

November 2022



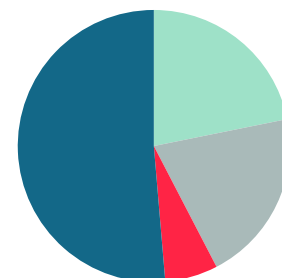
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2021	2022	+/-%
Closed Listings	972	633	-34.88%
Pending Listings	926	596	-35.64%
New Listings	921	738	-19.87%
Average List Price	283,516	289,667	2.17%
Average Sale Price	281,504	286,549	1.79%
Average Percent of Selling Price to List Price	99.79%	98.59%	-1.21%
Average Days on Market to Sale	19.97	24.11	20.73%
End of Month Inventory	1,022	1,489	45.69%
Months Supply of Inventory	1.00	1.66	65.77%



■ Closed (21.83%)
■ Pending (20.55%)
■ Other OffMarket (6.28%)
■ Active (51.34%)

Absorption: Last 12 months, an Average of **895** Sales/Month
Active Inventory as of November 30, 2022 = **1,489**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2022 rose **45.69%** to 1,489 existing homes available for sale. Over the last 12 months this area has had an average of 895 closed sales per month. This represents an unsold inventory index of **1.66** 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 **1.79%** in November 2022 to \$286,549 versus the previous year at \$281,504.

Average Days on Market Lengthens

The average number of **24.11** days that homes spent on the market before selling increased by 4.14 days or **20.73%** in November 2022 compared to last year's same month at **19.97** 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 738 New Listings in November 2022, down **19.87%** from last year at 921. Furthermore, there were 633 Closed Listings this month versus last year at 972, a **-34.88%** decrease.

Closed versus Listed trends yielded a **85.8%** ratio, down from previous year's, November 2021, at **105.5%**, a **18.73%** 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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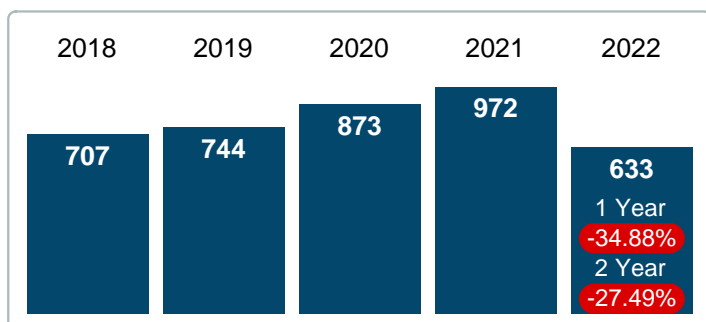
Area Delimited by County Of Tulsa - Residential Property Type



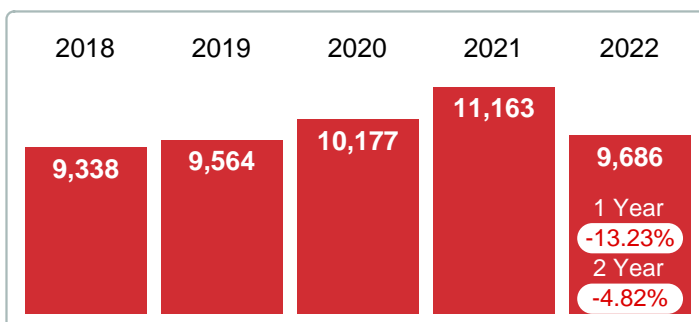
CLOSED LISTINGS

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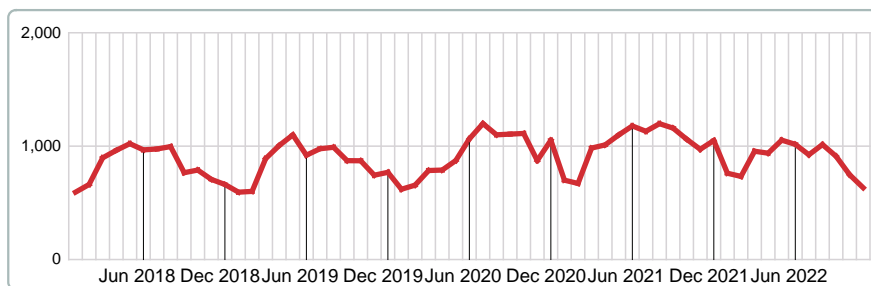
NOVEMBER



YEAR TO DATE (YTD)

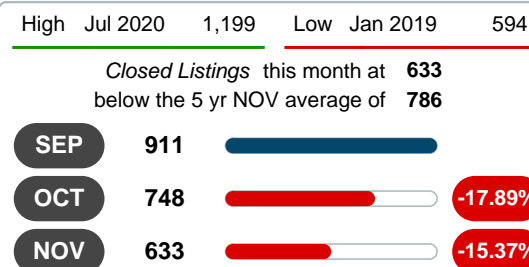


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 786



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	50	7.90%	19.9	31	17	2	0
\$100,001 - \$150,000	63	9.95%	20.5	16	44	3	0
\$150,001 - \$200,000	124	19.59%	14.8	13	97	12	2
\$200,001 - \$275,000	131	20.70%	20.4	4	101	23	3
\$275,001 - \$375,000	127	20.06%	28.2	3	60	59	5
\$375,001 - \$500,000	70	11.06%	32.4	0	23	38	9
\$500,001 and up	68	10.74%	38.5	2	14	37	15
Total Closed Units	633			69	356	174	34
Total Closed Volume	181,385,605	100%	24.1	9.35M	85.24M	69.46M	17.35M
Average Closed Price	\$286,549			\$135,464	\$239,428	\$399,170	\$510,196

November 2022



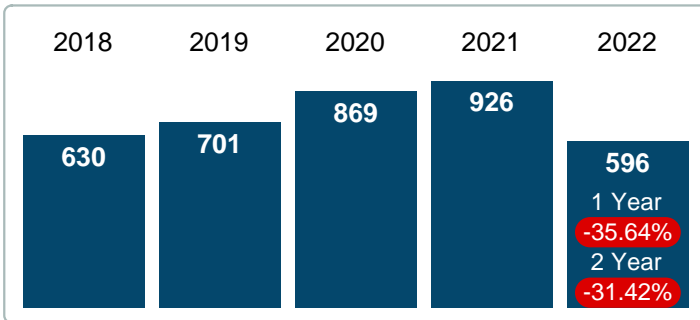
Area Delimited by County Of Tulsa - Residential Property Type



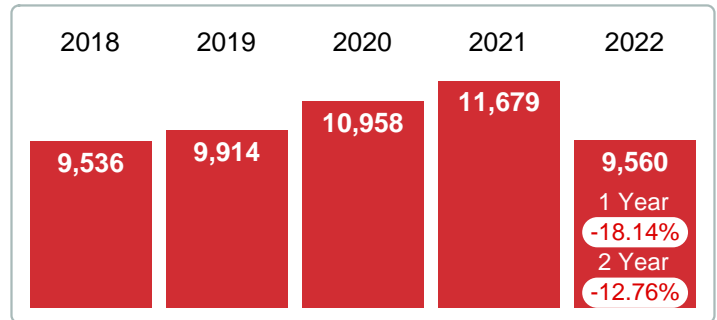
PENDING LISTINGS

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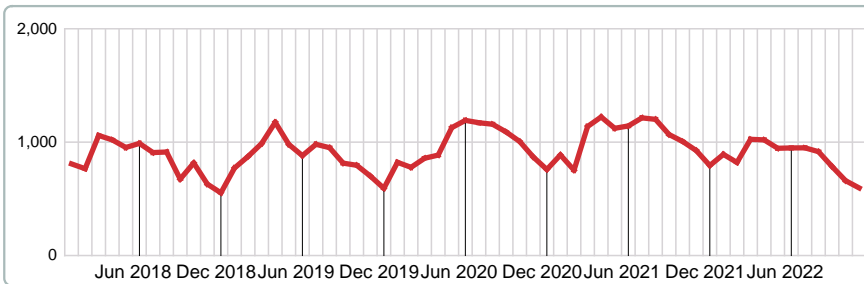
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

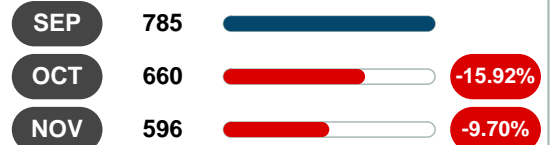


3 MONTHS

5 year NOV AVG = 744

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **596**
below the 5 yr NOV average of **744**



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	52	8.72%	25.1	29	22	1	0
\$100,001 - \$150,000	57	9.56%	35.4	18	34	5	0
\$150,001 - \$200,000	105	17.62%	35.0	15	79	9	2
\$200,001 - \$275,000	132	22.15%	32.3	7	93	28	4
\$275,001 - \$375,000	114	19.13%	42.5	4	47	55	8
\$375,001 - \$525,000	74	12.42%	41.2	4	24	40	6
\$525,001 and up	62	10.40%	27.8	3	9	36	14
Total Pending Units	596			80	308	174	34
Total Pending Volume	176,512,016	100%	34.6	13.68M	73.16M	68.52M	21.15M
Average Listing Price	\$297,432			\$170,957	\$237,543	\$393,816	\$622,009



Area Delimited by County Of Tulsa - Residential Property Type

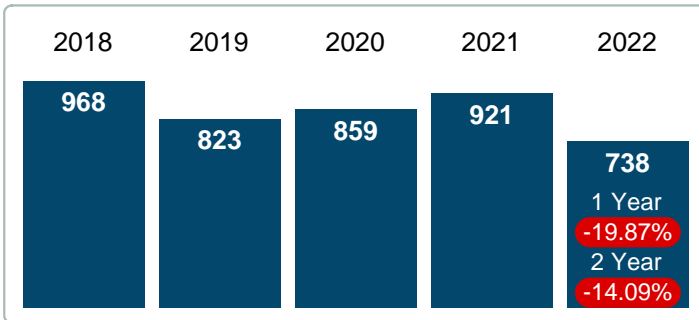


November 2022

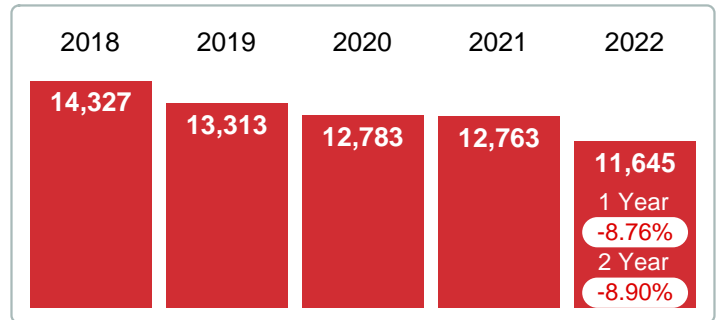
NEW LISTINGS

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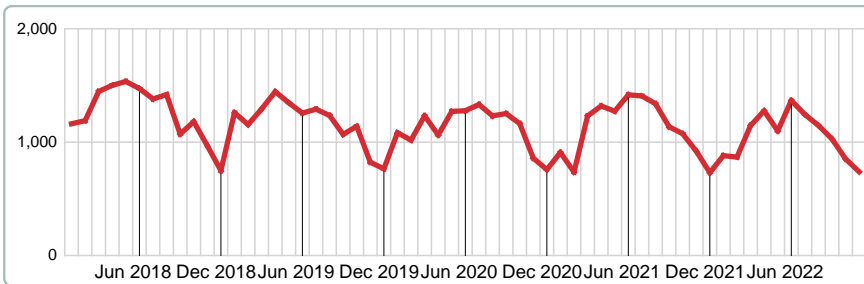
NOVEMBER



YEAR TO DATE (YTD)

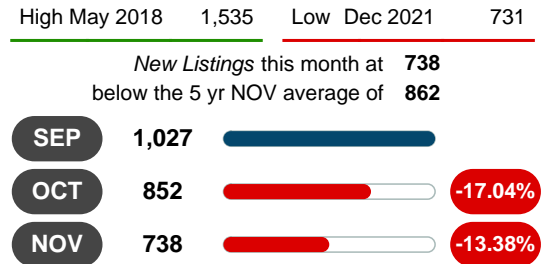


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 862



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	77	10.43%	45	32	0	0
\$125,001 - \$175,000	85	11.52%	25	53	6	1
\$175,001 - \$225,000	109	14.77%	8	87	11	3
\$225,001 - \$325,000	179	24.25%	7	106	61	5
\$325,001 - \$425,000	120	16.26%	6	40	62	12
\$425,001 - \$550,000	84	11.38%	4	22	55	3
\$550,001 and up	84	11.38%	4	15	44	21
Total New Listed Units	738		99	355	239	45
Total New Listed Volume	244,752,334	100%	19.68M	92.56M	102.52M	29.99M
Average New Listed Listing Price	\$308,301		\$198,798	\$260,738	\$428,943	\$666,491

November 2022



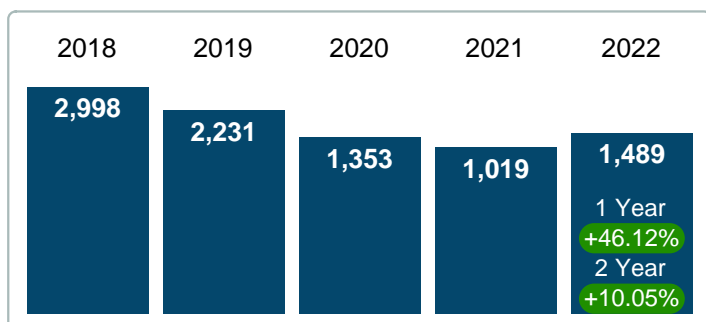
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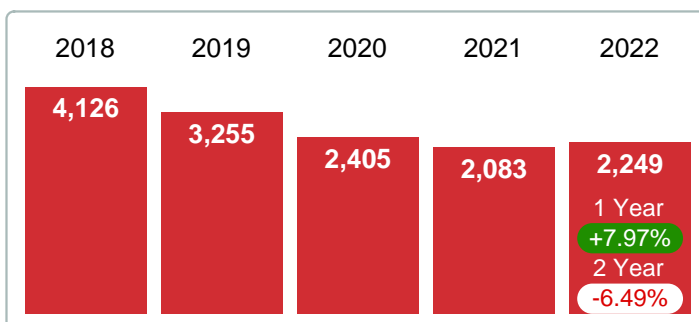
ACTIVE INVENTORY

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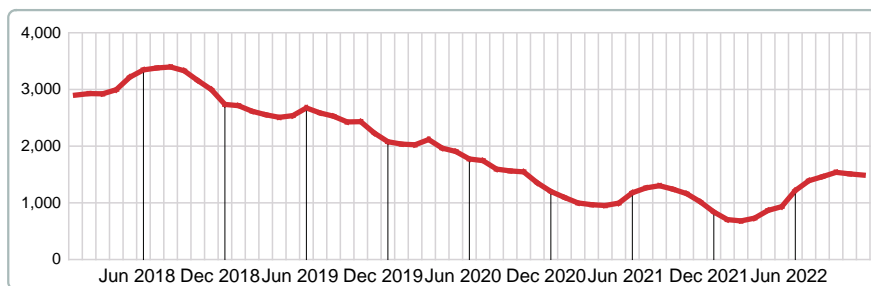
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

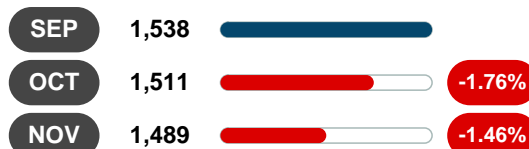


3 MONTHS

5 year NOV AVG = 1,818

High Aug 2018 3,396 Low Feb 2022 681

Inventory this month at 1,489
below the 5 yr NOV average of 1,818



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	124	8.33%	91.0	58	57	7	2
\$125,001 - \$200,000	187	12.56%	55.9	29	127	26	5
\$200,001 - \$275,000	238	15.98%	55.5	12	156	66	4
\$275,001 - \$400,000	379	25.45%	66.0	13	147	193	26
\$400,001 - \$525,000	226	15.18%	79.2	4	63	139	20
\$525,001 - \$650,000	179	12.02%	94.1	1	33	121	24
\$650,001 and up	156	10.48%	89.9	3	27	67	59
Total Active Inventory by Units	1,489			120	610	619	140
Total Active Inventory by Volume	634,926,920	100%	73.0	23.61M	191.88M	293.20M	126.24M
Average Active Inventory Listing Price	\$426,412			\$196,715	\$314,564	\$473,661	\$901,724

November 2022



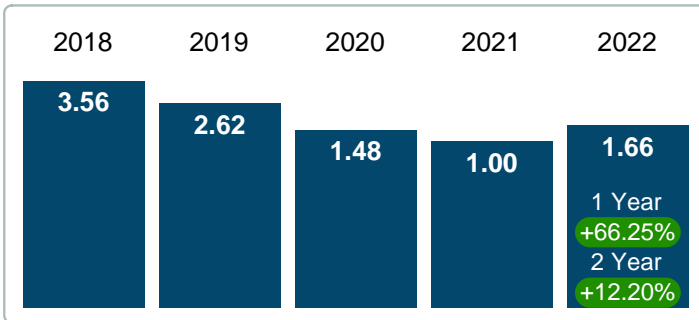
Area Delimited by County Of Tulsa - Residential Property Type



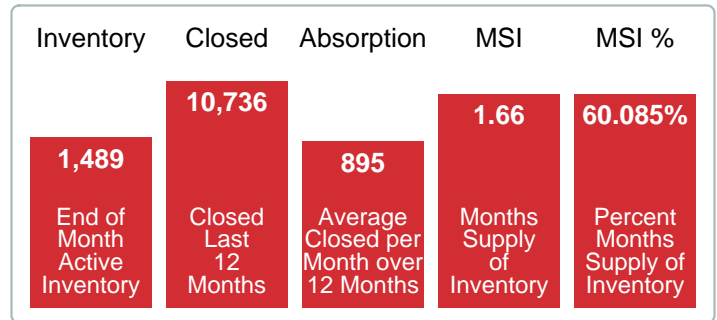
MONTHS SUPPLY of INVENTORY (MSI)

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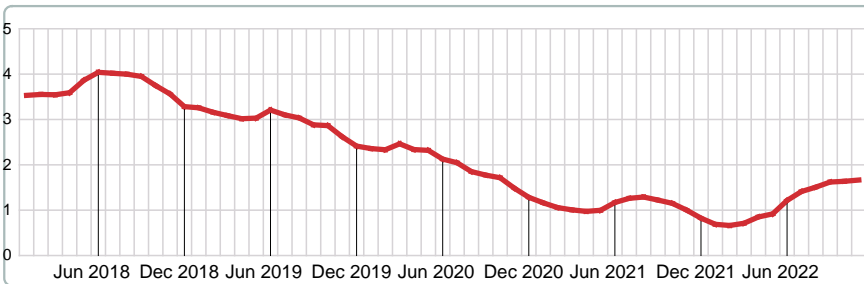
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.07

High Jun 2018 4.04 Low Feb 2022 0.66

Months Supply this month at **1.66**
below the 5 yr NOV average of **2.07**



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	124	8.33%	1.09	1.04	1.06	1.62	4.80
\$125,001 - \$200,000	187	12.56%	0.96	0.96	0.87	1.49	5.00
\$200,001 - \$275,000	238	15.98%	1.08	0.85	1.01	1.37	1.04
\$275,001 - \$400,000	379	25.45%	1.91	1.53	1.72	2.06	2.48
\$400,001 - \$525,000	226	15.18%	2.57	2.53	2.38	2.84	1.86
\$525,001 - \$650,000	179	12.02%	4.66	2.40	5.28	5.22	2.80
\$650,001 and up	156	10.48%	3.92	12.00	5.89	3.09	4.45
Market Supply of Inventory (MSI)			1.66	1.08	1.28	2.41	2.90
Total Active Inventory by Units		100%	1,489	120	610	619	140

November 2022



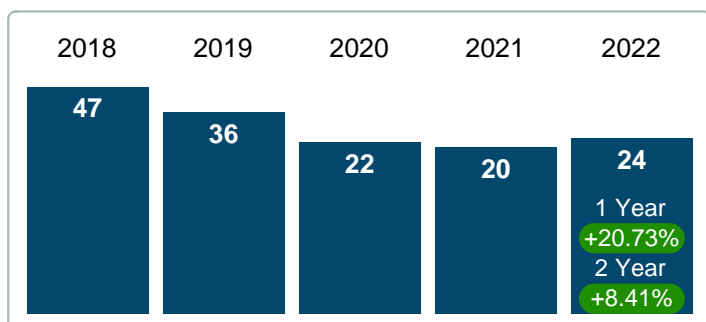
Area Delimited by County Of Tulsa - Residential Property Type



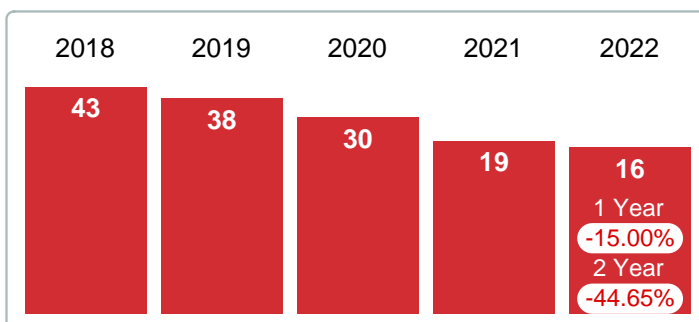
AVERAGE DAYS ON MARKET TO SALE

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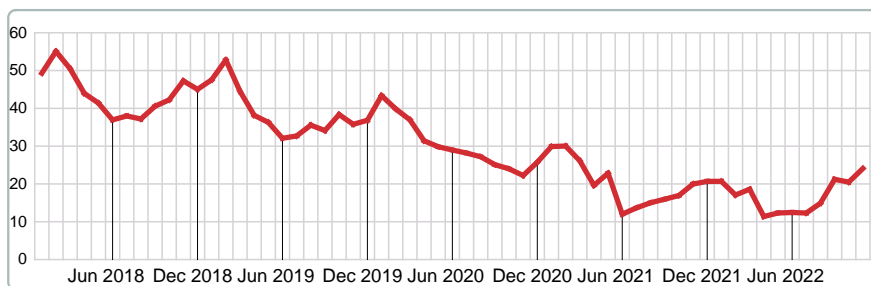
NOVEMBER



YEAR TO DATE (YTD)

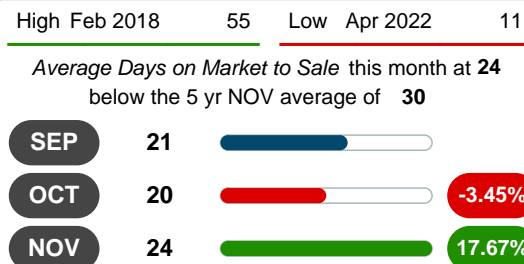


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 30



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	7.90%	20	21	12	65	0
\$100,001 - \$150,000	9.95%	21	23	16	67	0
\$150,001 - \$200,000	19.59%	15	13	16	10	17
\$200,001 - \$275,000	20.70%	20	17	17	30	66
\$275,001 - \$375,000	20.06%	28	21	30	26	41
\$375,001 - \$500,000	11.06%	32	0	35	28	42
\$500,001 and up	10.74%	38	29	59	34	31
Average Closed DOM		24	20	21	29	38
Total Closed Units	100%	633	69	356	174	34
Total Closed Volume		181,385,605	9.35M	85.24M	69.46M	17.35M



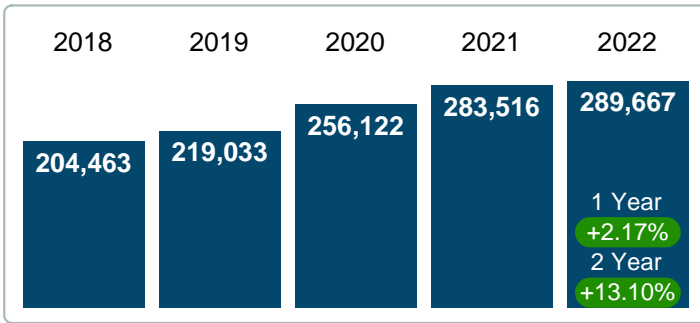
Area Delimited by County Of Tulsa - Residential Property Type



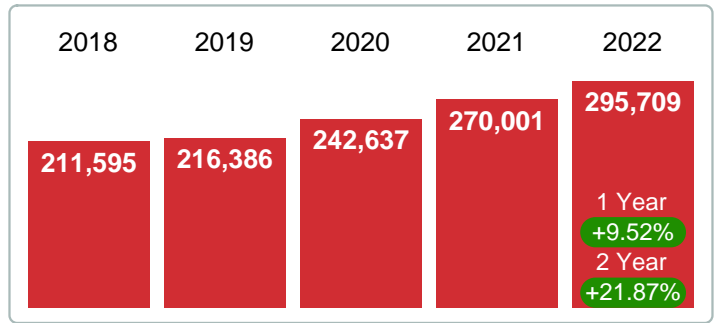
AVERAGE LIST PRICE AT CLOSING

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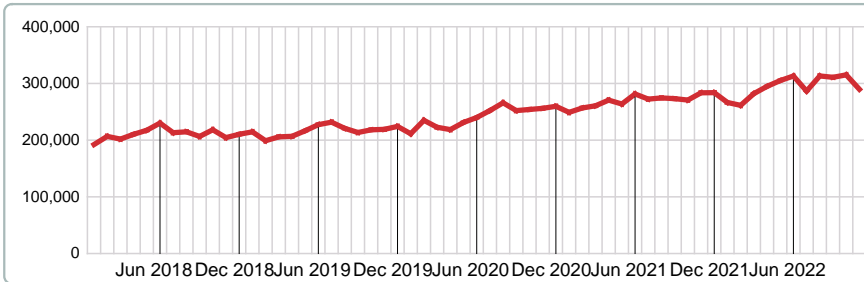
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

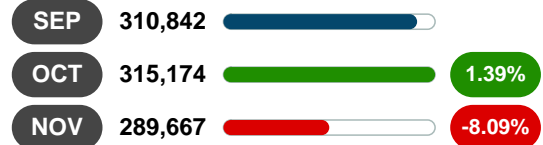


3 MONTHS

5 year NOV AVG = 250,560

High Oct 2022 315,174 Low Jan 2018 192,234

Average List Price at Closing this month at **289,667** above the 5 yr NOV average of **250,560**



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	7.11%	70,337	69,760	79,147	122,000	0
\$100,001 - \$150,000	9.79%	131,250	129,063	137,409	148,167	0
\$150,001 - \$200,000	20.06%	177,842	176,308	180,577	179,900	199,700
\$200,001 - \$275,000	20.54%	237,621	248,350	237,440	243,430	239,167
\$275,001 - \$375,000	19.59%	321,163	331,779	316,938	332,598	338,580
\$375,001 - \$500,000	12.80%	430,281	0	434,198	429,944	439,632
\$500,001 and up	10.11%	685,983	552,175	602,500	688,599	717,857
Average List Price		289,667	139,314	242,491	401,641	515,716
Total Closed Units	100%	289,667	69	356	174	34
Total Closed Volume		183,359,249	9.61M	86.33M	69.89M	17.53M

November 2022



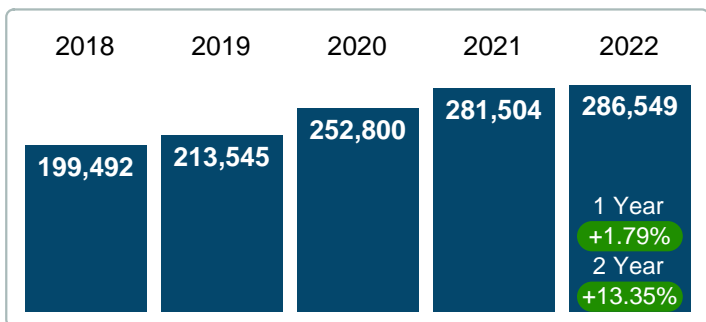
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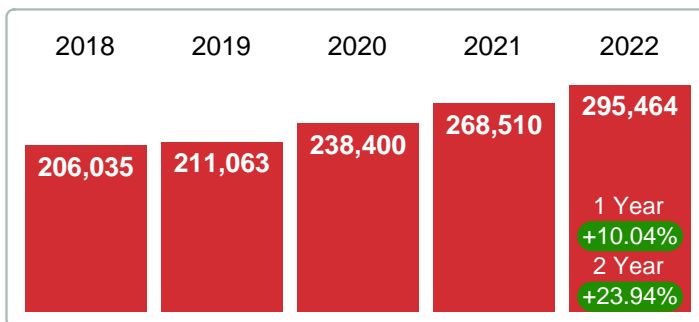
AVERAGE SOLD PRICE AT CLOSING

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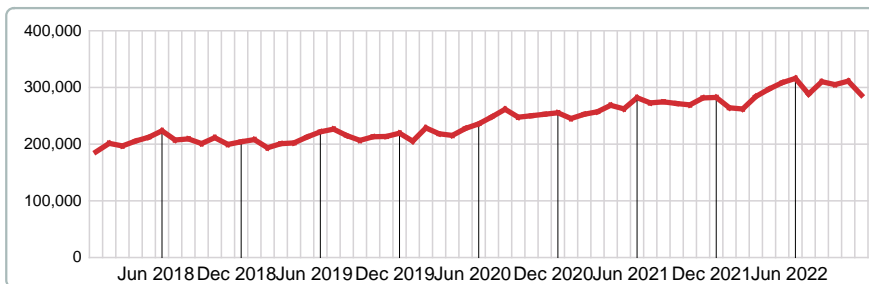
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

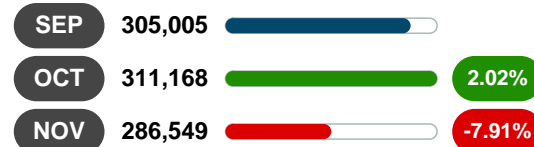


3 MONTHS

5 year NOV AVG = 246,778

High Jun 2022 316,004 Low Jan 2018 186,418

Average Sold Price at Closing this month at **286,549** above the 5 yr NOV average of **246,778**



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	7.90%	70,179	67,073	72,498	98,625	0
\$100,001 - \$150,000	9.95%	131,022	126,625	131,782	143,333	0
\$150,001 - \$200,000	19.59%	177,345	169,146	178,479	174,367	193,500
\$200,001 - \$275,000	20.70%	236,687	241,800	235,640	240,830	233,333
\$275,001 - \$375,000	20.06%	321,399	323,776	314,119	327,731	332,600
\$375,001 - \$500,000	11.06%	431,115	0	431,220	428,636	441,312
\$500,001 and up	10.74%	671,026	552,175	594,859	691,149	708,324
Average Sold Price		286,549	135,464	239,428	399,170	510,196
Total Closed Units	100%	286,549	69	356	174	34
Total Closed Volume		181,385,605	9.35M	85.24M	69.46M	17.35M

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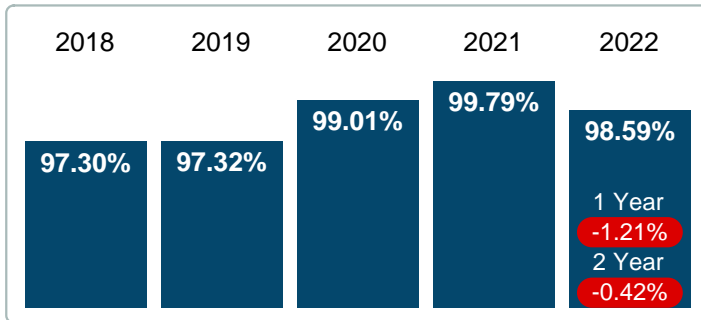
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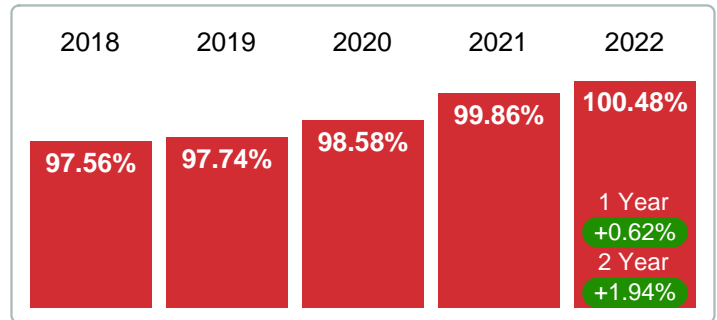
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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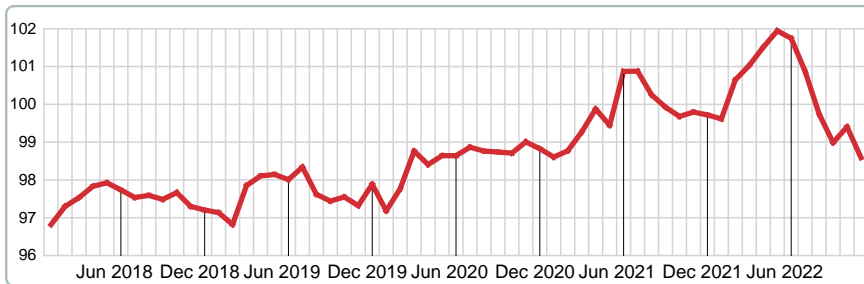
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

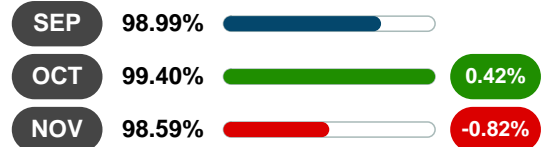


3 MONTHS

5 year NOV AVG = 98.40%

High May 2022 101.95% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.59%** above the 5 yr NOV average of **98.40%**



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	50	7.90%	94.28%	95.70%	93.25%	81.04%	0.00%
\$100,001 - \$150,000	63	9.95%	96.81%	98.46%	96.21%	96.76%	0.00%
\$150,001 - \$200,000	124	19.59%	98.71%	96.30%	99.01%	99.22%	96.90%
\$200,001 - \$275,000	131	20.70%	99.20%	97.54%	99.33%	99.14%	97.57%
\$275,001 - \$375,000	127	20.06%	98.87%	97.88%	99.17%	98.68%	98.22%
\$375,001 - \$500,000	70	11.06%	99.72%	0.00%	99.44%	99.73%	100.39%
\$500,001 and up	68	10.74%	100.31%	100.00%	99.18%	101.12%	99.40%
Average Sold/List Ratio		98.60%		96.78%	98.54%	99.29%	99.18%
Total Closed Units	633	100%	98.60%	69	356	174	34
Total Closed Volume	181,385,605			9.35M	85.24M	69.46M	17.35M

November 2022



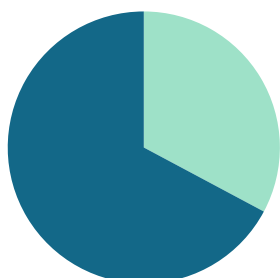
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

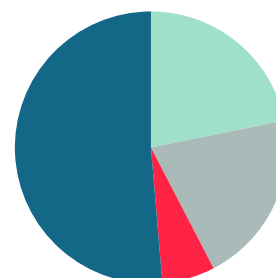


Inventory
 New Listings
738 = 32.80%
 Start Inventory
1,512
 Total Inventory Units
2,250
 Volume
\$863,365,127

Market Activity

Closed Sales
633 = 21.83%
 Pending Sales
596 = 20.55%
 Other Off Market
182 = 6.28%
 Active Inventory
1,489 = 51.34%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	972	633	-34.88%	11,163	9,686	-13.23%
Pending Sales	926	596	-35.64%	11,679	9,560	-18.14%
New Listings	921	738	-19.87%	12,763	11,645	-8.76%
Average List Price	283,516	289,667	2.17%	270,001	295,709	9.52%
Average Sale Price	281,504	286,549	1.79%	268,510	295,464	10.04%
Average Percent of Selling Price to List Price	99.79%	98.59%	-1.21%	99.86%	100.48%	0.62%
Average Days on Market to Sale	19.97	24.11	20.73%	19.28	16.39	-15.00%
Monthly Inventory	1,022	1,489	45.69%	1,022	1,489	45.69%
Months Supply of Inventory	1.00	1.66	65.77%	1.00	1.66	65.77%

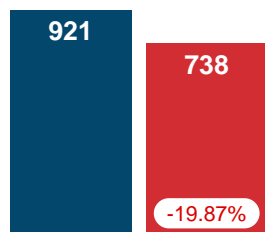
Absorption: Last 12 months, an Average of **895** Sales/Month

Inventory on November 30, 2022 = **1,489** 2021 2022

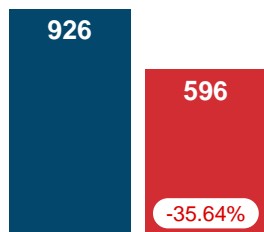
NOVEMBER MARKET

AVERAGE PRICES

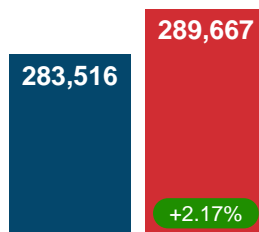
New Listings



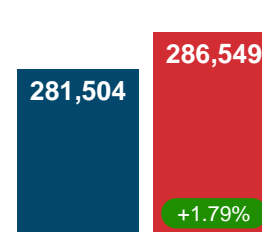
Pending Listings



List Price



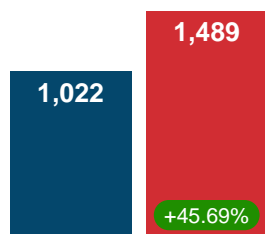
Sale Price



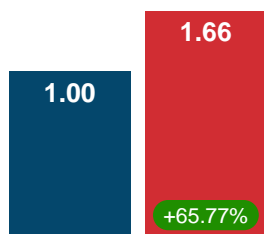
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

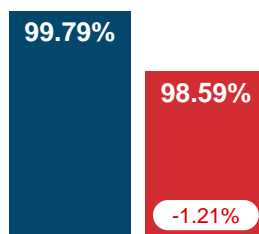
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

