

July 2022



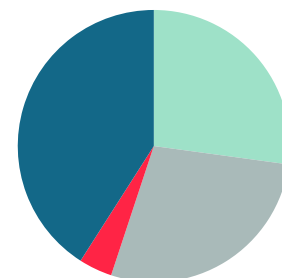
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	July 2022	+/-%
Closed Listings	1,131	924	-18.30%
Pending Listings	1,214	950	-21.75%
New Listings	1,407	1,244	-11.58%
Average List Price	272,402	286,559	5.20%
Average Sale Price	272,767	288,305	5.70%
Average Percent of Selling Price to List Price	100.88%	100.87%	-0.01%
Average Days on Market to Sale	13.67	12.30	-9.99%
End of Month Inventory	1,268	1,393	9.86%
Months Supply of Inventory	1.27	1.41	11.68%



■ Closed (27.16%)
■ Pending (27.92%)
■ Other OffMarket (3.97%)
■ Active (40.95%)

Absorption: Last 12 months, an Average of **985** Sales/Month
Active Inventory as of July 31, 2022 = **1,393**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2022 rose **9.86%** to 1,393 existing homes available for sale. Over the last 12 months this area has had an average of 985 closed sales per month. This represents an unsold inventory index of **1.41** 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 **5.70%** in July 2022 to \$288,305 versus the previous year at \$272,767.

Average Days on Market Shortens

The average number of **12.30** days that homes spent on the market before selling decreased by 1.37 days or **9.99%** 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 1,244 New Listings in July 2022, down **11.58%** from last year at 1,407. Furthermore, there were 924 Closed Listings this month versus last year at 1,131, a **-18.30%** decrease.

Closed versus Listed trends yielded a **74.3%** ratio, down from previous year's, July 2021, at **80.4%**, a **7.60%** 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

July 2022



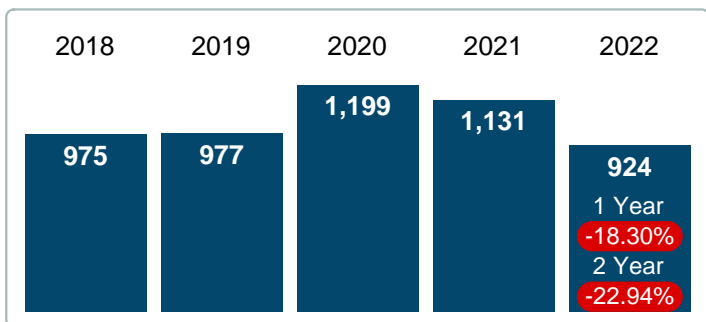
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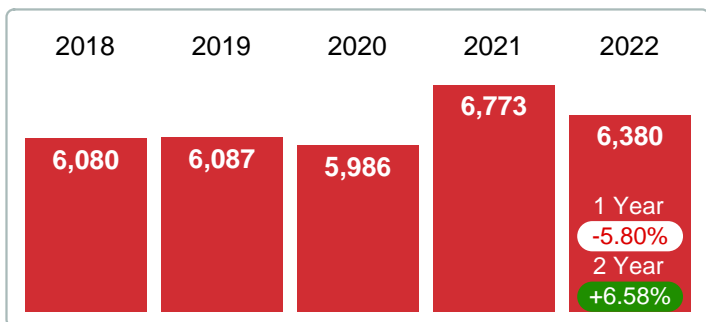
CLOSED LISTINGS

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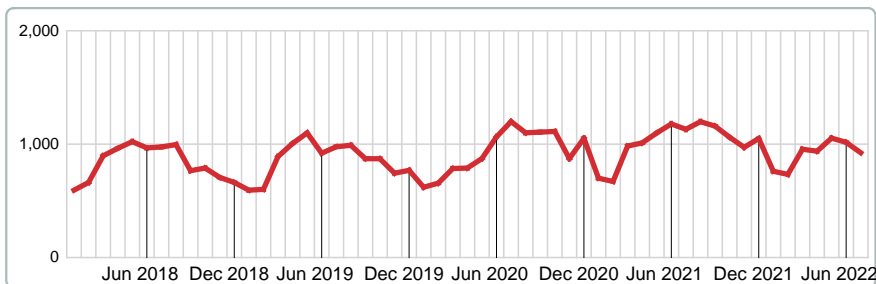
JULY



YEAR TO DATE (YTD)

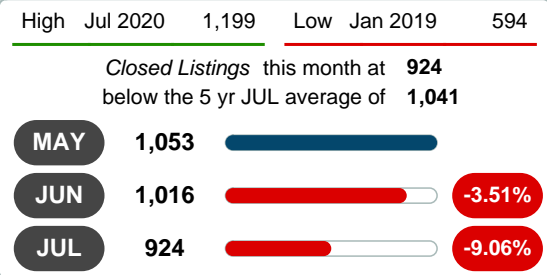


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,041



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	8.33%	17.8	43	31	3	0
\$100,001 - \$150,000	91	9.85%	10.7	30	57	4	0
\$150,001 - \$200,000	128	13.85%	7.9	16	103	8	1
\$200,001 - \$275,000	229	24.78%	8.7	16	168	41	4
\$275,001 - \$350,000	163	17.64%	8.8	8	79	70	6
\$350,001 - \$500,000	143	15.48%	14.8	6	46	80	11
\$500,001 and up	93	10.06%	26.5	2	12	60	19
Total Closed Units	924			121	496	266	41
Total Closed Volume	266,394,001	100%	12.3	19.27M	119.73M	105.90M	21.49M
Average Closed Price	\$288,305			\$159,228	\$241,401	\$398,132	\$524,134

July 2022



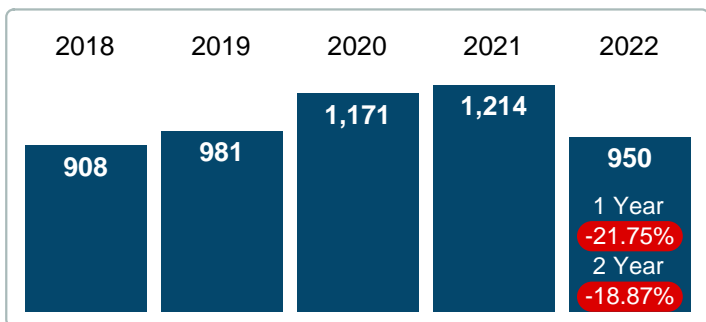
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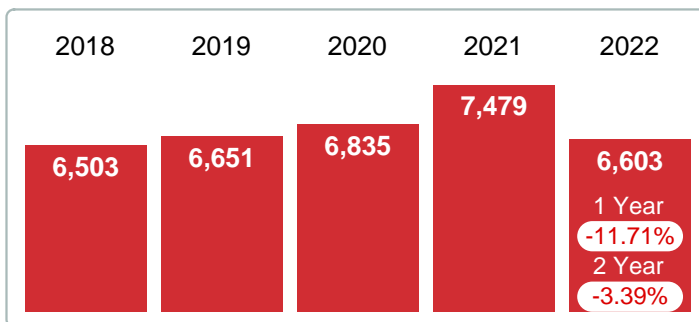
PENDING LISTINGS

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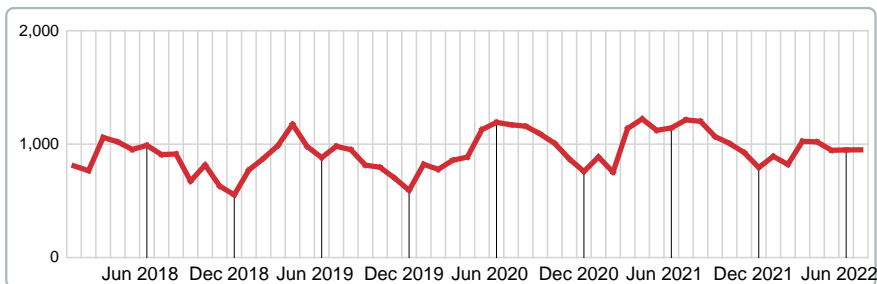
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

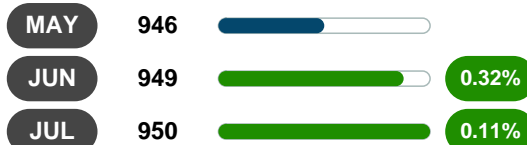


3 MONTHS

5 year JUL AVG = 1,045

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **950**
below the 5 yr JUL average of **1,045**



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	69	7.26%	16.5	39	29	1	0
\$100,001 - \$150,000	111	11.68%	17.1	32	74	5	0
\$150,001 - \$200,000	156	16.42%	12.5	20	116	18	2
\$200,001 - \$275,000	228	24.00%	14.6	17	167	42	2
\$275,001 - \$375,000	172	18.11%	17.2	7	78	82	5
\$375,001 - \$475,000	106	11.16%	23.2	4	33	59	10
\$475,001 and up	108	11.37%	28.9	1	18	63	26
Total Pending Units	950			120	515	270	45
Total Pending Volume	277,450,426	100%	17.2	19.17M	121.61M	108.25M	28.42M
Average Listing Price	\$292,108			\$159,740	\$236,128	\$400,933	\$631,647

July 2022



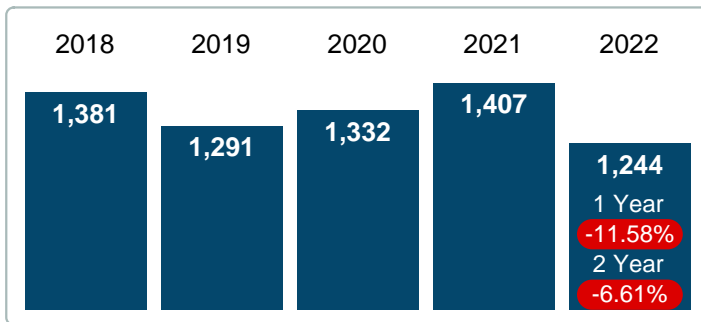
Area Delimited by County Of Tulsa - Residential Property Type



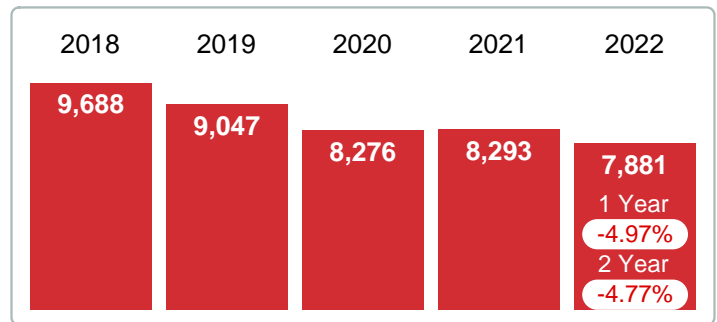
NEW LISTINGS

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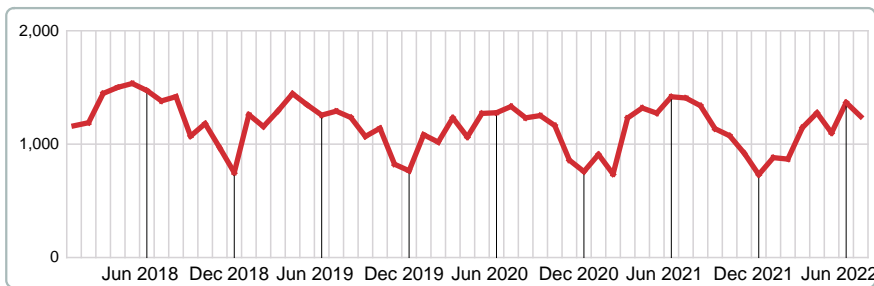
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,331

High May 2018 1,535 Low Dec 2021 731

New Listings this month at 1,244 below the 5 yr JUL average of 1,331



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	127	10.21%	63	56	7	1
\$125,001 - \$150,000	83	6.67%	15	58	9	1
\$150,001 - \$200,000	200	16.08%	24	160	14	2
\$200,001 - \$300,000	335	26.93%	21	227	81	6
\$300,001 - \$400,000	201	16.16%	7	85	101	8
\$400,001 - \$550,000	171	13.75%	2	49	91	29
\$550,001 and up	127	10.21%	1	25	59	42
Total New Listed Units	1,244		133	660	362	89
Total New Listed Volume	406,123,989	100%	20.41M	170.41M	149.48M	65.83M
Average New Listed Listing Price	\$298,579		\$153,435	\$258,200	\$412,919	\$739,647

July 2022



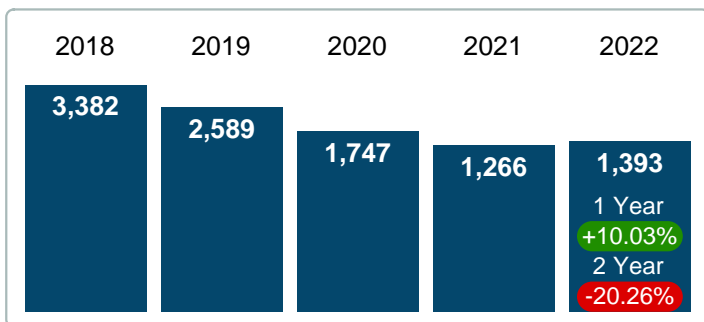
Area Delimited by County Of Tulsa - Residential Property Type



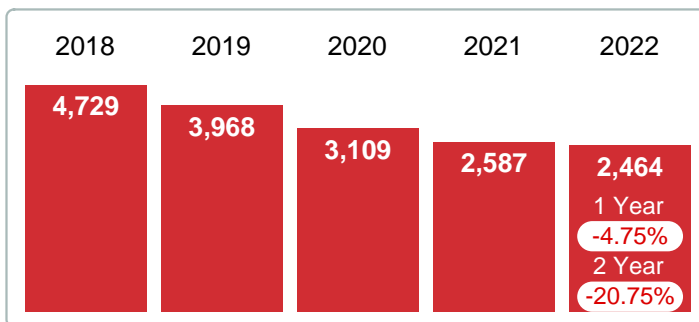
ACTIVE INVENTORY

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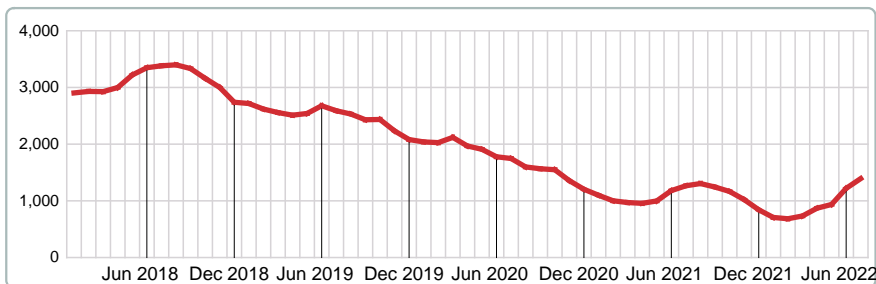
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2,075

High Aug 2018 3,399 Low Feb 2022 684

Inventory this month at 1,393
below the 5 yr JUL average of 2,075



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	127	9.12%	72.2	57	57	12	1
\$125,001 - \$175,000	125	8.97%	44.2	25	80	18	2
\$175,001 - \$250,000	240	17.23%	33.6	16	174	43	7
\$250,001 - \$375,000	375	26.92%	42.1	6	178	178	13
\$375,001 - \$500,000	211	15.15%	49.4	2	64	115	30
\$500,001 - \$675,000	164	11.77%	74.7	0	37	101	26
\$675,001 and up	151	10.84%	66.3	1	25	61	64
Total Active Inventory by Units			1,393	107	615	528	143
Total Active Inventory by Volume			596,665,883	15.19M	182.01M	249.24M	150.23M
Average Active Inventory Listing Price			\$428,332	\$141,925	\$295,945	\$472,053	\$1,050,557

July 2022



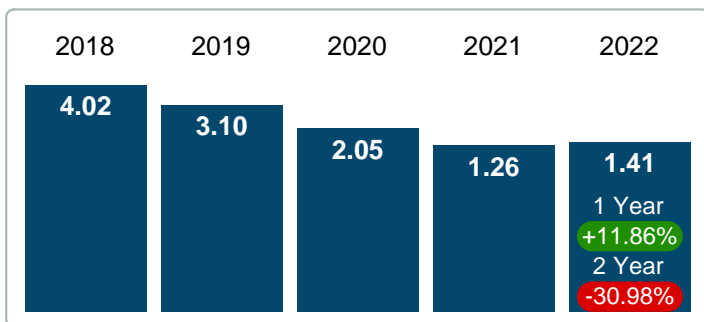
Area Delimited by County Of Tulsa - Residential Property Type



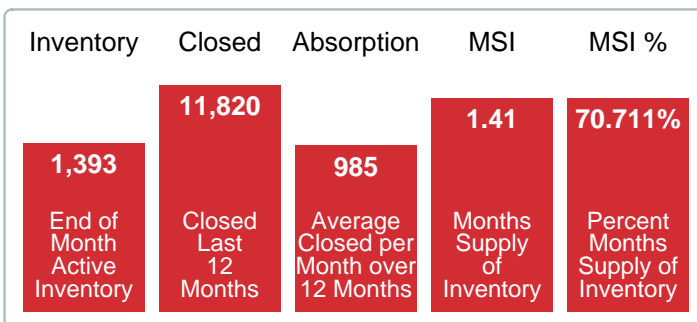
MONTHS SUPPLY of INVENTORY (MSI)

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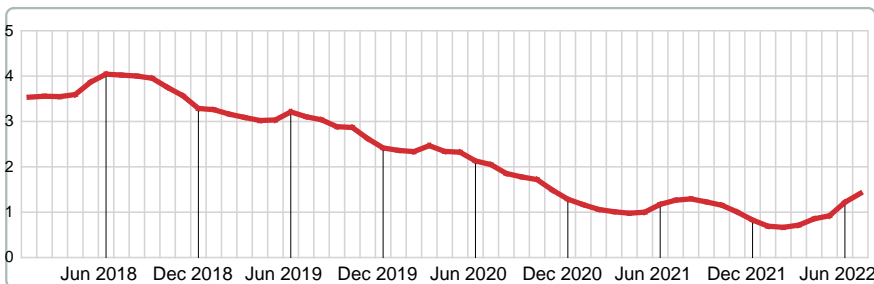
MSI FOR JULY



INDICATORS FOR JULY 2022

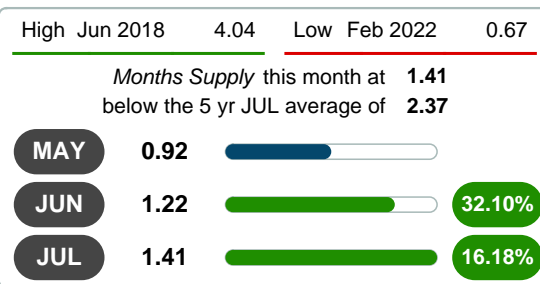


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.37



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	127	9.12%	0.97	0.96	0.89	1.85	2.40
\$125,001 - \$175,000	125	8.97%	0.86	0.99	0.74	1.65	4.00
\$175,001 - \$250,000	240	17.23%	0.90	0.73	0.92	0.85	1.75
\$250,001 - \$375,000	375	26.92%	1.54	0.58	1.59	1.61	1.13
\$375,001 - \$500,000	211	15.15%	1.87	0.77	2.05	1.76	2.26
\$500,001 - \$675,000	164	11.77%	3.19	0.00	4.31	3.21	2.38
\$675,001 and up	151	10.84%	4.32	3.00	6.38	3.49	4.86
Market Supply of Inventory (MSI)			1.41	0.89	1.19	1.80	2.66
Total Active Inventory by Units		100%	1,393	107	615	528	143

July 2022



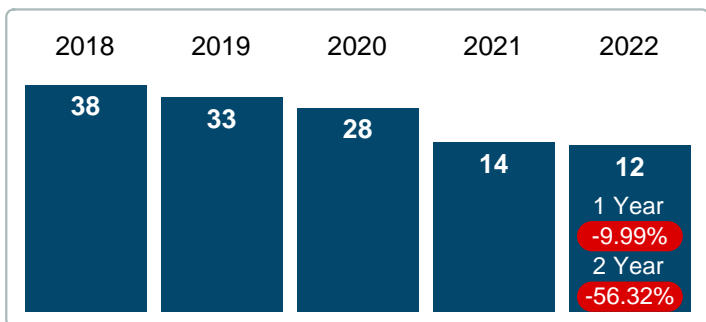
Area Delimited by County Of Tulsa - Residential Property Type



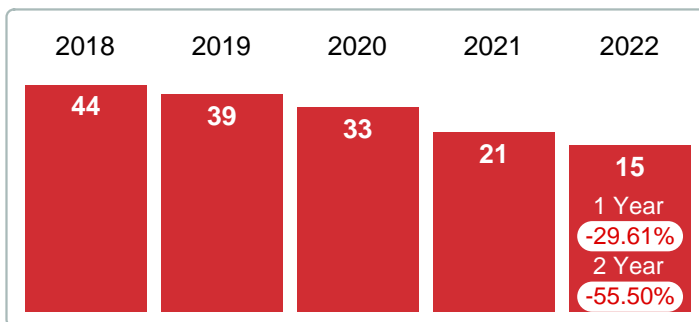
AVERAGE DAYS ON MARKET TO SALE

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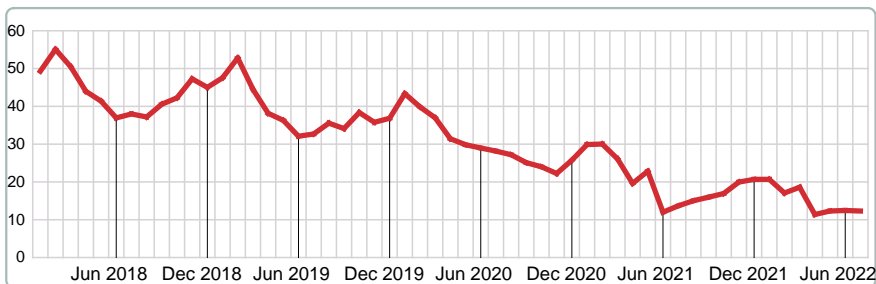
JULY



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	8.33%	18	22	13	3	0
\$100,001 - \$150,000	9.85%	11	10	10	18	0
\$150,001 - \$200,000	13.85%	8	7	8	11	1
\$200,001 - \$275,000	24.78%	9	16	8	10	8
\$275,001 - \$350,000	17.64%	9	7	8	9	11
\$350,001 - \$500,000	15.48%	15	5	11	17	18
\$500,001 and up	10.06%	27	19	33	25	26
Average Closed DOM		12	14	9	15	20
Total Closed Units	100%	12	121	496	266	41
Total Closed Volume		266,394,001	19.27M	119.73M	105.90M	21.49M

July 2022



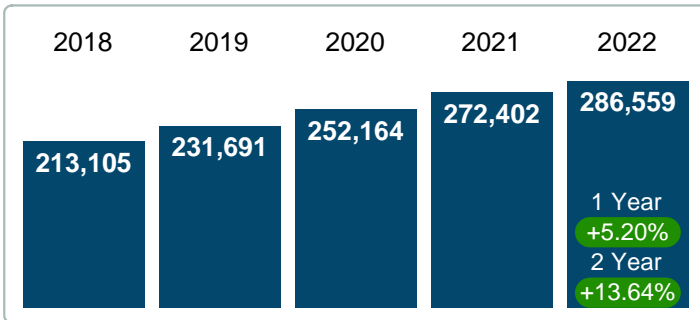
Area Delimited by County Of Tulsa - Residential Property Type



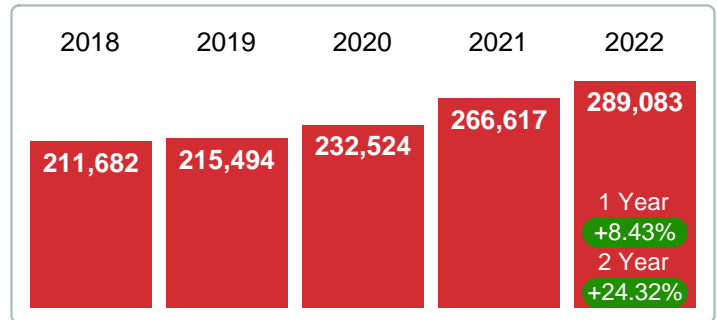
AVERAGE LIST PRICE AT CLOSING

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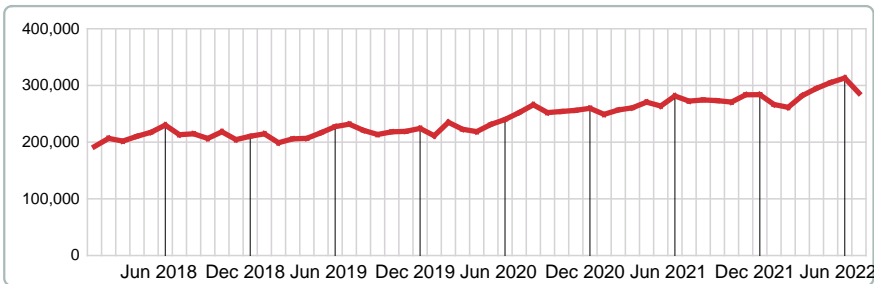
JULY



YEAR TO DATE (YTD)

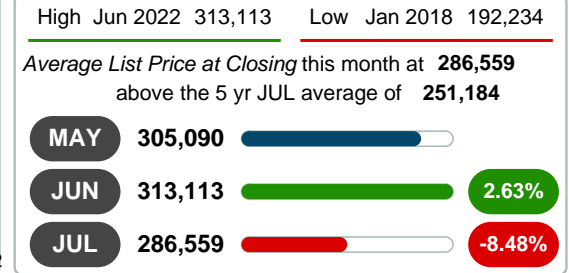


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 251,184



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	8.44%	67,846	65,599	72,731	73,917	0
\$100,001 - \$150,000	97	10.50%	130,895	121,787	132,381	126,875	0
\$150,001 - \$200,000	134	14.50%	179,013	176,238	175,235	182,863	200,000
\$200,001 - \$275,000	234	25.32%	239,867	237,019	231,137	251,125	244,750
\$275,001 - \$350,000	148	16.02%	309,135	306,825	300,231	304,999	321,233
\$350,001 - \$500,000	145	15.69%	414,855	415,483	407,115	413,030	401,573
\$500,001 and up	88	9.52%	690,554	649,750	772,775	642,397	742,068
Average List Price			286,559	159,781	238,708	396,332	527,390
Total Closed Units			924	121	496	266	41
Total Closed Volume			264,780,245	19.33M	118.40M	105.42M	21.62M

July 2022



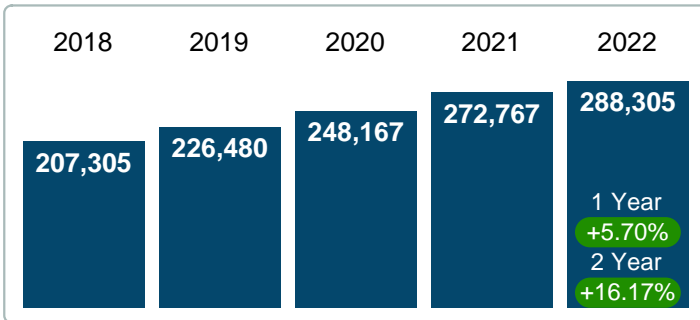
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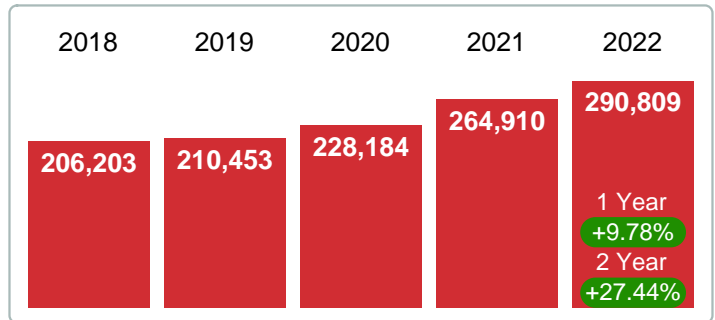
AVERAGE SOLD PRICE AT CLOSING

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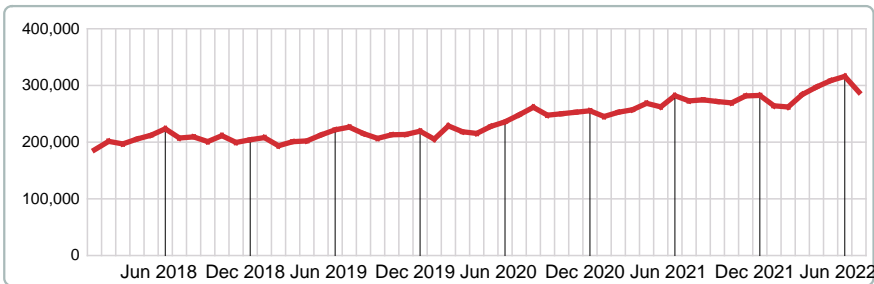
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

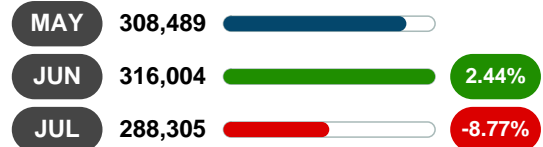


3 MONTHS

5 year JUL AVG = 248,605

High Jun 2022 316,004 Low Jan 2018 186,418

Average Sold Price at Closing this month at **288,305** above the 5 yr JUL average of **248,605**



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	8.33%	65,894	62,193	69,348	83,250	0
\$100,001 - \$150,000	9.85%	128,977	122,627	133,081	118,125	0
\$150,001 - \$200,000	13.85%	178,026	179,556	177,689	176,563	200,000
\$200,001 - \$275,000	24.78%	239,363	234,525	236,968	251,356	236,380
\$275,001 - \$350,000	17.64%	306,845	315,806	303,953	307,653	323,567
\$350,001 - \$500,000	15.48%	411,844	409,444	406,372	416,245	404,027
\$500,001 and up	10.06%	678,196	652,500	765,126	643,792	734,645
Average Sold Price		288,305	159,228	241,401	398,132	524,134
Total Closed Units	100%	288,305	121	496	266	41
Total Closed Volume		266,394,001	19.27M	119.73M	105.90M	21.49M

July 2022



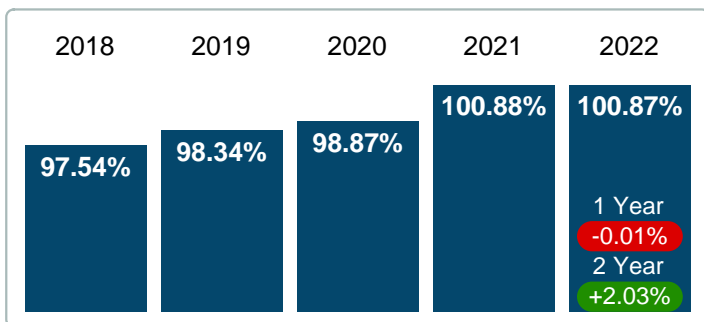
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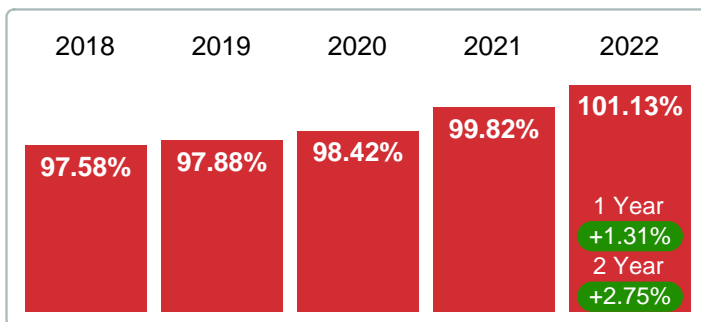
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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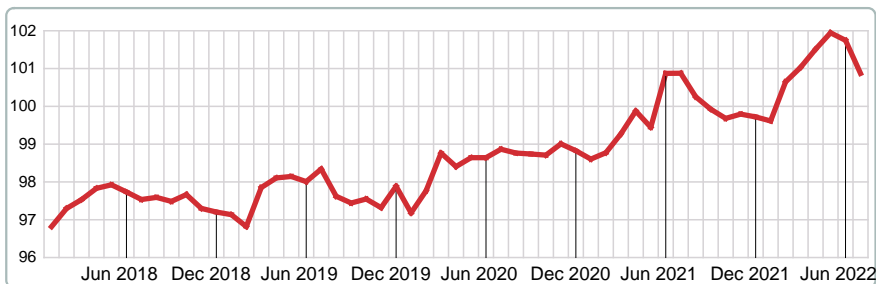
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

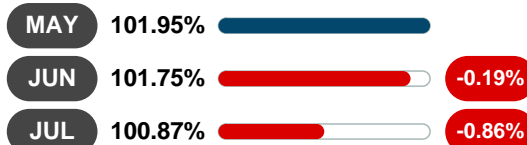


3 MONTHS

5 year JUL AVG = 99.30%

High May 2022 101.95% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **100.87%** 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	8.33%	97.13%	96.27%	96.80%	112.96%	0.00%
\$100,001 - \$150,000	91	9.85%	100.98%	101.03%	101.53%	92.91%	0.00%
\$150,001 - \$200,000	128	13.85%	101.41%	102.24%	101.67%	96.59%	100.00%
\$200,001 - \$275,000	229	24.78%	101.95%	99.76%	102.69%	100.28%	96.75%
\$275,001 - \$350,000	163	17.64%	101.35%	103.26%	101.44%	101.08%	100.81%
\$350,001 - \$500,000	143	15.48%	100.53%	98.73%	100.03%	100.95%	100.59%
\$500,001 and up	93	10.06%	100.14%	100.35%	98.97%	100.70%	99.10%
Average Sold/List Ratio			100.90%	99.35%	101.44%	100.71%	99.54%
Total Closed Units		100%	100.90%	121	496	266	41
Total Closed Volume				19.27M	119.73M	105.90M	21.49M

July 2022



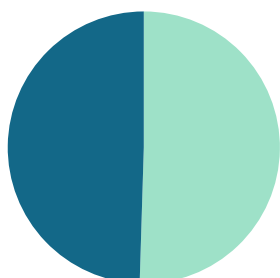
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

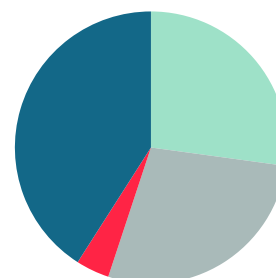


Inventory
 New Listings
1,244 = 50.49%
 Start Inventory
1,220
 Total Inventory Units
2,464
 Volume
\$916,480,825

Market Activity

Closed Sales
924 = 27.16%
 Pending Sales
950 = 27.92%
 Other Off Market
135 = 3.97%
 Active Inventory
1,393 = 40.95%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,131	924	-18.30%	6,773	6,380	-5.80%
Pending Sales	1,214	950	-21.75%	7,479	6,603	-11.71%
New Listings	1,407	1,244	-11.58%	8,293	7,881	-4.97%
Average List Price	272,402	286,559	5.20%	266,617	289,083	8.43%
Average Sale Price	272,767	288,305	5.70%	264,910	290,809	9.78%
Average Percent of Selling Price to List Price	100.88%	100.87%	-0.01%	99.82%	101.13%	1.31%
Average Days on Market to Sale	13.67	12.30	-9.99%	20.86	14.68	-29.61%
Monthly Inventory	1,268	1,393	9.86%	1,268	1,393	9.86%
Months Supply of Inventory	1.27	1.41	11.68%	1.27	1.41	11.68%

Absorption: Last 12 months, an Average of **985** Sales/Month

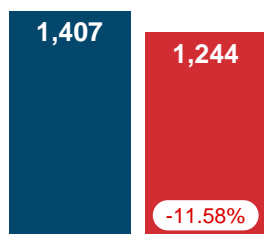
Inventory on July 31, 2022 = **1,393**

2021 **2022**

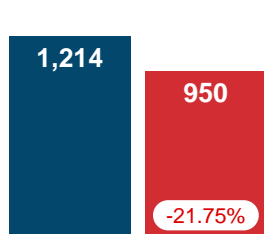
JULY MARKET

AVERAGE PRICES

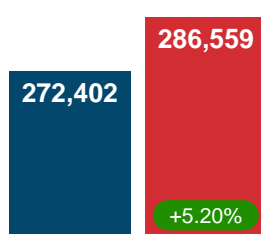
New Listings



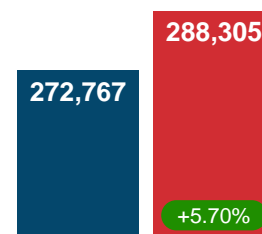
Pending Listings



List Price



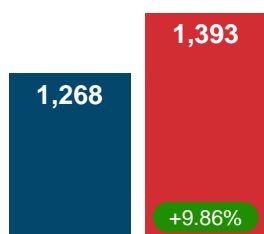
Sale Price



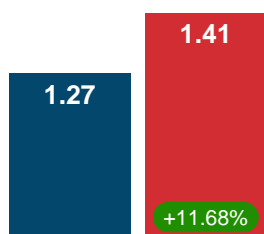
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

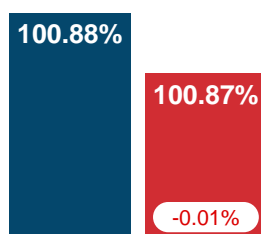
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

