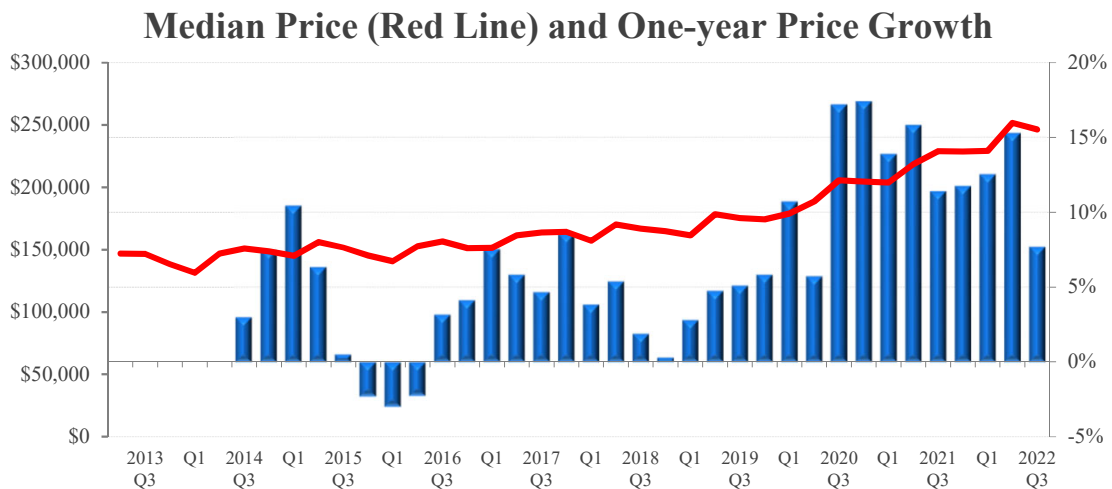


## Tulsa Area

### Local Market Report, Third Quarter 2022

## Today's Market...



<b>Local Price Trends</b>			
Price Activity	Tulsa	U.S.	<b>Local Trend</b>
Current Median Home Price (2022 Q3)	\$246,500	\$391,467	Prices are up from a year ago, but price growth is slowing
1-year (4-quarter) Appreciation (2022 Q3)	7.7%	8.6%	
3-year (12-quarter) Appreciation (2022 Q3)	40.5%	41.4%	
3-year (12-quarter) Housing Equity Gain*	\$71,100	\$114,567	Gains in the last 3 years have extended the trend of positive price growth after the recession
7-year (28 quarters) Housing Equity Gain*	\$94,800	\$164,133	
9-year (36 quarters) Housing Equity Gain*	\$100,000	\$184,600	

\*Note: Equity gain reflects price appreciation only

	Tulsa	U.S.	
<b>Conforming Loan Limit**</b>	\$726,200	\$1,089,300	Most buyers in this market have access to government-backed financing
<b>FHA Loan Limit</b>	\$472,030	\$1,089,300	
<b>Local Median to Conforming Limit Ratio</b>	34%	not comparable	

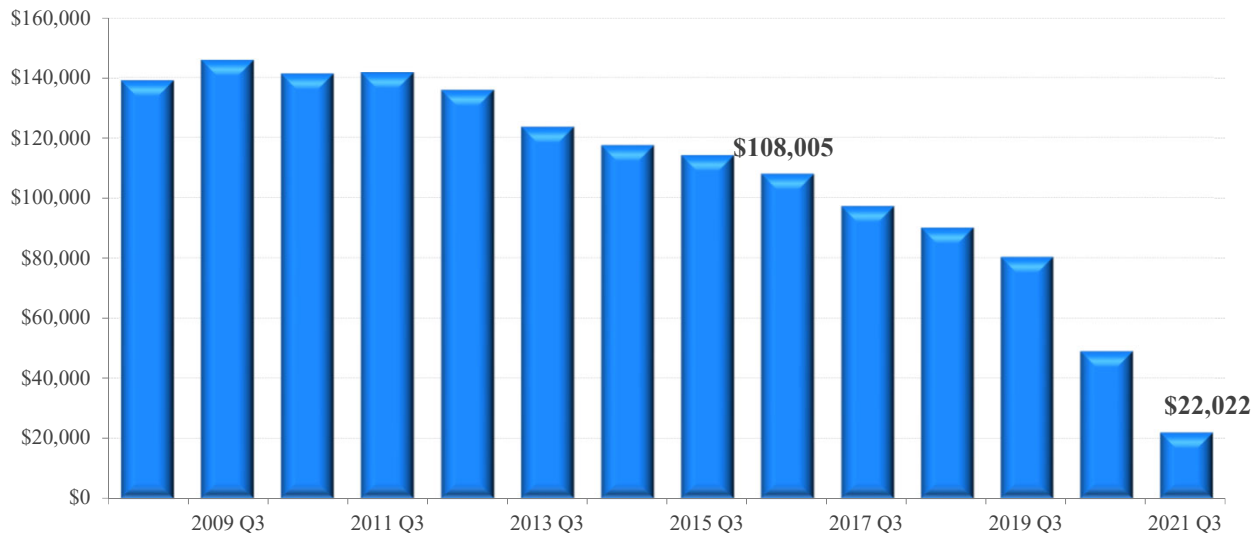
Note: limits are current and include the changes made on January 1st 2023.

#### Local NAR Leadership

The Tulsa market is part of region 9 in the NAR governance system, which includes all of Missouri, Kansas, Arkansas, and Oklahoma. The 2022 NAR Regional Vice President representing region 9 is Steve LaRue.

## Benefits of Ownership: Total Equity Appreciation

### Total Equity Accrued to Owner by Year and Quarter of Purchase



### Total Equity Gained\*\* through 2022 Q3 from quarter in which home was of purchased

Price Activity	Tulsa	U.S.	Local Trend
1-year (4-quarter)	\$22,022	\$38,029	Price appreciation and principle payments in the last 3 years have boosted total equity growth since the recession
3-year (12-quarter)*	\$80,356	\$129,179	
5-year (20-quarter)*	\$97,176	\$160,886	
7-year (28 quarters)*	\$114,159	\$193,144	
9-year (36 quarters)*	\$123,526	\$217,820	

\*Note: Equity gain reflects price and principle payments since purchase, prevailing 30-year fixed rate mortgage at time of purchase and a 10% downpayment. Downpayment is not included in total equity

# Drivers of Local Supply and Demand...

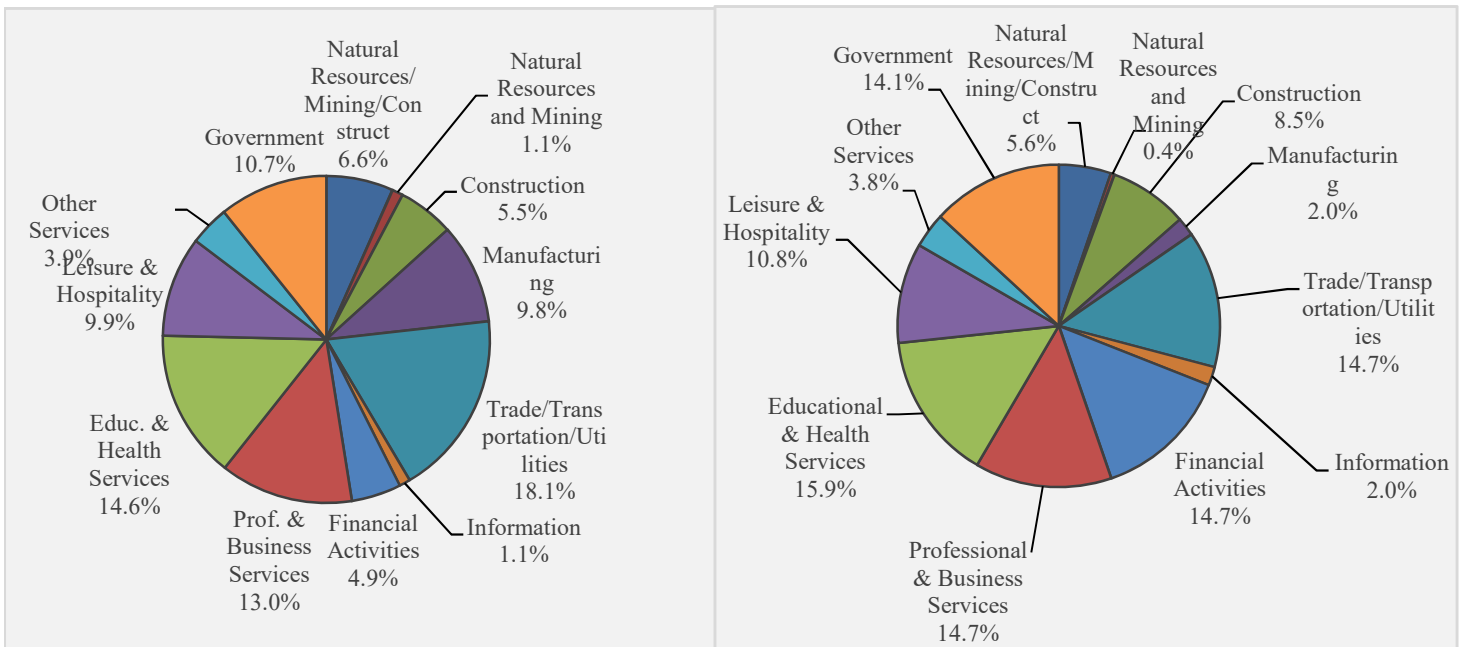


Local Economic Outlook	Tulsa	U.S.	
12-month Job Change (Sep)	19,600	Not Comparable	Employment growth has eased, but remains positive
12-month Job Change (Aug)	21,100	Not Comparable	
36-month Job Change (Sep)	-2,000	Not Comparable	Unemployment has risen since the same period last year, but Tulsa's labor market has been more resilient than the national average
Current Unemployment Rate (Sep)	3.4%	3.5%	
Year-ago Unemployment Rate	2.9%	4.7%	Local employment growth is strong compared to other markets
1-year (12 month) Job Growth Rate	4.4%	4.3%	

## Share of Total Employment by Industry

Tulsa Area

U.S.



### 12-month Employment Change by Industry (Sep - 2022)

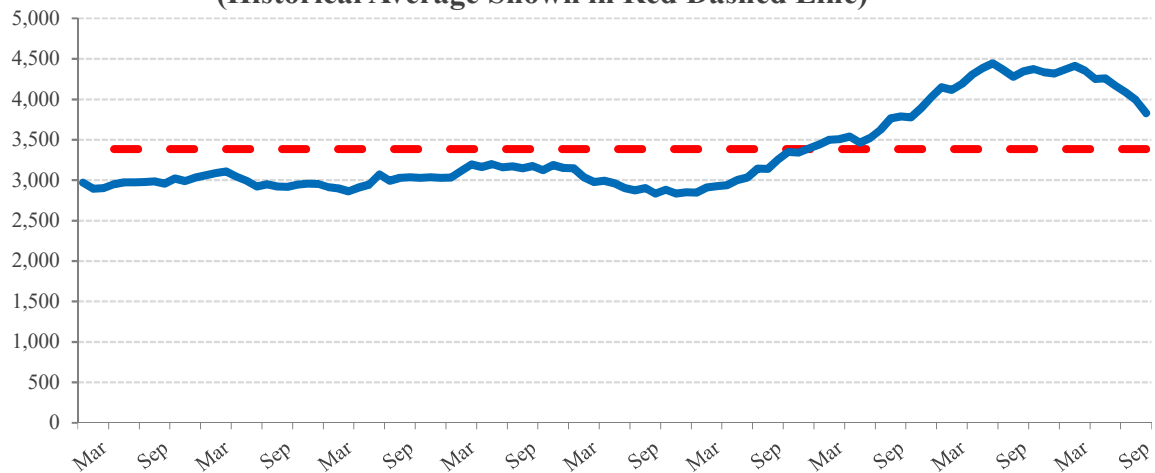
Goods Producing	NA	Information	-200
Natural Resources/Mining/Construction	3,000	Financial Activities	2,200
Natural Resources and Mining	400	Prof. & Business Services	3,200
Construction	2,600	Educ. & Health Services	500
Manufacturing	2,000	Leisure & Hospitality	5,000
Service Providing Excluding Government	NA	Other Services	-200
Trade/Transportation/Utilities	4,700	Government	900

State Economic Activity Index	Oklahoma	U.S.	
12-month change (2022 - Sep)	2.4%	4.9%	Oklahoma's economy is growing, but decelerated from last month's 3.31% change and lags the rest of the nation
36-month change (2022 - Sep)	5.3%	5.2%	

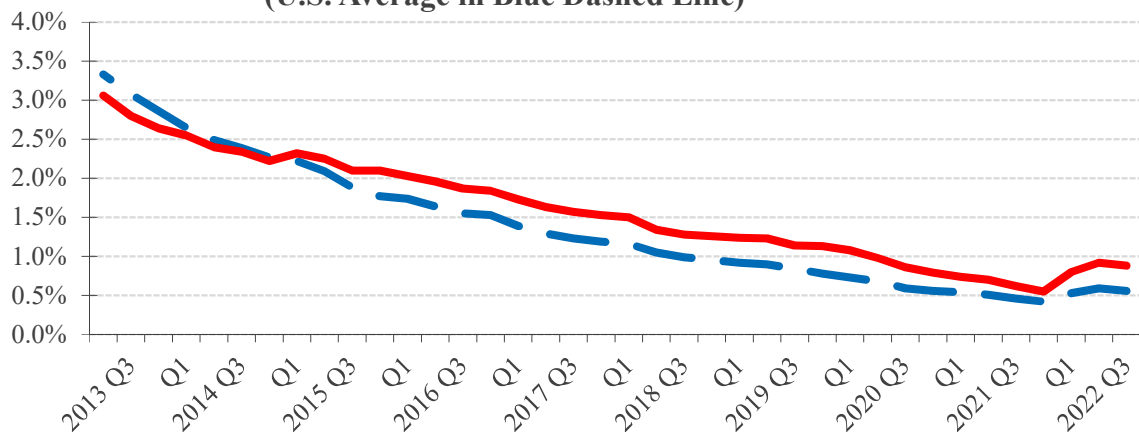
## New Housing Construction

Local Fundamentals	Tulsa	U.S.	
12-month Sum of 1-unit Building Permits through Sep	3,827	not comparable	The current level of construction is 13.1% above the long-term average
8-year average for 12-month Sum of 1-Unit Building Permits	3,383	not comparable	Production above trend for an extended period of time could cause prices to moderate as inventory is built up.
Single-Family Housing Permits (Sep) 12-month sum vs. a year ago	-11.9%	-7.7%	Construction is down from last year, but appears to have bottomed.

**Construction: 12-month Sum of Local Housing Permits  
(Historical Average Shown in Red Dashed Line)**

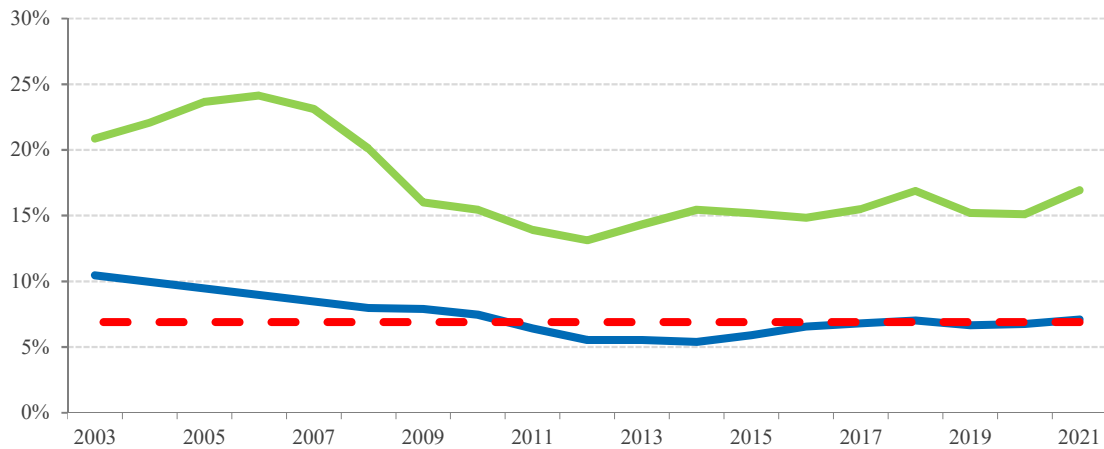


**State Total Foreclosure Rate vs. U.S Average  
(U.S. Average in Blue Dashed Line)**



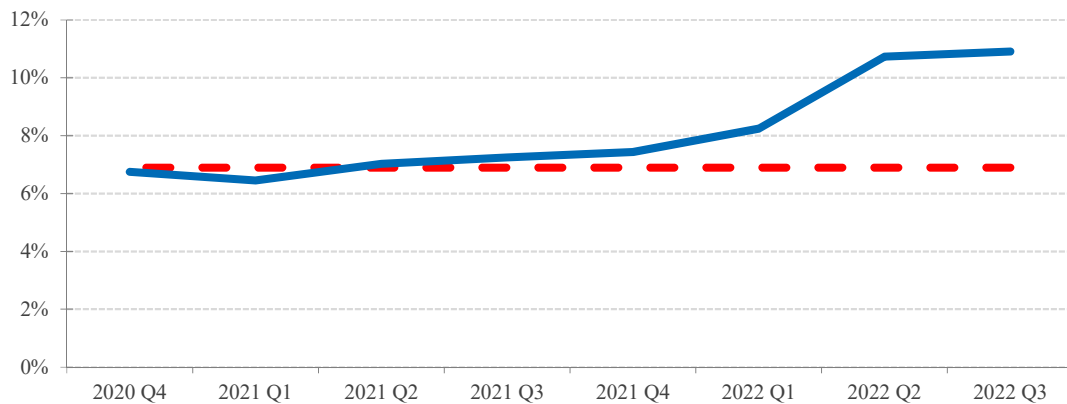
# Affordability

**Long-Term Trend: Ratio of Local Mortgage Servicing Cost to Income**  
(Local Historical Average Shown in Red, U.S. Average in Green)

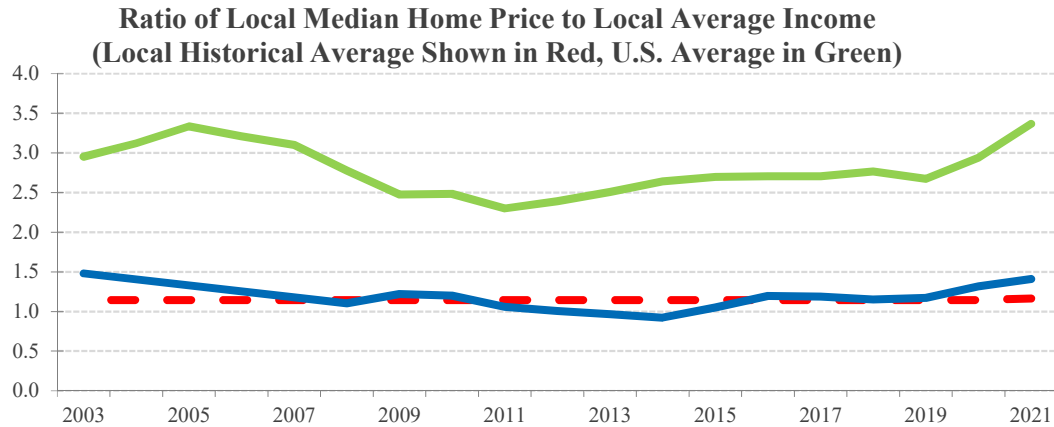


Monthly Mortgage Payment to Income	Tulsa	U.S.	
Ratio for 2021	7.1%	16.9%	Weak by local standards and could weigh on demand
Ratio for 2022 Q3	10.9%	24.4%	
Historical Average	6.9%	18.1%	More affordable than most markets

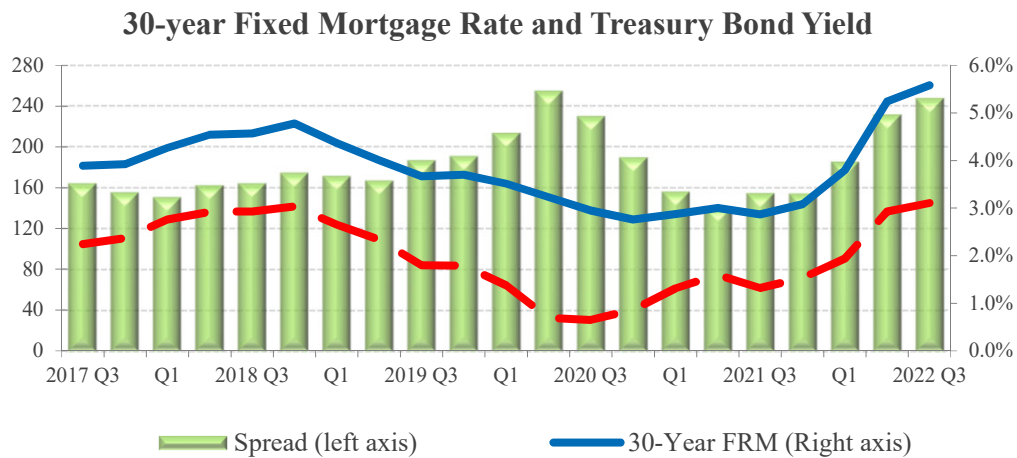
**Recent Trend - Local Mortgage Servicing Cost to Income**  
(Historical Average Shown in Red Dashed Line)



Median Home Price to Income	Tulsa	U.S.	
Ratio for 2021	1.4	3.4	The price-to-income ratio is high by historic standards and getting worse
Ratio for 2022 Q3	1.6	3.6	
Historical Average	1.2	2.7	Affordable compared to most markets



## The Mortgage Market



Mortgage rates continued their upward trek in the third quarter of the year. Due to elevated inflation, the Federal Reserve raised twice its short-term interest rates by 75 basis points each time. While both rising inflation and higher interest rates typically move up mortgage rates, the 30-year fixed mortgage rate surpassed the 6.5 percent threshold moving closer to 7 percent. According to the mortgage finance provider Freddie Mac, the 30-year fixed mortgage rate rose to 5.6 percent in Q3 2022 from 2.9 percent a year earlier. As long as inflation remains elevated, mortgage rates will continue to rise. NAR forecasts the 30-year fixed mortgage rate to average 6.5 percent at the end of the year.

## Geographic Coverage for this Report

The Tulsa area referred to in this report covers the geographic area of the Tulsa metro area as officially defined by the Office of Management and Budget of the U.S. Government. The official coverage area includes the following counties:

Creek County, Okmulgee County, Osage County, Pawnee County, Rogers County, Tulsa County, and Wagoner County

More information on the OMB's geographic definitions can be found at [https://obamawhitehouse.archives.gov/omb/bulletins\\_default/](https://obamawhitehouse.archives.gov/omb/bulletins_default/)

