

October 2023



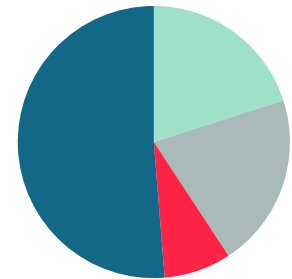
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	October 2023	+/-%
Closed Listings	1,084	1,007	-7.10%
Pending Listings	961	1,039	8.12%
New Listings	1,265	1,381	9.17%
Average List Price	305,436	314,046	2.82%
Average Sale Price	301,803	306,475	1.55%
Average Percent of Selling Price to List Price	99.41%	98.02%	-1.40%
Average Days on Market to Sale	21.83	29.73	36.20%
End of Month Inventory	2,465	2,575	4.46%
Months Supply of Inventory	1.81	2.48	37.15%



■ Closed (20.05%)
■ Pending (20.69%)
■ Other OffMarket (7.98%)
■ Active (51.27%)

Absorption: Last 12 months, an Average of **1,039** Sales/Month
Active Inventory as of October 31, 2023 = **2,575**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2023 rose **4.46%** to 2,575 existing homes available for sale. Over the last 12 months this area has had an average of 1,039 closed sales per month. This represents an unsold inventory index of **2.48** 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 **1.55%** in October 2023 to \$306,475 versus the previous year at \$301,803.

Average Days on Market Lengthens

The average number of **29.73** days that homes spent on the market before selling increased by 7.90 days or **36.20%** in October 2023 compared to last year's same month at **21.83** DOM.

Sales Success for October 2023 is Positive

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

There were 1,381 New Listings in October 2023, up **9.17%** from last year at 1,265. Furthermore, there were 1,007 Closed Listings this month versus last year at 1,084, a **-7.10%** decrease.

Closed versus Listed trends yielded a **72.9%** ratio, down from previous year's, October 2022, at **85.7%**, a **14.91%** downswing. This will certainly create pressure on an increasing 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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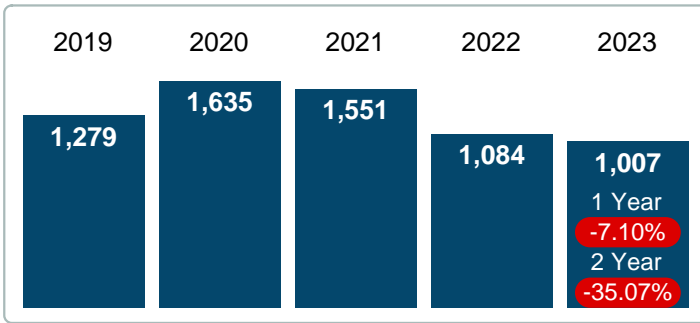
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



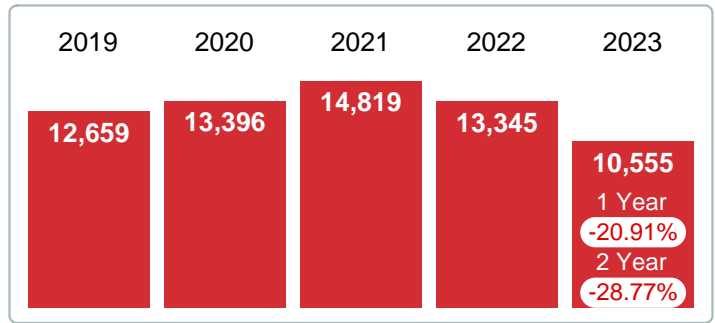
CLOSED LISTINGS

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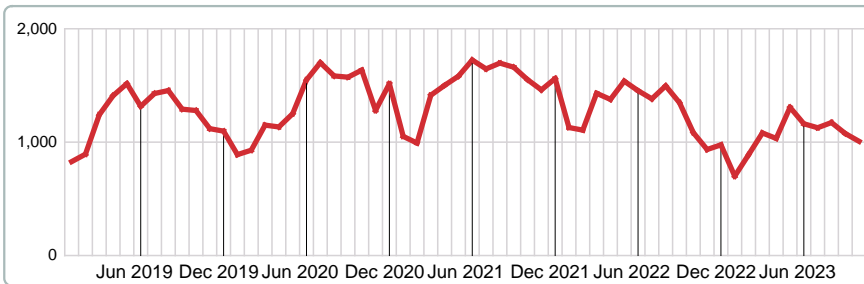
OCTOBER



YEAR TO DATE (YTD)

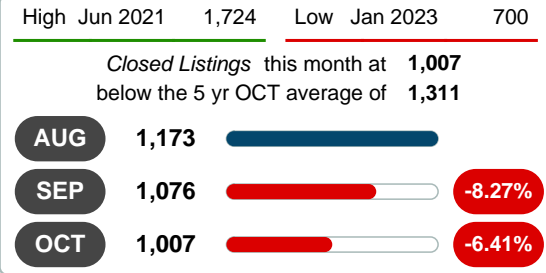


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,311



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	86	8.54%	21.0	43	38	4	1
\$100,001 - \$175,000	139	13.80%	20.0	40	86	13	0
\$175,001 - \$225,000	153	15.19%	19.8	11	125	17	0
\$225,001 - \$300,000	231	22.94%	26.0	16	152	61	2
\$300,001 - \$375,000	158	15.69%	30.8	8	68	77	5
\$375,001 - \$525,000	128	12.71%	46.7	5	39	68	16
\$525,001 and up	112	11.12%	49.0	1	22	53	36
Total Closed Units	1,007			124	530	293	60
Total Closed Volume	308,620,811	100%	29.7	20.10M	135.16M	115.63M	37.74M
Average Closed Price	\$306,475			\$162,094	\$255,010	\$394,627	\$629,000

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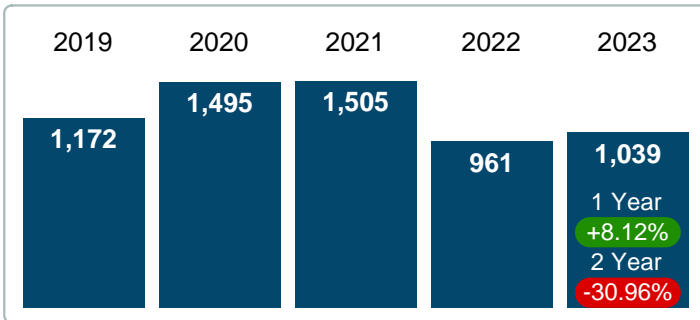
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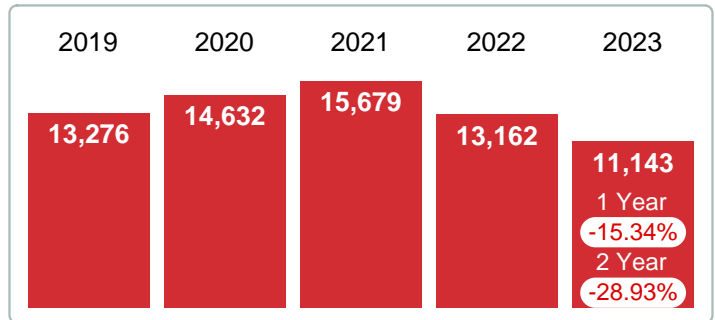
PENDING LISTINGS

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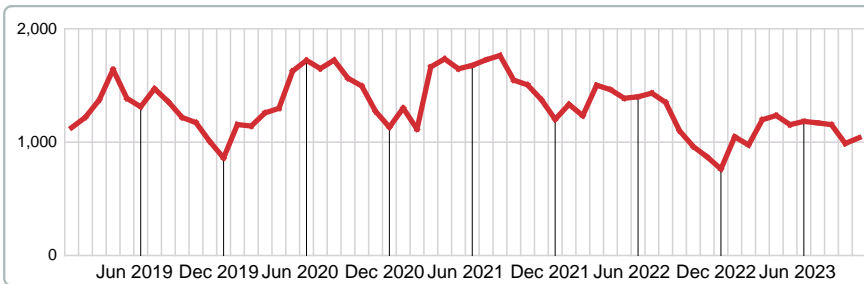
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,234

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,039 below the 5 yr OCT average of 1,234



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	84	8.08%	36.0	42	34	8	0
\$100,001 - \$175,000	158	15.21%	25.5	45	102	11	0
\$175,001 - \$200,000	99	9.53%	23.8	5	78	16	0
\$200,001 - \$275,000	253	24.35%	31.2	17	185	46	5
\$275,001 - \$375,000	207	19.92%	35.9	11	100	94	2
\$375,001 - \$525,000	134	12.90%	46.6	3	47	70	14
\$525,001 and up	104	10.01%	61.4	1	23	50	30
Total Pending Units	1,039			124	569	295	51
Total Pending Volume	312,250,958	100%	33.9	19.37M	145.44M	116.64M	30.80M
Average Listing Price	\$291,549			\$156,224	\$255,606	\$395,389	\$603,914

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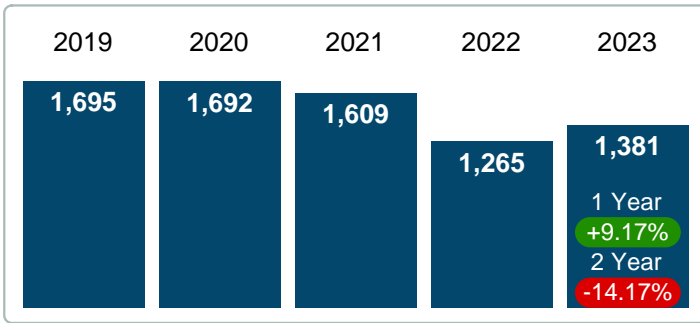
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



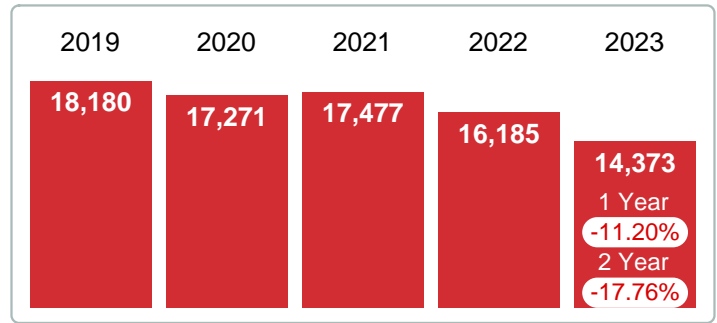
NEW LISTINGS

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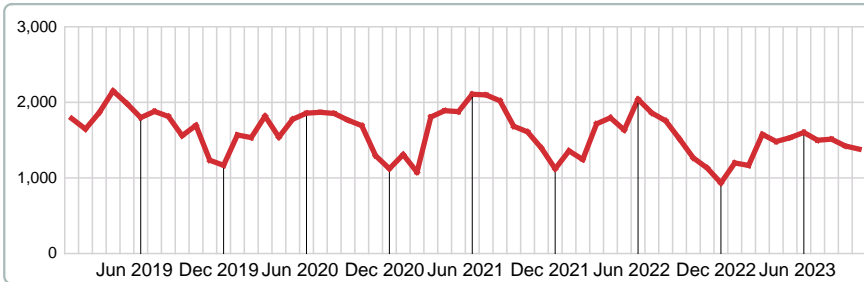
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

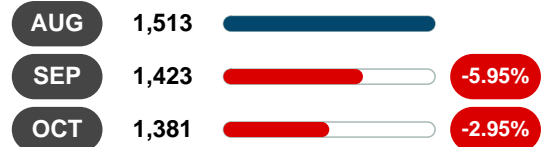


3 MONTHS

5 year OCT AVG = 1,528

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at **1,381**
below the 5 yr OCT average of **1,528**



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	137	9.92%	66	56	14	1
\$125,001 - \$175,000	145	10.50%	36	88	21	0
\$175,001 - \$225,000	194	14.05%	15	146	33	0
\$225,001 - \$325,000	387	28.02%	21	246	113	7
\$325,001 - \$400,000	184	13.32%	7	64	101	12
\$400,001 - \$575,000	195	14.12%	17	59	98	21
\$575,001 and up	139	10.07%	3	26	71	39
Total New Listed Units	1,381		165	685	451	80
Total New Listed Volume	470,064,867	100%	33.04M	190.69M	191.27M	55.07M
Average New Listed Listing Price	\$281,381		\$200,225	\$278,383	\$424,097	\$688,349

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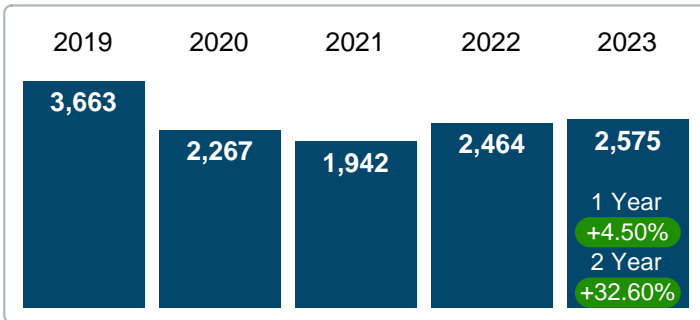
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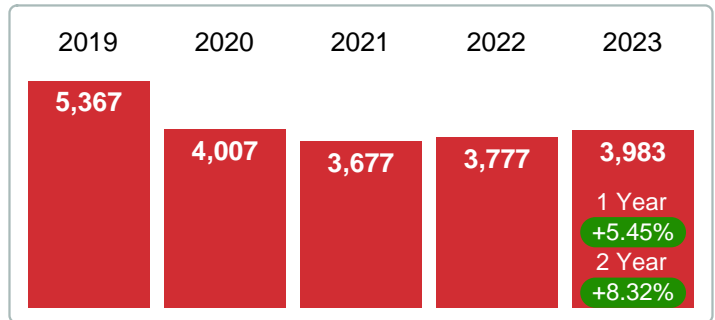
ACTIVE INVENTORY

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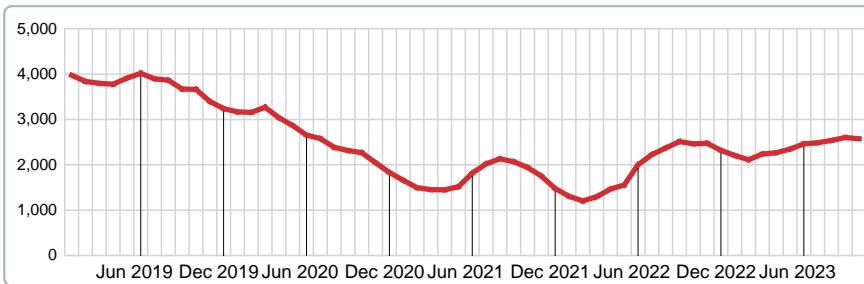
END OF OCTOBER



ACTIVE DURING OCTOBER

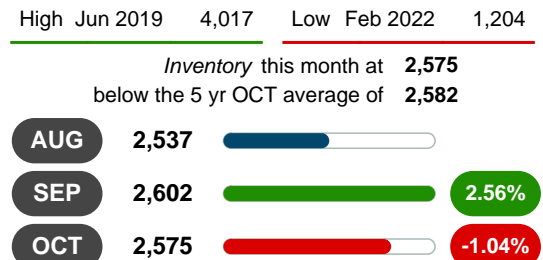


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2,582



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	219	8.50%	76.9	116	86	15	2
\$125,001 - \$200,000	282	10.95%	49.1	63	176	38	5
\$200,001 - \$275,000	374	14.52%	51.0	32	255	77	10
\$275,001 - \$425,000	718	27.88%	61.5	27	351	307	33
\$425,001 - \$525,000	361	14.02%	88.8	15	135	188	23
\$525,001 - \$700,000	357	13.86%	101.4	12	71	213	61
\$700,001 and up	264	10.25%	84.4	9	46	111	98
Total Active Inventory by Units	2,575			274	1,120	949	232
Total Active Inventory by Volume	1,144,620,737	100%	71.6	64.86M	386.97M	481.93M	210.86M
Average Active Inventory Listing Price	\$444,513			\$236,716	\$345,511	\$507,830	\$908,868

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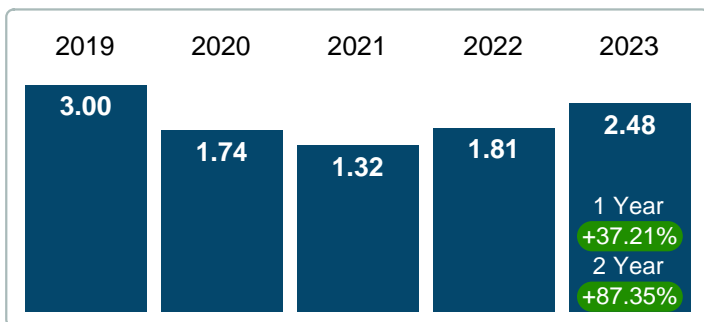
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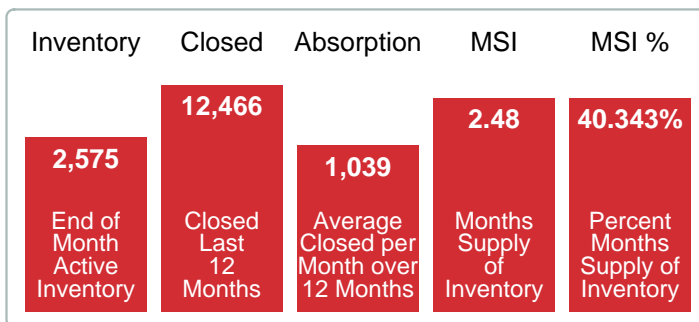
MONTHS SUPPLY of INVENTORY (MSI)

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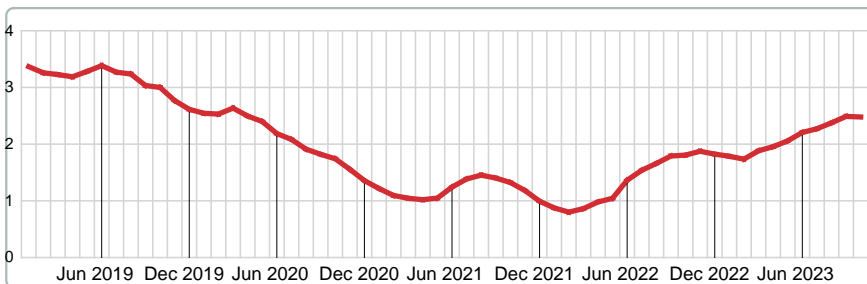
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

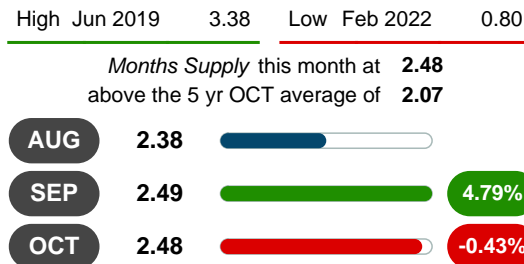


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.07



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	219	8.50%	1.72	1.89	1.50	2.17	1.20
\$125,001 - \$200,000	282	10.95%	1.31	1.78	1.12	1.82	2.31
\$200,001 - \$275,000	374	14.52%	1.54	2.72	1.40	1.71	2.73
\$275,001 - \$425,000	718	27.88%	2.61	2.82	2.81	2.46	2.04
\$425,001 - \$525,000	361	14.02%	4.67	7.50	5.89	4.38	2.42
\$525,001 - \$700,000	357	13.86%	5.76	16.00	5.80	5.85	4.85
\$700,001 and up	264	10.25%	6.80	13.50	7.89	5.24	8.78
Market Supply of Inventory (MSI)			2.48	2.26	1.99	3.18	4.08
Total Active Inventory by Units		100%	2,575	274	1,120	949	232

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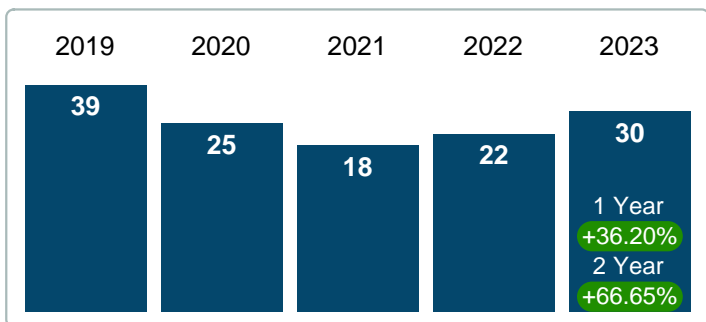
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



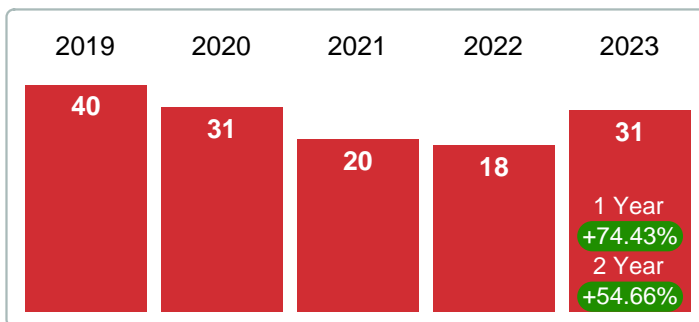
AVERAGE DAYS ON MARKET TO SALE

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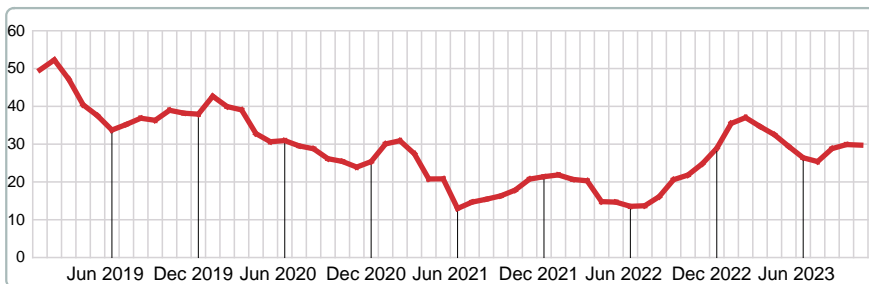
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 27

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 30 above the 5 yr OCT 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	8.54%	21	18	24	27	21
\$100,001 - \$175,000	13.80%	20	21	17	34	0
\$175,001 - \$225,000	15.19%	20	19	20	19	0
\$225,001 - \$300,000	22.94%	26	48	23	27	33
\$300,001 - \$375,000	15.69%	31	27	23	38	26
\$375,001 - \$525,000	12.71%	47	62	38	50	50
\$525,001 and up	11.12%	49	12	52	48	50
Average Closed DOM		30	25	24	39	47
Total Closed Units	100%	30	124	530	293	60
Total Closed Volume		308,620,811	20.10M	135.16M	115.63M	37.74M

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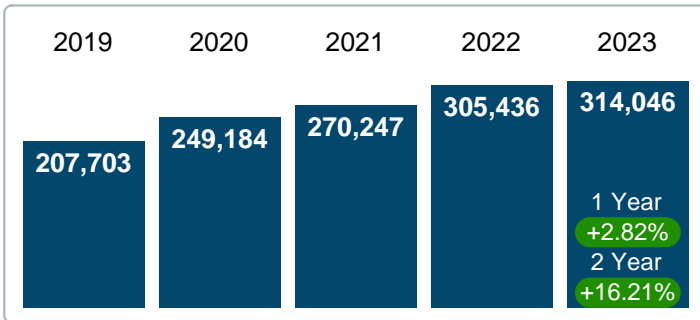
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



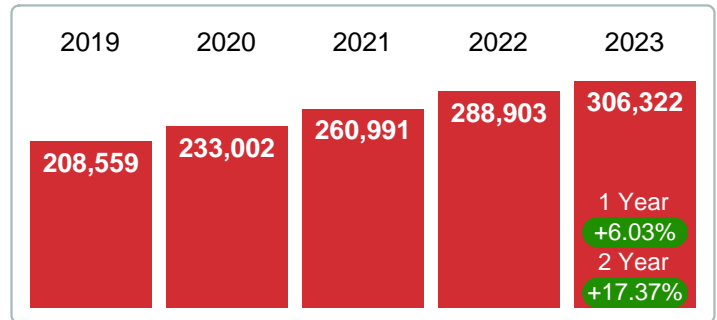
AVERAGE LIST PRICE AT CLOSING

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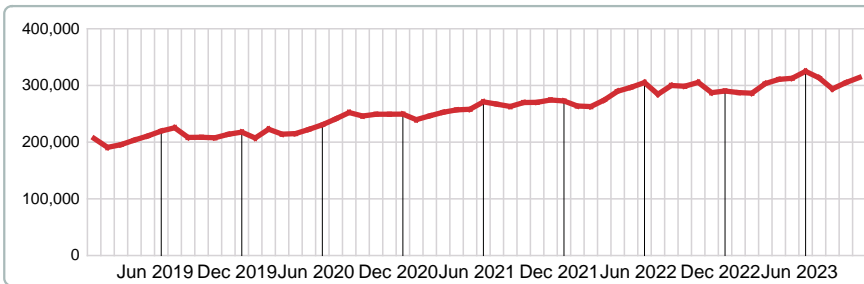
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

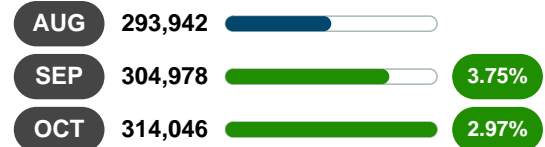


3 MONTHS

5 year OCT AVG = 269,323

High Jun 2023 324,875 Low Feb 2019 190,775

Average List Price at Closing this month at **314,046** above the 5 yr OCT average of **269,323**



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	82	8.14%	71,661	69,953	78,922	74,348	26,000
\$100,001 - \$175,000	134	13.31%	144,476	138,245	151,835	165,015	0
\$175,001 - \$225,000	156	15.49%	201,756	192,709	205,260	199,862	0
\$225,001 - \$300,000	224	22.24%	262,960	269,250	262,415	274,892	260,000
\$300,001 - \$375,000	161	15.99%	335,221	458,625	340,353	339,911	337,280
\$375,001 - \$525,000	134	13.31%	438,906	465,380	435,502	446,569	449,799
\$525,001 and up	116	11.52%	757,306	595,000	712,531	740,190	818,733
Average List Price			314,046	173,843	259,256	404,022	648,393
Total Closed Units		100%	314,046	124	530	293	60
Total Closed Volume			316,244,343	21.56M	137.41M	118.38M	38.90M

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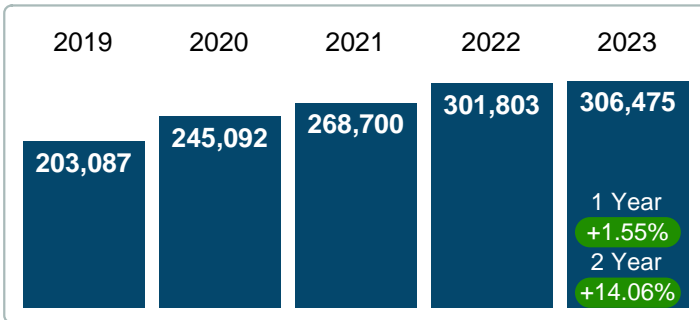
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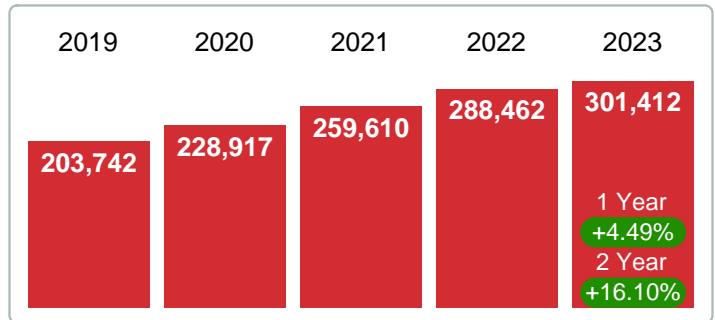
AVERAGE SOLD PRICE AT CLOSING

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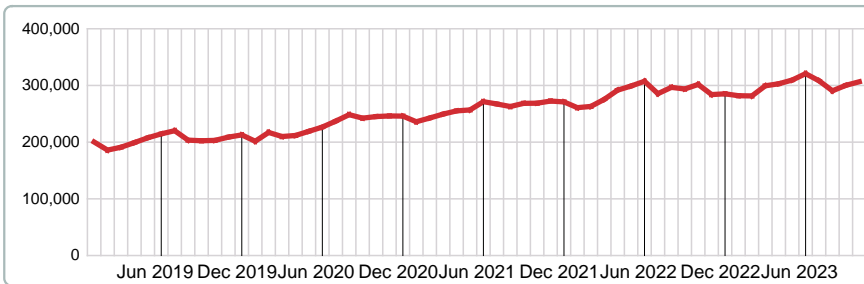
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

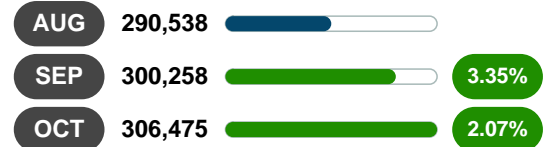


3 MONTHS

5 year OCT AVG = 265,031

High Jun 2023 320,785 Low Feb 2019 185,974

Average Sold Price at Closing this month at **306,475** above the 5 yr OCT average of **265,031**



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	8.54%	68,822	66,512	72,809	67,125	23,400
\$100,001 - \$175,000	13.80%	144,310	135,246	147,388	151,838	0
\$175,001 - \$225,000	15.19%	202,008	195,450	202,945	199,359	0
\$225,001 - \$300,000	22.94%	261,725	264,625	258,469	269,561	247,000
\$300,001 - \$375,000	15.69%	335,683	341,375	335,796	335,159	333,100
\$375,001 - \$525,000	12.71%	436,948	426,980	433,986	437,961	442,974
\$525,001 and up	11.12%	734,912	580,000	695,369	716,274	790,820
Average Sold Price		306,475	162,094	255,010	394,627	629,000
Total Closed Units	100%	306,475	124	530	293	60
Total Closed Volume		308,620,811	20.10M	135.16M	115.63M	37.74M

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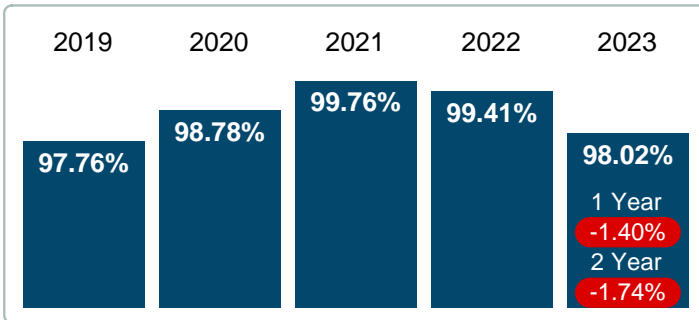
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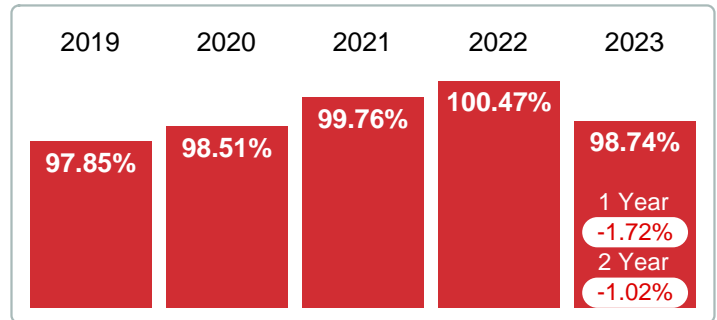
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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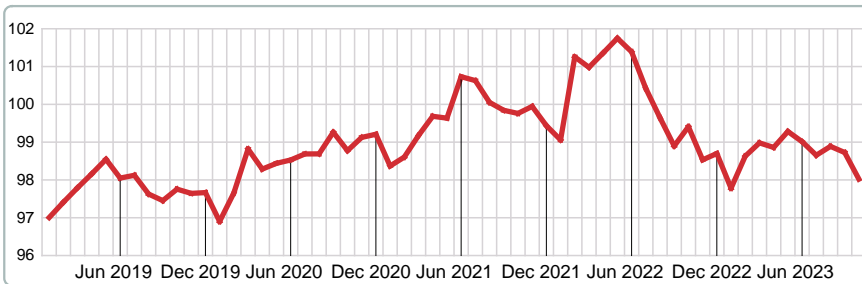
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

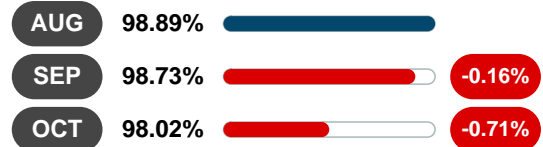


3 MONTHS

5 year OCT AVG = 98.74%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.02%**
below the 5 yr OCT average of **98.74%**



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	86	8.54%	94.84%	97.71%	92.31%	89.21%	90.00%
\$100,001 - \$175,000	139	13.80%	97.21%	98.02%	97.39%	93.55%	0.00%
\$175,001 - \$225,000	153	15.19%	99.44%	101.81%	99.17%	99.91%	0.00%
\$225,001 - \$300,000	231	22.94%	98.50%	98.46%	98.63%	98.30%	95.24%
\$300,001 - \$375,000	158	15.69%	98.07%	84.08%	98.89%	98.74%	98.81%
\$375,001 - \$525,000	128	12.71%	98.46%	92.88%	99.70%	98.13%	98.58%
\$525,001 and up	112	11.12%	97.98%	97.48%	98.28%	97.52%	98.48%
Average Sold/List Ratio		98.00%		97.19%	98.20%	97.99%	98.28%
Total Closed Units		1,007	100%	124	530	293	60
Total Closed Volume		308,620,811		20.10M	135.16M	115.63M	37.74M

October 2023



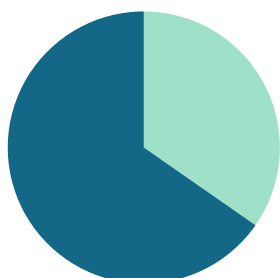
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Nov 13, 2023 for MLS Technology Inc.

INVENTORY

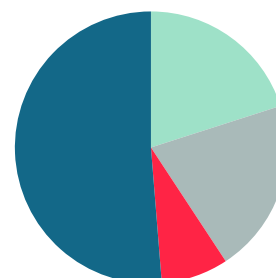


Inventory
 New Listings
1,381 = 34.67%
 Start Inventory
2,602
 Total Inventory Units
3,983
 Volume
\$1,612,272,218

Market Activity

Closed Sales
1,007 = 20.05%
 Pending Sales
1,039 = 20.69%
 Other Off Market
401 = 7.98%
 Active Inventory
2,575 = 51.27%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,084	1,007	-7.10%	13,345	10,555	-20.91%
Pending Sales	961	1,039	8.12%	13,162	11,143	-15.34%
New Listings	1,265	1,381	9.17%	16,185	14,373	-11.20%
Average List Price	305,436	314,046	2.82%	288,903	306,322	6.03%
Average Sale Price	301,803	306,475	1.55%	288,462	301,412	4.49%
Average Percent of Selling Price to List Price	99.41%	98.02%	-1.40%	100.47%	98.74%	-1.72%
Average Days on Market to Sale	21.83	29.73	36.20%	17.51	30.54	74.43%
Monthly Inventory	2,465	2,575	4.46%	2,465	2,575	4.46%
Months Supply of Inventory	1.81	2.48	37.15%	1.81	2.48	37.15%

Absorption: Last 12 months, an Average of **1,039** Sales/Month

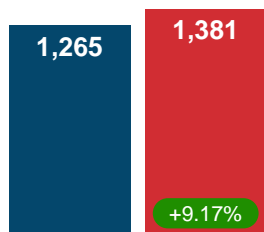
Inventory on October 31, 2023 = **2,575**

2022 **2023**

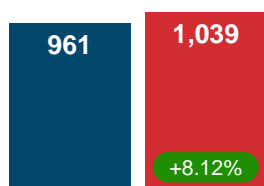
OCTOBER MARKET

AVERAGE PRICES

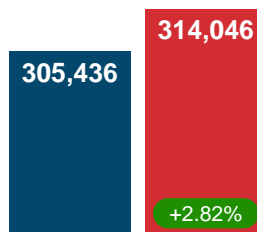
New Listings



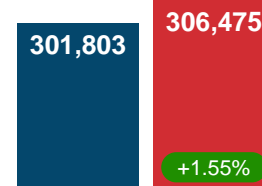
Pending Listings



List Price



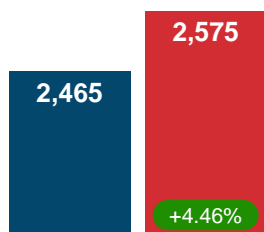
Sale Price



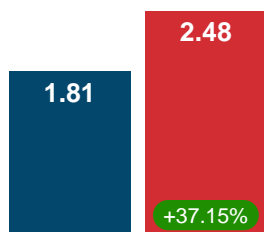
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

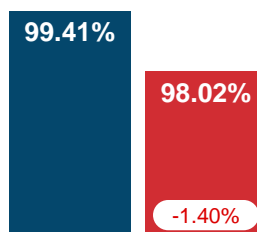
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

