

October 2022



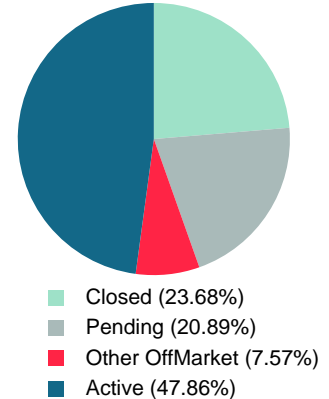
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	1,061	748	-29.50%
Pending Listings	1,006	660	-34.39%
New Listings	1,074	852	-20.67%
Average List Price	270,683	315,174	16.44%
Average Sale Price	269,251	311,168	15.57%
Average Percent of Selling Price to List Price	99.68%	99.40%	-0.28%
Average Days on Market to Sale	16.94	20.49	20.91%
End of Month Inventory	1,167	1,512	29.56%
Months Supply of Inventory	1.16	1.64	41.74%



Absorption: Last 12 months, an Average of **923** Sales/Month
Active Inventory as of October 31, 2022 = **1,512**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **29.56%** to 1,512 existing homes available for sale. Over the last 12 months this area has had an average of 923 closed sales per month. This represents an unsold inventory index of **1.64** 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 **15.57%** in October 2022 to \$311,168 versus the previous year at \$269,251.

Average Days on Market Lengthens

The average number of **20.49** days that homes spent on the market before selling increased by 3.54 days or **20.91%** in October 2022 compared to last year's same month at **16.94** 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 852 New Listings in October 2022, down **20.67%** from last year at 1,074. Furthermore, there were 748 Closed Listings this month versus last year at 1,061, a **-29.50%** decrease.

Closed versus Listed trends yielded a **87.8%** ratio, down from previous year's, October 2021, at **98.8%**, a **11.13%** 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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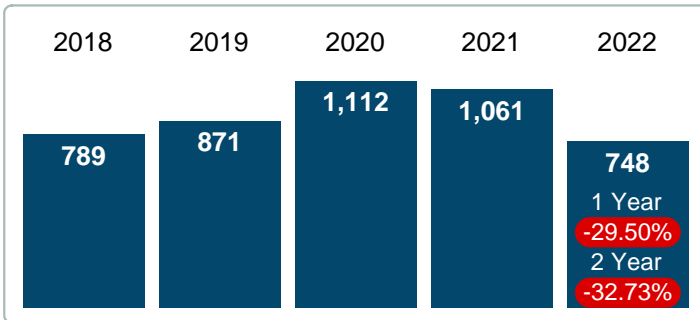
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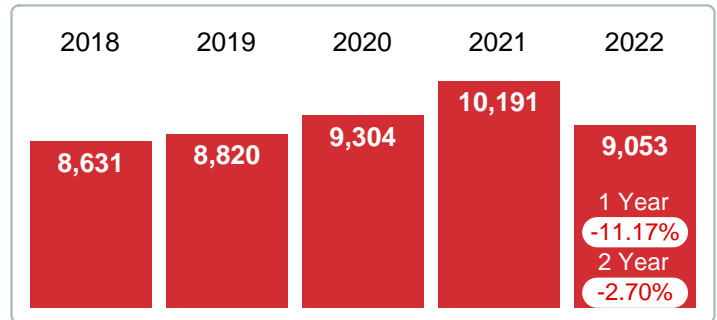
CLOSED LISTINGS

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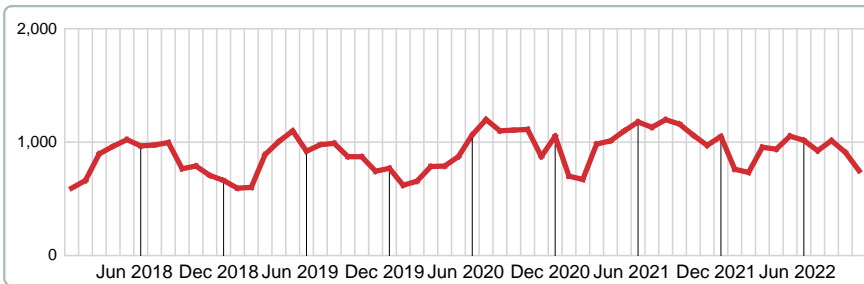
OCTOBER



YEAR TO DATE (YTD)

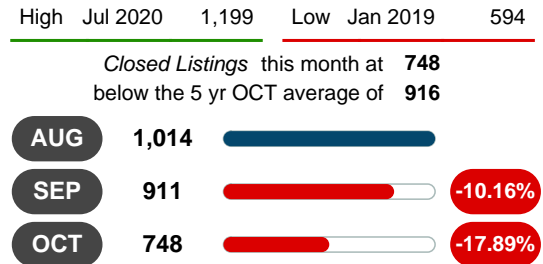


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 916



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	56	7.49%	12.1	28	27	1	0
\$100,001 - \$150,000	73	9.76%	14.8	21	48	4	0
\$150,001 - \$225,000	161	21.52%	14.0	26	111	23	1
\$225,001 - \$300,000	170	22.73%	19.7	5	112	52	1
\$300,001 - \$400,000	122	16.31%	24.5	4	52	61	5
\$400,001 - \$525,000	82	10.96%	26.7	2	22	45	13
\$525,001 and up	84	11.23%	33.2	0	13	53	18
Total Closed Units	748			86	385	239	38
Total Closed Volume	232,753,708	100%	20.5	13.20M	96.28M	100.03M	23.24M
Average Closed Price	\$311,168			\$153,447	\$250,082	\$418,555	\$611,600

October 2022



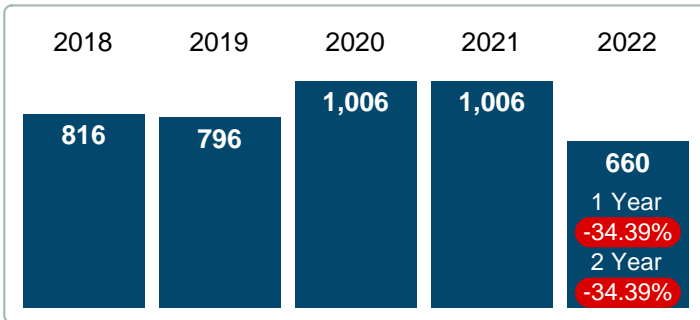
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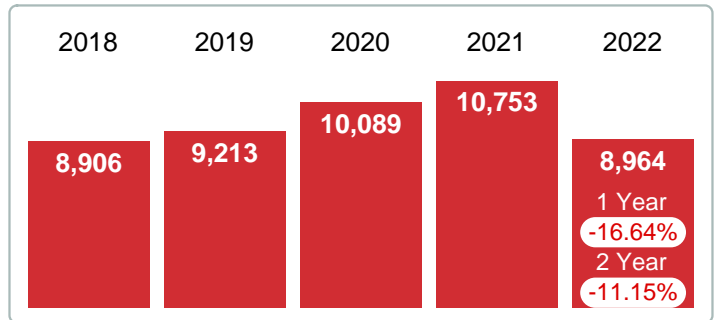
PENDING LISTINGS

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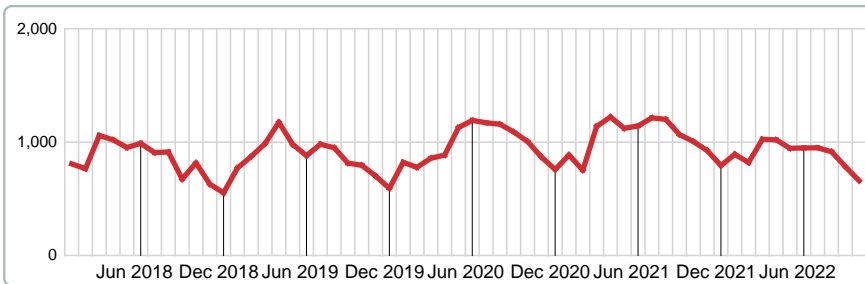
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

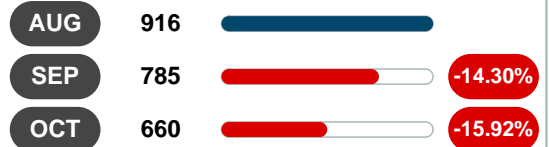


3 MONTHS

5 year OCT AVG = 857

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **660**
below the 5 yr OCT average of **857**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	70	10.61%	23.8	39	27	4	0
\$125,001 - \$150,000	38	5.76%	18.9	7	27	4	0
\$150,001 - \$200,000	127	19.24%	18.5	12	100	12	3
\$200,001 - \$275,000	153	23.18%	27.2	11	114	26	2
\$275,001 - \$375,000	120	18.18%	36.6	5	51	59	5
\$375,001 - \$500,000	79	11.97%	33.3	2	28	38	11
\$500,001 and up	73	11.06%	57.0	1	12	37	23
Total Pending Units	660			77	359	180	44
Total Pending Volume	197,713,085	100%	30.1	11.64M	87.96M	71.81M	26.31M
Average Listing Price	\$298,802			\$151,155	\$245,004	\$398,925	\$597,982

October 2022



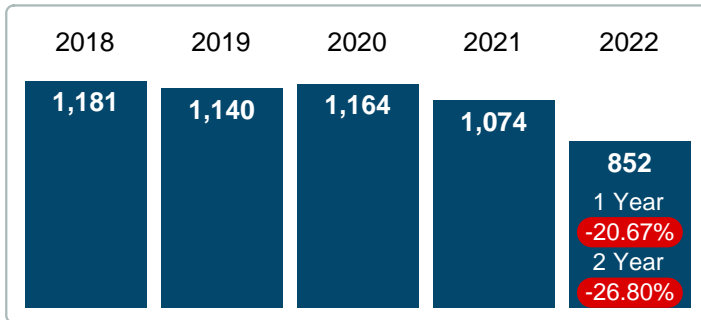
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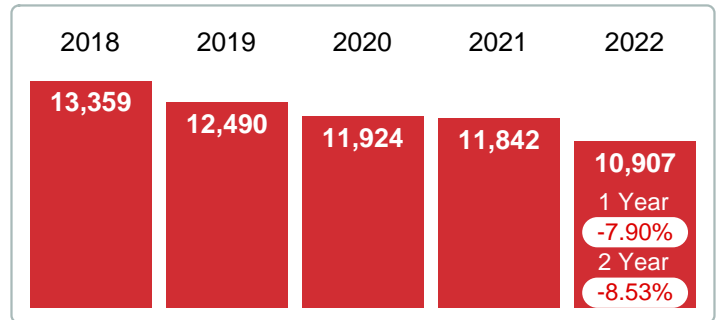
NEW LISTINGS

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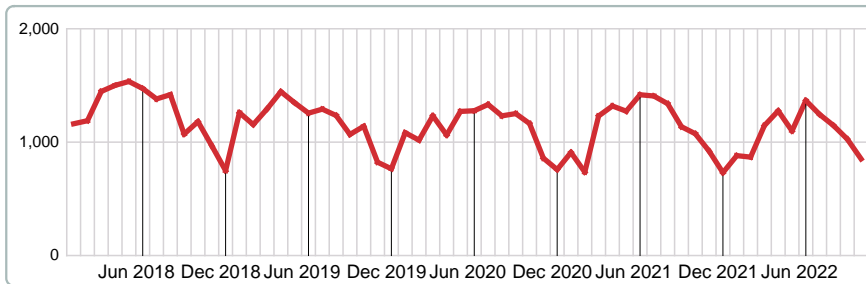
OCTOBER



YEAR TO DATE (YTD)

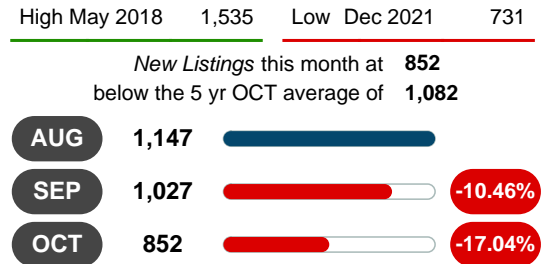


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,082



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	57	6.69%	33	21	2	1
\$100,001 - \$150,000	89	10.45%	26	53	8	2
\$150,001 - \$200,000	138	16.20%	16	104	15	3
\$200,001 - \$275,000	209	24.53%	18	147	42	2
\$275,001 - \$375,000	151	17.72%	4	63	74	10
\$375,001 - \$525,000	116	13.62%	3	36	61	16
\$525,001 and up	92	10.80%	1	13	56	22
Total New Listed Units	852		101	437	258	56
Total New Listed Volume	267,071,541	100%	16.25M	105.48M	109.70M	35.65M
Average New Listed Listing Price	\$293,867		\$160,890	\$241,365	\$425,180	\$636,582

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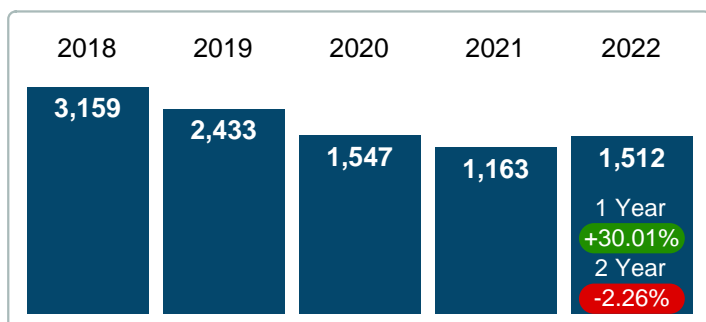
Area Delimited by County Of Tulsa - Residential Property Type



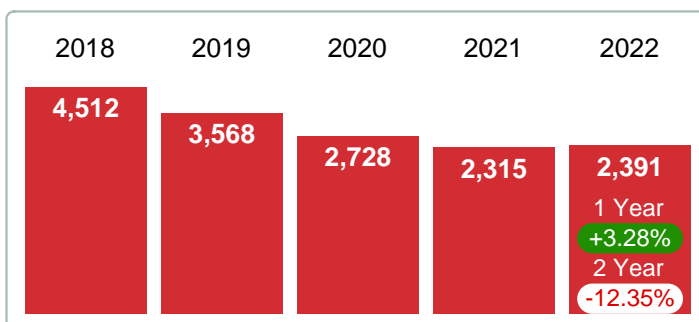
ACTIVE INVENTORY

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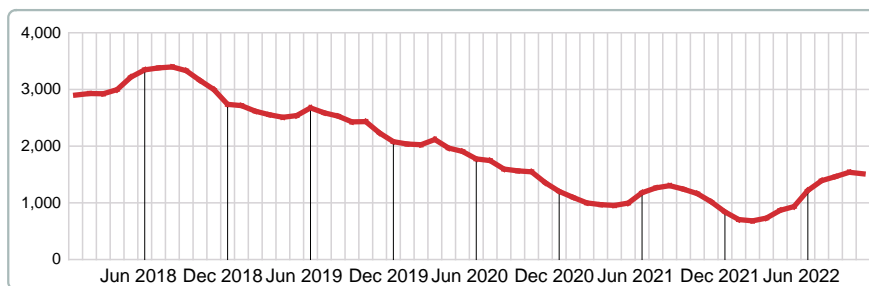
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

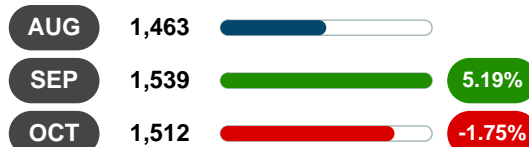


3 MONTHS

5 year OCT AVG = 1,963

High Aug 2018 3,397 Low Feb 2022 682

Inventory this month at 1,512
below the 5 yr OCT average of 1,963



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	144	9.52%	75.9	63	67	12	2
\$125,001 - \$175,000	122	8.07%	57.4	23	82	14	3
\$175,001 - \$250,000	290	19.18%	47.1	18	198	68	6
\$250,001 - \$375,000	364	24.07%	62.3	12	154	176	22
\$375,001 - \$500,000	243	16.07%	68.8	6	79	133	25
\$500,001 - \$625,000	190	12.57%	80.3	0	31	132	27
\$625,001 and up	159	10.52%	82.3	2	27	70	60
Total Active Inventory by Units	1,512			124	638	605	145
Total Active Inventory by Volume	618,612,793	100%	65.7	21.11M	191.42M	278.33M	127.76M
Average Active Inventory Listing Price	\$409,135			\$170,252	\$300,030	\$460,042	\$881,082

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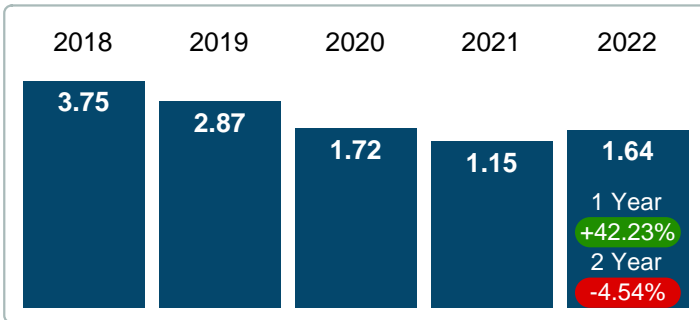
Area Delimited by County Of Tulsa - Residential Property Type



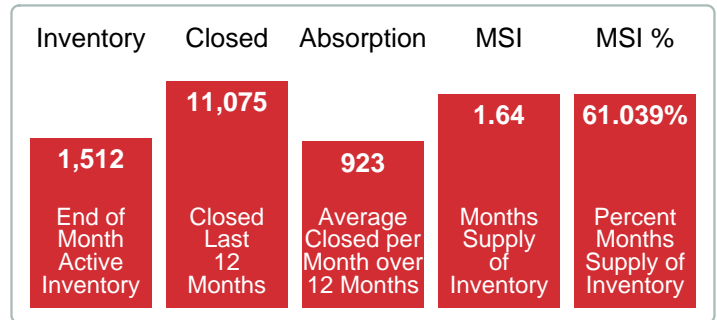
MONTHS SUPPLY of INVENTORY (MSI)

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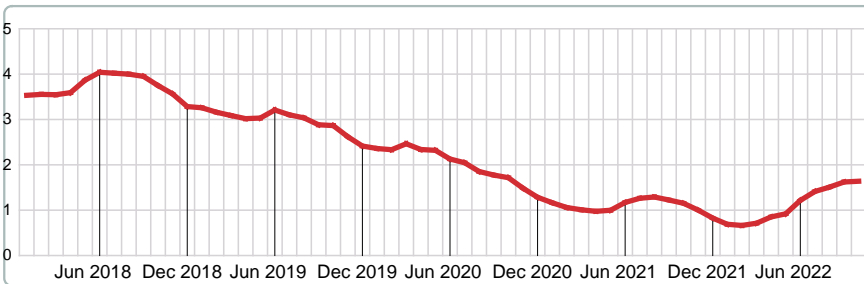
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2022

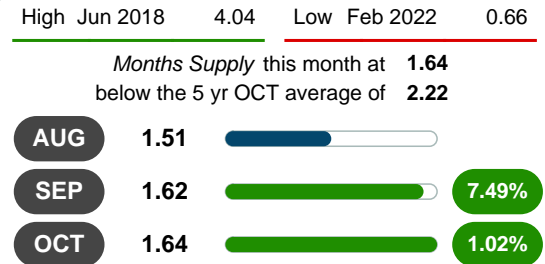


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.22



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	144	9.52%	1.21	1.11	1.17	2.44	4.80
\$125,001 - \$175,000	122	8.07%	0.95	0.99	0.86	1.49	5.14
\$175,001 - \$250,000	290	19.18%	1.20	0.92	1.12	1.64	1.85
\$250,001 - \$375,000	364	24.07%	1.55	1.11	1.35	1.77	2.30
\$375,001 - \$500,000	243	16.07%	2.27	2.25	2.41	2.25	2.01
\$500,001 - \$625,000	190	12.57%	4.18	0.00	3.58	4.74	3.15
\$625,001 and up	159	10.52%	3.39	4.80	4.63	2.78	3.87
Market Supply of Inventory (MSI)			1.64	1.09	1.30	2.26	2.88
Total Active Inventory by Units		100%	1,512	124	638	605	145

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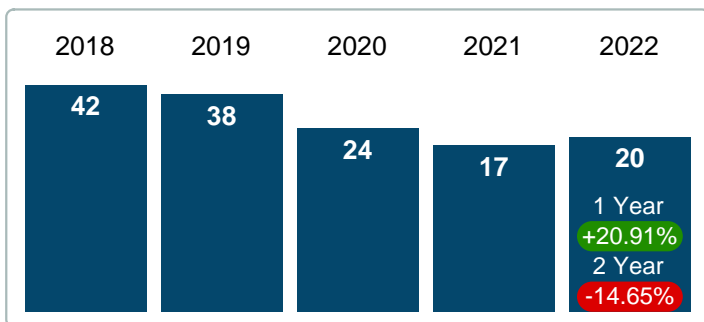
Area Delimited by County Of Tulsa - Residential Property Type



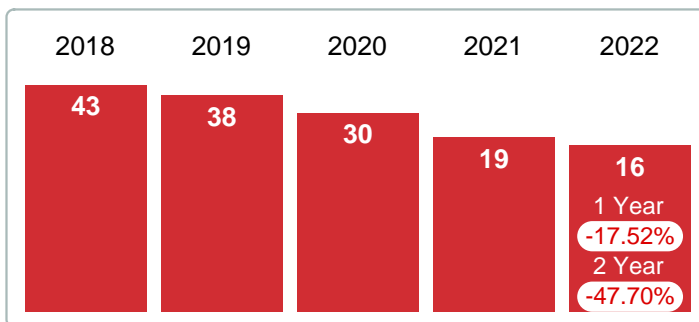
AVERAGE DAYS ON MARKET TO SALE

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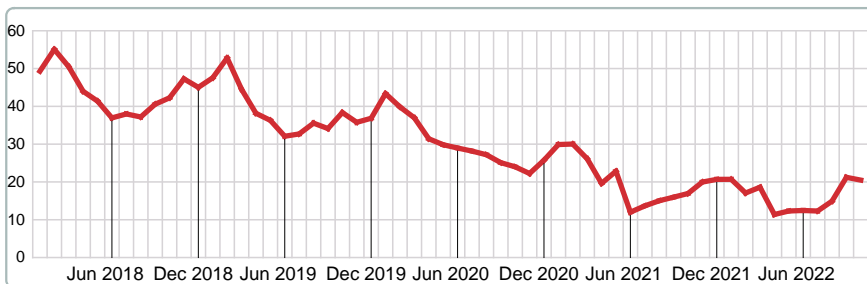
OCTOBER



YEAR TO DATE (YTD)

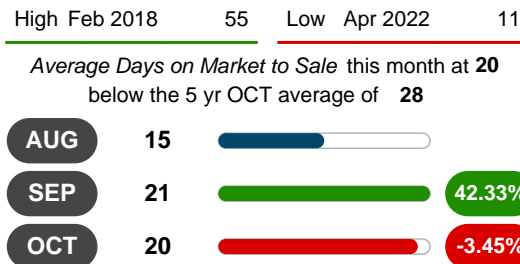


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 28



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	7.49%	12	13	10	18	0	
\$100,001 - \$150,000	9.76%	15	19	12	31	0	
\$150,001 - \$225,000	21.52%	14	14	15	11	1	
\$225,001 - \$300,000	22.73%	20	7	17	28	8	
\$300,001 - \$400,000	16.31%	25	11	19	31	24	
\$400,001 - \$525,000	10.96%	27	8	20	27	40	
\$525,001 and up	11.23%	33	0	43	26	47	
Average Closed DOM		20	14	16	26	39	
Total Closed Units	100%	748	20	86	385	239	38
Total Closed Volume		232,753,708		13.20M	96.28M	100.03M	23.24M

October 2022



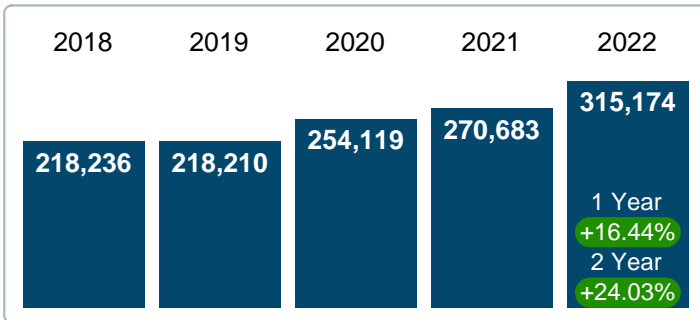
Area Delimited by County Of Tulsa - Residential Property Type



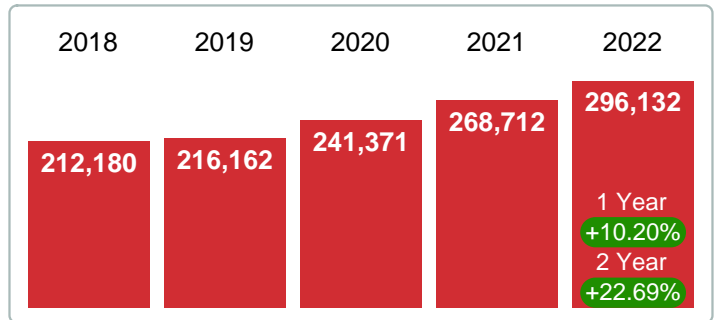
AVERAGE LIST PRICE AT CLOSING

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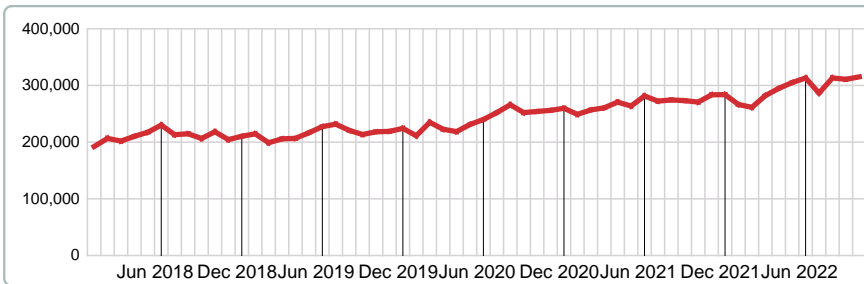
OCTOBER



YEAR TO DATE (YTD)

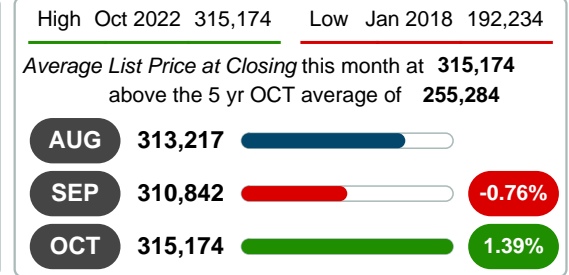


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 255,284



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	59	7.89%	68,766	70,311	66,652	41,500	0	
\$100,001 - \$150,000	61	8.16%	131,575	131,019	140,417	133,750	0	
\$150,001 - \$225,000	165	22.06%	189,588	190,523	192,213	198,939	170,000	
\$225,001 - \$300,000	168	22.46%	260,626	280,980	264,742	261,802	309,000	
\$300,001 - \$400,000	129	17.25%	354,511	354,375	345,052	357,849	378,760	
\$400,001 - \$525,000	85	11.36%	464,793	470,000	471,998	461,360	460,531	
\$525,001 and up	81	10.83%	782,225	0	760,490	748,240	844,575	
Average List Price		315,174		156,234	253,868	422,646	620,054	
Total Closed Units		748	100%	315,174	86	385	239	38
Total Closed Volume		235,749,981			13.44M	97.74M	101.01M	23.56M

October 2022



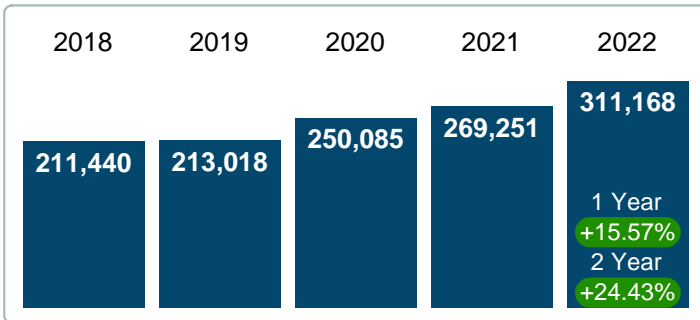
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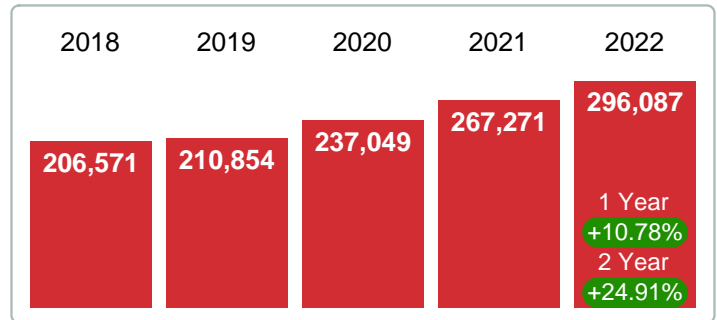
AVERAGE SOLD PRICE AT CLOSING

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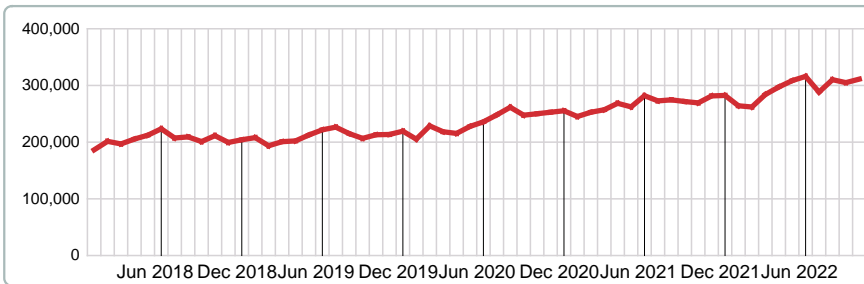
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

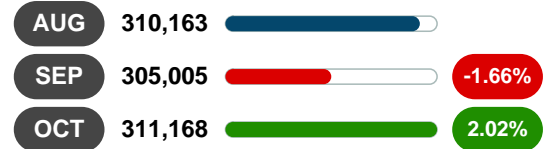


3 MONTHS

5 year OCT AVG = 250,992

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

Average Sold Price at Closing this month at **311,168** above the 5 yr OCT average of **250,992**



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	7.49%	66,959	68,461	66,974	24,500	0
\$100,001 - \$150,000	9.76%	131,639	127,788	133,939	124,250	0
\$150,001 - \$225,000	21.52%	191,170	190,823	190,080	197,747	170,000
\$225,001 - \$300,000	22.73%	260,980	271,500	259,041	263,490	295,000
\$300,001 - \$400,000	16.31%	348,225	346,688	339,721	353,863	369,100
\$400,001 - \$525,000	10.96%	463,529	445,175	472,093	463,332	452,538
\$525,001 and up	11.23%	759,008	0	760,109	732,603	835,960
Average Sold Price		311,168	153,447	250,082	418,555	611,600
Total Closed Units	100%	748	86	385	239	38
Total Closed Volume		232,753,708	13.20M	96.28M	100.03M	23.24M

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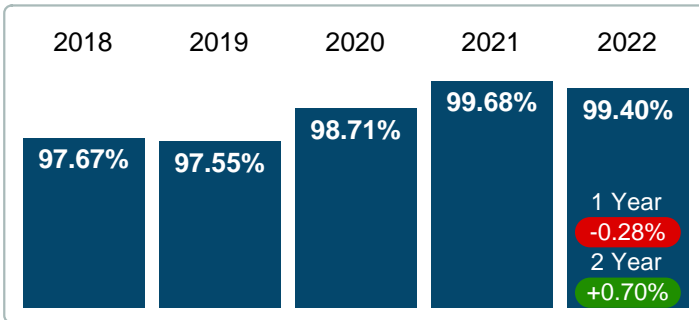
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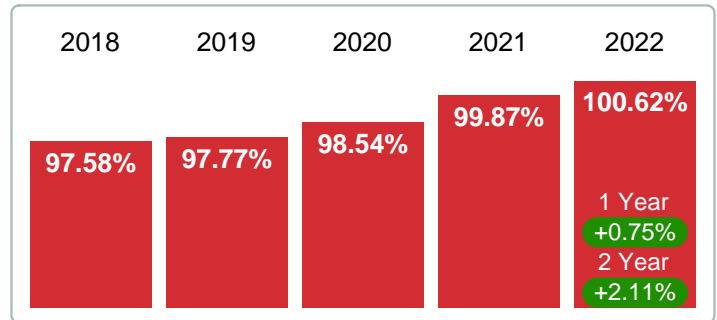
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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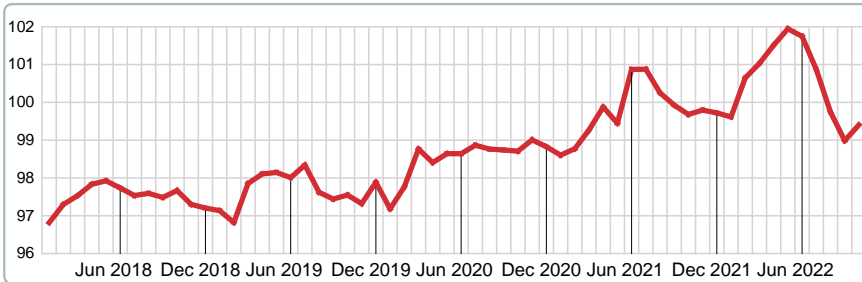
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

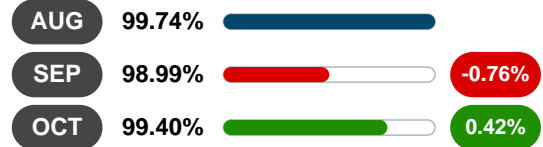


3 MONTHS

5 year OCT AVG = 98.60%

High May 2022 101.95% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **99.40%**
 equal to 5 yr OCT average of **98.60%**



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	56	7.49%	98.91%	98.33%	100.99%	59.04%	0.00%
\$100,001 - \$150,000	73	9.76%	96.70%	97.81%	96.48%	93.58%	0.00%
\$150,001 - \$225,000	161	21.52%	99.61%	100.47%	99.39%	99.67%	100.00%
\$225,001 - \$300,000	170	22.73%	100.79%	97.14%	98.45%	106.30%	95.47%
\$300,001 - \$400,000	122	16.31%	98.72%	97.86%	98.62%	98.95%	97.58%
\$400,001 - \$525,000	82	10.96%	99.89%	94.76%	100.13%	100.47%	98.26%
\$525,001 and up	84	11.23%	99.39%	0.00%	100.57%	99.18%	99.17%
Average Sold/List Ratio			99.40%	98.68%	98.84%	100.70%	98.58%
Total Closed Units		100%	99.40%	86	385	239	38
Total Closed Volume				13.20M	96.28M	100.03M	23.24M

October 2022



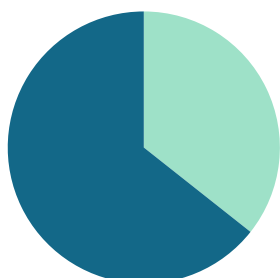
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

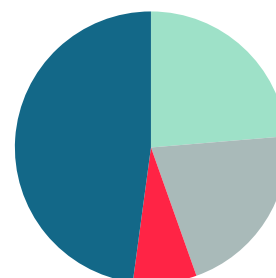


Inventory
 New Listings
852 = 35.65%
 Start Inventory
1,538
 Total Inventory Units
2,390
 Volume
\$904,435,686

Market Activity

Closed Sales
748 = 23.68%
 Pending Sales
660 = 20.89%
 Other Off Market
239 = 7.57%
 Active Inventory
1,512 = 47.86%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,061	748	-29.50%	10,191	9,053	-11.17%
Pending Sales	1,006	660	-34.39%	10,753	8,964	-16.64%
New Listings	1,074	852	-20.67%	11,842	10,907	-7.90%
Average List Price	270,683	315,174	16.44%	268,712	296,132	10.20%
Average Sale Price	269,251	311,168	15.57%	267,271	296,087	10.78%
Average Percent of Selling Price to List Price	99.68%	99.40%	-0.28%	99.87%	100.62%	0.75%
Average Days on Market to Sale	16.94	20.49	20.91%	19.21	15.85	-17.52%
Monthly Inventory	1,167	1,512	29.56%	1,167	1,512	29.56%
Months Supply of Inventory	1.16	1.64	41.74%	1.16	1.64	41.74%

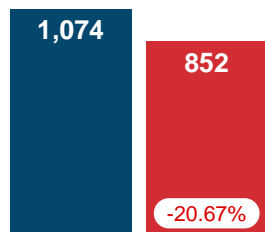
Absorption: Last 12 months, an Average of **923** Sales/Month

Inventory on October 31, 2022 = **1,512** 2021 2022

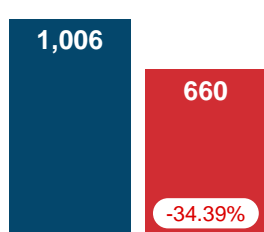
OCTOBER MARKET

AVERAGE PRICES

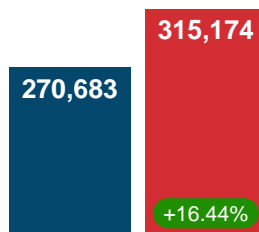
New Listings



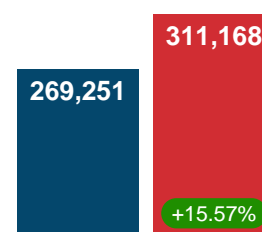
Pending Listings



List Price



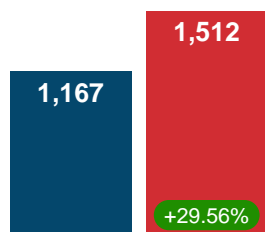
Sale Price



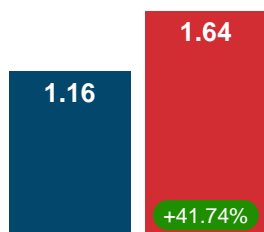
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

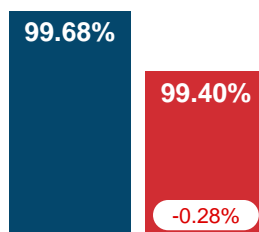
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

