

February 2022

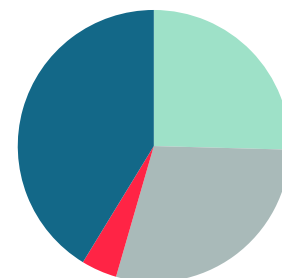
Area Delimited by County Of Tulsa



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	February 2022	+/-%
Closed Listings	784	845	7.78%
Pending Listings	849	966	13.78%
New Listings	890	1,037	16.52%
Average List Price	233,967	238,861	2.09%
Average Sale Price	229,807	238,970	3.99%
Average Percent of Selling Price to List Price	98.57%	100.33%	1.79%
Average Days on Market to Sale	32.20	20.39	-36.66%
End of Month Inventory	2,990	1,372	-54.11%
Months Supply of Inventory	2.72	1.17	-56.90%



■ Closed (25.42%)
■ Pending (29.06%)
■ Other OffMarket (4.24%)
■ Active (41.28%)

Absorption: Last 12 months, an Average of **1,172** Sales/Month
Active Inventory as of February 28, 2022 = **1,372**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **54.11%** to 1,372 existing homes available for sale. Over the last 12 months this area has had an average of 1,172 closed sales per month. This represents an unsold inventory index of **1.17** 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 **3.99%** in February 2022 to \$238,970 versus the previous year at \$229,807.

Average Days on Market Shortens

The average number of **20.39** days that homes spent on the market before selling decreased by 11.80 days or **36.66%** in February 2022 compared to last year's same month at **32.20** 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 1,037 New Listings in February 2022, up **16.52%** from last year at 890. Furthermore, there were 845 Closed Listings this month versus last year at 784, a **7.78%** increase.

Closed versus Listed trends yielded a **81.5%** ratio, down from previous year's, February 2021, at **88.1%**, a **7.50%** downswing. 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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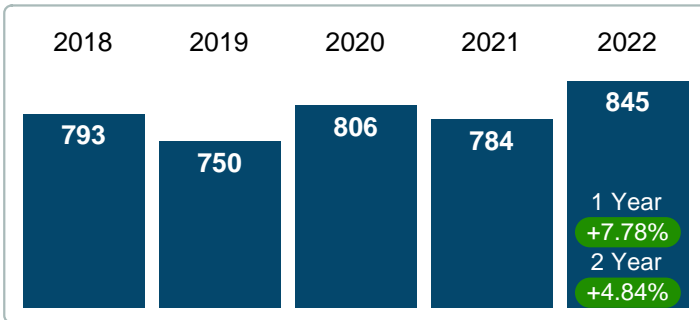
Area Delimited by County Of Tulsa



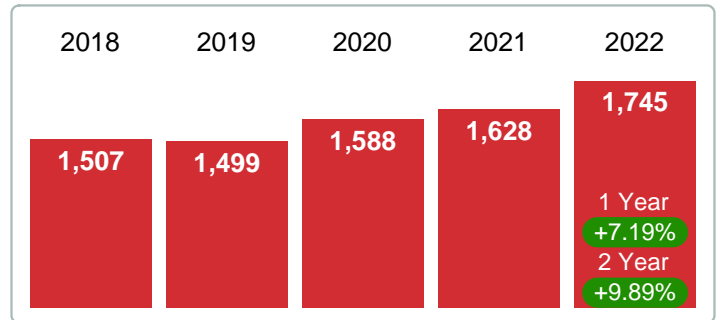
CLOSED LISTINGS

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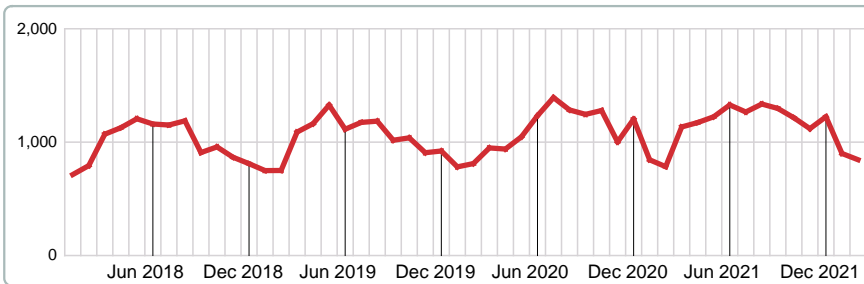
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

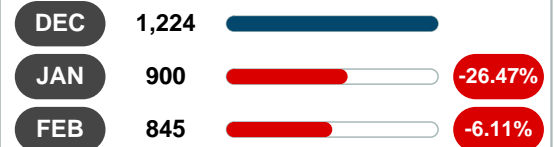


3 MONTHS

5 year FEB AVG = 796

High Jul 2020 1,393 Low Jan 2018 714

Closed Listings this month at **845**
above the 5 yr FEB 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-\$100,000	178	21.07%	31.7	84	74	18	2
\$100,001-\$150,000	93	11.01%	16.9	27	60	6	0
\$150,001-\$225,000	218	25.80%	13.2	24	173	20	1
\$225,001-\$300,000	146	17.28%	17.9	16	70	53	7
\$300,001-\$425,000	115	13.61%	12.7	5	41	60	9
\$425,001 and up	95	11.24%	32.4	6	23	54	12
Total Closed Units	845			162	441	211	31
Total Closed Volume	201,929,278	100%	20.4	25.64M	87.50M	75.63M	13.16M
Average Closed Price	\$238,970			\$158,254	\$198,404	\$358,456	\$424,569

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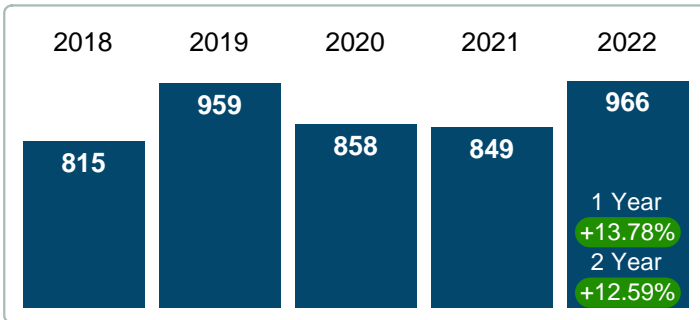
Area Delimited by County Of Tulsa



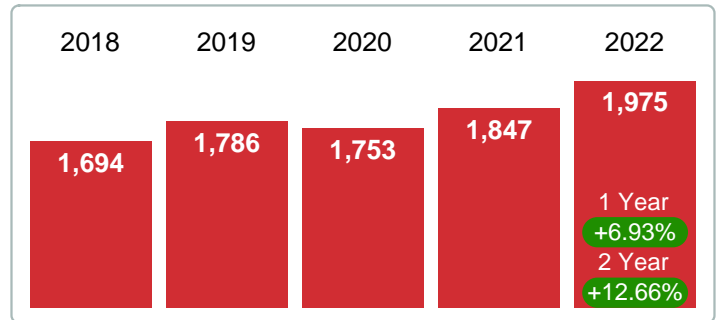
PENDING LISTINGS

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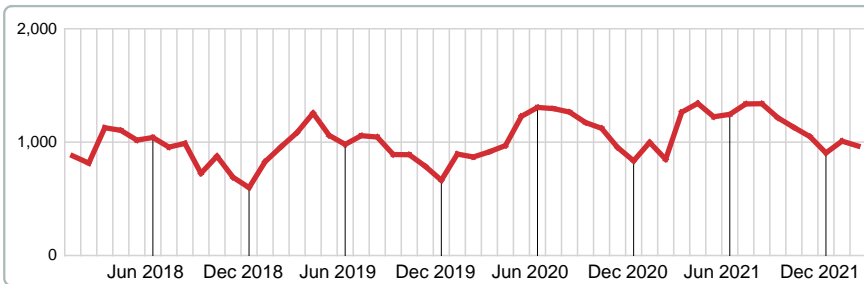
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 889

High Apr 2021 1,342 Low Dec 2018 599

Pending Listings this month at **966**
above the 5 yr FEB average of **889**



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	72	7.45%	40.3	30	31	9	2
\$50,001 - \$125,000	111	11.49%	32.2	53	50	7	1
\$125,001 - \$175,000	125	12.94%	15.8	23	91	11	0
\$175,001 - \$250,000	251	25.98%	14.9	24	175	49	3
\$250,001 - \$350,000	190	19.67%	25.3	17	74	92	7
\$350,001 - \$500,000	112	11.59%	37.9	6	39	55	12
\$500,001 and up	105	10.87%	51.9	8	12	54	31
Total Pending Units	966			161	472	277	56
Total Pending Volume	270,274,935	100%	17.6	32.06M	103.69M	101.36M	33.16M
Average Listing Price	\$171,635			\$199,129	\$219,686	\$365,933	\$592,146

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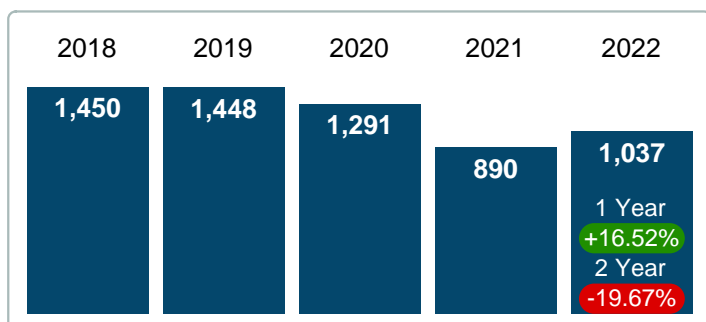
Area Delimited by County Of Tulsa



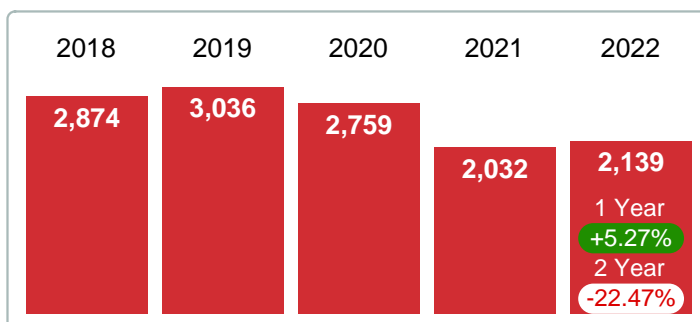
NEW LISTINGS

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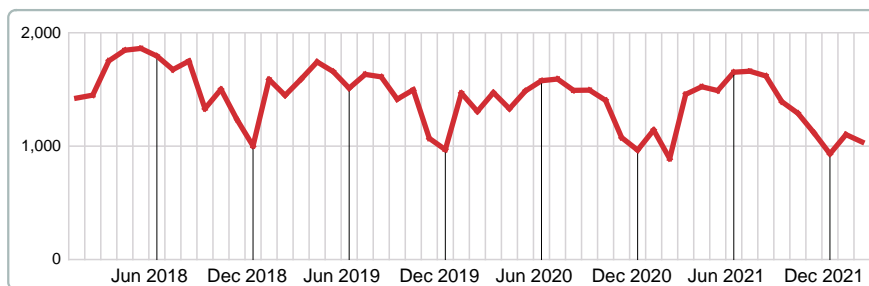
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,223

High May 2018 1,862 Low Feb 2021 890

New Listings this month at **1,037**
below the 5 yr FEB average of **1,223**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	106	10.22%	40	45	18	3
\$50,001 - \$125,000	118	11.38%	66	49	2	1
\$125,001 - \$175,000	131	12.63%	24	96	11	0
\$175,001 - \$250,000	256	24.69%	34	164	56	2
\$250,001 - \$350,000	194	18.71%	17	79	93	5
\$350,001 - \$500,000	122	11.76%	5	41	65	11
\$500,001 and up	110	10.61%	20	19	48	23
Total New Listed Units	1,037		206	493	293	45
Total New Listed Volume	302,244,154	100%	56.36M	112.28M	102.91M	30.70M
Average New Listed Listing Price	\$172,023		\$273,599	\$227,741	\$351,218	\$682,214

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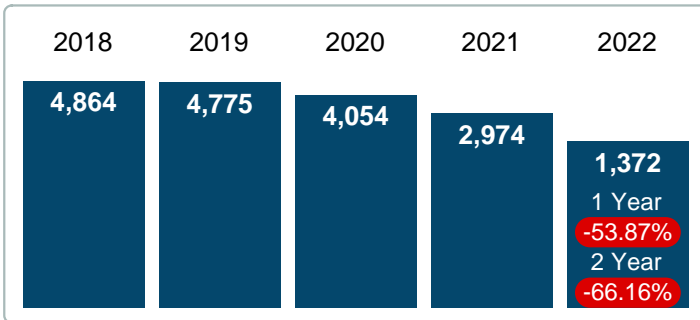
Area Delimited by County Of Tulsa



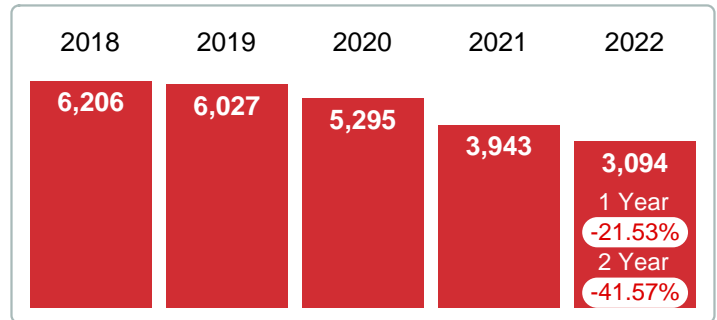
ACTIVE INVENTORY

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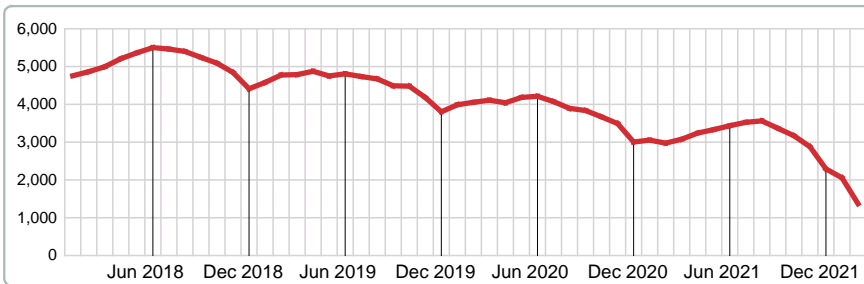
END OF FEBRUARY



ACTIVE DURING FEBRUARY

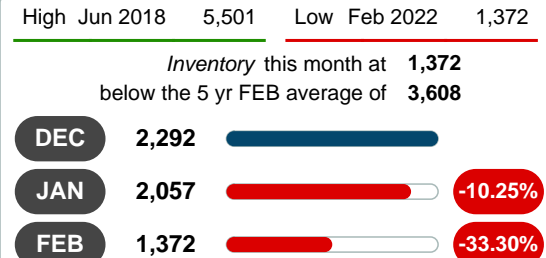


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3,608



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	121	8.82%	58.1	48	51	18	4
\$25,001 - \$100,000	175	12.76%	108.9	149	22	4	0
\$100,001 - \$175,000	168	12.24%	65.3	92	69	7	0
\$175,001 - \$350,000	389	28.35%	57.2	105	183	92	9
\$350,001 - \$525,000	205	14.94%	88.2	45	59	89	12
\$525,001 - \$1,125,000	175	12.76%	117.1	67	16	70	22
\$1,125,001 and up	139	10.13%	129.9	97	5	10	27
Total Active Inventory by Units	1,372			603	405	290	74
Total Active Inventory by Volume	665,536,600	100%	84.5	339.67M	102.68M	134.70M	88.50M
Average Active Inventory Listing Price	\$485,085			\$563,295	\$253,520	\$464,471	\$1,195,909

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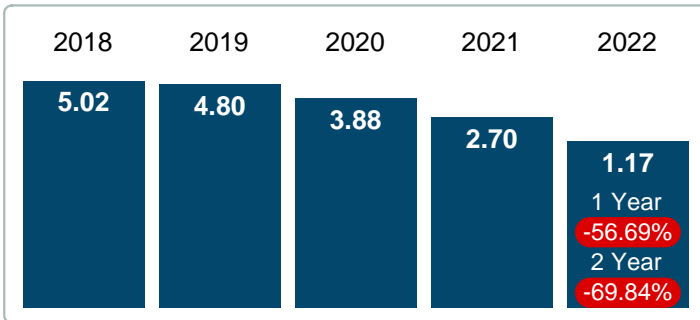
Area Delimited by County Of Tulsa



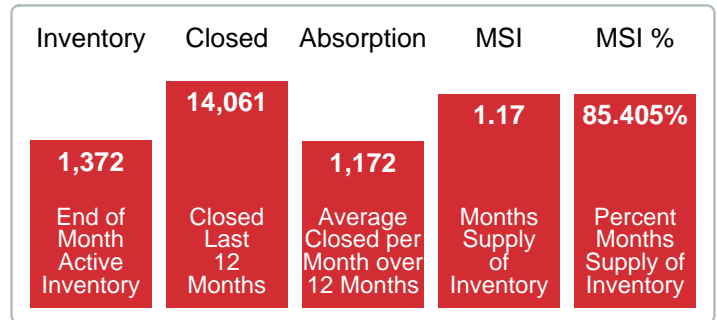
MONTHS SUPPLY of INVENTORY (MSI)

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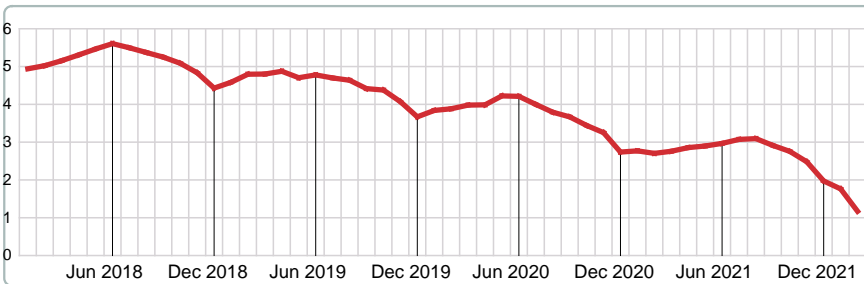
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022

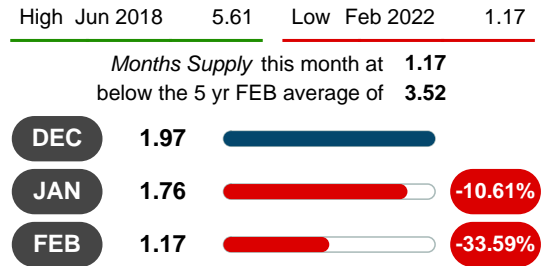


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3.52



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	121	8.82%	1.17	1.95	0.87	0.99	2.18
\$25,001 - \$100,000	175	12.76%	1.52	2.23	0.51	0.87	0.00
\$100,001 - \$175,000	168	12.24%	0.75	1.90	0.44	0.38	0.00
\$175,001 - \$350,000	389	28.35%	0.78	2.76	0.65	0.57	0.51
\$350,001 - \$525,000	205	14.94%	1.33	5.87	1.54	1.03	0.54
\$525,001 - \$1,125,000	175	12.76%	2.68	13.40	1.83	2.09	1.22
\$1,125,001 and up	139	10.13%	14.02	52.91	5.45	2.93	7.20
Market Supply of Inventory (MSI)			1.17	3.13	0.69	0.89	1.14
Total Active Inventory by Units		100%	1,372	603	405	290	74

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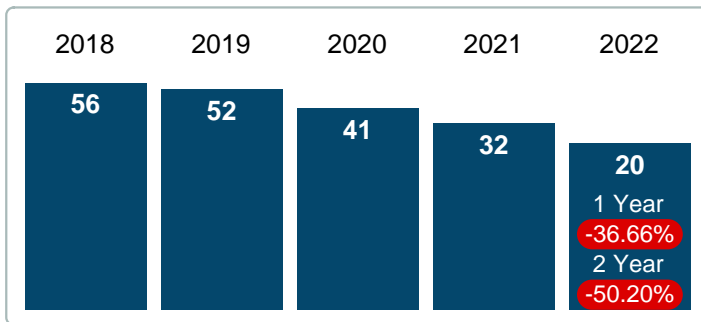
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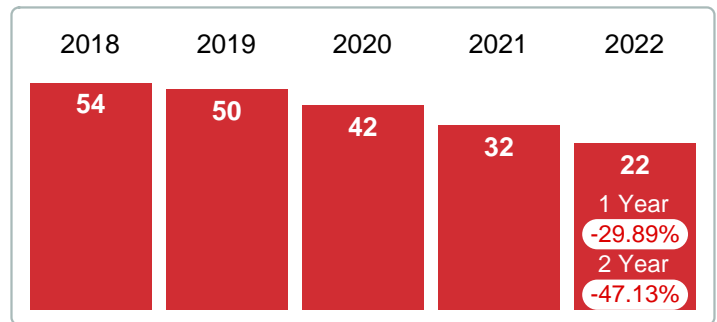
AVERAGE DAYS ON MARKET TO SALE

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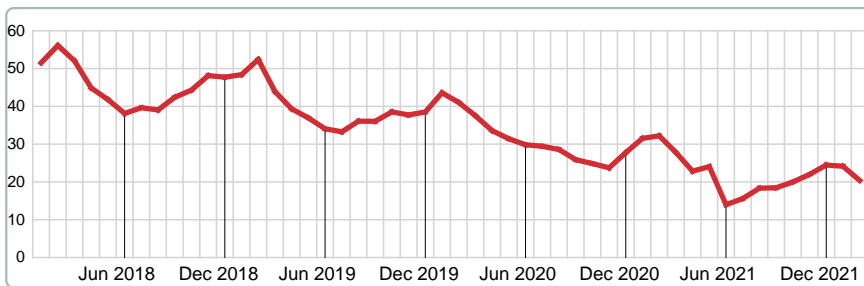
FEBRUARY



YEAR TO DATE (YTD)

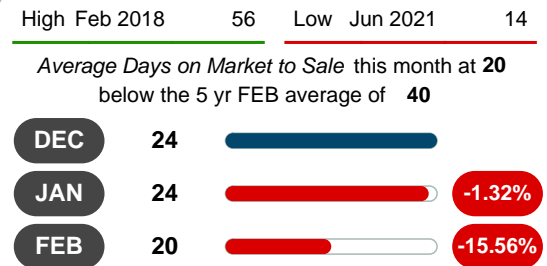


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 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-\$100,000	178	21.07%	32	34	29	28	41
\$100,001-\$150,000	93	11.01%	17	27	13	7	0
\$150,001-\$225,000	218	25.80%	13	10	13	19	17
\$225,001-\$300,000	146	17.28%	18	43	16	14	18
\$300,001-\$425,000	115	13.61%	13	26	13	12	8
\$425,001 and up	95	11.24%	32	44	34	32	28
Average Closed DOM			20	30	17	19	20
Total Closed Units		100%	20	162	441	211	31
Total Closed Volume			201,929,278	25.64M	87.50M	75.63M	13.16M

February 2022

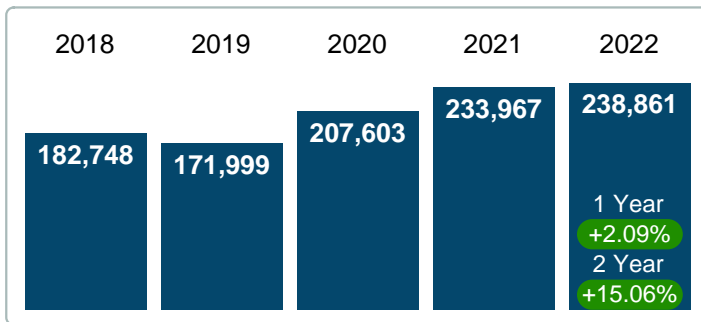
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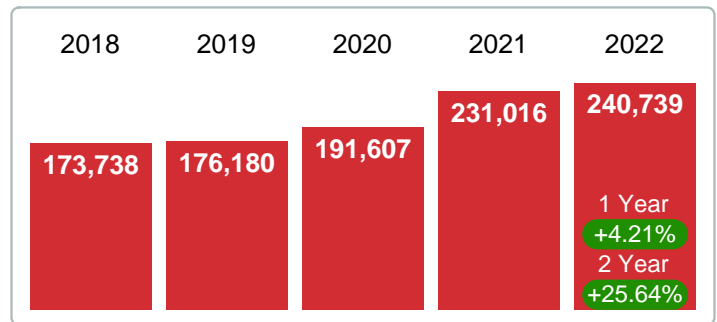
AVERAGE LIST PRICE AT CLOSING

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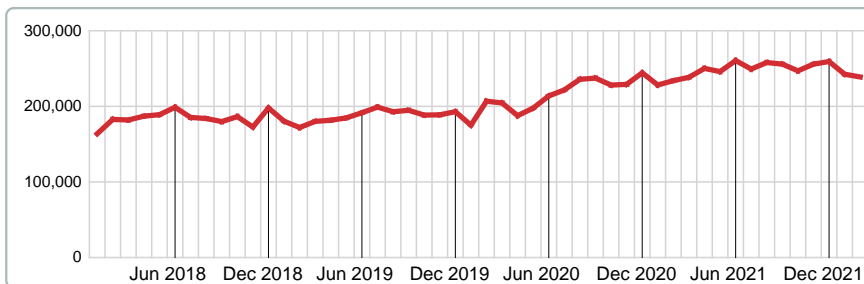
FEBRUARY



YEAR TO DATE (YTD)

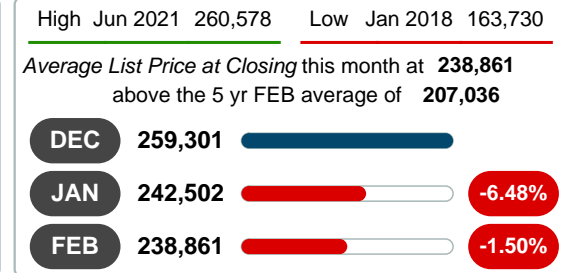


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 207,036



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	177	20.95%	35,886	50,127	27,804	13,565	3,748
\$100,001	104	12.31%	128,962	126,611	128,220	130,300	0
\$150,001	210	24.85%	190,644	187,750	188,241	191,124	214,500
\$225,001	154	18.22%	263,844	277,731	253,597	265,442	256,543
\$300,001	107	12.66%	362,004	333,400	348,778	356,148	379,422
\$425,001 and up	93	11.01%	673,895	1,305,478	541,549	660,477	629,258
Average List Price			238,861	160,980	196,879	359,960	418,829
Total Closed Units		100%	238,861	162	441	211	31
Total Closed Volume			201,837,614	26.08M	86.82M	75.95M	12.98M

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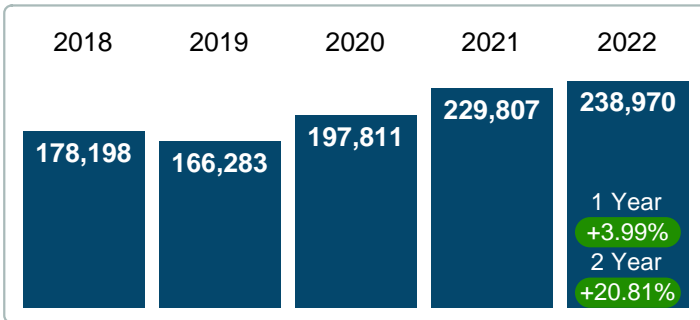
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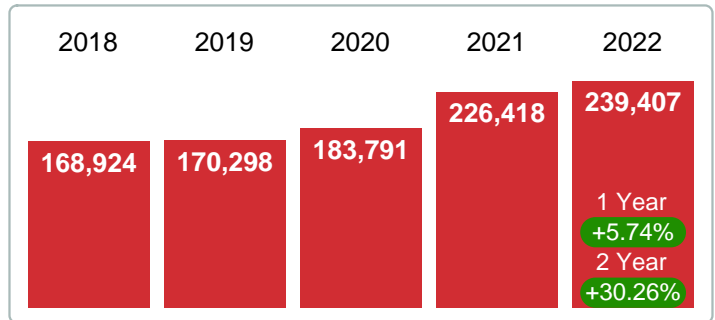
AVERAGE SOLD PRICE AT CLOSING

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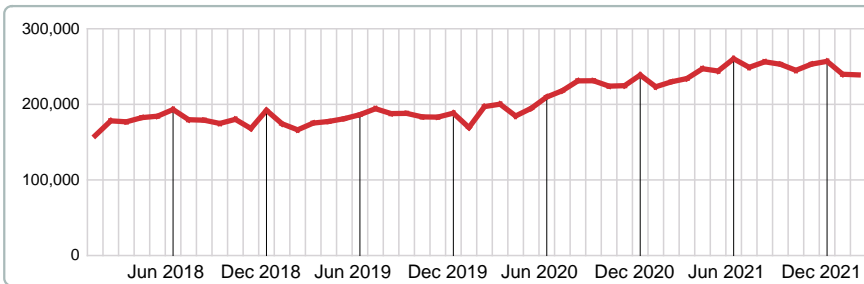
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

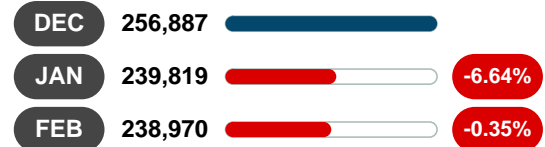


3 MONTHS

5 year FEB AVG = 202,214

High Jun 2021 260,294 Low Jan 2018 158,625

Average Sold Price at Closing this month at **238,970** above the 5 yr FEB average of **202,214**



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	178	21.07%	35,439	48,646	27,148	11,417	3,723
\$100,001	93	11.01%	126,756	126,122	126,791	129,250	0
\$150,001	218	25.80%	190,649	187,497	191,161	188,982	211,000
\$225,001	146	17.28%	262,661	270,622	257,527	266,242	268,700
\$300,001	115	13.61%	358,190	327,048	354,256	359,702	383,333
\$425,001 and up	95	11.24%	660,327	1,280,065	532,943	651,494	634,358
Average Sold Price			238,970	158,254	198,404	358,456	424,569
Total Closed Units		100%	845	162	441	211	31
Total Closed Volume			201,929,278	25.64M	87.50M	75.63M	13.16M

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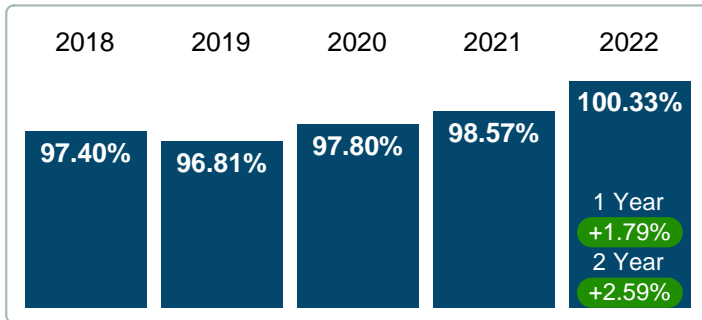
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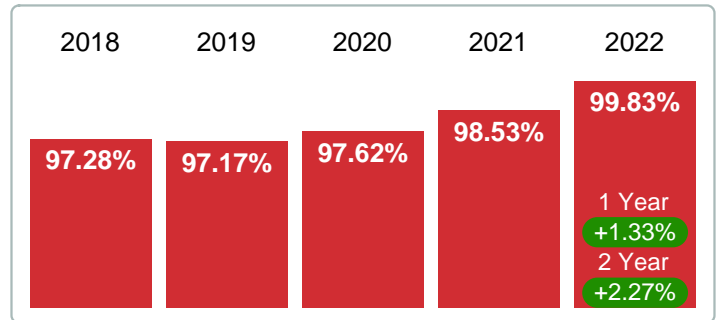
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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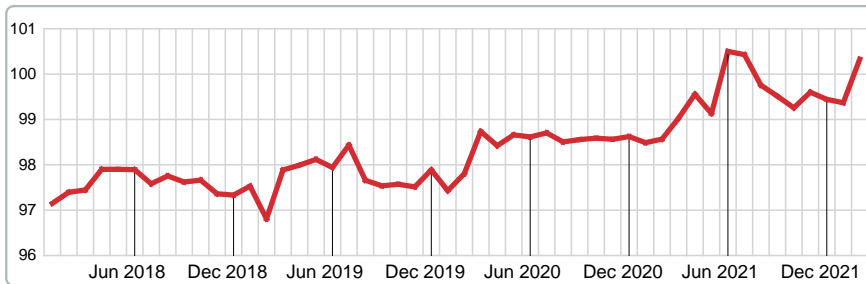
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

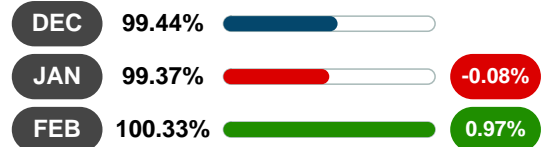


3 MONTHS

5 year FEB AVG = 98.18%

High Jun 2021 100.50% Low Feb 2019 96.81%

Average Sold/List Ratio this month at **100.33%**
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	178	21.07%	98.12%	97.29%	99.48%	96.30%	99.00%
\$100,001	93	11.01%	99.57%	100.04%	99.28%	100.35%	0.00%
\$150,001	218	25.80%	101.32%	99.95%	101.80%	98.93%	98.37%
\$225,001	146	17.28%	101.32%	97.64%	102.51%	100.39%	104.90%
\$300,001	115	13.61%	101.27%	98.39%	101.79%	101.18%	101.07%
\$425,001 and up	95	11.24%	100.30%	104.05%	99.46%	100.04%	101.22%
Average Sold/List Ratio		100.30%		98.46%	101.06%	100.03%	101.77%
Total Closed Units		845	100%	162	441	211	31
Total Closed Volume		201,929,278		25.64M	87.50M	75.63M	13.16M

February 2022

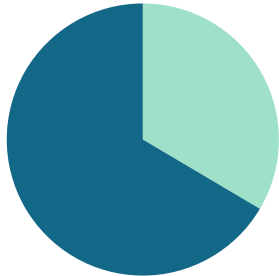
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

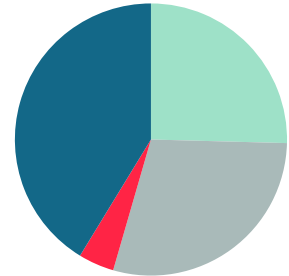


Inventory
 New Listings
1,037 = 33.51%
 Start Inventory
2,058
 Total Inventory Units
3,095
 Volume
\$1,147,811,189

Market Activity

Closed Sales
845 = 25.42%
 Pending Sales
966 = 29.06%
 Other Off Market
141 = 4.24%
 Active Inventory
1,372 = 41.28%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	784	845	7.78%	1,628	1,745	7.19%
Pending Sales	849	966	13.78%	1,847	1,975	6.93%
New Listings	890	1,037	16.52%	2,032	2,139	5.27%
Average List Price	233,967	238,861	2.09%	231,016	240,739	4.21%
Average Sale Price	229,807	238,970	3.99%	226,418	239,407	5.74%
Average Percent of Selling Price to List Price	98.57%	100.33%	1.79%	98.53%	99.83%	1.33%
Average Days on Market to Sale	32.20	20.39	-36.66%	31.85	22.33	-29.89%
Monthly Inventory	2,990	1,372	-54.11%	2,990	1,372	-54.11%
Months Supply of Inventory	2.72	1.17	-56.90%	2.72	1.17	-56.90%

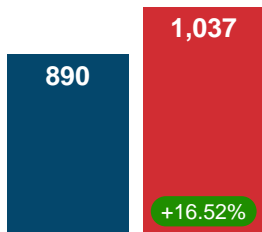
Absorption: Last 12 months, an Average of **1,172** Sales/Month

Inventory on February 28, 2022 = **1,372** 2021 2022

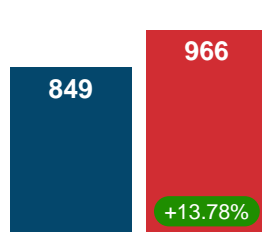
FEBRUARY MARKET

AVERAGE PRICES

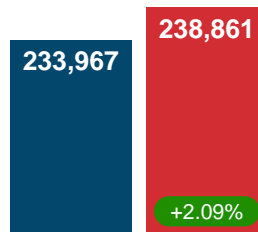
New Listings



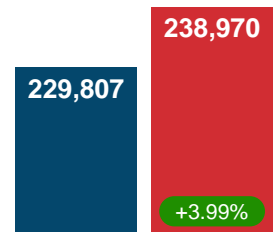
Pending Listings



List Price



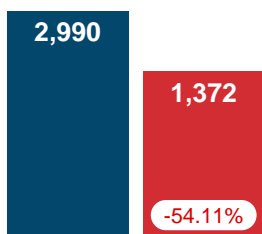
Sale Price



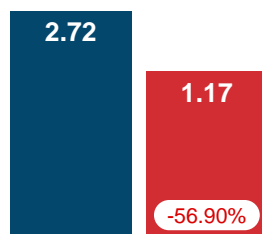
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

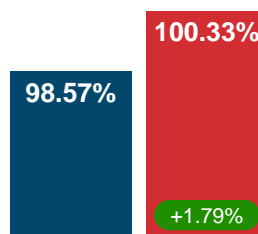
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

