

July 2022



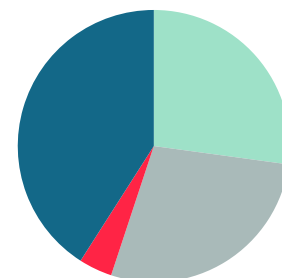
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	225,000	249,900	11.07%
Median Sale Price	230,000	254,950	10.85%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	5.00	0.00%
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.

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 **10.85%** in July 2022 to \$254,950 versus the previous year at \$230,000.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 0.00 days or **0.00%** in July 2022 compared to last year's same month at **5.00** DOM.

Sales Success for July 2022 is Positive

Overall, with Median 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

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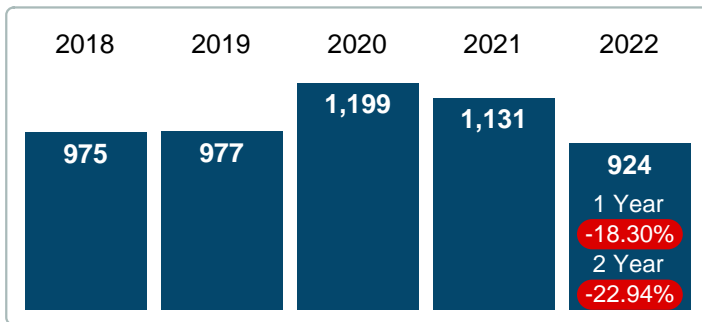
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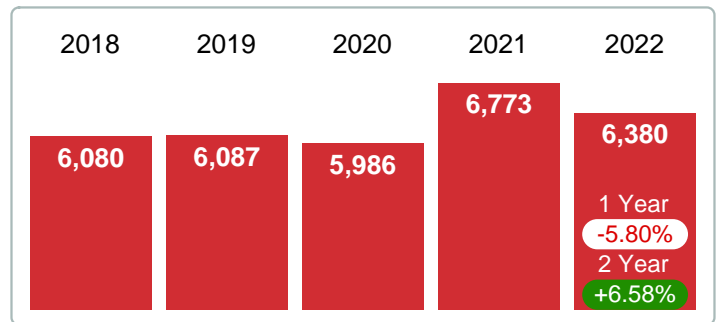
CLOSED LISTINGS

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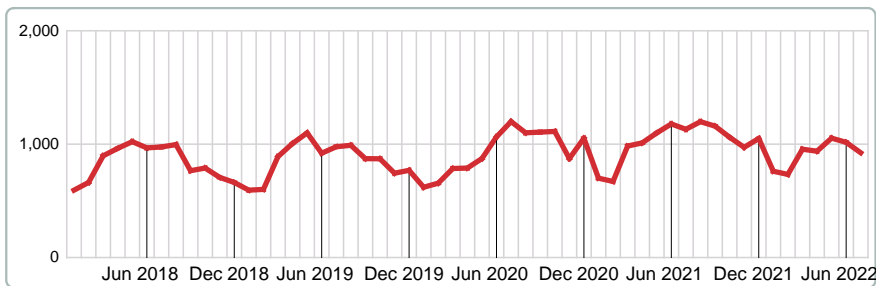
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

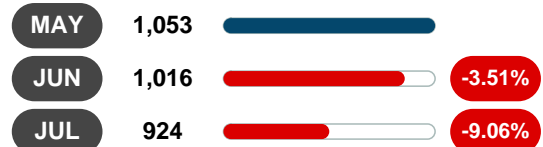


3 MONTHS

5 year JUL AVG = 1,041

High Jul 2020 1,199 Low Jan 2019 594

Closed Listings this month at 924
below the 5 yr JUL average of 1,041



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	77	8.33%	7.0	43	31	3	0
\$100,001 - \$150,000	91	9.85%	5.0	30	57	4	0
\$150,001 - \$200,000	128	13.85%	4.5	16	103	8	1
\$200,001 - \$275,000	229	24.78%	4.0	16	168	41	4
\$275,001 - \$350,000	163	17.64%	4.0	8	79	70	6
\$350,001 - \$500,000	143	15.48%	6.0	6	46	80	11
\$500,001 and up	93	10.06%	9.0	2	12	60	19
Total Closed Units	924			121	496	266	41
Total Closed Volume	266,394,001	100%	5.0	19.27M	119.73M	105.90M	21.49M
Median Closed Price	\$254,950			\$128,000	\$225,000	\$364,450	\$430,000

July 2022



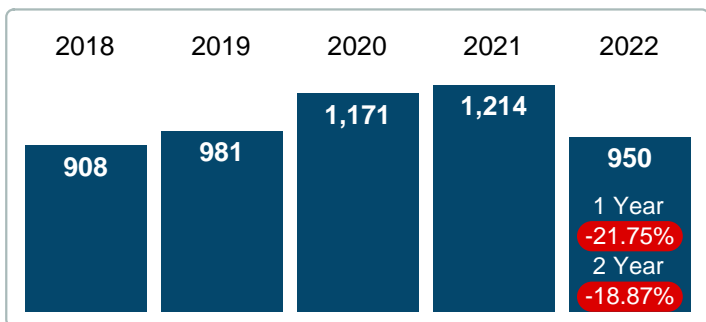
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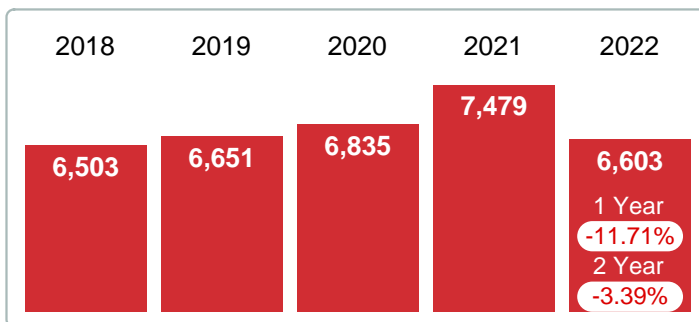
PENDING LISTINGS

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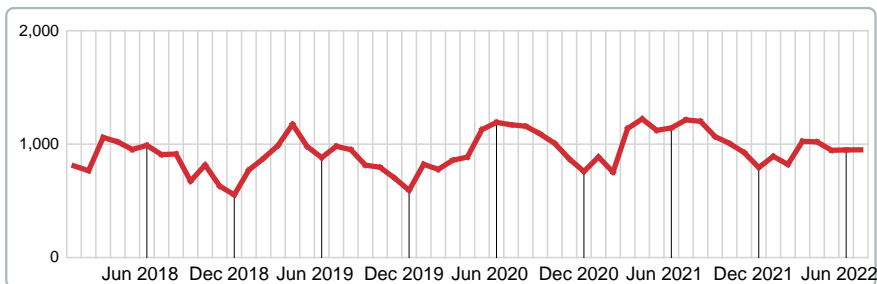
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

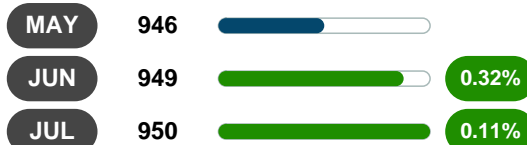


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	69	7.26%	8.0	39	29	1	0
\$100,001 - \$150,000	111	11.68%	6.0	32	74	5	0
\$150,001 - \$200,000	156	16.42%	7.0	20	116	18	2
\$200,001 - \$275,000	228	24.00%	8.0	17	167	42	2
\$275,001 - \$375,000	172	18.11%	11.0	7	78	82	5
\$375,001 - \$475,000	106	11.16%	10.0	4	33	59	10
\$475,001 and up	108	11.37%	13.5	1	18	63	26
Total Pending Units	950			120	515	270	45
Total Pending Volume	277,450,426	100%	9.0	19.17M	121.61M	108.25M	28.42M
Median Listing Price	\$249,000			\$139,900	\$220,000	\$350,000	\$547,500

July 2022



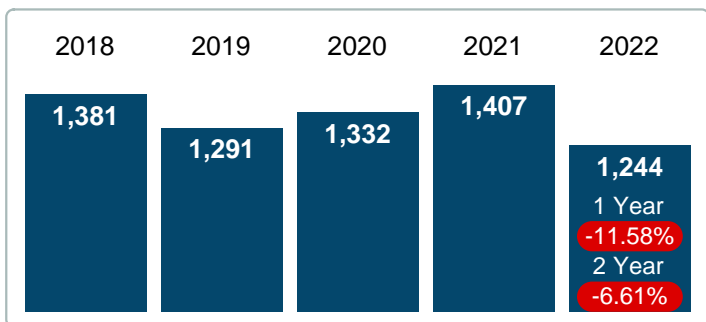
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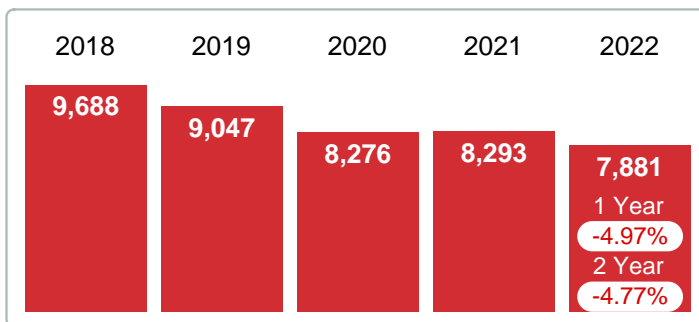
NEW LISTINGS

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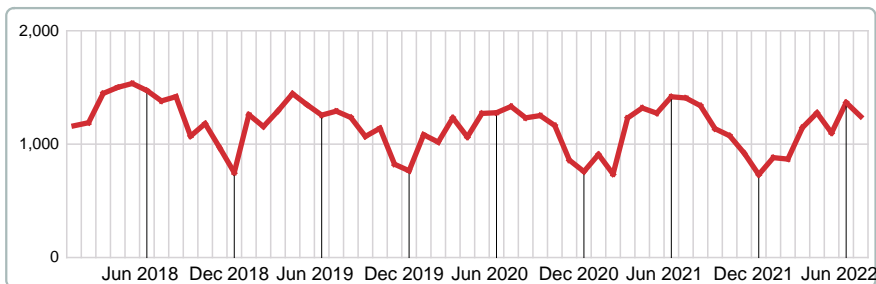
JULY



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
Median New Listed Listing Price	\$260,000		\$130,000	\$223,750	\$372,450	\$530,940

July 2022



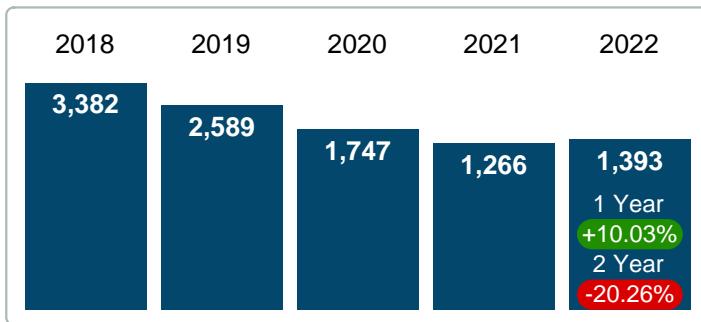
Area Delimited by County Of Tulsa - Residential Property Type



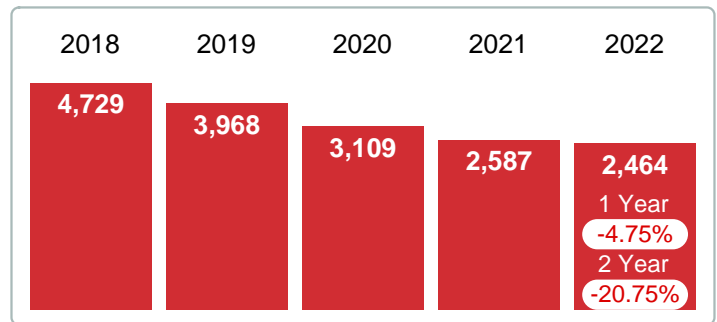
ACTIVE INVENTORY

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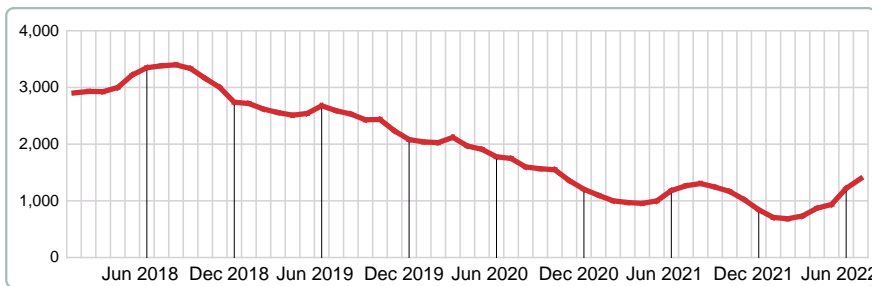
END OF JULY



ACTIVE DURING JULY

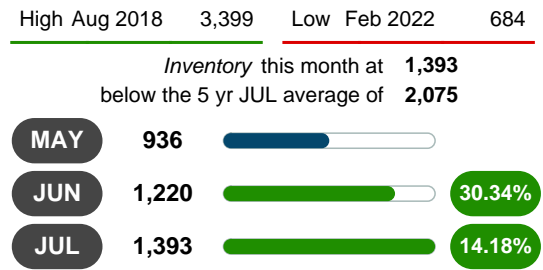


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2,075



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	127	9.12%	32.0	57	57	12	1
\$125,001 - \$175,000	125	8.97%	31.0	25	80	18	2
\$175,001 - \$250,000	240	17.23%	23.0	16	174	43	7
\$250,001 - \$375,000	375	26.92%	32.0	6	178	178	13
\$375,001 - \$500,000	211	15.15%	30.0	2	64	115	30
\$500,001 - \$675,000	164	11.77%	42.5	0	37	101	26
\$675,001 and up	151	10.84%	50.0	1	25	61	64
Total Active Inventory by Units	1,393			107	615	528	143
Total Active Inventory by Volume	596,665,883	100%	32.0	15.19M	182.01M	249.24M	150.23M
Median Active Inventory Listing Price	\$319,990			\$120,000	\$250,000	\$385,000	\$609,900

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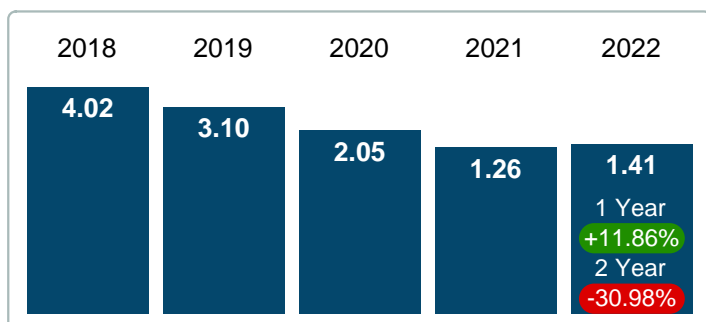
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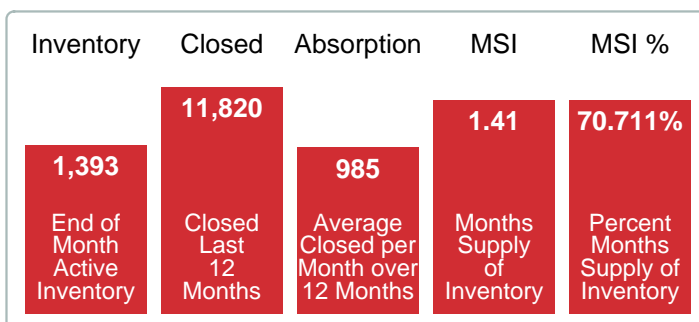
MONTHS SUPPLY of INVENTORY (MSI)

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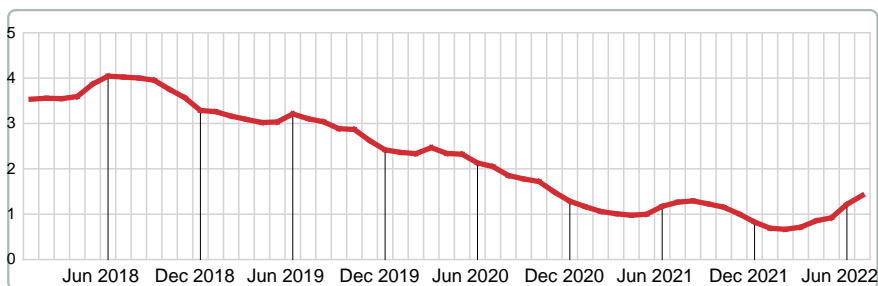
MSI FOR JULY



INDICATORS FOR JULY 2022

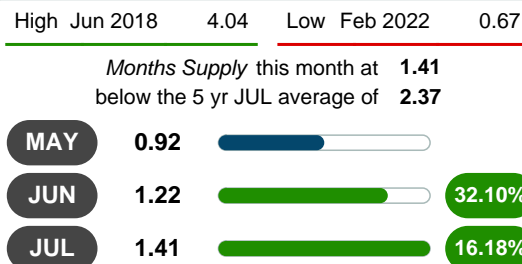


5 YEAR MARKET ACTIVITY TRENDS



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



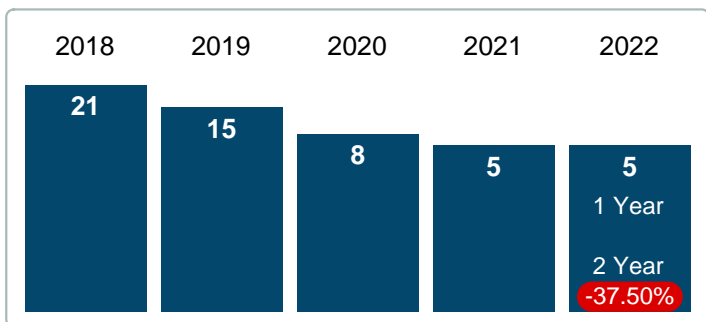
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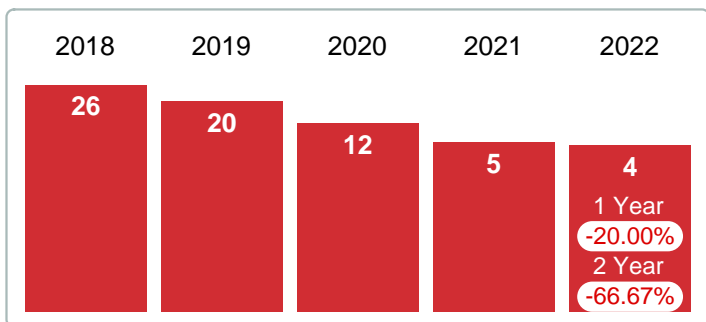
MEDIAN DAYS ON MARKET TO SALE

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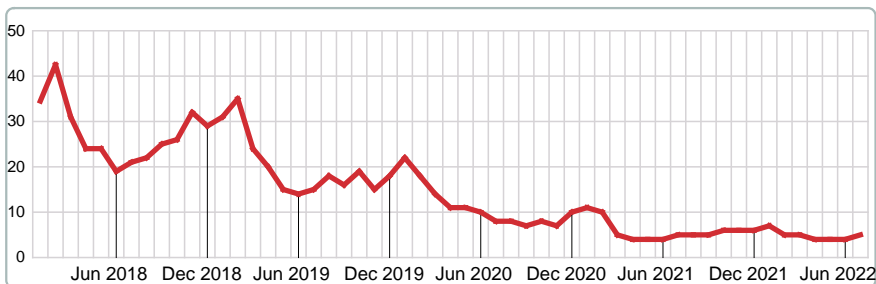
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

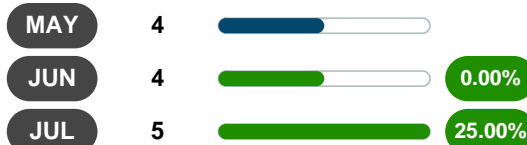


3 MONTHS

5 year JUL AVG = 11

High Feb 2018 43 Low Jun 2022 4

Median Days on Market to Sale this month at 5 below the 5 yr JUL average of 11



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	8.33%	7	9	7	1	0
\$100,001 - \$150,000	9.85%	5	5	5	18	0
\$150,001 - \$200,000	13.85%	5	3	5	6	1
\$200,001 - \$275,000	24.78%	4	5	4	6	3
\$275,001 - \$350,000	17.64%	4	3	4	4	4
\$350,001 - \$500,000	15.48%	6	5	4	8	5
\$500,001 and up	10.06%	9	19	10	8	15
Median Closed DOM		5	5	4	7	7
Total Closed Units	100%	924	121	496	266	41
Total Closed Volume		266,394,001	19.27M	119.73M	105.90M	21.49M

July 2022



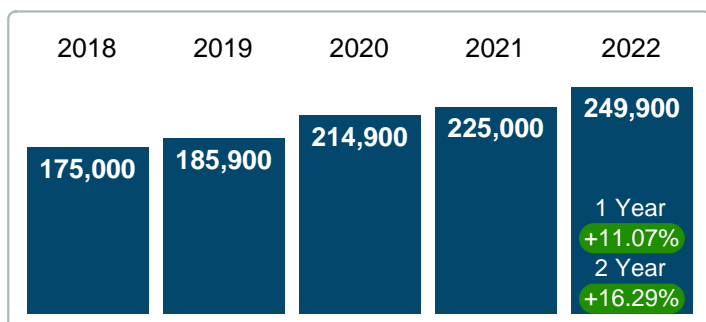
Area Delimited by County Of Tulsa - Residential Property Type



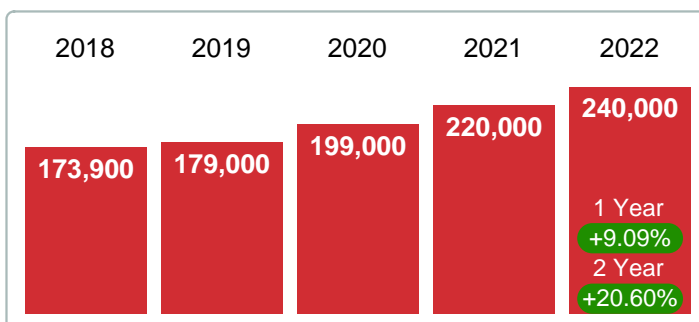
MEDIAN LIST PRICE AT CLOSING

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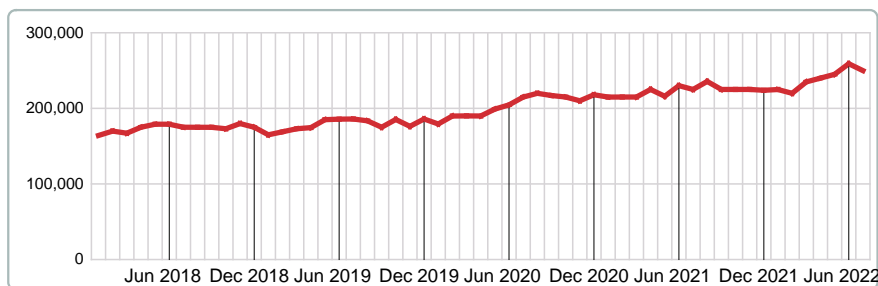
JULY



YEAR TO DATE (YTD)

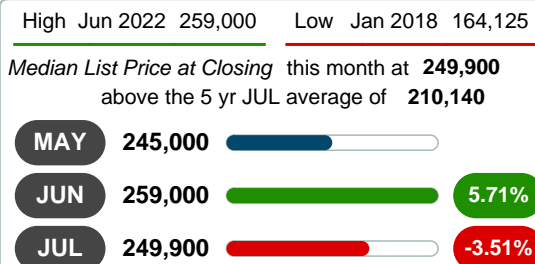


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 210,140



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	78	8.44%	69,085	66,500	78,000	72,000	0	
\$100,001 - \$150,000	97	10.50%	134,900	122,900	140,000	126,250	0	
\$150,001 - \$200,000	134	14.50%	178,450	174,900	176,000	187,500	200,000	
\$200,001 - \$275,000	234	25.32%	239,900	230,000	235,000	251,930	250,000	
\$275,001 - \$350,000	148	16.02%	305,000	305,450	299,900	308,950	320,000	
\$350,001 - \$500,000	145	15.69%	412,500	402,450	400,000	417,450	395,000	
\$500,001 and up	88	9.52%	649,250	649,750	699,500	622,000	650,000	
Median List Price		249,900		128,000	220,000	361,000	429,900	
Total Closed Units		924	100%	249,900	121	496	266	41
Total Closed Volume		264,780,245			19.33M	118.40M	105.42M	21.62M

July 2022



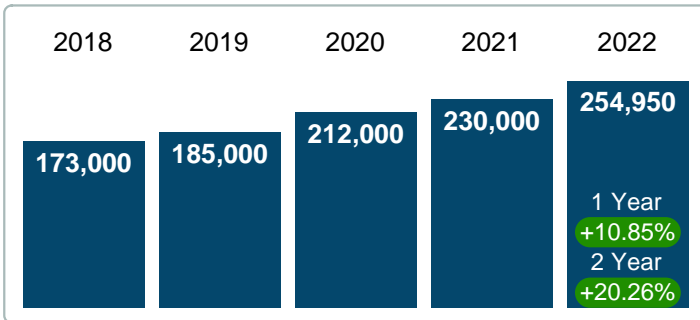
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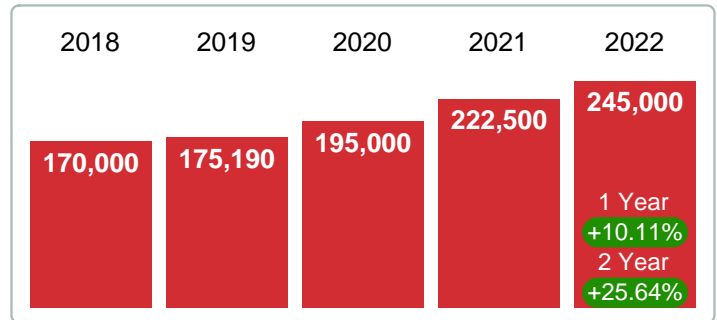
MEDIAN SOLD PRICE AT CLOSING

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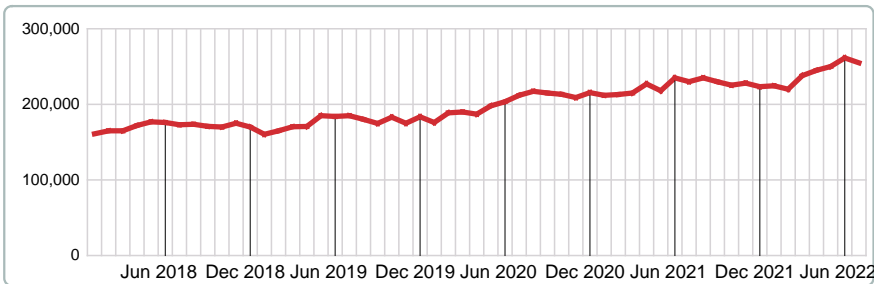
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

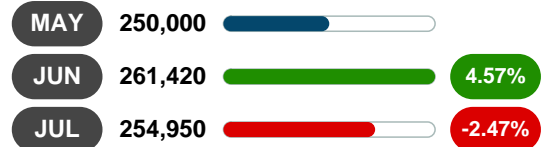


3 MONTHS

5 year JUL AVG = 210,990

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

Median Sold Price at Closing this month at **254,950**
above the 5 yr JUL average of **210,990**



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	8.33%	65,000	60,000	78,850	100,000	0
\$100,001 - \$150,000	9.85%	130,000	126,000	135,000	111,250	0
\$150,001 - \$200,000	13.85%	180,000	185,000	180,000	175,000	200,000
\$200,001 - \$275,000	24.78%	240,000	230,000	235,000	255,000	235,000
\$275,001 - \$350,000	17.64%	305,000	312,450	300,000	305,000	326,500
\$350,001 - \$500,000	15.48%	412,500	402,500	412,000	413,250	395,000
\$500,001 and up	10.06%	635,000	652,500	709,000	598,500	650,000
Median Sold Price		254,950	128,000	225,000	364,450	430,000
Total Closed Units	100%	924	121	496	266	41
Total Closed Volume		266,394,001	19.27M	119.73M	105.90M	21.49M

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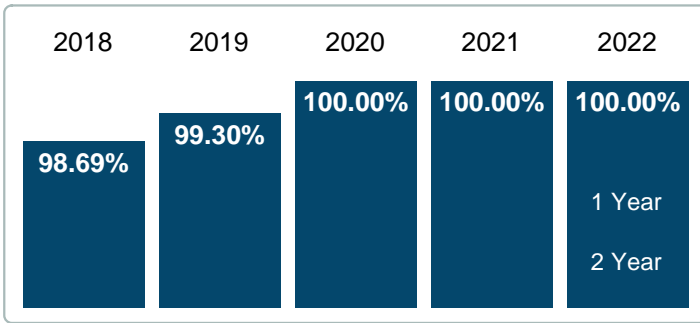
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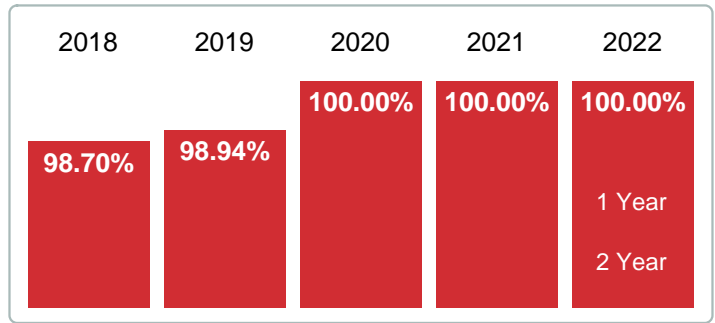
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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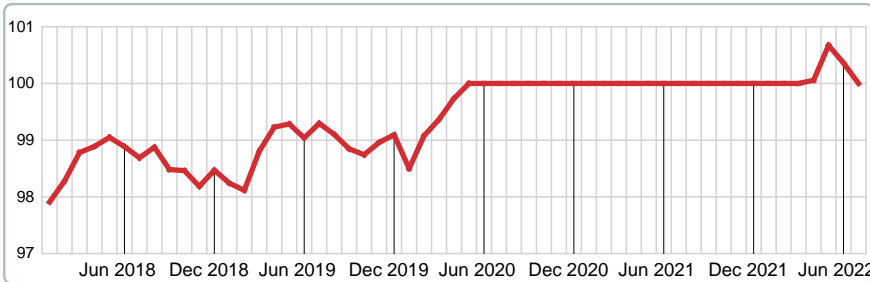
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

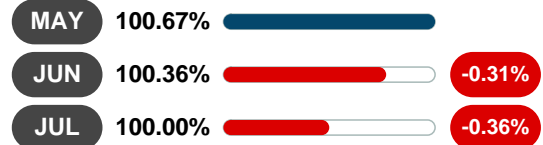


3 MONTHS

5 year JUL AVG = 99.60%

High May 2022 100.67% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr JUL 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	77	8.33%	96.83%	95.56%	100.00%	100.00%	0.00%	
\$100,001 - \$150,000	91	9.85%	100.00%	100.00%	100.43%	90.83%	0.00%	
\$150,001 - \$200,000	128	13.85%	100.71%	102.83%	100.91%	98.26%	100.00%	
\$200,001 - \$275,000	229	24.78%	101.63%	100.00%	101.99%	100.00%	97.18%	
\$275,001 - \$350,000	163	17.64%	100.00%	101.74%	100.03%	100.00%	100.00%	
\$350,001 - \$500,000	143	15.48%	100.00%	98.95%	100.00%	100.02%	100.00%	
\$500,001 and up	93	10.06%	100.00%	100.35%	100.00%	100.00%	100.00%	
Median Sold/List Ratio		100.00%		100.00%	100.33%	100.00%	100.00%	
Total Closed Units		924	100%	100.00%				
Total Closed Volume		266,394,001			19.27M	119.73M	105.90M	21.49M

July 2022



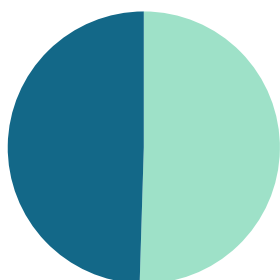
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY



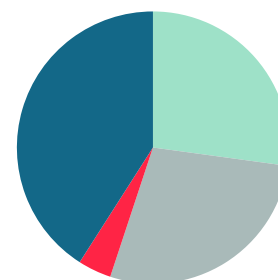
Inventory

- 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%
Median List Price	225,000	249,900	11.07%	220,000	240,000	9.09%
Median Sale Price	230,000	254,950	10.85%	222,500	245,000	10.11%
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	5.00	0.00%	5.00	4.00	-20.00%
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

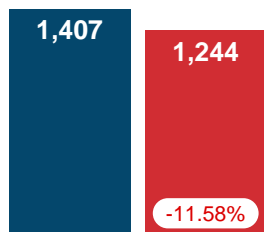
Inventory on July 31, 2022 = **1,393**

2021 **2022**

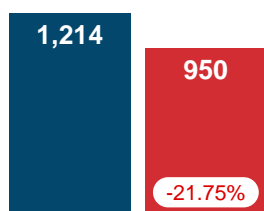
JULY MARKET

MEDIAN PRICES

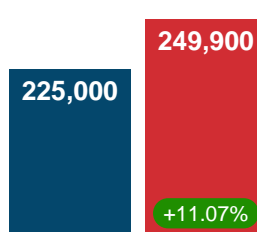
New Listings



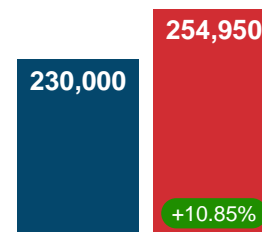
Pending Listings



List Price



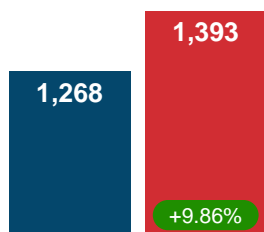
Sale Price



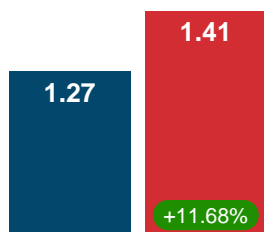
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

+0.00%