

November 2023



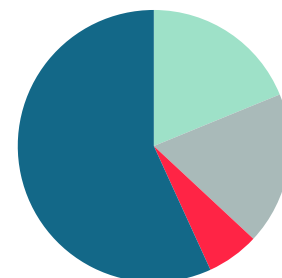
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	935	896	-4.17%
Pending Listings	870	863	-0.80%
New Listings	1,132	1,217	7.51%
Median List Price	244,900	250,000	2.08%
Median Sale Price	240,000	249,900	4.13%
Median Percent of Selling Price to List Price	100.00%	99.03%	-0.97%
Median Days on Market to Sale	11.00	15.00	36.36%
End of Month Inventory	2,476	2,706	9.29%
Months Supply of Inventory	1.88	2.61	39.25%



■ Closed (18.82%)
■ Pending (18.12%)
■ Other OffMarket (6.24%)
■ Active (56.82%)

Absorption: Last 12 months, an Average of **1,036** Sales/Month
Active Inventory as of November 30, 2023 = **2,706**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2023 rose **9.29%** to 2,706 existing homes available for sale. Over the last 12 months this area has had an average of 1,036 closed sales per month. This represents an unsold inventory index of **2.61** 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 **4.13%** in November 2023 to \$249,900 versus the previous year at \$240,000.

Median Days on Market Lengthens

The median number of **15.00** days that homes spent on the market before selling increased by 4.00 days or **36.36%** in November 2023 compared to last year's same month at **11.00** DOM.

Sales Success for November 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 1,217 New Listings in November 2023, up **7.51%** from last year at 1,132. Furthermore, there were 896 Closed Listings this month versus last year at 935, a **-4.17%** decrease.

Closed versus Listed trends yielded a **73.6%** ratio, down from previous year's, November 2022, at **82.6%**, a **10.86%** 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

November 2023



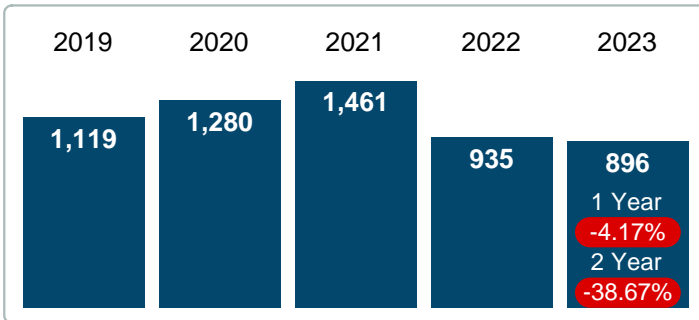
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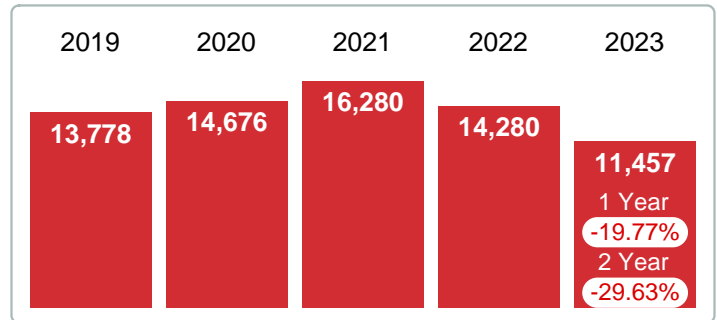
CLOSED LISTINGS

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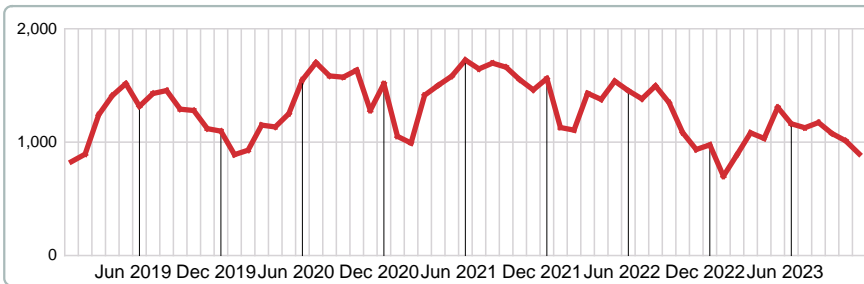
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

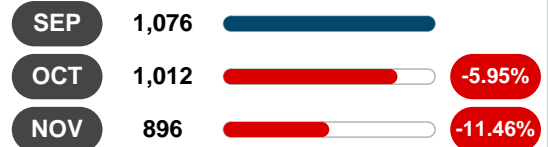


3 MONTHS

5 year NOV AVG = 1,138

High Jun 2021 1,724 Low Jan 2023 700

Closed Listings this month at **896**
 below the 5 yr NOV average of **1,138**



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	66	7.37%	18.5	35	25	6	0
\$100,001 - \$150,000	94	10.49%	8.5	31	56	7	0
\$150,001 - \$200,000	139	15.51%	8.0	14	103	21	1
\$200,001 - \$275,000	224	25.00%	12.5	18	162	39	5
\$275,001 - \$375,000	172	19.20%	21.0	2	91	75	4
\$375,001 - \$525,000	113	12.61%	27.0	1	39	60	13
\$525,001 and up	88	9.82%	34.0	0	20	49	19
Total Closed Units	896			101	496	257	42
Total Closed Volume	261,457,634	100%	15.0	14.21M	125.14M	100.10M	22.02M
Median Closed Price	\$249,900			\$130,000	\$229,950	\$349,500	\$522,000

November 2023



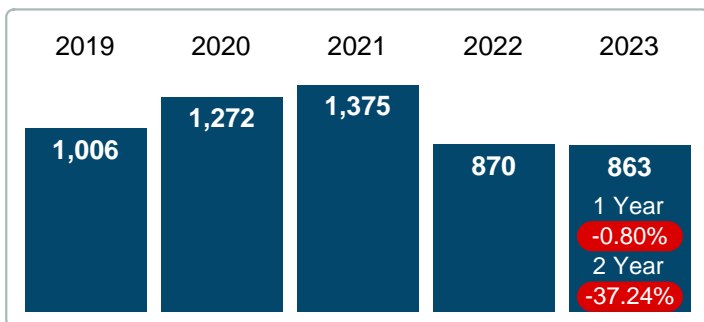
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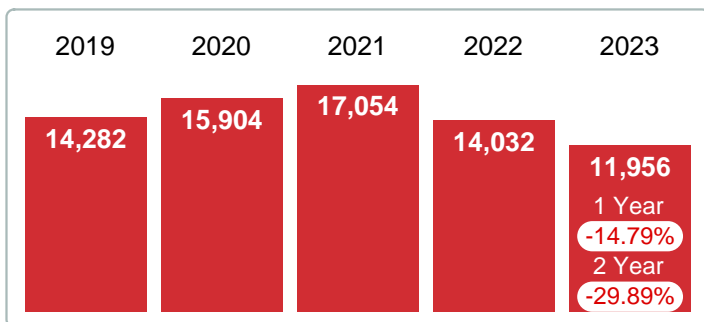
PENDING LISTINGS

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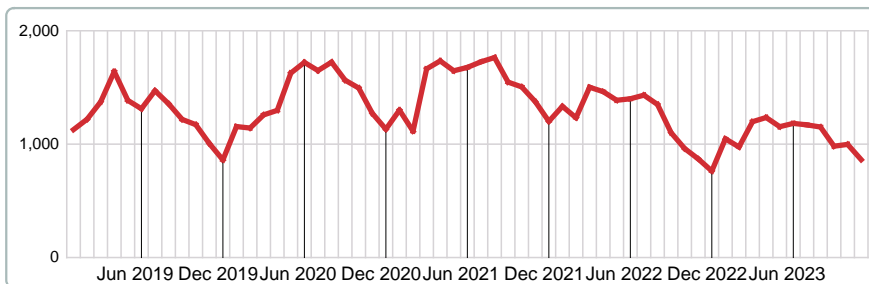
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 1,077

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at **863**
 below the 5 yr NOV average of **1,077**



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	66	7.65%	16.0	32	28	5	1
\$100,001 - \$150,000	88	10.20%	13.0	38	43	7	0
\$150,001 - \$200,000	152	17.61%	14.5	23	110	17	2
\$200,001 - \$275,000	204	23.64%	21.0	7	155	38	4
\$275,001 - \$350,000	153	17.73%	26.0	8	78	63	4
\$350,001 - \$475,000	105	12.17%	26.0	2	50	50	3
\$475,001 and up	95	11.01%	32.0	0	27	56	12
Total Pending Units	863			110	491	236	26
Total Pending Volume	246,941,982	100%	21.0	15.97M	126.01M	91.92M	13.04M
Median Listing Price	\$249,900			\$125,000	\$235,000	\$338,450	\$442,000

November 2023



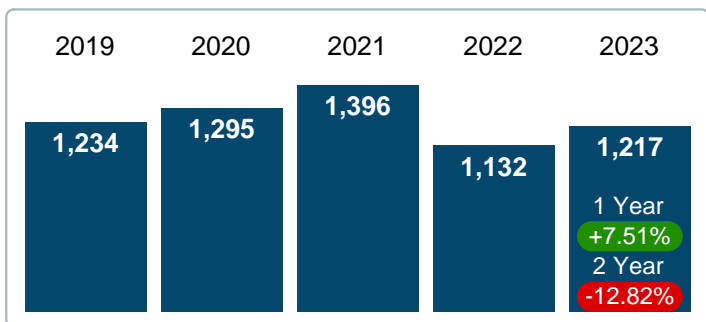
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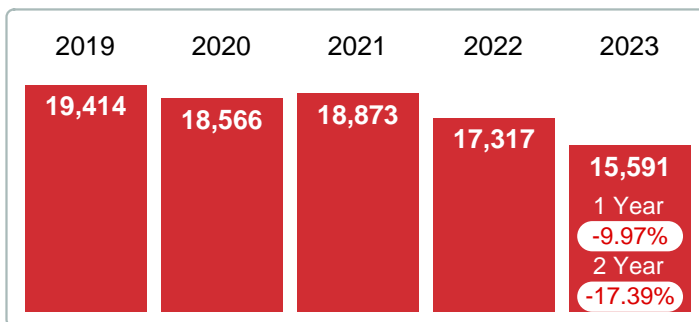
NEW LISTINGS

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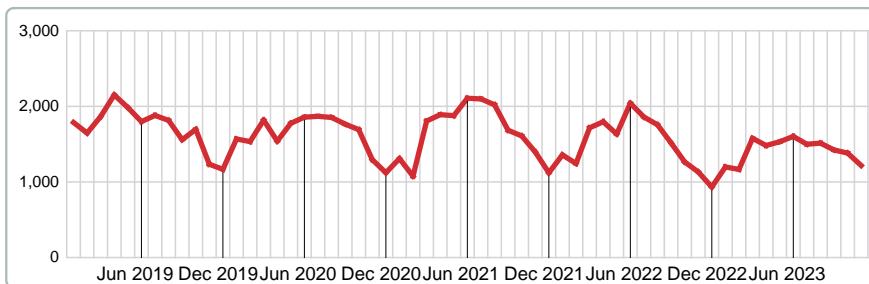
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

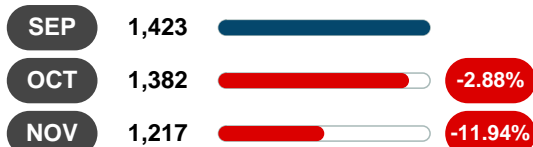


3 MONTHS

5 year NOV AVG = 1,255

High Apr 2019 2,151 Low Dec 2022 933

New Listings this month at 1,217 below the 5 yr NOV average of 1,255



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	121	9.94%	71	45	4	1
\$125,001 - \$175,000	118	9.70%	31	74	13	0
\$175,001 - \$225,000	191	15.69%	27	137	26	1
\$225,001 - \$325,000	317	26.05%	25	199	86	7
\$325,001 - \$425,000	195	16.02%	5	80	95	15
\$425,001 - \$575,000	145	11.91%	6	49	77	13
\$575,001 and up	130	10.68%	3	22	73	32
Total New Listed Units	1,217		168	606	374	69
Total New Listed Volume	424,044,613	100%	29.72M	171.02M	165.27M	58.04M
Median New Listed Listing Price	\$280,000		\$134,950	\$244,900	\$378,950	\$499,500

November 2023



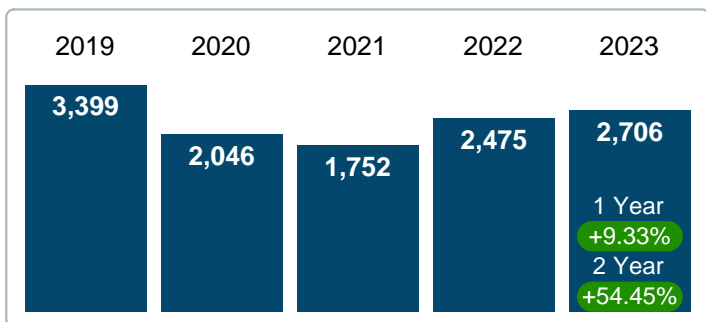
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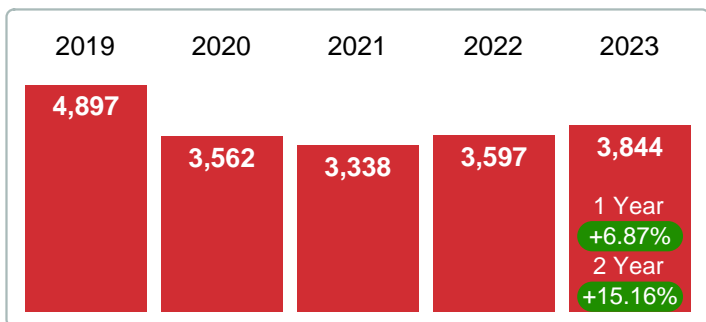
ACTIVE INVENTORY

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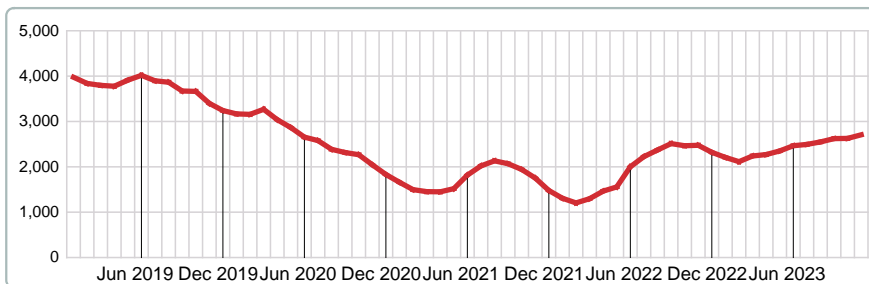
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

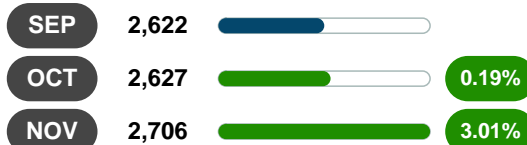


3 MONTHS

5 year NOV AVG = 2,476

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

Inventory this month at **2,706**
above the 5 yr NOV average of **2,476**



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	221	8.17%	49.0	122	85	12	2
\$125,001 - \$200,000	296	10.94%	37.0	70	184	38	4
\$200,001 - \$275,000	394	14.56%	42.0	39	264	85	6
\$275,001 - \$425,000	753	27.83%	51.0	34	354	324	41
\$425,001 - \$525,000	381	14.08%	77.0	19	142	191	29
\$525,001 - \$700,000	386	14.26%	72.0	12	82	227	65
\$700,001 and up	275	10.16%	72.0	8	46	117	104
Total Active Inventory by Units				304	1,157	994	251
Total Active Inventory by Volume				69.18M	400.84M	503.86M	235.03M
Median Active Inventory Listing Price				\$149,950	\$292,000	\$449,700	\$628,000

November 2023



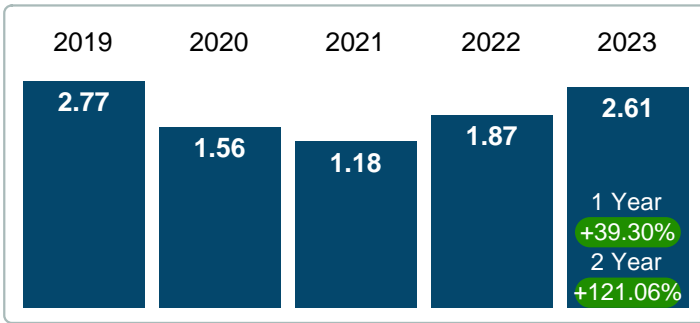
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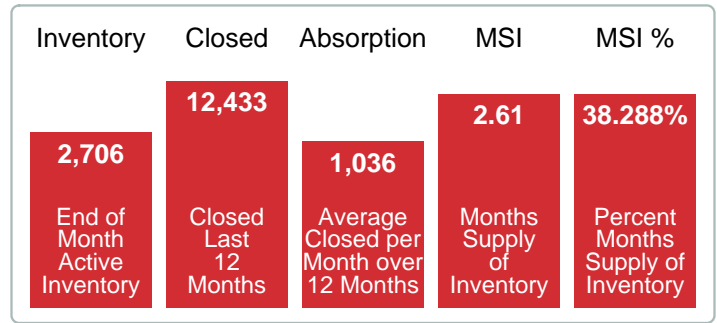
MONTHS SUPPLY of INVENTORY (MSI)

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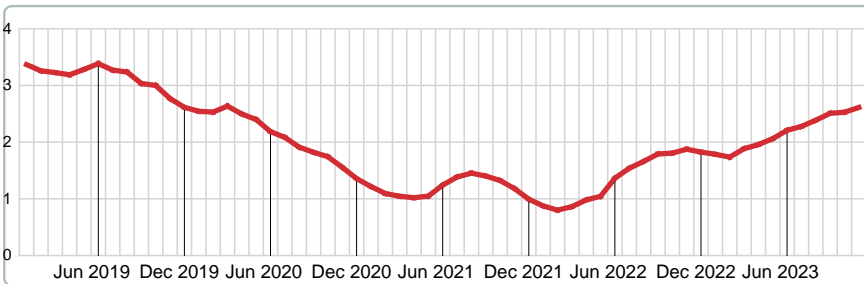
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS

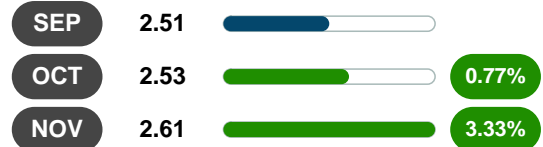


3 MONTHS

5 year NOV AVG = 2.00

High Jun 2019 3.38 Low Feb 2022 0.80

Months Supply this month at **2.61**
above the 5 yr NOV average of **2.00**



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	221	8.17%	1.75	2.01	1.50	1.66	1.20
\$125,001 - \$200,000	296	10.94%	1.40	1.99	1.20	1.82	1.92
\$200,001 - \$275,000	394	14.56%	1.61	3.08	1.44	1.89	1.57
\$275,001 - \$425,000	753	27.83%	2.73	3.64	2.82	2.60	2.55
\$425,001 - \$525,000	381	14.08%	5.01	9.91	6.38	4.49	3.08
\$525,001 - \$700,000	386	14.26%	6.17	20.57	6.39	6.19	5.20
\$700,001 and up	275	10.16%	7.07	12.00	7.67	5.57	9.24
Market Supply of Inventory (MSI)	2.61			2.51	2.06	3.34	4.42
Total Active Inventory by Units	2,706	100%	2.61	304	1,157	994	251

November 2023



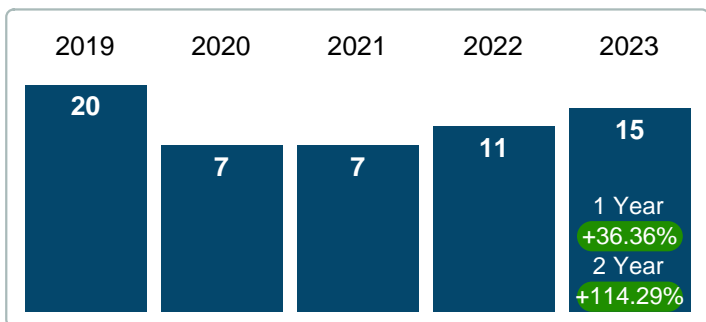
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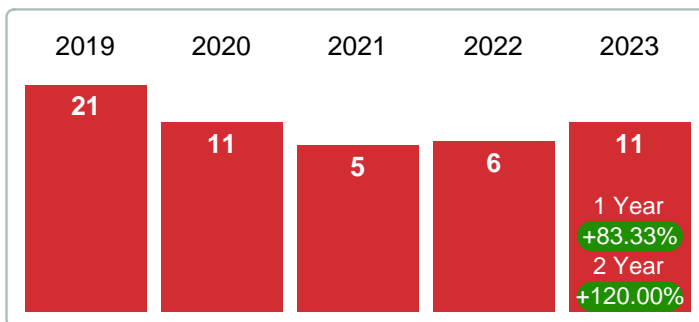
MEDIAN DAYS ON MARKET TO SALE

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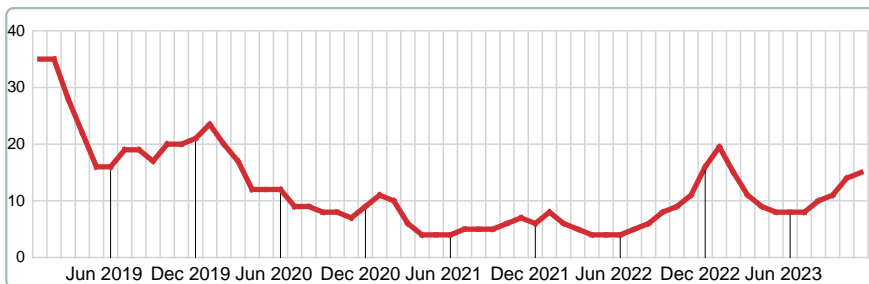
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

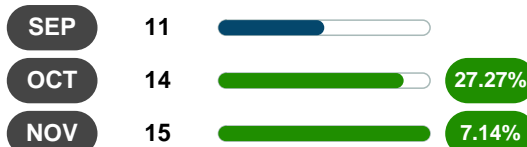


3 MONTHS

5 year NOV AVG = 12

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 15 above the 5 yr NOV average of 12



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 66	7.37%	19	15	22	17	0
\$100,001 - \$150,000 94	10.49%	9	9	8	11	0
\$150,001 - \$200,000 139	15.51%	8	17	7	13	24
\$200,001 - \$275,000 224	25.00%	13	17	12	21	46
\$275,001 - \$375,000 172	19.20%	21	76	18	26	26
\$375,001 - \$525,000 113	12.61%	27	11	28	24	31
\$525,001 and up 88	9.82%	34	0	33	33	45
Median Closed DOM		15	13	11	21	32
Total Closed Units	100%	896	101	496	257	42
Total Closed Volume		261,457,634	14.21M	125.14M	100.10M	22.02M

November 2023



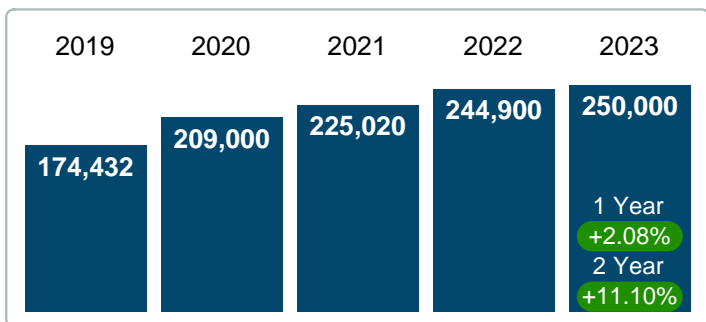
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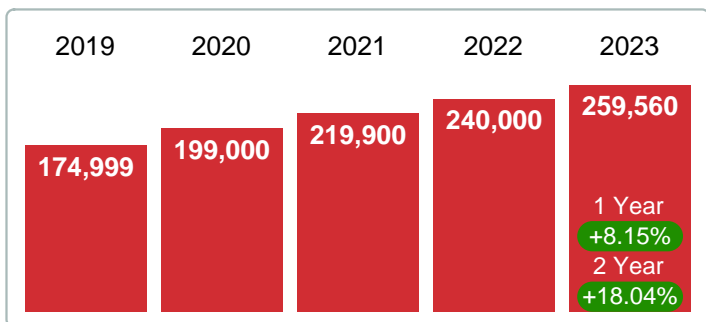
MEDIAN LIST PRICE AT CLOSING

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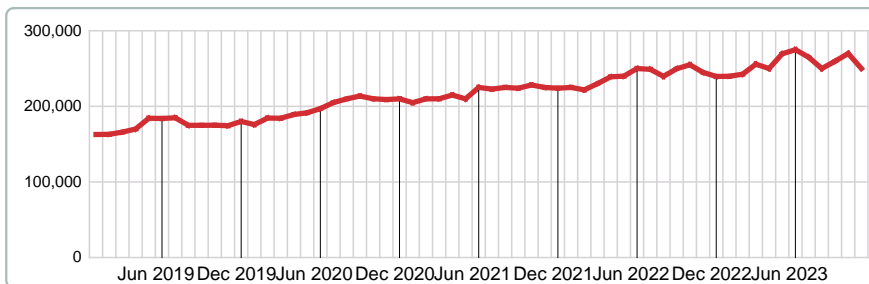
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 220,670

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

Median List Price at Closing this month at **250,000**
 above the 5 yr NOV average of **220,670**

Month	Price	Change
SEP	259,700	
OCT	269,900	+3.93%
NOV	250,000	-7.37%

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	65	7.25%	80,000	80,000	75,000	82,000	0
\$100,001 - \$150,000	90	10.04%	134,000	130,000	135,000	137,400	0
\$150,001 - \$200,000	143	15.96%	179,900	172,500	181,500	179,950	0
\$200,001 - \$275,000	216	24.11%	240,000	229,950	244,900	239,900	224,500
\$275,001 - \$375,000	178	19.87%	320,494	304,750	314,950	325,000	332,500
\$375,001 - \$525,000	115	12.83%	425,000	495,500	415,000	437,500	420,000
\$525,001 and up	89	9.93%	650,000	0	655,000	639,000	683,425
Median List Price			250,000	130,000	235,000	354,900	527,450
Total Closed Units		100%	250,000	101	496	257	42
Total Closed Volume			266,412,297	14.63M	127.39M	102.03M	22.37M

November 2023



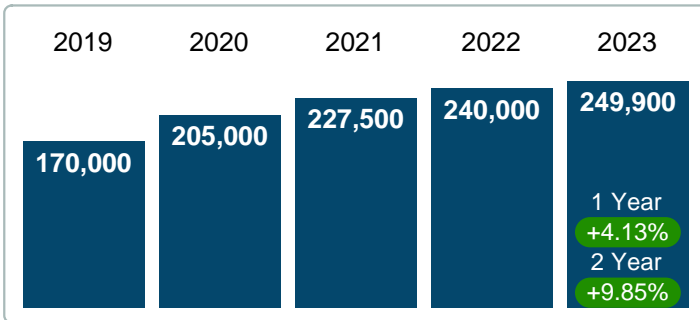
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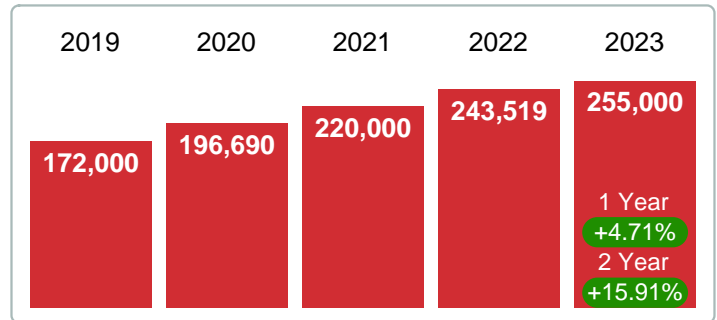
MEDIAN SOLD PRICE AT CLOSING

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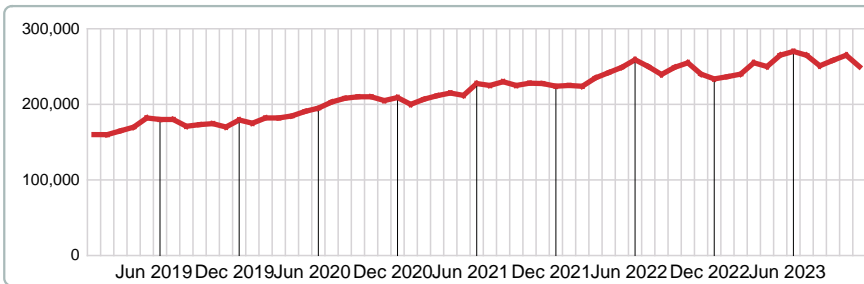
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

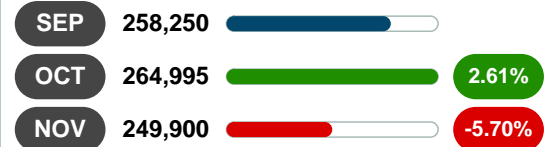


3 MONTHS

5 year NOV AVG = 218,480

High Jun 2023 270,000 Low Feb 2019 159,900

Median Sold Price at Closing this month at **249,900** above the 5 yr NOV average of **218,480**



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	66	7.37%	72,250	80,000	66,000	68,450	0
\$100,001 - \$150,000	94	10.49%	131,125	130,000	133,750	134,900	0
\$150,001 - \$200,000	139	15.51%	180,000	168,750	180,000	184,500	200,000
\$200,001 - \$275,000	224	25.00%	238,000	227,500	237,000	241,000	210,000
\$275,001 - \$375,000	172	19.20%	315,635	307,794	315,000	323,740	322,500
\$375,001 - \$525,000	113	12.61%	425,000	475,000	420,000	424,950	432,000
\$525,001 and up	88	9.82%	647,500	0	635,000	626,500	704,000
Median Sold Price			249,900	130,000	229,950	349,500	522,000
Total Closed Units		100%	896	101	496	257	42
Total Closed Volume			261,457,634	14.21M	125.14M	100.10M	22.02M

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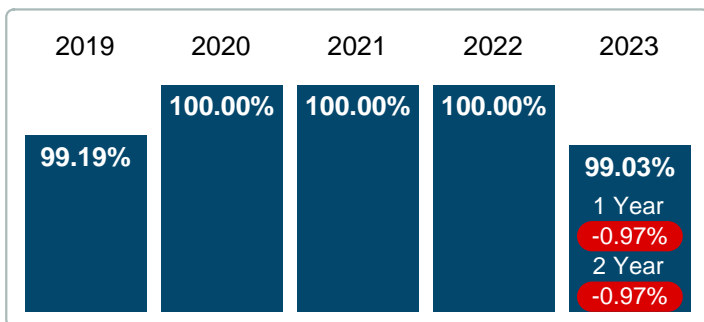
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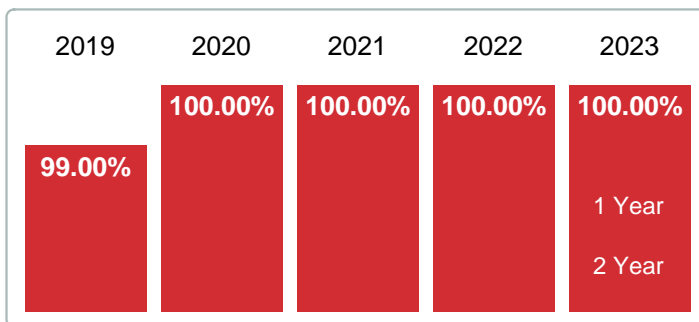
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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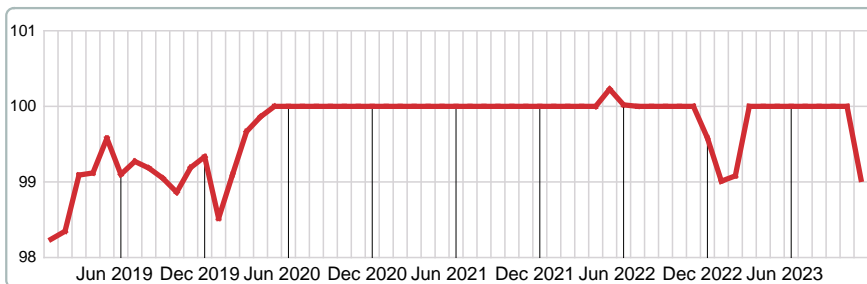
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

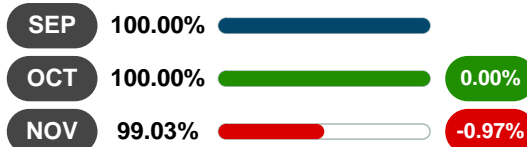


3 MONTHS

5 year NOV AVG = 99.64%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at 99.03% below the 5 yr NOV average of 99.64%



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
\$100,000 and less	66	7.37%	90.00%	92.75%	88.34%	88.94%	0.00%
\$100,001 - \$150,000	94	10.49%	100.00%	98.62%	100.00%	101.70%	0.00%
\$150,001 - \$200,000	139	15.51%	100.00%	100.03%	100.00%	100.00%	91.32%
\$200,001 - \$275,000	224	25.00%	100.00%	98.13%	100.00%	100.00%	99.57%
\$275,001 - \$375,000	172	19.20%	99.05%	94.54%	99.35%	99.09%	97.49%
\$375,001 - \$525,000	113	12.61%	98.81%	95.86%	98.81%	98.81%	99.05%
\$525,001 and up	88	9.82%	98.73%	0.00%	98.01%	100.00%	98.35%
Median Sold/List Ratio		99.03%		97.82%	99.58%	99.07%	98.79%
Total Closed Units		896	100%	101	496	257	42
Total Closed Volume		261,457,634		14.21M	125.14M	100.10M	22.02M

November 2023



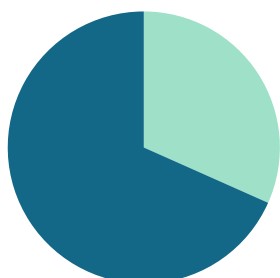
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

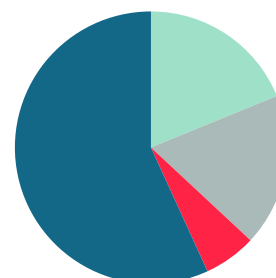


Inventory
 New Listings
1,217 = 31.66%
 Start Inventory
2,627
 Total Inventory Units
3,844
 Volume
\$1,574,118,338

Market Activity

Closed Sales
896 = 18.82%
 Pending Sales
863 = 18.12%
 Other Off Market
297 = 6.24%
 Active Inventory
2,706 = 56.82%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	935	896	-4.17%	14,280	11,457	-19.77%
Pending Sales	870	863	-0.80%	14,032	11,956	-14.79%
New Listings	1,132	1,217	7.51%	17,317	15,591	-9.97%
Median List Price	244,900	250,000	2.08%	240,000	259,560	8.15%
Median Sale Price	240,000	249,900	4.13%	243,519	255,000	4.71%
Median Percent of Selling Price to List Price	100.00%	99.03%	-0.97%	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	15.00	36.36%	6.00	11.00	83.33%
Monthly Inventory	2,476	2,706	9.29%	2,476	2,706	9.29%
Months Supply of Inventory	1.88	2.61	39.25%	1.88	2.61	39.25%

Absorption: Last 12 months, an Average of **1,036** Sales/Month

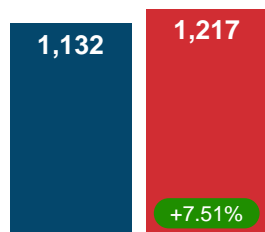
Inventory on November 30, 2023 = **2,706**

2022 **2023**

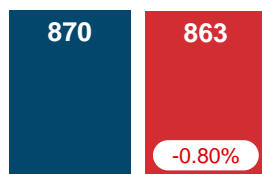
NOVEMBER MARKET

MEDIAN PRICES

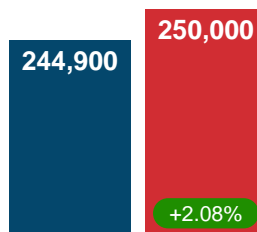
New Listings



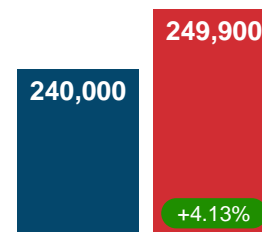
Pending Listings



List Price



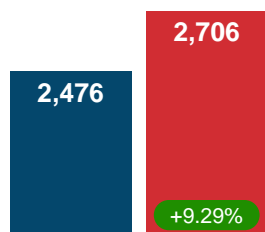
Sale Price



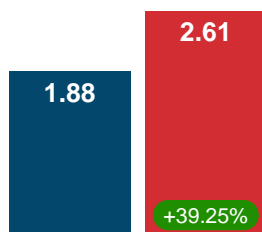
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

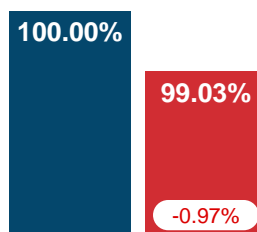
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

