

# May 2023



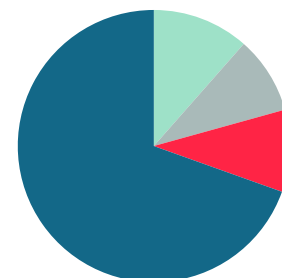
Area Delimited by County Of McIntosh - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	May 2023	+/-%
Closed Listings	24	20	-16.67%
Pending Listings	29	16	-44.83%
New Listings	43	48	11.63%
Average List Price	279,096	269,520	-3.43%
Average Sale Price	275,146	259,510	-5.68%
Average Percent of Selling Price to List Price	98.79%	95.16%	-3.68%
Average Days on Market to Sale	55.38	44.20	-20.18%
End of Month Inventory	85	121	42.35%
Months Supply of Inventory	3.59	5.36	49.18%



■ Closed (11.49%)  
■ Pending (9.20%)  
■ Other OffMarket (9.77%)  
■ Active (69.54%)

**Absorption:** Last 12 months, an Average of **23** Sales/Month  
**Active Inventory** as of May 31, 2023 = **121**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2023 rose **42.35%** to 121 existing homes available for sale. Over the last 12 months this area has had an average of 23 closed sales per month. This represents an unsold inventory index of **5.36** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **5.68%** in May 2023 to \$259,510 versus the previous year at \$275,146.

#### Average Days on Market Shortens

The average number of **44.20** days that homes spent on the market before selling decreased by 11.18 days or **20.18%** in May 2023 compared to last year's same month at **55.38** DOM.

#### Sales Success for May 2023 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 48 New Listings in May 2023, up **11.63%** from last year at 43. Furthermore, there were 20 Closed Listings this month versus last year at 24, a **-16.67%** decrease.

Closed versus Listed trends yielded a **41.7%** ratio, down from previous year's, May 2022, at **55.8%**, a **25.35%** 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®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**

# May 2023



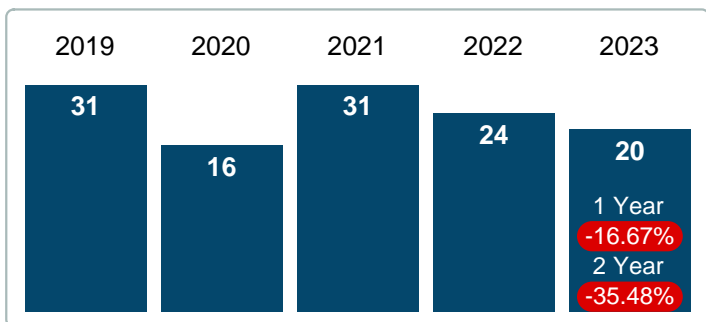
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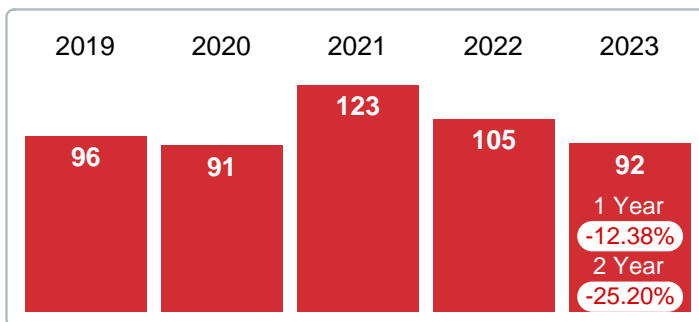
## CLOSED LISTINGS

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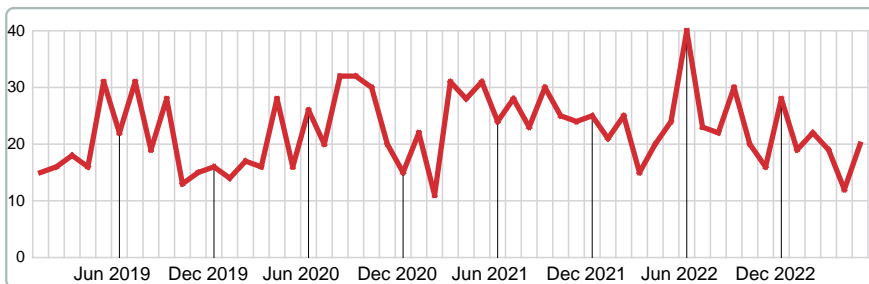
### MAY



### YEAR TO DATE (YTD)

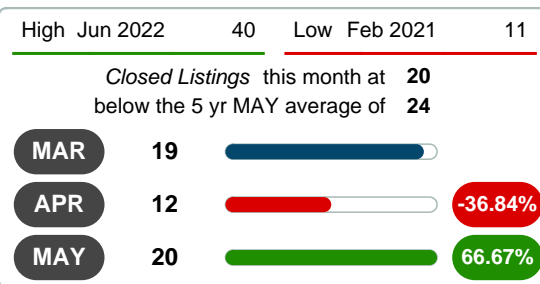


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 24



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	5.00%	43.0	1	0	0	0
\$75,001 - \$125,000	3	15.00%	56.7	2	1	0	0
\$125,001 - \$175,000	3	15.00%	28.0	1	2	0	0
\$175,001 - \$250,000	5	25.00%	52.2	0	3	2	0
\$250,001 - \$350,000	3	15.00%	26.7	1	2	0	0
\$350,001 - \$575,000	3	15.00%	33.7	0	3	0	0
\$575,001 and up	2	10.00%	72.5	0	2	0	0
<b>Total Closed Units</b>	<b>20</b>			<b>5</b>	<b>13</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,190,200</b>	<b>100%</b>	<b>44.2</b>	<b>720.50K</b>	<b>4.04M</b>	<b>428.50K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$259,510</b>			<b>\$144,100</b>	<b>\$310,862</b>	<b>\$214,250</b>	<b>\$0</b>

# May 2023



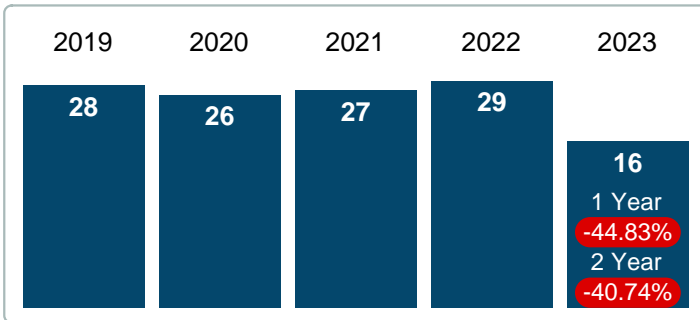
Area Delimited by County Of McIntosh - Residential Property Type



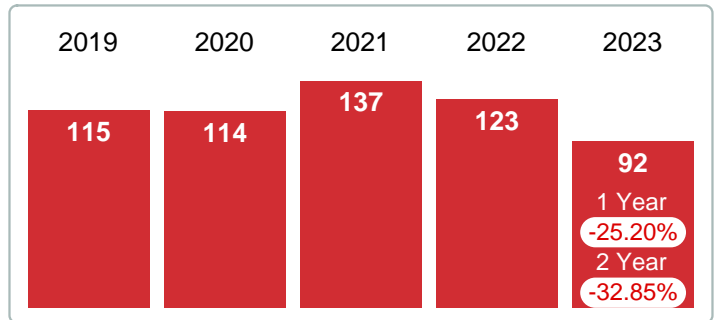
## PENDING LISTINGS

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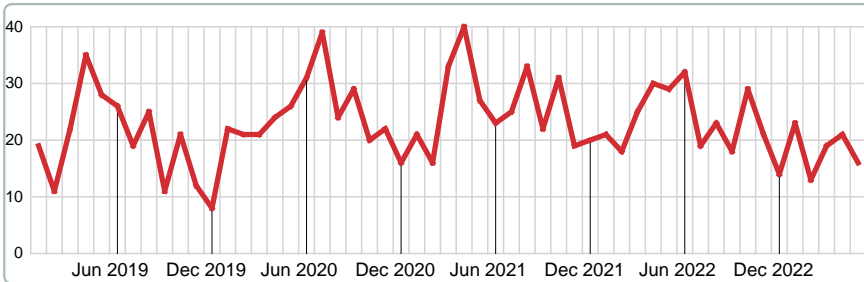
### MAY



### YEAR TO DATE (YTD)

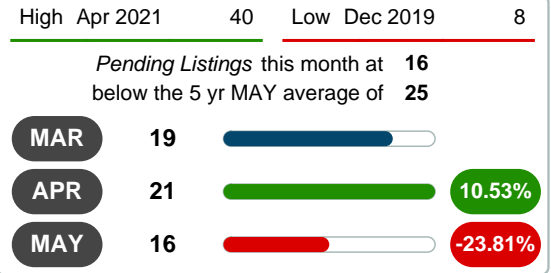


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 25



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	1	6.25%	16.0	0	1	0	0
\$50,001 - \$75,000	1	6.25%	0.0	1	0	0	0
\$75,001 - \$150,000	4	25.00%	11.5	4	0	0	0
\$150,001 - \$275,000	3	18.75%	12.0	1	2	0	0
\$275,001 - \$425,000	3	18.75%	99.3	0	2	0	1
\$425,001 - \$1,300,000	3	18.75%	62.7	0	2	0	1
\$1,300,001 and up	1	6.25%	185.0	0	0	1	0
<b>Total Pending Units</b>	<b>16</b>			<b>6</b>	<b>7</b>	<b>1</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>6,863,200</b>	<b>100%</b>	<b>38.9</b>	<b>685.40K</b>	<b>2.80M</b>	<b>2.20M</b>	<b>1.18M</b>
<b>Average Listing Price</b>	<b>\$310,880</b>			<b>\$114,233</b>	<b>\$399,843</b>	<b>\$2,200,000</b>	<b>\$589,450</b>

# May 2023



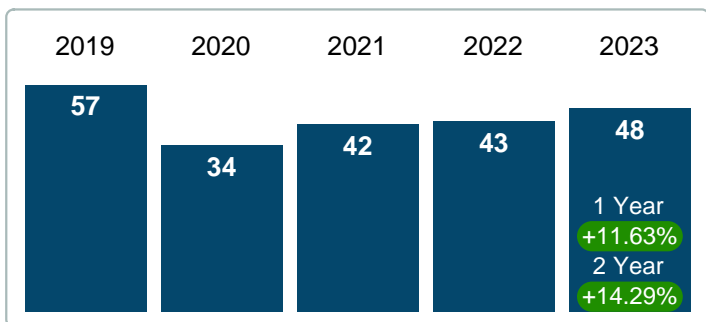
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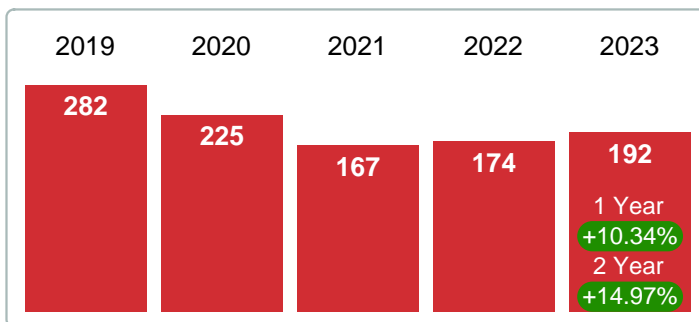
## NEW LISTINGS

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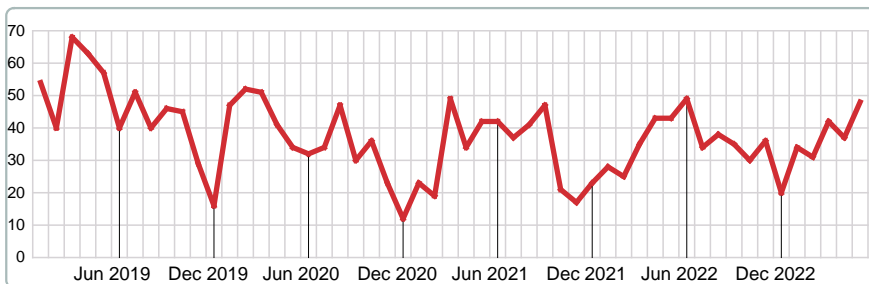
### MAY



### YEAR TO DATE (YTD)

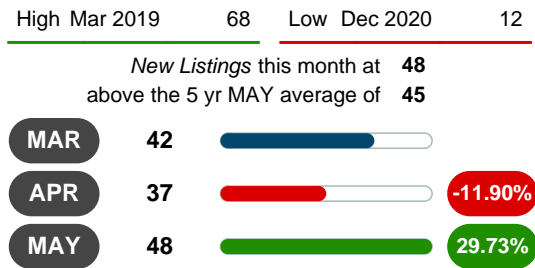


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 45



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	6.25%	1	1	1	0
\$75,001 - \$125,000	5	10.42%	3	2	0	0
\$125,001 - \$175,000	9	18.75%	5	3	1	0
\$175,001 - \$275,000	10	20.83%	3	6	1	0
\$275,001 - \$525,000	12	25.00%	1	6	3	2
\$525,001 - \$775,000	3	6.25%	0	2	1	0
\$775,001 and up	6	12.50%	1	1	3	1
<b>Total New Listed Units</b>	<b>48</b>		<b>14</b>	<b>21</b>	<b>10</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>16,517,100</b>	<b>100%</b>	<b>3.37M</b>	<b>6.72M</b>	<b>4.84M</b>	<b>1.58M</b>
<b>Average New Listed Listing Price</b>	<b>\$216,869</b>		<b>\$241,050</b>	<b>\$319,938</b>	<b>\$483,890</b>	<b>\$528,267</b>

# May 2023



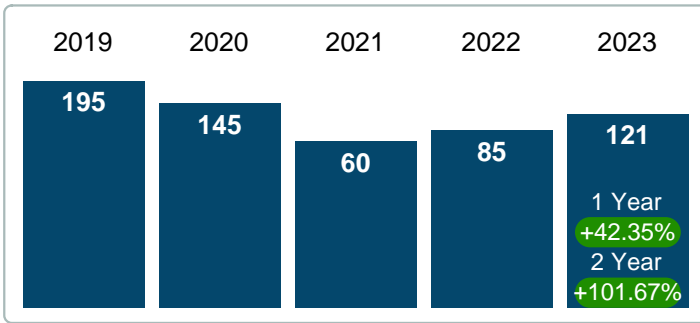
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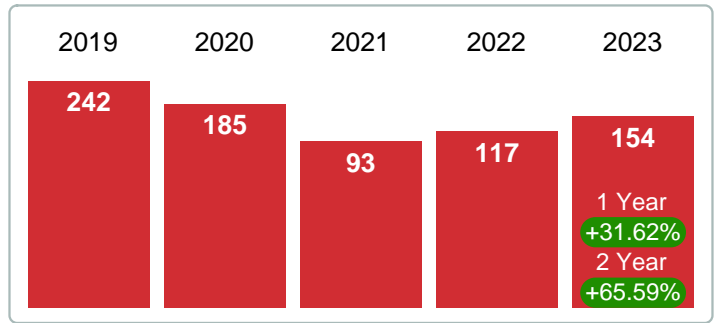
## ACTIVE INVENTORY

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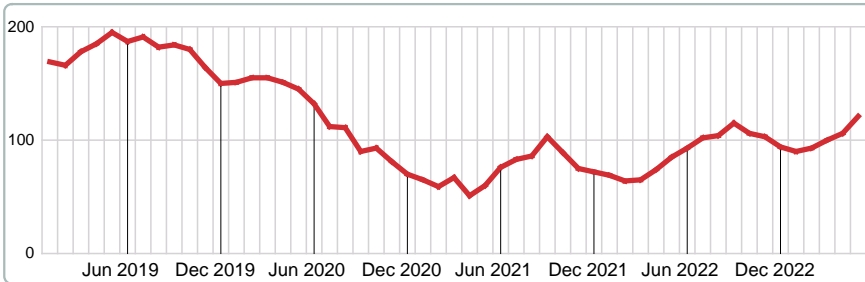
### END OF MAY



### ACTIVE DURING MAY

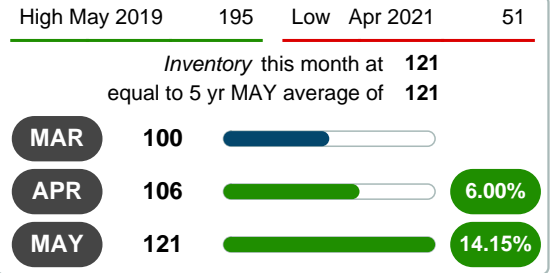


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 121



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	8.26%	90.1	4	5	1	0
\$125,001 - \$175,000	14	11.57%	61.6	5	7	2	0
\$175,001 - \$225,000	18	14.88%	70.6	7	7	4	0
\$225,001 - \$350,000	30	24.79%	61.4	8	16	5	1
\$350,001 - \$500,000	22	18.18%	90.5	3	10	8	1
\$500,001 - \$725,000	15	12.40%	78.7	0	11	4	0
\$725,001 and up	12	9.92%	68.4	1	2	6	3
<b>Total Active Inventory by Units</b>	<b>121</b>			<b>28</b>	<b>58</b>	<b>30</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>47,720,399</b>	<b>100%</b>	<b>73.3</b>	<b>7.18M</b>	<b>20.37M</b>	<b>16.81M</b>	<b>3.35M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$394,383</b>			<b>\$256,604</b>	<b>\$351,267</b>	<b>\$560,270</b>	<b>\$670,780</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# May 2023



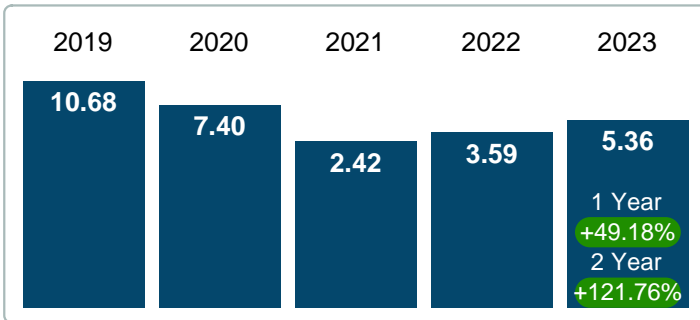
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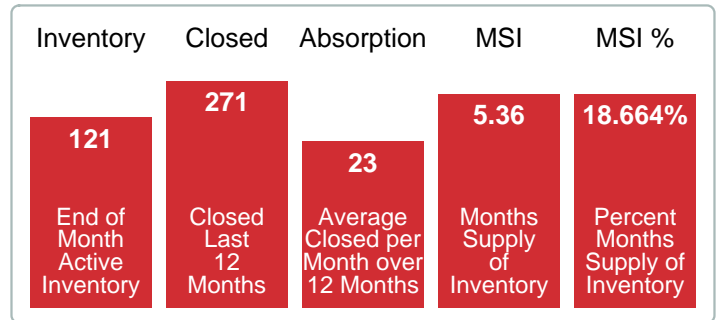
## MONTHS SUPPLY of INVENTORY (MSI)

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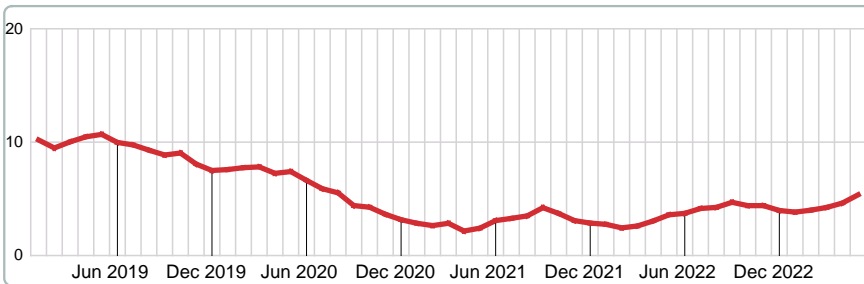
### MSI FOR MAY



### INDICATORS FOR MAY 2023

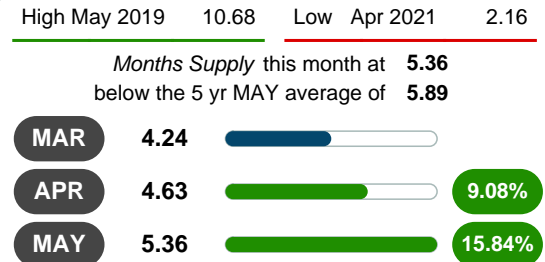


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 5.89



### 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
\$125,000 and less	10	8.26%	1.71	1.50	1.82	2.40	0.00
\$125,001 - \$175,000	14	11.57%	3.50	3.33	3.11	8.00	0.00
\$175,001 - \$225,000	18	14.88%	4.80	7.00	3.50	6.00	0.00
\$225,001 - \$350,000	30	24.79%	6.21	13.71	5.05	5.45	6.00
\$350,001 - \$500,000	22	18.18%	9.10	12.00	9.23	9.60	4.00
\$500,001 - \$725,000	15	12.40%	10.59	0.00	12.00	16.00	0.00
\$725,001 and up	12	9.92%	36.00	0.00	24.00	36.00	36.00
Market Supply of Inventory (MSI)	5.36	100%	5.36	4.60	4.73	8.57	6.67
Total Active Inventory by Units	121			28	58	30	5

# May 2023



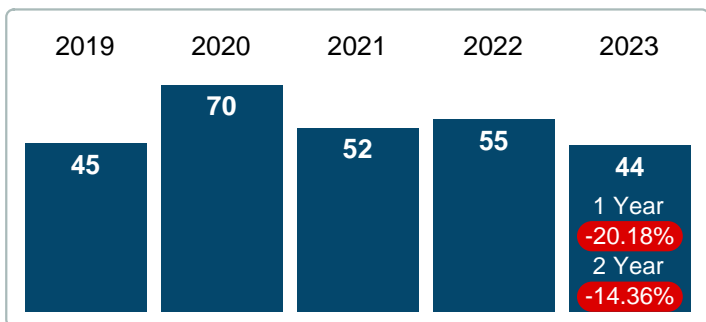
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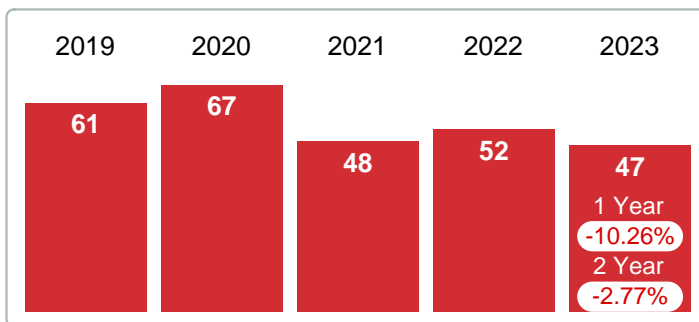
## AVERAGE DAYS ON MARKET TO SALE

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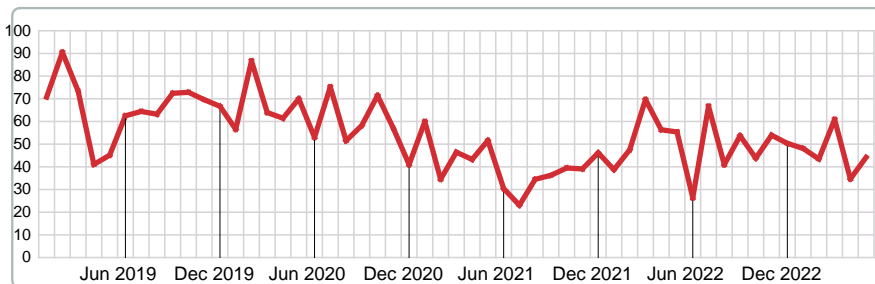
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 53

High Feb 2019 91 Low Jul 2021 23

Average Days on Market to Sale this month at 44 below the 5 yr MAY average of 53



### 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
\$75,000 and less	5.00%	43	43	0	0	0
\$75,001 - \$125,000	15.00%	57	85	1	0	0
\$125,001 - \$175,000	15.00%	28	17	34	0	0
\$175,001 - \$250,000	25.00%	52	0	82	7	0
\$250,001 - \$350,000	15.00%	27	5	38	0	0
\$350,001 - \$575,000	15.00%	34	0	34	0	0
\$575,001 and up	10.00%	73	0	73	0	0
<b>Average Closed DOM</b>		<b>44</b>	<b>47</b>	<b>49</b>	<b>7</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>44</b>	<b>5</b>	<b>13</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,190,200</b>	<b>720.50K</b>	<b>4.04M</b>	<b>428.50K</b>	<b>0.00B</b>

# May 2023



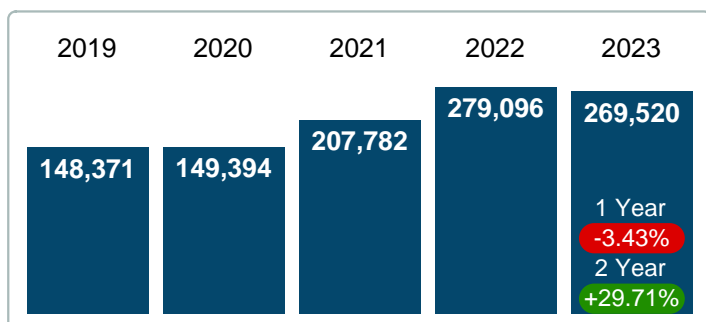
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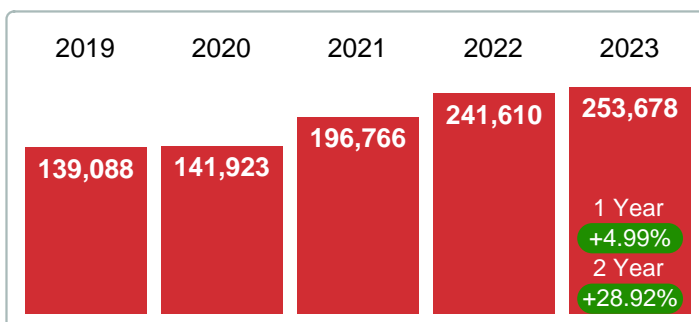
## AVERAGE LIST PRICE AT CLOSING

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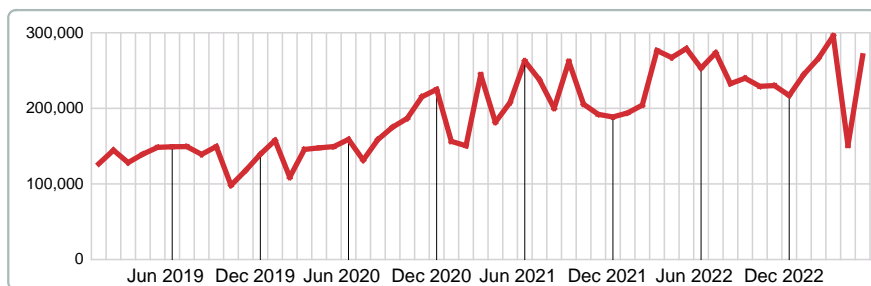
### MAY



### YEAR TO DATE (YTD)

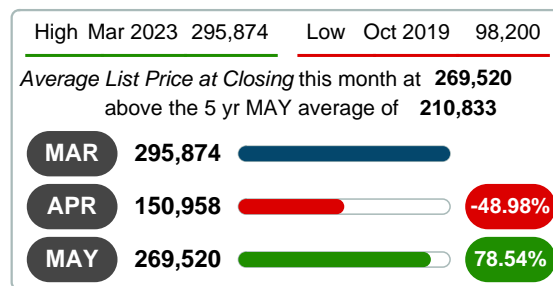


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 210,833



### 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
\$75,000 and less	5.00%	55,000	55,000	0	0	0
\$75,001 - \$125,000	15.00%	101,667	110,000	85,000	0	0
\$125,001 - \$175,000	15.00%	157,333	168,000	152,000	0	0
\$175,001 - \$250,000	25.00%	221,980	0	227,300	214,000	0
\$250,001 - \$350,000	15.00%	289,833	297,000	286,250	0	0
\$350,001 - \$575,000	15.00%	453,000	0	453,000	0	0
\$575,001 and up	10.00%	610,000	0	610,000	0	0
<b>Average List Price</b>		<b>269,520</b>	<b>148,000</b>	<b>324,800</b>	<b>214,000</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>269,520</b>	<b>5</b>	<b>13</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,390,400</b>	<b>740.00K</b>	<b>4.22M</b>	<b>428.00K</b>	<b>0.00B</b>



# May 2023



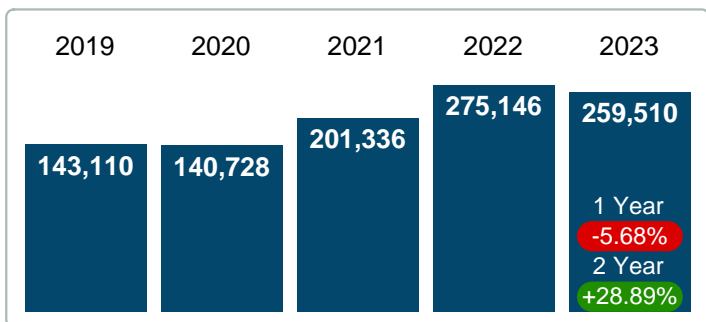
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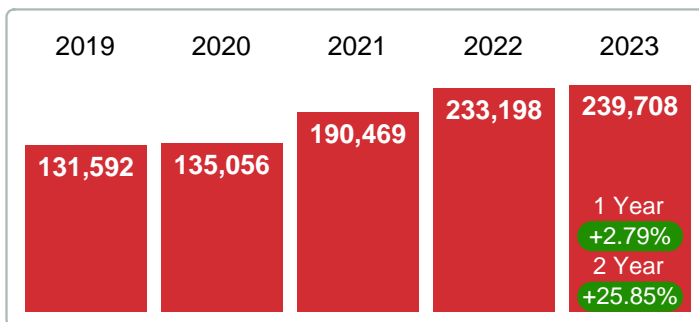
## AVERAGE SOLD PRICE AT CLOSING

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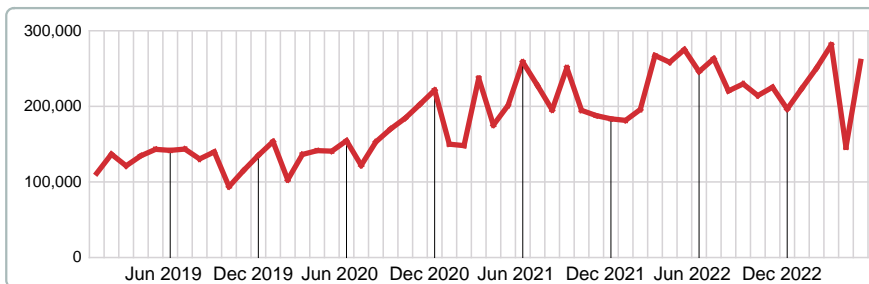
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

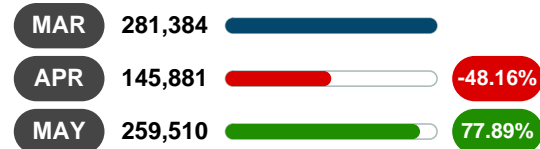


### 3 MONTHS

5 year MAY AVG = 203,966

High Mar 2023 281,384 Low Oct 2019 93,769

Average Sold Price at Closing this month at **259,510** above the 5 yr MAY average of **203,966**



### 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
\$75,000 and less	5.00%	40,000	40,000	0	0	0
\$75,001 - \$125,000	15.00%	98,833	109,250	78,000	0	0
\$125,001 - \$175,000	15.00%	145,667	168,000	134,500	0	0
\$175,001 - \$250,000	25.00%	216,300	0	217,667	214,250	0
\$250,001 - \$350,000	15.00%	279,667	294,000	272,500	0	0
\$350,001 - \$575,000	15.00%	440,400	0	440,400	0	0
\$575,001 and up	10.00%	587,500	0	587,500	0	0
<b>Average Sold Price</b>		<b>259,510</b>	<b>144,100</b>	<b>310,862</b>	<b>214,250</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>20</b>	<b>5</b>	<b>13</b>	<b>2</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,190,200</b>	<b>720.50K</b>	<b>4.04M</b>	<b>428.50K</b>	<b>0.00B</b>

# May 2023



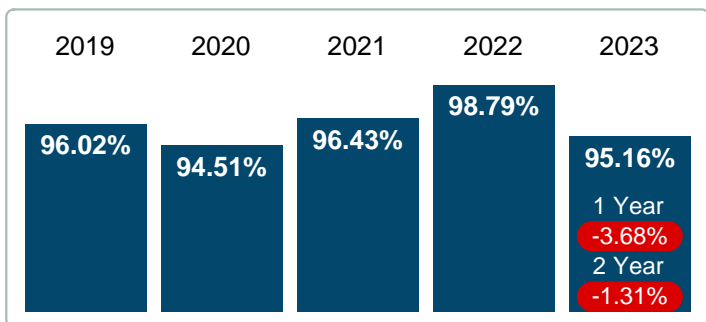
Area Delimited by County Of McIntosh - Residential Property Type



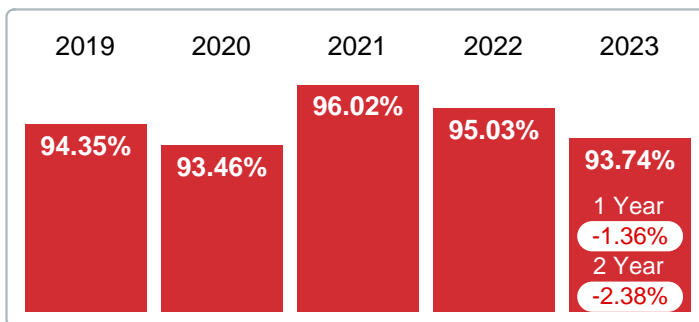
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

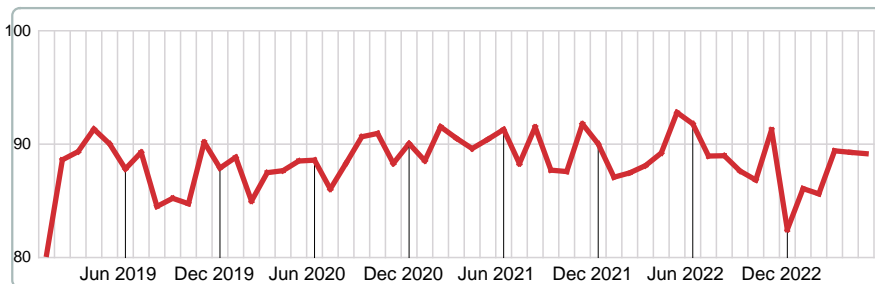
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

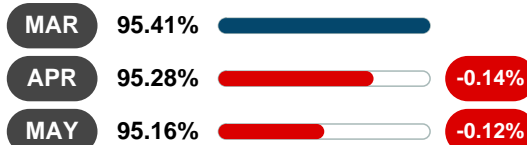


### 3 MONTHS

5 year MAY AVG = 96.18%

High May 2022 98.79% Low Jan 2019 86.28%

Average Sold/List Ratio this month at **95.16%** below the 5 yr MAY average of **96.18%**



### 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
\$75,000 and less	1	5.00%	72.73%	72.73%	0.00%	0.00%	0.00%
\$75,001 - \$125,000	3	15.00%	96.85%	99.40%	91.76%	0.00%	0.00%
\$125,001 - \$175,000	3	15.00%	93.33%	100.00%	90.00%	0.00%	0.00%
\$175,001 - \$250,000	5	25.00%	97.40%	0.00%	95.58%	100.13%	0.00%
\$250,001 - \$350,000	3	15.00%	96.52%	98.99%	95.29%	0.00%	0.00%
\$350,001 - \$575,000	3	15.00%	96.89%	0.00%	96.89%	0.00%	0.00%
\$575,001 and up	2	10.00%	96.31%	0.00%	96.31%	0.00%	0.00%
Average Sold/List Ratio		95.20%		94.10%	94.80%	100.13%	0.00%
Total Closed Units		20	100%	5	13	2	
Total Closed Volume		5,190,200		720.50K	4.04M	428.50K	0.00B

# May 2023



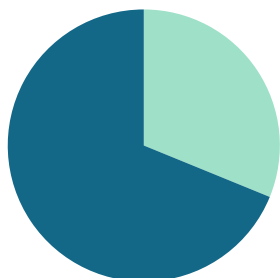
Area Delimited by County Of McIntosh - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

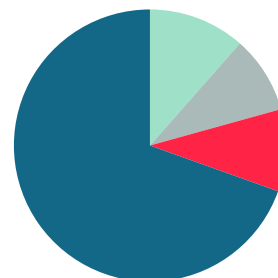


**Inventory**  
 New Listings  
**48 = 31.17%**  
 Start Inventory  
**106**  
 Total Inventory Units  
**154**  
 Volume  
**\$59,498,099**

### Market Activity

Closed Sales  
**20 = 11.49%**  
 Pending Sales  
**16 = 9.20%**  
 Other Off Market  
**17 = 9.77%**  
 Active Inventory  
**121 = 69.54%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	24	20	-16.67%	105	92	-12.38%
Pending Sales	29	16	-44.83%	123	92	-25.20%
New Listings	43	48	11.63%	174	192	10.34%
Average List Price	279,096	269,520	-3.43%	241,610	253,678	4.99%
Average Sale Price	275,146	259,510	-5.68%	233,198	239,708	2.79%
Average Percent of Selling Price to List Price	98.79%	95.16%	-3.68%	95.03%	93.74%	-1.36%
Average Days on Market to Sale	55.38	44.20	-20.18%	52.41	47.03	-10.26%
Monthly Inventory	85	121	42.35%	85	121	42.35%
Months Supply of Inventory	3.59	5.36	49.18%	3.59	5.36	49.18%

**Absorption:** Last 12 months, an Average of **23** Sales/Month

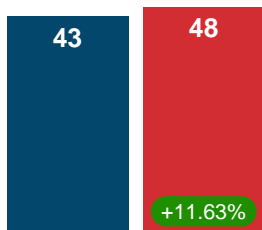
**Inventory** on May 31, 2023 = **121**

**2022** **2023**

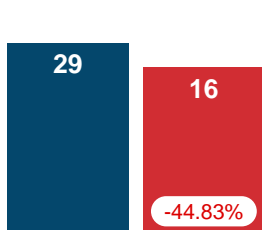
### MAY MARKET

### AVERAGE PRICES

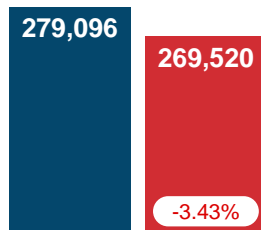
#### New Listings



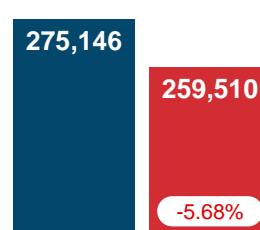
#### Pending Listings



#### List Price



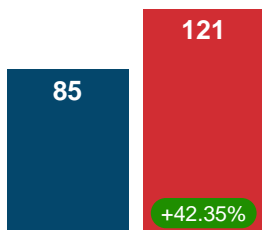
#### Sale Price



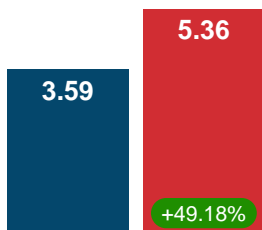
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

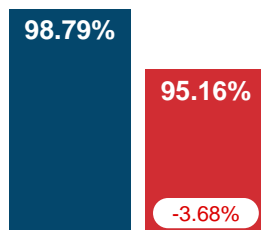
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

