

# January 2023



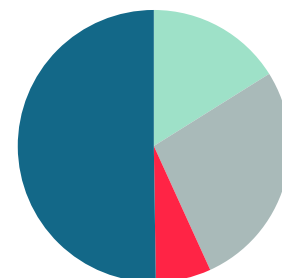
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	January 2023	+/-%
Closed Listings	761	451	-40.74%
Pending Listings	892	759	-14.91%
New Listings	881	808	-8.29%
Median List Price	224,900	242,500	7.83%
Median Sale Price	224,555	239,000	6.43%
Median Percent of Selling Price to List Price	100.00%	99.00%	-1.00%
Median Days on Market to Sale	7.00	17.00	142.86%
End of Month Inventory	1,845	1,407	-23.74%
Months Supply of Inventory	1.80	1.68	-6.84%



■ Closed (16.10%)  
■ Pending (27.10%)  
■ Other OffMarket (6.57%)  
■ Active (50.23%)

**Absorption:** Last 12 months, an Average of **837** Sales/Month  
**Active Inventory** as of January 31, 2023 = **1,407**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2023 decreased **23.74%** to 1,407 existing homes available for sale. Over the last 12 months this area has had an average of 837 closed sales per month. This represents an unsold inventory index of **1.68** 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 **6.43%** in January 2023 to \$239,000 versus the previous year at \$224,555.

#### Median Days on Market Lengthens

The median number of **17.00** days that homes spent on the market before selling increased by 10.00 days or **142.86%** in January 2023 compared to last year's same month at **7.00** DOM.

#### Sales Success for January 2023 is Positive

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

There were 808 New Listings in January 2023, down **8.29%** from last year at 881. Furthermore, there were 451 Closed Listings this month versus last year at 761, a **-40.74%** decrease.

Closed versus Listed trends yielded a **55.8%** ratio, down from previous year's, January 2022, at **86.4%**, a **35.38%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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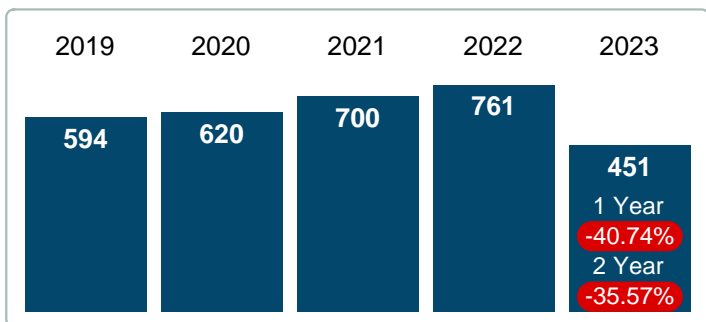
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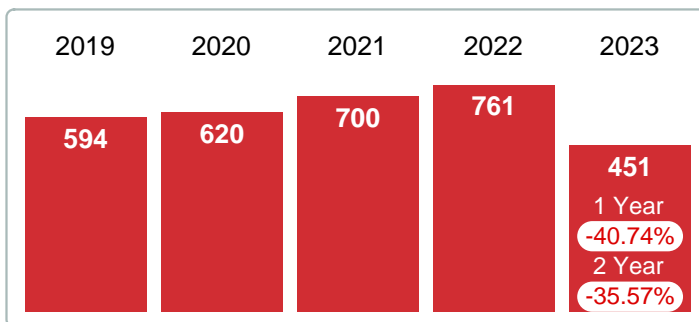
## CLOSED LISTINGS

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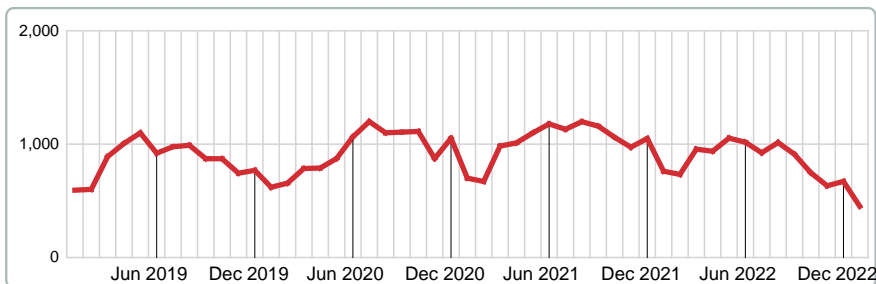
### JANUARY



### YEAR TO DATE (YTD)

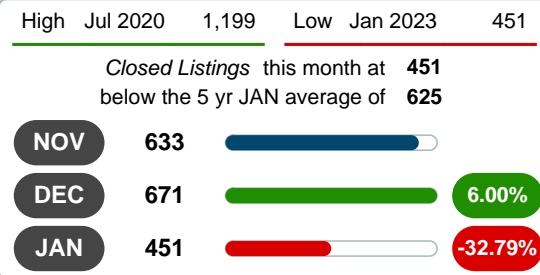


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 625



### 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	35	7.76%	17.0	17	15	3	0
\$100,001 - \$150,000	53	11.75%	9.0	14	34	3	2
\$150,001 - \$200,000	81	17.96%	13.0	8	59	14	0
\$200,001 - \$250,000	83	18.40%	21.0	4	56	22	1
\$250,001 - \$350,000	95	21.06%	25.0	3	49	38	5
\$350,001 - \$500,000	55	12.20%	27.0	3	18	28	6
\$500,001 and up	49	10.86%	10.0	1	9	29	10
<b>Total Closed Units</b>	<b>451</b>			<b>50</b>	<b>240</b>	<b>137</b>	<b>24</b>
<b>Total Closed Volume</b>	<b>126,993,498</b>	<b>100%</b>	<b>17.0</b>	<b>8.03M</b>	<b>55.80M</b>	<b>51.31M</b>	<b>11.86M</b>
<b>Median Closed Price</b>	<b>\$239,000</b>			<b>\$126,250</b>	<b>\$215,000</b>	<b>\$310,500</b>	<b>\$449,450</b>

# January 2023



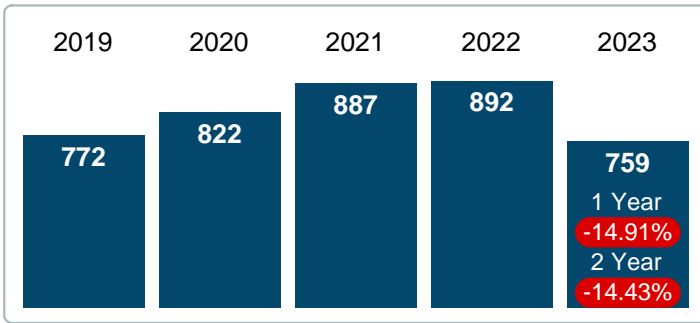
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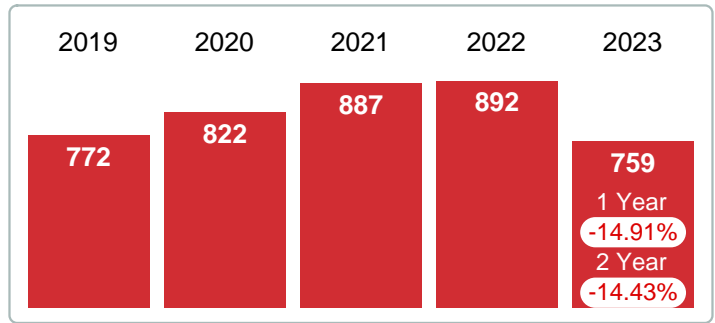
## PENDING LISTINGS

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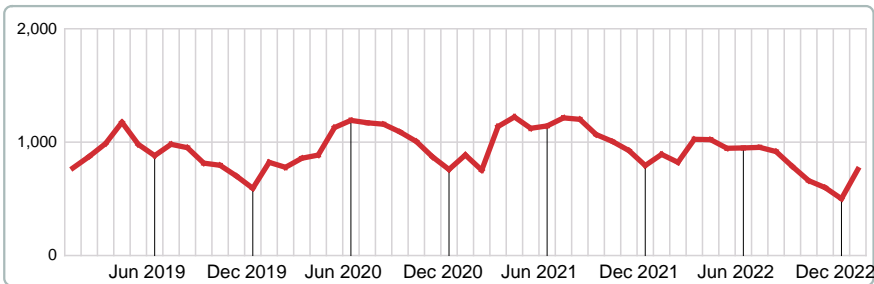
### JANUARY



### YEAR TO DATE (YTD)

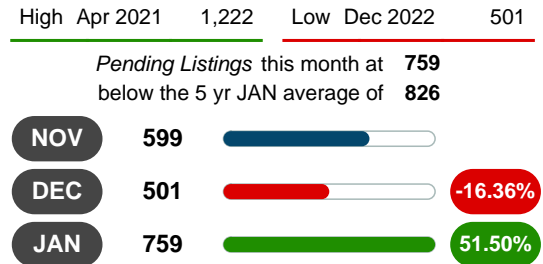


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 826



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	46	6.06%	33.5	28	16	2	0
\$75,001 - \$150,000	121	15.94%	14.0	52	54	13	2
\$150,001 - \$200,000	120	15.81%	10.5	18	92	9	1
\$200,001 - \$275,000	154	20.29%	17.0	6	109	36	3
\$275,001 - \$350,000	138	18.18%	26.0	7	51	69	11
\$350,001 - \$500,000	107	14.10%	26.0	6	27	63	11
\$500,001 and up	73	9.62%	28.0	3	13	41	16
<b>Total Pending Units</b>	<b>759</b>			<b>120</b>	<b>362</b>	<b>233</b>	<b>44</b>
<b>Total Pending Volume</b>	<b>222,581,992</b>	<b>100%</b>	<b>19.0</b>	<b>19.27M</b>	<b>84.78M</b>	<b>91.80M</b>	<b>26.73M</b>
<b>Median Listing Price</b>	<b>\$245,000</b>			<b>\$118,800</b>	<b>\$214,950</b>	<b>\$335,000</b>	<b>\$398,500</b>

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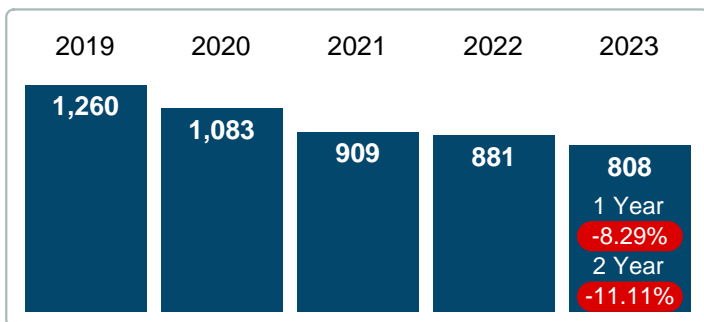
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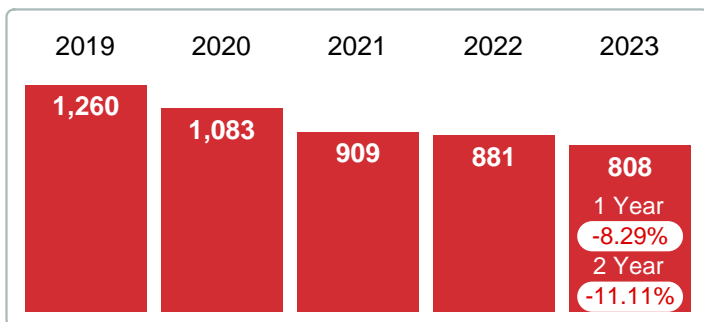
## NEW LISTINGS

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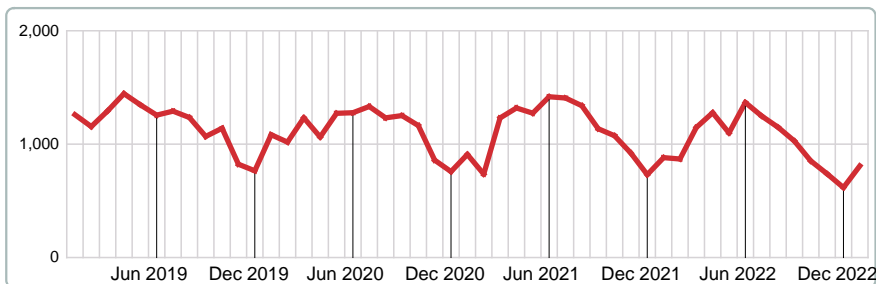
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 988

High Apr 2019 1,445 Low Dec 2022 617

New Listings this month at **808**  
below the 5 yr JAN average of **988**



### 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	59	7.30%	31	25	3	0
\$100,001 - \$175,000	131	16.21%	41	82	8	0
\$175,001 - \$225,000	99	12.25%	8	80	9	2
\$225,001 - \$325,000	205	25.37%	15	111	74	5
\$325,001 - \$425,000	123	15.22%	4	40	68	11
\$425,001 - \$575,000	101	12.50%	10	24	59	8
\$575,001 and up	90	11.14%	1	15	55	19
<b>Total New Listed Units</b>	<b>808</b>		<b>110</b>	<b>377</b>	<b>276</b>	<b>45</b>
<b>Total New Listed Volume</b>	<b>279,818,514</b>	<b>100%</b>	<b>21.72M</b>	<b>97.45M</b>	<b>132.43M</b>	<b>28.22M</b>
<b>Median New Listed Listing Price</b>	<b>\$283,347</b>		<b>\$147,400</b>	<b>\$229,000</b>	<b>\$383,500</b>	<b>\$515,000</b>

# January 2023



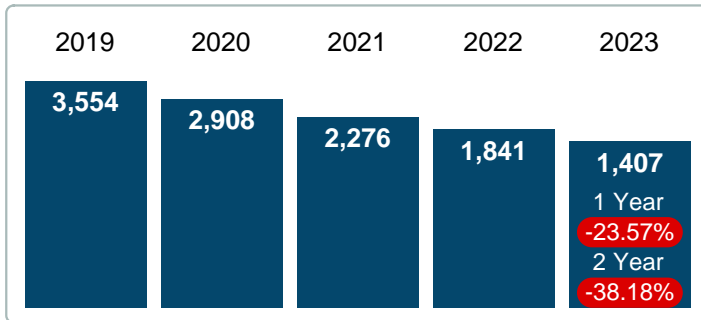
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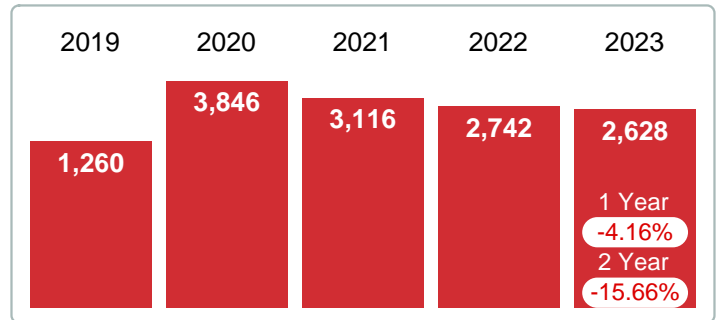
## ACTIVE INVENTORY

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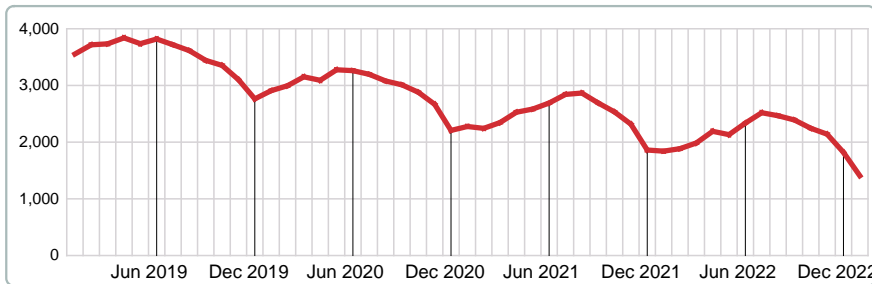
### END OF JANUARY



### ACTIVE DURING JANUARY

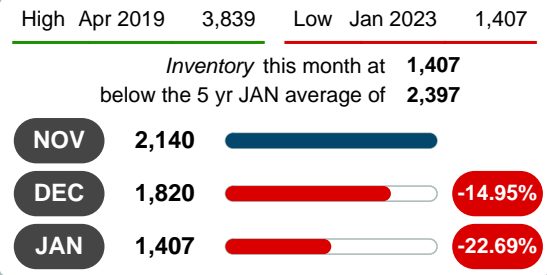


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2,397



## 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	106	7.53%	46.5	61	44	1	0
\$125,001 - \$225,000	210	14.93%	49.0	32	147	29	2
\$225,001 - \$300,000	185	13.15%	41.0	14	115	54	2
\$300,001 - \$450,000	354	25.16%	57.0	18	138	172	26
\$450,001 - \$525,000	170	12.08%	89.5	7	47	103	13
\$525,001 - \$675,000	237	16.84%	90.0	4	38	158	37
\$675,001 and up	145	10.31%	82.0	4	29	67	45
<b>Total Active Inventory by Units</b>	<b>1,407</b>			<b>140</b>	<b>558</b>	<b>584</b>	<b>125</b>
<b>Total Active Inventory by Volume</b>	<b>639,137,872</b>	<b>100%</b>	<b>61.0</b>	<b>33.45M</b>	<b>195.49M</b>	<b>298.92M</b>	<b>111.28M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$375,000</b>			<b>\$150,000</b>	<b>\$287,360</b>	<b>\$495,000</b>	<b>\$589,900</b>

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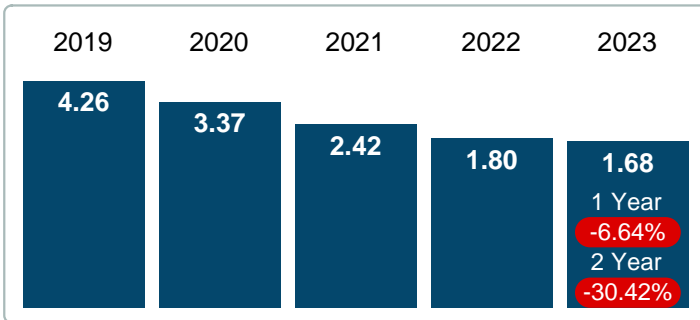
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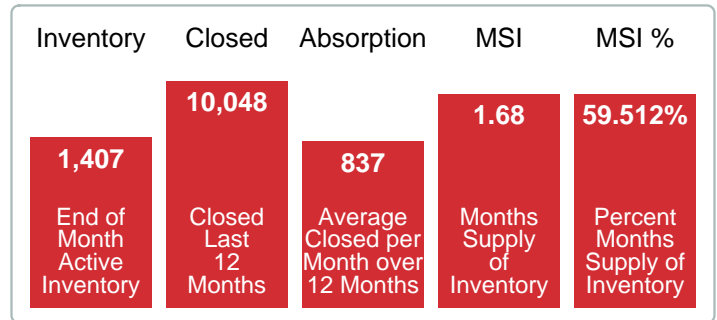
## MONTHS SUPPLY of INVENTORY (MSI)

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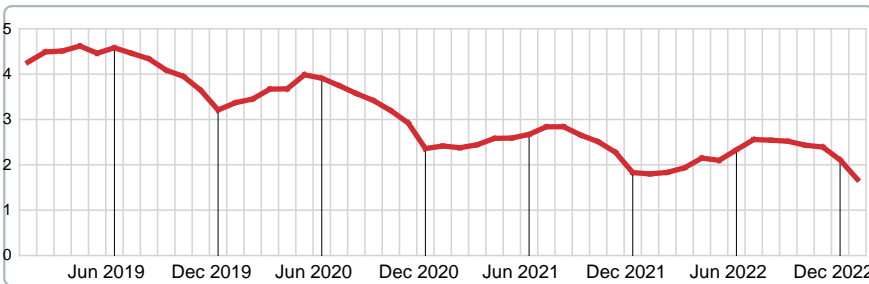
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

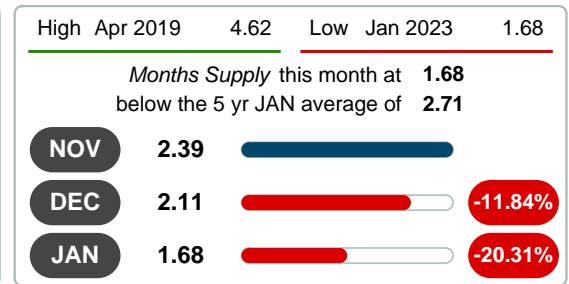


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 2.71



### 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	106	7.53%	1.02	1.18	0.92	0.23	0.00
\$125,001 - \$225,000	210	14.93%	0.84	0.91	0.79	1.18	1.00
\$225,001 - \$300,000	185	13.15%	0.98	1.44	0.98	0.94	0.48
\$300,001 - \$450,000	354	25.16%	2.03	3.43	2.02	1.95	2.01
\$450,001 - \$525,000	170	12.08%	3.90	14.00	3.62	4.05	2.79
\$525,001 - \$675,000	237	16.84%	5.51	8.00	5.63	6.00	3.93
\$675,001 and up	145	10.31%	4.25	9.60	7.40	3.59	4.06
Market Supply of Inventory (MSI)			1.68	1.36	1.26	2.38	2.80
Total Active Inventory by Units		100%	1,407	140	558	584	125

# January 2023



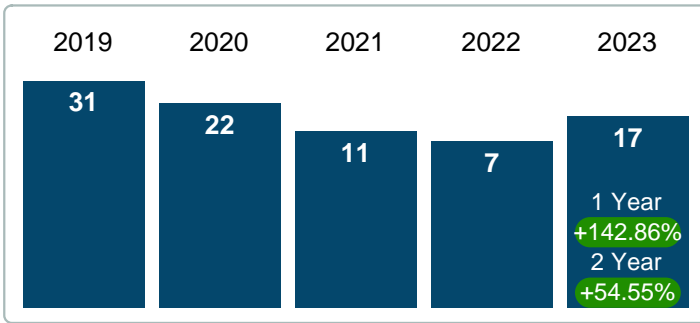
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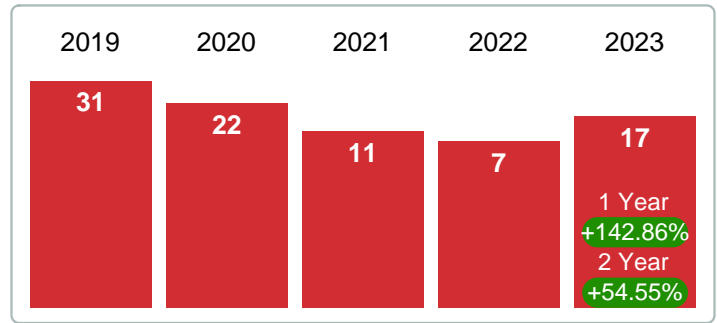
## MEDIAN DAYS ON MARKET TO SALE

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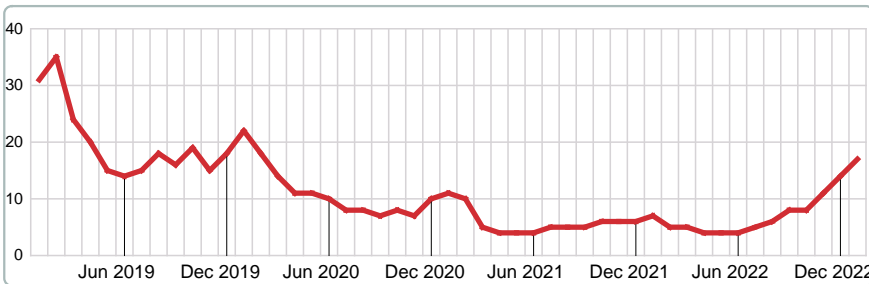
### JANUARY



### YEAR TO DATE (YTD)

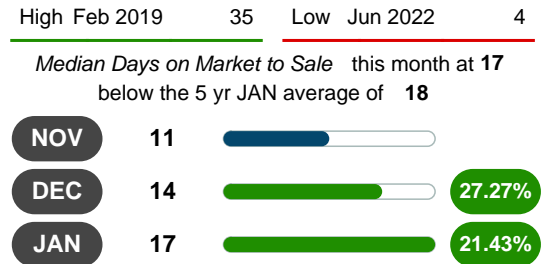


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 18



### 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	7.76%	17	15	28	6	0
\$100,001 - \$150,000	11.75%	9	8	9	9	64
\$150,001 - \$200,000	17.96%	13	7	13	34	0
\$200,001 - \$250,000	18.40%	21	4	19	38	24
\$250,001 - \$350,000	21.06%	25	4	24	31	67
\$350,001 - \$500,000	12.20%	27	1	15	31	62
\$500,001 and up	10.86%	10	1	15	17	3
Median Closed DOM		17	9	17	29	32
Total Closed Units	100%	451	50	240	137	24
Total Closed Volume		126,993,498	8.03M	55.80M	51.31M	11.86M



# January 2023



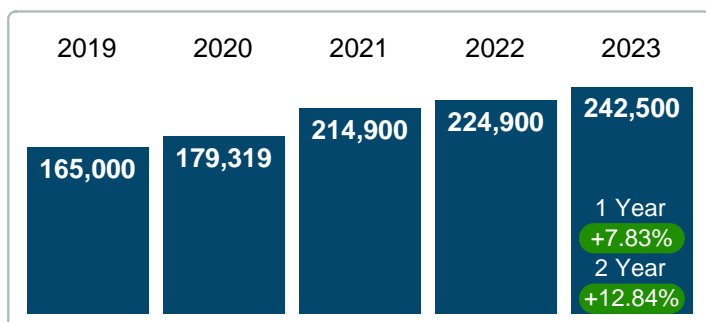
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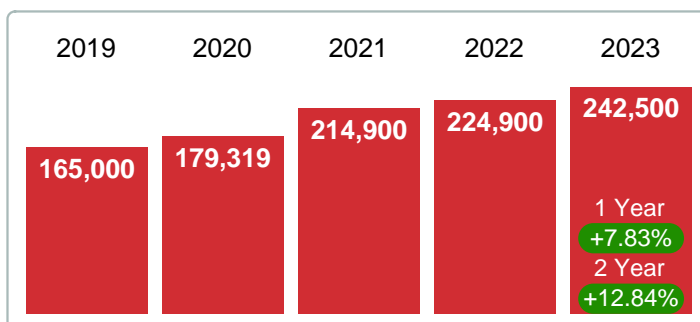
## MEDIAN LIST PRICE AT CLOSING

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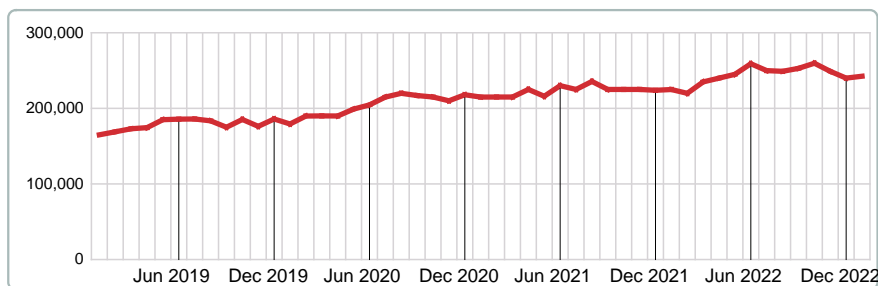
### JANUARY



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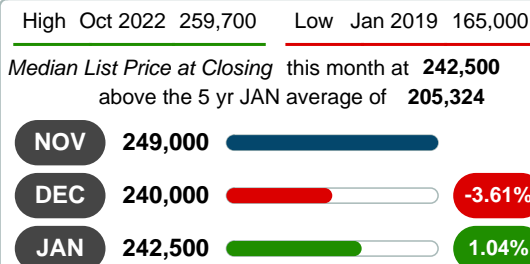


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 205,324



### 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	34	7.54%	79,250	79,000	80,750	64,900	0
\$100,001 - \$150,000	47	10.42%	130,000	127,000	131,750	149,900	140,000
\$150,001 - \$200,000	82	18.18%	179,450	172,450	184,950	174,950	0
\$200,001 - \$250,000	80	17.74%	226,500	235,000	225,000	229,270	0
\$250,001 - \$350,000	100	22.17%	289,000	284,950	282,691	295,000	292,000
\$350,001 - \$500,000	58	12.86%	412,500	437,300	424,000	404,770	424,950
\$500,001 and up	50	11.09%	603,900	600,400	546,200	606,910	654,803
Median List Price			242,500	129,500	216,540	316,500	455,000
Total Closed Units		100%	242,500	50	240	137	24
Total Closed Volume			129,342,967	8.34M	56.91M	52.20M	11.90M



# January 2023



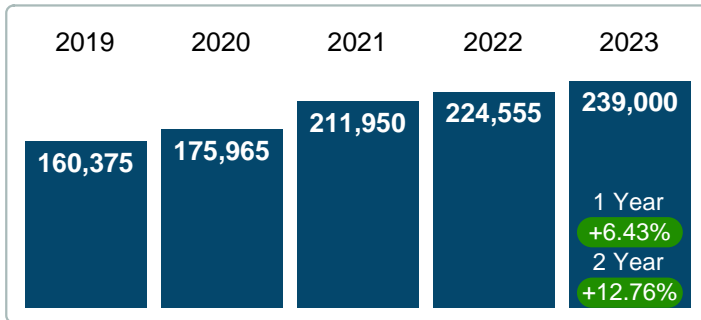
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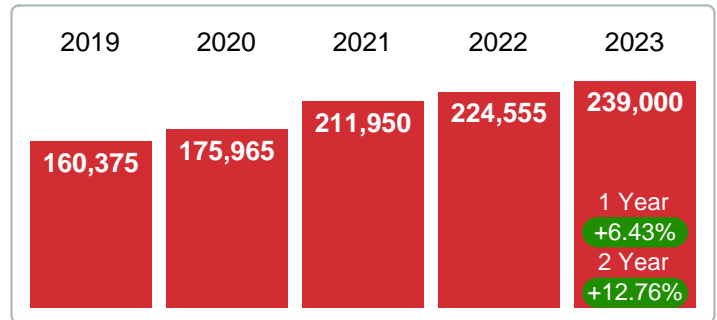
## MEDIAN SOLD PRICE AT CLOSING

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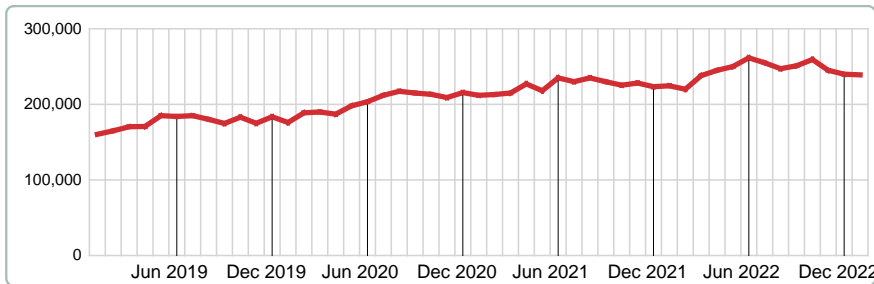
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

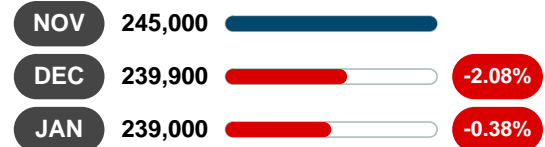


### 3 MONTHS

5 year JAN AVG = 202,369

High Jun 2022 261,500 Low Jan 2019 160,375

Median Sold Price at Closing this month at **239,000** above the 5 yr JAN average of **202,369**



### 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	7.76%	77,000	84,000	77,000	60,095	0
\$100,001 - \$150,000	11.75%	126,000	125,000	130,750	150,000	118,500
\$150,001 - \$200,000	17.96%	180,000	165,170	182,500	177,500	0
\$200,001 - \$250,000	18.40%	229,000	226,500	225,000	230,000	250,000
\$250,001 - \$350,000	21.06%	288,350	265,000	280,826	295,000	300,000
\$350,001 - \$500,000	12.20%	408,000	437,300	426,450	400,000	422,450
\$500,001 and up	10.86%	615,000	600,400	537,345	620,000	660,772
Median Sold Price		239,000	126,250	215,000	310,500	449,450
Total Closed Units	100%	451	50	240	137	24
Total Closed Volume		126,993,498	8.03M	55.80M	51.31M	11.86M

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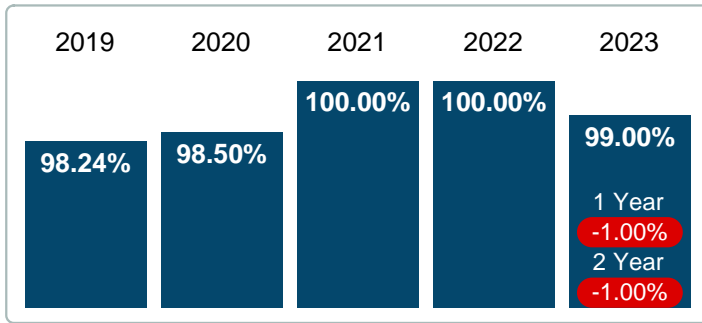
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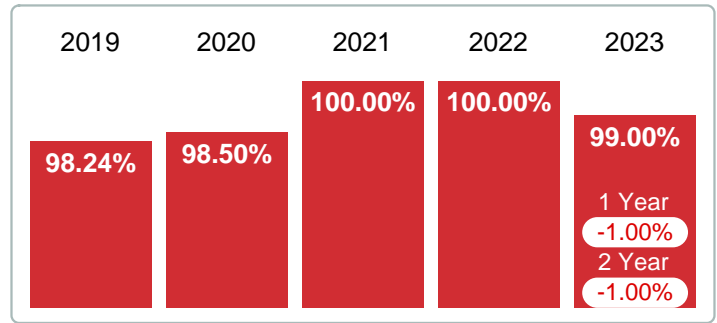
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 13, 2023 for MLS Technology Inc.

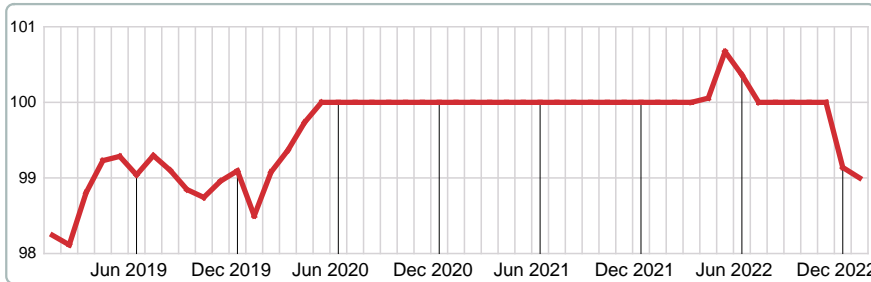
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

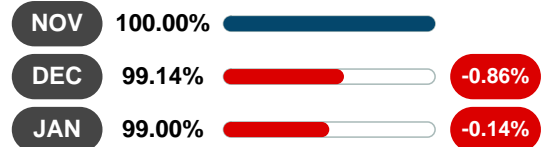


### 3 MONTHS

5 year JAN AVG = 99.15%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **99.00%**  
equal to 5 yr JAN average of **99.15%**



### 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	35	7.76%	93.90%	92.86%	95.41%	92.73%	0.00%
\$100,001 - \$150,000	53	11.75%	98.08%	96.31%	98.94%	92.99%	84.74%
\$150,001 - \$200,000	81	17.96%	100.00%	98.56%	100.00%	95.77%	0.00%
\$200,001 - \$250,000	83	18.40%	99.23%	102.13%	98.73%	100.00%	94.34%
\$250,001 - \$350,000	95	21.06%	99.02%	93.44%	99.02%	100.00%	98.90%
\$350,001 - \$500,000	55	12.20%	98.82%	100.00%	98.56%	98.77%	99.41%
\$500,001 and up	49	10.86%	100.00%	100.00%	99.17%	100.00%	99.84%
Median Sold/List Ratio		99.00%		96.34%	99.04%	99.43%	98.86%
Total Closed Units		451	100%	50	240	137	24
Total Closed Volume		126,993,498		8.03M	55.80M	51.31M	11.86M

# January 2023



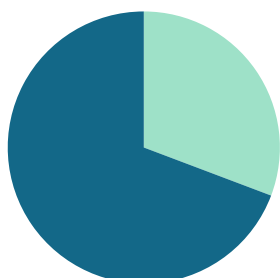
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

Report produced on Feb 13, 2023 for MLS Technology Inc.

### INVENTORY

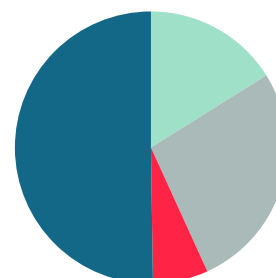


**Inventory**  
 New Listings  
**808 = 30.75%**  
 Start Inventory  
**1,820**  
 Total Inventory Units  
**2,628**  
 Volume  
**\$1,018,327,253**

### Market Activity

Closed Sales  
**451 = 16.10%**  
 Pending Sales  
**759 = 27.10%**  
 Other Off Market  
**184 = 6.57%**  
 Active Inventory  
**1,407 = 50.23%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	761	451	-40.74%	761	451	-40.74%
Pending Sales	892	759	-14.91%	892	759	-14.91%
New Listings	881	808	-8.29%	881	808	-8.29%
Median List Price	224,900	242,500	7.83%	224,900	242,500	7.83%
Median Sale Price	224,555	239,000	6.43%	224,555	239,000	6.43%
Median Percent of Selling Price to List Price	100.00%	99.00%	-1.00%	100.00%	99.00%	-1.00%
Median Days on Market to Sale	7.00	17.00	142.86%	7.00	17.00	142.86%
Monthly Inventory	1,845	1,407	-23.74%	1,845	1,407	-23.74%
Months Supply of Inventory	1.80	1.68	-6.84%	1.80	1.68	-6.84%

**Absorption:** Last 12 months, an Average of **837** Sales/Month

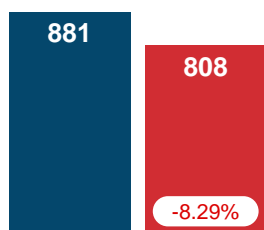
**Inventory** on January 31, 2023 = **1,407**

**2022** **2023**

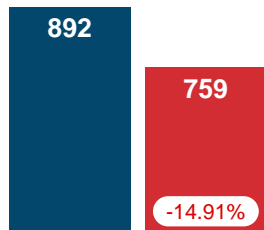
### JANUARY MARKET

### MEDIAN PRICES

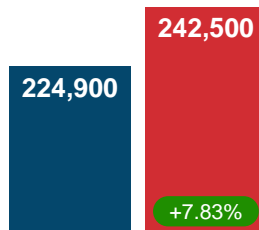
#### New Listings



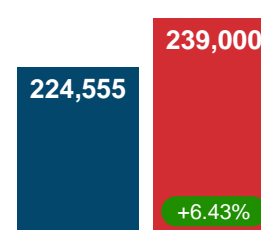
#### Pending Listings



#### List Price



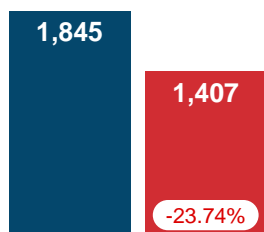
#### Sale Price



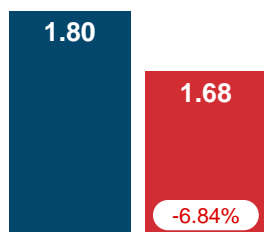
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

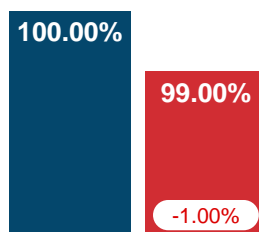
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

