

November 2022



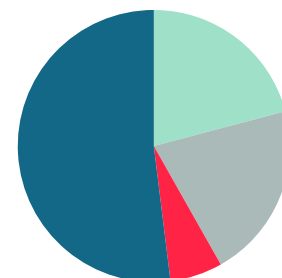
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	225,000	249,000	10.67%
Median Sale Price	228,170	245,000	7.38%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	11.00	83.33%
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.

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 **7.38%** in November 2022 to \$245,000 versus the previous year at \$228,170.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 5.00 days or **83.33%** in November 2022 compared to last year's same month at **6.00** 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 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.

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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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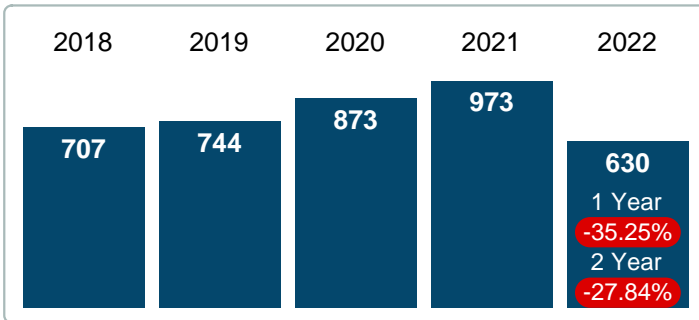
Area Delimited by County Of Tulsa - Residential Property Type



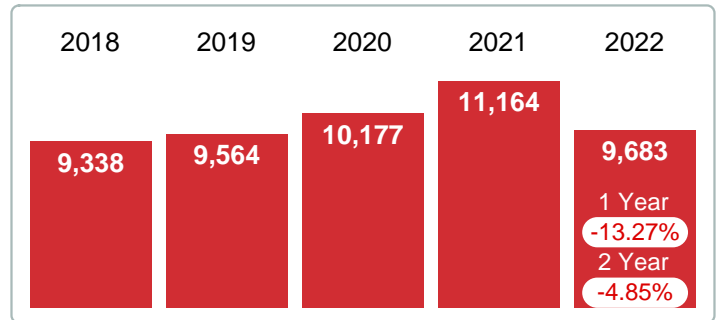
CLOSED LISTINGS

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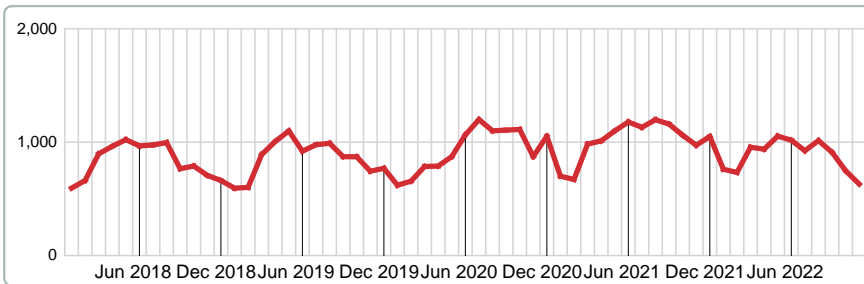
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 785

High Jul 2020 1,199 Low Jan 2019 594

Closed Listings this month at **630**
below the 5 yr NOV average of **785**



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	49	7.78%	8.0	30	17	2	0
\$100,001 - \$150,000	64	10.16%	10.0	16	45	3	0
\$150,001 - \$200,000	124	19.68%	8.5	13	97	12	2
\$200,001 - \$275,000	129	20.48%	10.0	3	100	23	3
\$275,001 - \$375,000	126	20.00%	18.0	3	60	58	5
\$375,001 - \$500,000	70	11.11%	16.0	0	23	38	9
\$500,001 and up	68	10.79%	13.5	2	14	37	15
Total Closed Units	630			67	356	173	34
Total Closed Volume	180,665,388	100%	11.0	9.07M	85.16M	69.09M	17.35M
Median Closed Price	\$245,000			\$112,000	\$215,000	\$354,000	\$458,711



Area Delimited by County Of Tulsa - Residential Property Type

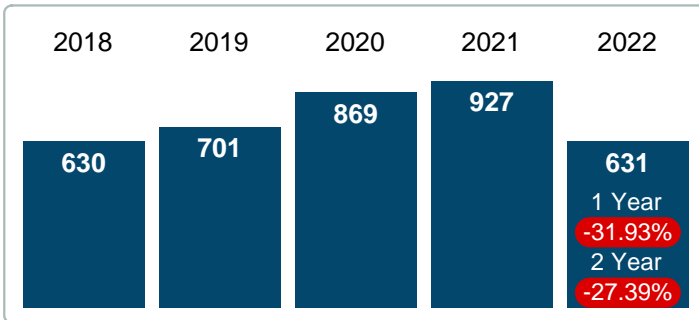


November 2022

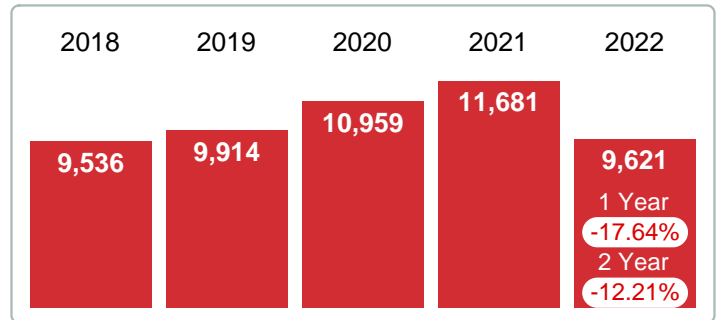
PENDING LISTINGS

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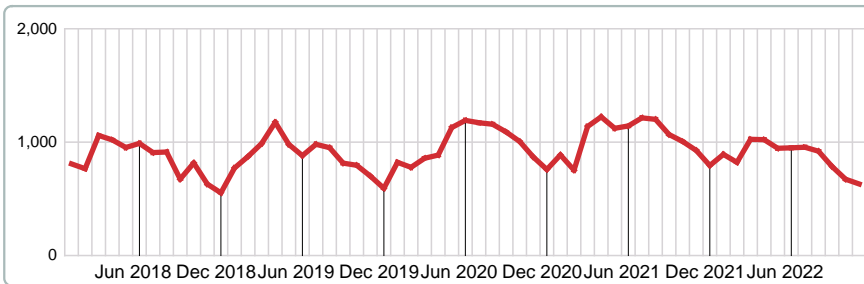
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

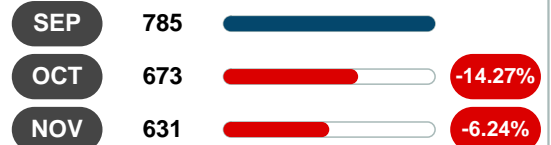


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	54	8.56%	14.5	30	23	1	0
\$100,001 - \$150,000	60	9.51%	13.0	18	37	5	0
\$150,001 - \$200,000	114	18.07%	27.0	15	85	12	2
\$200,001 - \$275,000	141	22.35%	24.0	7	97	33	4
\$275,001 - \$375,000	119	18.86%	27.0	5	49	57	8
\$375,001 - \$525,000	80	12.68%	23.0	4	26	43	7
\$525,001 and up	63	9.98%	11.0	3	9	37	14
Total Pending Units	631			82	326	188	35
Total Pending Volume	185,866,494	100%	22.0	14.06M	77.18M	73.02M	21.60M
Median Listing Price	\$242,000			\$127,250	\$212,900	\$350,000	\$435,000



Area Delimited by County Of Tulsa - Residential Property Type

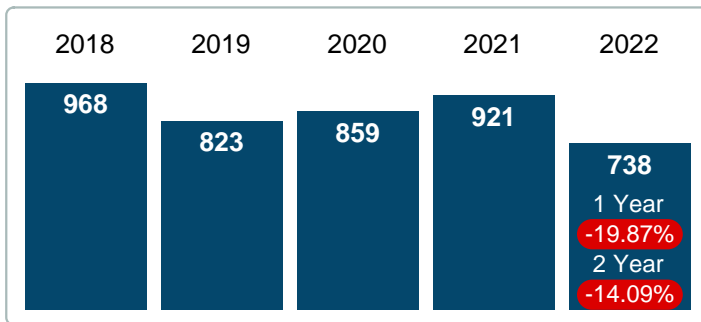


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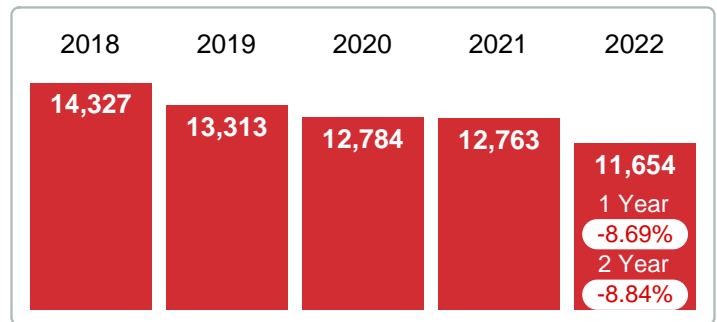
NEW LISTINGS

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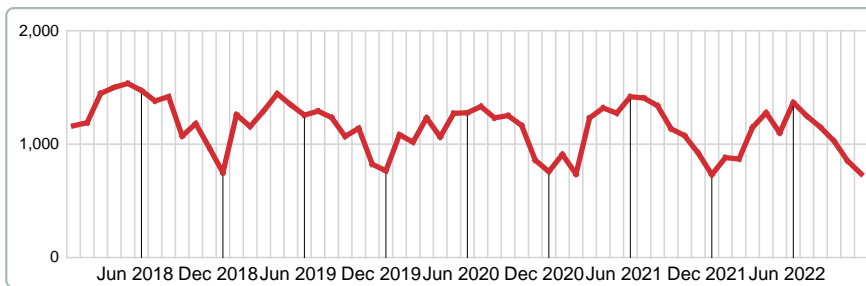
NOVEMBER



YEAR TO DATE (YTD)

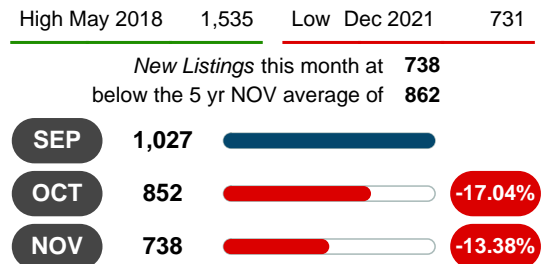


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	738		99	355	239	45
Total New Listed Volume	248,485,398	100%	20.31M	93.88M	102.97M	31.33M
Median New Listed Listing Price	\$285,000		\$129,900	\$229,900	\$394,900	\$519,000



Area Delimited by County Of Tulsa - Residential Property Type

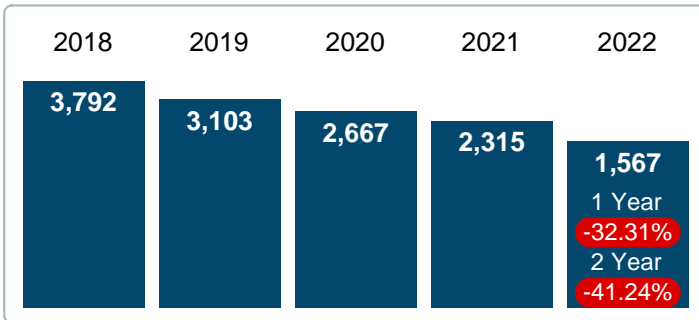


November 2022

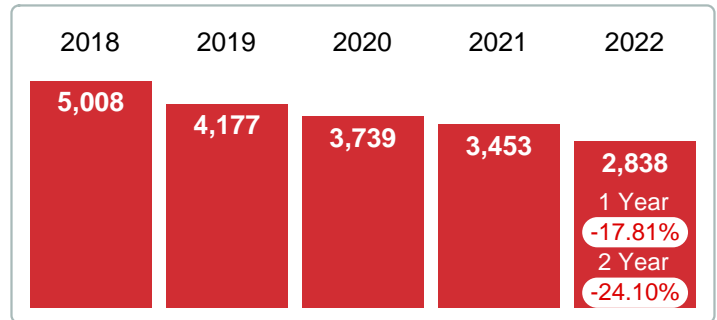
ACTIVE INVENTORY

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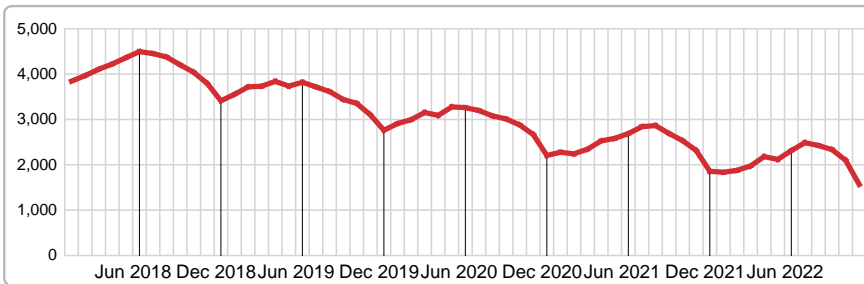
END OF NOVEMBER



ACTIVE DURING NOVEMBER

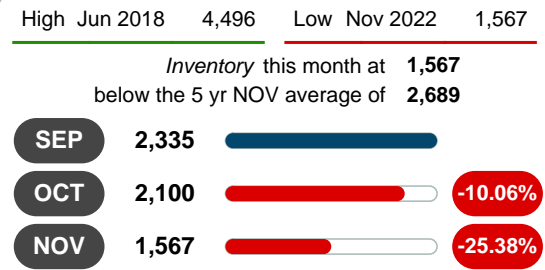


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2,689



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	129	8.23%	56.0	61	57	9	2
\$125,001 - \$200,000	197	12.57%	40.0	36	139	18	4
\$200,001 - \$275,000	269	17.17%	43.0	14	174	73	8
\$275,001 - \$400,000	369	23.55%	54.0	12	152	184	21
\$400,001 - \$525,000	247	15.76%	63.0	4	67	154	22
\$525,001 - \$650,000	188	12.00%	85.5	1	32	127	28
\$650,001 and up	168	10.72%	78.0	3	30	76	59
Total Active Inventory by Units			1,567	131	651	641	144
Total Active Inventory by Volume			666,145,990	24.94M	206.49M	306.18M	128.53M
Median Active Inventory Listing Price			\$331,500	\$129,900	\$249,900	\$429,900	\$591,500

November 2022



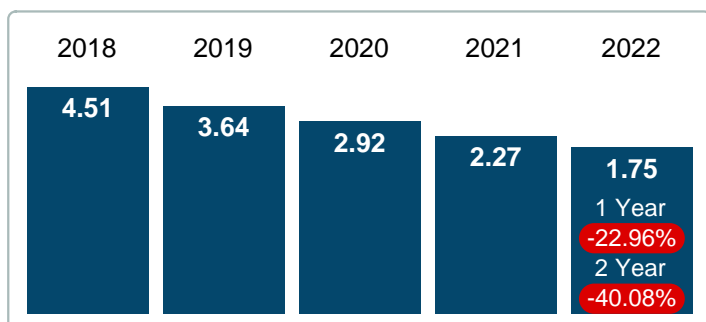
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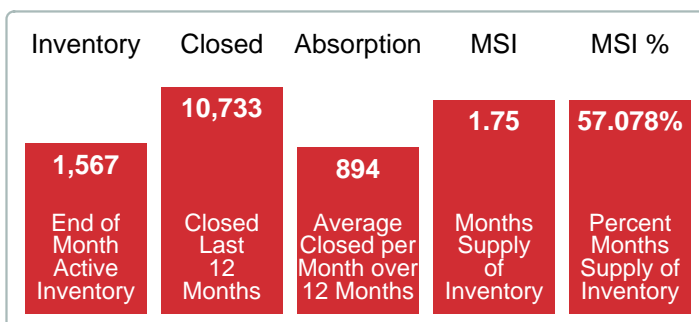
MONTHS SUPPLY of INVENTORY (MSI)

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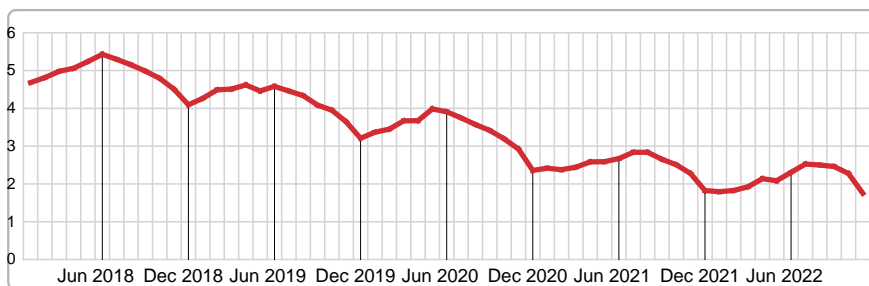
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022

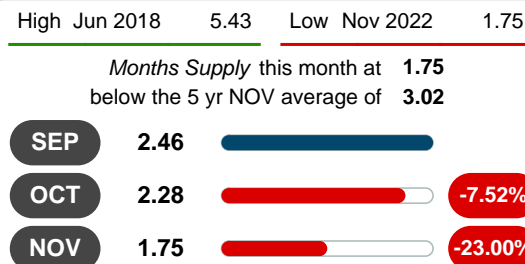


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.02



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



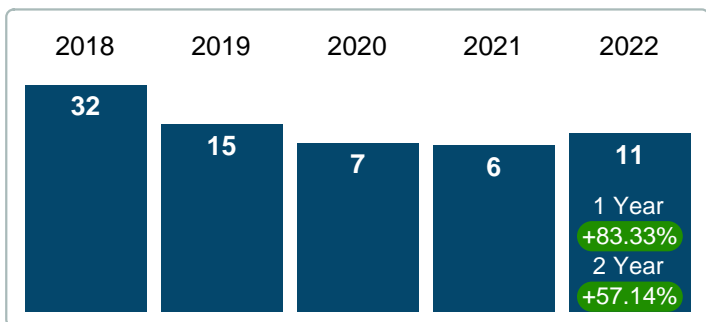
Area Delimited by County Of Tulsa - Residential Property Type



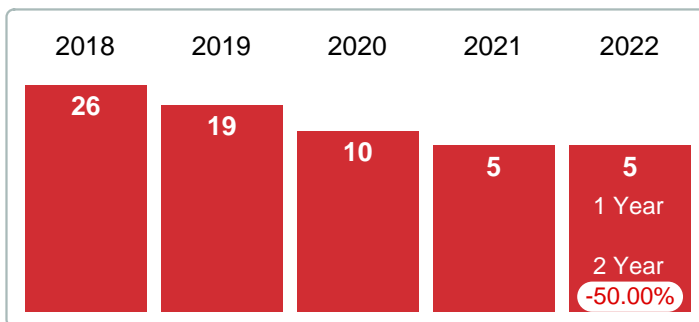
MEDIAN DAYS ON MARKET TO SALE

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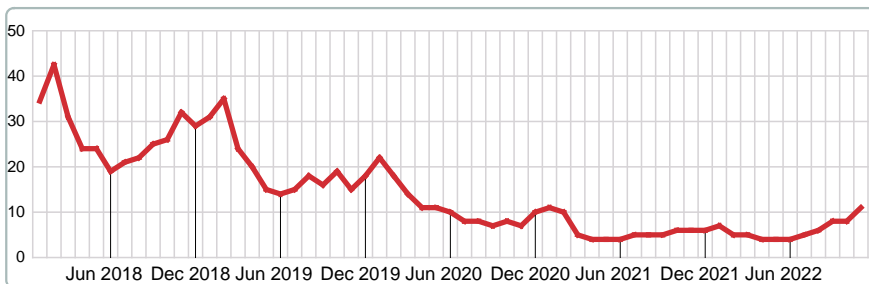
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 14

High Feb 2018 43 Low Jun 2022 4

Median Days on Market to Sale this month at 11 below the 5 yr NOV average of 14

- SEP 8
- OCT 8 0.00%
- NOV 11 37.50%

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	49 	7.78%	8	8	7	65	0
\$100,001 - \$150,000	64 	10.16%	10	5	10	88	0
\$150,001 - \$200,000	124 	19.68%	9	9	8	7	17
\$200,001 - \$275,000	129 	20.48%	10	21	9	17	31
\$275,001 - \$375,000	126 	20.00%	18	24	13	18	41
\$375,001 - \$500,000	70 	11.11%	16	0	7	15	28
\$500,001 and up	68 	10.79%	14	29	26	12	26
Median Closed DOM			11	8	9	14	27
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



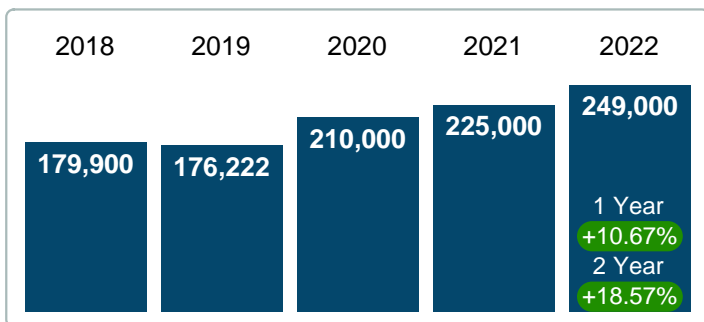
Area Delimited by County Of Tulsa - Residential Property Type



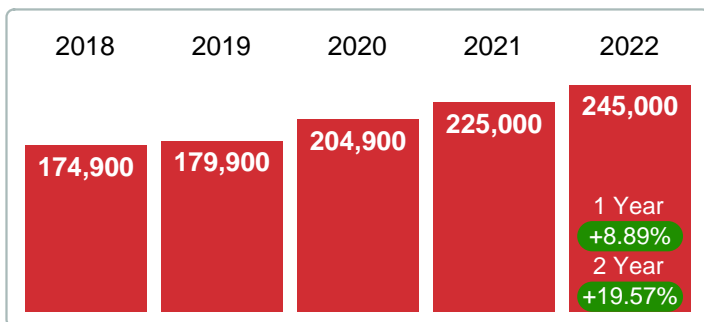
MEDIAN LIST PRICE AT CLOSING

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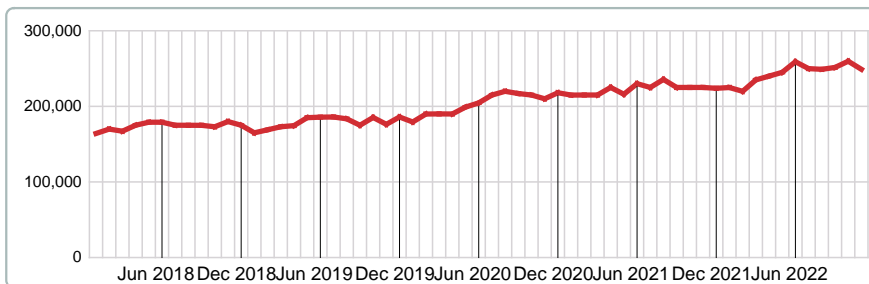
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

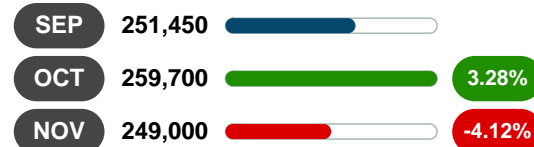


3 MONTHS

5 year NOV AVG = 208,024

High Oct 2022 259,700 Low Jan 2018 164,125

Median List Price at Closing this month at **249,000** above the 5 yr NOV average of **208,024**



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	44	6.98%	74,950	69,850	75,000	0	
\$100,001 - \$150,000	62	9.84%	132,000	129,000	132,000	144,500	
\$150,001 - \$200,000	127	20.16%	179,000	180,000	175,356	179,950	
\$200,001 - \$275,000	129	20.48%	237,000	219,000	234,700	250,000	
\$275,001 - \$375,000	123	19.52%	318,000	281,400	307,000	325,000	
\$375,001 - \$500,000	81	12.86%	427,750	390,000	440,000	425,000	
\$500,001 and up	64	10.16%	602,288	552,175	572,450	594,450	
Median List Price		249,000		113,000	216,450	359,900	464,650
Total Closed Units		630	100%	249,000	67	356	173
Total Closed Volume		182,720,249			9.32M	86.33M	69.54M

November 2022



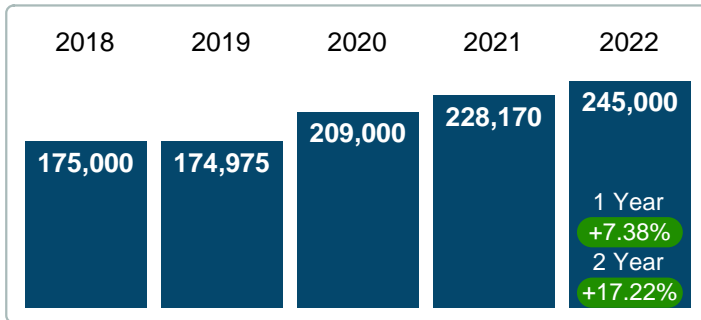
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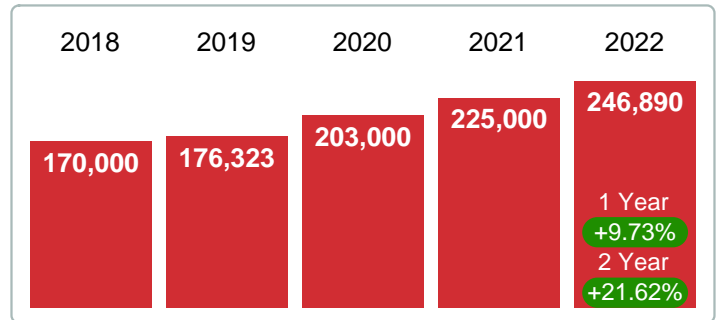
MEDIAN SOLD PRICE AT CLOSING

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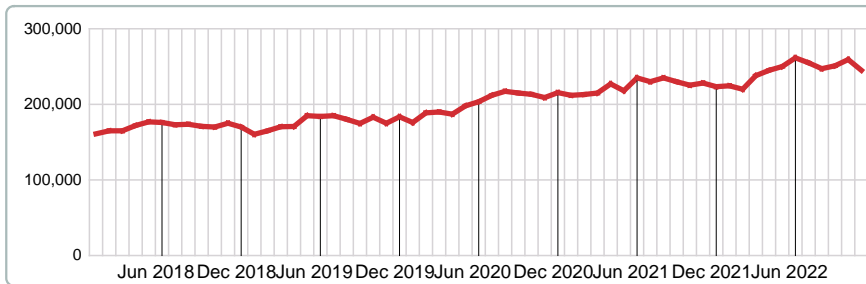
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

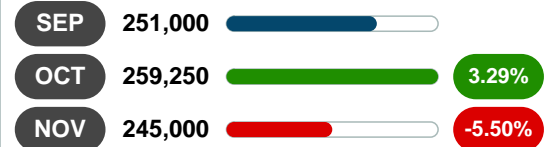


3 MONTHS

5 year NOV AVG = 206,429

High Jun 2022 261,500 Low Jan 2019 160,375

Median Sold Price at Closing this month at **245,000**
above the 5 yr NOV average of **206,429**



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	7.78%	70,000	65,000	75,000	98,625	0
\$100,001 - \$150,000	10.16%	135,000	127,750	135,000	143,000	0
\$150,001 - \$200,000	19.68%	177,250	165,000	178,500	176,000	193,500
\$200,001 - \$275,000	20.48%	237,000	262,200	235,500	245,000	230,000
\$275,001 - \$375,000	20.00%	316,838	321,437	306,725	326,500	350,000
\$375,001 - \$500,000	11.11%	425,000	0	430,000	420,025	445,000
\$500,001 and up	10.79%	629,394	552,175	526,750	629,288	735,000
Median Sold Price		245,000	112,000	215,000	354,000	458,711
Total Closed Units	100%	245,000	67	356	173	34
Total Closed Volume		180,665,388	9.07M	85.16M	69.09M	17.35M

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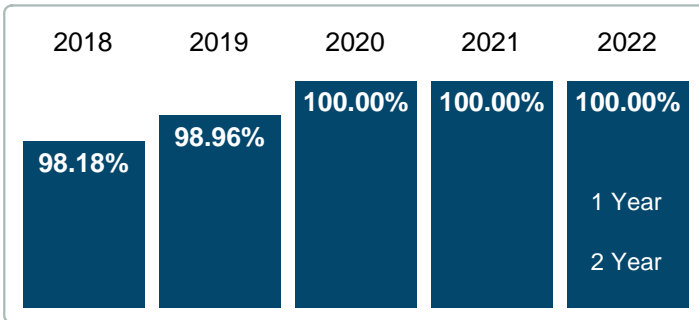
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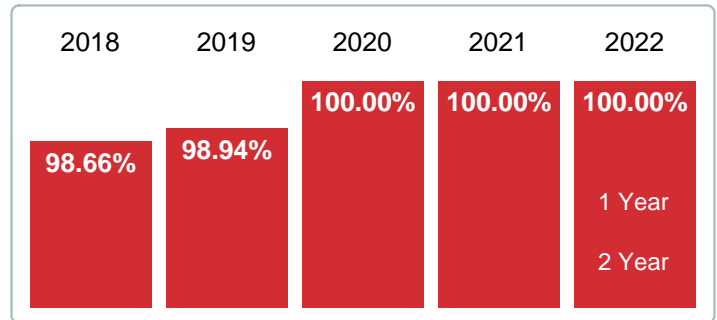
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99.43%

High May 2022 100.67% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr NOV average of **99.43%**

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	49	7.78%	96.13%	95.57%	100.00%	81.04%	0.00%
\$100,001 - \$150,000	64	10.16%	96.65%	100.00%	96.30%	96.67%	0.00%
\$150,001 - \$200,000	124	19.68%	100.00%	99.44%	100.00%	100.00%	96.90%
\$200,001 - \$275,000	129	20.48%	100.00%	97.21%	100.00%	100.00%	97.14%
\$275,001 - \$375,000	126	20.00%	100.00%	98.77%	100.00%	100.00%	97.66%
\$375,001 - \$500,000	70	11.11%	100.00%	0.00%	100.00%	100.00%	100.00%
\$500,001 and up	68	10.79%	100.00%	100.00%	100.00%	100.00%	98.10%
Median Sold/List Ratio		100.00%		98.94%	100.00%	100.00%	98.78%
Total Closed Units		630	100%	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

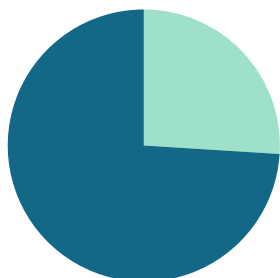


November 2022

MARKET SUMMARY

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

INVENTORY

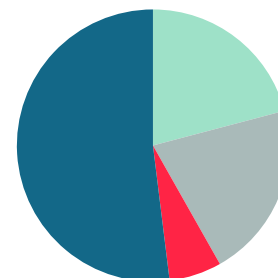


Inventory
 New Listings
738 = 26.00%
 Start Inventory
2,101
 Total Inventory Units
2,839
 Volume
\$1,046,463,372

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%
Median List Price	225,000	249,000	10.67%	225,000	245,000	8.89%
Median Sale Price	228,170	245,000	7.38%	225,000	246,890	9.73%
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	6.00	11.00	83.33%	5.00	5.00	0.00%
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%

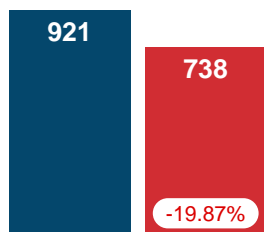
Absorption: Last 12 months, an Average of **894** Sales/Month

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

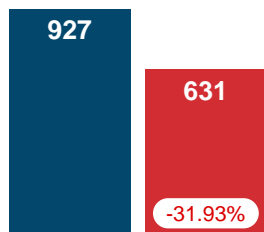
NOVEMBER MARKET

MEDIAN PRICES

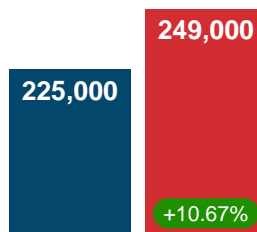
New Listings



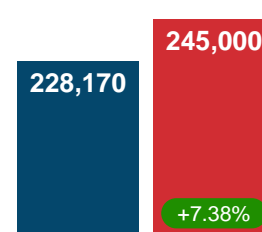
Pending Listings



List Price



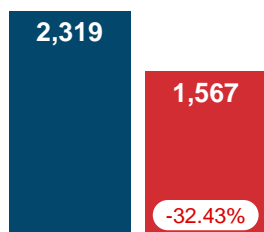
Sale Price



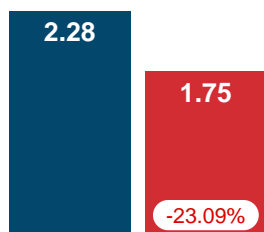
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

