

## March 2022



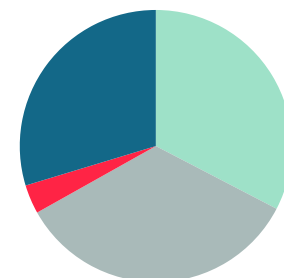
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	1,414	1,431	1.20%
Pending Listings	1,664	1,502	-9.74%
New Listings	1,806	1,716	-4.98%
Average List Price	252,687	274,279	8.54%
Average Sale Price	249,505	275,433	10.39%
Average Percent of Selling Price to List Price	99.18%	100.98%	1.82%
Average Days on Market to Sale	27.46	20.29	-26.10%
End of Month Inventory	1,459	1,302	-10.76%
Months Supply of Inventory	1.05	0.87	-17.54%



■ Closed (32.63%)  
■ Pending (34.25%)  
■ Other OffMarket (3.44%)  
■ Active (29.69%)

**Absorption:** Last 12 months, an Average of **1,504** Sales/Month  
**Active Inventory** as of March 31, 2022 = **1,302**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2022 decreased **10.76%** to 1,302 existing homes available for sale. Over the last 12 months this area has had an average of 1,504 closed sales per month. This represents an unsold inventory index of **0.87** 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 **10.39%** in March 2022 to \$275,433 versus the previous year at \$249,505.

##### Average Days on Market Shortens

The average number of **20.29** days that homes spent on the market before selling decreased by 7.17 days or **26.10%** 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 **4.98%** from last year at 1,806. Furthermore, there were 1,431 Closed Listings this month versus last year at 1,414, a **1.20%** increase.

Closed versus Listed trends yielded a **83.4%** ratio, up from previous year's, March 2021, at **78.3%**, a **6.51%** 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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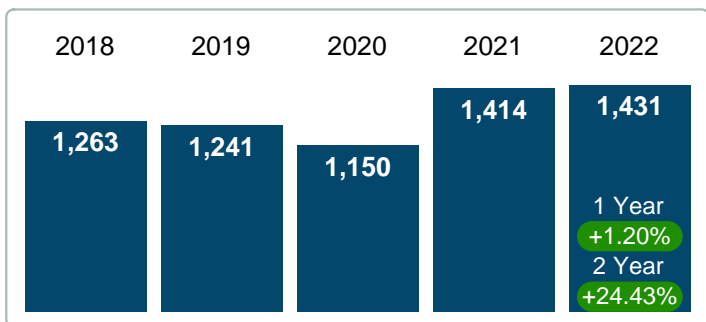
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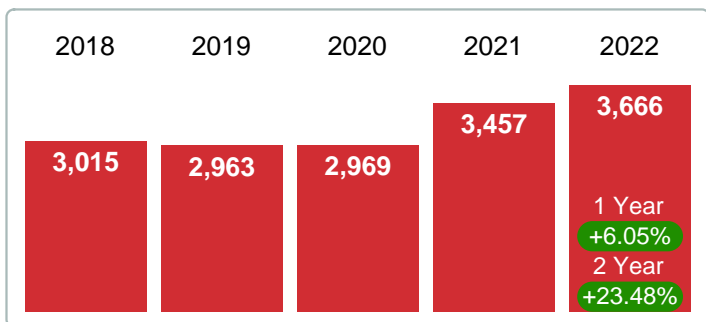
## CLOSED LISTINGS

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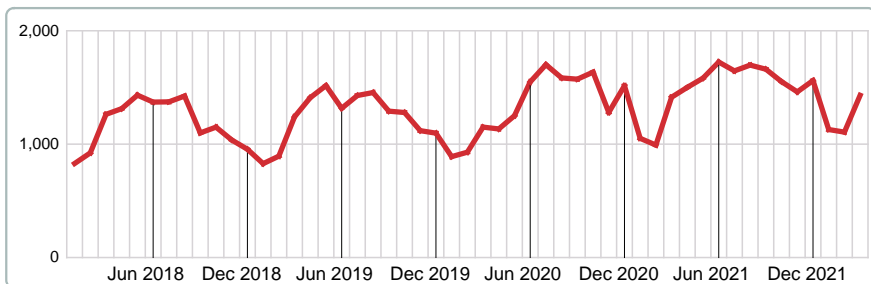
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,300

High Jun 2021 1,724 Low Jan 2019 828

Closed Listings this month at **1,431** above the 5 yr MAR average of **1,300**

Month	Closed Listings	% Change
JAN	1,129	
FEB	1,106	-2.04%
MAR	1,431	29.39%

### 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	136	9.50%	28.0	77	52	7	0
\$100,001 - \$150,000	143	9.99%	23.1	35	100	6	2
\$150,001 - \$200,000	240	16.77%	13.7	25	178	34	3
\$200,001 - \$275,000	378	26.42%	11.3	23	263	90	2
\$275,001 - \$350,000	204	14.26%	19.1	8	98	89	9
\$350,001 - \$475,000	189	13.21%	23.2	5	76	91	17
\$475,001 and up	141	9.85%	43.2	2	28	80	31
<b>Total Closed Units</b>	<b>1,431</b>			<b>175</b>	<b>795</b>	<b>397</b>	<b>64</b>
<b>Total Closed Volume</b>	<b>394,144,500</b>	<b>100%</b>	<b>20.3</b>	<b>24.91M</b>	<b>188.27M</b>	<b>142.36M</b>	<b>38.60M</b>
<b>Average Closed Price</b>	<b>\$275,433</b>			<b>\$142,315</b>	<b>\$236,824</b>	<b>\$358,602</b>	<b>\$603,119</b>

# March 2022



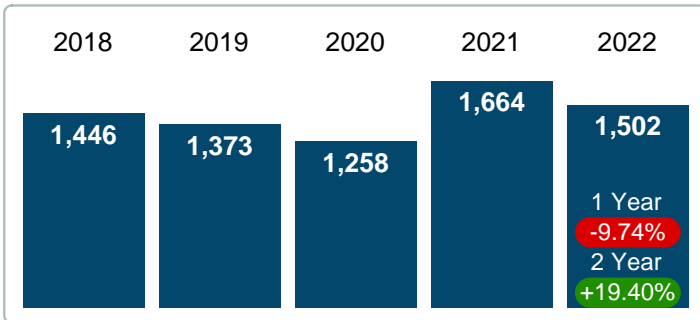
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



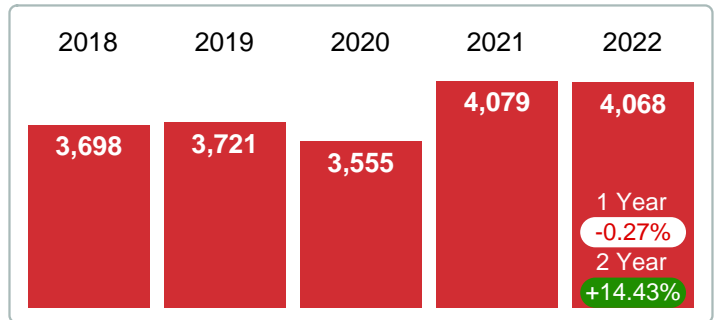
## PENDING LISTINGS

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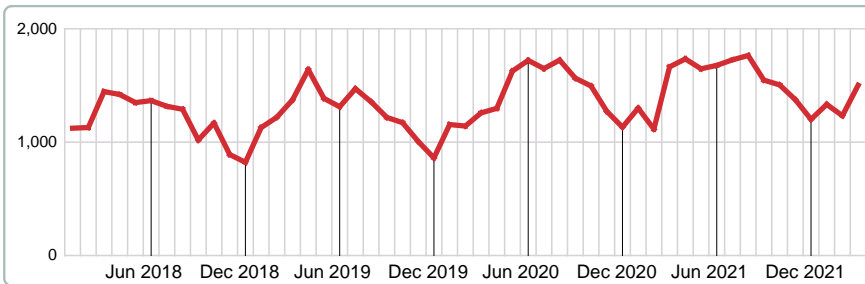
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,449

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,502 above the 5 yr MAR average of 1,449



### 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	135	8.99%	40.3	78	48	8	1
\$100,001 - \$150,000	182	12.12%	14.6	44	126	9	3
\$150,001 - \$200,000	216	14.38%	16.8	19	165	30	2
\$200,001 - \$275,000	365	24.30%	15.0	17	255	90	3
\$275,001 - \$375,000	266	17.71%	17.7	10	128	117	11
\$375,001 - \$500,000	178	11.85%	24.3	5	56	96	21
\$500,001 and up	160	10.65%	40.2	1	28	89	42
<b>Total Pending Units</b>	<b>1,502</b>			<b>174</b>	<b>806</b>	<b>439</b>	<b>83</b>
<b>Total Pending Volume</b>	<b>452,523,971</b>	<b>100%</b>	<b>21.5</b>	<b>25.66M</b>	<b>193.56M</b>	<b>175.00M</b>	<b>58.31M</b>
<b>Average Listing Price</b>	<b>\$301,848</b>			<b>\$147,460</b>	<b>\$240,146</b>	<b>\$398,623</b>	<b>\$702,564</b>

# March 2022



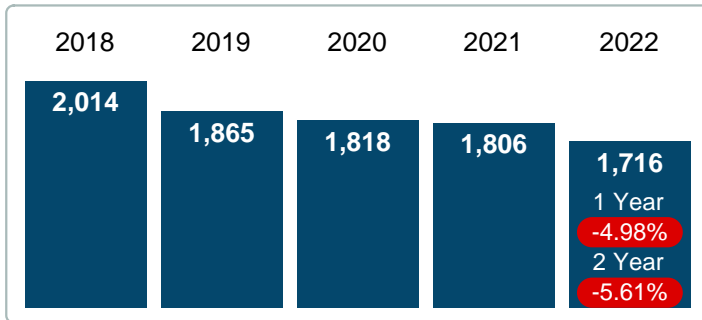
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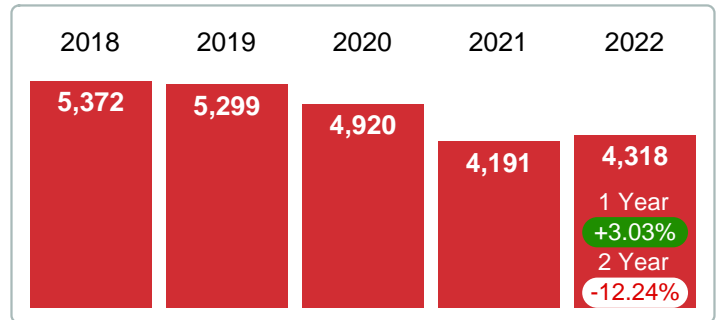
## NEW LISTINGS

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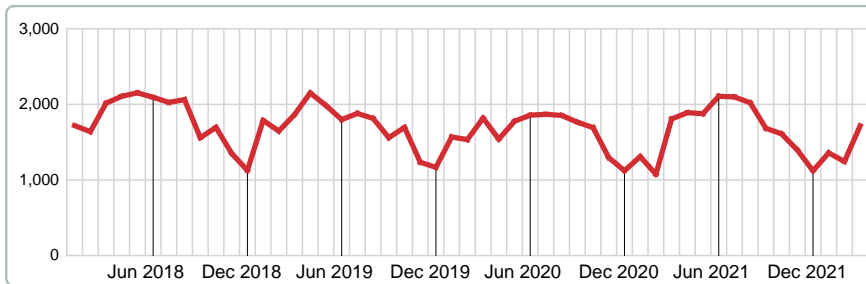
### MARCH



### 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	169	9.85%	81	82	4	2
\$100,001 - \$150,000	219	12.76%	52	148	14	5
\$150,001 - \$200,000	251	14.63%	21	201	26	3
\$200,001 - \$275,000	387	22.55%	19	273	92	3
\$275,001 - \$375,000	298	17.37%	11	154	123	10
\$375,001 - \$525,000	214	12.47%	4	60	125	25
\$525,001 and up	178	10.37%	3	29	94	52
<b>Total New Listed Units</b>	<b>1,716</b>		<b>191</b>	<b>947</b>	<b>478</b>	<b>100</b>
<b>Total New Listed Volume</b>	<b>541,228,462</b>	<b>100%</b>	<b>29.38M</b>	<b>223.21M</b>	<b>199.25M</b>	<b>89.39M</b>
<b>Average New Listed Listing Price</b>	<b>\$298,586</b>		<b>\$153,834</b>	<b>\$235,706</b>	<b>\$416,831</b>	<b>\$893,874</b>

# March 2022



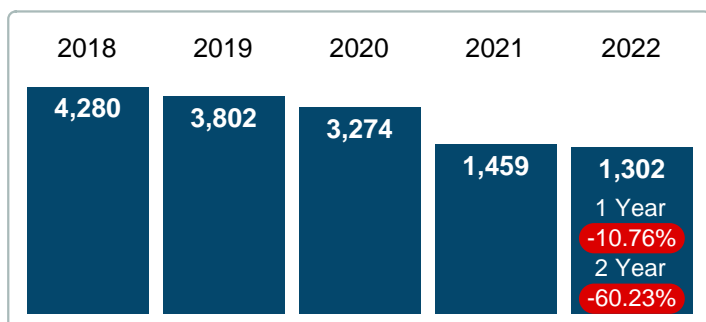
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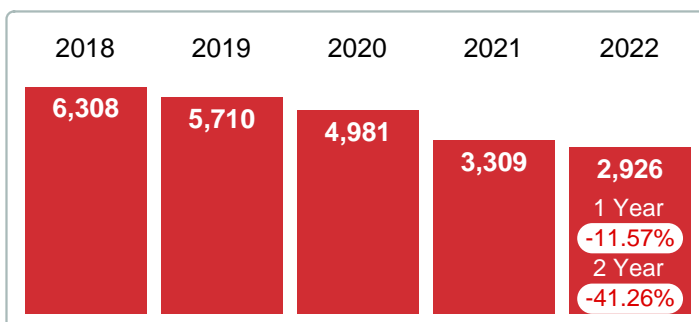
## ACTIVE INVENTORY

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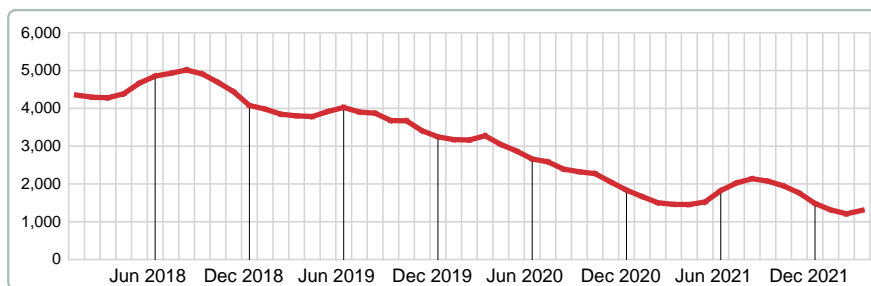
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

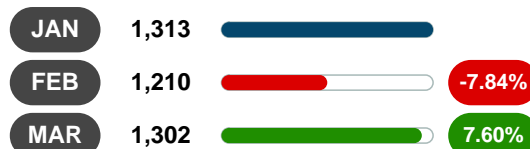


### 3 MONTHS

5 year MAR AVG = 2,823

High Aug 2018 5,015 | Low Feb 2022 1,210

Inventory this month at **1,302**  
 below the 5 yr MAR average of **2,823**



### 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	107	8.22%	79.3	60	42	3	2
\$75,001 - \$125,000	127	9.75%	57.3	46	70	11	0
\$125,001 - \$200,000	221	16.97%	48.9	36	150	31	4
\$200,001 - \$350,000	339	26.04%	60.4	16	192	119	12
\$350,001 - \$500,000	216	16.59%	73.0	12	78	109	17
\$500,001 - \$725,000	158	12.14%	80.1	4	41	91	22
\$725,001 and up	134	10.29%	87.6	3	29	42	60
<b>Total Active Inventory by Units</b>	<b>1,302</b>			<b>177</b>	<b>602</b>	<b>406</b>	<b>117</b>
<b>Total Active Inventory by Volume</b>	<b>548,692,212</b>	<b>100%</b>	<b>67.0</b>	<b>29.87M</b>	<b>188.62M</b>	<b>195.23M</b>	<b>134.98M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$421,423</b>			<b>\$168,757</b>	<b>\$313,319</b>	<b>\$480,857</b>	<b>\$1,153,644</b>

# March 2022



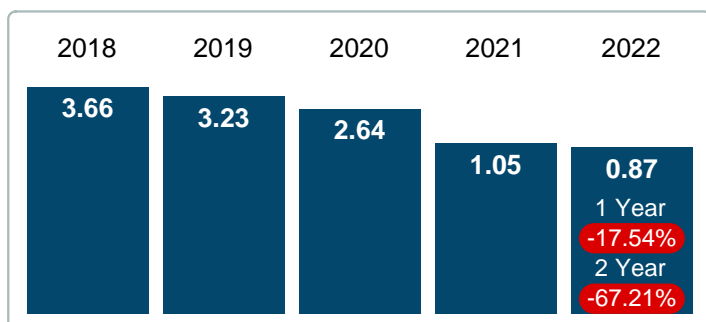
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



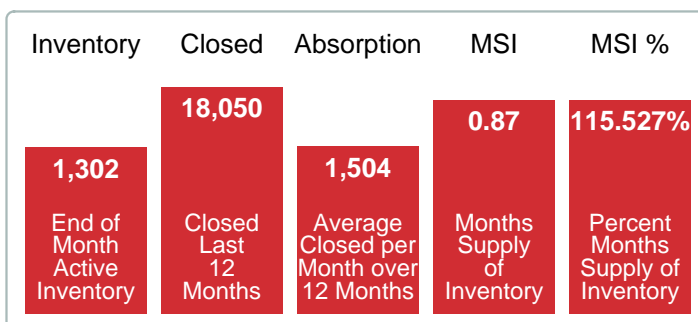
## MONTHS SUPPLY of INVENTORY (MSI)

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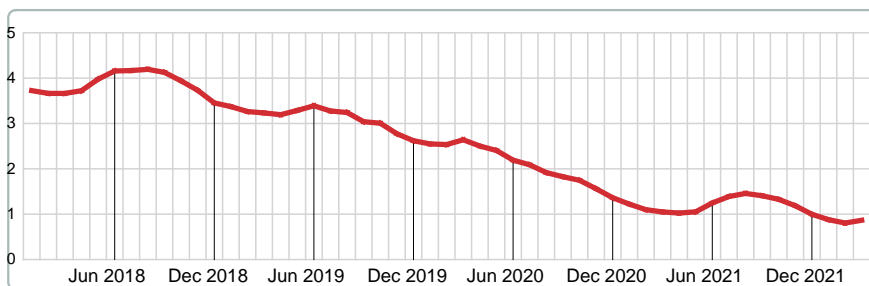
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022

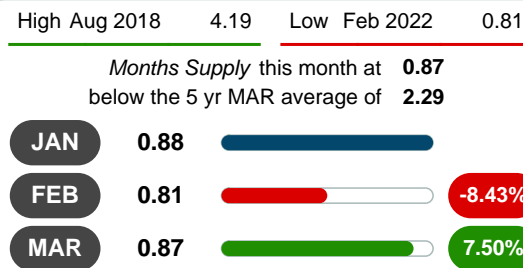


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 2.29



### 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	107	8.22%	1.17	1.22	1.13	0.61	3.00
\$75,001 - \$125,000	127	9.75%	0.98	1.04	0.91	1.43	0.00
\$125,001 - \$200,000	221	16.97%	0.56	0.80	0.50	0.67	1.37
\$200,001 - \$350,000	339	26.04%	0.59	0.58	0.59	0.58	0.58
\$350,001 - \$500,000	216	16.59%	1.06	2.25	1.32	0.96	0.68
\$500,001 - \$725,000	158	12.14%	2.14	5.33	2.76	2.29	1.18
\$725,001 and up	134	10.29%	3.96	6.00	7.91	2.55	4.56
Market Supply of Inventory (MSI)			0.87	1.03	0.74	0.94	1.42
Total Active Inventory by Units		100%	0.87	177	602	406	117

# March 2022



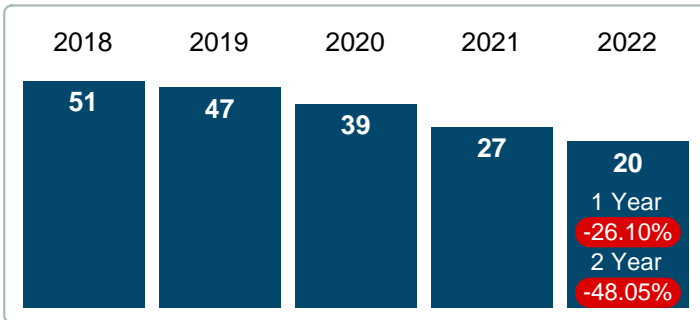
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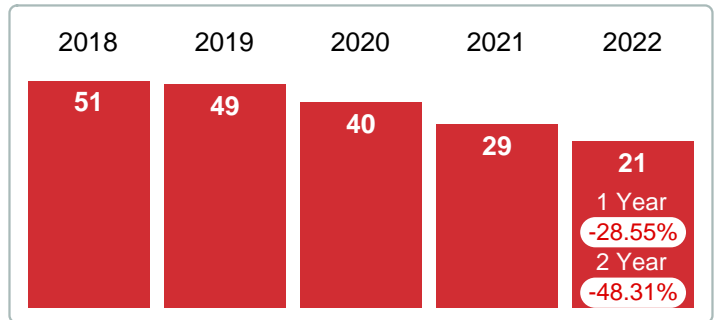
## AVERAGE DAYS ON MARKET TO SALE

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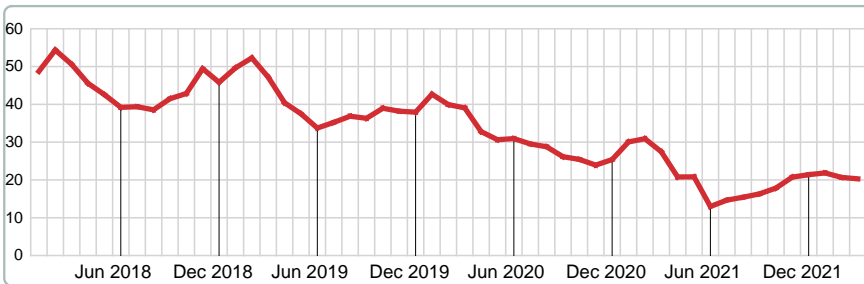
### MARCH



### YEAR TO DATE (YTD)

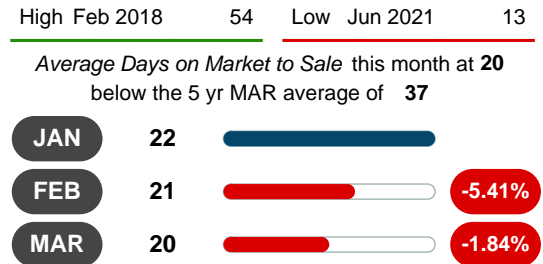


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	9.50%	28	29	25	38	0	
\$100,001 - \$150,000	9.99%	23	26	20	63	15	
\$150,001 - \$200,000	16.77%	14	19	12	19	7	
\$200,001 - \$275,000	26.42%	11	19	10	13	13	
\$275,001 - \$350,000	14.26%	19	29	22	15	27	
\$350,001 - \$475,000	13.21%	23	12	26	19	36	
\$475,001 and up	9.85%	43	78	35	46	42	
<b>Average Closed DOM</b>		<b>20</b>					
<b>Total Closed Units</b>	<b>1,431</b>	<b>100%</b>	<b>20</b>				
<b>Total Closed Volume</b>	<b>394,144,500</b>			<b>24.91M</b>	<b>188.27M</b>	<b>142.36M</b>	<b>38.60M</b>

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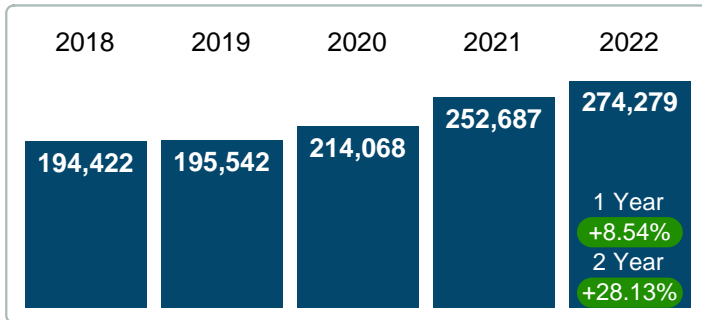
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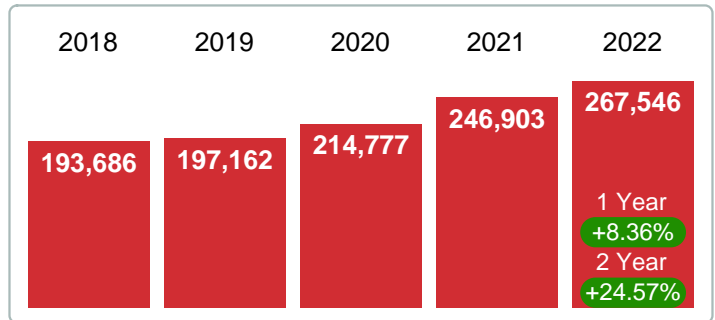
## AVERAGE LIST PRICE AT CLOSING

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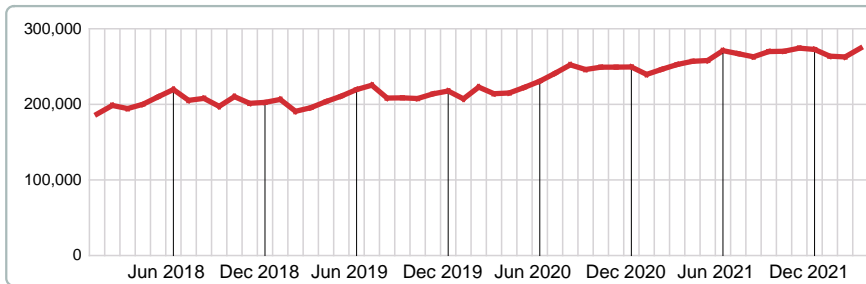
### MARCH



### YEAR TO DATE (YTD)

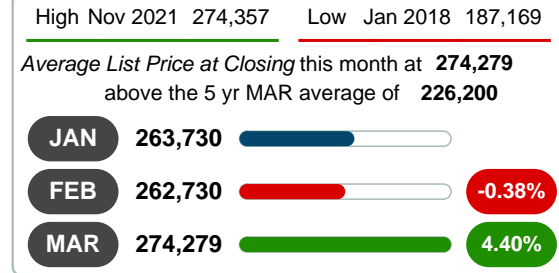


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 226,200



### 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	9.50%	71,012	67,979	76,633	79,257	0
\$100,001 - \$150,000	11.18%	129,877	126,070	128,722	130,250	115,500
\$150,001 - \$200,000	17.40%	179,433	175,384	174,609	178,132	189,000
\$200,001 - \$275,000	25.44%	235,859	231,639	229,128	242,562	248,950
\$275,001 - \$350,000	14.19%	312,850	296,522	310,356	304,917	306,122
\$350,001 - \$475,000	12.86%	409,336	427,600	405,432	401,843	424,455
\$475,001 and up	9.43%	686,652	574,750	620,003	616,900	875,534
<b>Average List Price</b>		<b>274,279</b>	<b>142,965</b>	<b>234,951</b>	<b>358,390</b>	<b>600,130</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>274,279</b>	<b>175</b>	<b>795</b>	<b>397</b>	<b>64</b>
<b>Total Closed Volume</b>		<b>392,493,809</b>	<b>25.02M</b>	<b>186.79M</b>	<b>142.28M</b>	<b>38.41M</b>



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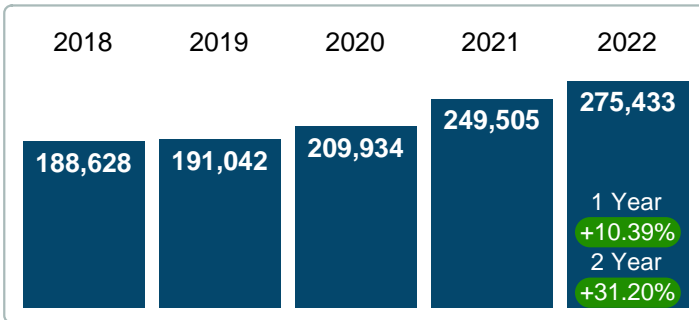
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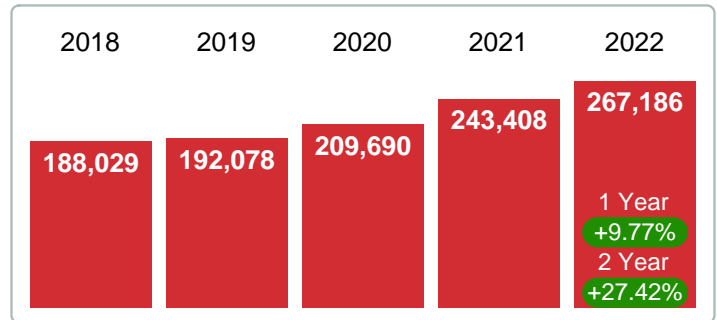
## AVERAGE SOLD PRICE AT CLOSING

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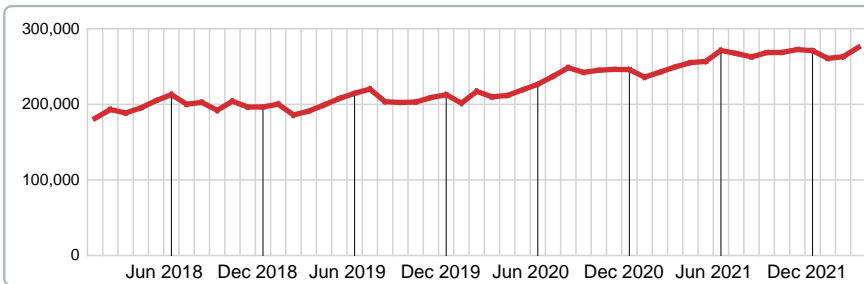
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

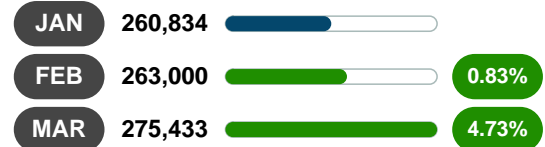


### 3 MONTHS

5 year MAR AVG = 222,908

High Mar 2022 275,433 Low Jan 2018 181,456

Average Sold Price at Closing this month at **275,433** above the 5 yr MAR average of **222,908**



### 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	9.50%	69,795	66,241	74,533	73,700	0
\$100,001 - \$150,000	9.99%	127,995	127,560	128,766	123,750	109,750
\$150,001 - \$200,000	16.77%	177,417	174,762	177,194	179,218	192,333
\$200,001 - \$275,000	26.42%	235,510	232,039	232,977	243,555	246,500
\$275,001 - \$350,000	14.26%	309,599	297,890	309,780	310,435	309,778
\$350,001 - \$475,000	13.21%	405,865	419,800	404,939	401,880	427,233
\$475,001 and up	9.85%	672,905	575,925	627,688	611,167	879,329
<b>Average Sold Price</b>		<b>275,433</b>	<b>142,315</b>	<b>236,824</b>	<b>358,602</b>	<b>603,119</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>275,433</b>	<b>175</b>	<b>795</b>	<b>397</b>	<b>64</b>
<b>Total Closed Volume</b>		<b>394,144,500</b>	<b>24.91M</b>	<b>188.27M</b>	<b>142.36M</b>	<b>38.60M</b>

# March 2022



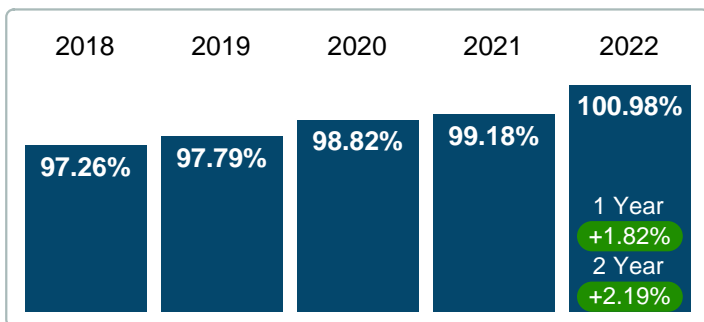
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



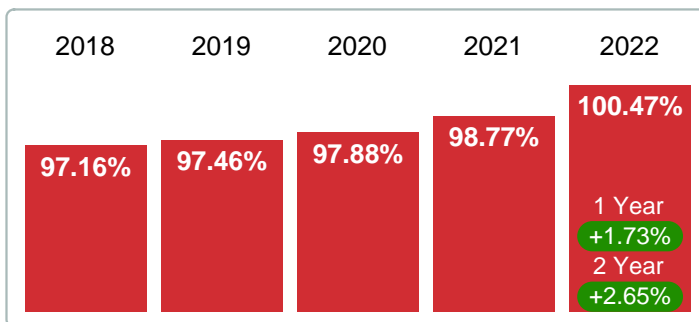
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

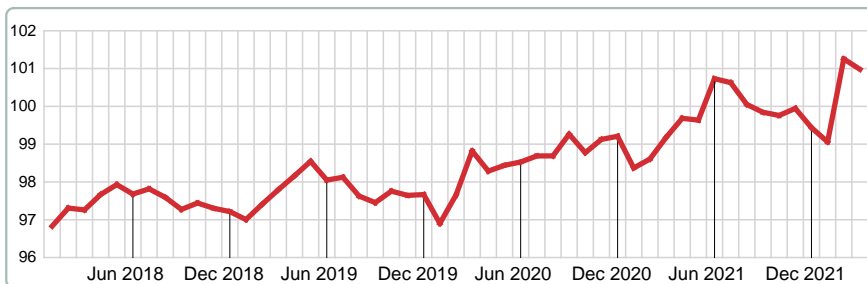
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

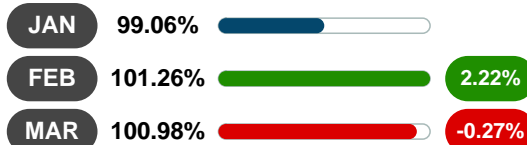


### 3 MONTHS

5 year MAR AVG = 98.81%

High Feb 2022 101.26% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **100.98%** above the 5 yr MAR average of **98.81%**



### 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	136	9.50%	100.14%	102.03%	97.77%	96.88%	0.00%
\$100,001 - \$150,000	143	9.99%	100.99%	101.36%	101.31%	95.30%	95.64%
\$150,001 - \$200,000	240	16.77%	101.49%	100.23%	101.76%	101.00%	101.75%
\$200,001 - \$275,000	378	26.42%	101.50%	100.35%	101.92%	100.63%	99.12%
\$275,001 - \$350,000	204	14.26%	100.99%	100.72%	100.02%	102.07%	101.18%
\$350,001 - \$475,000	189	13.21%	100.20%	98.25%	100.16%	100.25%	100.69%
\$475,001 and up	141	9.85%	100.53%	100.27%	101.95%	100.38%	99.64%
Average Sold/List Ratio		101.00%		101.23%	101.14%	100.70%	100.09%
Total Closed Units	1,431	100%	101.00%	175	795	397	64
Total Closed Volume	394,144,500			24.91M	188.27M	142.36M	38.60M

# March 2022



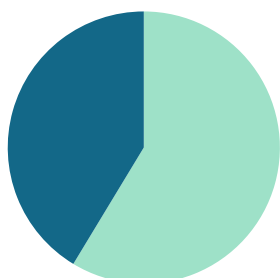
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

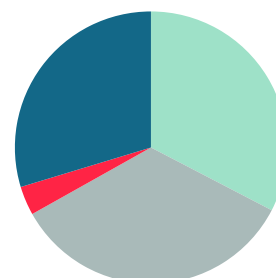


**Inventory**  
 New Listings  
**1,716 = 58.67%**  
 Start Inventory  
**1,209**  
 Total Inventory Units  
**2,925**  
 Volume  
**\$1,071,689,190**

### Market Activity

Closed Sales  
**1,431 = 32.63%**  
 Pending Sales  
**1,502 = 34.25%**  
 Other Off Market  
**151 = 3.44%**  
 Active Inventory  
**1,302 = 29.69%**

### MARKET ACTIVITY



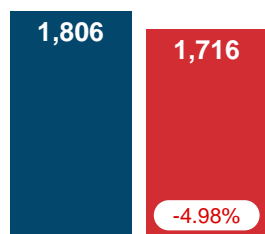
Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,414	1,431	1.20%	3,457	3,666	6.05%
Pending Sales	1,664	1,502	-9.74%	4,079	4,068	-0.27%
New Listings	1,806	1,716	-4.98%	4,191	4,318	3.03%
Average List Price	252,687	274,279	8.54%	246,903	267,546	8.36%
Average Sale Price	249,505	275,433	10.39%	243,408	267,186	9.77%
Average Percent of Selling Price to List Price	99.18%	100.98%	1.82%	98.77%	100.47%	1.73%
Average Days on Market to Sale	27.46	20.29	-26.10%	29.24	20.89	-28.55%
Monthly Inventory	1,459	1,302	-10.76%	1,459	1,302	-10.76%
Months Supply of Inventory	1.05	0.87	-17.54%	1.05	0.87	-17.54%

**Absorption:** Last 12 months, an Average of **1,504** Sales/Month **Inventory** on March 31, 2022 = **1,302** **2021** **2022**

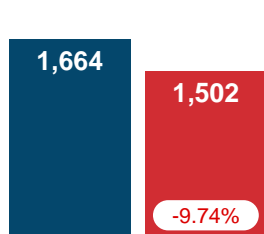
### MARCH MARKET

### AVERAGE PRICES

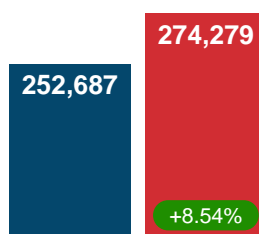
#### New Listings



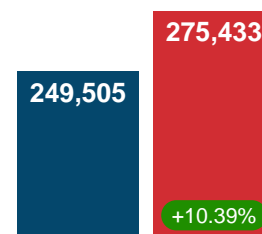
#### Pending Listings



#### List Price



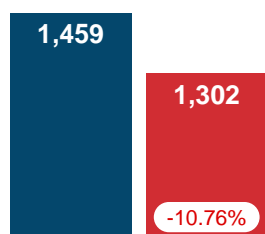
#### Sale Price



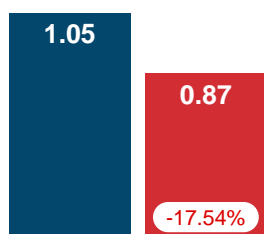
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

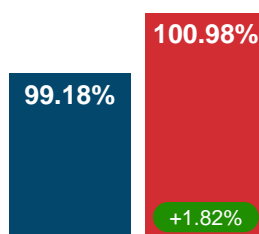
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

