

# September 2022



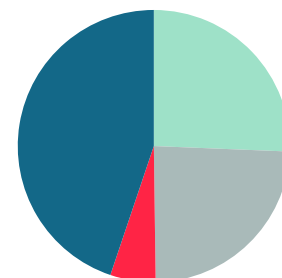
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	1,159	904	-22.00%
Pending Listings	1,067	851	-20.24%
New Listings	1,136	1,027	-9.60%
Average List Price	273,202	310,543	13.67%
Average Sale Price	271,664	304,020	11.91%
Average Percent of Selling Price to List Price	99.92%	98.85%	-1.07%
Average Days on Market to Sale	15.97	21.10	32.09%
End of Month Inventory	2,695	1,580	-41.37%
Months Supply of Inventory	2.66	1.67	-37.31%



**Absorption:** Last 12 months, an Average of **948** Sales/Month  
**Active Inventory** as of September 30, 2022 = **1,580**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2022 decreased **41.37%** to 1,580 existing homes available for sale. Over the last 12 months this area has had an average of 948 closed sales per month. This represents an unsold inventory index of **1.67** 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 **11.91%** in September 2022 to \$304,020 versus the previous year at \$271,664.

#### Average Days on Market Lengthens

The average number of **21.10** days that homes spent on the market before selling increased by 5.13 days or **32.09%** in September 2022 compared to last year's same month at **15.97** 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 1,027 New Listings in September 2022, down **9.60%** from last year at 1,136. Furthermore, there were 904 Closed Listings this month versus last year at 1,159, a **-22.00%** decrease.

Closed versus Listed trends yielded a **88.0%** ratio, down from previous year's, September 2021, at **102.0%**, a **13.72%** downswing. This will certainly create pressure on a decreasing

### What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

### Real Estate is Local

Months Supply of Inventory (MSI) in the months to come.

### **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](mailto:support@mlstechnology.com)

# September 2022



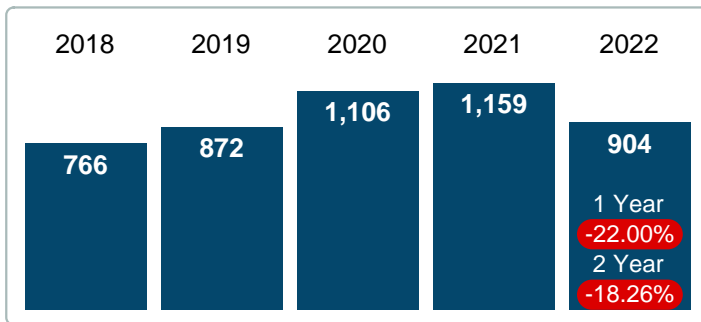
Area Delimited by County Of Tulsa - Residential Property Type



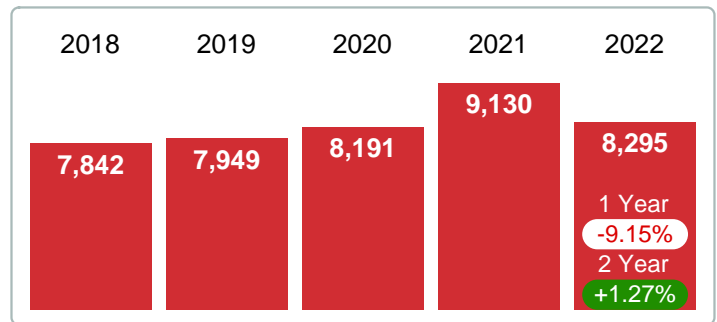
## CLOSED LISTINGS

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

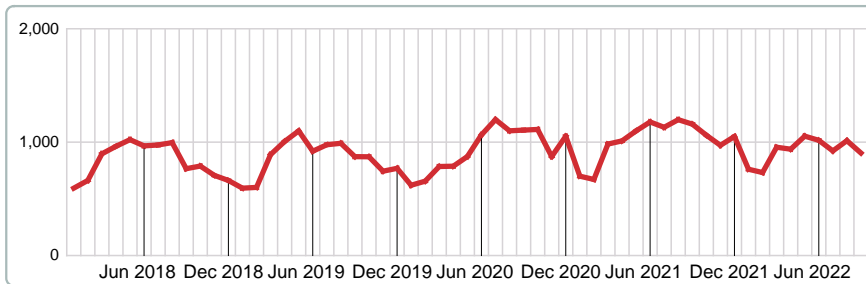
### SEPTEMBER



### YEAR TO DATE (YTD)

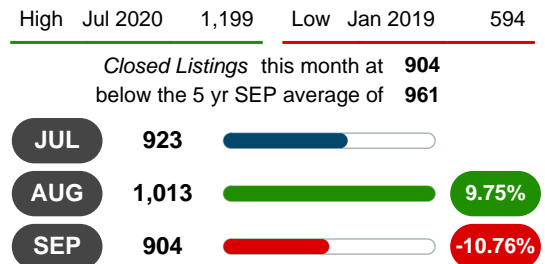


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 961



### 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	82	9.07%	15.7	42	39	1	0
\$100,001 - \$150,000	74	8.19%	17.9	22	45	7	0
\$150,001 - \$200,000	146	16.15%	14.9	21	114	9	2
\$200,001 - \$275,000	219	24.23%	17.6	9	167	37	6
\$275,001 - \$375,000	171	18.92%	17.3	7	79	73	12
\$375,001 - \$500,000	112	12.39%	29.2	1	43	51	17
\$500,001 and up	100	11.06%	42.1	1	17	62	20
<b>Total Closed Units</b>	<b>904</b>			<b>103</b>	<b>504</b>	<b>240</b>	<b>57</b>
<b>Total Closed Volume</b>	<b>274,834,102</b>	<b>100%</b>	<b>21.1</b>	<b>14.50M</b>	<b>125.07M</b>	<b>104.07M</b>	<b>31.20M</b>
<b>Average Closed Price</b>	<b>\$304,020</b>			<b>\$140,746</b>	<b>\$248,145</b>	<b>\$433,639</b>	<b>\$547,350</b>

# September 2022



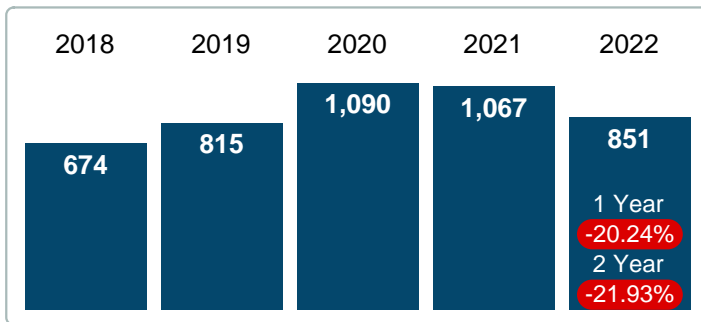
Area Delimited by County Of Tulsa - Residential Property Type



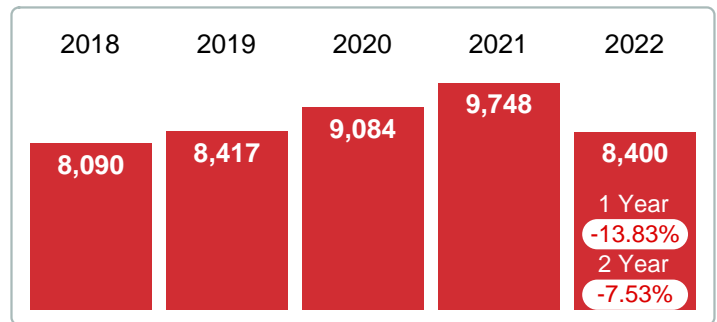
## PENDING LISTINGS

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

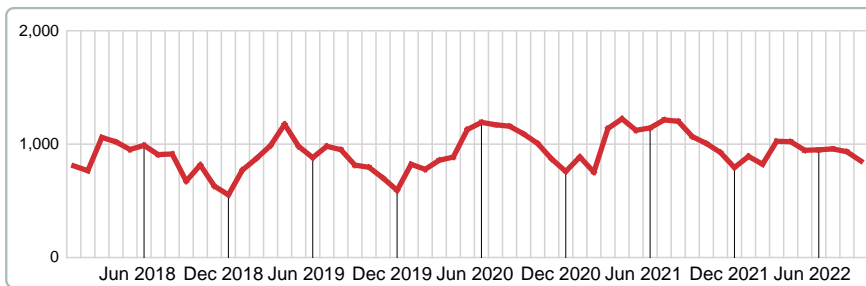
### SEPTEMBER



### YEAR TO DATE (YTD)

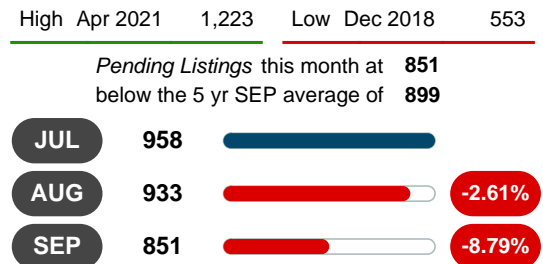


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 899



### 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	82	9.64%	19.4	43	38	1	0
\$100,001 - \$150,000	81	9.52%	17.0	29	45	6	1
\$150,001 - \$200,000	149	17.51%	17.5	22	110	16	1
\$200,001 - \$275,000	195	22.91%	21.3	5	136	53	1
\$275,001 - \$350,000	134	15.75%	27.9	6	69	57	2
\$350,001 - \$500,000	121	14.22%	34.7	2	47	62	10
\$500,001 and up	89	10.46%	36.3	0	20	52	17
<b>Total Pending Units</b>	<b>851</b>			<b>107</b>	<b>465</b>	<b>247</b>	<b>32</b>
<b>Total Pending Volume</b>	<b>250,682,659</b>	<b>100%</b>	<b>25.3</b>	<b>14.54M</b>	<b>114.61M</b>	<b>99.71M</b>	<b>21.82M</b>
<b>Average Listing Price</b>	<b>\$292,350</b>			<b>\$135,852</b>	<b>\$246,483</b>	<b>\$403,695</b>	<b>\$681,850</b>

# September 2022



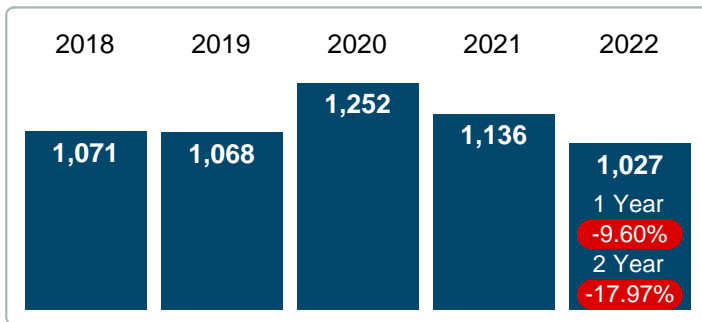
Area Delimited by County Of Tulsa - Residential Property Type



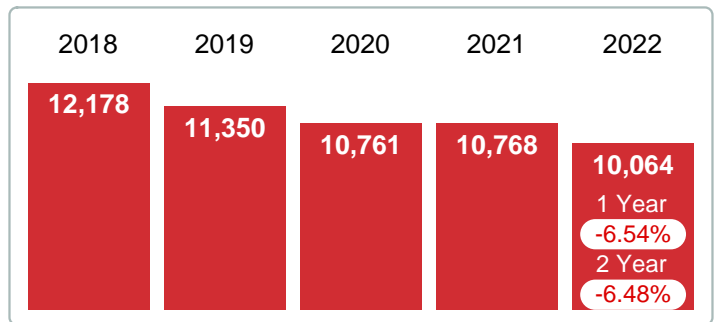
## NEW LISTINGS

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

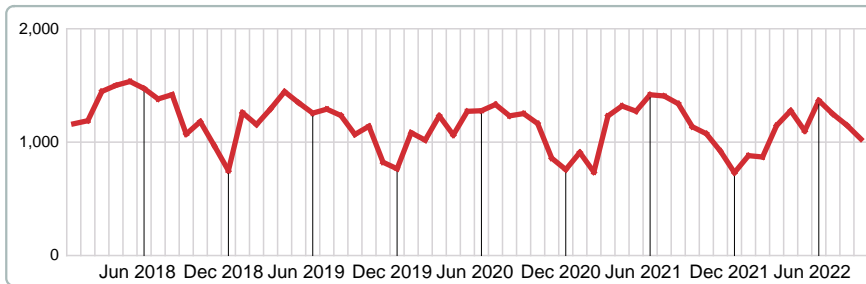
### SEPTEMBER



### YEAR TO DATE (YTD)

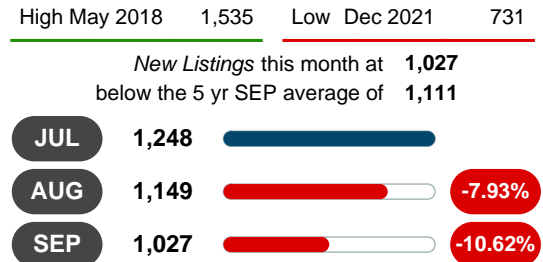


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,111



### 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	96	9.35%	44	47	5	0
\$125,001 - \$150,000	72	7.01%	23	44	5	0
\$150,001 - \$200,000	176	17.14%	21	135	18	2
\$200,001 - \$300,000	265	25.80%	11	178	71	5
\$300,001 - \$400,000	178	17.33%	4	74	89	11
\$400,001 - \$575,000	133	12.95%	2	36	86	9
\$575,001 and up	107	10.42%	0	27	47	33
<b>Total New Listed Units</b>	<b>1,027</b>		<b>105</b>	<b>541</b>	<b>321</b>	<b>60</b>
<b>Total New Listed Volume</b>	<b>359,224,164</b>	<b>100%</b>	<b>15.54M</b>	<b>153.85M</b>	<b>142.38M</b>	<b>47.45M</b>
<b>Average New Listed Listing Price</b>	<b>\$300,516</b>		<b>\$148,020</b>	<b>\$284,385</b>	<b>\$443,556</b>	<b>\$790,806</b>

# September 2022



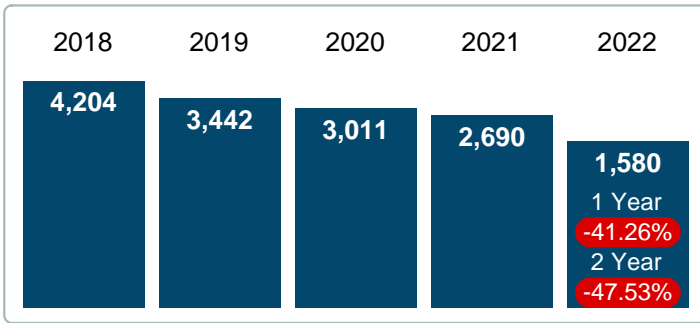
Area Delimited by County Of Tulsa - Residential Property Type



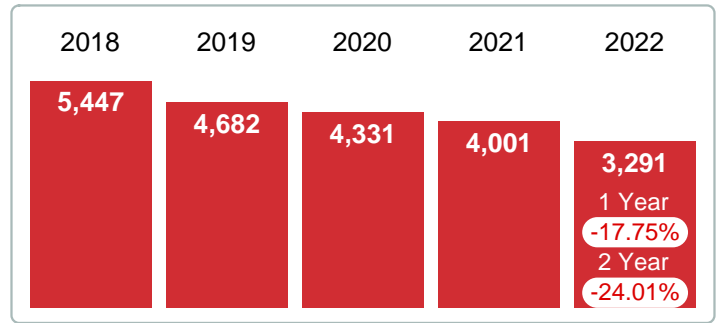
## ACTIVE INVENTORY

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

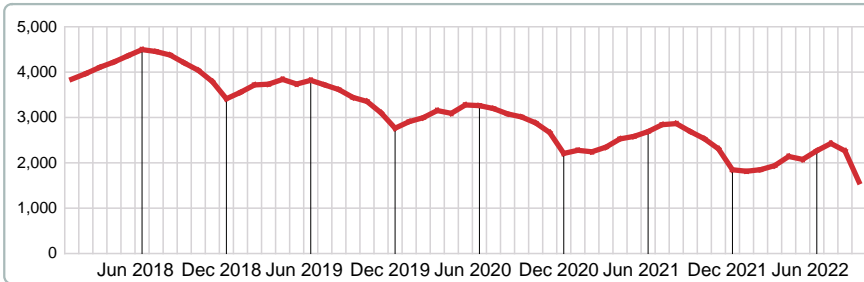
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

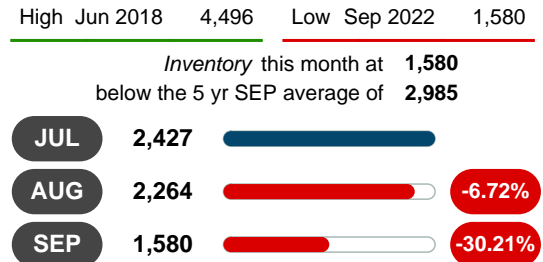


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2,985



### 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	113	7.15%	77.7	47	55	10	1
\$125,001 - \$200,000	217	13.73%	37.6	38	151	26	2
\$200,001 - \$275,000	268	16.96%	42.1	13	169	79	7
\$275,001 - \$375,000	319	20.19%	56.9	11	141	153	14
\$375,001 - \$500,000	278	17.59%	59.2	6	98	150	24
\$500,001 - \$675,000	228	14.43%	67.9	1	40	150	37
\$675,001 and up	157	9.94%	72.8	1	29	62	65
<b>Total Active Inventory by Units</b>	<b>1,580</b>			<b>117</b>	<b>683</b>	<b>630</b>	<b>150</b>
<b>Total Active Inventory by Volume</b>	<b>669,412,844</b>	<b>100%</b>	<b>56.8</b>	<b>20.21M</b>	<b>218.82M</b>	<b>292.57M</b>	<b>137.81M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$423,679</b>			<b>\$172,754</b>	<b>\$320,376</b>	<b>\$464,396</b>	<b>\$918,765</b>

# September 2022



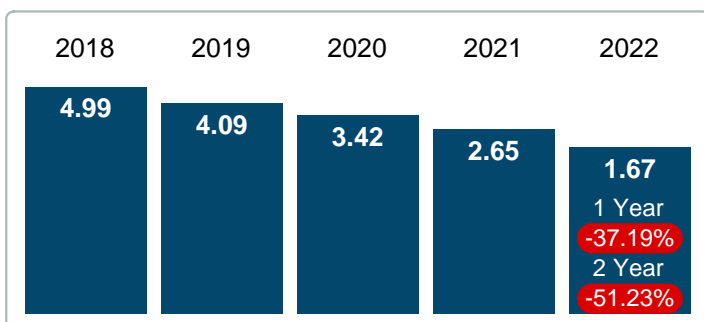
Area Delimited by County Of Tulsa - Residential Property Type



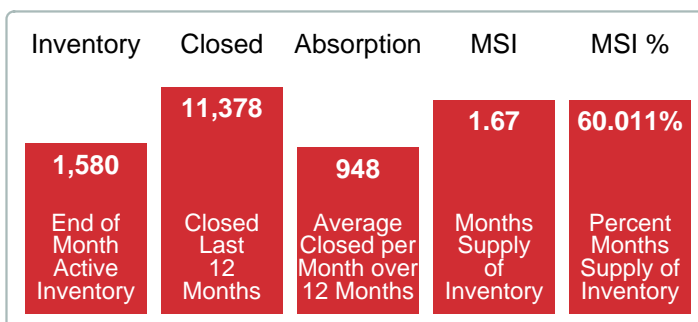
## MONTHS SUPPLY of INVENTORY (MSI)

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

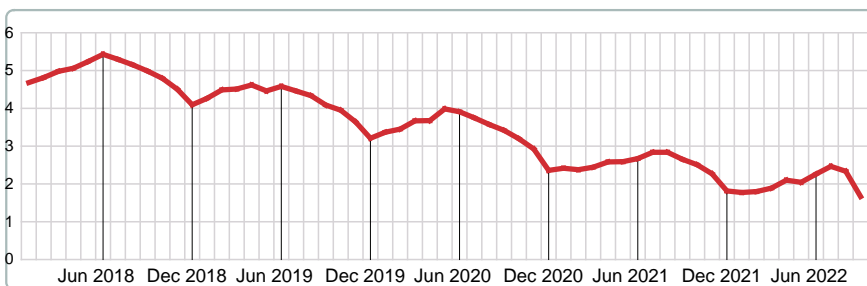
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022

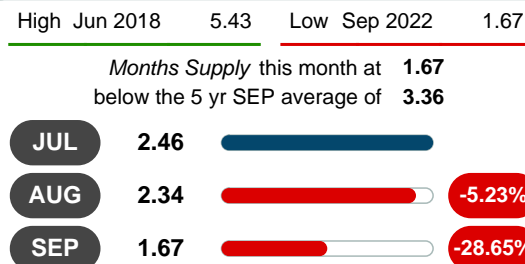


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 3.36



### 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	113	7.15%	0.91	0.80	0.92	1.79	2.40
\$125,001 - \$200,000	217	13.73%	1.02	1.16	0.94	1.38	1.71
\$200,001 - \$275,000	268	16.96%	1.13	0.80	1.04	1.45	1.56
\$275,001 - \$375,000	319	20.19%	1.83	1.45	1.89	1.85	1.54
\$375,001 - \$500,000	278	17.59%	2.54	2.32	2.93	2.46	1.92
\$500,001 - \$675,000	228	14.43%	4.22	2.00	4.21	4.57	3.29
\$675,001 and up	157	9.94%	4.41	3.00	7.10	3.38	5.06
Market Supply of Inventory (MSI)			1.67	0.99	1.35	2.30	2.90
Total Active Inventory by Units		100%	1,580	117	683	630	150

# September 2022



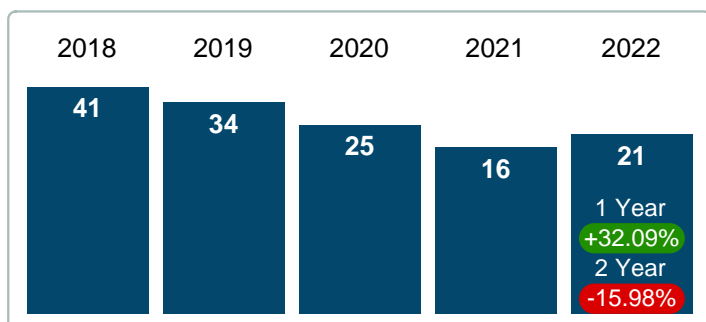
Area Delimited by County Of Tulsa - Residential Property Type



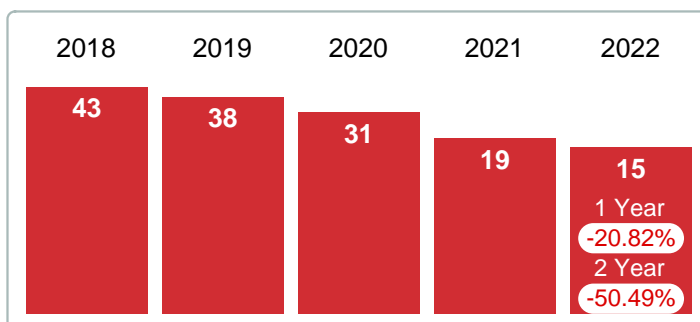
## AVERAGE DAYS ON MARKET TO SALE

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

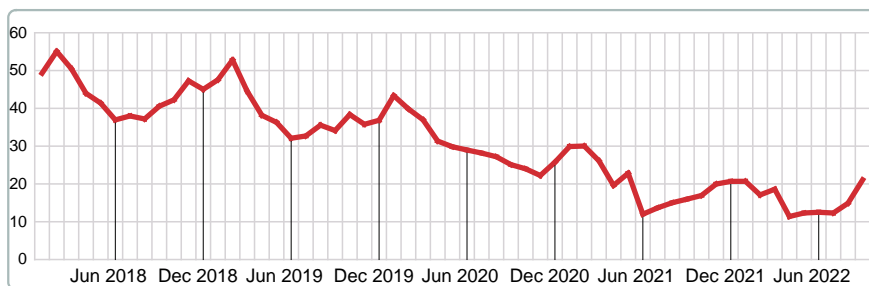
### SEPTEMBER



### YEAR TO DATE (YTD)

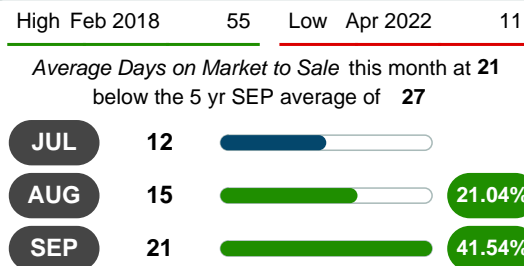


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 27



### 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	9.07%	16	18	13	7	0
\$100,001 - \$150,000	8.19%	18	14	17	37	0
\$150,001 - \$200,000	16.15%	15	13	14	18	50
\$200,001 - \$275,000	24.23%	18	22	18	13	34
\$275,001 - \$375,000	18.92%	17	15	13	20	28
\$375,001 - \$500,000	12.39%	29	1	27	35	19
\$500,001 and up	11.06%	42	227	39	43	34
Average Closed DOM		21	18	17	28	29
Total Closed Units	100%	21	103	504	240	57
Total Closed Volume		274,834,102	14.50M	125.07M	104.07M	31.20M



# September 2022



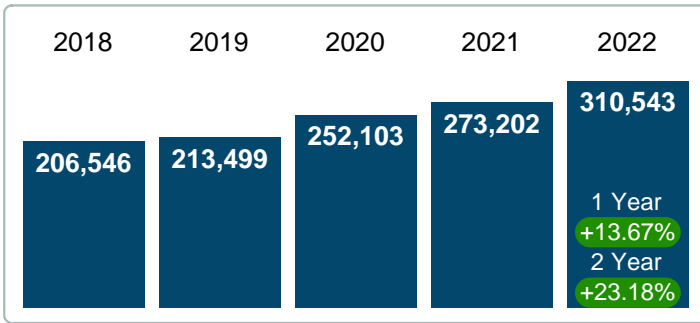
Area Delimited by County Of Tulsa - Residential Property Type



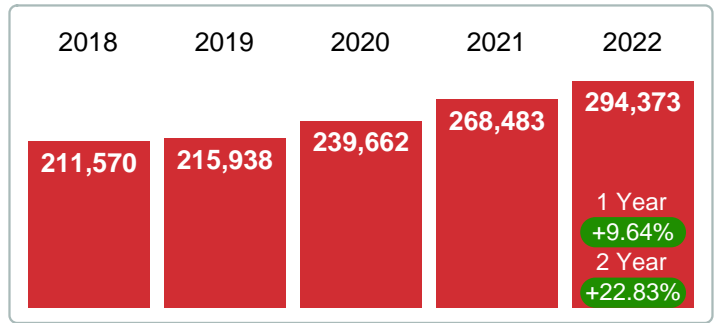
## AVERAGE LIST PRICE AT CLOSING

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

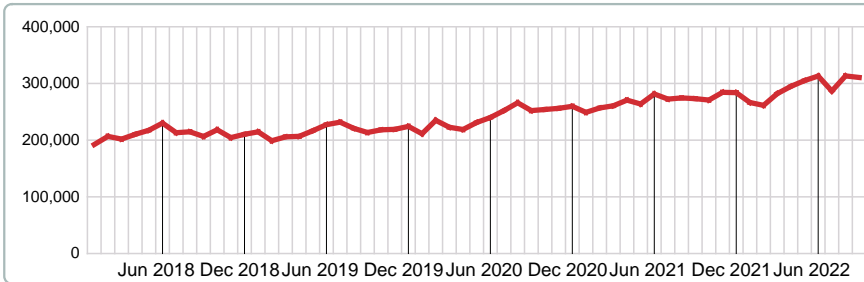
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

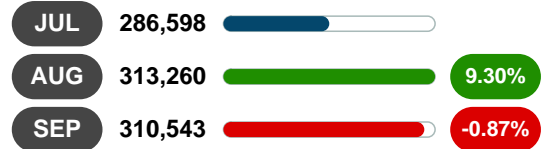


### 3 MONTHS

5 year SEP AVG = 251,179

High Aug 2022 313,260 Low Jan 2018 192,234

Average List Price at Closing this month at **310,543**  
above the 5 yr SEP average of **251,179**



### 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	78	8.63%	71,787	87,563	76,297	45,000	0
\$100,001 - \$150,000	82	9.07%	130,895	128,600	131,927	138,828	0
\$150,001 - \$200,000	137	15.15%	177,809	199,619	187,845	182,767	173,450
\$200,001 - \$275,000	219	24.23%	241,210	238,433	240,488	245,851	249,983
\$275,001 - \$375,000	167	18.47%	319,401	303,486	317,145	325,387	334,217
\$375,001 - \$500,000	117	12.94%	432,477	435,000	426,356	440,850	448,205
\$500,001 and up	104	11.50%	800,709	703,500	754,342	767,584	943,080
<b>Average List Price</b>			<b>310,543</b>	156,385	251,388	439,937	567,342
<b>Total Closed Units</b>			<b>904</b>	103	504	240	57
<b>Total Closed Volume</b>			<b>280,730,871</b>	16.11M	126.70M	105.58M	32.34M

# September 2022



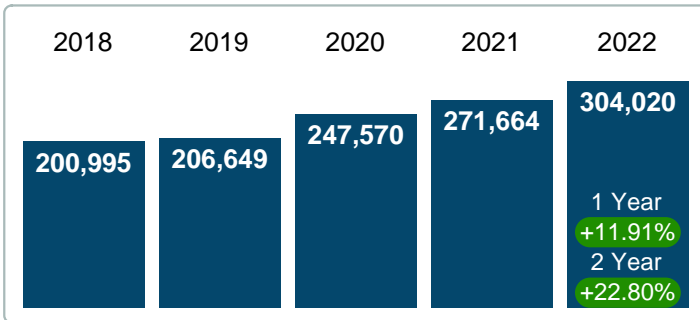
Area Delimited by County Of Tulsa - Residential Property Type



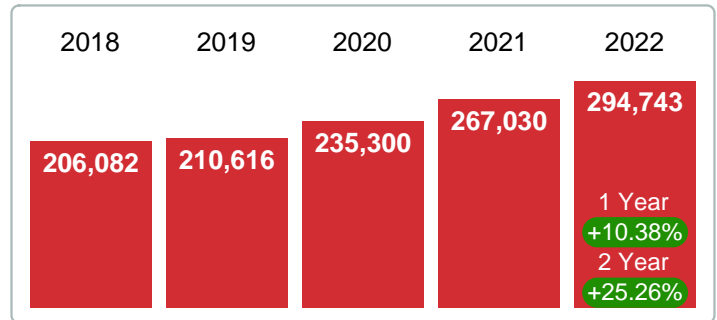
## AVERAGE SOLD PRICE AT CLOSING

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

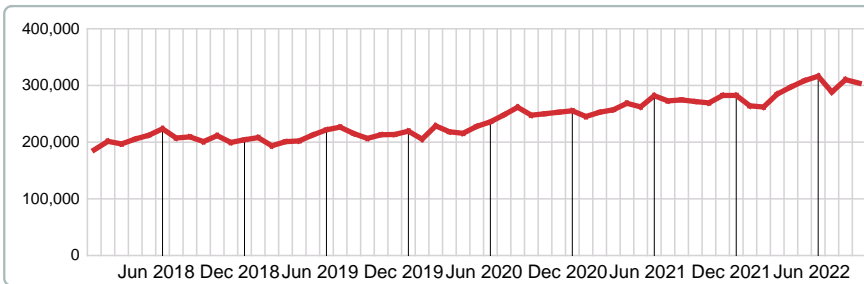
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

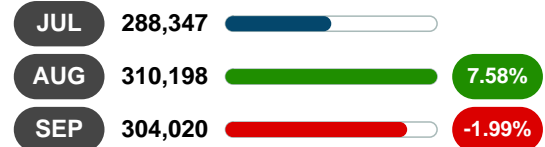


### 3 MONTHS

5 year SEP AVG = 246,180

High Jun 2022 316,311 Low Jan 2018 186,418

Average Sold Price at Closing this month at **304,020** above the 5 yr SEP average of **246,180**



### 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	9.07%	70,238	68,807	72,426	45,000	0
\$100,001 - \$150,000	8.19%	129,680	127,900	129,767	134,718	0
\$150,001 - \$200,000	16.15%	176,408	171,261	176,906	183,556	169,950
\$200,001 - \$275,000	24.23%	240,635	227,833	240,479	243,463	246,733
\$275,001 - \$375,000	18.92%	319,702	298,700	316,283	324,331	326,308
\$375,001 - \$500,000	12.39%	433,038	425,300	426,300	434,950	444,801
\$500,001 and up	11.06%	778,543	630,000	750,375	751,074	895,065
<b>Average Sold Price</b>		<b>304,020</b>	<b>140,746</b>	<b>248,145</b>	<b>433,639</b>	<b>547,350</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>904</b>	<b>103</b>	<b>504</b>	<b>240</b>	<b>57</b>
<b>Total Closed Volume</b>		<b>274,834,102</b>	<b>14.50M</b>	<b>125.07M</b>	<b>104.07M</b>	<b>31.20M</b>

# September 2022



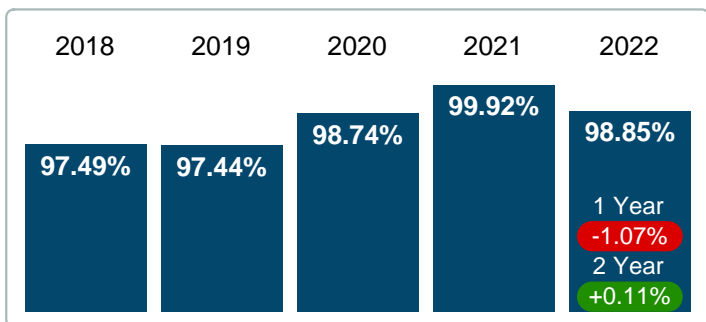
Area Delimited by County Of Tulsa - Residential Property Type



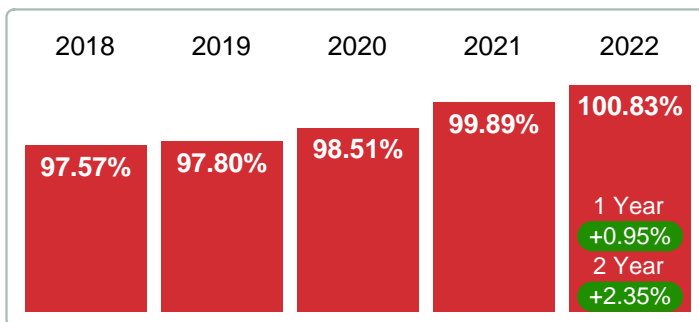
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

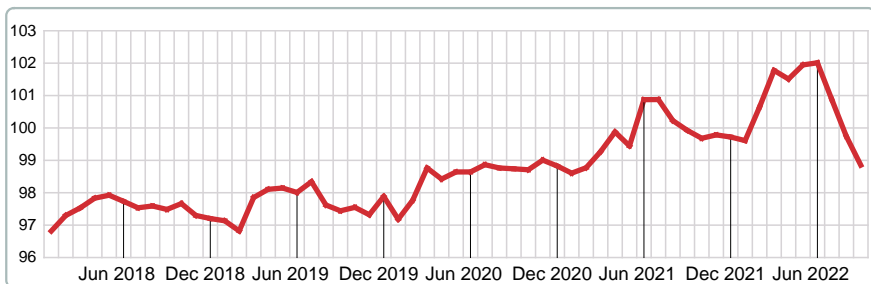
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

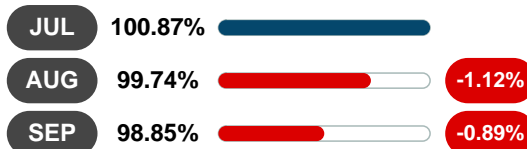


### 3 MONTHS

5 year SEP AVG = 98.49%

High Jun 2022 102.01% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.85%**  
 above the 5 yr SEP average of **98.49%**



### 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	82	9.07%	94.86%	94.04%	95.62%	100.00%	0.00%
\$100,001 - \$150,000	74	8.19%	98.81%	99.67%	98.67%	97.02%	0.00%
\$150,001 - \$200,000	146	16.15%	98.32%	95.79%	98.60%	100.69%	97.97%
\$200,001 - \$275,000	219	24.23%	99.75%	95.98%	100.13%	99.12%	98.76%
\$275,001 - \$375,000	171	18.92%	99.70%	98.49%	100.05%	99.76%	97.70%
\$375,001 - \$500,000	112	12.39%	99.33%	97.77%	100.02%	98.79%	99.32%
\$500,001 and up	100	11.06%	98.98%	89.55%	102.96%	98.62%	97.15%
Average Sold/List Ratio		98.90%		96.07%	99.38%	99.12%	98.11%
Total Closed Units		904	100%	103	504	240	57
Total Closed Volume		274,834,102		14.50M	125.07M	104.07M	31.20M

# September 2022



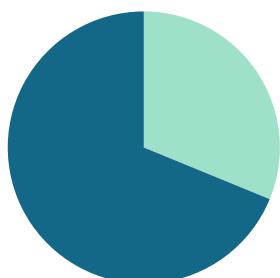
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

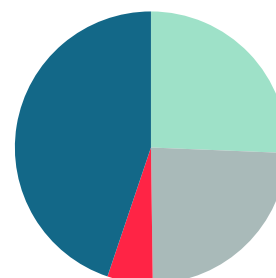


**Inventory**  
 New Listings  
**1,027 = 31.20%**  
 Start Inventory  
**2,265**  
 Total Inventory Units  
**3,292**  
 Volume  
**\$1,216,585,554**

### Market Activity

Closed Sales  
**904 = 25.65%**  
 Pending Sales  
**851 = 24.14%**  
 Other Off Market  
**190 = 5.39%**  
 Active Inventory  
**1,580 = 44.82%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,159	904	-22.00%	9,130	8,295	-9.15%
Pending Sales	1,067	851	-20.24%	9,748	8,400	-13.83%
New Listings	1,136	1,027	-9.60%	10,768	10,064	-6.54%
Average List Price	273,202	310,543	13.67%	268,483	294,373	9.64%
Average Sale Price	271,664	304,020	11.91%	267,030	294,743	10.38%
Average Percent of Selling Price to List Price	99.92%	98.85%	-1.07%	99.89%	100.83%	0.95%
Average Days on Market to Sale	15.97	21.10	32.09%	19.47	15.42	-20.82%
Monthly Inventory	2,695	1,580	-41.37%	2,695	1,580	-41.37%
Months Supply of Inventory	2.66	1.67	-37.31%	2.66	1.67	-37.31%

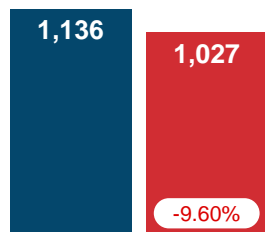
**Absorption:** Last 12 months, an Average of **948** Sales/Month

**Inventory** on September 30, 2022 = **1,580** 2021 2022

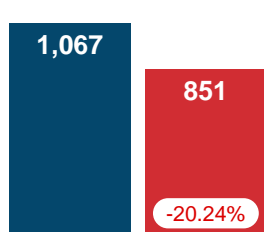
### SEPTEMBER MARKET

### AVERAGE PRICES

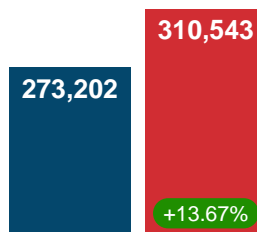
#### New Listings



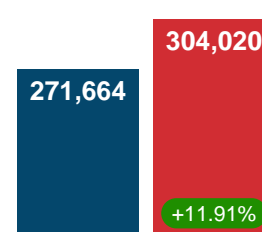
#### Pending Listings



#### List Price



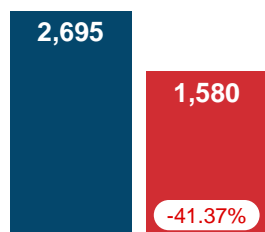
#### Sale Price



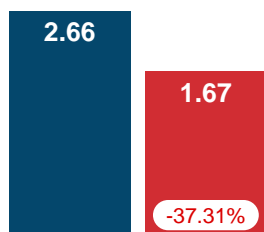
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

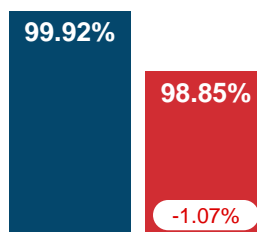
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

