

March 2023



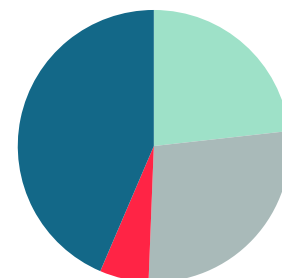
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	955	727	-23.87%
Pending Listings	1,025	857	-16.39%
New Listings	1,147	1,009	-12.03%
Average List Price	282,023	315,563	11.89%
Average Sale Price	284,019	311,612	9.72%
Average Percent of Selling Price to List Price	101.03%	99.41%	-1.61%
Average Days on Market to Sale	18.60	31.50	69.34%
End of Month Inventory	1,990	1,363	-31.51%
Months Supply of Inventory	1.94	1.69	-12.95%



■ Closed (23.23%)
■ Pending (27.39%)
■ Other OffMarket (5.82%)
■ Active (43.56%)

Absorption: Last 12 months, an Average of **807** Sales/Month
Active Inventory as of March 31, 2023 = **1,363**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2023 decreased **31.51%** to 1,363 existing homes available for sale. Over the last 12 months this area has had an average of 807 closed sales per month. This represents an unsold inventory index of **1.69** 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 **9.72%** in March 2023 to \$311,612 versus the previous year at \$284,019.

Average Days on Market Lengthens

The average number of **31.50** days that homes spent on the market before selling increased by 12.90 days or **69.34%** in March 2023 compared to last year's same month at **18.60** DOM.

Sales Success for March 2023 is Positive

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

There were 1,009 New Listings in March 2023, down **12.03%** from last year at 1,147. Furthermore, there were 727 Closed Listings this month versus last year at 955, a **-23.87%** decrease.

Closed versus Listed trends yielded a **72.1%** ratio, down from previous year's, March 2022, at **83.3%**, a **13.46%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

March 2023



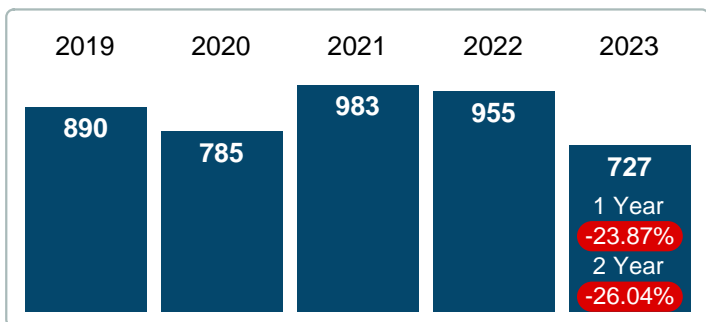
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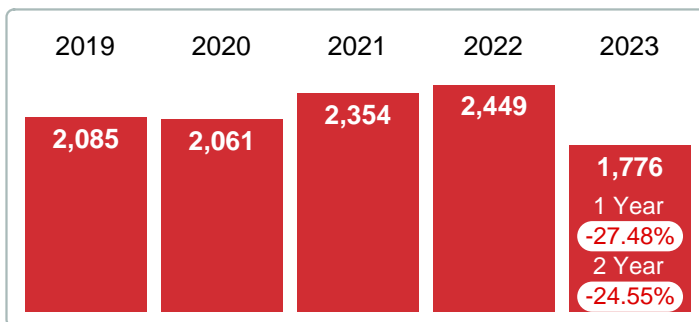
CLOSED LISTINGS

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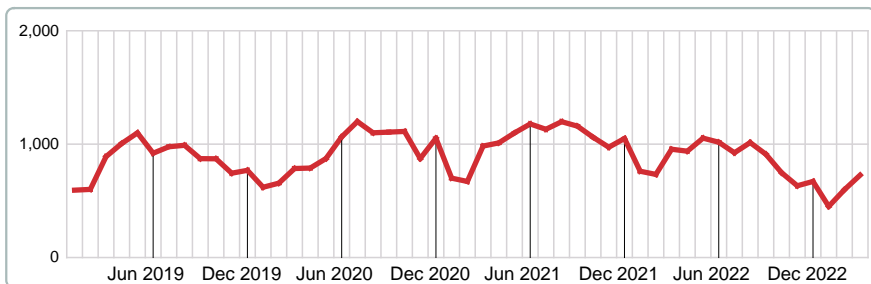
MARCH



YEAR TO DATE (YTD)

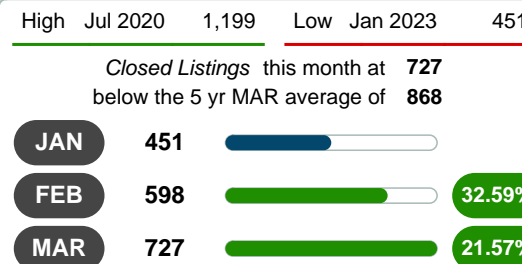


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 868



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	45	6.19%	26.0	26	17	2	0
\$100,001 - \$150,000	76	10.45%	15.2	23	45	8	0
\$150,001 - \$200,000	114	15.68%	19.6	14	86	13	1
\$200,001 - \$300,000	207	28.47%	28.4	16	137	51	3
\$300,001 - \$375,000	100	13.76%	33.5	3	40	51	6
\$375,001 - \$525,000	106	14.58%	41.9	3	28	62	13
\$525,001 and up	79	10.87%	58.9	1	17	45	16
Total Closed Units	727			86	370	232	39
Total Closed Volume	226,541,862	100%	31.5	14.77M	94.47M	94.61M	22.70M
Average Closed Price	\$311,612			\$171,798	\$255,314	\$407,782	\$581,941

March 2023



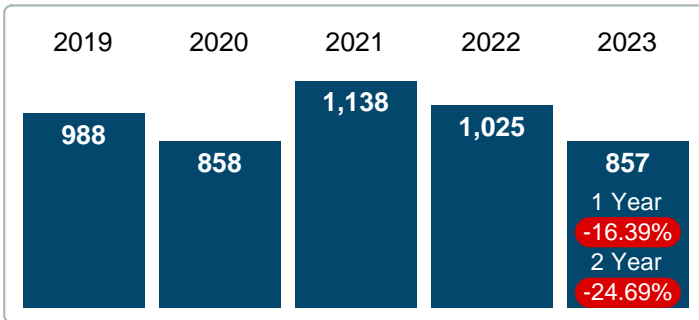
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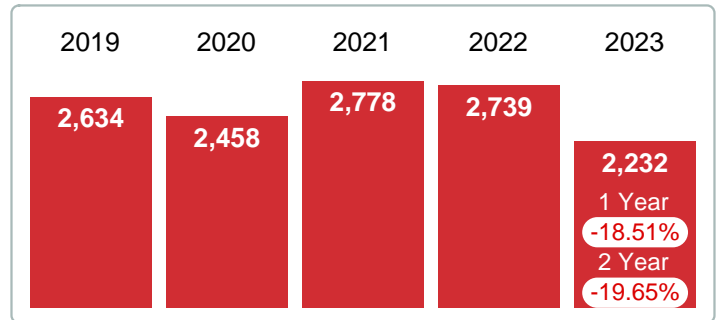
PENDING LISTINGS

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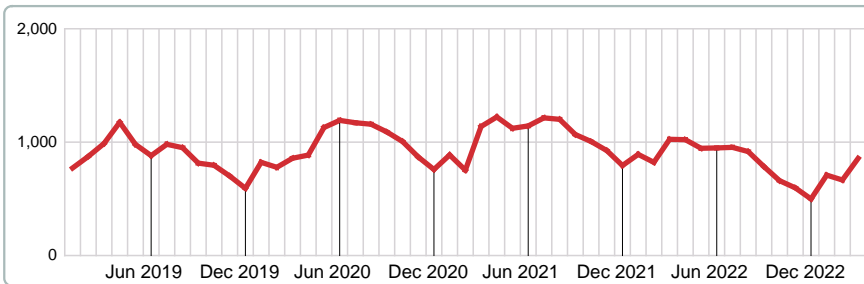
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 973

High Apr 2021 1,222 | Low Dec 2022 499

Pending Listings this month at **857**
 below the 5 yr MAR average of **973**



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	58	6.77%	19.9	34	22	1	1
\$100,001 - \$150,000	96	11.20%	26.5	28	58	10	0
\$150,001 - \$200,000	121	14.12%	24.0	12	91	16	2
\$200,001 - \$300,000	244	28.47%	24.9	22	167	52	3
\$300,001 - \$400,000	140	16.34%	36.2	5	51	71	13
\$400,001 - \$525,000	99	11.55%	54.4	1	35	49	14
\$525,001 and up	99	11.55%	58.9	1	21	60	17
Total Pending Units	857			103	445	259	50
Total Pending Volume	271,436,771	100%	25.5	17.11M	117.24M	110.00M	27.09M
Average Listing Price	\$320,800			\$166,087	\$263,466	\$424,697	\$541,820

March 2023



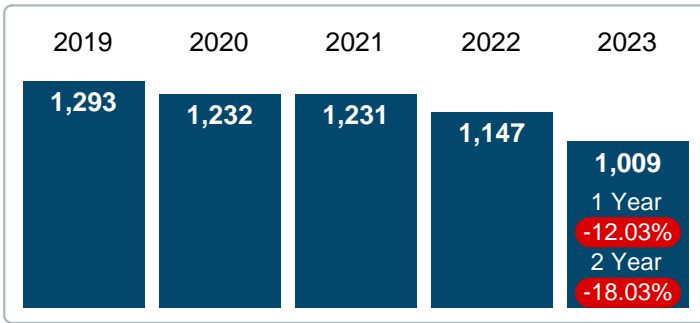
Area Delimited by County Of Tulsa - Residential Property Type



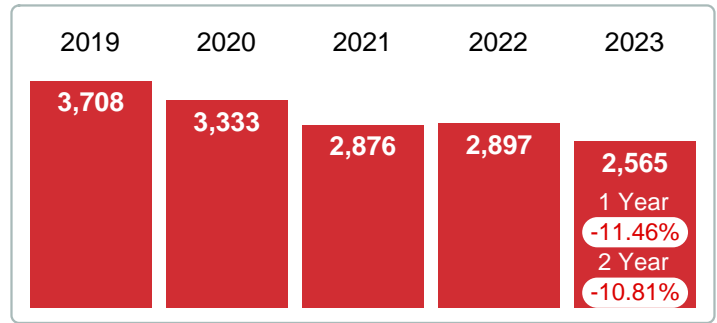
NEW LISTINGS

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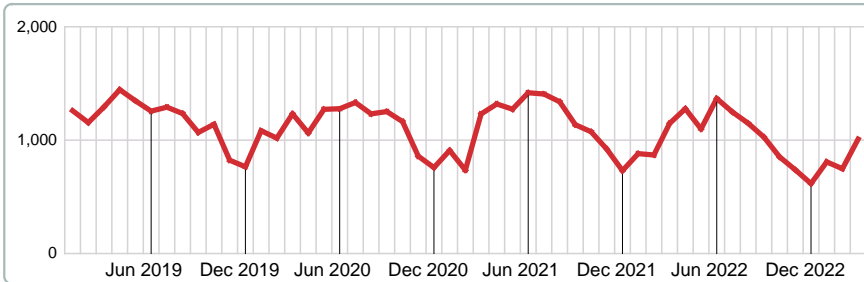
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,182

High Apr 2019 1,445 | Low Dec 2022 617

New Listings this month at **1,009**
 below the 5 yr MAR average of **1,182**



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	64	6.34%	40	22	1	1
\$100,001 - \$175,000	151	14.97%	47	92	11	1
\$175,001 - \$225,000	145	14.37%	12	115	16	2
\$225,001 - \$325,000	243	24.08%	16	150	72	5
\$325,001 - \$450,000	188	18.63%	7	61	101	19
\$450,001 - \$550,000	108	10.70%	2	28	61	17
\$550,001 and up	110	10.90%	1	16	69	24
Total New Listed Units	1,009		125	484	331	69
Total New Listed Volume	349,461,066	100%	21.32M	131.21M	152.97M	43.96M
Average New Listed Listing Price	\$327,107		\$170,544	\$271,101	\$462,138	\$637,138

March 2023



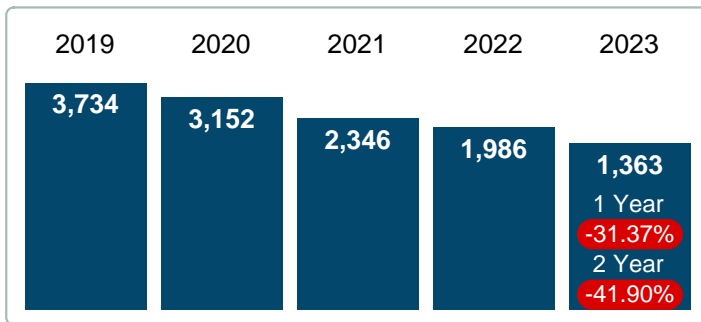
Area Delimited by County Of Tulsa - Residential Property Type



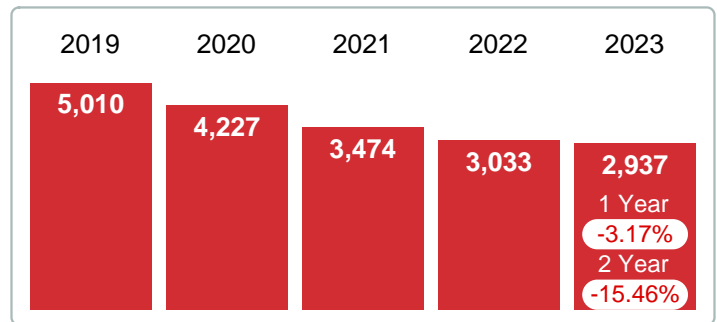
ACTIVE INVENTORY

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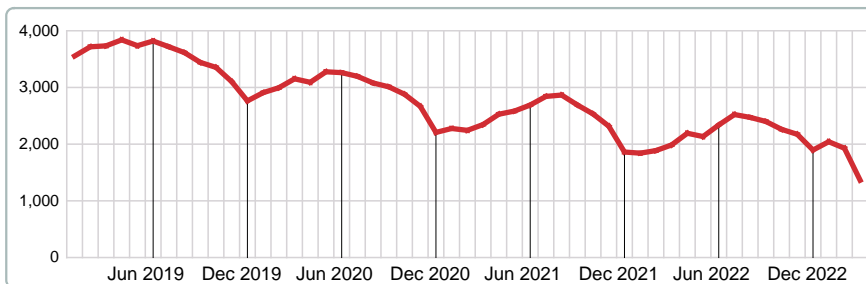
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2,516

High Apr 2019 3,839 Low Mar 2023 1,363

Inventory this month at 1,363 below the 5 yr MAR average of 2,516



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	133	9.76%	70.0	71	59	3	0
\$150,001 - \$225,000	147	10.79%	41.4	24	100	20	3
\$225,001 - \$300,000	192	14.09%	43.0	7	133	48	4
\$300,001 - \$475,000	383	28.10%	62.7	21	158	186	18
\$475,001 - \$525,000	125	9.17%	98.8	3	33	73	16
\$525,001 - \$675,000	239	17.53%	107.3	6	33	159	41
\$675,001 and up	144	10.56%	79.8	6	19	71	48
Total Active Inventory by Units	1,363			138	535	560	130
Total Active Inventory by Volume	611,363,281	100%	71.3	36.10M	174.92M	293.90M	106.46M
Average Active Inventory Listing Price	\$448,542			\$261,566	\$326,947	\$524,813	\$818,887

March 2023



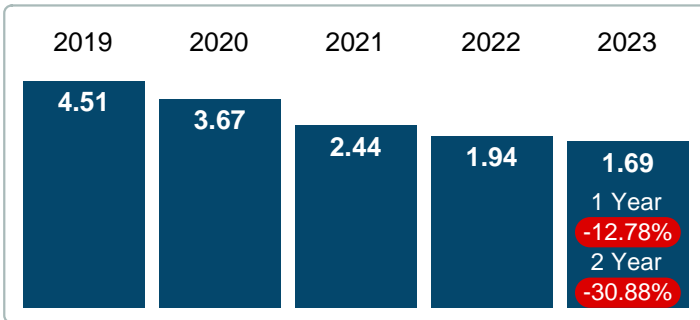
Area Delimited by County Of Tulsa - Residential Property Type



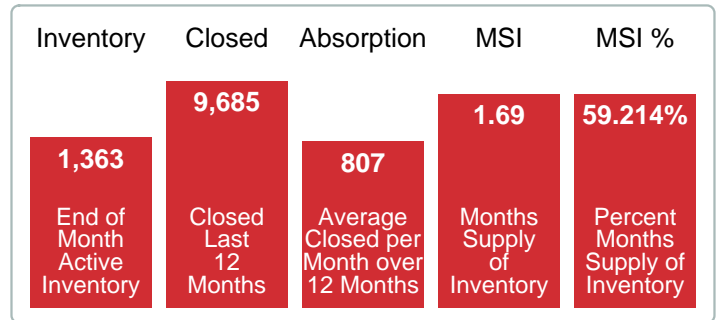
MONTHS SUPPLY of INVENTORY (MSI)

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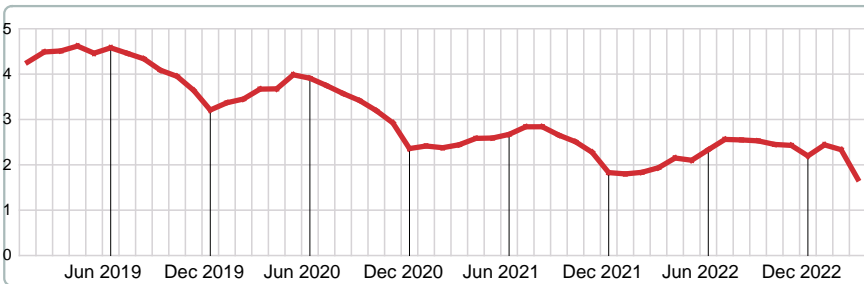
MSI FOR MARCH



INDICATORS FOR MARCH 2023

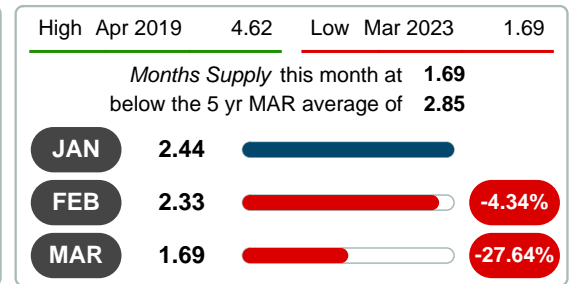


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.85



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
\$150,000 and less	133	9.76%	0.92	1.16	0.77	0.45	0.00
\$150,001 - \$225,000	147	10.79%	0.79	1.08	0.71	0.95	1.71
\$225,001 - \$300,000	192	14.09%	1.05	0.79	1.13	0.92	0.98
\$300,001 - \$475,000	383	28.10%	2.05	3.76	2.26	1.93	1.21
\$475,001 - \$525,000	125	9.17%	4.52	12.00	4.21	4.38	5.49
\$525,001 - \$675,000	239	17.53%	5.47	10.29	4.40	5.98	4.56
\$675,001 and up	144	10.56%	4.16	12.00	4.38	3.82	4.30
Market Supply of Inventory (MSI)			1.69	1.39	1.26	2.35	2.94
Total Active Inventory by Units		100%	1,363	138	535	560	130

March 2023



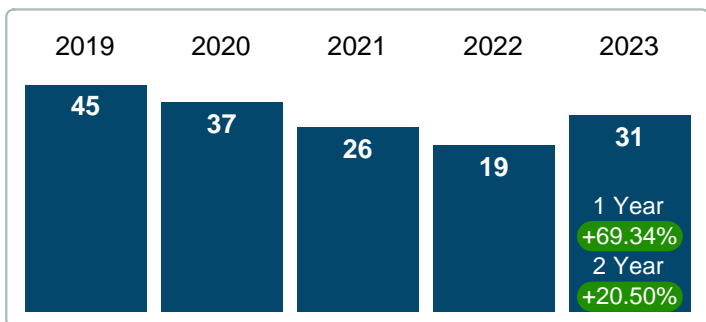
Area Delimited by County Of Tulsa - Residential Property Type



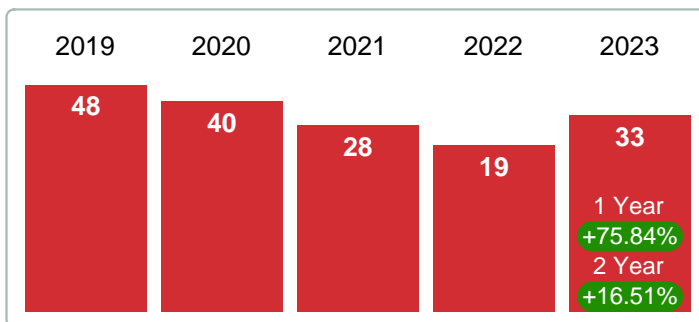
AVERAGE DAYS ON MARKET TO SALE

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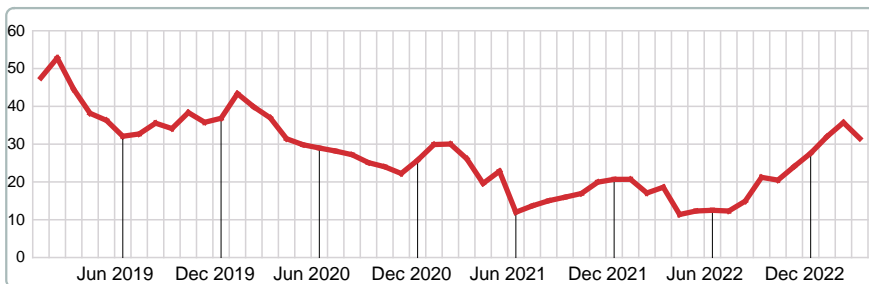
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

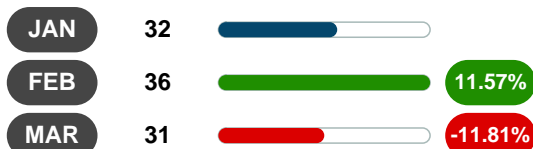


3 MONTHS

5 year MAR AVG = 32

High Feb 2019 53 Low Apr 2022 11

Average Days on Market to Sale this month at 31 below the 5 yr MAR average of 32



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	6.19%	26	24	30	18	0
\$100,001 - \$150,000	10.45%	15	11	9	58	0
\$150,001 - \$200,000	15.68%	20	23	18	28	1
\$200,001 - \$300,000	28.47%	28	24	26	33	78
\$300,001 - \$375,000	13.76%	33	2	26	40	49
\$375,001 - \$525,000	14.58%	42	10	32	47	44
\$525,001 and up	10.87%	59	3	89	48	63
Average Closed DOM		31	19	26	42	54
Total Closed Units	100%	31	86	370	232	39
Total Closed Volume		226,541,862	14.77M	94.47M	94.61M	22.70M

March 2023



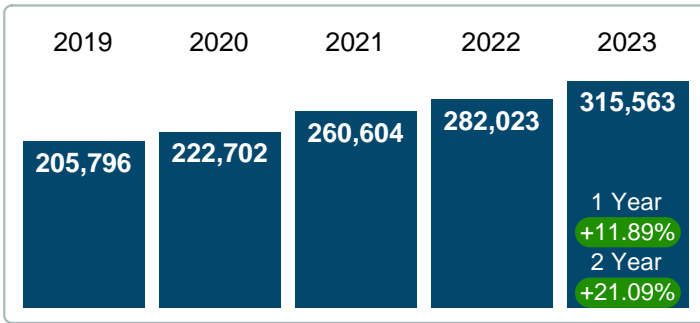
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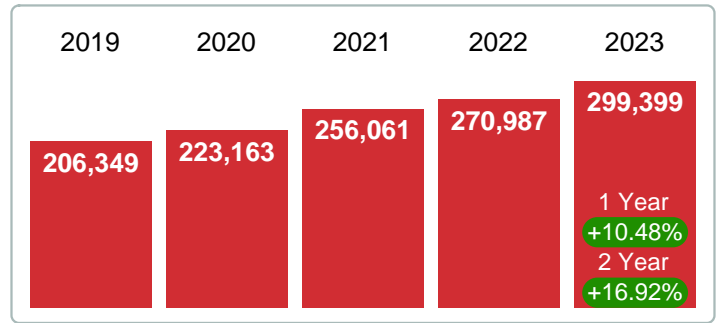
AVERAGE LIST PRICE AT CLOSING

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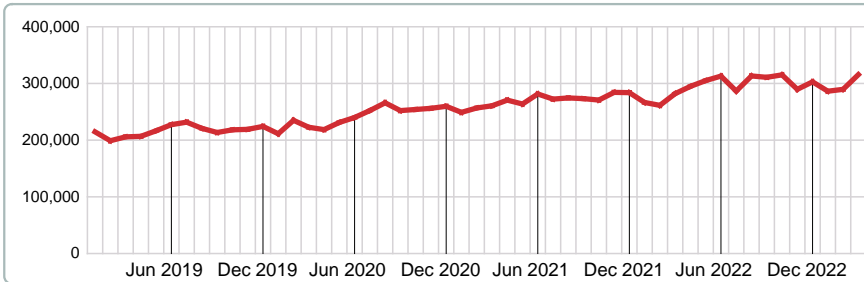
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 257,338

High Mar 2023 315,563 Low Feb 2019 198,959

Average List Price at Closing this month at **315,563**
above the 5 yr MAR average of **257,338**

JAN	286,338	
FEB	289,598	1.14%
MAR	315,563	8.97%

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	6.60%	74,022	75,808	69,106	74,875	0
\$100,001 - \$150,000	9.90%	131,144	124,915	131,484	137,531	0
\$150,001 - \$200,000	15.54%	178,108	176,986	179,683	181,723	165,000
\$200,001 - \$300,000	29.16%	254,023	250,519	249,348	263,550	289,967
\$300,001 - \$375,000	12.93%	338,643	310,000	334,230	341,467	359,817
\$375,001 - \$525,000	14.86%	439,580	431,667	437,750	446,560	431,256
\$525,001 and up	11.00%	789,158	1,390,000	764,576	748,352	906,819
Average List Price		315,563	173,781	257,646	413,064	597,673
Total Closed Units	100%	315,563	86	370	232	39
Total Closed Volume		229,414,288	14.95M	95.33M	95.83M	23.31M

March 2023



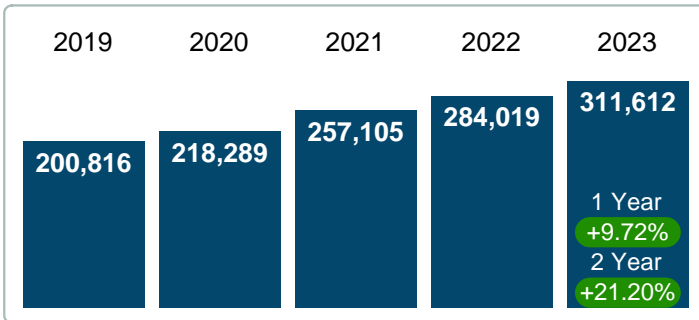
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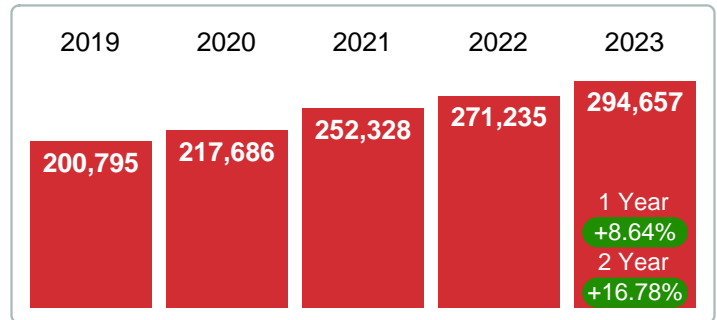
AVERAGE SOLD PRICE AT CLOSING

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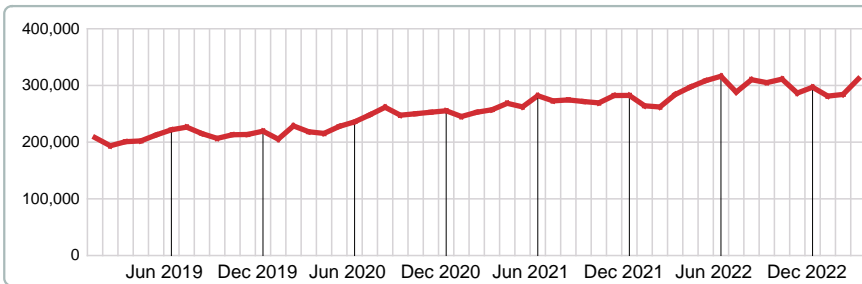
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

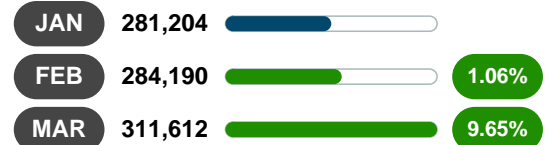


3 MONTHS

5 year MAR AVG = 254,368

High Jun 2022 316,184 Low Feb 2019 193,632

Average Sold Price at Closing this month at **311,612** above the 5 yr MAR average of **254,368**



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	6.19%	72,348	75,958	66,529	74,875	0
\$100,001 - \$150,000	10.45%	129,523	122,790	132,341	133,031	0
\$150,001 - \$200,000	15.68%	177,662	172,500	178,265	180,204	165,000
\$200,001 - \$300,000	28.47%	250,117	246,409	246,793	258,701	275,743
\$300,001 - \$375,000	13.76%	336,014	316,000	331,861	339,009	348,250
\$375,001 - \$525,000	14.58%	437,166	423,333	436,423	439,912	428,864
\$525,001 and up	10.87%	778,150	1,400,000	749,654	739,801	877,421
Average Sold Price		311,612	171,798	255,314	407,782	581,941
Total Closed Units	100%	727	86	370	232	39
Total Closed Volume		226,541,862	14.77M	94.47M	94.61M	22.70M

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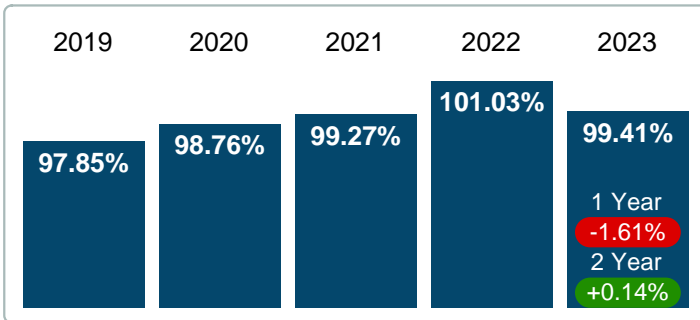
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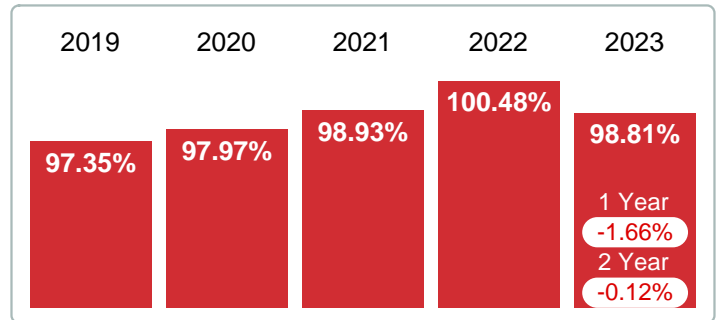
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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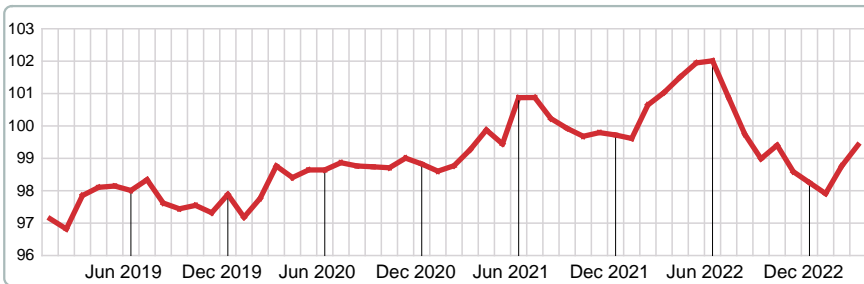
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

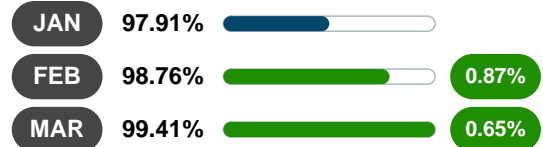


3 MONTHS

5 year MAR AVG = 99.26%

High Jun 2022 102.01% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **99.41%**
equal to 5 yr MAR average of **99.26%**



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	45	6.19%	104.19%	107.66%	99.38%	100.00%	0.00%
\$100,001 - \$150,000	76	10.45%	99.94%	98.37%	101.33%	96.60%	0.00%
\$150,001 - \$200,000	114	15.68%	99.13%	97.65%	99.36%	99.17%	100.00%
\$200,001 - \$300,000	207	28.47%	98.77%	98.40%	99.12%	98.17%	95.29%
\$300,001 - \$375,000	100	13.76%	99.31%	102.03%	99.43%	99.33%	96.94%
\$375,001 - \$525,000	106	14.58%	98.95%	98.06%	99.70%	98.55%	99.44%
\$525,001 and up	79	10.87%	98.97%	100.72%	98.61%	99.29%	98.36%
Average Sold/List Ratio			99.40%	101.21%	99.51%	98.76%	98.31%
Total Closed Units		100%	99.40%	86	370	232	39
Total Closed Volume				14.77M	94.47M	94.61M	22.70M

March 2023



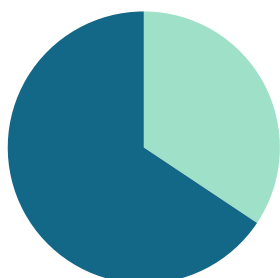
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

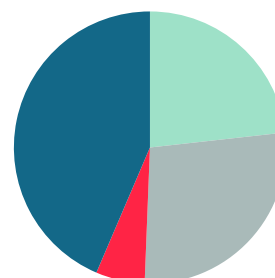


Inventory
 New Listings
1,009 = 34.35%
 Start Inventory
1,928
 Total Inventory Units
2,937
 Volume
\$1,152,223,189

Market Activity

Closed Sales
727 = 23.23%
 Pending Sales
857 = 27.39%
 Other Off Market
182 = 5.82%
 Active Inventory
1,363 = 43.56%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	955	727	-23.87%	2,449	1,776	-27.48%
Pending Sales	1,025	857	-16.39%	2,739	2,232	-18.51%
New Listings	1,147	1,009	-12.03%	2,897	2,565	-11.46%
Average List Price	282,023	315,563	+11.89%	270,987	299,399	+10.48%
Average Sale Price	284,019	311,612	+9.72%	271,235	294,657	+8.64%
Average Percent of Selling Price to List Price	101.03%	99.41%	-1.61%	100.48%	98.81%	-1.66%
Average Days on Market to Sale	18.60	31.50	+69.34%	18.79	33.05	+75.84%
Monthly Inventory	1,990	1,363	-31.51%	1,990	1,363	-31.51%
Months Supply of Inventory	1.94	1.69	-12.95%	1.94	1.69	-12.95%

Absorption: Last 12 months, an Average of **807** Sales/Month

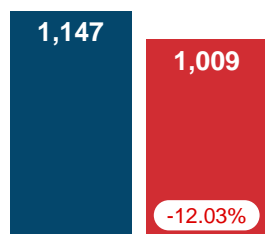
Inventory on March 31, 2023 = **1,363**

2022 **2023**

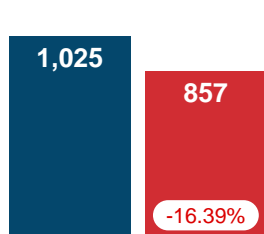
MARCH MARKET

AVERAGE PRICES

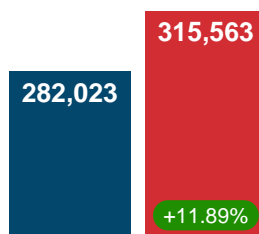
New Listings



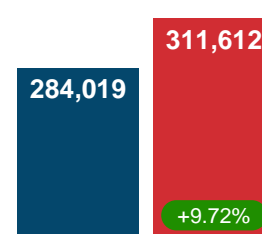
Pending Listings



List Price



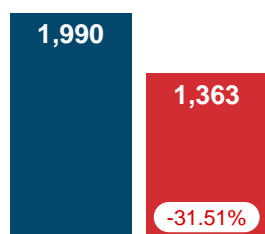
Sale Price



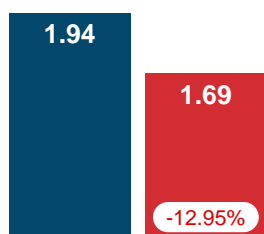
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

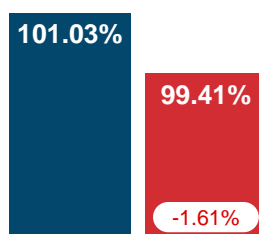
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

