

# September 2023



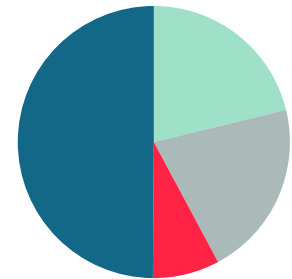
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	1,348	1,064	-21.07%
Pending Listings	1,101	1,052	-4.45%
New Listings	1,516	1,423	-6.13%
Median List Price	249,723	259,900	4.08%
Median Sale Price	249,000	259,700	4.30%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	11.00	37.50%
End of Month Inventory	2,512	2,503	-0.36%
Months Supply of Inventory	1.79	2.40	33.87%



■ Closed (21.21%)  
■ Pending (20.97%)  
■ Other OffMarket (7.93%)  
■ Active (49.89%)

**Absorption:** Last 12 months, an Average of **1,044** Sales/Month  
**Active Inventory** as of September 30, 2023 = **2,503**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2023 decreased **0.36%** to 2,503 existing homes available for sale. Over the last 12 months this area has had an average of 1,044 closed sales per month. This represents an unsold inventory index of **2.40** 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 **4.30%** in September 2023 to \$259,700 versus the previous year at \$249,000.

#### Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 3.00 days or **37.50%** in September 2023 compared to last year's same month at **8.00** DOM.

#### Sales Success for September 2023 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 1,423 New Listings in September 2023, down **6.13%** from last year at 1,516. Furthermore, there were 1,064 Closed Listings this month versus last year at 1,348, a **-21.07%** decrease.

Closed versus Listed trends yielded a **74.8%** ratio, down from previous year's, September 2022, at **88.9%**, a **15.91%** downswing. This will certainly create pressure on a decreasing 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

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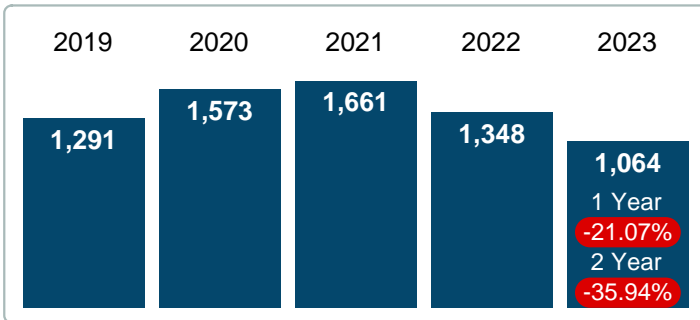
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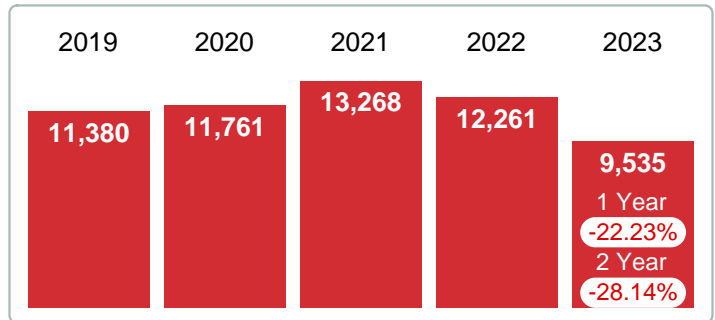
## CLOSED LISTINGS

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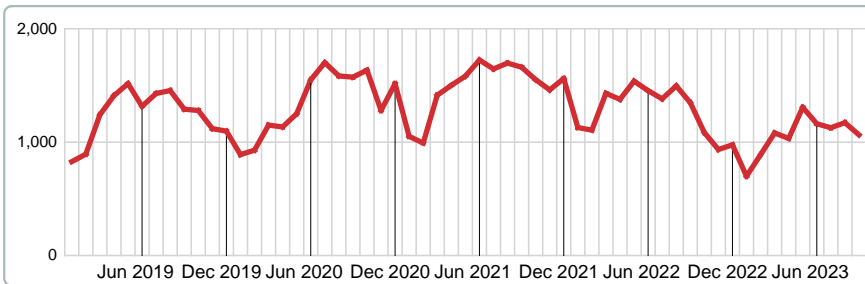
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

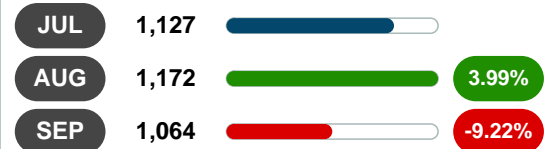


### 3 MONTHS

5 year SEP AVG = 1,387

High Jun 2021 1,724 Low Jan 2023 700

Closed Listings this month at 1,064 below the 5 yr SEP average of 1,387



### 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	83	7.80%	10.0	44	35	4	0
\$100,001 - \$150,000	99	9.30%	6.0	33	58	8	0
\$150,001 - \$200,000	146	13.72%	5.0	26	113	7	0
\$200,001 - \$300,000	328	30.83%	7.5	16	239	69	4
\$300,001 - \$375,000	156	14.66%	21.0	6	81	62	7
\$375,001 - \$500,000	134	12.59%	28.0	4	38	77	15
\$500,001 and up	118	11.09%	32.5	1	30	64	23
<b>Total Closed Units</b>	<b>1,064</b>			<b>130</b>	<b>594</b>	<b>291</b>	<b>49</b>
<b>Total Closed Volume</b>	<b>320,014,330</b>	<b>100%</b>	<b>11.0</b>	<b>20.04M</b>	<b>152.80M</b>	<b>121.10M</b>	<b>26.08M</b>
<b>Median Closed Price</b>	<b>\$259,700</b>			<b>\$132,000</b>	<b>\$230,000</b>	<b>\$370,000</b>	<b>\$499,000</b>

# September 2023



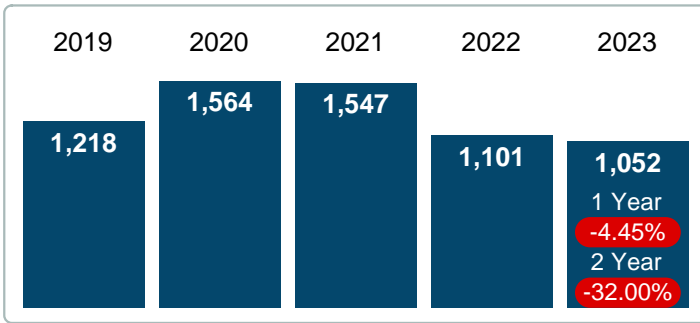
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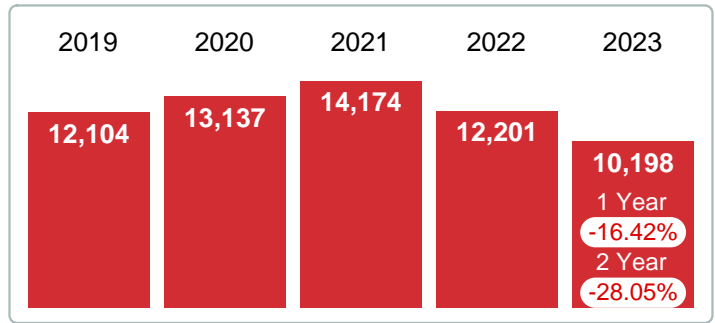
## PENDING LISTINGS

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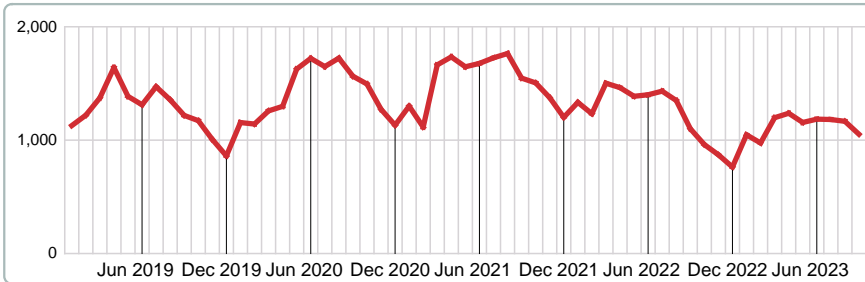
### SEPTEMBER



### YEAR TO DATE (YTD)

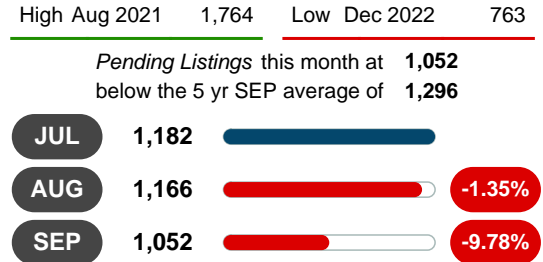


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,296



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	74	7.03%	18.5	35	33	5	1
\$100,001 - \$175,000	162	15.40%	9.0	44	105	13	0
\$175,001 - \$225,000	158	15.02%	14.0	12	126	18	2
\$225,001 - \$300,000	231	21.96%	15.0	11	158	59	3
\$300,001 - \$375,000	167	15.87%	23.0	4	74	81	8
\$375,001 - \$550,000	150	14.26%	35.5	3	56	71	20
\$550,001 and up	110	10.46%	24.0	3	23	55	29
<b>Total Pending Units</b>	<b>1,052</b>			<b>112</b>	<b>575</b>	<b>302</b>	<b>63</b>
<b>Total Pending Volume</b>	<b>329,010,810</b>	<b>100%</b>	<b>16.0</b>	<b>18.55M</b>	<b>150.37M</b>	<b>122.96M</b>	<b>37.13M</b>
<b>Median Listing Price</b>	<b>\$265,000</b>			<b>\$126,500</b>	<b>\$230,000</b>	<b>\$350,000</b>	<b>\$529,900</b>

# September 2023



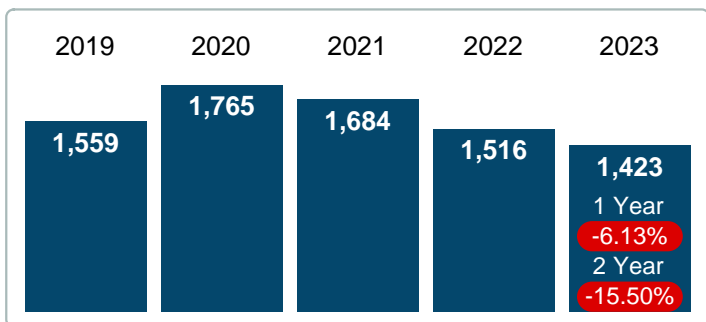
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



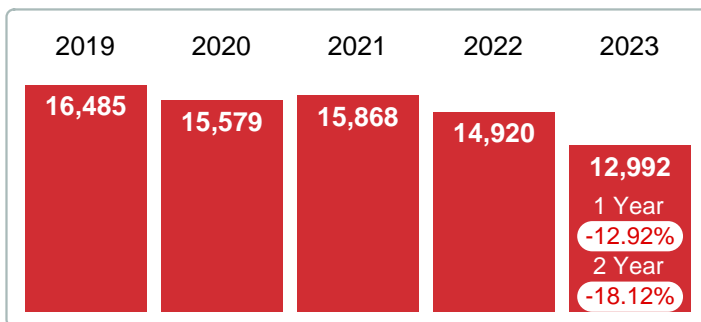
## NEW LISTINGS

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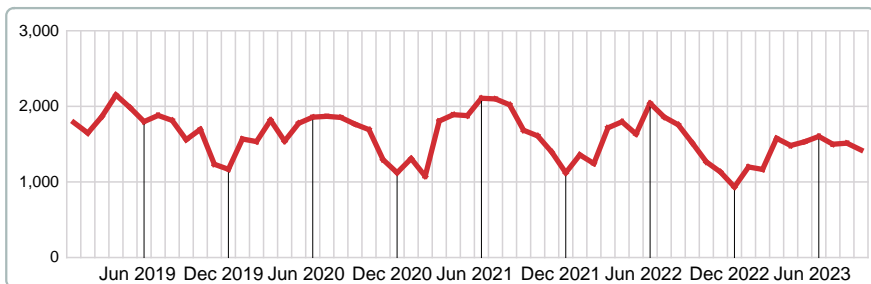
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

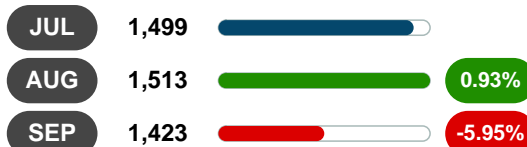


### 3 MONTHS

5 year SEP AVG = 1,589

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at **1,423**  
 below the 5 yr SEP average of **1,589**



### 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	147	10.33%	72	69	6	0
\$125,001 - \$175,000	145	10.19%	48	88	9	0
\$175,001 - \$225,000	190	13.35%	16	150	20	4
\$225,001 - \$325,000	373	26.21%	17	246	104	6
\$325,001 - \$425,000	247	17.36%	7	105	118	17
\$425,001 - \$575,000	160	11.24%	4	49	84	23
\$575,001 and up	161	11.31%	6	35	80	40
<b>Total New Listed Units</b>	<b>1,423</b>		<b>170</b>	<b>742</b>	<b>421</b>	<b>90</b>
<b>Total New Listed Volume</b>	<b>490,780,796</b>	<b>100%</b>	<b>34.37M</b>	<b>209.05M</b>	<b>191.32M</b>	<b>56.04M</b>
<b>Median New Listed Listing Price</b>	<b>\$280,000</b>		<b>\$139,400</b>	<b>\$246,750</b>	<b>\$379,000</b>	<b>\$552,450</b>

# September 2023



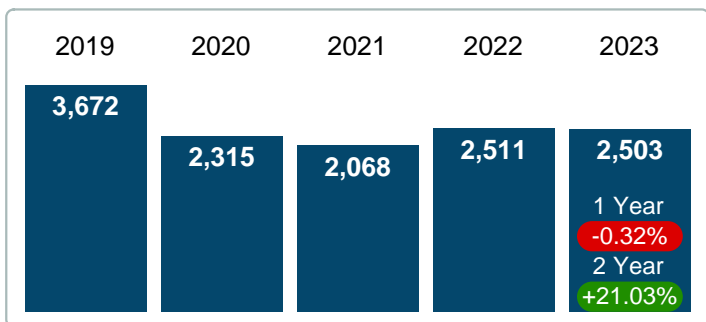
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



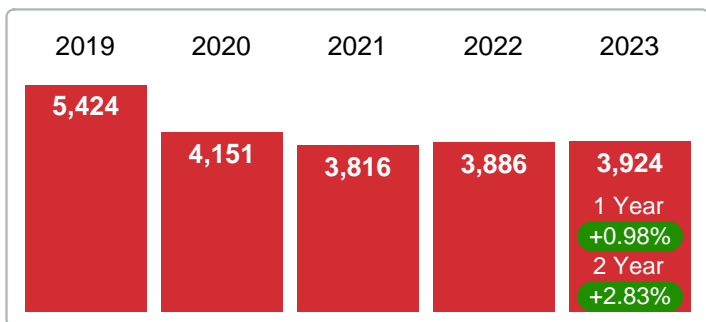
## ACTIVE INVENTORY

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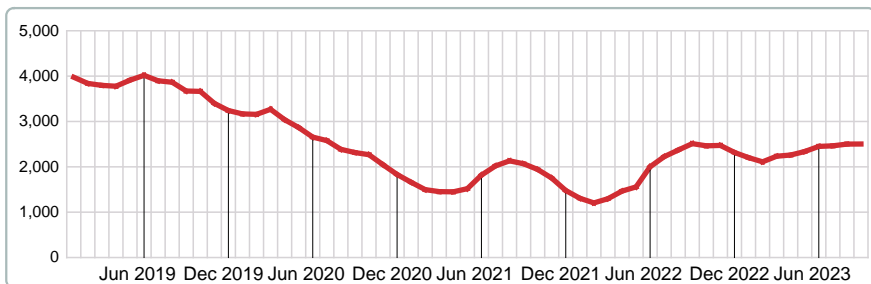
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

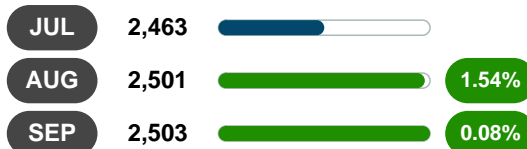


### 3 MONTHS

5 year SEP AVG = 2,614

High Jun 2019 4,017 Low Feb 2022 1,204

Inventory this month at 2,503  
below the 5 yr SEP average of 2,614



### 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	204	8.15%	48.0	114	79	9	2
\$125,001 - \$200,000	284	11.35%	31.0	65	185	29	5
\$200,001 - \$275,000	384	15.34%	31.0	32	263	77	12
\$275,001 - \$425,000	673	26.89%	39.0	23	316	303	31
\$425,001 - \$525,000	340	13.58%	70.0	9	132	177	22
\$525,001 - \$725,000	369	14.74%	74.0	9	76	218	66
\$725,001 and up	249	9.95%	64.0	7	41	103	98
Total Active Inventory by Units		2,503		259	1,092	916	236
Total Active Inventory by Volume		1,123,289,374	100%	56.60M	373.50M	470.55M	222.63M
Median Active Inventory Listing Price		\$354,900		\$139,900	\$282,500	\$455,000	\$650,000

# September 2023



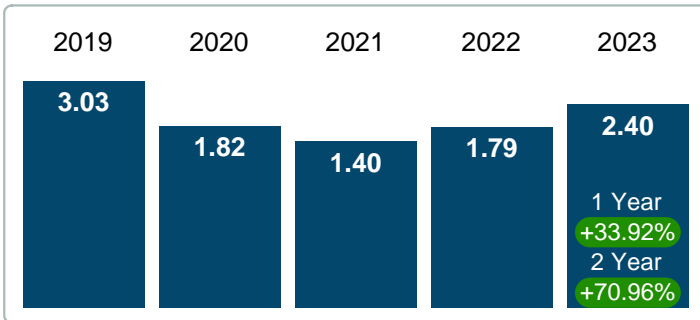
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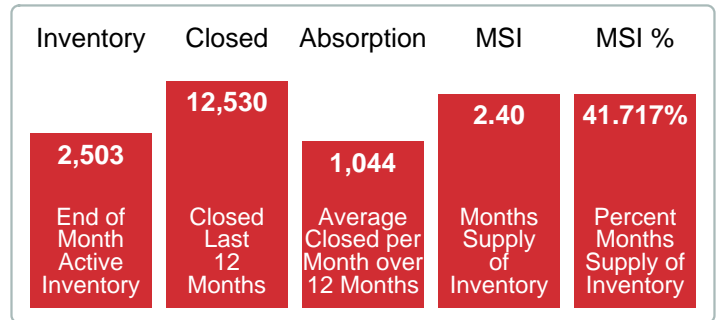
## MONTHS SUPPLY of INVENTORY (MSI)

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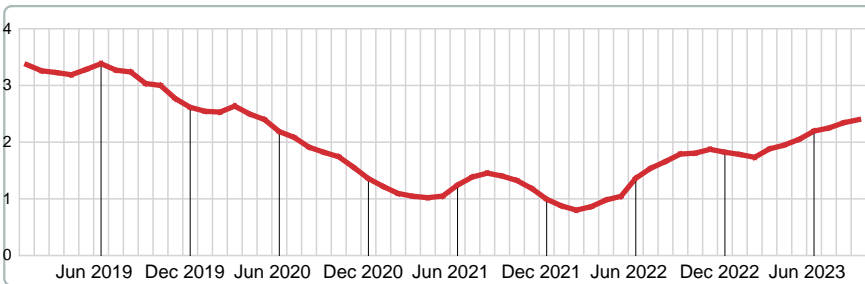
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2023

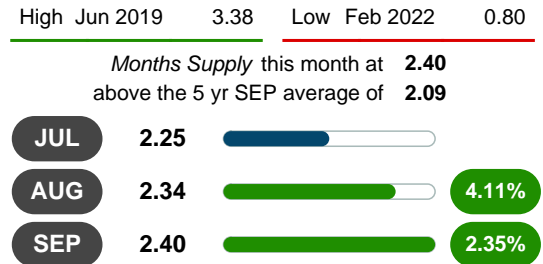


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 2.09



### 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	204	8.15%	1.59	1.85	1.36	1.29	1.33
\$125,001 - \$200,000	284	11.35%	1.31	1.83	1.17	1.38	2.14
\$200,001 - \$275,000	384	15.34%	1.56	2.65	1.43	1.63	3.35
\$275,001 - \$425,000	673	26.89%	2.47	2.51	2.54	2.46	1.93
\$425,001 - \$525,000	340	13.58%	4.30	4.70	5.72	3.98	2.30
\$525,001 - \$725,000	369	14.74%	5.45	13.50	5.92	5.30	5.08
\$725,001 and up	249	9.95%	7.56	10.50	8.63	5.83	9.97
Market Supply of Inventory (MSI)	2.40			2.13	1.93	3.04	4.22
Total Active Inventory by Units	2,503	100%	2.40	259	1,092	916	236

# September 2023



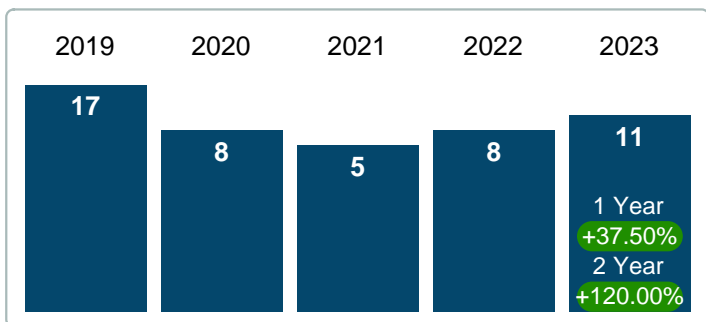
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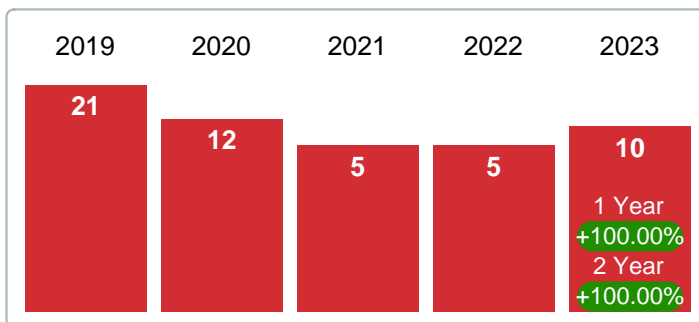
## MEDIAN DAYS ON MARKET TO SALE

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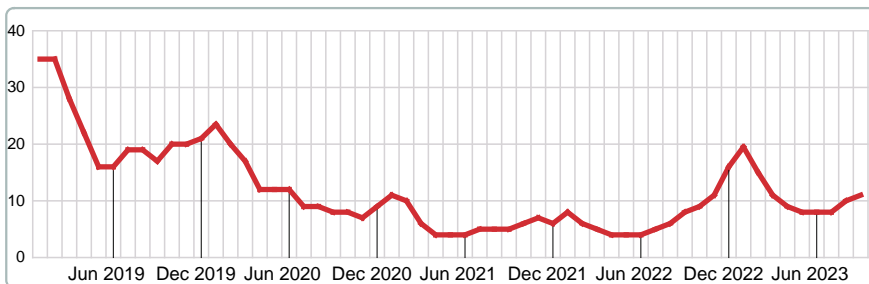
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

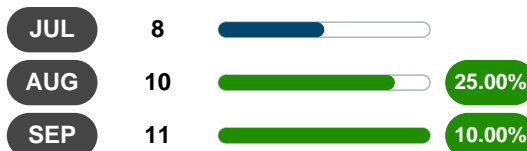


### 3 MONTHS

5 year SEP AVG = 10

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 11 above the 5 yr SEP average of 10



### 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	7.80%	10	12	9	18	0
\$100,001 - \$150,000	9.30%	6	6	6	9	0
\$150,001 - \$200,000	13.72%	5	9	4	13	0
\$200,001 - \$300,000	30.83%	8	5	7	11	30
\$300,001 - \$375,000	14.66%	21	4	24	20	30
\$375,001 - \$500,000	12.59%	28	5	30	25	39
\$500,001 and up	11.09%	33	47	34	35	27
Median Closed DOM		11	8	9	17	30
Total Closed Units	100%	1,064	130	594	291	49
Total Closed Volume		320,014,330	20.04M	152.80M	121.10M	26.08M

# September 2023



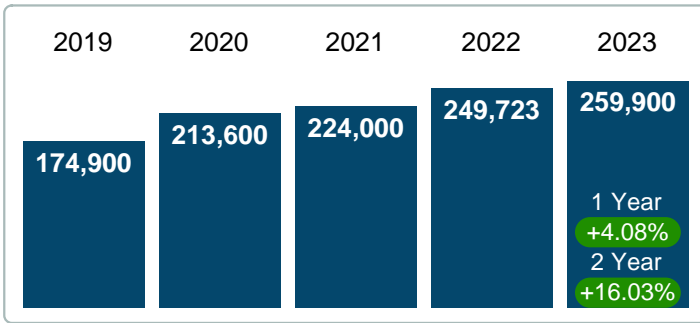
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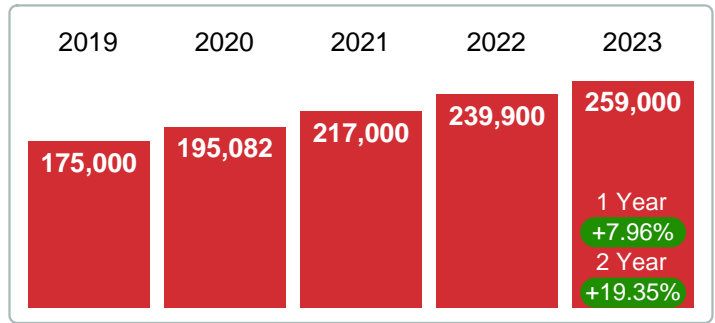
## MEDIAN LIST PRICE AT CLOSING

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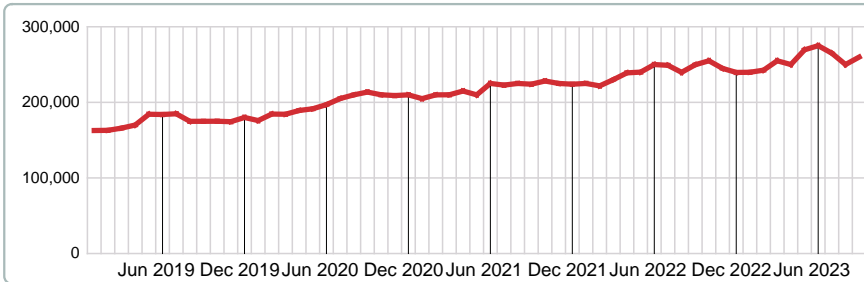
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

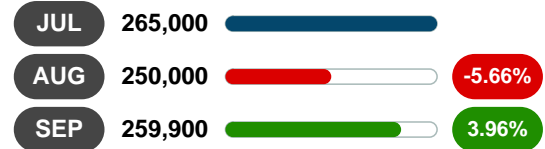


### 3 MONTHS

5 year SEP AVG = 224,425

High Jun 2023 275,000 Low Jan 2019 162,725

Median List Price at Closing this month at **259,900**  
above the 5 yr SEP average of **224,425**



### 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	81	7.61%	75,000	77,450	71,900	78,700	0
\$100,001 - \$150,000	106	9.96%	131,000	125,000	139,000	140,000	0
\$150,001 - \$200,000	147	13.82%	180,000	179,500	180,000	179,000	0
\$200,001 - \$300,000	316	29.70%	245,838	241,000	245,000	264,900	280,000
\$300,001 - \$375,000	154	14.47%	340,000	350,000	334,900	345,000	359,900
\$375,001 - \$500,000	140	13.16%	422,150	425,000	412,500	434,900	435,000
\$500,001 and up	120	11.28%	611,450	1,298,000	569,000	611,450	627,893
Median List Price			259,900	130,000	234,638	375,000	499,000
Total Closed Units		100%	259,900	130	594	291	49
Total Closed Volume			324,918,508	21.01M	154.77M	122.32M	26.81M



# September 2023



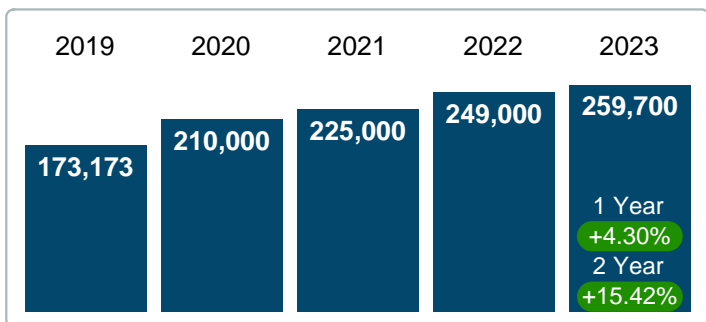
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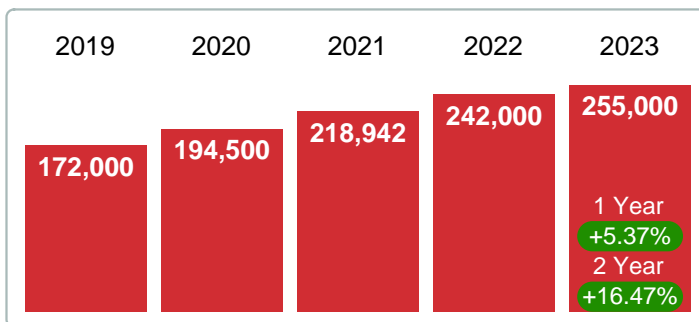
## MEDIAN SOLD PRICE AT CLOSING

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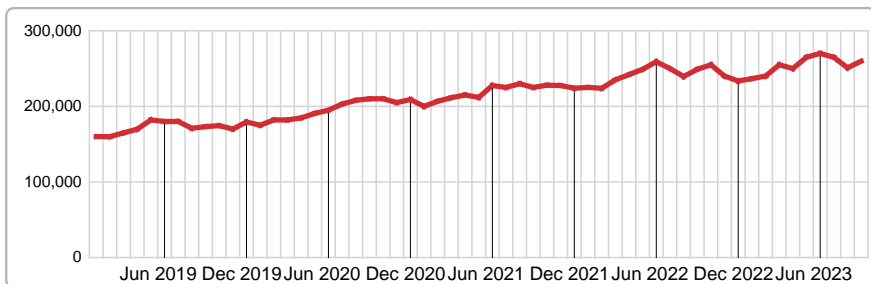
### SEPTEMBER



### YEAR TO DATE (YTD)

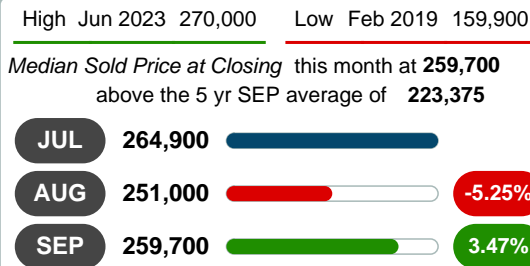


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 223,375



## 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	83	7.80%	70,000	71,250	67,500	60,000	0
\$100,001 - \$150,000	99	9.30%	130,000	120,000	132,000	142,500	0
\$150,001 - \$200,000	146	13.72%	177,500	175,000	178,000	175,000	0
\$200,001 - \$300,000	328	30.83%	245,000	250,000	243,900	264,500	282,750
\$300,001 - \$375,000	156	14.66%	339,500	336,625	334,900	341,093	355,000
\$375,001 - \$500,000	134	12.59%	420,000	407,500	411,980	425,000	422,465
\$500,001 and up	118	11.09%	614,096	825,000	559,000	608,589	630,000
Median Sold Price			259,700	132,000	230,000	370,000	499,000
Total Closed Units		100%	259,700	130	594	291	49
Total Closed Volume			320,014,330	20.04M	152.80M	121.10M	26.08M

# September 2023



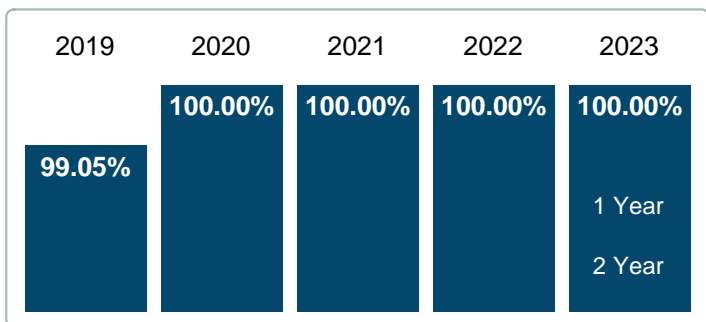
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



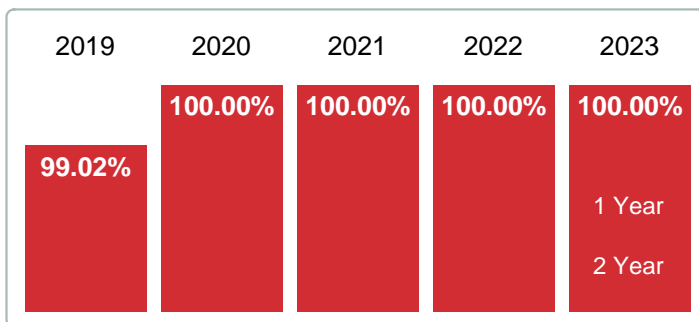
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 11, 2023 for MLS Technology Inc.

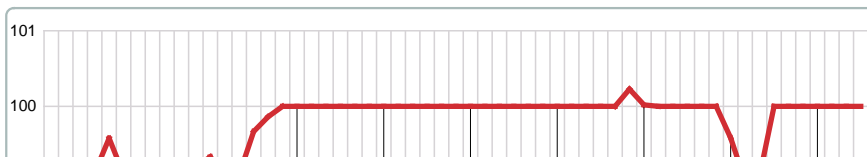
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 99.81%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr SEP average of **99.81%**

- JUL 100.00%
- AUG 100.00%
- SEP 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	83	7.80%	94.37%	91.18%	100.00%	87.88%	0.00%
\$100,001 - \$150,000	99	9.30%	100.00%	100.00%	100.00%	98.39%	0.00%
\$150,001 - \$200,000	146	13.72%	100.00%	100.00%	100.00%	98.21%	0.00%
\$200,001 - \$300,000	328	30.83%	100.00%	99.64%	100.00%	100.00%	99.39%
\$300,001 - \$375,000	156	14.66%	100.00%	100.00%	100.00%	99.68%	98.48%
\$375,001 - \$500,000	134	12.59%	99.78%	99.41%	99.74%	100.00%	98.40%
\$500,001 and up	118	11.09%	100.00%	63.56%	99.63%	100.00%	97.10%
Median Sold/List Ratio		100.00%		99.05%	100.00%	100.00%	98.40%
Total Closed Units		1,064	100%	130	594	291	49
Total Closed Volume		320,014,330		20.04M	152.80M	121.10M	26.08M

# September 2023



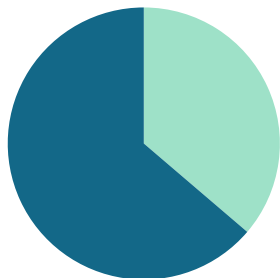
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Oct 11, 2023 for MLS Technology Inc.

### INVENTORY

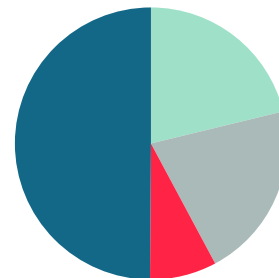


**Inventory**  
 New Listings  
**1,423 = 36.25%**  
 Start Inventory  
**2,502**  
 Total Inventory Units  
**3,925**  
 Volume  
**\$1,612,000,011**

### Market Activity

Closed Sales  
**1,064 = 21.21%**  
 Pending Sales  
**1,052 = 20.97%**  
 Other Off Market  
**398 = 7.93%**  
 Active Inventory  
**2,503 = 49.89%**

### MARKET ACTIVITY

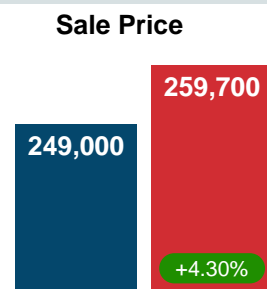
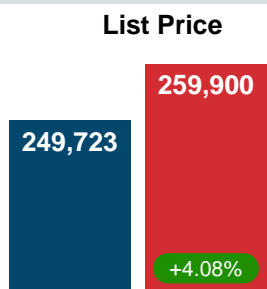
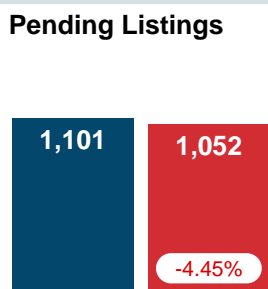
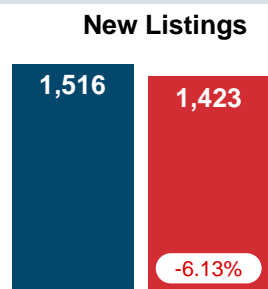


Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,348	1,064	-21.07%	12,261	9,535	-22.23%
Pending Sales	1,101	1,052	-4.45%	12,201	10,198	-16.42%
New Listings	1,516	1,423	-6.13%	14,920	12,992	-12.92%
Median List Price	249,723	259,900	4.08%	239,900	259,000	7.96%
Median Sale Price	249,000	259,700	4.30%	242,000	255,000	5.37%
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	8.00	11.00	37.50%	5.00	10.00	100.00%
Monthly Inventory	2,512	2,503	-0.36%	2,512	2,503	-0.36%
Months Supply of Inventory	1.79	2.40	33.87%	1.79	2.40	33.87%

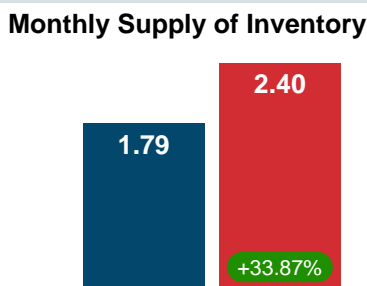
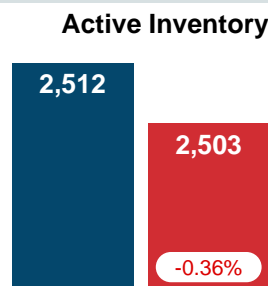
**Absorption:** Last 12 months, an Average of **1,044** Sales/Month

**Inventory** on September 30, 2023 = **2,503** 2022 2023

### SEPTEMBER MARKET



### INVENTORY



### MEDIAN SOLD/LIST RATIO & DOM

