

March 2022



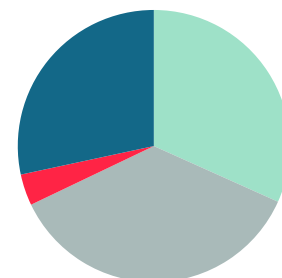
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	1,414	1,422	0.57%
Pending Listings	1,665	1,623	-2.52%
New Listings	1,807	1,716	-5.04%
Average List Price	252,687	273,599	8.28%
Average Sale Price	249,505	275,273	10.33%
Average Percent of Selling Price to List Price	99.18%	101.46%	2.30%
Average Days on Market to Sale	27.46	20.19	-26.49%
End of Month Inventory	3,588	1,272	-64.55%
Months Supply of Inventory	2.58	0.85	-67.23%



■ Closed (31.71%)
■ Pending (36.20%)
■ Other OffMarket (3.72%)
■ Active (28.37%)

Absorption: Last 12 months, an Average of **1,503** Sales/Month
Active Inventory as of March 31, 2022 = **1,272**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **64.55%** to 1,272 existing homes available for sale. Over the last 12 months this area has had an average of 1,503 closed sales per month. This represents an unsold inventory index of **0.85** 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 **10.33%** in March 2022 to \$275,273 versus the previous year at \$249,505.

Average Days on Market Shortens

The average number of **20.19** days that homes spent on the market before selling decreased by 7.27 days or **26.49%** in March 2022 compared to last year's same month at **27.46** DOM.

Sales Success for March 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 1,716 New Listings in March 2022, down **5.04%** from last year at 1,807. Furthermore, there were 1,422 Closed Listings this month versus last year at 1,414, a **0.57%** increase.

Closed versus Listed trends yielded a **82.9%** ratio, up from previous year's, March 2021, at **78.3%**, a **5.90%** 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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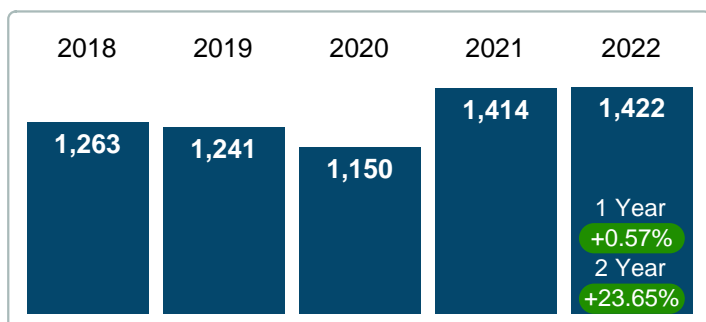
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



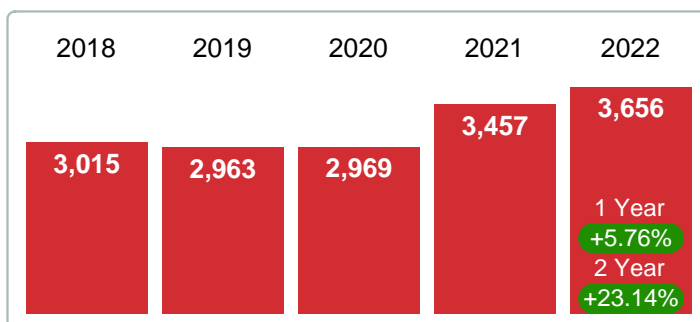
CLOSED LISTINGS

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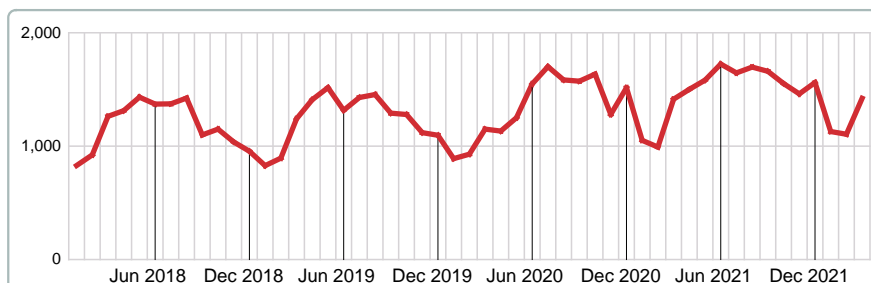
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,298

High Jun 2021 1,724 Low Jan 2019 828

Closed Listings this month at 1,422 above the 5 yr MAR average of 1,298



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	132	9.28%	27.0	75	51	6	0
\$100,001 - \$150,000	143	10.06%	23.1	35	100	6	2
\$150,001 - \$200,000	239	16.81%	13.8	25	177	34	3
\$200,001 - \$275,000	377	26.51%	11.3	23	260	92	2
\$275,001 - \$350,000	202	14.21%	19.2	8	98	87	9
\$350,001 - \$475,000	189	13.29%	23.2	5	76	91	17
\$475,001 and up	140	9.85%	43.1	2	28	80	30
Total Closed Units	1,422			173	790	396	63
Total Closed Volume	391,438,015	100%	20.2	24.77M	187.24M	142.23M	37.20M
Average Closed Price	\$275,273			\$143,179	\$237,008	\$359,171	\$590,471

March 2022



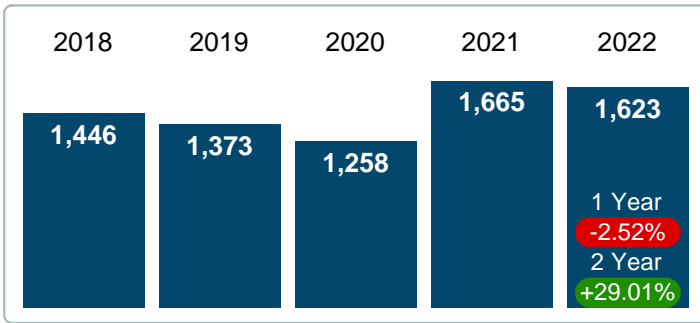
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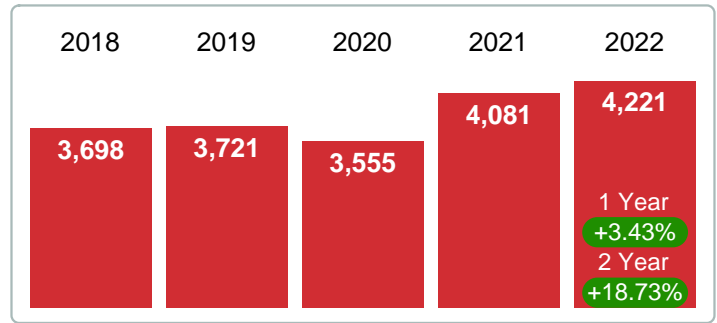
PENDING LISTINGS

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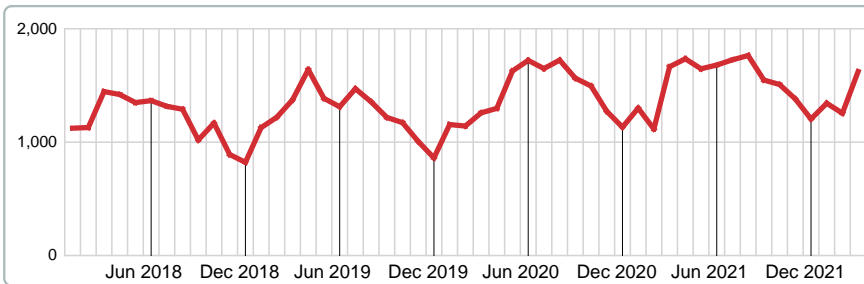
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,473

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,623 above the 5 yr MAR average of 1,473



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	149	9.18%	42.4	85	54	9	1
\$100,001 - \$150,000	197	12.14%	16.8	47	136	11	3
\$150,001 - \$200,000	239	14.73%	16.8	19	182	36	2
\$200,001 - \$275,000	387	23.84%	15.4	18	267	99	3
\$275,001 - \$350,000	252	15.53%	18.9	10	128	104	10
\$350,001 - \$500,000	229	14.11%	26.8	6	73	127	23
\$500,001 and up	170	10.47%	41.8	2	29	93	46
Total Pending Units	1,623			187	869	479	88
Total Pending Volume	485,328,226	100%	28.0	27.71M	207.40M	187.46M	62.76M
Average Listing Price	\$260,400			\$148,190	\$238,666	\$391,352	\$713,160

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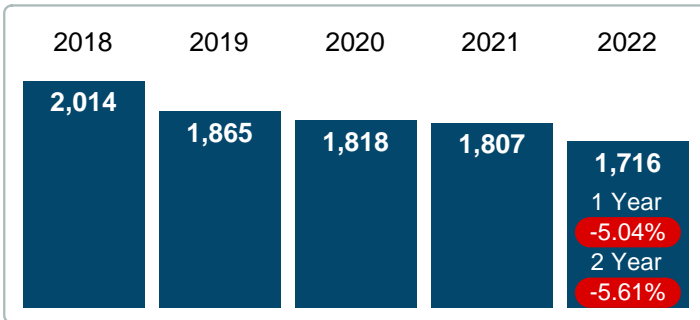
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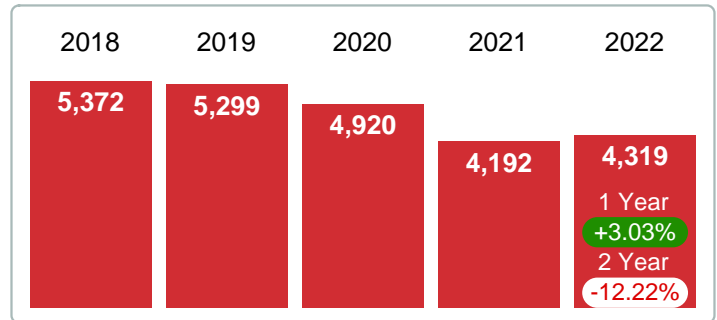
NEW LISTINGS

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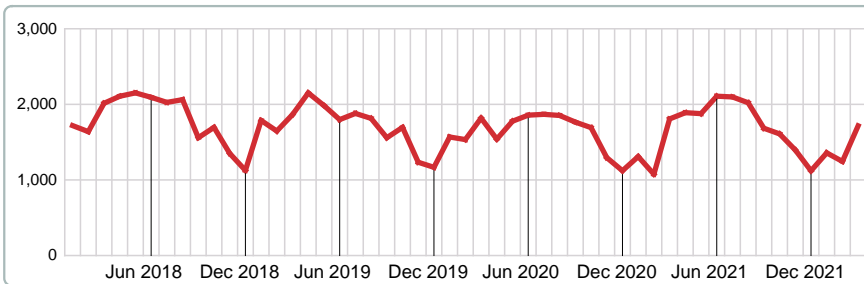
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,844

High May 2018 2,152 Low Feb 2021 1,076

New Listings this month at 1,716
below the 5 yr MAR average of 1,844



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	165	9.62%	81	79	3	2
\$100,001 - \$150,000	225	13.11%	52	153	16	4
\$150,001 - \$200,000	246	14.34%	21	197	25	3
\$200,001 - \$275,000	382	22.26%	18	268	92	4
\$275,001 - \$375,000	302	17.60%	11	159	122	10
\$375,001 - \$525,000	208	12.12%	4	58	122	24
\$525,001 and up	188	10.96%	4	33	97	54
Total New Listed Units	1,716		191	947	477	101
Total New Listed Volume	546,993,205	100%	29.77M	226.24M	200.22M	90.77M
Average New Listed Listing Price	\$272,042		\$155,847	\$238,904	\$419,738	\$898,702

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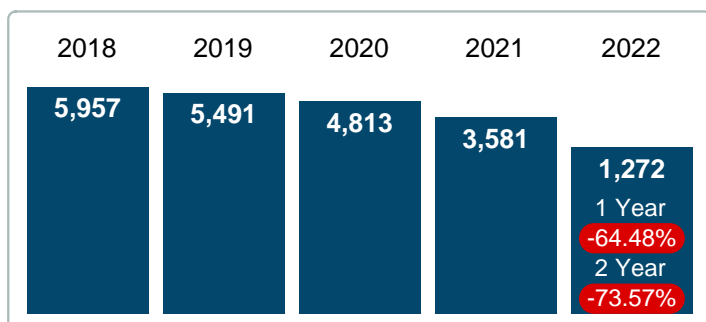
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



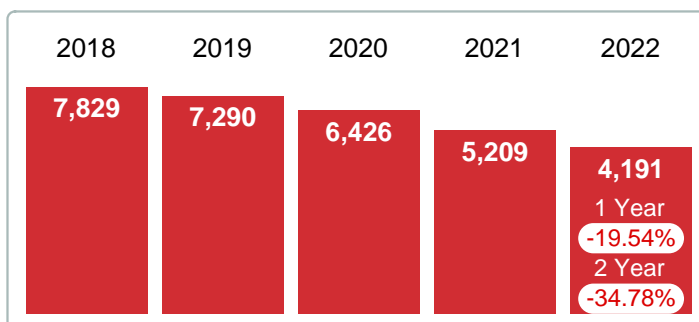
ACTIVE INVENTORY

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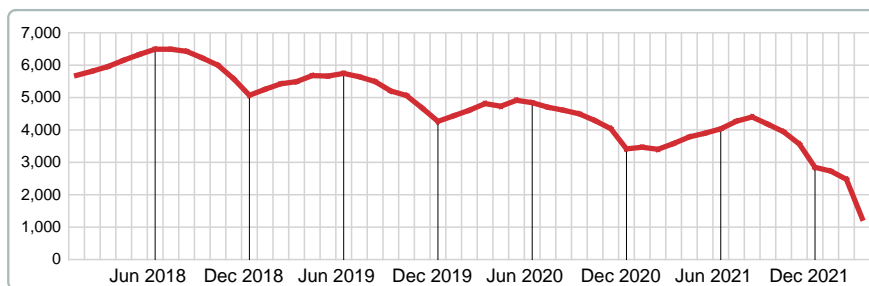
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

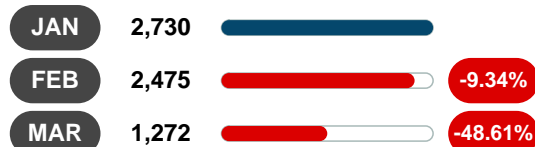


3 MONTHS

5 year MAR AVG = 4,223

High Jun 2018 6,492 Low Mar 2022 1,272

Inventory this month at 1,272 below the 5 yr MAR average of 4,223



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	84	6.60%	77.5	44	36	2	2
\$75,001 - \$150,000	204	16.04%	43.5	67	120	16	1
\$150,001 - \$200,000	150	11.79%	39.4	29	102	17	2
\$200,001 - \$375,000	346	27.20%	38.2	19	202	113	12
\$375,001 - \$500,000	183	14.39%	61.6	12	74	84	13
\$500,001 - \$775,000	173	13.60%	75.6	5	39	97	32
\$775,001 and up	132	10.38%	85.8	2	31	41	58
Total Active Inventory by Units			1,272	178	604	370	120
Total Active Inventory by Volume			562,132,390	31.97M	195.79M	189.25M	145.13M
Average Active Inventory Listing Price			\$441,928	\$179,603	\$324,154	\$511,479	\$1,209,387

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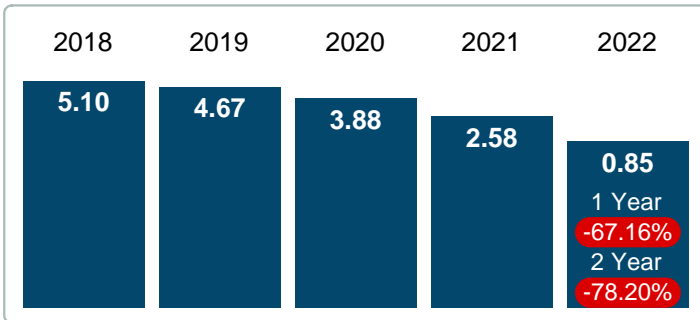
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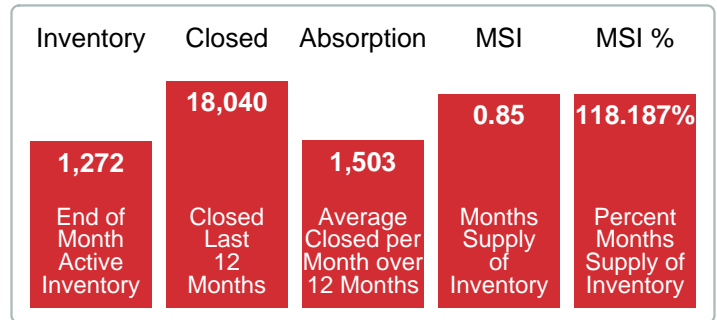
MONTHS SUPPLY of INVENTORY (MSI)

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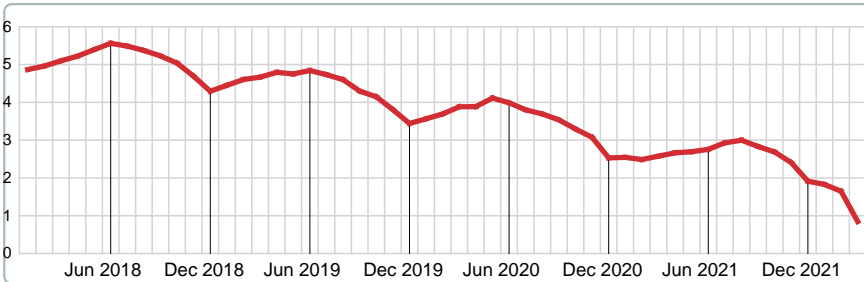
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

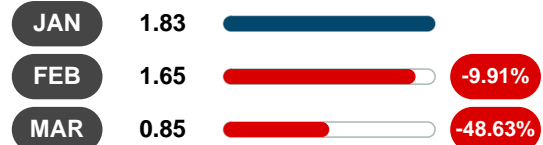


3 MONTHS

5 year MAR AVG = 3.41

High Jun 2018 5.56 Low Mar 2022 0.85

Months Supply this month at **0.85**
below the 5 yr MAR average of **3.41**



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	84	6.60%	0.92	0.90	0.97	0.41	3.00
\$75,001 - \$150,000	204	16.04%	0.85	1.05	0.77	0.92	0.50
\$150,001 - \$200,000	150	11.79%	0.53	1.16	0.46	0.47	0.92
\$200,001 - \$375,000	346	27.20%	0.55	0.67	0.59	0.49	0.48
\$375,001 - \$500,000	183	14.39%	1.19	2.77	1.84	0.94	0.63
\$500,001 - \$775,000	173	13.60%	2.19	5.00	2.56	2.29	1.57
\$775,001 and up	132	10.38%	4.59	8.00	9.54	2.96	5.08
Market Supply of Inventory (MSI)			0.85	1.03	0.74	0.85	1.46
Total Active Inventory by Units		100%	0.85	178	604	370	120

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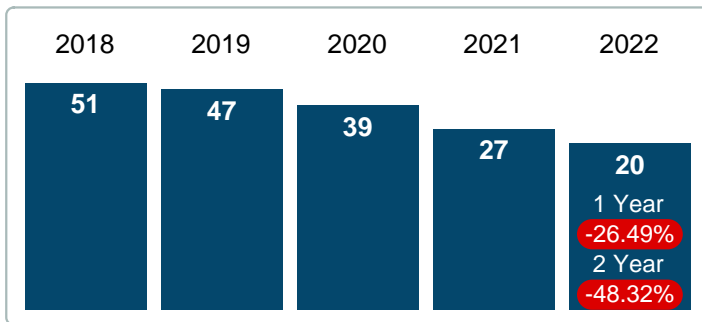
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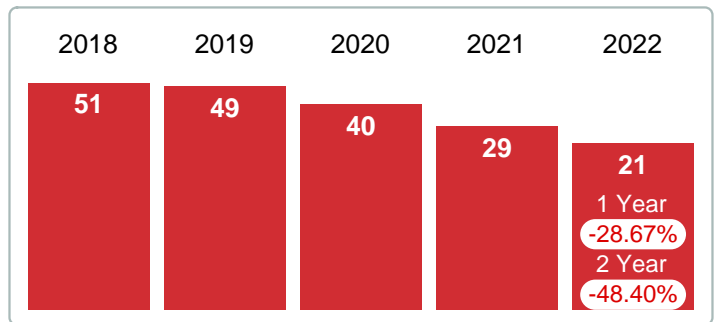
AVERAGE DAYS ON MARKET TO SALE

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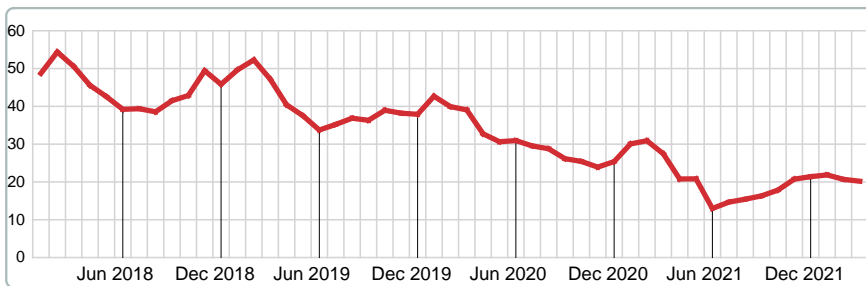
MARCH



YEAR TO DATE (YTD)

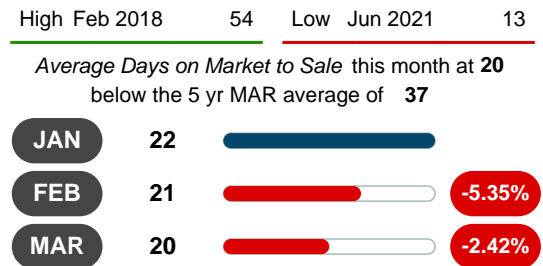


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 37



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	9.28%	27	27	25	38	0
\$100,001 - \$150,000	10.06%	23	26	20	63	15
\$150,001 - \$200,000	16.81%	14	19	12	19	7
\$200,001 - \$275,000	26.51%	11	19	10	13	13
\$275,001 - \$350,000	14.21%	19	29	22	15	27
\$350,001 - \$475,000	13.29%	23	12	26	19	36
\$475,001 and up	9.85%	43	78	35	46	42
Average Closed DOM		20	25	17	23	35
Total Closed Units		1,422	173	790	396	63
Total Closed Volume		391,438,015	24.77M	187.24M	142.23M	37.20M

March 2022



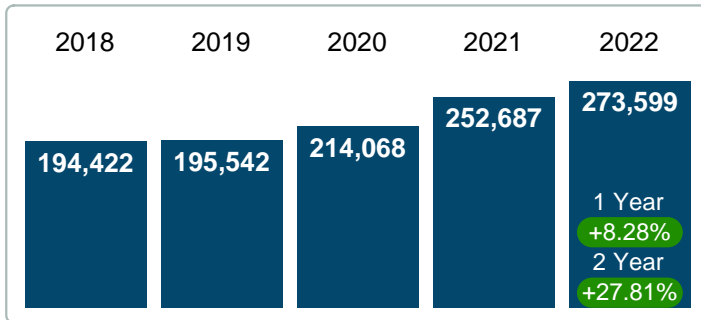
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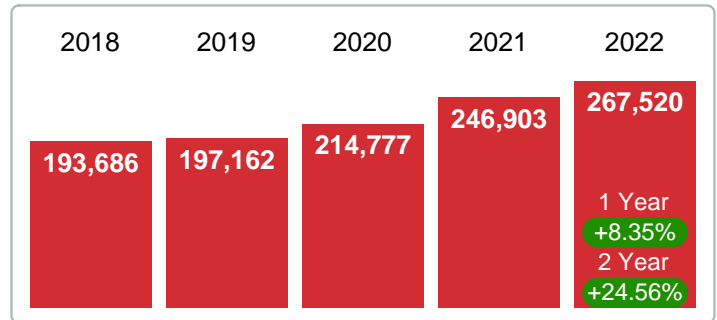
AVERAGE LIST PRICE AT CLOSING

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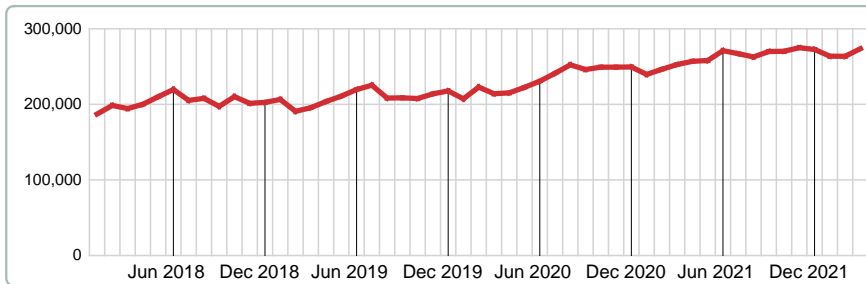
MARCH



YEAR TO DATE (YTD)

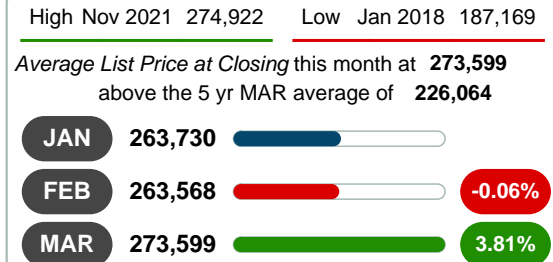


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 226,064



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	9.35%	70,851	67,999	76,176	75,800	0
\$100,001 - \$150,000	11.25%	129,877	126,070	128,722	130,250	115,500
\$150,001 - \$200,000	17.44%	179,511	175,384	174,691	178,132	189,000
\$200,001 - \$275,000	25.39%	235,822	231,639	228,998	243,354	248,950
\$275,001 - \$350,000	14.28%	312,850	296,522	310,356	305,513	306,122
\$350,001 - \$475,000	12.94%	409,336	427,600	405,432	401,843	424,455
\$475,001 and up	9.35%	679,534	574,750	620,003	607,900	854,719
Average List Price		273,599	143,840	235,196	357,224	585,846
Total Closed Units	100%	273,599	173	790	396	63
Total Closed Volume		389,058,324	24.88M	185.80M	141.46M	36.91M

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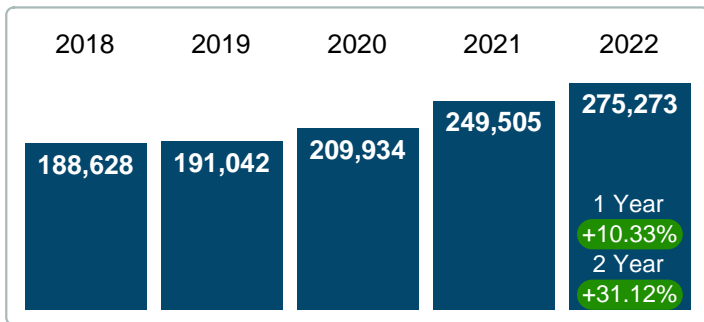
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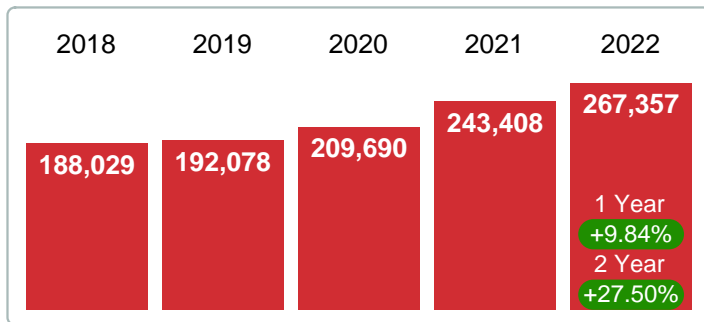
AVERAGE SOLD PRICE AT CLOSING

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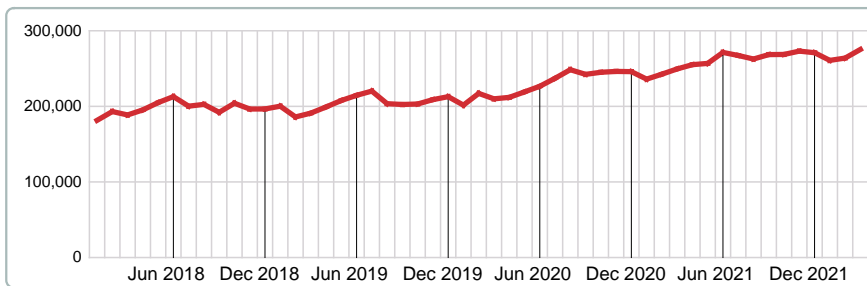
MARCH



YEAR TO DATE (YTD)

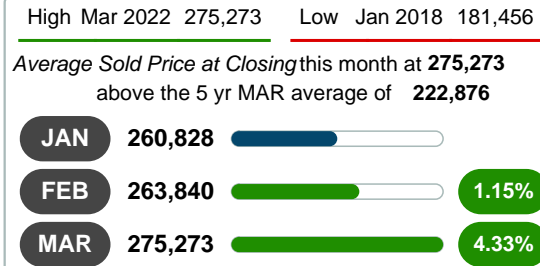


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 222,876



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	9.28%	69,539	66,207	74,053	72,817	0
\$100,001 - \$150,000	10.06%	127,995	127,560	128,766	123,750	109,750
\$150,001 - \$200,000	16.81%	177,427	174,762	177,207	179,218	192,333
\$200,001 - \$275,000	26.51%	235,507	232,039	232,725	244,000	246,500
\$275,001 - \$350,000	14.21%	309,655	297,890	309,780	310,583	309,778
\$350,001 - \$475,000	13.29%	405,865	419,800	404,939	401,880	427,233
\$475,001 and up	9.85%	667,898	575,925	627,688	611,492	861,973
Average Sold Price		275,273	143,179	237,008	359,171	590,471
Total Closed Units	100%	275,273	173	790	396	63
Total Closed Volume		391,438,015	24.77M	187.24M	142.23M	37.20M

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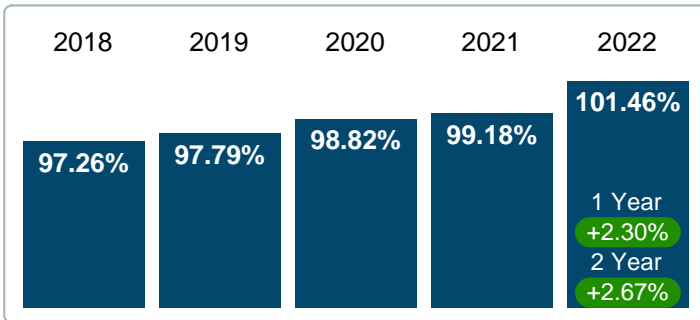
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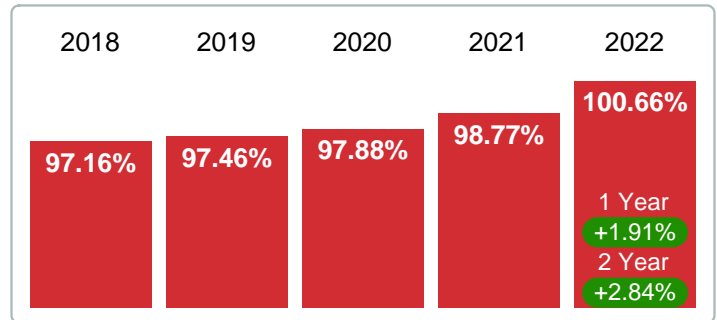
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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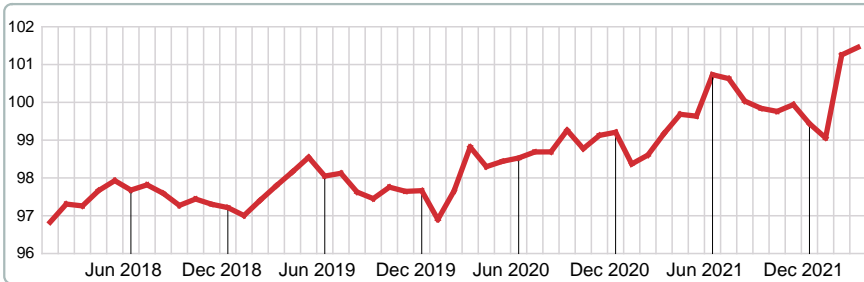
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

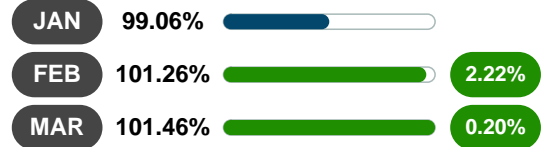


3 MONTHS

5 year MAR AVG = 98.90%

High Mar 2022 101.46% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **101.46%** above the 5 yr MAR average of **98.90%**



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	132	9.28%	100.30%	102.08%	97.74%	99.86%	0.00%
\$100,001 - \$150,000	143	10.06%	100.99%	101.36%	101.31%	95.30%	95.64%
\$150,001 - \$200,000	239	16.81%	101.46%	100.23%	101.72%	101.00%	101.75%
\$200,001 - \$275,000	377	26.51%	101.43%	100.35%	101.87%	100.50%	99.12%
\$275,001 - \$350,000	202	14.21%	100.90%	100.72%	100.02%	101.89%	101.18%
\$350,001 - \$475,000	189	13.29%	100.20%	98.25%	100.16%	100.25%	100.69%
\$475,001 and up	140	9.85%	105.57%	100.27%	101.95%	109.12%	99.85%
Average Sold/List Ratio			101.50%	101.24%	101.11%	102.44%	100.20%
Total Closed Units		100%	101.50%	173	790	396	63
Total Closed Volume				24.77M	187.24M	142.23M	37.20M

March 2022



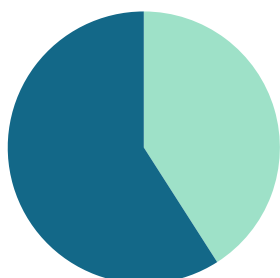
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

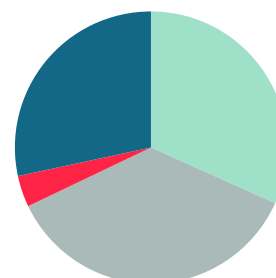


Inventory
 New Listings
1,716 = 40.94%
 Start Inventory
2,476
 Total Inventory Units
4,192
 Volume
\$1,437,710,968

Market Activity

Closed Sales
1,422 = 31.71%
 Pending Sales
1,623 = 36.20%
 Other Off Market
167 = 3.72%
 Active Inventory
1,272 = 28.37%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,414	1,422	0.57%	3,457	3,656	5.76%
Pending Sales	1,665	1,623	-2.52%	4,081	4,221	3.43%
New Listings	1,807	1,716	-5.04%	4,192	4,319	3.03%
Average List Price	252,687	273,599	8.28%	246,903	267,520	8.35%
Average Sale Price	249,505	275,273	10.33%	243,408	267,357	9.84%
Average Percent of Selling Price to List Price	99.18%	101.46%	2.30%	98.77%	100.66%	1.91%
Average Days on Market to Sale	27.46	20.19	-26.49%	29.24	20.85	-28.67%
Monthly Inventory	3,588	1,272	-64.55%	3,588	1,272	-64.55%
Months Supply of Inventory	2.58	0.85	-67.23%	2.58	0.85	-67.23%

Absorption: Last 12 months, an Average of **1,503** Sales/Month

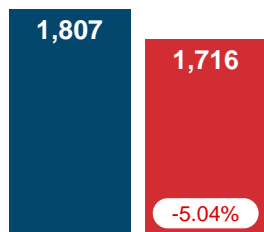
Inventory on March 31, 2022 = **1,272**

2021 **2022**

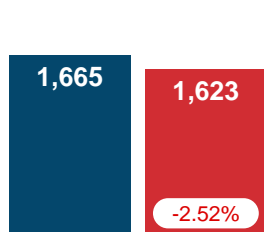
MARCH MARKET

AVERAGE PRICES

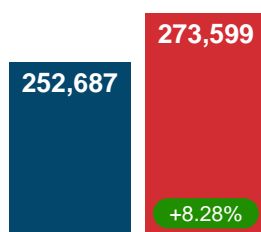
New Listings



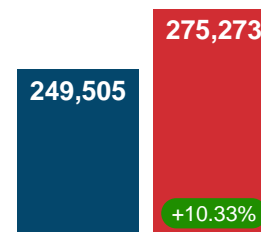
Pending Listings



List Price



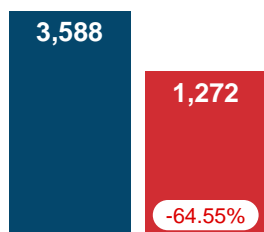
Sale Price



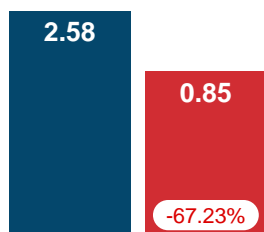
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

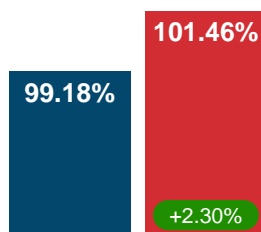
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

