

October 2023



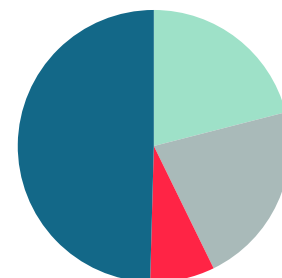
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	259,700	275,000	5.89%
Median Sale Price	259,250	272,745	5.21%
Median Percent of Selling Price to List Price	100.00%	99.93%	-0.08%
Median Days on Market to Sale	8.00	13.00	62.50%
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.

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 **5.21%** in October 2023 to \$272,745 versus the previous year at \$259,250.

Median Days on Market Lengthens

The median number of **13.00** days that homes spent on the market before selling increased by 5.00 days or **62.50%** in October 2023 compared to last year's same month at **8.00** 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 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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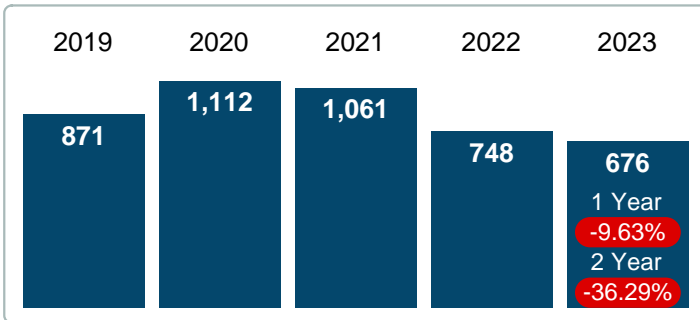
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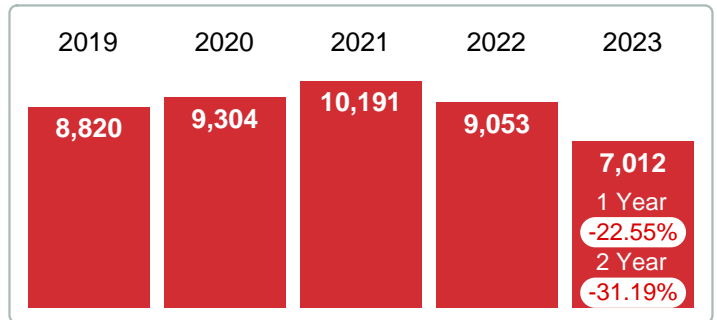
CLOSED LISTINGS

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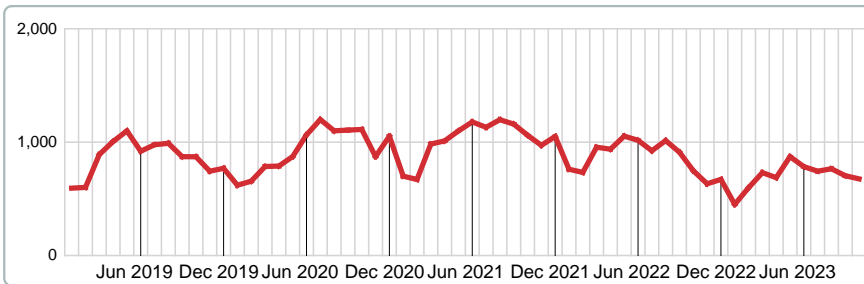
OCTOBER



YEAR TO DATE (YTD)

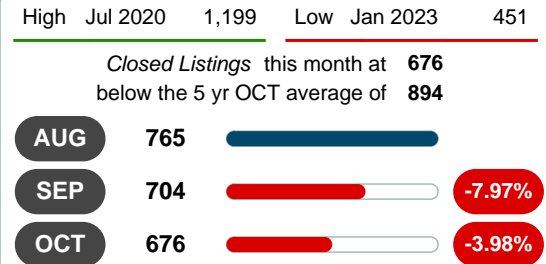


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 894



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	68	10.06%	8.5	38	26	4	0
\$125,001 - \$175,000	74	10.95%	7.0	20	47	7	0
\$175,001 - \$225,000	102	15.09%	8.0	7	83	12	0
\$225,001 - \$300,000	150	22.19%	11.5	11	93	44	2
\$300,001 - \$400,000	125	18.49%	14.0	6	46	66	7
\$400,001 - \$550,000	87	12.87%	27.0	3	22	48	14
\$550,001 and up	70	10.36%	19.5	0	15	34	21
Total Closed Units	676			85	332	215	44
Total Closed Volume	215,044,129	100%	13.0	13.68M	86.89M	87.03M	27.45M
Median Closed Price	\$272,745			\$135,000	\$231,000	\$350,000	\$541,250

October 2023



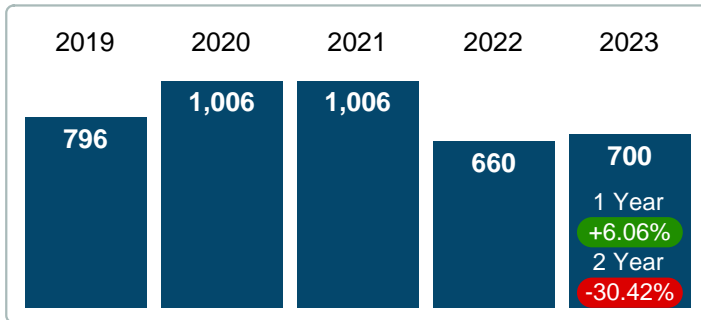
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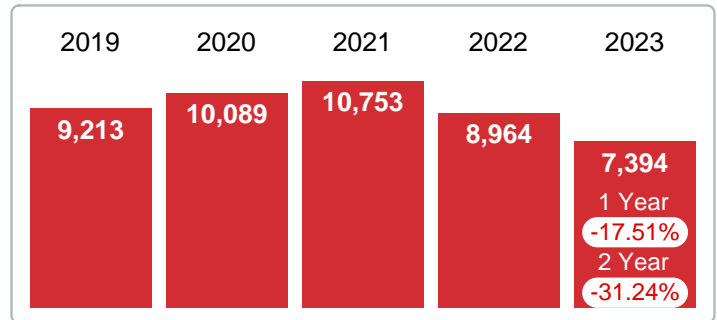
PENDING LISTINGS

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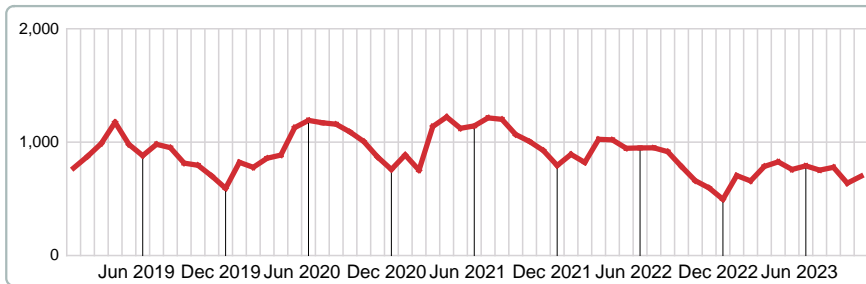
OCTOBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	75	10.71%	11.0	38	33	4	0
\$125,001 - \$175,000	84	12.00%	7.5	26	53	5	0
\$175,001 - \$200,000	67	9.57%	10.0	5	55	7	0
\$200,001 - \$300,000	215	30.71%	16.0	13	156	42	4
\$300,001 - \$375,000	92	13.14%	24.0	5	35	50	2
\$375,001 - \$525,000	93	13.29%	27.0	2	28	53	10
\$525,001 and up	74	10.57%	35.5	1	16	35	22
Total Pending Units	700			90	376	196	38
Total Pending Volume	215,610,773	100%	17.5	14.28M	96.45M	81.38M	23.50M
Median Listing Price	\$254,900			\$139,450	\$238,000	\$360,000	\$559,950

October 2023



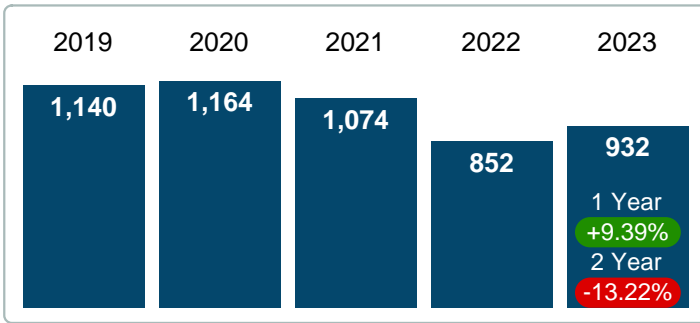
Area Delimited by County Of Tulsa - Residential Property Type



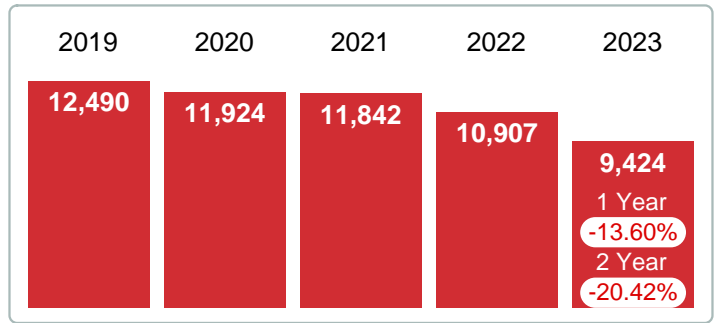
NEW LISTINGS

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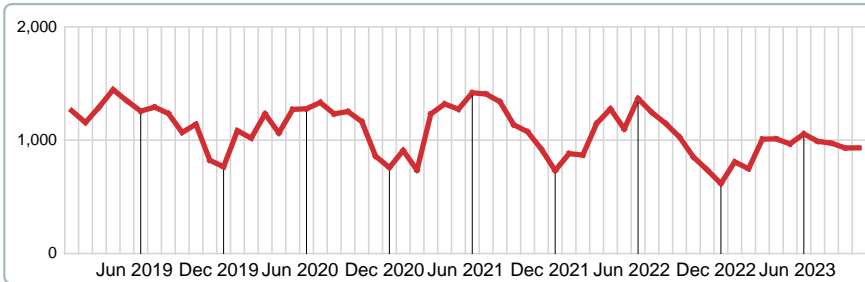
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

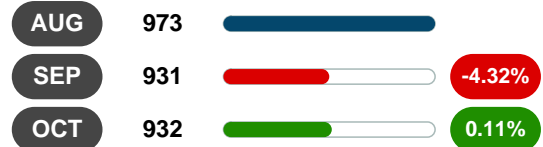


3 MONTHS

5 year OCT AVG = 1,032

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
Median New Listed Listing Price	\$285,000		\$145,000	\$249,000	\$369,000	\$580,000

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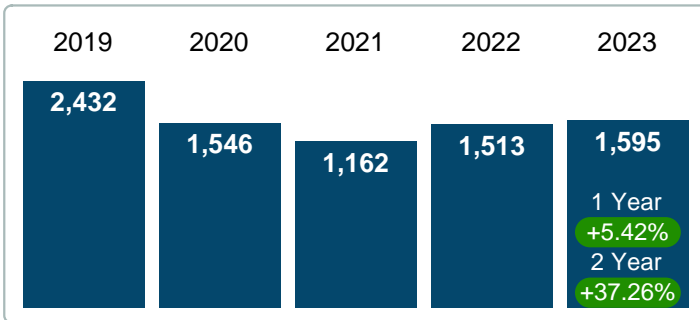
Area Delimited by County Of Tulsa - Residential Property Type



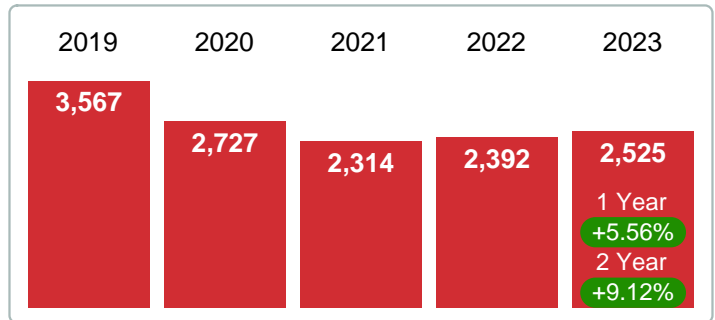
ACTIVE INVENTORY

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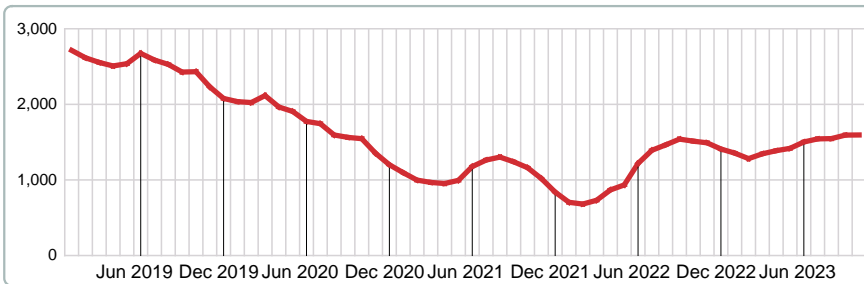
END OF OCTOBER



ACTIVE DURING OCTOBER



5 YEAR MARKET ACTIVITY TRENDS

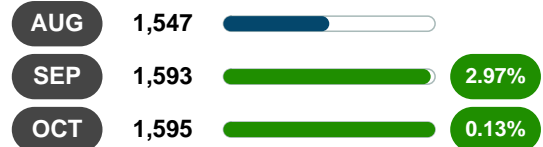


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	142	8.90%	34.0	79	54	8	1
\$150,001 - \$225,000	180	11.29%	27.0	35	119	26	0
\$225,001 - \$300,000	248	15.55%	34.0	20	159	63	6
\$300,001 - \$425,000	376	23.57%	40.0	15	157	184	20
\$425,001 - \$525,000	236	14.80%	65.0	9	95	118	14
\$525,001 - \$750,000	259	16.24%	68.0	11	47	153	48
\$750,001 and up	154	9.66%	65.0	4	19	72	59
Total Active Inventory by Units	1,595			173	650	624	148
Total Active Inventory by Volume	737,868,972	100%	46.0	42.99M	224.13M	328.61M	142.14M
Median Active Inventory Listing Price	\$375,000			\$160,000	\$299,700	\$449,900	\$672,500

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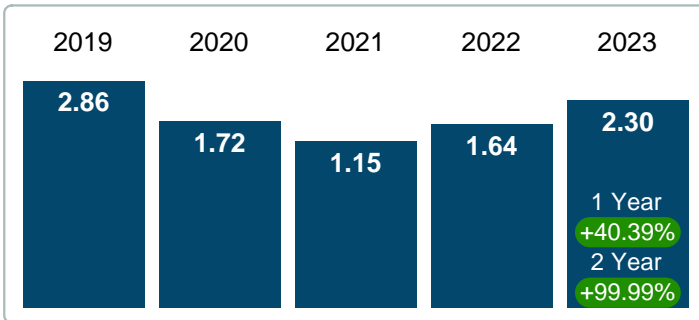
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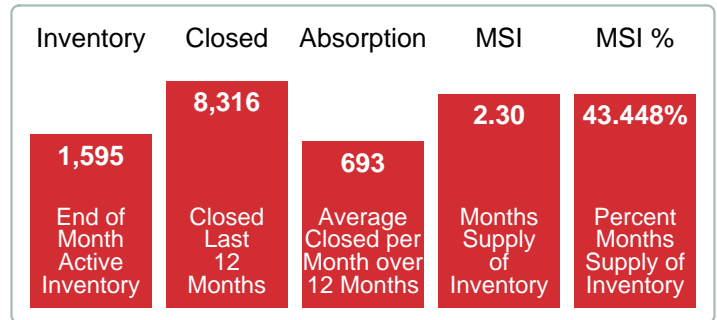
MONTHS SUPPLY of INVENTORY (MSI)

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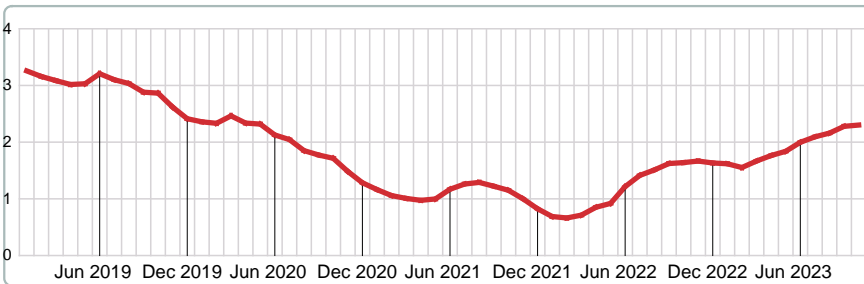
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2023

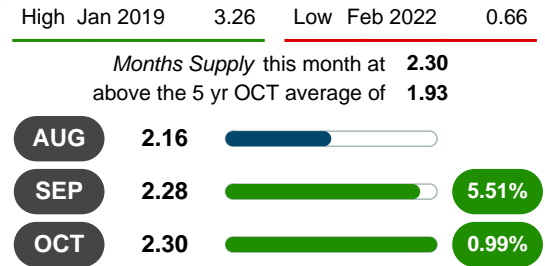


5 YEAR MARKET ACTIVITY TRENDS



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

October 2023



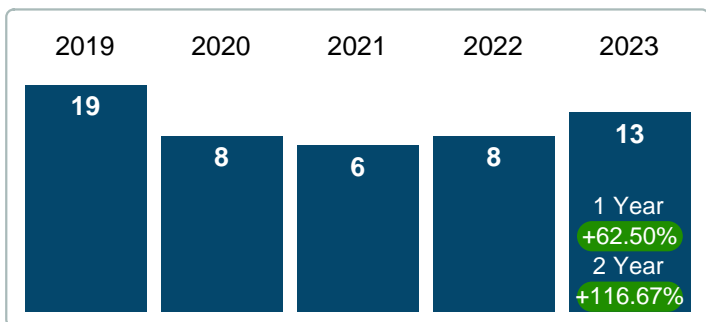
Area Delimited by County Of Tulsa - Residential Property Type



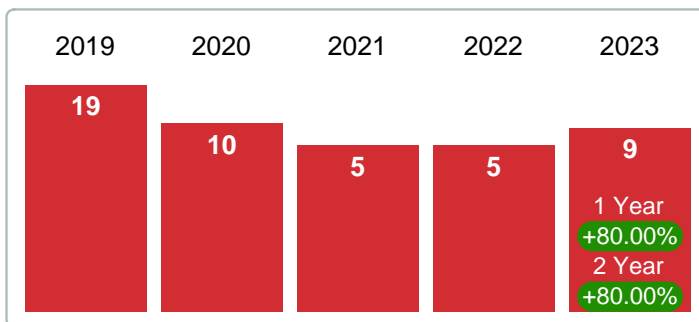
MEDIAN DAYS ON MARKET TO SALE

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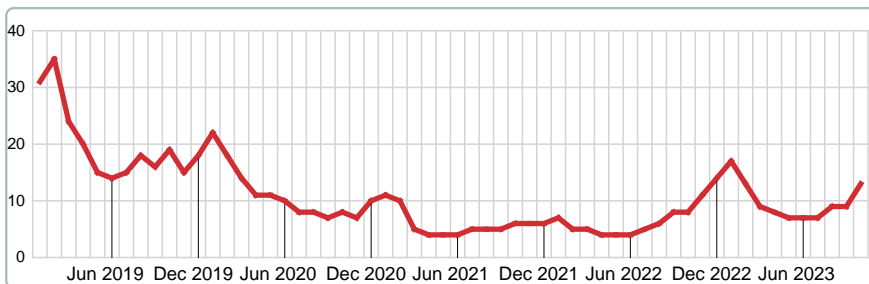
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

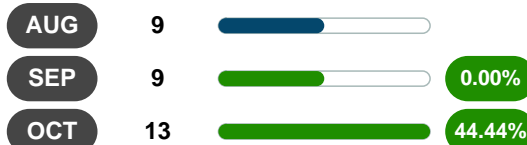


3 MONTHS

5 year OCT AVG = 11

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 13 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
\$125,000 and less 68	10.06%	9	6	12	30	0
\$125,001 - \$175,000 74	10.95%	7	7	7	19	0
\$175,001 - \$225,000 102	15.09%	8	6	7	12	0
\$225,001 - \$300,000 150	22.19%	12	6	11	14	33
\$300,001 - \$400,000 125	18.49%	14	10	12	25	8
\$400,001 - \$550,000 87	12.87%	27	122	17	44	23
\$550,001 and up 70	10.36%	20	0	10	16	30
Median Closed DOM		13	6	10	20	24
Total Closed Units	100%	676	85	332	215	44
Total Closed Volume		215,044,129	13.68M	86.89M	87.03M	27.45M

October 2023



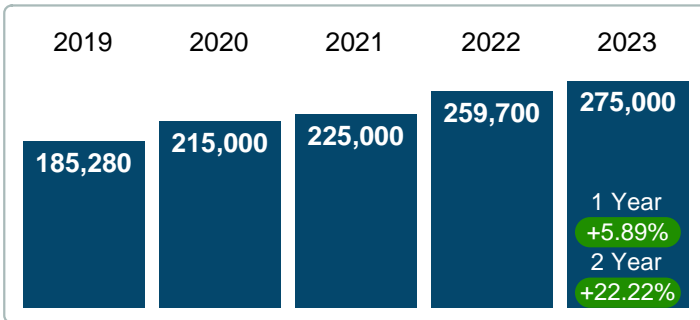
Area Delimited by County Of Tulsa - Residential Property Type



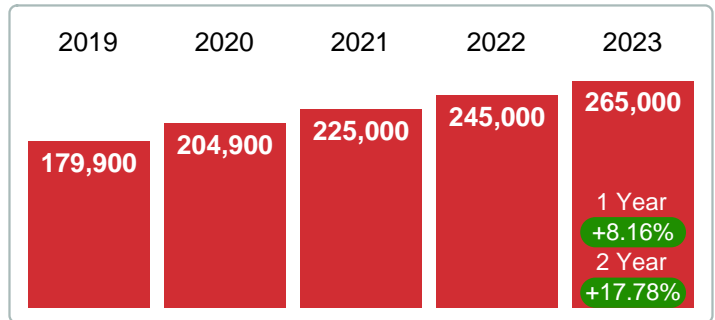
MEDIAN LIST PRICE AT CLOSING

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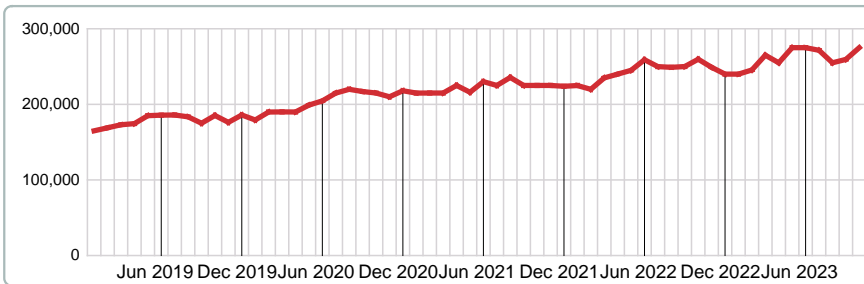
OCTOBER



YEAR TO DATE (YTD)

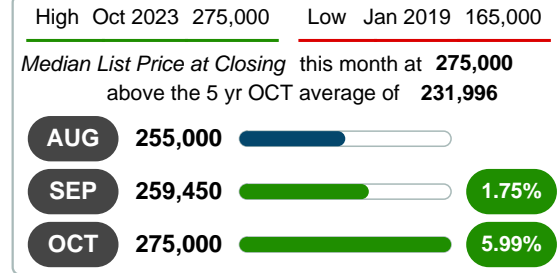


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 231,996



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
\$125,000 and less	66	9.76%	93,250	90,000	100,000	75,750	0
\$125,001 - \$175,000	70	10.36%	150,000	145,000	154,500	152,500	0
\$175,001 - \$225,000	103	15.24%	199,900	195,000	199,900	199,000	0
\$225,001 - \$300,000	146	21.60%	260,000	250,000	258,250	275,000	260,000
\$300,001 - \$400,000	128	18.93%	338,950	330,000	340,000	335,000	331,450
\$400,001 - \$550,000	89	13.17%	459,900	468,950	465,000	448,450	467,495
\$550,001 and up	74	10.95%	742,000	795,000	769,000	727,000	730,000
Median List Price			275,000	139,900	235,000	350,000	552,500
Total Closed Units		100%	275,000	85	332	215	44
Total Closed Volume			220,512,395	14.98M	88.04M	89.08M	28.42M

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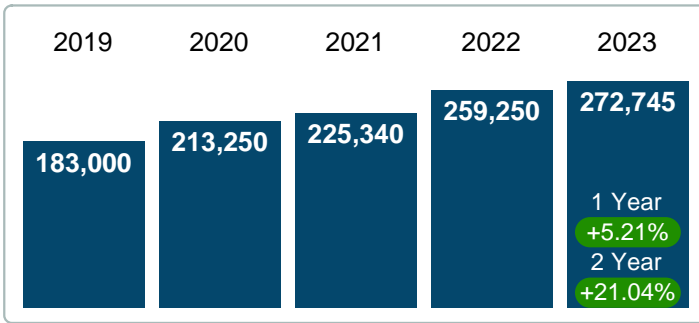
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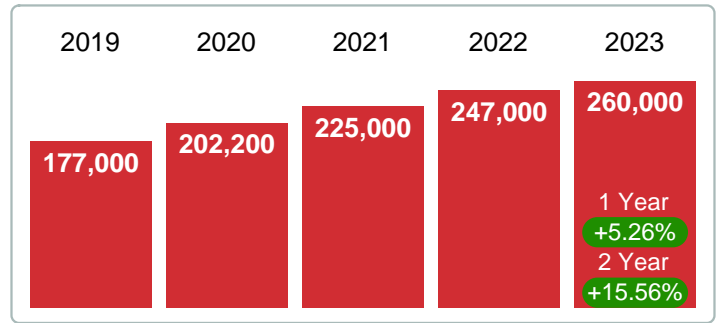
MEDIAN SOLD PRICE AT CLOSING

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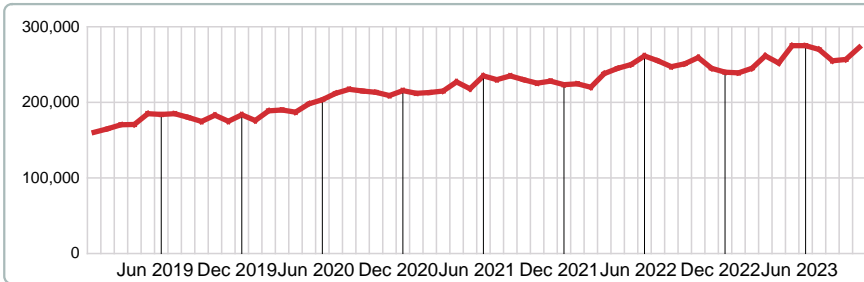
OCTOBER



YEAR TO DATE (YTD)

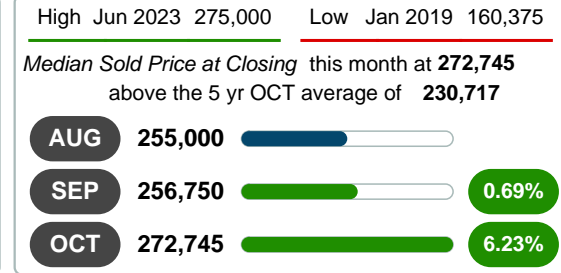


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 230,717



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
\$125,000 and less	68	10.06%	87,750	81,000	90,000	71,750	0
\$125,001 - \$175,000	74	10.95%	150,000	148,750	150,000	169,500	0
\$175,001 - \$225,000	102	15.09%	199,100	192,000	200,000	194,000	0
\$225,001 - \$300,000	150	22.19%	260,450	250,000	257,000	275,750	247,000
\$300,001 - \$400,000	125	18.49%	340,000	348,750	342,750	336,150	333,000
\$400,001 - \$550,000	87	12.87%	450,000	450,000	454,500	443,950	474,995
\$550,001 and up	70	10.36%	735,000	0	736,000	725,000	735,000
Median Sold Price			272,745	135,000	231,000	350,000	541,250
Total Closed Units		100%	272,745	85	332	215	44
Total Closed Volume			215,044,129	13.68M	86.89M	87.03M	27.45M

October 2023



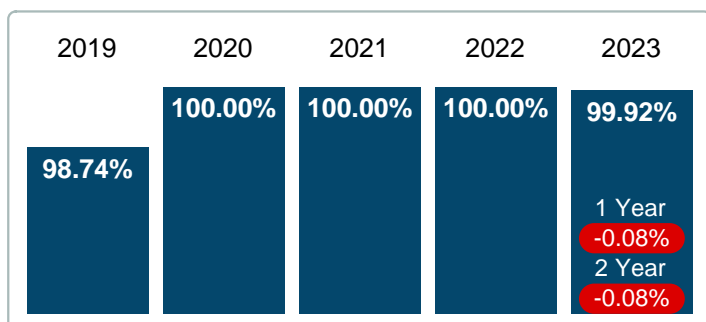
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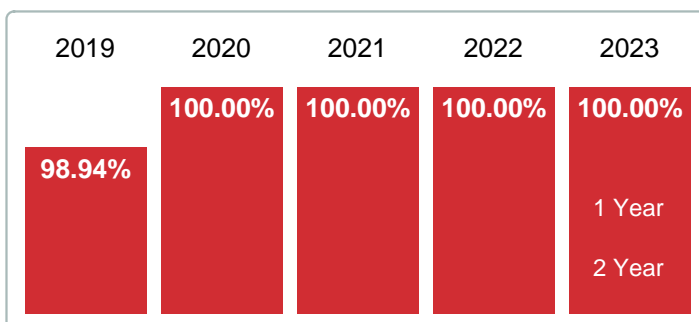
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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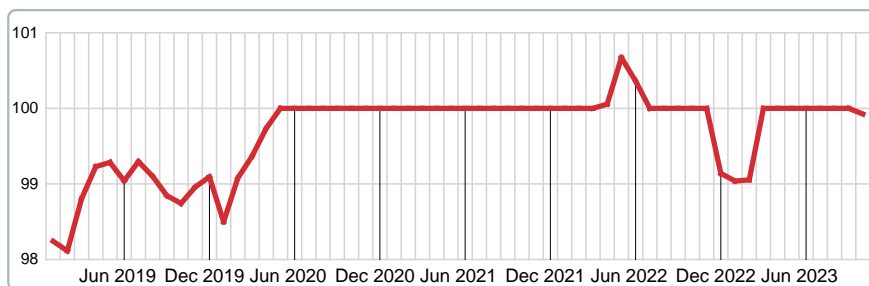
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

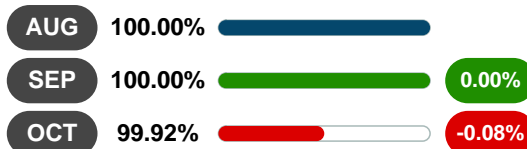


3 MONTHS

5 year OCT AVG = 99.73%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **99.92%**
equal to 5 yr OCT average of **99.73%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	68	10.06%	94.95%	99.03%	92.96%	91.34%	0.00%
\$125,001 - \$175,000	74	10.95%	100.00%	100.00%	99.33%	100.00%	0.00%
\$175,001 - \$225,000	102	15.09%	100.00%	100.00%	100.00%	100.00%	0.00%
\$225,001 - \$300,000	150	22.19%	100.00%	98.88%	100.00%	100.00%	95.24%
\$300,001 - \$400,000	125	18.49%	99.71%	98.10%	99.61%	99.71%	98.75%
\$400,001 - \$550,000	87	12.87%	100.00%	97.34%	100.00%	100.00%	98.07%
\$550,001 and up	70	10.36%	98.46%	0.00%	100.00%	98.33%	97.16%
Median Sold/List Ratio		99.92%		100.00%	100.00%	99.82%	97.97%
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



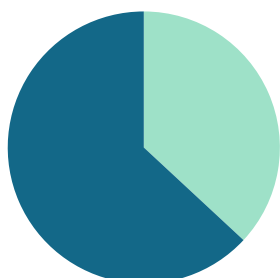
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

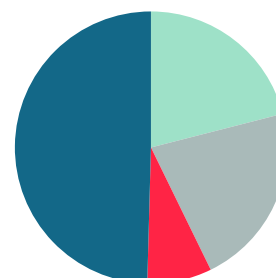


Inventory
 New Listings
932 = 36.91%
 Start Inventory
1,593
 Total Inventory Units
2,525
 Volume
\$1,052,039,392

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%
Median List Price	259,700	275,000	5.89%	245,000	265,000	8.16%
Median Sale Price	259,250	272,745	5.21%	247,000	260,000	5.26%
Median Percent of Selling Price to List Price	100.00%	99.93%	-0.08%	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	13.00	62.50%	5.00	9.00	80.00%
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%

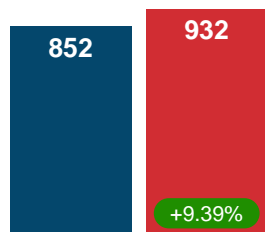
Absorption: Last 12 months, an Average of **693** Sales/Month

Inventory on October 31, 2023 = **1,595** 2022 2023

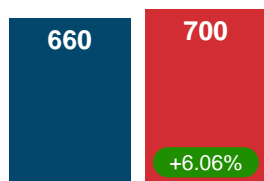
OCTOBER MARKET

MEDIAN PRICES

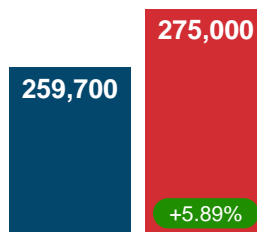
New Listings



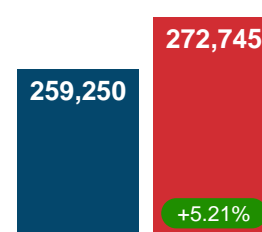
Pending Listings



List Price



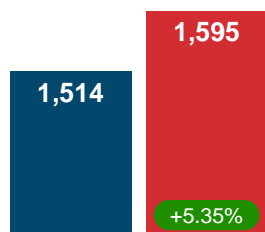
Sale Price



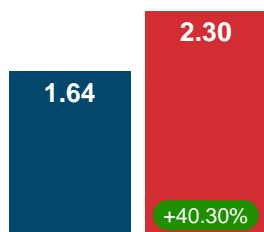
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

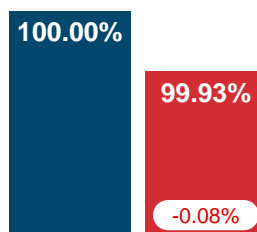
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

