RE DATUM

December 2023

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



Last update: Jan 11, 2024

MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2024 for MLS Technology Inc.

Compared		December	
Metrics	2022	2023	+/-%
Closed Listings	976	865	-11.37%
Pending Listings	763	843	10.48%
New Listings	933	983	5.36%
Average List Price	290,209	299,499	3.20%
Average Sale Price	285,222	293,793	3.01%
Average Percent of Selling Price to List Price	98.70%	98.85%	0.15%
Average Days on Market to Sale	28.90	34.35	18.84%
End of Month Inventory	2,320	2,526	8.88%
Months Supply of Inventory	1.82	2.46	34.74%

Absorption: Last 12 months, an Average of **1,027** Sales/Month **Active Inventory** as of December 31, 2023 = **2,526**

Closed (18.66%)Pending (18.19%)Other OffMarket (8.65%)Active (54.50%)

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2023 rose **8.88%** to 2,526 existing homes available for sale. Over the last 12 months this area has had an average of 1,027 closed sales per month. This represents an unsold inventory index of **2.46** 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 **3.01%** in December 2023 to \$293,793 versus the previous year at \$285,222.

Average Days on Market Lengthens

The average number of **34.35** days that homes spent on the market before selling increased by 5.45 days or **18.84%** in December 2023 compared to last year's same month at **28.90** DOM.

Sales Success for December 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 983 New Listings in December 2023, up **5.36%** from last year at 933. Furthermore, there were 865 Closed Listings this month versus last year at 976, a **-11.37%** decrease.

Closed versus Listed trends yielded a **88.0%** ratio, down from previous year's, December 2022, at **104.6%**, a **15.88%** downswing. This will certainly create pressure on an increasing Monthi¿½s 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



2,000

1,000

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

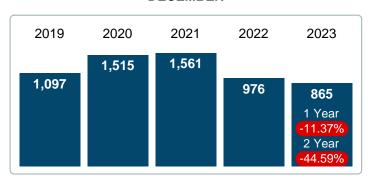


Last update: Jan 11, 2024

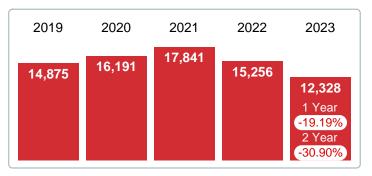
CLOSED LISTINGS

Report produced on Jan 11, 2024 for MLS Technology Inc.

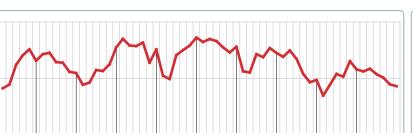
DECEMBER



YEAR TO DATE (YTD)

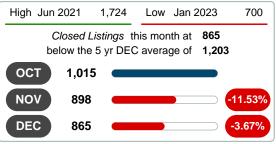


5 YEAR MARKET ACTIVITY TRENDS



Jun 2019 Dec 2019Jun 2020 Dec 2020Jun 2021 Dec 2021Jun 2022 Dec 2022Jun 2023

3 MONTHS (5 year DEC AVG = 1,203



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

D	histribution of Closed Listings by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	69	7.98%	30.2	37	29	3	0
\$100,001 \$175,000	126	14.57%	22.9	37	77	12	0
\$175,001 \$200,000	93	10.75%	25.9	10	72	10	1
\$200,001 \$275,000	218	25.20%	29.1	8	160	47	3
\$275,001 \$350,000	152	17.57%	36.6	8	75	65	4
\$350,001 \$500,000	118	13.64%	43.6	2	51	57	8
\$500,001 and up	89	10.29%	59.4	1	23	48	17
Total Closed U	Jnits 865			103	487	242	33
Total Closed \	/olume 254,130,856	100%	34.4	14.70M	126.69M	93.61M	19.13M
Average Close	ed Price \$293,793			\$142,743	\$260,135	\$386,828	\$579,705



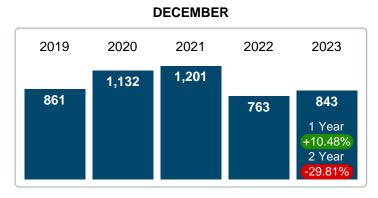
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type

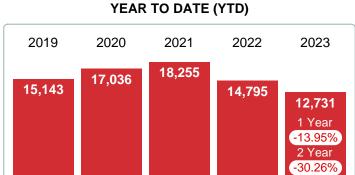


Last update: Jan 11, 2024

PENDING LISTINGS

Report produced on Jan 11, 2024 for MLS Technology Inc.

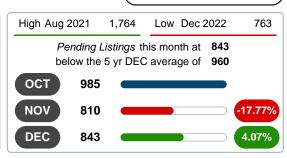




3 MONTHS

2,000 1,000 Jun 2019 Dec 2019Jun 2020 Dec 2020Jun 2021 Dec 2021Jun 2022 Dec 2022Jun 2023

5 YEAR MARKET ACTIVITY TRENDS



5 year DEC AVG = 960

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of	Pending Listings by Price R	Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less			10.20%	31.1	49	34	2	1
\$100,001 \$150,000			8.30%	38.6	24	42	4	0
\$150,001 \$200,000			15.30%	31.0	19	98	11	1
\$200,001 \$275,000			24.08%	41.0	15	141	43	4
\$275,001 \$375,000			20.17%	43.7	5	78	84	3
\$375,001 \$525,000			12.22%	69.9	2	40	50	11
\$525,001 and up			9.73%	73.9	2	18	43	19
Total Pending Units	843				116	451	237	39
Total Pending Volume	252,779,914		100%	40.4	17.00M	116.29M	95.36M	24.13M
Average Listing Price	\$276,921				\$146,544	\$257,854	\$402,353	\$618,738



3,000

2,000

1.000

0

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



Last update: Jan 11, 2024

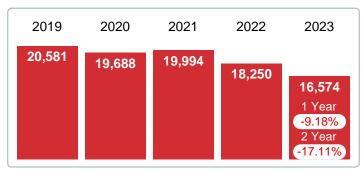
NEW LISTINGS

Report produced on Jan 11, 2024 for MLS Technology Inc.

DECEMBER

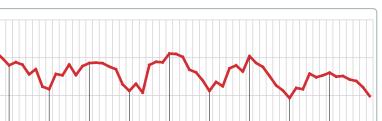
2019 2020 2021 2022 2023 1,167 1,122 1,121 933 1 Year +5.36% 2 Year -12.31%

YEAR TO DATE (YTD)

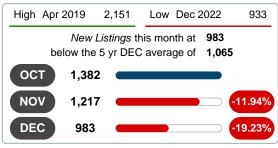


5 YEAR MARKET ACTIVITY TRENDS

Jun 2019 Dec 2019 Jun 2020 Dec 2020 Jun 2021 Dec 2021 Jun 2022 Dec 2022 Jun 2023



3 MONTHS (5 year DEC AVG = 1,065



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New	Listings by Price Range	%
\$100,000 and less		8.55%
\$100,001 \$150,000		8.24%
\$150,001 \$225,000 218		22.18%
\$225,001 \$300,000		20.75%
\$300,001 \$375,000		16.07%
\$375,001 \$550,000		14.24%
\$550,001 98 and up		9.97%
Total New Listed Units	983	
Total New Listed Volume	316,147,739	100%
Average New Listed Listing Price	\$272,448	

1-2 Beds	3 Beds	4 Beds	5+ Beds
48	32	3	1
29	49	3	0
33	163	19	3
20	129	51	4
5	68	81	4
3	55	65	17
4	15	54	25
142	511	276	54
25.59M	133.90M	122.82M	33.84M
\$180,221	\$262,033	\$444,989	\$626,677



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

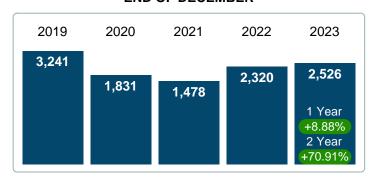


Last update: Jan 11, 2024

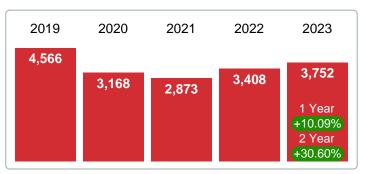
ACTIVE INVENTORY

Report produced on Jan 11, 2024 for MLS Technology Inc.

END OF DECEMBER



ACTIVE DURING DECEMBER

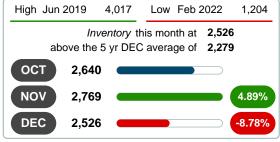


5 YEAR MARKET ACTIVITY TRENDS









INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Invento	ory by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less 214		8.47%	89.9	115	85	12	2
\$125,001 \$200,000 289		11.44%	55.4	66	187	33	3
\$200,001 \$275,000		14.45%	57.1	44	243	73	5
\$275,001 \$425,000 691		27.36%	72.0	31	332	286	42
\$425,001 \$525,000 351		13.90%	108.0	19	133	170	29
\$525,001 \$700,000		14.21%	104.4	11	73	218	57
\$700,001 and up		10.17%	96.5	10	44	109	94
Total Active Inventory by Units	2,526			296	1,097	901	232
Total Active Inventory by Volume	1,114,790,643	100%	81.6	68.73M	374.44M	461.88M	209.75M
Average Active Inventory Listing Price	\$441,326			\$232,202	\$341,327	\$512,625	\$904,086



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



Last update: Jan 11, 2024

MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR DECEMBER

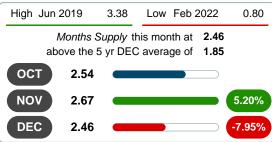
2019 2020 2021 2022 2023 2.61 2.46 1.82 1.36 0.99 1 Year +34.74% 2 Year -147.33%

INDICATORS FOR DECEMBER 2023

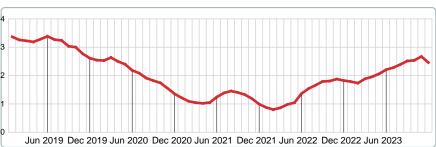


5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS



5 year DEC AVG = 1.85



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventor	ry by Price Range and MSI	%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less 214		8.47%	1.73	1.91	1.53	1.85	1.33
\$125,001 \$200,000 289		11.44%	1.39	1.90	1.24	1.55	1.57
\$200,001 \$275,000		14.45%	1.50	3.72	1.33	1.62	1.40
\$275,001 \$425,000 691		27.36%	2.50	3.23	2.62	2.31	2.60
\$425,001 \$525,000 351		13.90%	4.66	10.36	5.98	4.06	3.11
\$525,001 \$700,000		14.21%	5.90	16.50	5.62	6.17	4.82
\$700,001 and up		10.17%	6.49	20.00	7.04	5.03	8.42
Market Supply of Inventory (MSI)	2.46	4000/	0.40	2.48	1.97	3.05	4.18
Total Active Inventory by Units	2,526	100%	2.46	296	1,097	901	232

Contact: MLS Technology Inc.

Phone: 918-663-7500 Email: support@mlstechnology.com



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

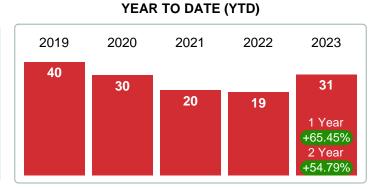


Last update: Jan 11, 2024

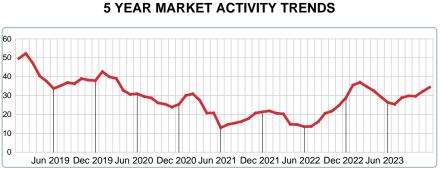
AVERAGE DAYS ON MARKET TO SALE

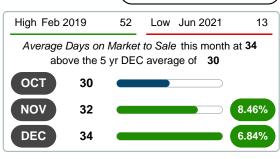
Report produced on Jan 11, 2024 for MLS Technology Inc.

2019 2020 2021 2022 2023 38 25 21 1 Year +18.84% 2 Year +60.59%



3 MONTHS





5 year DEC AVG = 30

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Averag	ge Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less 69		7.98	% 30	31	30	22	0
\$100,001 \$175,000		14.57	% 23	20	23	29	0
\$175,001 \$200,000 93		10.75	% 26	15	26	30	105
\$200,001 \$275,000		25.20	% 29	30	31	23	35
\$275,001 \$350,000		⊃ 17.57°	% 37	43	37	37	14
\$350,001 \$500,000		13.64	% 44	24	53	37	37
\$500,001 89 and up		⊃ 10.29°	% 59	1	33	74	57
Average Closed DOM	34			26	32	41	46
Total Closed Units	865	100%	34	103	487	242	33
Total Closed Volume	254,130,856			14.70M	126.69M	93.61M	19.13M



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



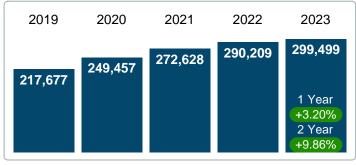
Last update: Jan 11, 2024

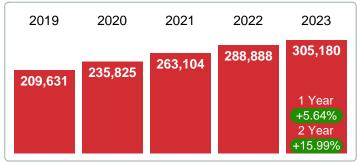
AVERAGE LIST PRICE AT CLOSING

Report produced on Jan 11, 2024 for MLS Technology Inc.

DECEMBER 2021 2022 2023 299,499 290,209 272,628



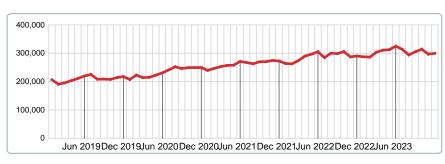




5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year DEC AVG = 265,894





AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Avera	ge List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less 70		8.09%	70,683	67,449	80,421	76,667	0
\$100,001 \$175,000		13.29%	144,178	137,651	151,346	162,142	0
\$175,001 \$200,000		11.91%	189,324	186,830	191,171	191,630	176,000
\$200,001 \$275,000		23.93%	239,715	239,738	239,933	239,713	270,000
\$275,001 \$350,000		18.27%	313,418	306,135	312,313	322,704	336,975
\$350,001 \$500,000		13.99%	419,996	396,750	423,462	425,515	425,411
\$500,001 and up		10.52%	748,101	686,000	773,990	717,552	825,497
Average List Price	299,499			148,577	264,807	392,691	599,110
Total Closed Units	865	100%	299,499	103	487	242	33
Total Closed Volume	259,066,465			15.30M	128.96M	95.03M	19.77M

Phone: 918-663-7500 Contact: MLS Technology Inc. Email: support@mlstechnology.com



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

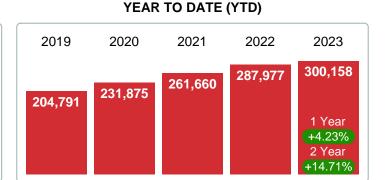


Last update: Jan 11, 2024

AVERAGE SOLD PRICE AT CLOSING

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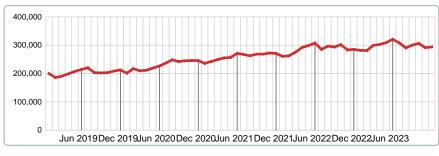
2019 2020 2021 2022 2023 212,731 245,911 270,978 285,222 293,793 1 Year +3.01% 2 Year +8.42%



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year DEC AVG = 261,727





AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average	ge Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less 69		7.98%	68,481	63,167	75,276	68,333	0
\$100,001 \$175,000		14.57%	144,213	131,365	149,000	153,108	0
\$175,001 \$200,000 93		10.75%	189,099	187,836	189,630	187,850	176,000
\$200,001 \$275,000 218		25.20%	238,080	227,188	237,124	243,239	237,333
\$275,001 \$350,000		17.57%	311,704	296,496	308,227	317,416	314,500
\$350,001 \$500,000		13.64%	416,617	375,500	415,005	420,100	412,365
\$500,001 89 and up		10.29%	732,666	686,000	745,843	701,698	805,020
Average Sold Price	293,793			142,743	260,135	386,828	579,705
Total Closed Units	865	100%	293,793	103	487	242	33
Total Closed Volume	254,130,856			14.70M	126.69M	93.61M	19.13M



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



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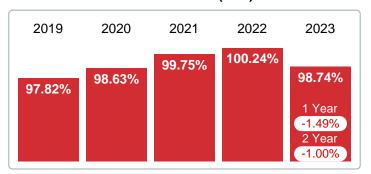
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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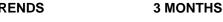
DECEMBER

97.66% 99.21% 99.44% 98.70% 1 Year +0.15% 2 Year -0.59%

YEAR TO DATE (YTD)

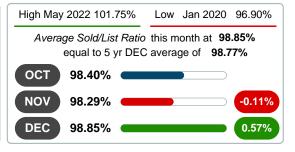


5 YEAR MARKET ACTIVITY TRENDS









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 69		7.98%	95.99%	93.69%	98.22%	102.79%	0.00%
\$100,001 \$175,000		14.57%	98.62%	95.96%	100.43%	95.16%	0.00%
\$175,001 \$200,000 93		10.75%	99.39%	100.55%	99.38%	98.23%	100.00%
\$200,001 \$275,000		25.20%	100.56%	95.24%	99.34%	106.36%	89.16%
\$275,001 \$350,000		17.57%	98.40%	96.86%	98.77%	98.44%	93.91%
\$350,001 \$500,000		13.64%	98.32%	94.63%	98.13%	98.81%	96.97%
\$500,001 89 and up		10.29%	98.13%	100.00%	97.65%	98.43%	97.81%
Average Sold/List Ratio	98.90%			95.62%	99.16%	99.94%	96.41%
Total Closed Units	865	100%	98.90%	103	487	242	33
Total Closed Volume	254,130,856			14.70M	126.69M	93.61M	19.13M



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MARKET SUMMARY

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