

March 2022



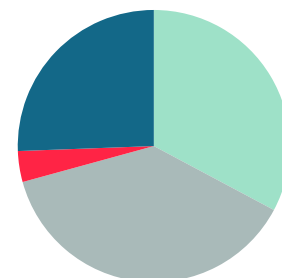
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	March 2022	+/-%
Closed Listings	983	947	-3.66%
Pending Listings	1,138	1,096	-3.69%
New Listings	1,231	1,146	-6.90%
Average List Price	260,604	281,643	8.07%
Average Sale Price	257,105	284,405	10.62%
Average Percent of Selling Price to List Price	99.27%	101.74%	2.49%
Average Days on Market to Sale	26.14	18.47	-29.34%
End of Month Inventory	2,348	739	-68.53%
Months Supply of Inventory	2.45	0.72	-70.51%



■ Closed (32.79%)
■ Pending (37.95%)
■ Other OffMarket (3.67%)
■ Active (25.59%)

Absorption: Last 12 months, an Average of **1,025** Sales/Month
Active Inventory as of March 31, 2022 = **739**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **68.53%** to 739 existing homes available for sale. Over the last 12 months this area has had an average of 1,025 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 **10.62%** in March 2022 to \$284,405 versus the previous year at \$257,105.

Average Days on Market Shortens

The average number of **18.47** days that homes spent on the market before selling decreased by 7.67 days or **29.34%** 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 947 Closed Listings this month versus last year at 983, a **-3.66%** decrease.

Closed versus Listed trends yielded a **82.6%** ratio, up from previous year's, March 2021, at **79.9%**, a **3.48%** 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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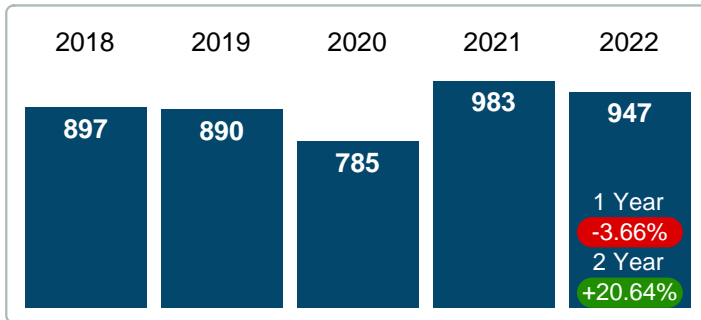
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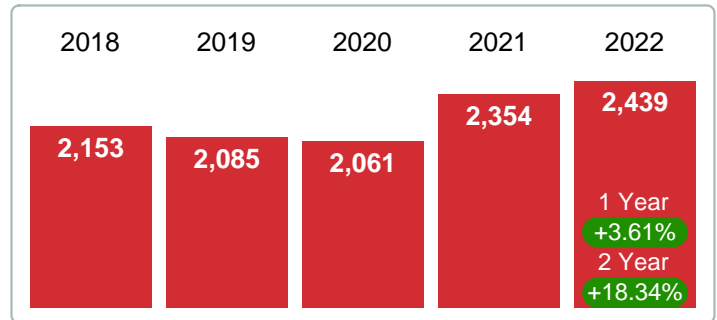
CLOSED LISTINGS

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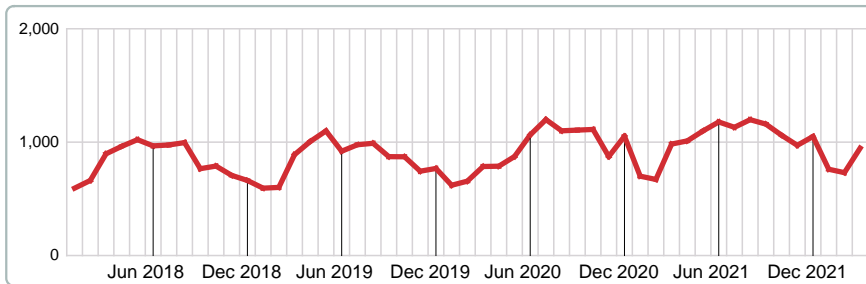
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 900

High Jul 2020 1,199 Low Jan 2019 594

Closed Listings this month at **947**
above the 5 yr MAR average of **900**



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	78	8.24%	21.7	49	26	3	0
\$100,001 - \$150,000	88	9.29%	17.1	21	63	3	1
\$150,001 - \$200,000	152	16.05%	12.2	21	108	20	3
\$200,001 - \$275,000	260	27.46%	10.0	17	172	69	2
\$275,001 - \$350,000	136	14.36%	16.1	8	61	61	6
\$350,001 - \$475,000	128	13.52%	26.4	2	54	61	11
\$475,001 and up	105	11.09%	40.6	0	16	62	27
Total Closed Units	947			118	500	279	50
Total Closed Volume	269,331,254	100%	18.5	16.84M	119.29M	102.52M	30.68M
Average Closed Price	\$284,405			\$142,700	\$238,574	\$367,463	\$613,670

March 2022



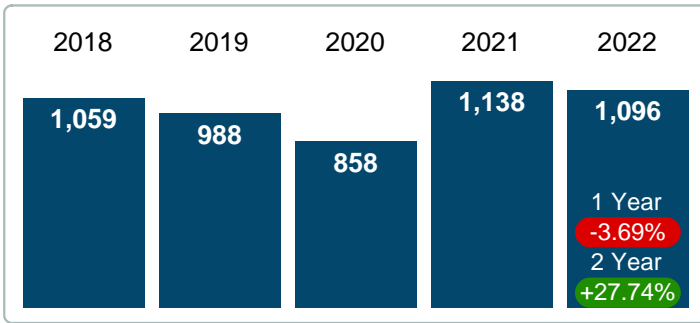
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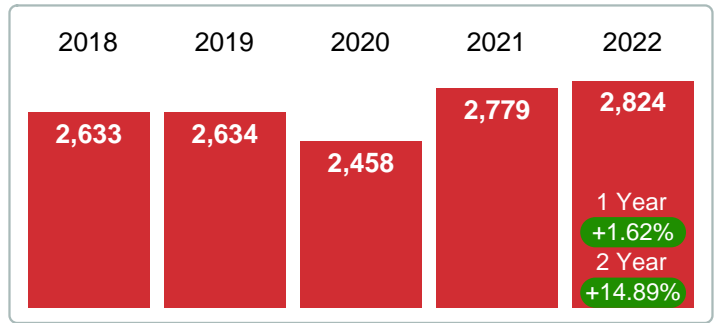
PENDING LISTINGS

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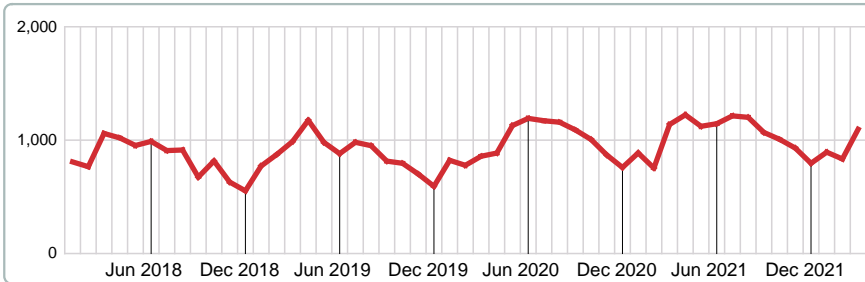
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

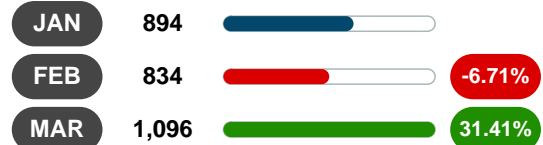


3 MONTHS

5 year MAR AVG = 1,028

High Apr 2021 1,223 Low Dec 2018 553

Pending Listings this month at 1,096 above the 5 yr MAR average of 1,028



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	96	8.76%	29.7	58	35	3	0
\$100,001 - \$150,000	130	11.86%	13.9	32	96	2	0
\$150,001 - \$200,000	150	13.69%	14.7	14	112	22	2
\$200,001 - \$275,000	269	24.54%	13.3	15	180	71	3
\$275,001 - \$375,000	207	18.89%	17.6	9	92	99	7
\$375,001 - \$500,000	124	11.31%	25.6	3	37	70	14
\$500,001 and up	120	10.95%	34.8	2	18	66	34
Total Pending Units	1,096			133	570	333	60
Total Pending Volume	334,992,833	100%	22.7	20.82M	134.46M	133.43M	46.29M
Average Listing Price	\$258,824			\$156,541	\$235,891	\$400,678	\$771,492

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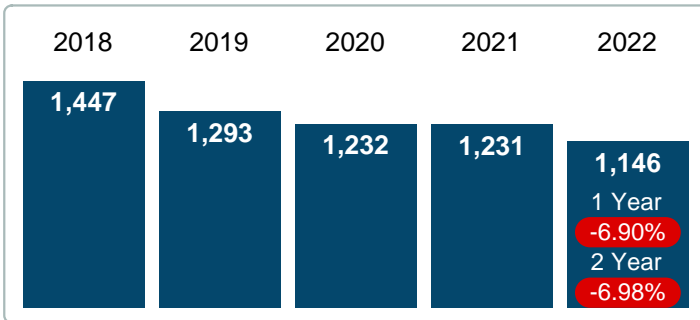
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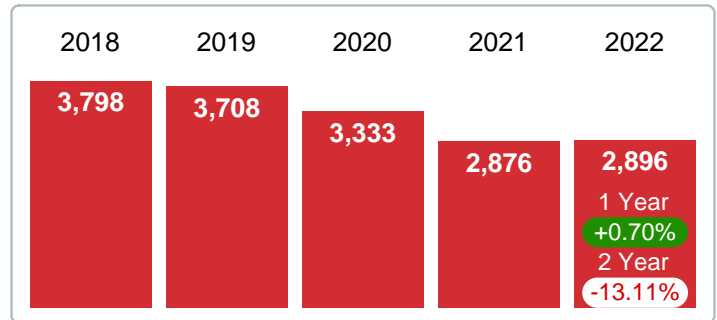
NEW LISTINGS

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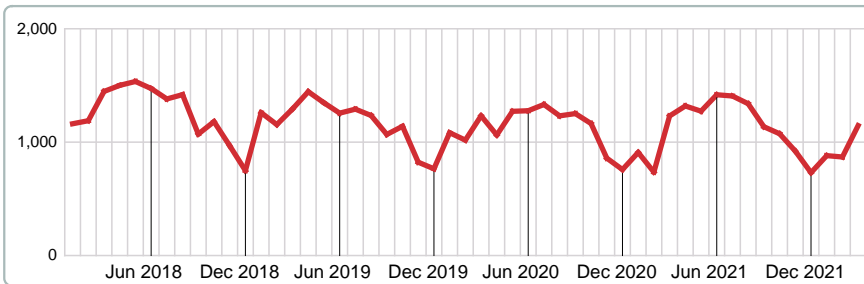
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 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	100	8.73%	48	50	2	0
\$100,001 - \$150,000	149	13.00%	34	107	8	0
\$150,001 - \$200,000	146	12.74%	15	112	16	3
\$200,001 - \$275,000	269	23.47%	16	190	60	3
\$275,001 - \$375,000	215	18.76%	9	98	100	8
\$375,001 - \$550,000	156	13.61%	2	38	95	21
\$550,001 and up	111	9.69%	0	17	57	37
Total New Listed Units	1,146		124	612	338	72
Total New Listed Volume	382,413,291	100%	18.00M	142.38M	146.77M	75.26M
Average New Listed Listing Price	\$264,288		\$145,128	\$232,649	\$434,235	\$1,045,342

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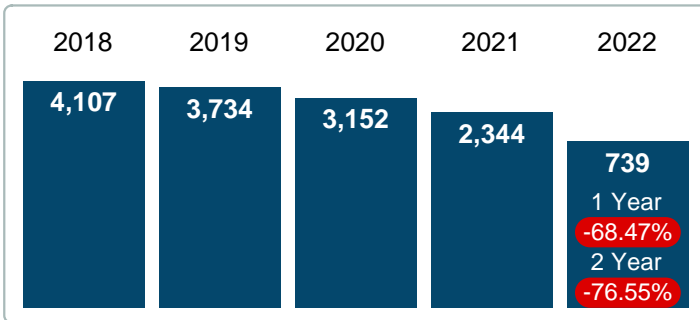
Area Delimited by County Of Tulsa - Residential Property Type



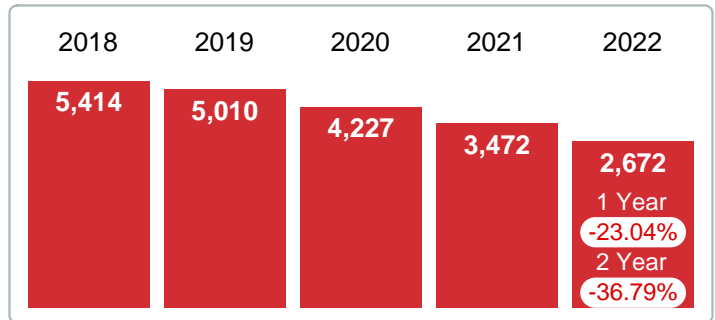
ACTIVE INVENTORY

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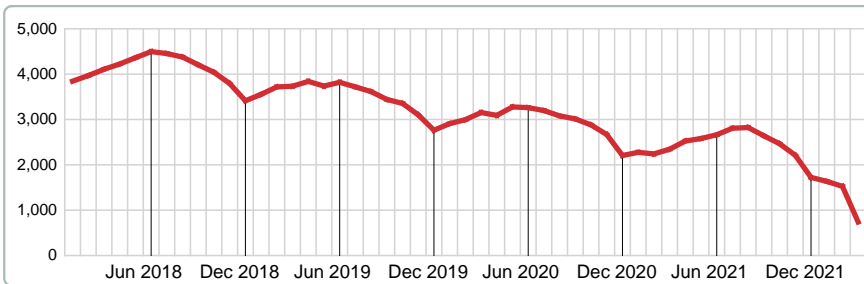
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

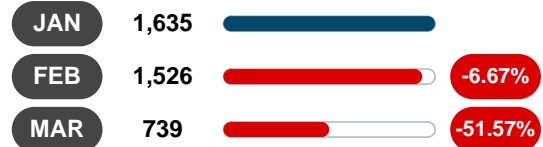


3 MONTHS

5 year MAR AVG = 2,815

High Jun 2018 4,496 Low Mar 2022 739

Inventory this month at **739**
below the 5 yr MAR average of **2,815**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	66	8.93%	85.4	33	30	3	0
\$100,001 - \$150,000	81	10.96%	28.6	23	52	6	0
\$150,001 - \$225,000	116	15.70%	27.8	24	80	11	1
\$225,001 - \$375,000	184	24.90%	32.6	9	94	76	5
\$375,001 - \$525,000	115	15.56%	64.8	5	40	63	7
\$525,001 - \$800,000	102	13.80%	79.2	0	22	62	18
\$800,001 and up	75	10.15%	80.7	0	9	25	41
Total Active Inventory by Units			739	94	327	246	72
Total Active Inventory by Volume			346,631,642	14.28M	97.54M	128.66M	106.15M
Average Active Inventory Listing Price			\$469,055	\$151,964	\$298,287	\$523,006	\$1,474,275

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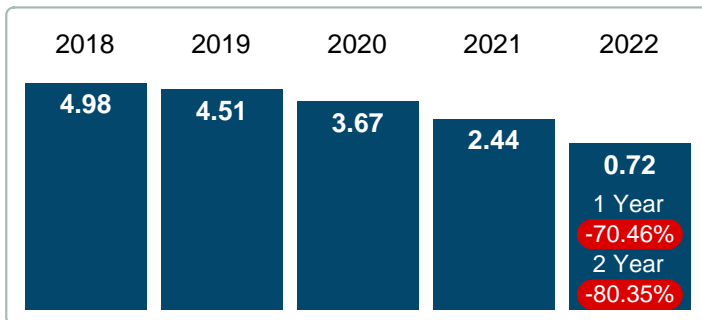
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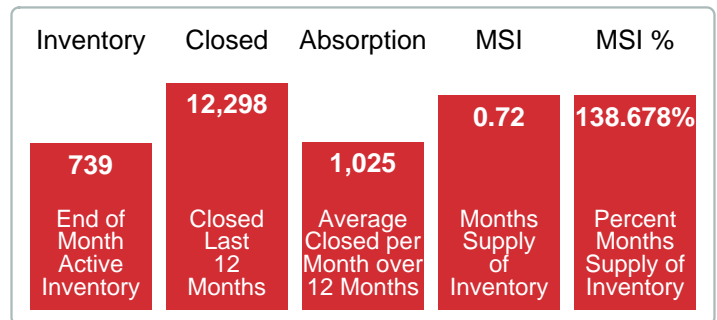
MONTHS SUPPLY of INVENTORY (MSI)

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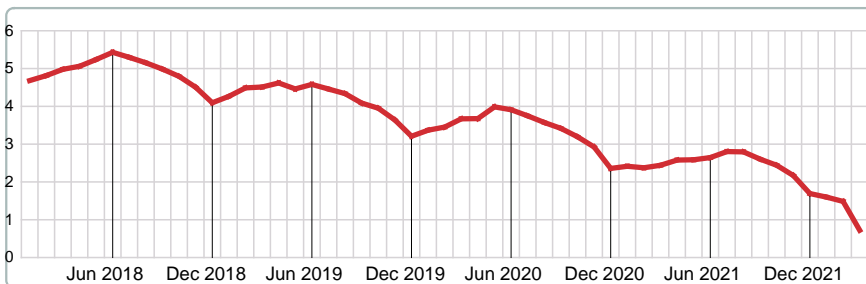
MSI FOR MARCH



INDICATORS FOR MARCH 2022

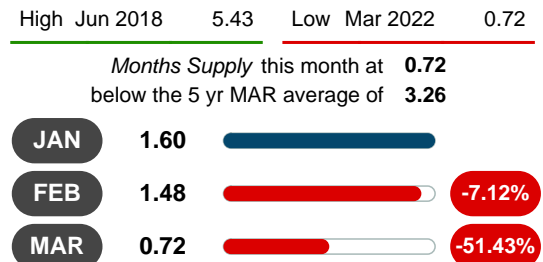


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.26



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
\$100,000 and less	66	8.93%	0.65	0.62	0.71	0.60	0.00
\$100,001 - \$150,000	81	10.96%	0.69	0.86	0.64	0.71	0.00
\$150,001 - \$225,000	116	15.70%	0.40	0.83	0.37	0.27	0.30
\$225,001 - \$375,000	184	24.90%	0.55	0.63	0.61	0.52	0.28
\$375,001 - \$525,000	115	15.56%	0.97	1.46	1.41	0.92	0.39
\$525,001 - \$800,000	102	13.80%	2.07	0.00	2.93	2.30	1.26
\$800,001 and up	75	10.15%	3.66	0.00	3.60	2.52	5.13
Market Supply of Inventory (MSI)			0.72	0.74	0.62	0.80	1.16
Total Active Inventory by Units		100%	739	94	327	246	72

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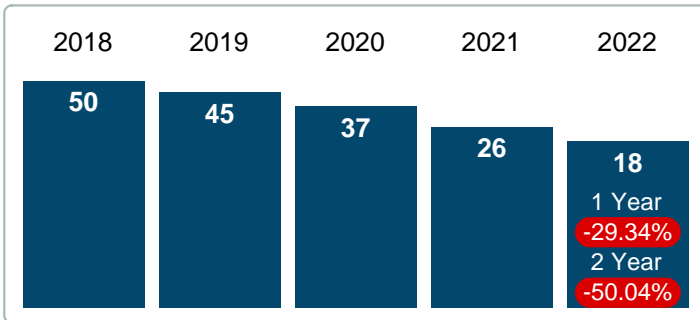
Area Delimited by County Of Tulsa - Residential Property Type



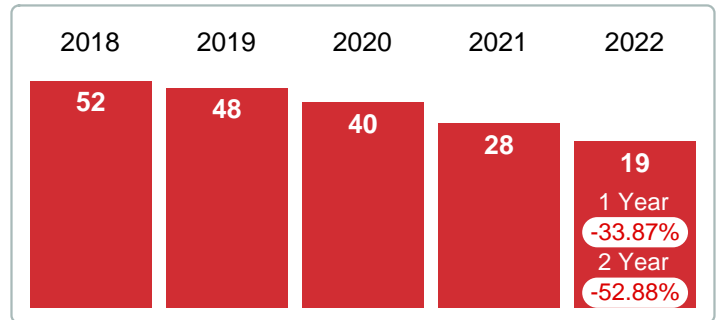
AVERAGE DAYS ON MARKET TO SALE

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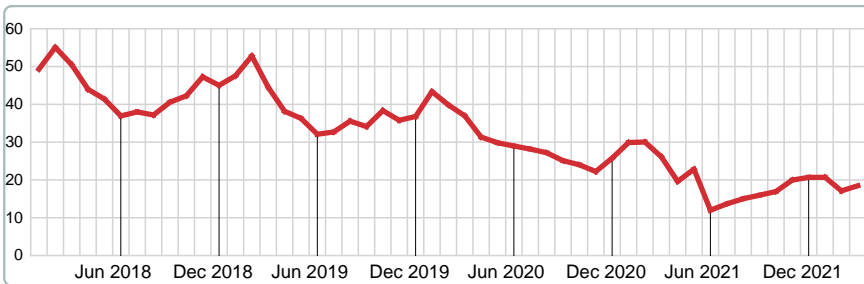
MARCH



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 18 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 78	8.24%	22	24	19	17	0
\$100,001 - \$150,000 88	9.29%	17	17	15	65	14
\$150,001 - \$200,000 152	16.05%	12	13	12	15	7
\$200,001 - \$275,000 260	27.46%	10	21	9	10	13
\$275,001 - \$350,000 136	14.36%	16	29	18	10	35
\$350,001 - \$475,000 128	13.52%	26	20	31	18	52
\$475,001 and up 105	11.09%	41	0	27	45	38
Average Closed DOM		18	20	15	21	37
Total Closed Units	100%	947	118	500	279	50
Total Closed Volume		269,331,254	16.84M	119.29M	102.52M	30.68M

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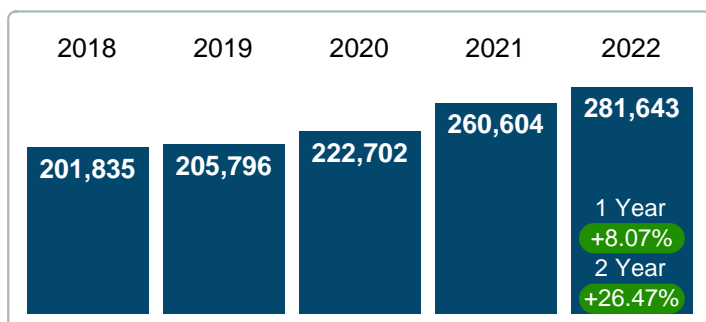
Area Delimited by County Of Tulsa - Residential Property Type



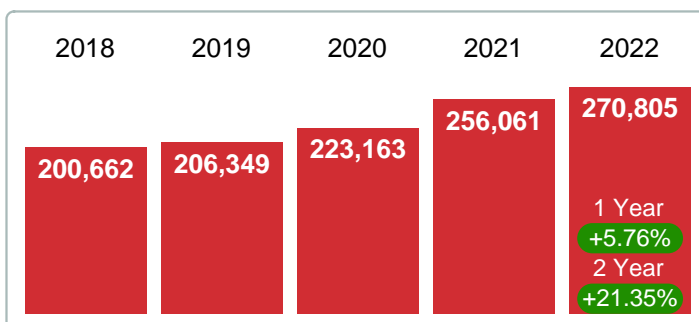
AVERAGE LIST PRICE AT CLOSING

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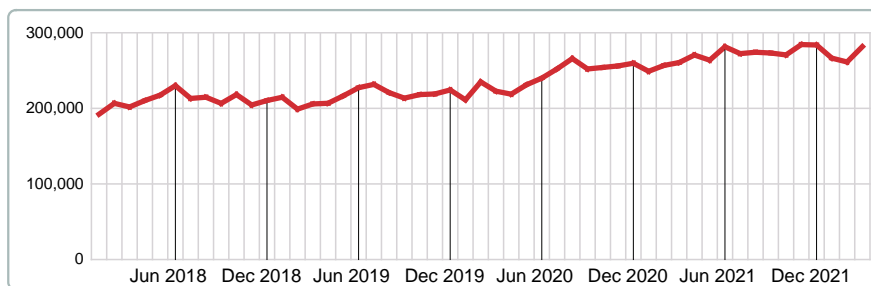
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

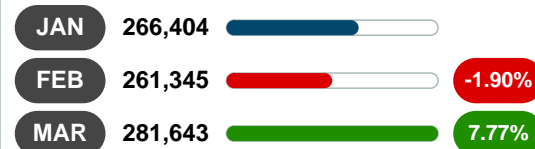


3 MONTHS

5 year MAR AVG = 234,516

High Nov 2021 284,365 Low Jan 2018 192,234

Average List Price at Closing this month at **281,643**
above the 5 yr MAR average of **234,516**



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	8.24%	72,133	67,544	80,700	88,333	0
\$100,001 - \$150,000	10.35%	129,937	126,867	130,371	128,333	105,000
\$150,001 - \$200,000	16.90%	178,256	175,900	173,142	177,375	189,000
\$200,001 - \$275,000	26.72%	235,140	232,100	227,205	243,750	248,950
\$275,001 - \$350,000	14.26%	312,110	296,522	307,730	303,051	310,033
\$350,001 - \$475,000	13.52%	409,713	429,500	404,509	397,395	425,790
\$475,001 and up	10.03%	692,279	0	574,885	609,908	840,617
Average List Price		281,643	142,751	235,807	364,006	608,209
Total Closed Units	100%	281,643	118	500	279	50
Total Closed Volume		266,716,142	16.84M	117.90M	101.56M	30.41M

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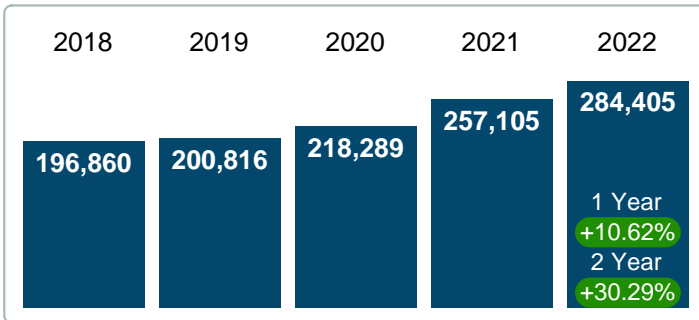
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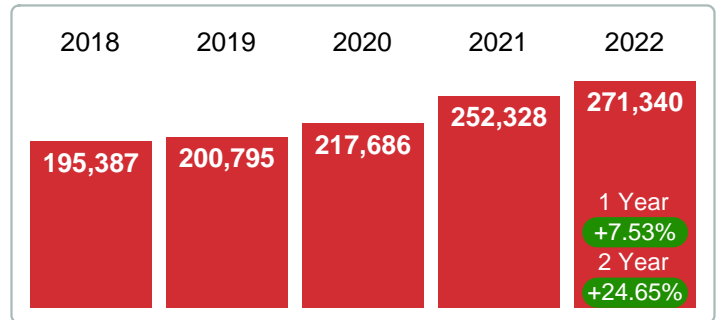
AVERAGE SOLD PRICE AT CLOSING

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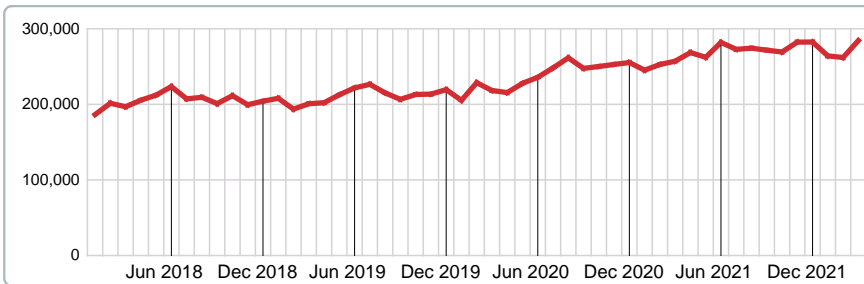
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

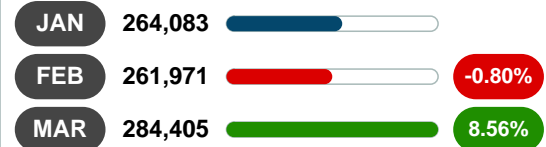


3 MONTHS

5 year MAR AVG = 231,495

High Mar 2022 284,405 Low Jan 2018 186,418

Average Sold Price at Closing this month at **284,405** above the 5 yr MAR average of **231,495**



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	8.24%	71,760	66,906	80,341	76,667	0
\$100,001 - \$150,000	9.29%	128,420	128,976	129,126	116,667	107,500
\$150,001 - \$200,000	16.05%	176,823	175,198	176,551	177,675	192,333
\$200,001 - \$275,000	27.46%	235,009	232,612	231,206	244,746	246,500
\$275,001 - \$350,000	14.36%	309,266	297,890	307,701	311,955	313,000
\$350,001 - \$475,000	13.52%	404,230	417,500	404,710	399,547	425,428
\$475,001 and up	11.09%	672,878	0	600,264	614,511	849,936
Average Sold Price		284,405	142,700	238,574	367,463	613,670
Total Closed Units	100%	284,405	118	500	279	50
Total Closed Volume		269,331,254	16.84M	119.29M	102.52M	30.68M

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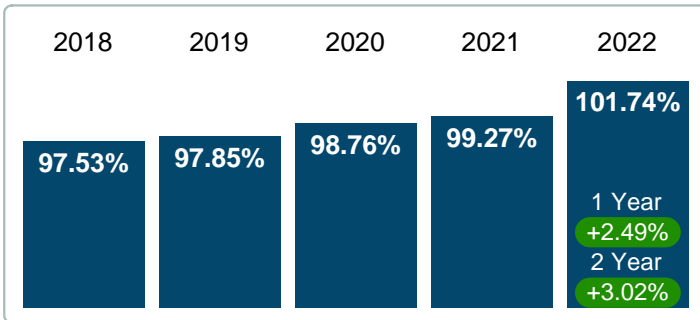
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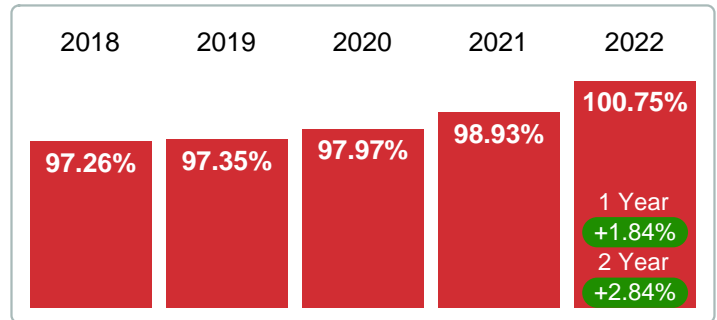
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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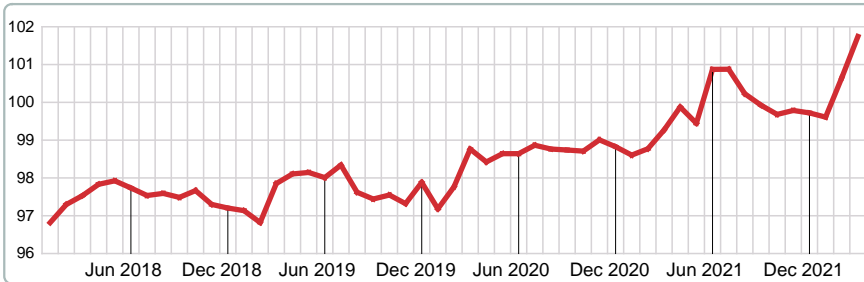
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

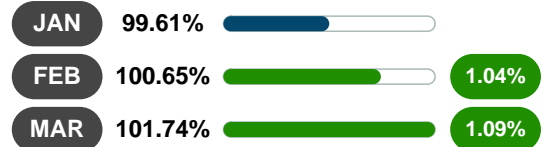


3 MONTHS

5 year MAR AVG = 99.03%

High Mar 2022 101.74% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **101.74%**
above the 5 yr MAR average of **99.03%**



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	78	8.24%	98.93%	98.90%	100.34%	87.04%	0.00%
\$100,001 - \$150,000	88	9.29%	99.87%	101.78%	99.60%	91.18%	102.38%
\$150,001 - \$200,000	152	16.05%	101.73%	100.27%	102.24%	100.50%	101.75%
\$200,001 - \$275,000	260	27.46%	101.54%	100.42%	102.01%	100.70%	99.12%
\$275,001 - \$350,000	136	14.36%	101.62%	100.72%	100.29%	103.13%	100.89%
\$350,001 - \$475,000	128	13.52%	100.44%	97.33%	100.25%	100.79%	99.98%
\$475,001 and up	105	11.09%	107.70%	0.00%	105.29%	111.71%	99.90%
Average Sold/List Ratio			101.70%	99.97%	101.37%	103.43%	100.17%
Total Closed Units		100%	101.70%	118	500	279	50
Total Closed Volume				16.84M	119.29M	102.52M	30.68M

March 2022



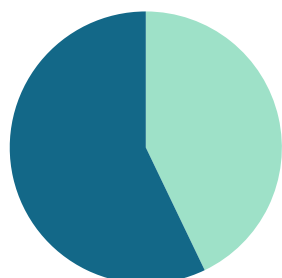
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2022 for MLS Technology Inc.

INVENTORY

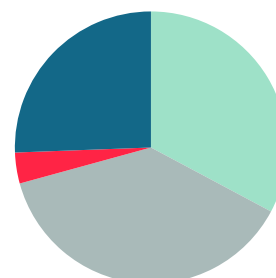


Inventory
 New Listings
1,146 = 42.87%
 Start Inventory
1,527
 Total Inventory Units
2,673
 Volume
\$944,500,411

Market Activity

Closed Sales
947 = 32.79%
 Pending Sales
1,096 = 37.95%
 Other Off Market
106 = 3.67%
 Active Inventory
739 = 25.59%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	983	947	-3.66%	2,354	2,439	3.61%
Pending Sales	1,138	1,096	-3.69%	2,779	2,824	1.62%
New Listings	1,231	1,146	-6.90%	2,876	2,896	0.70%
Average List Price	260,604	281,643	8.07%	256,061	270,805	5.76%
Average Sale Price	257,105	284,405	10.62%	252,328	271,340	7.53%
Average Percent of Selling Price to List Price	99.27%	101.74%	2.49%	98.93%	100.75%	1.84%
Average Days on Market to Sale	26.14	18.47	-29.34%	28.36	18.76	-33.87%
Monthly Inventory	2,348	739	-68.53%	2,348	739	-68.53%
Months Supply of Inventory	2.45	0.72	-70.51%	2.45	0.72	-70.51%

Absorption: Last 12 months, an Average of **1,025** Sales/Month

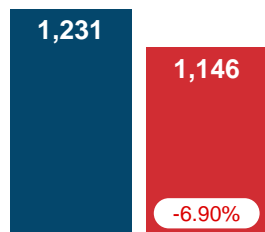
Inventory on March 31, 2022 = **739**

2021 **2022**

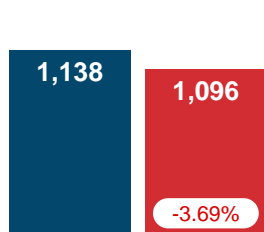
MARCH MARKET

AVERAGE PRICES

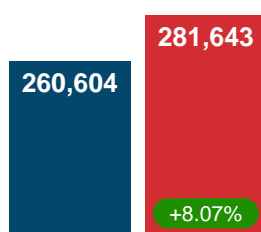
New Listings



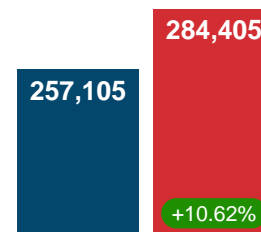
Pending Listings



List Price



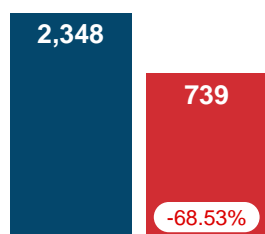
Sale Price



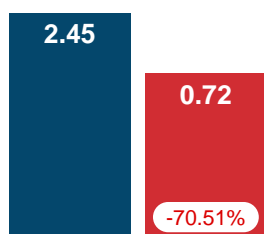
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

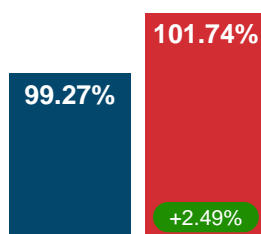
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

