

November 2023



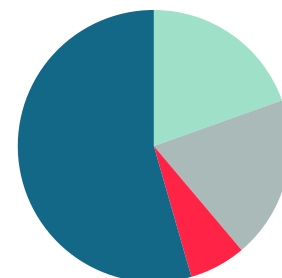
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | November | | |
|--|----------|---------|--------|
| | 2022 | 2023 | +/-% |
| Closed Listings | 633 | 595 | -6.00% |
| Pending Listings | 596 | 587 | -1.51% |
| New Listings | 738 | 805 | 9.08% |
| Average List Price | 289,667 | 300,592 | 3.77% |
| Average Sale Price | 286,549 | 294,663 | 2.83% |
| Average Percent of Selling Price to List Price | 98.59% | 98.54% | -0.05% |
| Average Days on Market to Sale | 24.11 | 31.29 | 29.78% |
| End of Month Inventory | 1,491 | 1,657 | 11.13% |
| Months Supply of Inventory | 1.67 | 2.40 | 44.10% |



■ Closed (19.55%)
■ Pending (19.29%)
■ Other OffMarket (6.70%)
■ Active (54.45%)

Absorption: Last 12 months, an Average of **690** Sales/Month
Active Inventory as of November 30, 2023 = **1,657**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2023 rose **11.13%** to 1,657 existing homes available for sale. Over the last 12 months this area has had an average of 690 closed sales per month. This represents an unsold inventory index of **2.40** 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 **2.83%** in November 2023 to \$294,663 versus the previous year at \$286,549.

Average Days on Market Lengthens

The average number of **31.29** days that homes spent on the market before selling increased by 7.18 days or **29.78%** in November 2023 compared to last year's same month at **24.11** DOM.

Sales Success for November 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 805 New Listings in November 2023, up **9.08%** from last year at 738. Furthermore, there were 595 Closed Listings this month versus last year at 633, a **-6.00%** decrease.

Closed versus Listed trends yielded a **73.9%** ratio, down from previous year's, November 2022, at **85.8%**, a **13.83%** 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

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| Average Percent of Selling Price to List Price | 10 |
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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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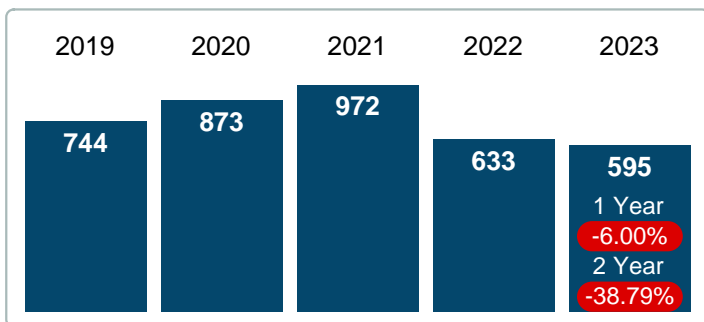
Area Delimited by County Of Tulsa - Residential Property Type



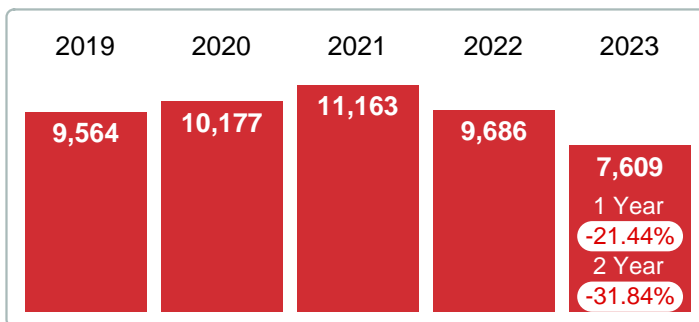
CLOSED LISTINGS

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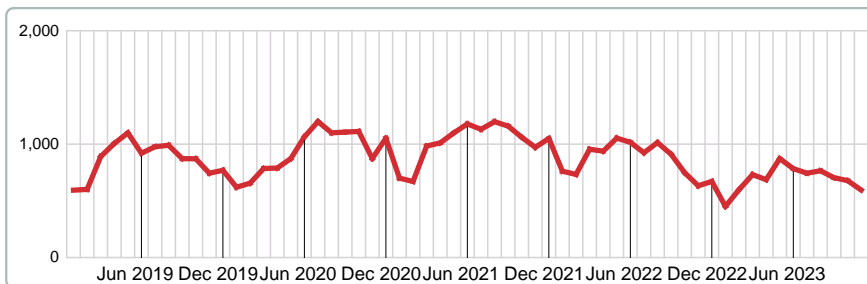
NOVEMBER



YEAR TO DATE (YTD)

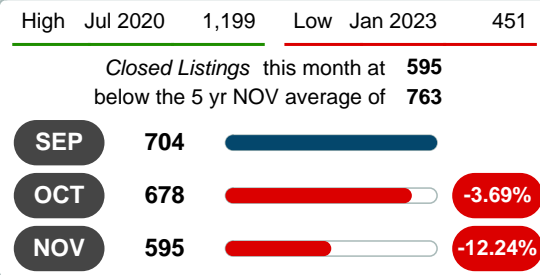


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 763



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 | 45 | 7.56% | 33.9 | 26 | 17 | 2 | 0 |
| \$100,001 - \$150,000 | 67 | 11.26% | 13.1 | 29 | 36 | 2 | 0 |
| \$150,001 - \$200,000 | 82 | 13.78% | 21.1 | 10 | 62 | 10 | 0 |
| \$200,001 - \$275,000 | 158 | 26.55% | 23.6 | 12 | 113 | 28 | 5 |
| \$275,001 - \$375,000 | 109 | 18.32% | 35.7 | 2 | 55 | 49 | 3 |
| \$375,001 - \$525,000 | 72 | 12.10% | 47.2 | 1 | 19 | 41 | 11 |
| \$525,001 and up | 62 | 10.42% | 55.8 | 0 | 15 | 32 | 15 |
| Total Closed Units | 595 | | | 80 | 317 | 164 | 34 |
| Total Closed Volume | 175,324,240 | 100% | 31.3 | 11.21M | 80.05M | 66.00M | 18.07M |
| Average Closed Price | \$294,663 | | | \$140,175 | \$252,512 | \$402,414 | \$531,411 |

November 2023



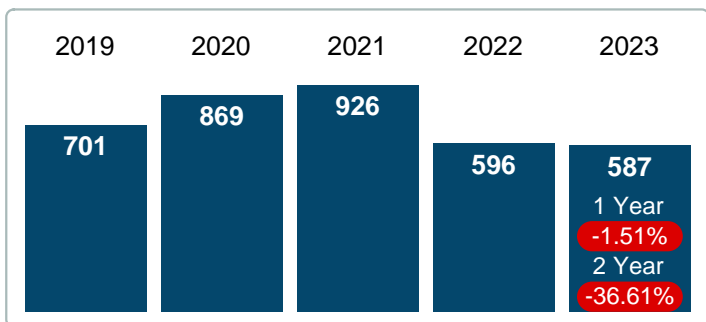
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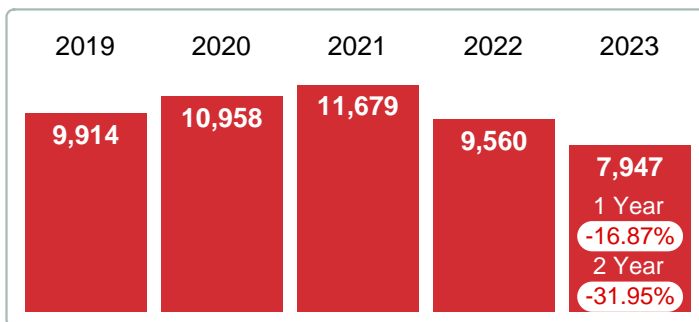
PENDING LISTINGS

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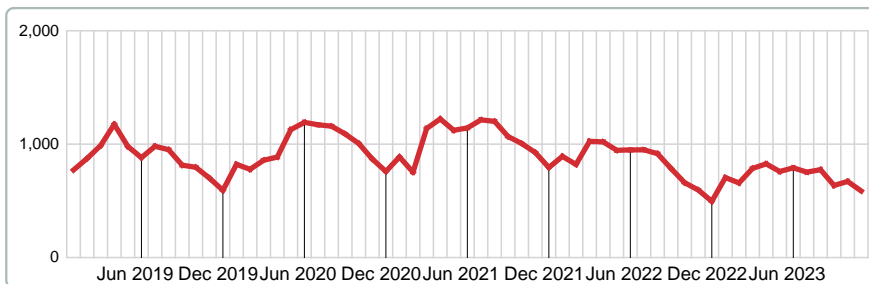
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 736

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **587**
below the 5 yr NOV average of **736**



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 | 36 | 6.13% | 28.6 | 17 | 15 | 3 | 1 |
| \$100,001 - \$175,000 | 93 | 15.84% | 22.5 | 35 | 52 | 6 | 0 |
| \$175,001 - \$200,000 | 74 | 12.61% | 23.5 | 13 | 52 | 9 | 0 |
| \$200,001 - \$275,000 | 133 | 22.66% | 35.4 | 6 | 100 | 23 | 4 |
| \$275,001 - \$350,000 | 111 | 18.91% | 40.9 | 7 | 52 | 49 | 3 |
| \$350,001 - \$500,000 | 79 | 13.46% | 45.6 | 2 | 37 | 37 | 3 |
| \$500,001 and up | 61 | 10.39% | 58.0 | 0 | 17 | 35 | 9 |
| Total Pending Units | 587 | | | 80 | 325 | 162 | 20 |
| Total Pending Volume | 174,271,451 | 100% | 38.2 | 12.62M | 85.58M | 65.55M | 10.52M |
| Average Listing Price | \$272,339 | | | \$157,734 | \$263,322 | \$404,618 | \$526,240 |

November 2023



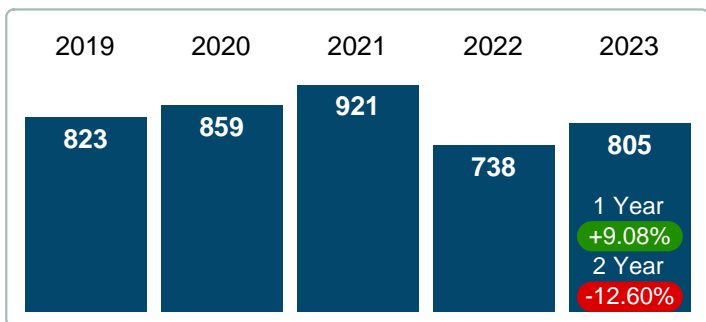
Area Delimited by County Of Tulsa - Residential Property Type



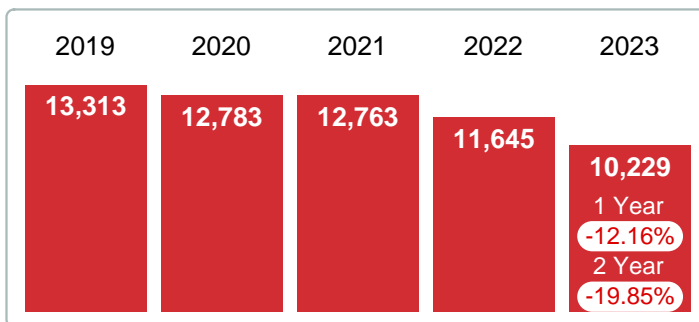
NEW LISTINGS

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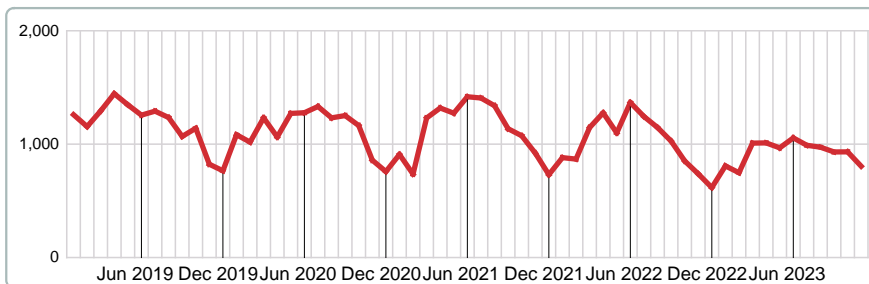
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 829

High Apr 2019 1,445 | Low Dec 2022 617

New Listings this month at **805**
 below the 5 yr NOV average of **829**



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 | 78 | 9.69% | 49 | 26 | 2 | 1 |
| \$125,001 - \$175,000 | 81 | 10.06% | 22 | 53 | 6 | 0 |
| \$175,001 - \$225,000 | 134 | 16.65% | 25 | 92 | 16 | 1 |
| \$225,001 - \$300,000 | 182 | 22.61% | 17 | 124 | 38 | 3 |
| \$300,001 - \$400,000 | 137 | 17.02% | 7 | 52 | 71 | 7 |
| \$400,001 - \$575,000 | 113 | 14.04% | 6 | 48 | 52 | 7 |
| \$575,001 and up | 80 | 9.94% | 3 | 10 | 45 | 22 |
| Total New Listed Units | 805 | | 129 | 405 | 230 | 41 |
| Total New Listed Volume | 273,187,864 | 100% | 24.33M | 113.34M | 100.22M | 35.31M |
| Average New Listed Listing Price | \$270,943 | | \$188,582 | \$279,845 | \$435,732 | \$861,102 |



Area Delimited by County Of Tulsa - Residential Property Type

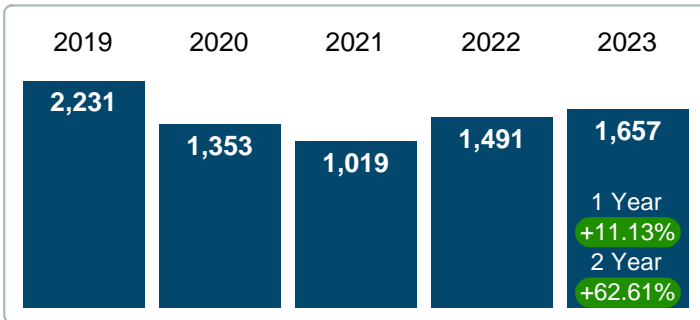


November 2023

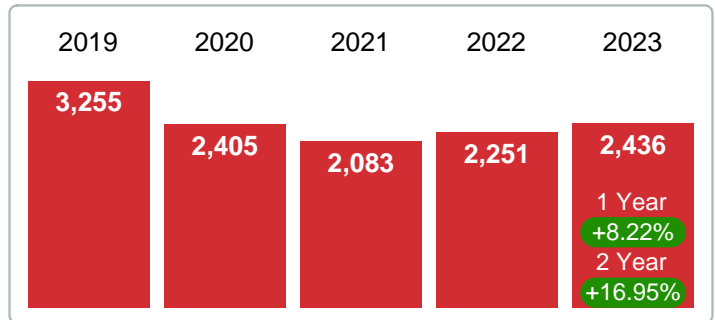
ACTIVE INVENTORY

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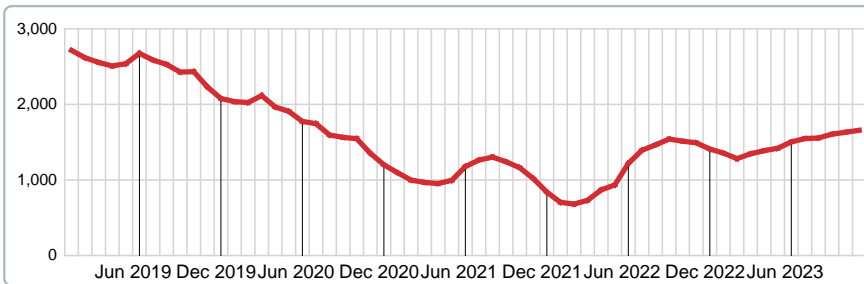
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

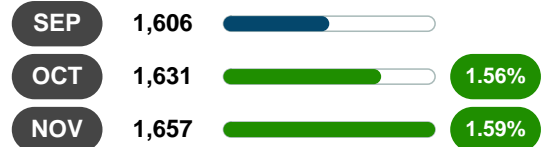


3 MONTHS

5 year NOV AVG = 1,550

High Jan 2019 2,714 Low Feb 2022 681

Inventory this month at **1,657**
above the 5 yr NOV average of **1,550**



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 | 154 | 9.29% | 76.1 | 91 | 57 | 5 | 1 |
| \$150,001 - \$225,000 | 196 | 11.83% | 42.9 | 42 | 126 | 26 | 2 |
| \$225,001 - \$300,000 | 264 | 15.93% | 49.2 | 25 | 170 | 67 | 2 |
| \$300,001 - \$425,000 | 387 | 23.36% | 64.7 | 19 | 154 | 192 | 22 |
| \$425,001 - \$525,000 | 241 | 14.54% | 99.4 | 12 | 100 | 115 | 14 |
| \$525,001 - \$725,000 | 249 | 15.03% | 97.4 | 12 | 48 | 140 | 49 |
| \$725,001 and up | 166 | 10.02% | 86.7 | 4 | 17 | 82 | 63 |
| Total Active Inventory by Units | 1,657 | | | 205 | 672 | 627 | 153 |
| Total Active Inventory by Volume | 755,264,860 | 100% | 72.9 | 48.03M | 227.06M | 328.92M | 151.26M |
| Average Active Inventory Listing Price | \$455,803 | | | \$234,314 | \$337,881 | \$524,590 | \$988,605 |

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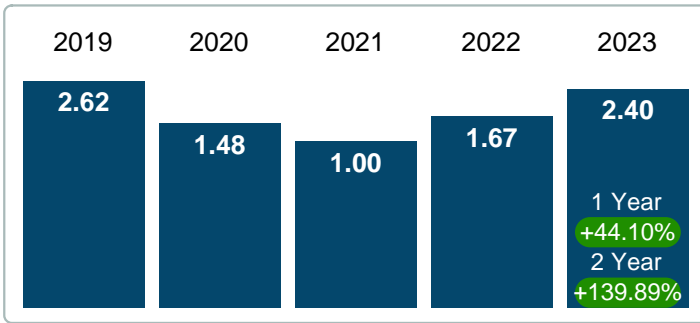
Area Delimited by County Of Tulsa - Residential Property Type



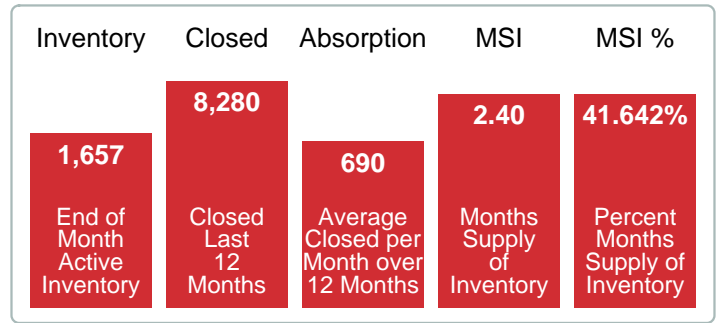
MONTHS SUPPLY of INVENTORY (MSI)

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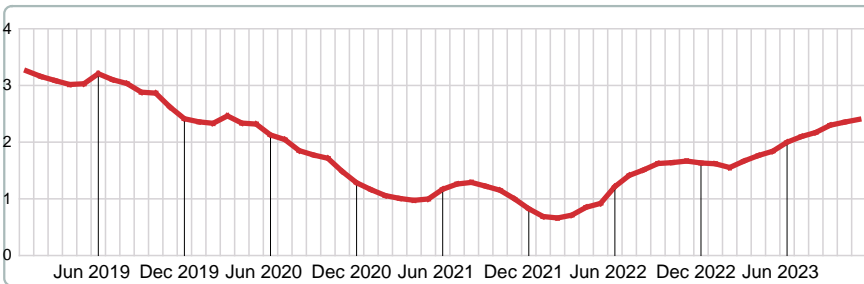
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS

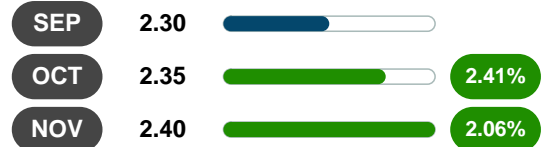


3 MONTHS

5 year NOV AVG = 1.83

High Jan 2019 3.26 Low Feb 2022 0.66

Months Supply this month at **2.40**
above the 5 yr NOV average of **1.83**



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 | 154 | 9.29% | 1.28 | 1.68 | 0.96 | 0.82 | 1.50 |
| \$150,001 - \$225,000 | 196 | 11.83% | 1.28 | 2.29 | 1.07 | 1.64 | 1.60 |
| \$225,001 - \$300,000 | 264 | 15.93% | 1.73 | 3.45 | 1.67 | 1.65 | 0.57 |
| \$300,001 - \$425,000 | 387 | 23.36% | 2.77 | 3.80 | 2.98 | 2.62 | 2.32 |
| \$425,001 - \$525,000 | 241 | 14.54% | 4.69 | 6.55 | 7.74 | 3.91 | 1.93 |
| \$525,001 - \$725,000 | 249 | 15.03% | 5.29 | 36.00 | 5.19 | 5.09 | 4.90 |
| \$725,001 and up | 166 | 10.02% | 6.38 | 6.86 | 4.43 | 5.66 | 8.89 |
| Market Supply of Inventory (MSI) | | | 2.40 | 2.34 | 1.89 | 3.03 | 3.90 |
| Total Active Inventory by Units | | 100% | 2.40 | 205 | 672 | 627 | 153 |

November 2023



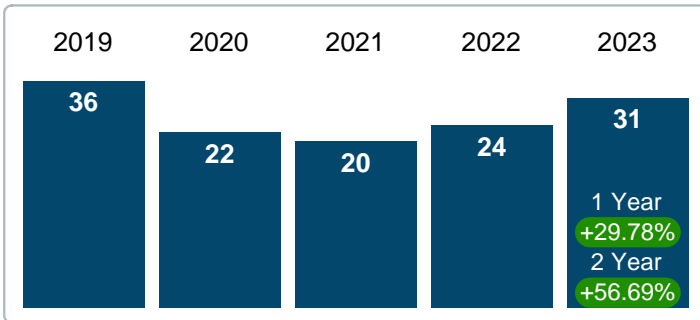
Area Delimited by County Of Tulsa - Residential Property Type



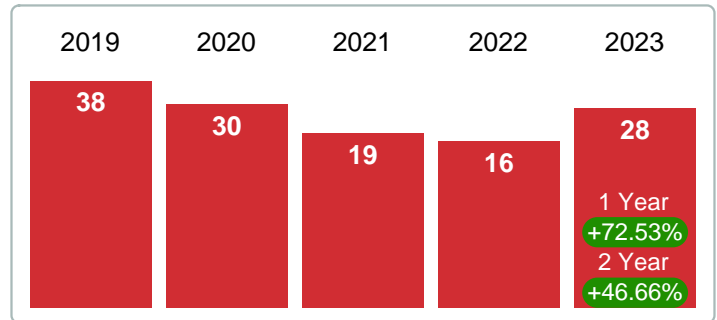
AVERAGE DAYS ON MARKET TO SALE

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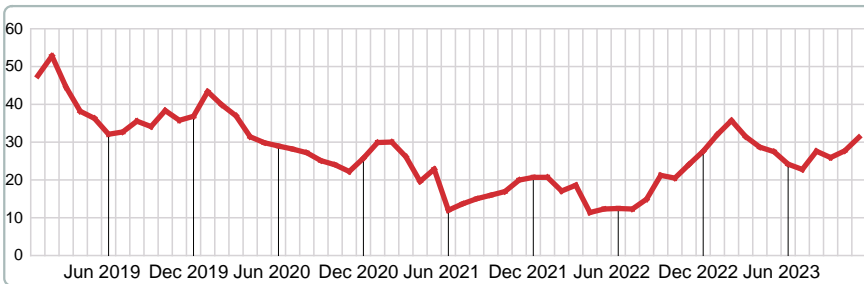
NOVEMBER



YEAR TO DATE (YTD)

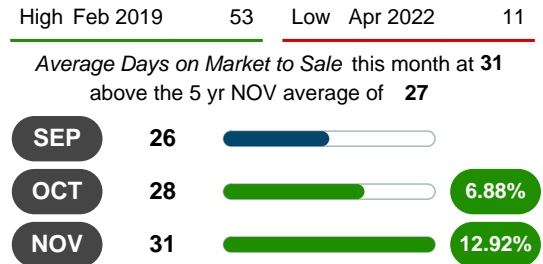


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 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 | 7.56% | 34 | 35 | 33 | 37 | 0 |
| \$100,001 - \$150,000 | 11.26% | 13 | 14 | 13 | 3 | 0 |
| \$150,001 - \$200,000 | 13.78% | 21 | 32 | 18 | 28 | 0 |
| \$200,001 - \$275,000 | 26.55% | 24 | 37 | 21 | 28 | 36 |
| \$275,001 - \$375,000 | 18.32% | 36 | 76 | 34 | 37 | 21 |
| \$375,001 - \$525,000 | 12.10% | 47 | 11 | 63 | 43 | 39 |
| \$525,001 and up | 10.42% | 56 | 0 | 34 | 65 | 56 |
| Average Closed DOM | | 31 | 28 | 25 | 41 | 44 |
| Total Closed Units | 100% | 31 | 80 | 317 | 164 | 34 |
| Total Closed Volume | | 175,324,240 | 11.21M | 80.05M | 66.00M | 18.07M |

November 2023



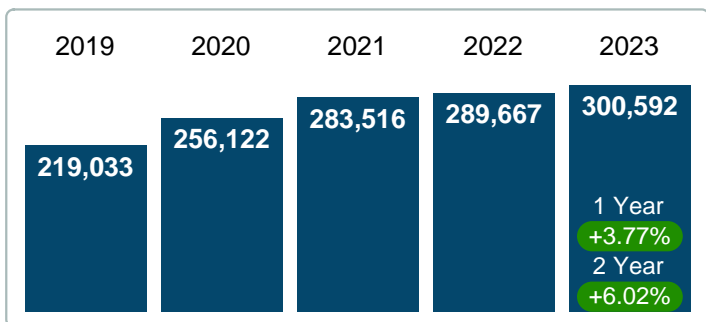
Area Delimited by County Of Tulsa - Residential Property Type



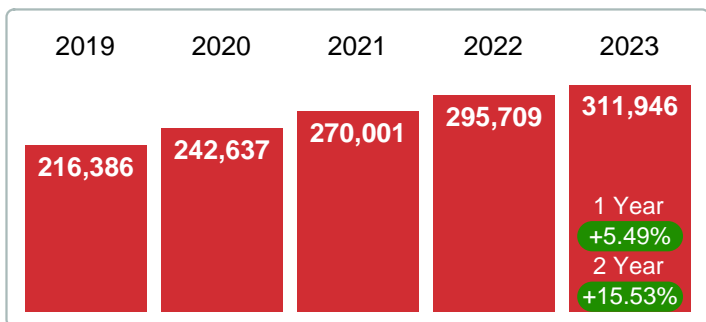
AVERAGE LIST PRICE AT CLOSING

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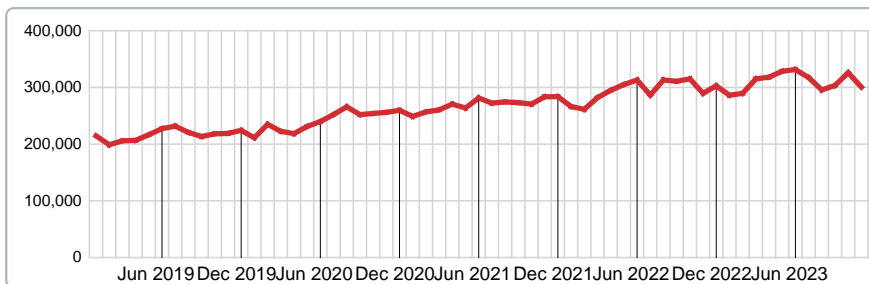
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

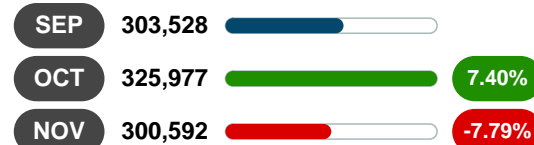


3 MONTHS

5 year NOV AVG = 269,786

High Jun 2023 331,546 Low Feb 2019 198,959

Average List Price at Closing this month at **300,592**
above the 5 yr NOV average of **269,786**



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 | 7.23% | 77,181 | 83,538 | 79,459 | 62,500 | 0 |
| \$100,001 - \$150,000 | 10.76% | 130,458 | 132,621 | 135,411 | 142,450 | 0 |
| \$150,001 - \$200,000 | 14.45% | 180,081 | 159,270 | 182,787 | 191,350 | 0 |
| \$200,001 - \$275,000 | 25.71% | 240,694 | 233,042 | 242,560 | 244,739 | 233,780 |
| \$275,001 - \$375,000 | 19.33% | 321,757 | 325,544 | 315,162 | 333,461 | 321,333 |
| \$375,001 - \$525,000 | 11.43% | 437,576 | 495,500 | 438,744 | 438,837 | 458,868 |
| \$525,001 and up | 11.09% | 729,001 | 0 | 722,651 | 747,163 | 748,240 |
| Average List Price | | 300,592 | 144,422 | 257,027 | 411,080 | 541,296 |
| Total Closed Units | 100% | 300,592 | 80 | 317 | 164 | 34 |
| Total Closed Volume | | 178,852,467 | 11.55M | 81.48M | 67.42M | 18.40M |

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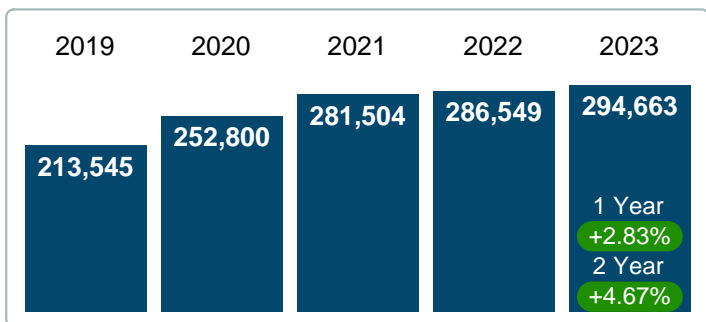
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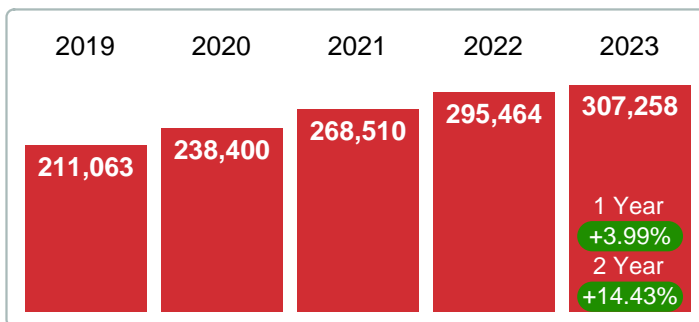
AVERAGE SOLD PRICE AT CLOSING

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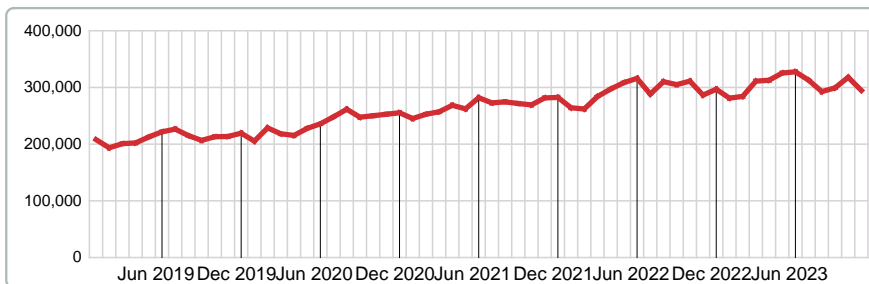
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

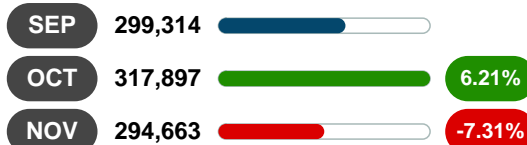


3 MONTHS

5 year NOV AVG = 265,812

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

Average Sold Price at Closing this month at **294,663** above the 5 yr NOV average of **265,812**



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 | 7.56% | 71,957 | 74,599 | 69,853 | 55,500 | 0 |
| \$100,001 - \$150,000 | 11.26% | 130,350 | 127,995 | 131,575 | 142,450 | 0 |
| \$150,001 - \$200,000 | 13.78% | 178,831 | 173,250 | 180,070 | 176,730 | 0 |
| \$200,001 - \$275,000 | 26.55% | 238,068 | 228,288 | 238,783 | 240,918 | 229,400 |
| \$275,001 - \$375,000 | 18.32% | 319,498 | 307,794 | 312,125 | 328,773 | 311,000 |
| \$375,001 - \$525,000 | 12.10% | 434,514 | 475,000 | 429,885 | 430,443 | 454,000 |
| \$525,001 and up | 10.42% | 725,219 | 0 | 709,378 | 729,030 | 732,932 |
| Average Sold Price | | 294,663 | 140,175 | 252,512 | 402,414 | 531,411 |
| Total Closed Units | 100% | 294,663 | 80 | 317 | 164 | 34 |
| Total Closed Volume | | 175,324,240 | 11.21M | 80.05M | 66.00M | 18.07M |

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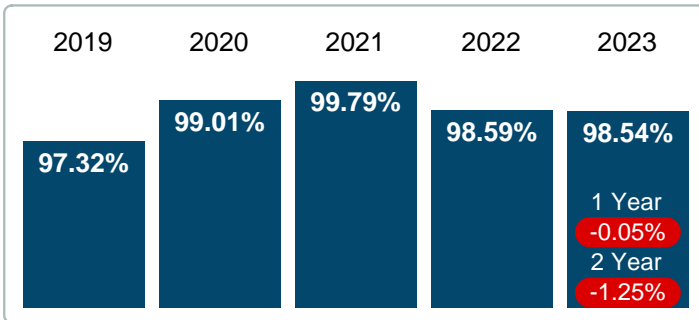
Area Delimited by County Of Tulsa - Residential Property Type



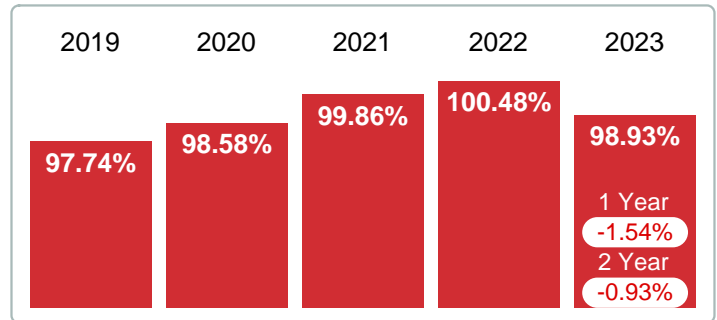
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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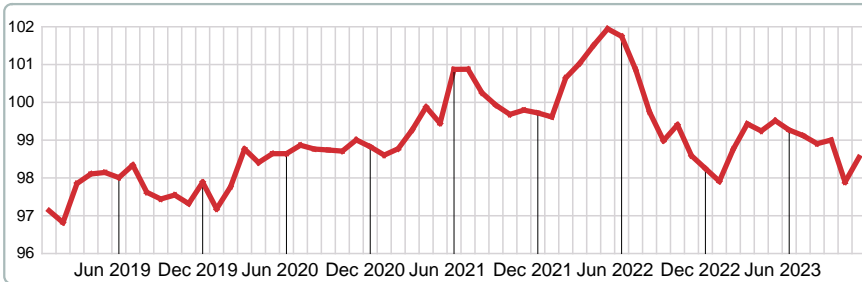
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

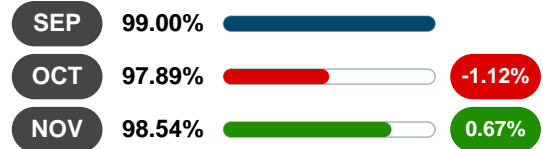


3 MONTHS

5 year NOV AVG = 98.65%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **98.54%**
equal to 5 yr NOV 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 | |
|--|-----|-------------|---------|----------|--------|---------|---------|--------|
| \$100,000 and less | 45 | 7.56% | 88.33% | 88.01% | 88.73% | 89.00% | 0.00% | |
| \$100,001 - \$150,000 | 67 | 11.26% | 97.71% | 96.70% | 98.39% | 100.00% | 0.00% | |
| \$150,001 - \$200,000 | 82 | 13.78% | 105.18% | 157.12% | 98.71% | 93.38% | 0.00% | |
| \$200,001 - \$275,000 | 158 | 26.55% | 98.49% | 98.02% | 98.52% | 98.64% | 98.11% | |
| \$275,001 - \$375,000 | 109 | 18.32% | 98.74% | 94.54% | 99.15% | 98.57% | 96.72% | |
| \$375,001 - \$525,000 | 72 | 12.10% | 98.25% | 95.86% | 98.12% | 98.17% | 99.00% | |
| \$525,001 and up | 62 | 10.42% | 98.21% | 0.00% | 97.78% | 98.38% | 98.29% | |
| Average Sold/List Ratio | | 98.50% | | 101.56% | 98.07% | 98.03% | 98.36% | |
| Total Closed Units | | 595 | 100% | 98.50% | 80 | 317 | 164 | 34 |
| Total Closed Volume | | 175,324,240 | | | 11.21M | 80.05M | 66.00M | 18.07M |

November 2023



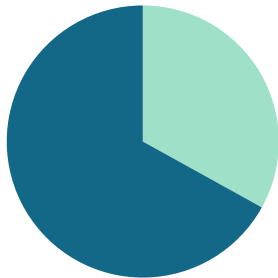
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

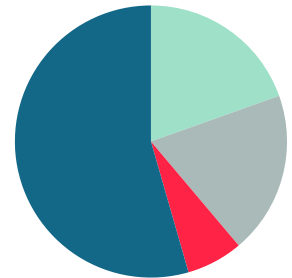


Inventory
 New Listings
805 = 33.05%
 Start Inventory
1,631
 Total Inventory Units
2,436
 Volume
\$1,014,270,264

Market Activity

Closed Sales
595 = 19.55%
 Pending Sales
587 = 19.29%
 Other Off Market
204 = 6.70%
 Active Inventory
1,657 = 54.45%

MARKET ACTIVITY



| Compared Metrics | November | | | Year to Date | | |
|--|----------|---------|--------|--------------|---------|---------|
| | 2022 | 2023 | +/-% | 2022 | 2023 | +/-% |
| Closed Sales | 633 | 595 | -6.00% | 9,686 | 7,609 | -21.44% |
| Pending Sales | 596 | 587 | -1.51% | 9,560 | 7,947 | -16.87% |
| New Listings | 738 | 805 | 9.08% | 11,645 | 10,229 | -12.16% |
| Average List Price | 289,667 | 300,592 | 3.77% | 295,709 | 311,946 | 5.49% |
| Average Sale Price | 286,549 | 294,663 | 2.83% | 295,464 | 307,258 | 3.99% |
| Average Percent of Selling Price to List Price | 98.59% | 98.54% | -0.05% | 100.48% | 98.93% | -1.54% |
| Average Days on Market to Sale | 24.11 | 31.29 | 29.78% | 16.39 | 28.27 | 72.53% |
| Monthly Inventory | 1,491 | 1,657 | 11.13% | 1,491 | 1,657 | 11.13% |
| Months Supply of Inventory | 1.67 | 2.40 | 44.10% | 1.67 | 2.40 | 44.10% |

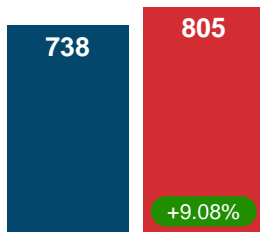
Absorption: Last 12 months, an Average of **690** Sales/Month

Inventory on November 30, 2023 = **1,657** 2022 2023

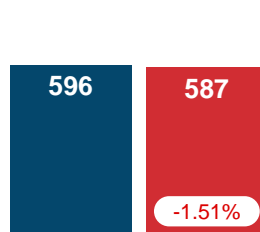
NOVEMBER MARKET

AVERAGE PRICES

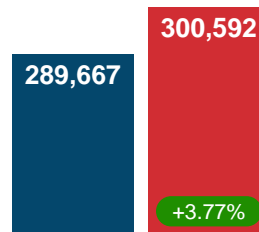
New Listings



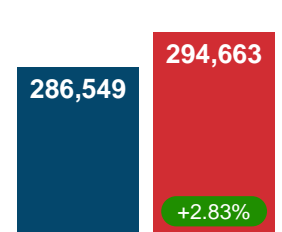
Pending Listings



List Price



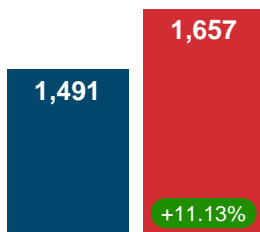
Sale Price



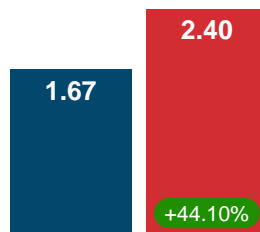
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

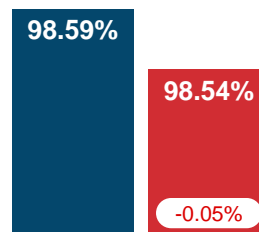
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

