

April 2023



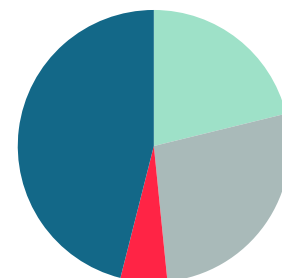
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	938	683	-27.19%
Pending Listings	1,022	878	-14.09%
New Listings	1,277	1,010	-20.91%
Average List Price	294,819	318,567	8.05%
Average Sale Price	297,242	313,818	5.58%
Average Percent of Selling Price to List Price	101.51%	99.29%	-2.19%
Average Days on Market to Sale	11.39	28.82	153.12%
End of Month Inventory	2,196	1,485	-32.38%
Months Supply of Inventory	2.15	1.89	-12.28%



■ Closed (21.18%)
■ Pending (27.22%)
■ Other OffMarket (5.55%)
■ Active (46.05%)

Absorption: Last 12 months, an Average of **786** Sales/Month
Active Inventory as of April 30, 2023 = **1,485**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2023 decreased **32.38%** to 1,485 existing homes available for sale. Over the last 12 months this area has had an average of 786 closed sales per month. This represents an unsold inventory index of **1.89** 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 **5.58%** in April 2023 to \$313,818 versus the previous year at \$297,242.

Average Days on Market Lengthens

The average number of **28.82** days that homes spent on the market before selling increased by 17.44 days or **153.12%** in April 2023 compared to last year's same month at **11.39** DOM.

Sales Success for April 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 1,010 New Listings in April 2023, down **20.91%** from last year at 1,277. Furthermore, there were 683 Closed Listings this month versus last year at 938, a **-27.19%** decrease.

Closed versus Listed trends yielded a **67.6%** ratio, down from previous year's, April 2022, at **73.5%**, a **7.94%** 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

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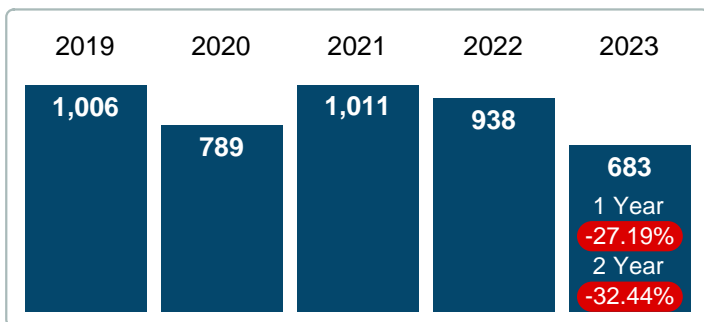
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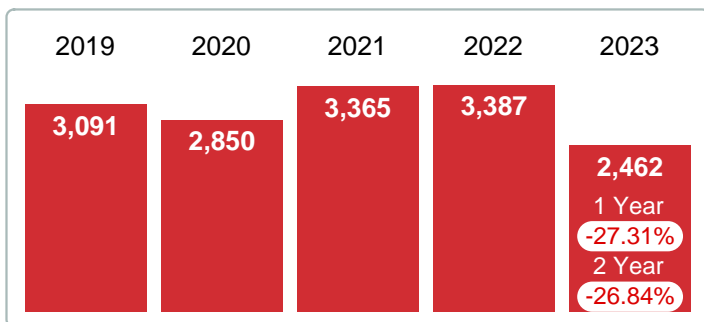
CLOSED LISTINGS

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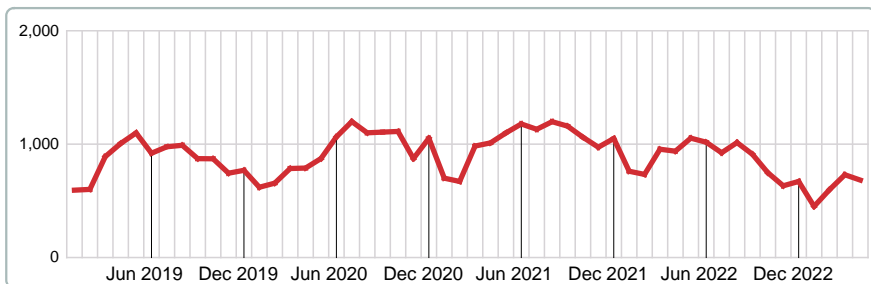
APRIL



YEAR TO DATE (YTD)

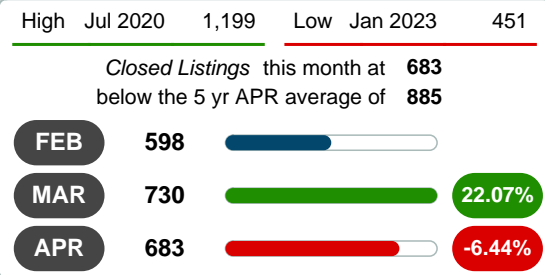


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 885



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	53	7.76%	14.1	24	24	4	1
\$125,001 - \$175,000	104	15.23%	23.3	22	74	8	0
\$175,001 - \$200,000	64	9.37%	15.8	7	50	5	2
\$200,001 - \$300,000	209	30.60%	19.6	19	138	48	4
\$300,001 - \$375,000	93	13.62%	35.1	3	42	43	5
\$375,001 - \$525,000	81	11.86%	49.3	4	23	46	8
\$525,001 and up	79	11.57%	52.6	1	16	50	12
Total Closed Units	683			80	367	204	32
Total Closed Volume	214,337,851	100%	28.8	15.41M	93.72M	87.97M	17.24M
Average Closed Price	\$313,818			\$192,563	\$255,369	\$431,244	\$538,712

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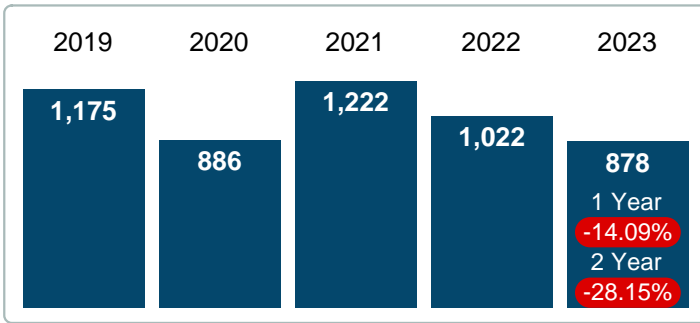
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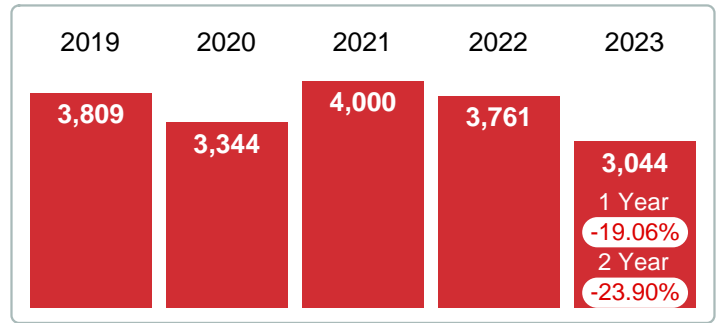
PENDING LISTINGS

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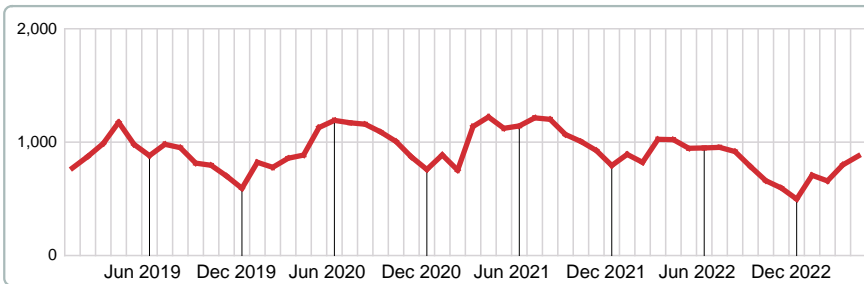
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

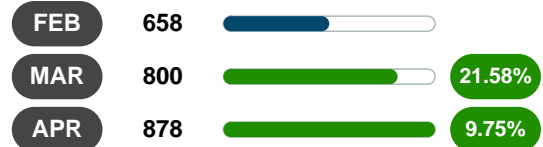


3 MONTHS

5 year APR AVG = 1,037

High Apr 2021 1,222 Low Dec 2022 498

Pending Listings this month at **878**
 below the 5 yr APR average of **1,037**



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	61	6.95%	20.6	34	26	1	0
\$100,001 - \$175,000	135	15.38%	15.3	43	87	5	0
\$175,001 - \$225,000	136	15.49%	19.2	12	109	13	2
\$225,001 - \$300,000	205	23.35%	22.9	8	139	53	5
\$300,001 - \$375,000	132	15.03%	31.8	6	53	63	10
\$375,001 - \$525,000	124	14.12%	46.6	3	34	68	19
\$525,001 and up	85	9.68%	60.5	3	15	49	18
Total Pending Units	878			109	463	252	54
Total Pending Volume	269,556,419	100%	17.1	18.64M	116.39M	108.41M	26.12M
Average Listing Price	\$273,023			\$170,974	\$251,388	\$430,188	\$483,705

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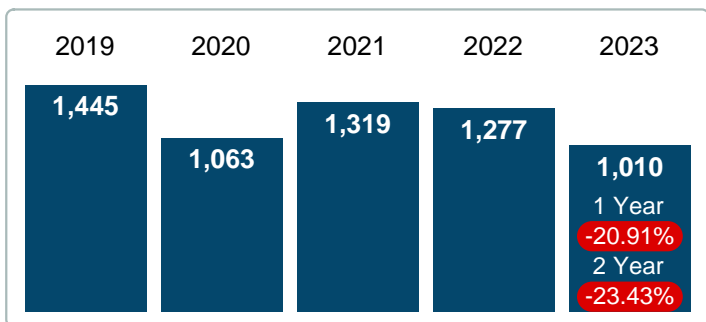
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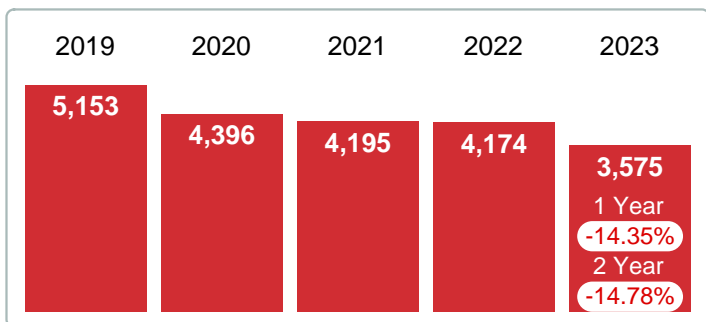
NEW LISTINGS

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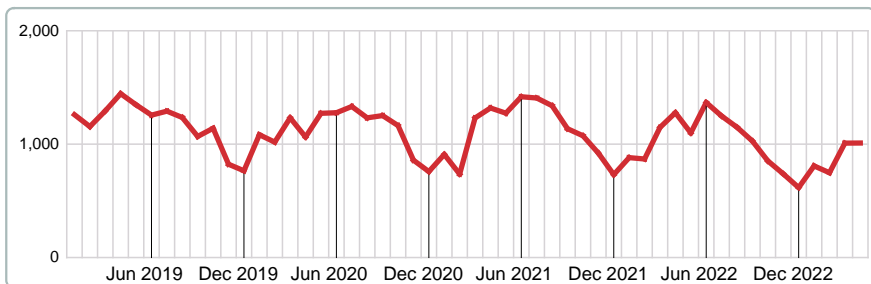
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

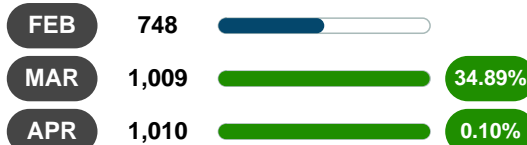


3 MONTHS

5 year APR AVG = 1,223

High Apr 2019 1,445 | Low Dec 2022 617

New Listings this month at **1,010**
 below the 5 yr APR average of **1,223**



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	99	9.80%	53	43	3	0
\$125,001 - \$175,000	110	10.89%	33	71	5	1
\$175,001 - \$225,000	121	11.98%	11	97	11	2
\$225,001 - \$325,000	263	26.04%	13	174	65	11
\$325,001 - \$425,000	180	17.82%	3	69	92	16
\$425,001 - \$600,000	133	13.17%	5	46	66	16
\$600,001 and up	104	10.30%	4	15	54	31
Total New Listed Units	1,010		122	515	296	77
Total New Listed Volume	376,744,149	100%	22.25M	140.78M	139.39M	74.32M
Average New Listed Listing Price	\$291,204		\$182,413	\$273,369	\$470,899	\$965,181

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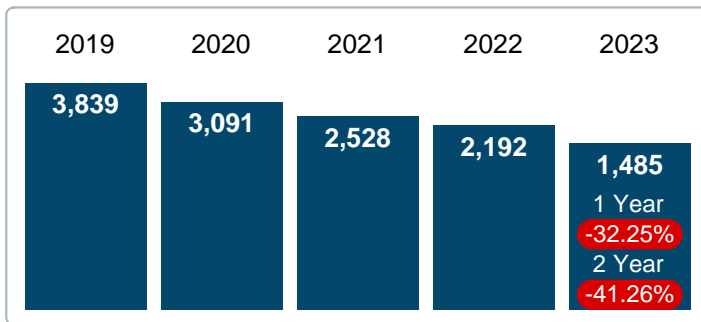
Area Delimited by County Of Tulsa - Residential Property Type



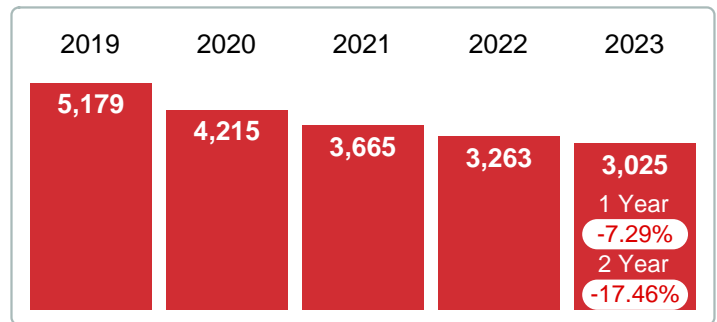
ACTIVE INVENTORY

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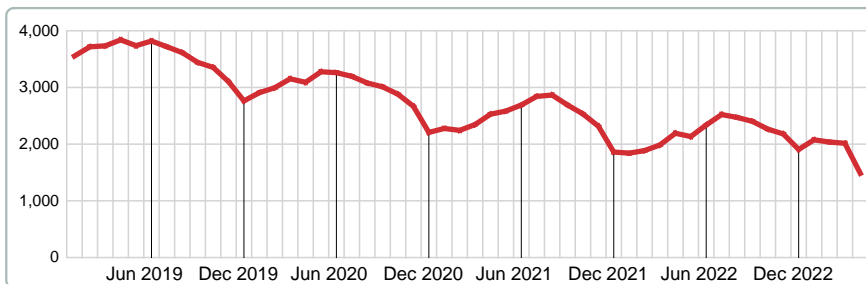
END OF APRIL



ACTIVE DURING APRIL

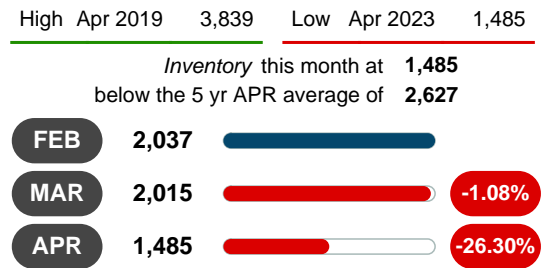


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2,627



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	112	7.54%	81.3	64	47	1	0
\$125,001 - \$225,000	206	13.87%	43.1	42	136	24	4
\$225,001 - \$325,000	244	16.43%	45.8	9	160	70	5
\$325,001 - \$450,000	353	23.77%	57.4	18	147	164	24
\$450,001 - \$525,000	169	11.38%	90.8	3	54	96	16
\$525,001 - \$725,000	255	17.17%	112.0	6	46	160	43
\$725,001 and up	146	9.83%	73.0	6	18	67	55
Total Active Inventory by Units	1,485			148	608	582	147
Total Active Inventory by Volume	685,656,085	100%	70.0	37.21M	200.88M	304.39M	143.18M
Average Active Inventory Listing Price	\$461,721			\$251,423	\$330,391	\$523,005	\$974,007

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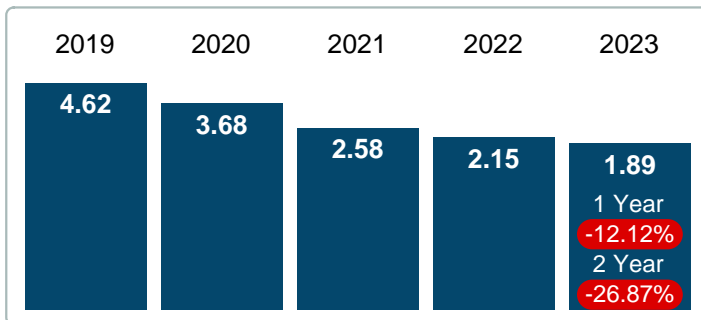
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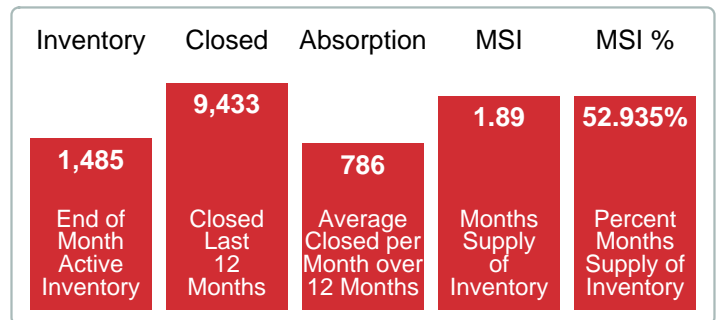
MONTHS SUPPLY of INVENTORY (MSI)

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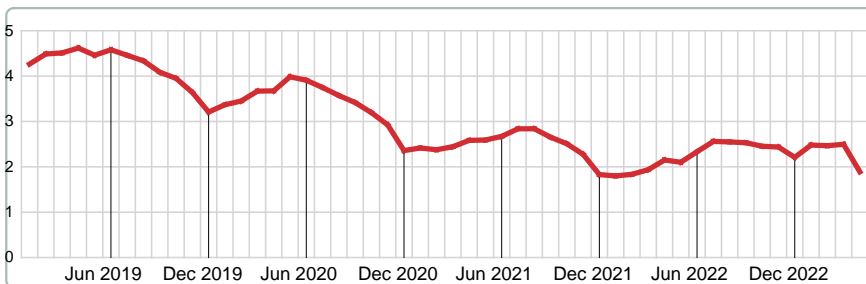
MSI FOR APRIL



INDICATORS FOR APRIL 2023

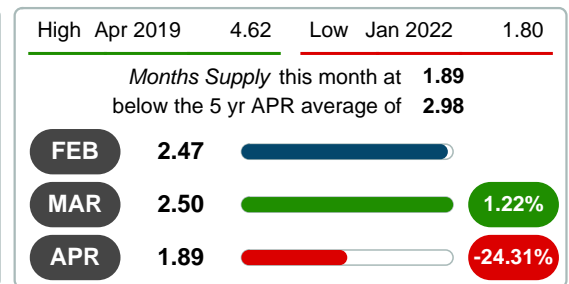


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2.98



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	112	7.54%	1.22	1.36	1.17	0.26	0.00
\$125,001 - \$225,000	206	13.87%	0.89	1.27	0.79	1.03	2.29
\$225,001 - \$325,000	244	16.43%	1.11	0.86	1.17	1.02	0.91
\$325,001 - \$450,000	353	23.77%	2.85	5.68	3.45	2.44	2.22
\$450,001 - \$525,000	169	11.38%	4.09	3.27	4.76	3.97	3.25
\$525,001 - \$725,000	255	17.17%	5.07	9.00	5.31	5.13	4.41
\$725,001 and up	146	9.83%	5.31	14.40	5.14	4.59	6.11
Market Supply of Inventory (MSI)			1.89	1.54	1.46	2.50	3.49
Total Active Inventory by Units		100%	1,485	148	608	582	147

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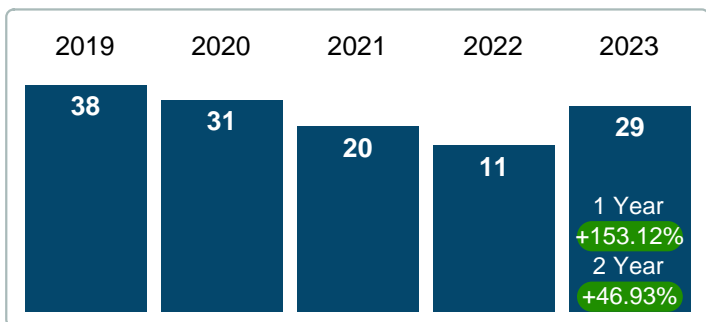
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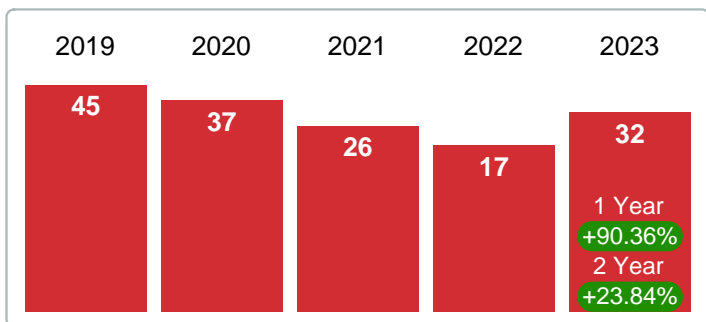
AVERAGE DAYS ON MARKET TO SALE

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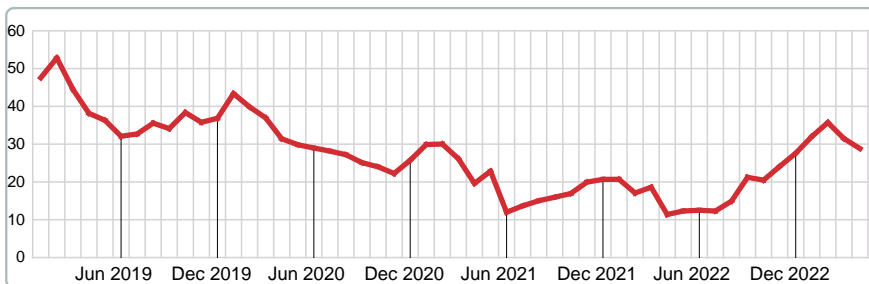
APRIL



YEAR TO DATE (YTD)

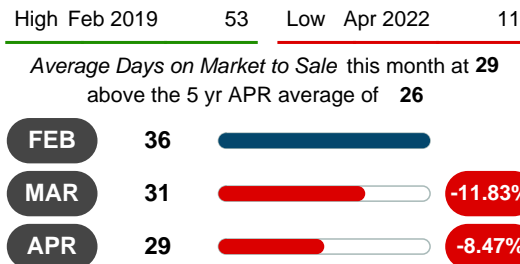


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 26



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
\$125,000 and less	7.76%	14	13	12	37	1
\$125,001 - \$175,000	15.23%	23	29	21	31	0
\$175,001 - \$200,000	9.37%	16	36	12	7	69
\$200,001 - \$300,000	30.60%	20	23	19	21	13
\$300,001 - \$375,000	13.62%	35	43	32	37	42
\$375,001 - \$525,000	11.86%	49	68	56	42	65
\$525,001 and up	11.57%	53	40	45	59	38
Average Closed DOM		29	26	23	39	43
Total Closed Units	100%	29	80	367	204	32
Total Closed Volume		214,337,851	15.41M	93.72M	87.97M	17.24M

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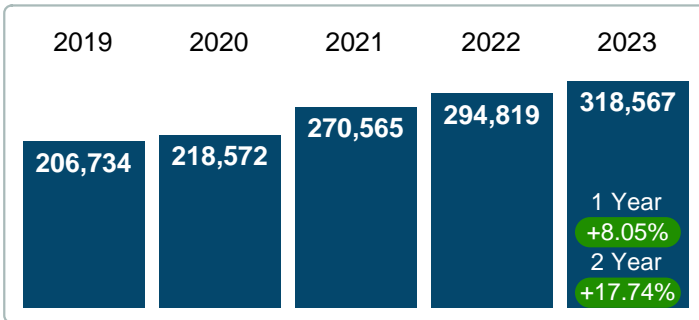
Area Delimited by County Of Tulsa - Residential Property Type



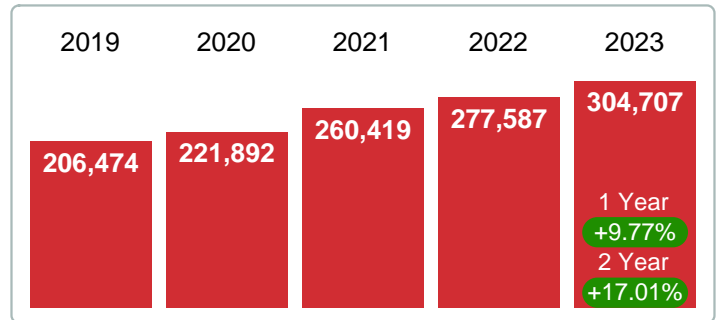
AVERAGE LIST PRICE AT CLOSING

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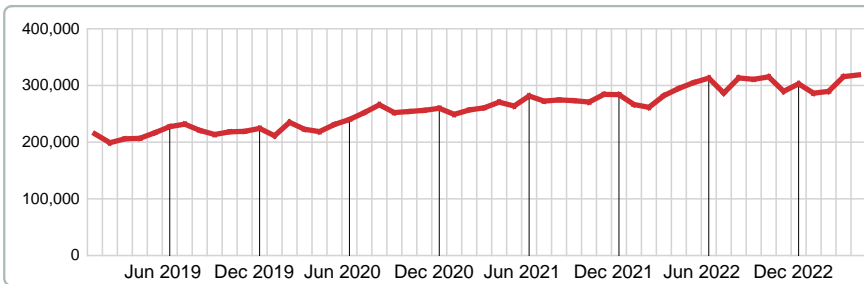
APRIL



YEAR TO DATE (YTD)

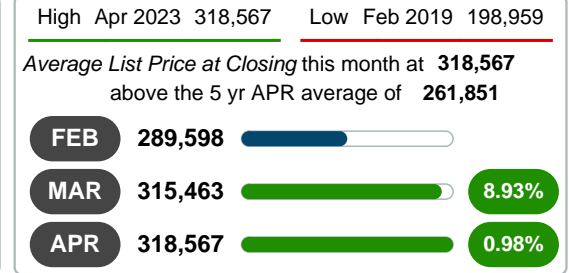


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 261,851



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
\$125,000 and less	8.49%	90,127	84,127	91,596	116,175	75,500
\$125,001 - \$175,000	15.08%	152,999	142,225	152,801	161,349	0
\$175,001 - \$200,000	9.81%	191,470	188,922	188,692	187,000	188,580
\$200,001 - \$300,000	29.14%	250,415	240,334	245,140	265,350	254,950
\$300,001 - \$375,000	14.35%	337,422	329,620	336,880	335,373	339,980
\$375,001 - \$525,000	11.71%	441,623	482,000	435,678	438,100	439,827
\$525,001 and up	11.42%	840,211	1,500,000	860,869	789,589	936,917
Average List Price		318,567	193,171	258,073	438,629	560,437
Total Closed Units	100%	318,567	80	367	204	32
Total Closed Volume		217,580,949	15.45M	94.71M	89.48M	17.93M

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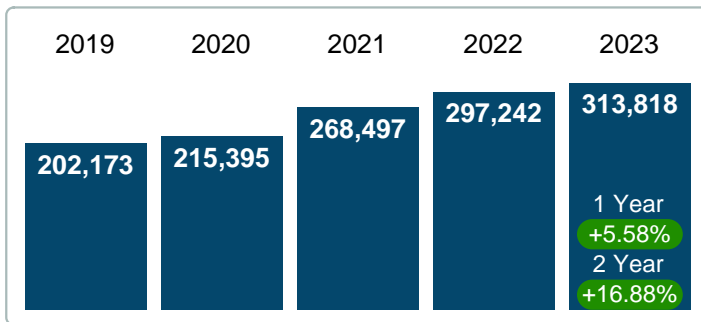
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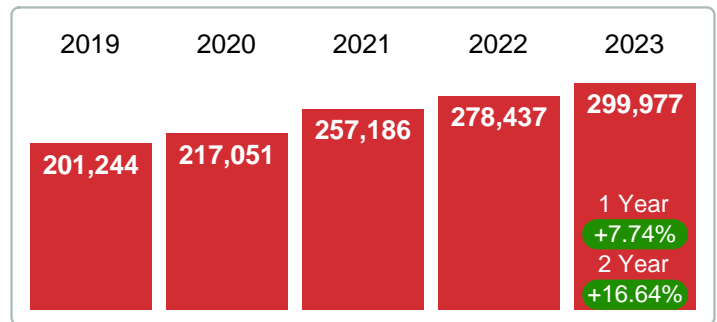
AVERAGE SOLD PRICE AT CLOSING

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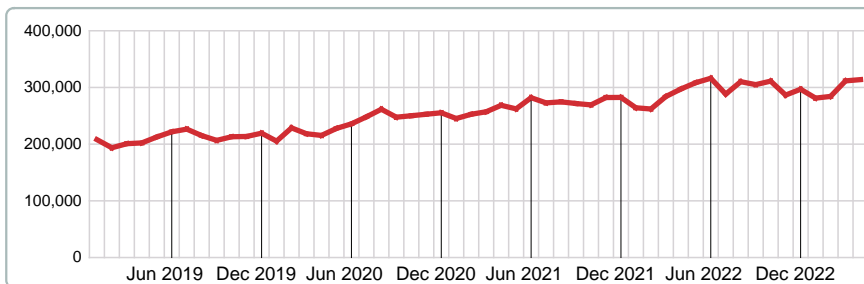
APRIL



YEAR TO DATE (YTD)

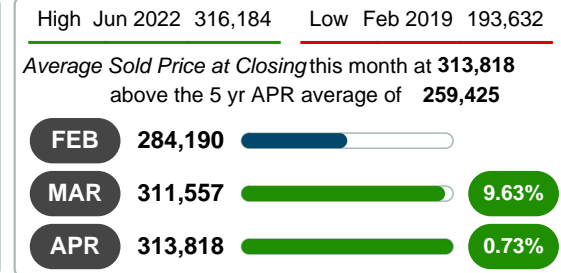


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 259,425



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
\$125,000 and less	7.76%	87,608	84,615	86,466	115,450	75,500
\$125,001 - \$175,000	15.23%	149,638	143,014	151,645	149,294	0
\$175,001 - \$200,000	9.37%	189,427	189,079	190,456	182,800	181,500
\$200,001 - \$300,000	30.60%	247,029	238,976	243,689	258,936	257,625
\$300,001 - \$375,000	13.62%	331,882	319,954	332,810	331,677	333,000
\$375,001 - \$525,000	11.86%	434,321	476,000	429,306	432,466	438,563
\$525,001 and up	11.57%	814,365	1,500,000	838,713	776,383	883,023
Average Sold Price		313,818	192,563	255,369	431,244	538,712
Total Closed Units	100%	313,818	80	367	204	32
Total Closed Volume		214,337,851	15.41M	93.72M	87.97M	17.24M

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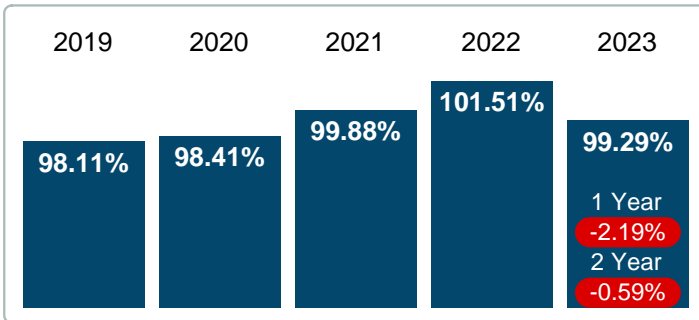
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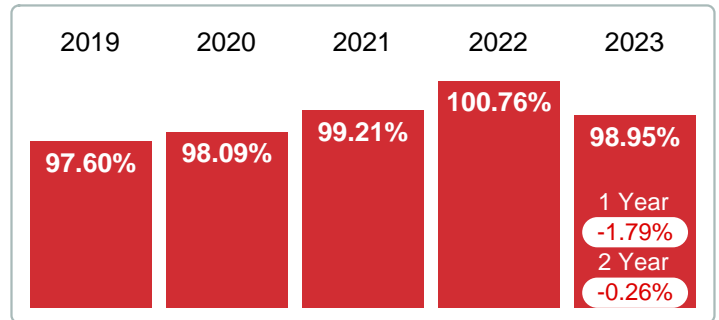
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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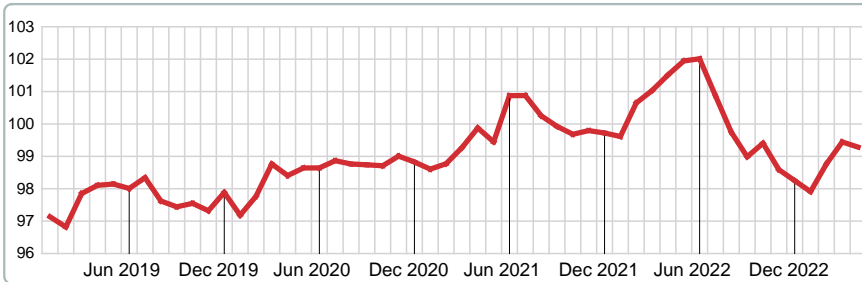
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

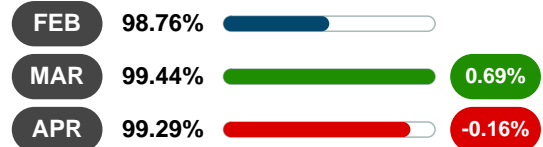


3 MONTHS

5 year APR AVG = 99.44%

High Jun 2022 102.01% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **99.29%**
equal to 5 yr APR average of **99.44%**



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
\$125,000 and less	53	7.76%	98.56%	100.36%	96.58%	99.29%	100.00%
\$125,001 - \$175,000	104	15.23%	100.10%	101.98%	99.91%	96.66%	0.00%
\$175,001 - \$200,000	64	9.37%	100.63%	100.23%	101.13%	97.94%	96.30%
\$200,001 - \$300,000	209	30.60%	99.28%	99.61%	99.64%	97.99%	101.08%
\$300,001 - \$375,000	93	13.62%	98.79%	97.21%	98.84%	98.95%	98.05%
\$375,001 - \$525,000	81	11.86%	98.92%	99.40%	98.62%	98.89%	99.71%
\$525,001 and up	79	11.57%	98.58%	100.00%	98.17%	99.11%	96.78%
Average Sold/List Ratio			99.30%	100.45%	99.47%	98.64%	98.32%
Total Closed Units		100%	99.30%	80	367	204	32
Total Closed Volume				15.41M	93.72M	87.97M	17.24M

April 2023



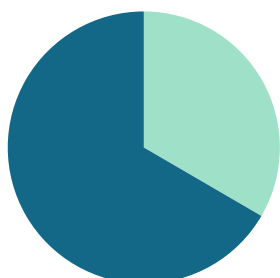
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

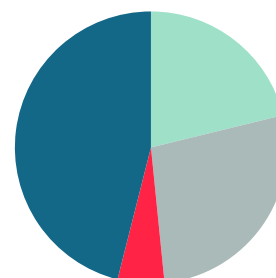


Inventory
 New Listings
1,010 = 33.39%
 Start Inventory
2,015
 Total Inventory Units
3,025
 Volume
\$1,197,309,447

Market Activity

Closed Sales
683 = 21.18%
 Pending Sales
878 = 27.22%
 Other Off Market
179 = 5.55%
 Active Inventory
1,485 = 46.05%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	938	683	-27.19%	3,387	2,462	-27.31%
Pending Sales	1,022	878	-14.09%	3,761	3,044	-19.06%
New Listings	1,277	1,010	-20.91%	4,174	3,575	-14.35%
Average List Price	294,819	318,567	8.05%	277,587	304,707	9.77%
Average Sale Price	297,242	313,818	5.58%	278,437	299,977	7.74%
Average Percent of Selling Price to List Price	101.51%	99.29%	-2.19%	100.76%	98.95%	-1.79%
Average Days on Market to Sale	11.39	28.82	153.12%	16.74	31.87	90.36%
Monthly Inventory	2,196	1,485	-32.38%	2,196	1,485	-32.38%
Months Supply of Inventory	2.15	1.89	-12.28%	2.15	1.89	-12.28%

Absorption: Last 12 months, an Average of **786** Sales/Month

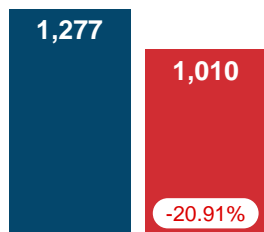
Inventory on April 30, 2023 = **1,485**

2022 **2023**

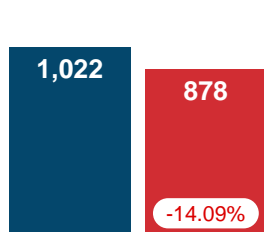
APRIL MARKET

AVERAGE PRICES

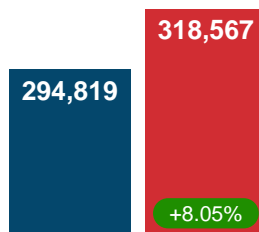
New Listings



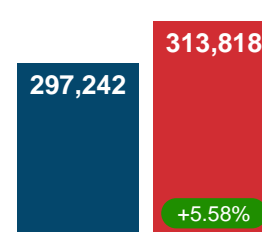
Pending Listings



List Price



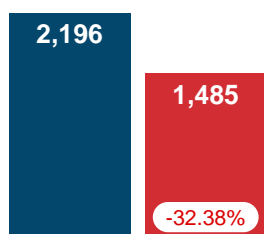
Sale Price



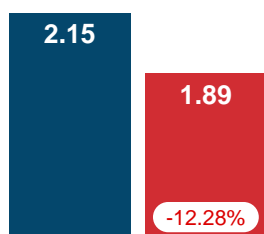
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

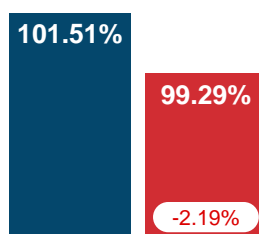
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

