

# January 2022



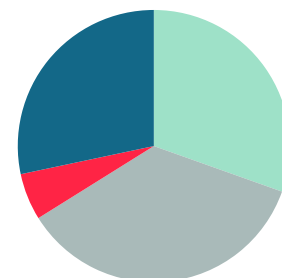
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	214,900	224,900	4.65%
Median Sale Price	211,950	224,555	5.95%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	7.00	-36.36%
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.

#### 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 **5.95%** in January 2022 to \$224,555 versus the previous year at \$211,950.

#### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 4.00 days or **36.36%** in January 2022 compared to last year's same month at **11.00** 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 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# January 2022



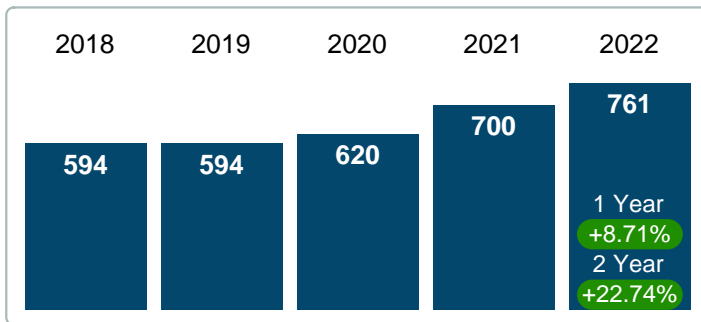
Area Delimited by County Of Tulsa - Residential Property Type



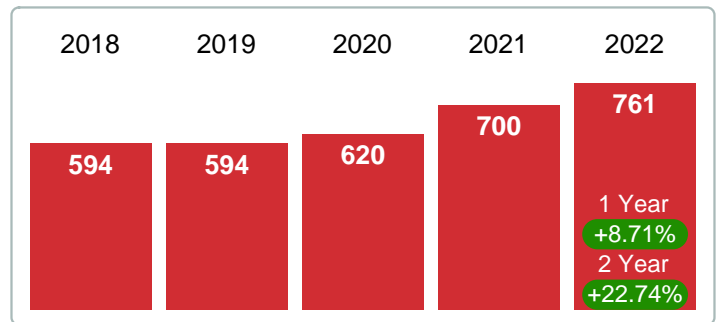
## CLOSED LISTINGS

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

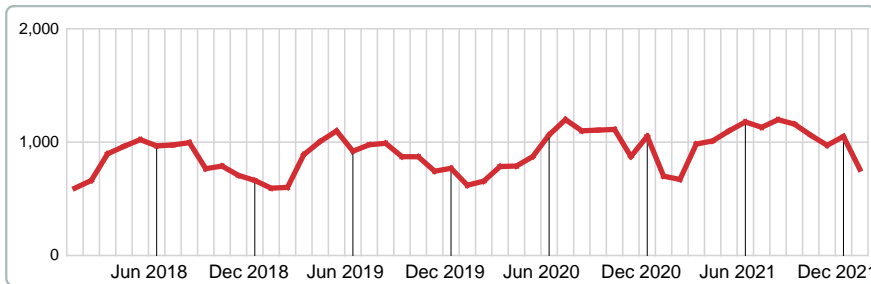
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

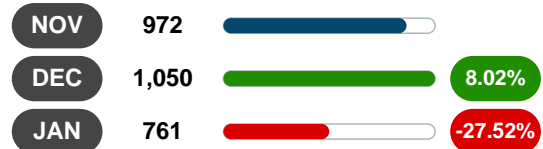


### 3 MONTHS

5 year JAN AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	64	8.41%	12.0	38	23	3	0
\$75,001 - \$125,000	63	8.28%	9.0	25	35	2	1
\$125,001 - \$175,000	133	17.48%	6.0	20	97	15	1
\$175,001 - \$250,000	200	26.28%	5.0	14	142	39	5
\$250,001 - \$325,000	110	14.45%	6.0	4	50	49	7
\$325,001 - \$450,000	116	15.24%	9.0	5	36	61	14
\$450,001 and up	75	9.86%	17.0	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>7.0</b>	<b>13.41M</b>	<b>86.05M</b>	<b>76.85M</b>	<b>24.67M</b>
<b>Median Closed Price</b>	<b>\$224,555</b>			<b>\$104,000</b>	<b>\$199,000</b>	<b>\$324,900</b>	<b>\$410,000</b>

# January 2022



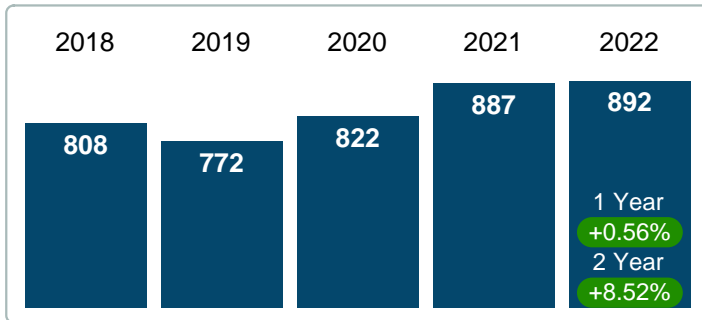
Area Delimited by County Of Tulsa - Residential Property Type



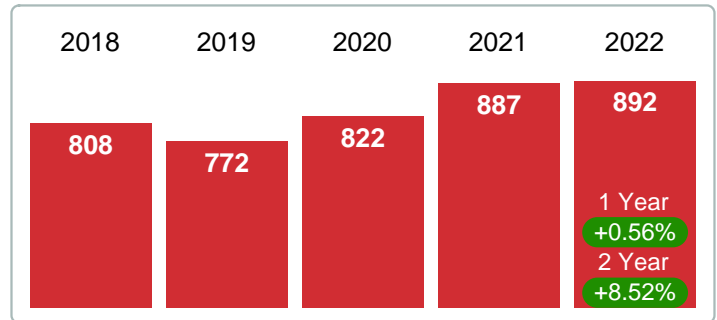
## PENDING LISTINGS

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

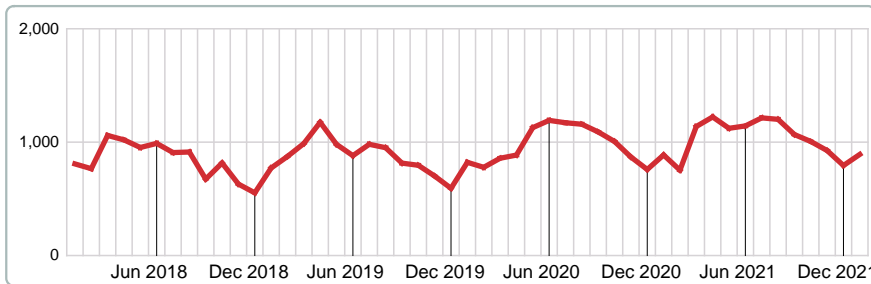
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	58	6.50%	12.5	41	14	3	0
\$75,001 - \$150,000	141	15.81%	6.0	47	88	6	0
\$150,001 - \$175,000	69	7.74%	7.0	10	51	8	0
\$175,001 - \$275,000	292	32.74%	5.0	26	203	55	8
\$275,001 - \$350,000	128	14.35%	5.0	9	48	66	5
\$350,001 - \$475,000	111	12.44%	5.0	3	46	50	12
\$475,001 and up	93	10.43%	12.0	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>6.0</b>	<b>18.50M</b>	<b>110.09M</b>	<b>95.92M</b>	<b>19.78M</b>
<b>Median Listing Price</b>	<b>\$229,550</b>			<b>\$108,700</b>	<b>\$209,000</b>	<b>\$328,900</b>	<b>\$410,000</b>

# January 2022



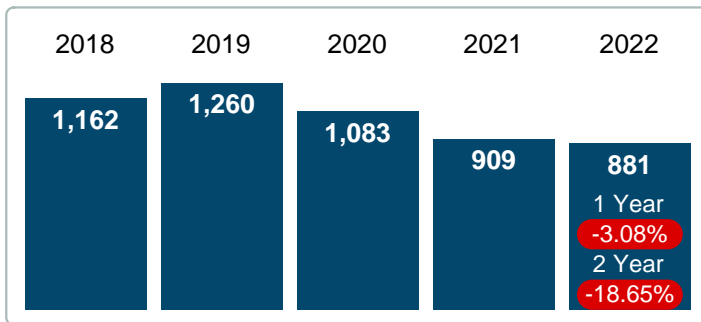
Area Delimited by County Of Tulsa - Residential Property Type



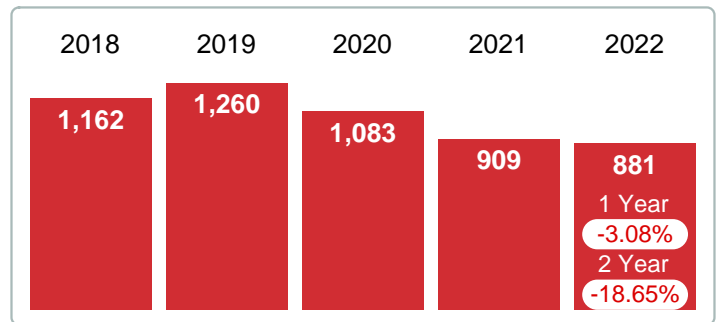
## NEW LISTINGS

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

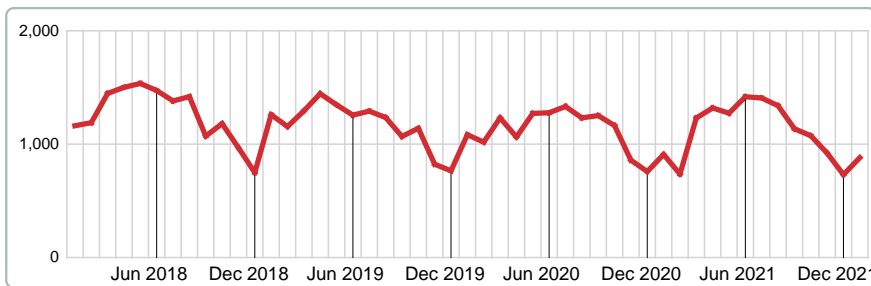
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 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>Median New Listed Listing Price</b>	<b>\$234,000</b>		<b>\$104,900</b>	<b>\$208,500</b>	<b>\$329,900</b>	<b>\$609,000</b>

# January 2022



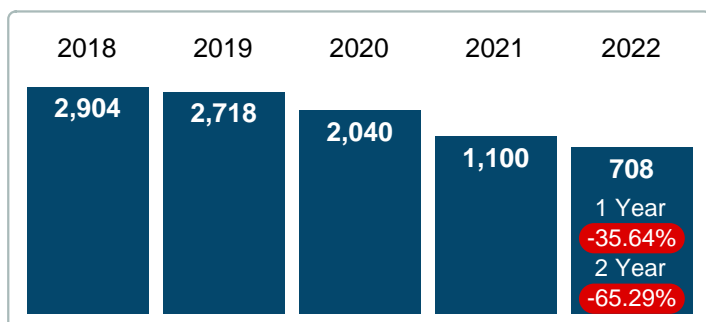
Area Delimited by County Of Tulsa - Residential Property Type



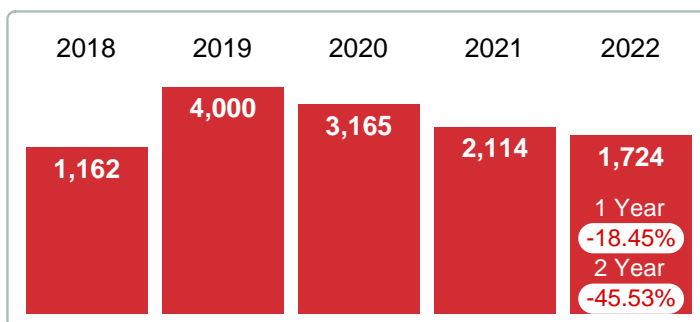
## ACTIVE INVENTORY

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

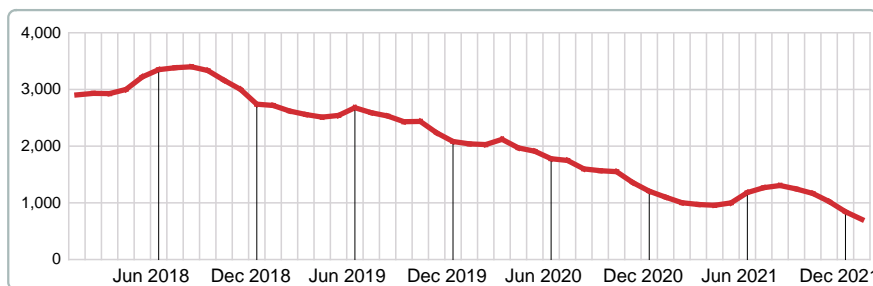
### END OF JANUARY



### ACTIVE DURING JANUARY

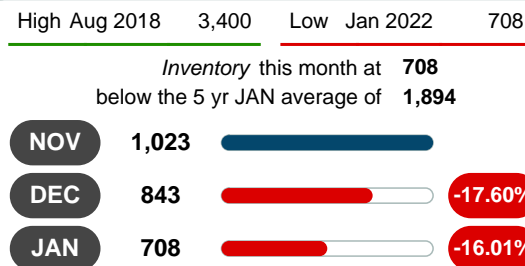


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,894



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	55	7.77%	24.0	44	7	4	0
\$75,001 - \$175,000	108	15.25%	36.5	35	63	10	0
\$175,001 - \$225,000	85	12.01%	19.0	12	60	11	2
\$225,001 - \$375,000	174	24.58%	33.0	9	83	76	6
\$375,001 - \$525,000	111	15.68%	69.0	5	46	47	13
\$525,001 - \$800,000	103	14.55%	76.0	1	12	64	26
\$800,001 and up	72	10.17%	96.0	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>47.5</b>	<b>16.76M</b>	<b>85.45M</b>	<b>127.87M</b>	<b>95.24M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$300,653</b>			<b>\$90,500</b>	<b>\$239,000</b>	<b>\$447,500</b>	<b>\$750,000</b>

# January 2022



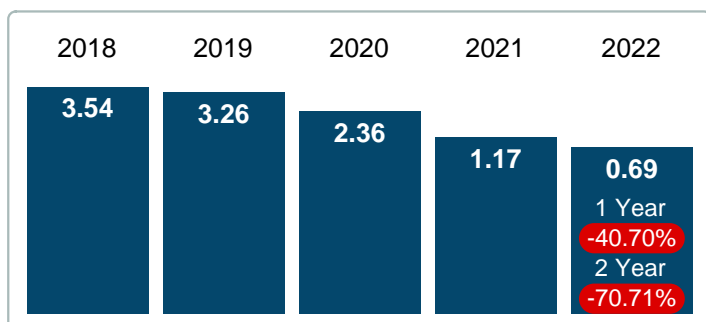
Area Delimited by County Of Tulsa - Residential Property Type



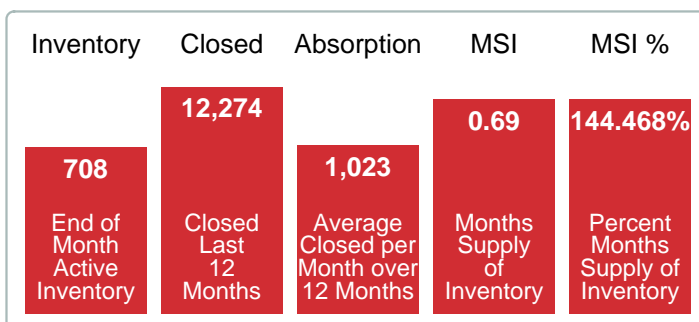
## MONTHS SUPPLY of INVENTORY (MSI)

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

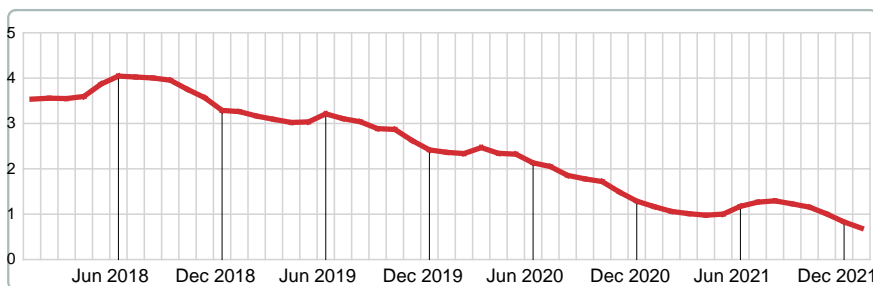
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

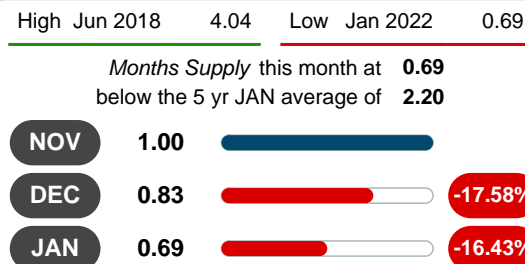


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



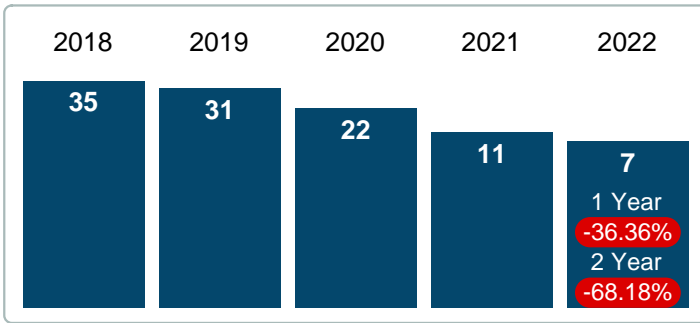
Area Delimited by County Of Tulsa - Residential Property Type



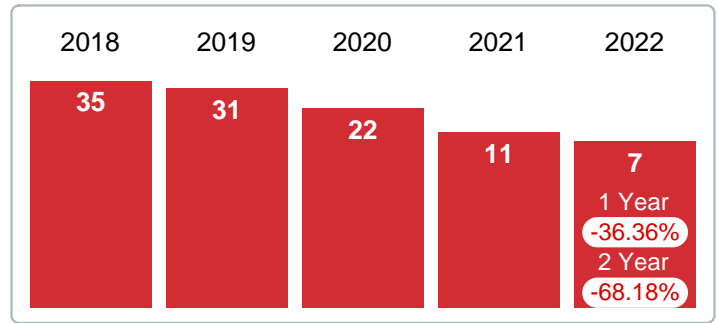
## MEDIAN DAYS ON MARKET TO SALE

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

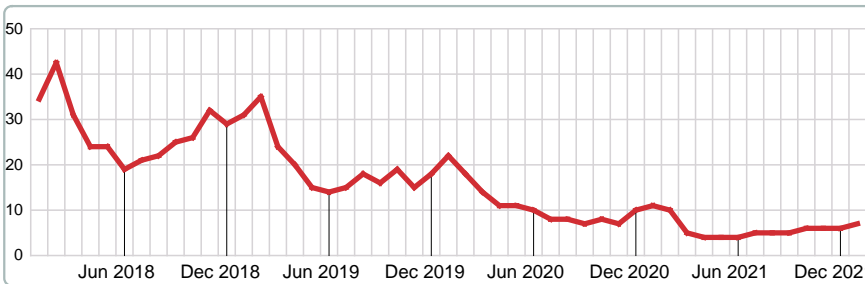
### JANUARY



### YEAR TO DATE (YTD)

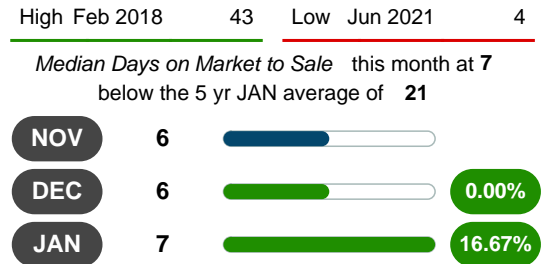


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 21



### 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
\$75,000 and less	8.41%	12	11	17	1	0
\$75,001 - \$125,000	8.28%	9	17	9	2	169
\$125,001 - \$175,000	17.48%	6	6	6	5	5
\$175,001 - \$250,000	26.28%	5	6	5	6	8
\$250,001 - \$325,000	14.45%	6	3	6	7	12
\$325,001 - \$450,000	15.24%	9	7	7	11	22
\$450,001 and up	9.86%	17	0	7	16	20
Median Closed DOM		7	8	6	9	19
Total Closed Units	100%	761	106	397	211	47
Total Closed Volume		200,977,854	13.41M	86.05M	76.85M	24.67M

# January 2022



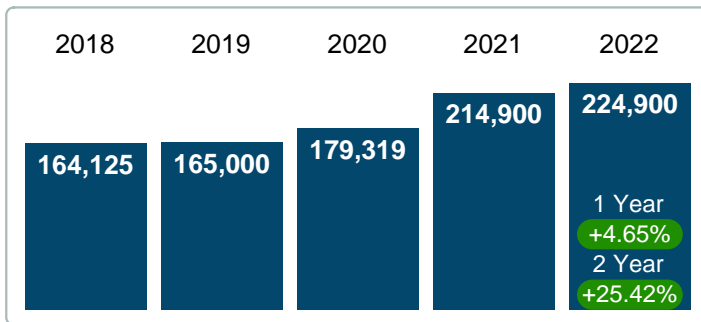
Area Delimited by County Of Tulsa - Residential Property Type



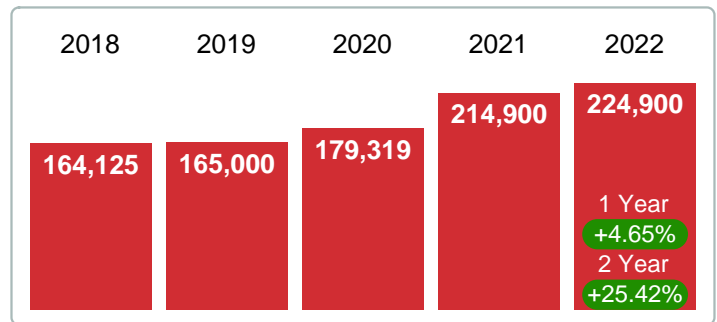
## MEDIAN LIST PRICE AT CLOSING

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

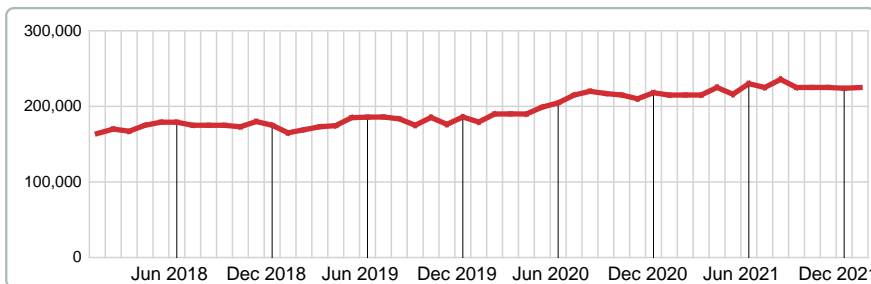
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

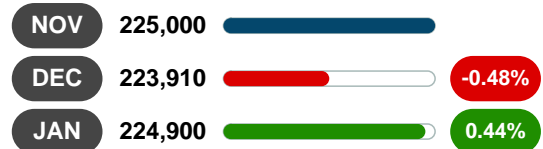


### 3 MONTHS

5 year JAN AVG = 189,649

High Aug 2021 235,598 Low Jan 2018 164,125

Median List Price at Closing this month at **224,900**  
above the 5 yr JAN average of **189,649**



### 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
\$75,000 and less	57	7.49%	50,000	55,000	53,000	40,000	0
\$75,001 - \$125,000	71	9.33%	104,000	100,000	106,500	110,000	113,500
\$125,001 - \$175,000	133	17.48%	150,000	154,950	150,000	157,000	140,000
\$175,001 - \$250,000	203	26.68%	214,900	194,950	210,000	229,450	229,950
\$250,001 - \$325,000	106	13.93%	292,000	277,500	287,000	298,293	297,450
\$325,001 - \$450,000	117	15.37%	385,000	402,000	389,900	385,000	385,000
\$450,001 and up	74	9.72%	571,500	0	566,500	554,598	712,450
Median List Price			224,900	108,500	198,000	324,900	400,000
Total Closed Units		100%	224,900	106	397	211	47
Total Closed Volume			202,733,762	13.63M	86.10M	77.70M	25.30M



# January 2022



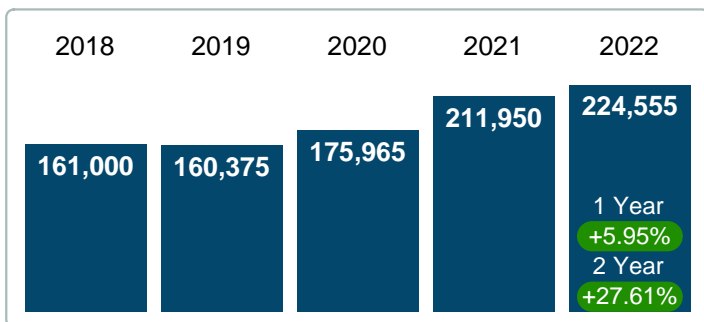
Area Delimited by County Of Tulsa - Residential Property Type



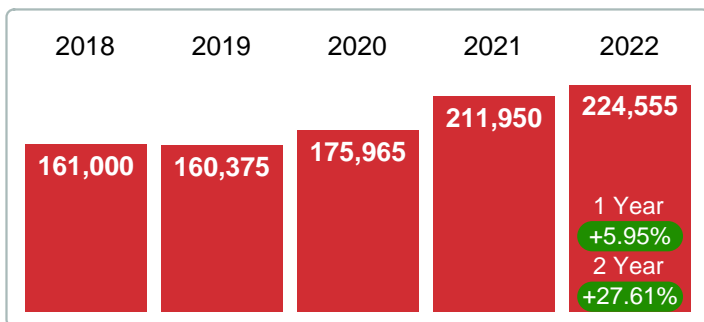
## MEDIAN SOLD PRICE AT CLOSING

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

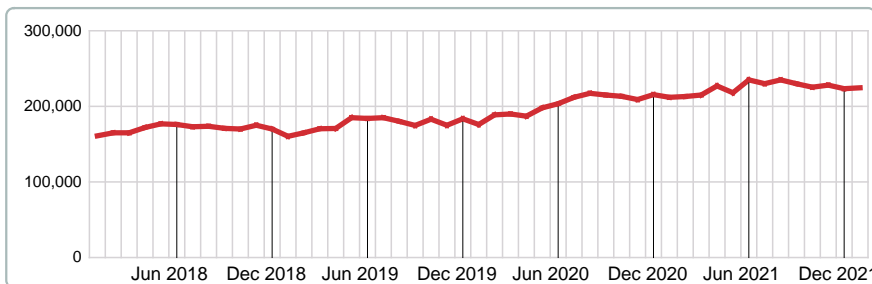
### JANUARY



### YEAR TO DATE (YTD)

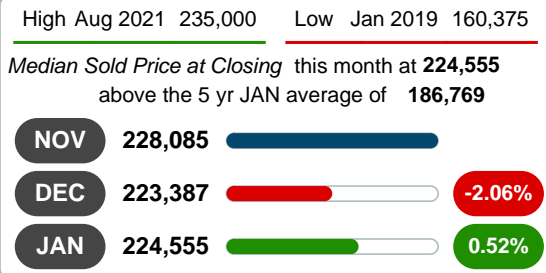


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 186,769



### 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
\$75,000 and less	64	8.41%	53,125	55,500	52,000	40,000	0
\$75,001 - \$125,000	63	8.28%	100,500	95,000	104,000	100,050	113,500
\$125,001 - \$175,000	133	17.48%	152,000	152,500	152,000	153,000	140,000
\$175,001 - \$250,000	200	26.28%	215,000	199,000	213,250	224,555	238,000
\$250,001 - \$325,000	110	14.45%	285,250	277,000	285,000	298,585	285,000
\$325,001 - \$450,000	116	15.24%	383,950	405,000	386,010	376,000	385,750
\$450,001 and up	75	9.86%	559,000	0	552,000	550,000	619,000
Median Sold Price			224,555	104,000	199,000	324,900	410,000
Total Closed Units		100%	761	106	397	211	47
Total Closed Volume			200,977,854	13.41M	86.05M	76.85M	24.67M

# January 2022



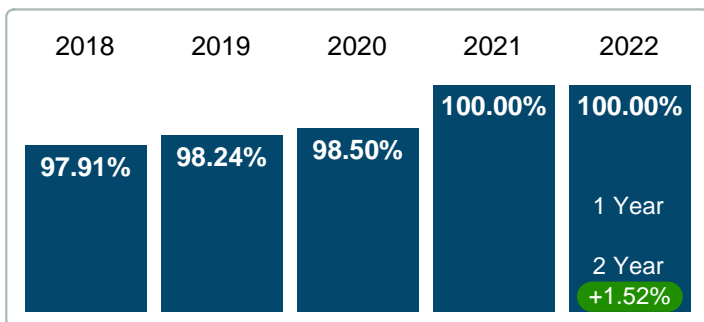
Area Delimited by County Of Tulsa - Residential Property Type



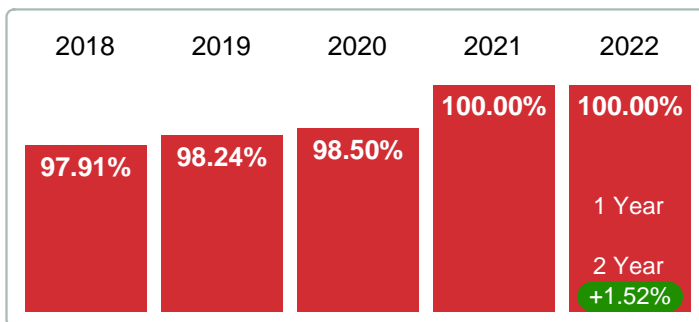
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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 = 98.93%

High Jan 2022 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr JAN average of **98.93%**

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

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	64	8.41%	94.96%	94.96%	94.96%	100.00%	0.00%
\$75,001 - \$125,000	63	8.28%	97.84%	95.65%	98.40%	105.46%	100.00%
\$125,001 - \$175,000	133	17.48%	100.00%	100.19%	100.00%	100.00%	100.00%
\$175,001 - \$250,000	200	26.28%	100.00%	100.00%	100.00%	100.42%	100.00%
\$250,001 - \$325,000	110	14.45%	100.00%	99.84%	100.84%	100.00%	100.00%
\$325,001 - \$450,000	116	15.24%	100.00%	100.00%	100.00%	100.00%	100.15%
\$450,001 and up	75	9.86%	100.00%	0.00%	100.00%	99.12%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		761	100%	106	397	211	47
Total Closed Volume		200,977,854		13.41M	86.05M	76.85M	24.67M

# January 2022



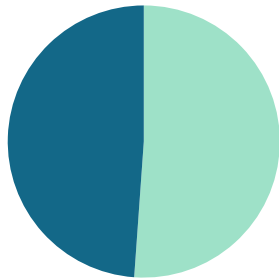
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

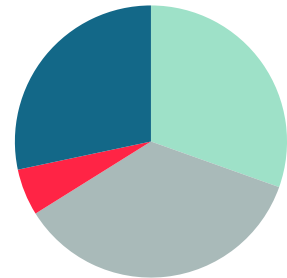
- New Listings **881 = 51.13%**
- Start Inventory **842**
- Total Inventory Units **1,723**
- Volume **\$615,610,601**

### Market Activity

**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%
Median List Price	214,900	224,900	4.65%	214,900	224,900	4.65%
Median Sale Price	211,950	224,555	5.95%	211,950	224,555	5.95%
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	11.00	7.00	-36.36%	11.00	7.00	-36.36%
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

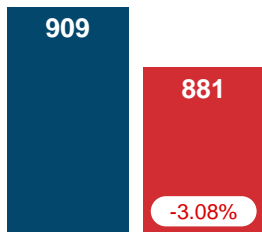
**Inventory** on January 31, 2022 = **708**

**2021** **2022**

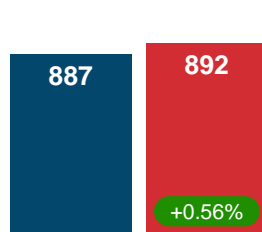
### JANUARY MARKET

### MEDIAN PRICES

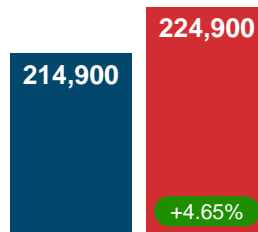
#### New Listings



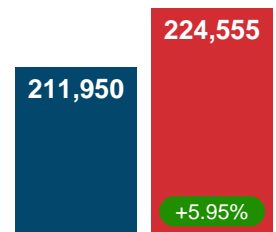
#### Pending Listings



#### List Price



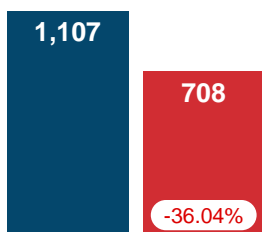
#### Sale Price



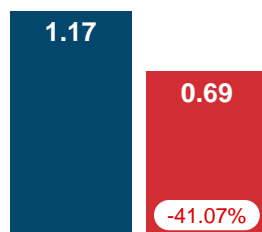
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

