

January 2022

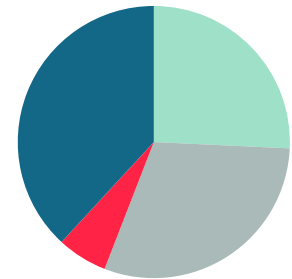
Area Delimited by County Of Tulsa



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%
Median List Price	189,900	199,900	5.27%
Median Sale Price	189,000	200,000	5.82%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	9.00	-25.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **5.82%** in January 2022 to \$200,000 versus the previous year at \$189,000.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 3.00 days or **25.00%** in January 2022 compared to last year's same month at **12.00** DOM.

Sales Success for January 2022 is Positive

Overall, with Median 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.

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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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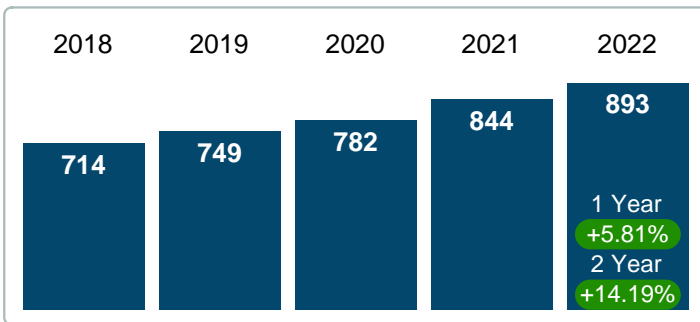
Area Delimited by County Of Tulsa



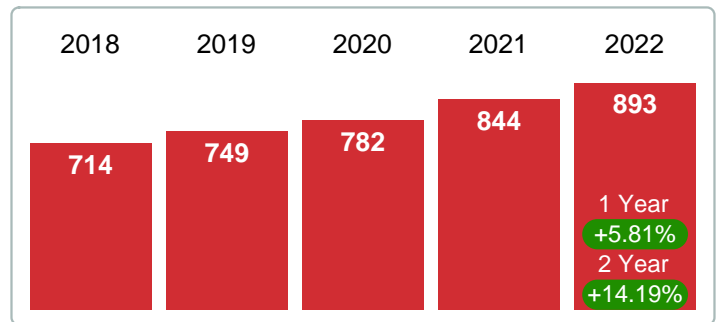
CLOSED LISTINGS

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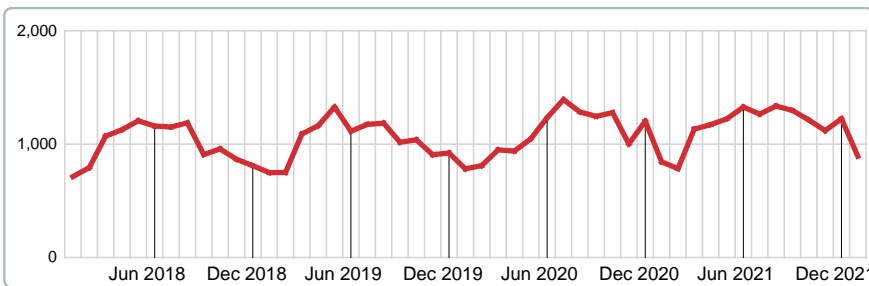
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

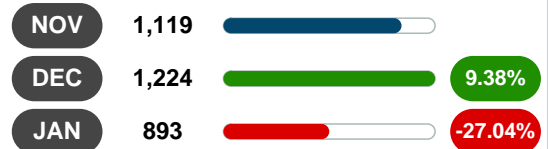


3 MONTHS

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		%	MDOM	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%	15.0	73	79	15	2
\$75,001-\$150,000	139	15.57%	8.0	47	81	9	2
\$150,001-\$225,000	203	22.73%	6.0	28	145	30	0
\$225,001-\$325,000	181	20.27%	6.0	7	96	66	12
\$325,001-\$425,000	103	11.53%	9.0	6	33	52	12
\$425,001 and up	98	10.97%	19.0	10	17	50	21
Total Closed Units	893			171	451	222	49
Total Closed Volume	214,083,304	100%	9.0	27.17M	85.71M	76.53M	24.67M
Median Closed Price	\$200,000			\$82,000	\$188,000	\$316,923	\$405,000

January 2022



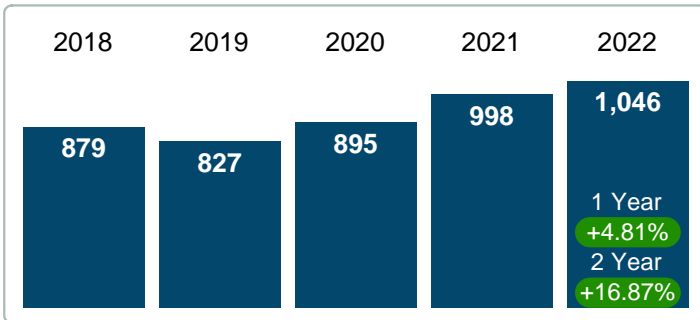
Area Delimited by County Of Tulsa



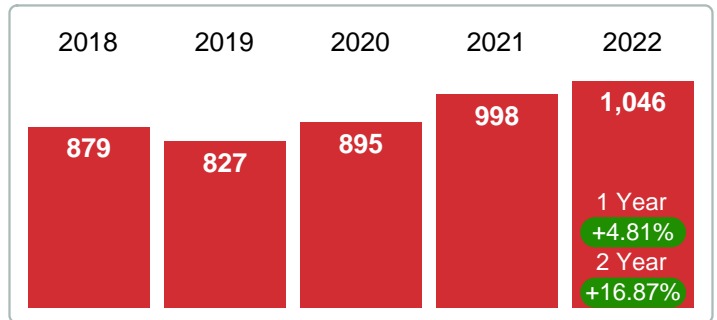
PENDING LISTINGS

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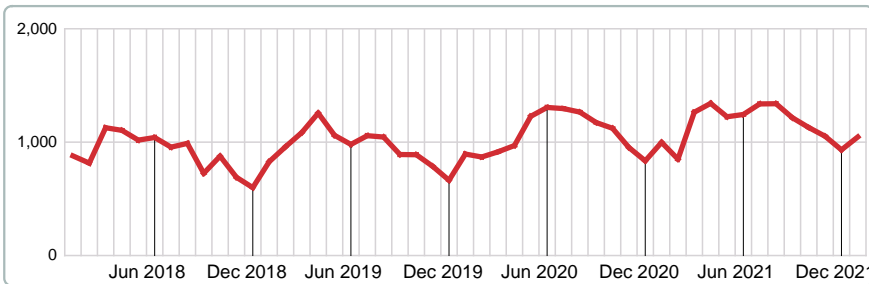
JANUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	88	8.41%	17.5	48	29	9	2
\$50,001 - \$125,000	136	13.00%	14.0	76	54	6	0
\$125,001 - \$175,000	145	13.86%	6.0	31	104	10	0
\$175,001 - \$250,000	264	25.24%	5.0	31	186	42	5
\$250,001 - \$325,000	153	14.63%	5.0	11	67	69	6
\$325,001 - \$475,000	152	14.53%	6.0	12	58	68	14
\$475,001 and up	108	10.33%	16.0	12	19	62	15
Total Pending Units	1,046			221	517	266	42
Total Pending Volume	279,295,917	100%	7.0	42.13M	114.24M	101.20M	21.74M
Median Listing Price	\$219,000			\$104,900	\$199,900	\$321,225	\$405,000

January 2022



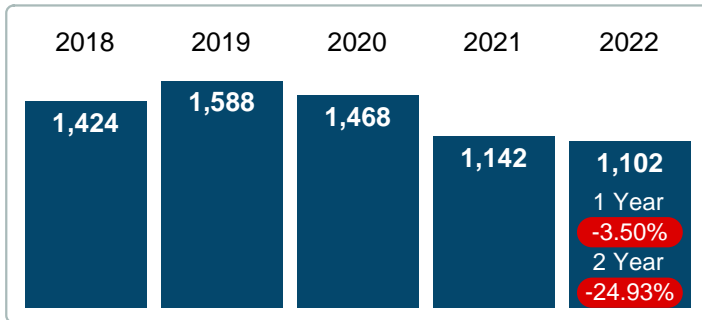
Area Delimited by County Of Tulsa



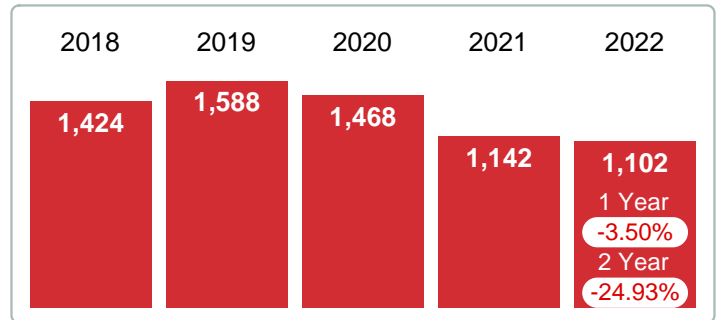
NEW LISTINGS

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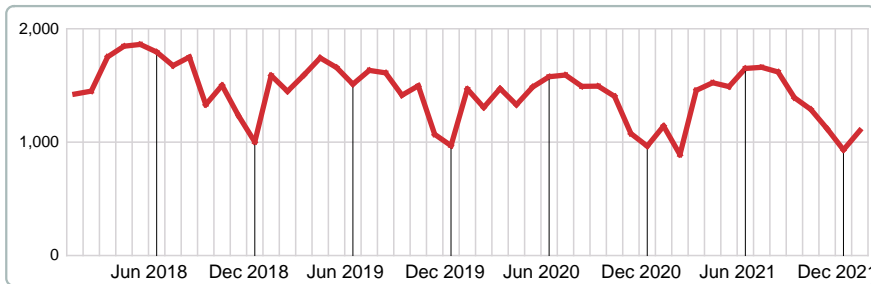
JANUARY



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			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 - \$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
Median New Listed Listing Price	\$215,000		\$125,000	\$195,750	\$315,000	\$589,900

January 2022



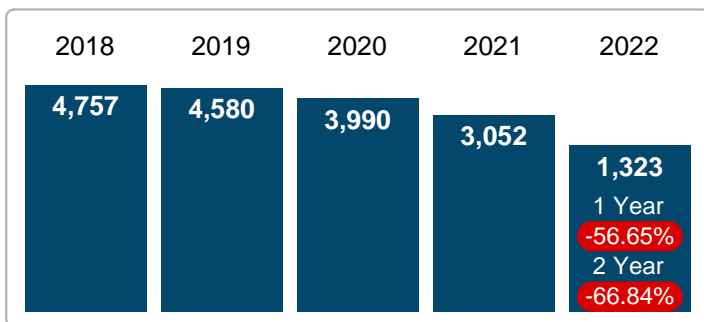
Area Delimited by County Of Tulsa



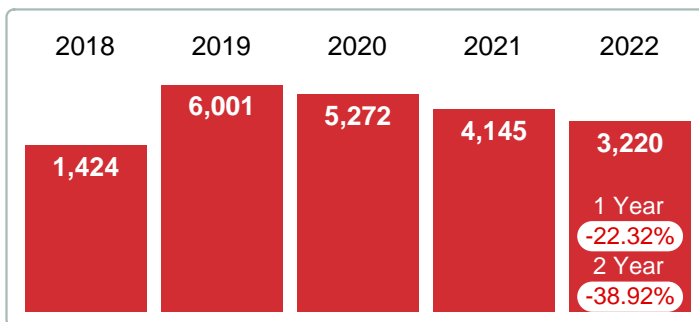
ACTIVE INVENTORY

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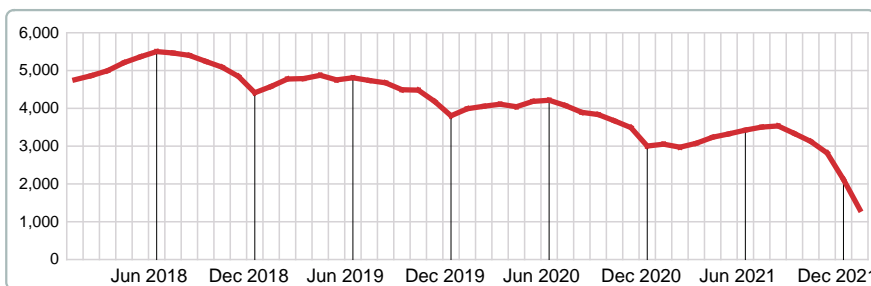
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

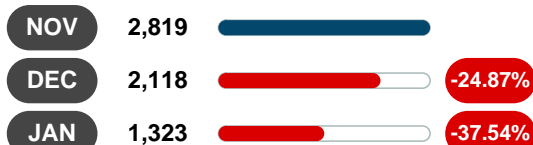


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	16.0	0	0	0	0
\$1-\$75,000	248	18.75%	28.0	149	69	25	5
\$75,001-\$175,000	229	17.31%	52.0	136	82	11	0
\$175,001-\$350,000	333	25.17%	40.0	85	157	83	8
\$350,001-\$550,000	216	16.33%	79.5	53	59	85	19
\$550,001-\$1,150,000	163	12.32%	90.0	66	13	54	30
\$1,150,001 and up	134	10.13%	118.0	92	5	12	25
Total Active Inventory by Units	1,323			581	385	270	87
Total Active Inventory by Volume	644,177,380	100%	54.0	326.12M	94.85M	127.82M	95.38M
Median Active Inventory Listing Price	\$255,000			\$185,000	\$205,000	\$379,950	\$699,900

January 2022



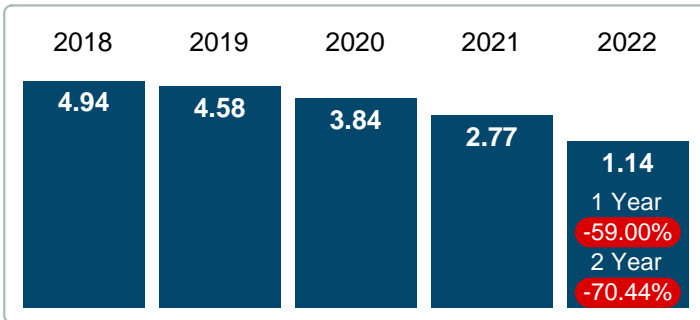
Area Delimited by County Of Tulsa



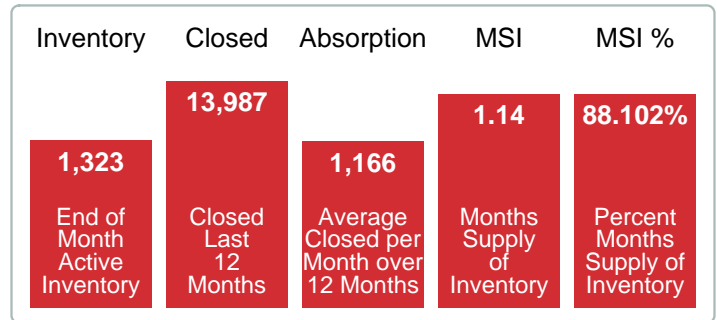
MONTHS SUPPLY of INVENTORY (MSI)

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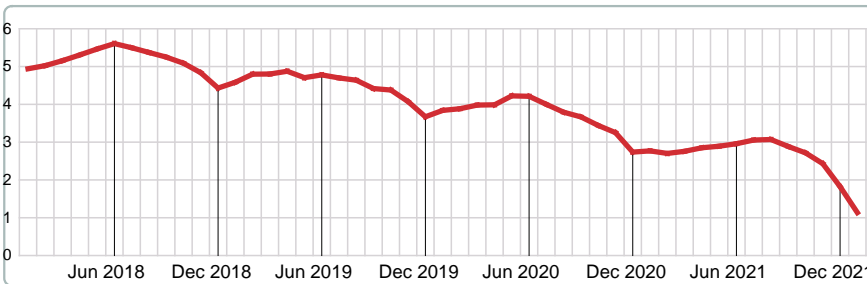
MSI FOR JANUARY



INDICATORS FOR JANUARY 2022



5 YEAR MARKET ACTIVITY TRENDS

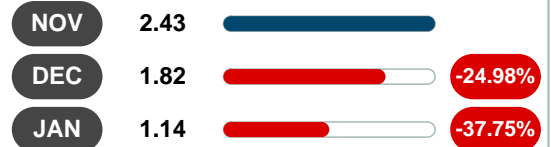


3 MONTHS

5 year JAN AVG = 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

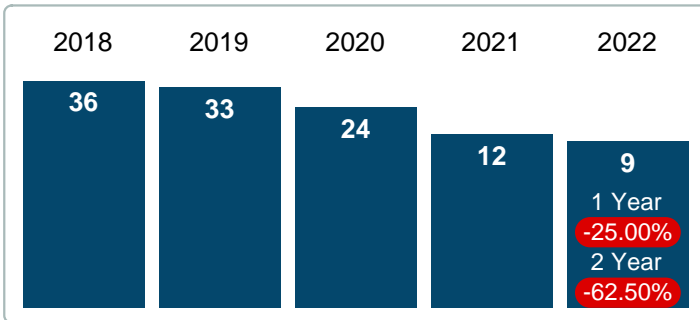
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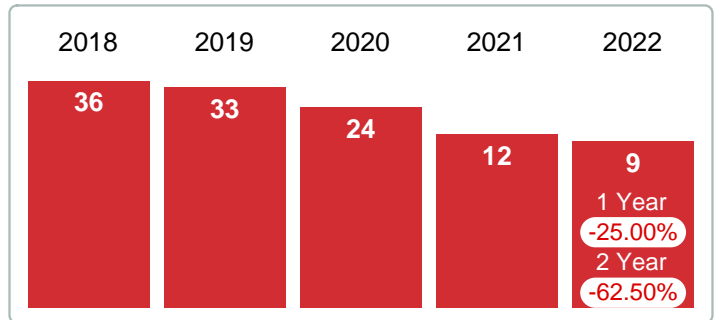
MEDIAN DAYS ON MARKET TO SALE

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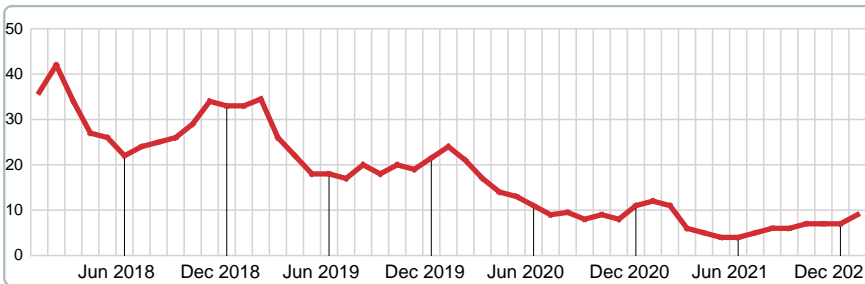
JANUARY



YEAR TO DATE (YTD)

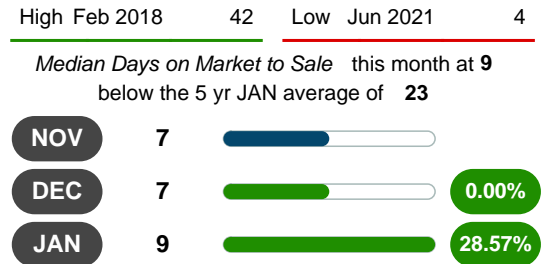


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 23



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	118	0	0	0	0
\$1-\$75,000	169	18.92%	15	16	14	14	52
\$75,001-\$150,000	139	15.57%	8	8	9	2	87
\$150,001-\$225,000	203	22.73%	6	9	5	10	0
\$225,001-\$325,000	181	20.27%	6	8	5	6	10
\$325,001-\$425,000	103	11.53%	9	6	7	12	25
\$425,001 and up	98	10.97%	19	76	6	16	20
Median Closed DOM	9		9.0	11	7	9	19
Total Closed Units	893	100%	9.0	171	451	222	49
Total Closed Volume	214,083,304			27.17M	85.71M	76.53M	24.67M

January 2022

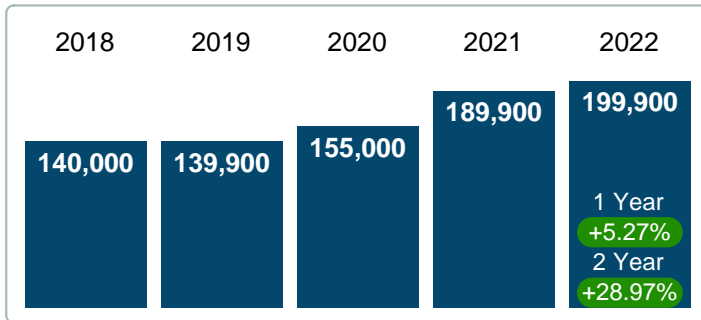
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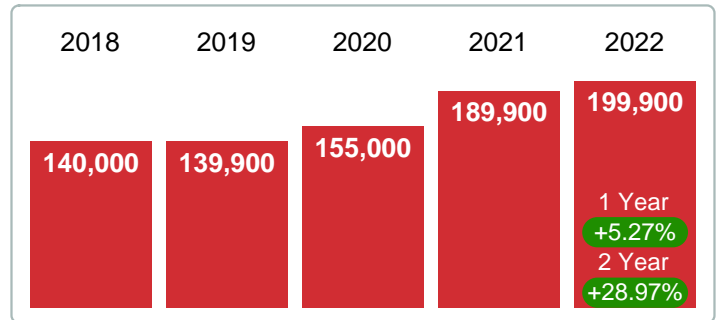
MEDIAN LIST PRICE AT CLOSING

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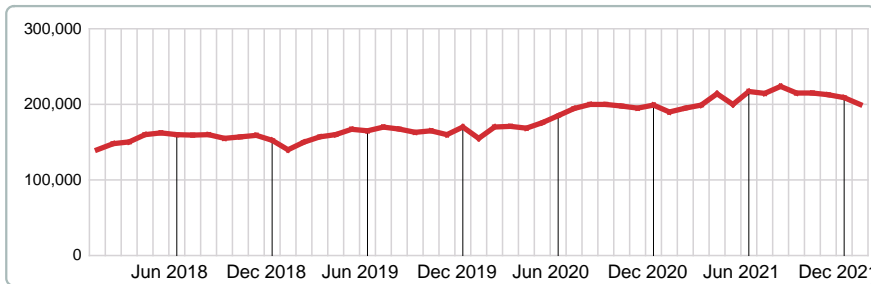
JANUARY



YEAR TO DATE (YTD)

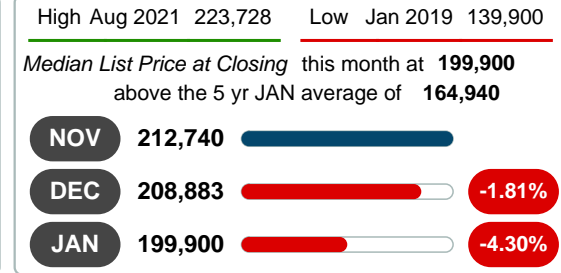


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 164,940



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	19	0	0	0	0
\$1-\$75,000	161	18.03%	1,995	41,000	1,600	1,995	2,285
\$75,001-\$150,000	151	16.91%	125,000	113,000	130,000	149,000	126,750
\$150,001-\$225,000	200	22.40%	189,250	185,000	189,900	184,950	225,000
\$225,001-\$325,000	180	20.16%	265,000	274,950	251,000	273,552	292,000
\$325,001-\$425,000	101	11.31%	375,312	399,000	369,750	375,312	373,950
\$425,001 and up	100	11.20%	549,000	799,500	500,000	539,000	566,500
Median List Price			199,900	90,000	185,000	310,000	400,000
Total Closed Units		100%	893	171	451	222	49
Total Closed Volume			216,447,223	27.99M	85.75M	77.40M	25.31M

January 2022

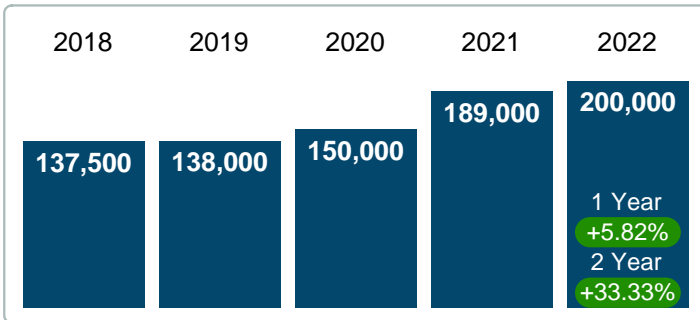
Area Delimited by County Of Tulsa



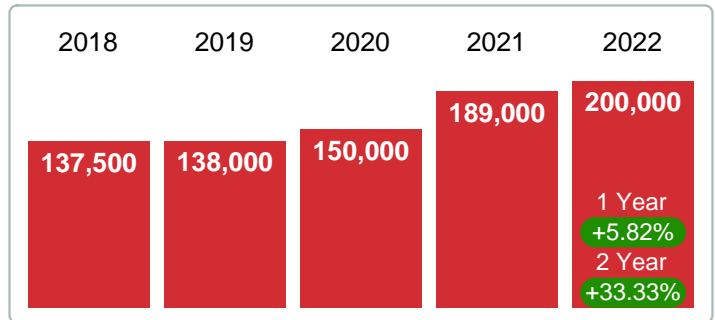
MEDIAN SOLD PRICE AT CLOSING

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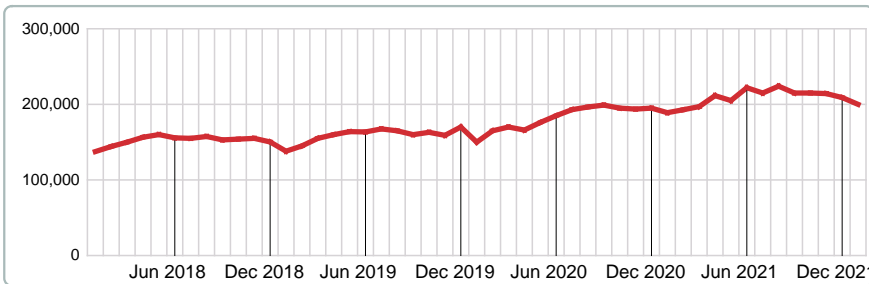
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

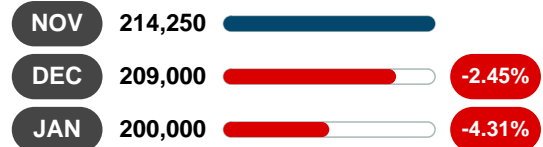


3 MONTHS

5 year JAN AVG = 162,900

High Aug 2021 224,000 Low Jan 2018 137,500

Median Sold Price at Closing this month at **200,000**
above the 5 yr JAN average of **162,900**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	549,000	0	0	0	0
\$1-\$75,000	169	18.92%	2,250	42,500	1,645	1,995	2,285
\$75,001-\$150,000	139	15.57%	125,000	114,000	128,000	133,500	126,750
\$150,001-\$225,000	203	22.73%	190,000	189,750	190,000	190,000	0
\$225,001-\$325,000	181	20.27%	264,000	269,000	252,500	272,102	267,000
\$325,001-\$425,000	103	11.53%	375,312	402,000	365,000	375,000	381,200
\$425,001 and up	98	10.97%	550,000	760,000	502,000	524,485	573,732
Median Sold Price			200,000	82,000	188,000	316,923	405,000
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

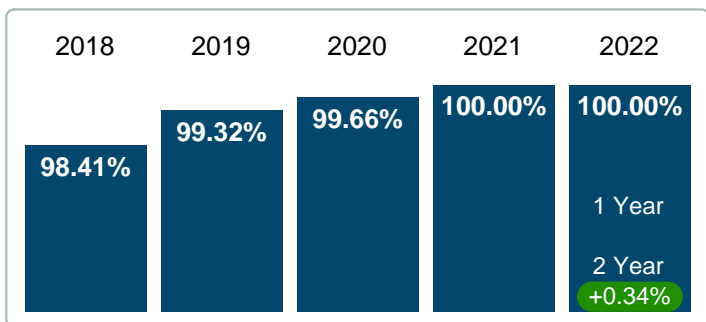
Area Delimited by County Of Tulsa



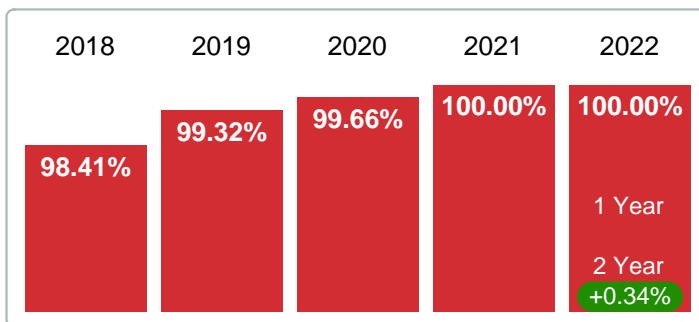
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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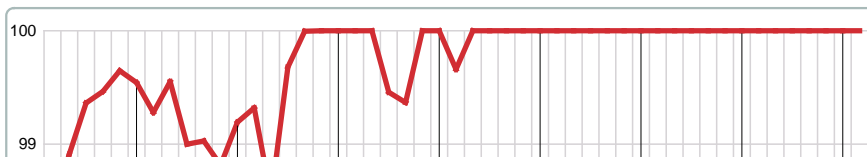
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 99.48%

High Jan 2022 100.00% Low Jan 2018 98.41%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr JAN average of **99.48%**

- NOV 100.00%
- DEC 100.00%
- JAN 100.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$75,000	169	18.92%	100.00%	100.00%	100.00%	100.00%	100.00%
\$75,001-\$150,000	139	15.57%	100.00%	100.00%	100.00%	100.33%	100.00%
\$150,001-\$225,000	203	22.73%	100.00%	100.00%	100.00%	100.00%	0.00%
\$225,001-\$325,000	181	20.27%	100.00%	99.64%	100.00%	100.00%	100.00%
\$325,001-\$425,000	103	11.53%	100.00%	102.26%	100.00%	100.00%	100.15%
\$425,001 and up	98	10.97%	100.00%	96.92%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
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

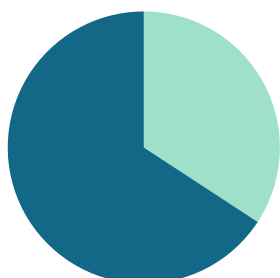
Area Delimited by County Of Tulsa



MARKET SUMMARY

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

INVENTORY

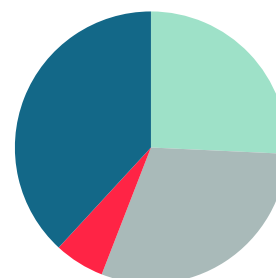


Inventory
 New Listings
1,102 = 34.21%
 Start Inventory
2,119
 Total Inventory Units
3,221
 Volume
\$1,171,937,031

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%
Median List Price	189,900	199,900	5.27%	189,900	199,900	5.27%
Median Sale Price	189,000	200,000	5.82%	189,000	200,000	5.82%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	9.00	-25.00%	12.00	9.00	-25.00%
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%

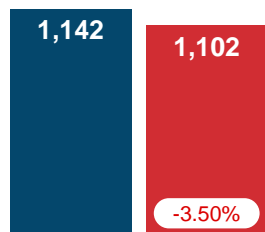
Absorption: Last 12 months, an Average of **1,166** Sales/Month

Inventory on January 31, 2022 = **1,323** 2021 2022

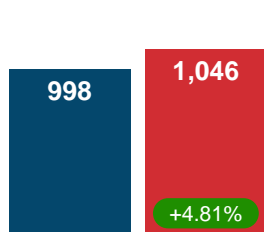
JANUARY MARKET

MEDIAN PRICES

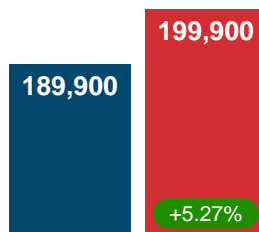
New Listings



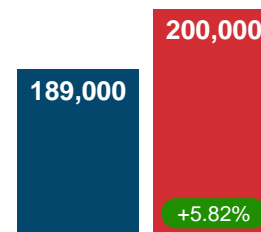
Pending Listings



List Price



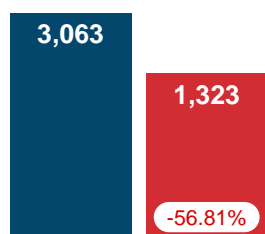
Sale Price



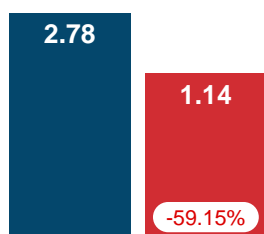
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

