

November 2022



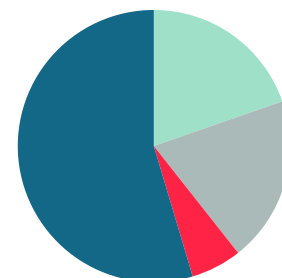
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 12, 2022 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	1,462	925	-36.73%
Pending Listings	1,376	926	-32.70%
New Listings	1,396	1,132	-18.91%
Average List Price	274,850	287,312	4.53%
Average Sale Price	272,987	283,923	4.01%
Average Percent of Selling Price to List Price	99.94%	98.52%	-1.43%
Average Days on Market to Sale	20.73	24.76	19.44%
End of Month Inventory	3,759	2,568	-31.68%
Months Supply of Inventory	2.53	1.95	-23.21%



■ Closed (19.67%)
■ Pending (19.69%)
■ Other OffMarket (6.02%)
■ Active (54.62%)

Absorption: Last 12 months, an Average of **1,319** Sales/Month
Active Inventory as of November 30, 2022 = **2,568**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2022 decreased **31.68%** to 2,568 existing homes available for sale. Over the last 12 months this area has had an average of 1,319 closed sales per month. This represents an unsold inventory index of **1.95** 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 **4.01%** in November 2022 to \$283,923 versus the previous year at \$272,987.

Average Days on Market Lengthens

The average number of **24.76** days that homes spent on the market before selling increased by 4.03 days or **19.44%** in November 2022 compared to last year's same month at **20.73** DOM.

Sales Success for November 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 1,132 New Listings in November 2022, down **18.91%** from last year at 1,396. Furthermore, there were 925 Closed Listings this month versus last year at 1,462, a **-36.73%** decrease.

Closed versus Listed trends yielded a **81.7%** ratio, down from previous year's, November 2021, at **104.7%**, a **21.98%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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

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

November 2022



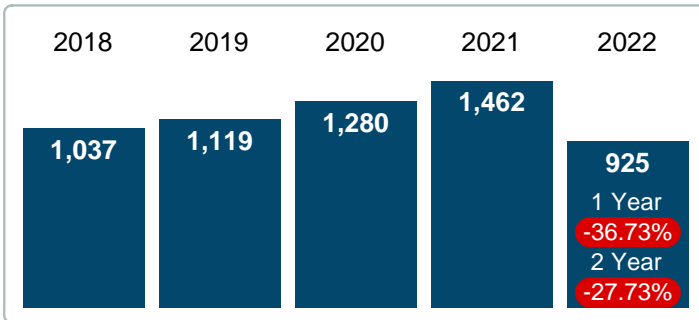
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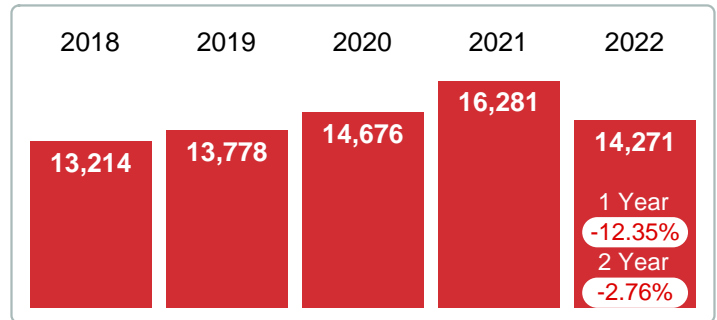
CLOSED LISTINGS

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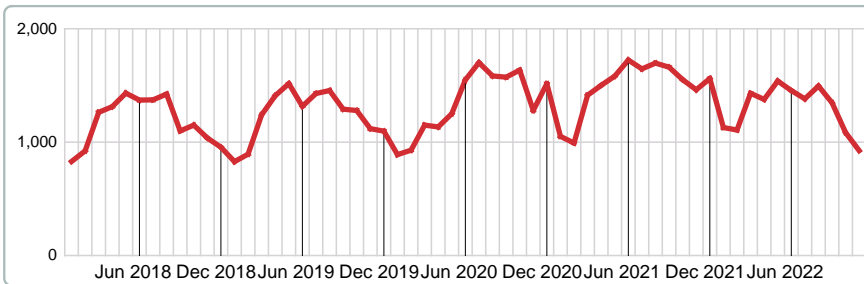
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

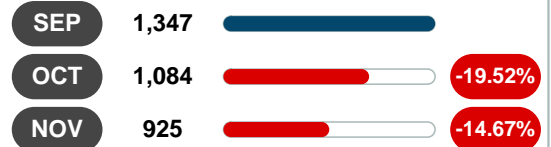


3 MONTHS

5 year NOV AVG = 1,165

High Jun 2021 1,724 Low Jan 2019 828

Closed Listings this month at 925 below the 5 yr NOV average of 1,165



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	76	8.22%	19.4	44	29	3	0
\$100,001 - \$150,000	102	11.03%	24.1	25	69	8	0
\$150,001 - \$200,000	168	18.16%	17.6	20	127	19	2
\$200,001 - \$275,000	201	21.73%	19.4	6	153	39	3
\$275,001 - \$350,000	147	15.89%	32.4	3	75	62	7
\$350,001 - \$500,000	135	14.59%	28.8	4	47	72	12
\$500,001 and up	96	10.38%	35.8	2	19	56	19
Total Closed Units	925			104	519	259	43
Total Closed Volume	262,628,724	100%	24.8	14.62M	123.23M	102.94M	21.84M
Average Closed Price	\$283,923			\$140,537	\$237,447	\$397,456	\$507,834

November 2022



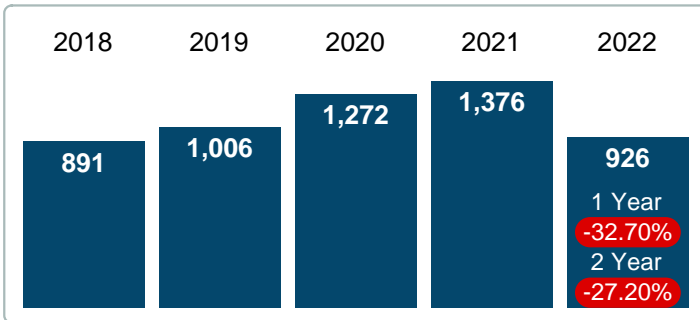
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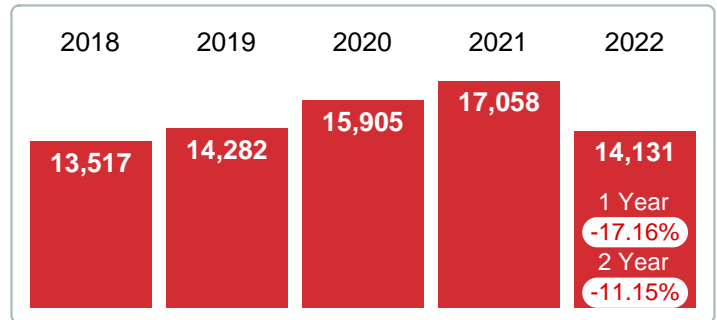
PENDING LISTINGS

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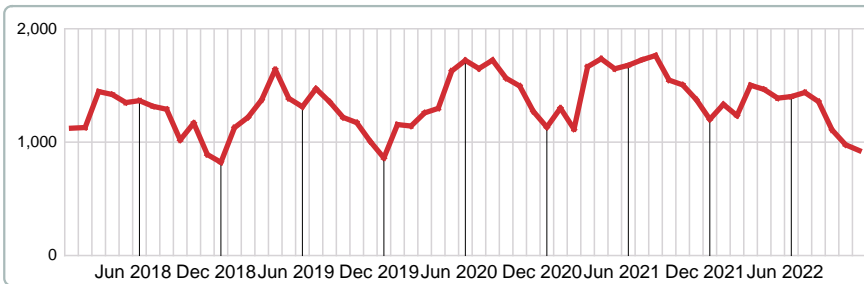
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

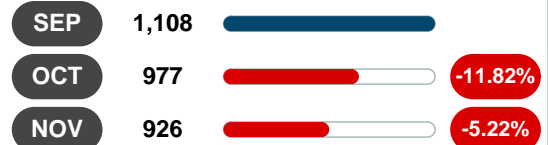


3 MONTHS

5 year NOV AVG = 1,094

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at **926**
below the 5 yr NOV average of **1,094**



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	91	9.83%	35.9	46	39	4	2
\$100,001 - \$150,000	93	10.04%	34.4	27	56	10	0
\$150,001 - \$200,000	164	17.71%	36.5	19	127	15	3
\$200,001 - \$275,000	211	22.79%	35.8	10	152	43	6
\$275,001 - \$350,000	143	15.44%	42.9	9	65	58	11
\$350,001 - \$500,000	129	13.93%	45.3	3	48	70	8
\$500,001 and up	95	10.26%	35.6	4	16	57	18
Total Pending Units	926			118	503	257	48
Total Pending Volume	264,273,695	100%	28.6	18.79M	118.79M	97.43M	29.25M
Average Listing Price	\$240,171			\$159,266	\$236,171	\$379,123	\$609,406

November 2022



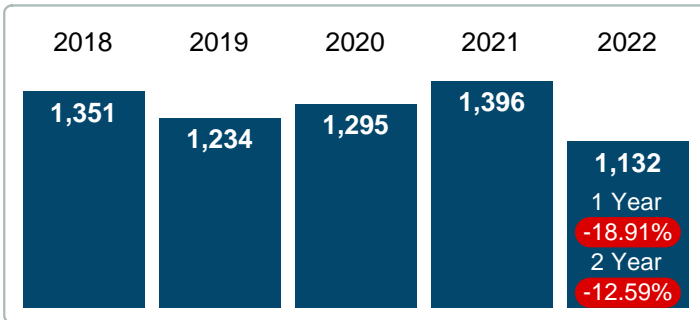
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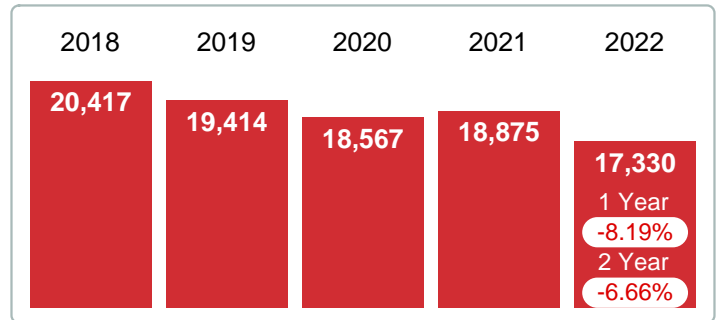
NEW LISTINGS

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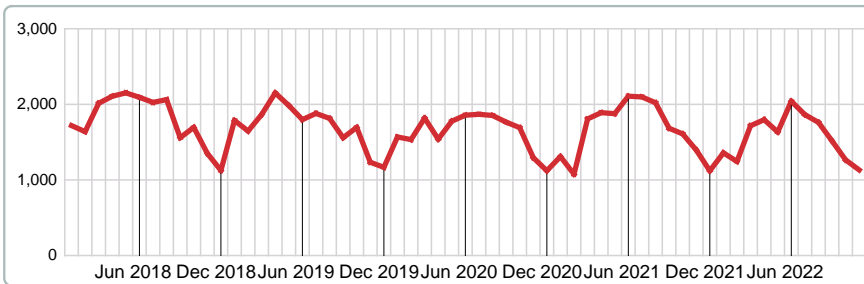
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

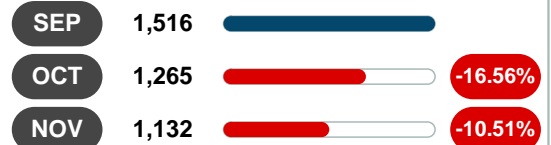


3 MONTHS

5 year NOV AVG = 1,282

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

New Listings this month at 1,132
 below the 5 yr NOV average of 1,282



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	100	8.83%	57	40	2	1
\$100,001 - \$150,000	105	9.28%	36	63	6	0
\$150,001 - \$200,000	160	14.13%	19	125	15	1
\$200,001 - \$325,000	345	30.48%	17	231	89	8
\$325,001 - \$400,000	161	14.22%	6	71	72	12
\$400,001 - \$550,000	145	12.81%	5	41	89	10
\$550,001 and up	116	10.25%	5	22	59	30
Total New Listed Units	1,132		145	593	332	62
Total New Listed Volume	361,620,624	100%	26.79M	154.08M	138.55M	42.20M
Average New Listed Listing Price	\$257,880		\$184,779	\$259,823	\$417,333	\$680,614



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

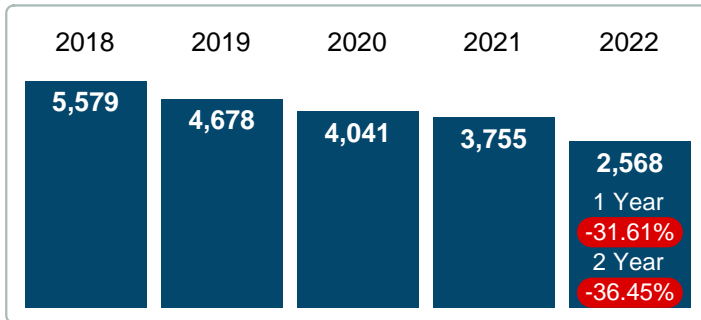


November 2022

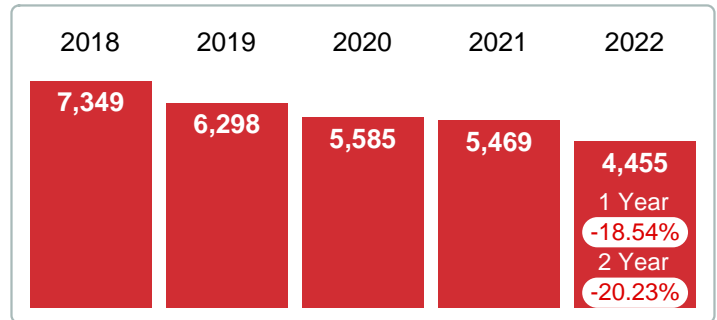
ACTIVE INVENTORY

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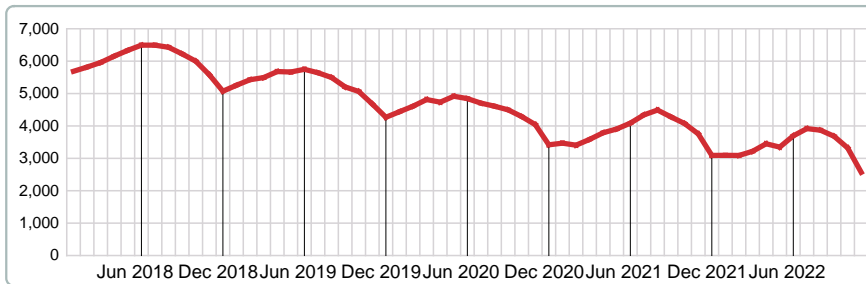
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

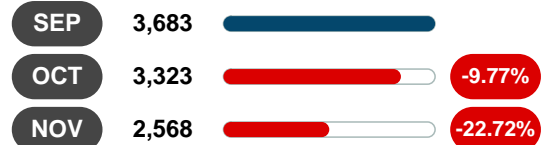


3 MONTHS

5 year NOV AVG = 4,124

High Jun 2018 6,494 Low Nov 2022 2,568

Inventory this month at 2,568 below the 5 yr NOV average of 4,124



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	247	9.62%	78.4	111	107	22	7
\$125,001 - \$175,000	229	8.92%	55.4	53	155	18	3
\$175,001 - \$250,000	466	18.15%	54.9	30	330	94	12
\$250,001 - \$375,000	596	23.21%	69.2	23	297	245	31
\$375,001 - \$500,000	424	16.51%	73.5	8	153	225	38
\$500,001 - \$650,000	340	13.24%	97.8	6	71	212	51
\$650,001 and up	266	10.36%	91.4	4	64	113	85
Total Active Inventory by Units			2,568	235	1,177	929	227
Total Active Inventory by Volume			1,048,572,177	44.60M	381.91M	437.53M	184.53M
Average Active Inventory Listing Price			\$408,322	\$189,796	\$324,482	\$470,965	\$812,901

November 2022



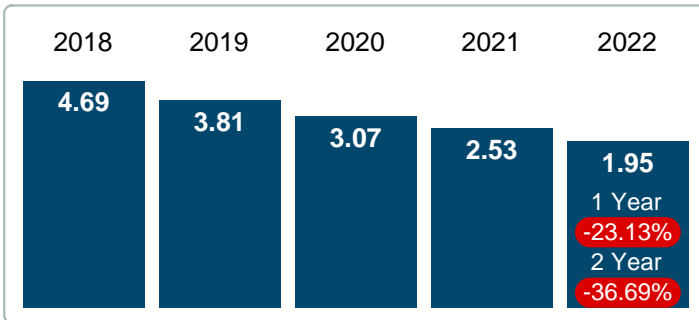
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



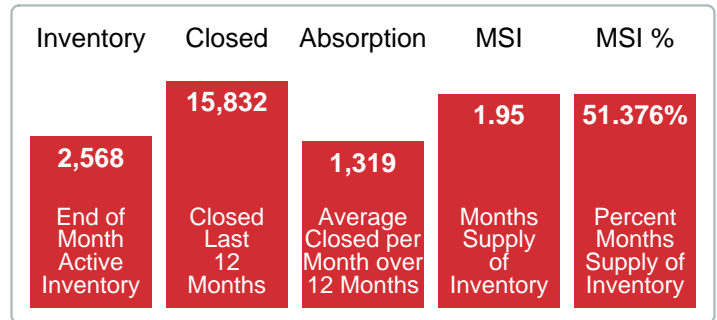
MONTHS SUPPLY of INVENTORY (MSI)

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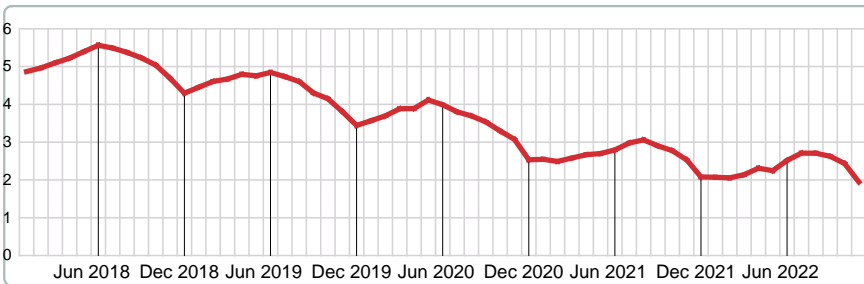
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

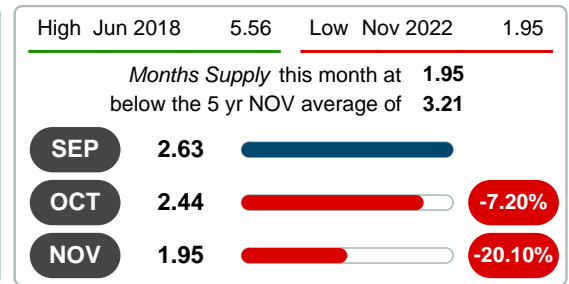


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.21



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	247	9.62%	1.40	1.37	1.24	2.75	7.00
\$125,001 - \$175,000	229	8.92%	1.23	1.62	1.14	1.06	3.27
\$175,001 - \$250,000	466	18.15%	1.34	1.24	1.26	1.65	2.72
\$250,001 - \$375,000	596	23.21%	1.78	1.80	1.69	1.83	2.64
\$375,001 - \$500,000	424	16.51%	2.82	1.96	3.03	2.79	2.52
\$500,001 - \$650,000	340	13.24%	4.77	8.00	4.92	4.85	4.11
\$650,001 and up	266	10.36%	4.96	9.60	8.93	3.96	4.86
Market Supply of Inventory (MSI)			1.95	1.51	1.61	2.52	3.60
Total Active Inventory by Units		100%	1.95	235	1,177	929	227

November 2022



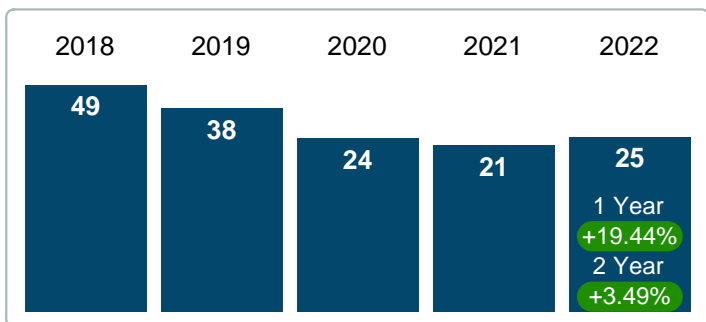
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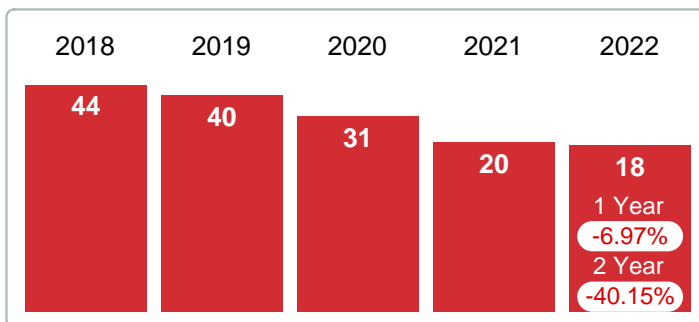
AVERAGE DAYS ON MARKET TO SALE

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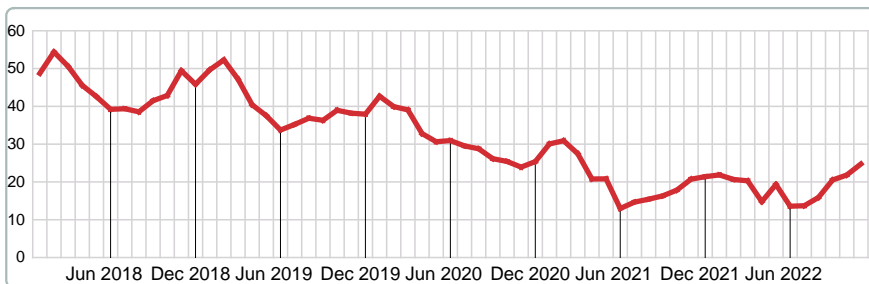
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

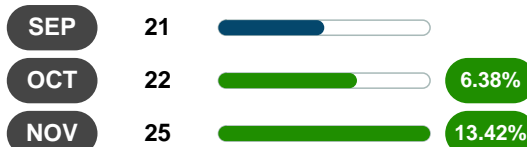


3 MONTHS

5 year NOV AVG = 31

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 25 below the 5 yr NOV average of 31



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 76	8.22%	19	23	11	45	0
\$100,001 - \$150,000 102	11.03%	24	24	22	45	0
\$150,001 - \$200,000 168	18.16%	18	18	18	15	17
\$200,001 - \$275,000 201	21.73%	19	23	17	24	66
\$275,001 - \$350,000 147	15.89%	32	50	32	30	53
\$350,001 - \$500,000 135	14.59%	29	38	30	25	43
\$500,001 and up 96	10.38%	36	29	53	31	32
Average Closed DOM		25	24	22	28	40
Total Closed Units	100%	25	104	519	259	43
Total Closed Volume		262,628,724	14.62M	123.23M	102.94M	21.84M

November 2022



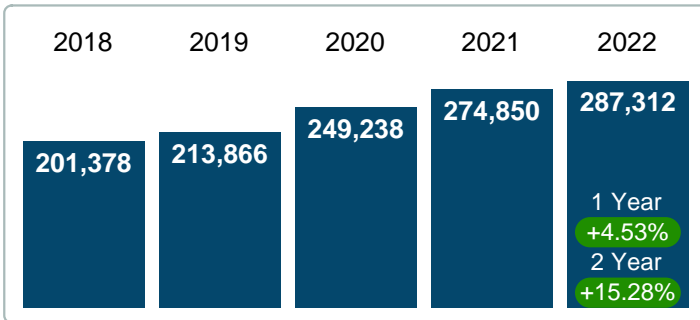
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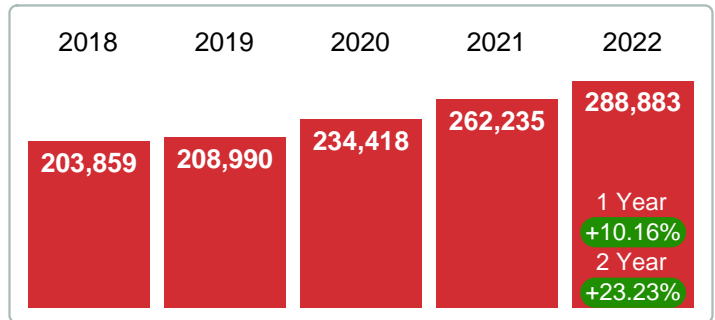
AVERAGE LIST PRICE AT CLOSING

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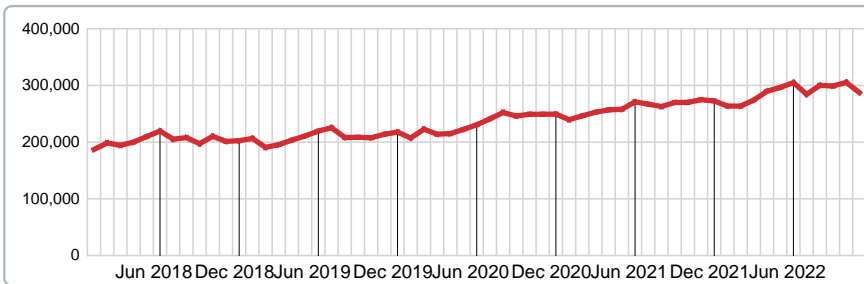
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

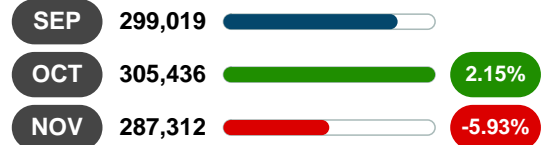


3 MONTHS

5 year NOV AVG = 245,329

High Oct 2022 305,436 Low Jan 2018 187,169

Average List Price at Closing this month at **287,312** above the 5 yr NOV average of **245,329**



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	70	7.57%	68,613	68,460	76,162	94,633	0
\$100,001 - \$150,000	101	10.92%	131,129	130,244	136,383	140,813	0
\$150,001 - \$200,000	172	18.59%	178,545	177,565	180,292	181,389	199,700
\$200,001 - \$275,000	197	21.30%	237,144	257,067	236,487	244,782	239,167
\$275,001 - \$350,000	144	15.57%	312,525	310,112	310,705	324,088	323,686
\$350,001 - \$500,000	150	16.22%	417,220	439,750	414,832	416,550	440,891
\$500,001 and up	91	9.84%	689,045	552,175	593,316	701,930	703,503
Average List Price			287,312	145,728	240,408	400,759	512,557
Total Closed Units			925	104	519	259	43
Total Closed Volume			265,763,864	15.16M	124.77M	103.80M	22.04M

November 2022



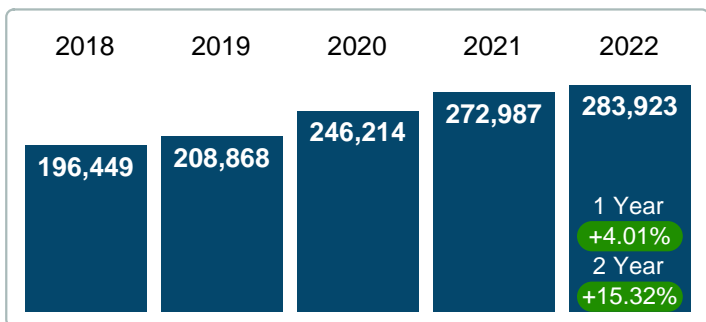
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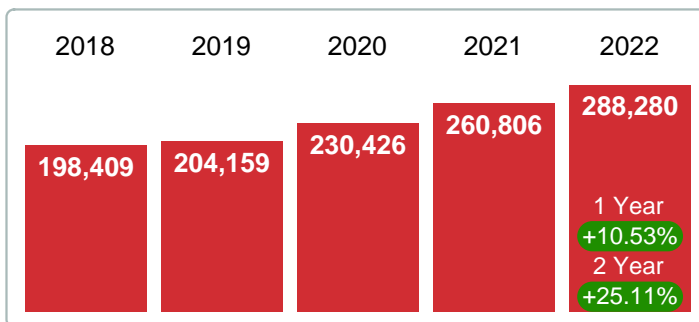
AVERAGE SOLD PRICE AT CLOSING

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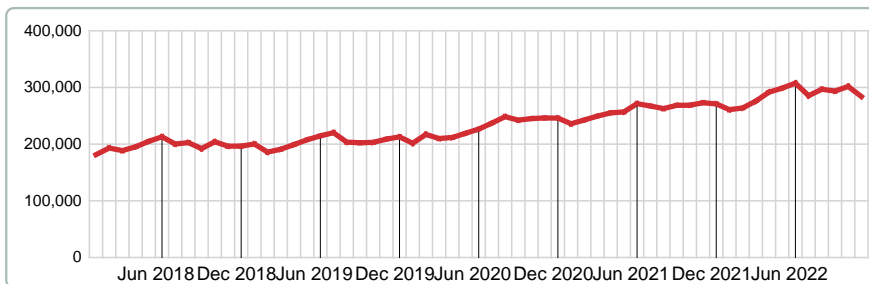
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 241,688

High Jun 2022 307,534 Low Jan 2018 181,456

Average Sold Price at Closing this month at **283,923** above the 5 yr NOV average of **241,688**

- SEP 293,672
- OCT 301,803 +2.77%
- NOV 283,923 -5.92%

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 76	8.22%	67,556	64,910	70,378	79,083	0
\$100,001 - \$150,000 102	11.03%	130,593	127,776	131,233	133,875	0
\$150,001 - \$200,000 168	18.16%	177,187	171,053	177,980	176,632	193,500
\$200,001 - \$275,000 201	21.73%	236,431	238,700	235,243	240,980	233,333
\$275,001 - \$350,000 147	15.89%	312,754	300,446	307,173	319,849	315,000
\$350,001 - \$500,000 135	14.59%	416,520	426,623	412,166	414,488	442,401
\$500,001 and up 96	10.38%	673,738	552,175	585,975	700,087	696,635
Average Sold Price		283,923	140,537	237,447	397,456	507,834
Total Closed Units		925	104	519	259	43
Total Closed Volume		262,628,724	14.62M	123.23M	102.94M	21.84M

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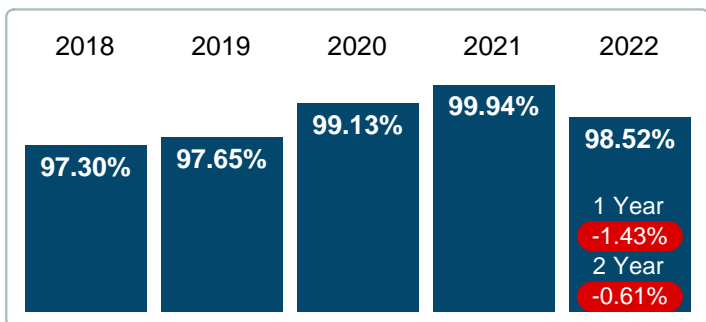
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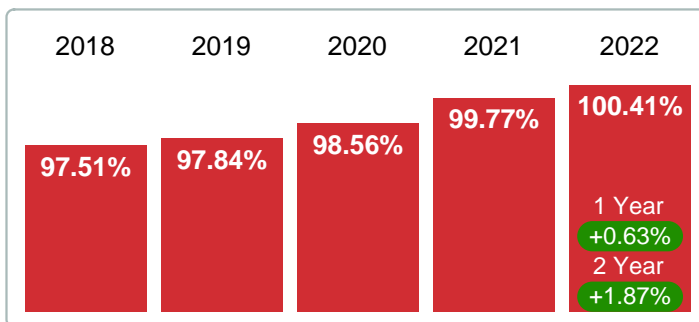
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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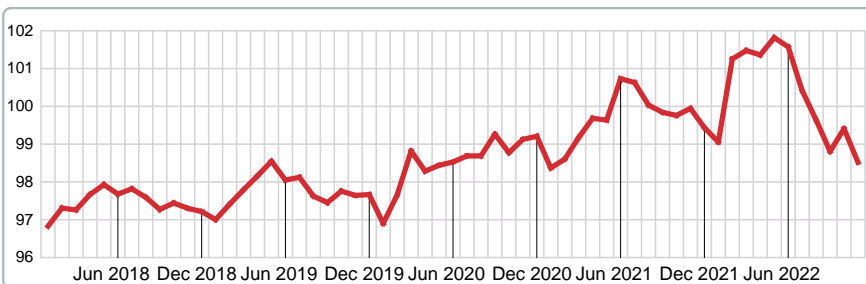
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

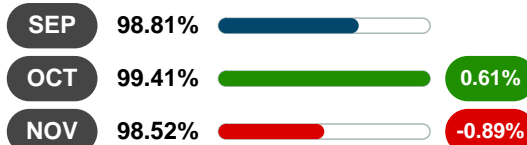


3 MONTHS

5 year NOV AVG = 98.51%

High May 2022 101.82% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **98.52%** equal to 5 yr NOV average of **98.51%**



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	76	8.22%	94.00%	94.96%	93.24%	87.45%	0.00%
\$100,001 - \$150,000	102	11.03%	97.05%	98.33%	96.82%	95.06%	0.00%
\$150,001 - \$200,000	168	18.16%	98.59%	96.57%	98.89%	98.87%	96.90%
\$200,001 - \$275,000	201	21.73%	99.20%	94.24%	99.56%	98.70%	97.57%
\$275,001 - \$350,000	147	15.89%	98.82%	97.03%	98.98%	98.86%	97.40%
\$350,001 - \$500,000	135	14.59%	99.48%	96.82%	99.49%	99.49%	100.31%
\$500,001 and up	96	10.38%	100.29%	100.00%	99.11%	100.92%	99.65%
Average Sold/List Ratio		98.50%		96.26%	98.57%	99.21%	99.19%
Total Closed Units		925	100%	104	519	259	43
Total Closed Volume		262,628,724		14.62M	123.23M	102.94M	21.84M

November 2022



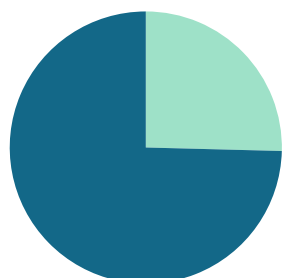
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Dec 12, 2022 for MLS Technology Inc.

INVENTORY

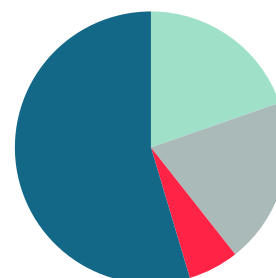


Inventory
 New Listings
1,132 = 25.41%
 Start Inventory
3,323
 Total Inventory Units
4,455
 Volume
\$1,607,052,314

Market Activity

Closed Sales
925 = 19.67%
 Pending Sales
926 = 19.69%
 Other Off Market
283 = 6.02%
 Active Inventory
2,568 = 54.62%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,462	925	-36.73%	16,281	14,271	-12.35%
Pending Sales	1,376	926	-32.70%	17,058	14,131	-17.16%
New Listings	1,396	1,132	-18.91%	18,875	17,330	-8.19%
Average List Price	274,850	287,312	+4.53%	262,235	288,883	+10.16%
Average Sale Price	272,987	283,923	+4.01%	260,806	288,280	+10.53%
Average Percent of Selling Price to List Price	99.94%	98.52%	-1.43%	99.77%	100.41%	+0.63%
Average Days on Market to Sale	20.73	24.76	+19.44%	19.84	18.46	-6.97%
Monthly Inventory	3,759	2,568	-31.68%	3,759	2,568	-31.68%
Months Supply of Inventory	2.53	1.95	-23.21%	2.53	1.95	-23.21%

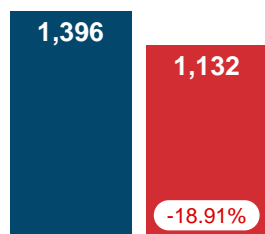
Absorption: Last 12 months, an Average of **1,319** Sales/Month

Inventory on November 30, 2022 = **2,568** 2021 2022

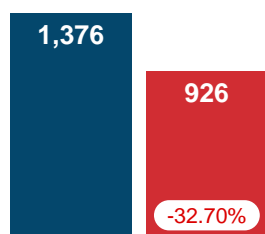
NOVEMBER MARKET

AVERAGE PRICES

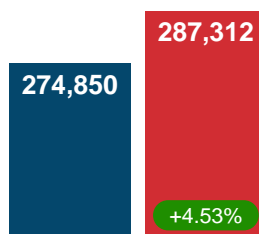
New Listings



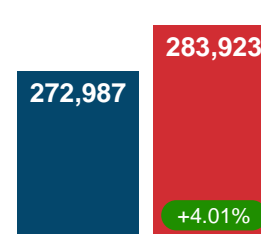
Pending Listings



List Price



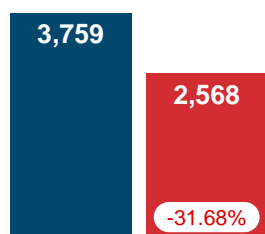
Sale Price



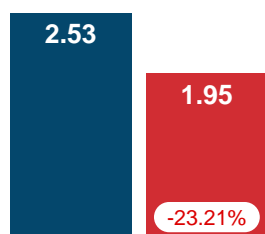
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

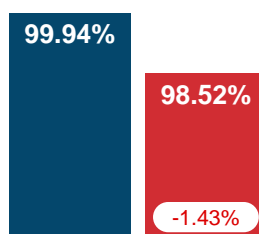
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

