

# March 2023



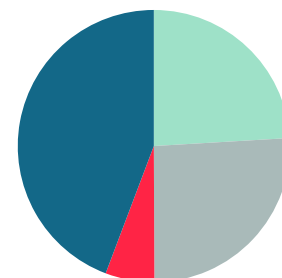
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	235,000	265,000	12.77%
Median Sale Price	238,000	261,500	9.87%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	9.00	80.00%
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.

#### 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 **9.87%** in March 2023 to \$261,500 versus the previous year at \$238,000.

#### Median Days on Market Lengthens

The median number of **9.00** days that homes spent on the market before selling increased by 4.00 days or **80.00%** in March 2023 compared to last year's same month at **5.00** DOM.

#### Sales Success for March 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 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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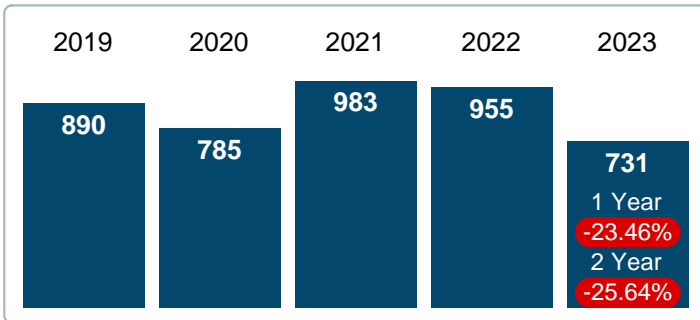
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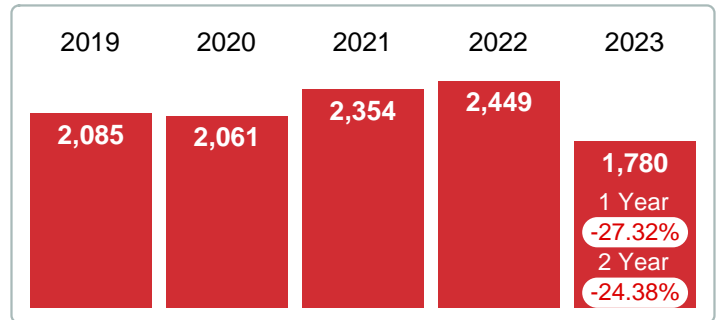
## CLOSED LISTINGS

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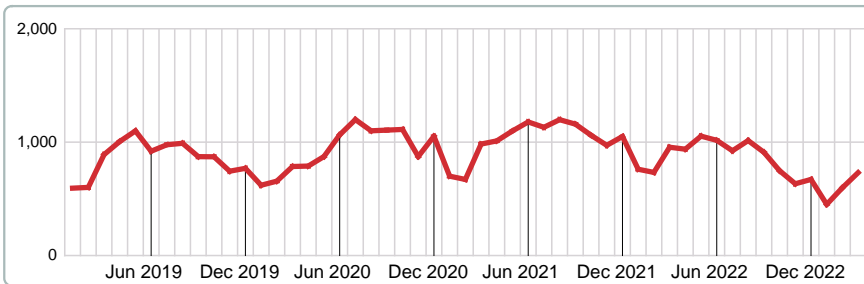
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

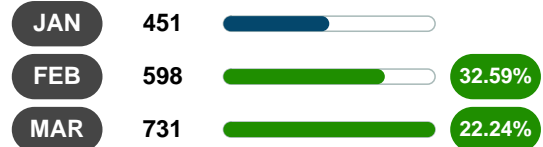


### 3 MONTHS

5 year MAR AVG = 869

High Jul 2020 1,199 Low Jan 2023 451

Closed Listings this month at **731**  
 below the 5 yr MAR average of **869**



### 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	46	6.29%	11.0	27	17	2	0
\$100,001 - \$150,000	78	10.67%	6.5	25	45	8	0
\$150,001 - \$200,000	115	15.73%	5.0	15	86	13	1
\$200,001 - \$300,000	207	28.32%	10.0	16	137	51	3
\$300,001 - \$375,000	99	13.54%	8.0	3	39	51	6
\$375,001 - \$525,000	106	14.50%	20.0	3	28	62	13
\$525,001 and up	80	10.94%	23.5	1	17	46	16
<b>Total Closed Units</b>	<b>731</b>			<b>90</b>	<b>369</b>	<b>233</b>	<b>39</b>
<b>Total Closed Volume</b>	<b>227,428,323</b>	<b>100%</b>	<b>9.0</b>	<b>15.27M</b>	<b>94.15M</b>	<b>95.31M</b>	<b>22.70M</b>
<b>Median Closed Price</b>	<b>\$261,500</b>			<b>\$132,500</b>	<b>\$225,000</b>	<b>\$360,000</b>	<b>\$471,000</b>

# March 2023



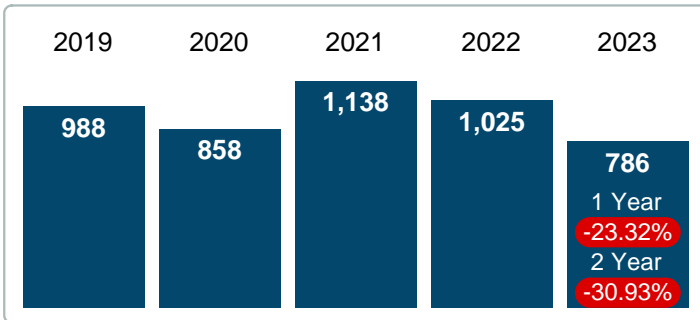
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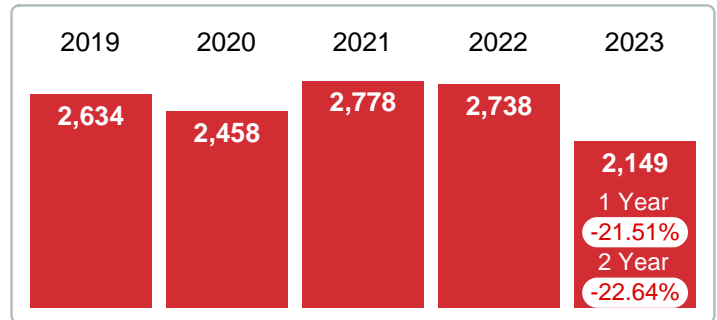
## PENDING LISTINGS

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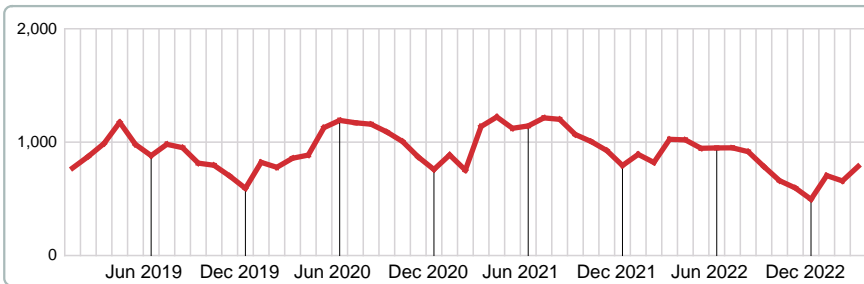
### MARCH



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	81	10.31%	7.0	42	34	4	1
\$125,001 - \$175,000	99	12.60%	9.0	20	71	7	1
\$175,001 - \$200,000	65	8.27%	5.0	5	48	11	1
\$200,001 - \$300,000	233	29.64%	9.0	21	161	48	3
\$300,001 - \$400,000	130	16.54%	14.0	4	48	68	10
\$400,001 - \$525,000	87	11.07%	17.0	1	32	42	12
\$525,001 and up	91	11.58%	21.0	1	21	55	14
<b>Total Pending Units</b>	<b>786</b>			<b>94</b>	<b>415</b>	<b>235</b>	<b>42</b>
<b>Total Pending Volume</b>	<b>251,839,894</b>	<b>100%</b>	<b>11.0</b>	<b>15.96M</b>	<b>111.09M</b>	<b>101.29M</b>	<b>23.50M</b>
<b>Median Listing Price</b>	<b>\$260,000</b>			<b>\$140,000</b>	<b>\$226,900</b>	<b>\$370,000</b>	<b>\$432,400</b>

# March 2023



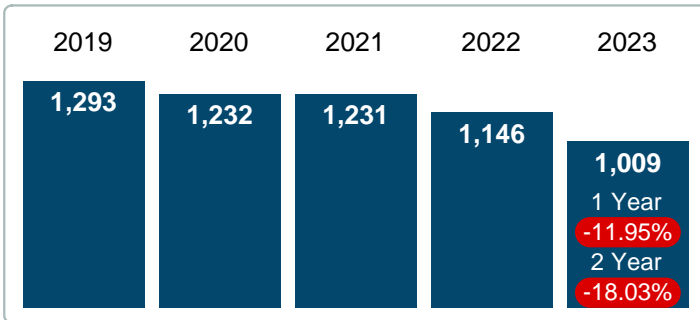
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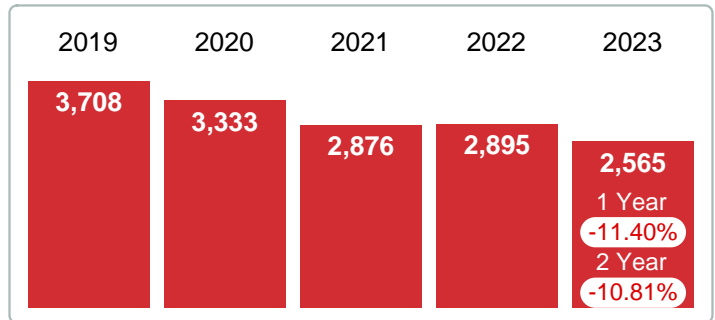
## NEW LISTINGS

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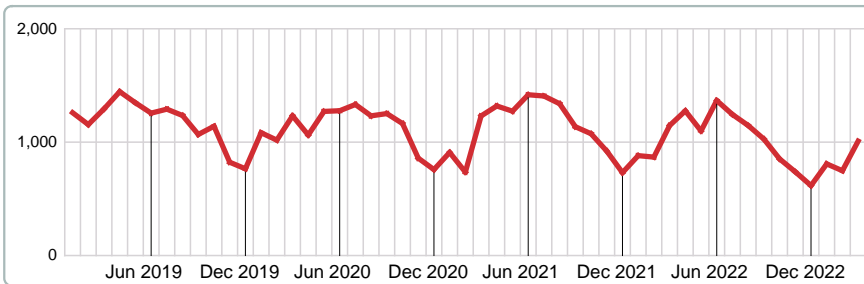
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

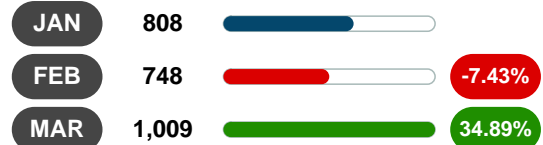


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>1,009</b>		<b>125</b>	<b>485</b>	<b>329</b>	<b>70</b>
<b>Total New Listed Volume</b>	<b>344,611,576</b>	<b>100%</b>	<b>20.27M</b>	<b>130.16M</b>	<b>150.41M</b>	<b>43.77M</b>
<b>Median New Listed Listing Price</b>	<b>\$280,000</b>		<b>\$125,000</b>	<b>\$231,500</b>	<b>\$389,500</b>	<b>\$492,420</b>

# March 2023



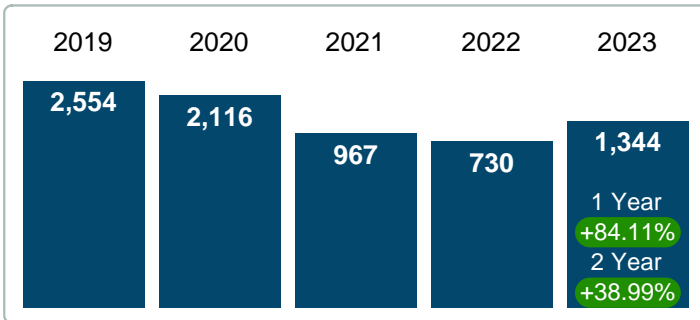
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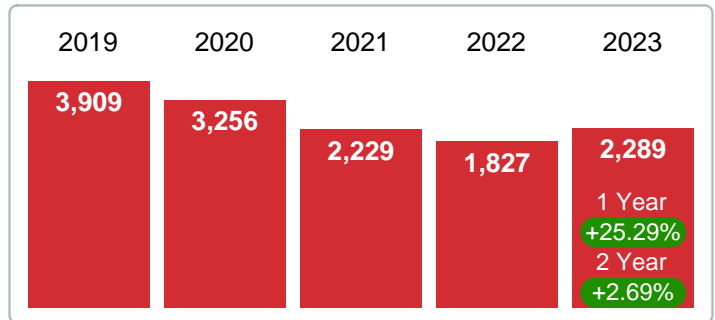
## ACTIVE INVENTORY

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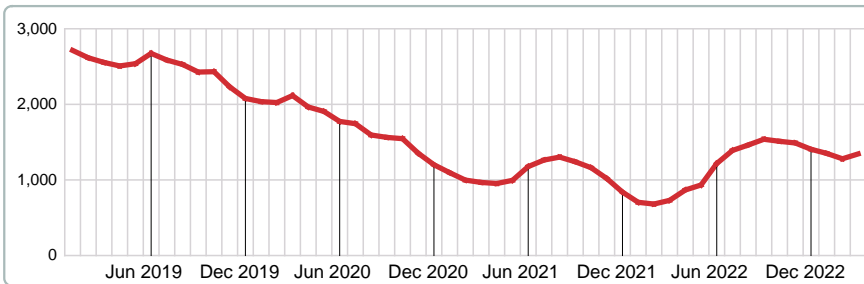
### END OF MARCH



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	112	8.33%	28.5	65	46	1	0
\$125,001 - \$225,000	168	12.50%	21.0	30	113	22	3
\$225,001 - \$300,000	198	14.73%	28.0	8	131	55	4
\$300,001 - \$450,000	350	26.04%	42.0	18	139	173	20
\$450,001 - \$525,000	160	11.90%	71.5	1	47	93	19
\$525,001 - \$675,000	224	16.67%	86.0	6	31	149	38
\$675,001 and up	132	9.82%	59.0	6	19	63	44
<b>Total Active Inventory by Units</b>	<b>1,344</b>			<b>134</b>	<b>526</b>	<b>556</b>	<b>128</b>
<b>Total Active Inventory by Volume</b>	<b>588,972,997</b>	<b>100%</b>	<b>43.0</b>	<b>32.94M</b>	<b>169.05M</b>	<b>284.58M</b>	<b>102.41M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$374,950</b>			<b>\$139,950</b>	<b>\$287,490</b>	<b>\$493,450</b>	<b>\$574,950</b>

# March 2023



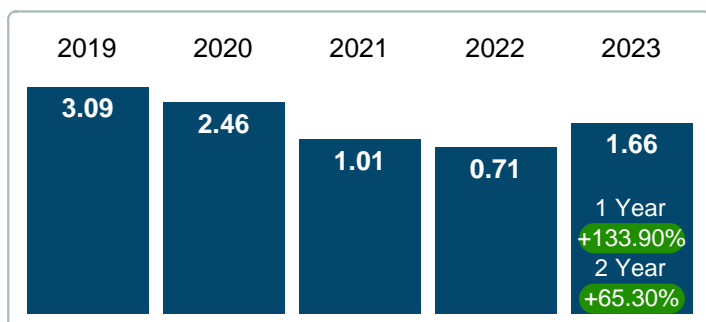
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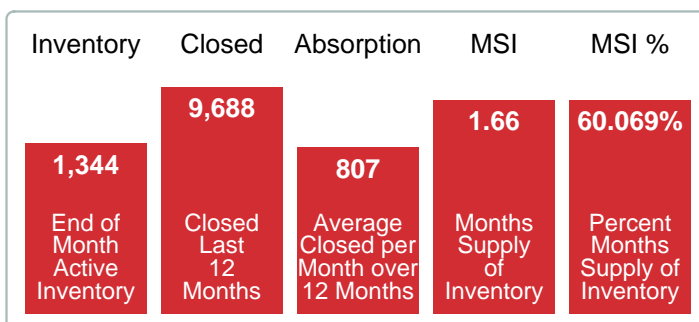
## MONTHS SUPPLY of INVENTORY (MSI)

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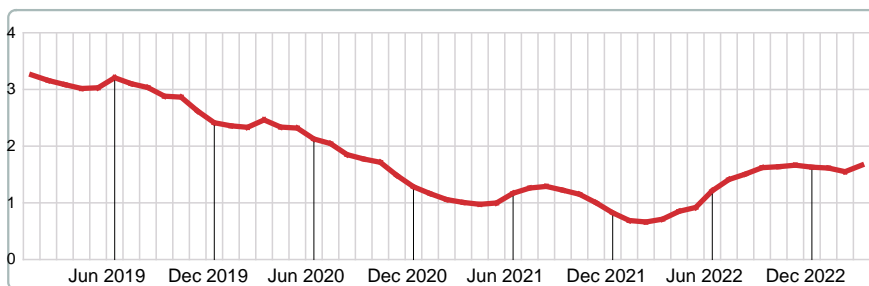
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023

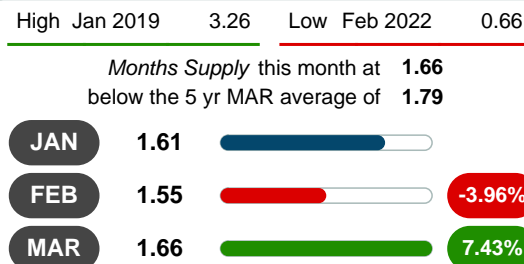


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# March 2023



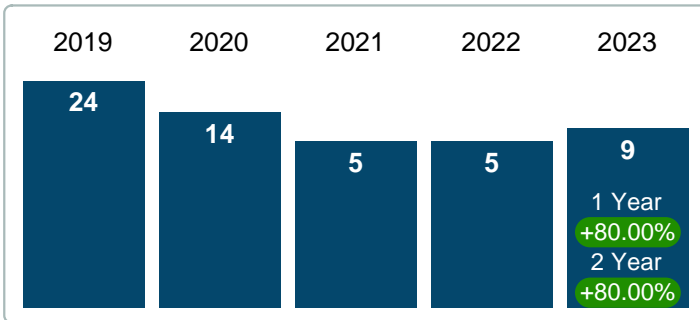
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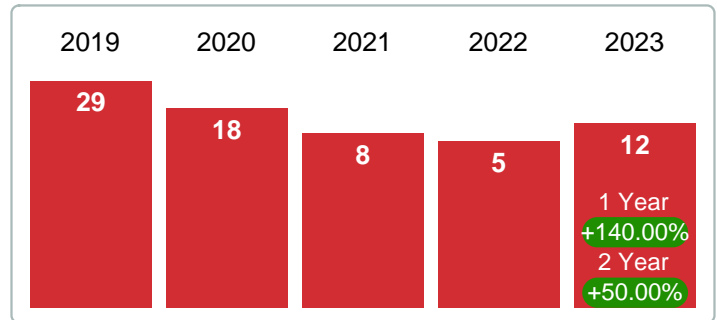
## MEDIAN DAYS ON MARKET TO SALE

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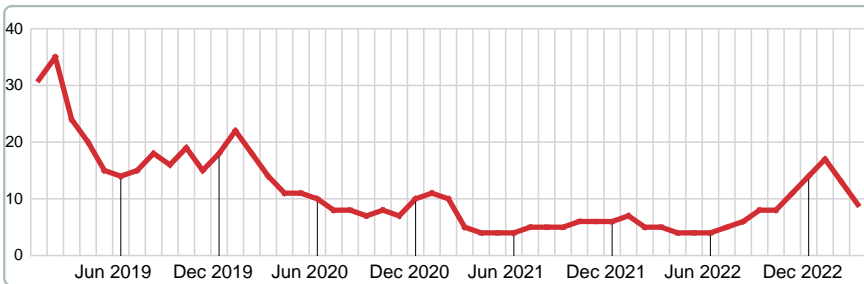
### MARCH



### YEAR TO DATE (YTD)

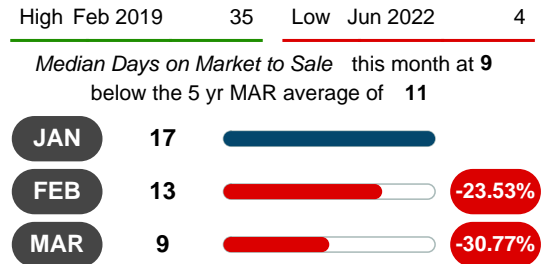


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 11



### 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	6.29%	11	12	9	18	0
\$100,001 - \$150,000	10.67%	7	6	5	33	0
\$150,001 - \$200,000	15.73%	5	5	5	12	1
\$200,001 - \$300,000	28.32%	10	5	8	16	49
\$300,001 - \$375,000	13.54%	8	1	6	8	38
\$375,001 - \$525,000	14.50%	20	9	5	30	16
\$525,001 and up	10.94%	24	3	48	20	25
Median Closed DOM		9	6	7	18	26
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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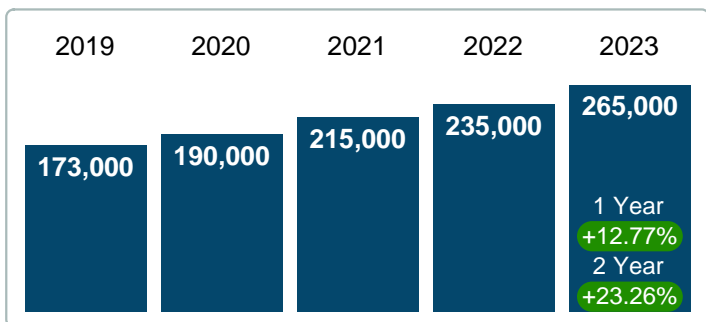
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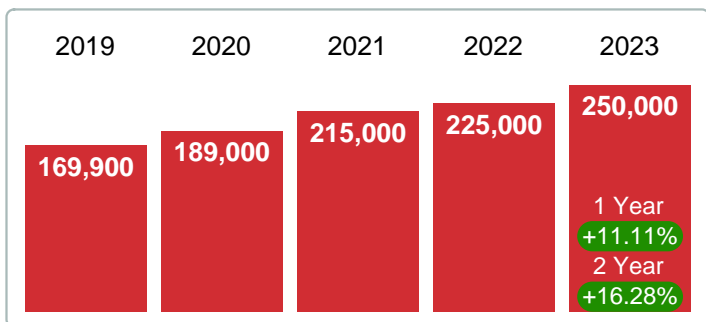
## MEDIAN LIST PRICE AT CLOSING

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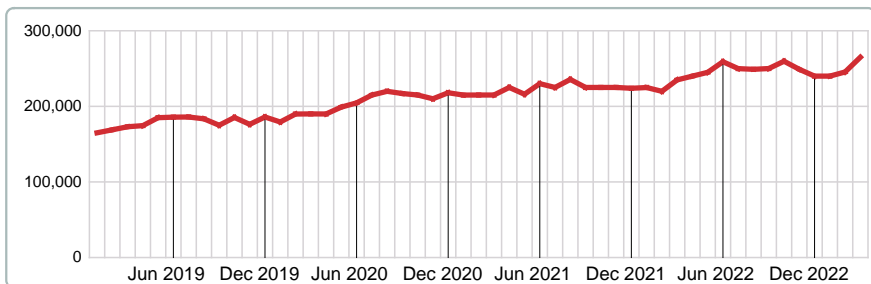
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 215,600

High Mar 2023 265,000    Low Jan 2019 165,000

Median List Price at Closing this month at **265,000**  
above the 5 yr MAR average of **215,600**

- JAN 240,000
- FEB 245,450 2.27%
- MAR 265,000 7.96%

### 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	50	6.84%	79,900	80,700	77,450	74,875	0
\$100,001 - \$150,000	73	9.99%	130,000	120,000	136,850	144,000	0
\$150,001 - \$200,000	113	15.46%	179,000	175,000	179,900	180,000	165,000
\$200,001 - \$300,000	213	29.14%	250,000	247,500	249,900	269,950	279,950
\$300,001 - \$375,000	93	12.72%	339,000	339,000	328,113	341,000	347,000
\$375,001 - \$525,000	108	14.77%	430,000	425,000	427,000	441,400	400,000
\$525,001 and up	81	11.08%	675,000	1,390,000	650,000	695,000	679,900
Median List Price	265,000			130,675	225,000	365,000	455,000
Total Closed Units	731			90	369	233	39
Total Closed Volume	230,303,611			15.45M	95.01M	96.53M	23.31M



# March 2023



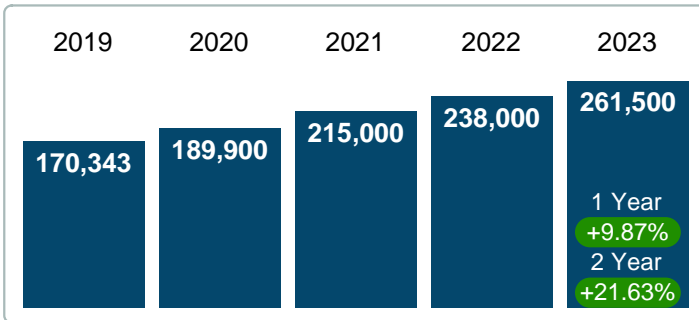
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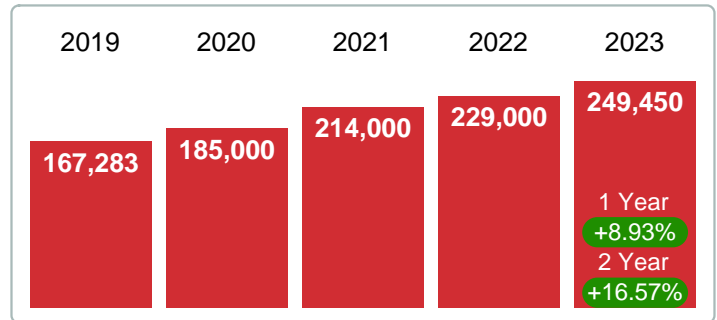
## MEDIAN SOLD PRICE AT CLOSING

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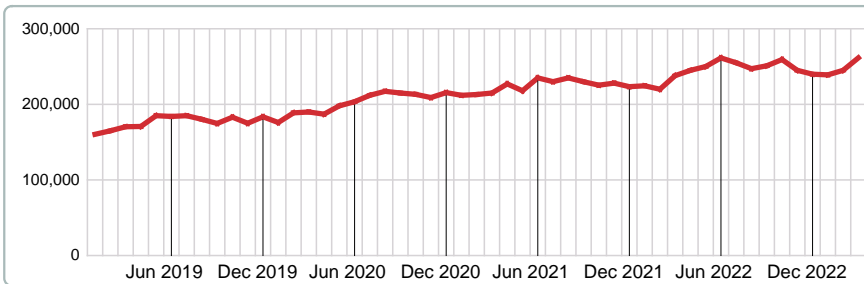
### MARCH



### YEAR TO DATE (YTD)

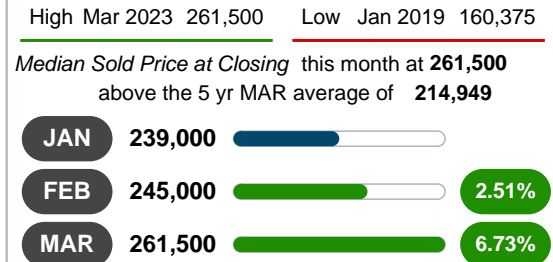


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 214,949



### 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	6.29%	70,500	80,000	68,500	74,875	0
\$100,001 - \$150,000	10.67%	130,000	120,000	135,000	137,500	0
\$150,001 - \$200,000	15.73%	176,000	173,800	180,000	179,900	165,000
\$200,001 - \$300,000	28.32%	250,000	237,000	247,000	265,000	278,730
\$300,001 - \$375,000	13.54%	338,000	308,000	325,000	340,000	351,000
\$375,001 - \$525,000	14.50%	429,500	420,000	431,000	438,500	410,000
\$525,001 and up	10.94%	672,500	1,400,000	630,000	697,500	677,450
<b>Median Sold Price</b>		<b>261,500</b>	<b>132,500</b>	<b>225,000</b>	<b>360,000</b>	<b>471,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>731</b>	<b>90</b>	<b>369</b>	<b>233</b>	<b>39</b>
<b>Total Closed Volume</b>		<b>227,428,323</b>	<b>15.27M</b>	<b>94.15M</b>	<b>95.31M</b>	<b>22.70M</b>

# March 2023



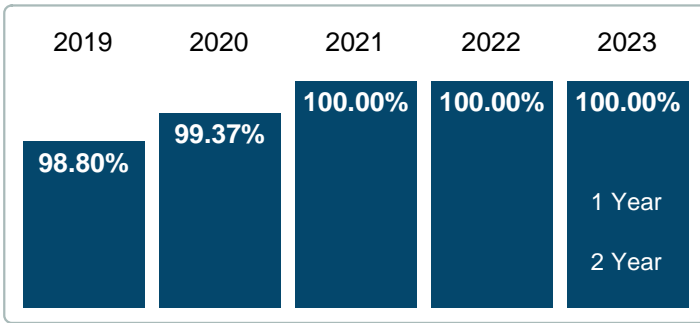
Area Delimited by County Of Tulsa - Residential Property Type



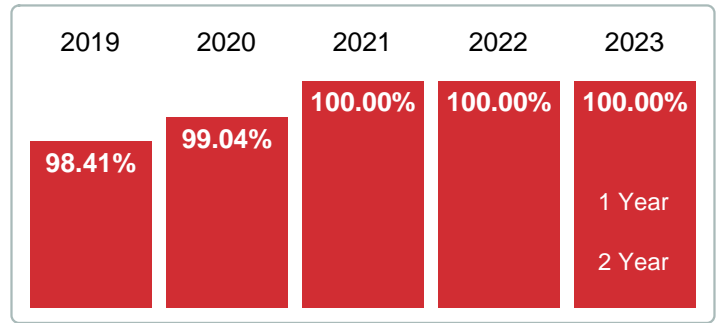
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

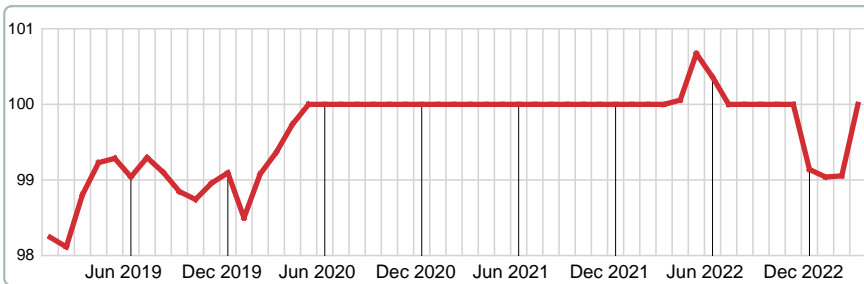
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

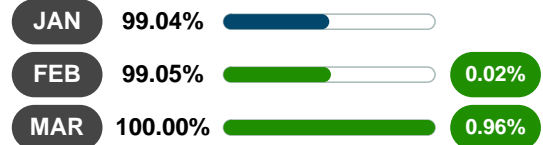


### 3 MONTHS

5 year MAR AVG = 99.63%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr MAR average of **99.63%**



### 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	46	6.29%	99.70%	99.39%	98.87%	100.00%	0.00%
\$100,001 - \$150,000	78	10.67%	100.00%	100.00%	100.00%	99.19%	0.00%
\$150,001 - \$200,000	115	15.73%	100.00%	97.77%	100.00%	100.00%	100.00%
\$200,001 - \$300,000	207	28.32%	100.00%	99.02%	100.00%	100.00%	96.11%
\$300,001 - \$375,000	99	13.54%	100.00%	103.01%	100.00%	100.00%	98.43%
\$375,001 - \$525,000	106	14.50%	100.00%	97.89%	100.00%	99.25%	100.00%
\$525,001 and up	80	10.94%	100.00%	100.72%	99.97%	100.00%	100.00%
Median Sold/List Ratio		100.00%		99.70%	100.00%	100.00%	100.00%
Total Closed Units		731	100%	90	369	233	39
Total Closed Volume		227,428,323		15.27M	94.15M	95.31M	22.70M

# March 2023



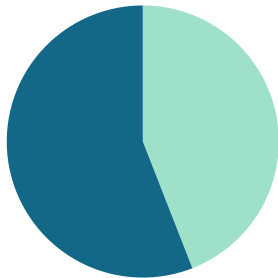
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

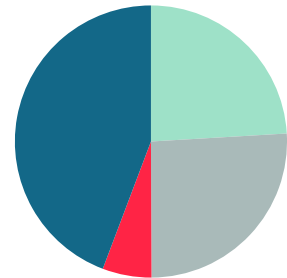


**Inventory**  
 New Listings  
**1,009 = 44.06%**  
 Start Inventory  
**1,281**  
 Total Inventory Units  
**2,290**  
 Volume  
**\$936,149,556**

### 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%
Median List Price	235,000	265,000	12.77%	225,000	250,000	11.11%
Median Sale Price	238,000	261,500	9.87%	229,000	249,450	8.93%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	9.00	80.00%	5.00	12.00	140.00%
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

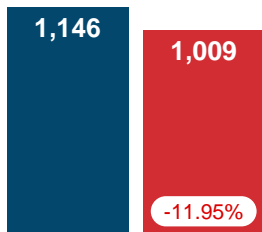
**Inventory** on March 31, 2023 = **1,344**

**2022** **2023**

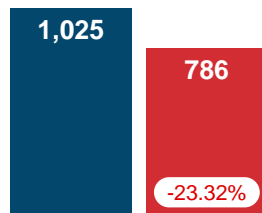
### MARCH MARKET

### MEDIAN PRICES

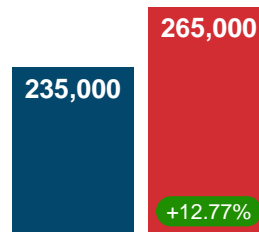
#### New Listings



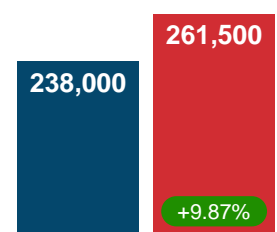
#### Pending Listings



#### List Price



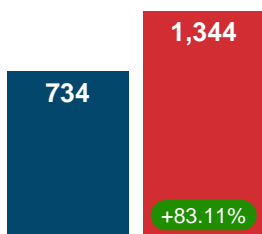
#### Sale Price



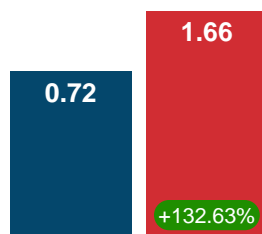
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

