

October 2022



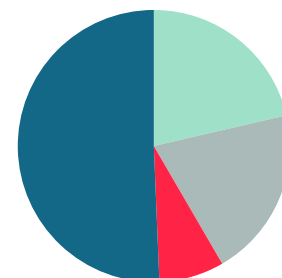
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	228,240	255,000	11.72%
Median Sale Price	228,020	255,000	11.83%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	9.00	50.00%
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.

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 **11.83%** in October 2022 to \$255,000 versus the previous year at \$228,020.

Median Days on Market Lengthens

The median number of **9.00** days that homes spent on the market before selling increased by 3.00 days or **50.00%** in October 2022 compared to last year's same month at **6.00** DOM.

Sales Success for October 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 1,265 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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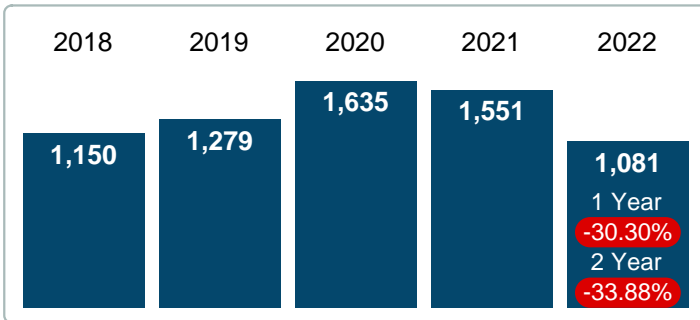
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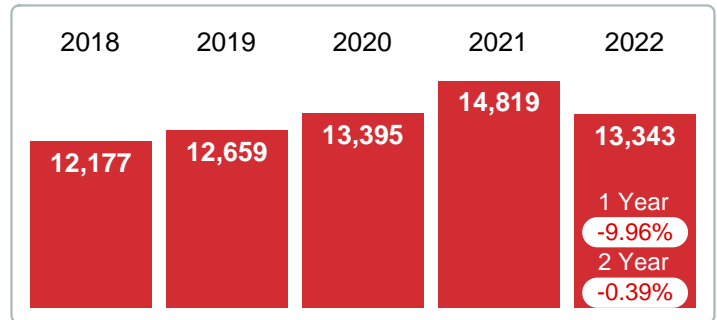
CLOSED LISTINGS

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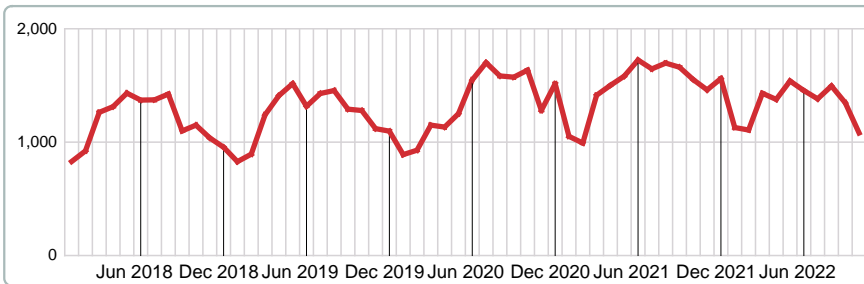
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

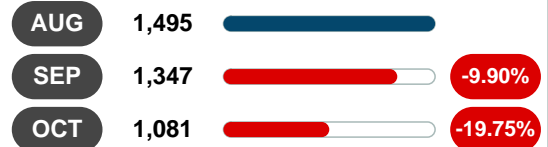


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	91	8.42%	6.0	45	45	1	0
\$100,001 - \$150,000	106	9.81%	7.0	32	62	11	1
\$150,001 - \$200,000	151	13.97%	8.0	19	111	20	1
\$200,001 - \$275,000	271	25.07%	8.0	16	191	63	1
\$275,001 - \$375,000	213	19.70%	11.0	10	106	90	7
\$375,001 - \$525,000	140	12.95%	10.0	3	36	85	16
\$525,001 and up	109	10.08%	11.0	0	16	68	25
Total Closed Units	1,081			125	567	338	51
Total Closed Volume	326,227,438	100%	9.0	18.38M	138.90M	137.67M	31.27M
Median Closed Price	\$255,000			\$130,000	\$230,000	\$356,415	\$521,535

October 2022



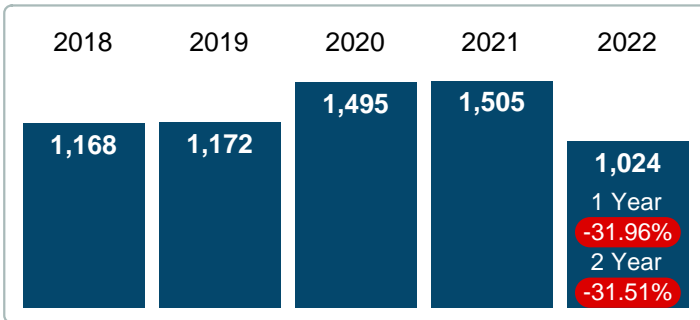
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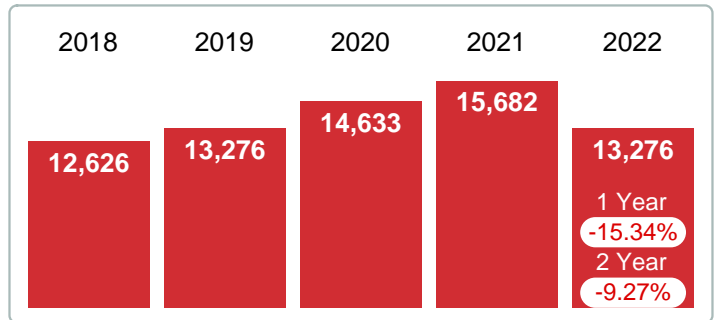
PENDING LISTINGS

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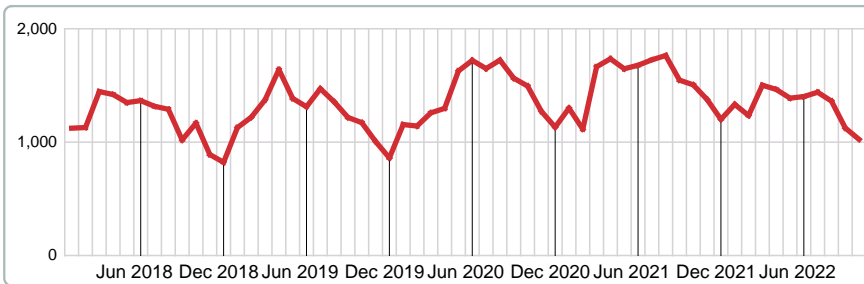
OCTOBER



YEAR TO DATE (YTD)

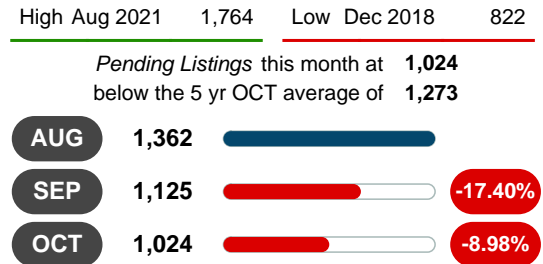


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,273



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	87	8.50%	17.0	49	34	3	1
\$100,001 - \$150,000	116	11.33%	11.0	25	77	13	1
\$150,001 - \$200,000	190	18.55%	13.0	19	148	19	4
\$200,001 - \$275,000	229	22.36%	10.0	12	175	40	2
\$275,001 - \$350,000	146	14.26%	18.0	7	68	67	4
\$350,001 - \$475,000	133	12.99%	26.0	4	46	70	13
\$475,001 and up	123	12.01%	29.0	1	26	62	34
Total Pending Units	1,024			117	574	274	59
Total Pending Volume	296,082,120	100%	15.0	17.37M	137.23M	106.04M	35.45M
Median Listing Price	\$239,578			\$125,000	\$215,000	\$349,900	\$550,000

October 2022



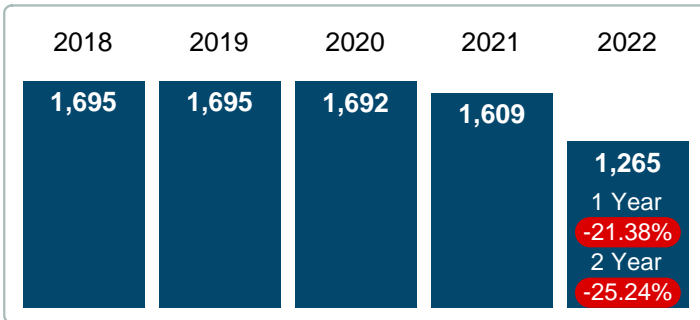
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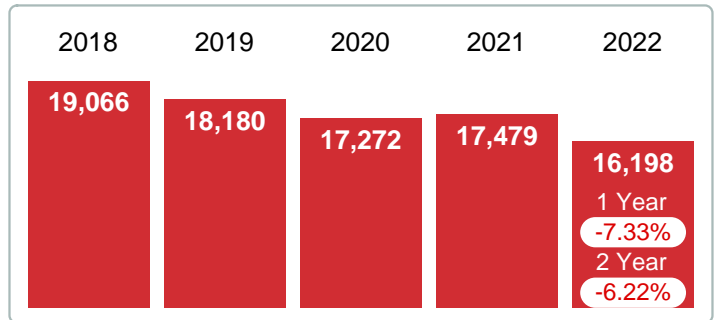
NEW LISTINGS

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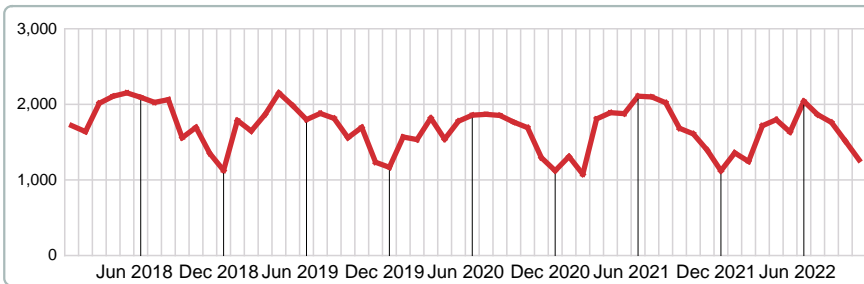
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

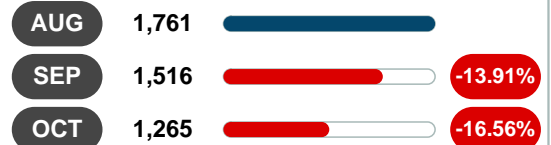


3 MONTHS

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
Median New Listed Listing Price	\$249,900		\$135,000	\$224,900	\$361,495	\$470,650

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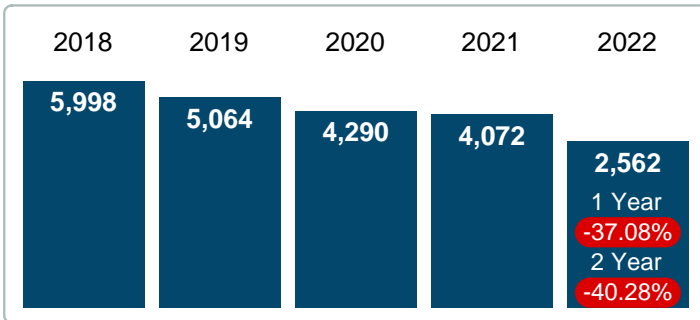
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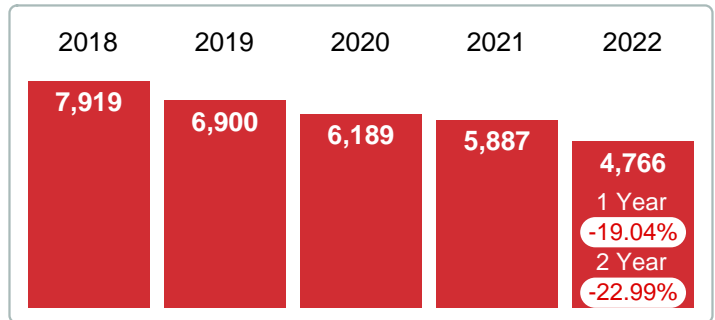
ACTIVE INVENTORY

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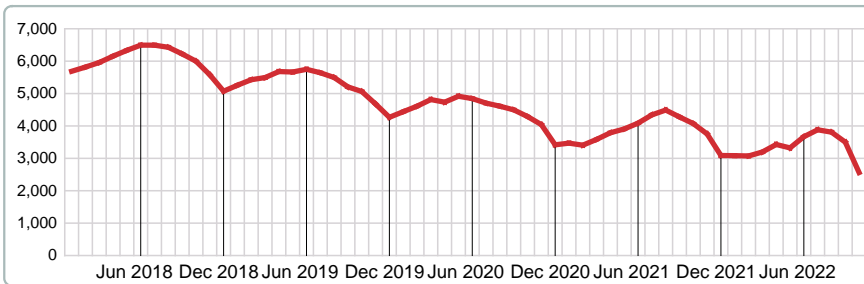
END OF OCTOBER



ACTIVE DURING OCTOBER

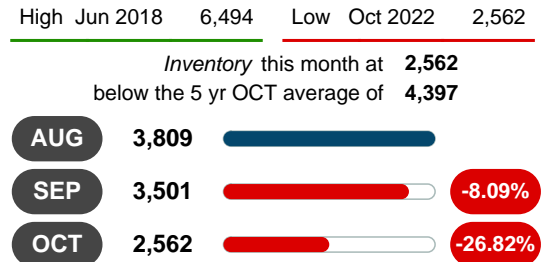


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4,397



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	248	9.68%	45.5	106	114	21	7
\$125,001 - \$175,000	241	9.41%	42.0	52	160	26	3
\$175,001 - \$225,000	304	11.87%	38.5	33	218	45	8
\$225,001 - \$375,000	794	30.99%	44.5	36	407	308	43
\$375,001 - \$475,000	291	11.36%	49.0	8	114	141	28
\$475,001 - \$650,000	420	16.39%	68.0	3	98	258	61
\$650,001 and up	264	10.30%	73.5	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%	51.0	42.52M	373.61M	426.26M	190.40M
Median Active Inventory Listing Price	\$315,000			\$130,500	\$249,900	\$410,000	\$549,700

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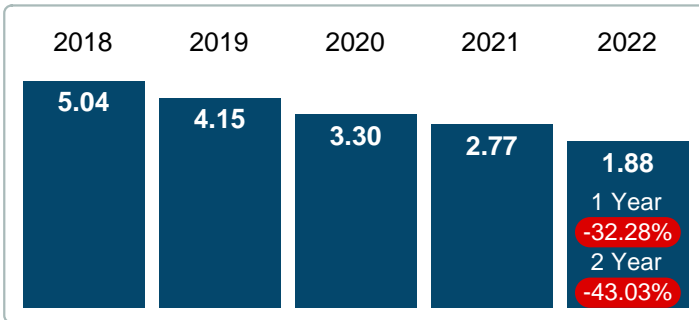
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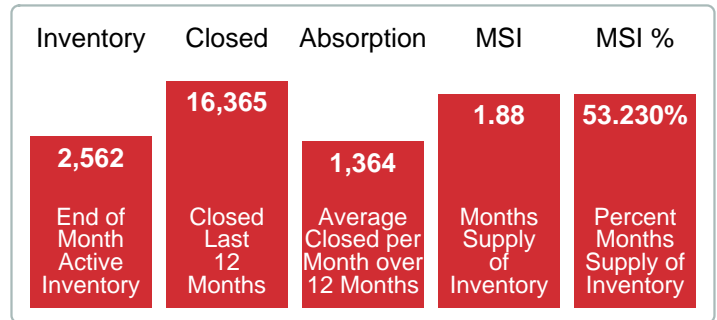
MONTHS SUPPLY of INVENTORY (MSI)

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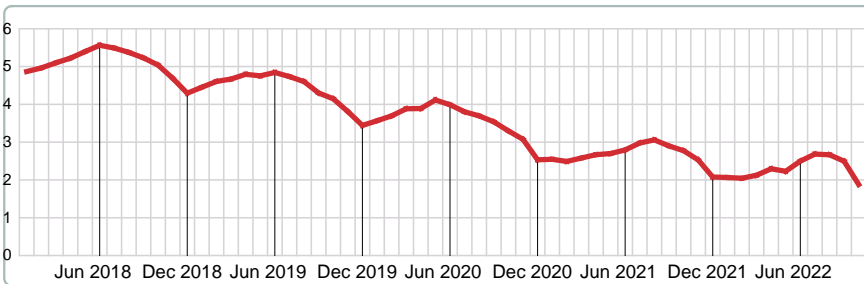
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

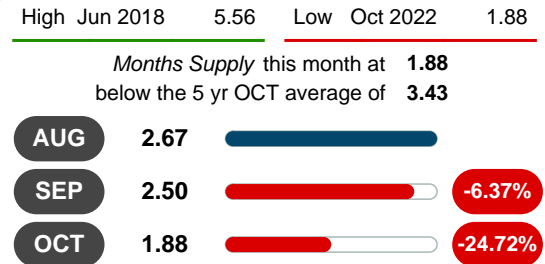


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.43



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

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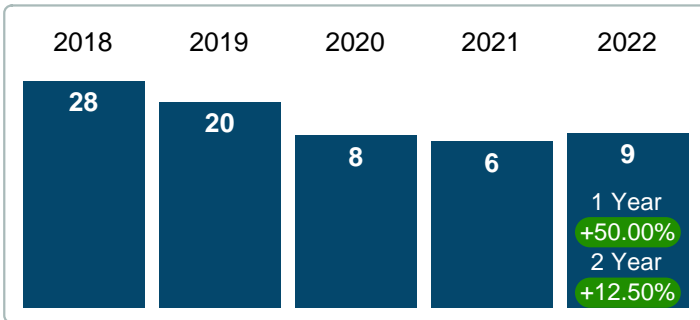
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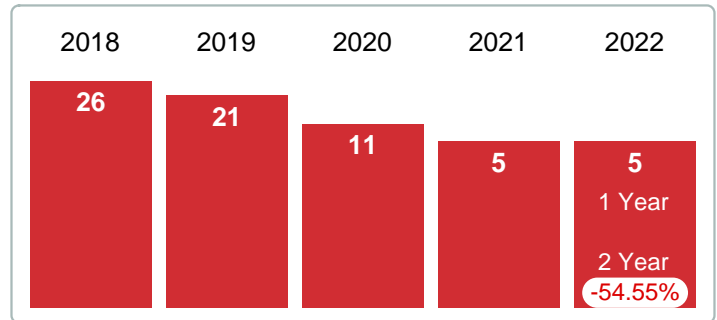
MEDIAN DAYS ON MARKET TO SALE

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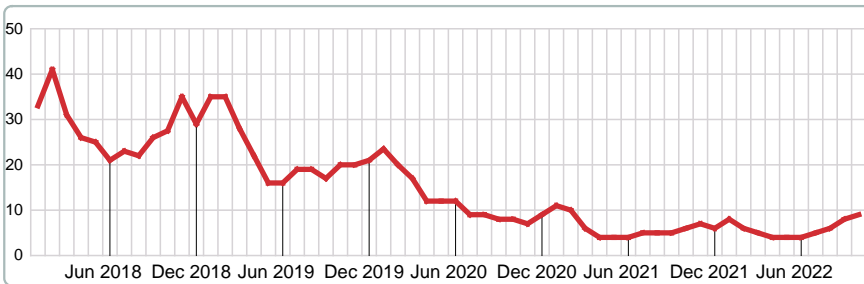
OCTOBER



YEAR TO DATE (YTD)

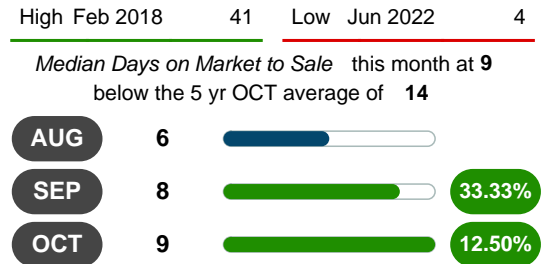


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 14



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	91	8.42%	6	7	5	18	0
\$100,001 - \$150,000	106	9.81%	7	10	7	13	1
\$150,001 - \$200,000	151	13.97%	8	8	7	11	1
\$200,001 - \$275,000	271	25.07%	8	5	7	12	28
\$275,001 - \$375,000	213	19.70%	11	6	9	18	35
\$375,001 - \$525,000	140	12.95%	10	14	6	11	15
\$525,001 and up	109	10.08%	11	0	31	7	19
Median Closed DOM			9	7	7	12	19
Total Closed Units		100%	9.0	125	567	338	51
Total Closed Volume				18.38M	138.90M	137.67M	31.27M

October 2022



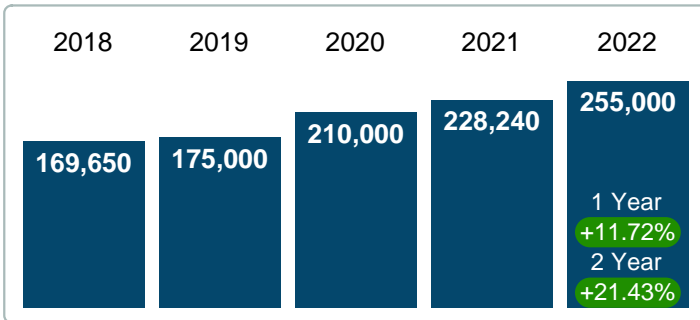
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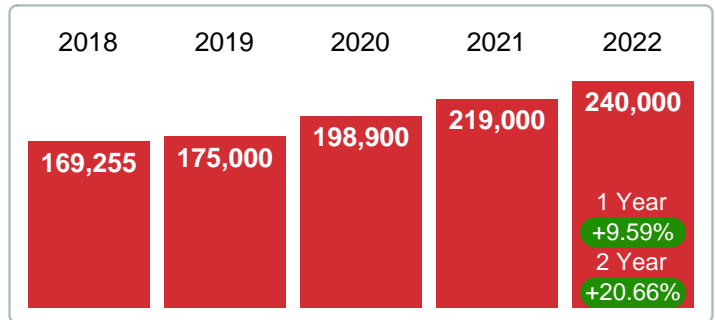
MEDIAN LIST PRICE AT CLOSING

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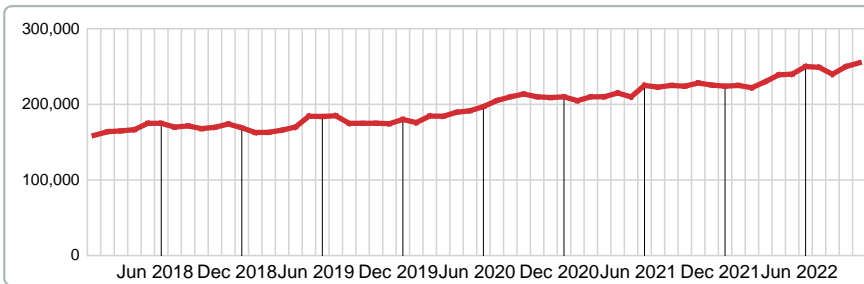
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

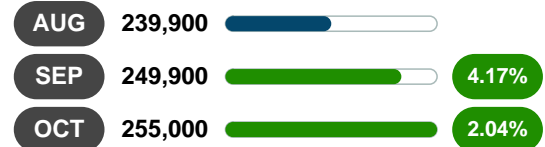


3 MONTHS

5 year OCT AVG = 207,578

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

Median List Price at Closing this month at **255,000**
above the 5 yr OCT average of **207,578**



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	92	8.51%	75,000	75,000	74,950	45,750	0
\$100,001 - \$150,000	93	8.60%	130,000	129,900	130,000	119,500	125,000
\$150,001 - \$200,000	163	15.08%	179,000	175,000	177,199	189,000	170,000
\$200,001 - \$275,000	259	23.96%	239,990	225,000	239,900	249,000	260,000
\$275,001 - \$375,000	213	19.70%	315,000	320,000	312,450	317,000	349,000
\$375,001 - \$525,000	153	14.15%	449,475	465,000	424,950	449,750	450,000
\$525,001 and up	108	9.99%	650,000	0	636,250	650,000	680,000
Median List Price			255,000	132,500	232,000	359,985	525,000
Total Closed Units		100%	255,000	125	567	338	51
Total Closed Volume			330,449,081	18.68M	140.87M	139.18M	31.72M

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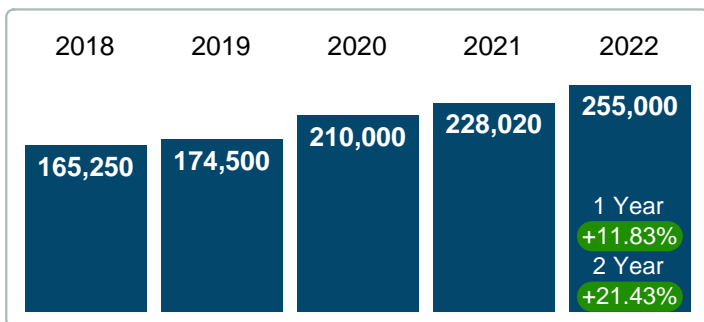
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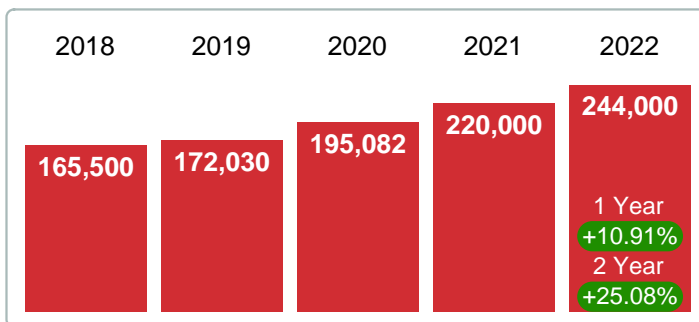
MEDIAN SOLD PRICE AT CLOSING

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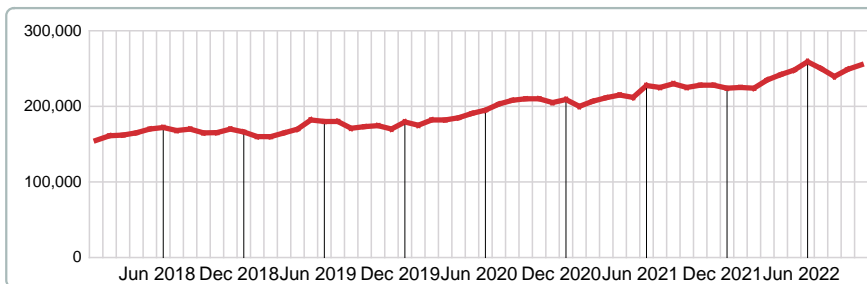
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 206,554

High Jun 2022 259,000 Low Jan 2018 155,000
 Median Sold Price at Closing this month at **255,000**
 above the 5 yr OCT average of **206,554**

- AUG** 239,500
- SEP** 249,000 +3.97%
- OCT** 255,000 +2.41%

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	91	8.42%	68,000	72,500	67,000	24,500	0
\$100,001 - \$150,000	106	9.81%	132,700	128,250	139,000	130,277	141,000
\$150,001 - \$200,000	151	13.97%	176,900	175,000	177,500	186,500	170,000
\$200,001 - \$275,000	271	25.07%	240,000	215,000	240,000	246,000	250,000
\$275,001 - \$375,000	213	19.70%	315,000	298,500	314,950	320,000	345,000
\$375,001 - \$525,000	140	12.95%	444,450	430,000	452,532	440,000	444,450
\$525,001 and up	109	10.08%	655,000	0	635,000	659,750	666,650
Median Sold Price			255,000	130,000	230,000	356,415	521,535
Total Closed Units		100%	255,000	125	567	338	51
Total Closed Volume			326,227,438	18.38M	138.90M	137.67M	31.27M

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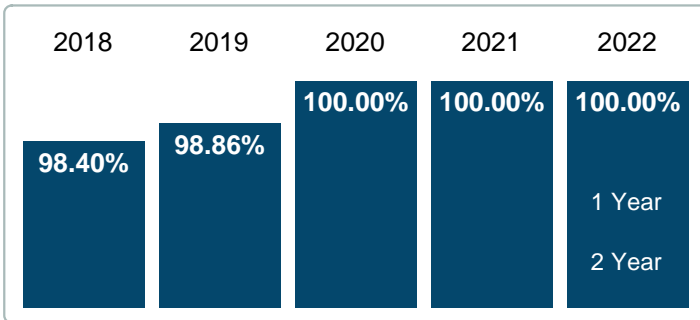
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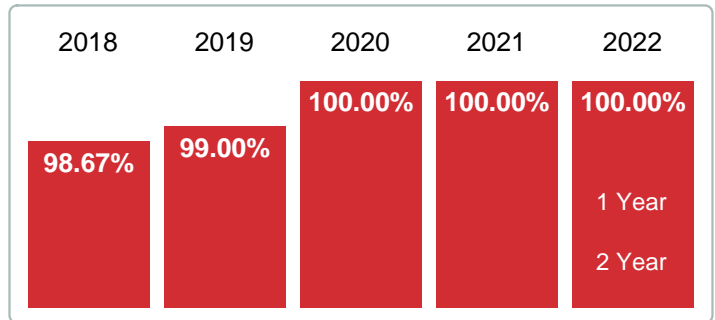
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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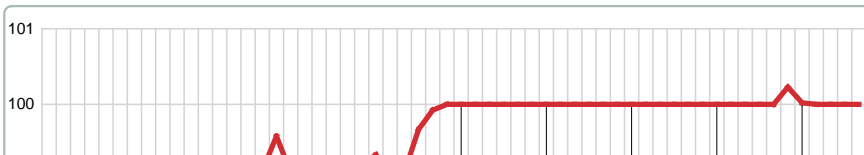
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.45%

High May 2022 100.23% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%** above the 5 yr OCT average of **99.45%**

AUG 100.00%
SEP 100.00%
OCT 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	91	8.42%	100.00%	98.31%	100.00%	59.04%	0.00%
\$100,001 - \$150,000	106	9.81%	100.00%	100.00%	100.00%	99.14%	112.80%
\$150,001 - \$200,000	151	13.97%	100.00%	100.55%	100.00%	98.54%	100.00%
\$200,001 - \$275,000	271	25.07%	100.00%	100.00%	100.00%	100.00%	96.15%
\$275,001 - \$375,000	213	19.70%	100.00%	96.95%	100.00%	100.00%	99.17%
\$375,001 - \$525,000	140	12.95%	100.00%	97.77%	100.00%	100.00%	97.78%
\$525,001 and up	109	10.08%	99.01%	0.00%	98.69%	99.51%	98.21%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	98.43%
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



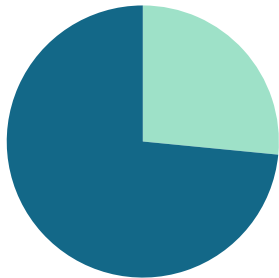
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

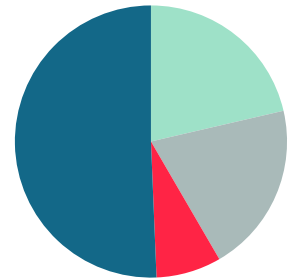


Inventory
 New Listings
1,265 = 26.54%
 Start Inventory
3,501
 Total Inventory Units
4,766
 Volume
\$1,725,120,687

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

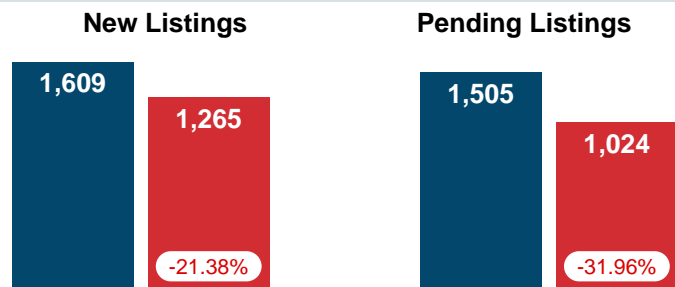


Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,551	1,081	-30.30%	14,819	13,343	-9.96%
Pending Sales	1,505	1,024	-31.96%	15,682	13,276	-15.34%
New Listings	1,609	1,265	-21.38%	17,479	16,198	-7.33%
Median List Price	228,240	255,000	11.72%	219,000	240,000	9.59%
Median Sale Price	228,020	255,000	11.83%	220,000	244,000	10.91%
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	9.00	50.00%	5.00	5.00	0.00%
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%

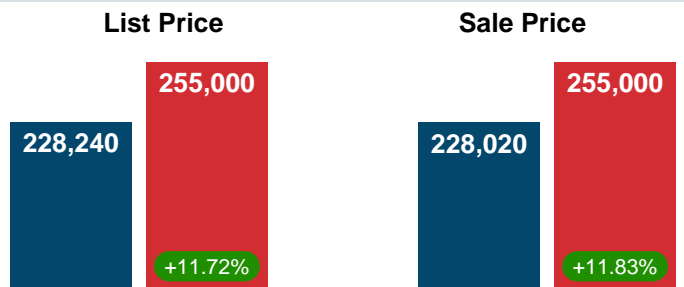
Absorption: Last 12 months, an Average of **1,364** Sales/Month

Inventory on October 31, 2022 = **2,562** 2021 2022

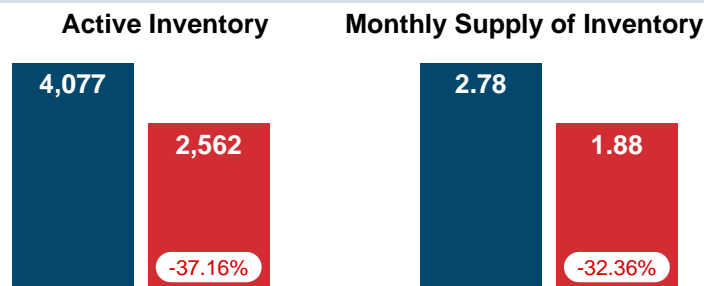
OCTOBER MARKET



MEDIAN PRICES



INVENTORY



MEDIAN SOLD/LIST RATIO & DOM

