

# December 2022



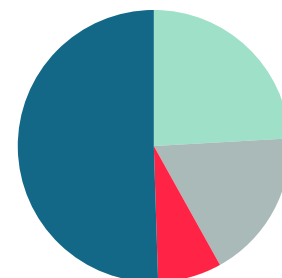
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	223,910	240,000	7.19%
Median Sale Price	223,387	239,900	7.39%
Median Percent of Selling Price to List Price	100.00%	99.14%	-0.86%
Median Days on Market to Sale	6.00	14.00	133.33%
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.

#### 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 **7.39%** in December 2022 to \$239,900 versus the previous year at \$223,387.

#### Median Days on Market Lengthens

The median number of **14.00** days that homes spent on the market before selling increased by 8.00 days or **133.33%** in December 2022 compared to last year's same month at **6.00** DOM.

#### Sales Success for December 2022 is Positive

Overall, with Median 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.

### What's in this Issue

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

### 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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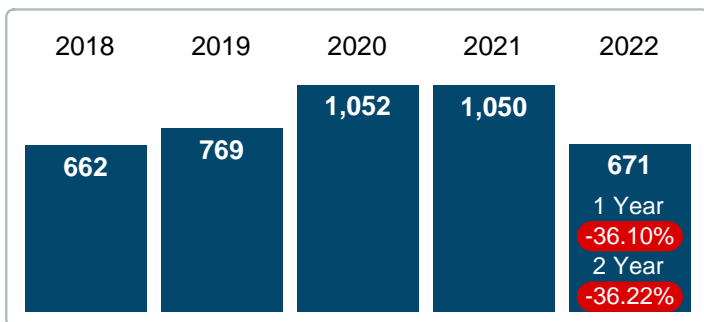
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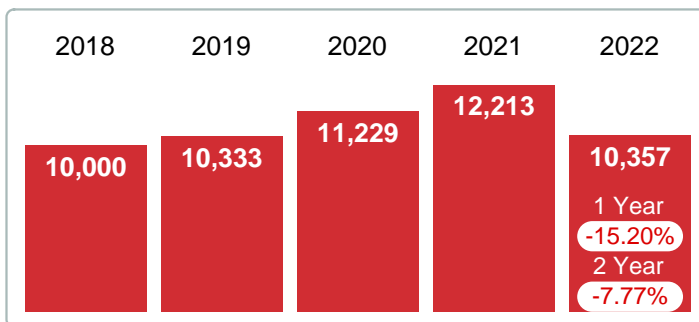
## CLOSED LISTINGS

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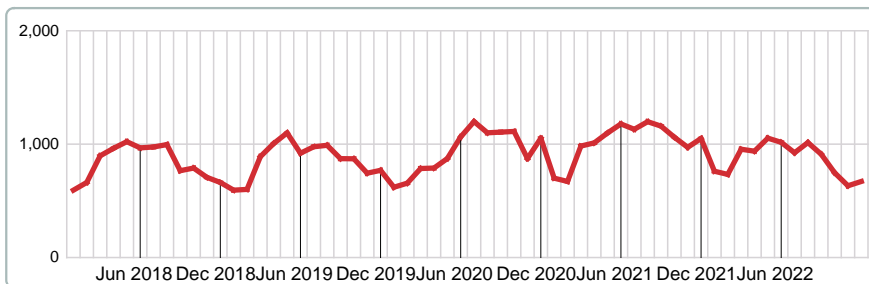
### DECEMBER



### YEAR TO DATE (YTD)

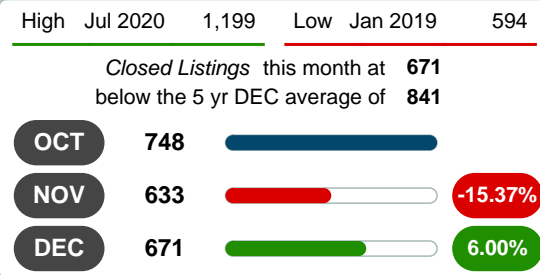


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 841



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	53	7.90%	12.0	31	17	4	1
\$100,001 - \$150,000	80	11.92%	8.5	24	51	5	0
\$150,001 - \$200,000	111	16.54%	16.0	14	85	10	2
\$200,001 - \$275,000	158	23.55%	15.0	13	107	33	5
\$275,001 - \$350,000	97	14.46%	26.0	3	41	48	5
\$350,001 - \$525,000	95	14.16%	15.0	3	32	54	6
\$525,001 and up	77	11.48%	11.0	2	11	43	21
<b>Total Closed Units</b>	<b>671</b>			<b>90</b>	<b>344</b>	<b>197</b>	<b>40</b>
<b>Total Closed Volume</b>	<b>199,190,316</b>	<b>100%</b>	<b>14.0</b>	<b>14.56M</b>	<b>82.31M</b>	<b>76.17M</b>	<b>26.16M</b>
<b>Median Closed Price</b>	<b>\$239,900</b>			<b>\$129,950</b>	<b>\$212,250</b>	<b>\$350,000</b>	<b>\$559,664</b>

# December 2022



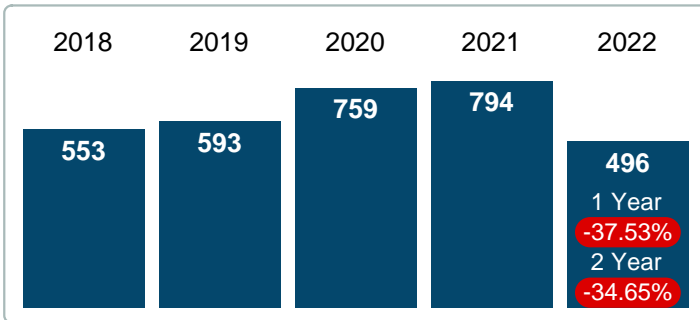
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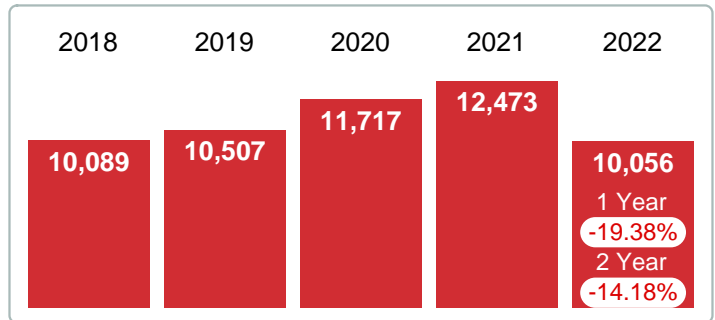
## PENDING LISTINGS

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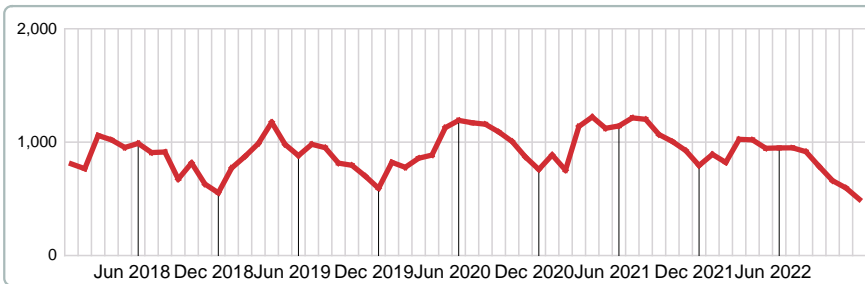
### DECEMBER



### YEAR TO DATE (YTD)

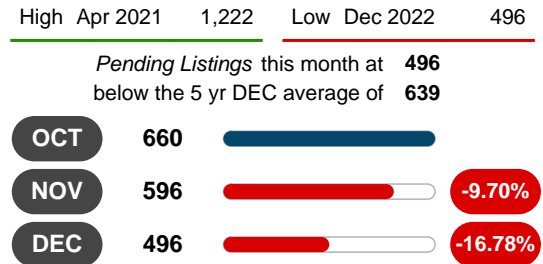


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 639



### 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	32	6.45%	15.0	15	15	1	1
\$100,001 - \$150,000	62	12.50%	9.0	21	35	5	1
\$150,001 - \$200,000	87	17.54%	15.0	8	69	10	0
\$200,001 - \$275,000	122	24.60%	29.5	5	80	32	5
\$275,001 - \$350,000	74	14.92%	29.0	2	37	34	1
\$350,001 - \$525,000	71	14.31%	31.0	1	25	38	7
\$525,001 and up	48	9.68%	21.5	0	7	28	13
<b>Total Pending Units</b>	<b>496</b>			<b>52</b>	<b>268</b>	<b>148</b>	<b>28</b>
<b>Total Pending Volume</b>	<b>144,797,887</b>	<b>100%</b>	<b>20.0</b>	<b>7.34M</b>	<b>64.76M</b>	<b>56.47M</b>	<b>16.23M</b>
<b>Median Listing Price</b>	<b>\$240,000</b>			<b>\$129,950</b>	<b>\$217,145</b>	<b>\$325,000</b>	<b>\$494,750</b>

# December 2022



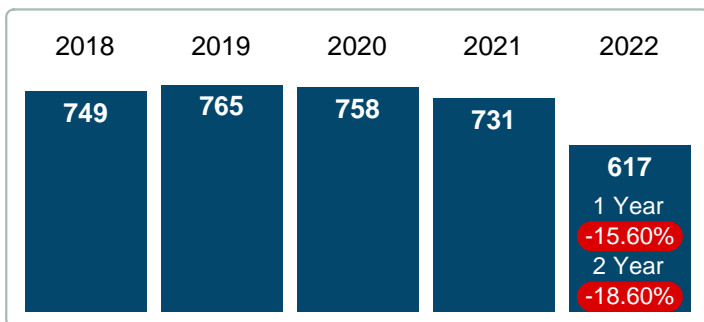
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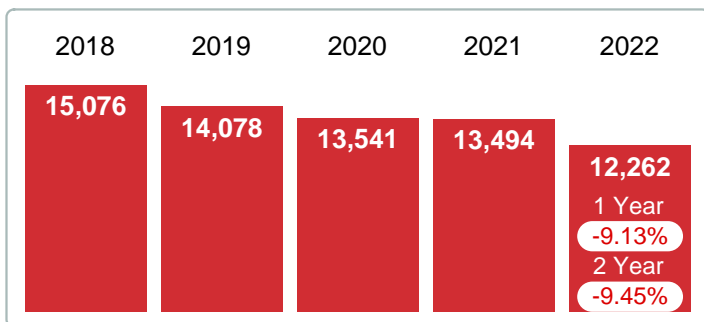
## NEW LISTINGS

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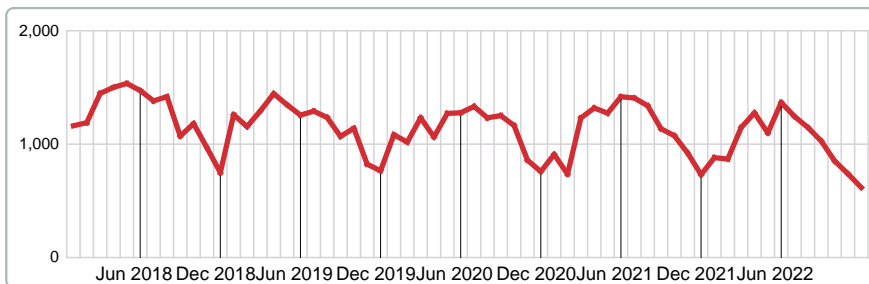
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 724

High May 2018 1,535 | Low Dec 2022 617

New Listings this month at **617**  
 below the 5 yr DEC average of **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
<b>Total New Listed Units</b>	<b>617</b>		<b>93</b>	<b>292</b>	<b>194</b>	<b>38</b>
<b>Total New Listed Volume</b>	<b>203,414,034</b>	<b>100%</b>	<b>18.22M</b>	<b>74.87M</b>	<b>80.63M</b>	<b>29.69M</b>
<b>Median New Listed Listing Price</b>	<b>\$260,000</b>		<b>\$130,000</b>	<b>\$219,950</b>	<b>\$387,450</b>	<b>\$573,950</b>

# December 2022



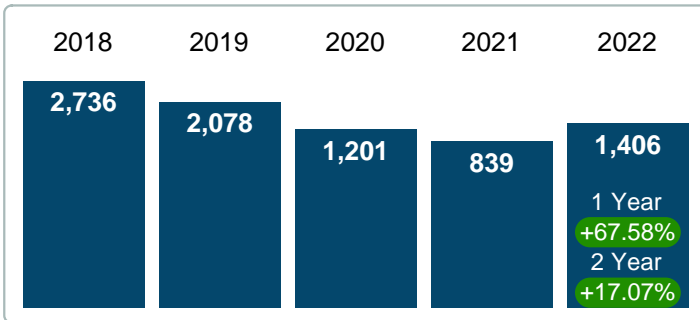
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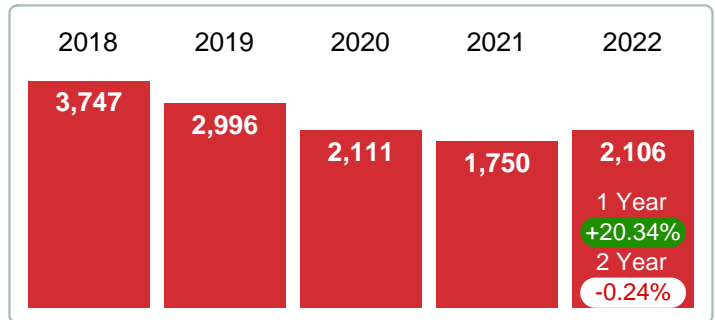
## ACTIVE INVENTORY

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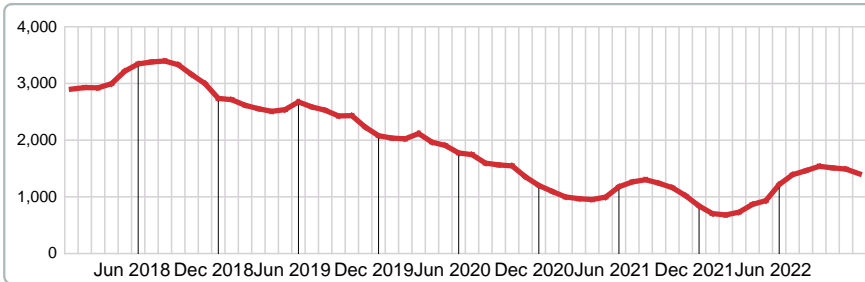
### END OF DECEMBER



### ACTIVE DURING DECEMBER

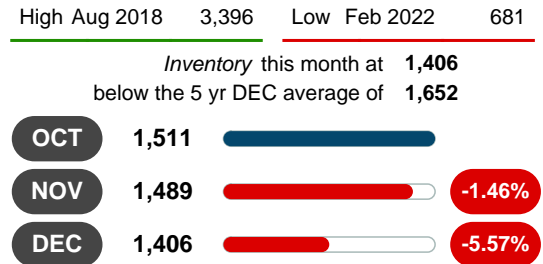


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1,652



### 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	128	9.10%	49.0	72	49	6	1
\$125,001 - \$200,000	164	11.66%	49.5	30	105	26	3
\$200,001 - \$275,000	192	13.66%	47.0	11	128	51	2
\$275,001 - \$425,000	386	27.45%	58.0	20	149	188	29
\$425,001 - \$525,000	197	14.01%	74.0	6	51	121	19
\$525,001 - \$650,000	192	13.66%	102.5	1	36	128	27
\$650,001 and up	147	10.46%	86.0	5	26	61	55
<b>Total Active Inventory by Units</b>	<b>1,406</b>			<b>145</b>	<b>544</b>	<b>581</b>	<b>136</b>
<b>Total Active Inventory by Volume</b>	<b>605,953,951</b>	<b>100%</b>	<b>60.0</b>	<b>31.75M</b>	<b>179.33M</b>	<b>275.33M</b>	<b>119.54M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$350,000</b>			<b>\$127,000</b>	<b>\$270,000</b>	<b>\$451,500</b>	<b>\$593,200</b>

# December 2022



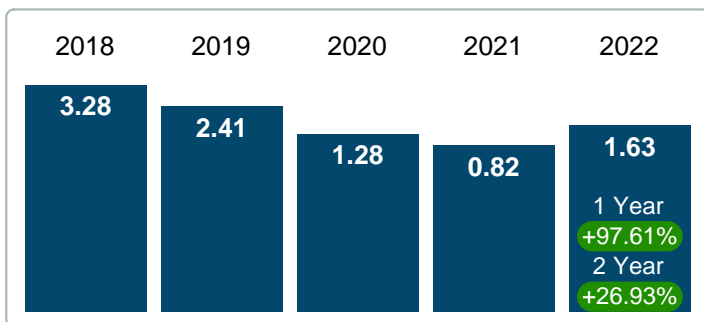
Area Delimited by County Of Tulsa - Residential Property Type



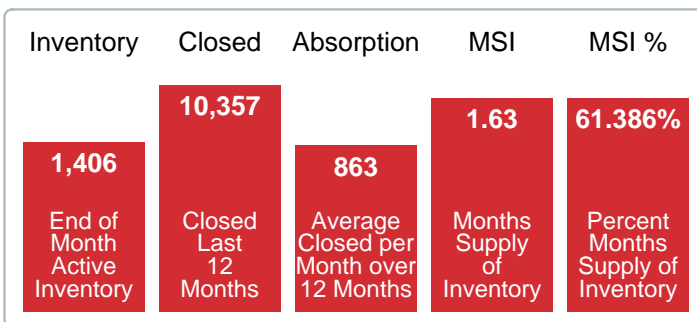
## MONTHS SUPPLY of INVENTORY (MSI)

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

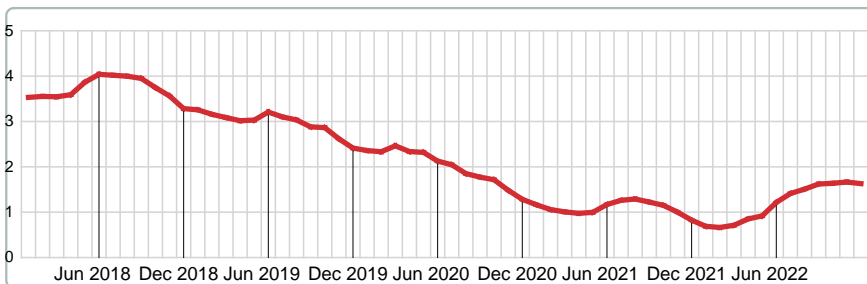
### MSI FOR DECEMBER



### 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



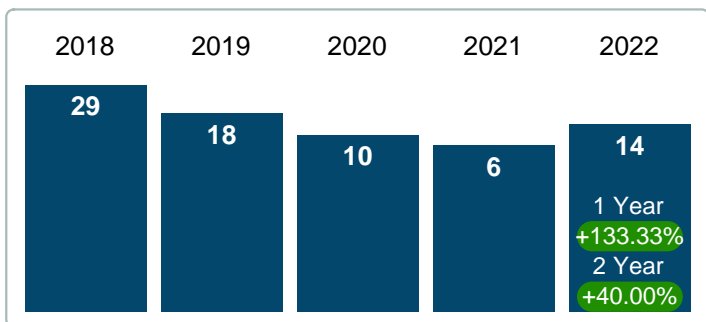
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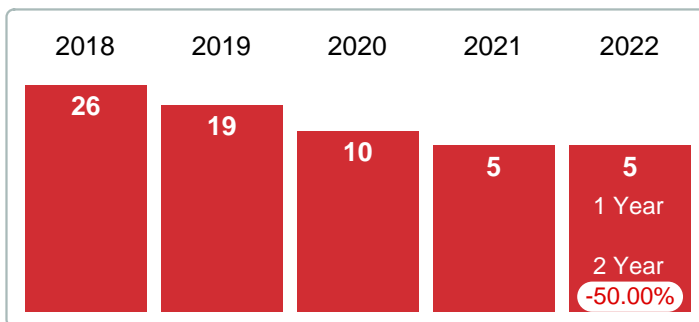
## MEDIAN DAYS ON MARKET TO SALE

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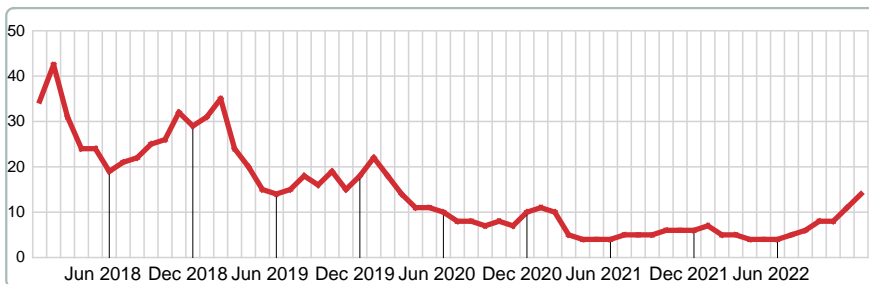
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

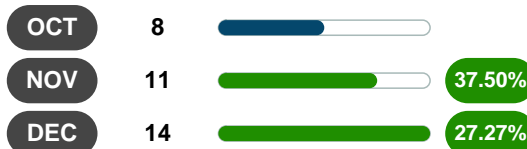


### 3 MONTHS

5 year DEC AVG = 15

High Feb 2018 43 Low Jun 2022 4

Median Days on Market to Sale this month at 14 below the 5 yr DEC average of 15



### 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 <b>53</b>	7.90%	12	10	14	25	38
\$100,001 - \$150,000 <b>80</b>	11.92%	9	7	9	6	0
\$150,001 - \$200,000 <b>111</b>	16.54%	16	5	14	34	41
\$200,001 - \$275,000 <b>158</b>	23.55%	15	12	10	33	7
\$275,001 - \$350,000 <b>97</b>	14.46%	26	1	26	27	53
\$350,001 - \$525,000 <b>95</b>	14.16%	15	10	10	18	10
\$525,001 and up <b>77</b>	11.48%	11	3	8	8	35
Median Closed DOM		14	7	12	19	33
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



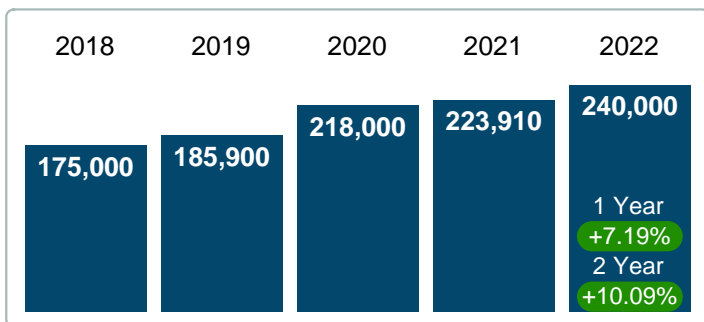
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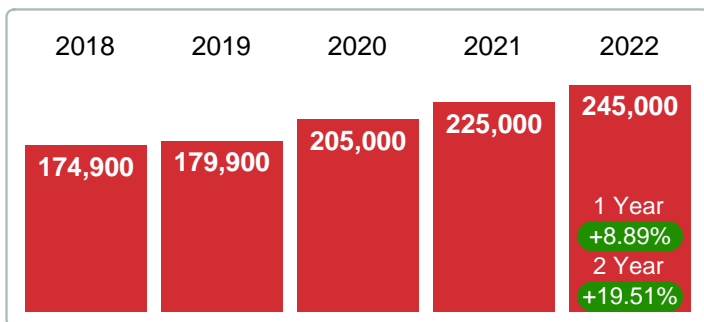
## MEDIAN LIST PRICE AT CLOSING

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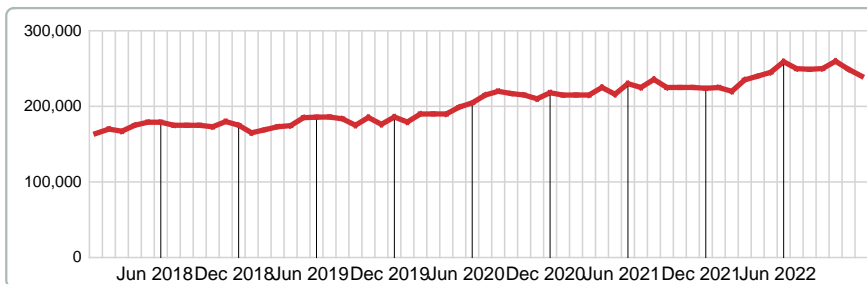
### DECEMBER



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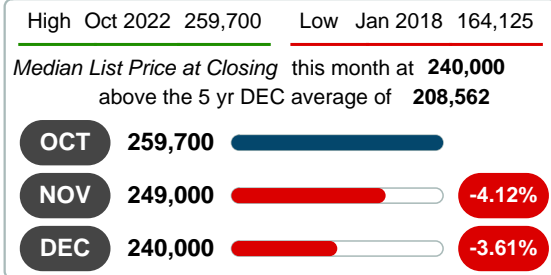


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 208,562



### 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	7.45%	77,500	76,000	79,950	83,750	59,555
\$100,001 - \$150,000	10.43%	129,900	129,000	136,250	125,000	0
\$150,001 - \$200,000	17.73%	179,900	165,000	179,900	188,000	184,950
\$200,001 - \$275,000	23.70%	239,000	220,000	230,000	240,000	249,500
\$275,001 - \$350,000	15.20%	309,900	282,500	307,000	315,000	346,950
\$350,001 - \$525,000	14.61%	429,950	413,900	429,900	429,000	435,000
\$525,001 and up	10.88%	630,000	999,500	576,950	595,000	745,000
Median List Price		240,000	132,450	213,900	350,000	550,882
Total Closed Units	100%	671	90	344	197	40
Total Closed Volume		203,189,833	14.94M	83.56M	77.12M	27.57M



# December 2022



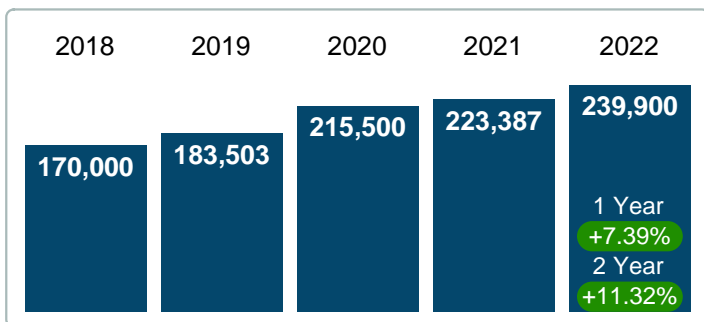
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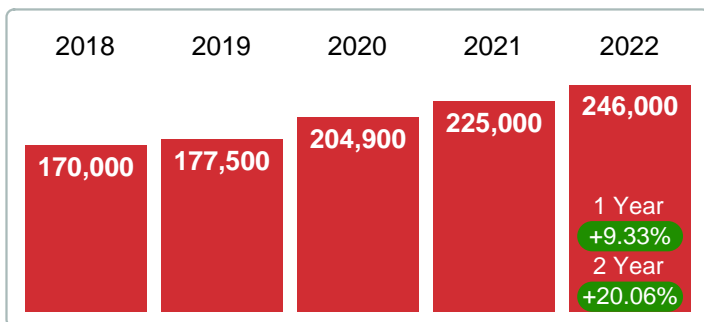
## MEDIAN SOLD PRICE AT CLOSING

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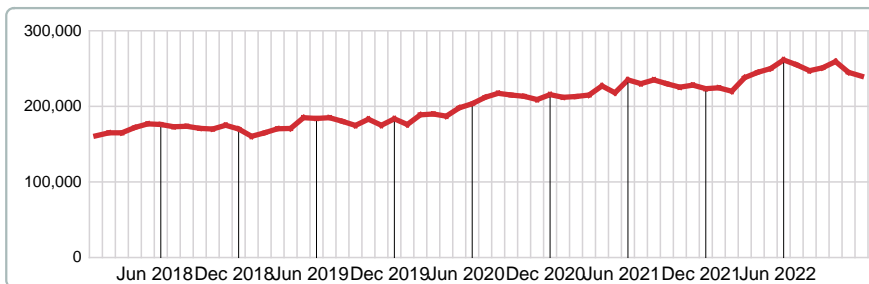
### DECEMBER



### YEAR TO DATE (YTD)

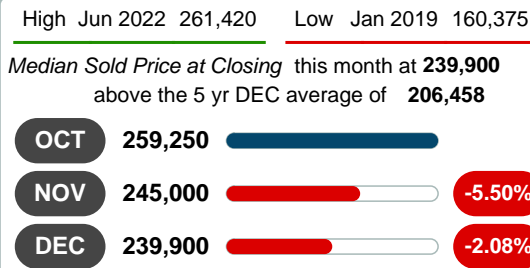


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 206,458



### 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	7.90%	78,000	80,000	75,000	79,000	43,000
\$100,001 - \$150,000	11.92%	130,000	128,250	134,000	120,000	0
\$150,001 - \$200,000	16.54%	178,500	165,750	179,900	186,500	179,500
\$200,001 - \$275,000	23.55%	231,750	216,500	230,000	240,000	244,000
\$275,001 - \$350,000	14.46%	310,000	285,000	308,485	315,000	335,000
\$350,001 - \$525,000	14.16%	410,000	405,000	415,000	406,795	412,500
\$525,001 and up	11.48%	623,000	975,000	595,000	619,609	725,000
Median Sold Price		239,900	129,950	212,250	350,000	559,664
Total Closed Units	100%	671	90	344	197	40
Total Closed Volume		199,190,316	14.56M	82.31M	76.17M	26.16M

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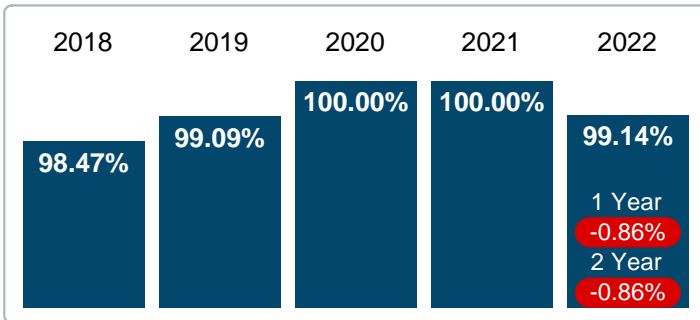
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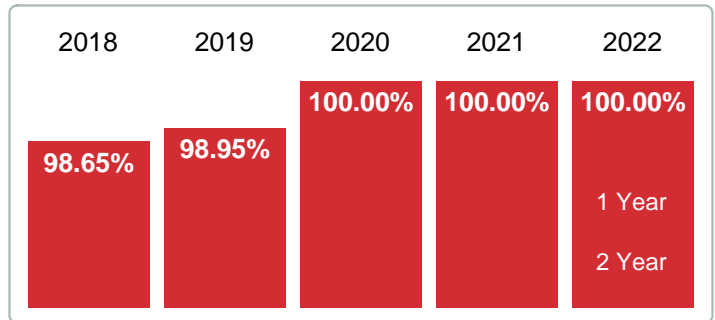
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

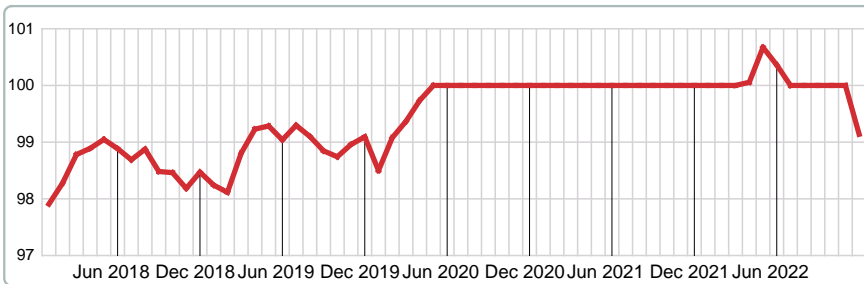
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

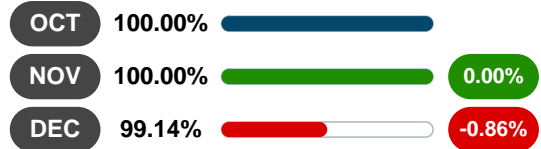


### 3 MONTHS

5 year DEC AVG = 99.34%

High May 2022 100.67% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **99.14%** equal to 5 yr DEC average of **99.34%**



### 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	53	7.90%	95.63%	96.32%	94.94%	79.64%	72.20%	
\$100,001 - \$150,000	80	11.92%	97.42%	97.73%	97.62%	96.08%	0.00%	
\$150,001 - \$200,000	111	16.54%	98.92%	100.00%	98.92%	96.10%	96.91%	
\$200,001 - \$275,000	158	23.55%	100.00%	97.62%	100.00%	98.04%	100.00%	
\$275,001 - \$350,000	97	14.46%	100.00%	100.00%	100.00%	98.96%	100.00%	
\$350,001 - \$525,000	95	14.16%	99.07%	97.85%	99.03%	99.79%	98.01%	
\$525,001 and up	77	11.48%	99.42%	99.02%	100.00%	99.59%	98.42%	
Median Sold/List Ratio		99.14%		97.73%	100.00%	99.00%	98.84%	
Total Closed Units		671	100%	99.14%	90	344	197	40
Total Closed Volume		199,190,316			14.56M	82.31M	76.17M	26.16M

# December 2022



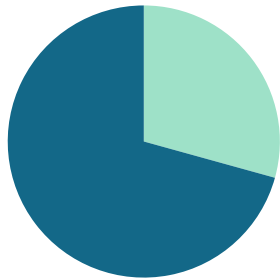
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

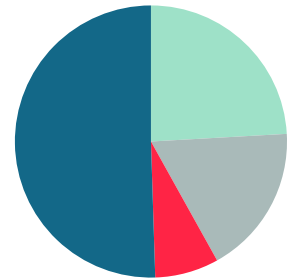


**Inventory**  
 New Listings  
**617 = 29.30%**  
 Start Inventory  
**1,489**  
 Total Inventory Units  
**2,106**  
 Volume  
**\$838,340,954**

### 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%
Median List Price	223,910	240,000	7.19%	225,000	245,000	8.89%
Median Sale Price	223,387	239,900	7.39%	225,000	246,000	9.33%
Median Percent of Selling Price to List Price	100.00%	99.14%	-0.86%	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	14.00	133.33%	5.00	5.00	0.00%
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

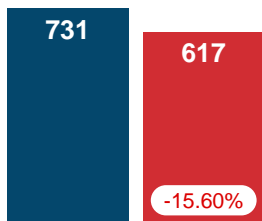
**Inventory** on December 31, 2022 = **1,406**

**2021** **2022**

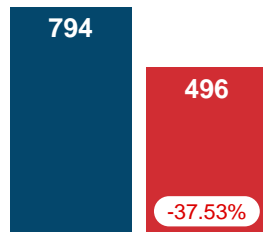
### DECEMBER MARKET

### MEDIAN PRICES

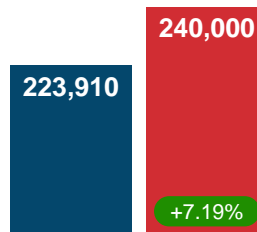
#### New Listings



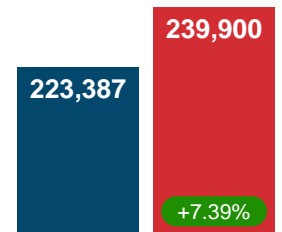
#### Pending Listings



#### List Price



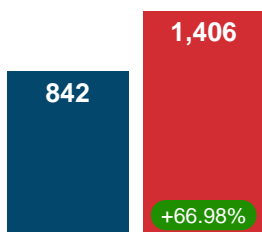
#### Sale Price



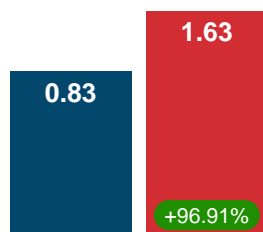
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

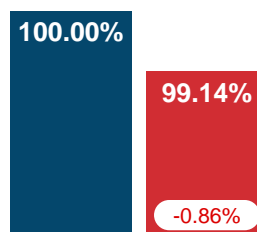
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

