

February 2023



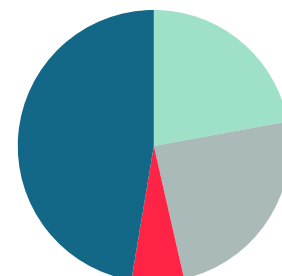
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	219,900	245,450	11.62%
Median Sale Price	220,000	245,000	11.36%
Median Percent of Selling Price to List Price	100.00%	99.05%	-0.95%
Median Days on Market to Sale	5.00	13.00	160.00%
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.

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 **11.36%** in February 2023 to \$245,000 versus the previous year at \$220,000.

Median Days on Market Lengthens

The median number of **13.00** days that homes spent on the market before selling increased by 8.00 days or **160.00%** in February 2023 compared to last year's same month at **5.00** DOM.

Sales Success for February 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 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.

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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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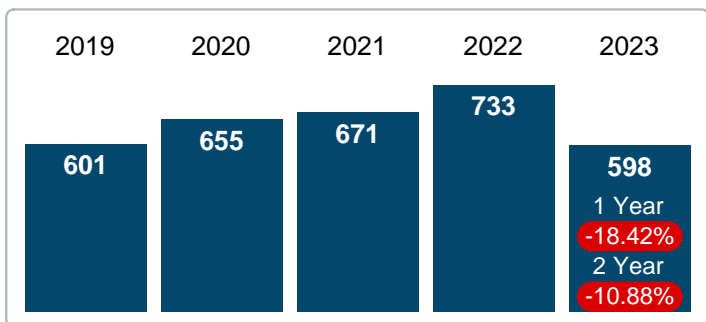
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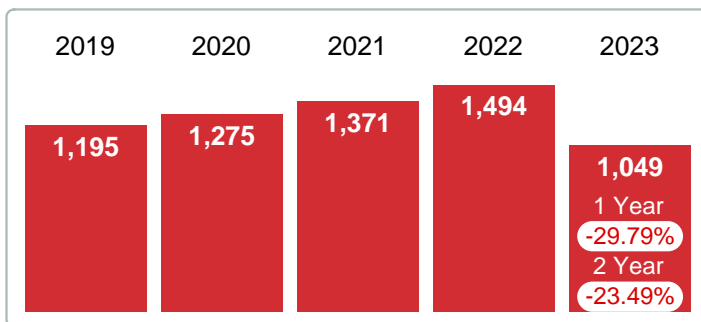
CLOSED LISTINGS

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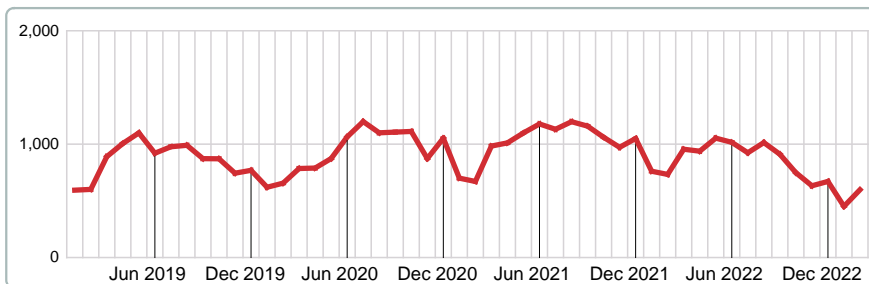
FEBRUARY



YEAR TO DATE (YTD)

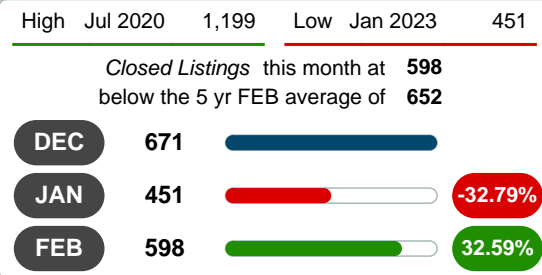


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 652



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	43	7.19%	20.0	31	11	1	0
\$75,001 - \$150,000	94	15.72%	7.5	42	49	2	1
\$150,001 - \$175,000	33	5.52%	6.0	8	21	4	0
\$175,001 - \$275,000	178	29.77%	12.0	8	137	31	2
\$275,001 - \$375,000	118	19.73%	14.5	4	52	53	9
\$375,001 - \$500,000	72	12.04%	36.0	2	19	42	9
\$500,001 and up	60	10.03%	15.0	2	12	32	14
Total Closed Units	598			97	301	165	35
Total Closed Volume	169,945,576	100%	13.0	12.45M	72.74M	64.63M	20.12M
Median Closed Price	\$245,000			\$106,500	\$218,000	\$350,875	\$475,000

February 2023



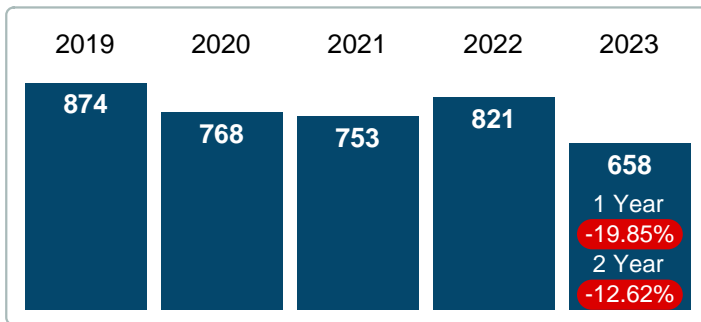
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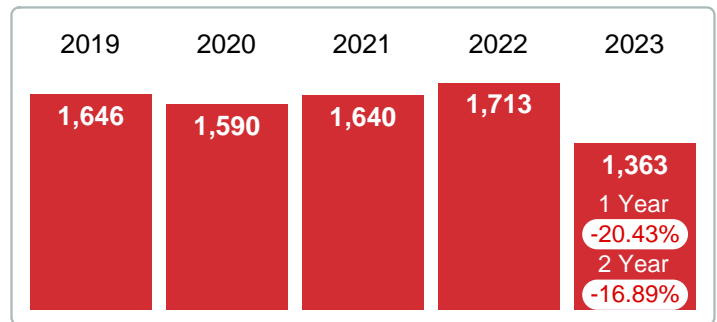
PENDING LISTINGS

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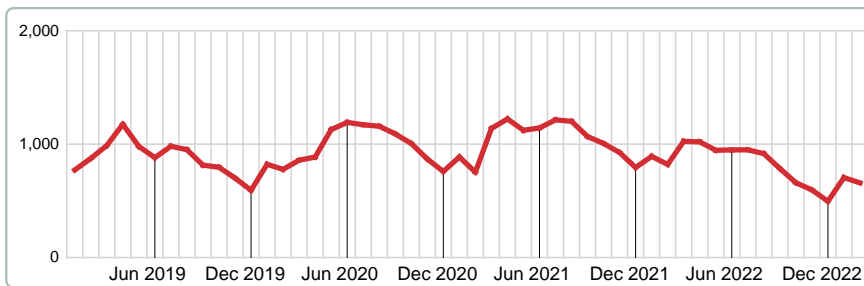
FEBRUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	51	7.75%	12.0	29	20	2	0
\$100,001 - \$150,000	60	9.12%	7.0	20	37	3	0
\$150,001 - \$200,000	107	16.26%	6.0	10	88	9	0
\$200,001 - \$300,000	185	28.12%	12.0	16	120	48	1
\$300,001 - \$400,000	110	16.72%	16.0	4	44	52	10
\$400,001 - \$550,000	77	11.70%	21.0	5	18	47	7
\$550,001 and up	68	10.33%	22.5	1	11	42	14
Total Pending Units	658			85	338	203	32
Total Pending Volume	209,872,649	100%	11.5	15.60M	86.80M	89.52M	17.96M
Median Listing Price	\$261,450			\$134,900	\$220,000	\$380,000	\$517,000

February 2023



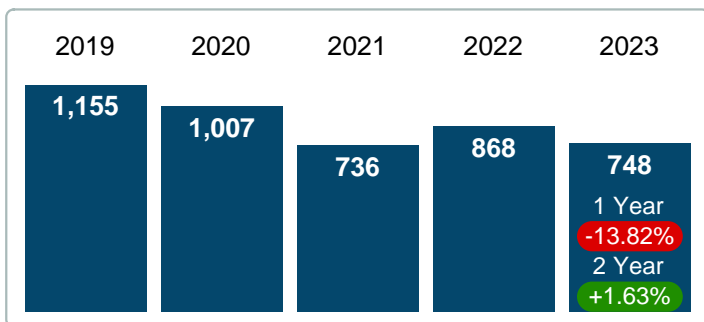
Area Delimited by County Of Tulsa - Residential Property Type



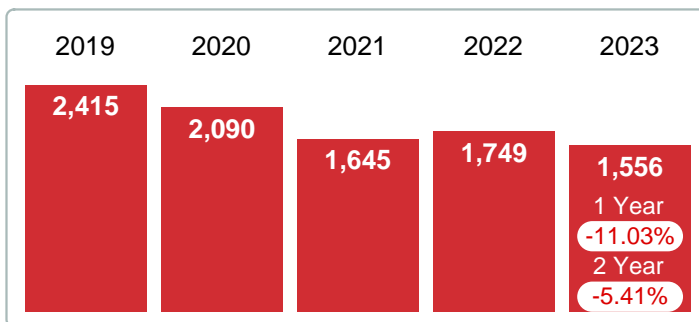
NEW LISTINGS

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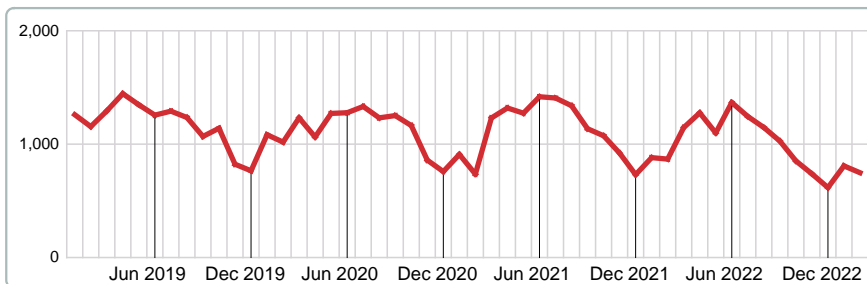
FEBRUARY



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
Total New Listed Units	748		84	396	221	47
Total New Listed Volume	252,468,661	100%	15.33M	105.91M	97.26M	33.96M
Median New Listed Listing Price	\$281,764		\$120,000	\$239,950	\$375,000	\$599,000

February 2023



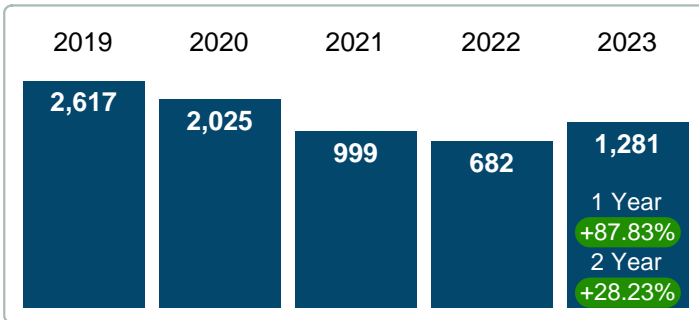
Area Delimited by County Of Tulsa - Residential Property Type



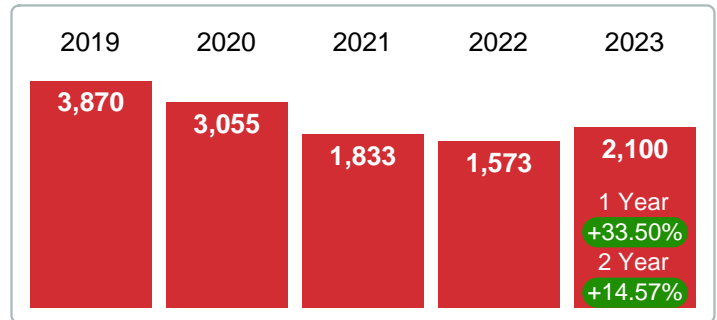
ACTIVE INVENTORY

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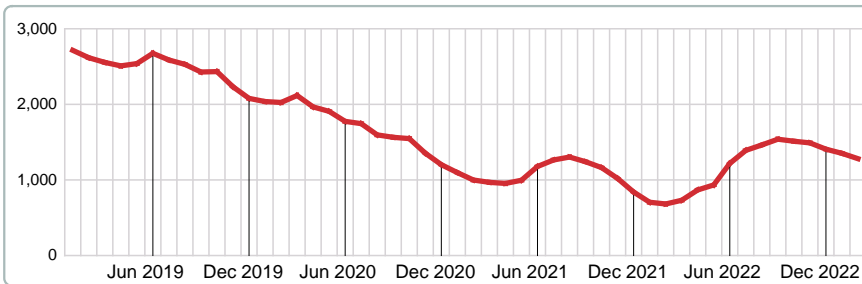
END OF FEBRUARY



ACTIVE DURING FEBRUARY

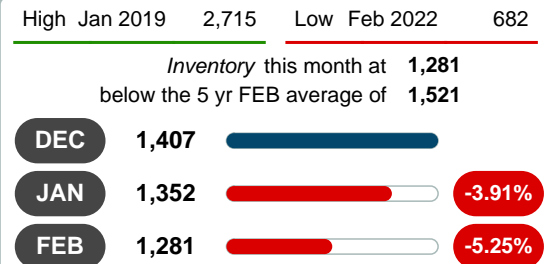


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,521



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	96	7.49%	38.5	56	38	2	0
\$125,001 - \$225,000	178	13.90%	34.5	28	122	26	2
\$225,001 - \$300,000	173	13.51%	26.0	10	111	47	5
\$300,001 - \$475,000	354	27.63%	53.0	19	139	171	25
\$475,001 - \$525,000	122	9.52%	91.0	1	34	76	11
\$525,001 - \$675,000	221	17.25%	89.0	6	40	142	33
\$675,001 and up	137	10.69%	70.0	6	26	58	47
Total Active Inventory by Units	1,281			126	510	522	123
Total Active Inventory by Volume	591,537,980	100%	53.0	32.84M	177.61M	268.29M	112.80M
Median Active Inventory Listing Price	\$377,100			\$145,750	\$291,978	\$496,500	\$599,000

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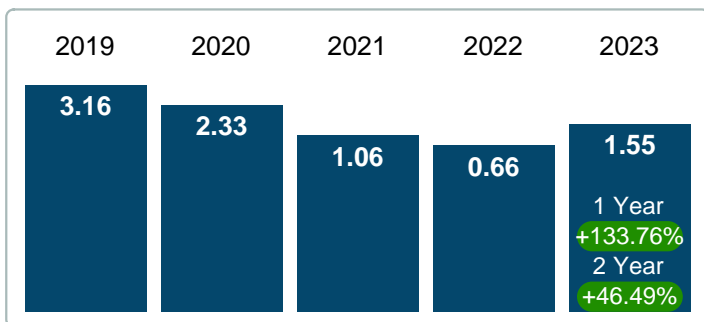
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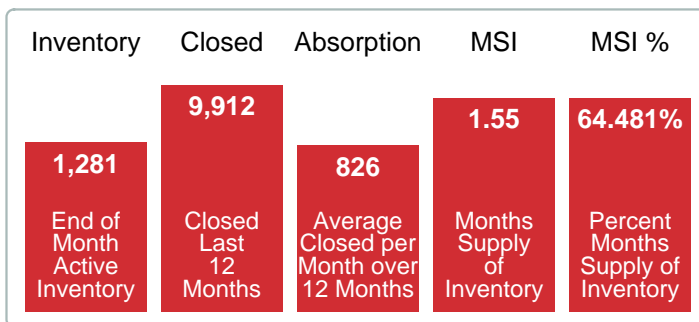
MONTHS SUPPLY of INVENTORY (MSI)

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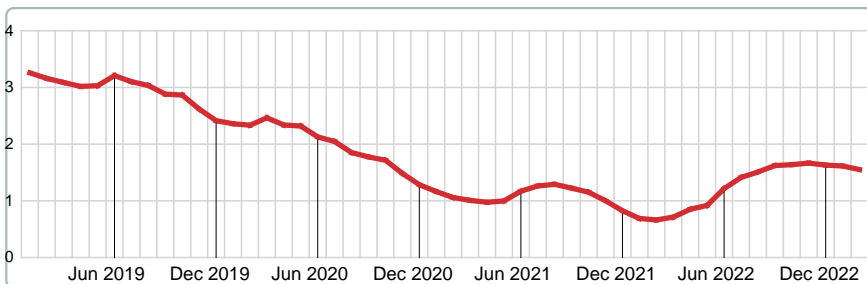
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023



5 YEAR MARKET ACTIVITY TRENDS

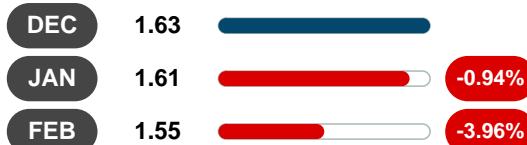


3 MONTHS

5 year FEB AVG = 1.75

High Jan 2019 3.26 Low Feb 2022 0.66

Months Supply this month at 1.55 below the 5 yr FEB average of 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

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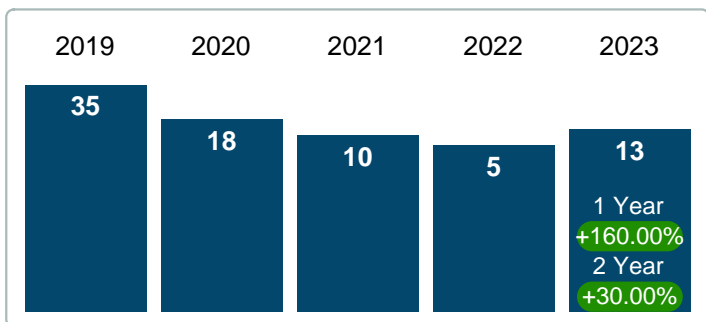
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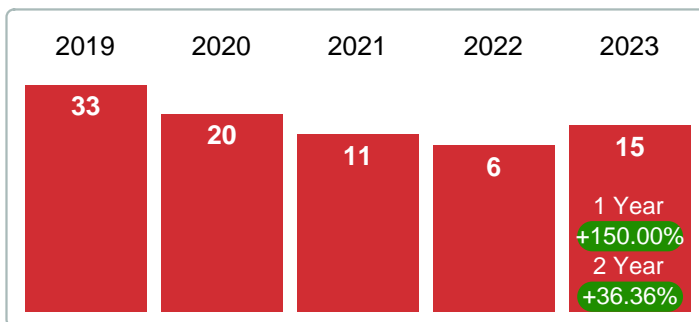
MEDIAN DAYS ON MARKET TO SALE

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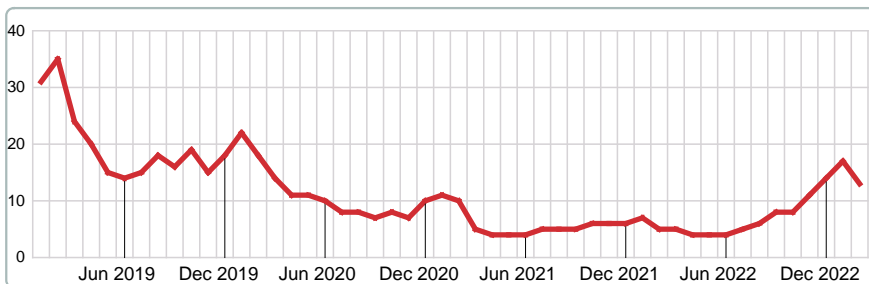
FEBRUARY



YEAR TO DATE (YTD)

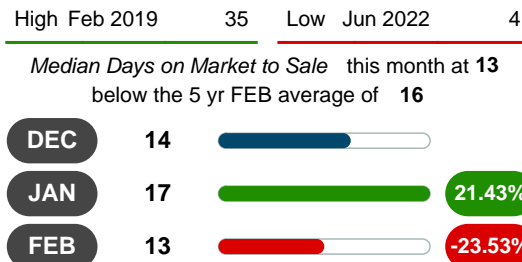


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 16



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
\$75,000 and less	7.19%	20	16	22	13	0
\$75,001 - \$150,000	15.72%	8	6	9	36	165
\$150,001 - \$175,000	5.52%	6	7	5	7	0
\$175,001 - \$275,000	29.77%	12	12	10	38	4
\$275,001 - \$375,000	19.73%	15	34	8	16	28
\$375,001 - \$500,000	12.04%	36	44	12	49	43
\$500,001 and up	10.03%	15	7	1	26	50
Median Closed DOM		13	9	8	24	36
Total Closed Units	100%	598	97	301	165	35
Total Closed Volume		169,945,576	12.45M	72.74M	64.63M	20.12M

February 2023



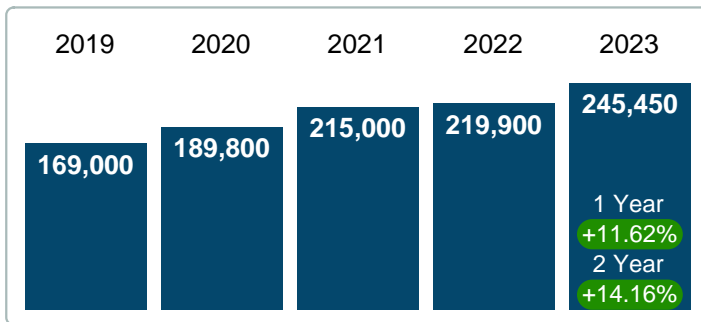
Area Delimited by County Of Tulsa - Residential Property Type



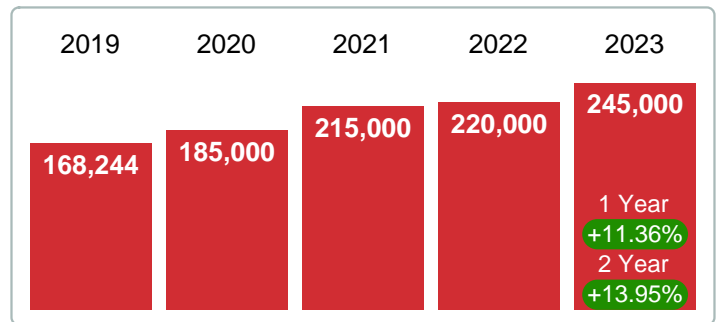
MEDIAN LIST PRICE AT CLOSING

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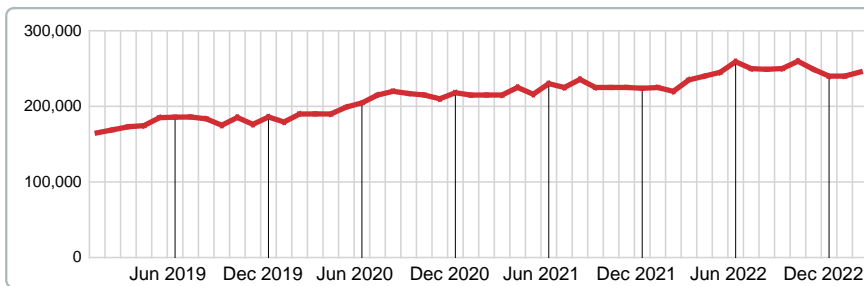
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

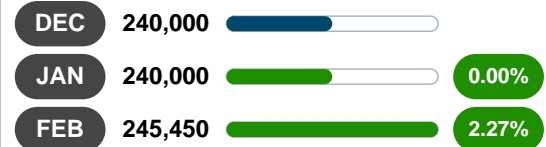


3 MONTHS

5 year FEB AVG = 207,830

High Oct 2022 259,700 Low Jan 2019 165,000

Median List Price at Closing this month at **245,450**
above the 5 yr FEB average of **207,830**



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
\$75,000 and less	6.19%	59,900	52,450	69,000	75,000	0
\$75,001 - \$150,000	15.89%	119,000	110,000	133,950	145,000	119,900
\$150,001 - \$175,000	6.52%	165,500	170,000	165,500	165,000	0
\$175,001 - \$275,000	28.76%	223,250	198,000	220,000	249,000	200,000
\$275,001 - \$375,000	19.73%	311,000	339,950	306,000	317,495	310,000
\$375,001 - \$500,000	12.54%	431,340	475,000	425,000	425,000	477,450
\$500,001 and up	10.37%	599,450	525,000	559,775	599,450	825,000
Median List Price		245,450	110,000	223,000	355,000	498,000
Total Closed Units	100%	245,450	97	301	165	35
Total Closed Volume		173,179,743	12.88M	73.70M	65.52M	21.09M

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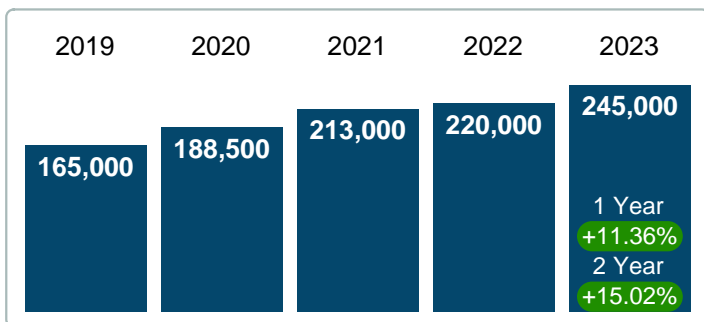
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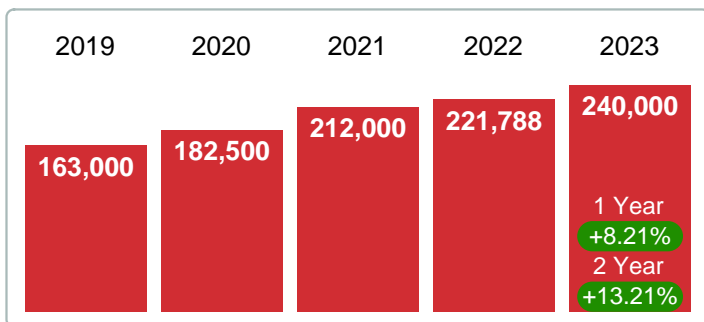
MEDIAN SOLD PRICE AT CLOSING

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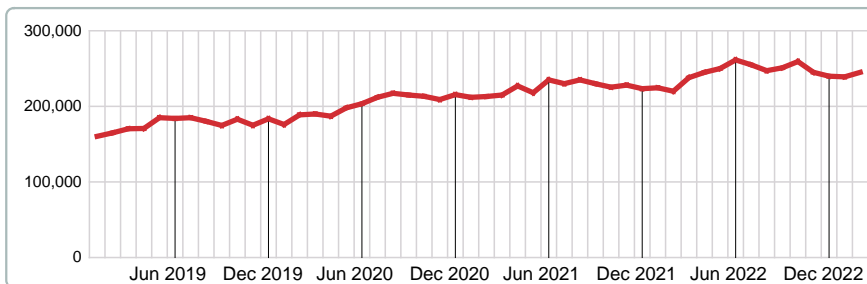
FEBRUARY



YEAR TO DATE (YTD)

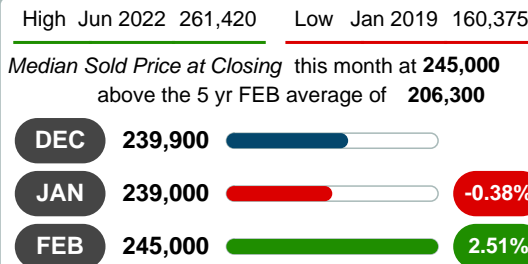


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 206,300



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
\$75,000 and less	7.19%	55,000	53,303	69,500	62,000	0
\$75,001 - \$150,000	15.72%	122,250	111,250	130,000	142,000	100,000
\$150,001 - \$175,000	5.52%	165,000	167,500	165,500	161,500	0
\$175,001 - \$275,000	29.77%	220,000	200,000	217,000	241,000	207,500
\$275,001 - \$375,000	19.73%	312,000	318,000	303,450	317,990	298,000
\$375,001 - \$500,000	12.04%	431,920	435,467	422,400	426,000	475,000
\$500,001 and up	10.03%	599,000	541,500	574,718	592,500	742,500
Median Sold Price		245,000	106,500	218,000	350,875	475,000
Total Closed Units	100%	598	97	301	165	35
Total Closed Volume		169,945,576	12.45M	72.74M	64.63M	20.12M

February 2023



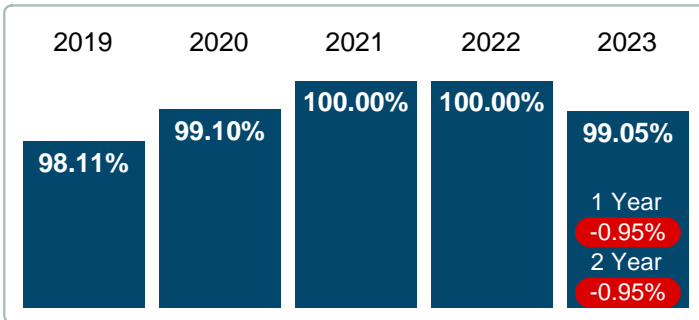
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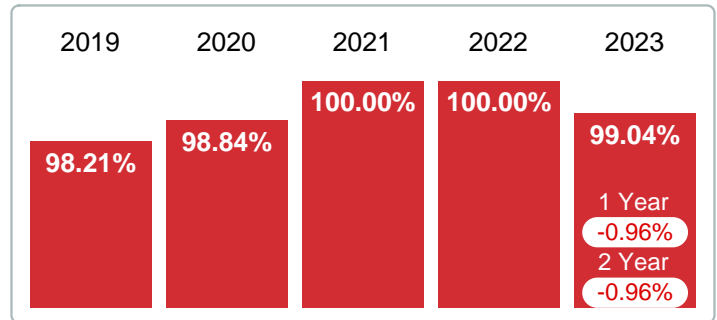
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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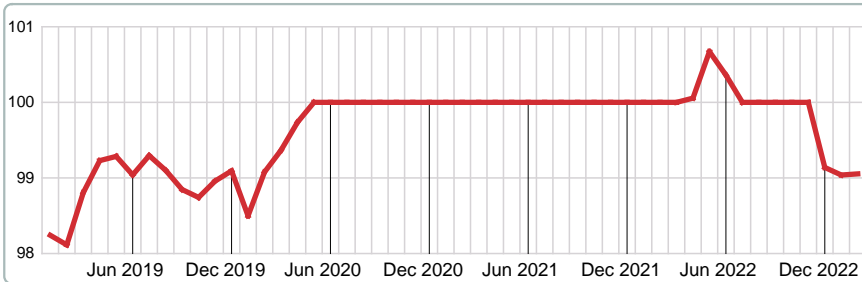
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

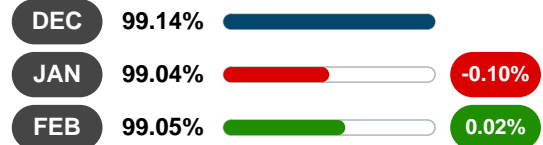


3 MONTHS

5 year FEB AVG = 99.25%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **99.05%**
equal to 5 yr FEB average of **99.25%**



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	
\$75,000 and less	43	7.19%	91.67%	92.28%	91.09%	82.67%	0.00%	
\$75,001 - \$150,000	94	15.72%	98.19%	98.37%	96.67%	100.75%	83.40%	
\$150,001 - \$175,000	33	5.52%	98.51%	97.31%	100.00%	101.68%	0.00%	
\$175,001 - \$275,000	178	29.77%	100.00%	100.26%	100.00%	98.21%	103.49%	
\$275,001 - \$375,000	118	19.73%	100.00%	95.10%	100.00%	100.00%	99.07%	
\$375,001 - \$500,000	72	12.04%	98.61%	93.63%	98.86%	98.61%	99.00%	
\$500,001 and up	60	10.03%	99.69%	106.40%	100.00%	100.00%	97.29%	
Median Sold/List Ratio		99.05%		97.10%	100.00%	100.00%	98.24%	
Total Closed Units		598	100%	99.05%	97	301	165	35
Total Closed Volume		169,945,576			12.45M	72.74M	64.63M	20.12M

February 2023



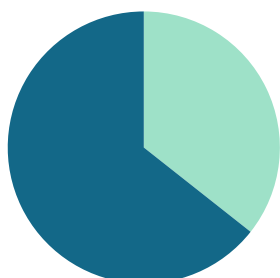
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

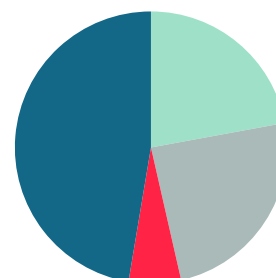


Inventory
 New Listings
748 = 35.64%
 Start Inventory
1,351
 Total Inventory Units
2,099
 Volume
\$867,665,593

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%
Median List Price	219,900	245,450	11.62%	220,000	245,000	11.36%
Median Sale Price	220,000	245,000	11.36%	221,788	240,000	8.21%
Median Percent of Selling Price to List Price	100.00%	99.05%	-0.95%	100.00%	99.04%	-0.96%
Median Days on Market to Sale	5.00	13.00	160.00%	6.00	15.00	150.00%
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

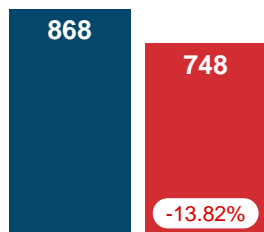
Inventory on February 28, 2023 = **1,281**

2022 **2023**

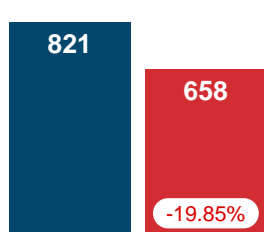
FEBRUARY MARKET

MEDIAN PRICES

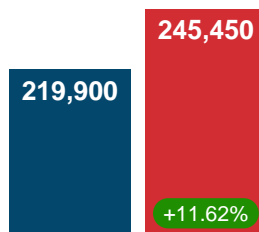
New Listings



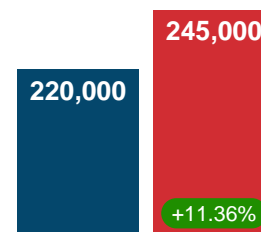
Pending Listings



List Price



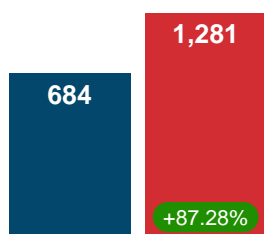
Sale Price



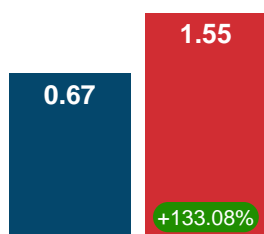
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

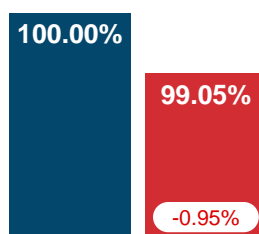
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

