

October 2022



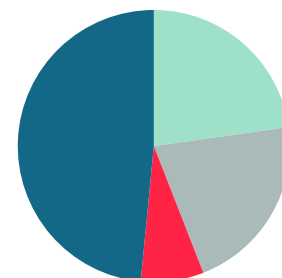
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	October 2022	+/-%
Closed Listings	1,061	747	-29.59%
Pending Listings	1,006	698	-30.62%
New Listings	1,074	852	-20.67%
Average List Price	270,683	315,062	16.40%
Average Sale Price	269,251	310,749	15.41%
Average Percent of Selling Price to List Price	99.68%	99.26%	-0.42%
Average Days on Market to Sale	16.94	20.50	20.99%
End of Month Inventory	2,536	1,589	-37.34%
Months Supply of Inventory	2.51	1.72	-31.45%



■ Closed (22.78%)
■ Pending (21.29%)
■ Other OffMarket (7.47%)
■ Active (48.46%)

Absorption: Last 12 months, an Average of **923** Sales/Month
Active Inventory as of October 31, 2022 = **1,589**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2022 decreased **37.34%** to 1,589 existing homes available for sale. Over the last 12 months this area has had an average of 923 closed sales per month. This represents an unsold inventory index of **1.72** 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 **15.41%** in October 2022 to \$310,749 versus the previous year at \$269,251.

Average Days on Market Lengthens

The average number of **20.50** days that homes spent on the market before selling increased by 3.56 days or **20.99%** in October 2022 compared to last year's same month at **16.94** DOM.

Sales Success for October 2022 is Positive

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

There were 852 New Listings in October 2022, down **20.67%** from last year at 1,074. Furthermore, there were 747 Closed Listings this month versus last year at 1,061, a **-29.59%** decrease.

Closed versus Listed trends yielded a **87.7%** ratio, down from previous year's, October 2021, at **98.8%**, a **11.25%** 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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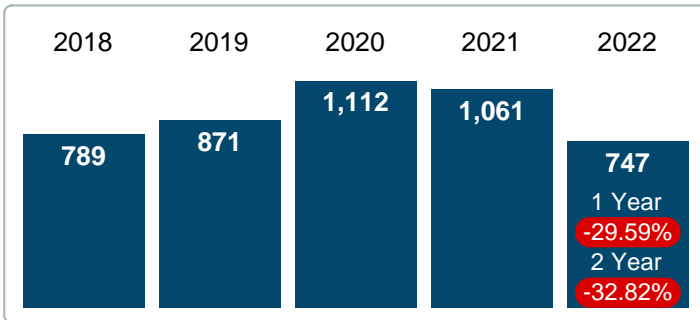
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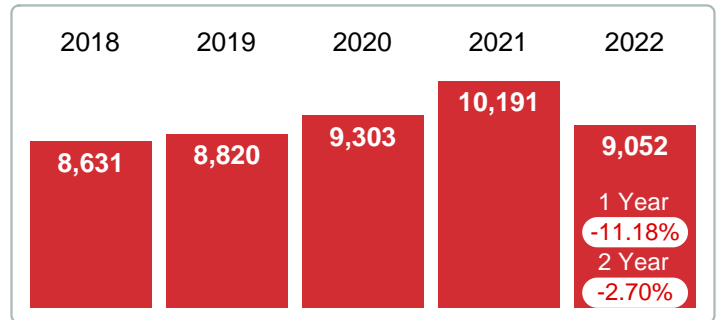
CLOSED LISTINGS

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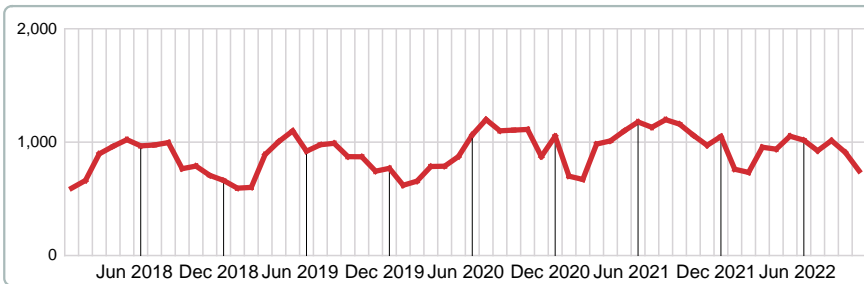
OCTOBER



YEAR TO DATE (YTD)

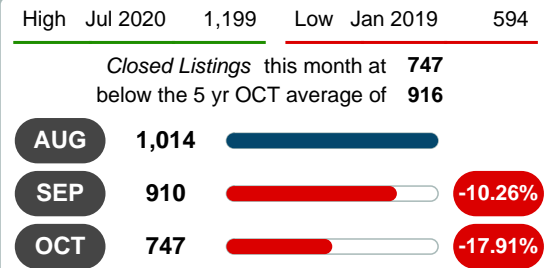


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 916



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	57	7.63%	11.9	28	28	1	0
\$100,001 - \$150,000	73	9.77%	14.8	21	48	4	0
\$150,001 - \$225,000	160	21.42%	14.1	26	110	23	1
\$225,001 - \$300,000	171	22.89%	19.6	5	113	52	1
\$300,001 - \$400,000	120	16.06%	24.8	4	51	60	5
\$400,001 - \$525,000	82	10.98%	26.7	2	22	45	13
\$525,001 and up	84	11.24%	33.2	0	13	53	18
Total Closed Units	747			86	385	238	38
Total Closed Volume	232,129,308	100%	20.5	13.20M	96.06M	99.64M	23.24M
Average Closed Price	\$310,749			\$153,447	\$249,497	\$418,638	\$611,600

October 2022



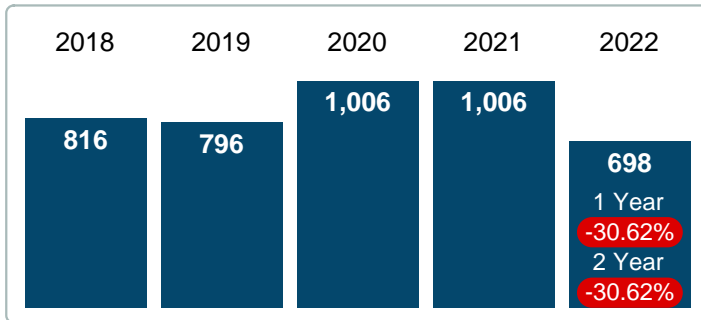
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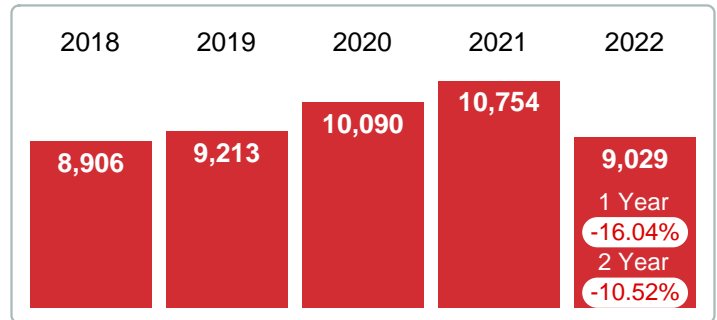
PENDING LISTINGS

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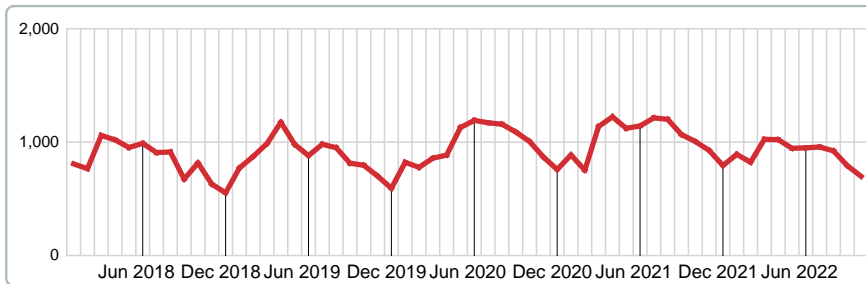
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

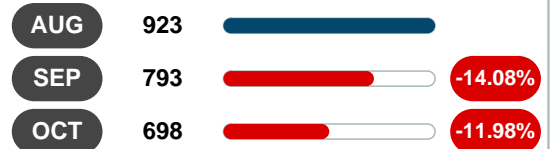


3 MONTHS

5 year OCT AVG = 864

High Apr 2021 1,223 Low Dec 2018 553

Pending Listings this month at **698**
below the 5 yr OCT average of **864**



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	50	7.16%	22.9	35	14	1	0
\$100,001 - \$150,000	67	9.60%	21.7	14	44	9	0
\$150,001 - \$200,000	140	20.06%	18.3	14	110	13	3
\$200,001 - \$275,000	159	22.78%	27.0	11	118	28	2
\$275,001 - \$375,000	127	18.19%	35.9	5	55	62	5
\$375,001 - \$500,000	81	11.60%	33.4	2	28	40	11
\$500,001 and up	74	10.60%	56.2	1	12	37	24
Total Pending Units	698			82	381	190	45
Total Pending Volume	206,366,803	100%	31.8	12.27M	92.39M	74.62M	27.08M
Average Listing Price	\$318,309			\$149,617	\$242,504	\$392,757	\$601,782

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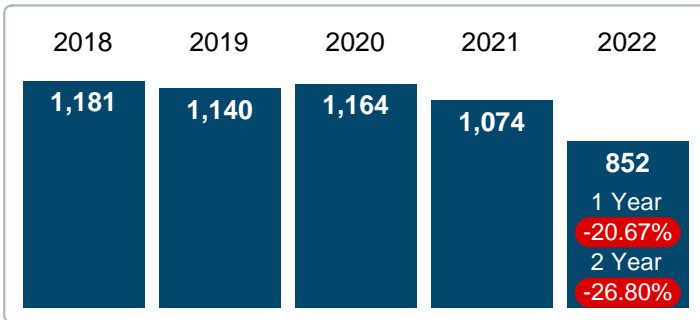
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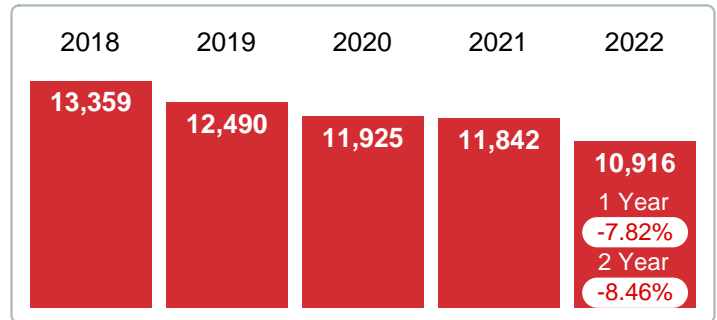
NEW LISTINGS

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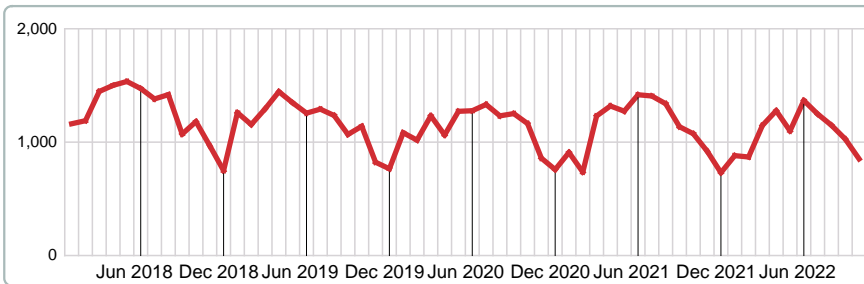
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

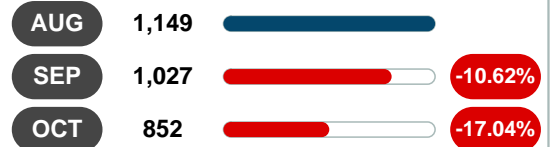


3 MONTHS

5 year OCT AVG = 1,082

High May 2018 1,535 Low Dec 2021 731

New Listings this month at **852**
below the 5 yr OCT average of **1,082**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	58	6.81%	33	22	2	1
\$100,001 - \$150,000	83	9.74%	24	50	8	1
\$150,001 - \$200,000	136	15.96%	17	102	14	3
\$200,001 - \$300,000	258	30.28%	22	175	58	3
\$300,001 - \$375,000	100	11.74%	2	38	52	8
\$375,001 - \$525,000	122	14.32%	3	35	66	18
\$525,001 and up	95	11.15%	1	14	57	23
Total New Listed Units	852		102	436	257	57
Total New Listed Volume	270,975,833	100%	16.78M	106.07M	111.08M	37.05M
Average New Listed Listing Price	\$306,444		\$164,482	\$243,282	\$432,207	\$650,010

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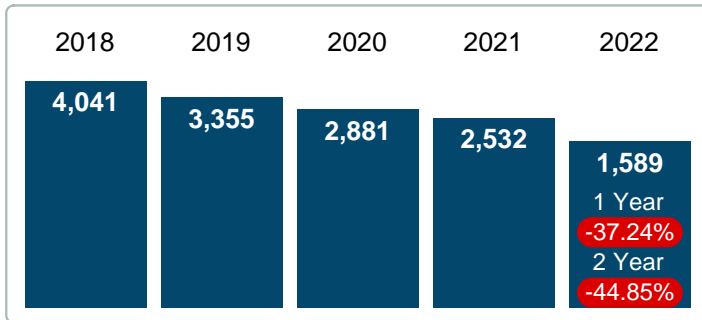
Area Delimited by County Of Tulsa - Residential Property Type



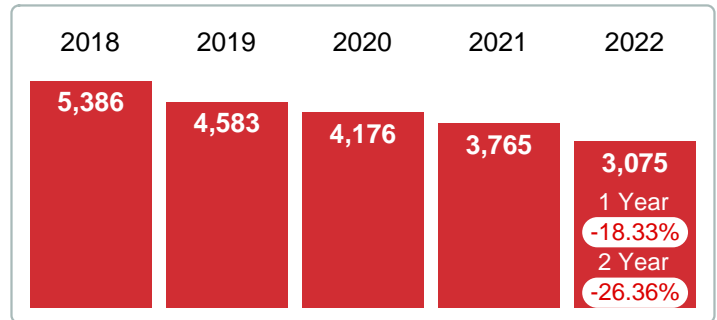
ACTIVE INVENTORY

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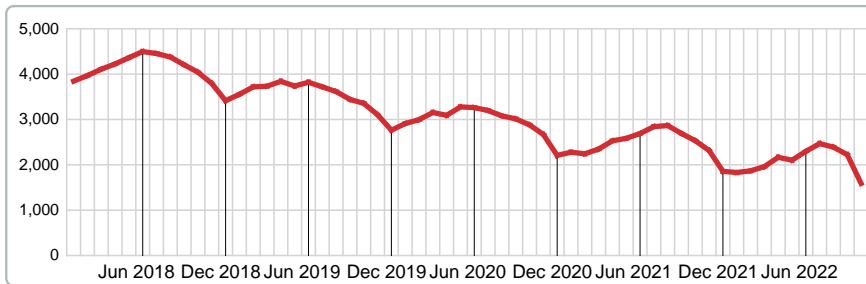
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

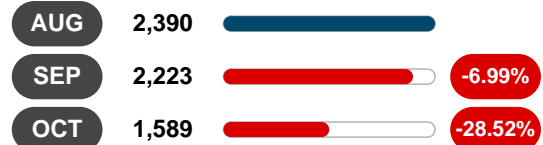


3 MONTHS

5 year OCT AVG = 2,880

High Jun 2018 4,497 Low Oct 2022 1,589

Inventory this month at 1,589 below the 5 yr OCT average of 2,880



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	137	8.62%	75.9	62	65	8	2
\$125,001 - \$200,000	224	14.10%	48.8	40	152	27	5
\$200,001 - \$250,000	211	13.28%	44.3	10	142	54	5
\$250,001 - \$375,000	381	23.98%	62.4	16	168	177	20
\$375,001 - \$500,000	259	16.30%	65.2	6	87	140	26
\$500,001 - \$650,000	217	13.66%	84.0	0	37	148	32
\$650,001 and up	160	10.07%	74.6	2	27	72	59
Total Active Inventory by Units			1,589	136	678	626	149
Total Active Inventory by Volume			651,780,801	22.74M	208.10M	291.61M	129.34M
Average Active Inventory Listing Price			\$410,183	\$167,178	\$306,930	\$465,828	\$868,036

October 2022



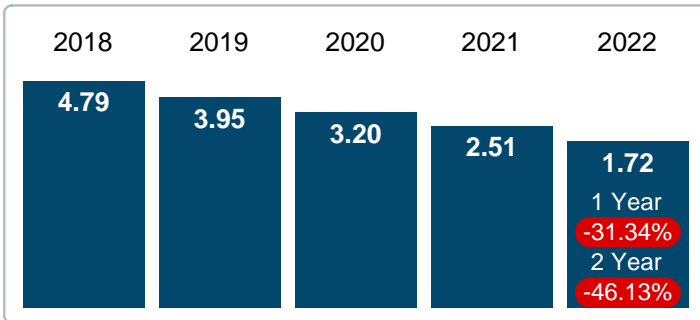
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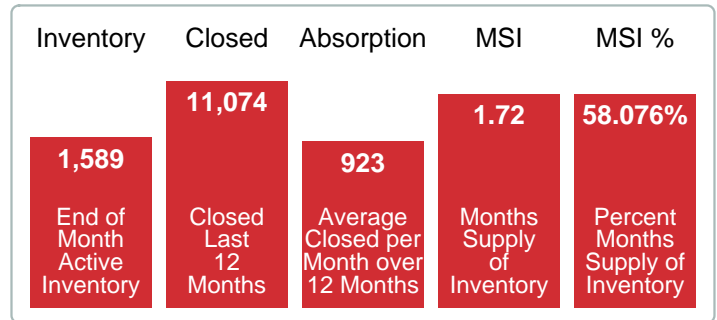
MONTHS SUPPLY of INVENTORY (MSI)

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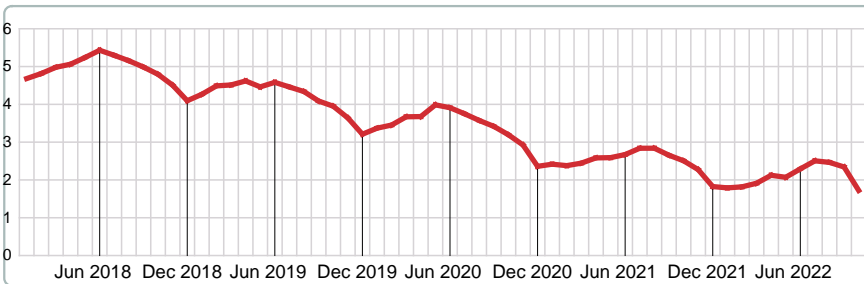
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

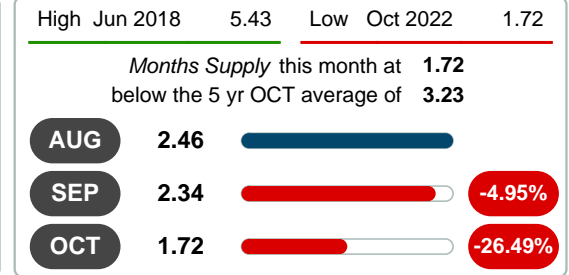


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.23



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	137	8.62%	1.15	1.09	1.13	1.66	4.80
\$125,001 - \$200,000	224	14.10%	1.11	1.31	1.00	1.49	4.62
\$200,001 - \$250,000	211	13.28%	1.26	0.82	1.19	1.65	1.82
\$250,001 - \$375,000	381	23.98%	1.63	1.48	1.47	1.78	2.09
\$375,001 - \$500,000	259	16.30%	2.42	2.25	2.65	2.37	2.08
\$500,001 - \$650,000	217	13.66%	4.21	0.00	3.83	4.76	3.10
\$650,001 and up	160	10.07%	3.90	6.00	5.59	3.26	4.29
Market Supply of Inventory (MSI)			1.72	1.19	1.38	2.34	2.96
Total Active Inventory by Units		100%	1,589	136	678	626	149

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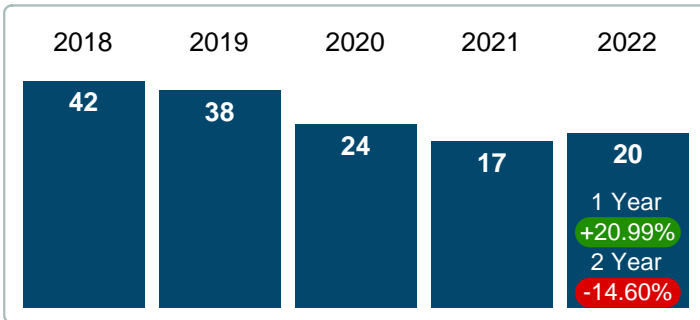
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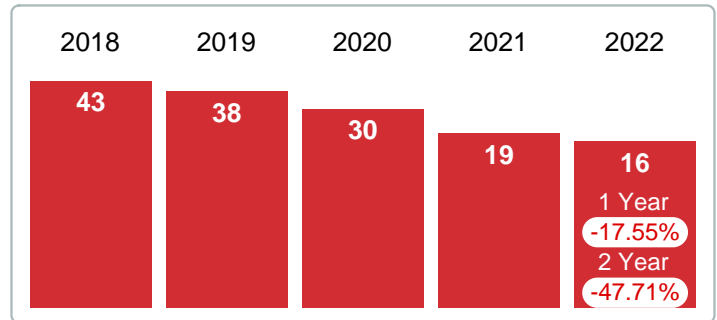
AVERAGE DAYS ON MARKET TO SALE

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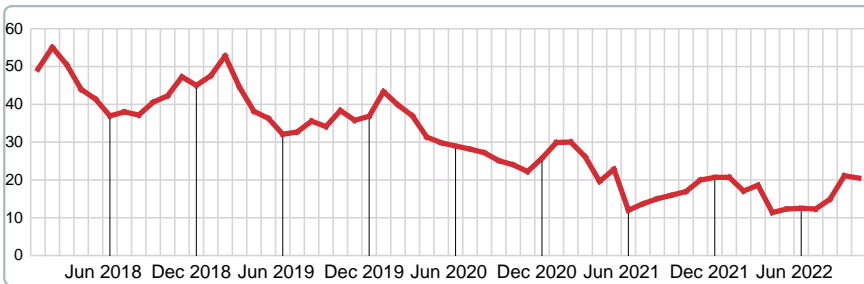
OCTOBER



YEAR TO DATE (YTD)

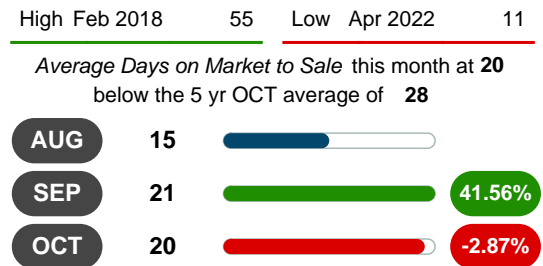


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 28



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	7.63%	12	13	10	18	0	
\$100,001 - \$150,000	9.77%	15	19	12	31	0	
\$150,001 - \$225,000	21.42%	14	14	15	11	1	
\$225,001 - \$300,000	22.89%	20	7	16	28	8	
\$300,001 - \$400,000	16.06%	25	11	19	31	24	
\$400,001 - \$525,000	10.98%	27	8	20	27	40	
\$525,001 and up	11.24%	33	0	43	26	47	
Average Closed DOM		20	14	16	26	39	
Total Closed Units	100%	747	20	86	385	238	38
Total Closed Volume		232,129,308		13.20M	96.06M	99.64M	23.24M

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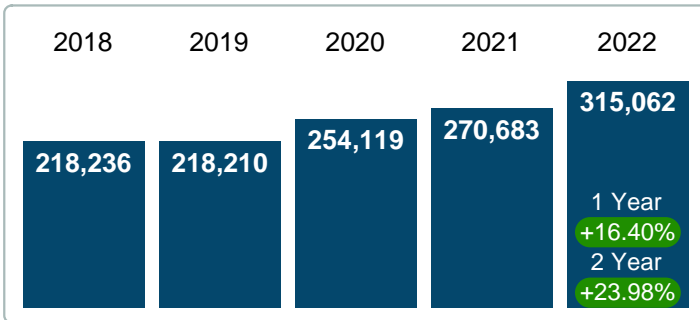
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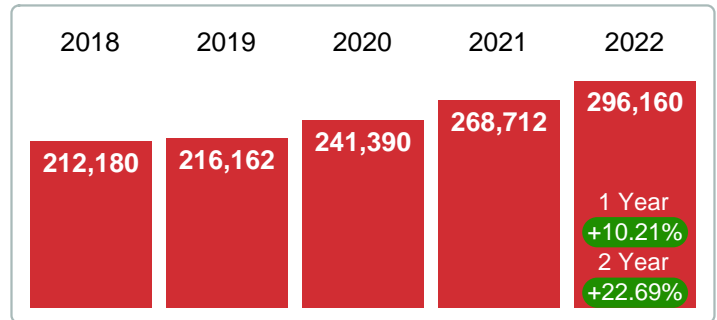
AVERAGE LIST PRICE AT CLOSING

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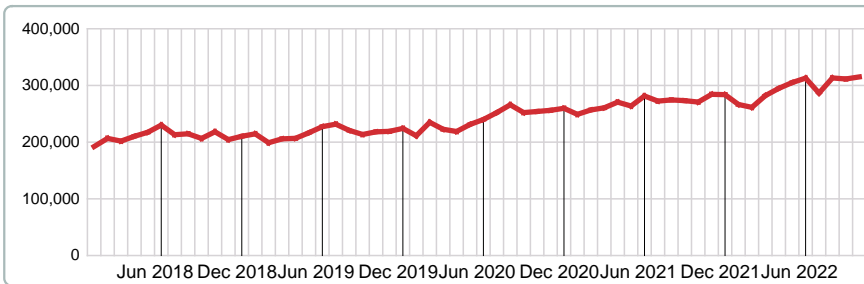
OCTOBER



YEAR TO DATE (YTD)

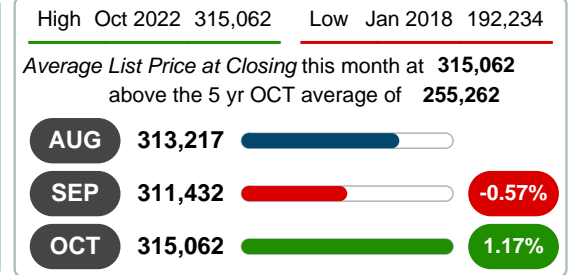


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 255,262



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	7.90%	68,766	70,311	71,414	41,500	0
\$100,001 - \$150,000	8.17%	131,575	131,019	140,417	133,750	0
\$150,001 - \$225,000	22.09%	189,588	190,523	192,142	198,939	170,000
\$225,001 - \$300,000	22.49%	260,626	280,980	265,195	261,802	309,000
\$300,001 - \$400,000	17.14%	354,164	354,375	345,622	357,164	378,760
\$400,001 - \$525,000	11.38%	464,793	470,000	471,998	461,360	460,531
\$525,001 and up	10.84%	782,225	0	760,490	748,240	844,575
Average List Price		315,062	156,234	253,868	422,746	620,054
Total Closed Units	100%	315,062	86	385	238	38
Total Closed Volume		235,351,081	13.44M	97.74M	100.61M	23.56M

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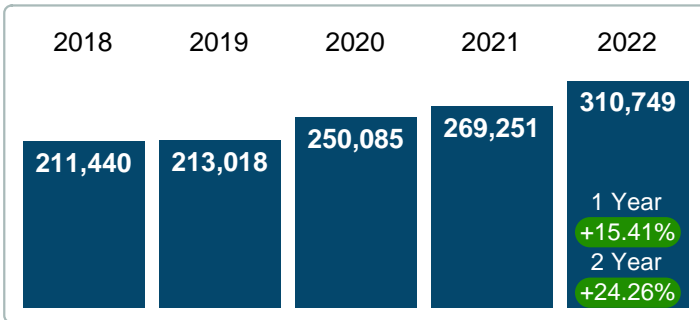
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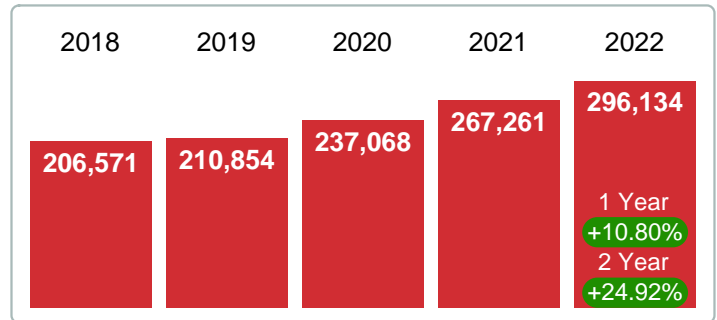
AVERAGE SOLD PRICE AT CLOSING

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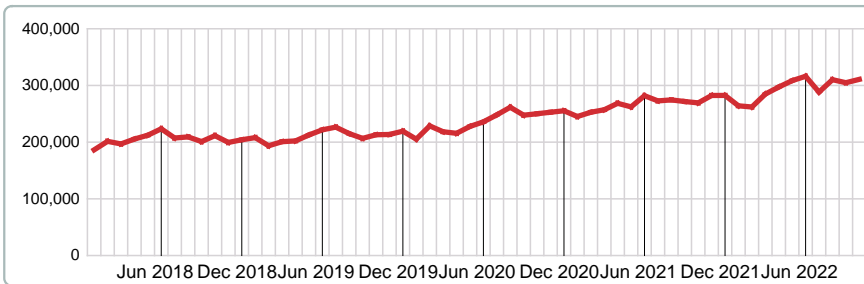
OCTOBER



YEAR TO DATE (YTD)

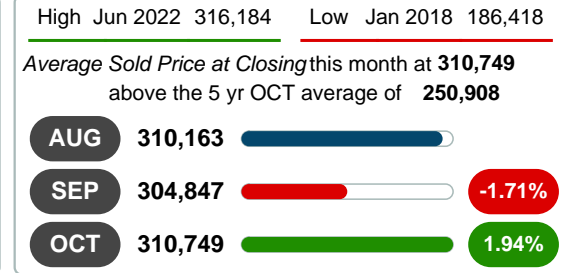


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 250,908



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	7.63%	66,144	68,461	65,314	24,500	0
\$100,001 - \$150,000	9.77%	131,639	127,788	133,939	124,250	0
\$150,001 - \$225,000	21.42%	191,084	190,823	189,944	197,747	170,000
\$225,001 - \$300,000	22.89%	261,062	271,500	259,182	263,490	295,000
\$300,001 - \$400,000	16.06%	348,071	346,688	340,186	353,112	369,100
\$400,001 - \$525,000	10.98%	463,529	445,175	472,093	463,332	452,538
\$525,001 and up	11.24%	759,008	0	760,109	732,603	835,960
Average Sold Price		310,749	153,447	249,497	418,638	611,600
Total Closed Units	100%	747	86	385	238	38
Total Closed Volume		232,129,308	13.20M	96.06M	99.64M	23.24M

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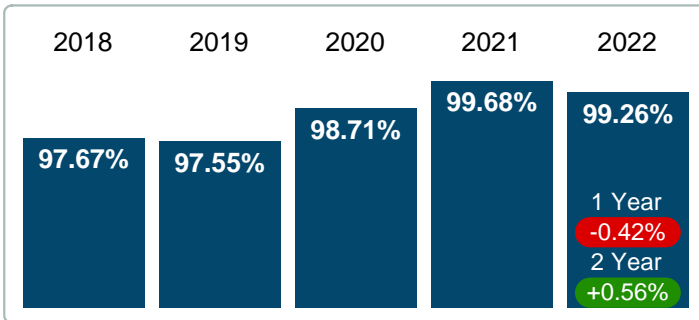
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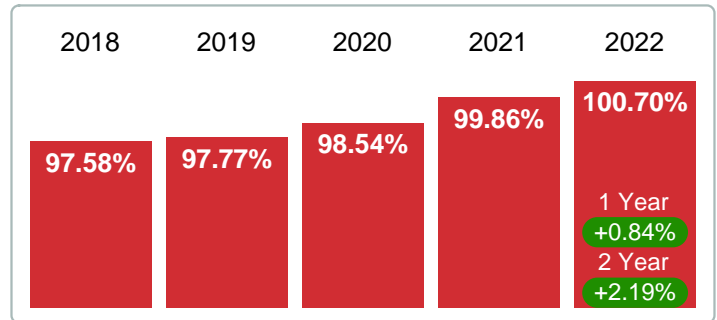
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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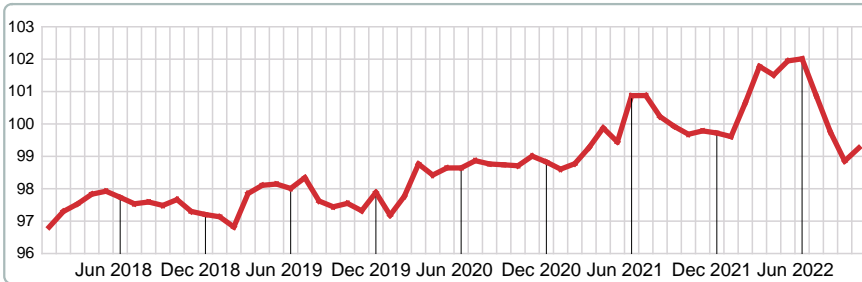
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

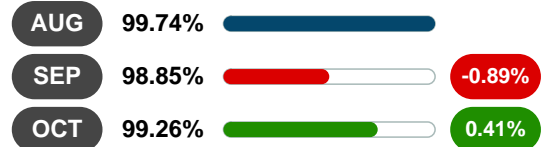


3 MONTHS

5 year OCT AVG = 98.57%

High Jun 2022 102.01% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.26%**
 equal to 5 yr OCT average of **98.57%**



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
\$100,000 and less	57	7.63%	97.36%	98.33%	97.75%	59.04%	0.00%
\$100,001 - \$150,000	73	9.77%	96.70%	97.81%	96.48%	93.58%	0.00%
\$150,001 - \$225,000	160	21.42%	99.59%	100.47%	99.36%	99.67%	100.00%
\$225,001 - \$300,000	171	22.89%	100.71%	97.14%	98.35%	106.30%	95.47%
\$300,001 - \$400,000	120	16.06%	98.70%	97.86%	98.59%	98.94%	97.58%
\$400,001 - \$525,000	82	10.98%	99.89%	94.76%	100.13%	100.47%	98.26%
\$525,001 and up	84	11.24%	99.39%	0.00%	100.57%	99.18%	99.17%
Average Sold/List Ratio			99.30%	98.68%	98.57%	100.70%	98.58%
Total Closed Units		100%	99.30%	86	385	238	38
Total Closed Volume				13.20M	96.06M	99.64M	23.24M

October 2022



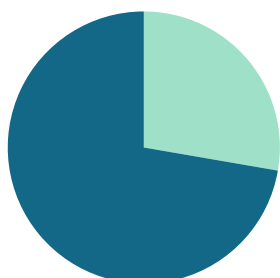
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Nov 11, 2022 for MLS Technology Inc.

INVENTORY

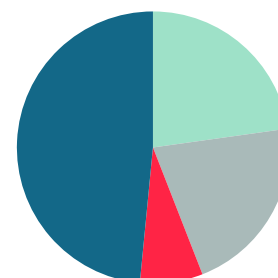


Inventory
 New Listings
852 = 27.72%
 Start Inventory
2,222
 Total Inventory Units
3,074
 Volume
\$1,130,116,004

Market Activity

Closed Sales
747 = 22.78%
 Pending Sales
698 = 21.29%
 Other Off Market
245 = 7.47%
 Active Inventory
1,589 = 48.46%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,061	747	-29.59%	10,191	9,052	-11.18%
Pending Sales	1,006	698	-30.62%	10,754	9,029	-16.04%
New Listings	1,074	852	-20.67%	11,842	10,916	-7.82%
Average List Price	270,683	315,062	16.40%	268,712	296,160	10.21%
Average Sale Price	269,251	310,749	15.41%	267,261	296,134	10.80%
Average Percent of Selling Price to List Price	99.68%	99.26%	-0.42%	99.86%	100.70%	0.84%
Average Days on Market to Sale	16.94	20.50	20.99%	19.21	15.84	-17.55%
Monthly Inventory	2,536	1,589	-37.34%	2,536	1,589	-37.34%
Months Supply of Inventory	2.51	1.72	-31.45%	2.51	1.72	-31.45%

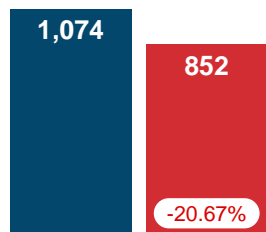
Absorption: Last 12 months, an Average of **923** Sales/Month

Inventory on October 31, 2022 = **1,589** 2021 2022

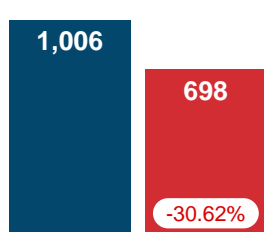
OCTOBER MARKET

AVERAGE PRICES

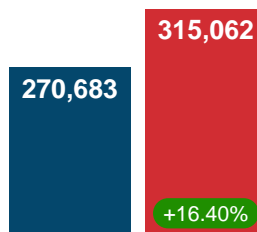
New Listings



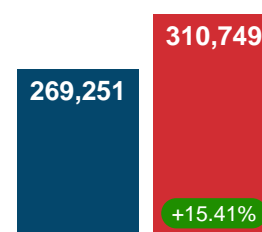
Pending Listings



List Price



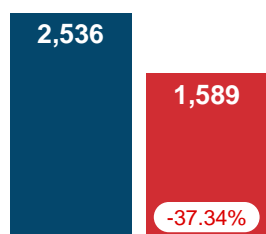
Sale Price



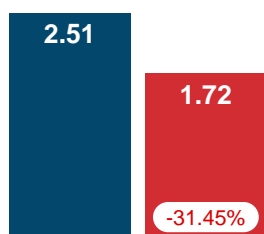
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

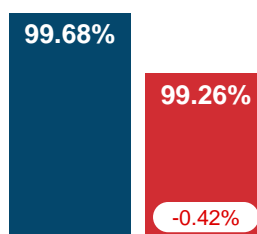
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

