

March 2023



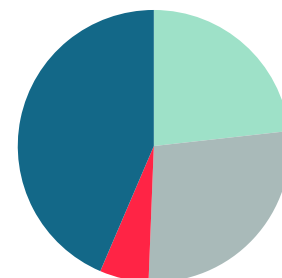
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	235,000	269,000	14.47%
Median Sale Price	238,000	262,600	10.34%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	9.00	80.00%
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.

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 **10.34%** in March 2023 to \$262,600 versus the previous year at \$238,000.

Median Days on Market Lengthens

The median number of **9.00** days that homes spent on the market before selling increased by 4.00 days or **80.00%** in March 2023 compared to last year's same month at **5.00** DOM.

Sales Success for March 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 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
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

March 2023



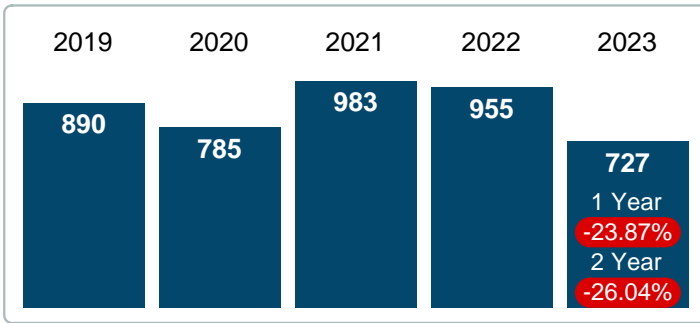
Area Delimited by County Of Tulsa - Residential Property Type



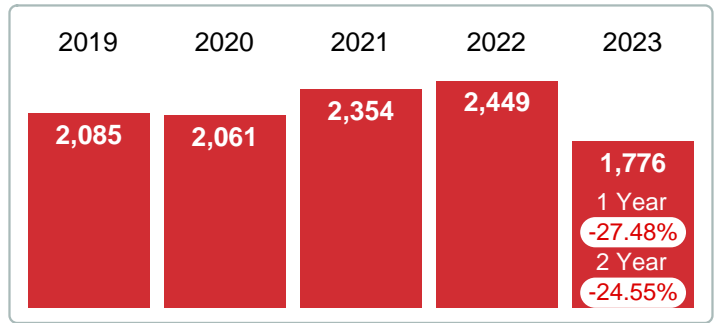
CLOSED LISTINGS

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

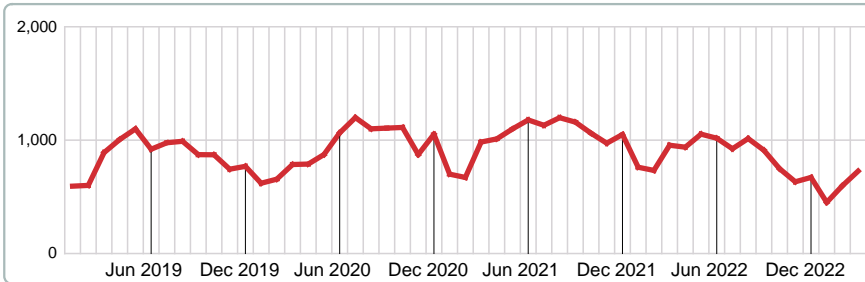
MARCH



YEAR TO DATE (YTD)

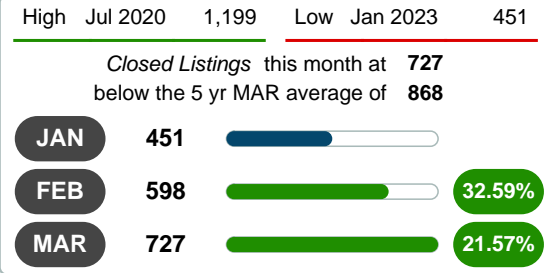


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 868



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	45	6.19%	10.0	26	17	2	0
\$100,001 - \$150,000	76	10.45%	6.5	23	45	8	0
\$150,001 - \$200,000	114	15.68%	5.0	14	86	13	1
\$200,001 - \$300,000	207	28.47%	10.0	16	137	51	3
\$300,001 - \$375,000	100	13.76%	8.0	3	40	51	6
\$375,001 - \$525,000	106	14.58%	20.0	3	28	62	13
\$525,001 and up	79	10.87%	24.0	1	17	45	16
Total Closed Units	727			86	370	232	39
Total Closed Volume	226,541,862	100%	9.0	14.77M	94.47M	94.61M	22.70M
Median Closed Price	\$262,600			\$137,500	\$225,000	\$360,000	\$471,000

March 2023



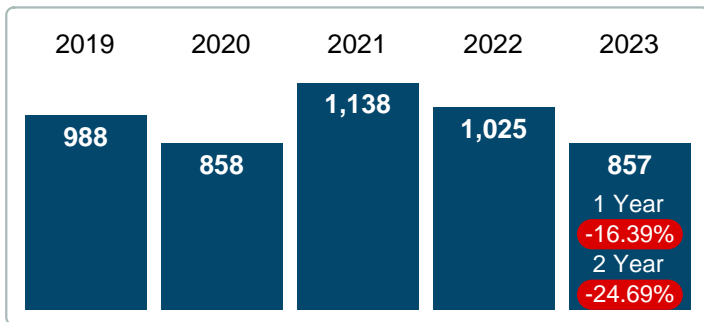
Area Delimited by County Of Tulsa - Residential Property Type



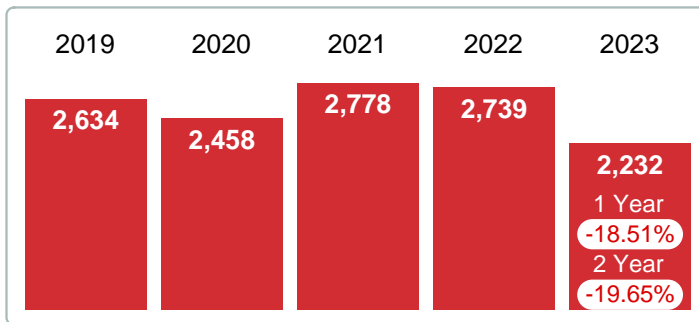
PENDING LISTINGS

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

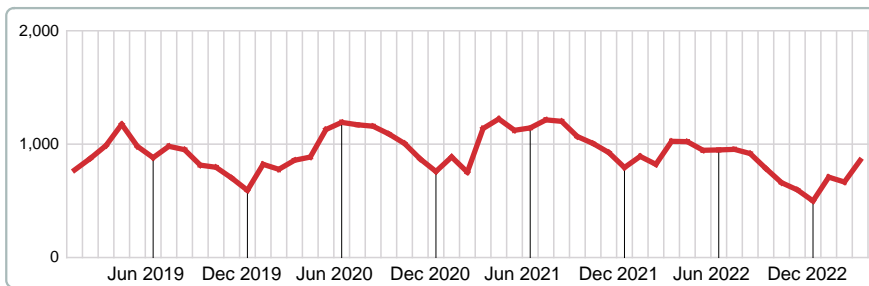
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

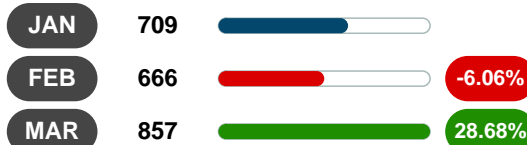


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	58	6.77%	12.0	34	22	1	1
\$100,001 - \$150,000	96	11.20%	5.0	28	58	10	0
\$150,001 - \$200,000	121	14.12%	7.0	12	91	16	2
\$200,001 - \$300,000	244	28.47%	10.0	22	167	52	3
\$300,001 - \$400,000	140	16.34%	13.5	5	51	71	13
\$400,001 - \$525,000	99	11.55%	22.0	1	35	49	14
\$525,001 and up	99	11.55%	21.0	1	21	60	17
Total Pending Units	857			103	445	259	50
Total Pending Volume	271,436,771	100%	11.0	17.11M	117.24M	110.00M	27.09M
Median Listing Price	\$260,000			\$140,000	\$225,000	\$374,900	\$432,400

March 2023



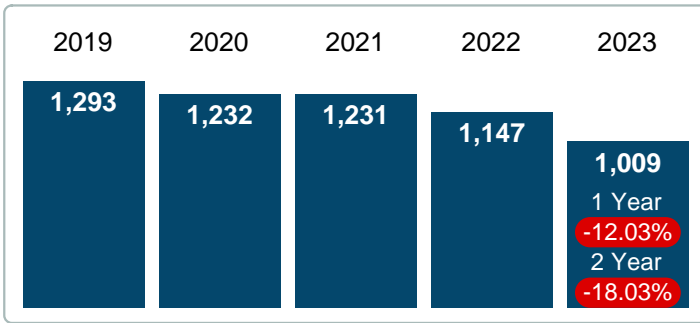
Area Delimited by County Of Tulsa - Residential Property Type



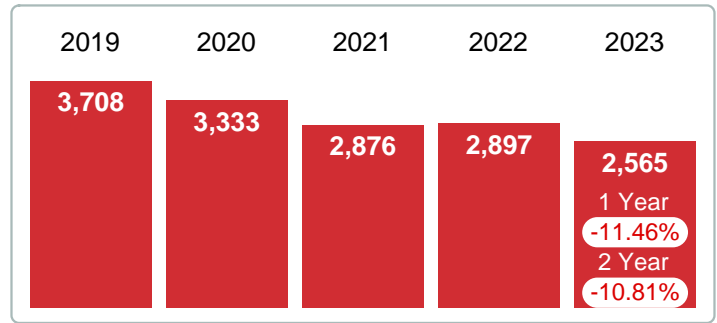
NEW LISTINGS

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

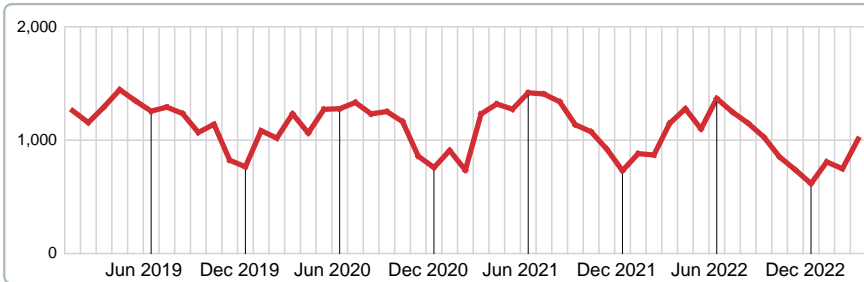
MARCH



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
Median New Listed Listing Price	\$280,000		\$139,000	\$231,138	\$395,000	\$494,000

March 2023



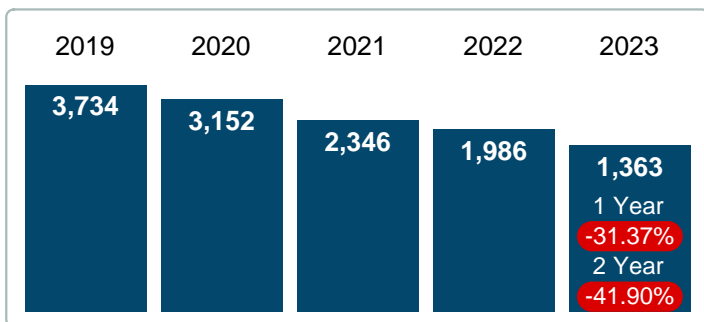
Area Delimited by County Of Tulsa - Residential Property Type



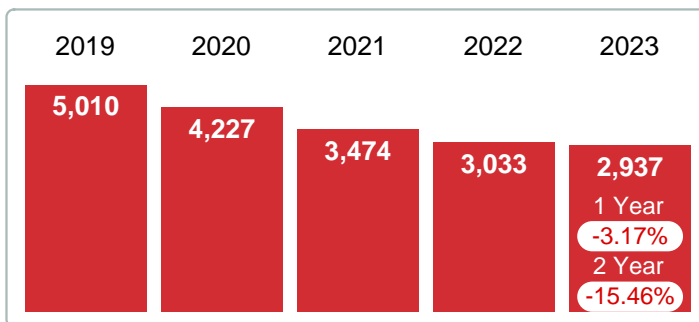
ACTIVE INVENTORY

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

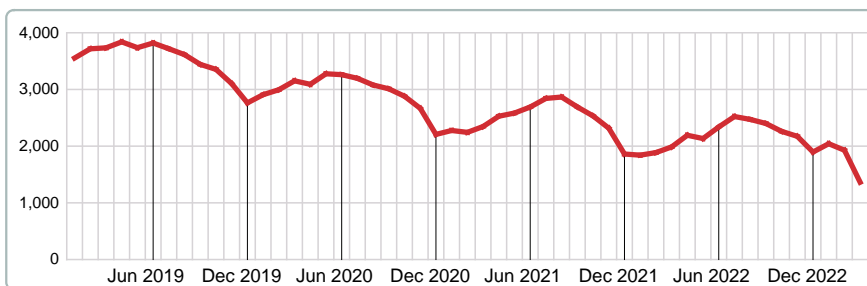
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

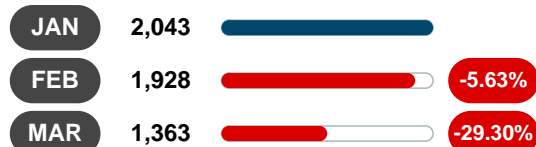


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	133	9.76%	30.0	71	59	3	0
\$150,001 - \$225,000	147	10.79%	21.0	24	100	20	3
\$225,001 - \$300,000	192	14.09%	30.0	7	133	48	4
\$300,001 - \$475,000	383	28.10%	43.0	21	158	186	18
\$475,001 - \$525,000	125	9.17%	71.0	3	33	73	16
\$525,001 - \$675,000	239	17.53%	81.0	6	33	159	41
\$675,001 and up	144	10.56%	55.0	6	19	71	48
Total Active Inventory by Units			1,363	138	535	560	130
Total Active Inventory by Volume			611,363,281	36.10M	174.92M	293.90M	106.46M
Median Active Inventory Listing Price			\$379,000	\$150,000	\$289,000	\$499,900	\$599,250

March 2023



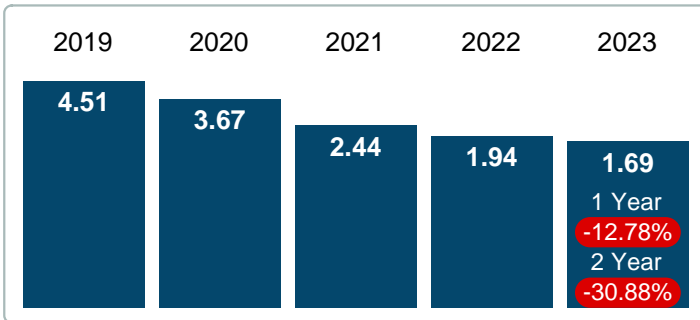
Area Delimited by County Of Tulsa - Residential Property Type



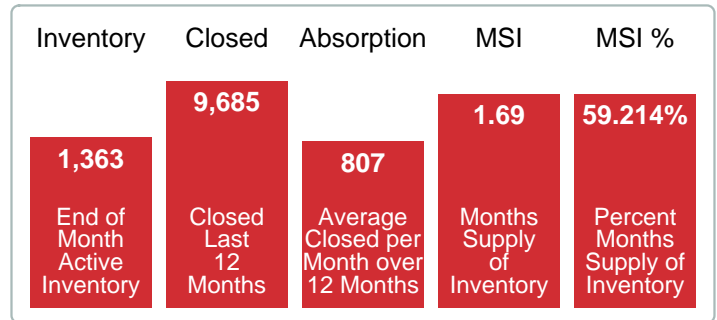
MONTHS SUPPLY of INVENTORY (MSI)

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

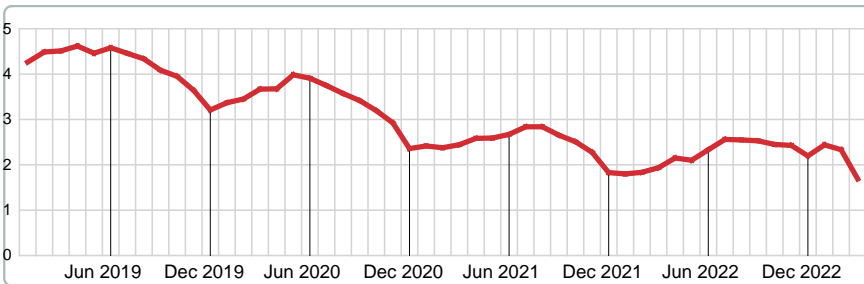
MSI FOR MARCH



INDICATORS FOR MARCH 2023

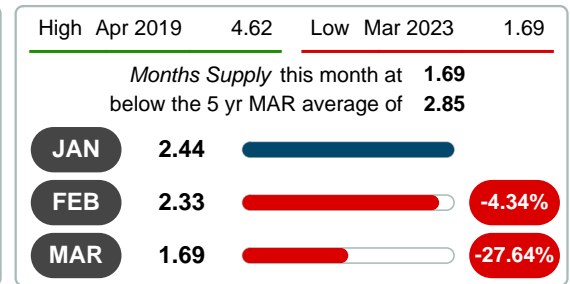


5 YEAR MARKET ACTIVITY TRENDS



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



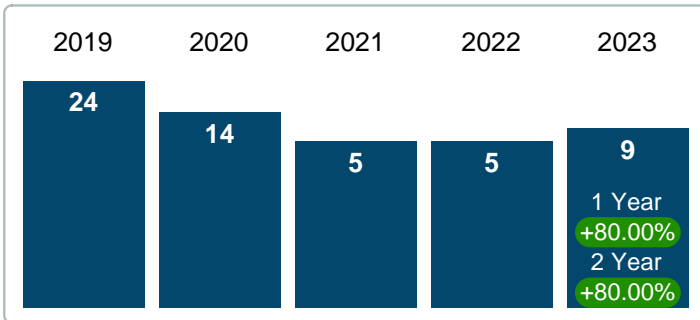
Area Delimited by County Of Tulsa - Residential Property Type



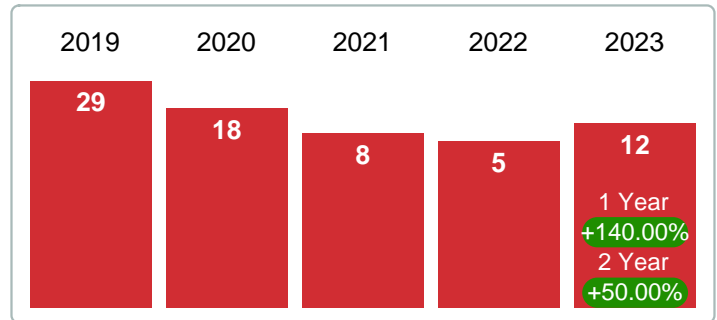
MEDIAN DAYS ON MARKET TO SALE

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

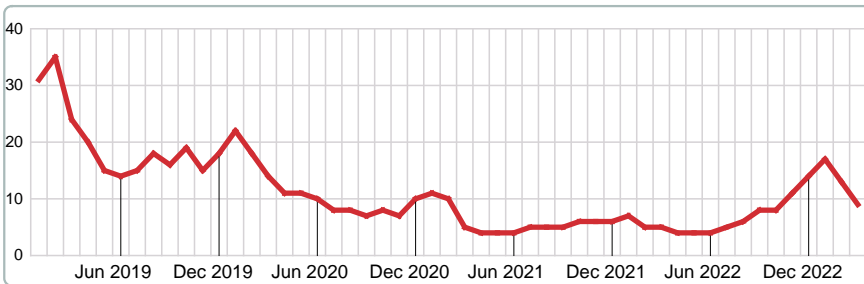
MARCH



YEAR TO DATE (YTD)

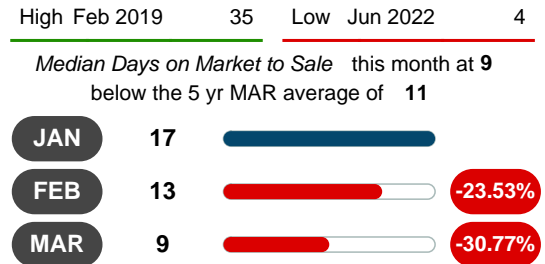


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 11



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	6.19%	10	12	9	18	0
\$100,001 - \$150,000	10.45%	7	6	5	33	0
\$150,001 - \$200,000	15.68%	5	5	5	12	1
\$200,001 - \$300,000	28.47%	10	5	8	16	49
\$300,001 - \$375,000	13.76%	8	1	6	8	38
\$375,001 - \$525,000	14.58%	20	9	5	30	16
\$525,001 and up	10.87%	24	3	48	20	25
Median Closed DOM		9	6	7	19	26
Total Closed Units	100%	727	86	370	232	39
Total Closed Volume		226,541,862	14.77M	94.47M	94.61M	22.70M

March 2023



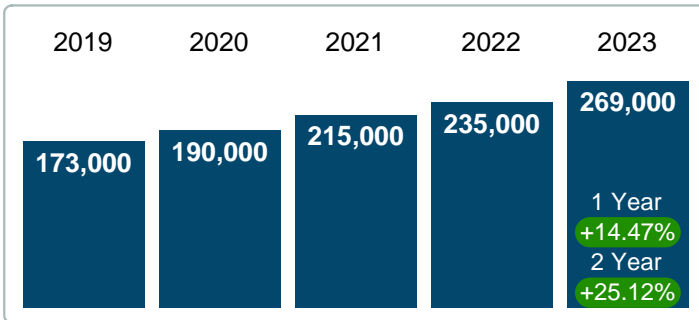
Area Delimited by County Of Tulsa - Residential Property Type



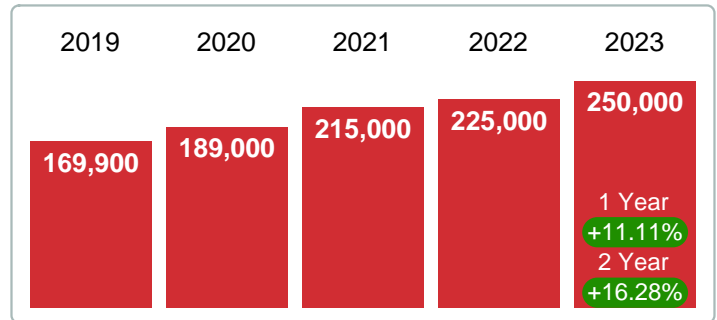
MEDIAN LIST PRICE AT CLOSING

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

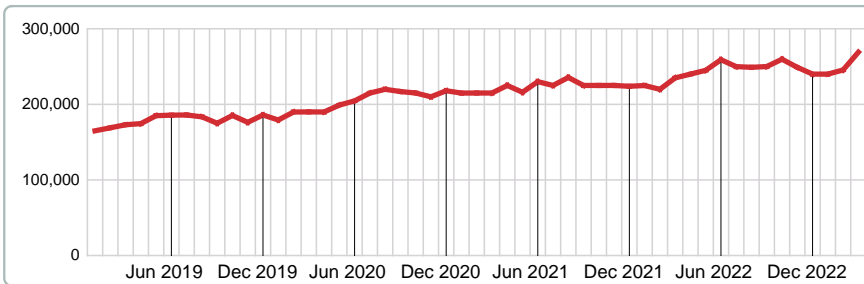
MARCH



YEAR TO DATE (YTD)

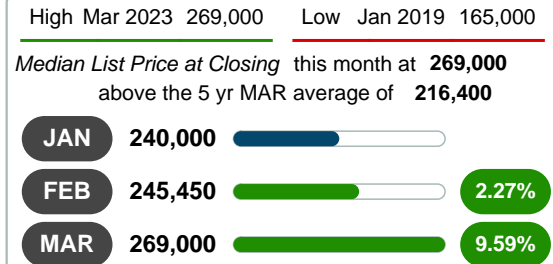


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 216,400



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 (48 units)	6.60%	77,450	77,450	77,450	74,875	0
\$100,001 - \$150,000 (72 units)	9.90%	131,250	120,000	136,850	144,000	0
\$150,001 - \$200,000 (113 units)	15.54%	179,000	175,000	179,900	180,000	165,000
\$200,001 - \$300,000 (212 units)	29.16%	250,000	250,000	249,900	269,950	279,950
\$300,001 - \$375,000 (94 units)	12.93%	339,000	339,000	326,557	341,000	347,000
\$375,001 - \$525,000 (108 units)	14.86%	430,000	425,000	427,000	441,400	400,000
\$525,001 and up (80 units)	11.00%	675,000	1,390,000	650,000	692,500	679,900
Median List Price		269,000	134,900	225,000	364,850	455,000
Total Closed Units	100%	269,000	86	370	232	39
Total Closed Volume		229,414,288	14.95M	95.33M	95.83M	23.31M

March 2023



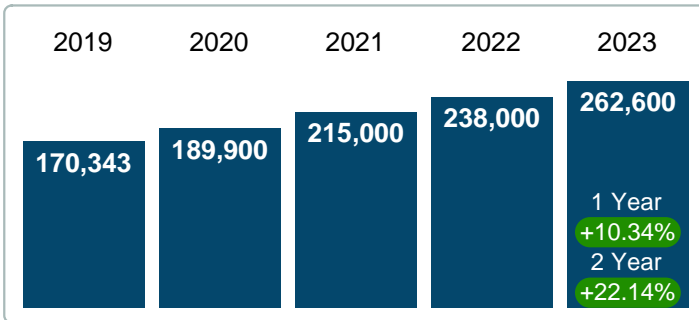
Area Delimited by County Of Tulsa - Residential Property Type



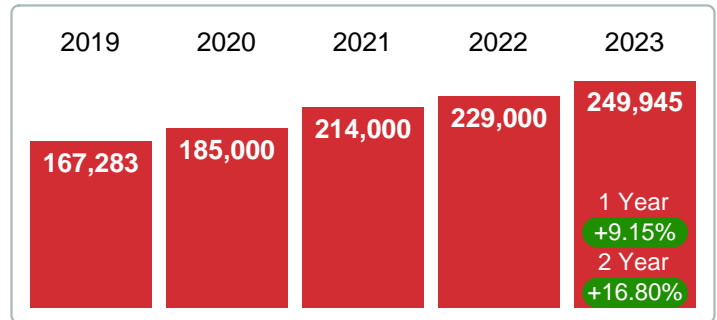
MEDIAN SOLD PRICE AT CLOSING

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

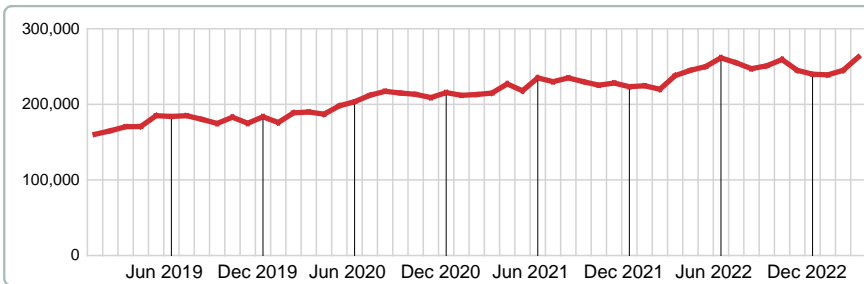
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

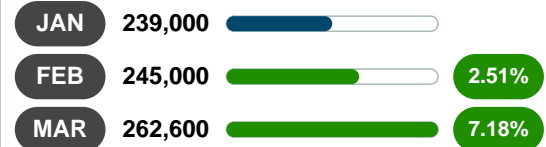


3 MONTHS

5 year MAR AVG = 215,169

High Mar 2023 262,600 Low Jan 2019 160,375

Median Sold Price at Closing this month at **262,600** above the 5 yr MAR average of **215,169**



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	6.19%	70,000	80,800	68,500	74,875	0
\$100,001 - \$150,000	10.45%	131,250	120,000	135,000	137,500	0
\$150,001 - \$200,000	15.68%	177,000	172,500	180,000	179,900	165,000
\$200,001 - \$300,000	28.47%	250,000	237,000	247,000	265,000	278,730
\$300,001 - \$375,000	13.76%	337,500	308,000	323,292	340,000	351,000
\$375,001 - \$525,000	14.58%	429,500	420,000	431,000	438,500	410,000
\$525,001 and up	10.87%	670,000	1,400,000	630,000	695,000	677,450
Median Sold Price		262,600	137,500	225,000	360,000	471,000
Total Closed Units	100%	727	86	370	232	39
Total Closed Volume		226,541,862	14.77M	94.47M	94.61M	22.70M

March 2023



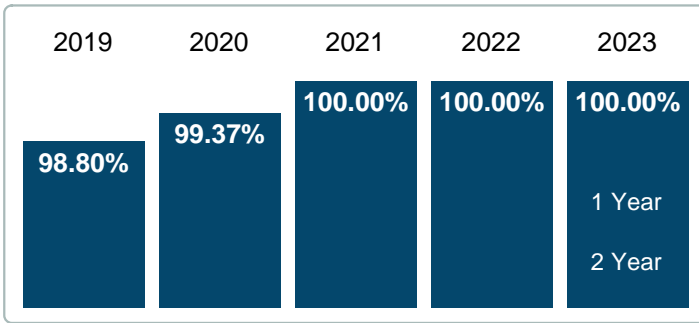
Area Delimited by County Of Tulsa - Residential Property Type



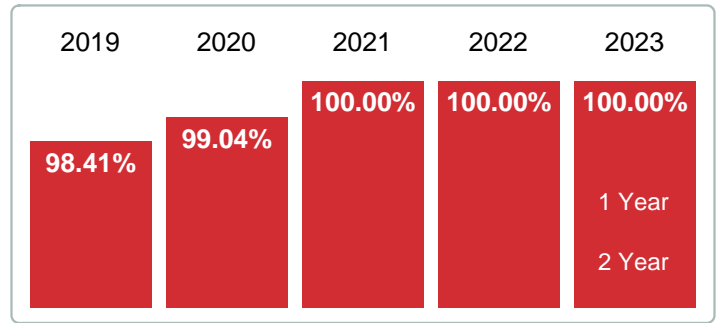
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

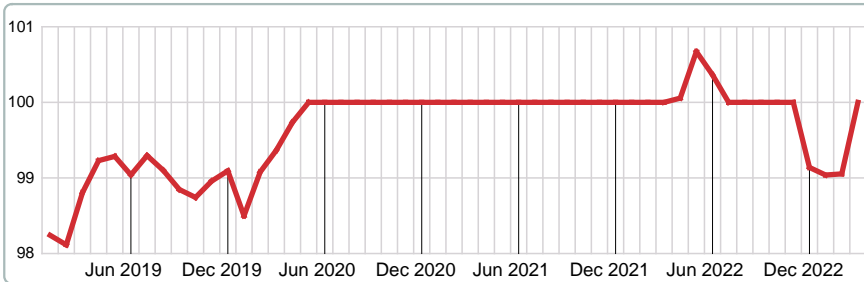
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

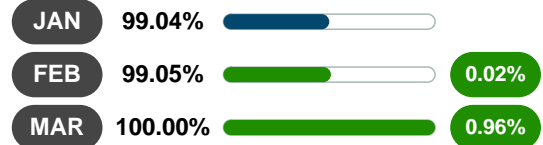


3 MONTHS

5 year MAR AVG = 99.63%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr MAR average of **99.63%**



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	45	6.19%	100.00%	99.70%	98.87%	100.00%	0.00%
\$100,001 - \$150,000	76	10.45%	100.00%	100.00%	100.00%	99.19%	0.00%
\$150,001 - \$200,000	114	15.68%	100.00%	98.88%	100.00%	100.00%	100.00%
\$200,001 - \$300,000	207	28.47%	100.00%	99.02%	100.00%	100.00%	96.11%
\$300,001 - \$375,000	100	13.76%	100.00%	103.01%	100.00%	100.00%	98.43%
\$375,001 - \$525,000	106	14.58%	100.00%	97.89%	100.00%	99.25%	100.00%
\$525,001 and up	79	10.87%	100.00%	100.72%	99.97%	100.00%	100.00%
Median Sold/List Ratio		100.00%		99.70%	100.00%	100.00%	100.00%
Total Closed Units		727	100%	86	370	232	39
Total Closed Volume		226,541,862		14.77M	94.47M	94.61M	22.70M

March 2023



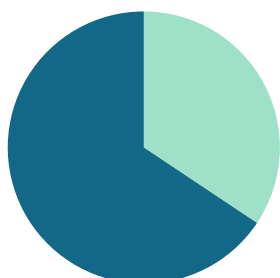
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

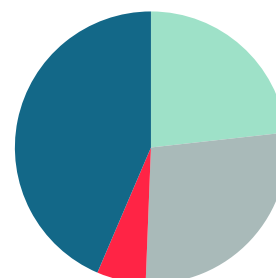


Inventory
 New Listings
1,009 = 34.35%
 Start Inventory
1,928
 Total Inventory Units
2,937
 Volume
\$1,152,223,189

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%
Median List Price	235,000	269,000	14.47%	225,000	250,000	11.11%
Median Sale Price	238,000	262,600	10.34%	229,000	249,945	9.15%
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	9.00	80.00%	5.00	12.00	140.00%
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

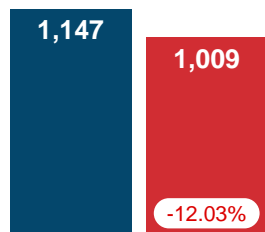
Inventory on March 31, 2023 = **1,363**

2022 **2023**

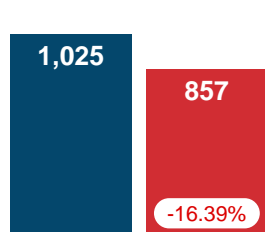
MARCH MARKET

MEDIAN PRICES

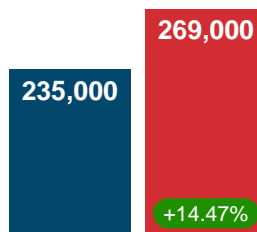
New Listings



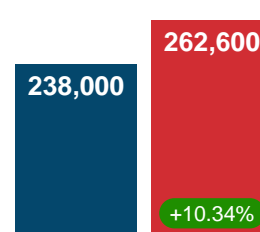
Pending Listings



List Price



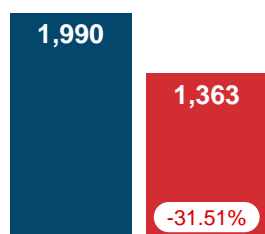
Sale Price



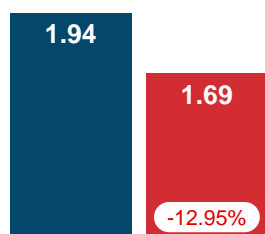
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

