

# May 2022



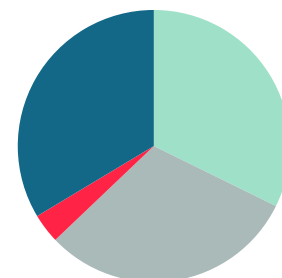
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jun 13, 2022 for MLS Technology Inc.

Compared Metrics	2021	May 2022	+/-%
Closed Listings	1,099	1,047	-4.73%
Pending Listings	1,122	993	-11.50%
New Listings	1,273	1,099	-13.67%
Average List Price	263,746	303,888	15.22%
Average Sale Price	262,249	307,186	17.14%
Average Percent of Selling Price to List Price	99.45%	101.92%	2.49%
Average Days on Market to Sale	22.84	12.16	-46.77%
End of Month Inventory	2,589	1,090	-57.90%
Months Supply of Inventory	2.60	1.07	-58.62%



■ Closed (32.27%)  
■ Pending (30.61%)  
■ Other OffMarket (3.51%)  
■ Active (33.60%)

**Absorption:** Last 12 months, an Average of **1,015** Sales/Month  
**Active Inventory** as of May 31, 2022 = **1,090**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2022 decreased **57.90%** to 1,090 existing homes available for sale. Over the last 12 months this area has had an average of 1,015 closed sales per month. This represents an unsold inventory index of **1.07** 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 **17.14%** in May 2022 to \$307,186 versus the previous year at \$262,249.

#### Average Days on Market Shortens

The average number of **12.16** days that homes spent on the market before selling decreased by 10.68 days or **46.77%** in May 2022 compared to last year's same month at **22.84** DOM.

#### Sales Success for May 2022 is Positive

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

There were 1,099 New Listings in May 2022, down **13.67%** from last year at 1,273. Furthermore, there were 1,047 Closed Listings this month versus last year at 1,099, a **-4.73%** decrease.

Closed versus Listed trends yielded a **95.3%** ratio, up from previous year's, May 2021, at **86.3%**, a **10.35%** upswing. 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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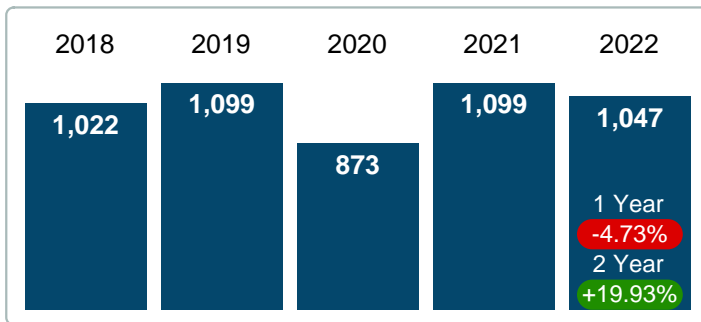
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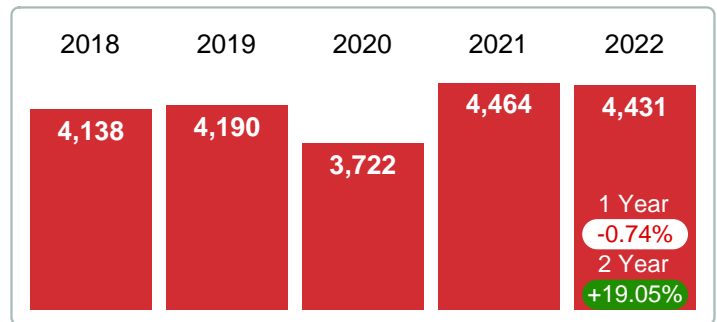
## CLOSED LISTINGS

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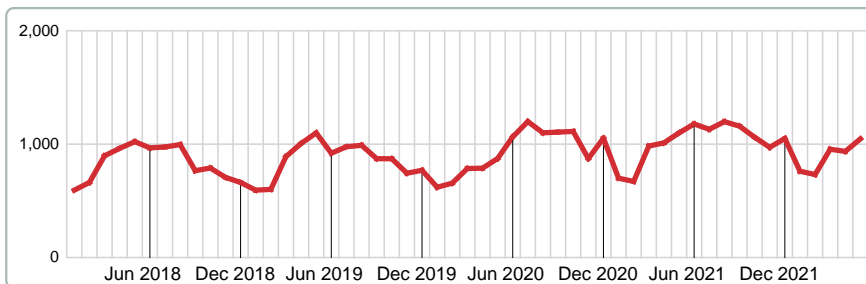
### MAY



### YEAR TO DATE (YTD)

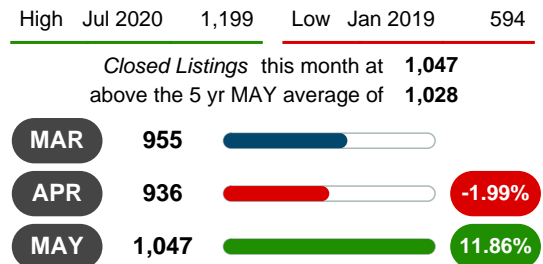


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,028



### 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	80	7.64%	10.8	49	30	1	0
\$100,001 - \$150,000	98	9.36%	10.6	28	66	4	0
\$150,001 - \$200,000	139	13.28%	7.4	20	104	15	0
\$200,001 - \$300,000	337	32.19%	7.3	25	233	73	6
\$300,001 - \$375,000	148	14.14%	12.1	3	69	72	4
\$375,001 - \$500,000	134	12.80%	15.5	1	37	81	15
\$500,001 and up	111	10.60%	31.4	0	18	71	22
<b>Total Closed Units</b>	<b>1,047</b>			<b>126</b>	<b>557</b>	<b>317</b>	<b>47</b>
<b>Total Closed Volume</b>	<b>321,623,569</b>	<b>100%</b>	<b>12.2</b>	<b>17.96M</b>	<b>136.57M</b>	<b>135.81M</b>	<b>31.28M</b>
<b>Average Closed Price</b>	<b>\$307,186</b>			<b>\$142,527</b>	<b>\$245,193</b>	<b>\$428,423</b>	<b>\$665,595</b>

# May 2022



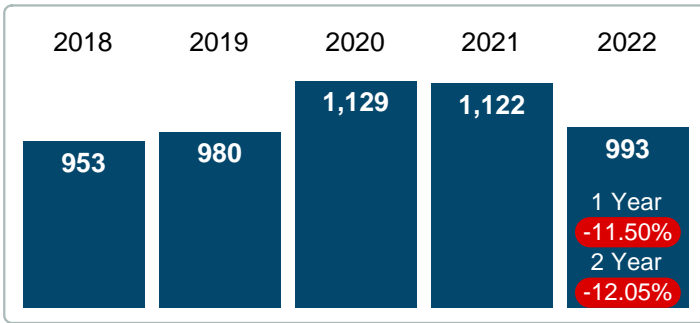
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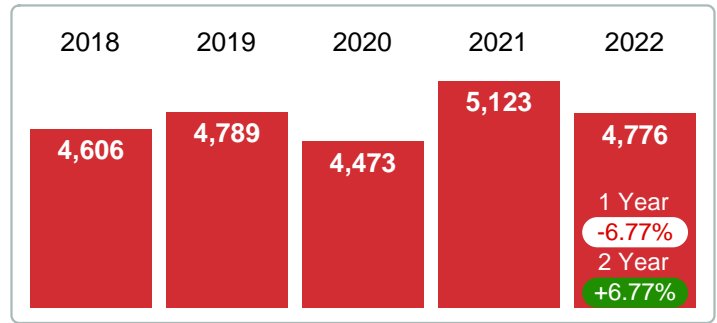
## PENDING LISTINGS

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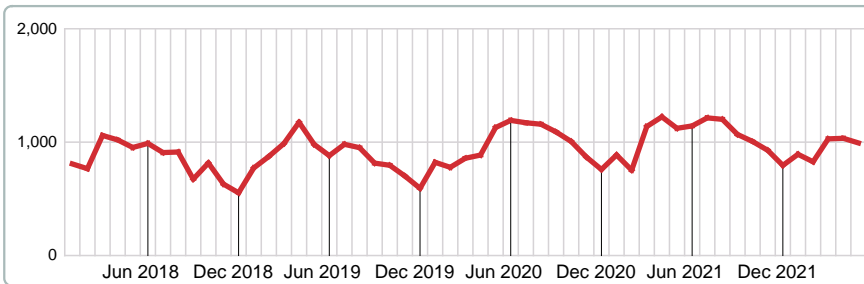
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

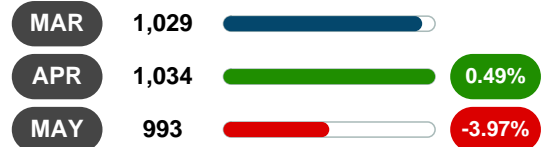


### 3 MONTHS

5 year MAY AVG = 1,035

High Apr 2021 1,223 Low Dec 2018 553

Pending Listings this month at **993**  
below the 5 yr MAY average of **1,035**



### 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	89	8.96%	16.3	50	36	3	0
\$100,001 - \$150,000	98	9.87%	10.8	27	70	1	0
\$150,001 - \$200,000	151	15.21%	11.1	21	111	17	2
\$200,001 - \$275,000	236	23.77%	13.4	11	152	65	8
\$275,001 - \$375,000	192	19.34%	15.3	12	85	86	9
\$375,001 - \$525,000	131	13.19%	23.2	4	34	74	19
\$525,001 and up	96	9.67%	29.2	2	13	56	25
<b>Total Pending Units</b>	<b>993</b>			<b>127</b>	<b>501</b>	<b>302</b>	<b>63</b>
<b>Total Pending Volume</b>	<b>297,980,103</b>	<b>100%</b>	<b>14.6</b>	<b>19.84M</b>	<b>118.67M</b>	<b>123.28M</b>	<b>36.20M</b>
<b>Average Listing Price</b>	<b>\$281,795</b>			<b>\$156,215</b>	<b>\$236,862</b>	<b>\$408,202</b>	<b>\$574,541</b>

# May 2022



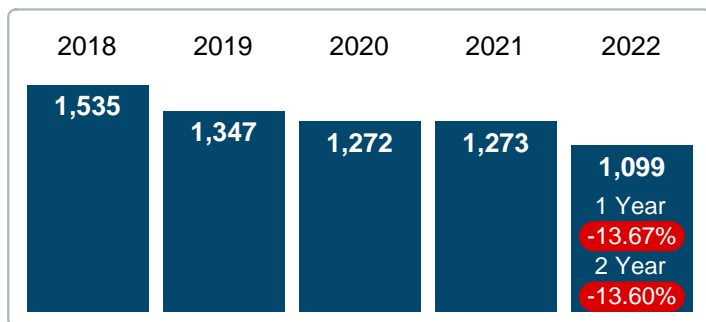
Area Delimited by County Of Tulsa - Residential Property Type



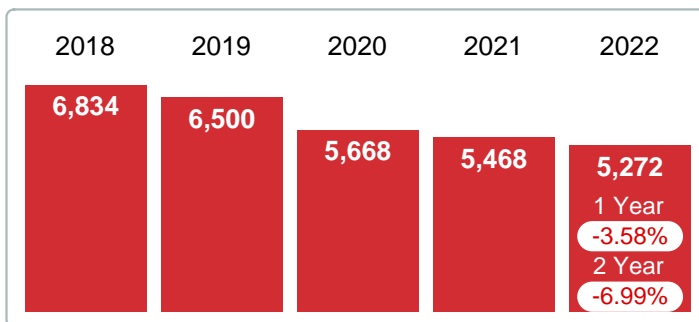
## NEW LISTINGS

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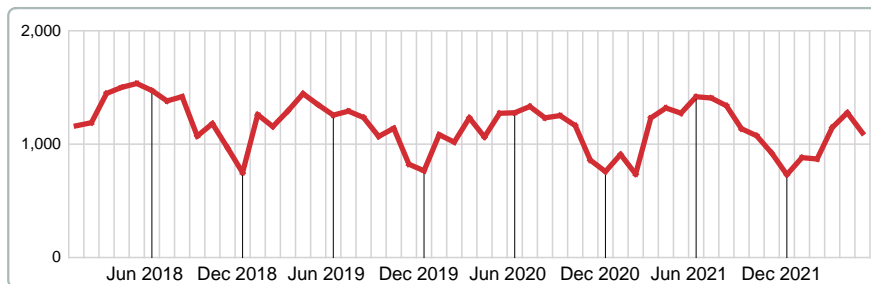
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,305

High May 2018 1,535 Low Dec 2021 731

New Listings this month at 1,099 below the 5 yr MAY average of 1,305



### 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	77	7.01%	48	28	1	0
\$100,001 - \$150,000	108	9.83%	29	72	7	0
\$150,001 - \$200,000	163	14.83%	24	120	16	3
\$200,001 - \$300,000	336	30.57%	19	217	86	14
\$300,001 - \$375,000	139	12.65%	8	63	62	6
\$375,001 - \$550,000	169	15.38%	6	36	110	17
\$550,001 and up	107	9.74%	2	9	64	32
<b>Total New Listed Units</b>	<b>1,099</b>		<b>136</b>	<b>545</b>	<b>346</b>	<b>72</b>
<b>Total New Listed Volume</b>	<b>354,788,331</b>	<b>100%</b>	<b>22.36M</b>	<b>132.11M</b>	<b>155.97M</b>	<b>44.35M</b>
<b>Average New Listed Listing Price</b>	<b>\$267,760</b>		<b>\$164,410</b>	<b>\$242,409</b>	<b>\$450,776</b>	<b>\$615,935</b>

# May 2022



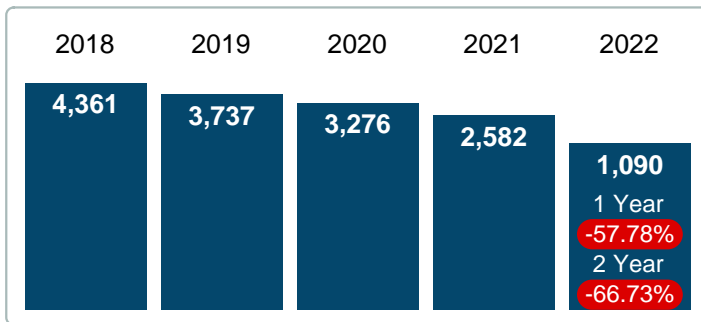
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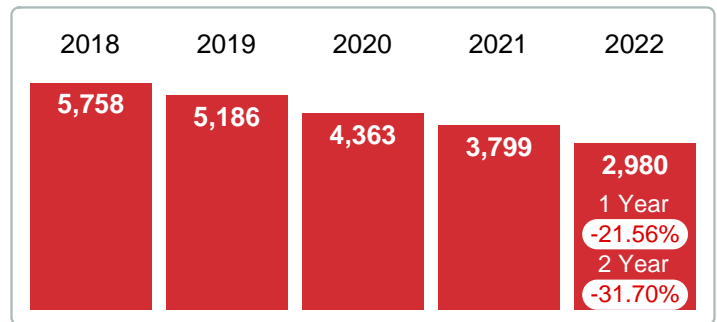
## ACTIVE INVENTORY

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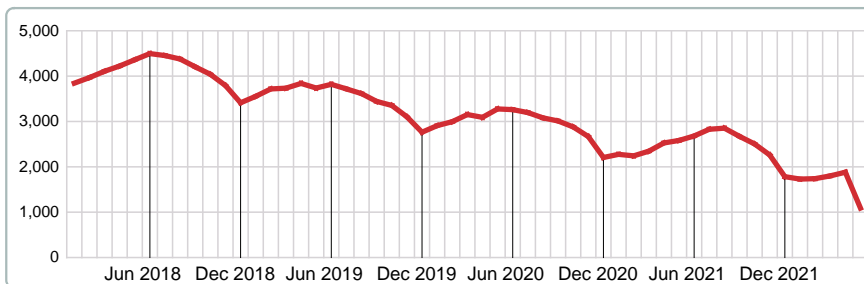
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS

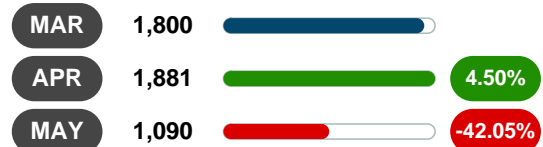


### 3 MONTHS

5 year MAY AVG = 3,009

High Jun 2018 4,496 Low May 2022 1,090

Inventory this month at 1,090  
below the 5 yr MAY average of 3,009



### 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	108	9.91%	67.5	58	46	4	0
\$125,001 - \$175,000	97	8.90%	30.3	15	71	11	0
\$175,001 - \$250,000	190	17.43%	34.4	23	128	34	5
\$250,001 - \$375,000	259	23.76%	36.6	12	130	108	9
\$375,001 - \$500,000	167	15.32%	48.9	4	48	101	14
\$500,001 - \$725,000	158	14.50%	80.5	2	28	103	25
\$725,001 and up	111	10.18%	68.8	1	11	45	54
<b>Total Active Inventory by Units</b>	<b>1,090</b>			<b>115</b>	<b>462</b>	<b>406</b>	<b>107</b>
<b>Total Active Inventory by Volume</b>	<b>486,130,773</b>	<b>100%</b>	<b>50.3</b>	<b>19.03M</b>	<b>134.45M</b>	<b>205.94M</b>	<b>126.71M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$445,992</b>			<b>\$165,456</b>	<b>\$291,015</b>	<b>\$507,250</b>	<b>\$1,184,216</b>

# May 2022



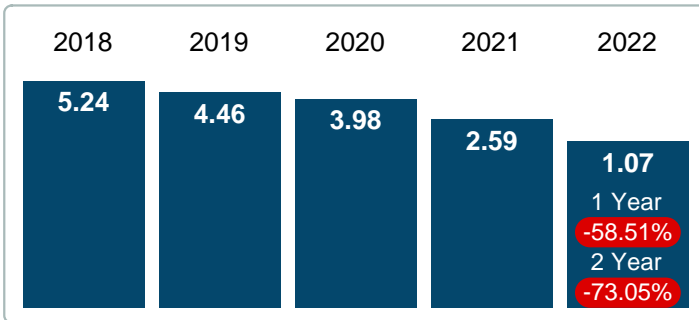
Area Delimited by County Of Tulsa - Residential Property Type



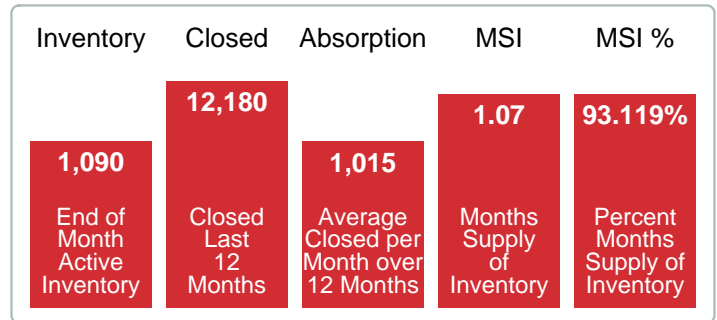
## MONTHS SUPPLY of INVENTORY (MSI)

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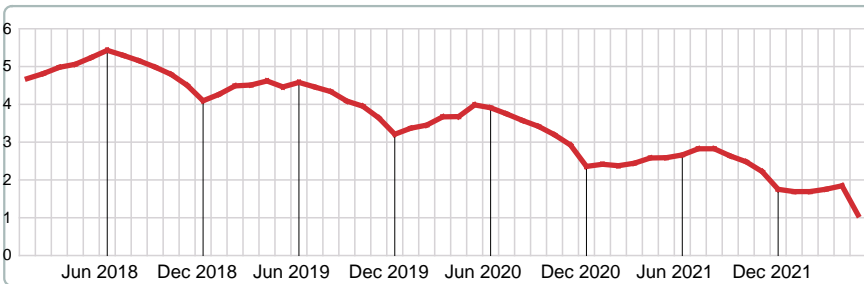
### MSI FOR MAY



### INDICATORS FOR MAY 2022

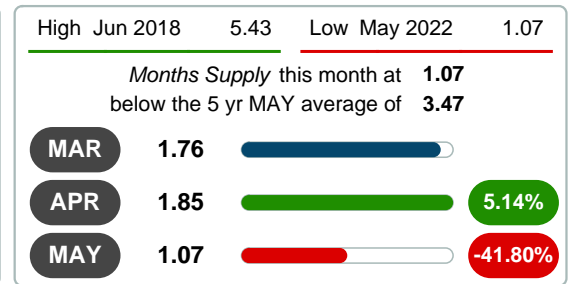


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 3.47



### 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	108	9.91%	0.78	0.92	0.68	0.59	0.00
\$125,001 - \$175,000	97	8.90%	0.62	0.56	0.61	0.90	0.00
\$175,001 - \$250,000	190	17.43%	0.68	1.02	0.66	0.59	1.15
\$250,001 - \$375,000	259	23.76%	1.06	1.22	1.21	0.94	0.66
\$375,001 - \$500,000	167	15.32%	1.50	1.30	1.66	1.56	0.96
\$500,001 - \$725,000	158	14.50%	2.83	6.00	2.87	3.19	1.88
\$725,001 and up	111	10.18%	3.83	6.00	3.38	3.12	4.84
Market Supply of Inventory (MSI)			1.07	0.92	0.87	1.34	1.83
Total Active Inventory by Units		100%	1,090	115	462	406	107

# May 2022



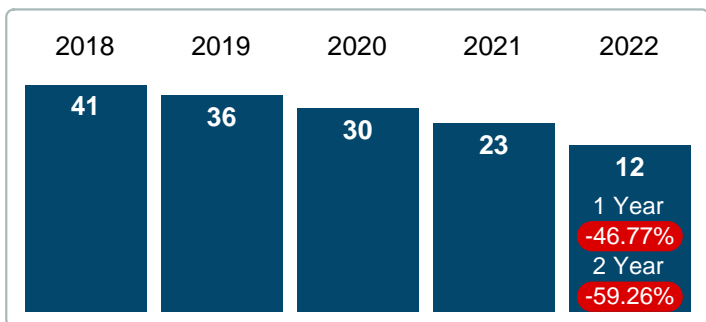
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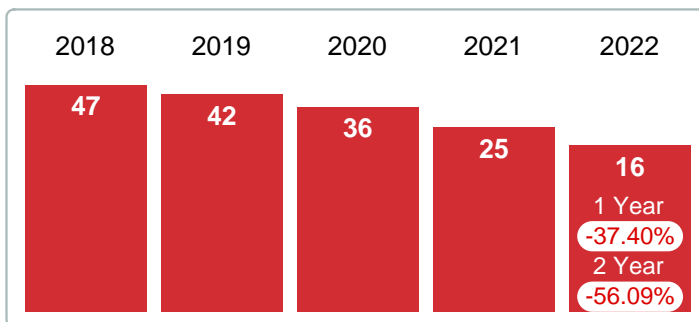
## AVERAGE DAYS ON MARKET TO SALE

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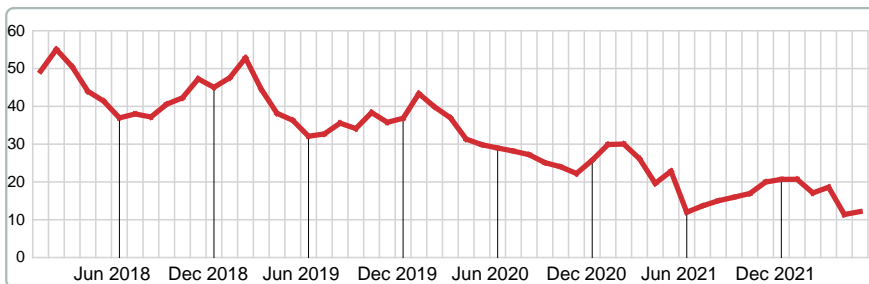
### MAY



### YEAR TO DATE (YTD)

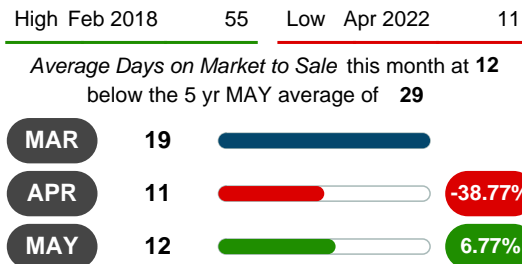


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 29



### 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	7.64%	11	11	10	43	0
\$100,001 - \$150,000	9.36%	11	15	9	6	0
\$150,001 - \$200,000	13.28%	7	9	6	12	0
\$200,001 - \$300,000	32.19%	7	6	6	10	10
\$300,001 - \$375,000	14.14%	12	57	10	13	5
\$375,001 - \$500,000	12.80%	16	3	14	18	4
\$500,001 and up	10.60%	31	0	47	23	45
<b>Average Closed DOM</b>		<b>12</b>	<b>12</b>	<b>9</b>	<b>16</b>	<b>24</b>
<b>Total Closed Units</b>		<b>1,047</b>	<b>126</b>	<b>557</b>	<b>317</b>	<b>47</b>
<b>Total Closed Volume</b>		<b>321,623,569</b>	<b>17.96M</b>	<b>136.57M</b>	<b>135.81M</b>	<b>31.28M</b>

# May 2022



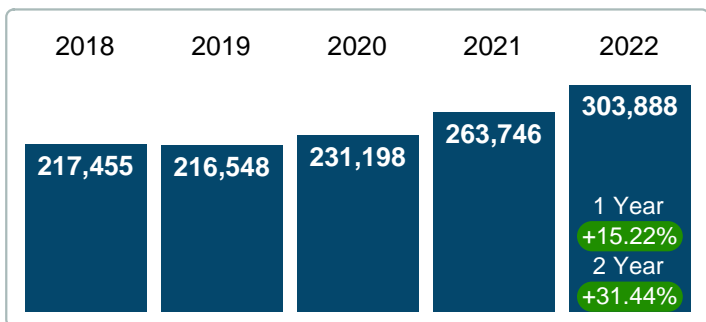
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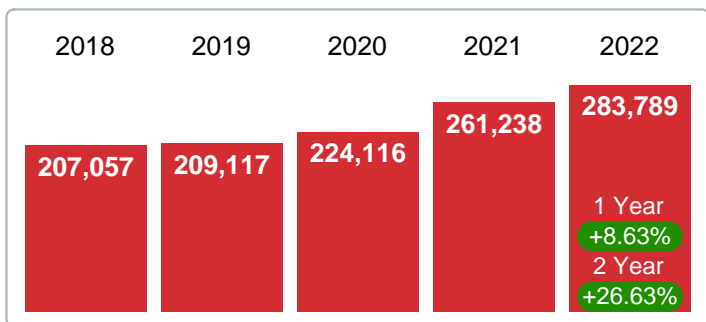
## AVERAGE LIST PRICE AT CLOSING

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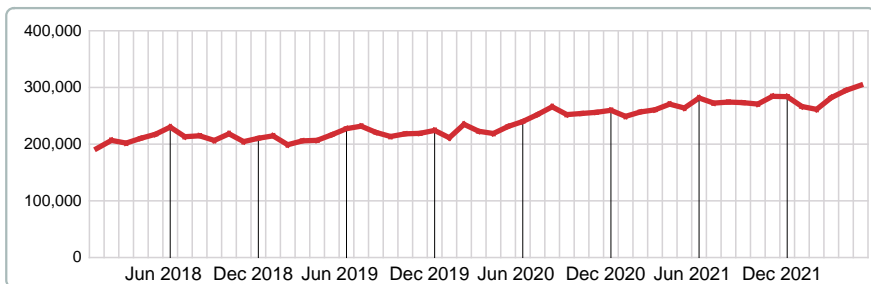
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 246,567

High May 2022 303,888    Low Jan 2018 192,234

Average List Price at Closing this month at **303,888**  
above the 5 yr MAY average of **246,567**

- MAR 282,023
- APR 294,811 4.53%
- MAY 303,888 3.08%

### 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 <span>77</span>	7.35%	75,329	75,339	81,795	110,000	0
\$100,001 - \$150,000 <span>127</span>	12.13%	132,539	129,089	129,872	118,750	0
\$150,001 - \$200,000 <span>149</span>	14.23%	181,763	160,750	174,340	181,967	0
\$200,001 - \$300,000 <span>320</span>	30.56%	247,596	238,172	235,216	249,872	252,650
\$300,001 - \$375,000 <span>139</span>	13.28%	337,543	314,976	327,437	332,437	340,975
\$375,001 - \$500,000 <span>129</span>	12.32%	435,037	369,000	417,465	432,945	424,380
\$500,001 and up <span>106</span>	10.12%	813,074	0	673,128	765,688	1,004,295
Average List Price		303,888	141,185	240,786	425,625	666,809
Total Closed Units		1,047	126	557	317	47
Total Closed Volume		318,170,220	17.79M	134.12M	134.92M	31.34M



# May 2022



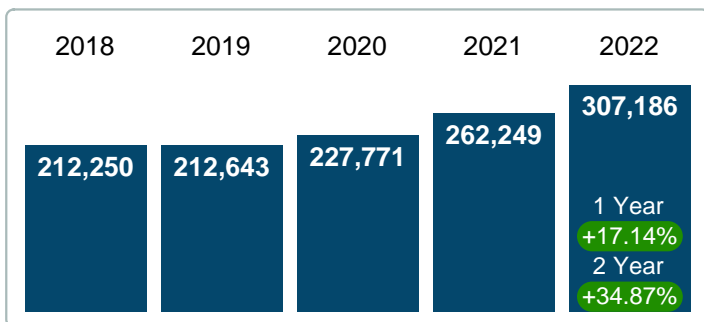
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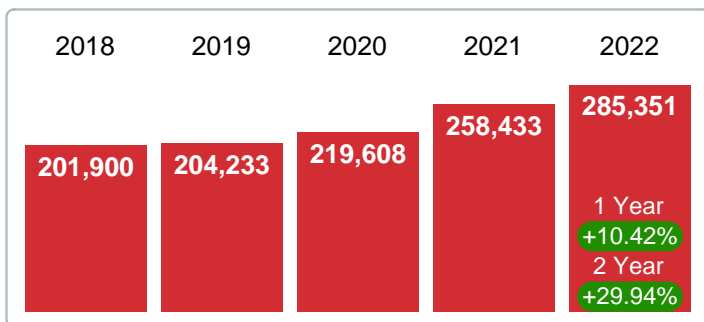
## AVERAGE SOLD PRICE AT CLOSING

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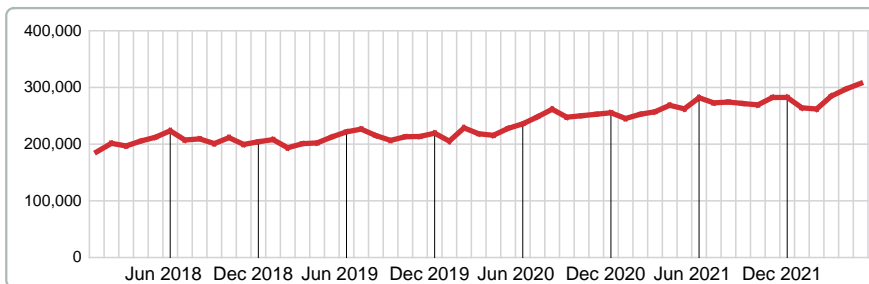
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

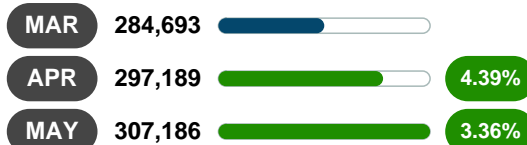


### 3 MONTHS

5 year MAY AVG = 244,420

High May 2022 307,186 Low Jan 2018 186,418

Average Sold Price at Closing this month at **307,186** above the 5 yr MAY average of **244,420**



### 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	80	7.64%	74,650	72,953	77,243	80,000	0
\$100,001 - \$150,000	98	9.36%	130,616	129,829	131,154	127,250	0
\$150,001 - \$200,000	139	13.28%	176,601	167,435	177,829	180,309	0
\$200,001 - \$300,000	337	32.19%	245,842	242,514	242,496	256,268	262,833
\$300,001 - \$375,000	148	14.14%	336,123	315,630	333,152	339,442	343,000
\$375,001 - \$500,000	134	12.80%	435,133	390,000	421,711	441,506	436,833
\$500,001 and up	111	10.60%	787,395	0	667,352	755,028	990,067
<b>Average Sold Price</b>			<b>307,186</b>	142,527	245,193	428,423	665,595
<b>Total Closed Units</b>			<b>1,047</b>	126	557	317	47
<b>Total Closed Volume</b>			<b>321,623,569</b>	17.96M	136.57M	135.81M	31.28M

# May 2022



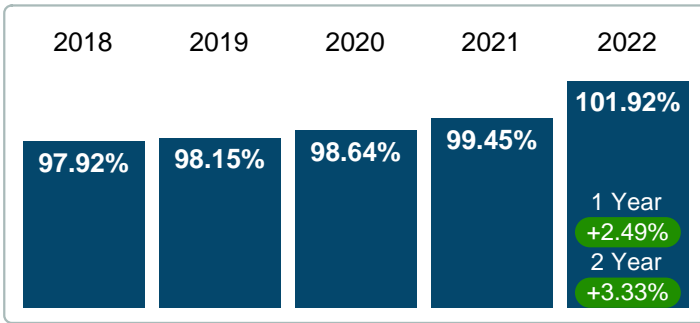
Area Delimited by County Of Tulsa - Residential Property Type



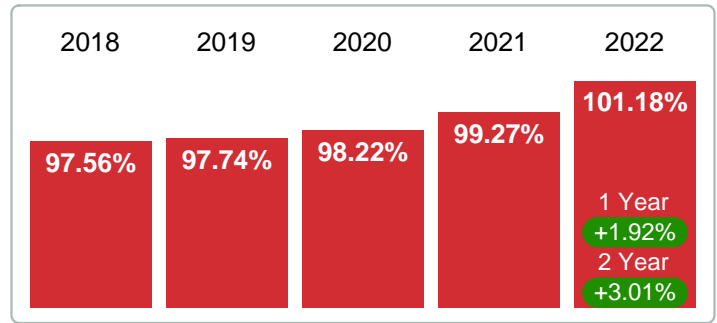
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jun 13, 2022 for MLS Technology Inc.

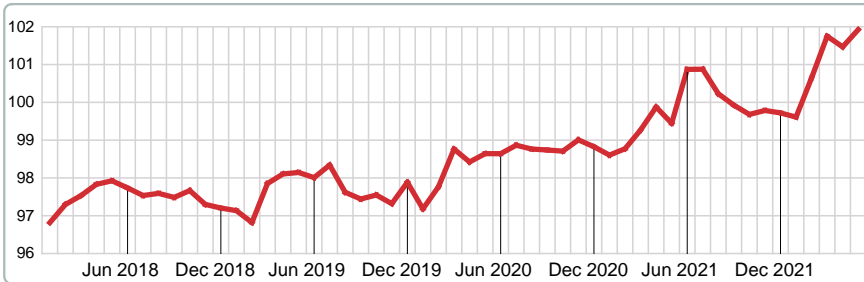
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

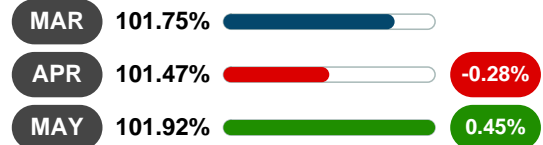


### 3 MONTHS

5 year MAY AVG = 99.22%

High May 2022 101.92% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **101.92%** above the 5 yr MAY average of **99.22%**



## 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	80	7.64%	96.94%	97.41%	96.99%	72.73%	0.00%
\$100,001 - \$150,000	98	9.36%	101.72%	100.90%	101.48%	111.53%	0.00%
\$150,001 - \$200,000	139	13.28%	102.64%	104.69%	102.70%	99.46%	0.00%
\$200,001 - \$300,000	337	32.19%	103.46%	102.22%	103.31%	104.18%	105.43%
\$300,001 - \$375,000	148	14.14%	102.12%	100.16%	102.02%	102.38%	100.73%
\$375,001 - \$500,000	134	12.80%	102.09%	105.69%	101.27%	102.25%	102.99%
\$500,001 and up	111	10.60%	99.68%	0.00%	99.43%	99.98%	98.91%
Average Sold/List Ratio		101.90%		100.43%	102.22%	102.11%	101.20%
Total Closed Units	1,047	100%	101.90%	126	557	317	47
Total Closed Volume	321,623,569			17.96M	136.57M	135.81M	31.28M

# May 2022



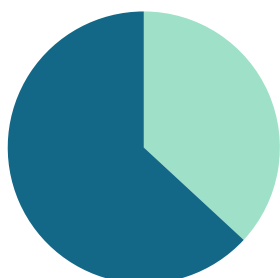
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

Report produced on Jun 13, 2022 for MLS Technology Inc.

### INVENTORY

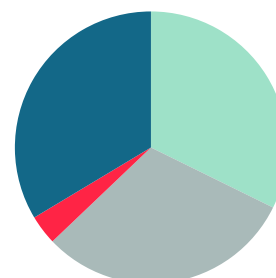


**Inventory**  
 New Listings  
**1,099 = 36.88%**  
 Start Inventory  
**1,881**  
 Total Inventory Units  
**2,980**  
 Volume  
**\$1,063,186,419**

### Market Activity

Closed Sales  
**1,047 = 32.27%**  
 Pending Sales  
**993 = 30.61%**  
 Other Off Market  
**114 = 3.51%**  
 Active Inventory  
**1,090 = 33.60%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,099	1,047	-4.73%	4,464	4,431	-0.74%
Pending Sales	1,122	993	-11.50%	5,123	4,776	-6.77%
New Listings	1,273	1,099	-13.67%	5,468	5,272	-3.58%
Average List Price	263,746	303,888	15.22%	261,238	283,789	8.63%
Average Sale Price	262,249	307,186	17.14%	258,433	285,351	10.42%
Average Percent of Selling Price to List Price	99.45%	101.92%	2.49%	99.27%	101.18%	1.92%
Average Days on Market to Sale	22.84	12.16	-46.77%	25.02	15.67	-37.40%
Monthly Inventory	2,589	1,090	-57.90%	2,589	1,090	-57.90%
Months Supply of Inventory	2.60	1.07	-58.62%	2.60	1.07	-58.62%

**Absorption:** Last 12 months, an Average of **1,015** Sales/Month

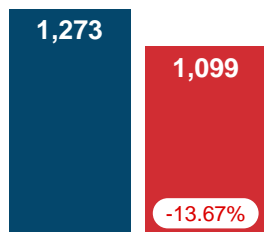
**Inventory** on May 31, 2022 = **1,090**

**2021** **2022**

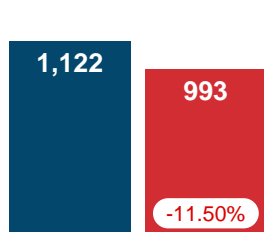
### MAY MARKET

### AVERAGE PRICES

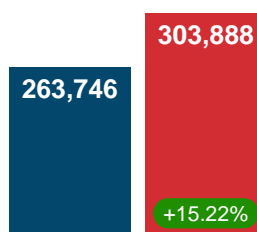
#### New Listings



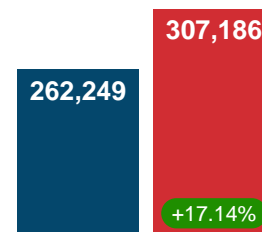
#### Pending Listings



#### List Price



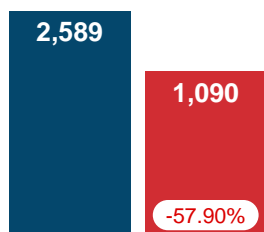
#### Sale Price



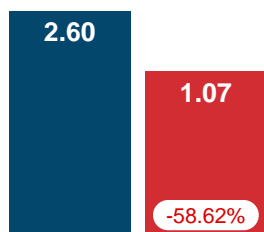
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

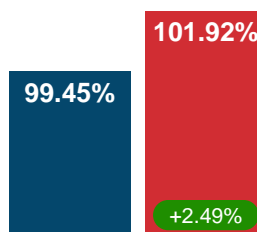
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

