

May 2023



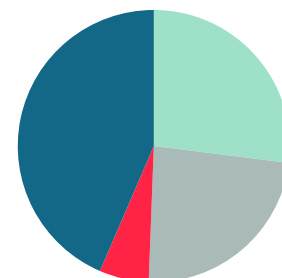
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	May 2023	+/-%
Closed Listings	1,053	872	-17.19%
Pending Listings	946	763	-19.34%
New Listings	1,099	967	-12.01%
Average List Price	305,090	328,579	7.70%
Average Sale Price	308,489	325,414	5.49%
Average Percent of Selling Price to List Price	101.95%	99.52%	-2.38%
Average Days on Market to Sale	12.31	27.47	123.14%
End of Month Inventory	936	1,406	50.21%
Months Supply of Inventory	0.92	1.82	97.81%



■ Closed (26.99%)
■ Pending (23.61%)
■ Other OffMarket (5.88%)
■ Active (43.52%)

Absorption: Last 12 months, an Average of **771** Sales/Month
Active Inventory as of May 31, 2023 = **1,406**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2023 rose **50.21%** to 1,406 existing homes available for sale. Over the last 12 months this area has had an average of 771 closed sales per month. This represents an unsold inventory index of **1.82** 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 **5.49%** in May 2023 to \$325,414 versus the previous year at \$308,489.

Average Days on Market Lengthens

The average number of **27.47** days that homes spent on the market before selling increased by 15.16 days or **123.14%** in May 2023 compared to last year's same month at **12.31** DOM.

Sales Success for May 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 967 New Listings in May 2023, down **12.01%** from last year at 1,099. Furthermore, there were 872 Closed Listings this month versus last year at 1,053, a **-17.19%** decrease.

Closed versus Listed trends yielded a **90.2%** ratio, down from previous year's, May 2022, at **95.8%**, a **5.88%** 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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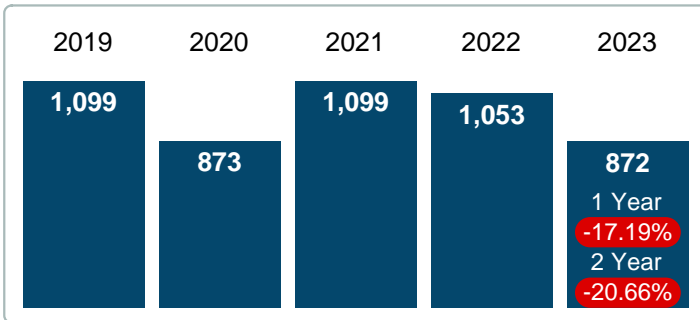
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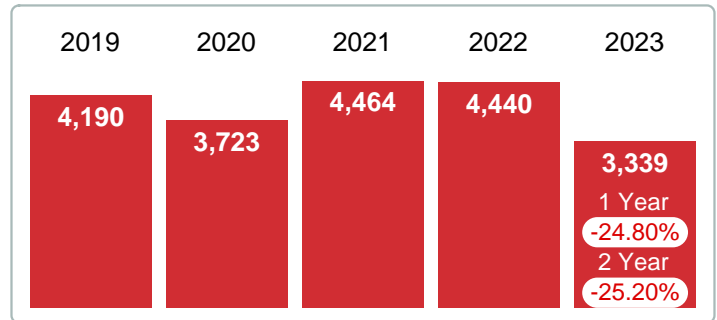
CLOSED LISTINGS

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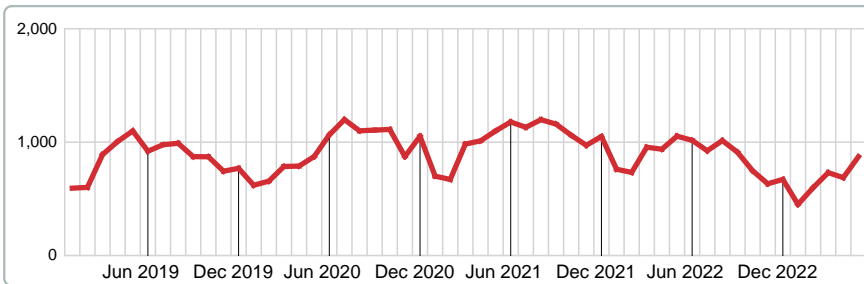
MAY



YEAR TO DATE (YTD)

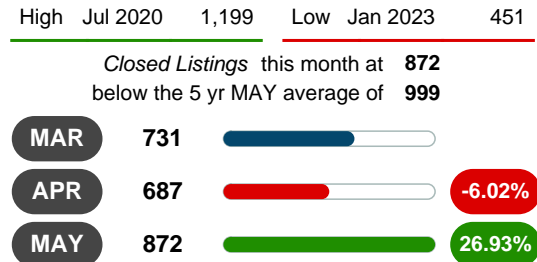


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 999



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	65	7.45%	17.5	39	26	0	0
\$100,001 - \$175,000	112	12.84%	12.6	31	75	5	1
\$175,001 - \$225,000	121	13.88%	18.9	15	97	9	0
\$225,001 - \$300,000	216	24.77%	19.6	10	147	56	3
\$300,001 - \$400,000	154	17.66%	35.6	7	61	72	14
\$400,001 - \$550,000	109	12.50%	54.3	5	30	60	14
\$550,001 and up	95	10.89%	36.8	1	18	52	24
Total Closed Units	872			108	454	254	56
Total Closed Volume	283,761,040	100%	27.5	17.82M	118.51M	116.35M	31.08M
Average Closed Price	\$325,414			\$165,026	\$261,039	\$458,075	\$554,922

May 2023



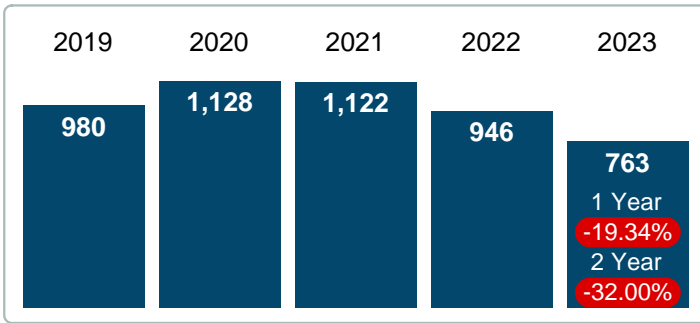
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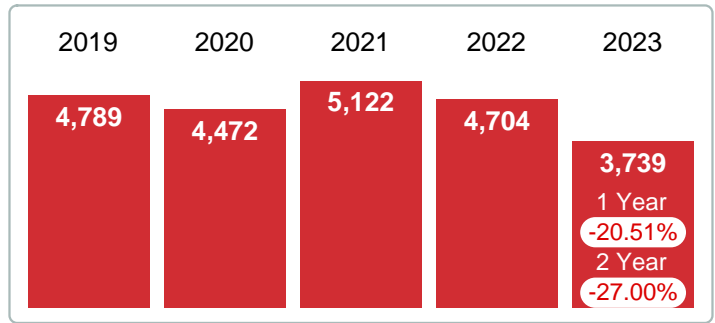
PENDING LISTINGS

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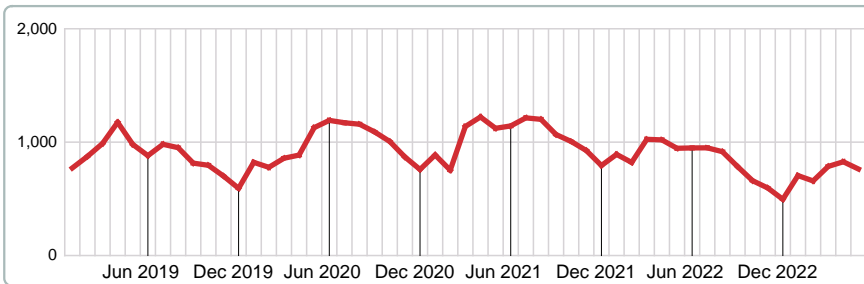
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

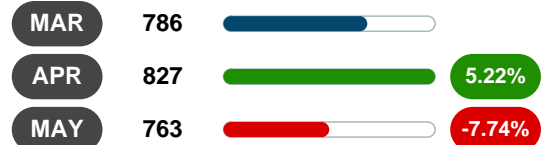


3 MONTHS

5 year MAY AVG = 988

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **763**
 below the 5 yr MAY average of **988**



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	77	10.09%	27.4	36	40	1	0
\$125,001 - \$175,000	94	12.32%	12.4	25	62	5	2
\$175,001 - \$225,000	112	14.68%	19.0	7	86	16	3
\$225,001 - \$300,000	161	21.10%	22.0	7	124	28	2
\$300,001 - \$375,000	124	16.25%	30.9	6	49	61	8
\$375,001 - \$525,000	121	15.86%	42.5	5	28	74	14
\$525,001 and up	74	9.70%	32.4	3	10	39	22
Total Pending Units	763			89	399	224	51
Total Pending Volume	244,765,751	100%	26.0	16.48M	99.60M	98.24M	30.44M
Average Listing Price	\$323,702			\$185,215	\$249,623	\$438,564	\$596,936

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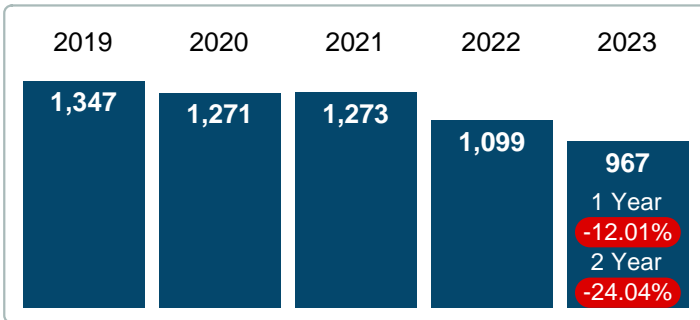
Area Delimited by County Of Tulsa - Residential Property Type



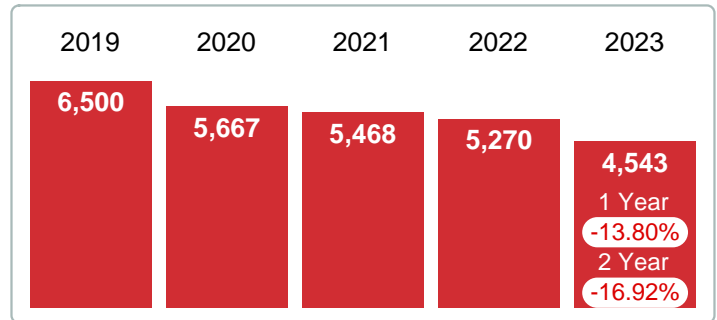
NEW LISTINGS

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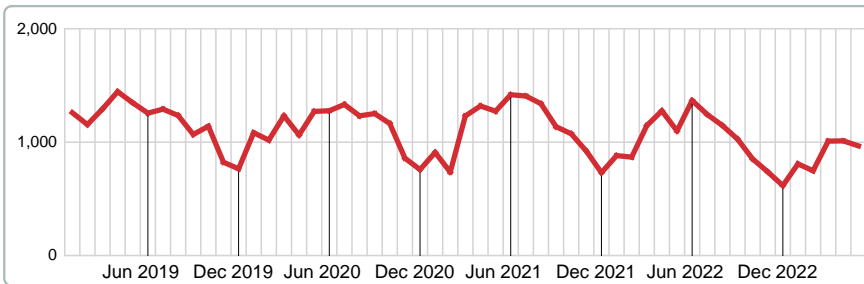
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

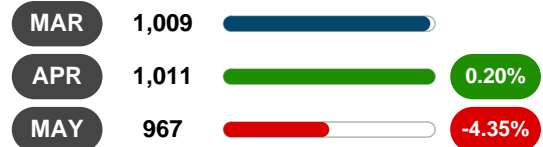


3 MONTHS

5 year MAY AVG = 1,191

High Apr 2019 1,445 | Low Dec 2022 617

New Listings this month at **967**
 below the 5 yr MAY average of **1,191**



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	103	10.65%	59	41	3	0
\$125,001 - \$175,000	110	11.38%	25	77	7	1
\$175,001 - \$225,000	121	12.51%	10	93	16	2
\$225,001 - \$300,000	221	22.85%	8	161	45	7
\$300,001 - \$400,000	187	19.34%	10	75	88	14
\$400,001 - \$575,000	122	12.62%	5	30	74	13
\$575,001 and up	103	10.65%	0	12	64	27
Total New Listed Units	967		117	489	297	64
Total New Listed Volume	327,266,669	100%	18.57M	127.87M	141.28M	39.54M
Average New Listed Listing Price	\$314,854		\$158,728	\$261,495	\$475,702	\$617,824

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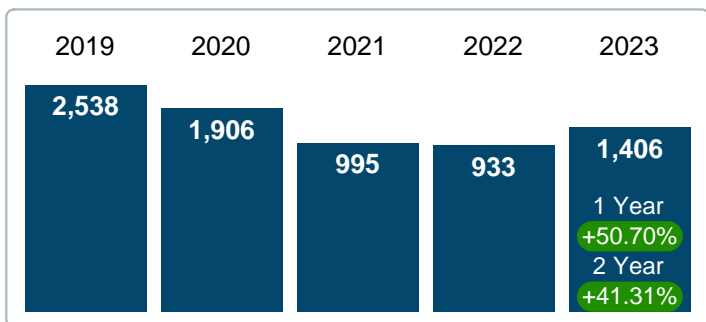
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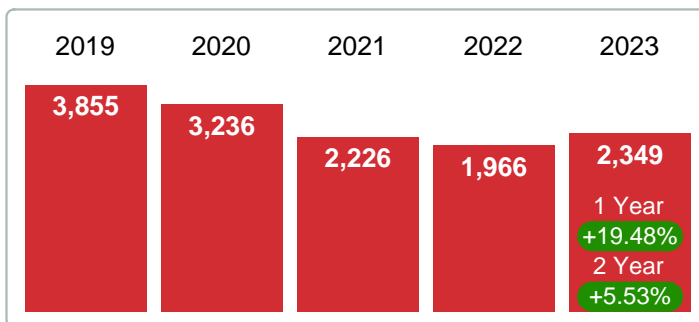
ACTIVE INVENTORY

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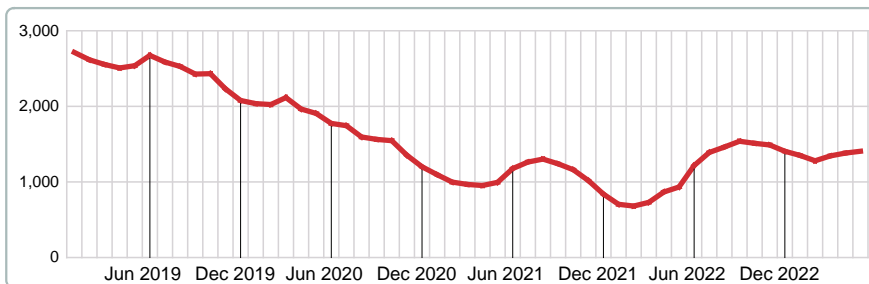
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

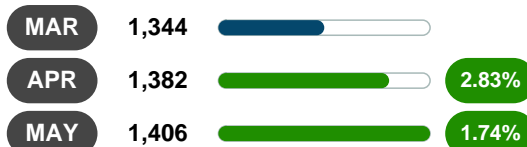


3 MONTHS

5 year MAY AVG = 1,556

High Jan 2019 2,714 Low Feb 2022 681

Inventory this month at 1,406
below the 5 yr MAY average of 1,556



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	118	8.39%	78.5	79	36	3	0
\$125,001 - \$225,000	167	11.88%	51.1	32	118	16	1
\$225,001 - \$300,000	203	14.44%	39.5	11	130	54	8
\$300,001 - \$450,000	378	26.88%	61.0	15	170	172	21
\$450,001 - \$525,000	156	11.10%	107.3	4	52	86	14
\$525,001 - \$700,000	241	17.14%	119.5	4	38	159	40
\$700,001 and up	143	10.17%	76.1	4	15	73	51
Total Active Inventory by Units	1,406			149	559	563	135
Total Active Inventory by Volume	647,761,571	100%	74.9	31.52M	185.58M	299.64M	131.03M
Average Active Inventory Listing Price	\$460,712			\$211,524	\$331,990	\$532,213	\$970,563

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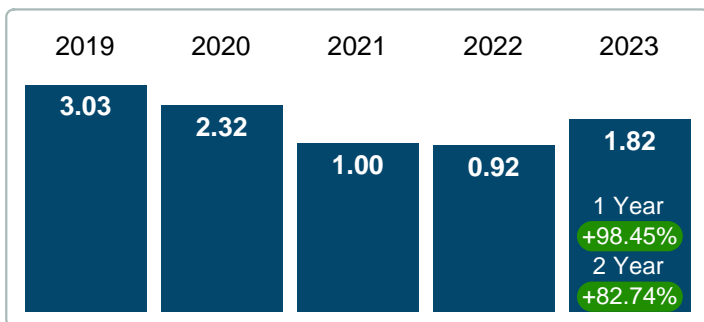
Area Delimited by County Of Tulsa - Residential Property Type



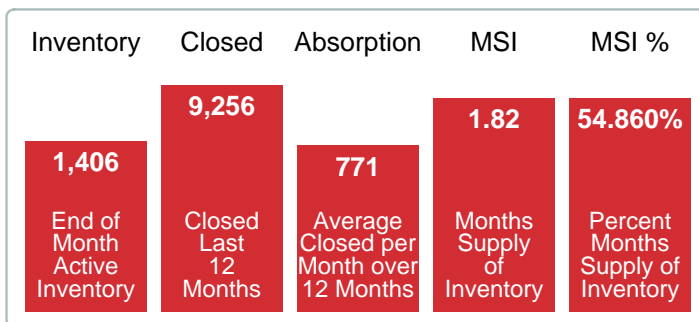
MONTHS SUPPLY of INVENTORY (MSI)

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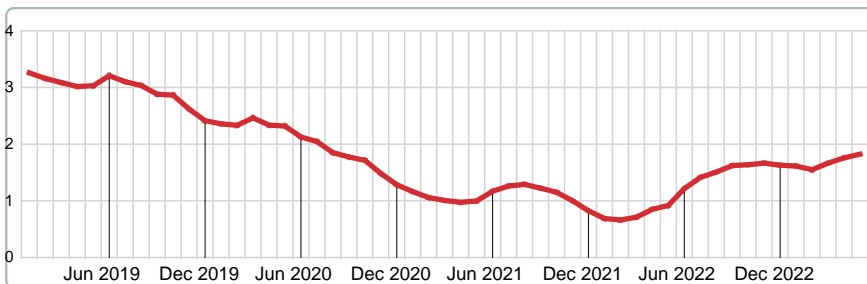
MSI FOR MAY



INDICATORS FOR MAY 2023

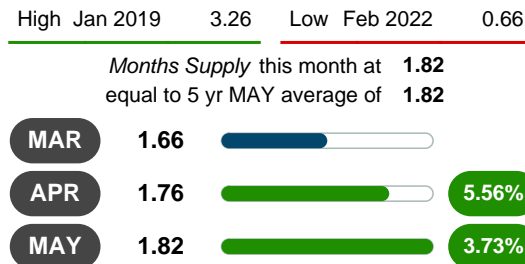


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1.82



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	118	8.39%	1.31	1.71	0.91	0.80	0.00
\$125,001 - \$225,000	167	11.88%	0.75	0.99	0.70	0.73	0.60
\$225,001 - \$300,000	203	14.44%	1.16	1.32	1.15	1.08	1.96
\$300,001 - \$450,000	378	26.88%	2.31	2.73	2.76	2.05	1.66
\$450,001 - \$525,000	156	11.10%	3.84	3.69	4.43	3.75	2.85
\$525,001 - \$700,000	241	17.14%	5.13	6.00	4.47	5.58	4.29
\$700,001 and up	143	10.17%	4.61	8.00	3.53	4.40	5.28
Market Supply of Inventory (MSI)			1.82	1.58	1.37	2.48	3.16
Total Active Inventory by Units		100%	1,406	149	559	563	135

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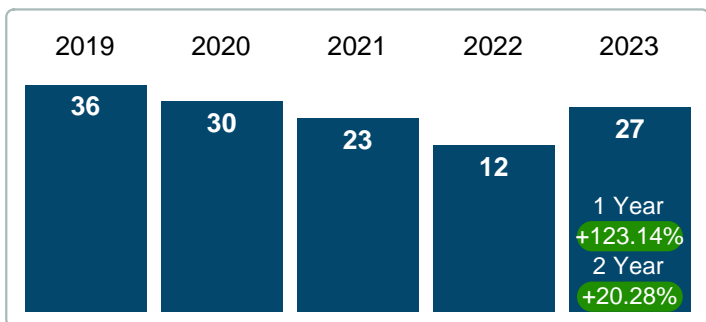
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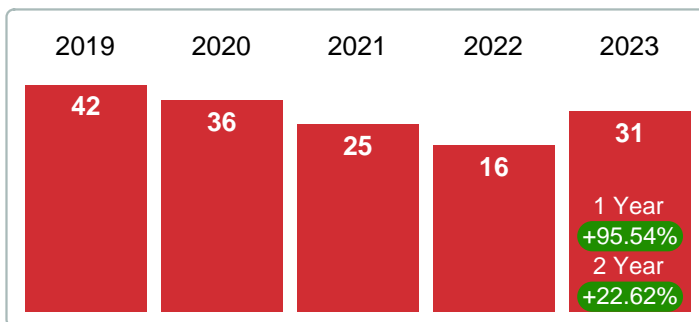
AVERAGE DAYS ON MARKET TO SALE

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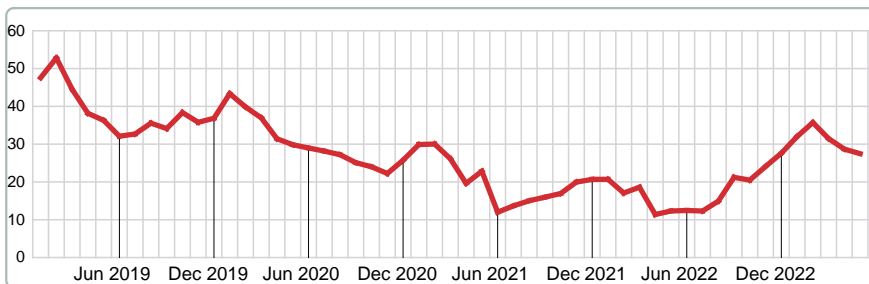
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

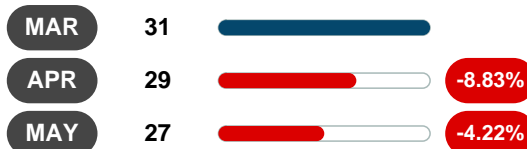


3 MONTHS

5 year MAY AVG = 26

High Feb 2019 53 Low Apr 2022 11

Average Days on Market to Sale this month at 27 above the 5 yr MAY average of 26



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	7.45%	18	18	17	0	0
\$100,001 - \$175,000	12.84%	13	11	14	7	4
\$175,001 - \$225,000	13.88%	19	14	19	29	0
\$225,001 - \$300,000	24.77%	20	12	21	17	25
\$300,001 - \$400,000	17.66%	36	87	36	31	29
\$400,001 - \$550,000	12.50%	54	22	60	57	42
\$550,001 and up	10.89%	37	2	14	44	39
Average Closed DOM		27	19	23	36	36
Total Closed Units	100%	27	108	454	254	56
Total Closed Volume		283,761,040	17.82M	118.51M	116.35M	31.08M

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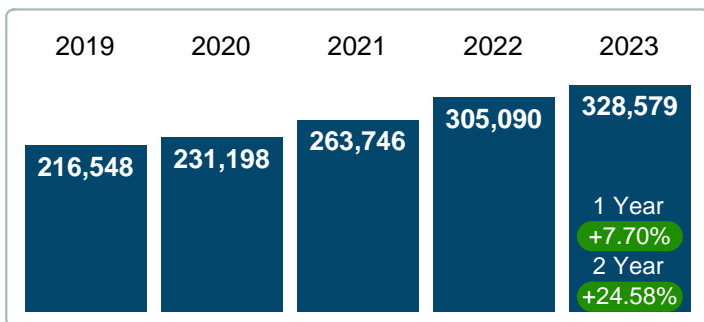
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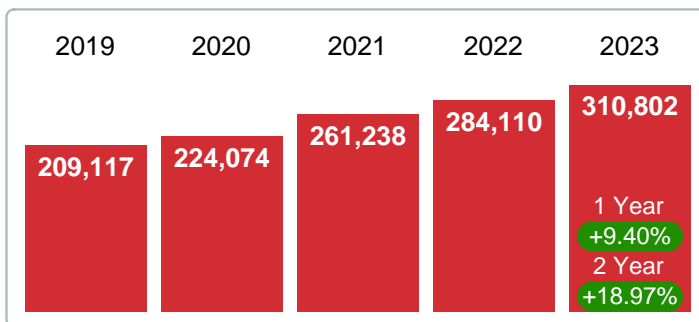
AVERAGE LIST PRICE AT CLOSING

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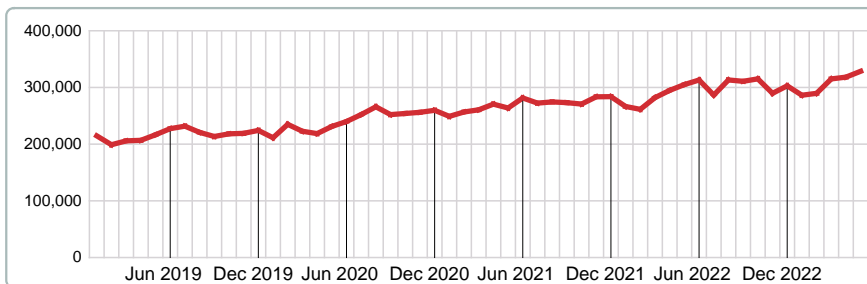
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 269,032

High May 2023 328,579 Low Feb 2019 198,959

Average List Price at Closing this month at **328,579**
above the 5 yr MAY average of **269,032**

- MAR 315,053
- APR 318,233 1.01%
- MAY 328,579 3.25%

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 61	7.00%	68,315	67,733	77,027	0	0
\$100,001 - \$175,000 122	13.99%	140,819	134,809	142,265	145,000	169,000
\$175,001 - \$225,000 125	14.33%	202,732	194,873	200,609	198,821	0
\$225,001 - \$300,000 205	23.51%	265,749	261,970	260,352	273,190	267,800
\$300,001 - \$400,000 154	17.66%	351,489	364,000	344,882	355,973	359,757
\$400,001 - \$550,000 108	12.39%	474,042	489,200	484,114	471,483	467,639
\$550,001 and up 97	11.12%	825,028	850,000	736,411	884,278	784,286
Average List Price		328,579	168,588	262,599	463,443	560,336
Total Closed Units	100%	328,579	108	454	254	56
Total Closed Volume		286,520,760	18.21M	119.22M	117.71M	31.38M

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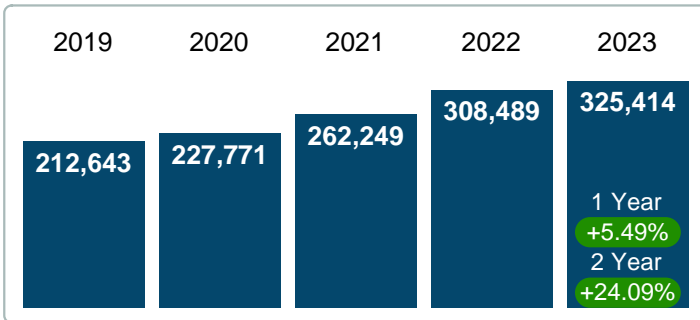
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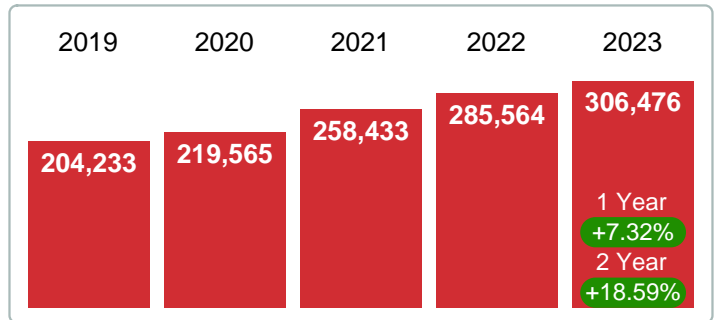
AVERAGE SOLD PRICE AT CLOSING

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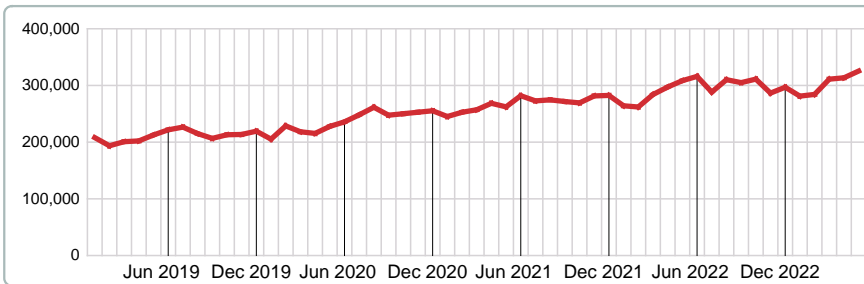
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

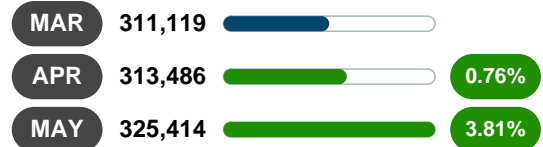


3 MONTHS

5 year MAY AVG = 267,313

High May 2023 325,414 Low Feb 2019 193,632

Average Sold Price at Closing this month at **325,414** above the 5 yr MAY average of **267,313**



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	7.45%	69,172	66,481	73,210	0	0
\$100,001 - \$175,000	12.84%	139,369	134,297	140,856	148,400	140,000
\$175,001 - \$225,000	13.88%	202,055	194,410	202,763	207,167	0
\$225,001 - \$300,000	24.77%	263,020	259,790	259,992	270,850	276,000
\$300,001 - \$400,000	17.66%	347,841	339,704	342,434	351,677	355,743
\$400,001 - \$550,000	12.50%	469,221	469,980	476,860	465,967	466,529
\$550,001 and up	10.89%	817,703	825,000	720,156	871,119	774,826
Average Sold Price		325,414	165,026	261,039	458,075	554,922
Total Closed Units	100%	325,414	108	454	254	56
Total Closed Volume		283,761,040	17.82M	118.51M	116.35M	31.08M

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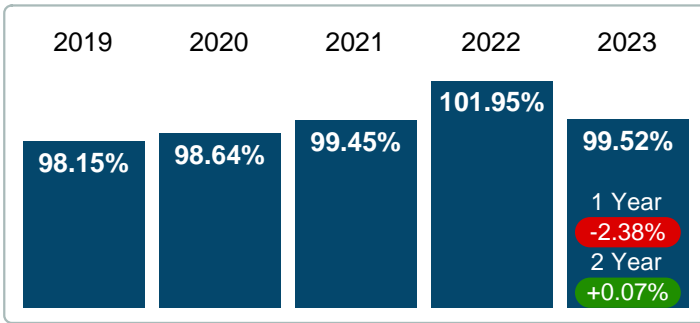
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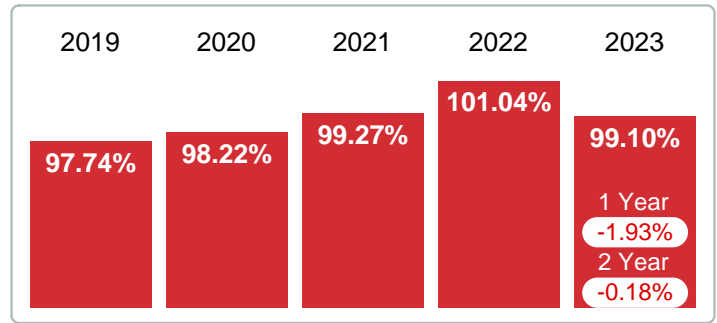
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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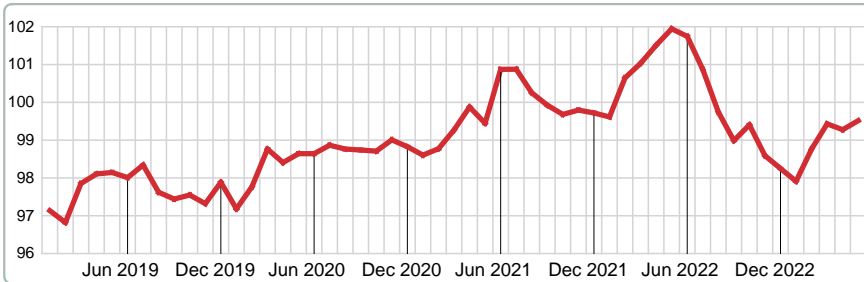
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

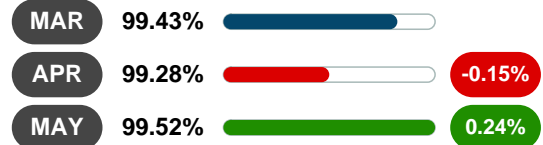


3 MONTHS

5 year MAY AVG = 99.54%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **99.52%**
equal to 5 yr MAY average of **99.54%**



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	65	7.45%	98.50%	98.82%	98.01%	0.00%	0.00%
\$100,001 - \$175,000	112	12.84%	99.50%	99.75%	99.43%	102.43%	82.84%
\$175,001 - \$225,000	121	13.88%	101.44%	100.64%	101.29%	104.44%	0.00%
\$225,001 - \$300,000	216	24.77%	99.87%	99.78%	100.00%	99.27%	104.71%
\$300,001 - \$400,000	154	17.66%	98.84%	93.27%	99.46%	98.85%	98.88%
\$400,001 - \$550,000	109	12.50%	98.83%	96.29%	98.59%	98.92%	99.82%
\$550,001 and up	95	10.89%	98.86%	97.06%	97.85%	99.13%	99.12%
Average Sold/List Ratio		99.50%		98.94%	99.82%	99.28%	99.24%
Total Closed Units		872	100%	108	454	254	56
Total Closed Volume		283,761,040		17.82M	118.51M	116.35M	31.08M

May 2023



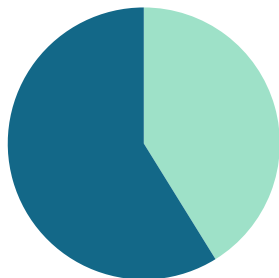
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

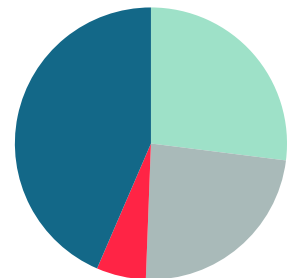


Inventory
 New Listings
967 = 41.17%
 Start Inventory
1,382
 Total Inventory Units
2,349
 Volume
\$965,006,210

Market Activity

Closed Sales
872 = 26.99%
 Pending Sales
763 = 23.61%
 Other Off Market
190 = 5.88%
 Active Inventory
1,406 = 43.52%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,053	872	-17.19%	4,440	3,339	-24.80%
Pending Sales	946	763	-19.34%	4,704	3,739	-20.51%
New Listings	1,099	967	-12.01%	5,270	4,543	-13.80%
Average List Price	305,090	328,579	7.70%	284,110	310,802	9.40%
Average Sale Price	308,489	325,414	5.49%	285,564	306,476	7.32%
Average Percent of Selling Price to List Price	101.95%	99.52%	-2.38%	101.04%	99.10%	-1.93%
Average Days on Market to Sale	12.31	27.47	123.14%	15.69	30.68	95.54%
Monthly Inventory	936	1,406	50.21%	936	1,406	50.21%
Months Supply of Inventory	0.92	1.82	97.81%	0.92	1.82	97.81%

Absorption: Last 12 months, an Average of **771** Sales/Month

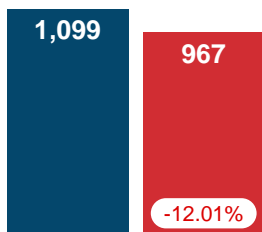
Inventory on May 31, 2023 = **1,406**

2022 **2023**

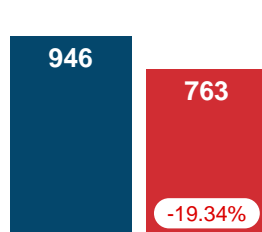
MAY MARKET

AVERAGE PRICES

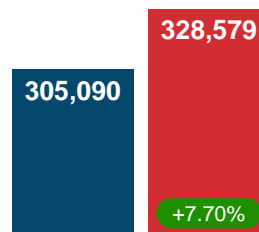
New Listings



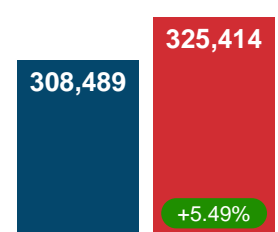
Pending Listings



List Price



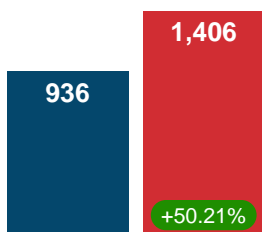
Sale Price



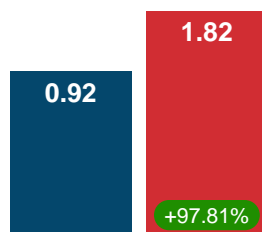
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

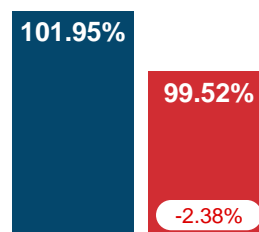
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

