

# October 2022



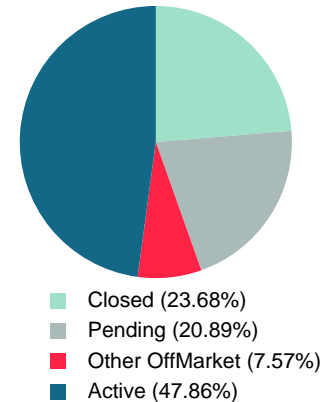
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	225,000	259,700	15.42%
Median Sale Price	225,340	259,250	15.05%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	8.00	33.33%
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.

#### 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 **15.05%** in October 2022 to \$259,250 versus the previous year at \$225,340.

#### Median Days on Market Lengthens

The median number of **8.00** days that homes spent on the market before selling increased by 2.00 days or **33.33%** in October 2022 compared to last year's same month at **6.00** DOM.

#### Sales Success for October 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 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# October 2022



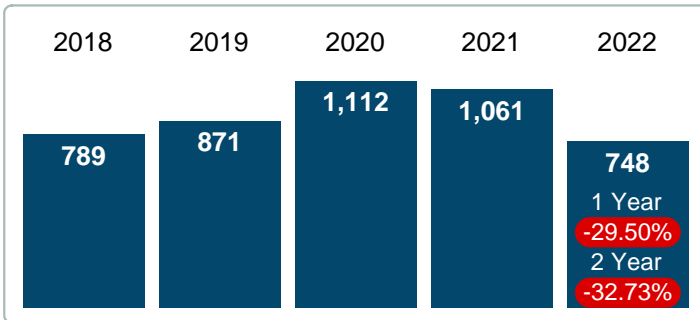
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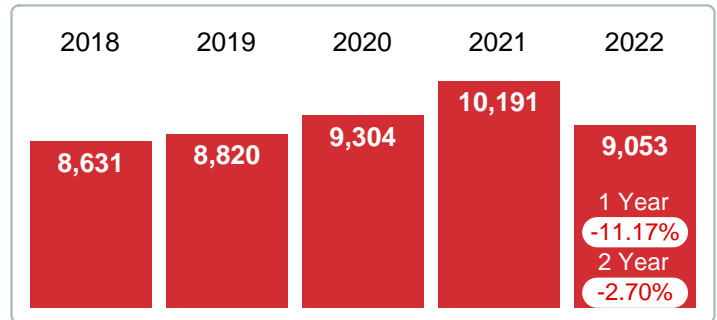
## CLOSED LISTINGS

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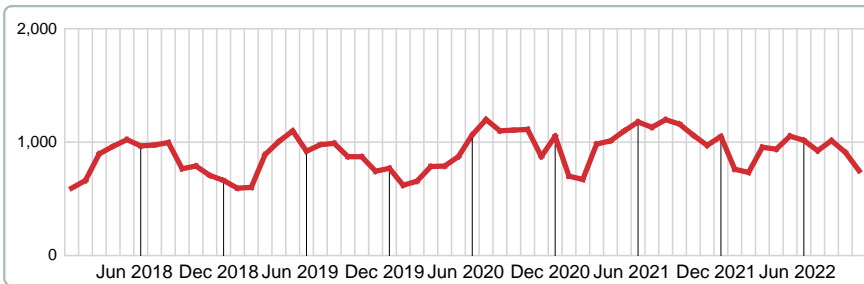
### OCTOBER



### YEAR TO DATE (YTD)

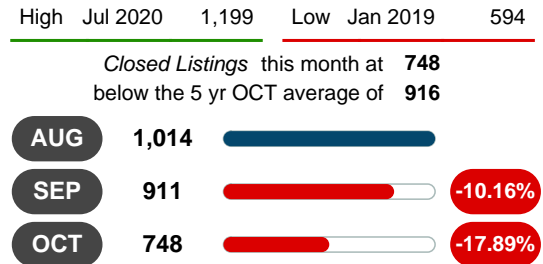


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 916



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	56	7.49%	5.5	28	27	1	0
\$100,001 - \$150,000	73	9.76%	7.0	21	48	4	0
\$150,001 - \$225,000	161	21.52%	6.0	26	111	23	1
\$225,001 - \$300,000	170	22.73%	10.0	5	112	52	1
\$300,001 - \$400,000	122	16.31%	9.5	4	52	61	5
\$400,001 - \$525,000	82	10.96%	8.5	2	22	45	13
\$525,001 and up	84	11.23%	10.0	0	13	53	18
<b>Total Closed Units</b>	<b>748</b>			<b>86</b>	<b>385</b>	<b>239</b>	<b>38</b>
<b>Total Closed Volume</b>	<b>232,753,708</b>	<b>100%</b>	<b>8.0</b>	<b>13.20M</b>	<b>96.28M</b>	<b>100.03M</b>	<b>23.24M</b>
<b>Median Closed Price</b>	<b>\$259,250</b>			<b>\$136,450</b>	<b>\$230,000</b>	<b>\$370,900</b>	<b>\$506,250</b>

# October 2022



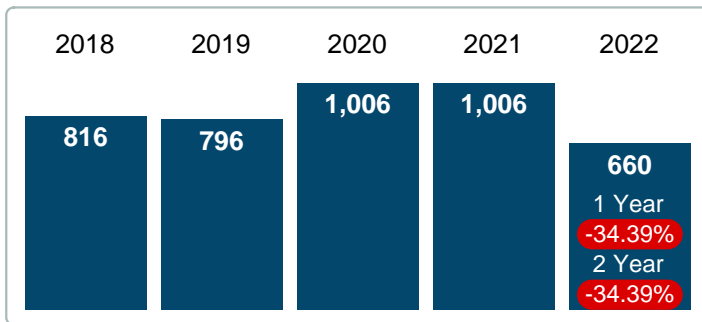
Area Delimited by County Of Tulsa - Residential Property Type



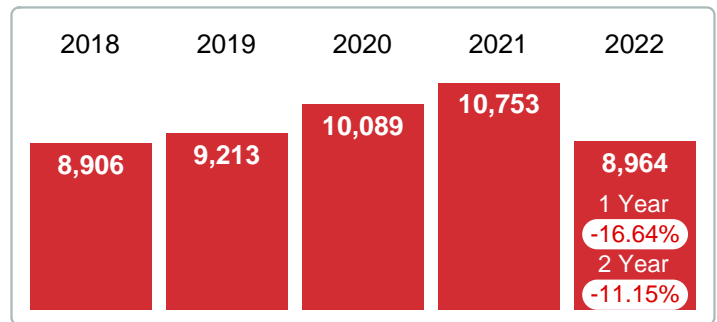
## PENDING LISTINGS

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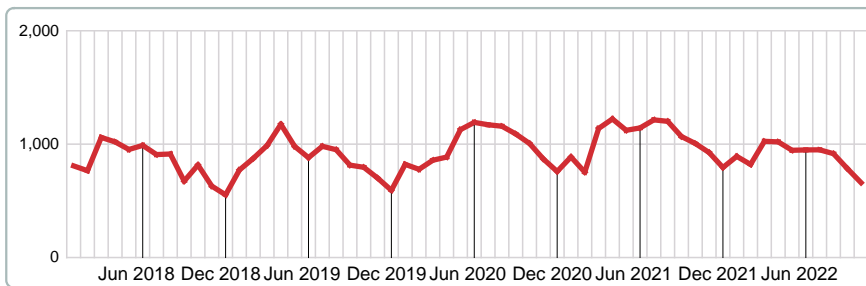
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

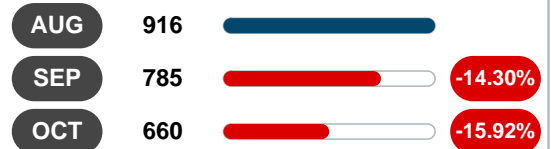


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	70	10.61%	8.5	39	27	4	0
\$125,001 - \$150,000	38	5.76%	7.5	7	27	4	0
\$150,001 - \$200,000	127	19.24%	10.0	12	100	12	3
\$200,001 - \$275,000	153	23.18%	11.0	11	114	26	2
\$275,001 - \$375,000	120	18.18%	20.5	5	51	59	5
\$375,001 - \$500,000	79	11.97%	25.0	2	28	38	11
\$500,001 and up	73	11.06%	40.0	1	12	37	23
<b>Total Pending Units</b>	<b>660</b>			<b>77</b>	<b>359</b>	<b>180</b>	<b>44</b>
<b>Total Pending Volume</b>	<b>197,713,085</b>	<b>100%</b>	<b>14.0</b>	<b>11.64M</b>	<b>87.96M</b>	<b>71.81M</b>	<b>26.31M</b>
<b>Median Listing Price</b>	<b>\$246,750</b>			<b>\$125,000</b>	<b>\$215,900</b>	<b>\$358,740</b>	<b>\$557,500</b>

# October 2022



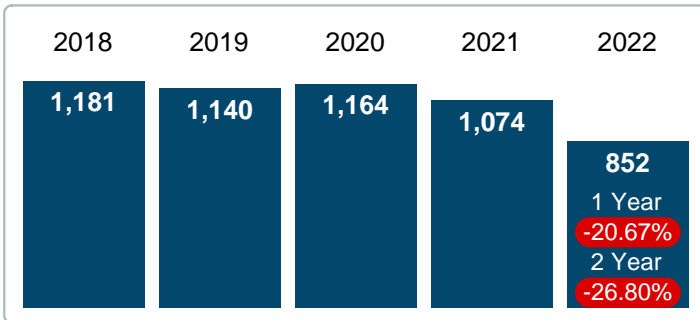
Area Delimited by County Of Tulsa - Residential Property Type



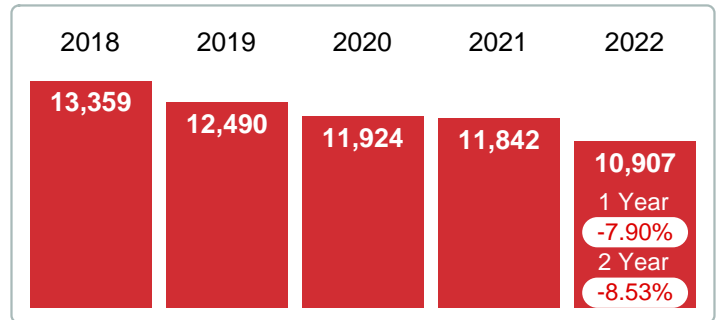
## NEW LISTINGS

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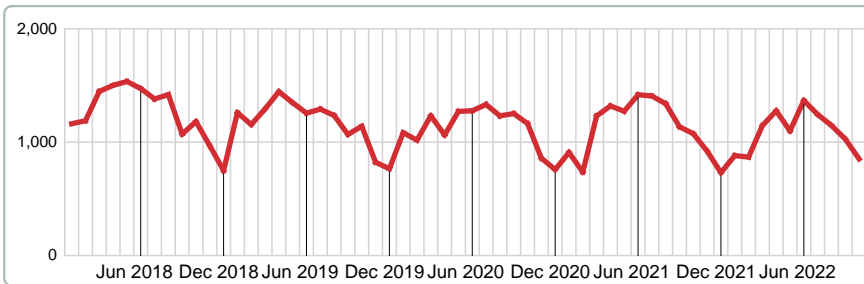
### OCTOBER



### YEAR TO DATE (YTD)

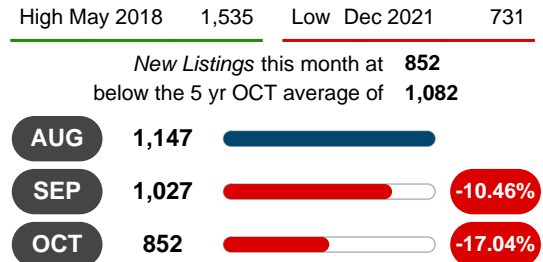


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>852</b>		<b>101</b>	<b>437</b>	<b>258</b>	<b>56</b>
<b>Total New Listed Volume</b>	<b>267,071,541</b>	<b>100%</b>	<b>16.25M</b>	<b>105.48M</b>	<b>109.70M</b>	<b>35.65M</b>
<b>Median New Listed Listing Price</b>	<b>\$249,900</b>		<b>\$135,000</b>	<b>\$219,900</b>	<b>\$359,950</b>	<b>\$454,850</b>

# October 2022



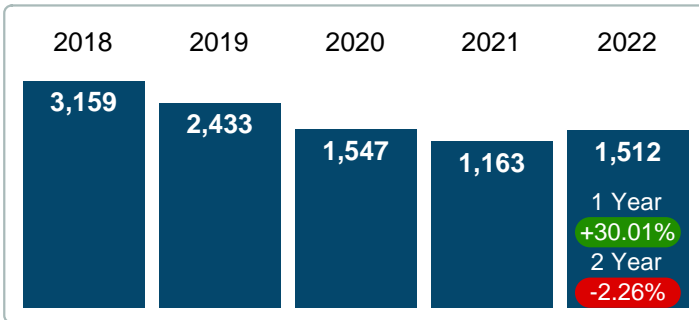
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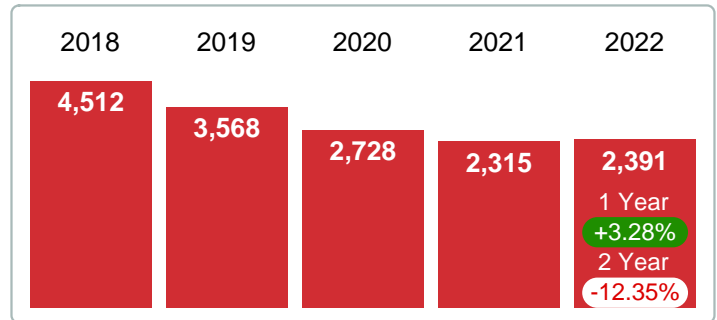
## ACTIVE INVENTORY

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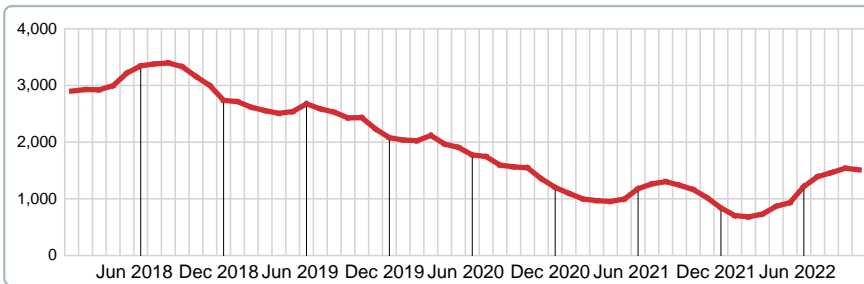
### END OF OCTOBER



### ACTIVE DURING OCTOBER

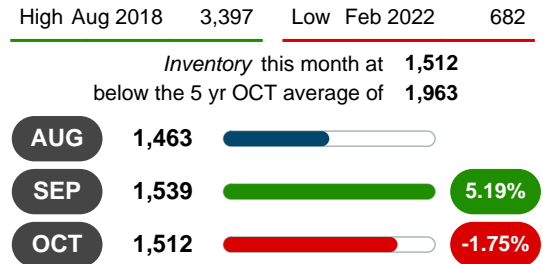


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 1,963



### 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	144	9.52%	38.0	63	67	12	2
\$125,001 - \$175,000	122	8.07%	32.0	23	82	14	3
\$175,001 - \$250,000	290	19.18%	34.5	18	198	68	6
\$250,001 - \$375,000	364	24.07%	45.0	12	154	176	22
\$375,001 - \$500,000	243	16.07%	54.0	6	79	133	25
\$500,001 - \$625,000	190	12.57%	65.0	0	31	132	27
\$625,001 and up	159	10.52%	73.0	2	27	70	60
<b>Total Active Inventory by Units</b>	<b>1,512</b>			<b>124</b>	<b>638</b>	<b>605</b>	<b>145</b>
<b>Total Active Inventory by Volume</b>	<b>618,612,793</b>	<b>100%</b>	<b>47.0</b>	<b>21.11M</b>	<b>191.42M</b>	<b>278.33M</b>	<b>127.76M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$316,898</b>			<b>\$125,000</b>	<b>\$244,700</b>	<b>\$400,540</b>	<b>\$559,900</b>

# October 2022



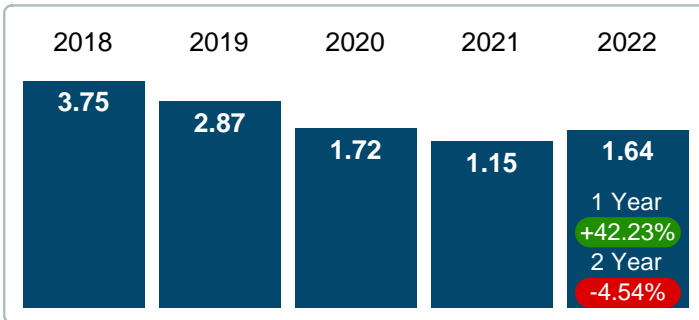
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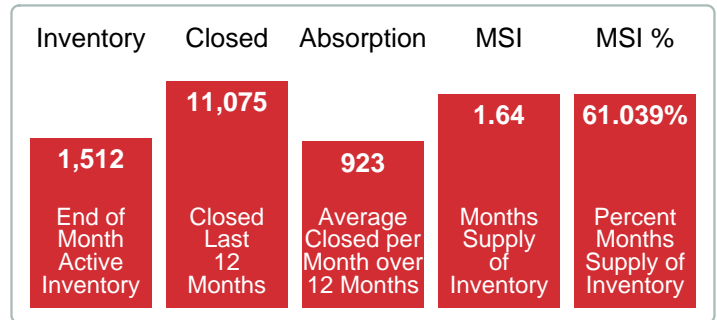
## MONTHS SUPPLY of INVENTORY (MSI)

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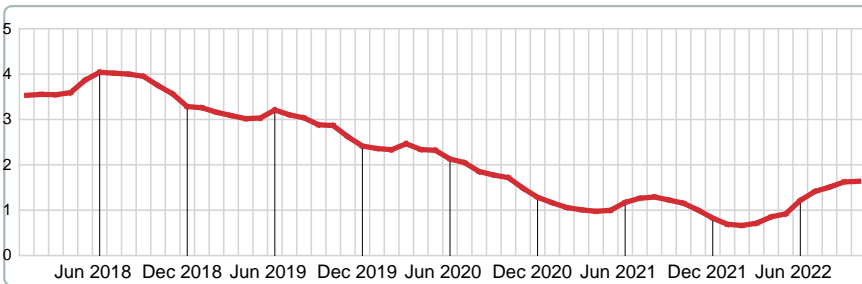
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2022

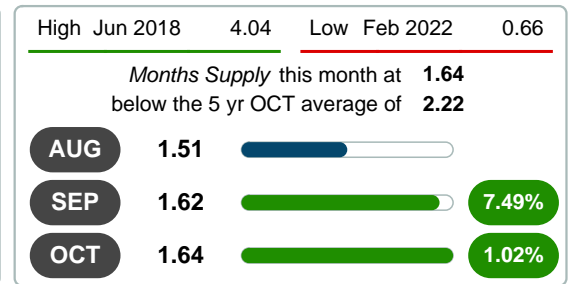


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# October 2022



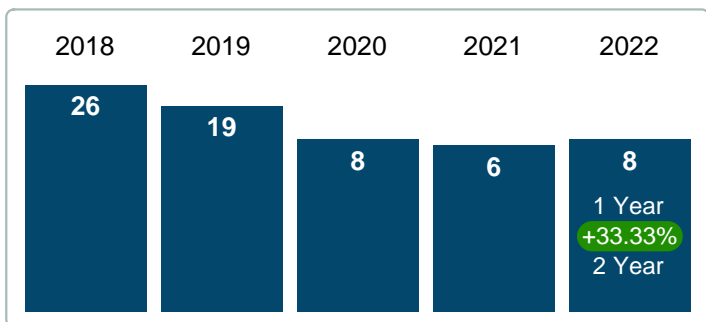
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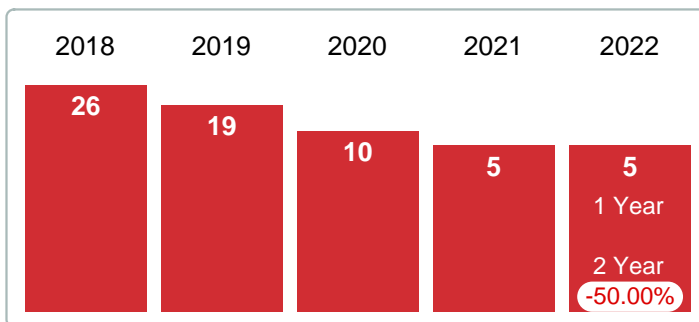
## MEDIAN DAYS ON MARKET TO SALE

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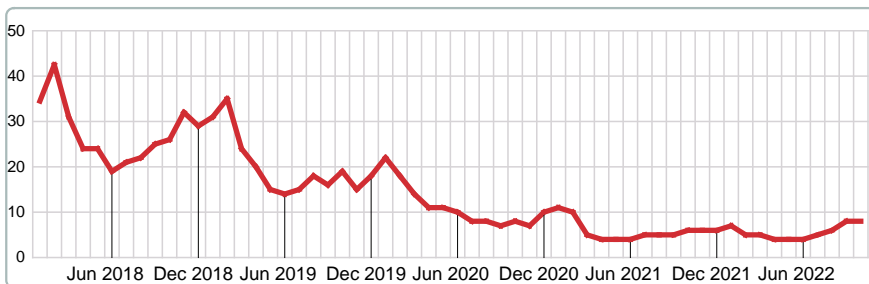
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

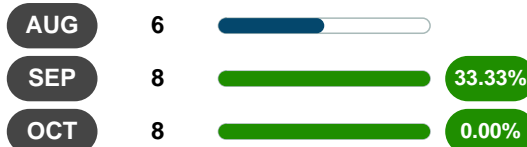


### 3 MONTHS

5 year OCT AVG = 13

High Feb 2018 43 Low Jun 2022 4

Median Days on Market to Sale this month at 8 below the 5 yr OCT average of 13



### 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	7.49%	6	8	5	18	0
\$100,001 - \$150,000	9.76%	7	9	7	26	0
\$150,001 - \$225,000	21.52%	6	5	6	6	1
\$225,001 - \$300,000	22.73%	10	6	9	15	8
\$300,001 - \$400,000	16.31%	10	3	6	17	19
\$400,001 - \$525,000	10.96%	9	8	1	10	23
\$525,001 and up	11.23%	10	0	12	6	23
Median Closed DOM		8	7	6	11	19
Total Closed Units	100%	748	86	385	239	38
Total Closed Volume		232,753,708	13.20M	96.28M	100.03M	23.24M

# October 2022



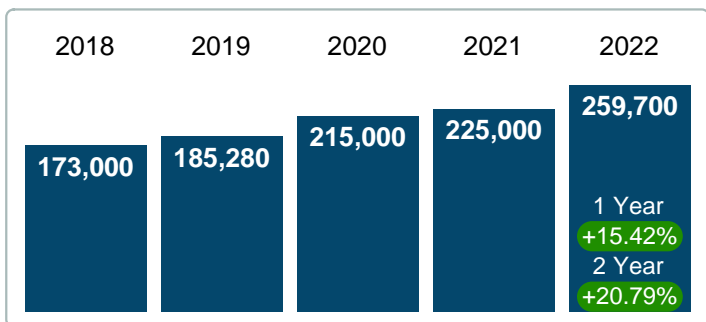
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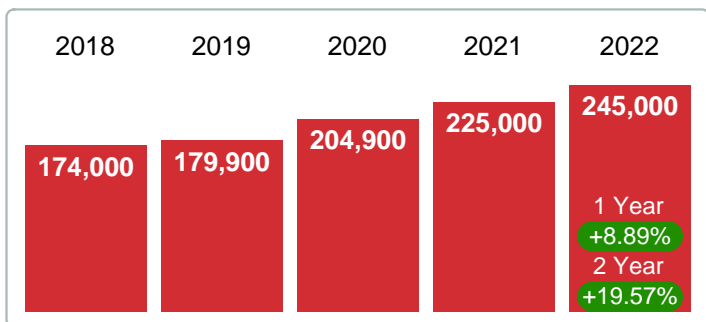
## MEDIAN LIST PRICE AT CLOSING

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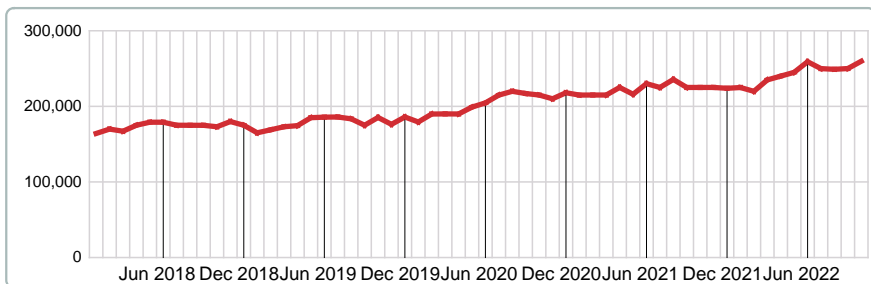
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 211,596

High Oct 2022 259,700 Low Jan 2018 164,125  
 Median List Price at Closing this month at **259,700**  
 above the 5 yr OCT average of **211,596**

- AUG** 249,000
- SEP** 250,000 0.40%
- OCT** 259,700 3.88%

### 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 <b>59</b>	7.89%	69,900	75,000	67,450	45,750	0
\$100,001 - \$150,000 <b>61</b>	8.16%	130,000	131,200	130,000	127,000	0
\$150,001 - \$225,000 <b>165</b>	22.06%	189,000	187,000	185,000	200,000	170,000
\$225,001 - \$300,000 <b>168</b>	22.46%	257,450	277,500	255,000	264,703	0
\$300,001 - \$400,000 <b>129</b>	17.25%	359,000	345,000	350,000	359,900	349,450
\$400,001 - \$525,000 <b>85</b>	11.36%	469,000	470,000	479,175	469,000	450,000
\$525,001 and up <b>81</b>	10.83%	649,000	0	642,500	647,250	679,725
Median List Price		259,700	139,950	235,000	375,000	510,000
Total Closed Units	100%	748	86	385	239	38
Total Closed Volume		235,749,981	13.44M	97.74M	101.01M	23.56M



# October 2022



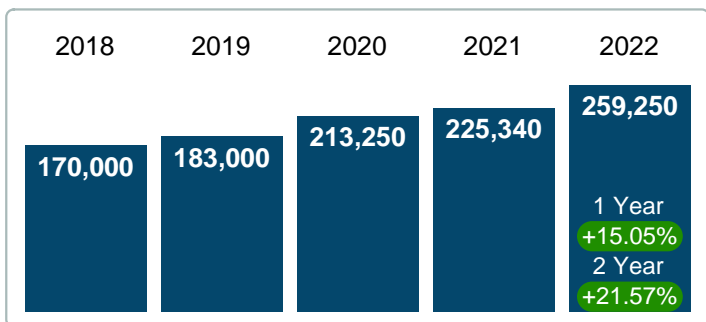
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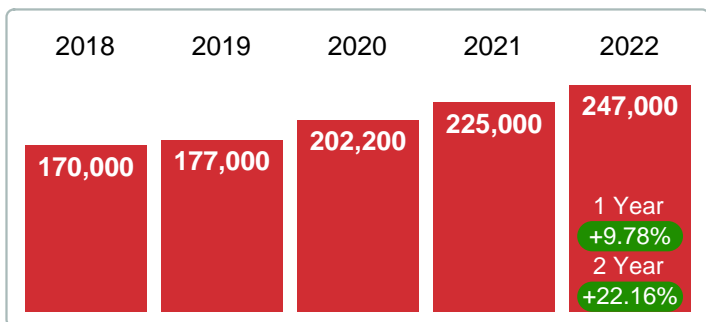
## MEDIAN SOLD PRICE AT CLOSING

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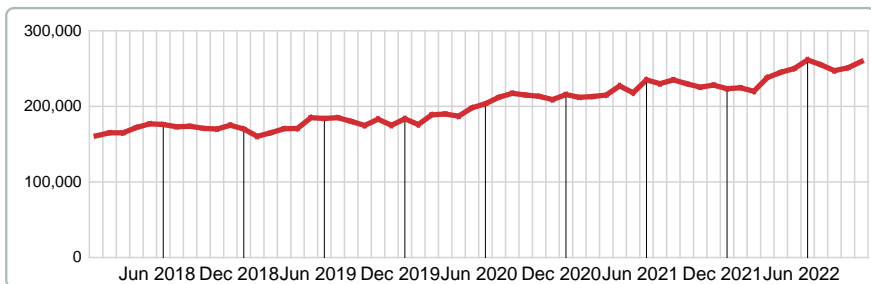
### OCTOBER



### YEAR TO DATE (YTD)

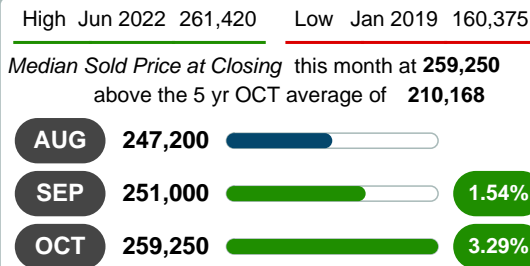


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 210,168



### 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 <b>56</b>	7.49%	67,000	71,500	67,000	24,500	0
\$100,001 - \$150,000 <b>73</b>	9.76%	132,900	126,000	139,250	127,000	0
\$150,001 - \$225,000 <b>161</b>	21.52%	192,000	187,500	190,000	200,000	170,000
\$225,001 - \$300,000 <b>170</b>	22.73%	259,700	280,000	255,000	266,000	295,000
\$300,001 - \$400,000 <b>122</b>	16.31%	348,250	339,000	335,500	355,000	350,000
\$400,001 - \$525,000 <b>82</b>	10.96%	460,275	445,175	469,750	460,000	445,000
\$525,001 and up <b>84</b>	11.23%	648,500	0	635,000	655,000	665,000
Median Sold Price		259,250	136,450	230,000	370,900	506,250
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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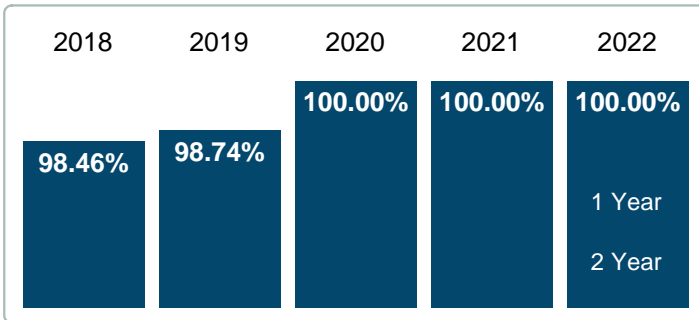
Area Delimited by County Of Tulsa - Residential Property Type



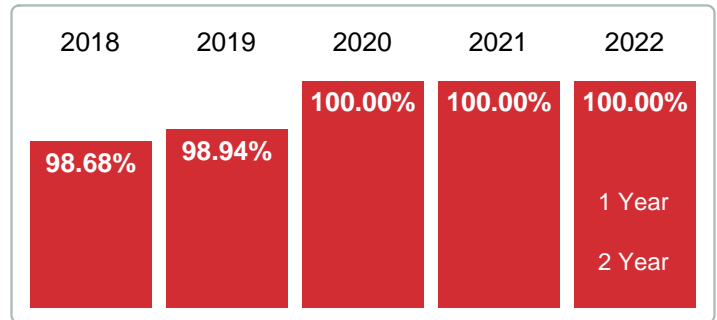
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

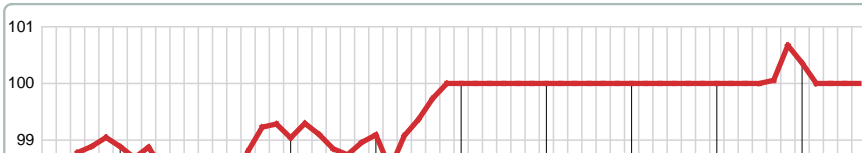
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 99.44%

High May 2022 100.67% Low Jan 2018 97.91%

Median Sold/List Ratio this month at **100.00%** above the 5 yr OCT average of **99.44%**

**AUG** 100.00%  
**SEP** 100.00%  
**OCT** 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	56	7.49%	100.00%	98.03%	100.00%	59.04%	0.00%	
\$100,001 - \$150,000	73	9.76%	100.00%	100.00%	99.09%	94.40%	0.00%	
\$150,001 - \$225,000	161	21.52%	100.00%	100.00%	100.00%	100.00%	100.00%	
\$225,001 - \$300,000	170	22.73%	100.00%	95.87%	100.00%	100.00%	95.47%	
\$300,001 - \$400,000	122	16.31%	99.93%	97.90%	99.93%	100.00%	96.81%	
\$400,001 - \$525,000	82	10.96%	100.00%	94.76%	100.00%	100.00%	98.89%	
\$525,001 and up	84	11.23%	98.96%	0.00%	100.00%	99.46%	98.21%	
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	98.21%	
Total Closed Units		748	100%	100.00%	86	385	239	38
Total Closed Volume		232,753,708			13.20M	96.28M	100.03M	23.24M

# October 2022



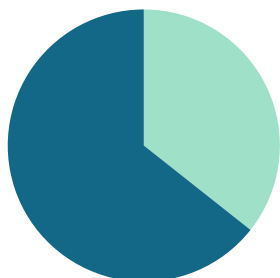
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

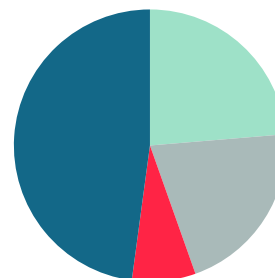


**Inventory**  
 New Listings  
**852 = 35.65%**  
 Start Inventory  
**1,538**  
 Total Inventory Units  
**2,390**  
 Volume  
**\$904,435,686**

### 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%
Median List Price	225,000	259,700	15.42%	225,000	245,000	8.89%
Median Sale Price	225,340	259,250	15.05%	225,000	247,000	9.78%
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	8.00	33.33%	5.00	5.00	0.00%
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%

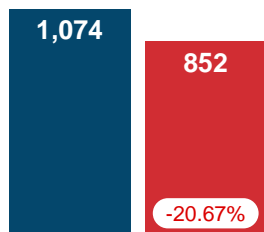
**Absorption:** Last 12 months, an Average of **923** Sales/Month

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

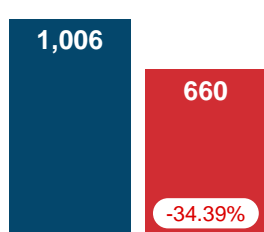
### OCTOBER MARKET

### MEDIAN PRICES

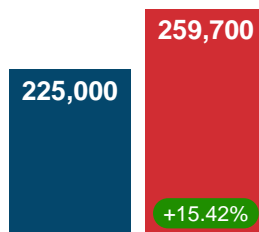
#### New Listings



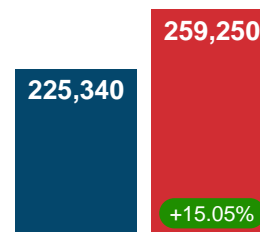
#### Pending Listings



#### List Price



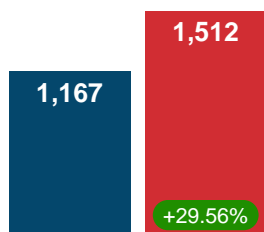
#### Sale Price



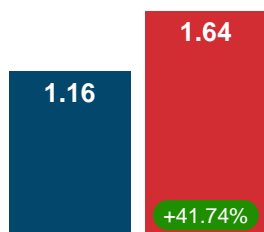
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

