

October 2023



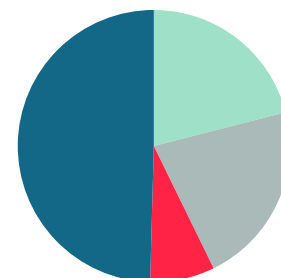
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	October 2023	+/-%
Closed Listings	748	676	-9.63%
Pending Listings	660	700	6.06%
New Listings	852	932	9.39%
Average List Price	315,174	326,202	3.50%
Average Sale Price	311,168	318,113	2.23%
Average Percent of Selling Price to List Price	99.40%	97.89%	-1.52%
Average Days on Market to Sale	20.49	27.71	35.28%
End of Month Inventory	1,514	1,595	5.35%
Months Supply of Inventory	1.64	2.30	40.30%



■ Closed (21.01%)
■ Pending (21.75%)
■ Other OffMarket (7.68%)
■ Active (49.56%)

Absorption: Last 12 months, an Average of **693** Sales/Month
Active Inventory as of October 31, 2023 = **1,595**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2023 rose **5.35%** to 1,595 existing homes available for sale. Over the last 12 months this area has had an average of 693 closed sales per month. This represents an unsold inventory index of **2.30** 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 **2.23%** in October 2023 to \$318,113 versus the previous year at \$311,168.

Average Days on Market Lengthens

The average number of **27.71** days that homes spent on the market before selling increased by 7.23 days or **35.28%** in October 2023 compared to last year's same month at **20.49** 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 932 New Listings in October 2023, up **9.39%** from last year at 852. Furthermore, there were 676 Closed Listings this month versus last year at 748, a **-9.63%** decrease.

Closed versus Listed trends yielded a **72.5%** ratio, down from previous year's, October 2022, at **87.8%**, a **17.38%** 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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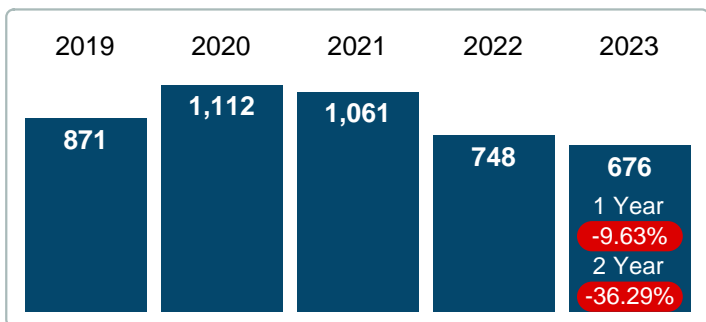
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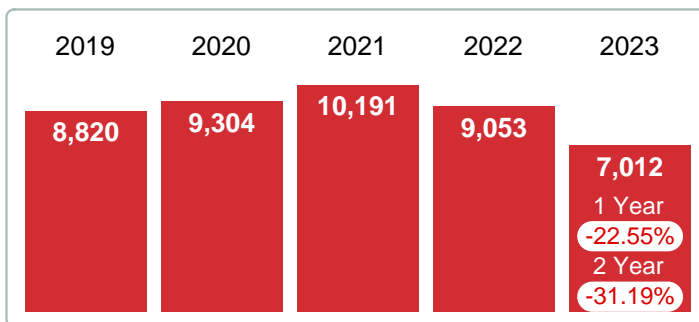
CLOSED LISTINGS

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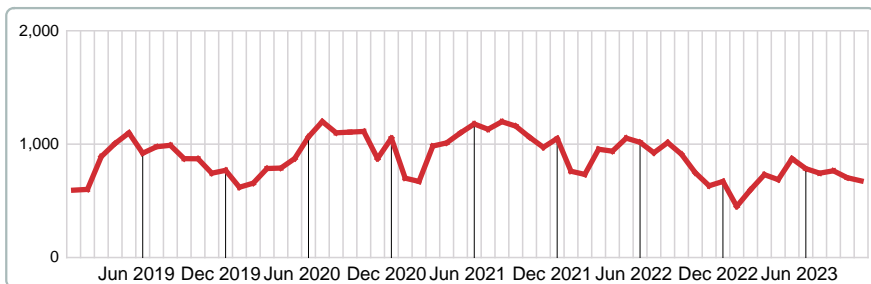
OCTOBER



YEAR TO DATE (YTD)

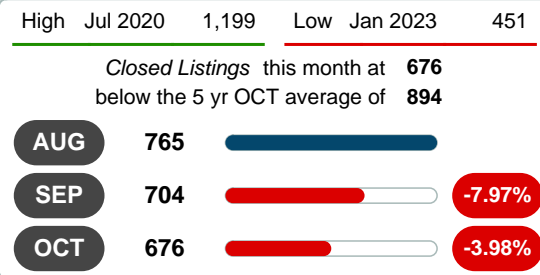


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 894



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	68	10.06%	20.9	38	26	4	0
\$125,001 - \$175,000	74	10.95%	18.6	20	47	7	0
\$175,001 - \$225,000	102	15.09%	17.0	7	83	12	0
\$225,001 - \$300,000	150	22.19%	21.1	11	93	44	2
\$300,001 - \$400,000	125	18.49%	28.5	6	46	66	7
\$400,001 - \$550,000	87	12.87%	51.1	3	22	48	14
\$550,001 and up	70	10.36%	43.3	0	15	34	21
Total Closed Units	676			85	332	215	44
Total Closed Volume	215,044,129	100%	27.7	13.68M	86.89M	87.03M	27.45M
Average Closed Price	\$318,113			\$160,938	\$261,704	\$404,785	\$623,861

October 2023



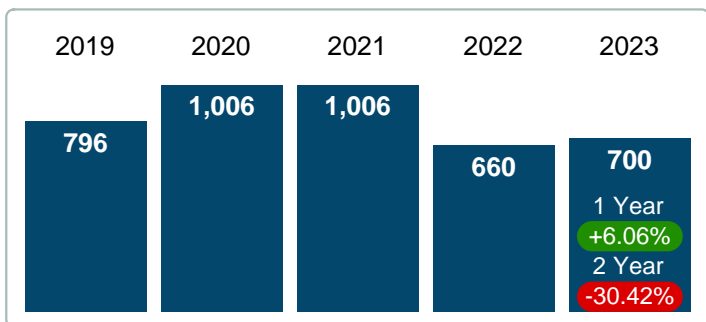
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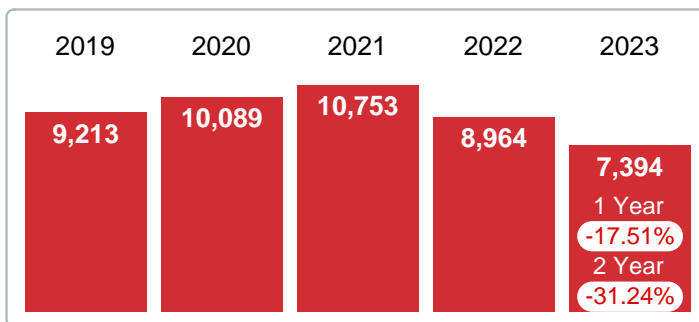
PENDING LISTINGS

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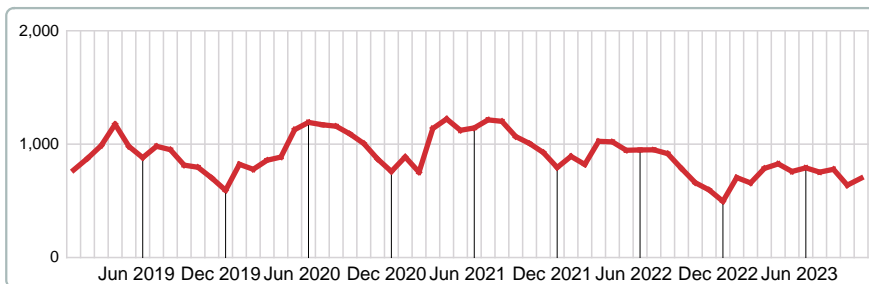
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 834

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **700**
below the 5 yr OCT average of **834**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	75	10.71%	28.3	38	33	4	0
\$125,001 - \$175,000	84	12.00%	22.8	26	53	5	0
\$175,001 - \$200,000	67	9.57%	24.6	5	55	7	0
\$200,001 - \$300,000	215	30.71%	30.3	13	156	42	4
\$300,001 - \$375,000	92	13.14%	38.4	5	35	50	2
\$375,001 - \$525,000	93	13.29%	48.2	2	28	53	10
\$525,001 and up	74	10.57%	60.0	1	16	35	22
Total Pending Units	700			90	376	196	38
Total Pending Volume	215,610,773	100%	33.0	14.28M	96.45M	81.38M	23.50M
Average Listing Price	\$301,612			\$158,698	\$256,504	\$415,220	\$618,404

October 2023



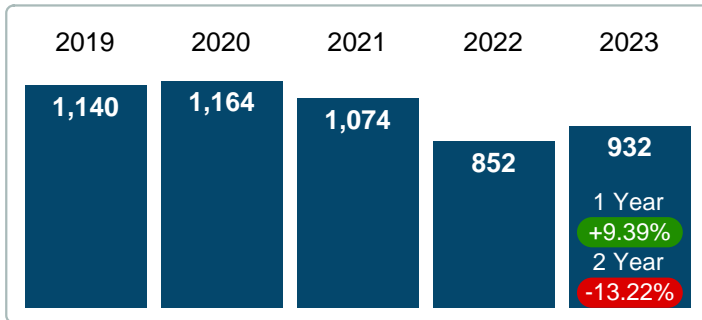
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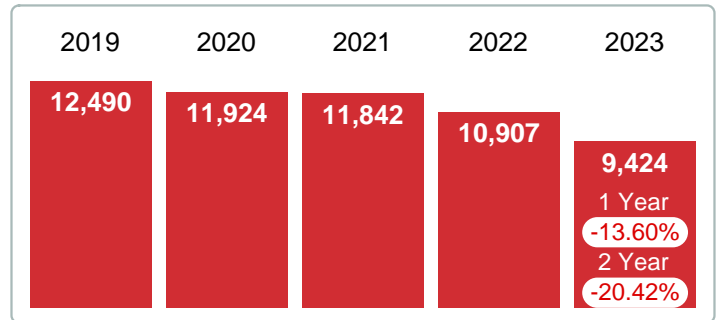
NEW LISTINGS

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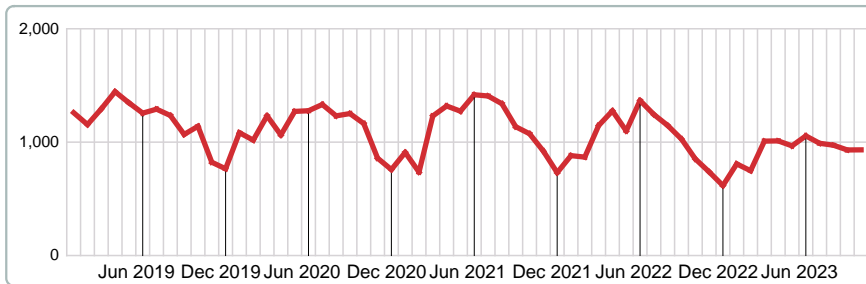
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

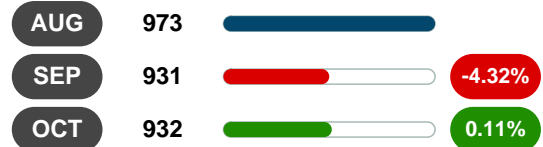


3 MONTHS

5 year OCT AVG = 1,032

High Apr 2019 1,445 Low Dec 2022 617

New Listings this month at **932**
 below the 5 yr OCT average of **1,032**



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	84	9.01%	43	35	6	0
\$125,001 - \$175,000	100	10.73%	31	61	8	0
\$175,001 - \$225,000	132	14.16%	13	97	22	0
\$225,001 - \$325,000	259	27.79%	15	166	73	5
\$325,001 - \$425,000	149	15.99%	7	44	87	11
\$425,001 - \$600,000	115	12.34%	12	29	63	11
\$600,001 and up	93	9.98%	1	15	54	23
Total New Listed Units	932		122	447	313	50
Total New Listed Volume	325,083,068	100%	24.60M	124.58M	141.77M	34.13M
Average New Listed Listing Price	\$262,174		\$201,637	\$278,692	\$452,953	\$682,674

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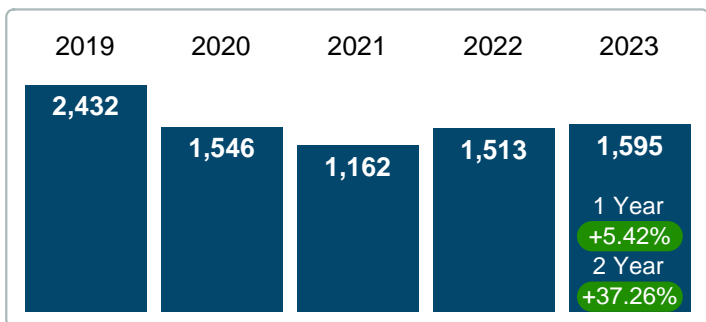
Area Delimited by County Of Tulsa - Residential Property Type



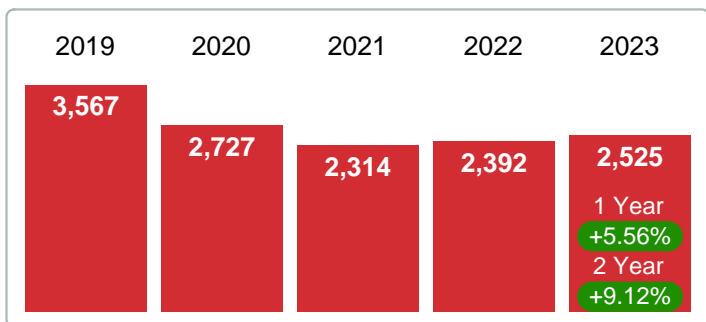
ACTIVE INVENTORY

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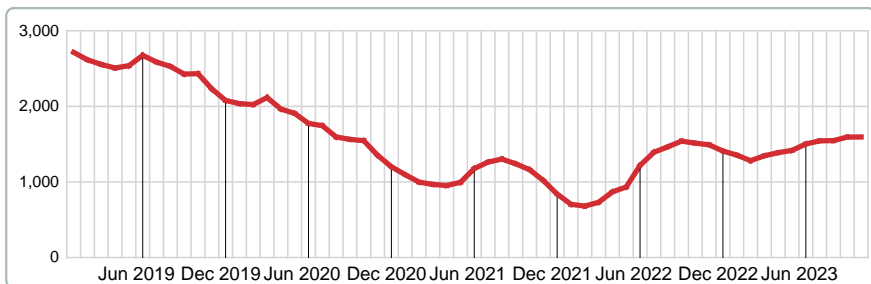
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

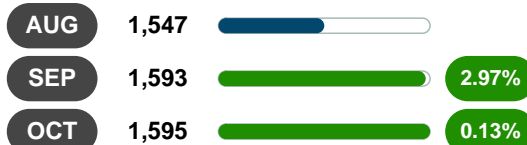


3 MONTHS

5 year OCT AVG = 1,650

High Jan 2019 2,714 Low Feb 2022 681

Inventory this month at 1,595
below the 5 yr OCT average of 1,650



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	142	8.90%	73.5	79	54	8	1
\$150,001 - \$225,000	180	11.29%	40.8	35	119	26	0
\$225,001 - \$300,000	248	15.55%	49.5	20	159	63	6
\$300,001 - \$425,000	376	23.57%	58.3	15	157	184	20
\$425,001 - \$525,000	236	14.80%	87.8	9	95	118	14
\$525,001 - \$750,000	259	16.24%	100.5	11	47	153	48
\$750,001 and up	154	9.66%	82.4	4	19	72	59
Total Active Inventory by Units	1,595			173	650	624	148
Total Active Inventory by Volume	737,868,972	100%	69.9	42.99M	224.13M	328.61M	142.14M
Average Active Inventory Listing Price	\$462,614			\$248,512	\$344,808	\$526,619	\$960,411

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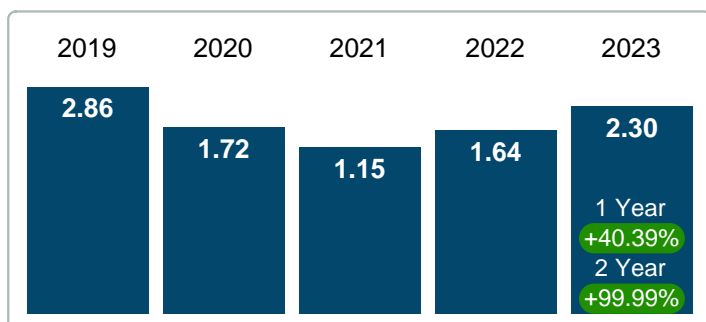
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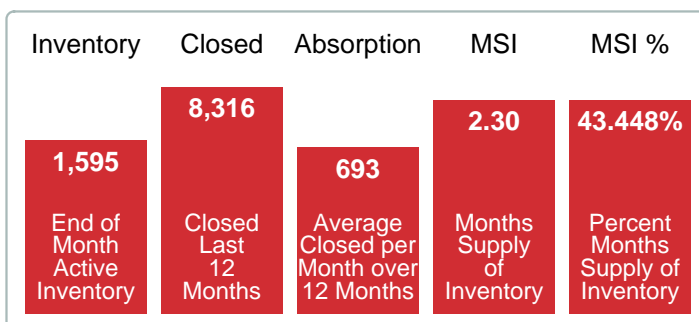
MONTHS SUPPLY of INVENTORY (MSI)

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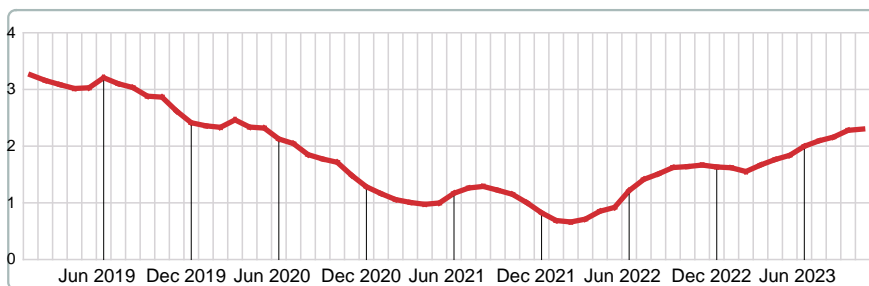
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

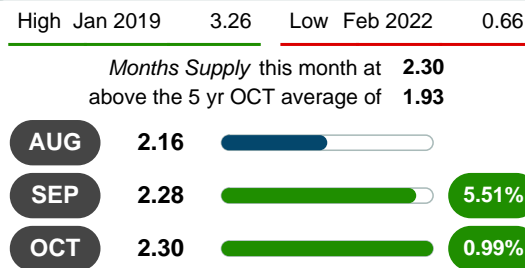


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 1.93



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	142	8.90%	1.18	1.47	0.90	1.30	1.50
\$150,001 - \$225,000	180	11.29%	1.15	1.93	0.99	1.63	0.00
\$225,001 - \$300,000	248	15.55%	1.64	2.86	1.59	1.55	1.71
\$300,001 - \$425,000	376	23.57%	2.68	2.95	3.02	2.50	2.09
\$425,001 - \$525,000	236	14.80%	4.47	5.14	6.87	3.94	1.93
\$525,001 - \$750,000	259	16.24%	5.25	22.00	5.08	5.28	4.54
\$750,001 and up	154	9.66%	6.70	6.86	6.00	5.61	9.19
Market Supply of Inventory (MSI)			2.30	2.00	1.81	3.00	3.77
Total Active Inventory by Units		100%	2.30	173	650	624	148

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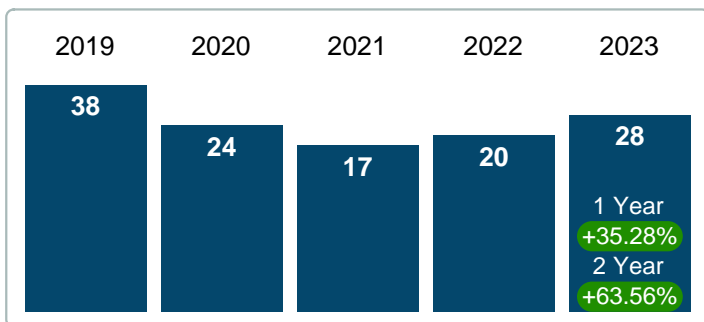
Area Delimited by County Of Tulsa - Residential Property Type



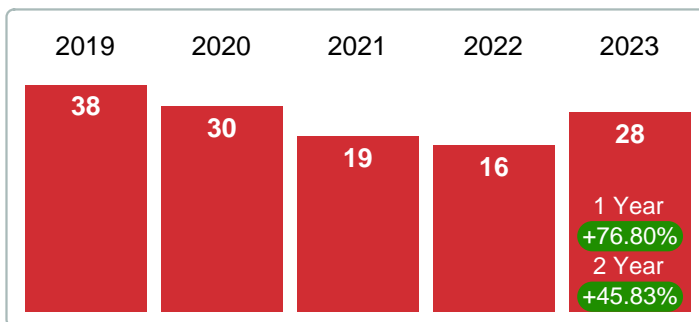
AVERAGE DAYS ON MARKET TO SALE

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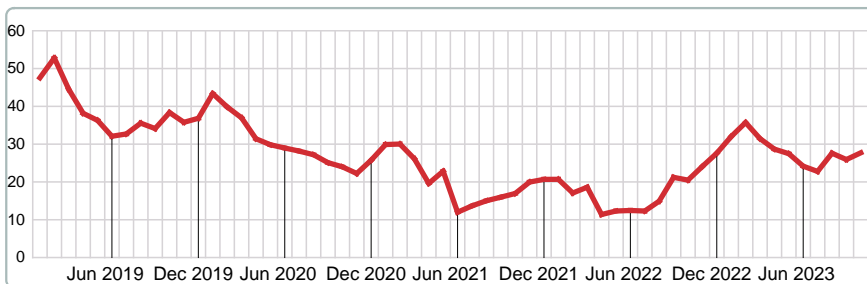
OCTOBER



YEAR TO DATE (YTD)

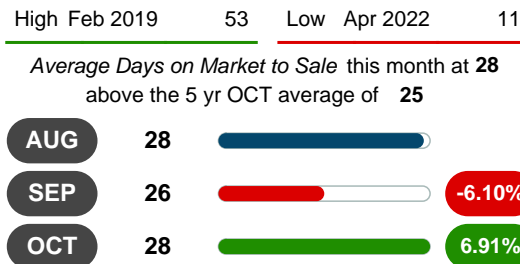


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 25



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
\$125,000 and less	10.06%	21	23	17	27	0
\$125,001 - \$175,000	10.95%	19	21	17	25	0
\$175,001 - \$225,000	15.09%	17	24	17	15	0
\$225,001 - \$300,000	22.19%	21	17	19	25	33
\$300,001 - \$400,000	18.49%	29	21	28	31	21
\$400,001 - \$550,000	12.87%	51	90	41	53	53
\$550,001 and up	10.36%	43	0	38	46	42
Average Closed DOM		28	24	22	36	41
Total Closed Units	100%	28	85	332	215	44
Total Closed Volume		215,044,129	13.68M	86.89M	87.03M	27.45M

October 2023



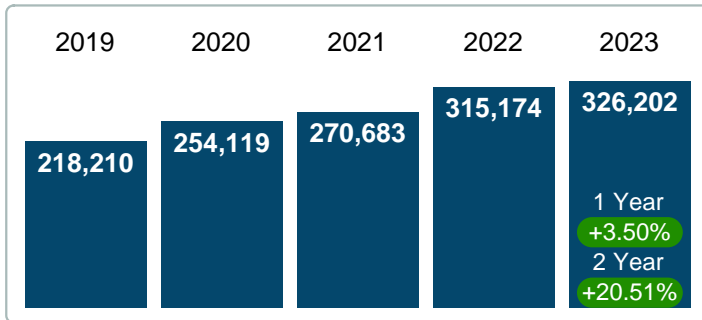
Area Delimited by County Of Tulsa - Residential Property Type



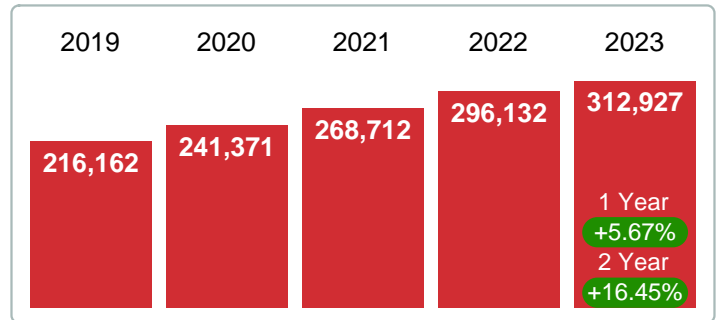
AVERAGE LIST PRICE AT CLOSING

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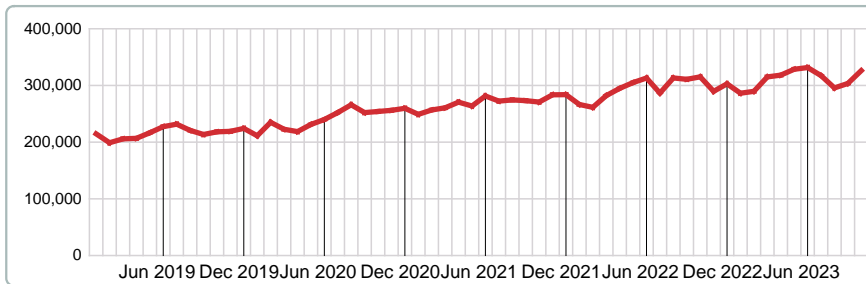
OCTOBER



YEAR TO DATE (YTD)

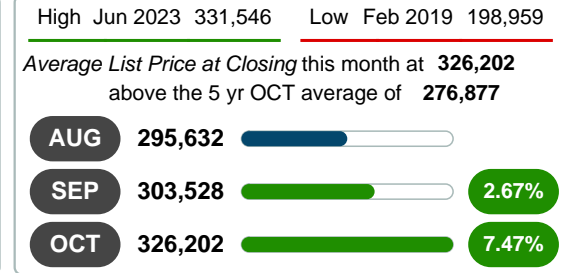


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 276,877



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
\$125,000 and less	9.76%	88,214	86,166	98,286	74,348	0
\$125,001 - \$175,000	10.36%	151,656	146,715	157,226	175,043	0
\$175,001 - \$225,000	15.24%	200,034	196,700	203,384	196,896	0
\$225,001 - \$300,000	21.60%	262,587	262,000	261,914	275,798	260,000
\$300,001 - \$400,000	18.93%	343,982	495,833	345,408	351,083	356,627
\$400,001 - \$550,000	13.17%	467,188	510,967	460,610	470,955	485,670
\$550,001 and up	10.95%	804,375	0	722,292	802,290	885,957
Average List Price		326,202	176,181	265,182	414,306	645,929
Total Closed Units	100%	326,202	85	332	215	44
Total Closed Volume		220,512,395	14.98M	88.04M	89.08M	28.42M

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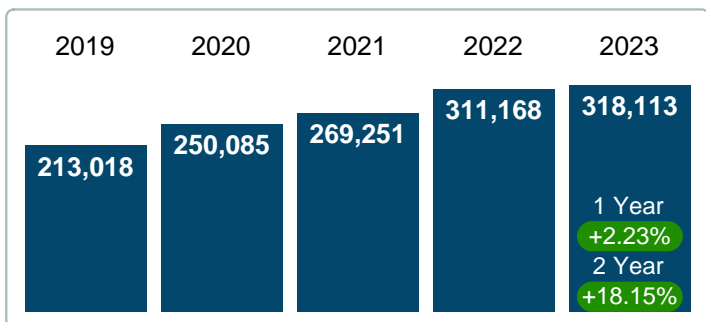
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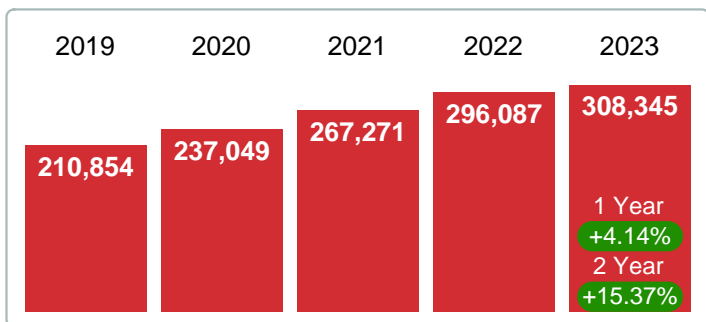
AVERAGE SOLD PRICE AT CLOSING

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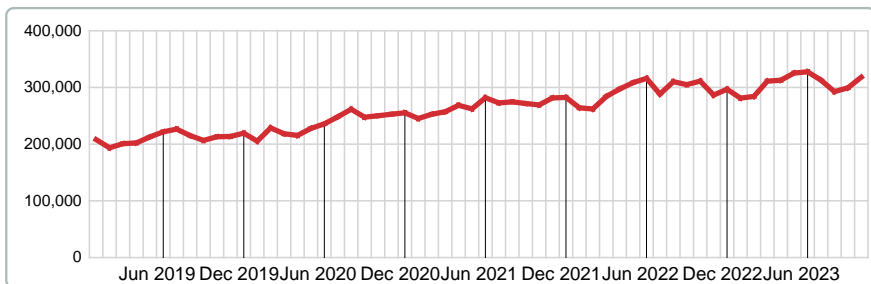
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

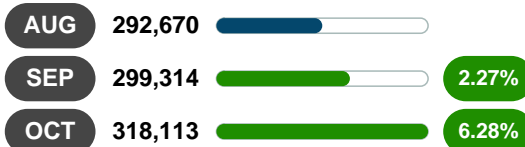


3 MONTHS

5 year OCT AVG = 272,327

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

Average Sold Price at Closing this month at **318,113** above the 5 yr OCT average of **272,327**



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
\$125,000 and less	10.06%	83,958	81,105	90,717	67,125	0
\$125,001 - \$175,000	10.95%	151,174	144,988	152,504	159,914	0
\$175,001 - \$225,000	15.09%	200,566	195,371	201,413	197,742	0
\$225,001 - \$300,000	22.19%	262,190	259,545	258,514	271,312	247,000
\$300,001 - \$400,000	18.49%	344,107	350,083	342,530	343,803	352,213
\$400,001 - \$550,000	12.87%	464,081	458,300	458,056	464,006	475,042
\$550,001 and up	10.36%	785,335	0	717,785	775,496	849,515
Average Sold Price		318,113	160,938	261,704	404,785	623,861
Total Closed Units	100%	318,113	85	332	215	44
Total Closed Volume		215,044,129	13.68M	86.89M	87.03M	27.45M

October 2023



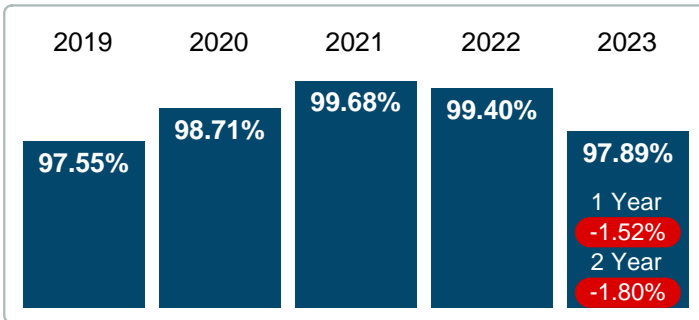
Area Delimited by County Of Tulsa - Residential Property Type



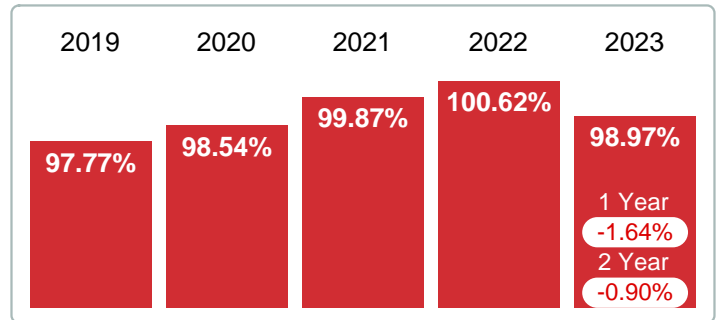
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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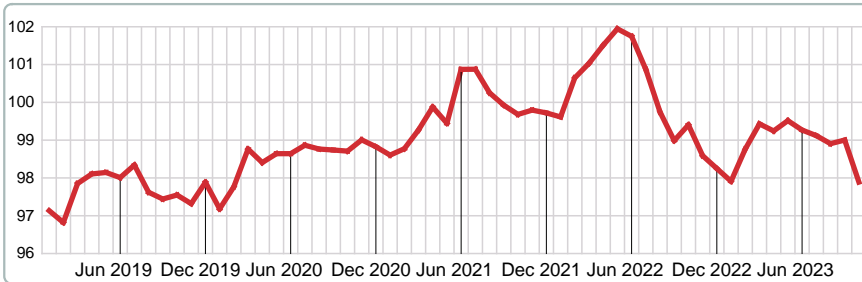
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

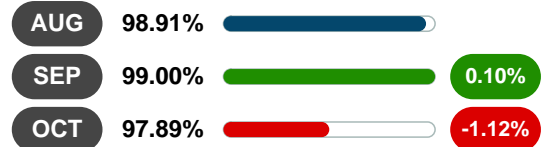


3 MONTHS

5 year OCT AVG = 98.65%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **97.89%**
below the 5 yr OCT average of **98.65%**



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
\$125,000 and less	68	10.06%	93.76%	95.47%	91.95%	89.21%	0.00%
\$125,001 - \$175,000	74	10.95%	97.47%	99.07%	97.45%	93.01%	0.00%
\$175,001 - \$225,000	102	15.09%	99.51%	99.34%	99.37%	100.57%	0.00%
\$225,001 - \$300,000	150	22.19%	98.73%	99.23%	98.83%	98.57%	95.24%
\$300,001 - \$400,000	125	18.49%	97.78%	81.51%	99.26%	98.11%	98.80%
\$400,001 - \$550,000	87	12.87%	98.41%	90.99%	99.50%	98.53%	97.88%
\$550,001 and up	70	10.36%	97.74%	0.00%	99.76%	97.35%	96.94%
Average Sold/List Ratio		97.90%		95.98%	98.38%	97.98%	97.46%
Total Closed Units		676	100%	85	332	215	44
Total Closed Volume		215,044,129		13.68M	86.89M	87.03M	27.45M

October 2023



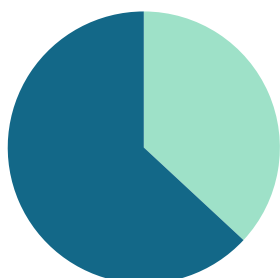
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

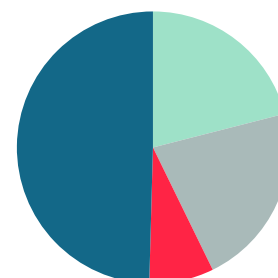


Inventory
 New Listings
932 = 36.91%
 Start Inventory
1,593
 Total Inventory Units
2,525
 Volume
\$1,052,039,392

Market Activity

Closed Sales
676 = 21.01%
 Pending Sales
700 = 21.75%
 Other Off Market
247 = 7.68%
 Active Inventory
1,595 = 49.56%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	748	676	-9.63%	9,053	7,012	-22.55%
Pending Sales	660	700	6.06%	8,964	7,394	-17.51%
New Listings	852	932	9.39%	10,907	9,424	-13.60%
Average List Price	315,174	326,202	3.50%	296,132	312,927	5.67%
Average Sale Price	311,168	318,113	2.23%	296,087	308,345	4.14%
Average Percent of Selling Price to List Price	99.40%	97.89%	-1.52%	100.62%	98.97%	-1.64%
Average Days on Market to Sale	20.49	27.71	35.28%	15.85	28.02	76.80%
Monthly Inventory	1,514	1,595	5.35%	1,514	1,595	5.35%
Months Supply of Inventory	1.64	2.30	40.30%	1.64	2.30	40.30%

Absorption: Last 12 months, an Average of **693** Sales/Month

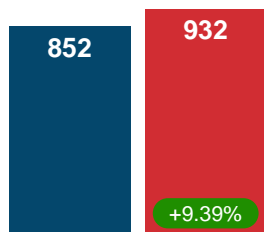
Inventory on October 31, 2023 = **1,595**

2022 **2023**

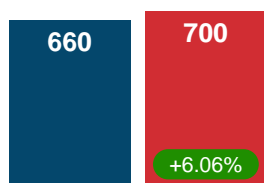
OCTOBER MARKET

AVERAGE PRICES

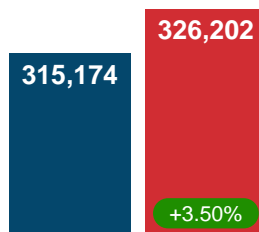
New Listings



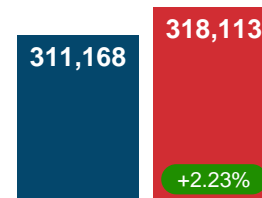
Pending Listings



List Price



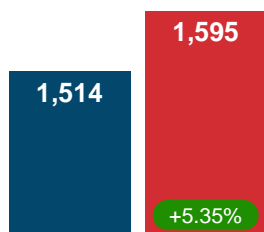
Sale Price



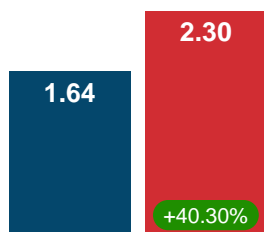
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

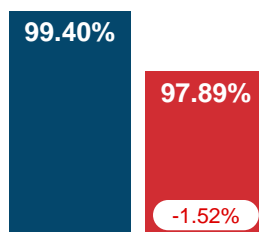
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

