

December 2021



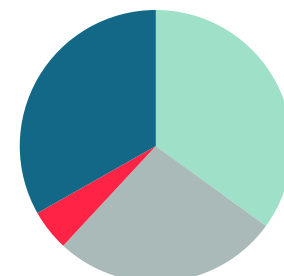
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	1,515	1,561	3.04%
Pending Listings	1,132	1,201	6.10%
New Listings	1,122	1,121	-0.09%
Average List Price	249,457	272,628	9.29%
Average Sale Price	245,911	270,978	10.19%
Average Percent of Selling Price to List Price	99.21%	99.44%	0.23%
Average Days on Market to Sale	25.38	21.39	-15.73%
End of Month Inventory	1,850	1,481	-19.95%
Months Supply of Inventory	1.37	1.00	-27.35%



■ Closed (34.99%)
■ Pending (26.92%)
■ Other OffMarket (4.89%)
■ Active (33.20%)

Absorption: Last 12 months, an Average of **1,487** Sales/Month
Active Inventory as of December 31, 2021 = **1,481**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **19.95%** to 1,481 existing homes available for sale. Over the last 12 months this area has had an average of 1,487 closed sales per month. This represents an unsold inventory index of **1.00** 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 **10.19%** in December 2021 to \$270,978 versus the previous year at \$245,911.

Average Days on Market Shortens

The average number of **21.39** days that homes spent on the market before selling decreased by 3.99 days or **15.73%** in December 2021 compared to last year's same month at **25.38** DOM.

Sales Success for December 2021 is Positive

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

There were 1,121 New Listings in December 2021, down **0.09%** from last year at 1,122. Furthermore, there were 1,561 Closed Listings this month versus last year at 1,515, a **3.04%** increase.

Closed versus Listed trends yielded a **139.3%** ratio, up from previous year's, December 2020, at **135.0%**, a **3.13%** 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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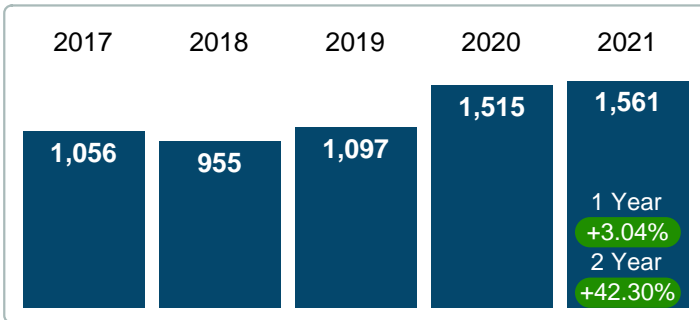
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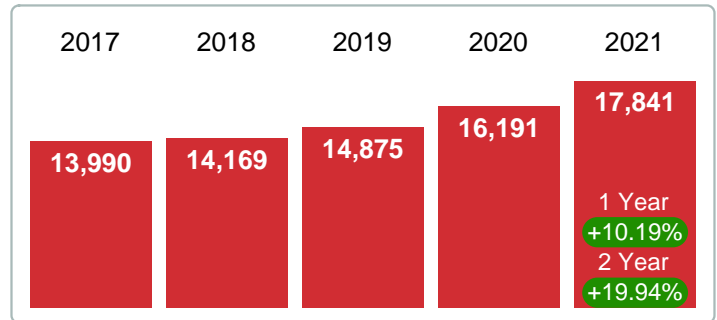
CLOSED LISTINGS

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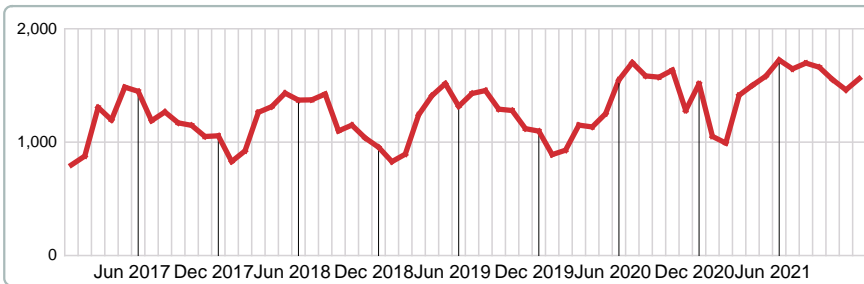
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,237

High Jun 2021 1,724 Low Jan 2017 799

Closed Listings this month at 1,561 above the 5 yr DEC average of 1,237



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	145	9.29%	21.9	58	81	4	2
\$100,001 - \$150,000	191	12.24%	16.4	42	132	15	2
\$150,001 - \$175,000	135	8.65%	13.9	19	100	16	0
\$175,001 - \$250,000	456	29.21%	13.8	33	341	72	10
\$250,001 - \$325,000	248	15.89%	20.5	13	120	107	8
\$325,001 - \$425,000	202	12.94%	28.9	13	76	100	13
\$425,001 and up	184	11.79%	43.6	1	45	92	46
Total Closed Units	1,561			179	895	406	81
Total Closed Volume	422,995,910	100%	21.4	27.68M	200.35M	145.93M	49.03M
Average Closed Price	\$270,978			\$154,647	\$223,853	\$359,438	\$605,356

December 2021



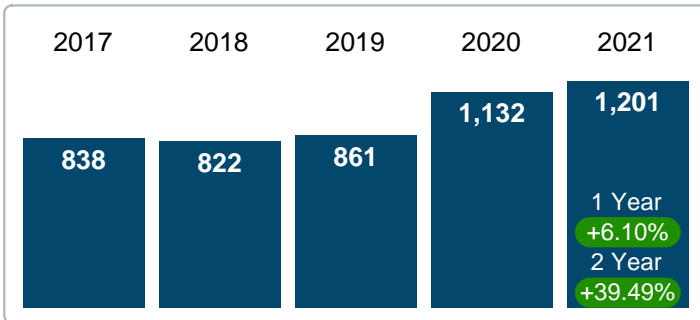
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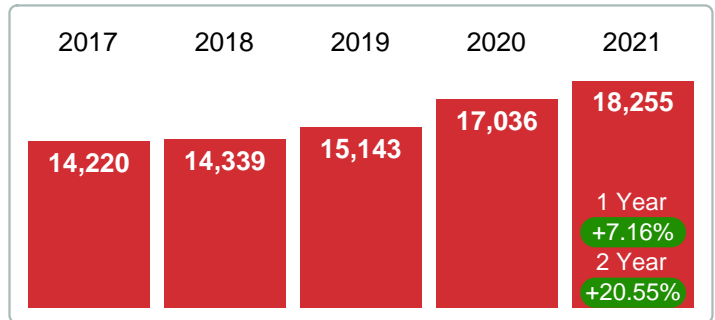
PENDING LISTINGS

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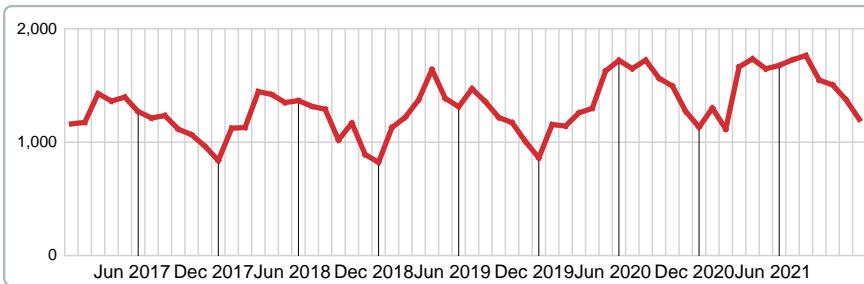
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

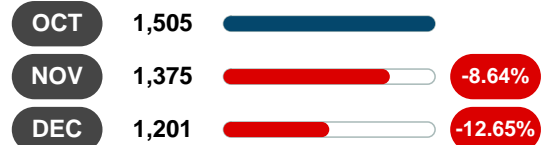


3 MONTHS

5 year DEC AVG = 971

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,201 above the 5 yr DEC average of 971



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	85	7.08%	30.8	43	40	2	0
\$75,001 - \$125,000	137	11.41%	30.0	51	79	7	0
\$125,001 - \$175,000	170	14.15%	21.6	23	125	21	1
\$175,001 - \$250,000	322	26.81%	25.9	16	238	65	3
\$250,001 - \$325,000	196	16.32%	28.4	9	95	84	8
\$325,001 - \$425,000	153	12.74%	30.5	6	63	69	15
\$425,001 and up	138	11.49%	37.9	1	26	79	32
Total Pending Units	1,201			149	666	327	59
Total Pending Volume	324,253,614	100%	28.2	19.24M	146.77M	118.03M	40.21M
Average Listing Price	\$269,792			\$129,094	\$220,375	\$360,962	\$681,591

December 2021



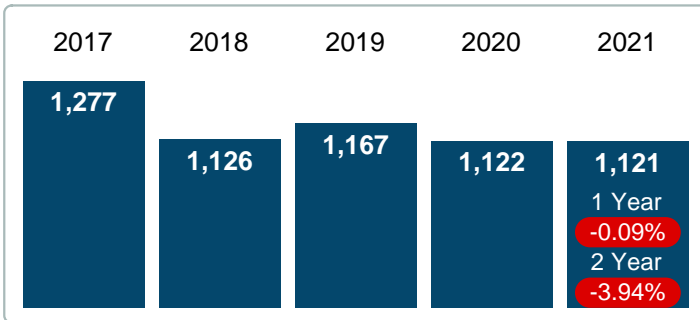
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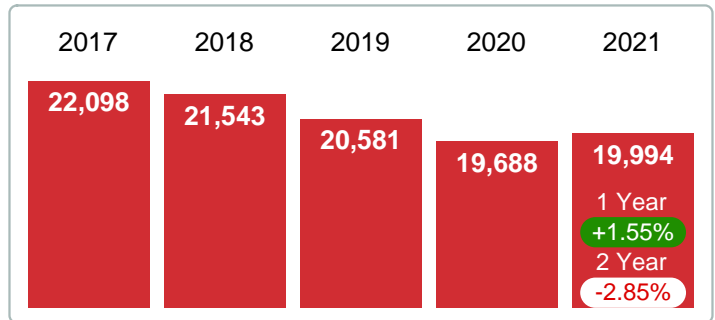
NEW LISTINGS

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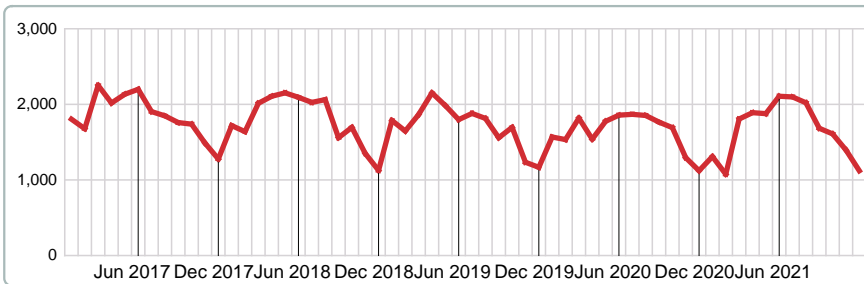
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

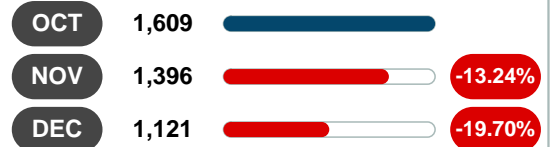


3 MONTHS

5 year DEC AVG = 1,163

High Mar 2017 2,251 | Low Feb 2021 1,076

New Listings this month at 1,121
 below the 5 yr DEC average of 1,163



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	73	6.51%	46	23	2	2
\$75,001 - \$125,000	117	10.44%	43	65	9	0
\$125,001 - \$175,000	163	14.54%	28	114	19	2
\$175,001 - \$250,000	308	27.48%	22	226	54	6
\$250,001 - \$350,000	210	18.73%	11	104	88	7
\$350,001 - \$475,000	137	12.22%	6	52	70	9
\$475,001 and up	113	10.08%	2	20	64	27
Total New Listed Units	1,121		158	604	306	53
Total New Listed Volume	317,494,330	100%	22.44M	141.18M	114.17M	39.70M
Average New Listed Listing Price	\$270,695		\$142,016	\$233,750	\$373,101	\$749,094

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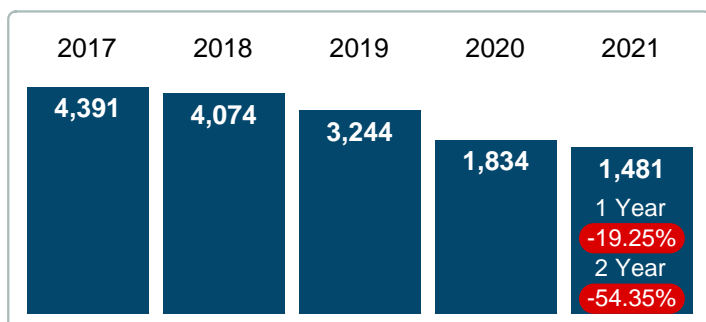
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



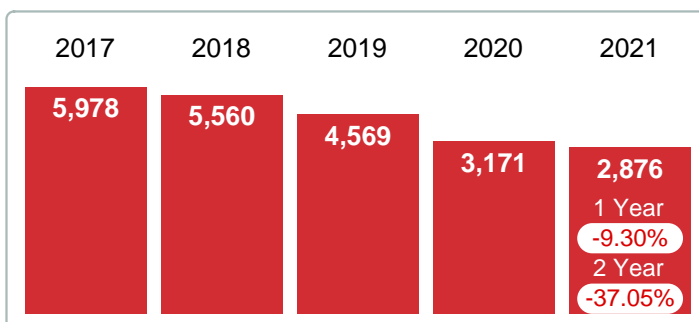
ACTIVE INVENTORY

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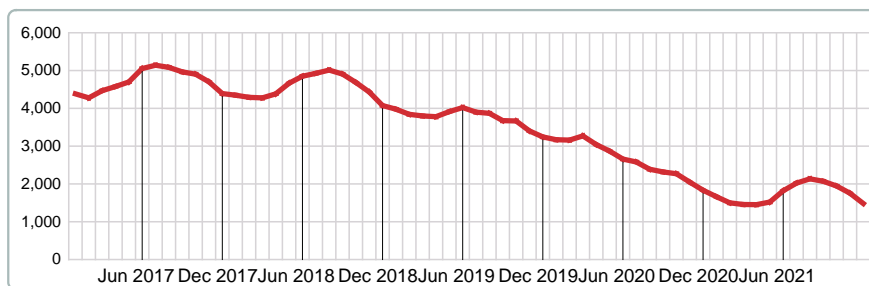
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

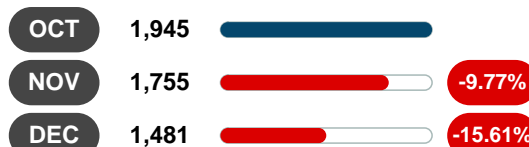


3 MONTHS

5 year DEC AVG = 3,005

High Jul 2017 5,141 Low Apr 2021 1,452

Inventory this month at 1,481
below the 5 yr DEC average of 3,005



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	130	8.78%	118.7	76	41	10	3
\$75,001 - \$125,000	151	10.20%	70.9	58	70	22	1
\$125,001 - \$200,000	271	18.30%	73.2	49	175	42	5
\$200,001 - \$325,000	338	22.82%	67.4	21	193	111	13
\$325,001 - \$475,000	235	15.87%	80.5	14	82	117	22
\$475,001 - \$750,000	211	14.25%	94.9	7	59	111	34
\$750,001 and up	145	9.79%	96.8	3	21	62	59
Total Active Inventory by Units			1,481	228	641	475	137
Total Active Inventory by Volume			588,732,153	37.76M	184.34M	229.23M	137.40M
Average Active Inventory Listing Price			\$397,523	\$165,599	\$287,589	\$482,590	\$1,002,926

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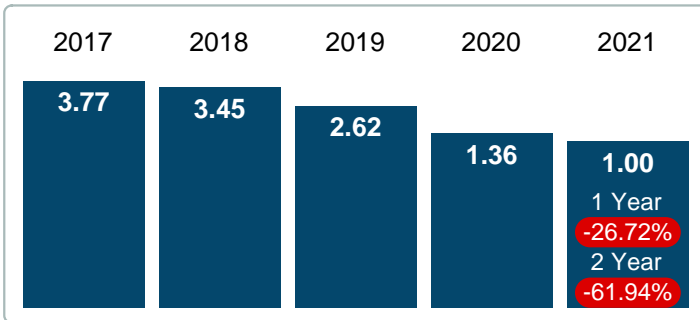
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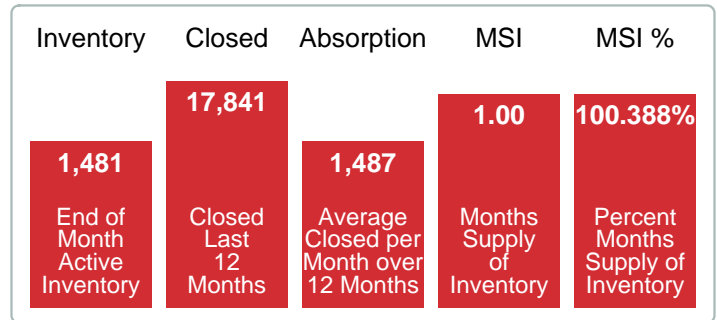
MONTHS SUPPLY of INVENTORY (MSI)

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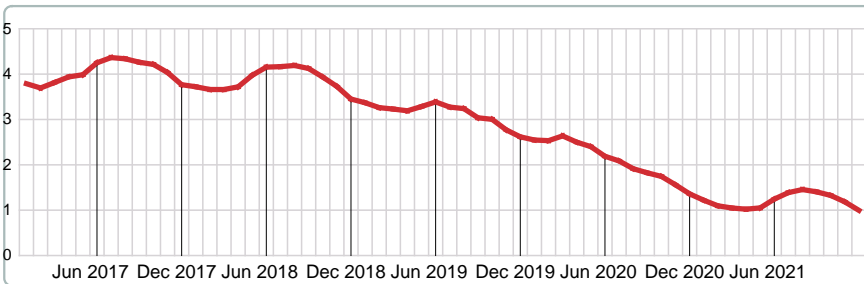
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

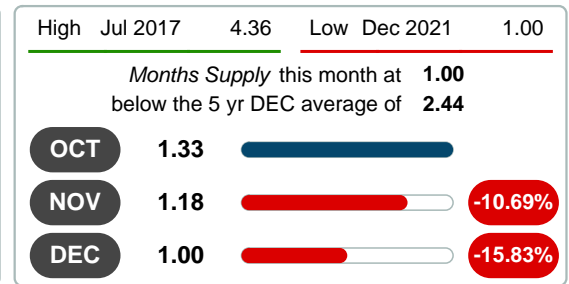


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.44



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
\$75,000 and less	130	8.78%	1.43	1.63	1.06	2.07	3.27
\$75,001 - \$125,000	151	10.20%	1.12	1.31	0.87	2.69	0.86
\$125,001 - \$200,000	271	18.30%	0.66	1.20	0.56	0.84	1.46
\$200,001 - \$325,000	338	22.82%	0.67	0.91	0.68	0.61	0.78
\$325,001 - \$475,000	235	15.87%	1.02	2.27	1.18	0.93	0.75
\$475,001 - \$750,000	211	14.25%	2.38	6.00	3.52	2.33	1.47
\$750,001 and up	145	9.79%	4.94	12.00	6.46	4.35	5.09
Market Supply of Inventory (MSI)			1.00	1.40	0.80	1.10	1.59
Total Active Inventory by Units		100%	1,481	228	641	475	137

December 2021



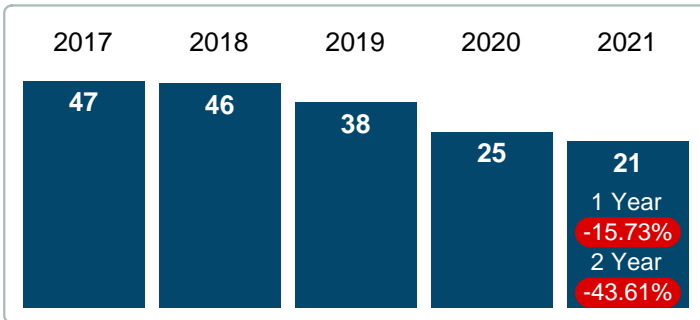
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



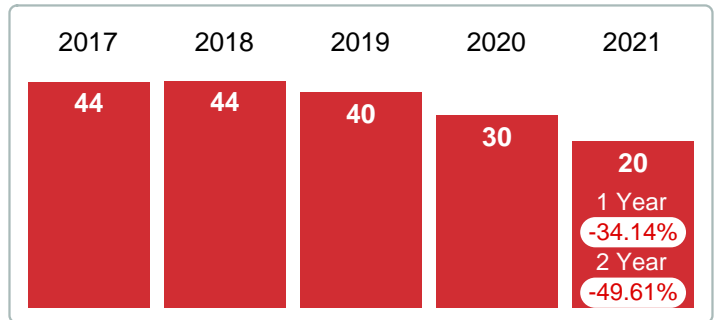
AVERAGE DAYS ON MARKET TO SALE

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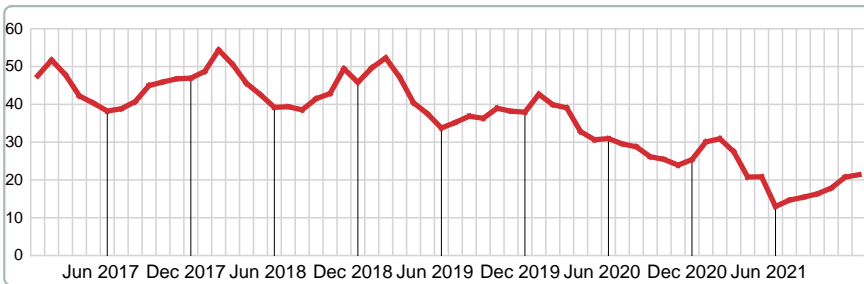
DECEMBER



YEAR TO DATE (YTD)

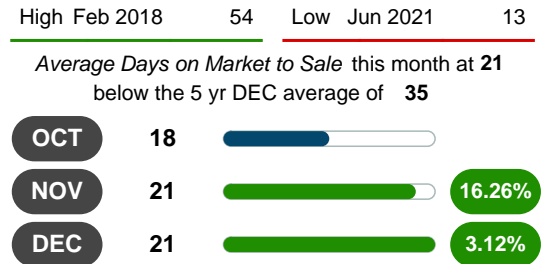


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 35



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
\$100,000 and less	9.29%	22	25	19	28	65
\$100,001 - \$150,000	12.24%	16	17	16	22	14
\$150,001 - \$175,000	8.65%	14	17	12	24	0
\$175,001 - \$250,000	29.21%	14	14	14	13	23
\$250,001 - \$325,000	15.89%	20	31	17	24	18
\$325,001 - \$425,000	12.94%	29	22	40	23	17
\$425,001 and up	11.79%	44	1	30	43	58
Average Closed DOM		21	20	18	26	42
Total Closed Units	100%	1,561	179	895	406	81
Total Closed Volume		422,995,910	27.68M	200.35M	145.93M	49.03M

December 2021



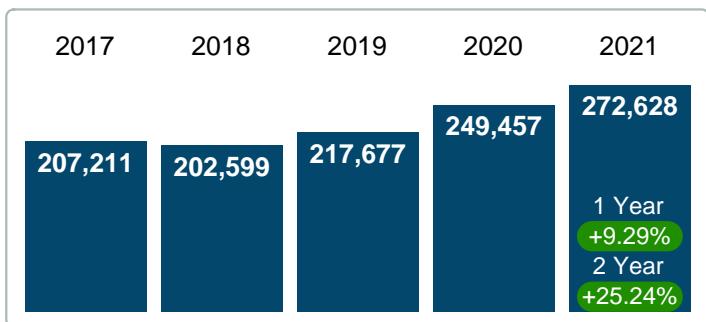
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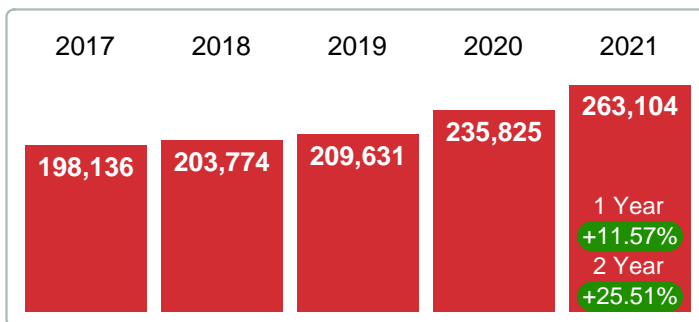
AVERAGE LIST PRICE AT CLOSING

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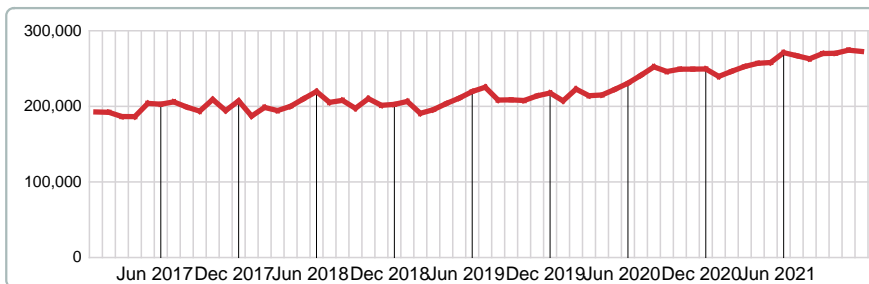
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YEAR TO DATE (YTD)

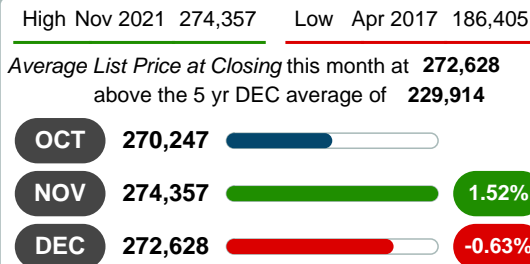


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 229,914



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
\$100,000 and less	8.58%	69,297	68,253	76,456	76,000	59,750
\$100,001 - \$150,000	12.43%	130,349	129,186	134,598	139,213	119,000
\$150,001 - \$175,000	9.22%	164,360	163,471	164,778	165,709	0
\$175,001 - \$250,000	29.92%	212,902	206,895	209,657	221,653	231,260
\$250,001 - \$325,000	15.44%	287,734	282,146	283,814	284,587	295,360
\$325,001 - \$425,000	12.49%	368,896	356,669	367,526	371,173	373,677
\$425,001 and up	11.92%	680,789	495,000	598,735	633,101	867,052
Average List Price		272,628	157,082	224,428	361,616	614,508
Total Closed Units	100%	272,628	179	895	406	81
Total Closed Volume		425,571,896	28.12M	200.86M	146.82M	49.78M

December 2021



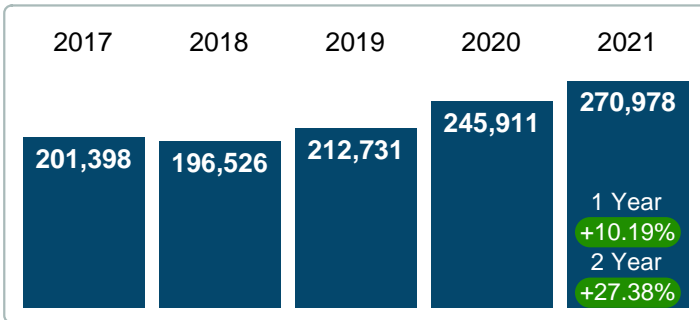
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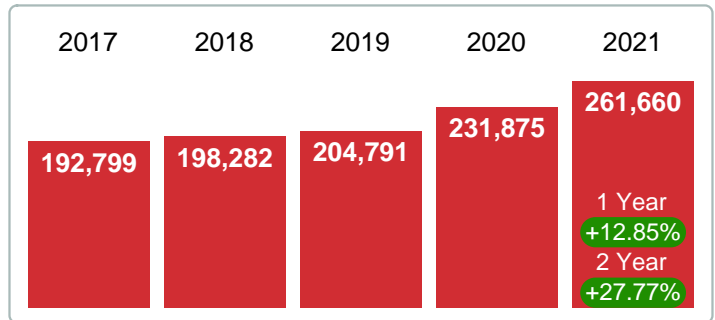
AVERAGE SOLD PRICE AT CLOSING

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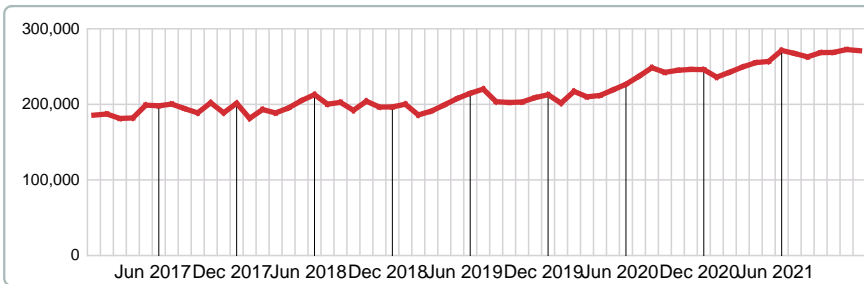
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

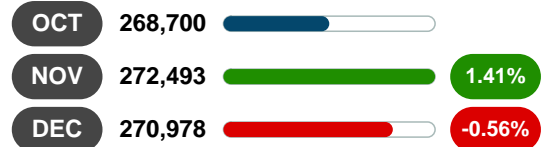


3 MONTHS

5 year DEC AVG = 225,509

High Nov 2021 272,493 Low Mar 2017 181,336

Average Sold Price at Closing this month at **270,978** above the 5 yr DEC average of **225,509**



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
\$100,000 and less	9.29%	68,328	65,146	70,619	76,000	52,500
\$100,001 - \$150,000	12.24%	131,381	126,135	132,687	137,093	112,500
\$150,001 - \$175,000	8.65%	165,376	164,730	165,189	167,316	0
\$175,001 - \$250,000	29.21%	212,286	206,297	210,755	219,977	228,890
\$250,001 - \$325,000	15.89%	284,979	276,927	285,028	284,911	298,238
\$325,001 - \$425,000	12.94%	367,616	351,769	367,622	369,503	368,915
\$425,001 and up	11.79%	673,549	495,000	590,766	626,309	852,894
Average Sold Price		270,978	154,647	223,853	359,438	605,356
Total Closed Units	100%	270,978	179	895	406	81
Total Closed Volume		422,995,910	27.68M	200.35M	145.93M	49.03M

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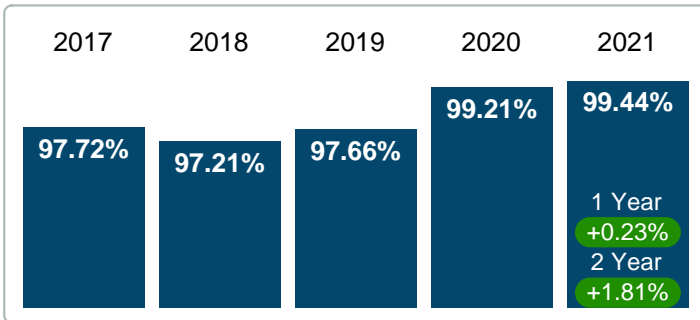
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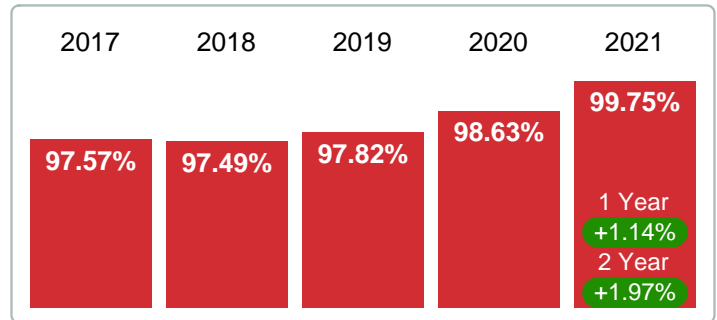
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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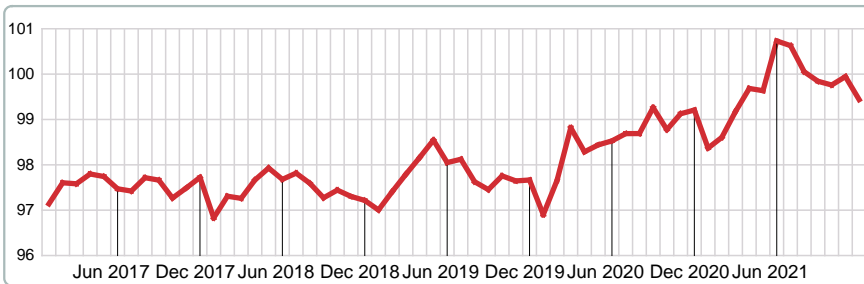
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

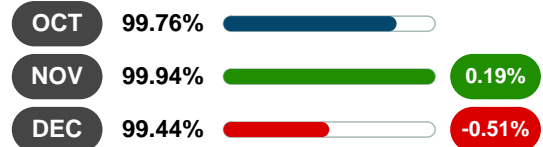


3 MONTHS

5 year DEC AVG = 98.25%

High Jun 2021 100.73% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.44%**
above the 5 yr DEC average of **98.25%**



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
\$100,000 and less	145	9.29%	94.42%	95.42%	93.67%	99.17%	86.36%
\$100,001 - \$150,000	191	12.24%	98.79%	98.04%	99.05%	99.19%	94.67%
\$150,001 - \$175,000	135	8.65%	100.67%	101.31%	100.43%	101.35%	0.00%
\$175,001 - \$250,000	456	29.21%	100.44%	99.96%	100.69%	99.57%	99.65%
\$250,001 - \$325,000	248	15.89%	100.29%	98.27%	100.53%	100.19%	101.08%
\$325,001 - \$425,000	202	12.94%	99.71%	98.67%	100.13%	99.65%	98.79%
\$425,001 and up	184	11.79%	99.23%	100.00%	98.33%	99.86%	98.84%
Average Sold/List Ratio			99.40%	97.96%	99.60%	99.87%	98.74%
Total Closed Units	1,561	100%	99.40%	179	895	406	81
Total Closed Volume	422,995,910			27.68M	200.35M	145.93M	49.03M

December 2021



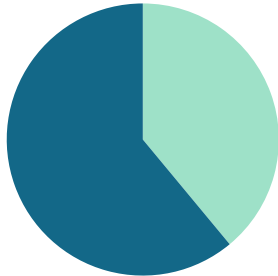
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

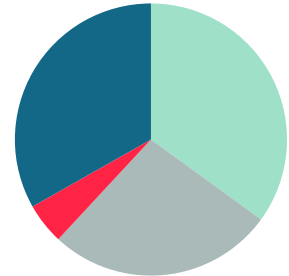


Inventory
 New Listings
1,121 = 38.98%
 Start Inventory
1,755
 Total Inventory Units
2,876
 Volume
\$996,048,360

Market Activity

Closed Sales
1,561 = 34.99%
 Pending Sales
1,201 = 26.92%
 Other Off Market
218 = 4.89%
 Active Inventory
1,481 = 33.20%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	1,515	1,561	3.04%	16,191	17,841	10.19%
Pending Sales	1,132	1,201	6.10%	17,036	18,255	7.16%
New Listings	1,122	1,121	-0.09%	19,688	19,994	1.55%
Average List Price	249,457	272,628	9.29%	235,825	263,104	11.57%
Average Sale Price	245,911	270,978	10.19%	231,875	261,660	12.85%
Average Percent of Selling Price to List Price	99.21%	99.44%	0.23%	98.63%	99.75%	1.14%
Average Days on Market to Sale	25.38	21.39	-15.73%	30.33	19.97	-34.14%
Monthly Inventory	1,850	1,481	-19.95%	1,850	1,481	-19.95%
Months Supply of Inventory	1.37	1.00	-27.35%	1.37	1.00	-27.35%

Absorption: Last 12 months, an Average of **1,487** Sales/Month

Inventory on December 31, 2021 = **1,481** 2020 2021

DECEMBER MARKET

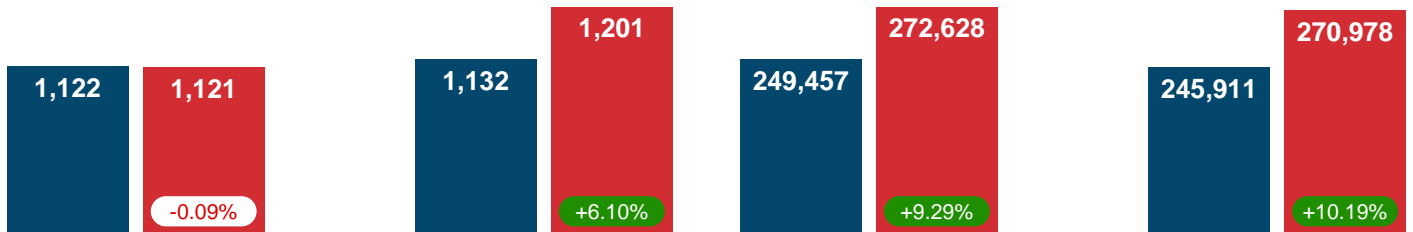
AVERAGE PRICES

New Listings

Pending Listings

List Price

Sale Price



INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

Active Inventory

Monthly Supply of Inventory

Sale/List Ratio

Days on Market

