

December 2021

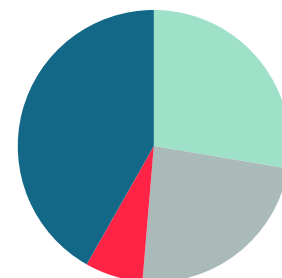
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | December | | |
|--|----------|---------|---------|
| | 2020 | 2021 | +/-% |
| Closed Listings | 143 | 217 | 51.75% |
| Pending Listings | 135 | 186 | 37.78% |
| New Listings | 161 | 174 | 8.07% |
| Average List Price | 221,363 | 229,916 | 3.86% |
| Average Sale Price | 222,015 | 228,162 | 2.77% |
| Average Percent of Selling Price to List Price | 101.54% | 99.15% | -2.35% |
| Average Days on Market to Sale | 23.09 | 28.41 | 23.04% |
| End of Month Inventory | 588 | 328 | -44.22% |
| Months Supply of Inventory | 3.74 | 1.75 | -53.20% |



■ Closed (27.64%)
■ Pending (23.69%)
■ Other OffMarket (6.88%)
■ Active (41.78%)

Absorption: Last 12 months, an Average of **187** Sales/Month
Active Inventory as of December 31, 2021 = **328**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **44.22%** to 328 existing homes available for sale. Over the last 12 months this area has had an average of 187 closed sales per month. This represents an unsold inventory index of **1.75** 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 **2.77%** in December 2021 to \$228,162 versus the previous year at \$222,015.

Average Days on Market Lengthens

The average number of **28.41** days that homes spent on the market before selling increased by 5.32 days or **23.04%** in December 2021 compared to last year's same month at **23.09** DOM.

Sales Success for December 2021 is Positive

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

There were 174 New Listings in December 2021, up **8.07%** from last year at 161. Furthermore, there were 217 Closed Listings this month versus last year at 143, a **51.75%** increase.

Closed versus Listed trends yielded a **124.7%** ratio, up from previous year's, December 2020, at **88.8%**, a **40.41%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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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



December 2021

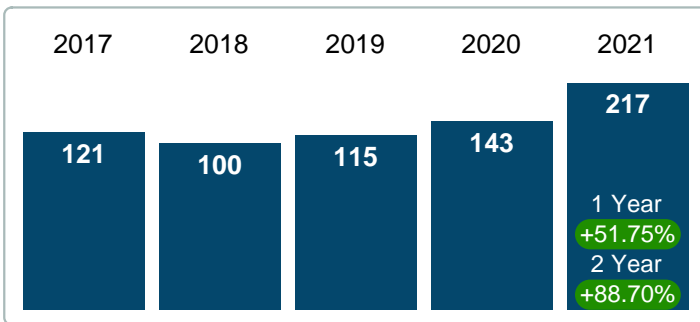
Area Delimited by County Of Wagoner



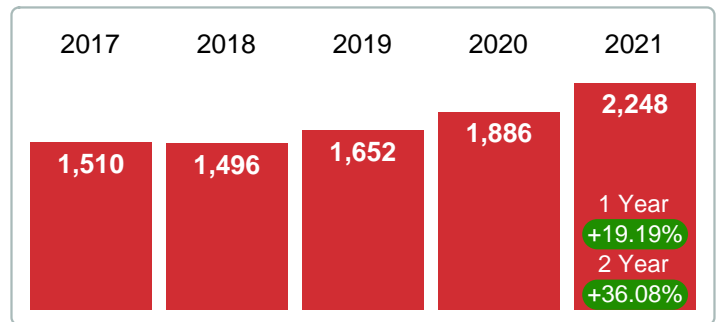
CLOSED LISTINGS

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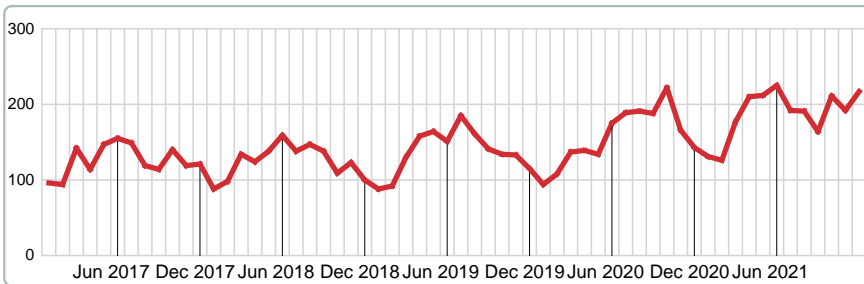
DECEMBER



YEAR TO DATE (YTD)

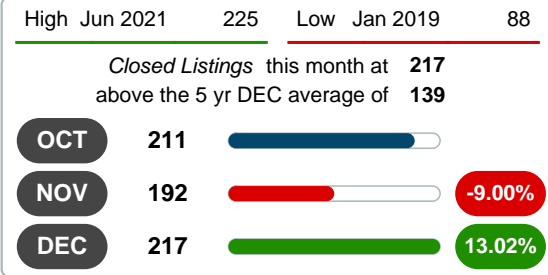


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 139



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$0 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1-\$150,000 | 49 | 22.58% | 37.7 | 18 | 27 | 4 | 0 |
| \$150,001-\$200,000 | 27 | 12.44% | 19.4 | 5 | 19 | 3 | 0 |
| \$200,001-\$250,000 | 59 | 27.19% | 13.4 | 2 | 46 | 10 | 1 |
| \$250,001-\$300,000 | 25 | 11.52% | 14.7 | 1 | 8 | 16 | 0 |
| \$300,001-\$375,000 | 35 | 16.13% | 34.9 | 3 | 16 | 16 | 0 |
| \$375,001 and up | 22 | 10.14% | 64.4 | 1 | 8 | 9 | 4 |
| Total Closed Units | 217 | | | 30 | 124 | 58 | 5 |
| Total Closed Volume | 49,511,109 | 100% | 28.4 | 4.63M | 26.09M | 16.53M | 2.26M |
| Average Closed Price | \$228,162 | | | \$154,482 | \$210,403 | \$284,956 | \$451,847 |



December 2021

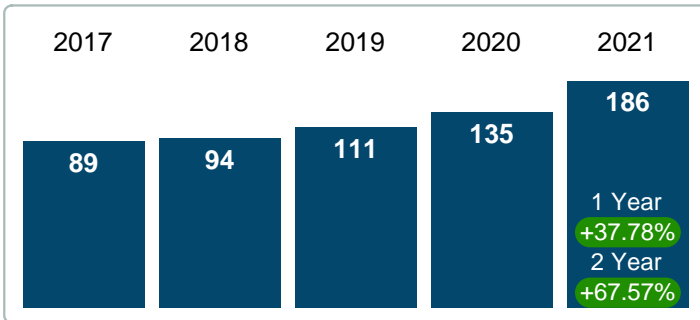
Area Delimited by County Of Wagoner



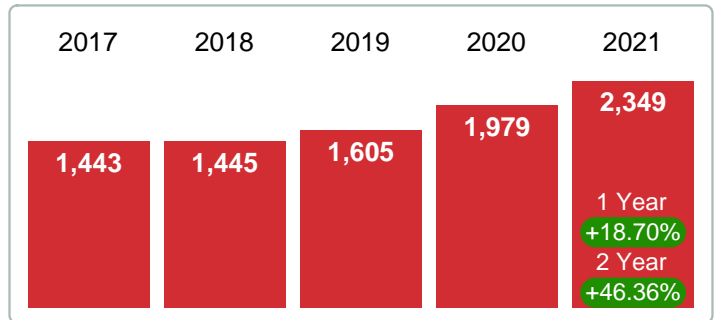
PENDING LISTINGS

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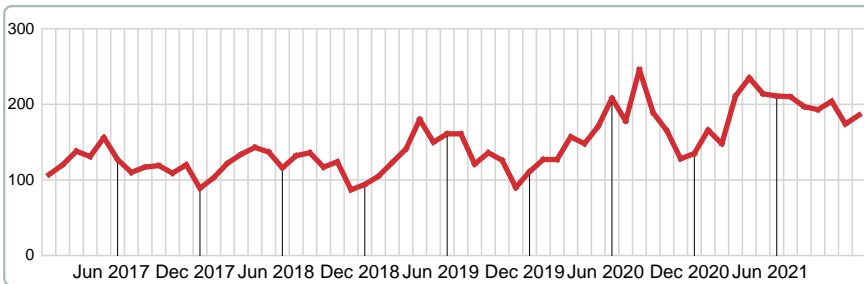
DECEMBER



YEAR TO DATE (YTD)

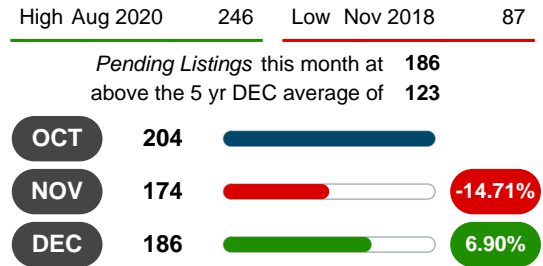


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 123



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 | 15 | 8.06% | 44.7 | 8 | 6 | 1 | 0 |
| \$75,001 - \$150,000 | 23 | 12.37% | 64.7 | 8 | 14 | 1 | 0 |
| \$150,001 - \$200,000 | 21 | 11.29% | 33.4 | 3 | 14 | 4 | 0 |
| \$200,001 - \$275,000 | 57 | 30.65% | 22.6 | 4 | 39 | 14 | 0 |
| \$275,001 - \$325,000 | 28 | 15.05% | 29.4 | 1 | 12 | 15 | 0 |
| \$325,001 - \$400,000 | 23 | 12.37% | 25.7 | 3 | 11 | 9 | 0 |
| \$400,001 and up | 19 | 10.22% | 43.7 | 2 | 7 | 6 | 4 |
| Total Pending Units | 186 | | | 29 | 103 | 50 | 4 |
| Total Pending Volume | 49,207,462 | 100% | 23.4 | 7.70M | 24.49M | 14.87M | 2.13M |
| Average Listing Price | \$185,078 | | | \$265,679 | \$237,807 | \$297,496 | \$533,475 |



December 2021

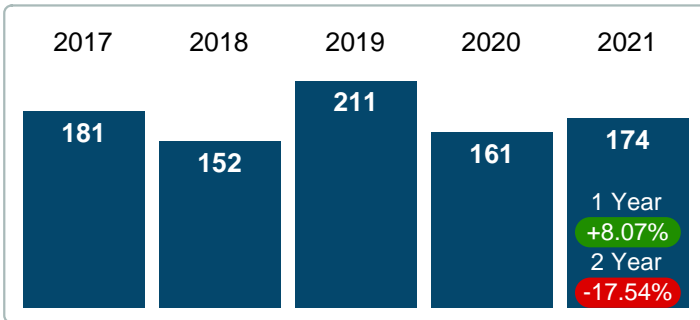
Area Delimited by County Of Wagoner



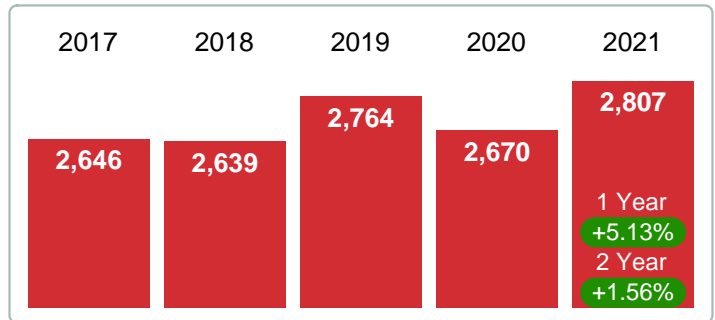
NEW LISTINGS

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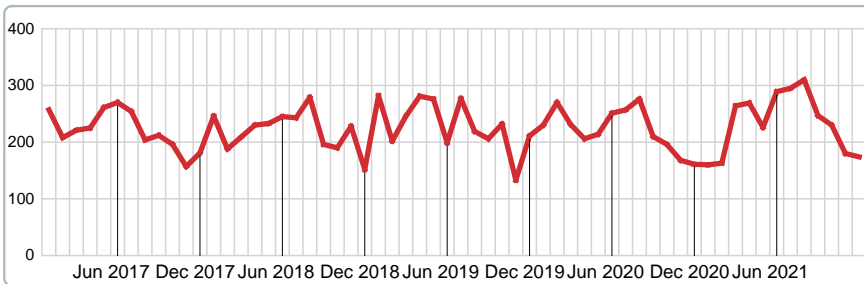
DECEMBER



YEAR TO DATE (YTD)

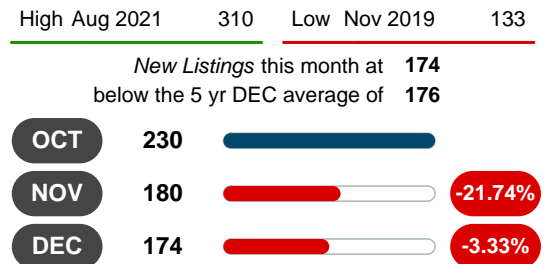


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 176



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | | Bedroom Distribution | | | |
|---|-------------------|-------------|----------------------|------------------|------------------|--------------------|
| Price Range | Count | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
| \$0 and less | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$1-\$125,000 | 34 | 19.54% | 14 | 17 | 3 | 0 |
| \$125,001-\$200,000 | 33 | 18.97% | 8 | 23 | 2 | 0 |
| \$200,001-\$250,000 | 36 | 20.69% | 3 | 24 | 9 | 0 |
| \$250,001-\$325,000 | 26 | 14.94% | 2 | 13 | 11 | 0 |
| \$325,001-\$425,000 | 26 | 14.94% | 5 | 11 | 10 | 0 |
| \$425,001 and up | 19 | 10.92% | 5 | 2 | 11 | 1 |
| Total New Listed Units | 174 | | 37 | 90 | 46 | 1 |
| Total New Listed Volume | 46,437,880 | 100% | 10.17M | 18.38M | 15.69M | 2.20M |
| Average New Listed Listing Price | \$199,847 | | \$274,990 | \$204,184 | \$341,016 | \$2,200,000 |



December 2021

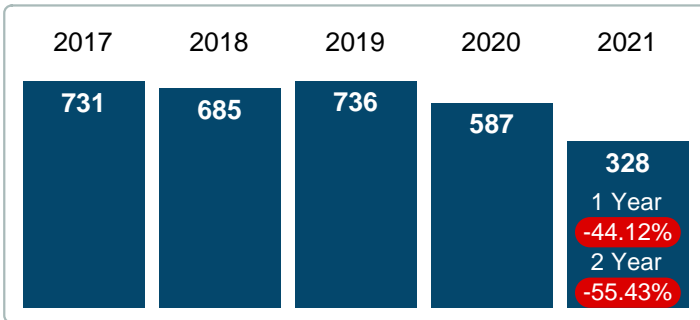
Area Delimited by County Of Wagoner



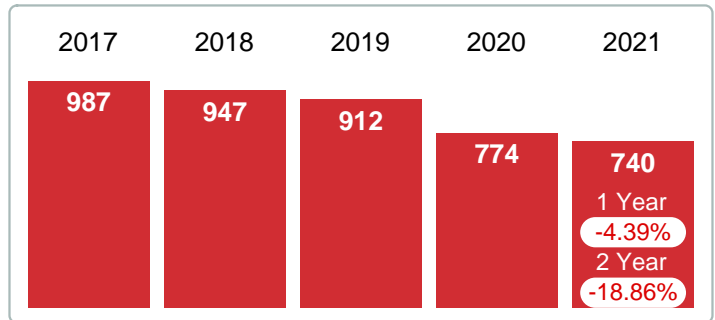
ACTIVE INVENTORY

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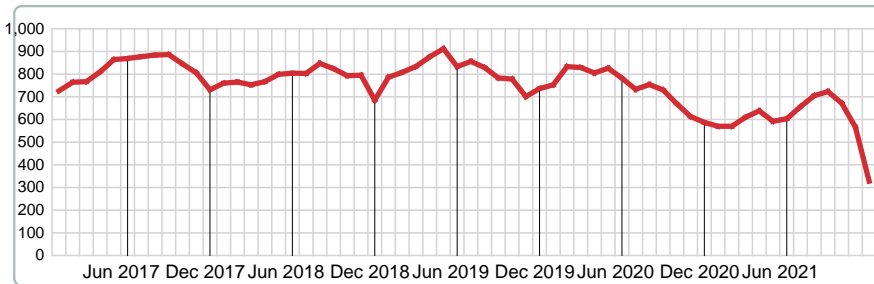
END OF DECEMBER



ACTIVE DURING DECEMBER

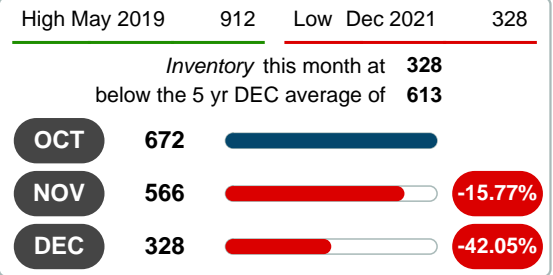


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 613



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|--------|-------------|-----------|-----------|-----------|-----------|
| \$0 and less | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$1-\$75,000 | 69 | 21.04% | 91.3 | 53 | 10 | 5 | 1 |
| \$75,001-\$150,000 | 48 | 14.63% | 103.9 | 35 | 9 | 4 | 0 |
| \$150,001-\$275,000 | 86 | 26.22% | 76.4 | 31 | 36 | 18 | 1 |
| \$275,001-\$400,000 | 50 | 15.24% | 98.5 | 16 | 17 | 16 | 1 |
| \$400,001-\$650,000 | 41 | 12.50% | 100.3 | 20 | 6 | 14 | 1 |
| \$650,001 and up | 34 | 10.37% | 93.6 | 16 | 3 | 9 | 6 |
| Total Active Inventory by Units | | | 328 | 171 | 81 | 66 | 10 |
| Total Active Inventory by Volume | | | 112,662,811 | 58.07M | 21.90M | 24.19M | 8.50M |
| Average Active Inventory Listing Price | | | \$343,484 | \$339,606 | \$270,419 | \$366,514 | \$849,640 |

December 2021



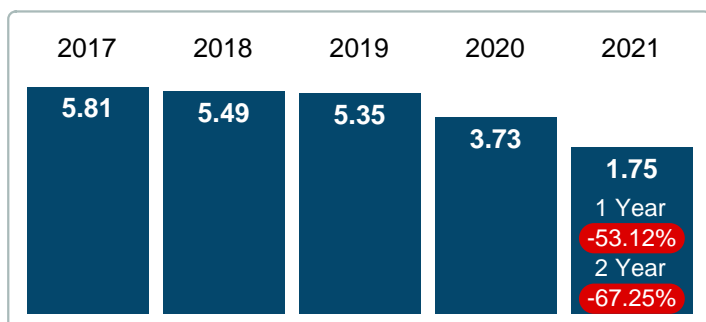
Area Delimited by County Of Wagoner



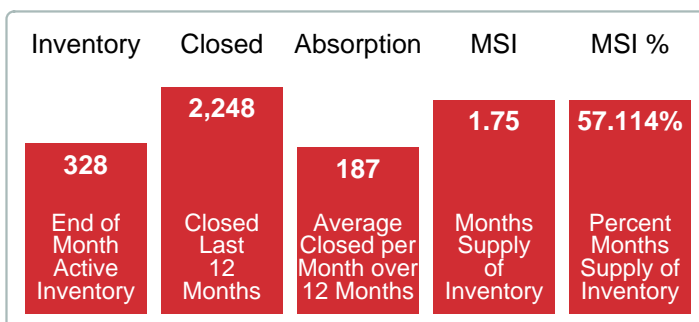
MONTHS SUPPLY of INVENTORY (MSI)

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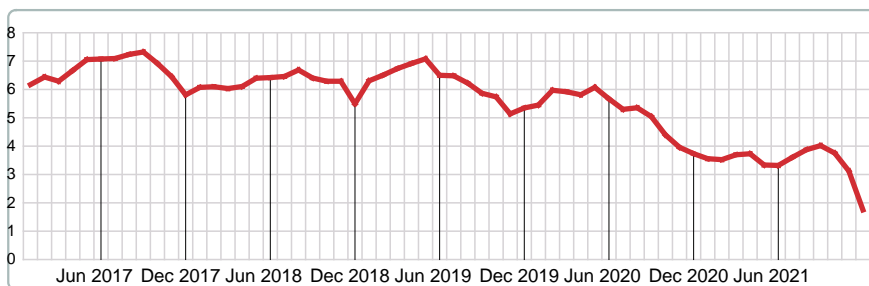
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

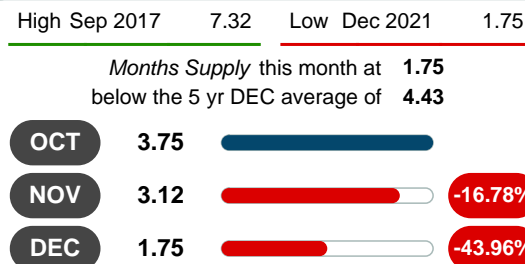


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 4.43



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 |
|---|----|--------|-------|----------|--------|--------|---------|
| \$0 and less | 0 | 0.00% | nan | 0.00 | 0.00 | 0.00 | 0.00 |
| \$1-\$75,000 | 69 | 21.04% | 3.09 | 4.82 | 1.09 | 2.40 | 12.00 |
| \$75,001-\$150,000 | 48 | 14.63% | 1.99 | 3.82 | 0.69 | 2.18 | 0.00 |
| \$150,001-\$275,000 | 86 | 26.22% | 0.99 | 5.10 | 0.58 | 1.00 | 1.20 |
| \$275,001-\$400,000 | 50 | 15.24% | 1.28 | 8.73 | 0.89 | 1.01 | 0.43 |
| \$400,001-\$650,000 | 41 | 12.50% | 3.17 | 40.00 | 1.76 | 2.00 | 0.50 |
| \$650,001 and up | 34 | 10.37% | 16.32 | 32.00 | 9.00 | 10.80 | 14.40 |
| Market Supply of Inventory (MSI) | | | 1.75 | 5.88 | 0.76 | 1.45 | 1.74 |
| Total Active Inventory by Units | | 100% | 1.75 | 171 | 81 | 66 | 10 |



December 2021

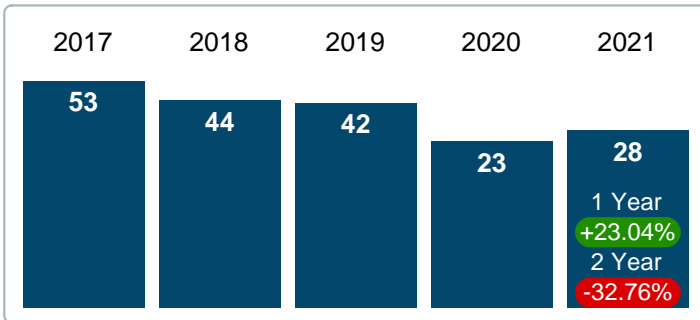
Area Delimited by County Of Wagoner



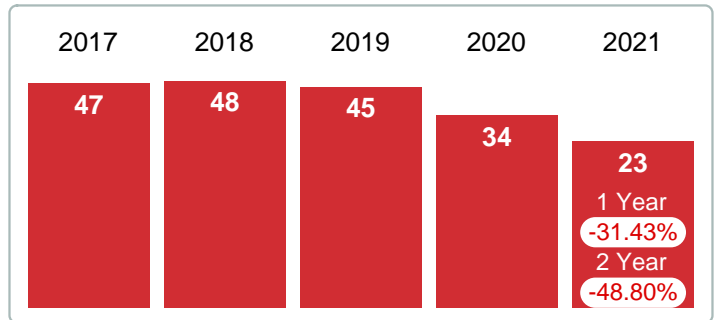
AVERAGE DAYS ON MARKET TO SALE

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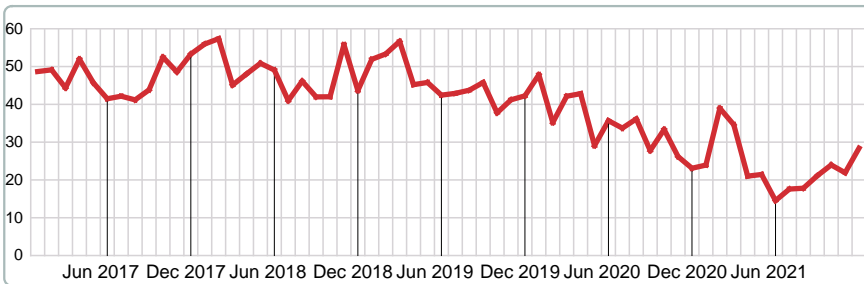
DECEMBER



YEAR TO DATE (YTD)

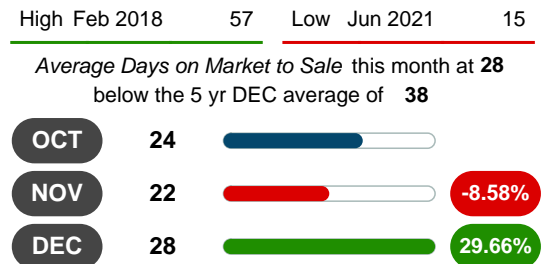


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 38



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 |
|---|------------|--------|-------|----------|--------|--------|---------|
| \$0 and less | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$1 - \$150,000 | 49 | 22.58% | 38 | 38 | 34 | 64 | 0 |
| \$150,001 - \$200,000 | 27 | 12.44% | 19 | 78 | 6 | 4 | 0 |
| \$200,001 - \$250,000 | 59 | 27.19% | 13 | 43 | 13 | 8 | 5 |
| \$250,001 - \$300,000 | 25 | 11.52% | 15 | 3 | 8 | 19 | 0 |
| \$300,001 - \$375,000 | 35 | 16.13% | 35 | 69 | 48 | 16 | 0 |
| \$375,001 and up | 22 | 10.14% | 64 | 19 | 62 | 94 | 12 |
| Average Closed DOM | 28 | | | 46 | 24 | 30 | 11 |
| Total Closed Units | 217 | | | 30 | 124 | 58 | 5 |
| Total Closed Volume | 49,511,109 | | | 4.63M | 26.09M | 16.53M | 2.26M |



December 2021

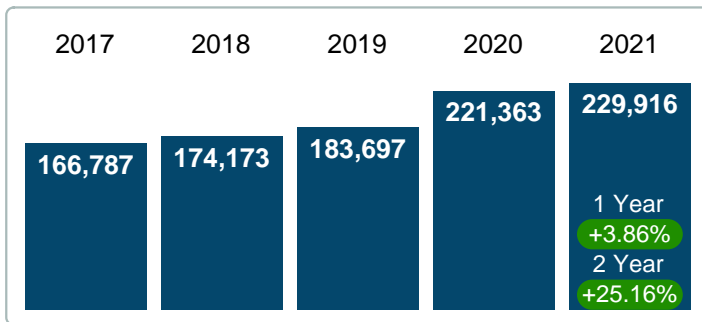
Area Delimited by County Of Wagoner



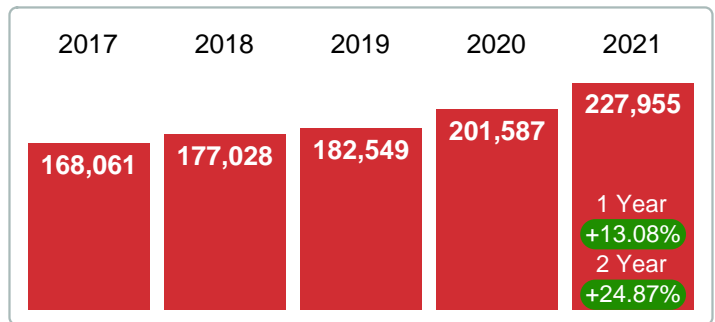
AVERAGE LIST PRICE AT CLOSING

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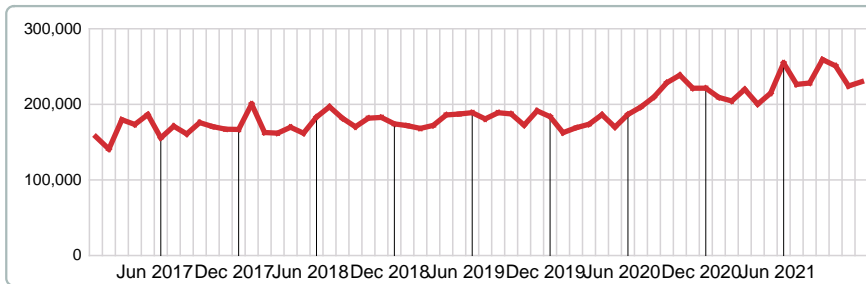
DECEMBER



YEAR TO DATE (YTD)

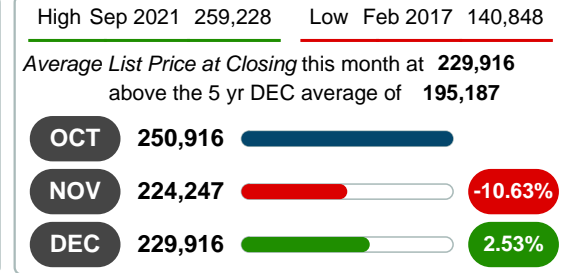


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 195,187



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 |
|--|----|--------|------------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$1 | 48 | 22.12% | 50,264 | 63,555 | 50,561 | 20,134 | 0 |
| \$150,001 | 27 | 12.44% | 186,121 | 207,900 | 185,461 | 195,000 | 0 |
| \$200,001 | 61 | 28.11% | 225,349 | 244,273 | 221,760 | 230,599 | 225,000 |
| \$250,001 | 25 | 11.52% | 274,078 | 279,900 | 278,232 | 267,062 | 0 |
| \$300,001 | 35 | 16.13% | 338,967 | 373,333 | 335,068 | 334,898 | 0 |
| \$375,001 and up | 21 | 9.68% | 475,795 | 935,000 | 432,354 | 436,280 | 498,688 |
| Average List Price | | | 229,916 | 166,898 | 210,771 | 284,990 | 443,950 |
| Total Closed Units | | 100% | 217 | 30 | 124 | 58 | 5 |
| Total Closed Volume | | | 49,891,732 | 5.01M | 26.14M | 16.53M | 2.22M |



December 2021

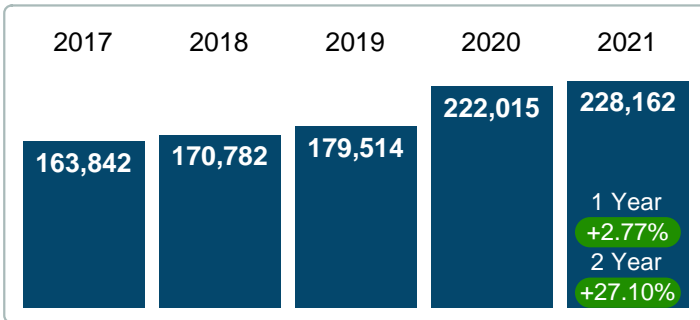
Area Delimited by County Of Wagoner



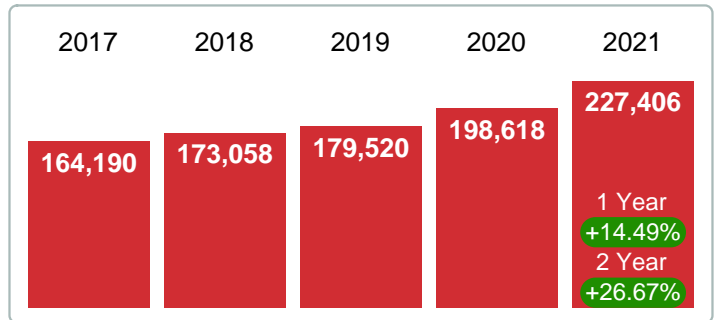
AVERAGE SOLD PRICE AT CLOSING

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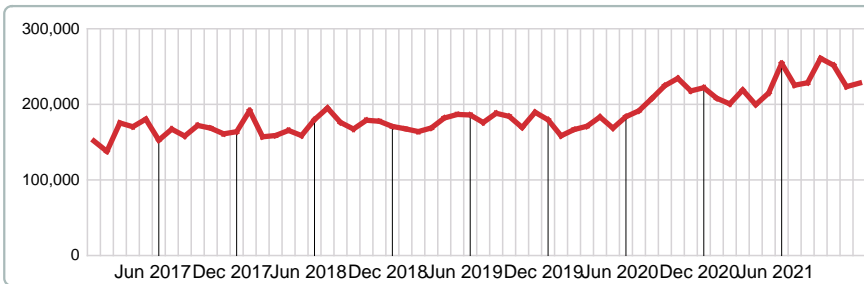
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

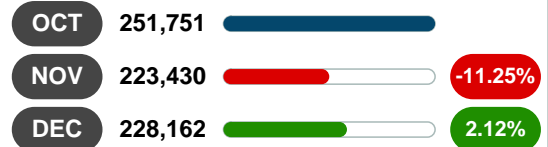


3 MONTHS

5 year DEC AVG = 192,863

High Sep 2021 260,881 Low Feb 2017 137,834

Average Sold Price at Closing this month at **228,162**
above the 5 yr DEC average of **192,863**



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 |
|--|----|--------|------------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$1 | 49 | 22.58% | 50,627 | 60,344 | 49,222 | 16,384 | 0 |
| \$150,001 | 27 | 12.44% | 187,245 | 180,900 | 187,216 | 198,000 | 0 |
| \$200,001 | 59 | 27.19% | 223,219 | 231,375 | 221,537 | 229,149 | 225,000 |
| \$250,001 | 25 | 11.52% | 272,751 | 281,000 | 280,757 | 268,233 | 0 |
| \$300,001 | 35 | 16.13% | 333,343 | 321,667 | 334,602 | 334,273 | 0 |
| \$375,001 and up | 22 | 10.14% | 469,048 | 935,000 | 426,686 | 437,369 | 508,559 |
| Average Sold Price | | | 228,162 | 154,482 | 210,403 | 284,956 | 451,847 |
| Total Closed Units | | 100% | 217 | 30 | 124 | 58 | 5 |
| Total Closed Volume | | | 49,511,109 | 4.63M | 26.09M | 16.53M | 2.26M |

December 2021

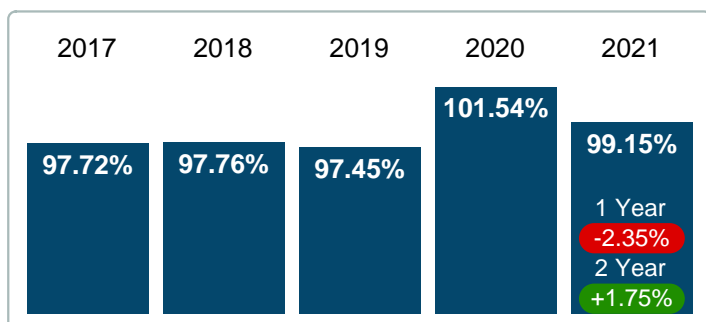
Area Delimited by County Of Wagoner



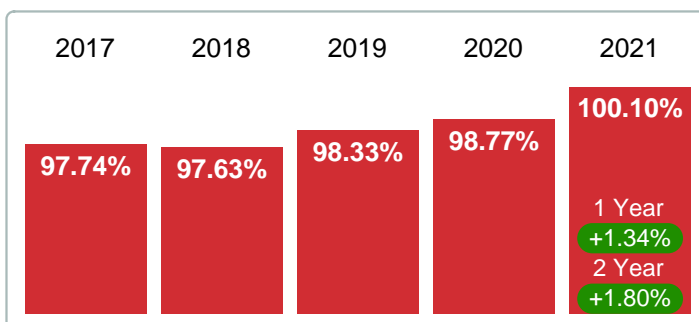
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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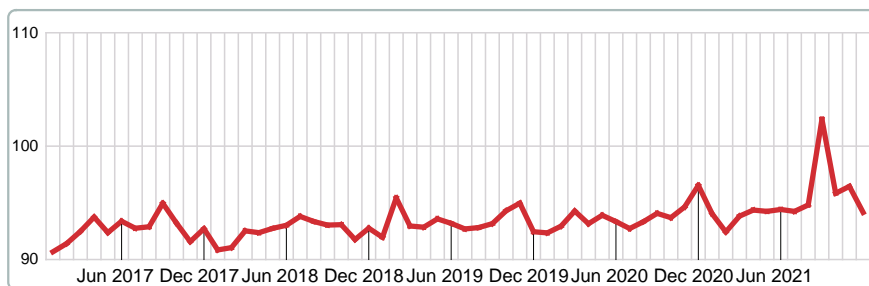
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

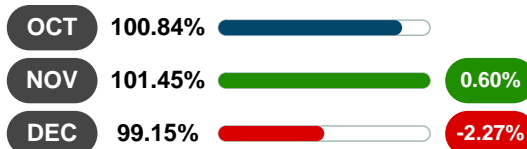


3 MONTHS

5 year DEC AVG = 98.72%

High Sep 2021 107.37% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **99.15%**
equal to 5 yr DEC average of **98.72%**



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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$0 and less | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$1-\$150,000 | 49 | 22.58% | 97.77% | 95.59% | 99.63% | 95.00% | 0.00% |
| \$150,001-\$200,000 | 27 | 12.44% | 98.75% | 88.70% | 100.95% | 101.57% | 0.00% |
| \$200,001-\$250,000 | 59 | 27.19% | 99.71% | 94.59% | 99.97% | 99.53% | 100.00% |
| \$250,001-\$300,000 | 25 | 11.52% | 100.61% | 100.39% | 100.91% | 100.47% | 0.00% |
| \$300,001-\$375,000 | 35 | 16.13% | 98.77% | 86.52% | 99.99% | 99.85% | 0.00% |
| \$375,001 and up | 22 | 10.14% | 100.16% | 100.00% | 99.04% | 100.33% | 102.05% |
| Average Sold/List Ratio | | 99.20% | | 93.77% | 100.05% | 99.80% | 101.64% |
| Total Closed Units | | 217 | 100% | 30 | 124 | 58 | 5 |
| Total Closed Volume | | 49,511,109 | | 4.63M | 26.09M | 16.53M | 2.26M |

December 2021

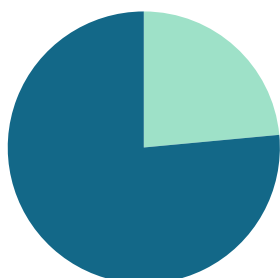
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY

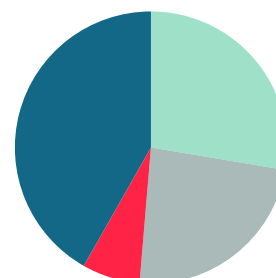


Inventory
 New Listings
174 = 23.51%
 Start Inventory
566
 Total Inventory Units
740
 Volume
\$222,870,568

Market Activity

Closed Sales
217 = 27.64%
 Pending Sales
186 = 23.69%
 Other Off Market
54 = 6.88%
 Active Inventory
328 = 41.78%

MARKET ACTIVITY



| Compared Metrics | December | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 143 | 217 | 51.75% | 1,886 | 2,248 | 19.19% |
| Pending Sales | 135 | 186 | 37.78% | 1,979 | 2,349 | 18.70% |
| New Listings | 161 | 174 | 8.07% | 2,670 | 2,807 | 5.13% |
| Average List Price | 221,363 | 229,916 | 3.86% | 201,587 | 227,955 | 13.08% |
| Average Sale Price | 222,015 | 228,162 | 2.77% | 198,618 | 227,406 | 14.49% |
| Average Percent of Selling Price to List Price | 101.54% | 99.15% | -2.35% | 98.77% | 100.10% | 1.34% |
| Average Days on Market to Sale | 23.09 | 28.41 | 23.04% | 33.78 | 23.16 | -31.43% |
| Monthly Inventory | 588 | 328 | -44.22% | 588 | 328 | -44.22% |
| Months Supply of Inventory | 3.74 | 1.75 | -53.20% | 3.74 | 1.75 | -53.20% |

Absorption: Last 12 months, an Average of **187** Sales/Month

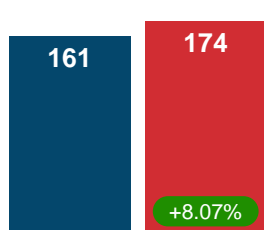
Inventory on December 31, 2021 = **328**

2020 **2021**

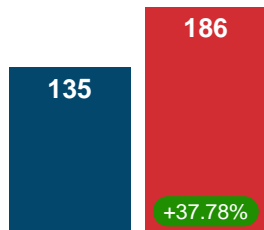
DECEMBER MARKET

AVERAGE PRICES

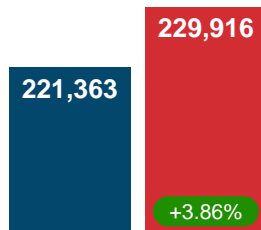
New Listings



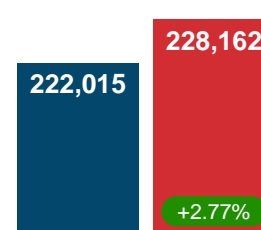
Pending Listings



List Price



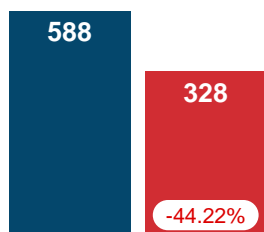
Sale Price



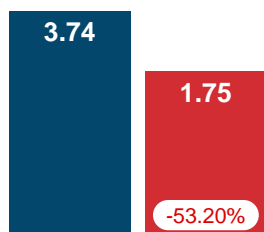
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

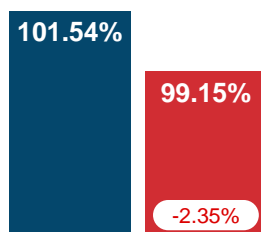
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

