

September 2022



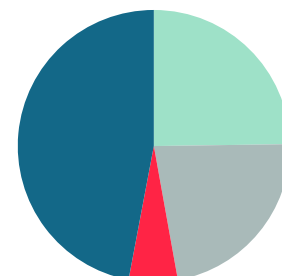
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	1,661	1,340	-19.33%
Pending Listings	1,547	1,211	-21.72%
New Listings	1,684	1,516	-9.98%
Average List Price	269,845	298,479	10.61%
Average Sale Price	268,445	293,175	9.21%
Average Percent of Selling Price to List Price	99.84%	98.81%	-1.04%
Average Days on Market to Sale	16.31	20.52	25.78%
End of Month Inventory	4,282	2,543	-40.61%
Months Supply of Inventory	2.90	1.81	-37.52%



■ Closed (24.78%)
■ Pending (22.39%)
■ Other OffMarket (5.81%)
■ Active (47.02%)

Absorption: Last 12 months, an Average of **1,402** Sales/Month
Active Inventory as of September 30, 2022 = **2,543**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2022 decreased **40.61%** to 2,543 existing homes available for sale. Over the last 12 months this area has had an average of 1,402 closed sales per month. This represents an unsold inventory index of **1.81** 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 **9.21%** in September 2022 to \$293,175 versus the previous year at \$268,445.

Average Days on Market Lengthens

The average number of **20.52** days that homes spent on the market before selling increased by 4.21 days or **25.78%** in September 2022 compared to last year's same month at **16.31** DOM.

Sales Success for September 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 1,516 New Listings in September 2022, down **9.98%** from last year at 1,684. Furthermore, there were 1,340 Closed Listings this month versus last year at 1,661, a **-19.33%** decrease.

Closed versus Listed trends yielded a **88.4%** ratio, down from previous year's, September 2021, at **98.6%**, a **10.39%** 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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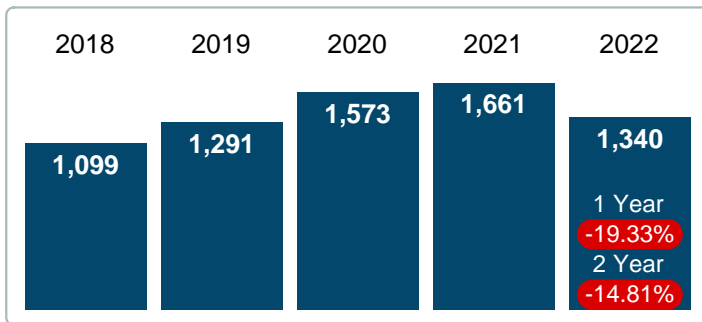
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



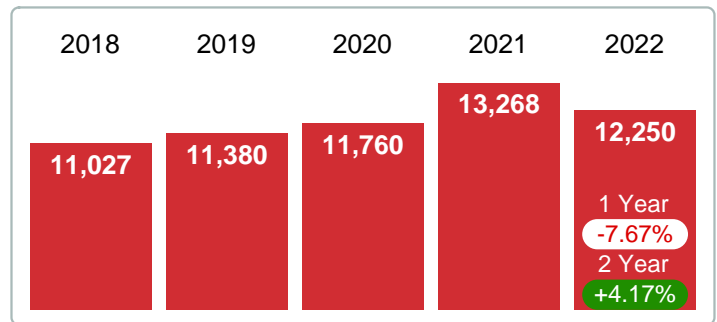
CLOSED LISTINGS

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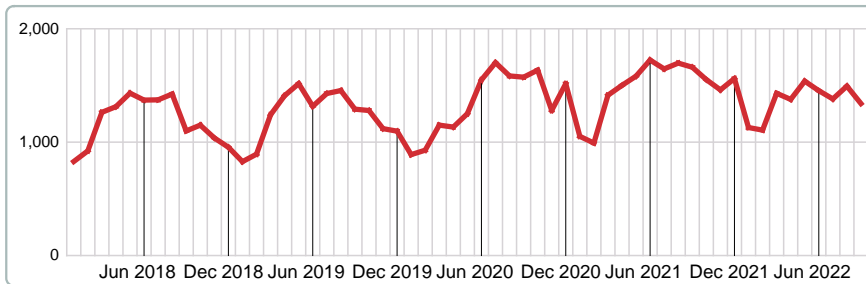
SEPTEMBER



YEAR TO DATE (YTD)

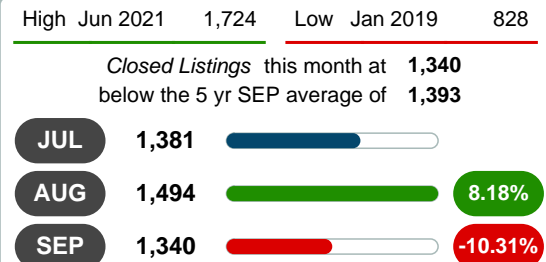


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,393



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	127	9.48%	20.8	63	60	4	0
\$100,001 - \$150,000	106	7.91%	17.6	32	63	10	1
\$150,001 - \$200,000	220	16.42%	13.9	26	171	21	2
\$200,001 - \$275,000	343	25.60%	16.0	12	255	69	7
\$275,001 - \$375,000	252	18.81%	19.0	10	119	108	15
\$375,001 - \$500,000	159	11.87%	27.8	1	69	69	20
\$500,001 and up	133	9.93%	39.3	1	23	84	25
Total Closed Units	1,340			145	760	365	70
Total Closed Volume	392,854,943	100%	20.5	19.56M	188.15M	147.49M	37.65M
Average Closed Price	\$293,175			\$134,892	\$247,569	\$404,082	\$537,899

September 2022



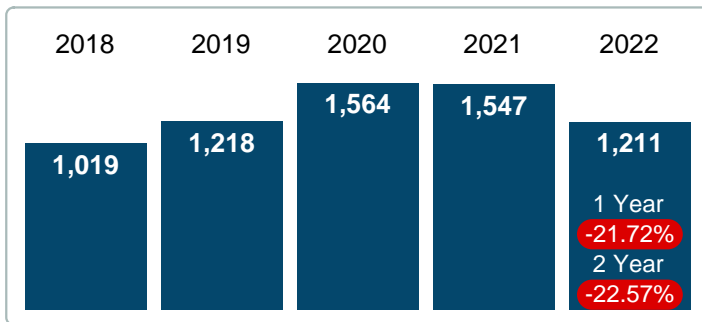
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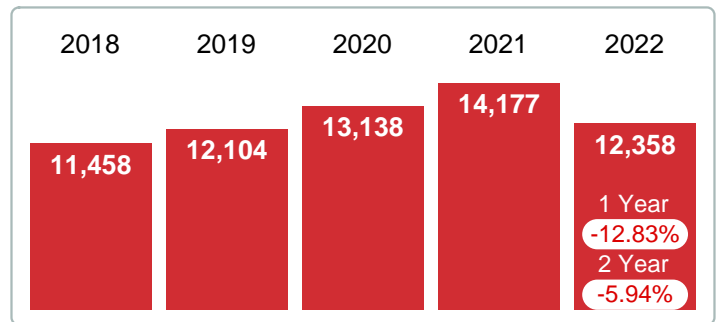
PENDING LISTINGS

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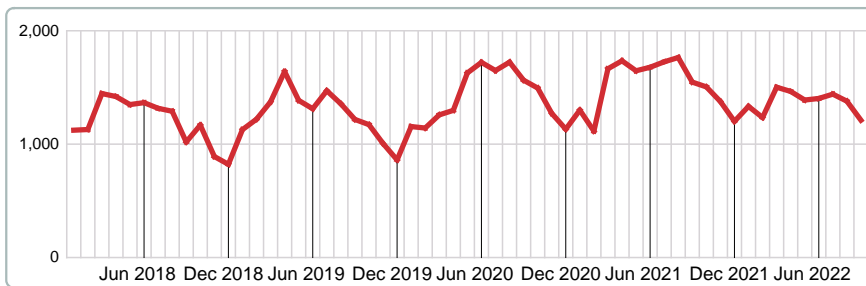
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

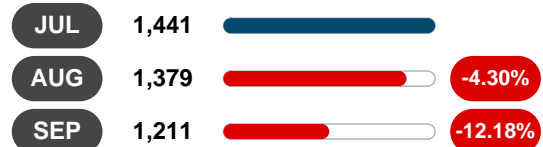


3 MONTHS

5 year SEP AVG = 1,312

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at 1,211 below the 5 yr SEP average of 1,312



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	119	9.83%	26.4	61	56	2	0
\$100,001 - \$150,000	116	9.58%	24.6	41	62	11	2
\$150,001 - \$200,000	210	17.34%	21.7	30	149	29	2
\$200,001 - \$275,000	292	24.11%	22.5	10	210	69	3
\$275,001 - \$350,000	193	15.94%	28.7	9	108	72	4
\$350,001 - \$475,000	137	11.31%	34.6	3	55	69	10
\$475,001 and up	144	11.89%	37.7	1	34	85	24
Total Pending Units	1,211			155	674	337	45
Total Pending Volume	349,915,782	100%	24.4	21.70M	165.11M	135.14M	27.97M
Average Listing Price	\$276,040			\$139,994	\$244,965	\$400,996	\$621,662

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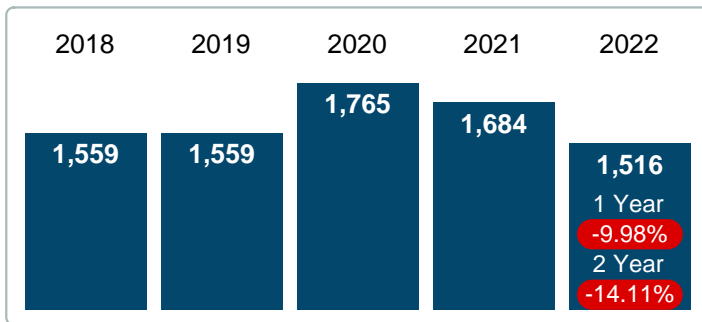
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



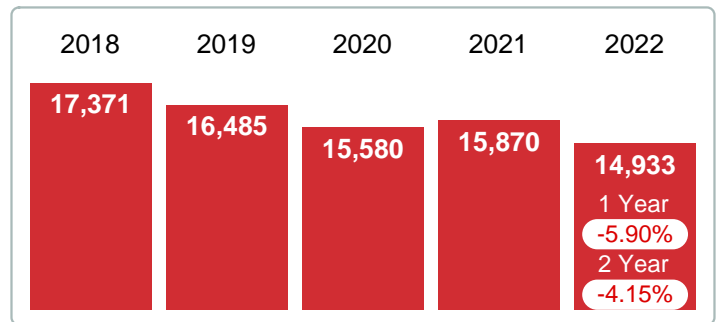
NEW LISTINGS

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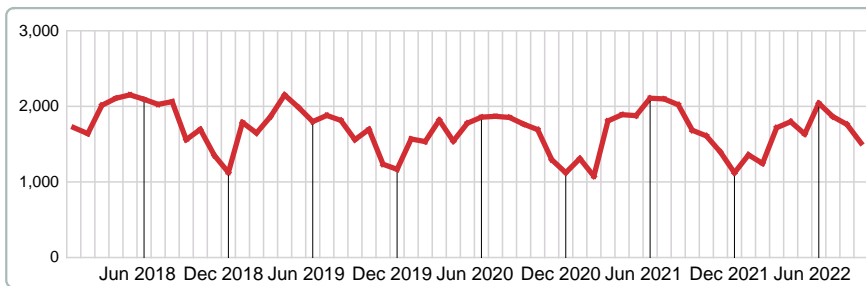
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

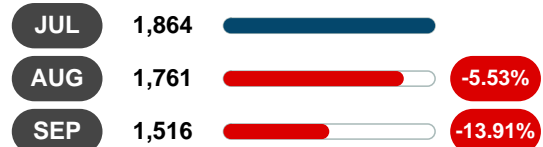


3 MONTHS

5 year SEP AVG = 1,617

High May 2018 2,152 | Low Feb 2021 1,076

New Listings this month at **1,516**
 below the 5 yr SEP average of **1,617**



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	126	8.31%	66	55	5	0
\$100,001 - \$150,000	145	9.56%	46	83	16	0
\$150,001 - \$200,000	252	16.62%	30	192	27	3
\$200,001 - \$300,000	402	26.52%	18	273	103	8
\$300,001 - \$375,000	195	12.86%	5	90	89	11
\$375,001 - \$550,000	242	15.96%	7	74	141	20
\$550,001 and up	154	10.16%	2	38	72	42
Total New Listed Units	1,516		174	805	453	84
Total New Listed Volume	503,930,823	100%	29.16M	219.76M	194.39M	60.62M
Average New Listed Listing Price	\$272,472		\$167,579	\$272,996	\$429,110	\$721,706

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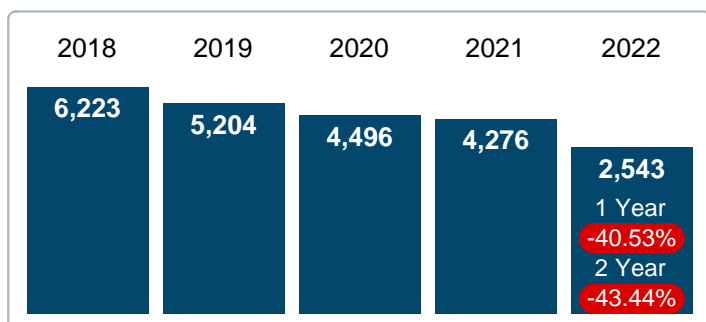
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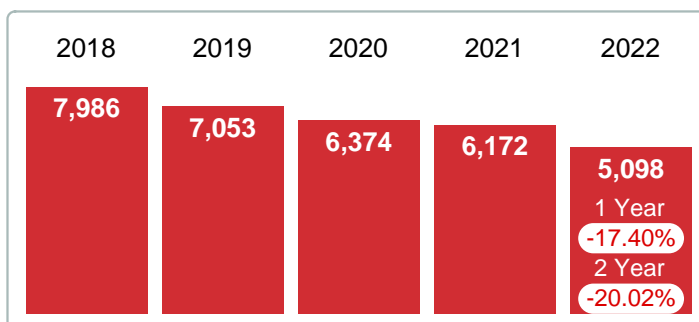
ACTIVE INVENTORY

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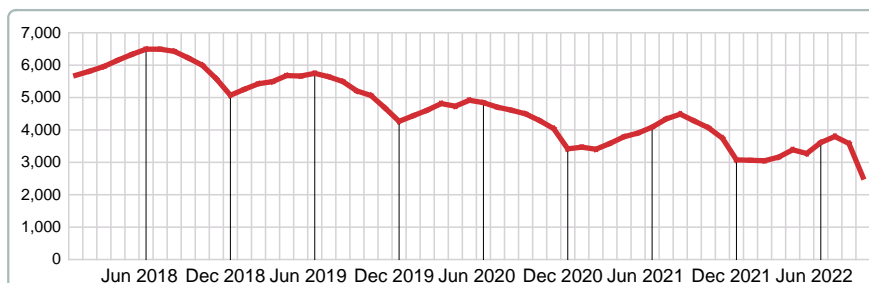
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

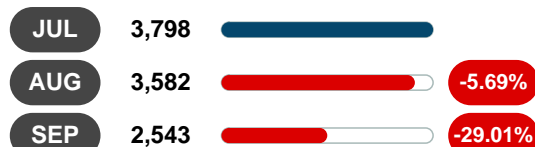


3 MONTHS

5 year SEP AVG = 4,548

High Jun 2018 6,493 Low Sep 2022 2,543

Inventory this month at 2,543
below the 5 yr SEP average of 4,548



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	227	8.93%	66.6	95	106	20	6
\$125,001 - \$175,000	231	9.08%	44.3	56	147	26	2
\$175,001 - \$250,000	462	18.17%	41.0	35	321	97	9
\$250,001 - \$375,000	607	23.87%	56.7	27	302	246	32
\$375,001 - \$500,000	423	16.63%	60.5	10	164	216	33
\$500,001 - \$675,000	332	13.06%	73.4	4	70	196	62
\$675,001 and up	261	10.26%	79.4	3	59	103	96
Total Active Inventory by Units			2,543	230	1,169	904	240
Total Active Inventory by Volume			1,052,567,149	42.73M	380.97M	421.73M	207.13M
Average Active Inventory Listing Price			\$413,908	\$185,794	\$325,893	\$466,520	\$863,051

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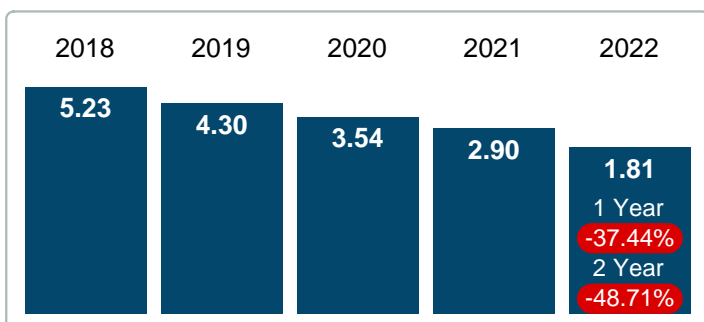
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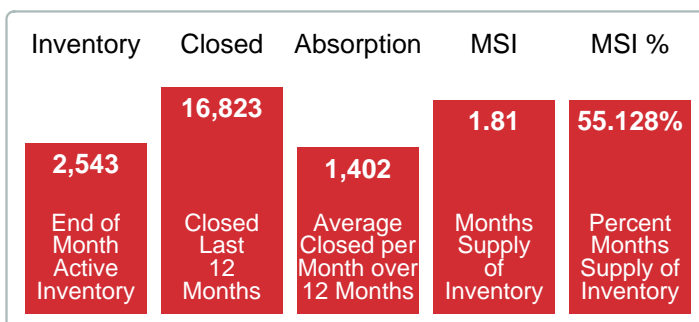
MONTHS SUPPLY of INVENTORY (MSI)

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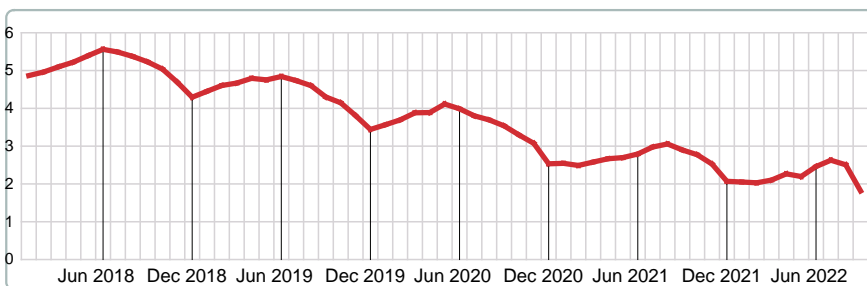
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

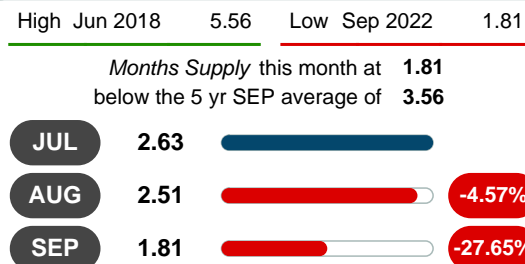


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.56



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	227	8.93%	1.19	1.11	1.12	2.07	4.80
\$125,001 - \$175,000	231	9.08%	1.14	1.64	0.98	1.44	1.71
\$175,001 - \$250,000	462	18.17%	1.24	1.31	1.16	1.50	1.83
\$250,001 - \$375,000	607	23.87%	1.73	1.98	1.69	1.71	2.36
\$375,001 - \$500,000	423	16.63%	2.65	2.55	3.10	2.50	2.06
\$500,001 - \$675,000	332	13.06%	4.32	5.33	4.59	4.22	4.30
\$675,001 and up	261	10.26%	5.56	5.14	9.57	4.37	5.79
Market Supply of Inventory (MSI)			1.81	1.39	1.51	2.30	3.53
Total Active Inventory by Units		100%	1.81	230	1,169	904	240

September 2022



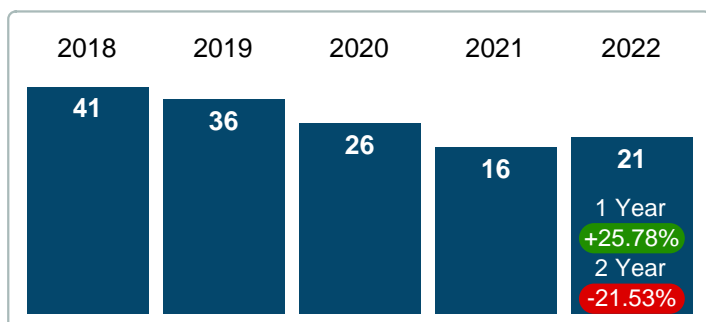
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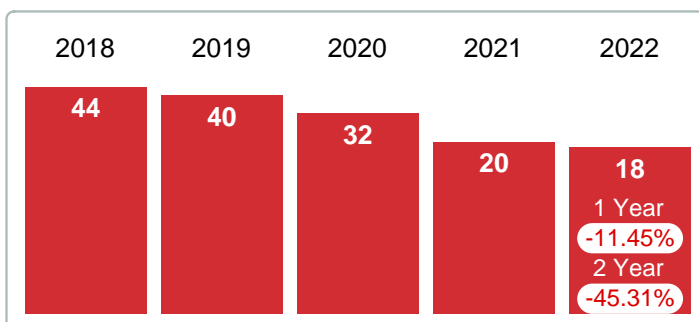
AVERAGE DAYS ON MARKET TO SALE

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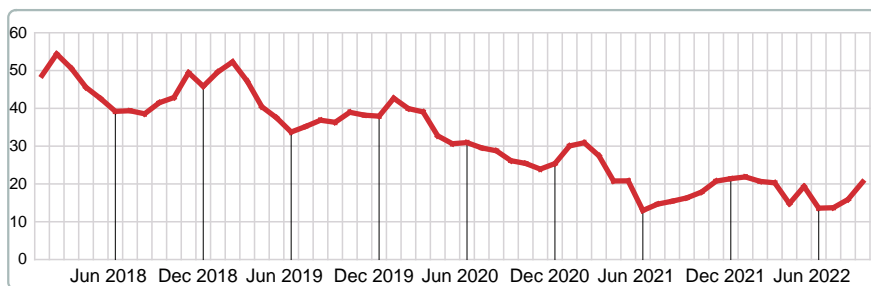
SEPTEMBER



YEAR TO DATE (YTD)

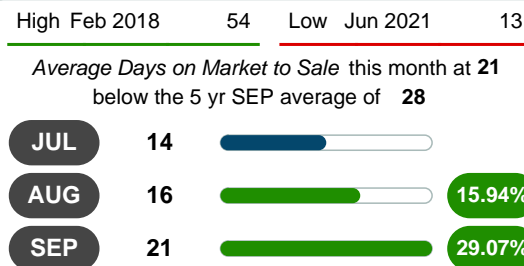


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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	9.48%	21	20	22	22	0
\$100,001 - \$150,000	7.91%	18	13	18	27	73
\$150,001 - \$200,000	16.42%	14	15	13	17	50
\$200,001 - \$275,000	25.60%	16	21	16	13	38
\$275,001 - \$375,000	18.81%	19	16	19	18	25
\$375,001 - \$500,000	11.87%	28	1	24	33	23
\$500,001 and up	9.93%	39	227	45	38	32
Average Closed DOM		21	19	18	25	30
Total Closed Units	100%	1,340	145	760	365	70
Total Closed Volume		392,854,943	19.56M	188.15M	147.49M	37.65M

September 2022



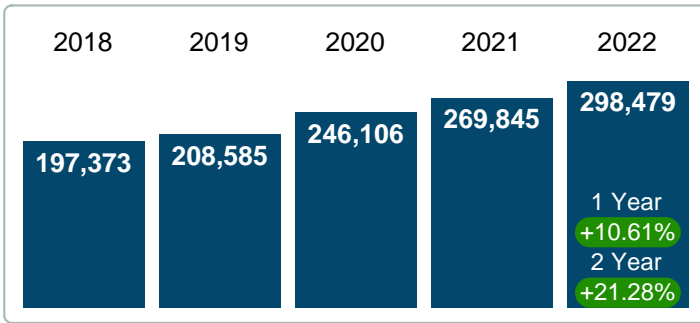
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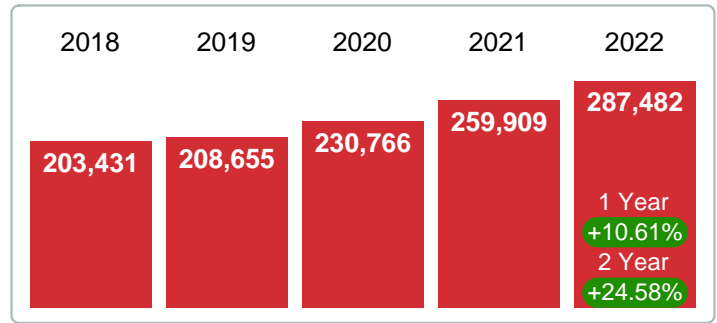
AVERAGE LIST PRICE AT CLOSING

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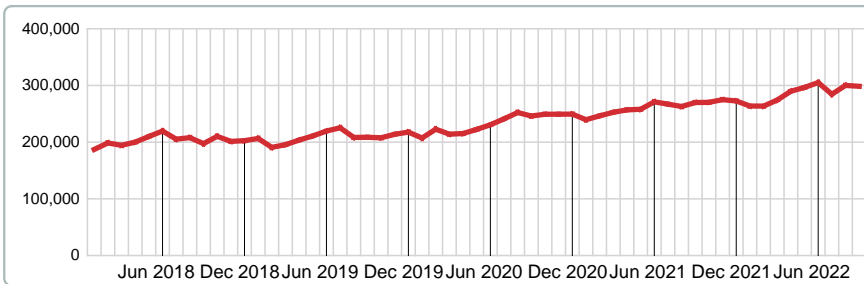
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

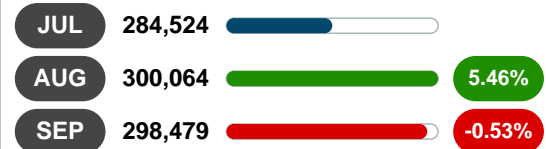


3 MONTHS

5 year SEP AVG = 244,078

High Jun 2022 305,087 Low Jan 2018 187,169

Average List Price at Closing this month at **298,479** above the 5 yr SEP average of **244,078**



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	9.10%	69,949	81,952	73,162	51,250	0
\$100,001 - \$150,000	8.73%	131,641	130,669	132,779	132,980	119,900
\$150,001 - \$200,000	15.45%	177,480	193,304	184,652	180,833	173,450
\$200,001 - \$275,000	25.82%	239,633	233,825	238,450	244,477	252,829
\$275,001 - \$375,000	18.28%	321,247	305,440	320,402	325,880	331,300
\$375,001 - \$500,000	12.39%	433,963	435,000	430,989	439,963	454,675
\$500,001 and up	10.22%	771,029	703,500	747,069	732,081	914,420
Average List Price		298,479	147,373	250,242	408,900	559,430
Total Closed Units		1,340	145	760	365	70
Total Closed Volume		399,961,449	21.37M	190.18M	149.25M	39.16M

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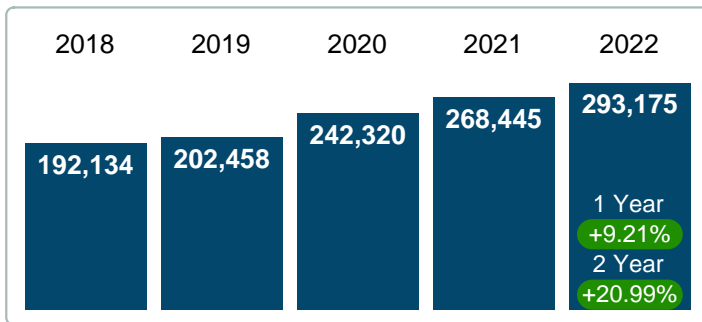
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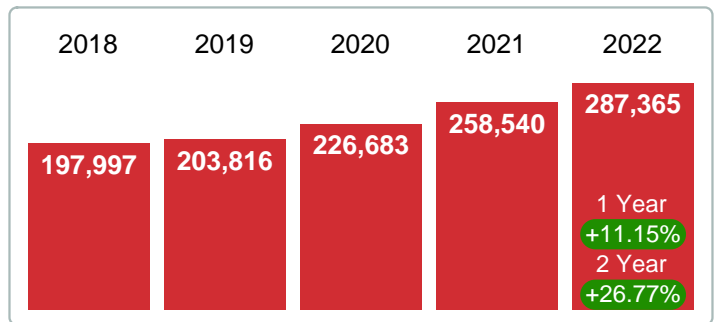
AVERAGE SOLD PRICE AT CLOSING

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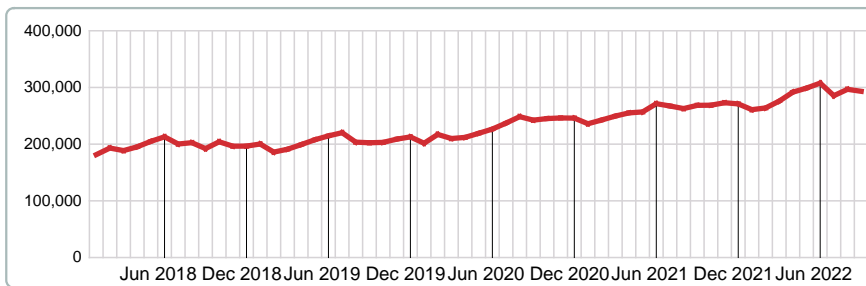
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

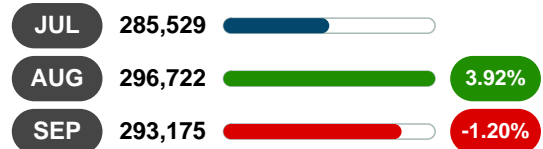


3 MONTHS

5 year SEP AVG = 239,706

High Jun 2022 307,617 Low Jan 2018 181,456

Average Sold Price at Closing this month at **293,175** above the 5 yr SEP average of **239,706**



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	9.48%	67,386	67,006	69,268	45,125	0
\$100,001 - \$150,000	7.91%	130,318	130,350	130,186	131,078	130,000
\$150,001 - \$200,000	16.42%	176,625	170,364	177,199	180,333	169,950
\$200,001 - \$275,000	25.60%	238,949	225,042	238,267	243,051	247,200
\$275,001 - \$375,000	18.81%	320,710	298,140	319,581	323,656	323,513
\$375,001 - \$500,000	11.87%	434,383	425,300	430,640	435,388	444,281
\$500,001 and up	9.93%	750,228	630,000	738,759	719,579	868,572
Average Sold Price		293,175	134,892	247,569	404,082	537,899
Total Closed Units	100%	293,175	145	760	365	70
Total Closed Volume		392,854,943	19.56M	188.15M	147.49M	37.65M

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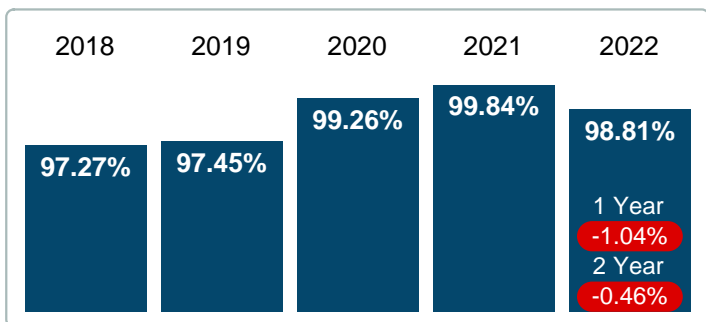
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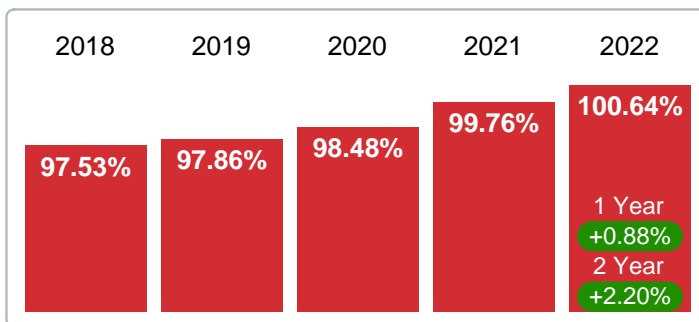
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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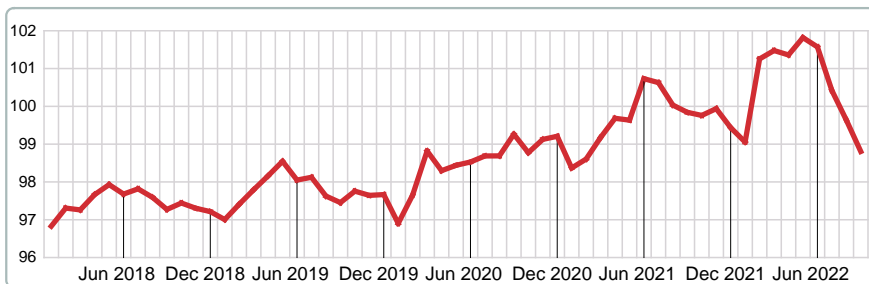
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

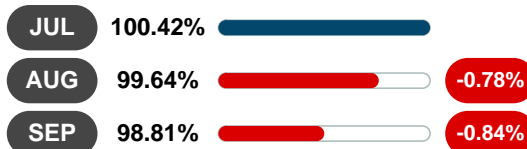


3 MONTHS

5 year SEP AVG = 98.53%

High May 2022 101.82% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **98.81%** equal to 5 yr SEP average of **98.53%**



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	127	9.48%	93.48%	92.27%	95.03%	89.44%	0.00%
\$100,001 - \$150,000	106	7.91%	98.96%	99.89%	98.36%	98.77%	108.42%
\$150,001 - \$200,000	220	16.42%	98.84%	96.64%	99.05%	99.98%	97.97%
\$200,001 - \$275,000	343	25.60%	99.76%	96.66%	100.03%	99.50%	97.89%
\$275,001 - \$375,000	252	18.81%	99.52%	97.70%	100.01%	99.40%	97.81%
\$375,001 - \$500,000	159	11.87%	99.33%	97.77%	99.97%	99.07%	98.04%
\$500,001 and up	133	9.93%	99.24%	89.55%	101.70%	99.32%	97.10%
Average Sold/List Ratio		98.80%		95.49%	99.32%	99.25%	97.79%
Total Closed Units		1,340	100%	145	760	365	70
Total Closed Volume		392,854,943		19.56M	188.15M	147.49M	37.65M

September 2022



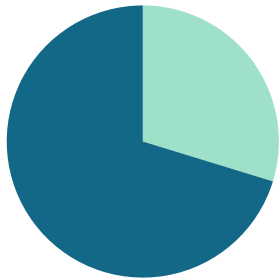
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

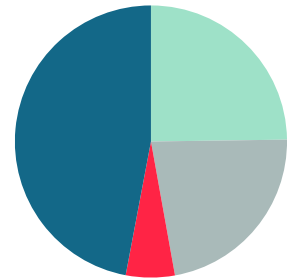


Inventory
 New Listings
1,516 = 29.73%
 Start Inventory
3,583
 Total Inventory Units
5,099
 Volume
\$1,845,901,998

Market Activity

Closed Sales
1,340 = 24.78%
 Pending Sales
1,211 = 22.39%
 Other Off Market
314 = 5.81%
 Active Inventory
2,543 = 47.02%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,661	1,340	-19.33%	13,268	12,250	-7.67%
Pending Sales	1,547	1,211	-21.72%	14,177	12,358	-12.83%
New Listings	1,684	1,516	-9.98%	15,870	14,933	-5.90%
Average List Price	269,845	298,479	10.61%	259,909	287,482	10.61%
Average Sale Price	268,445	293,175	9.21%	258,540	287,365	11.15%
Average Percent of Selling Price to List Price	99.84%	98.81%	-1.04%	99.76%	100.64%	0.88%
Average Days on Market to Sale	16.31	20.52	25.78%	19.97	17.68	-11.45%
Monthly Inventory	4,282	2,543	-40.61%	4,282	2,543	-40.61%
Months Supply of Inventory	2.90	1.81	-37.52%	2.90	1.81	-37.52%

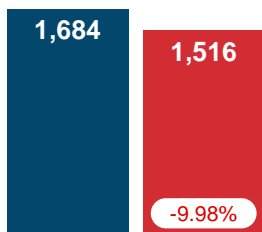
Absorption: Last 12 months, an Average of **1,402** Sales/Month

Inventory on September 30, 2022 = **2,543** 2021 2022

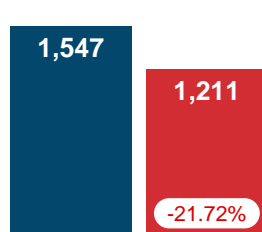
SEPTEMBER MARKET

AVERAGE PRICES

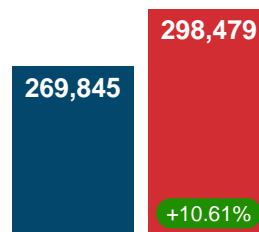
New Listings



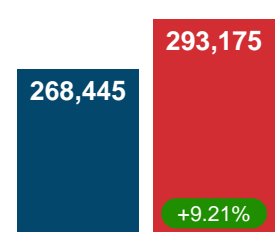
Pending Listings



List Price



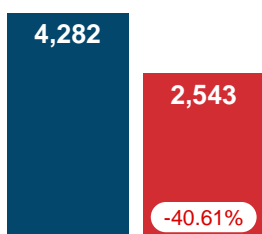
Sale Price



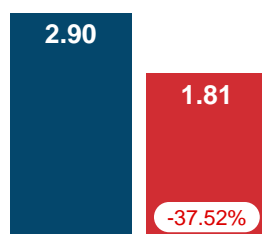
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

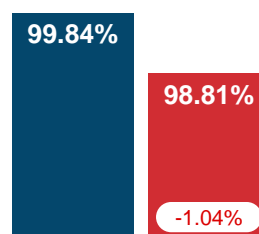
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

