



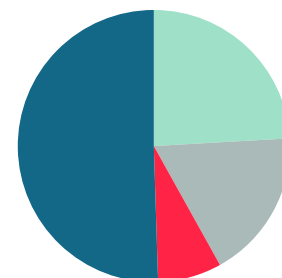
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	1,050	671	-36.10%
Pending Listings	794	496	-37.53%
New Listings	731	617	-15.60%
Average List Price	283,800	302,816	6.70%
Average Sale Price	282,425	296,856	5.11%
Average Percent of Selling Price to List Price	99.72%	98.25%	-1.47%
Average Days on Market to Sale	20.68	27.60	33.50%
End of Month Inventory	842	1,406	66.98%
Months Supply of Inventory	0.83	1.63	96.91%



■ Closed (24.10%)
■ Pending (17.82%)
■ Other OffMarket (7.58%)
■ Active (50.50%)

Absorption: Last 12 months, an Average of **863** Sales/Month
Active Inventory as of December 31, 2022 = **1,406**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2022 rose **66.98%** to 1,406 existing homes available for sale. Over the last 12 months this area has had an average of 863 closed sales per month. This represents an unsold inventory index of **1.63** 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 **5.11%** in December 2022 to \$296,856 versus the previous year at \$282,425.

Average Days on Market Lengthens

The average number of **27.60** days that homes spent on the market before selling increased by 6.93 days or **33.50%** in December 2022 compared to last year's same month at **20.68** DOM.

Sales Success for December 2022 is Positive

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

There were 617 New Listings in December 2022, down **15.60%** from last year at 731. Furthermore, there were 671 Closed Listings this month versus last year at 1,050, a **-36.10%** decrease.

Closed versus Listed trends yielded a **108.8%** ratio, down from previous year's, December 2021, at **143.6%**, a **24.29%** downswing. This will certainly create pressure on an increasing 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

December 2022



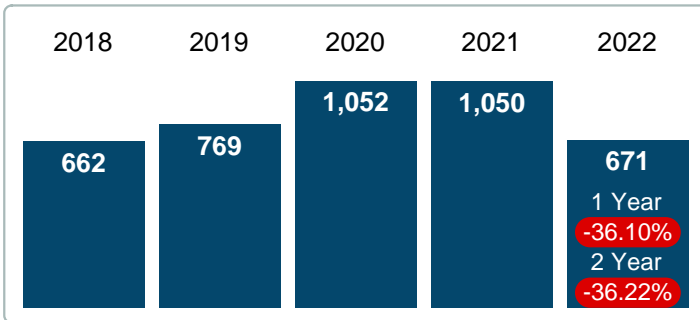
Area Delimited by County Of Tulsa - Residential Property Type



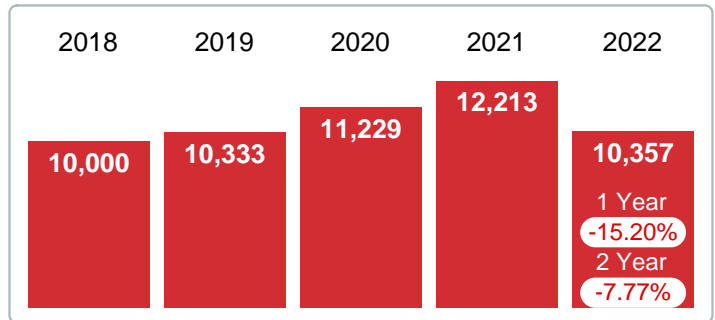
CLOSED LISTINGS

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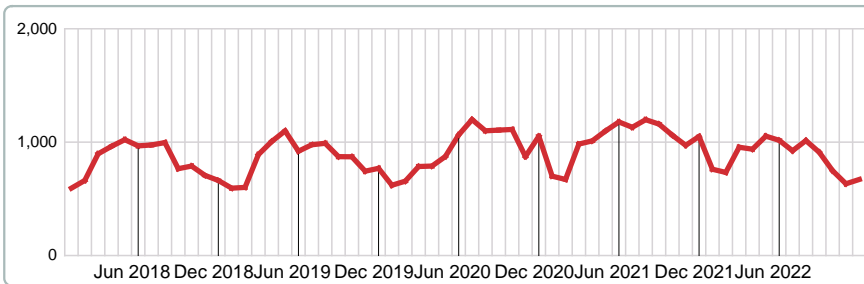
DECEMBER



YEAR TO DATE (YTD)

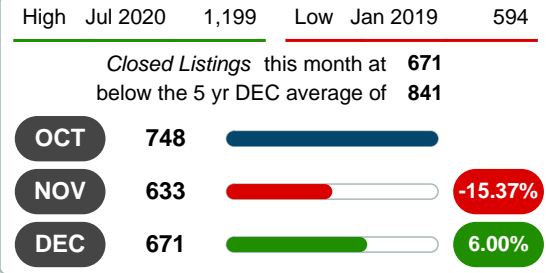


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 841



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	53	7.90%	23.6	31	17	4	1
\$100,001 - \$150,000	80	11.92%	18.0	24	51	5	0
\$150,001 - \$200,000	111	16.54%	23.6	14	85	10	2
\$200,001 - \$275,000	158	23.55%	23.1	13	107	33	5
\$275,001 - \$350,000	97	14.46%	35.6	3	41	48	5
\$350,001 - \$525,000	95	14.16%	40.4	3	32	54	6
\$525,001 and up	77	11.48%	29.4	2	11	43	21
Total Closed Units	671			90	344	197	40
Total Closed Volume	199,190,316	100%	27.6	14.56M	82.31M	76.17M	26.16M
Average Closed Price	\$296,856			\$161,755	\$239,279	\$386,627	\$653,875

December 2022



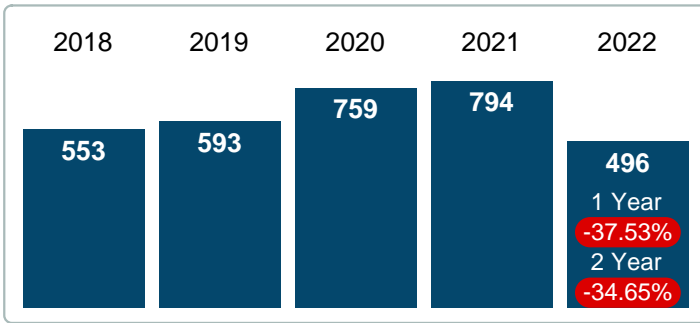
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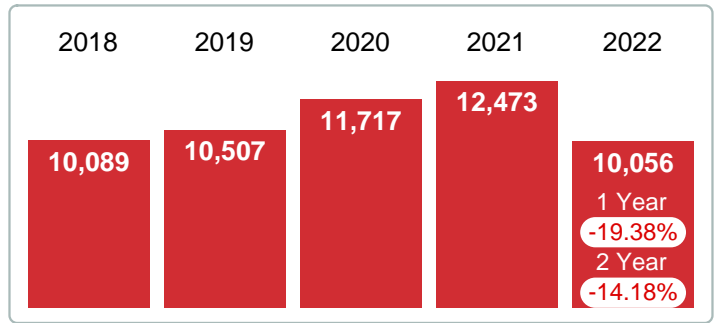
PENDING LISTINGS

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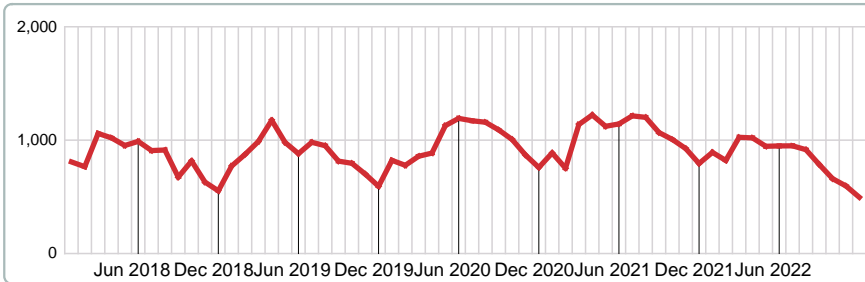
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

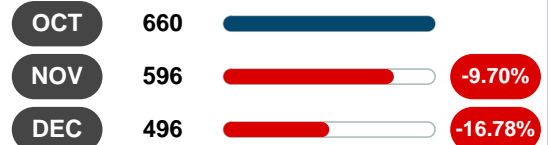


3 MONTHS

5 year DEC AVG = 639

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **496**
below the 5 yr DEC average of **639**



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	32	6.45%	28.7	15	15	1	1
\$100,001 - \$150,000	62	12.50%	24.4	21	35	5	1
\$150,001 - \$200,000	87	17.54%	25.8	8	69	10	0
\$200,001 - \$275,000	122	24.60%	44.3	5	80	32	5
\$275,001 - \$350,000	74	14.92%	48.5	2	37	34	1
\$350,001 - \$525,000	71	14.31%	58.5	1	25	38	7
\$525,001 and up	48	9.68%	38.2	0	7	28	13
Total Pending Units	496			52	268	148	28
Total Pending Volume	144,797,887	100%	39.1	7.34M	64.76M	56.47M	16.23M
Average Listing Price	\$292,466			\$141,190	\$241,635	\$381,557	\$579,551

December 2022



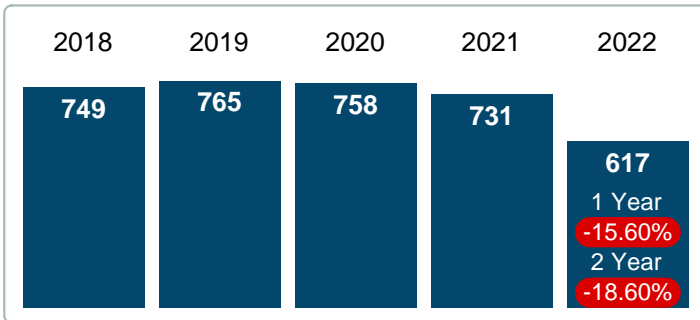
Area Delimited by County Of Tulsa - Residential Property Type



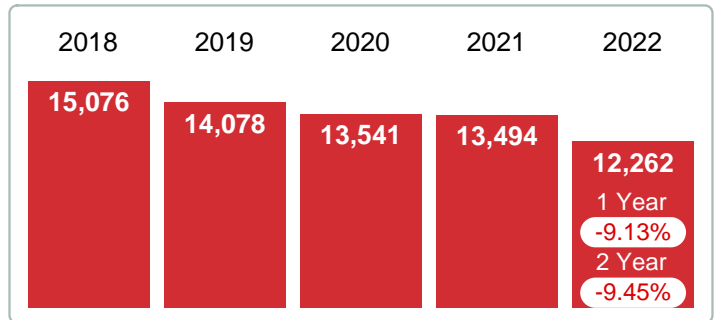
NEW LISTINGS

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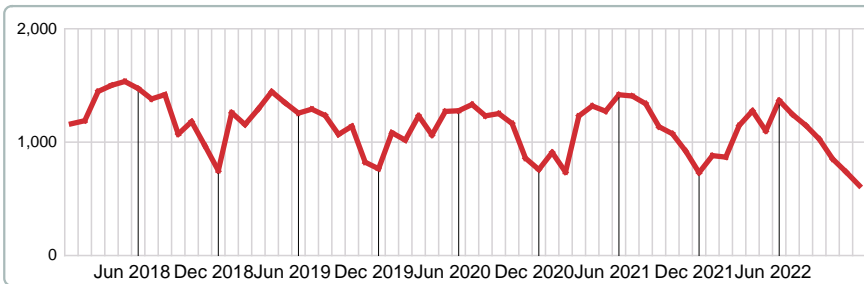
DECEMBER



YEAR TO DATE (YTD)

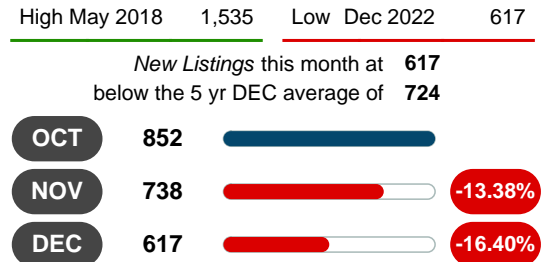


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 724



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	54	8.75%	32	19	3	0
\$100,001 - \$150,000	79	12.80%	27	44	8	0
\$150,001 - \$200,000	86	13.94%	11	64	11	0
\$200,001 - \$300,000	140	22.69%	10	90	35	5
\$300,001 - \$425,000	112	18.15%	9	41	58	4
\$425,001 - \$550,000	78	12.64%	2	26	40	10
\$550,001 and up	68	11.02%	2	8	39	19
Total New Listed Units	617		93	292	194	38
Total New Listed Volume	203,414,034	100%	18.22M	74.87M	80.63M	29.69M
Average New Listed Listing Price	\$292,733		\$195,949	\$256,392	\$415,637	\$781,338

December 2022



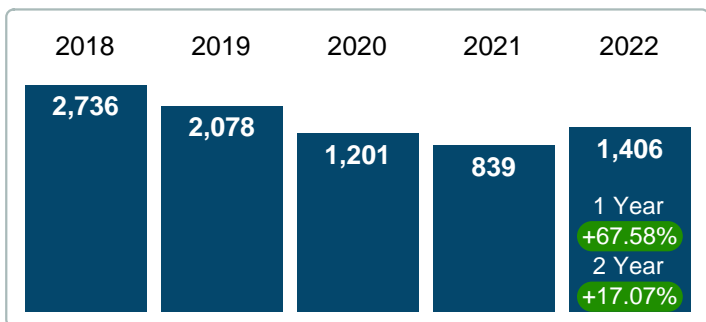
Area Delimited by County Of Tulsa - Residential Property Type



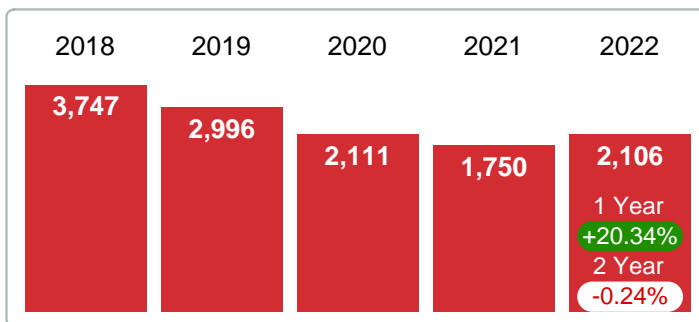
ACTIVE INVENTORY

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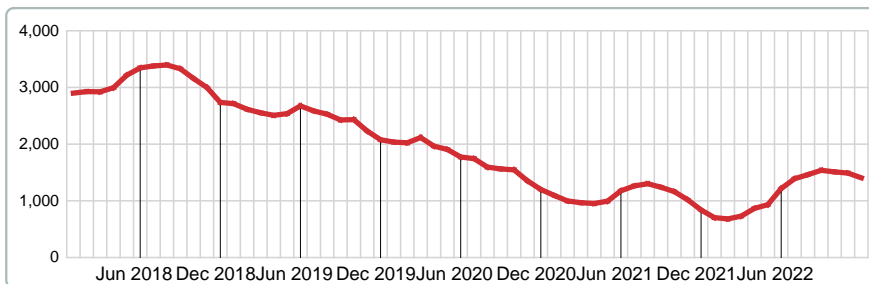
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

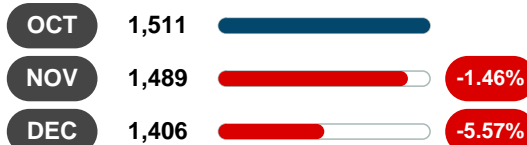


3 MONTHS

5 year DEC AVG = 1,652

High Aug 2018 3,396 Low Feb 2022 681

Inventory this month at 1,406
below the 5 yr DEC average of 1,652



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	128	9.10%	88.0	72	49	6	1
\$125,001 - \$200,000	164	11.66%	65.1	30	105	26	3
\$200,001 - \$275,000	192	13.66%	62.8	11	128	51	2
\$275,001 - \$425,000	386	27.45%	70.2	20	149	188	29
\$425,001 - \$525,000	197	14.01%	82.8	6	51	121	19
\$525,001 - \$650,000	192	13.66%	106.8	1	36	128	27
\$650,001 and up	147	10.46%	98.1	5	26	61	55
Total Active Inventory by Units	1,406			145	544	581	136
Total Active Inventory by Volume	605,953,951	100%	79.9	31.75M	179.33M	275.33M	119.54M
Average Active Inventory Listing Price	\$430,977			\$218,970	\$329,657	\$473,896	\$878,945

December 2022



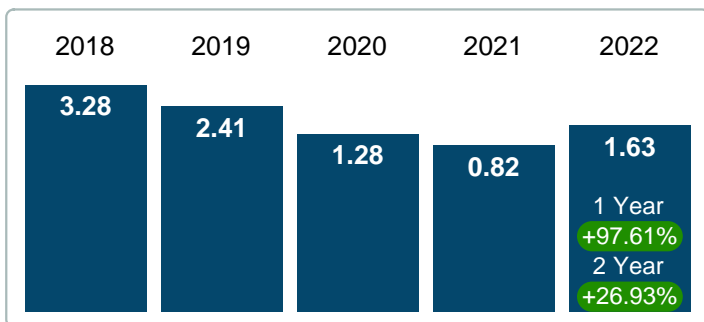
Area Delimited by County Of Tulsa - Residential Property Type



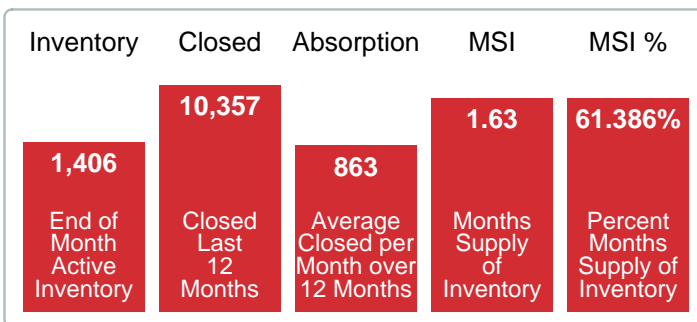
MONTHS SUPPLY of INVENTORY (MSI)

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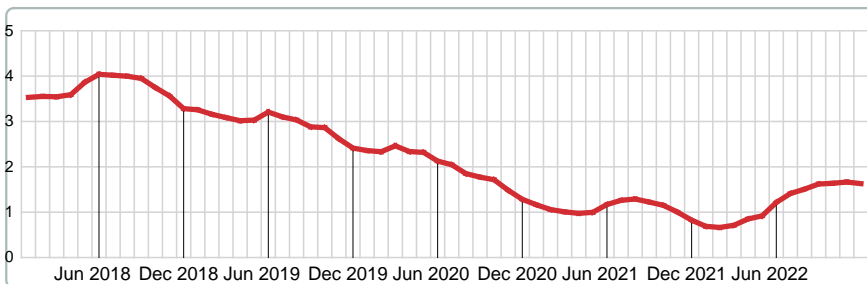
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1.89

High Jun 2018 4.04 Low Feb 2022 0.66

Months Supply this month at 1.63 below the 5 yr DEC average of 1.89



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	128	9.10%	1.17	1.32	0.98	1.31	3.00
\$125,001 - \$200,000	164	11.66%	0.89	1.02	0.76	1.61	2.77
\$200,001 - \$275,000	192	13.66%	0.90	0.82	0.85	1.11	0.52
\$275,001 - \$425,000	386	27.45%	1.79	2.35	1.64	1.82	2.29
\$425,001 - \$525,000	197	14.01%	3.12	6.55	2.82	3.32	2.48
\$525,001 - \$650,000	192	13.66%	4.94	2.40	5.61	5.37	3.31
\$650,001 and up	147	10.46%	3.83	12.00	6.00	2.92	4.31
Market Supply of Inventory (MSI)			1.63	1.35	1.19	2.31	2.92
Total Active Inventory by Units		100%	1,406	145	544	581	136

December 2022



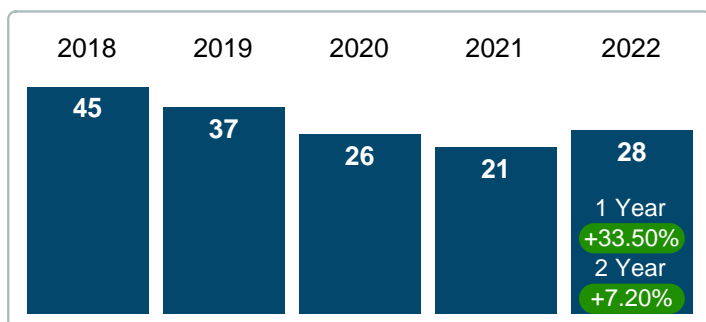
Area Delimited by County Of Tulsa - Residential Property Type



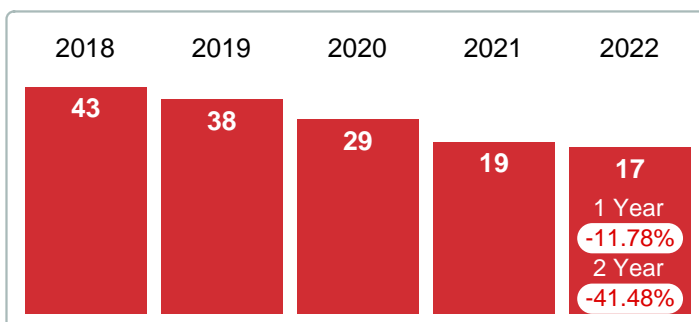
AVERAGE DAYS ON MARKET TO SALE

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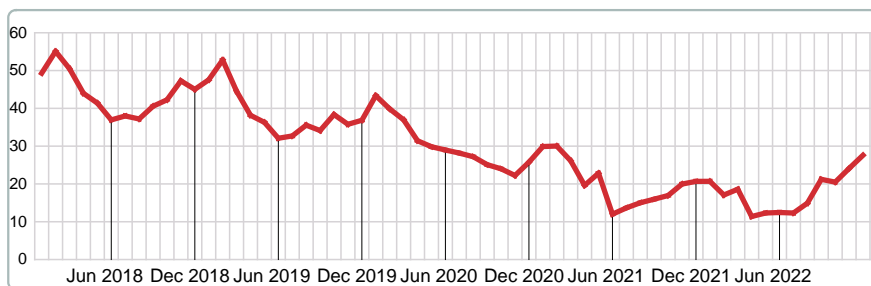
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

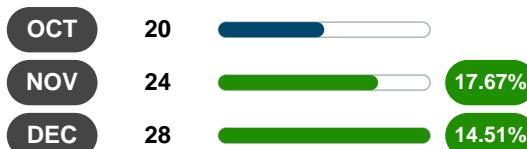


3 MONTHS

5 year DEC AVG = 31

High Feb 2018 55 Low Apr 2022 11

Average Days on Market to Sale this month at 28 below the 5 yr DEC average of 31



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	7.90%	24	22	22	43	38
\$100,001 - \$150,000	11.92%	18	27	15	7	0
\$150,001 - \$200,000	16.54%	24	19	22	38	41
\$200,001 - \$275,000	23.55%	23	19	19	40	14
\$275,001 - \$350,000	14.46%	36	3	34	37	63
\$350,001 - \$525,000	14.16%	40	9	39	44	34
\$525,001 and up	11.48%	29	3	22	25	44
Average Closed DOM		28	21	23	36	41
Total Closed Units	100%	671	90	344	197	40
Total Closed Volume		199,190,316	14.56M	82.31M	76.17M	26.16M

December 2022



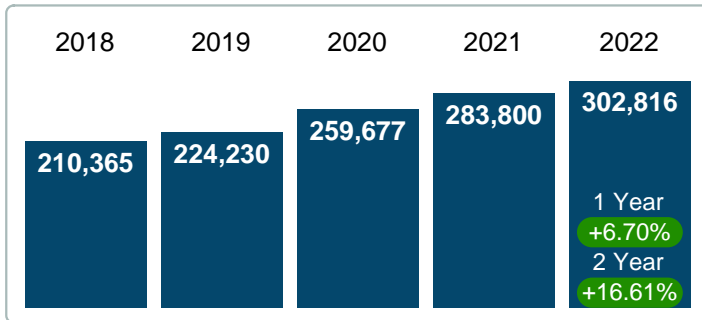
Area Delimited by County Of Tulsa - Residential Property Type



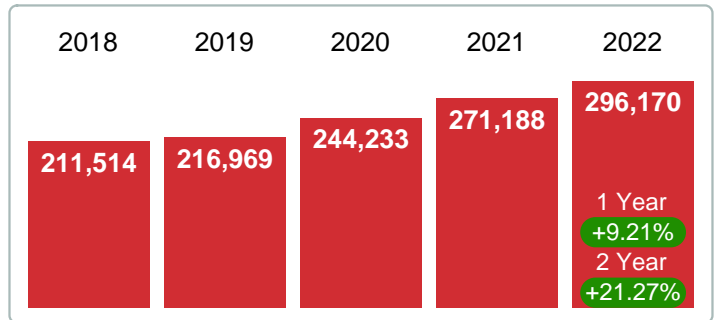
AVERAGE LIST PRICE AT CLOSING

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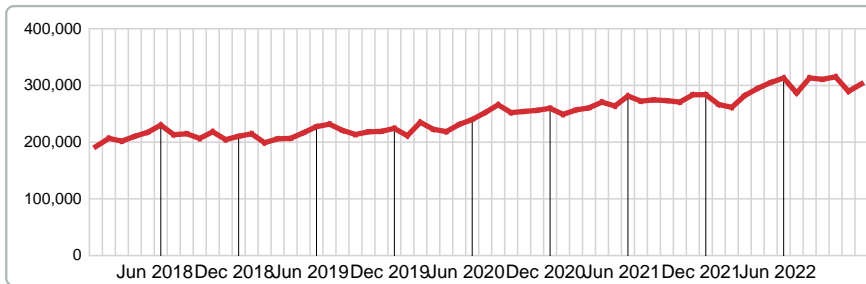
DECEMBER



YEAR TO DATE (YTD)

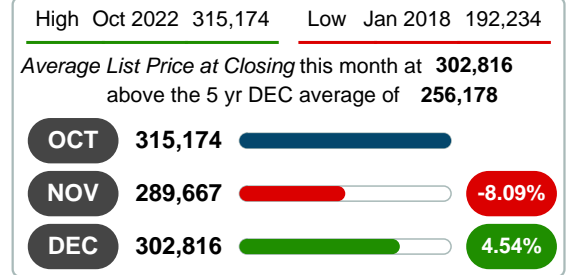


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 256,178



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	50	7.45%	71,279	72,168	76,459	99,375	59,555	
\$100,001 - \$150,000	70	10.43%	131,392	132,685	137,751	139,960	0	
\$150,001 - \$200,000	119	17.73%	178,722	170,264	183,688	193,260	184,950	
\$200,001 - \$275,000	159	23.70%	236,478	226,254	235,592	250,886	243,600	
\$275,001 - \$350,000	102	15.20%	312,756	284,667	311,383	315,287	326,180	
\$350,001 - \$525,000	98	14.61%	436,142	446,300	432,399	429,619	434,567	
\$525,001 and up	73	10.88%	779,691	999,500	709,873	639,110	1,032,499	
Average List Price		302,816		165,984	242,904	391,493	689,206	
Total Closed Units		671	100%	302,816	90	344	197	40
Total Closed Volume		203,189,833			14.94M	83.56M	77.12M	27.57M

December 2022



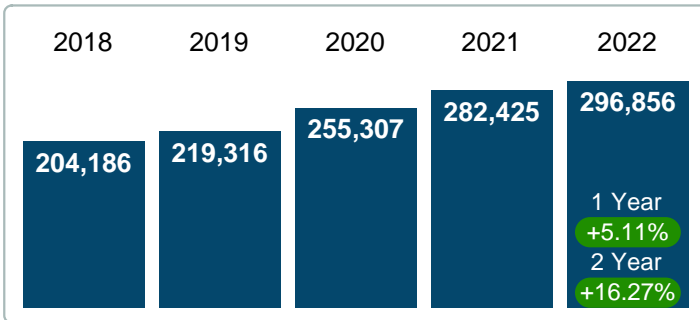
Area Delimited by County Of Tulsa - Residential Property Type



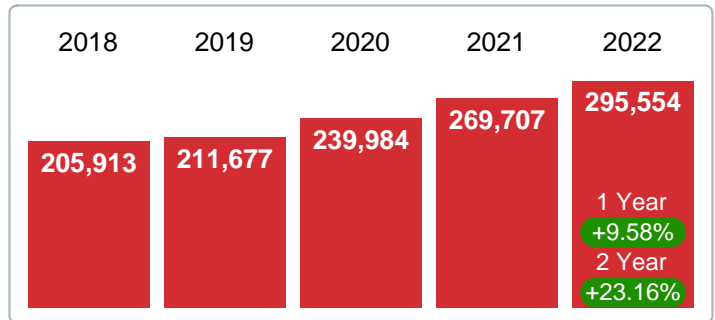
AVERAGE SOLD PRICE AT CLOSING

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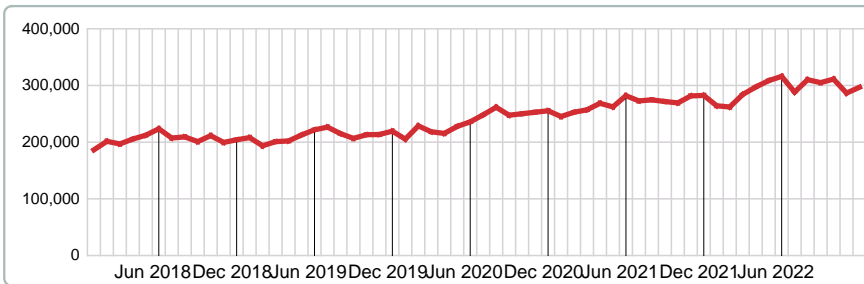
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

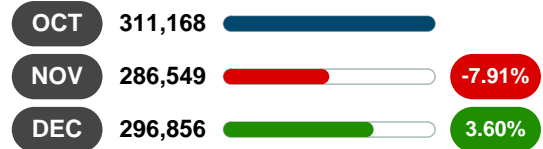


3 MONTHS

5 year DEC AVG = 251,618

High Jun 2022 316,004 Low Jan 2018 186,418

Average Sold Price at Closing this month at **296,856** above the 5 yr DEC average of **251,618**



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	7.90%	69,603	68,745	70,991	77,000	43,000
\$100,001 - \$150,000	11.92%	130,489	128,550	132,038	124,000	0
\$150,001 - \$200,000	16.54%	178,533	167,671	179,692	183,690	179,500
\$200,001 - \$275,000	23.55%	234,295	220,865	233,106	241,978	243,954
\$275,001 - \$350,000	14.46%	309,689	284,667	307,274	311,960	322,700
\$350,001 - \$525,000	14.16%	426,046	439,667	424,446	426,189	426,483
\$525,001 and up	11.48%	749,509	975,000	724,934	637,839	969,564
Average Sold Price		296,856	161,755	239,279	386,627	653,875
Total Closed Units	100%	296,856	90	344	197	40
Total Closed Volume		199,190,316	14.56M	82.31M	76.17M	26.16M

December 2022



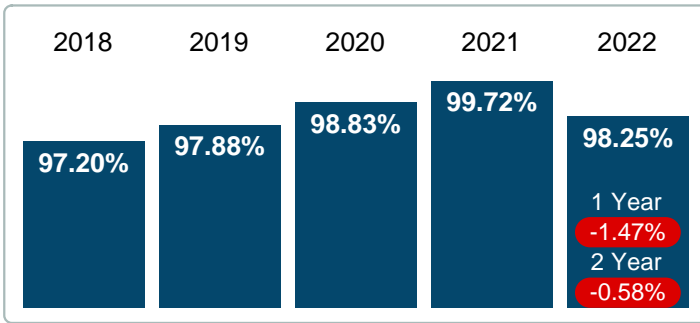
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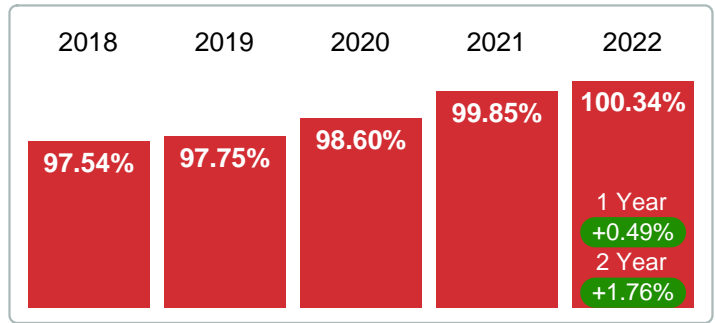
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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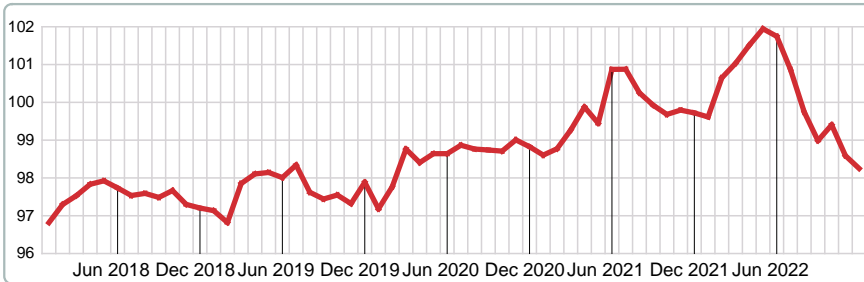
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

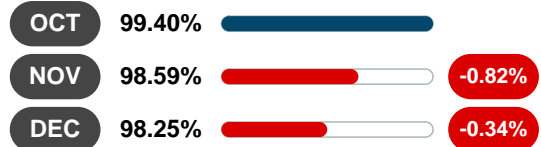


3 MONTHS

5 year DEC AVG = 98.38%

High May 2022 101.95% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.25%**
equal to 5 yr DEC average of **98.38%**



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	53	7.90%	95.92%	99.14%	95.22%	79.90%	72.20%
\$100,001 - \$150,000	80	11.92%	96.84%	97.00%	97.44%	89.95%	0.00%
\$150,001 - \$200,000	111	16.54%	97.90%	98.73%	98.08%	95.38%	96.91%
\$200,001 - \$275,000	158	23.55%	98.53%	97.72%	99.13%	96.67%	100.18%
\$275,001 - \$350,000	97	14.46%	98.97%	100.00%	98.76%	99.08%	99.09%
\$350,001 - \$525,000	95	14.16%	98.78%	98.37%	98.12%	99.26%	98.29%
\$525,001 and up	77	11.48%	99.68%	99.02%	103.50%	100.19%	96.69%
Average Sold/List Ratio		98.20%		98.30%	98.43%	98.16%	97.06%
Total Closed Units	671	100%	98.20%	90	344	197	40
Total Closed Volume	199,190,316			14.56M	82.31M	76.17M	26.16M

December 2022



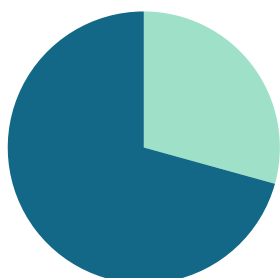
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

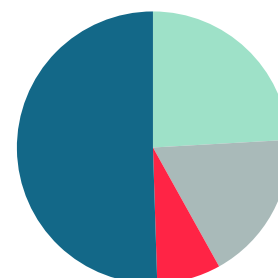


Inventory
 New Listings
617 = 29.30%
 Start Inventory
1,489
 Total Inventory Units
2,106
 Volume
\$838,340,954

Market Activity

Closed Sales
671 = 24.10%
 Pending Sales
496 = 17.82%
 Other Off Market
211 = 7.58%
 Active Inventory
1,406 = 50.50%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,050	671	-36.10%	12,213	10,357	-15.20%
Pending Sales	794	496	-37.53%	12,473	10,056	-19.38%
New Listings	731	617	-15.60%	13,494	12,262	-9.13%
Average List Price	283,800	302,816	6.70%	271,188	296,170	9.21%
Average Sale Price	282,425	296,856	5.11%	269,707	295,554	9.58%
Average Percent of Selling Price to List Price	99.72%	98.25%	-1.47%	99.85%	100.34%	0.49%
Average Days on Market to Sale	20.68	27.60	33.50%	19.40	17.11	-11.78%
Monthly Inventory	842	1,406	66.98%	842	1,406	66.98%
Months Supply of Inventory	0.83	1.63	96.91%	0.83	1.63	96.91%

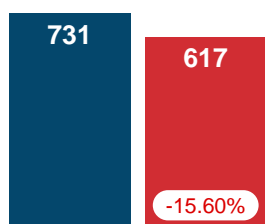
Absorption: Last 12 months, an Average of **863** Sales/Month

Inventory on December 31, 2022 = **1,406** 2021 2022

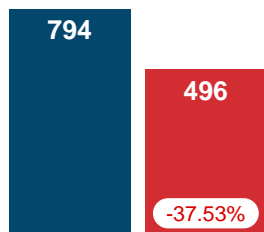
DECEMBER MARKET

AVERAGE PRICES

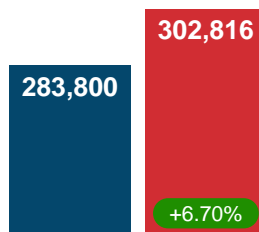
New Listings



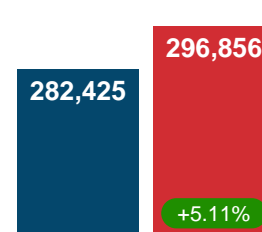
Pending Listings



List Price



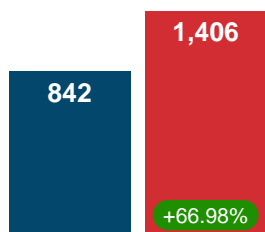
Sale Price



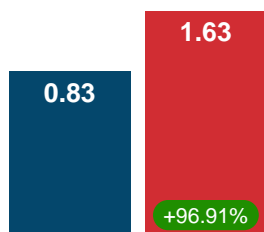
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

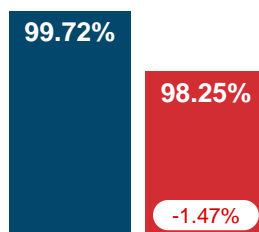
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

