

July 2023



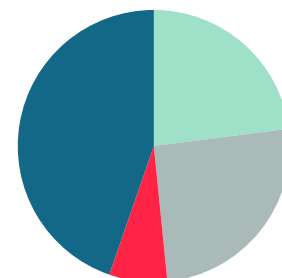
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	249,900	269,950	8.02%
Median Sale Price	254,950	269,950	5.88%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	7.00	40.00%
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.

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 **5.88%** in July 2023 to \$269,950 versus the previous year at \$254,950.

Median Days on Market Lengthens

The median number of **7.00** days that homes spent on the market before selling increased by 2.00 days or **40.00%** in July 2023 compared to last year's same month at **5.00** DOM.

Sales Success for July 2023 is Positive

Overall, with Median 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.

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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 2023



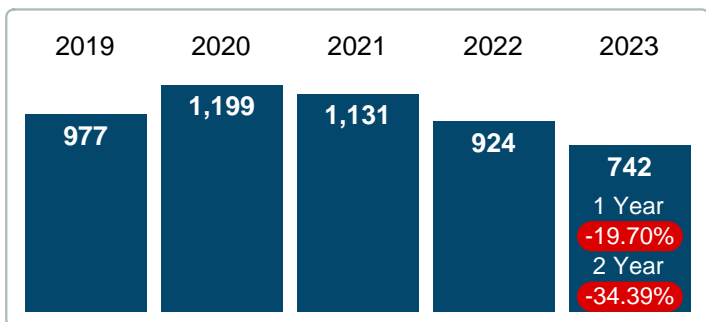
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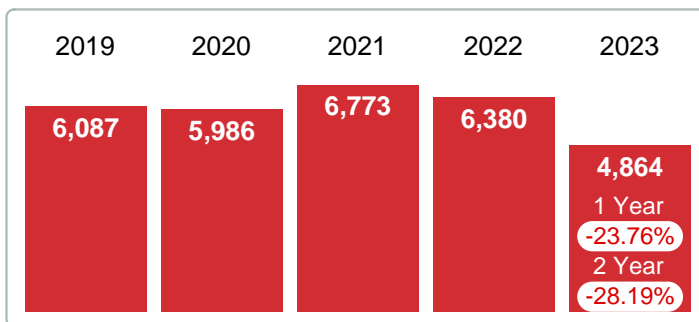
CLOSED LISTINGS

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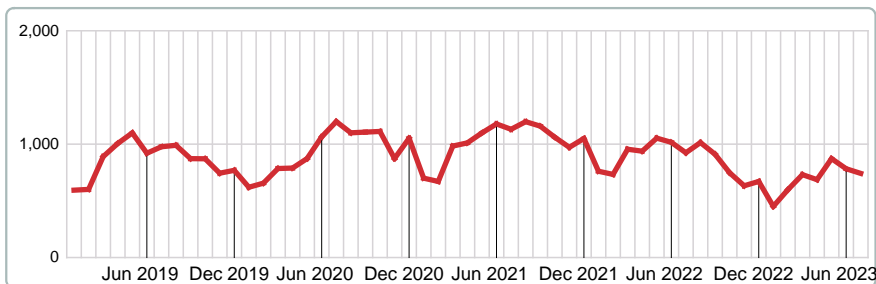
JULY



YEAR TO DATE (YTD)

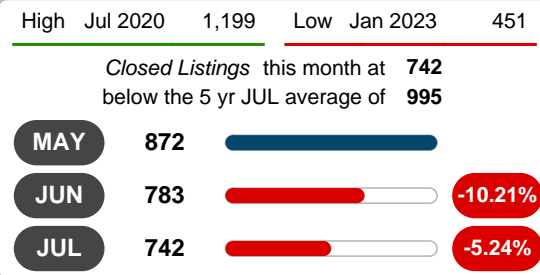


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 995



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	52	7.01%	8.5	37	13	2	0
\$100,001 - \$175,000	91	12.26%	5.0	33	52	6	0
\$175,001 - \$225,000	119	16.04%	4.0	7	98	11	3
\$225,001 - \$300,000	174	23.45%	6.0	3	127	39	5
\$300,001 - \$375,000	128	17.25%	12.0	4	45	74	5
\$375,001 - \$500,000	94	12.67%	8.5	4	25	54	11
\$500,001 and up	84	11.32%	14.0	1	14	44	25
Total Closed Units	742			89	374	230	49
Total Closed Volume	232,215,269	100%	7.0	13.01M	96.33M	96.64M	26.23M
Median Closed Price	\$269,950			\$120,000	\$240,000	\$356,450	\$505,000

July 2023



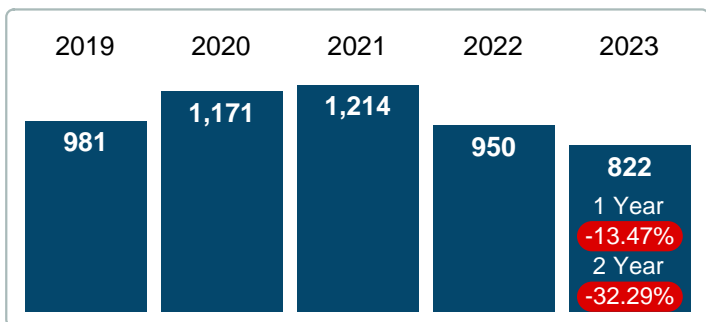
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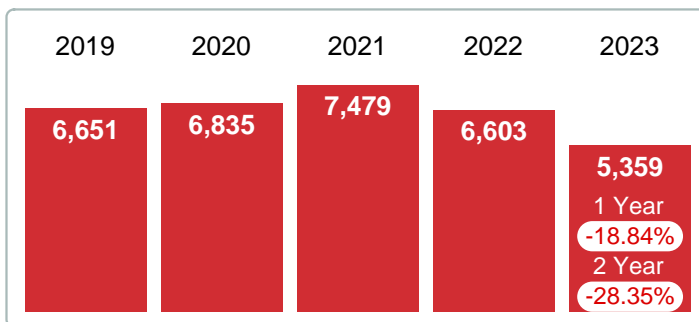
PENDING LISTINGS

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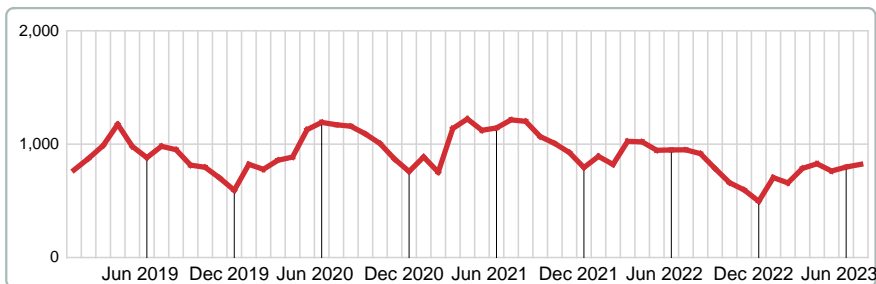
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

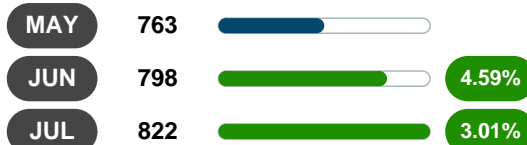


3 MONTHS

5 year JUL AVG = 1,028

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	71	8.64%	8.0	39	29	3	0
\$100,001 - \$175,000	119	14.48%	8.0	41	71	7	0
\$175,001 - \$200,000	64	7.79%	5.5	8	52	4	0
\$200,001 - \$300,000	251	30.54%	12.0	19	162	64	6
\$300,001 - \$375,000	114	13.87%	15.0	7	37	67	3
\$375,001 - \$500,000	119	14.48%	37.0	3	44	58	14
\$500,001 and up	84	10.22%	26.5	2	17	47	18
Total Pending Units	822			119	412	250	41
Total Pending Volume	247,848,443	100%	12.0	19.15M	106.91M	98.95M	22.84M
Median Listing Price	\$264,945			\$132,500	\$230,000	\$350,000	\$479,000

July 2023



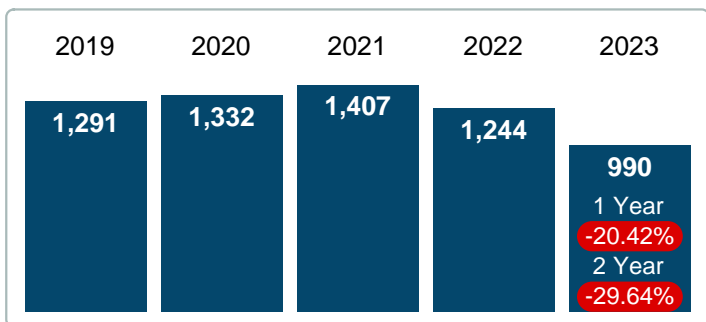
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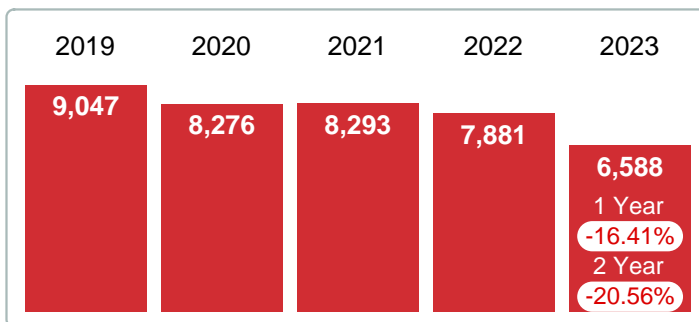
NEW LISTINGS

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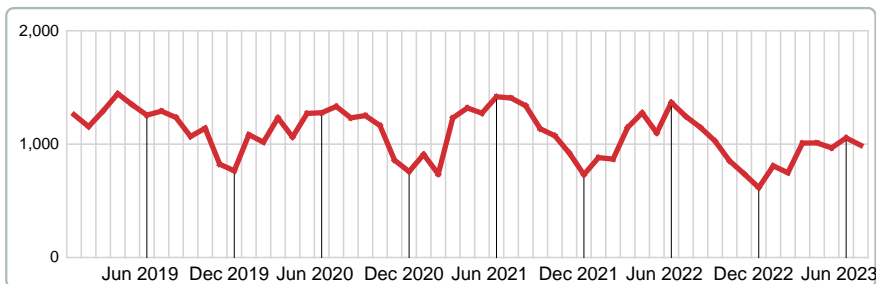
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,253

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
Total New Listed Units	990		129	506	303	52
Total New Listed Volume	332,550,809	100%	22.96M	135.49M	129.26M	44.84M
Median New Listed Listing Price	\$279,000		\$135,000	\$235,000	\$370,990	\$689,000

July 2023



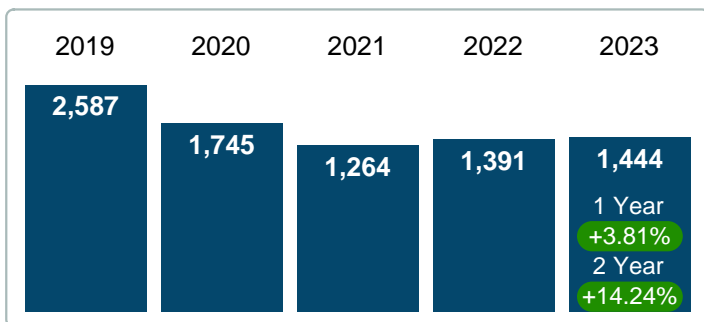
Area Delimited by County Of Tulsa - Residential Property Type



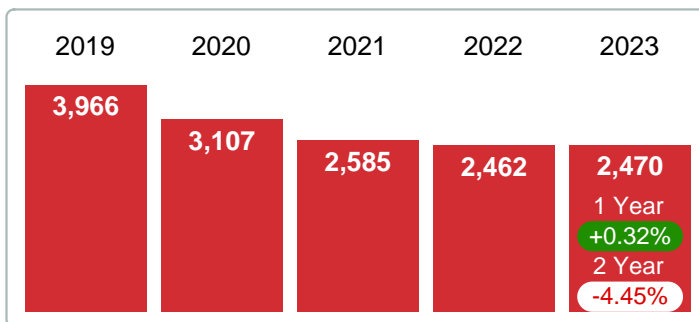
ACTIVE INVENTORY

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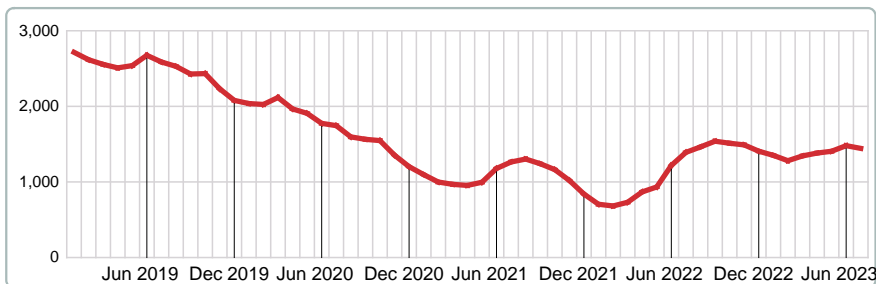
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	140	9.70%	28.0	80	50	10	0
\$150,001 - \$225,000	127	8.80%	20.0	27	85	14	1
\$225,001 - \$325,000	255	17.66%	25.0	15	164	71	5
\$325,001 - \$450,000	348	24.10%	48.0	10	152	166	20
\$450,001 - \$525,000	167	11.57%	63.0	6	58	90	13
\$525,001 - \$750,000	259	17.94%	80.0	12	41	158	48
\$750,001 and up	148	10.25%	53.0	3	21	63	61
Total Active Inventory by Units	1,444			153	571	572	148
Total Active Inventory by Volume	684,707,813	100%	45.0	36.05M	201.55M	295.87M	151.24M
Median Active Inventory Listing Price	\$399,000			\$140,000	\$315,000	\$480,450	\$669,500

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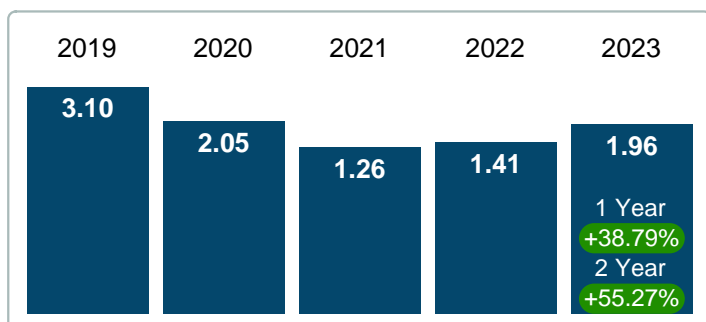
Area Delimited by County Of Tulsa - Residential Property Type



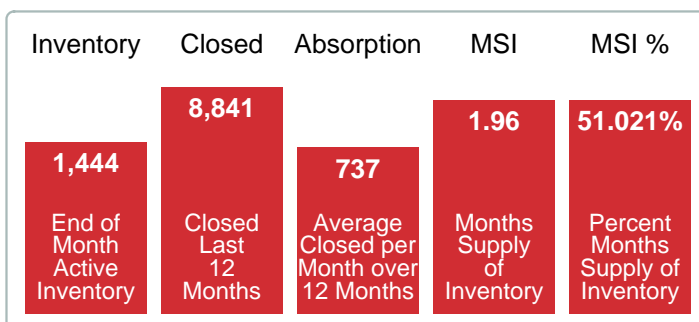
MONTHS SUPPLY of INVENTORY (MSI)

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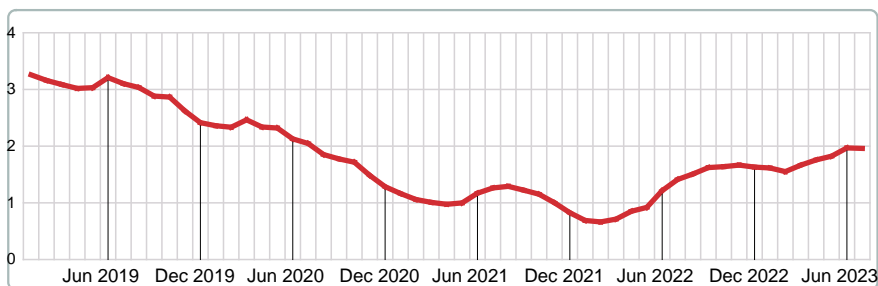
MSI FOR JULY



INDICATORS FOR JULY 2023

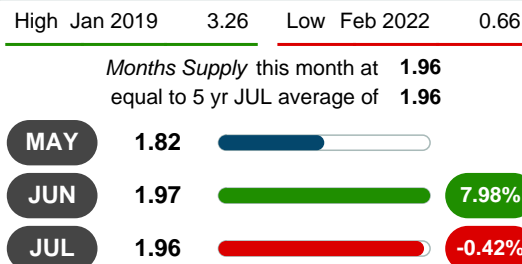


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1.96



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



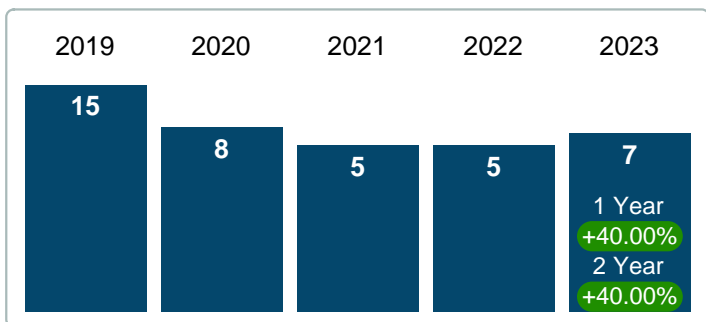
Area Delimited by County Of Tulsa - Residential Property Type



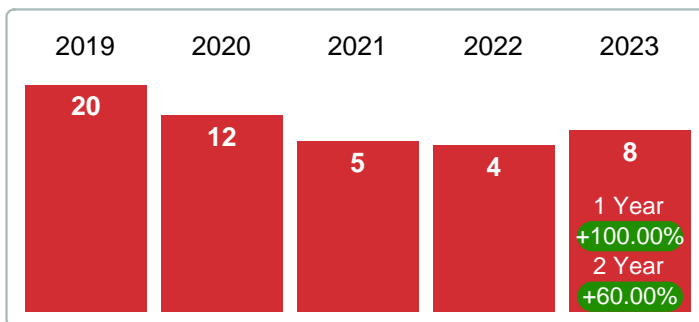
MEDIAN DAYS ON MARKET TO SALE

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 = 8

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 7 below the 5 yr JUL average of 8

MAY 7
JUN 7
JUL 7

0.00%

0.00%

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	7.01%	9	7	25	18	0
\$100,001 - \$175,000	12.26%	5	5	4	12	0
\$175,001 - \$225,000	16.04%	4	6	4	6	1
\$225,001 - \$300,000	23.45%	6	7	6	6	11
\$300,001 - \$375,000	17.25%	12	11	15	11	21
\$375,001 - \$500,000	12.67%	9	32	10	7	17
\$500,001 and up	11.32%	14	81	5	20	17
Median Closed DOM		7	7	6	10	16
Total Closed Units	100%	742	89	374	230	49
Total Closed Volume		232,215,269	13.01M	96.33M	96.64M	26.23M

July 2023



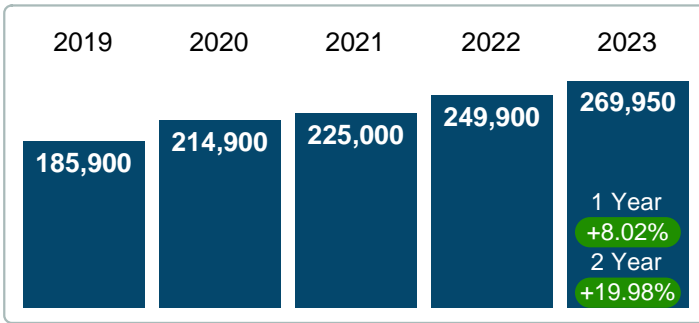
Area Delimited by County Of Tulsa - Residential Property Type



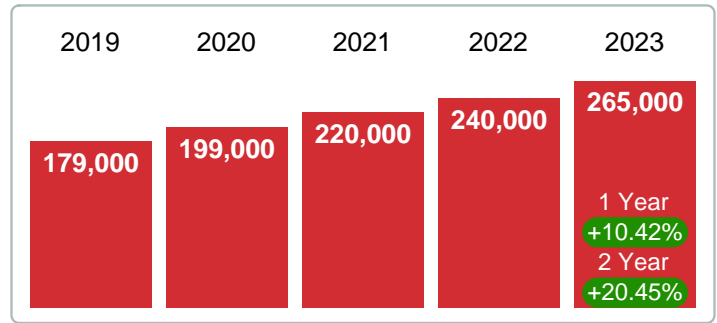
MEDIAN LIST PRICE AT CLOSING

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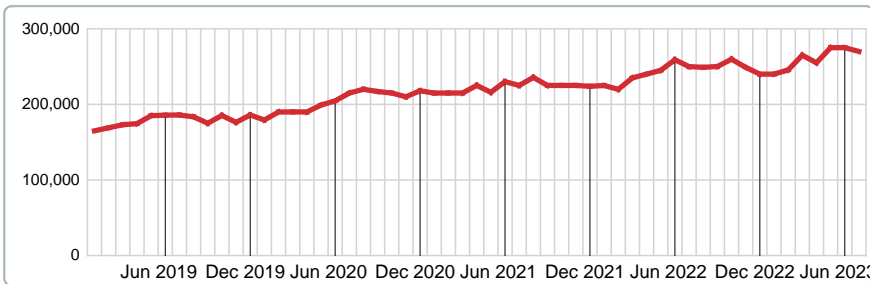
JULY



YEAR TO DATE (YTD)

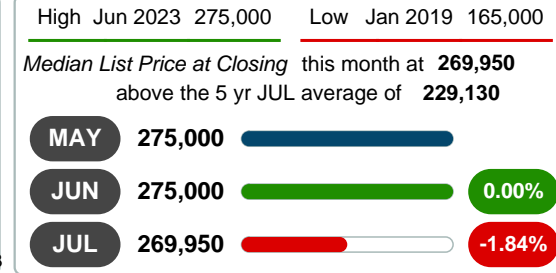


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 229,130



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	7.14%	80,000	79,000	89,000	92,000	0
\$100,001 - \$175,000	12.40%	140,000	131,500	147,000	145,450	175,000
\$175,001 - \$225,000	16.04%	205,000	195,000	202,500	212,500	218,700
\$225,001 - \$300,000	23.32%	263,500	272,450	255,000	274,000	260,000
\$300,001 - \$375,000	16.31%	330,000	330,000	329,900	337,000	327,500
\$375,001 - \$500,000	13.88%	424,000	418,500	414,820	425,650	427,000
\$500,001 and up	10.92%	599,900	1,199,900	589,000	607,450	607,900
Median List Price		269,950	115,000	239,900	357,000	499,900
Total Closed Units	100%	269,950	89	374	230	49
Total Closed Volume		235,568,858	13.62M	97.11M	98.25M	26.59M

July 2023



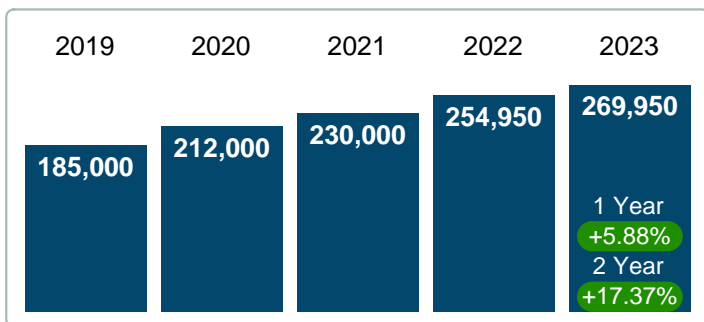
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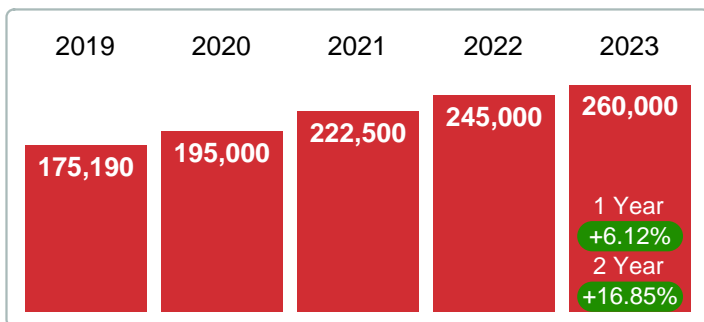
MEDIAN SOLD PRICE AT CLOSING

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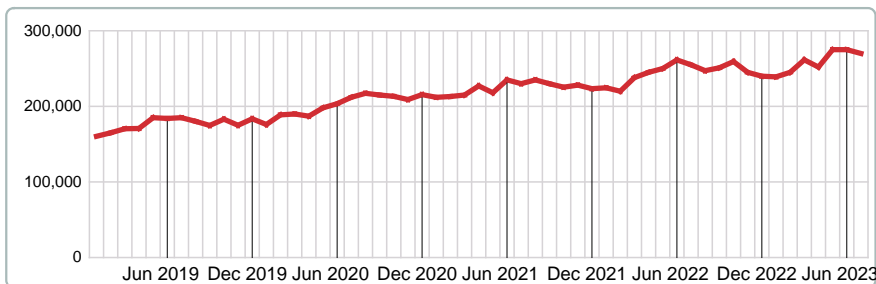
JULY



YEAR TO DATE (YTD)

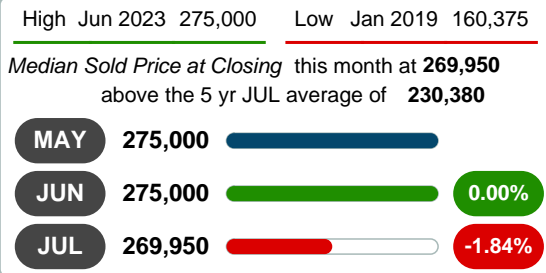


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 230,380



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	52	7.01%	78,950	77,000	81,050	89,500	0
\$100,001 - \$175,000	91	12.26%	138,000	130,900	145,000	152,750	0
\$175,001 - \$225,000	119	16.04%	200,000	189,900	200,250	200,000	217,000
\$225,001 - \$300,000	174	23.45%	258,750	249,900	255,000	269,228	251,200
\$300,001 - \$375,000	128	17.25%	331,950	325,000	329,900	335,000	337,500
\$375,001 - \$500,000	94	12.67%	419,950	413,500	409,000	424,000	451,000
\$500,001 and up	84	11.32%	600,220	800,000	575,000	603,952	599,900
Median Sold Price			269,950	120,000	240,000	356,450	505,000
Total Closed Units		100%	742	89	374	230	49
Total Closed Volume			232,215,269	13.01M	96.33M	96.64M	26.23M

July 2023



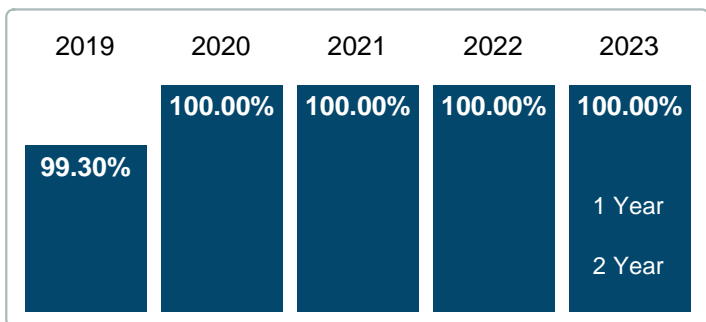
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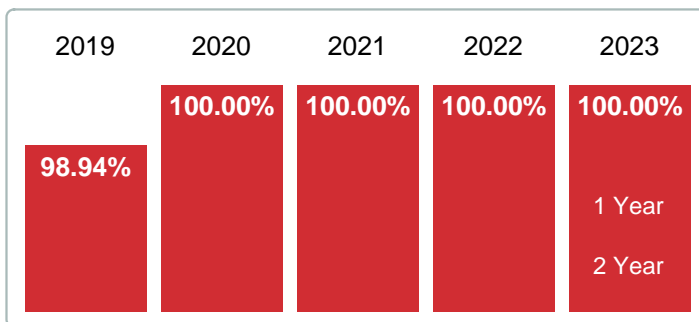
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99.86%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr JUL average of **99.86%**

- MAY 100.00%
- JUN 100.00%
- JUL 100.00%

0.00%
0.00%

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	52	7.01%	99.75%	100.00%	93.97%	97.50%	0.00%
\$100,001 - \$175,000	91	12.26%	100.00%	100.00%	100.00%	95.67%	0.00%
\$175,001 - \$225,000	119	16.04%	100.00%	100.00%	100.00%	97.07%	101.12%
\$225,001 - \$300,000	174	23.45%	100.00%	100.00%	100.00%	100.00%	96.62%
\$300,001 - \$375,000	128	17.25%	100.00%	97.10%	100.00%	100.00%	99.44%
\$375,001 - \$500,000	94	12.67%	99.09%	98.19%	98.28%	100.00%	100.00%
\$500,001 and up	84	11.32%	99.92%	66.67%	101.75%	99.27%	99.64%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		742	100%	89	374	230	49
Total Closed Volume		232,215,269		13.01M	96.33M	96.64M	26.23M

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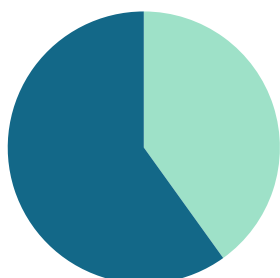
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MARKET SUMMARY

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INVENTORY

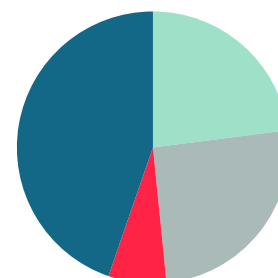


Inventory
 New Listings
990 = 40.08%
 Start Inventory
1,480
 Total Inventory Units
2,470
 Volume
\$1,017,247,261

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%
Median List Price	249,900	269,950	8.02%	240,000	265,000	10.42%
Median Sale Price	254,950	269,950	5.88%	245,000	260,000	6.12%
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	7.00	40.00%	4.00	8.00	100.00%
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

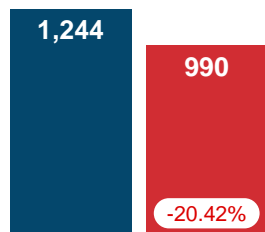
Inventory on July 31, 2023 = **1,444**

2022 **2023**

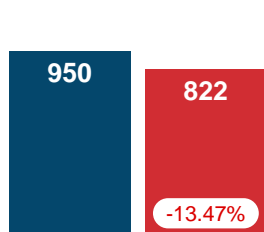
JULY MARKET

MEDIAN PRICES

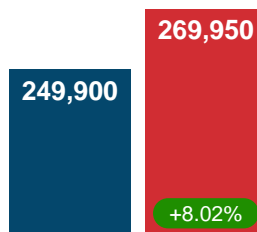
New Listings



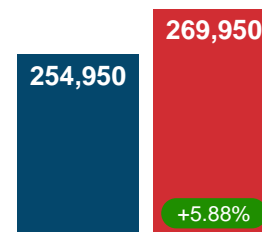
Pending Listings



List Price



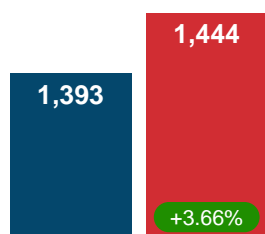
Sale Price



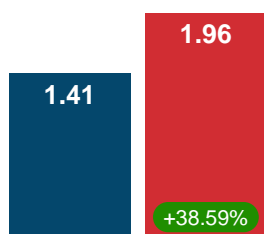
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

