

November 2022



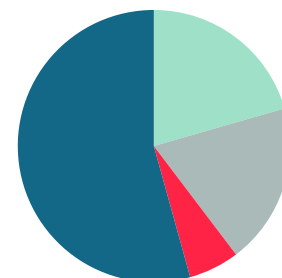
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	1,461	935	-36.00%
Pending Listings	1,375	871	-36.65%
New Listings	1,396	1,132	-18.91%
Average List Price	274,357	287,298	4.72%
Average Sale Price	272,493	283,931	4.20%
Average Percent of Selling Price to List Price	99.94%	98.53%	-1.41%
Average Days on Market to Sale	20.74	24.82	19.67%
End of Month Inventory	1,755	2,472	40.85%
Months Supply of Inventory	1.18	1.87	58.23%



■ Closed (20.54%)
■ Pending (19.13%)
■ Other OffMarket (6.02%)
■ Active (54.31%)

Absorption: Last 12 months, an Average of **1,320** Sales/Month
Active Inventory as of November 30, 2022 = **2,472**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **40.85%** to 2,472 existing homes available for sale. Over the last 12 months this area has had an average of 1,320 closed sales per month. This represents an unsold inventory index of **1.87** 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 **4.20%** in November 2022 to \$283,931 versus the previous year at \$272,493.

Average Days on Market Lengthens

The average number of **24.82** days that homes spent on the market before selling increased by 4.08 days or **19.67%** in November 2022 compared to last year's same month at **20.74** 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 1,132 New Listings in November 2022, down **18.91%** from last year at 1,396. Furthermore, there were 935 Closed Listings this month versus last year at 1,461, a **-36.00%** decrease.

Closed versus Listed trends yielded a **82.6%** ratio, down from previous year's, November 2021, at **104.7%**, a **21.08%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

November 2022



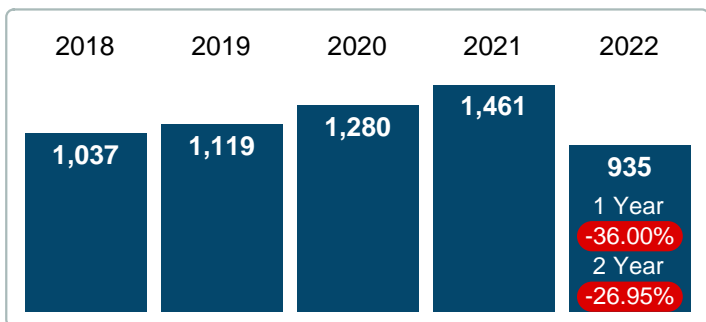
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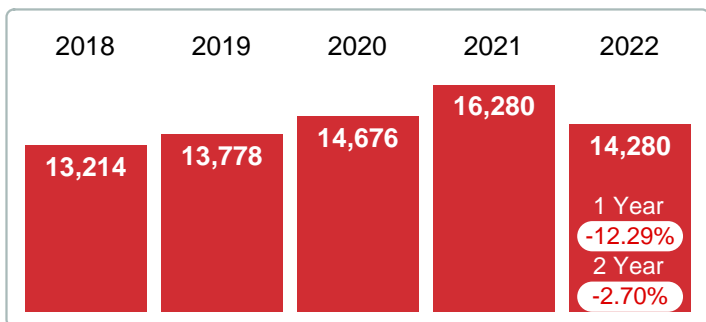
CLOSED LISTINGS

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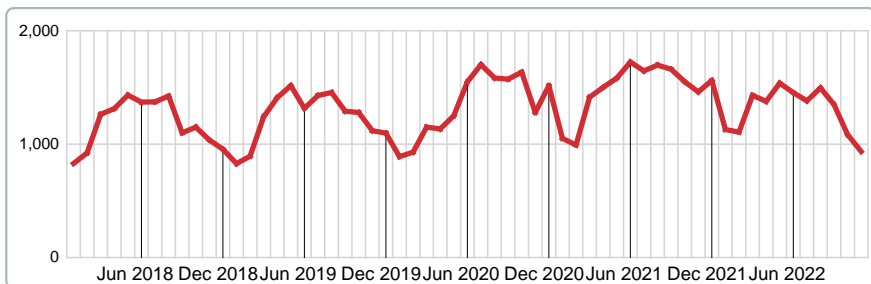
NOVEMBER



YEAR TO DATE (YTD)

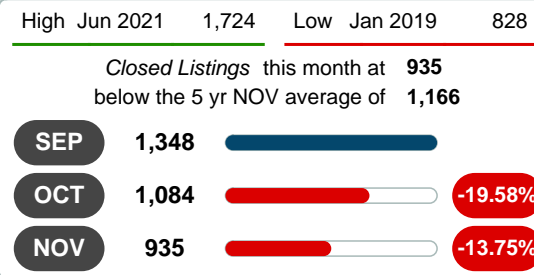


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,166



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	77	8.24%	19.5	45	29	3	0
\$100,001 - \$150,000	103	11.02%	25.1	25	70	8	0
\$150,001 - \$200,000	168	17.97%	17.6	20	127	19	2
\$200,001 - \$275,000	204	21.82%	19.5	7	154	40	3
\$275,001 - \$350,000	150	16.04%	32.4	3	75	65	7
\$350,001 - \$500,000	136	14.55%	28.6	4	47	73	12
\$500,001 and up	97	10.37%	35.5	2	19	56	20
Total Closed Units	935			106	521	264	44
Total Closed Volume	265,475,423	100%	24.8	14.90M	123.56M	104.57M	22.45M
Average Closed Price	\$283,931			\$140,546	\$237,155	\$396,083	\$510,313

November 2022



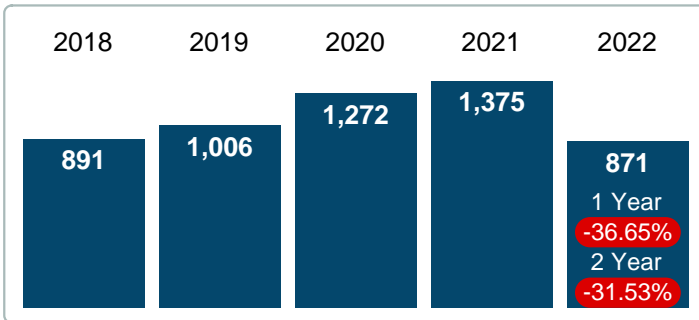
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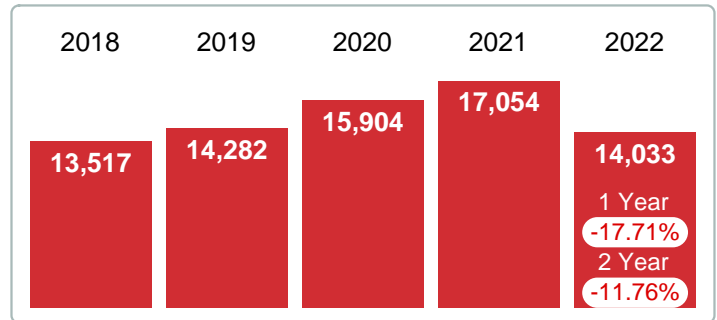
PENDING LISTINGS

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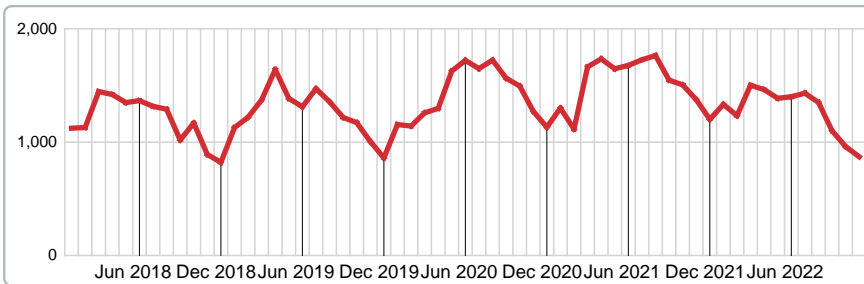
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

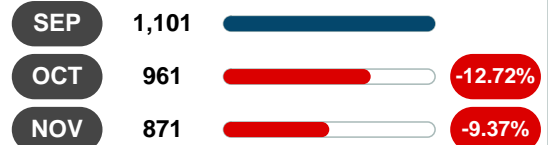


3 MONTHS

5 year NOV AVG = 1,083

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at **871**
below the 5 yr NOV average of **1,083**



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	86	9.87%	33.2	44	38	4	0
\$100,001 - \$150,000	87	9.99%	33.4	27	51	9	0
\$150,001 - \$200,000	154	17.68%	35.2	19	120	12	3
\$200,001 - \$275,000	195	22.39%	34.1	9	145	36	5
\$275,001 - \$350,000	133	15.27%	43.1	7	60	56	10
\$350,001 - \$500,000	122	14.01%	45.0	3	47	65	7
\$500,001 and up	94	10.79%	34.5	4	16	55	19
Total Pending Units	871			113	477	237	44
Total Pending Volume	250,612,479	100%	36.9	17.79M	113.25M	90.83M	28.74M
Average Listing Price	\$287,728			\$157,404	\$237,418	\$383,266	\$653,259

November 2022



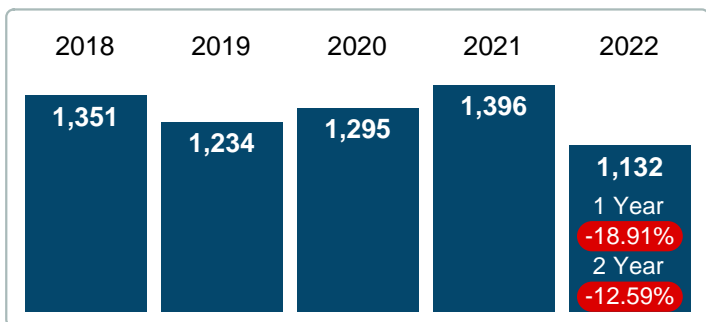
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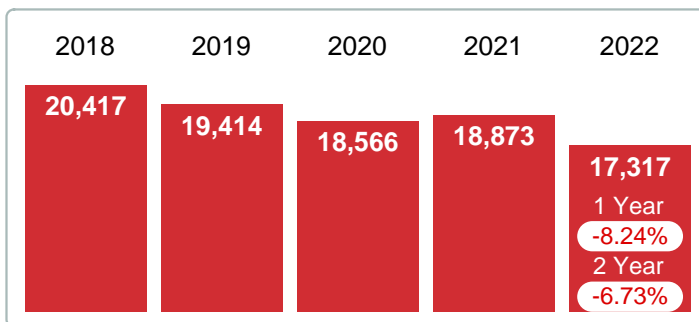
NEW LISTINGS

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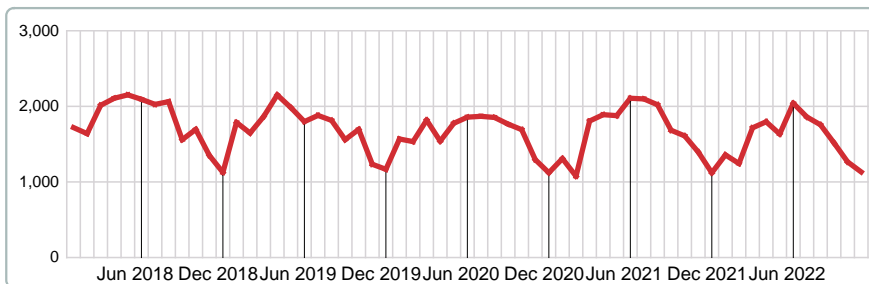
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,282

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

New Listings this month at 1,132
 below the 5 yr NOV average of 1,282



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	103	9.10%	59	40	3	1
\$100,001 - \$150,000	105	9.28%	35	64	6	0
\$150,001 - \$200,000	165	14.58%	18	131	14	2
\$200,001 - \$300,000	295	26.06%	15	208	65	7
\$300,001 - \$400,000	213	18.82%	8	88	103	14
\$400,001 - \$550,000	139	12.28%	5	41	83	10
\$550,001 and up	112	9.89%	5	21	58	28
Total New Listed Units	1,132		145	593	332	62
Total New Listed Volume	356,111,077	100%	26.02M	151.77M	137.61M	40.71M
Average New Listed Listing Price	\$294,638		\$179,451	\$255,944	\$414,488	\$656,550

November 2022



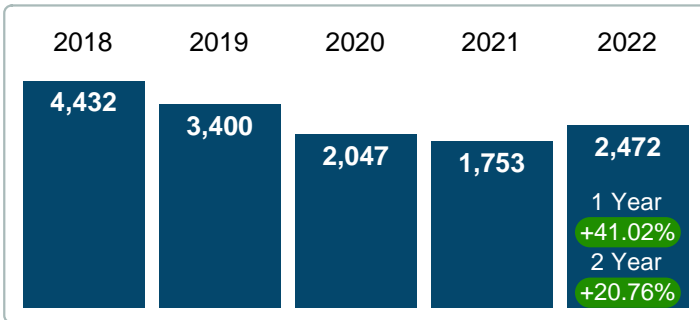
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



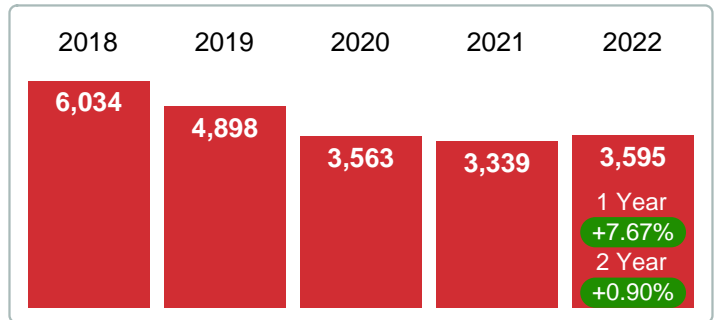
ACTIVE INVENTORY

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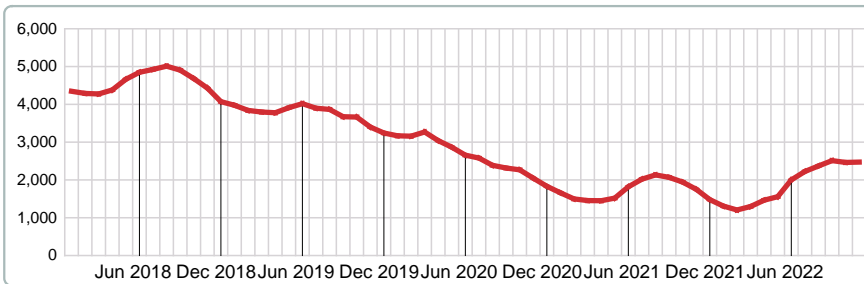
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2,821

High Aug 2018 5,010 Low Feb 2022 1,205

Inventory this month at 2,472
below the 5 yr NOV average of 2,821



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	245	9.91%	80.4	106	111	18	10
\$125,001 - \$175,000	212	8.58%	68.2	41	141	27	3
\$175,001 - \$250,000	438	17.72%	55.4	29	302	94	13
\$250,001 - \$375,000	604	24.43%	69.1	22	294	255	33
\$375,001 - \$500,000	408	16.50%	76.2	8	142	216	42
\$500,001 - \$650,000	319	12.90%	99.3	6	71	196	46
\$650,001 and up	246	9.95%	96.0	4	55	103	84
Total Active Inventory by Units			2,472	216	1,116	909	231
Total Active Inventory by Volume			1,005,962,687	41.96M	359.56M	422.15M	182.29M
Average Active Inventory Listing Price			\$406,943	\$194,280	\$322,182	\$464,412	\$789,142

November 2022



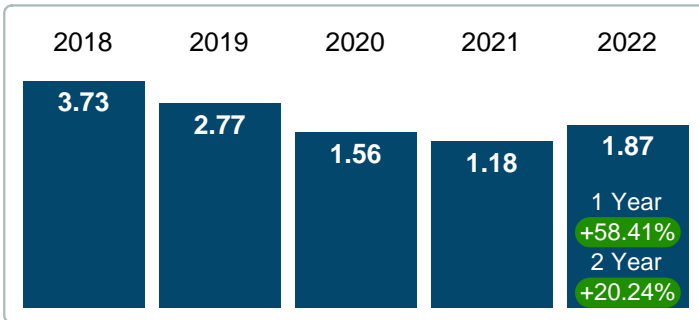
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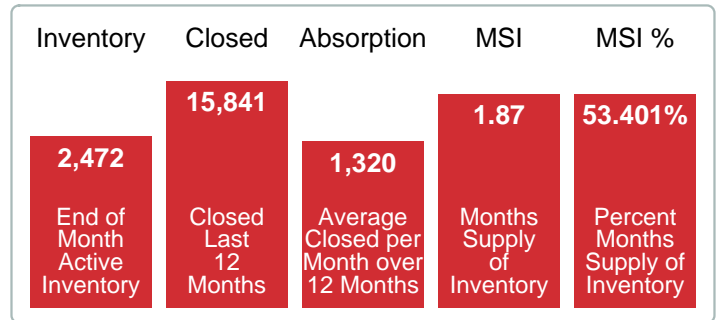
MONTHS SUPPLY of INVENTORY (MSI)

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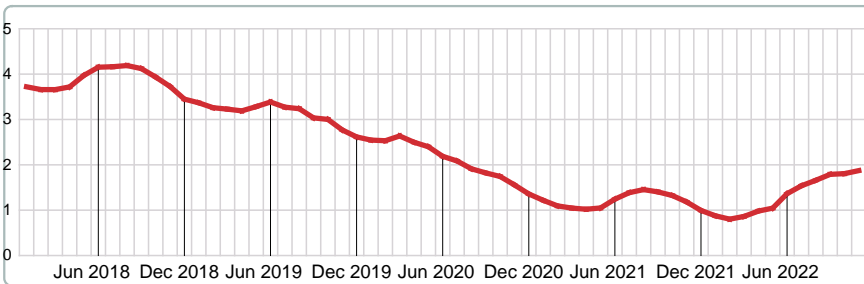
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.22

High Aug 2018 4.19 Low Feb 2022 0.80

Months Supply this month at 1.87 below the 5 yr NOV average of 2.22



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	245	9.91%	1.39	1.31	1.29	2.23	10.00
\$125,001 - \$175,000	212	8.58%	1.13	1.25	1.03	1.60	3.27
\$175,001 - \$250,000	438	17.72%	1.26	1.20	1.15	1.65	2.94
\$250,001 - \$375,000	604	24.43%	1.80	1.73	1.67	1.90	2.81
\$375,001 - \$500,000	408	16.50%	2.71	1.96	2.81	2.67	2.80
\$500,001 - \$650,000	319	12.90%	4.47	8.00	4.92	4.49	3.68
\$650,001 and up	246	9.95%	4.61	9.60	7.67	3.62	4.82
Market Supply of Inventory (MSI)			1.87	1.39	1.52	2.46	3.67
Total Active Inventory by Units		100%	1.87	216	1,116	909	231

November 2022



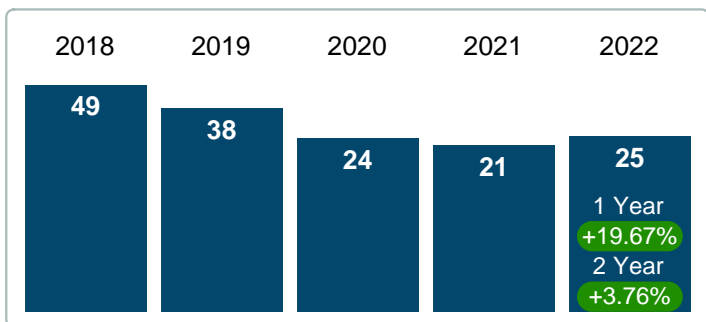
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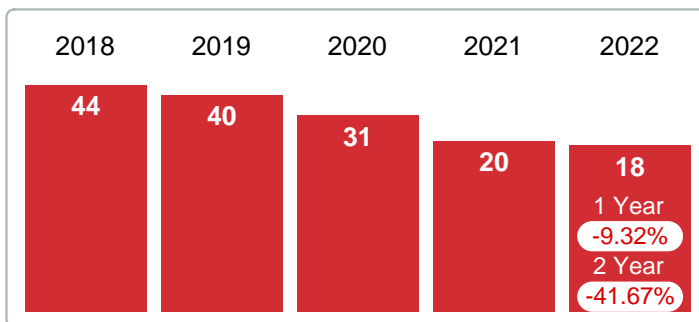
AVERAGE DAYS ON MARKET TO SALE

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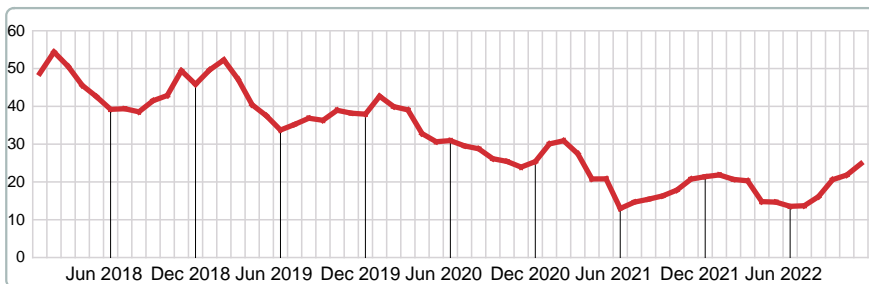
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

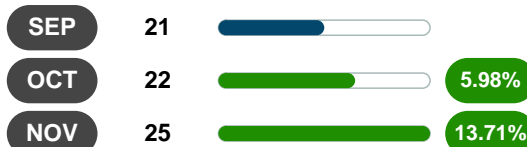


3 MONTHS

5 year NOV AVG = 31

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 25 below the 5 yr NOV average of 31



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 77	8.24%	20	23	11	45	0
\$100,001 - \$150,000 103	11.02%	25	24	23	45	0
\$150,001 - \$200,000 168	17.97%	18	18	18	15	17
\$200,001 - \$275,000 204	21.82%	19	22	17	25	66
\$275,001 - \$350,000 150	16.04%	32	50	32	30	53
\$350,001 - \$500,000 136	14.55%	29	38	30	25	43
\$500,001 and up 97	10.37%	35	29	53	31	30
Average Closed DOM		25	24	22	28	39
Total Closed Units	935	100%	106	521	264	44
Total Closed Volume	265,475,423		14.90M	123.56M	104.57M	22.45M

November 2022



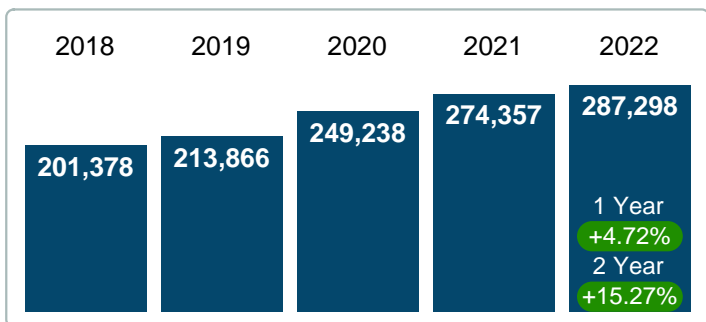
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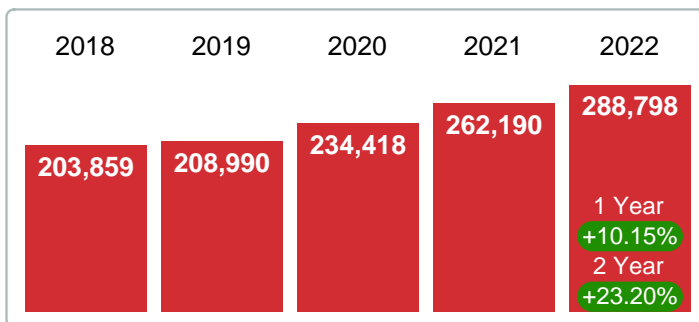
AVERAGE LIST PRICE AT CLOSING

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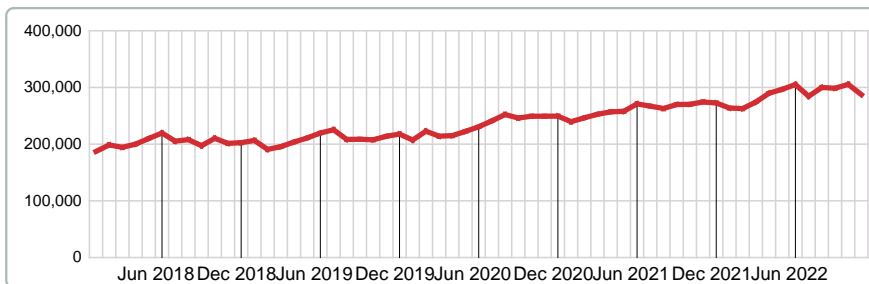
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

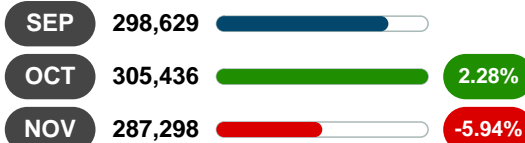


3 MONTHS

5 year NOV AVG = 245,227

High Oct 2022 305,436 Low Jan 2018 187,169

Average List Price at Closing this month at **287,298**
above the 5 yr NOV average of **245,227**



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	7.59%	68,689	68,583	76,162	94,633	0
\$100,001 - \$150,000	11.02%	131,107	130,244	134,936	140,813	0
\$150,001 - \$200,000	18.40%	178,545	177,565	180,292	181,389	199,700
\$200,001 - \$275,000	21.18%	237,033	251,057	236,412	245,924	239,167
\$275,001 - \$350,000	15.83%	312,585	310,112	310,705	324,032	323,686
\$350,001 - \$500,000	16.15%	417,337	439,750	414,832	416,801	440,891
\$500,001 and up	9.84%	688,260	552,175	593,316	701,930	699,168
Average List Price		287,298	145,705	239,984	399,585	514,926
Total Closed Units	100%	287,298	106	521	264	44
Total Closed Volume		268,623,541	15.44M	125.03M	105.49M	22.66M

November 2022



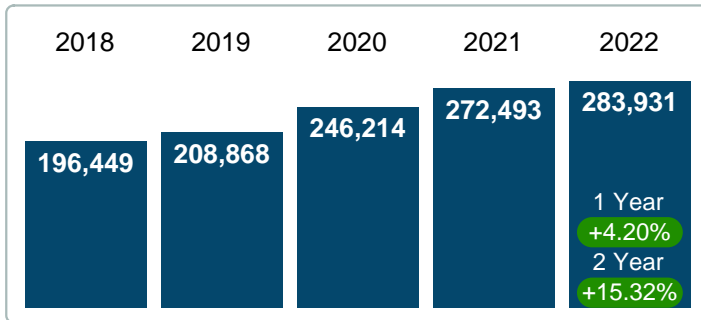
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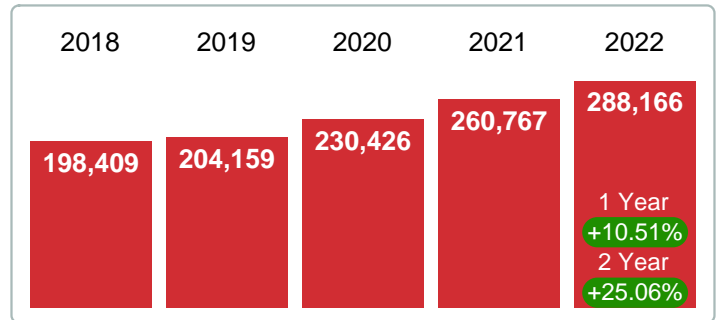
AVERAGE SOLD PRICE AT CLOSING

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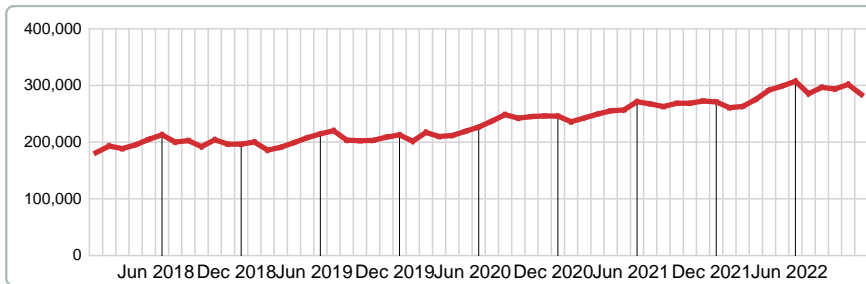
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

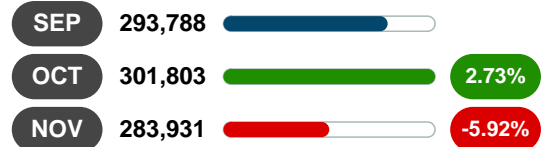


3 MONTHS

5 year NOV AVG = 241,591

High Jun 2022 307,402 Low Jan 2018 181,456

Average Sold Price at Closing this month at **283,931** above the 5 yr NOV average of **241,591**



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	8.24%	67,614	65,068	70,378	79,083	0
\$100,001 - \$150,000	11.02%	130,277	127,776	130,759	133,875	0
\$150,001 - \$200,000	17.97%	177,187	171,053	177,980	176,632	193,500
\$200,001 - \$275,000	21.82%	236,279	234,600	235,176	241,039	233,333
\$275,001 - \$350,000	16.04%	312,810	300,446	307,173	319,649	315,000
\$350,001 - \$500,000	14.55%	416,655	426,623	412,166	414,767	442,401
\$500,001 and up	10.37%	673,152	552,175	585,975	700,087	692,647
Average Sold Price		283,931	140,546	237,155	396,083	510,313
Total Closed Units	100%	283,931	106	521	264	44
Total Closed Volume		265,475,423	14.90M	123.56M	104.57M	22.45M

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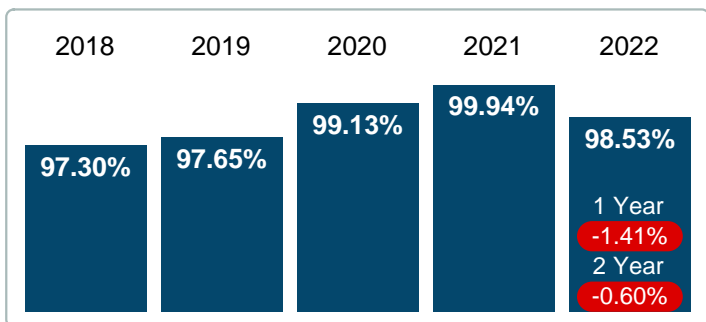
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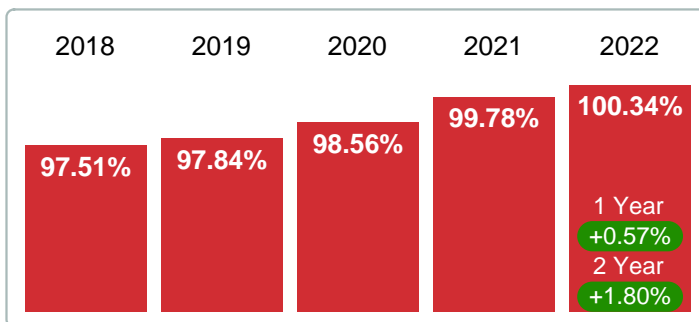
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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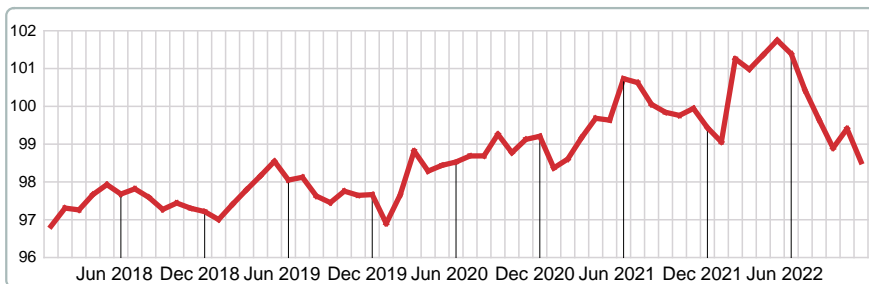
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

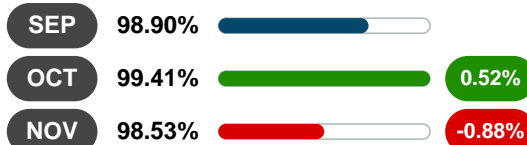


3 MONTHS

5 year NOV AVG = 98.51%

High May 2022 101.75% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **98.53%** equal to 5 yr NOV average of **98.51%**



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	77	8.24%	94.05%	95.01%	93.24%	87.45%	0.00%
\$100,001 - \$150,000	103	11.02%	97.31%	98.33%	97.20%	95.06%	0.00%
\$150,001 - \$200,000	168	17.97%	98.59%	96.57%	98.89%	98.87%	96.90%
\$200,001 - \$275,000	204	21.82%	99.13%	94.73%	99.56%	98.35%	97.57%
\$275,001 - \$350,000	150	16.04%	98.80%	97.03%	98.98%	98.82%	97.40%
\$350,001 - \$500,000	136	14.55%	99.49%	96.82%	99.49%	99.50%	100.31%
\$500,001 and up	97	10.37%	100.29%	100.00%	99.11%	100.92%	99.67%
Average Sold/List Ratio		98.50%		96.29%	98.62%	99.14%	99.21%
Total Closed Units		935	100%	106	521	264	44
Total Closed Volume		265,475,423		14.90M	123.56M	104.57M	22.45M

November 2022



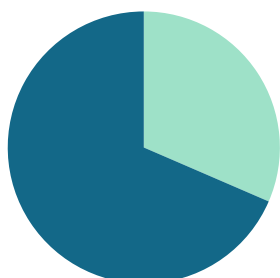
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

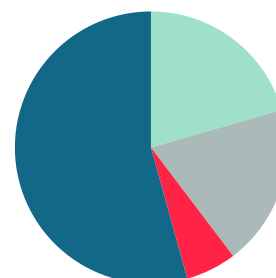


Inventory
 New Listings
1,132 = 31.49%
 Start Inventory
2,463
 Total Inventory Units
3,595
 Volume
\$1,340,600,335

Market Activity

Closed Sales
935 = 20.54%
 Pending Sales
871 = 19.13%
 Other Off Market
274 = 6.02%
 Active Inventory
2,472 = 54.31%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,461	935	-36.00%	16,280	14,280	-12.29%
Pending Sales	1,375	871	-36.65%	17,054	14,033	-17.71%
New Listings	1,396	1,132	-18.91%	18,873	17,317	-8.24%
Average List Price	274,357	287,298	4.72%	262,190	288,798	10.15%
Average Sale Price	272,493	283,931	4.20%	260,767	288,166	10.51%
Average Percent of Selling Price to List Price	99.94%	98.53%	-1.41%	99.78%	100.34%	0.57%
Average Days on Market to Sale	20.74	24.82	19.67%	19.84	17.99	-9.32%
Monthly Inventory	1,755	2,472	40.85%	1,755	2,472	40.85%
Months Supply of Inventory	1.18	1.87	58.23%	1.18	1.87	58.23%

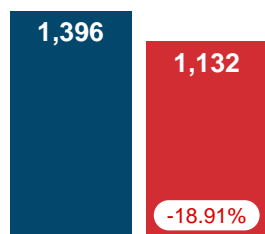
Absorption: Last 12 months, an Average of **1,320** Sales/Month

Inventory on November 30, 2022 = **2,472** 2021 2022

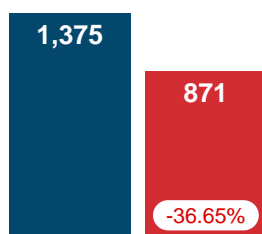
NOVEMBER MARKET

AVERAGE PRICES

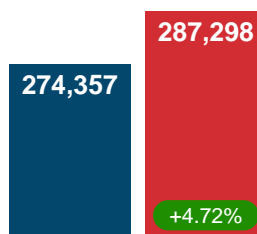
New Listings



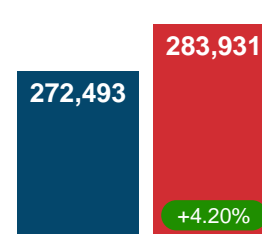
Pending Listings



List Price



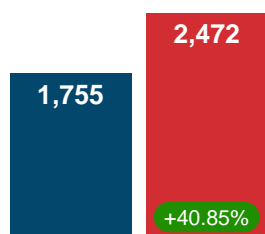
Sale Price



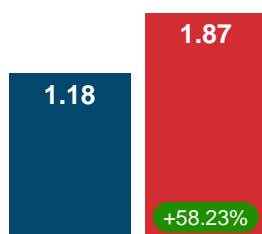
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

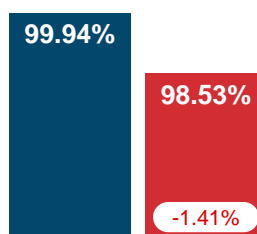
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

