

## February 2022



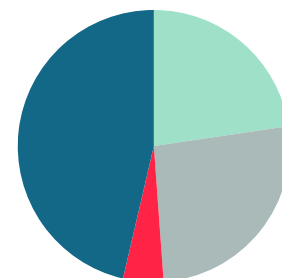
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner



### MONTHLY INVENTORY ANALYSIS

Report produced on Mar 14, 2022 for MLS Technology Inc.

Compared Metrics	2021	February 2022	+/-%
Closed Listings	1,188	1,329	11.87%
Pending Listings	1,304	1,535	17.71%
New Listings	1,382	1,589	14.98%
Average List Price	223,080	234,312	5.03%
Average Sale Price	218,787	233,700	6.82%
Average Percent of Selling Price to List Price	98.07%	100.79%	2.78%
Average Days on Market to Sale	34.72	24.83	-28.47%
End of Month Inventory	5,066	2,718	-46.35%
Months Supply of Inventory	3.12	1.54	-50.60%



■ Closed (22.67%)  
■ Pending (26.18%)  
■ Other OffMarket (4.79%)  
■ Active (46.36%)

**Absorption:** Last 12 months, an Average of **1,762** Sales/Month  
**Active Inventory** as of February 28, 2022 = **2,718**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **46.35%** to 2,718 existing homes available for sale. Over the last 12 months this area has had an average of 1,762 closed sales per month. This represents an unsold inventory index of **1.54** 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 **6.82%** in February 2022 to \$233,700 versus the previous year at \$218,787.

##### Average Days on Market Shortens

The average number of **24.83** days that homes spent on the market before selling decreased by 9.88 days or **28.47%** in February 2022 compared to last year's same month at **34.72** 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 1,589 New Listings in February 2022, up **14.98%** from last year at 1,382. Furthermore, there were 1,329 Closed Listings this month versus last year at 1,188, a **11.87%** increase.

Closed versus Listed trends yielded a **83.6%** ratio, down from previous year's, February 2021, at **86.0%**, a **2.70%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### 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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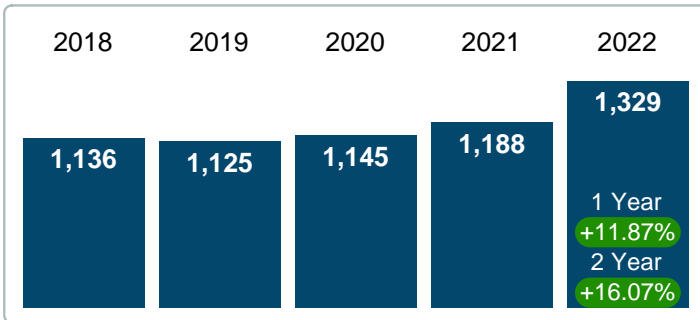
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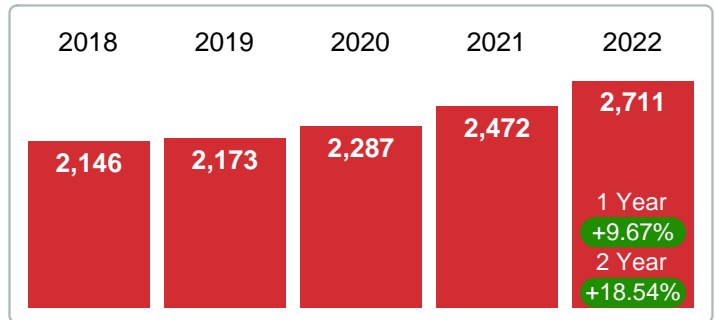
## CLOSED LISTINGS

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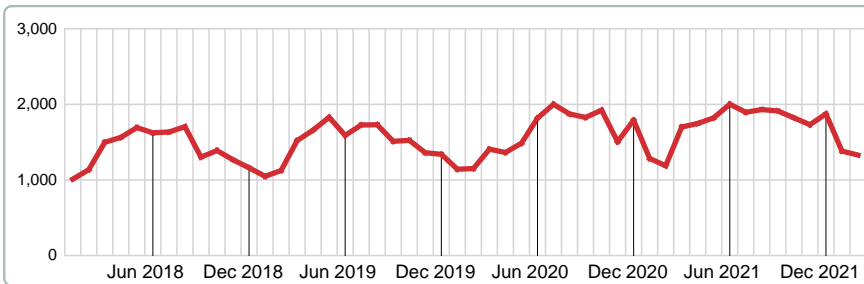
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

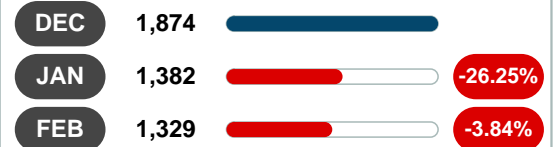


### 3 MONTHS

5 year FEB AVG = 1,185

High Jun 2021 2,002 Low Jan 2018 1,010

Closed Listings this month at 1,329  
above the 5 yr FEB average of 1,185



### 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-\$100,000	288	21.67%	34.0	137	116	32	3
\$100,001-\$150,000	158	11.89%	23.8	53	92	13	0
\$150,001-\$225,000	323	24.30%	16.5	39	250	32	2
\$225,001-\$300,000	226	17.01%	20.3	22	116	81	7
\$300,001-\$425,000	190	14.30%	21.7	9	74	94	13
\$425,001 and up	144	10.84%	37.6	10	35	77	22
<b>Total Closed Units</b>	<b>1,329</b>			<b>270</b>	<b>683</b>	<b>329</b>	<b>47</b>
<b>Total Closed Volume</b>	<b>310,586,941</b>	<b>100%</b>	<b>24.8</b>	<b>39.22M</b>	<b>137.98M</b>	<b>110.77M</b>	<b>22.62M</b>
<b>Average Closed Price</b>	<b>\$233,700</b>			<b>\$145,275</b>	<b>\$202,016</b>	<b>\$336,678</b>	<b>\$481,254</b>

# February 2022



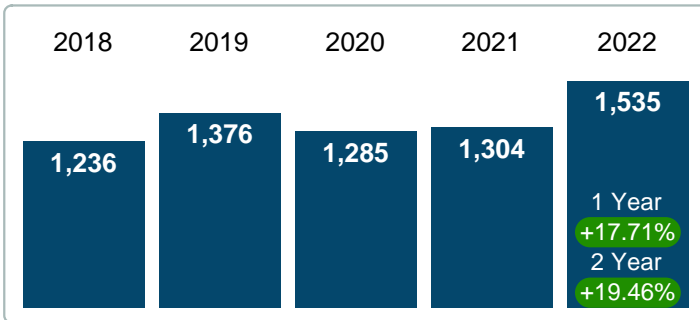
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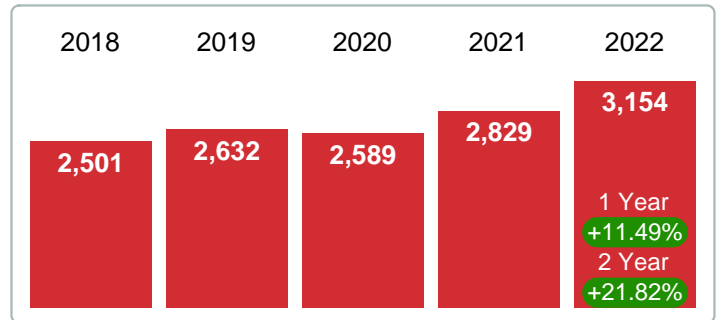
## PENDING LISTINGS

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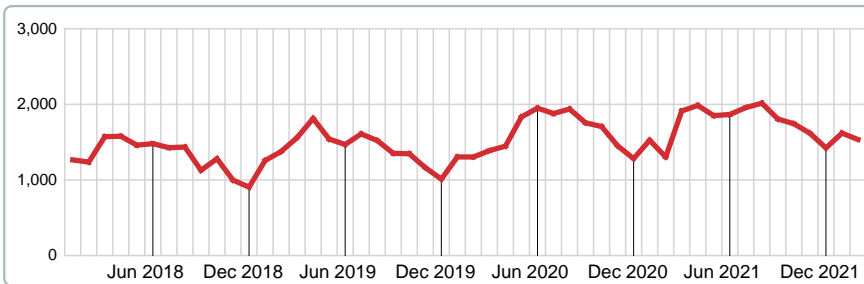
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

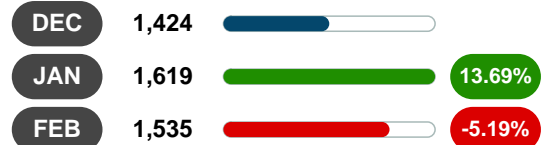


### 3 MONTHS

5 year FEB AVG = 1,347

High Aug 2021 2,015 Low Dec 2018 905

Pending Listings this month at 1,535 above the 5 yr FEB average of 1,347



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	137	8.93%	37.9	69	50	16	2
\$50,001 - \$125,000	197	12.83%	43.1	104	80	11	2
\$125,001 - \$175,000	211	13.75%	22.0	53	135	23	0
\$175,001 - \$250,000	388	25.28%	18.6	43	269	72	4
\$250,001 - \$325,000	237	15.44%	33.1	24	113	93	7
\$325,001 - \$475,000	211	13.75%	33.1	11	82	102	16
\$475,001 and up	154	10.03%	55.4	16	22	75	41
<b>Total Pending Units</b>	<b>1,535</b>			<b>320</b>	<b>751</b>	<b>392</b>	<b>72</b>
<b>Total Pending Volume</b>	<b>405,082,762</b>	<b>100%</b>	<b>21.3</b>	<b>58.46M</b>	<b>166.02M</b>	<b>137.88M</b>	<b>42.72M</b>
<b>Average Listing Price</b>	<b>\$167,805</b>			<b>\$182,700</b>	<b>\$221,066</b>	<b>\$351,727</b>	<b>\$593,345</b>

# February 2022



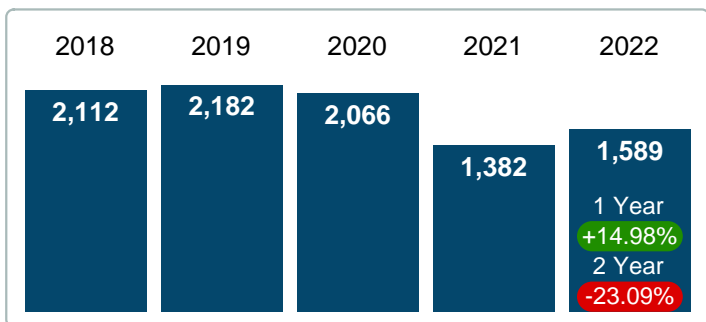
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



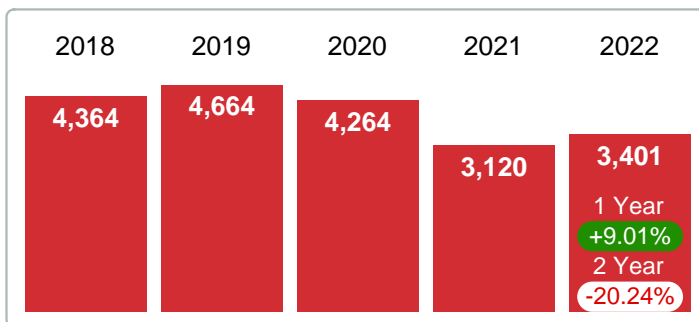
## NEW LISTINGS

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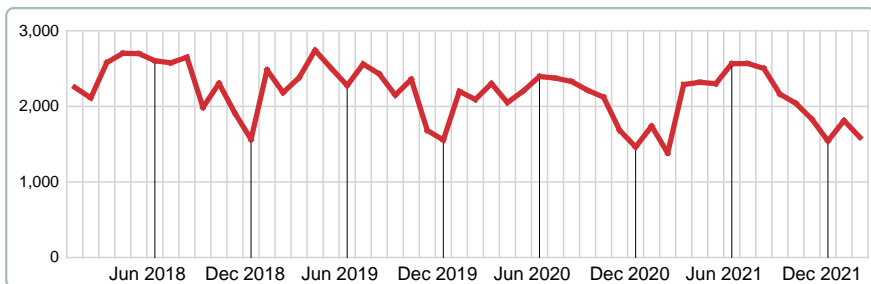
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1,866

High Apr 2019 2,741 | Low Feb 2021 1,382

New Listings this month at **1,589**  
below the 5 yr FEB average of **1,866**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	129	8.12%	44	56	26	3
\$25,001 - \$100,000	185	11.64%	134	48	3	0
\$100,001 - \$175,000	283	17.81%	89	170	23	1
\$175,001 - \$250,000	388	24.42%	58	250	77	3
\$250,001 - \$325,000	227	14.29%	33	96	93	5
\$325,001 - \$475,000	206	12.96%	12	83	97	14
\$475,001 and up	171	10.76%	33	34	68	36
<b>Total New Listed Units</b>	<b>1,589</b>		<b>403</b>	<b>737</b>	<b>387</b>	<b>62</b>
<b>Total New Listed Volume</b>	<b>430,707,526</b>	100%	<b>89.86M</b>	<b>167.71M</b>	<b>130.64M</b>	<b>42.49M</b>
<b>Average New Listed Listing Price</b>	<b>\$162,051</b>		<b>\$222,981</b>	<b>\$227,562</b>	<b>\$337,566</b>	<b>\$685,397</b>

# February 2022



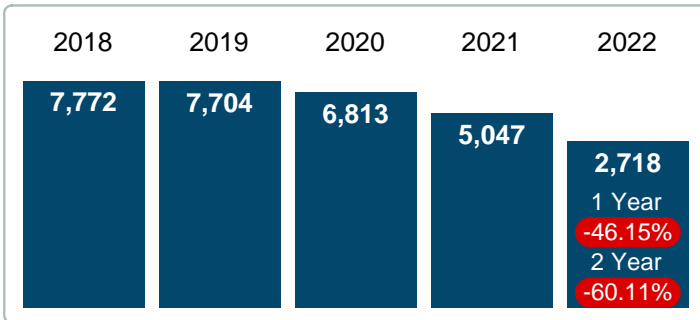
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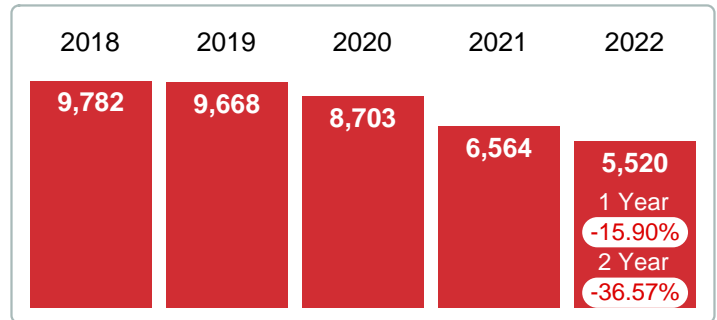
## ACTIVE INVENTORY

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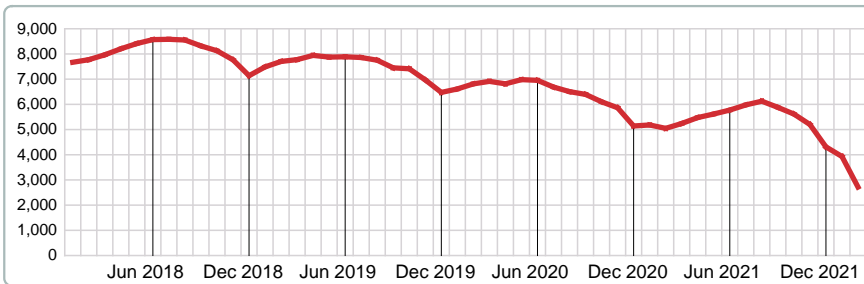
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

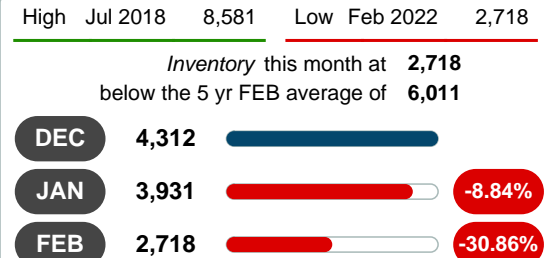


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 6,011



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$25,000 and less	231	8.50%	78.8	137	66	24	4	
\$25,001 - \$75,000	345	12.69%	109.1	312	24	7	2	
\$75,001 - \$125,000	324	11.92%	96.3	261	58	5	0	
\$125,001 - \$275,000	737	27.12%	69.7	326	302	100	9	
\$275,001 - \$450,000	442	16.26%	71.9	144	145	132	21	
\$450,001 - \$850,000	366	13.47%	99.5	113	77	137	39	
\$850,001 and up	273	10.04%	126.6	166	23	36	48	
Total Active Inventory by Units				2,718	1,459	695	441	123
Total Active Inventory by Volume				1,076,930,444	541.54M	202.14M	203.06M	130.19M
Average Active Inventory Listing Price				\$396,222	\$371,170	\$290,853	\$460,445	\$1,058,482

# February 2022



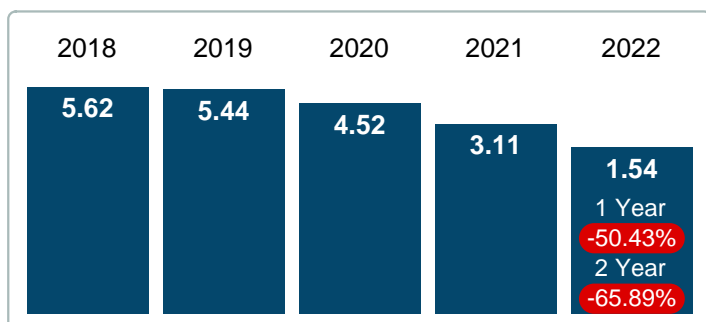
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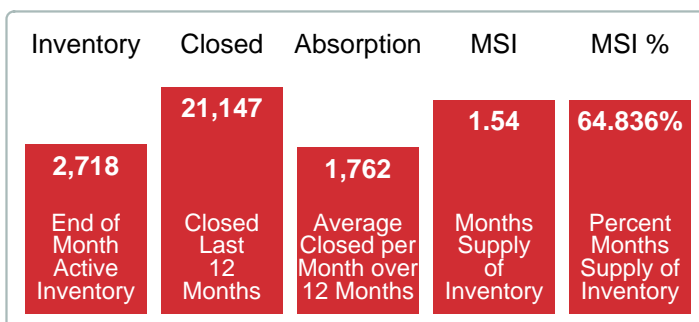
## MONTHS SUPPLY of INVENTORY (MSI)

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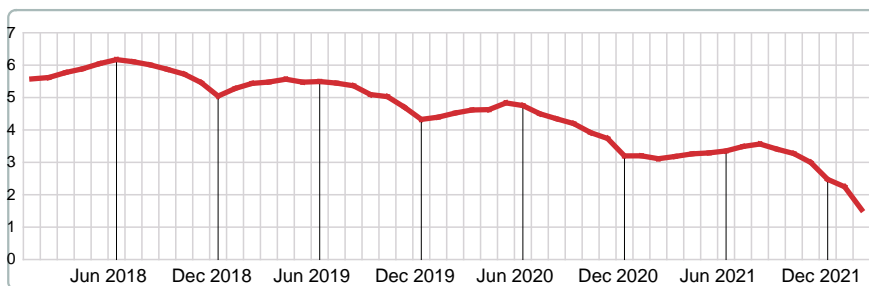
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2022

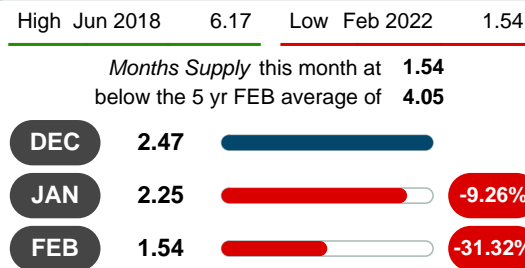


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 4.05



### 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
\$25,000 and less	231	8.50%	1.59	3.07	0.89	1.01	1.92
\$25,001 - \$75,000	345	12.69%	2.71	3.61	0.67	1.65	2.67
\$75,001 - \$125,000	324	11.92%	2.08	3.79	0.74	0.64	0.00
\$125,001 - \$275,000	737	27.12%	0.93	3.41	0.57	0.65	0.77
\$275,001 - \$450,000	442	16.26%	1.15	6.17	1.04	0.70	0.67
\$450,001 - \$850,000	366	13.47%	2.81	12.56	3.27	2.04	1.28
\$850,001 and up	273	10.04%	10.53	35.57	10.62	3.48	5.49
Market Supply of Inventory (MSI)			1.54	4.39	0.78	0.96	1.42
Total Active Inventory by Units		100%	1.54	1,459	695	441	123

# February 2022



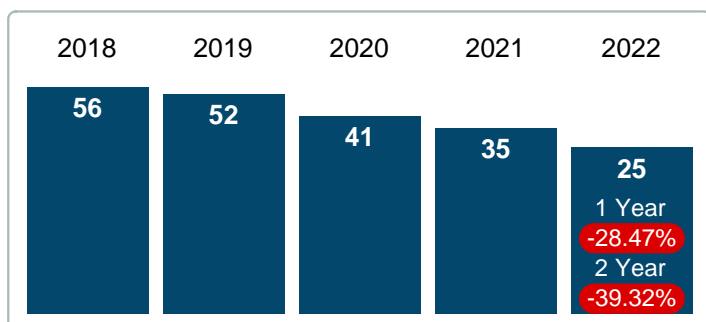
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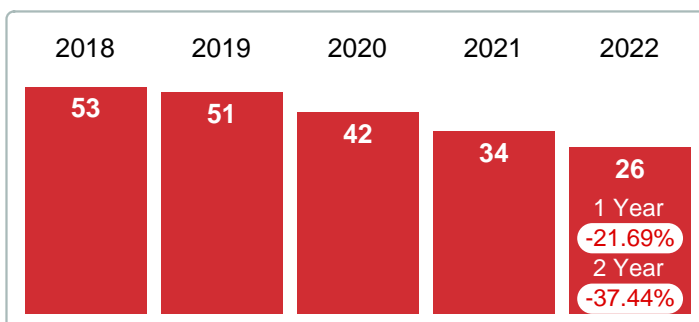
## AVERAGE DAYS ON MARKET TO SALE

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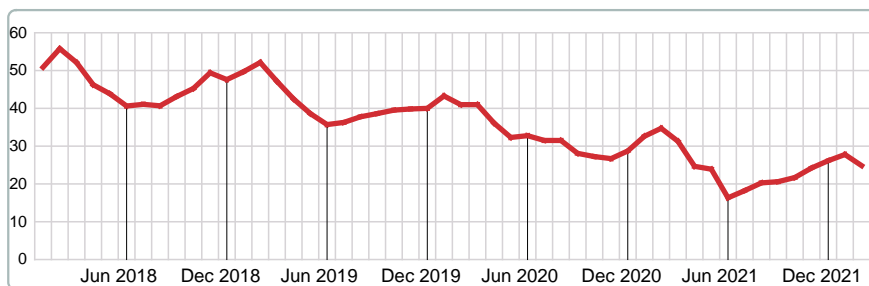
### FEBRUARY



### YEAR TO DATE (YTD)

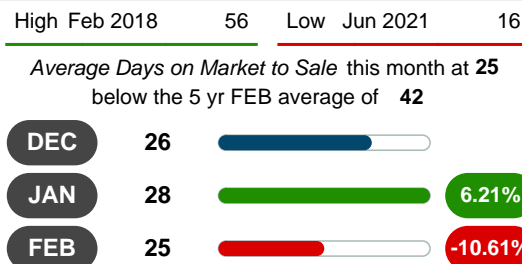


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 42



### 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-\$100,000	288	21.67%	34	42	26	28	34
\$100,001-\$150,000	158	11.89%	24	32	18	32	0
\$150,001-\$225,000	323	24.30%	17	25	14	23	26
\$225,001-\$300,000	226	17.01%	20	49	16	19	18
\$300,001-\$425,000	190	14.30%	22	52	24	17	20
\$425,001 and up	144	10.84%	38	39	41	31	52
Average Closed DOM			25	39	19	23	36
Total Closed Units		100%	25	270	683	329	47
Total Closed Volume			310,586,941	39.22M	137.98M	110.77M	22.62M

# February 2022



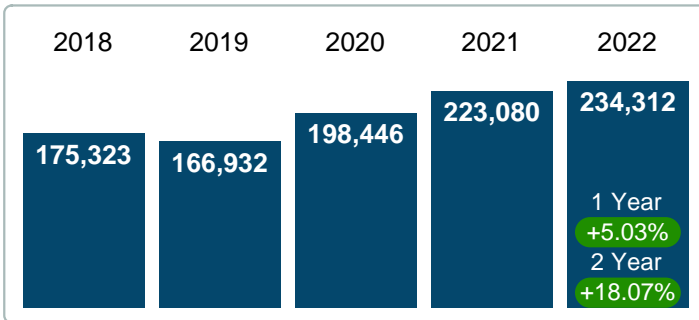
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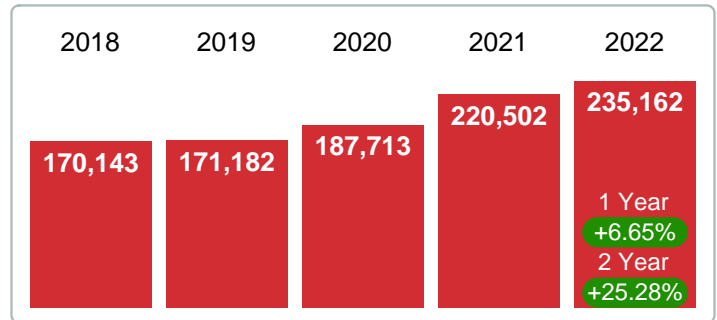
## AVERAGE LIST PRICE AT CLOSING

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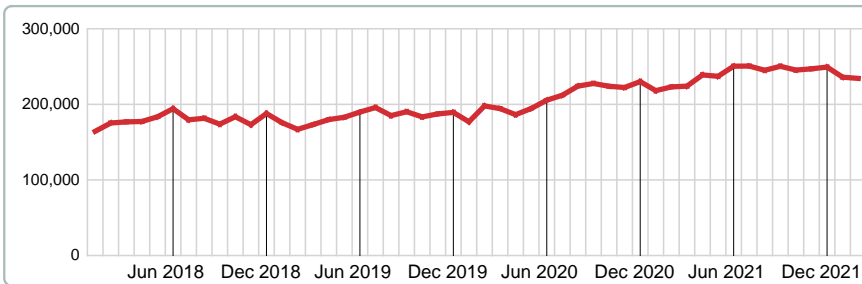
### FEBRUARY



### YEAR TO DATE (YTD)

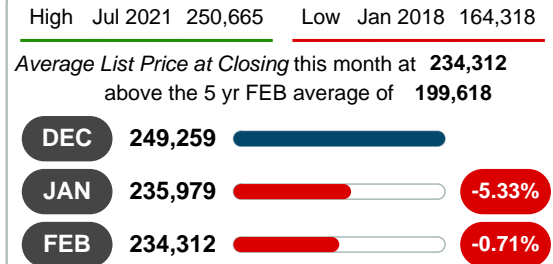


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 199,618



### 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	290	21.82%	36,343	49,187	28,994	13,237	27,498
\$100,001 - \$150,000	167	12.57%	130,660	128,445	130,112	130,662	0
\$150,001 - \$225,000	316	23.78%	190,477	192,177	189,149	187,077	228,250
\$225,001 - \$300,000	231	17.38%	263,442	270,846	256,082	264,233	256,543
\$300,001 - \$425,000	182	13.69%	360,519	328,211	349,722	359,751	374,131
\$425,001 and up	143	10.76%	646,014	1,014,177	548,084	619,973	711,428
Average List Price	234,312			148,501	201,155	337,587	486,168
Total Closed Units	1,329	100%	234,312	270	683	329	47
Total Closed Volume	311,399,991			40.10M	137.39M	111.07M	22.85M



# February 2022



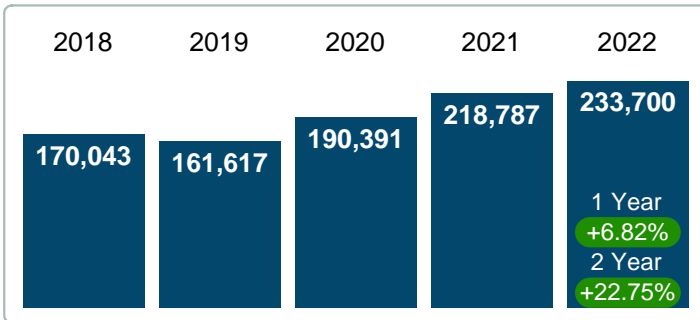
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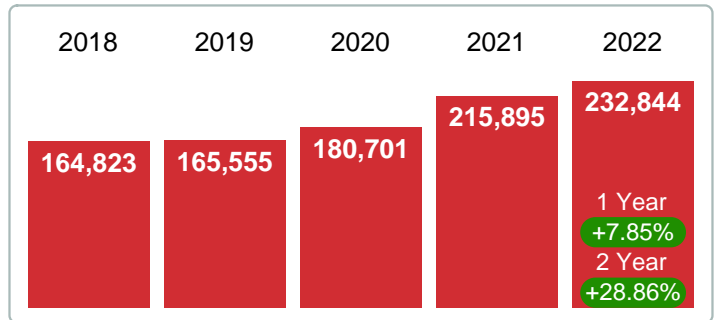
## AVERAGE SOLD PRICE AT CLOSING

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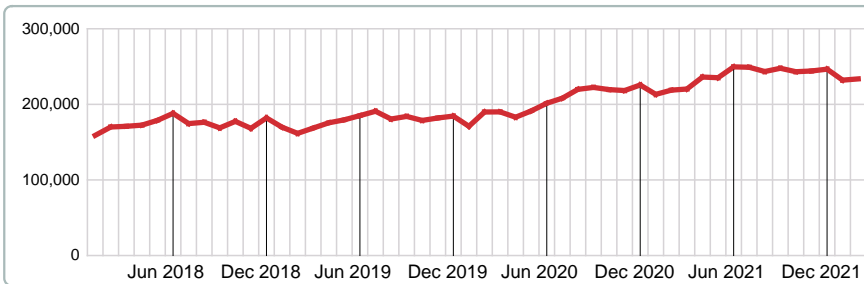
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

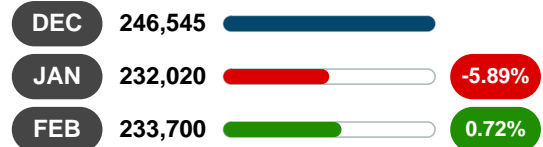


### 3 MONTHS

5 year FEB AVG = 194,908

High Jun 2021 249,604 Low Jan 2018 158,952

Average Sold Price at Closing this month at **233,700** above the 5 yr FEB average of **194,908**



### 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	288	21.67%	35,071	46,407	28,472	11,172	27,482
\$100,001	158	11.89%	128,080	127,285	128,208	130,415	0
\$150,001	323	24.30%	190,523	186,588	191,606	185,142	218,000
\$225,001	226	17.01%	262,174	265,634	259,186	264,950	268,700
\$300,001	190	14.30%	359,511	355,793	352,858	362,696	376,923
\$425,001 and up	144	10.84%	633,003	979,734	537,151	613,445	696,346
Average Sold Price			233,700	145,275	202,016	336,678	481,254
Total Closed Units		100%	1,329	270	683	329	47
Total Closed Volume			310,586,941	39.22M	137.98M	110.77M	22.62M

# February 2022



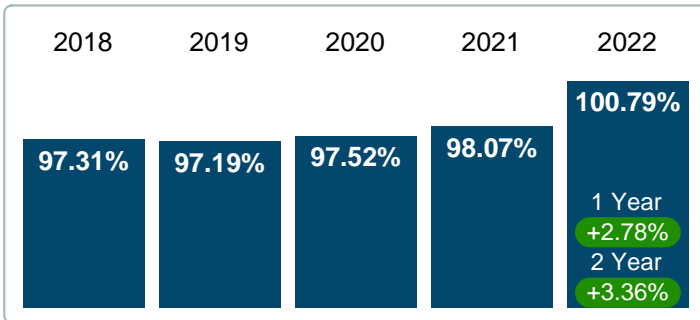
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



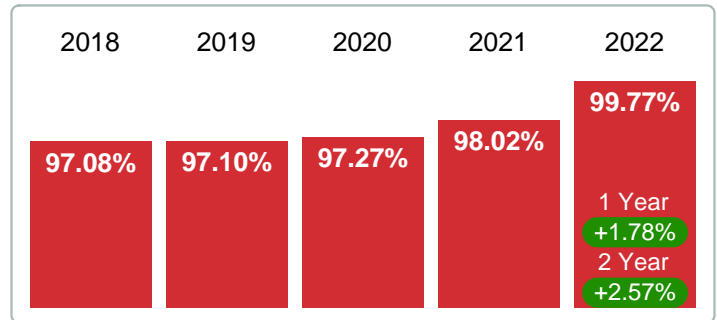
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Mar 14, 2022 for MLS Technology Inc.

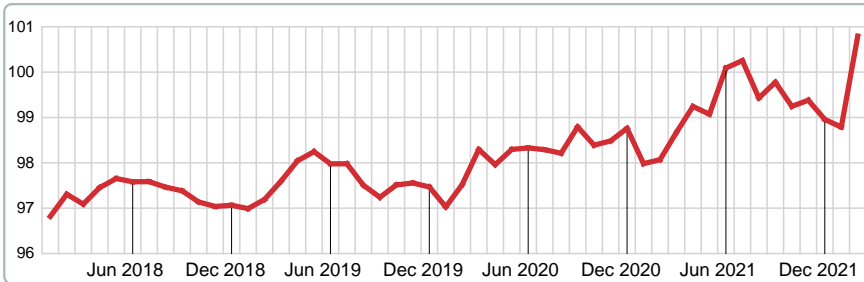
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

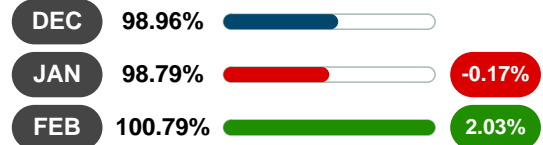


### 3 MONTHS

5 year FEB AVG = 98.18%

High Feb 2022 100.79% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **100.79%**  
above the 5 yr FEB average of **98.18%**



### 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	288	21.67%	99.36%	99.75%	99.59%	96.93%	99.33%
\$100,001	158	11.89%	99.35%	99.48%	99.03%	101.09%	0.00%
\$150,001	323	24.30%	100.82%	97.93%	101.54%	99.10%	95.67%
\$225,001	226	17.01%	101.65%	98.63%	101.88%	101.84%	104.90%
\$300,001	190	14.30%	103.97%	163.29%	101.08%	101.01%	100.75%
\$425,001 and up	144	10.84%	99.65%	99.32%	99.10%	100.05%	99.29%
Average Sold/List Ratio		100.80%		101.44%	100.75%	100.41%	100.37%
Total Closed Units		1,329	100%	270	683	329	47
Total Closed Volume		310,586,941		39.22M	137.98M	110.77M	22.62M

# February 2022



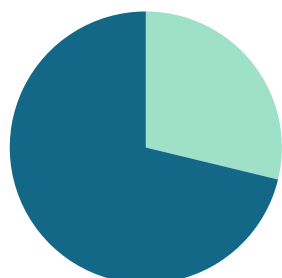
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



## MARKET SUMMARY

Report produced on Mar 14, 2022 for MLS Technology Inc.

### INVENTORY

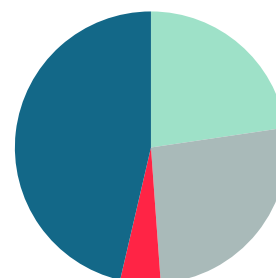


**Inventory**  
 New Listings  
**1,589 = 28.78%**  
 Start Inventory  
**3,932**  
 Total Inventory Units  
**5,521**  
 Volume  
**\$1,817,643,743**

### Market Activity

Closed Sales  
**1,329 = 22.67%**  
 Pending Sales  
**1,535 = 26.18%**  
 Other Off Market  
**281 = 4.79%**  
 Active Inventory  
**2,718 = 46.36%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,188	1,329	11.87%	2,472	2,711	9.67%
Pending Sales	1,304	1,535	17.71%	2,829	3,154	11.49%
New Listings	1,382	1,589	14.98%	3,120	3,401	9.01%
Average List Price	223,080	234,312	5.03%	220,502	235,162	6.65%
Average Sale Price	218,787	233,700	6.82%	215,895	232,844	7.85%
Average Percent of Selling Price to List Price	98.07%	100.79%	2.78%	98.02%	99.77%	1.78%
Average Days on Market to Sale	34.72	24.83	-28.47%	33.63	26.34	-21.69%
Monthly Inventory	5,066	2,718	-46.35%	5,066	2,718	-46.35%
Months Supply of Inventory	3.12	1.54	-50.60%	3.12	1.54	-50.60%

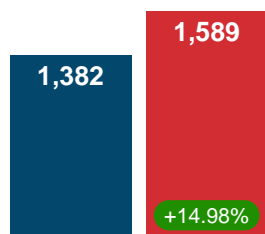
**Absorption:** Last 12 months, an Average of **1,762** Sales/Month

**Inventory** on February 28, 2022 = **2,718** 2021 2022

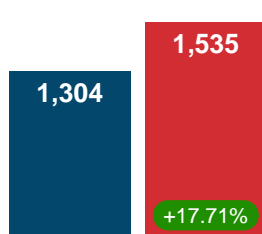
### FEBRUARY MARKET

### AVERAGE PRICES

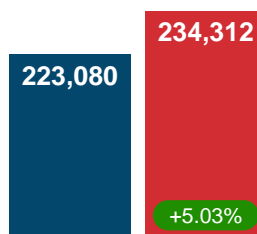
#### New Listings



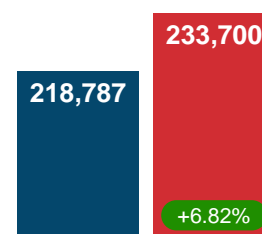
#### Pending Listings



#### List Price



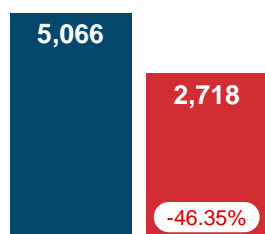
#### Sale Price



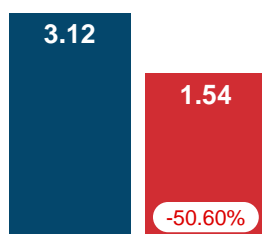
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

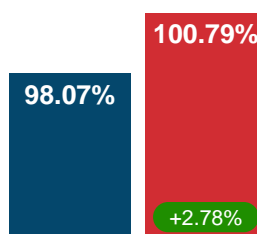
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

