

# September 2022



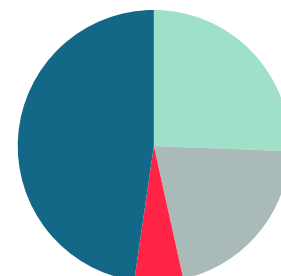
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	1,661	1,348	-18.84%
Pending Listings	1,547	1,101	-28.83%
New Listings	1,684	1,516	-9.98%
Average List Price	269,845	298,629	10.67%
Average Sale Price	268,445	293,788	9.44%
Average Percent of Selling Price to List Price	99.84%	98.90%	-0.95%
Average Days on Market to Sale	16.31	20.60	26.28%
End of Month Inventory	2,074	2,511	21.07%
Months Supply of Inventory	1.41	1.79	27.28%



■ Closed (25.61%)  
■ Pending (20.92%)  
■ Other OffMarket (5.78%)  
■ Active (47.70%)

**Absorption:** Last 12 months, an Average of **1,403** Sales/Month  
**Active Inventory** as of September 30, 2022 = **2,511**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **21.07%** to 2,511 existing homes available for sale. Over the last 12 months this area has had an average of 1,403 closed sales per month. This represents an unsold inventory index of **1.79** 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 **9.44%** in September 2022 to \$293,788 versus the previous year at \$268,445.

#### Average Days on Market Lengthens

The average number of **20.60** days that homes spent on the market before selling increased by 4.29 days or **26.28%** in September 2022 compared to last year's same month at **16.31** DOM.

#### Sales Success for September 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 1,516 New Listings in September 2022, down **9.98%** from last year at 1,684. Furthermore, there were 1,348 Closed Listings this month versus last year at 1,661, a **-18.84%** decrease.

Closed versus Listed trends yielded a **88.9%** ratio, down from previous year's, September 2021, at **98.6%**, a **9.85%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

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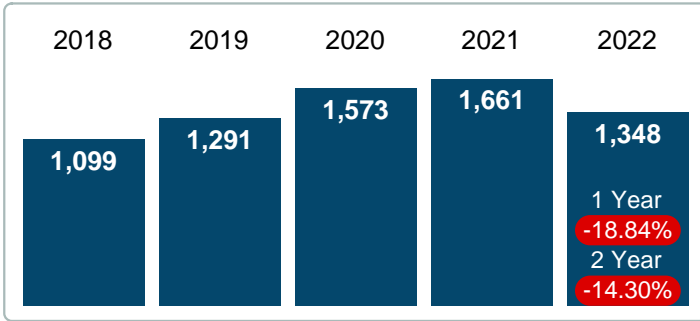
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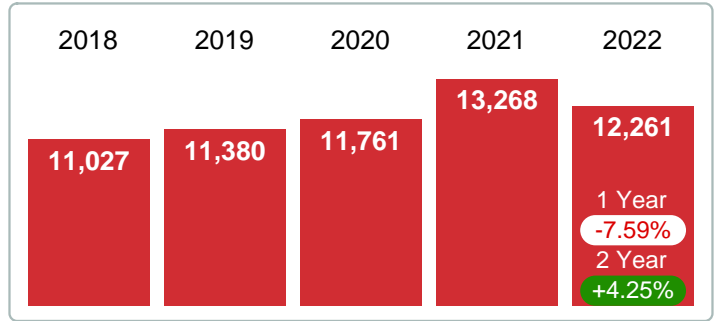
## CLOSED LISTINGS

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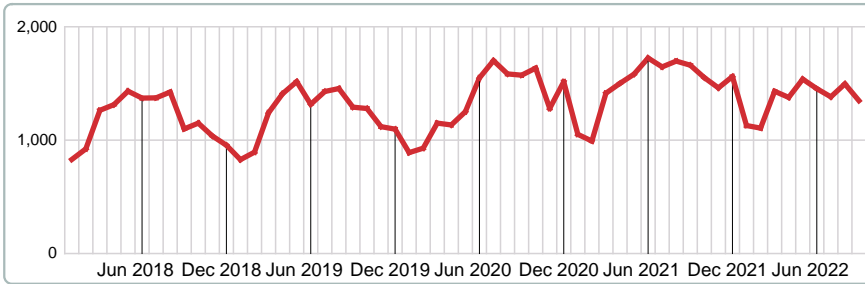
### SEPTEMBER



### YEAR TO DATE (YTD)

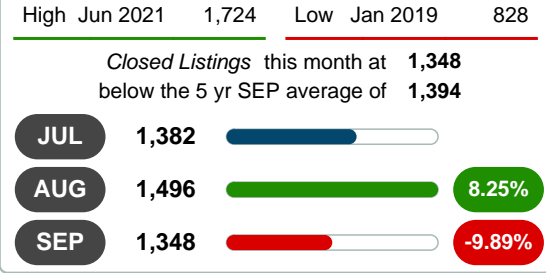


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,394



### 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	127	9.42%	20.8	63	60	4	0
\$100,001 - \$150,000	107	7.94%	17.6	32	64	10	1
\$150,001 - \$200,000	221	16.39%	14.0	26	171	22	2
\$200,001 - \$275,000	345	25.59%	16.0	12	257	69	7
\$275,001 - \$375,000	254	18.84%	19.1	10	120	109	15
\$375,001 - \$500,000	160	11.87%	28.4	1	69	70	20
\$500,001 and up	134	9.94%	39.0	1	23	85	25
<b>Total Closed Units</b>	<b>1,348</b>			<b>145</b>	<b>764</b>	<b>369</b>	<b>70</b>
<b>Total Closed Volume</b>	<b>396,025,643</b>	<b>100%</b>	<b>20.6</b>	<b>19.56M</b>	<b>189.08M</b>	<b>149.73M</b>	<b>37.65M</b>
<b>Average Closed Price</b>	<b>\$293,788</b>			<b>\$134,892</b>	<b>\$247,488</b>	<b>\$405,780</b>	<b>\$537,899</b>

# September 2022



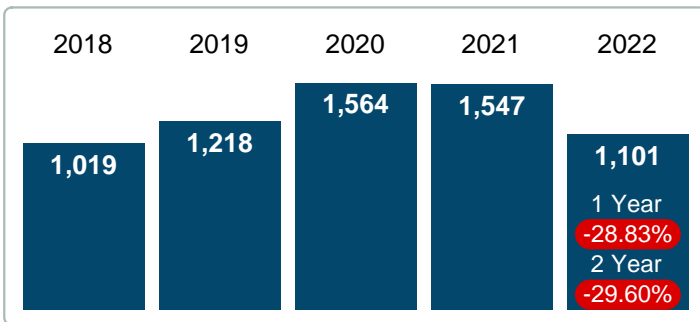
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



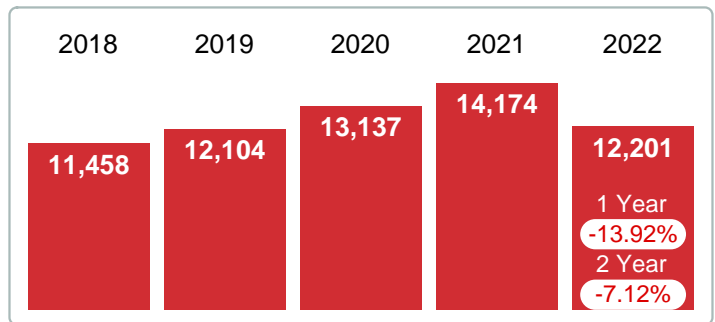
## PENDING LISTINGS

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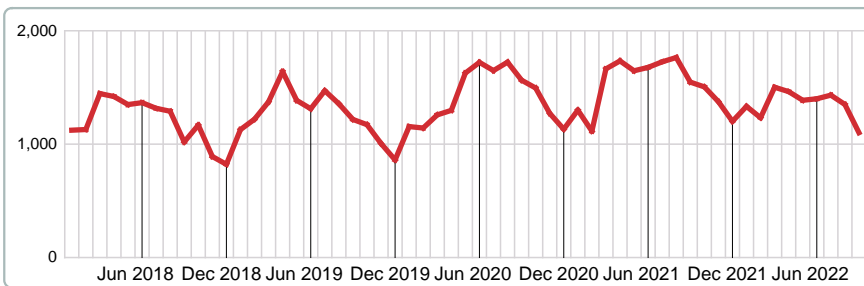
### SEPTEMBER



### YEAR TO DATE (YTD)

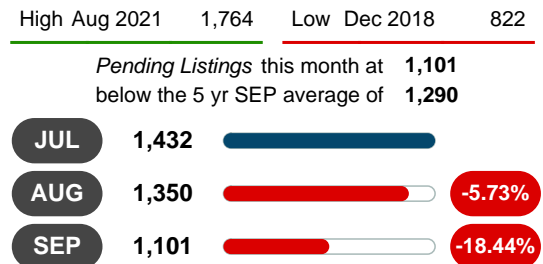


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,290



### 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	102	9.26%	21.5	49	51	2	0
\$100,001 - \$150,000	103	9.36%	22.3	37	56	9	1
\$150,001 - \$200,000	191	17.35%	21.0	28	134	28	1
\$200,001 - \$275,000	260	23.61%	20.6	8	187	63	2
\$275,001 - \$350,000	184	16.71%	27.1	8	104	68	4
\$350,001 - \$475,000	128	11.63%	35.3	3	51	64	10
\$475,001 and up	133	12.08%	36.0	1	32	80	20
<b>Total Pending Units</b>	<b>1,101</b>			<b>134</b>	<b>615</b>	<b>314</b>	<b>38</b>
<b>Total Pending Volume</b>	<b>321,638,545</b>	<b>100%</b>	<b>25.1</b>	<b>19.30M</b>	<b>152.14M</b>	<b>126.59M</b>	<b>23.60M</b>
<b>Average Listing Price</b>	<b>\$293,007</b>			<b>\$144,025</b>	<b>\$247,389</b>	<b>\$403,164</b>	<b>\$621,087</b>

# September 2022



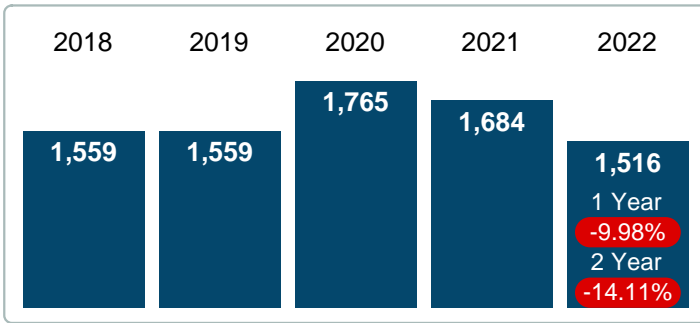
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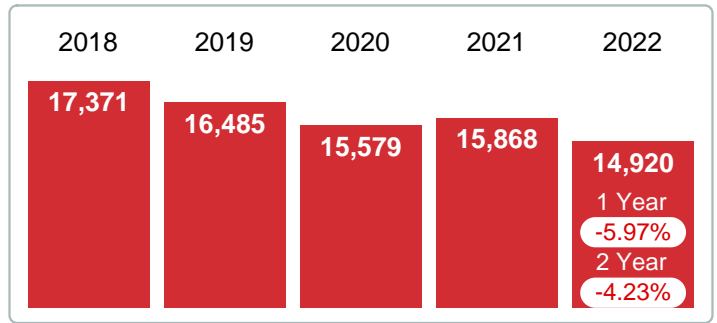
## NEW LISTINGS

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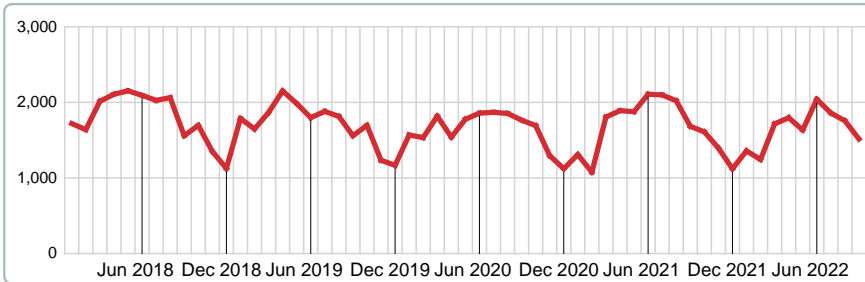
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

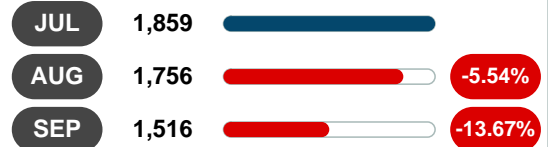


### 3 MONTHS

5 year SEP AVG = 1,617

High May 2018 2,152 | Low Feb 2021 1,076

New Listings this month at **1,516**  
 below the 5 yr SEP average of **1,617**



### 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	131	8.64%	68	56	7	0
\$100,001 - \$150,000	147	9.70%	45	87	15	0
\$150,001 - \$200,000	258	17.02%	30	191	32	5
\$200,001 - \$300,000	410	27.04%	17	276	107	10
\$300,001 - \$375,000	188	12.40%	5	91	84	8
\$375,001 - \$525,000	206	13.59%	5	67	120	14
\$525,001 and up	176	11.61%	3	39	88	46
<b>Total New Listed Units</b>	<b>1,516</b>		<b>173</b>	<b>807</b>	<b>453</b>	<b>83</b>
<b>Total New Listed Volume</b>	<b>492,264,693</b>	<b>100%</b>	<b>28.39M</b>	<b>213.99M</b>	<b>191.49M</b>	<b>58.39M</b>
<b>Average New Listed Listing Price</b>	<b>\$287,871</b>		<b>\$164,097</b>	<b>\$265,167</b>	<b>\$422,726</b>	<b>\$703,507</b>

# September 2022



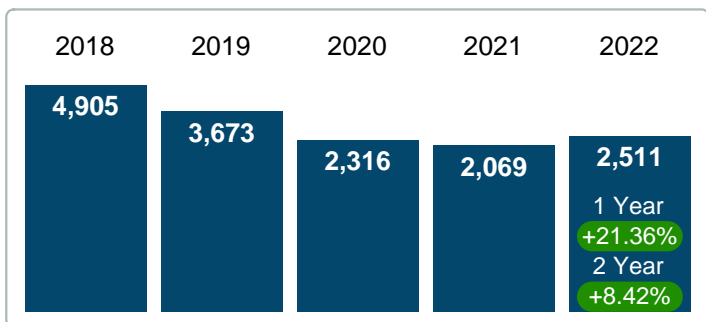
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



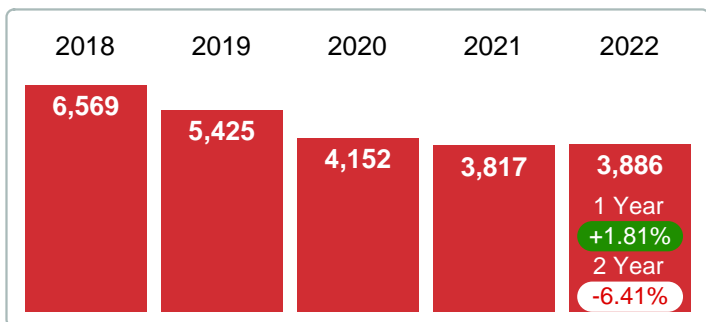
## ACTIVE INVENTORY

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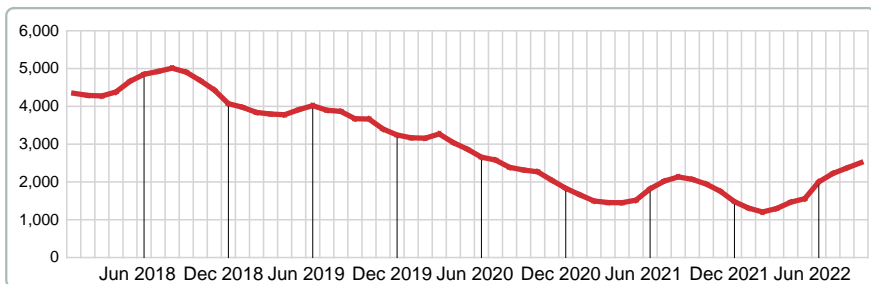
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

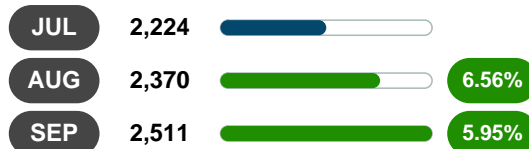


### 3 MONTHS

5 year SEP AVG = 3,095

High Aug 2018 5,010 Low Feb 2022 1,205

Inventory this month at **2,511**  
 below the 5 yr SEP average of **3,095**



### 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	268	10.67%	66.0	114	122	24	8
\$125,001 - \$175,000	233	9.28%	56.9	47	158	24	4
\$175,001 - \$250,000	446	17.76%	41.1	29	308	96	13
\$250,001 - \$375,000	600	23.89%	58.7	21	291	258	30
\$375,001 - \$475,000	304	12.11%	56.9	9	112	151	32
\$475,001 - \$675,000	412	16.41%	75.9	5	104	237	66
\$675,001 and up	248	9.88%	83.4	3	53	99	93
Total Active Inventory by Units			2,511	228	1,148	889	246
Total Active Inventory by Volume			1,011,516,939	40.79M	362.07M	406.04M	202.61M
Average Active Inventory Listing Price			\$402,834	\$178,923	\$315,389	\$456,743	\$823,625

# September 2022



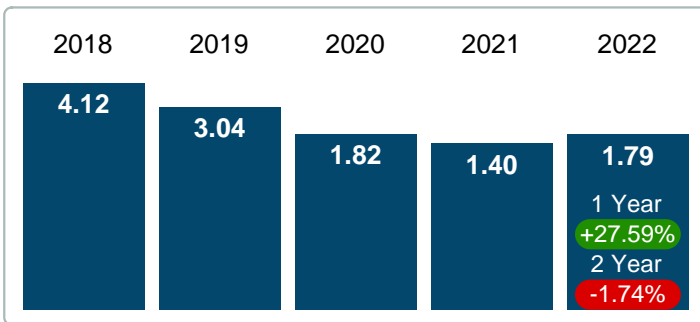
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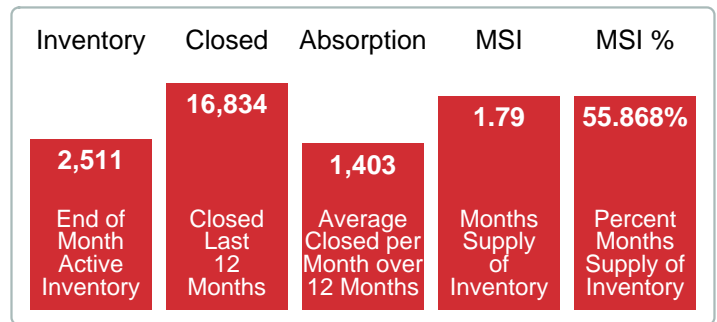
## MONTHS SUPPLY of INVENTORY (MSI)

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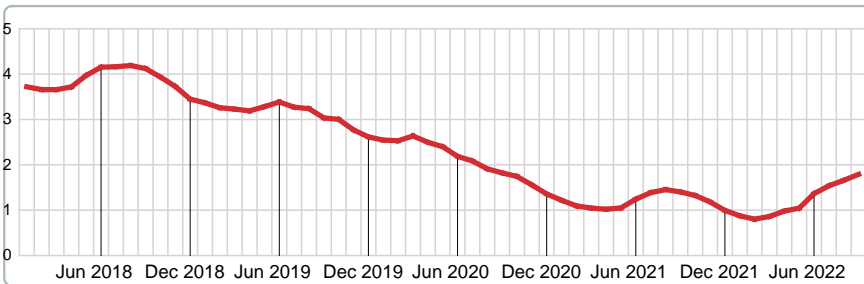
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022

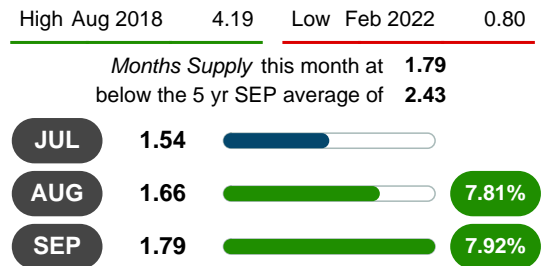


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2.43



### 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	268	10.67%	1.40	1.33	1.29	2.46	6.40
\$125,001 - \$175,000	233	9.28%	1.14	1.37	1.05	1.33	3.43
\$175,001 - \$250,000	446	17.76%	1.19	1.09	1.11	1.48	2.64
\$250,001 - \$375,000	600	23.89%	1.71	1.54	1.63	1.79	2.21
\$375,001 - \$475,000	304	12.11%	2.23	2.45	2.37	2.10	2.37
\$475,001 - \$675,000	412	16.41%	4.13	5.00	4.99	3.87	3.92
\$675,001 and up	248	9.88%	5.30	5.14	8.59	4.21	5.64
Market Supply of Inventory (MSI)			1.79	1.38	1.48	2.26	3.63
Total Active Inventory by Units		100%	1,79	228	1,148	889	246

# September 2022



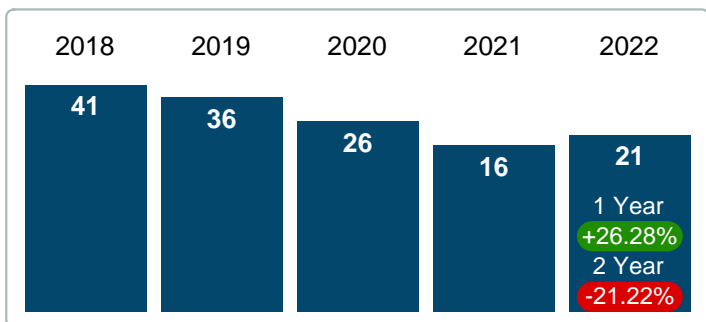
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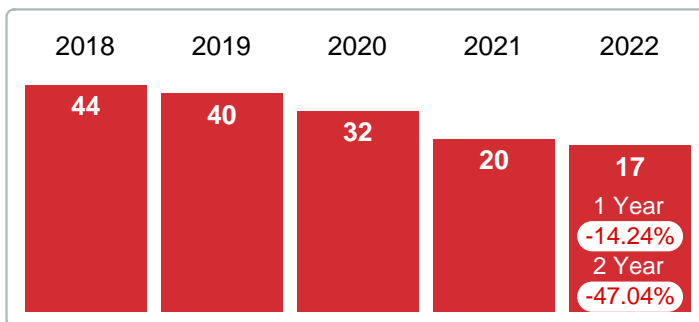
## AVERAGE DAYS ON MARKET TO SALE

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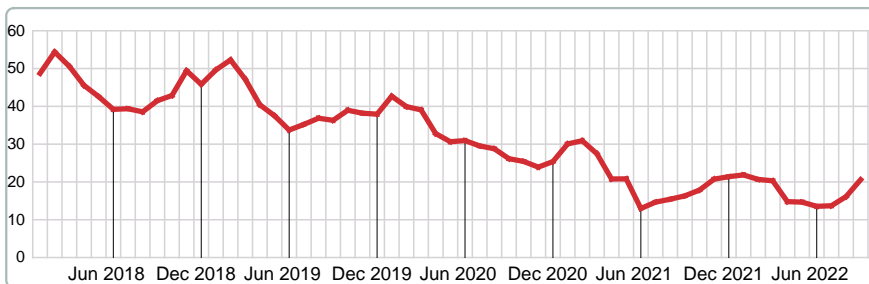
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

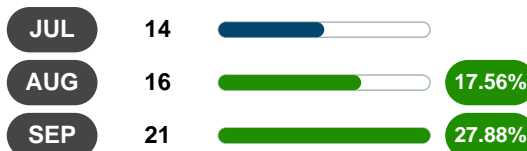


### 3 MONTHS

5 year SEP AVG = 28

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 21 below the 5 yr SEP average of 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	9.42%	21	20	22	22	0
\$100,001 - \$150,000	7.94%	18	13	18	27	73
\$150,001 - \$200,000	16.39%	14	15	13	17	50
\$200,001 - \$275,000	25.59%	16	21	16	13	38
\$275,001 - \$375,000	18.84%	19	16	19	19	25
\$375,001 - \$500,000	11.87%	28	1	24	34	23
\$500,001 and up	9.94%	39	227	45	37	32
Average Closed DOM		21	19	18	25	30
Total Closed Units		1,348	145	764	369	70
Total Closed Volume		396,025,643	19.56M	189.08M	149.73M	37.65M

# September 2022



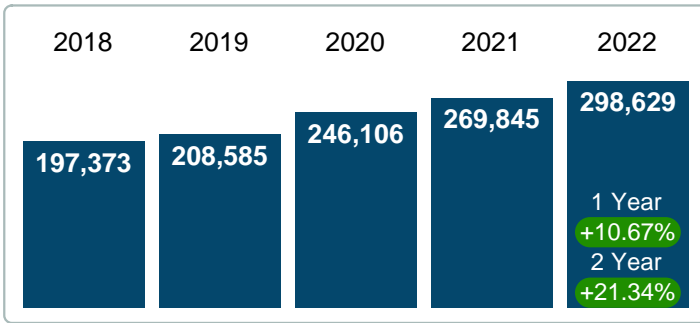
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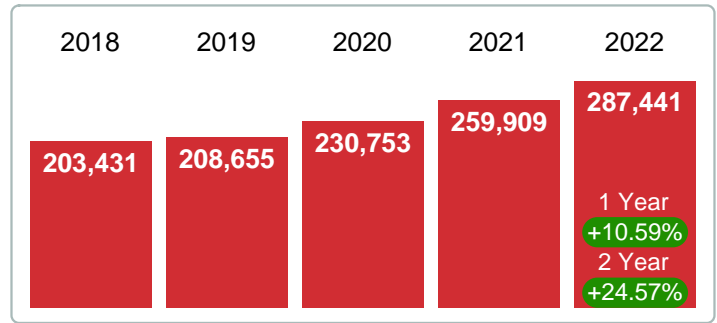
## AVERAGE LIST PRICE AT CLOSING

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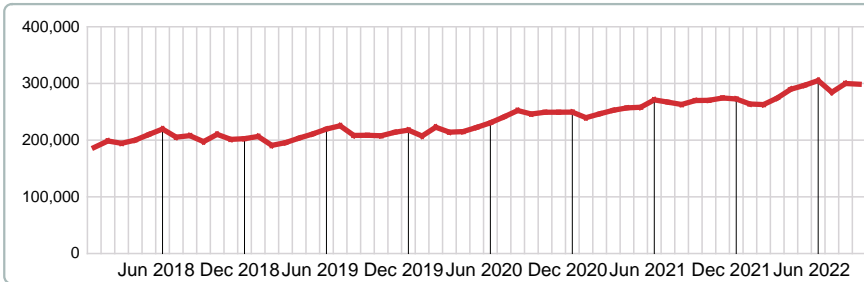
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

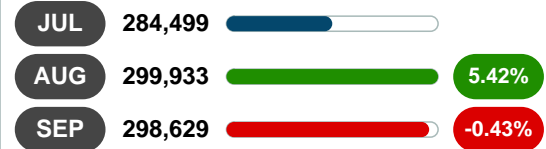


### 3 MONTHS

5 year SEP AVG = 244,108

High Jun 2022 305,121 Low Jan 2018 187,169

Average List Price at Closing this month at **298,629**  
above the 5 yr SEP average of **244,108**



### 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	9.12%	69,990	71,237	73,162	51,250	0
\$100,001 - \$150,000	8.75%	131,754	130,669	132,970	132,980	119,900
\$150,001 - \$200,000	15.50%	177,628	193,304	184,652	181,068	173,450
\$200,001 - \$275,000	25.74%	239,620	233,825	238,287	244,477	252,829
\$275,001 - \$375,000	18.32%	321,383	305,440	320,565	325,973	331,300
\$375,001 - \$500,000	12.39%	434,053	435,000	430,989	440,092	454,675
\$500,001 and up	10.16%	775,591	703,500	747,069	739,645	914,420
<b>Average List Price</b>		<b>298,629</b>	<b>142,718</b>	<b>250,136</b>	<b>410,825</b>	<b>559,430</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>298,629</b>	<b>145</b>	<b>764</b>	<b>369</b>	<b>70</b>
<b>Total Closed Volume</b>		<b>402,552,349</b>	<b>20.69M</b>	<b>191.10M</b>	<b>151.59M</b>	<b>39.16M</b>



# September 2022



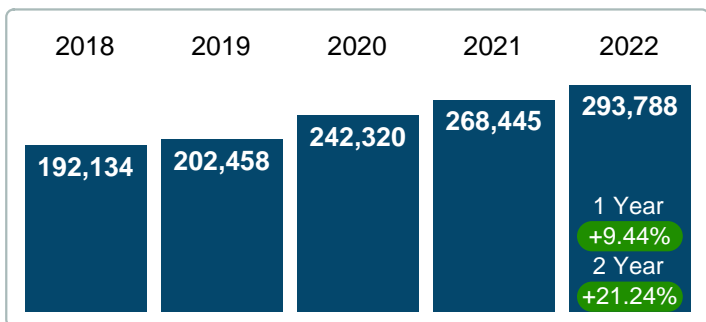
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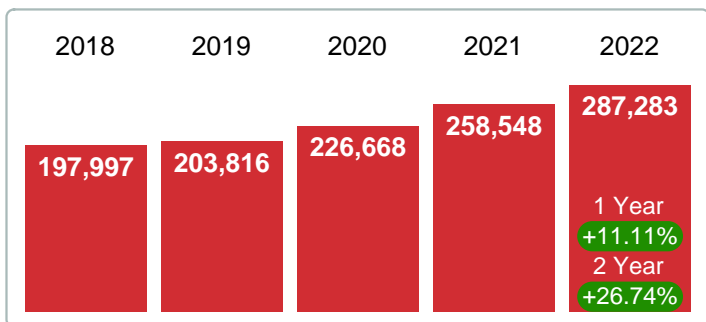
## AVERAGE SOLD PRICE AT CLOSING

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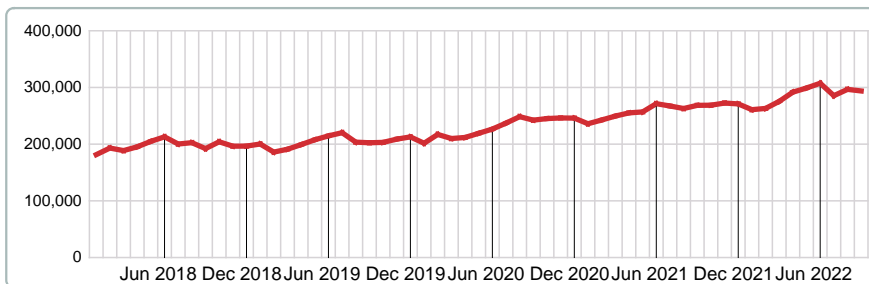
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 239,829

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

Average Sold Price at Closing this month at **293,788**  
above the 5 yr SEP average of **239,829**

- JUL** 285,504
- AUG** 296,608 +3.89%
- SEP** 293,788 -0.95%

### 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 <b>127</b>	9.42%	67,386	67,006	69,268	45,125	0
\$100,001 - \$150,000 <b>107</b>	7.94%	130,455	130,350	130,417	131,078	130,000
\$150,001 - \$200,000 <b>221</b>	16.39%	176,658	170,364	177,199	180,500	169,950
\$200,001 - \$275,000 <b>345</b>	25.59%	238,848	225,042	238,137	243,051	247,200
\$275,001 - \$375,000 <b>254</b>	18.84%	320,841	298,140	319,751	323,757	323,513
\$375,001 - \$500,000 <b>160</b>	11.87%	434,474	425,300	430,640	435,582	444,281
\$500,001 and up <b>134</b>	9.94%	754,145	630,000	738,759	726,113	868,572
<b>Average Sold Price</b>		293,788	134,892	247,488	405,780	537,899
<b>Total Closed Units</b>		1,348	145	764	369	70
<b>Total Closed Volume</b>		396,025,643	19.56M	189.08M	149.73M	37.65M

# September 2022



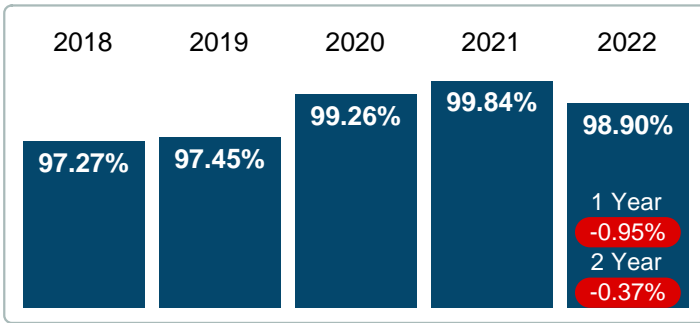
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



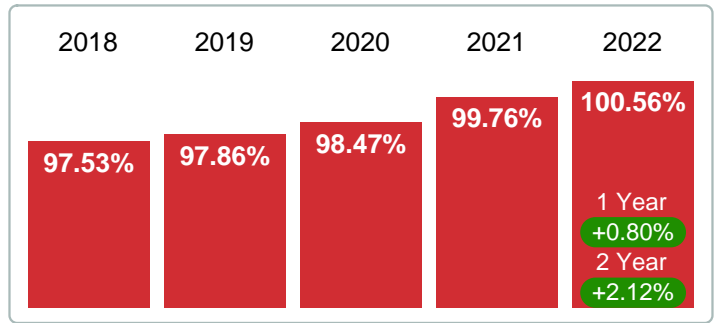
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

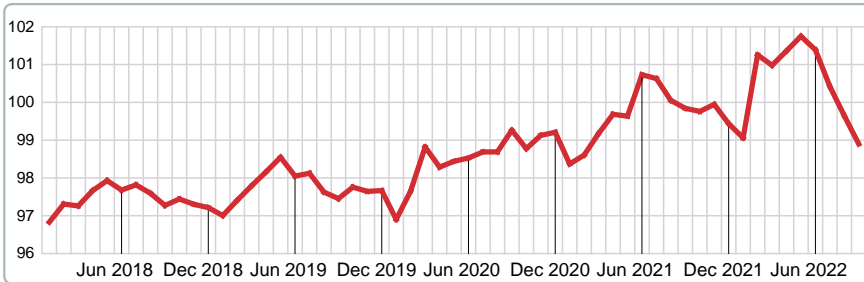
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

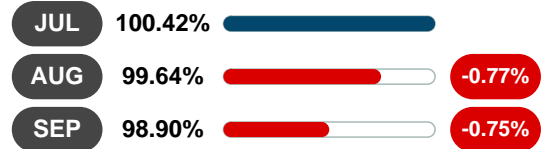


### 3 MONTHS

5 year SEP AVG = 98.55%

High May 2022 101.75% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **98.90%** equal to 5 yr SEP average of **98.55%**



## 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	127	9.42%	94.43%	94.18%	95.03%	89.44%	0.00%
\$100,001 - \$150,000	107	7.94%	98.97%	99.89%	98.39%	98.77%	108.42%
\$150,001 - \$200,000	221	16.39%	98.84%	96.64%	99.05%	99.94%	97.97%
\$200,001 - \$275,000	345	25.59%	99.78%	96.66%	100.05%	99.50%	97.89%
\$275,001 - \$375,000	254	18.84%	99.53%	97.70%	100.01%	99.40%	97.81%
\$375,001 - \$500,000	160	11.87%	99.33%	97.77%	99.97%	99.09%	98.04%
\$500,001 and up	134	9.94%	99.19%	89.55%	101.70%	99.24%	97.10%
Average Sold/List Ratio		98.90%		96.32%	99.33%	99.23%	97.79%
Total Closed Units		1,348	100%	145	764	369	70
Total Closed Volume		396,025,643		19.56M	189.08M	149.73M	37.65M

# September 2022



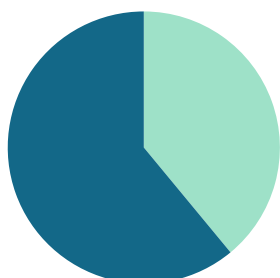
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

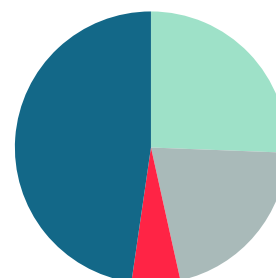


**Inventory**  
 New Listings  
**1,516 = 39.00%**  
 Start Inventory  
**2,371**  
 Total Inventory Units  
**3,887**  
 Volume  
**\$1,455,577,806**

### Market Activity

Closed Sales  
**1,348 = 25.61%**  
 Pending Sales  
**1,101 = 20.92%**  
 Other Off Market  
**304 = 5.78%**  
 Active Inventory  
**2,511 = 47.70%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,661	1,348	-18.84%	13,268	12,261	-7.59%
Pending Sales	1,547	1,101	-28.83%	14,174	12,201	-13.92%
New Listings	1,684	1,516	-9.98%	15,868	14,920	-5.97%
Average List Price	269,845	298,629	10.67%	259,909	287,441	10.59%
Average Sale Price	268,445	293,788	9.44%	258,548	287,283	11.11%
Average Percent of Selling Price to List Price	99.84%	98.90%	-0.95%	99.76%	100.56%	0.80%
Average Days on Market to Sale	16.31	20.60	26.28%	19.97	17.13	-14.24%
Monthly Inventory	2,074	2,511	21.07%	2,074	2,511	21.07%
Months Supply of Inventory	1.41	1.79	27.28%	1.41	1.79	27.28%

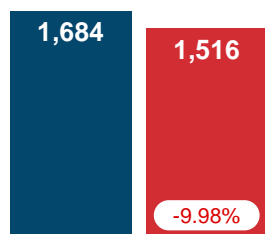
**Absorption:** Last 12 months, an Average of **1,403** Sales/Month

**Inventory** on September 30, 2022 = **2,511** 2021 2022

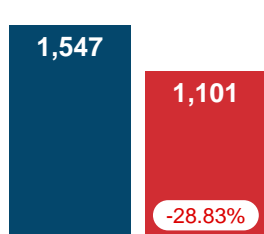
### SEPTEMBER MARKET

### AVERAGE PRICES

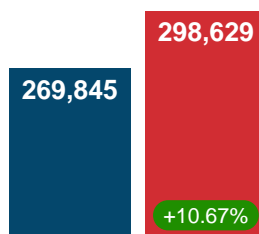
#### New Listings



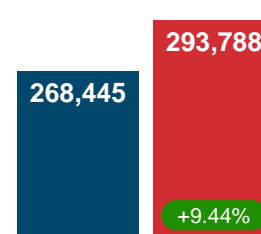
#### Pending Listings



#### List Price



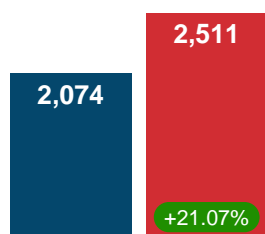
#### Sale Price



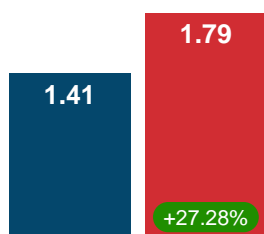
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

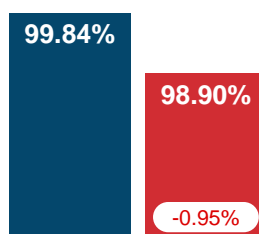
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

