

April 2023



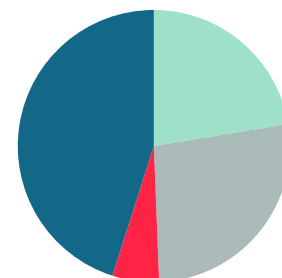
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2022	April 2023	+/-%
Closed Listings	938	687	-26.76%
Pending Listings	1,020	827	-18.92%
New Listings	1,276	1,011	-20.77%
Average List Price	294,819	318,233	7.94%
Average Sale Price	297,242	313,486	5.47%
Average Percent of Selling Price to List Price	101.51%	99.28%	-2.20%
Average Days on Market to Sale	11.39	28.68	151.89%
End of Month Inventory	871	1,382	58.67%
Months Supply of Inventory	0.85	1.76	105.71%



■ Closed (22.41%)
■ Pending (26.97%)
■ Other OffMarket (5.54%)
■ Active (45.08%)

Absorption: Last 12 months, an Average of **786** Sales/Month
Active Inventory as of April 30, 2023 = **1,382**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2023 rose **58.67%** to 1,382 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 **1.76** 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 **5.47%** in April 2023 to \$313,486 versus the previous year at \$297,242.

Average Days on Market Lengthens

The average number of **28.68** days that homes spent on the market before selling increased by 17.30 days or **151.89%** 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 1,011 New Listings in April 2023, down **20.77%** from last year at 1,276. Furthermore, there were 687 Closed Listings this month versus last year at 938, a **-26.76%** decrease.

Closed versus Listed trends yielded a **68.0%** ratio, down from previous year's, April 2022, at **73.5%**, a **7.56%** 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

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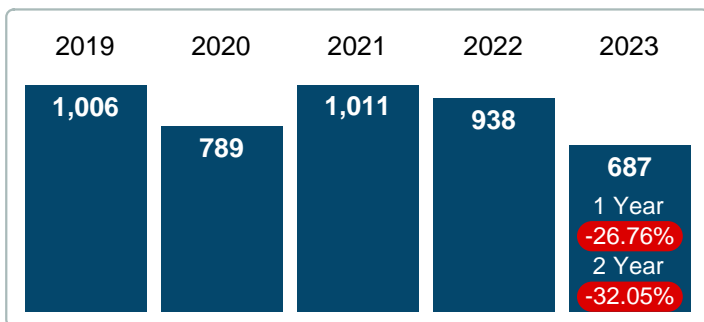
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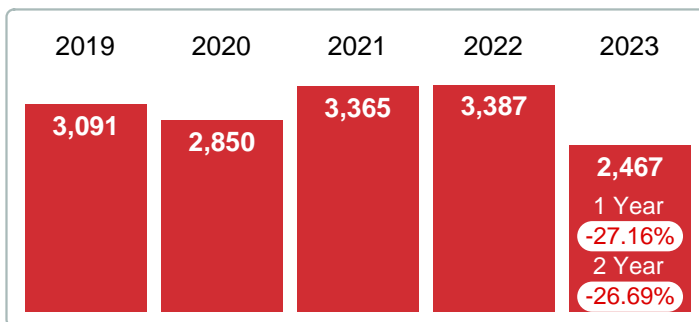
CLOSED LISTINGS

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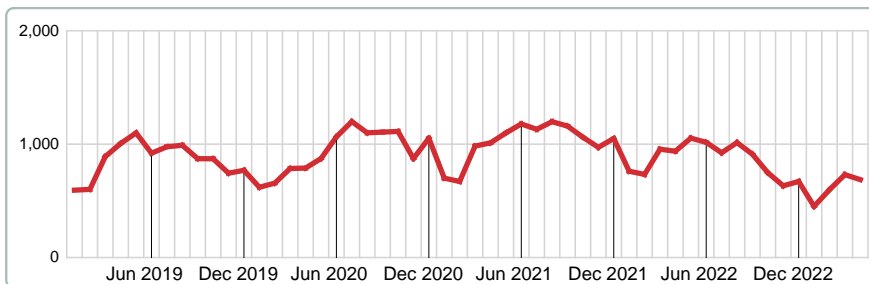
APRIL



YEAR TO DATE (YTD)

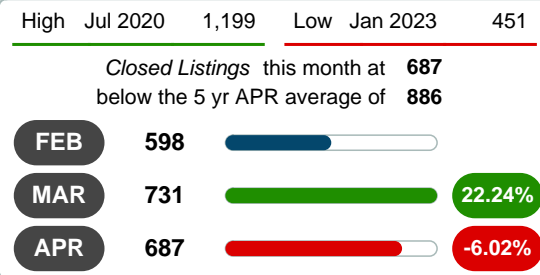


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 886



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	7.71%	14.1	24	24	4	1
\$125,001 - \$175,000	105	15.28%	23.1	22	75	8	0
\$175,001 - \$200,000	65	9.46%	15.6	7	51	5	2
\$200,001 - \$300,000	210	30.57%	19.5	19	138	49	4
\$300,001 - \$375,000	93	13.54%	35.1	3	42	43	5
\$375,001 - \$525,000	82	11.94%	48.7	4	23	47	8
\$525,001 and up	79	11.50%	52.6	1	16	50	12
Total Closed Units	687			80	369	206	32
Total Closed Volume	215,364,751	100%	28.7	15.41M	94.06M	88.67M	17.24M
Average Closed Price	\$313,486			\$192,563	\$254,892	\$430,416	\$538,712

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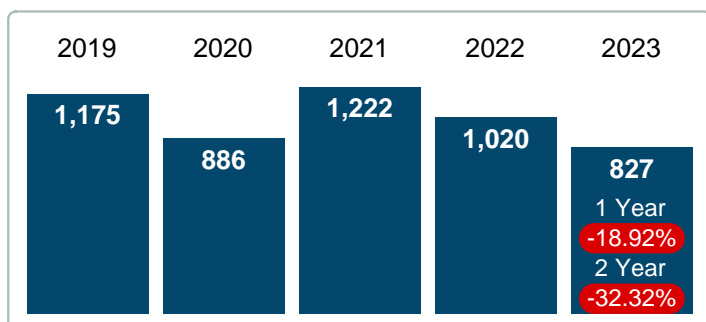
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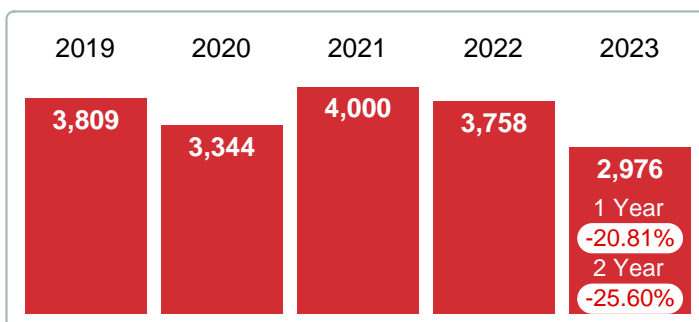
PENDING LISTINGS

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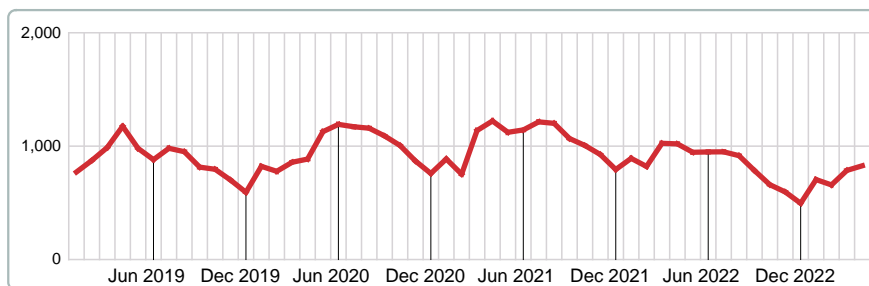
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

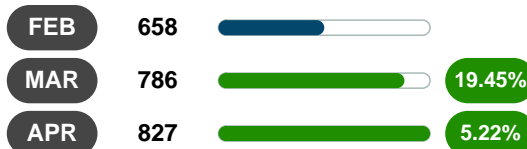


3 MONTHS

5 year APR AVG = 1,026

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **827**
 below the 5 yr APR average of **1,026**



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	54	6.53%	21.5	29	25	0	0
\$100,001 - \$175,000	126	15.24%	15.7	39	82	5	0
\$175,001 - \$225,000	124	14.99%	19.9	11	99	12	2
\$225,001 - \$300,000	196	23.70%	23.1	8	132	51	5
\$300,001 - \$375,000	127	15.36%	32.7	6	51	60	10
\$375,001 - \$525,000	119	14.39%	46.6	3	34	64	18
\$525,001 and up	81	9.79%	60.7	2	14	47	18
Total Pending Units	827			98	437	239	53
Total Pending Volume	255,863,679	100%	28.5	16.70M	110.43M	103.00M	25.74M
Average Listing Price	\$309,140			\$170,425	\$252,693	\$430,963	\$485,568

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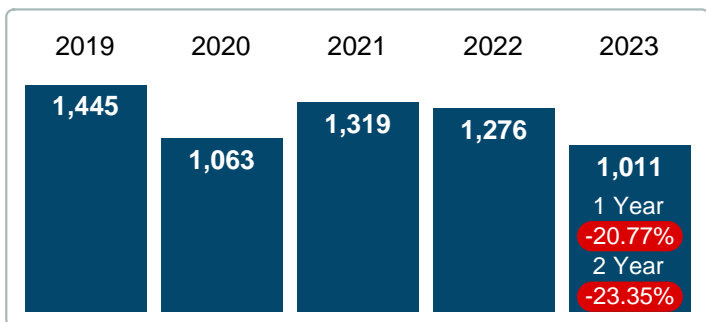
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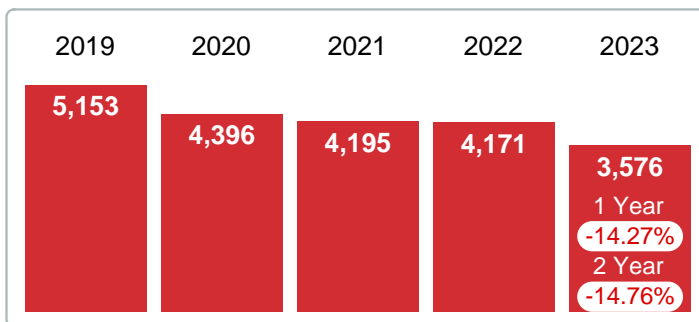
NEW LISTINGS

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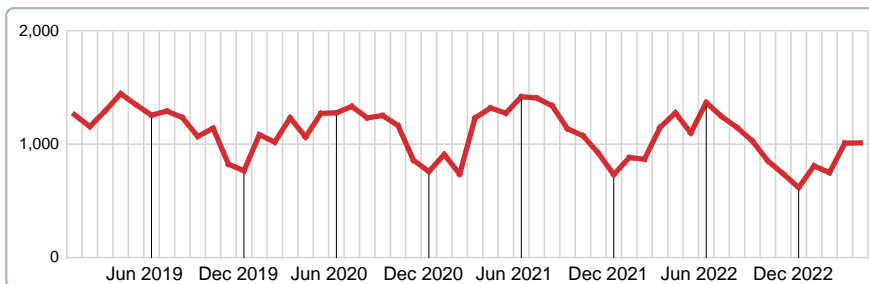
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

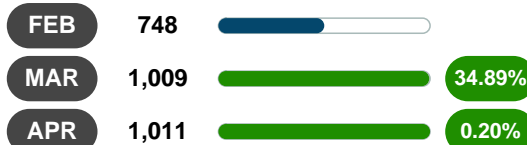


3 MONTHS

5 year APR AVG = 1,223

High Apr 2019 1,445 | Low Dec 2022 617

New Listings this month at **1,011**
 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	101	9.99%	54	44	3	0
\$125,001 - \$175,000	109	10.78%	32	70	6	1
\$175,001 - \$225,000	120	11.87%	10	97	11	2
\$225,001 - \$325,000	274	27.10%	14	180	68	12
\$325,001 - \$425,000	176	17.41%	3	65	92	16
\$425,001 - \$575,000	125	12.36%	5	45	62	13
\$575,001 and up	106	10.48%	4	14	54	34
Total New Listed Units	1,011		122	515	296	78
Total New Listed Volume	372,074,123	100%	22.18M	139.67M	136.53M	73.69M
Average New Listed Listing Price	\$304,194		\$181,818	\$271,212	\$461,238	\$944,768

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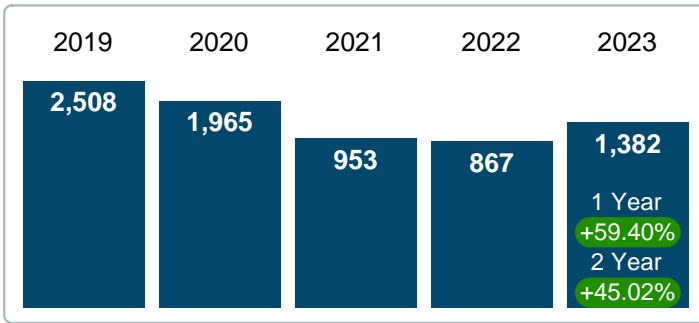
Area Delimited by County Of Tulsa - Residential Property Type



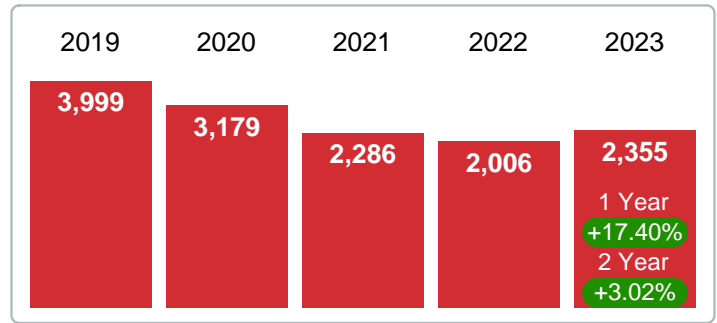
ACTIVE INVENTORY

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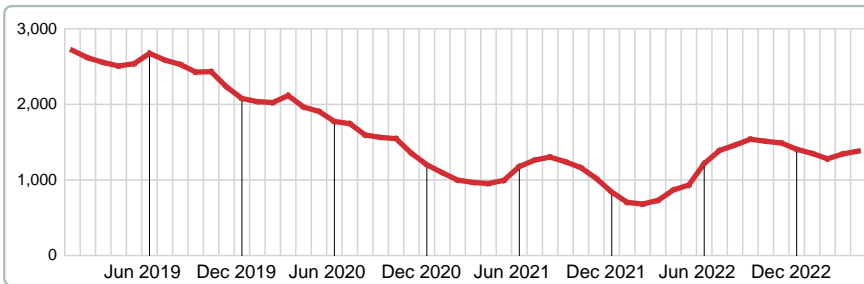
END OF APRIL



ACTIVE DURING APRIL

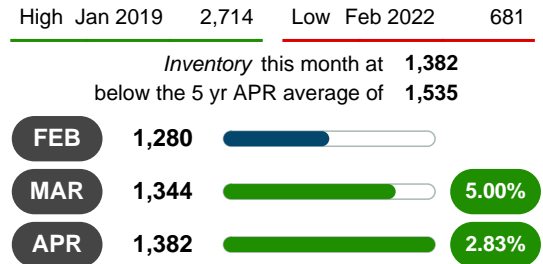


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,535



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	110	7.96%	82.2	66	42	2	0
\$125,001 - \$225,000	168	12.16%	51.8	34	108	22	4
\$225,001 - \$325,000	241	17.44%	44.5	11	153	69	8
\$325,001 - \$450,000	331	23.95%	59.5	16	139	155	21
\$450,001 - \$525,000	161	11.65%	95.0	2	54	90	15
\$525,001 - \$700,000	231	16.71%	115.0	6	41	146	38
\$700,001 and up	140	10.13%	72.2	7	13	65	55
Total Active Inventory by Units	1,382			142	550	549	141
Total Active Inventory by Volume	637,739,541	100%	72.4	35.12M	182.97M	283.69M	135.96M
Average Active Inventory Listing Price	\$461,461			\$247,299	\$332,670	\$516,744	\$964,269

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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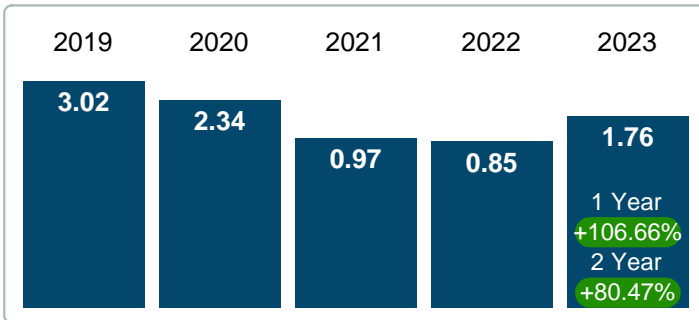
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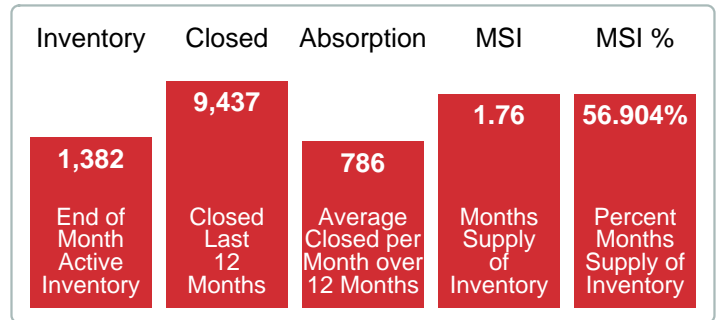
MONTHS SUPPLY of INVENTORY (MSI)

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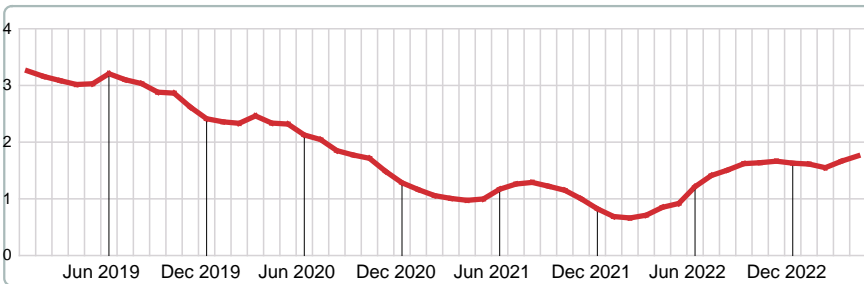
MSI FOR APRIL



INDICATORS FOR APRIL 2023

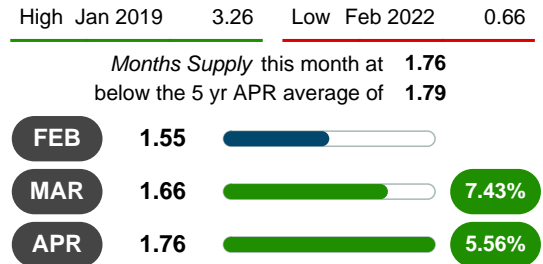


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1.79



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	110	7.96%	1.20	1.40	1.04	0.51	0.00
\$125,001 - \$225,000	168	12.16%	0.73	1.02	0.62	0.95	2.29
\$225,001 - \$325,000	241	17.44%	1.09	1.05	1.12	1.01	1.45
\$325,001 - \$450,000	331	23.95%	2.67	5.05	3.26	2.31	1.94
\$450,001 - \$525,000	161	11.65%	3.90	2.18	4.76	3.72	3.10
\$525,001 - \$700,000	231	16.71%	4.92	9.00	4.97	5.01	4.30
\$700,001 and up	140	10.13%	4.54	16.80	3.32	3.92	5.55
Market Supply of Inventory (MSI)			1.76	1.48	1.32	2.36	3.35
Total Active Inventory by Units		100%	1,382	142	550	549	141

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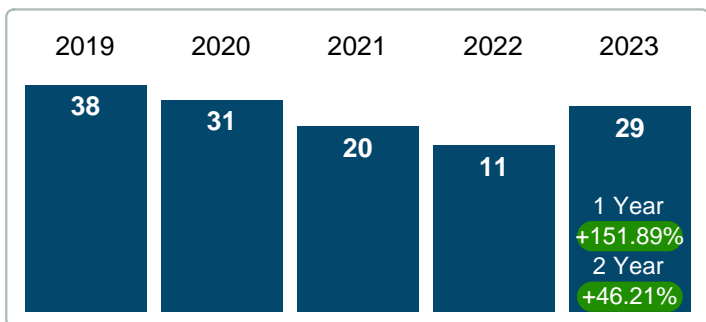
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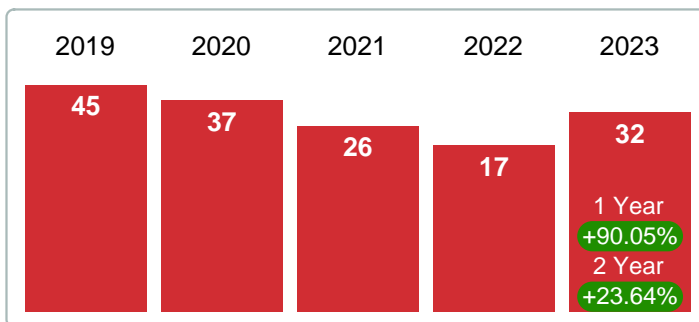
AVERAGE DAYS ON MARKET TO SALE

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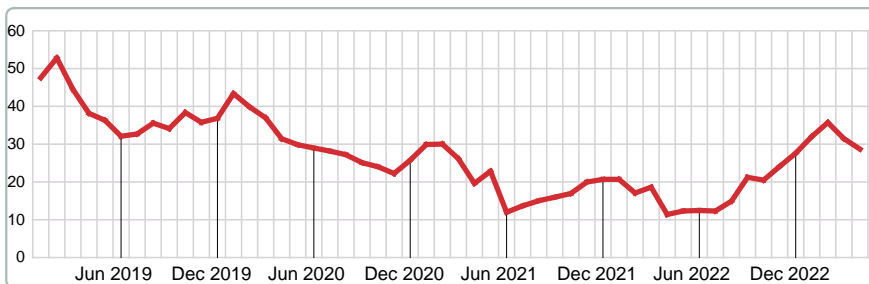
APRIL



YEAR TO DATE (YTD)

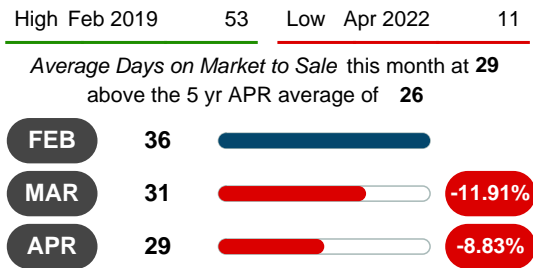


5 YEAR MARKET ACTIVITY TRENDS



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	7.71%	14	13	12	37	1
\$125,001 - \$175,000	15.28%	23	29	21	31	0
\$175,001 - \$200,000	9.46%	16	36	12	7	69
\$200,001 - \$300,000	30.57%	20	23	19	21	13
\$300,001 - \$375,000	13.54%	35	43	32	37	42
\$375,001 - \$525,000	11.94%	49	68	56	41	65
\$525,001 and up	11.50%	53	40	45	59	38
Average Closed DOM		29	26	23	38	43
Total Closed Units	100%	29	80	369	206	32
Total Closed Volume		215,364,751	15.41M	94.06M	88.67M	17.24M

April 2023



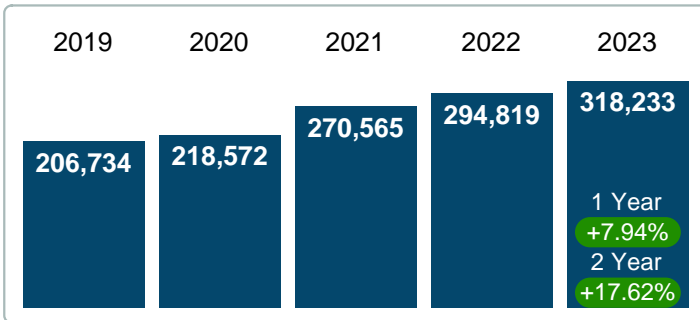
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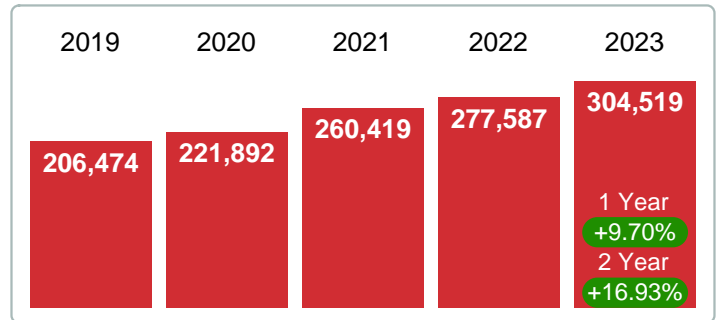
AVERAGE LIST PRICE AT CLOSING

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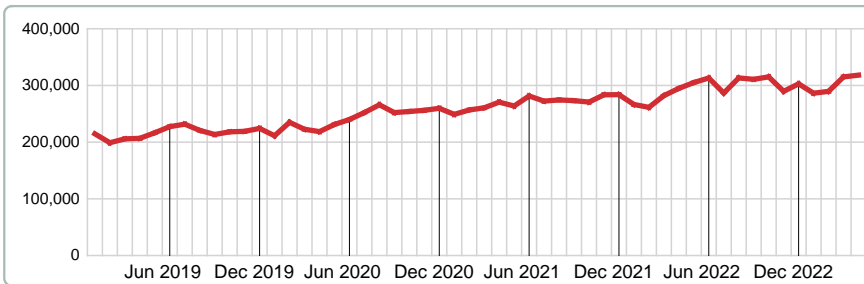
APRIL



YEAR TO DATE (YTD)

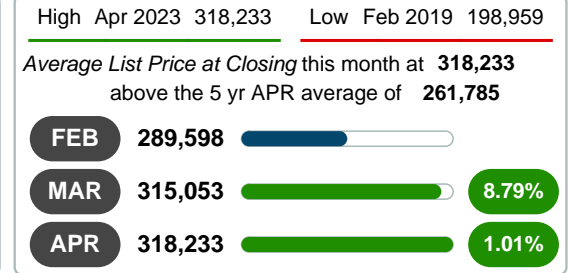


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 261,785



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	8.44%	90,127	84,127	91,596	116,175	75,500
\$125,001 - \$175,000	15.14%	152,970	142,225	152,763	161,349	0
\$175,001 - \$200,000	9.90%	191,594	188,922	188,912	187,000	188,580
\$200,001 - \$300,000	29.11%	250,663	240,334	245,140	266,057	254,950
\$300,001 - \$375,000	14.26%	337,422	329,620	336,880	335,373	339,980
\$375,001 - \$525,000	11.79%	441,047	482,000	435,678	437,183	439,827
\$525,001 and up	11.35%	840,211	1,500,000	860,869	789,589	936,917
Average List Price		318,233	193,171	257,623	437,745	560,437
Total Closed Units	100%	318,233	80	369	206	32
Total Closed Volume		218,625,749	15.45M	95.06M	90.18M	17.93M

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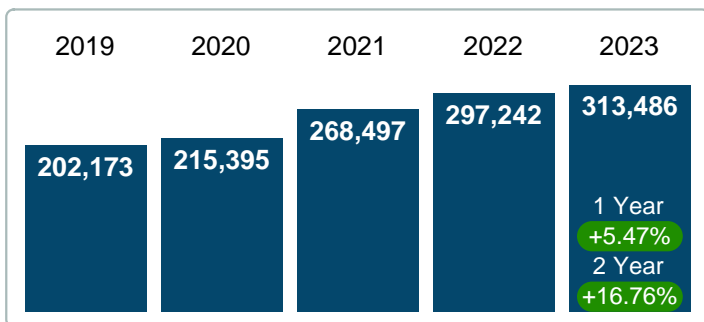
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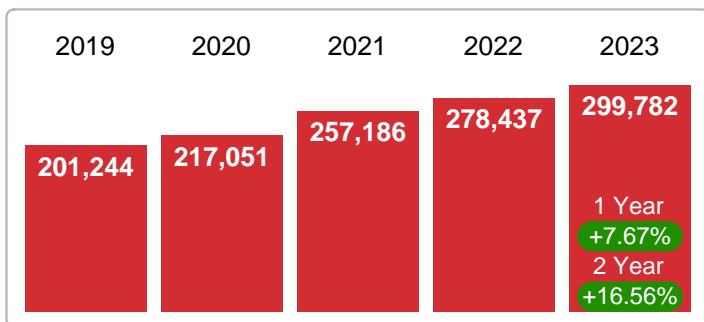
AVERAGE SOLD PRICE AT CLOSING

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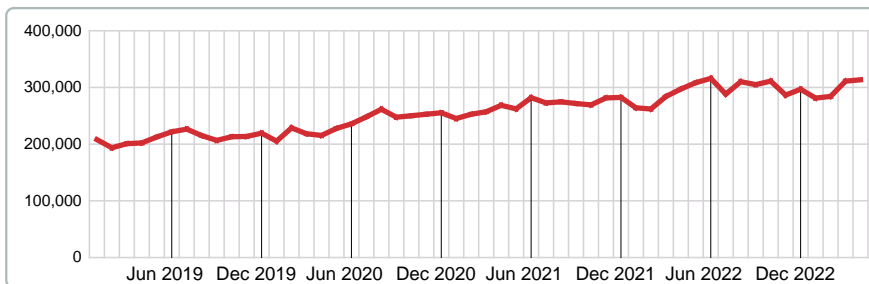
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

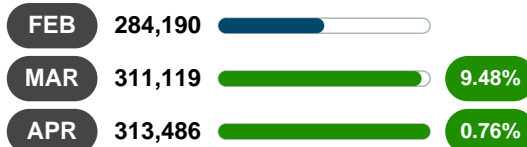


3 MONTHS

5 year APR AVG = 259,359

High Jun 2022 316,004 Low Feb 2019 193,632

Average Sold Price at Closing this month at **313,486** above the 5 yr APR average of **259,359**



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	7.71%	87,608	84,615	86,466	115,450	75,500
\$125,001 - \$175,000	15.28%	149,641	143,014	151,622	149,294	0
\$175,001 - \$200,000	9.46%	189,359	189,079	190,349	182,800	181,500
\$200,001 - \$300,000	30.57%	247,243	238,976	243,689	259,610	257,625
\$300,001 - \$375,000	13.54%	331,882	319,954	332,810	331,677	333,000
\$375,001 - \$525,000	11.94%	433,902	476,000	429,306	431,776	438,563
\$525,001 and up	11.50%	814,365	1,500,000	838,713	776,383	883,023
Average Sold Price		313,486	192,563	254,892	430,416	538,712
Total Closed Units	100%	687	80	369	206	32
Total Closed Volume		215,364,751	15.41M	94.06M	88.67M	17.24M

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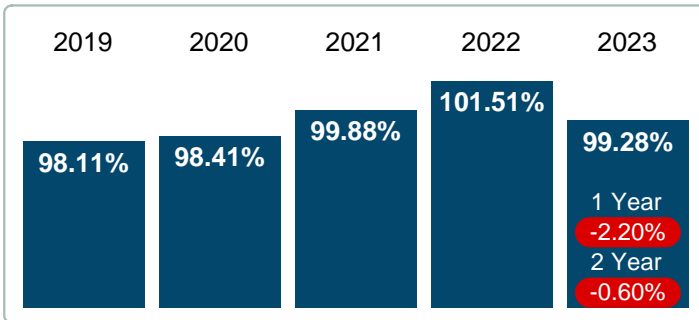
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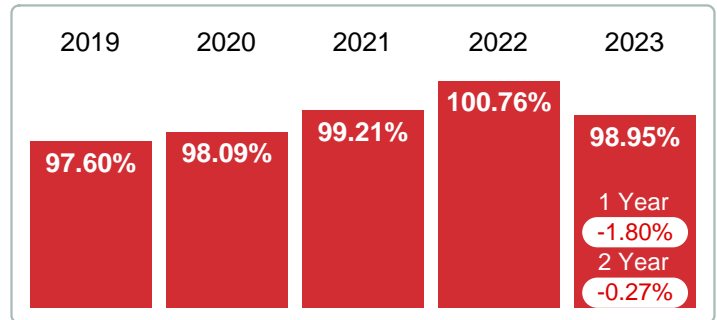
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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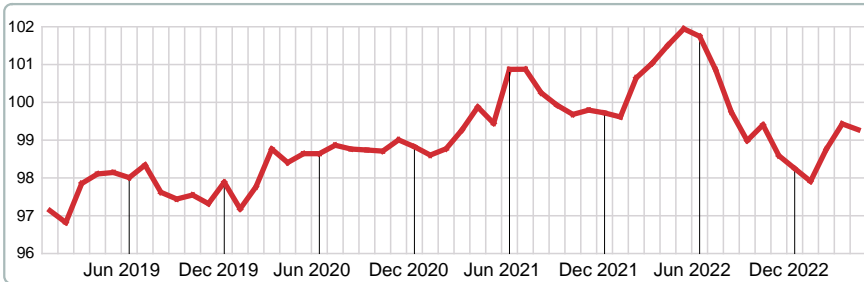
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

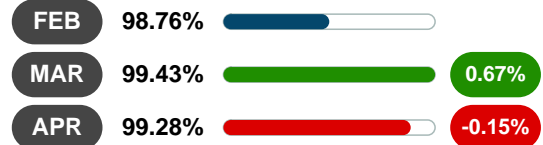


3 MONTHS

5 year APR AVG = 99.44%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **99.28%** 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	7.71%	98.56%	100.36%	96.58%	99.29%	100.00%
\$125,001 - \$175,000	105	15.28%	100.09%	101.98%	99.91%	96.66%	0.00%
\$175,001 - \$200,000	65	9.46%	100.51%	100.23%	100.96%	97.94%	96.30%
\$200,001 - \$300,000	210	30.57%	99.27%	99.61%	99.64%	97.98%	101.08%
\$300,001 - \$375,000	93	13.54%	98.79%	97.21%	98.84%	98.95%	98.05%
\$375,001 - \$525,000	82	11.94%	98.95%	99.40%	98.62%	98.94%	99.71%
\$525,001 and up	79	11.50%	98.58%	100.00%	98.17%	99.11%	96.78%
Average Sold/List Ratio			99.30%	100.45%	99.46%	98.65%	98.32%
Total Closed Units		100%	99.30%	80	369	206	32
Total Closed Volume				15.41M	94.06M	88.67M	17.24M

April 2023



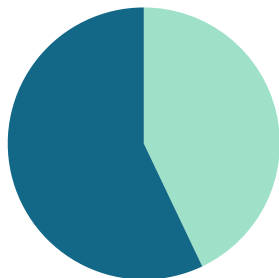
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

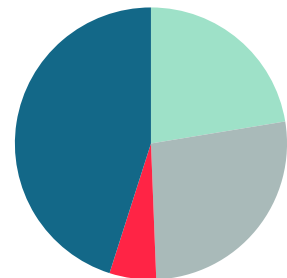


Inventory
 New Listings
1,011 = 42.93%
 Start Inventory
1,344
 Total Inventory Units
2,355
 Volume
\$961,047,120

Market Activity

Closed Sales
687 = 22.41%
 Pending Sales
827 = 26.97%
 Other Off Market
170 = 5.54%
 Active Inventory
1,382 = 45.08%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	938	687	-26.76%	3,387	2,467	-27.16%
Pending Sales	1,020	827	-18.92%	3,758	2,976	-20.81%
New Listings	1,276	1,011	-20.77%	4,171	3,576	-14.27%
Average List Price	294,819	318,233	7.94%	277,587	304,519	9.70%
Average Sale Price	297,242	313,486	5.47%	278,437	299,782	7.67%
Average Percent of Selling Price to List Price	101.51%	99.28%	-2.20%	100.76%	98.95%	-1.80%
Average Days on Market to Sale	11.39	28.68	151.89%	16.74	31.82	90.05%
Monthly Inventory	871	1,382	58.67%	871	1,382	58.67%
Months Supply of Inventory	0.85	1.76	105.71%	0.85	1.76	105.71%

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

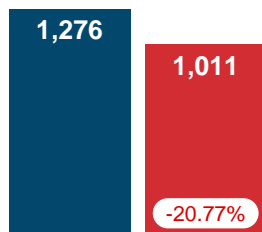
Inventory on April 30, 2023 = **1,382**

2022 **2023**

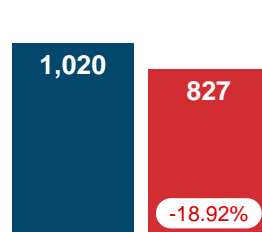
APRIL MARKET

AVERAGE PRICES

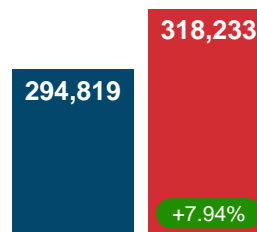
New Listings



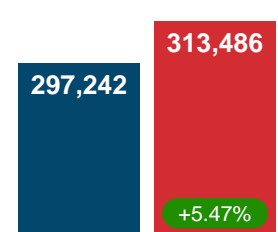
Pending Listings



List Price



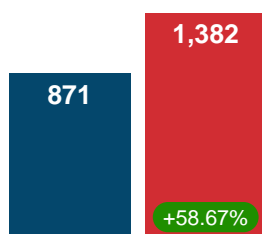
Sale Price



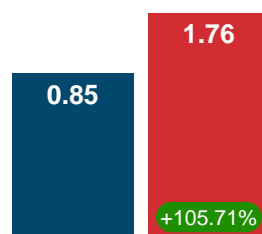
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

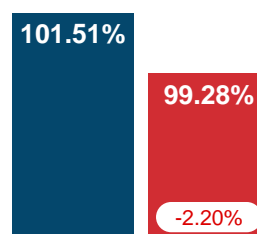
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

