

February 2022



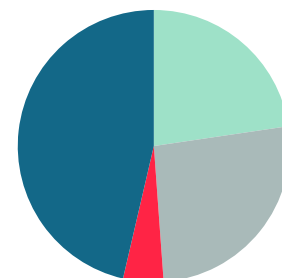
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	February		
	2021	2022	+/-%
Closed Listings	1,188	1,329	11.87%
Pending Listings	1,304	1,535	17.71%
New Listings	1,382	1,589	14.98%
Median List Price	189,900	200,000	5.32%
Median Sale Price	189,000	205,000	8.47%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	7.00	-41.67%
End of Month Inventory	5,066	2,718	-46.35%
Months Supply of Inventory	3.12	1.54	-50.60%



■ Closed (22.67%)
■ Pending (26.18%)
■ Other OffMarket (4.79%)
■ Active (46.36%)

Absorption: Last 12 months, an Average of **1,762** Sales/Month
Active Inventory as of February 28, 2022 = **2,718**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **46.35%** to 2,718 existing homes available for sale. Over the last 12 months this area has had an average of 1,762 closed sales per month. This represents an unsold inventory index of **1.54** 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 **8.47%** in February 2022 to \$205,000 versus the previous year at \$189,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 5.00 days or **41.67%** in February 2022 compared to last year's same month at **12.00** DOM.

Sales Success for February 2022 is Positive

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

There were 1,589 New Listings in February 2022, up **14.98%** from last year at 1,382. Furthermore, there were 1,329 Closed Listings this month versus last year at 1,188, a **11.87%** increase.

Closed versus Listed trends yielded a **83.6%** ratio, down from previous year's, February 2021, at **86.0%**, a **2.70%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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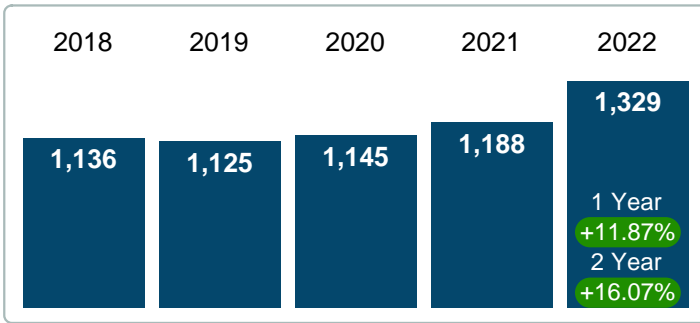
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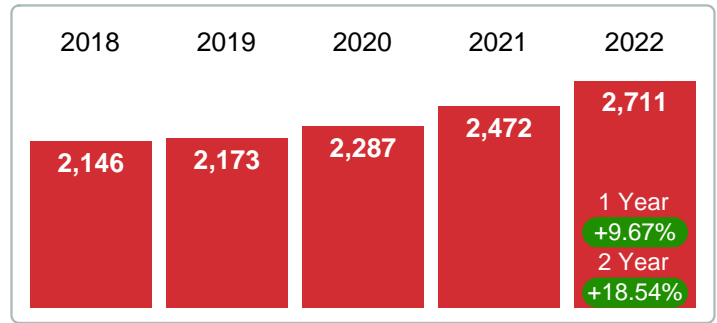
CLOSED LISTINGS

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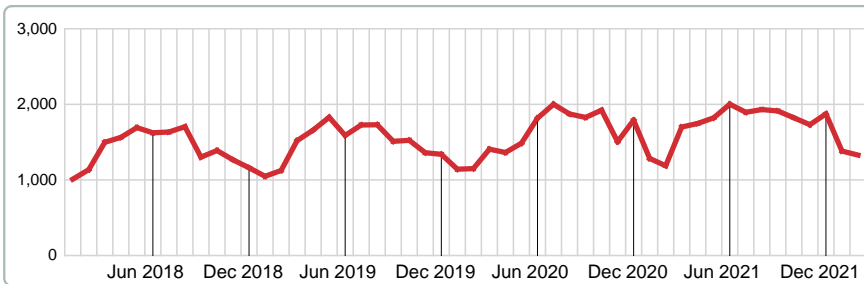
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

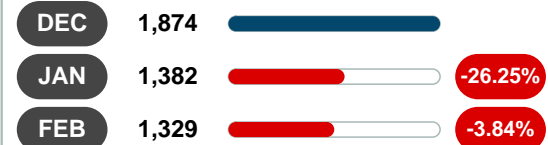


3 MONTHS

5 year FEB AVG = 1,185

High Jun 2021 2,002 Low Jan 2018 1,010

Closed Listings this month at 1,329 above the 5 yr FEB average of 1,185



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1	288	21.67%	21.0	137	116	32	3
\$100,001	158	11.89%	7.0	53	92	13	0
\$150,001	323	24.30%	5.0	39	250	32	2
\$225,001	226	17.01%	6.0	22	116	81	7
\$300,001	190	14.30%	4.0	9	74	94	13
\$425,001 and up	144	10.84%	12.5	10	35	77	22
Total Closed Units	1,329			270	683	329	47
Total Closed Volume	310,586,941	100%	7.0	39.22M	137.98M	110.77M	22.62M
Median Closed Price	\$205,000			\$100,000	\$195,000	\$309,970	\$415,000

February 2022



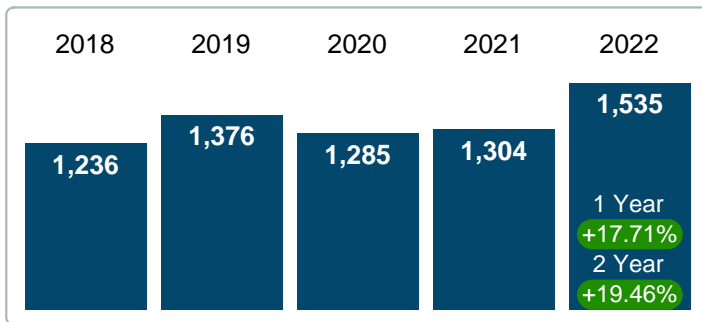
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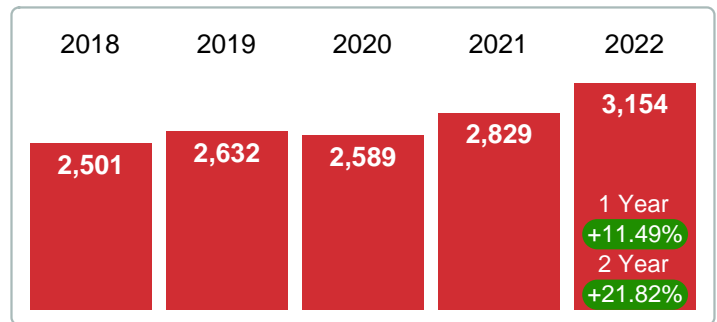
PENDING LISTINGS

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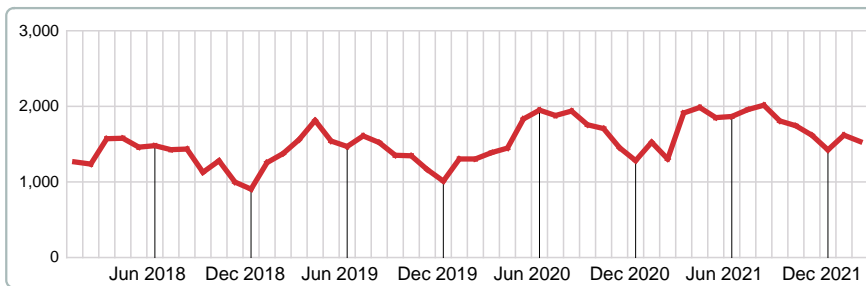
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,347

High Aug 2021 2,015 Low Dec 2018 905

Pending Listings this month at 1,535 above the 5 yr FEB average of 1,347



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	137	8.93%	19.0	69	50	16	2
\$50,001 - \$125,000	197	12.83%	12.0	104	80	11	2
\$125,001 - \$175,000	211	13.75%	6.0	53	135	23	0
\$175,001 - \$250,000	388	25.28%	5.0	43	269	72	4
\$250,001 - \$325,000	237	15.44%	7.0	24	113	93	7
\$325,001 - \$475,000	211	13.75%	8.0	11	82	102	16
\$475,001 and up	154	10.03%	19.0	16	22	75	41
Total Pending Units	1,535			320	751	392	72
Total Pending Volume	405,082,762	100%	7.0	58.46M	166.02M	137.88M	42.72M
Median Listing Price	\$219,760			\$115,000	\$207,000	\$306,620	\$517,521

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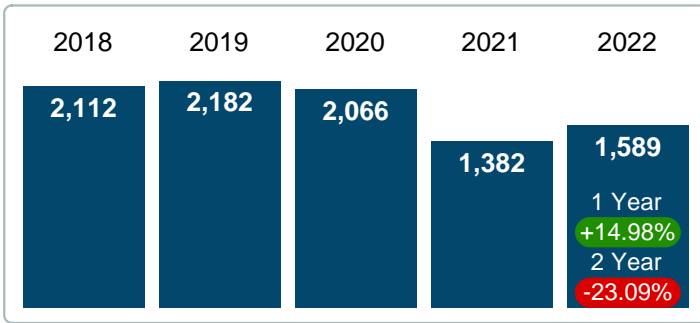
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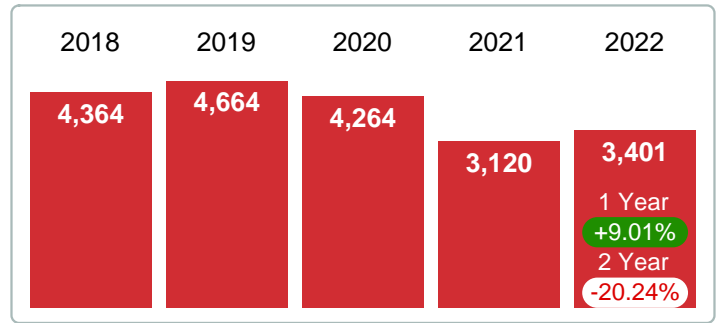
NEW LISTINGS

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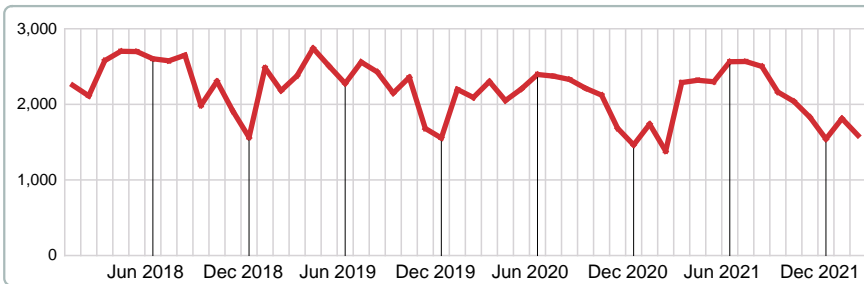
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,866

High Apr 2019 2,741 | Low Feb 2021 1,382

New Listings this month at **1,589**
below the 5 yr FEB average of **1,866**



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	129	8.12%	44	56	26	3
\$25,001 - \$100,000	185	11.64%	134	48	3	0
\$100,001 - \$175,000	283	17.81%	89	170	23	1
\$175,001 - \$250,000	388	24.42%	58	250	77	3
\$250,001 - \$325,000	227	14.29%	33	96	93	5
\$325,001 - \$475,000	206	12.96%	12	83	97	14
\$475,001 and up	171	10.76%	33	34	68	36
Total New Listed Units	1,589		403	737	387	62
Total New Listed Volume	430,707,526	100%	89.86M	167.71M	130.64M	42.49M
Median New Listed Listing Price	\$215,690		\$125,000	\$205,765	\$295,604	\$537,500

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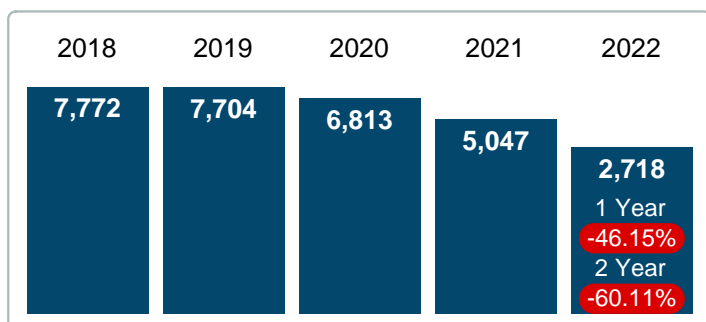
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



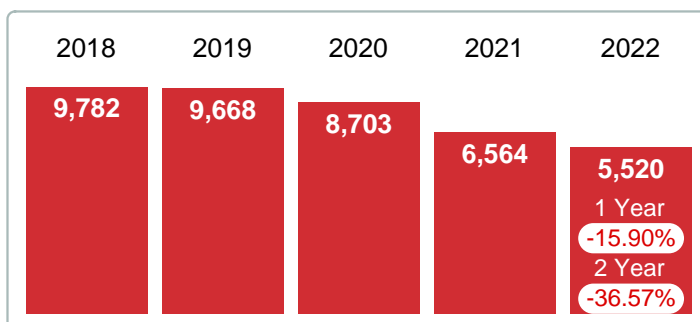
ACTIVE INVENTORY

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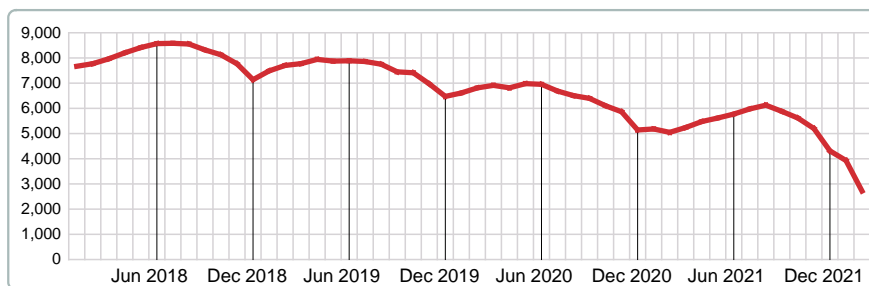
END OF FEBRUARY



ACTIVE DURING FEBRUARY

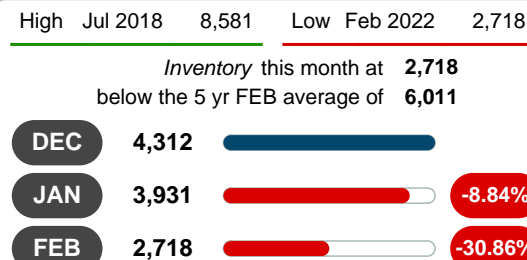


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 6,011



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds			
\$25,000 and less	231	8.50%	46.0	137	66	24	4			
\$25,001 - \$75,000	345	12.69%	69.0	312	24	7	2			
\$75,001 - \$125,000	324	11.92%	71.5	261	58	5	0			
\$125,001 - \$275,000	737	27.12%	40.0	326	302	100	9			
\$275,001 - \$450,000	442	16.26%	45.0	144	145	132	21			
\$450,001 - \$850,000	366	13.47%	73.5	113	77	137	39			
\$850,001 and up	273	10.04%	118.0	166	23	36	48			
Total Active Inventory by Units				2,718		1,459	695	441	123	
Total Active Inventory by Volume				1,076,930,444	100%	56.0	541.54M	202.14M	203.06M	130.19M
Median Active Inventory Listing Price				\$210,000			\$135,000	\$219,900	\$380,000	\$720,000

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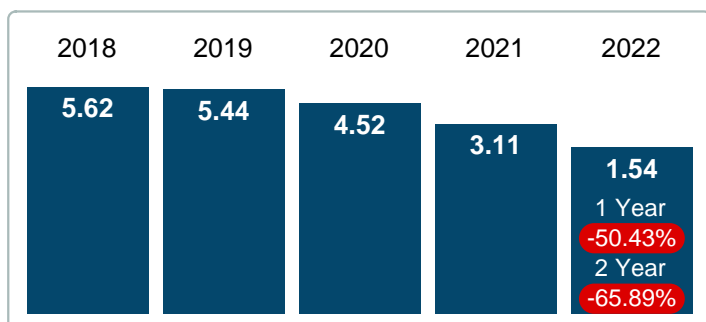
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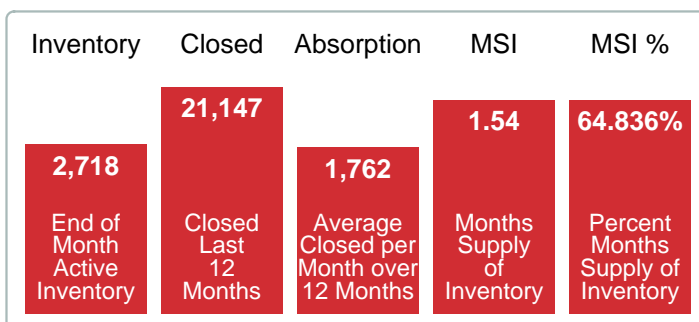
MONTHS SUPPLY of INVENTORY (MSI)

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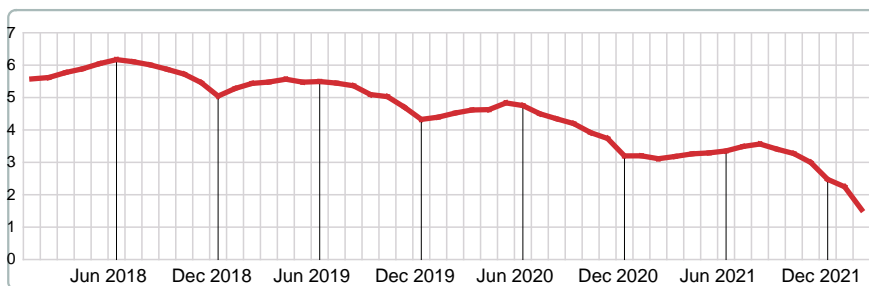
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022

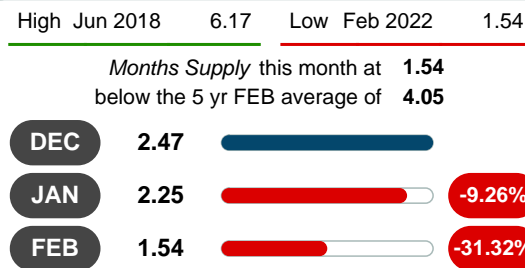


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 4.05



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	231	8.50%	1.59	3.07	0.89	1.01	1.92
\$25,001 - \$75,000	345	12.69%	2.71	3.61	0.67	1.65	2.67
\$75,001 - \$125,000	324	11.92%	2.08	3.79	0.74	0.64	0.00
\$125,001 - \$275,000	737	27.12%	0.93	3.41	0.57	0.65	0.77
\$275,001 - \$450,000	442	16.26%	1.15	6.17	1.04	0.70	0.67
\$450,001 - \$850,000	366	13.47%	2.81	12.56	3.27	2.04	1.28
\$850,001 and up	273	10.04%	10.53	35.57	10.62	3.48	5.49
Market Supply of Inventory (MSI)			1.54	4.39	0.78	0.96	1.42
Total Active Inventory by Units		100%	2,718	1,459	695	441	123

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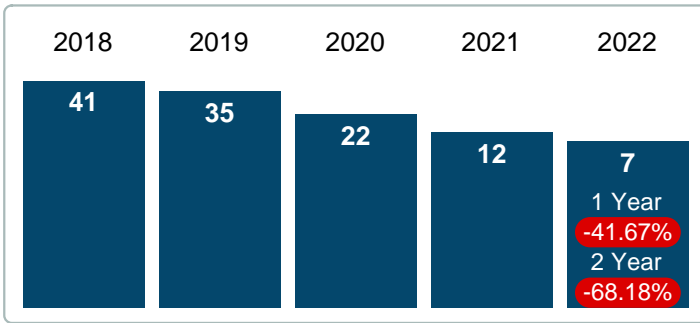
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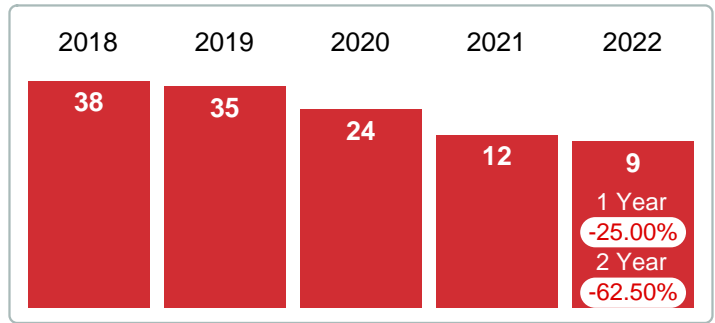
MEDIAN DAYS ON MARKET TO SALE

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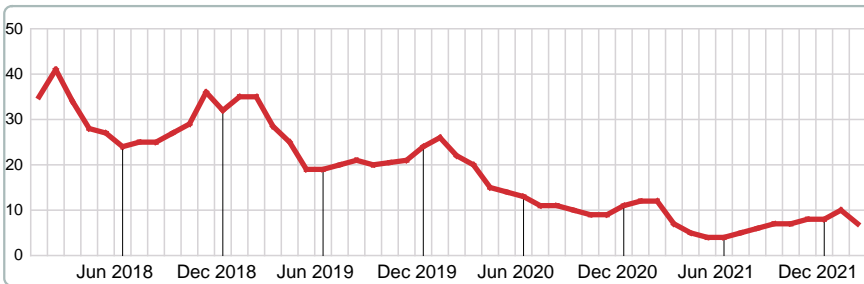
FEBRUARY



YEAR TO DATE (YTD)

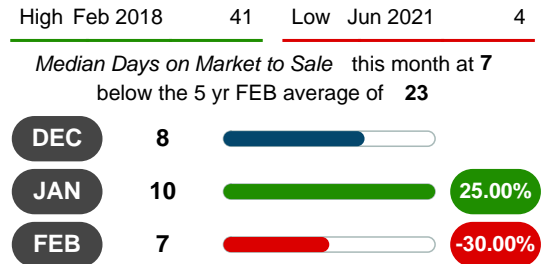


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 23



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
\$0 and less	0	0.00%	118	0	0	0	0
\$1-\$100,000	288	21.67%	21	21	21	21	21
\$100,001-\$150,000	158	11.89%	7	10	6	7	0
\$150,001-\$225,000	323	24.30%	5	7	4	7	26
\$225,001-\$300,000	226	17.01%	6	7	5	6	5
\$300,001-\$425,000	190	14.30%	4	7	4	4	4
\$425,001 and up	144	10.84%	13	9	12	10	42
Median Closed DOM			7	14	6	7	19
Total Closed Units		100%	1,329	270	683	329	47
Total Closed Volume			310,586,941	39.22M	137.98M	110.77M	22.62M

February 2022



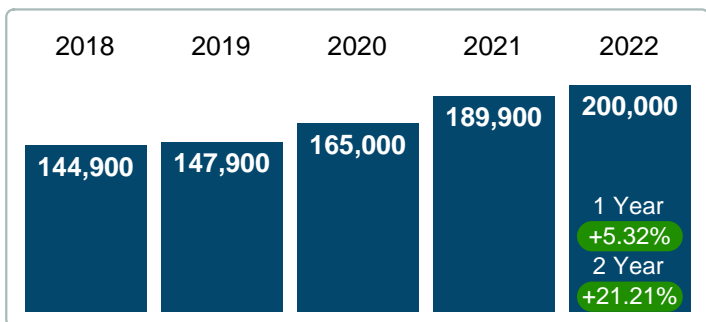
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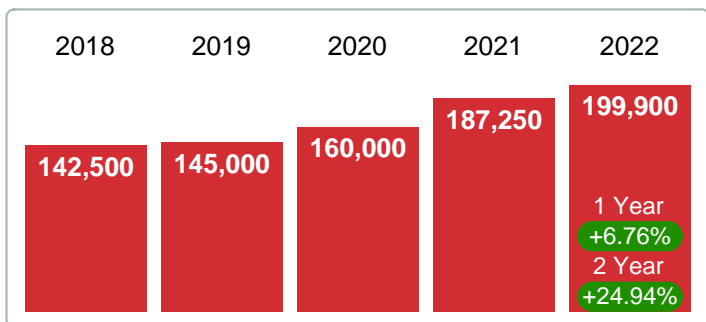
MEDIAN LIST PRICE AT CLOSING

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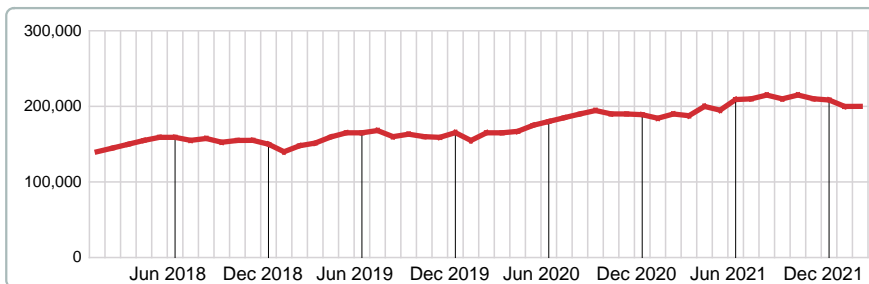
FEBRUARY



YEAR TO DATE (YTD)

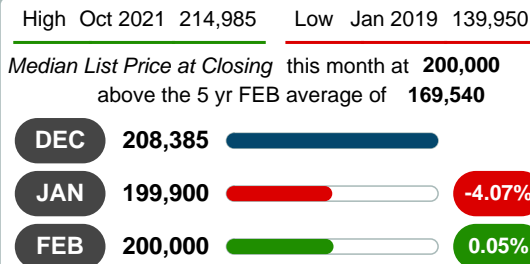


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 169,540



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
\$0 and less	0	0.00%	13	0	0	0	0
\$1	290	21.82%	30,000	50,000	1,700	1,895	5,000
\$100,001 - \$150,000	167	12.57%	131,000	130,500	130,000	137,450	0
\$150,001 - \$225,000	316	23.78%	190,000	195,000	190,000	189,900	214,500
\$225,001 - \$300,000	231	17.38%	260,000	289,000	255,500	268,450	254,500
\$300,001 - \$425,000	182	13.69%	355,000	353,500	354,450	356,300	380,000
\$425,001 and up	143	10.76%	515,000	679,500	475,000	525,000	577,900
Median List Price			200,000	102,450	192,500	309,900	409,000
Total Closed Units		100%	200,000	270	683	329	47
Total Closed Volume			311,399,991	40.10M	137.39M	111.07M	22.85M

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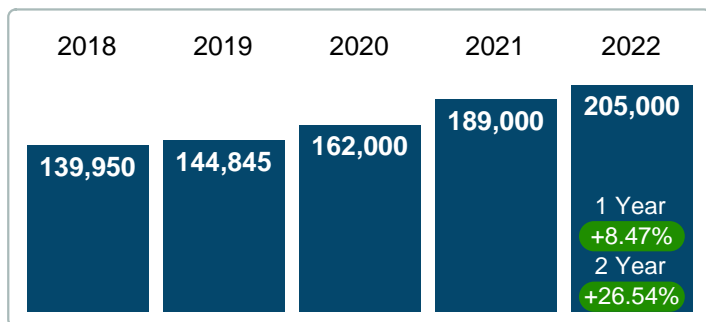
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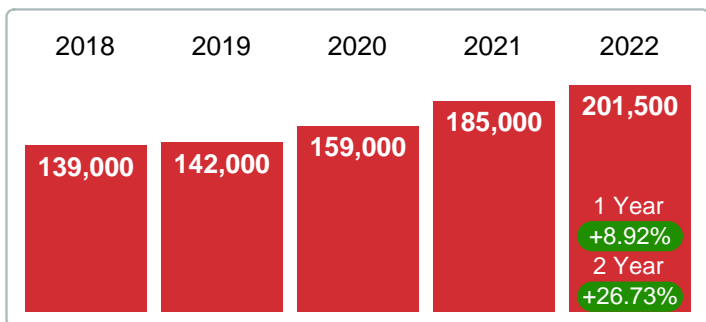
MEDIAN SOLD PRICE AT CLOSING

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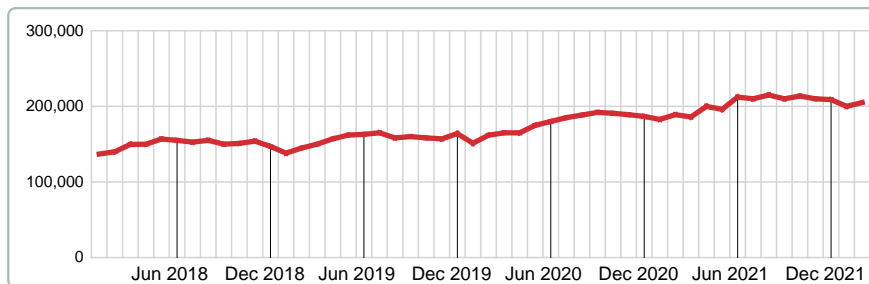
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

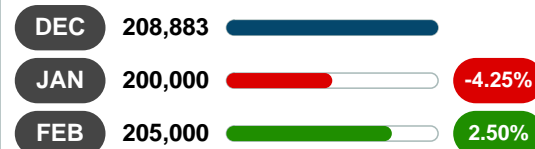


3 MONTHS

5 year FEB AVG = 168,159

High Aug 2021 215,000 Low Jan 2018 136,900

Median Sold Price at Closing this month at **205,000** above the 5 yr FEB average of **168,159**



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
\$0 and less	0	0.00%	515,000	0	0	0	0
\$1	288	21.67%	30,000	49,000	1,700	1,848	5,000
\$100,001	158	11.89%	128,500	128,500	128,000	135,000	0
\$150,001	323	24.30%	191,000	189,900	193,250	188,000	218,000
\$225,001	226	17.01%	259,750	267,500	255,000	268,000	269,900
\$300,001	190	14.30%	360,000	340,000	350,000	367,500	375,000
\$425,001 and up	144	10.84%	526,941	704,025	478,914	534,169	570,751
Median Sold Price			205,000	100,000	195,000	309,970	415,000
Total Closed Units		100%	1,329	270	683	329	47
Total Closed Volume			310,586,941	39.22M	137.98M	110.77M	22.62M

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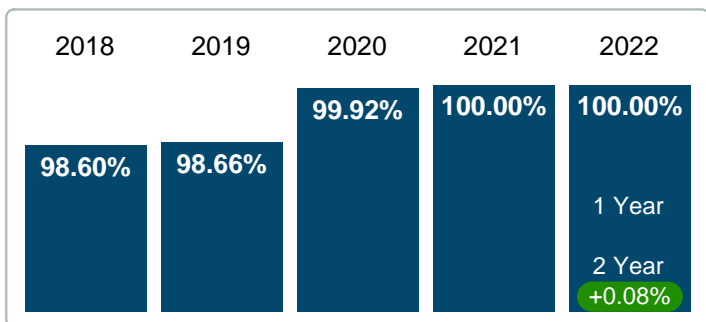
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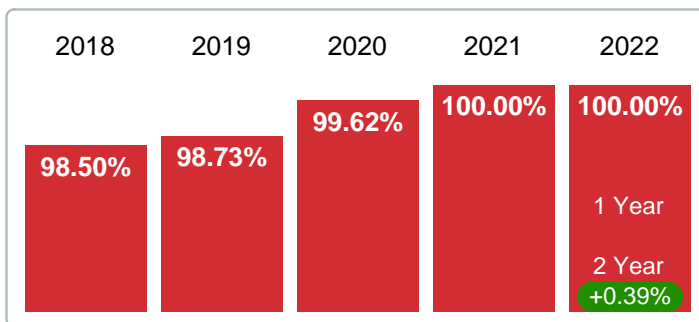
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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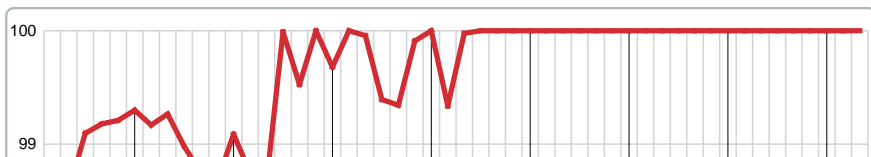
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 99.44%

High Feb 2022 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%** above the 5 yr FEB average of **99.44%**

- DEC 100.00%
- JAN 100.00%
- FEB 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
\$0 and less	0	0.00%	26,941.00%	0.00%	0.00%	0.00%	0.00%
\$1	288	21.67%	100.00%	100.00%	100.00%	100.00%	100.00%
\$100,001	158	11.89%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001	323	24.30%	100.00%	100.00%	100.00%	100.00%	95.67%
\$225,001	226	17.01%	100.00%	99.31%	100.00%	100.00%	101.93%
\$300,001	190	14.30%	100.00%	100.00%	100.00%	100.00%	100.00%
\$425,001 and up	144	10.84%	100.00%	100.00%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		1,329	100%	270	683	329	47
Total Closed Volume		310,586,941		39.22M	137.98M	110.77M	22.62M

February 2022



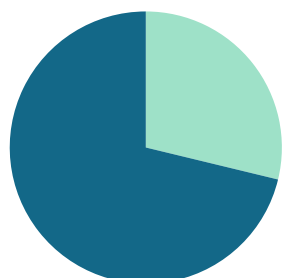
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

INVENTORY

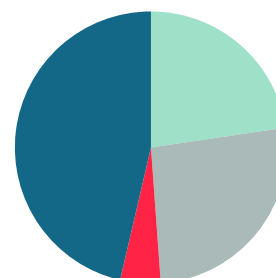


Inventory
 New Listings
1,589 = 28.78%
 Start Inventory
3,932
 Total Inventory Units
5,521
 Volume
\$1,817,643,743

Market Activity

Closed Sales
1,329 = 22.67%
 Pending Sales
1,535 = 26.18%
 Other Off Market
281 = 4.79%
 Active Inventory
2,718 = 46.36%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,188	1,329	11.87%	2,472	2,711	9.67%
Pending Sales	1,304	1,535	17.71%	2,829	3,154	11.49%
New Listings	1,382	1,589	14.98%	3,120	3,401	9.01%
Median List Price	189,900	200,000	5.32%	187,250	199,900	6.76%
Median Sale Price	189,000	205,000	8.47%	185,000	201,500	8.92%
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	12.00	7.00	-41.67%	12.00	9.00	-25.00%
Monthly Inventory	5,066	2,718	-46.35%	5,066	2,718	-46.35%
Months Supply of Inventory	3.12	1.54	-50.60%	3.12	1.54	-50.60%

Absorption: Last 12 months, an Average of **1,762** Sales/Month

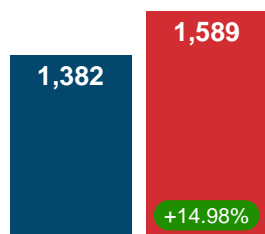
Inventory on February 28, 2022 = **2,718**

2021 **2022**

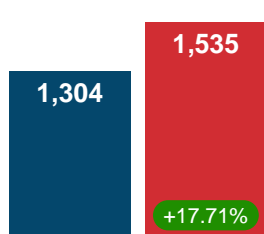
FEBRUARY MARKET

MEDIAN PRICES

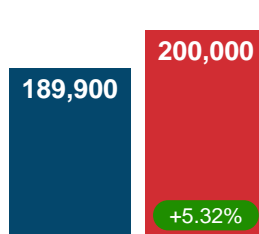
New Listings



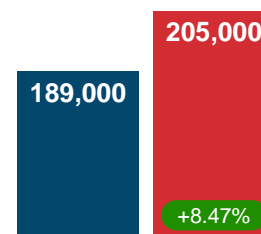
Pending Listings



List Price



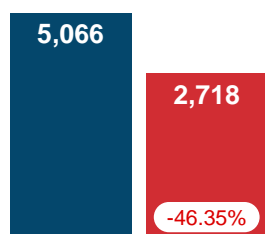
Sale Price



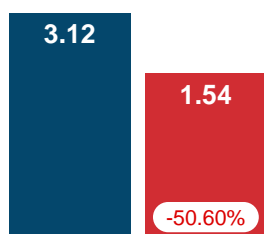
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

