

March 2022



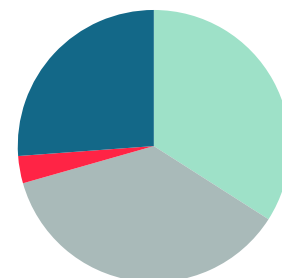
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	215,000	235,000	9.30%
Median Sale Price	215,000	238,000	10.70%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	5.00	0.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **10.70%** in March 2022 to \$238,000 versus the previous year at \$215,000.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in March 2022 compared to last year's same month at **5.00** DOM.

Sales Success for March 2022 is Positive

Overall, with Median 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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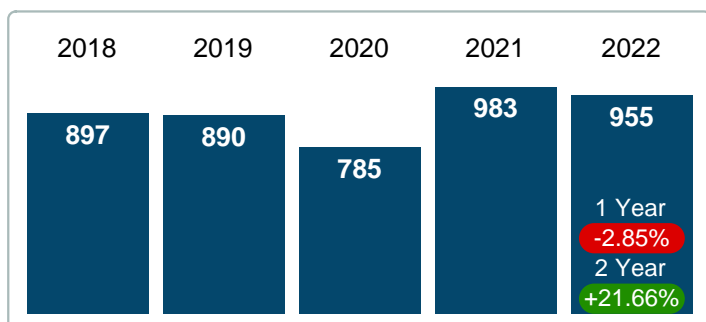
Area Delimited by County Of Tulsa - Residential Property Type



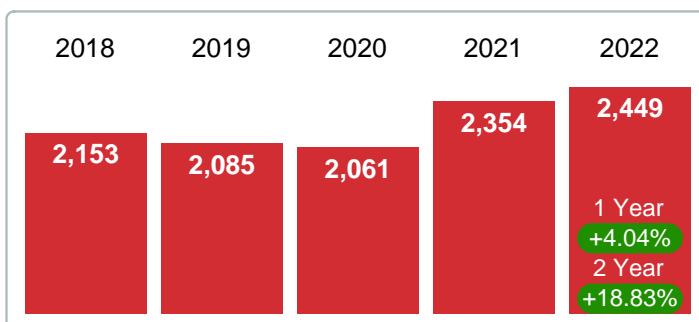
CLOSED LISTINGS

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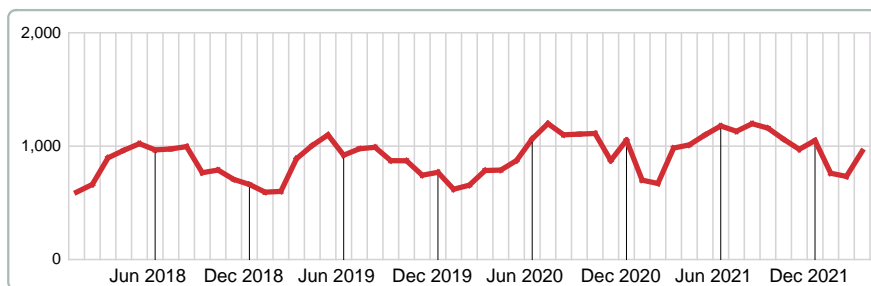
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

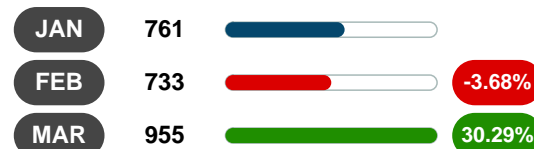


3 MONTHS

5 year MAR AVG = 902

High Jul 2020 1,199 Low Jan 2019 594

Closed Listings this month at **955**
above the 5 yr MAR average of **902**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	82	8.59%	7.0	51	27	4	0
\$100,001 - \$150,000	88	9.21%	4.5	21	63	3	1
\$150,001 - \$200,000	153	16.02%	4.0	21	109	20	3
\$200,001 - \$275,000	261	27.33%	4.0	17	175	67	2
\$275,001 - \$350,000	138	14.45%	4.0	8	61	63	6
\$350,001 - \$475,000	128	13.40%	5.0	2	54	61	11
\$475,001 and up	105	10.99%	10.0	0	16	61	28
Total Closed Units	955			120	505	279	51
Total Closed Volume	271,237,739	100%	5.0	16.97M	120.33M	101.86M	32.08M
Median Closed Price	\$238,000			\$128,803	\$218,216	\$330,000	\$524,900

March 2022



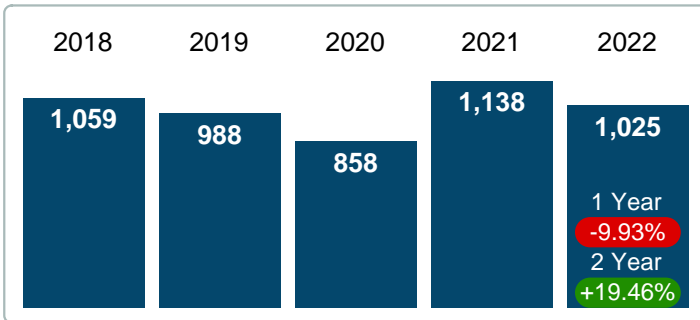
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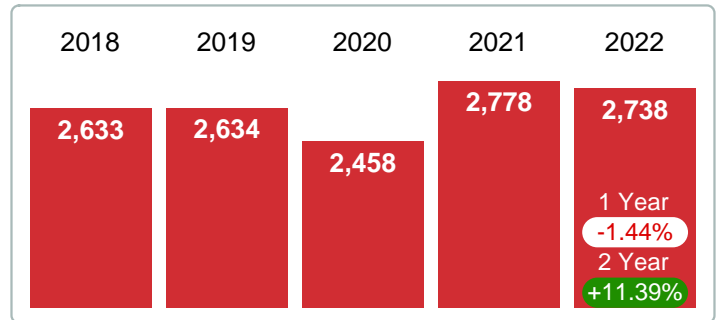
PENDING LISTINGS

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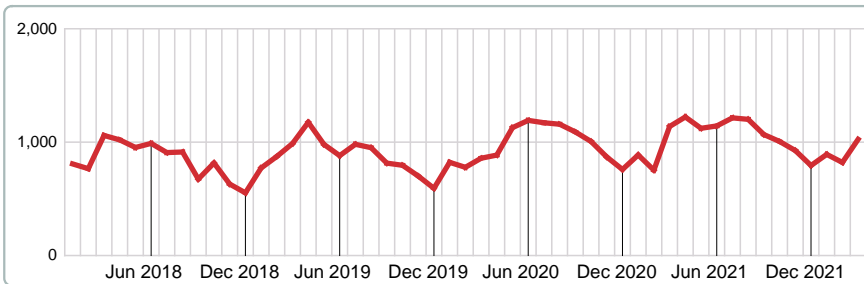
MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	86	8.39%	5.0	54	30	2	0
\$100,001 - \$150,000	124	12.10%	4.0	30	92	2	0
\$150,001 - \$200,000	138	13.46%	4.0	14	104	18	2
\$200,001 - \$275,000	255	24.88%	4.0	14	172	66	3
\$275,001 - \$375,000	191	18.63%	5.0	8	84	92	7
\$375,001 - \$525,000	129	12.59%	7.0	3	36	73	17
\$525,001 and up	102	9.95%	11.0	1	14	58	29
Total Pending Units	1,025			124	532	311	58
Total Pending Volume	315,824,283	100%	5.0	19.06M	125.50M	126.60M	44.66M
Median Listing Price	\$245,210			\$110,000	\$220,000	\$350,000	\$534,750

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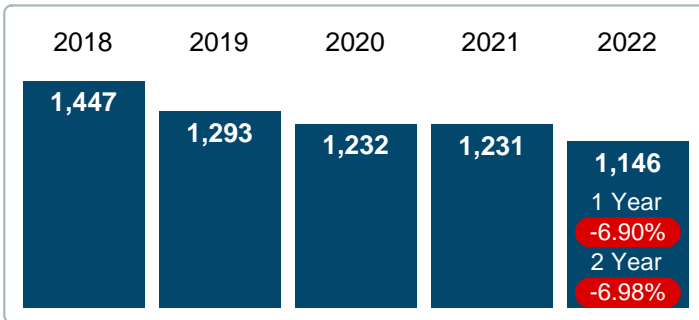
Area Delimited by County Of Tulsa - Residential Property Type



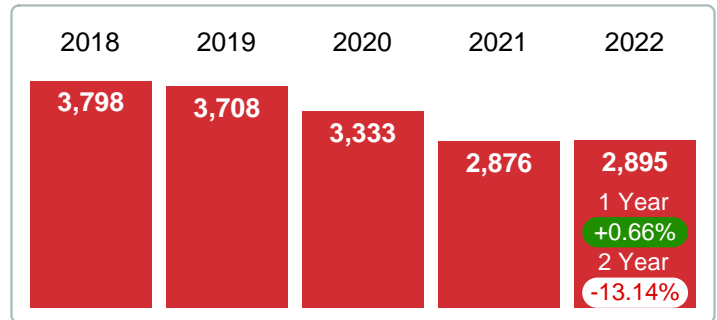
NEW LISTINGS

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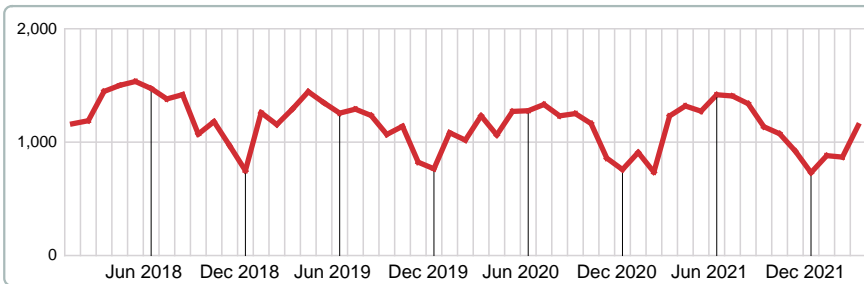
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 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
Median New Listed Listing Price	\$245,000		\$116,500	\$215,000	\$359,900	\$567,500

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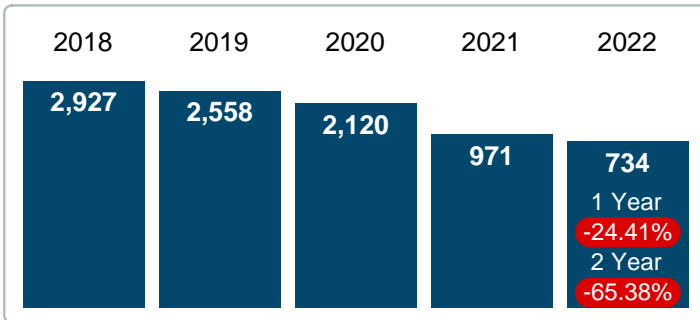
Area Delimited by County Of Tulsa - Residential Property Type



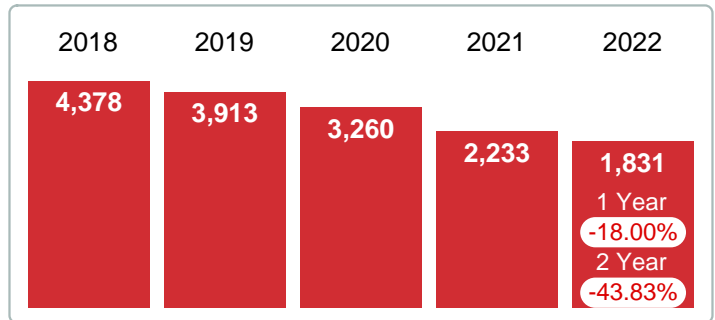
ACTIVE INVENTORY

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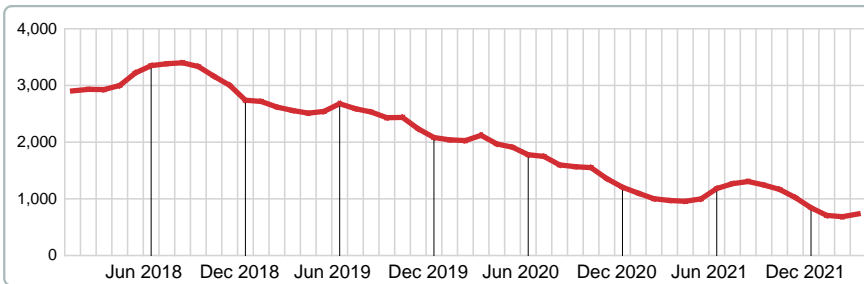
END OF MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	56	7.63%	37.5	33	21	2	0
\$75,001 - \$150,000	97	13.22%	13.0	29	60	8	0
\$150,001 - \$225,000	108	14.71%	20.0	14	77	16	1
\$225,001 - \$375,000	187	25.48%	18.0	10	98	73	6
\$375,001 - \$500,000	103	14.03%	28.0	3	34	59	7
\$500,001 - \$725,000	109	14.85%	37.0	1	27	68	13
\$725,001 and up	74	10.08%	62.0	0	7	25	42
Total Active Inventory by Units			734	90	324	251	69
Total Active Inventory by Volume			329,503,901	12.42M	92.71M	126.19M	98.18M
Median Active Inventory Listing Price			\$302,244	\$112,500	\$229,500	\$440,000	\$824,900

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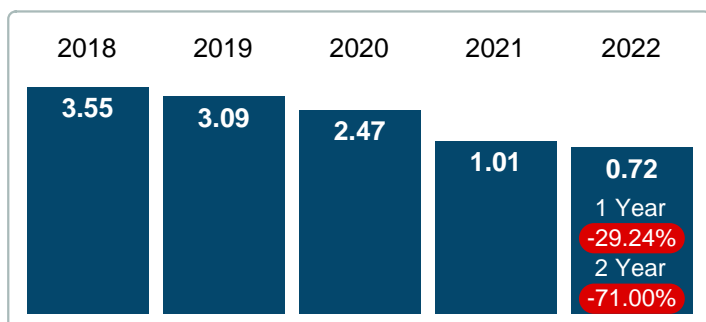
Area Delimited by County Of Tulsa - Residential Property Type



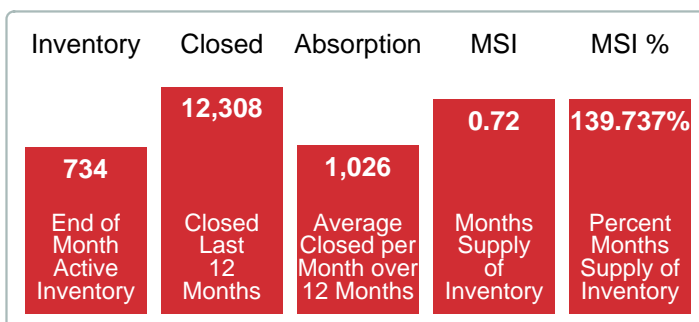
MONTHS SUPPLY of INVENTORY (MSI)

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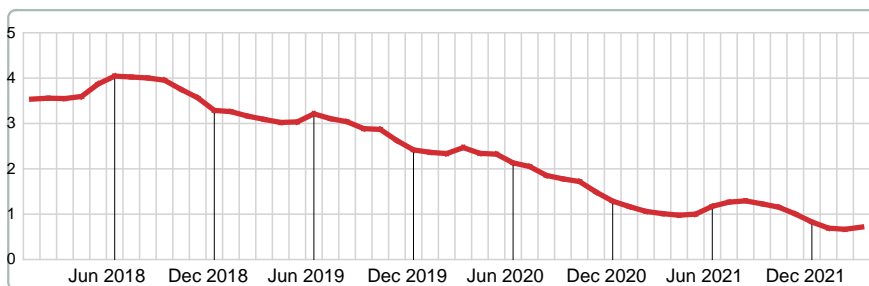
MSI FOR MARCH



INDICATORS FOR MARCH 2022

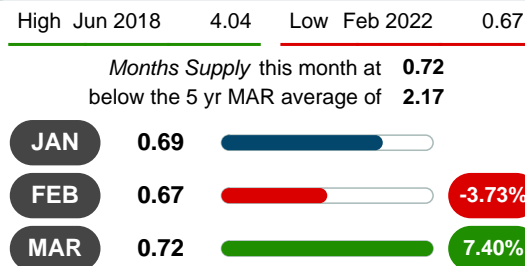


5 YEAR MARKET ACTIVITY TRENDS



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



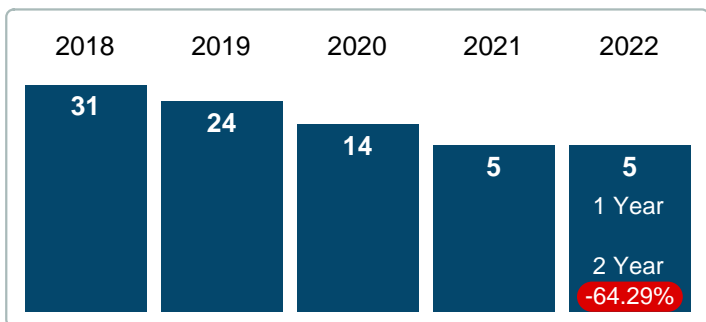
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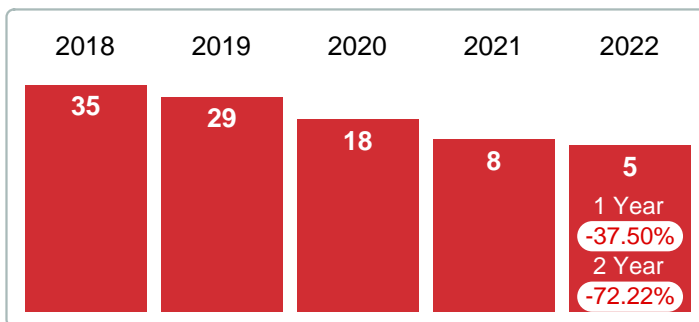
MEDIAN DAYS ON MARKET TO SALE

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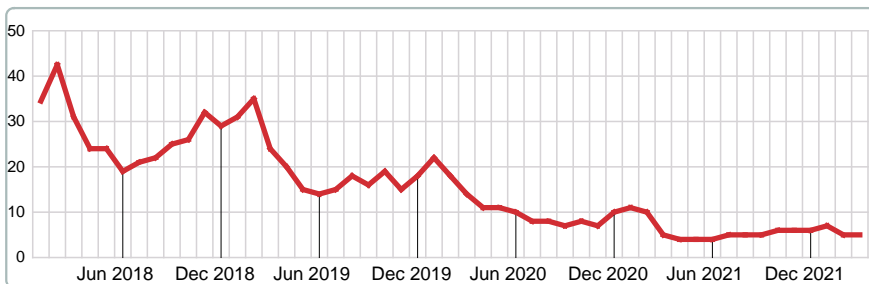
MARCH



YEAR TO DATE (YTD)

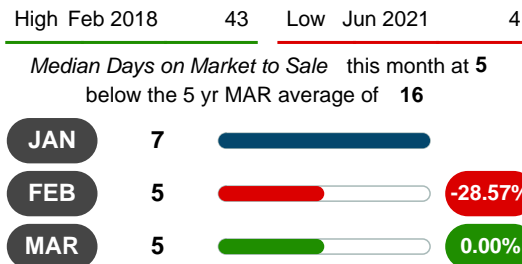


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 16



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	
\$100,000 and less	82	8.59%	7	7	6	24	
\$100,001 - \$150,000	88	9.21%	5	3	5	58	
\$150,001 - \$200,000	153	16.02%	4	3	4	6	
\$200,001 - \$275,000	261	27.33%	4	3	4	4	
\$275,001 - \$350,000	138	14.45%	4	14	5	4	
\$350,001 - \$475,000	128	13.40%	5	20	5	4	
\$475,001 and up	105	10.99%	10	0	5	11	
Median Closed DOM		5		6	4	4	
Total Closed Units		955	100%	5.0	120	505	279
Total Closed Volume		271,237,739			16.97M	120.33M	101.86M

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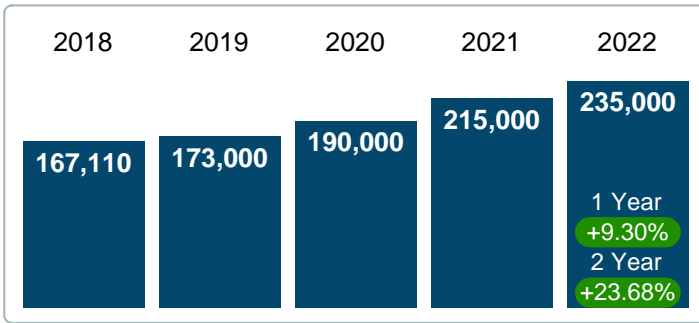
Area Delimited by County Of Tulsa - Residential Property Type



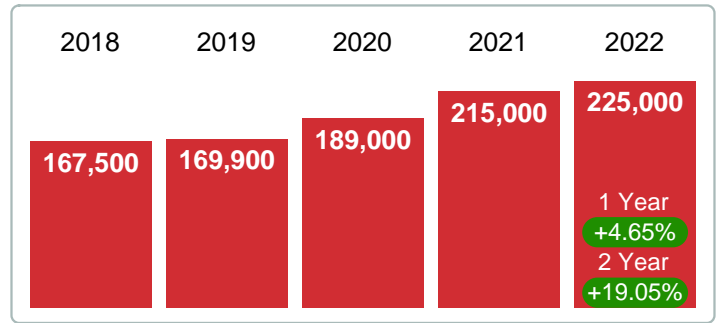
MEDIAN LIST PRICE AT CLOSING

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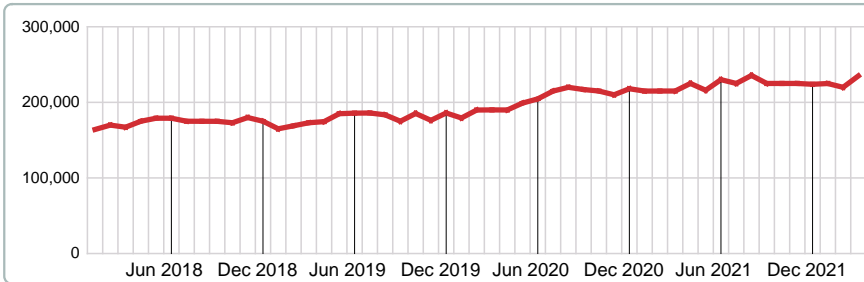
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

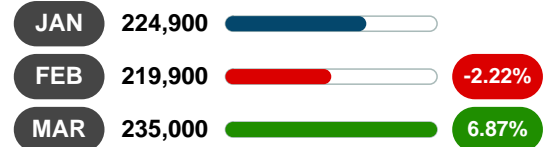


3 MONTHS

5 year MAR AVG = 196,022

High Aug 2021 235,598 Low Jan 2018 164,125

Median List Price at Closing this month at **235,000**
above the 5 yr MAR average of **196,022**



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
\$100,000 and less	8.48%	74,500	59,950	85,000	95,000	0
\$100,001 - \$150,000	10.26%	129,995	130,000	129,990	134,900	105,000
\$150,001 - \$200,000	16.86%	179,000	179,000	175,000	185,000	190,000
\$200,001 - \$275,000	26.81%	232,828	229,900	225,000	249,000	218,000
\$275,001 - \$350,000	14.14%	310,000	299,000	318,900	310,000	299,900
\$350,001 - \$475,000	13.40%	406,713	429,500	401,700	400,000	417,500
\$475,001 and up	10.05%	589,950	0	545,000	564,375	693,040
Median List Price		235,000	125,000	215,000	320,000	529,900
Total Closed Units	100%	235,000	120	505	279	51
Total Closed Volume		269,331,627	16.98M	118.88M	101.56M	31.91M

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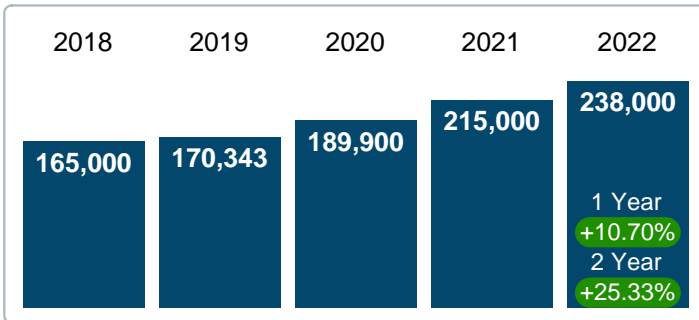
Area Delimited by County Of Tulsa - Residential Property Type



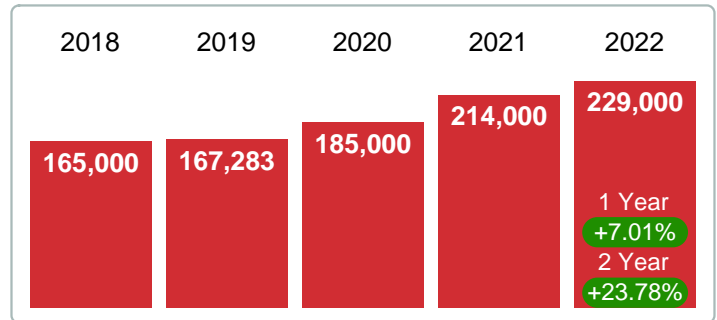
MEDIAN SOLD PRICE AT CLOSING

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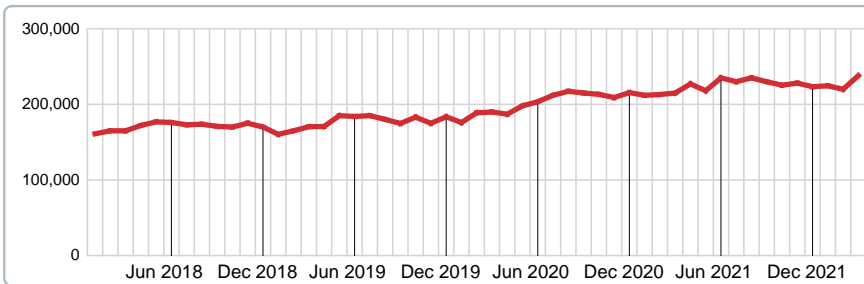
MARCH



YEAR TO DATE (YTD)

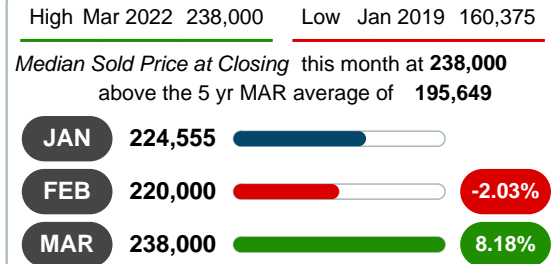


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 195,649



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
\$100,000 and less	8.59%	76,000	60,000	85,000	77,000	0
\$100,001 - \$150,000	9.21%	127,889	134,640	128,000	115,000	107,500
\$150,001 - \$200,000	16.02%	179,900	175,000	178,500	181,000	190,000
\$200,001 - \$275,000	27.33%	231,001	230,000	228,755	245,000	246,500
\$275,001 - \$350,000	14.45%	309,500	291,559	310,000	315,000	314,000
\$350,001 - \$475,000	13.40%	399,745	417,500	397,705	392,900	420,000
\$475,001 and up	10.99%	575,000	0	551,500	540,000	665,000
Median Sold Price		238,000	128,803	218,216	330,000	524,900
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



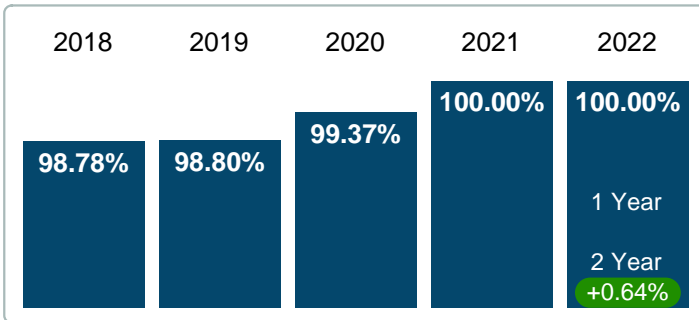
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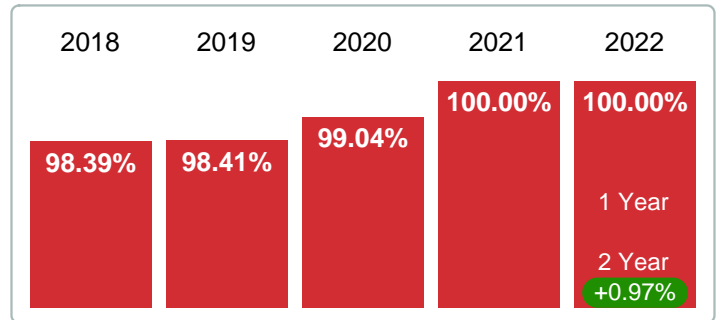
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 99.39%

High Mar 2022 100.00% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr MAR average of **99.39%**

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	
\$100,000 and less	82	8.59%	100.00%	100.00%	100.00%	89.50%	0.00%	
\$100,001 - \$150,000	88	9.21%	100.00%	101.60%	100.00%	92.00%	102.38%	
\$150,001 - \$200,000	153	16.02%	100.56%	100.00%	100.97%	100.33%	100.00%	
\$200,001 - \$275,000	261	27.33%	100.00%	100.00%	100.41%	100.00%	99.12%	
\$275,001 - \$350,000	138	14.45%	101.17%	101.20%	100.00%	102.43%	101.69%	
\$350,001 - \$475,000	128	13.40%	100.00%	97.33%	100.00%	100.97%	100.00%	
\$475,001 and up	105	10.99%	100.00%	0.00%	100.96%	100.00%	100.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%	
Total Closed Units		955	100%	100.00%	120	505	279	51
Total Closed Volume		271,237,739			16.97M	120.33M	101.86M	32.08M

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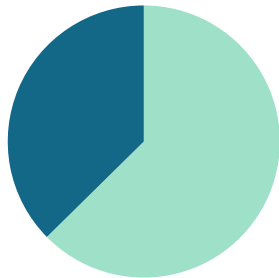
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

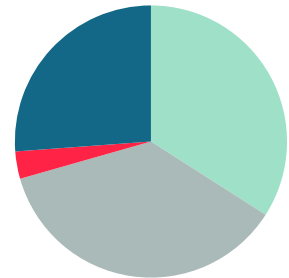


Inventory
 New Listings
1,146 = 62.62%
 Start Inventory
684
 Total Inventory Units
1,830
 Volume
\$692,345,776

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%
Median List Price	215,000	235,000	9.30%	215,000	225,000	4.65%
Median Sale Price	215,000	238,000	10.70%	214,000	229,000	7.01%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	5.00	0.00%	8.00	5.00	-37.50%
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

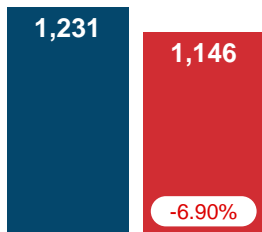
Inventory on March 31, 2022 = **734**

2021 **2022**

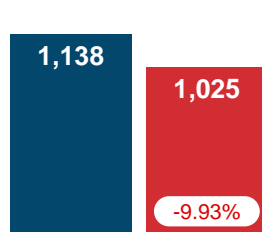
MARCH MARKET

MEDIAN PRICES

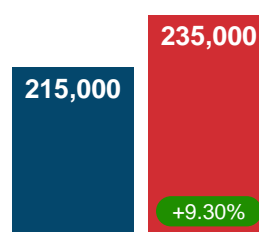
New Listings



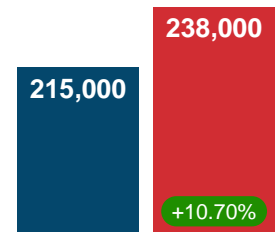
Pending Listings



List Price



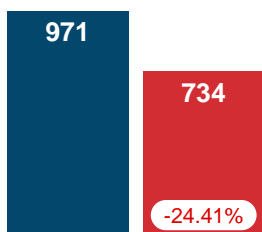
Sale Price



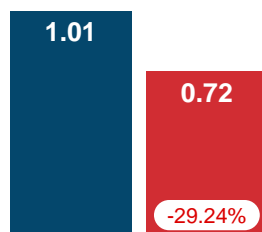
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

+0.00%