

September 2023



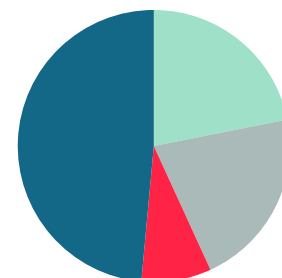
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	911	693	-23.93%
Pending Listings	785	674	-14.14%
New Listings	1,027	931	-9.35%
Average List Price	310,842	303,775	-2.27%
Average Sale Price	305,005	299,747	-1.72%
Average Percent of Selling Price to List Price	98.99%	99.11%	0.13%
Average Days on Market to Sale	21.22	25.83	21.76%
End of Month Inventory	1,539	1,537	-0.13%
Months Supply of Inventory	1.62	2.20	35.78%



■ Closed (21.88%)
■ Pending (21.28%)
■ Other OffMarket (8.30%)
■ Active (48.53%)

Absorption: Last 12 months, an Average of **698** Sales/Month
Active Inventory as of September 30, 2023 = **1,537**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2023 decreased **0.13%** to 1,537 existing homes available for sale. Over the last 12 months this area has had an average of 698 closed sales per month. This represents an unsold inventory index of **2.20** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.72%** in September 2023 to \$299,747 versus the previous year at \$305,005.

Average Days on Market Lengthens

The average number of **25.83** days that homes spent on the market before selling increased by 4.62 days or **21.76%** in September 2023 compared to last year's same month at **21.22** DOM.

Sales Success for September 2023 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 931 New Listings in September 2023, down **9.35%** from last year at 1,027. Furthermore, there were 693 Closed Listings this month versus last year at 911, a **-23.93%** decrease.

Closed versus Listed trends yielded a **74.4%** ratio, down from previous year's, September 2022, at **88.7%**, a **16.09%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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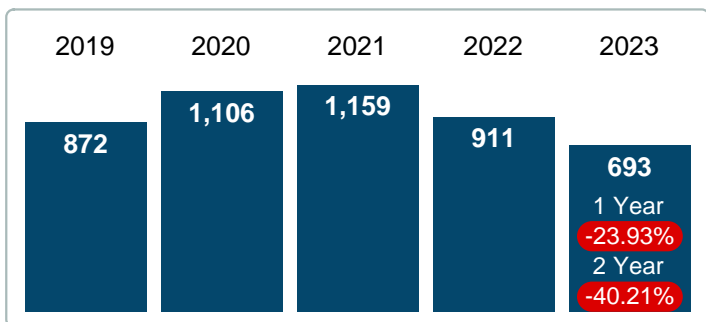
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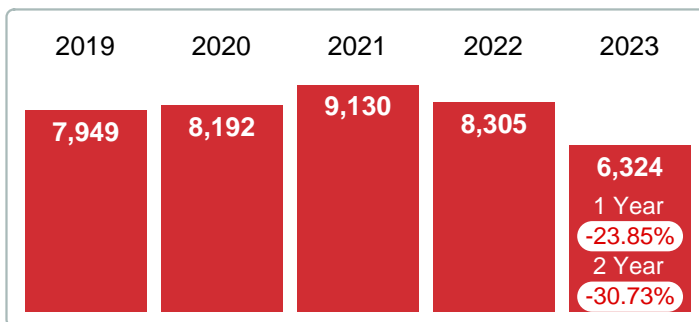
CLOSED LISTINGS

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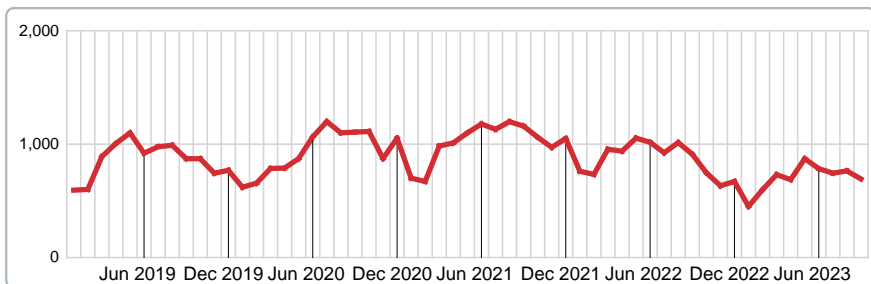
SEPTEMBER



YEAR TO DATE (YTD)

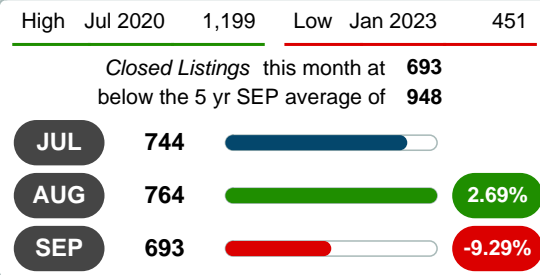


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 948



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	52	7.50%	30.4	31	20	1	0
\$100,001 - \$175,000	104	15.01%	10.7	31	66	7	0
\$175,001 - \$200,000	59	8.51%	14.8	8	49	2	0
\$200,001 - \$300,000	219	31.60%	15.6	13	159	45	2
\$300,001 - \$350,000	75	10.82%	36.6	5	32	36	2
\$350,001 - \$500,000	111	16.02%	39.9	5	33	64	9
\$500,001 and up	73	10.53%	51.2	0	16	43	14
Total Closed Units	693			93	375	198	27
Total Closed Volume	207,724,377	100%	25.8	14.74M	94.63M	83.01M	15.34M
Average Closed Price	\$299,747			\$158,501	\$252,354	\$419,249	\$568,140

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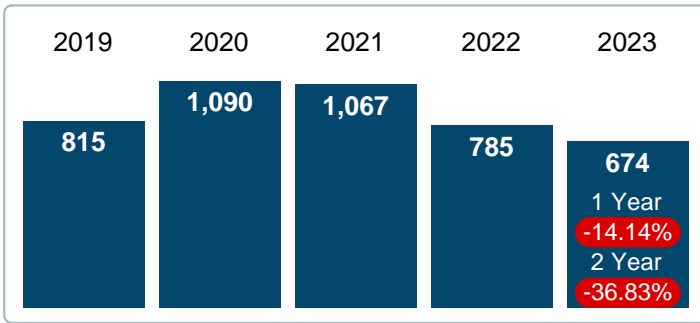
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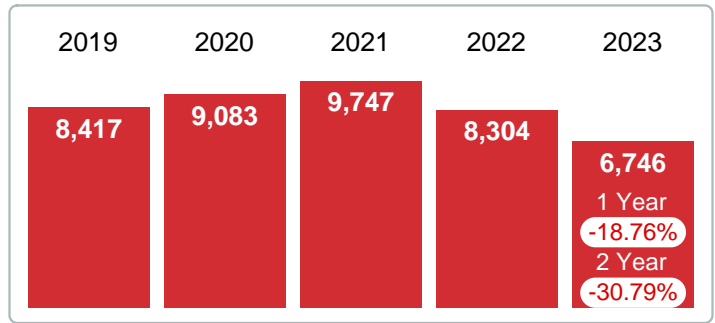
PENDING LISTINGS

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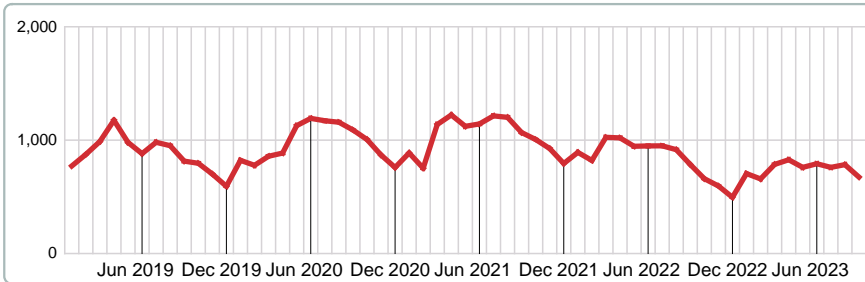
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

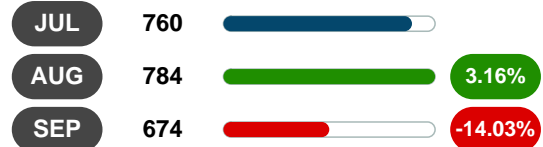


3 MONTHS

5 year SEP AVG = 886

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **674**
 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	44	6.53%	27.9	28	13	3	0
\$100,001 - \$175,000	102	15.13%	24.0	32	65	5	0
\$175,001 - \$225,000	104	15.43%	20.1	8	83	12	1
\$225,001 - \$325,000	169	25.07%	26.1	9	97	57	6
\$325,001 - \$400,000	96	14.24%	39.5	3	41	48	4
\$400,001 - \$575,000	87	12.91%	54.1	2	24	47	14
\$575,001 and up	72	10.68%	57.2	2	14	37	19
Total Pending Units	674			84	337	209	44
Total Pending Volume	218,105,338	100%	34.4	13.85M	89.43M	89.52M	25.31M
Average Listing Price	\$291,369			\$164,828	\$265,365	\$428,345	\$575,173

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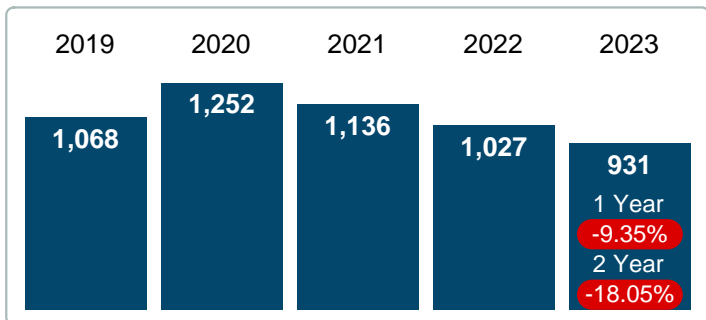
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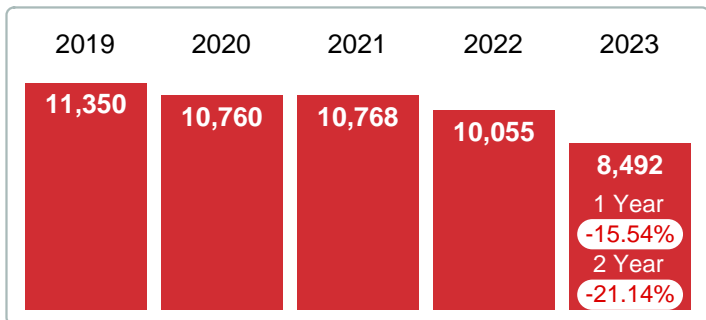
NEW LISTINGS

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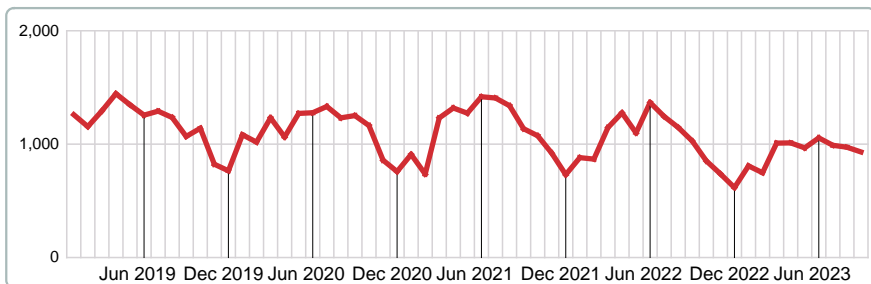
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,083

High Apr 2019 1,445 Low Dec 2022 617

New Listings this month at 931 below the 5 yr SEP average of 1,083



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	86	9.24%	49	35	2	0
\$125,001 - \$175,000	93	9.99%	36	51	6	0
\$175,001 - \$225,000	125	13.43%	11	101	11	2
\$225,001 - \$350,000	286	30.72%	19	170	90	7
\$350,001 - \$425,000	114	12.24%	1	42	61	10
\$425,001 - \$600,000	130	13.96%	2	40	70	18
\$600,001 and up	97	10.42%	4	13	50	30
Total New Listed Units	931		122	452	290	67
Total New Listed Volume	331,859,091	100%	23.47M	125.46M	138.49M	44.44M
Average New Listed Listing Price	\$237,596		\$192,375	\$277,575	\$477,541	\$663,259

September 2023



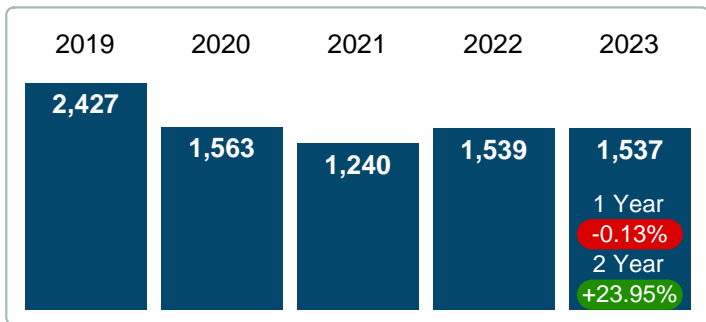
Area Delimited by County Of Tulsa - Residential Property Type



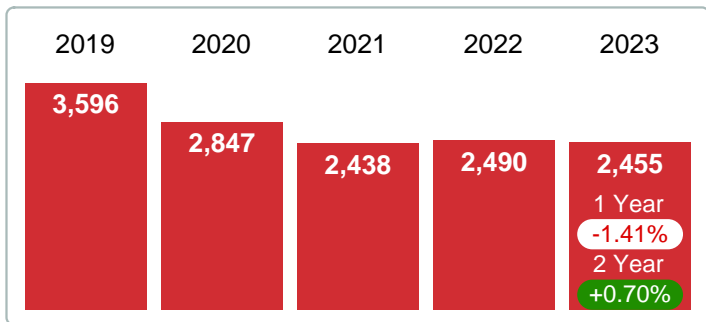
ACTIVE INVENTORY

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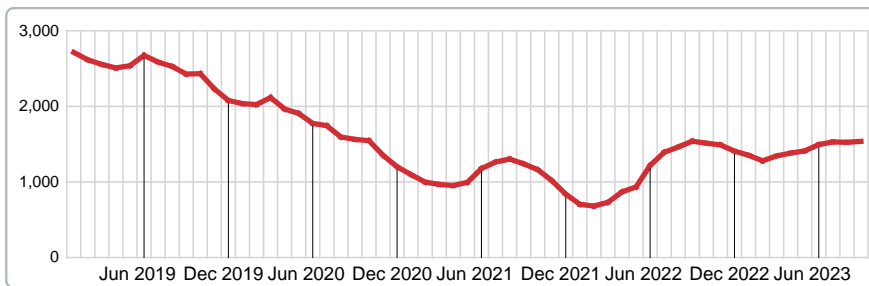
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,661

High Jan 2019 2,714 Low Feb 2022 681

Inventory this month at 1,537
below the 5 yr SEP average of 1,661



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	135	8.78%	77.7	79	50	5	1
\$150,001 - \$225,000	172	11.19%	39.4	34	117	18	3
\$225,001 - \$300,000	241	15.68%	46.2	18	164	53	6
\$300,001 - \$425,000	359	23.36%	55.0	13	152	175	19
\$425,001 - \$525,000	222	14.44%	88.9	6	94	110	12
\$525,001 - \$750,000	257	16.72%	98.0	8	51	148	50
\$750,001 and up	151	9.82%	80.5	4	15	71	61
Total Active Inventory by Units	1,537			162	643	580	152
Total Active Inventory by Volume	716,076,079	100%	68.4	37.58M	219.01M	311.11M	148.38M
Average Active Inventory Listing Price	\$465,892			\$231,992	\$340,603	\$536,396	\$976,157

September 2023



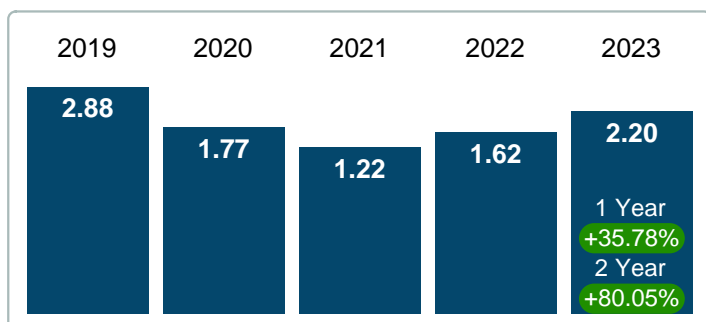
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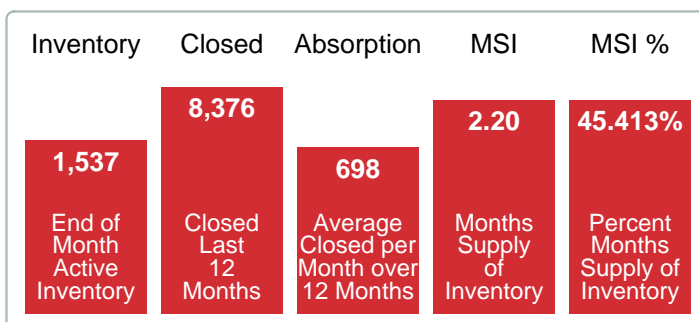
MONTHS SUPPLY of INVENTORY (MSI)

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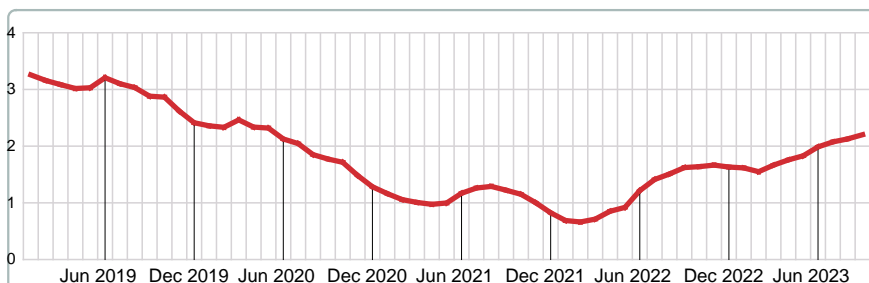
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

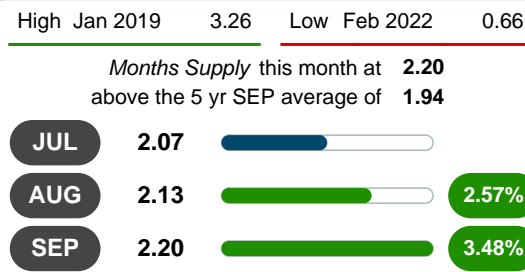


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1.94



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
\$150,000 and less	135	8.78%	1.11	1.48	0.81	0.83	1.50
\$150,001 - \$225,000	172	11.19%	1.09	1.78	0.97	1.09	2.25
\$225,001 - \$300,000	241	15.68%	1.58	2.77	1.62	1.28	1.76
\$300,001 - \$425,000	359	23.36%	2.58	2.64	2.91	2.42	2.04
\$425,001 - \$525,000	222	14.44%	4.11	3.60	6.60	3.58	1.64
\$525,001 - \$750,000	257	16.72%	5.17	16.00	5.61	4.95	4.88
\$750,001 and up	151	9.82%	6.64	6.86	5.00	5.50	9.76
Market Supply of Inventory (MSI)			2.20	1.87	1.77	2.77	3.94
Total Active Inventory by Units		100%	2.20	162	643	580	152

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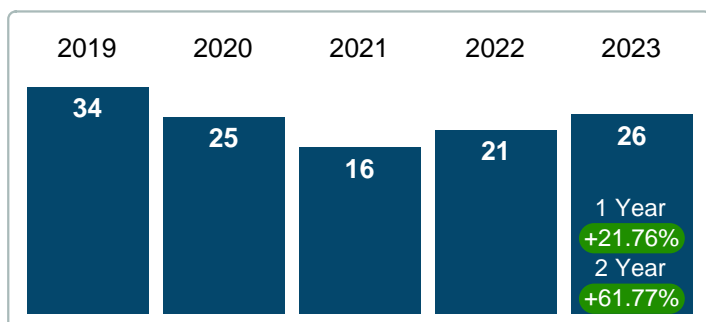
Area Delimited by County Of Tulsa - Residential Property Type



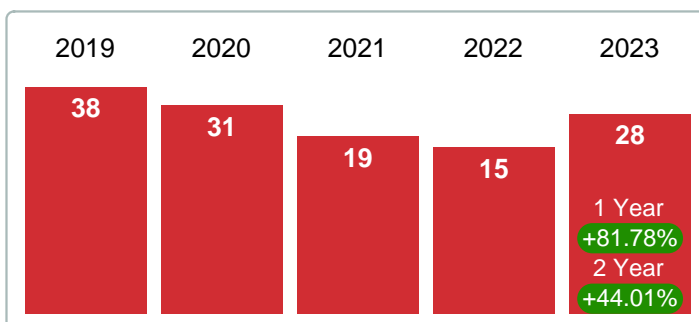
AVERAGE DAYS ON MARKET TO SALE

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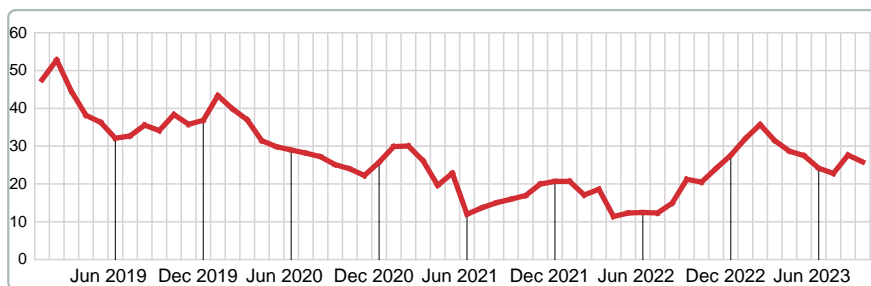
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

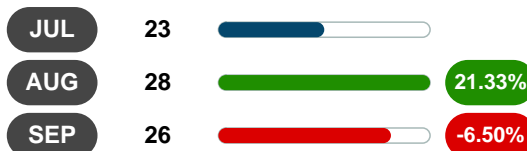


3 MONTHS

5 year SEP AVG = 24

High Feb 2019 53 Low Apr 2022 11

Average Days on Market to Sale this month at 26 above the 5 yr SEP average of 24



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	7.50%	30	37	21	2	0
\$100,001 - \$175,000	15.01%	11	11	11	12	0
\$175,001 - \$200,000	8.51%	15	28	12	24	0
\$200,001 - \$300,000	31.60%	16	17	15	17	53
\$300,001 - \$350,000	10.82%	37	13	42	34	50
\$350,001 - \$500,000	16.02%	40	23	36	42	53
\$500,001 and up	10.53%	51	0	65	47	49
Average Closed DOM		26	23	20	34	50
Total Closed Units	100%	693	93	375	198	27
Total Closed Volume		207,724,377	14.74M	94.63M	83.01M	15.34M

September 2023



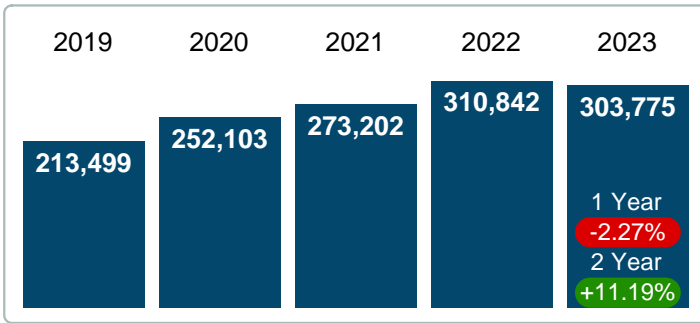
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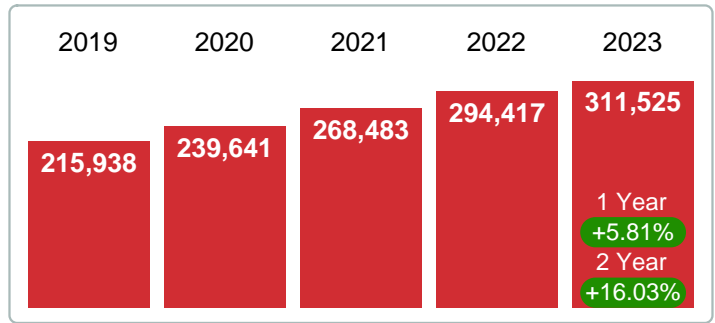
AVERAGE LIST PRICE AT CLOSING

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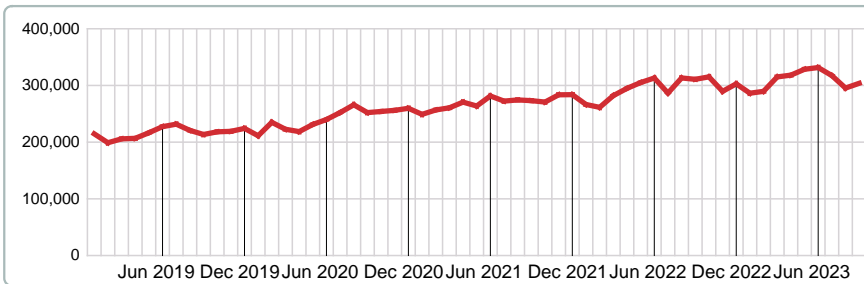
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

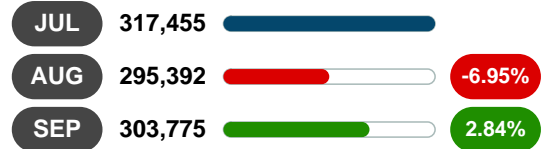


3 MONTHS

5 year SEP AVG = 270,684

High Jun 2023 331,546 Low Feb 2019 198,959

Average List Price at Closing this month at **303,775**
above the 5 yr SEP average of **270,684**



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	7.22%	71,291	75,419	73,883	45,000	0
\$100,001 - \$175,000	14.86%	143,268	137,255	149,176	149,271	0
\$175,001 - \$200,000	9.38%	189,079	199,969	190,072	194,500	0
\$200,001 - \$300,000	30.74%	251,622	242,746	247,529	262,242	295,000
\$300,001 - \$350,000	10.68%	330,469	338,100	329,187	334,364	356,950
\$350,001 - \$500,000	16.31%	416,158	403,980	407,845	426,561	417,333
\$500,001 and up	10.82%	731,052	0	724,606	730,041	772,039
Average List Price		303,775	161,922	254,881	424,286	587,720
Total Closed Units	100%	303,775	93	375	198	27
Total Closed Volume		210,516,209	15.06M	95.58M	84.01M	15.87M

September 2023



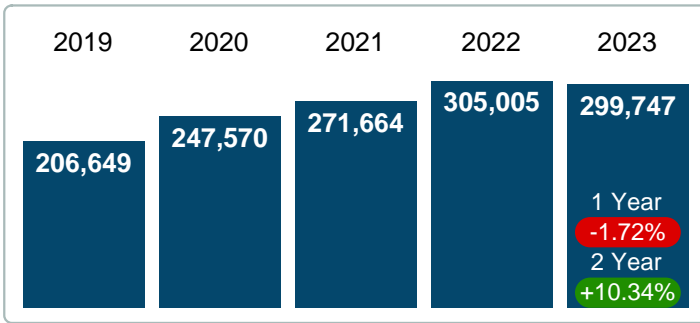
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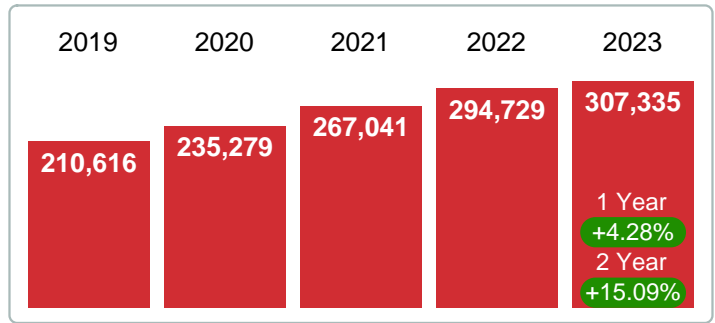
AVERAGE SOLD PRICE AT CLOSING

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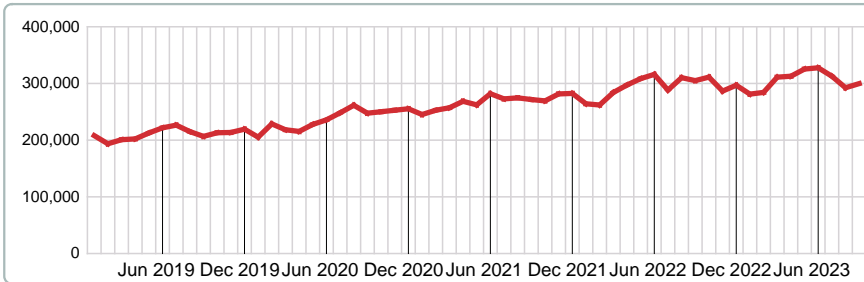
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

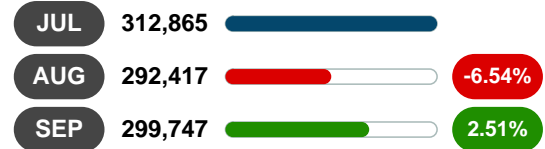


3 MONTHS

5 year SEP AVG = 266,127

High Jun 2023 327,632 Low Feb 2019 193,632

Average Sold Price at Closing this month at **299,747**
 above the 5 yr SEP average of **266,127**



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	7.50%	70,339	69,471	72,953	45,000	0
\$100,001 - \$175,000	15.01%	144,943	137,252	147,944	150,714	0
\$175,001 - \$200,000	8.51%	188,466	191,363	187,890	191,000	0
\$200,001 - \$300,000	31.60%	250,279	241,846	247,584	260,474	290,000
\$300,001 - \$350,000	10.82%	328,479	333,450	325,298	329,755	344,000
\$350,001 - \$500,000	16.02%	412,052	398,000	399,220	420,003	410,374
\$500,001 and up	10.53%	721,756	0	703,319	722,249	741,315
Average Sold Price		299,747	158,501	252,354	419,249	568,140
Total Closed Units	100%	299,747	93	375	198	27
Total Closed Volume		207,724,377	14.74M	94.63M	83.01M	15.34M

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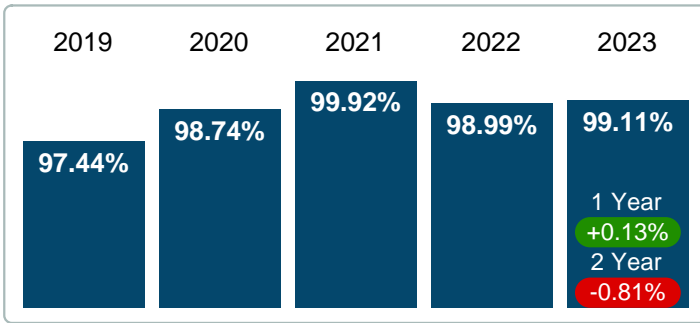
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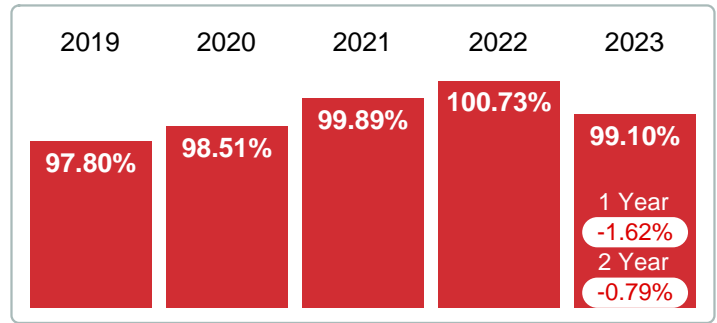
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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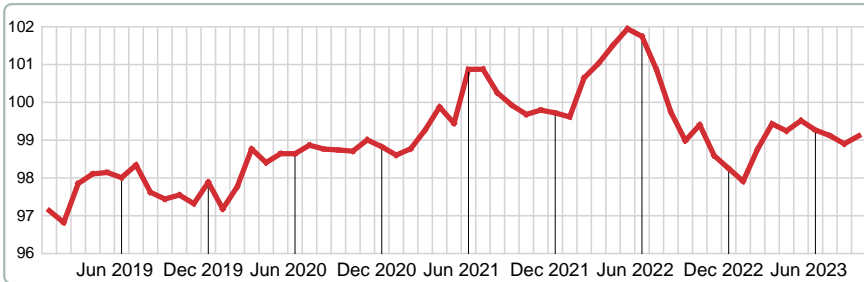
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

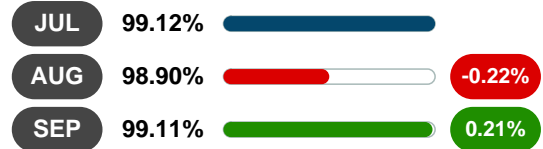


3 MONTHS

5 year SEP AVG = 98.84%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **99.11%** equal to 5 yr SEP average of **98.84%**



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	52	7.50%	95.18%	92.56%	98.99%	100.00%	0.00%
\$100,001 - \$175,000	104	15.01%	100.14%	100.07%	100.04%	101.26%	0.00%
\$175,001 - \$200,000	59	8.51%	98.74%	96.22%	99.17%	98.46%	0.00%
\$200,001 - \$300,000	219	31.60%	100.43%	99.97%	100.75%	99.51%	98.39%
\$300,001 - \$350,000	75	10.82%	98.73%	98.73%	98.90%	98.72%	96.39%
\$350,001 - \$500,000	111	16.02%	98.38%	98.57%	98.04%	98.54%	98.34%
\$500,001 and up	73	10.53%	98.34%	0.00%	97.75%	99.11%	96.66%
Average Sold/List Ratio			99.10%	97.07%	99.80%	99.02%	97.33%
Total Closed Units		100%	99.10%	93	375	198	27
Total Closed Volume				14.74M	94.63M	83.01M	15.34M

September 2023



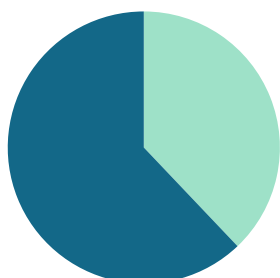
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

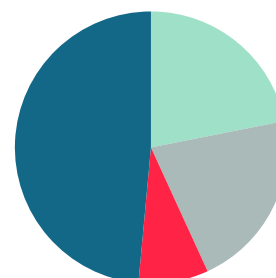


Inventory
 New Listings
931 = 37.91%
 Start Inventory
1,525
 Total Inventory Units
2,456
 Volume
\$1,037,081,605

Market Activity

Closed Sales
693 = 21.88%
 Pending Sales
674 = 21.28%
 Other Off Market
263 = 8.30%
 Active Inventory
1,537 = 48.53%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	911	693	-23.93%	8,305	6,324	-23.85%
Pending Sales	785	674	-14.14%	8,304	6,746	-18.76%
New Listings	1,027	931	-9.35%	10,055	8,492	-15.54%
Average List Price	310,842	303,775	-2.27%	294,417	311,525	5.81%
Average Sale Price	305,005	299,747	-1.72%	294,729	307,335	4.28%
Average Percent of Selling Price to List Price	98.99%	99.11%	0.13%	100.73%	99.10%	-1.62%
Average Days on Market to Sale	21.22	25.83	21.76%	15.43	28.05	81.78%
Monthly Inventory	1,539	1,537	-0.13%	1,539	1,537	-0.13%
Months Supply of Inventory	1.62	2.20	35.78%	1.62	2.20	35.78%

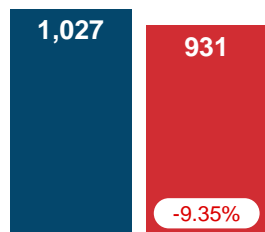
Absorption: Last 12 months, an Average of **698** Sales/Month

Inventory on September 30, 2023 = **1,537** 2022 2023

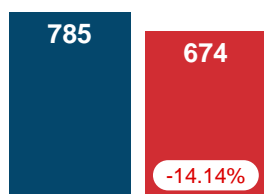
SEPTEMBER MARKET

AVERAGE PRICES

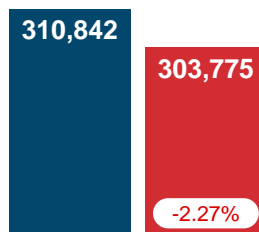
New Listings



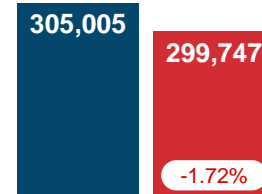
Pending Listings



List Price



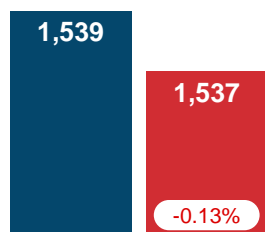
Sale Price



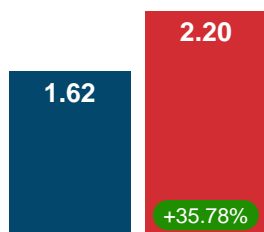
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

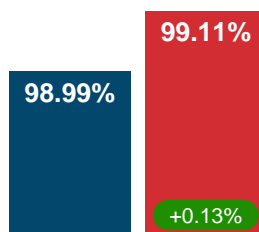
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

