

# January 2022



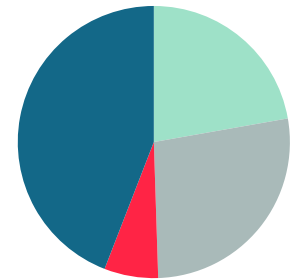
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



## MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics                               | 2021    | January 2022 | +/-%    |
|--|---------|--------------|---------|
| Closed Listings                                | 1,284   | 1,374        | 7.01%   |
| Pending Listings                               | 1,525   | 1,686        | 10.56%  |
| New Listings                                   | 1,738   | 1,812        | 4.26%   |
| Average List Price                             | 218,117 | 235,749      | 8.08%   |
| Average Sale Price                             | 213,219 | 231,807      | 8.72%   |
| Average Percent of Selling Price to List Price | 97.98%  | 98.80%       | 0.83%   |
| Average Days on Market to Sale                 | 32.63   | 27.81        | -14.75% |
| End of Month Inventory                         | 5,193   | 2,727        | -47.49% |
| Months Supply of Inventory                     | 3.21    | 1.56         | -51.40% |



■ Closed (22.22%)  
■ Pending (27.27%)  
■ Other OffMarket (6.40%)  
■ Active (44.10%)

**Absorption:** Last 12 months, an Average of **1,749** Sales/Month  
**Active Inventory** as of January 31, 2022 = **2,727**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2022 decreased **47.49%** to 2,727 existing homes available for sale. Over the last 12 months this area has had an average of 1,749 closed sales per month. This represents an unsold inventory index of **1.56** 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 **8.72%** in January 2022 to \$231,807 versus the previous year at \$213,219.

#### Average Days on Market Shortens

The average number of **27.81** days that homes spent on the market before selling decreased by 4.81 days or **14.75%** in January 2022 compared to last year's same month at **32.63** DOM.

#### Sales Success for January 2022 is Positive

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

There were 1,812 New Listings in January 2022, up **4.26%** from last year at 1,738. Furthermore, there were 1,374 Closed Listings this month versus last year at 1,284, a **7.01%** increase.

Closed versus Listed trends yielded a **75.8%** ratio, up from previous year's, January 2021, at **73.9%**, a **2.64%** upswing. 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

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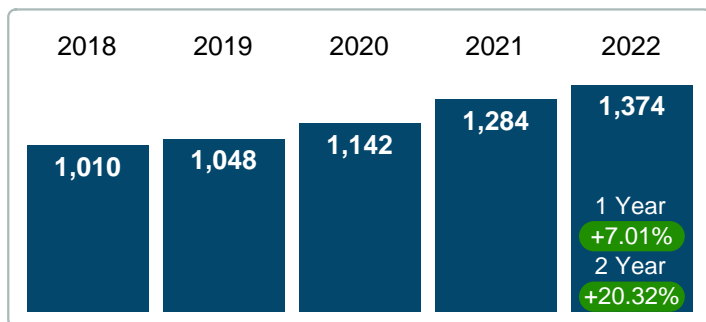
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



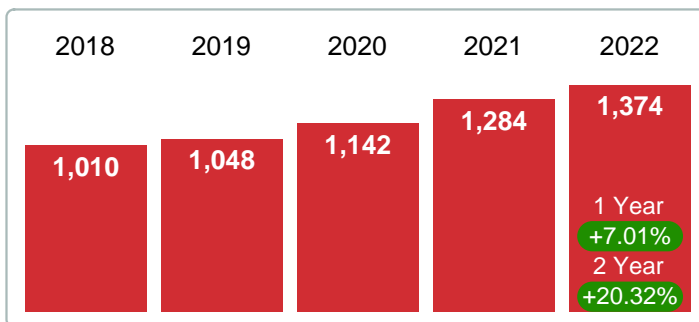
## CLOSED LISTINGS

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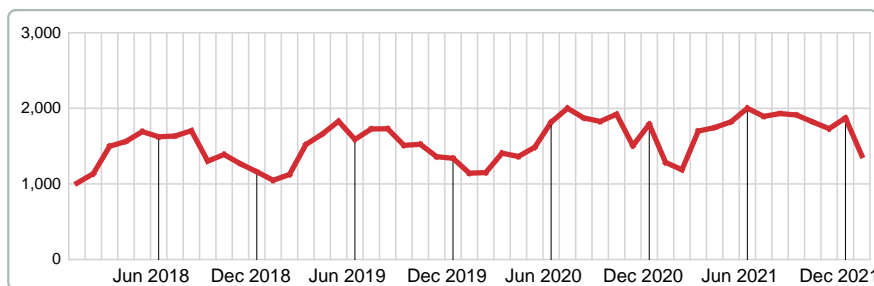
### JANUARY



### YEAR TO DATE (YTD)

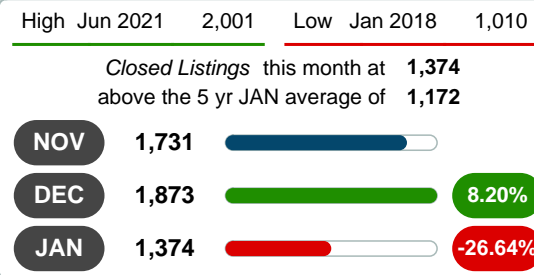


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,172



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings 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-\$75,000                                   | 261                | 19.00%      | 33.7        | 126              | 104              | 29               | 2                |
| \$75,001-\$150,000                             | 233                | 16.96%      | 33.1        | 88               | 129              | 13               | 3                |
| \$150,001-\$225,000                            | 301                | 21.91%      | 19.4        | 40               | 214              | 46               | 1                |
| \$225,001-\$300,000                            | 232                | 16.89%      | 20.9        | 17               | 132              | 72               | 11               |
| \$300,001-\$400,000                            | 175                | 12.74%      | 23.9        | 10               | 70               | 85               | 10               |
| \$400,001 and up                               | 172                | 12.52%      | 39.8        | 19               | 39               | 81               | 33               |
| <b>Total Closed Units</b>                      | <b>1,374</b>       |             |             | <b>300</b>       | <b>688</b>       | <b>326</b>       | <b>60</b>        |
| <b>Total Closed Volume</b>                     | <b>318,503,376</b> | <b>100%</b> | <b>27.8</b> | <b>44.48M</b>    | <b>134.68M</b>   | <b>107.71M</b>   | <b>31.63M</b>    |
| <b>Average Closed Price</b>                    | <b>\$231,807</b>   |             |             | <b>\$148,266</b> | <b>\$195,757</b> | <b>\$330,408</b> | <b>\$527,157</b> |

# January 2022



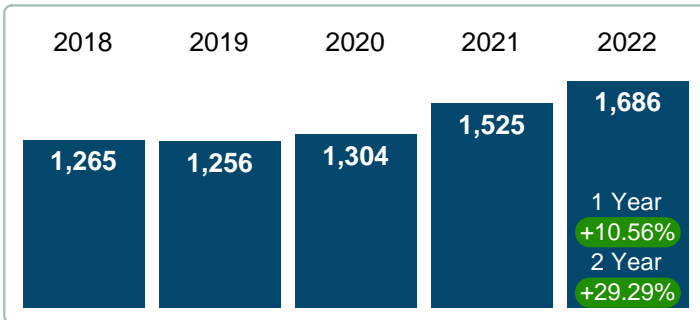
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



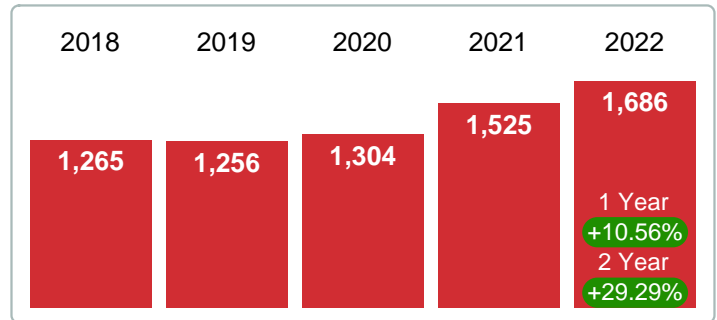
## PENDING LISTINGS

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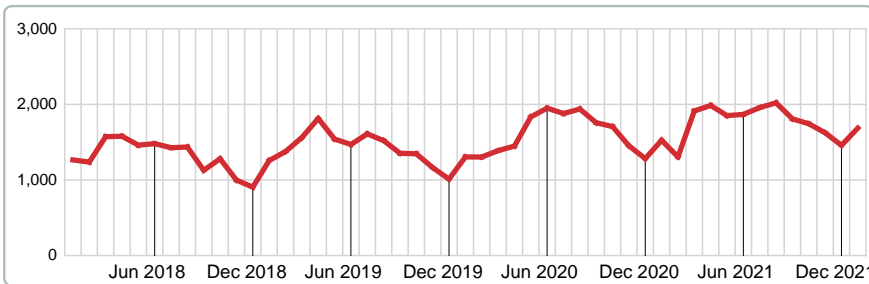
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,407

High Aug 2021 2,020 Low Dec 2018 905

Pending Listings this month at **1,686**  
above the 5 yr JAN average of **1,407**



### 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                               | 162                | 9.61%       | 47.3        | 96               | 44               | 20               | 2                |
| \$50,001 - \$100,000                            | 150                | 8.90%       | 51.3        | 107              | 34               | 9                | 0                |
| \$100,001 - \$175,000                           | 316                | 18.74%      | 30.5        | 84               | 208              | 23               | 1                |
| \$175,001 - \$250,000                           | 410                | 24.32%      | 22.2        | 53               | 290              | 61               | 6                |
| \$250,001 - \$325,000                           | 230                | 13.64%      | 25.7        | 21               | 109              | 94               | 6                |
| \$325,001 - \$450,000                           | 235                | 13.94%      | 36.7        | 22               | 90               | 105              | 18               |
| \$450,001 and up                                | 183                | 10.85%      | 49.3        | 24               | 41               | 97               | 21               |
| <b>Total Pending Units</b>                      | <b>1,686</b>       |             |             | <b>407</b>       | <b>816</b>       | <b>409</b>       | <b>54</b>        |
| <b>Total Pending Volume</b>                     | <b>435,221,313</b> | <b>100%</b> | <b>37.2</b> | <b>72.92M</b>    | <b>186.20M</b>   | <b>147.59M</b>   | <b>28.51M</b>    |
| <b>Average Listing Price</b>                    | <b>\$216,627</b>   |             |             | <b>\$179,176</b> | <b>\$228,187</b> | <b>\$360,848</b> | <b>\$527,956</b> |

# January 2022



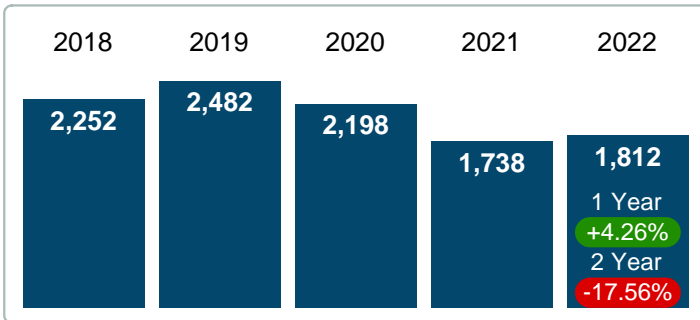
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



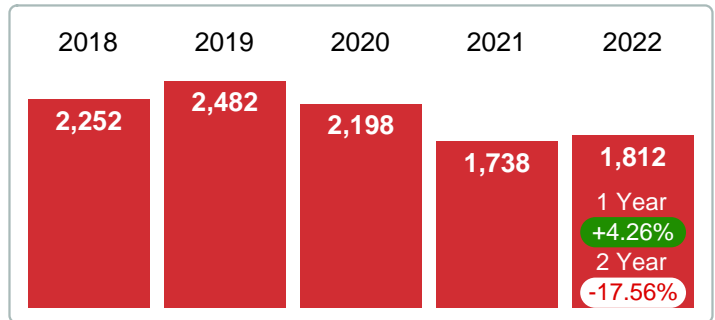
## NEW LISTINGS

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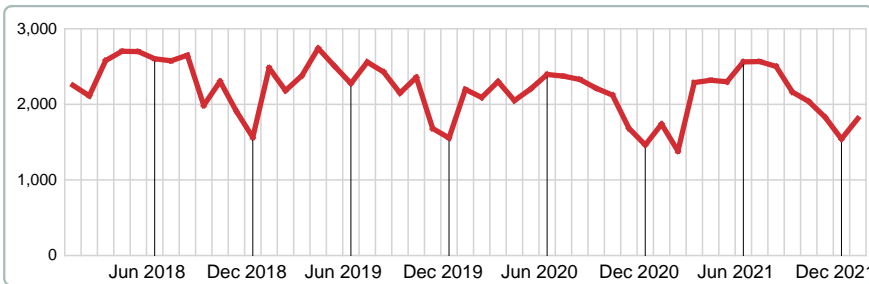
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2,096

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

New Listings this month at **1,812**  
below the 5 yr JAN average of **2,096**



### 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                           | 166                | 9.16%       | 44               | 87               | 31               | 4                |
| \$25,001 - \$100,000                        | 245                | 13.52%      | 195              | 41               | 9                | 0                |
| \$100,001 - \$150,000                       | 187                | 10.32%      | 82               | 93               | 12               | 0                |
| \$150,001 - \$250,000                       | 508                | 28.04%      | 85               | 343              | 76               | 4                |
| \$250,001 - \$350,000                       | 281                | 15.51%      | 31               | 129              | 114              | 7                |
| \$350,001 - \$500,000                       | 226                | 12.47%      | 28               | 93               | 88               | 17               |
| \$500,001 and up                            | 199                | 10.98%      | 49               | 32               | 80               | 38               |
| <b>Total New Listed Units</b>               | <b>1,812</b>       |             | <b>514</b>       | <b>818</b>       | <b>410</b>       | <b>70</b>        |
| <b>Total New Listed Volume</b>              | <b>517,042,740</b> | <b>100%</b> | <b>127.22M</b>   | <b>193.61M</b>   | <b>149.42M</b>   | <b>46.79M</b>    |
| <b>Average New Listed Listing Price</b>     | <b>\$174,530</b>   |             | <b>\$247,515</b> | <b>\$236,684</b> | <b>\$364,449</b> | <b>\$668,402</b> |

# January 2022



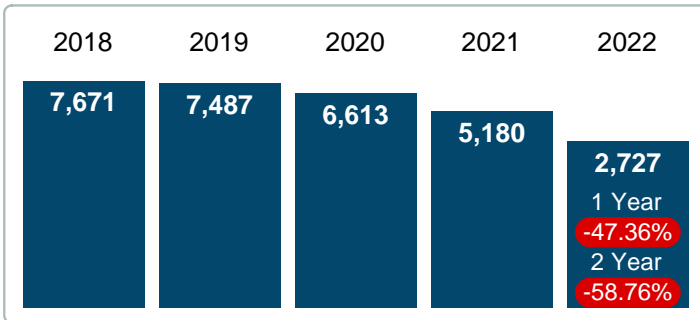
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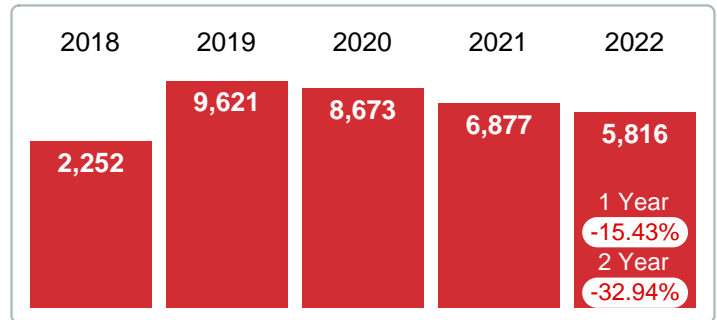
## ACTIVE INVENTORY

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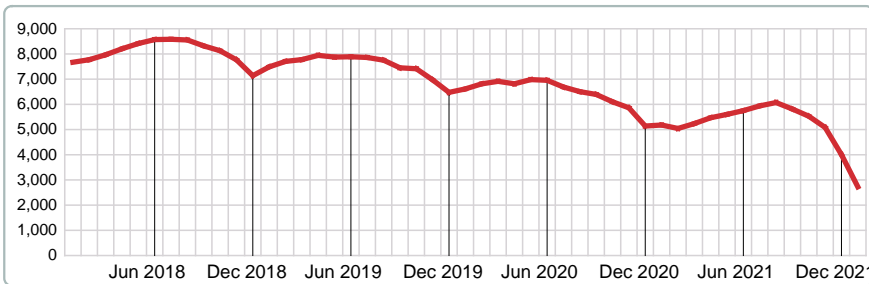
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

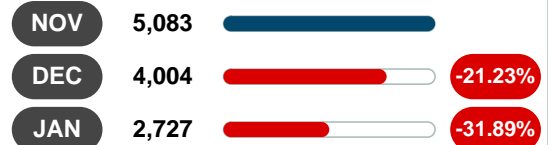


### 3 MONTHS

5 year JAN AVG = 5,936

High Jul 2018 8,582 Low Jan 2022 2,727

Inventory this month at 2,727 below the 5 yr JAN average of 5,936



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range      |  | %           | AVDOM       | 1-2 Beds         | 3 Beds           | 4 Beds           | 5+ Beds            |
|---|--|-------------|-------------|------------------|------------------|------------------|--------------------|
| \$25,000 and less                             | 285 <div style="width: 10.45%;"></div> | 10.45%      | 73.6        | 162              | 88               | 30               | 5                  |
| \$25,001 - \$50,000                           | 188 <div style="width: 6.89%;"></div>  | 6.89%       | 113.7       | 180              | 6                | 1                | 1                  |
| \$50,001 - \$125,000                          | 469 <div style="width: 17.20%;"></div> | 17.20%      | 92.8        | 370              | 76               | 21               | 2                  |
| \$125,001 - \$275,000                         | 701 <div style="width: 25.71%;"></div> | 25.71%      | 68.0        | 309              | 291              | 93               | 8                  |
| \$275,001 - \$475,000                         | 467 <div style="width: 17.13%;"></div> | 17.13%      | 83.8        | 147              | 157              | 136              | 27                 |
| \$475,001 - \$875,000                         | 336 <div style="width: 12.32%;"></div> | 12.32%      | 96.2        | 111              | 53               | 126              | 46                 |
| \$875,001 and up                              | 281 <div style="width: 10.30%;"></div> | 10.30%      | 116.2       | 166              | 22               | 41               | 52                 |
| <b>Total Active Inventory by Units</b>        | <b>2,727</b>                           |             |             | <b>1,445</b>     | <b>693</b>       | <b>448</b>       | <b>141</b>         |
| <b>Total Active Inventory by Volume</b>       | <b>1,074,710,542</b>                   | <b>100%</b> | <b>87.1</b> | <b>534.77M</b>   | <b>190.32M</b>   | <b>207.85M</b>   | <b>141.76M</b>     |
| <b>Average Active Inventory Listing Price</b> | <b>\$394,100</b>                       |             |             | <b>\$370,086</b> | <b>\$274,633</b> | <b>\$463,957</b> | <b>\$1,005,408</b> |

# January 2022



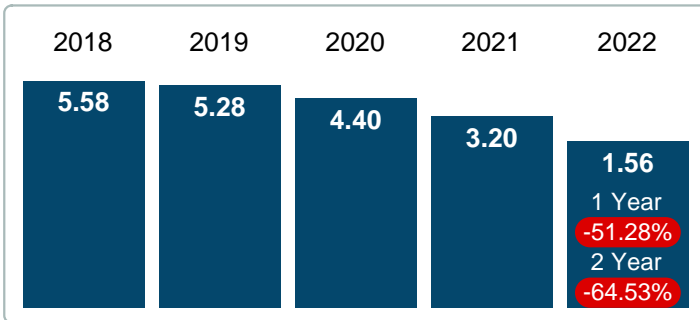
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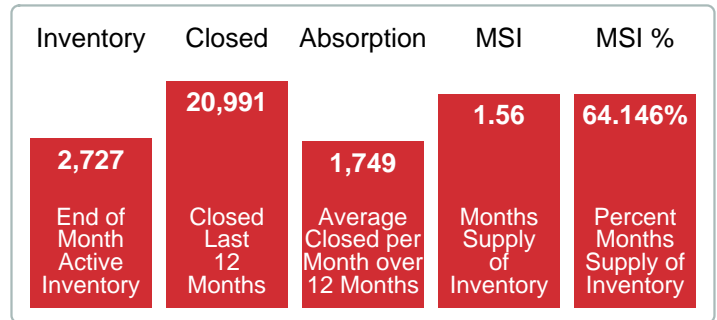
## MONTHS SUPPLY of INVENTORY (MSI)

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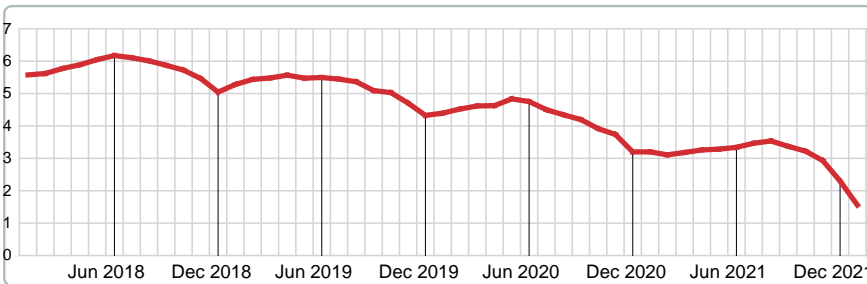
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

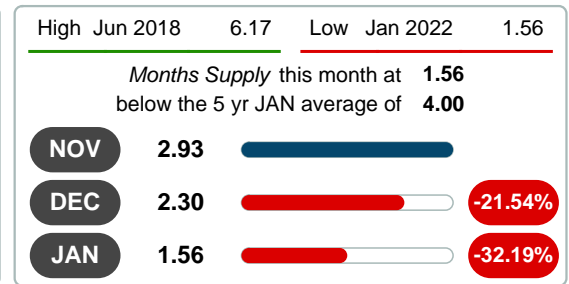


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 4.00



### 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                                       | 285 | 10.45% | 2.01  | 3.66     | 1.21   | 1.32   | 2.31    |
| \$25,001 - \$50,000                                     | 188 | 6.89%  | 3.20  | 4.22     | 0.42   | 0.60   | 4.00    |
| \$50,001 - \$125,000                                    | 469 | 17.20% | 2.08  | 3.29     | 0.76   | 2.00   | 1.26    |
| \$125,001 - \$275,000                                   | 701 | 25.71% | 0.88  | 3.29     | 0.55   | 0.59   | 0.64    |
| \$275,001 - \$475,000                                   | 467 | 17.13% | 1.18  | 6.44     | 1.12   | 0.69   | 0.74    |
| \$475,001 - \$875,000                                   | 336 | 12.32% | 3.10  | 13.19    | 2.90   | 2.30   | 1.72    |
| \$875,001 and up  | 281 | 10.30% | 11.79 | 37.58    | 11.00  | 4.43   | 6.37    |
| Market Supply of Inventory (MSI)                        |     |        | 1.56  | 4.39     | 0.79   | 0.99   | 1.60    |
| Total Active Inventory by Units                         |     | 100%   | 1.56  | 1,445    | 693    | 448    | 141     |

# January 2022



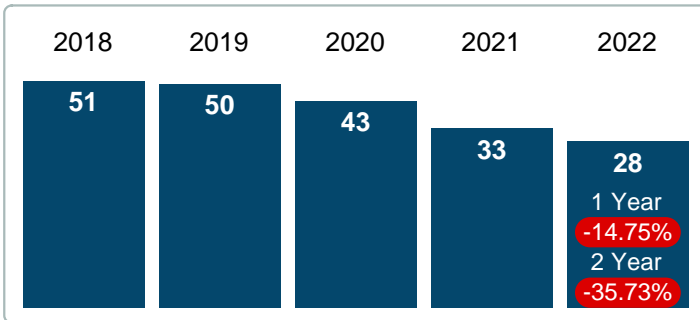
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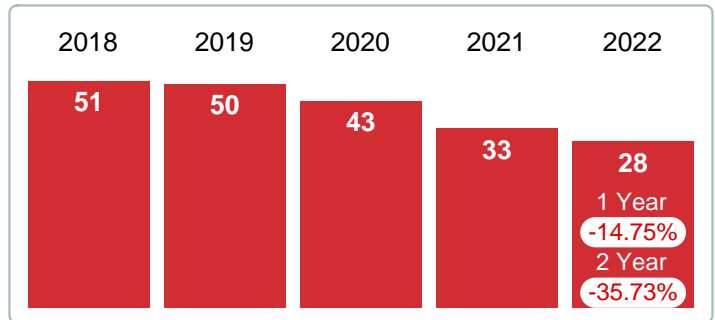
## AVERAGE DAYS ON MARKET TO SALE

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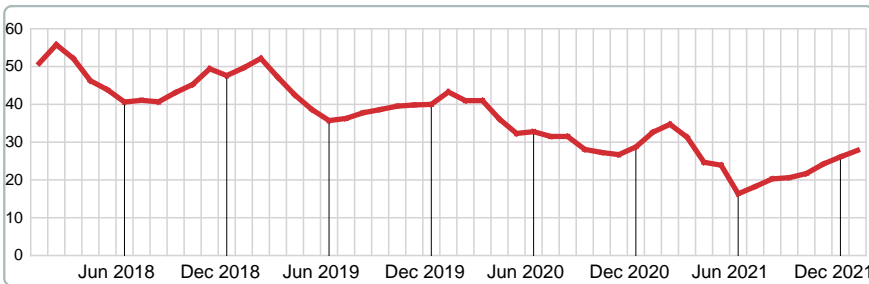
### JANUARY



### YEAR TO DATE (YTD)

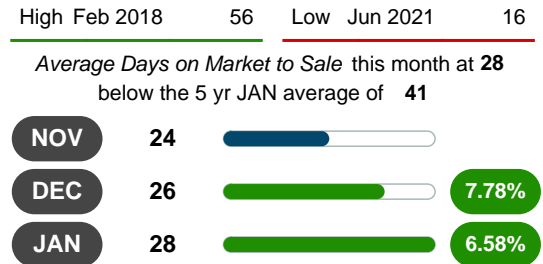


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 41



### 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 |
|---|-----|--------|-------------|----------|---------|---------|---------|
| \$0 and less  | 0   | 0.00%  | 0           | 0        | 0       | 0       | 0       |
| \$1-\$75,000  | 261 | 19.00% | 34          | 43       | 24      | 27      | 52      |
| \$75,001-\$150,000  | 233 | 16.96% | 33          | 51       | 21      | 17      | 89      |
| \$150,001-\$225,000   | 301 | 21.91% | 19          | 42       | 15      | 21      | 11      |
| \$225,001-\$300,000   | 232 | 16.89% | 21          | 63       | 17      | 17      | 23      |
| \$300,001-\$400,000   | 175 | 12.74% | 24          | 25       | 28      | 20      | 30      |
| \$400,001 and up  | 172 | 12.52% | 40          | 89       | 26      | 36      | 38      |
| Average Closed DOM  |     |        | 28          | 49       | 20      | 24      | 37      |
| Total Closed Units  |     | 100%   | 28          | 300      | 688     | 326     | 60      |
| Total Closed Volume   |     |        | 318,503,376 | 44.48M   | 134.68M | 107.71M | 31.63M  |



# January 2022



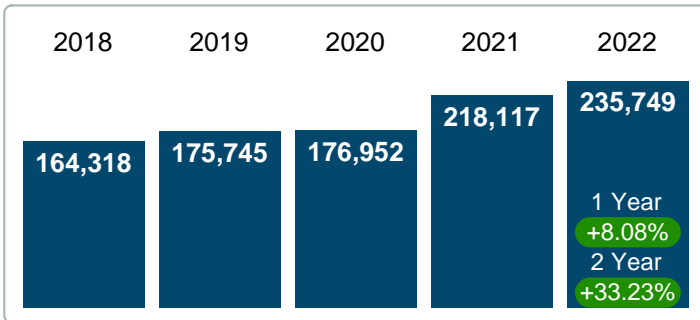
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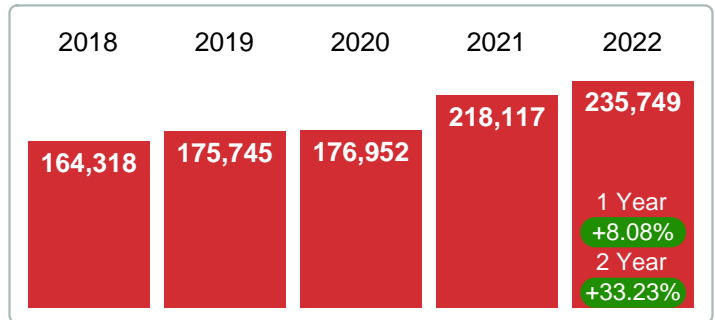
## AVERAGE LIST PRICE AT CLOSING

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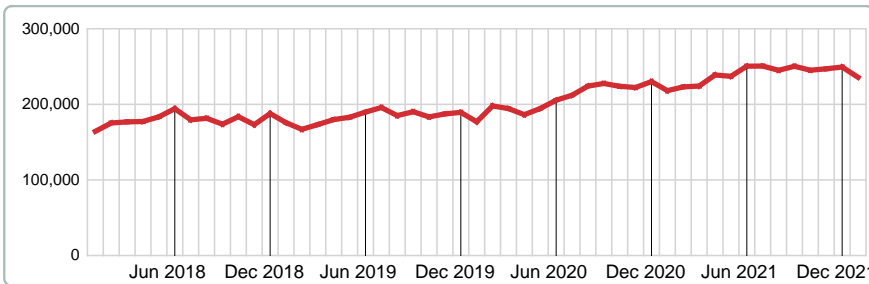
### JANUARY



### YEAR TO DATE (YTD)

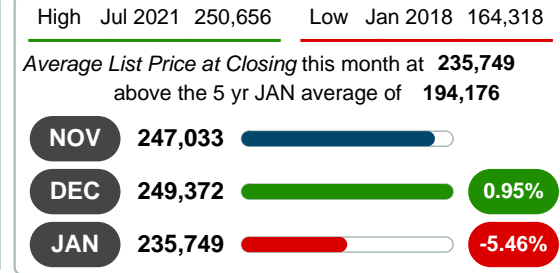


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 194,176



### 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 |
|--|-----|--------|-------------|----------|---------|---------|---------|
| \$0 and less   | 0   | 0.00%  | 0           | 0        | 0       | 0       | 0       |
| \$1-\$75,000   | 248 | 18.05% | 25,231      | 41,443   | 18,900  | 8,191   | 2,285   |
| \$75,001-\$150,000   | 247 | 17.98% | 119,242     | 115,396  | 124,748 | 129,185 | 117,667 |
| \$150,001-\$225,000  | 298 | 21.69% | 189,948     | 192,520  | 189,194 | 194,573 | 199,900 |
| \$225,001-\$300,000  | 240 | 17.47% | 261,005     | 275,212  | 254,819 | 263,881 | 268,527 |
| \$300,001-\$400,000  | 167 | 12.15% | 348,447     | 410,890  | 341,052 | 350,334 | 362,135 |
| \$400,001 and up   | 174 | 12.66% | 636,623     | 810,780  | 491,615 | 607,570 | 770,598 |
| Average List Price   |     |        | 235,749     | 157,566  | 196,553 | 333,921 | 542,706 |
| Total Closed Units   |     | 100%   | 235,749     | 300      | 688     | 326     | 60      |
| Total Closed Volume  |     |        | 323,918,797 | 47.27M   | 135.23M | 108.86M | 32.56M  |



# January 2022



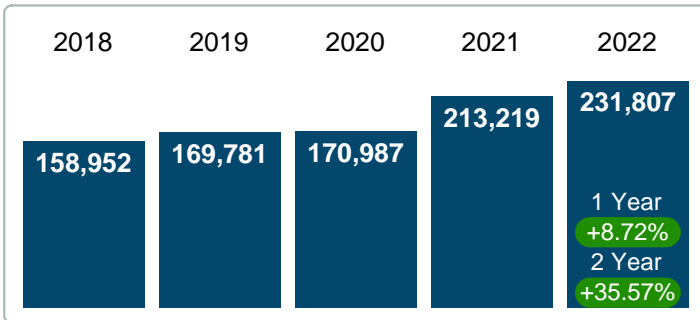
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



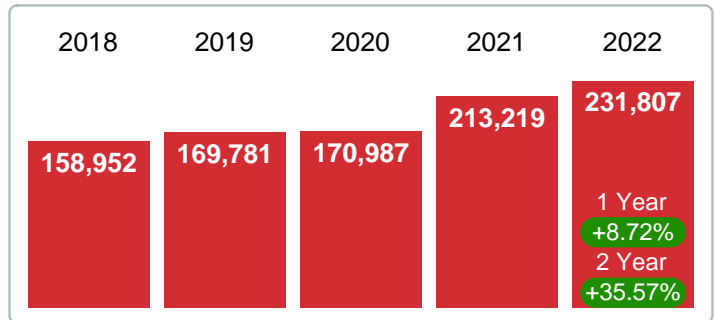
## AVERAGE SOLD PRICE AT CLOSING

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

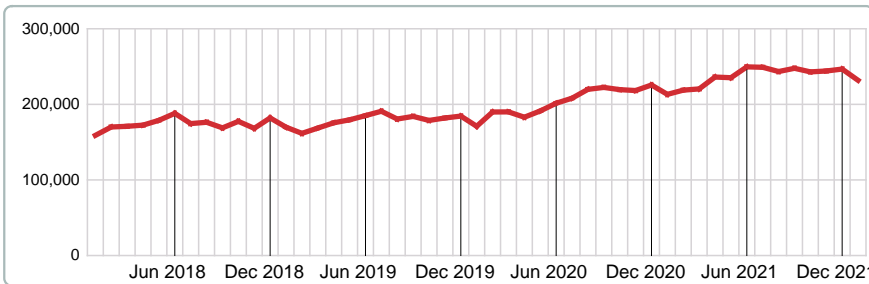
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

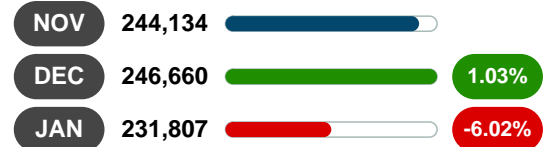


### 3 MONTHS

5 year JAN AVG = 188,949

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

Average Sold Price at Closing this month at **231,807** above the 5 yr JAN average of **188,949**



### 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 |
|--|-----|--------|-------------|----------|---------|---------|---------|
| \$0 and less   | 0   | 0.00%  | 0           | 0        | 0       | 0       | 0       |
| \$1-\$75,000   | 261 | 19.00% | 26,053      | 37,698   | 17,717  | 6,987   | 2,285   |
| \$75,001-\$150,000   | 233 | 16.96% | 118,260     | 110,930  | 122,449 | 126,562 | 117,167 |
| \$150,001-\$225,000  | 301 | 21.91% | 189,423     | 185,033  | 188,997 | 194,665 | 215,000 |
| \$225,001-\$300,000  | 232 | 16.89% | 259,077     | 260,400  | 256,035 | 263,753 | 262,936 |
| \$300,001-\$400,000  | 175 | 12.74% | 345,786     | 341,050  | 338,544 | 349,902 | 366,235 |
| \$400,001 and up   | 172 | 12.52% | 619,270     | 775,232  | 489,810 | 594,798 | 742,537 |
| Average Sold Price   |     |        | 231,807     | 148,266  | 195,757 | 330,408 | 527,157 |
| Total Closed Units   |     | 100%   | 231,807     | 300      | 688     | 326     | 60      |
| Total Closed Volume  |     |        | 318,503,376 | 44.48M   | 134.68M | 107.71M | 31.63M  |

# January 2022



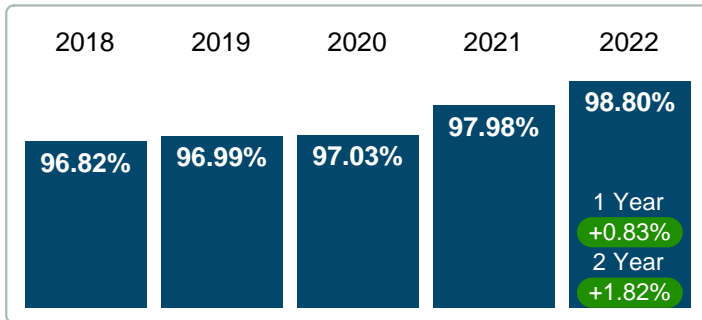
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



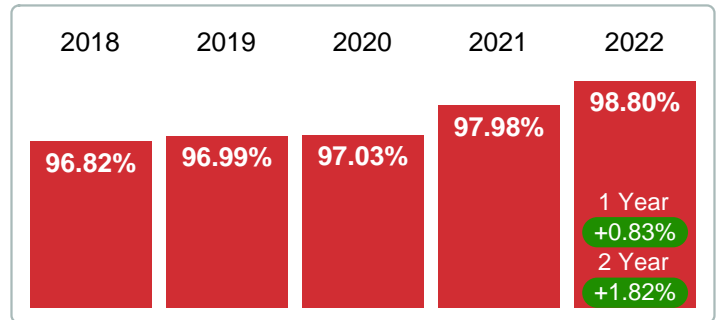
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

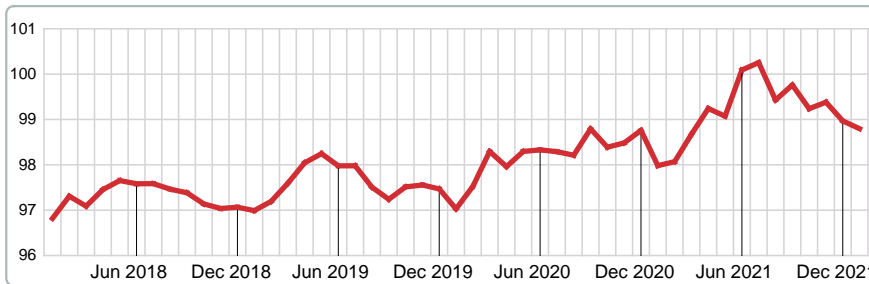
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

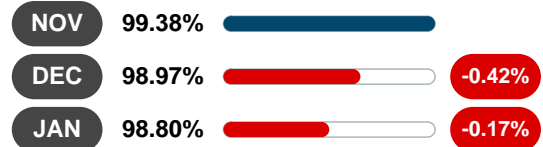


### 3 MONTHS

5 year JAN AVG = 97.52%

High Jul 2021 100.25% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.80%**  
above the 5 yr JAN average of **97.52%**



### 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 |
|--|-----|-------------|---------|----------|---------|---------|---------|
| \$0 and less                                   | 0   | 0.00%       | 0.00%   | 0.00%    | 0.00%   | 0.00%   | 0.00%   |
| \$1-\$75,000                                   | 261 | 19.00%      | 97.36%  | 96.23%   | 98.53%  | 97.88%  | 100.00% |
| \$75,001-\$150,000                             | 233 | 16.96%      | 97.69%  | 96.61%   | 98.30%  | 98.61%  | 99.50%  |
| \$150,001-\$225,000                            | 301 | 21.91%      | 99.73%  | 96.81%   | 100.10% | 100.37% | 107.55% |
| \$225,001-\$300,000                            | 232 | 16.89%      | 99.94%  | 95.21%   | 100.62% | 100.06% | 98.25%  |
| \$300,001-\$400,000                            | 175 | 12.74%      | 99.28%  | 89.56%   | 99.53%  | 100.00% | 101.15% |
| \$400,001 and up                               | 172 | 12.52%      | 98.80%  | 96.87%   | 99.92%  | 98.77%  | 98.69%  |
| Average Sold/List Ratio                        |     | 98.80%      |         | 96.18%   | 99.56%  | 99.51%  | 99.25%  |
| Total Closed Units                             |     | 1,374       | 100%    | 300      | 688     | 326     | 60      |
| Total Closed Volume                            |     | 318,503,376 |         | 44.48M   | 134.68M | 107.71M | 31.63M  |

# January 2022



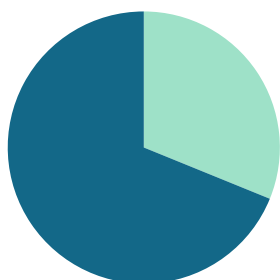
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

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

### INVENTORY

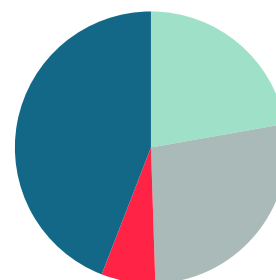


**Inventory**  
 New Listings  
**1,812 = 31.15%**  
 Start Inventory  
**4,005**  
 Total Inventory Units  
**5,817**  
 Volume  
**\$1,899,022,477**

### Market Activity

Closed Sales  
**1,374 = 22.22%**  
 Pending Sales  
**1,686 = 27.27%**  
 Other Off Market  
**396 = 6.40%**  
 Active Inventory  
**2,727 = 44.10%**

### MARKET ACTIVITY



| Compared Metrics                               | January |         |         | Year to Date |         |         |
|--|---------|---------|---------|--------------|---------|---------|
|  | 2021    | 2022    | +/-%    | 2021         | 2022    | +/-%    |
| Closed Sales                                   | 1,284   | 1,374   | 7.01%   | 1,284        | 1,374   | 7.01%   |
| Pending Sales                                  | 1,525   | 1,686   | 10.56%  | 1,525        | 1,686   | 10.56%  |
| New Listings                                   | 1,738   | 1,812   | 4.26%   | 1,738        | 1,812   | 4.26%   |
| Average List Price                             | 218,117 | 235,749 | 8.08%   | 218,117      | 235,749 | 8.08%   |
| Average Sale Price                             | 213,219 | 231,807 | 8.72%   | 213,219      | 231,807 | 8.72%   |
| Average Percent of Selling Price to List Price | 97.98%  | 98.80%  | 0.83%   | 97.98%       | 98.80%  | 0.83%   |
| Average Days on Market to Sale                 | 32.63   | 27.81   | -14.75% | 32.63        | 27.81   | -14.75% |
| Monthly Inventory                              | 5,193   | 2,727   | -47.49% | 5,193        | 2,727   | -47.49% |
| Months Supply of Inventory                     | 3.21    | 1.56    | -51.40% | 3.21         | 1.56    | -51.40% |

**Absorption:** Last 12 months, an Average of **1,749** Sales/Month

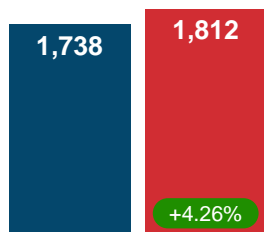
**Inventory** on January 31, 2022 = **2,727**

**2021** **2022**

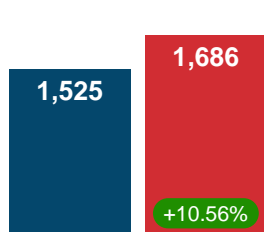
### JANUARY MARKET

### AVERAGE PRICES

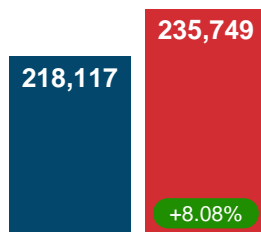
#### New Listings



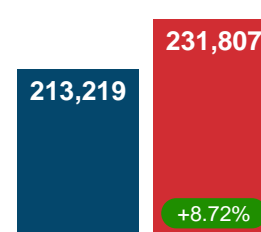
#### Pending Listings



#### List Price



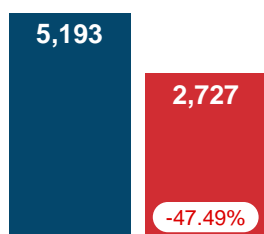
#### Sale Price



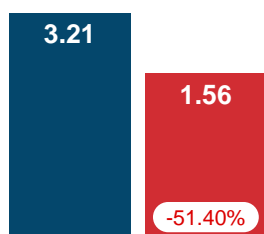
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

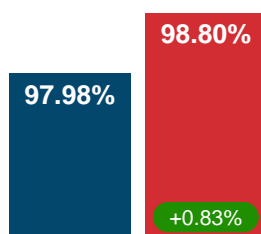
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

