

May 2023



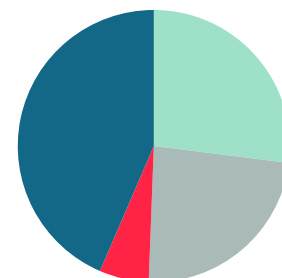
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	245,000	275,000	12.24%
Median Sale Price	250,000	275,000	10.00%
Median Percent of Selling Price to List Price	100.67%	100.00%	-0.67%
Median Days on Market to Sale	4.00	7.00	75.00%
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.

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 **10.00%** in May 2023 to \$275,000 versus the previous year at \$250,000.

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 May 2023 compared to last year's same month at **4.00** DOM.

Sales Success for May 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 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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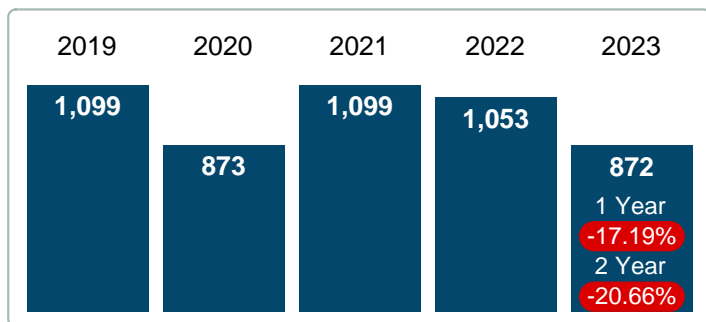
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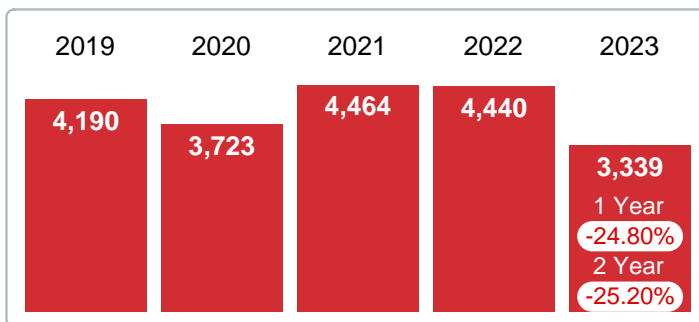
CLOSED LISTINGS

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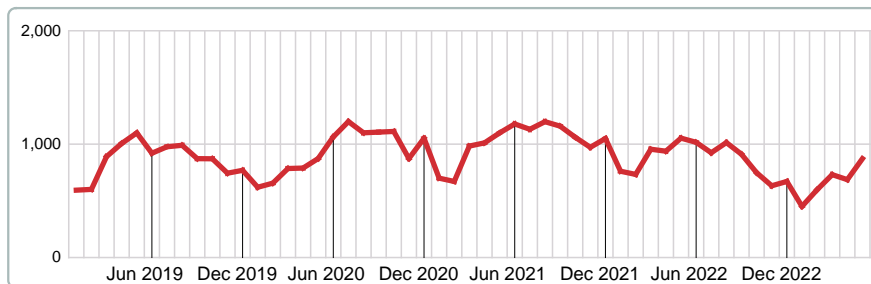
MAY



YEAR TO DATE (YTD)

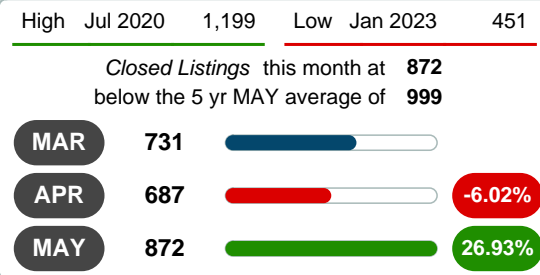


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 999



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	65	7.45%	7.0	39	26	0	0
\$100,001 - \$175,000	112	12.84%	5.0	31	75	5	1
\$175,001 - \$225,000	121	13.88%	4.0	15	97	9	0
\$225,001 - \$300,000	216	24.77%	5.5	10	147	56	3
\$300,001 - \$400,000	154	17.66%	18.0	7	61	72	14
\$400,001 - \$550,000	109	12.50%	18.0	5	30	60	14
\$550,001 and up	95	10.89%	6.0	1	18	52	24
Total Closed Units	872			108	454	254	56
Total Closed Volume	283,761,040	100%	7.0	17.82M	118.51M	116.35M	31.08M
Median Closed Price	\$275,000			\$127,000	\$236,500	\$379,500	\$502,500

May 2023



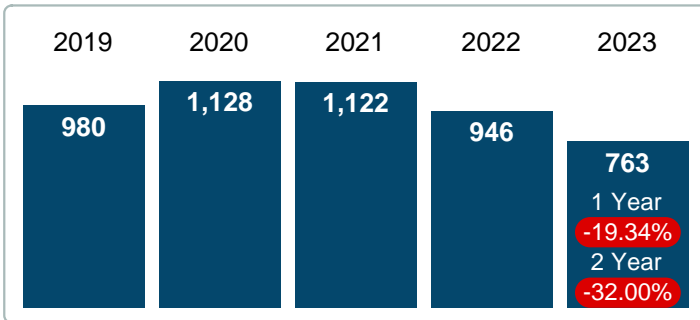
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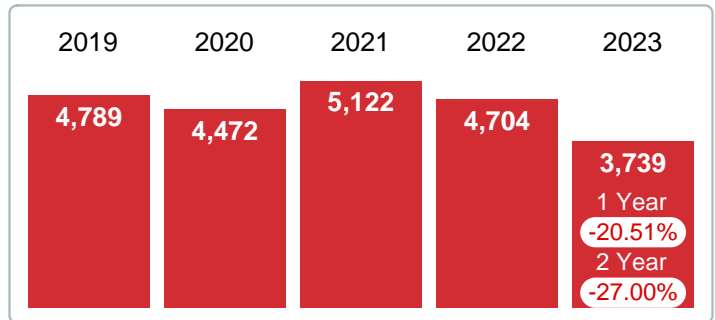
PENDING LISTINGS

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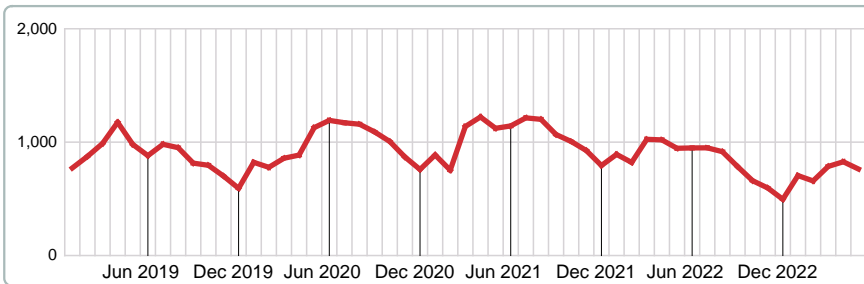
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

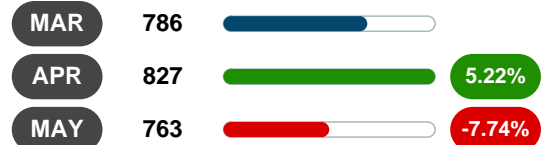


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	77	10.09%	8.0	36	40	1	0
\$125,001 - \$175,000	94	12.32%	5.0	25	62	5	2
\$175,001 - \$225,000	112	14.68%	6.5	7	86	16	3
\$225,001 - \$300,000	161	21.10%	7.0	7	124	28	2
\$300,001 - \$375,000	124	16.25%	14.0	6	49	61	8
\$375,001 - \$525,000	121	15.86%	20.0	5	28	74	14
\$525,001 and up	74	9.70%	12.0	3	10	39	22
Total Pending Units	763			89	399	224	51
Total Pending Volume	244,765,751	100%	9.0	16.48M	99.60M	98.24M	30.44M
Median Listing Price	\$274,900			\$138,500	\$230,000	\$381,500	\$481,000

May 2023



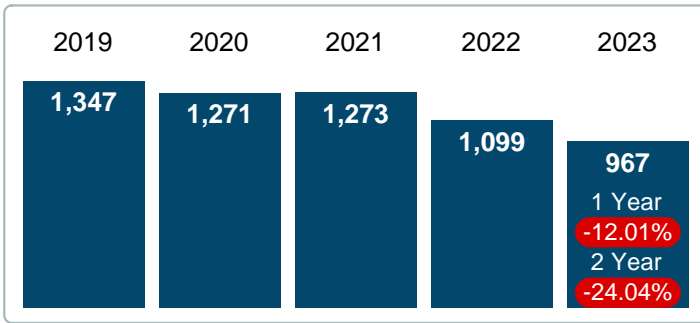
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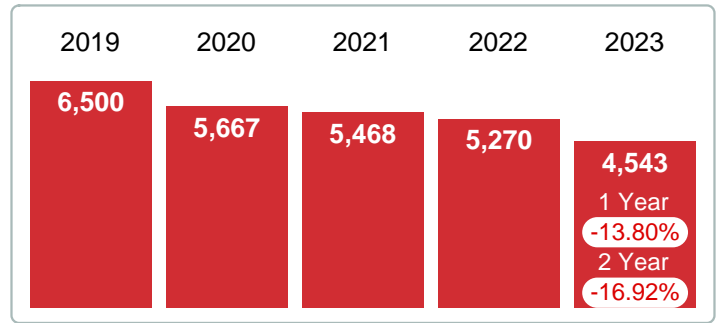
NEW LISTINGS

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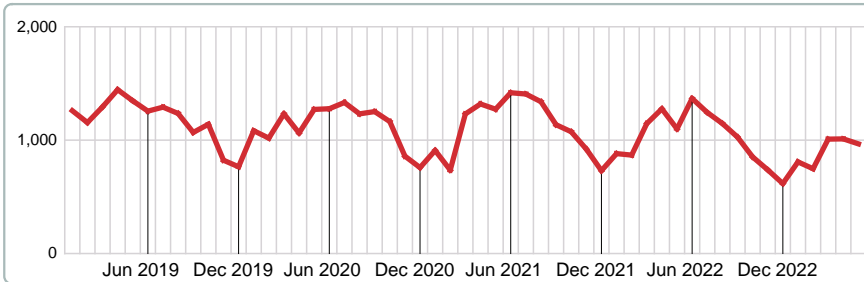
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

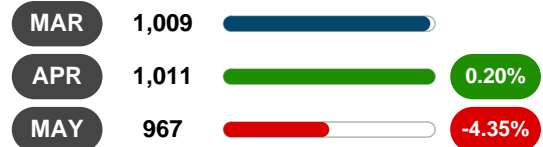


3 MONTHS

5 year MAY AVG = 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
Median New Listed Listing Price	\$275,000		\$125,000	\$239,900	\$389,900	\$499,000

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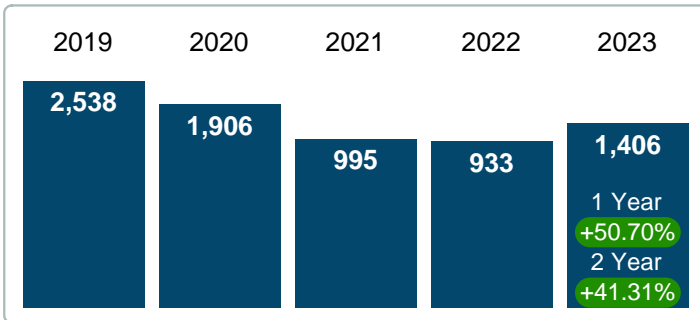
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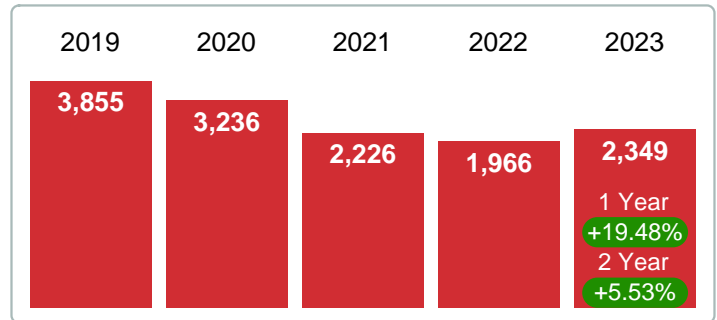
ACTIVE INVENTORY

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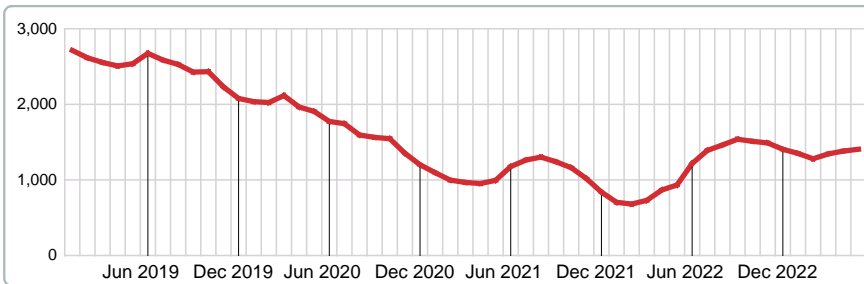
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

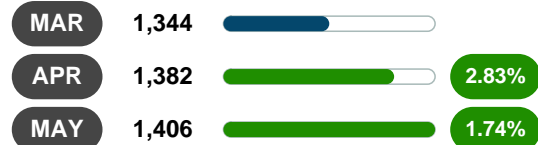


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	118	8.39%	28.0	79	36	3	0
\$125,001 - \$225,000	167	11.88%	29.0	32	118	16	1
\$225,001 - \$300,000	203	14.44%	27.0	11	130	54	8
\$300,001 - \$450,000	378	26.88%	42.0	15	170	172	21
\$450,001 - \$525,000	156	11.10%	76.5	4	52	86	14
\$525,001 - \$700,000	241	17.14%	97.0	4	38	159	40
\$700,001 and up	143	10.17%	54.0	4	15	73	51
Total Active Inventory by Units		1,406		149	559	563	135
Total Active Inventory by Volume		647,761,571	100%	31.52M	185.58M	299.64M	131.03M
Median Active Inventory Listing Price		\$381,200		\$120,000	\$299,900	\$489,900	\$599,000

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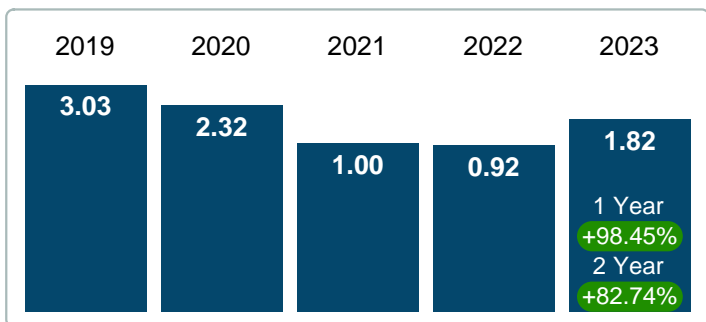
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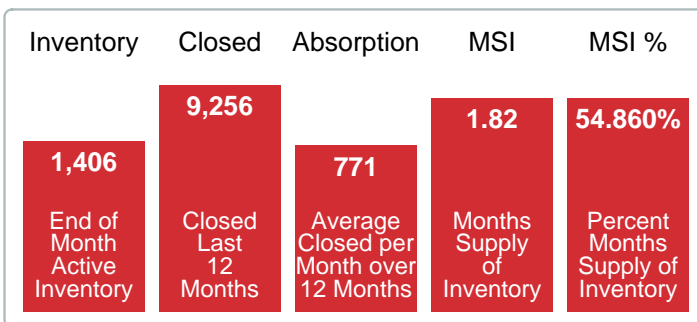
MONTHS SUPPLY of INVENTORY (MSI)

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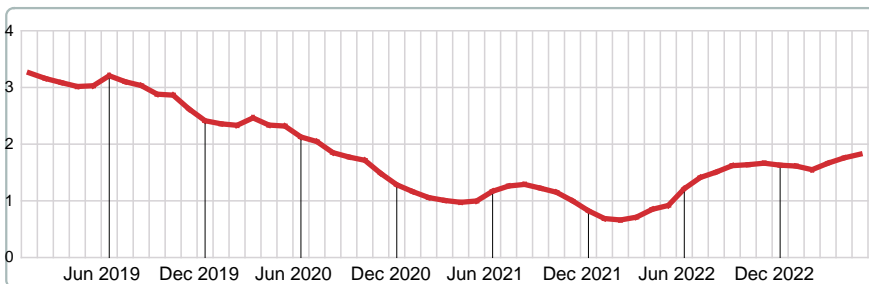
MSI FOR MAY



INDICATORS FOR MAY 2023

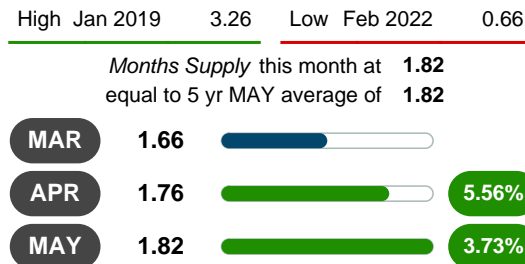


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 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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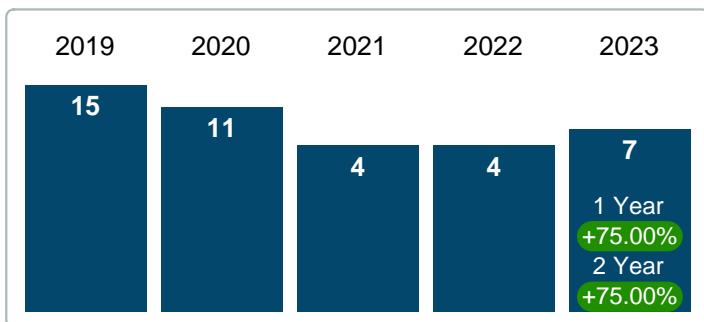
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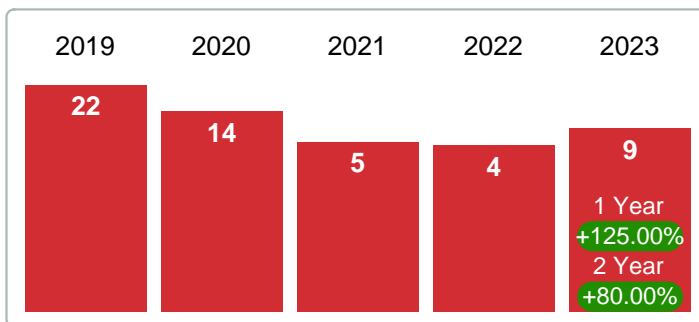
MEDIAN DAYS ON MARKET TO SALE

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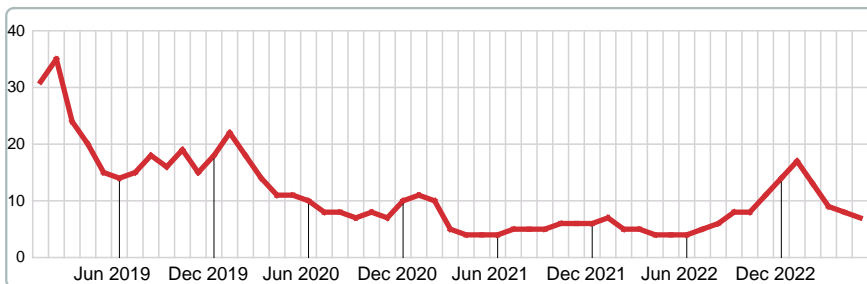
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

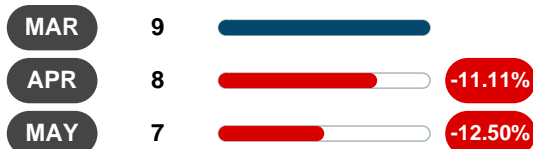


3 MONTHS

5 year MAY AVG = 8

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 7 below the 5 yr MAY 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	
\$100,000 and less	7.45%	7	5	11	0	0	
\$100,001 - \$175,000	12.84%	5	4	6	5	4	
\$175,001 - \$225,000	13.88%	4	4	5	3	0	
\$225,001 - \$300,000	24.77%	6	5	5	7	26	
\$300,001 - \$400,000	17.66%	18	110	18	17	18	
\$400,001 - \$550,000	12.50%	18	13	8	20	17	
\$550,001 and up	10.89%	6	2	10	5	14	
Median Closed DOM		7	5	6	10	15	
Total Closed Units	100%	872	7.0	108	454	254	56
Total Closed Volume		283,761,040		17.82M	118.51M	116.35M	31.08M

May 2023



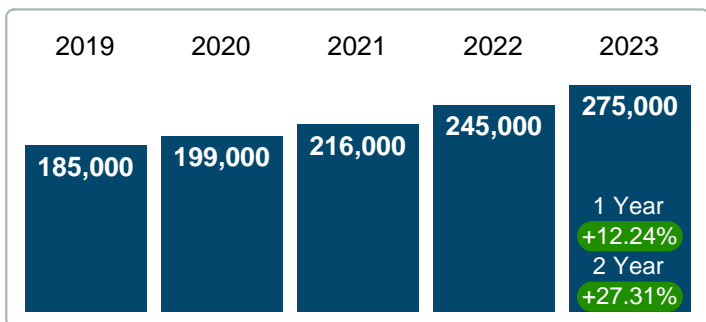
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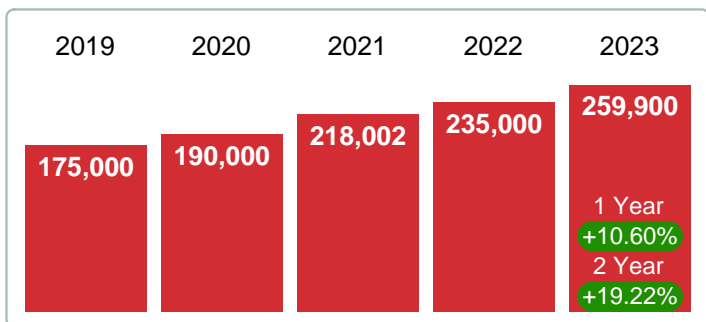
MEDIAN LIST PRICE AT CLOSING

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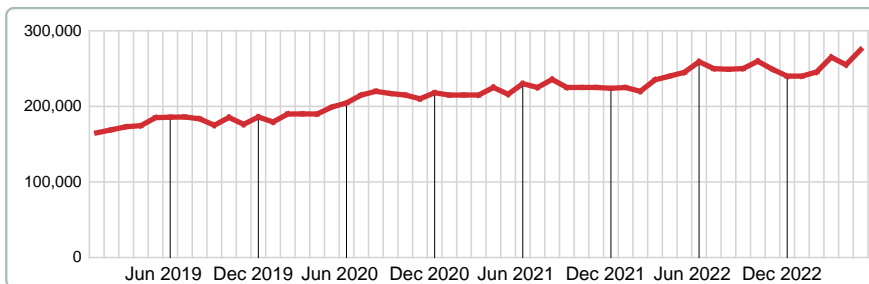
MAY



YEAR TO DATE (YTD)

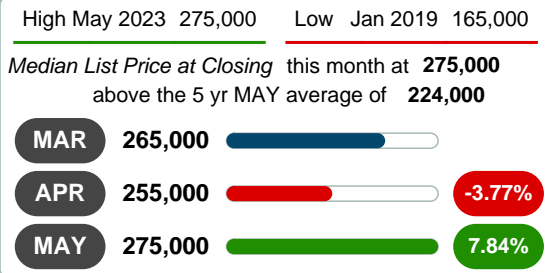


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 224,000



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	61	7.00%	75,000	65,000	79,900	0	0
\$100,001 - \$175,000	122	13.99%	140,750	139,200	143,200	150,000	169,000
\$175,001 - \$225,000	125	14.33%	200,000	197,000	204,900	199,990	200,000
\$225,001 - \$300,000	205	23.51%	265,000	268,000	264,900	275,000	293,500
\$300,001 - \$400,000	154	17.66%	349,250	355,000	339,000	352,450	354,500
\$400,001 - \$550,000	108	12.39%	475,000	455,000	479,999	474,600	475,000
\$550,001 and up	97	11.12%	707,900	703,500	705,000	725,000	689,995
Median List Price			275,000	127,450	235,000	379,000	497,475
Total Closed Units		100%	275,000	108	454	254	56
Total Closed Volume			286,520,760	18.21M	119.22M	117.71M	31.38M

May 2023



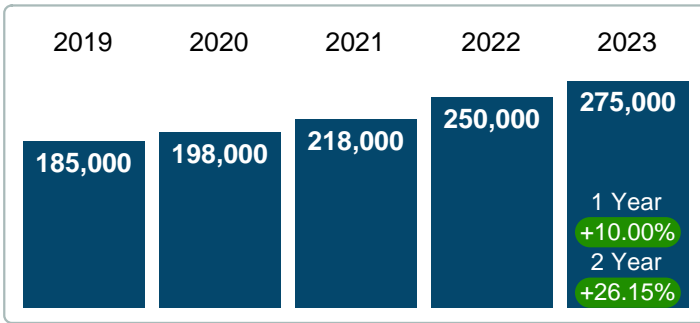
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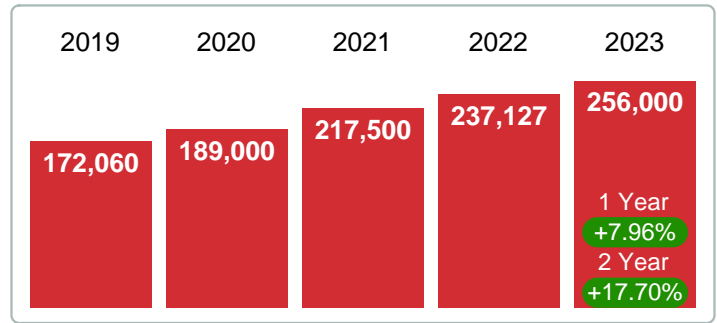
MEDIAN SOLD PRICE AT CLOSING

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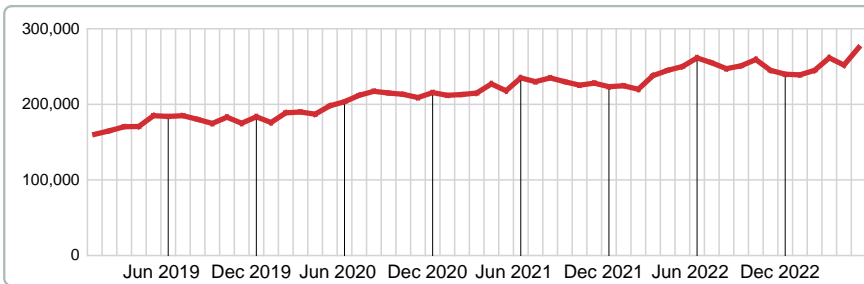
MAY



YEAR TO DATE (YTD)

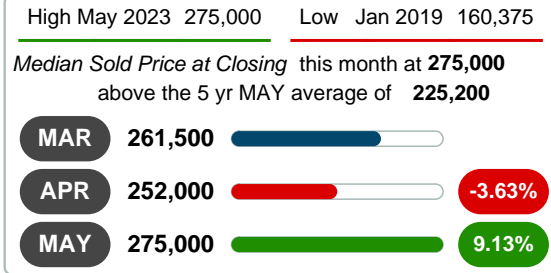


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 225,200



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	65	7.45%	75,000	66,000	76,700	0	0
\$100,001 - \$175,000	112	12.84%	139,500	128,000	140,000	155,000	140,000
\$175,001 - \$225,000	121	13.88%	200,000	194,800	200,790	210,000	0
\$225,001 - \$300,000	216	24.77%	265,000	252,000	260,000	275,250	293,000
\$300,001 - \$400,000	154	17.66%	345,000	325,000	335,000	350,000	347,500
\$400,001 - \$550,000	109	12.50%	461,000	450,000	485,750	457,500	455,000
\$550,001 and up	95	10.89%	715,000	825,000	722,500	719,750	680,000
Median Sold Price			275,000	127,000	236,500	379,500	502,500
Total Closed Units		100%	872	108	454	254	56
Total Closed Volume			283,761,040	17.82M	118.51M	116.35M	31.08M

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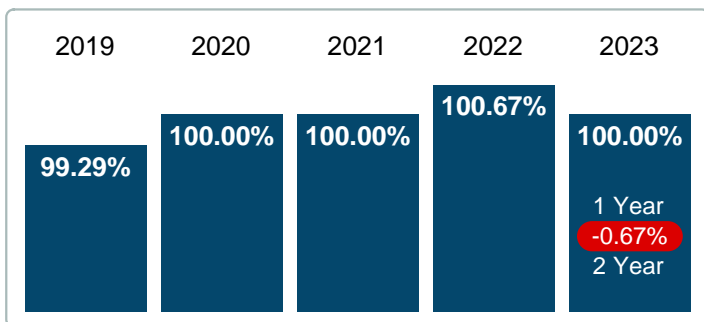
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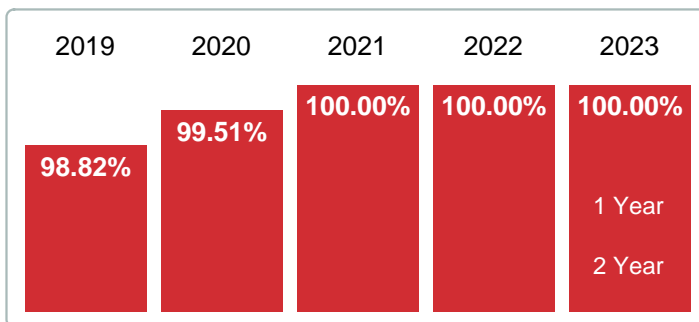
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 99.99%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr MAY average of **99.99%**

- MAR 100.00%
- APR 100.00%
- MAY 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	65	7.45%	100.00%	100.00%	100.00%	0.00%	0.00%	
\$100,001 - \$175,000	112	12.84%	100.00%	100.00%	100.00%	102.97%	82.84%	
\$175,001 - \$225,000	121	13.88%	100.00%	102.58%	100.00%	100.05%	0.00%	
\$225,001 - \$300,000	216	24.77%	100.00%	100.00%	100.00%	100.00%	99.83%	
\$300,001 - \$400,000	154	17.66%	100.00%	93.21%	100.00%	99.80%	99.58%	
\$400,001 - \$550,000	109	12.50%	100.00%	97.80%	100.00%	100.00%	99.05%	
\$550,001 and up	95	10.89%	100.00%	97.06%	98.23%	100.00%	100.00%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	99.82%	
Total Closed Units		872	100%	100.00%	108	454	254	56
Total Closed Volume		283,761,040			17.82M	118.51M	116.35M	31.08M

May 2023



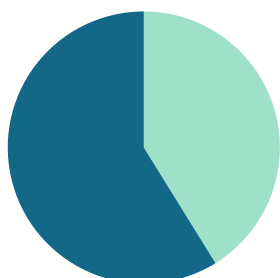
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

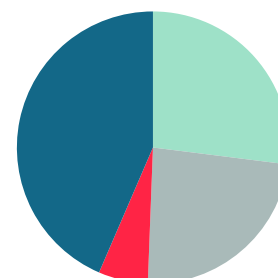


Inventory
 New Listings
967 = 41.17%
 Start Inventory
1,382
 Total Inventory Units
2,349
 Volume
\$965,006,210

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%
Median List Price	245,000	275,000	12.24%	235,000	259,900	10.60%
Median Sale Price	250,000	275,000	10.00%	237,127	256,000	7.96%
Median Percent of Selling Price to List Price	100.67%	100.00%	-0.67%	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	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

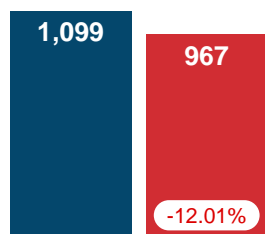
Inventory on May 31, 2023 = **1,406**

2022 **2023**

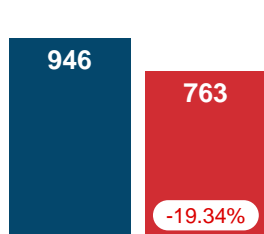
MAY MARKET

MEDIAN PRICES

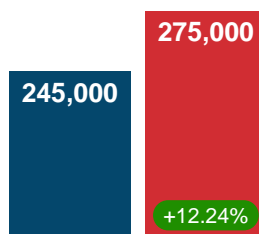
New Listings



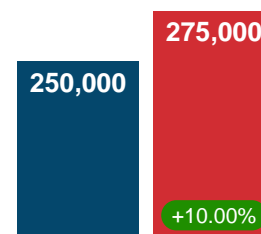
Pending Listings



List Price



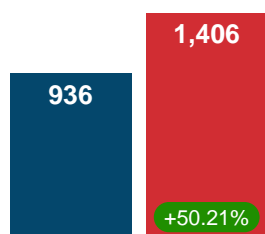
Sale Price



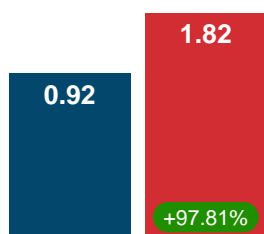
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

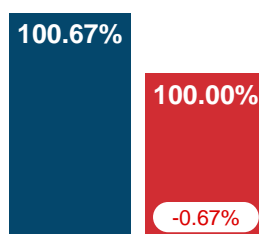
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

