

# August 2022



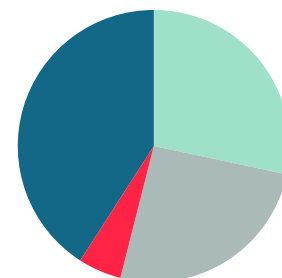
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	235,598	249,000	5.69%
Median Sale Price	235,000	247,200	5.19%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	6.00	20.00%
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.

#### 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 **5.19%** in August 2022 to \$247,200 versus the previous year at \$235,000.

#### Median Days on Market Lengthens

The median number of **6.00** days that homes spent on the market before selling increased by 1.00 days or **20.00%** in August 2022 compared to last year's same month at **5.00** DOM.

#### Sales Success for August 2022 is Positive

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

There were 1,147 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.

### 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

# August 2022



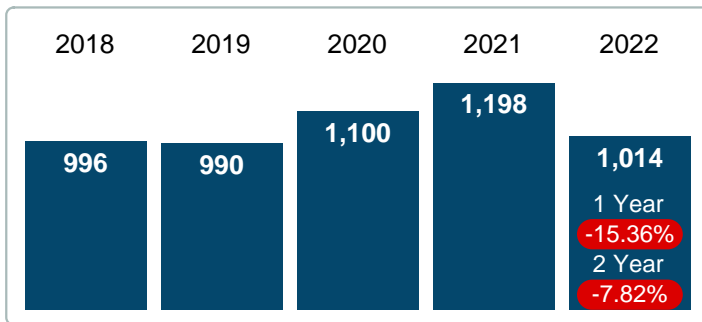
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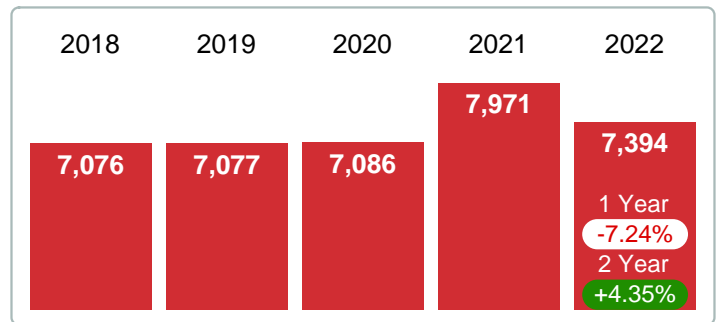
## CLOSED LISTINGS

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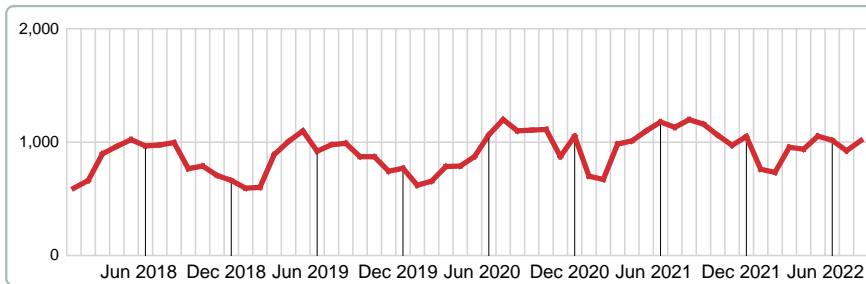
### AUGUST



### YEAR TO DATE (YTD)

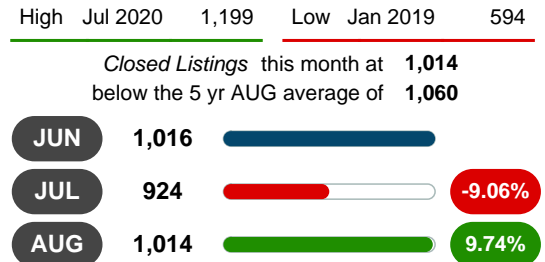


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,060



### 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	72	7.10%	6.0	48	22	2	0
\$100,001 - \$150,000	117	11.54%	4.0	35	74	8	0
\$150,001 - \$200,000	165	16.27%	6.0	17	129	19	0
\$200,001 - \$275,000	244	24.06%	6.0	17	176	49	2
\$275,001 - \$375,000	183	18.05%	7.0	8	83	88	4
\$375,001 - \$500,000	124	12.23%	6.0	5	34	76	9
\$500,001 and up	109	10.75%	11.0	1	20	57	31
<b>Total Closed Units</b>	<b>1,014</b>			<b>131</b>	<b>538</b>	<b>299</b>	<b>46</b>
<b>Total Closed Volume</b>	<b>314,505,657</b>	<b>100%</b>	<b>6.0</b>	<b>19.74M</b>	<b>129.99M</b>	<b>117.45M</b>	<b>47.33M</b>
<b>Median Closed Price</b>	<b>\$247,200</b>			<b>\$120,000</b>	<b>\$219,875</b>	<b>\$353,450</b>	<b>\$637,500</b>

# August 2022



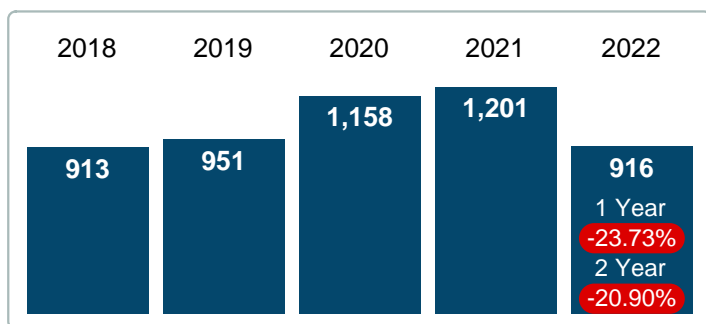
Area Delimited by County Of Tulsa - Residential Property Type



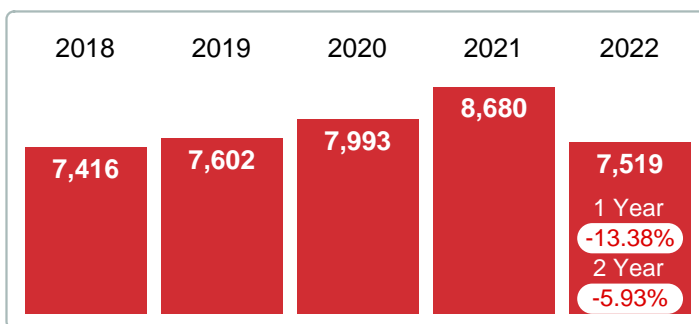
## PENDING LISTINGS

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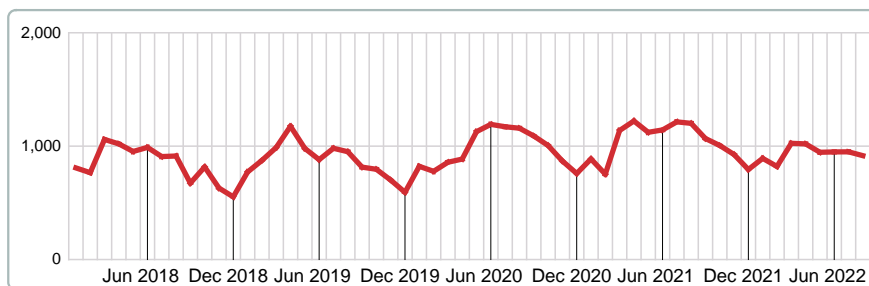
### AUGUST



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	73	7.97%	5.0	40	30	3	0
\$100,001 - \$150,000	110	12.01%	5.0	33	67	10	0
\$150,001 - \$200,000	142	15.50%	9.0	17	114	10	1
\$200,001 - \$275,000	236	25.76%	10.0	10	179	39	8
\$275,001 - \$350,000	133	14.52%	11.0	7	64	52	10
\$350,001 - \$500,000	122	13.32%	13.0	0	39	67	16
\$500,001 and up	100	10.92%	23.0	2	18	62	18
<b>Total Pending Units</b>	<b>916</b>			<b>109</b>	<b>511</b>	<b>243</b>	<b>53</b>
<b>Total Pending Volume</b>	<b>281,557,172</b>	<b>100%</b>	<b>10.0</b>	<b>15.57M</b>	<b>123.88M</b>	<b>103.21M</b>	<b>38.90M</b>
<b>Median Listing Price</b>	<b>\$247,650</b>			<b>\$115,000</b>	<b>\$225,000</b>	<b>\$365,000</b>	<b>\$430,000</b>

# August 2022



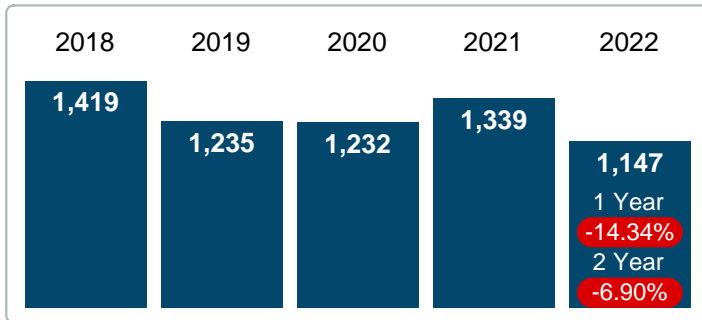
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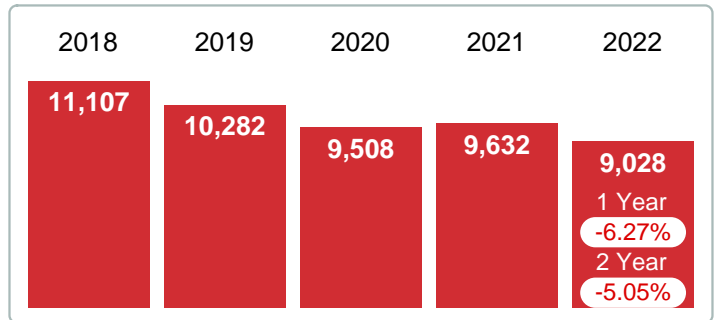
## NEW LISTINGS

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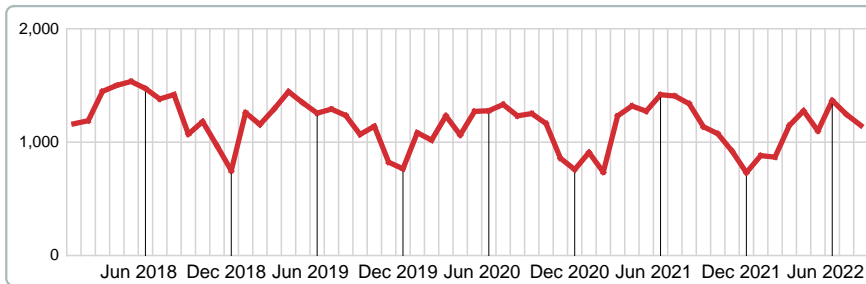
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

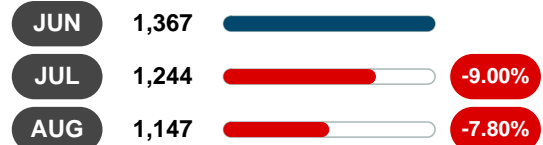


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>1,147</b>		<b>138</b>	<b>597</b>	<b>358</b>	<b>54</b>
<b>Total New Listed Volume</b>	<b>347,985,242</b>	<b>100%</b>	<b>21.66M</b>	<b>149.29M</b>	<b>148.58M</b>	<b>28.46M</b>
<b>Median New Listed Listing Price</b>	<b>\$252,900</b>		<b>\$117,500</b>	<b>\$229,000</b>	<b>\$365,000</b>	<b>\$489,250</b>

# August 2022



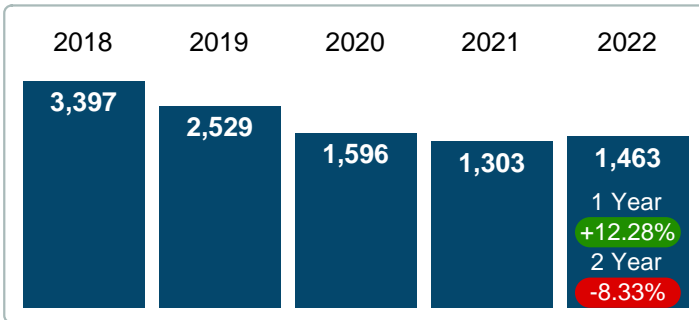
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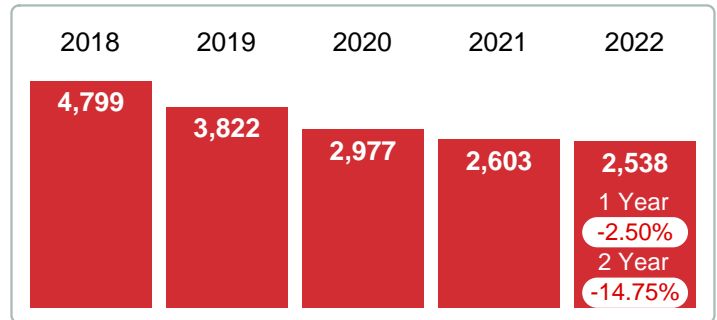
## ACTIVE INVENTORY

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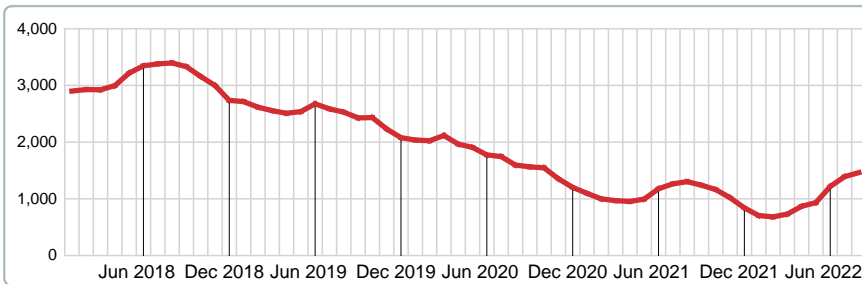
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

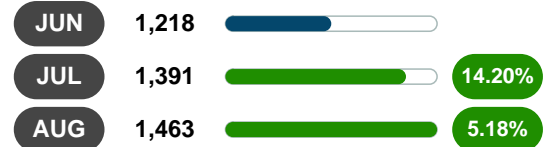


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$125,000 and less	140	9.57%	26.0	65	61	13	1	
\$125,001 - \$200,000	191	13.06%	26.0	32	132	25	2	
\$200,001 - \$250,000	166	11.35%	26.0	7	110	44	5	
\$250,001 - \$375,000	396	27.07%	44.5	9	187	190	10	
\$375,001 - \$475,000	182	12.44%	39.0	4	57	98	23	
\$475,001 - \$650,000	240	16.40%	48.0	1	54	146	39	
\$650,001 and up	148	10.12%	61.0	1	24	66	57	
Total Active Inventory by Units		1,463		119	625	582	137	
Total Active Inventory by Volume		601,015,998	100%	37.0	18.24M	184.36M	268.08M	130.33M
Median Active Inventory Listing Price		\$319,990			\$119,500	\$255,000	\$387,450	\$574,900

# August 2022



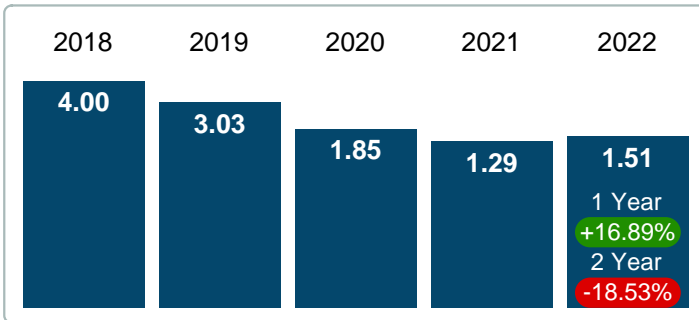
Area Delimited by County Of Tulsa - Residential Property Type



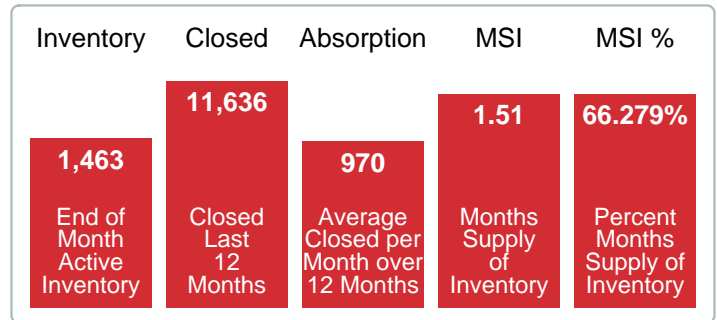
## MONTHS SUPPLY of INVENTORY (MSI)

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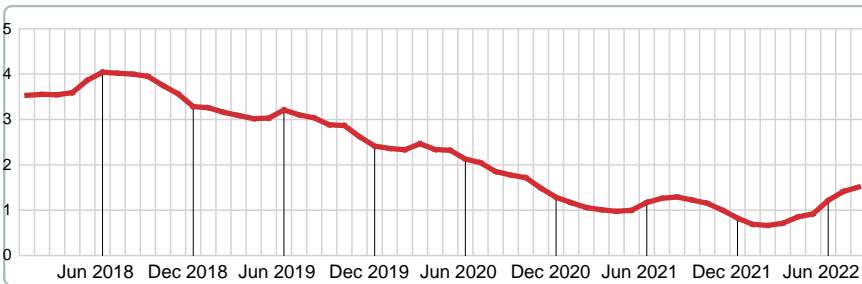
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2022



### 5 YEAR MARKET ACTIVITY TRENDS

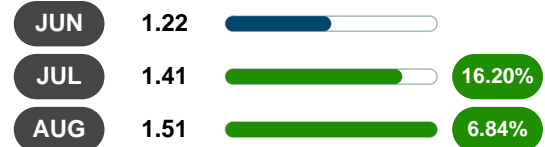


### 3 MONTHS

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

# August 2022



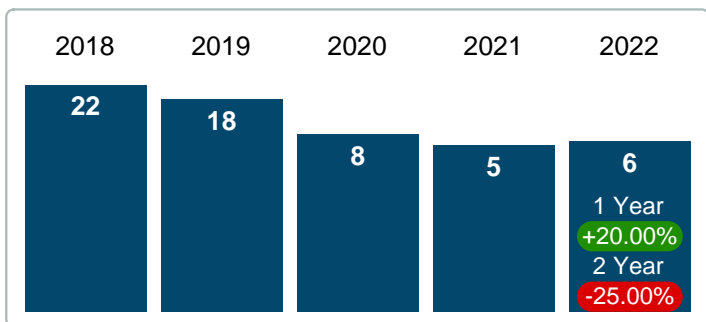
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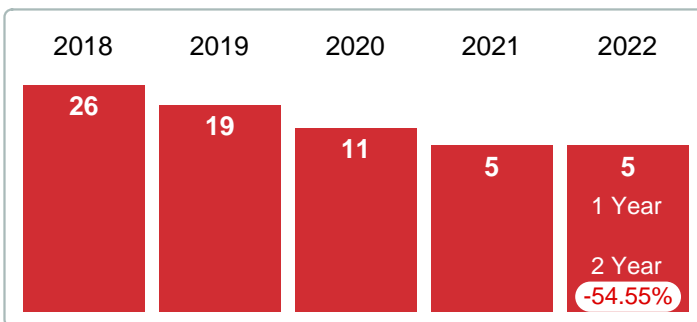
## MEDIAN DAYS ON MARKET TO SALE

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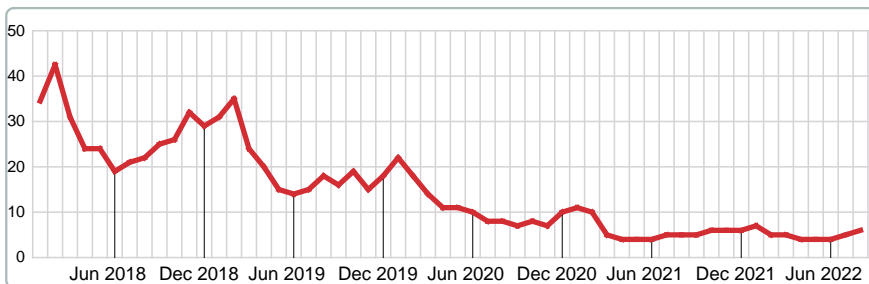
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

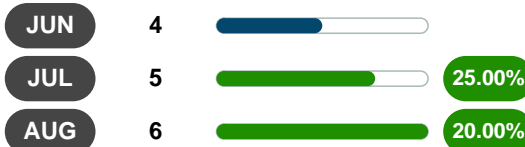


### 3 MONTHS

5 year AUG AVG = 12

High Feb 2018 43 Low Jun 2022 4

Median Days on Market to Sale this month at 6 below the 5 yr AUG average of 12



### 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	7.10%	6	5	7	49	0	
\$100,001 - \$150,000	11.54%	4	3	4	4	0	
\$150,001 - \$200,000	16.27%	6	9	6	5	0	
\$200,001 - \$275,000	24.06%	6	8	5	10	24	
\$275,001 - \$375,000	18.05%	7	6	6	8	23	
\$375,001 - \$500,000	12.23%	6	2	8	6	7	
\$500,001 and up	10.75%	11	3	8	10	15	
Median Closed DOM		6	5	5	8	14	
Total Closed Units	100%	1,014	6.0	131	538	299	46
Total Closed Volume		314,505,657		19.74M	129.99M	117.45M	47.33M

# August 2022



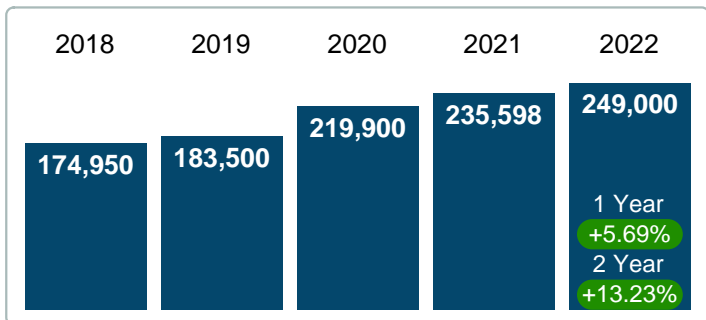
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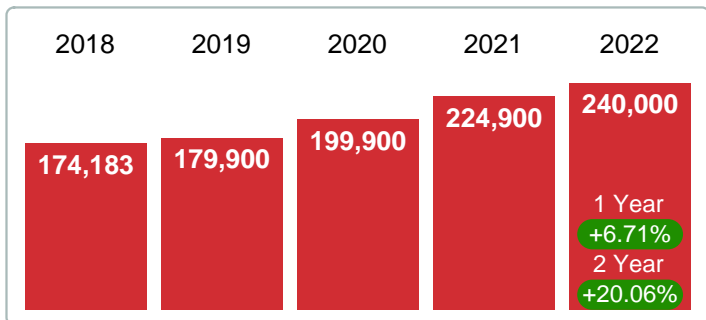
## MEDIAN LIST PRICE AT CLOSING

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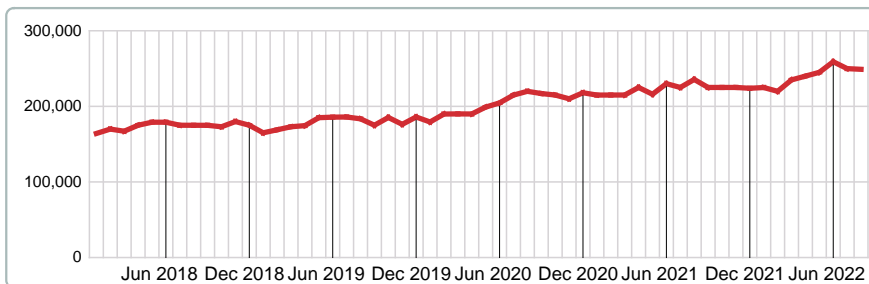
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

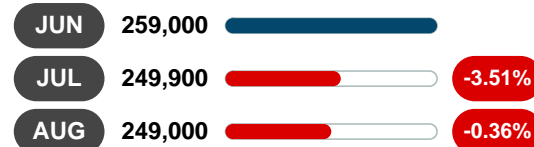


### 3 MONTHS

5 year AUG AVG = 212,590

High Jun 2022 259,000 Low Jan 2018 164,125

Median List Price at Closing this month at **249,000**  
above the 5 yr AUG average of **212,590**



### 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	70	6.90%	78,450	78,000	85,000	75,450	0
\$100,001 - \$150,000	139	13.71%	130,000	120,000	135,000	135,000	0
\$150,001 - \$200,000	157	15.48%	180,000	179,000	179,900	189,500	0
\$200,001 - \$275,000	232	22.88%	239,103	240,000	235,650	249,900	252,500
\$275,001 - \$375,000	181	17.85%	319,000	325,000	315,000	324,900	297,500
\$375,001 - \$500,000	125	12.33%	429,000	417,500	425,000	427,000	451,450
\$500,001 and up	110	10.85%	633,215	550,000	585,000	599,900	729,000
<b>Median List Price</b>			<b>249,000</b>	119,000	219,900	358,000	636,944
<b>Total Closed Units</b>			<b>1,014</b>	131	538	299	46
<b>Total Closed Volume</b>			<b>317,602,407</b>	19.89M	129.96M	118.61M	49.15M



# August 2022



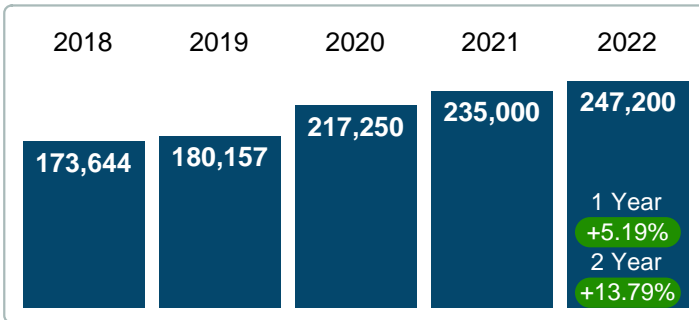
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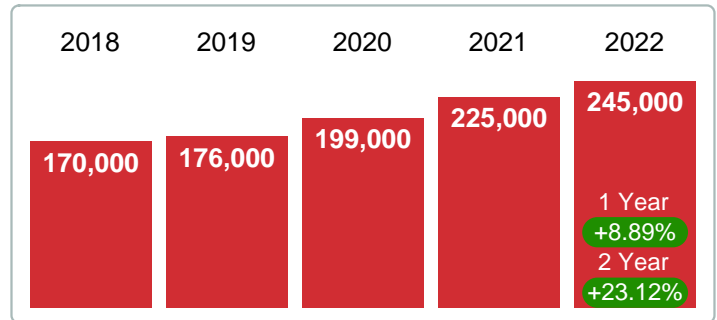
## MEDIAN SOLD PRICE AT CLOSING

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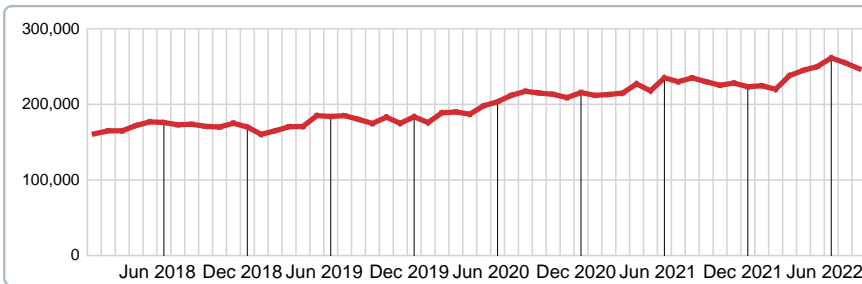
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

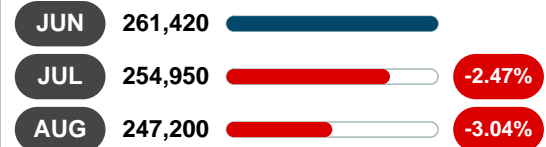


### 3 MONTHS

5 year AUG AVG = 210,650

High Jun 2022 261,420 Low Jan 2019 160,375

Median Sold Price at Closing this month at **247,200**  
above the 5 yr AUG average of **210,650**



### 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	7.10%	77,500	75,000	85,500	62,500	0
\$100,001 - \$150,000	11.54%	125,000	120,000	128,750	125,000	0
\$150,001 - \$200,000	16.27%	178,000	168,000	175,000	182,500	0
\$200,001 - \$275,000	24.06%	235,400	242,000	235,000	246,900	252,500
\$275,001 - \$375,000	18.05%	315,000	308,500	310,000	320,000	321,500
\$375,001 - \$500,000	12.23%	429,450	417,500	429,500	426,463	455,000
\$500,001 and up	10.75%	623,000	559,600	585,000	585,000	703,514
<b>Median Sold Price</b>		<b>247,200</b>	<b>120,000</b>	<b>219,875</b>	<b>353,450</b>	<b>637,500</b>
<b>Total Closed Units</b>	<b>1,014</b>	<b>100%</b>	<b>131</b>	<b>538</b>	<b>299</b>	<b>46</b>
<b>Total Closed Volume</b>	<b>314,505,657</b>		<b>19.74M</b>	<b>129.99M</b>	<b>117.45M</b>	<b>47.33M</b>

# August 2022



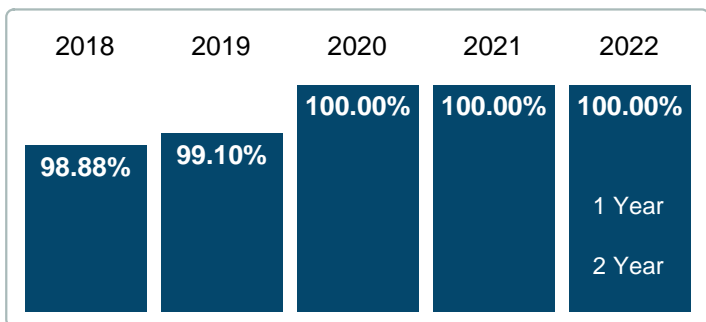
Area Delimited by County Of Tulsa - Residential Property Type



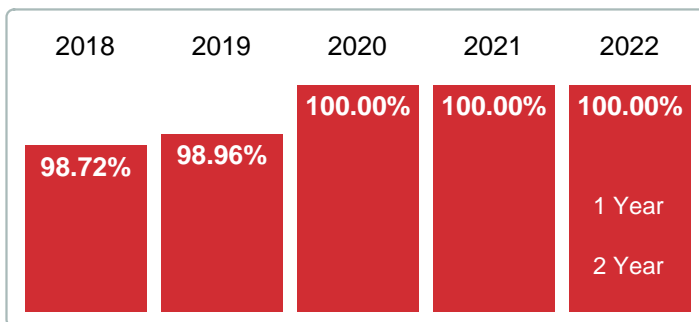
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

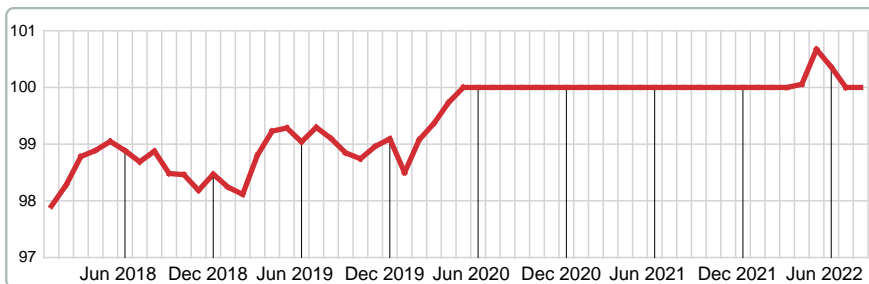
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

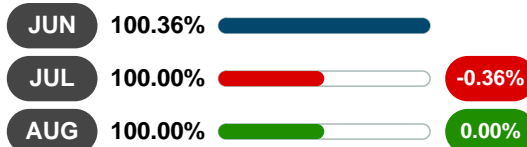


### 3 MONTHS

5 year AUG AVG = 99.60%

High May 2022 100.67% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr AUG average of **99.60%**



### 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	72	7.10%	100.00%	100.00%	98.47%	82.33%	0.00%
\$100,001 - \$150,000	117	11.54%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001 - \$200,000	165	16.27%	100.00%	100.00%	100.00%	100.00%	0.00%
\$200,001 - \$275,000	244	24.06%	100.00%	100.00%	100.20%	100.00%	100.00%
\$275,001 - \$375,000	183	18.05%	100.00%	101.00%	100.00%	100.00%	98.74%
\$375,001 - \$500,000	124	12.23%	100.00%	100.00%	100.00%	100.00%	100.00%
\$500,001 and up	109	10.75%	100.00%	101.75%	99.73%	100.00%	99.28%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
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



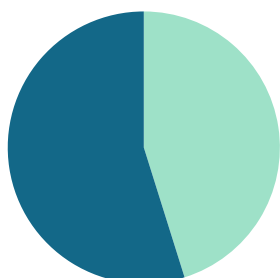
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

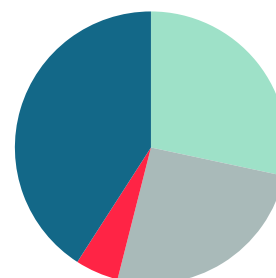


**Inventory**  
 New Listings  
**1,147 = 45.16%**  
 Start Inventory  
**1,393**  
 Total Inventory Units  
**2,540**  
 Volume  
**\$944,651,125**

### 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%
Median List Price	235,598	249,000	5.69%	224,900	240,000	6.71%
Median Sale Price	235,000	247,200	5.19%	225,000	245,000	8.89%
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	6.00	20.00%	5.00	5.00	0.00%
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

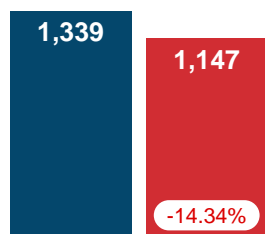
**Inventory** on August 31, 2022 = **1,463**

**2021** **2022**

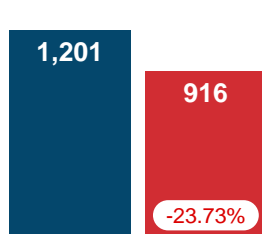
### AUGUST MARKET

### MEDIAN PRICES

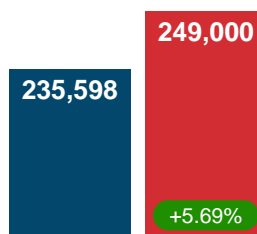
#### New Listings



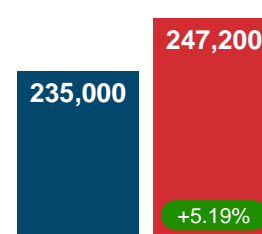
#### Pending Listings



#### List Price



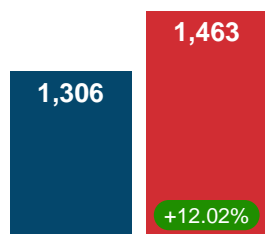
#### Sale Price



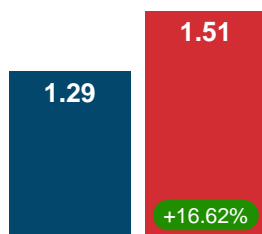
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

