

August 2022



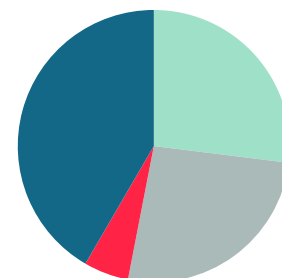
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2022 for MLS Technology Inc.

Compared Metrics	2021	August 2022	+/-%
Closed Listings	1,199	1,002	-16.43%
Pending Listings	1,201	969	-19.32%
New Listings	1,339	1,149	-14.19%
Average List Price	274,375	313,224	14.16%
Average Sale Price	274,437	310,167	13.02%
Average Percent of Selling Price to List Price	100.23%	99.77%	-0.46%
Average Days on Market to Sale	15.01	14.80	-1.40%
End of Month Inventory	2,869	1,546	-46.11%
Months Supply of Inventory	2.84	1.60	-43.82%



■ Closed (26.97%)
■ Pending (26.08%)
■ Other OffMarket (5.33%)
■ Active (41.62%)

Absorption: Last 12 months, an Average of **968** Sales/Month
Active Inventory as of August 31, 2022 = **1,546**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2022 decreased **46.11%** to 1,546 existing homes available for sale. Over the last 12 months this area has had an average of 968 closed sales per month. This represents an unsold inventory index of **1.60** 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 **13.02%** in August 2022 to \$310,167 versus the previous year at \$274,437.

Average Days on Market Shortens

The average number of **14.80** days that homes spent on the market before selling decreased by 0.21 days or **1.40%** in August 2022 compared to last year's same month at **15.01** DOM.

Sales Success for August 2022 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 1,149 New Listings in August 2022, down **14.19%** from last year at 1,339. Furthermore, there were 1,002 Closed Listings this month versus last year at 1,199, a **-16.43%** decrease.

Closed versus Listed trends yielded a **87.2%** ratio, down from previous year's, August 2021, at **89.5%**, a **2.61%** downswing. This will certainly create pressure on a decreasing 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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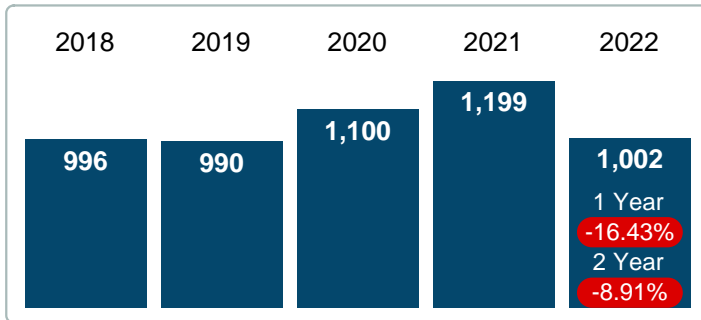
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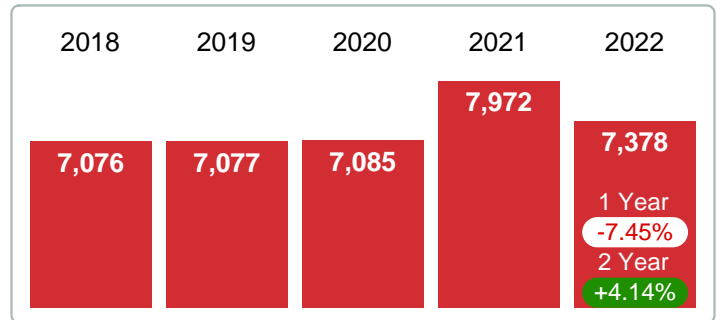
CLOSED LISTINGS

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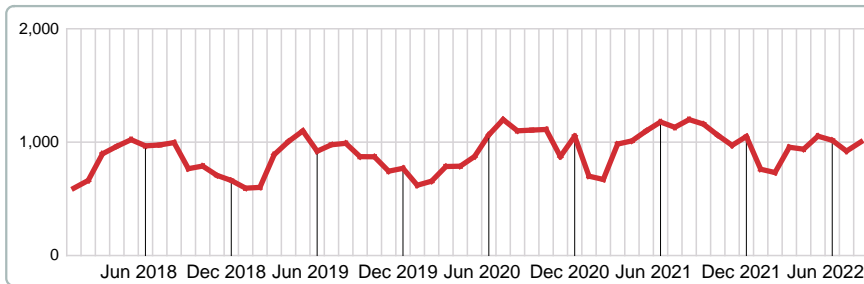
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,057

High Aug 2021 1,199 Low Jan 2019 594

Closed Listings this month at 1,002 below the 5 yr AUG average of 1,057



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	72	7.19%	13.3	48	22	2	0
\$100,001 - \$150,000	116	11.58%	9.3	35	74	7	0
\$150,001 - \$200,000	163	16.27%	10.7	17	127	19	0
\$200,001 - \$275,000	240	23.95%	11.9	17	172	49	2
\$275,001 - \$375,000	182	18.16%	14.5	8	83	87	4
\$375,001 - \$500,000	122	12.18%	18.5	5	34	74	9
\$500,001 and up	107	10.68%	31.0	1	20	55	31
Total Closed Units	1,002			131	532	293	46
Total Closed Volume	310,787,157	100%	14.8	19.74M	128.69M	115.03M	47.33M
Average Closed Price	\$310,167			\$150,671	\$241,905	\$392,582	\$1,028,897

August 2022



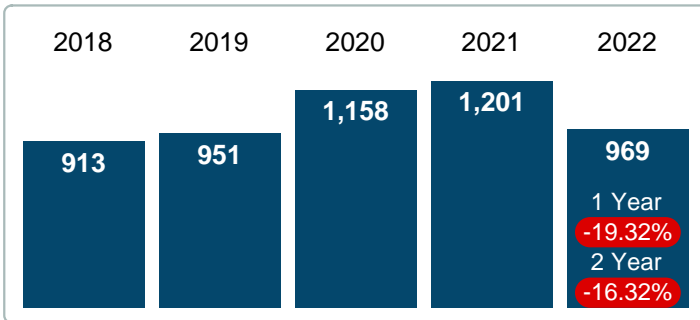
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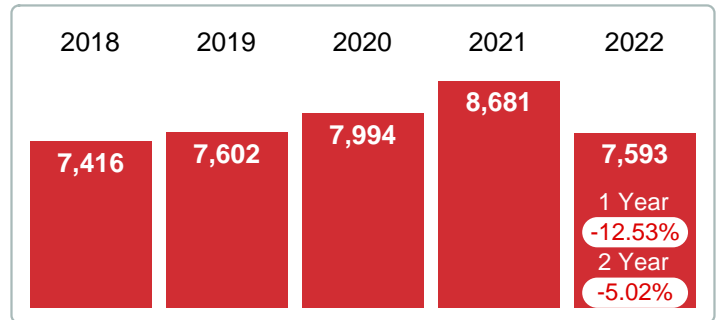
PENDING LISTINGS

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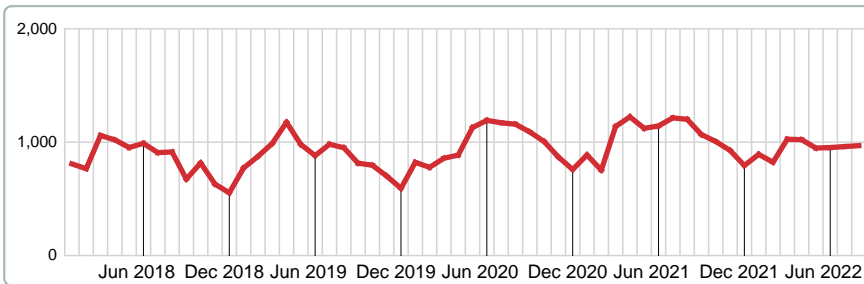
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,038

High Apr 2021 1,223 Low Dec 2018 553

Pending Listings this month at **969**
below the 5 yr AUG average of **1,038**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	80	8.26%	22.1	44	32	4	0
\$100,001 - \$150,000	117	12.07%	18.6	34	72	11	0
\$150,001 - \$200,000	147	15.17%	20.1	17	118	11	1
\$200,001 - \$275,000	251	25.90%	21.2	10	190	43	8
\$275,001 - \$350,000	141	14.55%	23.8	7	66	57	11
\$350,001 - \$500,000	128	13.21%	27.4	0	40	72	16
\$500,001 and up	105	10.84%	39.6	3	19	63	20
Total Pending Units	969			115	537	261	56
Total Pending Volume	297,445,740	100%	16.7	16.74M	130.51M	108.97M	41.24M
Average Listing Price	\$319,294			\$145,539	\$243,028	\$417,498	\$736,355

August 2022



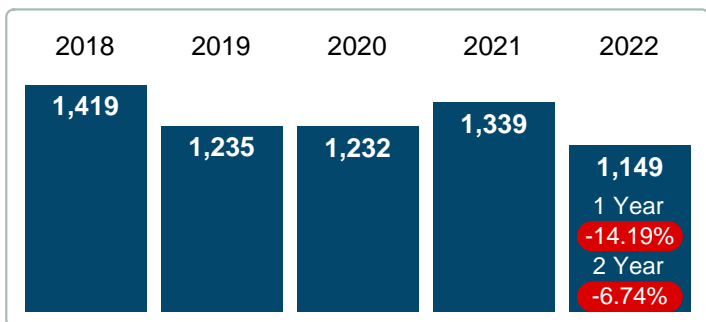
Area Delimited by County Of Tulsa - Residential Property Type



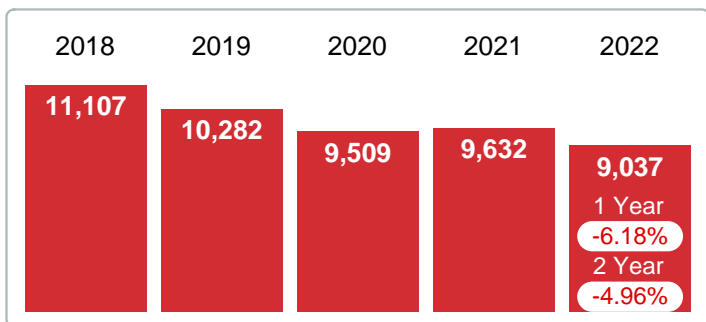
NEW LISTINGS

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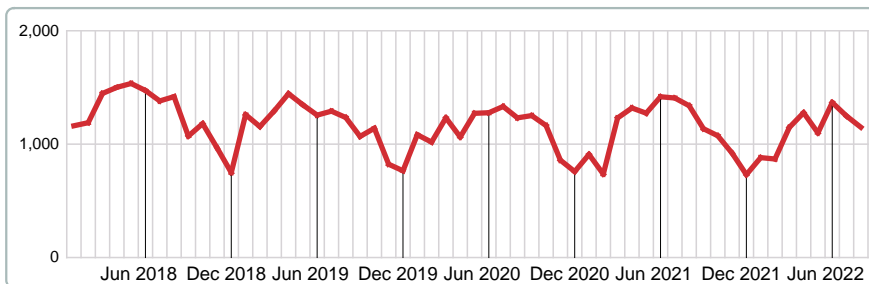
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

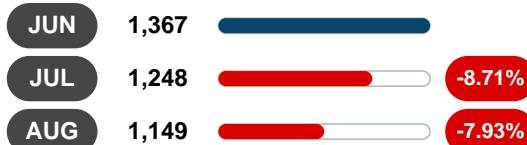


3 MONTHS

5 year AUG AVG = 1,275

High May 2018 1,535 Low Dec 2021 731

New Listings this month at 1,149 below the 5 yr AUG average of 1,275



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	92	8.01%	51	37	4	0
\$100,001 - \$150,000	118	10.27%	37	69	12	0
\$150,001 - \$200,000	156	13.58%	23	120	13	0
\$200,001 - \$275,000	285	24.80%	9	199	72	5
\$275,001 - \$375,000	201	17.49%	12	95	84	10
\$375,001 - \$525,000	166	14.45%	4	59	88	15
\$525,001 and up	131	11.40%	3	17	87	24
Total New Listed Units	1,149		139	596	360	54
Total New Listed Volume	352,137,611	100%	21.55M	150.70M	150.42M	29.47M
Average New Listed Listing Price	\$193,716		\$155,033	\$252,853	\$417,836	\$545,682

August 2022



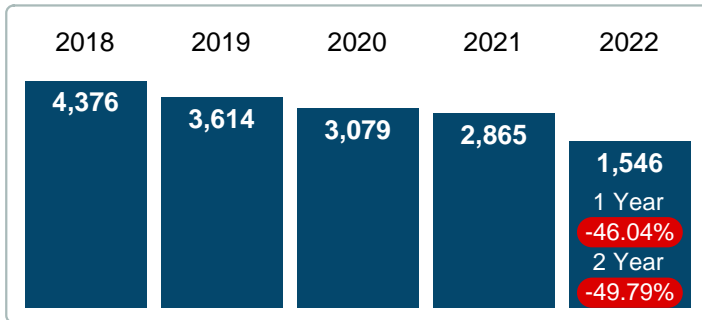
Area Delimited by County Of Tulsa - Residential Property Type



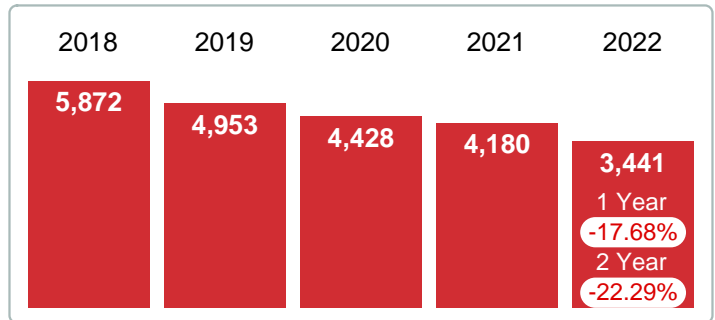
ACTIVE INVENTORY

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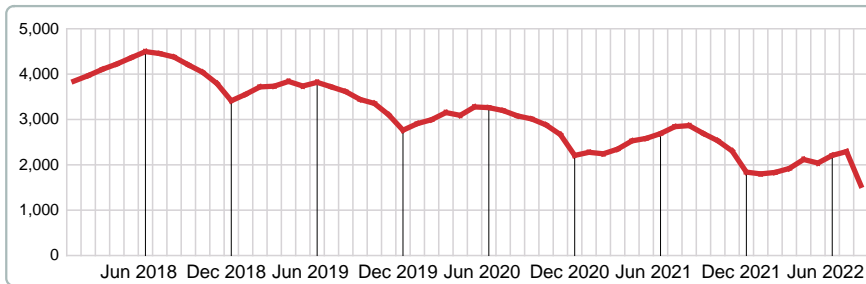
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

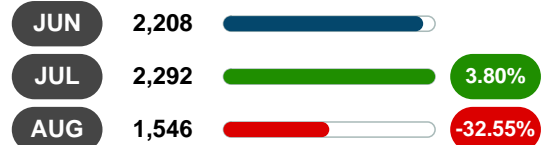


3 MONTHS

5 year AUG AVG = 3,096

High Jun 2018 4,496 Low Aug 2022 1,546

Inventory this month at 1,546 below the 5 yr AUG average of 3,096



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	136	8.80%	65.7	68	57	10	1
\$125,001 - \$200,000	208	13.45%	40.5	41	139	25	3
\$200,001 - \$250,000	182	11.77%	38.6	10	124	43	5
\$250,001 - \$375,000	412	26.65%	46.5	13	211	176	12
\$375,001 - \$500,000	255	16.49%	57.4	3	87	137	28
\$500,001 - \$650,000	192	12.42%	56.0	1	40	117	34
\$650,001 and up	161	10.41%	75.6	2	25	75	59
Total Active Inventory by Units	1,546			138	683	583	142
Total Active Inventory by Volume	635,052,442	100%	52.5	21.30M	203.46M	275.35M	134.94M
Average Active Inventory Listing Price	\$410,771			\$154,314	\$297,898	\$472,303	\$950,282

August 2022



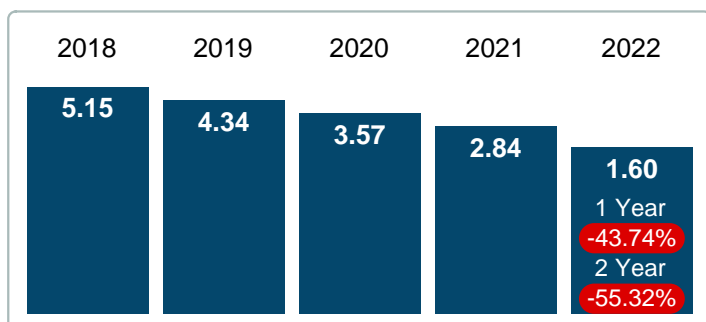
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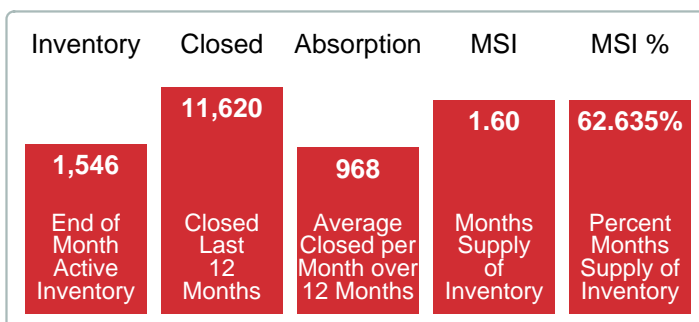
MONTHS SUPPLY of INVENTORY (MSI)

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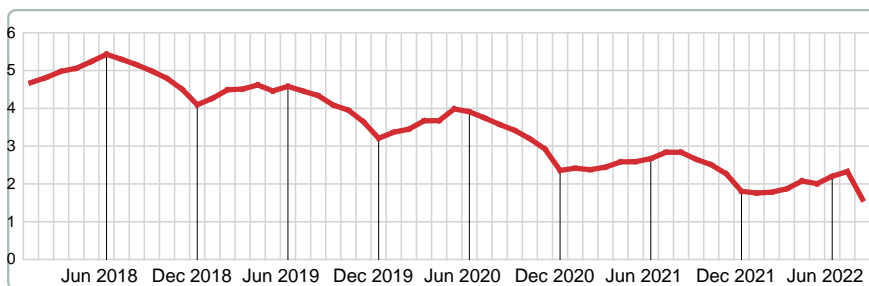
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022

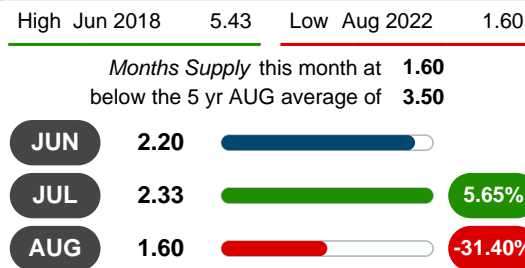


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.50



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	136	8.80%	1.07	1.14	0.93	1.69	2.40
\$125,001 - \$200,000	208	13.45%	0.93	1.25	0.83	1.21	2.57
\$200,001 - \$250,000	182	11.77%	1.01	0.76	0.99	1.12	1.82
\$250,001 - \$375,000	412	26.65%	1.72	1.21	1.89	1.66	1.11
\$375,001 - \$500,000	255	16.49%	2.29	1.09	2.72	2.14	2.24
\$500,001 - \$650,000	192	12.42%	3.92	2.40	4.53	3.97	3.32
\$650,001 and up	161	10.41%	4.17	6.00	6.12	3.72	4.21
Market Supply of Inventory (MSI)			1.60	1.15	1.33	2.05	2.74
Total Active Inventory by Units		100%	1,546	138	683	583	142

August 2022



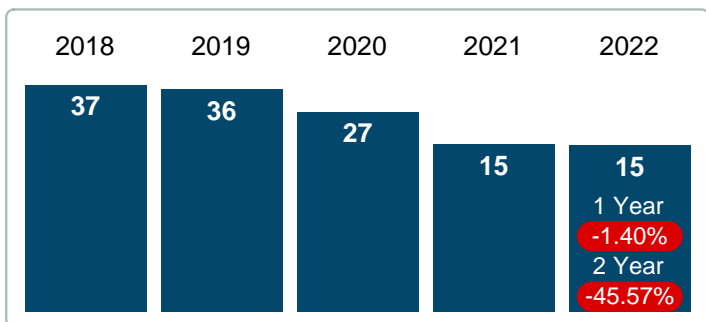
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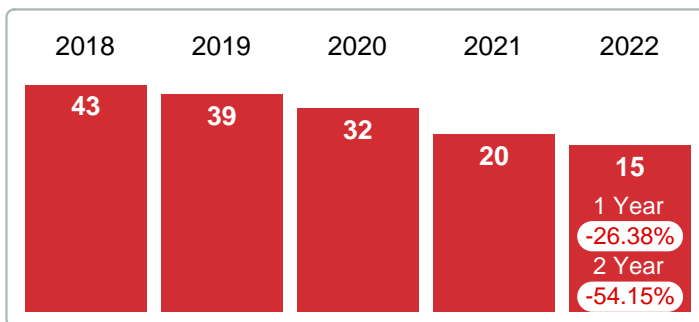
AVERAGE DAYS ON MARKET TO SALE

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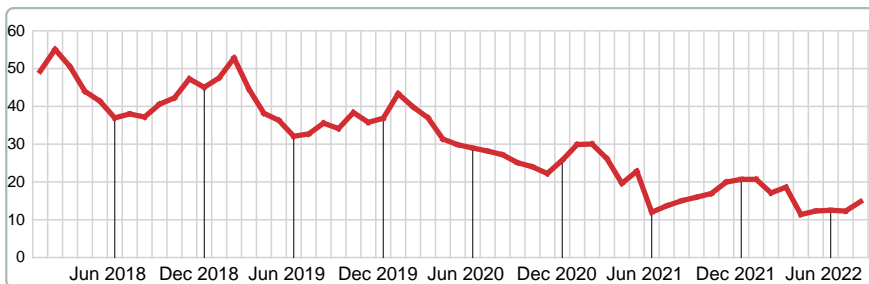
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

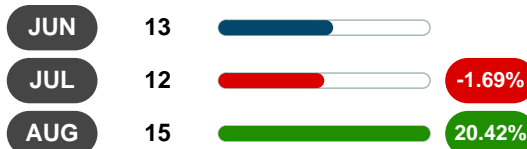


3 MONTHS

5 year AUG AVG = 26

High Feb 2018 55 Low Apr 2022 11

Average Days on Market to Sale this month at 15 below the 5 yr AUG average of 26



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	7.19%	13	11	16	49	0
\$100,001 - \$150,000	11.58%	9	6	10	17	0
\$150,001 - \$200,000	16.27%	11	12	10	12	0
\$200,001 - \$275,000	23.95%	12	13	10	17	24
\$275,001 - \$375,000	18.16%	14	9	14	15	23
\$375,001 - \$500,000	12.18%	18	14	20	19	10
\$500,001 and up	10.68%	31	3	45	21	40
Average Closed DOM		15	10	13	18	32
Total Closed Units	100%	1,002	131	532	293	46
Total Closed Volume		310,787,157	19.74M	128.69M	115.03M	47.33M

August 2022



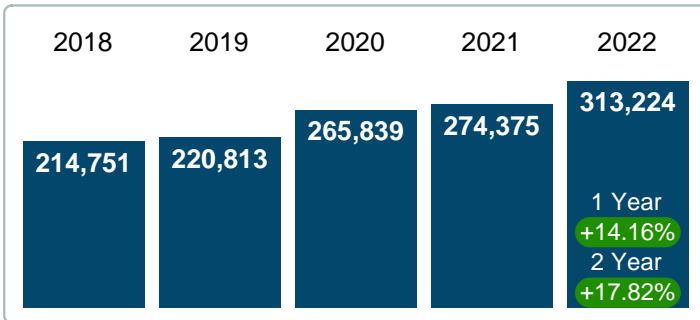
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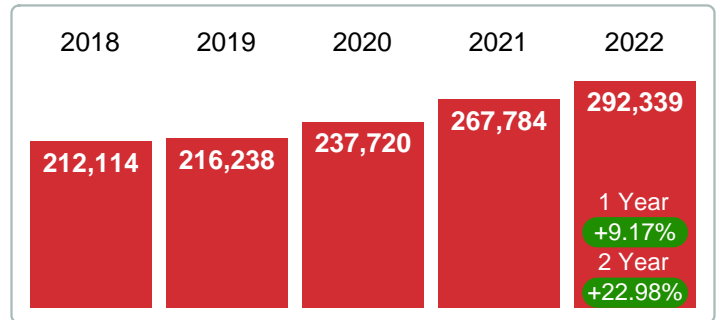
AVERAGE LIST PRICE AT CLOSING

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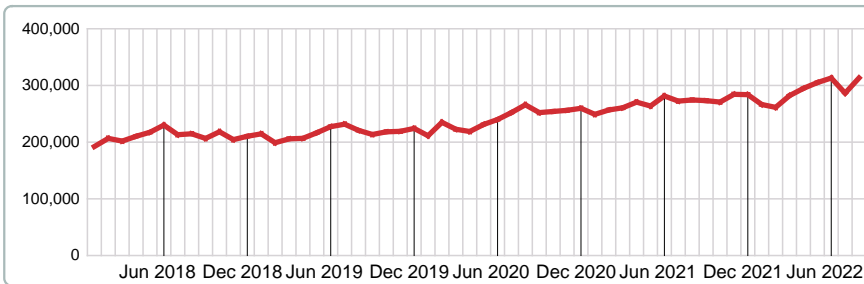
AUGUST



YEAR TO DATE (YTD)

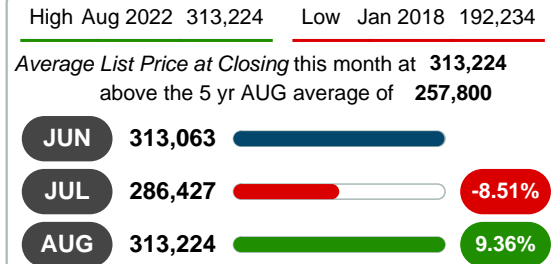


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 257,800



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	70	6.99%	74,170	73,185	81,414	75,450	0
\$100,001 - \$150,000	138	13.77%	129,589	122,927	130,052	121,664	0
\$150,001 - \$200,000	155	15.47%	180,368	171,406	176,149	183,668	0
\$200,001 - \$275,000	228	22.75%	239,987	240,882	234,100	244,948	252,500
\$275,001 - \$375,000	180	17.96%	318,259	305,250	313,941	324,817	328,100
\$375,001 - \$500,000	122	12.18%	431,371	415,260	432,407	432,105	455,389
\$500,001 and up	109	10.88%	900,798	550,000	689,470	717,875	1,394,498
Average List Price			313,224	151,851	241,728	396,630	1,068,377
Total Closed Units			1,002	131	532	293	46
Total Closed Volume			313,850,057	19.89M	128.60M	116.21M	49.15M

August 2022



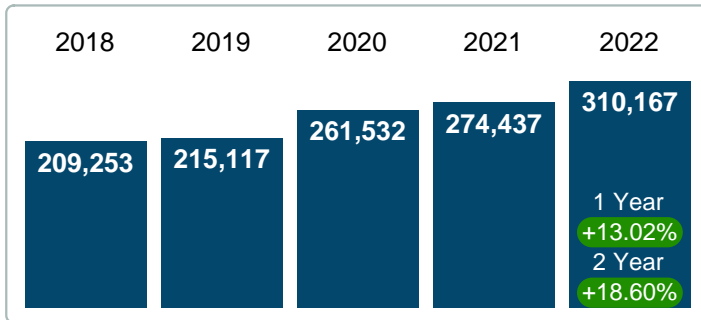
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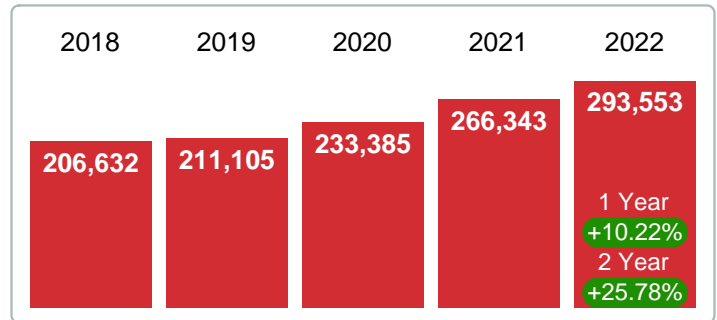
AVERAGE SOLD PRICE AT CLOSING

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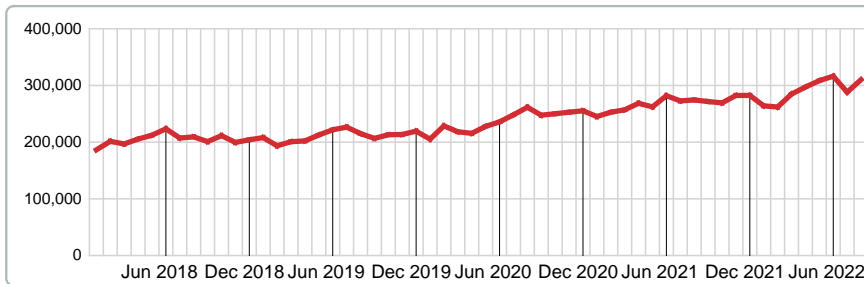
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

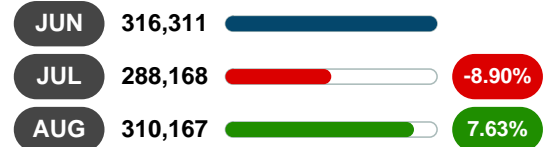


3 MONTHS

5 year AUG AVG = 254,101

High Jun 2022 316,311 Low Jan 2018 186,418

Average Sold Price at Closing this month at **310,167** above the 5 yr AUG average of **254,101**



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	7.19%	71,883	70,278	76,236	62,500	0
\$100,001 - \$150,000	11.58%	125,718	122,661	127,654	120,536	0
\$150,001 - \$200,000	16.27%	176,798	172,234	176,905	180,168	0
\$200,001 - \$275,000	23.95%	238,286	238,376	236,561	243,732	252,500
\$275,001 - \$375,000	18.16%	318,523	308,626	315,627	321,921	324,500
\$375,001 - \$500,000	12.18%	431,881	412,480	431,068	430,565	456,556
\$500,001 and up	10.68%	881,877	559,600	678,060	705,870	1,336,040
Average Sold Price		310,167	150,671	241,905	392,582	1,028,897
Total Closed Units		1,002	131	532	293	46
Total Closed Volume		310,787,157	19.74M	128.69M	115.03M	47.33M

August 2022



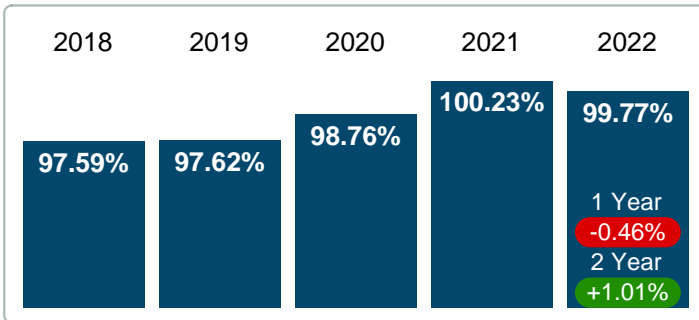
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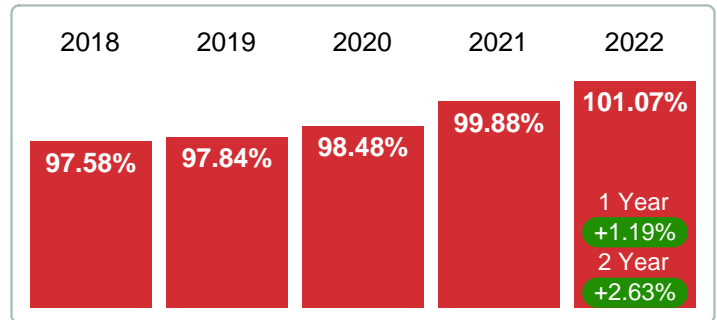
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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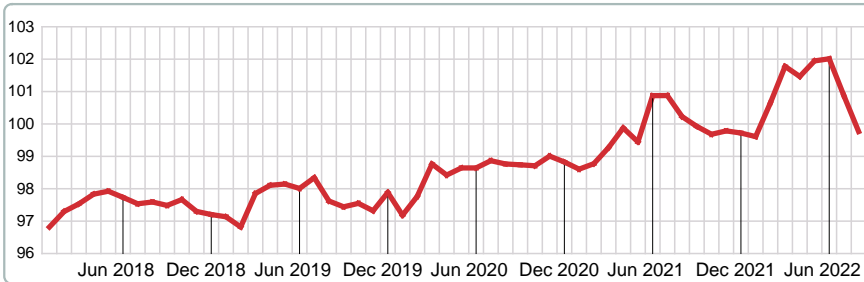
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

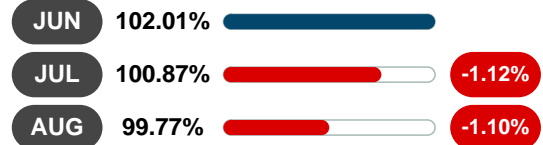


3 MONTHS

5 year AUG AVG = 98.79%

High Jun 2022 102.01% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.77%**
above the 5 yr AUG average of **98.79%**



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	72	7.19%	95.36%	96.34%	94.41%	82.33%	0.00%
\$100,001 - \$150,000	116	11.58%	99.08%	100.04%	98.61%	99.20%	0.00%
\$150,001 - \$200,000	163	16.27%	101.01%	100.81%	101.35%	98.96%	0.00%
\$200,001 - \$275,000	240	23.95%	100.78%	99.03%	101.27%	99.73%	100.00%
\$275,001 - \$375,000	182	18.16%	100.00%	101.24%	100.61%	99.35%	98.94%
\$375,001 - \$500,000	122	12.18%	99.83%	99.33%	99.72%	99.86%	100.29%
\$500,001 and up	107	10.68%	98.82%	101.75%	99.00%	98.72%	98.77%
Average Sold/List Ratio		99.80%		98.71%	100.35%	99.28%	99.13%
Total Closed Units		1,002	100%	131	532	293	46
Total Closed Volume		310,787,157		19.74M	128.69M	115.03M	47.33M

August 2022



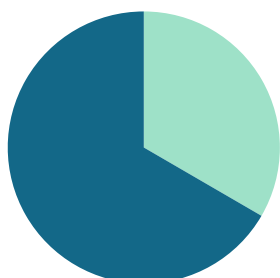
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Sep 12, 2022 for MLS Technology Inc.

INVENTORY

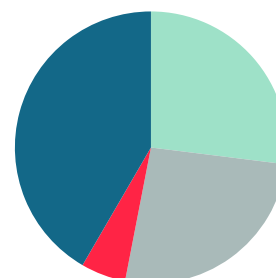


Inventory
 New Listings
1,149 = 33.37%
 Start Inventory
2,294
 Total Inventory Units
3,443
 Volume
\$1,237,095,127

Market Activity

Closed Sales
1,002 = 26.97%
 Pending Sales
969 = 26.08%
 Other Off Market
198 = 5.33%
 Active Inventory
1,546 = 41.62%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,199	1,002	-16.43%	7,972	7,378	-7.45%
Pending Sales	1,201	969	-19.32%	8,681	7,593	-12.53%
New Listings	1,339	1,149	-14.19%	9,632	9,037	-6.18%
Average List Price	274,375	313,224	14.16%	267,784	292,339	9.17%
Average Sale Price	274,437	310,167	13.02%	266,343	293,553	10.22%
Average Percent of Selling Price to List Price	100.23%	99.77%	-0.46%	99.88%	101.07%	1.19%
Average Days on Market to Sale	15.01	14.80	-1.40%	19.98	14.71	-26.38%
Monthly Inventory	2,869	1,546	-46.11%	2,869	1,546	-46.11%
Months Supply of Inventory	2.84	1.60	-43.82%	2.84	1.60	-43.82%

Absorption: Last 12 months, an Average of **968** Sales/Month

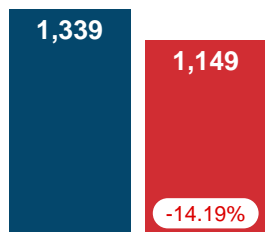
Inventory on August 31, 2022 = **1,546**

2021 **2022**

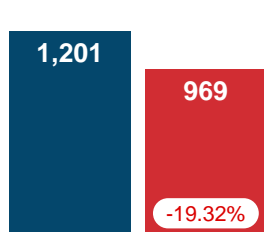
AUGUST MARKET

AVERAGE PRICES

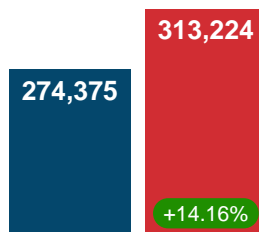
New Listings



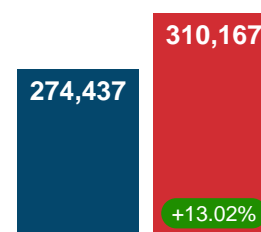
Pending Listings



List Price



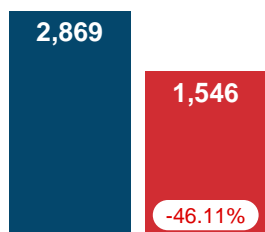
Sale Price



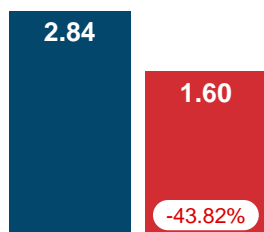
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

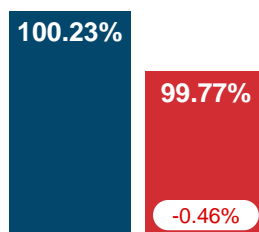
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

