

# February 2023



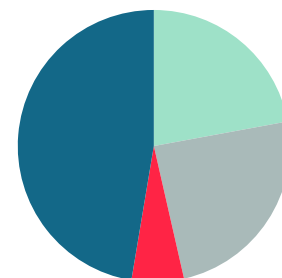
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2022	2023	+/-%
Closed Listings	733	598	-18.42%
Pending Listings	821	658	-19.85%
New Listings	868	748	-13.82%
Average List Price	261,367	289,598	10.80%
Average Sale Price	261,990	284,190	8.47%
Average Percent of Selling Price to List Price	100.65%	98.76%	-1.87%
Average Days on Market to Sale	17.07	35.71	109.19%
End of Month Inventory	684	1,281	87.28%
Months Supply of Inventory	0.67	1.55	133.08%



■ Closed (22.11%)  
■ Pending (24.33%)  
■ Other OffMarket (6.21%)  
■ Active (47.36%)

**Absorption:** Last 12 months, an Average of **826** Sales/Month  
**Active Inventory** as of February 28, 2023 = **1,281**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2023 rose **87.28%** to 1,281 existing homes available for sale. Over the last 12 months this area has had an average of 826 closed sales per month. This represents an unsold inventory index of **1.55** 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 **8.47%** in February 2023 to \$284,190 versus the previous year at \$261,990.

#### Average Days on Market Lengthens

The average number of **35.71** days that homes spent on the market before selling increased by 18.64 days or **109.19%** in February 2023 compared to last year's same month at **17.07** DOM.

#### Sales Success for February 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 748 New Listings in February 2023, down **13.82%** from last year at 868. Furthermore, there were 598 Closed Listings this month versus last year at 733, a **-18.42%** decrease.

Closed versus Listed trends yielded a **79.9%** ratio, down from previous year's, February 2022, at **84.4%**, a **5.33%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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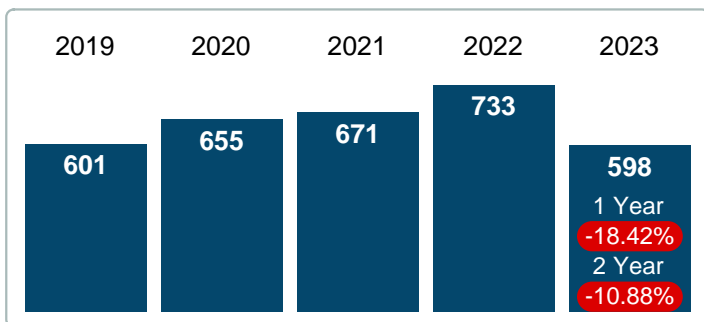
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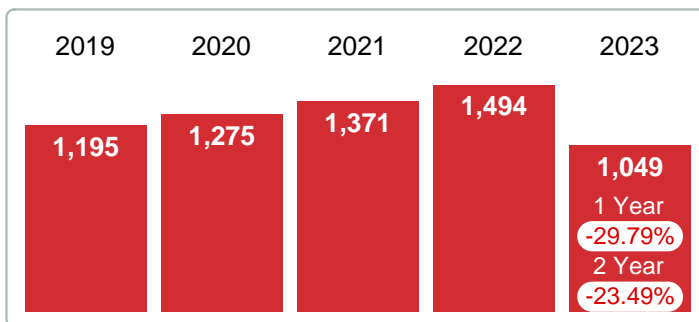
## CLOSED LISTINGS

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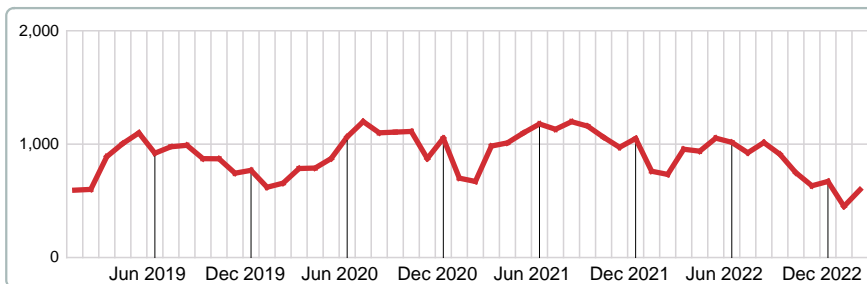
### FEBRUARY



### YEAR TO DATE (YTD)

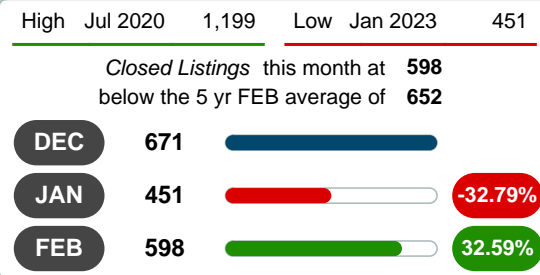


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 652



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	43	7.19%	33.6	31	11	1	0
\$75,001 - \$150,000	94	15.72%	26.5	42	49	2	1
\$150,001 - \$175,000	33	5.52%	14.0	8	21	4	0
\$175,001 - \$275,000	178	29.77%	31.1	8	137	31	2
\$275,001 - \$375,000	118	19.73%	36.3	4	52	53	9
\$375,001 - \$500,000	72	12.04%	58.2	2	19	42	9
\$500,001 and up	60	10.03%	49.0	2	12	32	14
<b>Total Closed Units</b>	<b>598</b>			<b>97</b>	<b>301</b>	<b>165</b>	<b>35</b>
<b>Total Closed Volume</b>	<b>169,945,576</b>	<b>100%</b>	<b>35.7</b>	<b>12.45M</b>	<b>72.74M</b>	<b>64.63M</b>	<b>20.12M</b>
<b>Average Closed Price</b>	<b>\$284,190</b>			<b>\$128,368</b>	<b>\$241,674</b>	<b>\$391,702</b>	<b>\$574,832</b>

# February 2023



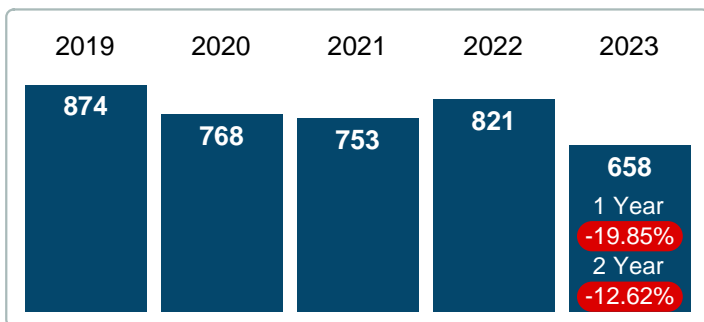
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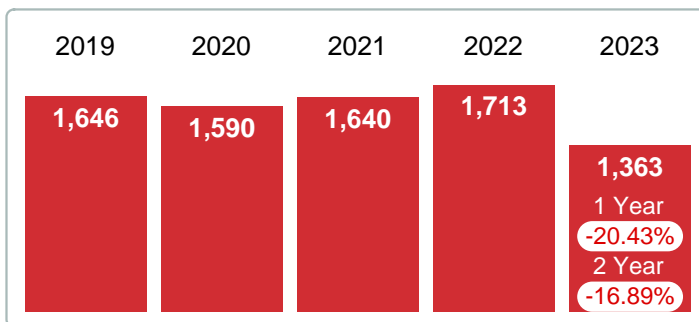
## PENDING LISTINGS

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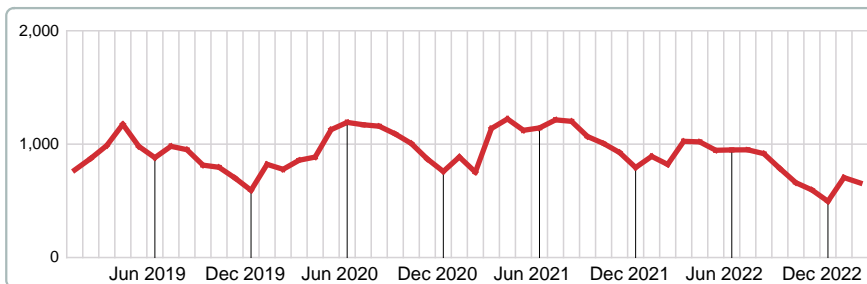
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 775

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **658**  
 below the 5 yr FEB average of **775**



### 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	51	7.75%	31.9	29	20	2	0
\$100,001 - \$150,000	60	9.12%	15.8	20	37	3	0
\$150,001 - \$200,000	107	16.26%	22.1	10	88	9	0
\$200,001 - \$300,000	185	28.12%	32.2	16	120	48	1
\$300,001 - \$400,000	110	16.72%	41.1	4	44	52	10
\$400,001 - \$550,000	77	11.70%	63.5	5	18	47	7
\$550,001 and up	68	10.33%	51.1	1	11	42	14
<b>Total Pending Units</b>	<b>658</b>			<b>85</b>	<b>338</b>	<b>203</b>	<b>32</b>
<b>Total Pending Volume</b>	<b>209,872,649</b>	<b>100%</b>	<b>35.9</b>	<b>15.60M</b>	<b>86.80M</b>	<b>89.52M</b>	<b>17.96M</b>
<b>Average Listing Price</b>	<b>\$319,978</b>			<b>\$183,472</b>	<b>\$256,804</b>	<b>\$440,981</b>	<b>\$561,206</b>

# February 2023



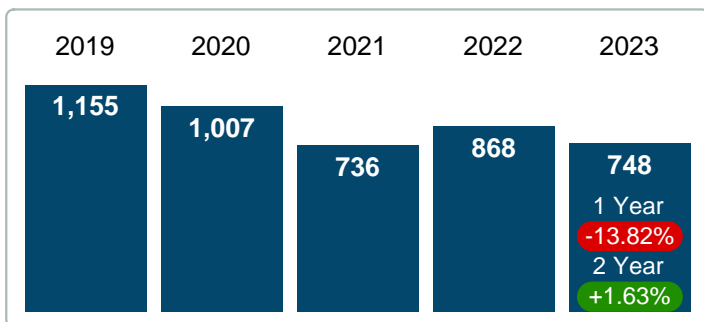
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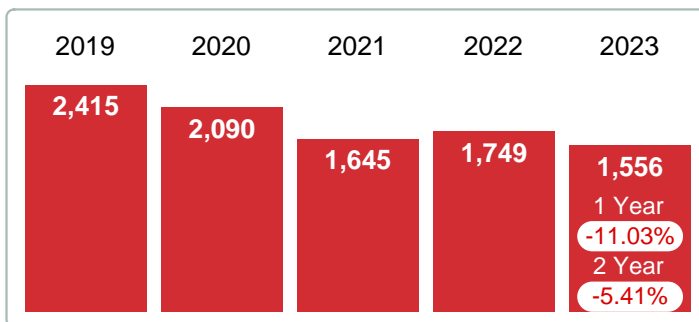
## NEW LISTINGS

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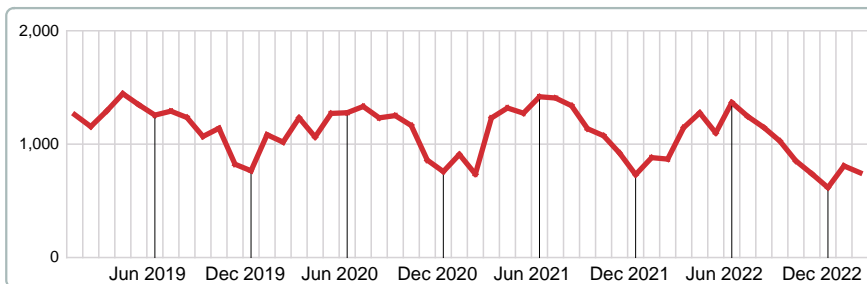
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

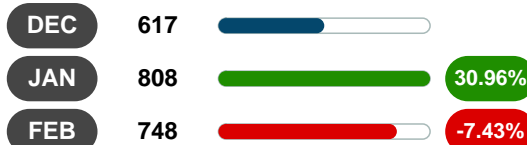


### 3 MONTHS

5 year FEB AVG = 903

High Apr 2019 1,445 Low Dec 2022 617

New Listings this month at **748**  
below the 5 yr FEB average of **903**



### 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	82	10.96%	46	33	3	0
\$125,001 - \$150,000	50	6.68%	9	36	5	0
\$150,001 - \$225,000	143	19.12%	14	116	13	0
\$225,001 - \$325,000	190	25.40%	6	125	54	5
\$325,001 - \$400,000	107	14.30%	4	49	50	4
\$400,001 - \$600,000	101	13.50%	2	21	63	15
\$600,001 and up	75	10.03%	3	16	33	23
<b>Total New Listed Units</b>	<b>748</b>		<b>84</b>	<b>396</b>	<b>221</b>	<b>47</b>
<b>Total New Listed Volume</b>	<b>252,468,661</b>	<b>100%</b>	<b>15.33M</b>	<b>105.91M</b>	<b>97.26M</b>	<b>33.96M</b>
<b>Average New Listed Listing Price</b>	<b>\$314,560</b>		<b>\$182,553</b>	<b>\$267,461</b>	<b>\$440,091</b>	<b>\$722,544</b>

# February 2023



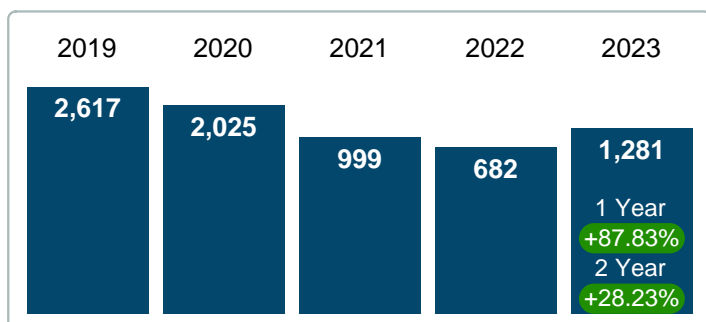
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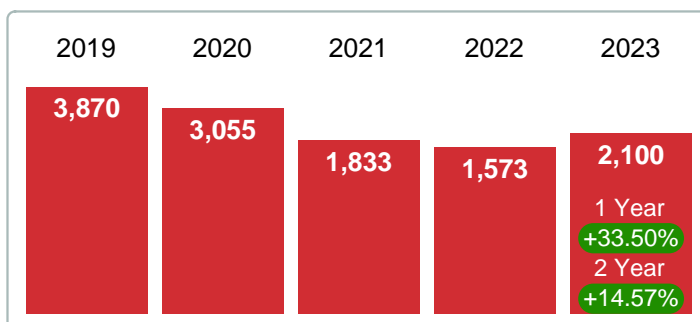
## ACTIVE INVENTORY

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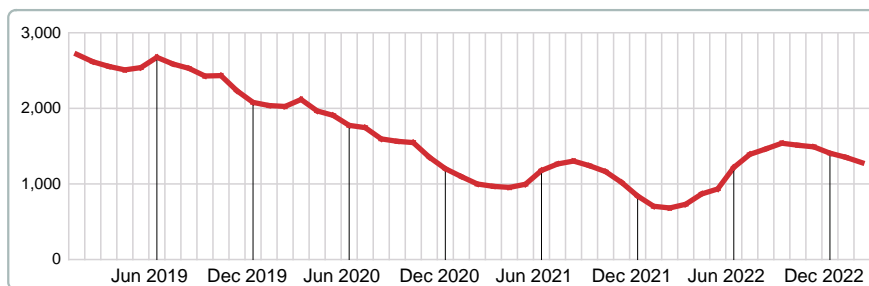
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

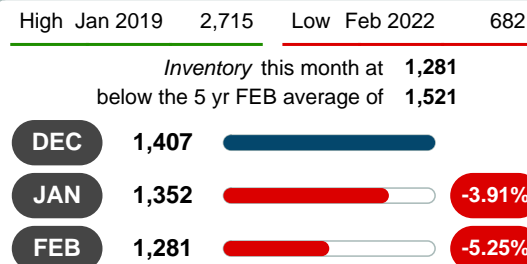


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1,521



### 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	96	7.49%	92.6	56	38	2	0
\$125,001 - \$225,000	178	13.90%	63.1	28	122	26	2
\$225,001 - \$300,000	173	13.51%	44.2	10	111	47	5
\$300,001 - \$475,000	354	27.63%	73.5	19	139	171	25
\$475,001 - \$525,000	122	9.52%	111.1	1	34	76	11
\$525,001 - \$675,000	221	17.25%	111.2	6	40	142	33
\$675,001 and up	137	10.69%	85.7	6	26	58	47
<b>Total Active Inventory by Units</b>	<b>1,281</b>			<b>126</b>	<b>510</b>	<b>522</b>	<b>123</b>
<b>Total Active Inventory by Volume</b>	<b>591,537,980</b>	<b>100%</b>	<b>80.9</b>	<b>32.84M</b>	<b>177.61M</b>	<b>268.29M</b>	<b>112.80M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$461,778</b>			<b>\$260,615</b>	<b>\$348,263</b>	<b>\$513,962</b>	<b>\$917,062</b>

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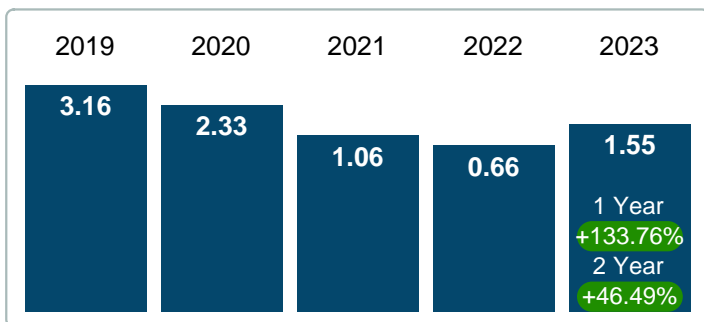
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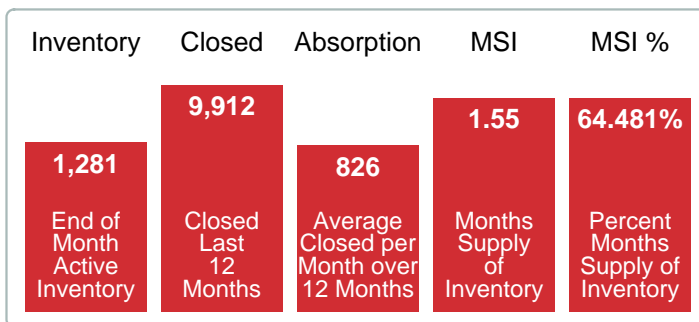
## MONTHS SUPPLY of INVENTORY (MSI)

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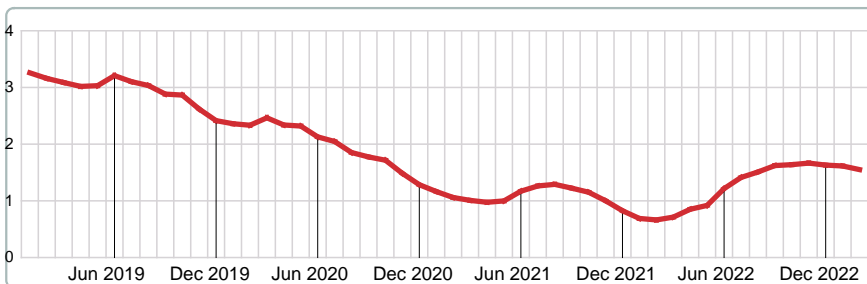
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2023

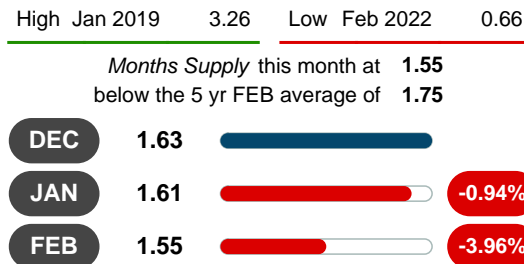


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1.75



### 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	96	7.49%	0.94	1.08	0.83	0.49	0.00
\$125,001 - \$225,000	178	13.90%	0.74	0.82	0.67	1.08	1.00
\$225,001 - \$300,000	173	13.51%	0.92	1.08	0.94	0.85	1.22
\$300,001 - \$475,000	354	27.63%	1.87	3.45	1.92	1.78	1.69
\$475,001 - \$525,000	122	9.52%	4.22	4.00	4.29	4.24	3.88
\$525,001 - \$675,000	221	17.25%	5.10	10.29	5.65	5.39	3.54
\$675,001 and up	137	10.69%	4.03	14.40	6.37	3.24	4.06
Market Supply of Inventory (MSI)			1.55	1.24	1.17	2.16	2.73
Total Active Inventory by Units		100%	1,281	126	510	522	123

# February 2023



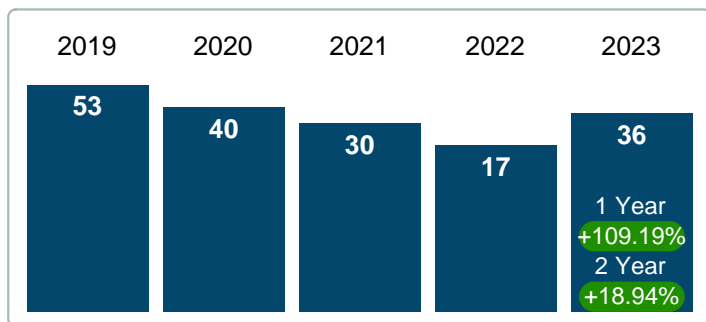
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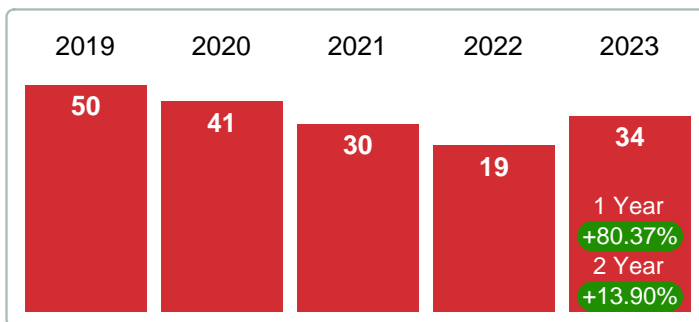
## AVERAGE DAYS ON MARKET TO SALE

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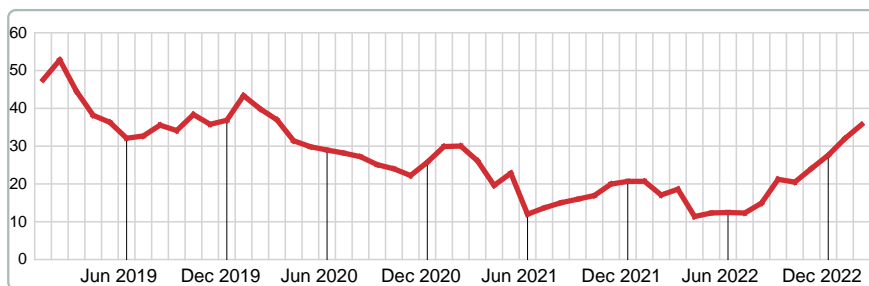
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 35

High Feb 2019 53 Low Apr 2022 11

Average Days on Market to Sale this month at 36 above the 5 yr FEB average of 35

- DEC 28
- JAN 32  15.97%
- FEB 36  11.57%

### 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
\$75,000 and less	7.19%	34	38	24	13	0
\$75,001 - \$150,000	15.72%	26	23	27	36	165
\$150,001 - \$175,000	5.52%	14	12	14	16	0
\$175,001 - \$275,000	29.77%	31	36	26	55	4
\$275,001 - \$375,000	19.73%	36	47	33	38	43
\$375,001 - \$500,000	12.04%	58	44	47	63	62
\$500,001 and up	10.03%	49	7	12	54	74
Average Closed DOM		36	29	27	50	62
Total Closed Units	100%	36	97	301	165	35
Total Closed Volume		169,945,576	12.45M	72.74M	64.63M	20.12M



# February 2023



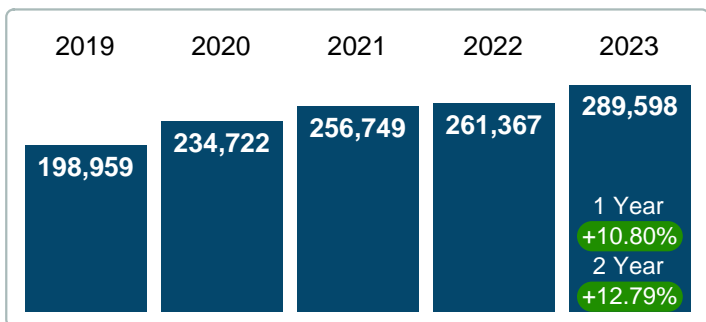
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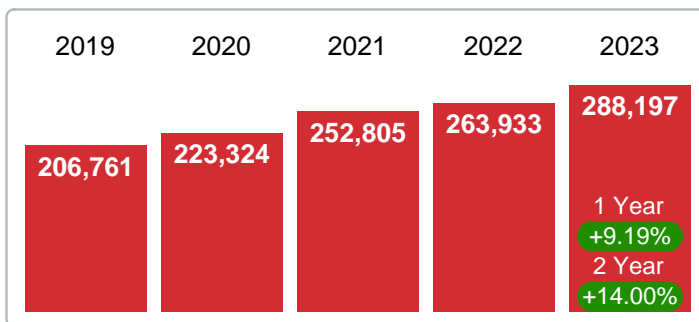
## AVERAGE LIST PRICE AT CLOSING

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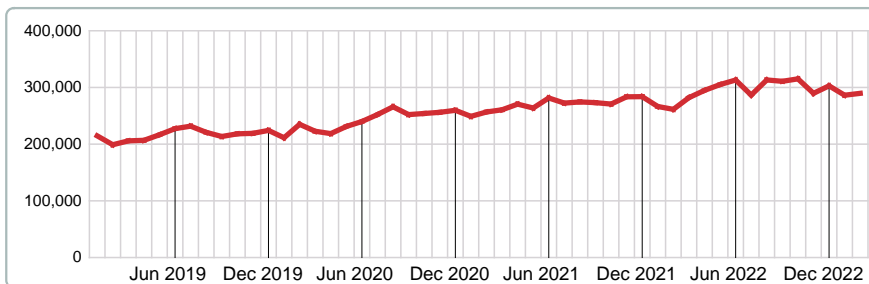
### FEBRUARY



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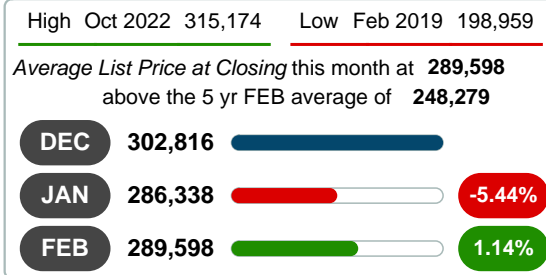


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 248,279



### 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
\$75,000 and less	6.19%	54,397	56,468	65,464	75,000	0
\$75,001 - \$150,000	15.89%	116,865	115,242	129,894	141,000	119,900
\$150,001 - \$175,000	6.52%	165,859	170,488	168,219	160,375	0
\$175,001 - \$275,000	28.76%	222,445	203,988	219,520	243,670	200,000
\$275,001 - \$375,000	19.73%	316,034	334,975	313,489	325,779	315,194
\$375,001 - \$500,000	12.54%	438,912	465,000	435,228	441,975	474,282
\$500,001 and up	10.37%	727,829	510,000	702,881	660,599	961,459
<b>Average List Price</b>		<b>289,598</b>	<b>132,746</b>	<b>244,841</b>	<b>397,095</b>	<b>602,446</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>289,598</b>	<b>97</b>	<b>301</b>	<b>165</b>	<b>35</b>
<b>Total Closed Volume</b>		<b>173,179,743</b>	<b>12.88M</b>	<b>73.70M</b>	<b>65.52M</b>	<b>21.09M</b>



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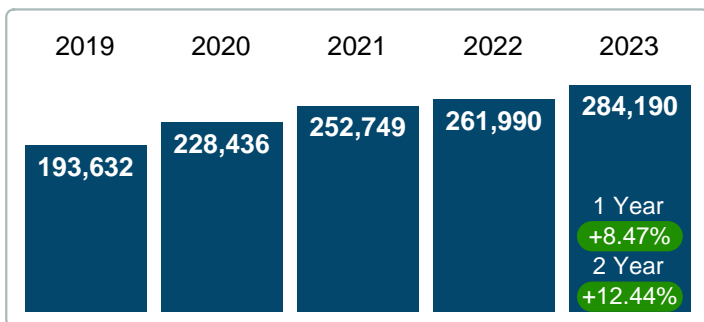
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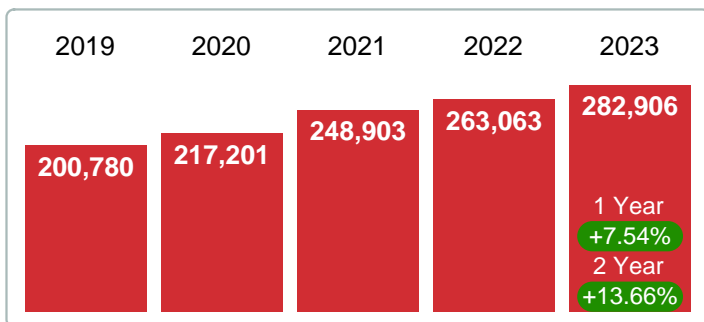
## AVERAGE SOLD PRICE AT CLOSING

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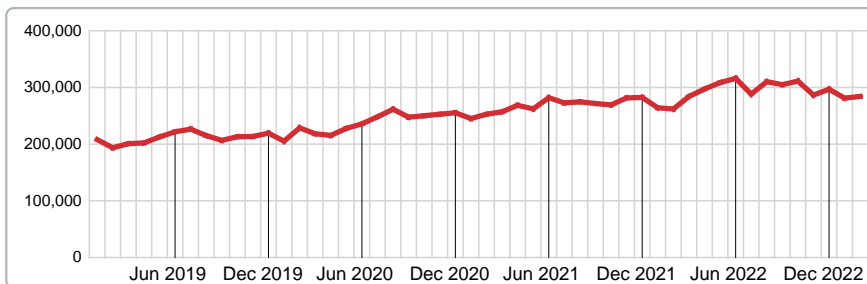
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

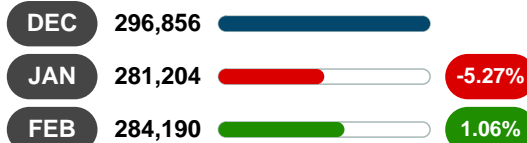


### 3 MONTHS

5 year FEB AVG = 244,199

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

Average Sold Price at Closing this month at **284,190**  
above the 5 yr FEB average of **244,199**



### 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
\$75,000 and less	7.19%	53,751	51,282	59,959	62,000	0
\$75,001 - \$150,000	15.72%	118,896	111,037	125,074	142,000	100,000
\$150,001 - \$175,000	5.52%	165,685	167,650	165,543	162,500	0
\$175,001 - \$275,000	29.77%	221,179	204,908	218,683	237,292	207,500
\$275,001 - \$375,000	19.73%	315,488	315,998	309,839	322,299	307,794
\$375,001 - \$500,000	12.04%	437,103	435,467	428,368	435,003	465,708
\$500,001 and up	10.03%	715,359	541,500	689,098	653,961	903,043
<b>Average Sold Price</b>		<b>284,190</b>	<b>128,368</b>	<b>241,674</b>	<b>391,702</b>	<b>574,832</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>284,190</b>	<b>97</b>	<b>301</b>	<b>165</b>	<b>35</b>
<b>Total Closed Volume</b>		<b>169,945,576</b>	<b>12.45M</b>	<b>72.74M</b>	<b>64.63M</b>	<b>20.12M</b>

# February 2023



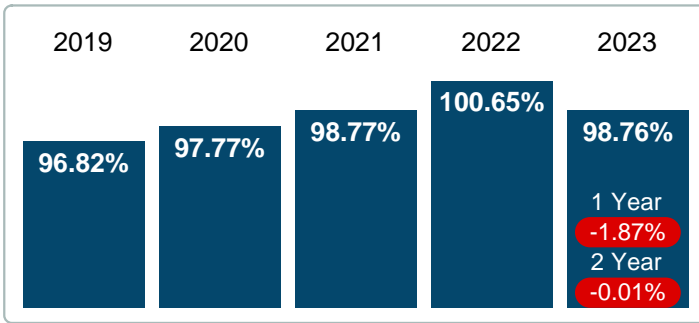
Area Delimited by County Of Tulsa - Residential Property Type



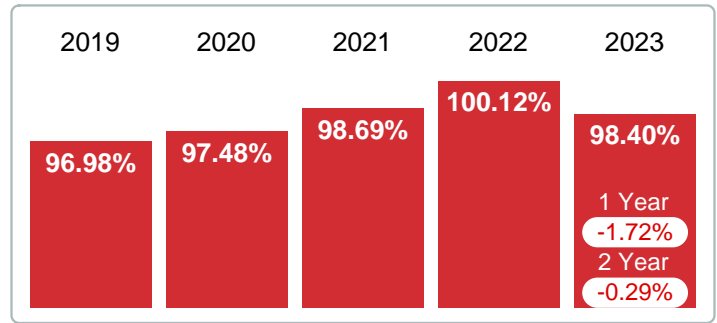
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

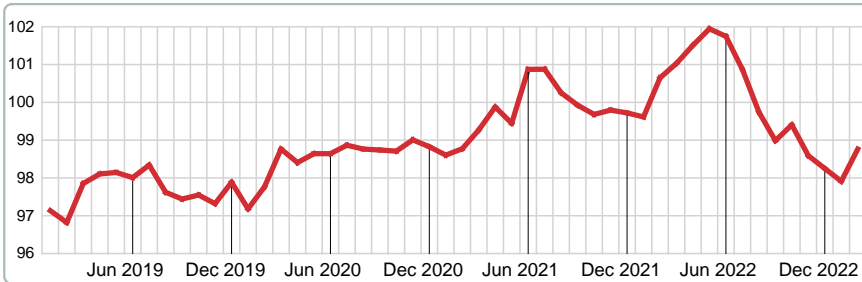
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

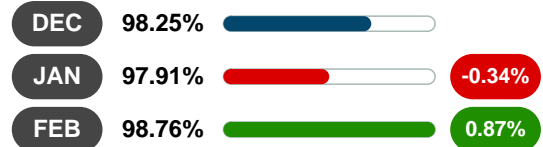


### 3 MONTHS

5 year FEB AVG = 98.55%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **98.76%**  
equal to 5 yr FEB average of **98.55%**



## 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
\$75,000 and less	43	7.19%	92.03%	92.50%	91.56%	82.67%	0.00%
\$75,001 - \$150,000	94	15.72%	96.82%	96.78%	96.97%	100.75%	83.40%
\$150,001 - \$175,000	33	5.52%	99.02%	98.67%	98.69%	101.48%	0.00%
\$175,001 - \$275,000	178	29.77%	101.58%	100.62%	102.57%	97.29%	103.49%
\$275,001 - \$375,000	118	19.73%	98.72%	94.39%	98.91%	99.03%	97.74%
\$375,001 - \$500,000	72	12.04%	98.32%	93.63%	98.50%	98.47%	98.30%
\$500,001 and up	60	10.03%	98.77%	106.40%	100.09%	99.19%	95.57%
Average Sold/List Ratio			98.80%	95.92%	100.00%	98.57%	96.94%
Total Closed Units		100%	98.80%	97	301	165	35
Total Closed Volume				12.45M	72.74M	64.63M	20.12M

# February 2023



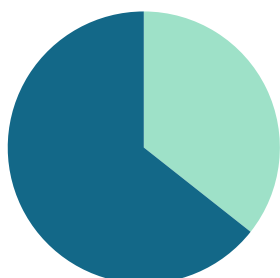
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

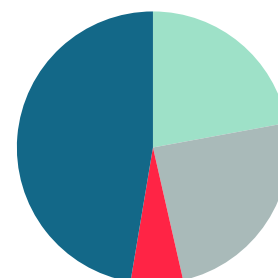


**Inventory**  
 New Listings  
**748 = 35.64%**  
 Start Inventory  
**1,351**  
 Total Inventory Units  
**2,099**  
 Volume  
**\$867,665,593**

### Market Activity

Closed Sales  
**598 = 22.11%**  
 Pending Sales  
**658 = 24.33%**  
 Other Off Market  
**168 = 6.21%**  
 Active Inventory  
**1,281 = 47.36%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	733	598	-18.42%	1,494	1,049	-29.79%
Pending Sales	821	658	-19.85%	1,713	1,363	-20.43%
New Listings	868	748	-13.82%	1,749	1,556	-11.03%
Average List Price	261,367	289,598	10.80%	263,933	288,197	9.19%
Average Sale Price	261,990	284,190	8.47%	263,063	282,906	7.54%
Average Percent of Selling Price to List Price	100.65%	98.76%	-1.87%	100.12%	98.40%	-1.72%
Average Days on Market to Sale	17.07	35.71	109.19%	18.92	34.12	80.37%
Monthly Inventory	684	1,281	87.28%	684	1,281	87.28%
Months Supply of Inventory	0.67	1.55	133.08%	0.67	1.55	133.08%

**Absorption:** Last 12 months, an Average of **826** Sales/Month

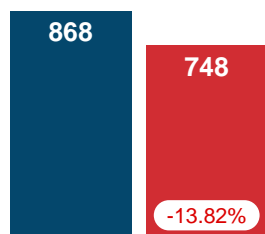
**Inventory** on February 28, 2023 = **1,281**

**2022** **2023**

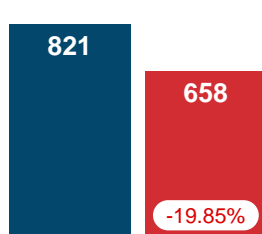
### FEBRUARY MARKET

### AVERAGE PRICES

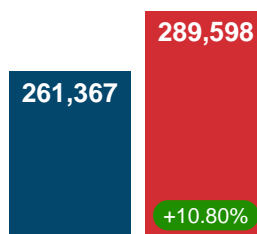
#### New Listings



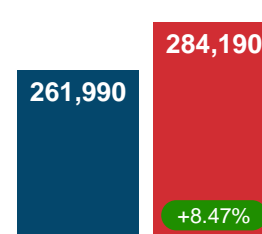
#### Pending Listings



#### List Price



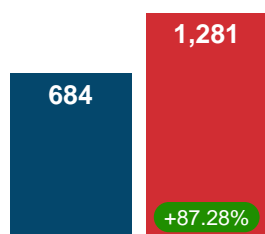
#### Sale Price



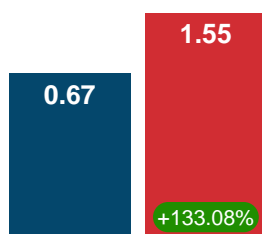
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

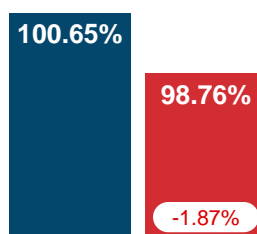
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

