

March 2022



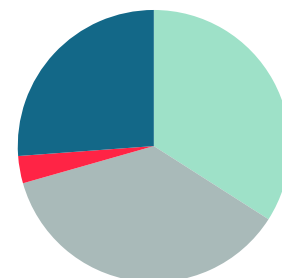
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2021 | March 2022 | +/-% |
|--|---------|------------|---------|
| Closed Listings | 983 | 955 | -2.85% |
| Pending Listings | 1,138 | 1,025 | -9.93% |
| New Listings | 1,231 | 1,146 | -6.90% |
| Average List Price | 260,604 | 282,023 | 8.22% |
| Average Sale Price | 257,105 | 284,019 | 10.47% |
| Average Percent of Selling Price to List Price | 99.27% | 101.03% | 1.78% |
| Average Days on Market to Sale | 26.14 | 18.60 | -28.84% |
| End of Month Inventory | 971 | 734 | -24.41% |
| Months Supply of Inventory | 1.01 | 0.72 | -29.24% |



■ Closed (34.05%)
■ Pending (36.54%)
■ Other OffMarket (3.24%)
■ Active (26.17%)

Absorption: Last 12 months, an Average of **1,026** Sales/Month
Active Inventory as of March 31, 2022 = **734**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **24.41%** to 734 existing homes available for sale. Over the last 12 months this area has had an average of 1,026 closed sales per month. This represents an unsold inventory index of **0.72** 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 **10.47%** in March 2022 to \$284,019 versus the previous year at \$257,105.

Average Days on Market Shortens

The average number of **18.60** days that homes spent on the market before selling decreased by 7.54 days or **28.84%** in March 2022 compared to last year's same month at **26.14** 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 1,146 New Listings in March 2022, down **6.90%** from last year at 1,231. Furthermore, there were 955 Closed Listings this month versus last year at 983, a **-2.85%** decrease.

Closed versus Listed trends yielded a **83.3%** ratio, up from previous year's, March 2021, at **79.9%**, a **4.36%** upswing. This will certainly create pressure on a decreasing 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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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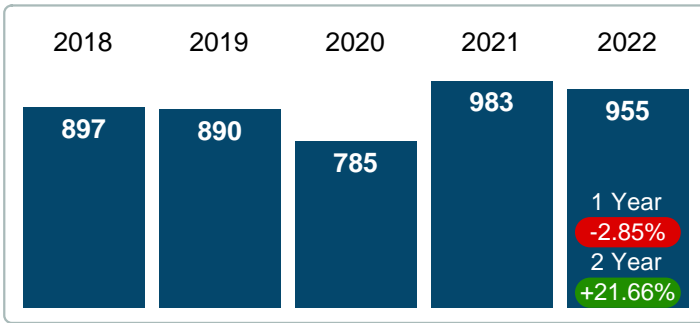
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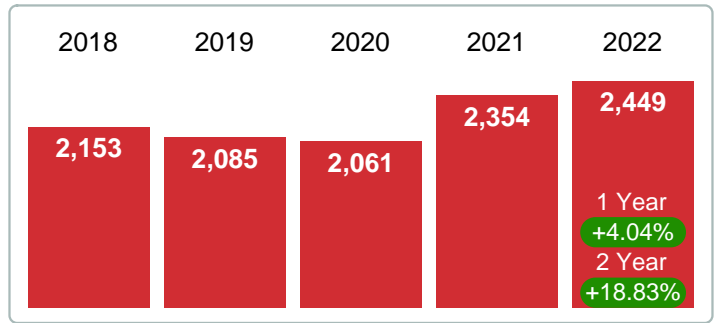
CLOSED LISTINGS

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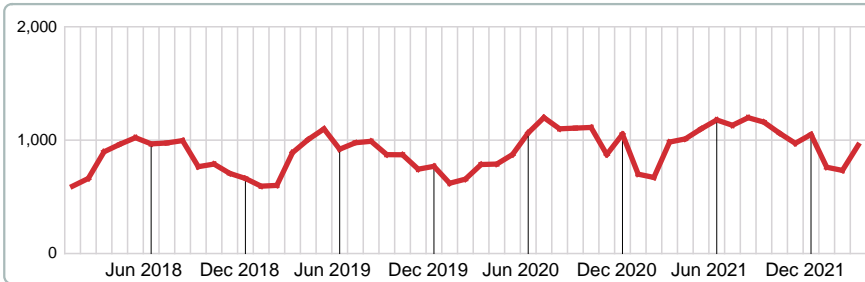
MARCH



YEAR TO DATE (YTD)

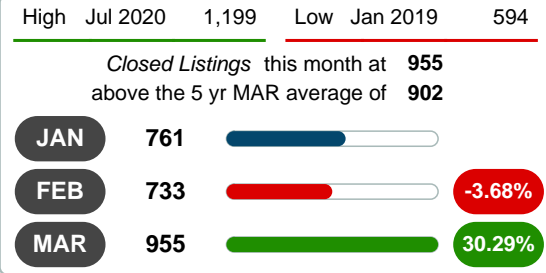


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 902



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 82 | 8.59% | 23.7 | 51 | 27 | 4 | 0 |
| \$100,001 - \$150,000 | 88 | 9.21% | 17.1 | 21 | 63 | 3 | 1 |
| \$150,001 - \$200,000 | 153 | 16.02% | 12.1 | 21 | 109 | 20 | 3 |
| \$200,001 - \$275,000 | 261 | 27.33% | 10.0 | 17 | 175 | 67 | 2 |
| \$275,001 - \$350,000 | 138 | 14.45% | 15.9 | 8 | 61 | 63 | 6 |
| \$350,001 - \$475,000 | 128 | 13.40% | 26.4 | 2 | 54 | 61 | 11 |
| \$475,001 and up | 105 | 10.99% | 40.6 | 0 | 16 | 61 | 28 |
| Total Closed Units | 955 | | | 120 | 505 | 279 | 51 |
| Total Closed Volume | 271,237,739 | 100% | 18.6 | 16.97M | 120.33M | 101.86M | 32.08M |
| Average Closed Price | \$284,019 | | | \$141,446 | \$238,268 | \$365,072 | \$629,088 |

March 2022



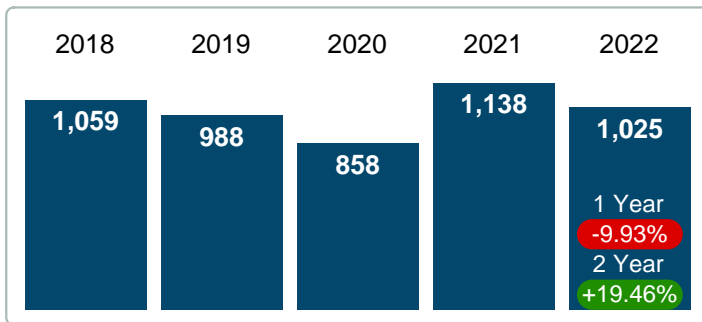
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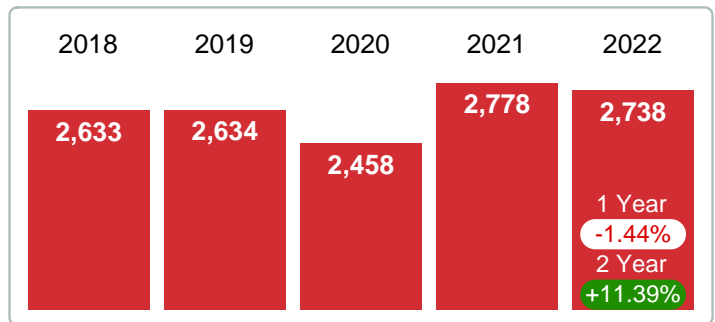
PENDING LISTINGS

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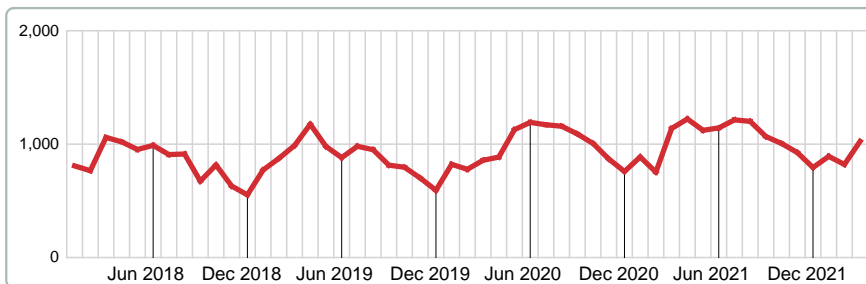
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,014

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **1,025**
above the 5 yr MAR average of **1,014**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 86 | 8.39% | 25.3 | 54 | 30 | 2 | 0 |
| \$100,001 - \$150,000 | 124 | 12.10% | 13.9 | 30 | 92 | 2 | 0 |
| \$150,001 - \$200,000 | 138 | 13.46% | 13.5 | 14 | 104 | 18 | 2 |
| \$200,001 - \$275,000 | 255 | 24.88% | 12.9 | 14 | 172 | 66 | 3 |
| \$275,001 - \$375,000 | 191 | 18.63% | 16.8 | 8 | 84 | 92 | 7 |
| \$375,001 - \$525,000 | 129 | 12.59% | 24.0 | 3 | 36 | 73 | 17 |
| \$525,001 and up | 102 | 9.95% | 31.7 | 1 | 14 | 58 | 29 |
| Total Pending Units | 1,025 | | | 124 | 532 | 311 | 58 |
| Total Pending Volume | 315,824,283 | 100% | 18.0 | 19.06M | 125.50M | 126.60M | 44.66M |
| Average Listing Price | \$308,000 | | | \$153,692 | \$235,897 | \$407,088 | \$770,080 |

March 2022



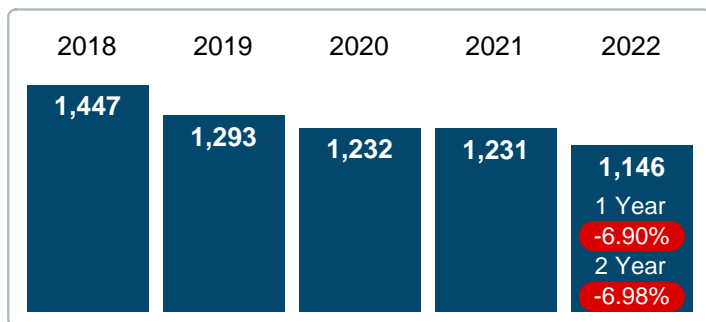
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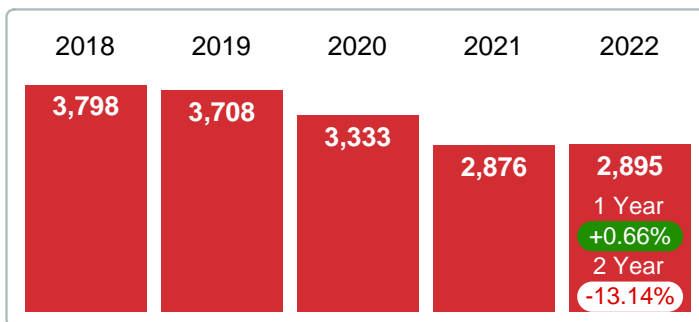
NEW LISTINGS

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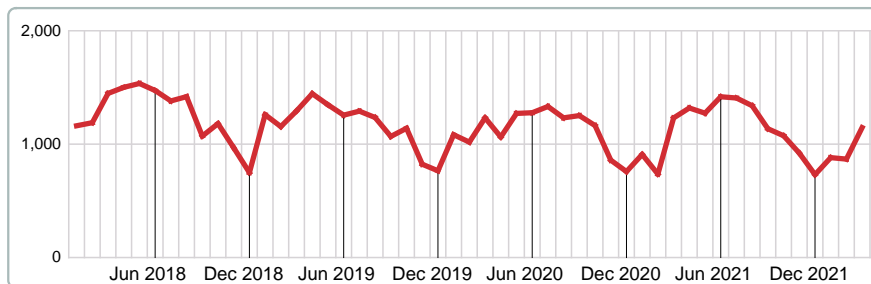
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,270

High May 2018 1,535 Low Dec 2021 731

New Listings this month at 1,146
 below the 5 yr MAR average of 1,270



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 | 104 | 9.08% | 48 | 53 | 3 | 0 |
| \$100,001 - \$150,000 | 144 | 12.57% | 34 | 103 | 7 | 0 |
| \$150,001 - \$200,000 | 147 | 12.83% | 15 | 113 | 16 | 3 |
| \$200,001 - \$275,000 | 273 | 23.82% | 17 | 192 | 61 | 3 |
| \$275,001 - \$375,000 | 214 | 18.67% | 9 | 97 | 100 | 8 |
| \$375,001 - \$525,000 | 136 | 11.87% | 1 | 37 | 82 | 16 |
| \$525,001 and up | 128 | 11.17% | 0 | 17 | 70 | 41 |
| Total New Listed Units | 1,146 | | 124 | 612 | 339 | 71 |
| Total New Listed Volume | 379,217,477 | 100% | 17.88M | 141.08M | 146.16M | 74.09M |
| Average New Listed Listing Price | \$309,625 | | \$144,209 | \$230,524 | \$431,161 | \$1,043,544 |

March 2022



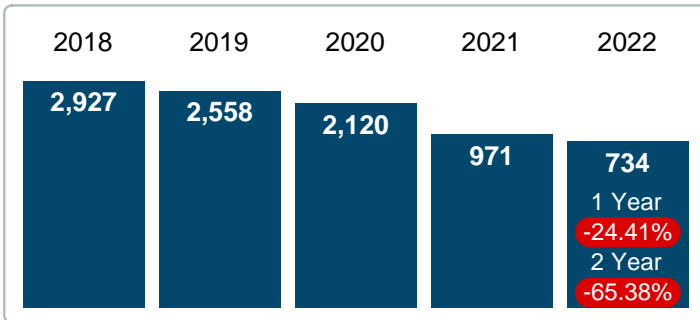
Area Delimited by County Of Tulsa - Residential Property Type



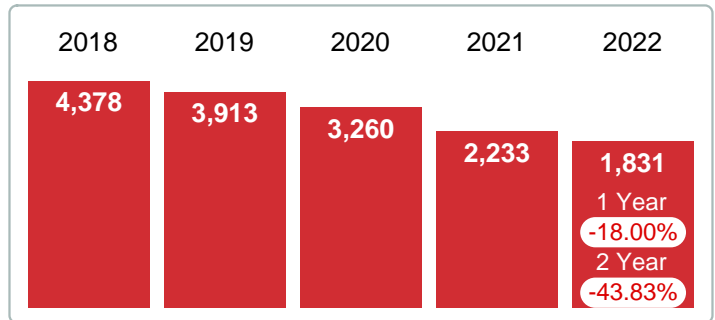
ACTIVE INVENTORY

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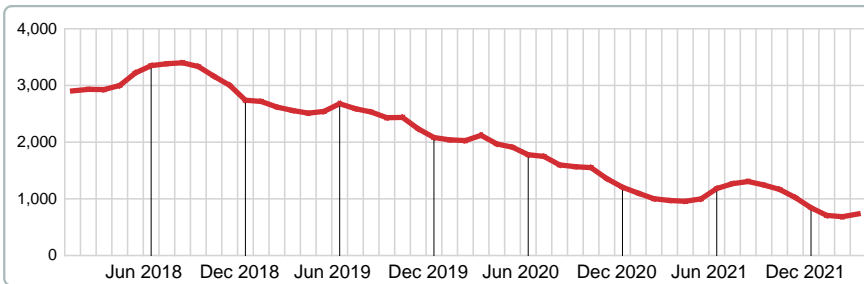
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

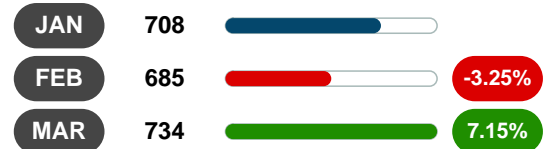


3 MONTHS

5 year MAR AVG = 1,862

High Aug 2018 3,400 Low Feb 2022 685

Inventory this month at **734**
 below the 5 yr MAR average of **1,862**



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 | 56 | 7.63% | 107.3 | 33 | 21 | 2 | 0 |
| \$75,001 - \$150,000 | 97 | 13.22% | 39.5 | 29 | 60 | 8 | 0 |
| \$150,001 - \$225,000 | 108 | 14.71% | 38.3 | 14 | 77 | 16 | 1 |
| \$225,001 - \$375,000 | 187 | 25.48% | 51.1 | 10 | 98 | 73 | 6 |
| \$375,001 - \$500,000 | 103 | 14.03% | 59.8 | 3 | 34 | 59 | 7 |
| \$500,001 - \$725,000 | 109 | 14.85% | 89.0 | 1 | 27 | 68 | 13 |
| \$725,001 and up | 74 | 10.08% | 85.4 | 0 | 7 | 25 | 42 |
| Total Active Inventory by Units | 734 | | | 90 | 324 | 251 | 69 |
| Total Active Inventory by Volume | 329,503,901 | 100% | 62.3 | 12.42M | 92.71M | 126.19M | 98.18M |
| Average Active Inventory Listing Price | \$448,915 | | | \$138,019 | \$286,133 | \$502,753 | \$1,422,959 |

March 2022



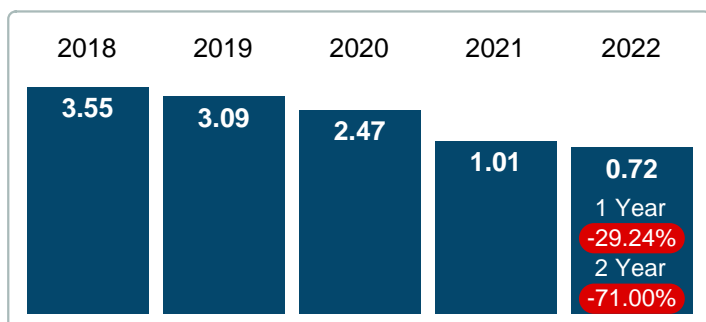
Area Delimited by County Of Tulsa - Residential Property Type



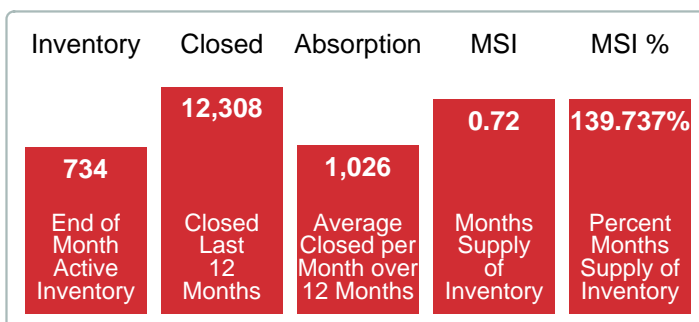
MONTHS SUPPLY of INVENTORY (MSI)

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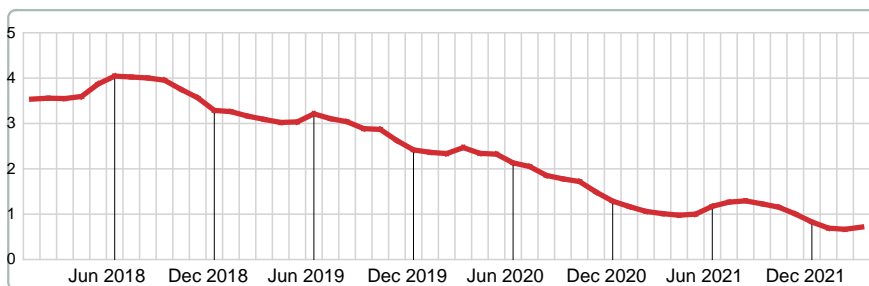
MSI FOR MARCH



INDICATORS FOR MARCH 2022

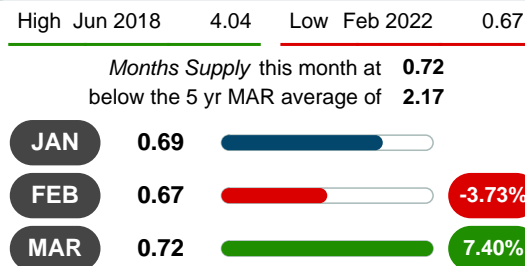


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.17



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 | 56 | 7.63% | 0.91 | 0.95 | 0.89 | 0.62 | 0.00 |
| \$75,001 - \$150,000 | 97 | 13.22% | 0.62 | 0.64 | 0.60 | 0.78 | 0.00 |
| \$150,001 - \$225,000 | 108 | 14.71% | 0.38 | 0.49 | 0.36 | 0.39 | 0.30 |
| \$225,001 - \$375,000 | 187 | 25.48% | 0.56 | 0.70 | 0.64 | 0.50 | 0.34 |
| \$375,001 - \$500,000 | 103 | 14.03% | 0.95 | 0.92 | 1.30 | 0.93 | 0.44 |
| \$500,001 - \$725,000 | 109 | 14.85% | 2.07 | 2.40 | 2.97 | 2.32 | 0.95 |
| \$725,001 and up | 74 | 10.08% | 2.73 | 0.00 | 2.21 | 1.92 | 3.94 |
| Market Supply of Inventory (MSI) | | | 0.72 | 0.71 | 0.61 | 0.82 | 1.11 |
| Total Active Inventory by Units | | 100% | 734 | 90 | 324 | 251 | 69 |

March 2022



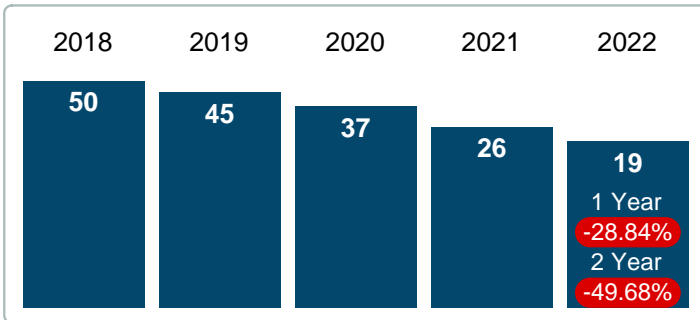
Area Delimited by County Of Tulsa - Residential Property Type



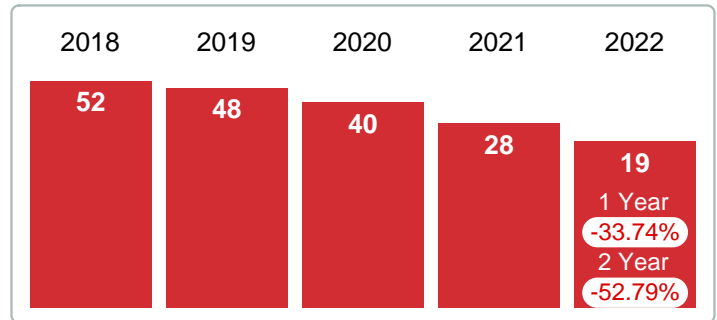
AVERAGE DAYS ON MARKET TO SALE

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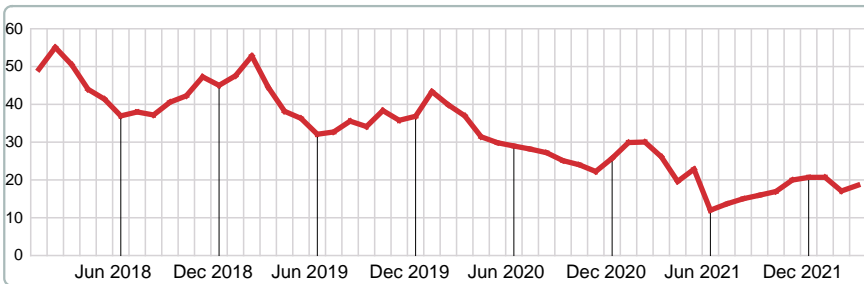
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 35

High Feb 2018 55 Low Jun 2021 12

Average Days on Market to Sale this month at 19 below the 5 yr MAR average of 35



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 |
|---|--------|-------------|----------|---------|---------|---------|
| \$100,000 and less | 8.59% | 24 | 27 | 18 | 23 | 0 |
| \$100,001 - \$150,000 | 9.21% | 17 | 17 | 15 | 65 | 14 |
| \$150,001 - \$200,000 | 16.02% | 12 | 13 | 12 | 15 | 7 |
| \$200,001 - \$275,000 | 27.33% | 10 | 21 | 9 | 10 | 13 |
| \$275,001 - \$350,000 | 14.45% | 16 | 29 | 18 | 10 | 35 |
| \$350,001 - \$475,000 | 13.40% | 26 | 20 | 31 | 18 | 52 |
| \$475,001 and up | 10.99% | 41 | 0 | 27 | 46 | 38 |
| Average Closed DOM | | 19 | 22 | 15 | 21 | 37 |
| Total Closed Units | 100% | 955 | 120 | 505 | 279 | 51 |
| Total Closed Volume | | 271,237,739 | 16.97M | 120.33M | 101.86M | 32.08M |

March 2022



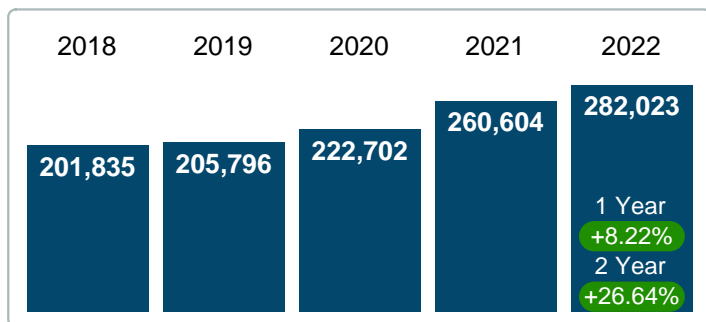
Area Delimited by County Of Tulsa - Residential Property Type



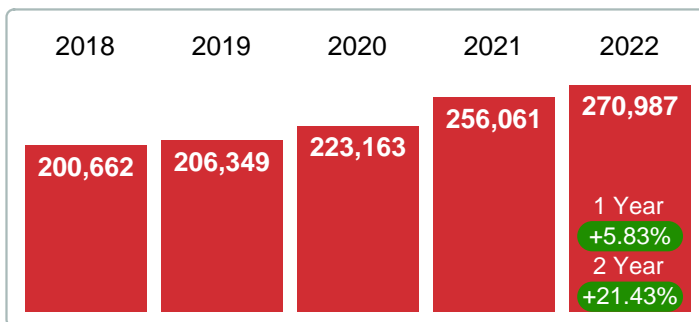
AVERAGE LIST PRICE AT CLOSING

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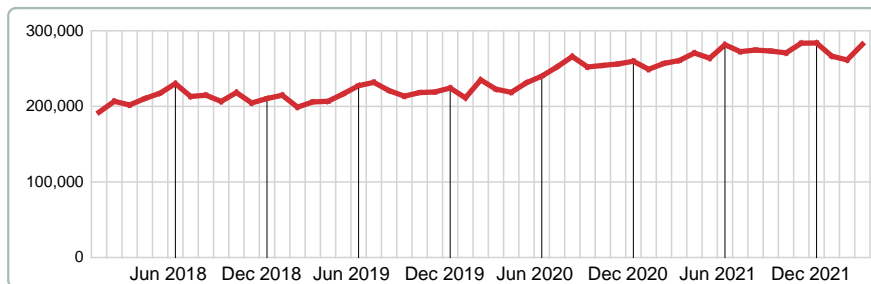
MARCH



YEAR TO DATE (YTD)

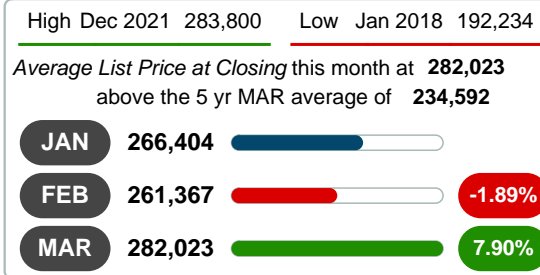


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 234,592



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 |
|--|--------|--------------------|----------------|----------------|----------------|----------------|
| \$100,000 and less | 8.48% | 72,355 | 67,532 | 81,411 | 91,250 | 0 |
| \$100,001 - \$150,000 | 10.26% | 129,937 | 126,867 | 130,371 | 128,333 | 105,000 |
| \$150,001 - \$200,000 | 16.86% | 178,142 | 175,900 | 173,022 | 177,375 | 189,000 |
| \$200,001 - \$275,000 | 26.81% | 235,201 | 232,100 | 227,431 | 242,698 | 248,950 |
| \$275,001 - \$350,000 | 14.14% | 312,110 | 296,522 | 307,730 | 302,287 | 310,033 |
| \$350,001 - \$475,000 | 13.40% | 409,713 | 429,500 | 404,509 | 397,395 | 425,790 |
| \$475,001 and up | 10.05% | 700,693 | 0 | 574,885 | 618,267 | 864,167 |
| Average List Price | | 282,023 | 141,493 | 235,414 | 364,006 | 625,695 |
| Total Closed Units | 100% | 282,023 | 120 | 505 | 279 | 51 |
| Total Closed Volume | | 269,331,627 | 16.98M | 118.88M | 101.56M | 31.91M |

March 2022



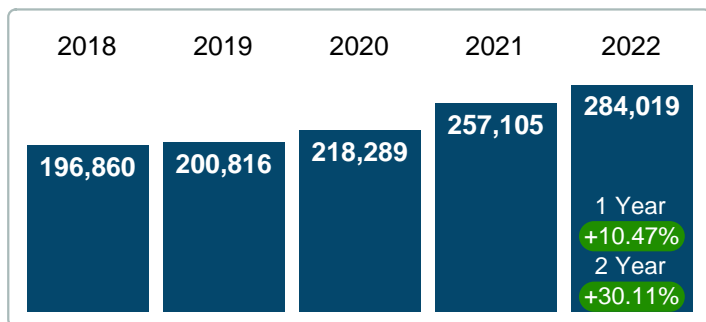
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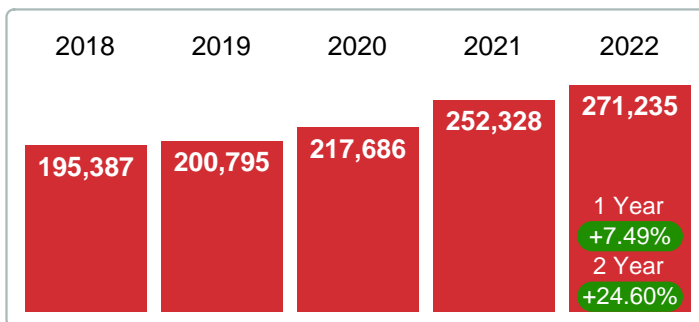
AVERAGE SOLD PRICE AT CLOSING

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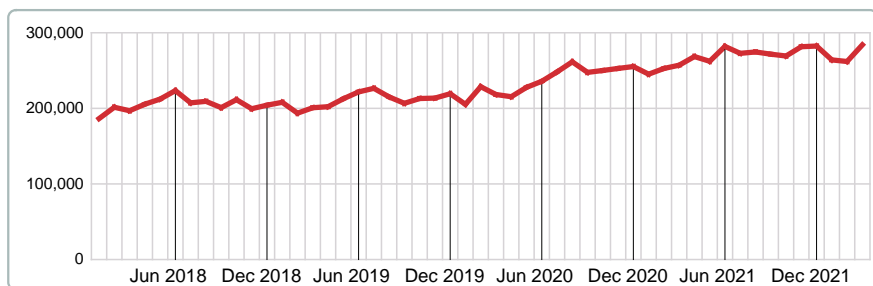
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

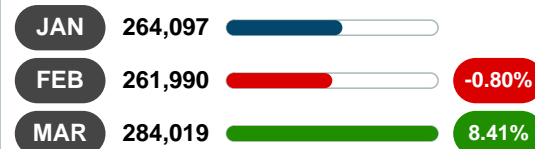


3 MONTHS

5 year MAR AVG = 231,418

High Mar 2022 284,019 Low Jan 2018 186,418

Average Sold Price at Closing this month at **284,019** above the 5 yr MAR average of **231,418**



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 |
|--|--------|--------------------|----------------|----------------|----------------|----------------|
| \$100,000 and less | 8.59% | 72,076 | 66,930 | 81,032 | 77,250 | 0 |
| \$100,001 - \$150,000 | 9.21% | 128,420 | 128,976 | 129,126 | 116,667 | 107,500 |
| \$150,001 - \$200,000 | 16.02% | 176,811 | 175,198 | 176,536 | 177,675 | 192,333 |
| \$200,001 - \$275,000 | 27.33% | 235,014 | 232,612 | 231,611 | 244,171 | 246,500 |
| \$275,001 - \$350,000 | 14.45% | 309,189 | 297,890 | 307,701 | 311,702 | 313,000 |
| \$350,001 - \$475,000 | 13.40% | 404,230 | 417,500 | 404,710 | 399,547 | 425,428 |
| \$475,001 and up | 10.99% | 678,344 | 0 | 600,264 | 611,043 | 869,582 |
| Average Sold Price | | 284,019 | 141,446 | 238,268 | 365,072 | 629,088 |
| Total Closed Units | 100% | 284,019 | 120 | 505 | 279 | 51 |
| Total Closed Volume | | 271,237,739 | 16.97M | 120.33M | 101.86M | 32.08M |

March 2022



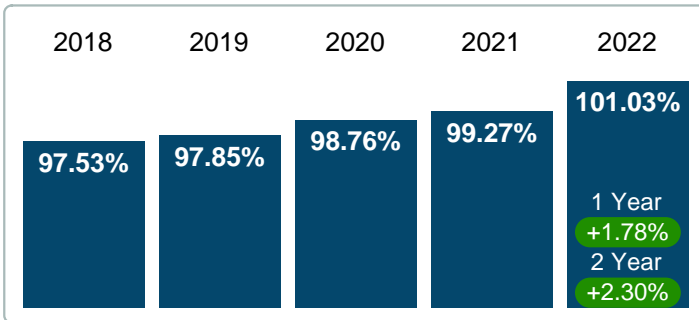
Area Delimited by County Of Tulsa - Residential Property Type



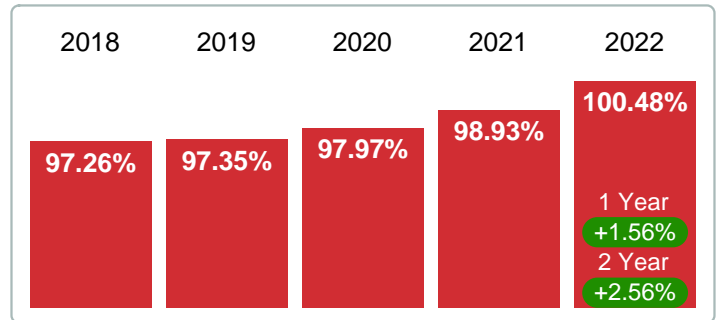
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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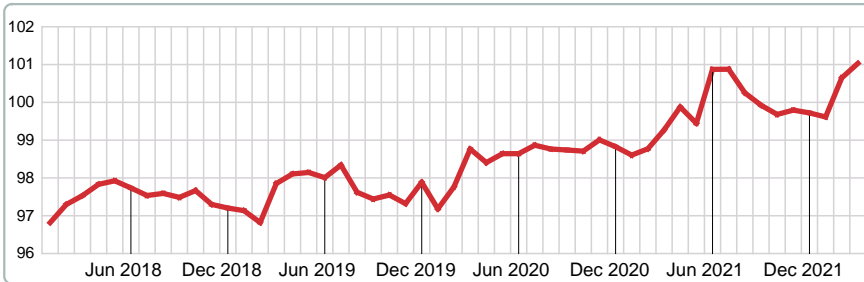
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

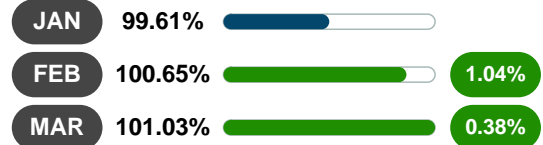


3 MONTHS

5 year MAR AVG = 98.89%

High Mar 2022 101.03% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **101.03%**
above the 5 yr MAR average of **98.89%**



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 |
|--|-----|--------|---------|----------|---------|---------|---------|
| \$100,000 and less | 82 | 8.59% | 98.72% | 98.96% | 100.29% | 85.03% | 0.00% |
| \$100,001 - \$150,000 | 88 | 9.21% | 99.87% | 101.78% | 99.60% | 91.18% | 102.38% |
| \$150,001 - \$200,000 | 153 | 16.02% | 101.78% | 100.27% | 102.30% | 100.50% | 101.75% |
| \$200,001 - \$275,000 | 261 | 27.33% | 101.64% | 100.42% | 102.08% | 100.87% | 99.12% |
| \$275,001 - \$350,000 | 138 | 14.45% | 101.74% | 100.72% | 100.29% | 103.35% | 100.89% |
| \$350,001 - \$475,000 | 128 | 13.40% | 100.44% | 97.33% | 100.25% | 100.79% | 99.98% |
| \$475,001 and up | 105 | 10.99% | 101.00% | 0.00% | 105.29% | 100.48% | 99.67% |
| Average Sold/List Ratio | | | 101.00% | 99.98% | 101.42% | 100.97% | 100.03% |
| Total Closed Units | | 100% | 101.00% | 120 | 505 | 279 | 51 |
| Total Closed Volume | | | | 16.97M | 120.33M | 101.86M | 32.08M |

March 2022



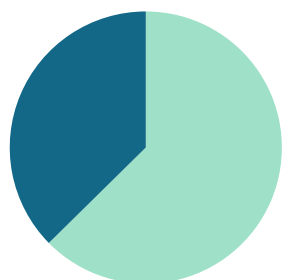
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

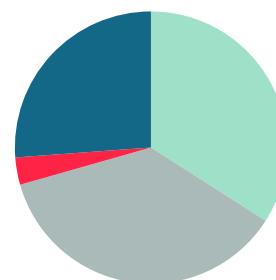


Inventory
 New Listings
1,146 = 62.62%
 Start Inventory
684
 Total Inventory Units
1,830
 Volume
\$692,345,776

Market Activity

Closed Sales
955 = 34.05%
 Pending Sales
1,025 = 36.54%
 Other Off Market
91 = 3.24%
 Active Inventory
734 = 26.17%

MARKET ACTIVITY



| Compared Metrics | March | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2021 | 2022 | +/-% | 2021 | 2022 | +/-% |
| Closed Sales | 983 | 955 | -2.85% | 2,354 | 2,449 | 4.04% |
| Pending Sales | 1,138 | 1,025 | -9.93% | 2,778 | 2,738 | -1.44% |
| New Listings | 1,231 | 1,146 | -6.90% | 2,876 | 2,895 | 0.66% |
| Average List Price | 260,604 | 282,023 | 8.22% | 256,061 | 270,987 | 5.83% |
| Average Sale Price | 257,105 | 284,019 | 10.47% | 252,328 | 271,235 | 7.49% |
| Average Percent of Selling Price to List Price | 99.27% | 101.03% | 1.78% | 98.93% | 100.48% | 1.56% |
| Average Days on Market to Sale | 26.14 | 18.60 | -28.84% | 28.36 | 18.79 | -33.74% |
| Monthly Inventory | 971 | 734 | -24.41% | 971 | 734 | -24.41% |
| Months Supply of Inventory | 1.01 | 0.72 | -29.24% | 1.01 | 0.72 | -29.24% |

Absorption: Last 12 months, an Average of **1,026** Sales/Month

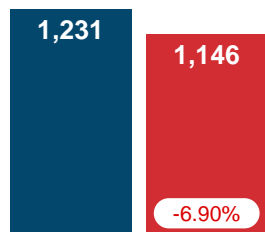
Inventory on March 31, 2022 = **734**

2021 **2022**

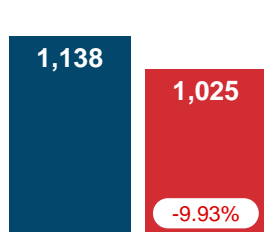
MARCH MARKET

AVERAGE PRICES

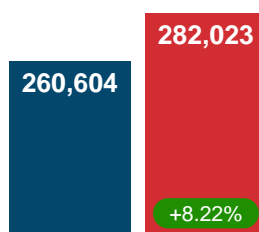
New Listings



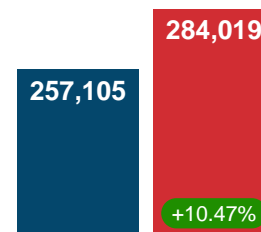
Pending Listings



List Price



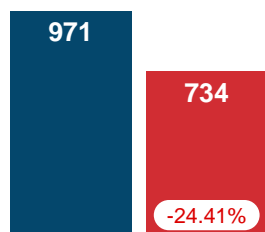
Sale Price



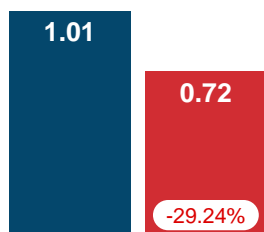
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

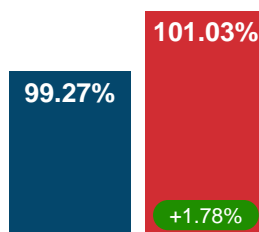
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

