

September 2022



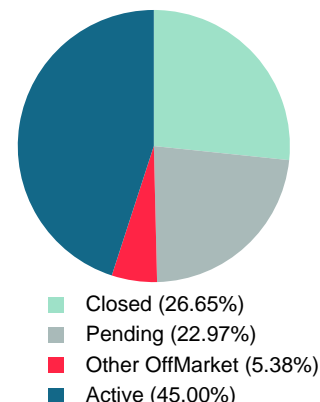
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	1,159	911	-21.40%
Pending Listings	1,067	785	-26.43%
New Listings	1,136	1,027	-9.60%
Average List Price	273,202	310,842	13.78%
Average Sale Price	271,664	305,005	12.27%
Average Percent of Selling Price to List Price	99.92%	98.99%	-0.94%
Average Days on Market to Sale	15.97	21.22	32.86%
End of Month Inventory	1,246	1,538	23.43%
Months Supply of Inventory	1.23	1.62	31.88%



Absorption: Last 12 months, an Average of **949** Sales/Month
Active Inventory as of September 30, 2022 = **1,538**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2022 rose **23.43%** to 1,538 existing homes available for sale. Over the last 12 months this area has had an average of 949 closed sales per month. This represents an unsold inventory index of **1.62** 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 **12.27%** in September 2022 to \$305,005 versus the previous year at \$271,664.

Average Days on Market Lengthens

The average number of **21.22** days that homes spent on the market before selling increased by 5.25 days or **32.86%** in September 2022 compared to last year's same month at **15.97** 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 1,027 New Listings in September 2022, down **9.60%** from last year at 1,136. Furthermore, there were 911 Closed Listings this month versus last year at 1,159, a **-21.40%** decrease.

Closed versus Listed trends yielded a **88.7%** ratio, down from previous year's, September 2021, at **102.0%**, a **13.06%** downswing. This will certainly create pressure on an increasing

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Real Estate is Local

Months Supply of Inventory (MSI) in the months to come.

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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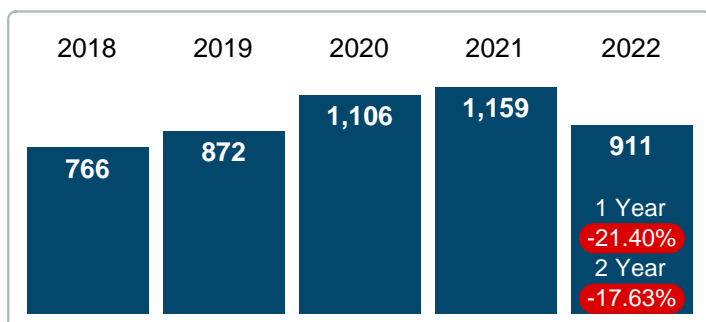
Area Delimited by County Of Tulsa - Residential Property Type



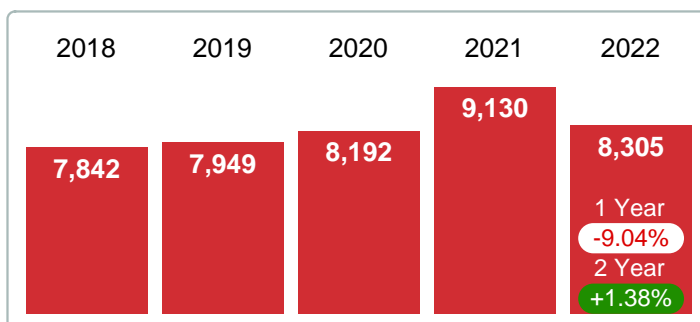
CLOSED LISTINGS

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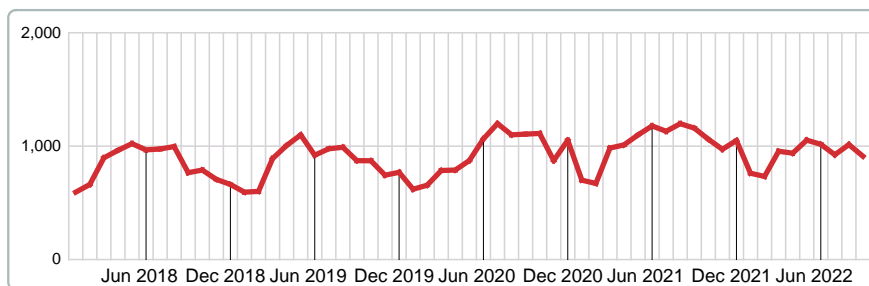
SEPTEMBER



YEAR TO DATE (YTD)

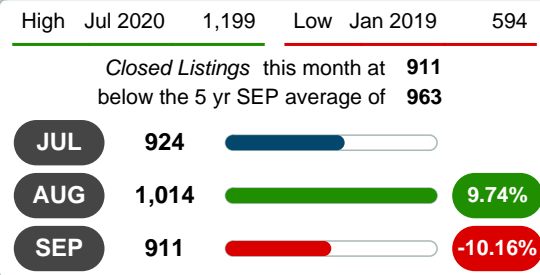


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 963



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	82	9.00%	15.7	42	39	1	0
\$100,001 - \$150,000	74	8.12%	17.9	22	45	7	0
\$150,001 - \$200,000	147	16.14%	14.9	21	114	10	2
\$200,001 - \$275,000	221	24.26%	17.5	9	169	37	6
\$275,001 - \$375,000	173	18.99%	17.5	7	80	74	12
\$375,001 - \$500,000	113	12.40%	30.0	1	43	52	17
\$500,001 and up	101	11.09%	41.8	1	17	63	20
Total Closed Units	911			103	507	244	57
Total Closed Volume	277,859,802	100%	21.2	14.50M	125.85M	106.32M	31.20M
Average Closed Price	\$305,005			\$140,746	\$248,221	\$435,721	\$547,350

September 2022



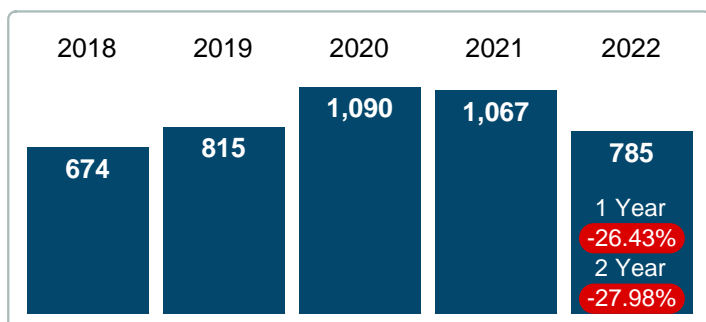
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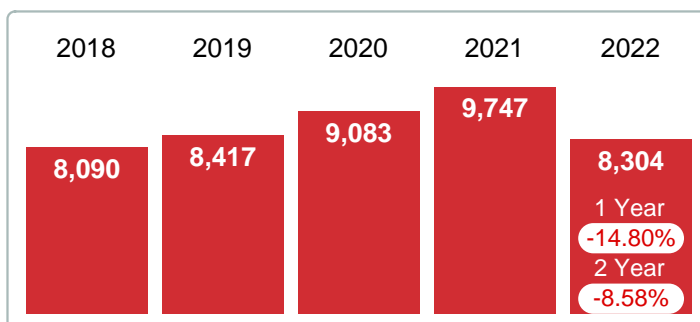
PENDING LISTINGS

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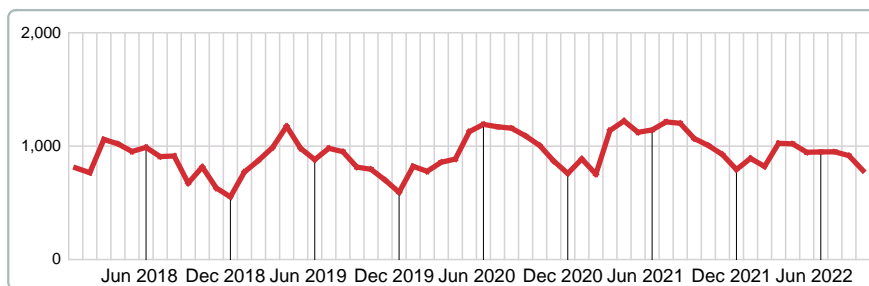
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

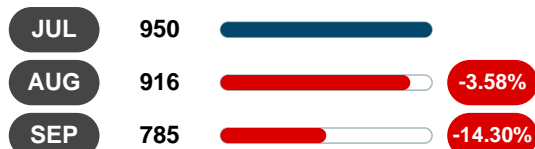


3 MONTHS

5 year SEP AVG = 886

High Apr 2021 1,222 Low Dec 2018 553

Pending Listings this month at **785**
below the 5 yr SEP average of **886**



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	71	9.04%	17.9	34	36	1	0
\$100,001 - \$150,000	74	9.43%	15.9	26	43	5	0
\$150,001 - \$200,000	136	17.32%	17.1	20	100	16	0
\$200,001 - \$275,000	175	22.29%	19.7	4	122	49	0
\$275,001 - \$375,000	159	20.25%	29.0	6	83	67	3
\$375,001 - \$525,000	94	11.97%	35.8	1	32	51	10
\$525,001 and up	76	9.68%	33.5	0	17	44	15
Total Pending Units	785			91	433	233	28
Total Pending Volume	234,164,160	100%	23.7	12.77M	107.57M	94.18M	19.64M
Average Listing Price	\$298,701			\$140,383	\$248,428	\$404,207	\$701,418

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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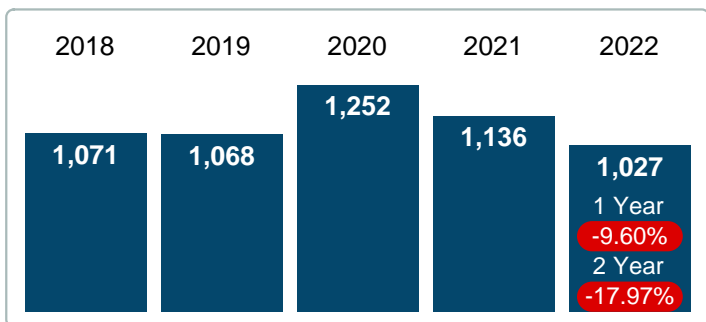
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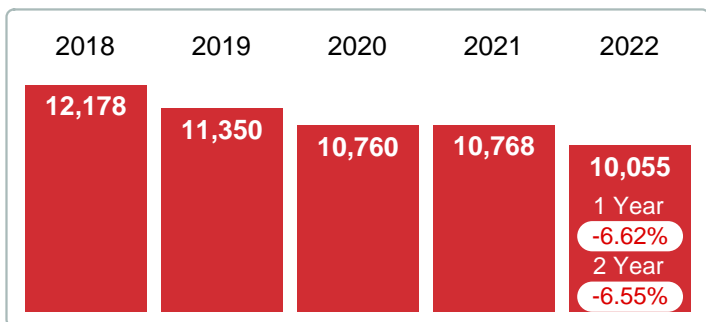
NEW LISTINGS

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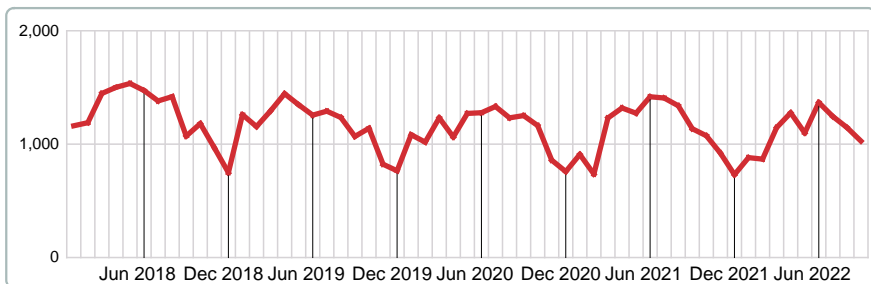
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,111

High May 2018 1,535 | Low Dec 2021 731

New Listings this month at **1,027**
 below the 5 yr SEP average of **1,111**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	103	10.03%	47	50	6	0
\$125,001 - \$150,000	68	6.62%	20	43	5	0
\$150,001 - \$200,000	183	17.82%	22	136	22	3
\$200,001 - \$300,000	269	26.19%	10	181	73	5
\$300,001 - \$400,000	170	16.55%	5	70	86	9
\$400,001 - \$575,000	131	12.76%	1	36	84	10
\$575,001 and up	103	10.03%	0	25	46	32
Total New Listed Units	1,027		105	541	322	59
Total New Listed Volume	350,073,440	100%	15.24M	148.33M	140.49M	46.01M
Average New Listed Listing Price	\$302,816		\$145,165	\$274,185	\$436,302	\$779,799

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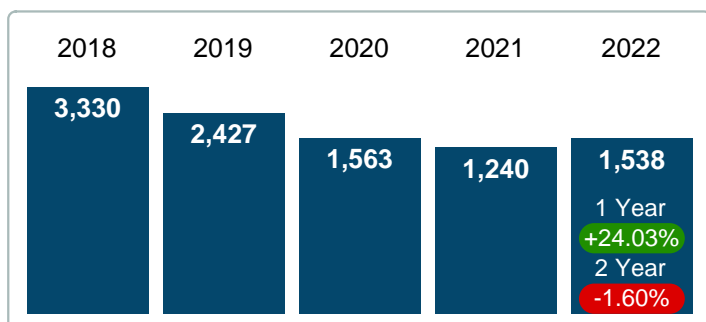
Area Delimited by County Of Tulsa - Residential Property Type



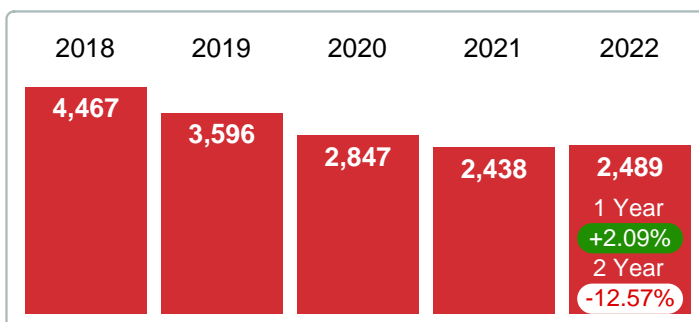
ACTIVE INVENTORY

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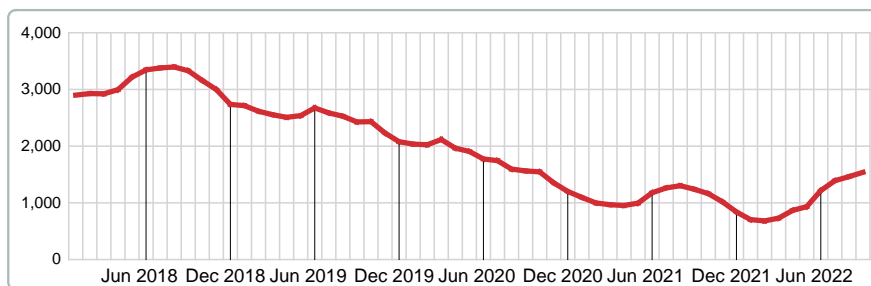
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

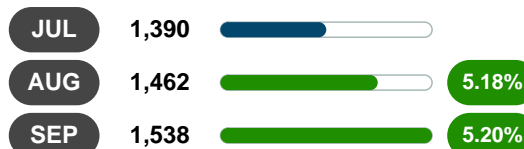


3 MONTHS

5 year SEP AVG = 2,020

High Aug 2018 3,396 Low Feb 2022 681

Inventory this month at 1,538
below the 5 yr SEP average of 2,020



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	136	8.84%	71.5	63	59	13	1
\$125,001 - \$200,000	218	14.17%	44.3	30	153	30	5
\$200,001 - \$250,000	182	11.83%	40.6	7	128	43	4
\$250,001 - \$375,000	389	25.29%	58.0	12	169	190	18
\$375,001 - \$500,000	258	16.78%	58.0	5	82	147	24
\$500,001 - \$675,000	207	13.46%	72.2	1	40	130	36
\$675,001 and up	148	9.62%	77.1	1	25	59	63
Total Active Inventory by Units			1,538	119	656	612	151
Total Active Inventory by Volume			637,364,145	19.40M	202.81M	279.13M	136.03M
Average Active Inventory Listing Price			\$414,411	\$163,010	\$309,156	\$456,091	\$900,872

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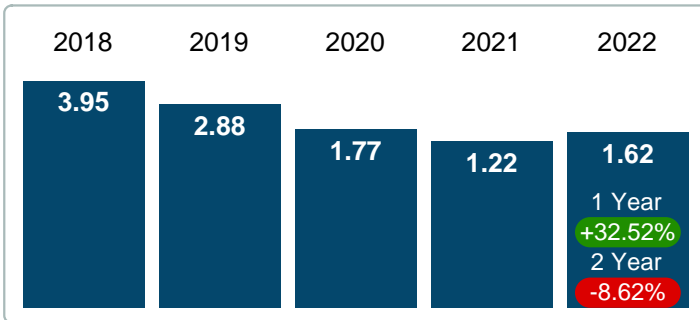
Area Delimited by County Of Tulsa - Residential Property Type



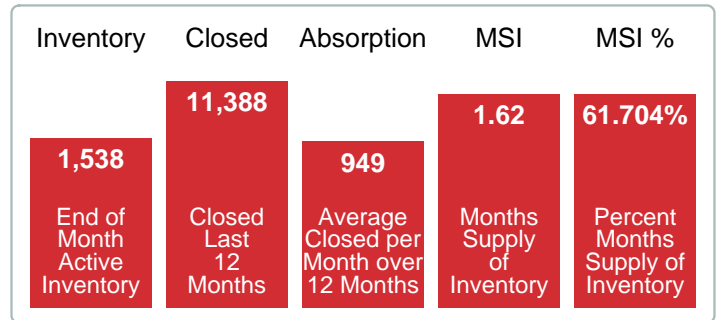
MONTHS SUPPLY of INVENTORY (MSI)

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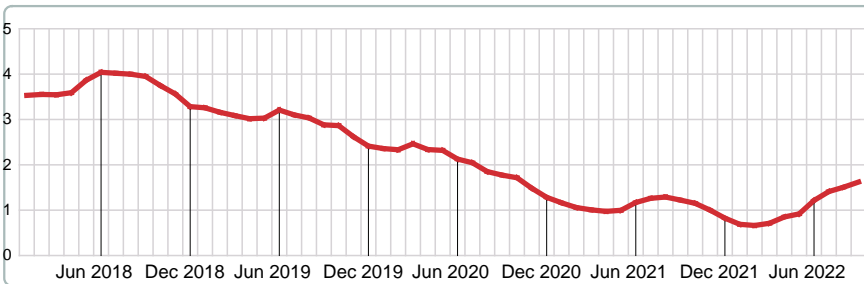
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2022

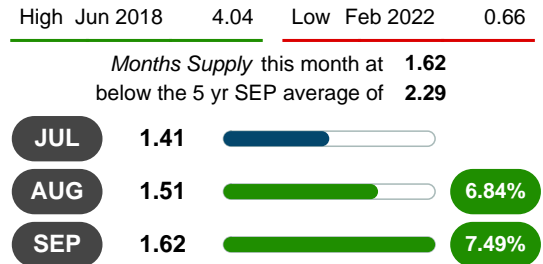


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.29



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	136	8.84%	1.09	1.08	0.99	2.29	2.40
\$125,001 - \$200,000	218	14.17%	1.02	0.92	0.96	1.59	4.29
\$200,001 - \$250,000	182	11.83%	1.04	0.55	1.03	1.25	1.37
\$250,001 - \$375,000	389	25.29%	1.63	1.10	1.49	1.85	1.69
\$375,001 - \$500,000	258	16.78%	2.35	1.94	2.45	2.41	1.93
\$500,001 - \$675,000	207	13.46%	3.83	2.00	4.21	3.96	3.20
\$675,001 and up	148	9.62%	4.17	3.00	6.12	3.23	4.91
Market Supply of Inventory (MSI)			1.62	1.01	1.30	2.23	2.92
Total Active Inventory by Units		100%	1,538	119	656	612	151

September 2022



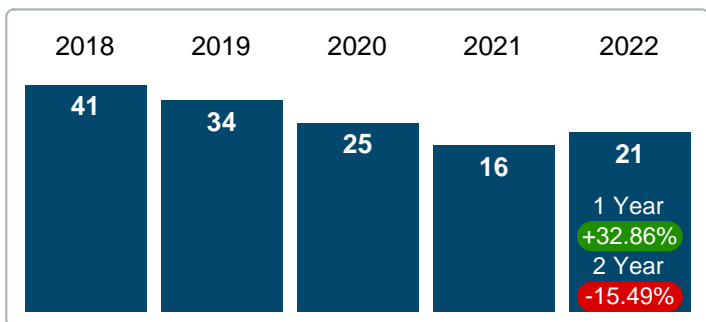
Area Delimited by County Of Tulsa - Residential Property Type



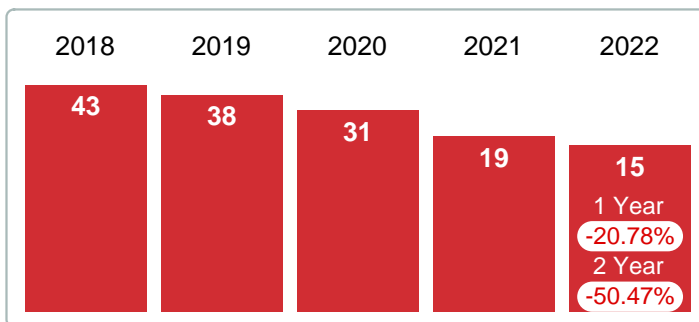
AVERAGE DAYS ON MARKET TO SALE

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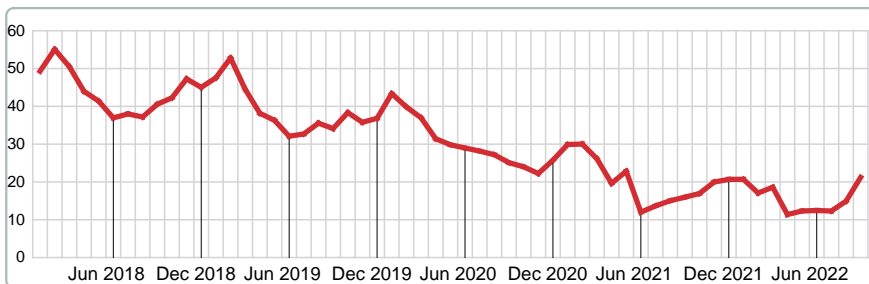
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

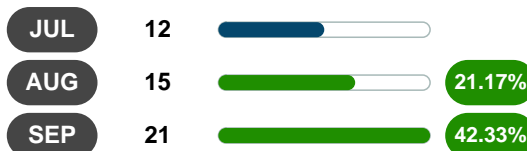


3 MONTHS

5 year SEP AVG = 27

High Feb 2018 55 Low Apr 2022 11

Average Days on Market to Sale this month at 21 below the 5 yr SEP average of 27



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	9.00%	16	18	13	7	0
\$100,001 - \$150,000	8.12%	18	14	17	37	0
\$150,001 - \$200,000	16.14%	15	13	14	19	50
\$200,001 - \$275,000	24.26%	18	22	18	13	34
\$275,001 - \$375,000	18.99%	18	15	13	21	28
\$375,001 - \$500,000	12.40%	30	1	27	36	19
\$500,001 and up	11.09%	42	227	39	42	34
Average Closed DOM		21	18	17	29	29
Total Closed Units	100%	21	103	507	244	57
Total Closed Volume		277,859,802	14.50M	125.85M	106.32M	31.20M

September 2022



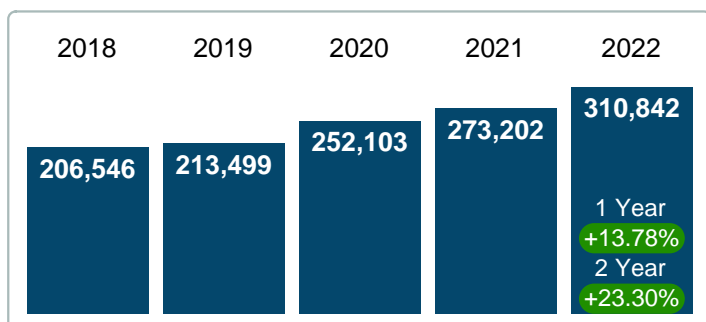
Area Delimited by County Of Tulsa - Residential Property Type



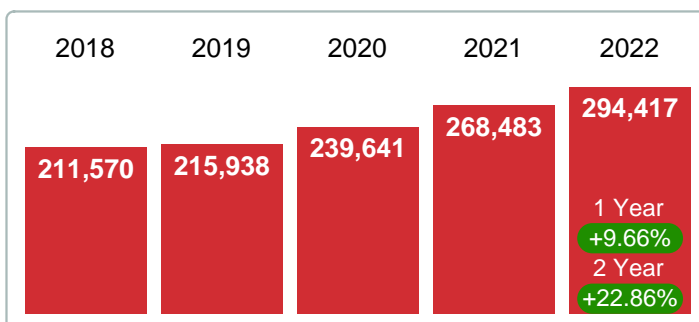
AVERAGE LIST PRICE AT CLOSING

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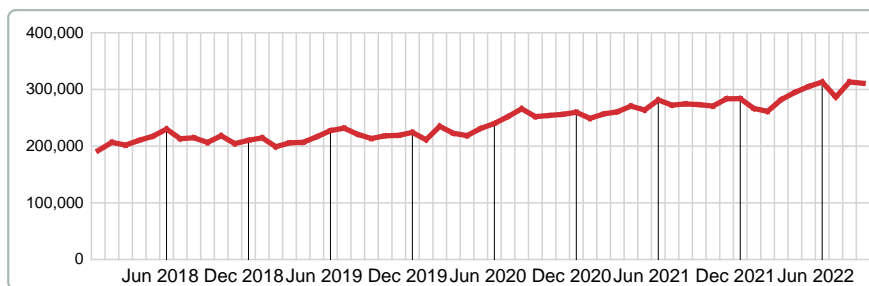
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 251,238

High Aug 2022 313,217 Low Jan 2018 192,234

Average List Price at Closing this month at **310,842**
above the 5 yr SEP average of **251,238**

- JUL** 286,559
- AUG** 313,217 +9.30%
- SEP** 310,842 -0.76%

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 79	8.67%	71,827	71,492	76,297	45,000	0
\$100,001 - \$150,000 82	9.00%	130,895	128,600	131,927	138,828	0
\$150,001 - \$200,000 139	15.26%	178,027	199,619	187,845	183,090	173,450
\$200,001 - \$275,000 220	24.15%	241,181	238,433	240,216	245,851	249,983
\$275,001 - \$375,000 169	18.55%	319,621	303,486	317,431	325,530	334,217
\$375,001 - \$500,000 118	12.95%	432,617	435,000	426,356	441,006	448,205
\$500,001 and up 104	11.42%	806,718	703,500	754,342	777,226	943,080
Average List Price		310,842	149,832	251,429	442,340	567,342
Total Closed Units		911	103	507	244	57
Total Closed Volume		283,176,771	15.43M	127.47M	107.93M	32.34M

September 2022



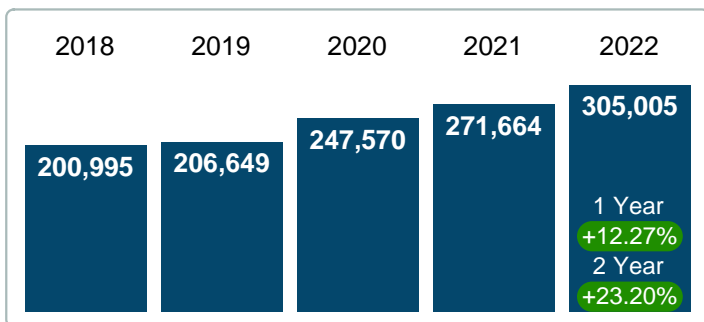
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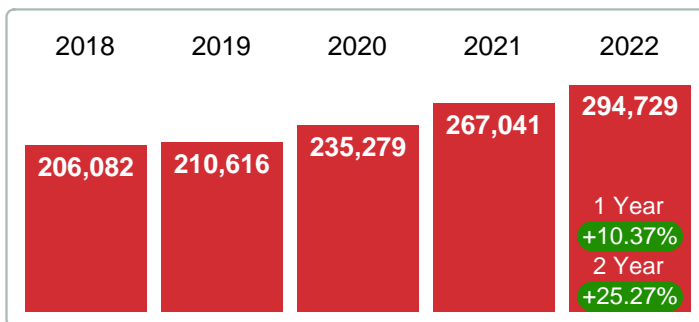
AVERAGE SOLD PRICE AT CLOSING

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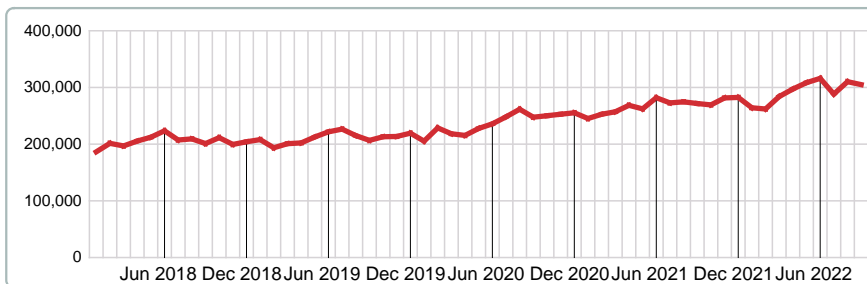
SEPTEMBER



YEAR TO DATE (YTD)

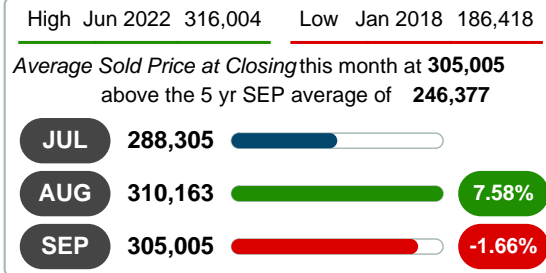


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 246,377



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	9.00%	70,238	68,807	72,426	45,000	0
\$100,001 - \$150,000	8.12%	129,680	127,900	129,767	134,718	0
\$150,001 - \$200,000	16.14%	176,460	171,261	176,906	183,600	169,950
\$200,001 - \$275,000	24.26%	240,462	227,833	240,254	243,463	246,733
\$275,001 - \$375,000	18.99%	319,907	298,700	316,580	324,471	326,308
\$375,001 - \$500,000	12.40%	433,179	425,300	426,300	435,220	444,801
\$500,001 and up	11.09%	783,458	630,000	750,375	759,390	895,065
Average Sold Price		305,005	140,746	248,221	435,721	547,350
Total Closed Units	100%	911	103	507	244	57
Total Closed Volume		277,859,802	14.50M	125.85M	106.32M	31.20M

September 2022



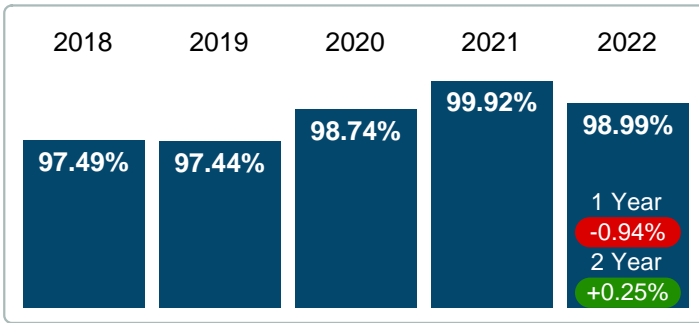
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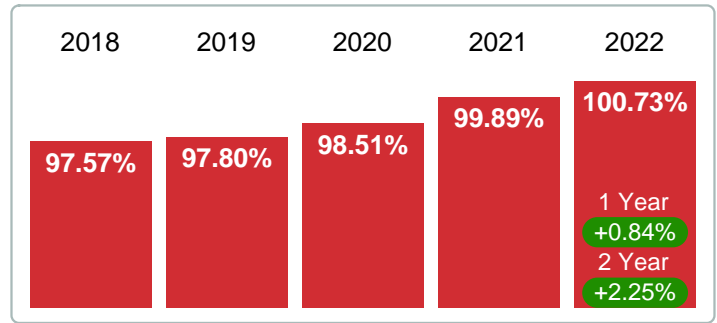
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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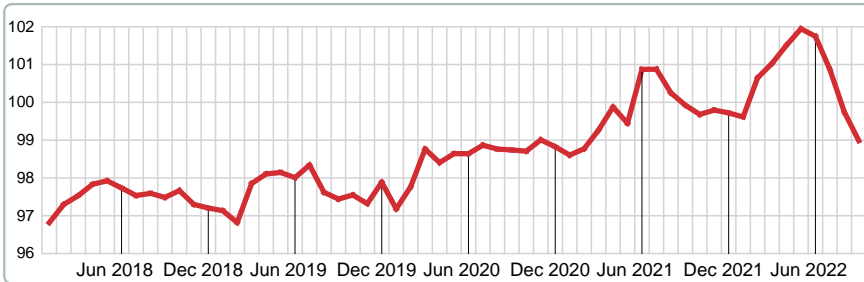
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

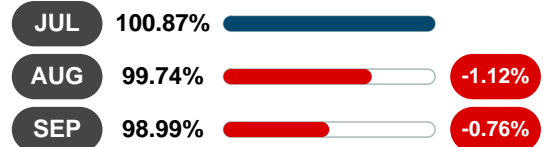


3 MONTHS

5 year SEP AVG = 98.52%

High May 2022 101.95% Low Jan 2018 96.82%

Average Sold/List Ratio this month at **98.99%**
 equal to 5 yr SEP average of **98.52%**



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	82	9.00%	96.33%	96.90%	95.62%	100.00%	0.00%
\$100,001 - \$150,000	74	8.12%	98.81%	99.67%	98.67%	97.02%	0.00%
\$150,001 - \$200,000	147	16.14%	98.32%	95.79%	98.60%	100.51%	97.97%
\$200,001 - \$275,000	221	24.26%	99.77%	95.98%	100.16%	99.12%	98.76%
\$275,001 - \$375,000	173	18.99%	99.70%	98.49%	100.05%	99.76%	97.70%
\$375,001 - \$500,000	113	12.40%	99.34%	97.77%	100.02%	98.82%	99.32%
\$500,001 and up	101	11.09%	98.91%	89.55%	102.96%	98.53%	97.15%
Average Sold/List Ratio		99.00%		97.23%	99.39%	99.10%	98.11%
Total Closed Units		911	100%	103	507	244	57
Total Closed Volume		277,859,802		14.50M	125.85M	106.32M	31.20M

September 2022



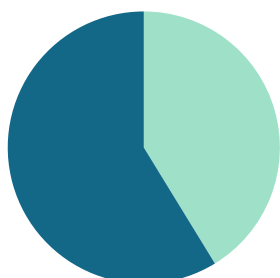
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

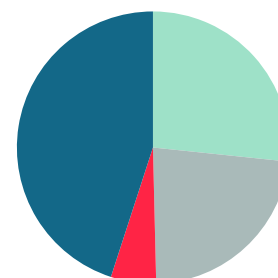


Inventory
 New Listings
1,027 = 41.24%
 Start Inventory
1,463
 Total Inventory Units
2,490
 Volume
\$951,089,438

Market Activity

Closed Sales
911 = 26.65%
 Pending Sales
785 = 22.97%
 Other Off Market
184 = 5.38%
 Active Inventory
1,538 = 45.00%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,159	911	-21.40%	9,130	8,305	-9.04%
Pending Sales	1,067	785	-26.43%	9,747	8,304	-14.80%
New Listings	1,136	1,027	-9.60%	10,768	10,055	-6.62%
Average List Price	273,202	310,842	13.78%	268,483	294,417	9.66%
Average Sale Price	271,664	305,005	12.27%	267,041	294,729	10.37%
Average Percent of Selling Price to List Price	99.92%	98.99%	-0.94%	99.89%	100.73%	0.84%
Average Days on Market to Sale	15.97	21.22	32.86%	19.47	15.43	-20.78%
Monthly Inventory	1,246	1,538	23.43%	1,246	1,538	23.43%
Months Supply of Inventory	1.23	1.62	31.88%	1.23	1.62	31.88%

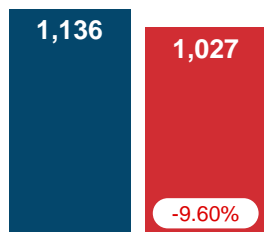
Absorption: Last 12 months, an Average of **949** Sales/Month

Inventory on September 30, 2022 = **1,538** 2021 2022

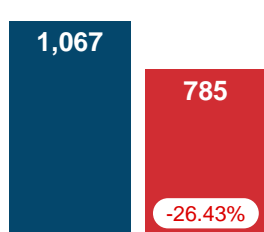
SEPTEMBER MARKET

AVERAGE PRICES

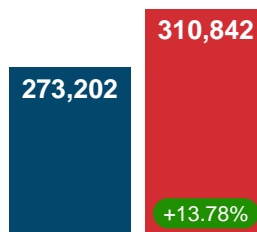
New Listings



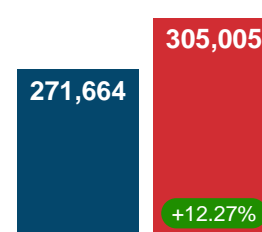
Pending Listings



List Price



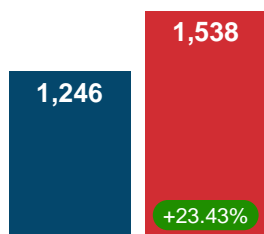
Sale Price



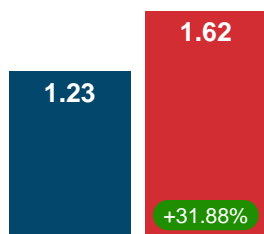
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

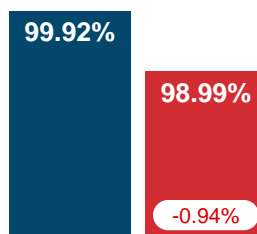
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

