

November 2022



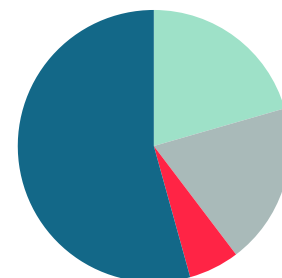
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	November 2022	+/-%
Closed Listings	1,461	935	-36.00%
Pending Listings	1,375	871	-36.65%
New Listings	1,396	1,132	-18.91%
Median List Price	225,020	244,900	8.83%
Median Sale Price	227,500	240,000	5.49%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	11.00	57.14%
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.

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 **5.49%** in November 2022 to \$240,000 versus the previous year at \$227,500.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 4.00 days or **57.14%** in November 2022 compared to last year's same month at **7.00** 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 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.

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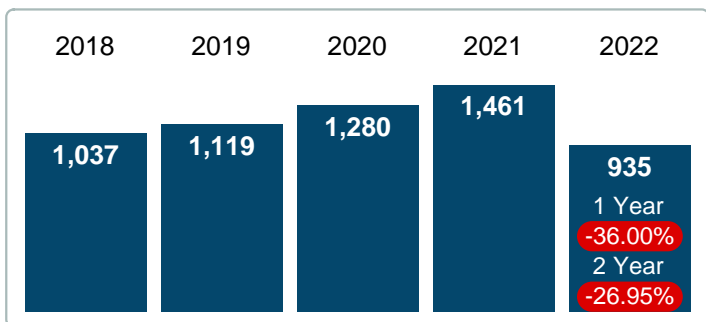
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



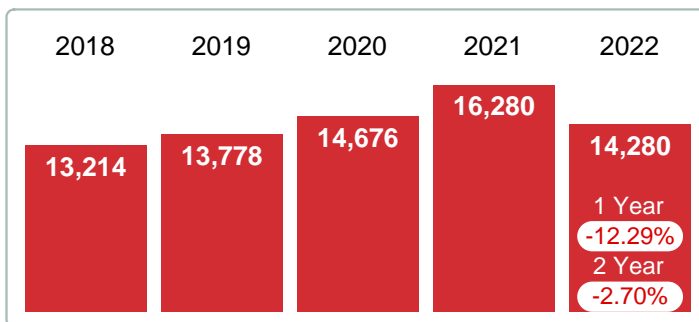
CLOSED LISTINGS

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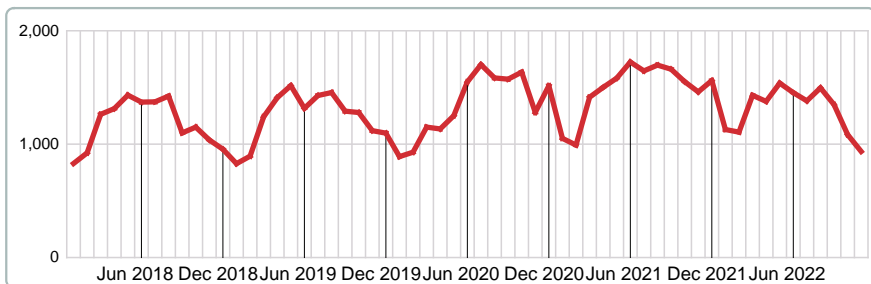
NOVEMBER



YEAR TO DATE (YTD)

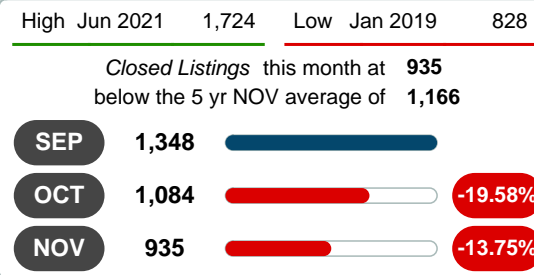


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,166



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	77	8.24%	8.0	45	29	3	0
\$100,001 - \$150,000	103	11.02%	11.0	25	70	8	0
\$150,001 - \$200,000	168	17.97%	10.0	20	127	19	2
\$200,001 - \$275,000	204	21.82%	10.0	7	154	40	3
\$275,001 - \$350,000	150	16.04%	18.0	3	75	65	7
\$350,001 - \$500,000	136	14.55%	14.5	4	47	73	12
\$500,001 and up	97	10.37%	12.0	2	19	56	20
Total Closed Units	935			106	521	264	44
Total Closed Volume	265,475,423	100%	11.0	14.90M	123.56M	104.57M	22.45M
Median Closed Price	\$240,000			\$119,950	\$219,000	\$350,000	\$481,000

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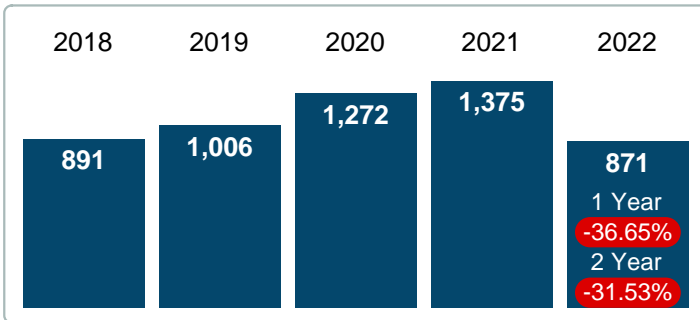
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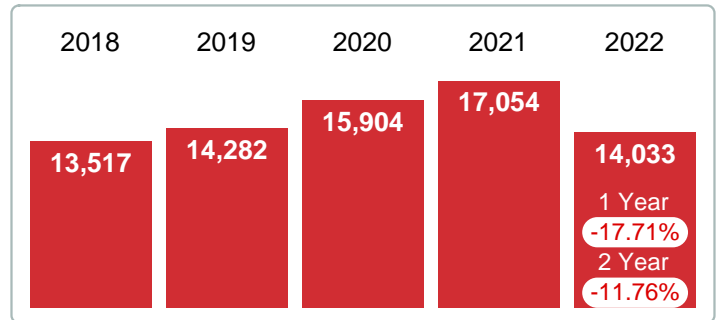
PENDING LISTINGS

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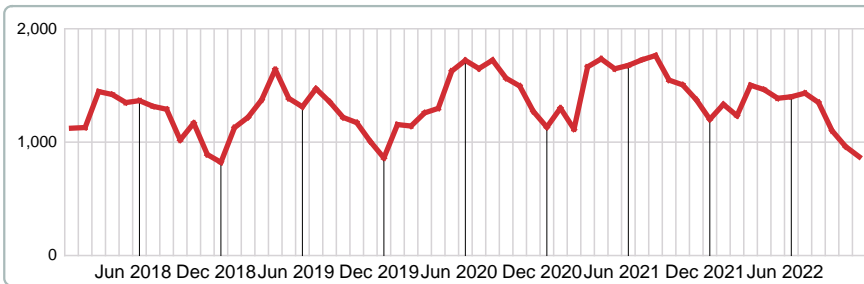
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

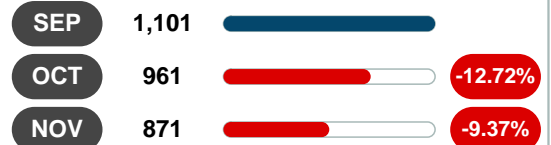


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	86	9.87%	21.5	44	38	4	0
\$100,001 - \$150,000	87	9.99%	13.0	27	51	9	0
\$150,001 - \$200,000	154	17.68%	26.0	19	120	12	3
\$200,001 - \$275,000	195	22.39%	24.0	9	145	36	5
\$275,001 - \$350,000	133	15.27%	27.0	7	60	56	10
\$350,001 - \$500,000	122	14.01%	29.5	3	47	65	7
\$500,001 and up	94	10.79%	12.5	4	16	55	19
Total Pending Units	871			113	477	237	44
Total Pending Volume	250,612,479	100%	22.0	17.79M	113.25M	90.83M	28.74M
Median Listing Price	\$239,860			\$126,500	\$215,000	\$355,000	\$432,500

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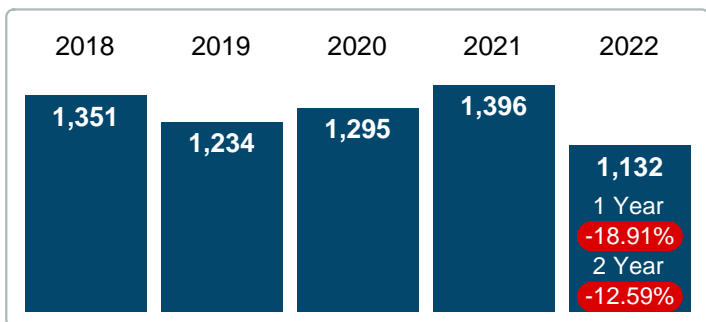
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



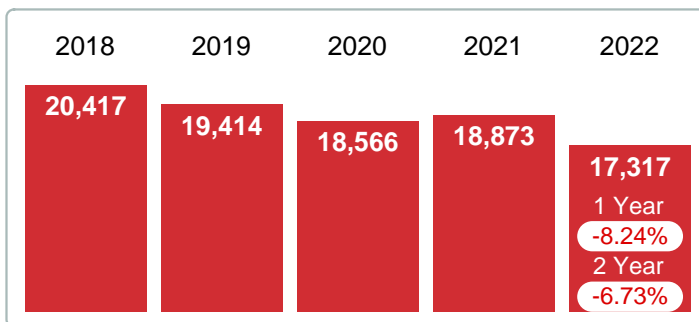
NEW LISTINGS

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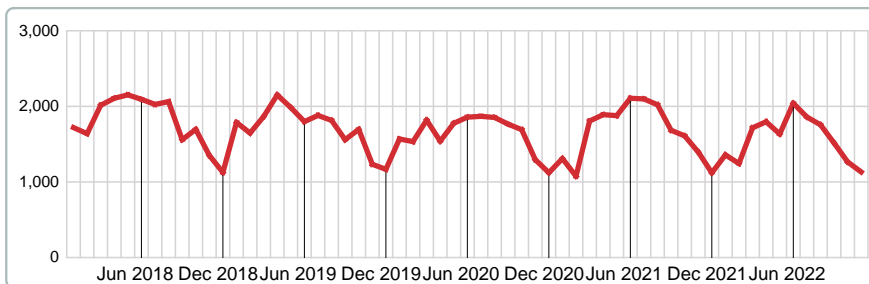
NOVEMBER



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
Median New Listed Listing Price	\$264,900		\$129,000	\$225,000	\$374,950	\$512,000

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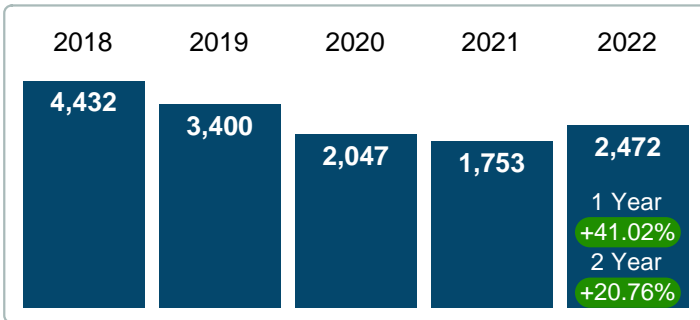
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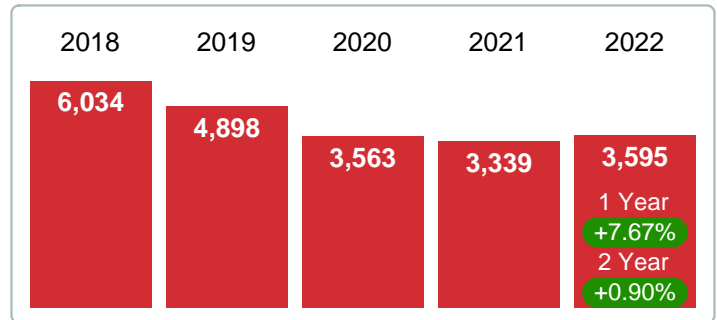
ACTIVE INVENTORY

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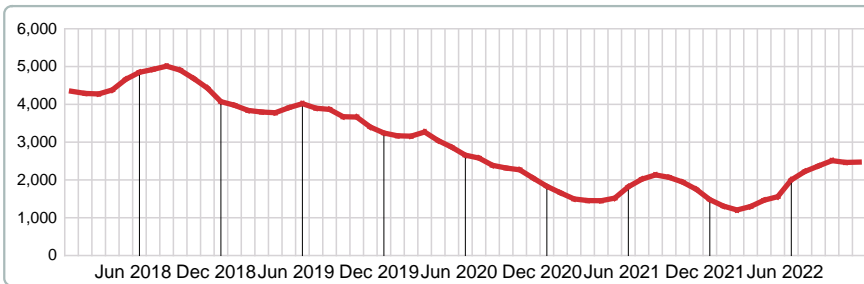
END OF NOVEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	245	9.91%	55.0	106	111	18	10
\$125,001 - \$175,000	212	8.58%	43.0	41	141	27	3
\$175,001 - \$250,000	438	17.72%	41.0	29	302	94	13
\$250,001 - \$375,000	604	24.43%	54.0	22	294	255	33
\$375,001 - \$500,000	408	16.50%	62.0	8	142	216	42
\$500,001 - \$650,000	319	12.90%	91.0	6	71	196	46
\$650,001 and up	246	9.95%	84.0	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	100%	57.0	41.96M	359.56M	422.15M	182.29M
Median Active Inventory Listing Price	\$320,000			\$129,450	\$254,990	\$414,500	\$544,900

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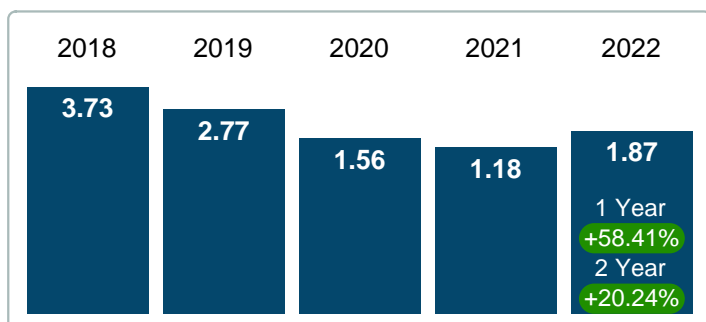
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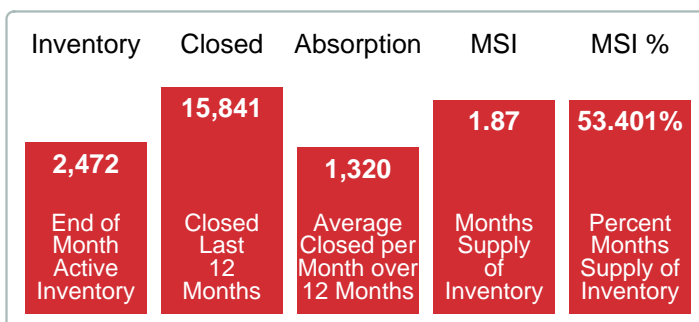
MONTHS SUPPLY of INVENTORY (MSI)

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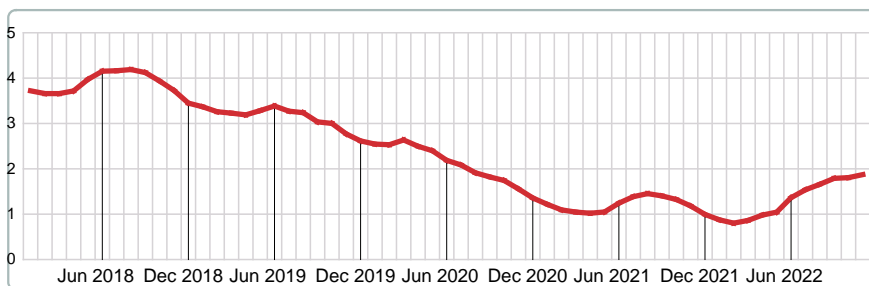
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

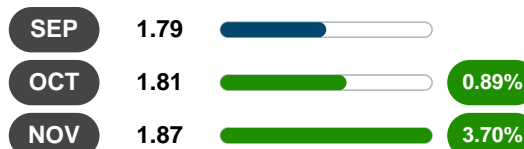


3 MONTHS

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

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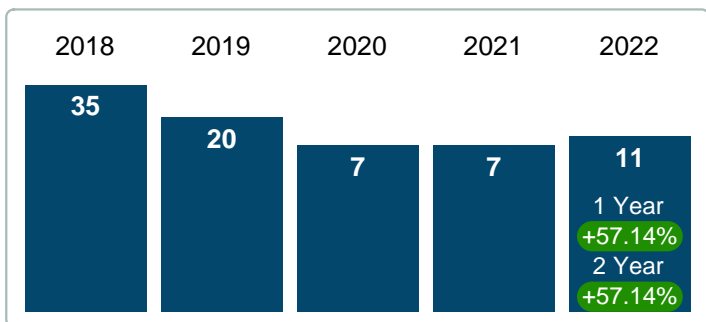
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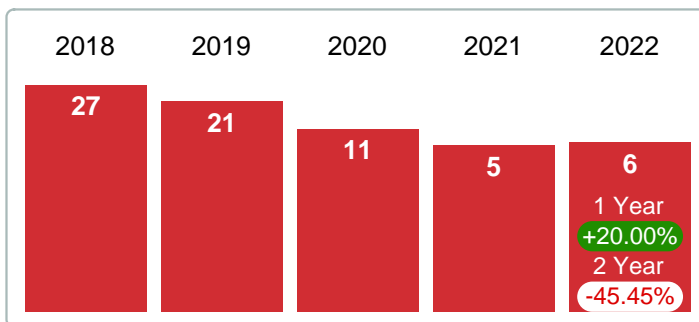
MEDIAN DAYS ON MARKET TO SALE

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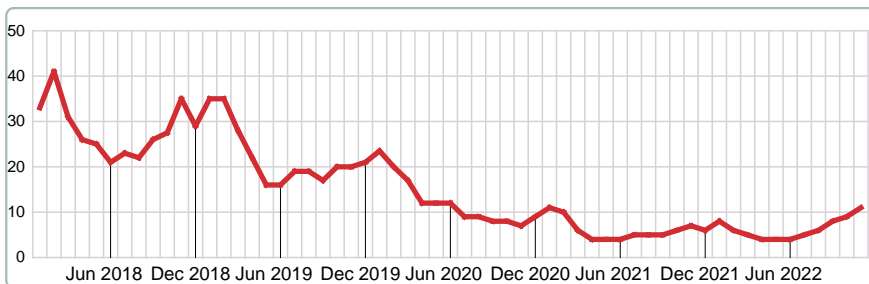
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

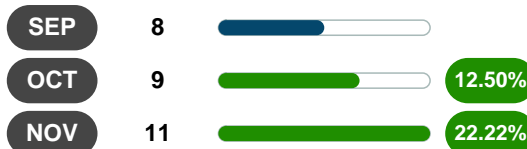


3 MONTHS

5 year NOV AVG = 16

High Feb 2018 41 Low Jun 2022 4

Median Days on Market to Sale this month at 11 below the 5 yr NOV average of 16



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	8.24%	8	9	7	57	0
\$100,001 - \$150,000	11.02%	11	10	11	33	0
\$150,001 - \$200,000	17.97%	10	14	9	10	17
\$200,001 - \$275,000	21.82%	10	16	10	12	31
\$275,001 - \$350,000	16.04%	18	24	12	18	41
\$350,001 - \$500,000	14.55%	15	41	14	13	37
\$500,001 and up	10.37%	12	29	28	9	22
Median Closed DOM		11	12	10	13	27
Total Closed Units	100%	935	106	521	264	44
Total Closed Volume		265,475,423	14.90M	123.56M	104.57M	22.45M

November 2022



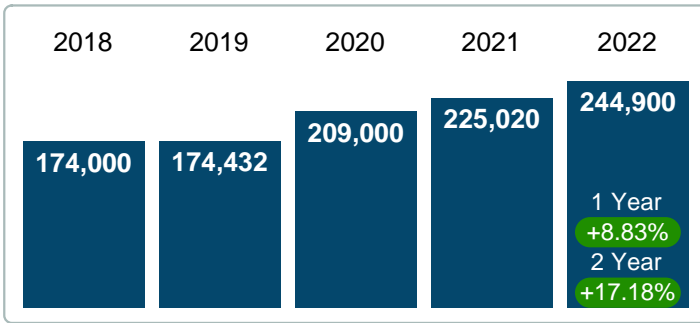
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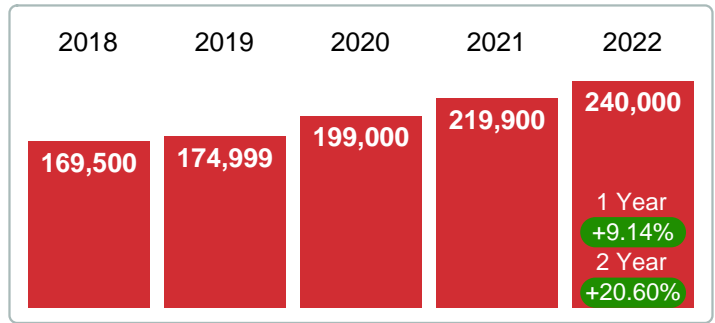
MEDIAN LIST PRICE AT CLOSING

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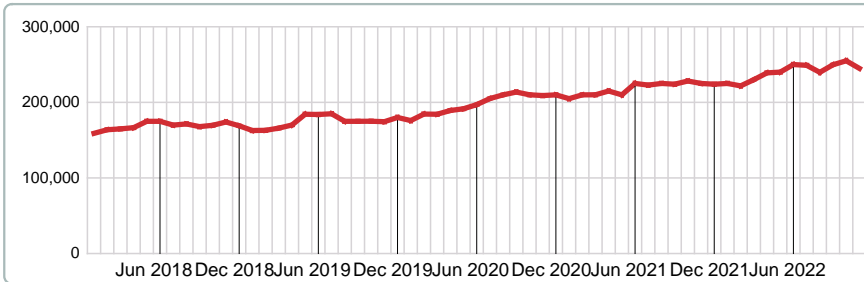
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

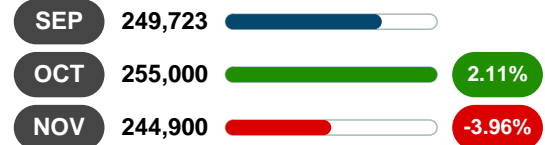


3 MONTHS

5 year NOV AVG = 205,470

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

Median List Price at Closing this month at **244,900** above the 5 yr NOV average of **205,470**



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	7.59%	74,500	74,000	75,000	39,900	0
\$100,001 - \$150,000	11.02%	130,000	130,000	130,000	141,750	0
\$150,001 - \$200,000	18.40%	179,700	179,950	175,856	182,400	199,700
\$200,001 - \$275,000	21.18%	235,000	217,000	234,900	249,900	230,000
\$275,001 - \$350,000	15.83%	309,950	303,950	307,000	318,000	299,900
\$350,001 - \$500,000	16.15%	410,000	435,000	399,900	409,900	430,000
\$500,001 and up	9.84%	599,900	552,175	565,000	594,450	694,900
Median List Price		244,900	124,000	219,900	358,495	475,000
Total Closed Units	100%	935	106	521	264	44
Total Closed Volume		268,623,541	15.44M	125.03M	105.49M	22.66M

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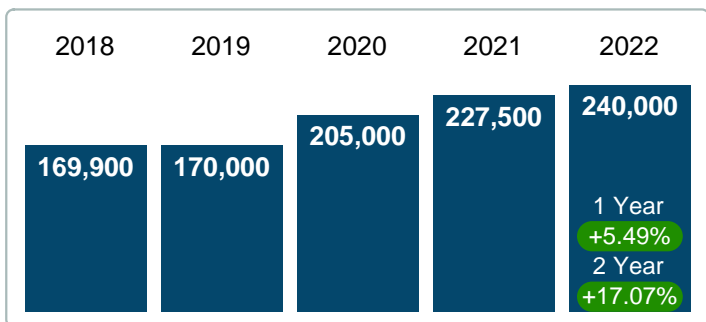
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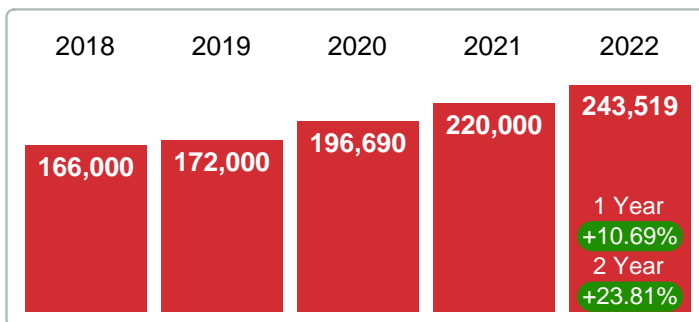
MEDIAN SOLD PRICE AT CLOSING

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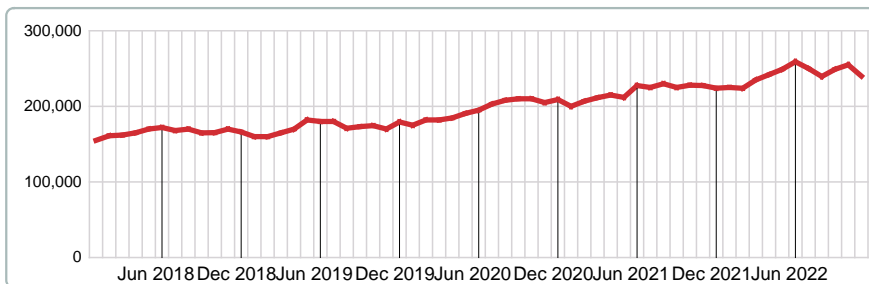
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

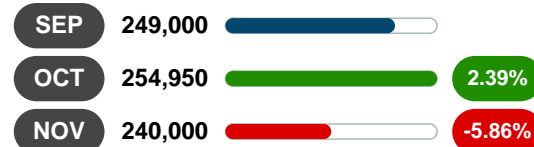


3 MONTHS

5 year NOV AVG = 202,480

High Jun 2022 259,000 Low Jan 2018 155,000

Median Sold Price at Closing this month at **240,000** above the 5 yr NOV average of **202,480**



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	77	8.24%	70,000	69,500	72,000	97,250	0
\$100,001 - \$150,000	103	11.02%	131,000	128,000	133,000	136,000	0
\$150,001 - \$200,000	168	17.97%	177,250	168,625	178,500	180,000	193,500
\$200,001 - \$275,000	204	21.82%	235,000	220,000	235,000	245,513	230,000
\$275,001 - \$350,000	150	16.04%	310,000	300,000	306,450	320,000	312,000
\$350,001 - \$500,000	136	14.55%	409,500	418,750	399,900	409,000	447,500
\$500,001 and up	97	10.37%	616,880	552,175	530,000	597,450	669,500
Median Sold Price			240,000	119,950	219,000	350,000	481,000
Total Closed Units		100%	935	106	521	264	44
Total Closed Volume			265,475,423	14.90M	123.56M	104.57M	22.45M

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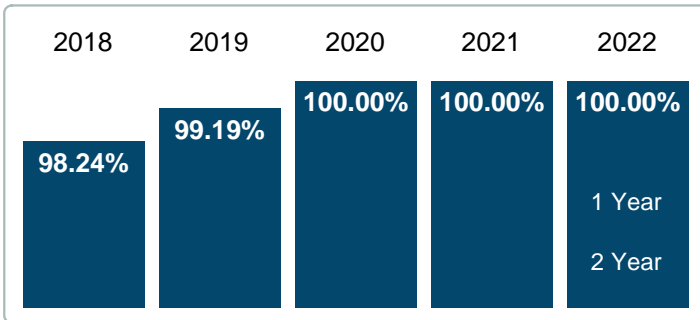
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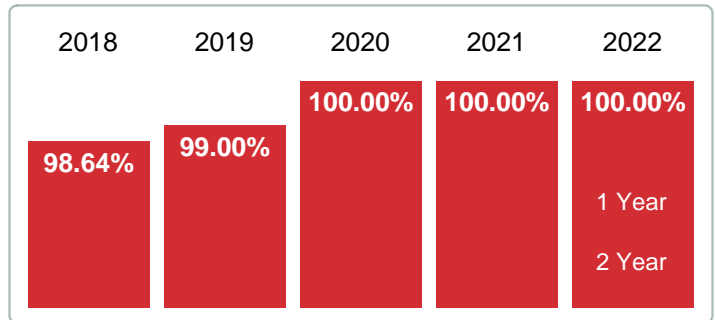
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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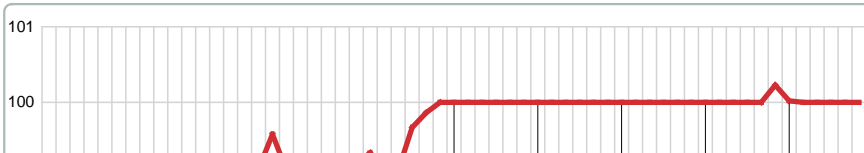
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99.49%

High May 2022 100.23% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **100.00%** above the 5 yr NOV average of **99.49%**

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	77	8.24%	96.25%	95.66%	100.00%	84.57%	0.00%	
\$100,001 - \$150,000	103	11.02%	98.46%	100.00%	96.64%	97.47%	0.00%	
\$150,001 - \$200,000	168	17.97%	100.00%	97.95%	100.00%	100.00%	96.90%	
\$200,001 - \$275,000	204	21.82%	100.00%	97.67%	100.00%	100.00%	97.14%	
\$275,001 - \$350,000	150	16.04%	100.00%	98.77%	100.00%	100.00%	97.25%	
\$350,001 - \$500,000	136	14.55%	100.00%	96.20%	100.00%	100.00%	100.00%	
\$500,001 and up	97	10.37%	100.00%	100.00%	100.00%	100.00%	99.73%	
Median Sold/List Ratio		100.00%		98.52%	100.00%	100.00%	100.00%	
Total Closed Units		935	100%	100.00%	106	521	264	44
Total Closed Volume		265,475,423			14.90M	123.56M	104.57M	22.45M

November 2022



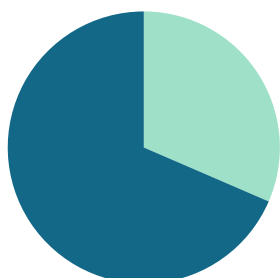
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY



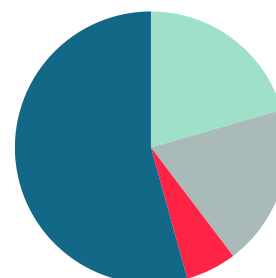
Inventory

- 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%
Median List Price	225,020	244,900	+8.83%	219,900	240,000	+9.14%
Median Sale Price	227,500	240,000	+5.49%	220,000	243,519	+10.69%
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	7.00	11.00	+57.14%	5.00	6.00	+20.00%
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%

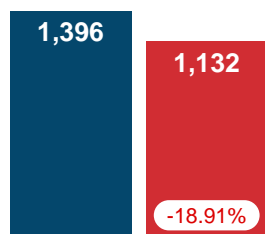
Absorption: Last 12 months, an Average of **1,320** Sales/Month

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

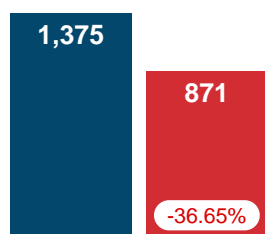
NOVEMBER MARKET

MEDIAN PRICES

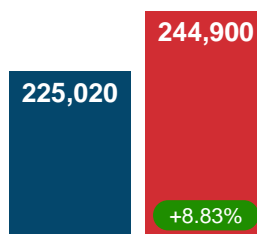
New Listings



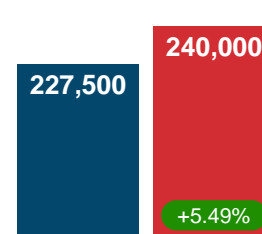
Pending Listings



List Price



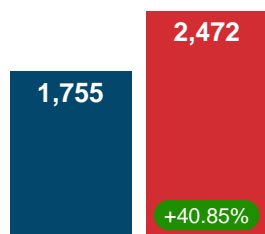
Sale Price



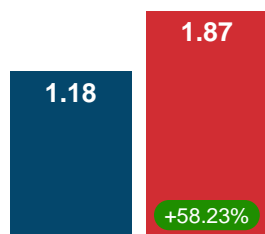
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

