

March 2022



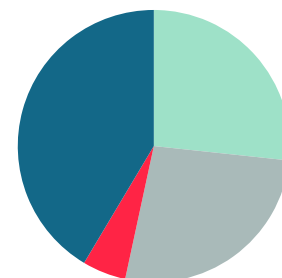
Area Delimited by County Of Muskogee - Residential Property Type



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%
Median List Price	149,950	125,000	-16.64%
Median Sale Price	149,950	123,000	-17.97%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.00	9.00	-10.00%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **17.97%** in March 2022 to \$123,000 versus the previous year at \$149,950.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 1.00 days or **10.00%** in March 2022 compared to last year's same month at **10.00** DOM.

Sales Success for March 2022 is Positive

Overall, with Median 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 Monthly 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®

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

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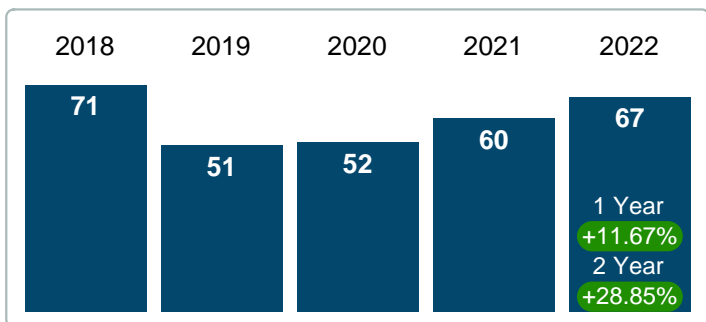
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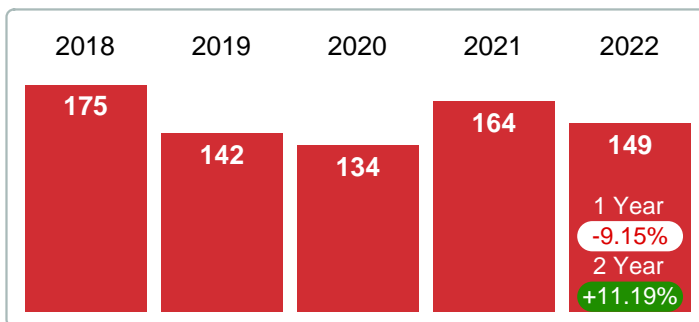
CLOSED LISTINGS

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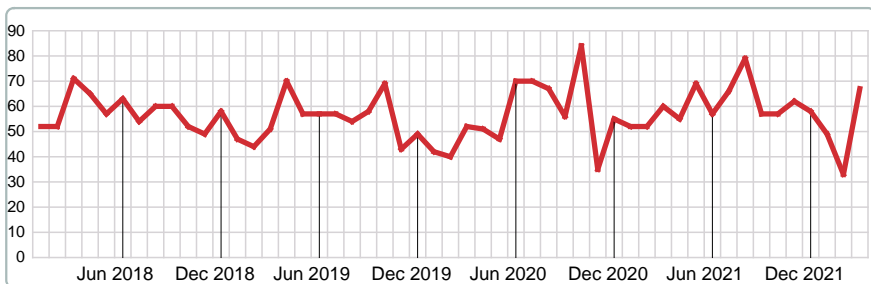
MARCH



YEAR TO DATE (YTD)

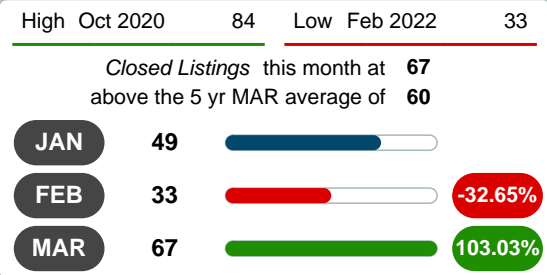


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	10.45%	49.0	4	2	1	0
\$50,001 - \$70,000	5	7.46%	5.0	1	4	0	0
\$70,001 - \$100,000	13	19.40%	13.0	5	7	1	0
\$100,001 - \$140,000	13	19.40%	9.0	0	10	3	0
\$140,001 - \$180,000	13	19.40%	6.0	1	10	1	1
\$180,001 - \$300,000	9	13.43%	8.0	1	7	1	0
\$300,001 and up	7	10.45%	3.0	0	1	4	2
Total Closed Units	67			12	41	11	3
Total Closed Volume	9,799,010	100%	9.0	995.75K	5.64M	2.37M	797.00K
Median Closed Price	\$123,000			\$75,950	\$132,000	\$161,900	\$309,000

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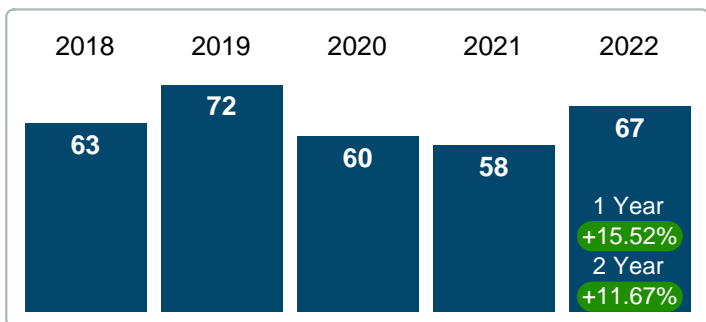
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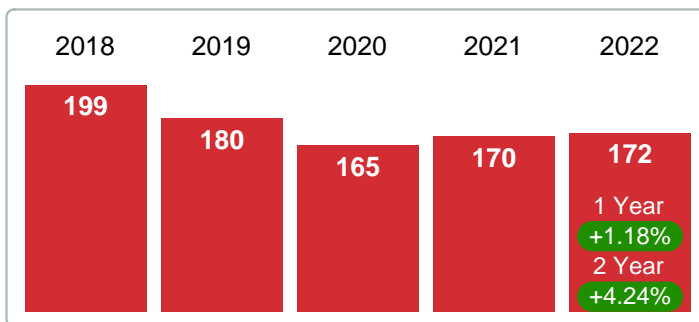
PENDING LISTINGS

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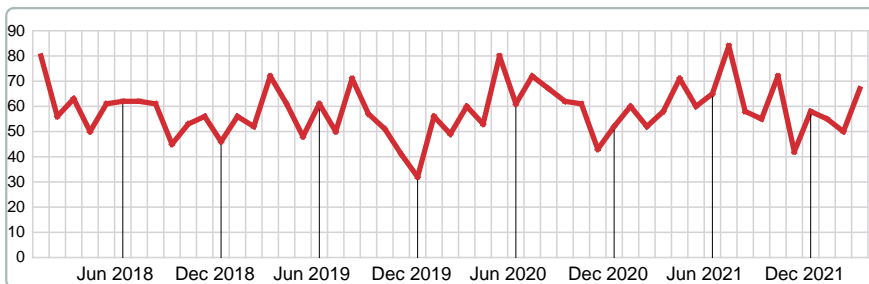
MARCH



YEAR TO DATE (YTD)

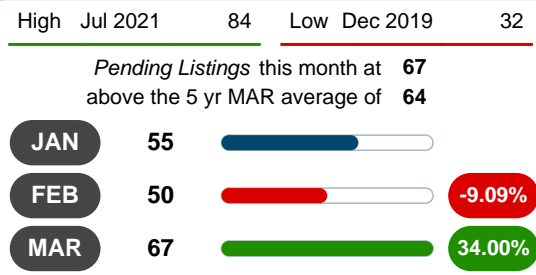


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 64



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.96%	16.0	2	2	2	0
\$50,001 - \$80,000	9	13.43%	6.0	6	3	0	0
\$80,001 - \$120,000	12	17.91%	9.0	1	11	0	0
\$120,001 - \$160,000	12	17.91%	10.0	1	9	2	0
\$160,001 - \$230,000	13	19.40%	6.0	1	9	3	0
\$230,001 - \$310,000	8	11.94%	18.0	0	4	4	0
\$310,001 and up	7	10.45%	8.0	0	2	2	3
Total Pending Units	67			11	40	13	3
Total Pending Volume	11,330,798	100%	9.0	894.60K	6.19M	2.95M	1.30M
Median Listing Price	\$149,000			\$68,500	\$144,000	\$230,000	\$335,500

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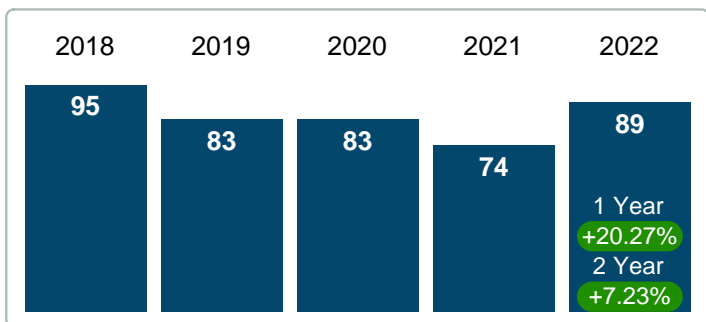
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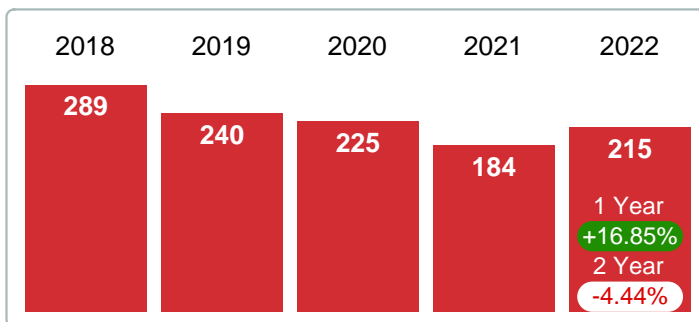
NEW LISTINGS

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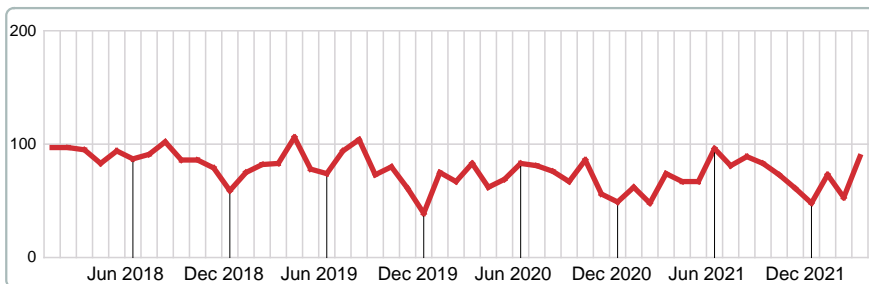
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 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
Median New Listed Listing Price	\$162,000		\$67,000	\$160,500	\$240,000	\$375,000

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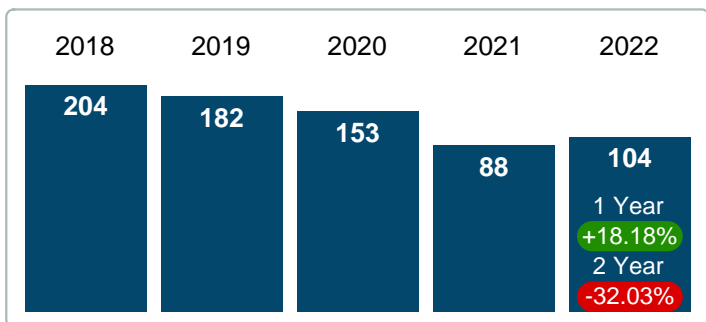
Area Delimited by County Of Muskogee - Residential Property Type



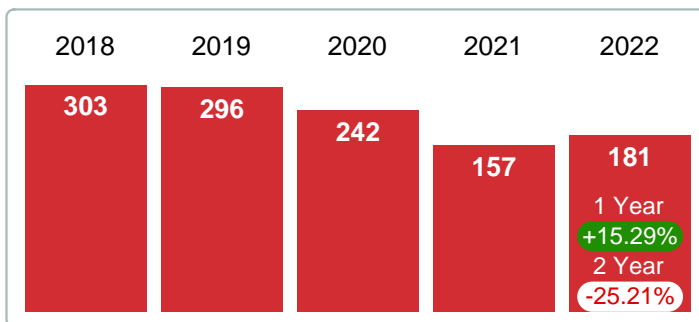
ACTIVE INVENTORY

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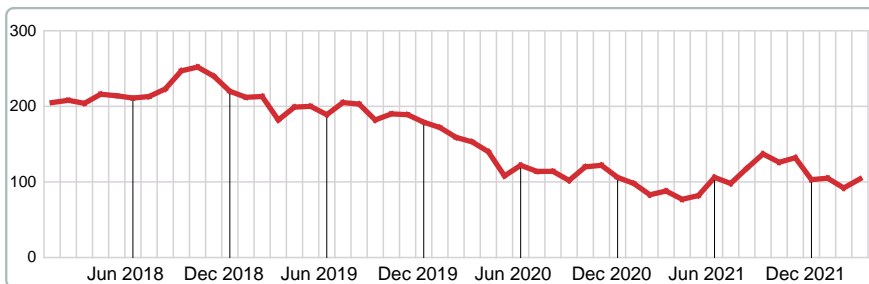
END OF MARCH



ACTIVE DURING MARCH

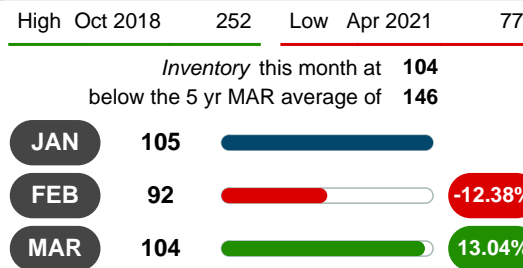


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 146



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	3.85%	120.5	3	1	0	0
\$25,001 - \$50,000	7	6.73%	41.0	1	3	3	0
\$50,001 - \$100,000	25	24.04%	31.0	9	14	2	0
\$100,001 - \$175,000	19	18.27%	30.0	5	13	1	0
\$175,001 - \$250,000	23	22.12%	8.0	3	15	5	0
\$250,001 - \$375,000	17	16.35%	17.0	2	11	3	1
\$375,001 and up	9	8.65%	83.0	0	4	4	1
Total Active Inventory by Units	104			23	61	18	2
Total Active Inventory by Volume	21,393,697	100%	30.5	2.68M	12.48M	5.35M	880.00K
Median Active Inventory Listing Price	\$172,000			\$84,900	\$172,900	\$207,000	\$440,000

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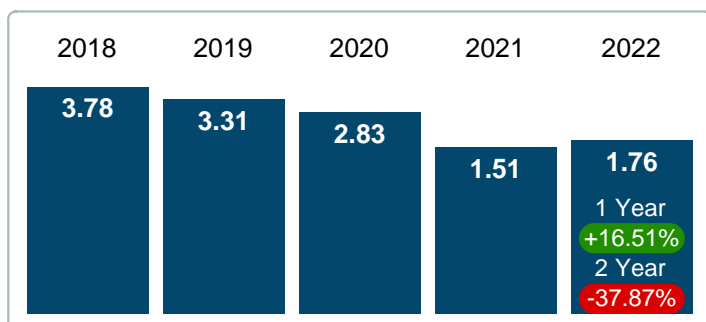
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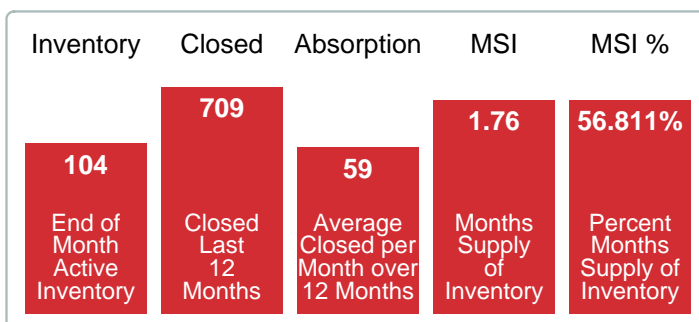
MONTHS SUPPLY of INVENTORY (MSI)

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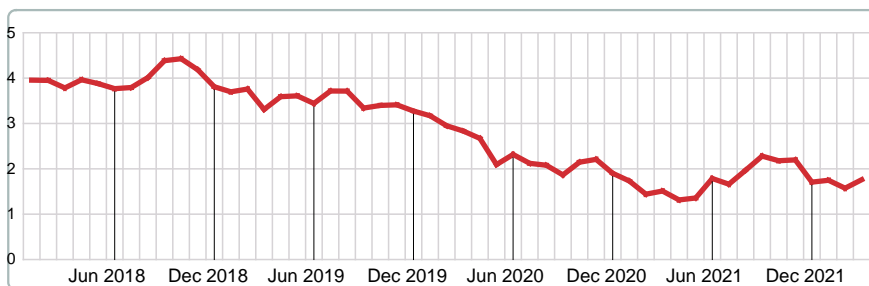
MSI FOR MARCH



INDICATORS FOR MARCH 2022

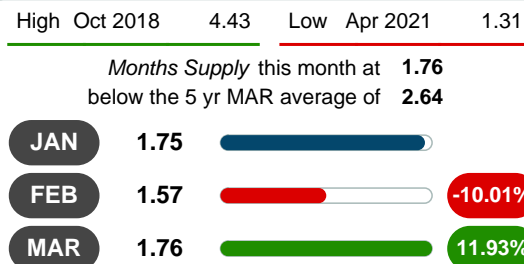


5 YEAR MARKET ACTIVITY TRENDS



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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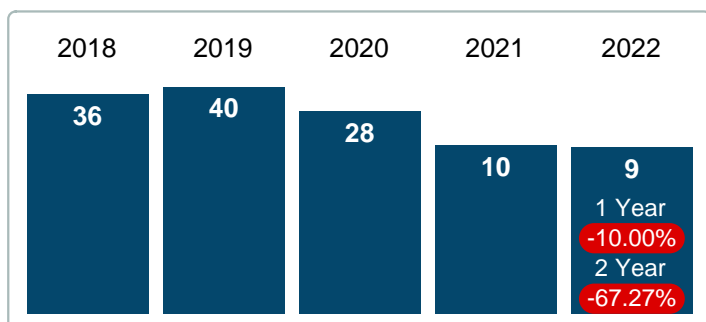
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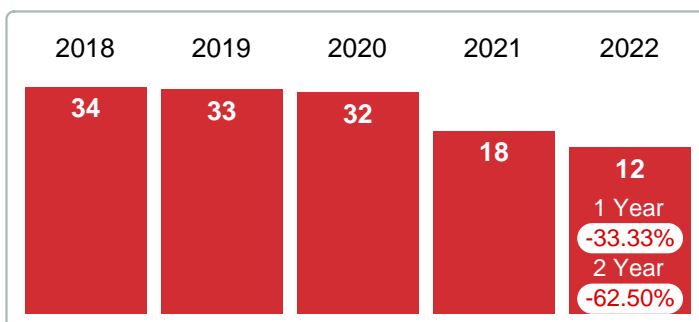
MEDIAN DAYS ON MARKET TO SALE

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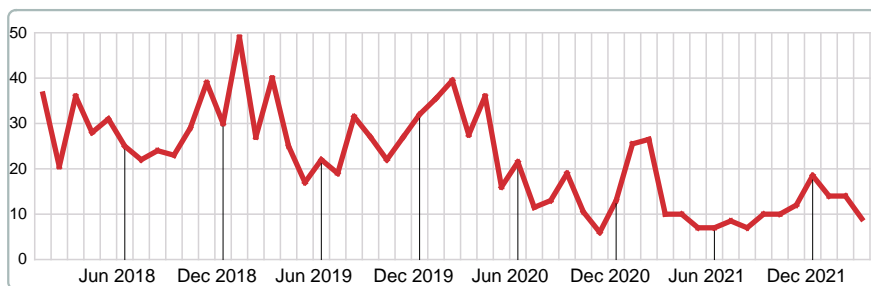
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 25

High Jan 2019 49 Low Nov 2020 6

Median Days on Market to Sale this month at 9 below the 5 yr MAR average of 25

- JAN 14
- FEB 14 (0.00%)
- MAR 9 (-35.71%)

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
\$50,000 and less	10.45%	49	28	60	137	0
\$50,001 - \$70,000	7.46%	5	2	6	0	0
\$70,001 - \$100,000	19.40%	13	12	13	61	0
\$100,001 - \$140,000	19.40%	9	0	7	13	0
\$140,001 - \$180,000	19.40%	6	24	6	110	3
\$180,001 - \$300,000	13.43%	8	6	14	6	0
\$300,001 and up	10.45%	3	0	3	38	6
Median Closed DOM		9	11	8	61	3
Total Closed Units	100%	67	12	41	11	3
Total Closed Volume		9,799,010	995.75K	5.64M	2.37M	797.00K

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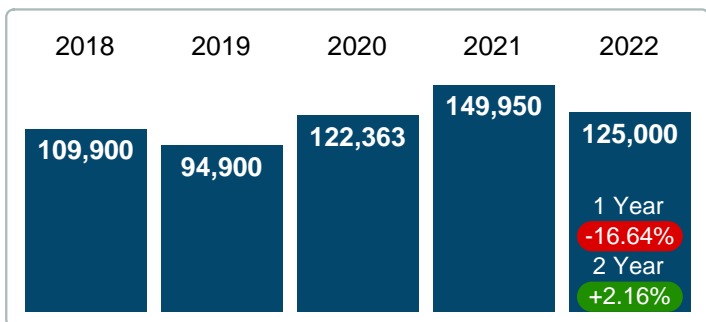
Area Delimited by County Of Muskogee - Residential Property Type



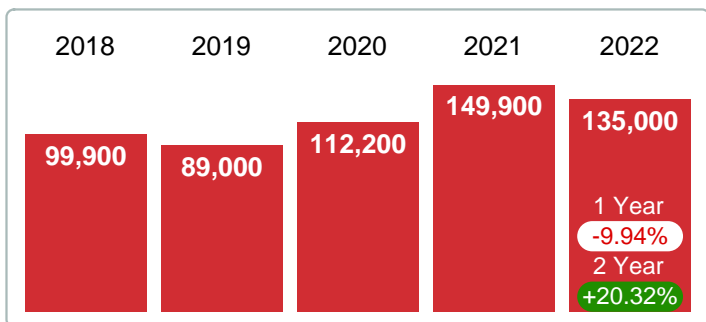
MEDIAN LIST PRICE AT CLOSING

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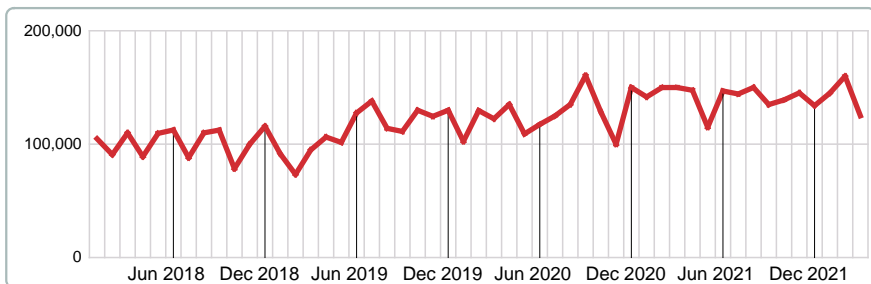
MARCH



YEAR TO DATE (YTD)

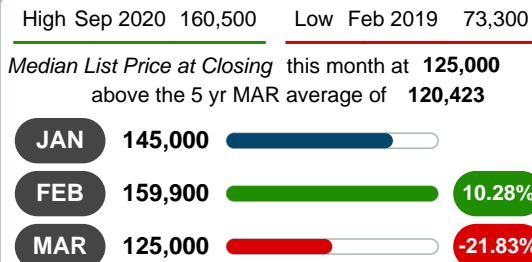


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 120,423



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
\$50,000 and less	8.96%	31,350	26,000	43,350	21,500	0
\$50,001 - \$70,000	7.46%	59,900	55,000	62,500	0	0
\$70,001 - \$100,000	23.88%	85,000	84,400	87,450	95,000	0
\$100,001 - \$140,000	19.40%	125,000	0	127,000	122,000	0
\$140,001 - \$180,000	17.91%	162,200	165,000	159,900	159,900	164,500
\$180,001 - \$300,000	13.43%	262,000	249,900	262,000	283,000	0
\$300,001 and up	8.96%	349,500	0	0	374,750	337,250
Median List Price		125,000	79,450	129,000	159,900	325,000
Total Closed Units	100%	125,000	12	41	11	3
Total Closed Volume		9,927,322	1.04M	5.64M	2.42M	839.00K

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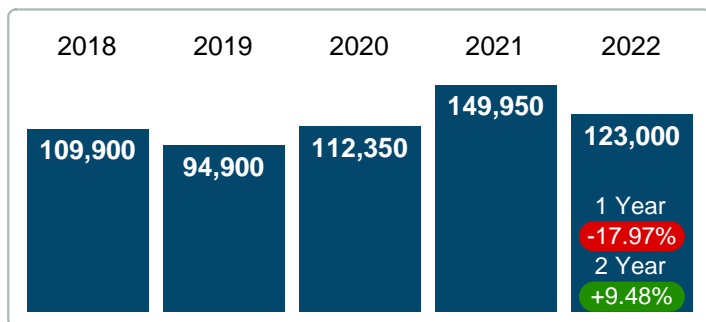
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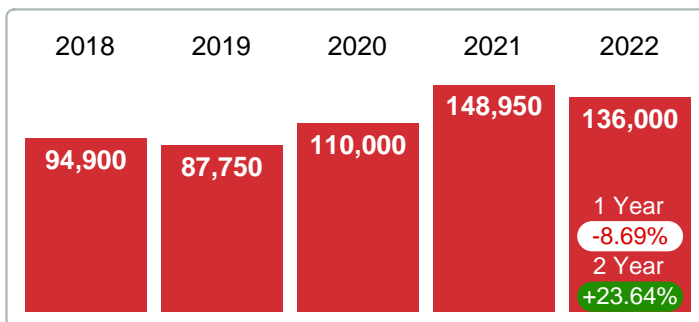
MEDIAN SOLD PRICE AT CLOSING

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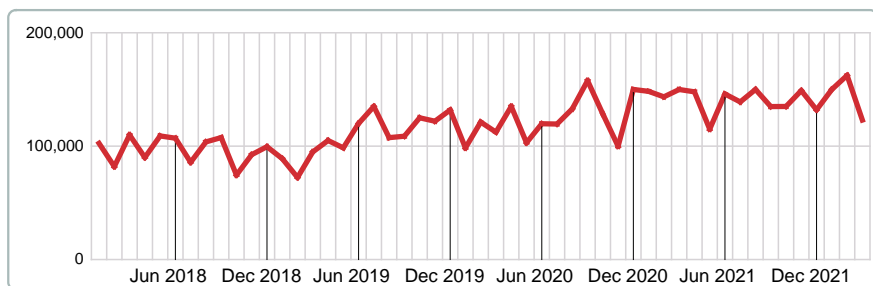
MARCH



YEAR TO DATE (YTD)

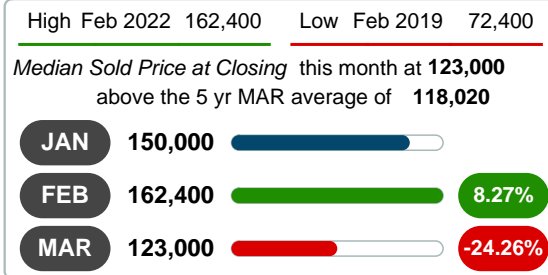


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 118,020



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
\$50,000 and less	10.45%	35,000	35,500	37,500	21,500	0
\$50,001 - \$70,000	7.46%	59,900	51,250	61,950	0	0
\$70,001 - \$100,000	19.40%	85,000	80,000	85,000	99,500	0
\$100,001 - \$140,000	19.40%	120,000	0	121,500	115,000	0
\$140,001 - \$180,000	19.40%	155,000	147,000	151,500	161,900	165,000
\$180,001 - \$300,000	13.43%	249,900	249,900	225,000	295,000	0
\$300,001 and up	10.45%	323,000	0	307,000	362,100	316,000
Median Sold Price		123,000	75,950	132,000	161,900	309,000
Total Closed Units	100%	123,000	12	41	11	3
Total Closed Volume		9,799,010	995.75K	5.64M	2.37M	797.00K

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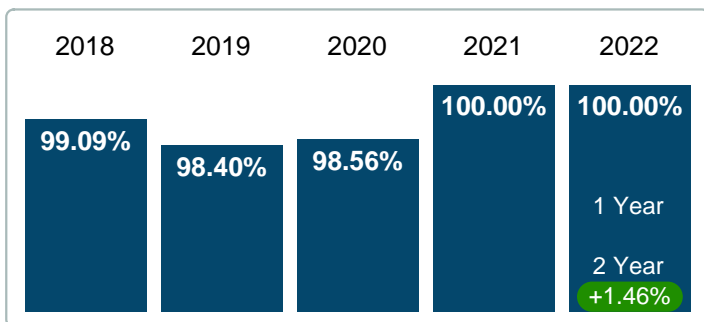
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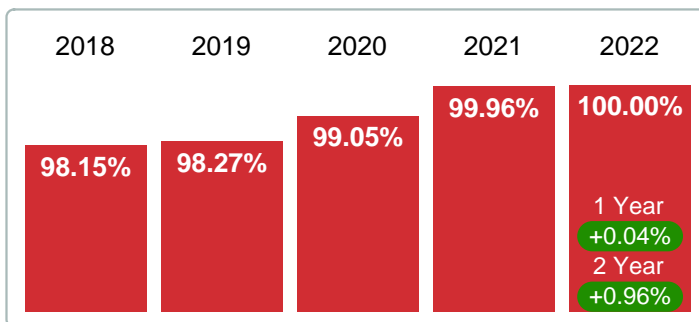
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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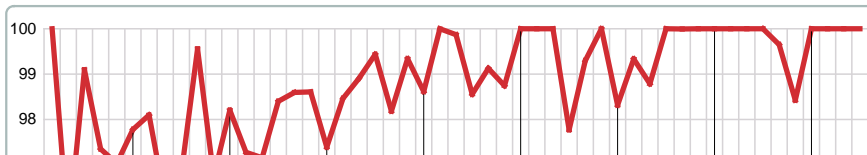
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 99.21%

High Mar 2022 100.00% Low Feb 2018 95.51%

Median Sold/List Ratio this month at **100.00%** above the 5 yr MAR average of **99.21%**

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	
\$50,000 and less	7	10.45%	88.46%	87.87%	87.68%	100.00%	0.00%	
\$50,001 - \$70,000	5	7.46%	98.61%	109.04%	95.71%	0.00%	0.00%	
\$70,001 - \$100,000	13	19.40%	100.00%	97.50%	100.00%	104.74%	0.00%	
\$100,001 - \$140,000	13	19.40%	100.00%	0.00%	101.55%	100.00%	0.00%	
\$140,001 - \$180,000	13	19.40%	100.30%	89.09%	100.94%	101.25%	100.30%	
\$180,001 - \$300,000	9	13.43%	100.00%	100.00%	100.00%	104.24%	0.00%	
\$300,001 and up	7	10.45%	95.48%	0.00%	102.37%	96.55%	93.75%	
Median Sold/List Ratio		100.00%		94.23%	100.00%	100.00%	95.08%	
Total Closed Units		67	100%	100.00%	12	41	11	3
Total Closed Volume		9,799,010			995.75K	5.64M	2.37M	797.00K

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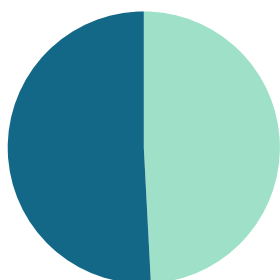
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

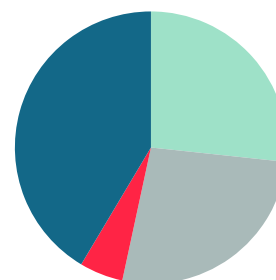


Inventory
 New Listings
89 = 49.17%
 Start Inventory
92
 Total Inventory Units
181
 Volume
\$34,496,095

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%
Median List Price	149,950	125,000	-16.64%	149,900	135,000	-9.94%
Median Sale Price	149,950	123,000	-17.97%	148,950	136,000	-8.69%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.96%	100.00%	0.04%
Median Days on Market to Sale	10.00	9.00	-10.00%	18.00	12.00	-33.33%
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

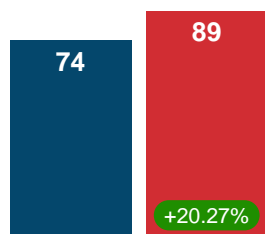
Inventory on March 31, 2022 = **104**

2021 **2022**

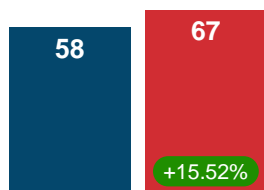
MARCH MARKET

MEDIAN PRICES

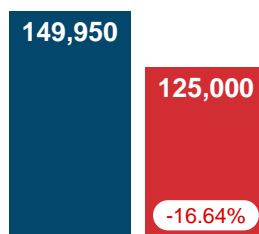
New Listings



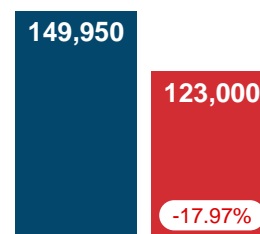
Pending Listings



List Price



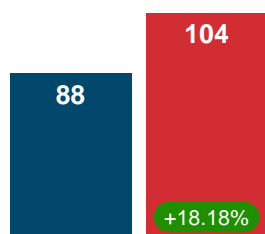
Sale Price



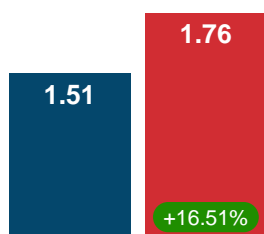
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

