

October 2022



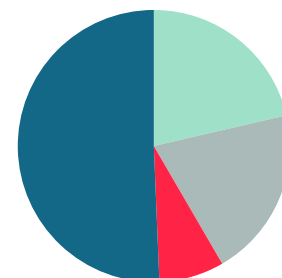
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	1,551	1,081	-30.30%
Pending Listings	1,505	1,024	-31.96%
New Listings	1,609	1,265	-21.38%
Average List Price	270,247	305,688	13.11%
Average Sale Price	268,700	301,783	12.31%
Average Percent of Selling Price to List Price	99.76%	99.22%	-0.54%
Average Days on Market to Sale	17.84	21.85	22.48%
End of Month Inventory	4,077	2,562	-37.16%
Months Supply of Inventory	2.78	1.88	-32.36%



■ Closed (21.37%)
■ Pending (20.25%)
■ Other OffMarket (7.73%)
■ Active (50.65%)

Absorption: Last 12 months, an Average of **1,364** Sales/Month
Active Inventory as of October 31, 2022 = **2,562**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2022 decreased **37.16%** to 2,562 existing homes available for sale. Over the last 12 months this area has had an average of 1,364 closed sales per month. This represents an unsold inventory index of **1.88** 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 **12.31%** in October 2022 to \$301,783 versus the previous year at \$268,700.

Average Days on Market Lengthens

The average number of **21.85** days that homes spent on the market before selling increased by 4.01 days or **22.48%** in October 2022 compared to last year's same month at **17.84** DOM.

Sales Success for October 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 1,265 New Listings in October 2022, down **21.38%** from last year at 1,609. Furthermore, there were 1,081 Closed Listings this month versus last year at 1,551, a **-30.30%** decrease.

Closed versus Listed trends yielded a **85.5%** ratio, down from previous year's, October 2021, at **96.4%**, a **11.35%** 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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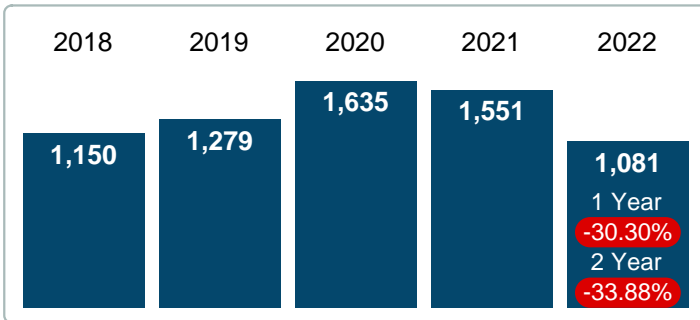
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



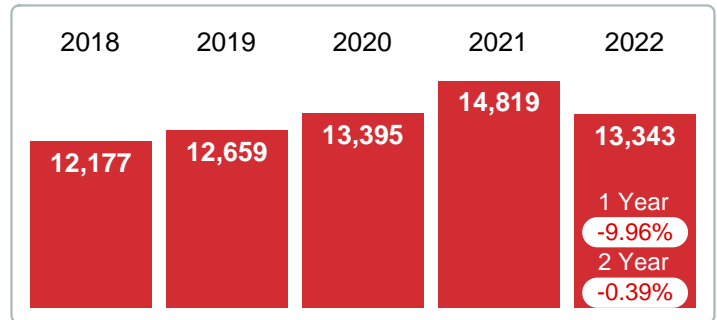
CLOSED LISTINGS

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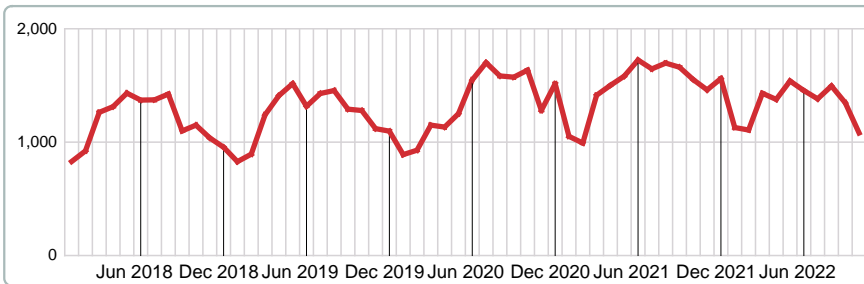
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

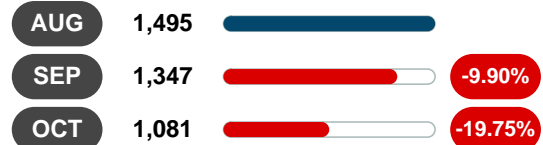


3 MONTHS

5 year OCT AVG = 1,339

High Jun 2021 1,724 Low Jan 2019 828

Closed Listings this month at 1,081 below the 5 yr OCT average of 1,339



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	91	8.42%	19.9	45	45	1	0
\$100,001 - \$150,000	106	9.81%	16.3	32	62	11	1
\$150,001 - \$200,000	151	13.97%	17.6	19	111	20	1
\$200,001 - \$275,000	271	25.07%	17.9	16	191	63	1
\$275,001 - \$375,000	213	19.70%	24.3	10	106	90	7
\$375,001 - \$525,000	140	12.95%	26.7	3	36	85	16
\$525,001 and up	109	10.08%	33.6	0	16	68	25
Total Closed Units	1,081			125	567	338	51
Total Closed Volume	326,227,438	100%	21.9	18.38M	138.90M	137.67M	31.27M
Average Closed Price	\$301,783			\$147,077	\$244,973	\$407,302	\$613,235

October 2022



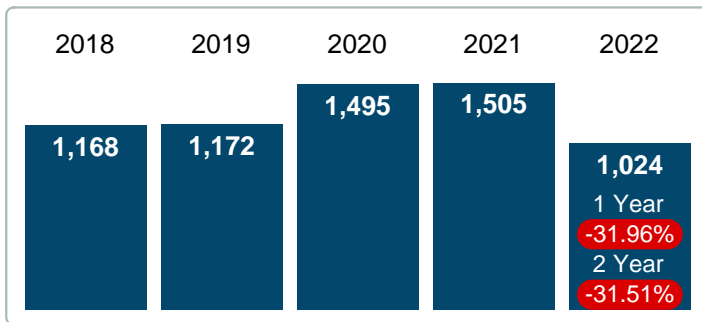
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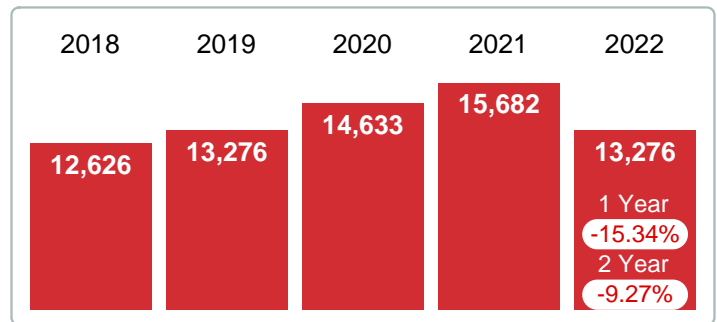
PENDING LISTINGS

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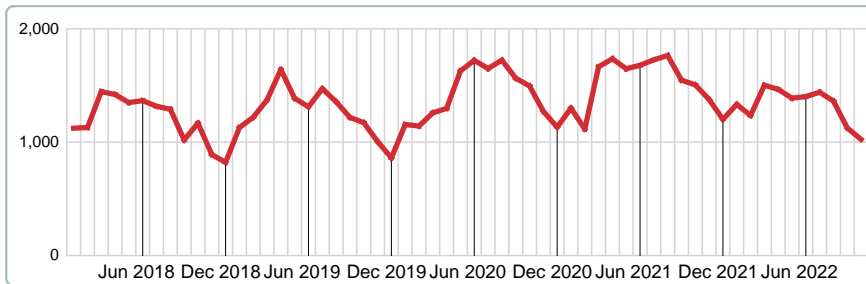
OCTOBER



YEAR TO DATE (YTD)

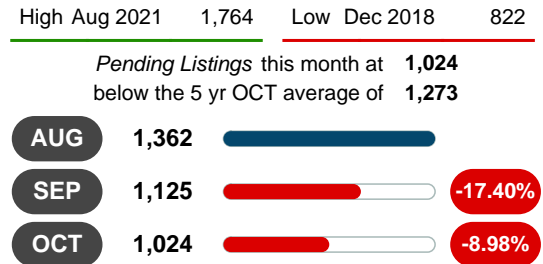


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,273



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	87	8.50%	28.9	49	34	3	1
\$100,001 - \$150,000	116	11.33%	27.6	25	77	13	1
\$150,001 - \$200,000	190	18.55%	21.4	19	148	19	4
\$200,001 - \$275,000	229	22.36%	24.7	12	175	40	2
\$275,001 - \$350,000	146	14.26%	35.6	7	68	67	4
\$350,001 - \$475,000	133	12.99%	37.4	4	46	70	13
\$475,001 and up	123	12.01%	50.6	1	26	62	34
Total Pending Units	1,024			117	574	274	59
Total Pending Volume	296,082,120	100%	31.5	17.37M	137.23M	106.04M	35.45M
Average Listing Price	\$299,776			\$148,447	\$239,073	\$386,997	\$600,829

October 2022



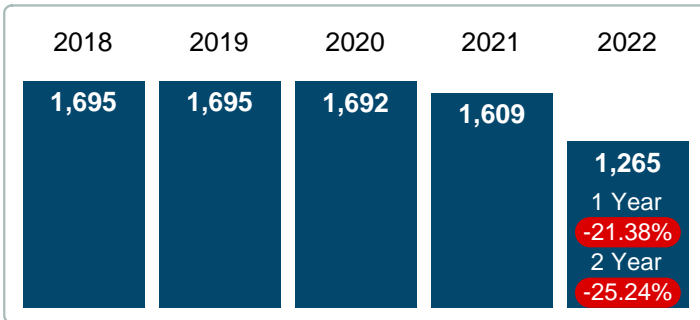
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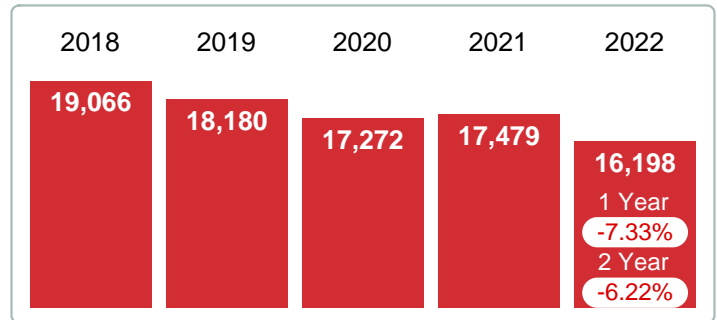
NEW LISTINGS

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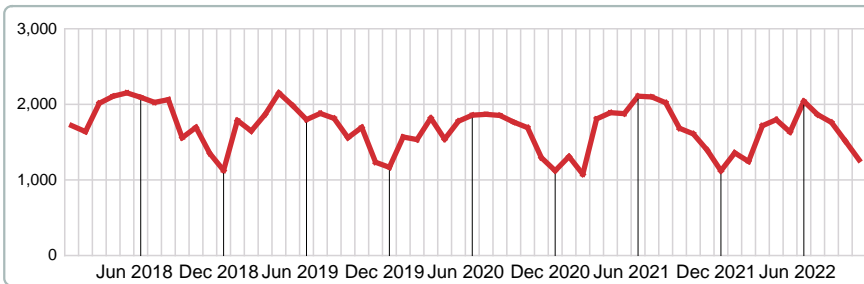
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

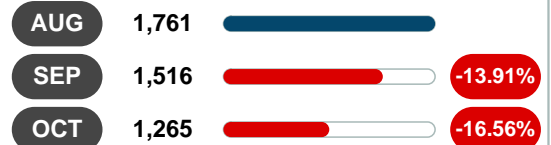


3 MONTHS

5 year OCT AVG = 1,591

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

New Listings this month at **1,265**
 below the 5 yr OCT average of **1,591**



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	95	7.51%	46	44	4	1
\$100,001 - \$150,000	125	9.88%	36	76	11	2
\$150,001 - \$200,000	200	15.81%	22	151	22	5
\$200,001 - \$275,000	308	24.35%	24	218	61	5
\$275,001 - \$375,000	229	18.10%	9	102	107	11
\$375,001 - \$525,000	177	13.99%	3	54	95	25
\$525,001 and up	131	10.36%	1	25	76	29
Total New Listed Units	1,265		141	670	376	78
Total New Listed Volume	397,556,323	100%	22.53M	168.33M	160.17M	46.52M
Average New Listed Listing Price	\$297,453		\$159,787	\$251,238	\$425,995	\$596,449

October 2022



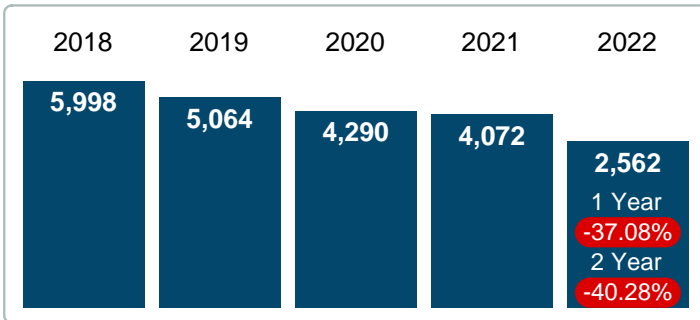
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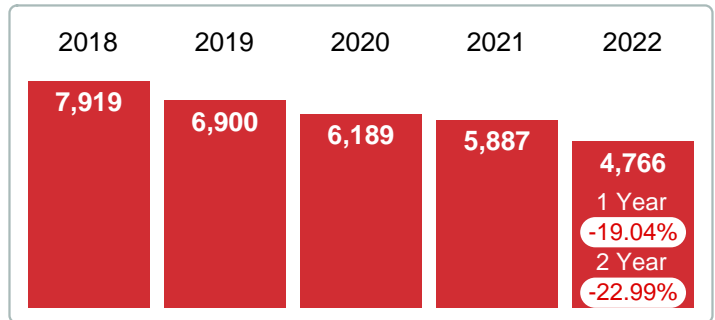
ACTIVE INVENTORY

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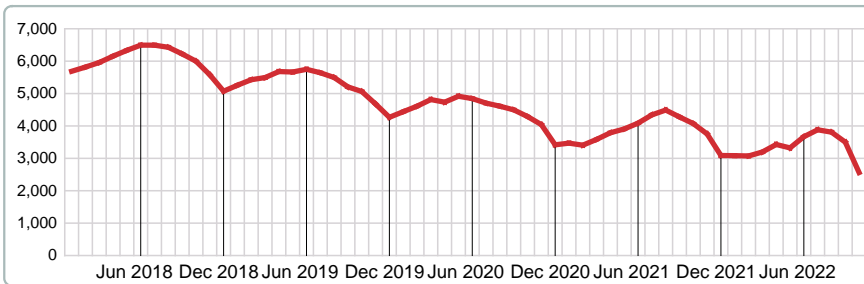
END OF OCTOBER



ACTIVE DURING OCTOBER

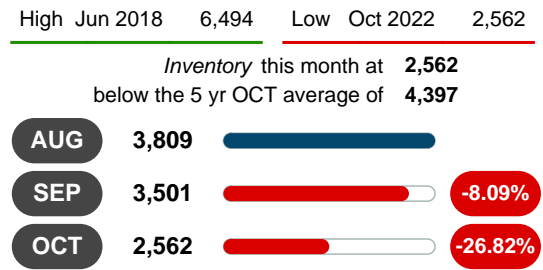


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4,397



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	248	9.68%	73.8	106	114	21	7
\$125,001 - \$175,000	241	9.41%	55.2	52	160	26	3
\$175,001 - \$225,000	304	11.87%	48.7	33	218	45	8
\$225,001 - \$375,000	794	30.99%	59.3	36	407	308	43
\$375,001 - \$475,000	291	11.36%	65.7	8	114	141	28
\$475,001 - \$650,000	420	16.39%	85.6	3	98	258	61
\$650,001 and up	264	10.30%	81.1	3	60	115	86
Total Active Inventory by Units	2,562			241	1,171	914	236
Total Active Inventory by Volume	1,032,788,852	100%	66.3	42.52M	373.61M	426.26M	190.40M
Average Active Inventory Listing Price	\$403,118			\$176,444	\$319,052	\$466,363	\$806,781

October 2022



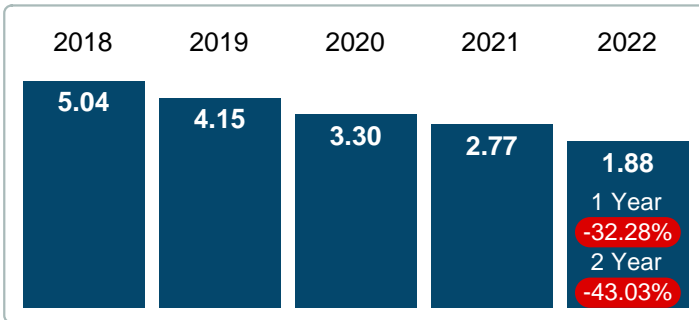
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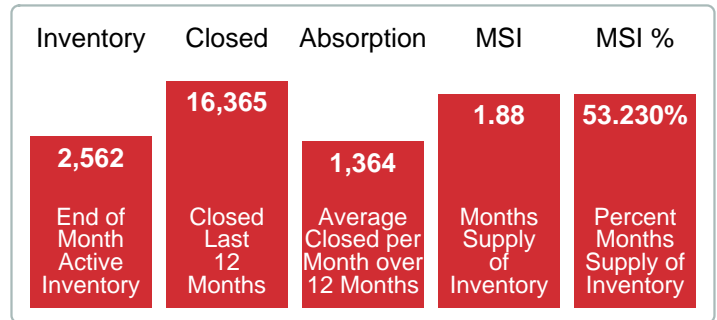
MONTHS SUPPLY of INVENTORY (MSI)

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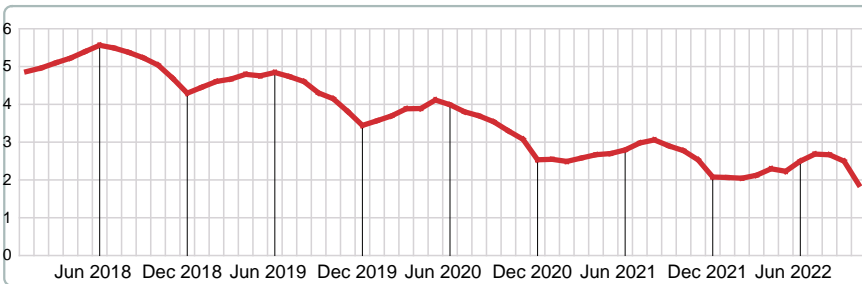
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022



5 YEAR MARKET ACTIVITY TRENDS

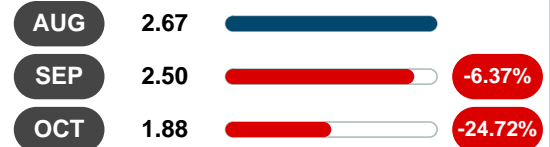


3 MONTHS

5 year OCT AVG = 3.43

High Jun 2018 5.56 Low Oct 2022 1.88

Months Supply this month at 1.88 below the 5 yr OCT average of 3.43



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	248	9.68%	1.35	1.27	1.26	2.40	6.00
\$125,001 - \$175,000	241	9.41%	1.24	1.58	1.12	1.46	2.25
\$175,001 - \$225,000	304	11.87%	1.32	1.80	1.21	1.50	3.56
\$225,001 - \$375,000	794	30.99%	1.67	1.79	1.52	1.80	2.95
\$375,001 - \$475,000	291	11.36%	2.22	2.18	2.51	2.05	2.11
\$475,001 - \$650,000	420	16.39%	4.44	3.27	4.80	4.42	4.09
\$650,001 and up	264	10.30%	4.81	5.14	8.09	4.00	4.76
Market Supply of Inventory (MSI)			1.88	1.51	1.55	2.38	3.60
Total Active Inventory by Units		100%	1.88	241	1,171	914	236

October 2022



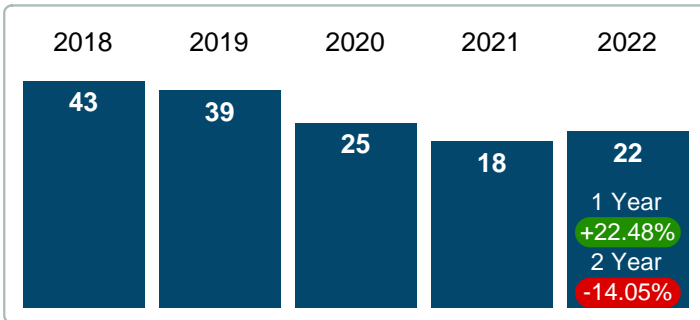
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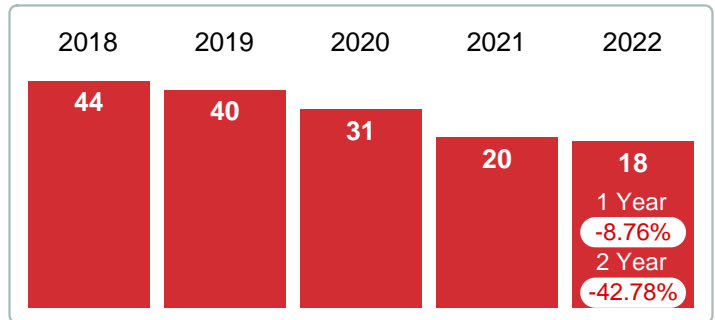
AVERAGE DAYS ON MARKET TO SALE

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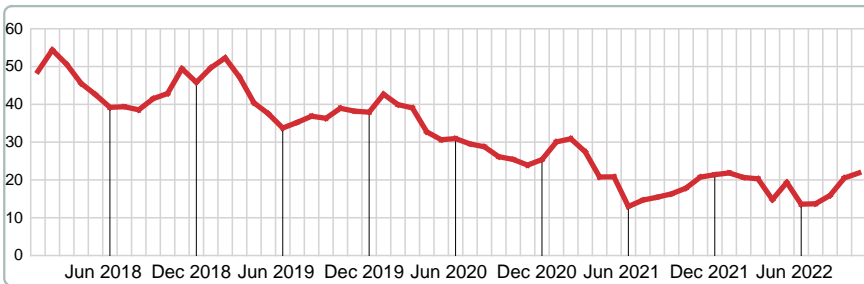
OCTOBER



YEAR TO DATE (YTD)

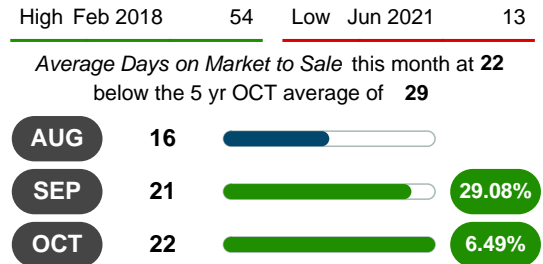


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 29



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	8.42%	20	15	25	18	0
\$100,001 - \$150,000	9.81%	16	18	14	23	1
\$150,001 - \$200,000	13.97%	18	21	16	22	1
\$200,001 - \$275,000	25.07%	18	9	17	23	28
\$275,001 - \$375,000	19.70%	24	14	20	29	35
\$375,001 - \$525,000	12.95%	27	17	19	29	34
\$525,001 and up	10.08%	34	0	47	28	40
Average Closed DOM		22	16	19	27	36
Total Closed Units	100%	22	125	567	338	51
Total Closed Volume		326,227,438	18.38M	138.90M	137.67M	31.27M

October 2022



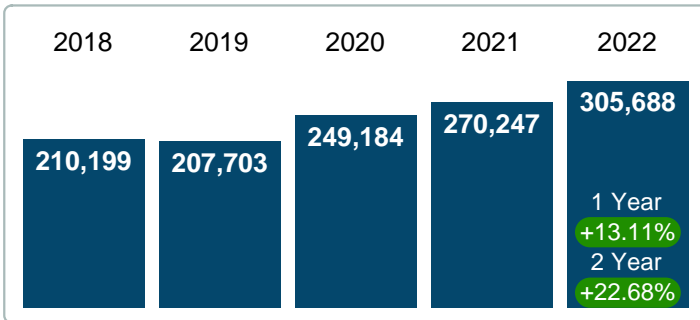
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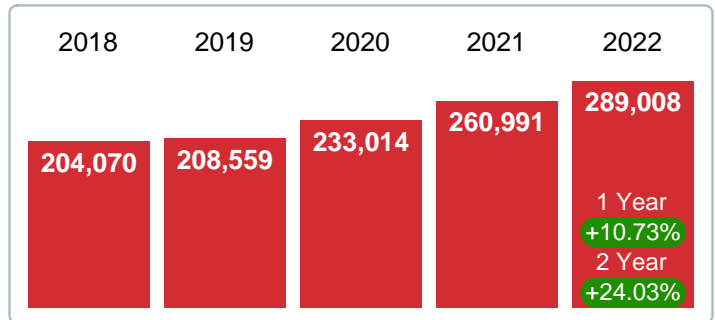
AVERAGE LIST PRICE AT CLOSING

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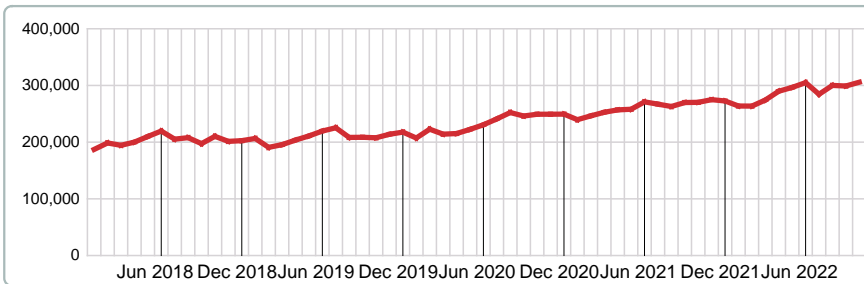
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 248,604

High Oct 2022 305,688 Low Jan 2018 187,169

Average List Price at Closing this month at **305,688**
above the 5 yr OCT average of **248,604**

- AUG** 300,044
- SEP** 299,019 -0.34%
- OCT** 305,688 2.23%

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 92	8.51%	70,193	69,616	74,473	41,500	0
\$100,001 - \$150,000 93	8.60%	130,808	131,153	138,906	133,200	125,000
\$150,001 - \$200,000 163	15.08%	177,968	171,932	178,853	187,210	170,000
\$200,001 - \$275,000 259	23.96%	240,324	221,419	242,191	245,219	260,000
\$275,001 - \$375,000 213	19.70%	320,234	320,890	326,710	325,515	333,829
\$375,001 - \$525,000 153	14.15%	444,055	444,167	451,985	445,362	458,958
\$525,001 and up 108	9.99%	781,696	0	743,148	754,805	859,490
Average List Price		305,688	149,443	248,444	411,771	622,008
Total Closed Units	100%	305,688	125	567	338	51
Total Closed Volume		330,449,081	18.68M	140.87M	139.18M	31.72M

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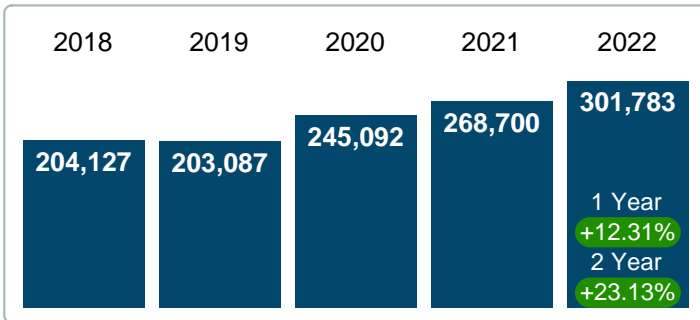
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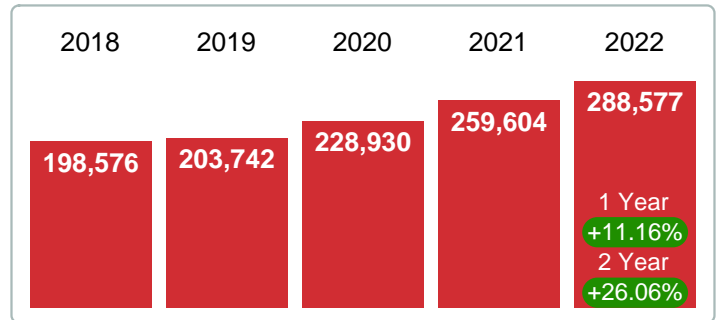
AVERAGE SOLD PRICE AT CLOSING

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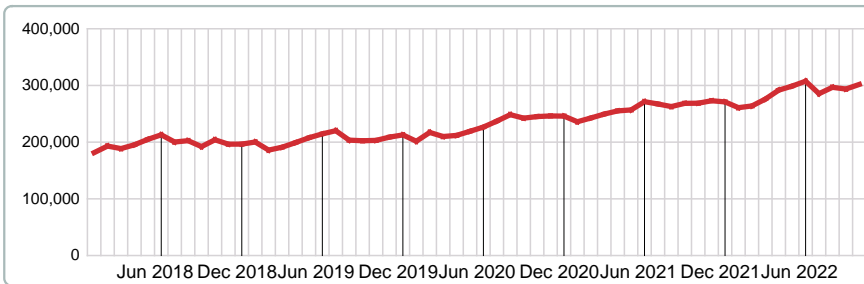
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

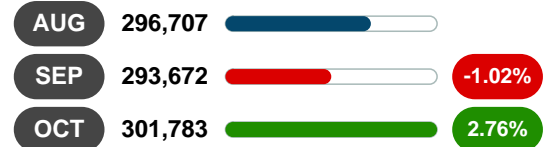


3 MONTHS

5 year OCT AVG = 244,558

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

Average Sold Price at Closing this month at **301,783** above the 5 yr OCT average of **244,558**



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	8.42%	67,291	67,070	68,462	24,500	0
\$100,001 - \$150,000	9.81%	131,849	128,611	134,310	126,562	141,000
\$150,001 - \$200,000	13.97%	178,292	172,753	178,415	183,290	170,000
\$200,001 - \$275,000	25.07%	239,953	223,188	239,193	246,353	250,000
\$275,001 - \$375,000	19.70%	320,408	312,350	319,292	321,812	330,786
\$375,001 - \$525,000	12.95%	447,922	424,700	455,835	444,947	450,283
\$525,001 and up	10.08%	763,510	0	734,182	739,438	847,757
Average Sold Price		301,783	147,077	244,973	407,302	613,235
Total Closed Units	100%	301,783	125	567	338	51
Total Closed Volume		326,227,438	18.38M	138.90M	137.67M	31.27M

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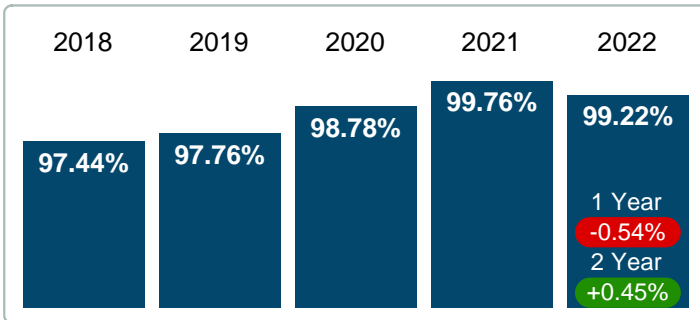
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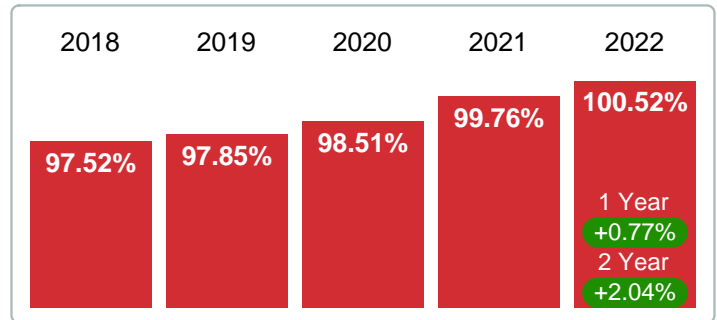
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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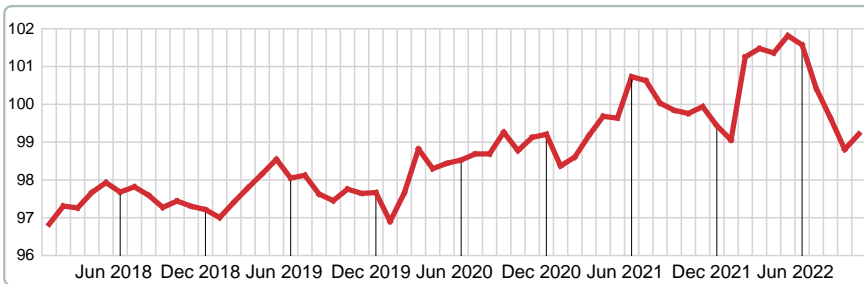
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

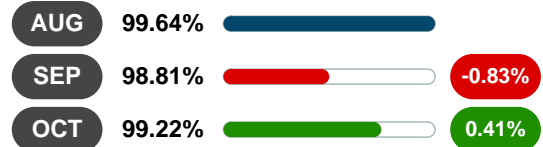


3 MONTHS

5 year OCT AVG = 98.59%

High May 2022 101.82% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.22%**
 equal to 5 yr OCT average of **98.59%**



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	91	8.42%	95.57%	97.00%	94.95%	59.04%	0.00%
\$100,001 - \$150,000	106	9.81%	97.87%	98.54%	97.66%	95.73%	112.80%
\$150,001 - \$200,000	151	13.97%	99.92%	100.67%	100.06%	98.42%	100.00%
\$200,001 - \$275,000	271	25.07%	100.49%	101.21%	98.93%	105.10%	96.15%
\$275,001 - \$375,000	213	19.70%	98.49%	97.35%	98.15%	98.97%	99.14%
\$375,001 - \$525,000	140	12.95%	100.50%	95.77%	103.37%	99.90%	98.07%
\$525,001 and up	109	10.08%	99.22%	0.00%	99.23%	99.33%	98.94%
Average Sold/List Ratio		99.20%		98.49%	98.84%	100.16%	98.93%
Total Closed Units		1,081	100%	125	567	338	51
Total Closed Volume		326,227,438		18.38M	138.90M	137.67M	31.27M

October 2022



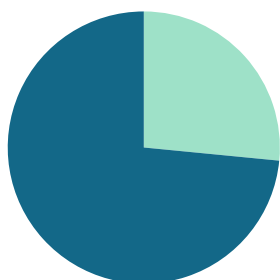
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

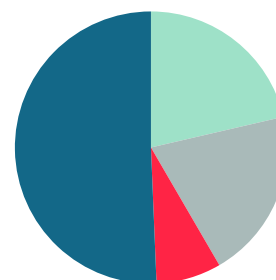


Inventory
 New Listings
1,265 = 26.54%
 Start Inventory
3,501
 Total Inventory Units
4,766
 Volume
\$1,725,120,687

Market Activity

Closed Sales
1,081 = 21.37%
 Pending Sales
1,024 = 20.25%
 Other Off Market
391 = 7.73%
 Active Inventory
2,562 = 50.65%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,551	1,081	-30.30%	14,819	13,343	-9.96%
Pending Sales	1,505	1,024	-31.96%	15,682	13,276	-15.34%
New Listings	1,609	1,265	-21.38%	17,479	16,198	-7.33%
Average List Price	270,247	305,688	13.11%	260,991	289,008	10.73%
Average Sale Price	268,700	301,783	12.31%	259,604	288,577	11.16%
Average Percent of Selling Price to List Price	99.76%	99.22%	-0.54%	99.76%	100.52%	0.77%
Average Days on Market to Sale	17.84	21.85	22.48%	19.75	18.02	-8.76%
Monthly Inventory	4,077	2,562	-37.16%	4,077	2,562	-37.16%
Months Supply of Inventory	2.78	1.88	-32.36%	2.78	1.88	-32.36%

Absorption: Last 12 months, an Average of **1,364** Sales/Month

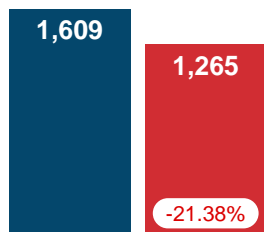
Inventory on October 31, 2022 = **2,562**

2021 **2022**

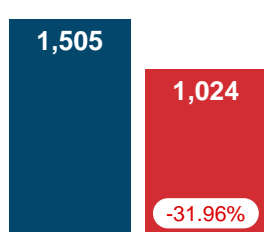
OCTOBER MARKET

AVERAGE PRICES

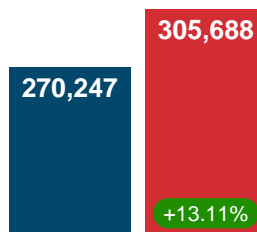
New Listings



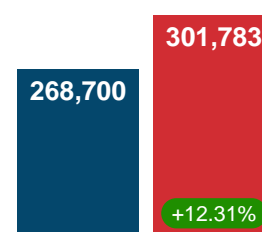
Pending Listings



List Price



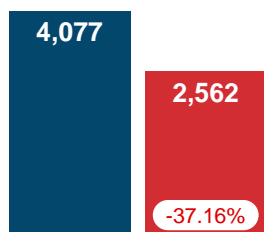
Sale Price



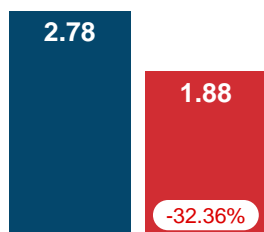
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

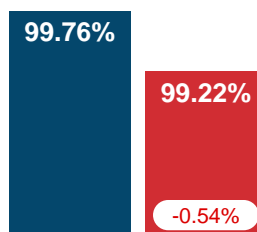
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

