

# May 2022



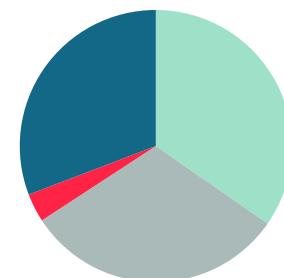
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	May 2022	+/-%
Closed Listings	1,099	1,053	-4.19%
Pending Listings	1,122	946	-15.69%
New Listings	1,273	1,099	-13.67%
Average List Price	263,746	305,090	15.68%
Average Sale Price	262,249	308,489	17.63%
Average Percent of Selling Price to List Price	99.45%	101.95%	2.51%
Average Days on Market to Sale	22.84	12.31	-46.10%
End of Month Inventory	1,002	936	-6.59%
Months Supply of Inventory	1.00	0.92	-8.27%



■ Closed (34.66%)  
■ Pending (31.14%)  
■ Other OffMarket (3.39%)  
■ Active (30.81%)

**Absorption:** Last 12 months, an Average of **1,016** Sales/Month  
**Active Inventory** as of May 31, 2022 = **936**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2022 decreased **6.59%** to 936 existing homes available for sale. Over the last 12 months this area has had an average of 1,016 closed sales per month. This represents an unsold inventory index of **0.92** 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 **17.63%** in May 2022 to \$308,489 versus the previous year at \$262,249.

#### Average Days on Market Shortens

The average number of **12.31** days that homes spent on the market before selling decreased by 10.53 days or **46.10%** in May 2022 compared to last year's same month at **22.84** DOM.

#### Sales Success for May 2022 is Positive

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

There were 1,099 New Listings in May 2022, down **13.67%** from last year at 1,273. Furthermore, there were 1,053 Closed Listings this month versus last year at 1,099, a **-4.19%** decrease.

Closed versus Listed trends yielded a **95.8%** ratio, up from previous year's, May 2021, at **86.3%**, a **10.98%** upswing. This will certainly create pressure on a decreasing 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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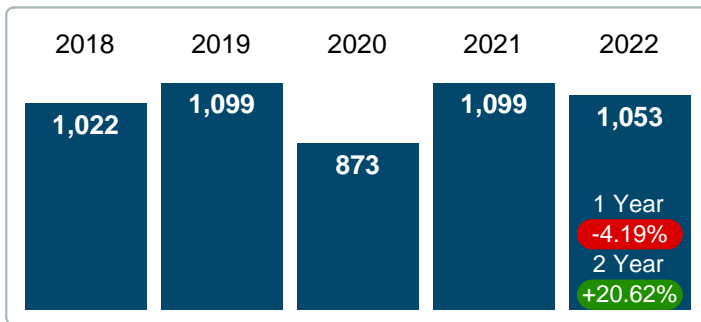
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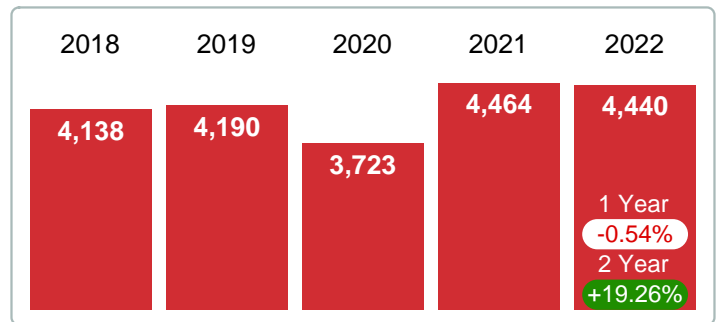
## CLOSED LISTINGS

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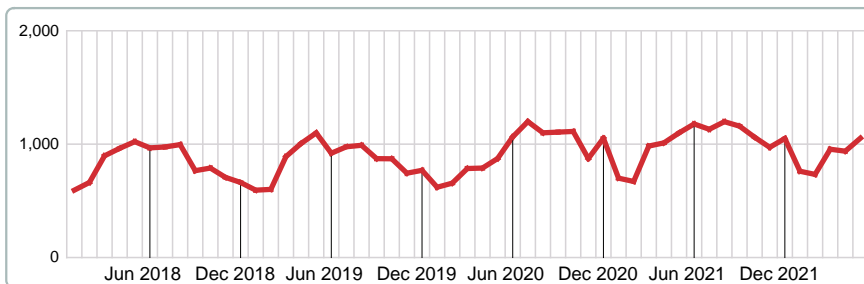
### MAY



### YEAR TO DATE (YTD)

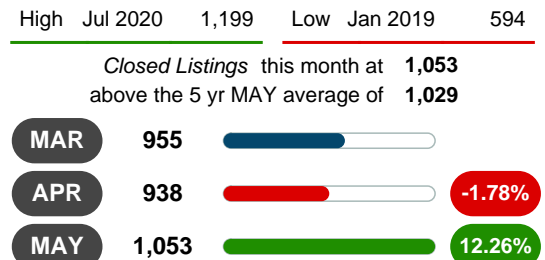


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY 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
\$100,000 and less	81	7.69%	12.6	50	30	1	0
\$100,001 - \$150,000	98	9.31%	10.6	28	66	4	0
\$150,001 - \$200,000	138	13.11%	7.2	20	103	15	0
\$200,001 - \$300,000	339	32.19%	7.4	25	235	73	6
\$300,001 - \$375,000	149	14.15%	12.2	3	69	73	4
\$375,001 - \$500,000	134	12.73%	15.5	1	37	81	15
\$500,001 and up	114	10.83%	30.7	0	18	73	23
<b>Total Closed Units</b>	<b>1,053</b>			<b>127</b>	<b>558</b>	<b>320</b>	<b>48</b>
<b>Total Closed Volume</b>	<b>324,838,724</b>	<b>100%</b>	<b>12.3</b>	<b>18.05M</b>	<b>136.94M</b>	<b>137.68M</b>	<b>32.16M</b>
<b>Average Closed Price</b>	<b>\$308,489</b>			<b>\$142,160</b>	<b>\$245,412</b>	<b>\$430,254</b>	<b>\$670,062</b>

# May 2022



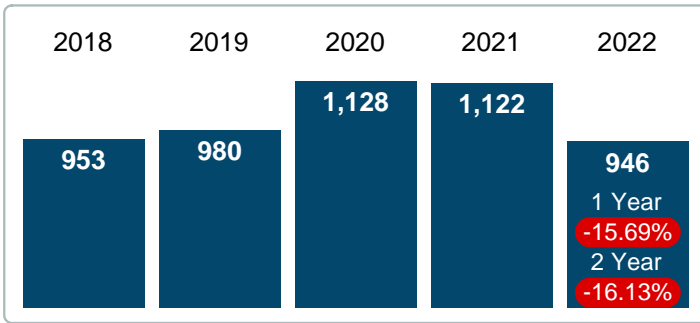
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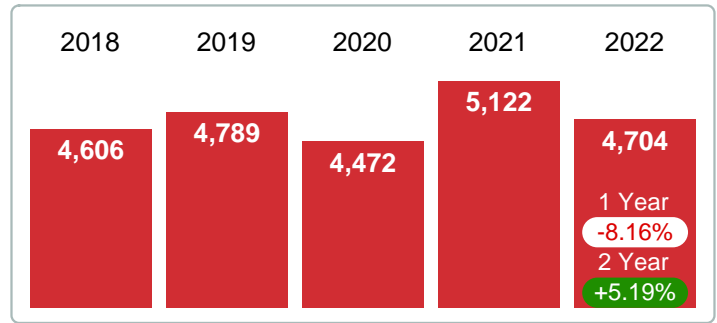
## PENDING LISTINGS

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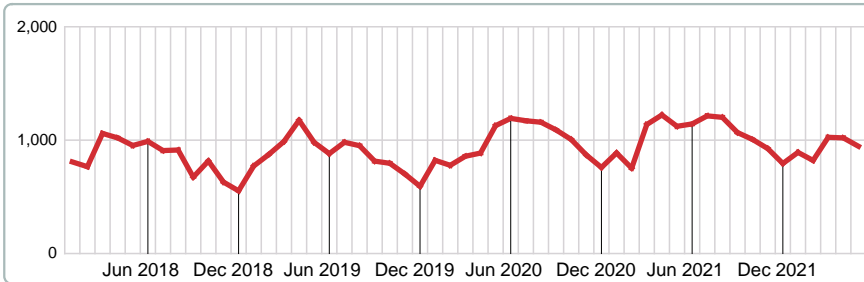
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

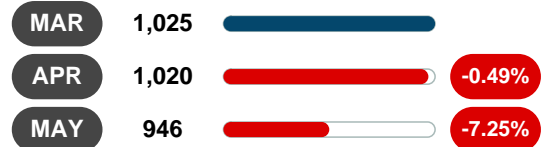


### 3 MONTHS

5 year MAY AVG = 1,026

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **946**  
below the 5 yr MAY average of **1,026**



### 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	83	8.77%	16.6	45	35	3	0
\$100,001 - \$150,000	87	9.20%	10.0	25	61	1	0
\$150,001 - \$200,000	144	15.22%	11.2	19	107	16	2
\$200,001 - \$275,000	226	23.89%	12.7	11	143	64	8
\$275,001 - \$375,000	186	19.66%	15.4	12	83	83	8
\$375,001 - \$525,000	129	13.64%	22.4	4	34	73	18
\$525,001 and up	91	9.62%	24.3	2	12	53	24
<b>Total Pending Units</b>	<b>946</b>			<b>118</b>	<b>475</b>	<b>293</b>	<b>60</b>
<b>Total Pending Volume</b>	<b>286,334,613</b>	<b>100%</b>	<b>15.4</b>	<b>18.82M</b>	<b>113.28M</b>	<b>119.40M</b>	<b>34.83M</b>
<b>Average Listing Price</b>	<b>\$302,701</b>			<b>\$159,528</b>	<b>\$238,485</b>	<b>\$407,500</b>	<b>\$580,537</b>

# May 2022



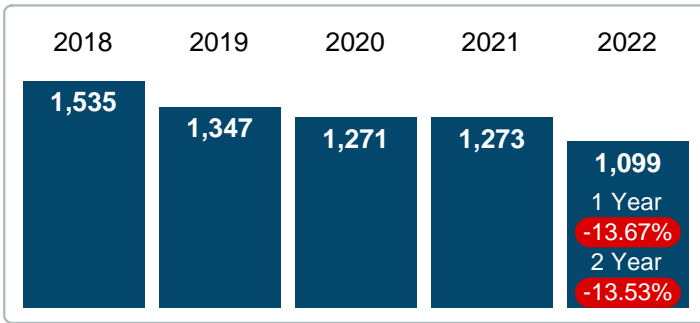
Area Delimited by County Of Tulsa - Residential Property Type



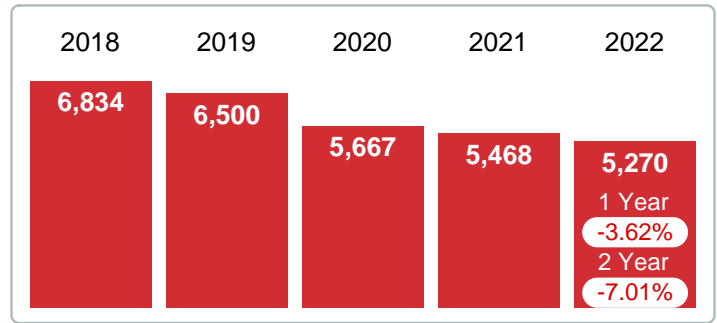
## NEW LISTINGS

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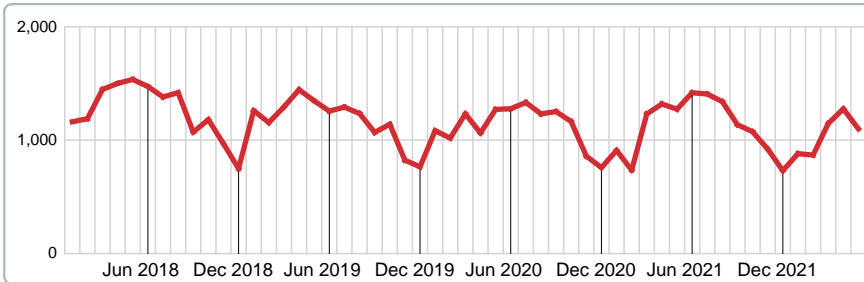
### MAY



### YEAR TO DATE (YTD)

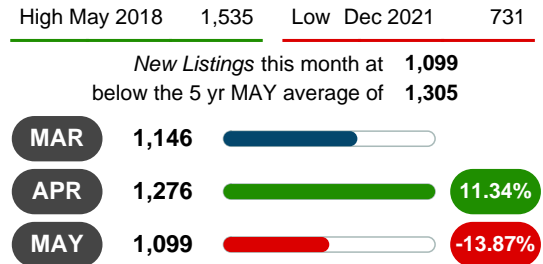


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 1,305



### 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	78	7.10%	48	29	1	0
\$100,001 - \$150,000	110	10.01%	30	73	7	0
\$150,001 - \$200,000	163	14.83%	23	121	16	3
\$200,001 - \$275,000	261	23.75%	12	174	62	13
\$275,001 - \$375,000	220	20.02%	14	101	98	7
\$375,001 - \$525,000	141	12.83%	5	35	87	14
\$525,001 and up	126	11.46%	3	11	77	35
<b>Total New Listed Units</b>	<b>1,099</b>		<b>135</b>	<b>544</b>	<b>348</b>	<b>72</b>
<b>Total New Listed Volume</b>	<b>349,691,661</b>	<b>100%</b>	<b>22.04M</b>	<b>130.55M</b>	<b>153.48M</b>	<b>43.62M</b>
<b>Average New Listed Listing Price</b>	<b>\$303,554</b>		<b>\$163,255</b>	<b>\$239,979</b>	<b>\$441,043</b>	<b>\$605,839</b>

# May 2022



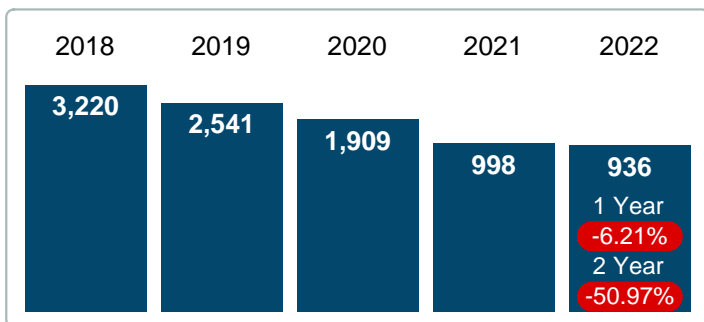
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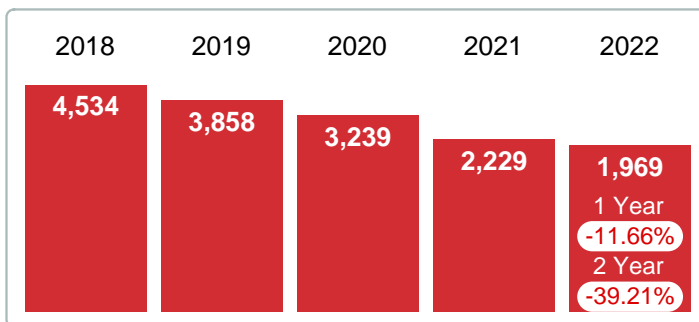
## ACTIVE INVENTORY

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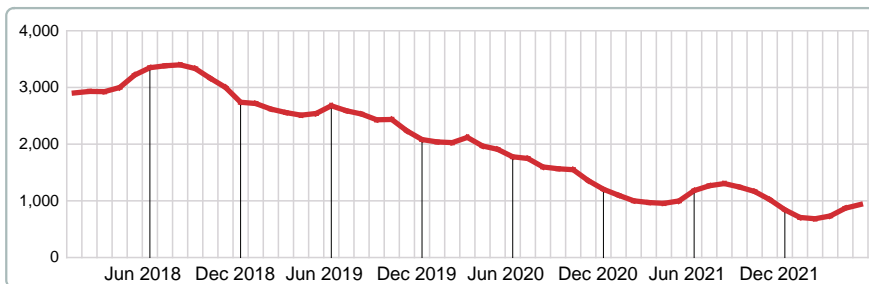
### END OF MAY



### ACTIVE DURING MAY



### 5 YEAR MARKET ACTIVITY TRENDS

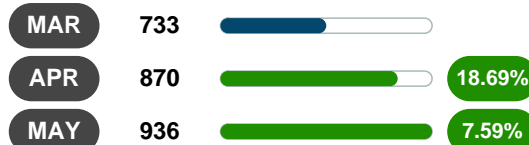


### 3 MONTHS

5 year MAY AVG = 1,921

High Aug 2018 3,399 Low Feb 2022 684

Inventory this month at **936**  
below the 5 yr MAY average of **1,921**



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	78	8.33%	94.2	49	28	1	0
\$100,001 - \$175,000	117	12.50%	37.2	26	77	13	1
\$175,001 - \$250,000	149	15.92%	30.0	16	97	31	5
\$250,001 - \$375,000	212	22.65%	43.8	7	99	100	6
\$375,001 - \$525,000	174	18.59%	60.0	3	49	109	13
\$525,001 - \$725,000	113	12.07%	80.9	2	19	69	23
\$725,001 and up	93	9.94%	69.8	0	7	38	48
Total Active Inventory by Units			936	103	376	361	96
Total Active Inventory by Volume			416,825,458	15.05M	107.29M	180.52M	113.96M
Average Active Inventory Listing Price			\$445,326	\$146,105	\$285,351	\$500,067	\$1,187,088

# May 2022



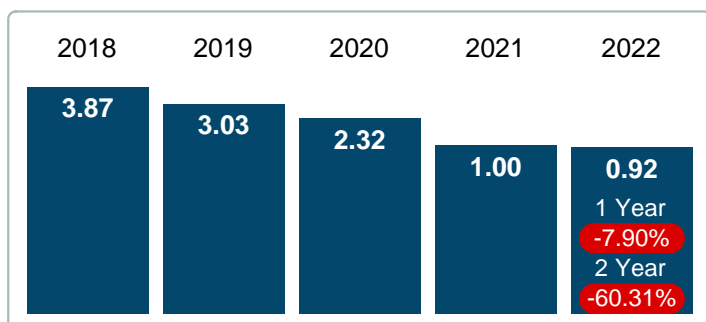
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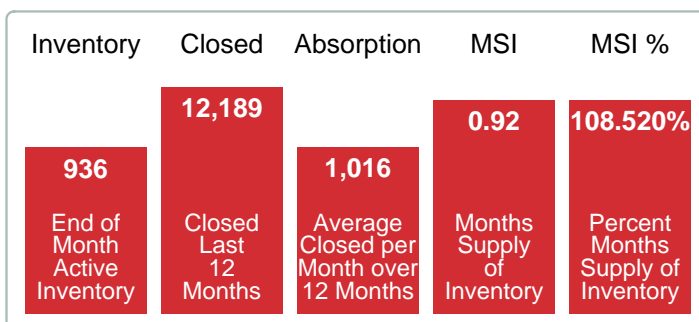
## MONTHS SUPPLY of INVENTORY (MSI)

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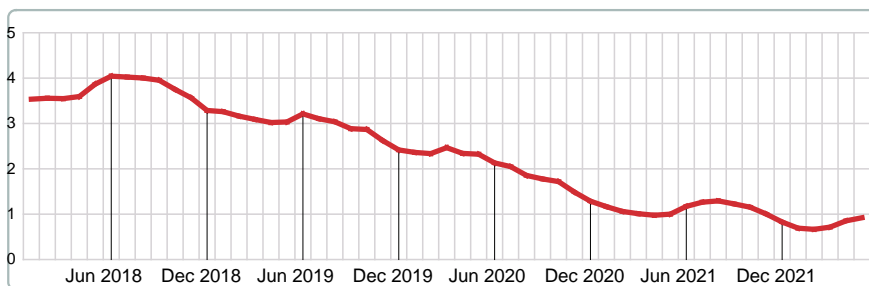
### MSI FOR MAY



### INDICATORS FOR MAY 2022

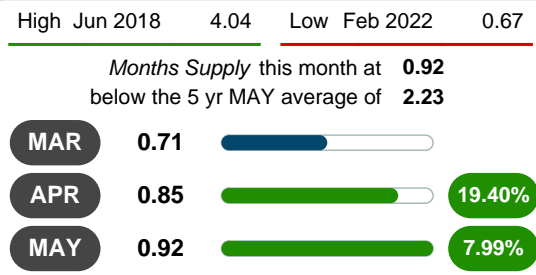


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 2.23



### 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
\$100,000 and less	78	8.33%	0.85	0.98	0.75	0.24	0.00
\$100,001 - \$175,000	117	12.50%	0.58	0.66	0.53	0.87	0.86
\$175,001 - \$250,000	149	15.92%	0.53	0.71	0.50	0.54	1.15
\$250,001 - \$375,000	212	22.65%	0.86	0.71	0.92	0.87	0.44
\$375,001 - \$525,000	174	18.59%	1.42	0.92	1.56	1.53	0.79
\$525,001 - \$725,000	113	12.07%	2.53	12.00	2.65	2.65	2.01
\$725,001 and up	93	9.94%	3.21	0.00	2.15	2.65	4.27
Market Supply of Inventory (MSI)			0.92	0.82	0.71	1.19	1.64
Total Active Inventory by Units		100%	936	103	376	361	96

# May 2022



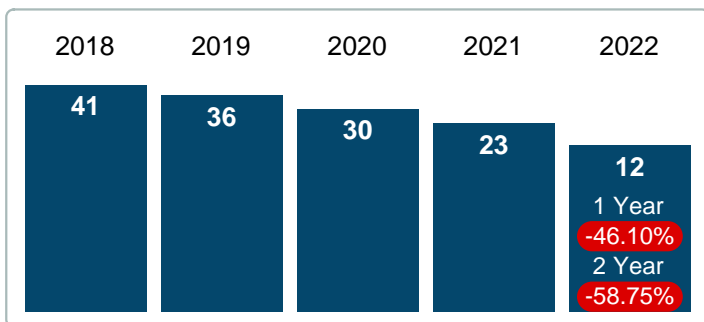
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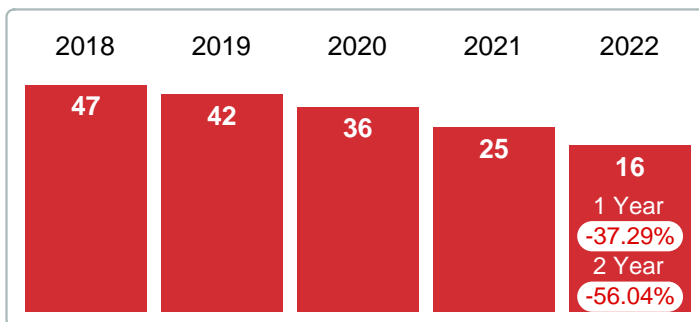
## AVERAGE DAYS ON MARKET TO SALE

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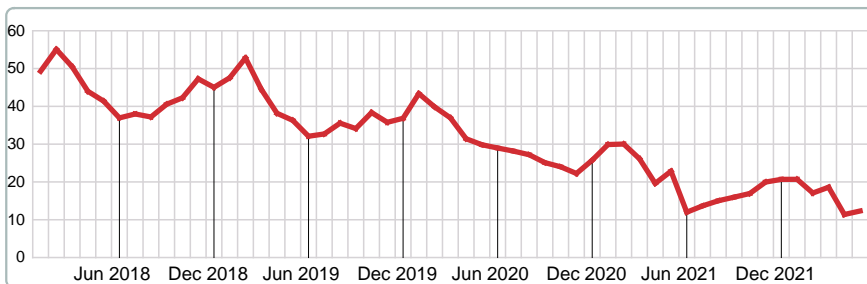
### MAY



### YEAR TO DATE (YTD)

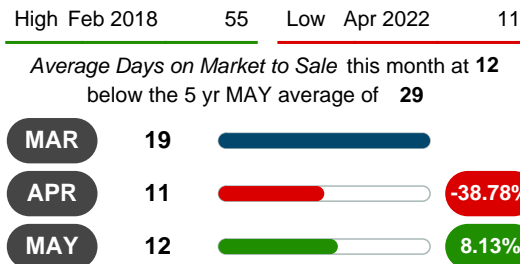


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 29



### 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	7.69%	13	14	10	43	0
\$100,001 - \$150,000	9.31%	11	15	9	6	0
\$150,001 - \$200,000	13.11%	7	9	6	12	0
\$200,001 - \$300,000	32.19%	7	6	7	10	10
\$300,001 - \$375,000	14.15%	12	57	10	13	5
\$375,001 - \$500,000	12.73%	16	3	14	18	4
\$500,001 and up	10.83%	31	0	47	23	44
Average Closed DOM		12	13	9	16	24
Total Closed Units	100%	1,053	127	558	320	48
Total Closed Volume		324,838,724	18.05M	136.94M	137.68M	32.16M



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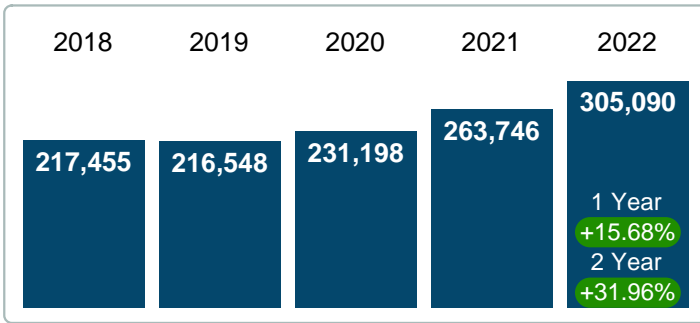
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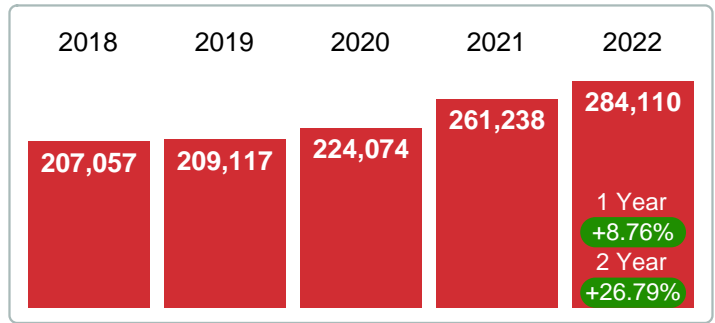
## AVERAGE LIST PRICE AT CLOSING

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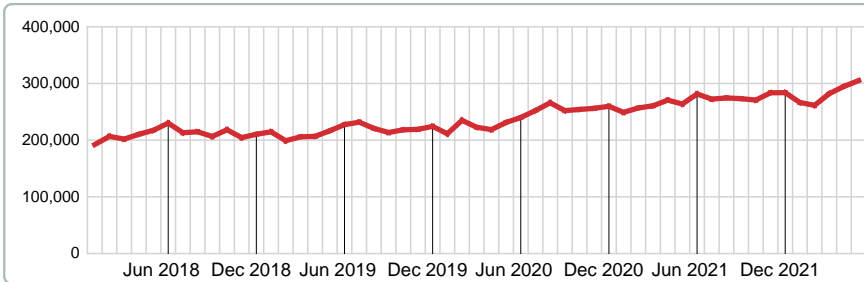
### MAY



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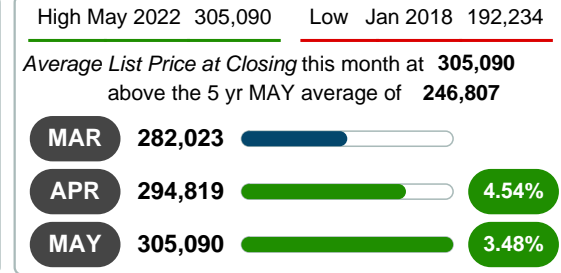


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 246,807



## 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	7.41%	75,581	75,732	81,795	110,000	0
\$100,001 - \$150,000	12.06%	132,539	129,089	129,872	118,750	0
\$150,001 - \$200,000	14.15%	181,763	160,750	173,421	181,967	0
\$200,001 - \$300,000	30.48%	247,706	238,172	235,563	249,872	252,650
\$300,001 - \$375,000	13.30%	337,438	314,976	327,437	332,305	340,975
\$375,001 - \$500,000	12.25%	435,037	369,000	417,465	432,945	424,380
\$500,001 and up	10.35%	812,608	0	673,128	765,786	997,583
<b>Average List Price</b>		<b>305,090</b>	<b>140,821</b>	<b>240,862</b>	<b>427,451</b>	<b>670,623</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>305,090</b>	<b>127</b>	<b>558</b>	<b>320</b>	<b>48</b>
<b>Total Closed Volume</b>		<b>321,259,315</b>	<b>17.88M</b>	<b>134.40M</b>	<b>136.78M</b>	<b>32.19M</b>



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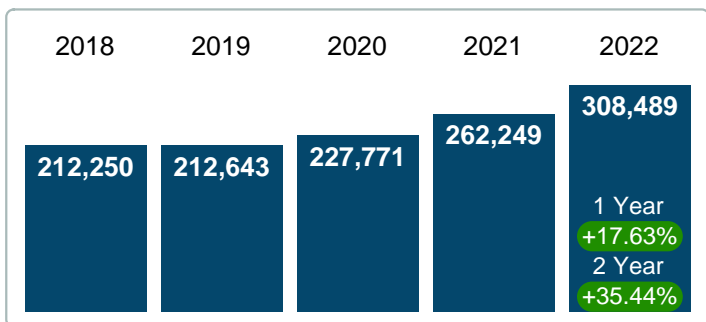
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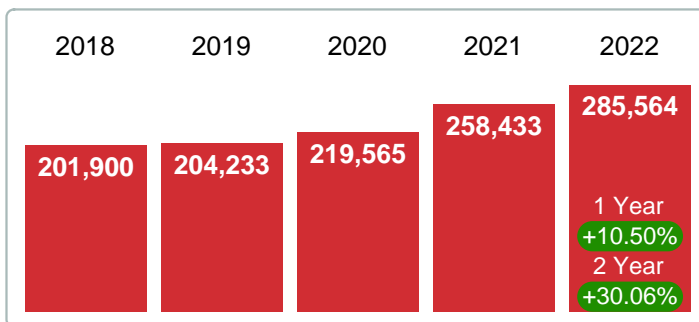
## AVERAGE SOLD PRICE AT CLOSING

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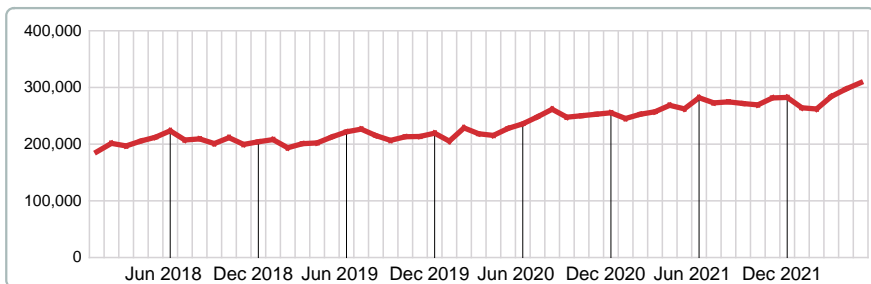
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 244,680

High May 2022 308,489    Low Jan 2018 186,418

Average Sold Price at Closing this month at **308,489**  
above the 5 yr MAY average of **244,680**

- MAR: 284,019
- APR: 297,242 (+4.66%)
- MAY: 308,489 (+3.78%)

### 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	7.69%	74,914	73,414	77,243	80,000	0
\$100,001 - \$150,000	9.31%	130,616	129,829	131,154	127,250	0
\$150,001 - \$200,000	13.11%	176,671	167,435	177,935	180,309	0
\$200,001 - \$300,000	32.19%	245,970	242,514	242,708	256,268	262,833
\$300,001 - \$375,000	14.15%	336,023	315,630	333,152	339,193	343,000
\$375,001 - \$500,000	12.73%	435,133	390,000	421,711	441,506	436,833
\$500,001 and up	10.83%	787,989	0	667,352	755,575	985,281
<b>Average Sold Price</b>		<b>308,489</b>	<b>142,160</b>	<b>245,412</b>	<b>430,254</b>	<b>670,062</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>308,489</b>	<b>127</b>	<b>558</b>	<b>320</b>	<b>48</b>
<b>Total Closed Volume</b>		<b>324,838,724</b>	<b>18.05M</b>	<b>136.94M</b>	<b>137.68M</b>	<b>32.16M</b>

# May 2022



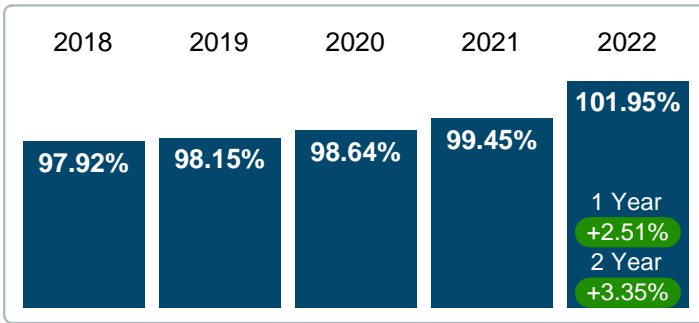
Area Delimited by County Of Tulsa - Residential Property Type



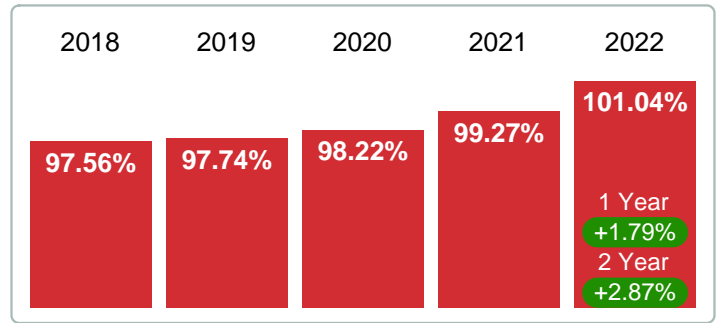
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

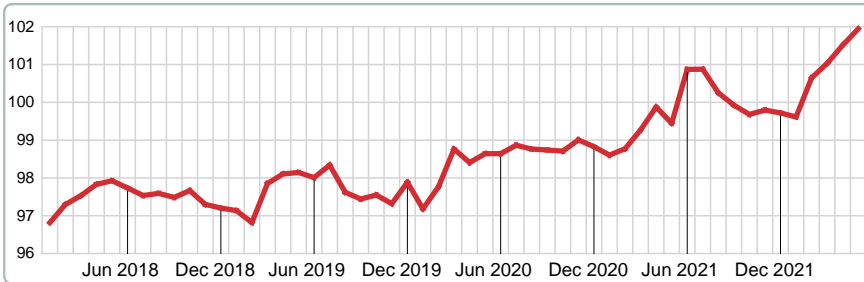
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

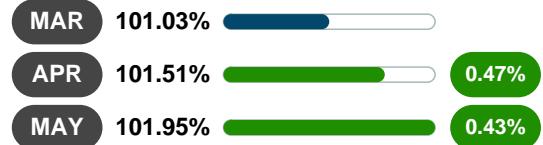


### 3 MONTHS

5 year MAY AVG = 99.22%

High May 2022 101.95% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **101.95%** above the 5 yr MAY average of **99.22%**



## 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	81	7.69%	96.99%	97.49%	96.99%	72.73%	0.00%
\$100,001 - \$150,000	98	9.31%	101.72%	100.90%	101.48%	111.53%	0.00%
\$150,001 - \$200,000	138	13.11%	102.93%	104.69%	103.10%	99.46%	0.00%
\$200,001 - \$300,000	339	32.19%	103.42%	102.22%	103.26%	104.18%	105.43%
\$300,001 - \$375,000	149	14.15%	102.11%	100.16%	102.02%	102.34%	100.73%
\$375,001 - \$500,000	134	12.73%	102.09%	105.69%	101.27%	102.25%	102.99%
\$500,001 and up	114	10.83%	99.71%	0.00%	99.43%	99.96%	99.11%
Average Sold/List Ratio			101.90%	100.43%	102.27%	102.08%	101.25%
Total Closed Units		100%	101.90%	127	558	320	48
Total Closed Volume				18.05M	136.94M	137.68M	32.16M

# May 2022



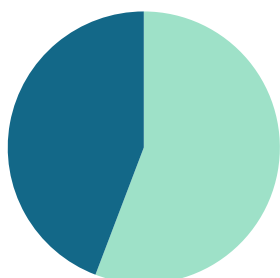
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

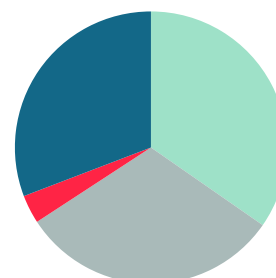


**Inventory**  
 New Listings  
**1,099 = 55.79%**  
 Start Inventory  
**871**  
 Total Inventory Units  
**1,970**  
 Volume  
**\$734,591,792**

### Market Activity

Closed Sales  
**1,053 = 34.66%**  
 Pending Sales  
**946 = 31.14%**  
 Other Off Market  
**103 = 3.39%**  
 Active Inventory  
**936 = 30.81%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,099	1,053	-4.19%	4,464	4,440	-0.54%
Pending Sales	1,122	946	-15.69%	5,122	4,704	-8.16%
New Listings	1,273	1,099	-13.67%	5,468	5,270	-3.62%
Average List Price	263,746	305,090	15.68%	261,238	284,110	8.76%
Average Sale Price	262,249	308,489	17.63%	258,433	285,564	10.50%
Average Percent of Selling Price to List Price	99.45%	101.95%	2.51%	99.27%	101.04%	1.79%
Average Days on Market to Sale	22.84	12.31	-46.10%	25.02	15.69	-37.29%
Monthly Inventory	1,002	936	-6.59%	1,002	936	-6.59%
Months Supply of Inventory	1.00	0.92	-8.27%	1.00	0.92	-8.27%

**Absorption:** Last 12 months, an Average of **1,016** Sales/Month

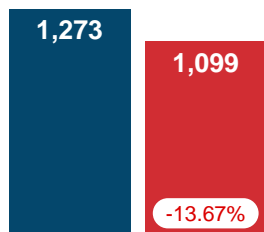
**Inventory** on May 31, 2022 = **936**

**2021** **2022**

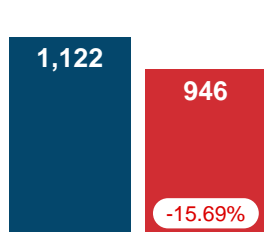
### MAY MARKET

### AVERAGE PRICES

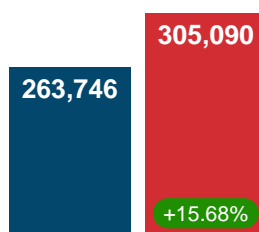
#### New Listings



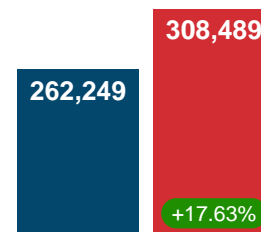
#### Pending Listings



#### List Price



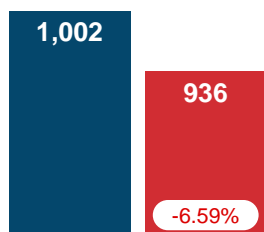
#### Sale Price



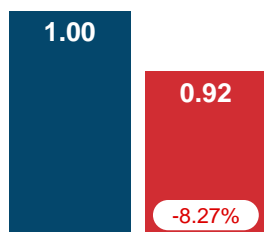
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

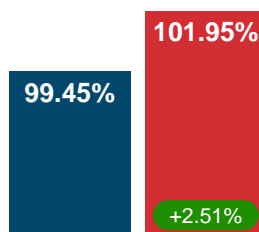
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

