

March 2022



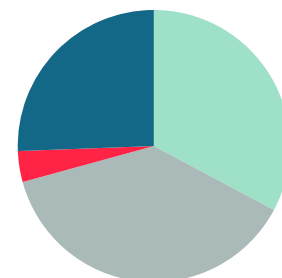
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	215,000	236,063	9.80%
Median Sale Price	215,000	238,001	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	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.

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 \$238,001 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 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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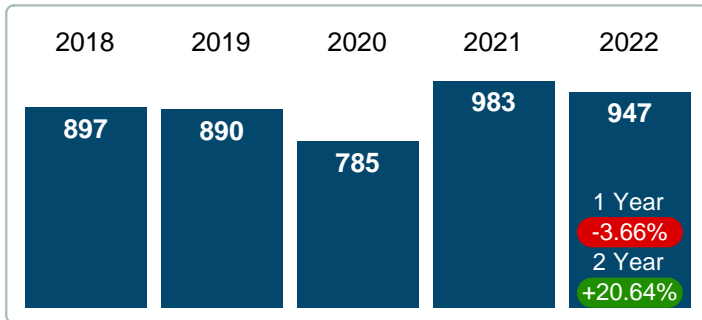
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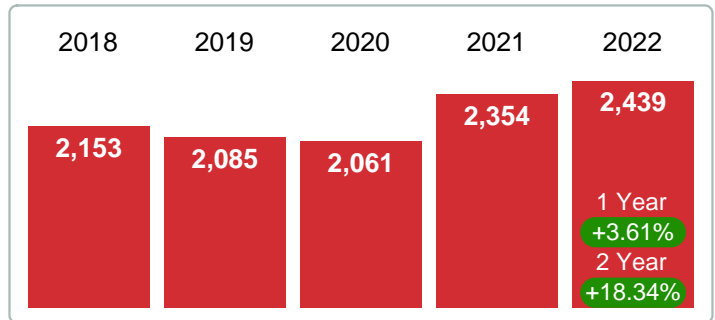
CLOSED LISTINGS

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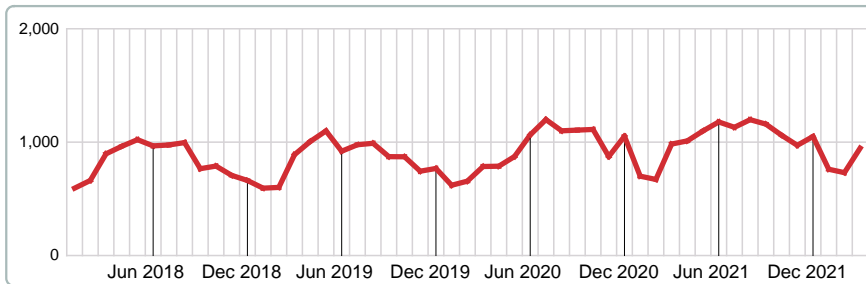
MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	78	8.24%	7.0	49	26	3	0
\$100,001 - \$150,000	88	9.29%	4.5	21	63	3	1
\$150,001 - \$200,000	152	16.05%	4.0	21	108	20	3
\$200,001 - \$275,000	260	27.46%	4.0	17	172	69	2
\$275,001 - \$350,000	136	14.36%	4.0	8	61	61	6
\$350,001 - \$475,000	128	13.52%	5.0	2	54	61	11
\$475,001 and up	105	11.09%	10.0	0	16	62	27
Total Closed Units	947			118	500	279	50
Total Closed Volume	269,331,254	100%	5.0	16.84M	119.29M	102.52M	30.68M
Median Closed Price	\$238,001			\$132,623	\$218,108	\$330,100	\$524,152

March 2022



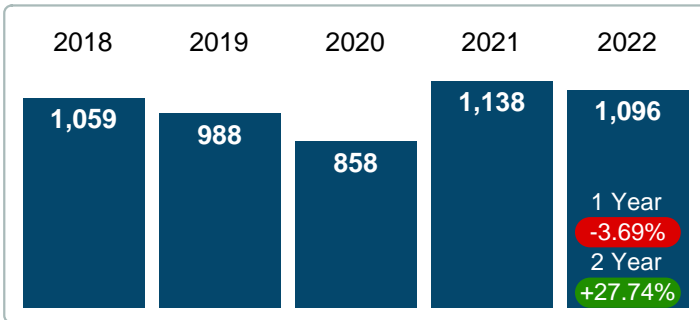
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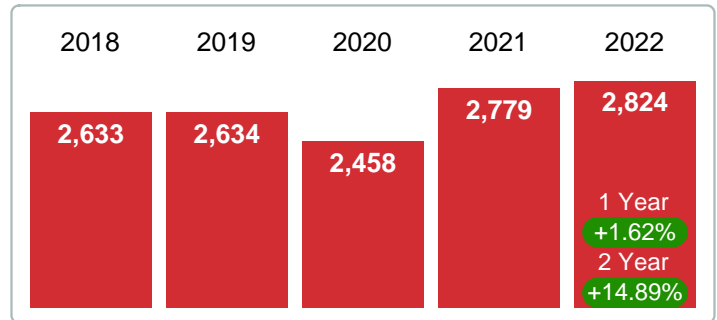
PENDING LISTINGS

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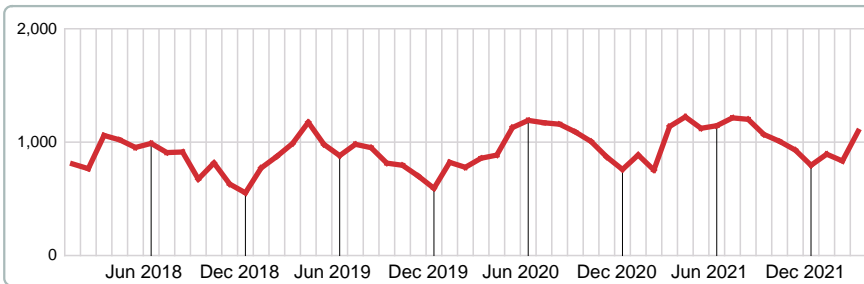
MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	96	8.76%	5.5	58	35	3	0
\$100,001 - \$150,000	130	11.86%	4.0	32	96	2	0
\$150,001 - \$200,000	150	13.69%	4.0	14	112	22	2
\$200,001 - \$275,000	269	24.54%	5.0	15	180	71	3
\$275,001 - \$375,000	207	18.89%	5.0	9	92	99	7
\$375,001 - \$500,000	124	11.31%	9.0	3	37	70	14
\$500,001 and up	120	10.95%	11.0	2	18	66	34
Total Pending Units	1,096			133	570	333	60
Total Pending Volume	334,992,833	100%	5.0	20.82M	134.46M	133.43M	46.29M
Median Listing Price	\$245,000			\$110,000	\$220,000	\$349,775	\$547,500

March 2022



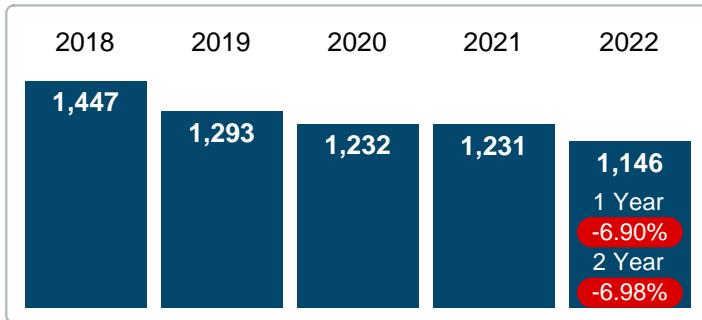
Area Delimited by County Of Tulsa - Residential Property Type



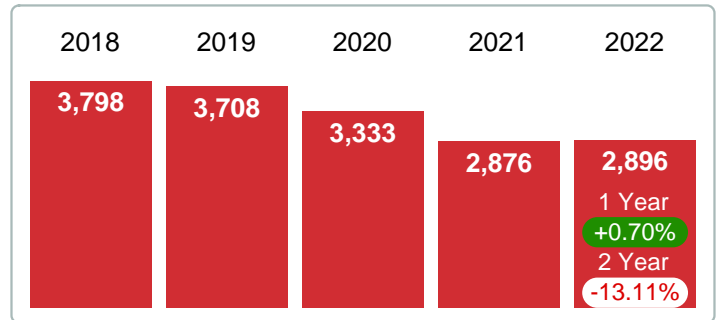
NEW LISTINGS

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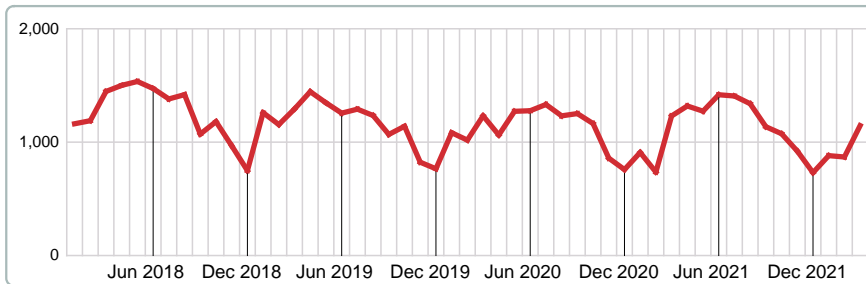
MARCH



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	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
Median New Listed Listing Price	\$245,000		\$116,500	\$215,000	\$359,950	\$563,745

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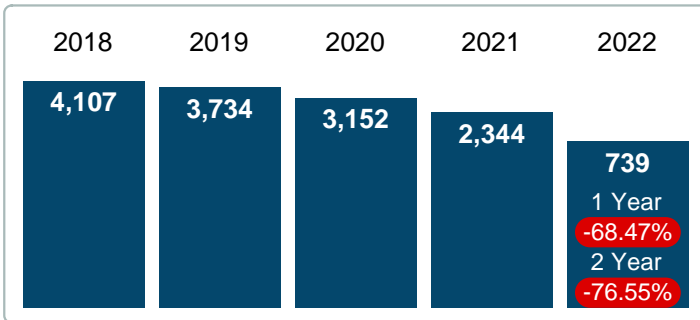
Area Delimited by County Of Tulsa - Residential Property Type



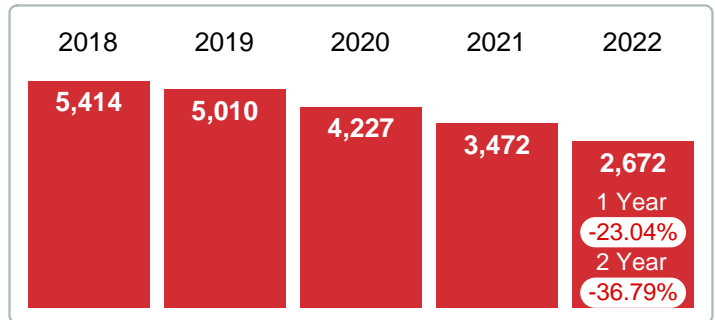
ACTIVE INVENTORY

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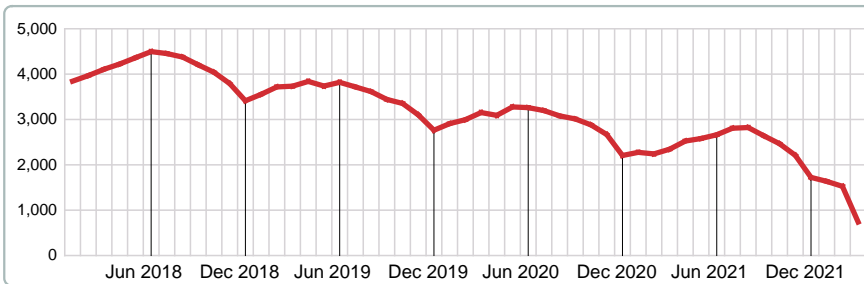
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

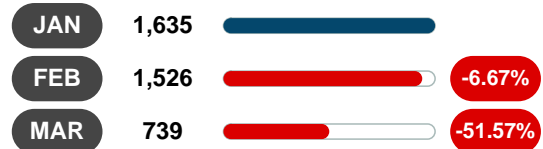


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	66	8.93%	22.5	33	30	3	0
\$100,001 - \$150,000	81	10.96%	17.0	23	52	6	0
\$150,001 - \$225,000	116	15.70%	21.0	24	80	11	1
\$225,001 - \$375,000	184	24.90%	22.0	9	94	76	5
\$375,001 - \$525,000	115	15.56%	37.0	5	40	63	7
\$525,001 - \$800,000	102	13.80%	37.0	0	22	62	18
\$800,001 and up	75	10.15%	57.0	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
Median Active Inventory Listing Price			\$309,000	\$129,000	\$227,000	\$450,000	\$864,500

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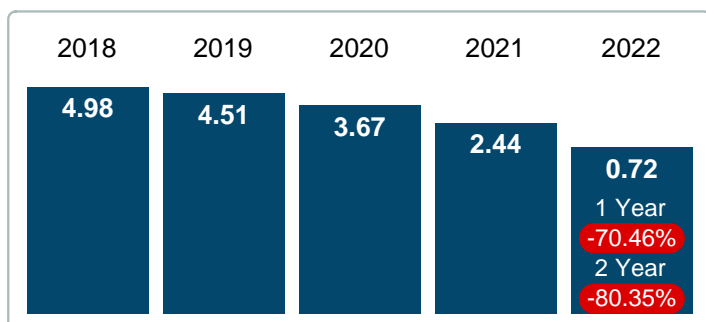
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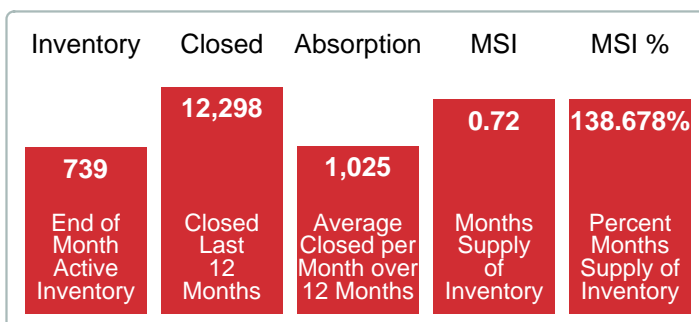
MONTHS SUPPLY of INVENTORY (MSI)

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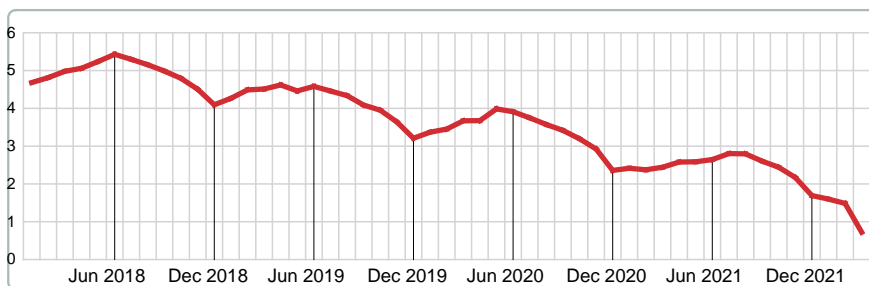
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

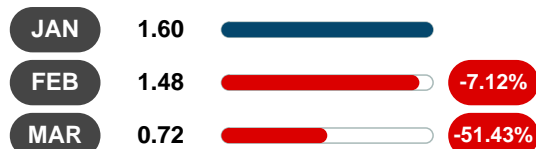


3 MONTHS

5 year MAR AVG = 3.26

High Jun 2018 5.43 Low Mar 2022 0.72

Months Supply this month at **0.72**
below the 5 yr MAR average of **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

March 2022



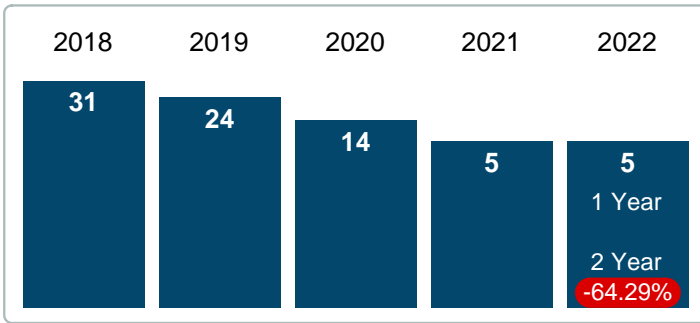
Area Delimited by County Of Tulsa - Residential Property Type



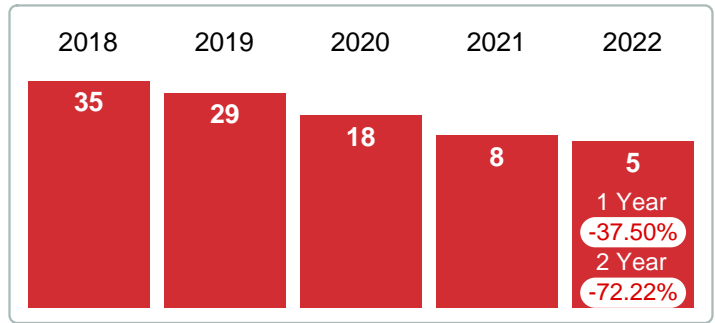
MEDIAN DAYS ON MARKET TO SALE

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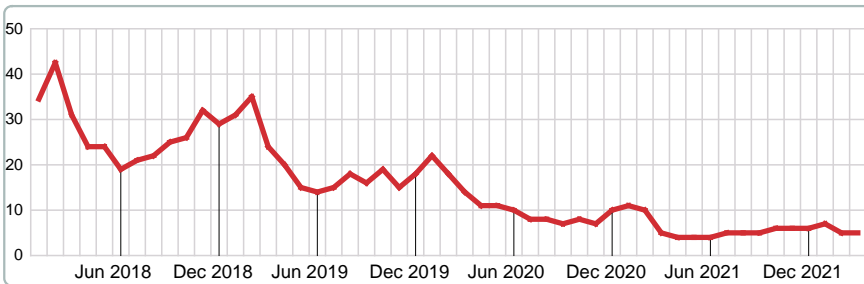
MARCH



YEAR TO DATE (YTD)

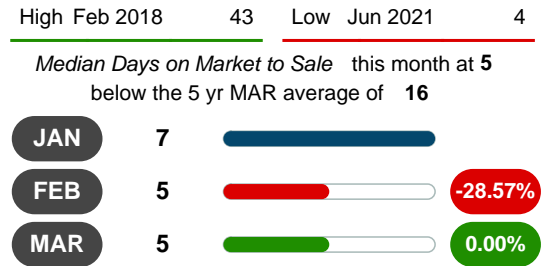


5 YEAR MARKET ACTIVITY TRENDS



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	8.24%	7	7	6	14	0
\$100,001 - \$150,000	9.29%	5	3	5	58	14
\$150,001 - \$200,000	16.05%	4	3	4	6	4
\$200,001 - \$275,000	27.46%	4	3	4	4	13
\$275,001 - \$350,000	14.36%	4	14	5	4	5
\$350,001 - \$475,000	13.52%	5	20	5	4	14
\$475,001 and up	11.09%	10	0	5	12	13
Median Closed DOM		5	6	4	4	13
Total Closed Units	100%	947	118	500	279	50
Total Closed Volume		269,331,254	16.84M	119.29M	102.52M	30.68M

March 2022



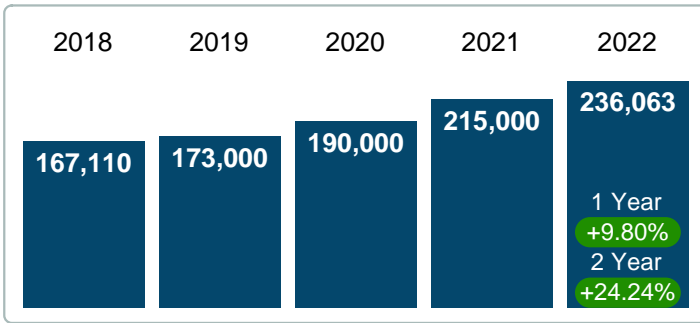
Area Delimited by County Of Tulsa - Residential Property Type



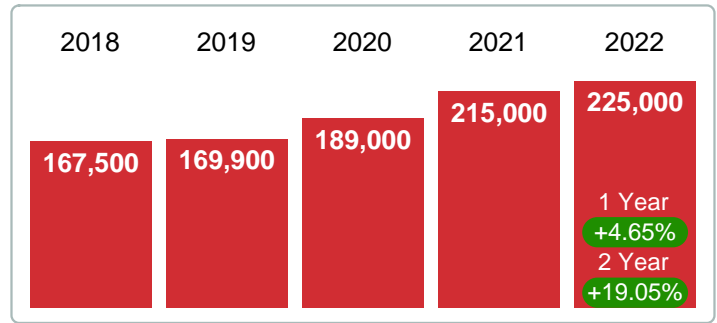
MEDIAN LIST PRICE AT CLOSING

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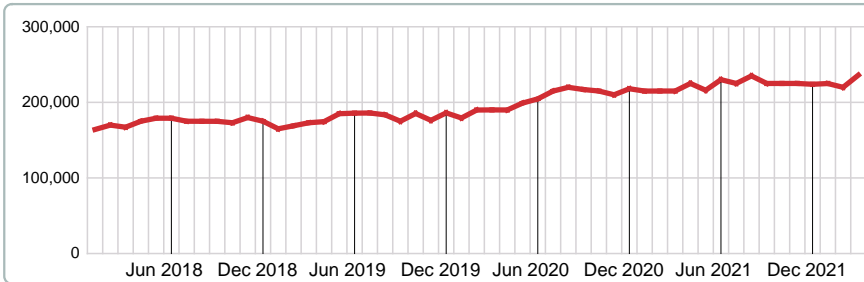
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

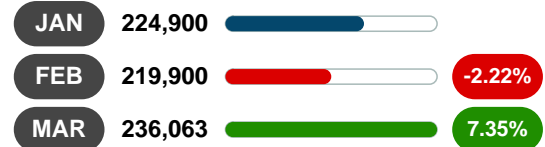


3 MONTHS

5 year MAR AVG = 196,235

High Mar 2022 236,063 Low Jan 2018 164,125

Median List Price at Closing this month at **236,063**
above the 5 yr MAR average of **196,235**



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	8.24%	74,200	59,950	82,500	95,000	0
\$100,001 - \$150,000	10.35%	129,995	130,000	129,990	134,900	105,000
\$150,001 - \$200,000	16.90%	179,450	179,000	175,000	185,000	190,000
\$200,001 - \$275,000	26.72%	233,655	229,900	225,000	249,000	218,000
\$275,001 - \$350,000	14.26%	310,000	299,000	318,900	310,000	299,900
\$350,001 - \$475,000	13.52%	406,713	429,500	401,700	400,000	417,500
\$475,001 and up	10.03%	589,900	0	545,000	564,375	664,020
Median List Price		236,063	127,450	215,000	320,000	527,400
Total Closed Units	100%	236,063	118	500	279	50
Total Closed Volume		266,716,142	16.84M	117.90M	101.56M	30.41M

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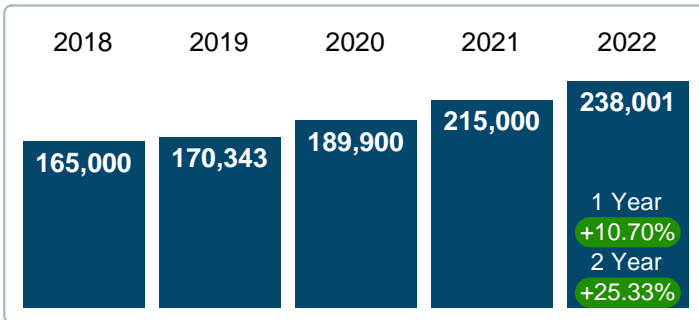
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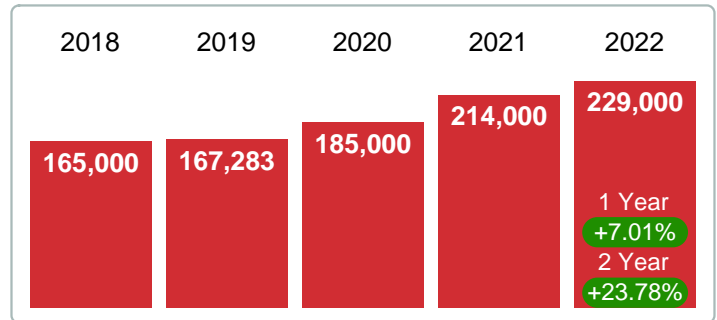
MEDIAN SOLD PRICE AT CLOSING

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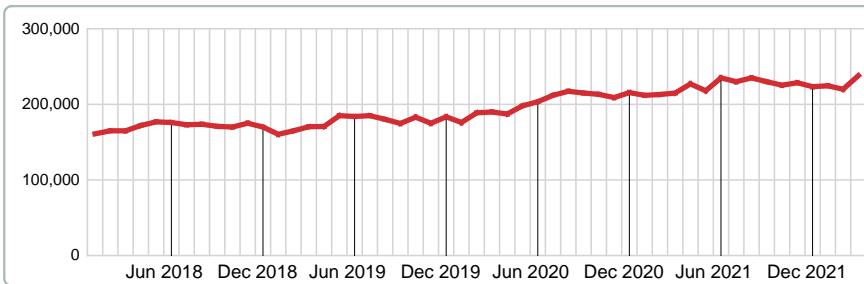
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

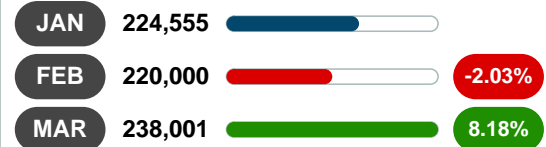


3 MONTHS

5 year MAR AVG = 195,649

High Mar 2022 238,001 Low Jan 2019 160,375

Median Sold Price at Closing this month at **238,001** above the 5 yr MAR average of **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	8.24%	75,000	60,000	85,000	75,000	0
\$100,001 - \$150,000	9.29%	127,889	134,640	128,000	115,000	107,500
\$150,001 - \$200,000	16.05%	179,950	175,000	179,200	181,000	190,000
\$200,001 - \$275,000	27.46%	230,556	230,000	227,250	245,000	246,500
\$275,001 - \$350,000	14.36%	309,500	291,559	310,000	315,000	314,000
\$350,001 - \$475,000	13.52%	399,745	417,500	397,705	392,900	420,000
\$475,001 and up	11.09%	580,895	0	551,500	540,607	655,000
Median Sold Price		238,001	132,623	218,108	330,100	524,152
Total Closed Units	100%	947	118	500	279	50
Total Closed Volume		269,331,254	16.84M	119.29M	102.52M	30.68M

March 2022



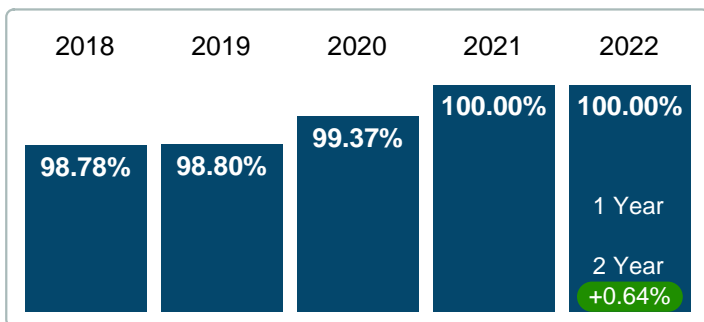
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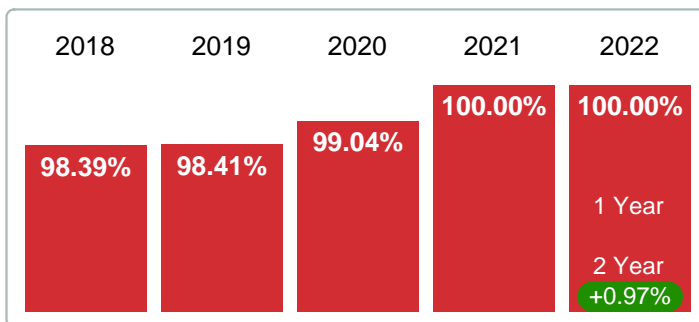
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

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	78	8.24%	100.00%	100.00%	100.00%	100.00%	0.00%	
\$100,001 - \$150,000	88	9.29%	100.00%	101.60%	100.00%	92.00%	102.38%	
\$150,001 - \$200,000	152	16.05%	100.50%	100.00%	100.80%	100.33%	100.00%	
\$200,001 - \$275,000	260	27.46%	100.00%	100.00%	100.31%	100.00%	99.12%	
\$275,001 - \$350,000	136	14.36%	101.02%	101.20%	100.00%	102.36%	101.69%	
\$350,001 - \$475,000	128	13.52%	100.00%	97.33%	100.00%	100.97%	100.00%	
\$475,001 and up	105	11.09%	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		947	100%	100.00%	118	500	279	50
Total Closed Volume		269,331,254			16.84M	119.29M	102.52M	30.68M

March 2022



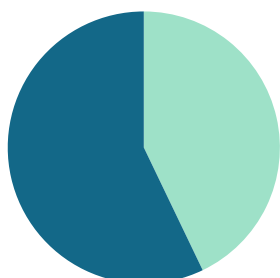
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

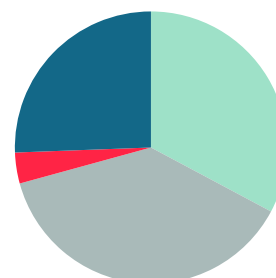


Inventory
 New Listings
1,146 = 42.87%
 Start Inventory
1,527
 Total Inventory Units
2,673
 Volume
\$944,500,411

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%
Median List Price	215,000	236,063	9.80%	215,000	225,000	4.65%
Median Sale Price	215,000	238,001	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	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

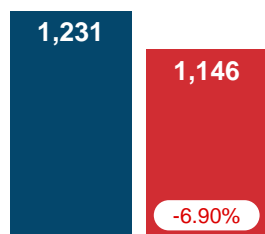
Inventory on March 31, 2022 = **739**

2021 **2022**

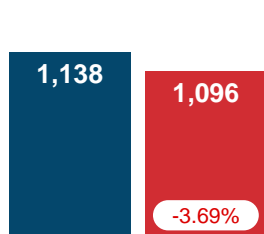
MARCH MARKET

MEDIAN PRICES

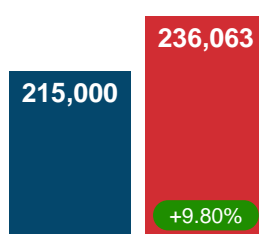
New Listings



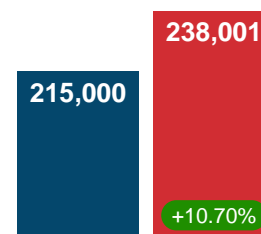
Pending Listings



List Price



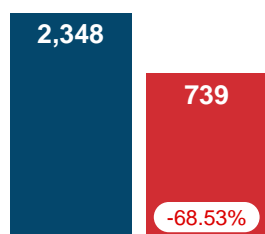
Sale Price



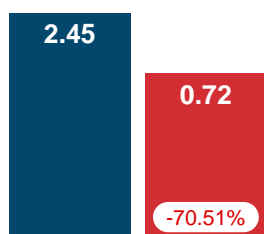
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

+0.00%