

January 2022

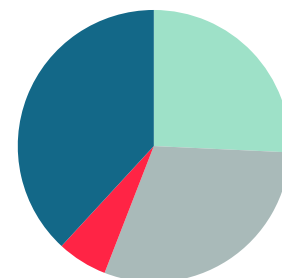
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	844	893	5.81%
Pending Listings	998	1,046	4.81%
New Listings	1,142	1,102	-3.50%
Average List Price	228,275	242,382	6.18%
Average Sale Price	223,270	239,735	7.37%
Average Percent of Selling Price to List Price	98.49%	99.39%	0.91%
Average Days on Market to Sale	31.53	24.24	-23.11%
End of Month Inventory	3,063	1,323	-56.81%
Months Supply of Inventory	2.78	1.14	-59.15%



■ Closed (25.74%)
■ Pending (30.15%)
■ Other OffMarket (5.97%)
■ Active (38.14%)

Absorption: Last 12 months, an Average of **1,166** Sales/Month
Active Inventory as of January 31, 2022 = **1,323**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2022 decreased **56.81%** to 1,323 existing homes available for sale. Over the last 12 months this area has had an average of 1,166 closed sales per month. This represents an unsold inventory index of **1.14** 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 **7.37%** in January 2022 to \$239,735 versus the previous year at \$223,270.

Average Days on Market Shortens

The average number of **24.24** days that homes spent on the market before selling decreased by 7.29 days or **23.11%** in January 2022 compared to last year's same month at **31.53** 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 1,102 New Listings in January 2022, down **3.50%** from last year at 1,142. Furthermore, there were 893 Closed Listings this month versus last year at 844, a **5.81%** increase.

Closed versus Listed trends yielded a **81.0%** ratio, up from previous year's, January 2021, at **73.9%**, a **9.65%** 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

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

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

January 2022

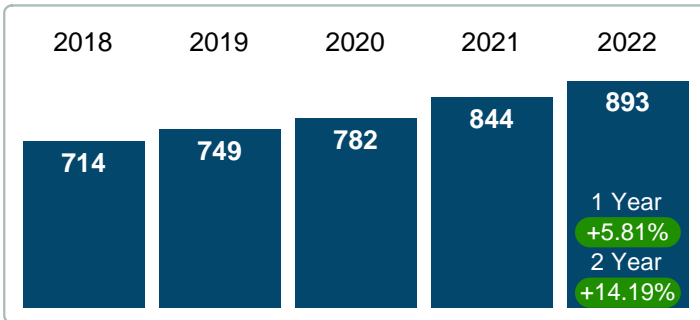
Area Delimited by County Of Tulsa



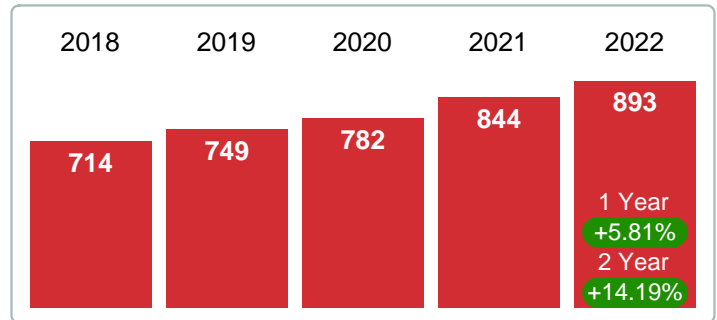
CLOSED LISTINGS

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

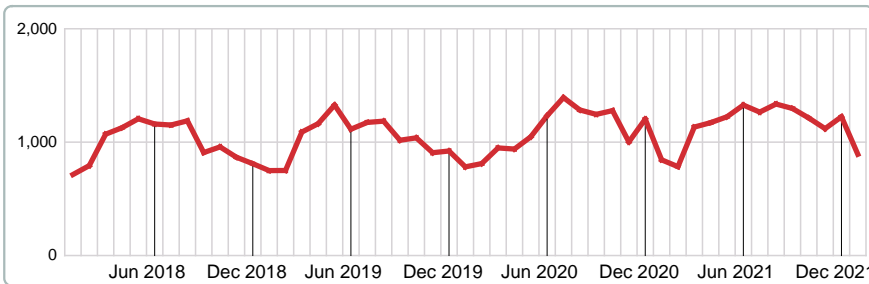
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

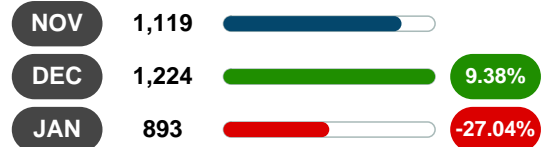


3 MONTHS

5 year JAN AVG = 796

High Jul 2020 1,393 Low Jan 2018 714

Closed Listings this month at **893**
above the 5 yr JAN average of **796**



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-\$75,000	169	18.92%	30.4	73	79	15	2
\$75,001-\$150,000	139	15.57%	25.4	47	81	9	2
\$150,001-\$225,000	203	22.73%	16.9	28	145	30	0
\$225,001-\$325,000	181	20.27%	16.0	7	96	66	12
\$325,001-\$425,000	103	11.53%	25.3	6	33	52	12
\$425,001 and up	98	10.97%	41.2	10	17	50	21
Total Closed Units	893			171	451	222	49
Total Closed Volume	214,083,304	100%	24.2	27.17M	85.71M	76.53M	24.67M
Average Closed Price	\$239,735			\$158,888	\$190,043	\$344,743	\$503,490

January 2022



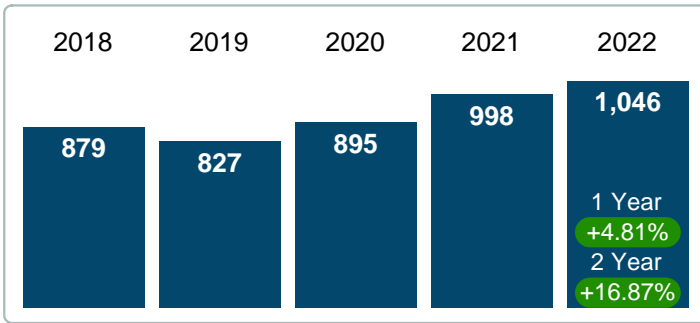
Area Delimited by County Of Tulsa



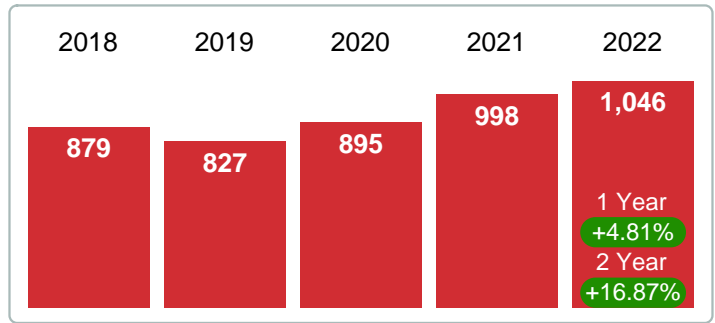
PENDING LISTINGS

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

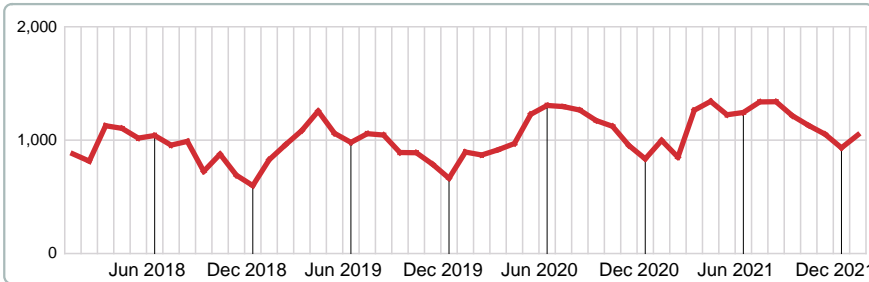
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

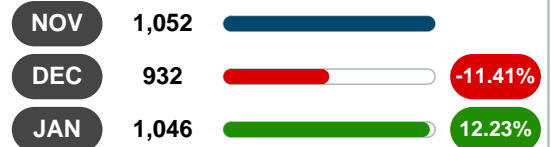


3 MONTHS

5 year JAN AVG = 929

High Apr 2021 1,342 Low Dec 2018 599

Pending Listings this month at **1,046**
above the 5 yr JAN average of **929**



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	88	8.41%	34.0	48	29	9	2
\$50,001 - \$125,000	136	13.00%	39.2	76	54	6	0
\$125,001 - \$175,000	145	13.86%	24.9	31	104	10	0
\$175,001 - \$250,000	264	25.24%	18.1	31	186	42	5
\$250,001 - \$325,000	153	14.63%	22.8	11	67	69	6
\$325,001 - \$475,000	152	14.53%	30.8	12	58	68	14
\$475,001 and up	108	10.33%	46.5	12	19	62	15
Total Pending Units	1,046			221	517	266	42
Total Pending Volume	279,295,917	100%	33.1	42.13M	114.24M	101.20M	21.74M
Average Listing Price	\$244,621			\$190,615	\$220,963	\$380,436	\$517,528

January 2022



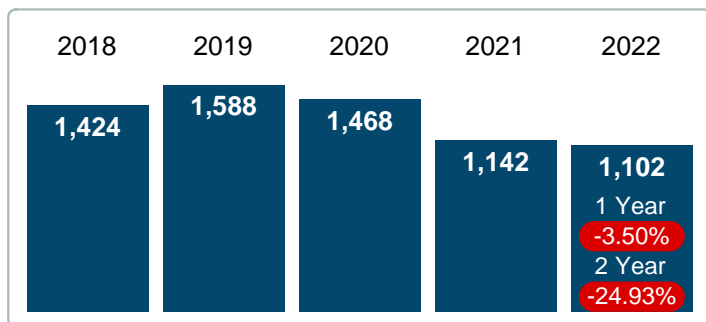
Area Delimited by County Of Tulsa



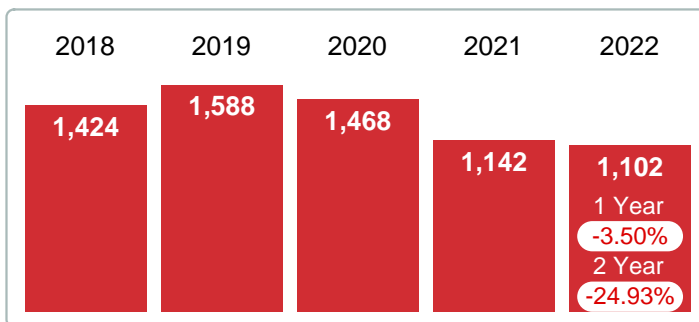
NEW LISTINGS

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

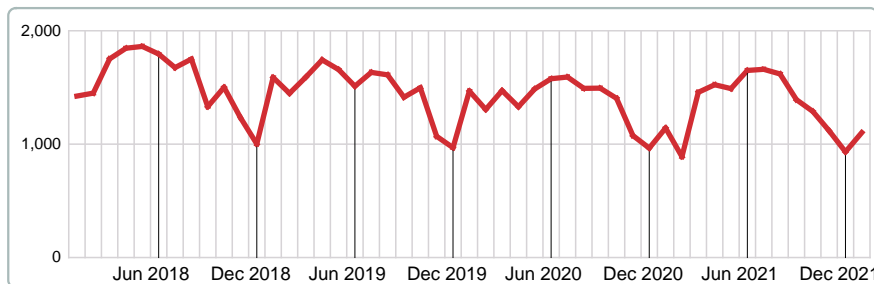
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,345

High May 2018 1,862 | Low Feb 2021 890

New Listings this month at **1,102**
 below the 5 yr JAN average of **1,345**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1 - \$100,000	231	20.96%	115	88	24	4
\$100,001 - \$175,000	186	16.88%	56	119	11	0
\$175,001 - \$250,000	251	22.78%	28	177	44	2
\$250,001 - \$350,000	178	16.15%	17	78	80	3
\$350,001 - \$500,000	132	11.98%	15	48	58	11
\$500,001 and up	124	11.25%	29	12	54	29
Total New Listed Units	1,102		260	522	271	49
Total New Listed Volume	319,046,746	100%	76.53M	110.13M	100.29M	32.10M
Average New Listed Listing Price	\$182,448		\$294,329	\$210,985	\$370,072	\$655,051

January 2022



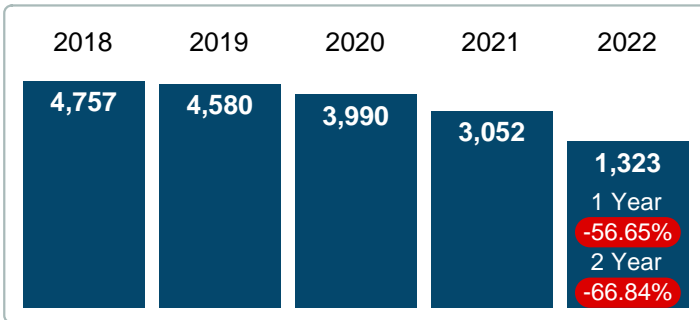
Area Delimited by County Of Tulsa



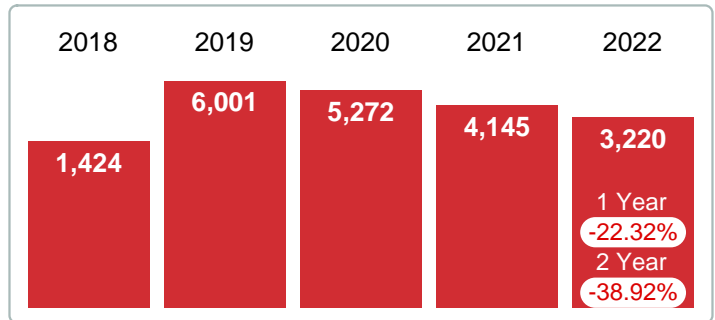
ACTIVE INVENTORY

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

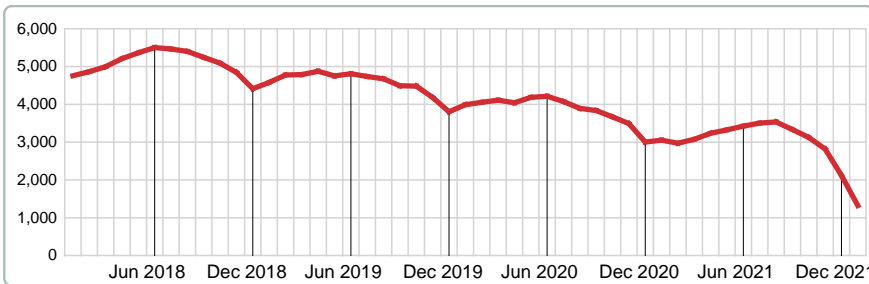
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

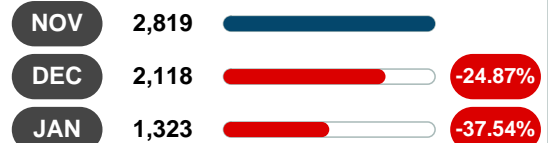


3 MONTHS

5 year JAN AVG = 3,540

High Jun 2018 5,502 Low Jan 2022 1,323

Inventory this month at 1,323 below the 5 yr JAN average of 3,540



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	248	18.75%	70.0	149	69	25	5
\$75,001-\$175,000	229	17.31%	86.2	136	82	11	0
\$175,001-\$350,000	333	25.17%	62.3	85	157	83	8
\$350,001-\$550,000	216	16.33%	100.3	53	59	85	19
\$550,001-\$1,150,000	163	12.32%	102.9	66	13	54	30
\$1,150,001 and up	134	10.13%	127.4	92	5	12	25
Total Active Inventory by Units	1,323			581	385	270	87
Total Active Inventory by Volume	644,177,380	100%	85.7	326.12M	94.85M	127.82M	95.38M
Average Active Inventory Listing Price	\$486,907			\$561,309	\$246,365	\$473,418	\$1,096,364

January 2022

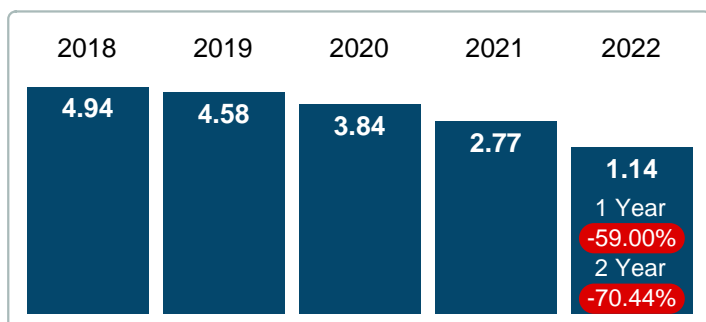
Area Delimited by County Of Tulsa



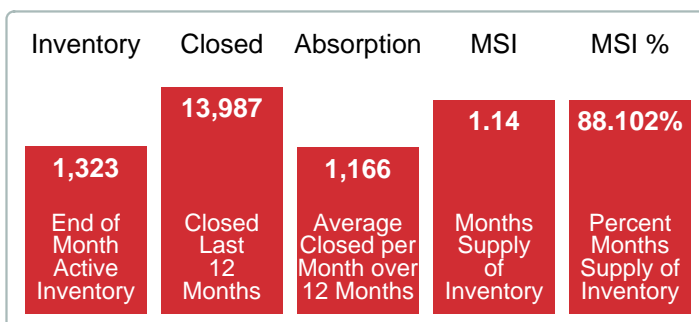
MONTHS SUPPLY of INVENTORY (MSI)

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

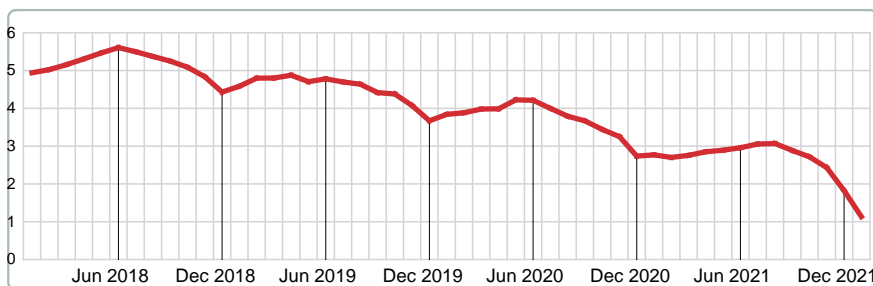
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

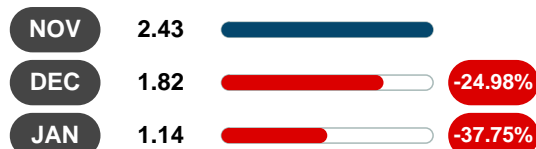


3 MONTHS

5 year JAN AVG = 3.45

High Jun 2018 5.61 Low Jan 2022 1.14

Months Supply this month at 1.14 below the 5 yr JAN average of 3.45



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	248	18.75%	1.44	2.18	0.85	1.20	2.40
\$75,001-\$175,000	229	17.31%	0.85	1.95	0.46	0.53	0.00
\$175,001-\$350,000	333	25.17%	0.67	2.31	0.57	0.51	0.43
\$350,001-\$550,000	216	16.33%	1.34	6.24	1.55	0.95	0.77
\$550,001-\$1,150,000	163	12.32%	2.86	15.84	1.75	1.83	1.88
\$1,150,001 and up	134	10.13%	14.89	55.20	6.00	4.36	6.67
Market Supply of Inventory (MSI)			1.14	3.07	0.66	0.83	1.30
Total Active Inventory by Units		100%	1,323	581	385	270	87

January 2022



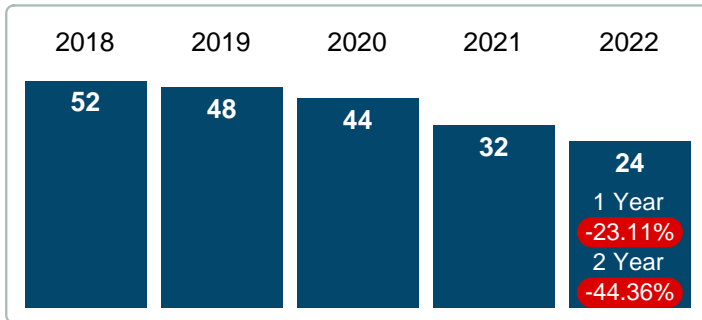
Area Delimited by County Of Tulsa



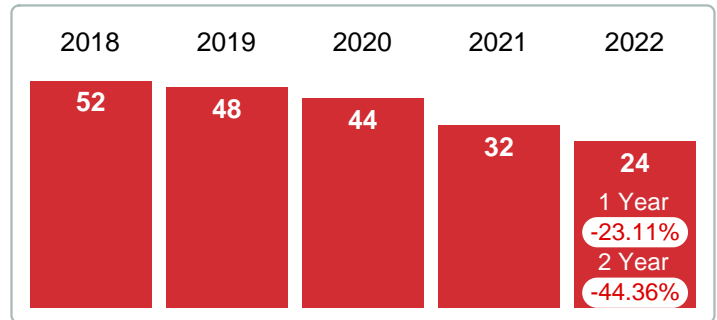
AVERAGE DAYS ON MARKET TO SALE

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

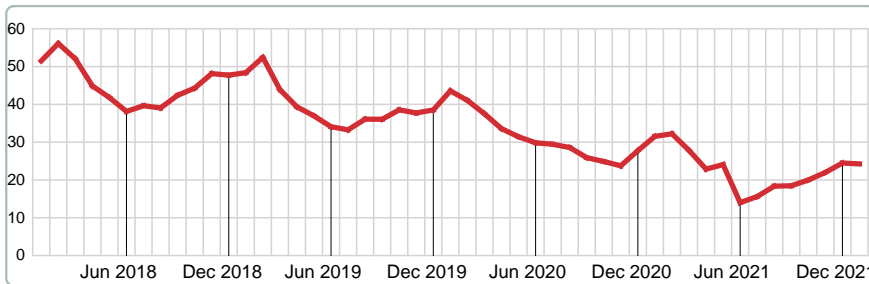
JANUARY



YEAR TO DATE (YTD)

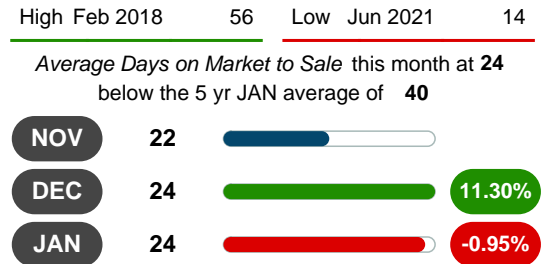


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 40



AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$75,000	169	18.92%	30	38	24	24	52
\$75,001-\$150,000	139	15.57%	25	33	21	12	87
\$150,001-\$225,000	203	22.73%	17	24	16	16	0
\$225,001-\$325,000	181	20.27%	16	24	14	17	23
\$325,001-\$425,000	103	11.53%	25	7	28	23	38
\$425,001 and up	98	10.97%	41	95	22	37	40
Average Closed DOM			24	36	19	23	38
Total Closed Units		100%	24	171	451	222	49
Total Closed Volume			214,083,304	27.17M	85.71M	76.53M	24.67M

January 2022

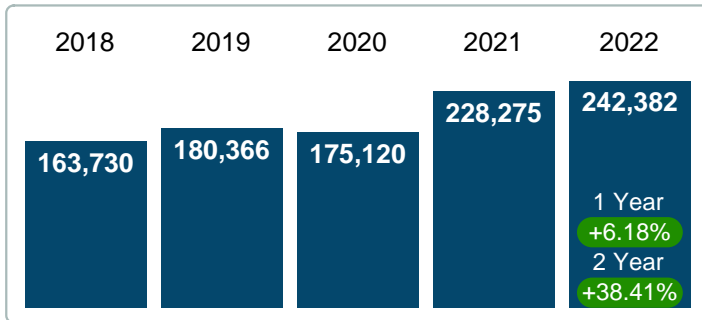
Area Delimited by County Of Tulsa



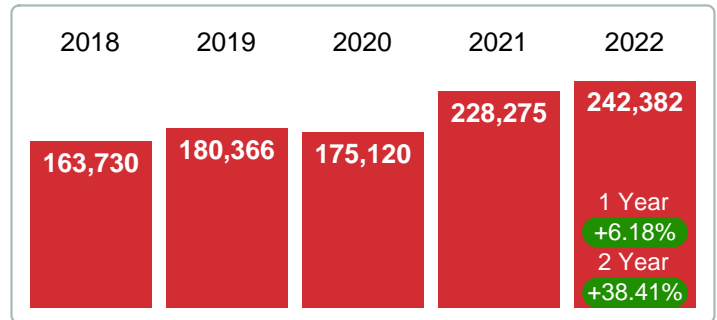
AVERAGE LIST PRICE AT CLOSING

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

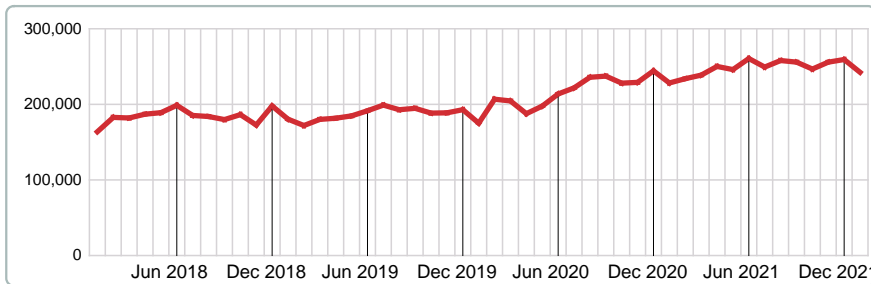
JANUARY



YEAR TO DATE (YTD)

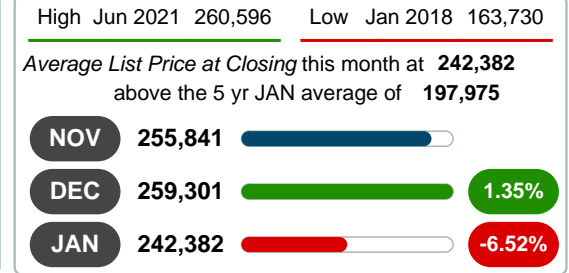


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 197,975



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-\$75,000	161	18.03%	23,267	39,260	18,335	10,210	2,285
\$75,001-\$150,000	151	16.91%	119,913	112,418	124,960	134,100	126,750
\$150,001-\$225,000	200	22.40%	189,149	192,050	187,386	190,438	0
\$225,001-\$325,000	180	20.16%	269,257	275,557	262,412	276,515	271,983
\$325,001-\$425,000	101	11.31%	376,651	380,067	379,856	374,847	383,946
\$425,001 and up	100	11.20%	702,567	1,025,692	545,837	651,650	818,088
Average List Price			242,382	163,703	190,127	348,638	516,512
Total Closed Units		100%	242,382	171	451	222	49
Total Closed Volume			216,447,223	27.99M	85.75M	77.40M	25.31M

January 2022

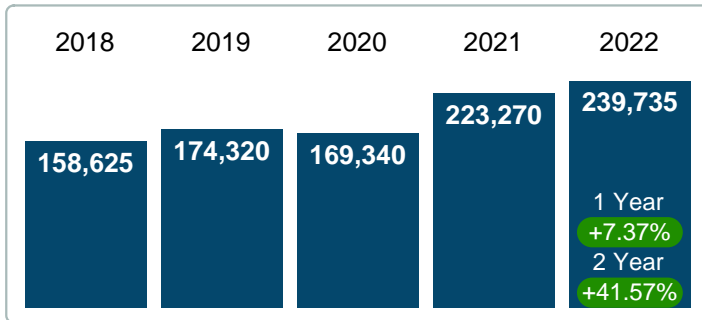
Area Delimited by County Of Tulsa



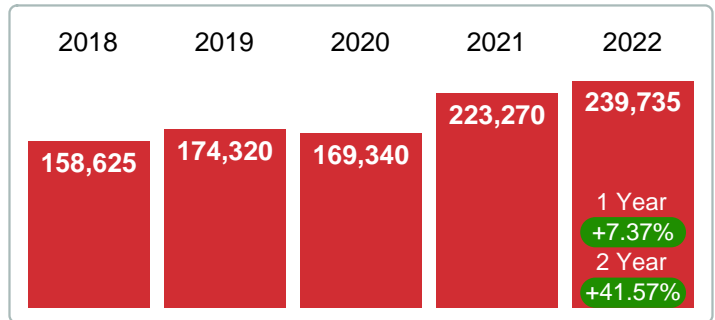
AVERAGE SOLD PRICE AT CLOSING

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

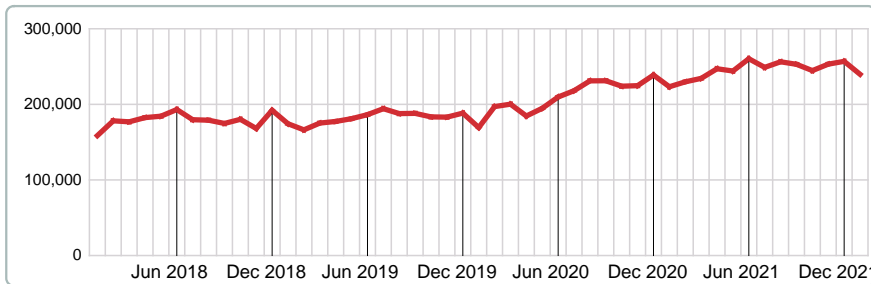
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

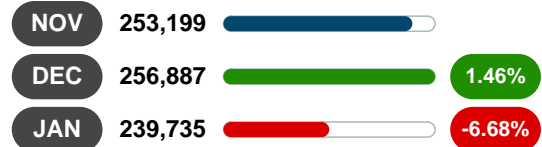


3 MONTHS

5 year JAN AVG = 193,058

High Jun 2021 260,311 Low Jan 2018 158,625

Average Sold Price at Closing this month at **239,735**
above the 5 yr JAN average of **193,058**



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-\$75,000	169	18.92%	24,923	37,091	17,173	9,543	2,285
\$75,001-\$150,000	139	15.57%	119,378	109,497	123,474	132,478	126,750
\$150,001-\$225,000	203	22.73%	188,676	186,980	188,328	191,938	0
\$225,001-\$325,000	181	20.27%	269,487	270,571	264,042	277,770	266,858
\$325,001-\$425,000	103	11.53%	376,147	383,500	377,304	372,071	386,952
\$425,001 and up	98	10.97%	688,330	988,550	543,811	635,175	788,916
Average Sold Price			239,735	158,888	190,043	344,743	503,490
Total Closed Units		100%	893	171	451	222	49
Total Closed Volume			214,083,304	27.17M	85.71M	76.53M	24.67M

January 2022

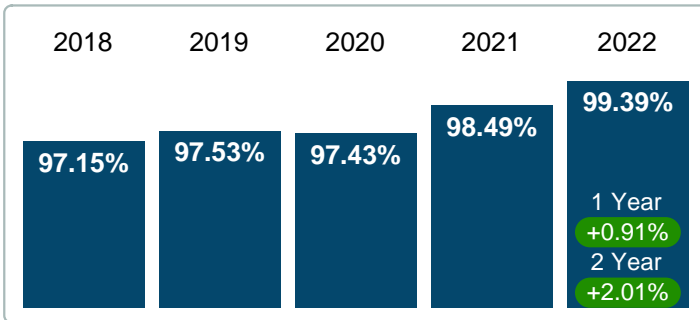
Area Delimited by County Of Tulsa



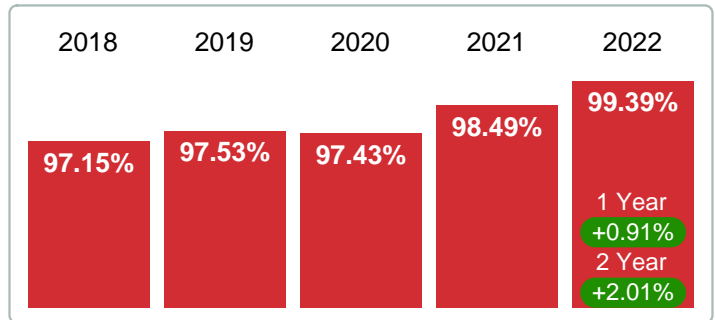
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

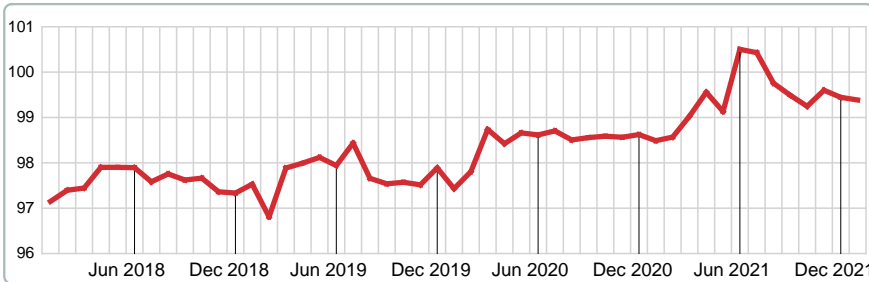
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

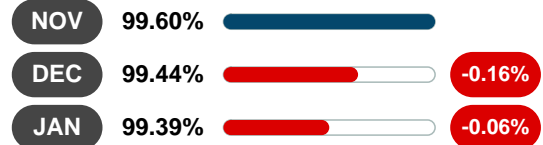


3 MONTHS

5 year JAN AVG = 98.00%

High Jun 2021 100.50% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **99.39%** above the 5 yr JAN average of **98.00%**



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-\$75,000	169	18.92%	97.86%	96.66%	98.77%	98.67%	100.00%
\$75,001-\$150,000	139	15.57%	98.62%	97.69%	99.01%	99.68%	100.00%
\$150,001-\$225,000	203	22.73%	100.39%	98.05%	100.68%	101.20%	0.00%
\$225,001-\$325,000	181	20.27%	100.43%	98.22%	100.77%	100.53%	98.40%
\$325,001-\$425,000	103	11.53%	99.69%	100.96%	99.57%	99.35%	100.89%
\$425,001 and up	98	10.97%	98.76%	96.37%	99.94%	98.64%	99.20%
Average Sold/List Ratio		99.40%		97.37%	99.96%	99.76%	99.48%
Total Closed Units		893	100%	171	451	222	49
Total Closed Volume		214,083,304		27.17M	85.71M	76.53M	24.67M

January 2022

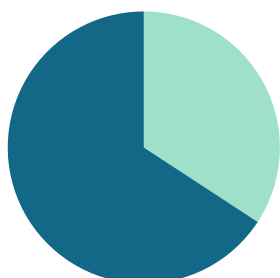
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

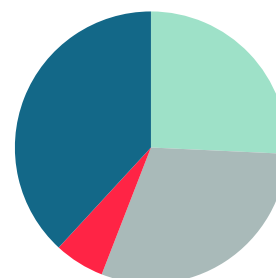


Inventory
 New Listings
1,102 = 34.21%
 Start Inventory
2,119
 Total Inventory Units
3,221
 Volume
\$1,171,937,031

Market Activity

Closed Sales
893 = 25.74%
 Pending Sales
1,046 = 30.15%
 Other Off Market
207 = 5.97%
 Active Inventory
1,323 = 38.14%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	844	893	5.81%	844	893	5.81%
Pending Sales	998	1,046	4.81%	998	1,046	4.81%
New Listings	1,142	1,102	-3.50%	1,142	1,102	-3.50%
Average List Price	228,275	242,382	6.18%	228,275	242,382	6.18%
Average Sale Price	223,270	239,735	7.37%	223,270	239,735	7.37%
Average Percent of Selling Price to List Price	98.49%	99.39%	0.91%	98.49%	99.39%	0.91%
Average Days on Market to Sale	31.53	24.24	-23.11%	31.53	24.24	-23.11%
Monthly Inventory	3,063	1,323	-56.81%	3,063	1,323	-56.81%
Months Supply of Inventory	2.78	1.14	-59.15%	2.78	1.14	-59.15%

Absorption: Last 12 months, an Average of **1,166** Sales/Month

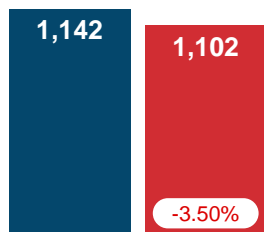
Inventory on January 31, 2022 = **1,323**

2021 **2022**

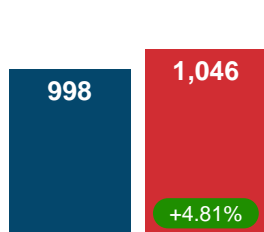
JANUARY MARKET

AVERAGE PRICES

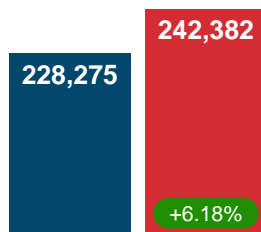
New Listings



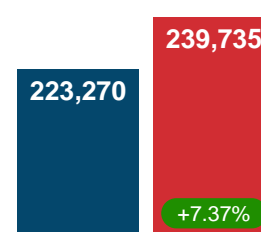
Pending Listings



List Price



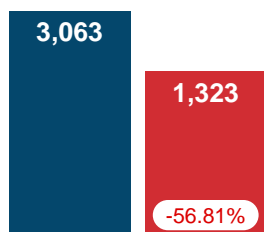
Sale Price



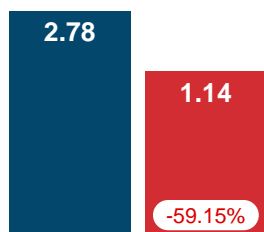
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

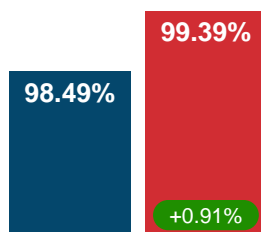
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

