

# January 2023



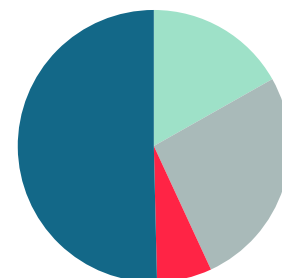
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	761	451	-40.74%
Pending Listings	892	705	-20.96%
New Listings	881	808	-8.29%
Average List Price	266,404	286,338	7.48%
Average Sale Price	264,097	281,204	6.48%
Average Percent of Selling Price to List Price	99.61%	97.91%	-1.71%
Average Days on Market to Sale	20.70	32.01	54.67%
End of Month Inventory	708	1,351	90.82%
Months Supply of Inventory	0.69	1.61	133.12%



■ Closed (16.82%)  
■ Pending (26.29%)  
■ Other OffMarket (6.52%)  
■ Active (50.37%)

**Absorption:** Last 12 months, an Average of **837** Sales/Month  
**Active Inventory** as of January 31, 2023 = **1,351**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2023 rose **90.82%** to 1,351 existing homes available for sale. Over the last 12 months this area has had an average of 837 closed sales per month. This represents an unsold inventory index of **1.61** 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 **6.48%** in January 2023 to \$281,204 versus the previous year at \$264,097.

#### Average Days on Market Lengthens

The average number of **32.01** days that homes spent on the market before selling increased by 11.31 days or **54.67%** in January 2023 compared to last year's same month at **20.70** DOM.

#### Sales Success for January 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 808 New Listings in January 2023, down **8.29%** from last year at 881. Furthermore, there were 451 Closed Listings this month versus last year at 761, a **-40.74%** decrease.

Closed versus Listed trends yielded a **55.8%** ratio, down from previous year's, January 2022, at **86.4%**, a **35.38%** 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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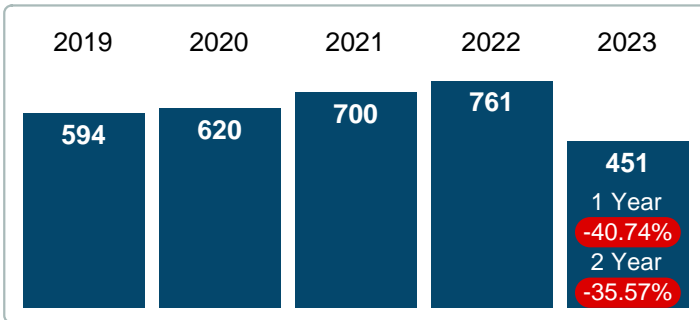
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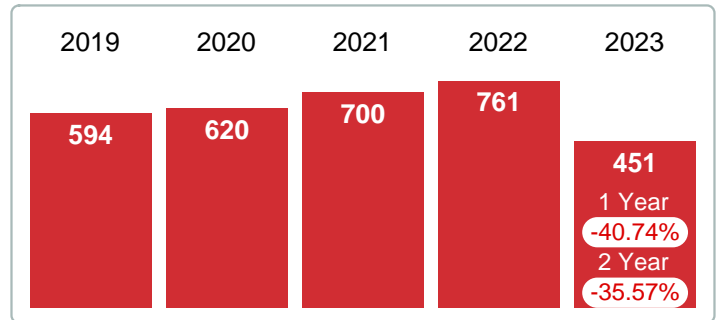
## CLOSED LISTINGS

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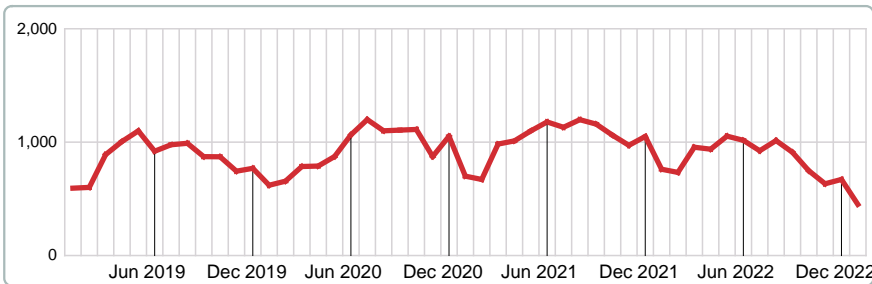
### JANUARY



### YEAR TO DATE (YTD)

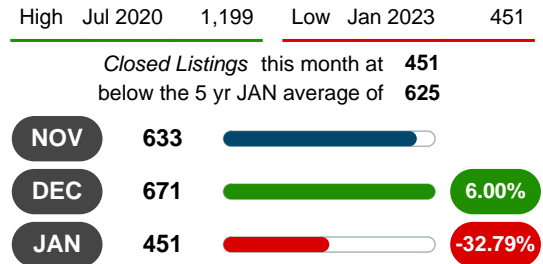


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 625



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	36	7.98%	26.8	17	16	3	0
\$100,001 - \$150,000	53	11.75%	23.7	14	34	3	2
\$150,001 - \$200,000	81	17.96%	28.6	8	59	14	0
\$200,001 - \$250,000	82	18.18%	35.7	4	56	21	1
\$250,001 - \$350,000	95	21.06%	35.5	3	49	38	5
\$350,001 - \$500,000	55	12.20%	37.9	3	18	28	6
\$500,001 and up	49	10.86%	30.8	1	9	29	10
<b>Total Closed Units</b>	<b>451</b>			<b>50</b>	<b>241</b>	<b>136</b>	<b>24</b>
<b>Total Closed Volume</b>	<b>126,822,828</b>	<b>100%</b>	<b>32.0</b>	<b>8.03M</b>	<b>55.86M</b>	<b>51.08M</b>	<b>11.86M</b>
<b>Average Closed Price</b>	<b>\$281,204</b>			<b>\$160,624</b>	<b>\$231,783</b>	<b>\$375,565</b>	<b>\$493,961</b>

# January 2023



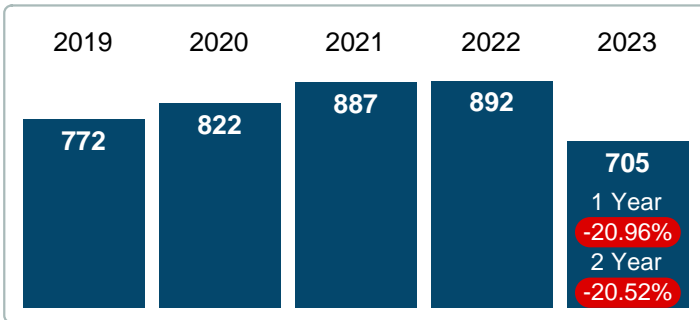
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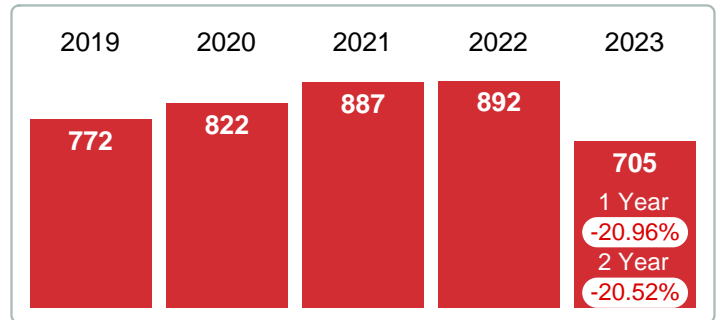
## PENDING LISTINGS

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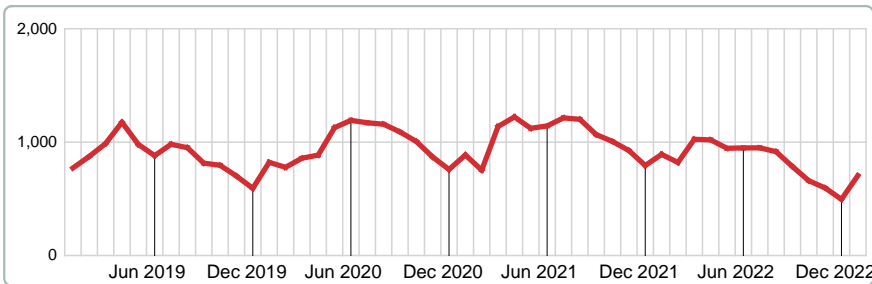
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 816

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **705**  
below the 5 yr JAN average of **816**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	41	5.82%	47.6	26	13	2	0
\$75,001 - \$150,000	111	15.74%	35.2	47	52	10	2
\$150,001 - \$200,000	111	15.74%	28.1	17	84	9	1
\$200,001 - \$275,000	147	20.85%	37.9	6	104	34	3
\$275,001 - \$350,000	130	18.44%	44.5	5	51	64	10
\$350,001 - \$475,000	83	11.77%	46.0	5	20	50	8
\$475,001 and up	82	11.63%	64.9	2	19	44	17
<b>Total Pending Units</b>	<b>705</b>			<b>108</b>	<b>343</b>	<b>213</b>	<b>41</b>
<b>Total Pending Volume</b>	<b>203,811,315</b>	<b>100%</b>	<b>40.6</b>	<b>15.66M</b>	<b>81.48M</b>	<b>81.84M</b>	<b>24.83M</b>
<b>Average Listing Price</b>	<b>\$292,362</b>			<b>\$145,026</b>	<b>\$237,555</b>	<b>\$384,232</b>	<b>\$605,503</b>

# January 2023



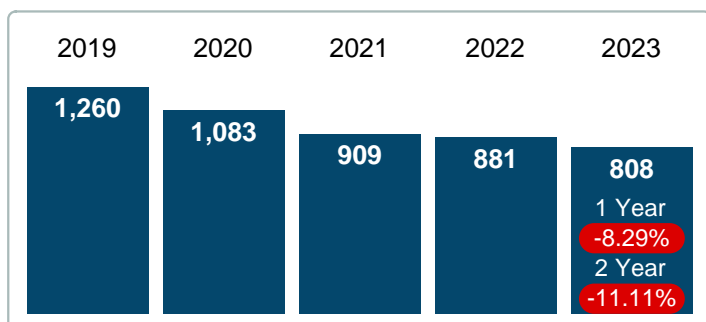
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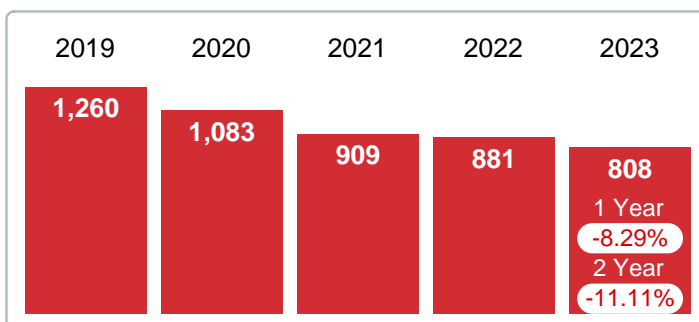
## NEW LISTINGS

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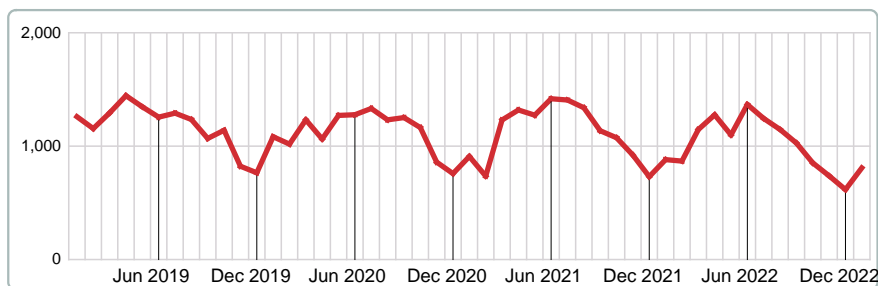
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

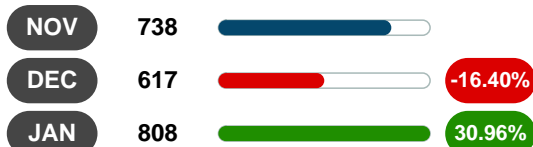


### 3 MONTHS

5 year JAN AVG = 988

High Apr 2019 1,445 Low Dec 2022 617

New Listings this month at **808**  
 below the 5 yr JAN average of **988**



### 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	61	7.55%	33	25	3	0
\$100,001 - \$150,000	70	8.66%	26	40	4	0
\$150,001 - \$225,000	162	20.05%	22	125	13	2
\$225,001 - \$325,000	206	25.50%	15	108	77	6
\$325,001 - \$425,000	117	14.48%	5	37	65	10
\$425,001 - \$575,000	106	13.12%	9	28	60	9
\$575,001 and up	86	10.64%	1	13	54	18
<b>Total New Listed Units</b>	<b>808</b>		<b>111</b>	<b>376</b>	<b>276</b>	<b>45</b>
<b>Total New Listed Volume</b>	<b>276,433,542</b>	<b>100%</b>	<b>21.64M</b>	<b>96.50M</b>	<b>130.52M</b>	<b>27.77M</b>
<b>Average New Listed Listing Price</b>	<b>\$299,869</b>		<b>\$194,995</b>	<b>\$256,649</b>	<b>\$472,906</b>	<b>\$617,047</b>

# January 2023



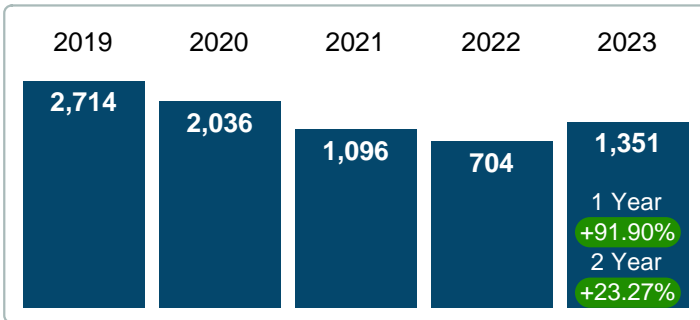
Area Delimited by County Of Tulsa - Residential Property Type



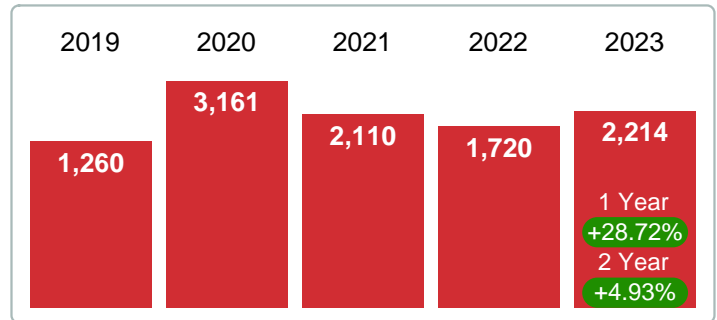
## ACTIVE INVENTORY

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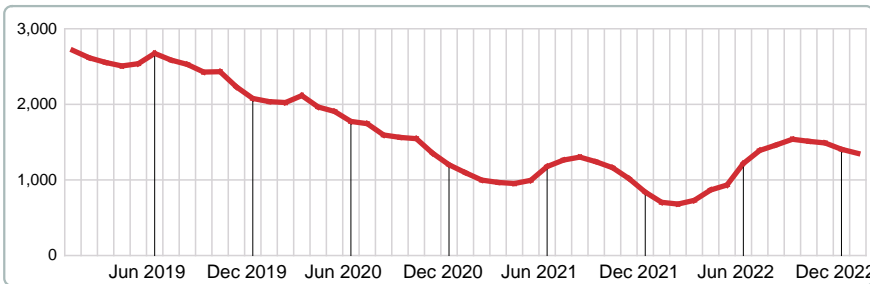
### END OF JANUARY



### ACTIVE DURING JANUARY

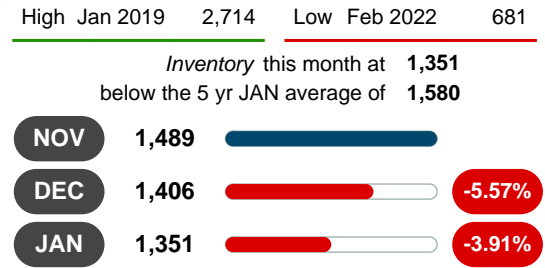


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,580



### 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	101	7.48%	91.2	55	43	3	0
\$125,001 - \$225,000	206	15.25%	62.8	33	143	28	2
\$225,001 - \$300,000	174	12.88%	55.5	16	103	52	3
\$300,001 - \$450,000	341	25.24%	74.3	20	127	167	27
\$450,001 - \$525,000	159	11.77%	95.5	5	41	101	12
\$525,001 - \$675,000	229	16.95%	100.4	4	39	151	35
\$675,001 and up	141	10.44%	93.2	5	25	66	45
<b>Total Active Inventory by Units</b>	<b>1,351</b>			<b>138</b>	<b>521</b>	<b>568</b>	<b>124</b>
<b>Total Active Inventory by Volume</b>	<b>615,196,932</b>	<b>100%</b>	<b>80.3</b>	<b>34.63M</b>	<b>178.15M</b>	<b>291.18M</b>	<b>111.23M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$455,364</b>			<b>\$250,966</b>	<b>\$341,937</b>	<b>\$512,647</b>	<b>\$897,025</b>

# January 2023



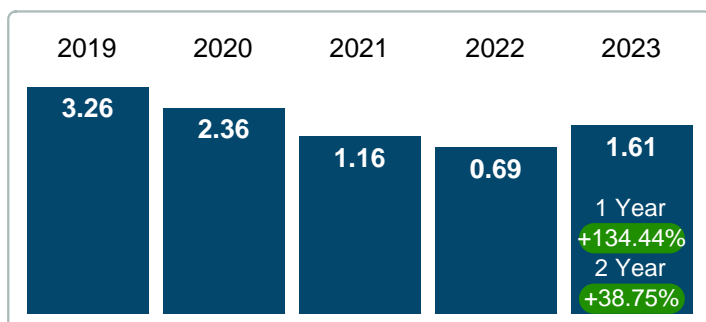
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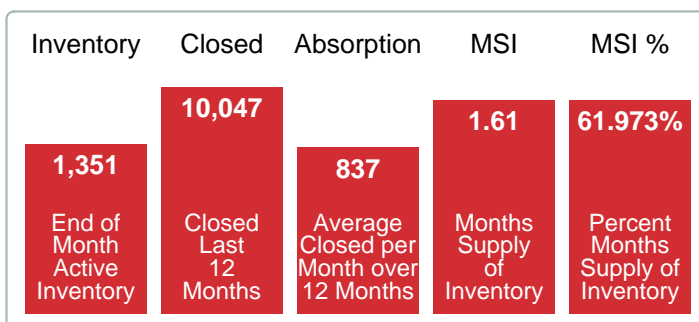
## MONTHS SUPPLY of INVENTORY (MSI)

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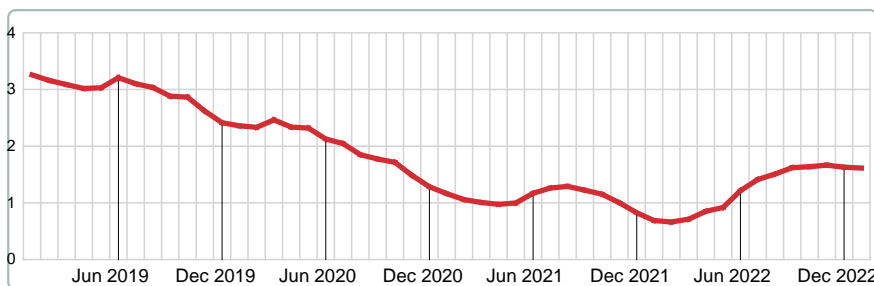
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023



### 5 YEAR MARKET ACTIVITY TRENDS

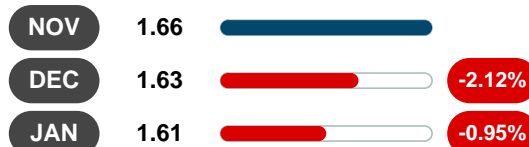


### 3 MONTHS

5 year JAN AVG = 1.82

High Jan 2019 3.26 Low Feb 2022 0.66

Months Supply this month at 1.61  
below the 5 yr JAN average of 1.82



### 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	101	7.48%	0.97	1.07	0.90	0.67	0.00
\$125,001 - \$225,000	206	15.25%	0.83	0.94	0.77	1.14	1.00
\$225,001 - \$300,000	174	12.88%	0.92	1.64	0.87	0.90	0.72
\$300,001 - \$450,000	341	25.24%	1.95	3.81	1.86	1.90	2.09
\$450,001 - \$525,000	159	11.77%	3.66	10.00	3.15	3.97	2.62
\$525,001 - \$675,000	229	16.95%	5.33	8.00	5.78	5.73	3.72
\$675,001 and up	141	10.44%	4.15	12.00	6.38	3.55	4.06
Market Supply of Inventory (MSI)			1.61	1.34	1.17	2.32	2.78
Total Active Inventory by Units		100%	1,351	138	521	568	124

# January 2023



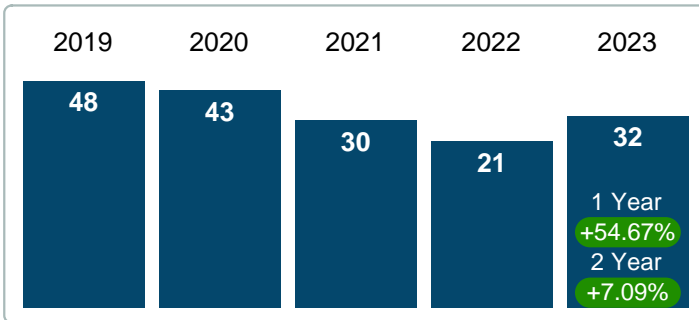
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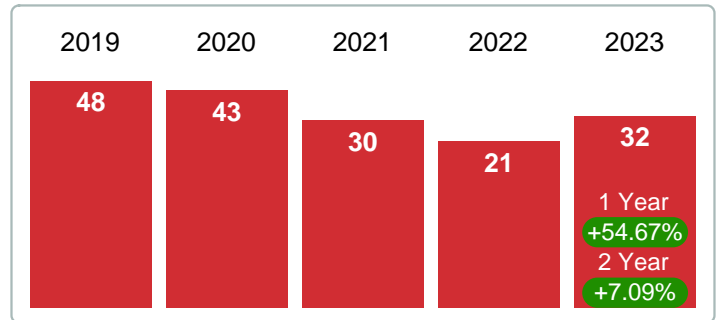
## AVERAGE DAYS ON MARKET TO SALE

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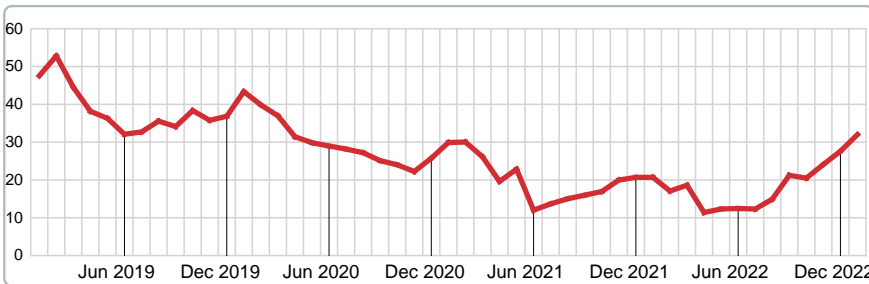
### JANUARY



### YEAR TO DATE (YTD)

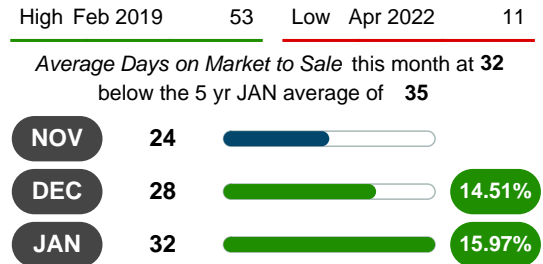


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 35



### 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
\$100,000 and less	7.98%	27	24	33	7	0
\$100,001 - \$150,000	11.75%	24	21	22	27	64
\$150,001 - \$200,000	17.96%	29	47	23	42	0
\$200,001 - \$250,000	18.18%	36	15	35	42	24
\$250,001 - \$350,000	21.06%	36	3	36	36	46
\$350,001 - \$500,000	12.20%	38	12	28	45	48
\$500,001 and up	10.86%	31	1	23	38	20
Average Closed DOM		32	24	29	39	36
Total Closed Units	100%	32	50	241	136	24
Total Closed Volume		126,822,828	8.03M	55.86M	51.08M	11.86M

# January 2023



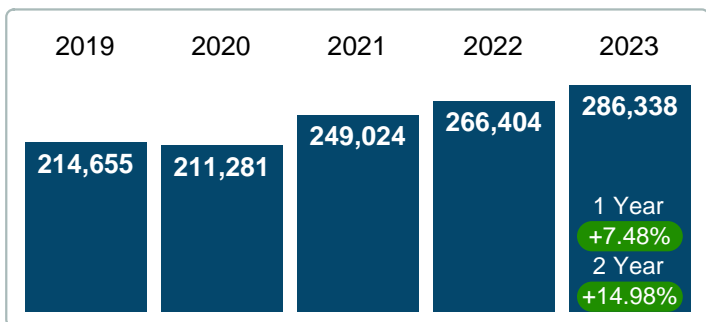
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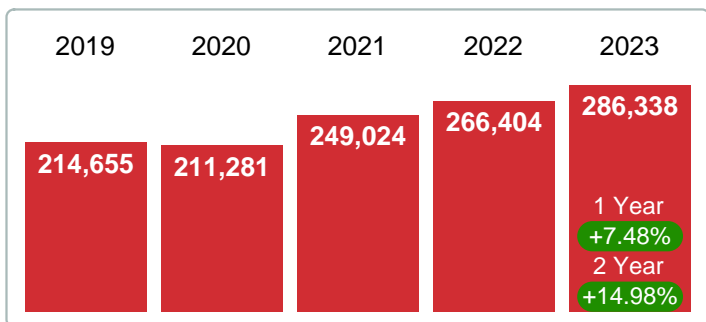
## AVERAGE LIST PRICE AT CLOSING

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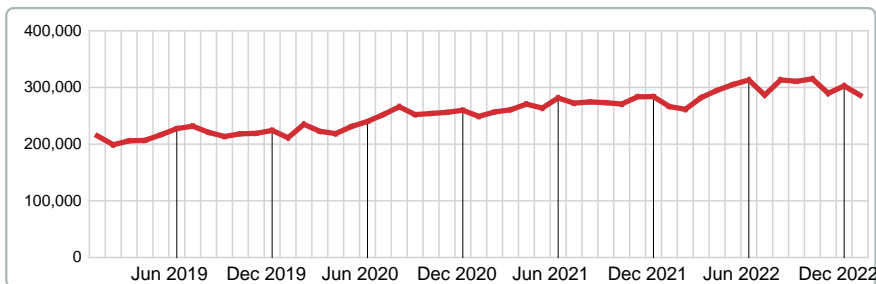
### JANUARY



### YEAR TO DATE (YTD)

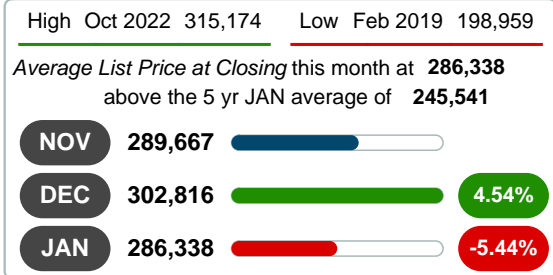


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 245,541



### 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
\$100,000 and less	7.76%	78,588	85,110	76,838	73,267	0
\$100,001 - \$150,000	10.42%	129,585	127,636	134,565	148,300	140,000
\$150,001 - \$200,000	18.18%	177,954	181,100	182,000	182,936	0
\$200,001 - \$250,000	17.52%	227,955	223,725	233,217	235,546	265,000
\$250,001 - \$350,000	22.17%	293,211	291,633	295,028	302,369	303,780
\$350,001 - \$500,000	12.86%	421,501	429,100	441,717	417,795	430,947
\$500,001 and up	11.09%	678,574	600,400	548,467	710,163	724,737
<b>Average List Price</b>		<b>286,338</b>	<b>166,801</b>	<b>236,291</b>	<b>382,024</b>	<b>495,706</b>
<b>Total Closed Units</b>	100%	<b>286,338</b>	<b>50</b>	<b>241</b>	<b>136</b>	<b>24</b>
<b>Total Closed Volume</b>		<b>129,138,537</b>	<b>8.34M</b>	<b>56.95M</b>	<b>51.96M</b>	<b>11.90M</b>



# January 2023



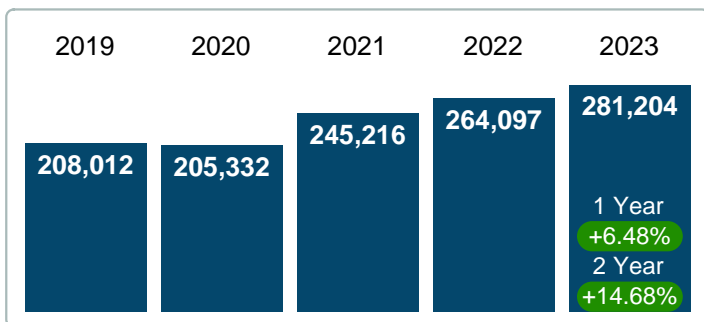
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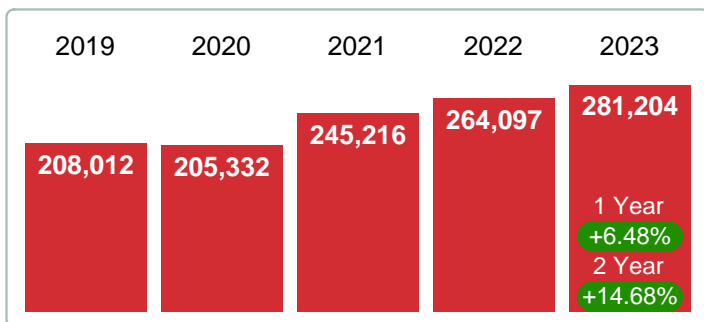
## AVERAGE SOLD PRICE AT CLOSING

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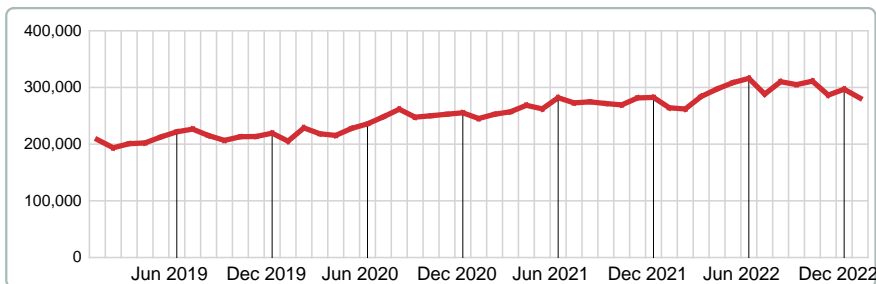
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

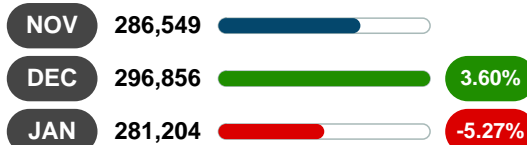


### 3 MONTHS

5 year JAN AVG = 240,772

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

Average Sold Price at Closing this month at **281,204**  
above the 5 yr JAN average of **240,772**



### 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
\$100,000 and less	7.98%	75,486	78,324	73,931	67,698	0
\$100,001 - \$150,000	11.75%	127,956	124,014	129,323	137,167	118,500
\$150,001 - \$200,000	17.96%	178,904	172,543	180,518	175,736	0
\$200,001 - \$250,000	18.18%	228,666	226,614	227,215	231,911	250,000
\$250,001 - \$350,000	21.06%	291,704	271,333	289,498	295,975	293,080
\$350,001 - \$500,000	12.20%	419,695	420,767	431,806	410,384	426,280
\$500,001 and up	10.86%	679,321	600,400	549,697	703,243	734,498
<b>Average Sold Price</b>		<b>281,204</b>	<b>160,624</b>	<b>231,783</b>	<b>375,565</b>	<b>493,961</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>281,204</b>	<b>50</b>	<b>241</b>	<b>136</b>	<b>24</b>
<b>Total Closed Volume</b>		<b>126,822,828</b>	<b>8.03M</b>	<b>55.86M</b>	<b>51.08M</b>	<b>11.86M</b>

# January 2023



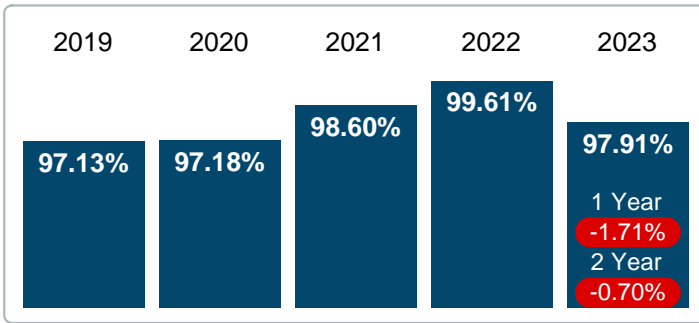
Area Delimited by County Of Tulsa - Residential Property Type



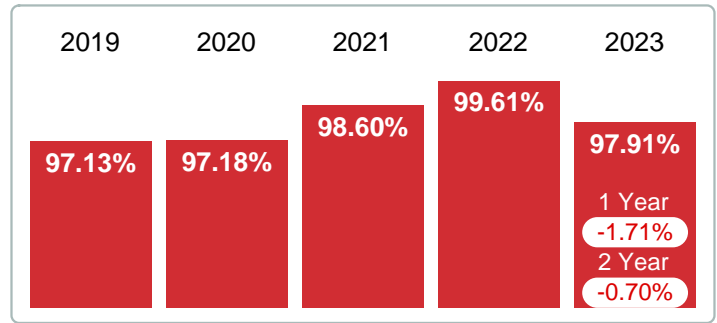
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

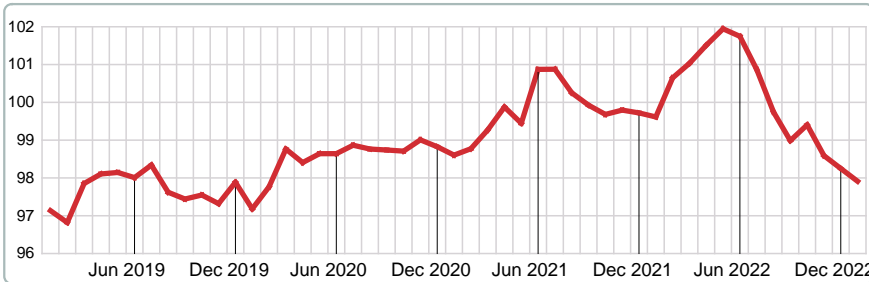
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

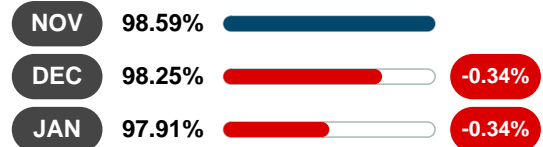


### 3 MONTHS

5 year JAN AVG = 98.09%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **97.91%** equal to 5 yr JAN average of **98.09%**



### 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
\$100,000 and less	36	7.98%	94.35%	92.30%	96.88%	92.54%	0.00%
\$100,001 - \$150,000	53	11.75%	96.31%	98.01%	96.59%	92.90%	84.74%
\$150,001 - \$200,000	81	17.96%	98.45%	96.27%	99.22%	96.47%	0.00%
\$200,001 - \$250,000	82	18.18%	98.08%	101.63%	97.68%	98.66%	94.34%
\$250,001 - \$350,000	95	21.06%	97.99%	93.20%	98.30%	98.11%	96.93%
\$350,001 - \$500,000	55	12.20%	98.28%	97.84%	98.00%	98.37%	98.88%
\$500,001 and up	49	10.86%	100.51%	100.00%	100.29%	100.09%	101.98%
Average Sold/List Ratio		97.90%		95.82%	98.10%	98.26%	98.40%
Total Closed Units		451	100%	50	241	136	24
Total Closed Volume		126,822,828		8.03M	55.86M	51.08M	11.86M

# January 2023



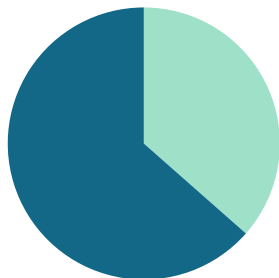
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

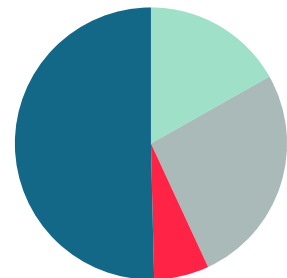


**Inventory**  
 New Listings  
**808 = 36.50%**  
 Start Inventory  
**1,406**  
 Total Inventory Units  
**2,214**  
 Volume  
**\$882,387,493**

### Market Activity

Closed Sales  
**451 = 16.82%**  
 Pending Sales  
**705 = 26.29%**  
 Other Off Market  
**175 = 6.52%**  
 Active Inventory  
**1,351 = 50.37%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	761	451	-40.74%	761	451	-40.74%
Pending Sales	892	705	-20.96%	892	705	-20.96%
New Listings	881	808	-8.29%	881	808	-8.29%
Average List Price	266,404	286,338	7.48%	266,404	286,338	7.48%
Average Sale Price	264,097	281,204	6.48%	264,097	281,204	6.48%
Average Percent of Selling Price to List Price	99.61%	97.91%	-1.71%	99.61%	97.91%	-1.71%
Average Days on Market to Sale	20.70	32.01	54.67%	20.70	32.01	54.67%
Monthly Inventory	708	1,351	90.82%	708	1,351	90.82%
Months Supply of Inventory	0.69	1.61	133.12%	0.69	1.61	133.12%

**Absorption:** Last 12 months, an Average of **837** Sales/Month

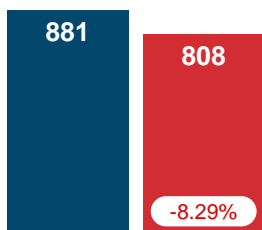
**Inventory** on January 31, 2023 = **1,351**

**2022** **2023**

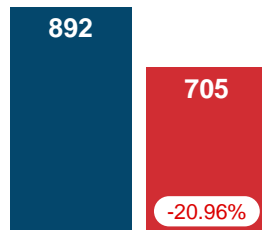
### JANUARY MARKET

### AVERAGE PRICES

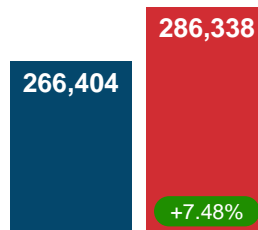
#### New Listings



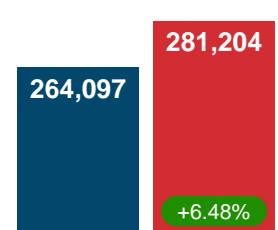
#### Pending Listings



#### List Price



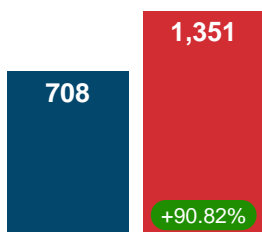
#### Sale Price



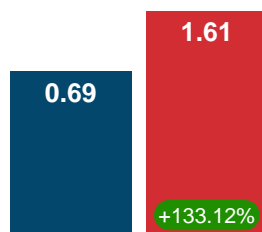
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

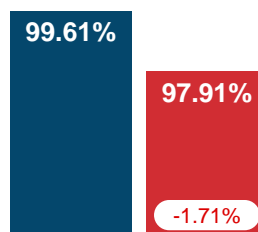
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

