

March 2022



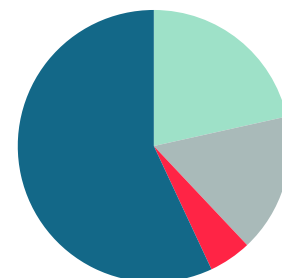
Area Delimited by County Of Sequoyah - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	11	17	54.55%
Pending Listings	21	13	-38.10%
New Listings	17	18	5.88%
Average List Price	170,518	166,217	-2.52%
Average Sale Price	158,991	163,085	2.57%
Average Percent of Selling Price to List Price	92.61%	102.57%	10.75%
Average Days on Market to Sale	59.00	34.29	-41.87%
End of Month Inventory	29	45	55.17%
Months Supply of Inventory	2.64	3.23	22.65%



■ Closed (21.52%)
■ Pending (16.46%)
■ Other OffMarket (5.06%)
■ Active (56.96%)

Absorption: Last 12 months, an Average of **14** Sales/Month
Active Inventory as of March 31, 2022 = **45**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2022 rose **55.17%** to 45 existing homes available for sale. Over the last 12 months this area has had an average of 14 closed sales per month. This represents an unsold inventory index of **3.23** 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 **2.57%** in March 2022 to \$163,085 versus the previous year at \$158,991.

Average Days on Market Shortens

The average number of **34.29** days that homes spent on the market before selling decreased by 24.71 days or **41.87%** in March 2022 compared to last year's same month at **59.00** 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 18 New Listings in March 2022, up **5.88%** from last year at 17. Furthermore, there were 17 Closed Listings this month versus last year at 11, a **54.55%** increase.

Closed versus Listed trends yielded a **94.4%** ratio, up from previous year's, March 2021, at **64.7%**, a **45.96%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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

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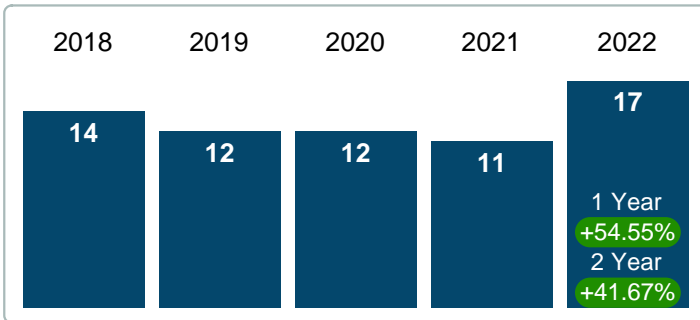
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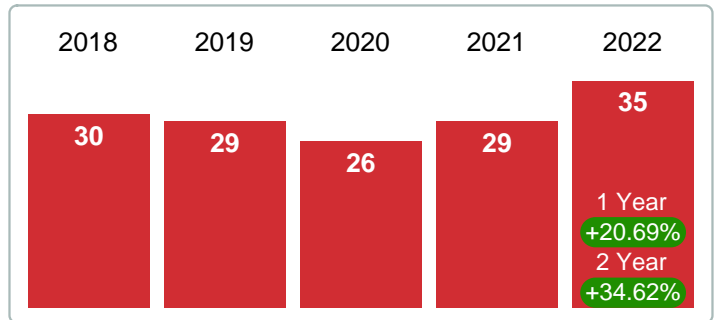
CLOSED LISTINGS

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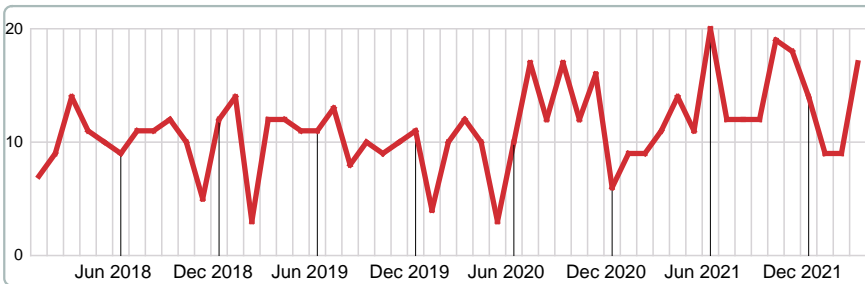
MARCH



YEAR TO DATE (YTD)

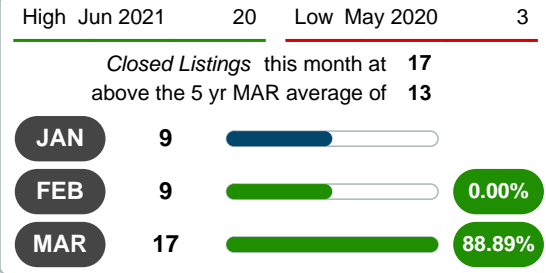


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 13



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	0	0.00%	0.0	0	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	5	29.41%	37.0	3	2	0	0
\$75,001 - \$175,000	5	29.41%	29.0	2	3	0	0
\$175,001 - \$225,000	2	11.76%	51.5	0	1	1	0
\$225,001 - \$400,000	4	23.53%	35.0	1	2	1	0
\$400,001 and up	1	5.88%	10.0	0	1	0	0
Total Closed Units	17			6	9	2	0
Total Closed Volume	2,772,440	100%	34.3	706.50K	1.57M	492.14K	0.00B
Average Closed Price	\$163,085			\$117,750	\$174,867	\$246,070	\$0

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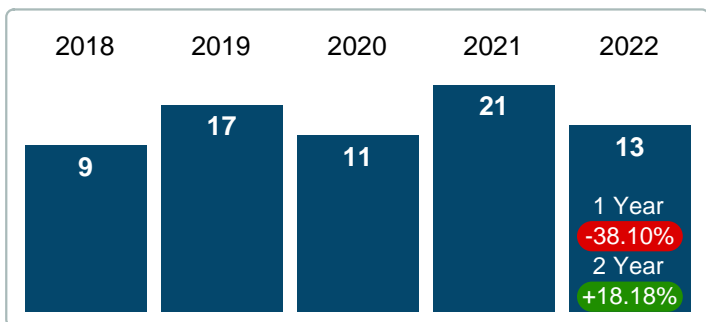
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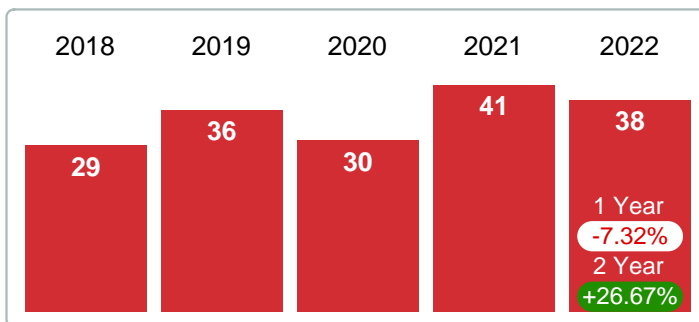
PENDING LISTINGS

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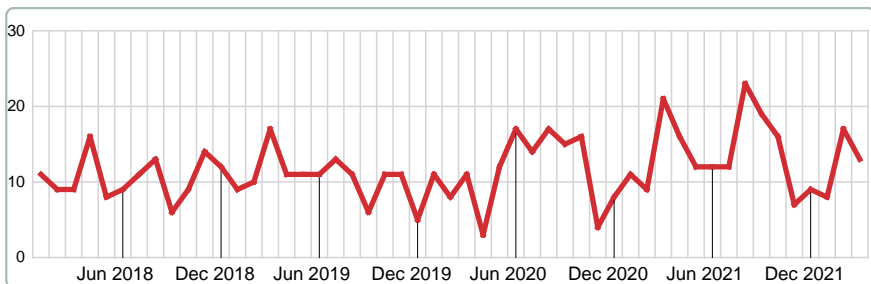
MARCH



YEAR TO DATE (YTD)

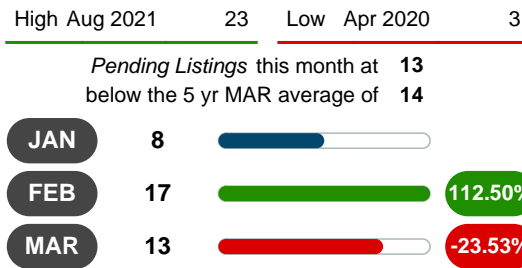


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 14



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	2	15.38%	24.0	0	2	0	0
\$50,001 - \$125,000	1	7.69%	4.0	1	0	0	0
\$125,001 - \$150,000	1	7.69%	3.0	0	1	0	0
\$150,001 - \$275,000	3	23.08%	92.3	0	3	0	0
\$275,001 - \$325,000	4	30.77%	56.3	1	3	0	0
\$325,001 - \$475,000	0	0.00%	0.0	0	0	0	0
\$475,001 and up	2	15.38%	13.5	0	1	1	0
Total Pending Units	13			2	10	1	0
Total Pending Volume	3,418,500	100%	44.9	424.90K	2.27M	724.90K	0.00B
Average Listing Price	\$262,962			\$212,450	\$226,870	\$724,900	\$0

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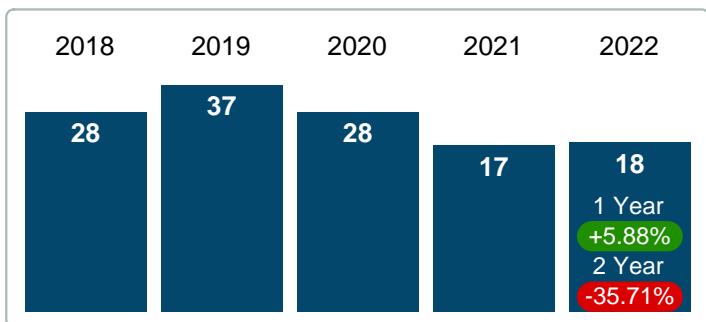
Area Delimited by County Of Sequoyah - Residential Property Type



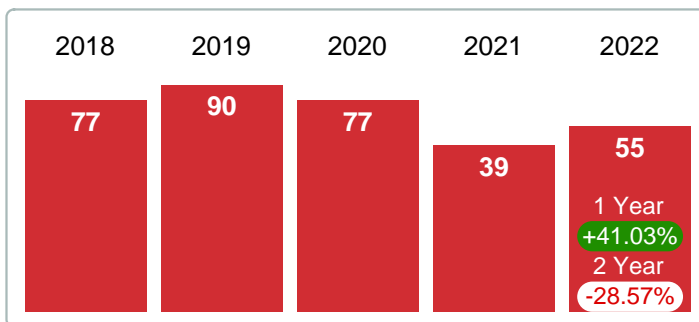
NEW LISTINGS

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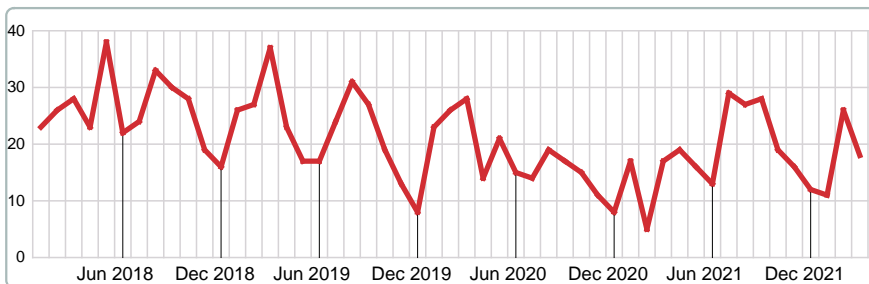
MARCH



YEAR TO DATE (YTD)

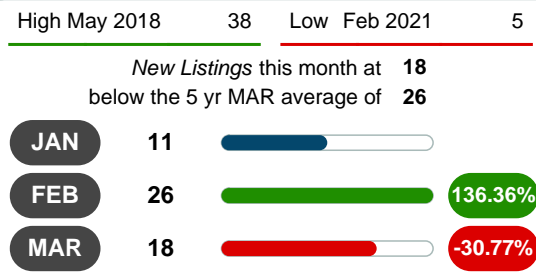


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 26



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	1	5.56%	1	0	0	0
\$100,001 - \$125,000	3	16.67%	2	1	0	0
\$125,001 - \$150,000	2	11.11%	0	2	0	0
\$150,001 - \$275,000	5	27.78%	0	4	1	0
\$275,001 - \$350,000	2	11.11%	0	2	0	0
\$350,001 - \$475,000	2	11.11%	1	0	0	1
\$475,001 and up	3	16.67%	0	2	1	0
Total New Listed Units	18		4	11	2	1
Total New Listed Volume	4,928,800	100%	708.90K	2.95M	904.80K	364.90K
Average New Listed Listing Price	\$261,050		\$177,225	\$268,200	\$452,400	\$364,900

March 2022



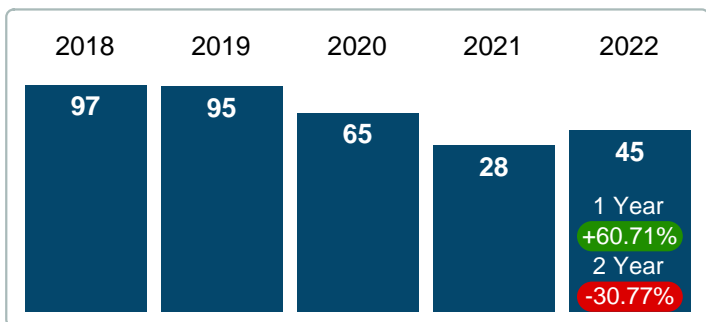
Area Delimited by County Of Sequoyah - Residential Property Type



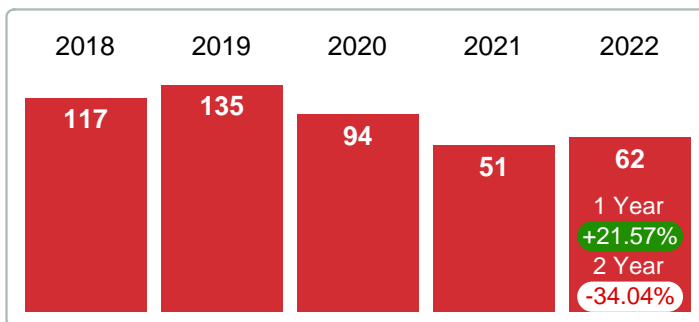
ACTIVE INVENTORY

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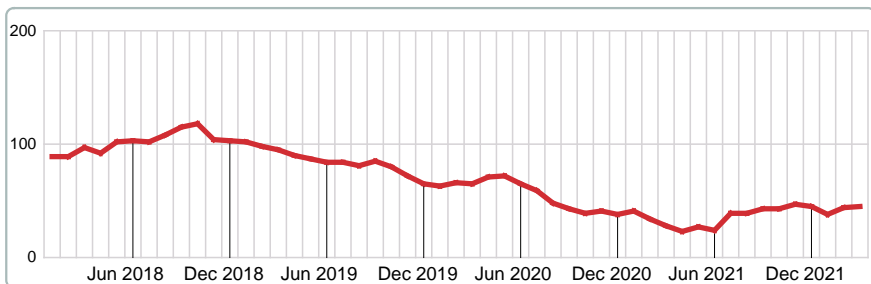
END OF MARCH



ACTIVE DURING MARCH

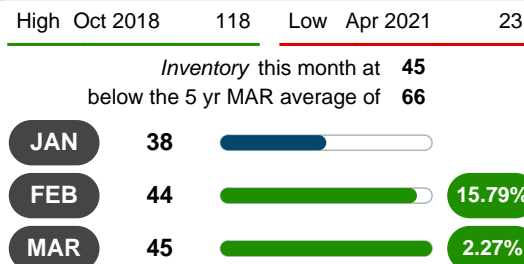


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 66



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	4	8.89%	71.5	2	2	0	0
\$75,001 - \$100,000	4	8.89%	63.8	1	3	0	0
\$100,001 - \$125,000	3	6.67%	22.0	1	2	0	0
\$125,001 - \$225,000	17	37.78%	69.0	5	8	4	0
\$225,001 - \$300,000	6	13.33%	76.8	0	4	2	0
\$300,001 - \$575,000	7	15.56%	79.6	2	2	2	1
\$575,001 and up	4	8.89%	142.3	2	1	0	1
Total Active Inventory by Units	45			13	22	8	2
Total Active Inventory by Volume	18,379,300	100%	74.8	6.00M	5.40M	2.23M	4.75M
Average Active Inventory Listing Price	\$408,429			\$461,277	\$245,445	\$278,500	\$2,377,450

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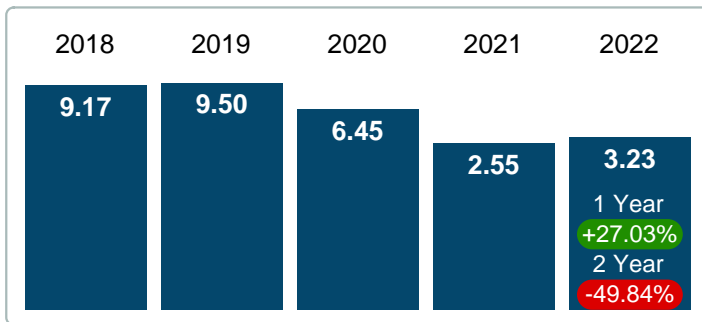
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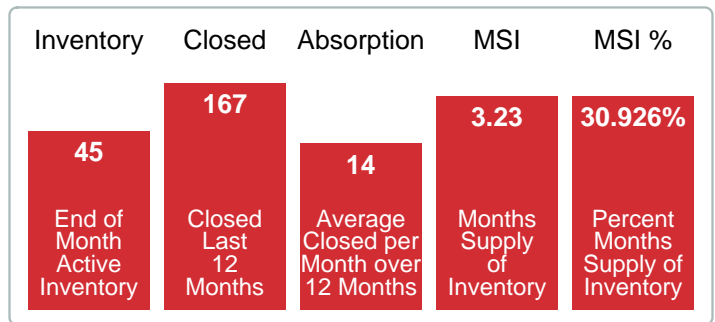
MONTHS SUPPLY of INVENTORY (MSI)

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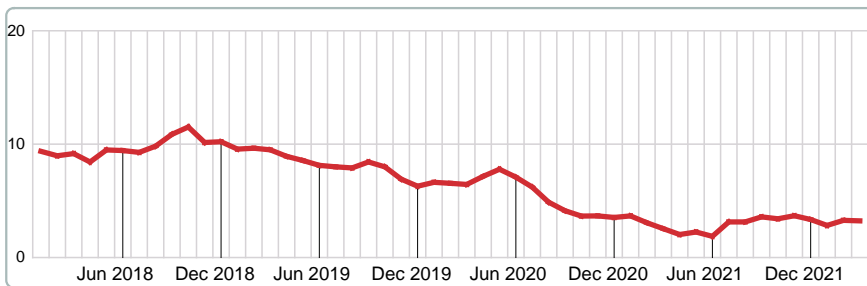
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

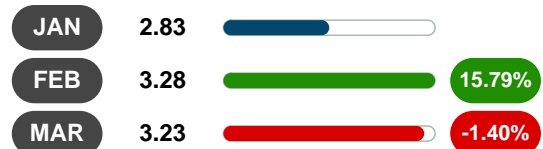


3 MONTHS

5 year MAR AVG = 6.18

High Oct 2018 11.51 Low Jun 2021 1.87

Months Supply this month at 3.23 below the 5 yr MAR average of 6.18



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	4	8.89%	1.30	1.33	1.41	0.00	0.00
\$75,001 - \$100,000	4	8.89%	2.09	2.40	2.12	0.00	0.00
\$100,001 - \$125,000	3	6.67%	3.27	4.00	3.00	0.00	0.00
\$125,001 - \$225,000	17	37.78%	4.64	12.00	3.56	4.80	0.00
\$225,001 - \$300,000	6	13.33%	3.43	0.00	4.00	3.43	0.00
\$300,001 - \$575,000	7	15.56%	3.50	4.80	1.85	6.00	6.00
\$575,001 and up	4	8.89%	6.86	24.00	6.00	0.00	12.00
Market Supply of Inventory (MSI)			3.23	4.00	2.75	3.56	4.80
Total Active Inventory by Units		100%	3.23	13	22	8	2

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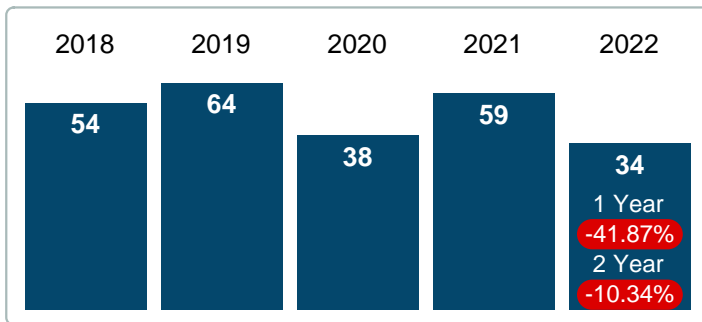
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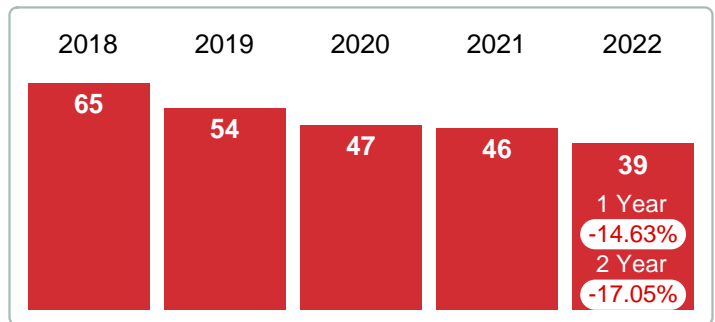
AVERAGE DAYS ON MARKET TO SALE

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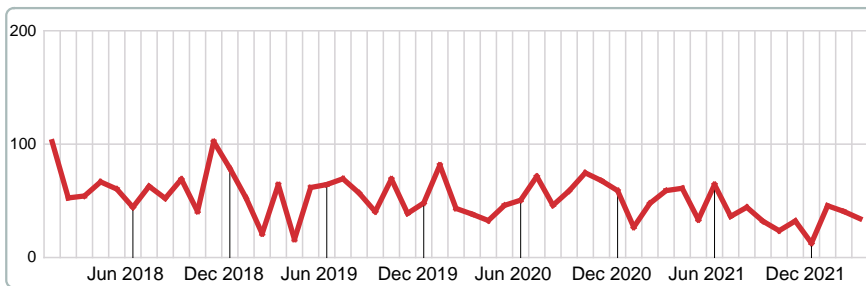
MARCH



YEAR TO DATE (YTD)

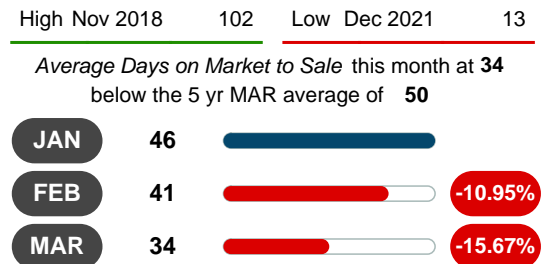


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 50



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$25,000	0.00%	0	0	0	0	0
\$25,001 - \$75,000	29.41%	37	46	24	0	0
\$75,001 - \$175,000	29.41%	29	25	32	0	0
\$175,001 - \$225,000	11.76%	52	0	102	1	0
\$225,001 - \$400,000	23.53%	35	1	43	53	0
\$400,001 and up	5.88%	10	0	10	0	0
Average Closed DOM		34	31	38	27	0
Total Closed Units	100%	34	6	9	2	
Total Closed Volume		2,772,440	706.50K	1.57M	492.14K	0.00B

March 2022



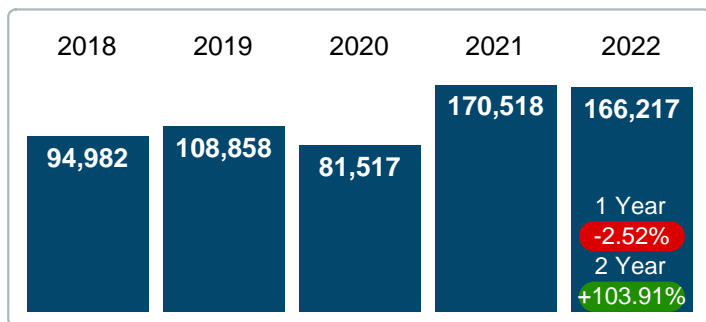
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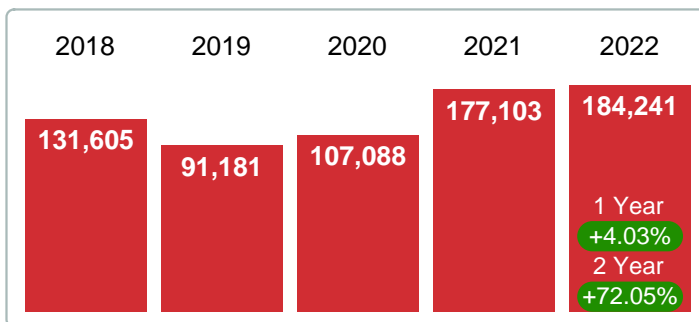
AVERAGE LIST PRICE AT CLOSING

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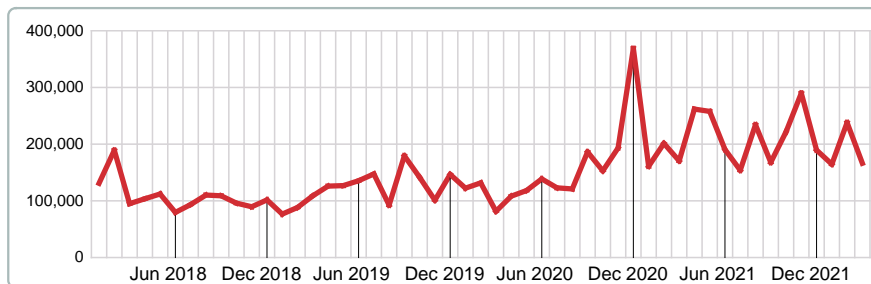
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

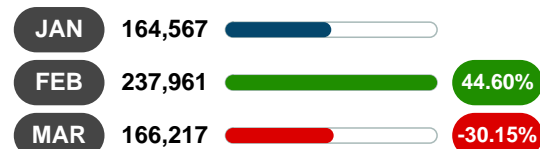


3 MONTHS

5 year MAR AVG = 124,418

High Dec 2020 368,817 Low Jan 2019 76,650

Average List Price at Closing this month at **166,217** above the 5 yr MAR average of **124,418**



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$25,000	0.00%	0	0	0	0	0
\$25,001 - \$75,000	29.41%	42,980	43,333	42,450	0	0
\$75,001 - \$175,000	29.41%	97,478	104,950	92,497	0	0
\$175,001 - \$225,000	11.76%	211,000	0	199,000	223,000	0
\$225,001 - \$400,000	23.53%	294,100	400,000	249,700	277,000	0
\$400,001 and up	5.88%	525,000	0	525,000	0	0
Average List Price		166,217	123,317	176,199	250,000	0
Total Closed Units	100%	166,217	6	9	2	0
Total Closed Volume		2,825,690	739.90K	1.59M	500.00K	0.00B

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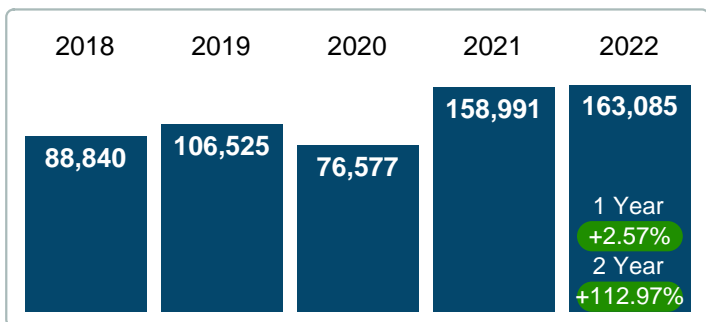
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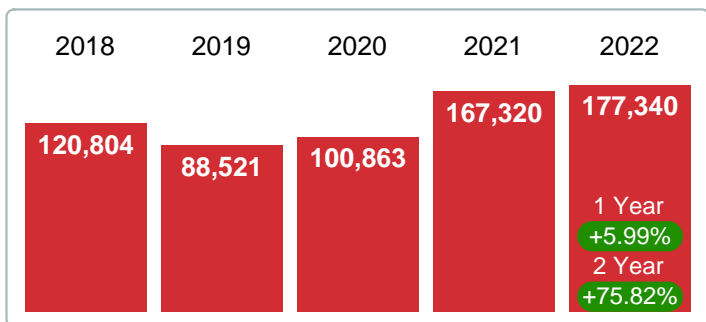
AVERAGE SOLD PRICE AT CLOSING

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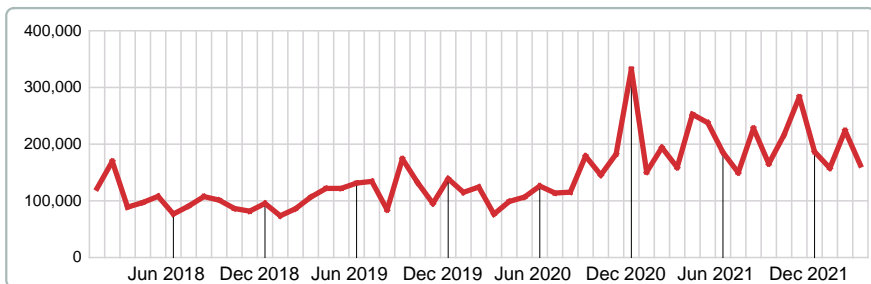
MARCH



YEAR TO DATE (YTD)

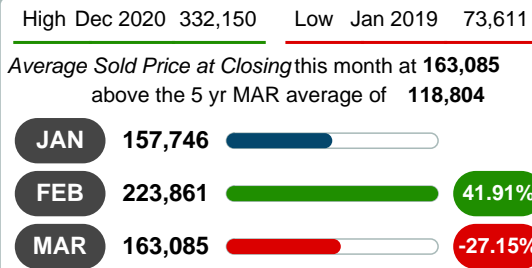


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 118,804



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
\$25,000 and less	0.00%	0	0	0	0	0
\$25,001 - \$25,000	0.00%	0	0	0	0	0
\$25,001 - \$75,000	29.41%	45,700	37,167	58,500	0	0
\$75,001 - \$175,000	29.41%	93,760	97,500	91,267	0	0
\$175,001 - \$225,000	11.76%	201,570	0	188,000	215,140	0
\$225,001 - \$400,000	23.53%	289,250	400,000	240,000	277,000	0
\$400,001 and up	5.88%	515,000	0	515,000	0	0
Average Sold Price		163,085	117,750	174,867	246,070	0
Total Closed Units	100%	163,085	6	9	2	0
Total Closed Volume		2,772,440	706.50K	1.57M	492.14K	0.00B

March 2022



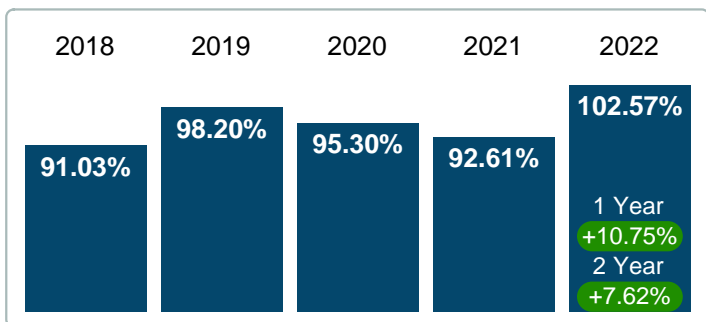
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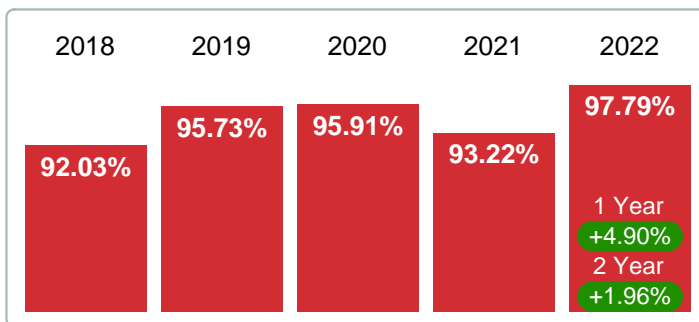
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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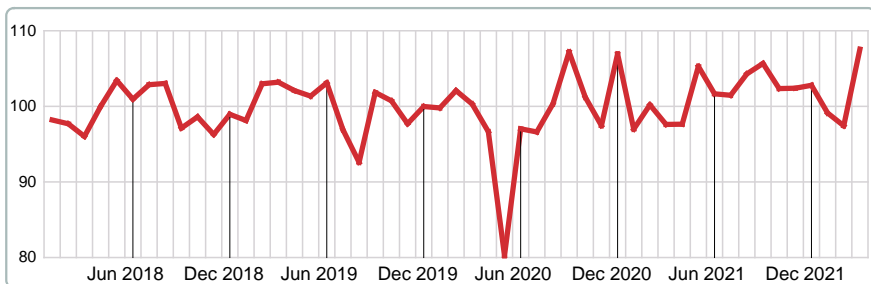
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

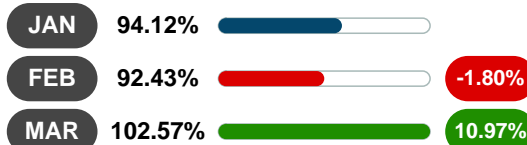


3 MONTHS

5 year MAR AVG = 95.94%

High Mar 2022 102.57% Low May 2020 75.25%

Average Sold/List Ratio this month at **102.57%** above the 5 yr MAR average of **95.94%**



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
\$25,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$25,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	5	29.41%	115.90%	87.67%	158.26%	0.00%	0.00%
\$75,001 - \$175,000	5	29.41%	96.56%	92.54%	99.25%	0.00%	0.00%
\$175,001 - \$225,000	2	11.76%	95.47%	0.00%	94.47%	96.48%	0.00%
\$225,001 - \$400,000	4	23.53%	98.06%	100.00%	96.11%	100.00%	0.00%
\$400,001 and up	1	5.88%	98.10%	0.00%	98.10%	0.00%	0.00%
Average Sold/List Ratio		102.60%		91.35%	111.01%	98.24%	0.00%
Total Closed Units		17	100%	6	9	2	
Total Closed Volume		2,772,440		706.50K	1.57M	492.14K	0.00B

March 2022



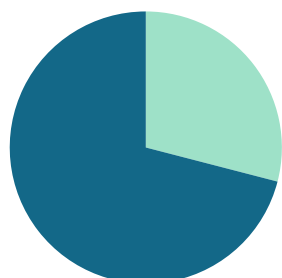
Area Delimited by County Of Sequoyah - Residential Property Type



MARKET SUMMARY

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

INVENTORY

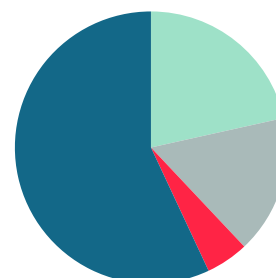


Inventory
 New Listings
18 = 29.03%
 Start Inventory
44
 Total Inventory Units
62
 Volume
\$22,489,499

Market Activity

Closed Sales
17 = 21.52%
 Pending Sales
13 = 16.46%
 Other Off Market
4 = 5.06%
 Active Inventory
45 = 56.96%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	11	17	54.55%	29	35	20.69%
Pending Sales	21	13	-38.10%	41	38	-7.32%
New Listings	17	18	5.88%	39	55	41.03%
Average List Price	170,518	166,217	-2.52%	177,103	184,241	4.03%
Average Sale Price	158,991	163,085	2.57%	167,320	177,340	5.99%
Average Percent of Selling Price to List Price	92.61%	102.57%	10.75%	93.22%	97.79%	4.90%
Average Days on Market to Sale	59.00	34.29	-41.87%	45.52	38.86	-14.63%
Monthly Inventory	29	45	55.17%	29	45	55.17%
Months Supply of Inventory	2.64	3.23	22.65%	2.64	3.23	22.65%

Absorption: Last 12 months, an Average of **14** Sales/Month

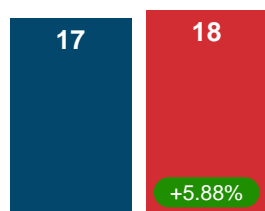
Inventory on March 31, 2022 = **45**

2021 **2022**

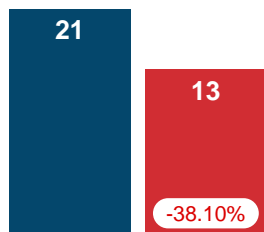
MARCH MARKET

AVERAGE PRICES

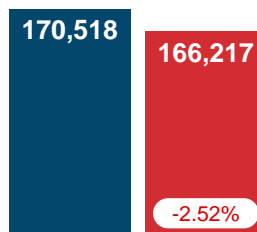
New Listings



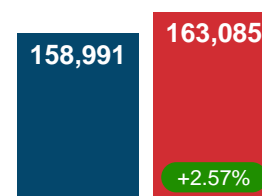
Pending Listings



List Price



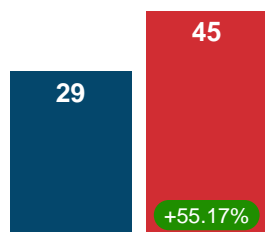
Sale Price



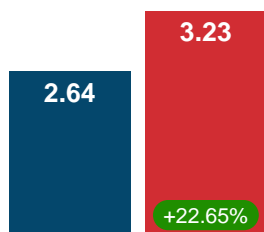
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

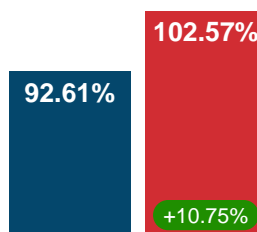
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

