

January 2022



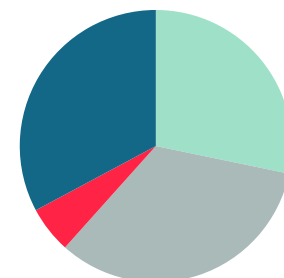
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	1,051	1,129	7.42%
Pending Listings	1,300	1,333	2.54%
New Listings	1,309	1,358	3.74%
Average List Price	239,596	263,730	10.07%
Average Sale Price	236,007	260,834	10.52%
Average Percent of Selling Price to List Price	98.37%	99.06%	0.70%
Average Days on Market to Sale	30.06	21.86	-27.27%
End of Month Inventory	1,671	1,311	-21.54%
Months Supply of Inventory	1.23	0.88	-28.40%



■ Closed (28.26%)
■ Pending (33.37%)
■ Other OffMarket (5.56%)
■ Active (32.82%)

Absorption: Last 12 months, an Average of **1,493** Sales/Month
Active Inventory as of January 31, 2022 = **1,311**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **21.54%** to 1,311 existing homes available for sale. Over the last 12 months this area has had an average of 1,493 closed sales per month. This represents an unsold inventory index of **0.88** 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 **10.52%** in January 2022 to \$260,834 versus the previous year at \$236,007.

Average Days on Market Shortens

The average number of **21.86** days that homes spent on the market before selling decreased by 8.20 days or **27.27%** in January 2022 compared to last year's same month at **30.06** 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 1,358 New Listings in January 2022, up **3.74%** from last year at 1,309. Furthermore, there were 1,129 Closed Listings this month versus last year at 1,051, a **7.42%** increase.

Closed versus Listed trends yielded a **83.1%** ratio, up from previous year's, January 2021, at **80.3%**, a **3.55%** 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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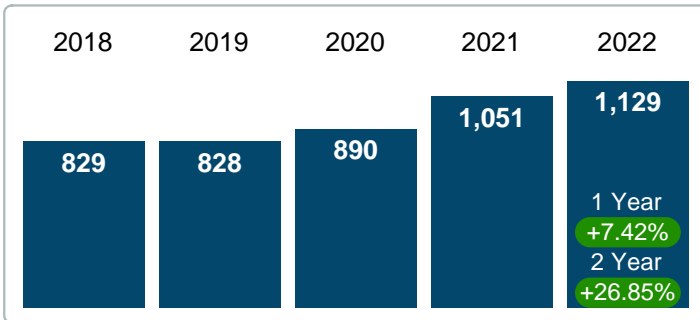
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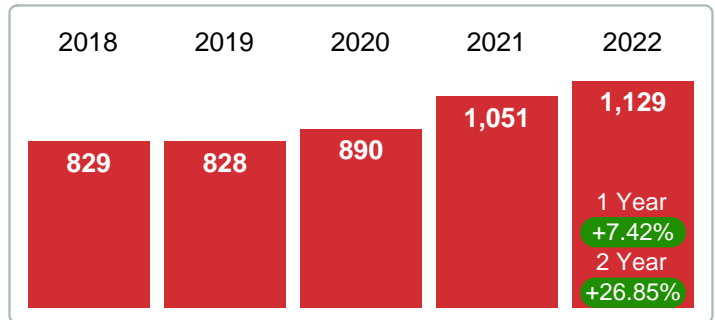
CLOSED LISTINGS

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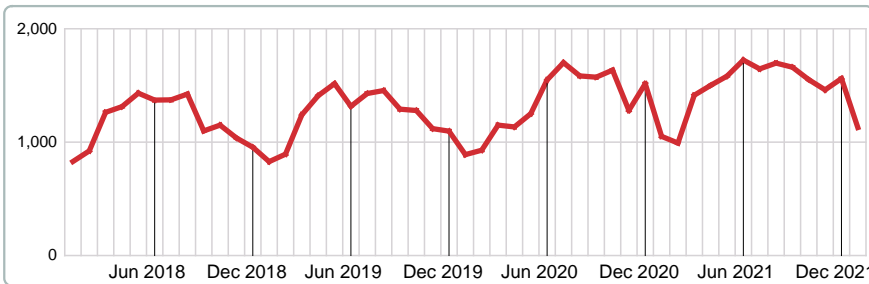
JANUARY



YEAR TO DATE (YTD)

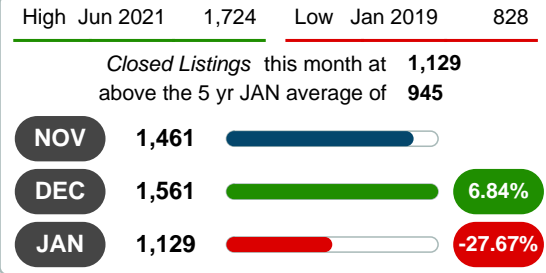


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 945



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	91	8.06%	25.5	56	31	4	0
\$75,001 - \$125,000	105	9.30%	19.6	36	62	5	2
\$125,001 - \$175,000	185	16.39%	19.1	27	139	18	1
\$175,001 - \$250,000	298	26.40%	16.1	18	214	60	6
\$250,001 - \$325,000	178	15.77%	19.5	6	93	72	7
\$325,001 - \$425,000	150	13.29%	27.2	6	55	75	14
\$425,001 and up	122	10.81%	36.1	1	24	69	28
Total Closed Units	1,129			150	618	303	58
Total Closed Volume	294,481,906	100%	21.9	19.20M	135.25M	108.40M	31.62M
Average Closed Price	\$260,834			\$128,024	\$218,855	\$357,760	\$545,256

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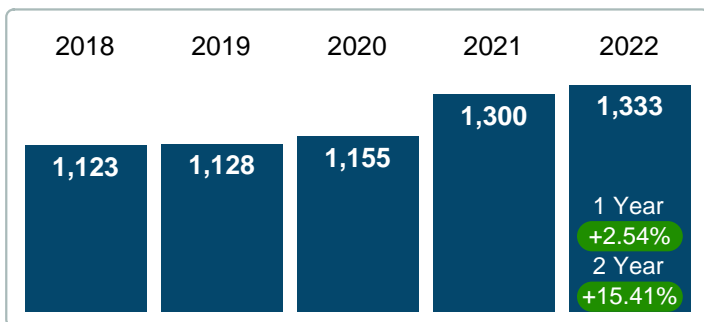
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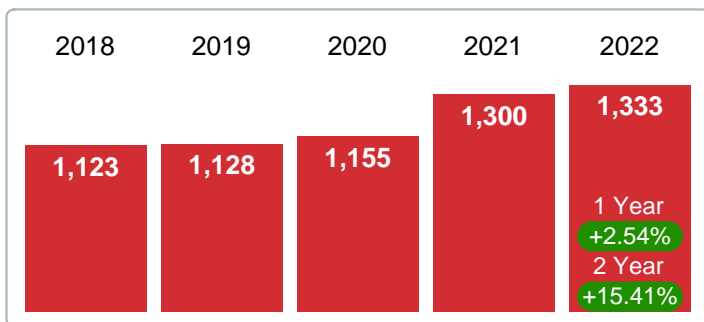
PENDING LISTINGS

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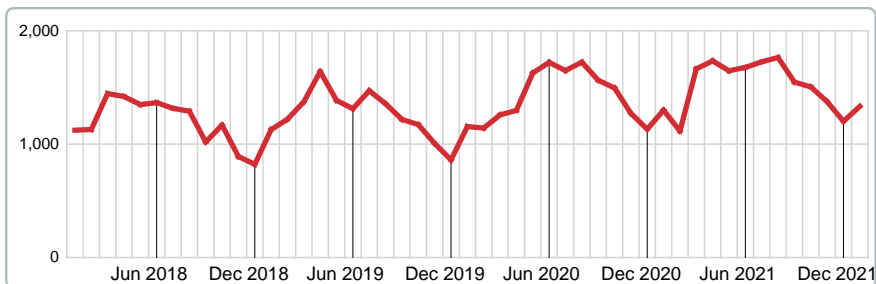
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,208

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,333 above the 5 yr JAN average of 1,208



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	135	10.13%	37.4	84	40	11	0
\$100,001 - \$150,000	158	11.85%	25.0	33	115	9	1
\$150,001 - \$175,000	103	7.73%	23.6	11	80	12	0
\$175,001 - \$275,000	437	32.78%	18.7	33	313	82	9
\$275,001 - \$350,000	189	14.18%	30.0	9	82	93	5
\$350,001 - \$450,000	157	11.78%	32.6	6	64	72	15
\$450,001 and up	154	11.55%	47.1	1	40	93	20
Total Pending Units	1,333			177	734	372	50
Total Pending Volume	362,705,289	100%	27.5	24.29M	173.06M	139.22M	26.14M
Average Listing Price	\$270,900			\$137,229	\$235,772	\$374,245	\$522,799

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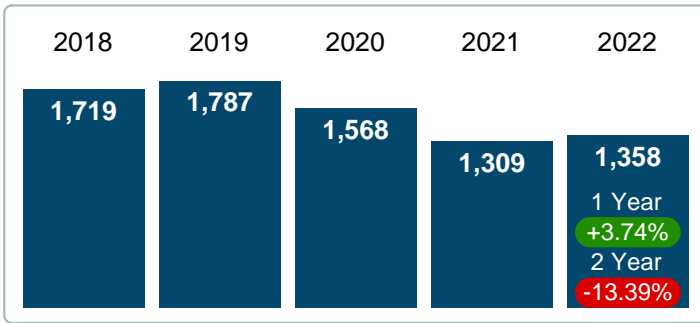
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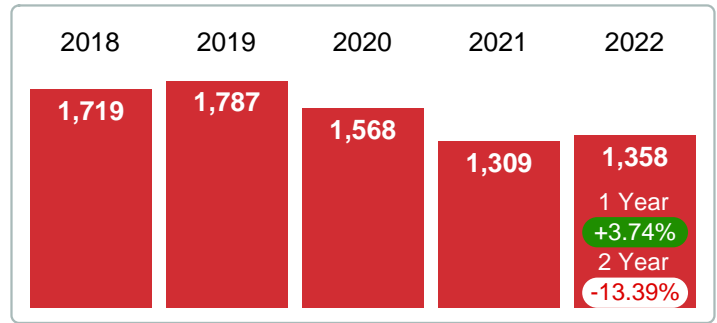
NEW LISTINGS

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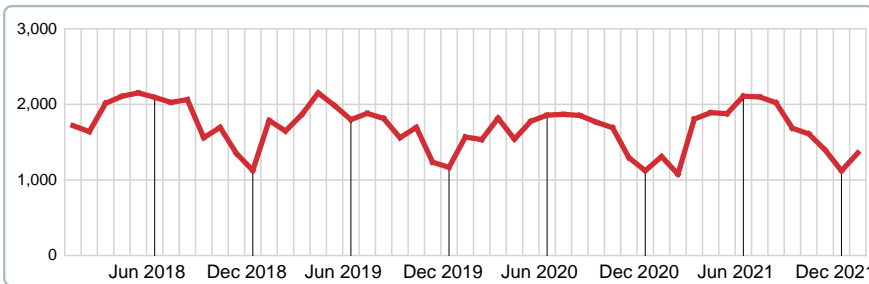
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,548

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

New Listings this month at 1,358
below the 5 yr JAN average of 1,548



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	140	10.31%	87	44	9	0
\$100,001 - \$150,000	137	10.09%	31	94	12	0
\$150,001 - \$200,000	244	17.97%	24	191	27	2
\$200,001 - \$275,000	299	22.02%	18	202	74	5
\$275,001 - \$375,000	211	15.54%	8	95	100	8
\$375,001 - \$500,000	176	12.96%	8	79	76	13
\$500,001 and up	151	11.12%	4	31	78	38
Total New Listed Units	1,358		180	736	376	66
Total New Listed Volume	413,209,010	100%	26.95M	194.15M	146.79M	45.32M
Average New Listed Listing Price	\$287,668		\$149,707	\$263,794	\$390,406	\$686,625

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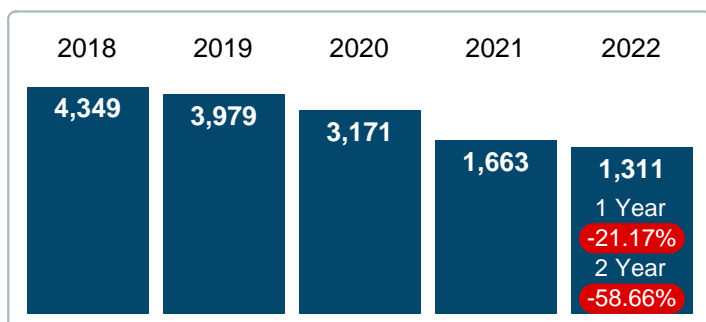
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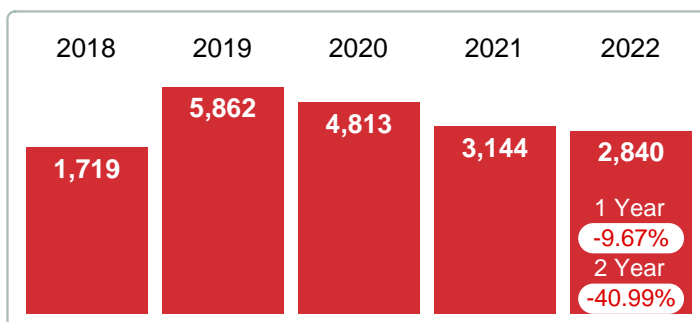
ACTIVE INVENTORY

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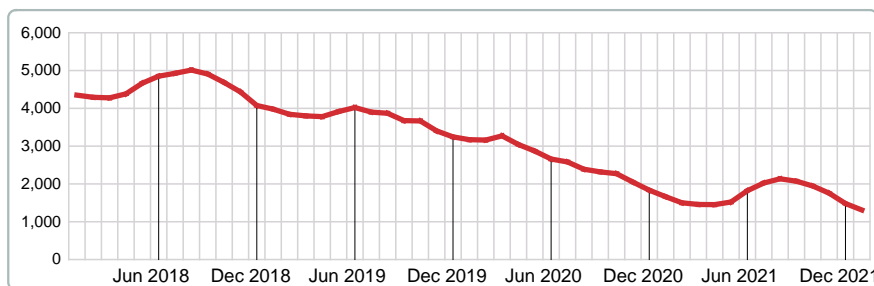
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

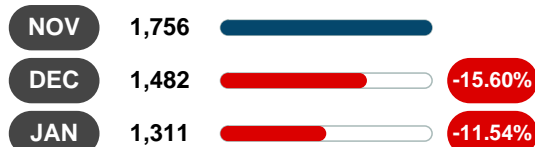


3 MONTHS

5 year JAN AVG = 2,895

High Aug 2018 5,013 Low Jan 2022 1,311

Inventory this month at 1,311 below the 5 yr JAN average of 2,895



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	111	8.47%	91.7	71	28	9	3
\$75,001 - \$150,000	174	13.27%	83.0	65	85	23	1
\$150,001 - \$200,000	157	11.98%	60.1	19	106	29	3
\$200,001 - \$375,000	373	28.45%	70.5	21	198	140	14
\$375,001 - \$500,000	176	13.42%	78.1	11	76	68	21
\$500,001 - \$775,000	182	13.88%	86.8	5	41	100	36
\$775,001 and up	138	10.53%	89.7	5	24	52	57
Total Active Inventory by Units	1,311			197	558	421	135
Total Active Inventory by Volume	564,537,153	100%	78.0	34.71M	183.15M	208.93M	137.75M
Average Active Inventory Listing Price	\$430,616			\$176,195	\$328,228	\$496,266	\$1,020,350

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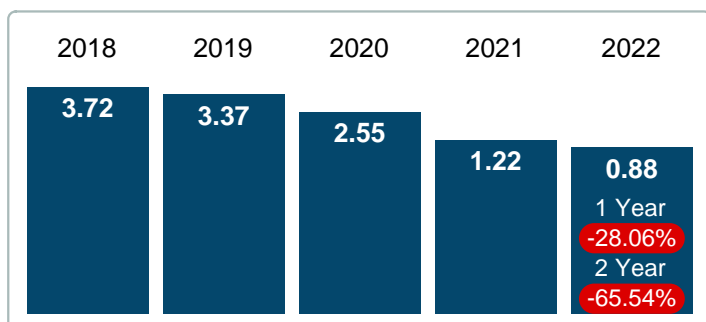
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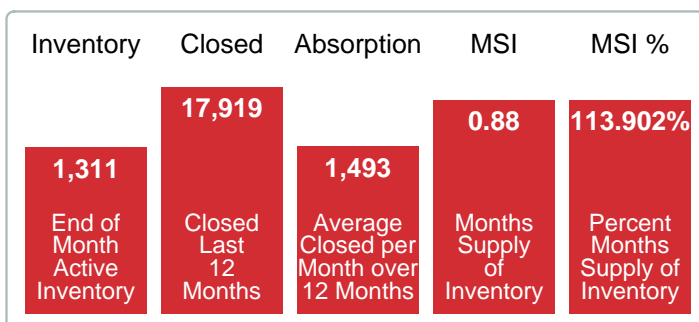
MONTHS SUPPLY of INVENTORY (MSI)

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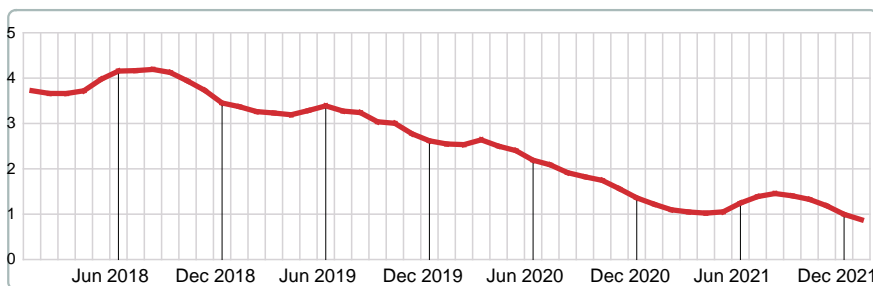
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022

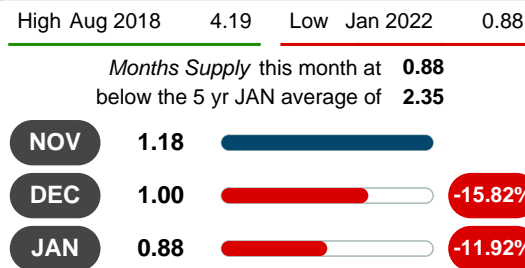


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.35



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	111	8.47%	1.21	1.47	0.74	1.86	3.60
\$75,001 - \$150,000	174	13.27%	0.70	1.02	0.52	1.22	0.44
\$150,001 - \$200,000	157	11.98%	0.54	0.81	0.47	0.78	1.33
\$200,001 - \$375,000	373	28.45%	0.61	0.79	0.60	0.61	0.49
\$375,001 - \$500,000	176	13.42%	1.20	3.00	2.12	0.79	1.00
\$500,001 - \$775,000	182	13.88%	2.41	5.45	2.98	2.47	1.77
\$775,001 and up	138	10.53%	5.00	20.00	8.23	3.92	5.10
Market Supply of Inventory (MSI)			0.88	1.18	0.69	0.97	1.57
Total Active Inventory by Units		100%	0.88	197	558	421	135

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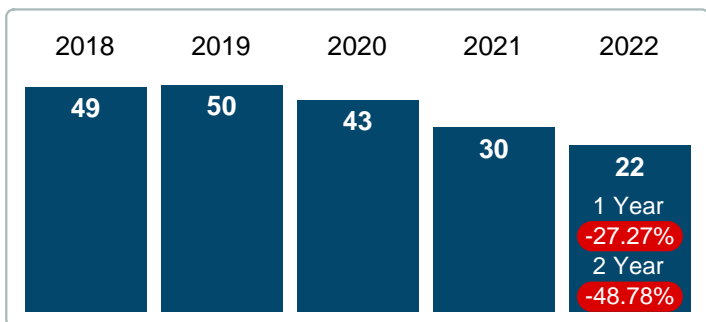
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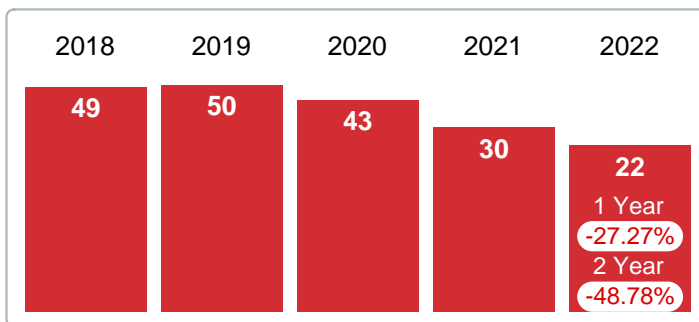
AVERAGE DAYS ON MARKET TO SALE

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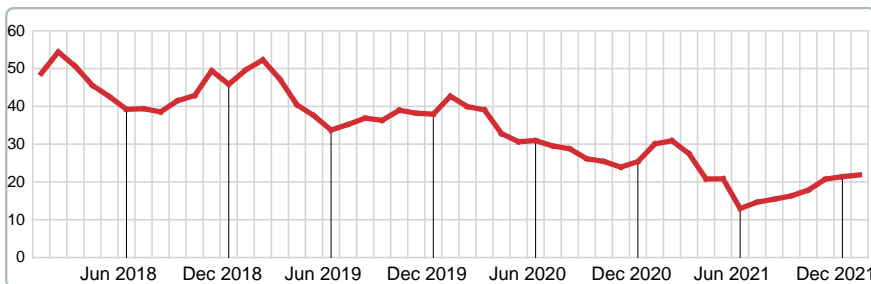
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

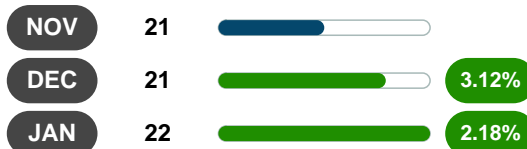


3 MONTHS

5 year JAN AVG = 39

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 22 below the 5 yr JAN average of 39



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	
\$75,000 and less	8.06%	26	23	29	35	0	
\$75,001 - \$125,000	9.30%	20	21	15	23	131	
\$125,001 - \$175,000	16.39%	19	13	20	21	5	
\$175,001 - \$250,000	26.40%	16	26	15	17	11	
\$250,001 - \$325,000	15.77%	20	12	20	18	31	
\$325,001 - \$425,000	13.29%	27	21	32	23	37	
\$425,001 and up	10.81%	36	79	32	37	37	
Average Closed DOM		22					
Total Closed Units	1,129	100%	22				
Total Closed Volume	294,481,906			19.20M	135.25M	108.40M	31.62M

January 2022



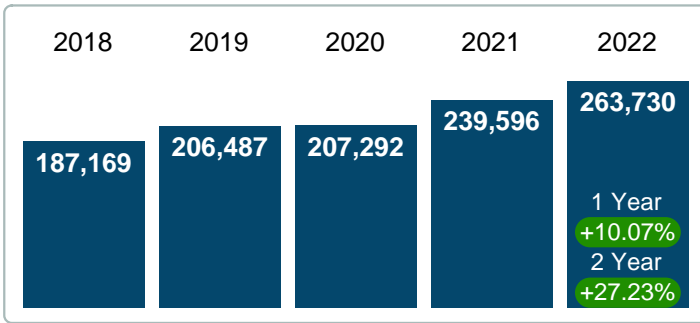
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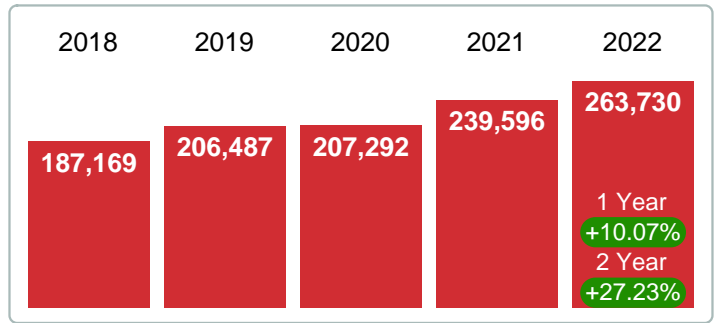
AVERAGE LIST PRICE AT CLOSING

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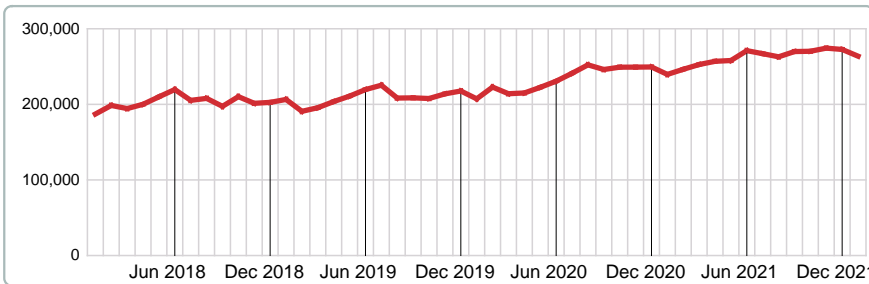
JANUARY



YEAR TO DATE (YTD)

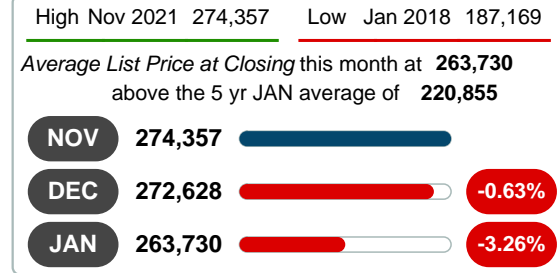


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 220,855



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		
\$75,000 and less	82	7.26%	52,977	55,890	59,921	47,475	0	
\$75,001 - \$125,000	113	10.01%	104,205	105,054	107,190	105,500	106,500	
\$125,001 - \$175,000	186	16.47%	152,492	150,159	152,832	157,761	140,000	
\$175,001 - \$250,000	302	26.75%	214,813	208,366	213,519	217,055	234,967	
\$250,001 - \$325,000	173	15.32%	288,534	283,983	287,717	288,028	293,414	
\$325,001 - \$425,000	148	13.11%	374,957	393,050	377,247	373,400	385,096	
\$425,001 and up	125	11.07%	663,880	1,064,000	535,976	640,829	833,920	
Average List Price		263,730		132,286	219,757	361,520	561,341	
Total Closed Units		1,129	100%	263,730	150	618	303	58
Total Closed Volume		297,751,146			19.84M	135.81M	109.54M	32.56M

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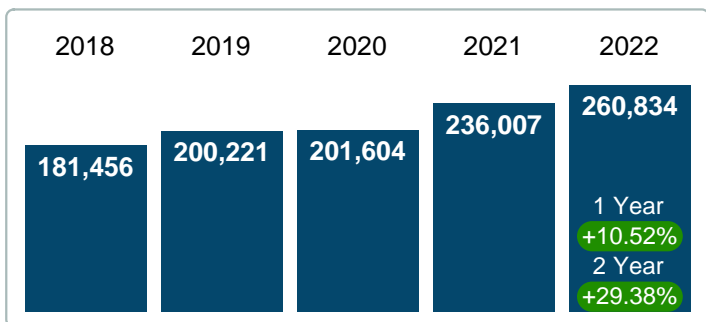
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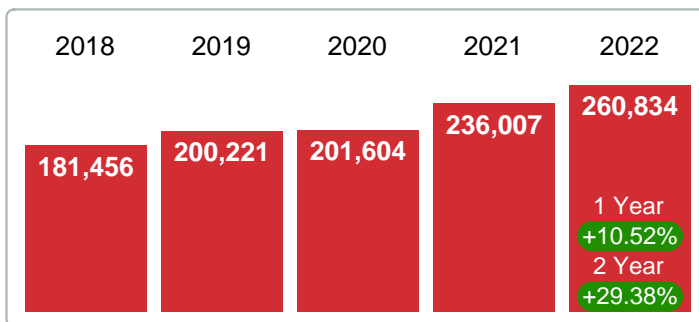
AVERAGE SOLD PRICE AT CLOSING

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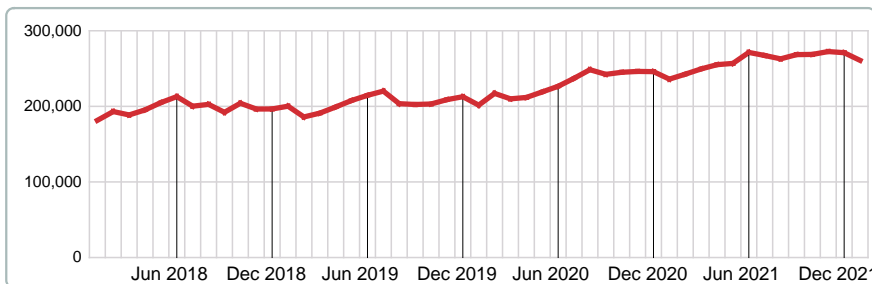
JANUARY



YEAR TO DATE (YTD)

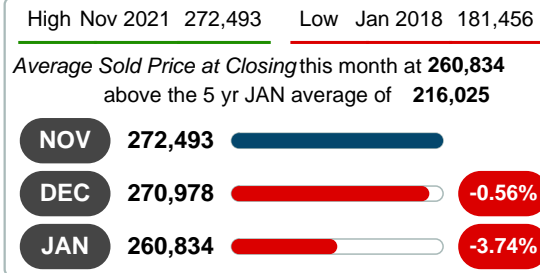


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 216,025



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
\$75,000 and less	8.06%	52,530	51,616	55,960	38,750	0
\$75,001 - \$125,000	9.30%	102,484	99,050	104,233	104,220	105,750
\$125,001 - \$175,000	16.39%	151,555	149,448	151,669	154,478	140,000
\$175,001 - \$250,000	26.40%	215,057	208,341	214,259	218,001	234,233
\$250,001 - \$325,000	15.77%	287,569	283,333	287,221	288,387	287,414
\$325,001 - \$425,000	13.29%	374,633	393,667	373,261	371,615	388,030
\$425,001 and up	10.81%	651,098	900,000	536,702	626,514	800,844
Average Sold Price		260,834	128,024	218,855	357,760	545,256
Total Closed Units	100%	260,834	150	618	303	58
Total Closed Volume		294,481,906	19.20M	135.25M	108.40M	31.62M

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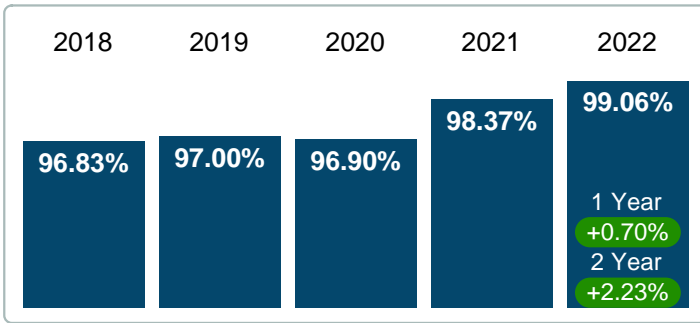
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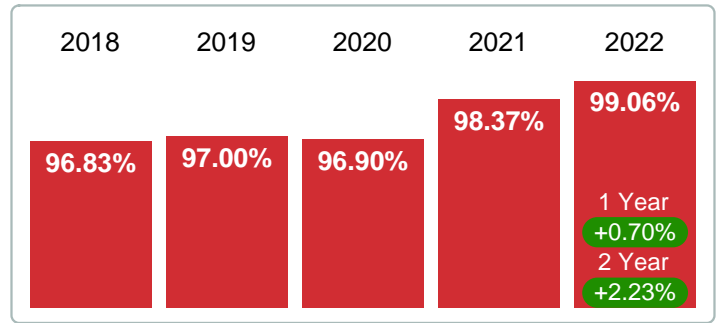
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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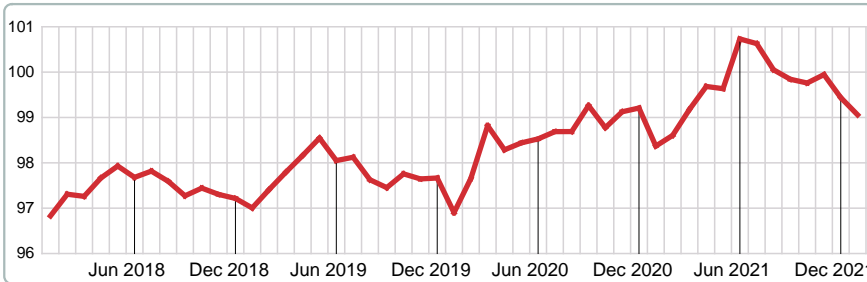
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

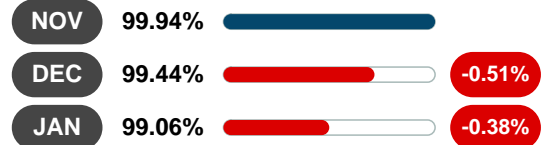


3 MONTHS

5 year JAN AVG = 97.63%

High Jun 2021 100.73% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.06%** above the 5 yr JAN average of **97.63%**



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
\$75,000 and less	91	8.06%	93.62%	93.32%	95.31%	84.61%	0.00%
\$75,001 - \$125,000	105	9.30%	96.82%	95.02%	97.56%	99.58%	99.25%
\$125,001 - \$175,000	185	16.39%	99.37%	99.93%	99.41%	98.22%	100.00%
\$175,001 - \$250,000	298	26.40%	100.53%	100.54%	100.49%	100.71%	100.24%
\$250,001 - \$325,000	178	15.77%	100.00%	99.80%	99.98%	100.22%	98.13%
\$325,001 - \$425,000	150	13.29%	99.61%	100.48%	99.20%	99.60%	100.85%
\$425,001 and up	122	10.81%	98.92%	84.59%	100.68%	98.71%	98.44%
Average Sold/List Ratio		99.10%		96.27%	99.51%	99.48%	99.23%
Total Closed Units		1,129	100%	150	618	303	58
Total Closed Volume		294,481,906		19.20M	135.25M	108.40M	31.62M

January 2022



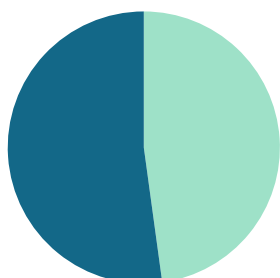
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY



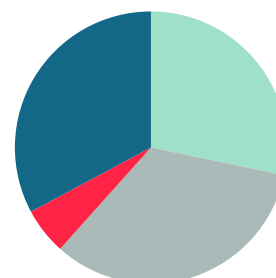
Inventory

- New Listings
1,358 = 47.83%
- Start Inventory
1,481
- Total Inventory Units
2,839
- Volume
\$1,001,941,163

Market Activity

- Closed Sales
1,129 = 28.26%
- Pending Sales
1,333 = 33.37%
- Other Off Market
222 = 5.56%
- Active Inventory
1,311 = 32.82%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,051	1,129	7.42%	1,051	1,129	7.42%
Pending Sales	1,300	1,333	2.54%	1,300	1,333	2.54%
New Listings	1,309	1,358	3.74%	1,309	1,358	3.74%
Average List Price	239,596	263,730	10.07%	239,596	263,730	10.07%
Average Sale Price	236,007	260,834	10.52%	236,007	260,834	10.52%
Average Percent of Selling Price to List Price	98.37%	99.06%	0.70%	98.37%	99.06%	0.70%
Average Days on Market to Sale	30.06	21.86	-27.27%	30.06	21.86	-27.27%
Monthly Inventory	1,671	1,311	-21.54%	1,671	1,311	-21.54%
Months Supply of Inventory	1.23	0.88	-28.40%	1.23	0.88	-28.40%

Absorption: Last 12 months, an Average of **1,493** Sales/Month

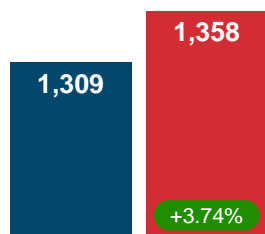
Inventory on January 31, 2022 = **1,311**

2021 **2022**

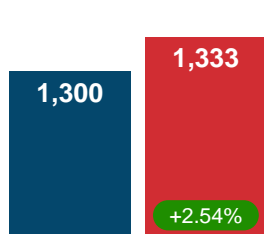
JANUARY MARKET

AVERAGE PRICES

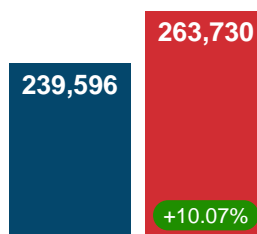
New Listings



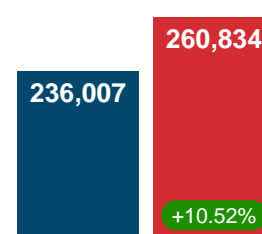
Pending Listings



List Price



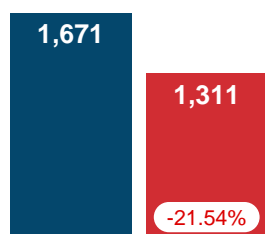
Sale Price



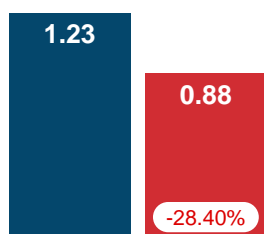
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

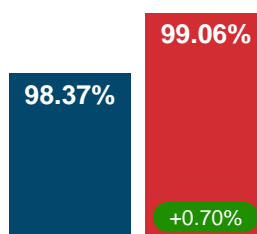
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

