

February 2023



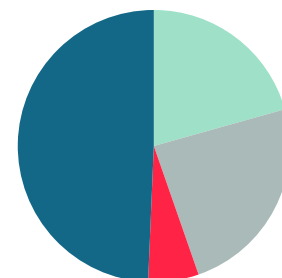
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		+/-%
	2022	2023	
Closed Listings	733	598	-18.42%
Pending Listings	822	696	-15.33%
New Listings	869	748	-13.92%
Median List Price	219,900	245,450	11.62%
Median Sale Price	220,000	245,000	11.36%
Median Percent of Selling Price to List Price	100.00%	99.05%	-0.95%
Median Days on Market to Sale	5.00	13.00	160.00%
End of Month Inventory	1,890	1,429	-24.39%
Months Supply of Inventory	1.84	1.73	-5.91%



■ Closed (20.64%)
■ Pending (24.02%)
■ Other OffMarket (6.01%)
■ Active (49.33%)

Absorption: Last 12 months, an Average of **826** Sales/Month
Active Inventory as of February 28, 2023 = **1,429**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2023 decreased **24.39%** to 1,429 existing homes available for sale. Over the last 12 months this area has had an average of 826 closed sales per month. This represents an unsold inventory index of **1.73** 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 **11.36%** in February 2023 to \$245,000 versus the previous year at \$220,000.

Median Days on Market Lengthens

The median number of **13.00** days that homes spent on the market before selling increased by 8.00 days or **160.00%** in February 2023 compared to last year's same month at **5.00** DOM.

Sales Success for February 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 748 New Listings in February 2023, down **13.92%** from last year at 869. Furthermore, there were 598 Closed Listings this month versus last year at 733, a **-18.42%** decrease.

Closed versus Listed trends yielded a **79.9%** ratio, down from previous year's, February 2022, at **84.3%**, a **5.22%** 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

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

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

February 2023



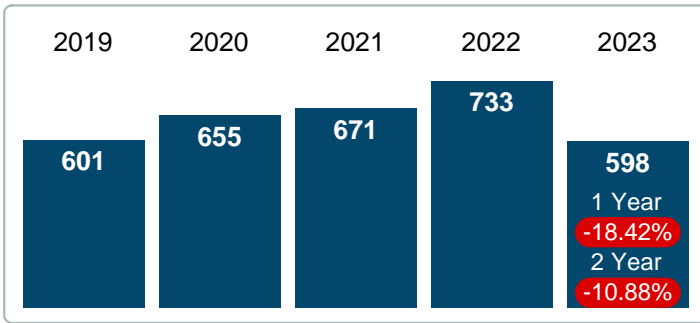
Area Delimited by County Of Tulsa - Residential Property Type



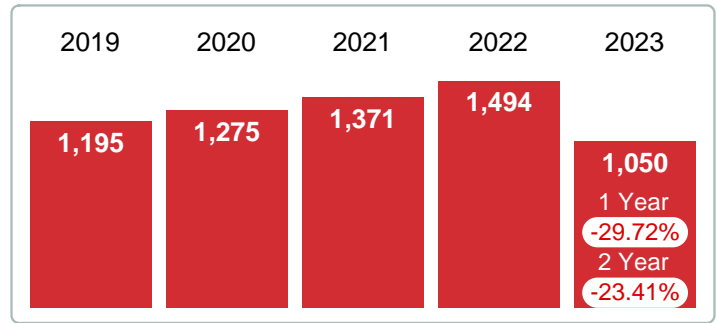
CLOSED LISTINGS

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

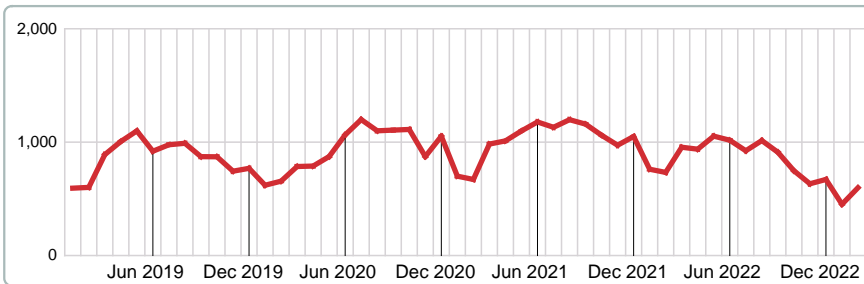
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 652

High Jul 2020 1,199 Low Jan 2023 452

Closed Listings this month at **598**
below the 5 yr FEB average of **652**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	43	7.19%	20.0	31	11	1	0
\$75,001 - \$150,000	94	15.72%	7.5	42	49	2	1
\$150,001 - \$175,000	33	5.52%	6.0	8	21	4	0
\$175,001 - \$275,000	178	29.77%	12.0	8	137	31	2
\$275,001 - \$375,000	118	19.73%	14.5	4	52	53	9
\$375,001 - \$500,000	72	12.04%	36.0	2	19	42	9
\$500,001 and up	60	10.03%	15.0	2	12	32	14
Total Closed Units	598			97	301	165	35
Total Closed Volume	169,945,576	100%	13.0	12.45M	72.74M	64.63M	20.12M
Median Closed Price	\$245,000			\$106,500	\$218,000	\$350,875	\$475,000

February 2023



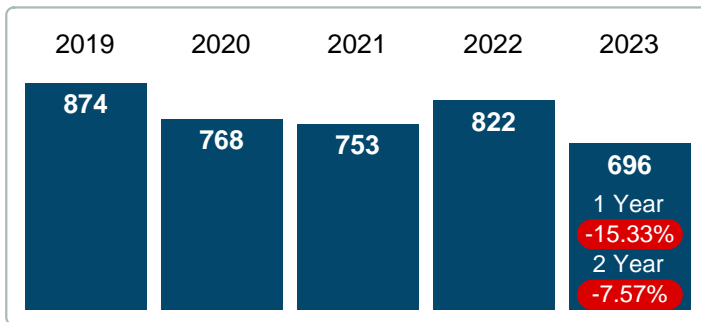
Area Delimited by County Of Tulsa - Residential Property Type



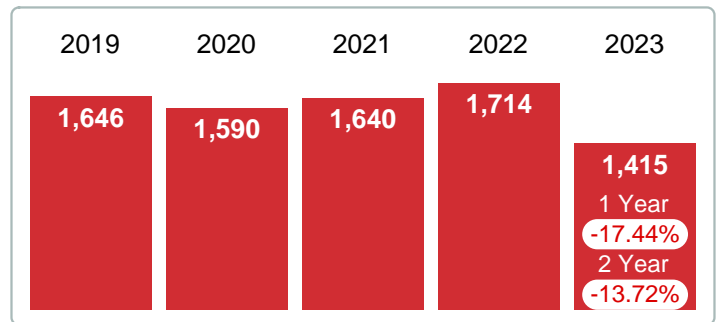
PENDING LISTINGS

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

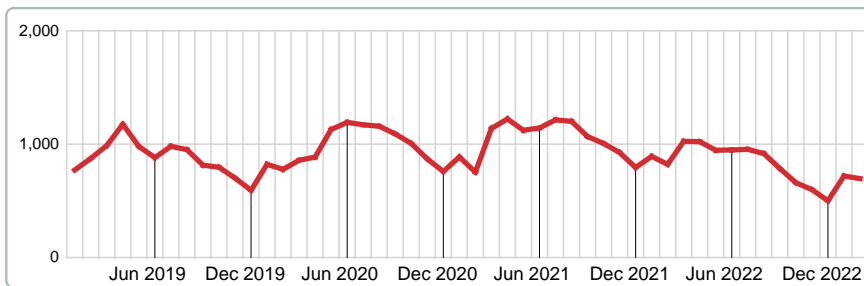
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 783

High Apr 2021 1,222 Low Dec 2022 500

Pending Listings this month at **696**
 below the 5 yr FEB average of **783**



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	54	7.76%	13.0	31	21	2	0
\$100,001 - \$150,000	64	9.20%	7.5	21	40	3	0
\$150,001 - \$200,000	116	16.67%	6.5	11	95	10	0
\$200,001 - \$300,000	195	28.02%	11.0	16	126	52	1
\$300,001 - \$400,000	113	16.24%	17.0	4	44	55	10
\$400,001 - \$550,000	82	11.78%	24.5	5	20	50	7
\$550,001 and up	72	10.34%	23.5	1	11	44	16
Total Pending Units	696			89	357	216	34
Total Pending Volume	221,538,429	100%	12.0	15.99M	90.88M	94.59M	20.08M
Median Listing Price	\$259,900			\$134,900	\$220,000	\$379,500	\$532,000

February 2023



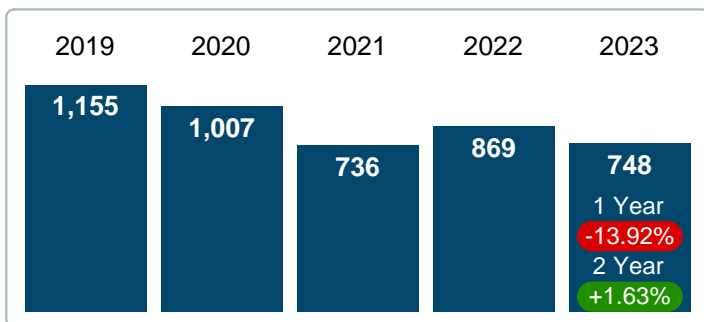
Area Delimited by County Of Tulsa - Residential Property Type



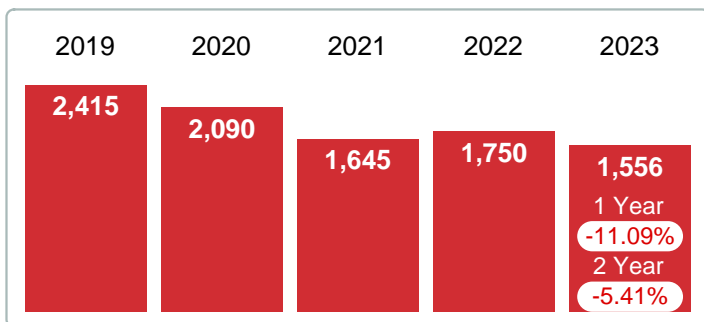
NEW LISTINGS

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

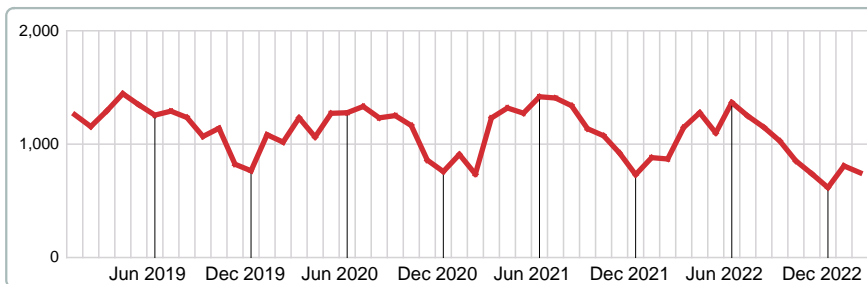
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 903

High Apr 2019 1,445 Low Dec 2022 617

New Listings this month at **748**
below the 5 yr FEB average of **903**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	80	10.70%	46	31	3	0
\$125,001 - \$175,000	96	12.83%	13	75	8	0
\$175,001 - \$225,000	95	12.70%	9	75	11	0
\$225,001 - \$325,000	191	25.53%	7	128	51	5
\$325,001 - \$400,000	108	14.44%	4	50	50	4
\$400,001 - \$600,000	101	13.50%	2	21	63	15
\$600,001 and up	77	10.29%	3	16	35	23
Total New Listed Units	748		84	396	221	47
Total New Listed Volume	255,666,594	100%	15.44M	106.96M	98.61M	34.65M
Median New Listed Listing Price	\$284,450		\$120,000	\$242,500	\$375,000	\$599,000

February 2023



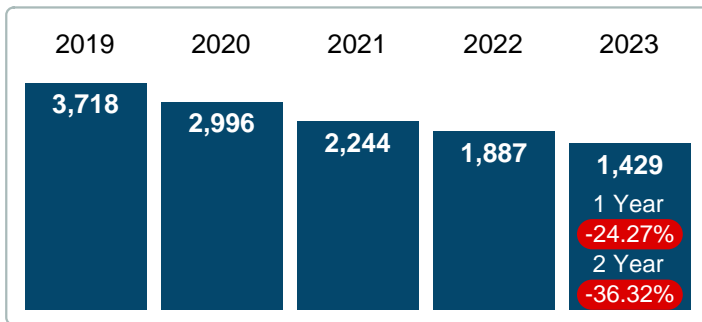
Area Delimited by County Of Tulsa - Residential Property Type



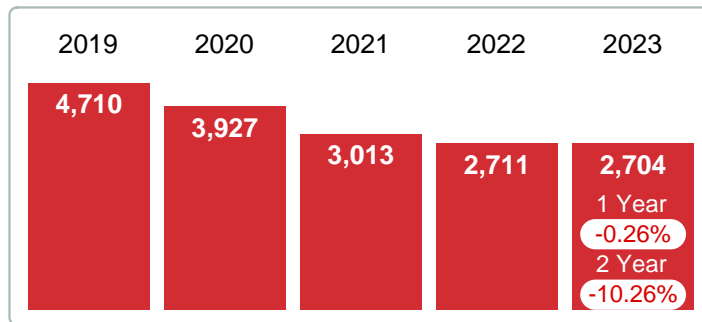
ACTIVE INVENTORY

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

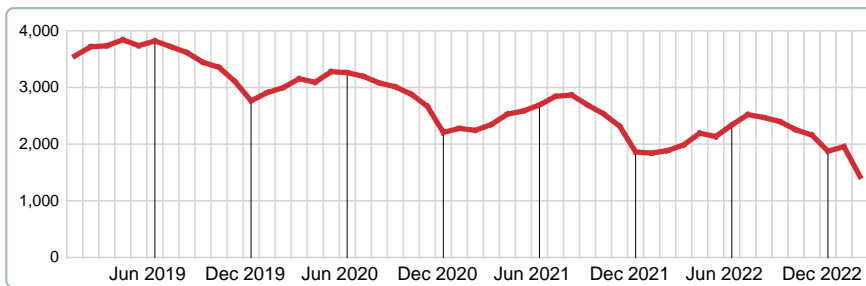
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2,455

High Apr 2019 3,840 Low Feb 2023 1,429

Inventory this month at 1,429
below the 5 yr FEB average of 2,455



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	110	7.70%	40.0	64	42	4	0
\$125,001 - \$225,000	217	15.19%	35.0	33	148	34	2
\$225,001 - \$300,000	192	13.44%	32.0	13	132	43	4
\$300,001 - \$450,000	367	25.68%	43.0	17	151	170	29
\$450,001 - \$525,000	155	10.85%	91.0	4	42	95	14
\$525,001 - \$675,000	237	16.59%	90.0	6	45	151	35
\$675,001 and up	151	10.57%	62.0	6	31	67	47
Total Active Inventory by Units	1,429			143	591	564	131
Total Active Inventory by Volume	647,922,375	100%	49.0	36.29M	206.54M	289.48M	115.62M
Median Active Inventory Listing Price	\$369,900			\$142,500	\$289,000	\$495,000	\$589,900

February 2023



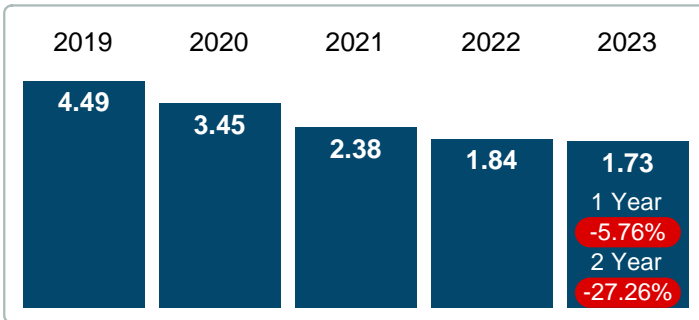
Area Delimited by County Of Tulsa - Residential Property Type



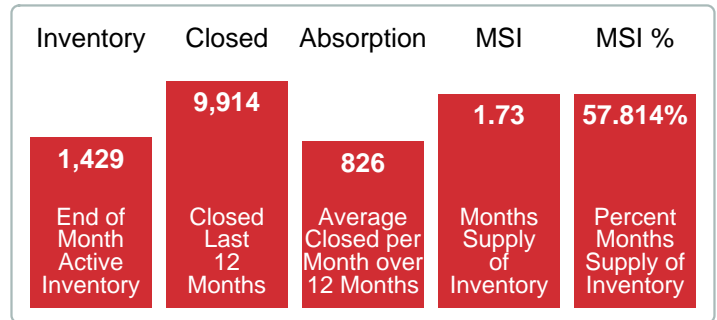
MONTHS SUPPLY of INVENTORY (MSI)

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

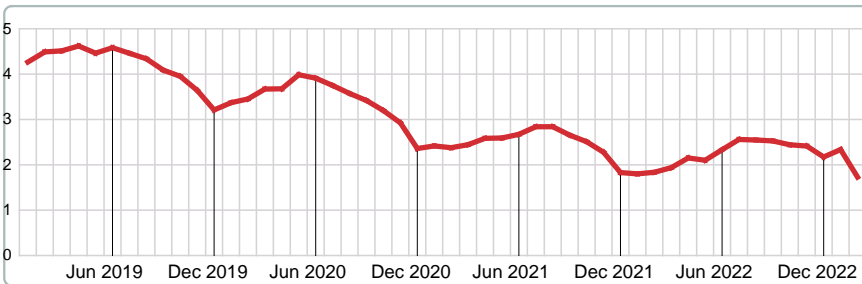
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

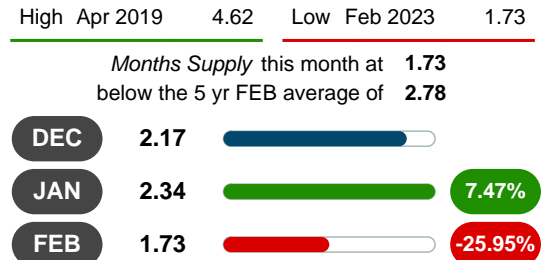


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.78



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	110	7.70%	1.08	1.24	0.92	0.98	0.00
\$125,001 - \$225,000	217	15.19%	0.90	0.96	0.82	1.41	1.00
\$225,001 - \$300,000	192	13.44%	1.02	1.41	1.11	0.77	0.98
\$300,001 - \$450,000	367	25.68%	2.11	3.29	2.23	1.92	2.34
\$450,001 - \$525,000	155	10.85%	3.50	6.86	3.32	3.69	2.67
\$525,001 - \$675,000	237	16.59%	5.47	10.29	6.35	5.73	3.75
\$675,001 and up	151	10.57%	4.44	14.40	7.59	3.74	4.06
Market Supply of Inventory (MSI)			1.73	1.40	1.35	2.33	2.90
Total Active Inventory by Units		100%	1,429	143	591	564	131

February 2023



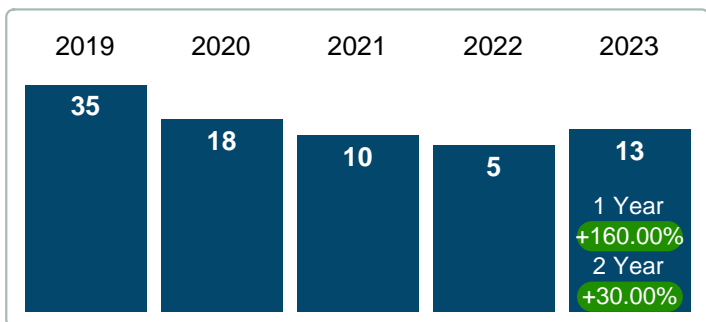
Area Delimited by County Of Tulsa - Residential Property Type



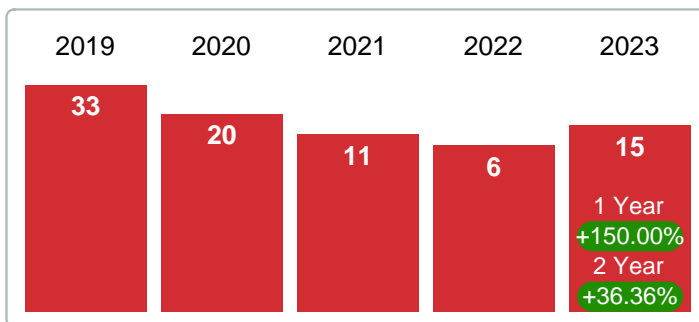
MEDIAN DAYS ON MARKET TO SALE

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

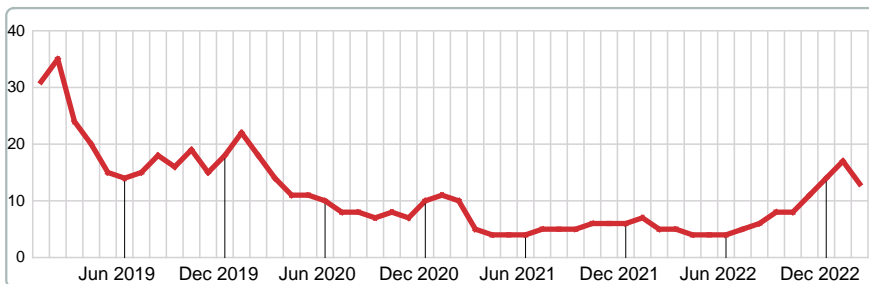
FEBRUARY



YEAR TO DATE (YTD)

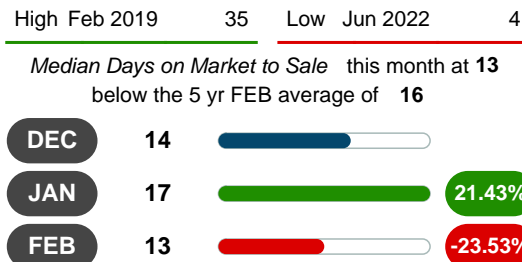


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB 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
\$75,000 and less	7.19%	20	16	22	13	0
\$75,001 - \$150,000	15.72%	8	6	9	36	165
\$150,001 - \$175,000	5.52%	6	7	5	7	0
\$175,001 - \$275,000	29.77%	12	12	10	38	4
\$275,001 - \$375,000	19.73%	15	34	8	16	28
\$375,001 - \$500,000	12.04%	36	44	12	49	43
\$500,001 and up	10.03%	15	7	1	26	50
Median Closed DOM		13	9	8	24	36
Total Closed Units	100%	598	97	301	165	35
Total Closed Volume		169,945,576	12.45M	72.74M	64.63M	20.12M

February 2023



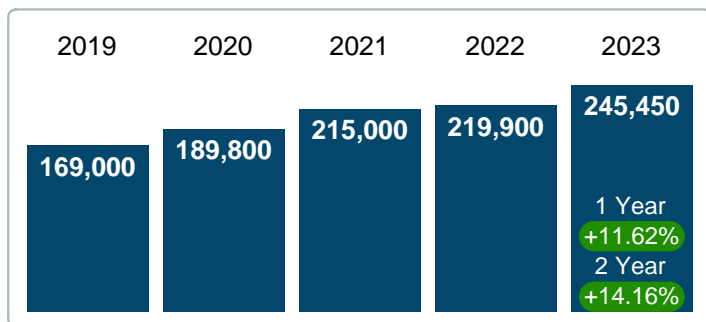
Area Delimited by County Of Tulsa - Residential Property Type



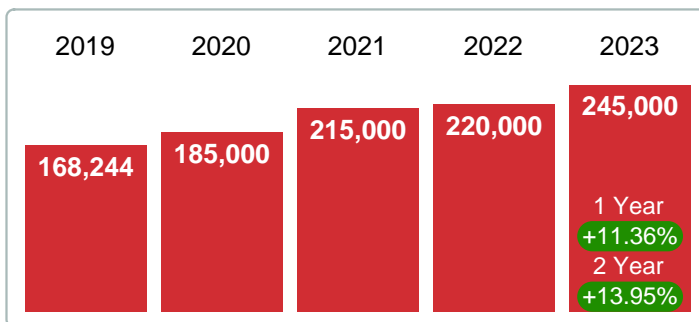
MEDIAN LIST PRICE AT CLOSING

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

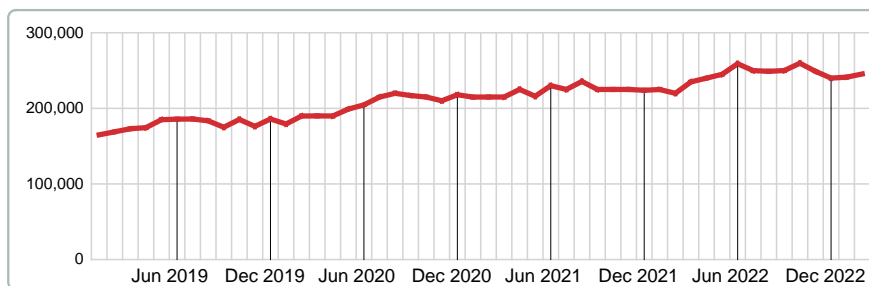
FEBRUARY



YEAR TO DATE (YTD)

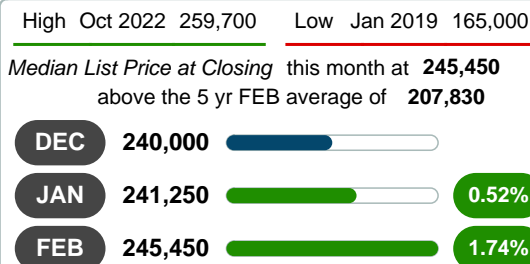


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 207,830



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	
\$75,000 and less	37	6.19%	59,900	52,450	69,000	75,000	0
\$75,001 - \$150,000	95	15.89%	119,000	110,000	133,950	145,000	119,900
\$150,001 - \$175,000	39	6.52%	165,500	170,000	165,500	165,000	0
\$175,001 - \$275,000	172	28.76%	223,250	198,000	220,000	249,000	200,000
\$275,001 - \$375,000	118	19.73%	311,000	339,950	306,000	317,495	310,000
\$375,001 - \$500,000	75	12.54%	431,340	475,000	425,000	425,000	477,450
\$500,001 and up	62	10.37%	599,450	525,000	559,775	599,450	825,000
Median List Price		245,450		110,000	223,000	355,000	498,000
Total Closed Units	598	100%	245,450	97	301	165	35
Total Closed Volume	173,179,743			12.88M	73.70M	65.52M	21.09M

February 2023



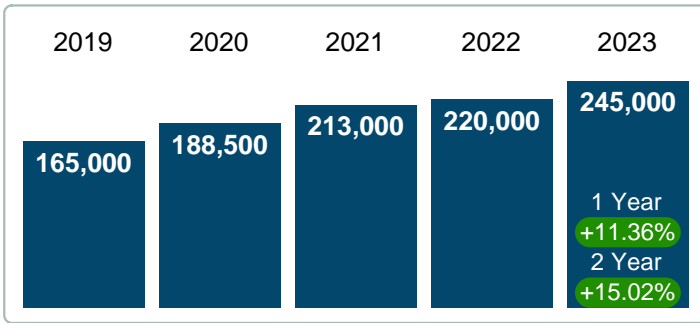
Area Delimited by County Of Tulsa - Residential Property Type



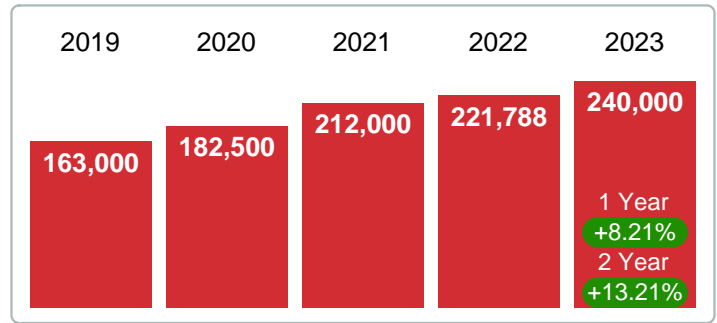
MEDIAN SOLD PRICE AT CLOSING

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

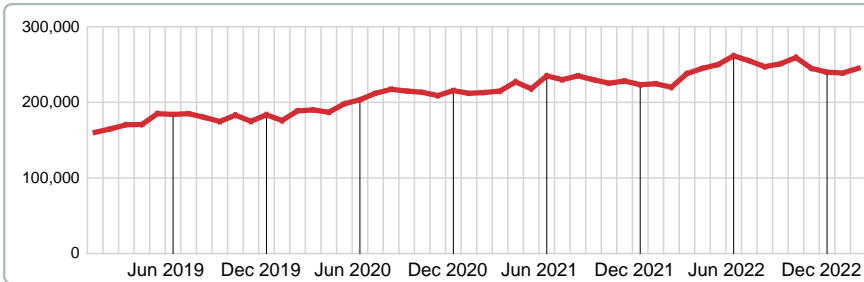
FEBRUARY



YEAR TO DATE (YTD)

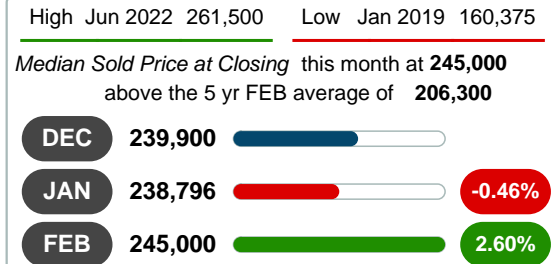


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 206,300



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		
\$75,000 and less	43	7.19%	55,000	53,303	69,500	62,000	0	
\$75,001 - \$150,000	94	15.72%	122,250	111,250	130,000	142,000	100,000	
\$150,001 - \$175,000	33	5.52%	165,000	167,500	165,500	161,500	0	
\$175,001 - \$275,000	178	29.77%	220,000	200,000	217,000	241,000	207,500	
\$275,001 - \$375,000	118	19.73%	312,000	318,000	303,450	317,990	298,000	
\$375,001 - \$500,000	72	12.04%	431,920	435,467	422,400	426,000	475,000	
\$500,001 and up	60	10.03%	599,000	541,500	574,718	592,500	742,500	
Median Sold Price		245,000		106,500	218,000	350,875	475,000	
Total Closed Units		598	100%	245,000	97	301	165	35
Total Closed Volume		169,945,576			12.45M	72.74M	64.63M	20.12M

February 2023



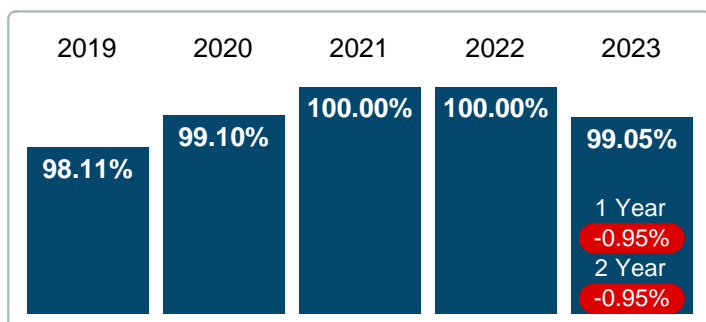
Area Delimited by County Of Tulsa - Residential Property Type



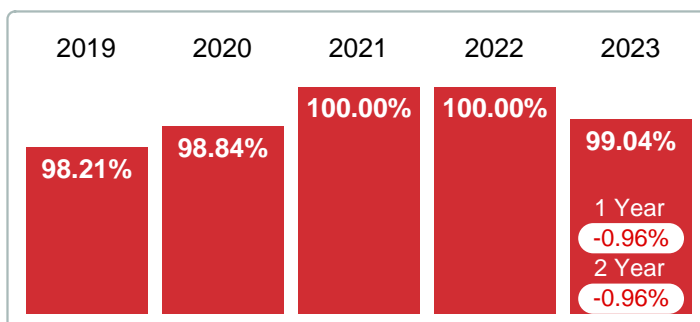
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

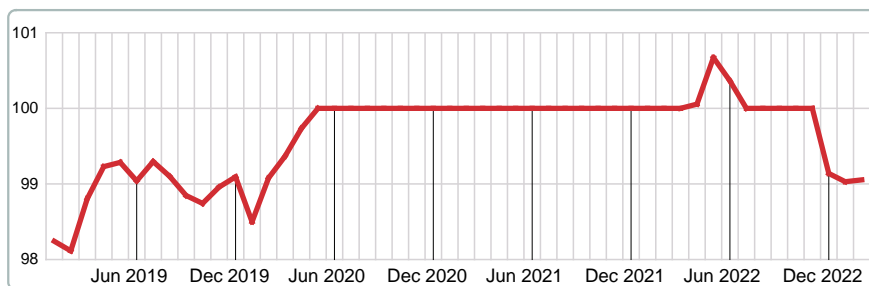
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

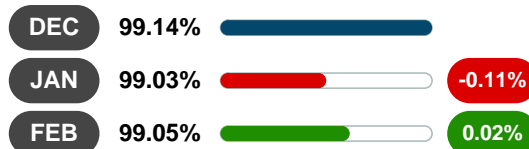


3 MONTHS

5 year FEB AVG = 99.25%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **99.05%**
equal to 5 yr FEB average of **99.25%**



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	
\$75,000 and less	43	7.19%	91.67%	92.28%	91.09%	82.67%	0.00%	
\$75,001 - \$150,000	94	15.72%	98.19%	98.37%	96.67%	100.75%	83.40%	
\$150,001 - \$175,000	33	5.52%	98.51%	97.31%	100.00%	101.68%	0.00%	
\$175,001 - \$275,000	178	29.77%	100.00%	100.26%	100.00%	98.21%	103.49%	
\$275,001 - \$375,000	118	19.73%	100.00%	95.10%	100.00%	100.00%	99.07%	
\$375,001 - \$500,000	72	12.04%	98.61%	93.63%	98.86%	98.61%	99.00%	
\$500,001 and up	60	10.03%	99.69%	106.40%	100.00%	100.00%	97.29%	
Median Sold/List Ratio		99.05%		97.10%	100.00%	100.00%	98.24%	
Total Closed Units		598	100%	99.05%	97	301	165	35
Total Closed Volume		169,945,576			12.45M	72.74M	64.63M	20.12M

February 2023



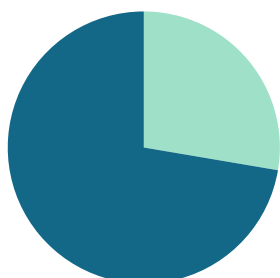
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

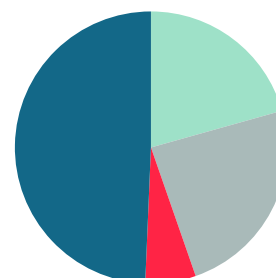
- New Listings **748 = 27.67%**
- Start Inventory **1,955**
- Total Inventory Units **2,703**
- Volume **\$1,056,722,503**

Market Activity

Market Activity

- Closed Sales **598 = 20.64%**
- Pending Sales **696 = 24.02%**
- Other Off Market **174 = 6.01%**
- Active Inventory **1,429 = 49.33%**

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	733	598	-18.42%	1,494	1,050	-29.72%
Pending Sales	822	696	-15.33%	1,714	1,415	-17.44%
New Listings	869	748	-13.92%	1,750	1,556	-11.09%
Median List Price	219,900	245,450	11.62%	220,000	245,000	11.36%
Median Sale Price	220,000	245,000	11.36%	221,788	240,000	8.21%
Median Percent of Selling Price to List Price	100.00%	99.05%	-0.95%	100.00%	99.04%	-0.96%
Median Days on Market to Sale	5.00	13.00	160.00%	6.00	15.00	150.00%
Monthly Inventory	1,890	1,429	-24.39%	1,890	1,429	-24.39%
Months Supply of Inventory	1.84	1.73	-5.91%	1.84	1.73	-5.91%

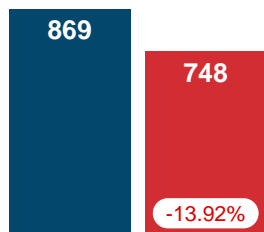
Absorption: Last 12 months, an Average of **826** Sales/Month

Inventory on February 28, 2023 = **1,429** 2022 2023

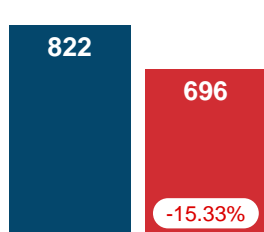
FEBRUARY MARKET

MEDIAN PRICES

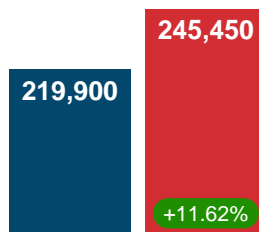
New Listings



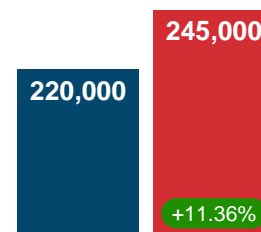
Pending Listings



List Price



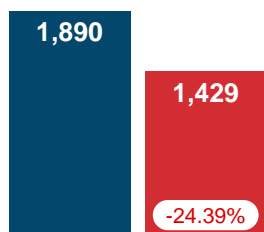
Sale Price



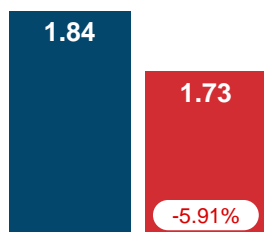
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

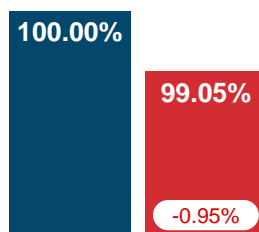
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

