

March 2022



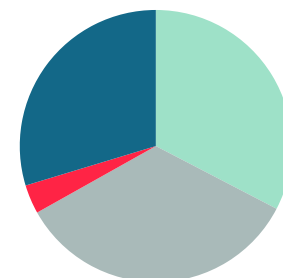
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	210,000	230,000	9.52%
Median Sale Price	211,450	235,000	11.14%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	5.00	-16.67%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **11.14%** in March 2022 to \$235,000 versus the previous year at \$211,450.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 1.00 days or **16.67%** in March 2022 compared to last year's same month at **6.00** DOM.

Sales Success for March 2022 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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

March 2022



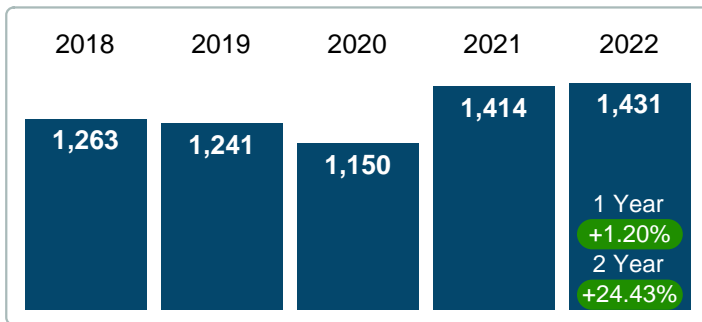
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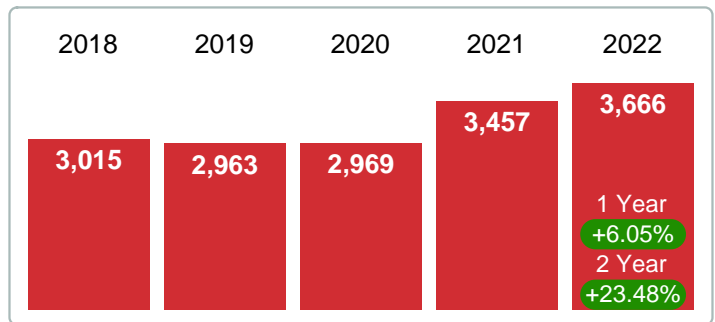
CLOSED LISTINGS

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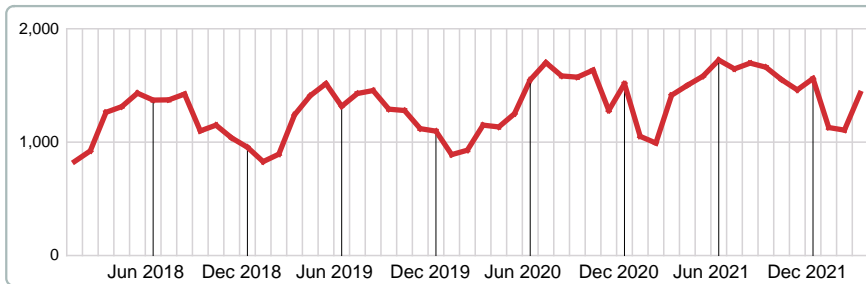
MARCH



YEAR TO DATE (YTD)

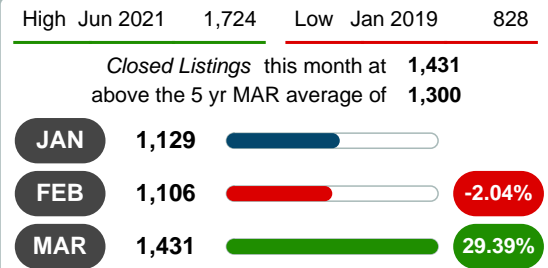


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,300



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	136	9.50%	10.0	77	52	7	0
\$100,001 - \$150,000	143	9.99%	5.0	35	100	6	2
\$150,001 - \$200,000	240	16.77%	4.0	25	178	34	3
\$200,001 - \$275,000	378	26.42%	4.0	23	263	90	2
\$275,001 - \$350,000	204	14.26%	5.0	8	98	89	9
\$350,001 - \$475,000	189	13.21%	5.0	5	76	91	17
\$475,001 and up	141	9.85%	13.0	2	28	80	31
Total Closed Units	1,431			175	795	397	64
Total Closed Volume	394,144,500	100%	5.0	24.91M	188.27M	142.36M	38.60M
Median Closed Price	\$235,000			\$115,000	\$215,500	\$326,550	\$474,500

March 2022



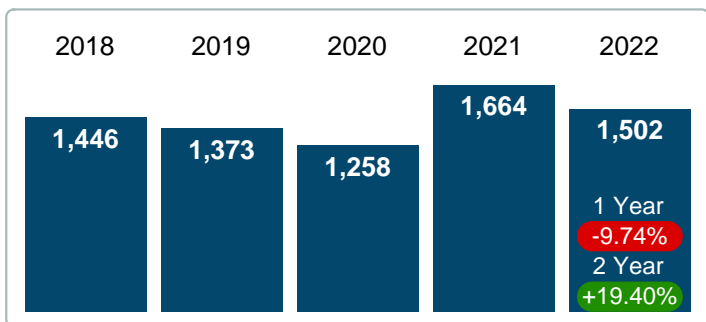
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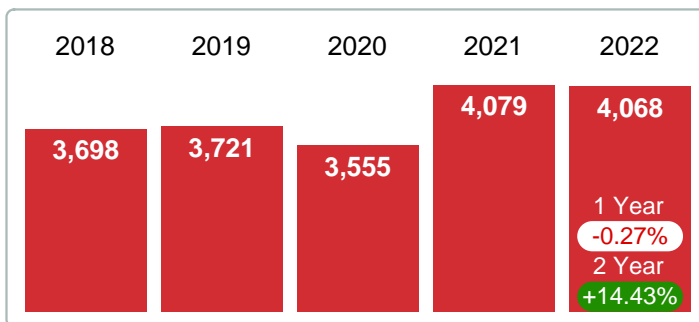
PENDING LISTINGS

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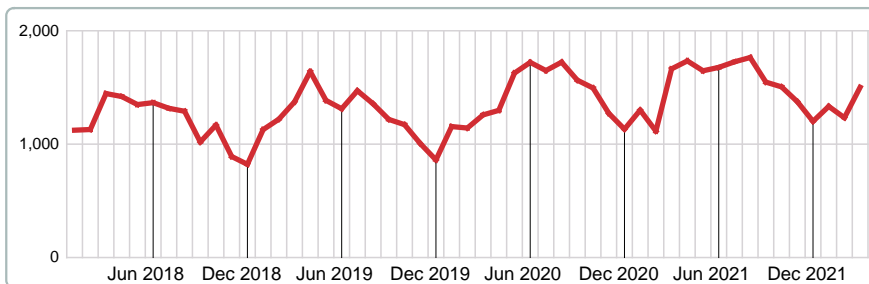
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,449

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	135	8.99%	7.0	78	48	8	1
\$100,001 - \$150,000	182	12.12%	4.0	44	126	9	3
\$150,001 - \$200,000	216	14.38%	5.0	19	165	30	2
\$200,001 - \$275,000	365	24.30%	5.0	17	255	90	3
\$275,001 - \$375,000	266	17.71%	5.0	10	128	117	11
\$375,001 - \$500,000	178	11.85%	8.5	5	56	96	21
\$500,001 and up	160	10.65%	12.0	1	28	89	42
Total Pending Units	1,502			174	806	439	83
Total Pending Volume	452,523,971	100%	6.0	25.66M	193.56M	175.00M	58.31M
Median Listing Price	\$240,000			\$110,000	\$220,000	\$348,000	\$515,000

March 2022



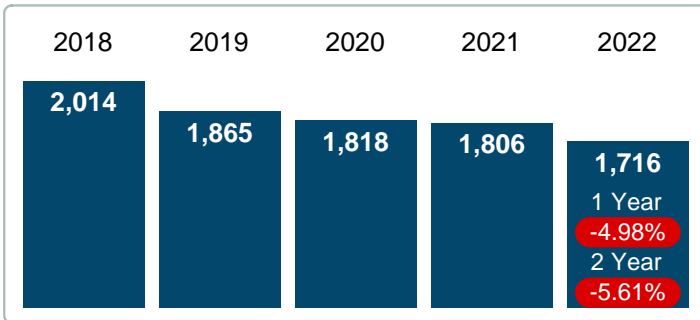
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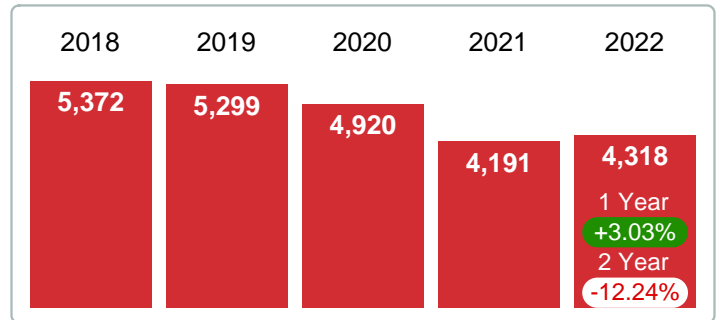
NEW LISTINGS

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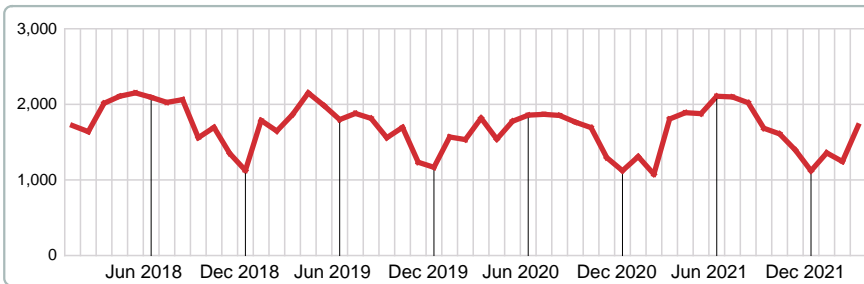
MARCH



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
Total New Listed Units	1,716		191	947	478	100
Total New Listed Volume	541,228,462	100%	29.38M	223.21M	199.25M	89.39M
Median New Listed Listing Price	\$239,000		\$114,900	\$215,000	\$359,900	\$549,750

March 2022



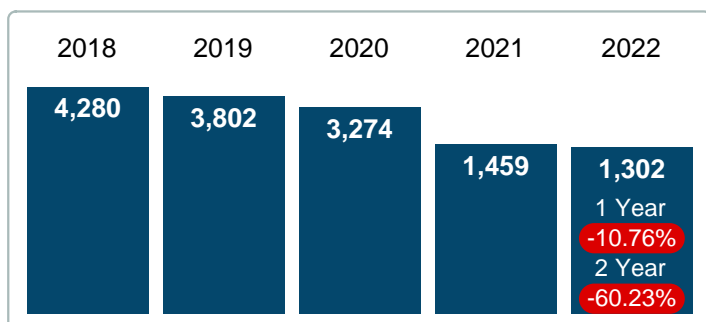
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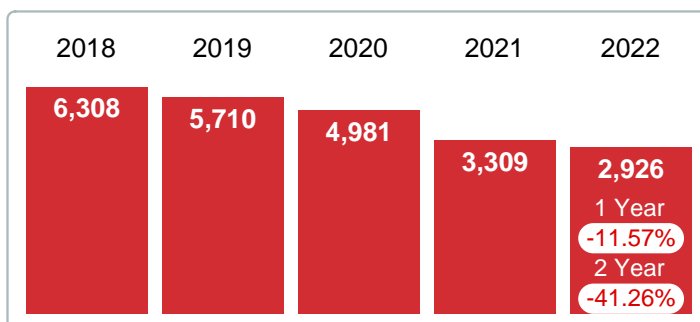
ACTIVE INVENTORY

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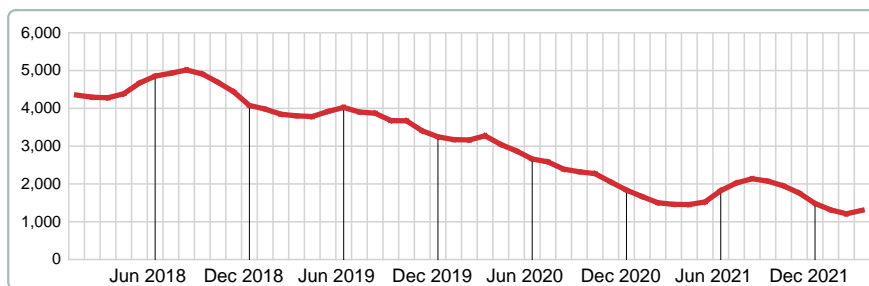
END OF MARCH



ACTIVE DURING MARCH

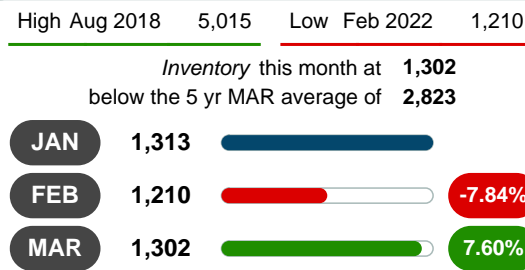


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2,823



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	107	8.22%	27.0	60	42	3	2
\$75,001 - \$125,000	127	9.75%	26.0	46	70	11	0
\$125,001 - \$200,000	221	16.97%	17.0	36	150	31	4
\$200,001 - \$350,000	339	26.04%	21.0	16	192	119	12
\$350,001 - \$500,000	216	16.59%	35.5	12	78	109	17
\$500,001 - \$725,000	158	12.14%	45.0	4	41	91	22
\$725,001 and up	134	10.29%	69.5	3	29	42	60
Total Active Inventory by Units	1,302			177	602	406	117
Total Active Inventory by Volume	548,692,212	100%	27.0	29.87M	188.62M	195.23M	134.98M
Median Active Inventory Listing Price	\$287,715			\$110,000	\$225,000	\$415,000	\$750,000

March 2022



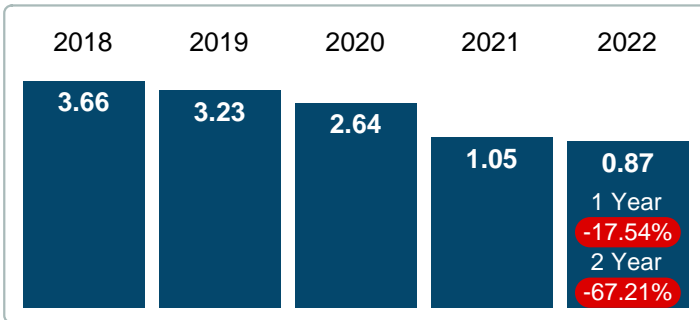
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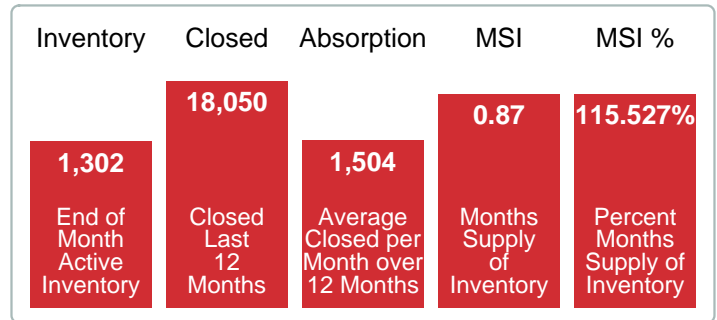
MONTHS SUPPLY of INVENTORY (MSI)

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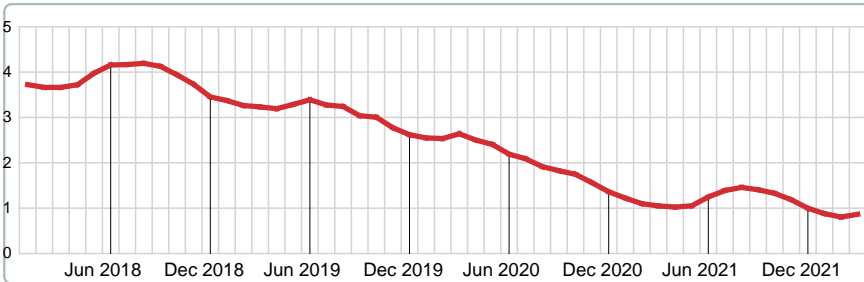
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.29

High Aug 2018 4.19 Low Feb 2022 0.81

Months Supply this month at **0.87**
below the 5 yr MAR average of **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



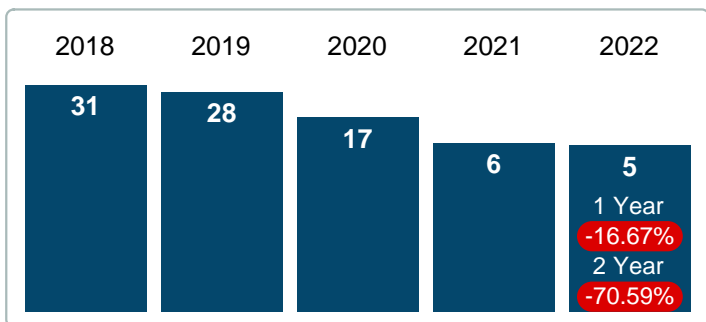
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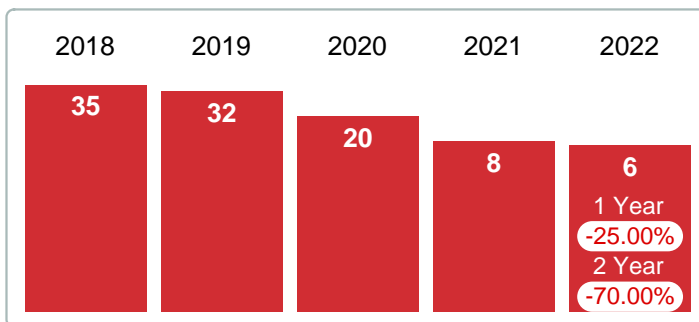
MEDIAN DAYS ON MARKET TO SALE

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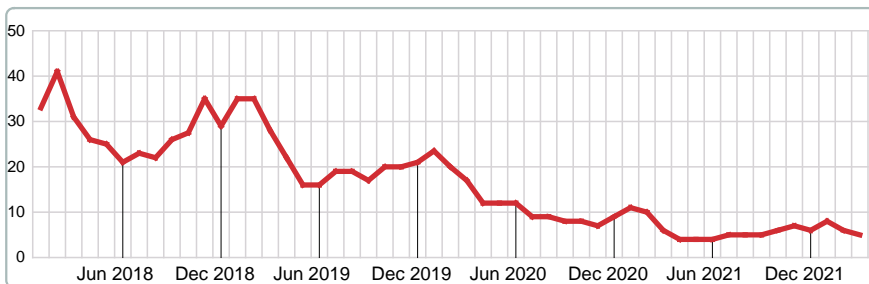
MARCH



YEAR TO DATE (YTD)

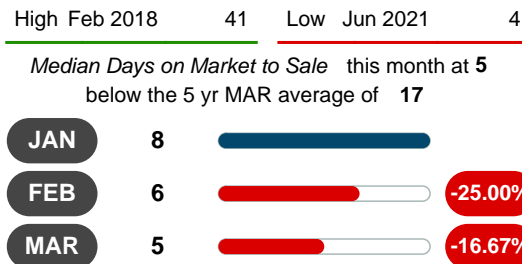


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 17



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.50%	10	8	10	15	0
\$100,001 - \$150,000	9.99%	5	5	5	40	15
\$150,001 - \$200,000	16.77%	4	3	4	6	4
\$200,001 - \$275,000	26.42%	4	3	4	5	13
\$275,001 - \$350,000	14.26%	5	14	6	4	3
\$350,001 - \$475,000	13.21%	5	6	6	4	8
\$475,001 and up	9.85%	13	78	6	13	18
Median Closed DOM		5	7	5	5	12
Total Closed Units	100%	1,431	175	795	397	64
Total Closed Volume		394,144,500	24.91M	188.27M	142.36M	38.60M

March 2022



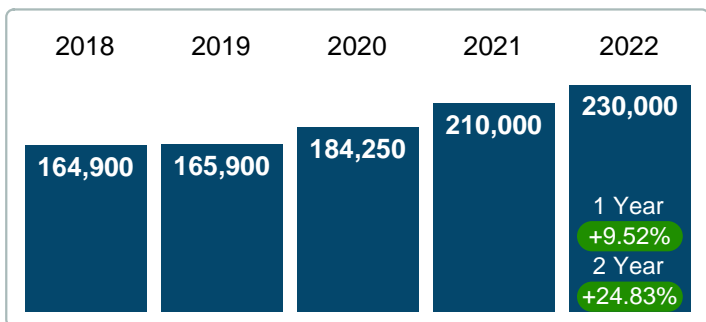
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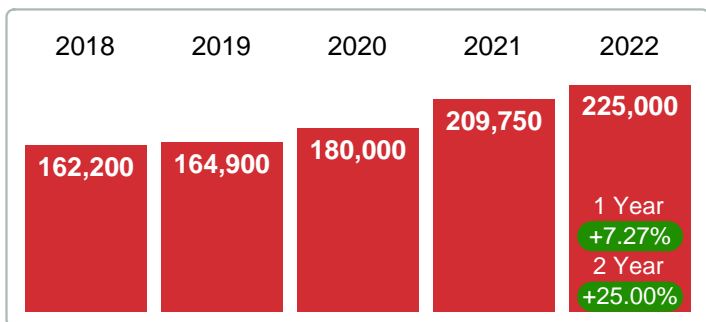
MEDIAN LIST PRICE AT CLOSING

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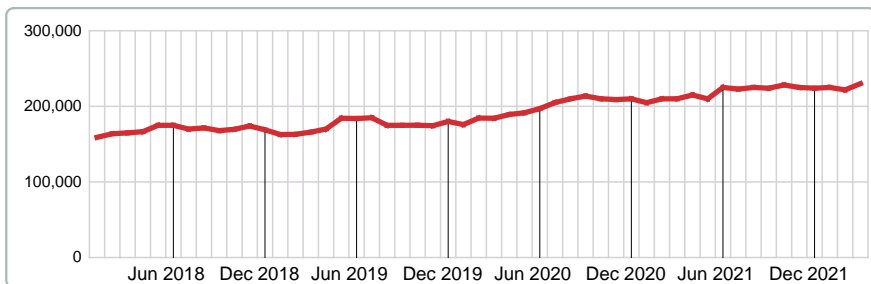
MARCH



YEAR TO DATE (YTD)

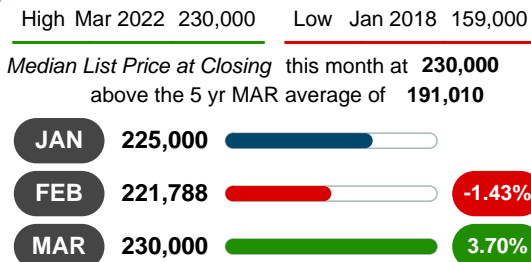


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 191,010



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.50%	74,750	69,700	80,000	80,000	0
\$100,001 - \$150,000	11.18%	129,945	129,900	129,900	140,000	115,500
\$150,001 - \$200,000	17.40%	180,000	176,000	179,945	185,900	190,000
\$200,001 - \$275,000	25.44%	235,000	230,000	228,755	249,000	243,950
\$275,001 - \$350,000	14.19%	311,726	299,000	317,900	310,863	299,900
\$350,001 - \$475,000	12.86%	404,455	435,000	399,695	400,000	417,500
\$475,001 and up	9.43%	589,000	574,750	551,000	550,000	699,900
Median List Price		230,000	115,000	214,900	321,200	472,500
Total Closed Units	100%	230,000	175	795	397	64
Total Closed Volume		392,493,809	25.02M	186.79M	142.28M	38.41M

March 2022



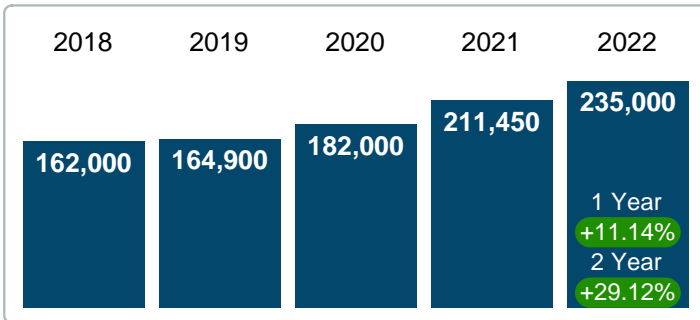
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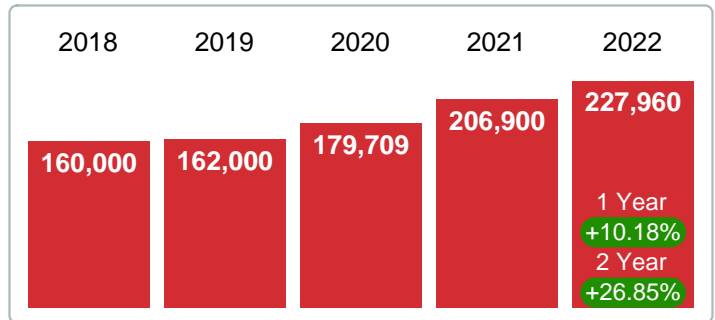
MEDIAN SOLD PRICE AT CLOSING

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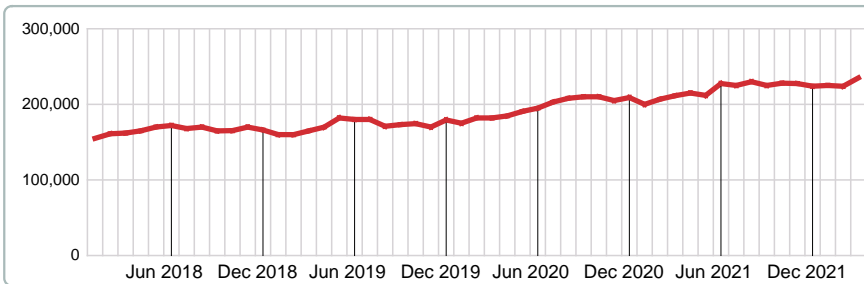
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

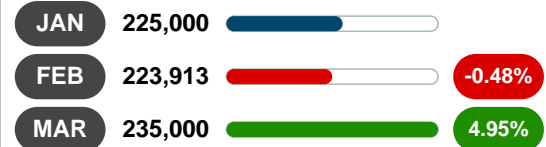


3 MONTHS

5 year MAR AVG = 191,070

High Mar 2022 235,000 Low Jan 2018 155,000

Median Sold Price at Closing this month at **235,000** above the 5 yr MAR average of **191,070**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.50%	75,000	64,555	83,250	75,000	0
\$100,001 - \$150,000	9.99%	127,700	127,000	128,000	117,500	109,750
\$150,001 - \$200,000	16.77%	180,000	175,000	179,950	182,000	190,000
\$200,001 - \$275,000	26.42%	232,300	230,000	229,900	245,000	246,500
\$275,001 - \$350,000	14.26%	310,000	291,559	310,000	310,000	306,000
\$350,001 - \$475,000	13.21%	400,000	425,000	397,616	394,044	420,000
\$475,001 and up	9.85%	575,000	575,925	551,500	546,625	696,707
Median Sold Price		235,000	115,000	215,500	326,550	474,500
Total Closed Units	100%	235,000	175	795	397	64
Total Closed Volume		394,144,500	24.91M	188.27M	142.36M	38.60M

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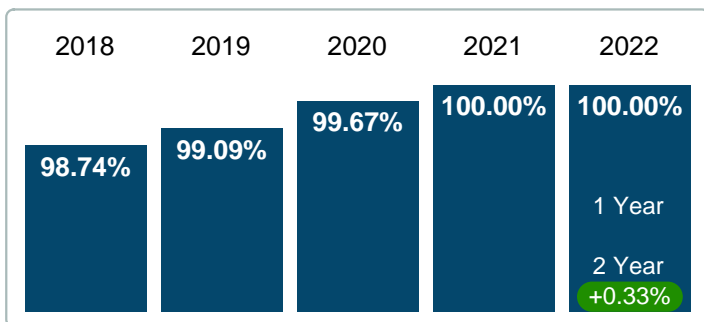
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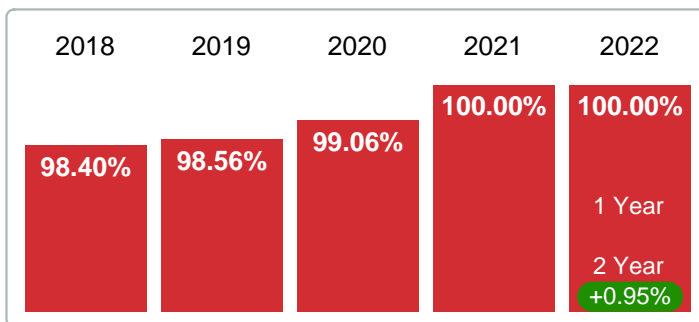
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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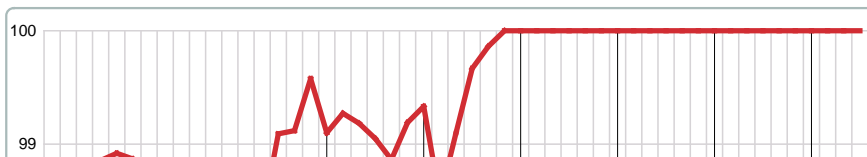
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 99.50%

High Mar 2022 100.00% Low Jan 2018 98.08%

Median Sold/List Ratio this month at 100.00% above the 5 yr MAR average of 99.50%

JAN 100.00%
FEB 100.00%
MAR 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	136	9.50%	100.00%	100.00%	99.30%	100.00%	0.00%
\$100,001 - \$150,000	143	9.99%	100.00%	100.07%	100.00%	94.79%	95.64%
\$150,001 - \$200,000	240	16.77%	100.19%	100.00%	100.50%	100.29%	100.00%
\$200,001 - \$275,000	378	26.42%	100.00%	100.00%	100.95%	100.00%	99.12%
\$275,001 - \$350,000	204	14.26%	100.00%	101.20%	100.00%	101.07%	101.52%
\$350,001 - \$475,000	189	13.21%	100.00%	98.89%	100.00%	100.00%	100.00%
\$475,001 and up	141	9.85%	100.00%	100.27%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units	1,431	100%	100.00%	175	795	397	64
Total Closed Volume	394,144,500			24.91M	188.27M	142.36M	38.60M

March 2022



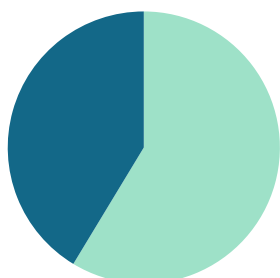
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

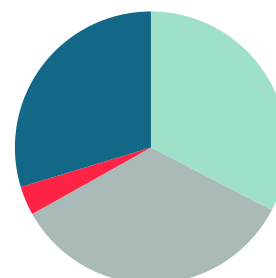


Inventory
 New Listings
1,716 = 58.67%
 Start Inventory
1,209
 Total Inventory Units
2,925
 Volume
\$1,071,689,190

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%
Median List Price	210,000	230,000	9.52%	209,750	225,000	7.27%
Median Sale Price	211,450	235,000	11.14%	206,900	227,960	10.18%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	5.00	-16.67%	8.00	6.00	-25.00%
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

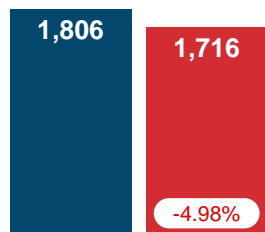
Inventory on March 31, 2022 = **1,302**

2021 **2022**

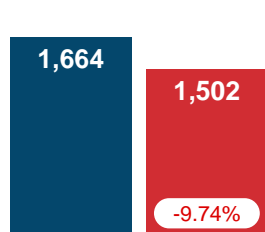
MARCH MARKET

MEDIAN PRICES

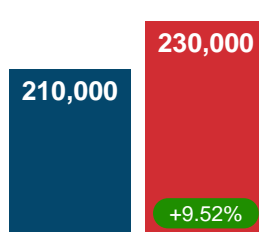
New Listings



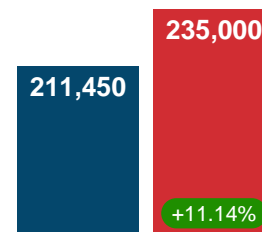
Pending Listings



List Price



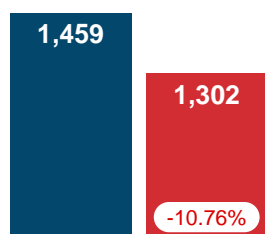
Sale Price



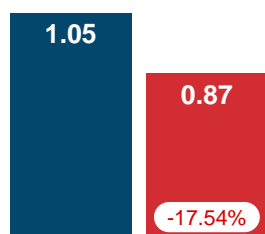
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

