

# November 2022



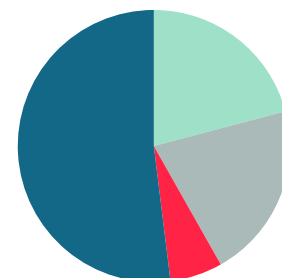
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	973	630	-35.25%
Pending Listings	927	631	-31.93%
New Listings	921	738	-19.87%
Average List Price	284,248	290,032	2.04%
Average Sale Price	282,237	286,770	1.61%
Average Percent of Selling Price to List Price	99.80%	98.53%	-1.27%
Average Days on Market to Sale	19.95	24.11	20.87%
End of Month Inventory	2,319	1,567	-32.43%
Months Supply of Inventory	2.28	1.75	-23.09%



■ Closed (20.89%)  
■ Pending (20.92%)  
■ Other OffMarket (6.23%)  
■ Active (51.96%)

**Absorption:** Last 12 months, an Average of **894** Sales/Month  
**Active Inventory** as of November 30, 2022 = **1,567**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2022 decreased **32.43%** to 1,567 existing homes available for sale. Over the last 12 months this area has had an average of 894 closed sales per month. This represents an unsold inventory index of **1.75** 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 **1.61%** in November 2022 to \$286,770 versus the previous year at \$282,237.

#### Average Days on Market Lengthens

The average number of **24.11** days that homes spent on the market before selling increased by 4.16 days or **20.87%** in November 2022 compared to last year's same month at **19.95** 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 738 New Listings in November 2022, down **19.87%** from last year at 921. Furthermore, there were 630 Closed Listings this month versus last year at 973, a **-35.25%** decrease.

Closed versus Listed trends yielded a **85.4%** ratio, down from previous year's, November 2021, at **105.6%**, a **19.20%** 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

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

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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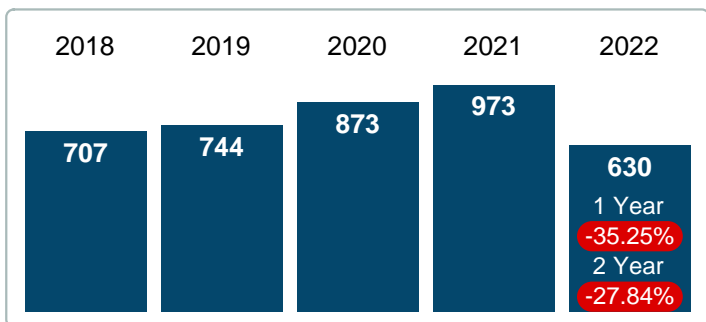
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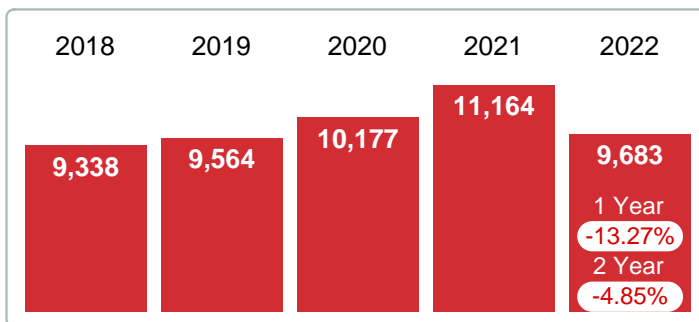
## CLOSED LISTINGS

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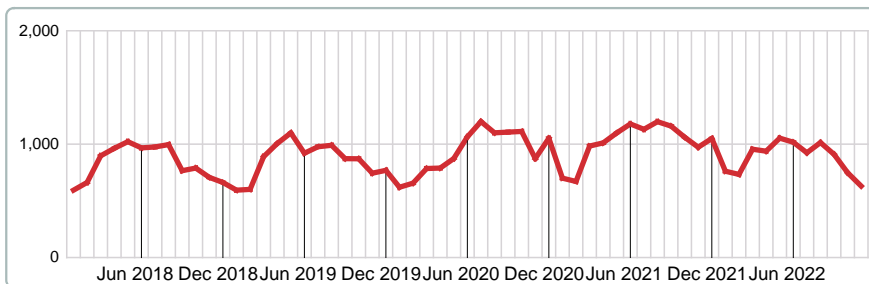
### NOVEMBER



### YEAR TO DATE (YTD)

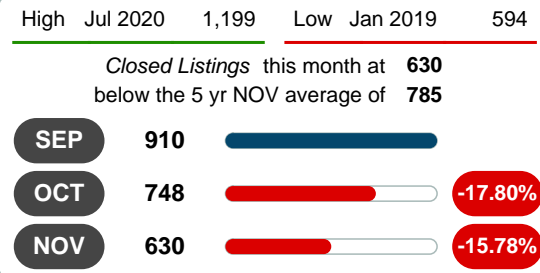


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 785



### 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	49	7.78%	19.7	30	17	2	0
\$100,001 - \$150,000	64	10.16%	20.2	16	45	3	0
\$150,001 - \$200,000	124	19.68%	14.8	13	97	12	2
\$200,001 - \$275,000	129	20.48%	20.6	3	100	23	3
\$275,001 - \$375,000	126	20.00%	28.2	3	60	58	5
\$375,001 - \$500,000	70	11.11%	32.4	0	23	38	9
\$500,001 and up	68	10.79%	38.5	2	14	37	15
<b>Total Closed Units</b>	<b>630</b>			<b>67</b>	<b>356</b>	<b>173</b>	<b>34</b>
<b>Total Closed Volume</b>	<b>180,665,388</b>	<b>100%</b>	<b>24.1</b>	<b>9.07M</b>	<b>85.16M</b>	<b>69.09M</b>	<b>17.35M</b>
<b>Average Closed Price</b>	<b>\$286,770</b>			<b>\$135,299</b>	<b>\$239,215</b>	<b>\$399,382</b>	<b>\$510,196</b>



Area Delimited by County Of Tulsa - Residential Property Type

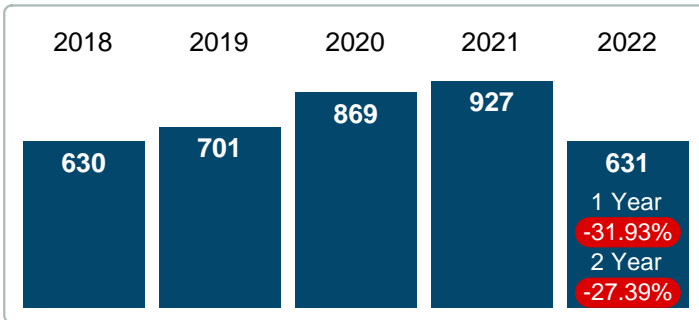


# November 2022

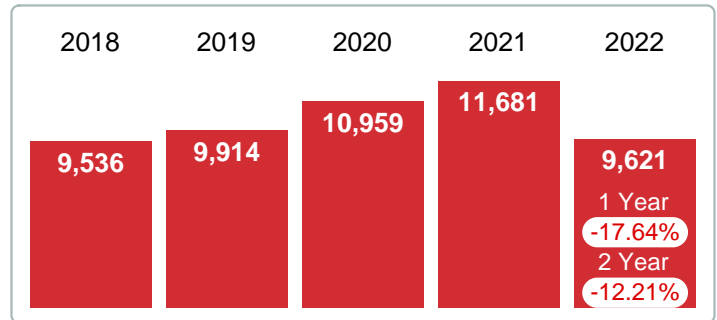
## PENDING LISTINGS

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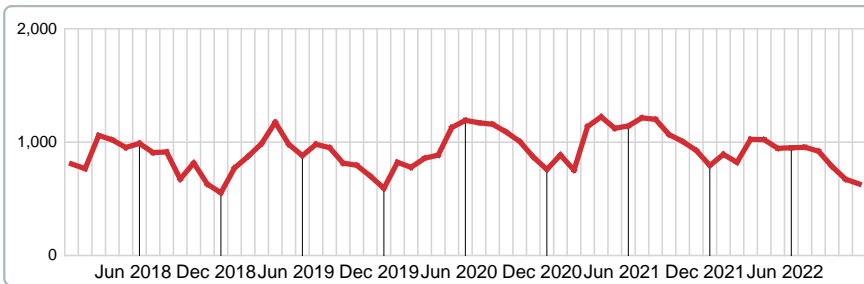
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

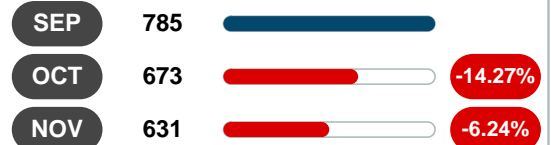


### 3 MONTHS

5 year NOV AVG = 752

High Apr 2021 1,223 Low Dec 2018 553

Pending Listings this month at **631**  
below the 5 yr NOV average of **752**



### 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	54	8.56%	24.9	30	23	1	0
\$100,001 - \$150,000	60	9.51%	34.5	18	37	5	0
\$150,001 - \$200,000	114	18.07%	36.8	15	85	12	2
\$200,001 - \$275,000	141	22.35%	33.5	7	97	33	4
\$275,001 - \$375,000	119	18.86%	41.1	5	49	57	8
\$375,001 - \$525,000	80	12.68%	42.6	4	26	43	7
\$525,001 and up	63	9.98%	28.0	3	9	37	14
<b>Total Pending Units</b>	<b>631</b>			<b>82</b>	<b>326</b>	<b>188</b>	<b>35</b>
<b>Total Pending Volume</b>	<b>185,866,494</b>	<b>100%</b>	<b>25.6</b>	<b>14.06M</b>	<b>77.18M</b>	<b>73.02M</b>	<b>21.60M</b>
<b>Average Listing Price</b>	<b>\$238,938</b>			<b>\$171,518</b>	<b>\$236,755</b>	<b>\$388,387</b>	<b>\$617,237</b>

Contact: MLS Technology Inc.

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Area Delimited by County Of Tulsa - Residential Property Type

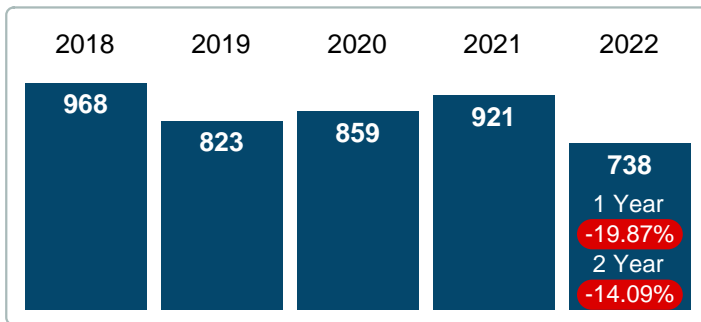


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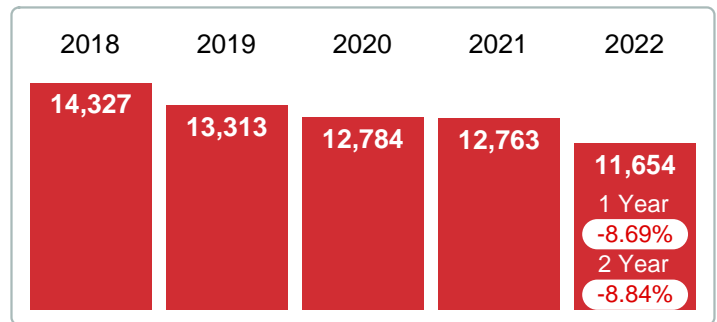
## NEW LISTINGS

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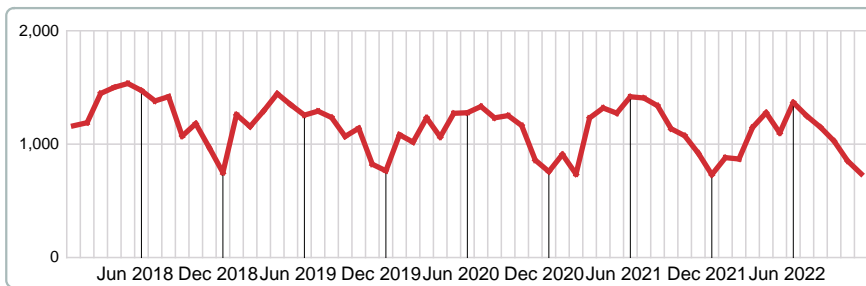
### NOVEMBER



### YEAR TO DATE (YTD)

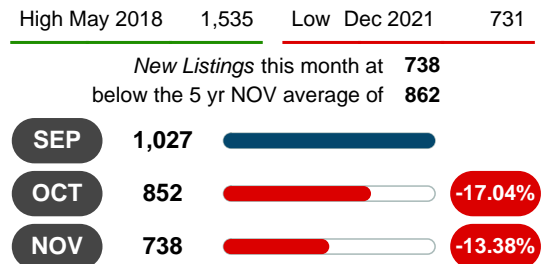


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 862



### 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	77	10.43%	45	32	0	0
\$125,001 - \$175,000	83	11.25%	25	51	6	1
\$175,001 - \$225,000	106	14.36%	8	87	9	2
\$225,001 - \$325,000	176	23.85%	7	104	60	5
\$325,001 - \$425,000	123	16.67%	6	41	65	11
\$425,001 - \$575,000	98	13.28%	4	27	62	5
\$575,001 and up	75	10.16%	4	13	37	21
<b>Total New Listed Units</b>	<b>738</b>		<b>99</b>	<b>355</b>	<b>239</b>	<b>45</b>
<b>Total New Listed Volume</b>	<b>248,485,398</b>	<b>100%</b>	<b>20.31M</b>	<b>93.88M</b>	<b>102.97M</b>	<b>31.33M</b>
<b>Average New Listed Listing Price</b>	<b>\$267,237</b>		<b>\$205,156</b>	<b>\$264,456</b>	<b>\$430,827</b>	<b>\$696,122</b>

# November 2022



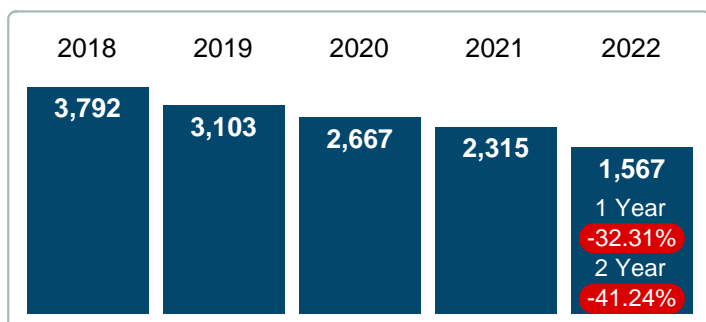
Area Delimited by County Of Tulsa - Residential Property Type



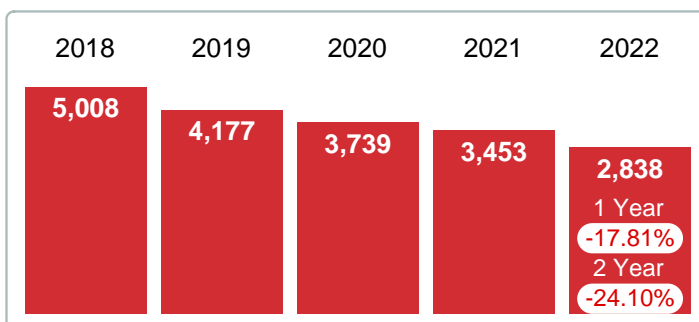
## ACTIVE INVENTORY

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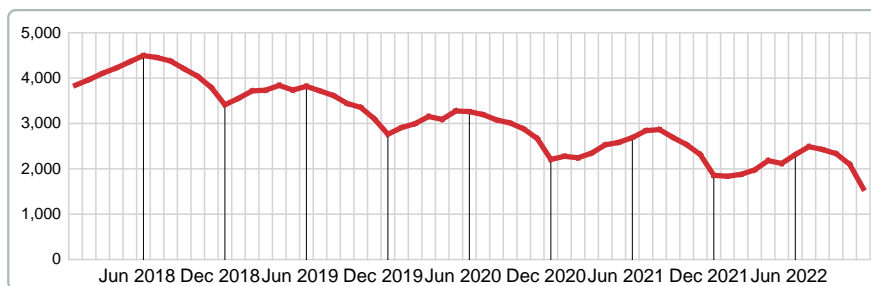
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

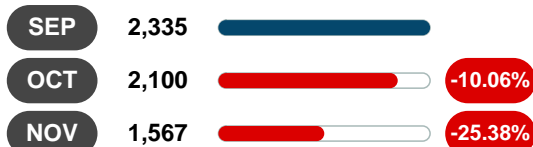


### 3 MONTHS

5 year NOV AVG = 2,689

High Jun 2018 4,496 Low Nov 2022 1,567

Inventory this month at 1,567 below the 5 yr NOV average of 2,689



### 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	129	8.23%	89.3	61	57	9	2
\$125,001 - \$200,000	197	12.57%	49.5	36	139	18	4
\$200,001 - \$275,000	269	17.17%	55.9	14	174	73	8
\$275,001 - \$400,000	369	23.55%	67.3	12	152	184	21
\$400,001 - \$525,000	247	15.76%	78.8	4	67	154	22
\$525,001 - \$650,000	188	12.00%	90.4	1	32	127	28
\$650,001 and up	168	10.72%	85.0	3	30	76	59
<b>Total Active Inventory by Units</b>	<b>1,567</b>			<b>131</b>	<b>651</b>	<b>641</b>	<b>144</b>
<b>Total Active Inventory by Volume</b>	<b>666,145,990</b>	<b>100%</b>	<b>71.4</b>	<b>24.94M</b>	<b>206.49M</b>	<b>306.18M</b>	<b>128.53M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$425,109</b>			<b>\$190,408</b>	<b>\$317,193</b>	<b>\$477,663</b>	<b>\$892,557</b>

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# November 2022



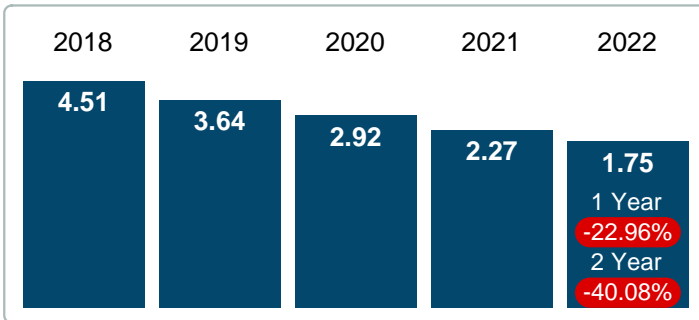
Area Delimited by County Of Tulsa - Residential Property Type



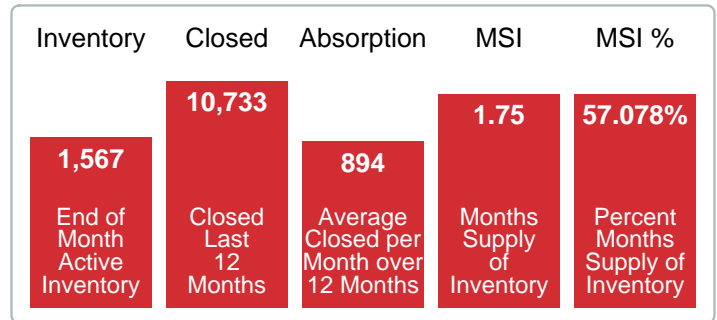
## MONTHS SUPPLY of INVENTORY (MSI)

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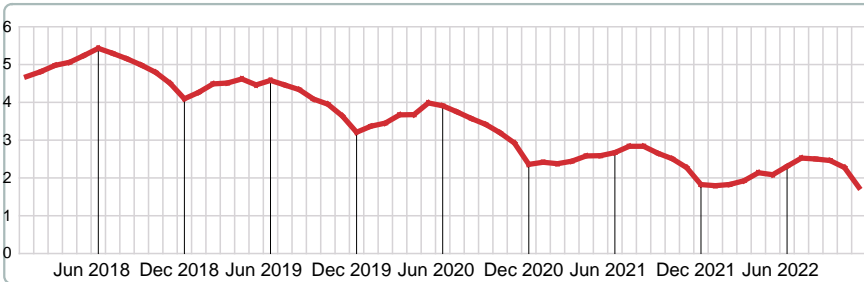
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2022



### 5 YEAR MARKET ACTIVITY TRENDS

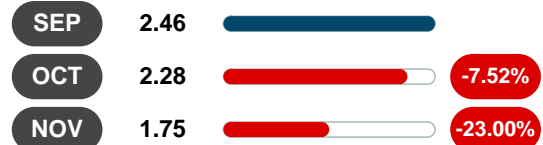


### 3 MONTHS

5 year NOV AVG = 3.02

High Jun 2018 5.43 Low Nov 2022 1.75

Months Supply this month at 1.75 below the 5 yr NOV average of 3.02



### 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	129	8.23%	1.13	1.10	1.06	2.12	4.80
\$125,001 - \$200,000	197	12.57%	1.01	1.19	0.95	1.03	4.00
\$200,001 - \$275,000	269	17.17%	1.22	0.99	1.12	1.52	2.09
\$275,001 - \$400,000	369	23.55%	1.87	1.41	1.78	1.97	2.00
\$400,001 - \$525,000	247	15.76%	2.81	2.53	2.53	3.15	2.03
\$525,001 - \$650,000	188	12.00%	4.89	2.40	5.12	5.48	3.26
\$650,001 and up	168	10.72%	4.22	12.00	6.55	3.49	4.45
Market Supply of Inventory (MSI)			1.75	1.18	1.36	2.49	2.97
Total Active Inventory by Units		100%	1,567	131	651	641	144

# November 2022



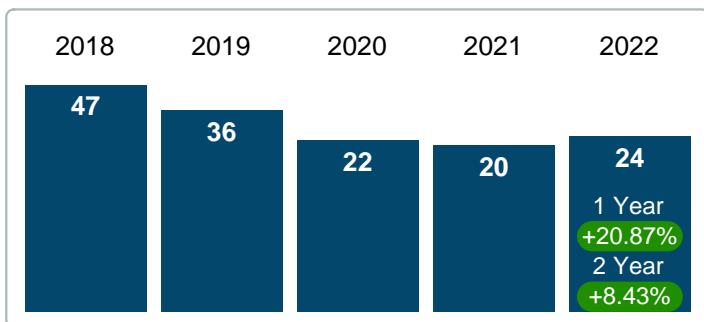
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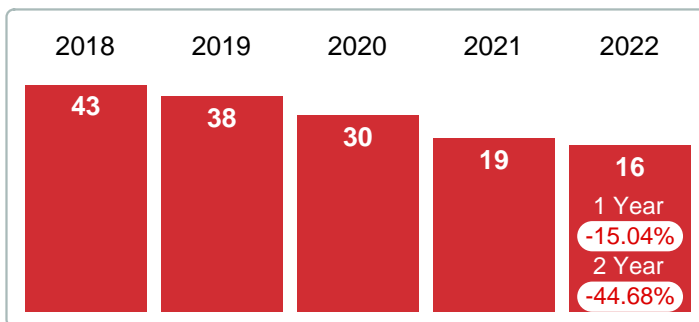
## AVERAGE DAYS ON MARKET TO SALE

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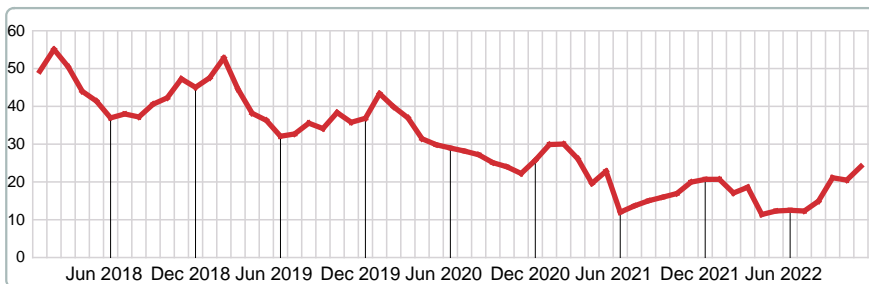
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

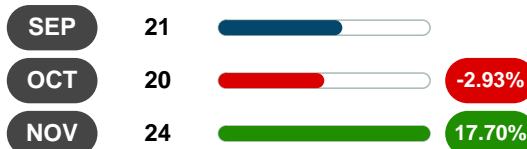


### 3 MONTHS

5 year NOV AVG = 30

High Feb 2018 55 Low Apr 2022 11

Average Days on Market to Sale this month at 24 below the 5 yr NOV average of 30



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7.78%	20	21	12	65	0
\$100,001 - \$150,000	10.16%	20	23	16	67	0
\$150,001 - \$200,000	19.68%	15	13	16	10	17
\$200,001 - \$275,000	20.48%	21	17	17	30	66
\$275,001 - \$375,000	20.00%	28	21	30	26	41
\$375,001 - \$500,000	11.11%	32	0	35	28	42
\$500,001 and up	10.79%	38	29	59	34	31
Average Closed DOM		24	20	21	29	38
Total Closed Units	100%	630	67	356	173	34
Total Closed Volume		180,665,388	9.07M	85.16M	69.09M	17.35M

# November 2022



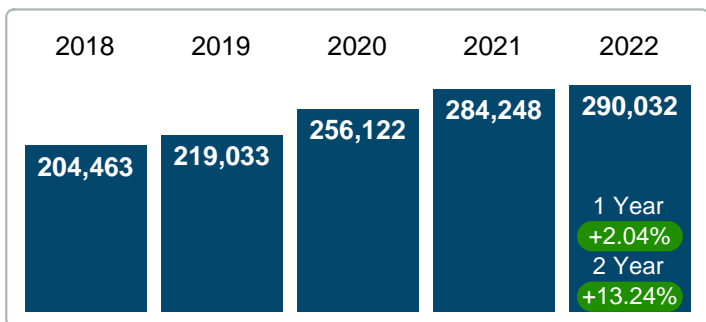
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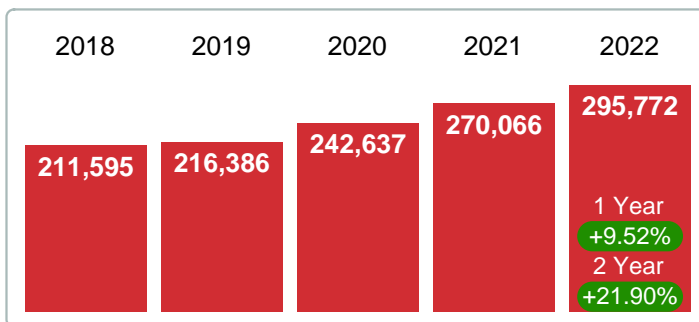
## AVERAGE LIST PRICE AT CLOSING

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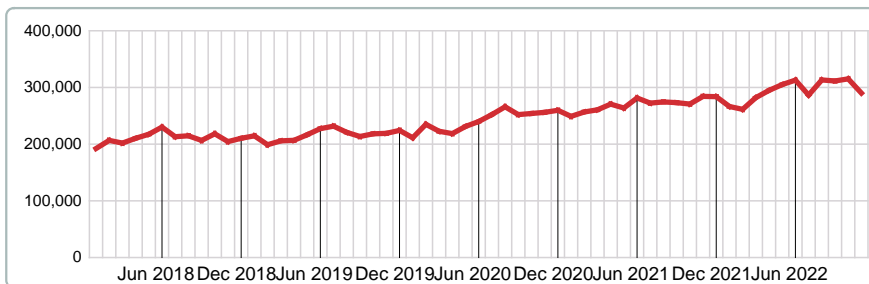
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 250,780

High Oct 2022 315,174    Low Jan 2018 192,234

Average List Price at Closing this month at **290,032**  
above the 5 yr NOV average of **250,780**

- SEP 311,432
- OCT 315,174 +1.20%
- NOV 290,032 -7.98%

### 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	44	6.98%	70,254	69,618	79,147	122,000	
\$100,001 - \$150,000	62	9.84%	131,250	129,063	139,353	148,167	
\$150,001 - \$200,000	127	20.16%	177,842	176,308	180,577	179,900	
\$200,001 - \$275,000	129	20.48%	237,797	259,467	237,565	243,430	
\$275,001 - \$375,000	123	19.52%	320,929	331,779	316,938	332,298	
\$375,001 - \$500,000	81	12.86%	430,281	0	434,198	429,944	
\$500,001 and up	64	10.16%	685,983	552,175	602,500	688,599	
<b>Average List Price</b>			<b>290,032</b>	139,159	242,491	401,939	515,716
<b>Total Closed Units</b>			<b>630</b>	67	356	173	34
<b>Total Closed Volume</b>			<b>182,720,249</b>	9.32M	86.33M	69.54M	17.53M





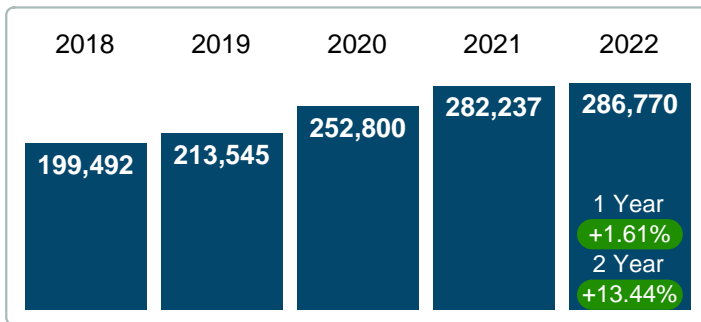
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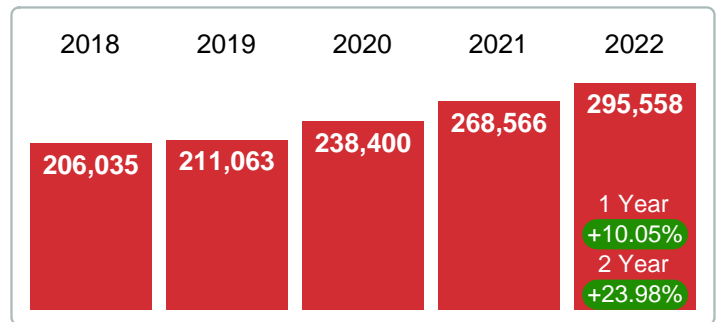
### AVERAGE SOLD PRICE AT CLOSING

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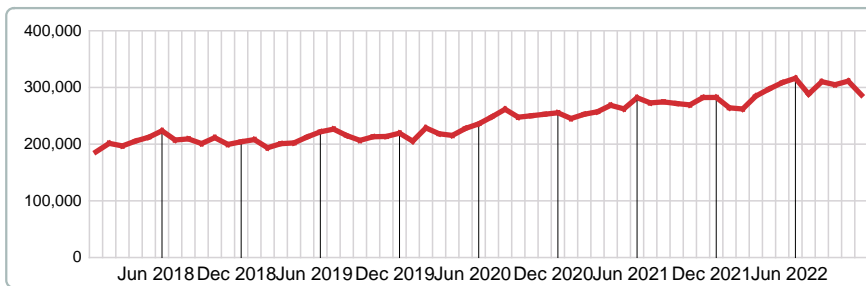
#### NOVEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS

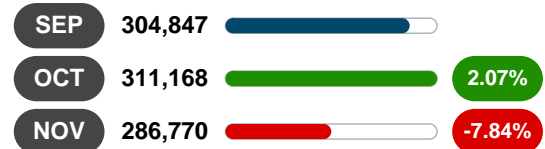


#### 3 MONTHS

5 year NOV AVG = 246,969

High Jun 2022 316,184 Low Jan 2018 186,418

Average Sold Price at Closing this month at **286,770** above the 5 yr NOV average of **246,969**



#### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7.78%	70,142	66,908	72,498	98,625	0
\$100,001 - \$150,000	10.16%	131,309	126,625	132,173	143,333	0
\$150,001 - \$200,000	19.68%	177,345	169,146	178,479	174,367	193,500
\$200,001 - \$275,000	20.48%	236,712	252,400	235,747	239,304	233,333
\$275,001 - \$375,000	20.00%	321,350	323,776	314,119	327,735	332,600
\$375,001 - \$500,000	11.11%	431,115	0	431,220	428,636	441,312
\$500,001 and up	10.79%	671,026	552,175	594,859	691,149	708,324
<b>Average Sold Price</b>		<b>286,770</b>	<b>135,299</b>	<b>239,215</b>	<b>399,382</b>	<b>510,196</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>286,770</b>	<b>67</b>	<b>356</b>	<b>173</b>	<b>34</b>
<b>Total Closed Volume</b>		<b>180,665,388</b>	<b>9.07M</b>	<b>85.16M</b>	<b>69.09M</b>	<b>17.35M</b>

# November 2022



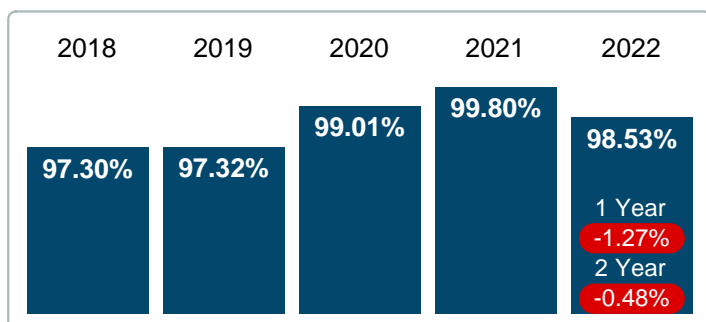
Area Delimited by County Of Tulsa - Residential Property Type



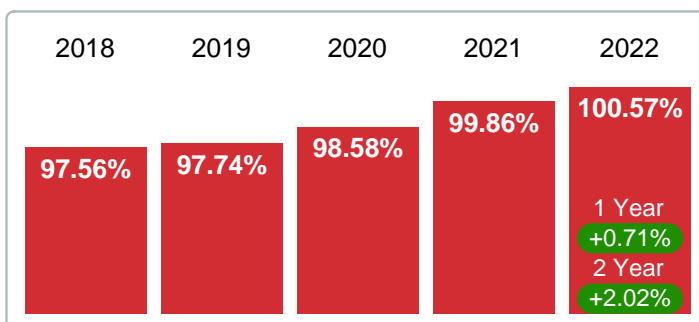
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

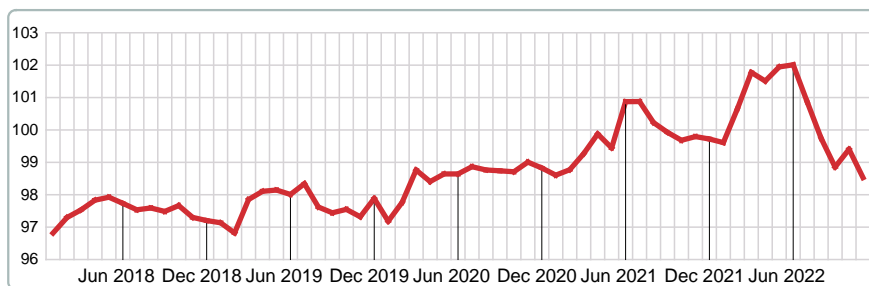
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

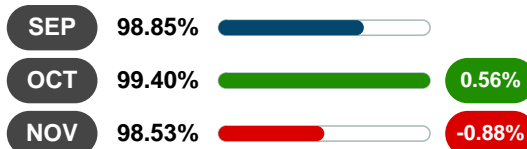


### 3 MONTHS

5 year NOV AVG = 98.39%

High Jun 2022 102.01% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.53%** above the 5 yr NOV average of **98.39%**



### 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	49	7.78%	94.22%	95.64%	93.25%	81.04%	0.00%
\$100,001 - \$150,000	64	10.16%	96.33%	98.46%	95.55%	96.76%	0.00%
\$150,001 - \$200,000	124	19.68%	98.71%	96.30%	99.01%	99.22%	96.90%
\$200,001 - \$275,000	129	20.48%	99.11%	97.50%	99.32%	98.58%	97.57%
\$275,001 - \$375,000	126	20.00%	98.92%	97.88%	99.17%	98.77%	98.22%
\$375,001 - \$500,000	70	11.11%	99.72%	0.00%	99.44%	99.73%	100.39%
\$500,001 and up	68	10.79%	100.31%	100.00%	99.18%	101.12%	99.40%
Average Sold/List Ratio		98.50%		96.76%	98.45%	99.25%	99.18%
Total Closed Units	630	100%	98.50%	67	356	173	34
Total Closed Volume	180,665,388			9.07M	85.16M	69.09M	17.35M



Area Delimited by County Of Tulsa - Residential Property Type

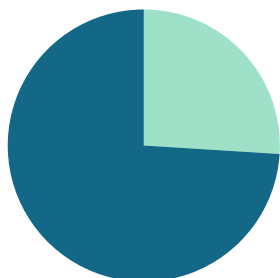


# November 2022

## MARKET SUMMARY

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

### INVENTORY

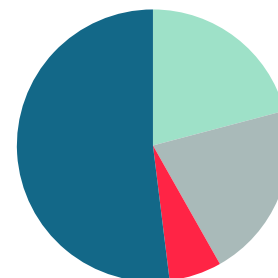


**Inventory**  
 New Listings  
**738 = 26.00%**  
 Start Inventory  
**2,101**  
 Total Inventory Units  
**2,839**  
 Volume  
**\$1,046,463,372**

### Market Activity

Closed Sales  
**630 = 20.89%**  
 Pending Sales  
**631 = 20.92%**  
 Other Off Market  
**188 = 6.23%**  
 Active Inventory  
**1,567 = 51.96%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	973	630	-35.25%	11,164	9,683	-13.27%
Pending Sales	927	631	-31.93%	11,681	9,621	-17.64%
New Listings	921	738	-19.87%	12,763	11,654	-8.69%
Average List Price	284,248	290,032	2.04%	270,066	295,772	9.52%
Average Sale Price	282,237	286,770	1.61%	268,566	295,558	10.05%
Average Percent of Selling Price to List Price	99.80%	98.53%	-1.27%	99.86%	100.57%	0.71%
Average Days on Market to Sale	19.95	24.11	20.87%	19.28	16.38	-15.04%
Monthly Inventory	2,319	1,567	-32.43%	2,319	1,567	-32.43%
Months Supply of Inventory	2.28	1.75	-23.09%	2.28	1.75	-23.09%

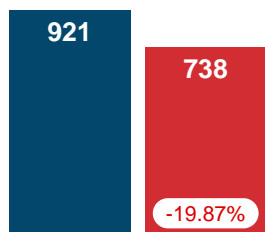
**Absorption:** Last 12 months, an Average of **894** Sales/Month

**Inventory** on November 30, 2022 = **1,567** 2021 2022

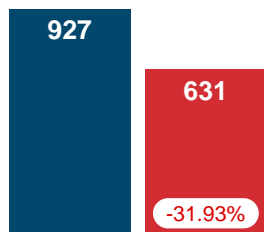
### NOVEMBER MARKET

### AVERAGE PRICES

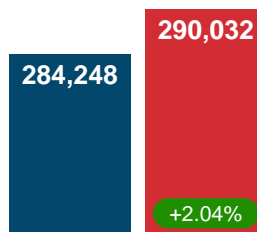
#### New Listings



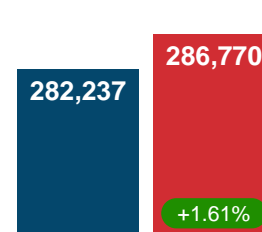
#### Pending Listings



#### List Price



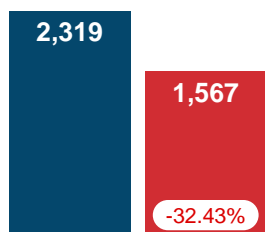
#### Sale Price



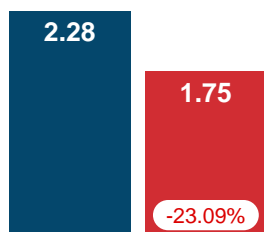
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

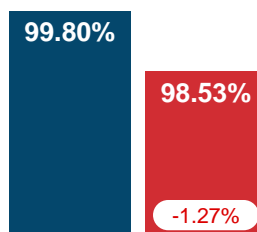
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

