

October 2023



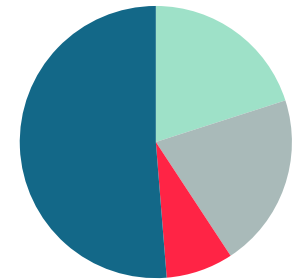
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	255,000	269,900	5.84%
Median Sale Price	254,950	264,990	3.94%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	9.00	14.00	55.56%
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.

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 **3.94%** in October 2023 to \$264,990 versus the previous year at \$254,950.

Median Days on Market Lengthens

The median number of **14.00** days that homes spent on the market before selling increased by 5.00 days or **55.56%** in October 2023 compared to last year's same month at **9.00** DOM.

Sales Success for October 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 1,381 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

October 2023



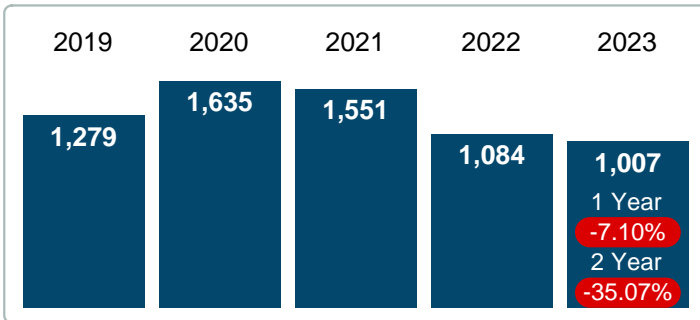
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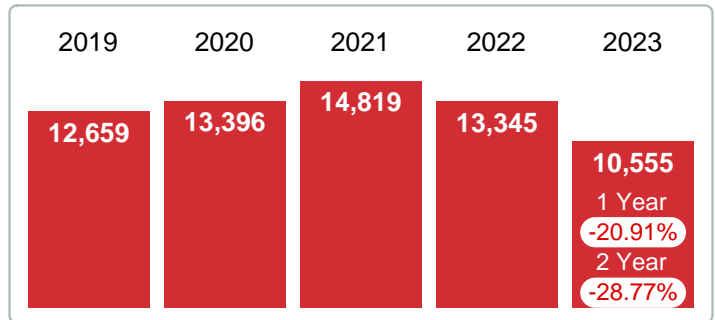
CLOSED LISTINGS

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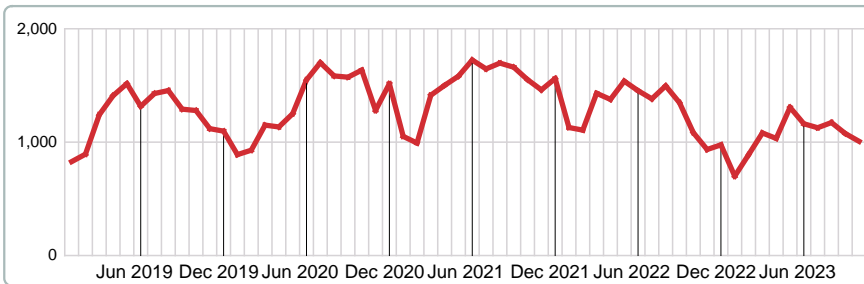
OCTOBER



YEAR TO DATE (YTD)

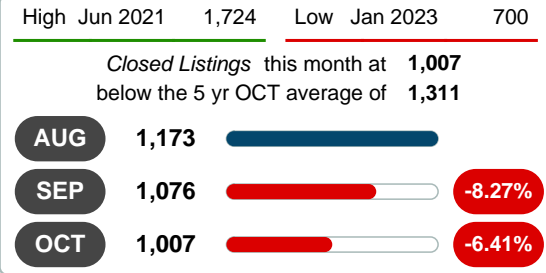


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1,311



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	86	8.54%	10.0	43	38	4	1
\$100,001 - \$175,000	139	13.80%	8.0	40	86	13	0
\$175,001 - \$225,000	153	15.19%	9.0	11	125	17	0
\$225,001 - \$300,000	231	22.94%	13.0	16	152	61	2
\$300,001 - \$375,000	158	15.69%	17.0	8	68	77	5
\$375,001 - \$525,000	128	12.71%	27.0	5	39	68	16
\$525,001 and up	112	11.12%	22.0	1	22	53	36
Total Closed Units	1,007			124	530	293	60
Total Closed Volume	308,620,811	100%	14.0	20.10M	135.16M	115.63M	37.74M
Median Closed Price	\$264,990			\$135,000	\$230,000	\$345,400	\$570,000

October 2023



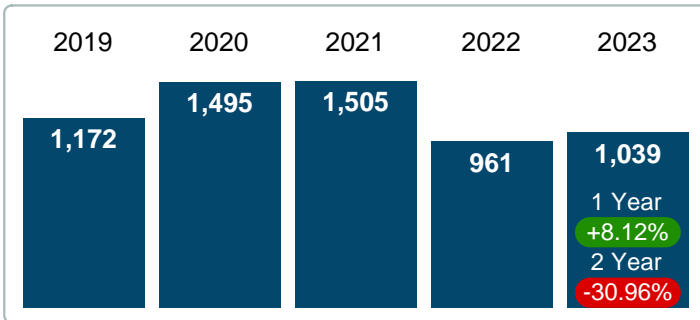
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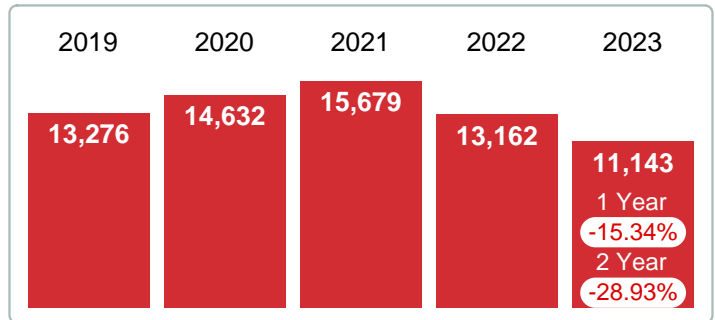
PENDING LISTINGS

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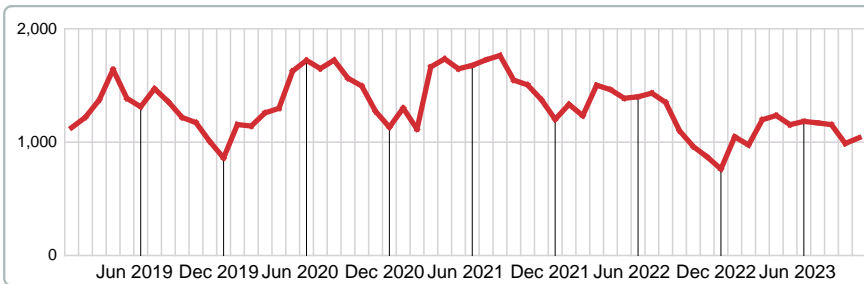
OCTOBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	84	8.08%	18.5	42	34	8	0
\$100,001 - \$175,000	158	15.21%	8.5	45	102	11	0
\$175,001 - \$200,000	99	9.53%	10.0	5	78	16	0
\$200,001 - \$275,000	253	24.35%	19.0	17	185	46	5
\$275,001 - \$375,000	207	19.92%	21.0	11	100	94	2
\$375,001 - \$525,000	134	12.90%	26.0	3	47	70	14
\$525,001 and up	104	10.01%	38.5	1	23	50	30
Total Pending Units	1,039			124	569	295	51
Total Pending Volume	312,250,958	100%	18.0	19.37M	145.44M	116.64M	30.80M
Median Listing Price	\$254,500			\$134,000	\$235,000	\$349,000	\$575,000

October 2023



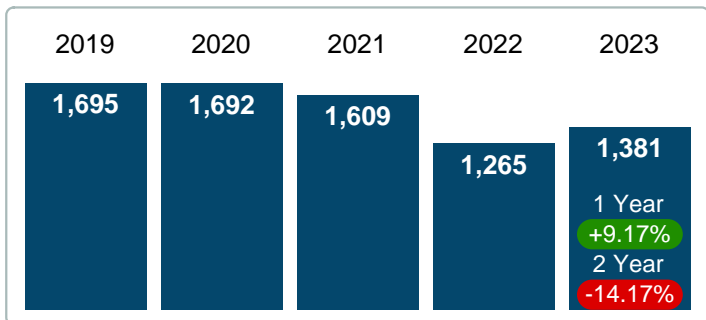
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



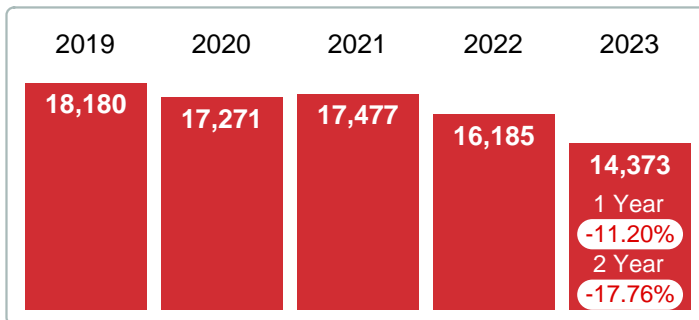
NEW LISTINGS

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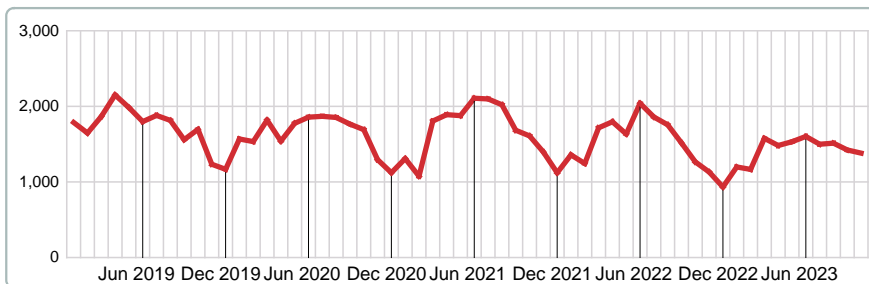
OCTOBER



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
Median New Listed Listing Price	\$285,000		\$145,000	\$249,900	\$349,990	\$570,000

October 2023



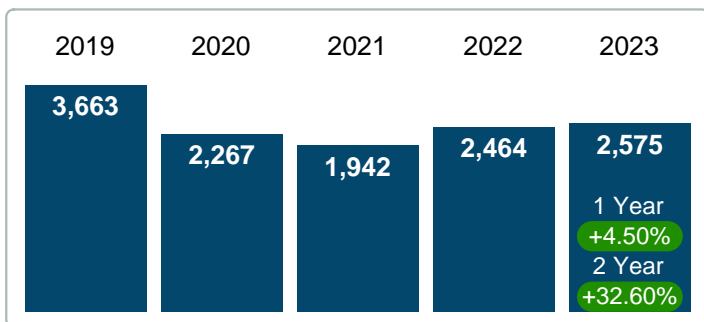
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



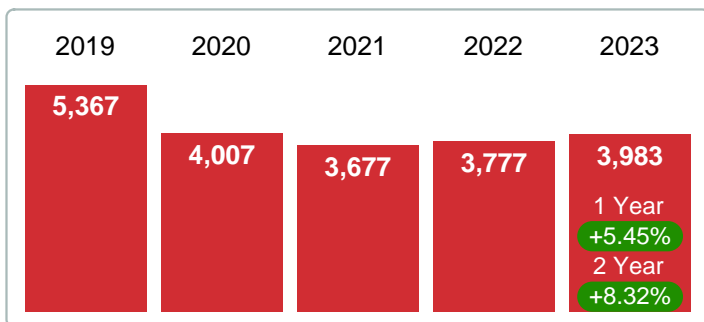
ACTIVE INVENTORY

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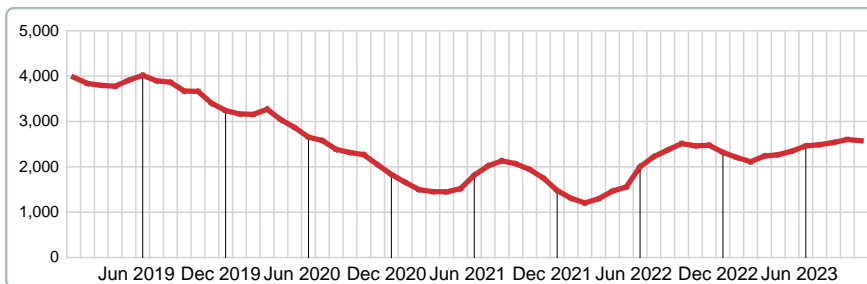
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

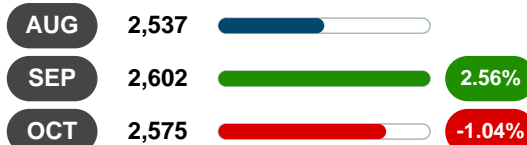


3 MONTHS

5 year OCT AVG = 2,582

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

Inventory this month at 2,575
below the 5 yr OCT average of 2,582



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	219	8.50%	47.0	116	86	15	2
\$125,001 - \$200,000	282	10.95%	35.0	63	176	38	5
\$200,001 - \$275,000	374	14.52%	35.0	32	255	77	10
\$275,001 - \$425,000	718	27.88%	40.0	27	351	307	33
\$425,001 - \$525,000	361	14.02%	68.0	15	135	188	23
\$525,001 - \$700,000	357	13.86%	69.0	12	71	213	61
\$700,001 and up	264	10.25%	72.5	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%	64.86M	386.97M	481.93M	210.86M
Median Active Inventory Listing Price		\$350,000		\$145,000	\$289,900	\$449,000	\$639,500

October 2023



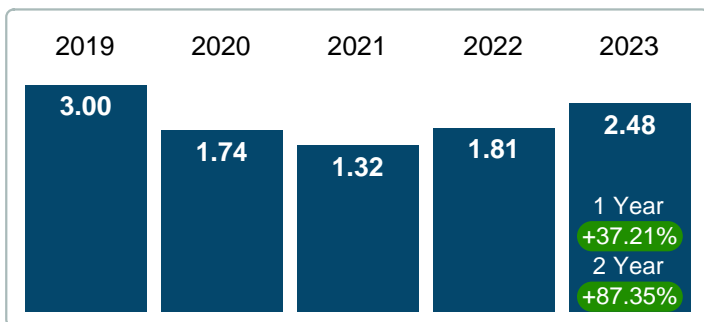
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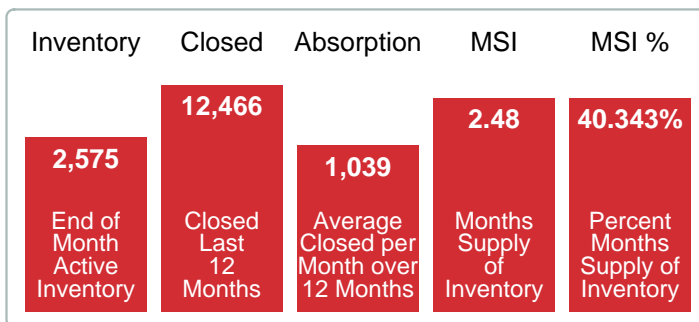
MONTHS SUPPLY of INVENTORY (MSI)

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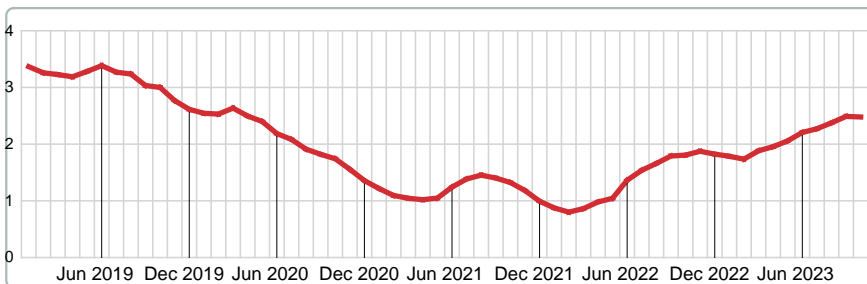
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023



5 YEAR MARKET ACTIVITY TRENDS

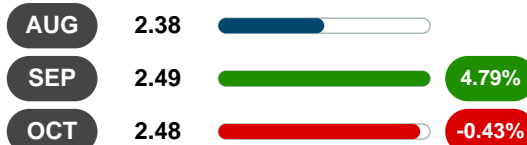


3 MONTHS

5 year OCT AVG = 2.07

High Jun 2019 3.38 Low Feb 2022 0.80

Months Supply this month at **2.48**
above the 5 yr OCT average of **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

October 2023



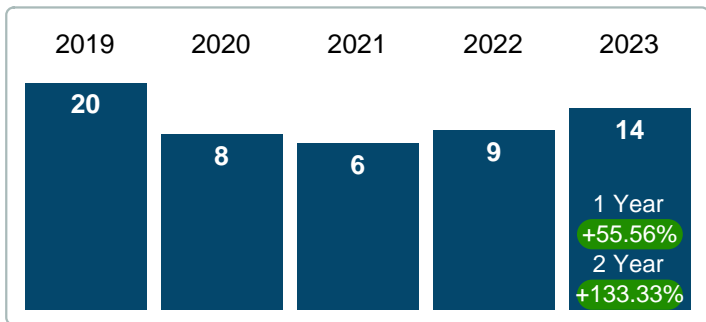
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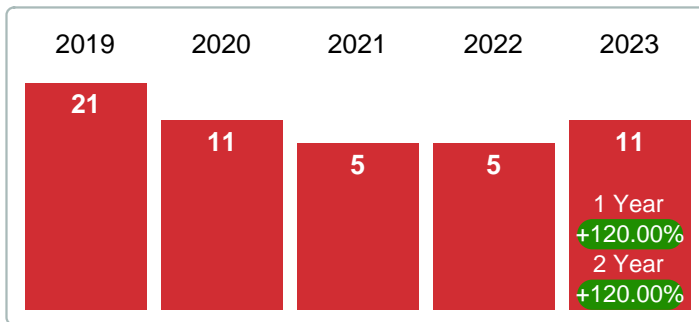
MEDIAN DAYS ON MARKET TO SALE

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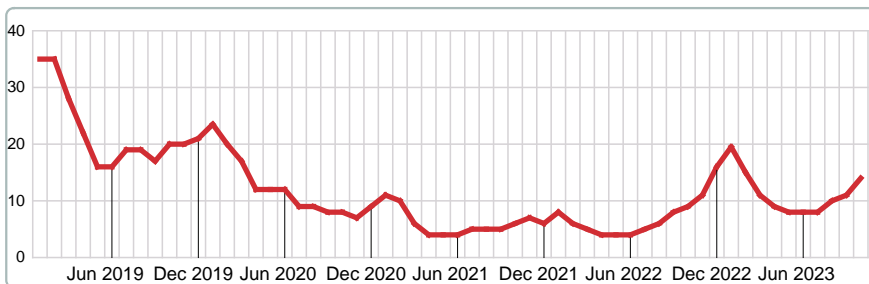
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

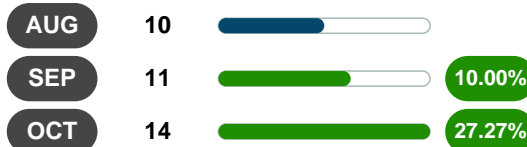


3 MONTHS

5 year OCT AVG = 11

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 14 above the 5 yr OCT average of 11



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	8.54%	10	5	20	30	21
\$100,001 - \$175,000	13.80%	8	7	8	19	0
\$175,001 - \$225,000	15.19%	9	6	8	15	0
\$225,001 - \$300,000	22.94%	13	12	12	17	33
\$300,001 - \$375,000	15.69%	17	10	12	27	11
\$375,001 - \$525,000	12.71%	27	27	11	32	20
\$525,001 and up	11.12%	22	12	23	17	30
Median Closed DOM		14	6	11	23	24
Total Closed Units	100%	1,007	124	530	293	60
Total Closed Volume		308,620,811	20.10M	135.16M	115.63M	37.74M

October 2023



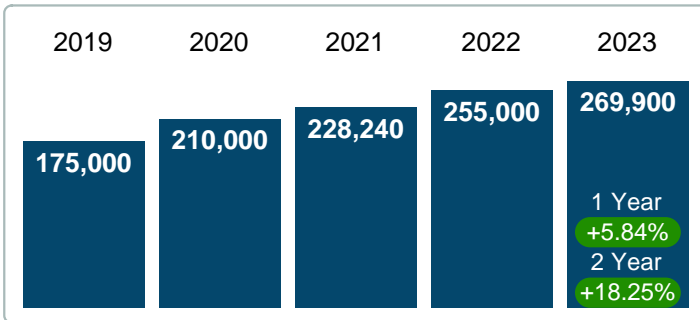
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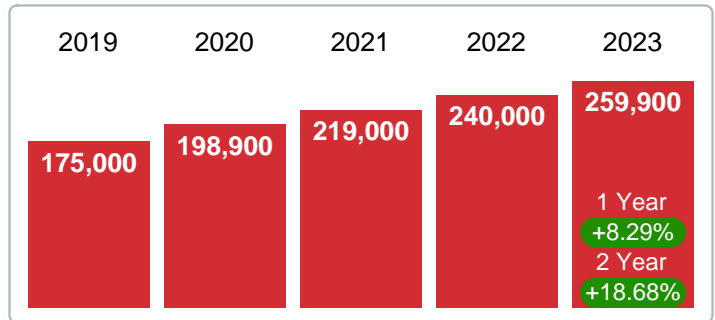
MEDIAN LIST PRICE AT CLOSING

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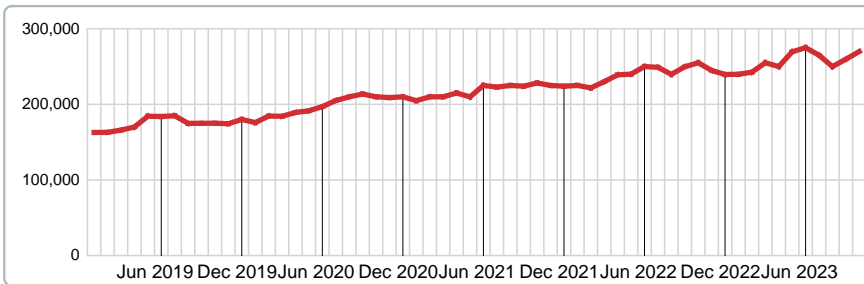
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

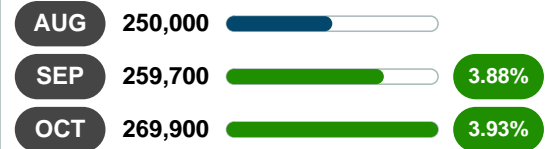


3 MONTHS

5 year OCT AVG = 227,628

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

Median List Price at Closing this month at **269,900**
above the 5 yr OCT average of **227,628**



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	82	8.14%	75,000	75,000	75,000	75,750	26,000
\$100,001 - \$175,000	134	13.31%	146,575	139,950	150,000	144,950	0
\$175,001 - \$225,000	156	15.49%	199,950	195,000	200,000	199,000	0
\$225,001 - \$300,000	224	22.24%	260,000	260,000	259,500	274,950	260,000
\$300,001 - \$375,000	161	15.99%	330,000	322,500	338,900	329,900	329,900
\$375,001 - \$525,000	134	13.31%	430,000	397,000	432,450	435,000	422,500
\$525,001 and up	116	11.52%	672,125	695,000	699,000	672,125	669,000
Median List Price			269,900	139,900	231,000	349,900	569,750
Total Closed Units		100%	269,900	124	530	293	60
Total Closed Volume			316,244,343	21.56M	137.41M	118.38M	38.90M

October 2023



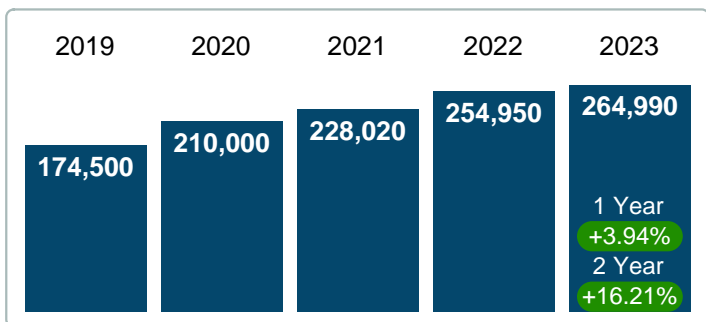
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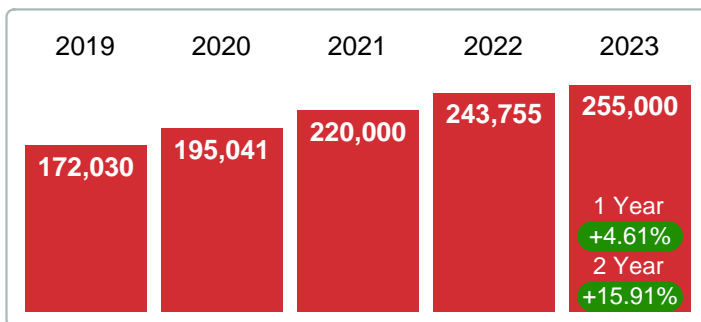
MEDIAN SOLD PRICE AT CLOSING

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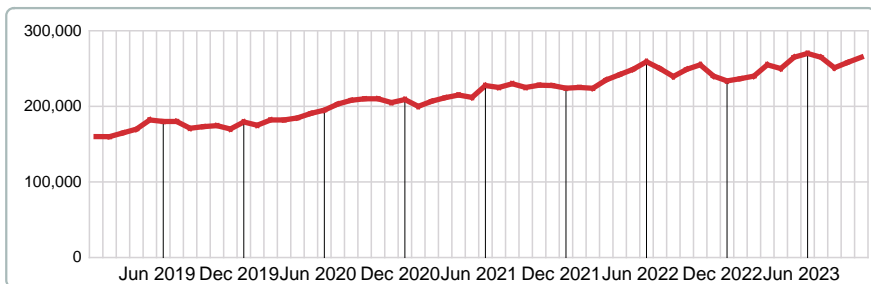
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 226,492

High Jun 2023 270,000 Low Feb 2019 159,900
 Median Sold Price at Closing this month at **264,990**
 above the 5 yr OCT average of **226,492**

- AUG** 251,000
- SEP** 258,250 2.89%
- OCT** 264,990 2.61%

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	86	8.54%	75,000	72,000	75,000	71,750	23,400
\$100,001 - \$175,000	139	13.80%	145,000	135,000	148,075	145,000	0
\$175,001 - \$225,000	153	15.19%	200,000	192,000	204,000	195,000	0
\$225,001 - \$300,000	231	22.94%	260,000	262,500	256,500	272,500	247,000
\$300,001 - \$375,000	158	15.69%	332,750	332,750	337,719	330,000	329,500
\$375,001 - \$525,000	128	12.71%	428,570	449,900	435,000	425,400	426,000
\$525,001 and up	112	11.12%	652,975	580,000	620,000	683,000	664,500
Median Sold Price			264,990	135,000	230,000	345,400	570,000
Total Closed Units		100%	264,990	124	530	293	60
Total Closed Volume			308,620,811	20.10M	135.16M	115.63M	37.74M

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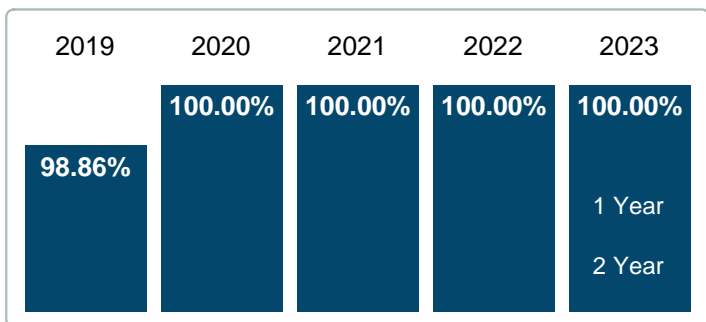
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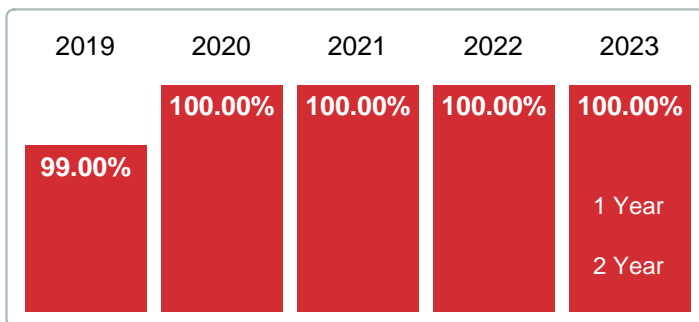
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.77%

High May 2022 100.23% Low Jan 2019 98.24%

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

AUG 100.00%
SEP 100.00%
OCT 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	86	8.54%	94.39%	98.06%	93.51%	91.34%	90.00%
\$100,001 - \$175,000	139	13.80%	100.00%	100.00%	98.89%	100.00%	0.00%
\$175,001 - \$225,000	153	15.19%	100.00%	100.00%	100.00%	100.00%	0.00%
\$225,001 - \$300,000	231	22.94%	100.00%	98.69%	100.00%	100.00%	95.24%
\$300,001 - \$375,000	158	15.69%	100.00%	98.09%	100.00%	100.00%	98.75%
\$375,001 - \$525,000	128	12.71%	100.00%	96.20%	100.00%	100.00%	98.27%
\$525,001 and up	112	11.12%	98.68%	97.48%	100.00%	98.31%	98.46%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	98.46%
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



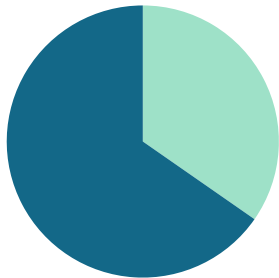
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

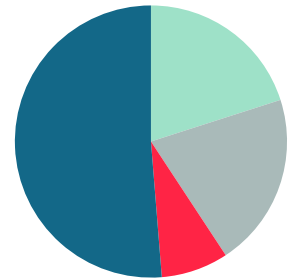


Inventory
 New Listings
1,381 = 34.67%
 Start Inventory
2,602
 Total Inventory Units
3,983
 Volume
\$1,612,272,218

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%
Median List Price	255,000	269,900	5.84%	240,000	259,900	8.29%
Median Sale Price	254,950	264,990	3.94%	243,755	255,000	4.61%
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	9.00	14.00	55.56%	5.00	11.00	120.00%
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%

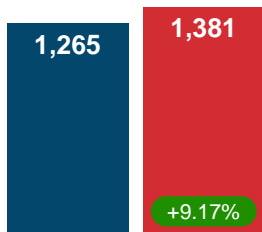
Absorption: Last 12 months, an Average of **1,039** Sales/Month

Inventory on October 31, 2023 = **2,575** 2022 2023

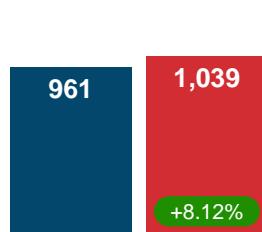
OCTOBER MARKET

MEDIAN PRICES

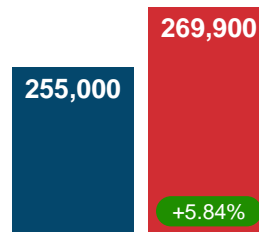
New Listings



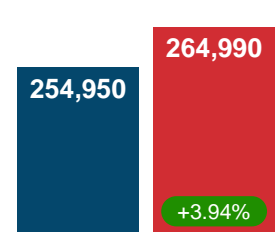
Pending Listings



List Price



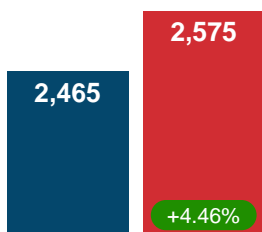
Sale Price



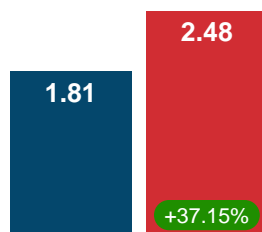
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

