

# July 2023



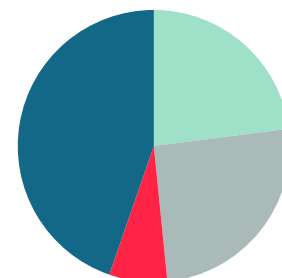
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	July 2023	+/-%
Closed Listings	924	742	-19.70%
Pending Listings	950	822	-13.47%
New Listings	1,244	990	-20.42%
Average List Price	286,559	317,478	10.79%
Average Sale Price	288,305	312,959	8.55%
Average Percent of Selling Price to List Price	100.87%	99.16%	-1.70%
Average Days on Market to Sale	12.30	22.76	85.02%
End of Month Inventory	1,393	1,444	3.66%
Months Supply of Inventory	1.41	1.96	38.59%



■ Closed (22.97%)  
■ Pending (25.44%)  
■ Other OffMarket (6.90%)  
■ Active (44.69%)

**Absorption:** Last 12 months, an Average of **737** Sales/Month  
**Active Inventory** as of July 31, 2023 = **1,444**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2023 rose **3.66%** to 1,444 existing homes available for sale. Over the last 12 months this area has had an average of 737 closed sales per month. This represents an unsold inventory index of **1.96** 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 **8.55%** in July 2023 to \$312,959 versus the previous year at \$288,305.

#### Average Days on Market Lengthens

The average number of **22.76** days that homes spent on the market before selling increased by 10.46 days or **85.02%** in July 2023 compared to last year's same month at **12.30** DOM.

#### Sales Success for July 2023 is Positive

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

There were 990 New Listings in July 2023, down **20.42%** from last year at 1,244. Furthermore, there were 742 Closed Listings this month versus last year at 924, a **-19.70%** decrease.

Closed versus Listed trends yielded a **74.9%** ratio, up from previous year's, July 2022, at **74.3%**, a **0.91%** upswing. 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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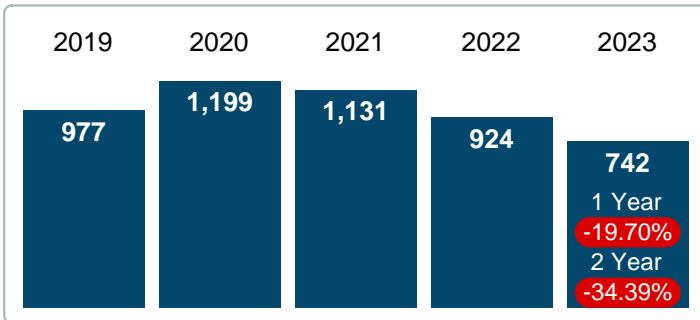
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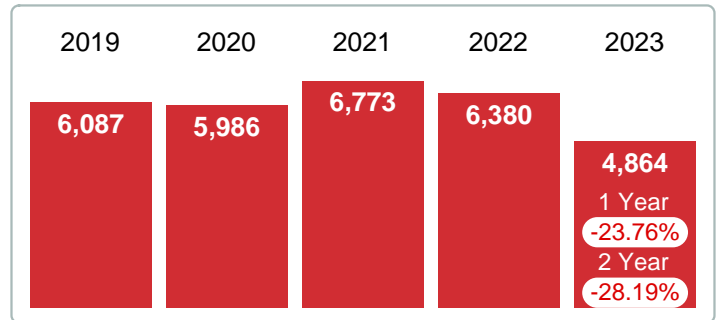
## CLOSED LISTINGS

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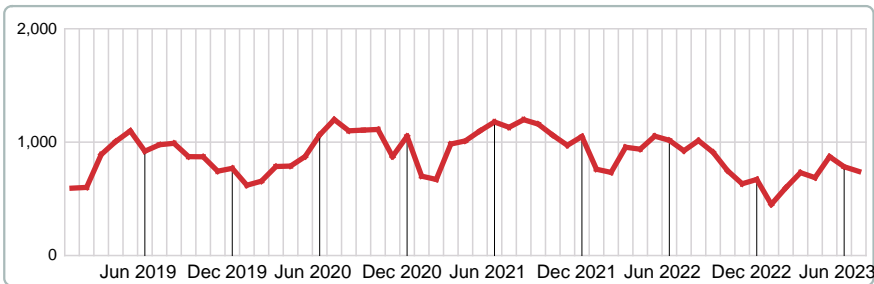
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

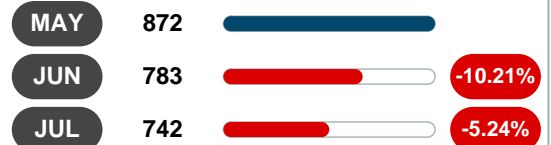


### 3 MONTHS

5 year JUL AVG = 995

High Jul 2020 1,199 Low Jan 2023 451

Closed Listings this month at **742**  
below the 5 yr JUL average of **995**



### 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	52	7.01%	19.6	37	13	2	0
\$100,001 - \$175,000	91	12.26%	11.5	33	52	6	0
\$175,001 - \$225,000	119	16.04%	13.2	7	98	11	3
\$225,001 - \$300,000	174	23.45%	17.7	3	127	39	5
\$300,001 - \$375,000	128	17.25%	25.8	4	45	74	5
\$375,001 - \$500,000	94	12.67%	27.7	4	25	54	11
\$500,001 and up	84	11.32%	50.8	1	14	44	25
<b>Total Closed Units</b>	<b>742</b>			<b>89</b>	<b>374</b>	<b>230</b>	<b>49</b>
<b>Total Closed Volume</b>	<b>232,215,269</b>	<b>100%</b>	<b>22.8</b>	<b>13.01M</b>	<b>96.33M</b>	<b>96.64M</b>	<b>26.23M</b>
<b>Average Closed Price</b>	<b>\$312,959</b>			<b>\$146,215</b>	<b>\$257,572</b>	<b>\$420,190</b>	<b>\$535,232</b>

# July 2023



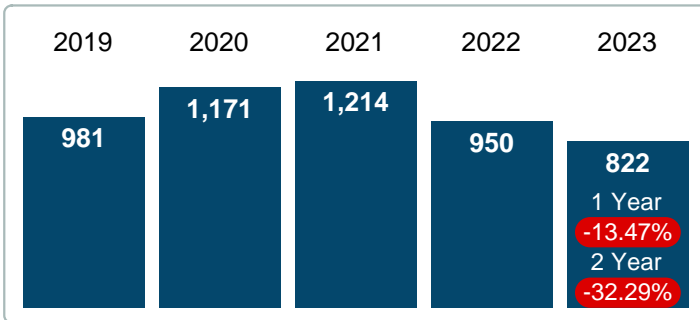
Area Delimited by County Of Tulsa - Residential Property Type



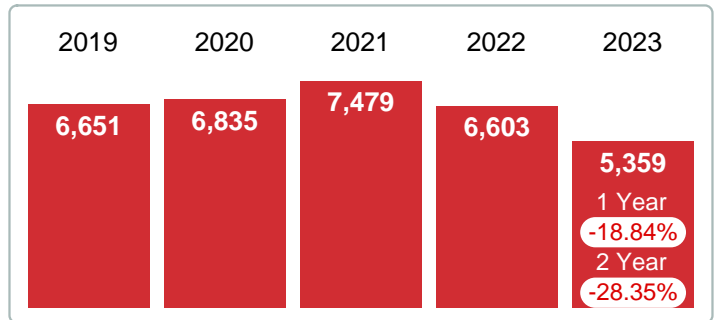
## PENDING LISTINGS

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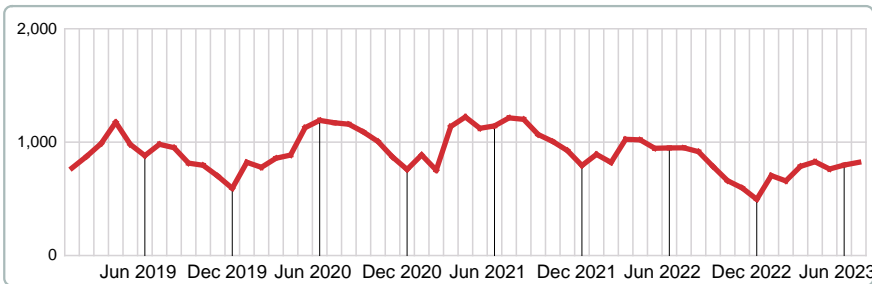
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

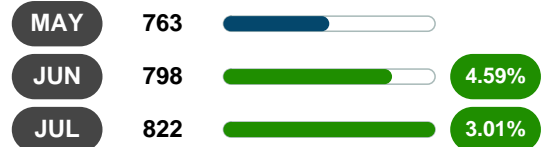


### 3 MONTHS

5 year JUL AVG = 1,028

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **822**  
 below the 5 yr JUL average of **1,028**



### 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	71	8.64%	30.9	39	29	3	0
\$100,001 - \$175,000	119	14.48%	19.5	41	71	7	0
\$175,001 - \$200,000	64	7.79%	13.8	8	52	4	0
\$200,001 - \$300,000	251	30.54%	28.1	19	162	64	6
\$300,001 - \$375,000	114	13.87%	29.8	7	37	67	3
\$375,001 - \$500,000	119	14.48%	49.1	3	44	58	14
\$500,001 and up	84	10.22%	55.9	2	17	47	18
<b>Total Pending Units</b>	<b>822</b>			<b>119</b>	<b>412</b>	<b>250</b>	<b>41</b>
<b>Total Pending Volume</b>	<b>247,848,443</b>	<b>100%</b>	<b>24.3</b>	<b>19.15M</b>	<b>106.91M</b>	<b>98.95M</b>	<b>22.84M</b>
<b>Average Listing Price</b>	<b>\$256,072</b>			<b>\$160,918</b>	<b>\$259,486</b>	<b>\$395,789</b>	<b>\$557,170</b>

# July 2023



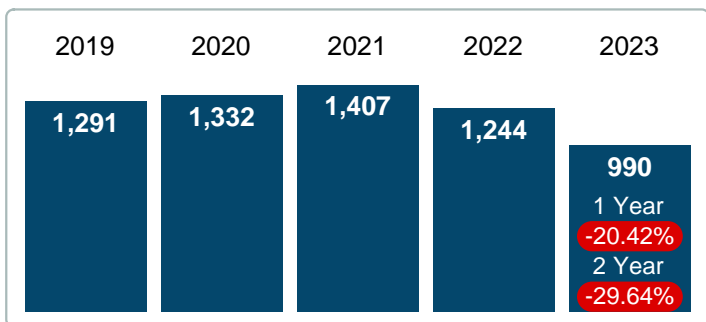
Area Delimited by County Of Tulsa - Residential Property Type



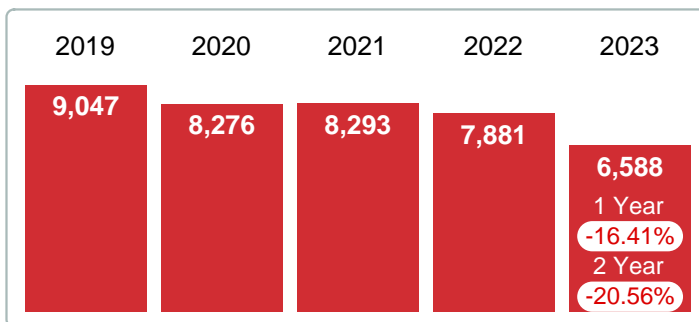
## NEW LISTINGS

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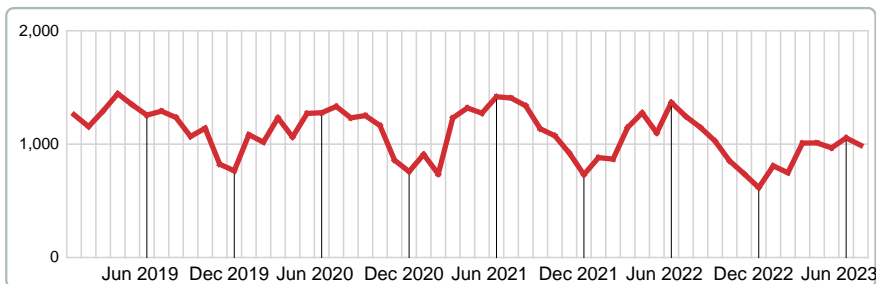
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,253

High Apr 2019 1,445 Low Dec 2022 617

New Listings this month at 990  
 below the 5 yr JUL average of 1,253



### 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	107	10.81%	56	46	5	0
\$125,001 - \$175,000	100	10.10%	26	69	5	0
\$175,001 - \$225,000	145	14.65%	19	116	10	0
\$225,001 - \$325,000	266	26.87%	13	166	85	2
\$325,001 - \$425,000	150	15.15%	8	50	87	5
\$425,001 - \$550,000	123	12.42%	6	41	64	12
\$550,001 and up	99	10.00%	1	18	47	33
<b>Total New Listed Units</b>	<b>990</b>		<b>129</b>	<b>506</b>	<b>303</b>	<b>52</b>
<b>Total New Listed Volume</b>	<b>332,550,809</b>	<b>100%</b>	<b>22.96M</b>	<b>135.49M</b>	<b>129.26M</b>	<b>44.84M</b>
<b>Average New Listed Listing Price</b>	<b>\$251,049</b>		<b>\$177,961</b>	<b>\$267,768</b>	<b>\$426,608</b>	<b>\$862,331</b>

# July 2023



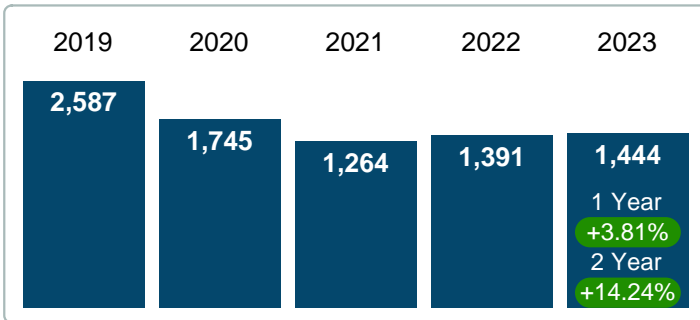
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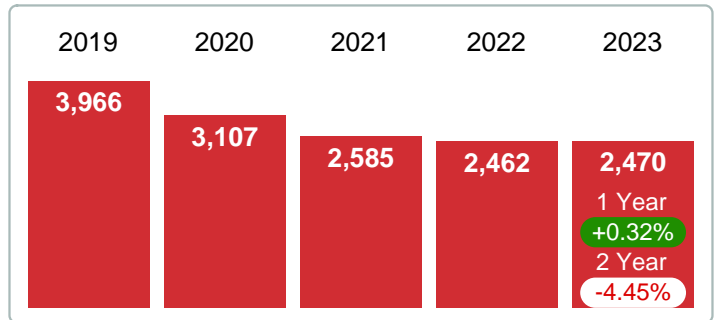
## ACTIVE INVENTORY

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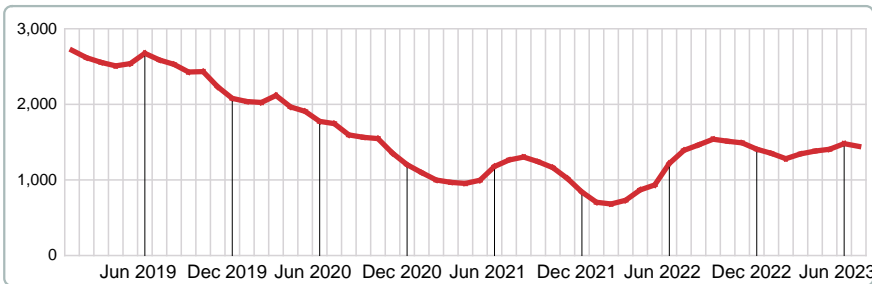
### END OF JULY



### ACTIVE DURING JULY



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 1,686

High Jan 2019 2,715 Low Feb 2022 682

Inventory this month at 1,444 below the 5 yr JUL average of 1,686



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	140	9.70%	78.8	80	50	10	0
\$150,001 - \$225,000	127	8.80%	30.0	27	85	14	1
\$225,001 - \$325,000	255	17.66%	38.9	15	164	71	5
\$325,001 - \$450,000	348	24.10%	68.6	10	152	166	20
\$450,001 - \$525,000	167	11.57%	97.8	6	58	90	13
\$525,001 - \$750,000	259	17.94%	110.4	12	41	158	48
\$750,001 and up	148	10.25%	67.7	3	21	63	61
<b>Total Active Inventory by Units</b>	<b>1,444</b>			<b>153</b>	<b>571</b>	<b>572</b>	<b>148</b>
<b>Total Active Inventory by Volume</b>	<b>684,707,813</b>	<b>100%</b>	<b>71.7</b>	<b>36.05M</b>	<b>201.55M</b>	<b>295.87M</b>	<b>151.24M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$474,174</b>			<b>\$235,616</b>	<b>\$352,979</b>	<b>\$517,259</b>	<b>\$1,021,861</b>

# July 2023



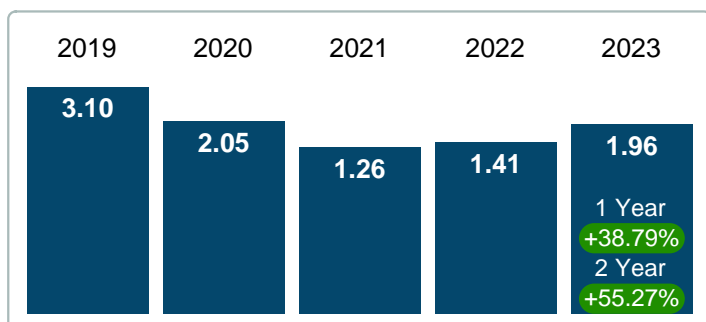
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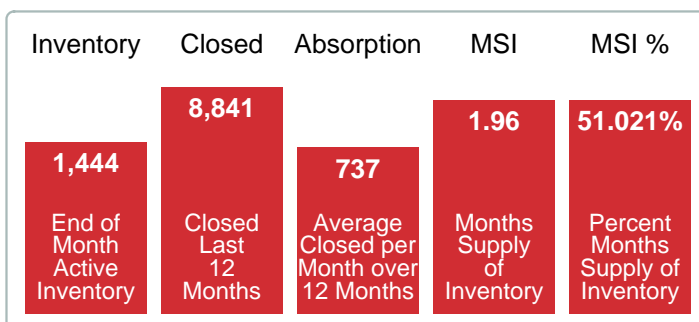
## MONTHS SUPPLY of INVENTORY (MSI)

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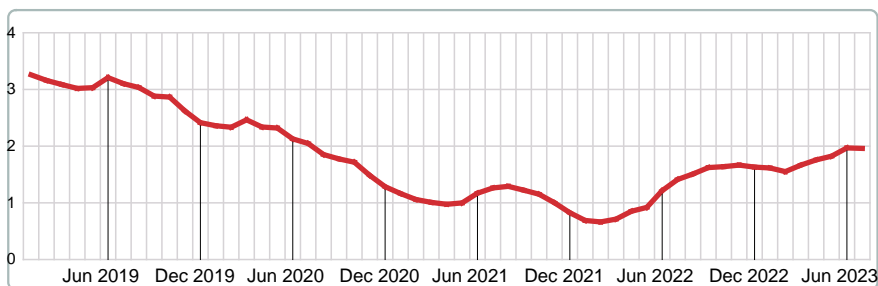
### MSI FOR JULY



### INDICATORS FOR JULY 2023



### 5 YEAR MARKET ACTIVITY TRENDS

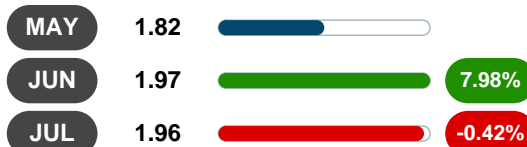


### 3 MONTHS

5 year JUL AVG = 1.96

High Jan 2019 3.26 Low Feb 2022 0.66

Months Supply this month at 1.96 equal to 5 yr JUL average of 1.96



### 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
\$150,000 and less	140	9.70%	1.08	1.44	0.75	1.60	0.00
\$150,001 - \$225,000	127	8.80%	0.75	1.36	0.66	0.77	0.63
\$225,001 - \$325,000	255	17.66%	1.25	1.65	1.29	1.14	0.90
\$325,001 - \$450,000	348	24.10%	2.95	2.93	3.91	2.53	2.00
\$450,001 - \$525,000	167	11.57%	4.24	6.55	5.08	4.22	2.26
\$525,001 - \$750,000	259	17.94%	5.02	24.00	4.35	5.08	4.54
\$750,001 and up	148	10.25%	5.92	5.14	6.63	4.58	8.13
Market Supply of Inventory (MSI)			1.96	1.70	1.48	2.62	3.56
Total Active Inventory by Units		100%	1,444	153	571	572	148

# July 2023



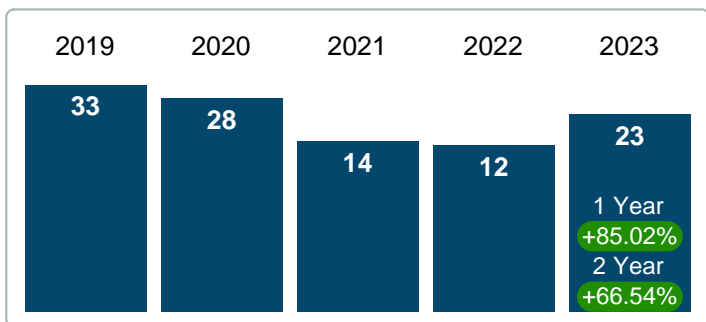
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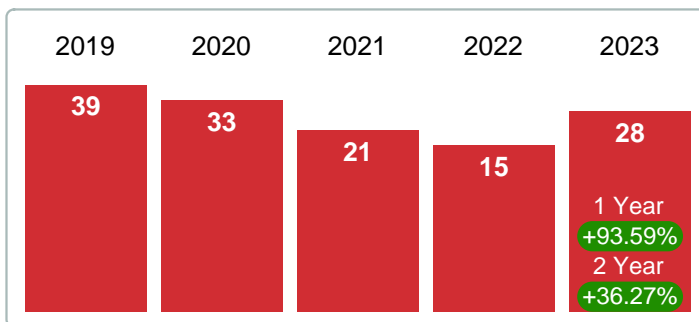
## AVERAGE DAYS ON MARKET TO SALE

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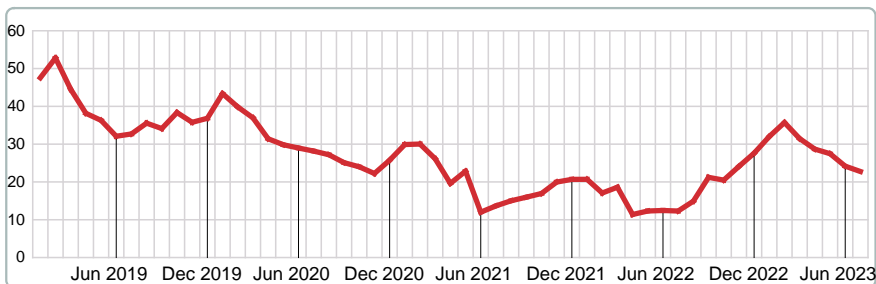
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

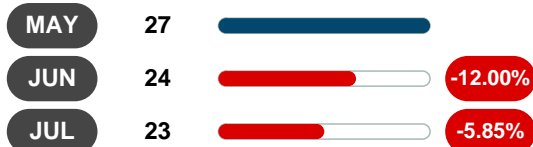


### 3 MONTHS

5 year JUL AVG = 22

High Feb 2019 53 Low Apr 2022 11

Average Days on Market to Sale this month at 23 above the 5 yr JUL average of 22



### 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	7.01%	20	14	36	18	0
\$100,001 - \$175,000	12.26%	12	12	11	12	0
\$175,001 - \$225,000	16.04%	13	10	11	29	21
\$225,001 - \$300,000	23.45%	18	8	15	25	19
\$300,001 - \$375,000	17.25%	26	36	33	21	28
\$375,001 - \$500,000	12.67%	28	41	23	26	42
\$500,001 and up	11.32%	51	81	50	46	58
<b>Average Closed DOM</b>		<b>23</b>	<b>16</b>	<b>18</b>	<b>28</b>	<b>45</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>742</b>	<b>89</b>	<b>374</b>	<b>230</b>	<b>49</b>
<b>Total Closed Volume</b>		<b>232,215,269</b>	<b>13.01M</b>	<b>96.33M</b>	<b>96.64M</b>	<b>26.23M</b>



# July 2023



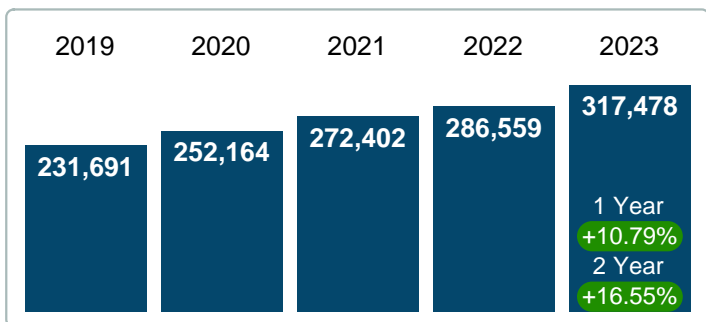
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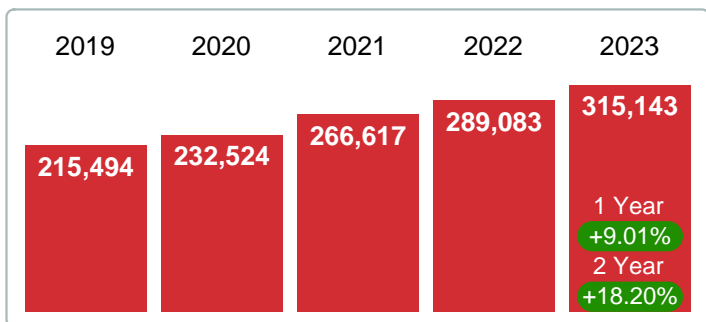
## AVERAGE LIST PRICE AT CLOSING

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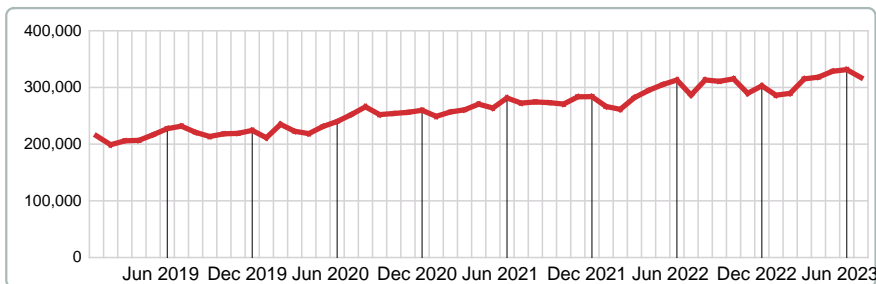
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 272,059

High Jun 2023 331,438    Low Feb 2019 198,959

Average List Price at Closing this month at **317,478**  
above the 5 yr JUL average of **272,059**

- MAY 328,579
- JUN 331,438 +0.87%
- JUL 317,478 -4.21%

### 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 <b>53</b>	7.14%	78,799	76,936	87,638	92,000	0
\$100,001 - \$175,000 <b>92</b>	12.40%	141,972	132,930	145,254	155,650	0
\$175,001 - \$225,000 <b>119</b>	16.04%	204,031	197,686	202,739	204,536	204,133
\$225,001 - \$300,000 <b>173</b>	23.32%	263,494	256,633	261,474	267,962	270,800
\$300,001 - \$375,000 <b>121</b>	16.31%	336,976	337,500	338,352	338,374	339,880
\$375,001 - \$500,000 <b>103</b>	13.88%	429,761	421,725	415,411	434,875	443,382
\$500,001 and up <b>81</b>	10.92%	783,056	1,199,900	694,900	816,131	721,728
<b>Average List Price</b>		<b>317,478</b>	<b>153,077</b>	<b>259,647</b>	<b>427,178</b>	<b>542,576</b>
<b>Total Closed Units</b>		<b>742</b>	<b>89</b>	<b>374</b>	<b>230</b>	<b>49</b>
<b>Total Closed Volume</b>		<b>235,568,858</b>	<b>13.62M</b>	<b>97.11M</b>	<b>98.25M</b>	<b>26.59M</b>



# July 2023



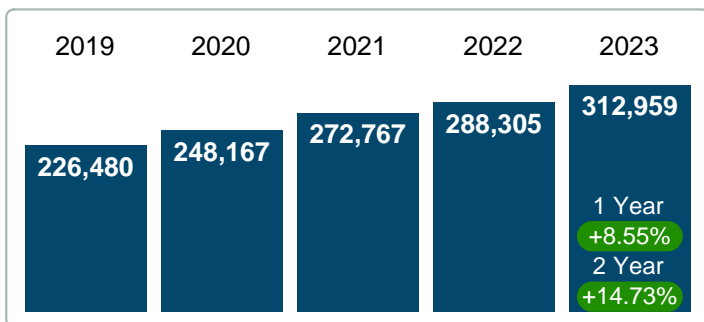
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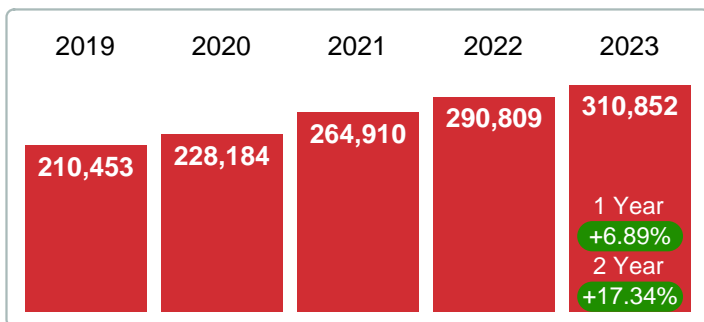
## AVERAGE SOLD PRICE AT CLOSING

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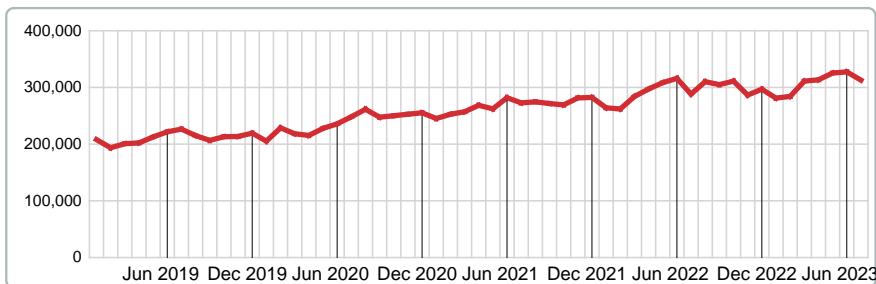
### JULY



### YEAR TO DATE (YTD)

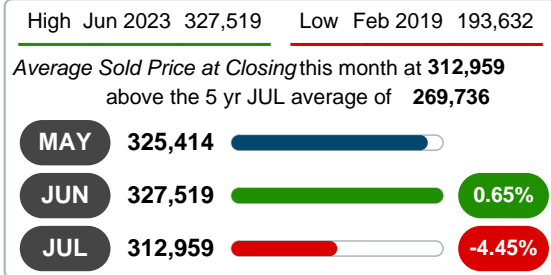


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 269,736



### 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	7.01%	76,437	74,394	80,242	89,500	0
\$100,001 - \$175,000	12.26%	140,541	133,036	144,298	149,250	0
\$175,001 - \$225,000	16.04%	201,627	192,350	202,292	200,318	206,333
\$225,001 - \$300,000	23.45%	261,304	254,633	259,530	267,165	264,640
\$300,001 - \$375,000	17.25%	335,071	325,750	333,486	336,427	336,728
\$375,001 - \$500,000	12.67%	425,931	414,250	407,429	431,247	446,127
\$500,001 and up	11.32%	750,765	800,000	700,555	790,077	707,724
<b>Average Sold Price</b>		<b>312,959</b>	<b>146,215</b>	<b>257,572</b>	<b>420,190</b>	<b>535,232</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>742</b>	<b>89</b>	<b>374</b>	<b>230</b>	<b>49</b>
<b>Total Closed Volume</b>		<b>232,215,269</b>	<b>13.01M</b>	<b>96.33M</b>	<b>96.64M</b>	<b>26.23M</b>

# July 2023



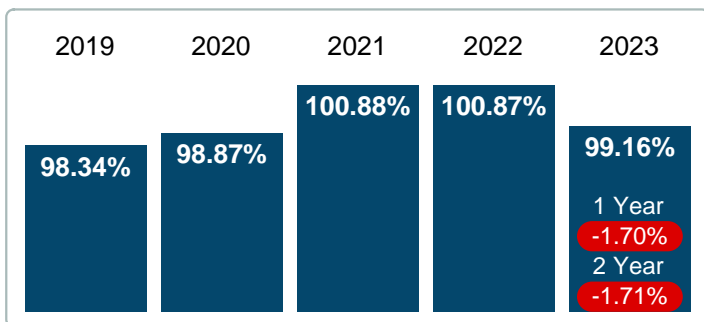
Area Delimited by County Of Tulsa - Residential Property Type



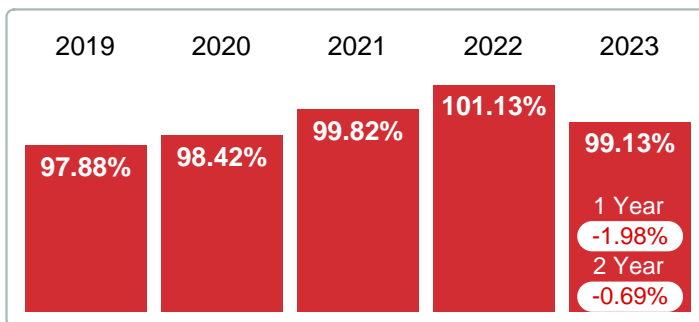
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 11, 2023 for MLS Technology Inc.

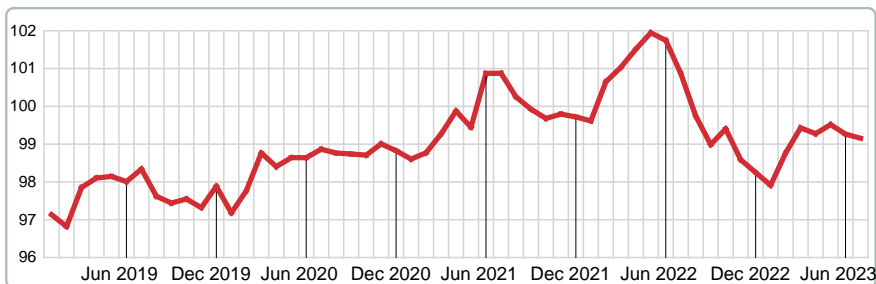
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

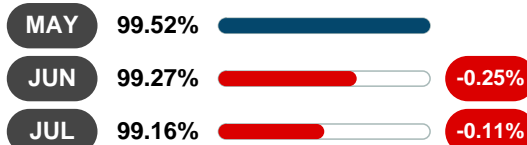


### 3 MONTHS

5 year JUL AVG = 99.62%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **99.16%** below the 5 yr JUL average of **99.62%**



### 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	52	7.01%	96.58%	98.13%	92.05%	97.50%	0.00%
\$100,001 - \$175,000	91	12.26%	99.87%	100.40%	99.88%	96.83%	0.00%
\$175,001 - \$225,000	119	16.04%	99.80%	97.39%	100.00%	99.21%	101.08%
\$225,001 - \$300,000	174	23.45%	99.49%	99.78%	99.46%	99.80%	97.76%
\$300,001 - \$375,000	128	17.25%	99.16%	96.63%	98.77%	99.53%	99.22%
\$375,001 - \$500,000	94	12.67%	99.07%	98.29%	98.11%	99.24%	100.68%
\$500,001 and up	84	11.32%	98.46%	66.67%	101.30%	98.18%	98.64%
Average Sold/List Ratio		99.20%		98.55%	99.30%	99.15%	99.22%
Total Closed Units		742	100%	89	374	230	49
Total Closed Volume		232,215,269		13.01M	96.33M	96.64M	26.23M

# July 2023



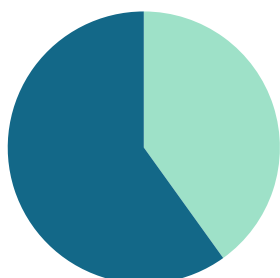
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 11, 2023 for MLS Technology Inc.

### INVENTORY

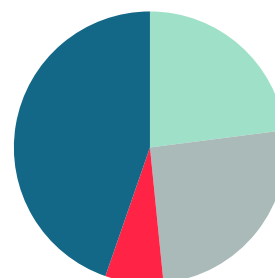


**Inventory**  
 New Listings  
**990 = 40.08%**  
 Start Inventory  
**1,480**  
 Total Inventory Units  
**2,470**  
 Volume  
**\$1,017,247,261**

### Market Activity

Closed Sales  
**742 = 22.97%**  
 Pending Sales  
**822 = 25.44%**  
 Other Off Market  
**223 = 6.90%**  
 Active Inventory  
**1,444 = 44.69%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	924	742	-19.70%	6,380	4,864	-23.76%
Pending Sales	950	822	-13.47%	6,603	5,359	-18.84%
New Listings	1,244	990	-20.42%	7,881	6,588	-16.41%
Average List Price	286,559	317,478	10.79%	289,083	315,143	9.01%
Average Sale Price	288,305	312,959	8.55%	290,809	310,852	6.89%
Average Percent of Selling Price to List Price	100.87%	99.16%	-1.70%	101.13%	99.13%	-1.98%
Average Days on Market to Sale	12.30	22.76	85.02%	14.68	28.43	93.59%
Monthly Inventory	1,393	1,444	3.66%	1,393	1,444	3.66%
Months Supply of Inventory	1.41	1.96	38.59%	1.41	1.96	38.59%

**Absorption:** Last 12 months, an Average of **737** Sales/Month

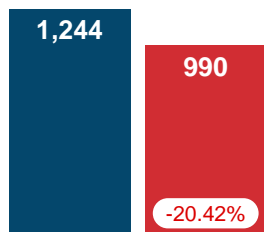
**Inventory** on July 31, 2023 = **1,444**

**2022** **2023**

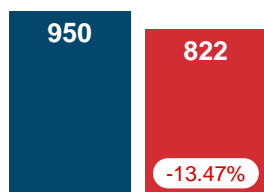
### JULY MARKET

### AVERAGE PRICES

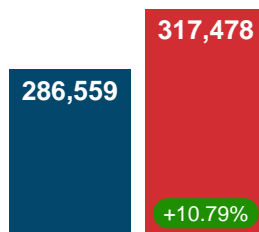
#### New Listings



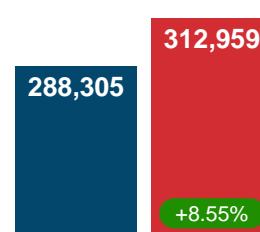
#### Pending Listings



#### List Price



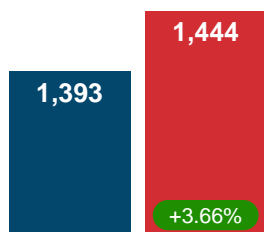
#### Sale Price



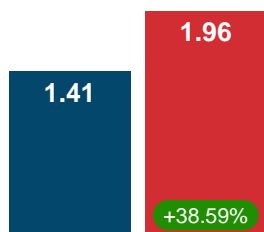
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

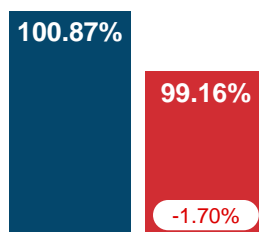
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

