

# June 2022



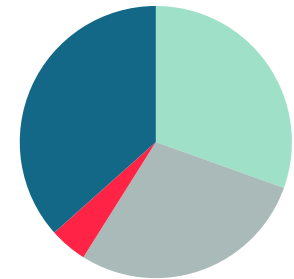
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	June 2022	+/-%
Closed Listings	1,178	1,016	-13.75%
Pending Listings	1,143	949	-16.97%
New Listings	1,418	1,367	-3.60%
Average List Price	281,446	313,113	11.25%
Average Sale Price	281,911	316,004	12.09%
Average Percent of Selling Price to List Price	100.87%	101.75%	0.87%
Average Days on Market to Sale	12.00	12.45	3.75%
End of Month Inventory	1,184	1,220	3.04%
Months Supply of Inventory	1.18	1.22	3.53%



■ Closed (30.47%)  
■ Pending (28.46%)  
■ Other OffMarket (4.47%)  
■ Active (36.59%)

**Absorption:** Last 12 months, an Average of **1,002** Sales/Month  
**Active Inventory** as of June 30, 2022 = **1,220**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2022 rose **3.04%** to 1,220 existing homes available for sale. Over the last 12 months this area has had an average of 1,002 closed sales per month. This represents an unsold inventory index of **1.22** 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 **12.09%** in June 2022 to \$316,004 versus the previous year at \$281,911.

#### Average Days on Market Lengthens

The average number of **12.45** days that homes spent on the market before selling increased by 0.45 days or **3.75%** in June 2022 compared to last year's same month at **12.00** DOM.

#### Sales Success for June 2022 is Positive

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

There were 1,367 New Listings in June 2022, down **3.60%** from last year at 1,418. Furthermore, there were 1,016 Closed Listings this month versus last year at 1,178, a **-13.75%** decrease.

Closed versus Listed trends yielded a **74.3%** ratio, down from previous year's, June 2021, at **83.1%**, a **10.53%** 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>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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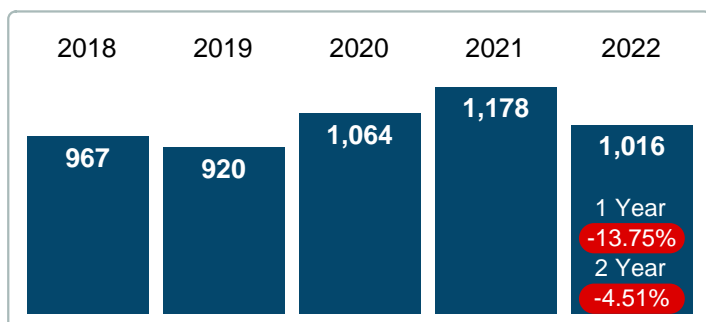
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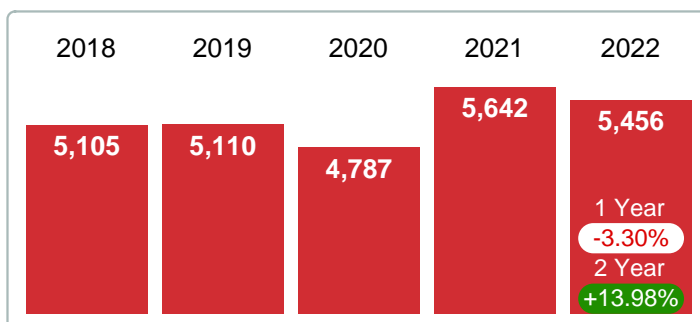
## CLOSED LISTINGS

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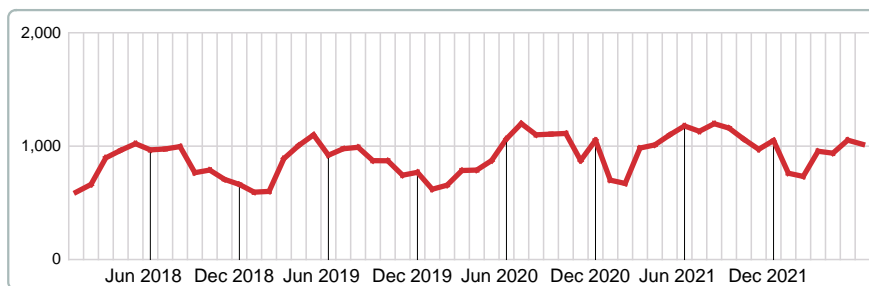
### JUNE



### YEAR TO DATE (YTD)

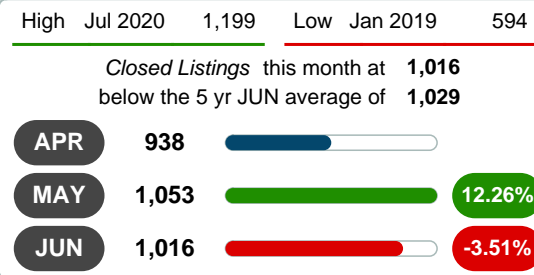


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,029



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	100	9.84%	12.1	52	44	4	0
\$125,001 - \$175,000	106	10.43%	7.2	16	83	6	1
\$175,001 - \$225,000	144	14.17%	7.1	16	108	19	1
\$225,001 - \$300,000	270	26.57%	8.1	15	170	79	6
\$300,001 - \$375,000	147	14.47%	14.8	4	67	66	10
\$375,001 - \$525,000	148	14.57%	14.2	5	40	82	21
\$525,001 and up	101	9.94%	31.7	1	10	58	32
<b>Total Closed Units</b>	<b>1,016</b>			<b>109</b>	<b>522</b>	<b>314</b>	<b>71</b>
<b>Total Closed Volume</b>	<b>321,060,380</b>	<b>100%</b>	<b>12.4</b>	<b>17.83M</b>	<b>129.02M</b>	<b>128.54M</b>	<b>45.67M</b>
<b>Average Closed Price</b>	<b>\$316,004</b>			<b>\$163,563</b>	<b>\$247,167</b>	<b>\$409,374</b>	<b>\$643,197</b>

# June 2022



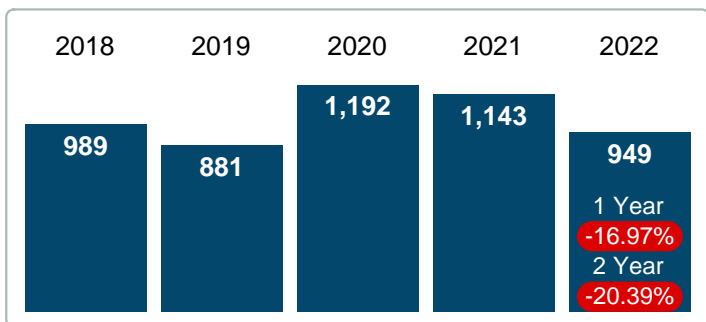
Area Delimited by County Of Tulsa - Residential Property Type



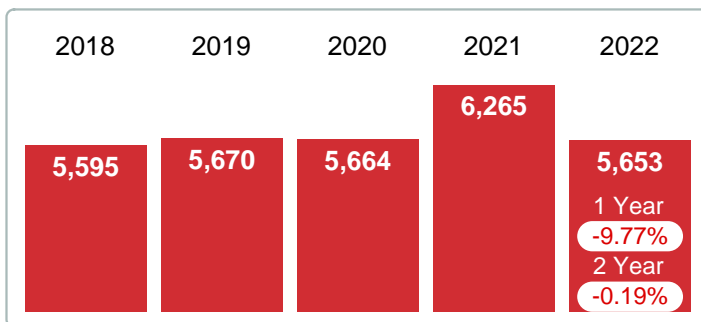
## PENDING LISTINGS

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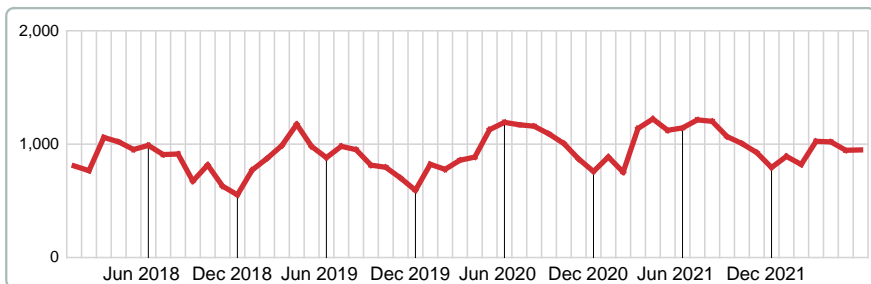
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

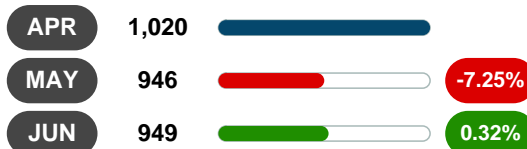


### 3 MONTHS

5 year JUN AVG = 1,031

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **949**  
below the 5 yr JUN average of **1,031**



### 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	70	7.38%	19.6	44	23	3	0
\$100,001 - \$150,000	97	10.22%	17.2	24	67	6	0
\$150,001 - \$200,000	137	14.44%	9.8	13	112	12	0
\$200,001 - \$275,000	246	25.92%	12.0	17	184	43	2
\$275,001 - \$375,000	189	19.92%	16.8	7	91	86	5
\$375,001 - \$525,000	118	12.43%	24.3	6	33	70	9
\$525,001 and up	92	9.69%	33.6	2	14	49	27
<b>Total Pending Units</b>	<b>949</b>			<b>113</b>	<b>524</b>	<b>269</b>	<b>43</b>
<b>Total Pending Volume</b>	<b>286,782,572</b>	<b>100%</b>	<b>17.1</b>	<b>18.27M</b>	<b>129.35M</b>	<b>108.87M</b>	<b>30.29M</b>
<b>Average Listing Price</b>	<b>\$301,331</b>			<b>\$161,719</b>	<b>\$246,843</b>	<b>\$404,733</b>	<b>\$704,405</b>

# June 2022



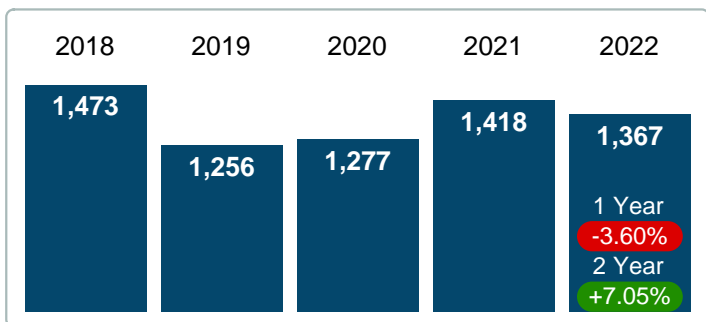
Area Delimited by County Of Tulsa - Residential Property Type



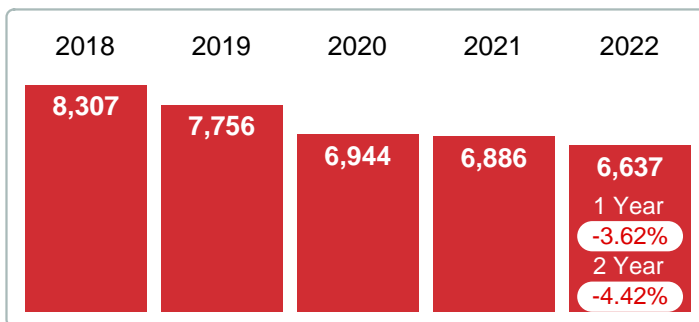
## NEW LISTINGS

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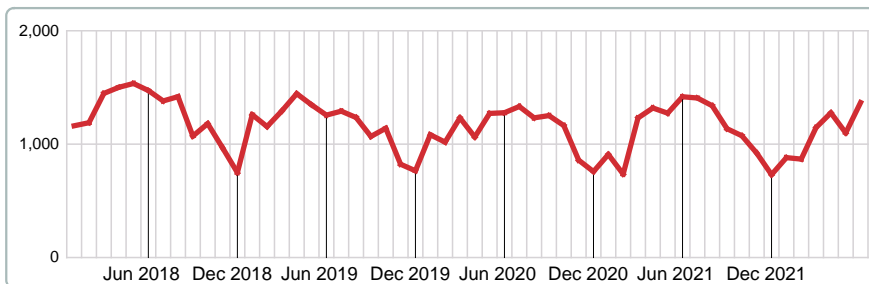
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,358

High May 2018 1,535 Low Dec 2021 731

New Listings this month at 1,367  
above the 5 yr JUN average of 1,358



### 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	120	8.78%	61	51	8	0
\$125,001 - \$175,000	177	12.95%	34	129	12	2
\$175,001 - \$225,000	204	14.92%	13	161	29	1
\$225,001 - \$275,000	245	17.92%	13	169	59	4
\$275,001 - \$375,000	310	22.68%	7	135	156	12
\$375,001 - \$525,000	167	12.22%	6	48	94	19
\$525,001 and up	144	10.53%	1	30	75	38
<b>Total New Listed Units</b>	<b>1,367</b>		<b>135</b>	<b>723</b>	<b>433</b>	<b>76</b>
<b>Total New Listed Volume</b>	<b>434,033,309</b>	<b>100%</b>	<b>21.60M</b>	<b>186.99M</b>	<b>174.75M</b>	<b>50.69M</b>
<b>Average New Listed Listing Price</b>	<b>\$304,510</b>		<b>\$160,006</b>	<b>\$258,627</b>	<b>\$403,588</b>	<b>\$666,996</b>

# June 2022



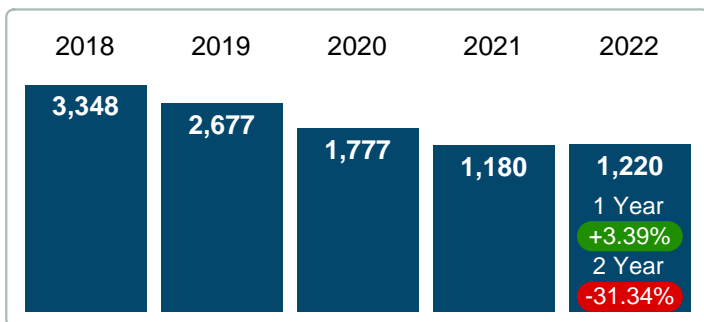
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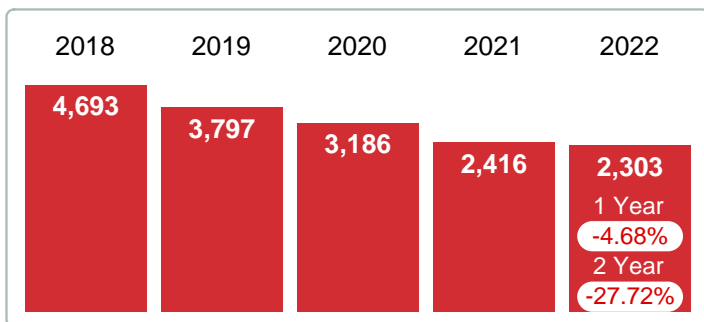
## ACTIVE INVENTORY

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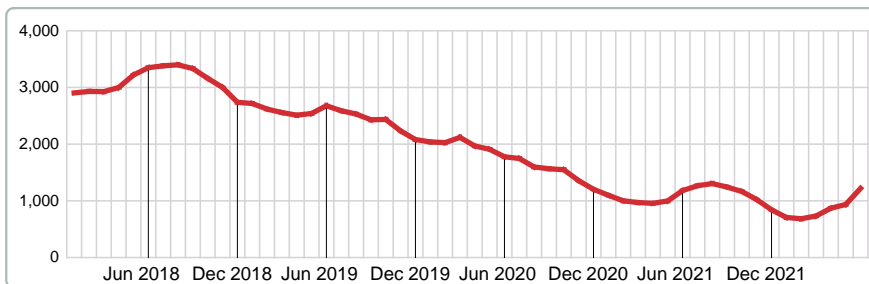
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

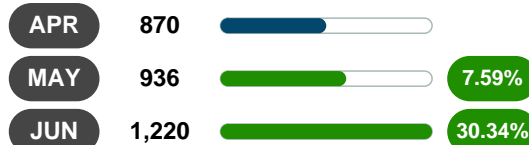


### 3 MONTHS

5 year JUN AVG = 2,040

High Aug 2018 3,399 Low Feb 2022 684

Inventory this month at 1,220 below the 5 yr JUN average of 2,040



### 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	112	9.18%	77.3	56	49	7	0
\$125,001 - \$175,000	126	10.33%	32.7	30	79	15	2
\$175,001 - \$250,000	200	16.39%	27.3	15	139	42	4
\$250,001 - \$350,000	304	24.92%	34.1	5	143	145	11
\$350,001 - \$475,000	181	14.84%	40.3	5	58	102	16
\$475,001 - \$675,000	172	14.10%	71.0	0	36	113	23
\$675,001 and up	125	10.25%	64.6	1	16	54	54
<b>Total Active Inventory by Units</b>	<b>1,220</b>			<b>112</b>	<b>520</b>	<b>478</b>	<b>110</b>
<b>Total Active Inventory by Volume</b>	<b>510,356,836</b>	<b>100%</b>	<b>46.0</b>	<b>16.51M</b>	<b>148.94M</b>	<b>223.74M</b>	<b>121.18M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$418,325</b>			<b>\$147,401</b>	<b>\$286,415</b>	<b>\$468,067</b>	<b>\$1,101,599</b>

# June 2022



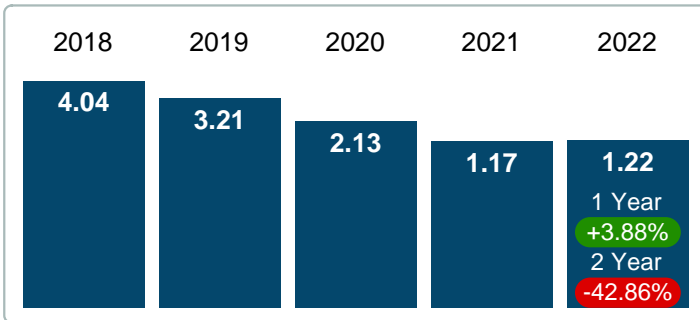
Area Delimited by County Of Tulsa - Residential Property Type



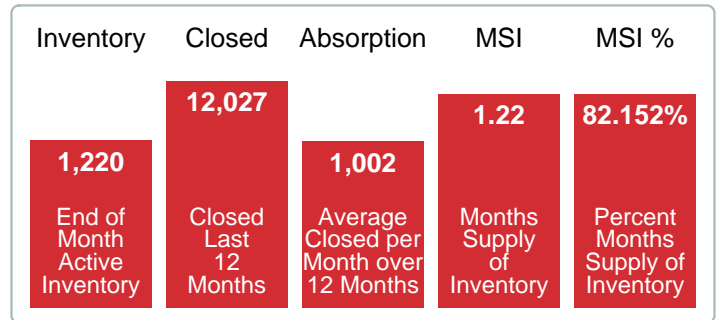
## MONTHS SUPPLY of INVENTORY (MSI)

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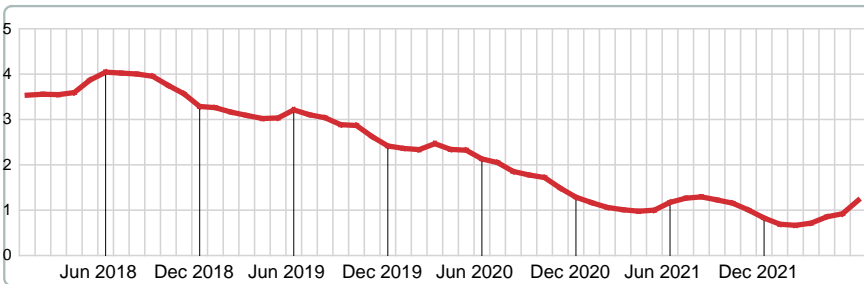
### MSI FOR JUNE



### INDICATORS FOR JUNE 2022

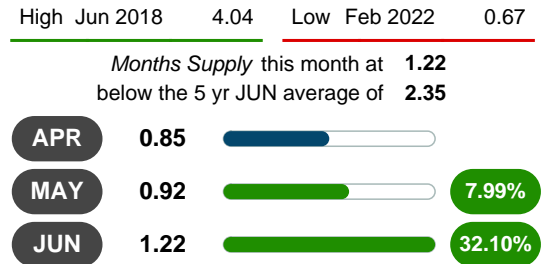


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2.35



### 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	112	9.18%	0.84	0.92	0.74	1.11	0.00
\$125,001 - \$175,000	126	10.33%	0.84	1.15	0.71	1.33	3.00
\$175,001 - \$250,000	200	16.39%	0.73	0.67	0.72	0.78	0.98
\$250,001 - \$350,000	304	24.92%	1.45	0.51	1.48	1.54	1.25
\$350,001 - \$475,000	181	14.84%	1.34	1.71	1.44	1.36	0.98
\$475,001 - \$675,000	172	14.10%	2.59	0.00	2.88	2.83	1.69
\$675,001 and up	125	10.25%	3.57	4.00	4.27	3.10	3.98
Market Supply of Inventory (MSI)			1.22	0.91	0.99	1.60	1.92
Total Active Inventory by Units		100%	1,220	112	520	478	110

# June 2022



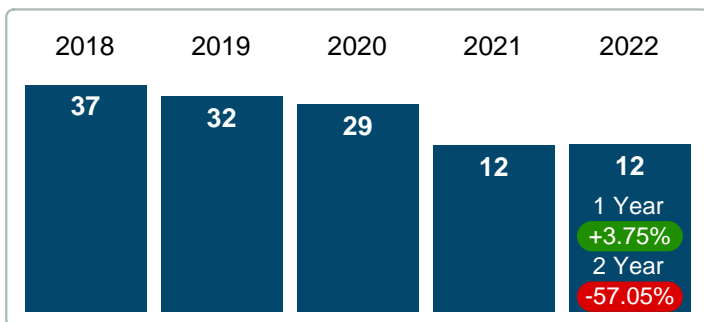
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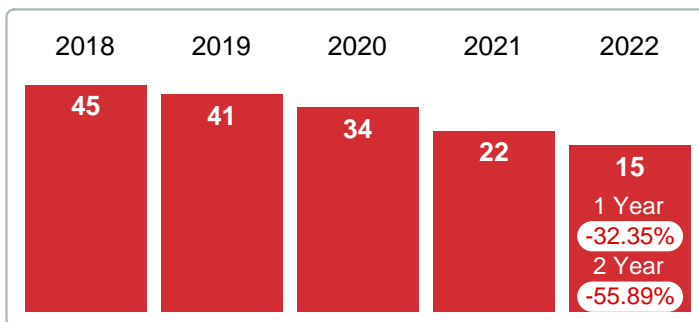
## AVERAGE DAYS ON MARKET TO SALE

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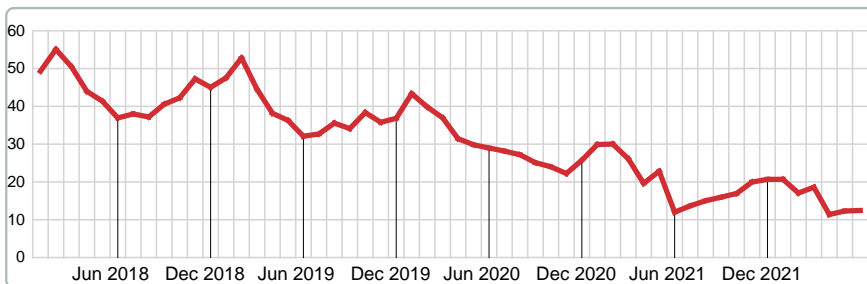
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

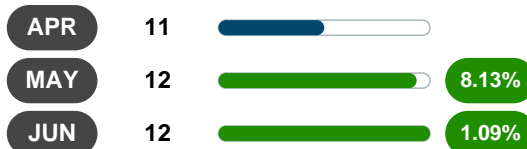


### 3 MONTHS

5 year JUN AVG = 24

High Feb 2018 55 Low Apr 2022 11

Average Days on Market to Sale this month at 12 below the 5 yr JUN average of 24



### 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
\$125,000 and less	9.84%	12	10	9	62	0
\$125,001 - \$175,000	10.43%	7	5	7	12	10
\$175,001 - \$225,000	14.17%	7	5	7	8	1
\$225,001 - \$300,000	26.57%	8	7	8	9	5
\$300,001 - \$375,000	14.47%	15	13	15	14	17
\$375,001 - \$525,000	14.57%	14	21	20	11	14
\$525,001 and up	9.94%	32	1	19	30	39
<b>Average Closed DOM</b>		<b>12</b>	<b>9</b>	<b>10</b>	<b>15</b>	<b>25</b>
<b>Total Closed Units</b>	<b>1,016</b>	<b>100%</b>	<b>109</b>	<b>522</b>	<b>314</b>	<b>71</b>
<b>Total Closed Volume</b>	<b>321,060,380</b>		<b>17.83M</b>	<b>129.02M</b>	<b>128.54M</b>	<b>45.67M</b>

# June 2022



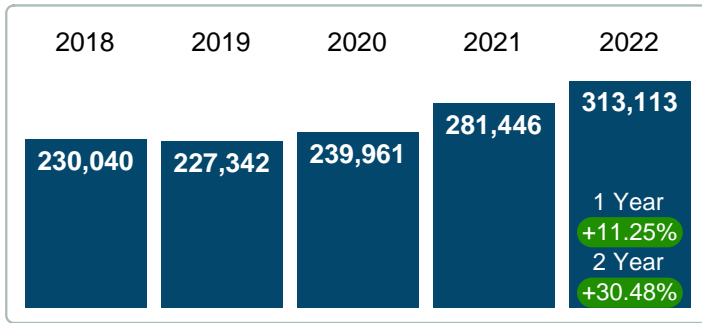
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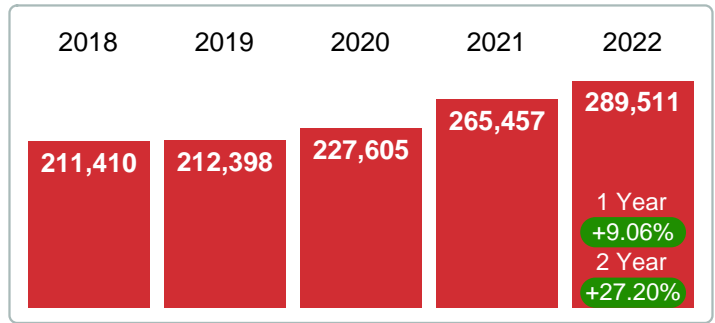
## AVERAGE LIST PRICE AT CLOSING

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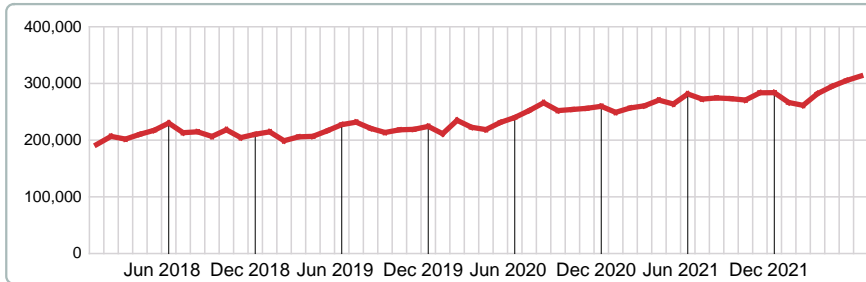
### JUNE



### YEAR TO DATE (YTD)

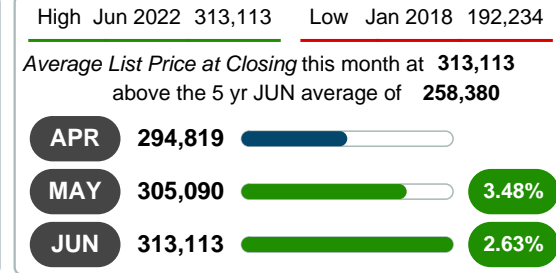


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 258,380



### 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
\$125,000 and less	10.24%	85,087	75,596	95,785	80,875	0
\$125,001 - \$175,000	11.22%	154,673	150,163	151,430	163,817	195,000
\$175,001 - \$225,000	16.44%	203,436	193,175	195,952	204,047	200,000
\$225,001 - \$300,000	25.59%	262,793	251,913	248,917	264,717	259,117
\$300,001 - \$375,000	12.70%	341,946	319,700	332,097	333,237	350,860
\$375,001 - \$525,000	14.57%	445,959	433,000	432,328	439,055	444,671
\$525,001 and up	9.25%	842,849	749,000	653,379	746,105	1,007,019
<b>Average List Price</b>		<b>313,113</b>	<b>159,595</b>	<b>242,030</b>	<b>405,625</b>	<b>662,267</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>313,113</b>	<b>109</b>	<b>522</b>	<b>314</b>	<b>71</b>
<b>Total Closed Volume</b>		<b>318,122,490</b>	<b>17.40M</b>	<b>126.34M</b>	<b>127.37M</b>	<b>47.02M</b>



# June 2022



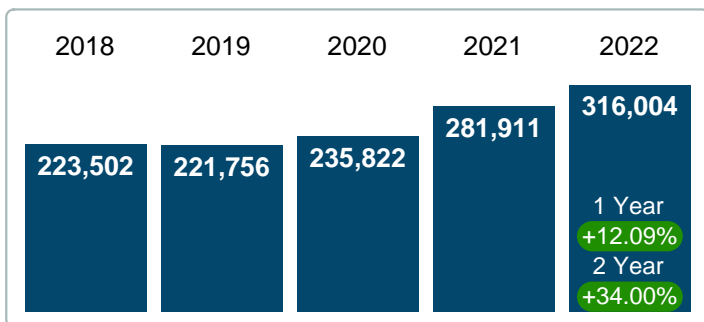
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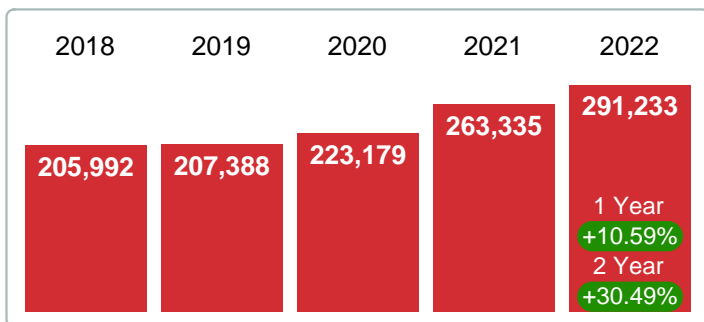
## AVERAGE SOLD PRICE AT CLOSING

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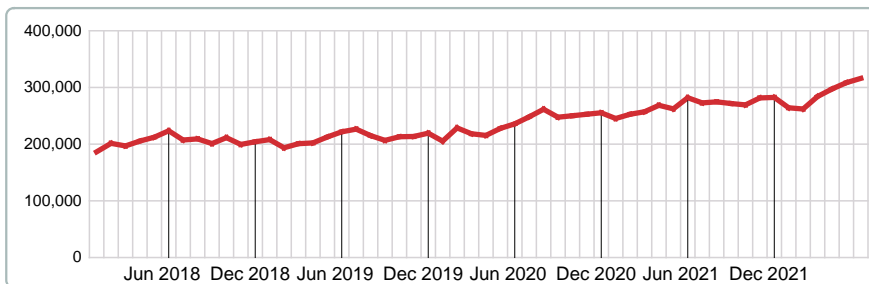
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 255,799

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

Average Sold Price at Closing this month at **316,004**  
above the 5 yr JUN average of **255,799**

- APR 297,242
- MAY 308,489 3.78%
- JUN 316,004 2.44%

### 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
\$125,000 and less <span>100</span>	9.84%	83,258	76,493	91,936	75,750	0
\$125,001 - \$175,000 <span>106</span>	10.43%	154,157	154,713	153,425	159,333	175,000
\$175,001 - \$225,000 <span>144</span>	14.17%	202,352	202,493	201,457	207,132	206,000
\$225,001 - \$300,000 <span>270</span>	26.57%	260,366	259,667	256,130	269,416	263,000
\$300,001 - \$375,000 <span>147</span>	14.47%	338,710	327,375	337,836	338,361	351,400
\$375,001 - \$525,000 <span>148</span>	14.57%	442,718	436,400	439,964	443,758	445,407
\$525,001 and up <span>101</span>	9.94%	808,354	749,000	670,900	747,333	963,765
<b>Average Sold Price</b>		<b>316,004</b>	<b>163,563</b>	<b>247,167</b>	<b>409,374</b>	<b>643,197</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>316,004</b>	<b>109</b>	<b>522</b>	<b>314</b>	<b>71</b>
<b>Total Closed Volume</b>		<b>321,060,380</b>	<b>17.83M</b>	<b>129.02M</b>	<b>128.54M</b>	<b>45.67M</b>

# June 2022



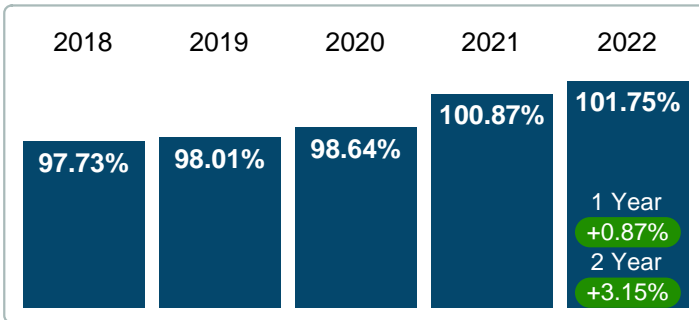
Area Delimited by County Of Tulsa - Residential Property Type



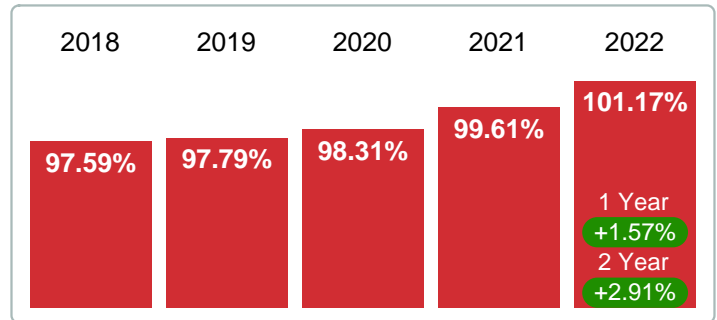
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

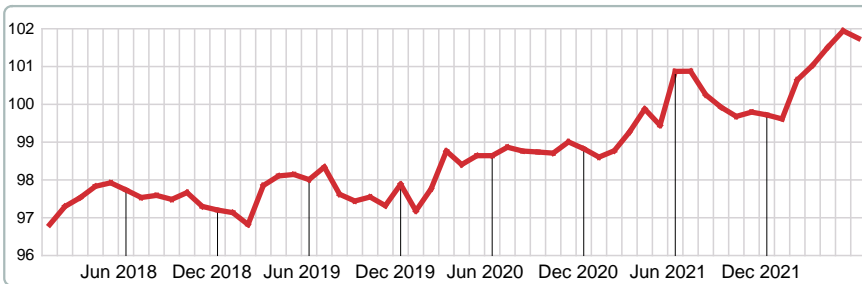
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

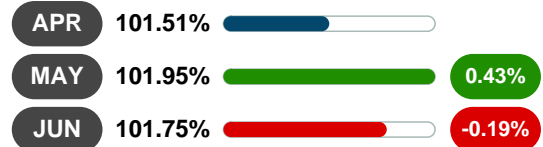


### 3 MONTHS

5 year JUN AVG = 99.40%

High May 2022 101.95% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **101.75%**  
above the 5 yr JUN average of **99.40%**



## 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
\$125,000 and less	100	9.84%	99.04%	100.95%	97.29%	93.43%	0.00%
\$125,001 - \$175,000	106	10.43%	101.79%	103.33%	101.97%	97.19%	89.74%
\$175,001 - \$225,000	144	14.17%	103.31%	105.09%	103.32%	101.73%	103.00%
\$225,001 - \$300,000	270	26.57%	102.77%	103.60%	103.12%	101.94%	101.44%
\$300,001 - \$375,000	147	14.47%	101.80%	102.42%	102.04%	101.73%	100.39%
\$375,001 - \$525,000	148	14.57%	101.36%	100.83%	101.97%	101.33%	100.47%
\$525,001 and up	101	9.94%	99.92%	100.00%	102.07%	100.49%	98.21%
<b>Average Sold/List Ratio</b>			<b>101.70%</b>	<b>102.31%</b>	<b>102.24%</b>	<b>101.26%</b>	<b>99.41%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>101.70%</b>	<b>109</b>	<b>522</b>	<b>314</b>	<b>71</b>
<b>Total Closed Volume</b>				<b>17.83M</b>	<b>129.02M</b>	<b>128.54M</b>	<b>45.67M</b>

# June 2022



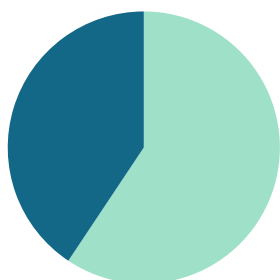
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

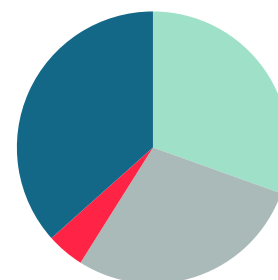


**Inventory**  
 New Listings  
**1,367 = 59.36%**  
 Start Inventory  
**936**  
 Total Inventory Units  
**2,303**  
 Volume  
**\$850,858,767**

### Market Activity

Closed Sales  
**1,016 = 30.47%**  
 Pending Sales  
**949 = 28.46%**  
 Other Off Market  
**149 = 4.47%**  
 Active Inventory  
**1,220 = 36.59%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,178	1,016	-13.75%	5,642	5,456	-3.30%
Pending Sales	1,143	949	-16.97%	6,265	5,653	-9.77%
New Listings	1,418	1,367	-3.60%	6,886	6,637	-3.62%
Average List Price	281,446	313,113	11.25%	265,457	289,511	9.06%
Average Sale Price	281,911	316,004	12.09%	263,335	291,233	10.59%
Average Percent of Selling Price to List Price	100.87%	101.75%	0.87%	99.61%	101.17%	1.57%
Average Days on Market to Sale	12.00	12.45	3.75%	22.30	15.09	-32.35%
Monthly Inventory	1,184	1,220	3.04%	1,184	1,220	3.04%
Months Supply of Inventory	1.18	1.22	3.53%	1.18	1.22	3.53%

**Absorption:** Last 12 months, an Average of **1,002** Sales/Month

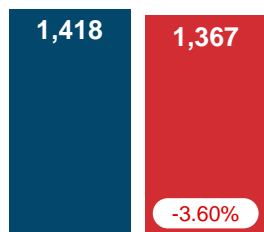
**Inventory** on June 30, 2022 = **1,220**

**2021** **2022**

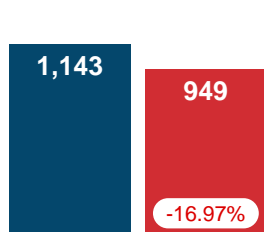
### JUNE MARKET

### AVERAGE PRICES

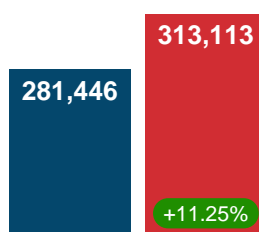
#### New Listings



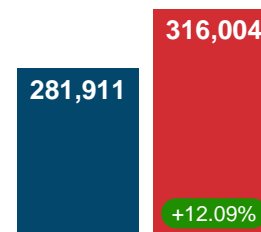
#### Pending Listings



#### List Price



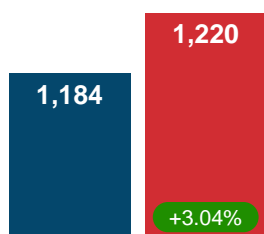
#### Sale Price



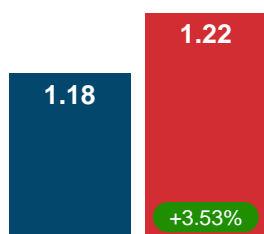
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

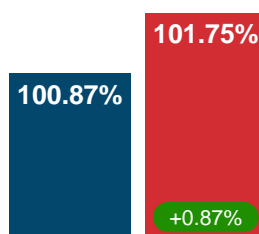
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

