

March 2023



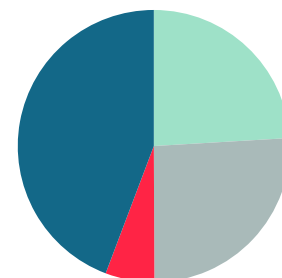
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	955	731	-23.46%
Pending Listings	1,025	786	-23.32%
New Listings	1,146	1,009	-11.95%
Average List Price	282,023	315,053	11.71%
Average Sale Price	284,019	311,119	9.54%
Average Percent of Selling Price to List Price	101.03%	99.43%	-1.58%
Average Days on Market to Sale	18.60	31.46	69.15%
End of Month Inventory	734	1,344	83.11%
Months Supply of Inventory	0.72	1.66	132.63%



■ Closed (24.06%)
■ Pending (25.87%)
■ Other OffMarket (5.83%)
■ Active (44.24%)

Absorption: Last 12 months, an Average of **807** Sales/Month
Active Inventory as of March 31, 2023 = **1,344**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **83.11%** to 1,344 existing homes available for sale. Over the last 12 months this area has had an average of 807 closed sales per month. This represents an unsold inventory index of **1.66** 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 **9.54%** in March 2023 to \$311,119 versus the previous year at \$284,019.

Average Days on Market Lengthens

The average number of **31.46** days that homes spent on the market before selling increased by 12.86 days or **69.15%** in March 2023 compared to last year's same month at **18.60** DOM.

Sales Success for March 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 1,009 New Listings in March 2023, down **11.95%** from last year at 1,146. Furthermore, there were 731 Closed Listings this month versus last year at 955, a **-23.46%** decrease.

Closed versus Listed trends yielded a **72.4%** ratio, down from previous year's, March 2022, at **83.3%**, a **13.06%** 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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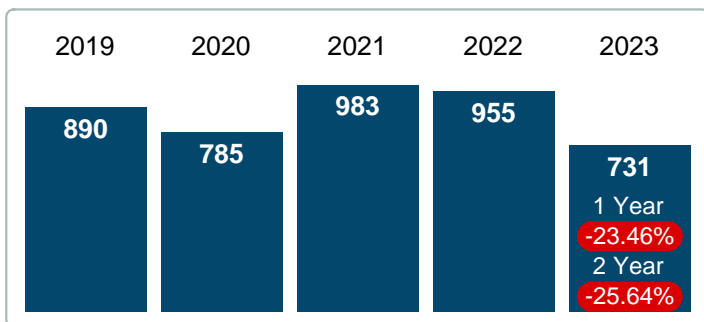
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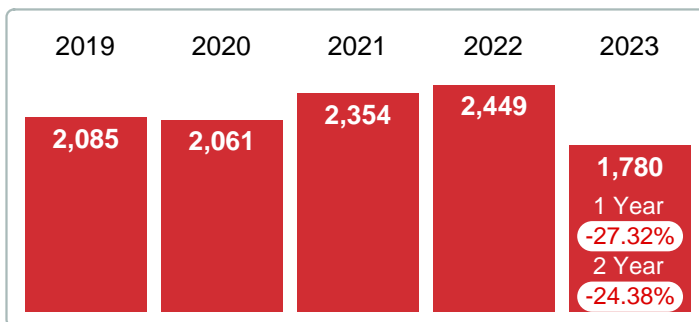
CLOSED LISTINGS

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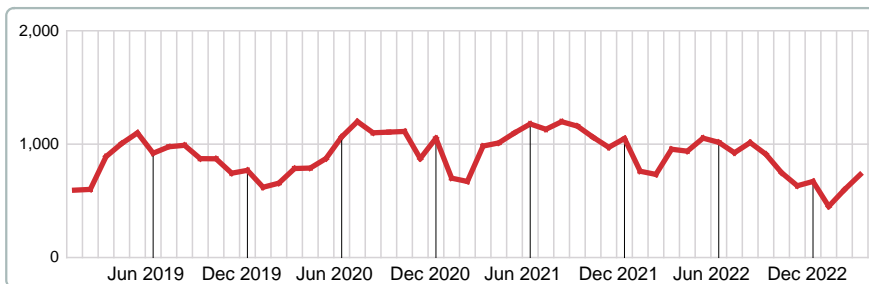
MARCH



YEAR TO DATE (YTD)

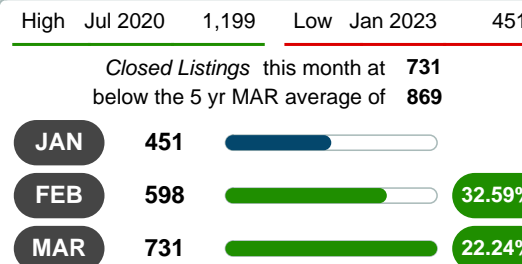


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 869



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	46	6.29%	26.9	27	17	2	0
\$100,001 - \$150,000	78	10.67%	15.1	25	45	8	0
\$150,001 - \$200,000	115	15.73%	19.5	15	86	13	1
\$200,001 - \$300,000	207	28.32%	28.4	16	137	51	3
\$300,001 - \$375,000	99	13.54%	33.8	3	39	51	6
\$375,001 - \$525,000	106	14.50%	41.9	3	28	62	13
\$525,001 and up	80	10.94%	58.3	1	17	46	16
Total Closed Units	731			90	369	233	39
Total Closed Volume	227,428,323	100%	31.5	15.27M	94.15M	95.31M	22.70M
Average Closed Price	\$311,119			\$169,705	\$255,159	\$409,036	\$581,941

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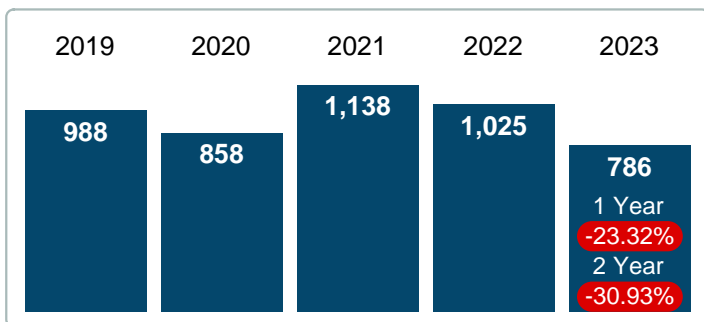
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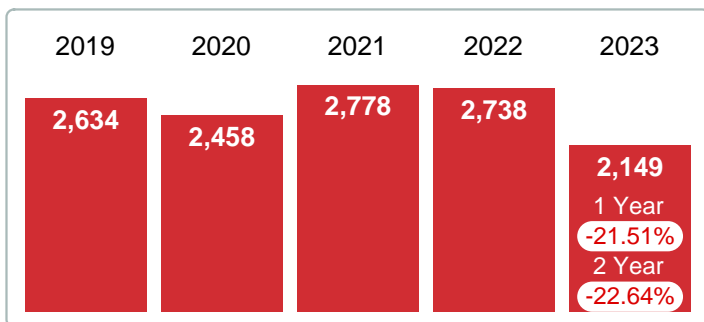
PENDING LISTINGS

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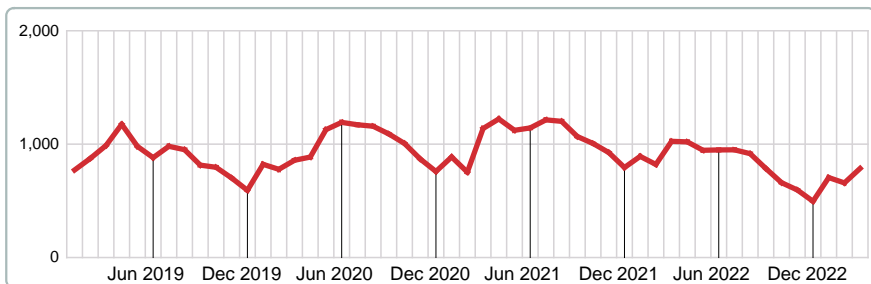
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

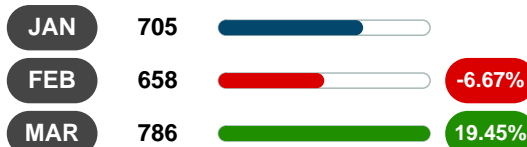


3 MONTHS

5 year MAR AVG = 959

High Apr 2021 1,222 | Low Dec 2022 496

Pending Listings this month at **786**
 below the 5 yr MAR average of **959**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	81	10.31%	18.3	42	34	4	1
\$125,001 - \$175,000	99	12.60%	28.3	20	71	7	1
\$175,001 - \$200,000	65	8.27%	21.6	5	48	11	1
\$200,001 - \$300,000	233	29.64%	23.9	21	161	48	3
\$300,001 - \$400,000	130	16.54%	36.4	4	48	68	10
\$400,001 - \$525,000	87	11.07%	54.2	1	32	42	12
\$525,001 and up	91	11.58%	57.5	1	21	55	14
Total Pending Units	786			94	415	235	42
Total Pending Volume	251,839,894	100%	32.1	15.96M	111.09M	101.29M	23.50M
Average Listing Price	\$321,304			\$169,803	\$267,676	\$431,041	\$559,484

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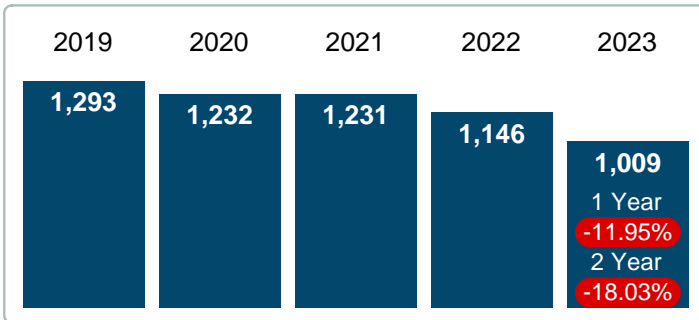
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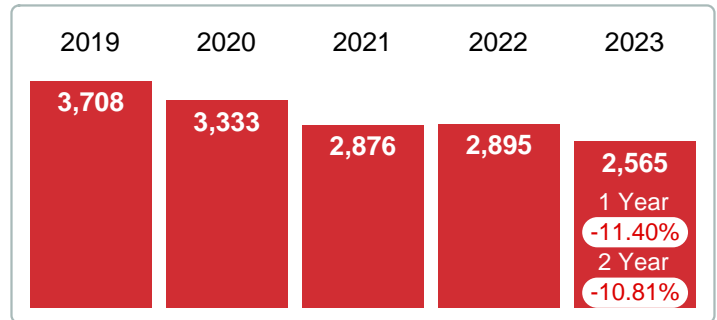
NEW LISTINGS

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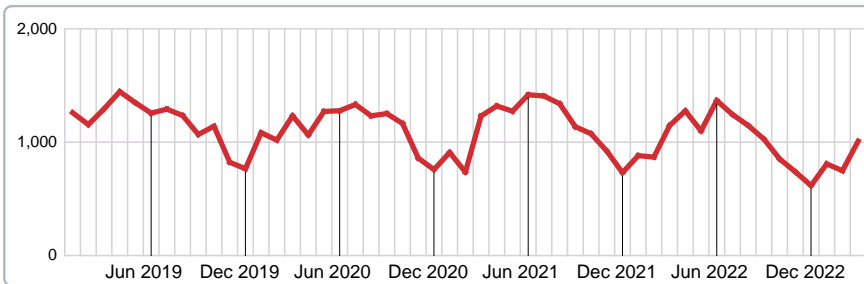
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,182

High Apr 2019 1,445 | Low Dec 2022 617

New Listings this month at **1,009**
 below the 5 yr MAR average of **1,182**



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	65	6.44%	41	22	1	1
\$100,001 - \$175,000	149	14.77%	47	92	9	1
\$175,001 - \$225,000	145	14.37%	12	114	17	2
\$225,001 - \$325,000	251	24.88%	17	154	74	6
\$325,001 - \$425,000	152	15.06%	6	46	86	14
\$425,001 - \$550,000	140	13.88%	1	42	75	22
\$550,001 and up	107	10.60%	1	15	67	24
Total New Listed Units	1,009		125	485	329	70
Total New Listed Volume	344,611,576	100%	20.27M	130.16M	150.41M	43.77M
Average New Listed Listing Price	\$309,961		\$162,178	\$268,372	\$457,174	\$625,269

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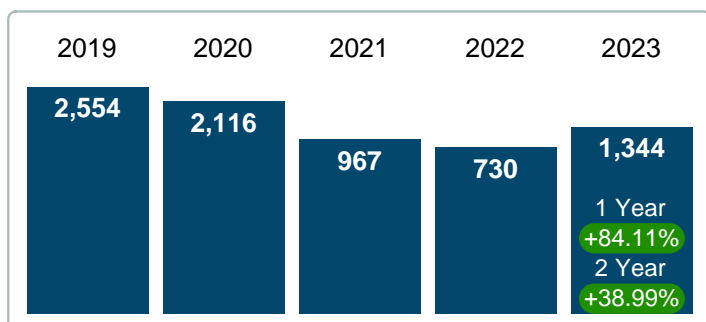
Area Delimited by County Of Tulsa - Residential Property Type



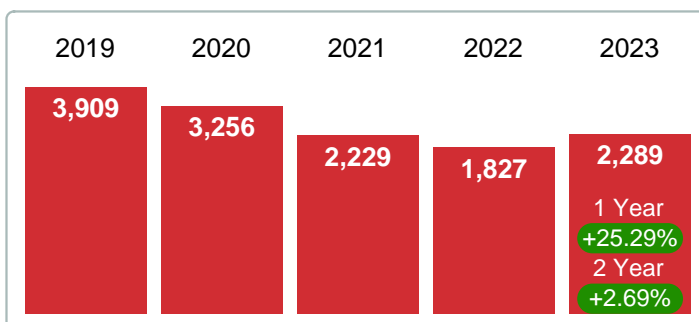
ACTIVE INVENTORY

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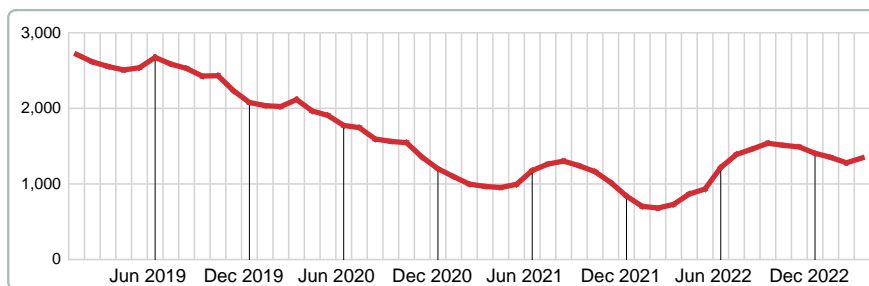
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

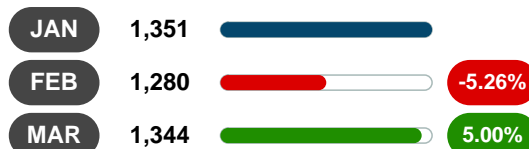


3 MONTHS

5 year MAR AVG = 1,542

High Jan 2019 2,714 Low Feb 2022 681

Inventory this month at 1,344 below the 5 yr MAR average of 1,542



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	112	8.33%	75.2	65	46	1	0
\$125,001 - \$225,000	168	12.50%	52.6	30	113	22	3
\$225,001 - \$300,000	198	14.73%	41.6	8	131	55	4
\$300,001 - \$450,000	350	26.04%	63.3	18	139	173	20
\$450,001 - \$525,000	160	11.90%	96.0	1	47	93	19
\$525,001 - \$675,000	224	16.67%	109.2	6	31	149	38
\$675,001 and up	132	9.82%	81.5	6	19	63	44
Total Active Inventory by Units	1,344			134	526	556	128
Total Active Inventory by Volume	588,972,997	100%	73.1	32.94M	169.05M	284.58M	102.41M
Average Active Inventory Listing Price	\$438,224			\$245,792	\$321,384	\$511,831	\$800,087

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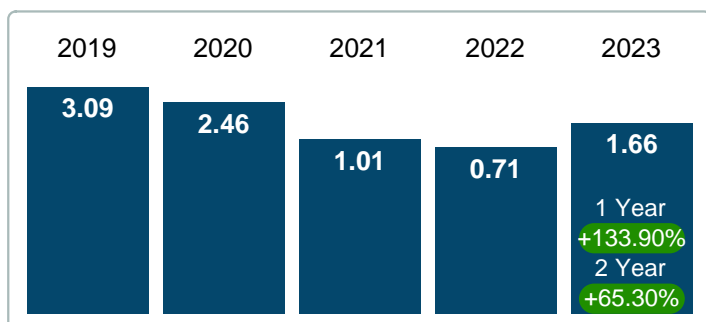
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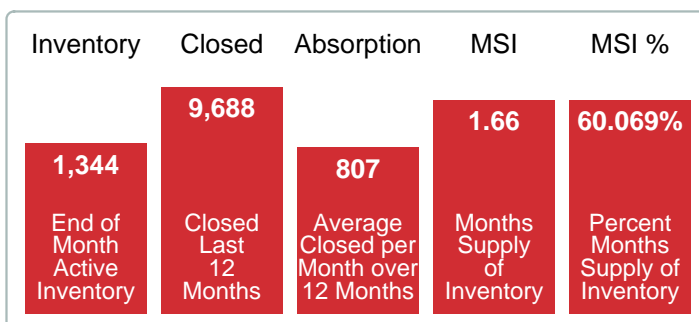
MONTHS SUPPLY of INVENTORY (MSI)

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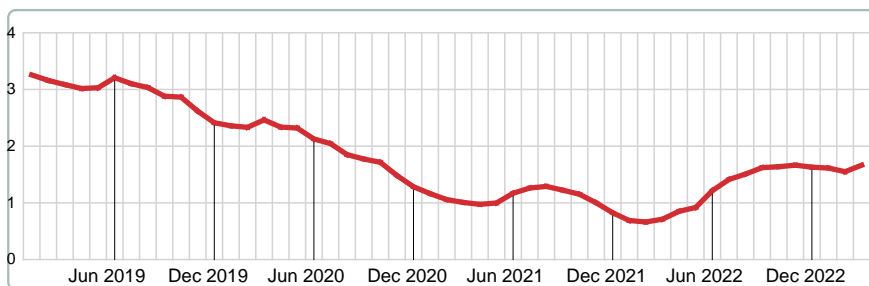
MSI FOR MARCH



INDICATORS FOR MARCH 2023

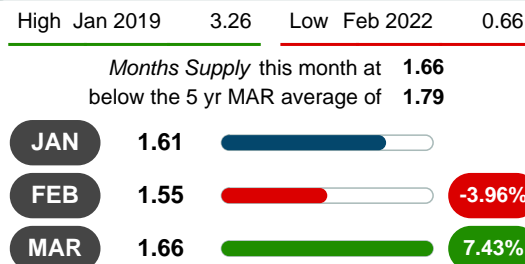


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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	112	8.33%	1.13	1.29	1.04	0.26	0.00
\$125,001 - \$225,000	168	12.50%	0.72	0.90	0.65	0.92	1.71
\$225,001 - \$300,000	198	14.73%	1.09	0.91	1.12	1.05	0.98
\$300,001 - \$450,000	350	26.04%	2.04	3.48	2.11	1.97	1.58
\$450,001 - \$525,000	160	11.90%	3.73	1.50	3.94	3.67	3.80
\$525,001 - \$675,000	224	16.67%	5.13	10.29	4.13	5.61	4.22
\$675,001 and up	132	9.82%	3.81	12.00	4.38	3.38	3.94
Market Supply of Inventory (MSI)			1.66	1.35	1.24	2.33	2.90
Total Active Inventory by Units		100%	1,344	134	526	556	128

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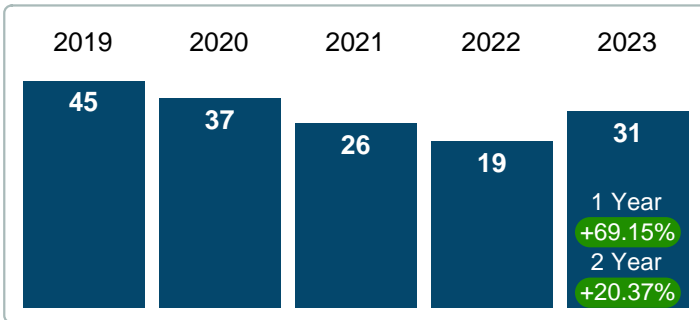
Area Delimited by County Of Tulsa - Residential Property Type



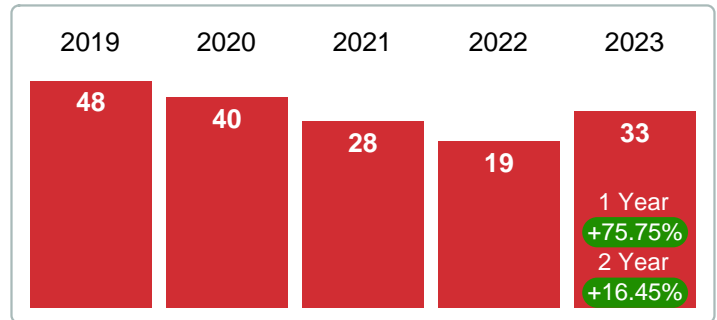
AVERAGE DAYS ON MARKET TO SALE

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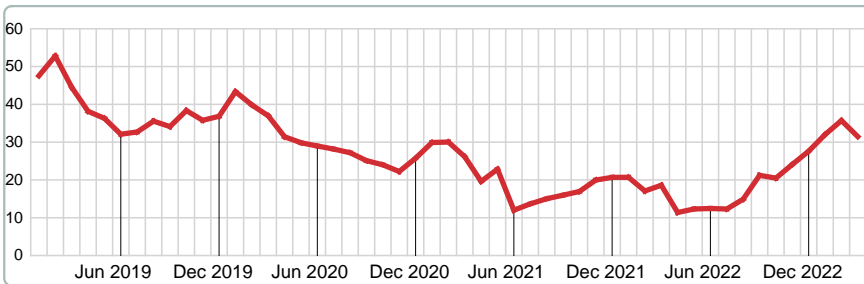
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

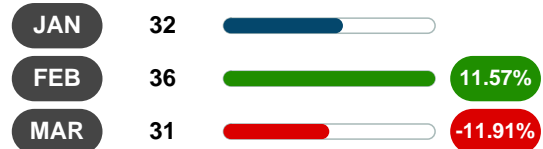


3 MONTHS

5 year MAR AVG = 32

High Feb 2019 53 Low Apr 2022 11

Average Days on Market to Sale this month at 31 below the 5 yr MAR average of 32



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	6.29%	27	26	30	18	0
\$100,001 - \$150,000	10.67%	15	11	9	58	0
\$150,001 - \$200,000	15.73%	20	22	18	28	1
\$200,001 - \$300,000	28.32%	28	24	26	33	78
\$300,001 - \$375,000	13.54%	34	2	27	40	49
\$375,001 - \$525,000	14.50%	42	10	32	47	44
\$525,001 and up	10.94%	58	3	89	47	63
Average Closed DOM		31	19	26	41	54
Total Closed Units	100%	731	90	369	233	39
Total Closed Volume		227,428,323	15.27M	94.15M	95.31M	22.70M

March 2023



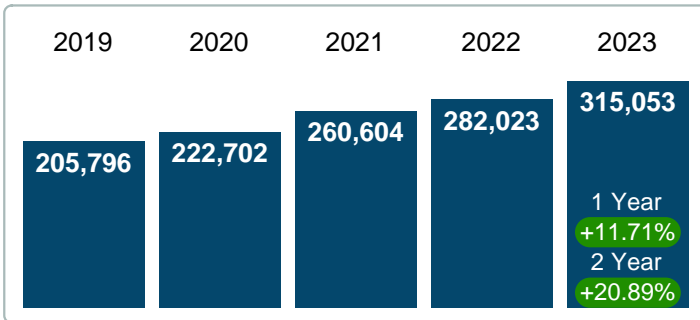
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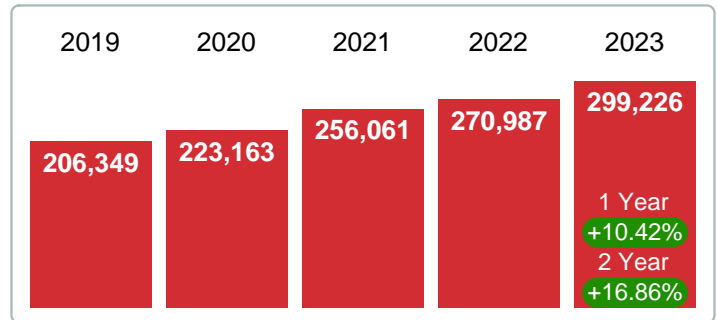
AVERAGE LIST PRICE AT CLOSING

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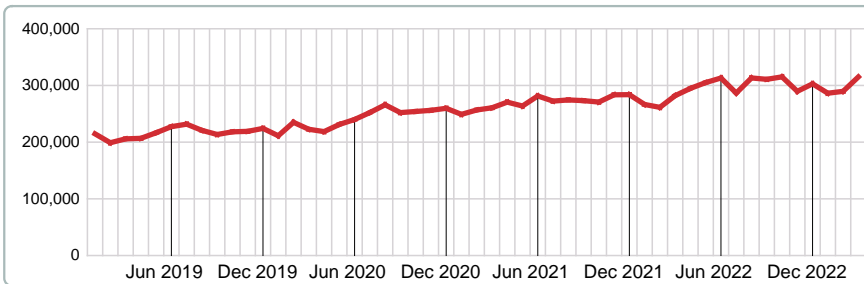
MARCH



YEAR TO DATE (YTD)

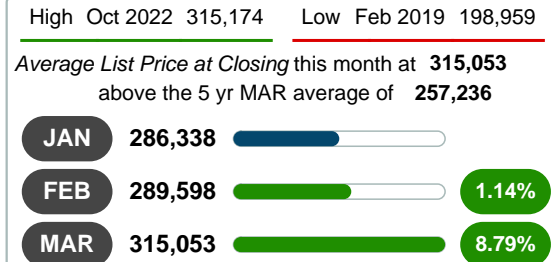


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 257,236



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	50	6.84%	74,561	76,333	69,106	74,875	0
\$100,001 - \$150,000	73	9.99%	131,060	123,322	131,484	137,531	0
\$150,001 - \$200,000	113	15.46%	178,108	178,853	179,683	181,723	165,000
\$200,001 - \$300,000	213	29.14%	253,793	250,519	249,348	263,550	289,967
\$300,001 - \$375,000	93	12.72%	338,901	310,000	334,731	341,467	359,817
\$375,001 - \$525,000	108	14.77%	439,580	431,667	437,750	446,560	431,256
\$525,001 and up	81	11.08%	788,045	1,390,000	764,576	747,279	906,819
Average List Price			315,053	171,668	257,491	414,291	597,673
Total Closed Units			731	90	369	233	39
Total Closed Volume			230,303,611	15.45M	95.01M	96.53M	23.31M

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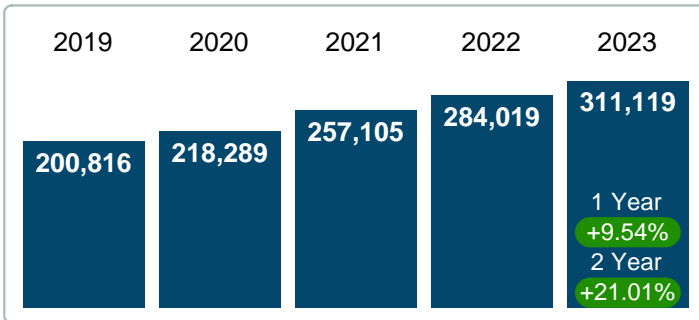
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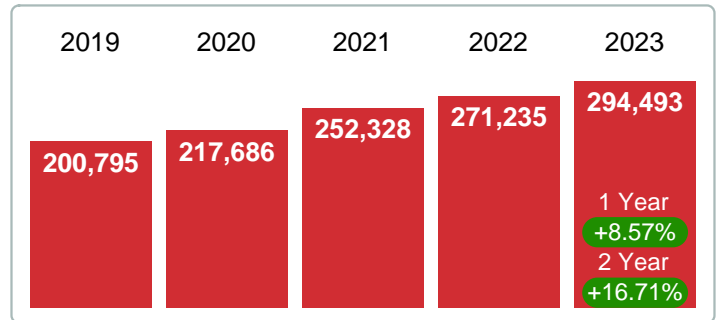
AVERAGE SOLD PRICE AT CLOSING

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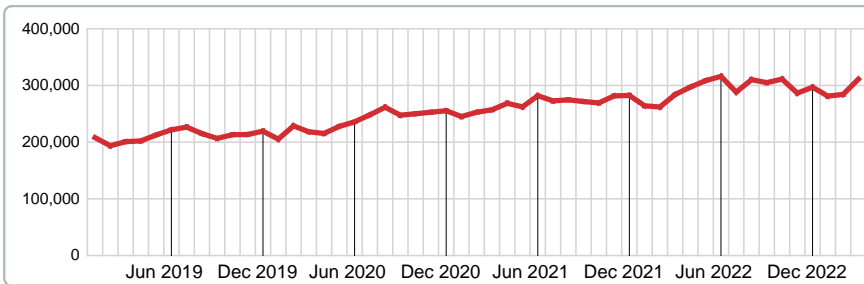
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

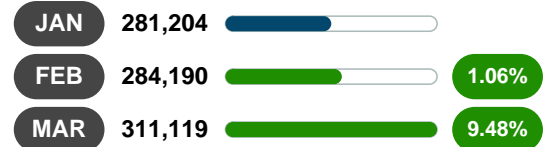


3 MONTHS

5 year MAR AVG = 254,270

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

Average Sold Price at Closing this month at 311,119 above the 5 yr MAR average of 254,270



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	6.29%	72,514	76,107	66,529	74,875	0
\$100,001 - \$150,000	10.67%	129,343	122,767	132,341	133,031	0
\$150,001 - \$200,000	15.73%	177,628	172,587	178,265	180,204	165,000
\$200,001 - \$300,000	28.32%	250,117	246,409	246,793	258,701	275,743
\$300,001 - \$375,000	13.54%	336,253	316,000	332,361	339,009	348,250
\$375,001 - \$525,000	14.50%	437,166	423,333	436,423	439,912	428,864
\$525,001 and up	10.94%	777,173	1,400,000	749,654	738,935	877,421
Average Sold Price		311,119	169,705	255,159	409,036	581,941
Total Closed Units	100%	731	90	369	233	39
Total Closed Volume		227,428,323	15.27M	94.15M	95.31M	22.70M

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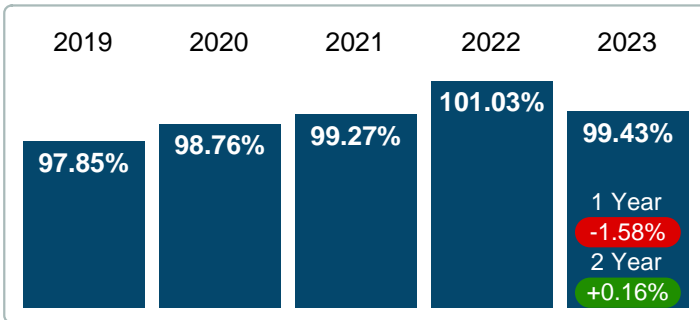
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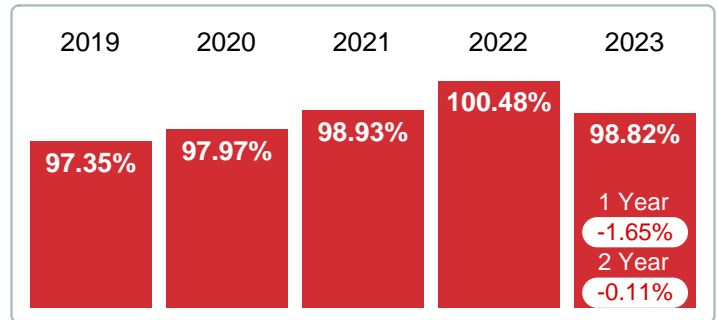
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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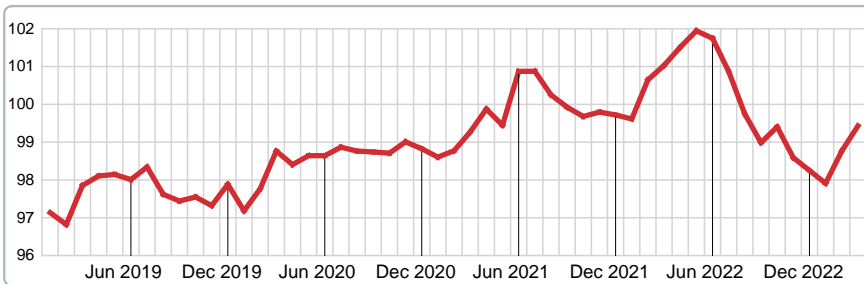
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

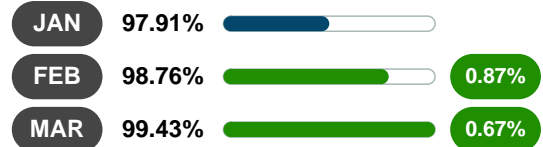


3 MONTHS

5 year MAR AVG = 99.27%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **99.43%**
equal to 5 yr MAR average of **99.27%**



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	46	6.29%	103.86%	106.97%	99.38%	100.00%	0.00%
\$100,001 - \$150,000	78	10.67%	100.44%	100.07%	101.33%	96.60%	0.00%
\$150,001 - \$200,000	115	15.73%	99.01%	96.79%	99.36%	99.17%	100.00%
\$200,001 - \$300,000	207	28.32%	98.77%	98.40%	99.12%	98.17%	95.29%
\$300,001 - \$375,000	99	13.54%	99.31%	102.03%	99.43%	99.33%	96.94%
\$375,001 - \$525,000	106	14.50%	98.95%	98.06%	99.70%	98.55%	99.44%
\$525,001 and up	80	10.94%	98.99%	100.72%	98.61%	99.31%	98.36%
Average Sold/List Ratio			99.40%	101.30%	99.51%	98.77%	98.31%
Total Closed Units		100%	99.40%	90	369	233	39
Total Closed Volume				15.27M	94.15M	95.31M	22.70M

March 2023



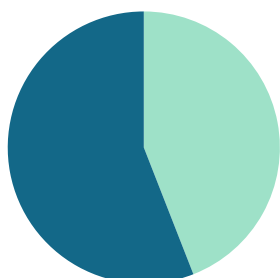
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

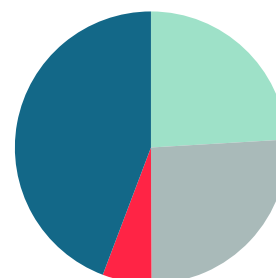


Inventory
 New Listings
1,009 = 44.06%
 Start Inventory
1,281
 Total Inventory Units
2,290
 Volume
\$936,149,556

Market Activity

Closed Sales
731 = 24.06%
 Pending Sales
786 = 25.87%
 Other Off Market
177 = 5.83%
 Active Inventory
1,344 = 44.24%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	955	731	-23.46%	2,449	1,780	-27.32%
Pending Sales	1,025	786	-23.32%	2,738	2,149	-21.51%
New Listings	1,146	1,009	-11.95%	2,895	2,565	-11.40%
Average List Price	282,023	315,053	11.71%	270,987	299,226	10.42%
Average Sale Price	284,019	311,119	9.54%	271,235	294,493	8.57%
Average Percent of Selling Price to List Price	101.03%	99.43%	-1.58%	100.48%	98.82%	-1.65%
Average Days on Market to Sale	18.60	31.46	69.15%	18.79	33.03	75.75%
Monthly Inventory	734	1,344	83.11%	734	1,344	83.11%
Months Supply of Inventory	0.72	1.66	132.63%	0.72	1.66	132.63%

Absorption: Last 12 months, an Average of **807** Sales/Month

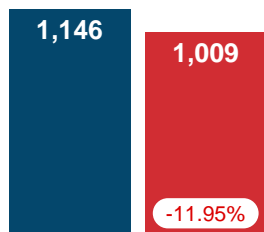
Inventory on March 31, 2023 = **1,344**

2022 **2023**

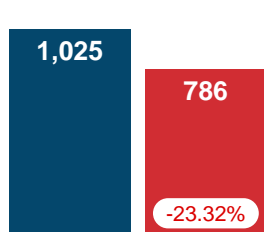
MARCH MARKET

AVERAGE PRICES

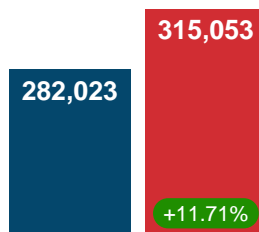
New Listings



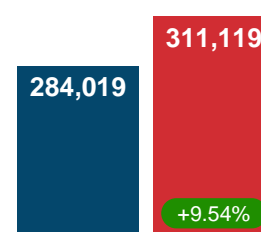
Pending Listings



List Price



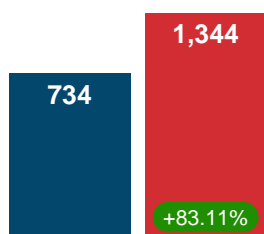
Sale Price



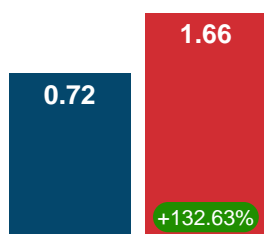
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

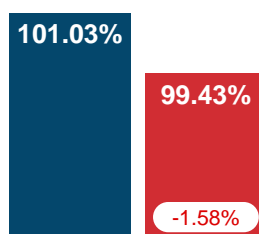
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

