

April 2022



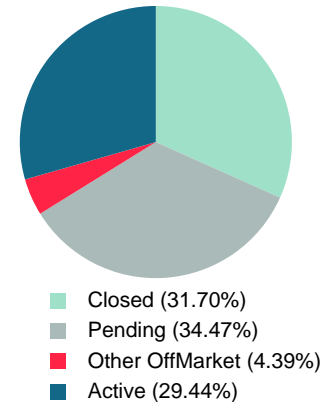
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	April 2022	+/-%
Closed Listings	1,011	938	-7.22%
Pending Listings	1,222	1,020	-16.53%
New Listings	1,319	1,276	-3.26%
Average List Price	270,565	294,819	8.96%
Average Sale Price	268,497	297,242	10.71%
Average Percent of Selling Price to List Price	99.88%	101.51%	1.64%
Average Days on Market to Sale	19.62	11.39	-41.95%
End of Month Inventory	959	871	-9.18%
Months Supply of Inventory	0.98	0.85	-12.82%



Absorption: Last 12 months, an Average of **1,020** Sales/Month
Active Inventory as of April 30, 2022 = **871**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2022 decreased **9.18%** to 871 existing homes available for sale. Over the last 12 months this area has had an average of 1,020 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 **10.71%** in April 2022 to \$297,242 versus the previous year at \$268,497.

Average Days on Market Shortens

The average number of **11.39** days that homes spent on the market before selling decreased by 8.23 days or **41.95%** 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 1,276 New Listings in April 2022, down **3.26%** from last year at 1,319. Furthermore, there were 938 Closed Listings this month versus last year at 1,011, a **-7.22%** decrease.

Closed versus Listed trends yielded a **73.5%** ratio, down from previous year's, April 2021, at **76.6%**, a **4.09%** downswing. 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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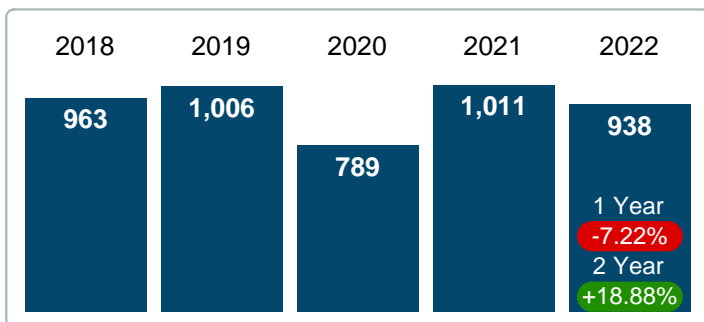
Area Delimited by County Of Tulsa - Residential Property Type



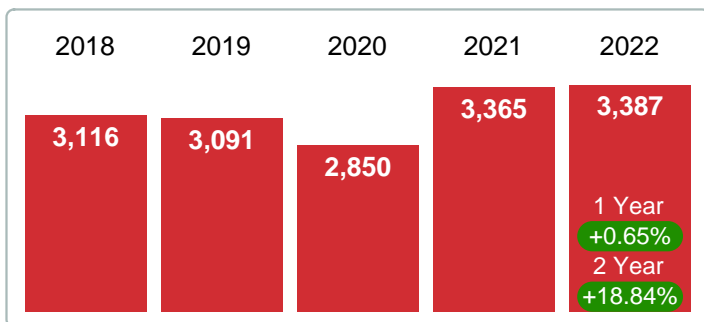
CLOSED LISTINGS

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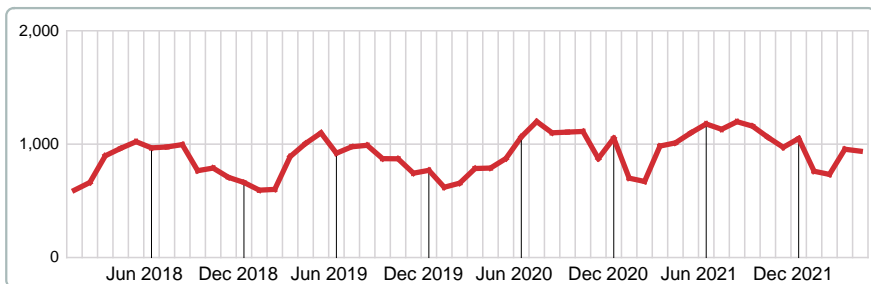
APRIL



YEAR TO DATE (YTD)

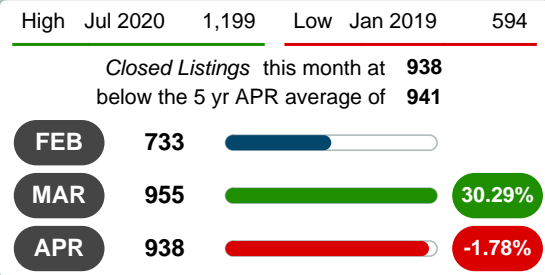


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 941



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	8.53%	12.6	45	32	3	0
\$100,001 - \$150,000	107	11.41%	10.9	29	74	3	1
\$150,001 - \$200,000	133	14.18%	5.6	20	103	10	0
\$200,001 - \$275,000	229	24.41%	8.0	18	142	65	4
\$275,001 - \$350,000	144	15.35%	11.7	6	73	61	4
\$350,001 - \$500,000	148	15.78%	12.0	2	50	80	16
\$500,001 and up	97	10.34%	25.5	1	14	51	31
Total Closed Units	938			121	488	273	56
Total Closed Volume	278,812,536	100%	11.4	18.91M	114.82M	107.40M	37.68M
Average Closed Price	\$297,242			\$156,262	\$235,290	\$393,409	\$672,909

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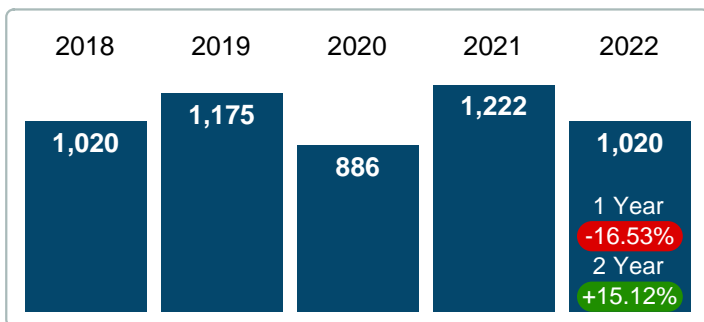
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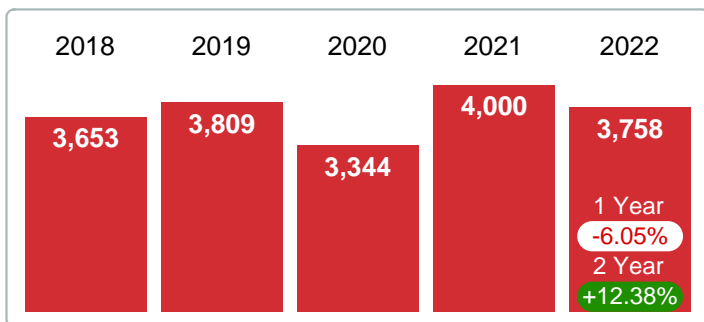
PENDING LISTINGS

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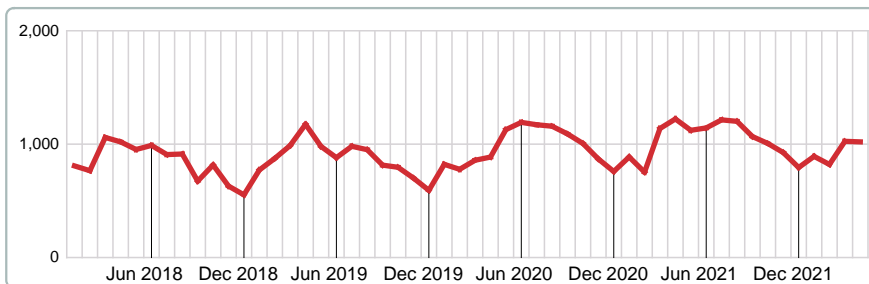
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,065

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at 1,020 below the 5 yr APR average of 1,065



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	73	7.16%	16.5	40	30	3	0
\$100,001 - \$150,000	128	12.55%	12.6	40	82	5	1
\$150,001 - \$200,000	157	15.39%	10.1	22	117	17	1
\$200,001 - \$275,000	244	23.92%	11.3	17	181	44	2
\$275,001 - \$350,000	165	16.18%	11.2	6	77	75	7
\$350,001 - \$500,000	149	14.61%	12.6	2	42	88	17
\$500,001 and up	104	10.20%	37.4	0	14	62	28
Total Pending Units	1,020			127	543	294	56
Total Pending Volume	306,493,587	100%	14.1	18.59M	127.71M	122.07M	38.12M
Average Listing Price	\$301,452			\$146,414	\$235,200	\$415,190	\$680,711

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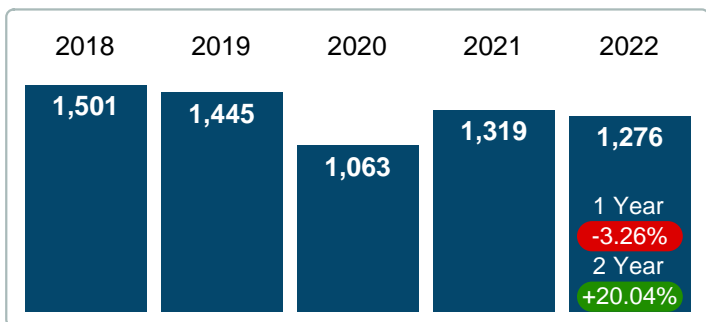
Area Delimited by County Of Tulsa - Residential Property Type



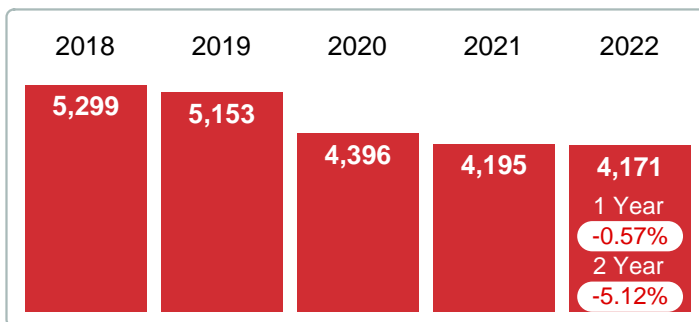
NEW LISTINGS

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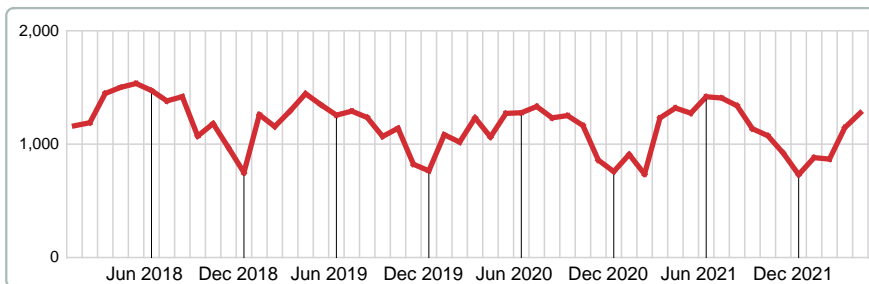
APRIL



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 1,276
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	98	7.68%	62	33	3	0
\$100,001 - \$150,000	137	10.74%	37	91	8	1
\$150,001 - \$200,000	187	14.66%	28	135	23	1
\$200,001 - \$300,000	366	28.68%	21	231	106	8
\$300,001 - \$375,000	161	12.62%	3	60	86	12
\$375,001 - \$525,000	186	14.58%	3	45	111	27
\$525,001 and up	141	11.05%	0	21	76	44
Total New Listed Units	1,276		154	616	413	93
Total New Listed Volume	413,556,836	100%	21.87M	149.95M	173.09M	68.64M
Average New Listed Listing Price	\$307,647		\$142,020	\$243,427	\$419,104	\$738,117

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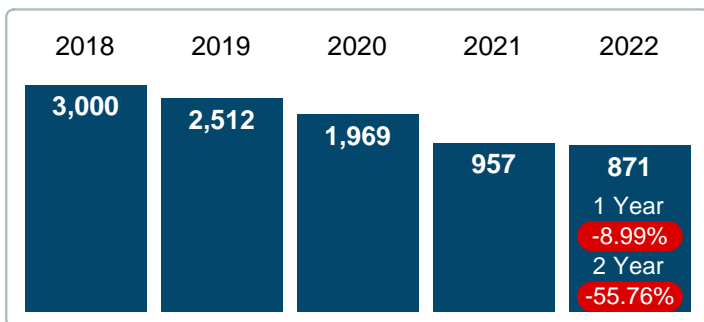
Area Delimited by County Of Tulsa - Residential Property Type



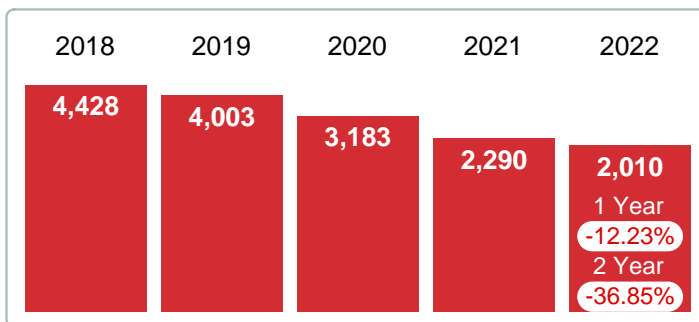
ACTIVE INVENTORY

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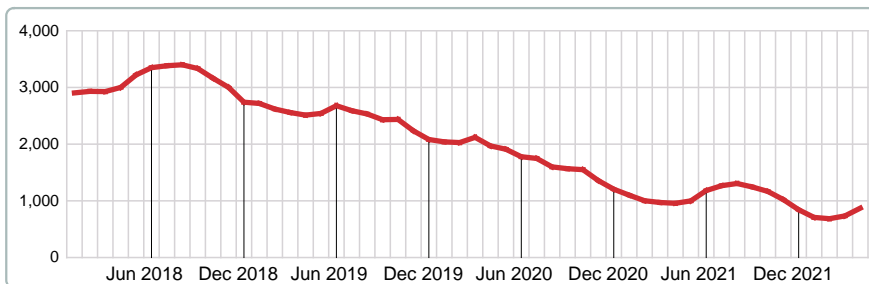
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,862

High Aug 2018 3,400 Low Feb 2022 685

Inventory this month at **871**
below the 5 yr APR average of **1,862**



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	52	5.97%	108.6	33	18	1	0
\$75,001 - \$175,000	147	16.88%	32.7	42	89	15	1
\$175,001 - \$250,000	131	15.04%	25.9	13	84	32	2
\$250,001 - \$375,000	184	21.13%	47.3	5	78	92	9
\$375,001 - \$500,000	144	16.53%	46.8	3	38	88	15
\$500,001 - \$700,000	121	13.89%	75.9	0	33	68	20
\$700,001 and up	92	10.56%	64.7	1	10	35	46
Total Active Inventory by Units	871			97	350	331	93
Total Active Inventory by Volume	384,900,131	100%	51.0	13.33M	101.57M	158.49M	111.51M
Average Active Inventory Listing Price	\$441,906			\$137,392	\$290,205	\$478,825	\$1,199,035

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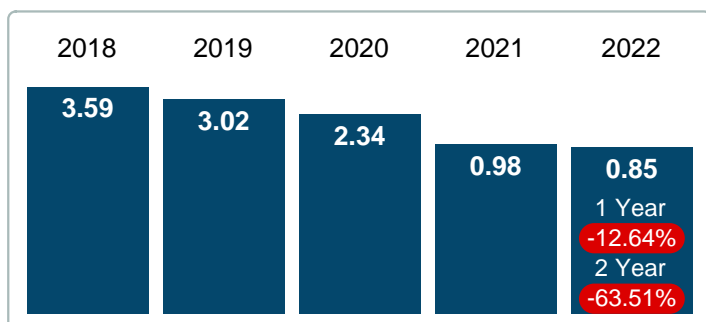
Area Delimited by County Of Tulsa - Residential Property Type



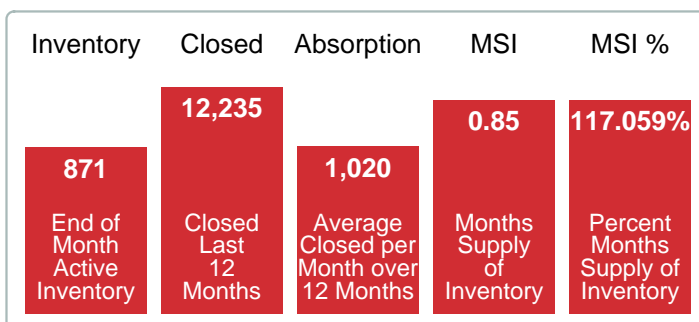
MONTHS SUPPLY of INVENTORY (MSI)

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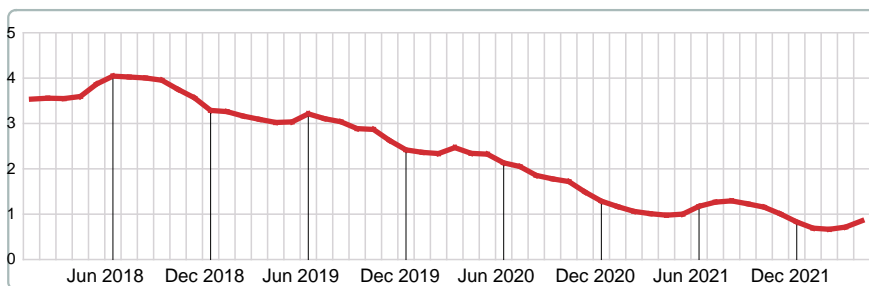
MSI FOR APRIL



INDICATORS FOR APRIL 2022

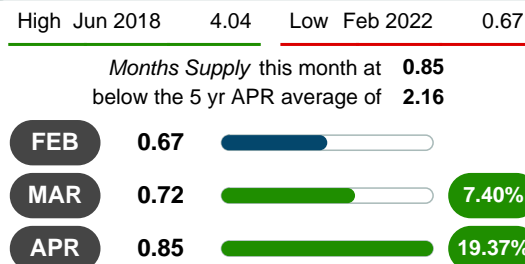


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 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	52	5.97%	0.87	0.98	0.79	0.33	0.00
\$75,001 - \$175,000	147	16.88%	0.60	0.73	0.53	0.80	0.75
\$175,001 - \$250,000	131	15.04%	0.47	0.58	0.43	0.54	0.45
\$250,001 - \$375,000	184	21.13%	0.75	0.52	0.75	0.79	0.61
\$375,001 - \$500,000	144	16.53%	1.33	0.92	1.39	1.40	0.99
\$500,001 - \$700,000	121	13.89%	2.35	0.00	3.54	2.38	1.52
\$700,001 and up	92	10.56%	3.02	4.00	3.16	2.36	3.78
Market Supply of Inventory (MSI)			0.85	0.76	0.66	1.09	1.53
Total Active Inventory by Units		100%	871	97	350	331	93

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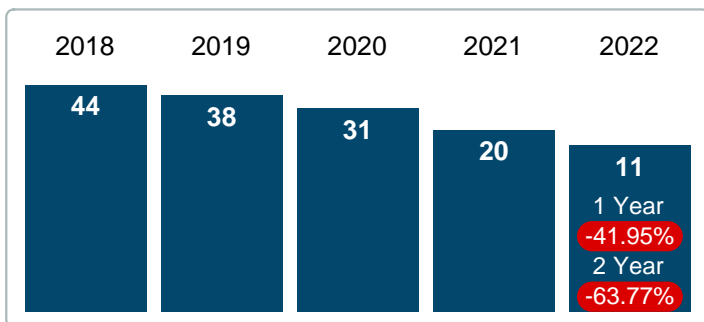
Area Delimited by County Of Tulsa - Residential Property Type



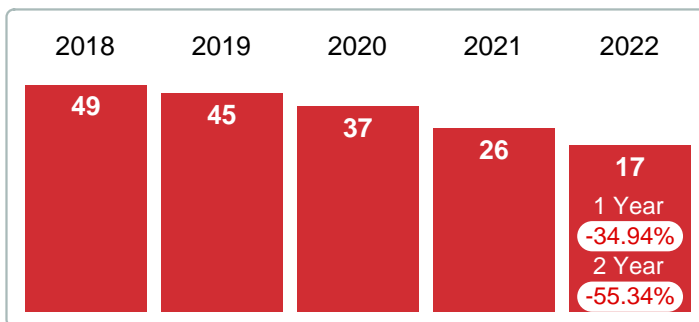
AVERAGE DAYS ON MARKET TO SALE

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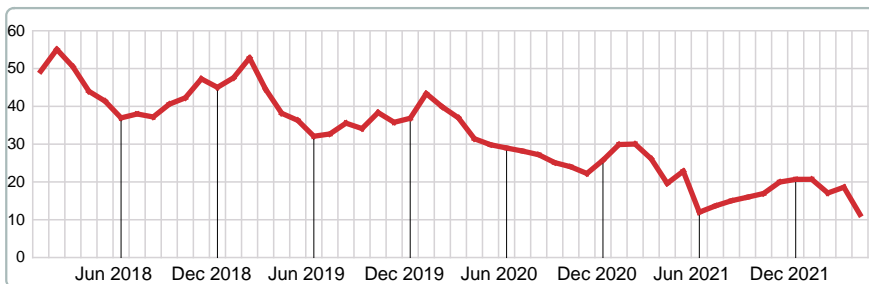
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

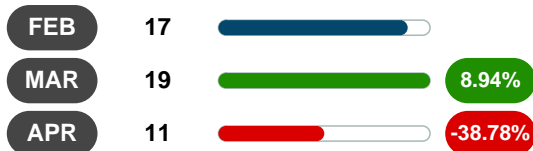


3 MONTHS

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	8.53%	13	18	6	5	0
\$100,001 - \$150,000	11.41%	11	6	13	4	1
\$150,001 - \$200,000	14.18%	6	7	5	6	0
\$200,001 - \$275,000	24.41%	8	7	6	13	2
\$275,001 - \$350,000	15.35%	12	12	10	13	25
\$350,001 - \$500,000	15.78%	12	35	13	11	14
\$500,001 and up	10.34%	25	170	17	28	20
Average Closed DOM		11	13	9	15	17
Total Closed Units	100%	11	121	488	273	56
Total Closed Volume		278,812,536	18.91M	114.82M	107.40M	37.68M

April 2022



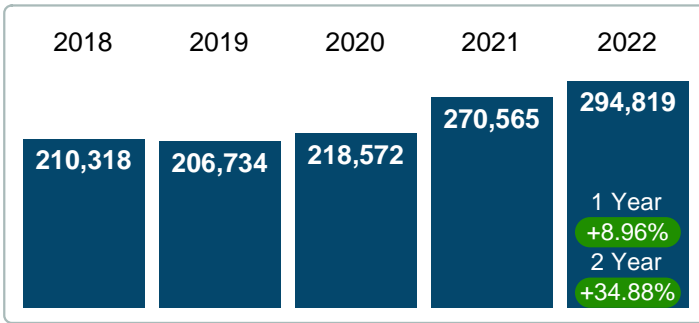
Area Delimited by County Of Tulsa - Residential Property Type



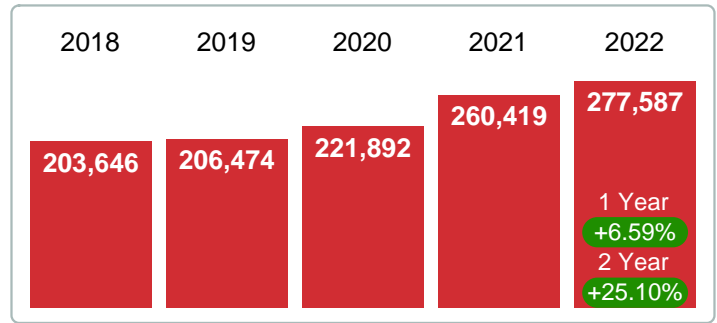
AVERAGE LIST PRICE AT CLOSING

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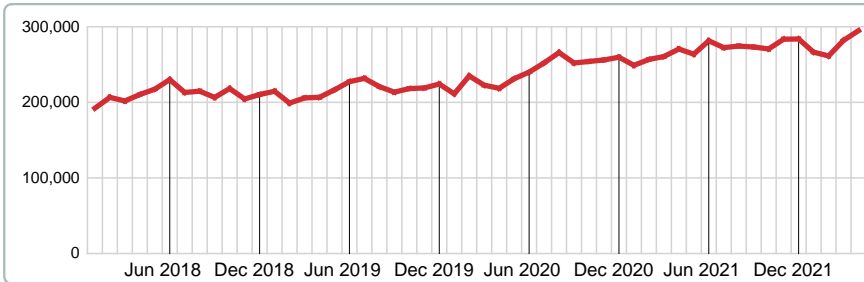
APRIL



YEAR TO DATE (YTD)

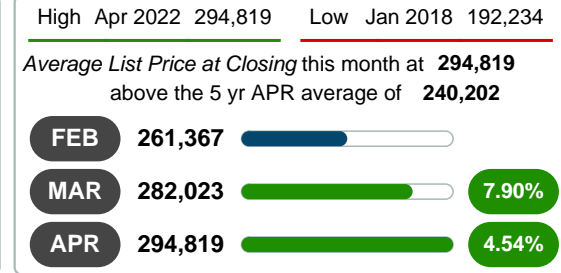


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 240,202



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	8.74%	77,114	76,007	79,436	88,333	0
\$100,001 - \$150,000	12.79%	127,834	118,888	126,034	159,833	125,000
\$150,001 - \$200,000	14.39%	177,355	174,715	171,971	173,717	0
\$200,001 - \$275,000	24.09%	236,664	230,269	227,086	239,419	227,225
\$275,001 - \$350,000	15.46%	312,220	315,800	299,473	309,984	316,175
\$350,001 - \$500,000	14.39%	413,343	412,000	402,233	404,807	417,257
\$500,001 and up	10.13%	803,947	1,740,000	619,257	736,892	942,266
Average List Price		294,819	156,744	230,472	391,644	681,874
Total Closed Units	100%	294,819	121	488	273	56
Total Closed Volume		276,540,447	18.97M	112.47M	106.92M	38.18M

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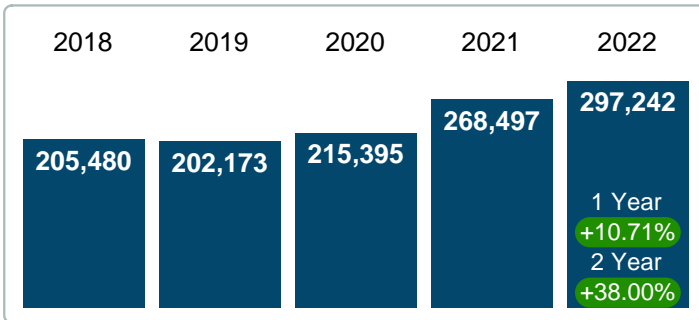
Area Delimited by County Of Tulsa - Residential Property Type



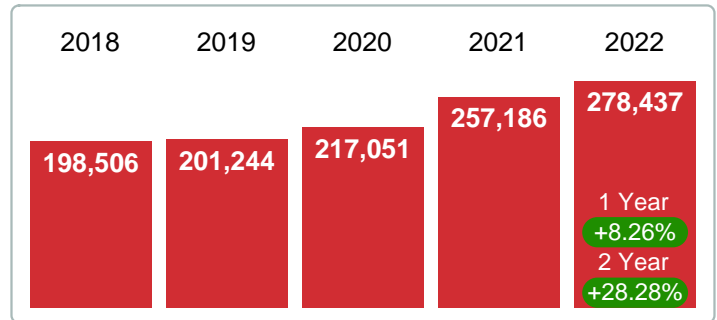
AVERAGE SOLD PRICE AT CLOSING

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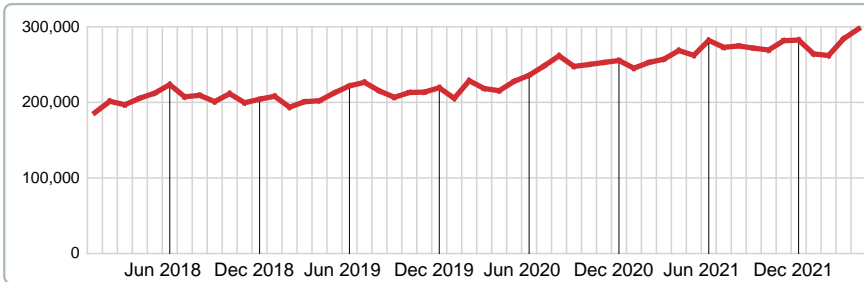
APRIL



YEAR TO DATE (YTD)

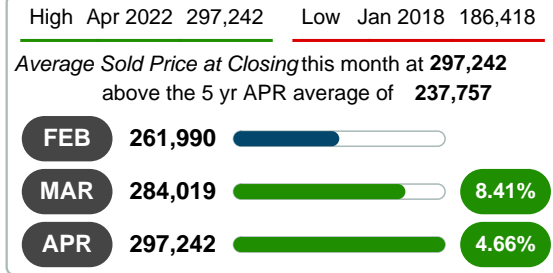


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 237,757



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	8.53%	75,356	73,821	77,517	75,333	0
\$100,001 - \$150,000	11.41%	125,814	120,481	127,245	142,333	125,000
\$150,001 - \$200,000	14.18%	175,154	175,640	174,775	178,077	0
\$200,001 - \$275,000	24.41%	236,007	236,139	234,168	240,044	235,100
\$275,001 - \$350,000	15.35%	312,574	313,251	308,661	315,801	333,750
\$350,001 - \$500,000	15.78%	411,167	399,500	409,136	412,461	412,501
\$500,001 and up	10.34%	784,717	1,650,000	620,139	727,512	925,242
Average Sold Price		297,242	156,262	235,290	393,409	672,909
Total Closed Units	100%	938	121	488	273	56
Total Closed Volume		278,812,536	18.91M	114.82M	107.40M	37.68M

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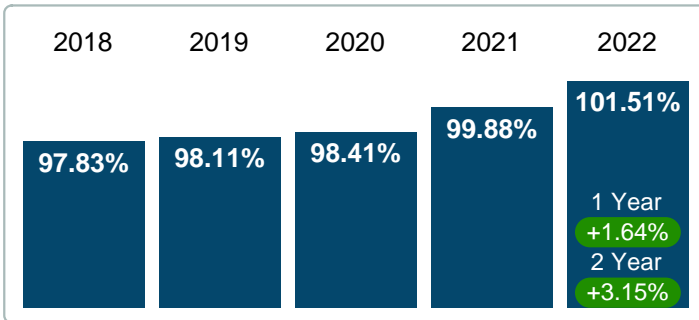
Area Delimited by County Of Tulsa - Residential Property Type



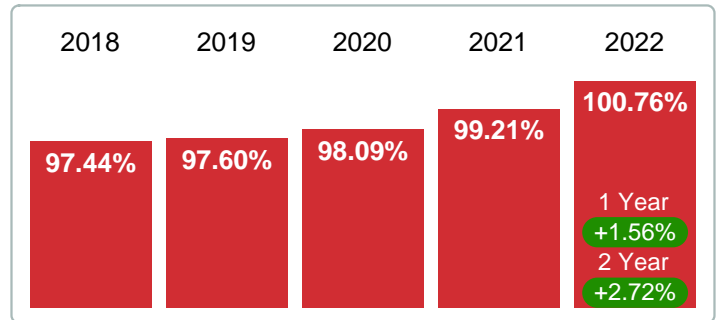
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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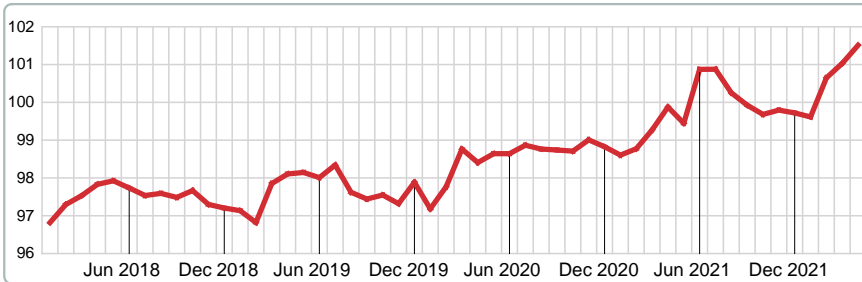
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

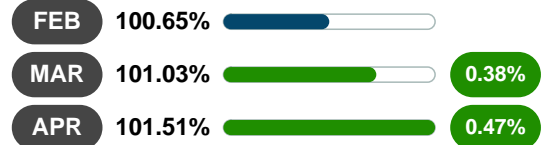


3 MONTHS

5 year APR AVG = 99.15%

High Apr 2022 101.51% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **101.51%** above the 5 yr APR average of **99.15%**



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	8.53%	97.81%	97.56%	99.18%	86.83%	0.00%
\$100,001 - \$150,000	107	11.41%	101.37%	101.61%	101.74%	90.36%	100.00%
\$150,001 - \$200,000	133	14.18%	102.15%	100.70%	102.35%	102.97%	0.00%
\$200,001 - \$275,000	229	24.41%	102.49%	102.85%	103.33%	100.49%	103.75%
\$275,001 - \$350,000	144	15.35%	102.68%	99.30%	103.28%	102.09%	105.61%
\$350,001 - \$500,000	148	15.78%	101.69%	97.06%	102.04%	102.08%	99.21%
\$500,001 and up	97	10.34%	99.53%	94.83%	100.40%	99.72%	98.96%
Average Sold/List Ratio		101.50%		99.89%	102.39%	101.00%	99.87%
Total Closed Units		938	100%	121	488	273	56
Total Closed Volume		278,812,536		18.91M	114.82M	107.40M	37.68M

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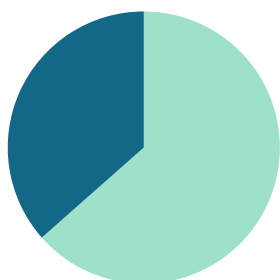
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

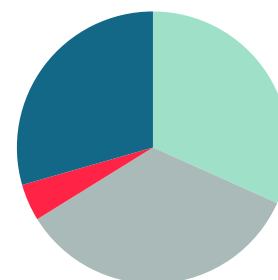


Inventory
 New Listings
1,276 = 63.48%
 Start Inventory
734
 Total Inventory Units
2,010
 Volume
\$743,060,737

Market Activity

Closed Sales
938 = 31.70%
 Pending Sales
1,020 = 34.47%
 Other Off Market
130 = 4.39%
 Active Inventory
871 = 29.44%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,011	938	-7.22%	3,365	3,387	0.65%
Pending Sales	1,222	1,020	-16.53%	4,000	3,758	-6.05%
New Listings	1,319	1,276	-3.26%	4,195	4,171	-0.57%
Average List Price	270,565	294,819	8.96%	260,419	277,587	6.59%
Average Sale Price	268,497	297,242	10.71%	257,186	278,437	8.26%
Average Percent of Selling Price to List Price	99.88%	101.51%	1.64%	99.21%	100.76%	1.56%
Average Days on Market to Sale	19.62	11.39	-41.95%	25.74	16.74	-34.94%
Monthly Inventory	959	871	-9.18%	959	871	-9.18%
Months Supply of Inventory	0.98	0.85	-12.82%	0.98	0.85	-12.82%

Absorption: Last 12 months, an Average of **1,020** Sales/Month

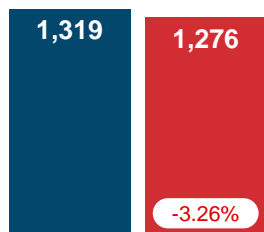
Inventory on April 30, 2022 = **871**

2021 **2022**

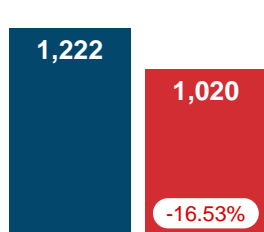
APRIL MARKET

AVERAGE PRICES

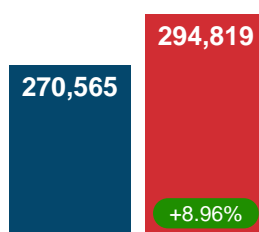
New Listings



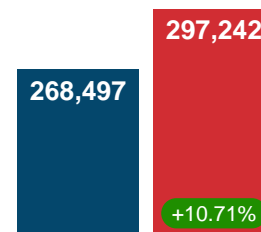
Pending Listings



List Price



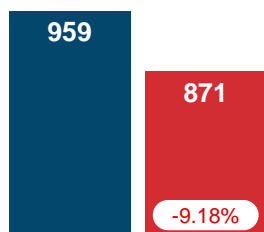
Sale Price



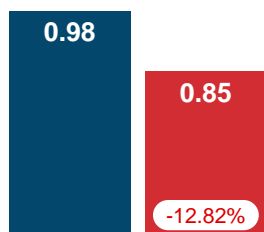
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

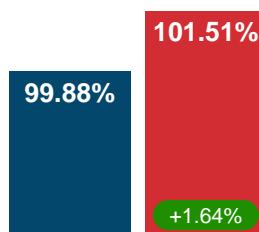
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

