

August 2022



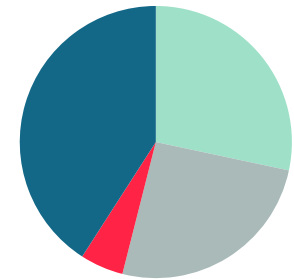
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	August 2022	+/-%
Closed Listings	1,198	1,014	-15.36%
Pending Listings	1,201	916	-23.73%
New Listings	1,339	1,147	-14.34%
Average List Price	274,471	313,217	14.12%
Average Sale Price	274,616	310,163	12.94%
Average Percent of Selling Price to List Price	100.25%	99.74%	-0.51%
Average Days on Market to Sale	15.03	14.91	-0.78%
End of Month Inventory	1,306	1,463	12.02%
Months Supply of Inventory	1.29	1.51	16.62%



■ Closed (28.35%)
■ Pending (25.61%)
■ Other OffMarket (5.14%)
■ Active (40.90%)

Absorption: Last 12 months, an Average of **970** Sales/Month
Active Inventory as of August 31, 2022 = **1,463**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2022 rose **12.02%** to 1,463 existing homes available for sale. Over the last 12 months this area has had an average of 970 closed sales per month. This represents an unsold inventory index of **1.51** 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 **12.94%** in August 2022 to \$310,163 versus the previous year at \$274,616.

Average Days on Market Shortens

The average number of **14.91** days that homes spent on the market before selling decreased by 0.12 days or **0.78%** in August 2022 compared to last year's same month at **15.03** 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 1,147 New Listings in August 2022, down **14.34%** from last year at 1,339. Furthermore, there were 1,014 Closed Listings this month versus last year at 1,198, a **-15.36%** decrease.

Closed versus Listed trends yielded a **88.4%** ratio, down from previous year's, August 2021, at **89.5%**, a **1.19%** 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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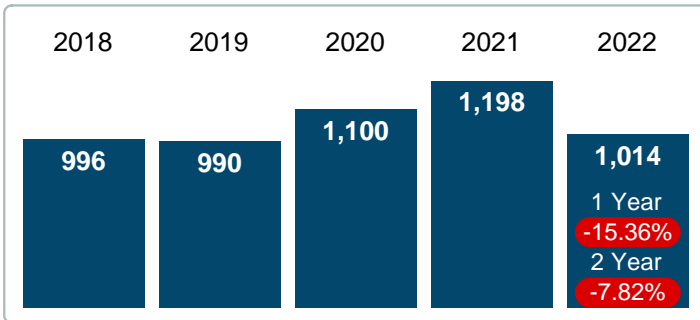
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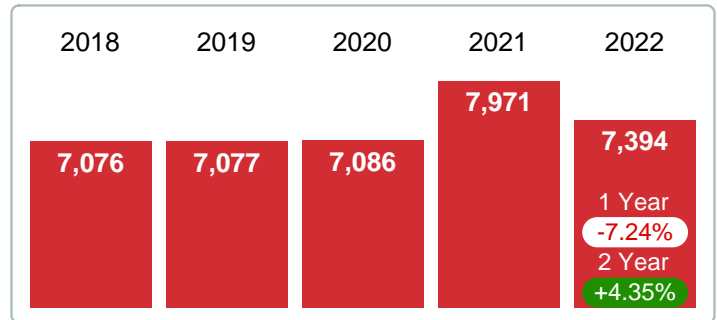
CLOSED LISTINGS

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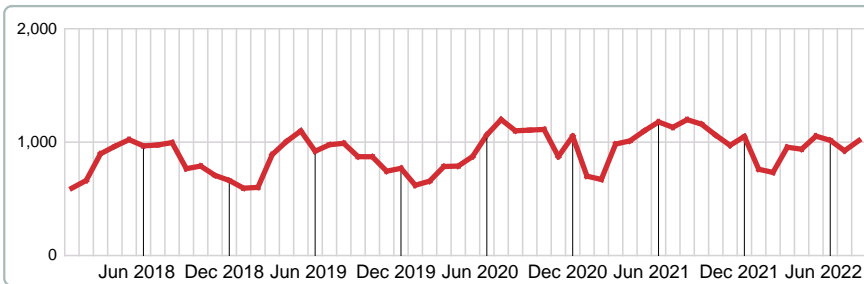
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,060

High Jul 2020 1,199 Low Jan 2019 594

Closed Listings this month at 1,014 below the 5 yr AUG average of 1,060



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	7.10%	13.3	48	22	2	0
\$100,001 - \$150,000	117	11.54%	9.2	35	74	8	0
\$150,001 - \$200,000	165	16.27%	10.7	17	129	19	0
\$200,001 - \$275,000	244	24.06%	12.3	17	176	49	2
\$275,001 - \$375,000	183	18.05%	14.8	8	83	88	4
\$375,001 - \$500,000	124	12.23%	18.3	5	34	76	9
\$500,001 and up	109	10.75%	30.6	1	20	57	31
Total Closed Units	1,014			131	538	299	46
Total Closed Volume	314,505,657	100%	14.9	19.74M	129.99M	117.45M	47.33M
Average Closed Price	\$310,163			\$150,671	\$241,622	\$392,796	\$1,028,897

August 2022



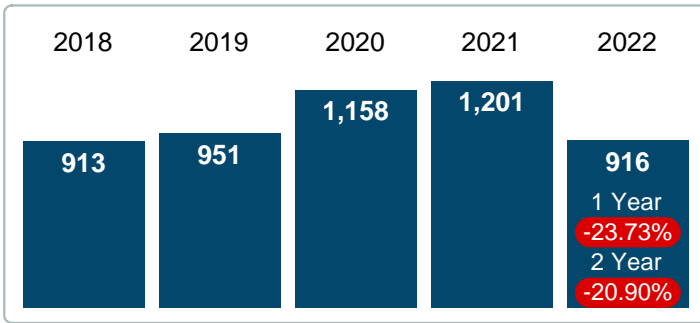
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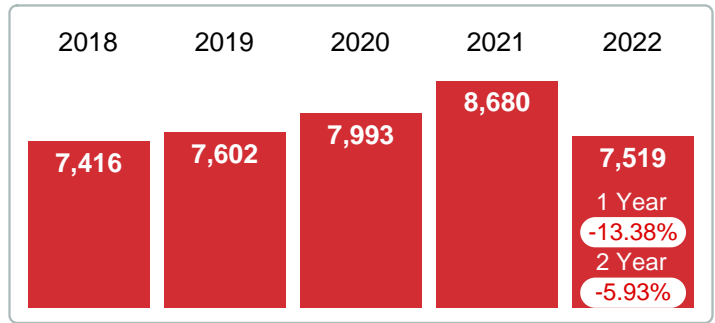
PENDING LISTINGS

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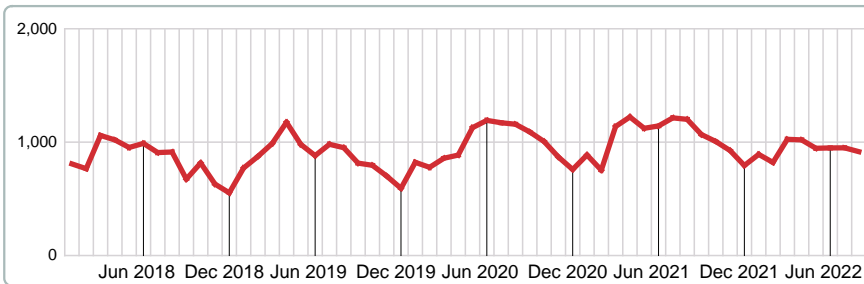
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

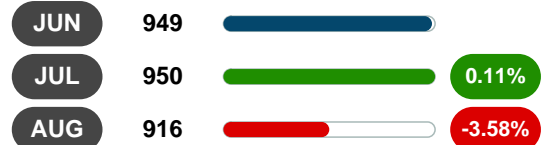


3 MONTHS

5 year AUG AVG = 1,028

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **916**
 below the 5 yr AUG average of **1,028**



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	73	7.97%	23.3	40	30	3	0
\$100,001 - \$150,000	110	12.01%	19.1	33	67	10	0
\$150,001 - \$200,000	142	15.50%	20.0	17	114	10	1
\$200,001 - \$275,000	236	25.76%	21.2	10	179	39	8
\$275,001 - \$350,000	133	14.52%	21.8	7	64	52	10
\$350,001 - \$500,000	122	13.32%	27.3	0	39	67	16
\$500,001 and up	100	10.92%	38.0	2	18	62	18
Total Pending Units	916			109	511	243	53
Total Pending Volume	281,557,172	100%	23.4	15.57M	123.88M	103.21M	38.90M
Average Listing Price	\$306,779			\$142,814	\$242,433	\$424,738	\$733,884

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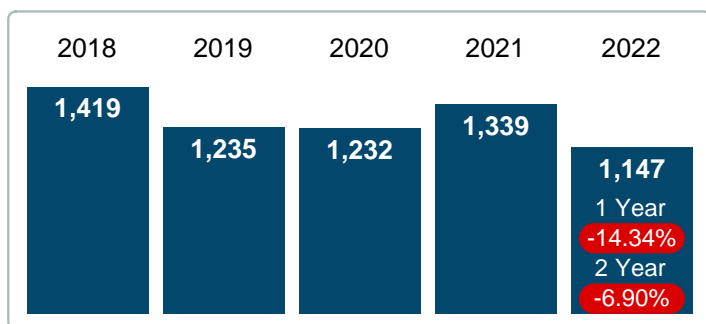
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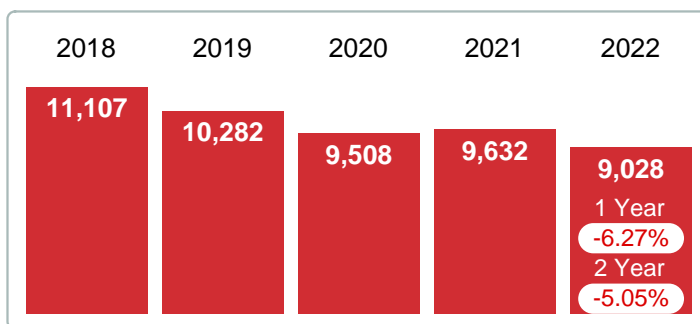
NEW LISTINGS

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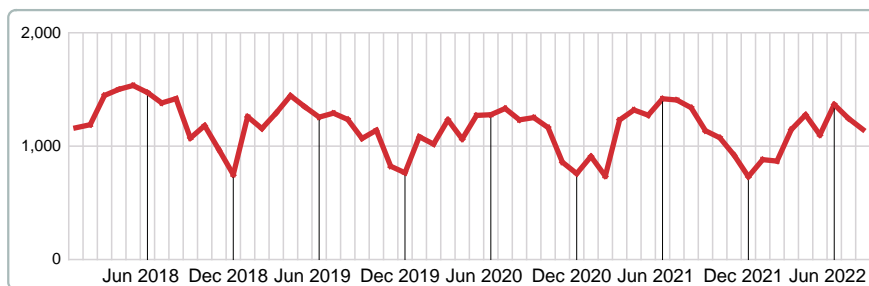
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

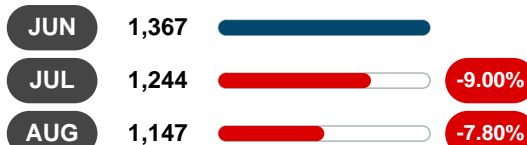


3 MONTHS

5 year AUG AVG = 1,274

High May 2018 1,535 Low Dec 2021 731

New Listings this month at 1,147
 below the 5 yr AUG average of 1,274



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	95	8.28%	53	39	3	0
\$100,001 - \$150,000	117	10.20%	35	70	12	0
\$150,001 - \$200,000	164	14.30%	23	125	16	0
\$200,001 - \$275,000	282	24.59%	9	196	72	5
\$275,001 - \$375,000	199	17.35%	11	93	85	10
\$375,001 - \$525,000	162	14.12%	4	56	84	18
\$525,001 and up	128	11.16%	3	18	86	21
Total New Listed Units	1,147		138	597	358	54
Total New Listed Volume	347,985,242	100%	21.66M	149.29M	148.58M	28.46M
Average New Listed Listing Price	\$280,357		\$156,973	\$250,067	\$415,019	\$526,963

August 2022



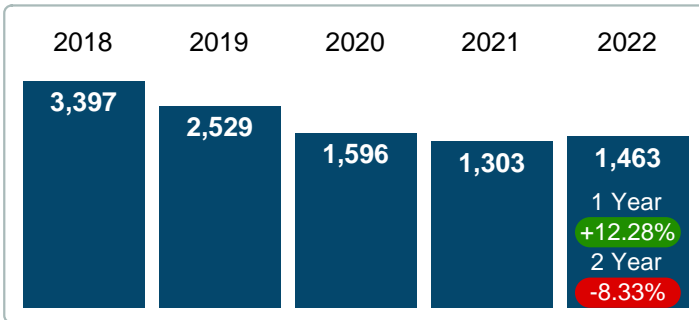
Area Delimited by County Of Tulsa - Residential Property Type



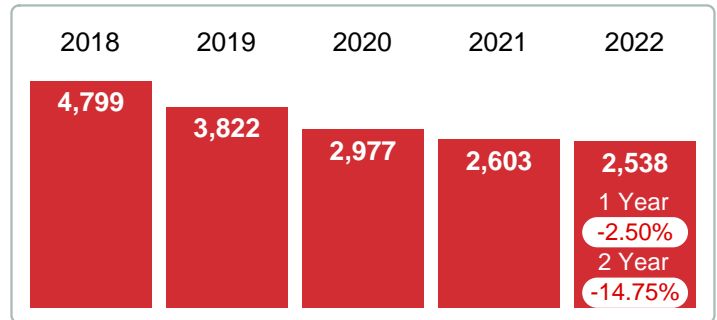
ACTIVE INVENTORY

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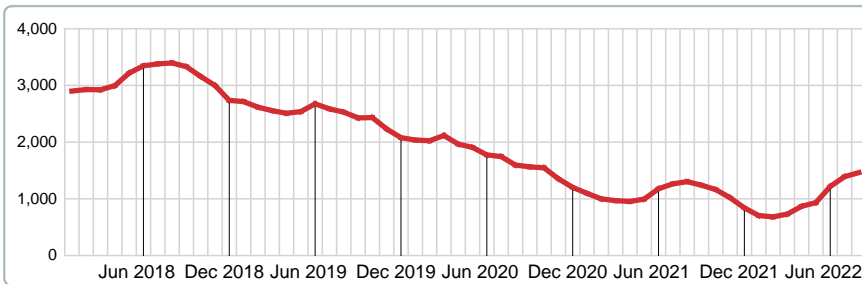
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

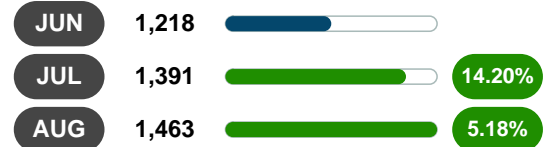


3 MONTHS

5 year AUG AVG = 2,058

High Aug 2018 3,397 Low Feb 2022 682

Inventory this month at 1,463
below the 5 yr AUG average of 2,058



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	140	9.57%	63.7	65	61	13	1
\$125,001 - \$200,000	191	13.06%	43.2	32	132	25	2
\$200,001 - \$250,000	166	11.35%	37.4	7	110	44	5
\$250,001 - \$375,000	396	27.07%	49.5	9	187	190	10
\$375,001 - \$475,000	182	12.44%	52.9	4	57	98	23
\$475,001 - \$650,000	240	16.40%	63.3	1	54	146	39
\$650,001 and up	148	10.12%	77.1	1	24	66	57
Total Active Inventory by Units	1,463			119	625	582	137
Total Active Inventory by Volume	601,015,998	100%	54.1	18.24M	184.36M	268.08M	130.33M
Average Active Inventory Listing Price	\$410,811			\$153,274	\$294,983	\$460,617	\$951,335

August 2022



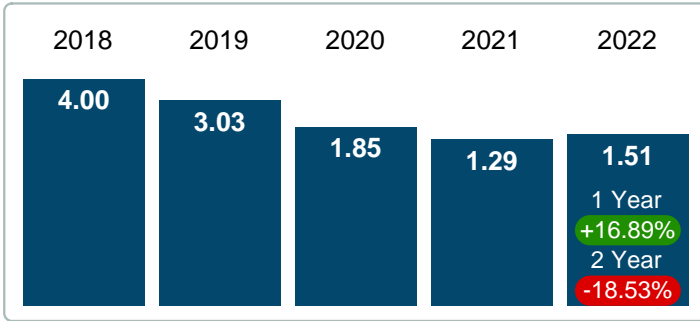
Area Delimited by County Of Tulsa - Residential Property Type



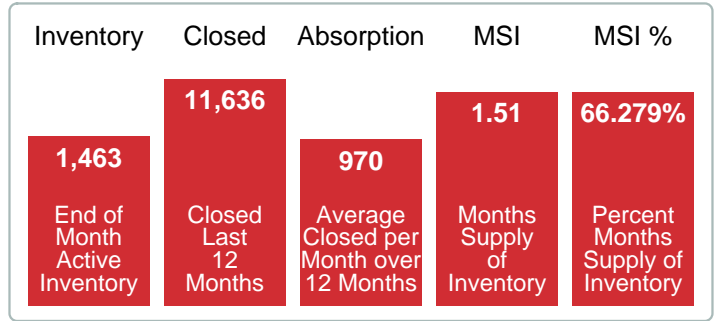
MONTHS SUPPLY of INVENTORY (MSI)

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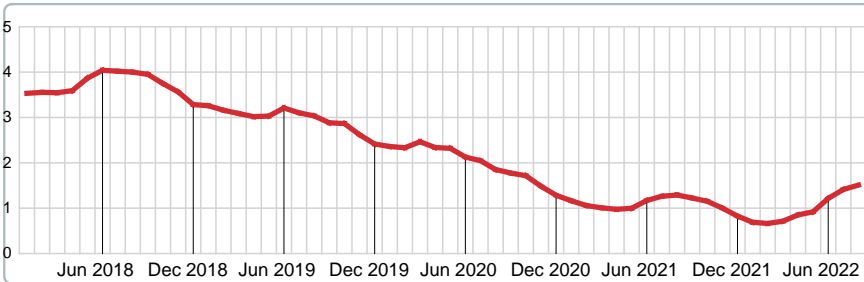
MSI FOR AUGUST



INDICATORS FOR AUGUST 2022



5 YEAR MARKET ACTIVITY TRENDS

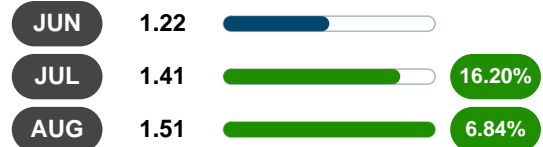


3 MONTHS

5 year AUG AVG = 2.34

High Jun 2018 4.04 Low Feb 2022 0.66

Months Supply this month at 1.51 below the 5 yr AUG average of 2.34



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	140	9.57%	1.10	1.09	1.00	2.17	2.40
\$125,001 - \$200,000	191	13.06%	0.85	0.97	0.78	1.20	1.71
\$200,001 - \$250,000	166	11.35%	0.92	0.54	0.87	1.15	1.82
\$250,001 - \$375,000	396	27.07%	1.65	0.84	1.67	1.79	0.92
\$375,001 - \$475,000	182	12.44%	1.89	1.50	2.01	1.81	2.09
\$475,001 - \$650,000	240	16.40%	3.72	2.00	4.35	3.65	3.34
\$650,001 and up	148	10.12%	3.85	3.00	5.88	3.30	4.07
Market Supply of Inventory (MSI)			1.51	0.99	1.22	2.04	2.64
Total Active Inventory by Units		100%	1,463	119	625	582	137

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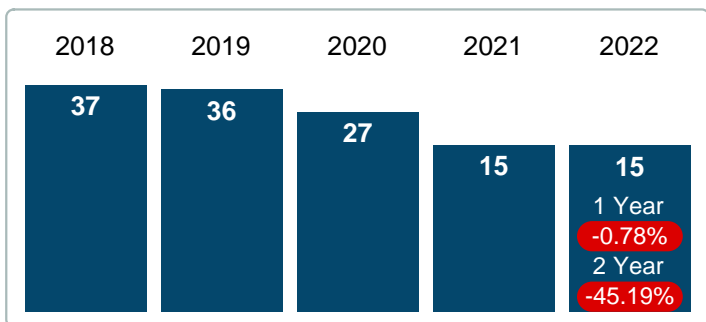
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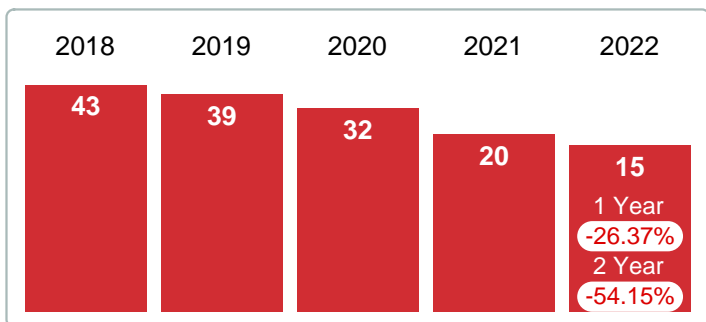
AVERAGE DAYS ON MARKET TO SALE

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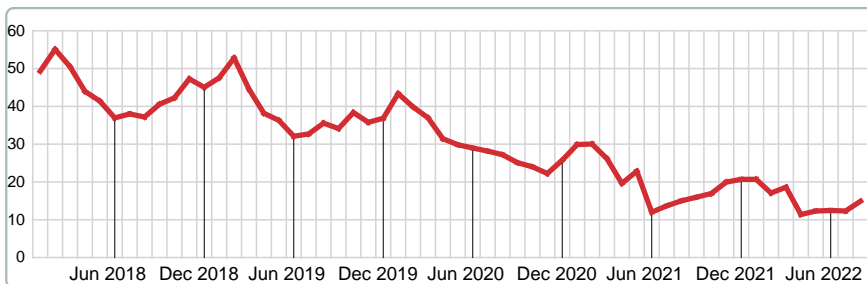
AUGUST



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	7.10%	13	11	16	49	0
\$100,001 - \$150,000	11.54%	9	6	10	15	0
\$150,001 - \$200,000	16.27%	11	12	10	12	0
\$200,001 - \$275,000	24.06%	12	13	11	17	24
\$275,001 - \$375,000	18.05%	15	9	14	15	23
\$375,001 - \$500,000	12.23%	18	14	20	19	10
\$500,001 and up	10.75%	31	3	45	21	40
Average Closed DOM		15	10	13	18	32
Total Closed Units	100%	1,014	131	538	299	46
Total Closed Volume		314,505,657	19.74M	129.99M	117.45M	47.33M

August 2022



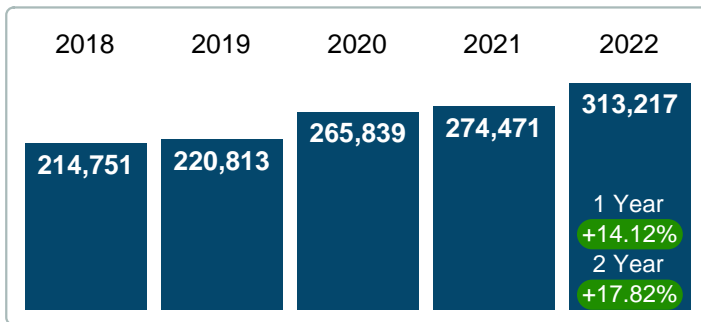
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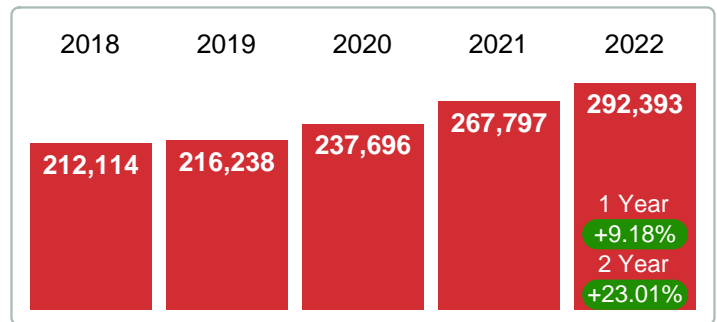
AVERAGE LIST PRICE AT CLOSING

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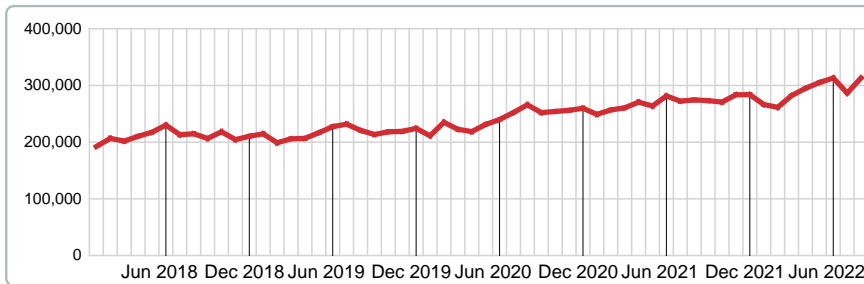
AUGUST



YEAR TO DATE (YTD)

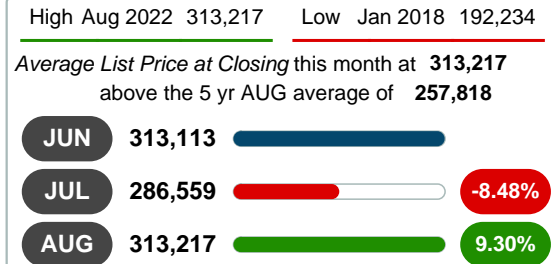


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 257,818



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	6.90%	74,170	73,185	81,414	75,450	0
\$100,001 - \$150,000	139	13.71%	129,736	122,927	130,052	125,206	0
\$150,001 - \$200,000	157	15.48%	180,611	171,406	176,510	183,668	0
\$200,001 - \$275,000	232	22.88%	239,975	240,882	234,217	244,948	252,500
\$275,001 - \$375,000	181	17.85%	318,426	305,250	313,941	325,086	328,100
\$375,001 - \$500,000	125	12.33%	431,170	415,260	432,407	431,391	455,389
\$500,001 and up	110	10.85%	898,327	550,000	689,470	711,774	1,394,498
Average List Price			313,217	151,851	241,553	396,686	1,068,377
Total Closed Units			1,014	131	538	299	46
Total Closed Volume			317,602,407	19.89M	129.96M	118.61M	49.15M

August 2022



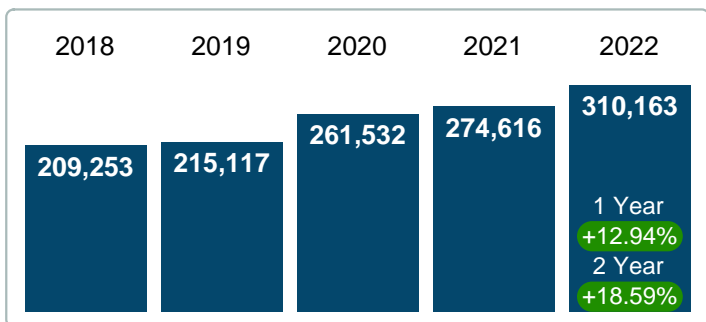
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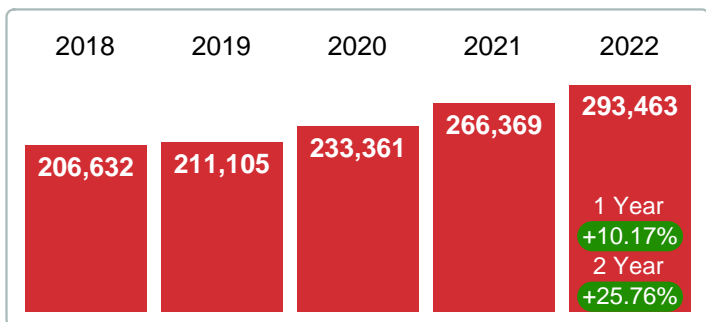
AVERAGE SOLD PRICE AT CLOSING

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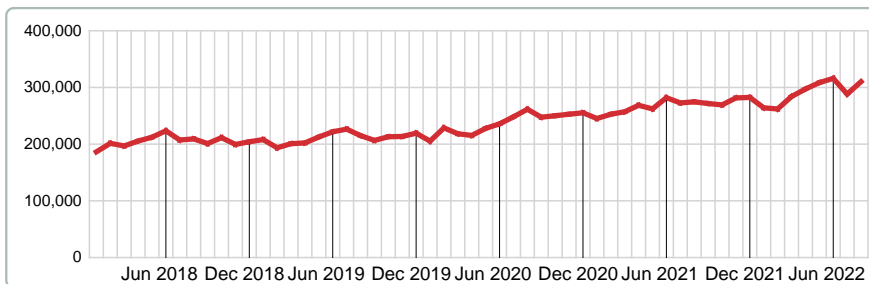
AUGUST



YEAR TO DATE (YTD)

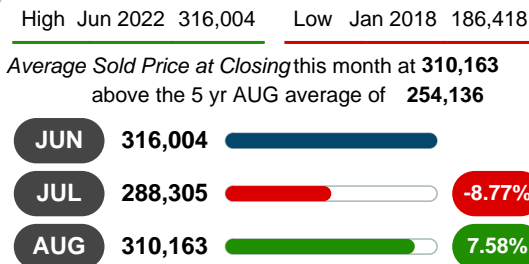


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 254,136



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	7.10%	71,883	70,278	76,236	62,500	0
\$100,001 - \$150,000	11.54%	125,882	122,661	127,654	123,594	0
\$150,001 - \$200,000	16.27%	176,983	172,234	177,139	180,168	0
\$200,001 - \$275,000	24.06%	238,130	238,376	236,383	243,732	252,500
\$275,001 - \$375,000	18.05%	318,687	308,626	315,627	322,223	324,500
\$375,001 - \$500,000	12.23%	431,222	412,480	431,068	429,523	456,556
\$500,001 and up	10.75%	876,192	559,600	678,060	701,172	1,336,040
Average Sold Price		310,163	150,671	241,622	392,796	1,028,897
Total Closed Units	100%	310,163	131	538	299	46
Total Closed Volume		314,505,657	19.74M	129.99M	117.45M	47.33M

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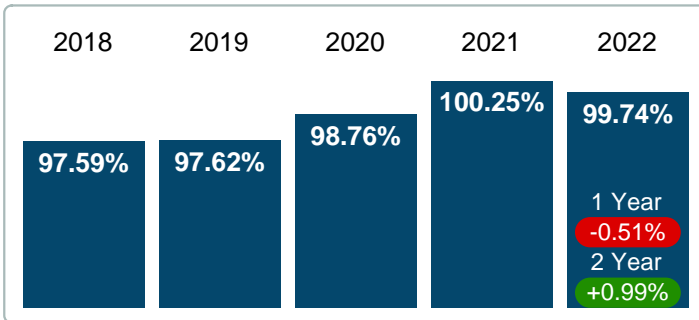
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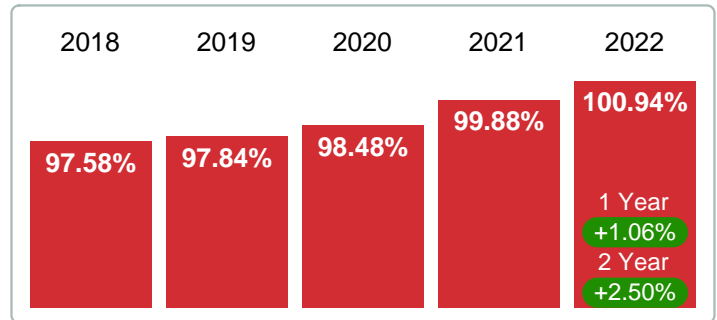
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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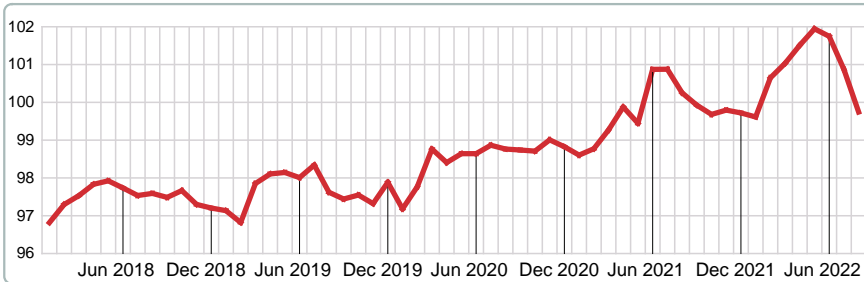
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

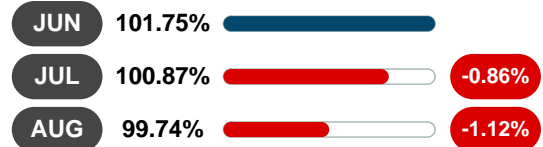


3 MONTHS

5 year AUG AVG = 98.79%

High May 2022 101.95% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.74%**
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	7.10%	95.36%	96.34%	94.41%	82.33%	0.00%
\$100,001 - \$150,000	117	11.54%	99.06%	100.04%	98.61%	98.89%	0.00%
\$150,001 - \$200,000	165	16.27%	100.96%	100.81%	101.27%	98.96%	0.00%
\$200,001 - \$275,000	244	24.06%	100.70%	99.03%	101.13%	99.73%	100.00%
\$275,001 - \$375,000	183	18.05%	100.00%	101.24%	100.61%	99.36%	98.94%
\$375,001 - \$500,000	124	12.23%	99.78%	99.33%	99.72%	99.77%	100.29%
\$500,001 and up	109	10.75%	98.95%	101.75%	99.00%	98.98%	98.77%
Average Sold/List Ratio		99.70%		98.71%	100.29%	99.30%	99.13%
Total Closed Units		1,014	100%	131	538	299	46
Total Closed Volume		314,505,657		19.74M	129.99M	117.45M	47.33M

August 2022



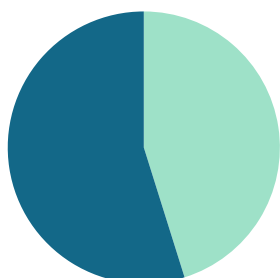
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

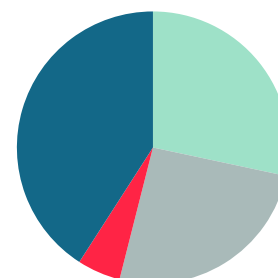


Inventory
 New Listings
1,147 = 45.16%
 Start Inventory
1,393
 Total Inventory Units
2,540
 Volume
\$944,651,125

Market Activity

Closed Sales
1,014 = 28.35%
 Pending Sales
916 = 25.61%
 Other Off Market
184 = 5.14%
 Active Inventory
1,463 = 40.90%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,198	1,014	-15.36%	7,971	7,394	-7.24%
Pending Sales	1,201	916	-23.73%	8,680	7,519	-13.38%
New Listings	1,339	1,147	-14.34%	9,632	9,028	-6.27%
Average List Price	274,471	313,217	+14.12%	267,797	292,393	+9.18%
Average Sale Price	274,616	310,163	+12.94%	266,369	293,463	+10.17%
Average Percent of Selling Price to List Price	100.25%	99.74%	-0.51%	99.88%	100.94%	+1.06%
Average Days on Market to Sale	15.03	14.91	-0.78%	19.98	14.71	-26.37%
Monthly Inventory	1,306	1,463	+12.02%	1,306	1,463	+12.02%
Months Supply of Inventory	1.29	1.51	+16.62%	1.29	1.51	+16.62%

Absorption: Last 12 months, an Average of **970** Sales/Month

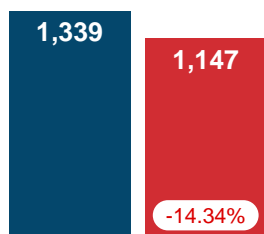
Inventory on August 31, 2022 = **1,463**

2021 **2022**

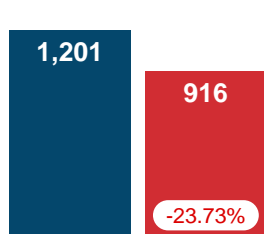
AUGUST MARKET

AVERAGE PRICES

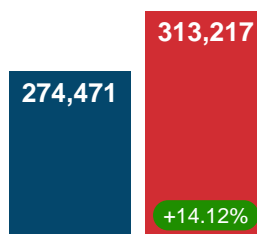
New Listings



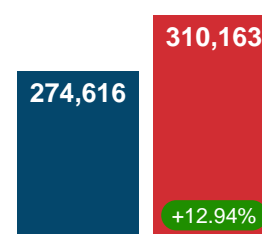
Pending Listings



List Price



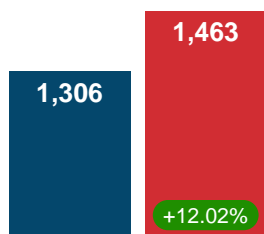
Sale Price



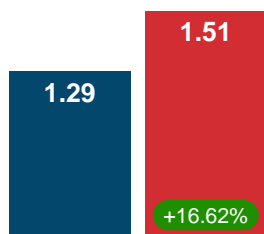
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

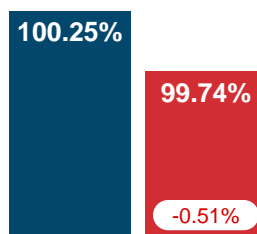
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

