

July 2025



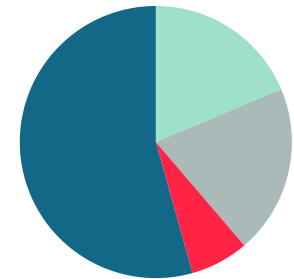
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2025 for MLS Technology Inc.

| Compared Metrics | 2024 | July 2025 | +/-% |
|--|---------|-----------|--------|
| Closed Listings | 780 | 804 | 3.08% |
| Pending Listings | 786 | 866 | 10.18% |
| New Listings | 1,101 | 1,180 | 7.18% |
| Average List Price | 345,306 | 355,831 | 3.05% |
| Average Sale Price | 339,871 | 346,805 | 2.04% |
| Average Percent of Selling Price to List Price | 98.98% | 98.01% | -0.98% |
| Average Days on Market to Sale | 30.59 | 35.70 | 16.69% |
| End of Month Inventory | 2,027 | 2,343 | 15.59% |
| Months Supply of Inventory | 2.96 | 3.27 | 10.24% |



■ Closed (18.65%)
■ Pending (20.09%)
■ Other OffMarket (6.91%)
■ Active (54.35%)

Absorption: Last 12 months, an Average of **717** Sales/Month
Active Inventory as of July 31, 2025 = **2,343**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2025 rose **15.59%** to 2,343 existing homes available for sale. Over the last 12 months this area has had an average of 717 closed sales per month. This represents an unsold inventory index of **3.27** 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 **2.04%** in July 2025 to \$346,805 versus the previous year at \$339,871.

Average Days on Market Lengthens

The average number of **35.70** days that homes spent on the market before selling increased by 5.11 days or **16.69%** in July 2025 compared to last year's same month at **30.59** DOM.

Sales Success for July 2025 is Positive

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

There were 1,180 New Listings in July 2025, up **7.18%** from last year at 1,101. Furthermore, there were 804 Closed Listings this month versus last year at 780, a **3.08%** increase.

Closed versus Listed trends yielded a **68.1%** ratio, down from previous year's, July 2024, at **70.8%**, a **3.82%** 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

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| Average Percent of Selling Price to List Price | 10 |
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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

July 2025



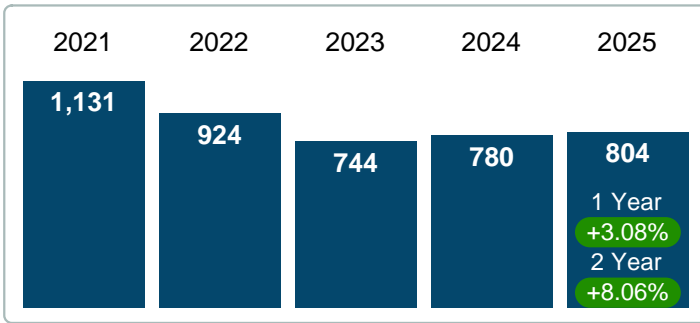
Area Delimited by County Of Tulsa - Residential Property Type



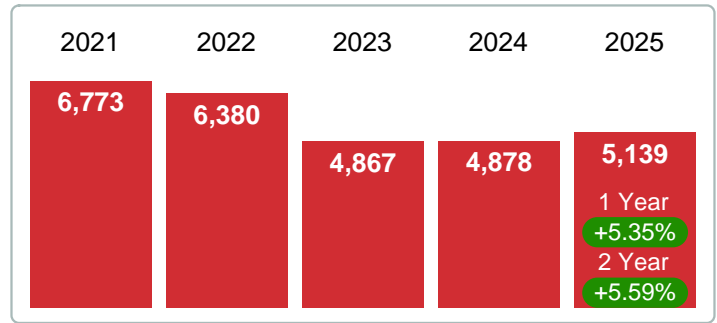
CLOSED LISTINGS

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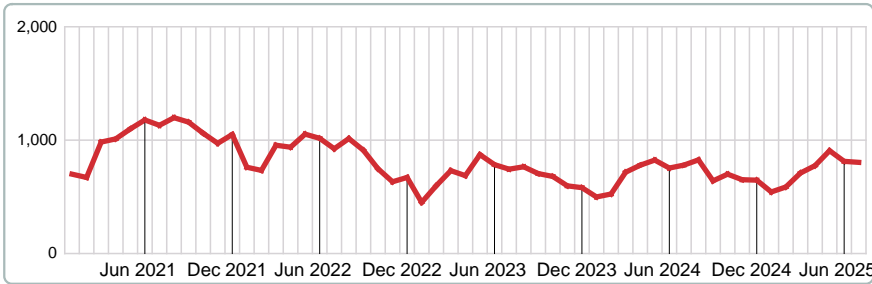
JULY



YEAR TO DATE (YTD)

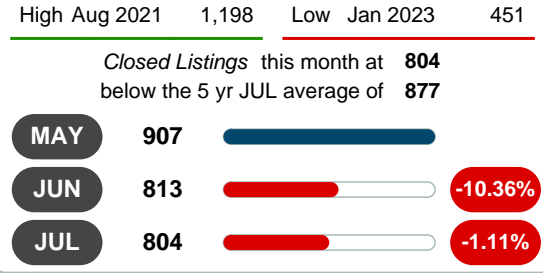


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 877



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$150,000 and less | 74 | 9.20% | 33.8 | 34 | 38 | 2 | 0 |
| \$150,001 - \$200,000 | 113 | 14.05% | 22.5 | 33 | 71 | 9 | 0 |
| \$200,001 - \$225,000 | 61 | 7.59% | 27.4 | 8 | 47 | 6 | 0 |
| \$225,001 - \$325,000 | 245 | 30.47% | 32.0 | 17 | 165 | 53 | 10 |
| \$325,001 - \$425,000 | 130 | 16.17% | 37.0 | 5 | 42 | 70 | 13 |
| \$425,001 - \$575,000 | 95 | 11.82% | 47.3 | 2 | 25 | 50 | 18 |
| \$575,001 and up | 86 | 10.70% | 56.3 | 2 | 8 | 55 | 21 |
| Total Closed Units | 804 | | | 101 | 396 | 245 | 62 |
| Total Closed Volume | 278,831,513 | 100% | 35.7 | 20.12M | 105.42M | 116.92M | 36.37M |
| Average Closed Price | \$346,805 | | | \$199,199 | \$266,211 | \$477,241 | \$586,591 |

July 2025



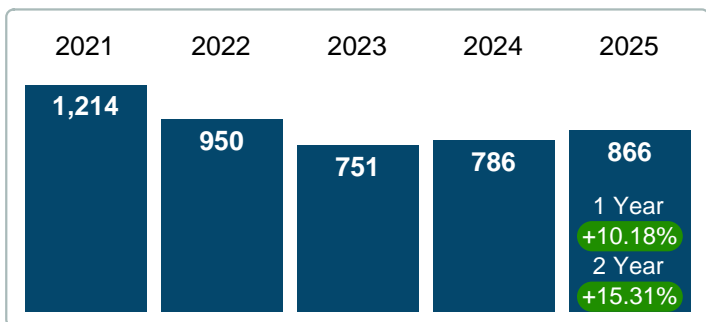
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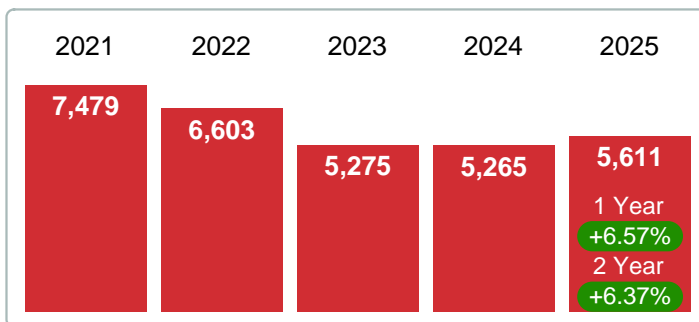
PENDING LISTINGS

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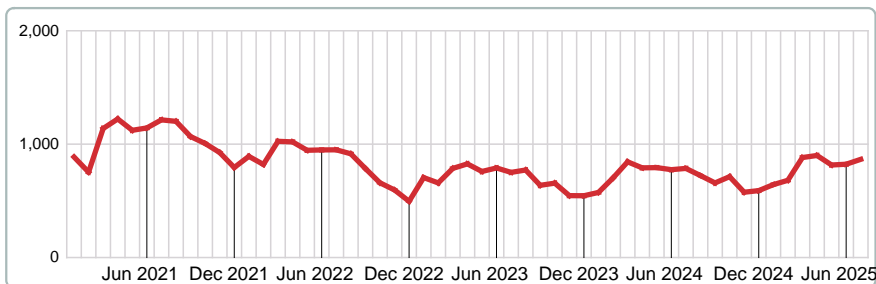
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 913

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **866**
below the 5 yr JUL average of **913**



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 | 64 | 7.39% | 33.1 | 32 | 29 | 2 | 1 |
| \$125,001 - \$175,000 | 73 | 8.43% | 29.6 | 24 | 42 | 7 | 0 |
| \$175,001 - \$225,000 | 152 | 17.55% | 36.6 | 21 | 113 | 18 | 0 |
| \$225,001 - \$300,000 | 223 | 25.75% | 39.2 | 16 | 154 | 48 | 5 |
| \$300,001 - \$375,000 | 132 | 15.24% | 43.1 | 5 | 56 | 59 | 12 |
| \$375,001 - \$550,000 | 126 | 14.55% | 43.0 | 3 | 44 | 67 | 12 |
| \$550,001 and up | 96 | 11.09% | 52.8 | 4 | 15 | 55 | 22 |
| Total Pending Units | 866 | | | 105 | 453 | 256 | 52 |
| Total Pending Volume | 290,625,049 | 100% | 40.1 | 20.40M | 121.93M | 114.08M | 34.21M |
| Average Listing Price | \$335,595 | | | \$194,263 | \$269,168 | \$445,639 | \$657,904 |

July 2025



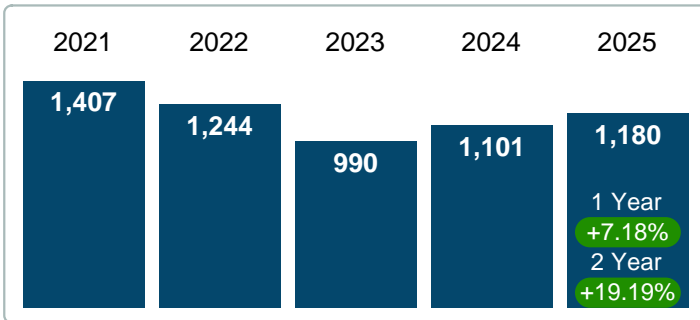
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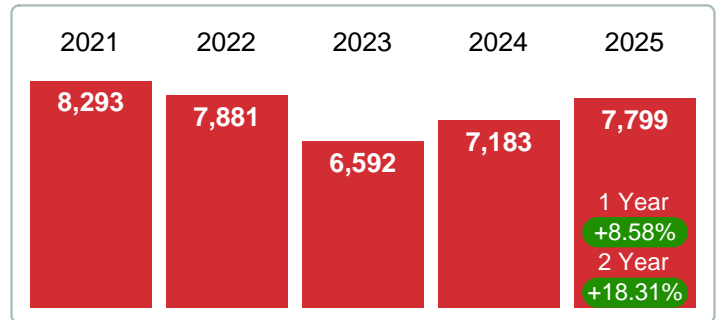
NEW LISTINGS

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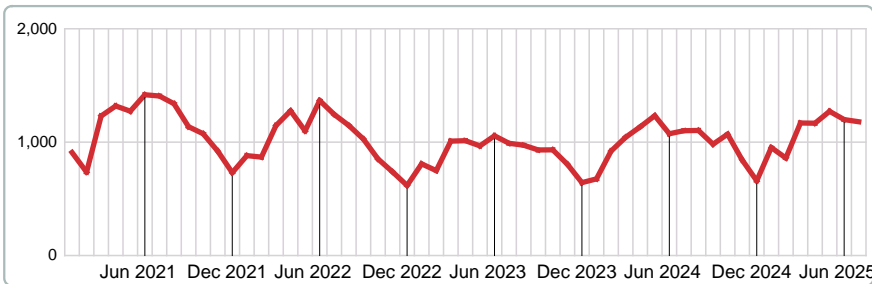
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

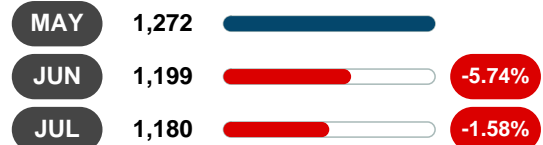


3 MONTHS

5 year JUL AVG = 1,184

High Jun 2021 1,418 Low Dec 2022 618

New Listings this month at 1,180 below the 5 yr JUL average of 1,184



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|------------------|------------------|------------------|------------------|
| \$150,000 and less | 118 | 10.00% | 54 | 56 | 7 | 1 |
| \$150,001 - \$200,000 | 128 | 10.85% | 29 | 86 | 13 | 0 |
| \$200,001 - \$250,000 | 165 | 13.98% | 28 | 111 | 26 | 0 |
| \$250,001 - \$325,000 | 277 | 23.47% | 16 | 166 | 90 | 5 |
| \$325,001 - \$425,000 | 207 | 17.54% | 9 | 76 | 103 | 19 |
| \$425,001 - \$625,000 | 163 | 13.81% | 2 | 51 | 95 | 15 |
| \$625,001 and up | 122 | 10.34% | 16 | 15 | 55 | 36 |
| Total New Listed Units | 1,180 | | 154 | 561 | 389 | 76 |
| Total New Listed Volume | 436,480,355 | 100% | 40.06M | 163.52M | 181.13M | 51.77M |
| Average New Listed Listing Price | \$369,899 | | \$260,133 | \$291,476 | \$465,630 | \$681,208 |

July 2025



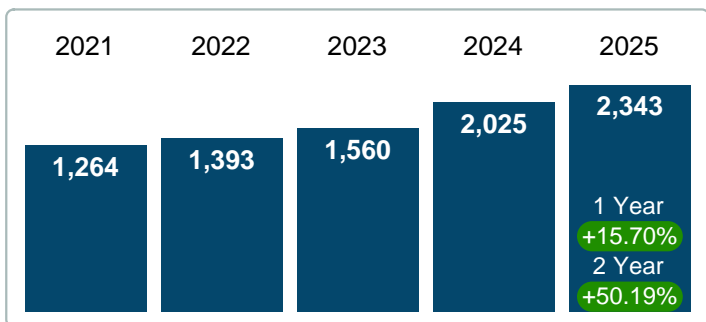
Area Delimited by County Of Tulsa - Residential Property Type



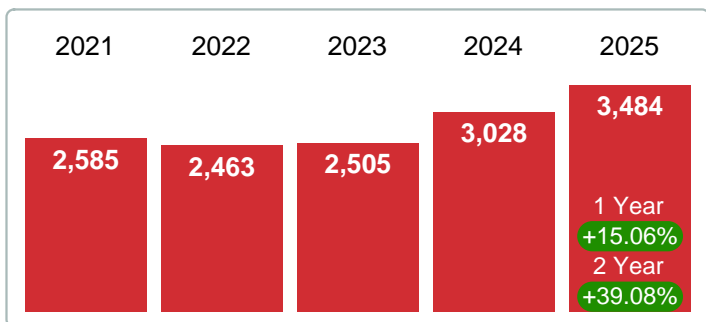
ACTIVE INVENTORY

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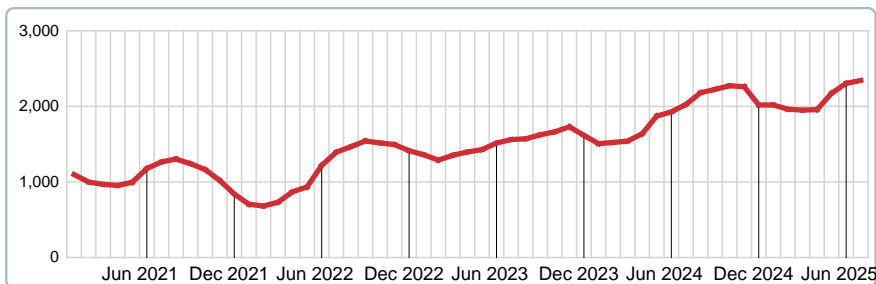
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

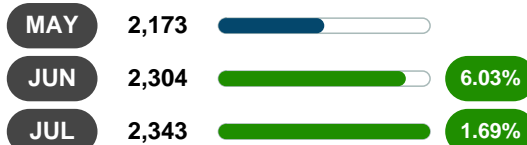


3 MONTHS

5 year JUL AVG = 1,717

High Jul 2025 2,343 Low Feb 2022 682

Inventory this month at 2,343 above the 5 yr JUL average of 1,717



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 | 202 | 8.62% | 82.1 | 123 | 64 | 14 | 1 |
| \$150,001 - \$225,000 | 295 | 12.59% | 54.8 | 68 | 201 | 25 | 1 |
| \$225,001 - \$275,000 | 266 | 11.35% | 47.6 | 22 | 183 | 59 | 2 |
| \$275,001 - \$400,000 | 645 | 27.53% | 56.1 | 36 | 296 | 274 | 39 |
| \$400,001 - \$525,000 | 372 | 15.88% | 75.8 | 18 | 156 | 157 | 41 |
| \$525,001 - \$725,000 | 320 | 13.66% | 88.7 | 4 | 72 | 191 | 53 |
| \$725,001 and up | 243 | 10.37% | 78.7 | 19 | 24 | 105 | 95 |
| Total Active Inventory by Units | | | 2,343 | 290 | 996 | 825 | 232 |
| Total Active Inventory by Volume | | | 1,018,073,146 | 74.15M | 334.15M | 417.71M | 192.06M |
| Average Active Inventory Listing Price | | | \$434,517 | \$255,695 | \$335,495 | \$506,312 | \$827,850 |

July 2025



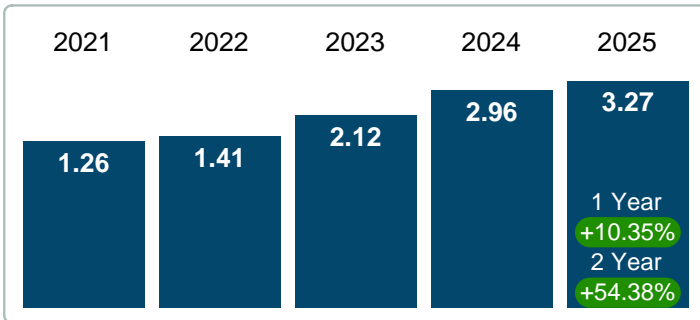
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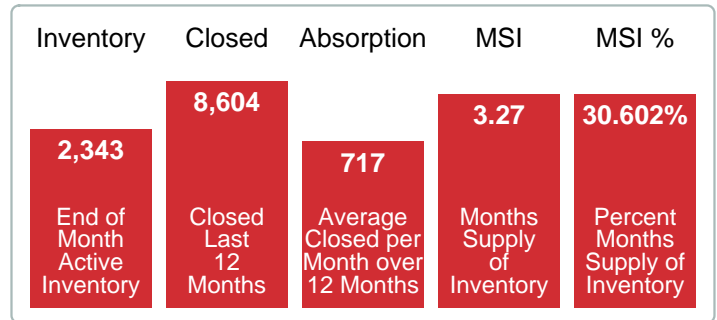
MONTHS SUPPLY of INVENTORY (MSI)

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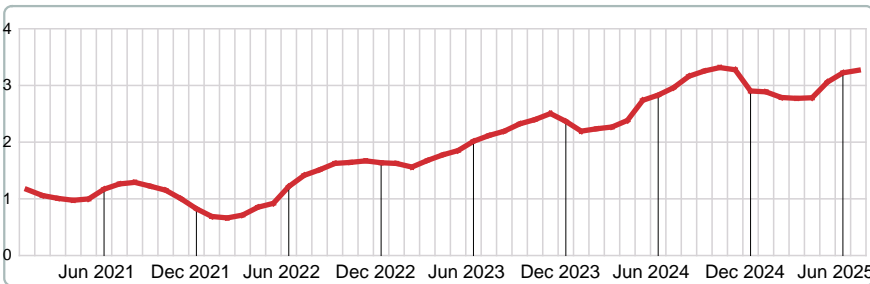
MSI FOR JULY



INDICATORS FOR JULY 2025

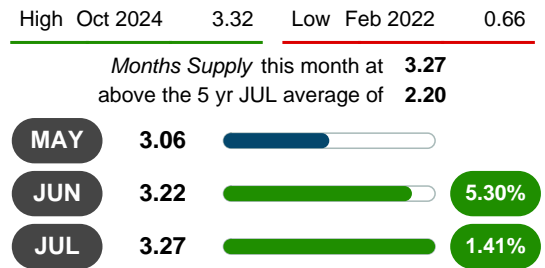


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.20



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 | 202 | 8.62% | 2.21 | 2.95 | 1.44 | 2.85 | 2.00 |
| \$150,001 - \$225,000 | 295 | 12.59% | 1.95 | 2.64 | 1.84 | 1.60 | 3.00 |
| \$225,001 - \$275,000 | 266 | 11.35% | 2.23 | 2.38 | 2.09 | 2.85 | 1.14 |
| \$275,001 - \$400,000 | 645 | 27.53% | 3.35 | 4.24 | 3.34 | 3.20 | 3.84 |
| \$400,001 - \$525,000 | 372 | 15.88% | 4.74 | 5.40 | 6.69 | 3.70 | 4.39 |
| \$525,001 - \$725,000 | 320 | 13.66% | 6.04 | 6.00 | 6.91 | 5.79 | 5.94 |
| \$725,001 and up | 243 | 10.37% | 7.86 | 38.00 | 5.65 | 6.43 | 9.66 |
| Market Supply of Inventory (MSI) | | | 3.27 | 3.23 | 2.71 | 3.78 | 5.68 |
| Total Active Inventory by Units | | 100% | 3.27 | 290 | 996 | 825 | 232 |

July 2025



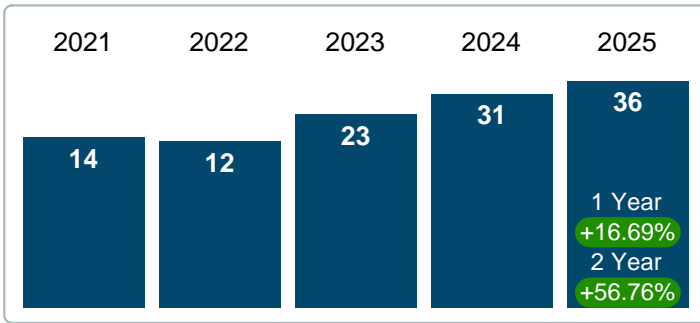
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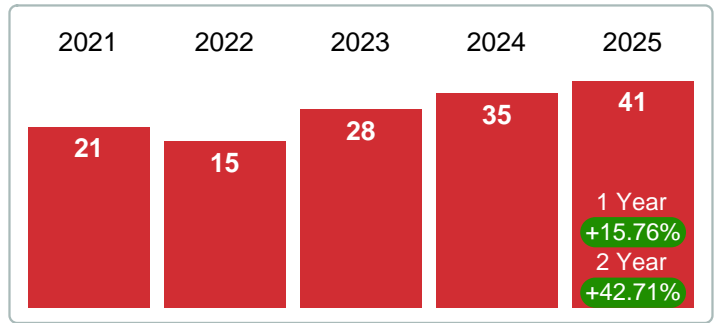
AVERAGE DAYS ON MARKET TO SALE

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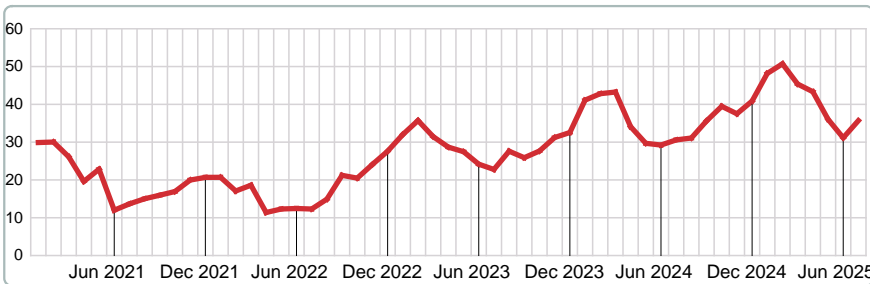
JULY



YEAR TO DATE (YTD)

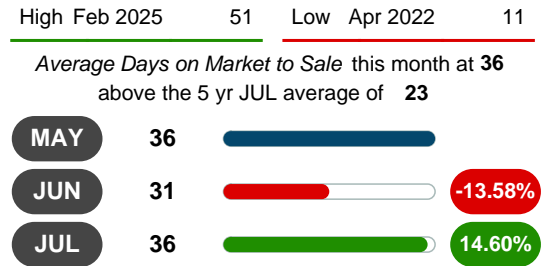


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 23



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 |
|---|--------|-------------|----------|---------|---------|---------|
| \$150,000 and less | 9.20% | 34 | 47 | 21 | 51 | 0 |
| \$150,001 - \$200,000 | 14.05% | 22 | 21 | 20 | 49 | 0 |
| \$200,001 - \$225,000 | 7.59% | 27 | 45 | 26 | 15 | 0 |
| \$225,001 - \$325,000 | 30.47% | 32 | 29 | 28 | 48 | 25 |
| \$325,001 - \$425,000 | 16.17% | 37 | 53 | 41 | 36 | 22 |
| \$425,001 - \$575,000 | 11.82% | 47 | 24 | 40 | 51 | 49 |
| \$575,001 and up | 10.70% | 56 | 1 | 56 | 62 | 48 |
| Average Closed DOM | | 36 | 34 | 28 | 48 | 39 |
| Total Closed Units | 100% | 36 | 101 | 396 | 245 | 62 |
| Total Closed Volume | | 278,831,513 | 20.12M | 105.42M | 116.92M | 36.37M |

July 2025



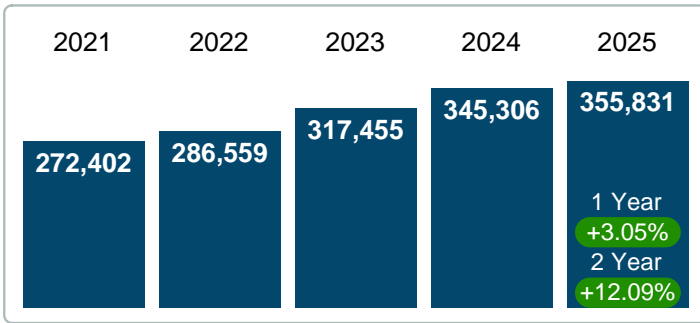
Area Delimited by County Of Tulsa - Residential Property Type



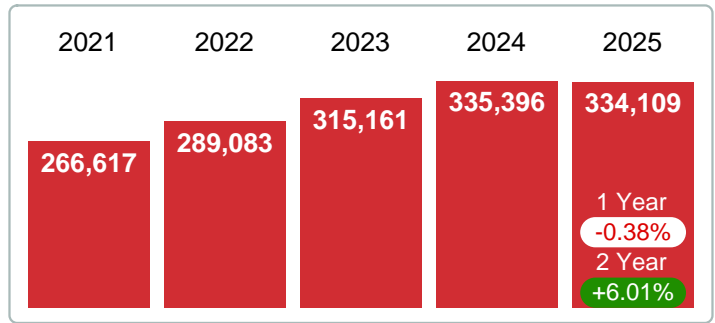
AVERAGE LIST PRICE AT CLOSING

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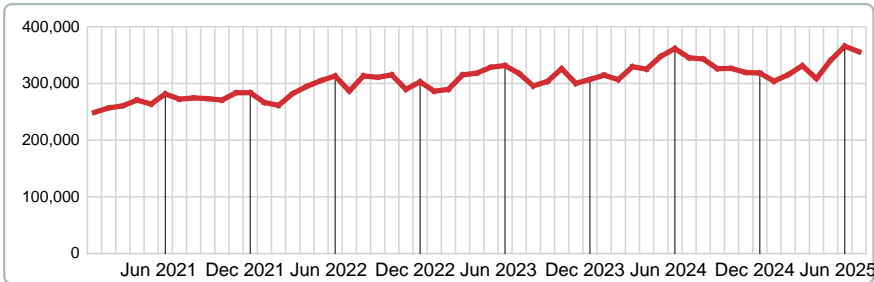
JULY



YEAR TO DATE (YTD)

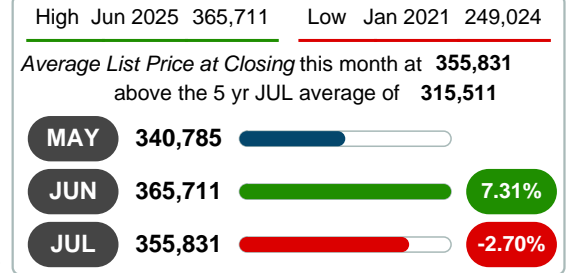


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 315,511



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 | |
|--|-----|----------|--------------------|---------|---------|---------|---------|
| \$150,000 and less | 72 | 8.96% | 115,187 | 111,749 | 121,900 | 112,450 | 0 |
| \$150,001 - \$200,000 | 108 | 13.43% | 181,023 | 181,994 | 186,487 | 174,133 | 0 |
| \$200,001 - \$225,000 | 54 | 6.72% | 215,302 | 216,237 | 219,068 | 213,750 | 0 |
| \$225,001 - \$325,000 | 255 | 31.72% | 274,893 | 275,518 | 271,824 | 295,315 | 305,273 |
| \$325,001 - \$425,000 | 128 | 15.92% | 372,278 | 391,300 | 375,056 | 380,131 | 360,506 |
| \$425,001 - \$575,000 | 98 | 12.19% | 489,108 | 493,500 | 473,416 | 497,987 | 513,177 |
| \$575,001 and up | 89 | 11.07% | 909,397 | 825,000 | 844,812 | 906,736 | 991,818 |
| Average List Price | | | 355,831 | 206,064 | 271,127 | 490,225 | 609,753 |
| Total Closed Units | | | 804 | 101 | 396 | 245 | 62 |
| Total Closed Volume | | | 286,088,451 | 20.81M | 107.37M | 120.11M | 37.80M |

July 2025



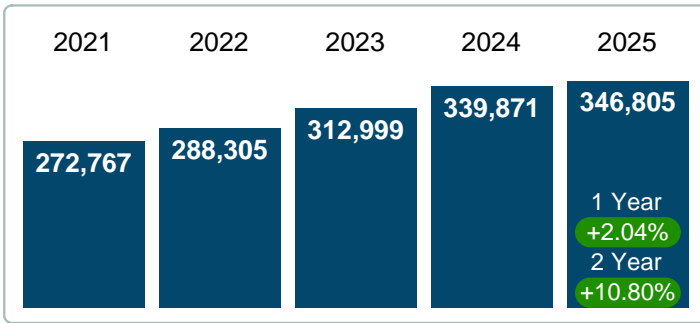
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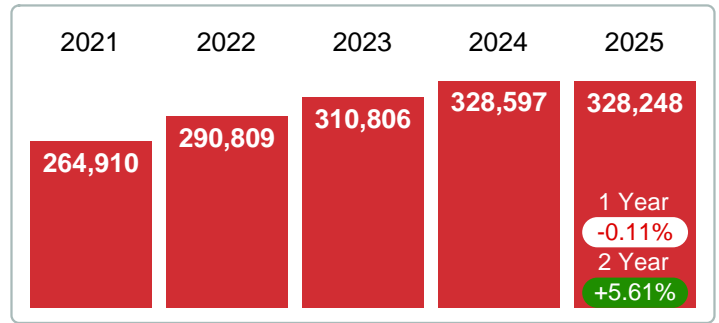
AVERAGE SOLD PRICE AT CLOSING

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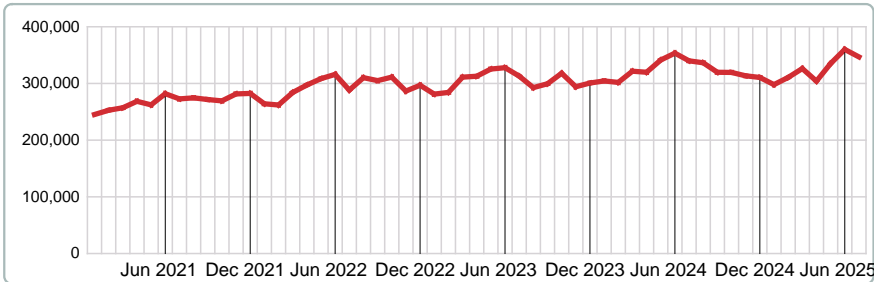
JULY



YEAR TO DATE (YTD)

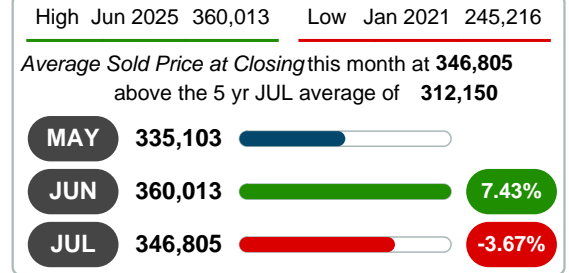


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 312,150



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 |
|--|-----|--------|-------------|----------|---------|---------|---------|
| \$150,000 and less | 74 | 9.20% | 111,399 | 106,433 | 116,666 | 95,750 | 0 |
| \$150,001 - \$200,000 | 113 | 14.05% | 179,085 | 176,000 | 181,573 | 170,768 | 0 |
| \$200,001 - \$225,000 | 61 | 7.59% | 214,729 | 211,063 | 215,661 | 212,317 | 0 |
| \$225,001 - \$325,000 | 245 | 30.47% | 274,254 | 266,347 | 268,249 | 291,660 | 294,523 |
| \$325,001 - \$425,000 | 130 | 16.17% | 370,089 | 379,800 | 369,451 | 372,167 | 357,226 |
| \$425,001 - \$575,000 | 95 | 11.82% | 488,312 | 473,500 | 470,702 | 494,427 | 497,428 |
| \$575,001 and up | 86 | 10.70% | 878,601 | 815,000 | 801,625 | 867,107 | 944,086 |
| Average Sold Price | | | 346,805 | 199,199 | 266,211 | 477,241 | 586,591 |
| Total Closed Units | | 100% | 804 | 101 | 396 | 245 | 62 |
| Total Closed Volume | | | 278,831,513 | 20.12M | 105.42M | 116.92M | 36.37M |

July 2025



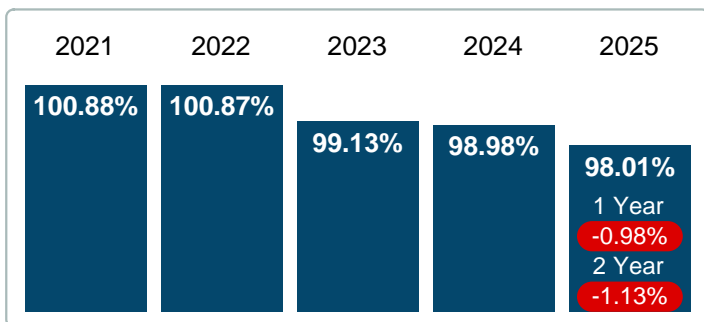
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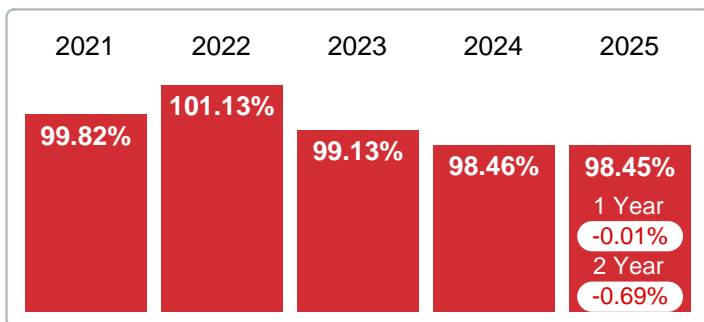
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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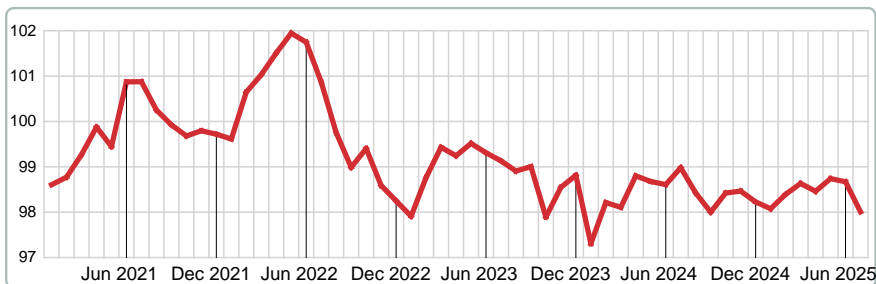
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

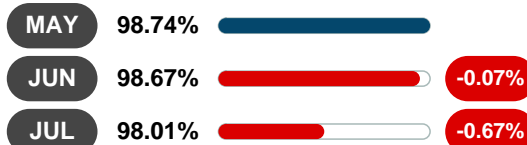


3 MONTHS

5 year JUL AVG = 99.57%

High May 2022 101.95% Low Jan 2024 97.31%

Average Sold/List Ratio this month at **98.01%**
below the 5 yr JUL average of **99.57%**



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 |
|--|-------------|--------|---------|----------|---------|---------|---------|
| \$150,000 and less | 74 | 9.20% | 95.10% | 94.61% | 95.92% | 88.01% | 0.00% |
| \$150,001 - \$200,000 | 113 | 14.05% | 97.62% | 96.95% | 97.86% | 98.25% | 0.00% |
| \$200,001 - \$225,000 | 61 | 7.59% | 98.58% | 97.77% | 98.58% | 99.62% | 0.00% |
| \$225,001 - \$325,000 | 245 | 30.47% | 98.58% | 96.97% | 98.81% | 98.76% | 96.69% |
| \$325,001 - \$425,000 | 130 | 16.17% | 98.44% | 97.22% | 98.60% | 98.30% | 99.16% |
| \$425,001 - \$575,000 | 95 | 11.82% | 98.87% | 96.19% | 99.53% | 99.29% | 97.12% |
| \$575,001 and up | 86 | 10.70% | 97.36% | 98.67% | 96.25% | 97.98% | 96.02% |
| Average Sold/List Ratio | | 98.00% | | 96.26% | 98.30% | 98.48% | 97.10% |
| Total Closed Units | 804 | 100% | 98.00% | 101 | 396 | 245 | 62 |
| Total Closed Volume | 278,831,513 | | | 20.12M | 105.42M | 116.92M | 36.37M |

July 2025



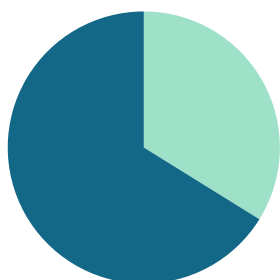
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Aug 11, 2025 for MLS Technology Inc.

INVENTORY

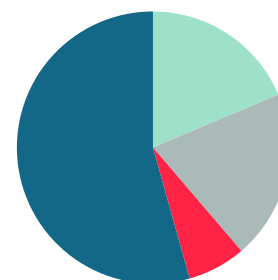


Inventory
 New Listings
1,180 = 33.84%
 Start Inventory
2,307
 Total Inventory Units
3,487
 Volume
\$1,437,060,061

Market Activity

Closed Sales
804 = 18.65%
 Pending Sales
866 = 20.09%
 Other Off Market
298 = 6.91%
 Active Inventory
2,343 = 54.35%

MARKET ACTIVITY



| Compared Metrics | July | | | Year to Date | | |
|--|---------|---------|--------|--------------|---------|--------|
| | 2024 | 2025 | +/-% | 2024 | 2025 | +/-% |
| Closed Sales | 780 | 804 | 3.08% | 4,878 | 5,139 | 5.35% |
| Pending Sales | 786 | 866 | 10.18% | 5,265 | 5,611 | 6.57% |
| New Listings | 1,101 | 1,180 | 7.18% | 7,183 | 7,799 | 8.58% |
| Average List Price | 345,306 | 355,831 | 3.05% | 335,396 | 334,109 | -0.38% |
| Average Sale Price | 339,871 | 346,805 | 2.04% | 328,597 | 328,248 | -0.11% |
| Average Percent of Selling Price to List Price | 98.98% | 98.01% | -0.98% | 98.46% | 98.45% | -0.01% |
| Average Days on Market to Sale | 30.59 | 35.70 | 16.69% | 35.04 | 40.57 | 15.76% |
| Monthly Inventory | 2,027 | 2,343 | 15.59% | 2,027 | 2,343 | 15.59% |
| Months Supply of Inventory | 2.96 | 3.27 | 10.24% | 2.96 | 3.27 | 10.24% |

Absorption: Last 12 months, an Average of **717** Sales/Month

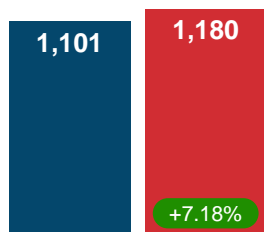
Inventory on July 31, 2025 = **2,343**

2024 **2025**

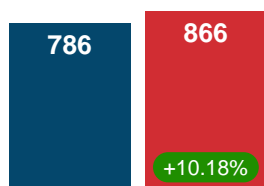
JULY MARKET

AVERAGE PRICES

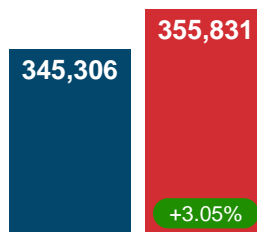
New Listings



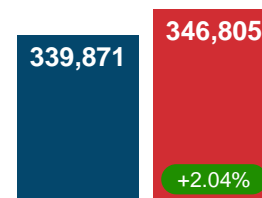
Pending Listings



List Price



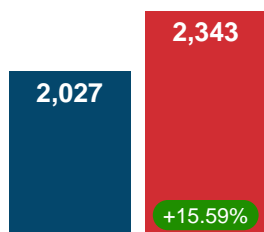
Sale Price



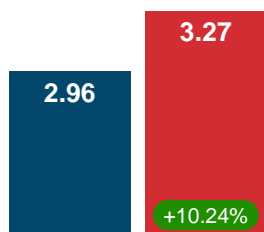
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

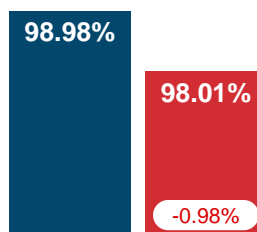
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

