

# September 2023



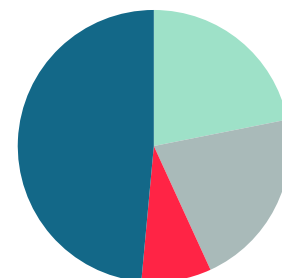
Area Delimited by County Of Tulsa - Residential Property Type



## 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%
Median List Price	250,000	259,900	3.96%
Median Sale Price	251,000	259,500	3.39%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	9.00	12.50%
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.

#### 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 **3.39%** in September 2023 to \$259,500 versus the previous year at \$251,000.

#### Median Days on Market Lengthens

The median number of **9.00** days that homes spent on the market before selling increased by 1.00 days or **12.50%** 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 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.

### 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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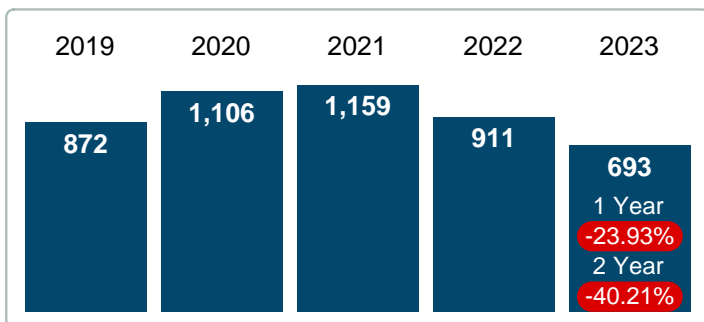
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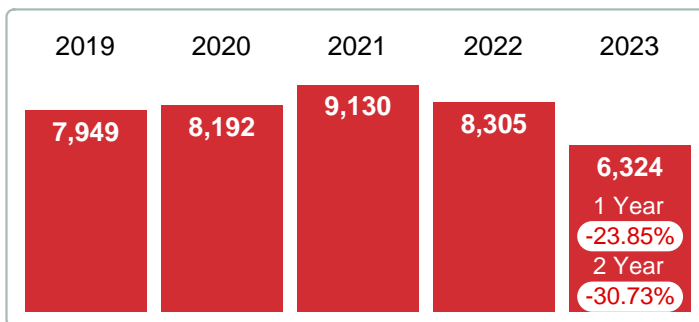
## CLOSED LISTINGS

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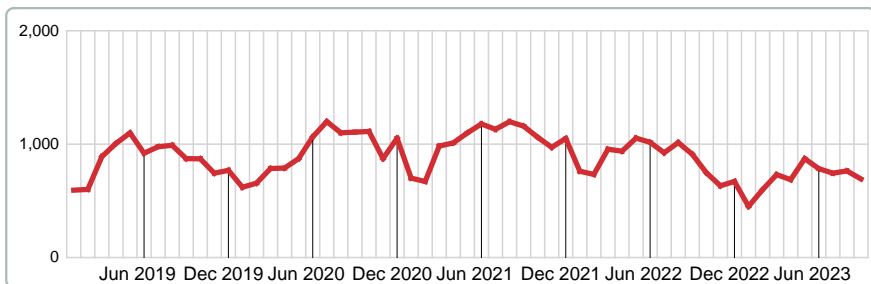
### SEPTEMBER



### YEAR TO DATE (YTD)

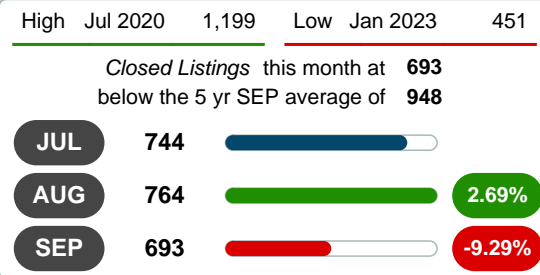


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 948



### 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	52	7.50%	7.0	31	20	1	0
\$100,001 - \$175,000	104	15.01%	6.0	31	66	7	0
\$175,001 - \$200,000	59	8.51%	4.0	8	49	2	0
\$200,001 - \$300,000	219	31.60%	6.0	13	159	45	2
\$300,001 - \$350,000	75	10.82%	16.0	5	32	36	2
\$350,001 - \$500,000	111	16.02%	25.0	5	33	64	9
\$500,001 and up	73	10.53%	35.0	0	16	43	14
<b>Total Closed Units</b>	<b>693</b>			<b>93</b>	<b>375</b>	<b>198</b>	<b>27</b>
<b>Total Closed Volume</b>	<b>207,724,377</b>	<b>100%</b>	<b>9.0</b>	<b>14.74M</b>	<b>94.63M</b>	<b>83.01M</b>	<b>15.34M</b>
<b>Median Closed Price</b>	<b>\$259,500</b>			<b>\$133,000</b>	<b>\$230,000</b>	<b>\$365,725</b>	<b>\$505,111</b>

# September 2023



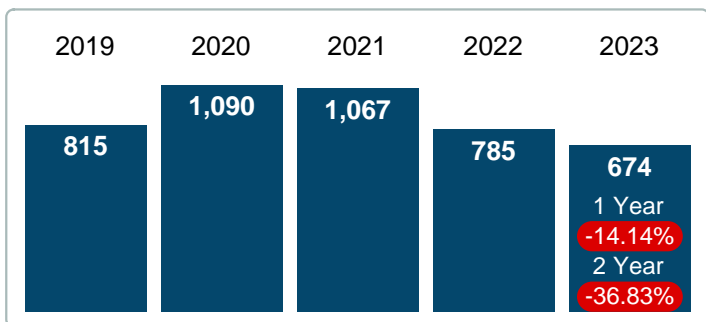
Area Delimited by County Of Tulsa - Residential Property Type



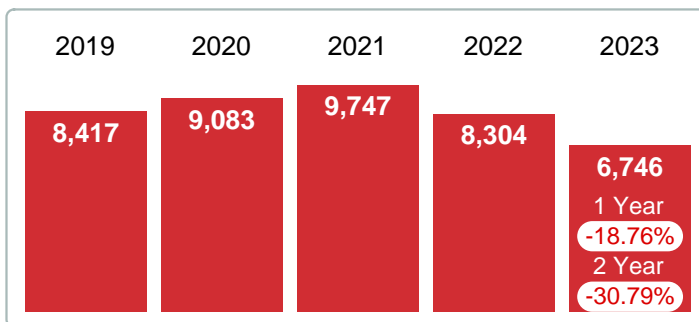
## PENDING LISTINGS

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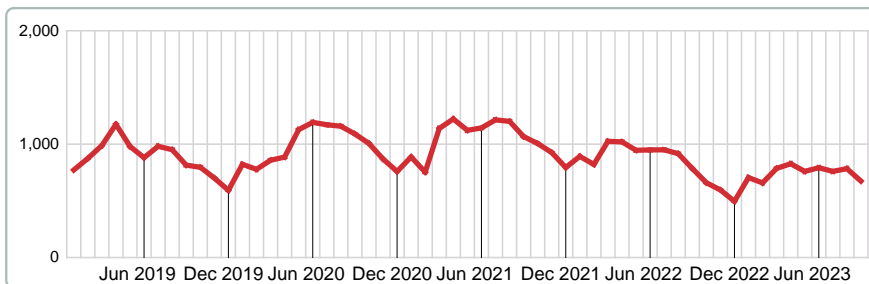
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

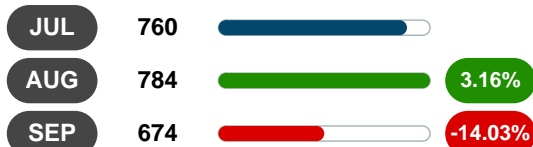


### 3 MONTHS

5 year SEP AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	44	6.53%	14.0	28	13	3	0
\$100,001 - \$175,000	102	15.13%	7.5	32	65	5	0
\$175,001 - \$225,000	104	15.43%	13.0	8	83	12	1
\$225,001 - \$325,000	169	25.07%	14.0	9	97	57	6
\$325,001 - \$400,000	96	14.24%	22.5	3	41	48	4
\$400,001 - \$575,000	87	12.91%	29.0	2	24	47	14
\$575,001 and up	72	10.68%	30.5	2	14	37	19
<b>Total Pending Units</b>	<b>674</b>			<b>84</b>	<b>337</b>	<b>209</b>	<b>44</b>
<b>Total Pending Volume</b>	<b>218,105,338</b>	<b>100%</b>	<b>15.0</b>	<b>13.85M</b>	<b>89.43M</b>	<b>89.52M</b>	<b>25.31M</b>
<b>Median Listing Price</b>	<b>\$269,995</b>			<b>\$125,450</b>	<b>\$230,000</b>	<b>\$359,900</b>	<b>\$519,225</b>

# September 2023



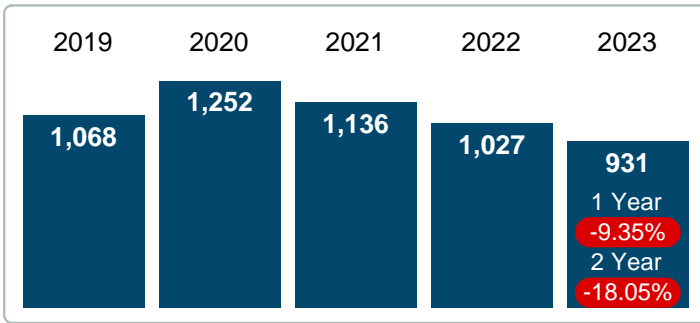
Area Delimited by County Of Tulsa - Residential Property Type



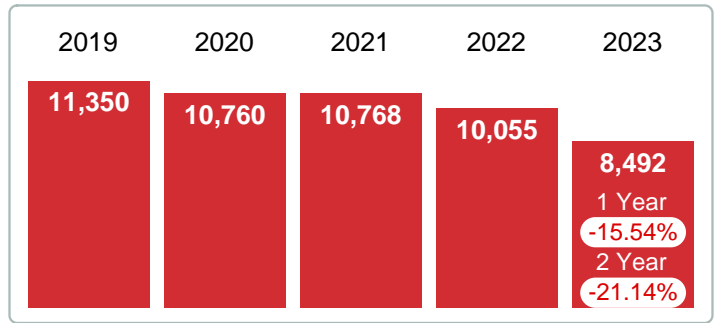
## NEW LISTINGS

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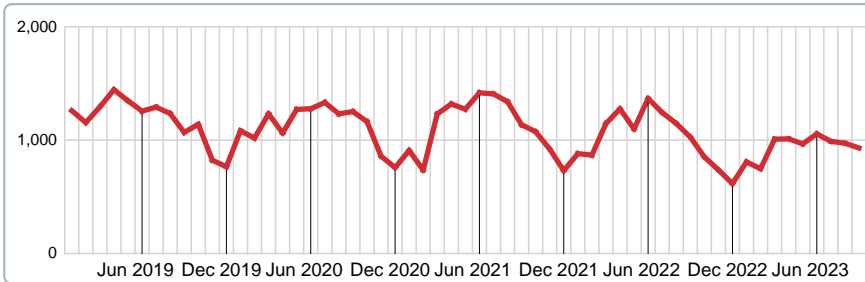
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

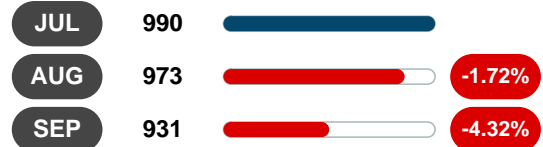


### 3 MONTHS

5 year SEP AVG = 1,083

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
<b>Total New Listed Units</b>	<b>931</b>		<b>122</b>	<b>452</b>	<b>290</b>	<b>67</b>
<b>Total New Listed Volume</b>	<b>331,859,091</b>	<b>100%</b>	<b>23.47M</b>	<b>125.46M</b>	<b>138.49M</b>	<b>44.44M</b>
<b>Median New Listed Listing Price</b>	<b>\$285,500</b>		<b>\$139,900</b>	<b>\$245,000</b>	<b>\$396,495</b>	<b>\$565,000</b>

# September 2023



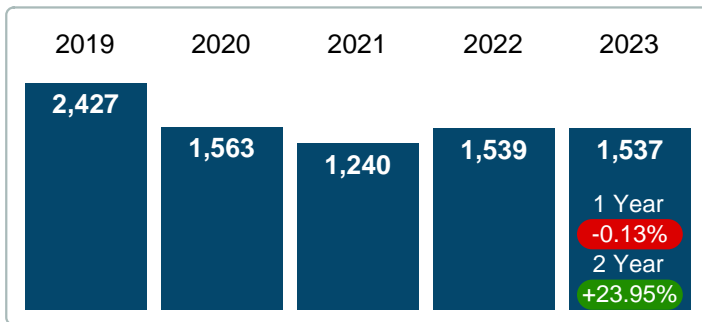
Area Delimited by County Of Tulsa - Residential Property Type



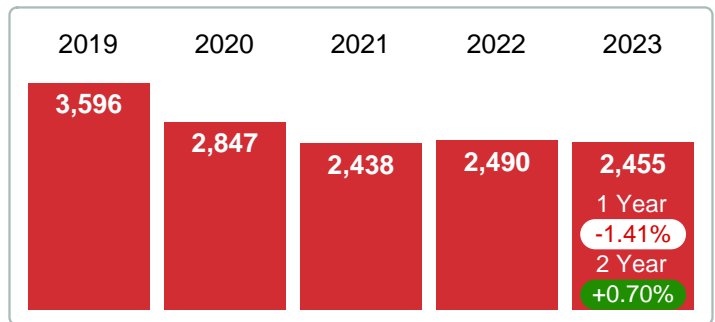
## ACTIVE INVENTORY

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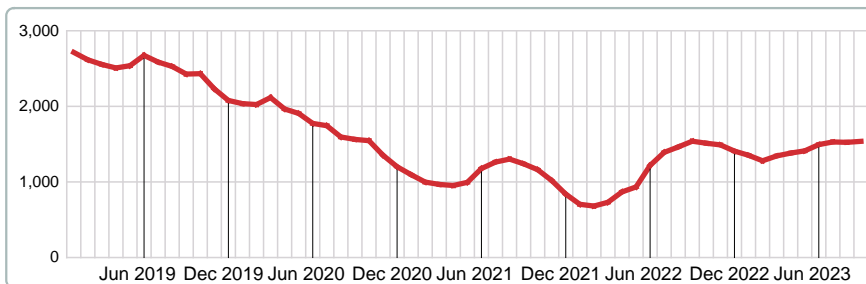
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

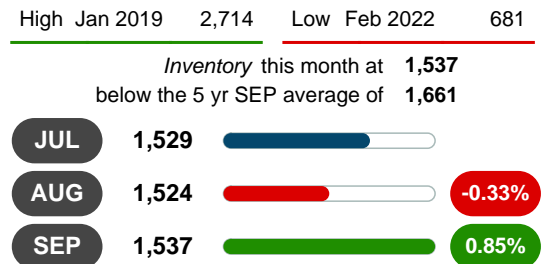


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 1,661



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	135	8.78%	31.0	79	50	5	1
\$150,001 - \$225,000	172	11.19%	29.0	34	117	18	3
\$225,001 - \$300,000	241	15.68%	30.0	18	164	53	6
\$300,001 - \$425,000	359	23.36%	38.0	13	152	175	19
\$425,001 - \$525,000	222	14.44%	72.0	6	94	110	12
\$525,001 - \$750,000	257	16.72%	72.0	8	51	148	50
\$750,001 and up	151	9.82%	64.0	4	15	71	61
<b>Total Active Inventory by Units</b>	<b>1,537</b>			<b>162</b>	<b>643</b>	<b>580</b>	<b>152</b>
<b>Total Active Inventory by Volume</b>	<b>716,076,079</b>	<b>100%</b>	<b>45.0</b>	<b>37.58M</b>	<b>219.01M</b>	<b>311.11M</b>	<b>148.38M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$380,000</b>			<b>\$155,000</b>	<b>\$298,500</b>	<b>\$473,900</b>	<b>\$689,450</b>

# September 2023



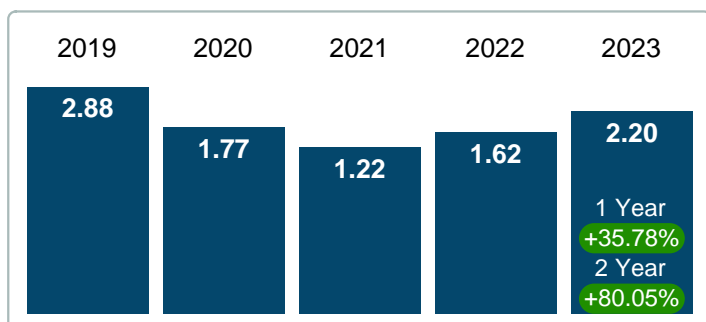
Area Delimited by County Of Tulsa - Residential Property Type



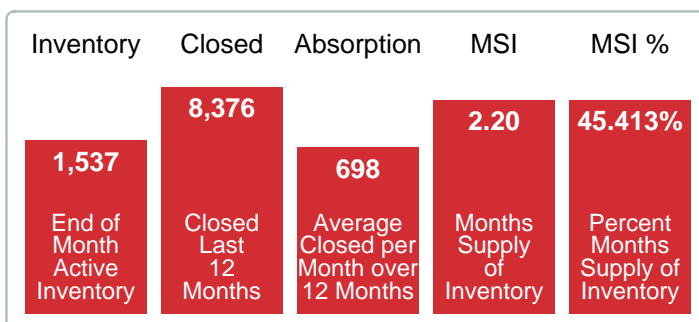
## MONTHS SUPPLY of INVENTORY (MSI)

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

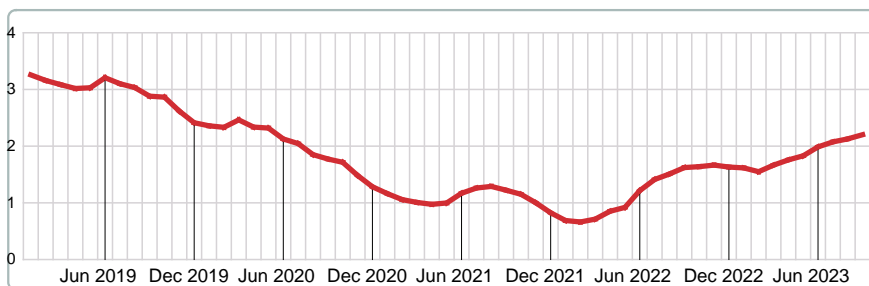
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2023

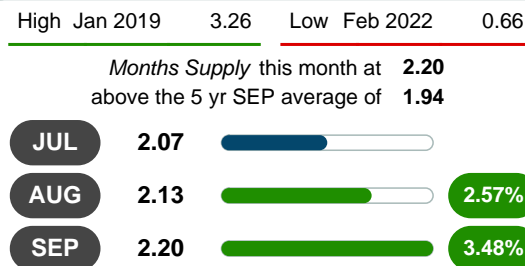


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# September 2023



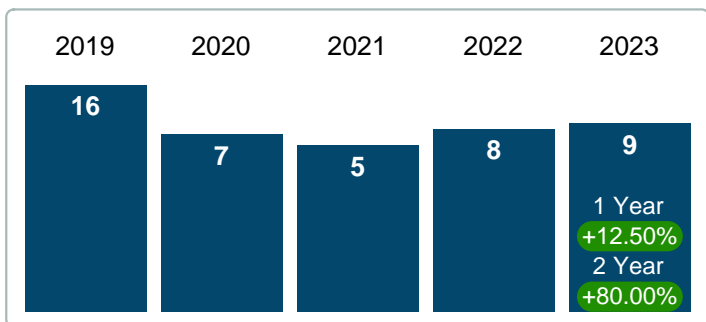
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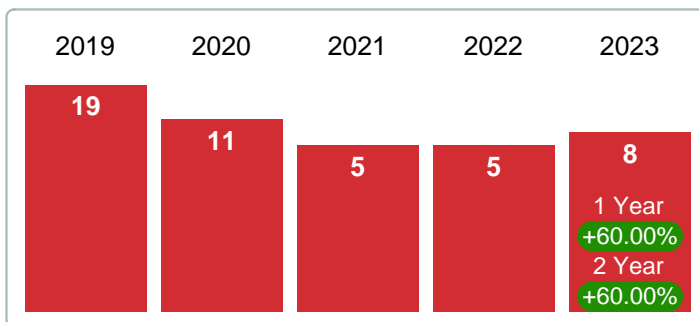
## MEDIAN DAYS ON MARKET TO SALE

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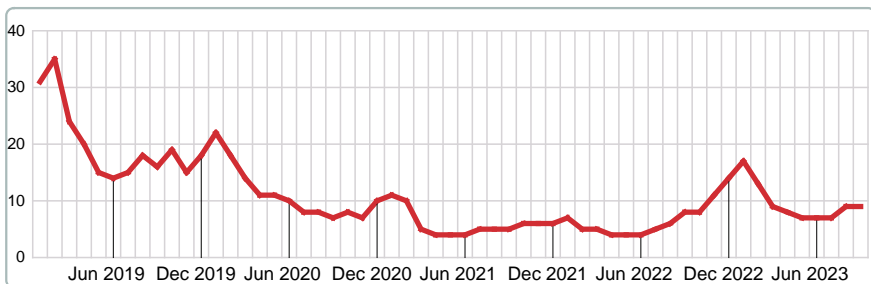
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

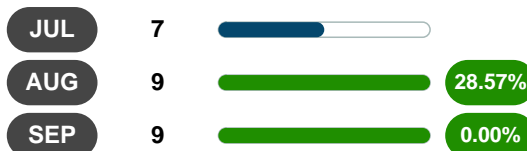


### 3 MONTHS

5 year SEP AVG = 9

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 9 equal to 5 yr SEP average of 9



### 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	7.50%	7	10	6	2	0
\$100,001 - \$175,000	15.01%	6	6	5	7	0
\$175,001 - \$200,000	8.51%	4	20	4	24	0
\$200,001 - \$300,000	31.60%	6	4	6	7	53
\$300,001 - \$350,000	10.82%	16	3	16	17	50
\$350,001 - \$500,000	16.02%	25	5	33	14	39
\$500,001 and up	10.53%	35	0	43	33	40
Median Closed DOM		9	6	7	14	39
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



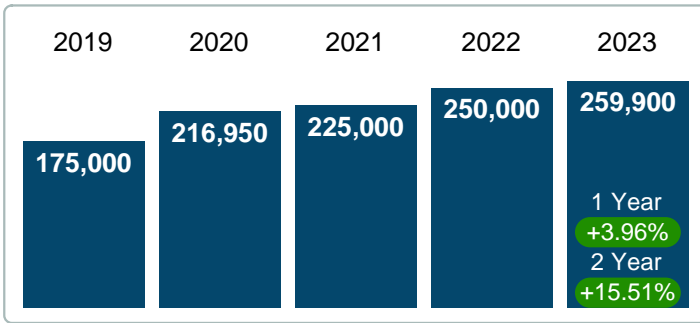
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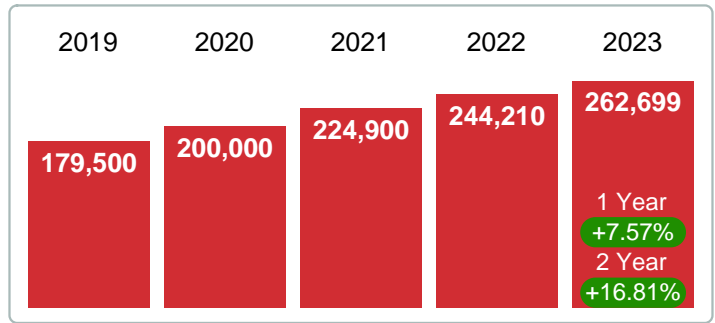
## MEDIAN LIST PRICE AT CLOSING

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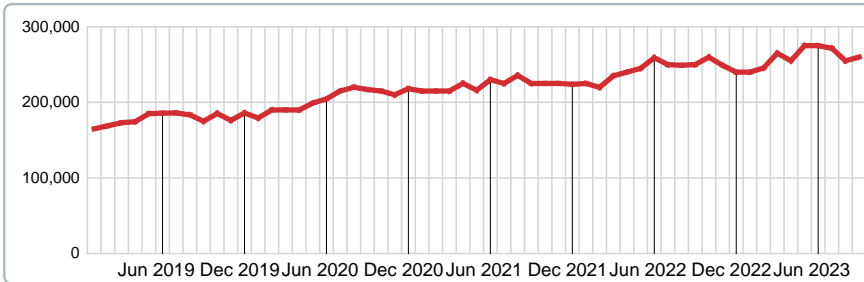
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

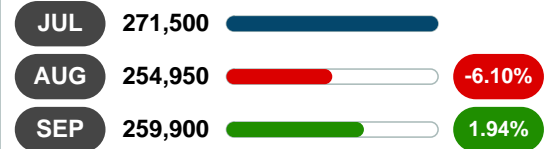


### 3 MONTHS

5 year SEP AVG = 225,370

High Jun 2023 275,000 Low Jan 2019 165,000

Median List Price at Closing this month at **259,900**  
above the 5 yr SEP average of **225,370**



### 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	50	7.22%	75,000	77,450	71,900	45,000	0
\$100,001 - \$175,000	103	14.86%	145,000	130,000	147,000	150,000	0
\$175,001 - \$200,000	65	9.38%	189,000	192,450	189,000	184,500	0
\$200,001 - \$300,000	213	30.74%	247,000	233,950	245,000	264,900	280,000
\$300,001 - \$350,000	74	10.68%	329,900	333,750	322,950	335,000	310,000
\$350,001 - \$500,000	113	16.31%	409,900	397,450	395,000	420,000	405,000
\$500,001 and up	75	10.82%	599,900	0	549,000	597,450	642,450
Median List Price			259,900	135,000	230,000	374,950	539,900
Total Closed Units		100%	259,900	93	375	198	27
Total Closed Volume			210,516,209	15.06M	95.58M	84.01M	15.87M



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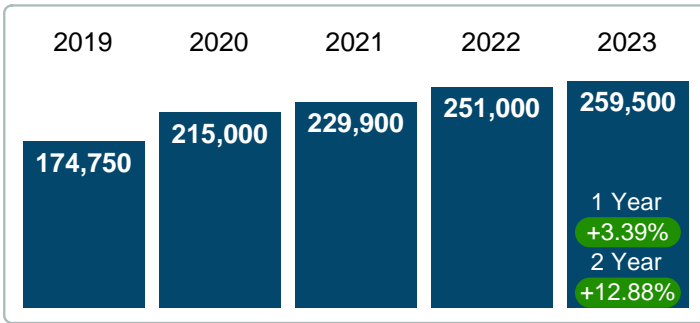
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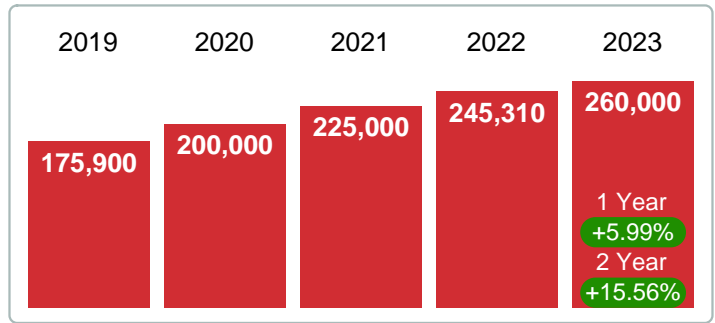
## MEDIAN SOLD PRICE AT CLOSING

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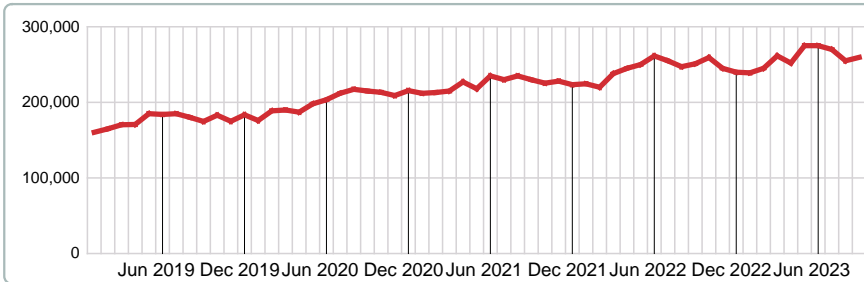
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

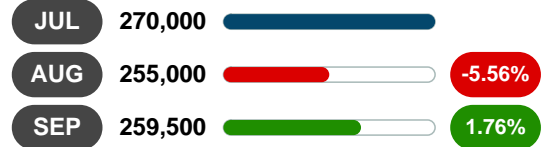


### 3 MONTHS

5 year SEP AVG = 226,030

High Jun 2023 275,000 Low Jan 2019 160,375

Median Sold Price at Closing this month at **259,500**  
above the 5 yr SEP average of **226,030**



### 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	7.50%	72,250	75,000	71,000	45,000	0
\$100,001 - \$175,000	15.01%	147,500	133,000	152,500	150,000	0
\$175,001 - \$200,000	8.51%	189,000	190,000	188,500	191,000	0
\$200,001 - \$300,000	31.60%	246,175	240,000	244,715	260,000	290,000
\$300,001 - \$350,000	10.82%	330,000	330,000	324,200	334,495	344,000
\$350,001 - \$500,000	16.02%	400,000	395,000	389,000	413,950	399,000
\$500,001 and up	10.53%	594,900	0	544,500	594,900	632,500
<b>Median Sold Price</b>		<b>259,500</b>	<b>133,000</b>	<b>230,000</b>	<b>365,725</b>	<b>505,111</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>259,500</b>	<b>93</b>	<b>375</b>	<b>198</b>	<b>27</b>
<b>Total Closed Volume</b>		<b>207,724,377</b>	<b>14.74M</b>	<b>94.63M</b>	<b>83.01M</b>	<b>15.34M</b>

# September 2023



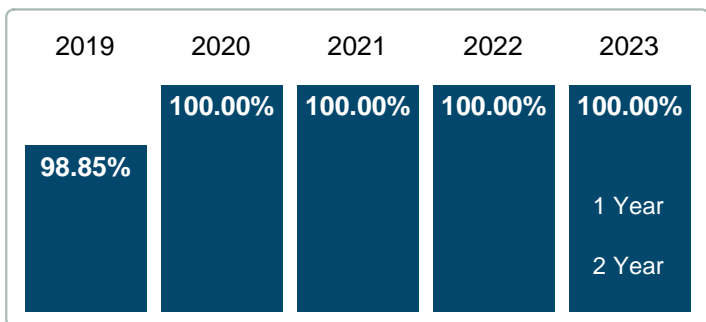
Area Delimited by County Of Tulsa - Residential Property Type



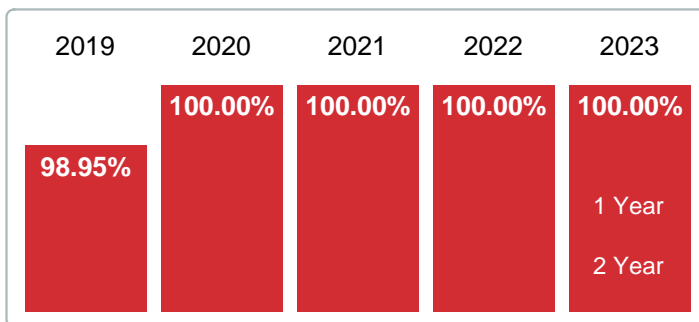
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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 = 99.77%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr SEP average of **99.77%**

- 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	52	7.50%	96.52%	90.56%	100.00%	100.00%	0.00%
\$100,001 - \$175,000	104	15.01%	100.00%	100.00%	100.00%	100.00%	0.00%
\$175,001 - \$200,000	59	8.51%	100.00%	96.14%	100.00%	98.46%	0.00%
\$200,001 - \$300,000	219	31.60%	100.00%	100.00%	100.00%	100.00%	98.39%
\$300,001 - \$350,000	75	10.82%	100.00%	100.00%	100.00%	99.68%	96.39%
\$350,001 - \$500,000	111	16.02%	100.00%	98.82%	100.00%	100.00%	98.48%
\$500,001 and up	73	10.53%	99.67%	0.00%	99.06%	100.00%	97.13%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	98.19%
Total Closed Units		693	100%	93	375	198	27
Total Closed Volume		207,724,377		14.74M	94.63M	83.01M	15.34M

# September 2023



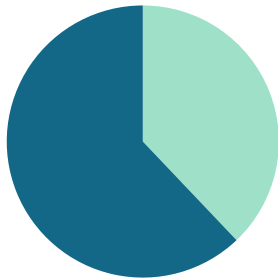
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

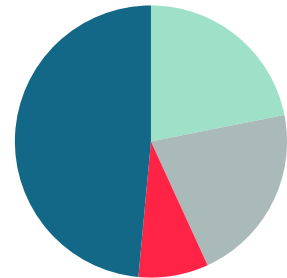


**Inventory**  
 New Listings  
**931 = 37.91%**  
 Start Inventory  
**1,525**  
 Total Inventory Units  
**2,456**  
 Volume  
**\$1,037,081,605**

### 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%
Median List Price	250,000	259,900	3.96%	244,210	262,699	7.57%
Median Sale Price	251,000	259,500	3.39%	245,310	260,000	5.99%
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	9.00	12.50%	5.00	8.00	60.00%
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%

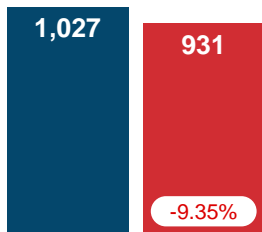
**Absorption:** Last 12 months, an Average of **698** Sales/Month

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

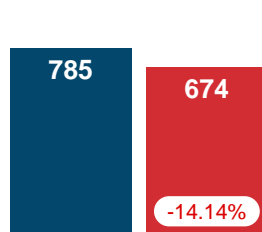
### SEPTEMBER MARKET

### MEDIAN PRICES

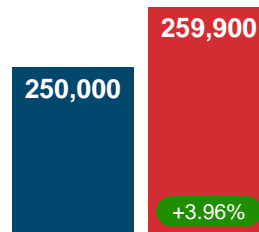
#### New Listings



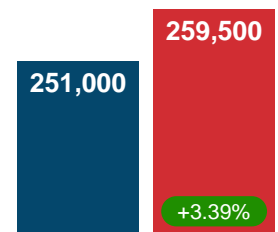
#### Pending Listings



#### List Price



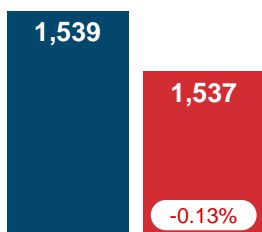
#### Sale Price



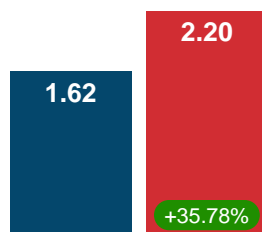
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

