

November 2023



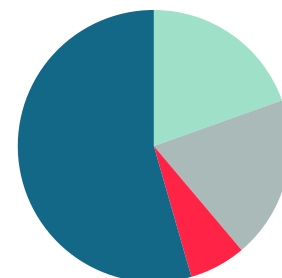
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	249,000	250,000	0.40%
Median Sale Price	245,000	249,000	1.63%
Median Percent of Selling Price to List Price	100.00%	98.95%	-1.05%
Median Days on Market to Sale	11.00	14.00	27.27%
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.

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 **1.63%** in November 2023 to \$249,000 versus the previous year at \$245,000.

Median Days on Market Lengthens

The median number of **14.00** days that homes spent on the market before selling increased by 3.00 days or **27.27%** 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 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

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



Area Delimited by County Of Tulsa - Residential Property Type

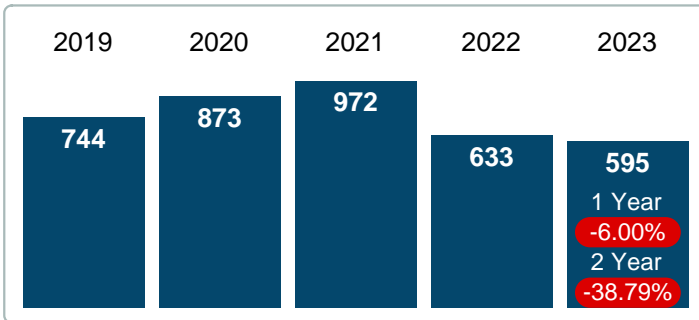


November 2023

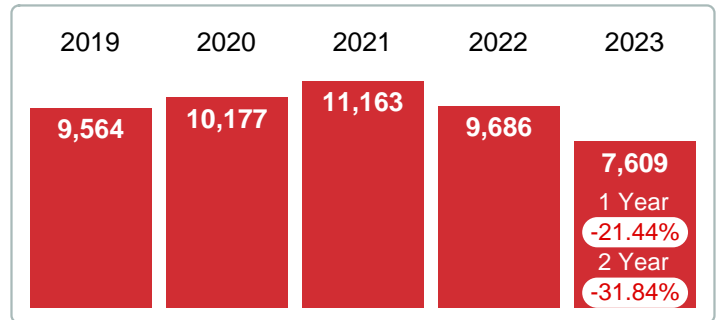
CLOSED LISTINGS

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

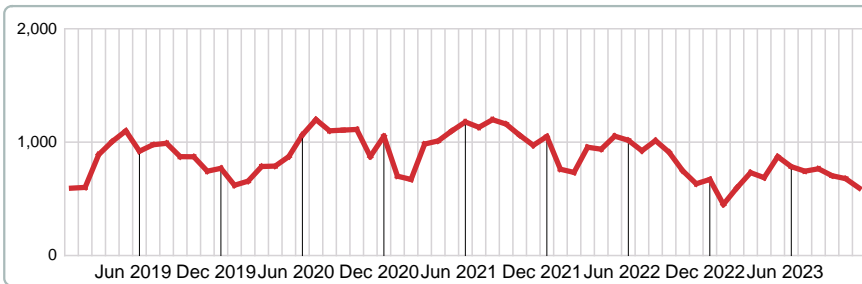
NOVEMBER



YEAR TO DATE (YTD)

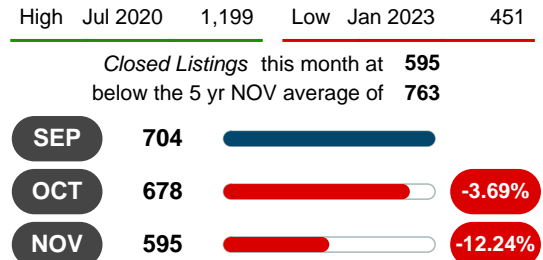


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 763



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	45	7.56%	15.0	26	17	2	0
\$100,001 - \$150,000	67	11.26%	6.0	29	36	2	0
\$150,001 - \$200,000	82	13.78%	8.5	10	62	10	0
\$200,001 - \$275,000	158	26.55%	12.0	12	113	28	5
\$275,001 - \$375,000	109	18.32%	25.0	2	55	49	3
\$375,001 - \$525,000	72	12.10%	34.0	1	19	41	11
\$525,001 and up	62	10.42%	29.0	0	15	32	15
Total Closed Units	595			80	317	164	34
Total Closed Volume	175,324,240	100%	14.0	11.21M	80.05M	66.00M	18.07M
Median Closed Price	\$249,000			\$129,250	\$234,000	\$357,211	\$522,000

November 2023



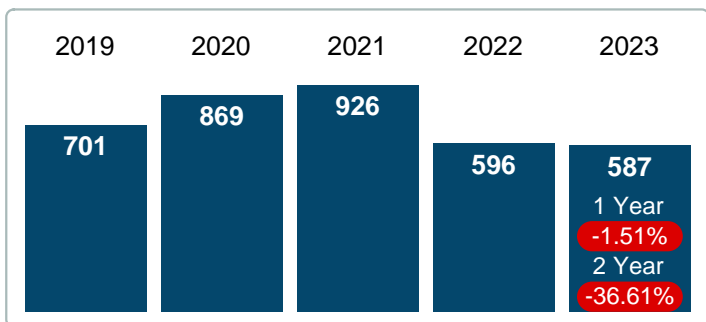
Area Delimited by County Of Tulsa - Residential Property Type



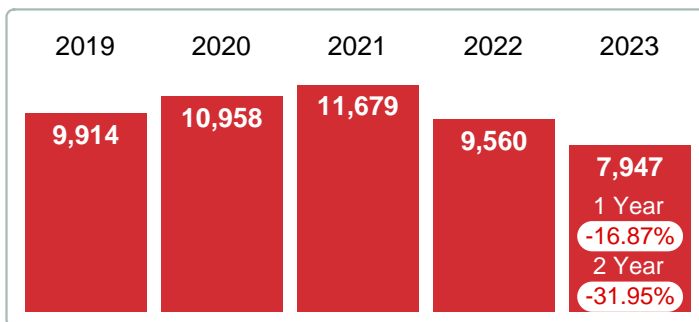
PENDING LISTINGS

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

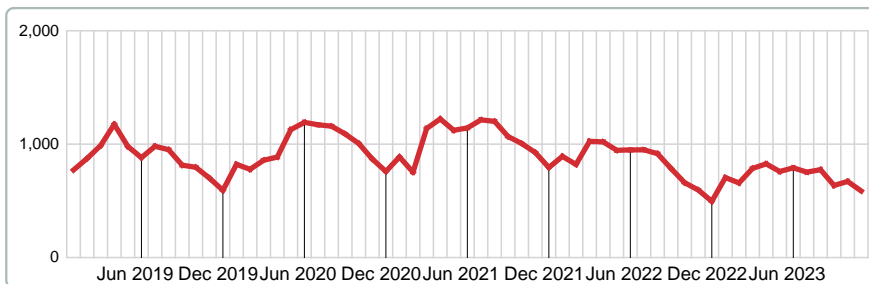
NOVEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	36	6.13%	14.5	17	15	3	1
\$100,001 - \$175,000	93	15.84%	10.0	35	52	6	0
\$175,001 - \$200,000	74	12.61%	11.5	13	52	9	0
\$200,001 - \$275,000	133	22.66%	19.0	6	100	23	4
\$275,001 - \$350,000	111	18.91%	26.0	7	52	49	3
\$350,001 - \$500,000	79	13.46%	25.0	2	37	37	3
\$500,001 and up	61	10.39%	42.0	0	17	35	9
Total Pending Units	587			80	325	162	20
Total Pending Volume	174,271,451	100%	20.0	12.62M	85.58M	65.55M	10.52M
Median Listing Price	\$250,000			\$130,000	\$237,525	\$338,700	\$477,000

November 2023



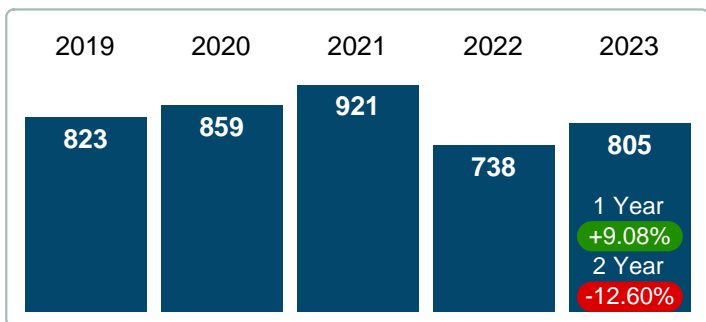
Area Delimited by County Of Tulsa - Residential Property Type



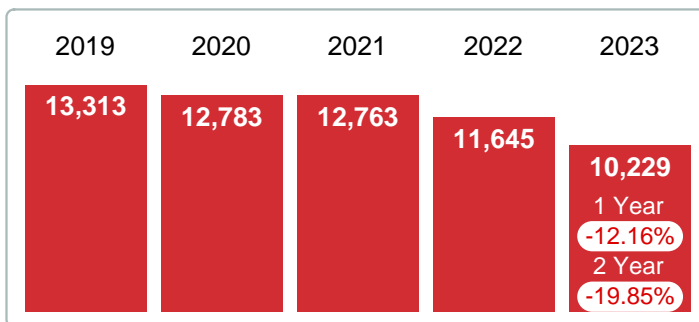
NEW LISTINGS

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

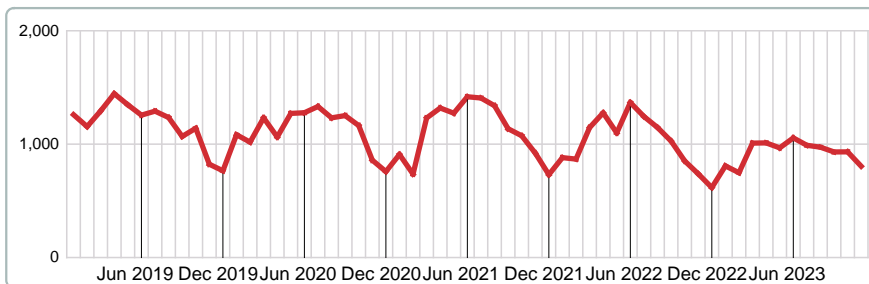
NOVEMBER



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
Median New Listed Listing Price	\$269,900		\$155,000	\$240,000	\$367,495	\$680,000

November 2023



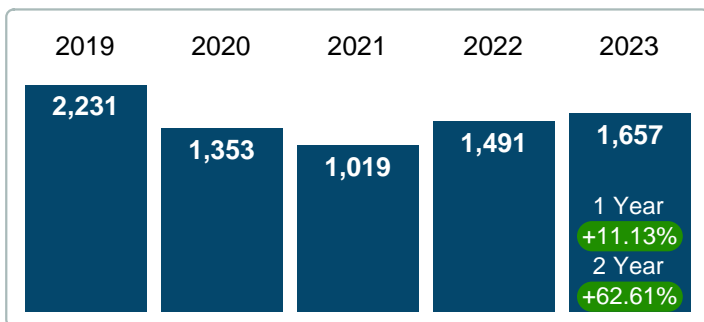
Area Delimited by County Of Tulsa - Residential Property Type



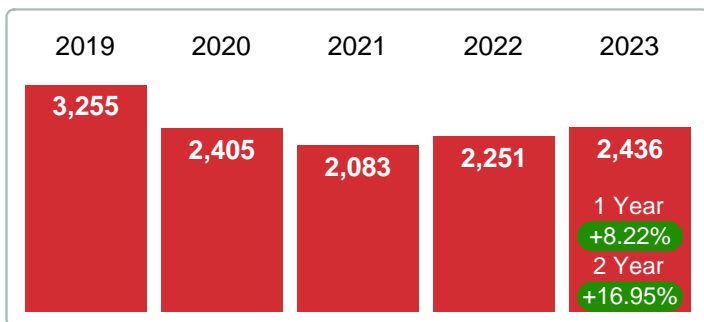
ACTIVE INVENTORY

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

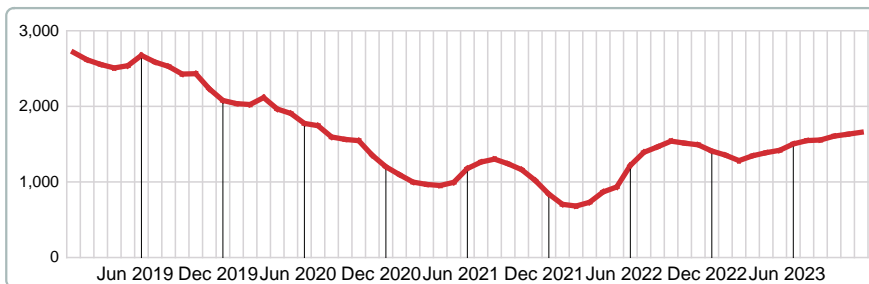
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS

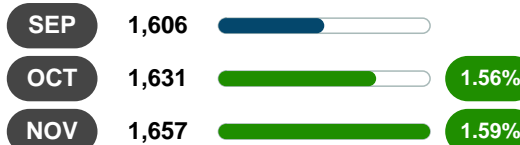


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	154	9.29%	41.0	91	57	5	1
\$150,001 - \$225,000	196	11.83%	33.5	42	126	26	2
\$225,001 - \$300,000	264	15.93%	37.0	25	170	67	2
\$300,001 - \$425,000	387	23.36%	55.0	19	154	192	22
\$425,001 - \$525,000	241	14.54%	72.0	12	100	115	14
\$525,001 - \$725,000	249	15.03%	72.0	12	48	140	49
\$725,001 and up	166	10.02%	71.5	4	17	82	63
Total Active Inventory by Units			1,657	205	672	627	153
Total Active Inventory by Volume			755,264,860	48.03M	227.06M	328.92M	151.26M
Median Active Inventory Listing Price			\$360,000	\$165,000	\$295,000	\$449,000	\$680,000

November 2023



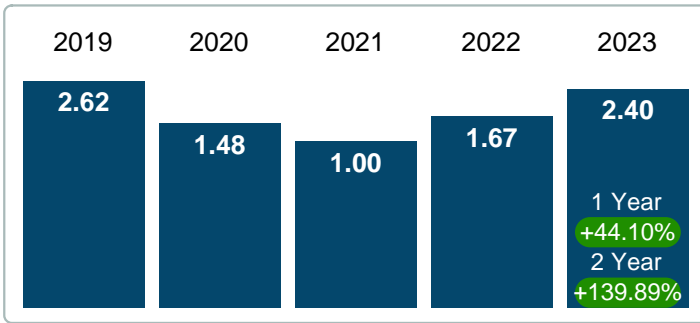
Area Delimited by County Of Tulsa - Residential Property Type



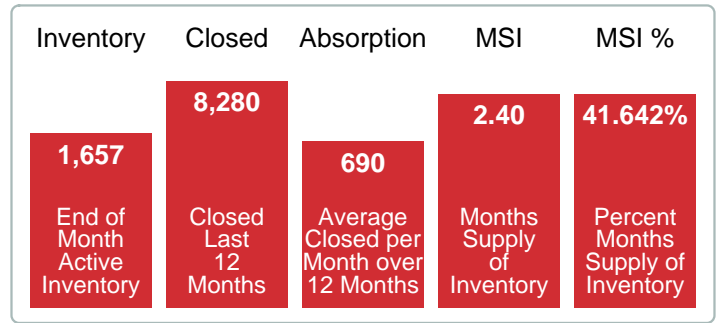
MONTHS SUPPLY of INVENTORY (MSI)

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

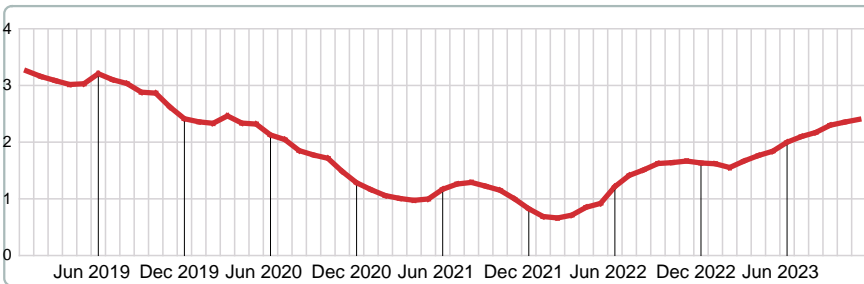
MSI FOR NOVEMBER



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



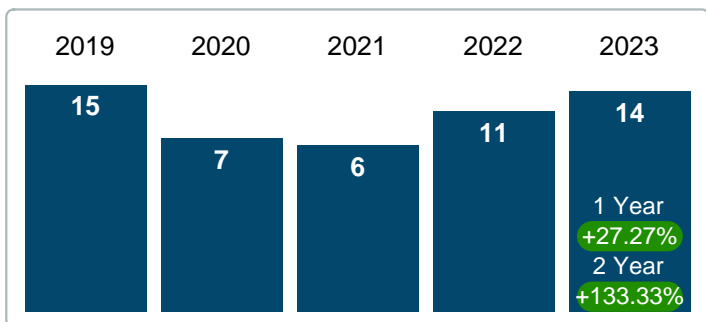
Area Delimited by County Of Tulsa - Residential Property Type



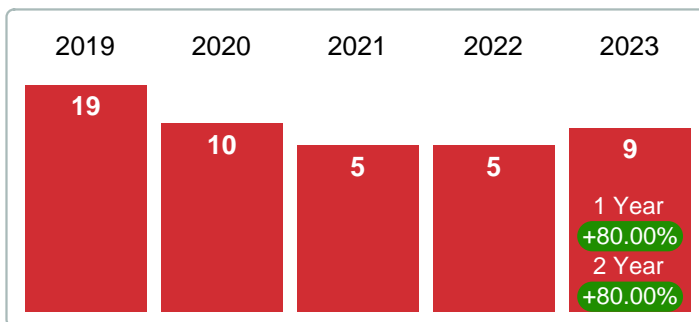
MEDIAN DAYS ON MARKET TO SALE

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

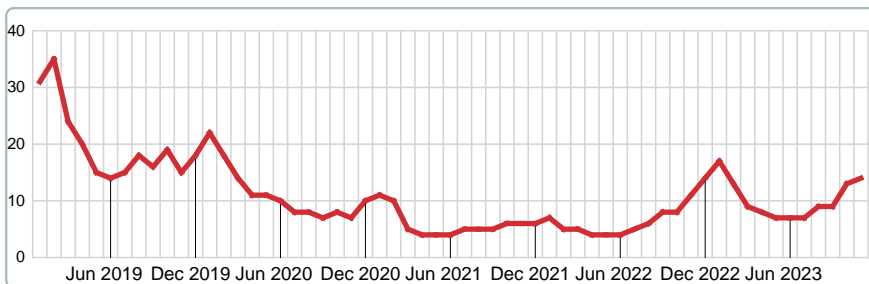
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

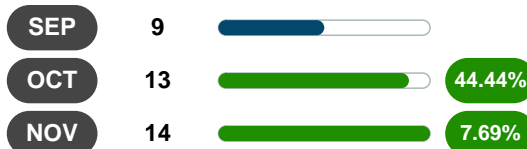


3 MONTHS

5 year NOV AVG = 11

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 14 above the 5 yr NOV 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	7.56%	15	16	11	37	0
\$100,001 - \$150,000	11.26%	6	8	5	3	0
\$150,001 - \$200,000	13.78%	9	23	8	13	0
\$200,001 - \$275,000	26.55%	12	11	11	21	46
\$275,001 - \$375,000	18.32%	25	76	20	27	26
\$375,001 - \$525,000	12.10%	34	11	47	33	16
\$525,001 and up	10.42%	29	0	8	27	42
Median Closed DOM		14	13	10	23	32
Total Closed Units	100%	595	80	317	164	34
Total Closed Volume		175,324,240	11.21M	80.05M	66.00M	18.07M

November 2023



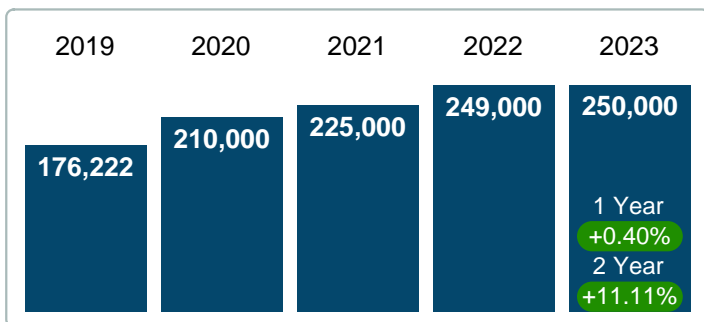
Area Delimited by County Of Tulsa - Residential Property Type



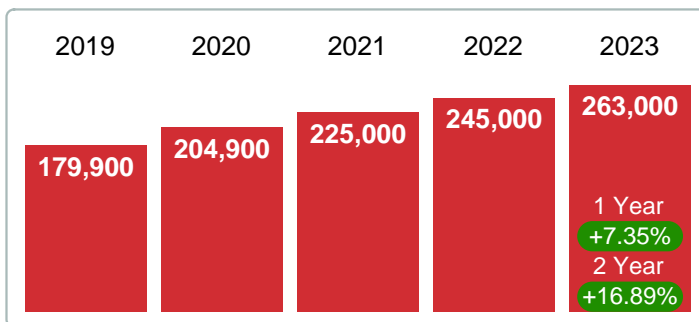
MEDIAN LIST PRICE AT CLOSING

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

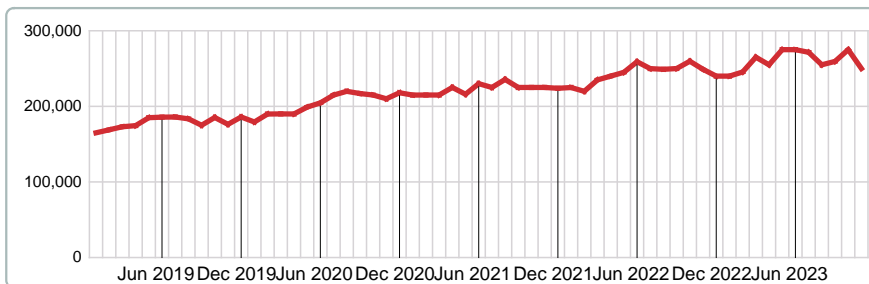
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 222,044

High Oct 2023 275,000 | Low Jan 2019 165,000
 Median List Price at Closing this month at **250,000**
 above the 5 yr NOV average of **222,044**

Month	Price	Change
SEP	259,450	
OCT	275,000	+5.99%
NOV	250,000	-9.09%

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	43	7.23%	80,000	80,000	75,000	62,500	0
\$100,001 - \$150,000	64	10.76%	130,000	130,000	130,000	142,450	0
\$150,001 - \$200,000	86	14.45%	181,500	169,500	185,000	179,950	0
\$200,001 - \$275,000	153	25.71%	245,000	229,900	246,750	239,900	230,000
\$275,001 - \$375,000	115	19.33%	324,390	325,000	308,250	330,000	325,000
\$375,001 - \$525,000	68	11.43%	425,000	495,500	417,500	425,000	420,000
\$525,001 and up	66	11.09%	652,500	0	655,000	637,000	699,500
Median List Price			250,000	130,000	239,900	359,450	527,450
Total Closed Units		100%	250,000	80	317	164	34
Total Closed Volume			178,852,467	11.55M	81.48M	67.42M	18.40M

November 2023



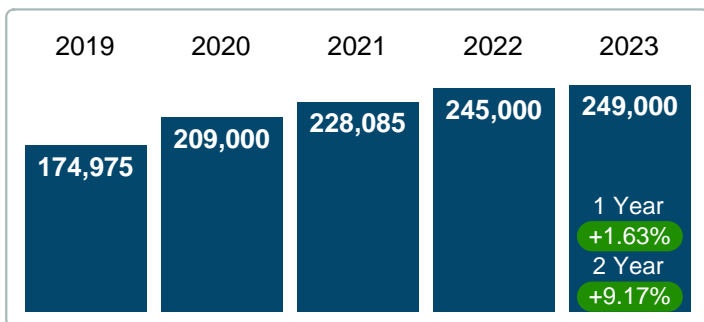
Area Delimited by County Of Tulsa - Residential Property Type



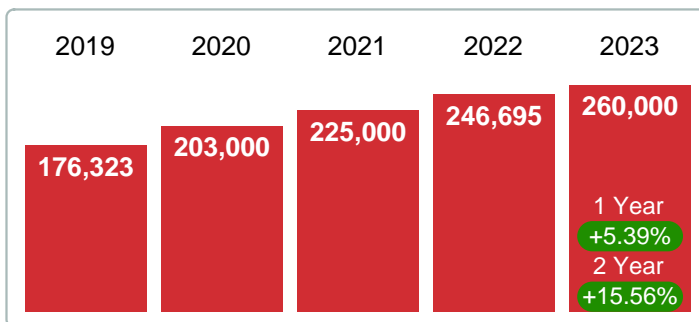
MEDIAN SOLD PRICE AT CLOSING

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

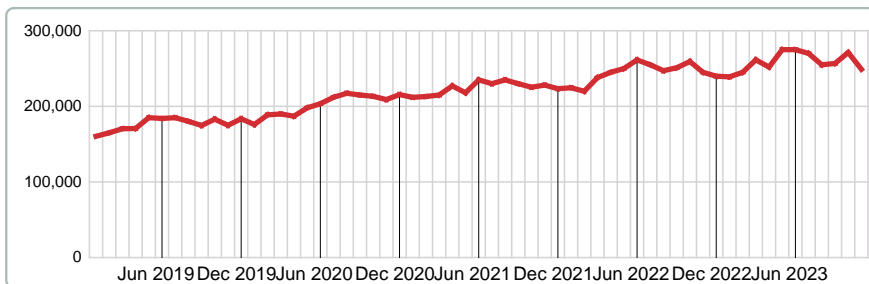
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 221,212

High Jun 2023 275,000 Low Jan 2019 160,375
 Median Sold Price at Closing this month at **249,000**
 above the 5 yr NOV average of **221,212**

- SEP 256,750
- OCT 271,250 **+5.65%**
- NOV 249,000 **-8.20%**

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	7.56%	75,000	80,000	72,500	55,500	0
\$100,001 - \$150,000	11.26%	131,000	130,000	132,250	142,450	0
\$150,001 - \$200,000	13.78%	180,000	168,750	180,000	184,750	0
\$200,001 - \$275,000	26.55%	240,000	223,975	242,000	240,000	210,000
\$275,001 - \$375,000	18.32%	320,000	307,794	308,000	329,500	305,000
\$375,001 - \$525,000	12.10%	422,450	475,000	420,000	419,200	432,000
\$525,001 and up	10.42%	646,250	0	625,000	625,750	711,662
Median Sold Price		249,000	129,250	234,000	357,211	522,000
Total Closed Units	100%	595	80	317	164	34
Total Closed Volume		175,324,240	11.21M	80.05M	66.00M	18.07M

November 2023



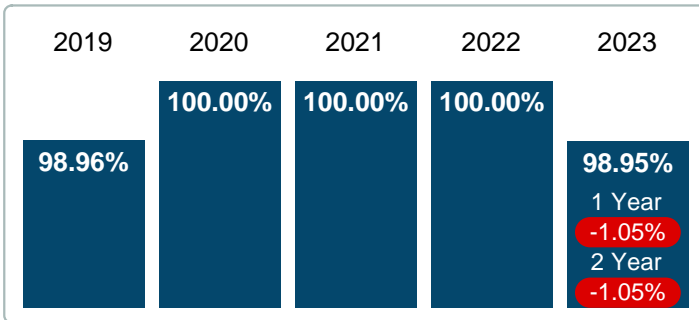
Area Delimited by County Of Tulsa - Residential Property Type



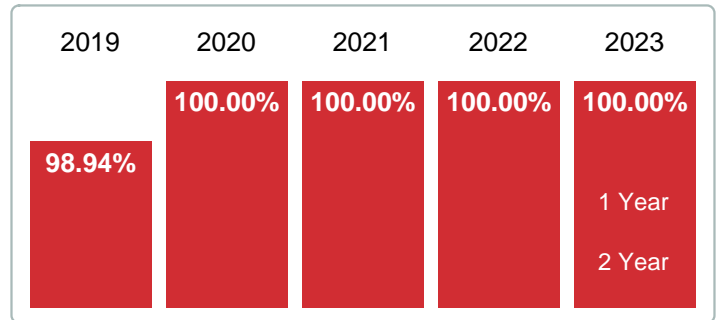
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

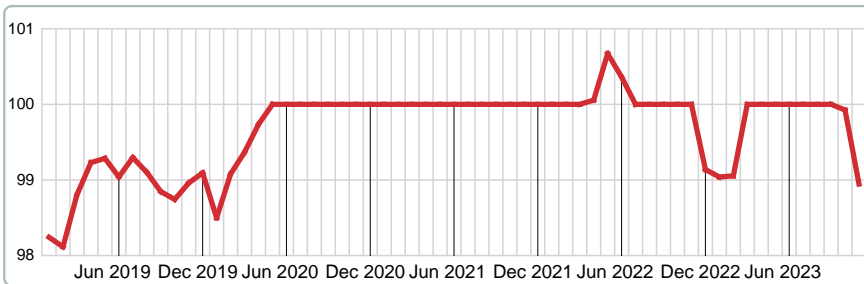
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

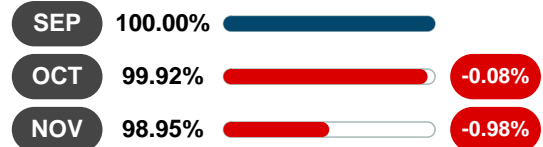


3 MONTHS

5 year NOV AVG = 99.58%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **98.95%**
below the 5 yr NOV average of **99.58%**



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	45	7.56%	90.00%	92.33%	88.34%	89.00%	0.00%
\$100,001 - \$150,000	67	11.26%	100.00%	98.62%	100.00%	100.00%	0.00%
\$150,001 - \$200,000	82	13.78%	100.00%	100.03%	100.00%	96.71%	0.00%
\$200,001 - \$275,000	158	26.55%	99.59%	98.61%	100.00%	100.00%	99.57%
\$275,001 - \$375,000	109	18.32%	99.30%	94.54%	100.00%	99.09%	96.32%
\$375,001 - \$525,000	72	12.10%	98.82%	95.86%	98.81%	98.82%	98.89%
\$525,001 and up	62	10.42%	98.28%	0.00%	97.04%	99.04%	98.22%
Median Sold/List Ratio		98.95%		97.66%	99.43%	98.91%	98.79%
Total Closed Units		595	100%	80	317	164	34
Total Closed Volume		175,324,240		11.21M	80.05M	66.00M	18.07M

November 2023



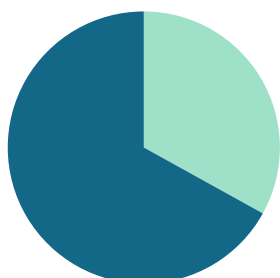
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

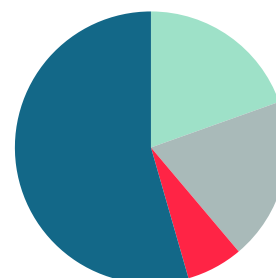
- New Listings **805 = 33.05%**
- Start Inventory **1,631**
- Total Inventory Units **2,436**
- Volume **\$1,014,270,264**

Market Activity

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%
Median List Price	249,000	250,000	0.40%	245,000	263,000	7.35%
Median Sale Price	245,000	249,000	1.63%	246,695	260,000	5.39%
Median Percent of Selling Price to List Price	100.00%	98.95%	-1.05%	100.00%	100.00%	0.00%
Median Days on Market to Sale	11.00	14.00	27.27%	5.00	9.00	80.00%
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%

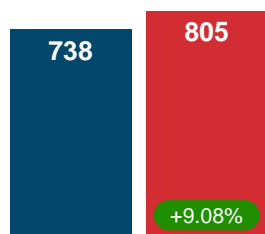
Absorption: Last 12 months, an Average of **690** Sales/Month

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

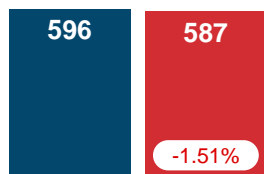
NOVEMBER MARKET

MEDIAN PRICES

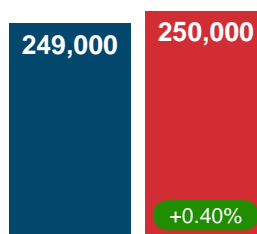
New Listings



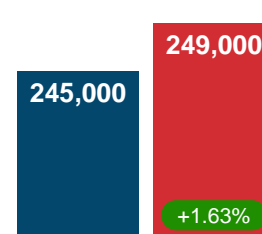
Pending Listings



List Price



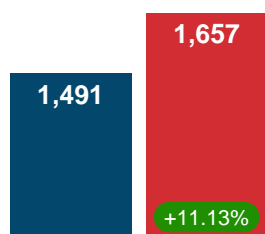
Sale Price



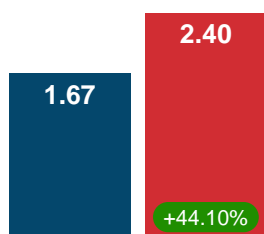
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

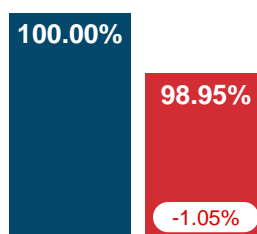
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

