

November 2022



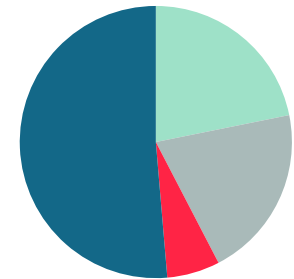
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	November 2022	+/-%
Closed Listings	972	633	-34.88%
Pending Listings	926	596	-35.64%
New Listings	921	738	-19.87%
Median List Price	225,000	249,000	10.67%
Median Sale Price	228,085	245,000	7.42%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	11.00	83.33%
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.

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 **7.42%** in November 2022 to \$245,000 versus the previous year at \$228,085.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 5.00 days or **83.33%** in November 2022 compared to last year's same month at **6.00** 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 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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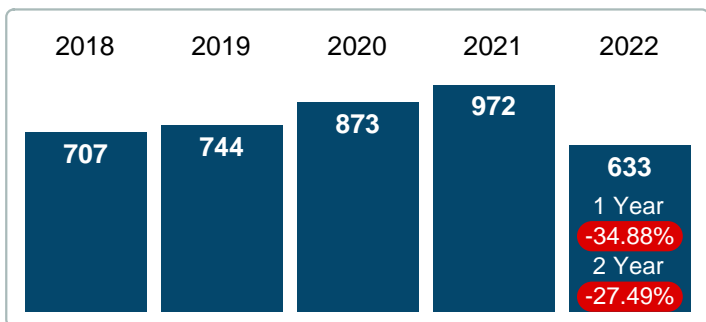
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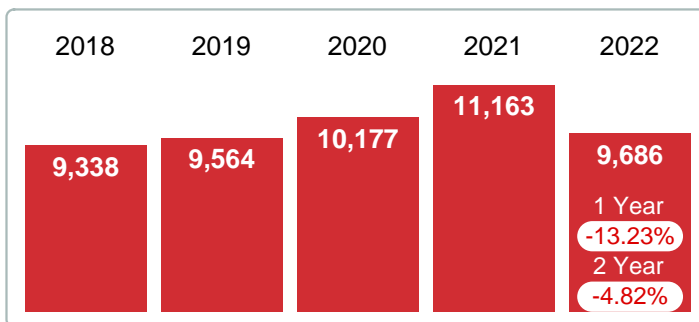
CLOSED LISTINGS

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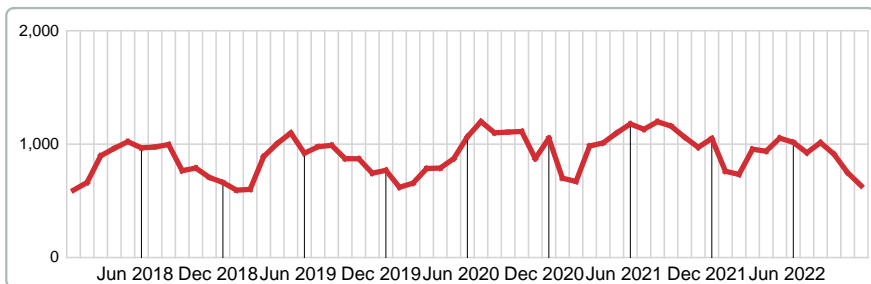
NOVEMBER



YEAR TO DATE (YTD)

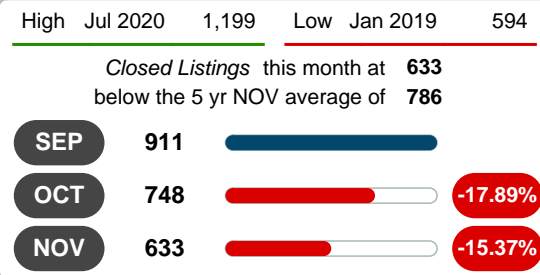


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 786



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	50	7.90%	8.5	31	17	2	0
\$100,001 - \$150,000	63	9.95%	10.0	16	44	3	0
\$150,001 - \$200,000	124	19.59%	8.5	13	97	12	2
\$200,001 - \$275,000	131	20.70%	10.0	4	101	23	3
\$275,001 - \$375,000	127	20.06%	18.0	3	60	59	5
\$375,001 - \$500,000	70	11.06%	16.0	0	23	38	9
\$500,001 and up	68	10.74%	13.5	2	14	37	15
Total Closed Units	633			69	356	174	34
Total Closed Volume	181,385,605	100%	11.0	9.35M	85.24M	69.46M	17.35M
Median Closed Price	\$245,000			\$112,000	\$215,000	\$352,000	\$458,711

November 2022



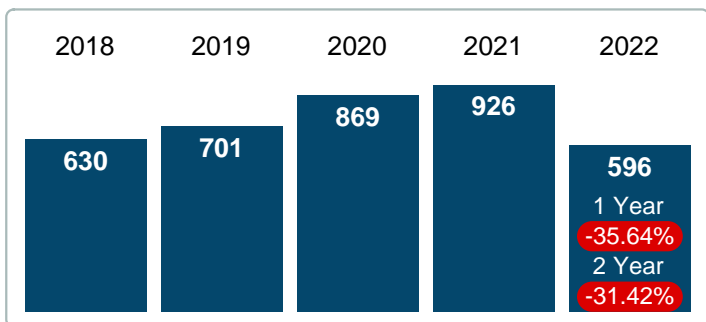
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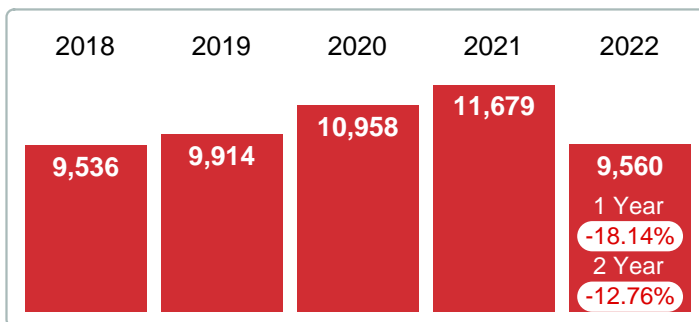
PENDING LISTINGS

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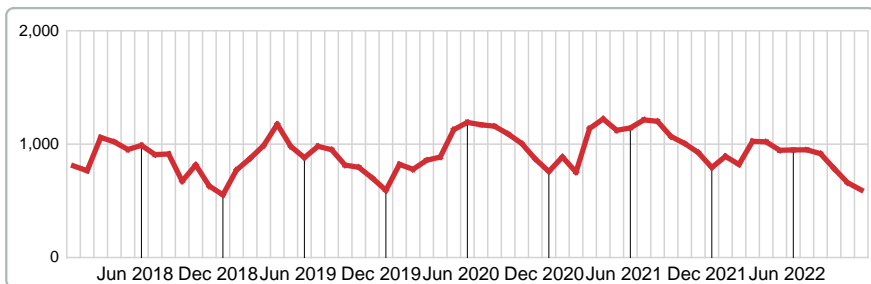
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	52	8.72%	14.5	29	22	1	0
\$100,001 - \$150,000	57	9.56%	13.0	18	34	5	0
\$150,001 - \$200,000	105	17.62%	26.0	15	79	9	2
\$200,001 - \$275,000	132	22.15%	21.5	7	93	28	4
\$275,001 - \$375,000	114	19.13%	27.0	4	47	55	8
\$375,001 - \$525,000	74	12.42%	19.0	4	24	40	6
\$525,001 and up	62	10.40%	11.0	3	9	36	14
Total Pending Units	596			80	308	174	34
Total Pending Volume	176,512,016	100%	21.0	13.68M	73.16M	68.52M	21.15M
Median Listing Price	\$243,500			\$127,250	\$213,900	\$352,450	\$432,500

November 2022



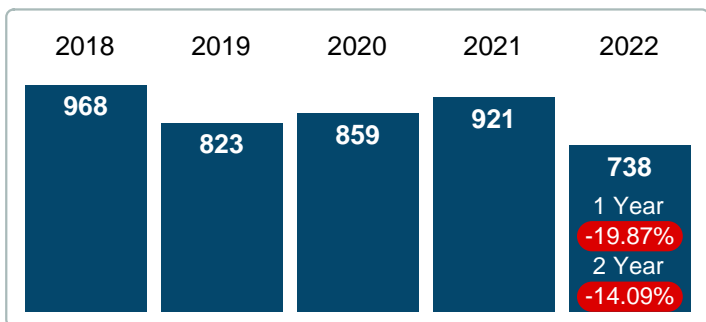
Area Delimited by County Of Tulsa - Residential Property Type



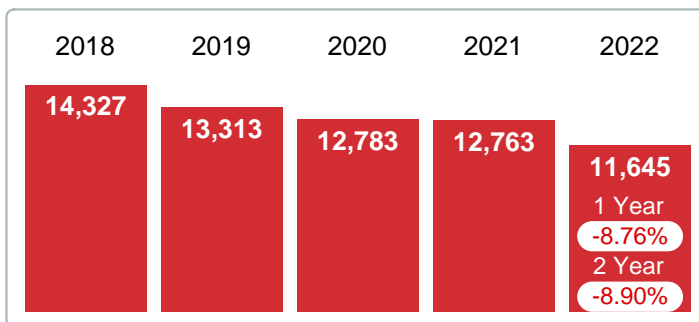
NEW LISTINGS

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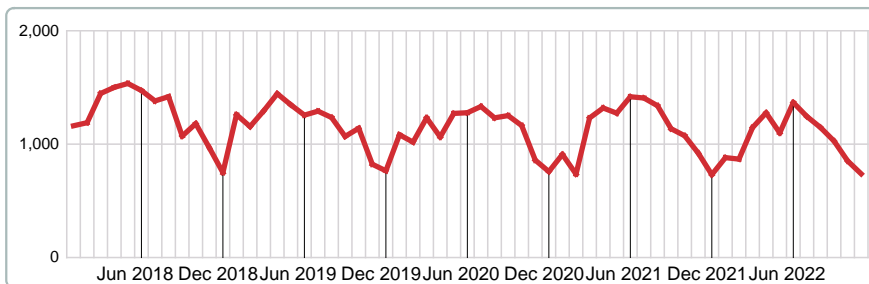
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

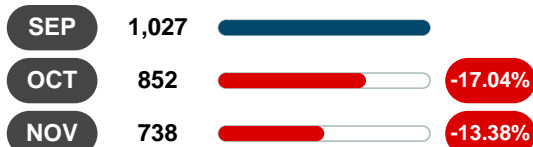


3 MONTHS

5 year NOV AVG = 862

High May 2018 1,535 | Low Dec 2021 731

New Listings this month at **738**
below the 5 yr NOV average of **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
Median New Listed Listing Price	\$281,422		\$129,900	\$229,335	\$385,000	\$485,000



Area Delimited by County Of Tulsa - Residential Property Type

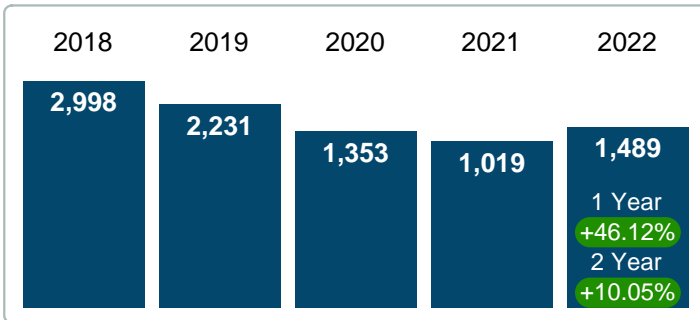


November 2022

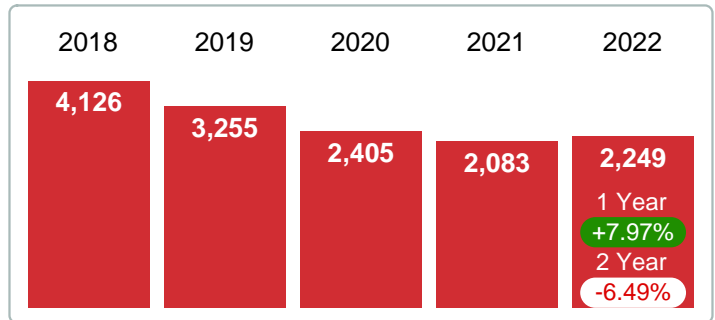
ACTIVE INVENTORY

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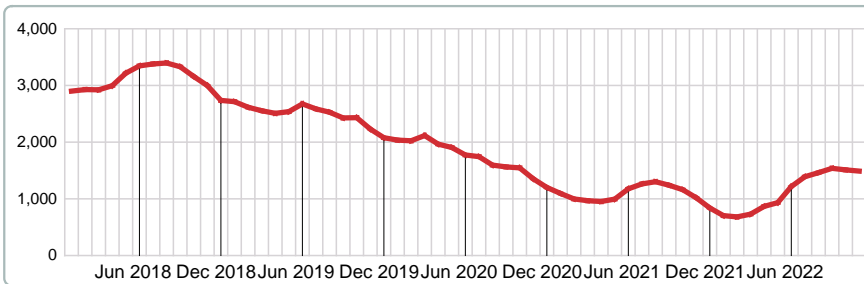
END OF NOVEMBER



ACTIVE DURING NOVEMBER

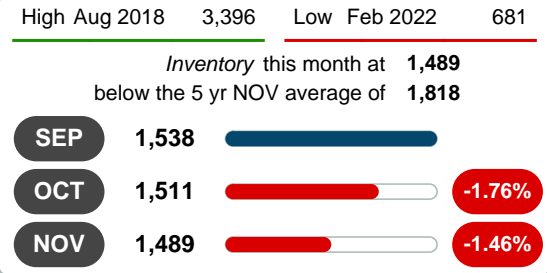


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,818



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	124	8.33%	55.0	58	57	7	2
\$125,001 - \$200,000	187	12.56%	40.0	29	127	26	5
\$200,001 - \$275,000	238	15.98%	41.5	12	156	66	4
\$275,001 - \$400,000	379	25.45%	53.0	13	147	193	26
\$400,001 - \$525,000	226	15.18%	62.0	4	63	139	20
\$525,001 - \$650,000	179	12.02%	91.0	1	33	121	24
\$650,001 and up	156	10.48%	78.0	3	27	67	59
Total Active Inventory by Units			1,489	120	610	619	140
Total Active Inventory by Volume			634,926,920	23.61M	191.88M	293.20M	126.24M
Median Active Inventory Listing Price			\$333,990	\$129,950	\$254,990	\$419,900	\$593,700

November 2022



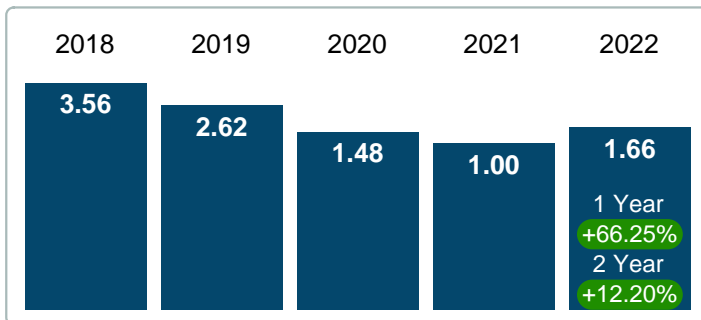
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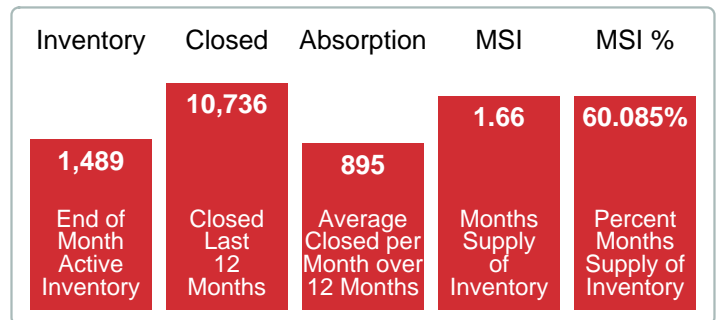
MONTHS SUPPLY of INVENTORY (MSI)

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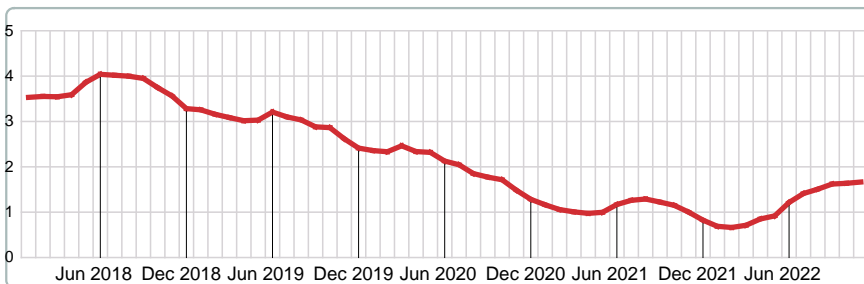
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS

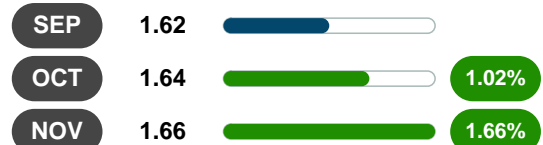


3 MONTHS

5 year NOV AVG = 2.07

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



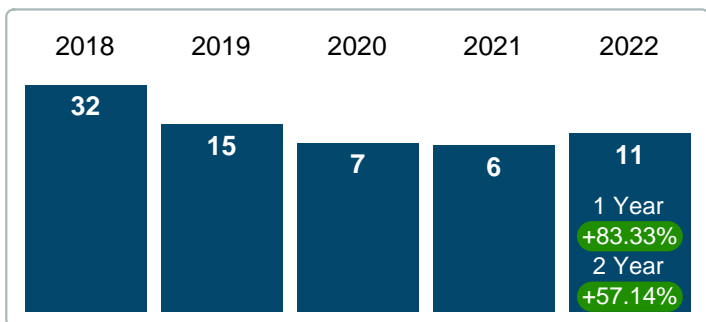
Area Delimited by County Of Tulsa - Residential Property Type



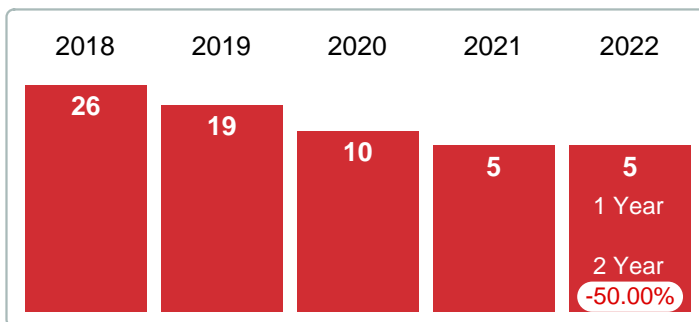
MEDIAN DAYS ON MARKET TO SALE

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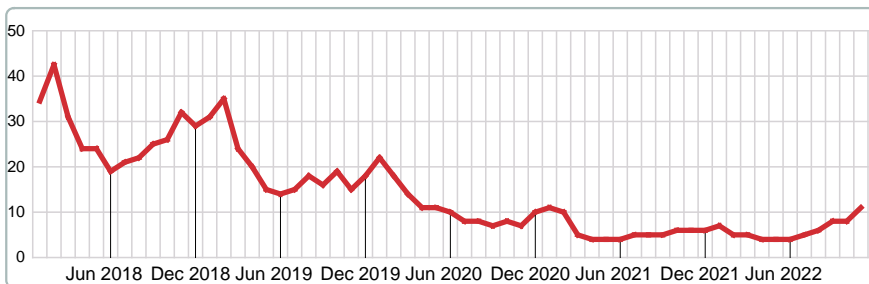
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

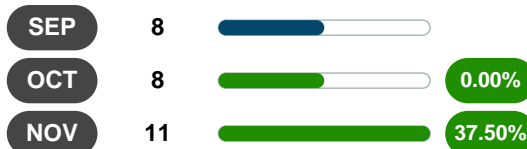


3 MONTHS

5 year NOV AVG = 14

High Feb 2018 43 Low Jun 2022 4

Median Days on Market to Sale this month at 11 below the 5 yr NOV average of 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	7.90%	9	8	7	65	0
\$100,001 - \$150,000	9.95%	10	5	11	88	0
\$150,001 - \$200,000	19.59%	9	9	8	7	17
\$200,001 - \$275,000	20.70%	10	19	9	17	31
\$275,001 - \$375,000	20.06%	18	24	13	18	41
\$375,001 - \$500,000	11.06%	16	0	7	15	28
\$500,001 and up	10.74%	14	29	26	12	26
Median Closed DOM		11	9	9	15	27
Total Closed Units	100%	633	69	356	174	34
Total Closed Volume		181,385,605	9.35M	85.24M	69.46M	17.35M

November 2022



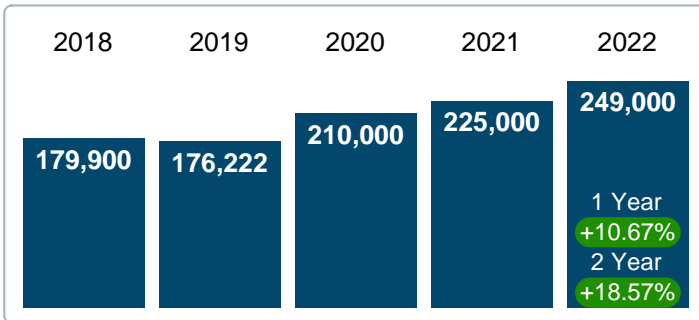
Area Delimited by County Of Tulsa - Residential Property Type



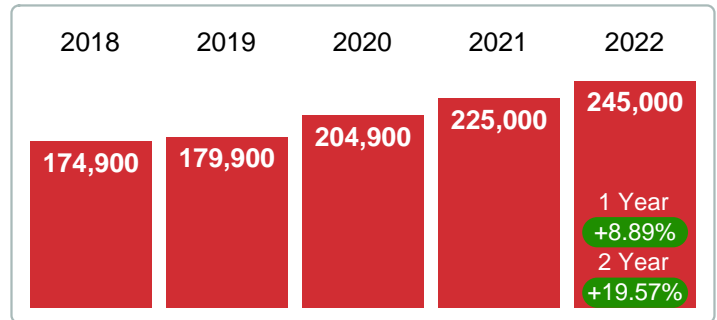
MEDIAN LIST PRICE AT CLOSING

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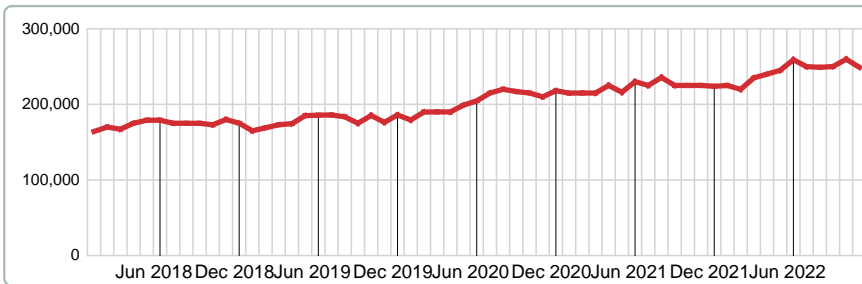
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

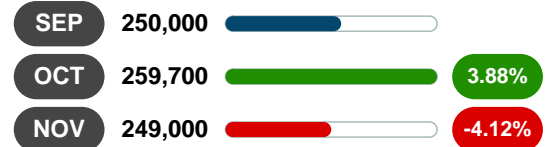


3 MONTHS

5 year NOV AVG = 208,024

High Oct 2022 259,700 Low Jan 2018 164,125

Median List Price at Closing this month at **249,000**
above the 5 yr NOV average of **208,024**



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	7.11%	74,900	69,900	75,000	0	0
\$100,001 - \$150,000	9.79%	132,000	129,000	132,000	144,500	0
\$150,001 - \$200,000	20.06%	179,000	180,000	175,356	179,950	199,700
\$200,001 - \$275,000	20.54%	236,000	217,000	234,700	250,000	230,000
\$275,001 - \$375,000	19.59%	319,000	281,400	307,000	327,000	330,000
\$375,001 - \$500,000	12.80%	427,750	390,000	440,000	425,000	430,000
\$500,001 and up	10.11%	602,288	552,175	572,450	594,450	742,000
Median List Price		249,000	113,000	216,450	359,900	464,650
Total Closed Units	100%	249,000	69	356	174	34
Total Closed Volume		183,359,249	9.61M	86.33M	69.89M	17.53M

November 2022



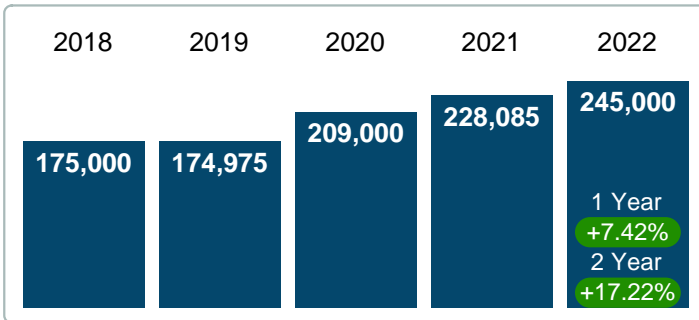
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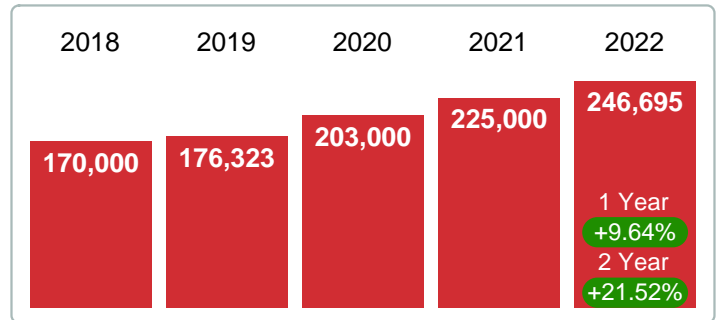
MEDIAN SOLD PRICE AT CLOSING

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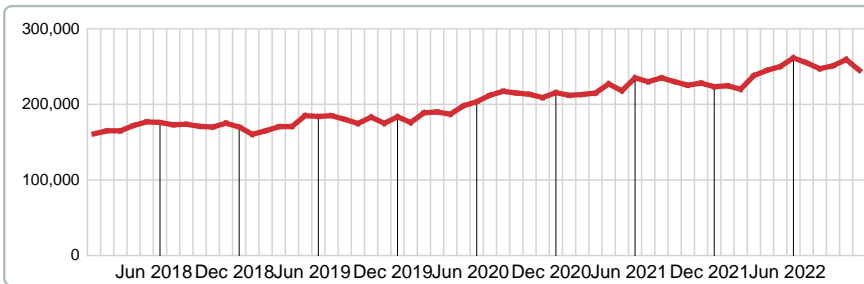
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

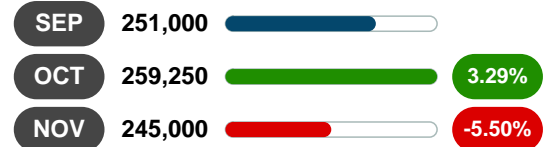


3 MONTHS

5 year NOV AVG = 206,412

High Jun 2022 261,420 Low Jan 2019 160,375

Median Sold Price at Closing this month at **245,000** above the 5 yr NOV average of **206,412**



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	50	7.90%	71,000	65,000	75,000	98,625	0
\$100,001 - \$150,000	63	9.95%	135,000	127,750	134,952	143,000	0
\$150,001 - \$200,000	124	19.59%	177,250	165,000	178,500	176,000	193,500
\$200,001 - \$275,000	131	20.70%	237,000	241,100	235,000	247,500	230,000
\$275,001 - \$375,000	127	20.06%	317,500	321,437	306,725	327,500	350,000
\$375,001 - \$500,000	70	11.06%	425,000	0	430,000	420,025	445,000
\$500,001 and up	68	10.74%	629,394	552,175	526,750	629,288	735,000
Median Sold Price			245,000	112,000	215,000	352,000	458,711
Total Closed Units		100%	245,000	69	356	174	34
Total Closed Volume			181,385,605	9.35M	85.24M	69.46M	17.35M

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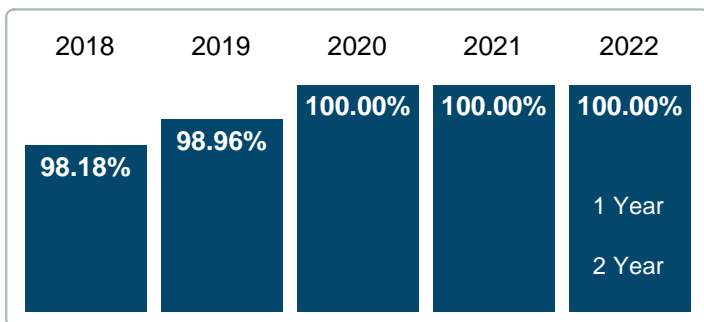
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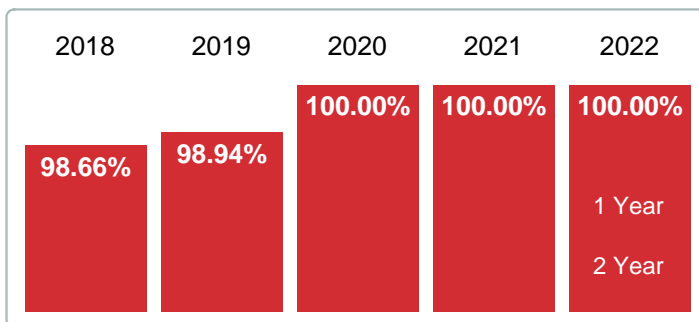
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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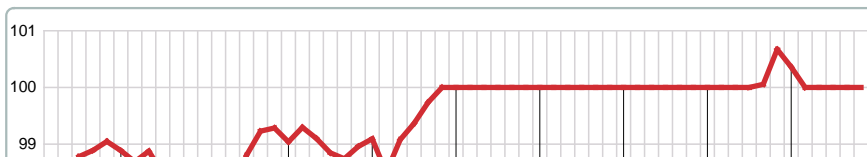
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 99.43%

High May 2022 100.67% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%** above the 5 yr NOV average of **99.43%**

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	50	7.90%	96.57%	97.01%	100.00%	81.04%	0.00%
\$100,001 - \$150,000	63	9.95%	96.67%	100.00%	96.30%	96.67%	0.00%
\$150,001 - \$200,000	124	19.59%	100.00%	99.44%	100.00%	100.00%	96.90%
\$200,001 - \$275,000	131	20.70%	100.00%	97.44%	100.00%	100.00%	97.14%
\$275,001 - \$375,000	127	20.06%	100.00%	98.77%	100.00%	100.00%	97.66%
\$375,001 - \$500,000	70	11.06%	100.00%	0.00%	100.00%	100.00%	100.00%
\$500,001 and up	68	10.74%	100.00%	100.00%	100.00%	100.00%	98.10%
Median Sold/List Ratio		100.00%		98.77%	100.00%	100.00%	98.78%
Total Closed Units	633	100%	100.00%	69	356	174	34
Total Closed Volume	181,385,605			9.35M	85.24M	69.46M	17.35M

November 2022



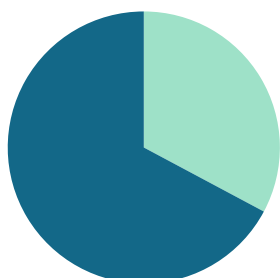
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

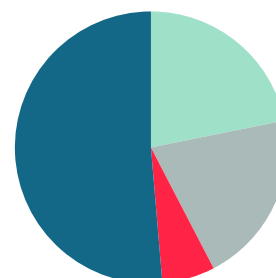


Inventory
 New Listings
738 = 32.80%
 Start Inventory
1,512
 Total Inventory Units
2,250
 Volume
\$863,365,127

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%
Median List Price	225,000	249,000	10.67%	225,000	245,000	8.89%
Median Sale Price	228,085	245,000	7.42%	225,000	246,695	9.64%
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	11.00	83.33%	5.00	5.00	0.00%
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%

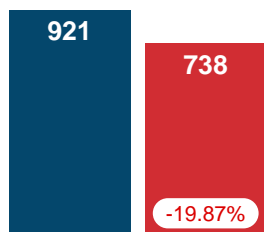
Absorption: Last 12 months, an Average of **895** Sales/Month

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

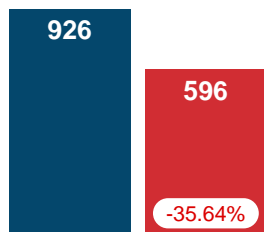
NOVEMBER MARKET

MEDIAN PRICES

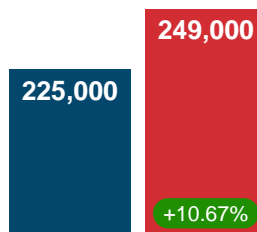
New Listings



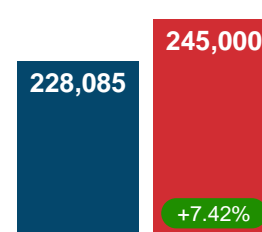
Pending Listings



List Price



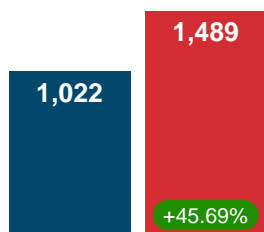
Sale Price



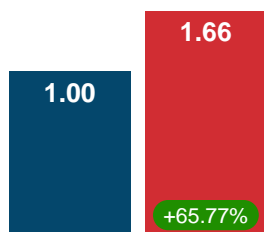
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

