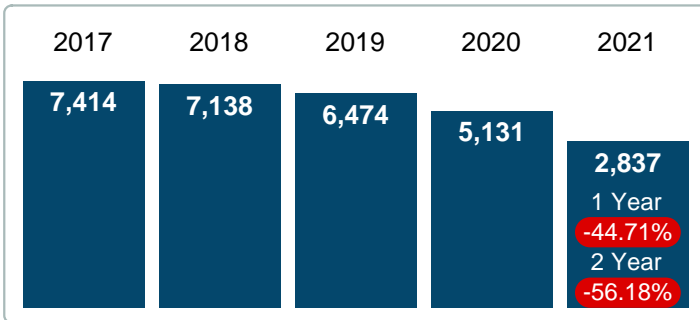
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



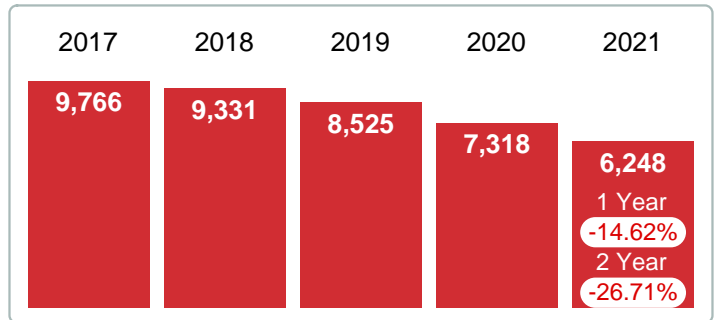
## ACTIVE INVENTORY

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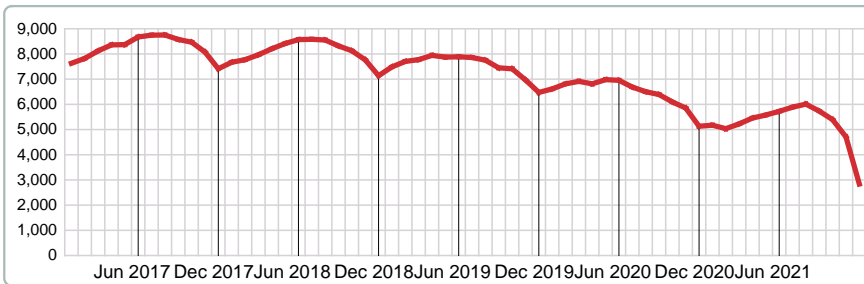
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

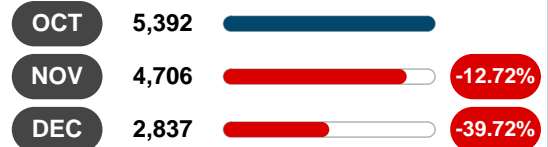


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	22.5	0	0	0	0
\$1-\$50,000	482	16.99%	58.0	362	92	24	4
\$50,001-\$125,000	520	18.33%	59.0	395	99	25	1
\$125,001-\$275,000	747	26.33%	51.0	312	321	101	13
\$275,001-\$450,000	450	15.86%	63.0	155	116	155	24
\$450,001-\$875,000	355	12.51%	84.0	111	74	133	37
\$875,001 and up	283	9.98%	102.0	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
Median Active Inventory Listing Price			\$199,900	\$125,000	\$199,500	\$369,180	\$699,450

# December 2021



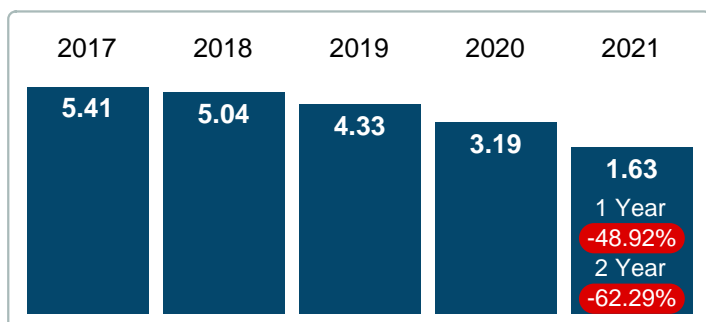
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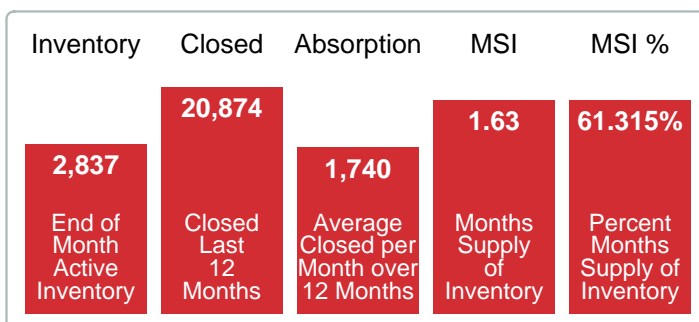
## MONTHS SUPPLY of INVENTORY (MSI)

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

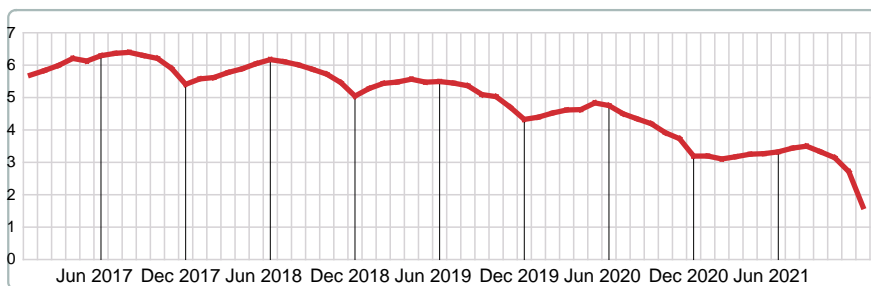
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

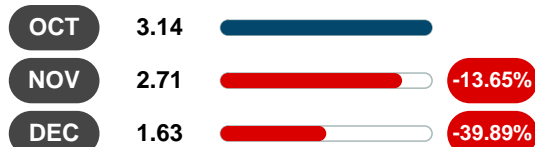


### 3 MONTHS

5 year DEC AVG = 3.92

High Aug 2017 6.40 Low Dec 2021 1.63

Months Supply this month at 1.63 below the 5 yr DEC average of 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%	2,837	1,506	721	480	130

# December 2021



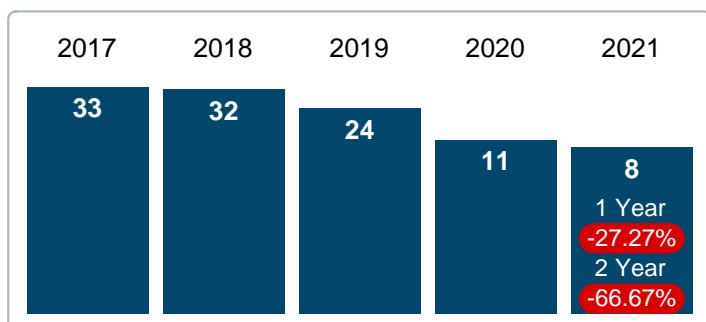
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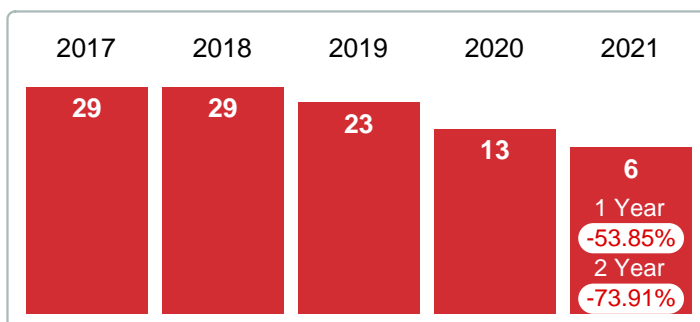
## MEDIAN DAYS ON MARKET TO SALE

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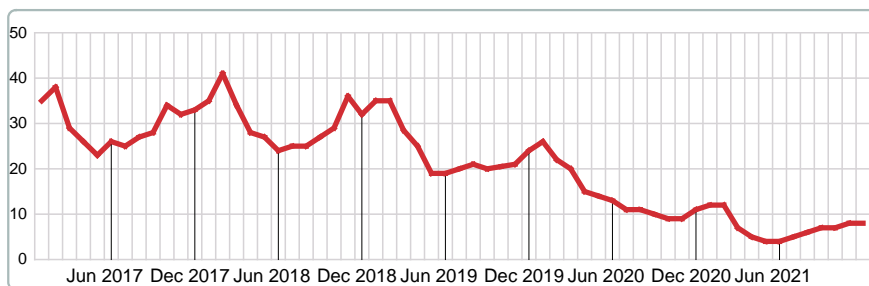
### DECEMBER



### YEAR TO DATE (YTD)

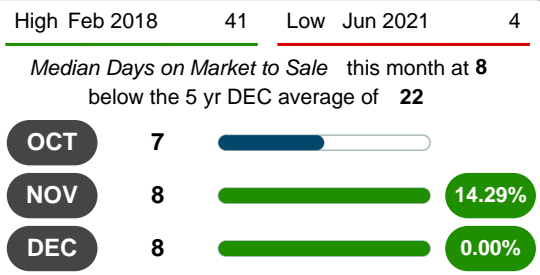


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 22



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

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	155	8.37%	20	25	19	23	18
\$25,001 - \$100,000	199	10.75%	10	15	8	15	112
\$100,001 - \$150,000	230	12.42%	8	23	7	3	14
\$150,001 - \$225,000	481	25.97%	5	10	5	5	5
\$225,001 - \$300,000	308	16.63%	6	10	5	9	20
\$300,001 - \$425,000	280	15.12%	8	14	9	6	5
\$425,001 and up	199	10.75%	15	17	10	15	30
Median Closed DOM			8	15	6	9	12
Total Closed Units		100%	1,852	378	971	425	78
Total Closed Volume			456,438,263	65.87M	199.20M	144.36M	47.01M



# December 2021



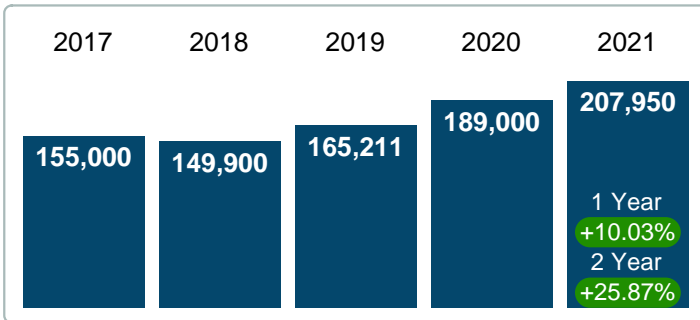
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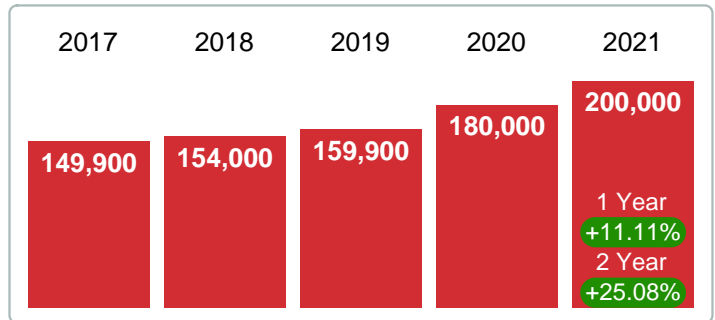
## MEDIAN LIST PRICE AT CLOSING

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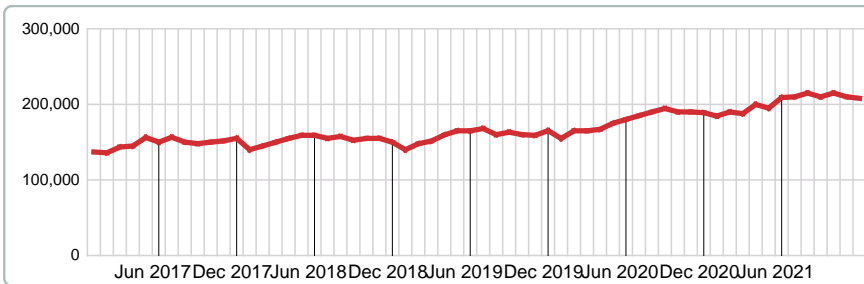
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

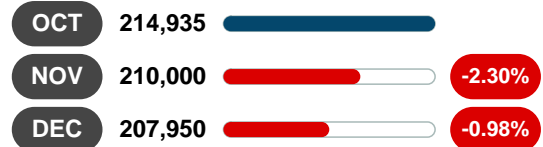


### 3 MONTHS

5 year DEC AVG = 173,412

High Oct 2021 214,935 Low Feb 2017 135,900

Median List Price at Closing this month at **207,950**  
above the 5 yr DEC average of **173,412**



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

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8.21%	1,595	10,000	1,495	1,848	0
\$25,001 - \$100,000	10.15%	71,250	69,900	74,250	80,000	59,750
\$100,001 - \$150,000	12.37%	132,500	132,500	134,252	132,000	119,000
\$150,001 - \$225,000	26.67%	190,000	178,950	190,000	194,750	205,000
\$225,001 - \$300,000	16.90%	260,000	266,500	250,000	268,350	256,450
\$300,001 - \$425,000	14.58%	355,000	355,000	349,900	358,000	365,000
\$425,001 and up	11.12%	559,950	600,000	497,450	559,450	649,000
Median List Price		207,950	130,000	195,000	303,825	467,500
Total Closed Units	100%	207,950	378	971	425	78
Total Closed Volume		461,281,371	68.76M	199.52M	145.27M	47.73M



# December 2021



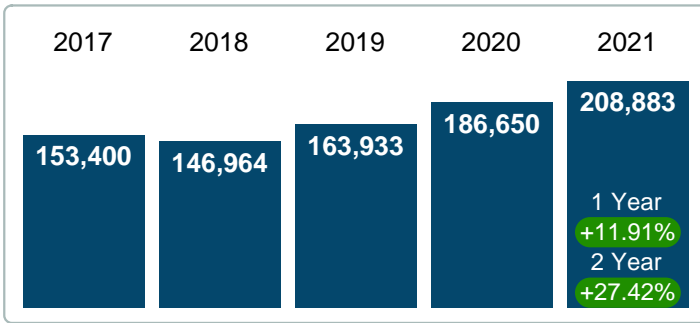
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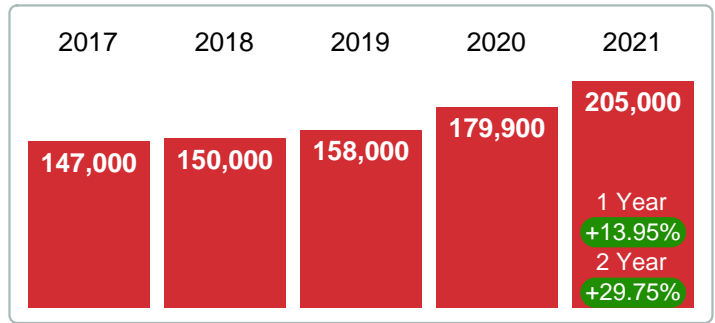
## MEDIAN SOLD PRICE AT CLOSING

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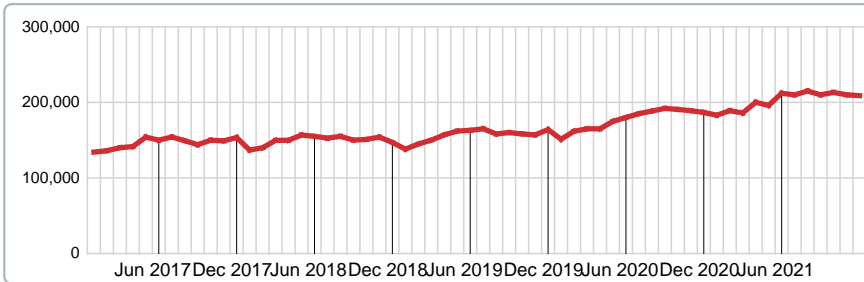
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

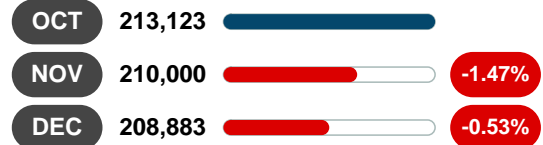


### 3 MONTHS

5 year DEC AVG = 171,966

High Aug 2021 215,000 Low Jan 2017 134,200

Median Sold Price at Closing this month at **208,883** above the 5 yr DEC average of **171,966**



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

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	8.37%	1,595	10,000	1,495	1,848	25,000
\$25,001 - \$100,000	10.75%	70,000	68,000	75,000	74,500	80,000
\$100,001 - \$150,000	12.42%	135,000	133,000	135,000	139,000	112,500
\$150,001 - \$225,000	25.97%	192,500	180,000	193,000	195,000	215,000
\$225,001 - \$300,000	16.63%	258,250	261,500	255,000	265,000	249,950
\$300,001 - \$425,000	15.12%	350,388	345,750	350,000	356,517	345,000
\$425,001 and up	10.75%	559,000	647,500	499,000	557,500	632,950
Median Sold Price		208,883	129,900	196,000	306,000	457,500
Total Closed Units	100%	208,883	378	971	425	78
Total Closed Volume		456,438,263	65.87M	199.20M	144.36M	47.01M

# December 2021



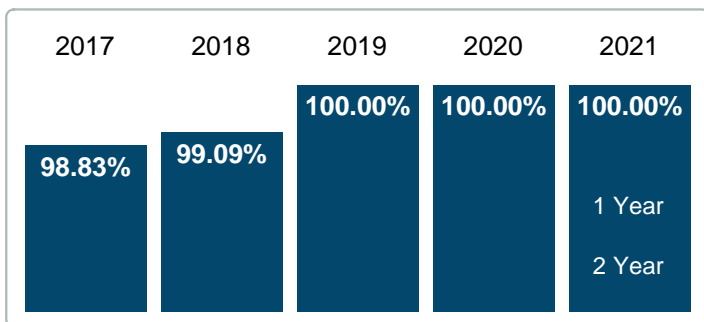
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



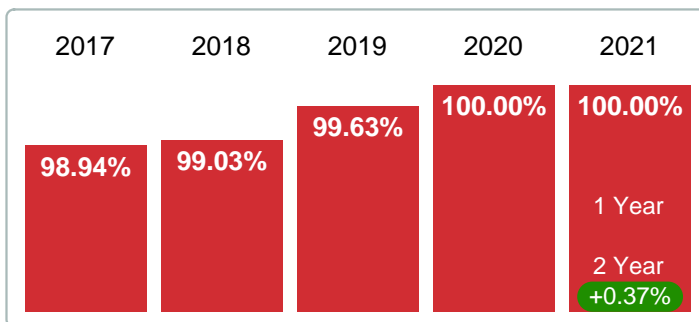
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

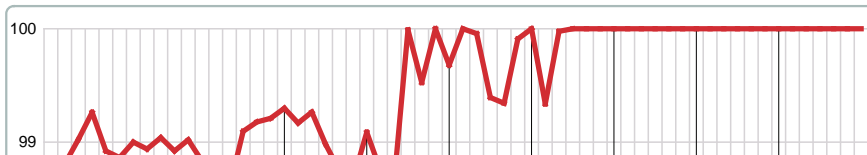
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 99.58%

High Dec 2021 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at 100.00% equal to 5 yr DEC average of 99.58%

- OCT 100.00%
- NOV 100.00%
- DEC 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	155	8.37%	100.00%	100.00%	100.00%	100.00%	83.33%
\$25,001 - \$100,000	199	10.75%	97.78%	98.33%	97.14%	95.83%	89.39%
\$100,001 - \$150,000	230	12.42%	100.00%	100.00%	100.00%	98.40%	94.67%
\$150,001 - \$225,000	481	25.97%	100.00%	100.00%	100.00%	100.00%	100.00%
\$225,001 - \$300,000	308	16.63%	100.00%	99.26%	100.00%	100.00%	100.00%
\$300,001 - \$425,000	280	15.12%	100.00%	98.08%	100.00%	100.00%	100.00%
\$425,001 and up	199	10.75%	100.00%	99.00%	99.57%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	1,852	100%	100.00%	378	971	425	78
Total Closed Volume	456,438,263			65.87M	199.20M	144.36M	47.01M

# December 2021



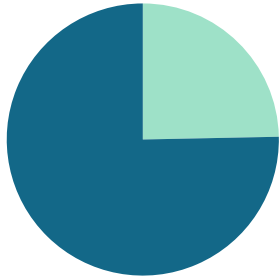
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

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

### INVENTORY

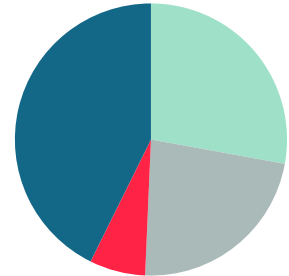


**Inventory**  
 New Listings  
**1,542 = 24.68%**  
 Start Inventory  
**4,707**  
 Total Inventory Units  
**6,249**  
 Volume  
**\$2,020,274,840**

### 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%
Median List Price	189,000	207,950	10.03%	180,000	200,000	11.11%
Median Sale Price	186,650	208,883	11.91%	179,900	205,000	13.95%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	8.00	-27.27%	13.00	6.00	-53.85%
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

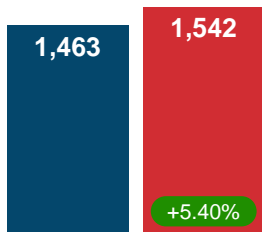
**Inventory** on December 31, 2021 = **2,837**

**2020** **2021**

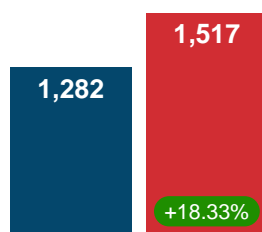
### DECEMBER MARKET

### MEDIAN PRICES

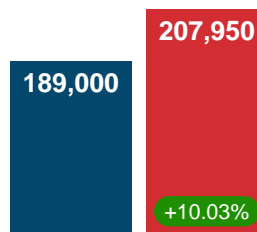
#### New Listings



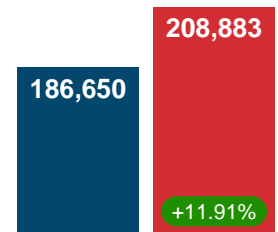
#### Pending Listings



#### List Price



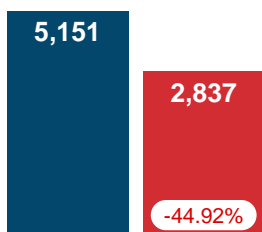
#### Sale Price



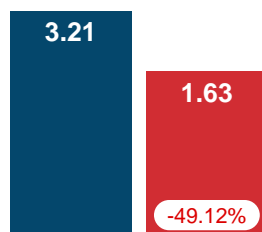
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

