

January 2023



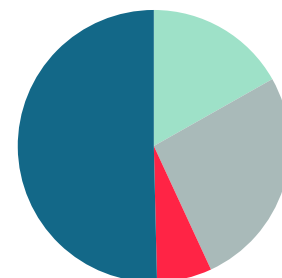
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	224,900	240,000	6.71%
Median Sale Price	224,555	239,000	6.43%
Median Percent of Selling Price to List Price	100.00%	99.04%	-0.96%
Median Days on Market to Sale	7.00	17.00	142.86%
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.

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 **6.43%** in January 2023 to \$239,000 versus the previous year at \$224,555.

Median Days on Market Lengthens

The median number of **17.00** days that homes spent on the market before selling increased by 10.00 days or **142.86%** in January 2023 compared to last year's same month at **7.00** DOM.

Sales Success for January 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 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.

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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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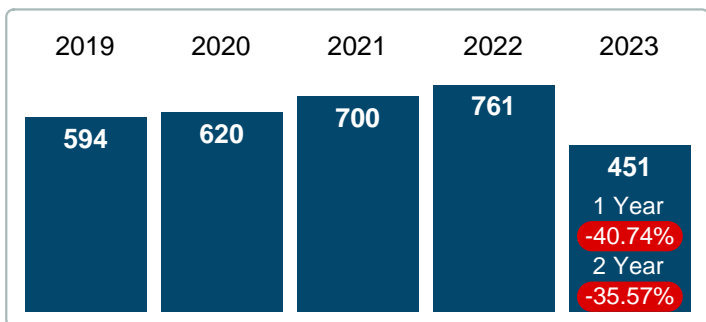
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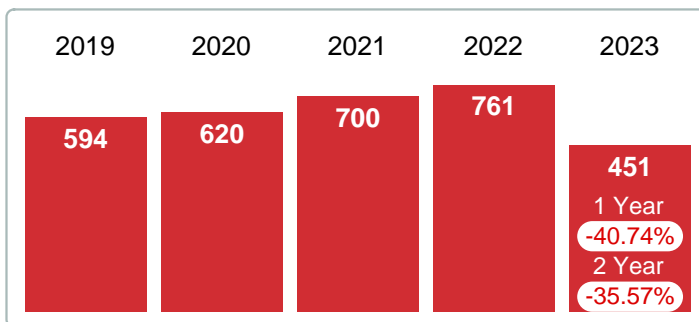
CLOSED LISTINGS

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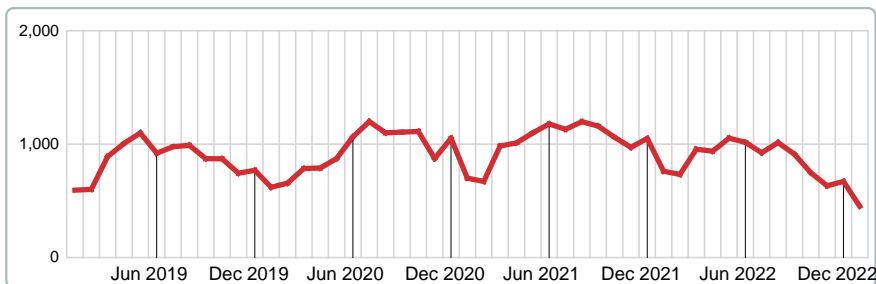
JANUARY



YEAR TO DATE (YTD)

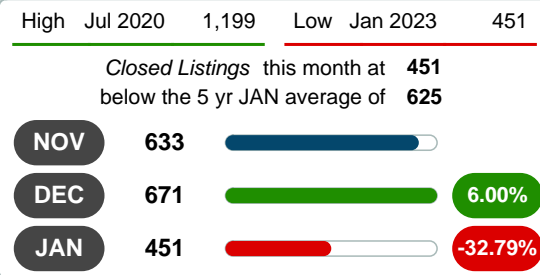


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 625



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	36	7.98%	16.0	17	16	3	0
\$100,001 - \$150,000	53	11.75%	9.0	14	34	3	2
\$150,001 - \$200,000	81	17.96%	13.0	8	59	14	0
\$200,001 - \$250,000	82	18.18%	21.0	4	56	21	1
\$250,001 - \$350,000	95	21.06%	25.0	3	49	38	5
\$350,001 - \$500,000	55	12.20%	27.0	3	18	28	6
\$500,001 and up	49	10.86%	10.0	1	9	29	10
Total Closed Units	451			50	241	136	24
Total Closed Volume	126,822,828	100%	17.0	8.03M	55.86M	51.08M	11.86M
Median Closed Price	\$239,000			\$126,250	\$215,000	\$311,250	\$449,450

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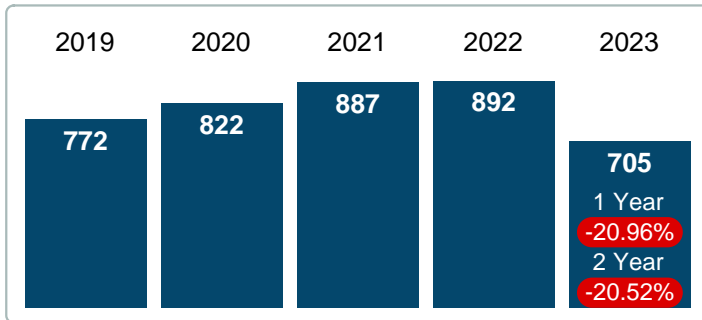
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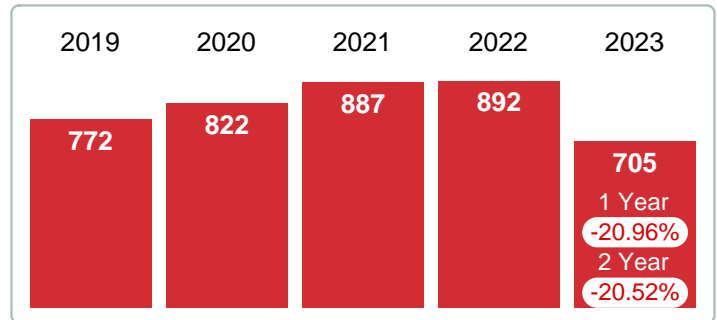
PENDING LISTINGS

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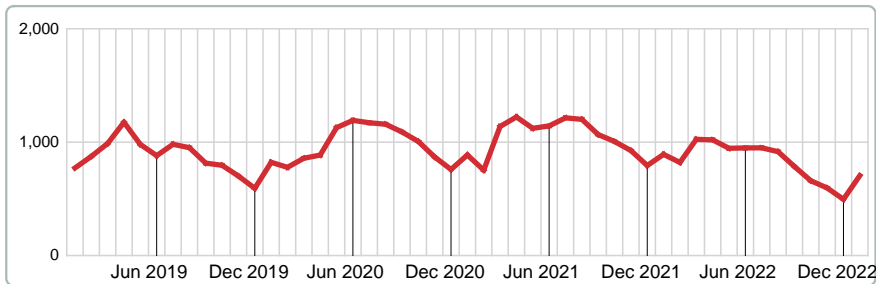
JANUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	41	5.82%	34.0	26	13	2	0
\$75,001 - \$150,000	111	15.74%	13.0	47	52	10	2
\$150,001 - \$200,000	111	15.74%	10.0	17	84	9	1
\$200,001 - \$275,000	147	20.85%	16.0	6	104	34	3
\$275,001 - \$350,000	130	18.44%	26.0	5	51	64	10
\$350,001 - \$475,000	83	11.77%	26.0	5	20	50	8
\$475,001 and up	82	11.63%	27.0	2	19	44	17
Total Pending Units	705			108	343	213	41
Total Pending Volume	203,811,315	100%	19.0	15.66M	81.48M	81.84M	24.83M
Median Listing Price	\$245,000			\$114,975	\$220,000	\$335,000	\$397,000

January 2023



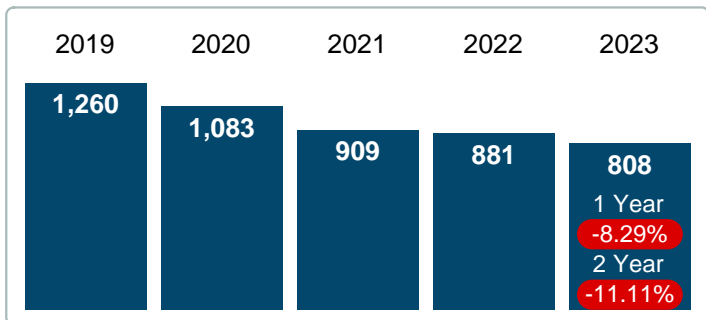
Area Delimited by County Of Tulsa - Residential Property Type



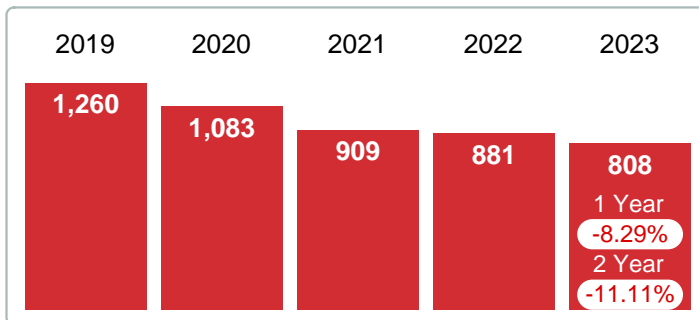
NEW LISTINGS

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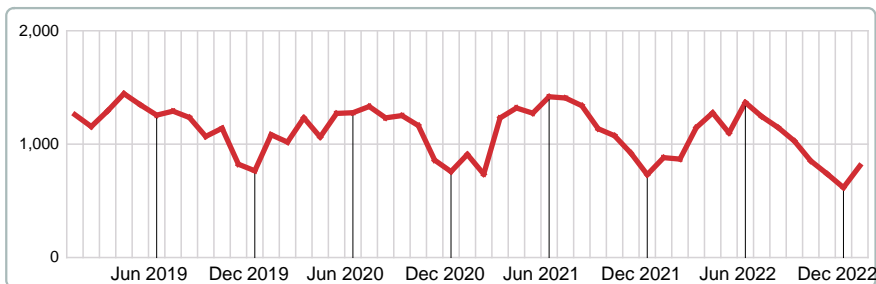
JANUARY



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
Total New Listed Units	808		111	376	276	45
Total New Listed Volume	276,433,542	100%	21.64M	96.50M	130.52M	27.77M
Median New Listed Listing Price	\$279,950		\$149,900	\$225,000	\$375,000	\$489,000

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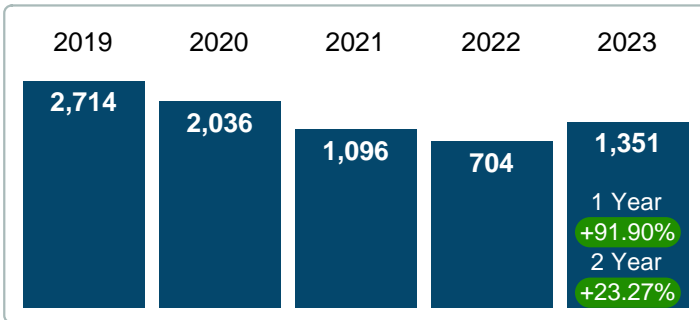
Area Delimited by County Of Tulsa - Residential Property Type



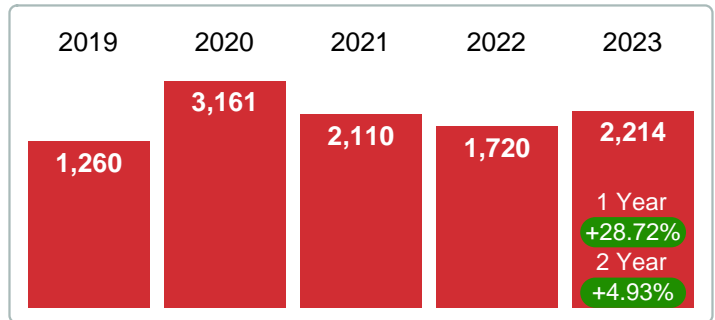
ACTIVE INVENTORY

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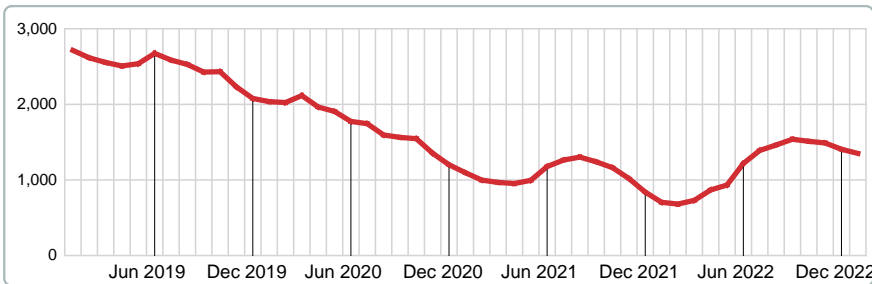
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

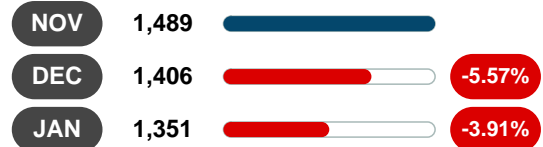


3 MONTHS

5 year JAN AVG = 1,580

High Jan 2019 2,714 Low Feb 2022 681

Inventory this month at 1,351
below the 5 yr JAN average of 1,580



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	101	7.48%	48.0	55	43	3	0	
\$125,001 - \$225,000	206	15.25%	48.0	33	143	28	2	
\$225,001 - \$300,000	174	12.88%	34.0	16	103	52	3	
\$300,001 - \$450,000	341	25.24%	62.0	20	127	167	27	
\$450,001 - \$525,000	159	11.77%	88.0	5	41	101	12	
\$525,001 - \$675,000	229	16.95%	90.0	4	39	151	35	
\$675,001 and up	141	10.44%	81.0	5	25	66	45	
Total Active Inventory by Units		1,351		138	521	568	124	
Total Active Inventory by Volume		615,196,932	100%	61.0	34.63M	178.15M	291.18M	111.23M
Median Active Inventory Listing Price		\$375,000			\$159,450	\$280,000	\$491,450	\$593,950

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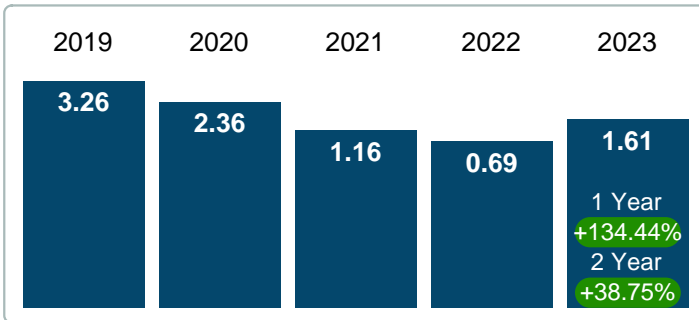
Area Delimited by County Of Tulsa - Residential Property Type



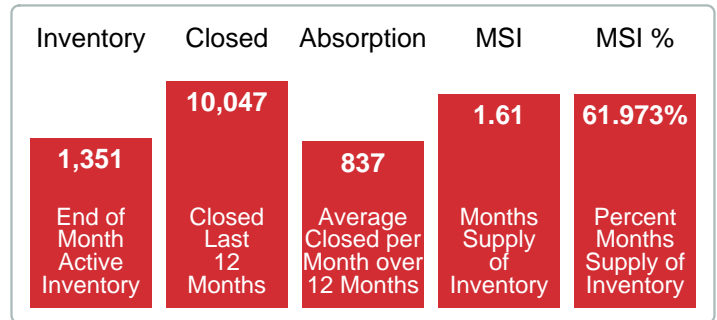
MONTHS SUPPLY of INVENTORY (MSI)

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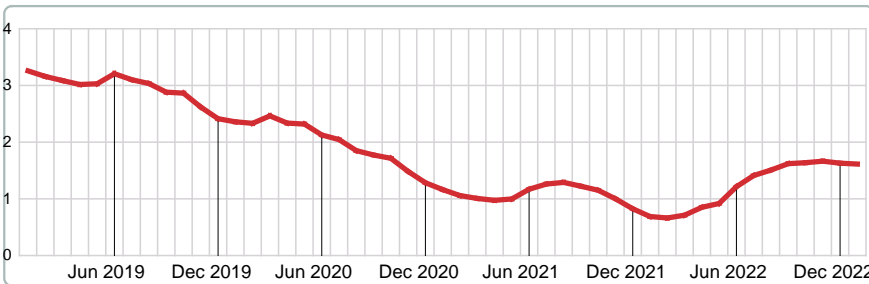
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

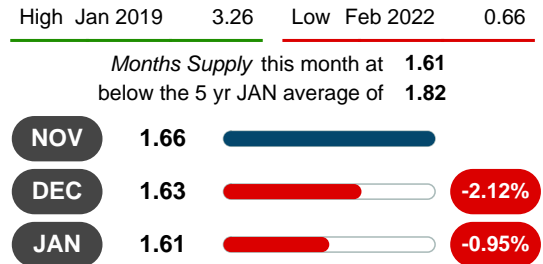


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1.82



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

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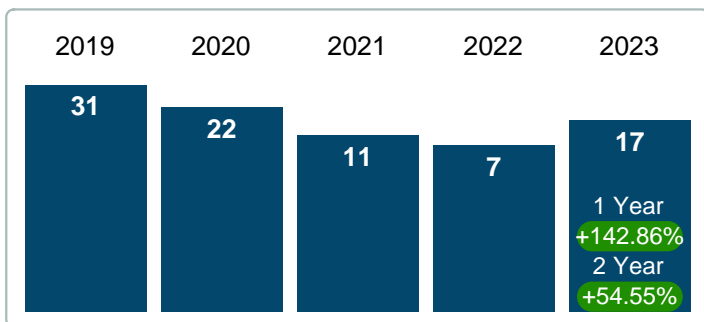
Area Delimited by County Of Tulsa - Residential Property Type



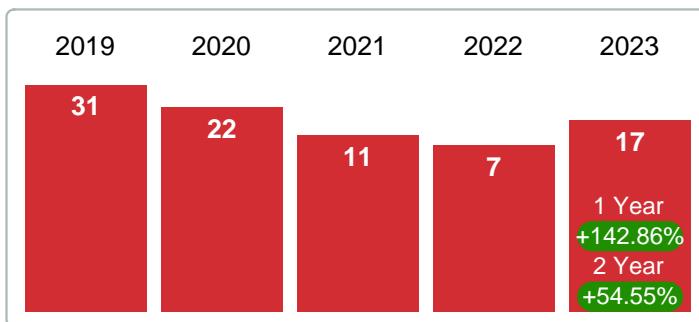
MEDIAN DAYS ON MARKET TO SALE

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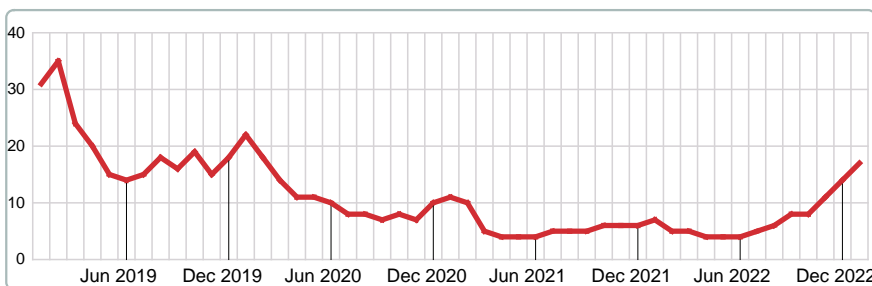
JANUARY



YEAR TO DATE (YTD)

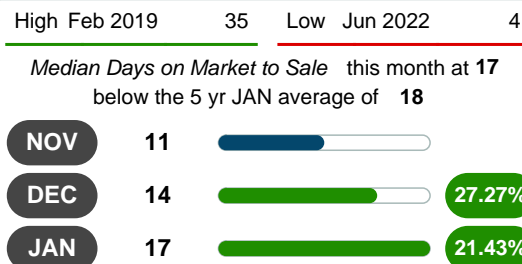


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 18



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
\$100,000 and less	7.98%	16	15	26	6	0
\$100,001 - \$150,000	11.75%	9	8	9	9	64
\$150,001 - \$200,000	17.96%	13	7	13	34	0
\$200,001 - \$250,000	18.18%	21	4	19	34	24
\$250,001 - \$350,000	21.06%	25	4	24	31	67
\$350,001 - \$500,000	12.20%	27	1	15	31	62
\$500,001 and up	10.86%	10	1	15	17	3
Median Closed DOM		17	9	16	29	32
Total Closed Units	100%	451	50	241	136	24
Total Closed Volume		126,822,828	8.03M	55.86M	51.08M	11.86M

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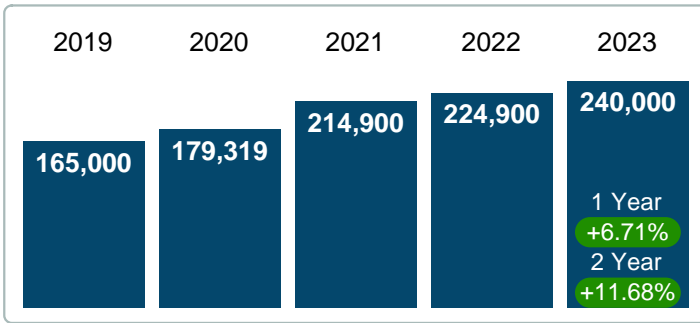
Area Delimited by County Of Tulsa - Residential Property Type



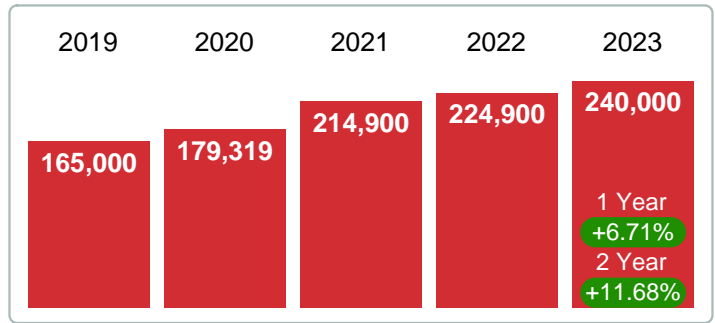
MEDIAN LIST PRICE AT CLOSING

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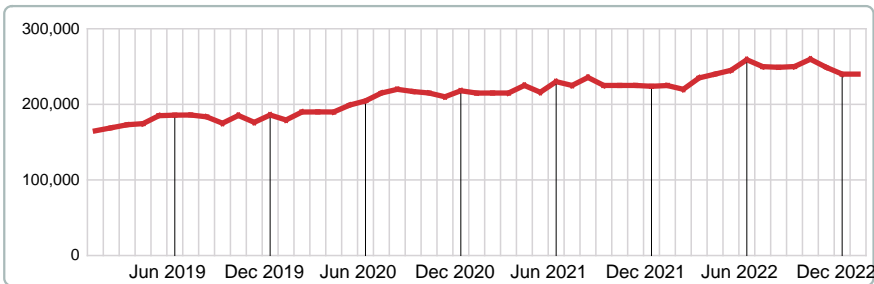
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

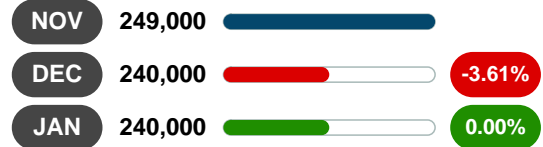


3 MONTHS

5 year JAN AVG = 204,824

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

Median List Price at Closing this month at **240,000**
above the 5 yr JAN average of **204,824**



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
\$100,000 and less	35	7.76%	79,000	79,000	79,500	64,900	0
\$100,001 - \$150,000	47	10.42%	130,000	127,000	131,750	149,900	140,000
\$150,001 - \$200,000	82	18.18%	179,450	172,450	184,950	174,950	0
\$200,001 - \$250,000	79	17.52%	225,000	235,000	225,000	229,000	0
\$250,001 - \$350,000	100	22.17%	289,000	284,950	282,691	295,000	292,000
\$350,001 - \$500,000	58	12.86%	412,500	437,300	424,000	404,770	424,950
\$500,001 and up	50	11.09%	603,900	600,400	546,200	606,910	654,803
Median List Price			240,000	129,500	216,290	317,200	455,000
Total Closed Units		100%	240,000	50	241	136	24
Total Closed Volume			129,138,537	8.34M	56.95M	51.96M	11.90M

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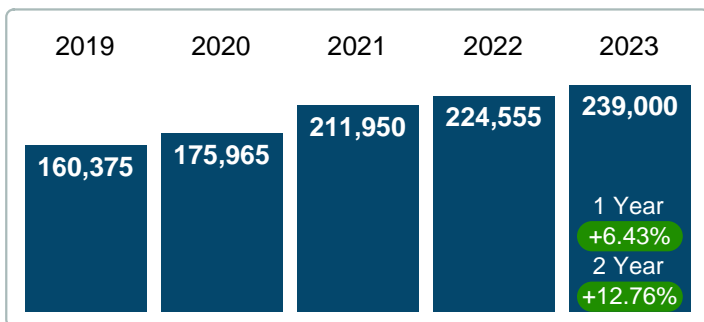
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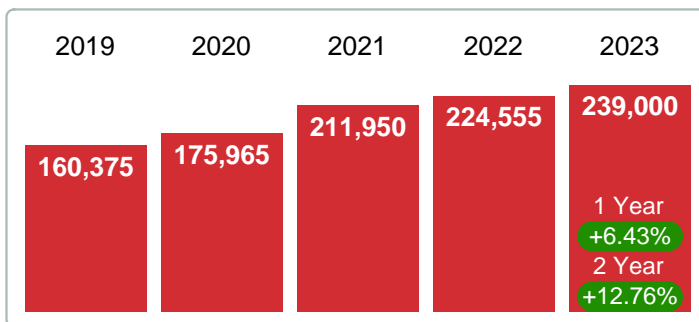
MEDIAN SOLD PRICE AT CLOSING

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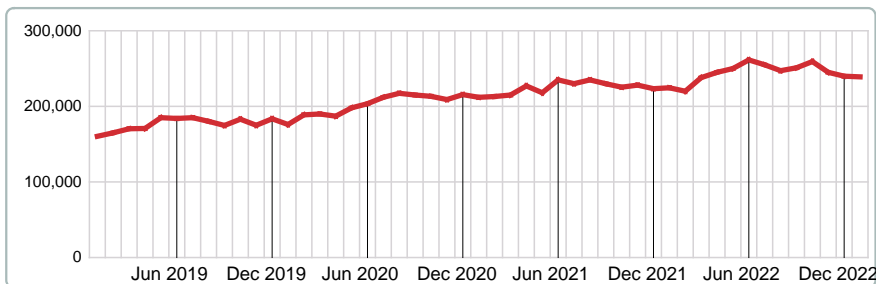
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 202,369

High Jun 2022 261,420 Low Jan 2019 160,375

Median Sold Price at Closing this month at **239,000**
above the 5 yr JAN average of **202,369**

- NOV 245,000
- DEC 239,900 -2.08%
- JAN 239,000 -0.38%

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
\$100,000 and less	36	7.98%	75,000	84,000	75,000	60,095	0
\$100,001 - \$150,000	53	11.75%	126,000	125,000	130,750	150,000	118,500
\$150,001 - \$200,000	81	17.96%	180,000	165,170	182,500	177,500	0
\$200,001 - \$250,000	82	18.18%	229,000	226,500	225,000	230,000	250,000
\$250,001 - \$350,000	95	21.06%	288,350	265,000	280,826	295,000	300,000
\$350,001 - \$500,000	55	12.20%	408,000	437,300	426,450	400,000	422,450
\$500,001 and up	49	10.86%	615,000	600,400	537,345	620,000	660,772
Median Sold Price			239,000	126,250	215,000	311,250	449,450
Total Closed Units		100%	451	50	241	136	24
Total Closed Volume			126,822,828	8.03M	55.86M	51.08M	11.86M

January 2023



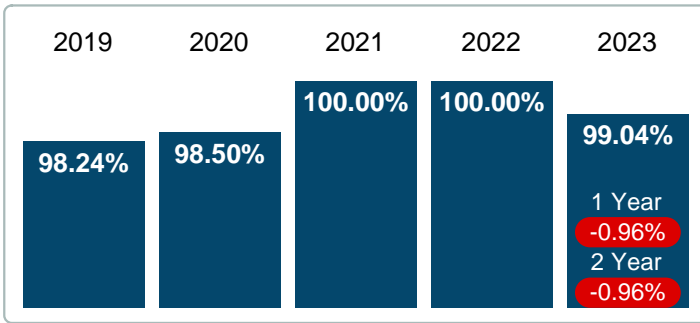
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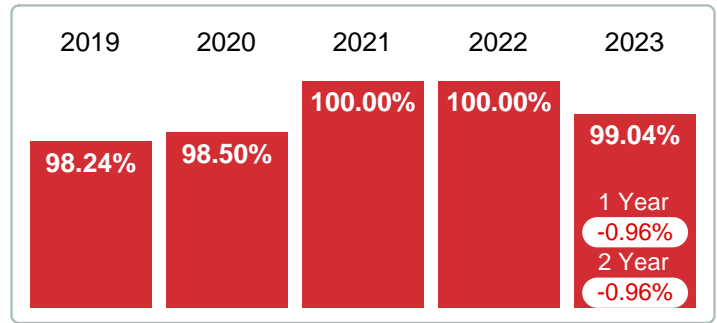
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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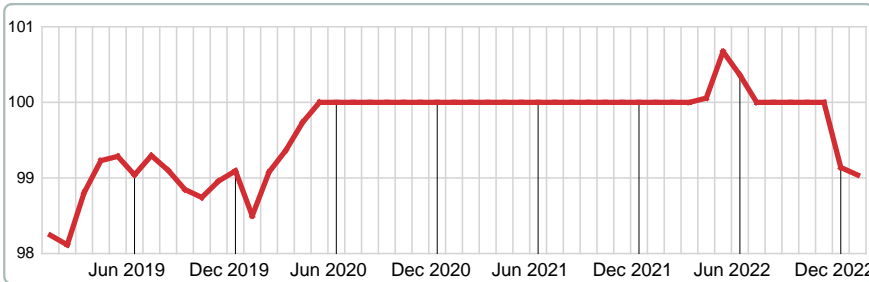
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

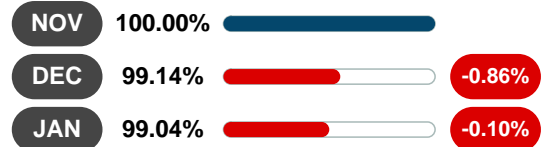


3 MONTHS

5 year JAN AVG = 99.16%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **99.04%**
equal to 5 yr JAN average of **99.16%**



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
\$100,000 and less	36	7.98%	93.95%	92.86%	95.56%	92.73%	0.00%
\$100,001 - \$150,000	53	11.75%	98.08%	96.31%	98.94%	92.99%	84.74%
\$150,001 - \$200,000	81	17.96%	100.00%	98.56%	100.00%	95.77%	0.00%
\$200,001 - \$250,000	82	18.18%	99.33%	102.13%	98.73%	100.00%	94.34%
\$250,001 - \$350,000	95	21.06%	99.04%	93.44%	99.04%	100.00%	98.90%
\$350,001 - \$500,000	55	12.20%	98.82%	100.00%	98.56%	98.77%	99.41%
\$500,001 and up	49	10.86%	100.00%	100.00%	99.17%	100.00%	99.84%
Median Sold/List Ratio		99.04%		96.34%	99.14%	99.53%	98.86%
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



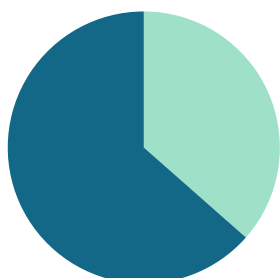
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

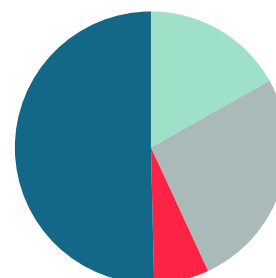


Inventory
 New Listings
808 = 36.50%
 Start Inventory
1,406
 Total Inventory Units
2,214
 Volume
\$882,387,493

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%
Median List Price	224,900	240,000	6.71%	224,900	240,000	6.71%
Median Sale Price	224,555	239,000	6.43%	224,555	239,000	6.43%
Median Percent of Selling Price to List Price	100.00%	99.04%	-0.96%	100.00%	99.04%	-0.96%
Median Days on Market to Sale	7.00	17.00	142.86%	7.00	17.00	142.86%
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

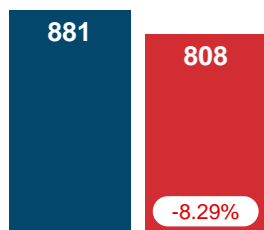
Inventory on January 31, 2023 = **1,351**

2022 **2023**

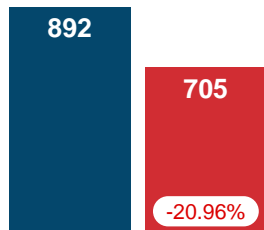
JANUARY MARKET

MEDIAN PRICES

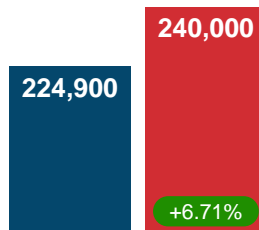
New Listings



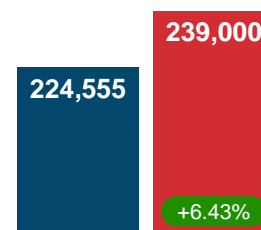
Pending Listings



List Price



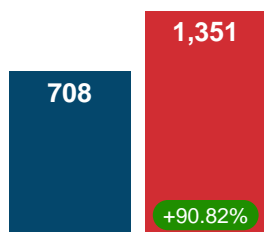
Sale Price



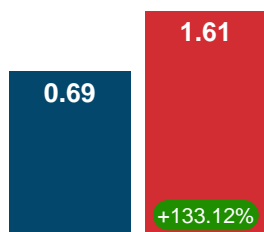
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

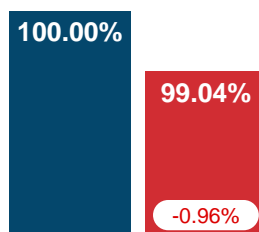
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

