

# June 2023



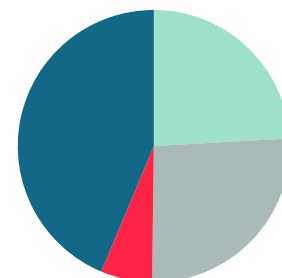
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	June		+/-%
	2022	2023	
Closed Listings	1,016	780	-23.23%
Pending Listings	949	844	-11.06%
New Listings	1,367	1,055	-22.82%
Average List Price	313,113	330,587	5.58%
Average Sale Price	316,004	326,713	3.39%
Average Percent of Selling Price to List Price	101.75%	99.32%	-2.38%
Average Days on Market to Sale	12.45	23.98	92.70%
End of Month Inventory	1,220	1,413	15.82%
Months Supply of Inventory	1.22	1.88	54.45%



■ Closed (24.11%)  
■ Pending (26.09%)  
■ Other OffMarket (6.12%)  
■ Active (43.68%)

**Absorption:** Last 12 months, an Average of **752** Sales/Month  
**Active Inventory** as of June 30, 2023 = **1,413**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2023 rose **15.82%** to 1,413 existing homes available for sale. Over the last 12 months this area has had an average of 752 closed sales per month. This represents an unsold inventory index of **1.88** 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 **3.39%** in June 2023 to \$326,713 versus the previous year at \$316,004.

#### Average Days on Market Lengthens

The average number of **23.98** days that homes spent on the market before selling increased by 11.54 days or **92.70%** in June 2023 compared to last year's same month at **12.45** DOM.

#### Sales Success for June 2023 is Positive

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

There were 1,055 New Listings in June 2023, down **22.82%** from last year at 1,367. Furthermore, there were 780 Closed Listings this month versus last year at 1,016, a **-23.23%** decrease.

Closed versus Listed trends yielded a **73.9%** ratio, down from previous year's, June 2022, at **74.3%**, a **0.52%** 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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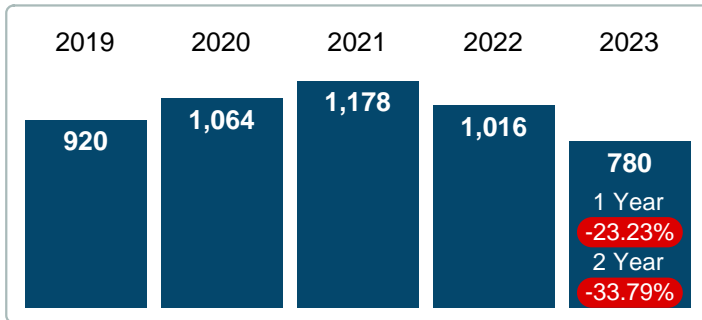
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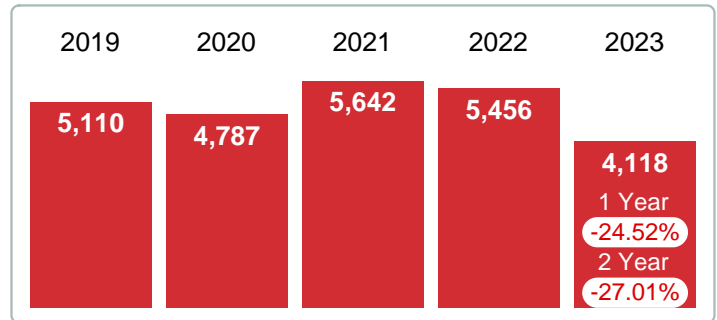
## CLOSED LISTINGS

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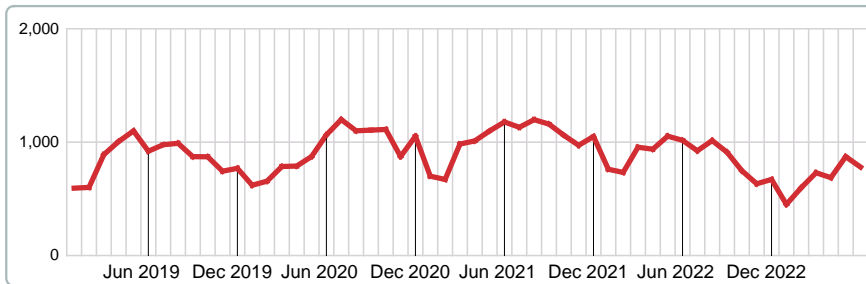
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 992

High Jul 2020 1,199 Low Jan 2023 451

Closed Listings this month at **780**  
 below the 5 yr JUN average of **992**



### 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	63	8.08%	22.1	32	31	0	0
\$125,001 - \$175,000	103	13.21%	10.3	27	71	3	2
\$175,001 - \$225,000	109	13.97%	13.1	8	88	12	1
\$225,001 - \$300,000	168	21.54%	16.3	8	121	38	1
\$300,001 - \$400,000	163	20.90%	25.9	7	65	76	15
\$400,001 - \$550,000	94	12.05%	49.5	2	20	59	13
\$550,001 and up	80	10.26%	40.2	1	7	56	16
<b>Total Closed Units</b>	<b>780</b>			<b>85</b>	<b>403</b>	<b>244</b>	<b>48</b>
<b>Total Closed Volume</b>	<b>254,836,511</b>	<b>100%</b>	<b>24.0</b>	<b>14.56M</b>	<b>99.25M</b>	<b>113.24M</b>	<b>27.79M</b>
<b>Average Closed Price</b>	<b>\$326,713</b>			<b>\$171,262</b>	<b>\$246,277</b>	<b>\$464,104</b>	<b>\$578,918</b>

# June 2023



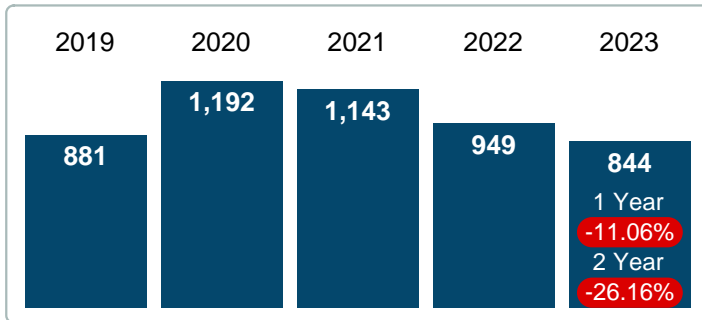
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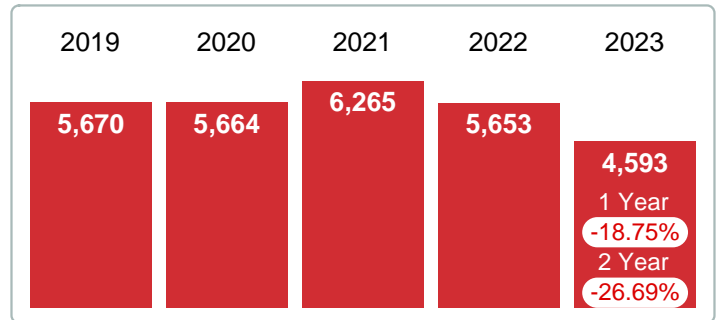
## PENDING LISTINGS

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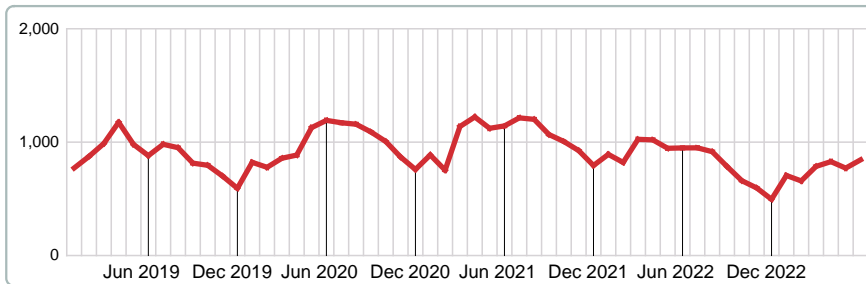
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,002

High Apr 2021 1,222 | Low Dec 2022 496

Pending Listings this month at **844**  
 below the 5 yr JUN average of **1,002**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	81	9.60%	27.0	51	28	2	0
\$125,001 - \$175,000	82	9.72%	16.4	20	54	6	2
\$175,001 - \$225,000	137	16.23%	17.1	12	114	10	1
\$225,001 - \$300,000	195	23.10%	19.3	5	139	49	2
\$300,001 - \$375,000	128	15.17%	30.4	4	46	72	6
\$375,001 - \$550,000	135	16.00%	52.5	6	35	76	18
\$550,001 and up	86	10.19%	44.4	1	10	54	21
<b>Total Pending Units</b>	<b>844</b>			<b>99</b>	<b>426</b>	<b>269</b>	<b>50</b>
<b>Total Pending Volume</b>	<b>277,502,716</b>	<b>100%</b>	<b>29.5</b>	<b>15.35M</b>	<b>108.08M</b>	<b>123.14M</b>	<b>30.94M</b>
<b>Average Listing Price</b>	<b>\$362,478</b>			<b>\$155,020</b>	<b>\$253,703</b>	<b>\$457,775</b>	<b>\$618,731</b>

# June 2023



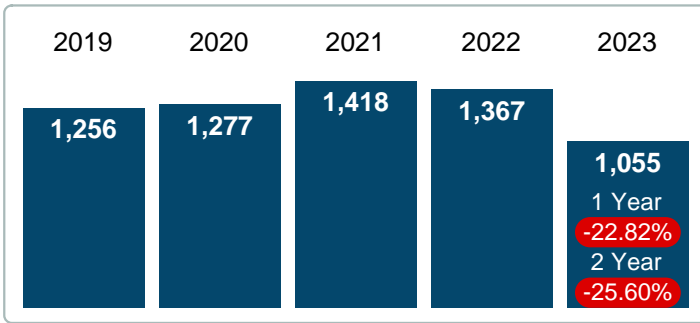
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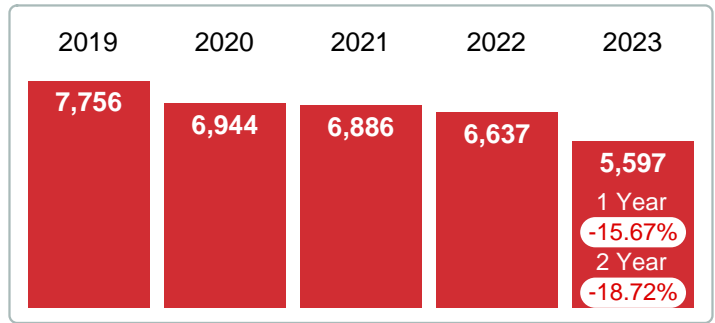
## NEW LISTINGS

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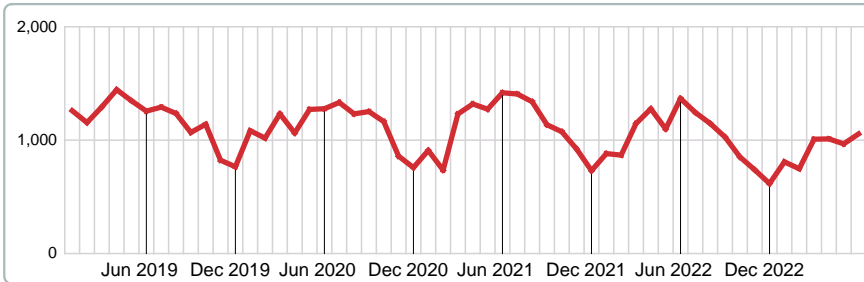
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1,275

High Apr 2019 1,445 Low Dec 2022 617

New Listings this month at 1,055  
below the 5 yr JUN average of 1,275



### 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	75	7.11%	42	31	2	0
\$125,001 - \$200,000	158	14.98%	29	107	20	2
\$200,001 - \$250,000	170	16.11%	14	131	22	3
\$250,001 - \$350,000	254	24.08%	13	124	112	5
\$350,001 - \$450,000	161	15.26%	2	65	76	18
\$450,001 - \$600,000	127	12.04%	10	24	73	20
\$600,001 and up	110	10.43%	2	16	56	36
<b>Total New Listed Units</b>	<b>1,055</b>		<b>112</b>	<b>498</b>	<b>361</b>	<b>84</b>
<b>Total New Listed Volume</b>	<b>388,395,998</b>	<b>100%</b>	<b>22.68M</b>	<b>141.68M</b>	<b>165.90M</b>	<b>58.14M</b>
<b>Average New Listed Listing Price</b>	<b>\$382,986</b>		<b>\$202,473</b>	<b>\$284,498</b>	<b>\$459,565</b>	<b>\$692,094</b>

# June 2023



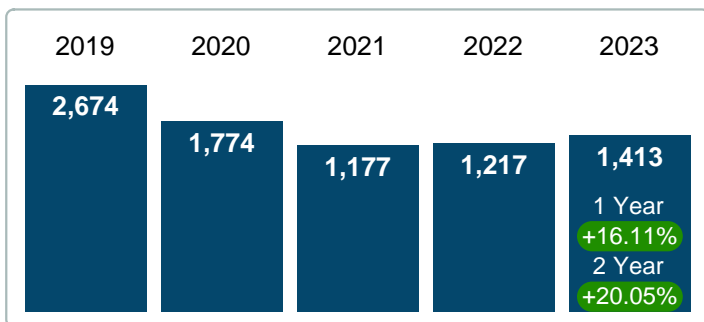
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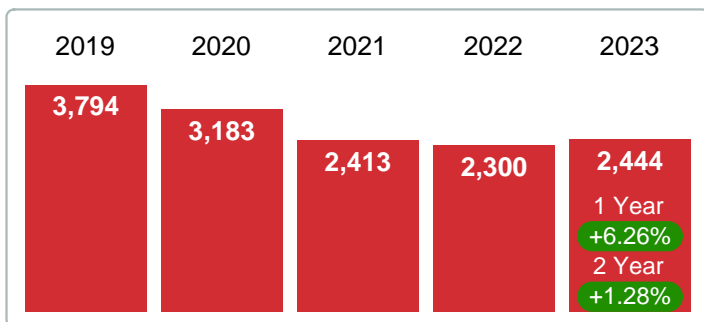
## ACTIVE INVENTORY

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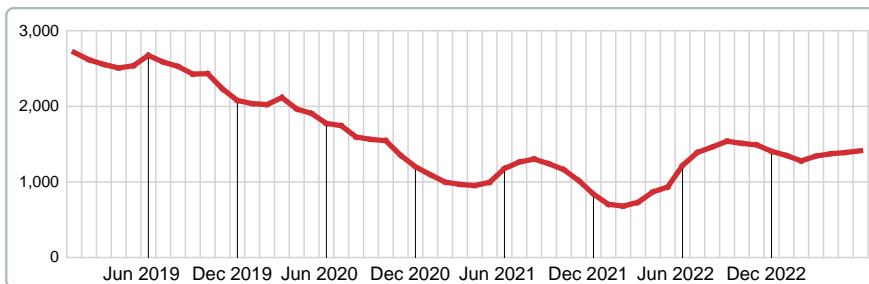
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS

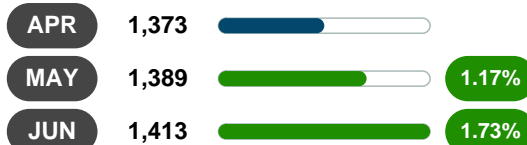


### 3 MONTHS

5 year JUN AVG = 1,651

High Jan 2019 2,714 Low Feb 2022 681

Inventory this month at 1,413  
below the 5 yr JUN average of 1,651



### 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	132	9.34%	80.9	72	51	9	0
\$150,001 - \$250,000	183	12.95%	36.4	27	120	33	3
\$250,001 - \$325,000	180	12.74%	41.5	11	100	62	7
\$325,001 - \$475,000	389	27.53%	63.8	13	177	170	29
\$475,001 - \$525,000	128	9.06%	112.8	4	39	73	12
\$525,001 - \$725,000	255	18.05%	111.8	13	37	159	46
\$725,001 and up	146	10.33%	69.8	3	19	70	54
<b>Total Active Inventory by Units</b>	<b>1,413</b>			<b>143</b>	<b>543</b>	<b>576</b>	<b>151</b>
<b>Total Active Inventory by Volume</b>	<b>672,183,180</b>	<b>100%</b>	<b>72.7</b>	<b>35.79M</b>	<b>193.62M</b>	<b>297.25M</b>	<b>145.52M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$475,714</b>			<b>\$250,295</b>	<b>\$356,571</b>	<b>\$516,060</b>	<b>\$963,726</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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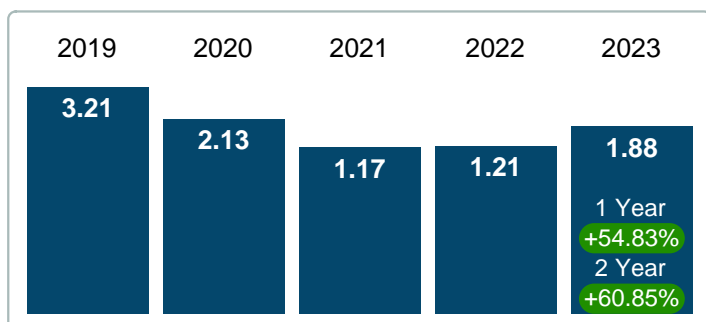
Area Delimited by County Of Tulsa - Residential Property Type



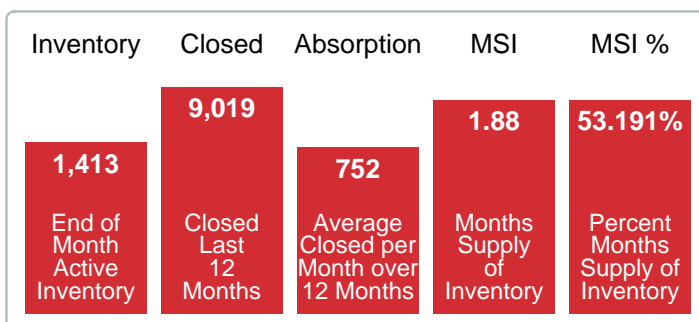
## MONTHS SUPPLY of INVENTORY (MSI)

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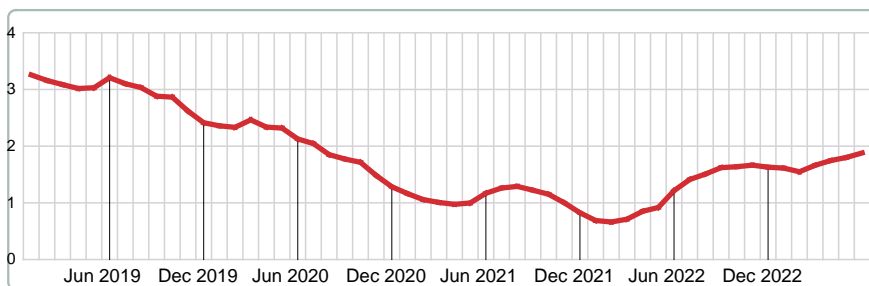
### MSI FOR JUNE



### INDICATORS FOR JUNE 2023

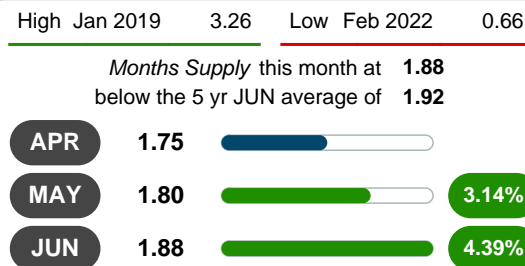


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 1.92



### 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	132	9.34%	0.98	1.28	0.72	1.40	0.00
\$150,001 - \$250,000	183	12.95%	0.77	1.14	0.67	1.06	1.13
\$250,001 - \$325,000	180	12.74%	1.24	1.63	1.20	1.22	1.58
\$325,001 - \$475,000	389	27.53%	2.94	3.32	4.12	2.33	2.27
\$475,001 - \$525,000	128	9.06%	5.00	6.86	4.93	5.03	4.65
\$525,001 - \$725,000	255	18.05%	5.18	19.50	4.23	5.27	4.76
\$725,001 and up	146	10.33%	5.21	6.00	4.96	4.52	6.61
Market Supply of Inventory (MSI)			1.88	1.55	1.37	2.60	3.70
Total Active Inventory by Units		100%	1,413	143	543	576	151

# June 2023



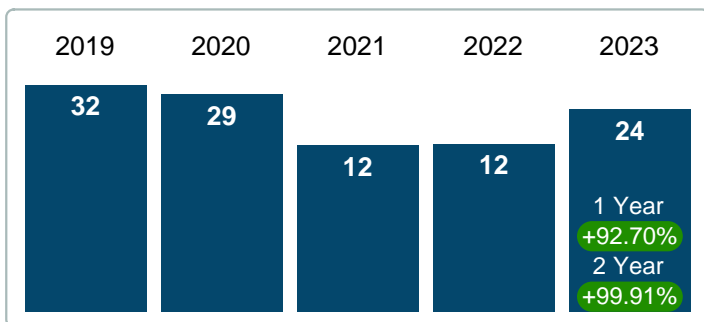
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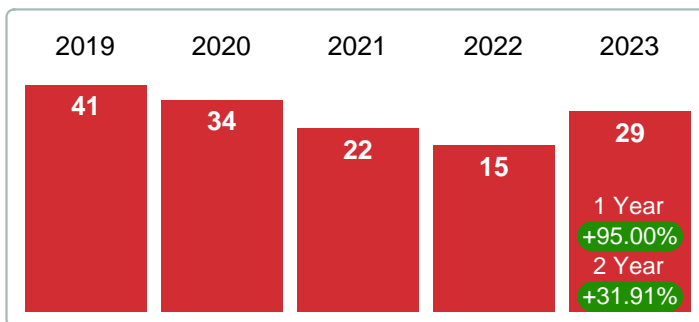
## AVERAGE DAYS ON MARKET TO SALE

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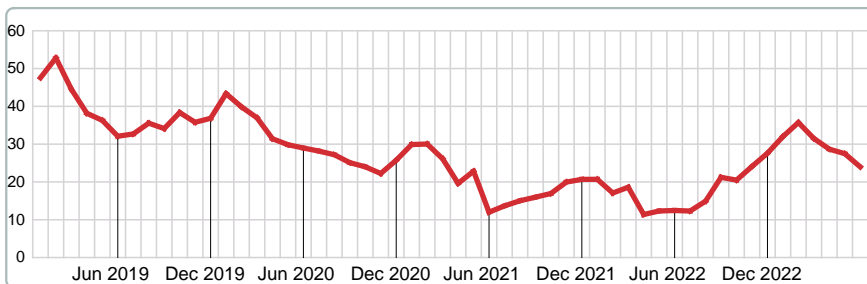
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 22

High Feb 2019 53 Low Apr 2022 11

Average Days on Market to Sale this month at 24 above the 5 yr JUN 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
\$125,000 and less	8.08%	22	23	22	0	0
\$125,001 - \$175,000	13.21%	10	6	12	19	9
\$175,001 - \$225,000	13.97%	13	19	11	26	1
\$225,001 - \$300,000	21.54%	16	5	15	20	81
\$300,001 - \$400,000	20.90%	26	12	23	32	17
\$400,001 - \$550,000	12.05%	49	81	62	49	29
\$550,001 and up	10.26%	40	19	19	42	46
<b>Average Closed DOM</b>		<b>24</b>	<b>16</b>	<b>18</b>	<b>36</b>	<b>30</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>780</b>	<b>85</b>	<b>403</b>	<b>244</b>	<b>48</b>
<b>Total Closed Volume</b>		<b>254,836,511</b>	<b>14.56M</b>	<b>99.25M</b>	<b>113.24M</b>	<b>27.79M</b>

# June 2023



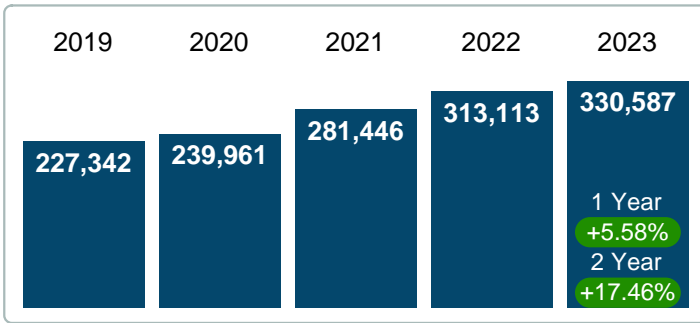
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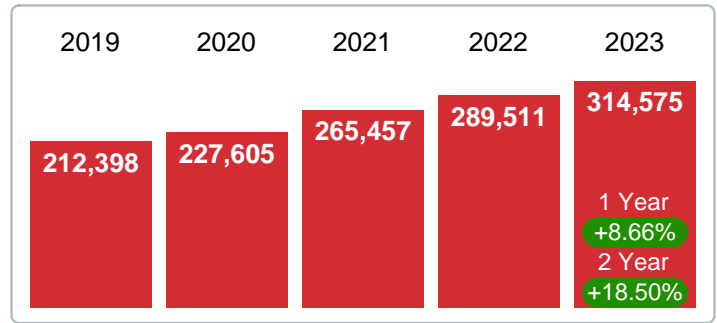
## AVERAGE LIST PRICE AT CLOSING

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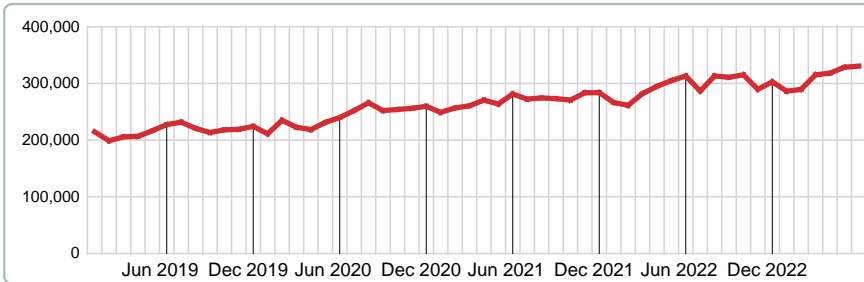
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

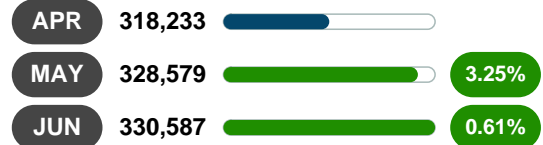


### 3 MONTHS

5 year JUN AVG = 278,490

High Jun 2023 330,587 Low Feb 2019 198,959

Average List Price at Closing this month at **330,587**  
above the 5 yr JUN average of **278,490**



### 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	7.69%	89,105	80,600	103,738	0	0
\$125,001 - \$175,000	12.69%	149,030	147,288	151,952	173,053	184,500
\$175,001 - \$225,000	15.90%	203,555	193,488	204,020	206,663	209,500
\$225,001 - \$300,000	21.15%	264,361	275,238	257,934	269,465	285,600
\$300,001 - \$400,000	20.00%	348,231	351,629	341,387	351,991	342,267
\$400,001 - \$550,000	12.18%	468,188	469,000	473,618	471,940	473,308
\$550,001 and up	10.38%	865,374	1,200,000	725,986	829,991	1,035,931
<b>Average List Price</b>		<b>330,587</b>	<b>175,355</b>	<b>247,922</b>	<b>468,500</b>	<b>598,458</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>330,587</b>	<b>85</b>	<b>403</b>	<b>244</b>	<b>48</b>
<b>Total Closed Volume</b>		<b>257,857,879</b>	<b>14.91M</b>	<b>99.91M</b>	<b>114.31M</b>	<b>28.73M</b>



# June 2023



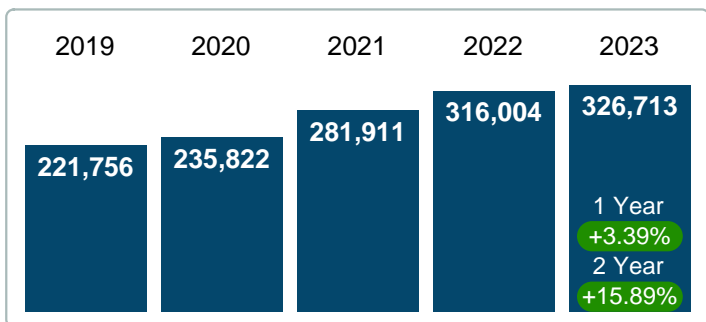
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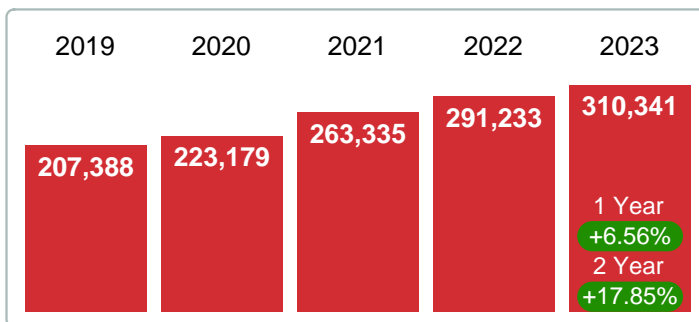
## AVERAGE SOLD PRICE AT CLOSING

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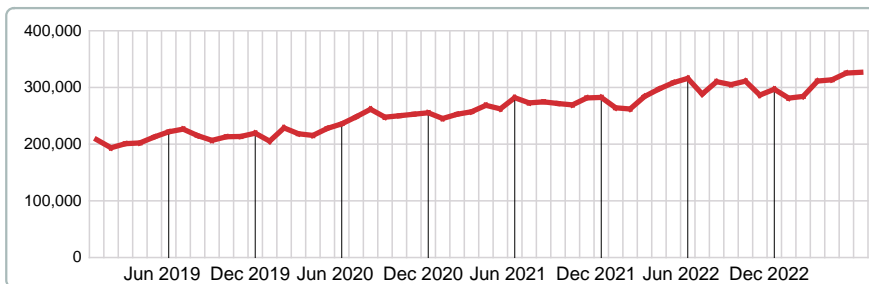
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

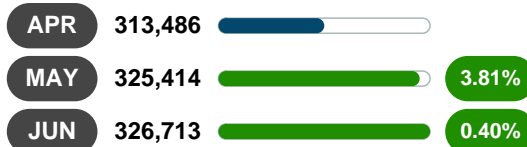


### 3 MONTHS

5 year JUN AVG = 276,441

High Jun 2023 326,713 Low Feb 2019 193,632

Average Sold Price at Closing this month at **326,713** above the 5 yr JUN average of **276,441**



### 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	8.08%	87,257	78,209	96,597	0	0
\$125,001 - \$175,000	13.21%	150,882	147,007	151,964	153,387	161,000
\$175,001 - \$225,000	13.97%	202,417	190,113	202,813	206,917	212,000
\$225,001 - \$300,000	21.54%	261,411	273,063	258,696	266,983	285,000
\$300,001 - \$400,000	20.90%	344,439	343,571	339,746	349,278	340,658
\$400,001 - \$550,000	12.05%	469,162	437,500	460,630	471,747	475,427
\$550,001 and up	10.26%	844,666	1,100,000	717,143	817,404	979,914
<b>Average Sold Price</b>		<b>326,713</b>	<b>171,262</b>	<b>246,277</b>	<b>464,104</b>	<b>578,918</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>326,713</b>	<b>85</b>	<b>403</b>	<b>244</b>	<b>48</b>
<b>Total Closed Volume</b>		<b>254,836,511</b>	<b>14.56M</b>	<b>99.25M</b>	<b>113.24M</b>	<b>27.79M</b>

# June 2023



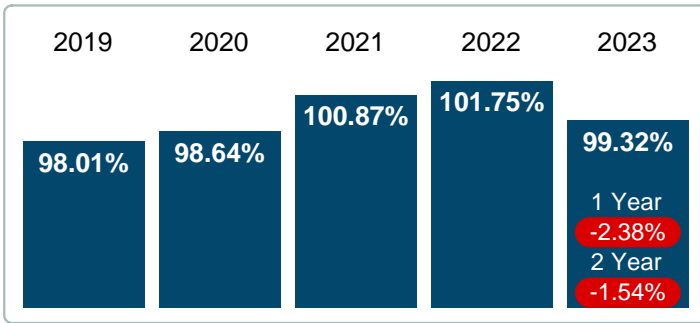
Area Delimited by County Of Tulsa - Residential Property Type



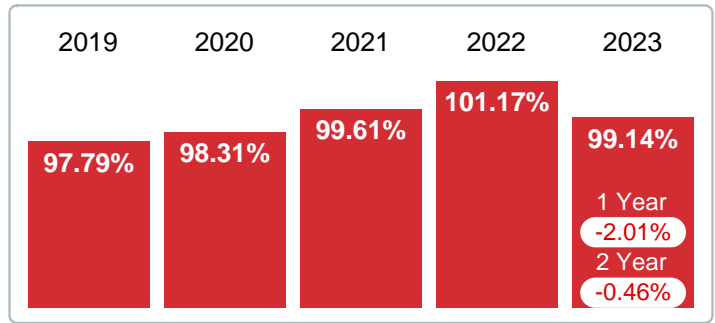
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 13, 2023 for MLS Technology Inc.

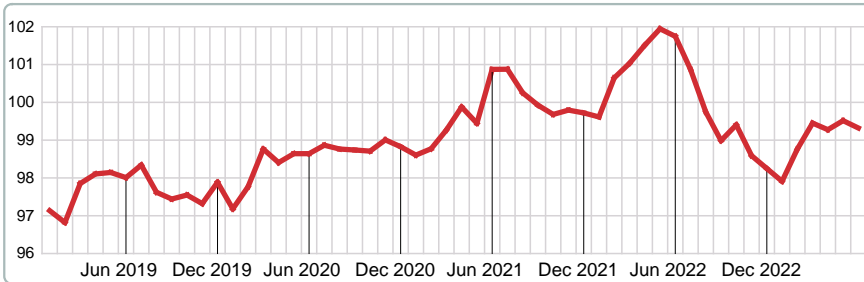
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 99.72%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **99.32%**  
below the 5 yr JUN average of **99.72%**



## 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	63	8.08%	96.76%	99.51%	93.91%	0.00%	0.00%
\$125,001 - \$175,000	103	13.21%	99.67%	100.25%	100.24%	89.27%	87.24%
\$175,001 - \$225,000	109	13.97%	99.61%	98.35%	99.62%	100.24%	101.19%
\$225,001 - \$300,000	168	21.54%	100.14%	99.40%	100.41%	99.46%	99.79%
\$300,001 - \$400,000	163	20.90%	99.37%	97.82%	99.65%	99.25%	99.57%
\$400,001 - \$550,000	94	12.05%	99.40%	93.25%	97.46%	100.02%	100.52%
\$550,001 and up	80	10.26%	98.57%	91.67%	100.20%	99.27%	95.87%
Average Sold/List Ratio		99.30%		99.25%	99.43%	99.40%	98.12%
Total Closed Units	780	100%	99.30%	85	403	244	48
Total Closed Volume	254,836,511			14.56M	99.25M	113.24M	27.79M

# June 2023



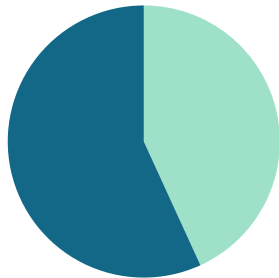
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

### INVENTORY

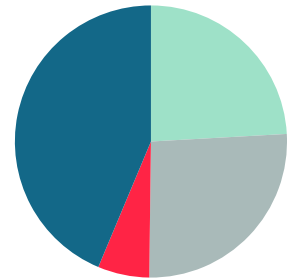


**Inventory**  
 New Listings  
**1,055 = 43.17%**  
 Start Inventory  
**1,389**  
 Total Inventory Units  
**2,444**  
 Volume  
**\$1,035,607,944**

### Market Activity

Closed Sales  
**780 = 24.11%**  
 Pending Sales  
**844 = 26.09%**  
 Other Off Market  
**198 = 6.12%**  
 Active Inventory  
**1,413 = 43.68%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,016	780	-23.23%	5,456	4,118	-24.52%
Pending Sales	949	844	-11.06%	5,653	4,593	-18.75%
New Listings	1,367	1,055	-22.82%	6,637	5,597	-15.67%
Average List Price	313,113	330,587	5.58%	289,511	314,575	8.66%
Average Sale Price	316,004	326,713	3.39%	291,233	310,341	6.56%
Average Percent of Selling Price to List Price	101.75%	99.32%	-2.38%	101.17%	99.14%	-2.01%
Average Days on Market to Sale	12.45	23.98	92.70%	15.09	29.42	95.00%
Monthly Inventory	1,220	1,413	15.82%	1,220	1,413	15.82%
Months Supply of Inventory	1.22	1.88	54.45%	1.22	1.88	54.45%

**Absorption:** Last 12 months, an Average of **752** Sales/Month

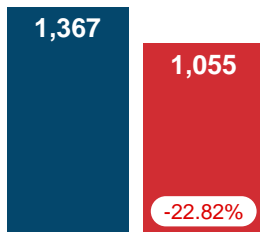
**Inventory** on June 30, 2023 = **1,413**

**2022** **2023**

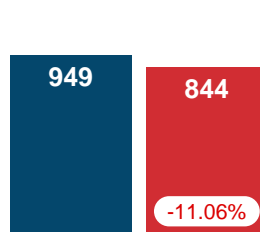
### JUNE MARKET

### AVERAGE PRICES

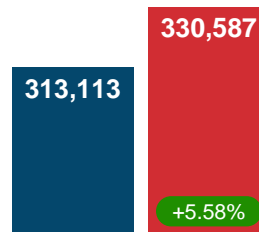
#### New Listings



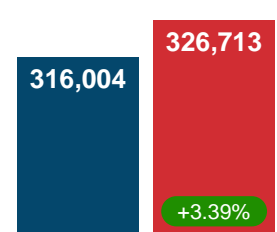
#### Pending Listings



#### List Price



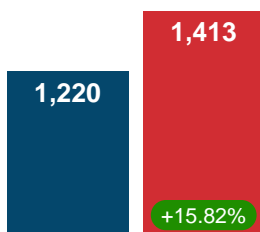
#### Sale Price



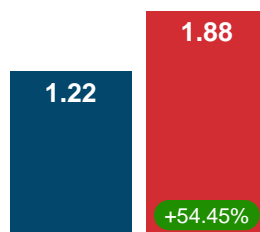
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

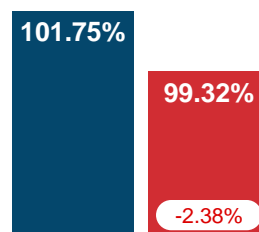
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

