

August 2023



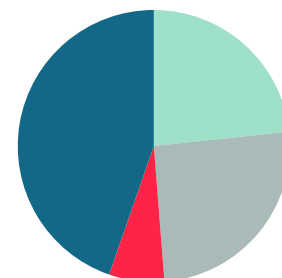
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	249,000	255,000	2.41%
Median Sale Price	247,200	256,000	3.56%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	9.00	50.00%
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.

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 **3.56%** in August 2023 to \$256,000 versus the previous year at \$247,200.

Median Days on Market Lengthens

The median number of **9.00** days that homes spent on the market before selling increased by 3.00 days or **50.00%** in August 2023 compared to last year's same month at **6.00** DOM.

Sales Success for August 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 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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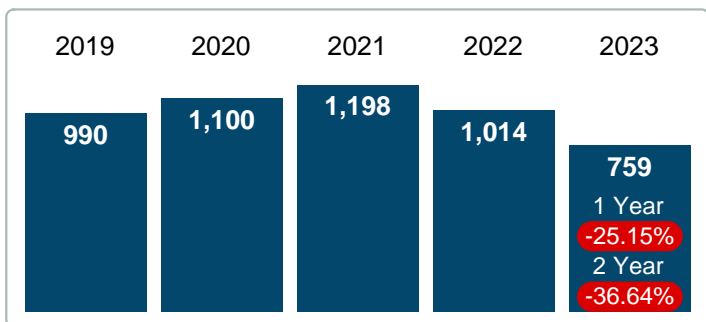
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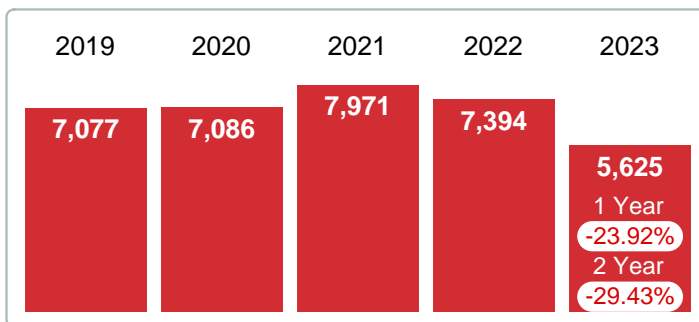
CLOSED LISTINGS

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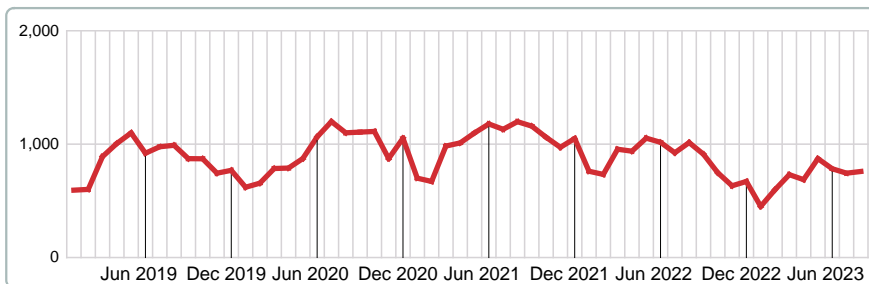
AUGUST



YEAR TO DATE (YTD)

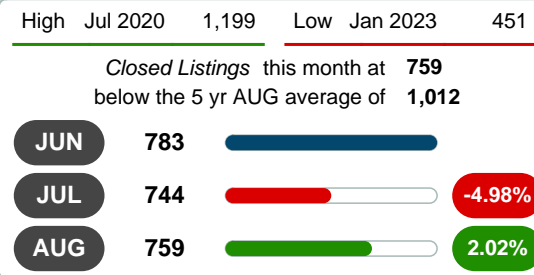


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,012



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	66	8.70%	7.5	37	27	2	0
\$100,001 - \$150,000	79	10.41%	7.0	31	40	7	1
\$150,001 - \$200,000	105	13.83%	5.0	12	80	13	0
\$200,001 - \$300,000	214	28.19%	7.0	13	148	49	4
\$300,001 - \$375,000	112	14.76%	12.0	5	37	68	2
\$375,001 - \$500,000	96	12.65%	31.5	1	31	48	16
\$500,001 and up	87	11.46%	22.0	3	15	52	17
Total Closed Units	759			102	378	239	40
Total Closed Volume	222,391,931	100%	9.0	15.43M	92.02M	93.22M	21.72M
Median Closed Price	\$256,000			\$120,000	\$225,000	\$347,500	\$490,000

August 2023



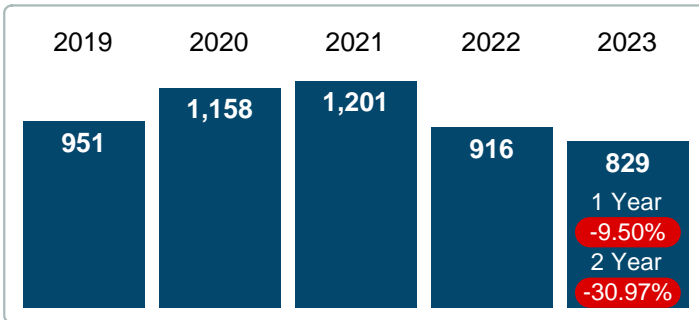
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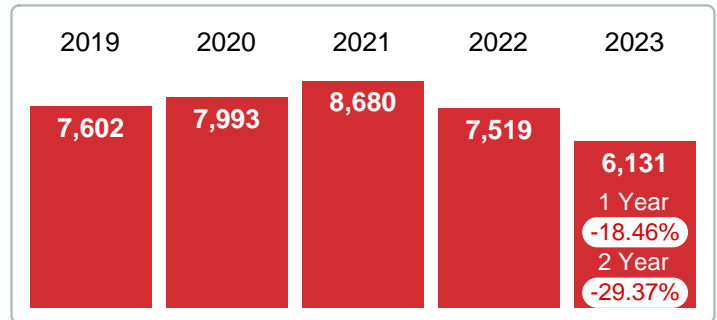
PENDING LISTINGS

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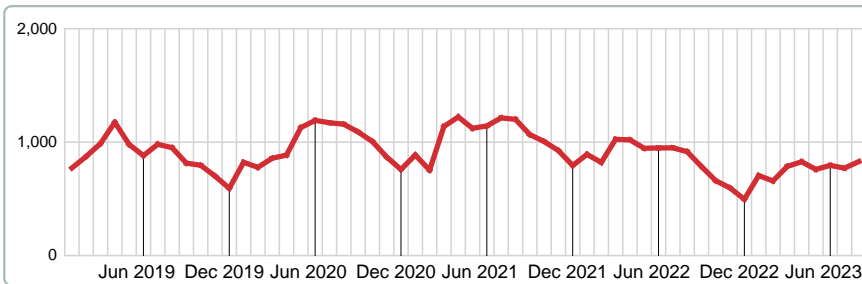
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	60	7.24%	7.0	35	22	3	0
\$100,001 - \$175,000	130	15.68%	7.0	38	79	12	1
\$175,001 - \$225,000	131	15.80%	8.0	15	101	15	0
\$225,001 - \$300,000	189	22.80%	15.0	6	136	46	1
\$300,001 - \$375,000	120	14.48%	22.5	4	56	54	6
\$375,001 - \$525,000	109	13.15%	39.0	3	20	74	12
\$525,001 and up	90	10.86%	43.5	0	17	52	21
Total Pending Units	829			101	431	256	41
Total Pending Volume	255,799,661	100%	15.0	14.79M	108.64M	107.41M	24.96M
Median Listing Price	\$264,900			\$129,000	\$235,000	\$374,950	\$534,900

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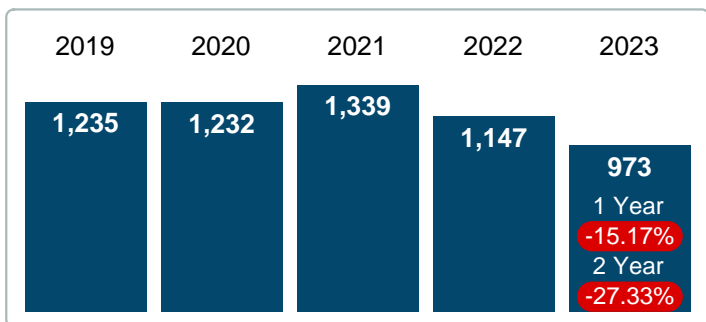
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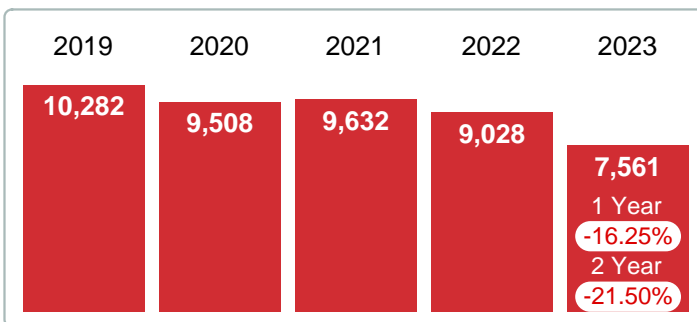
NEW LISTINGS

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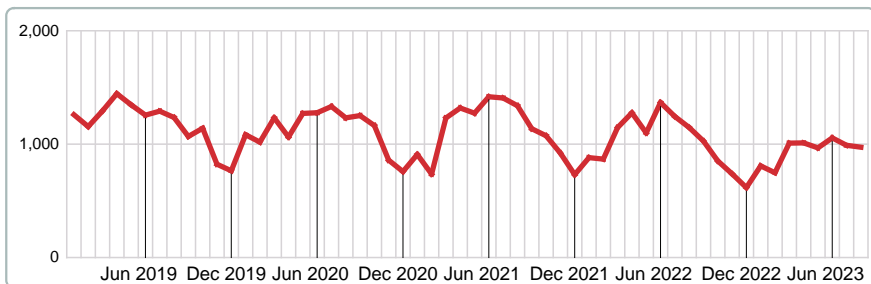
AUGUST



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
Median New Listed Listing Price	\$280,000		\$136,700	\$245,000	\$367,448	\$650,000

August 2023



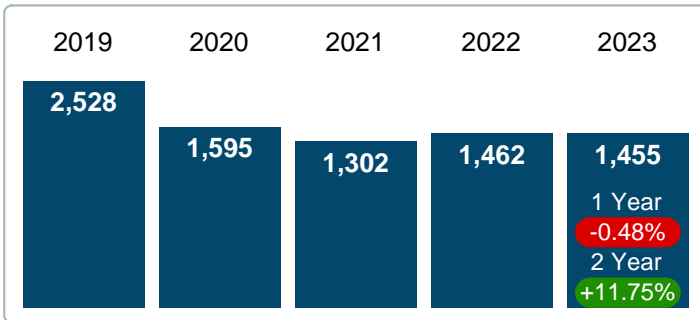
Area Delimited by County Of Tulsa - Residential Property Type



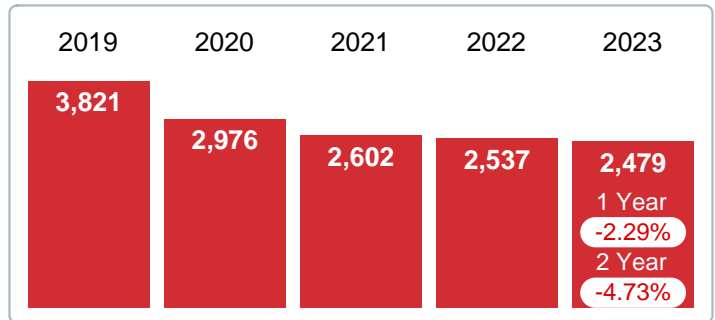
ACTIVE INVENTORY

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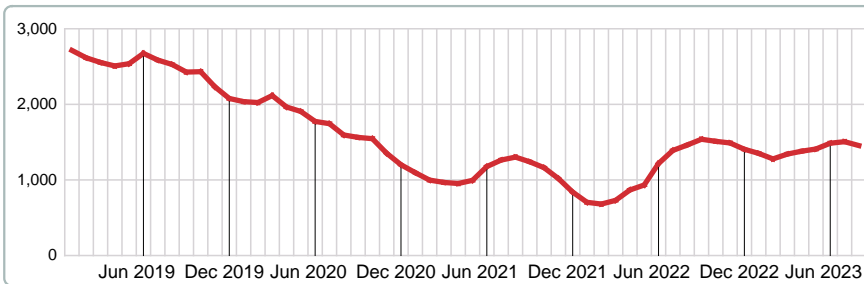
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

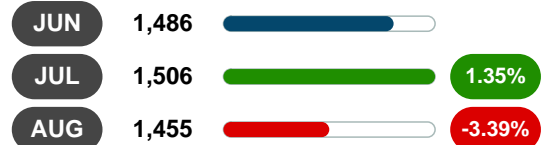


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	133	9.14%	35.0	70	54	8	1
\$150,001 - \$225,000	139	9.55%	28.0	27	93	17	2
\$225,001 - \$325,000	273	18.76%	29.0	20	156	89	8
\$325,001 - \$450,000	358	24.60%	49.0	11	171	161	15
\$450,001 - \$525,000	149	10.24%	59.0	7	49	86	7
\$525,001 - \$775,000	260	17.87%	74.0	12	49	154	45
\$775,001 and up	143	9.83%	72.0	3	19	58	63
Total Active Inventory by Units			1,455	150	591	573	141
Total Active Inventory by Volume			689,941,179	36.57M	208.23M	298.09M	147.05M
Median Active Inventory Listing Price			\$385,000	\$161,000	\$315,000	\$468,000	\$709,000

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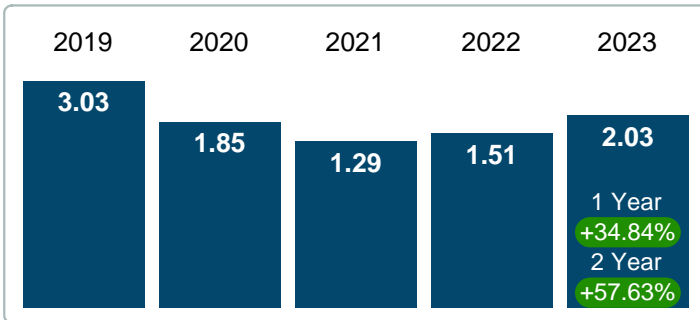
Area Delimited by County Of Tulsa - Residential Property Type



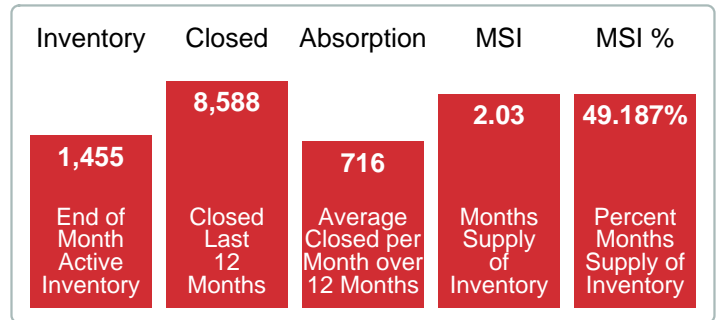
MONTHS SUPPLY of INVENTORY (MSI)

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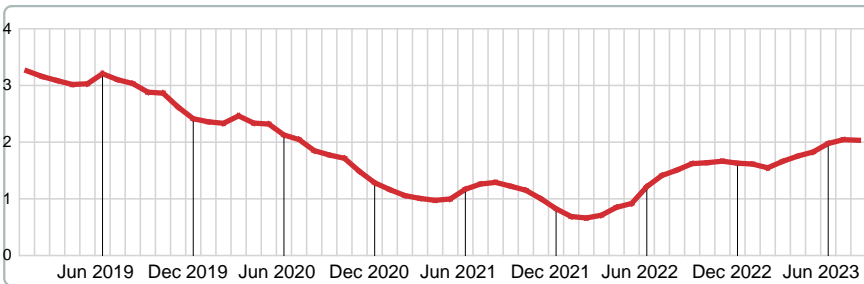
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023



5 YEAR MARKET ACTIVITY TRENDS

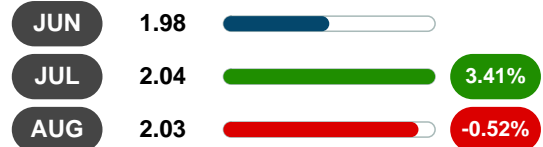


3 MONTHS

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



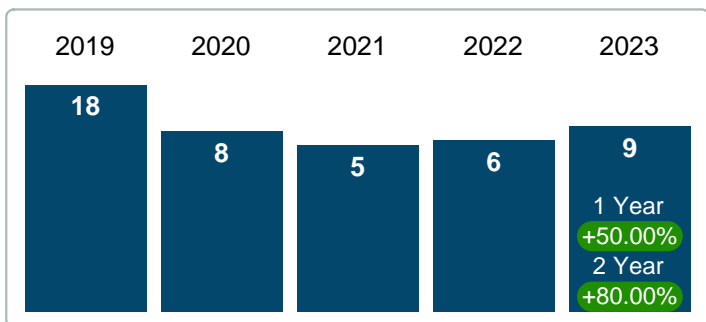
Area Delimited by County Of Tulsa - Residential Property Type



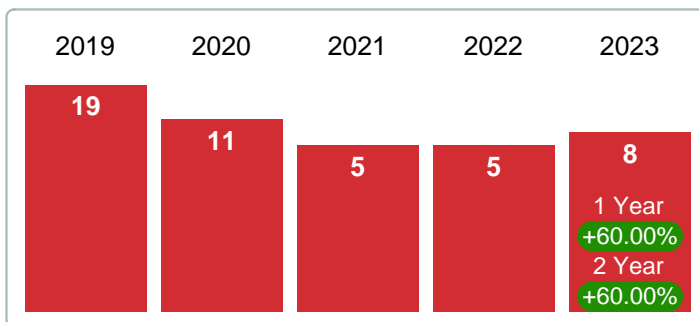
MEDIAN DAYS ON MARKET TO SALE

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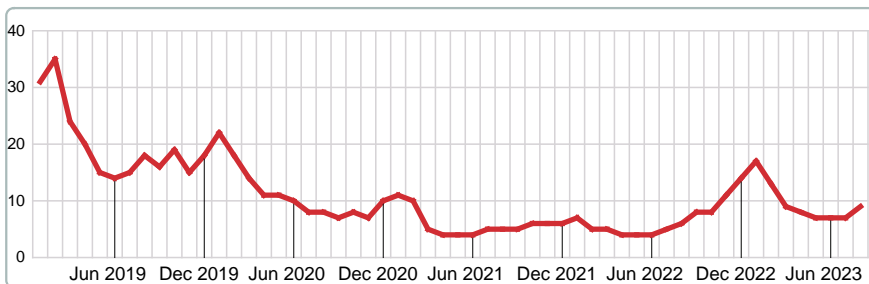
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

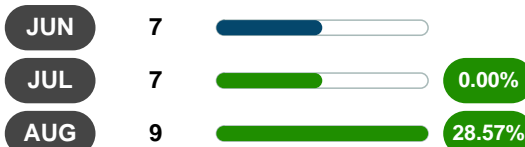


3 MONTHS

5 year AUG AVG = 9

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 9 equal to 5 yr AUG average of 9



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	8.70%	8	10	7	12	0
\$100,001 - \$150,000	10.41%	7	7	5	13	7
\$150,001 - \$200,000	13.83%	5	7	4	9	0
\$200,001 - \$300,000	28.19%	7	9	6	12	34
\$300,001 - \$375,000	14.76%	12	8	7	16	24
\$375,001 - \$500,000	12.65%	32	1	31	35	31
\$500,001 and up	11.46%	22	1	7	35	22
Median Closed DOM		9	7	6	18	24
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



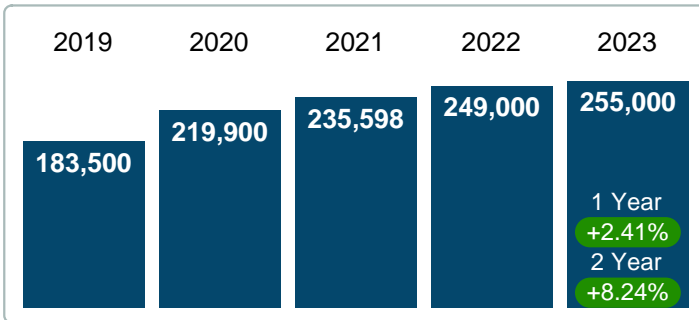
Area Delimited by County Of Tulsa - Residential Property Type



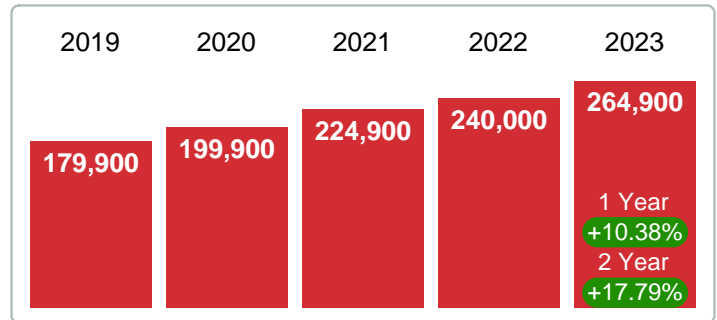
MEDIAN LIST PRICE AT CLOSING

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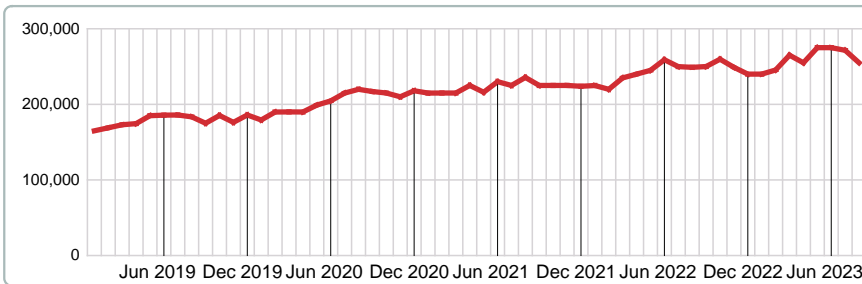
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

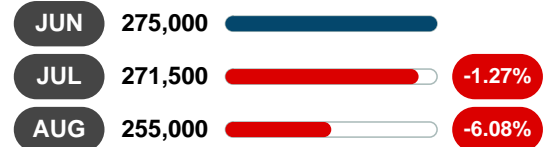


3 MONTHS

5 year AUG AVG = 228,600

High Jun 2023 275,000 Low Jan 2019 165,000

Median List Price at Closing this month at **255,000**
above the 5 yr AUG average of **228,600**



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	69	9.09%	79,900	74,750	88,000	72,500	0
\$100,001 - \$150,000	72	9.49%	129,950	125,000	135,000	137,000	115,000
\$150,001 - \$200,000	110	14.49%	180,000	179,500	180,000	180,000	0
\$200,001 - \$300,000	216	28.46%	249,900	237,000	242,500	267,450	289,000
\$300,001 - \$375,000	103	13.57%	335,000	325,000	335,000	338,450	369,000
\$375,001 - \$500,000	105	13.83%	449,900	425,000	424,500	469,000	450,000
\$500,001 and up	84	11.07%	599,000	549,000	574,900	594,450	654,846
Median List Price			255,000	125,000	225,000	350,000	490,000
Total Closed Units		100%	255,000	102	378	239	40
Total Closed Volume			224,651,931	15.79M	92.67M	94.43M	21.76M

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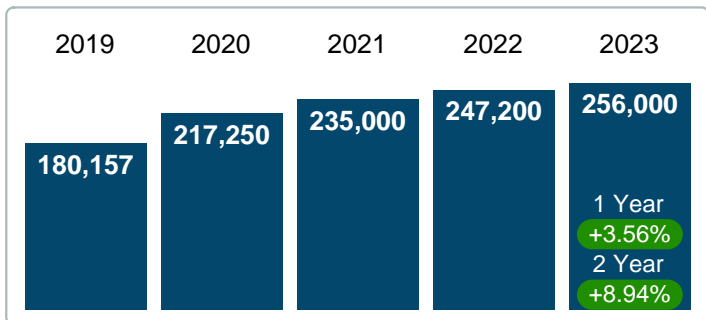
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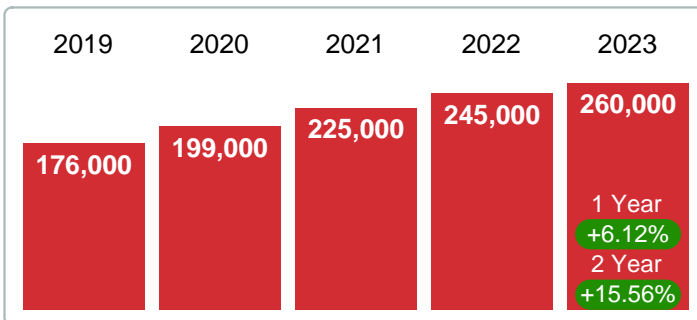
MEDIAN SOLD PRICE AT CLOSING

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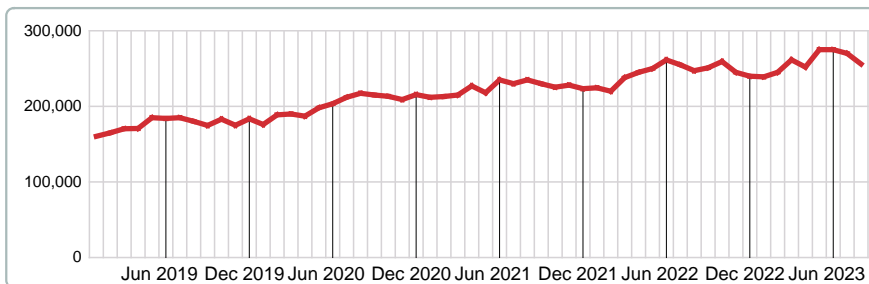
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

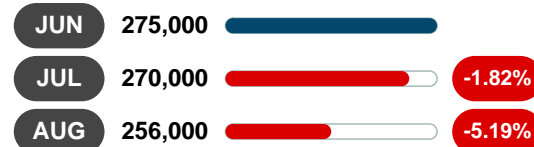


3 MONTHS

5 year AUG AVG = 227,121

High Jun 2023 275,000 Low Jan 2019 160,375

Median Sold Price at Closing this month at **256,000** above the 5 yr AUG average of **227,121**



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	66	8.70%	72,075	72,000	75,000	62,500	0
\$100,001 - \$150,000	79	10.41%	129,000	125,000	130,000	135,000	115,000
\$150,001 - \$200,000	105	13.83%	180,000	177,500	179,250	192,000	0
\$200,001 - \$300,000	214	28.19%	247,500	227,000	240,000	262,500	265,000
\$300,001 - \$375,000	112	14.76%	330,000	320,000	329,500	336,495	339,500
\$375,001 - \$500,000	96	12.65%	440,000	425,000	410,000	459,450	440,750
\$500,001 and up	87	11.46%	594,000	549,000	557,319	587,000	659,692
Median Sold Price			256,000	120,000	225,000	347,500	490,000
Total Closed Units		100%	256,000	102	378	239	40
Total Closed Volume			222,391,931	15.43M	92.02M	93.22M	21.72M

August 2023



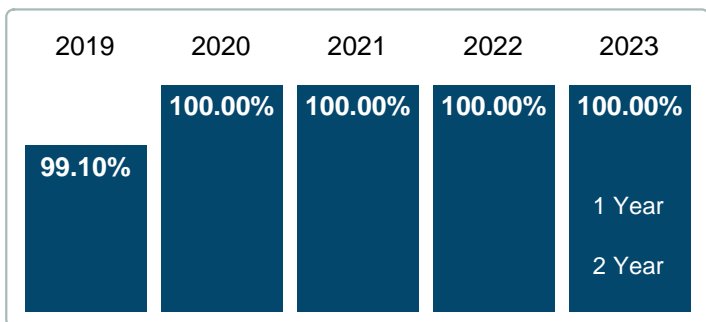
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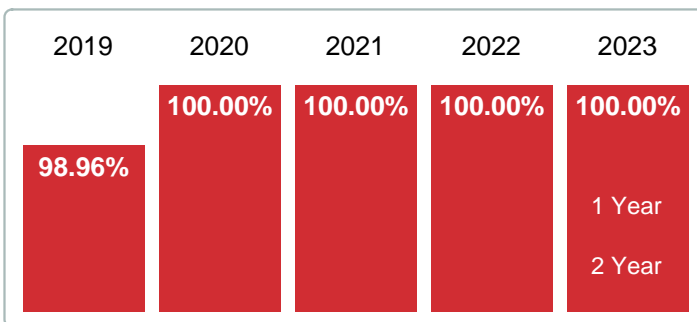
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.82%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr AUG average of **99.82%**

JUN 100.00%
JUL 100.00%
AUG 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	66	8.70%	93.20%	95.00%	90.82%	90.00%	0.00%
\$100,001 - \$150,000	79	10.41%	100.00%	100.00%	100.00%	93.08%	100.00%
\$150,001 - \$200,000	105	13.83%	100.00%	100.00%	100.00%	101.47%	0.00%
\$200,001 - \$300,000	214	28.19%	100.00%	97.72%	100.00%	100.00%	99.80%
\$300,001 - \$375,000	112	14.76%	100.00%	98.57%	100.00%	100.00%	101.51%
\$375,001 - \$500,000	96	12.65%	100.00%	100.00%	100.00%	99.00%	100.00%
\$500,001 and up	87	11.46%	100.00%	100.00%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		99.21%	100.00%	100.00%	100.00%
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



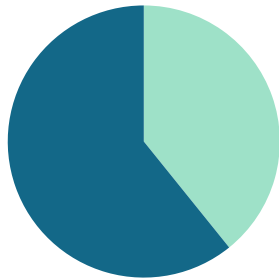
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

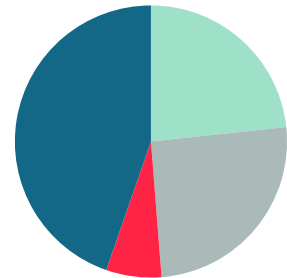


Inventory
 New Listings
973 = 39.20%
 Start Inventory
1,509
 Total Inventory Units
2,482
 Volume
\$1,040,569,908

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%
Median List Price	249,000	255,000	2.41%	240,000	264,900	10.38%
Median Sale Price	247,200	256,000	3.56%	245,000	260,000	6.12%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	9.00	50.00%	5.00	8.00	60.00%
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

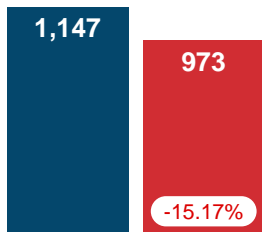
Inventory on August 31, 2023 = **1,455**

2022 **2023**

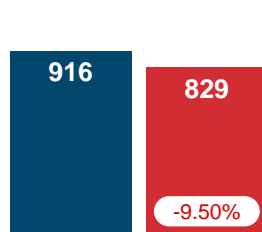
AUGUST MARKET

MEDIAN PRICES

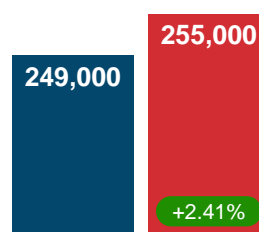
New Listings



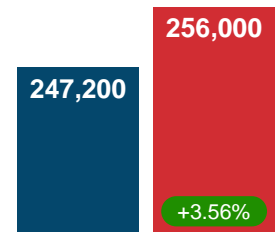
Pending Listings



List Price



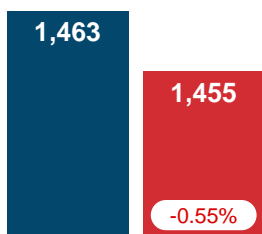
Sale Price



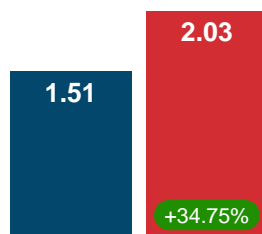
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

