



Tulsa Residential & Commercial Market Data

Posted July 2022 by Dr. Ama Abrokwah

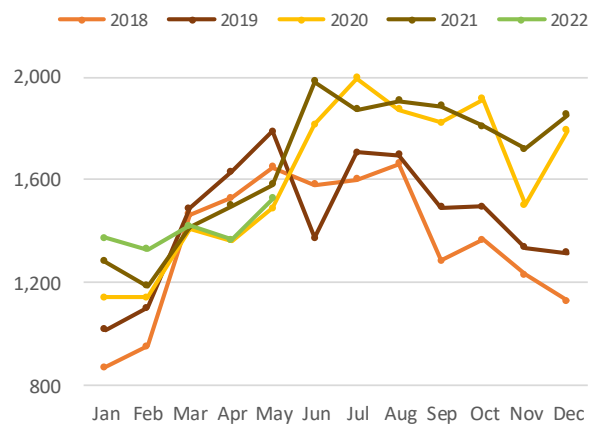
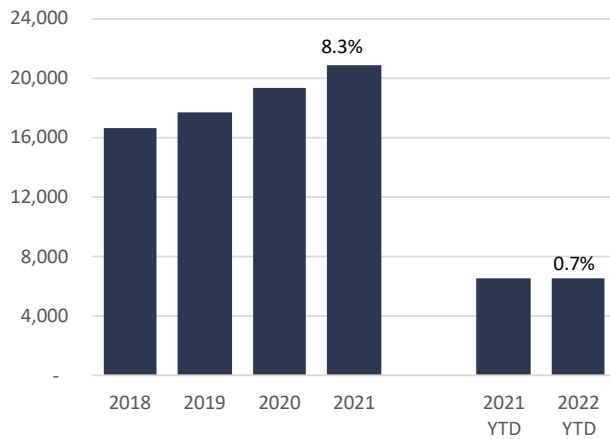
Residential Market

- Nearly 6,568 homes sold in the Tulsa metropolitan area in the first 5 months of 2022, 0.4% more than the same period in 2021.
- In May, Tulsa’s inventories were at 1.7 months. Tulsa has had fewer than 4 months of inventory on the market every month since October 2020.
- Tulsa’s median home price in 2022, \$235,000, is up 11.9% over the first 5 months of 2022. The rate of annual price appreciation in Tulsa has been the trend over the past 5 years.

Activity & Inventory

The Tulsa metropolitan area’s new and existing home sales in May totaled 1,527, 11.6% above the total for the prior month, and -3.4% below the number of homes sold in May 2021, according to the latest numbers from the [Tulsa Association of Realtors](#). That April-to-May increase is consistent with the seasonal pattern of sales in the Tulsa market.

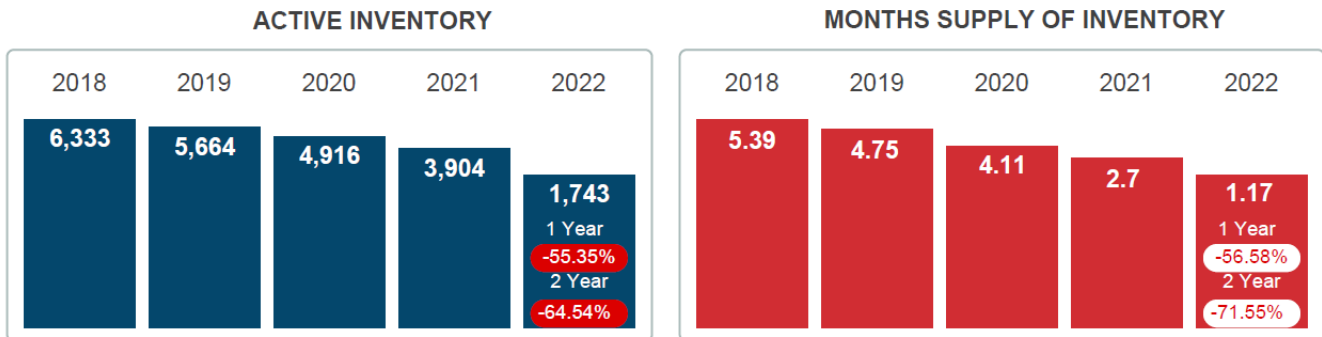
Home Sales Tulsa MSA



Reflecting the pandemic, April and May 2020 sales dipped below trend, but monthly totals through October 2020 represent the five strongest months for home sales seen in Tulsa.

The 6,568 homes sold in the Tulsa metro in the first five months of 2022 is 0.4% greater than the number sold over the same period last year.

Tulsa MSA

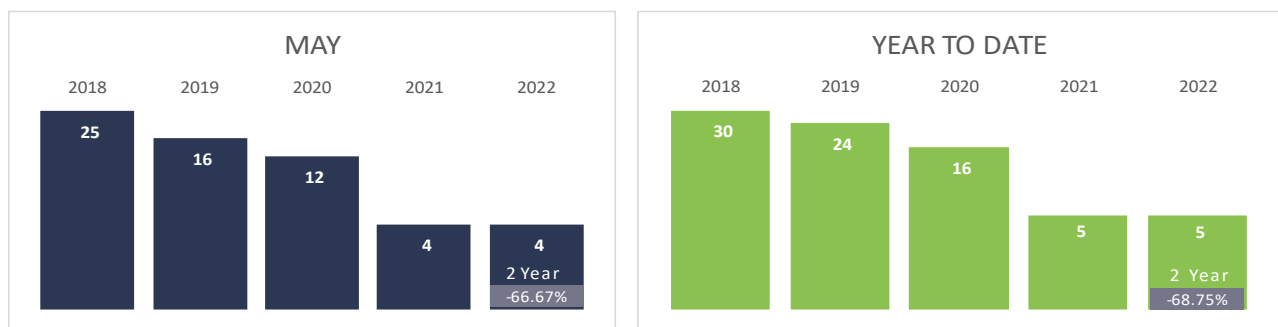


The total housing inventory at the end of May 2022 decreased 55.47% to 1,743 existing homes available for sale. Over the last 12 months, the metro area has had an average of 1,489 closed sales per month. This represents an unsold inventory index of 1.17 Months' Supply of Inventory (MSI) for May 2022. Tulsa's months of inventory on the market has averaged 1.7 months in 2022-to-date. The average was 2.6 months for the first five months of last year.

A balanced supply of inventory is commonly considered to be six months. The last time Tulsa had six or more months of inventory was June 2018. The highest MSI in the past 5 years was 6.17 months in June 2018 and the lowest in May 2022 of 1.17.

The median number of 4 days, homes spent on the market before selling did not change between April and May. The year to date remained at 5 days between 2021 and 2022. It however decreased by 68.75% from 2020 to 2022.

MEDIAN DAYS ON MARKET TO SALE



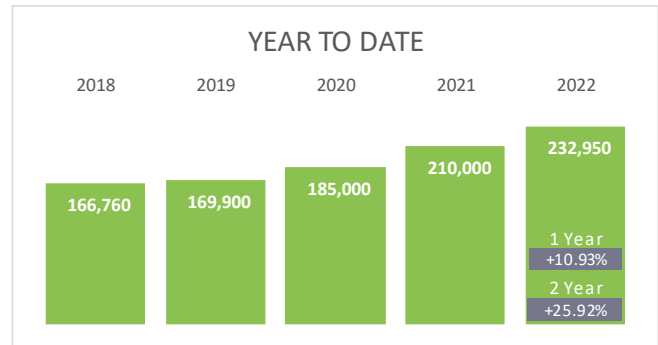
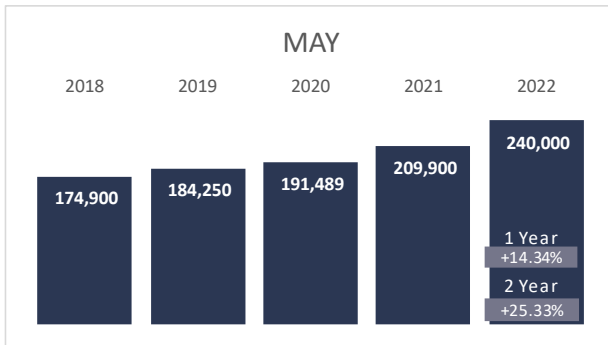
Source: Tulsa Association of Realtors

Prices

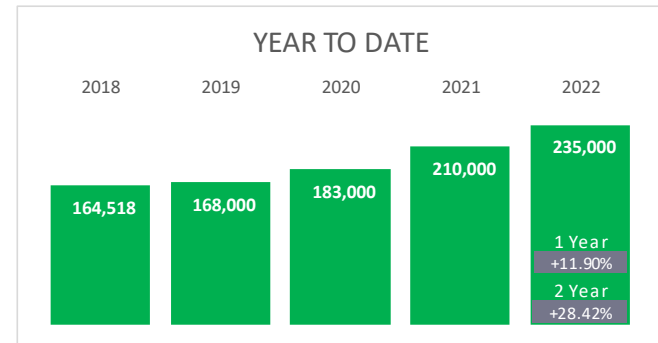
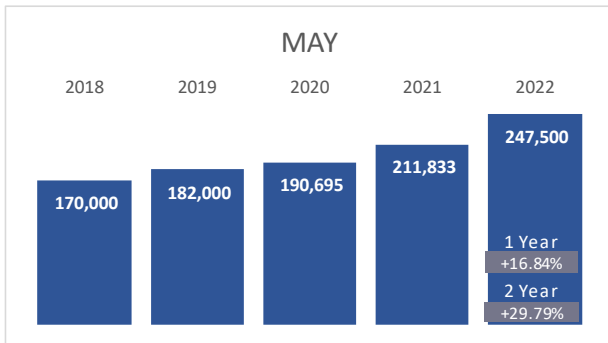
According to recent data, Tulsa Metro has experienced some upward momentum with the increase of Median Price in May. Prices went up 16.84% in May 2022 to \$247,500 versus the previous year at \$211,833. Tulsa’s YTD median list price in May is \$232,950, up 10.93% over the same period of 2021 while its YTD median sales price is \$235,000, up 11.9% over the same period of 2021. Since 2018, housing prices have been appreciating year over year.

MEDIAN LIST PRICE

Tulsa MSA

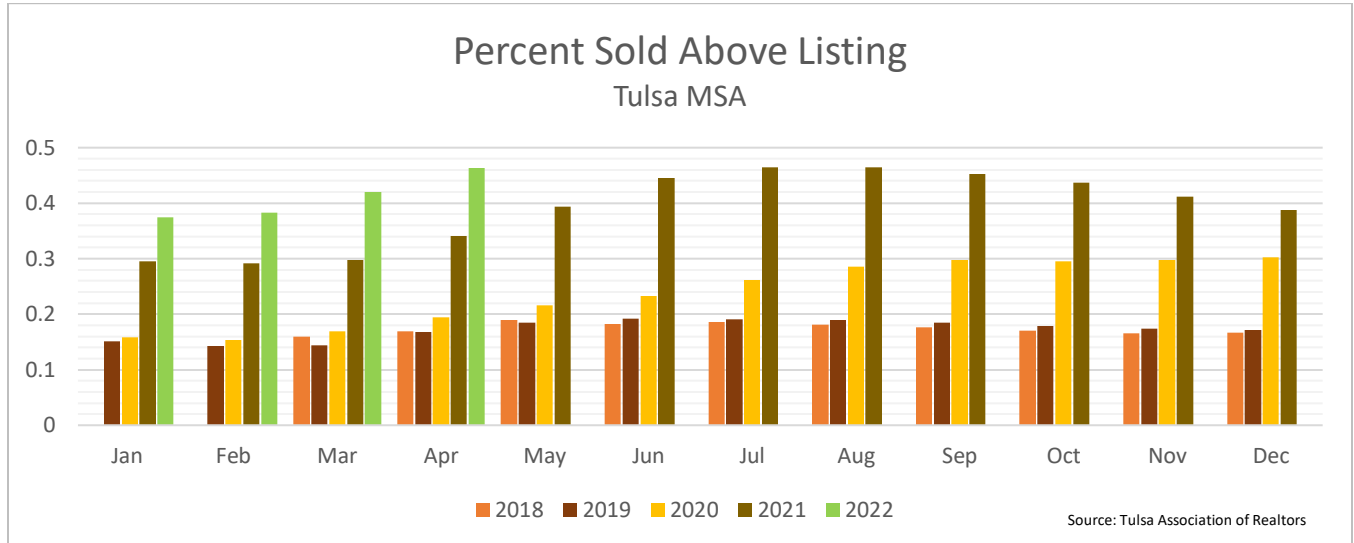


MEDIAN SALES PRICE

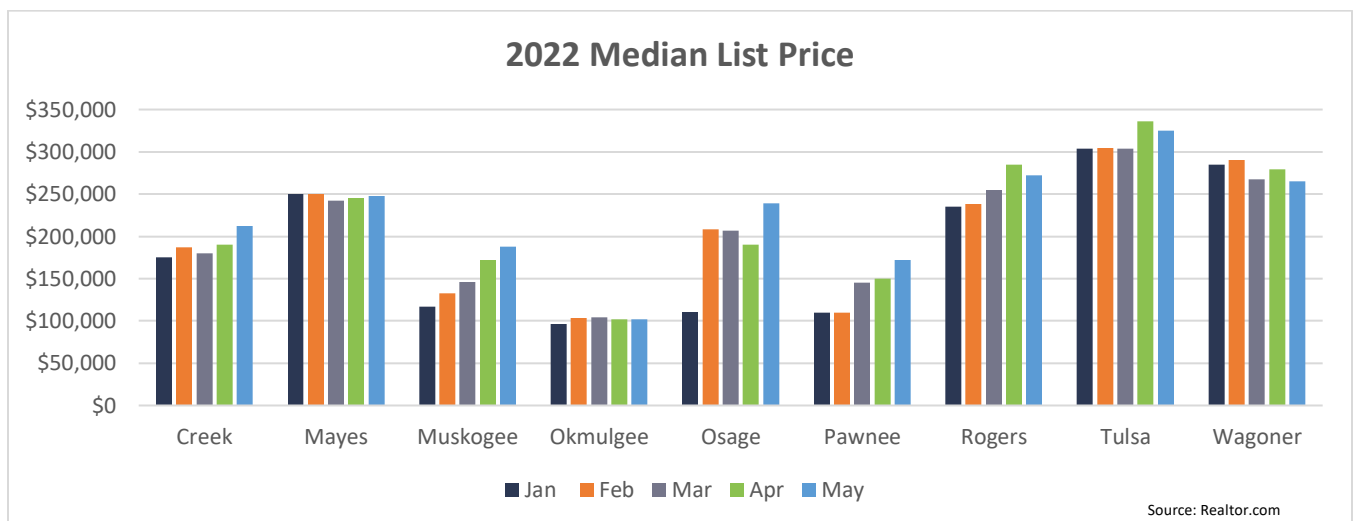


Source: Tulsa Association of Realtors

Since March of 2018, most houses within the Tulsa metro have sold above listing. The percent of housing sold above listing have been over 20% since May of 2020. In July and August of 2021, the Tulsa metro recorded the highest percentage of sales above list price at 46.5%.



Out of the 9 Tulsa Regional Counties, 5 recorded increases in median list price from April to May 2022. Osage county had a 26% increase in prices while Wagoner County recorded the highest decrease of 4.8%.



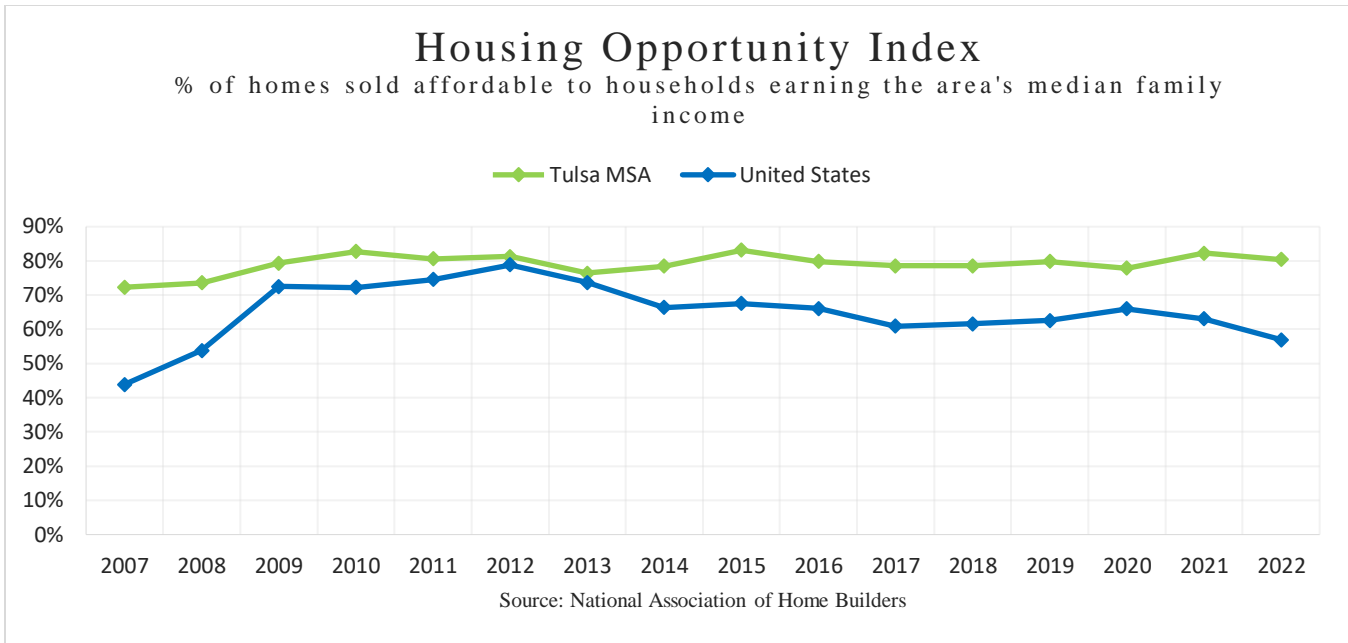
The [National Association of Realtors](#) (NAR) produces a quarterly release of price data for existing single-family homes for about 180 U.S. metros. The following table indicates where Tulsa and Oklahoma City metros stack up relative to the fastest appreciating metro housing markets. Tulsa metro is the 108th fastest appreciating metro in 2021 and in 2022/Q1, Tulsa ranked 112th for price appreciation between 2020 and 2021 and 34th between 2019 and 2020.

Median sales price of existing single-family homes
Oklahoma metros compared to the fastest appreciating metros in 2020 to 2022

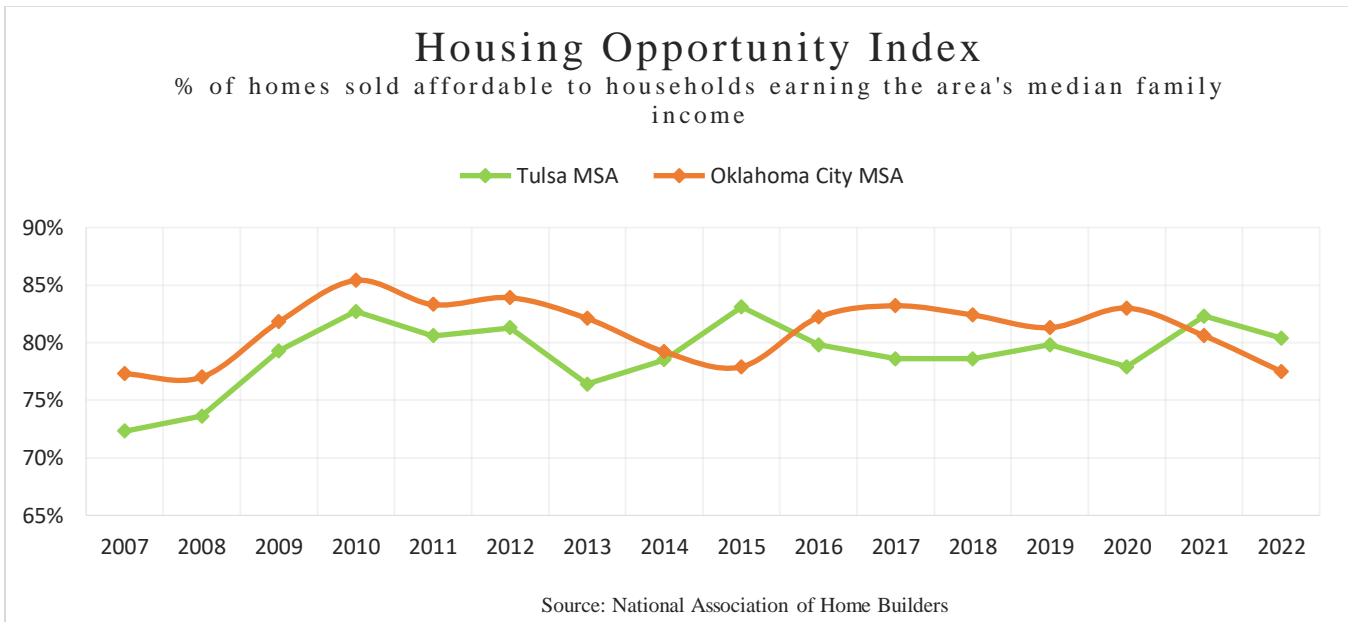
MSA	2020	2019-2020		2021	2020-2021		2022Q1	2021Q1-2022Q1	
		% Change	Rank		% Change	Rank		% Change	Rank
Punta Gorda, FL	252,000	9.6	111	315,000	25.0	4	376,300	34.4%	1
Ocala, FL	185,000	8.4	137	230,000	24.3	10	267,400	33.8%	2
Ogden-Clearfield, UT	340,500	14.8	16	417,800	22.7	14	473,800	30.8%	3
Lakeland-Winter Haven, FL	230,000	9.5	112	270,000	17.4	56	320,000	30.1%	4
Decatur, AL	175,200	13.8	28	204,200	16.6	67	237,400	28.9%	5
Tampa-St. Petersburg-Clearwater, FL	272,000	11.0	74	330,000	21.3	21	379,900	28.8%	6
Fort Collins, CO	446,000	6.0	176	514,300	15.3	87	602,400	28.4%	7
Myrtle Beach-Conway-North Myrtle Beach, SC-NC	250,200	6.8	165	294,000	17.5	54	342,000	28.0%	8
North Port-Sarasota-Bradenton, FL	334,900	9.9	105	405,000	20.9	24	480,000	28.0%	8
Salt Lake City, UT	391,000	10.1	99	486,100	24.3	11	556,900	27.9%	10
Jacksonville, FL	279,000	23.6	1	325,000	16.5	70	365,900	26.2%	15
Kingston, NY	285,600	18.6	6	346,600	21.4	20	362,300	19.5%	43
Boise City-Nampa, ID	353,900	20.3	3	468,600	32.4	2	491,400	16.3%	70
Phoenix-Mesa-Scottsdale, AZ	333,000	16.0	10	415,400	24.7	7	474,500	27.0%	12
Naples-Immokalee-Marco Island, FL	498,500	14.6	17	645,000	29.4	3	745,000	24.3%	23
Austin-Round Rock, TX	367,100	11.5	59	488,600	33.1	1	540,700	23.5%	27
Tucson, AZ	265,100	11.0	75	331,200	24.9	5	360,300	22.3%	33
Barnstable Town, MA	494,600	15.0	14	617,800	24.9	6	650,600	14.6%	87
Tulsa, OK	195,900	13.1	34	221,600	13.1	112	229,200	12.5%	108
Oklahoma City, OK	174,900	10.1	101	194,200	11.0	140	198,200	12.0%	114

Source: National Association of Realtors

The National Association of Home Builders puts metro market home prices in the context of metro household income levels and property tax and insurance rates. These inputs, along with assumptions about the mortgage and estimated principal and interest, are used to produce the [Housing Opportunity Index](#) (HOI) that represents the share of homes sold in a metro area for which the monthly income available for housing of a household earning the metro's median family income is at or above the monthly cost for homes sold in the quarter.



According to the HOI in 2022/Q1, a household earning Tulsa’s median family income could afford to purchase 80.4% of the homes sold in Q1. Nationally, a household earning the median family income could afford 56.9% of home sold.



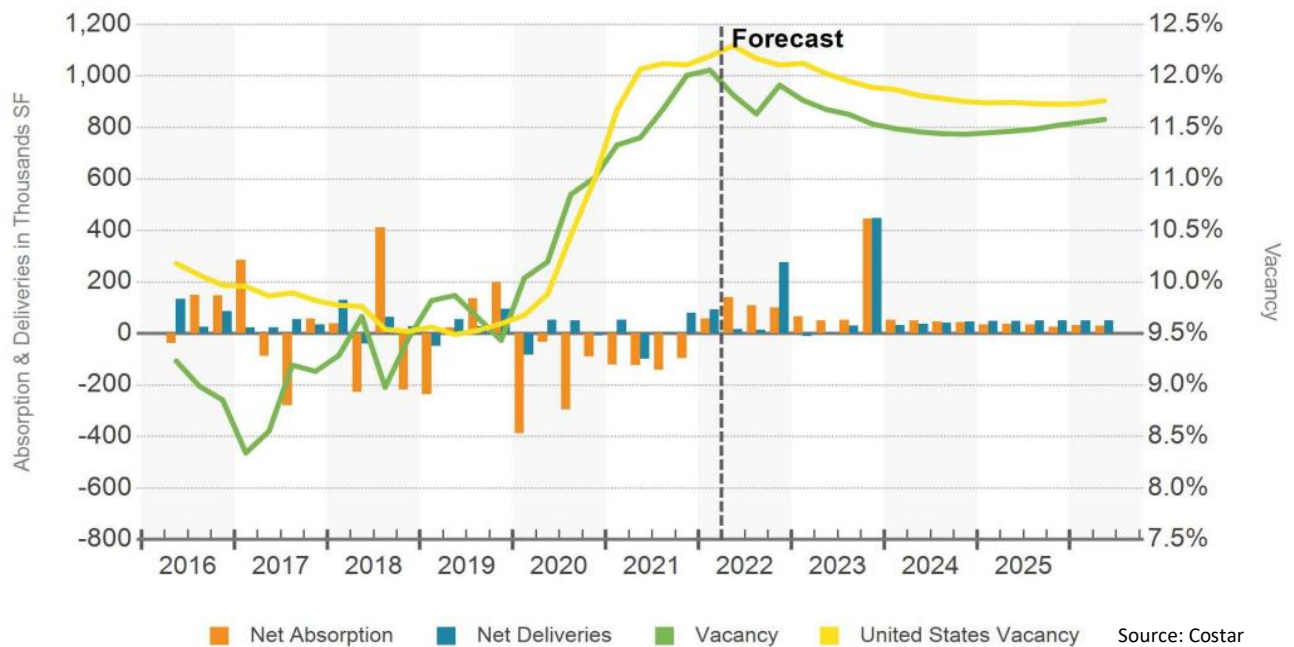
Overall, with median prices going up and days on market decreasing, the listed versus closed ratio finished strong in May 2022. There were 1,634 new listings in May 2022, down 12.95% from last year at 1,877. Furthermore, there were 1,527 closed listings in May versus last year at 1,582, a -3.48% decrease. Closed versus listed trends yielded a 93.5% ratio, up from previous year's, May 2021, at 84.3%, a 10.88% upswing. This will certainly create pressure on a decreasing Months' Supply of Inventory (MSI) in the months to come.

Commercial Real Estate

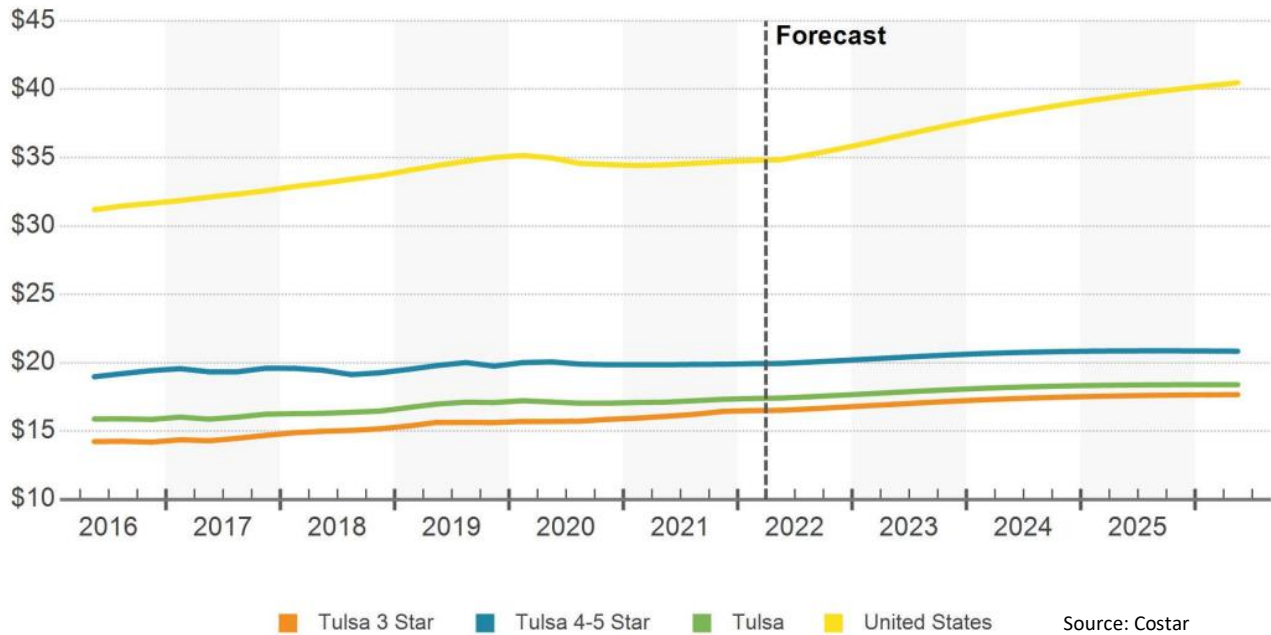
Office Market

Tulsa's office market is beginning to show signs of improvement through early 2022 after two years of negative net absorption. As of May, CoStar reported about 85,000 square feet of positive net absorption and is projecting 440,000 square feet of move-ins by the end of 2022. While the market's vacancy rate remains elevated, the inflection point in demand is keeping vacancies from rising further. With improving demand, rent growth has returned also. Through mid-2022, rents have grown 1.7%. Despite move outs over the past year, investors logged \$217 million in sales in 2021, which is the highest volume in the market since 2015.

NET ABSORPTION, NET DELIVERIES & VACANCY



MARKET RENT PER SQUARE FEET

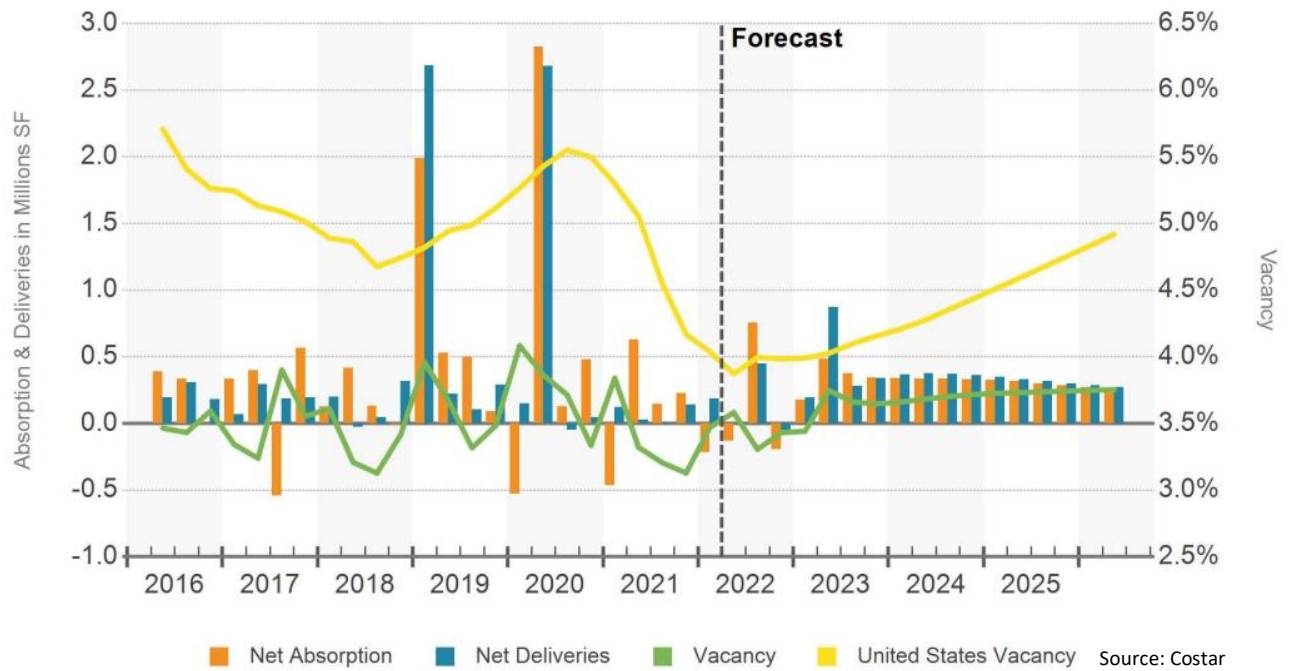


Industrial Market

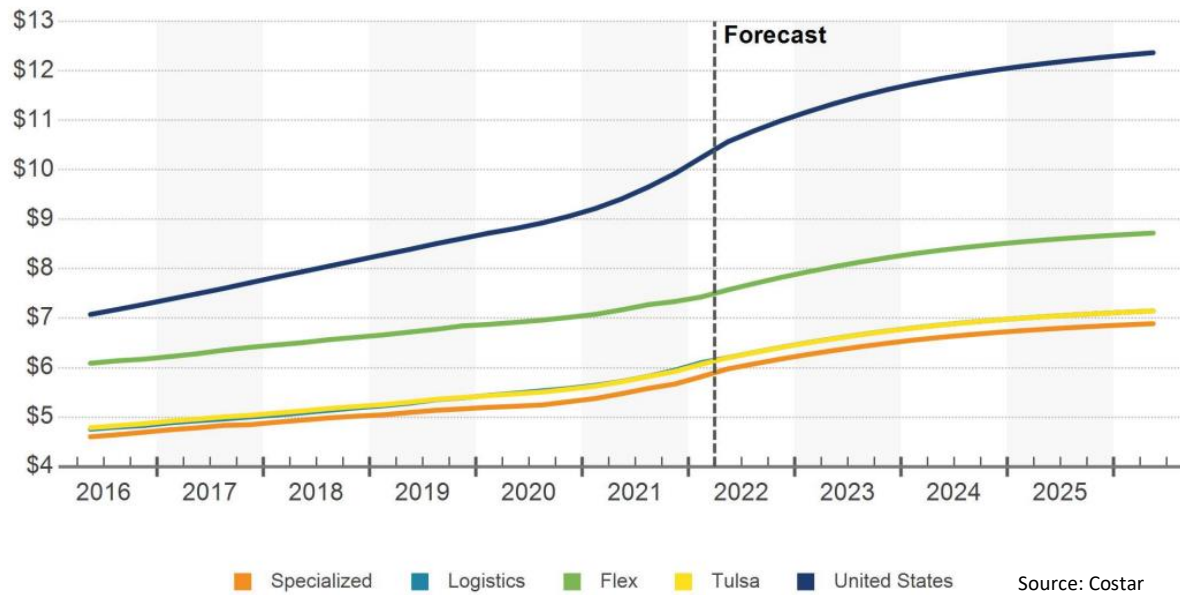
Investment activity in the Tulsa metro area for industrial assets has continued to rise, registering \$235 million over the past year, which is a new annual record in 2021. The bulk of these transactions have been primarily from distribution and warehouse facilities. While the distribution of sales evened out in 2019, activity has been healthy, reaching the \$100 million mark for just the third time in the last decade. Pricing has held up with 40% of the transactions falling in the \$50-\$60/SF range. One of the largest deals was the purchase of 10757 Ute Street in the Wolf Industrial Park, Boston-based, STAG Industrial purchased the 125,000 SF manufacturing facility for \$9.8M/\$78 PSF.

Tulsa's industrial market is proving to be better insulated and is serving as a point of strength in the commercial real estate market. Demand has continued to be focused on logistics properties. Consistent leasing has kept vacancy rates tight at 3.5%. In turn, annual rent growth is growing at 8.2%, the best performance on record. Through the second quarter of 2022, the market has experienced \$25.5 million in annual sales, on track for another strong year.

NET ABSORPTION, NET DELIVERIES & VACANCY



MARKET RENT PER SQUARE FEET



There have been several bright spots for the Tulsa metro market during its road to recovery after the pandemic. E-commerce giant Amazon has opened its four-story, 2.5 million square foot distribution center. The company has started hiring 1,500 employees to operate the facility.

Milo's Tea opened a new production and distribution center at the Cherokee Extension Industrial Park. The company invested \$60 million in manufacturing equipment and construction of an operations center spanning more than 100,000 on a 20-acre site; plans call for hiring 100 employees at the facility.

American Airlines is still committed to moving forward with its investment of \$550 million to expand its Base Maintenance facility. The largest investment ever made at a maintenance location in the airline's history. This includes a new 193,000 SF facility, improvements to existing infrastructure, roof replacements, and utility and IT upgrades.

Another win for the region, Italian tissue manufacturer Sofidel Group has completed its 1.8 million SF facility, employing 300 in Rogers County, just east of Tulsa.