

February 2022



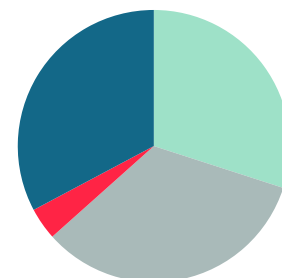
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	February 2022	+/-%
Closed Listings	992	1,106	11.49%
Pending Listings	1,115	1,233	10.58%
New Listings	1,076	1,244	15.61%
Average List Price	246,400	262,730	6.63%
Average Sale Price	242,559	263,000	8.43%
Average Percent of Selling Price to List Price	98.60%	101.26%	2.69%
Average Days on Market to Sale	30.91	20.68	-33.10%
End of Month Inventory	1,514	1,209	-20.15%
Months Supply of Inventory	1.11	0.80	-27.31%



■ Closed (29.98%)
■ Pending (33.42%)
■ Other OffMarket (3.82%)
■ Active (32.77%)

Absorption: Last 12 months, an Average of **1,503** Sales/Month
Active Inventory as of February 28, 2022 = **1,209**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **20.15%** to 1,209 existing homes available for sale. Over the last 12 months this area has had an average of 1,503 closed sales per month. This represents an unsold inventory index of **0.80** 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 **8.43%** in February 2022 to \$263,000 versus the previous year at \$242,559.

Average Days on Market Shortens

The average number of **20.68** days that homes spent on the market before selling decreased by 10.23 days or **33.10%** in February 2022 compared to last year's same month at **30.91** DOM.

Sales Success for February 2022 is Positive

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

There were 1,244 New Listings in February 2022, up **15.61%** from last year at 1,076. Furthermore, there were 1,106 Closed Listings this month versus last year at 992, a **11.49%** increase.

Closed versus Listed trends yielded a **88.9%** ratio, down from previous year's, February 2021, at **92.2%**, a **3.56%** downswing. This will certainly create pressure on a decreasing Monthly 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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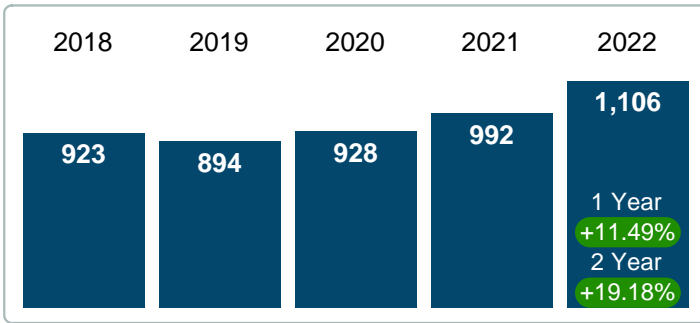
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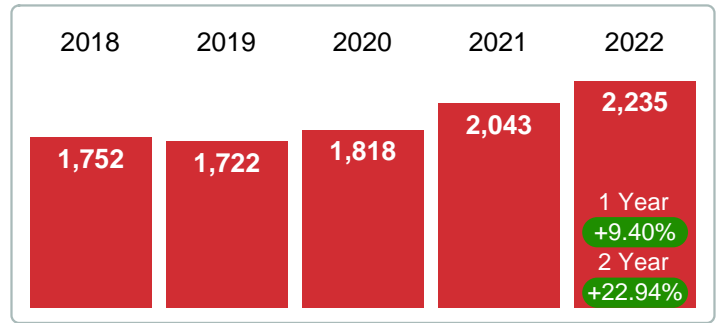
CLOSED LISTINGS

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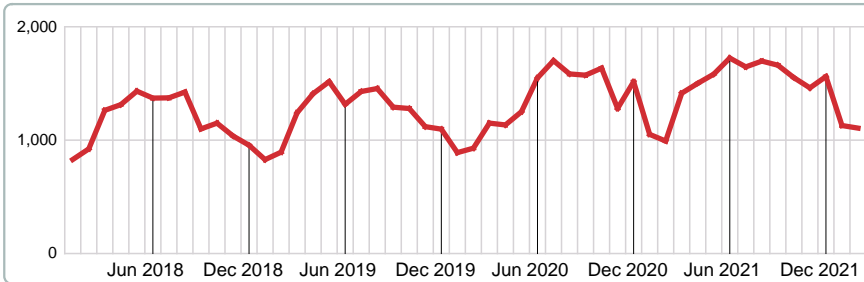
FEBRUARY



YEAR TO DATE (YTD)

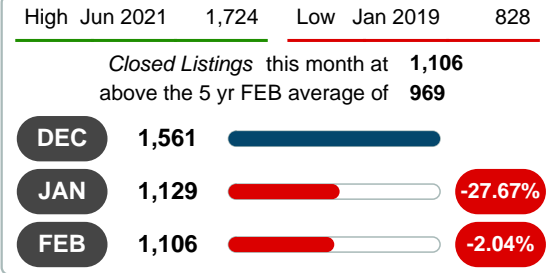


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 969



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	115	10.40%	26.8	63	46	5	1
\$100,001 - \$150,000	135	12.21%	20.1	30	92	13	0
\$150,001 - \$175,000	98	8.86%	14.7	10	75	13	0
\$175,001 - \$250,000	308	27.85%	15.8	22	230	53	3
\$250,001 - \$325,000	174	15.73%	15.7	10	86	71	7
\$325,001 - \$450,000	163	14.74%	22.8	5	61	82	15
\$450,001 and up	113	10.22%	38.4	0	26	69	18
Total Closed Units	1,106			140	616	306	44
Total Closed Volume	290,878,494	100%	20.7	18.75M	138.51M	112.21M	21.41M
Average Closed Price	\$263,000			\$133,959	\$224,848	\$366,695	\$486,576

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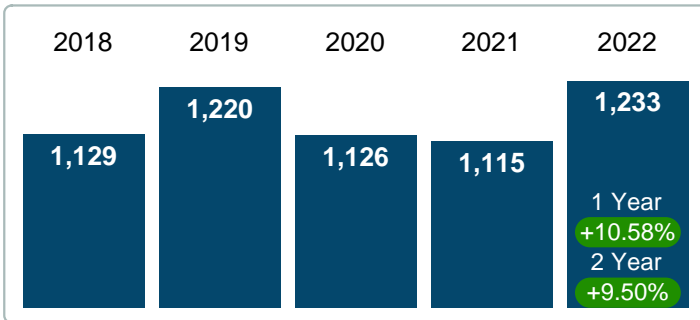
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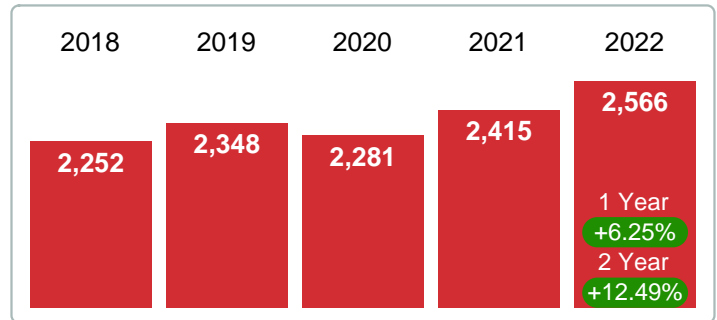
PENDING LISTINGS

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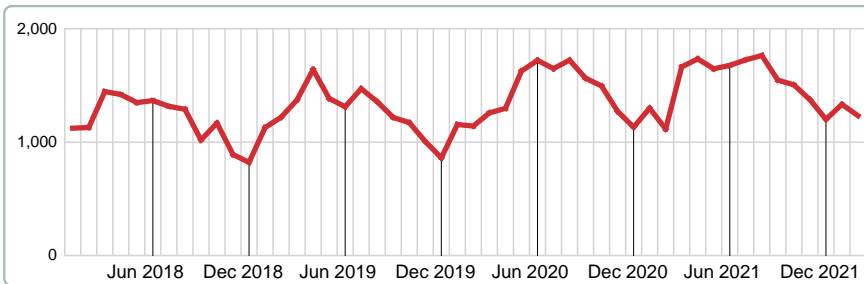
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,165

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,233 above the 5 yr FEB average of 1,165



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	122	9.89%	30.8	63	53	5	1
\$100,001 - \$150,000	117	9.49%	22.6	25	80	11	1
\$150,001 - \$200,000	221	17.92%	20.5	20	166	33	2
\$200,001 - \$275,000	324	26.28%	12.7	22	216	83	3
\$275,001 - \$350,000	175	14.19%	30.3	7	77	83	8
\$350,001 - \$475,000	141	11.44%	31.5	1	59	68	13
\$475,001 and up	133	10.79%	52.0	2	22	70	39
Total Pending Units	1,233			140	673	353	67
Total Pending Volume	345,979,098	100%	25.5	19.97M	157.96M	128.35M	39.70M
Average Listing Price	\$279,076			\$142,678	\$234,708	\$363,599	\$592,467

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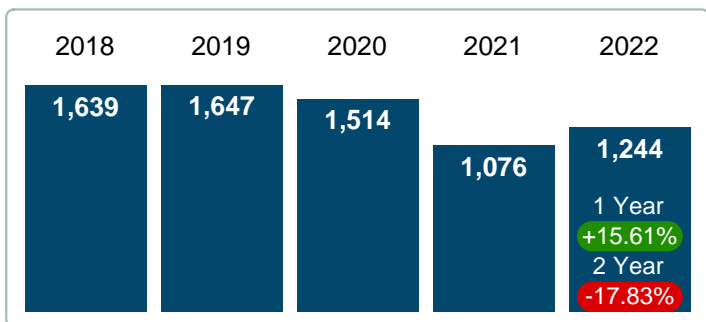
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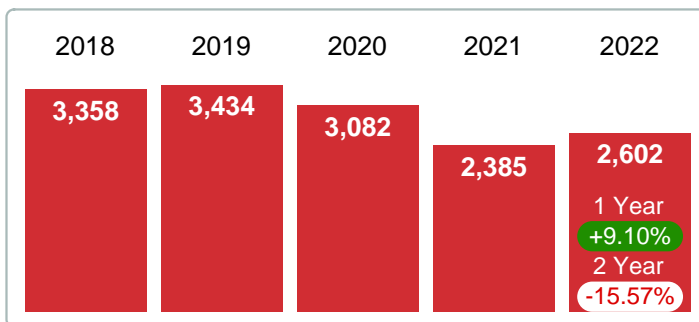
NEW LISTINGS

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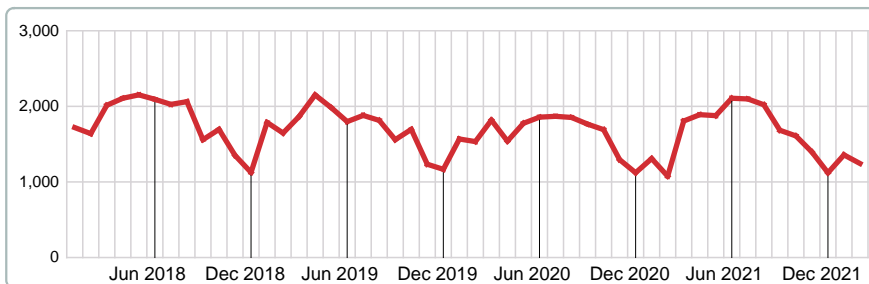
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,424

High May 2018 2,152 | Low Feb 2021 1,076

New Listings this month at 1,244
below the 5 yr FEB average of 1,424



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	106	8.52%	55	48	3	0
\$100,001 - \$150,000	133	10.69%	32	93	7	1
\$150,001 - \$200,000	223	17.93%	26	158	38	1
\$200,001 - \$275,000	326	26.21%	19	213	92	2
\$275,001 - \$350,000	177	14.23%	9	77	82	9
\$350,001 - \$475,000	144	11.58%	2	60	71	11
\$475,001 and up	135	10.85%	0	32	68	35
Total New Listed Units	1,244		143	681	361	59
Total New Listed Volume	357,803,525	100%	20.37M	165.75M	130.51M	41.16M
Average New Listed Listing Price	\$278,307		\$142,445	\$243,398	\$361,537	\$697,711

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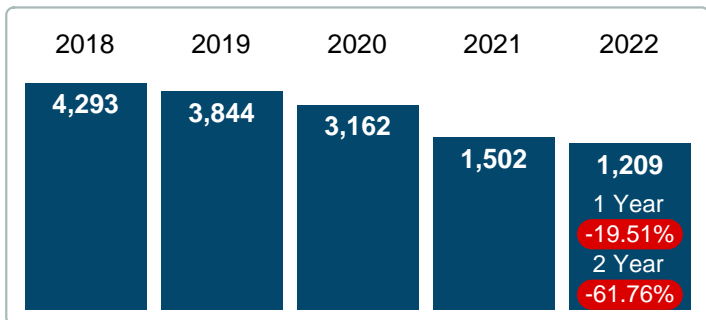
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



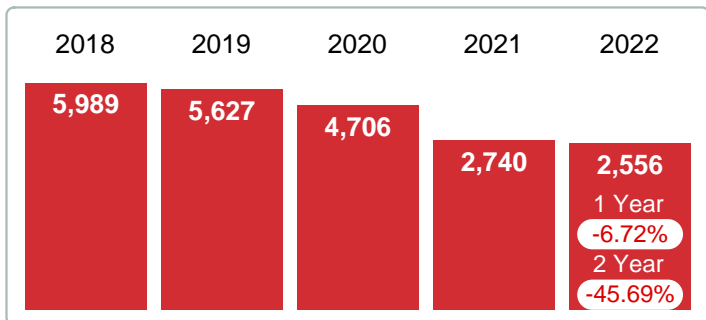
ACTIVE INVENTORY

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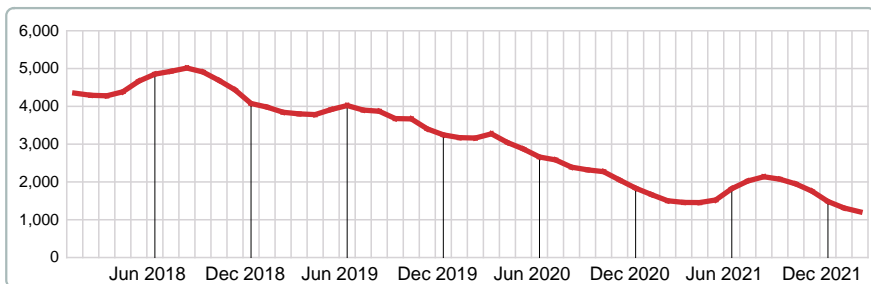
END OF FEBRUARY



ACTIVE DURING FEBRUARY

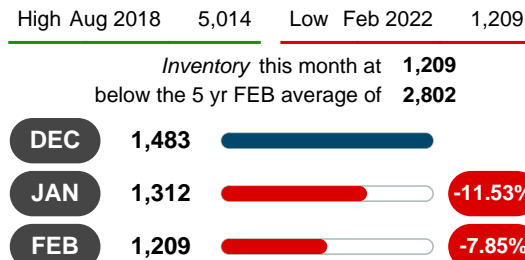


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2,802



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	97	8.02%	110.4	63	24	8	2
\$75,001 - \$150,000	162	13.40%	80.4	64	82	15	1
\$150,001 - \$225,000	191	15.80%	54.0	27	118	44	2
\$225,001 - \$375,000	289	23.90%	73.5	16	143	118	12
\$375,001 - \$500,000	179	14.81%	71.1	12	73	76	18
\$500,001 - \$775,000	167	13.81%	91.4	3	44	93	27
\$775,001 and up	124	10.26%	100.5	4	25	41	54
Total Active Inventory by Units	1,209			189	509	395	116
Total Active Inventory by Volume	530,460,728	100%	79.2	32.99M	174.56M	194.30M	128.61M
Average Active Inventory Listing Price	\$438,760			\$174,543	\$342,950	\$491,905	\$1,108,690

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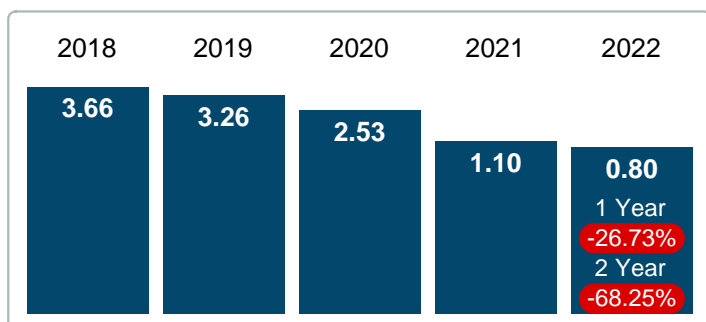
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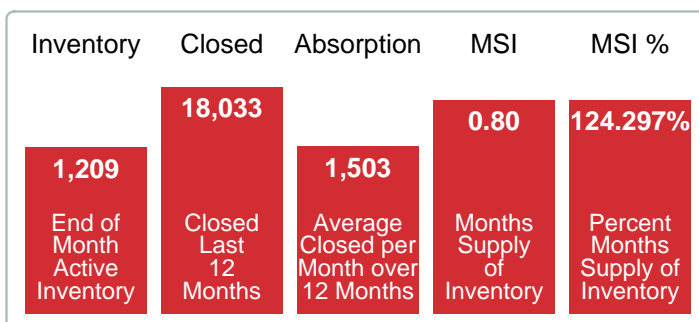
MONTHS SUPPLY of INVENTORY (MSI)

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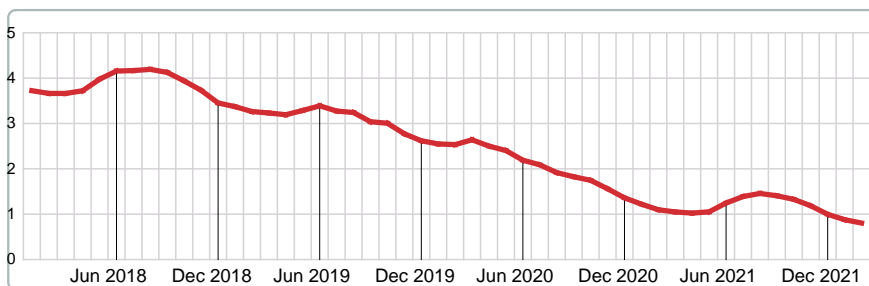
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.27

High Aug 2018 4.19 Low Feb 2022 0.80

Months Supply this month at **0.80**
below the 5 yr FEB average of **2.27**



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	97	8.02%	1.04	1.27	0.63	1.66	2.18
\$75,001 - \$150,000	162	13.40%	0.66	1.01	0.51	0.80	0.48
\$150,001 - \$225,000	191	15.80%	0.44	0.80	0.36	0.66	0.45
\$225,001 - \$375,000	289	23.90%	0.61	0.91	0.61	0.59	0.49
\$375,001 - \$500,000	179	14.81%	1.19	3.06	1.93	0.86	0.87
\$500,001 - \$775,000	167	13.81%	2.17	3.27	3.09	2.26	1.31
\$775,001 and up	124	10.26%	4.43	16.00	8.33	3.02	4.84
Market Supply of Inventory (MSI)			0.80	1.12	0.62	0.91	1.37
Total Active Inventory by Units		100%	0.80	189	509	395	116

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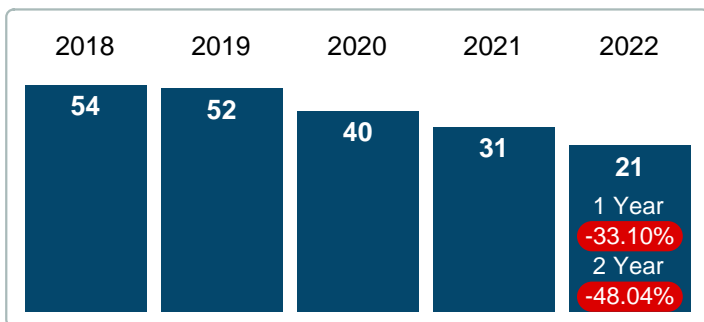
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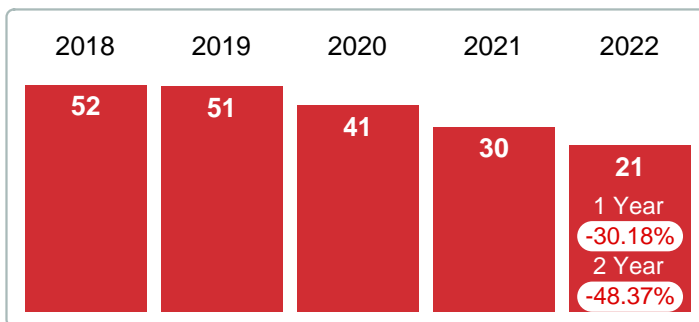
AVERAGE DAYS ON MARKET TO SALE

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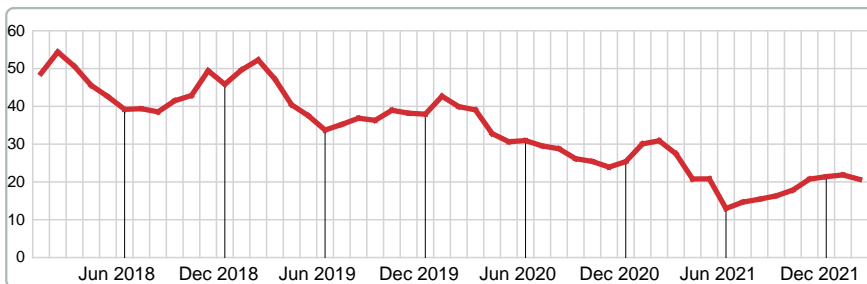
FEBRUARY



YEAR TO DATE (YTD)

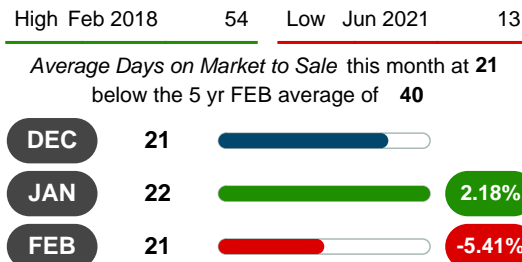


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 40



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	10.40%	27	29	22	41	21
\$100,001 - \$150,000	12.21%	20	22	18	32	0
\$150,001 - \$175,000	8.86%	15	8	15	21	0
\$175,001 - \$250,000	27.85%	16	12	15	19	18
\$250,001 - \$325,000	15.73%	16	4	15	17	22
\$325,001 - \$450,000	14.74%	23	20	27	20	23
\$450,001 and up	10.22%	38	0	44	31	57
Average Closed DOM		21	21	18	23	37
Total Closed Units	100%	1,106	140	616	306	44
Total Closed Volume		290,878,494	18.75M	138.51M	112.21M	21.41M

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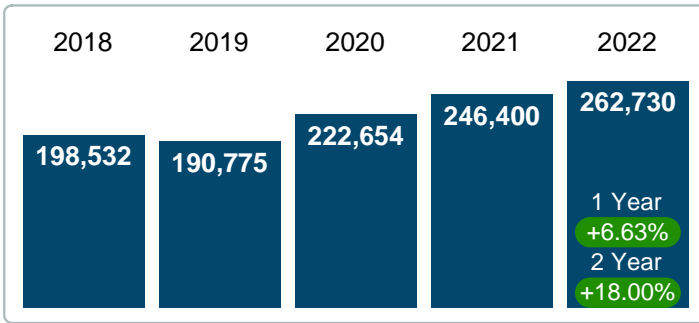
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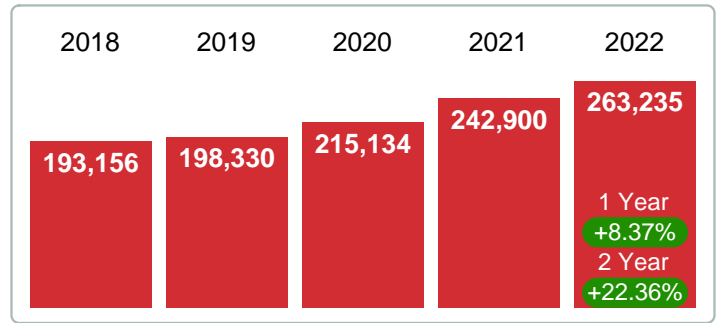
AVERAGE LIST PRICE AT CLOSING

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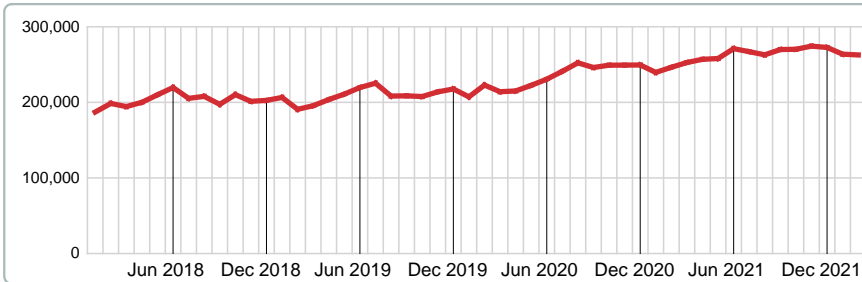
FEBRUARY



YEAR TO DATE (YTD)

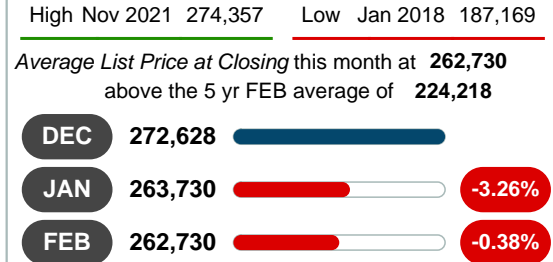


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 224,218



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	10.85%	67,365	63,735	70,804	75,000	75,000
\$100,001 - \$150,000	12.66%	129,739	124,357	130,112	130,662	0
\$150,001 - \$175,000	8.68%	165,126	161,130	163,899	162,661	0
\$175,001 - \$250,000	27.58%	213,143	209,641	208,470	228,151	228,833
\$250,001 - \$325,000	15.73%	287,491	290,820	280,251	289,709	268,686
\$325,001 - \$450,000	14.65%	384,325	329,180	378,935	380,903	389,180
\$450,001 and up	9.86%	653,097	0	585,963	643,667	731,125
Average List Price		262,730	132,311	223,895	367,636	491,824
Total Closed Units	100%	262,730	140	616	306	44
Total Closed Volume		290,579,712	18.52M	137.92M	112.50M	21.64M

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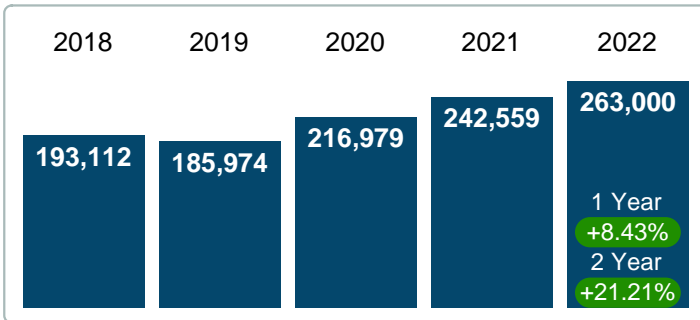
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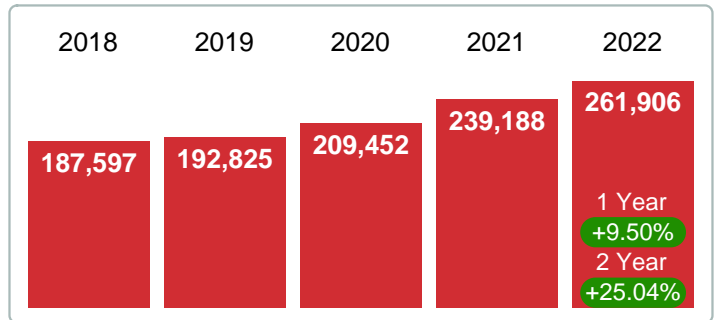
AVERAGE SOLD PRICE AT CLOSING

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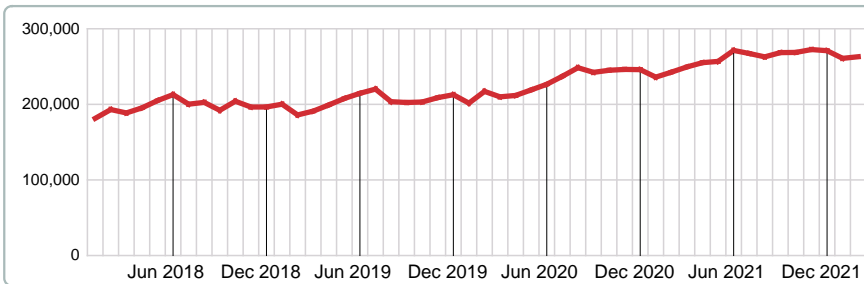
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

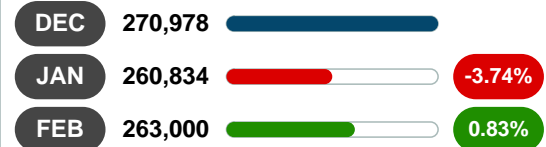


3 MONTHS

5 year FEB AVG = 220,325

High Nov 2021 272,493 Low Jan 2018 181,456

Average Sold Price at Closing this month at **263,000** above the 5 yr FEB average of **220,325**



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	10.40%	64,962	61,749	69,489	61,800	75,000
\$100,001 - \$150,000	12.21%	127,721	125,060	128,208	130,415	0
\$150,001 - \$175,000	8.86%	164,438	162,333	165,185	161,746	0
\$175,001 - \$250,000	27.85%	213,894	209,898	211,332	226,082	224,333
\$250,001 - \$325,000	15.73%	287,719	293,430	284,409	291,770	279,129
\$325,001 - \$450,000	14.74%	383,417	387,380	379,883	384,088	392,807
\$450,001 and up	10.22%	633,726	0	572,593	636,353	711,963
Average Sold Price		263,000	133,959	224,848	366,695	486,576
Total Closed Units	100%	263,000	140	616	306	44
Total Closed Volume		290,878,494	18.75M	138.51M	112.21M	21.41M

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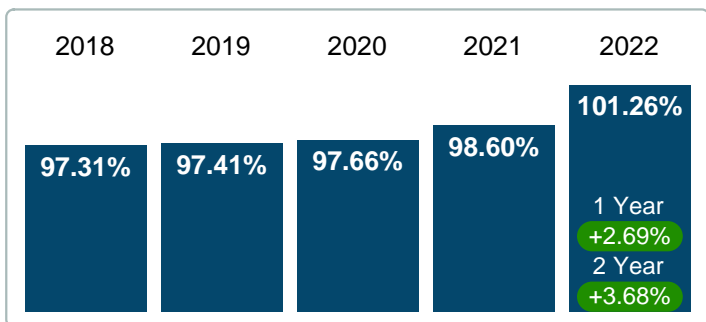
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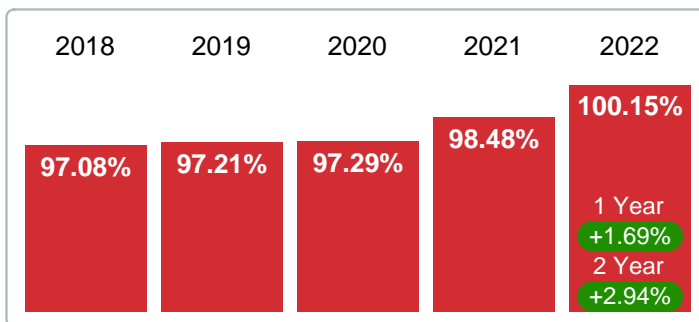
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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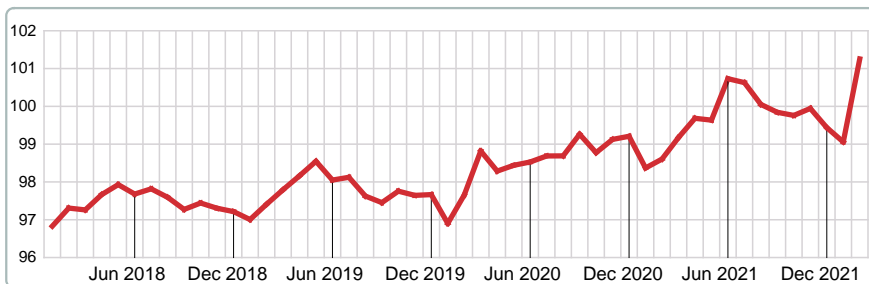
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

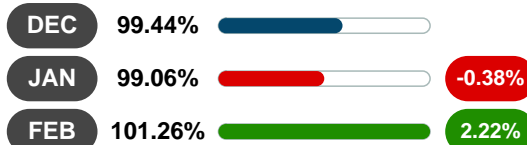


3 MONTHS

5 year FEB AVG = 98.45%

High Feb 2022 101.26% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **101.26%** above the 5 yr FEB average of **98.45%**



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	115	10.40%	99.37%	100.99%	99.12%	80.99%	100.00%
\$100,001 - \$150,000	135	12.21%	99.64%	100.87%	99.03%	101.09%	0.00%
\$150,001 - \$175,000	98	8.86%	100.91%	100.86%	101.16%	99.52%	0.00%
\$175,001 - \$250,000	308	27.85%	101.27%	100.43%	101.85%	99.31%	98.13%
\$250,001 - \$325,000	174	15.73%	102.11%	101.84%	101.61%	102.54%	104.24%
\$325,001 - \$450,000	163	14.74%	104.30%	216.05%	100.39%	101.01%	100.96%
\$450,001 and up	113	10.22%	99.65%	0.00%	99.07%	100.05%	98.96%
Average Sold/List Ratio			101.30%	105.04%	100.85%	100.47%	100.45%
Total Closed Units		100%	101.30%	140	616	306	44
Total Closed Volume				18.75M	138.51M	112.21M	21.41M

February 2022



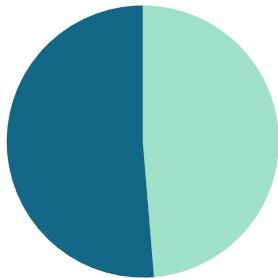
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY



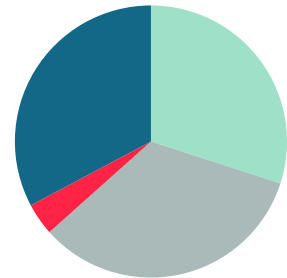
Inventory

- New Listings
1,244 = 48.69%
- Start Inventory
1,311
- Total Inventory Units
2,555
- Volume
\$922,340,678

Market Activity

- Closed Sales
1,106 = 29.98%
- Pending Sales
1,233 = 33.42%
- Other Off Market
141 = 3.82%
- Active Inventory
1,209 = 32.77%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	992	1,106	11.49%	2,043	2,235	9.40%
Pending Sales	1,115	1,233	10.58%	2,415	2,566	6.25%
New Listings	1,076	1,244	15.61%	2,385	2,602	9.10%
Average List Price	246,400	262,730	6.63%	242,900	263,235	8.37%
Average Sale Price	242,559	263,000	8.43%	239,188	261,906	9.50%
Average Percent of Selling Price to List Price	98.60%	101.26%	2.69%	98.48%	100.15%	1.69%
Average Days on Market to Sale	30.91	20.68	-33.10%	30.47	21.27	-30.18%
Monthly Inventory	1,514	1,209	-20.15%	1,514	1,209	-20.15%
Months Supply of Inventory	1.11	0.80	-27.31%	1.11	0.80	-27.31%

Absorption: Last 12 months, an Average of **1,503** Sales/Month

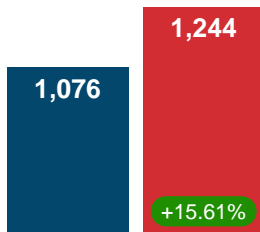
Inventory on February 28, 2022 = **1,209**

2021 **2022**

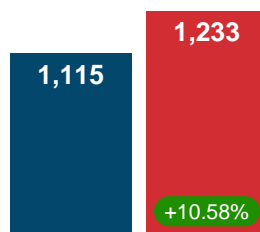
FEBRUARY MARKET

AVERAGE PRICES

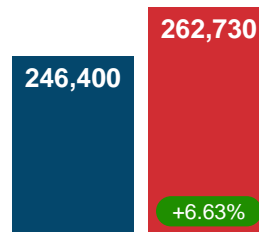
New Listings



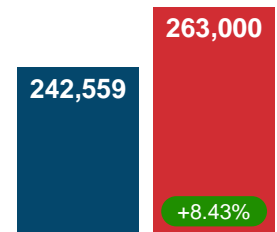
Pending Listings



List Price



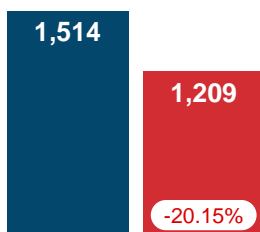
Sale Price



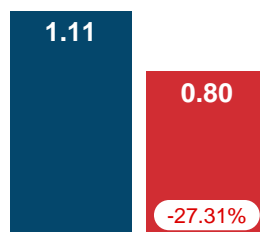
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

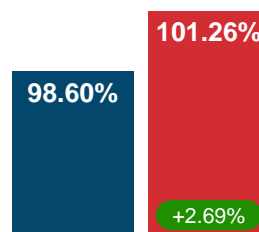
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

