

April 2022



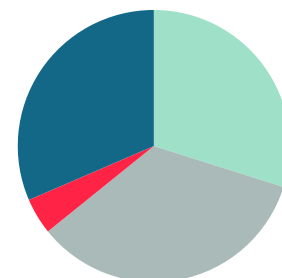
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	April 2022	+/-%
Closed Listings	1,011	933	-7.72%
Pending Listings	1,223	1,072	-12.35%
New Listings	1,319	1,277	-3.18%
Average List Price	270,565	294,803	8.96%
Average Sale Price	268,497	297,184	10.68%
Average Percent of Selling Price to List Price	99.88%	101.47%	1.59%
Average Days on Market to Sale	19.62	11.41	-41.84%
End of Month Inventory	2,532	983	-61.18%
Months Supply of Inventory	2.59	0.96	-62.71%



■ Closed (29.88%)
■ Pending (34.33%)
■ Other OffMarket (4.32%)
■ Active (31.48%)

Absorption: Last 12 months, an Average of **1,019** Sales/Month
Active Inventory as of April 30, 2022 = **983**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2022 decreased **61.18%** to 983 existing homes available for sale. Over the last 12 months this area has had an average of 1,019 closed sales per month. This represents an unsold inventory index of **0.96** 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 **10.68%** in April 2022 to \$297,184 versus the previous year at \$268,497.

Average Days on Market Shortens

The average number of **11.41** days that homes spent on the market before selling decreased by 8.21 days or **41.84%** in April 2022 compared to last year's same month at **19.62** DOM.

Sales Success for April 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 1,277 New Listings in April 2022, down **3.18%** from last year at 1,319. Furthermore, there were 933 Closed Listings this month versus last year at 1,011, a **-7.72%** decrease.

Closed versus Listed trends yielded a **73.1%** ratio, down from previous year's, April 2021, at **76.6%**, a **4.68%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

April 2022



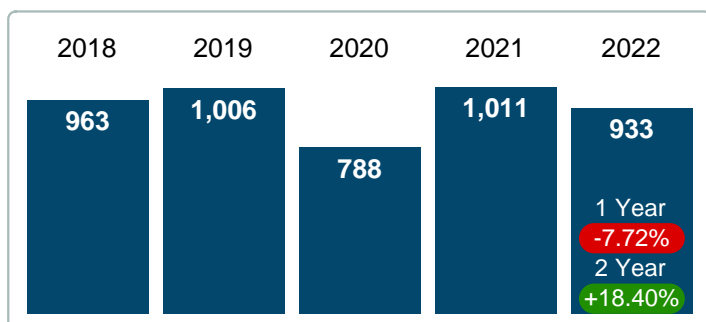
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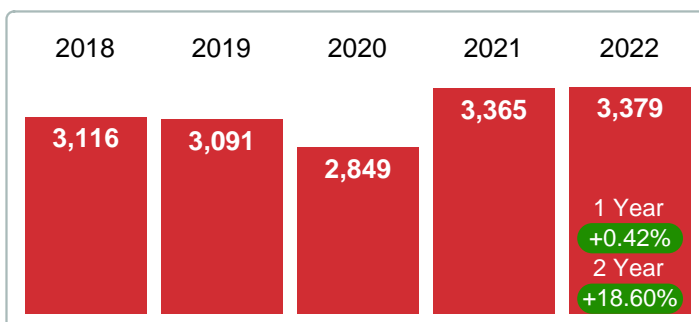
CLOSED LISTINGS

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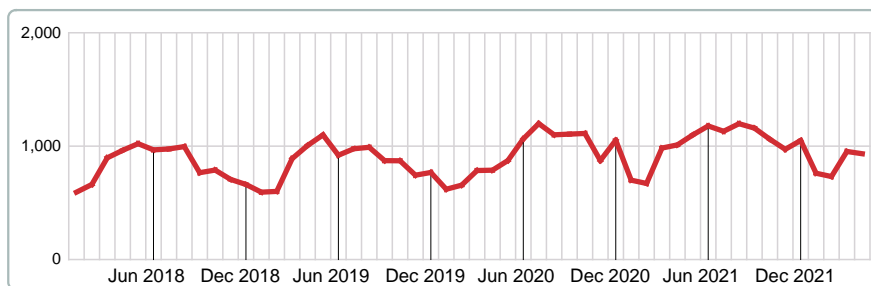
APRIL



YEAR TO DATE (YTD)

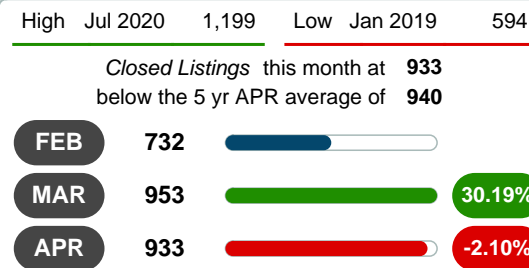


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 940



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	80	8.57%	12.6	45	32	3	0
\$100,001 - \$150,000	107	11.47%	10.9	29	74	3	1
\$150,001 - \$200,000	133	14.26%	5.6	20	103	10	0
\$200,001 - \$275,000	227	24.33%	8.0	18	140	65	4
\$275,001 - \$350,000	142	15.22%	11.8	6	71	61	4
\$350,001 - \$500,000	147	15.76%	12.0	2	50	79	16
\$500,001 and up	97	10.40%	25.5	1	14	51	31
Total Closed Units	933			121	484	272	56
Total Closed Volume	277,273,136	100%	11.4	18.91M	113.64M	107.04M	37.68M
Average Closed Price	\$297,184			\$156,262	\$234,799	\$393,530	\$672,909

April 2022



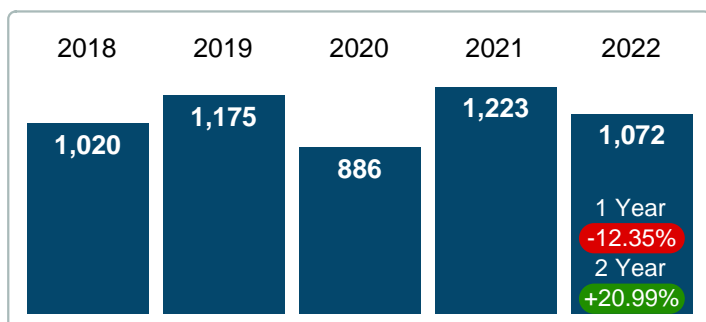
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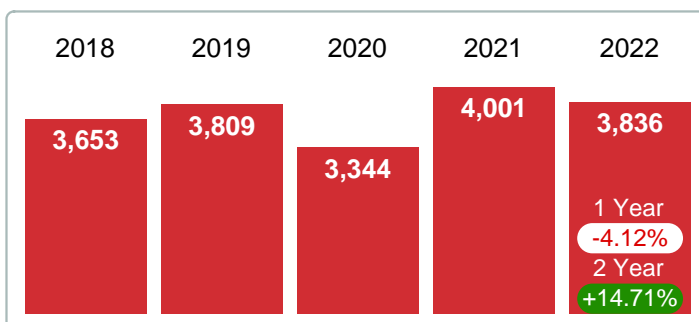
PENDING LISTINGS

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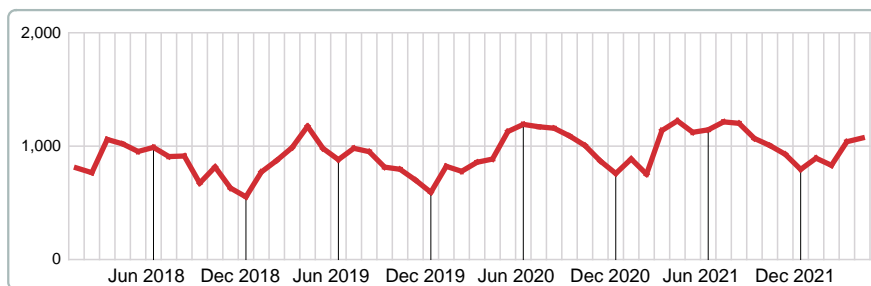
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

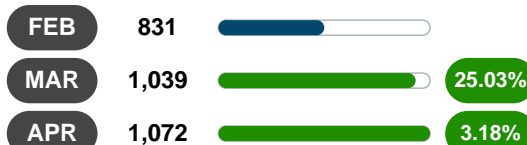


3 MONTHS

5 year APR AVG = 1,075

High Apr 2021 1,223 Low Dec 2018 553

Pending Listings this month at **1,072**
below the 5 yr APR average of **1,075**



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	84	7.84%	15.6	45	36	3	0
\$100,001 - \$150,000	133	12.41%	13.5	43	84	5	1
\$150,001 - \$200,000	169	15.76%	9.9	25	125	18	1
\$200,001 - \$275,000	248	23.13%	11.3	17	184	45	2
\$275,001 - \$350,000	171	15.95%	11.0	6	78	80	7
\$350,001 - \$500,000	156	14.55%	13.0	3	43	91	19
\$500,001 and up	111	10.35%	38.2	0	15	64	32
Total Pending Units	1,072			139	565	306	62
Total Pending Volume	322,267,389	100%	14.4	20.35M	131.92M	127.09M	42.90M
Average Listing Price	\$277,812			\$146,406	\$233,487	\$415,340	\$691,977

April 2022



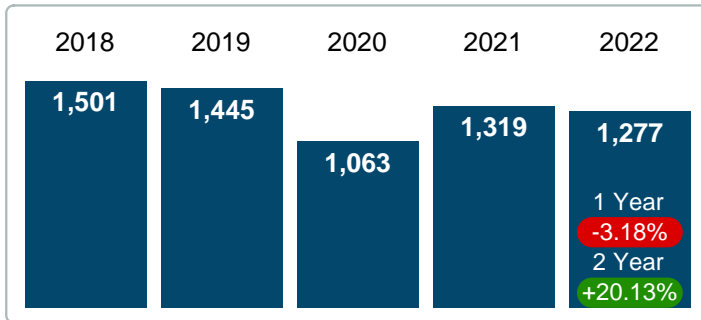
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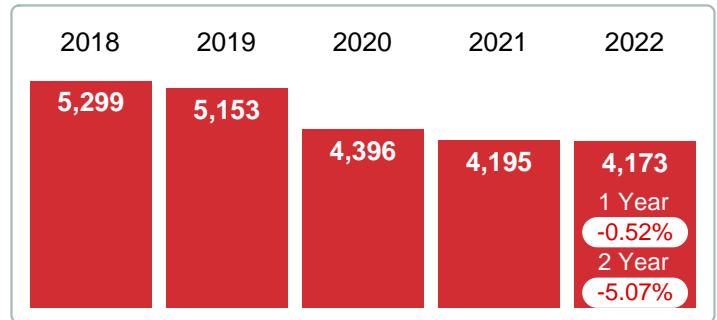
NEW LISTINGS

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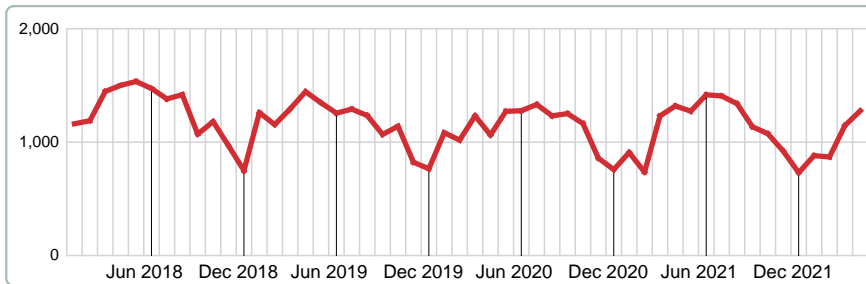
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

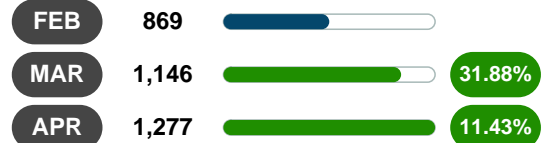


3 MONTHS

5 year APR AVG = 1,321

High May 2018 1,535 Low Dec 2021 731

New Listings this month at 1,277
below the 5 yr APR average of 1,321



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	97	7.60%	62	32	3	0
\$100,001 - \$150,000	133	10.42%	37	88	7	1
\$150,001 - \$200,000	187	14.64%	28	136	22	1
\$200,001 - \$300,000	363	28.43%	21	230	104	8
\$300,001 - \$375,000	164	12.84%	3	61	88	12
\$375,001 - \$550,000	206	16.13%	3	52	124	27
\$550,001 and up	127	9.95%	0	18	65	44
Total New Listed Units	1,277		154	617	413	93
Total New Listed Volume	418,607,686	100%	22.00M	151.83M	175.06M	69.71M
Average New Listed Listing Price	\$270,580		\$142,878	\$246,080	\$423,873	\$749,604

April 2022



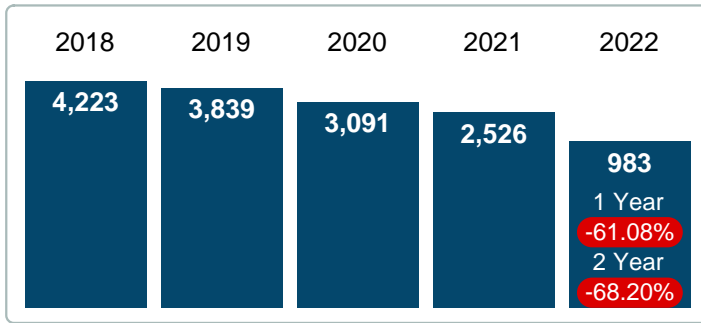
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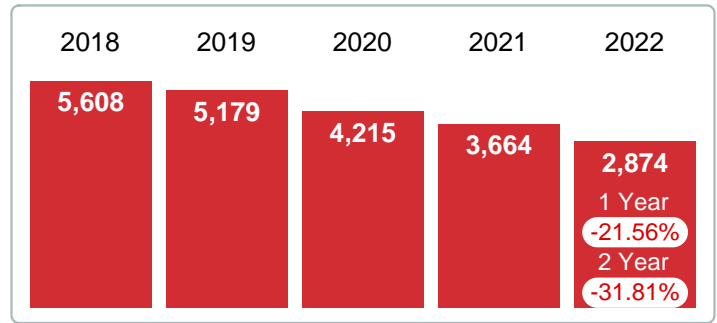
ACTIVE INVENTORY

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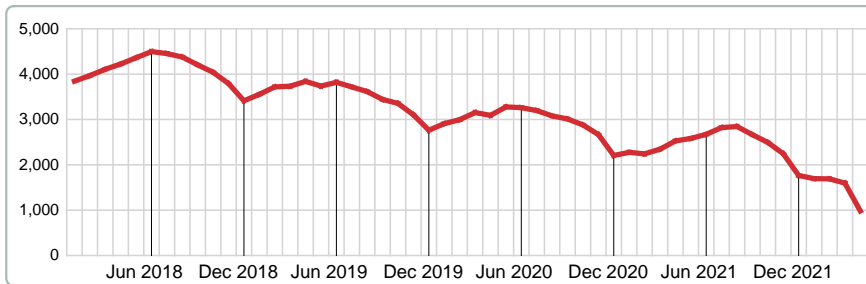
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

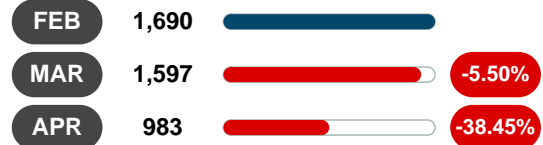


3 MONTHS

5 year APR AVG = 2,932

High Jun 2018 4,496 Low Apr 2022 983

Inventory this month at **983**
below the 5 yr APR average of **2,932**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	80	8.14%	70.5	45	31	4	0
\$100,001 - \$175,000	124	12.61%	28.0	24	86	13	1
\$175,001 - \$250,000	171	17.40%	27.0	14	124	31	2
\$250,001 - \$375,000	225	22.89%	38.2	11	96	107	11
\$375,001 - \$500,000	147	14.95%	46.0	2	44	86	15
\$500,001 - \$725,000	139	14.14%	66.3	0	37	85	17
\$725,001 and up	97	9.87%	62.9	0	15	35	47
Total Active Inventory by Units	983			96	433	361	93
Total Active Inventory by Volume	429,701,985	100%	45.2	13.81M	128.49M	174.71M	112.70M
Average Active Inventory Listing Price	\$437,133			\$143,835	\$296,733	\$483,968	\$1,211,786

April 2022



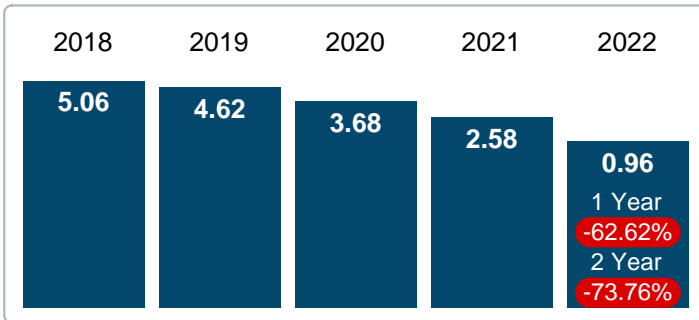
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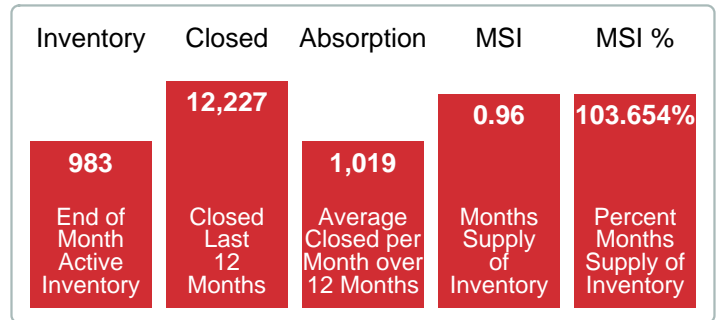
MONTHS SUPPLY of INVENTORY (MSI)

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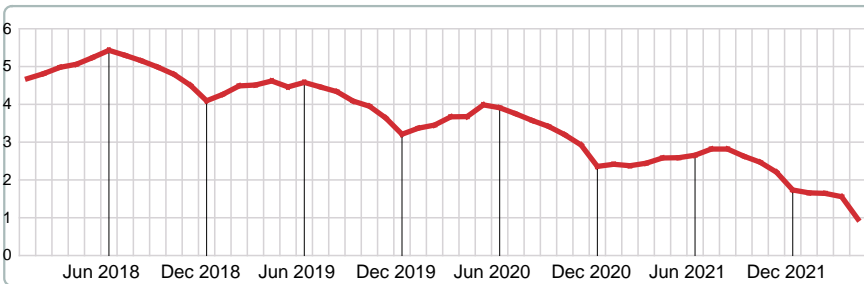
MSI FOR APRIL



INDICATORS FOR APRIL 2022

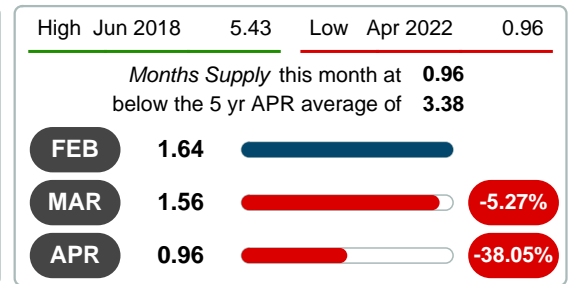


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.38



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
\$100,000 and less	80	8.14%	0.81	0.86	0.74	0.86	0.00
\$100,001 - \$175,000	124	12.61%	0.60	0.63	0.58	0.76	0.86
\$175,001 - \$250,000	171	17.40%	0.61	0.62	0.64	0.52	0.45
\$250,001 - \$375,000	225	22.89%	0.92	1.14	0.93	0.92	0.75
\$375,001 - \$500,000	147	14.95%	1.36	0.62	1.61	1.37	0.99
\$500,001 - \$725,000	139	14.14%	2.56	0.00	3.86	2.82	1.21
\$725,001 and up	97	9.87%	3.49	0.00	5.14	2.61	4.18
Market Supply of Inventory (MSI)			0.96	0.76	0.82	1.19	1.53
Total Active Inventory by Units		100%	983	96	433	361	93

April 2022



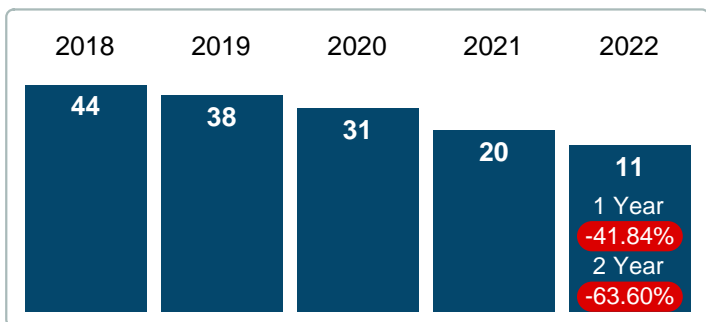
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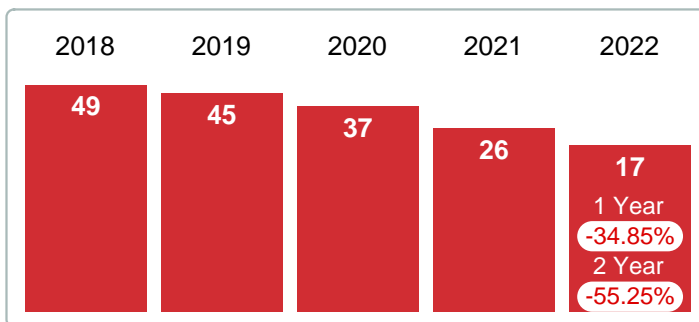
AVERAGE DAYS ON MARKET TO SALE

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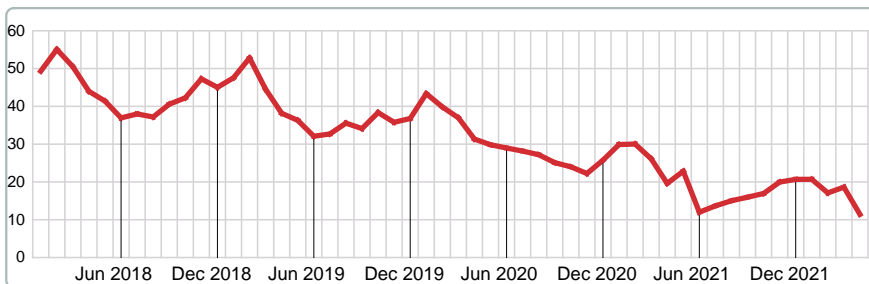
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

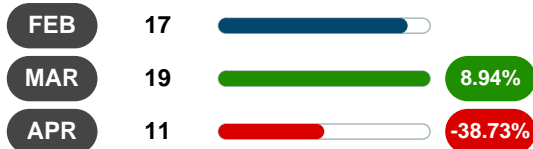


3 MONTHS

5 year APR AVG = 29

High Feb 2018 55 Low Apr 2022 11

Average Days on Market to Sale this month at 11 below the 5 yr APR average of 29



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
\$100,000 and less	8.57%	13	18	6	5	0
\$100,001 - \$150,000	11.47%	11	6	13	4	1
\$150,001 - \$200,000	14.26%	6	7	5	6	0
\$200,001 - \$275,000	24.33%	8	7	6	13	2
\$275,001 - \$350,000	15.22%	12	12	10	13	25
\$350,001 - \$500,000	15.76%	12	35	13	11	14
\$500,001 and up	10.40%	25	170	17	28	20
Average Closed DOM		11	13	9	15	17
Total Closed Units	100%	11	121	484	272	56
Total Closed Volume		277,273,136	18.91M	113.64M	107.04M	37.68M

April 2022



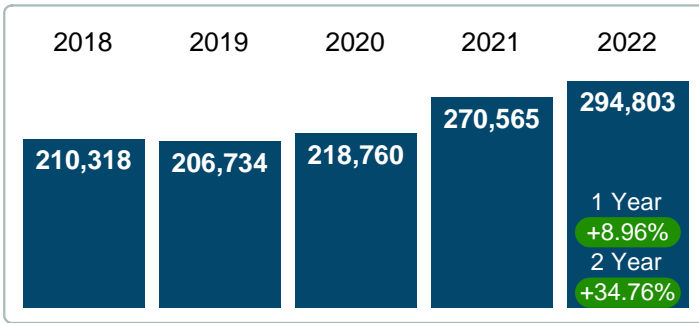
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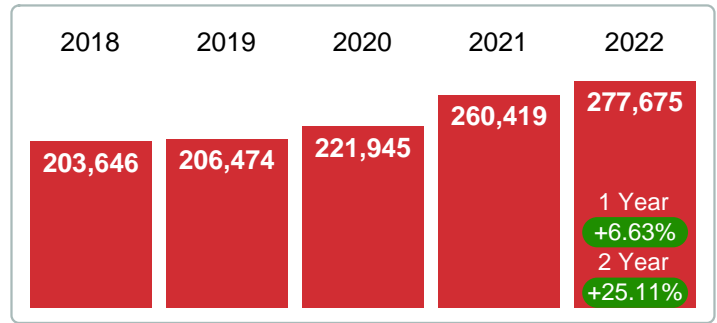
AVERAGE LIST PRICE AT CLOSING

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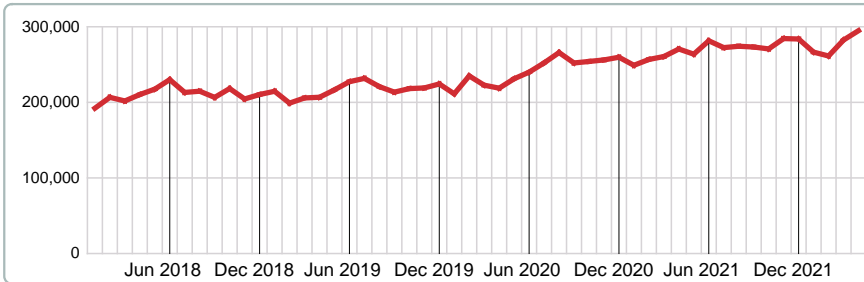
APRIL



YEAR TO DATE (YTD)

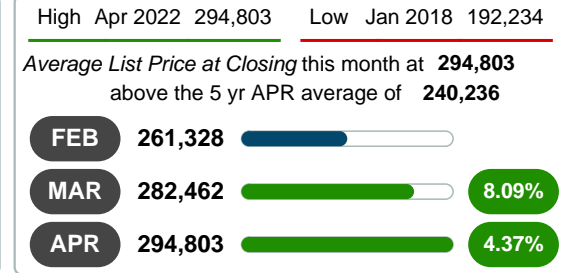


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 240,236



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
\$100,000 and less	8.79%	77,114	76,007	79,436	88,333	0
\$100,001 - \$150,000	12.86%	127,834	118,888	126,034	159,833	125,000
\$150,001 - \$200,000	14.36%	177,213	174,715	171,971	173,717	0
\$200,001 - \$275,000	24.12%	236,561	230,269	227,071	239,419	227,225
\$275,001 - \$350,000	15.33%	311,954	315,800	298,578	309,984	316,175
\$350,001 - \$500,000	14.36%	413,666	412,000	402,233	405,248	417,257
\$500,001 and up	10.18%	803,947	1,740,000	619,257	736,892	942,266
Average List Price		294,803	156,744	230,066	391,724	681,874
Total Closed Units	100%	294,803	121	484	272	56
Total Closed Volume		275,051,647	18.97M	111.35M	106.55M	38.18M

April 2022



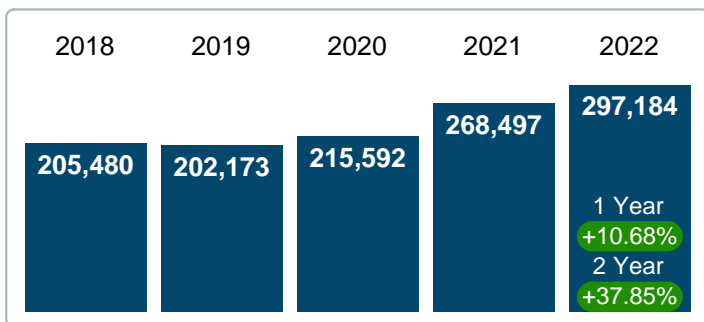
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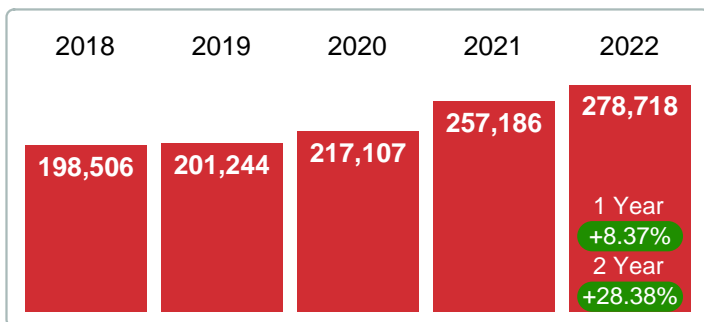
AVERAGE SOLD PRICE AT CLOSING

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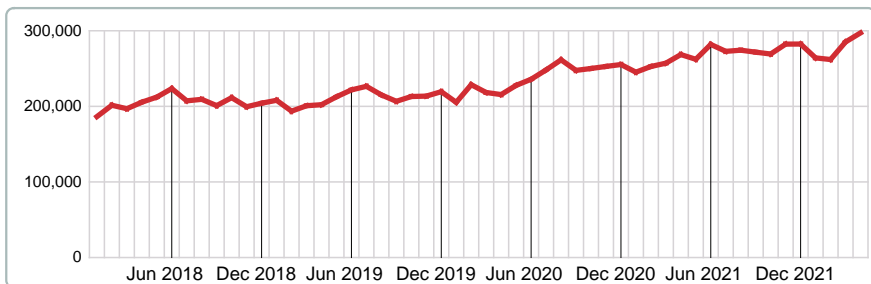
APRIL



YEAR TO DATE (YTD)

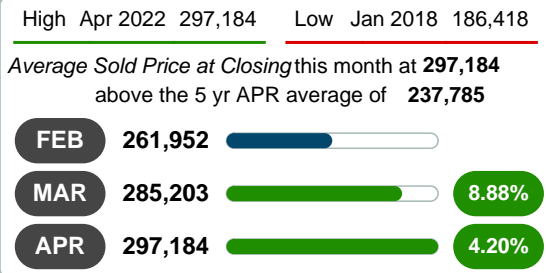


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 237,785



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
\$100,000 and less	8.57%	75,356	73,821	77,517	75,333	0
\$100,001 - \$150,000	11.47%	125,440	120,481	126,704	142,333	125,000
\$150,001 - \$200,000	14.26%	175,154	175,640	174,775	178,077	0
\$200,001 - \$275,000	24.33%	235,988	236,139	234,111	240,044	235,100
\$275,001 - \$350,000	15.22%	312,290	313,251	308,025	315,752	333,750
\$350,001 - \$500,000	15.76%	411,532	399,500	409,136	413,157	412,501
\$500,001 and up	10.40%	784,717	1,650,000	620,139	727,512	925,242
Average Sold Price		297,184	156,262	234,799	393,530	672,909
Total Closed Units	100%	933	121	484	272	56
Total Closed Volume		277,273,136	18.91M	113.64M	107.04M	37.68M

April 2022



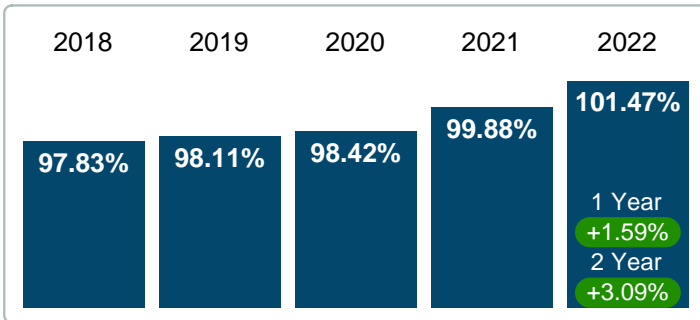
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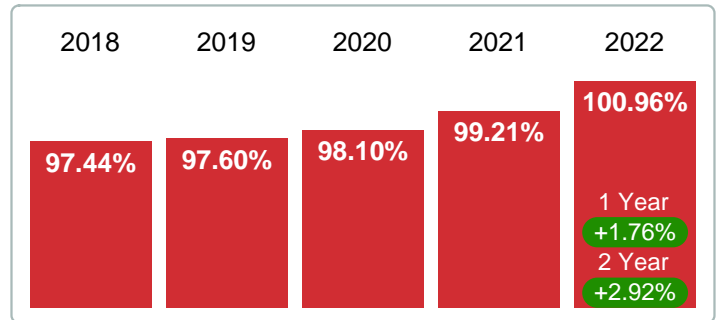
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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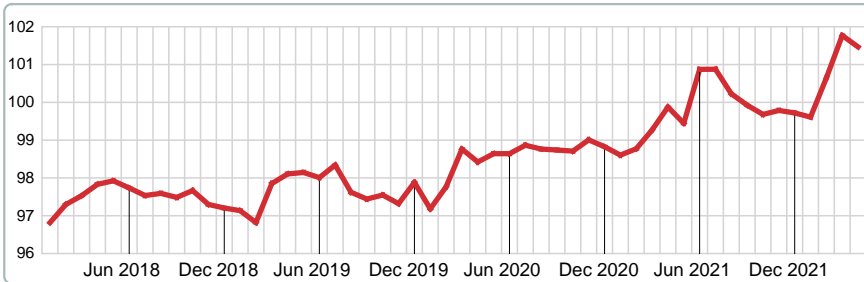
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

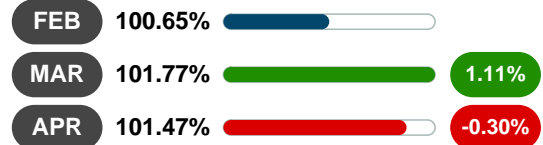


3 MONTHS

5 year APR AVG = 99.14%

High Mar 2022 101.77% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **101.47%**
above the 5 yr APR average of **99.14%**



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
\$100,000 and less	80	8.57%	97.81%	97.56%	99.18%	86.83%	0.00%
\$100,001 - \$150,000	107	11.47%	100.98%	101.61%	101.18%	90.36%	100.00%
\$150,001 - \$200,000	133	14.26%	102.15%	100.70%	102.35%	102.97%	0.00%
\$200,001 - \$275,000	227	24.33%	102.47%	102.85%	103.31%	100.49%	103.75%
\$275,001 - \$350,000	142	15.22%	102.71%	99.30%	103.37%	102.08%	105.61%
\$350,001 - \$500,000	147	15.76%	101.73%	97.06%	102.04%	102.15%	99.21%
\$500,001 and up	97	10.40%	99.53%	94.83%	100.40%	99.72%	98.96%
Average Sold/List Ratio			101.50%	99.89%	102.30%	101.01%	99.87%
Total Closed Units		100%	101.50%	121	484	272	56
Total Closed Volume				18.91M	113.64M	107.04M	37.68M

April 2022



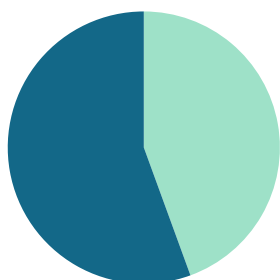
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

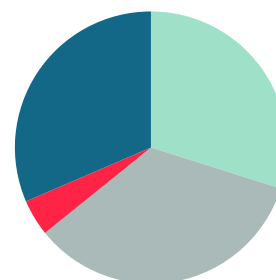


Inventory
 New Listings
1,277 = 44.43%
 Start Inventory
1,597
 Total Inventory Units
2,874
 Volume
\$1,012,185,705

Market Activity

Closed Sales
933 = 29.88%
 Pending Sales
1,072 = 34.33%
 Other Off Market
135 = 4.32%
 Active Inventory
983 = 31.48%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,011	933	-7.72%	3,365	3,379	0.42%
Pending Sales	1,223	1,072	-12.35%	4,001	3,836	-4.12%
New Listings	1,319	1,277	-3.18%	4,195	4,173	-0.52%
Average List Price	270,565	294,803	8.96%	260,419	277,675	6.63%
Average Sale Price	268,497	297,184	10.68%	257,186	278,718	8.37%
Average Percent of Selling Price to List Price	99.88%	101.47%	1.59%	99.21%	100.96%	1.76%
Average Days on Market to Sale	19.62	11.41	-41.84%	25.74	16.77	-34.85%
Monthly Inventory	2,532	983	-61.18%	2,532	983	-61.18%
Months Supply of Inventory	2.59	0.96	-62.71%	2.59	0.96	-62.71%

Absorption: Last 12 months, an Average of **1,019** Sales/Month

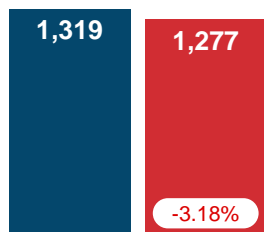
Inventory on April 30, 2022 = **983**

2021 **2022**

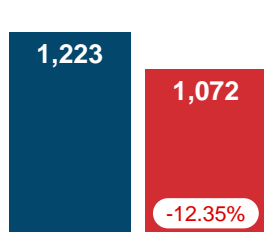
APRIL MARKET

AVERAGE PRICES

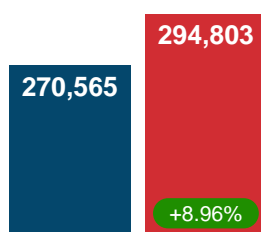
New Listings



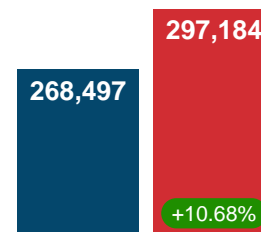
Pending Listings



List Price



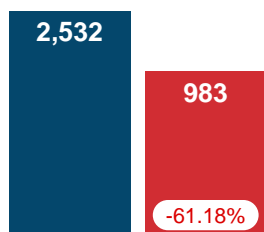
Sale Price



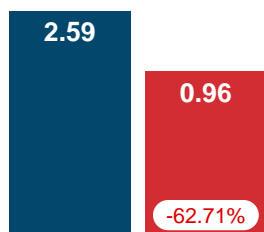
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

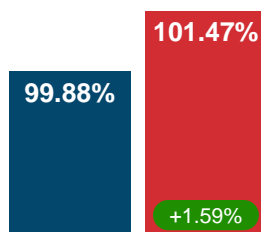
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

