

April 2023



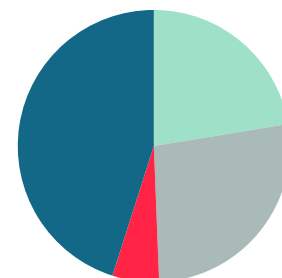
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	240,000	255,000	6.25%
Median Sale Price	245,000	252,000	2.86%
Median Percent of Selling Price to List Price	100.06%	100.00%	-0.06%
Median Days on Market to Sale	4.00	8.00	100.00%
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.

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 **2.86%** in April 2023 to \$252,000 versus the previous year at \$245,000.

Median Days on Market Lengthens

The median number of **8.00** days that homes spent on the market before selling increased by 4.00 days or **100.00%** in April 2023 compared to last year's same month at **4.00** DOM.

Sales Success for April 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 1,011 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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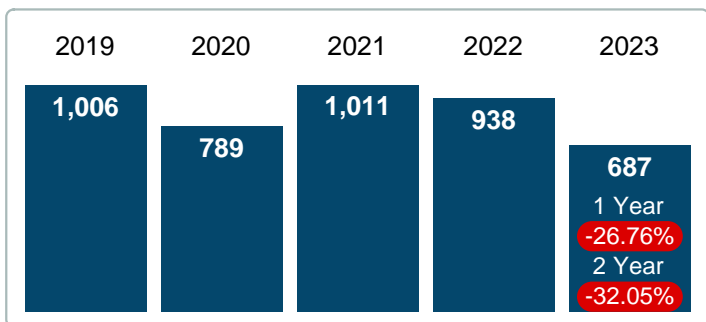
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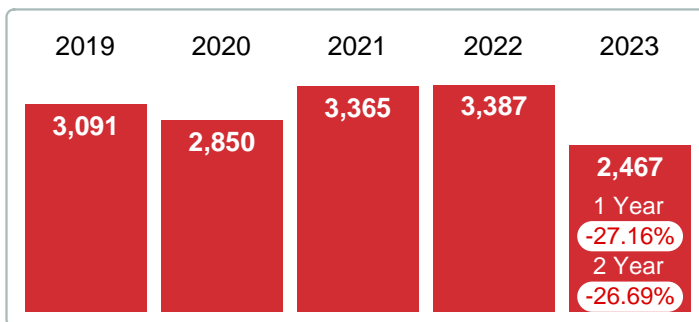
CLOSED LISTINGS

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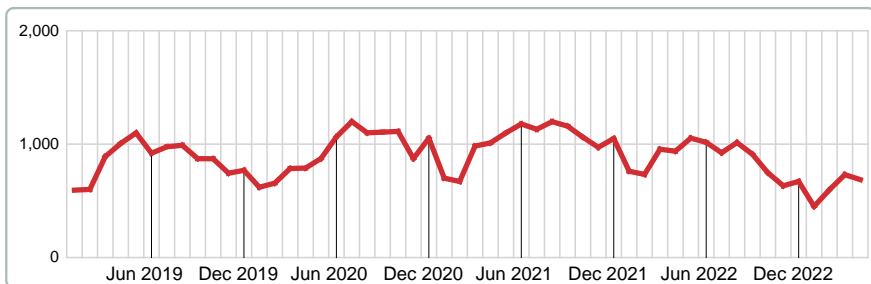
APRIL



YEAR TO DATE (YTD)

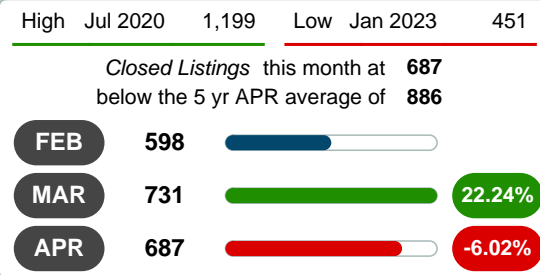


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 886



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	53	7.71%	7.0	24	24	4	1
\$125,001 - \$175,000	105	15.28%	5.0	22	75	8	0
\$175,001 - \$200,000	65	9.46%	4.0	7	51	5	2
\$200,001 - \$300,000	210	30.57%	7.0	19	138	49	4
\$300,001 - \$375,000	93	13.54%	19.0	3	42	43	5
\$375,001 - \$525,000	82	11.94%	16.5	4	23	47	8
\$525,001 and up	79	11.50%	11.0	1	16	50	12
Total Closed Units	687			80	369	206	32
Total Closed Volume	215,364,751	100%	8.0	15.41M	94.06M	88.67M	17.24M
Median Closed Price	\$252,000			\$145,250	\$220,000	\$357,450	\$434,950

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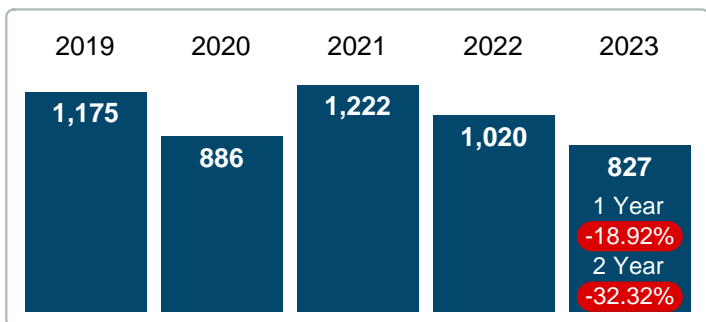
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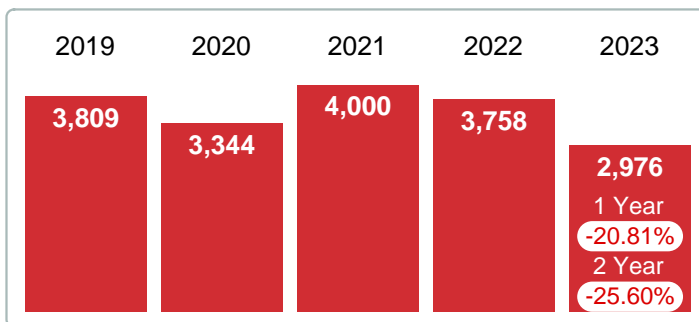
PENDING LISTINGS

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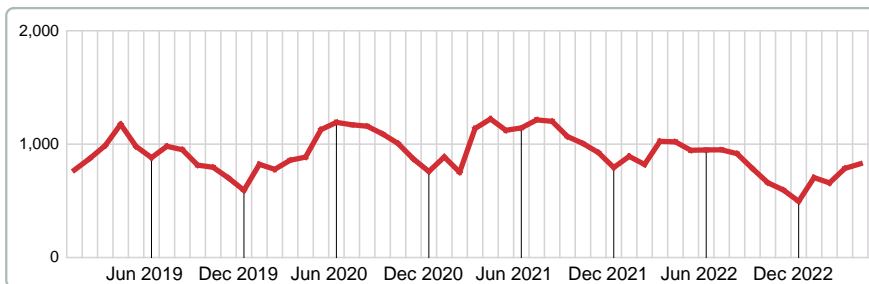
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

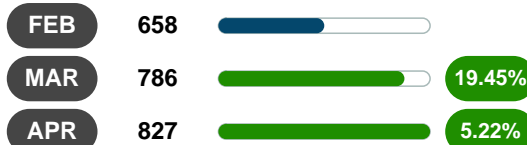


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	54	6.53%	7.0	29	25	0	0
\$100,001 - \$175,000	126	15.24%	7.0	39	82	5	0
\$175,001 - \$225,000	124	14.99%	5.0	11	99	12	2
\$225,001 - \$300,000	196	23.70%	8.0	8	132	51	5
\$300,001 - \$375,000	127	15.36%	14.0	6	51	60	10
\$375,001 - \$525,000	119	14.39%	15.0	3	34	64	18
\$525,001 and up	81	9.79%	21.0	2	14	47	18
Total Pending Units	827			98	437	239	53
Total Pending Volume	255,863,679	100%	9.0	16.70M	110.43M	103.00M	25.74M
Median Listing Price	\$269,990			\$136,750	\$230,000	\$369,000	\$475,000

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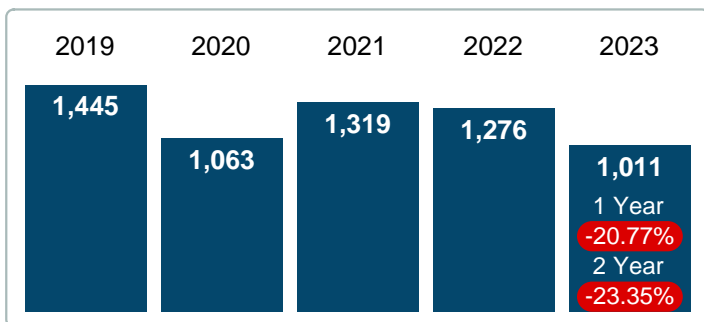
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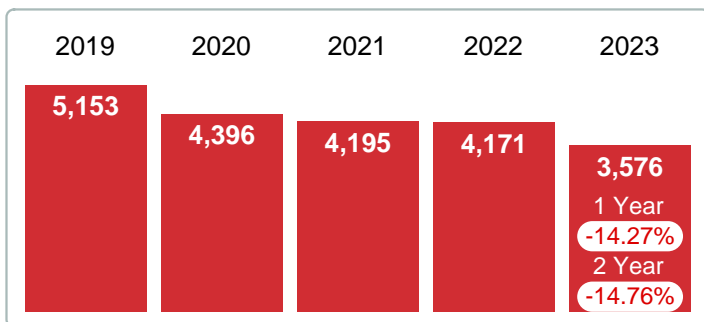
NEW LISTINGS

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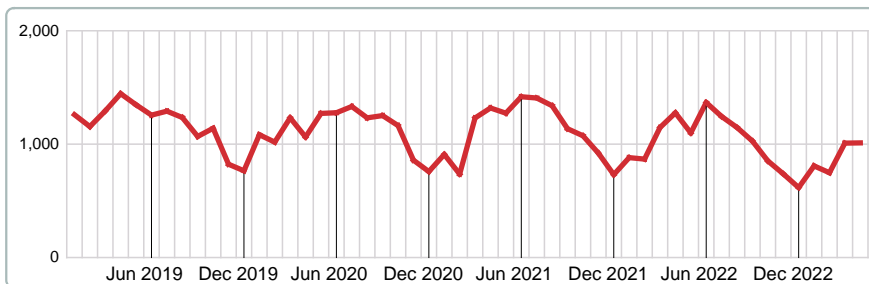
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

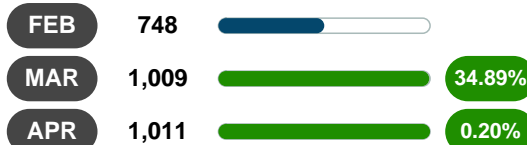


3 MONTHS

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
Median New Listed Listing Price	\$289,900		\$133,750	\$250,000	\$377,995	\$522,250

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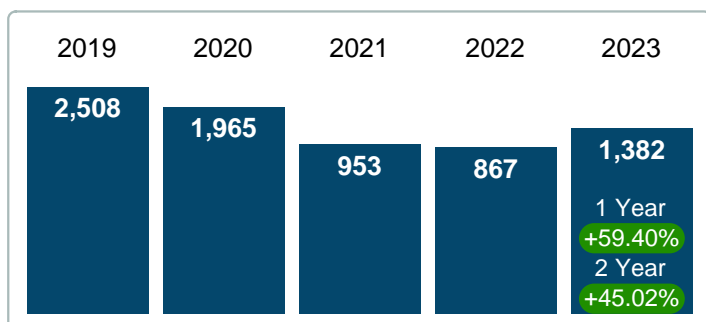
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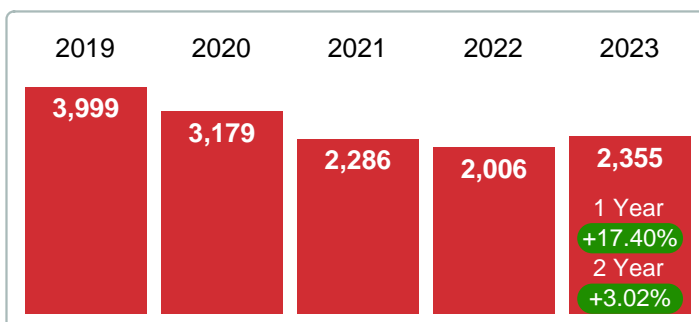
ACTIVE INVENTORY

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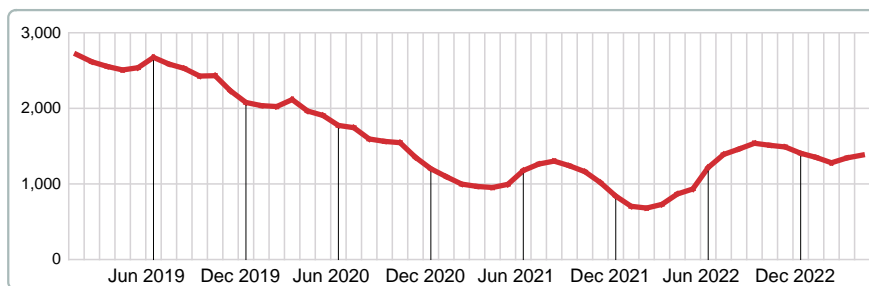
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

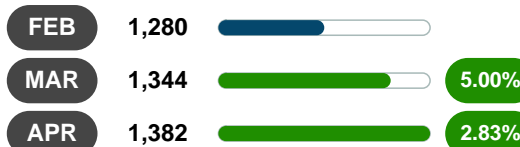


3 MONTHS

5 year APR AVG = 1,535

High Jan 2019 2,714 Low Feb 2022 681

Inventory this month at 1,382
below the 5 yr APR average of 1,535



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	110	7.96%	39.5	66	42	2	0
\$125,001 - \$225,000	168	12.16%	27.0	34	108	22	4
\$225,001 - \$325,000	241	17.44%	25.0	11	153	69	8
\$325,001 - \$450,000	331	23.95%	39.0	16	139	155	21
\$450,001 - \$525,000	161	11.65%	62.0	2	54	90	15
\$525,001 - \$700,000	231	16.71%	103.0	6	41	146	38
\$700,001 and up	140	10.13%	58.0	7	13	65	55
Total Active Inventory by Units	1,382			142	550	549	141
Total Active Inventory by Volume	637,739,541	100%	41.0	35.12M	182.97M	283.69M	135.96M
Median Active Inventory Listing Price	\$388,938			\$132,500	\$299,900	\$489,000	\$599,000

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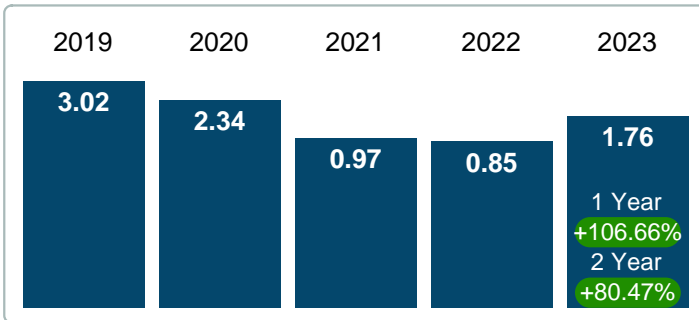
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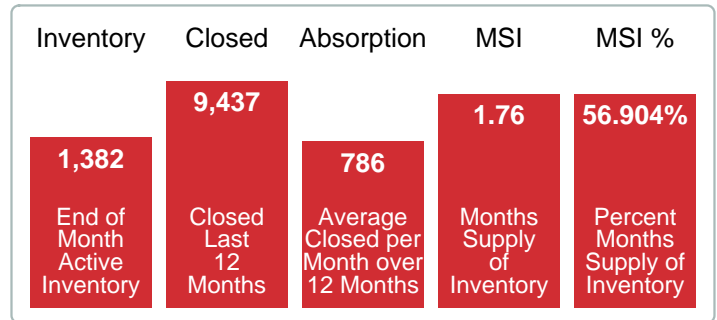
MONTHS SUPPLY of INVENTORY (MSI)

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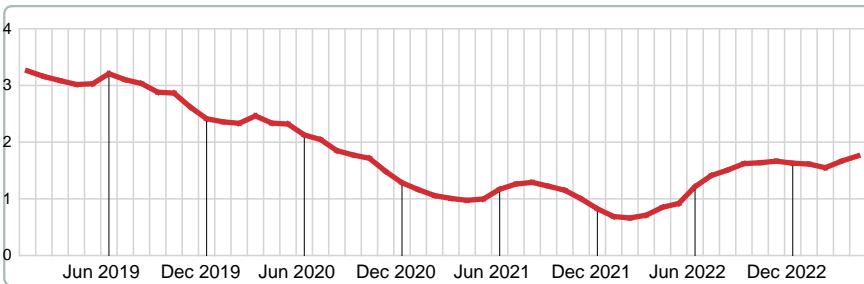
MSI FOR APRIL



INDICATORS FOR APRIL 2023

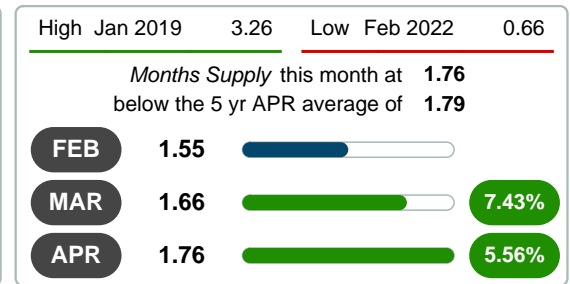


5 YEAR MARKET ACTIVITY TRENDS



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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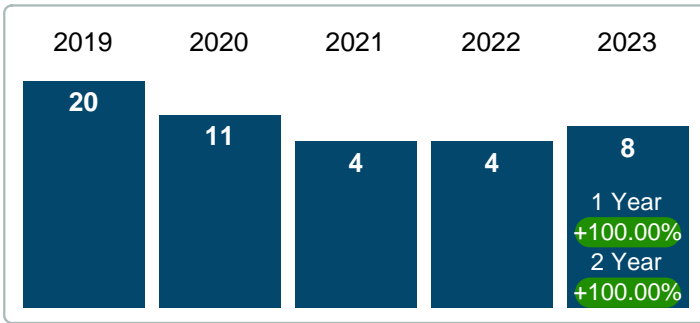
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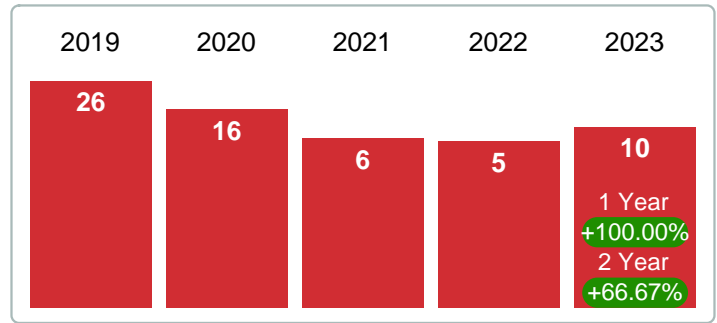
MEDIAN DAYS ON MARKET TO SALE

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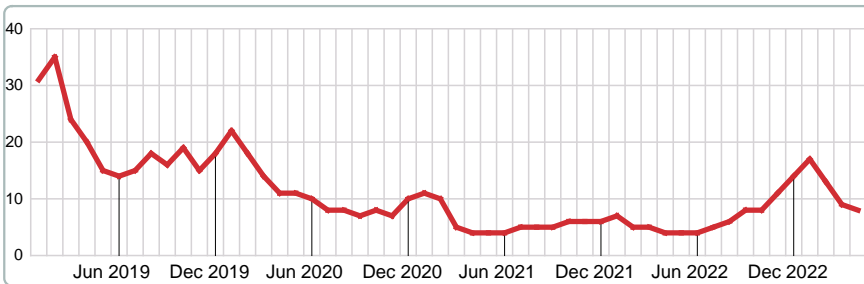
APRIL



YEAR TO DATE (YTD)

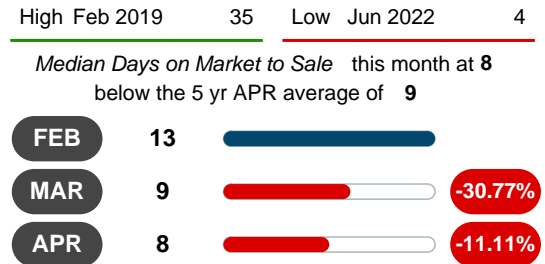


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 9



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
\$125,000 and less	53	7.71%	7	8	7	5	1
\$125,001 - \$175,000	105	15.28%	5	5	5	23	0
\$175,001 - \$200,000	65	9.46%	4	6	4	1	69
\$200,001 - \$300,000	210	30.57%	7	8	6	8	4
\$300,001 - \$375,000	93	13.54%	19	62	14	24	24
\$375,001 - \$525,000	82	11.94%	17	57	22	17	10
\$525,001 and up	79	11.50%	11	40	7	33	9
Median Closed DOM			8	8	6	17	8
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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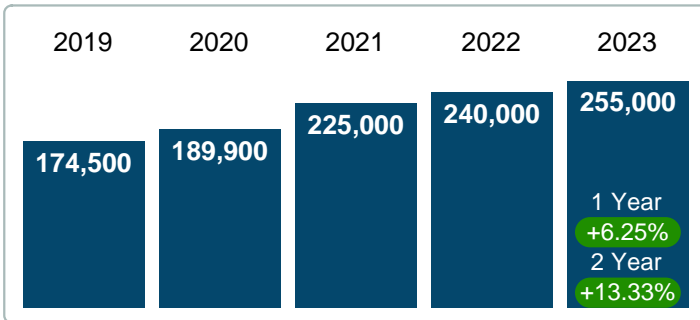
Area Delimited by County Of Tulsa - Residential Property Type



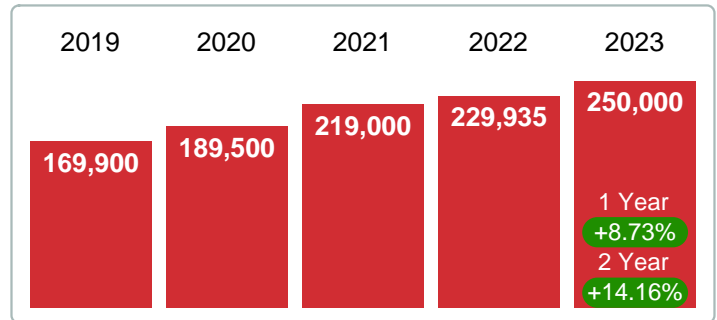
MEDIAN LIST PRICE AT CLOSING

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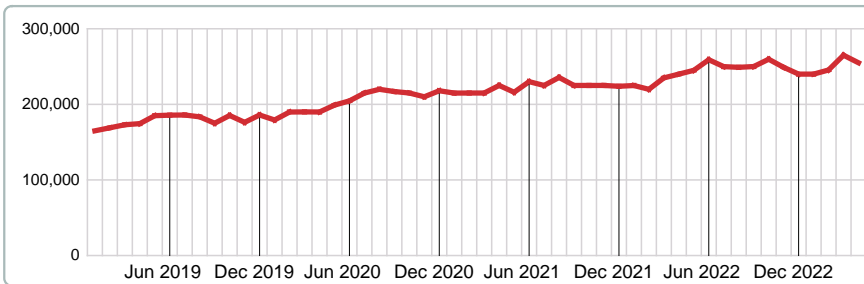
APRIL



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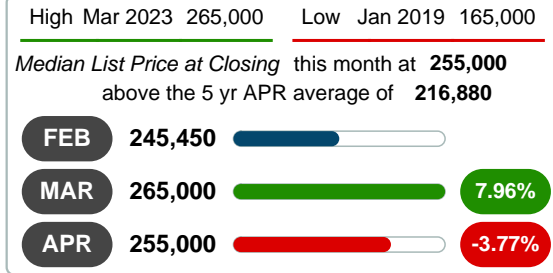


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 216,880



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
\$125,000 and less	8.44%	97,000	87,000	97,500	114,900	75,500
\$125,001 - \$175,000	15.14%	150,000	140,000	155,000	159,950	0
\$175,001 - \$200,000	9.90%	190,580	188,750	190,000	195,000	188,580
\$200,001 - \$300,000	29.11%	249,900	232,475	245,000	272,400	252,450
\$300,001 - \$375,000	14.26%	335,000	319,431	335,000	339,000	349,900
\$375,001 - \$525,000	11.79%	439,000	499,000	438,900	439,000	437,450
\$525,001 and up	11.35%	676,000	1,022,500	719,500	639,750	733,750
Median List Price		255,000	146,000	224,900	369,745	437,450
Total Closed Units	100%	255,000	80	369	206	32
Total Closed Volume		218,625,749	15.45M	95.06M	90.18M	17.93M

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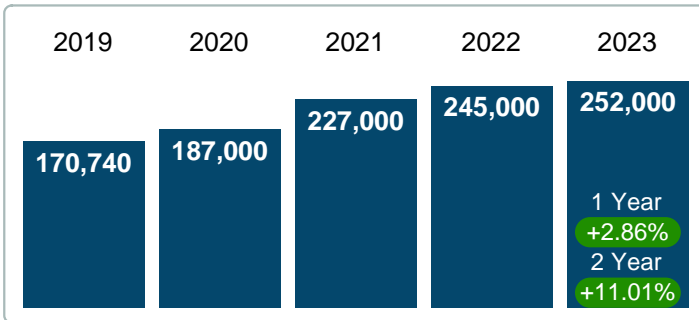
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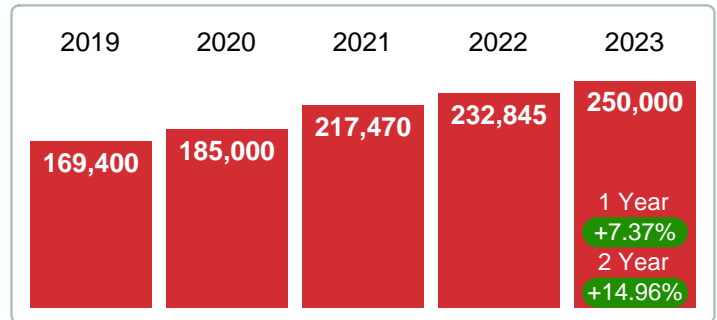
MEDIAN SOLD PRICE AT CLOSING

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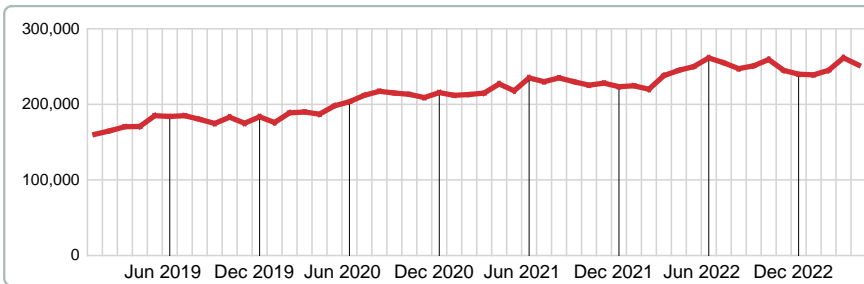
APRIL



YEAR TO DATE (YTD)

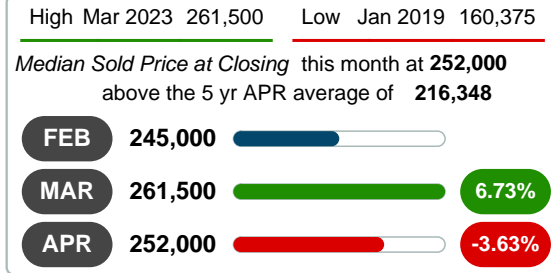


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 216,348



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
\$125,000 and less	53	7.71%	93,500	92,650	93,000	118,450	75,500
\$125,001 - \$175,000	105	15.28%	149,900	140,150	150,000	150,000	0
\$175,001 - \$200,000	65	9.46%	189,000	190,000	190,000	183,000	181,500
\$200,001 - \$300,000	210	30.57%	245,500	235,000	240,000	258,900	257,750
\$300,001 - \$375,000	93	13.54%	330,000	319,861	334,000	330,000	335,000
\$375,001 - \$525,000	82	11.94%	430,000	499,500	430,000	428,550	434,950
\$525,001 and up	79	11.50%	650,000	1,500,000	637,500	635,000	724,000
Median Sold Price			252,000	145,250	220,000	357,450	434,950
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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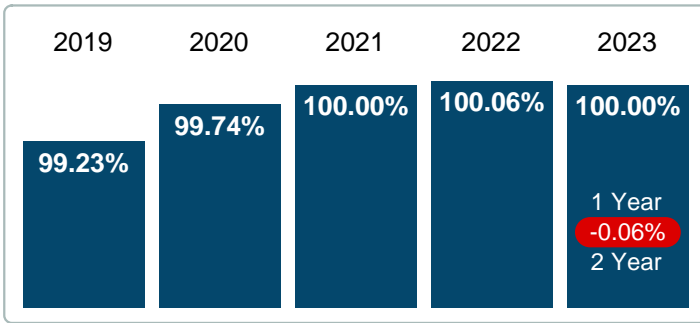
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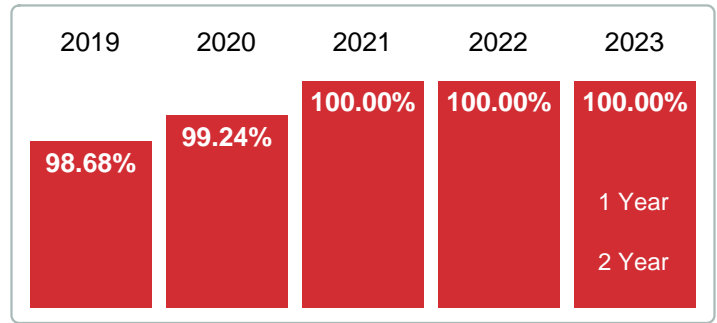
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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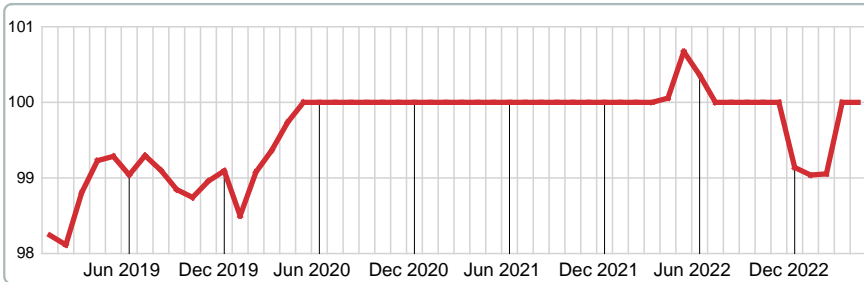
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

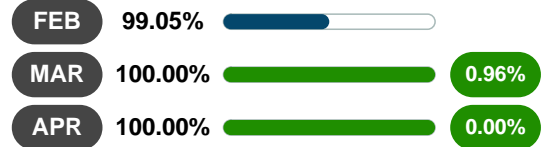


3 MONTHS

5 year APR AVG = 99.80%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr APR average of **99.80%**



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
\$125,000 and less	53	7.71%	100.00%	100.00%	100.00%	98.75%	100.00%
\$125,001 - \$175,000	105	15.28%	100.00%	100.00%	100.00%	97.68%	0.00%
\$175,001 - \$200,000	65	9.46%	100.00%	98.70%	100.00%	96.32%	96.30%
\$200,001 - \$300,000	210	30.57%	100.00%	100.00%	100.00%	100.00%	101.69%
\$300,001 - \$375,000	93	13.54%	100.00%	98.76%	100.00%	100.00%	100.00%
\$375,001 - \$525,000	82	11.94%	100.00%	99.50%	99.89%	100.00%	100.00%
\$525,001 and up	79	11.50%	100.00%	100.00%	98.42%	100.00%	99.33%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		687	100%	80	369	206	32
Total Closed Volume		215,364,751		15.41M	94.06M	88.67M	17.24M

April 2023



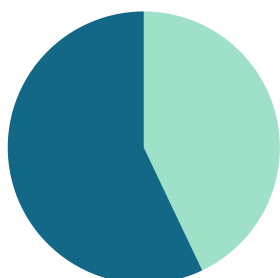
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

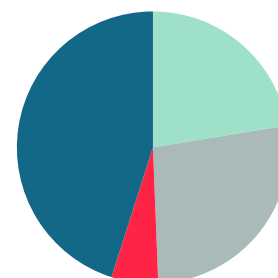


Inventory
 New Listings
1,011 = 42.93%
 Start Inventory
1,344
 Total Inventory Units
2,355
 Volume
\$961,047,120

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%
Median List Price	240,000	255,000	6.25%	229,935	250,000	8.73%
Median Sale Price	245,000	252,000	2.86%	232,845	250,000	7.37%
Median Percent of Selling Price to List Price	100.06%	100.00%	-0.06%	100.00%	100.00%	0.00%
Median Days on Market to Sale	4.00	8.00	100.00%	5.00	10.00	100.00%
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

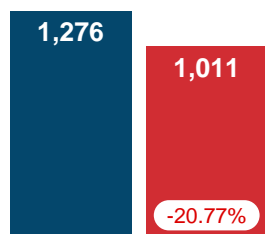
Inventory on April 30, 2023 = **1,382**

2022 **2023**

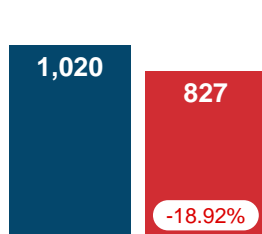
APRIL MARKET

MEDIAN PRICES

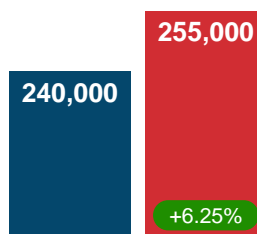
New Listings



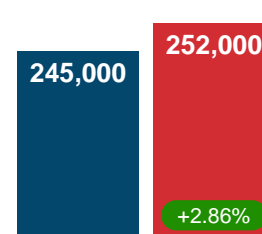
Pending Listings



List Price



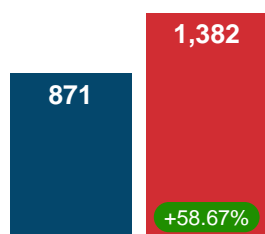
Sale Price



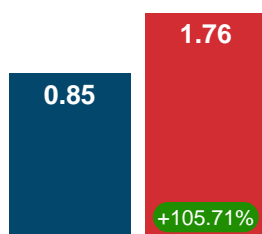
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

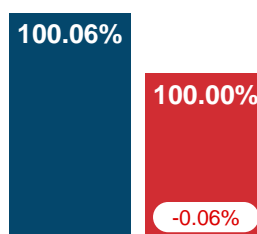
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

