

August 2023



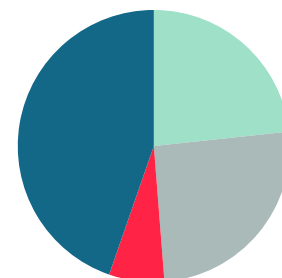
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	August 2023	+/-%
Closed Listings	1,014	759	-25.15%
Pending Listings	916	829	-9.50%
New Listings	1,147	973	-15.17%
Average List Price	313,217	295,984	-5.50%
Average Sale Price	310,163	293,006	-5.53%
Average Percent of Selling Price to List Price	99.74%	98.90%	-0.84%
Average Days on Market to Sale	14.91	27.55	84.82%
End of Month Inventory	1,463	1,455	-0.55%
Months Supply of Inventory	1.51	2.03	34.75%



■ Closed (23.30%)
■ Pending (25.45%)
■ Other OffMarket (6.57%)
■ Active (44.67%)

Absorption: Last 12 months, an Average of **716** Sales/Month
Active Inventory as of August 31, 2023 = **1,455**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2023 decreased **0.55%** to 1,455 existing homes available for sale. Over the last 12 months this area has had an average of 716 closed sales per month. This represents an unsold inventory index of **2.03** 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 **5.53%** in August 2023 to \$293,006 versus the previous year at \$310,163.

Average Days on Market Lengthens

The average number of **27.55** days that homes spent on the market before selling increased by 12.64 days or **84.82%** in August 2023 compared to last year's same month at **14.91** DOM.

Sales Success for August 2023 is Positive

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

There were 973 New Listings in August 2023, down **15.17%** from last year at 1,147. Furthermore, there were 759 Closed Listings this month versus last year at 1,014, a **-25.15%** decrease.

Closed versus Listed trends yielded a **78.0%** ratio, down from previous year's, August 2022, at **88.4%**, a **11.76%** downswing. This will certainly create pressure on a decreasing 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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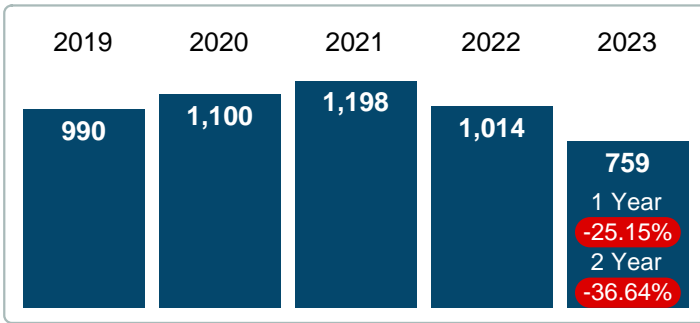
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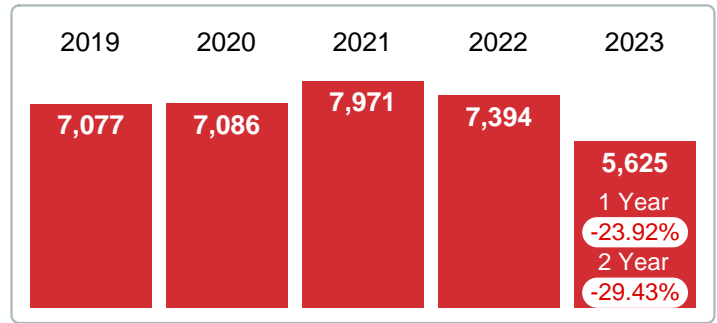
CLOSED LISTINGS

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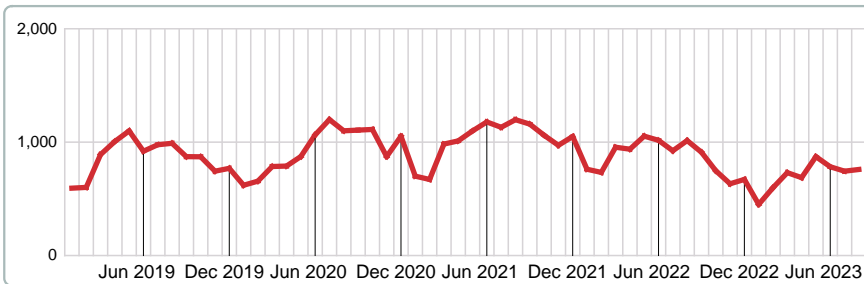
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,012

High Jul 2020 1,199 Low Jan 2023 451

Closed Listings this month at **759**
 below the 5 yr AUG average of **1,012**



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	66	8.70%	28.8	37	27	2	0
\$100,001 - \$150,000	79	10.41%	14.7	31	40	7	1
\$150,001 - \$200,000	105	13.83%	13.8	12	80	13	0
\$200,001 - \$300,000	214	28.19%	19.9	13	148	49	4
\$300,001 - \$375,000	112	14.76%	26.4	5	37	68	2
\$375,001 - \$500,000	96	12.65%	46.8	1	31	48	16
\$500,001 and up	87	11.46%	54.0	3	15	52	17
Total Closed Units	759			102	378	239	40
Total Closed Volume	222,391,931	100%	27.6	15.43M	92.02M	93.22M	21.72M
Average Closed Price	\$293,006			\$151,241	\$243,435	\$390,054	\$543,100

August 2023



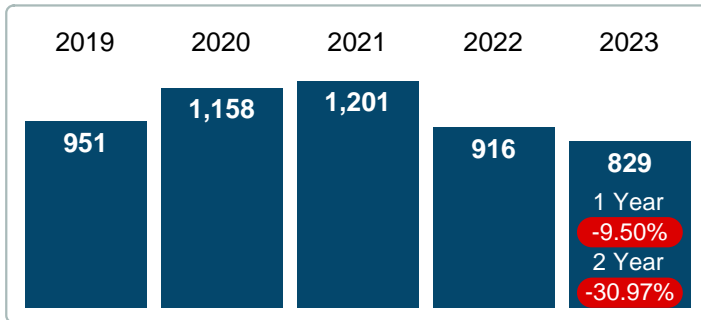
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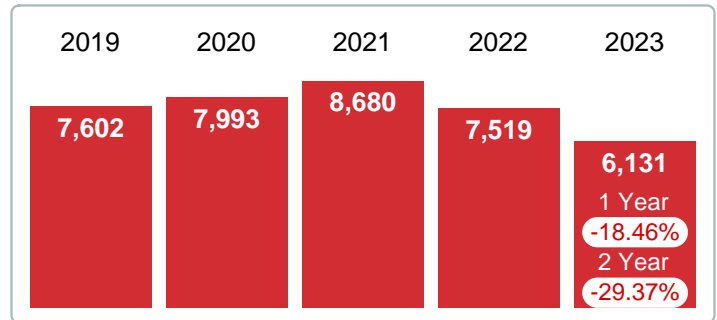
PENDING LISTINGS

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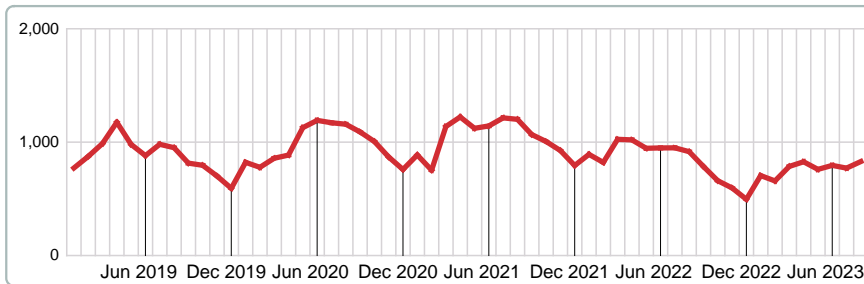
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

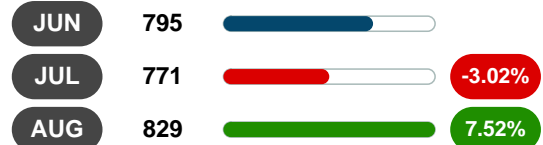


3 MONTHS

5 year AUG AVG = 1,011

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **829**
below the 5 yr AUG average of **1,011**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	60	7.24%	37.1	35	22	3	0
\$100,001 - \$175,000	130	15.68%	21.0	38	79	12	1
\$175,001 - \$225,000	131	15.80%	18.2	15	101	15	0
\$225,001 - \$300,000	189	22.80%	25.0	6	136	46	1
\$300,001 - \$375,000	120	14.48%	40.1	4	56	54	6
\$375,001 - \$525,000	109	13.15%	55.6	3	20	74	12
\$525,001 and up	90	10.86%	58.6	0	17	52	21
Total Pending Units	829			101	431	256	41
Total Pending Volume	255,799,661	100%	32.8	14.79M	108.64M	107.41M	24.96M
Average Listing Price	\$256,977			\$146,470	\$252,060	\$419,581	\$608,674

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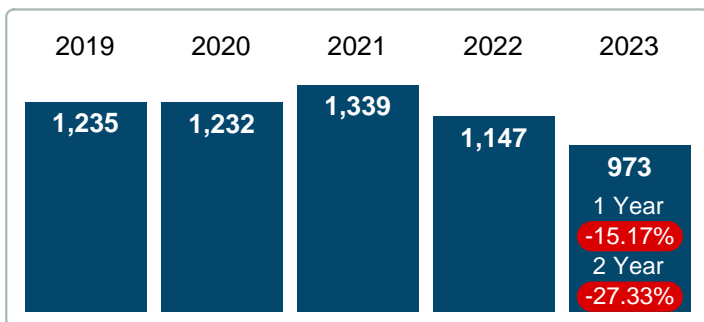
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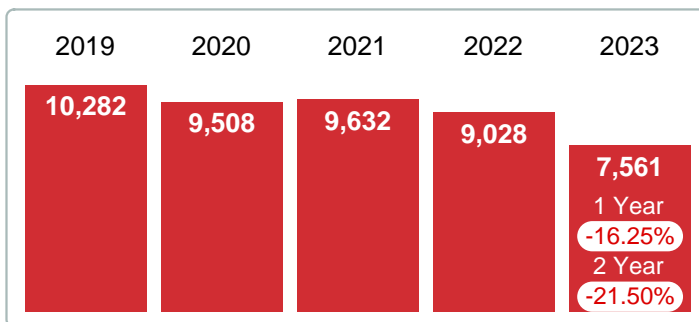
NEW LISTINGS

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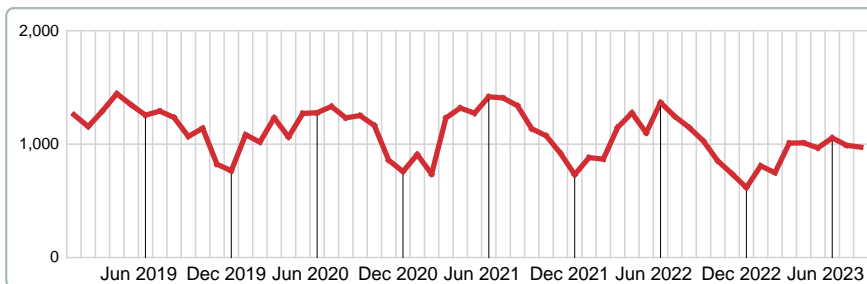
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

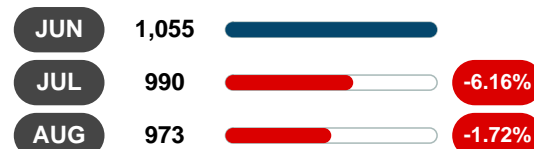


3 MONTHS

5 year AUG AVG = 1,185

High Apr 2019 1,445 Low Dec 2022 617

New Listings this month at **973**
 below the 5 yr AUG average of **1,185**



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	100	10.28%	49	43	6	2
\$125,001 - \$175,000	86	8.84%	24	55	7	0
\$175,001 - \$225,000	139	14.29%	14	105	19	1
\$225,001 - \$325,000	266	27.34%	12	163	86	5
\$325,001 - \$425,000	165	16.96%	8	73	77	7
\$425,001 - \$575,000	110	11.31%	3	32	69	6
\$575,001 and up	107	11.00%	0	21	54	32
Total New Listed Units	973		110	492	318	53
Total New Listed Volume	343,002,740	100%	17.90M	138.04M	141.77M	45.30M
Average New Listed Listing Price	\$251,392		\$162,746	\$280,560	\$445,818	\$854,623

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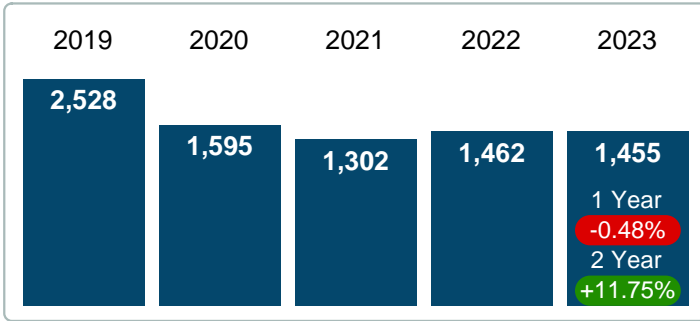
Area Delimited by County Of Tulsa - Residential Property Type



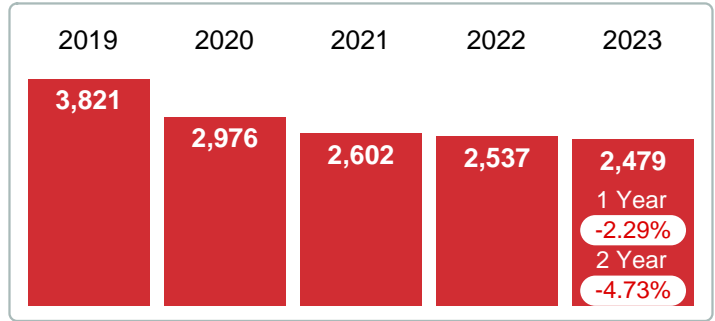
ACTIVE INVENTORY

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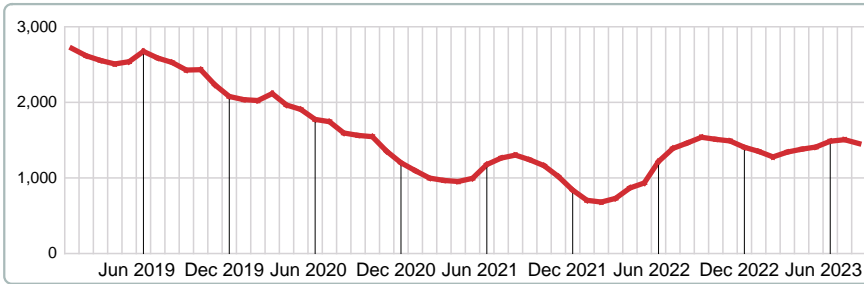
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

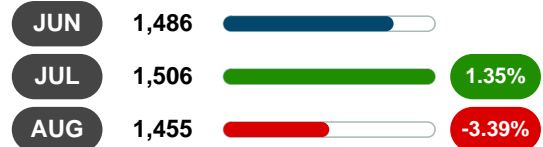


3 MONTHS

5 year AUG AVG = 1,668

High Jan 2019 2,714 Low Feb 2022 681

Inventory this month at 1,455
below the 5 yr AUG average of 1,668



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	133	9.14%	81.4	70	54	8	1
\$150,001 - \$225,000	139	9.55%	35.3	27	93	17	2
\$225,001 - \$325,000	273	18.76%	43.6	20	156	89	8
\$325,001 - \$450,000	358	24.60%	72.1	11	171	161	15
\$450,001 - \$525,000	149	10.24%	88.9	7	49	86	7
\$525,001 - \$775,000	260	17.87%	96.1	12	49	154	45
\$775,001 and up	143	9.83%	78.6	3	19	58	63
Total Active Inventory by Units	1,455			150	591	573	141
Total Active Inventory by Volume	689,941,179	100%	70.7	36.57M	208.23M	298.09M	147.05M
Average Active Inventory Listing Price	\$474,186			\$243,799	\$352,337	\$520,219	\$1,042,941

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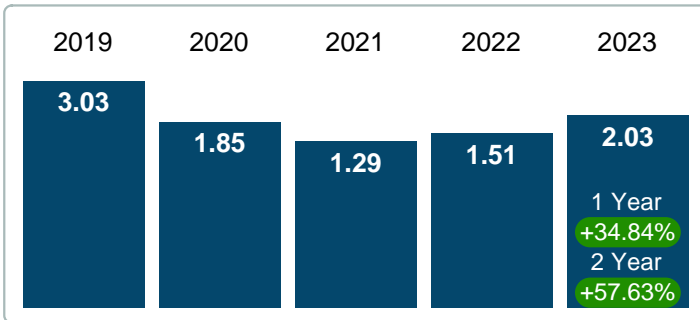
Area Delimited by County Of Tulsa - Residential Property Type



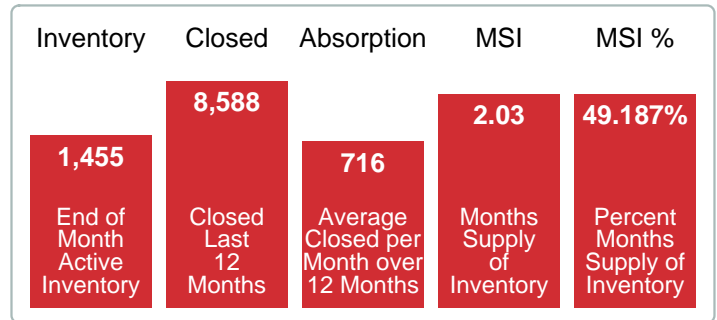
MONTHS SUPPLY of INVENTORY (MSI)

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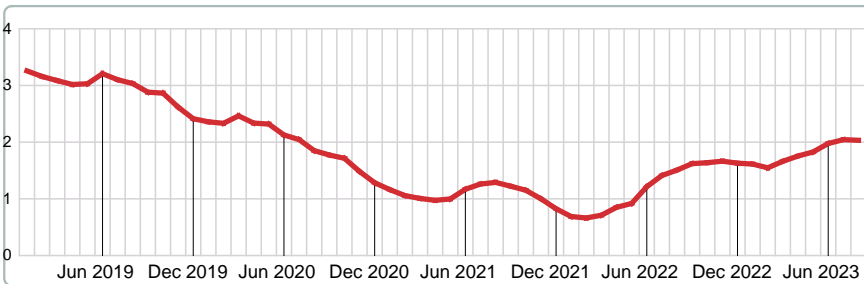
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1.94

High Jan 2019 3.26 Low Feb 2022 0.66

Months Supply this month at **2.03**
above the 5 yr AUG average of **1.94**



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	133	9.14%	1.06	1.29	0.84	1.30	1.50
\$150,001 - \$225,000	139	9.55%	0.86	1.40	0.75	1.00	1.26
\$225,001 - \$325,000	273	18.76%	1.37	2.35	1.26	1.46	1.41
\$325,001 - \$450,000	358	24.60%	3.11	3.47	4.45	2.55	1.45
\$450,001 - \$525,000	149	10.24%	3.76	7.00	4.45	3.95	1.18
\$525,001 - \$775,000	260	17.87%	4.92	20.57	5.16	4.85	4.09
\$775,001 and up	143	9.83%	6.55	5.14	6.91	4.61	10.65
Market Supply of Inventory (MSI)			2.03	1.71	1.58	2.68	3.43
Total Active Inventory by Units		100%	2.03	150	591	573	141

August 2023



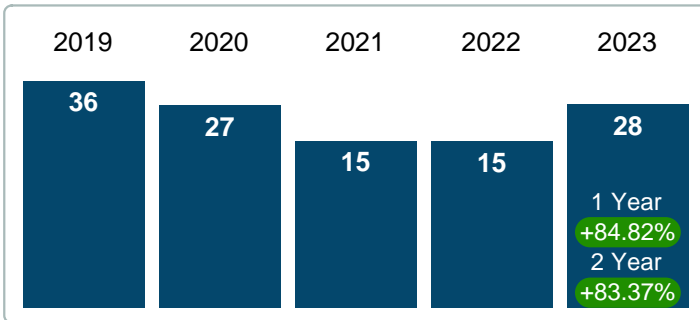
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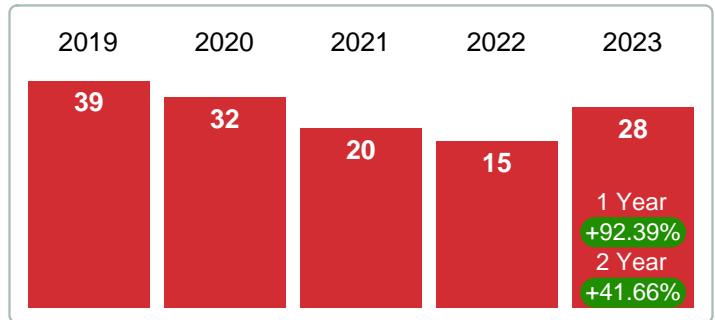
AVERAGE DAYS ON MARKET TO SALE

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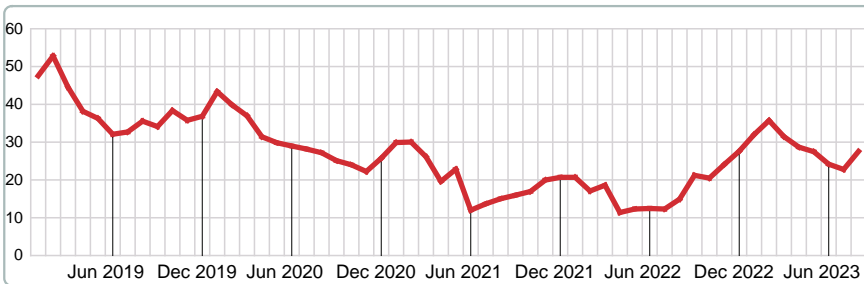
AUGUST



YEAR TO DATE (YTD)

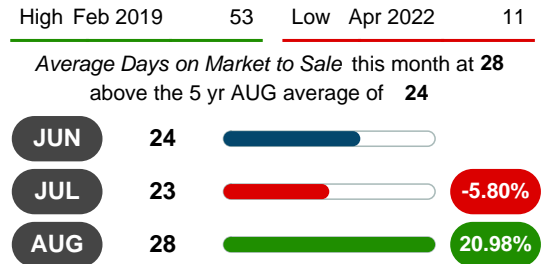


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 24



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	8.70%	29	33	25	12	0
\$100,001 - \$150,000	10.41%	15	15	11	34	7
\$150,001 - \$200,000	13.83%	14	18	10	32	0
\$200,001 - \$300,000	28.19%	20	15	17	28	37
\$300,001 - \$375,000	14.76%	26	10	23	30	24
\$375,001 - \$500,000	12.65%	47	1	39	52	49
\$500,001 and up	11.46%	54	3	25	67	49
Average Closed DOM		28	21	18	42	45
Total Closed Units	100%	759	102	378	239	40
Total Closed Volume		222,391,931	15.43M	92.02M	93.22M	21.72M

August 2023



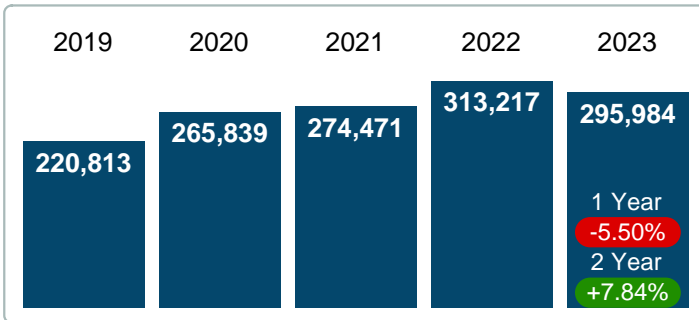
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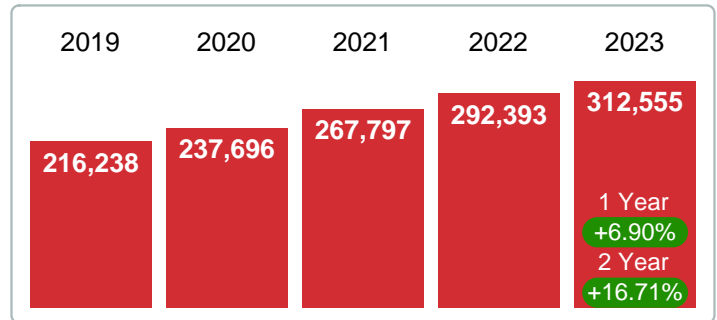
AVERAGE LIST PRICE AT CLOSING

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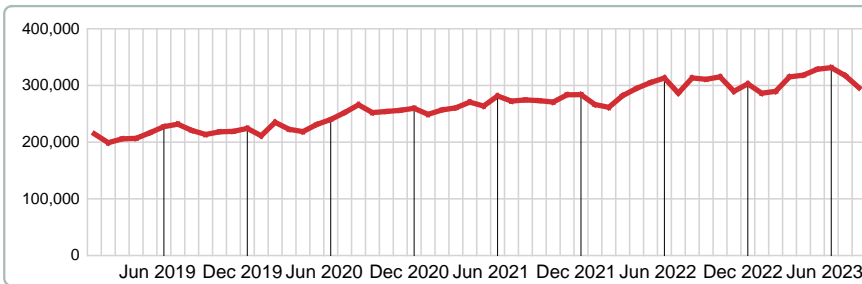
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

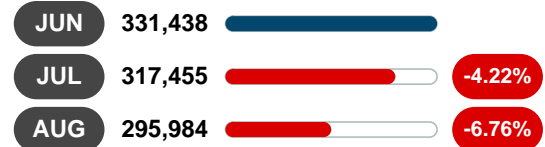


3 MONTHS

5 year AUG AVG = 274,065

High Jun 2023 331,438 Low Feb 2019 198,959

Average List Price at Closing this month at **295,984**
above the 5 yr AUG average of **274,065**



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	69	9.09%	74,822	73,297	77,309	72,500	0
\$100,001 - \$150,000	72	9.49%	130,257	129,959	132,970	148,643	115,000
\$150,001 - \$200,000	110	14.49%	179,158	175,642	178,154	181,738	0
\$200,001 - \$300,000	216	28.46%	252,033	245,338	245,920	268,009	268,475
\$300,001 - \$375,000	103	13.57%	336,404	324,980	335,864	337,665	334,500
\$375,001 - \$500,000	105	13.83%	445,051	425,000	431,409	456,948	459,474
\$500,001 and up	84	11.07%	649,813	567,933	587,656	631,771	738,437
Average List Price			295,984	154,819	245,159	395,093	544,073
Total Closed Units			759	102	378	239	40
Total Closed Volume			224,651,931	15.79M	92.67M	94.43M	21.76M

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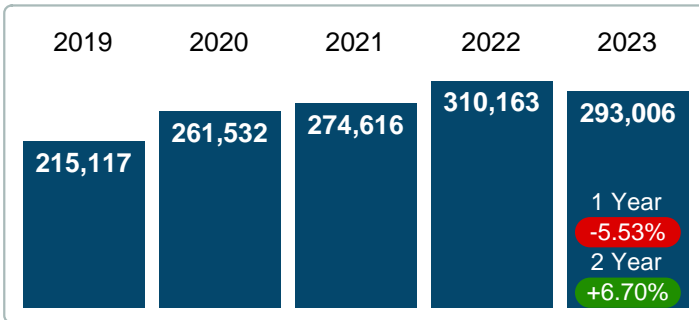
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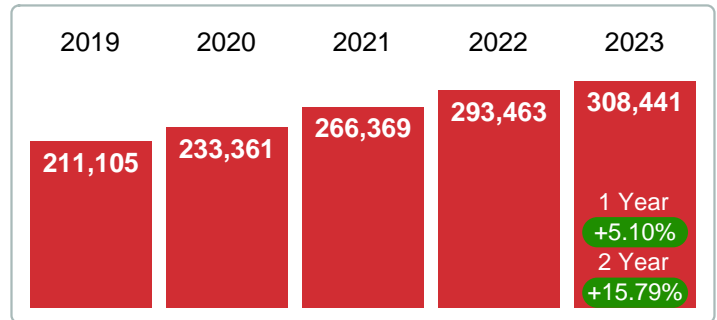
AVERAGE SOLD PRICE AT CLOSING

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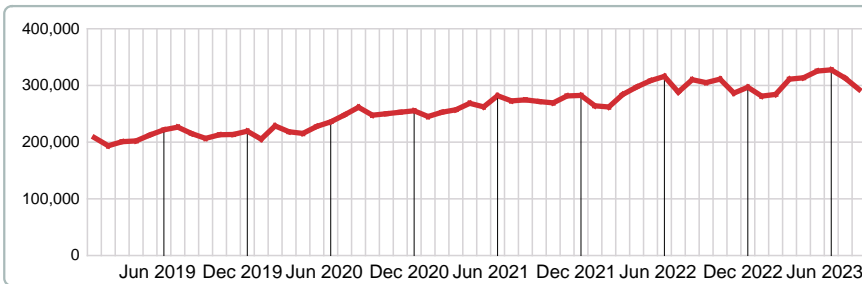
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

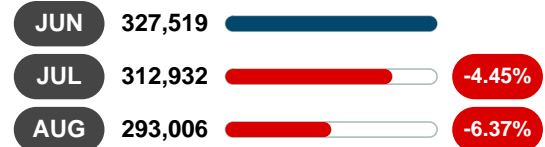


3 MONTHS

5 year AUG AVG = 270,887

High Jun 2023 327,519 Low Feb 2019 193,632

Average Sold Price at Closing this month at **293,006**
 above the 5 yr AUG average of **270,887**



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	8.70%	69,489	69,158	70,461	62,500	0
\$100,001 - \$150,000	10.41%	129,210	126,133	130,774	135,929	115,000
\$150,001 - \$200,000	13.83%	177,855	177,300	176,970	183,815	0
\$200,001 - \$300,000	28.19%	249,638	239,423	245,383	263,850	266,188
\$300,001 - \$375,000	14.76%	333,600	328,200	331,263	335,096	339,500
\$375,001 - \$500,000	12.65%	441,246	425,000	425,932	446,750	455,423
\$500,001 and up	11.46%	641,124	550,500	596,679	626,877	739,911
Average Sold Price		293,006	151,241	243,435	390,054	543,100
Total Closed Units	100%	759	102	378	239	40
Total Closed Volume		222,391,931	15.43M	92.02M	93.22M	21.72M

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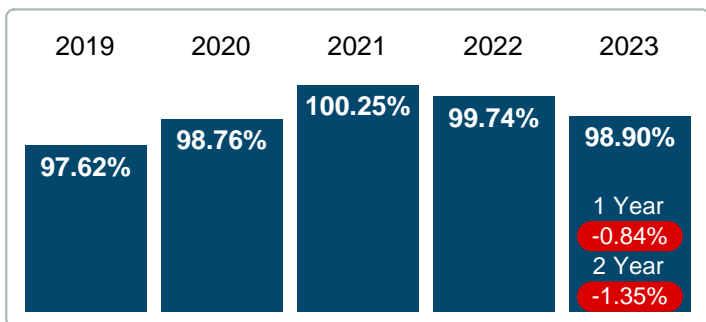
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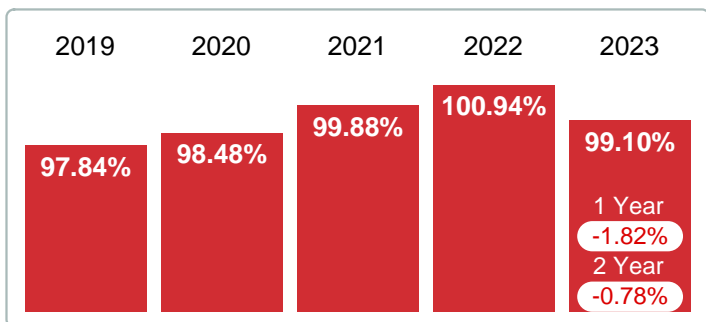
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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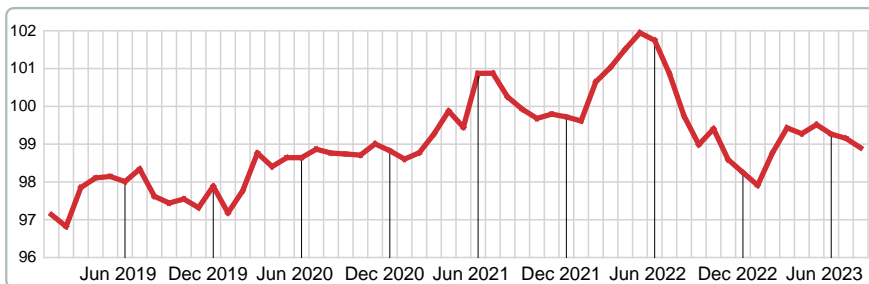
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

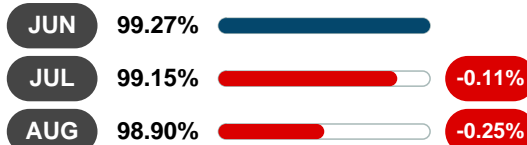


3 MONTHS

5 year AUG AVG = 99.06%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **98.90%**
equal to 5 yr AUG average of **99.06%**



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	66	8.70%	93.78%	93.96%	93.81%	90.00%	0.00%
\$100,001 - \$150,000	79	10.41%	98.44%	97.78%	100.10%	91.68%	100.00%
\$150,001 - \$200,000	105	13.83%	100.42%	104.64%	99.58%	101.66%	0.00%
\$200,001 - \$300,000	214	28.19%	99.49%	97.76%	99.96%	98.55%	99.20%
\$300,001 - \$375,000	112	14.76%	99.47%	101.07%	98.81%	99.66%	101.51%
\$375,001 - \$500,000	96	12.65%	98.41%	100.00%	98.76%	97.91%	99.13%
\$500,001 and up	87	11.46%	99.74%	97.32%	101.86%	99.24%	99.83%
Average Sold/List Ratio		98.90%		97.37%	99.32%	98.78%	99.57%
Total Closed Units		759	100%	102	378	239	40
Total Closed Volume		222,391,931		15.43M	92.02M	93.22M	21.72M

August 2023



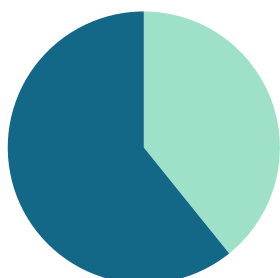
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Sep 11, 2023 for MLS Technology Inc.

INVENTORY

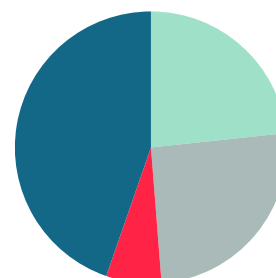


Inventory
 New Listings
973 = 39.20%
 Start Inventory
1,509
 Total Inventory Units
2,482
 Volume
\$1,040,569,908

Market Activity

Closed Sales
759 = 23.30%
 Pending Sales
829 = 25.45%
 Other Off Market
214 = 6.57%
 Active Inventory
1,455 = 44.67%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,014	759	-25.15%	7,394	5,625	-23.92%
Pending Sales	916	829	-9.50%	7,519	6,131	-18.46%
New Listings	1,147	973	-15.17%	9,028	7,561	-16.25%
Average List Price	313,217	295,984	-5.50%	292,393	312,555	6.90%
Average Sale Price	310,163	293,006	-5.53%	293,463	308,441	5.10%
Average Percent of Selling Price to List Price	99.74%	98.90%	-0.84%	100.94%	99.10%	-1.82%
Average Days on Market to Sale	14.91	27.55	84.82%	14.71	28.31	92.39%
Monthly Inventory	1,463	1,455	-0.55%	1,463	1,455	-0.55%
Months Supply of Inventory	1.51	2.03	34.75%	1.51	2.03	34.75%

Absorption: Last 12 months, an Average of **716** Sales/Month

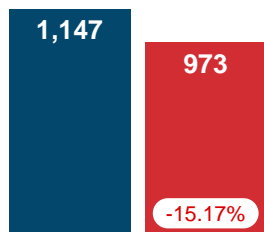
Inventory on August 31, 2023 = **1,455**

2022 **2023**

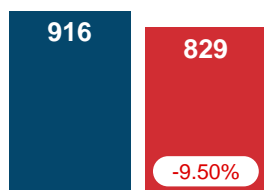
AUGUST MARKET

AVERAGE PRICES

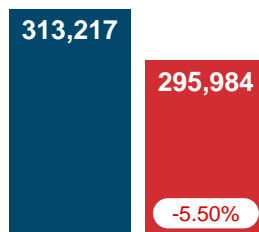
New Listings



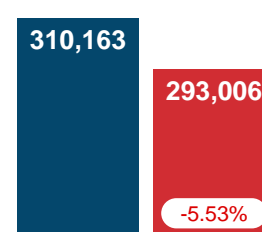
Pending Listings



List Price



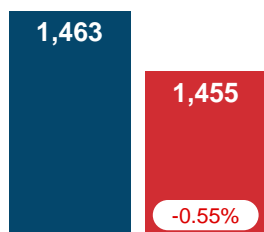
Sale Price



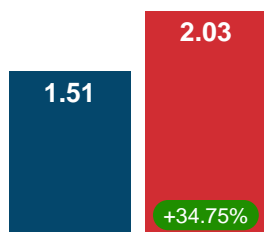
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

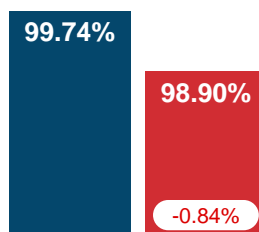
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

