



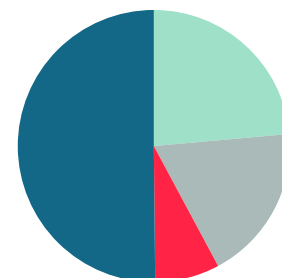
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	1,050	670	-36.19%
Pending Listings	794	528	-33.50%
New Listings	731	617	-15.60%
Median List Price	223,910	240,000	7.19%
Median Sale Price	223,387	239,778	7.34%
Median Percent of Selling Price to List Price	100.00%	99.14%	-0.86%
Median Days on Market to Sale	6.00	14.00	133.33%
End of Month Inventory	1,864	1,425	-23.55%
Months Supply of Inventory	1.83	1.65	-9.84%



■ Closed (23.58%)
■ Pending (18.59%)
■ Other OffMarket (7.67%)
■ Active (50.16%)

Absorption: Last 12 months, an Average of **863** Sales/Month
Active Inventory as of December 31, 2022 = **1,425**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2022 decreased **23.55%** to 1,425 existing homes available for sale. Over the last 12 months this area has had an average of 863 closed sales per month. This represents an unsold inventory index of **1.65** 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 **7.34%** in December 2022 to \$239,778 versus the previous year at \$223,387.

Median Days on Market Lengthens

The median number of **14.00** days that homes spent on the market before selling increased by 8.00 days or **133.33%** in December 2022 compared to last year's same month at **6.00** DOM.

Sales Success for December 2022 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 617 New Listings in December 2022, down **15.60%** from last year at 731. Furthermore, there were 670 Closed Listings this month versus last year at 1,050, a **-36.19%** decrease.

Closed versus Listed trends yielded a **108.6%** ratio, down from previous year's, December 2021, at **143.6%**, a **24.40%** downswing. 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

December 2022



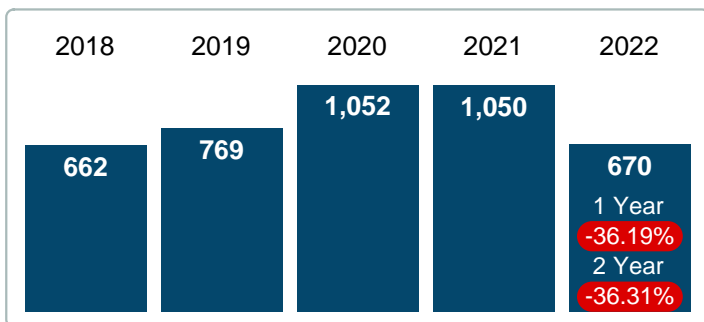
Area Delimited by County Of Tulsa - Residential Property Type



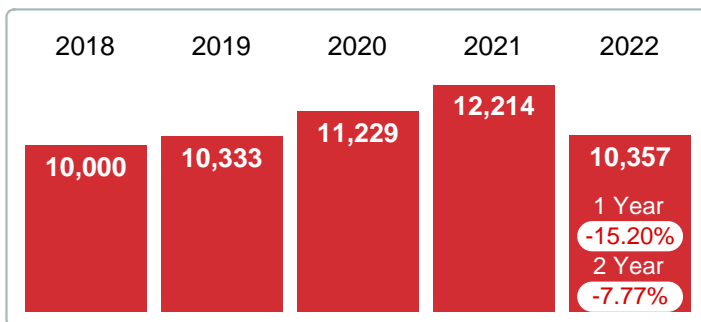
CLOSED LISTINGS

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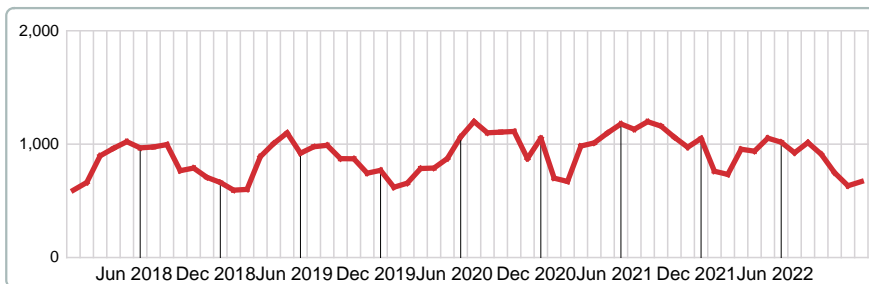
DECEMBER



YEAR TO DATE (YTD)

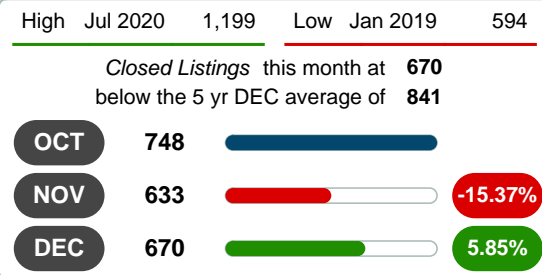


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 841



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	53	7.91%	12.0	31	17	4	1
\$100,001 - \$150,000	80	11.94%	8.5	24	51	5	0
\$150,001 - \$200,000	111	16.57%	16.0	14	85	10	2
\$200,001 - \$275,000	158	23.58%	15.0	13	107	33	5
\$275,001 - \$350,000	96	14.33%	26.0	3	41	47	5
\$350,001 - \$525,000	95	14.18%	15.0	3	32	54	6
\$525,001 and up	77	11.49%	11.0	2	11	43	21
Total Closed Units	670			90	344	196	40
Total Closed Volume	198,885,316	100%	14.0	14.56M	82.31M	75.86M	26.16M
Median Closed Price	\$239,778			\$129,950	\$212,250	\$350,000	\$559,664

December 2022



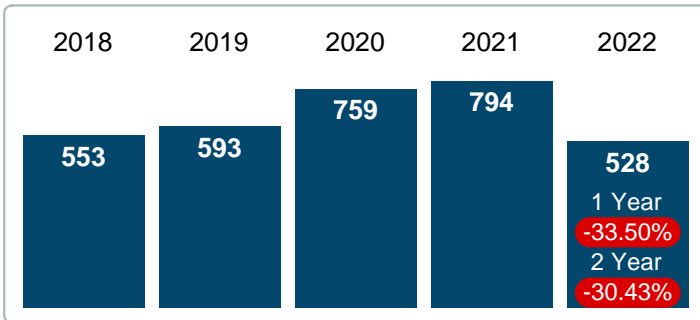
Area Delimited by County Of Tulsa - Residential Property Type



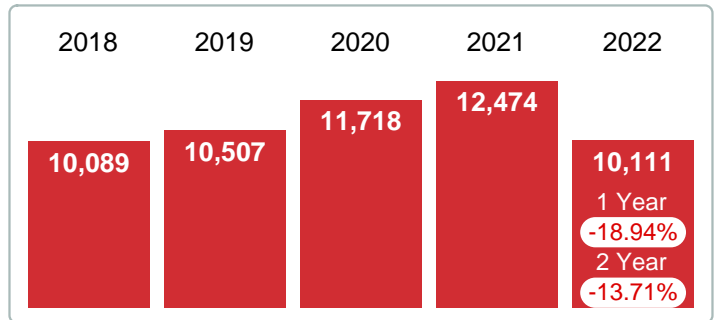
PENDING LISTINGS

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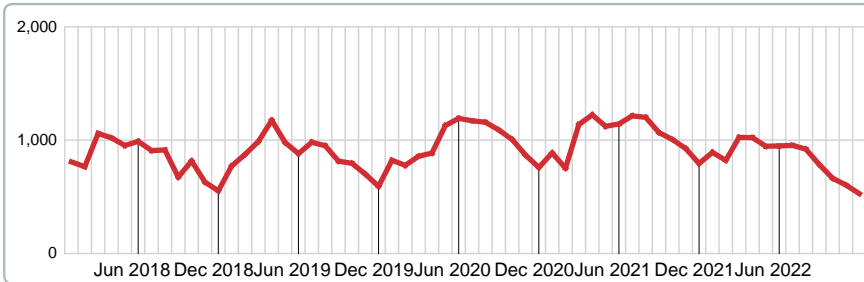
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

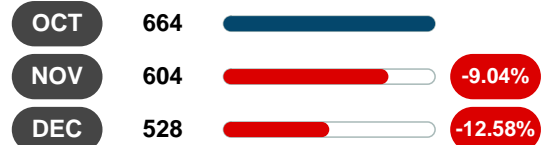


3 MONTHS

5 year DEC AVG = 645

High Apr 2021 1,223 Low Dec 2022 528

Pending Listings this month at **528**
below the 5 yr DEC average of **645**



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	36	6.82%	19.5	18	16	1	1
\$100,001 - \$150,000	65	12.31%	9.0	23	36	5	1
\$150,001 - \$200,000	92	17.42%	15.0	8	73	11	0
\$200,001 - \$275,000	129	24.43%	30.0	6	83	35	5
\$275,001 - \$350,000	80	15.15%	29.0	3	39	36	2
\$350,001 - \$525,000	75	14.20%	31.0	1	25	42	7
\$525,001 and up	51	9.66%	20.0	0	8	29	14
Total Pending Units	528			59	280	159	30
Total Pending Volume	153,432,787	100%	21.0	8.26M	67.50M	60.40M	17.27M
Median Listing Price	\$240,000			\$129,900	\$217,145	\$325,000	\$494,750

December 2022



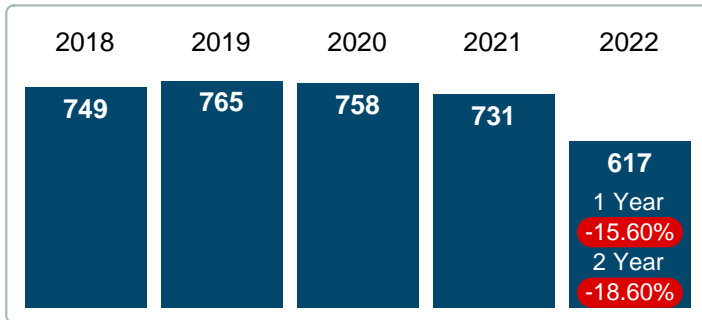
Area Delimited by County Of Tulsa - Residential Property Type



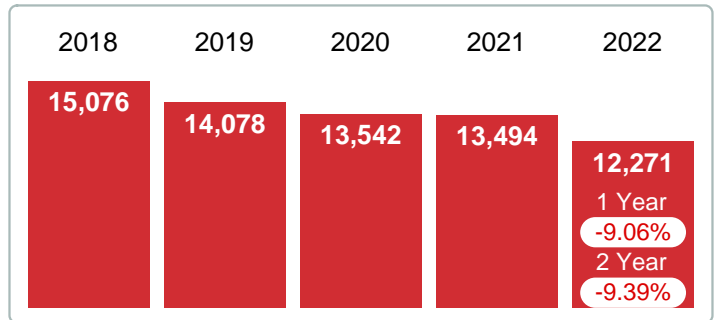
NEW LISTINGS

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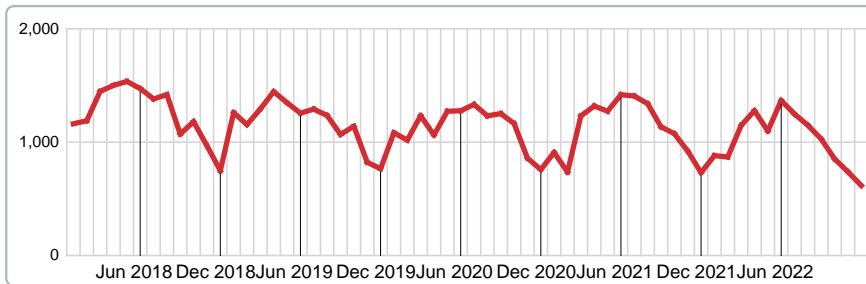
DECEMBER



YEAR TO DATE (YTD)

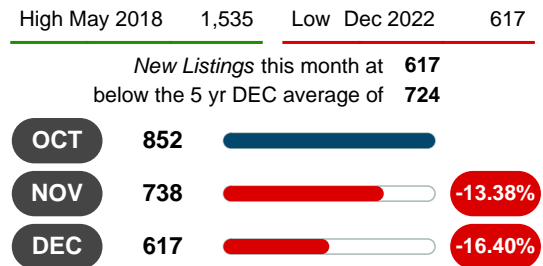


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 724



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	53	8.59%	31	19	3	0
\$100,001 - \$150,000	76	12.32%	25	43	8	0
\$150,001 - \$200,000	85	13.78%	13	61	11	0
\$200,001 - \$325,000	174	28.20%	12	111	45	6
\$325,001 - \$425,000	80	12.97%	6	26	45	3
\$425,001 - \$575,000	84	13.61%	3	26	45	10
\$575,001 and up	65	10.53%	2	9	36	18
Total New Listed Units	617		92	295	193	37
Total New Listed Volume	206,010,749	100%	18.41M	76.41M	81.55M	29.64M
Median New Listed Listing Price	\$260,000		\$135,500	\$222,350	\$389,900	\$549,900

December 2022



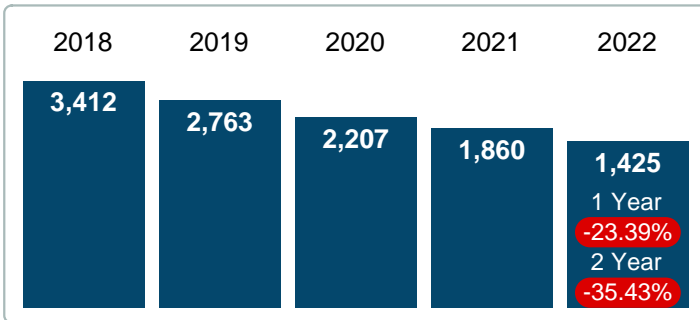
Area Delimited by County Of Tulsa - Residential Property Type



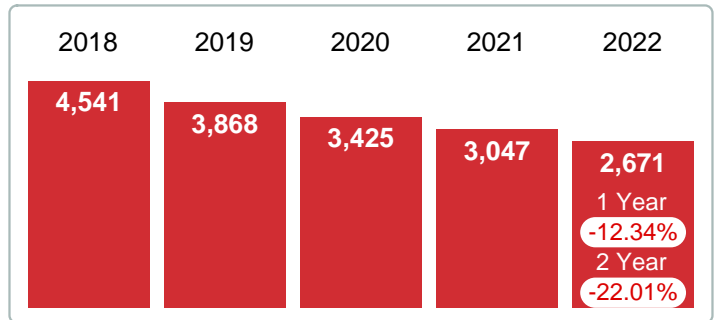
ACTIVE INVENTORY

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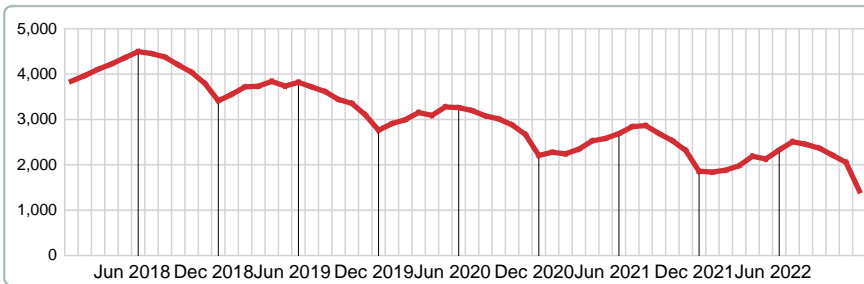
END OF DECEMBER



ACTIVE DURING DECEMBER

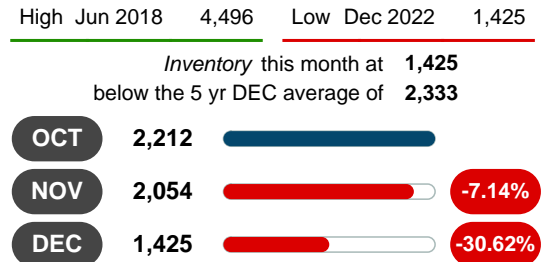


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2,333



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	123	8.63%	46.0	67	49	6	1
\$125,001 - \$200,000	164	11.51%	43.5	36	104	22	2
\$200,001 - \$275,000	196	13.75%	46.0	9	129	54	4
\$275,001 - \$425,000	391	27.44%	58.0	19	156	191	25
\$425,001 - \$525,000	197	13.82%	70.0	7	57	115	18
\$525,001 - \$675,000	213	14.95%	102.0	1	38	143	31
\$675,001 and up	141	9.89%	82.0	5	26	59	51
Total Active Inventory by Units	1,425			144	559	590	132
Total Active Inventory by Volume	621,754,320	100%	60.0	32.77M	189.15M	282.48M	117.35M
Median Active Inventory Listing Price	\$350,000			\$141,000	\$275,000	\$453,250	\$589,500

December 2022



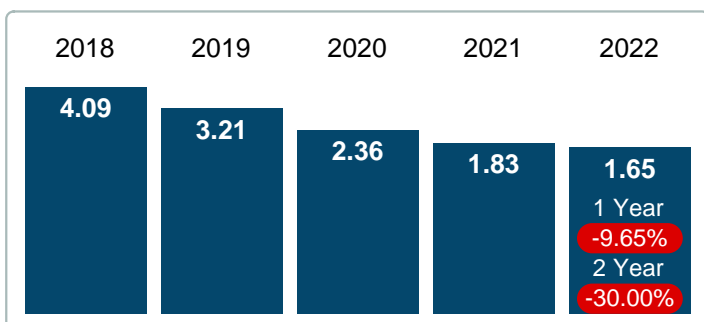
Area Delimited by County Of Tulsa - Residential Property Type



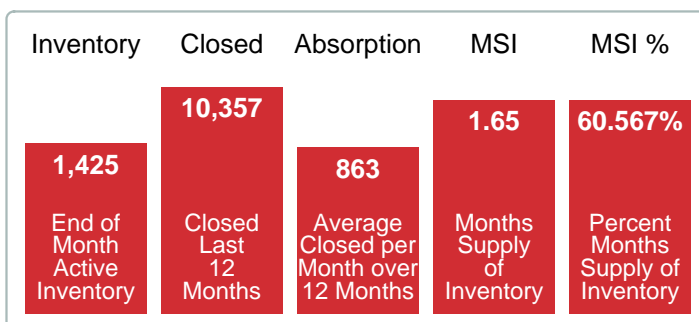
MONTHS SUPPLY of INVENTORY (MSI)

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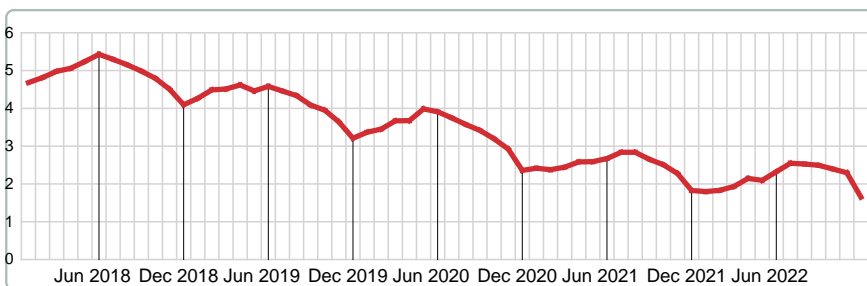
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

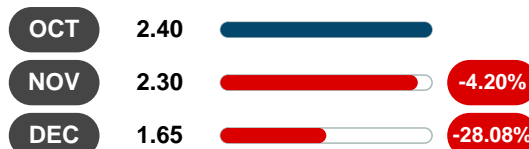


3 MONTHS

5 year DEC AVG = 2.63

High Jun 2018 5.43 Low Dec 2022 1.65

Months Supply this month at 1.65 below the 5 yr DEC average of 2.63



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
\$125,000 and less	123	8.63%	1.12	1.22	0.98	1.33	3.00
\$125,001 - \$200,000	164	11.51%	0.89	1.23	0.75	1.36	1.85
\$200,001 - \$275,000	196	13.75%	0.92	0.67	0.86	1.18	1.04
\$275,001 - \$425,000	391	27.44%	1.82	2.24	1.72	1.85	1.97
\$425,001 - \$525,000	197	13.82%	3.12	7.64	3.15	3.16	2.32
\$525,001 - \$675,000	213	14.95%	4.96	2.40	5.63	5.43	3.29
\$675,001 and up	141	9.89%	4.10	12.00	6.50	3.19	4.43
Market Supply of Inventory (MSI)			1.65	1.34	1.22	2.35	2.83
Total Active Inventory by Units		100%	1,425	144	559	590	132

December 2022



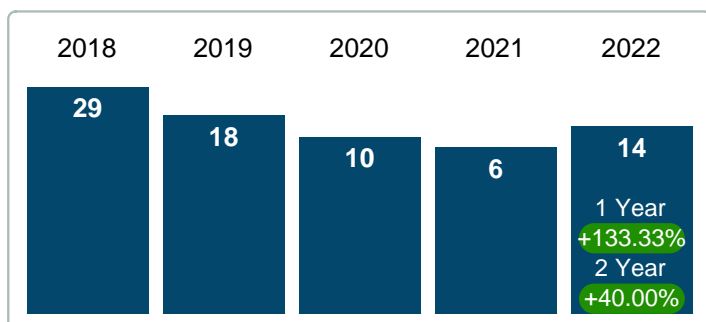
Area Delimited by County Of Tulsa - Residential Property Type



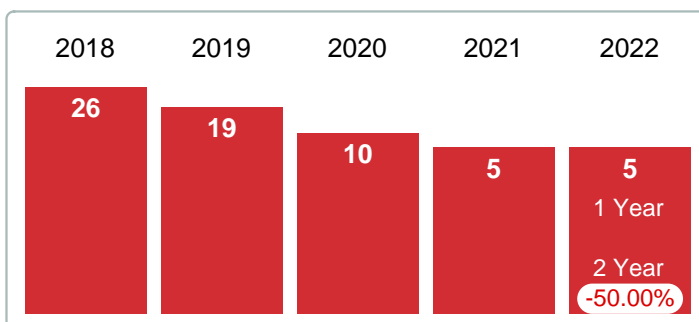
MEDIAN DAYS ON MARKET TO SALE

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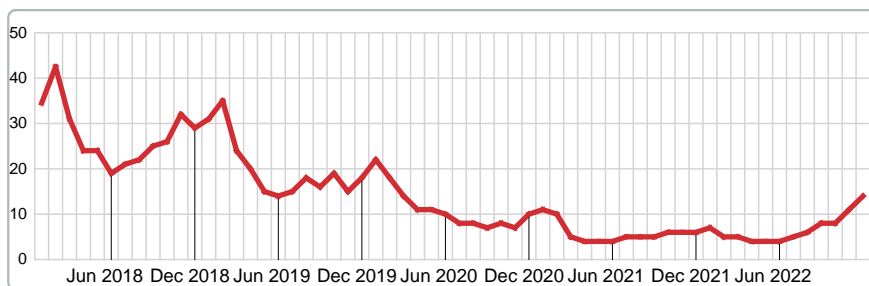
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 15

High Feb 2018 43 Low Jun 2022 4

Median Days on Market to Sale this month at 14 below the 5 yr DEC average of 15

- OCT 8
- NOV 11 (37.50%)
- DEC 14 (27.27%)

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	53	7.91%	12	10	14	25	38
\$100,001 - \$150,000	80	11.94%	9	7	9	6	0
\$150,001 - \$200,000	111	16.57%	16	5	14	34	41
\$200,001 - \$275,000	158	23.58%	15	12	10	33	7
\$275,001 - \$350,000	96	14.33%	26	1	26	26	53
\$350,001 - \$525,000	95	14.18%	15	10	10	18	10
\$525,001 and up	77	11.49%	11	3	8	8	35
Median Closed DOM	14			7	12	19	33
Total Closed Units	670			90	344	196	40
Total Closed Volume	198,885,316			14.56M	82.31M	75.86M	26.16M

December 2022



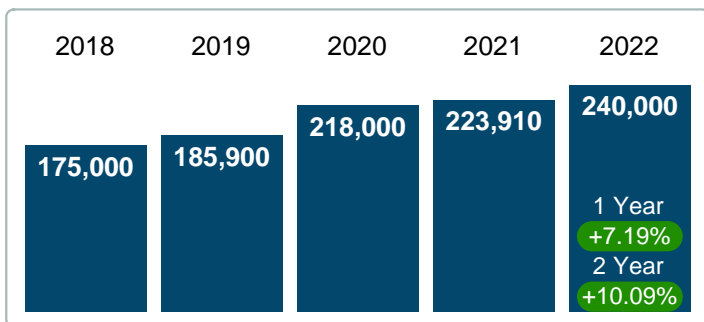
Area Delimited by County Of Tulsa - Residential Property Type



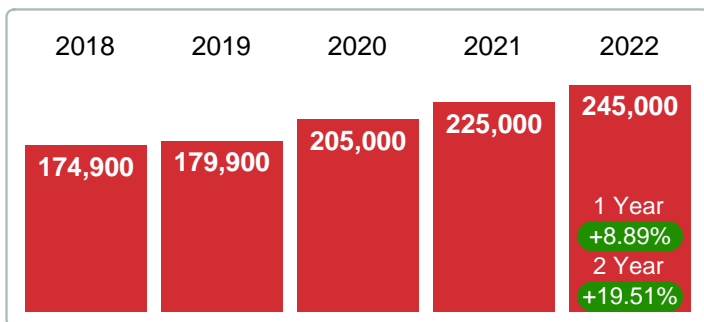
MEDIAN LIST PRICE AT CLOSING

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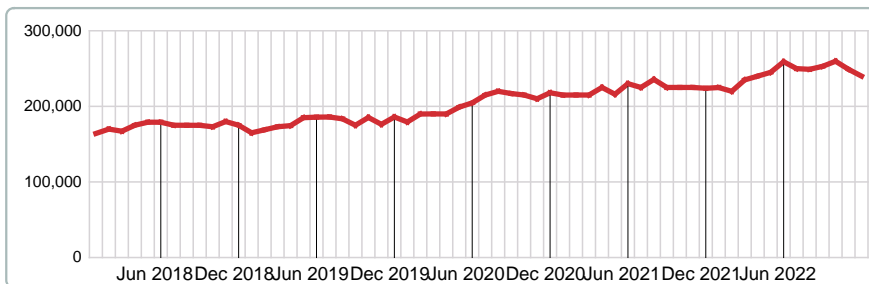
DECEMBER



YEAR TO DATE (YTD)

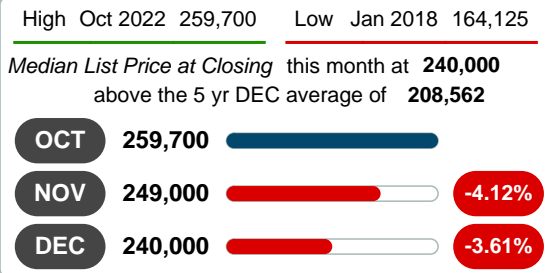


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 208,562



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	50	7.46%	77,500	76,000	79,950	83,750	59,555
\$100,001 - \$150,000	70	10.45%	129,900	129,000	136,250	125,000	0
\$150,001 - \$200,000	119	17.76%	179,900	165,000	179,900	188,000	184,950
\$200,001 - \$275,000	159	23.73%	239,000	220,000	230,000	240,000	249,500
\$275,001 - \$350,000	101	15.07%	309,900	282,500	307,000	315,000	346,950
\$350,001 - \$525,000	98	14.63%	429,950	413,900	429,900	429,000	435,000
\$525,001 and up	73	10.90%	630,000	999,500	576,950	595,000	745,000
Median List Price			240,000	132,450	213,900	350,000	550,882
Total Closed Units		100%	240,000	90	344	196	40
Total Closed Volume			202,879,933	14.94M	83.56M	76.81M	27.57M

December 2022



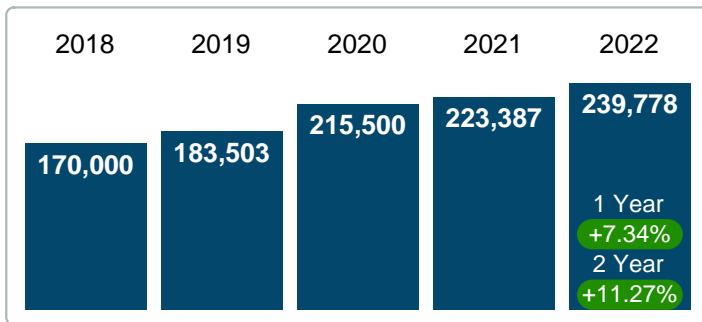
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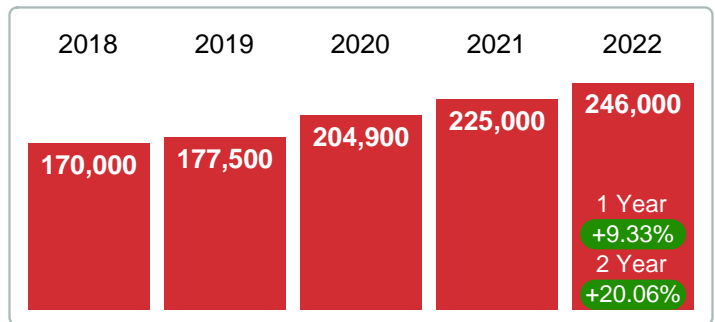
MEDIAN SOLD PRICE AT CLOSING

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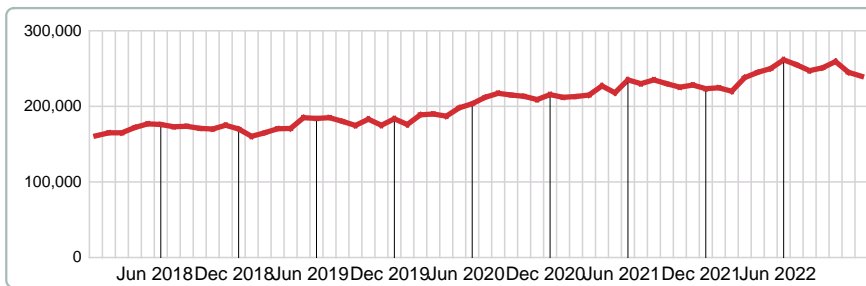
DECEMBER



YEAR TO DATE (YTD)

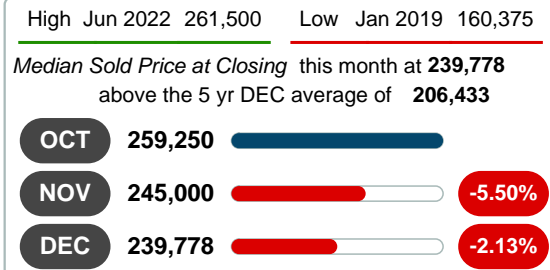


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 206,433



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	53	7.91%	78,000	80,000	75,000	79,000	43,000
\$100,001 - \$150,000	80	11.94%	130,000	128,250	134,000	120,000	0
\$150,001 - \$200,000	111	16.57%	178,500	165,750	179,900	186,500	179,500
\$200,001 - \$275,000	158	23.58%	231,750	216,500	230,000	240,000	244,000
\$275,001 - \$350,000	96	14.33%	311,000	285,000	308,485	315,000	335,000
\$350,001 - \$525,000	95	14.18%	410,000	405,000	415,000	406,795	412,500
\$525,001 and up	77	11.49%	623,000	975,000	595,000	619,609	725,000
Median Sold Price			239,778	129,950	212,250	350,000	559,664
Total Closed Units		100%	239,778	90	344	196	40
Total Closed Volume			198,885,316	14.56M	82.31M	75.86M	26.16M

December 2022



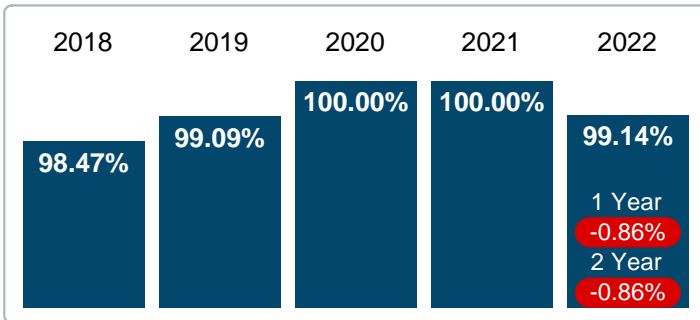
Area Delimited by County Of Tulsa - Residential Property Type



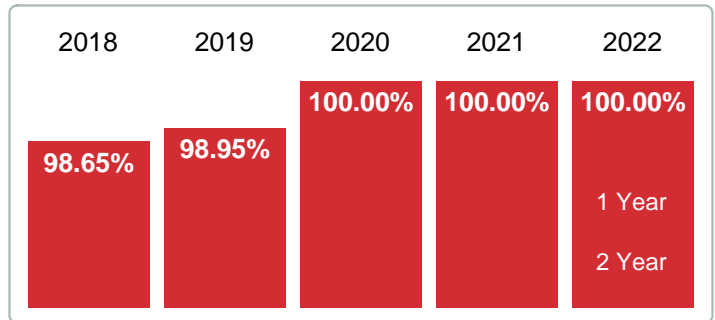
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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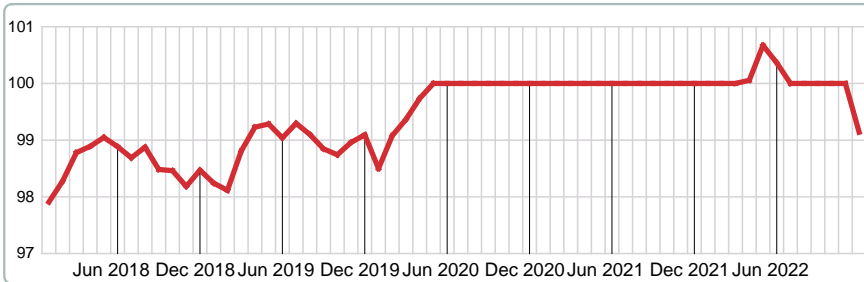
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

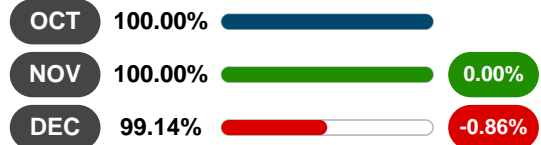


3 MONTHS

5 year DEC AVG = 99.34%

High May 2022 100.67% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **99.14%** equal to 5 yr DEC average of **99.34%**



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	
\$100,000 and less	53	7.91%	95.63%	96.32%	94.94%	79.64%	72.20%	
\$100,001 - \$150,000	80	11.94%	97.42%	97.73%	97.62%	96.08%	0.00%	
\$150,001 - \$200,000	111	16.57%	98.92%	100.00%	98.92%	96.10%	96.91%	
\$200,001 - \$275,000	158	23.58%	100.00%	97.62%	100.00%	98.04%	100.00%	
\$275,001 - \$350,000	96	14.33%	100.00%	100.00%	100.00%	99.14%	100.00%	
\$350,001 - \$525,000	95	14.18%	99.07%	97.85%	99.03%	99.79%	98.01%	
\$525,001 and up	77	11.49%	99.42%	99.02%	100.00%	99.59%	98.42%	
Median Sold/List Ratio		99.14%		97.73%	100.00%	99.03%	98.84%	
Total Closed Units		670	100%	99.14%	90	344	196	40
Total Closed Volume		198,885,316			14.56M	82.31M	75.86M	26.16M

December 2022



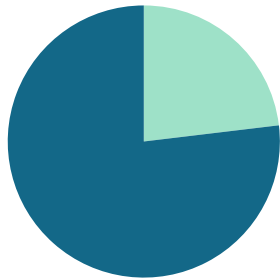
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Jan 11, 2023 for MLS Technology Inc.

INVENTORY

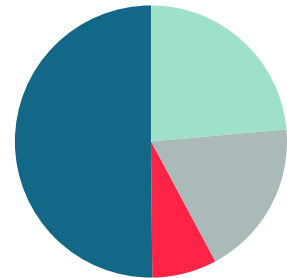


Inventory
 New Listings
617 = 23.10%
 Start Inventory
2,054
 Total Inventory Units
2,671
 Volume
\$1,023,350,270

Market Activity

Closed Sales
670 = 23.58%
 Pending Sales
528 = 18.59%
 Other Off Market
218 = 7.67%
 Active Inventory
1,425 = 50.16%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,050	670	-36.19%	12,214	10,357	-15.20%
Pending Sales	794	528	-33.50%	12,474	10,111	-18.94%
New Listings	731	617	-15.60%	13,494	12,271	-9.06%
Median List Price	223,910	240,000	7.19%	225,000	245,000	8.89%
Median Sale Price	223,387	239,778	7.34%	225,000	246,000	9.33%
Median Percent of Selling Price to List Price	100.00%	99.14%	-0.86%	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	14.00	133.33%	5.00	5.00	0.00%
Monthly Inventory	1,864	1,425	-23.55%	1,864	1,425	-23.55%
Months Supply of Inventory	1.83	1.65	-9.84%	1.83	1.65	-9.84%

Absorption: Last 12 months, an Average of **863** Sales/Month

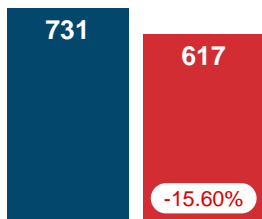
Inventory on December 31, 2022 = **1,425**

2021 **2022**

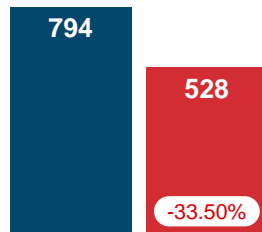
DECEMBER MARKET

MEDIAN PRICES

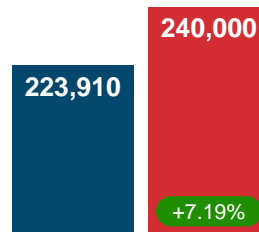
New Listings



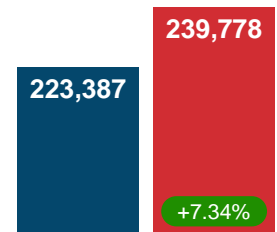
Pending Listings



List Price



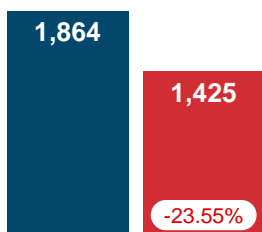
Sale Price



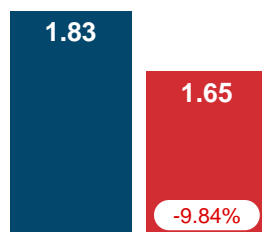
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

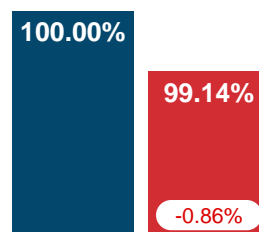
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

