

December 2023



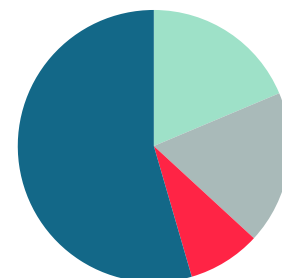
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	976	865	-11.37%
Pending Listings	763	843	10.48%
New Listings	933	983	5.36%
Median List Price	239,578	250,000	4.35%
Median Sale Price	233,648	249,500	6.78%
Median Percent of Selling Price to List Price	99.58%	99.44%	-0.14%
Median Days on Market to Sale	16.00	20.00	25.00%
End of Month Inventory	2,320	2,526	8.88%
Months Supply of Inventory	1.82	2.46	34.74%



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

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

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.

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 **6.78%** in December 2023 to \$249,500 versus the previous year at \$233,648.

Median Days on Market Lengthens

The median number of **20.00** days that homes spent on the market before selling increased by 4.00 days or **25.00%** in December 2023 compared to last year's same month at **16.00** DOM.

Sales Success for December 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 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 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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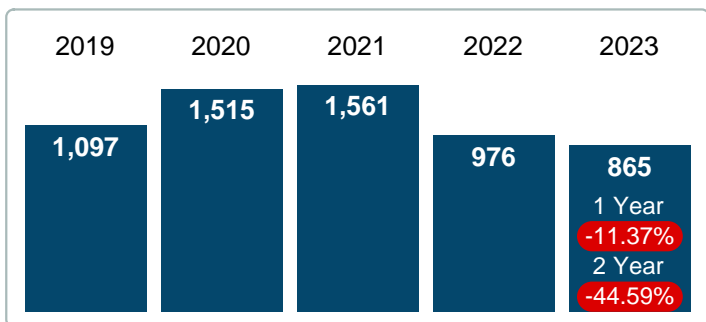
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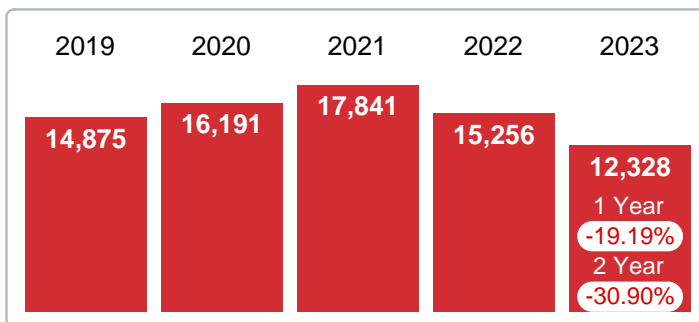
CLOSED LISTINGS

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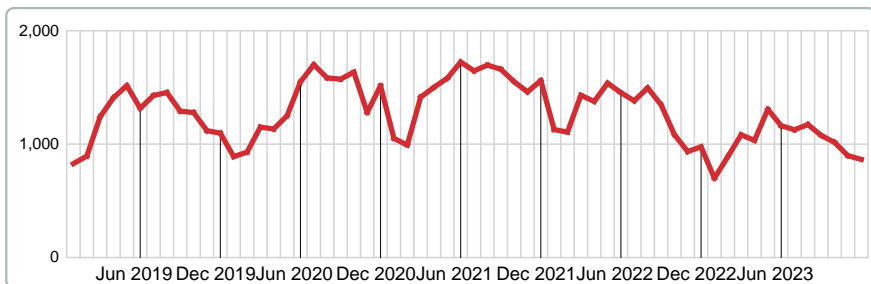
DECEMBER



YEAR TO DATE (YTD)

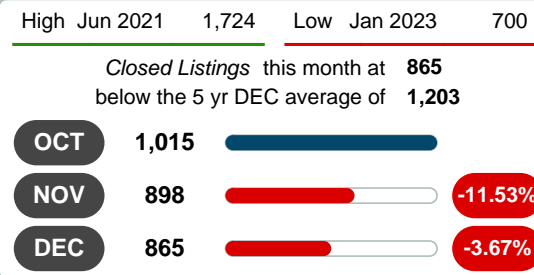


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,203



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	69	7.98%	13.0	37	29	3	0
\$100,001 - \$175,000	126	14.57%	12.0	37	77	12	0
\$175,001 - \$200,000	93	10.75%	15.0	10	72	10	1
\$200,001 - \$275,000	218	25.20%	20.0	8	160	47	3
\$275,001 - \$350,000	152	17.57%	24.5	8	75	65	4
\$350,001 - \$500,000	118	13.64%	26.0	2	51	57	8
\$500,001 and up	89	10.29%	28.0	1	23	48	17
Total Closed Units	865			103	487	242	33
Total Closed Volume	254,130,856	100%	20.0	14.70M	126.69M	93.61M	19.13M
Median Closed Price	\$249,500			\$122,500	\$230,000	\$336,250	\$512,000

December 2023



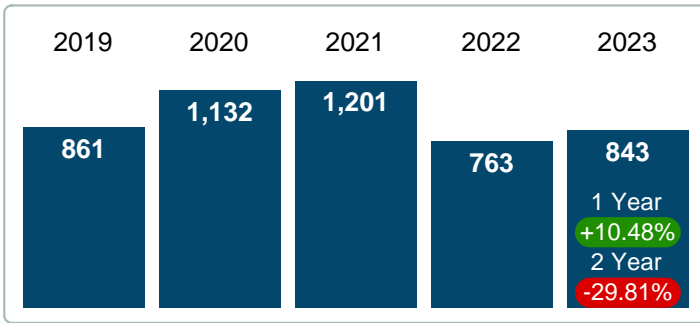
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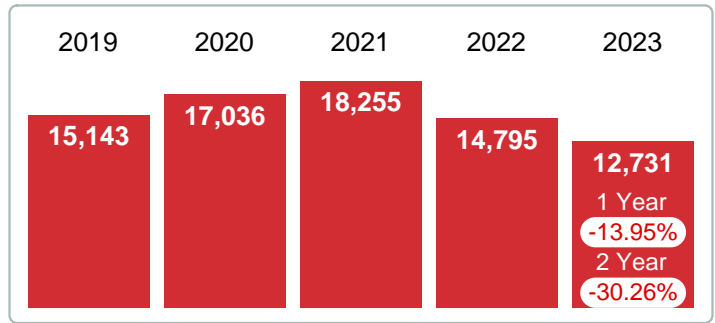
PENDING LISTINGS

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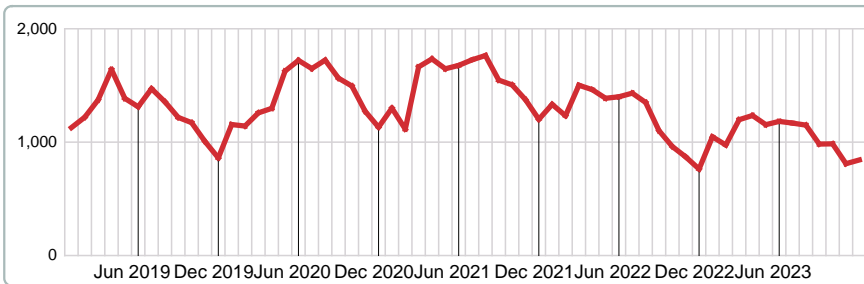
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 960

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at **843**
below the 5 yr DEC average of **960**



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	86	10.20%	16.5	49	34	2	1
\$100,001 - \$150,000	70	8.30%	24.5	24	42	4	0
\$150,001 - \$200,000	129	15.30%	16.0	19	98	11	1
\$200,001 - \$275,000	203	24.08%	32.0	15	141	43	4
\$275,001 - \$375,000	170	20.17%	30.5	5	78	84	3
\$375,001 - \$525,000	103	12.22%	48.0	2	40	50	11
\$525,001 and up	82	9.73%	54.5	2	18	43	19
Total Pending Units	843			116	451	237	39
Total Pending Volume	252,779,914	100%	28.0	17.00M	116.29M	95.36M	24.13M
Median Listing Price	\$249,527			\$127,250	\$229,000	\$339,900	\$499,000

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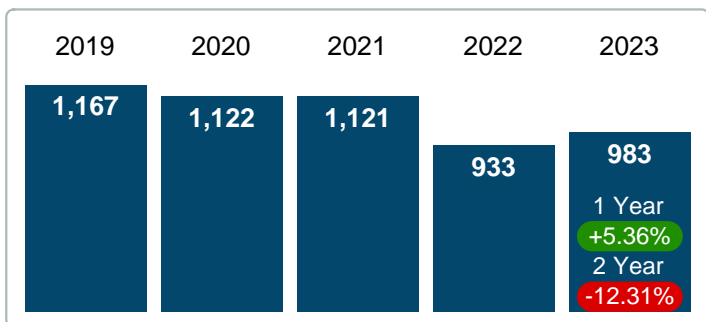
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



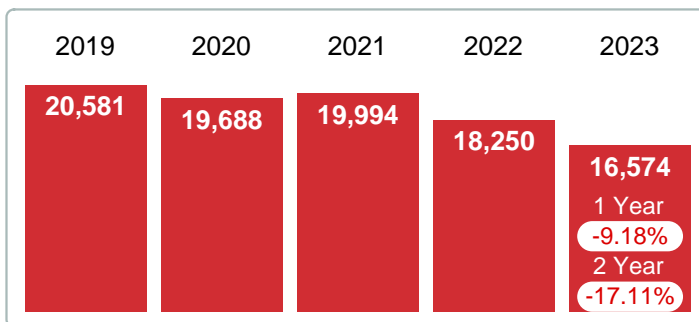
NEW LISTINGS

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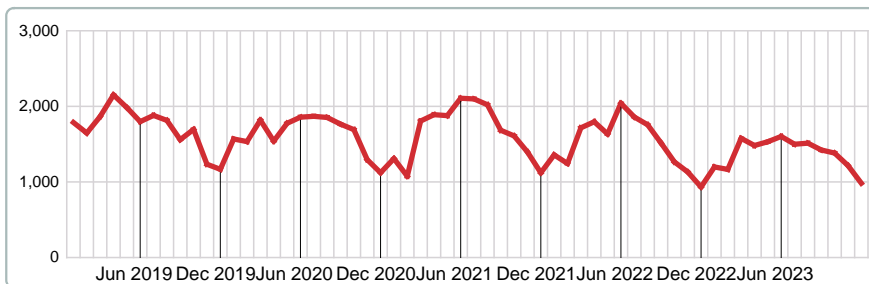
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,065

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at **983**
below the 5 yr DEC average of **1,065**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	84	8.55%	48	32	3	1
\$100,001 - \$150,000	81	8.24%	29	49	3	0
\$150,001 - \$225,000	218	22.18%	33	163	19	3
\$225,001 - \$300,000	204	20.75%	20	129	51	4
\$300,001 - \$375,000	158	16.07%	5	68	81	4
\$375,001 - \$550,000	140	14.24%	3	55	65	17
\$550,001 and up	98	9.97%	4	15	54	25
Total New Listed Units	983		142	511	276	54
Total New Listed Volume	316,147,739	100%	25.59M	133.90M	122.82M	33.84M
Median New Listed Listing Price	\$265,000		\$140,000	\$230,000	\$354,995	\$525,000

December 2023



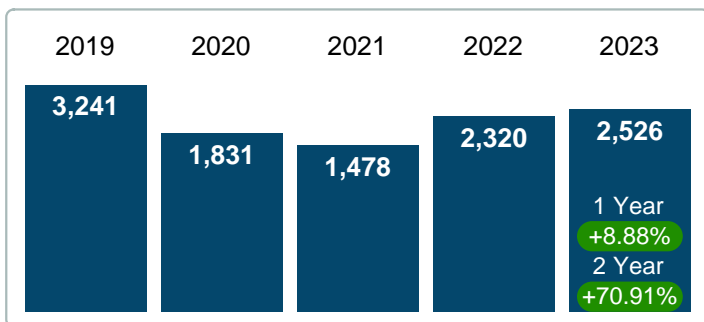
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



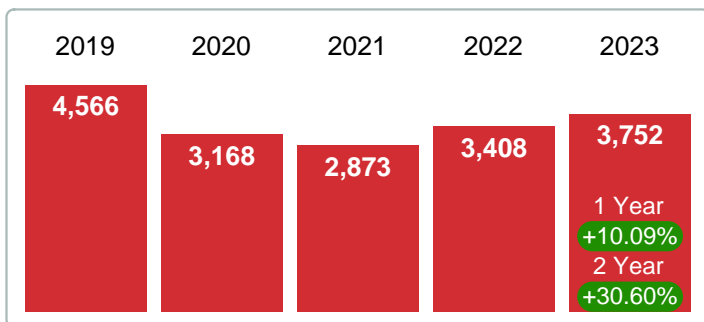
ACTIVE INVENTORY

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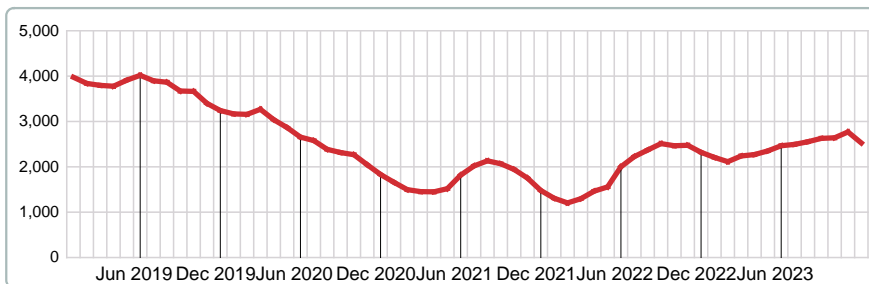
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2,279

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

Inventory this month at 2,526
above the 5 yr DEC average of 2,279



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	214	8.47%	58.5	115	85	12	2	
\$125,001 - \$200,000	289	11.44%	42.0	66	187	33	3	
\$200,001 - \$275,000	365	14.45%	48.0	44	243	73	5	
\$275,001 - \$425,000	691	27.36%	58.0	31	332	286	42	
\$425,001 - \$525,000	351	13.90%	83.0	19	133	170	29	
\$525,001 - \$700,000	359	14.21%	83.0	11	73	218	57	
\$700,001 and up	257	10.17%	80.0	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%	62.0	68.73M	374.44M	461.88M	209.75M
Median Active Inventory Listing Price		\$350,000			\$156,750	\$289,000	\$459,000	\$629,500

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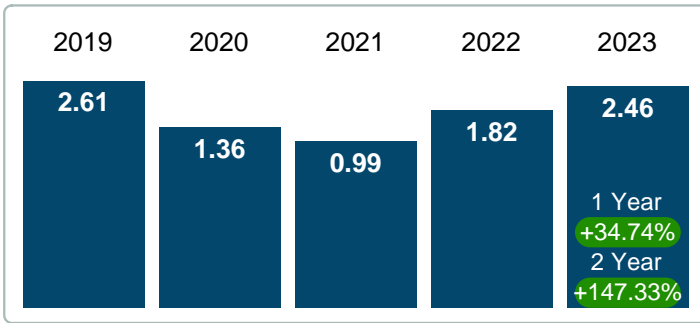
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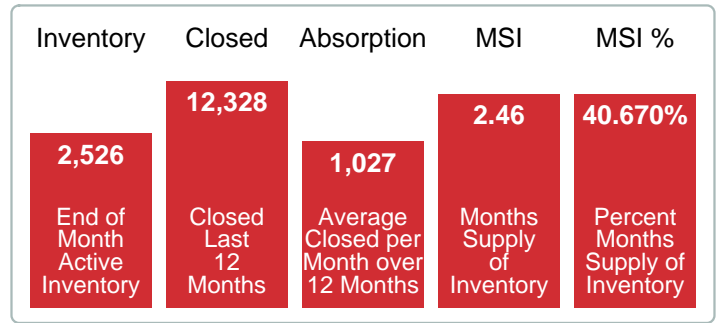
MONTHS SUPPLY of INVENTORY (MSI)

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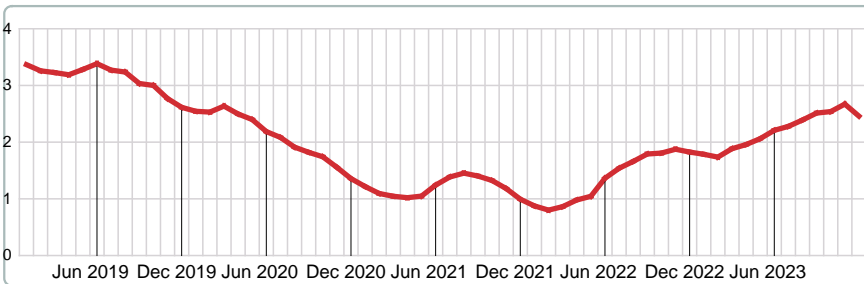
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023



5 YEAR MARKET ACTIVITY TRENDS

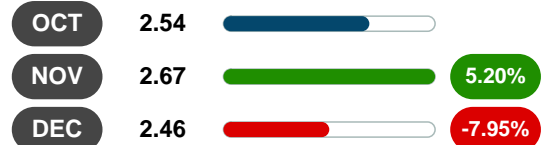


3 MONTHS

5 year DEC AVG = 1.85

High Jun 2019 3.38 Low Feb 2022 0.80

Months Supply this month at 2.46 above the 5 yr DEC average of 1.85



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	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	365	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	359	14.21%	5.90	16.50	5.62	6.17	4.82
\$700,001 and up	257	10.17%	6.49	20.00	7.04	5.03	8.42
Market Supply of Inventory (MSI)			2.46	2.48	1.97	3.05	4.18
Total Active Inventory by Units		100%	2,46	296	1,097	901	232

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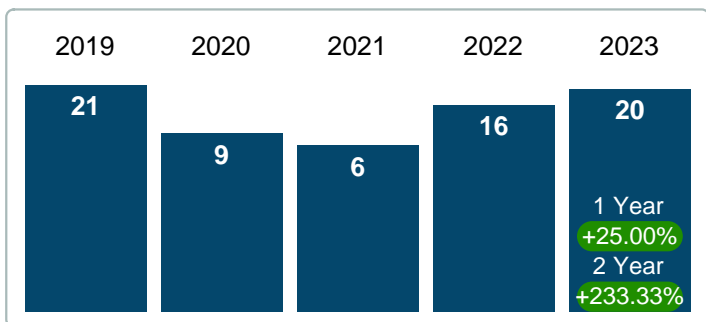
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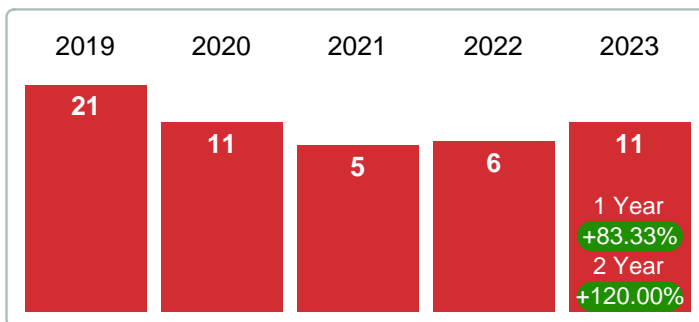
MEDIAN DAYS ON MARKET TO SALE

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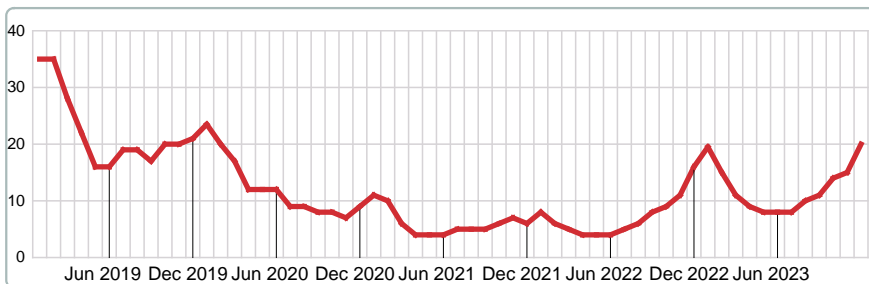
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

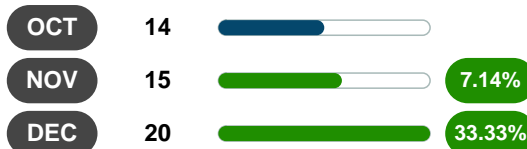


3 MONTHS

5 year DEC AVG = 14

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 20 above the 5 yr DEC average of 14



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 69	7.98%	13	11	14	22	0
\$100,001 - \$175,000 126	14.57%	12	7	12	20	0
\$175,001 - \$200,000 93	10.75%	15	11	14	24	105
\$200,001 - \$275,000 218	25.20%	20	29	19	21	40
\$275,001 - \$350,000 152	17.57%	25	40	23	25	14
\$350,001 - \$500,000 118	13.64%	26	24	44	18	37
\$500,001 and up 89	10.29%	28	1	18	41	51
Median Closed DOM		20	12	18	24	37
Total Closed Units	100%	865	103	487	242	33
Total Closed Volume		254,130,856	14.70M	126.69M	93.61M	19.13M

December 2023



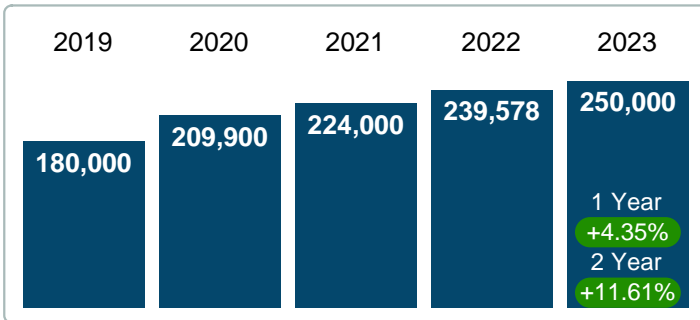
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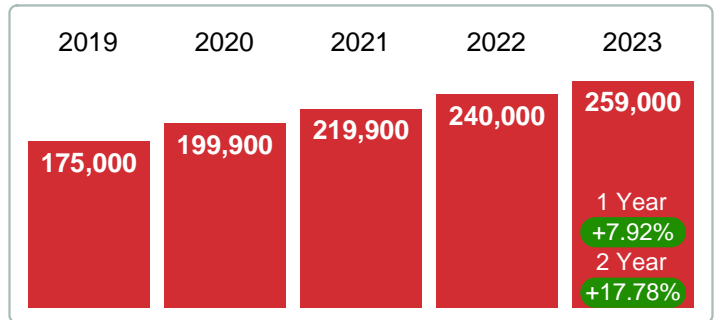
MEDIAN LIST PRICE AT CLOSING

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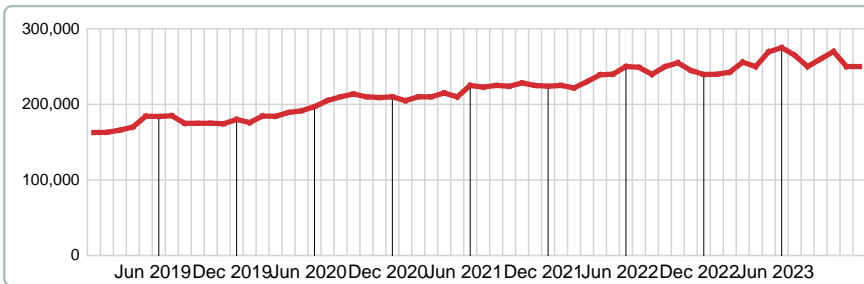
DECEMBER



YEAR TO DATE (YTD)

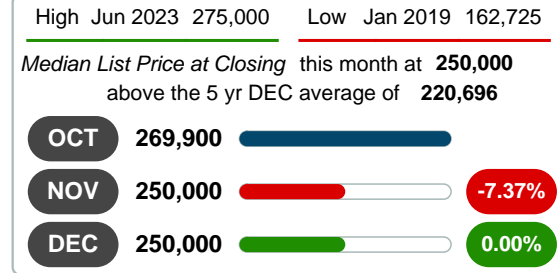


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 220,696



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	70	8.09%	72,200	67,000	89,000	64,000	0
\$100,001 - \$175,000	115	13.29%	149,000	125,000	152,500	150,750	0
\$175,001 - \$200,000	103	11.91%	189,900	185,000	189,900	185,000	176,000
\$200,001 - \$275,000	207	23.93%	238,315	234,450	238,900	238,290	242,500
\$275,001 - \$350,000	158	18.27%	310,000	300,000	300,000	318,950	320,000
\$350,001 - \$500,000	121	13.99%	409,900	396,750	409,900	415,000	410,000
\$500,001 and up	91	10.52%	649,900	686,000	627,450	639,000	755,000
Median List Price			250,000	125,000	234,500	339,950	515,000
Total Closed Units		100%	250,000	103	487	242	33
Total Closed Volume			259,066,465	15.30M	128.96M	95.03M	19.77M

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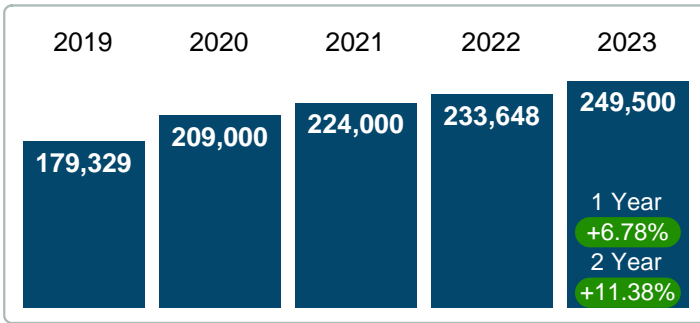
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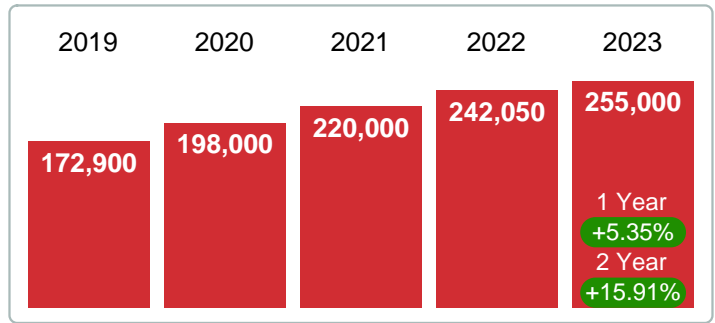
MEDIAN SOLD PRICE AT CLOSING

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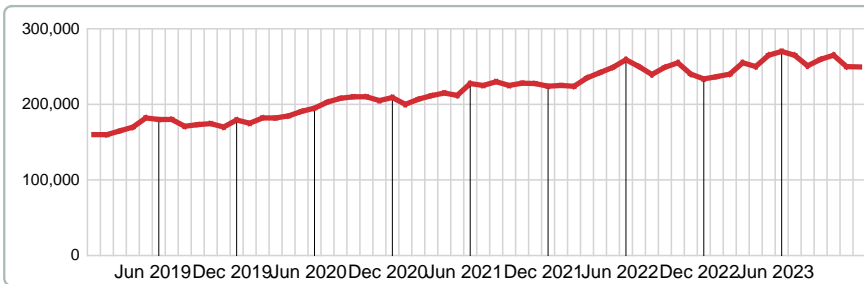
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

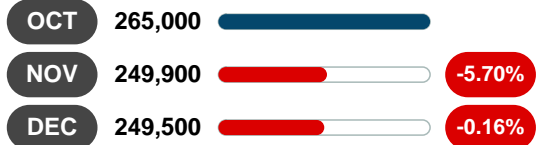


3 MONTHS

5 year DEC AVG = 219,095

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

Median Sold Price at Closing this month at **249,500** above the 5 yr DEC average of **219,095**



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	7.98%	71,000	65,000	85,000	65,000	0
\$100,001 - \$175,000	14.57%	145,000	127,500	154,000	160,000	0
\$175,001 - \$200,000	10.75%	189,000	185,000	190,000	184,000	176,000
\$200,001 - \$275,000	25.20%	238,900	229,450	238,675	240,000	247,000
\$275,001 - \$350,000	17.57%	310,000	289,950	301,000	319,900	315,000
\$350,001 - \$500,000	13.64%	409,950	375,500	405,000	416,000	402,716
\$500,001 and up	10.29%	650,000	686,000	609,200	641,450	750,000
Median Sold Price		249,500	122,500	230,000	336,250	512,000
Total Closed Units	100%	865	103	487	242	33
Total Closed Volume		254,130,856	14.70M	126.69M	93.61M	19.13M

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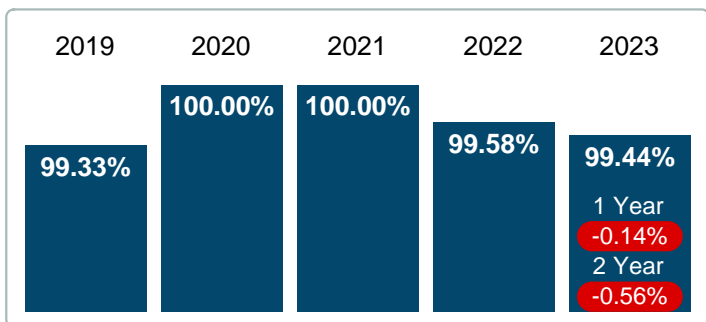
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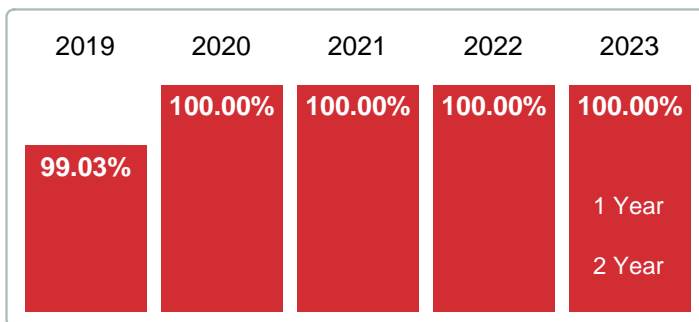
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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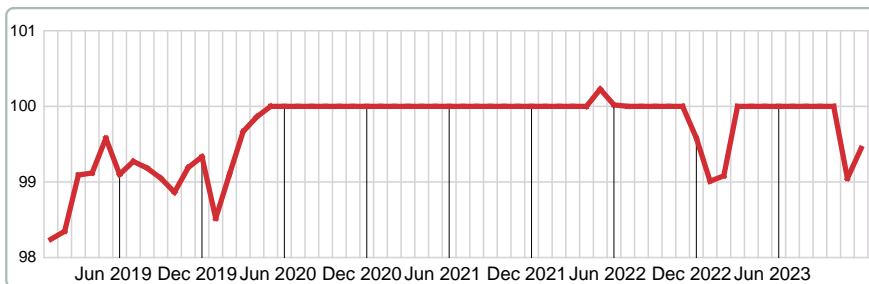
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

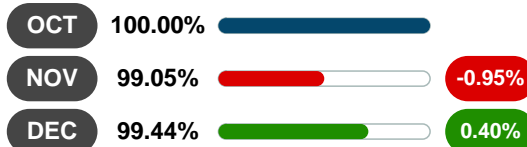


3 MONTHS

5 year DEC AVG = 99.67%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **99.44%**
 below the 5 yr DEC average of **99.67%**



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	69	7.98%	94.94%	94.44%	95.75%	113.21%	0.00%
\$100,001 - \$175,000	126	14.57%	99.50%	97.22%	100.00%	98.48%	0.00%
\$175,001 - \$200,000	93	10.75%	100.00%	100.00%	100.00%	100.00%	100.00%
\$200,001 - \$275,000	218	25.20%	100.00%	97.09%	100.00%	100.00%	91.49%
\$275,001 - \$350,000	152	17.57%	99.39%	95.96%	100.00%	100.00%	97.51%
\$350,001 - \$500,000	118	13.64%	98.96%	94.63%	98.70%	100.00%	98.24%
\$500,001 and up	89	10.29%	98.21%	100.00%	99.22%	98.02%	98.29%
Median Sold/List Ratio		99.44%		96.77%	100.00%	99.57%	98.29%
Total Closed Units		865	100%	103	487	242	33
Total Closed Volume		254,130,856		14.70M	126.69M	93.61M	19.13M

December 2023



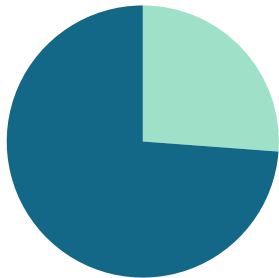
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

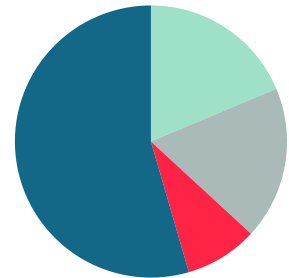


Inventory
 New Listings
983 = 26.18%
 Start Inventory
2,772
 Total Inventory Units
3,755
 Volume
\$1,537,149,351

Market Activity

Closed Sales
865 = 18.66%
 Pending Sales
843 = 18.19%
 Other Off Market
401 = 8.65%
 Active Inventory
2,526 = 54.50%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	976	865	-11.37%	15,256	12,328	-19.19%
Pending Sales	763	843	10.48%	14,795	12,731	-13.95%
New Listings	933	983	5.36%	18,250	16,574	-9.18%
Median List Price	239,578	250,000	4.35%	240,000	259,000	7.92%
Median Sale Price	233,648	249,500	6.78%	242,050	255,000	5.35%
Median Percent of Selling Price to List Price	99.58%	99.44%	-0.14%	100.00%	100.00%	0.00%
Median Days on Market to Sale	16.00	20.00	25.00%	6.00	11.00	83.33%
Monthly Inventory	2,320	2,526	8.88%	2,320	2,526	8.88%
Months Supply of Inventory	1.82	2.46	34.74%	1.82	2.46	34.74%

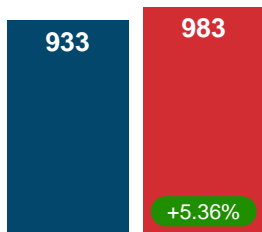
Absorption: Last 12 months, an Average of **1,027** Sales/Month

Inventory on December 31, 2023 = **2,526** 2022 2023

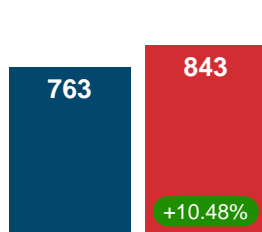
DECEMBER MARKET

MEDIAN PRICES

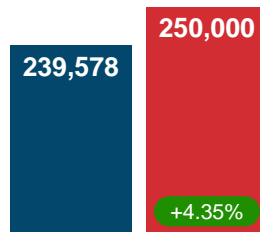
New Listings



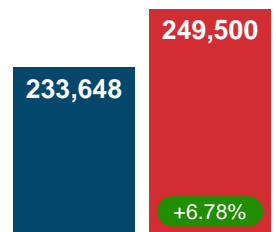
Pending Listings



List Price



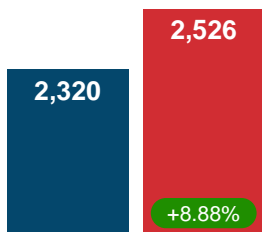
Sale Price



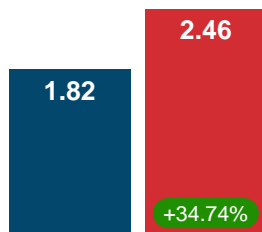
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

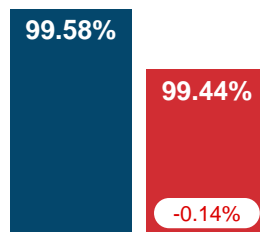
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

