

# January 2022



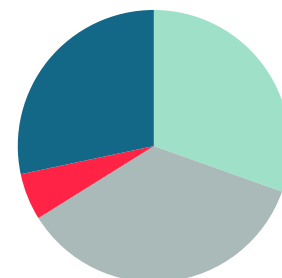
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	January 2022	+/-%
Closed Listings	700	761	8.71%
Pending Listings	887	892	0.56%
New Listings	909	881	-3.08%
Average List Price	249,024	266,404	6.98%
Average Sale Price	245,216	264,097	7.70%
Average Percent of Selling Price to List Price	98.60%	99.61%	1.02%
Average Days on Market to Sale	29.89	20.70	-30.76%
End of Month Inventory	1,107	708	-36.04%
Months Supply of Inventory	1.17	0.69	-41.07%



■ Closed (30.44%)  
■ Pending (35.68%)  
■ Other OffMarket (5.56%)  
■ Active (28.32%)

**Absorption:** Last 12 months, an Average of **1,023** Sales/Month  
**Active Inventory** as of January 31, 2022 = **708**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2022 decreased **36.04%** to 708 existing homes available for sale. Over the last 12 months this area has had an average of 1,023 closed sales per month. This represents an unsold inventory index of **0.69** 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 **7.70%** in January 2022 to \$264,097 versus the previous year at \$245,216.

#### Average Days on Market Shortens

The average number of **20.70** days that homes spent on the market before selling decreased by 9.20 days or **30.76%** in January 2022 compared to last year's same month at **29.89** 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 881 New Listings in January 2022, down **3.08%** from last year at 909. Furthermore, there were 761 Closed Listings this month versus last year at 700, a **8.71%** increase.

Closed versus Listed trends yielded a **86.4%** ratio, up from previous year's, January 2021, at **77.0%**, a **12.17%** 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

<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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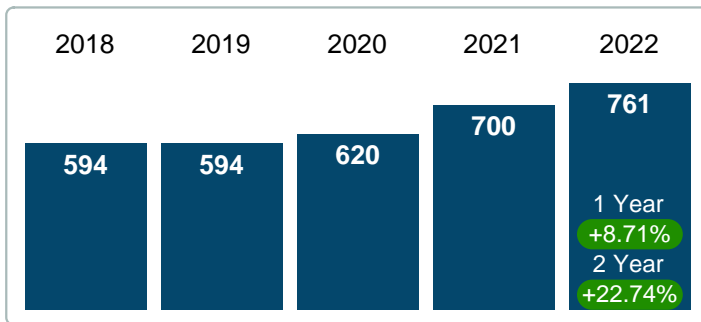
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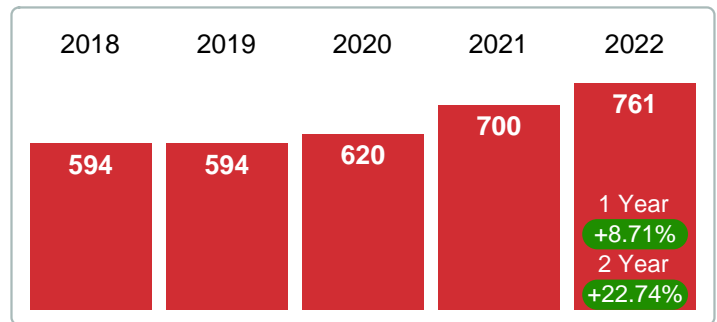
## CLOSED LISTINGS

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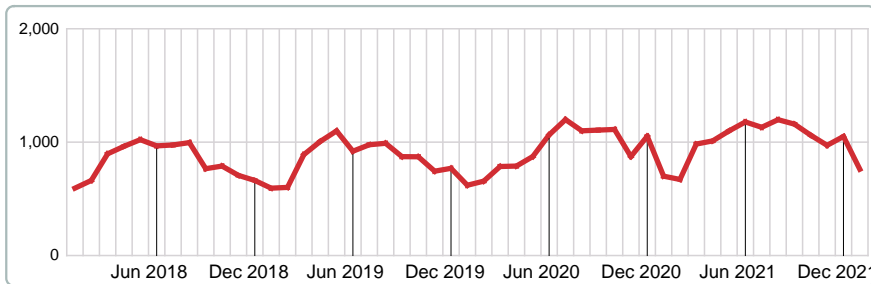
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

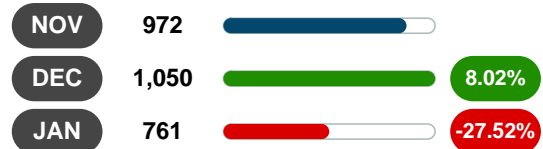


### 3 MONTHS

5 year JAN AVG = 654

High Jul 2020 1,199 Low Jan 2019 594

Closed Listings this month at **761**  
above the 5 yr JAN average of **654**



### 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	64	8.41%	23.8	38	23	3	0
\$75,001 - \$125,000	63	8.28%	18.8	25	35	2	1
\$125,001 - \$175,000	133	17.48%	18.3	20	97	15	1
\$175,001 - \$250,000	200	26.28%	15.3	14	142	39	5
\$250,001 - \$325,000	110	14.45%	16.8	4	50	49	7
\$325,001 - \$450,000	116	15.24%	25.6	5	36	61	14
\$450,001 and up	75	9.86%	36.5	0	14	42	19
<b>Total Closed Units</b>	<b>761</b>			<b>106</b>	<b>397</b>	<b>211</b>	<b>47</b>
<b>Total Closed Volume</b>	<b>200,977,854</b>	<b>100%</b>	<b>20.7</b>	<b>13.41M</b>	<b>86.05M</b>	<b>76.85M</b>	<b>24.67M</b>
<b>Average Closed Price</b>	<b>\$264,097</b>			<b>\$126,512</b>	<b>\$216,752</b>	<b>\$364,221</b>	<b>\$524,818</b>

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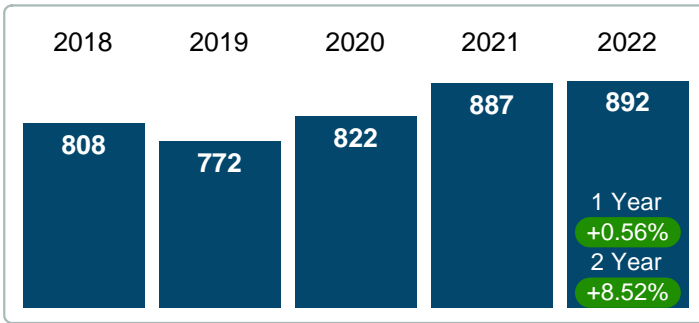
Area Delimited by County Of Tulsa - Residential Property Type



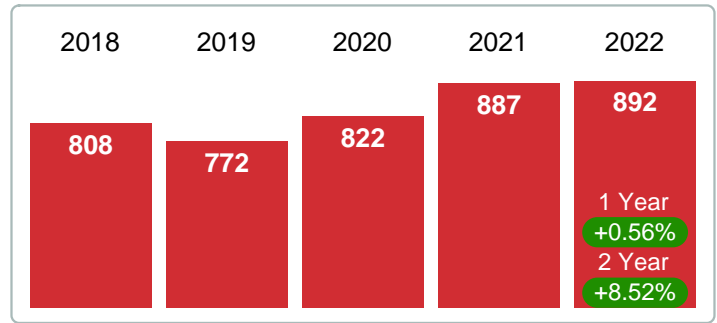
## PENDING LISTINGS

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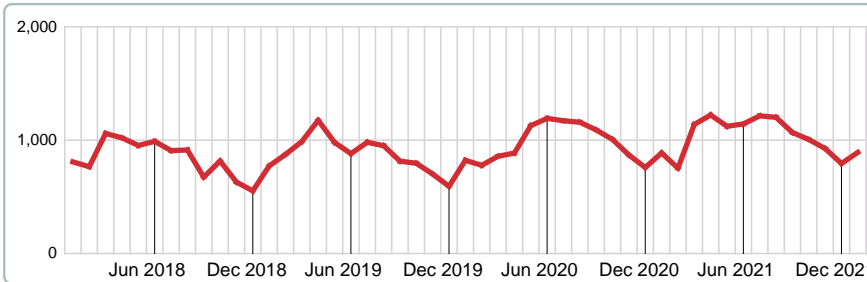
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 836

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **892**  
above the 5 yr JAN average of **836**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	58	6.50%	39.1	41	14	3	0
\$75,001 - \$150,000	141	15.81%	22.9	47	88	6	0
\$150,001 - \$175,000	69	7.74%	23.6	10	51	8	0
\$175,001 - \$275,000	292	32.74%	16.2	26	203	55	8
\$275,001 - \$350,000	128	14.35%	25.2	9	48	66	5
\$350,001 - \$475,000	111	12.44%	29.1	3	46	50	12
\$475,001 and up	93	10.43%	43.1	0	19	60	14
<b>Total Pending Units</b>	<b>892</b>			<b>136</b>	<b>469</b>	<b>248</b>	<b>39</b>
<b>Total Pending Volume</b>	<b>244,291,724</b>	<b>100%</b>	<b>24.3</b>	<b>18.50M</b>	<b>110.09M</b>	<b>95.92M</b>	<b>19.78M</b>
<b>Average Listing Price</b>	<b>\$272,641</b>			<b>\$136,024</b>	<b>\$234,732</b>	<b>\$386,780</b>	<b>\$507,219</b>

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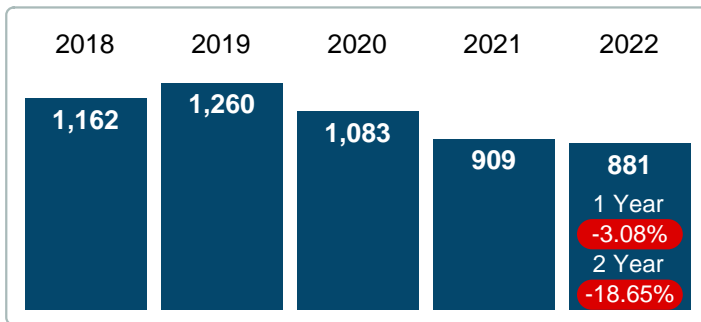
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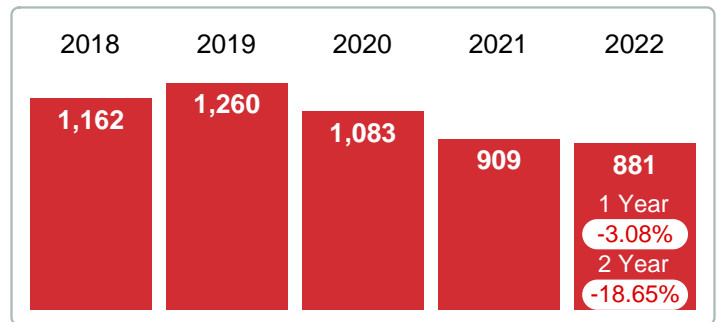
## NEW LISTINGS

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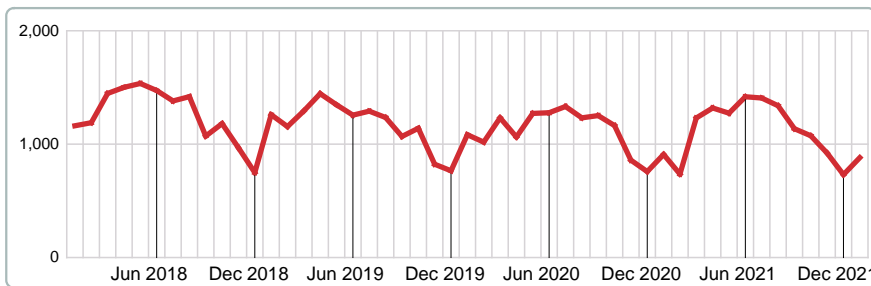
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,059

High May 2018 1,535 | Low Dec 2021 731

New Listings this month at **881**  
 below the 5 yr JAN average of **1,059**



### 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	91	10.33%	63	22	6	0
\$100,001 - \$150,000	89	10.10%	19	66	4	0
\$150,001 - \$175,000	71	8.06%	10	54	7	0
\$175,001 - \$275,000	294	33.37%	23	209	59	3
\$275,001 - \$375,000	139	15.78%	8	54	73	4
\$375,001 - \$500,000	101	11.46%	3	41	48	9
\$500,001 and up	96	10.90%	1	12	54	29
<b>Total New Listed Units</b>	<b>881</b>		<b>127</b>	<b>458</b>	<b>251</b>	<b>45</b>
<b>Total New Listed Volume</b>	<b>259,038,374</b>	<b>100%</b>	<b>17.36M</b>	<b>110.90M</b>	<b>99.12M</b>	<b>31.65M</b>
<b>Average New Listed Listing Price</b>	<b>\$278,995</b>		<b>\$136,701</b>	<b>\$242,143</b>	<b>\$394,914</b>	<b>\$703,387</b>

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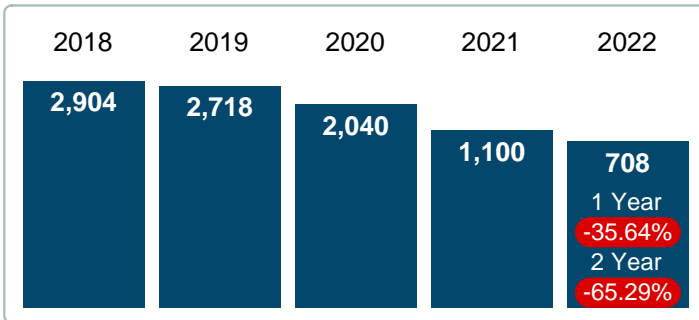
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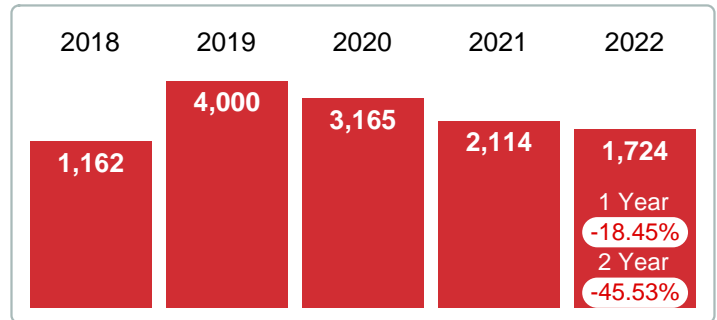
## ACTIVE INVENTORY

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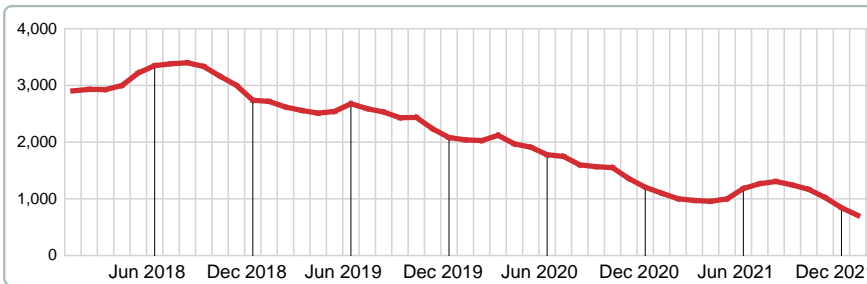
### END OF JANUARY



### ACTIVE DURING JANUARY

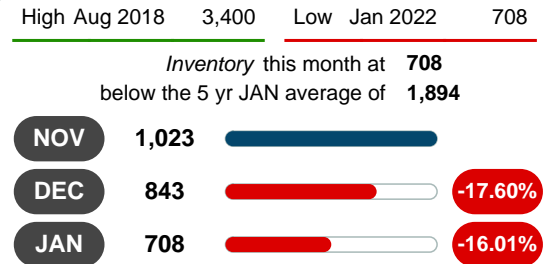


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,894



### 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	55	7.77%	102.1	44	7	4	0
\$75,001 - \$175,000	108	15.25%	70.9	35	63	10	0
\$175,001 - \$225,000	85	12.01%	45.5	12	60	11	2
\$225,001 - \$375,000	174	24.58%	67.6	9	83	76	6
\$375,001 - \$525,000	111	15.68%	90.8	5	46	47	13
\$525,001 - \$800,000	103	14.55%	91.5	1	12	64	26
\$800,001 and up	72	10.17%	94.7	2	8	28	34
<b>Total Active Inventory by Units</b>	<b>708</b>			<b>108</b>	<b>279</b>	<b>240</b>	<b>81</b>
<b>Total Active Inventory by Volume</b>	<b>325,318,152</b>	<b>100%</b>	<b>78.0</b>	<b>16.76M</b>	<b>85.45M</b>	<b>127.87M</b>	<b>95.24M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$459,489</b>			<b>\$155,218</b>	<b>\$306,256</b>	<b>\$532,800</b>	<b>\$1,175,768</b>

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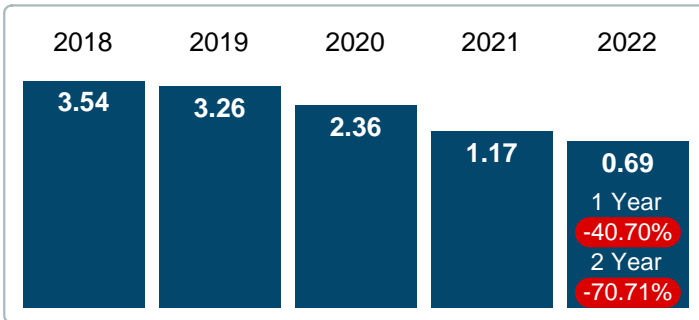
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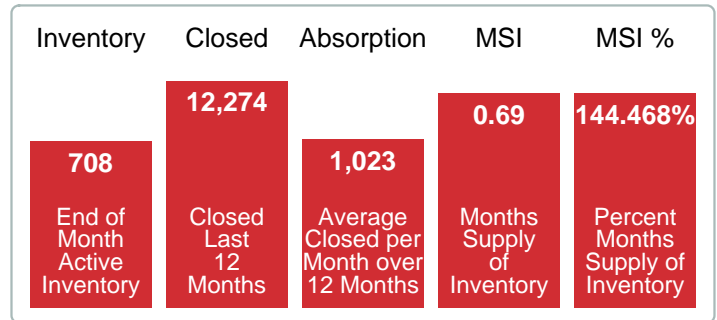
## MONTHS SUPPLY of INVENTORY (MSI)

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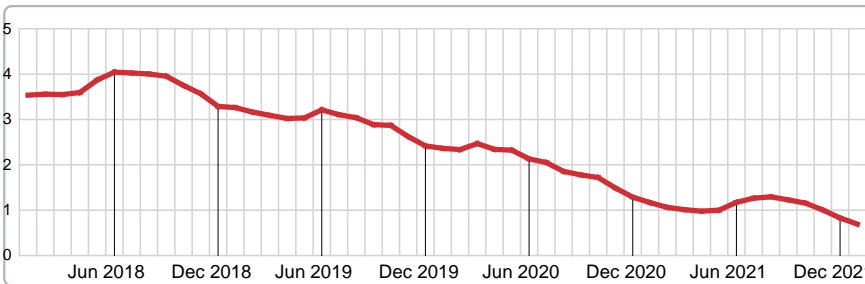
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

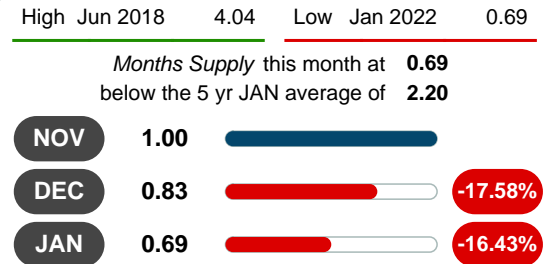


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2.20



### 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	55	7.77%	0.89	1.28	0.29	1.30	0.00
\$75,001 - \$175,000	108	15.25%	0.42	0.64	0.35	0.48	0.00
\$175,001 - \$225,000	85	12.01%	0.43	0.72	0.42	0.32	0.75
\$225,001 - \$375,000	174	24.58%	0.53	0.68	0.56	0.52	0.30
\$375,001 - \$525,000	111	15.68%	0.98	1.62	1.85	0.71	0.71
\$525,001 - \$800,000	103	14.55%	2.14	2.00	1.64	2.42	1.87
\$800,001 and up	72	10.17%	3.60	24.00	3.43	2.90	4.29
Market Supply of Inventory (MSI)			0.69	0.88	0.53	0.78	1.24
Total Active Inventory by Units		100%	0.69	108	279	240	81

# January 2022



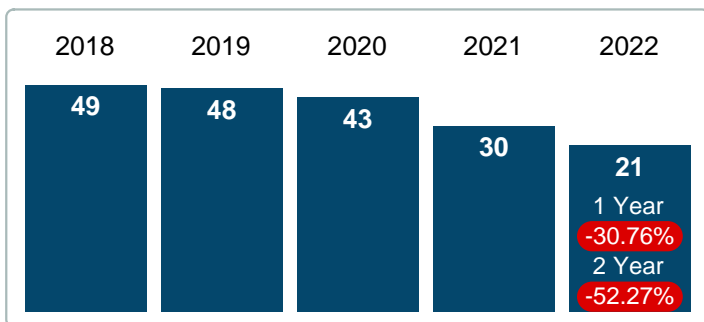
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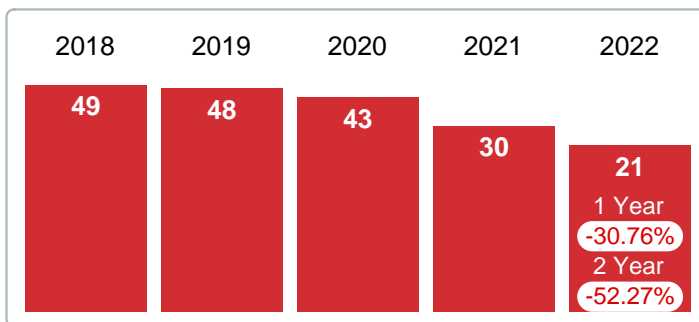
## AVERAGE DAYS ON MARKET TO SALE

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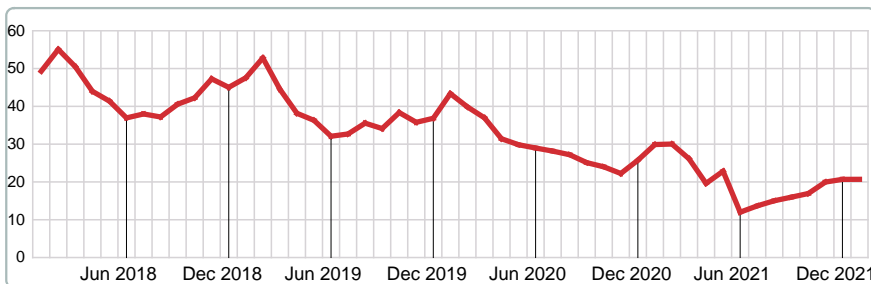
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

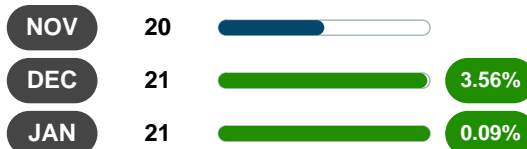


### 3 MONTHS

5 year JAN AVG = 38

High Feb 2018 55 Low Jun 2021 12

Average Days on Market to Sale this month at 21 below the 5 yr JAN average of 38



### 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	8.41%	24	19	31	26	0
\$75,001 - \$125,000	8.28%	19	20	15	2	169
\$125,001 - \$175,000	17.48%	18	12	20	14	5
\$175,001 - \$250,000	26.28%	15	18	15	17	11
\$250,001 - \$325,000	14.45%	17	9	15	17	31
\$325,001 - \$450,000	15.24%	26	10	28	23	35
\$450,001 and up	9.86%	37	0	21	39	43
Average Closed DOM		21	17	19	23	37
Total Closed Units	100%	761	106	397	211	47
Total Closed Volume		200,977,854	13.41M	86.05M	76.85M	24.67M

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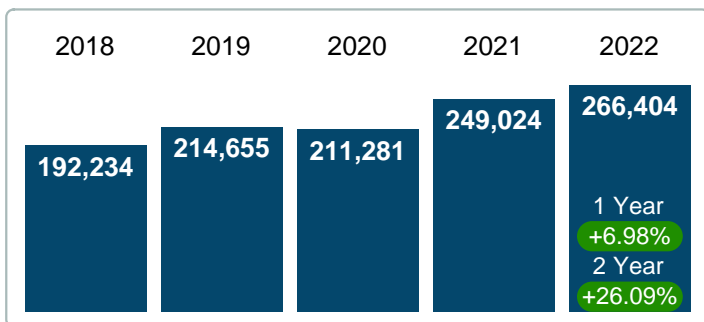
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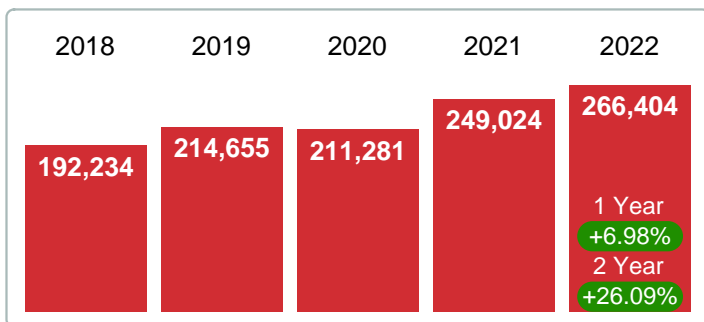
## AVERAGE LIST PRICE AT CLOSING

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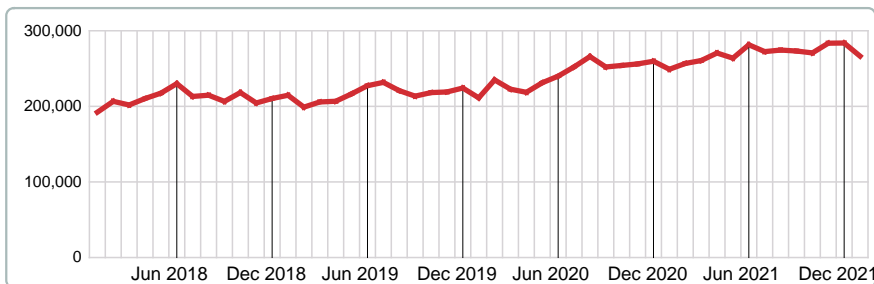
### JANUARY



### YEAR TO DATE (YTD)

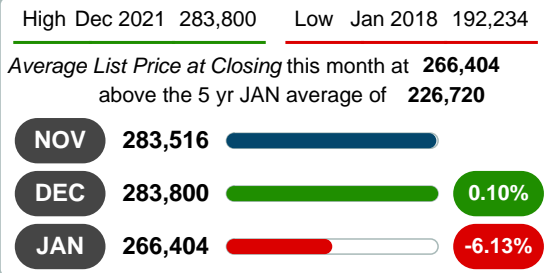


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 226,720



### 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	7.49%	52,541	56,412	59,363	43,333	0
\$75,001 - \$125,000	9.33%	102,994	103,486	105,979	95,000	113,500
\$125,001 - \$175,000	17.48%	152,159	149,720	152,077	157,313	140,000
\$175,001 - \$250,000	26.68%	214,091	201,835	212,472	215,881	241,980
\$250,001 - \$325,000	13.93%	289,540	282,225	285,740	289,816	293,414
\$325,001 - \$450,000	15.37%	385,215	389,260	384,257	382,123	391,882
\$450,001 and up	9.72%	715,774	0	570,088	692,739	857,939
<b>Average List Price</b>		<b>266,404</b>	<b>128,548</b>	<b>216,873</b>	<b>368,268</b>	<b>538,394</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>266,404</b>	<b>106</b>	<b>397</b>	<b>211</b>	<b>47</b>
<b>Total Closed Volume</b>		<b>202,733,762</b>	<b>13.63M</b>	<b>86.10M</b>	<b>77.70M</b>	<b>25.30M</b>



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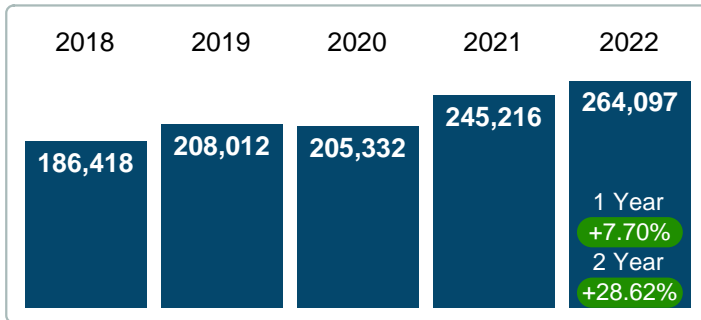
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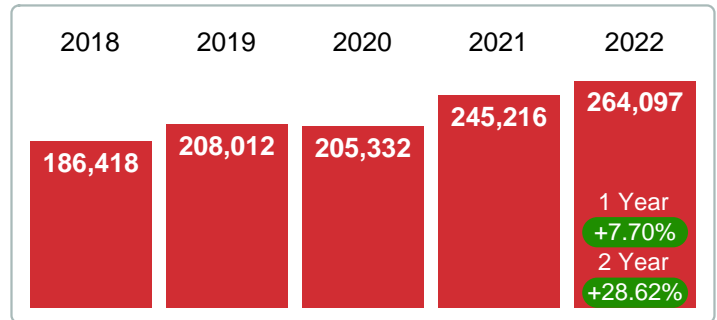
## AVERAGE SOLD PRICE AT CLOSING

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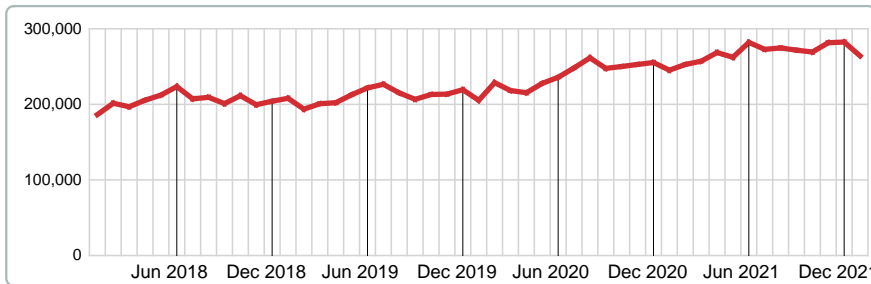
### JANUARY



### YEAR TO DATE (YTD)

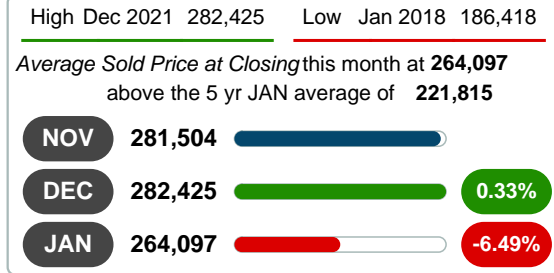


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 221,815



### 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	8.41%	53,613	53,619	55,380	40,000	0
\$75,001 - \$125,000	8.28%	101,417	98,256	103,408	100,050	113,500
\$125,001 - \$175,000	17.48%	151,767	150,510	151,868	153,573	140,000
\$175,001 - \$250,000	26.28%	214,681	202,224	214,007	218,608	238,080
\$250,001 - \$325,000	14.45%	288,475	281,250	286,831	290,895	287,414
\$325,001 - \$450,000	15.24%	382,932	390,000	382,139	380,159	394,530
\$450,001 and up	9.86%	691,783	0	567,059	672,801	825,644
<b>Average Sold Price</b>		<b>264,097</b>	<b>126,512</b>	<b>216,752</b>	<b>364,221</b>	<b>524,818</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>264,097</b>	<b>106</b>	<b>397</b>	<b>211</b>	<b>47</b>
<b>Total Closed Volume</b>		<b>200,977,854</b>	<b>13.41M</b>	<b>86.05M</b>	<b>76.85M</b>	<b>24.67M</b>

# January 2022



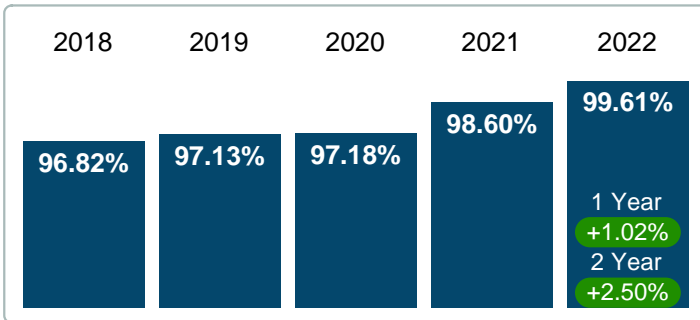
Area Delimited by County Of Tulsa - Residential Property Type



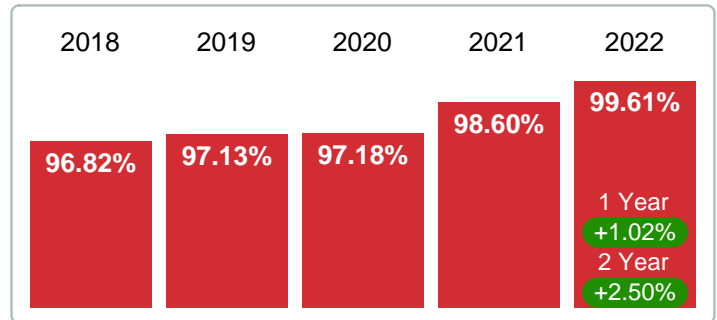
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

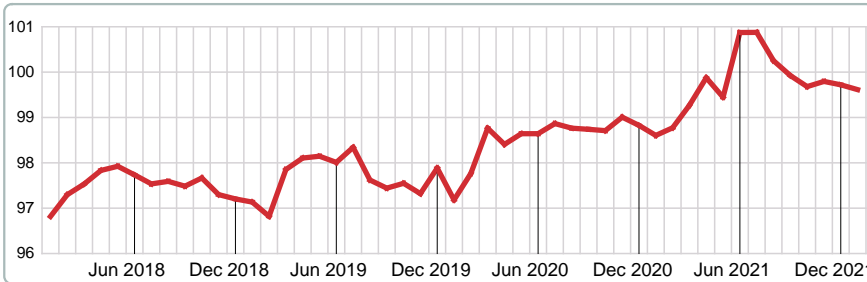
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

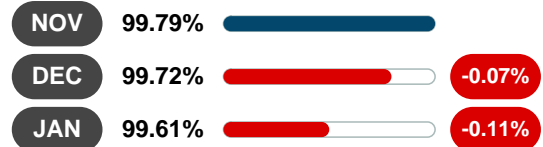


### 3 MONTHS

5 year JAN AVG = 97.87%

High Jul 2021 100.88% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.61%** above the 5 yr JAN average of **97.87%**



### 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	64	8.41%	96.46%	96.94%	96.08%	93.33%	0.00%
\$75,001 - \$125,000	63	8.28%	97.38%	95.53%	98.16%	105.46%	100.00%
\$125,001 - \$175,000	133	17.48%	99.91%	100.84%	100.01%	98.02%	100.00%
\$175,001 - \$250,000	200	26.28%	100.97%	100.63%	100.88%	101.67%	98.78%
\$250,001 - \$325,000	110	14.45%	100.30%	99.70%	100.51%	100.45%	98.13%
\$325,001 - \$450,000	116	15.24%	99.78%	100.58%	99.66%	99.56%	100.78%
\$450,001 and up	75	9.86%	98.78%	0.00%	99.80%	98.30%	99.11%
Average Sold/List Ratio			99.60%	98.10%	99.96%	99.76%	99.46%
Total Closed Units		100%	99.60%	106	397	211	47
Total Closed Volume				13.41M	86.05M	76.85M	24.67M

# January 2022



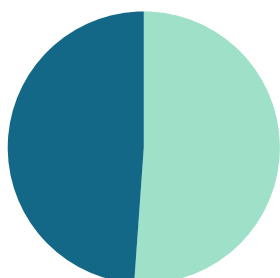
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

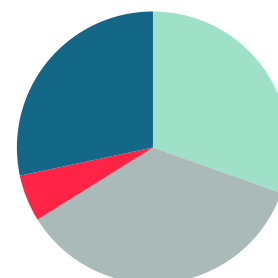


**Inventory**  
 New Listings  
**881 = 51.13%**  
 Start Inventory  
**842**  
 Total Inventory Units  
**1,723**  
 Volume  
**\$615,610,601**

### Market Activity

Closed Sales  
**761 = 30.44%**  
 Pending Sales  
**892 = 35.68%**  
 Other Off Market  
**139 = 5.56%**  
 Active Inventory  
**708 = 28.32%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	700	761	8.71%	700	761	8.71%
Pending Sales	887	892	0.56%	887	892	0.56%
New Listings	909	881	-3.08%	909	881	-3.08%
Average List Price	249,024	266,404	6.98%	249,024	266,404	6.98%
Average Sale Price	245,216	264,097	7.70%	245,216	264,097	7.70%
Average Percent of Selling Price to List Price	98.60%	99.61%	1.02%	98.60%	99.61%	1.02%
Average Days on Market to Sale	29.89	20.70	-30.76%	29.89	20.70	-30.76%
Monthly Inventory	1,107	708	-36.04%	1,107	708	-36.04%
Months Supply of Inventory	1.17	0.69	-41.07%	1.17	0.69	-41.07%

**Absorption:** Last 12 months, an Average of **1,023** Sales/Month

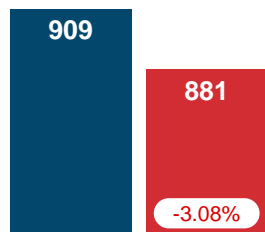
**Inventory** on January 31, 2022 = **708**

**2021** **2022**

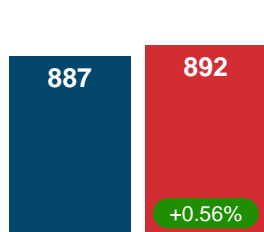
### JANUARY MARKET

### AVERAGE PRICES

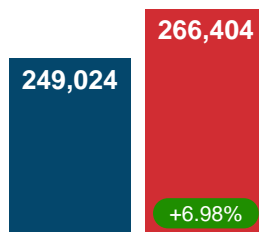
#### New Listings



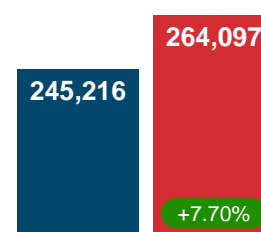
#### Pending Listings



#### List Price



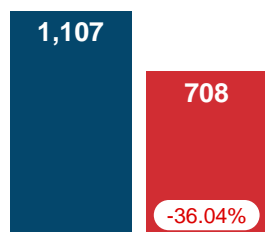
#### Sale Price



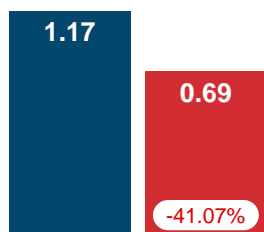
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

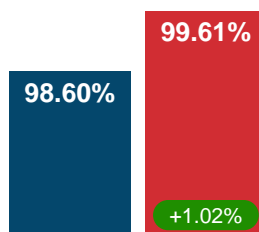
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

