

June 2023



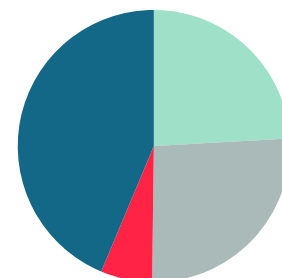
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	259,000	275,000	6.18%
Median Sale Price	261,420	275,000	5.19%
Median Percent of Selling Price to List Price	100.36%	100.00%	-0.36%
Median Days on Market to Sale	4.00	7.00	75.00%
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.

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 **5.19%** in June 2023 to \$275,000 versus the previous year at \$261,420.

Median Days on Market Lengthens

The median number of **7.00** days that homes spent on the market before selling increased by 3.00 days or **75.00%** in June 2023 compared to last year's same month at **4.00** DOM.

Sales Success for June 2023 is Positive

Overall, with Median 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.

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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

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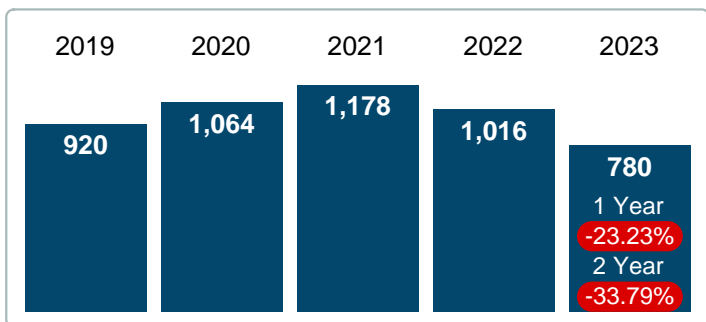
Area Delimited by County Of Tulsa - Residential Property Type



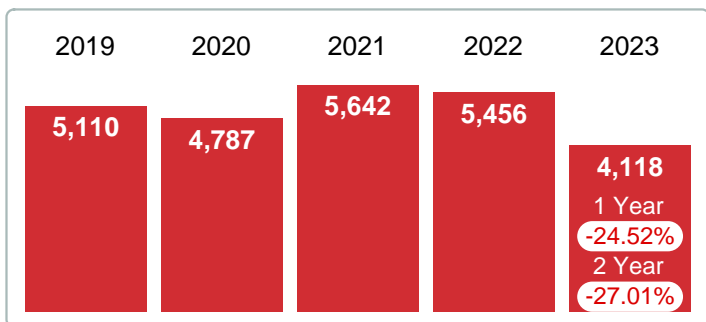
CLOSED LISTINGS

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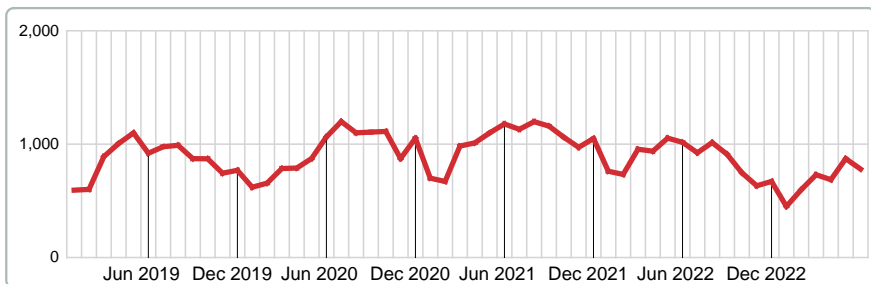
JUNE



YEAR TO DATE (YTD)

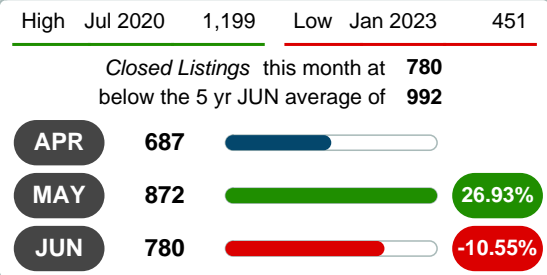


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 992



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	63	8.08%	7.0	32	31	0	0
\$125,001 - \$175,000	103	13.21%	5.0	27	71	3	2
\$175,001 - \$225,000	109	13.97%	5.0	8	88	12	1
\$225,001 - \$300,000	168	21.54%	6.0	8	121	38	1
\$300,001 - \$400,000	163	20.90%	10.0	7	65	76	15
\$400,001 - \$550,000	94	12.05%	19.5	2	20	59	13
\$550,001 and up	80	10.26%	15.0	1	7	56	16
Total Closed Units	780			85	403	244	48
Total Closed Volume	254,836,511	100%	7.0	14.56M	99.25M	113.24M	27.79M
Median Closed Price	\$275,000			\$140,000	\$230,000	\$392,450	\$470,000

June 2023



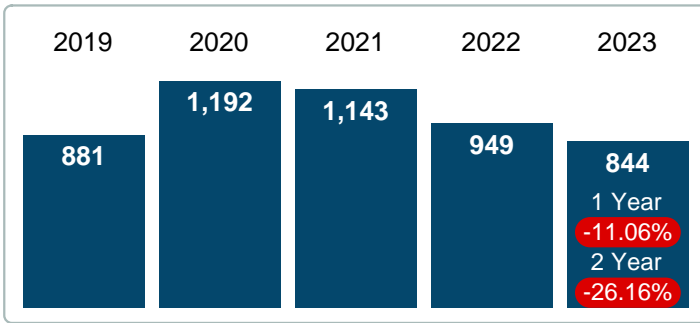
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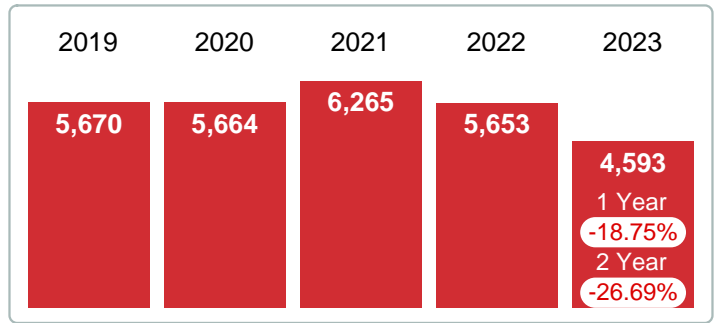
PENDING LISTINGS

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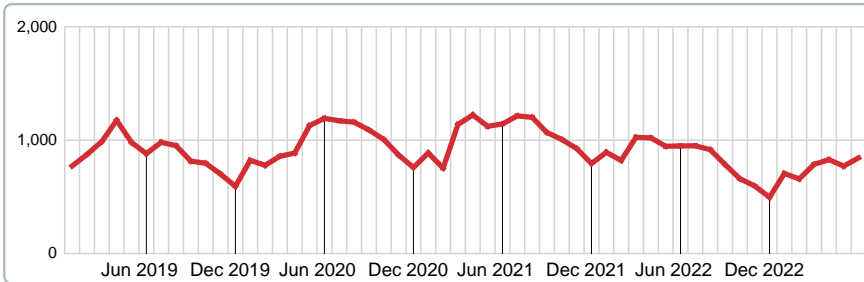
JUNE



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	81	9.60%	8.0	51	28	2	0
\$125,001 - \$175,000	82	9.72%	5.0	20	54	6	2
\$175,001 - \$225,000	137	16.23%	6.0	12	114	10	1
\$225,001 - \$300,000	195	23.10%	8.0	5	139	49	2
\$300,001 - \$375,000	128	15.17%	15.0	4	46	72	6
\$375,001 - \$550,000	135	16.00%	24.0	6	35	76	18
\$550,001 and up	86	10.19%	17.0	1	10	54	21
Total Pending Units	844			99	426	269	50
Total Pending Volume	277,502,716	100%	10.0	15.35M	108.08M	123.14M	30.94M
Median Listing Price	\$274,900			\$118,500	\$235,000	\$374,900	\$529,500

June 2023



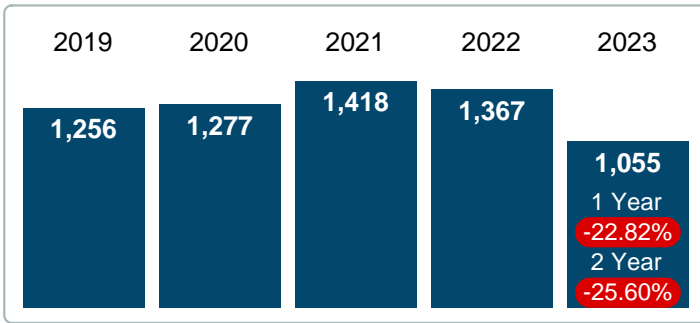
Area Delimited by County Of Tulsa - Residential Property Type



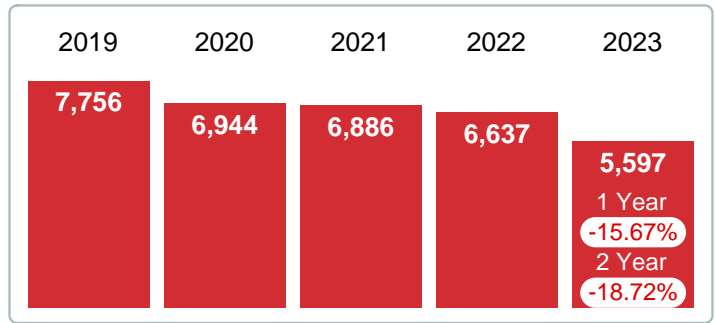
NEW LISTINGS

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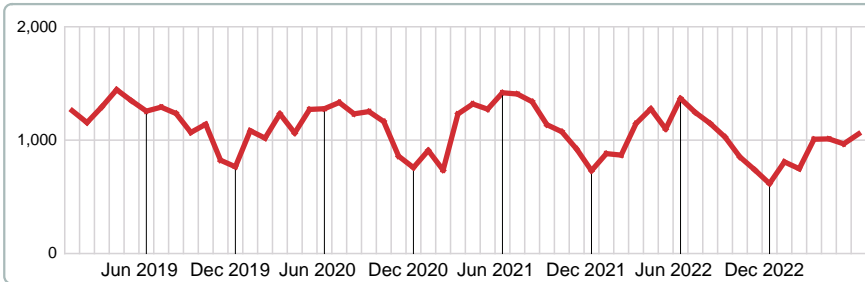
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,275

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
Total New Listed Units	1,055		112	498	361	84
Total New Listed Volume	388,395,998	100%	22.68M	141.68M	165.90M	58.14M
Median New Listed Listing Price	\$299,900		\$149,000	\$246,500	\$375,000	\$557,500

June 2023



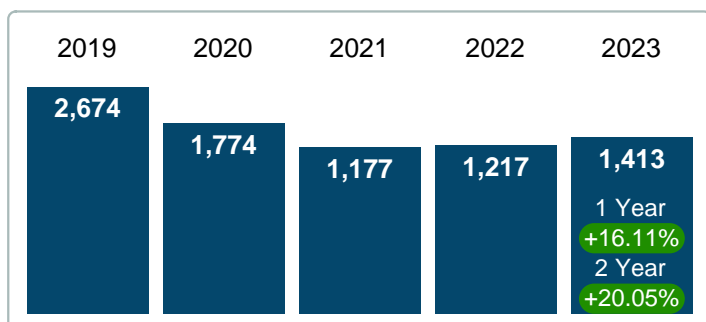
Area Delimited by County Of Tulsa - Residential Property Type



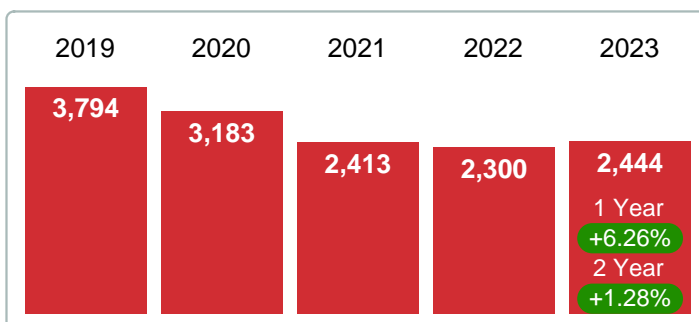
ACTIVE INVENTORY

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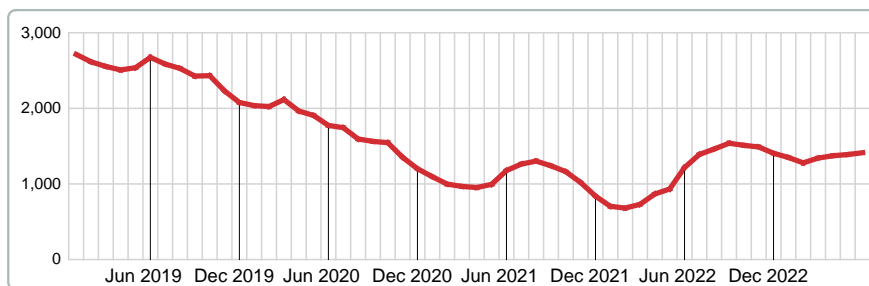
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

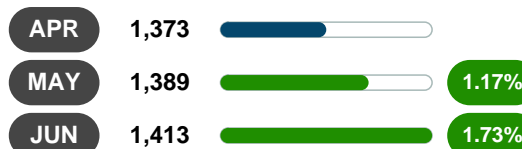


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	132	9.34%	48.0	72	51	9	0
\$150,001 - \$250,000	183	12.95%	21.0	27	120	33	3
\$250,001 - \$325,000	180	12.74%	29.0	11	100	62	7
\$325,001 - \$475,000	389	27.53%	42.0	13	177	170	29
\$475,001 - \$525,000	128	9.06%	92.0	4	39	73	12
\$525,001 - \$725,000	255	18.05%	92.0	13	37	159	46
\$725,001 and up	146	10.33%	56.5	3	19	70	54
Total Active Inventory by Units	1,413			143	543	576	151
Total Active Inventory by Volume	672,183,180	100%	43.0	35.79M	193.62M	297.25M	145.52M
Median Active Inventory Listing Price	\$399,900			\$150,000	\$325,391	\$494,250	\$614,500

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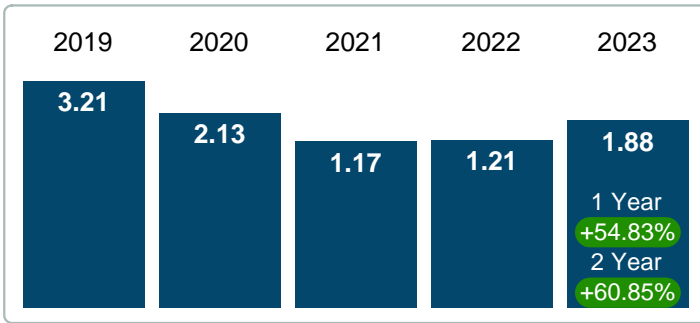
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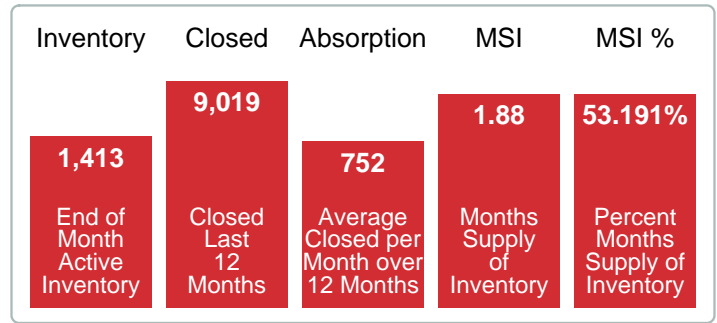
MONTHS SUPPLY of INVENTORY (MSI)

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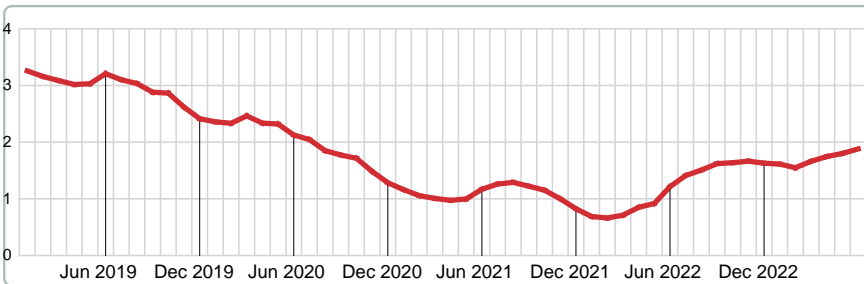
MSI FOR JUNE



INDICATORS FOR JUNE 2023

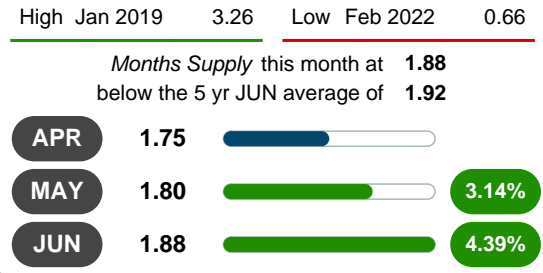


5 YEAR MARKET ACTIVITY TRENDS



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



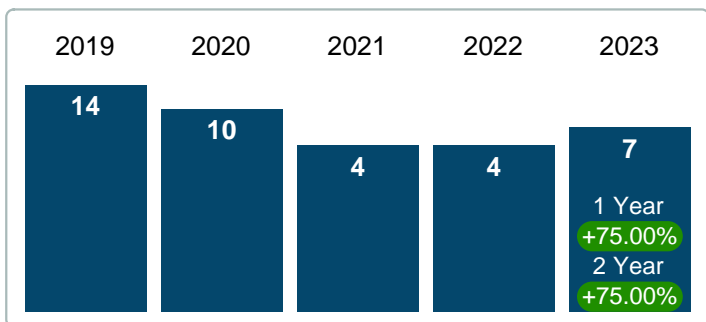
Area Delimited by County Of Tulsa - Residential Property Type



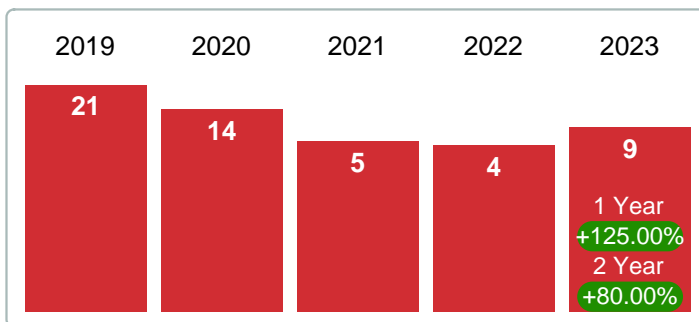
MEDIAN DAYS ON MARKET TO SALE

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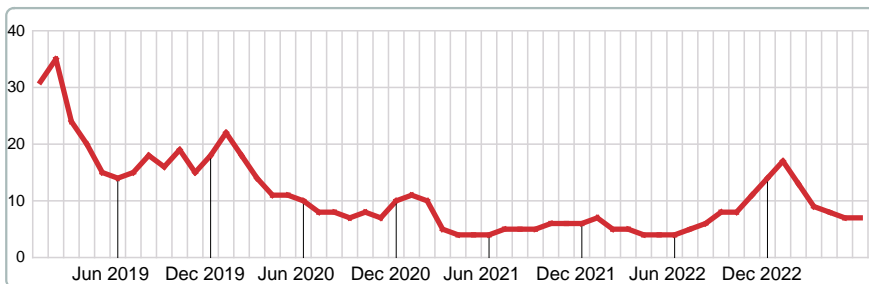
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

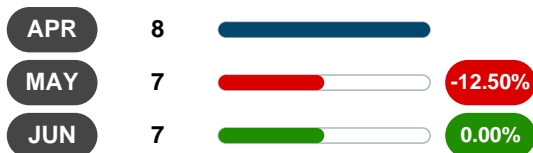


3 MONTHS

5 year JUN AVG = 8

High Feb 2019 35 Low Jun 2022 4

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



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8.08%	7	8	5	0	0
\$125,001 - \$175,000	13.21%	5	6	4	18	9
\$175,001 - \$225,000	13.97%	5	12	5	4	1
\$225,001 - \$300,000	21.54%	6	6	6	10	81
\$300,001 - \$400,000	20.90%	10	7	8	13	10
\$400,001 - \$550,000	12.05%	20	81	35	20	10
\$550,001 and up	10.26%	15	19	11	16	14
Median Closed DOM		7	7	5	12	12
Total Closed Units	100%	780	85	403	244	48
Total Closed Volume		254,836,511	14.56M	99.25M	113.24M	27.79M

June 2023



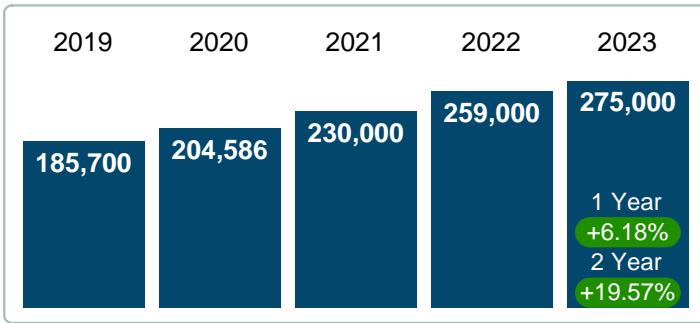
Area Delimited by County Of Tulsa - Residential Property Type



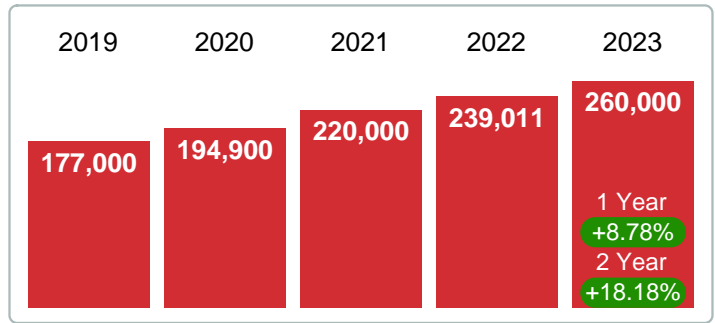
MEDIAN LIST PRICE AT CLOSING

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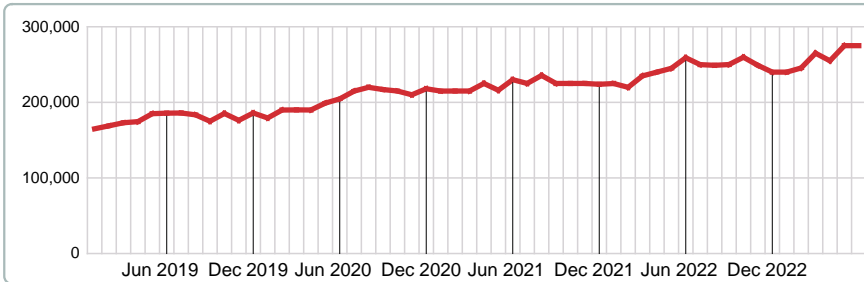
JUNE



YEAR TO DATE (YTD)

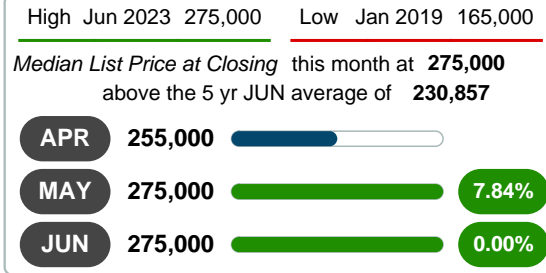


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 230,857



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
\$125,000 and less	60	7.69%	99,000	78,500	110,000	0	0
\$125,001 - \$175,000	99	12.69%	149,900	143,750	150,000	165,080	169,000
\$175,001 - \$225,000	124	15.90%	200,000	190,000	203,200	211,375	204,750
\$225,001 - \$300,000	165	21.15%	265,000	265,000	259,950	275,000	292,775
\$300,001 - \$400,000	156	20.00%	345,000	325,000	345,000	349,888	332,450
\$400,001 - \$550,000	95	12.18%	464,900	449,000	465,825	459,000	480,000
\$550,001 and up	81	10.38%	729,000	1,200,000	699,000	725,000	948,250
Median List Price			275,000	140,000	229,900	395,000	465,000
Total Closed Units		100%	275,000	85	403	244	48
Total Closed Volume			257,857,879	14.91M	99.91M	114.31M	28.73M

June 2023



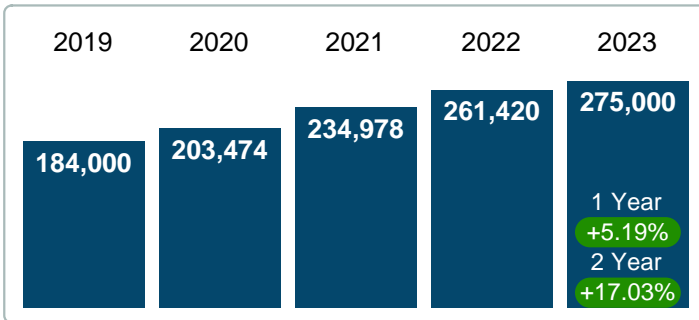
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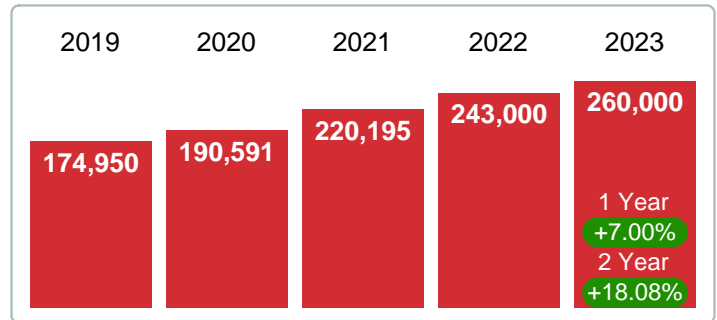
MEDIAN SOLD PRICE AT CLOSING

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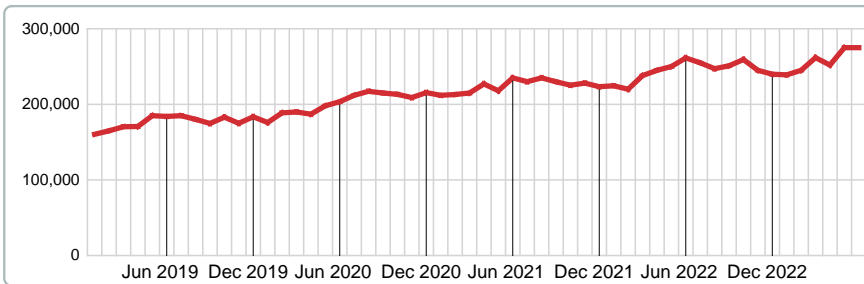
JUNE



YEAR TO DATE (YTD)

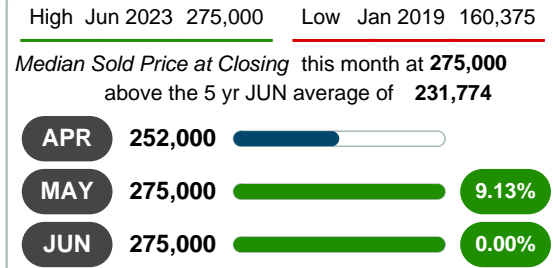


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 231,774



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
\$125,000 and less	63	8.08%	95,000	79,000	109,500	0	0
\$125,001 - \$175,000	103	13.21%	150,000	145,000	150,000	150,000	161,000
\$175,001 - \$225,000	109	13.97%	203,000	188,250	203,750	210,000	212,000
\$225,001 - \$300,000	168	21.54%	260,000	275,000	256,000	269,950	285,000
\$300,001 - \$400,000	163	20.90%	339,990	335,000	335,000	348,337	330,000
\$400,001 - \$550,000	94	12.05%	460,000	437,500	457,100	460,000	475,000
\$550,001 and up	80	10.26%	735,000	1,100,000	680,000	729,000	902,500
Median Sold Price			275,000	140,000	230,000	392,450	470,000
Total Closed Units		100%	780	85	403	244	48
Total Closed Volume			254,836,511	14.56M	99.25M	113.24M	27.79M

June 2023



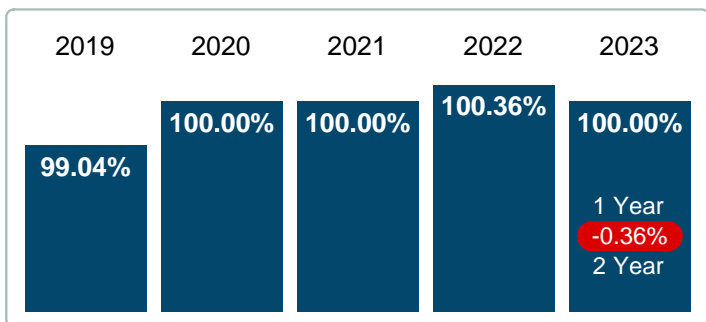
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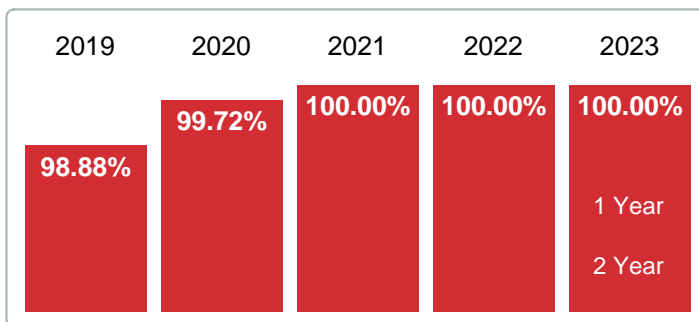
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99.88%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr JUN average of **99.88%**

APR 100.00% ✓
MAY 100.00% ✓
JUN 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	
\$125,000 and less	63	8.08%	99.07%	98.70%	99.07%	0.00%	0.00%	
\$125,001 - \$175,000	103	13.21%	100.00%	100.00%	100.00%	93.75%	87.24%	
\$175,001 - \$225,000	109	13.97%	100.00%	100.00%	100.00%	100.00%	101.19%	
\$225,001 - \$300,000	168	21.54%	100.00%	99.17%	100.00%	100.00%	99.79%	
\$300,001 - \$400,000	163	20.90%	100.00%	97.13%	100.00%	100.00%	100.00%	
\$400,001 - \$550,000	94	12.05%	100.00%	93.25%	98.22%	100.00%	100.00%	
\$550,001 and up	80	10.26%	99.09%	91.67%	97.28%	100.00%	97.39%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	98.91%	
Total Closed Units		780	100%	100.00%	85	403	244	48
Total Closed Volume		254,836,511			14.56M	99.25M	113.24M	27.79M

June 2023



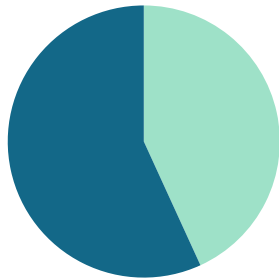
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

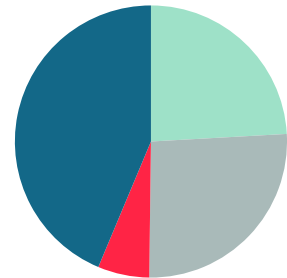


Inventory
 New Listings
1,055 = 43.17%
 Start Inventory
1,389
 Total Inventory Units
2,444
 Volume
\$1,035,607,944

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%
Median List Price	259,000	275,000	6.18%	239,011	260,000	8.78%
Median Sale Price	261,420	275,000	5.19%	243,000	260,000	7.00%
Median Percent of Selling Price to List Price	100.36%	100.00%	-0.36%	100.00%	100.00%	0.00%
Median Days on Market to Sale	4.00	7.00	75.00%	4.00	9.00	125.00%
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

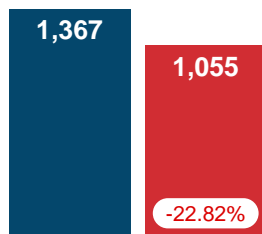
Inventory on June 30, 2023 = **1,413**

2022 **2023**

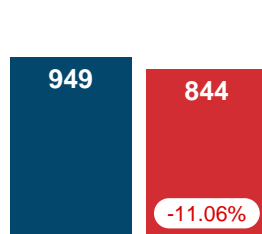
JUNE MARKET

MEDIAN PRICES

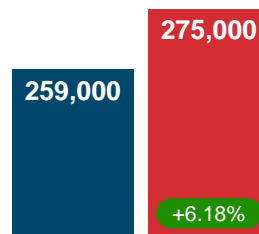
New Listings



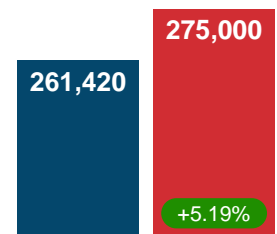
Pending Listings



List Price



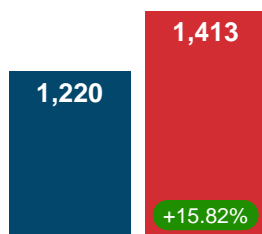
Sale Price



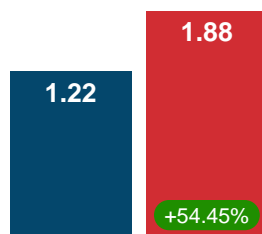
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

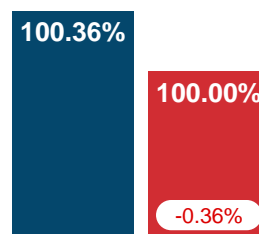
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

