

January 2022



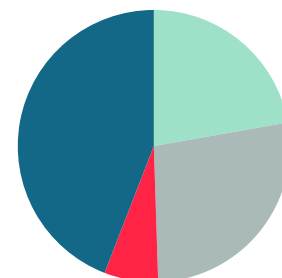
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner



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% |
| Median List Price | 184,250 | 199,900 | 8.49% |
| Median Sale Price | 182,750 | 200,000 | 9.44% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 12.00 | 10.00 | -16.67% |
| 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.

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 **9.44%** in January 2022 to \$200,000 versus the previous year at \$182,750.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 2.00 days or **16.67%** in January 2022 compared to last year's same month at **12.00** DOM.

Sales Success for January 2022 is Positive

Overall, with Median 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.

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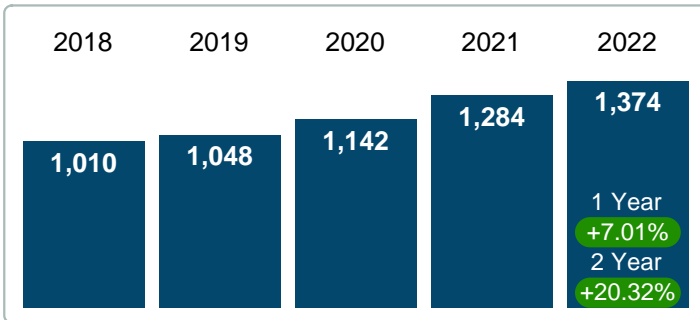
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



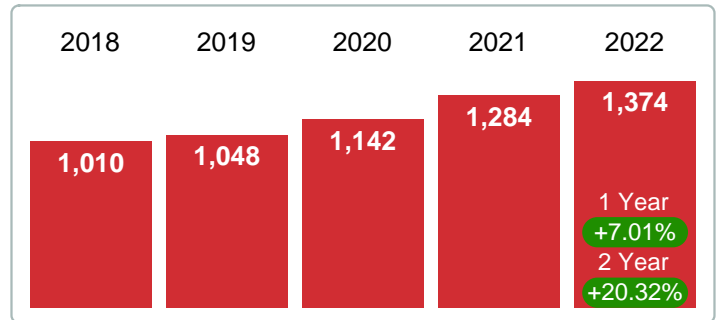
CLOSED LISTINGS

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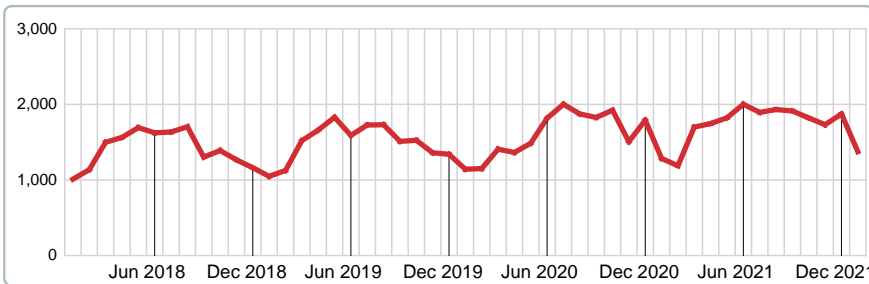
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

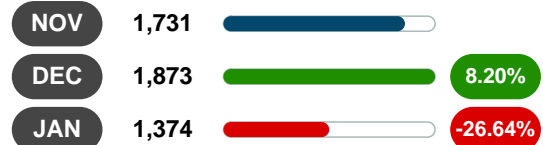


3 MONTHS

5 year JAN AVG = 1,172

High Jun 2021 2,001 Low Jan 2018 1,010

Closed Listings this month at 1,374
above the 5 yr JAN average of 1,172



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-\$75,000 | 261 | 19.00% | 16.0 | 126 | 104 | 29 | 2 |
| \$75,001-\$150,000 | 233 | 16.96% | 10.0 | 88 | 129 | 13 | 3 |
| \$150,001-\$225,000 | 301 | 21.91% | 7.0 | 40 | 214 | 46 | 1 |
| \$225,001-\$300,000 | 232 | 16.89% | 6.0 | 17 | 132 | 72 | 11 |
| \$300,001-\$400,000 | 175 | 12.74% | 7.0 | 10 | 70 | 85 | 10 |
| \$400,001 and up | 172 | 12.52% | 18.0 | 19 | 39 | 81 | 33 |
| Total Closed Units | 1,374 | | | 300 | 688 | 326 | 60 |
| Total Closed Volume | 318,503,376 | 100% | 10.0 | 44.48M | 134.68M | 107.71M | 31.63M |
| Median Closed Price | \$200,000 | | | \$90,500 | \$190,950 | \$305,250 | \$420,035 |

January 2022



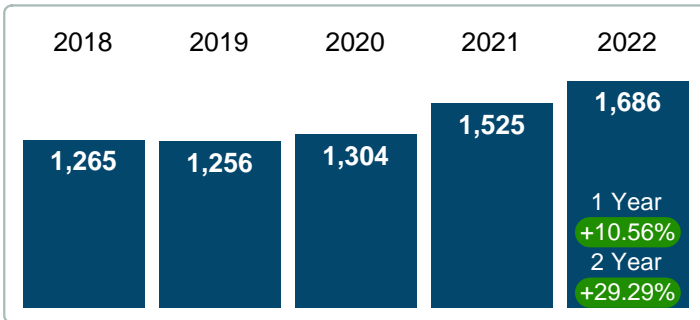
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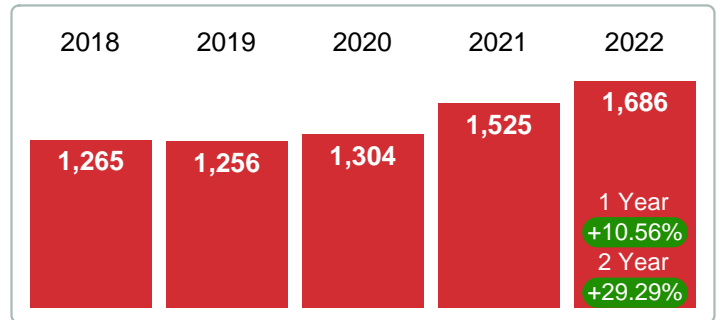
PENDING LISTINGS

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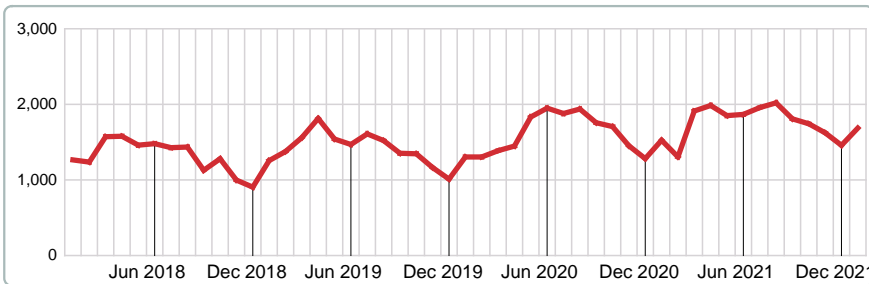
JANUARY



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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$50,000 and less | 162 | 9.61% | 21.0 | 96 | 44 | 20 | 2 |
| \$50,001 - \$100,000 | 150 | 8.90% | 27.5 | 107 | 34 | 9 | 0 |
| \$100,001 - \$175,000 | 316 | 18.74% | 9.0 | 84 | 208 | 23 | 1 |
| \$175,001 - \$250,000 | 410 | 24.32% | 6.0 | 53 | 290 | 61 | 6 |
| \$250,001 - \$325,000 | 230 | 13.64% | 6.0 | 21 | 109 | 94 | 6 |
| \$325,001 - \$450,000 | 235 | 13.94% | 9.0 | 22 | 90 | 105 | 18 |
| \$450,001 and up | 183 | 10.85% | 19.0 | 24 | 41 | 97 | 21 |
| Total Pending Units | 1,686 | | | 407 | 816 | 409 | 54 |
| Total Pending Volume | 435,221,313 | 100% | 10.0 | 72.92M | 186.20M | 147.59M | 28.51M |
| Median Listing Price | \$215,000 | | | \$104,900 | \$200,000 | \$325,000 | \$412,500 |

January 2022



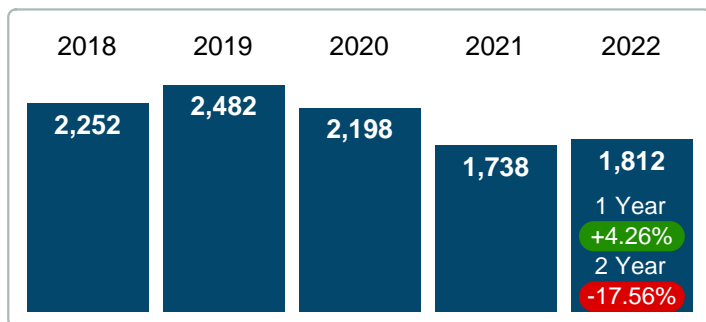
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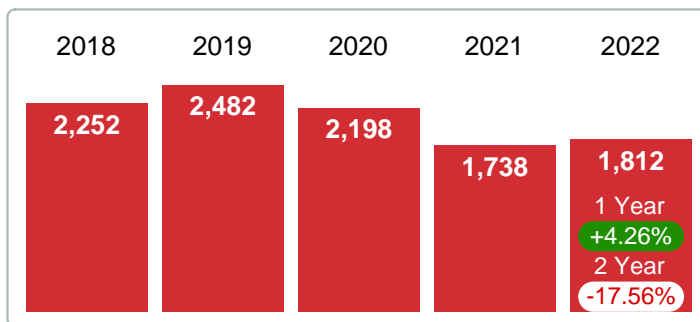
NEW LISTINGS

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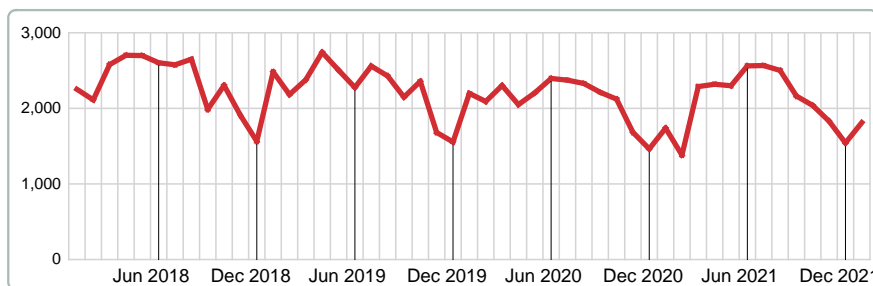
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

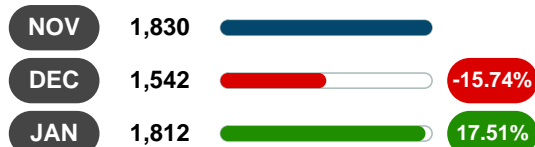


3 MONTHS

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 |
| Total New Listed Units | 1,812 | | 514 | 818 | 410 | 70 |
| Total New Listed Volume | 517,042,740 | 100% | 127.22M | 193.61M | 149.42M | 46.79M |
| Median New Listed Listing Price | \$210,000 | | \$115,250 | \$200,000 | \$315,000 | \$540,750 |

January 2022



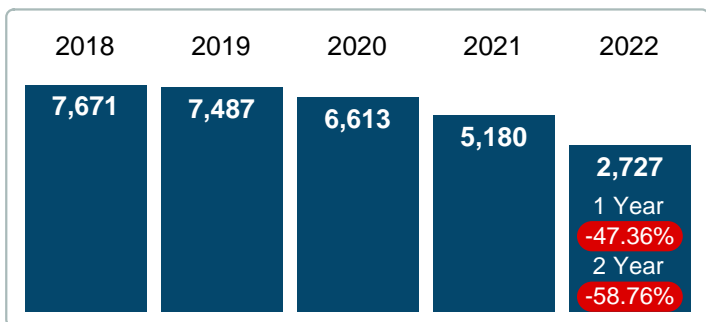
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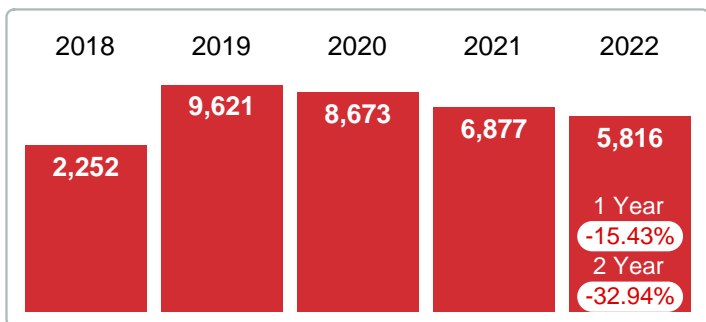
ACTIVE INVENTORY

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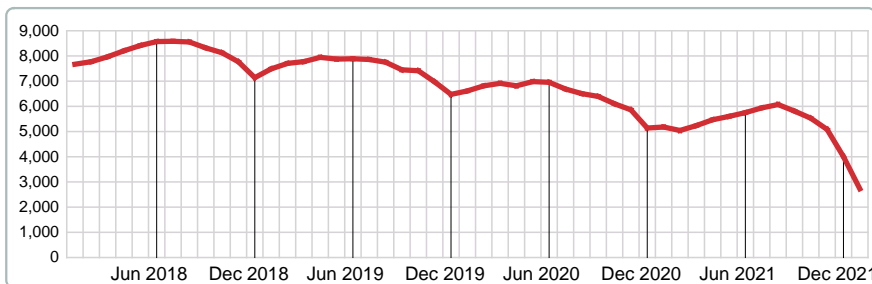
END OF JANUARY



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 | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 285 | 10.45% | 51.0 | 162 | 88 | 30 | 5 |
| \$25,001 - \$50,000 | 188 | 6.89% | 82.0 | 180 | 6 | 1 | 1 |
| \$50,001 - \$125,000 | 469 | 17.20% | 66.0 | 370 | 76 | 21 | 2 |
| \$125,001 - \$275,000 | 701 | 25.71% | 46.0 | 309 | 291 | 93 | 8 |
| \$275,001 - \$475,000 | 467 | 17.13% | 59.0 | 147 | 157 | 136 | 27 |
| \$475,001 - \$875,000 | 336 | 12.32% | 76.5 | 111 | 53 | 126 | 46 |
| \$875,001 and up | 281 | 10.30% | 111.0 | 166 | 22 | 41 | 52 |
| Total Active Inventory by Units | 2,727 | | | 1,445 | 693 | 448 | 141 |
| Total Active Inventory by Volume | 1,074,710,542 | 100% | 61.0 | 534.77M | 190.32M | 207.85M | 141.76M |
| Median Active Inventory Listing Price | \$200,000 | | | \$135,000 | \$209,900 | \$370,200 | \$695,000 |

January 2022



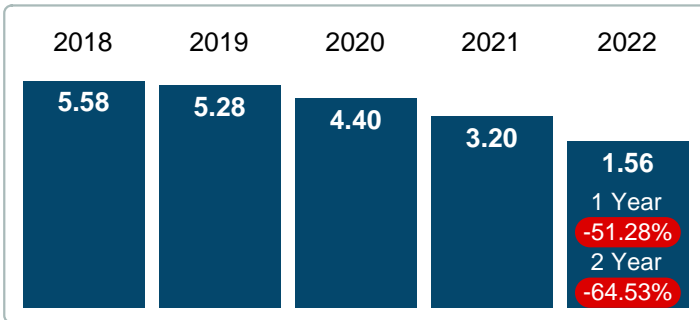
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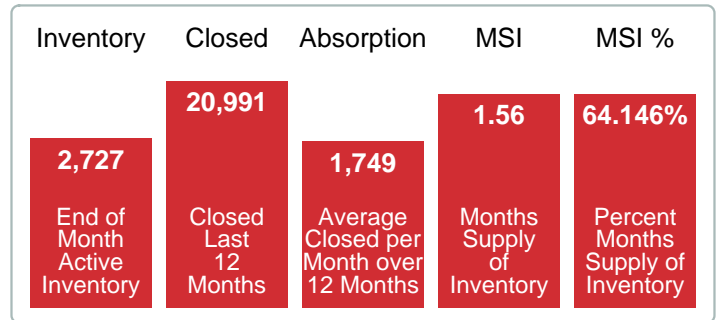
MONTHS SUPPLY of INVENTORY (MSI)

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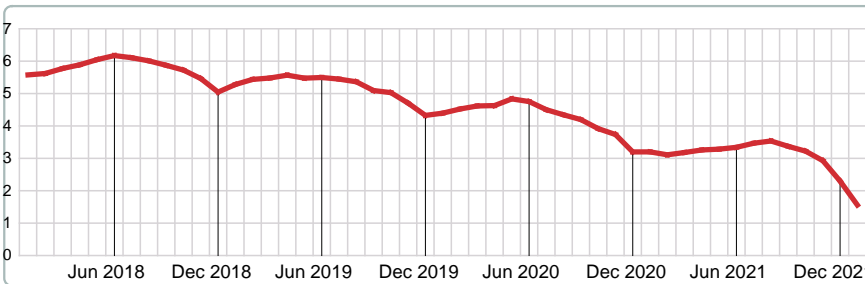
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

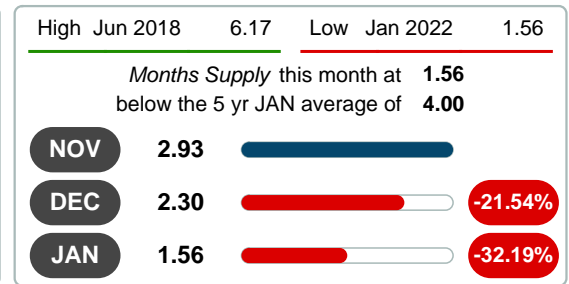


5 YEAR MARKET ACTIVITY TRENDS



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



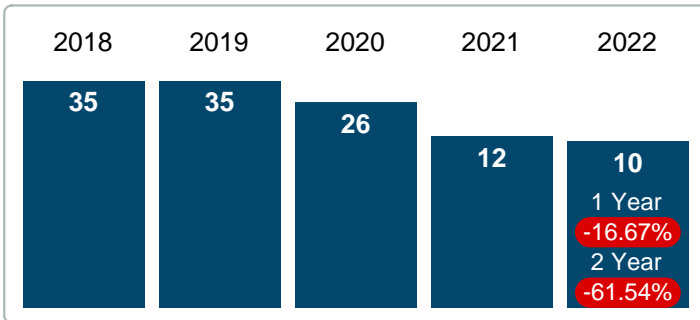
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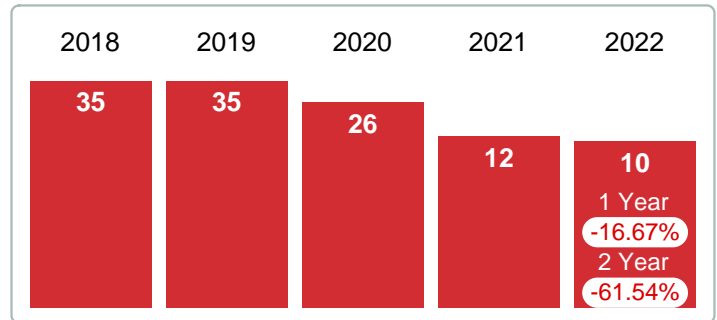
MEDIAN DAYS ON MARKET TO SALE

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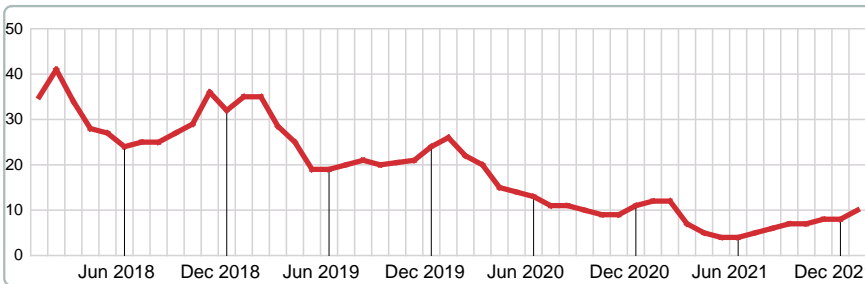
JANUARY



YEAR TO DATE (YTD)

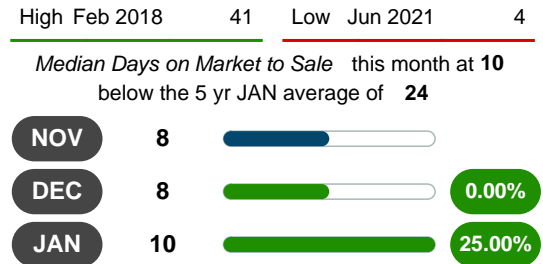


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 24



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% | 111 | 0 | 0 | 0 | 0 |
| \$1-\$75,000 | 261 | 19.00% | 16 | 18 | 15 | 15 | 52 |
| \$75,001-\$150,000 | 233 | 16.96% | 10 | 20 | 8 | 3 | 92 |
| \$150,001-\$225,000 | 301 | 21.91% | 7 | 13 | 5 | 10 | 11 |
| \$225,001-\$300,000 | 232 | 16.89% | 6 | 40 | 5 | 7 | 8 |
| \$300,001-\$400,000 | 175 | 12.74% | 7 | 15 | 8 | 5 | 24 |
| \$400,001 and up | 172 | 12.52% | 18 | 74 | 8 | 17 | 20 |
| Median Closed DOM | | | 10 | 19 | 7 | 9 | 20 |
| Total Closed Units | | 100% | 1,374 | 300 | 688 | 326 | 60 |
| Total Closed Volume | | | 318,503,376 | 44.48M | 134.68M | 107.71M | 31.63M |

January 2022



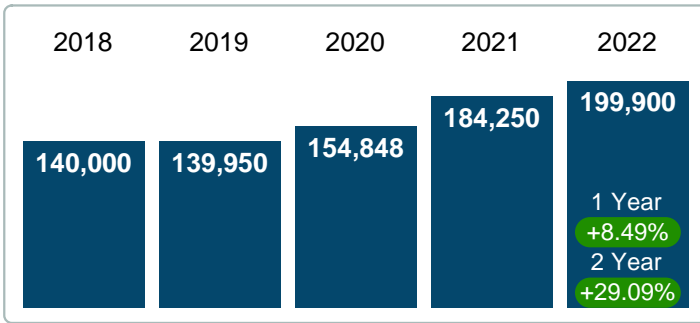
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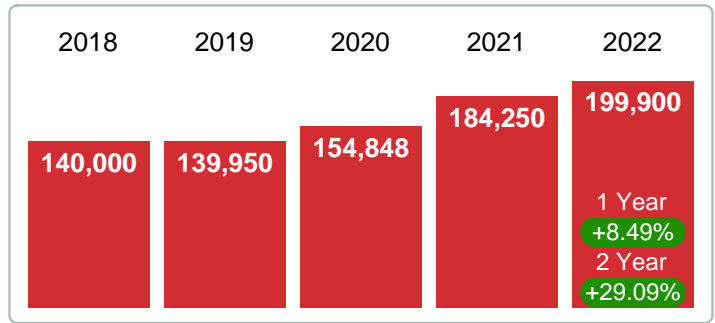
MEDIAN LIST PRICE AT CLOSING

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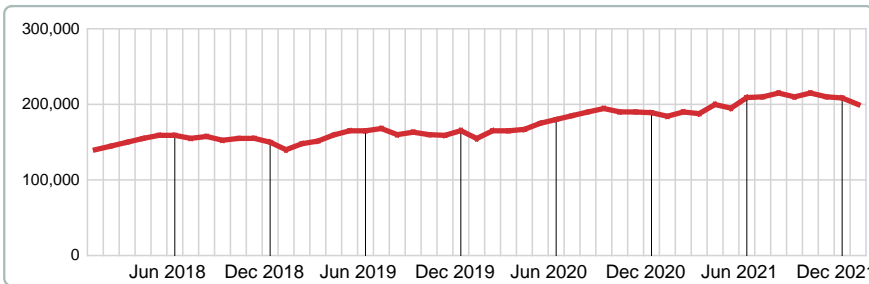
JANUARY



YEAR TO DATE (YTD)

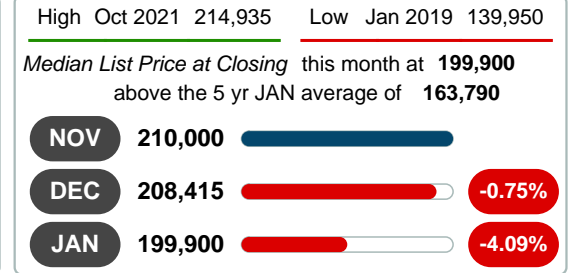


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 163,790



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% | 18 | 0 | 0 | 0 | 0 |
| \$1-\$75,000 | 248 | 18.05% | 7,000 | 37,000 | 1,613 | 1,995 | 2,285 |
| \$75,001-\$150,000 | 247 | 17.98% | 123,000 | 113,000 | 129,900 | 133,500 | 113,500 |
| \$150,001-\$225,000 | 298 | 21.69% | 189,900 | 181,500 | 189,900 | 190,000 | 225,000 |
| \$225,001-\$300,000 | 240 | 17.47% | 257,245 | 275,000 | 249,900 | 259,950 | 282,000 |
| \$300,001-\$400,000 | 167 | 12.15% | 349,500 | 350,000 | 334,900 | 350,000 | 369,900 |
| \$400,001 and up | 174 | 12.66% | 517,250 | 695,000 | 458,000 | 519,000 | 575,000 |
| Median List Price | | | 199,900 | 99,200 | 189,900 | 302,120 | 420,000 |
| Total Closed Units | | 100% | 1,374 | 300 | 688 | 326 | 60 |
| Total Closed Volume | | | 323,918,797 | 47.27M | 135.23M | 108.86M | 32.56M |

January 2022



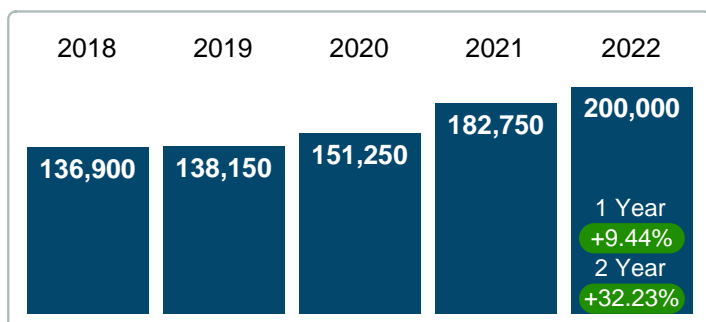
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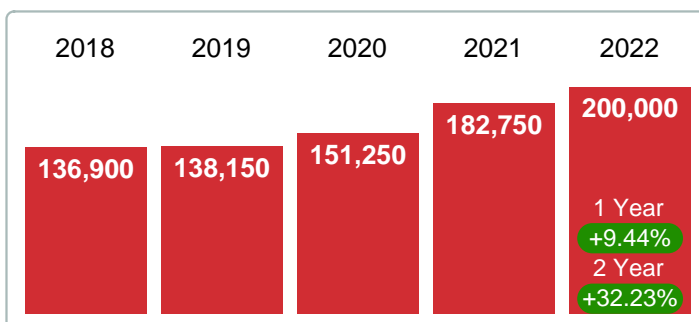
MEDIAN SOLD PRICE AT CLOSING

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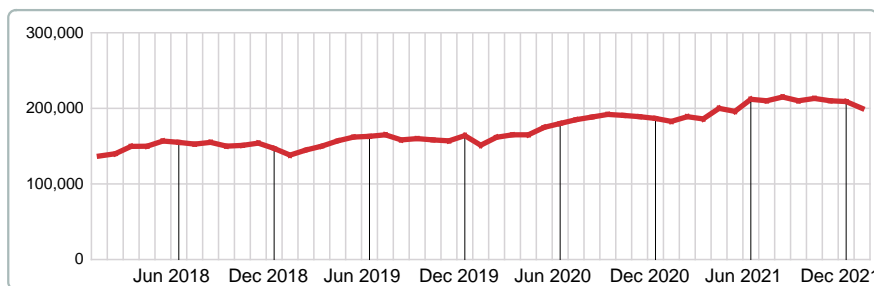
JANUARY



YEAR TO DATE (YTD)

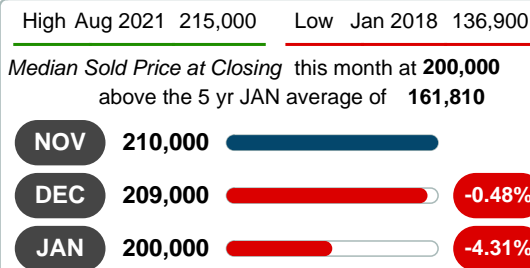


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 161,810



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% | 517,250 | 0 | 0 | 0 | 0 |
| \$1-\$75,000 | 261 | 19.00% | 13,805 | 39,000 | 1,635 | 1,995 | 2,285 |
| \$75,001-\$150,000 | 233 | 16.96% | 121,000 | 113,500 | 127,000 | 130,700 | 113,500 |
| \$150,001-\$225,000 | 301 | 21.91% | 190,000 | 185,000 | 190,000 | 194,500 | 215,000 |
| \$225,001-\$300,000 | 232 | 16.89% | 253,650 | 256,000 | 250,000 | 264,500 | 260,000 |
| \$300,001-\$400,000 | 175 | 12.74% | 342,000 | 337,500 | 335,044 | 349,000 | 374,475 |
| \$400,001 and up | 172 | 12.52% | 510,925 | 600,000 | 465,000 | 519,000 | 570,000 |
| Median Sold Price | | | 200,000 | 90,500 | 190,950 | 305,250 | 420,035 |
| Total Closed Units | | 100% | 200,000 | 300 | 688 | 326 | 60 |
| Total Closed Volume | | | 318,503,376 | 44.48M | 134.68M | 107.71M | 31.63M |

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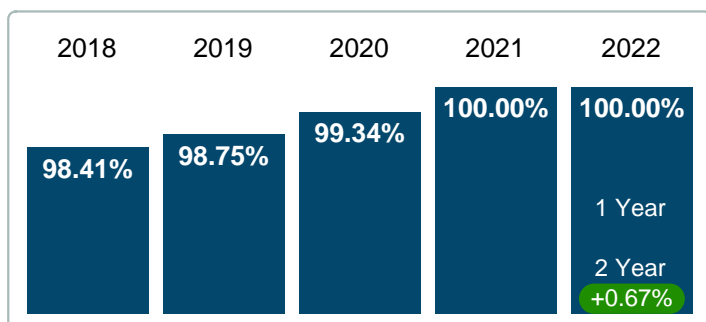
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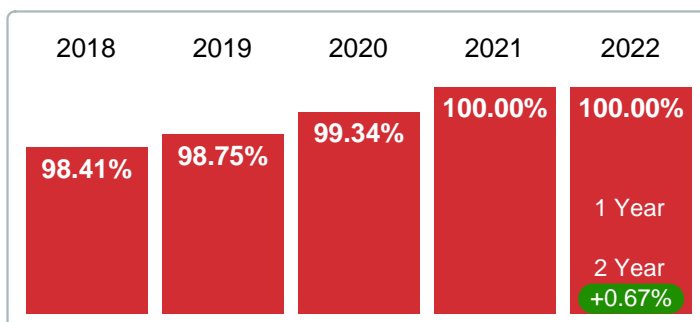
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

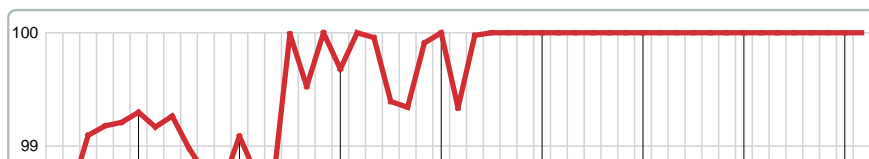
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 99.30%

High Jan 2022 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JAN average of **99.30%**

- NOV 100.00%
- DEC 100.00%
- JAN 100.00%

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% | 10.925.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1-\$75,000 | 261 | 19.00% | 100.00% | 96.46% | 100.00% | 100.00% | 100.00% |
| \$75,001-\$150,000 | 233 | 16.96% | 100.00% | 98.14% | 100.00% | 100.00% | 100.00% |
| \$150,001-\$225,000 | 301 | 21.91% | 100.00% | 98.67% | 100.00% | 100.00% | 107.55% |
| \$225,001-\$300,000 | 232 | 16.89% | 100.00% | 96.59% | 100.00% | 100.00% | 100.00% |
| \$300,001-\$400,000 | 175 | 12.74% | 100.00% | 96.30% | 100.00% | 100.00% | 100.00% |
| \$400,001 and up | 172 | 12.52% | 100.00% | 98.56% | 100.00% | 100.00% | 100.00% |
| Median Sold/List Ratio | | 100.00% | | 98.02% | 100.00% | 100.00% | 100.00% |
| 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



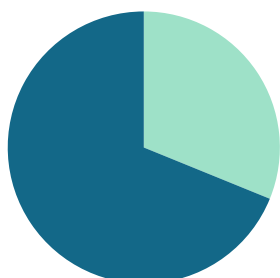
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



MARKET SUMMARY

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

INVENTORY

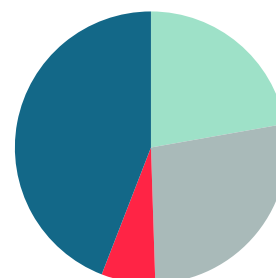


Inventory
 New Listings
1,812 = 31.15%
 Start Inventory
4,005
 Total Inventory Units
5,817
 Volume
\$1,899,022,477

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% |
| Median List Price | 184,250 | 199,900 | 8.49% | 184,250 | 199,900 | 8.49% |
| Median Sale Price | 182,750 | 200,000 | 9.44% | 182,750 | 200,000 | 9.44% |
| 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 | 10.00 | -16.67% | 12.00 | 10.00 | -16.67% |
| 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% |

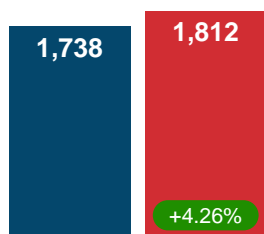
Absorption: Last 12 months, an Average of **1,749** Sales/Month

Inventory on January 31, 2022 = **2,727** 2021 2022

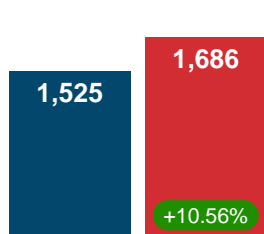
JANUARY MARKET

MEDIAN PRICES

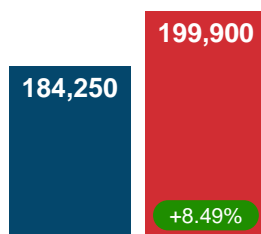
New Listings



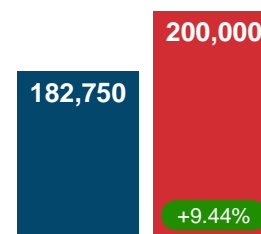
Pending Listings



List Price



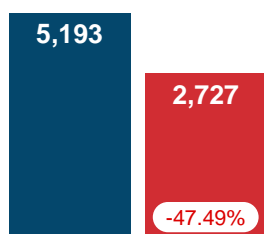
Sale Price



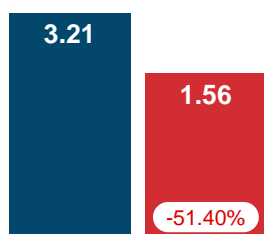
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

