

February 2022



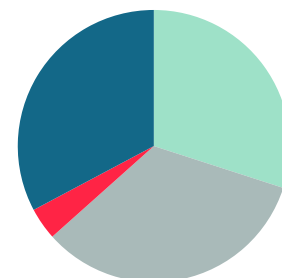
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	209,900	221,788	5.66%
Median Sale Price	206,750	223,913	8.30%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	6.00	-40.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **8.30%** in February 2022 to \$223,913 versus the previous year at \$206,750.

Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 4.00 days or **40.00%** in February 2022 compared to last year's same month at **10.00** DOM.

Sales Success for February 2022 is Positive

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

There were 1,244 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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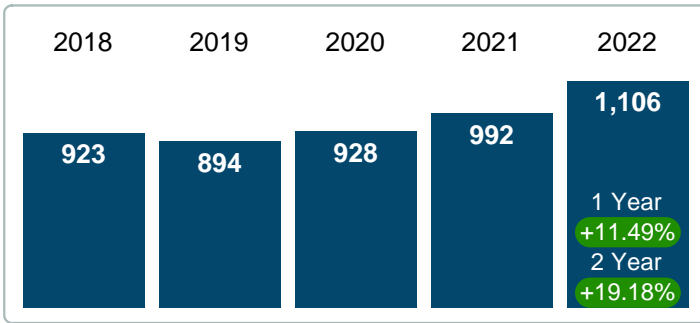
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



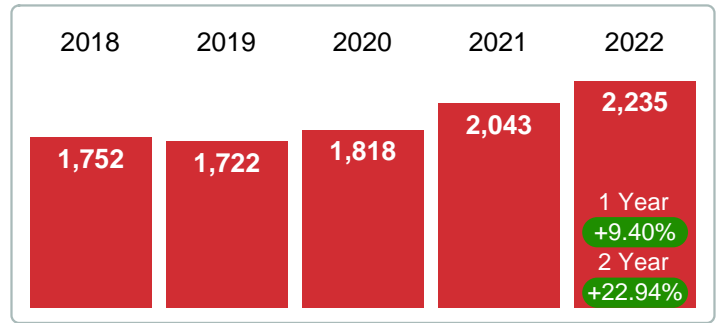
CLOSED LISTINGS

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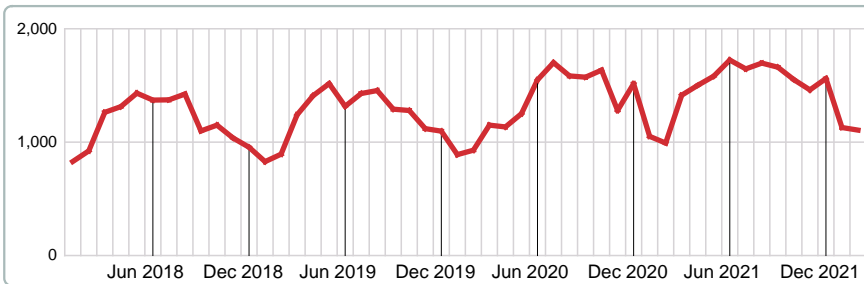
FEBRUARY



YEAR TO DATE (YTD)

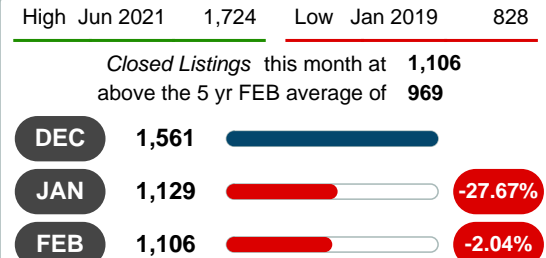


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 969



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	115	10.40%	12.0	63	46	5	1
\$100,001 - \$150,000	135	12.21%	6.0	30	92	13	0
\$150,001 - \$175,000	98	8.86%	5.0	10	75	13	0
\$175,001 - \$250,000	308	27.85%	5.0	22	230	53	3
\$250,001 - \$325,000	174	15.73%	4.0	10	86	71	7
\$325,001 - \$450,000	163	14.74%	5.0	5	61	82	15
\$450,001 and up	113	10.22%	14.0	0	26	69	18
Total Closed Units	1,106			140	616	306	44
Total Closed Volume	290,878,494	100%	6.0	18.75M	138.51M	112.21M	21.41M
Median Closed Price	\$223,913			\$110,000	\$205,038	\$322,500	\$420,000

February 2022



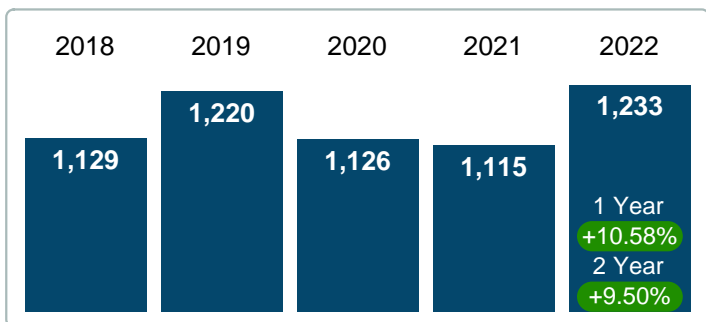
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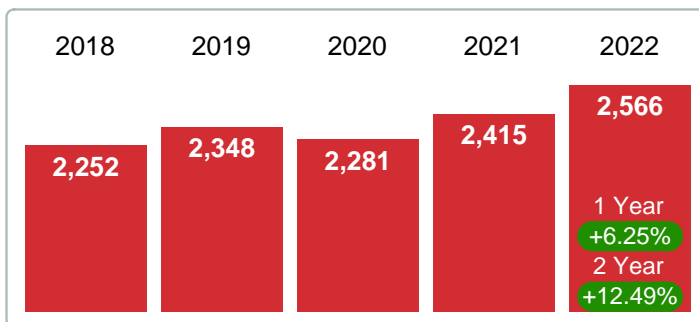
PENDING LISTINGS

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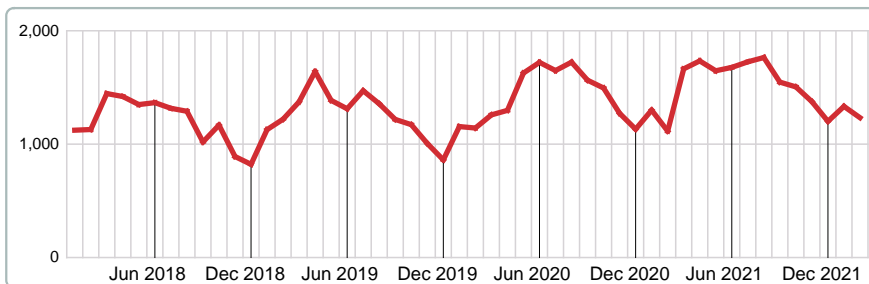
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,165

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	122	9.89%	11.5	63	53	5	1
\$100,001 - \$150,000	117	9.49%	6.0	25	80	11	1
\$150,001 - \$200,000	221	17.92%	5.0	20	166	33	2
\$200,001 - \$275,000	324	26.28%	5.0	22	216	83	3
\$275,001 - \$350,000	175	14.19%	7.0	7	77	83	8
\$350,001 - \$475,000	141	11.44%	7.0	1	59	68	13
\$475,001 and up	133	10.79%	17.0	2	22	70	39
Total Pending Units	1,233			140	673	353	67
Total Pending Volume	345,979,098	100%	6.0	19.97M	157.96M	128.35M	39.70M
Median Listing Price	\$229,935			\$118,425	\$212,900	\$312,500	\$524,900

February 2022



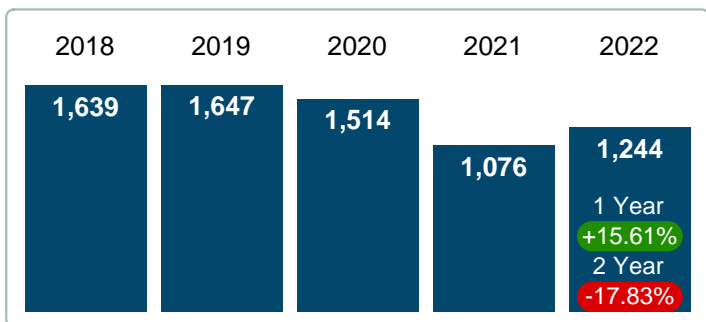
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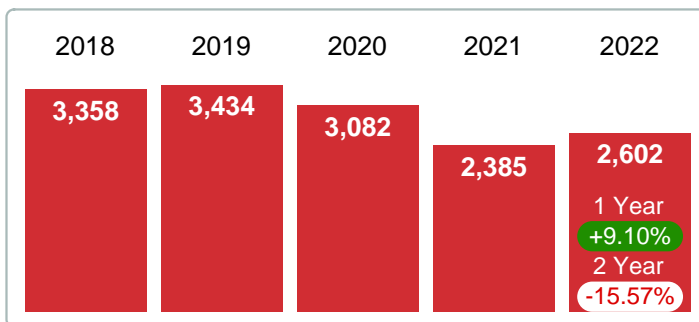
NEW LISTINGS

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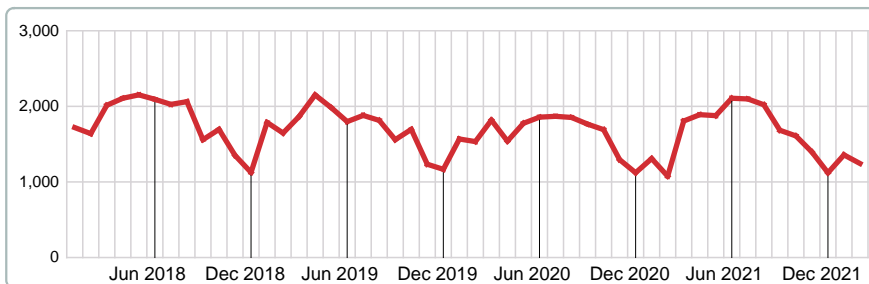
FEBRUARY



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
Median New Listed Listing Price	\$231,535		\$134,900	\$215,000	\$310,000	\$550,000

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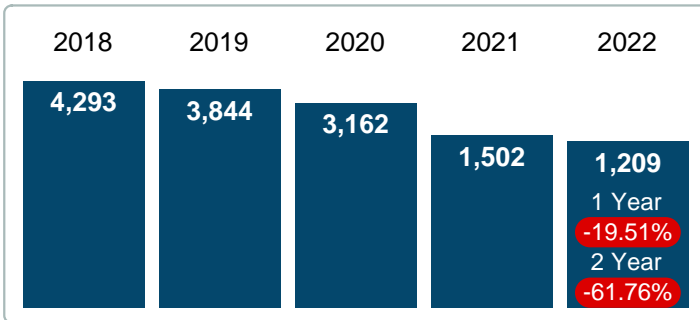
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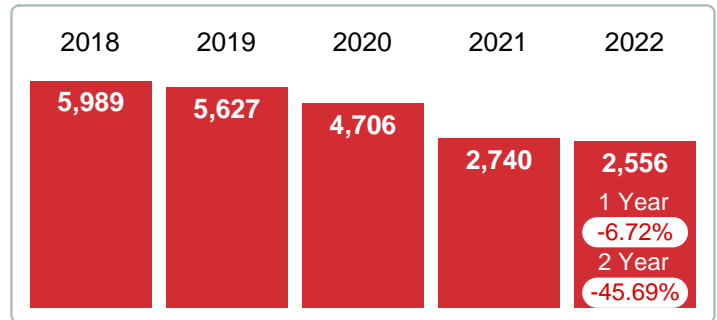
ACTIVE INVENTORY

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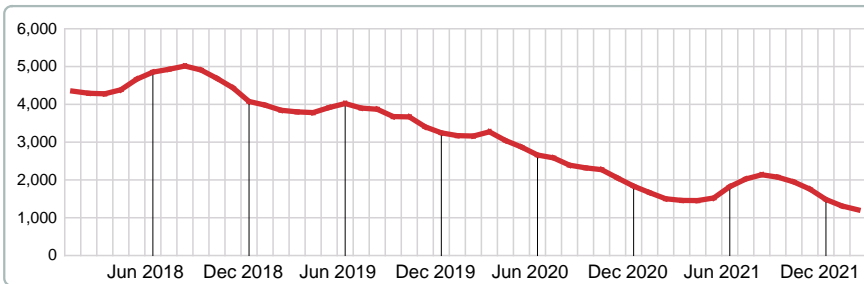
END OF FEBRUARY



ACTIVE DURING FEBRUARY

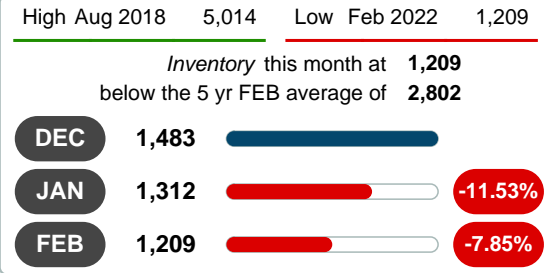


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2,802



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	97	8.02%	52.0	63	24	8	2
\$75,001 - \$150,000	162	13.40%	46.0	64	82	15	1
\$150,001 - \$225,000	191	15.80%	23.0	27	118	44	2
\$225,001 - \$375,000	289	23.90%	33.0	16	143	118	12
\$375,001 - \$500,000	179	14.81%	35.0	12	73	76	18
\$500,001 - \$775,000	167	13.81%	61.0	3	44	93	27
\$775,001 and up	124	10.26%	90.5	4	25	41	54
Total Active Inventory by Units			1,209	189	509	395	116
Total Active Inventory by Volume			530,460,728	32.99M	174.56M	194.30M	128.61M
Median Active Inventory Listing Price			\$296,958	\$100,000	\$250,000	\$399,000	\$759,000

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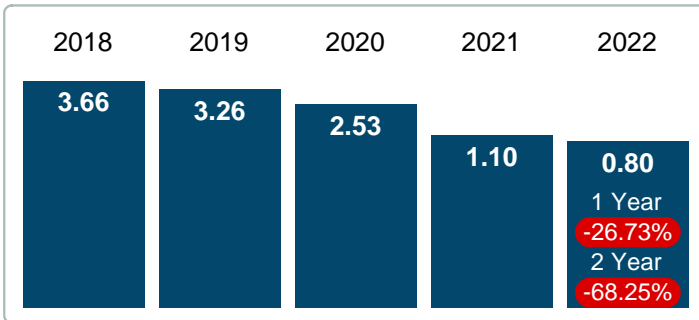
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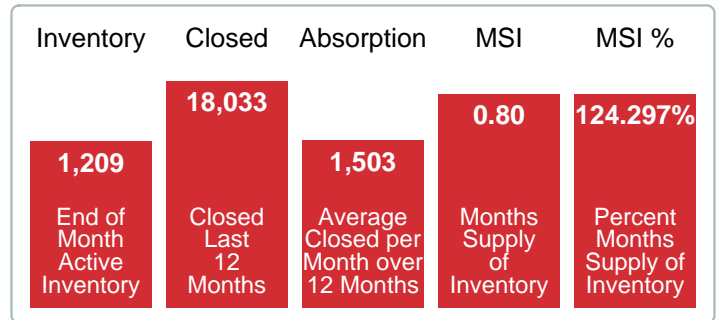
MONTHS SUPPLY of INVENTORY (MSI)

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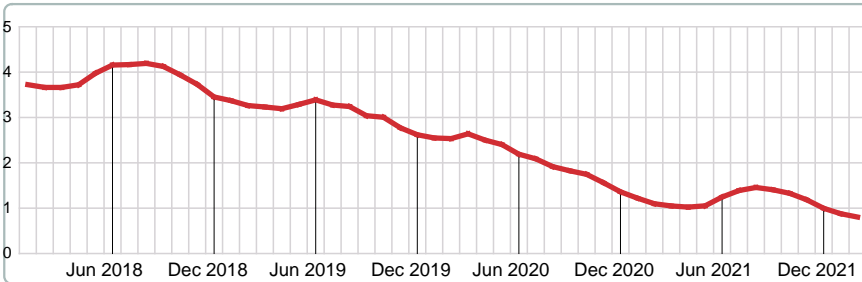
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

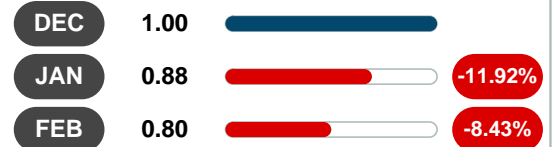


3 MONTHS

5 year FEB AVG = 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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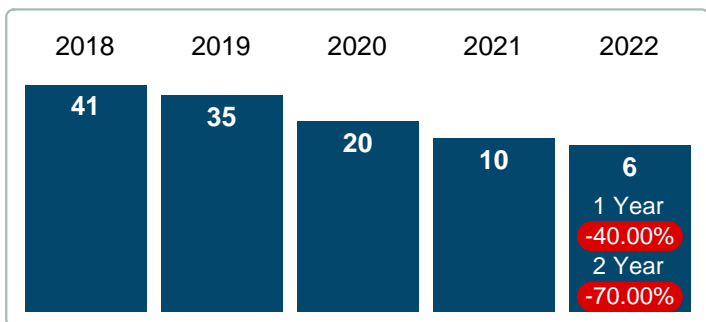
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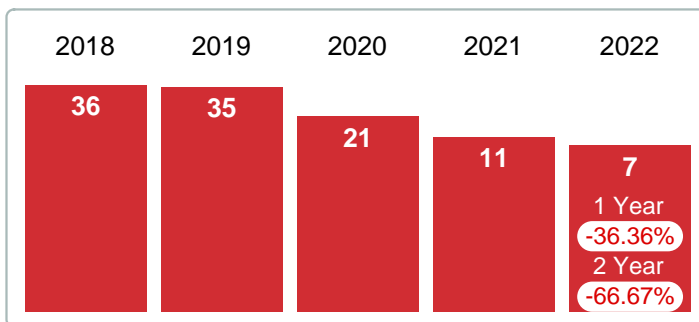
MEDIAN DAYS ON MARKET TO SALE

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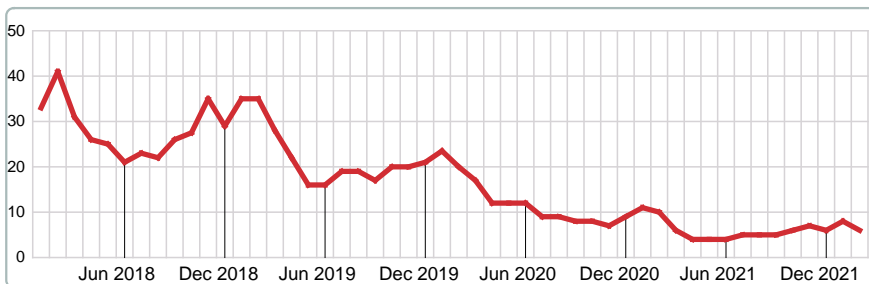
FEBRUARY



YEAR TO DATE (YTD)

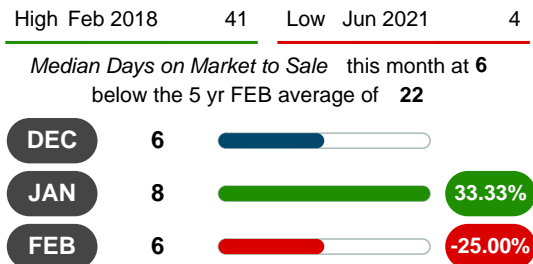


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 22



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
\$100,000 and less	10.40%	12	13	11	51	21
\$100,001 - \$150,000	12.21%	6	8	6	7	0
\$150,001 - \$175,000	8.86%	5	6	4	6	0
\$175,001 - \$250,000	27.85%	5	7	5	6	17
\$250,001 - \$325,000	15.73%	4	4	4	5	6
\$325,001 - \$450,000	14.74%	5	12	5	5	4
\$450,001 and up	10.22%	14	0	11	11	44
Median Closed DOM		6	8	5	6	20
Total Closed Units	100%	1,106	140	616	306	44
Total Closed Volume		290,878,494	18.75M	138.51M	112.21M	21.41M

February 2022



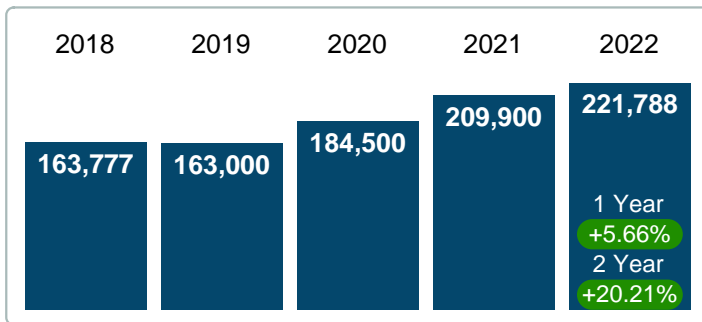
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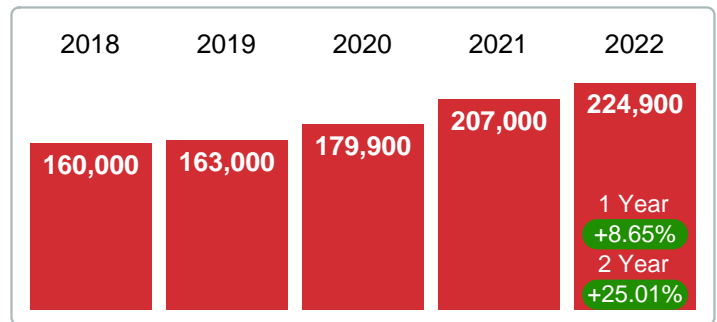
MEDIAN LIST PRICE AT CLOSING

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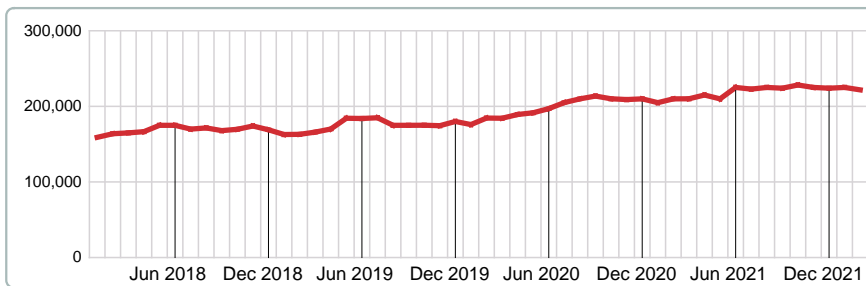
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

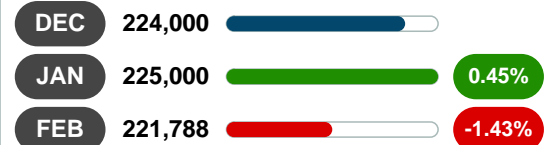


3 MONTHS

5 year FEB AVG = 188,593

High Oct 2021 228,240 Low Jan 2018 159,000

Median List Price at Closing this month at **221,788**
above the 5 yr FEB average of **188,593**



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
\$100,000 and less	10.85%	70,000	66,000	72,500	89,000	75,000
\$100,001 - \$150,000	12.66%	130,000	129,900	130,000	137,450	0
\$150,001 - \$175,000	8.68%	165,000	165,000	165,000	160,000	0
\$175,001 - \$250,000	27.58%	212,515	199,900	209,428	227,695	242,000
\$250,001 - \$325,000	15.73%	289,000	289,250	280,000	293,463	269,900
\$325,001 - \$450,000	14.65%	381,950	373,000	375,000	384,900	399,900
\$450,001 and up	9.86%	550,000	0	499,999	557,450	583,450
Median List Price		221,788	110,000	200,000	322,735	414,500
Total Closed Units	100%	221,788	140	616	306	44
Total Closed Volume		290,579,712	18.52M	137.92M	112.50M	21.64M

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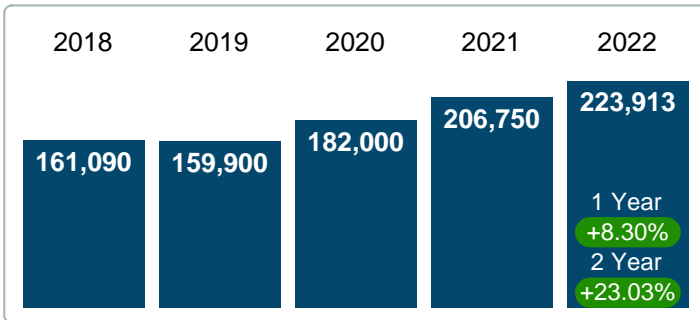
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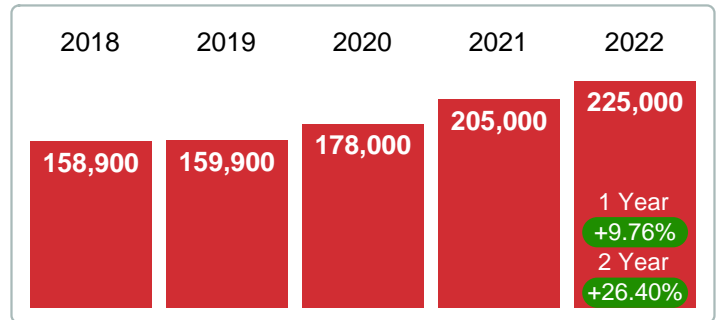
MEDIAN SOLD PRICE AT CLOSING

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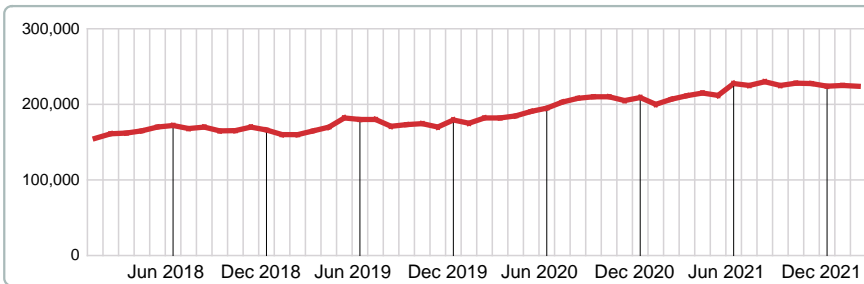
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

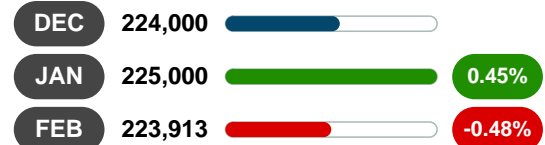


3 MONTHS

5 year FEB AVG = 186,731

High Aug 2021 229,900 Low Jan 2018 155,000

Median Sold Price at Closing this month at **223,913** above the 5 yr FEB average of **186,731**



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
\$100,000 and less	10.40%	68,500	63,000	71,250	50,000	75,000
\$100,001 - \$150,000	12.21%	128,500	128,250	128,000	135,000	0
\$150,001 - \$175,000	8.86%	165,000	160,667	166,000	162,500	0
\$175,001 - \$250,000	27.85%	212,953	213,500	210,358	230,000	225,000
\$250,001 - \$325,000	15.73%	287,950	294,401	282,000	295,000	272,000
\$325,001 - \$450,000	14.74%	380,000	399,900	375,000	383,950	400,000
\$450,001 and up	10.22%	550,000	0	503,500	550,000	602,500
Median Sold Price		223,913	110,000	205,038	322,500	420,000
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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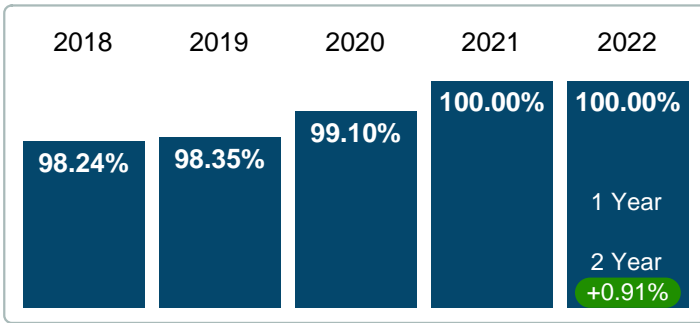
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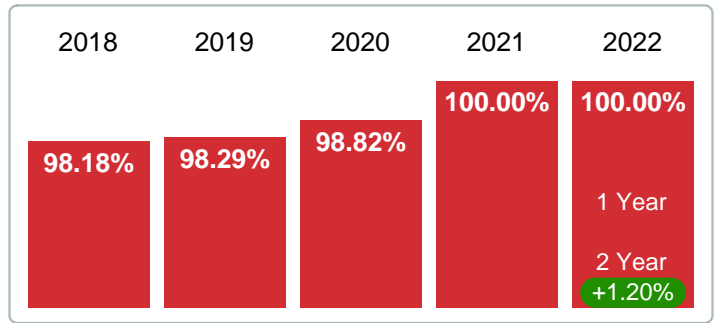
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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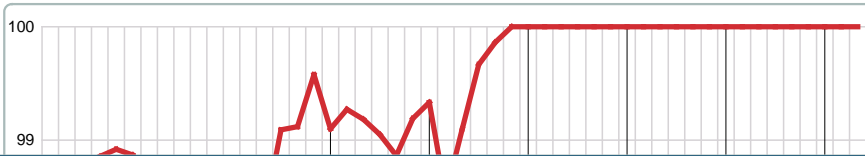
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 99.14%

High Feb 2022 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr FEB average of **99.14%**

DEC 100.00% ✓
JAN 100.00% ✓
FEB 100.00% ✓

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	115	10.40%	100.00%	100.00%	100.00%	80.00%	100.00%
\$100,001 - \$150,000	135	12.21%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001 - \$175,000	98	8.86%	100.00%	100.50%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	308	27.85%	100.00%	100.00%	100.00%	100.00%	98.37%
\$250,001 - \$325,000	174	15.73%	100.00%	100.00%	100.12%	100.00%	100.00%
\$325,001 - \$450,000	163	14.74%	100.00%	100.00%	100.00%	100.00%	100.00%
\$450,001 and up	113	10.22%	100.00%	0.00%	99.08%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		1,106	100%	140	616	306	44
Total Closed Volume		290,878,494		18.75M	138.51M	112.21M	21.41M

February 2022



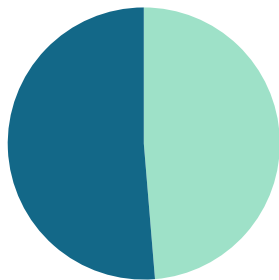
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



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

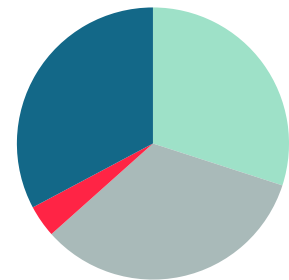
Closed Sales
1,106 = 29.98%

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%
Median List Price	209,900	221,788	5.66%	207,000	224,900	8.65%
Median Sale Price	206,750	223,913	8.30%	205,000	225,000	9.76%
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	10.00	6.00	-40.00%	11.00	7.00	-36.36%
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**

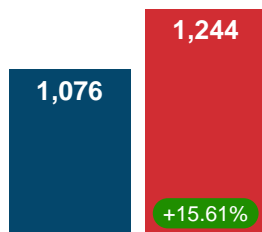
2021

2022

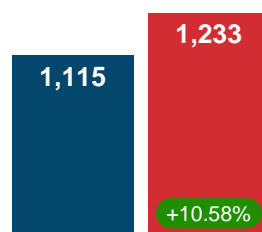
FEBRUARY MARKET

MEDIAN PRICES

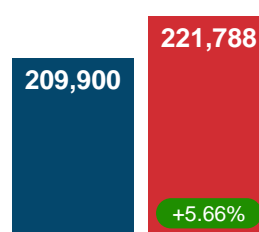
New Listings



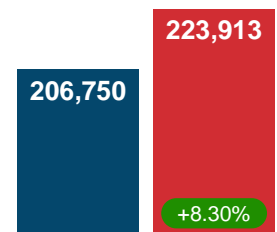
Pending Listings



List Price



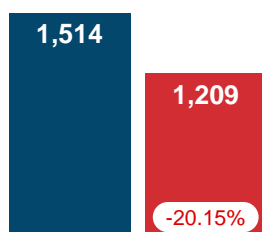
Sale Price



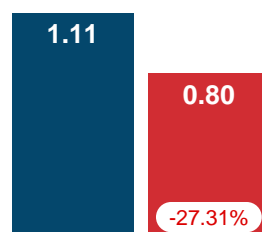
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

