

March 2022



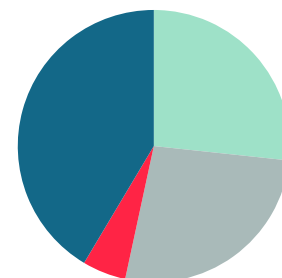
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2021 | March 2022 | +/-% |
|--|---------|------------|--------|
| Closed Listings | 60 | 67 | 11.67% |
| Pending Listings | 58 | 67 | 15.52% |
| New Listings | 74 | 89 | 20.27% |
| Average List Price | 163,224 | 148,169 | -9.22% |
| Average Sale Price | 161,121 | 146,254 | -9.23% |
| Average Percent of Selling Price to List Price | 98.16% | 98.19% | 0.03% |
| Average Days on Market to Sale | 29.83 | 29.67 | -0.54% |
| End of Month Inventory | 88 | 104 | 18.18% |
| Months Supply of Inventory | 1.51 | 1.76 | 16.51% |



■ Closed (26.69%)
■ Pending (26.69%)
■ Other OffMarket (5.18%)
■ Active (41.43%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of March 31, 2022 = **104**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2022 rose **18.18%** to 104 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **1.76** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.23%** in March 2022 to \$146,254 versus the previous year at \$161,121.

Average Days on Market Shortens

The average number of **29.67** days that homes spent on the market before selling decreased by 0.16 days or **0.54%** in March 2022 compared to last year's same month at **29.83** DOM.

Sales Success for March 2022 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 89 New Listings in March 2022, up **20.27%** from last year at 74. Furthermore, there were 67 Closed Listings this month versus last year at 60, a **11.67%** increase.

Closed versus Listed trends yielded a **75.3%** ratio, down from previous year's, March 2021, at **81.1%**, a **7.15%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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| Average List Price at Closing | 8 |
| Average Sale Price at Closing | 9 |
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| 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

March 2022



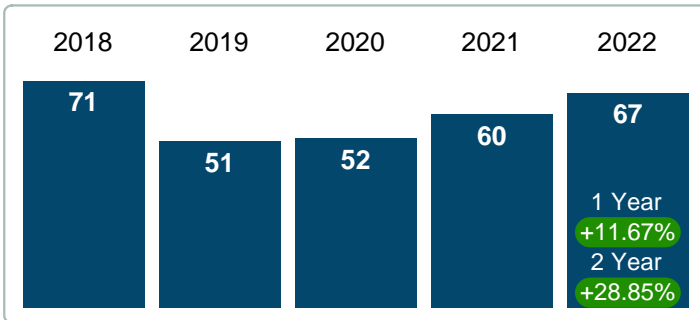
Area Delimited by County Of Muskogee - Residential Property Type



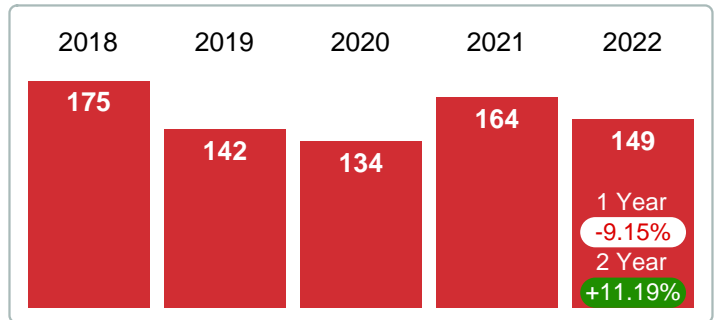
CLOSED LISTINGS

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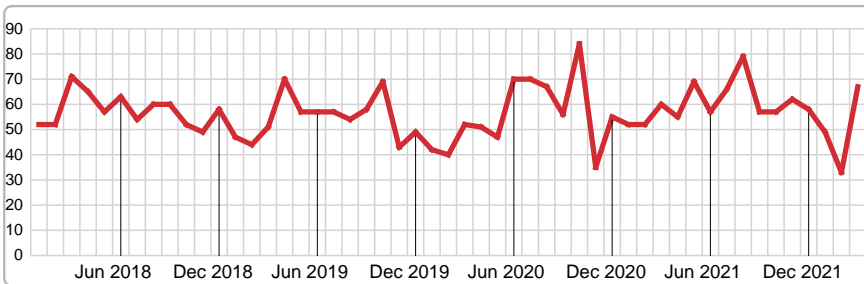
MARCH



YEAR TO DATE (YTD)

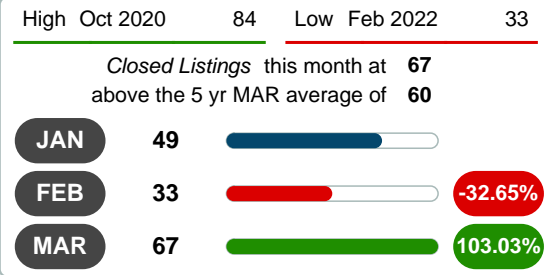


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 7 | 10.45% | 60.4 | 4 | 2 | 1 | 0 |
| \$50,001 - \$70,000 | 5 | 7.46% | 4.6 | 1 | 4 | 0 | 0 |
| \$70,001 - \$100,000 | 13 | 19.40% | 39.4 | 5 | 7 | 1 | 0 |
| \$100,001 - \$140,000 | 13 | 19.40% | 26.8 | 0 | 10 | 3 | 0 |
| \$140,001 - \$180,000 | 13 | 19.40% | 23.4 | 1 | 10 | 1 | 1 |
| \$180,001 - \$300,000 | 9 | 13.43% | 22.8 | 1 | 7 | 1 | 0 |
| \$300,001 and up | 7 | 10.45% | 24.7 | 0 | 1 | 4 | 2 |
| Total Closed Units | 67 | | | 12 | 41 | 11 | 3 |
| Total Closed Volume | 9,799,010 | 100% | 29.7 | 995.75K | 5.64M | 2.37M | 797.00K |
| Average Closed Price | \$146,254 | | | \$82,979 | \$137,492 | \$215,373 | \$265,667 |

March 2022



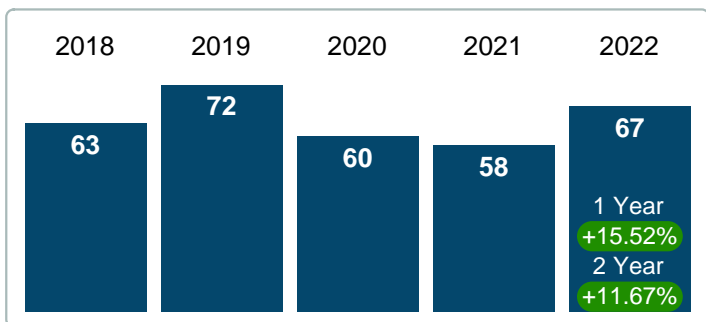
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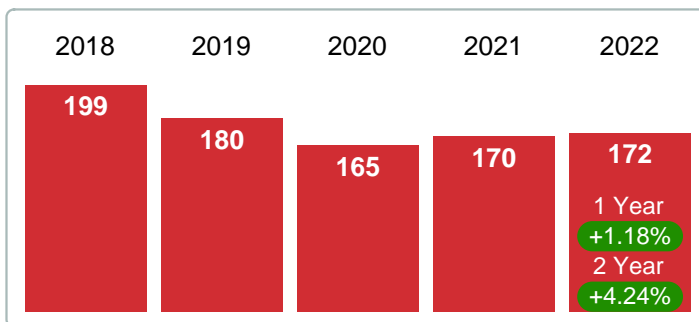
PENDING LISTINGS

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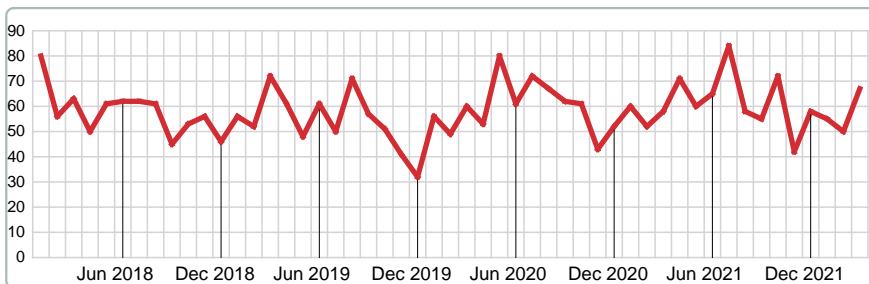
MARCH



YEAR TO DATE (YTD)

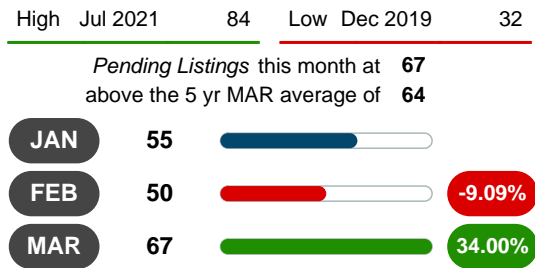


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 64



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$50,000 and less | 6 | 8.96% | 45.0 | 2 | 2 | 2 | 0 |
| \$50,001 - \$75,000 | 9 | 13.43% | 10.3 | 6 | 3 | 0 | 0 |
| \$75,001 - \$100,000 | 5 | 7.46% | 23.8 | 1 | 4 | 0 | 0 |
| \$100,001 - \$150,000 | 16 | 23.88% | 29.7 | 0 | 15 | 1 | 0 |
| \$150,001 - \$225,000 | 14 | 20.90% | 32.8 | 2 | 10 | 2 | 0 |
| \$225,001 - \$300,000 | 10 | 14.93% | 29.2 | 0 | 4 | 6 | 0 |
| \$300,001 and up | 7 | 10.45% | 36.4 | 0 | 2 | 2 | 3 |
| Total Pending Units | 67 | | | 11 | 40 | 13 | 3 |
| Total Pending Volume | 11,330,798 | 100% | 29.9 | 894.60K | 6.19M | 2.95M | 1.30M |
| Average Listing Price | \$170,420 | | | \$81,327 | \$154,677 | \$226,815 | \$433,500 |

March 2022



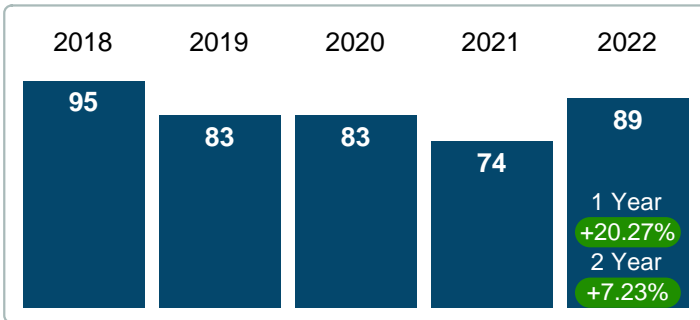
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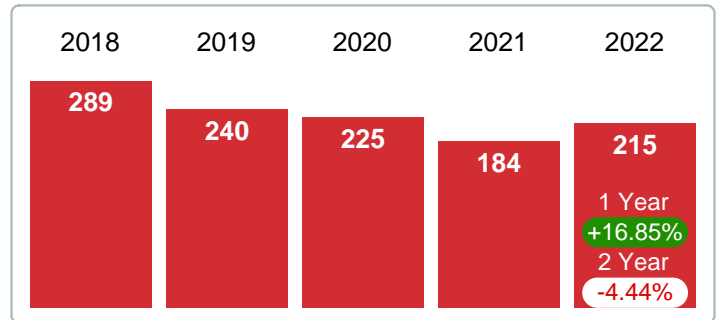
NEW LISTINGS

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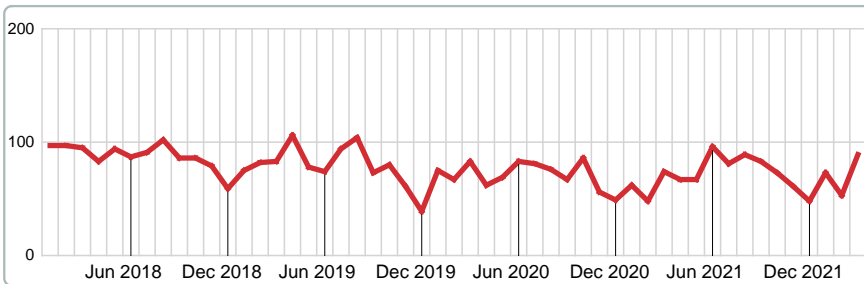
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 85

High Apr 2019 106 Low Dec 2019 39

New Listings this month at **89**
above the 5 yr MAR average of **85**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 1 | 1.12% | 0 | 1 | 0 | 0 |
| \$25,001 - \$50,000 | 8 | 8.99% | 4 | 2 | 2 | 0 |
| \$50,001 - \$100,000 | 19 | 21.35% | 8 | 9 | 2 | 0 |
| \$100,001 - \$175,000 | 23 | 25.84% | 2 | 20 | 1 | 0 |
| \$175,001 - \$225,000 | 15 | 16.85% | 3 | 10 | 2 | 0 |
| \$225,001 - \$350,000 | 15 | 16.85% | 1 | 7 | 6 | 1 |
| \$350,001 and up | 8 | 8.99% | 0 | 2 | 4 | 2 |
| Total New Listed Units | 89 | | 18 | 51 | 17 | 3 |
| Total New Listed Volume | 16,581,350 | 100% | 1.83M | 8.56M | 4.86M | 1.34M |
| Average New Listed Listing Price | \$183,877 | | \$101,639 | \$167,746 | \$285,694 | \$446,667 |

March 2022



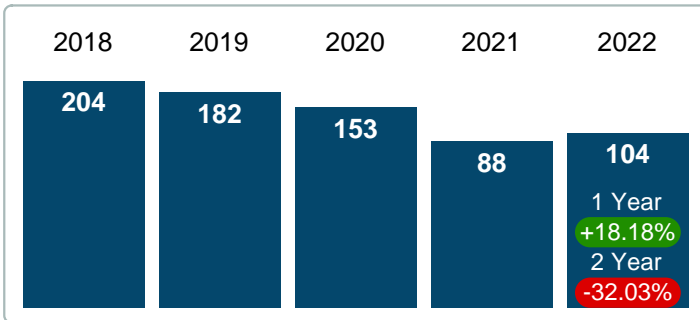
Area Delimited by County Of Muskogee - Residential Property Type



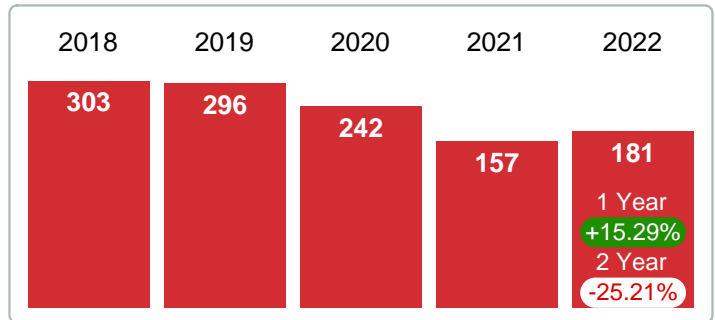
ACTIVE INVENTORY

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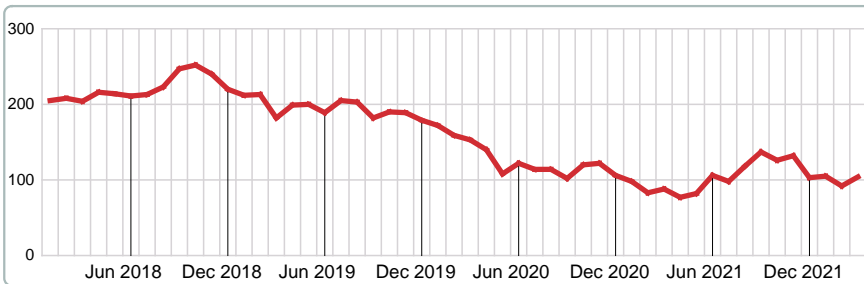
END OF MARCH



ACTIVE DURING MARCH

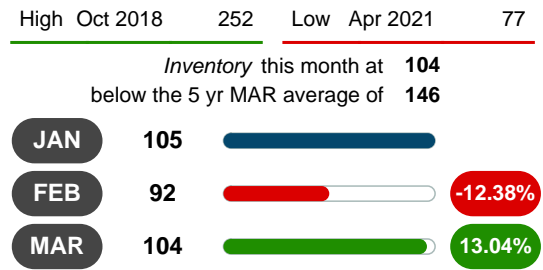


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 146



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$25,000 and less | 4 | 3.85% | 94.8 | 3 | 1 | 0 | 0 |
| \$25,001 - \$50,000 | 7 | 6.73% | 61.7 | 1 | 3 | 3 | 0 |
| \$50,001 - \$100,000 | 25 | 24.04% | 57.0 | 9 | 14 | 2 | 0 |
| \$100,001 - \$175,000 | 19 | 18.27% | 52.8 | 5 | 13 | 1 | 0 |
| \$175,001 - \$250,000 | 23 | 22.12% | 32.7 | 3 | 15 | 5 | 0 |
| \$250,001 - \$375,000 | 17 | 16.35% | 46.2 | 2 | 11 | 3 | 1 |
| \$375,001 and up | 9 | 8.65% | 108.3 | 0 | 4 | 4 | 1 |
| Total Active Inventory by Units | 104 | | | 23 | 61 | 18 | 2 |
| Total Active Inventory by Volume | 21,393,697 | 100% | 55.3 | 2.68M | 12.48M | 5.35M | 880.00K |
| Average Active Inventory Listing Price | \$205,709 | | | \$116,422 | \$204,608 | \$297,494 | \$440,000 |

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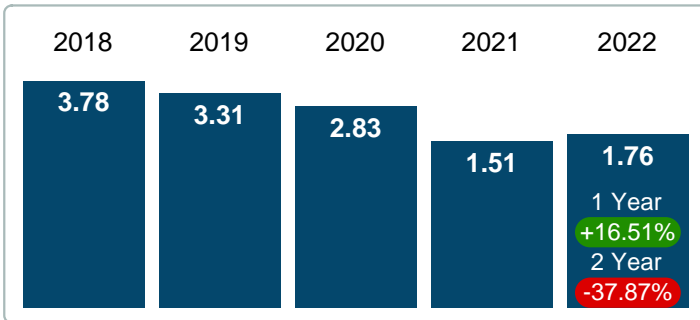
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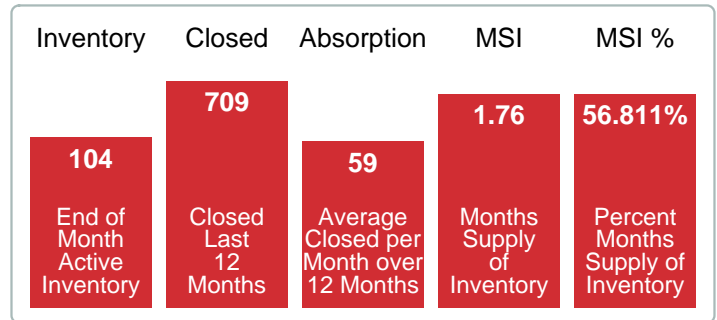
MONTHS SUPPLY of INVENTORY (MSI)

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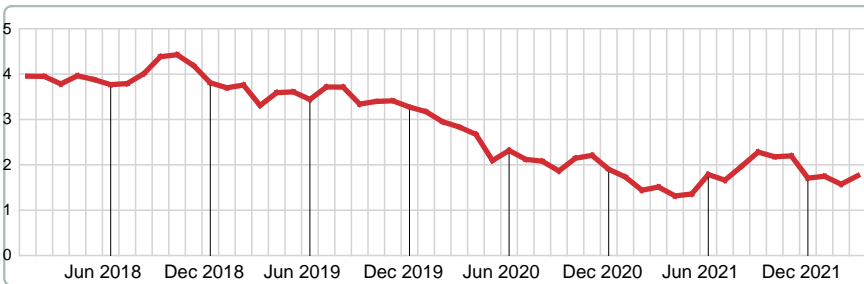
MSI FOR MARCH



INDICATORS FOR MARCH 2022

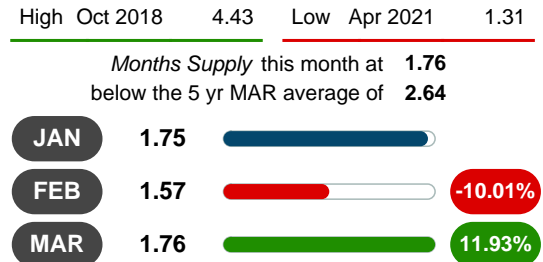


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.64



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 |
|---|----|--------|------|----------|--------|--------|---------|
| \$25,000 and less | 4 | 3.85% | 1.55 | 3.00 | 0.86 | 0.00 | 0.00 |
| \$25,001 - \$50,000 | 7 | 6.73% | 1.53 | 0.55 | 1.33 | 7.20 | 0.00 |
| \$50,001 - \$100,000 | 25 | 24.04% | 2.10 | 2.12 | 2.05 | 2.67 | 0.00 |
| \$100,001 - \$175,000 | 19 | 18.27% | 0.94 | 3.53 | 0.81 | 0.36 | 0.00 |
| \$175,001 - \$250,000 | 23 | 22.12% | 2.17 | 7.20 | 2.07 | 1.88 | 0.00 |
| \$250,001 - \$375,000 | 17 | 16.35% | 2.91 | 24.00 | 4.13 | 1.20 | 1.71 |
| \$375,001 and up | 9 | 8.65% | 2.70 | 0.00 | 4.36 | 2.18 | 1.71 |
| Market Supply of Inventory (MSI) | | | 1.76 | 2.56 | 1.64 | 1.61 | 1.09 |
| Total Active Inventory by Units | | 100% | 1.76 | 23 | 61 | 18 | 2 |

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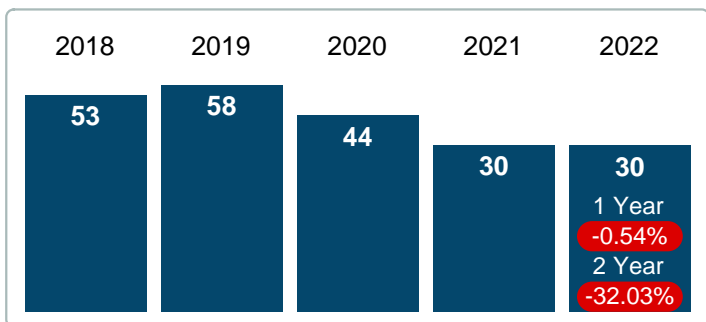
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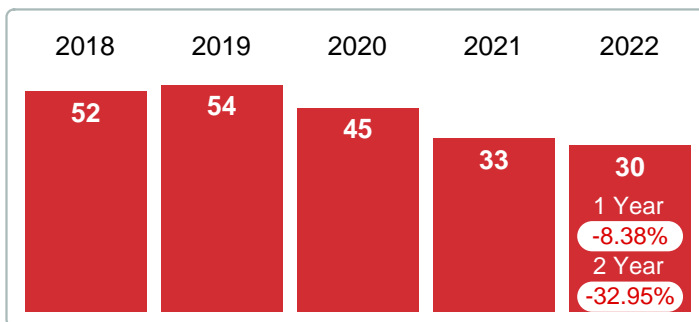
AVERAGE DAYS ON MARKET TO SALE

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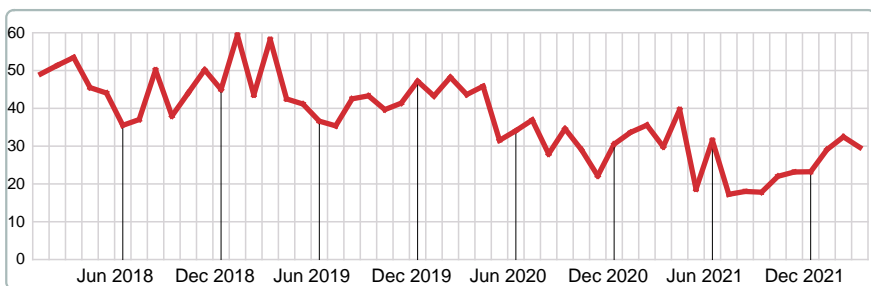
MARCH



YEAR TO DATE (YTD)

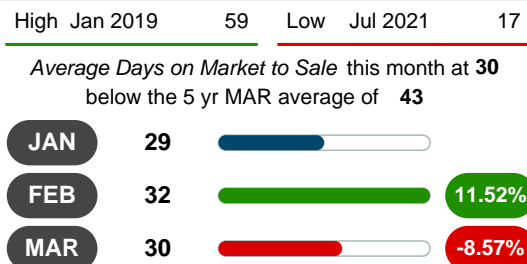


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 43



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 |
|---|-------------|------------------|----------------|--------------|--------------|----------------|
| \$50,000 and less | 10.45% | 60 | 42 | 60 | 137 | 0 |
| \$50,001 - \$70,000 | 7.46% | 5 | 2 | 5 | 0 | 0 |
| \$70,001 - \$100,000 | 19.40% | 39 | 45 | 32 | 61 | 0 |
| \$100,001 - \$140,000 | 19.40% | 27 | 0 | 19 | 52 | 0 |
| \$140,001 - \$180,000 | 19.40% | 23 | 24 | 17 | 110 | 3 |
| \$180,001 - \$300,000 | 13.43% | 23 | 6 | 28 | 6 | 0 |
| \$300,001 and up | 10.45% | 25 | 0 | 3 | 40 | 6 |
| Average Closed DOM | | 30 | | | | |
| Total Closed Units | 100% | 67 | 12 | 41 | 11 | 3 |
| Total Closed Volume | | 9,799,010 | 995.75K | 5.64M | 2.37M | 797.00K |

March 2022



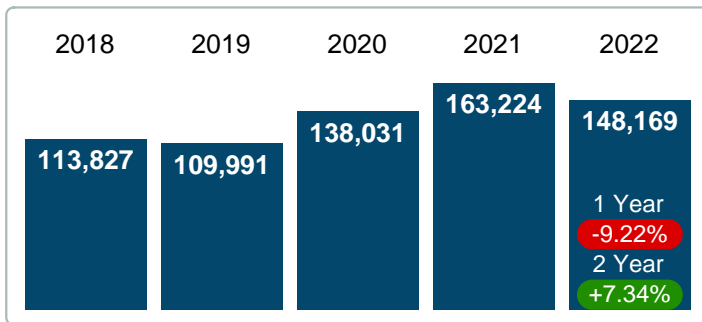
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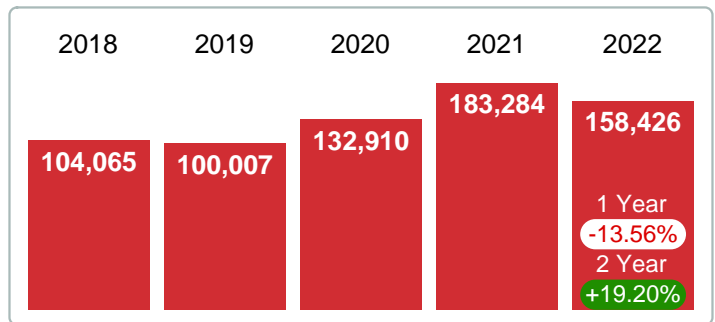
AVERAGE LIST PRICE AT CLOSING

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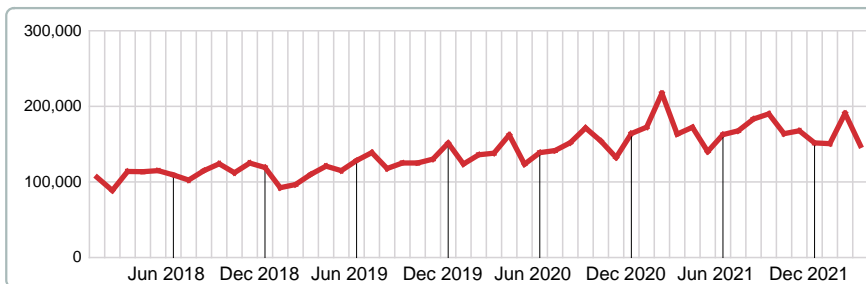
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

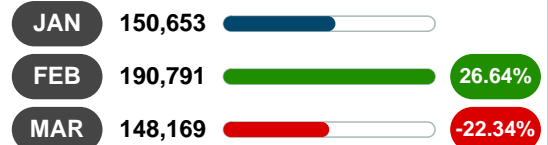


3 MONTHS

5 year MAR AVG = 134,648

High Feb 2021 217,247 Low Feb 2018 88,688

Average List Price at Closing this month at **148,169** above the 5 yr MAR average of **134,648**



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 |
|--|-------------|------------------|---------------|----------------|----------------|----------------|
| \$50,000 and less | 8.96% | 33,533 | 39,000 | 43,350 | 21,500 | 0 |
| \$50,001 - \$70,000 | 7.46% | 59,460 | 47,000 | 66,700 | 0 | 0 |
| \$70,001 - \$100,000 | 23.88% | 87,214 | 83,500 | 86,361 | 95,000 | 0 |
| \$100,001 - \$140,000 | 19.40% | 125,162 | 0 | 118,920 | 118,967 | 0 |
| \$140,001 - \$180,000 | 17.91% | 162,308 | 165,000 | 155,920 | 159,900 | 164,500 |
| \$180,001 - \$300,000 | 13.43% | 253,856 | 249,900 | 232,986 | 283,000 | 0 |
| \$300,001 and up | 8.96% | 362,317 | 0 | 299,900 | 374,850 | 337,250 |
| Average List Price | | 148,169 | 86,283 | 137,493 | 219,609 | 279,667 |
| Total Closed Units | 100% | 148,169 | 12 | 41 | 11 | 3 |
| Total Closed Volume | | 9,927,322 | 1.04M | 5.64M | 2.42M | 839.00K |

March 2022



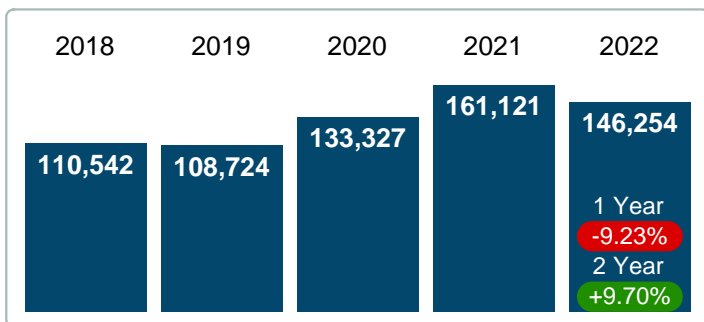
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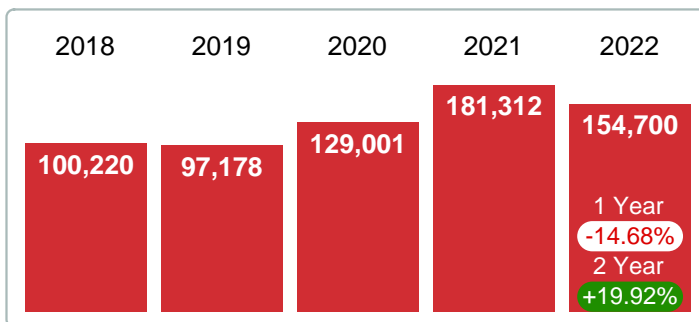
AVERAGE SOLD PRICE AT CLOSING

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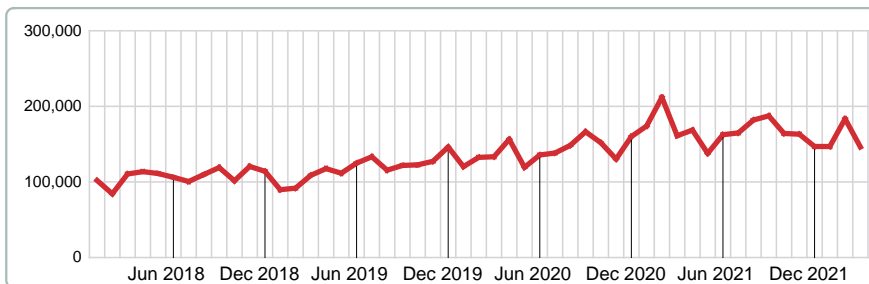
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

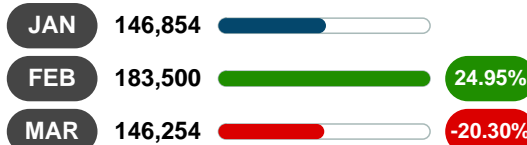


3 MONTHS

5 year MAR AVG = 131,994

High Feb 2021 211,913 Low Feb 2018 84,328

Average Sold Price at Closing this month at **146,254**
above the 5 yr MAR average of **131,994**



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 |
|--|-------------|------------------|----------------|----------------|----------------|----------------|
| \$50,000 and less | 10.45% | 33,357 | 34,250 | 37,500 | 21,500 | 0 |
| \$50,001 - \$70,000 | 7.46% | 60,630 | 51,250 | 62,975 | 0 | 0 |
| \$70,001 - \$100,000 | 19.40% | 84,956 | 82,120 | 84,903 | 99,500 | 0 |
| \$100,001 - \$140,000 | 19.40% | 119,549 | 0 | 121,214 | 114,000 | 0 |
| \$140,001 - \$180,000 | 19.40% | 155,946 | 147,000 | 155,340 | 161,900 | 165,000 |
| \$180,001 - \$300,000 | 13.43% | 243,144 | 249,900 | 234,771 | 295,000 | 0 |
| \$300,001 and up | 10.45% | 341,171 | 0 | 307,000 | 362,300 | 316,000 |
| Average Sold Price | | 146,254 | 82,979 | 137,492 | 215,373 | 265,667 |
| Total Closed Units | 100% | 146,254 | 12 | 41 | 11 | 3 |
| Total Closed Volume | | 9,799,010 | 995.75K | 5.64M | 2.37M | 797.00K |

March 2022



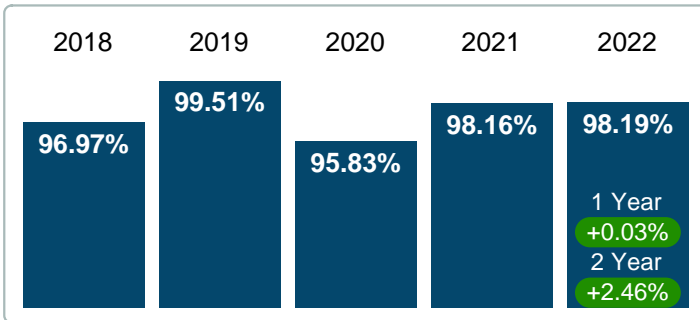
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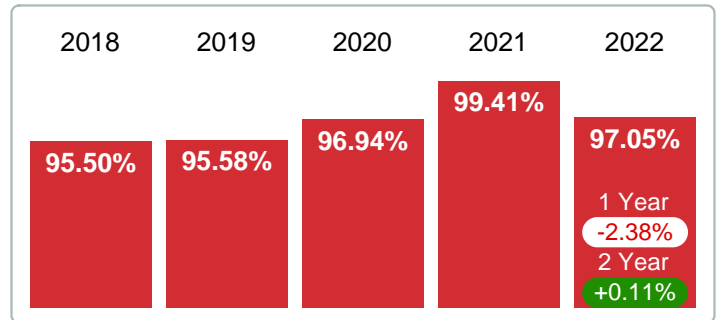
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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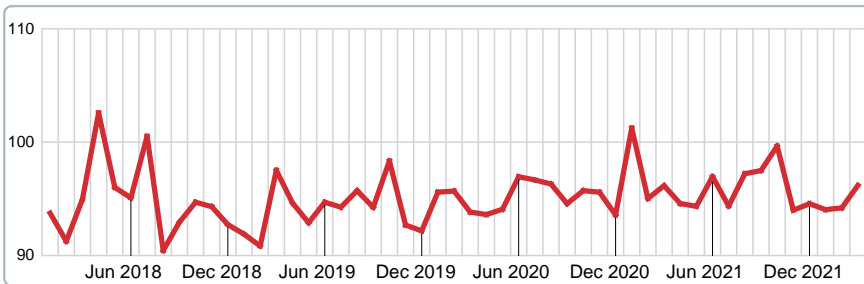
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

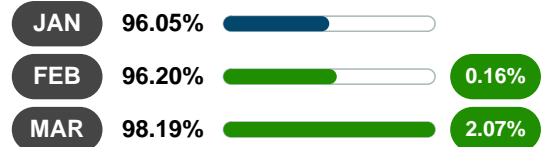


3 MONTHS

5 year MAR AVG = 97.73%

High Apr 2018 104.57% Low Aug 2018 92.44%

Average Sold/List Ratio this month at **98.19%**
equal to 5 yr MAR average of **97.73%**



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 |
|--|----|-----------|---------|----------|---------|---------|---------|
| \$50,000 and less | 7 | 10.45% | 88.86% | 86.66% | 87.68% | 100.00% | 0.00% |
| \$50,001 - \$70,000 | 5 | 7.46% | 97.70% | 109.04% | 94.87% | 0.00% | 0.00% |
| \$70,001 - \$100,000 | 13 | 19.40% | 98.79% | 98.25% | 98.33% | 104.74% | 0.00% |
| \$100,001 - \$140,000 | 13 | 19.40% | 100.67% | 0.00% | 102.02% | 96.18% | 0.00% |
| \$140,001 - \$180,000 | 13 | 19.40% | 99.12% | 89.09% | 99.79% | 101.25% | 100.30% |
| \$180,001 - \$300,000 | 9 | 13.43% | 101.20% | 100.00% | 100.94% | 104.24% | 0.00% |
| \$300,001 and up | 7 | 10.45% | 96.57% | 0.00% | 102.37% | 96.53% | 93.75% |
| Average Sold/List Ratio | | 98.20% | | 94.67% | 99.27% | 98.62% | 95.93% |
| Total Closed Units | | 67 | 100% | 12 | 41 | 11 | 3 |
| Total Closed Volume | | 9,799,010 | | 995.75K | 5.64M | 2.37M | 797.00K |

March 2022



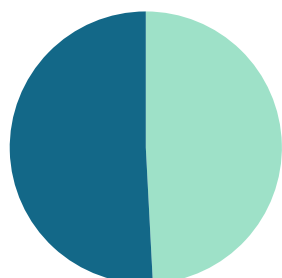
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY



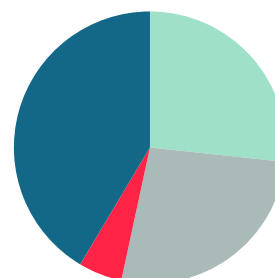
Inventory

- New Listings **89 = 49.17%**
- Start Inventory **92**
- Total Inventory Units **181**
- Volume **\$34,496,095**

Market Activity

- Closed Sales **67 = 26.69%**
- Pending Sales **67 = 26.69%**
- Other Off Market **13 = 5.18%**
- Active Inventory **104 = 41.43%**

MARKET ACTIVITY



| Compared Metrics | March | | | Year to Date | | |
|--|---------|---------|--------|--------------|---------|---------|
| | 2021 | 2022 | +/-% | 2021 | 2022 | +/-% |
| Closed Sales | 60 | 67 | 11.67% | 164 | 149 | -9.15% |
| Pending Sales | 58 | 67 | 15.52% | 170 | 172 | 1.18% |
| New Listings | 74 | 89 | 20.27% | 184 | 215 | 16.85% |
| Average List Price | 163,224 | 148,169 | -9.22% | 183,284 | 158,426 | -13.56% |
| Average Sale Price | 161,121 | 146,254 | -9.23% | 181,312 | 154,700 | -14.68% |
| Average Percent of Selling Price to List Price | 98.16% | 98.19% | 0.03% | 99.41% | 97.05% | -2.38% |
| Average Days on Market to Sale | 29.83 | 29.67 | -0.54% | 32.85 | 30.10 | -8.38% |
| Monthly Inventory | 88 | 104 | 18.18% | 88 | 104 | 18.18% |
| Months Supply of Inventory | 1.51 | 1.76 | 16.51% | 1.51 | 1.76 | 16.51% |

Absorption: Last 12 months, an Average of **59** Sales/Month

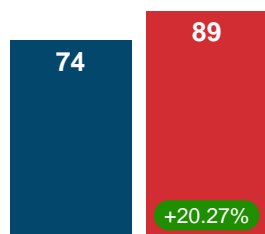
Inventory on March 31, 2022 = **104**

2021 **2022**

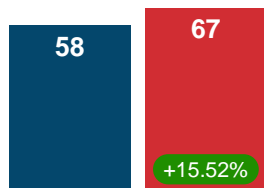
MARCH MARKET

AVERAGE PRICES

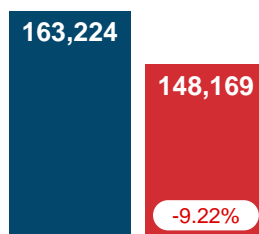
New Listings



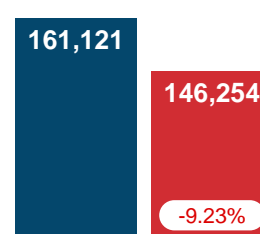
Pending Listings



List Price



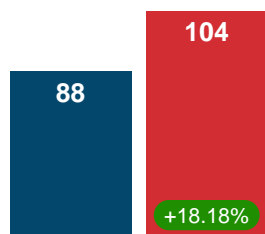
Sale Price



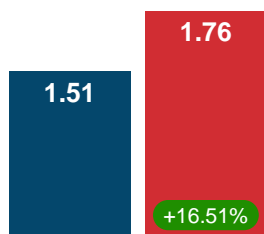
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

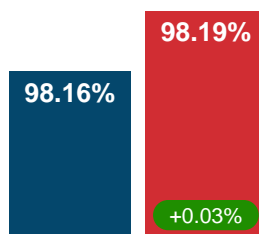
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

