

October 2022



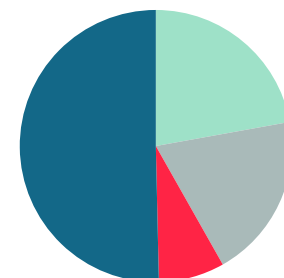
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	1,551	1,084	-30.11%
Pending Listings	1,505	961	-36.15%
New Listings	1,609	1,265	-21.38%
Average List Price	270,247	305,436	13.02%
Average Sale Price	268,700	301,803	12.32%
Average Percent of Selling Price to List Price	99.76%	99.41%	-0.35%
Average Days on Market to Sale	17.84	21.83	22.35%
End of Month Inventory	1,947	2,463	26.50%
Months Supply of Inventory	1.33	1.81	36.14%



■ Closed (22.16%)
■ Pending (19.65%)
■ Other OffMarket (7.83%)
■ Active (50.36%)

Absorption: Last 12 months, an Average of **1,364** Sales/Month
Active Inventory as of October 31, 2022 = **2,463**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **26.50%** to 2,463 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 **1.81** 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 **12.32%** in October 2022 to \$301,803 versus the previous year at \$268,700.

Average Days on Market Lengthens

The average number of **21.83** days that homes spent on the market before selling increased by 3.99 days or **22.35%** in October 2022 compared to last year's same month at **17.84** DOM.

Sales Success for October 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 1,265 New Listings in October 2022, down **21.38%** from last year at 1,609. Furthermore, there were 1,084 Closed Listings this month versus last year at 1,551, a **-30.11%** decrease.

Closed versus Listed trends yielded a **85.7%** ratio, down from previous year's, October 2021, at **96.4%**, a **11.10%** 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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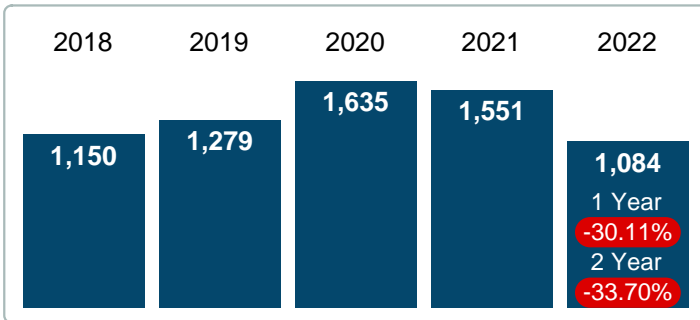
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



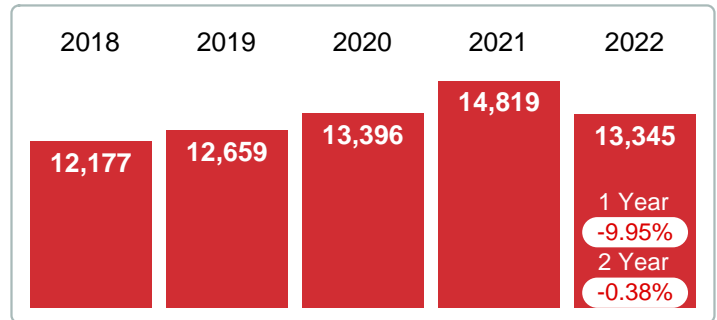
CLOSED LISTINGS

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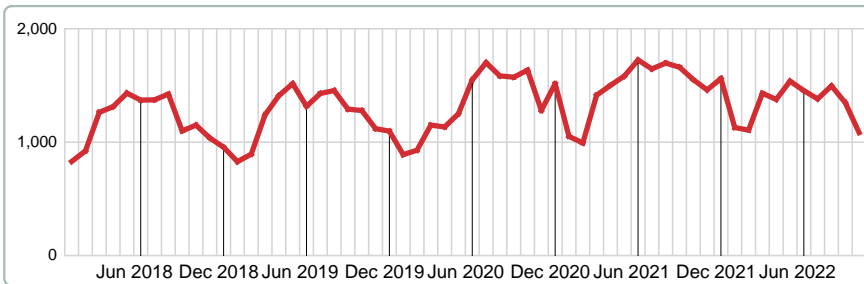
OCTOBER



YEAR TO DATE (YTD)

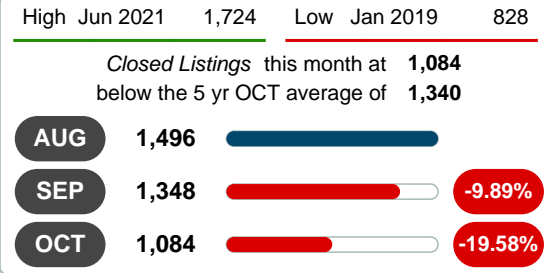


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,340



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	91	8.39%	20.1	45	45	1	0
\$100,001 - \$150,000	106	9.78%	16.3	32	62	11	1
\$150,001 - \$200,000	151	13.93%	17.6	19	111	20	1
\$200,001 - \$275,000	272	25.09%	17.8	16	192	63	1
\$275,001 - \$375,000	214	19.74%	24.2	10	107	90	7
\$375,001 - \$525,000	141	13.01%	26.6	3	36	86	16
\$525,001 and up	109	10.06%	33.6	0	16	68	25
Total Closed Units	1,084			125	569	339	51
Total Closed Volume	327,154,439	100%	21.8	18.38M	139.43M	138.07M	31.27M
Average Closed Price	\$301,803			\$147,077	\$245,040	\$407,277	\$613,235

October 2022



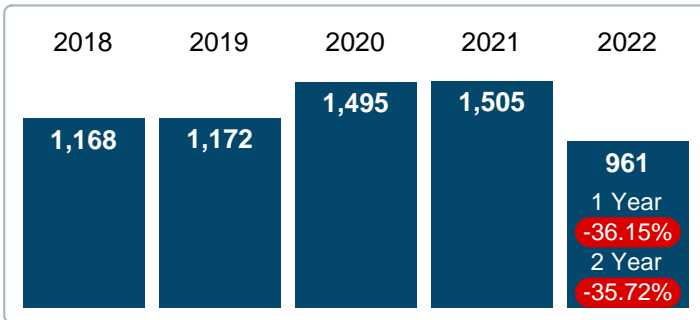
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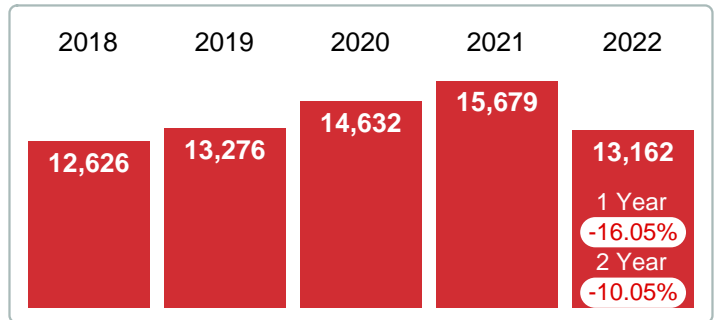
PENDING LISTINGS

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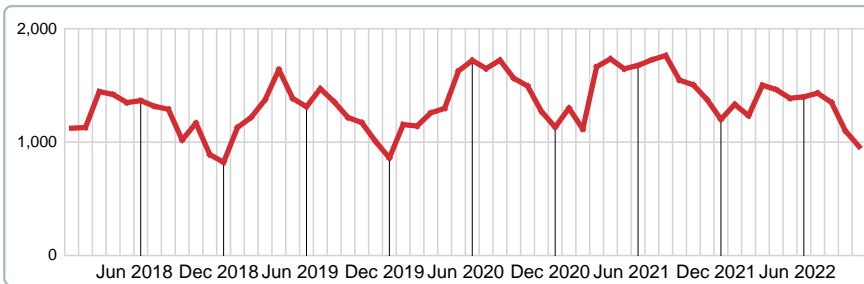
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

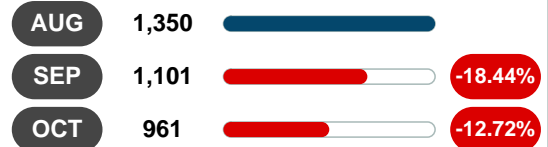


3 MONTHS

5 year OCT AVG = 1,260

High Aug 2021 1,764 Low Dec 2018 822

Pending Listings this month at **961**
below the 5 yr OCT average of **1,260**



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	81	8.43%	28.7	46	33	2	0
\$100,001 - \$150,000	105	10.93%	26.0	25	69	10	1
\$150,001 - \$200,000	172	17.90%	21.8	17	135	17	3
\$200,001 - \$275,000	222	23.10%	24.5	12	171	37	2
\$275,001 - \$350,000	138	14.36%	36.4	7	64	63	4
\$350,001 - \$475,000	128	13.32%	37.8	4	44	67	13
\$475,001 and up	115	11.97%	49.7	1	24	57	33
Total Pending Units	961			112	540	253	56
Total Pending Volume	279,377,536	100%	30.5	16.74M	129.66M	98.55M	34.43M
Average Listing Price	\$287,410			\$149,452	\$240,113	\$389,517	\$614,821

October 2022



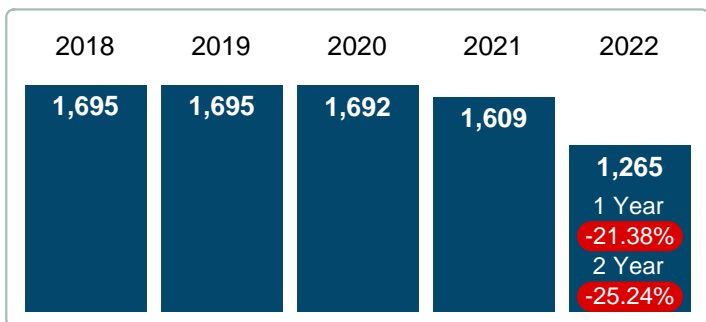
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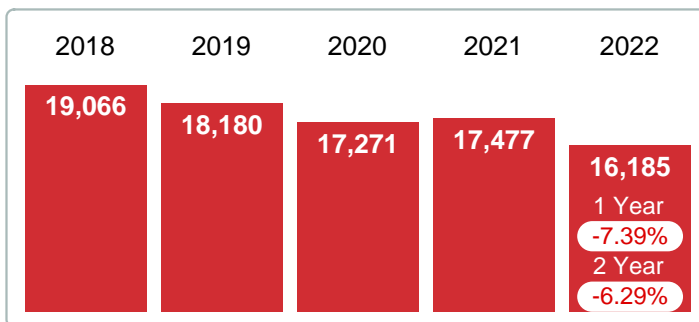
NEW LISTINGS

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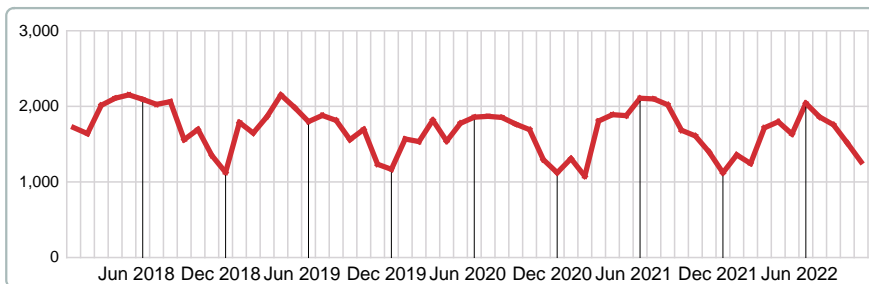
OCTOBER



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%	47	43	4	1
\$100,001 - \$150,000	135	10.67%	39	82	11	3
\$150,001 - \$200,000	199	15.73%	21	149	24	5
\$200,001 - \$275,000	310	24.51%	22	219	64	5
\$275,001 - \$375,000	228	18.02%	7	97	112	12
\$375,001 - \$525,000	170	13.44%	3	55	88	24
\$525,001 and up	128	10.12%	1	24	75	28
Total New Listed Units	1,265		140	669	378	78
Total New Listed Volume	391,457,469	100%	21.62M	166.29M	158.20M	45.35M
Average New Listed Listing Price	\$287,876		\$154,449	\$248,566	\$418,506	\$581,396

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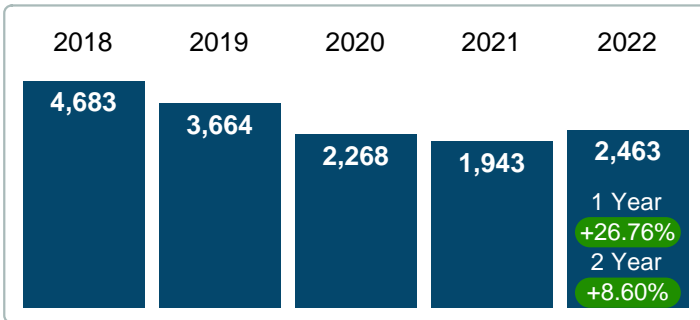
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



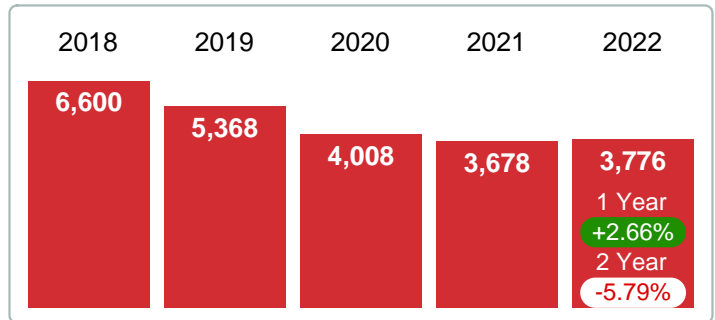
ACTIVE INVENTORY

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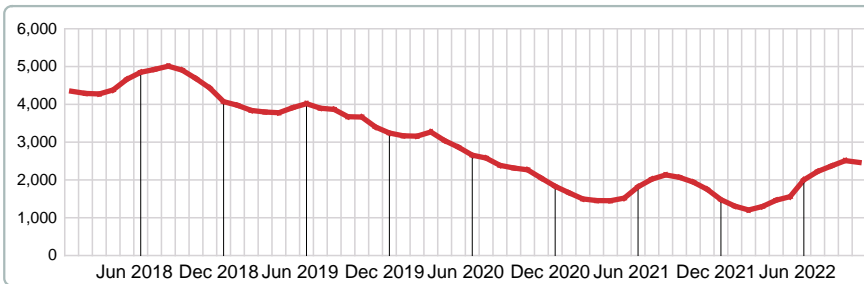
END OF OCTOBER



ACTIVE DURING OCTOBER

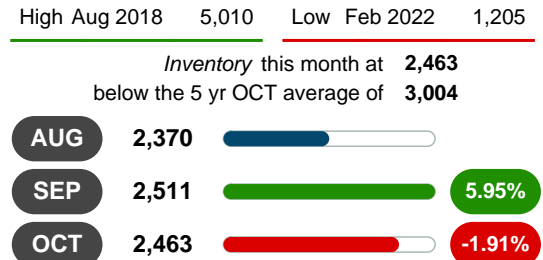


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3,004



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	264	10.72%	73.8	109	121	25	9
\$125,001 - \$175,000	226	9.18%	65.0	42	154	26	4
\$175,001 - \$225,000	291	11.81%	49.6	25	206	52	8
\$225,001 - \$375,000	757	30.73%	60.3	30	380	304	43
\$375,001 - \$475,000	278	11.29%	66.9	7	106	134	31
\$475,001 - \$650,000	404	16.40%	86.8	4	99	243	58
\$650,001 and up	243	9.87%	86.1	3	52	104	84
Total Active Inventory by Units			2,463	220	1,118	888	237
Total Active Inventory by Volume			984,489,258	39.13M	351.42M	405.84M	188.09M
Average Active Inventory Listing Price			\$399,711	\$177,881	\$314,331	\$457,028	\$793,641

October 2022



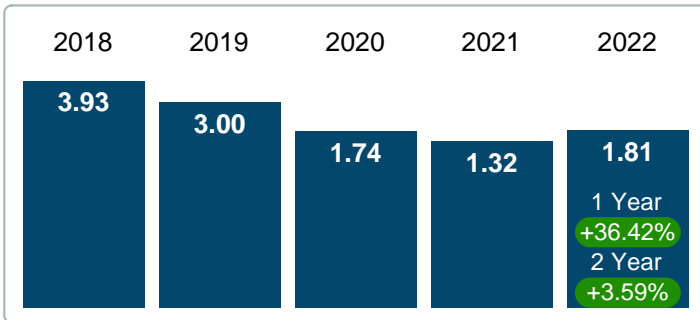
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



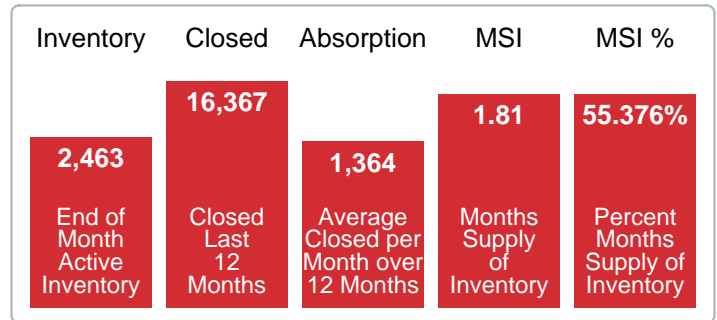
MONTHS SUPPLY of INVENTORY (MSI)

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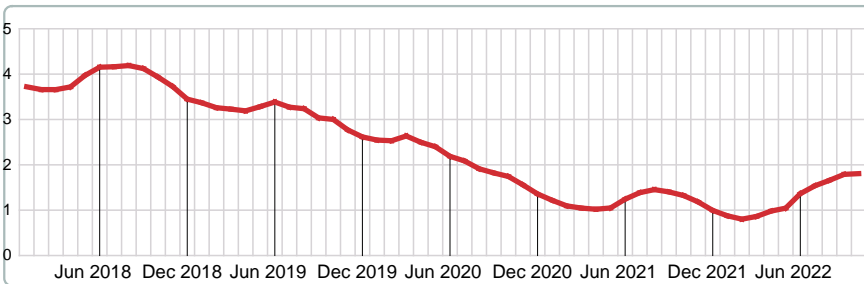
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022



5 YEAR MARKET ACTIVITY TRENDS

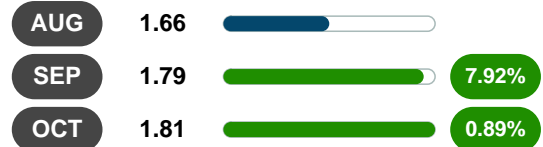


3 MONTHS

5 year OCT AVG = 2.36

High Aug 2018 4.19 Low Feb 2022 0.80

Months Supply this month at 1.81 below the 5 yr OCT average of 2.36



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	264	10.72%	1.44	1.31	1.33	2.83	7.71
\$125,001 - \$175,000	226	9.18%	1.16	1.27	1.08	1.46	3.00
\$175,001 - \$225,000	291	11.81%	1.26	1.36	1.15	1.74	3.56
\$225,001 - \$375,000	757	30.73%	1.60	1.49	1.42	1.78	2.95
\$375,001 - \$475,000	278	11.29%	2.12	1.91	2.33	1.94	2.34
\$475,001 - \$650,000	404	16.40%	4.28	4.36	4.85	4.17	3.91
\$650,001 and up	243	9.87%	4.45	5.14	7.01	3.64	4.67
Market Supply of Inventory (MSI)			1.81	1.38	1.48	2.32	3.62
Total Active Inventory by Units		100%	1.81	220	1,118	888	237

October 2022



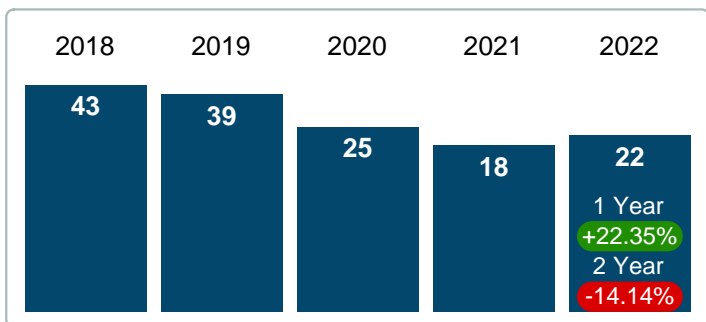
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



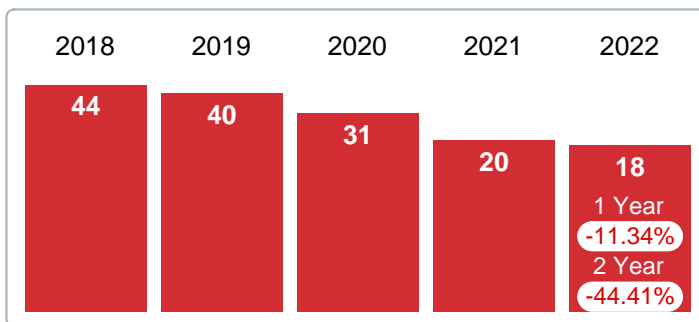
AVERAGE DAYS ON MARKET TO SALE

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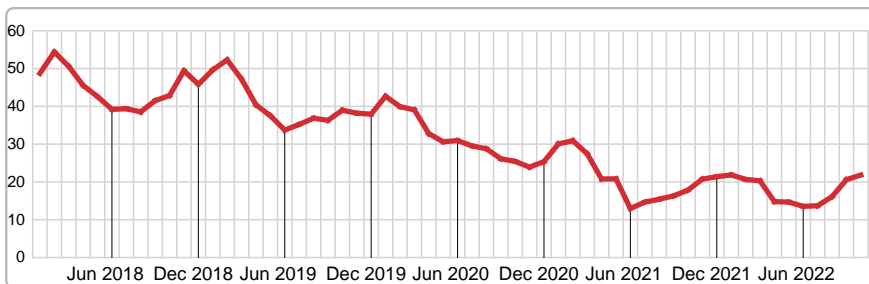
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

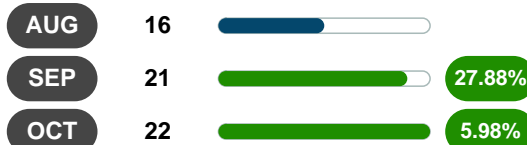


3 MONTHS

5 year OCT AVG = 29

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 22 below the 5 yr OCT average of 29



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 91	8.39%	20	15	26	18	0
\$100,001 - \$150,000 106	9.78%	16	18	14	23	1
\$150,001 - \$200,000 151	13.93%	18	21	16	22	1
\$200,001 - \$275,000 272	25.09%	18	9	17	23	28
\$275,001 - \$375,000 214	19.74%	24	14	20	29	35
\$375,001 - \$525,000 141	13.01%	27	17	19	29	34
\$525,001 and up 109	10.06%	34	0	47	28	40
Average Closed DOM		22	16	19	27	36
Total Closed Units	1,084	100%	125	569	339	51
Total Closed Volume	327,154,439		18.38M	139.43M	138.07M	31.27M

October 2022



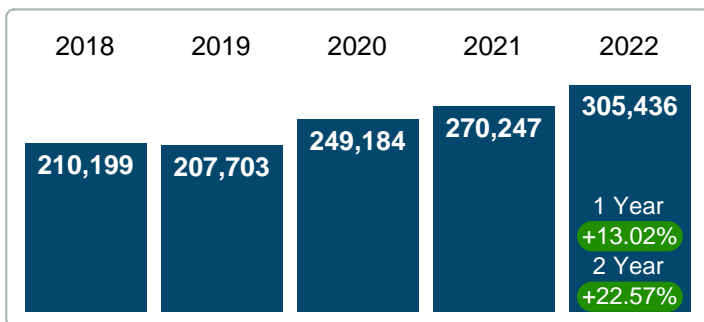
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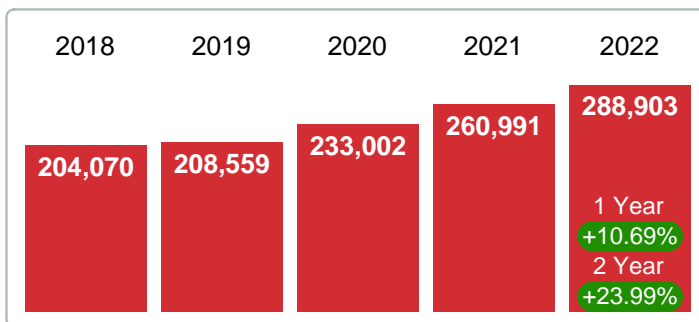
AVERAGE LIST PRICE AT CLOSING

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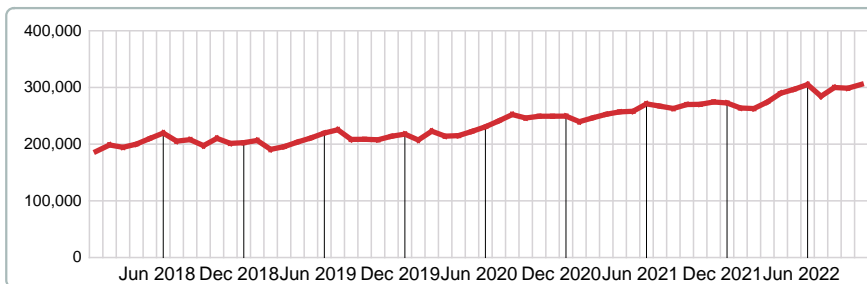
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 248,554

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

Average List Price at Closing this month at **305,436**
above the 5 yr OCT average of **248,554**

- AUG** 299,933
- SEP** 298,629 -0.43%
- OCT** 305,436 2.28%

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 93	8.58%	69,976	69,616	71,140	41,500	0
\$100,001 - \$150,000 93	8.58%	130,808	131,153	138,906	133,200	125,000
\$150,001 - \$200,000 164	15.13%	178,069	171,932	178,853	187,210	170,000
\$200,001 - \$275,000 259	23.89%	240,324	221,419	241,339	245,219	260,000
\$275,001 - \$375,000 213	19.65%	320,234	320,890	326,610	325,515	333,829
\$375,001 - \$525,000 154	14.21%	443,762	444,167	451,985	444,821	458,958
\$525,001 and up 108	9.96%	781,696	0	743,148	754,805	859,490
Average List Price		305,436	149,443	248,001	411,733	622,008
Total Closed Units	100%	305,436	125	569	339	51
Total Closed Volume		331,092,481	18.68M	141.11M	139.58M	31.72M

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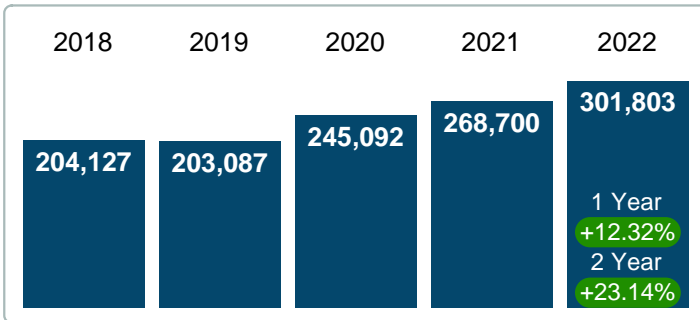
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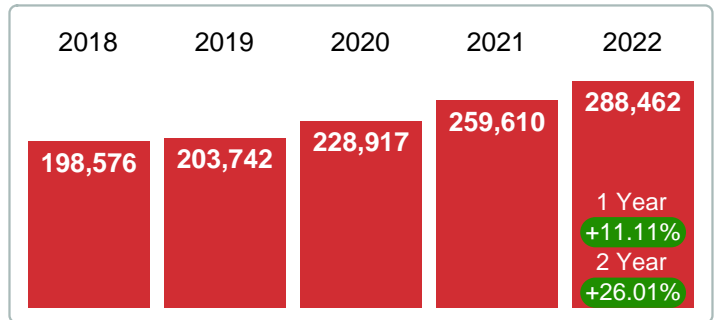
AVERAGE SOLD PRICE AT CLOSING

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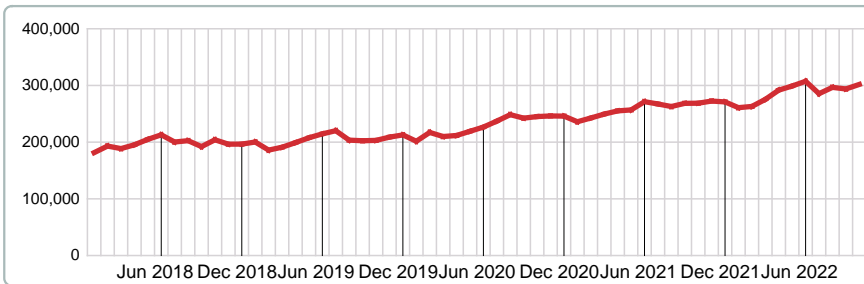
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

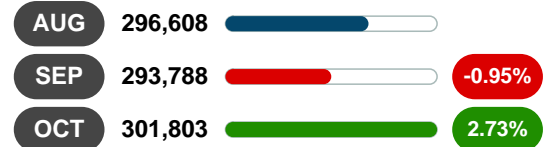


3 MONTHS

5 year OCT AVG = 244,562

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

Average Sold Price at Closing this month at **301,803** above the 5 yr OCT average of **244,562**



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	8.39%	68,131	67,070	70,162	24,500	0
\$100,001 - \$150,000	9.78%	131,849	128,611	134,310	126,562	141,000
\$150,001 - \$200,000	13.93%	178,292	172,753	178,415	183,290	170,000
\$200,001 - \$275,000	25.09%	239,569	223,188	238,654	246,353	250,000
\$275,001 - \$375,000	19.74%	320,388	312,350	319,261	321,812	330,786
\$375,001 - \$525,000	13.01%	447,575	424,700	455,835	444,411	450,283
\$525,001 and up	10.06%	763,510	0	734,182	739,438	847,757
Average Sold Price		301,803	147,077	245,040	407,277	613,235
Total Closed Units	100%	1,084	125	569	339	51
Total Closed Volume		327,154,439	18.38M	139.43M	138.07M	31.27M

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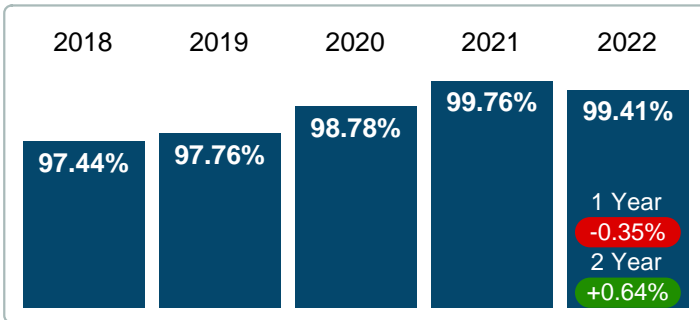
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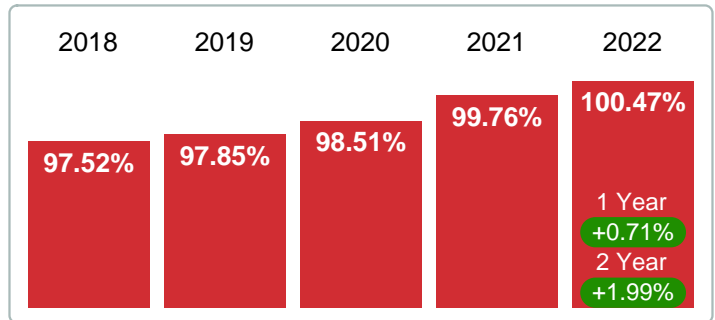
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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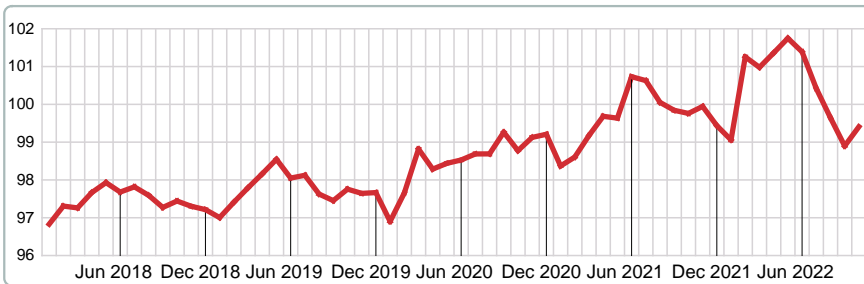
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

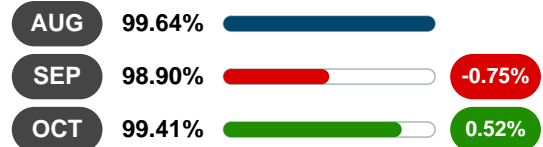


3 MONTHS

5 year OCT AVG = 98.63%

High May 2022 101.75% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **99.41%** equal to 5 yr OCT average of **98.63%**



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	91	8.39%	97.59%	97.00%	99.03%	59.04%	0.00%
\$100,001 - \$150,000	106	9.78%	97.87%	98.54%	97.66%	95.73%	112.80%
\$150,001 - \$200,000	151	13.93%	99.92%	100.67%	100.06%	98.42%	100.00%
\$200,001 - \$275,000	272	25.09%	100.56%	101.21%	99.04%	105.10%	96.15%
\$275,001 - \$375,000	214	19.74%	98.50%	97.35%	98.16%	98.97%	99.14%
\$375,001 - \$525,000	141	13.01%	100.49%	95.77%	103.37%	99.91%	98.07%
\$525,001 and up	109	10.06%	99.22%	0.00%	99.23%	99.33%	98.94%
Average Sold/List Ratio			99.40%	98.49%	99.20%	100.16%	98.93%
Total Closed Units		100%	99.40%	125	569	339	51
Total Closed Volume				18.38M	139.43M	138.07M	31.27M

October 2022



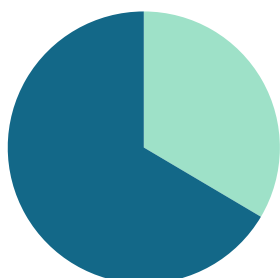
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

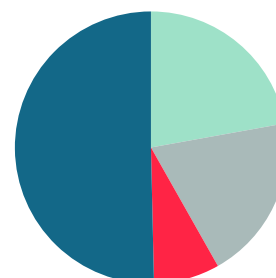


Inventory
 New Listings
1,265 = 33.50%
 Start Inventory
2,511
 Total Inventory Units
3,776
 Volume
\$1,402,974,408

Market Activity

Closed Sales
1,084 = 22.16%
 Pending Sales
961 = 19.65%
 Other Off Market
383 = 7.83%
 Active Inventory
2,463 = 50.36%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,551	1,084	-30.11%	14,819	13,345	-9.95%
Pending Sales	1,505	961	-36.15%	15,679	13,162	-16.05%
New Listings	1,609	1,265	-21.38%	17,477	16,185	-7.39%
Average List Price	270,247	305,436	13.02%	260,991	288,903	10.69%
Average Sale Price	268,700	301,803	12.32%	259,610	288,462	11.11%
Average Percent of Selling Price to List Price	99.76%	99.41%	-0.35%	99.76%	100.47%	0.71%
Average Days on Market to Sale	17.84	21.83	22.35%	19.75	17.51	-11.34%
Monthly Inventory	1,947	2,463	26.50%	1,947	2,463	26.50%
Months Supply of Inventory	1.33	1.81	36.14%	1.33	1.81	36.14%

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

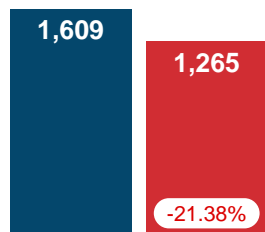
Inventory on October 31, 2022 = **2,463**

2021 **2022**

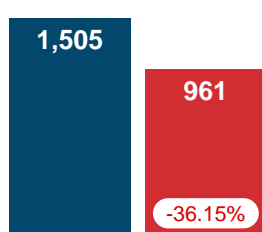
OCTOBER MARKET

AVERAGE PRICES

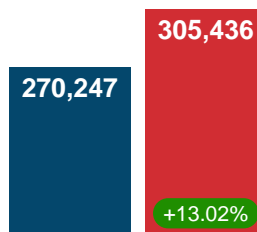
New Listings



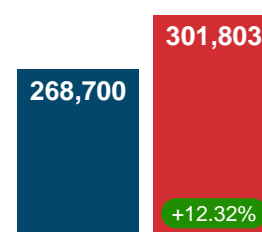
Pending Listings



List Price



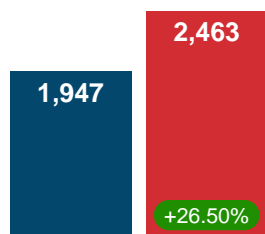
Sale Price



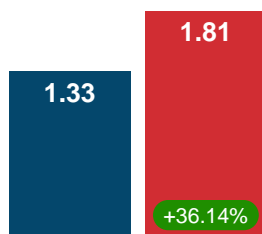
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

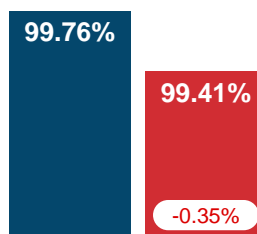
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

