

November 2022



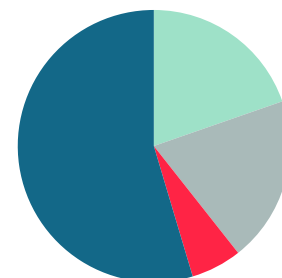
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	November 2022	+/-%
Closed Listings	1,462	925	-36.73%
Pending Listings	1,376	926	-32.70%
New Listings	1,396	1,132	-18.91%
Median List Price	225,268	244,000	8.32%
Median Sale Price	227,750	240,000	5.38%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	11.00	57.14%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **5.38%** in November 2022 to \$240,000 versus the previous year at \$227,750.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 4.00 days or **57.14%** in November 2022 compared to last year's same month at **7.00** DOM.

Sales Success for November 2022 is Positive

Overall, with Median 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.

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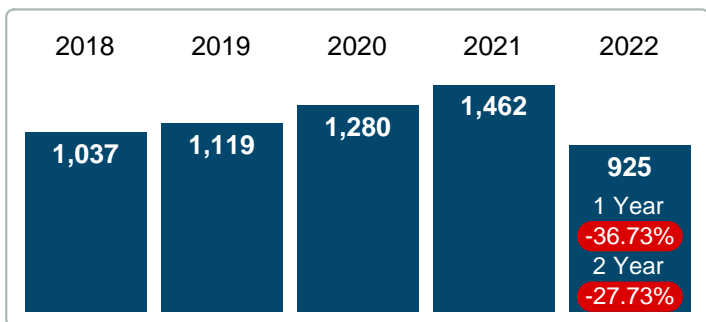
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



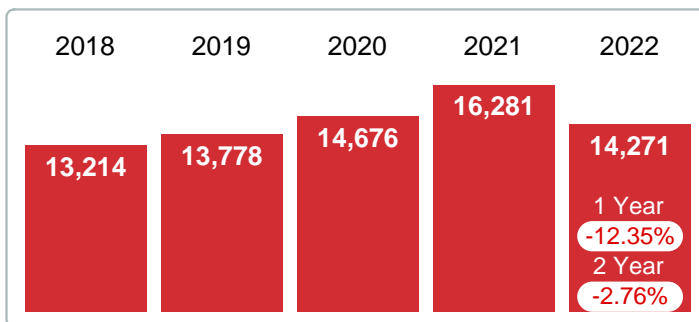
CLOSED LISTINGS

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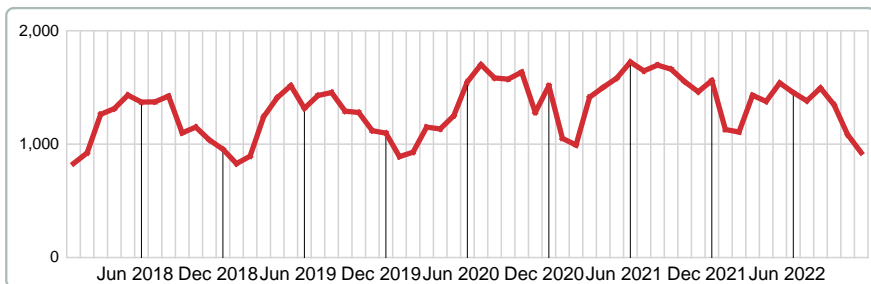
NOVEMBER



YEAR TO DATE (YTD)

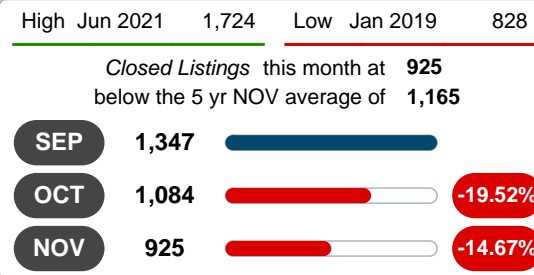


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,165



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	76	8.22%	8.0	44	29	3	0
\$100,001 - \$150,000	102	11.03%	10.0	25	69	8	0
\$150,001 - \$200,000	168	18.16%	10.0	20	127	19	2
\$200,001 - \$275,000	201	21.73%	10.0	6	153	39	3
\$275,001 - \$350,000	147	15.89%	18.0	3	75	62	7
\$350,001 - \$500,000	135	14.59%	15.0	4	47	72	12
\$500,001 and up	96	10.38%	12.5	2	19	56	19
Total Closed Units	925			104	519	259	43
Total Closed Volume	262,628,724	100%	11.0	14.62M	123.23M	102.94M	21.84M
Median Closed Price	\$240,000			\$119,950	\$219,000	\$350,000	\$475,000

November 2022



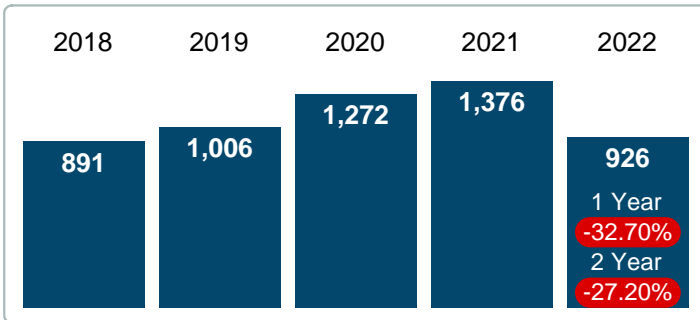
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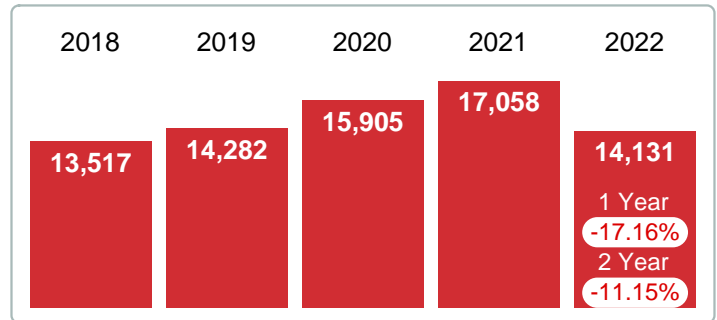
PENDING LISTINGS

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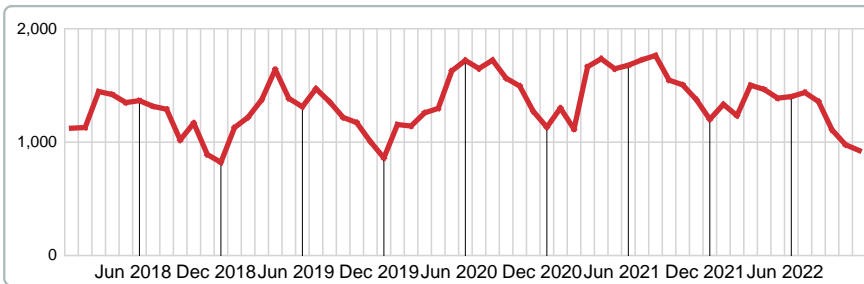
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

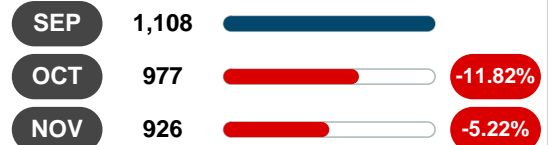


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	91	9.83%	23.0	46	39	4	2
\$100,001 - \$150,000	93	10.04%	13.0	27	56	10	0
\$150,001 - \$200,000	164	17.71%	26.0	19	127	15	3
\$200,001 - \$275,000	211	22.79%	25.0	10	152	43	6
\$275,001 - \$350,000	143	15.44%	26.0	9	65	58	11
\$350,001 - \$500,000	129	13.93%	31.0	3	48	70	8
\$500,001 and up	95	10.26%	16.0	4	16	57	18
Total Pending Units	926			118	503	257	48
Total Pending Volume	264,273,695	100%	24.0	18.79M	118.79M	97.43M	29.25M
Median Listing Price	\$239,000			\$126,750	\$215,000	\$350,000	\$415,000

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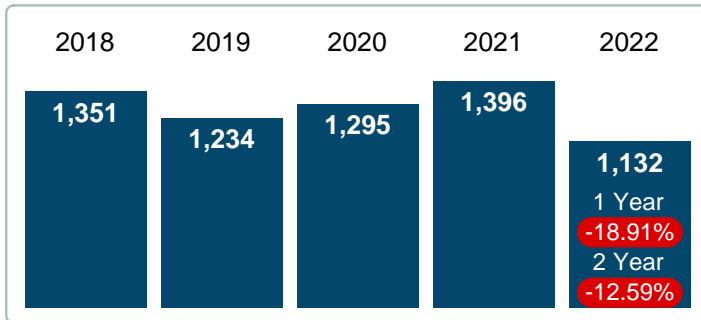
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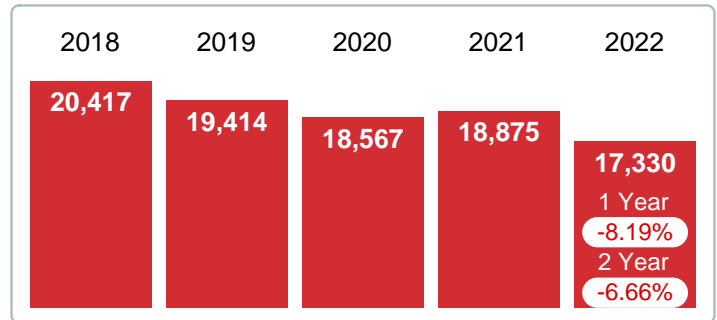
NEW LISTINGS

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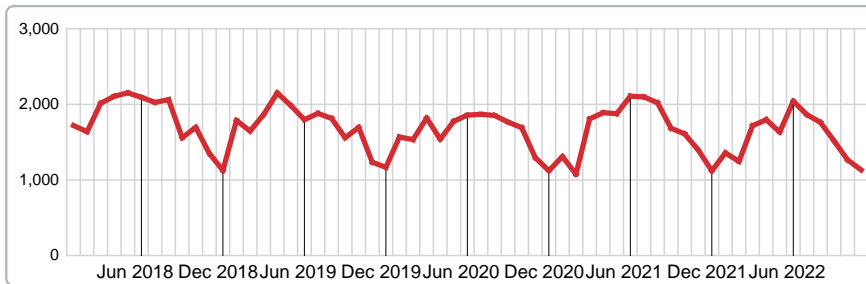
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

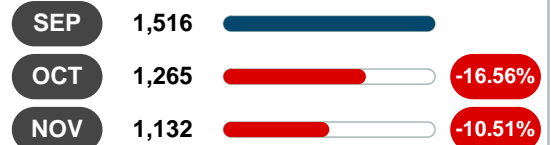


3 MONTHS

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
Median New Listed Listing Price	\$265,000		\$129,000	\$227,500	\$379,950	\$530,750



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

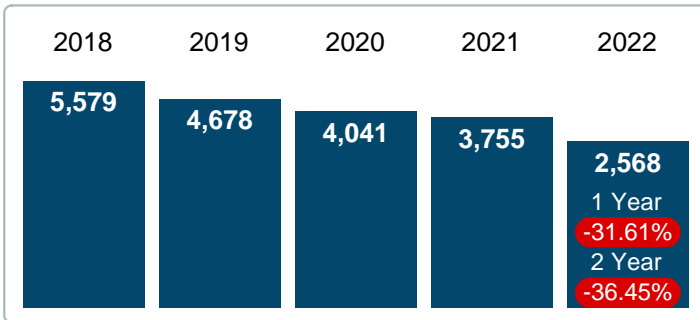


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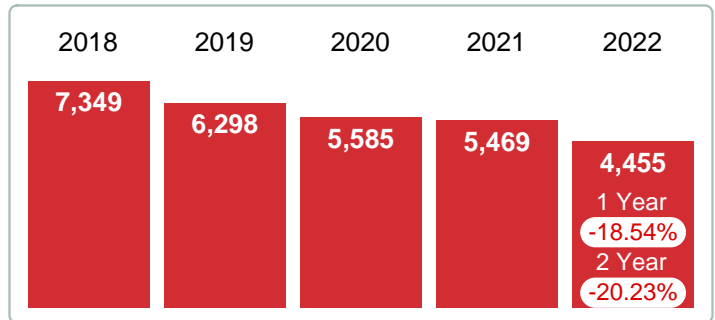
ACTIVE INVENTORY

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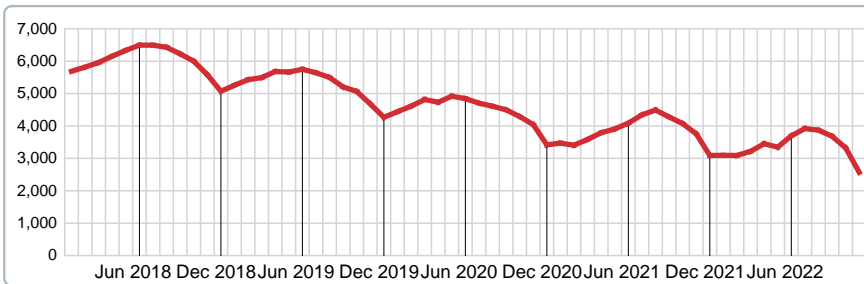
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

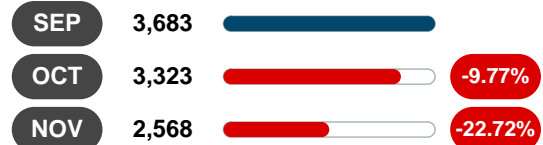


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	247	9.62%	56.0	111	107	22	7
\$125,001 - \$175,000	229	8.92%	42.0	53	155	18	3
\$175,001 - \$250,000	466	18.15%	41.5	30	330	94	12
\$250,001 - \$375,000	596	23.21%	54.0	23	297	245	31
\$375,001 - \$500,000	424	16.51%	61.0	8	153	225	38
\$500,001 - \$650,000	340	13.24%	90.0	6	71	212	51
\$650,001 and up	266	10.36%	81.5	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	100%	44.60M	381.91M	437.53M	184.53M
Median Active Inventory Listing Price		\$320,391		\$129,000	\$250,000	\$425,000	\$551,500

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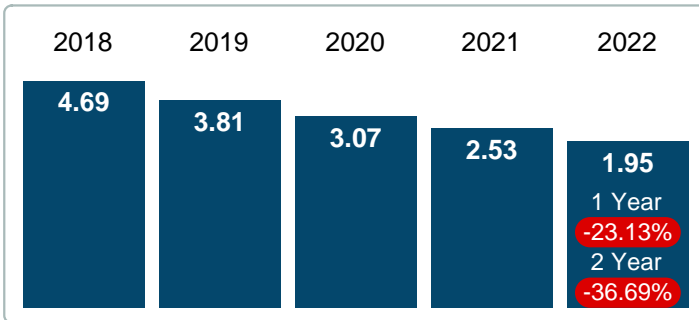
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



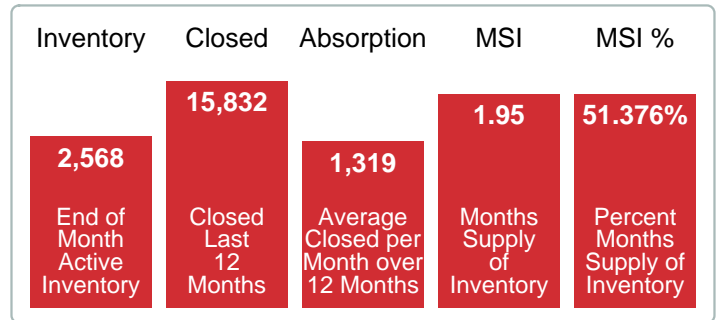
MONTHS SUPPLY of INVENTORY (MSI)

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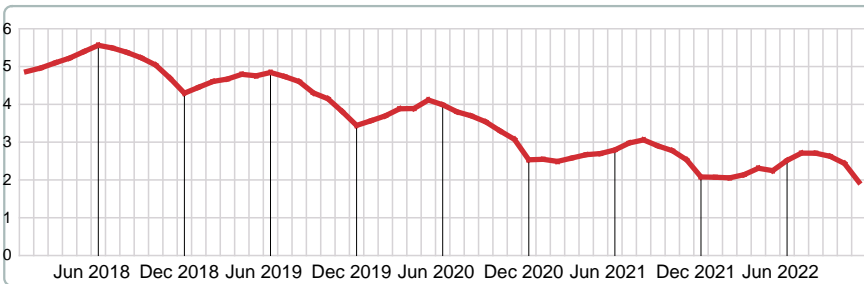
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

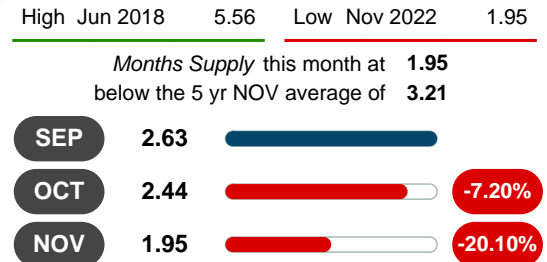


5 YEAR MARKET ACTIVITY TRENDS



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

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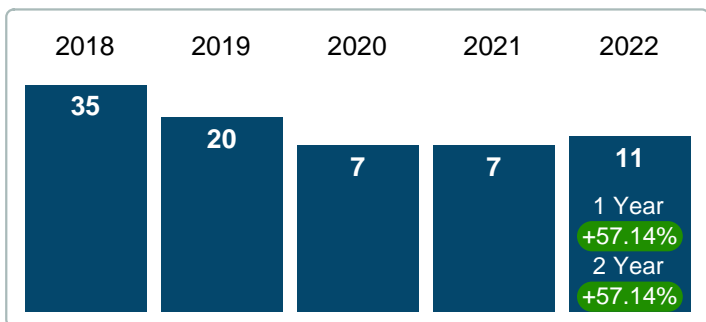
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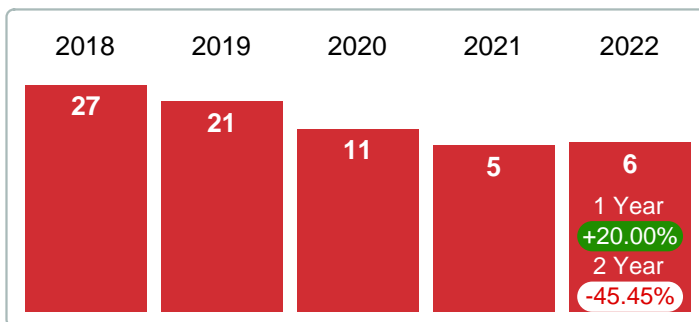
MEDIAN DAYS ON MARKET TO SALE

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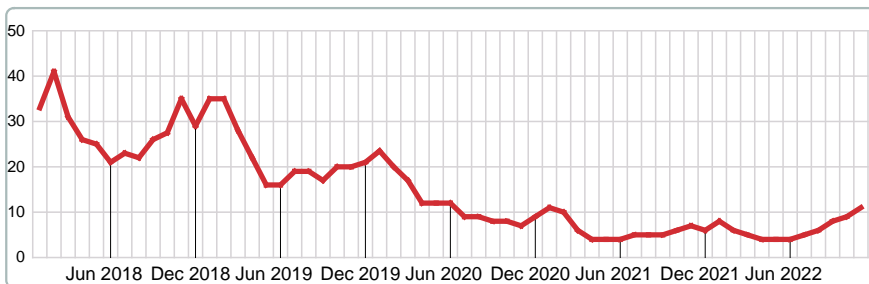
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

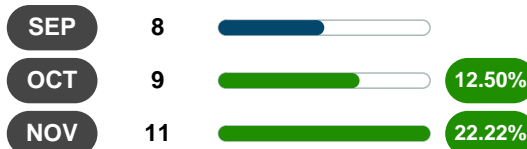


3 MONTHS

5 year NOV AVG = 16

High Feb 2018 41 Low Jun 2022 4

Median Days on Market to Sale this month at 11 below the 5 yr NOV average of 16



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8.22%	8	9	7	57	0
\$100,001 - \$150,000	11.03%	10	10	10	33	0
\$150,001 - \$200,000	18.16%	10	14	9	10	17
\$200,001 - \$275,000	21.73%	10	13	10	12	31
\$275,001 - \$350,000	15.89%	18	24	12	18	41
\$350,001 - \$500,000	14.59%	15	41	14	13	37
\$500,001 and up	10.38%	13	29	28	9	26
Median Closed DOM		11	11	10	13	27
Total Closed Units	100%	925	104	519	259	43
Total Closed Volume		262,628,724	14.62M	123.23M	102.94M	21.84M



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

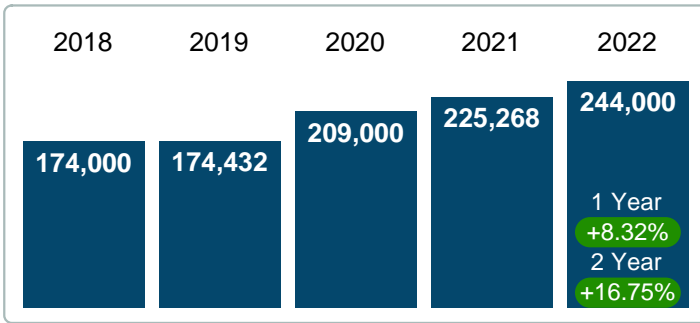


November 2022

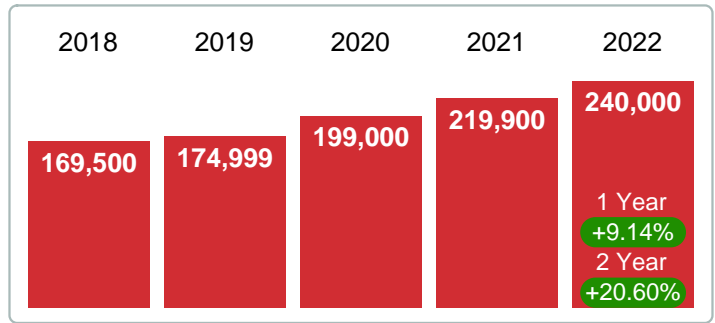
MEDIAN LIST PRICE AT CLOSING

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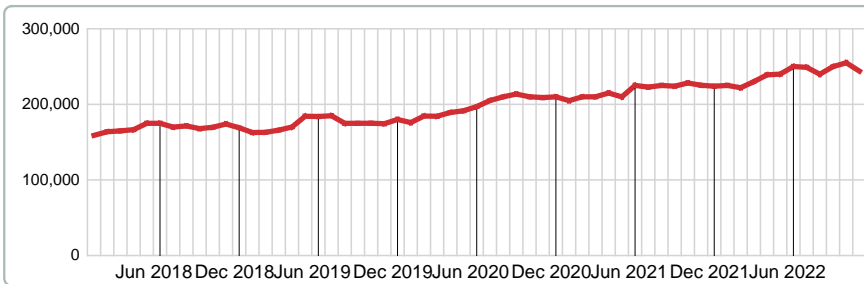
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

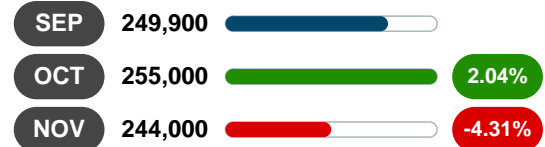


3 MONTHS

5 year NOV AVG = 205,340

High Oct 2022 255,000 Low Jan 2018 159,000

Median List Price at Closing this month at **244,000** above the 5 yr NOV average of **205,340**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	70	7.57%	74,700	72,250	75,000	39,900	0
\$100,001 - \$150,000	101	10.92%	130,000	130,000	130,000	141,750	0
\$150,001 - \$200,000	172	18.59%	179,700	179,950	175,856	182,400	199,700
\$200,001 - \$275,000	197	21.30%	235,000	219,000	234,900	249,900	230,000
\$275,001 - \$350,000	144	15.57%	309,950	303,950	307,000	318,000	299,900
\$350,001 - \$500,000	150	16.22%	410,000	435,000	399,900	409,450	430,000
\$500,001 and up	91	9.84%	599,900	552,175	565,000	594,450	714,950
Median List Price			244,000	124,000	219,900	359,000	475,000
Total Closed Units		100%	244,000	104	519	259	43
Total Closed Volume			265,763,864	15.16M	124.77M	103.80M	22.04M

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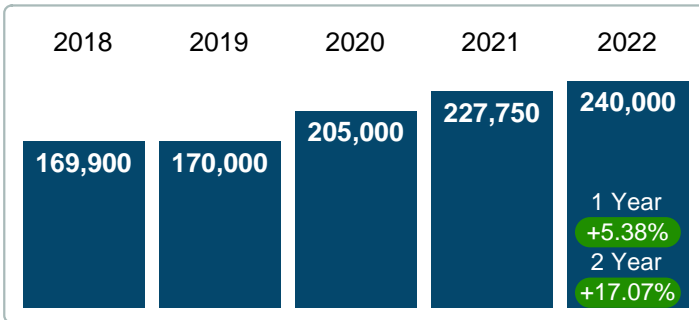
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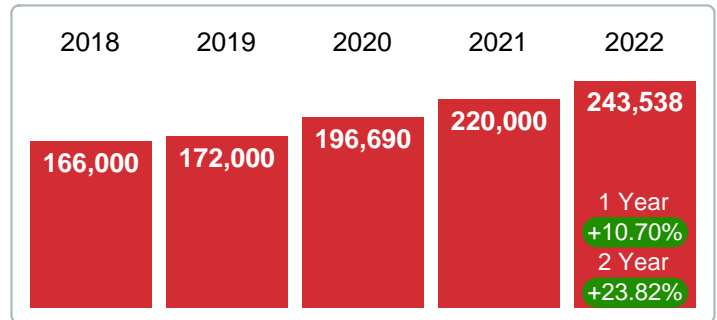
MEDIAN SOLD PRICE AT CLOSING

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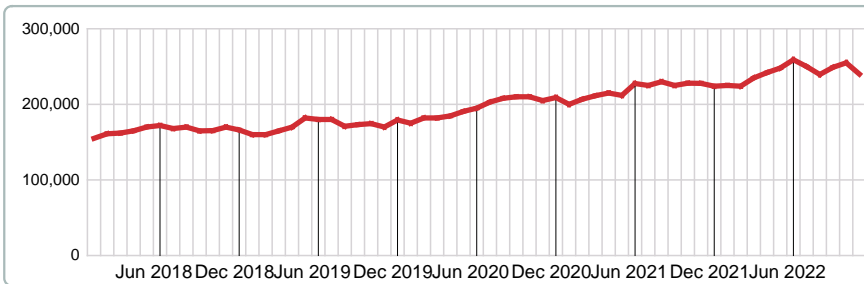
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

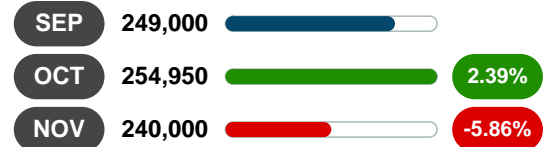


3 MONTHS

5 year NOV AVG = 202,530

High Jun 2022 259,000 Low Jan 2018 155,000

Median Sold Price at Closing this month at **240,000** above the 5 yr NOV average of **202,530**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	76	8.22%	70,000	67,250	72,000	97,250	0
\$100,001 - \$150,000	102	11.03%	132,500	128,000	134,900	136,000	0
\$150,001 - \$200,000	168	18.16%	177,250	168,625	178,500	180,000	193,500
\$200,001 - \$275,000	201	21.73%	235,000	230,000	235,000	245,000	230,000
\$275,001 - \$350,000	147	15.89%	310,000	300,000	306,450	320,000	312,000
\$350,001 - \$500,000	135	14.59%	409,000	418,750	399,900	409,000	447,500
\$500,001 and up	96	10.38%	614,131	552,175	530,000	597,450	684,000
Median Sold Price			240,000	119,950	219,000	350,000	475,000
Total Closed Units		100%	925	104	519	259	43
Total Closed Volume			262,628,724	14.62M	123.23M	102.94M	21.84M

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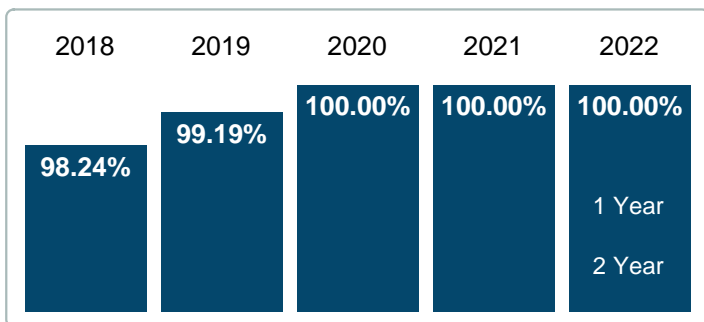
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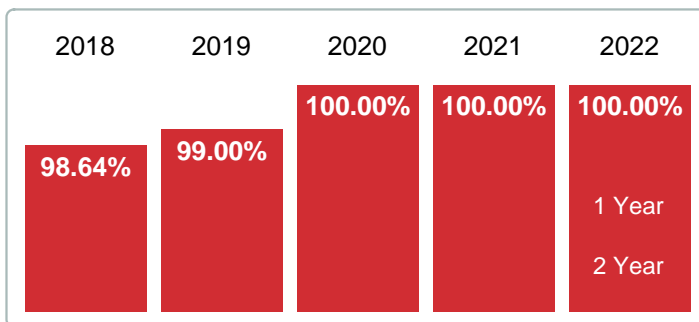
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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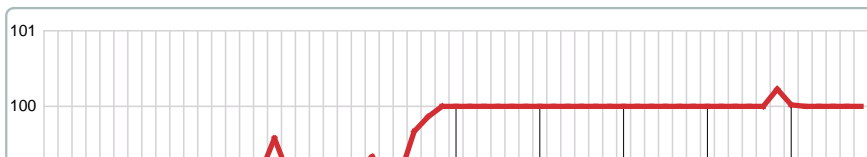
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99.49%

High May 2022 100.23% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%** above the 5 yr NOV average of **99.49%**

SEP 100.00%
OCT 100.00%
NOV 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	76	8.22%	96.19%	95.45%	100.00%	84.57%	0.00%
\$100,001 - \$150,000	102	11.03%	98.52%	100.00%	96.73%	97.47%	0.00%
\$150,001 - \$200,000	168	18.16%	100.00%	97.95%	100.00%	100.00%	96.90%
\$200,001 - \$275,000	201	21.73%	100.00%	98.60%	100.00%	100.00%	97.14%
\$275,001 - \$350,000	147	15.89%	100.00%	98.77%	100.00%	100.00%	97.25%
\$350,001 - \$500,000	135	14.59%	100.00%	96.20%	100.00%	100.00%	100.00%
\$500,001 and up	96	10.38%	100.00%	100.00%	100.00%	100.00%	99.47%
Median Sold/List Ratio		100.00%		98.61%	100.00%	100.00%	100.00%
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



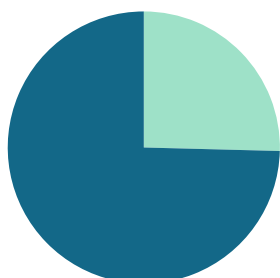
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

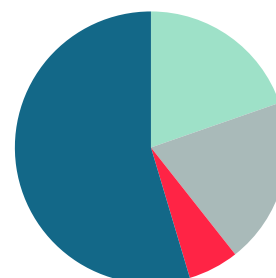


Inventory
 New Listings
1,132 = 25.41%
 Start Inventory
3,323
 Total Inventory Units
4,455
 Volume
\$1,607,052,314

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%
Median List Price	225,268	244,000	8.32%	219,900	240,000	9.14%
Median Sale Price	227,750	240,000	5.38%	220,000	243,538	10.70%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	11.00	57.14%	5.00	6.00	20.00%
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%

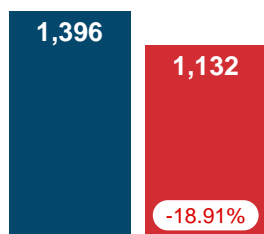
Absorption: Last 12 months, an Average of **1,319** Sales/Month

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

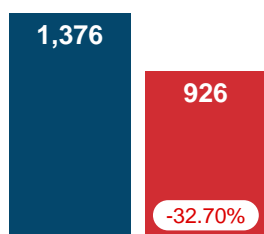
NOVEMBER MARKET

MEDIAN PRICES

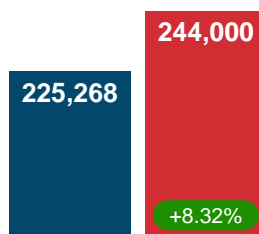
New Listings



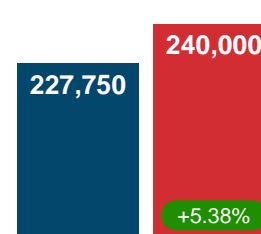
Pending Listings



List Price



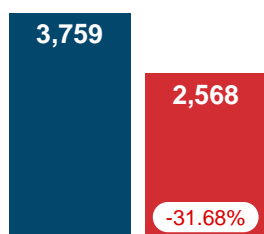
Sale Price



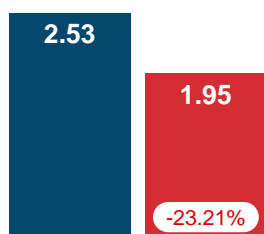
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

