

## March 2022



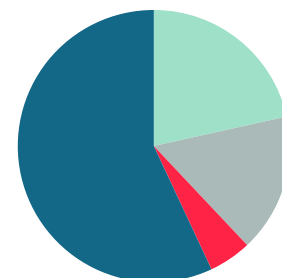
Area Delimited by County Of Sequoyah - Residential Property Type



### 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%
Median List Price	157,900	99,900	-36.73%
Median Sale Price	160,000	103,800	-35.13%
Median Percent of Selling Price to List Price	93.33%	98.10%	5.10%
Median Days on Market to Sale	30.00	10.00	-66.67%
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.

##### 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 **35.13%** in March 2022 to \$103,800 versus the previous year at \$160,000.

##### Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 20.00 days or **66.67%** in March 2022 compared to last year's same month at **30.00** DOM.

##### Sales Success for March 2022 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished 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 Monthly Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

#### Real Estate is Local

##### Consumers Should Consult with a REALTOR®

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

##### Identify a Professional to Manage the Procedure

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

##### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

# March 2022



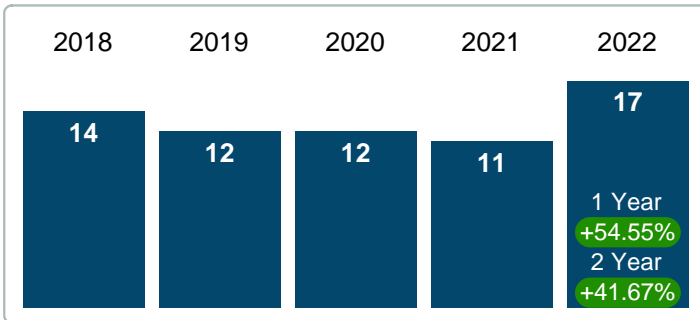
Area Delimited by County Of Sequoyah - Residential Property Type



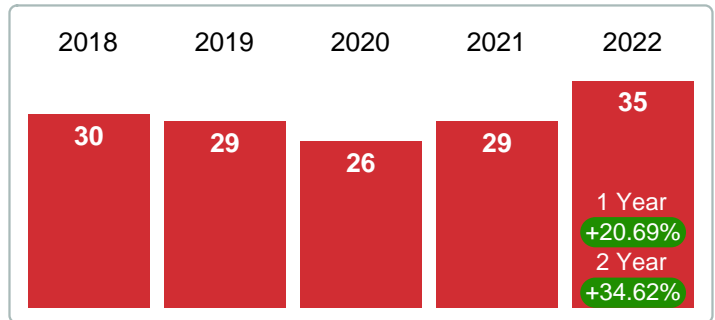
## CLOSED LISTINGS

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

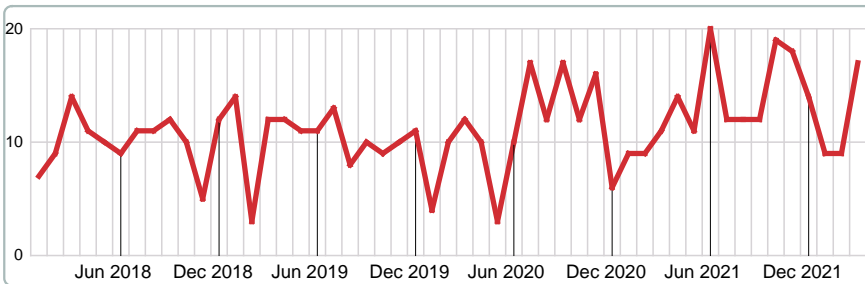
### MARCH



### YEAR TO DATE (YTD)

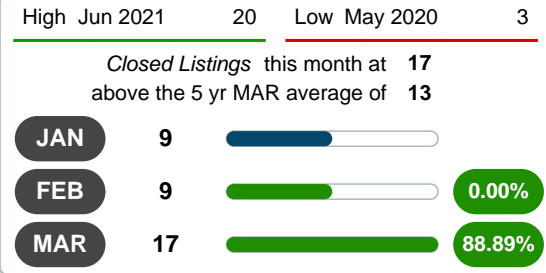


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 13



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0	0.00%	0.0	0	0	0	0
\$30,001 - \$40,000	2	11.76%	68.5	2	0	0	0
\$40,001 - \$80,000	3	17.65%	21.0	1	2	0	0
\$80,001 - \$180,000	5	29.41%	9.0	2	3	0	0
\$180,001 - \$240,000	3	17.65%	1.0	0	2	1	0
\$240,001 - \$400,000	3	17.65%	53.0	1	1	1	0
\$400,001 and up	1	5.88%	10.0	0	1	0	0
<b>Total Closed Units</b>	<b>17</b>			<b>6</b>	<b>9</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>2,772,440</b>	<b>100%</b>	<b>10.0</b>	<b>706.50K</b>	<b>1.57M</b>	<b>492.14K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$103,800</b>			<b>\$65,000</b>	<b>\$103,800</b>	<b>\$246,070</b>	<b>\$0</b>

# March 2022



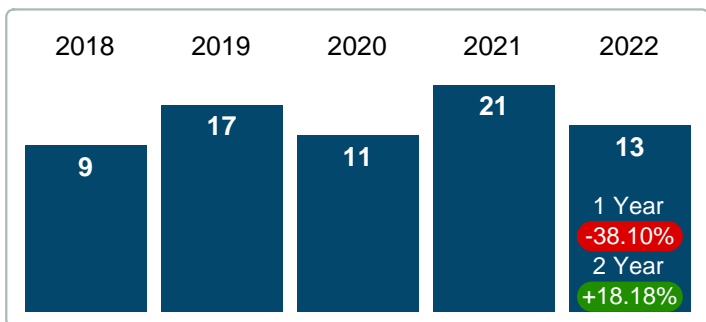
Area Delimited by County Of Sequoyah - Residential Property Type



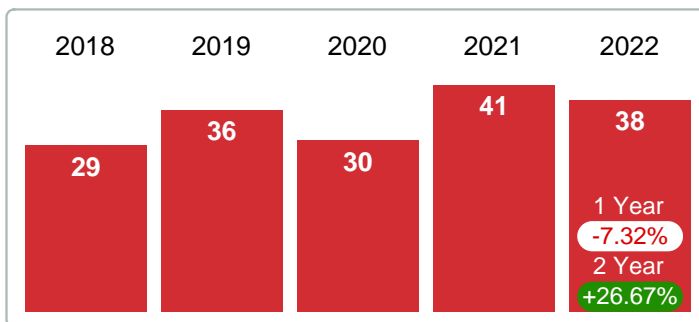
## PENDING LISTINGS

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

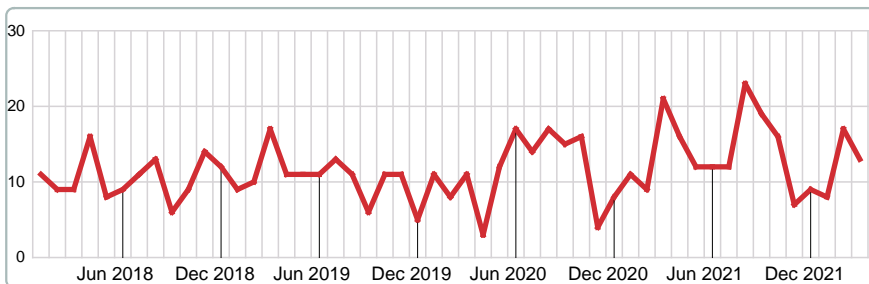
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

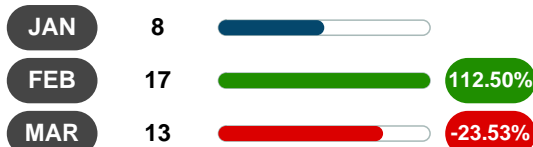


### 3 MONTHS

5 year MAR AVG = 14

High Aug 2021 23 Low Apr 2020 3

Pending Listings this month at 13  
below the 5 yr MAR average of 14



### 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	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%	134.0	0	3	0	0
\$275,001 - \$325,000	4	30.77%	41.5	1	3	0	0
\$325,001 - \$475,000	0	0.00%	41.5	0	0	0	0
\$475,001 and up	2	15.38%	13.5	0	1	1	0
<b>Total Pending Units</b>	<b>13</b>			<b>2</b>	<b>10</b>	<b>1</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>3,418,500</b>	<b>100%</b>	<b>21.0</b>	<b>424.90K</b>	<b>2.27M</b>	<b>724.90K</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$260,000</b>			<b>\$212,450</b>	<b>\$219,950</b>	<b>\$724,900</b>	<b>\$0</b>

# March 2022



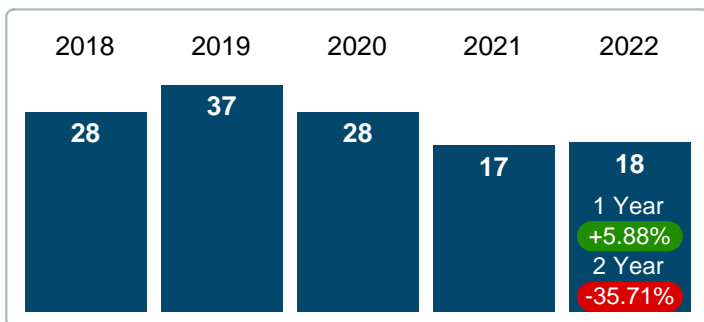
Area Delimited by County Of Sequoyah - Residential Property Type



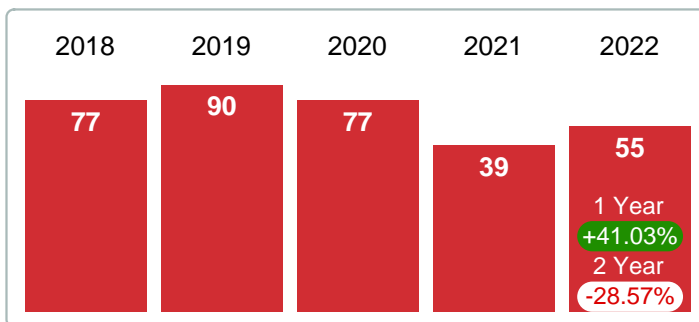
## NEW LISTINGS

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

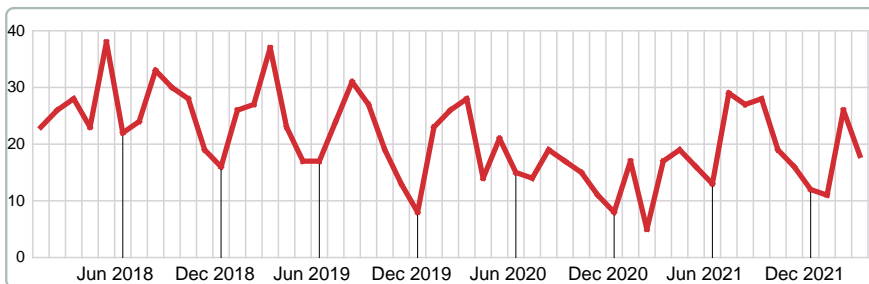
### MARCH



### YEAR TO DATE (YTD)

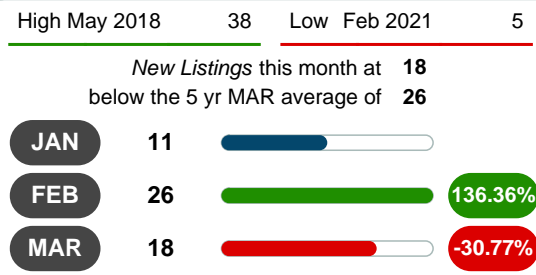


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 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
<b>Total New Listed Units</b>	<b>18</b>		<b>4</b>	<b>11</b>	<b>2</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>4,928,800</b>	<b>100%</b>	<b>708.90K</b>	<b>2.95M</b>	<b>904.80K</b>	<b>364.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$244,750</b>		<b>\$117,450</b>	<b>\$260,000</b>	<b>\$452,400</b>	<b>\$364,900</b>

# March 2022



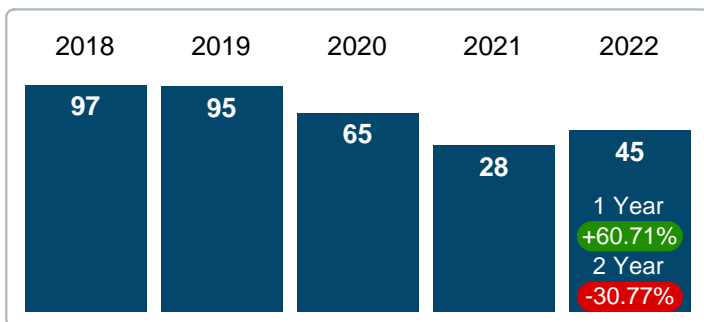
Area Delimited by County Of Sequoyah - Residential Property Type



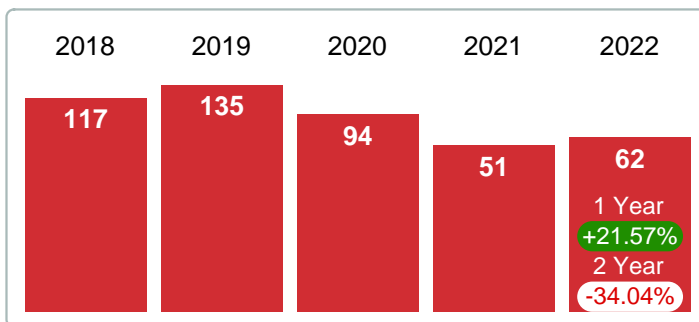
## ACTIVE INVENTORY

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

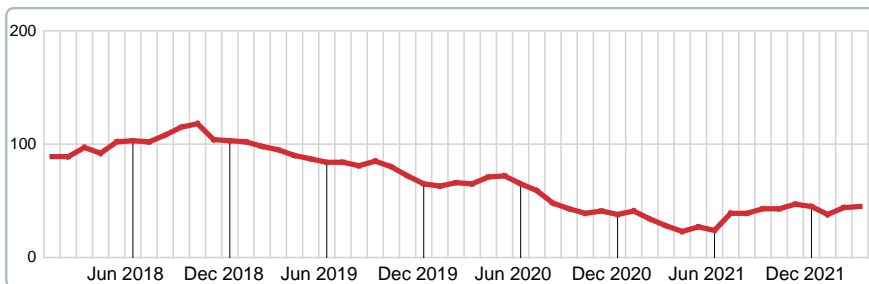
### END OF MARCH



### ACTIVE DURING MARCH

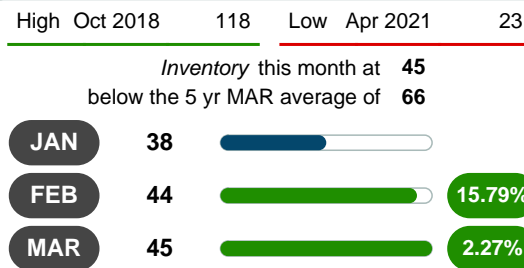


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 66



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	8.89%	72.5	2	2	0	0
\$75,001 - \$100,000	4	8.89%	53.0	1	3	0	0
\$100,001 - \$125,000	3	6.67%	18.0	1	2	0	0
\$125,001 - \$225,000	17	37.78%	41.0	5	8	4	0
\$225,001 - \$300,000	6	13.33%	59.0	0	4	2	0
\$300,001 - \$575,000	7	15.56%	45.0	2	2	2	1
\$575,001 and up	4	8.89%	131.5	2	1	0	1
<b>Total Active Inventory by Units</b>	<b>45</b>			<b>13</b>	<b>22</b>	<b>8</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>18,379,300</b>	<b>100%</b>	<b>48.0</b>	<b>6.00M</b>	<b>5.40M</b>	<b>2.23M</b>	<b>4.75M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$175,000</b>			<b>\$175,000</b>	<b>\$149,900</b>	<b>\$214,400</b>	<b>\$2,377,450</b>

# March 2022



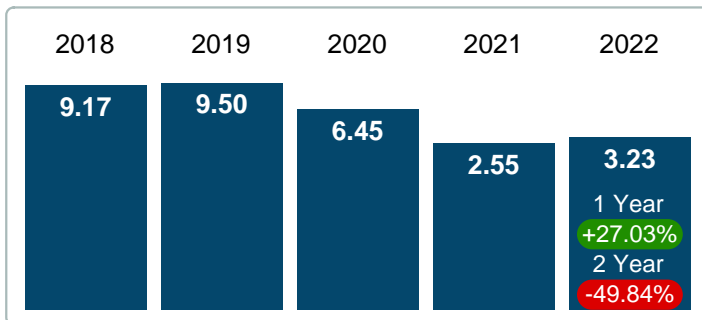
Area Delimited by County Of Sequoyah - Residential Property Type



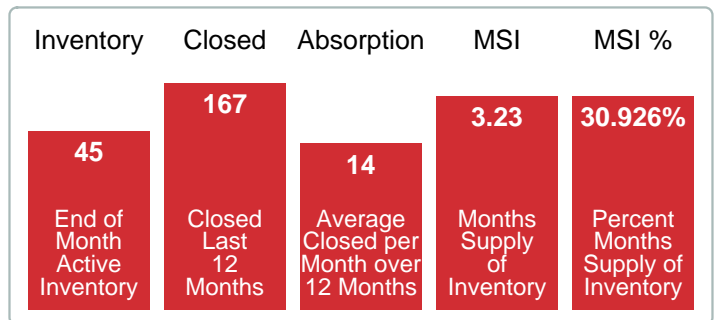
## MONTHS SUPPLY of INVENTORY (MSI)

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

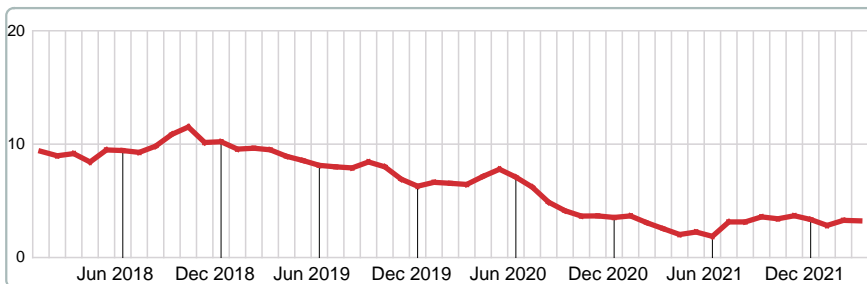
### MSI FOR MARCH



### INDICATORS FOR MARCH 2022



### 5 YEAR MARKET ACTIVITY TRENDS

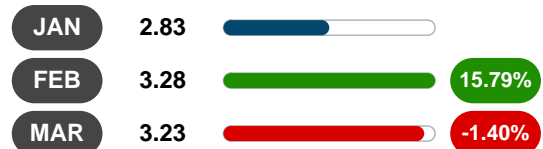


### 3 MONTHS

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

# March 2022



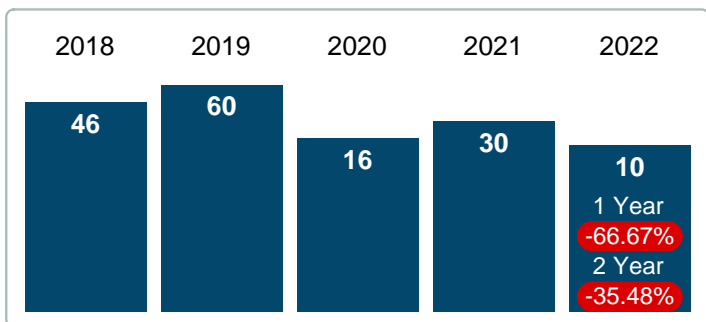
Area Delimited by County Of Sequoyah - Residential Property Type



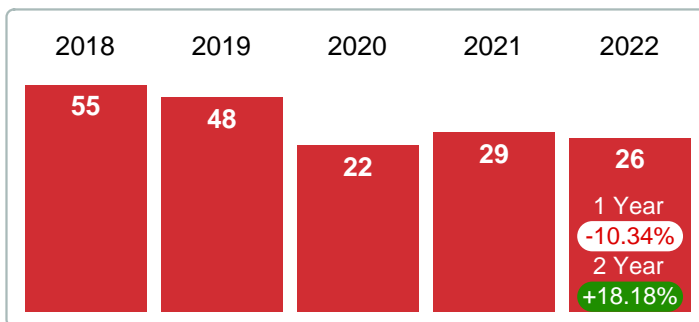
## MEDIAN DAYS ON MARKET TO SALE

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

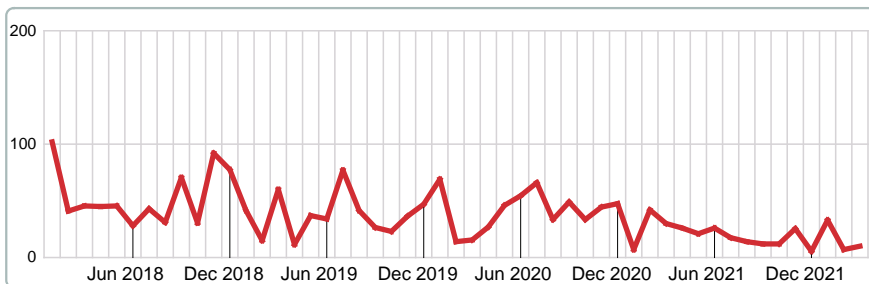
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 32

High Jan 2018 102 Low Dec 2021 6

Median Days on Market to Sale this month at 10 below the 5 yr MAR average of 32



### 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
\$30,000 and less	0.00%	132	0	0	0	0
\$30,001 - \$40,000	11.76%	69	69	0	0	0
\$40,001 - \$80,000	17.65%	21	1	24	0	0
\$80,001 - \$180,000	29.41%	9	25	7	0	0
\$180,001 - \$240,000	17.65%	1	0	52	1	0
\$240,001 - \$400,000	17.65%	53	1	85	53	0
\$400,001 and up	5.88%	10	0	10	0	0
<b>Median Closed DOM</b>		<b>10</b>	<b>5</b>	<b>21</b>	<b>27</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>10.0</b>	<b>6</b>	<b>9</b>	<b>2</b>	<b></b>
<b>Total Closed Volume</b>		<b>2,772,440</b>	<b>706.50K</b>	<b>1.57M</b>	<b>492.14K</b>	<b>0.00B</b>

# March 2022



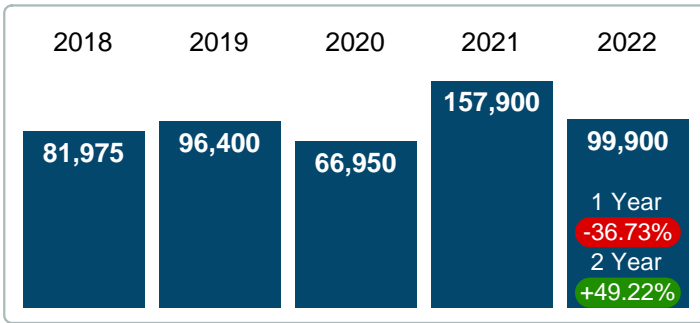
Area Delimited by County Of Sequoyah - Residential Property Type



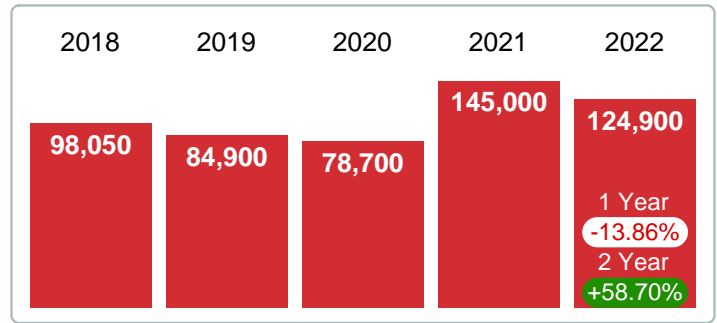
## MEDIAN LIST PRICE AT CLOSING

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

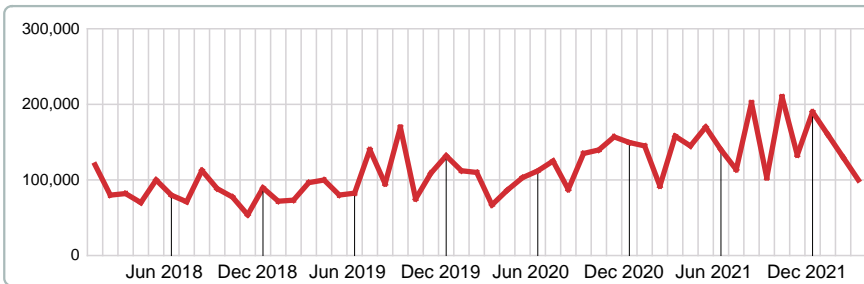
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

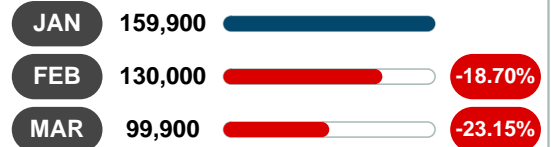


### 3 MONTHS

5 year MAR AVG = 100,625

High Oct 2021 210,000 Low Nov 2018 53,900

Median List Price at Closing this month at **99,900**  
 below the 5 yr MAR average of **100,625**



### 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
\$30,000 and less	5.88%	29,900	0	29,900	0	0
\$30,001 - \$40,000	5.88%	35,000	35,000	0	0	0
\$40,001 - \$80,000	23.53%	52,500	47,500	67,245	0	0
\$80,001 - \$180,000	23.53%	99,700	104,950	99,000	0	0
\$180,001 - \$240,000	11.76%	211,000	0	199,000	223,000	0
\$240,001 - \$400,000	23.53%	263,450	400,000	249,700	277,000	0
\$400,001 and up	5.88%	525,000	0	525,000	0	0
<b>Median List Price</b>		<b>99,900</b>	<b>74,950</b>	<b>99,500</b>	<b>250,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>99,900</b>	<b>6</b>	<b>9</b>	<b>2</b>	
<b>Total Closed Volume</b>			<b>739.90K</b>	<b>1.59M</b>	<b>500.00K</b>	<b>0.00B</b>



# March 2022



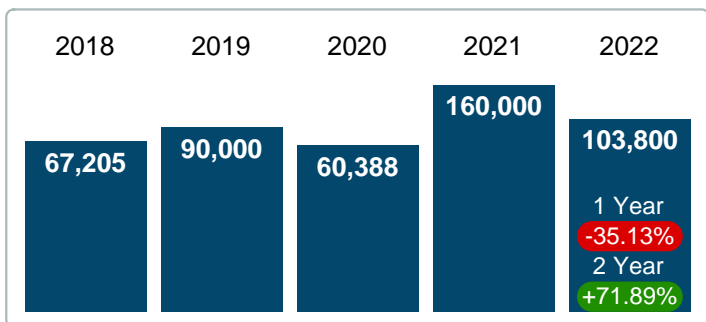
Area Delimited by County Of Sequoyah - Residential Property Type



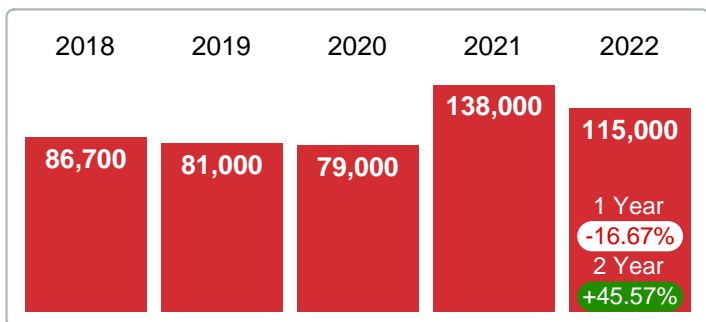
## MEDIAN SOLD PRICE AT CLOSING

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

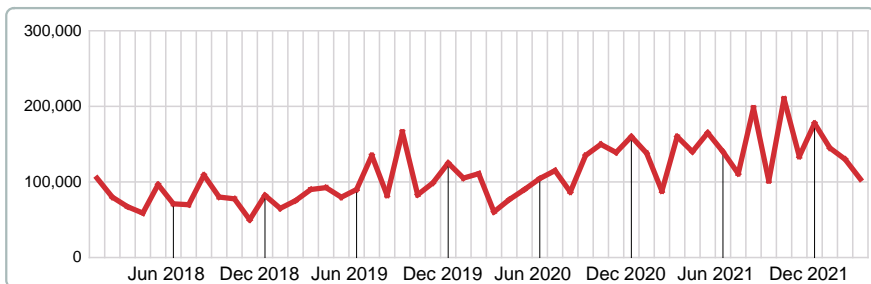
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

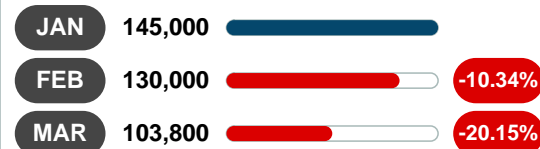


### 3 MONTHS

5 year MAR AVG = 96,279

High Oct 2021 210,000 Low Nov 2018 50,000

Median Sold Price at Closing this month at **103,800** above the 5 yr MAR average of **96,279**



### 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
\$30,000 and less	0.00%	525,000	0	0	0	0
\$30,001 - \$40,000	11.76%	33,250	33,250	0	0	0
\$40,001 - \$80,000	17.65%	49,000	45,000	58,500	0	0
\$80,001 - \$180,000	29.41%	85,000	97,500	85,000	0	0
\$180,001 - \$240,000	17.65%	215,140	0	211,500	215,140	0
\$240,001 - \$400,000	17.65%	277,000	400,000	245,000	277,000	0
\$400,001 and up	5.88%	515,000	0	515,000	0	0
<b>Median Sold Price</b>		<b>103,800</b>	<b>65,000</b>	<b>103,800</b>	<b>246,070</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>103,800</b>	<b>6</b>	<b>9</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>2,772,440</b>	<b>706.50K</b>	<b>1.57M</b>	<b>492.14K</b>	<b>0.00B</b>

# March 2022



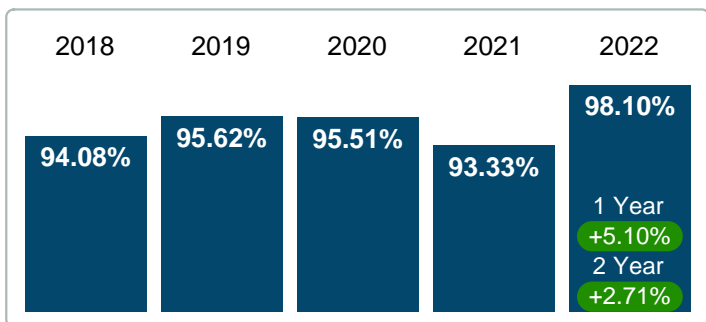
Area Delimited by County Of Sequoyah - Residential Property Type



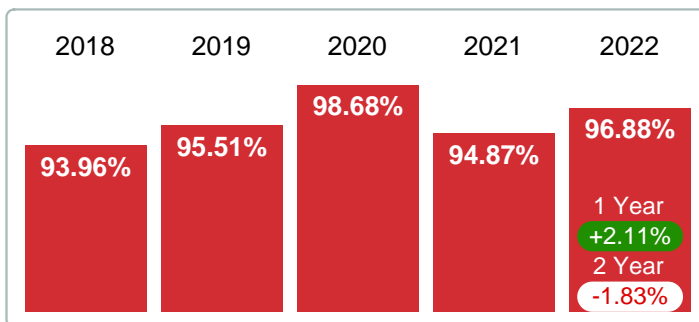
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

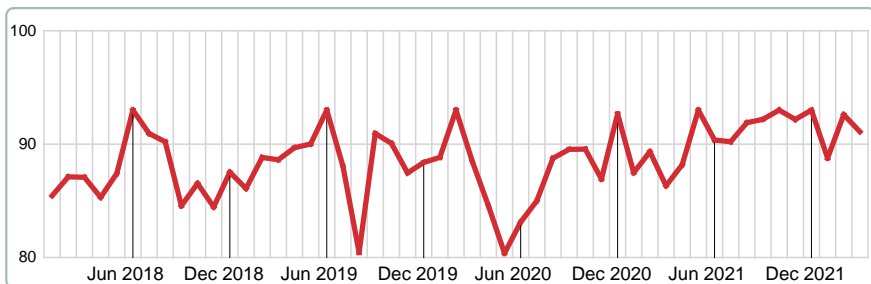
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

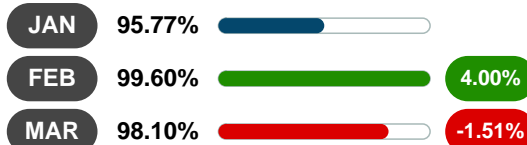


### 3 MONTHS

5 year MAR AVG = 95.33%

High Dec 2021 100.00% Low May 2020 87.38%

Median Sold/List Ratio this month at **98.10%**  
above the 5 yr MAR average of **95.33%**



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	0	0.00%	15.00%	0.00%	0.00%	0.00%	0.00%
\$30,001 - \$40,000	2	11.76%	81.50%	81.50%	0.00%	0.00%	0.00%
\$40,001 - \$80,000	3	17.65%	100.00%	100.00%	158.26%	0.00%	0.00%
\$80,001 - \$180,000	5	29.41%	100.00%	92.54%	105.38%	0.00%	0.00%
\$180,001 - \$240,000	3	17.65%	94.47%	0.00%	94.33%	96.48%	0.00%
\$240,001 - \$400,000	3	17.65%	100.00%	100.00%	98.04%	100.00%	0.00%
\$400,001 and up	1	5.88%	98.10%	0.00%	98.10%	0.00%	0.00%
Median Sold/List Ratio		98.10%		100.00%	98.04%	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



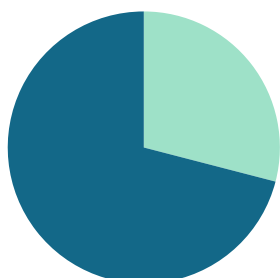
Area Delimited by County Of Sequoyah - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

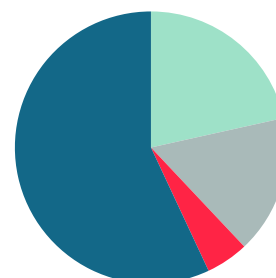


**Inventory**  
 New Listings  
**18 = 29.03%**  
 Start Inventory  
**44**  
 Total Inventory Units  
**62**  
 Volume  
**\$22,489,499**

### 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%
Median List Price	157,900	99,900	-36.73%	145,000	124,900	-13.86%
Median Sale Price	160,000	103,800	-35.13%	138,000	115,000	-16.67%
Median Percent of Selling Price to List Price	93.33%	98.10%	5.10%	94.87%	96.88%	2.11%
Median Days on Market to Sale	30.00	10.00	-66.67%	29.00	26.00	-10.34%
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

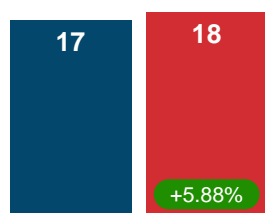
**Inventory** on March 31, 2022 = **45**

**2021** **2022**

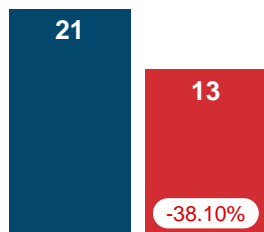
### MARCH MARKET

### MEDIAN PRICES

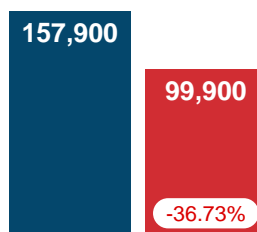
#### New Listings



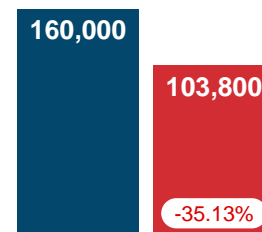
#### Pending Listings



#### List Price



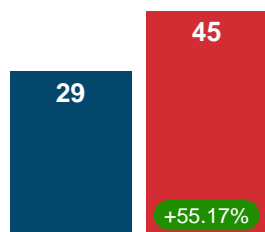
#### Sale Price



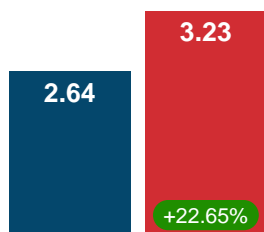
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

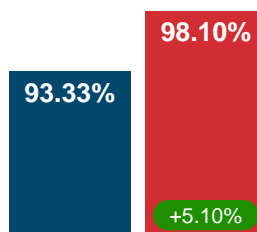
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

