

February 2022



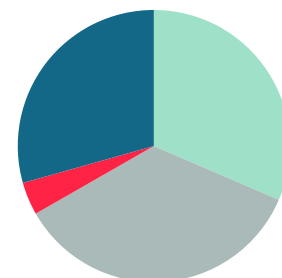
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	February 2022	+/-%
Closed Listings	671	733	9.24%
Pending Listings	753	821	9.03%
New Listings	736	868	17.93%
Average List Price	256,749	261,367	1.80%
Average Sale Price	252,749	261,990	3.66%
Average Percent of Selling Price to List Price	98.77%	100.65%	1.90%
Average Days on Market to Sale	30.03	17.07	-43.14%
End of Month Inventory	1,013	684	-32.48%
Months Supply of Inventory	1.07	0.67	-38.01%



■ Closed (31.47%)
■ Pending (35.25%)
■ Other OffMarket (3.91%)
■ Active (29.37%)

Absorption: Last 12 months, an Average of **1,028** Sales/Month
Active Inventory as of February 28, 2022 = **684**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2022 decreased **32.48%** to 684 existing homes available for sale. Over the last 12 months this area has had an average of 1,028 closed sales per month. This represents an unsold inventory index of **0.67** 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 **3.66%** in February 2022 to \$261,990 versus the previous year at \$252,749.

Average Days on Market Shortens

The average number of **17.07** days that homes spent on the market before selling decreased by 12.95 days or **43.14%** in February 2022 compared to last year's same month at **30.03** 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 868 New Listings in February 2022, up **17.93%** from last year at 736. Furthermore, there were 733 Closed Listings this month versus last year at 671, a **9.24%** increase.

Closed versus Listed trends yielded a **84.4%** ratio, down from previous year's, February 2021, at **91.2%**, a **7.37%** downswing. This will certainly create pressure on a decreasing Monthly 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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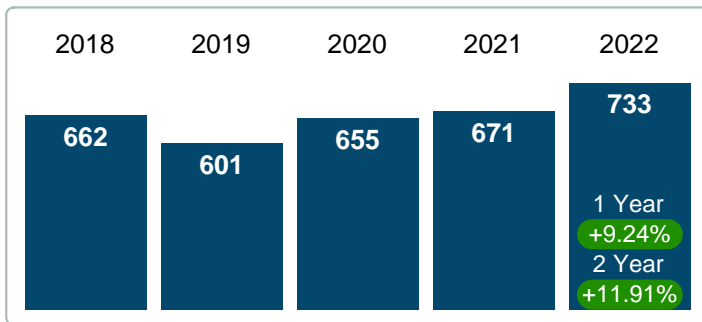
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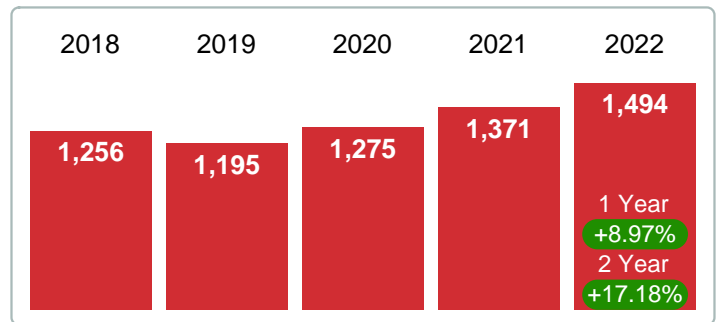
CLOSED LISTINGS

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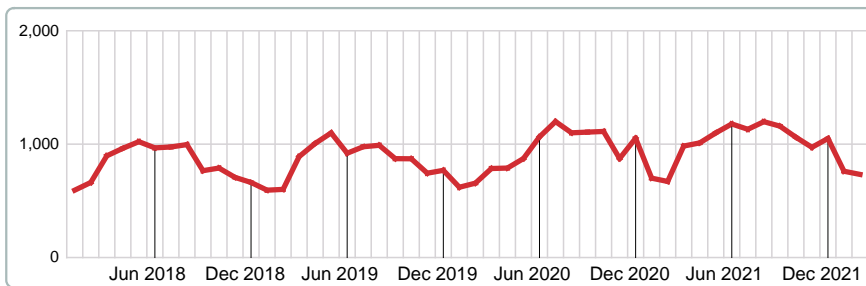
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

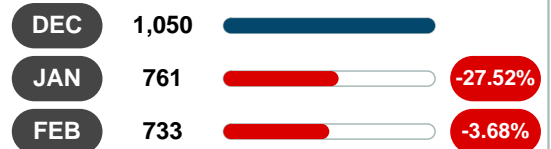


3 MONTHS

5 year FEB AVG = 664

High Jul 2020 1,199 Low Jan 2019 594

Closed Listings this month at **733**
above the 5 yr FEB average of **664**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	50	6.82%	27.3	34	14	2	0
\$75,001 - \$150,000	119	16.23%	17.9	40	72	7	0
\$150,001 - \$175,000	68	9.28%	12.5	8	54	6	0
\$175,001 - \$250,000	206	28.10%	13.9	16	152	36	2
\$250,001 - \$325,000	114	15.55%	11.6	9	51	48	6
\$325,001 - \$450,000	99	13.51%	14.6	3	36	48	12
\$450,001 and up	77	10.50%	33.0	0	16	52	9
Total Closed Units	733			110	395	199	29
Total Closed Volume	192,038,773	100%	17.1	14.54M	87.89M	76.45M	13.15M
Average Closed Price	\$261,990			\$132,190	\$222,509	\$384,184	\$453,593

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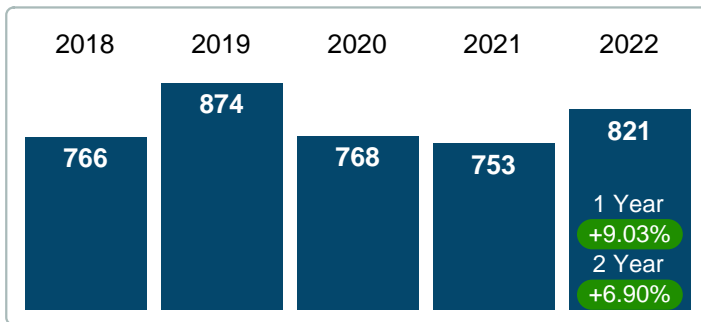
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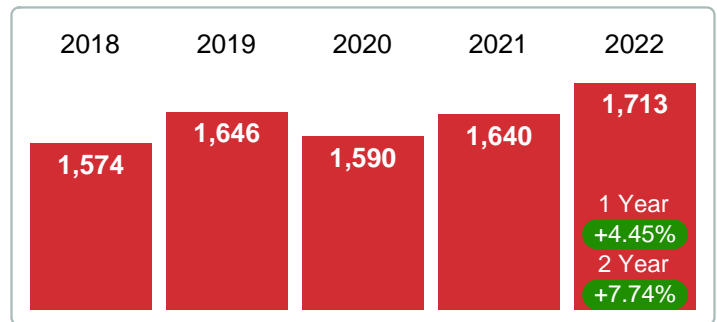
PENDING LISTINGS

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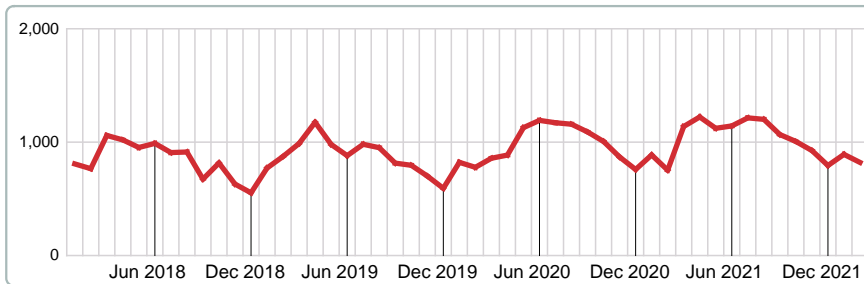
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 796

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **821**
above the 5 yr FEB average of **796**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	71	8.65%	28.1	40	28	3	0
\$100,001 - \$150,000	76	9.26%	20.9	18	54	3	1
\$150,001 - \$200,000	139	16.93%	15.2	14	105	18	2
\$200,001 - \$275,000	224	27.28%	11.4	15	143	65	1
\$275,001 - \$350,000	116	14.13%	24.0	7	42	61	6
\$350,001 - \$500,000	103	12.55%	31.6	1	38	52	12
\$500,001 and up	92	11.21%	48.7	0	12	50	30
Total Pending Units	821			95	422	252	52
Total Pending Volume	238,399,413	100%	22.7	13.36M	99.15M	93.88M	32.02M
Average Listing Price	\$287,462			\$140,581	\$234,944	\$372,540	\$615,724

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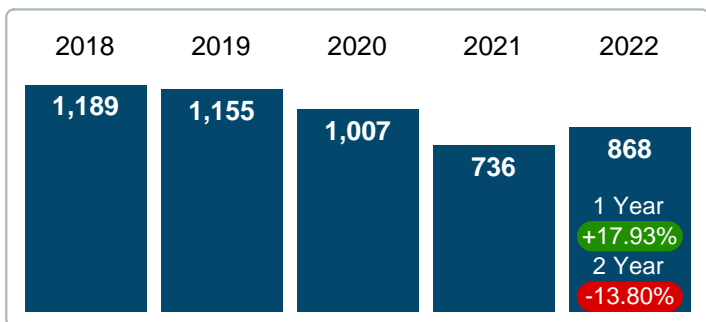
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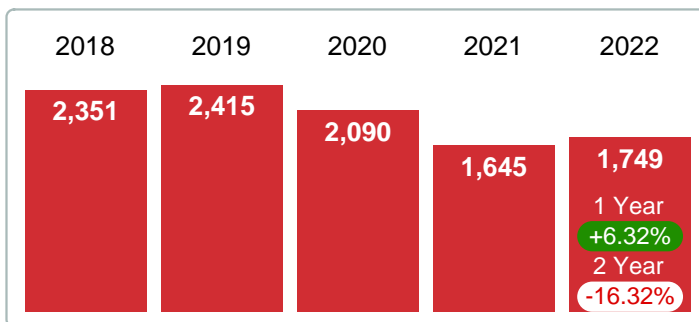
NEW LISTINGS

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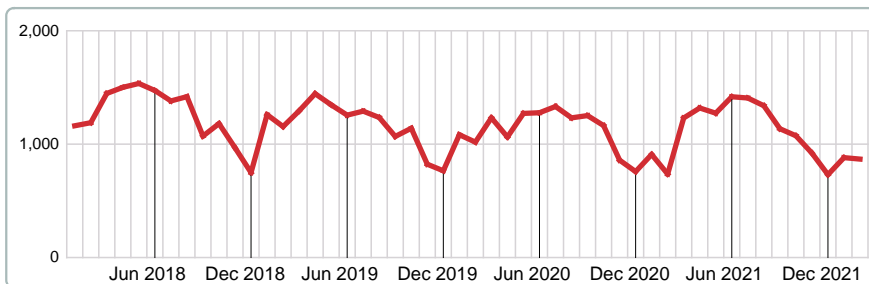
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

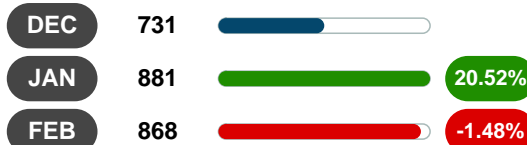


3 MONTHS

5 year FEB AVG = 991

High May 2018 1,535 Low Dec 2021 731

New Listings this month at **868**
below the 5 yr FEB average of **991**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	66	7.60%	37	27	2	0
\$100,001 - \$150,000	94	10.83%	24	68	1	1
\$150,001 - \$200,000	150	17.28%	18	106	25	1
\$200,001 - \$275,000	223	25.69%	12	138	72	1
\$275,001 - \$350,000	128	14.75%	8	52	63	5
\$350,001 - \$500,000	118	13.59%	1	41	65	11
\$500,001 and up	89	10.25%	0	19	47	23
Total New Listed Units	868		100	451	275	42
Total New Listed Volume	257,982,300	100%	14.31M	110.77M	102.98M	29.93M
Average New Listed Listing Price	\$288,966		\$143,066	\$245,604	\$374,484	\$712,504

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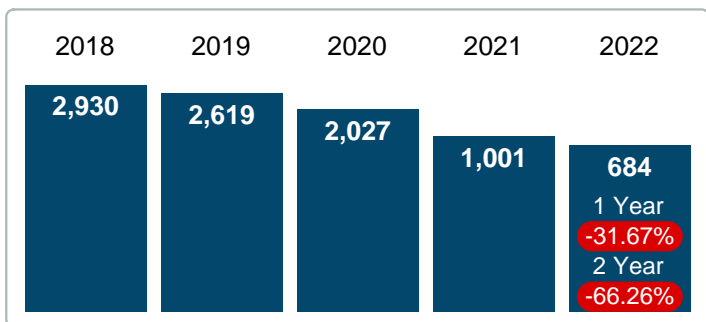
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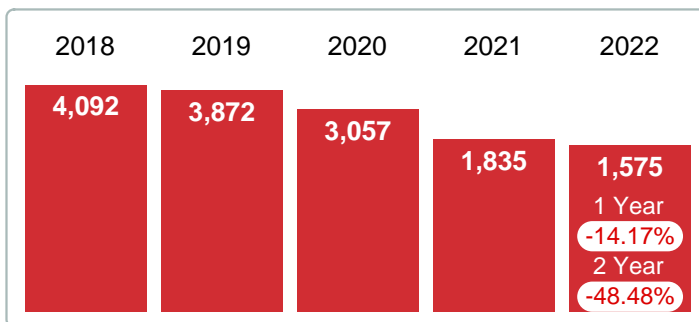
ACTIVE INVENTORY

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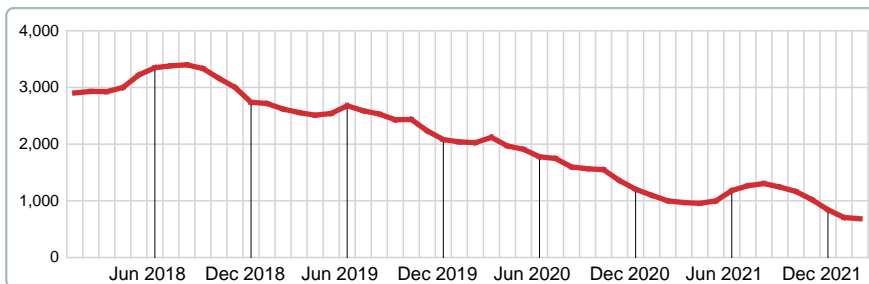
END OF FEBRUARY



ACTIVE DURING FEBRUARY

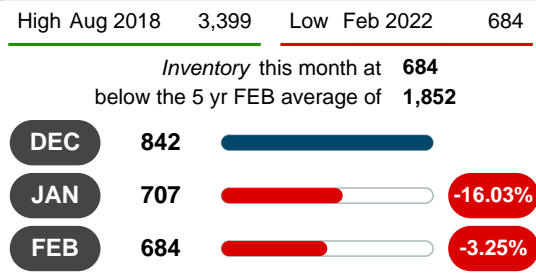


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,852



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	50	7.31%	123.8	39	8	3	0
\$75,001 - \$175,000	109	15.94%	54.1	40	64	5	0
\$175,001 - \$225,000	77	11.26%	45.8	8	50	19	0
\$225,001 - \$375,000	172	25.15%	62.6	10	86	72	4
\$375,001 - \$525,000	122	17.84%	73.7	5	45	62	10
\$525,001 - \$750,000	83	12.13%	99.8	1	16	55	11
\$750,001 and up	71	10.38%	94.0	1	7	25	38
Total Active Inventory by Units	684			104	276	241	63
Total Active Inventory by Volume	313,128,299	100%	73.6	15.67M	86.34M	125.33M	85.79M
Average Active Inventory Listing Price	\$457,790			\$150,666	\$312,826	\$520,056	\$1,361,678

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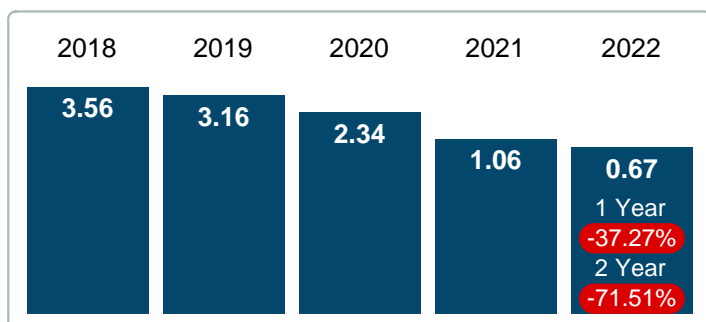
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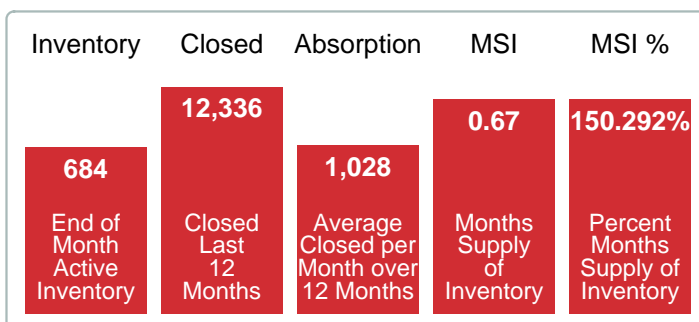
MONTHS SUPPLY of INVENTORY (MSI)

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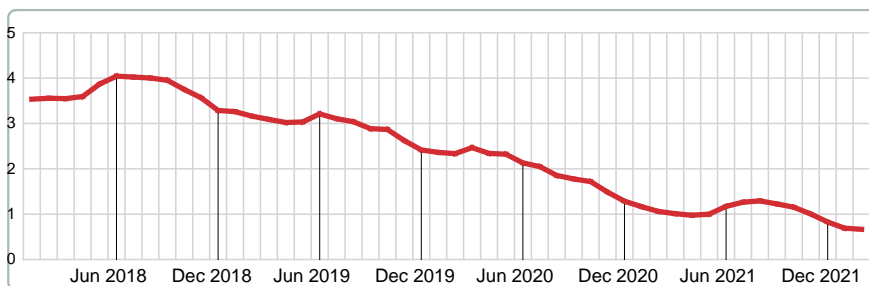
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2022

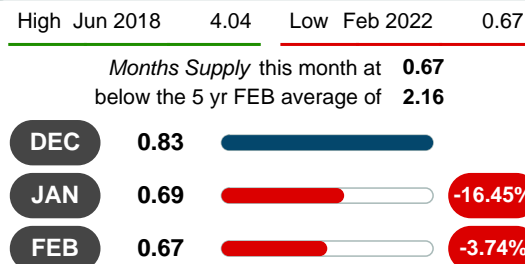


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.16



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
\$75,000 and less	50	7.31%	0.79	1.10	0.33	0.95	0.00
\$75,001 - \$175,000	109	15.94%	0.43	0.71	0.36	0.25	0.00
\$175,001 - \$225,000	77	11.26%	0.39	0.47	0.35	0.56	0.00
\$225,001 - \$375,000	172	25.15%	0.52	0.74	0.58	0.49	0.21
\$375,001 - \$525,000	122	17.84%	1.06	1.54	1.71	0.92	0.56
\$525,001 - \$750,000	83	12.13%	1.85	2.40	2.34	2.19	0.89
\$750,001 and up	71	10.38%	2.94	6.00	2.47	2.13	4.04
Market Supply of Inventory (MSI)			0.67	0.83	0.52	0.78	1.00
Total Active Inventory by Units		100%	684	104	276	241	63

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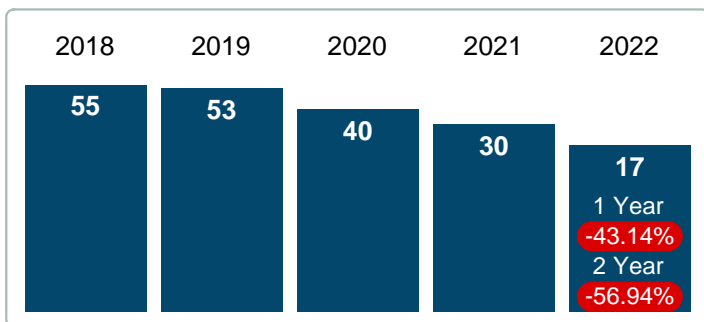
Area Delimited by County Of Tulsa - Residential Property Type



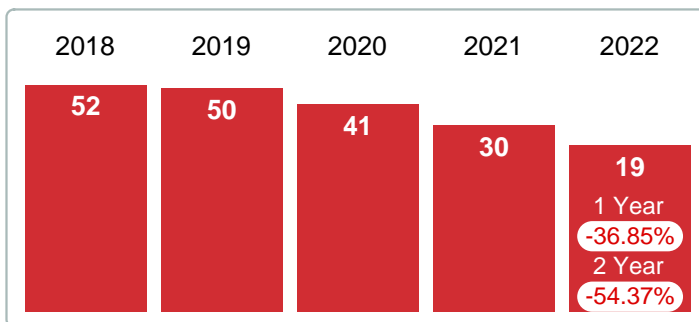
AVERAGE DAYS ON MARKET TO SALE

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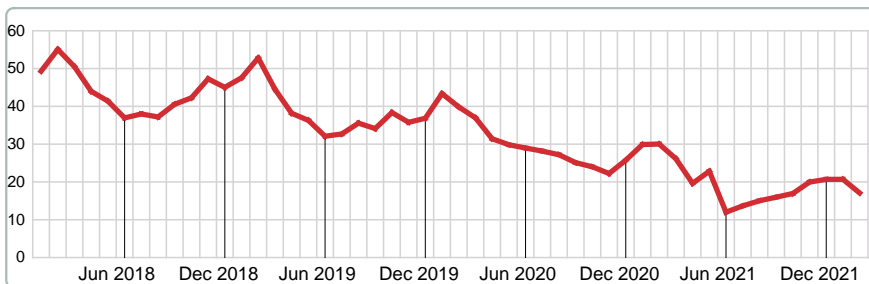
FEBRUARY



YEAR TO DATE (YTD)

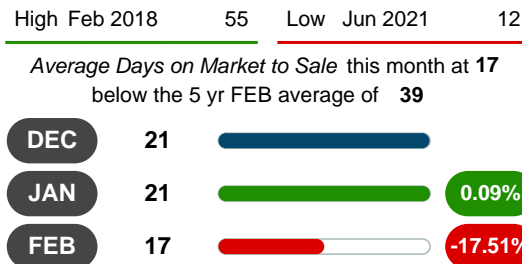


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 39



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
\$75,000 and less	6.82%	27	27	28	27	0
\$75,001 - \$150,000	16.23%	18	23	16	13	0
\$150,001 - \$175,000	9.28%	12	7	14	10	0
\$175,001 - \$250,000	28.10%	14	11	14	15	11
\$250,001 - \$325,000	15.55%	12	4	10	14	20
\$325,001 - \$450,000	13.51%	15	13	17	13	15
\$450,001 and up	10.50%	33	0	40	32	24
Average Closed DOM		17	19	16	19	19
Total Closed Units	100%	733	110	395	199	29
Total Closed Volume		192,038,773	14.54M	87.89M	76.45M	13.15M

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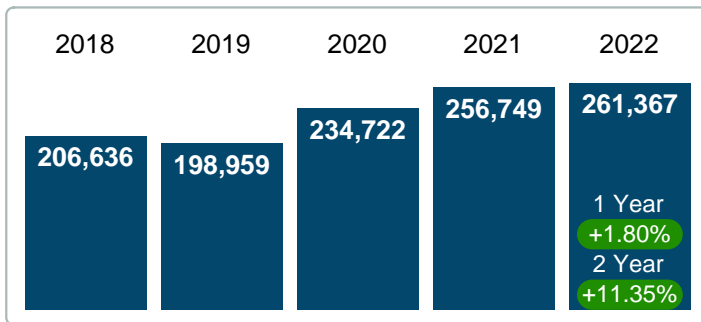
Area Delimited by County Of Tulsa - Residential Property Type



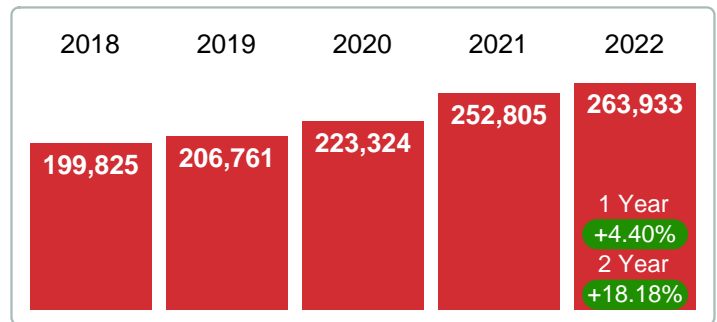
AVERAGE LIST PRICE AT CLOSING

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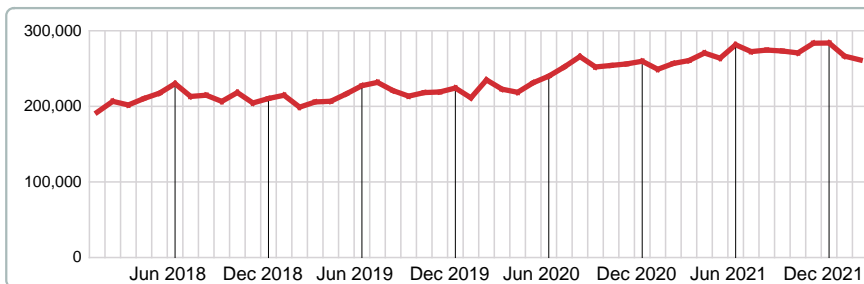
FEBRUARY



YEAR TO DATE (YTD)

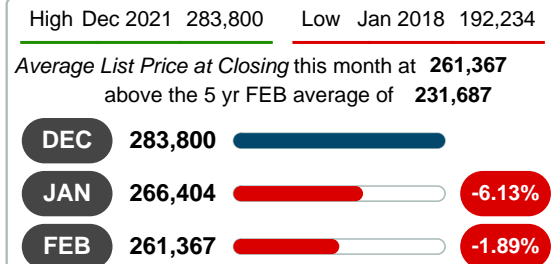


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 231,687



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		
\$75,000 and less	49	6.68%	56,512	55,126	64,214	58,750	0	
\$75,001 - \$150,000	130	17.74%	118,578	107,068	121,924	125,971	0	
\$150,001 - \$175,000	61	8.32%	164,631	162,163	162,759	161,717	0	
\$175,001 - \$250,000	209	28.51%	212,762	204,319	207,501	225,059	222,250	
\$250,001 - \$325,000	111	15.14%	285,935	300,922	276,042	290,321	260,967	
\$325,001 - \$450,000	100	13.64%	384,034	398,667	381,971	373,976	391,983	
\$450,001 and up	73	9.96%	667,756	0	586,494	669,245	695,789	
Average List Price		261,367		132,979	220,809	385,722	447,455	
Total Closed Units		733	100%	261,367	110	395	199	29
Total Closed Volume		191,582,272			14.63M	87.22M	76.76M	12.98M

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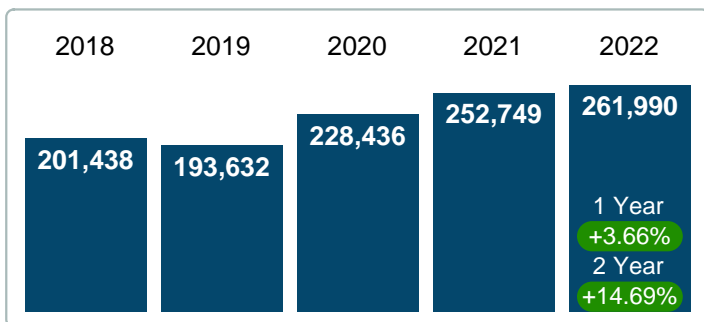
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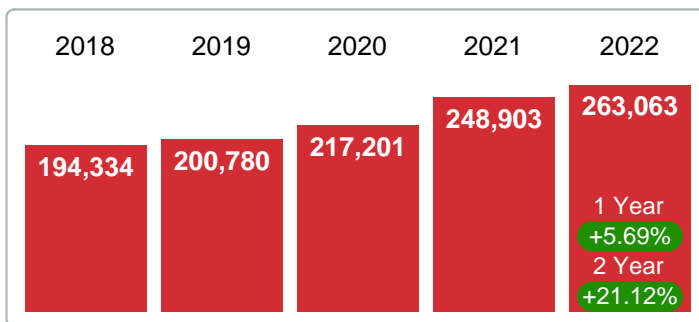
AVERAGE SOLD PRICE AT CLOSING

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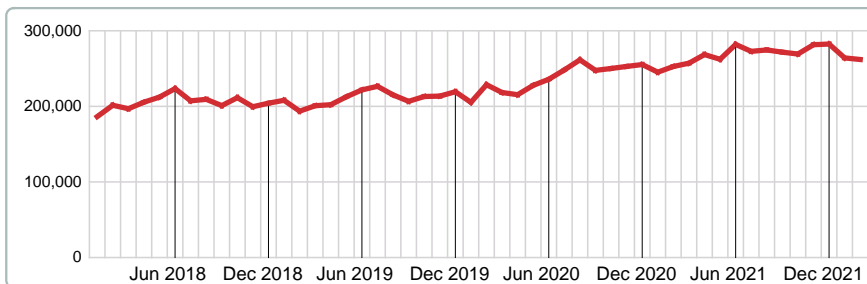
FEBRUARY



YEAR TO DATE (YTD)

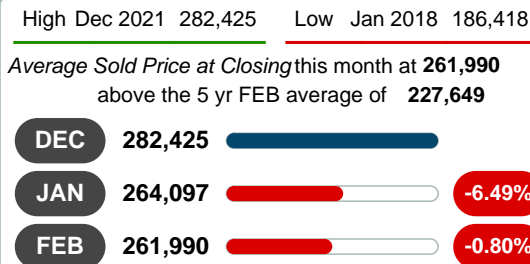


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 227,649



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		
\$75,000 and less	50	6.82%	54,688	52,182	62,229	44,500	0	
\$75,001 - \$150,000	119	16.23%	116,289	107,520	120,445	123,643	0	
\$150,001 - \$175,000	68	9.28%	163,967	162,292	164,817	158,550	0	
\$175,001 - \$250,000	206	28.10%	213,136	205,453	210,969	225,094	224,000	
\$250,001 - \$325,000	114	15.55%	287,074	298,145	281,210	292,866	273,983	
\$325,001 - \$450,000	99	13.51%	382,425	399,000	384,078	376,754	396,008	
\$450,001 and up	77	10.50%	647,063	0	575,748	659,647	701,132	
Average Sold Price		261,990		132,190	222,509	384,184	453,593	
Total Closed Units		733	100%	261,990	110	395	199	29
Total Closed Volume		192,038,773			14.54M	87.89M	76.45M	13.15M

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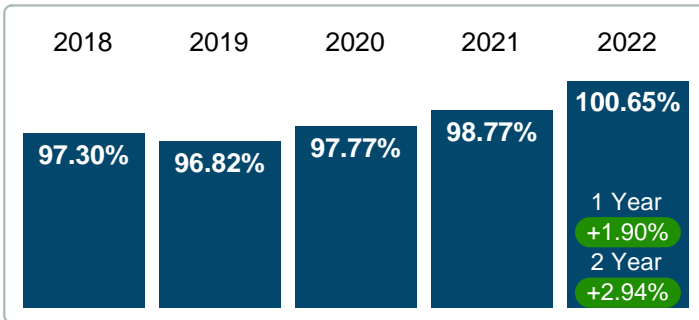
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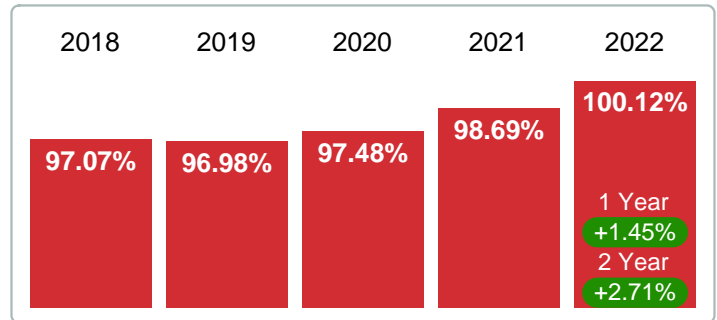
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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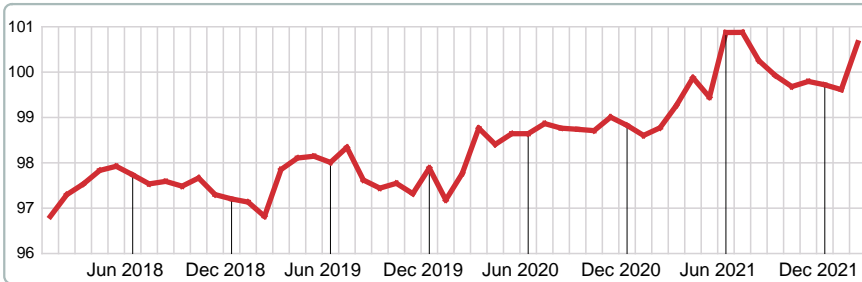
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

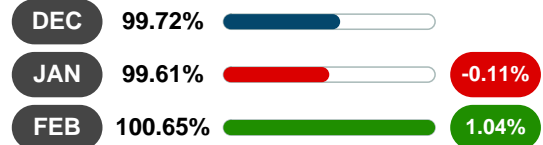


3 MONTHS

5 year FEB AVG = 98.26%

High Jul 2021 100.88% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **100.65%** above the 5 yr FEB average of **98.26%**



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
\$75,000 and less	50	6.82%	95.85%	96.19%	97.85%	76.00%	0.00%
\$75,001 - \$150,000	119	16.23%	99.99%	101.26%	99.39%	98.87%	0.00%
\$150,001 - \$175,000	68	9.28%	101.25%	100.15%	101.75%	98.15%	0.00%
\$175,001 - \$250,000	206	28.10%	101.70%	100.56%	102.22%	100.05%	100.71%
\$250,001 - \$325,000	114	15.55%	101.46%	99.21%	101.91%	100.94%	105.21%
\$325,001 - \$450,000	99	13.51%	100.80%	100.08%	100.70%	100.86%	101.06%
\$450,001 and up	77	10.50%	100.04%	0.00%	99.55%	99.97%	101.28%
Average Sold/List Ratio		100.60%		99.31%	101.20%	100.10%	101.96%
Total Closed Units	733	100%	100.60%	110	395	199	29
Total Closed Volume	192,038,773			14.54M	87.89M	76.45M	13.15M

February 2022



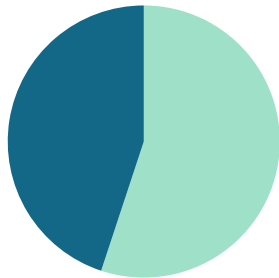
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

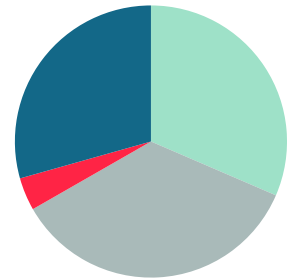


Inventory
 New Listings
868 = 55.08%
 Start Inventory
708
 Total Inventory Units
1,576
 Volume
\$583,300,452

Market Activity

Closed Sales
733 = 31.47%
 Pending Sales
821 = 35.25%
 Other Off Market
91 = 3.91%
 Active Inventory
684 = 29.37%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	671	733	9.24%	1,371	1,494	8.97%
Pending Sales	753	821	9.03%	1,640	1,713	4.45%
New Listings	736	868	17.93%	1,645	1,749	6.32%
Average List Price	256,749	261,367	1.80%	252,805	263,933	4.40%
Average Sale Price	252,749	261,990	3.66%	248,903	263,063	5.69%
Average Percent of Selling Price to List Price	98.77%	100.65%	1.90%	98.69%	100.12%	1.45%
Average Days on Market to Sale	30.03	17.07	-43.14%	29.96	18.92	-36.85%
Monthly Inventory	1,013	684	-32.48%	1,013	684	-32.48%
Months Supply of Inventory	1.07	0.67	-38.01%	1.07	0.67	-38.01%

Absorption: Last 12 months, an Average of **1,028** Sales/Month

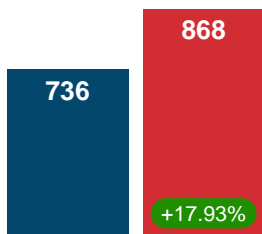
Inventory on February 28, 2022 = **684**

2021 **2022**

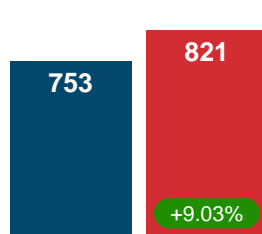
FEBRUARY MARKET

AVERAGE PRICES

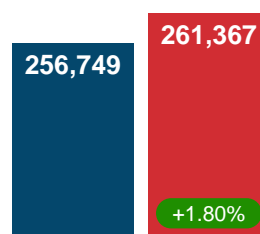
New Listings



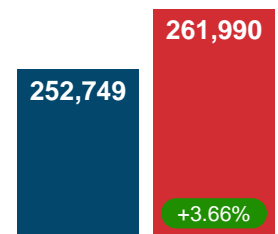
Pending Listings



List Price



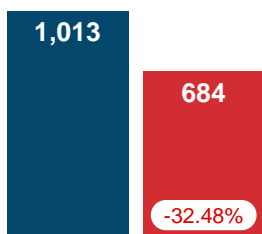
Sale Price



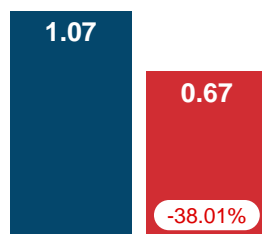
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

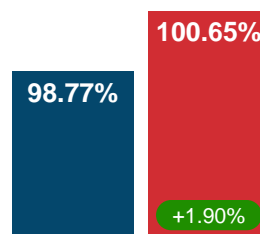
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

