

# July 2022



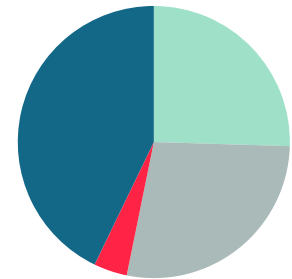
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	July 2022	+/-%
Closed Listings	1,131	912	-19.36%
Pending Listings	1,214	992	-18.29%
New Listings	1,407	1,248	-11.30%
Average List Price	272,402	286,193	5.06%
Average Sale Price	272,767	287,982	5.58%
Average Percent of Selling Price to List Price	100.88%	100.89%	0.02%
Average Days on Market to Sale	13.67	12.17	-10.95%
End of Month Inventory	2,844	1,533	-46.10%
Months Supply of Inventory	2.84	1.56	-45.13%



■ Closed (25.48%)  
■ Pending (27.72%)  
■ Other OffMarket (3.97%)  
■ Active (42.83%)

**Absorption:** Last 12 months, an Average of **984** Sales/Month  
**Active Inventory** as of July 31, 2022 = **1,533**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2022 decreased **46.10%** to 1,533 existing homes available for sale. Over the last 12 months this area has had an average of 984 closed sales per month. This represents an unsold inventory index of **1.56** 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 **5.58%** in July 2022 to \$287,982 versus the previous year at \$272,767.

#### Average Days on Market Shortens

The average number of **12.17** days that homes spent on the market before selling decreased by 1.50 days or **10.95%** in July 2022 compared to last year's same month at **13.67** DOM.

#### Sales Success for July 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 1,248 New Listings in July 2022, down **11.30%** from last year at 1,407. Furthermore, there were 912 Closed Listings this month versus last year at 1,131, a **-19.36%** decrease.

Closed versus Listed trends yielded a **73.1%** ratio, down from previous year's, July 2021, at **80.4%**, a **9.09%** downswing. This will certainly create pressure on a decreasing 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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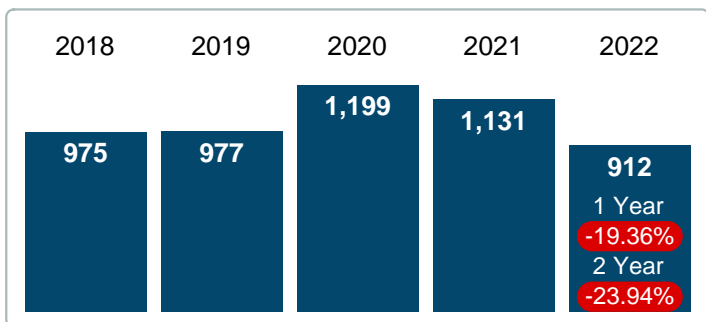
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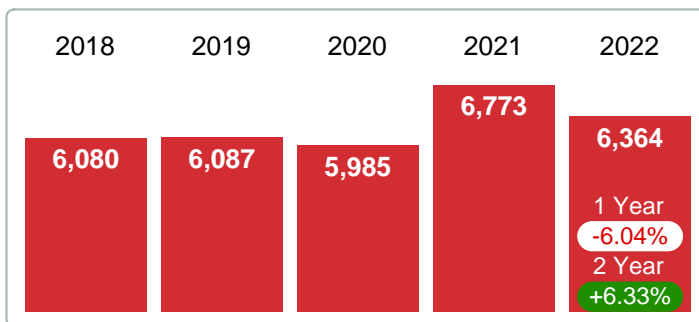
## CLOSED LISTINGS

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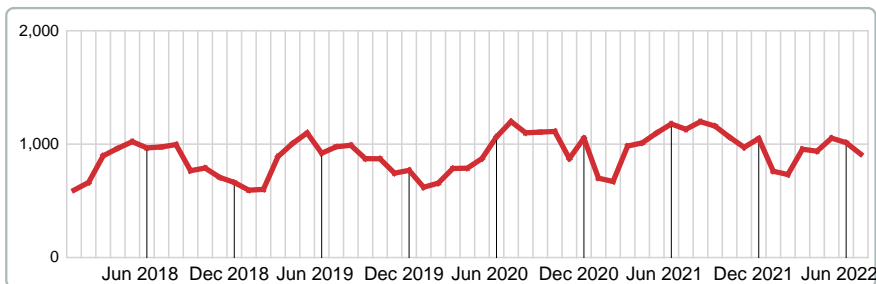
### JULY



### YEAR TO DATE (YTD)

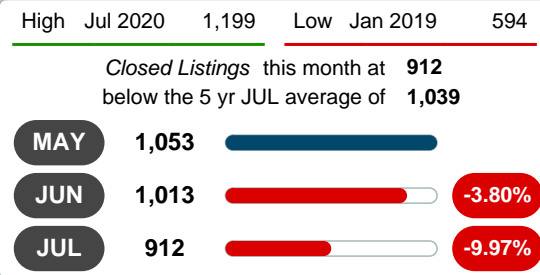


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,039



### 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	77	8.44%	17.8	43	31	3	0
\$100,001 - \$150,000	91	9.98%	10.7	30	57	4	0
\$150,001 - \$200,000	126	13.82%	7.7	15	102	8	1
\$200,001 - \$275,000	228	25.00%	8.7	16	167	41	4
\$275,001 - \$350,000	160	17.54%	8.5	8	76	70	6
\$350,001 - \$500,000	137	15.02%	14.3	6	45	76	10
\$500,001 and up	93	10.20%	26.5	2	12	60	19
<b>Total Closed Units</b>	<b>912</b>			<b>120</b>	<b>490</b>	<b>262</b>	<b>40</b>
<b>Total Closed Volume</b>	<b>262,639,855</b>	<b>100%</b>	<b>12.2</b>	<b>19.08M</b>	<b>118.01M</b>	<b>104.43M</b>	<b>21.12M</b>
<b>Average Closed Price</b>	<b>\$287,982</b>			<b>\$159,013</b>	<b>\$240,828</b>	<b>\$398,598</b>	<b>\$528,000</b>

# July 2022



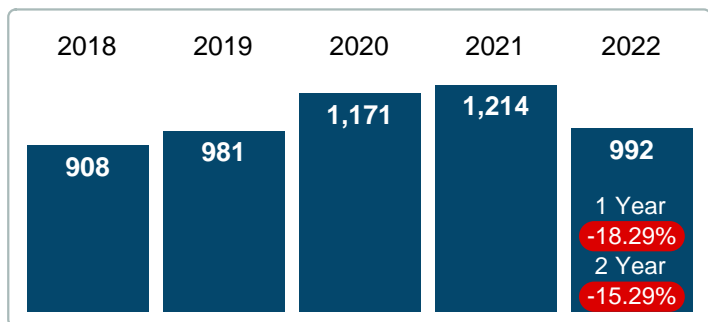
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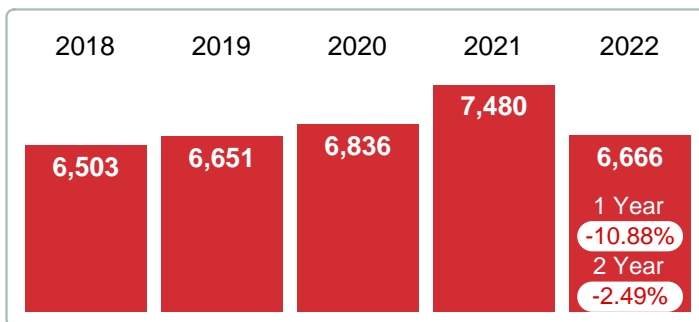
## PENDING LISTINGS

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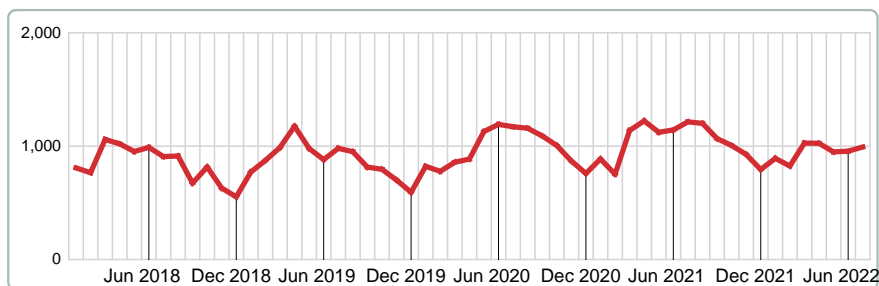
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

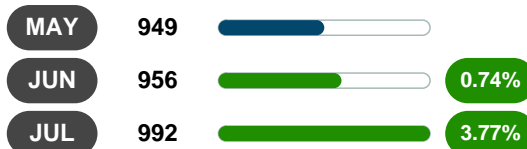


### 3 MONTHS

5 year JUL AVG = 1,053

High Apr 2021 1,223 Low Dec 2018 553

Pending Listings this month at **992**  
below the 5 yr JUL average of **1,053**



### 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	75	7.56%	15.8	41	33	1	0
\$100,001 - \$150,000	115	11.59%	16.7	33	77	5	0
\$150,001 - \$200,000	164	16.53%	12.9	20	124	18	2
\$200,001 - \$275,000	236	23.79%	15.5	18	170	46	2
\$275,001 - \$375,000	182	18.35%	17.6	7	85	85	5
\$375,001 - \$475,000	108	10.89%	23.2	4	33	60	11
\$475,001 and up	112	11.29%	28.3	1	18	64	29
<b>Total Pending Units</b>	<b>992</b>			<b>124</b>	<b>540</b>	<b>279</b>	<b>49</b>
<b>Total Pending Volume</b>	<b>288,459,835</b>	<b>100%</b>	<b>11.9</b>	<b>19.68M</b>	<b>126.70M</b>	<b>111.06M</b>	<b>31.02M</b>
<b>Average Listing Price</b>	<b>\$235,364</b>			<b>\$158,703</b>	<b>\$234,627</b>	<b>\$398,066</b>	<b>\$633,102</b>

# July 2022



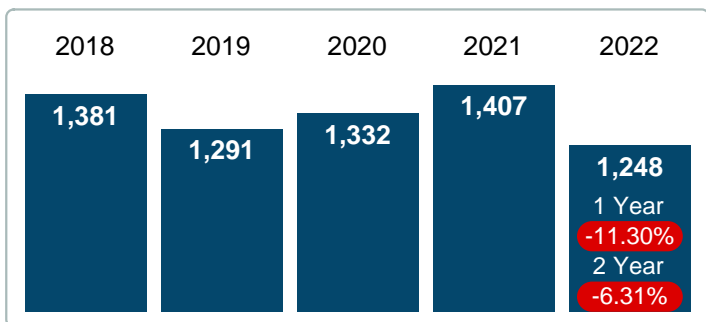
Area Delimited by County Of Tulsa - Residential Property Type



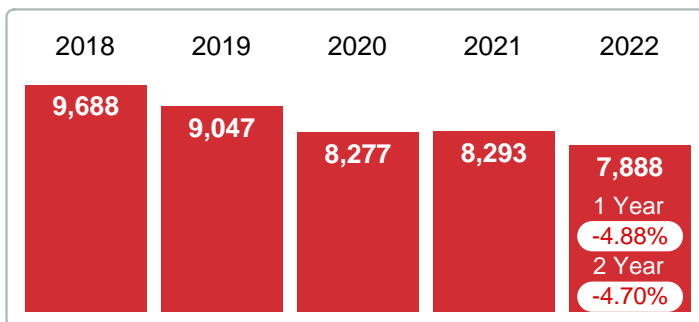
## NEW LISTINGS

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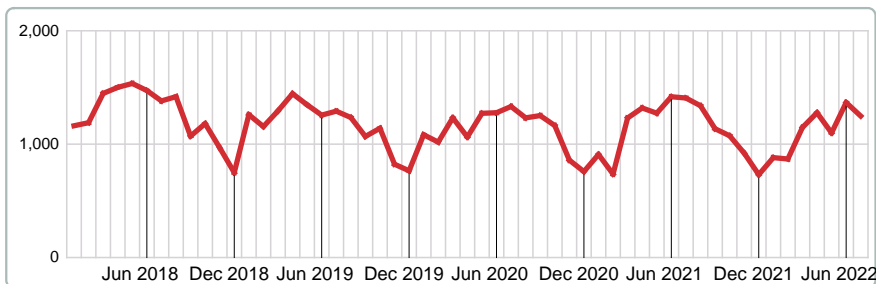
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

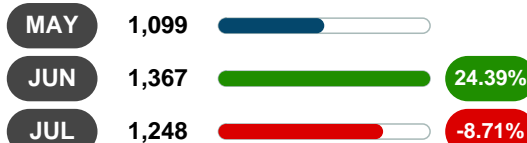


### 3 MONTHS

5 year JUL AVG = 1,332

High May 2018 1,535 Low Dec 2021 731

New Listings this month at 1,248 below the 5 yr JUL average of 1,332



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	124	9.94%	62	56	5	1
\$125,001 - \$175,000	166	13.30%	30	122	14	0
\$175,001 - \$200,000	118	9.46%	11	93	11	3
\$200,001 - \$325,000	381	30.53%	24	254	97	6
\$325,001 - \$400,000	153	12.26%	4	62	79	8
\$400,001 - \$550,000	173	13.86%	2	50	96	25
\$550,001 and up	133	10.66%	2	24	63	44
<b>Total New Listed Units</b>	<b>1,248</b>		<b>135</b>	<b>661</b>	<b>365</b>	<b>87</b>
<b>Total New Listed Volume</b>	<b>412,839,166</b>	<b>100%</b>	<b>21.43M</b>	<b>171.64M</b>	<b>153.83M</b>	<b>65.94M</b>
<b>Average New Listed Listing Price</b>	<b>\$227,936</b>		<b>\$158,733</b>	<b>\$259,661</b>	<b>\$421,453</b>	<b>\$757,976</b>

# July 2022



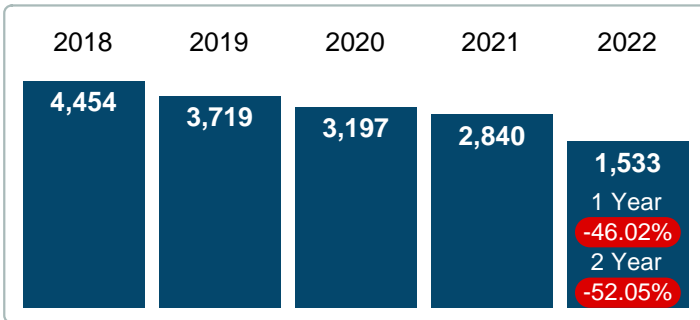
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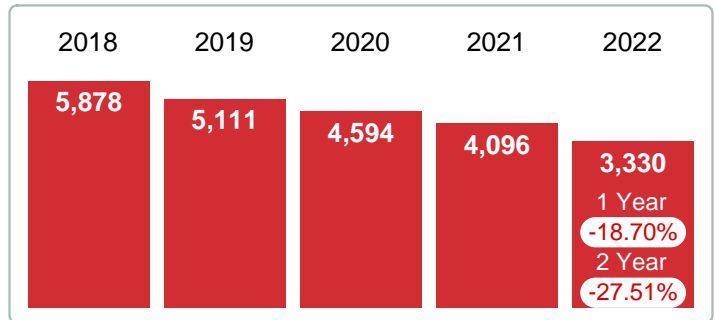
## ACTIVE INVENTORY

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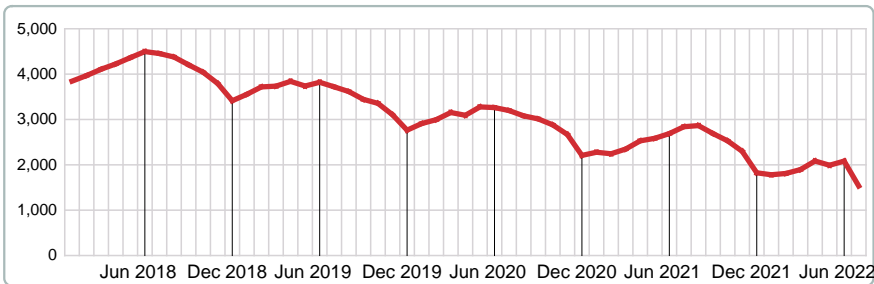
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS

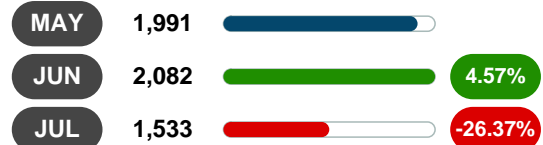


### 3 MONTHS

5 year JUL AVG = 3,149

High Jun 2018 4,497 Low Jul 2022 1,533

Inventory this month at 1,533 below the 5 yr JUL average of 3,149



### 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	133	8.68%	64.9	66	57	9	1
\$125,001 - \$175,000	146	9.52%	36.1	30	97	18	1
\$175,001 - \$250,000	272	17.74%	32.9	19	196	50	7
\$250,001 - \$375,000	398	25.96%	40.2	10	198	177	13
\$375,001 - \$475,000	191	12.46%	49.7	2	56	111	22
\$475,001 - \$675,000	225	14.68%	63.8	0	59	133	33
\$675,001 and up	168	10.96%	62.7	2	28	71	67
<b>Total Active Inventory by Units</b>	<b>1,533</b>			<b>129</b>	<b>691</b>	<b>569</b>	<b>144</b>
<b>Total Active Inventory by Volume</b>	<b>652,400,306</b>	<b>100%</b>	<b>47.8</b>	<b>19.36M</b>	<b>205.21M</b>	<b>272.18M</b>	<b>155.66M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$425,571</b>			<b>\$150,057</b>	<b>\$296,971</b>	<b>\$478,345</b>	<b>\$1,080,955</b>

# July 2022



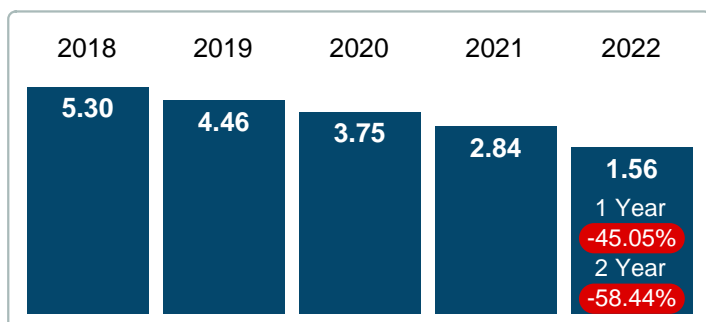
Area Delimited by County Of Tulsa - Residential Property Type



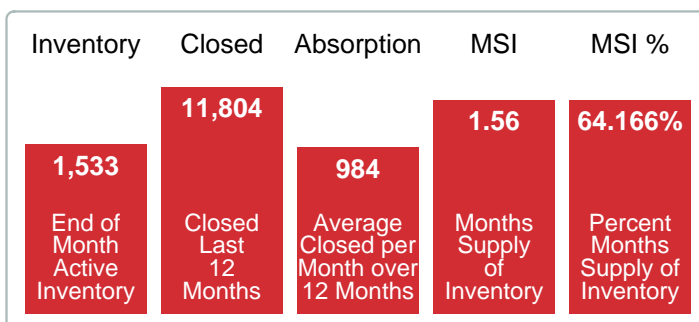
## MONTHS SUPPLY of INVENTORY (MSI)

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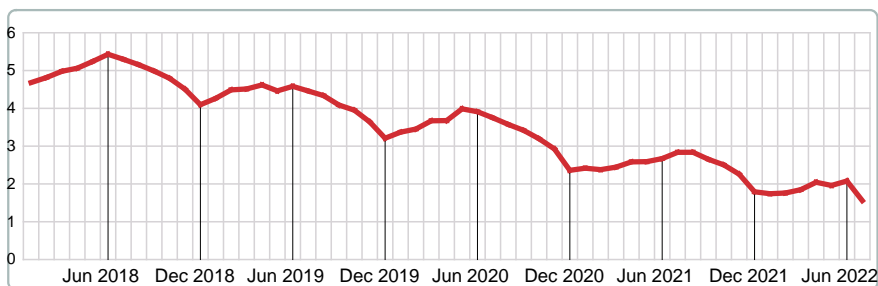
### MSI FOR JULY



### INDICATORS FOR JULY 2022

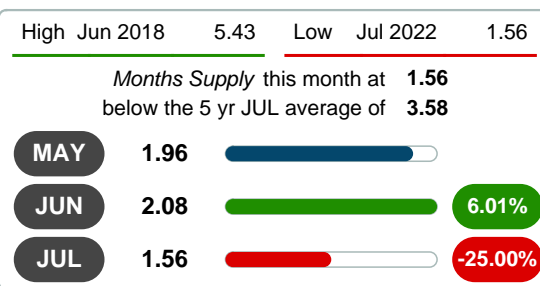


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 3.58



### 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	133	8.68%	1.02	1.11	0.89	1.40	2.40
\$125,001 - \$175,000	146	9.52%	1.01	1.18	0.90	1.65	2.00
\$175,001 - \$250,000	272	17.74%	1.02	0.87	1.04	0.98	1.75
\$250,001 - \$375,000	398	25.96%	1.64	0.97	1.77	1.61	1.14
\$375,001 - \$475,000	191	12.46%	1.96	0.83	1.99	2.01	1.87
\$475,001 - \$675,000	225	14.68%	3.40	0.00	5.02	3.20	2.64
\$675,001 and up	168	10.96%	4.79	6.00	7.15	4.02	5.09
Market Supply of Inventory (MSI)			1.56	1.07	1.34	1.95	2.68
Total Active Inventory by Units		100%	1,533	129	691	569	144

# July 2022



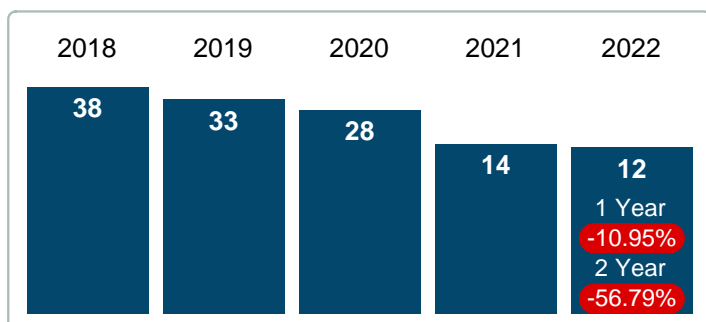
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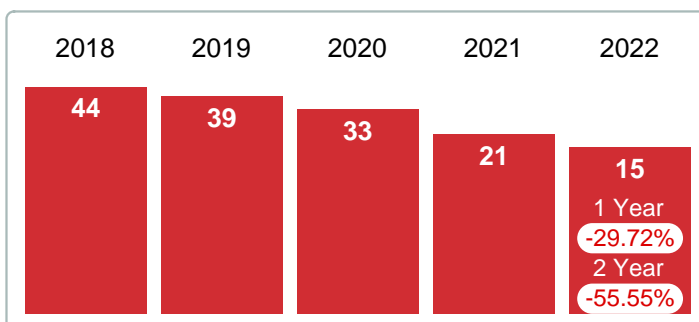
## AVERAGE DAYS ON MARKET TO SALE

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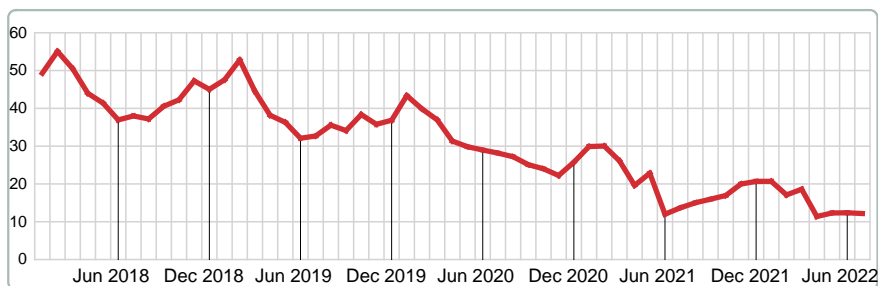
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

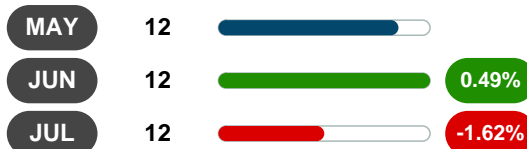


### 3 MONTHS

5 year JUL AVG = 25

High Feb 2018 55 Low Apr 2022 11

Average Days on Market to Sale this month at 12 below the 5 yr JUL average of 25



### 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	8.44%	18	22	13	3	0
\$100,001 - \$150,000	9.98%	11	10	10	18	0
\$150,001 - \$200,000	13.82%	8	5	8	11	1
\$200,001 - \$275,000	25.00%	9	16	8	10	8
\$275,001 - \$350,000	17.54%	9	7	8	9	11
\$350,001 - \$500,000	15.02%	14	5	11	17	13
\$500,001 and up	10.20%	27	19	33	25	26
Average Closed DOM		12	14	9	15	18
Total Closed Units	100%	912	120	490	262	40
Total Closed Volume		262,639,855	19.08M	118.01M	104.43M	21.12M



# July 2022



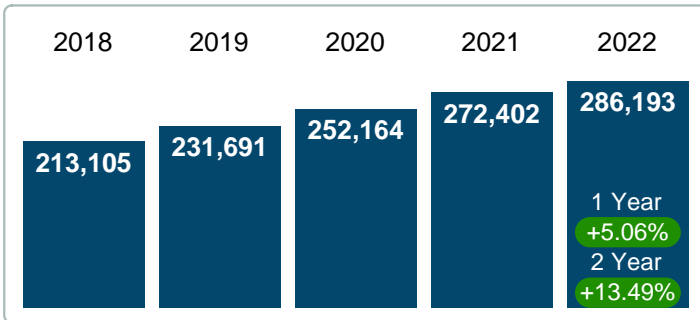
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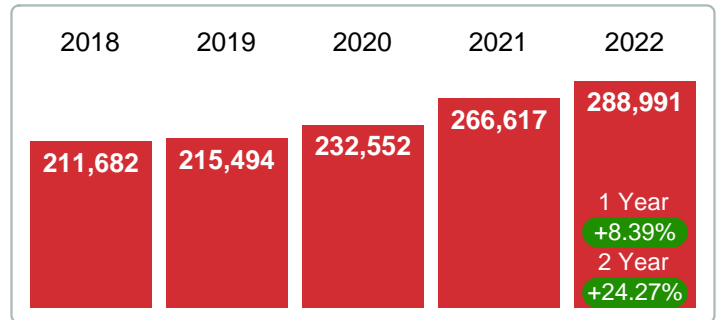
## AVERAGE LIST PRICE AT CLOSING

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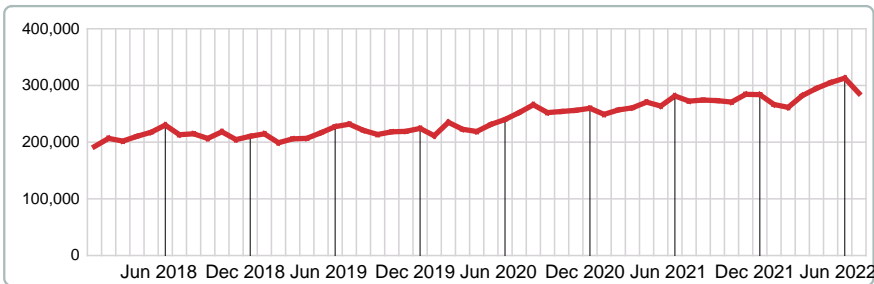
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

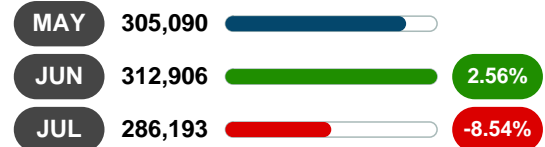


### 3 MONTHS

5 year JUL AVG = 251,111

High Jun 2022 312,906 Low Jan 2018 192,234

Average List Price at Closing this month at **286,193**  
above the 5 yr JUL average of **251,111**



### 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	78	8.55%	67,846	65,599	72,731	73,917	0
\$100,001 - \$150,000	97	10.64%	130,895	121,787	132,381	126,875	0
\$150,001 - \$200,000	133	14.58%	178,931	173,653	175,090	182,863	200,000
\$200,001 - \$275,000	231	25.33%	239,823	237,019	231,024	251,125	244,750
\$275,001 - \$350,000	146	16.01%	308,900	306,825	300,008	304,999	321,233
\$350,001 - \$500,000	139	15.24%	416,939	415,483	407,828	415,625	404,780
\$500,001 and up	88	9.65%	690,554	649,750	772,775	642,397	742,068
<b>Average List Price</b>			<b>286,193</b>	159,321	238,096	396,830	531,338
<b>Total Closed Units</b>			<b>912</b>	120	490	262	40
<b>Total Closed Volume</b>			<b>261,008,245</b>	19.12M	116.67M	103.97M	21.25M



# July 2022



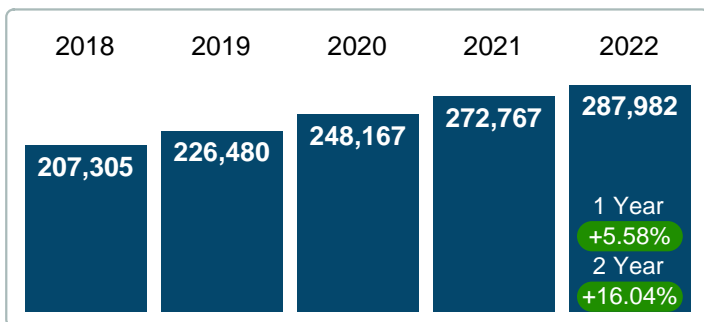
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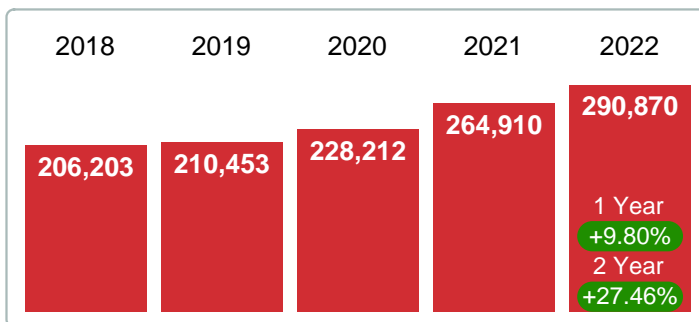
## AVERAGE SOLD PRICE AT CLOSING

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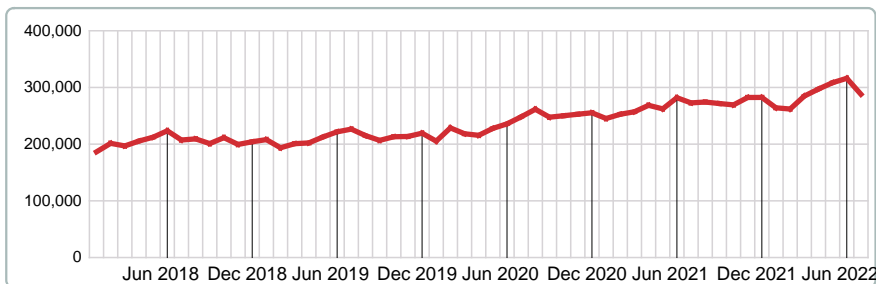
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

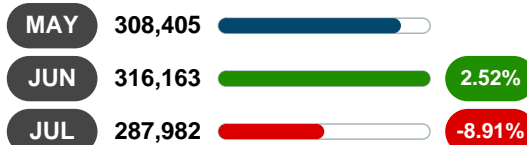


### 3 MONTHS

5 year JUL AVG = 248,540

High Jun 2022 316,163 Low Jan 2018 186,418

Average Sold Price at Closing this month at **287,982** above the 5 yr JUL average of **248,540**



### 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	8.44%	65,894	62,193	69,348	83,250	0
\$100,001 - \$150,000	9.98%	128,977	122,627	133,081	118,125	0
\$150,001 - \$200,000	13.82%	177,876	179,193	177,568	176,563	200,000
\$200,001 - \$275,000	25.00%	239,317	234,525	236,890	251,356	236,380
\$275,001 - \$350,000	17.54%	306,771	315,806	303,681	307,653	323,567
\$350,001 - \$500,000	15.02%	413,846	409,444	407,474	418,805	407,480
\$500,001 and up	10.20%	678,196	652,500	765,126	643,792	734,645
<b>Average Sold Price</b>		<b>287,982</b>	<b>159,013</b>	<b>240,828</b>	<b>398,598</b>	<b>528,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>912</b>	<b>120</b>	<b>490</b>	<b>262</b>	<b>40</b>
<b>Total Closed Volume</b>		<b>262,639,855</b>	<b>19.08M</b>	<b>118.01M</b>	<b>104.43M</b>	<b>21.12M</b>

# July 2022



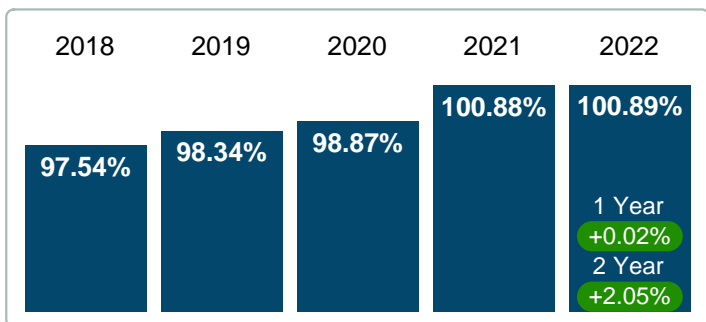
Area Delimited by County Of Tulsa - Residential Property Type



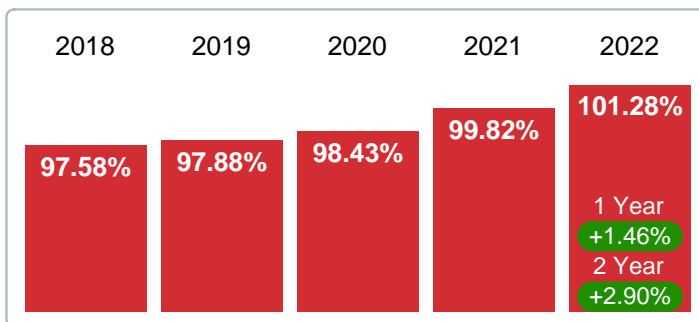
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 11, 2022 for MLS Technology Inc.

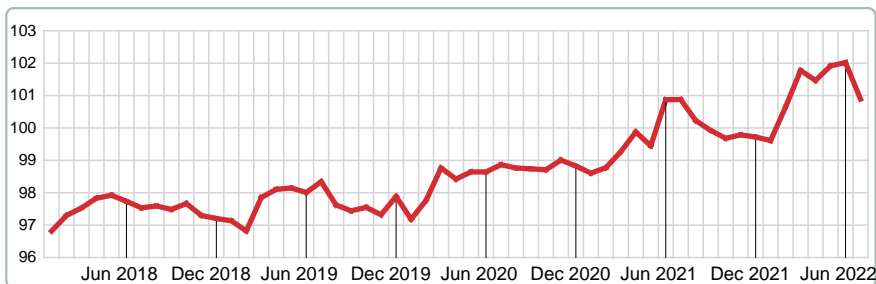
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

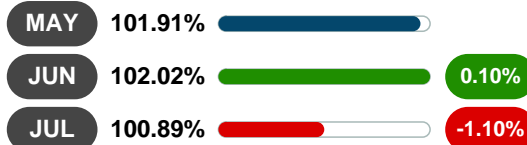


### 3 MONTHS

5 year JUL AVG = 99.30%

High Jun 2022 102.02% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **100.89%** above the 5 yr JUL average of **99.30%**



## 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	77	8.44%	97.13%	96.27%	96.80%	112.96%	0.00%
\$100,001 - \$150,000	91	9.98%	100.98%	101.03%	101.53%	92.91%	0.00%
\$150,001 - \$200,000	126	13.82%	101.54%	103.32%	101.69%	96.59%	100.00%
\$200,001 - \$275,000	228	25.00%	101.95%	99.76%	102.70%	100.28%	96.75%
\$275,001 - \$350,000	160	17.54%	101.34%	103.26%	101.42%	101.08%	100.81%
\$350,001 - \$500,000	137	15.02%	100.56%	98.73%	100.14%	100.94%	100.65%
\$500,001 and up	93	10.20%	100.14%	100.35%	98.97%	100.70%	99.10%
Average Sold/List Ratio		100.90%		99.46%	101.45%	100.70%	99.53%
Total Closed Units		912	100%	120	490	262	40
Total Closed Volume		262,639,855		19.08M	118.01M	104.43M	21.12M

# July 2022



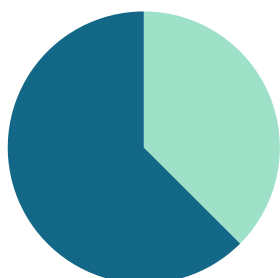
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 11, 2022 for MLS Technology Inc.

### INVENTORY

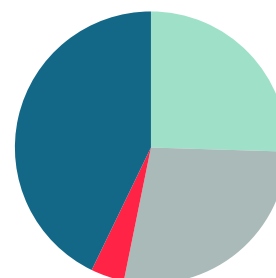


**Inventory**  
 New Listings  
**1,248 = 37.48%**  
 Start Inventory  
**2,082**  
 Total Inventory Units  
**3,330**  
 Volume  
**\$1,187,040,185**

### Market Activity

Closed Sales  
**912 = 25.48%**  
 Pending Sales  
**992 = 27.72%**  
 Other Off Market  
**142 = 3.97%**  
 Active Inventory  
**1,533 = 42.83%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,131	912	-19.36%	6,773	6,364	-6.04%
Pending Sales	1,214	992	-18.29%	7,480	6,666	-10.88%
New Listings	1,407	1,248	-11.30%	8,293	7,888	-4.88%
Average List Price	272,402	286,193	5.06%	266,617	288,991	8.39%
Average Sale Price	272,767	287,982	5.58%	264,910	290,870	9.80%
Average Percent of Selling Price to List Price	100.88%	100.89%	0.02%	99.82%	101.28%	1.46%
Average Days on Market to Sale	13.67	12.17	-10.95%	20.86	14.66	-29.72%
Monthly Inventory	2,844	1,533	-46.10%	2,844	1,533	-46.10%
Months Supply of Inventory	2.84	1.56	-45.13%	2.84	1.56	-45.13%

**Absorption:** Last 12 months, an Average of **984** Sales/Month

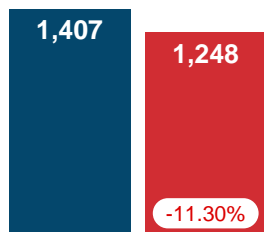
**Inventory** on July 31, 2022 = **1,533**

**2021** **2022**

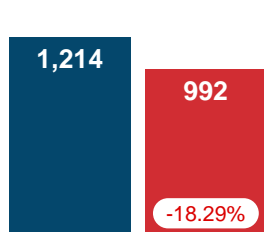
### JULY MARKET

### AVERAGE PRICES

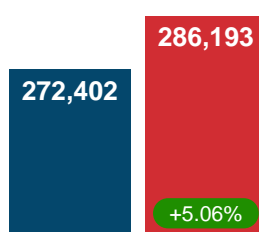
#### New Listings



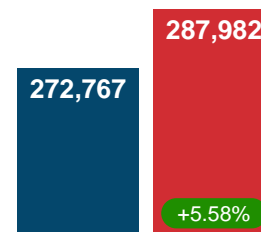
#### Pending Listings



#### List Price



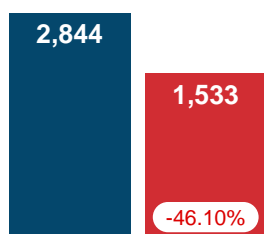
#### Sale Price



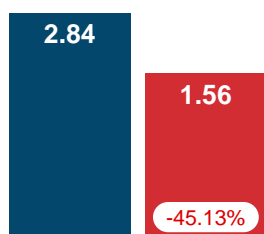
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

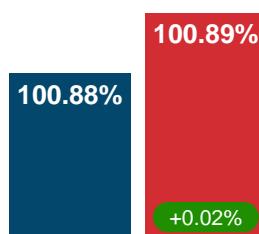
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

