



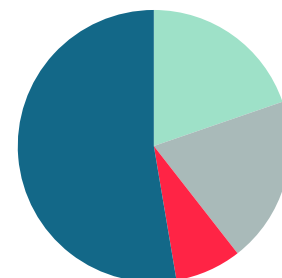
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2022	2023	+/-%
Closed Listings	671	578	-13.86%
Pending Listings	496	578	16.53%
New Listings	617	643	4.21%
Average List Price	302,816	307,607	1.58%
Average Sale Price	296,856	301,208	1.47%
Average Percent of Selling Price to List Price	98.25%	98.81%	0.57%
Average Days on Market to Sale	27.60	32.16	16.51%
End of Month Inventory	1,409	1,543	9.51%
Months Supply of Inventory	1.63	2.26	38.45%



■ Closed (19.73%)  
■ Pending (19.73%)  
■ Other OffMarket (7.88%)  
■ Active (52.66%)

**Absorption:** Last 12 months, an Average of **683** Sales/Month  
**Active Inventory** as of December 31, 2023 = **1,543**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2023 rose **9.51%** to 1,543 existing homes available for sale. Over the last 12 months this area has had an average of 683 closed sales per month. This represents an unsold inventory index of **2.26** 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 **1.47%** in December 2023 to \$301,208 versus the previous year at \$296,856.

#### Average Days on Market Lengthens

The average number of **32.16** days that homes spent on the market before selling increased by 4.56 days or **16.51%** in December 2023 compared to last year's same month at **27.60** 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 643 New Listings in December 2023, up **4.21%** from last year at 617. Furthermore, there were 578 Closed Listings this month versus last year at 671, a **-13.86%** decrease.

Closed versus Listed trends yielded a **89.9%** ratio, down from previous year's, December 2022, at **108.8%**, a **17.34%** 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# December 2023



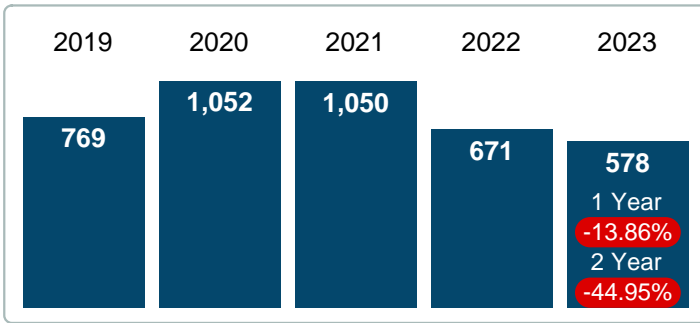
Area Delimited by County Of Tulsa - Residential Property Type



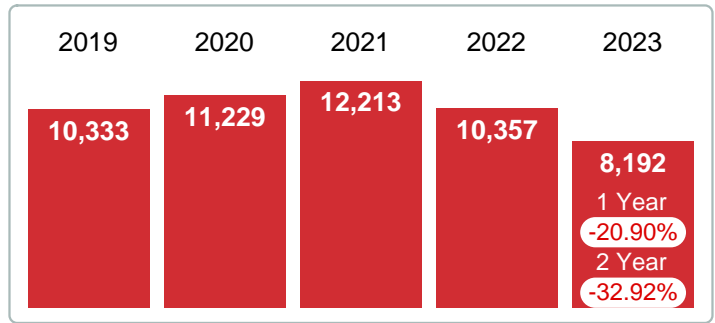
## CLOSED LISTINGS

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

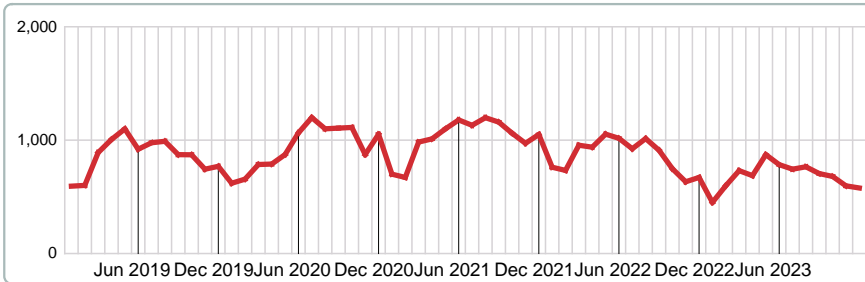
### DECEMBER



### YEAR TO DATE (YTD)

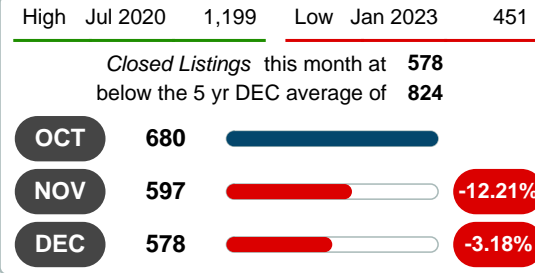


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 824



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	59	10.21%	21.0	35	22	2	0
\$125,001 - \$175,000	68	11.76%	23.1	15	46	7	0
\$175,001 - \$200,000	64	11.07%	26.3	7	49	8	0
\$200,001 - \$275,000	140	24.22%	27.7	6	106	25	3
\$275,001 - \$350,000	107	18.51%	36.9	6	51	48	2
\$350,001 - \$525,000	83	14.36%	41.6	1	37	42	3
\$525,001 and up	57	9.86%	49.4	1	15	30	11
<b>Total Closed Units</b>	<b>578</b>			<b>71</b>	<b>326</b>	<b>162</b>	<b>19</b>
<b>Total Closed Volume</b>	<b>174,098,135</b>	<b>100%</b>	<b>32.2</b>	<b>10.82M</b>	<b>87.14M</b>	<b>64.50M</b>	<b>11.64M</b>
<b>Average Closed Price</b>	<b>\$301,208</b>			<b>\$152,403</b>	<b>\$267,301</b>	<b>\$398,120</b>	<b>\$612,735</b>

# December 2023



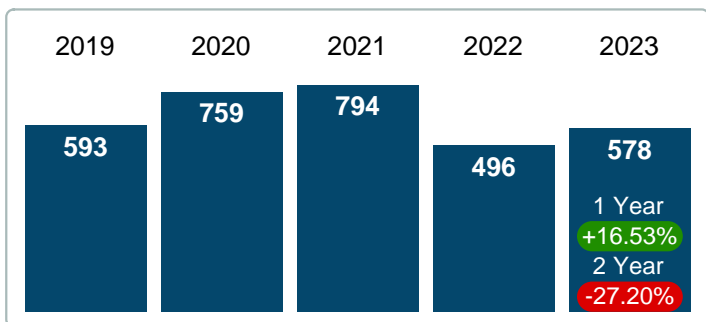
Area Delimited by County Of Tulsa - Residential Property Type



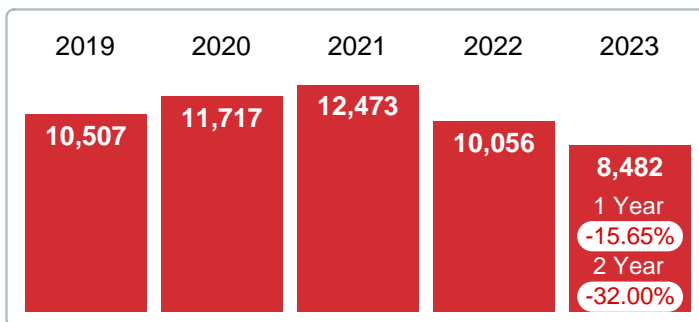
## PENDING LISTINGS

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

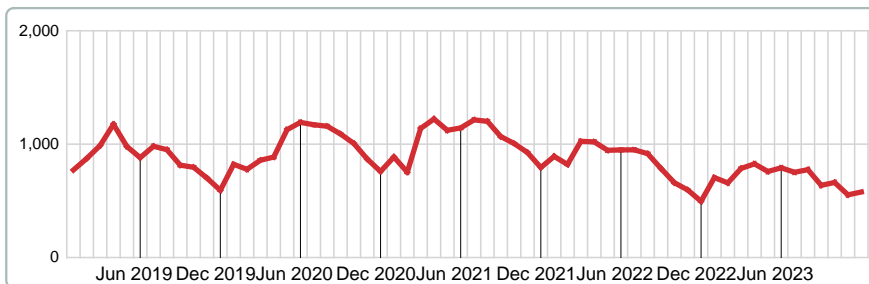
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 644

High Apr 2021 1,222 Low Dec 2022 496

Pending Listings this month at **578**  
below the 5 yr DEC average of **644**



### 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	56	9.69%	31.2	33	21	1	1
\$100,001 - \$150,000	38	6.57%	37.0	18	19	1	0
\$150,001 - \$200,000	92	15.92%	30.6	16	68	8	0
\$200,001 - \$275,000	139	24.05%	36.6	14	94	28	3
\$275,001 - \$375,000	126	21.80%	45.5	4	55	64	3
\$375,001 - \$475,000	61	10.55%	69.0	1	28	26	6
\$475,001 and up	66	11.42%	66.6	2	14	35	15
<b>Total Pending Units</b>	<b>578</b>			<b>88</b>	<b>299</b>	<b>163</b>	<b>28</b>
<b>Total Pending Volume</b>	<b>175,844,229</b>	<b>100%</b>	<b>36.5</b>	<b>13.83M</b>	<b>79.27M</b>	<b>65.05M</b>	<b>17.70M</b>
<b>Average Listing Price</b>	<b>\$277,603</b>			<b>\$157,141</b>	<b>\$265,123</b>	<b>\$399,070</b>	<b>\$631,986</b>

# December 2023



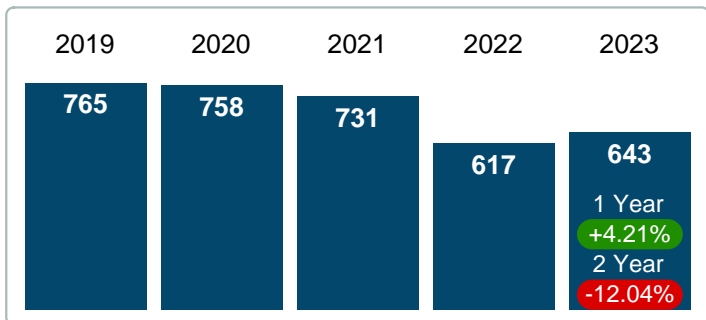
Area Delimited by County Of Tulsa - Residential Property Type



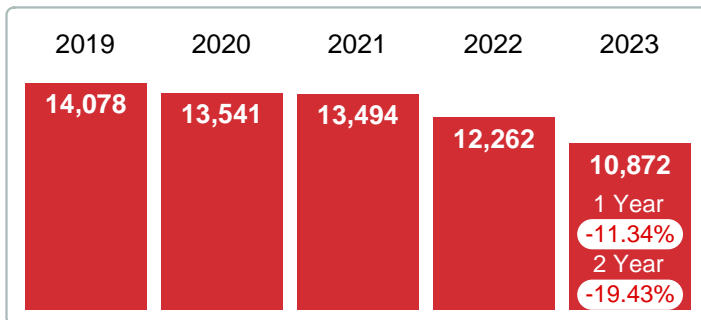
## NEW LISTINGS

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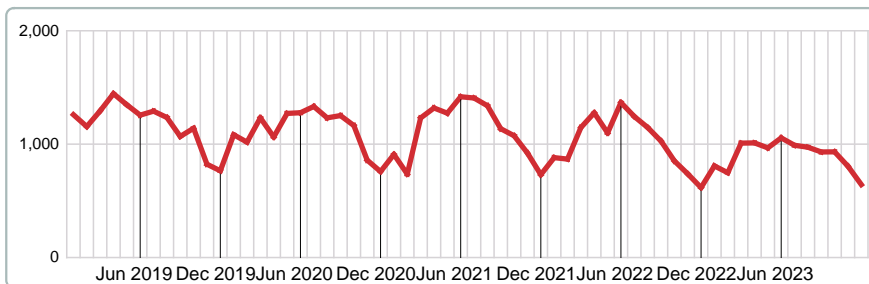
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

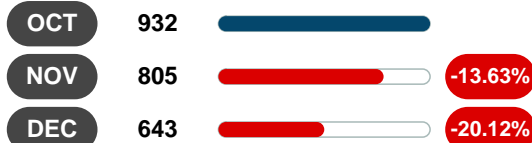


### 3 MONTHS

5 year DEC AVG = 703

High Apr 2019 1,445 Low Dec 2022 617

New Listings this month at **643**  
below the 5 yr DEC average of **703**



### 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	62	9.64%	34	26	2	0
\$125,001 - \$175,000	78	12.13%	20	54	4	0
\$175,001 - \$225,000	99	15.40%	14	76	9	0
\$225,001 - \$300,000	140	21.77%	18	80	39	3
\$300,001 - \$375,000	110	17.11%	3	45	60	2
\$375,001 - \$550,000	87	13.53%	2	30	45	10
\$550,001 and up	67	10.42%	2	9	39	17
<b>Total New Listed Units</b>	<b>643</b>		<b>93</b>	<b>320</b>	<b>198</b>	<b>32</b>
<b>Total New Listed Volume</b>	<b>211,178,646</b>	<b>100%</b>	<b>17.58M</b>	<b>83.11M</b>	<b>89.45M</b>	<b>21.04M</b>
<b>Average New Listed Listing Price</b>	<b>\$297,711</b>		<b>\$188,998</b>	<b>\$259,718</b>	<b>\$451,789</b>	<b>\$657,438</b>

# December 2023



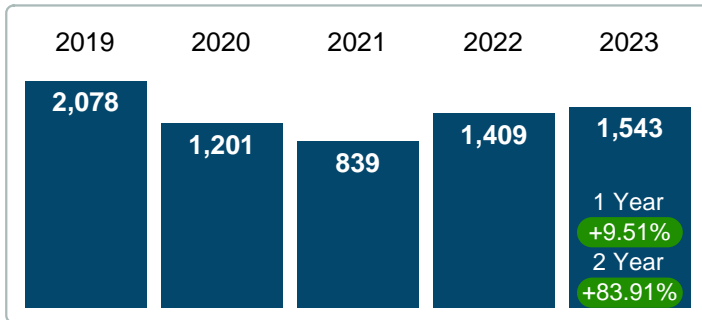
Area Delimited by County Of Tulsa - Residential Property Type



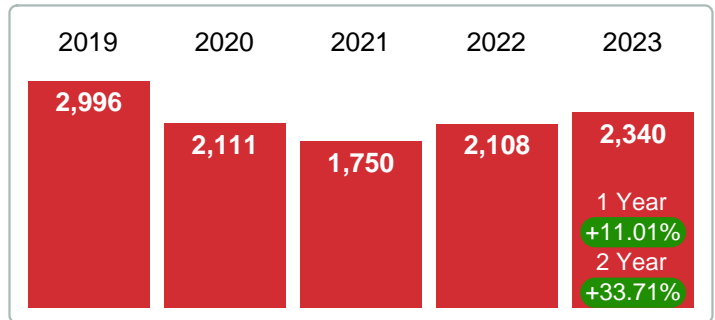
## ACTIVE INVENTORY

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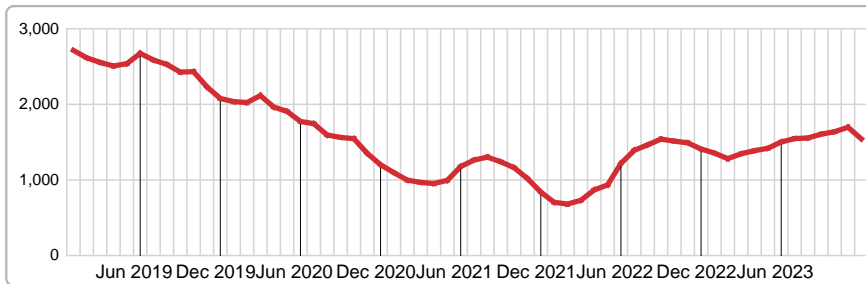
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

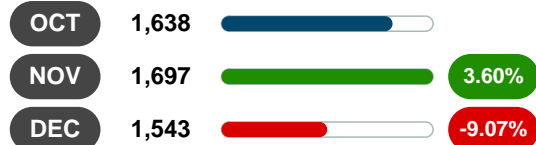


### 3 MONTHS

5 year DEC AVG = 1,414

High Jan 2019 2,714 Low Feb 2022 681

Inventory this month at 1,543  
above the 5 yr DEC average of 1,414



### 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	146	9.46%	87.0	84	57	5	0
\$150,001 - \$225,000	191	12.38%	45.5	40	134	17	0
\$225,001 - \$275,000	159	10.30%	55.4	22	109	27	1
\$275,001 - \$425,000	428	27.74%	70.2	23	184	200	21
\$425,001 - \$525,000	218	14.13%	109.6	12	92	100	14
\$525,001 - \$725,000	243	15.75%	105.1	11	46	143	43
\$725,001 and up	158	10.24%	97.8	4	16	79	59
<b>Total Active Inventory by Units</b>	<b>1,543</b>			<b>196</b>	<b>638</b>	<b>571</b>	<b>138</b>
<b>Total Active Inventory by Volume</b>	<b>699,545,667</b>	<b>100%</b>	<b>81.1</b>	<b>46.55M</b>	<b>211.14M</b>	<b>307.05M</b>	<b>134.81M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$453,367</b>			<b>\$237,493</b>	<b>\$330,946</b>	<b>\$537,736</b>	<b>\$976,859</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# December 2023



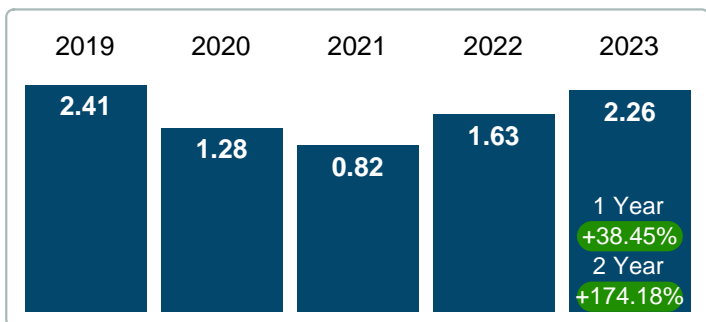
Area Delimited by County Of Tulsa - Residential Property Type



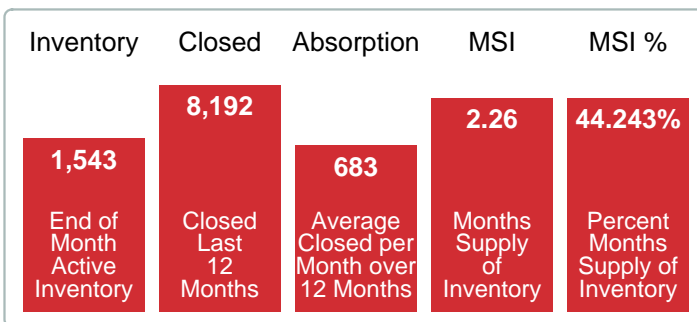
## MONTHS SUPPLY of INVENTORY (MSI)

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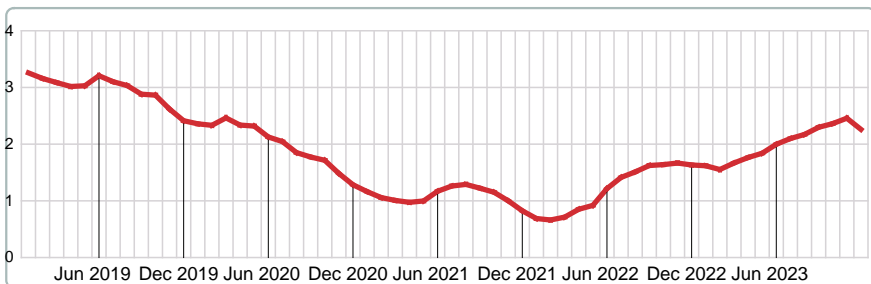
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2023



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1.68

High Jan 2019 3.26 Low Feb 2022 0.66

Months Supply this month at 2.26 above the 5 yr DEC average of 1.68



### 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	146	9.46%	1.25	1.57	1.00	0.90	0.00
\$150,001 - \$225,000	191	12.38%	1.26	2.26	1.16	1.02	0.00
\$225,001 - \$275,000	159	10.30%	1.47	4.47	1.40	1.17	0.57
\$275,001 - \$425,000	428	27.74%	2.32	3.10	2.38	2.24	1.95
\$425,001 - \$525,000	218	14.13%	4.28	6.86	7.08	3.45	1.95
\$525,001 - \$725,000	243	15.75%	5.39	26.40	4.88	5.54	4.57
\$725,001 and up	158	10.24%	6.00	9.60	4.00	5.24	8.63
Market Supply of Inventory (MSI)			2.26	2.28	1.80	2.79	3.67
Total Active Inventory by Units		100%	2.26	196	638	571	138

# December 2023



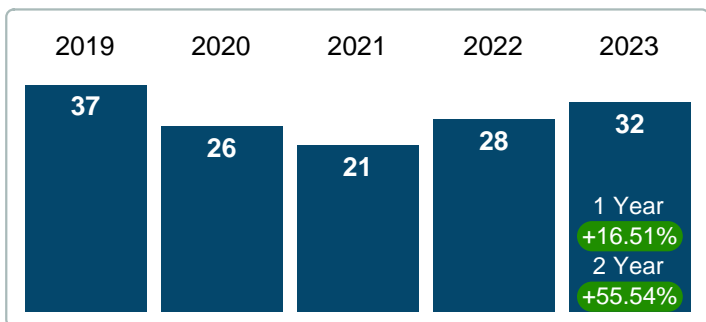
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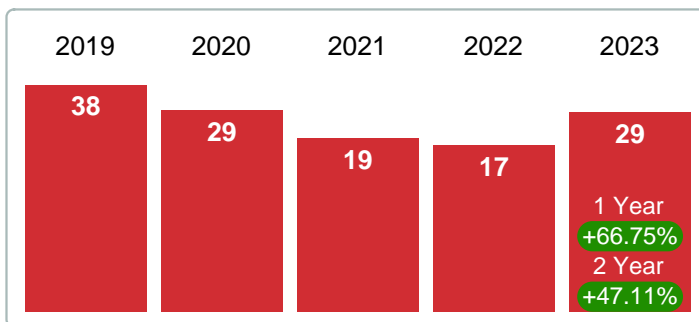
## AVERAGE DAYS ON MARKET TO SALE

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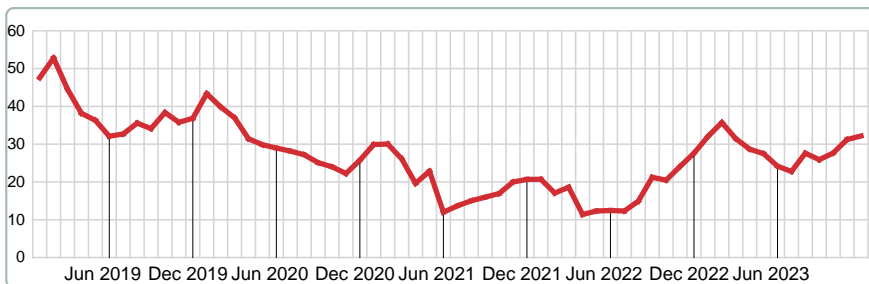
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

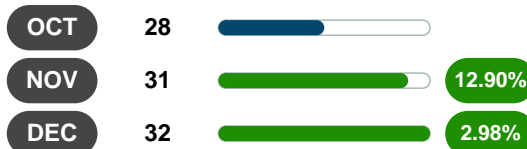


### 3 MONTHS

5 year DEC AVG = 29

High Feb 2019 53 Low Apr 2022 11

Average Days on Market to Sale this month at 32 above the 5 yr DEC average of 29



### 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
\$125,000 and less	10.21%	21	16	28	25	0
\$125,001 - \$175,000	11.76%	23	26	21	33	0
\$175,001 - \$200,000	11.07%	26	15	26	36	0
\$200,001 - \$275,000	24.22%	28	32	30	18	35
\$275,001 - \$350,000	18.51%	37	29	42	34	2
\$350,001 - \$525,000	14.36%	42	21	46	40	19
\$525,001 and up	9.86%	49	1	36	54	60
Average Closed DOM		32	21	32	37	44
Total Closed Units	100%	578	71	326	162	19
Total Closed Volume		174,098,135	10.82M	87.14M	64.50M	11.64M

# December 2023



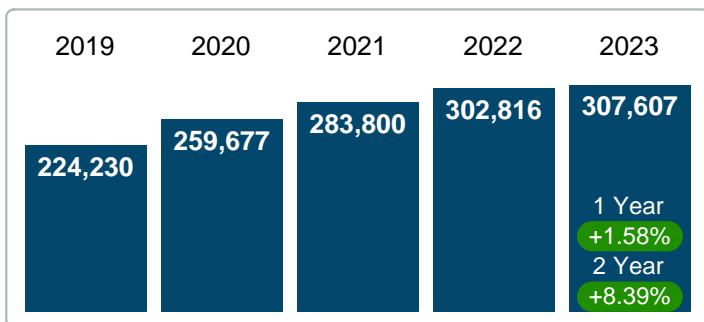
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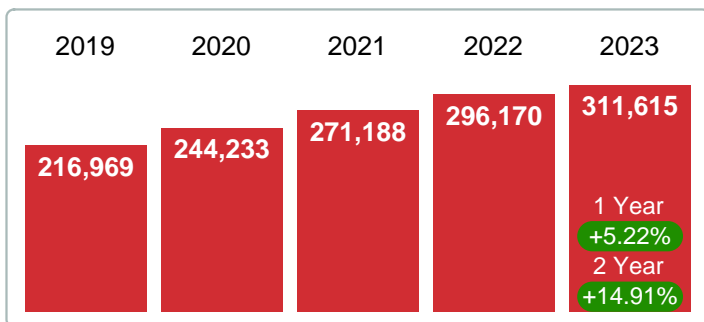
## AVERAGE LIST PRICE AT CLOSING

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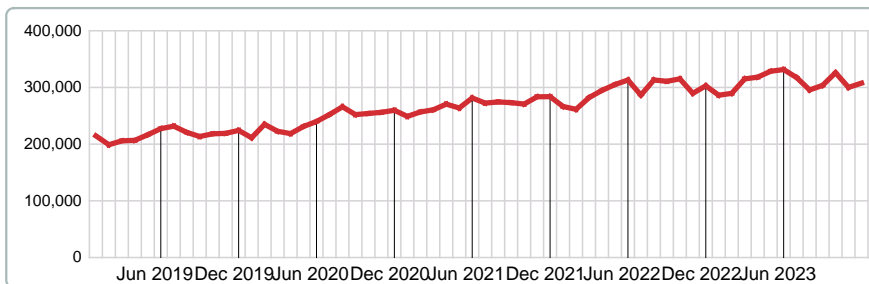
### DECEMBER



### YEAR TO DATE (YTD)

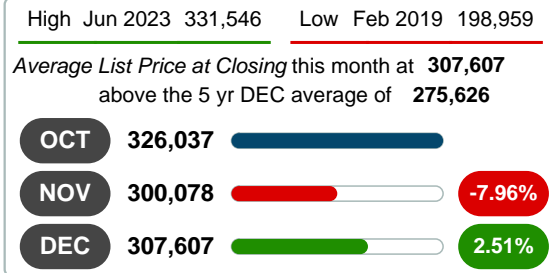


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 275,626



### 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
\$125,000 and less	10.21%	88,824	92,014	94,827	79,500	0
\$125,001 - \$175,000	10.55%	155,867	159,253	159,604	172,757	0
\$175,001 - \$200,000	12.46%	189,633	187,200	191,557	192,675	0
\$200,001 - \$275,000	22.49%	237,986	226,317	239,498	230,051	270,000
\$275,001 - \$350,000	19.55%	314,193	307,513	313,369	323,855	321,500
\$350,001 - \$525,000	14.71%	426,518	399,000	436,651	424,800	441,300
\$525,001 and up	10.03%	805,145	686,000	846,346	782,826	840,496
<b>Average List Price</b>		<b>307,607</b>	<b>157,855</b>	<b>273,111</b>	<b>404,521</b>	<b>632,755</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>307,607</b>	<b>71</b>	<b>326</b>	<b>162</b>	<b>19</b>
<b>Total Closed Volume</b>		<b>177,796,589</b>	<b>11.21M</b>	<b>89.03M</b>	<b>65.53M</b>	<b>12.02M</b>



# December 2023



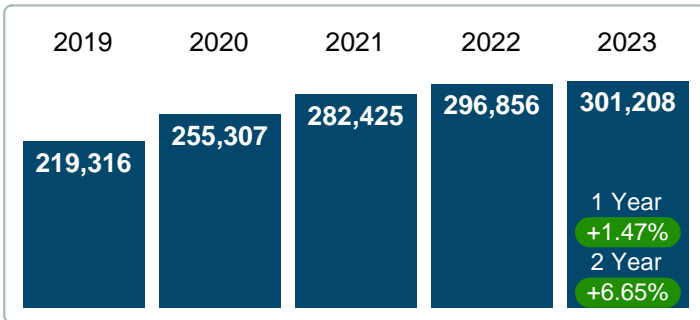
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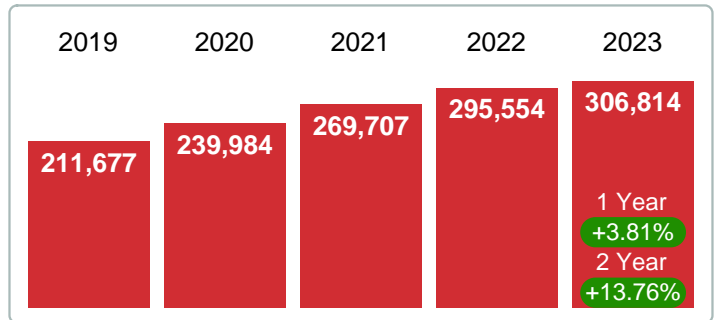
## AVERAGE SOLD PRICE AT CLOSING

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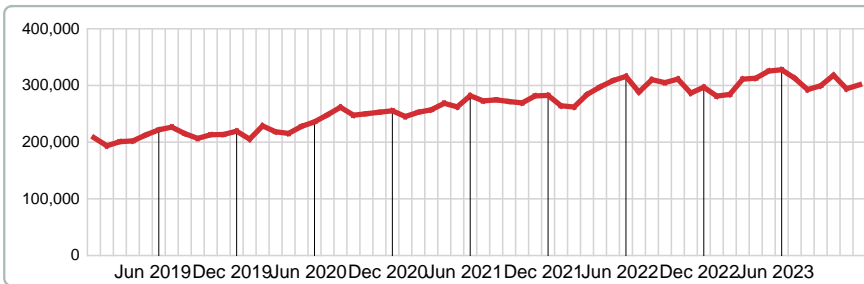
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

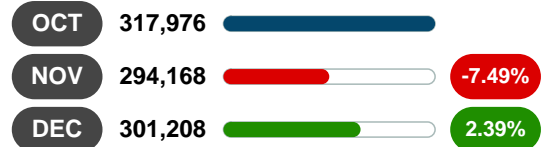


### 3 MONTHS

5 year DEC AVG = 271,022

High Jun 2023 327,677 Low Feb 2019 193,632

Average Sold Price at Closing this month at **301,208**  
above the 5 yr DEC average of **271,022**



### 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
\$125,000 and less	10.21%	87,967	86,736	89,966	87,500	0
\$125,001 - \$175,000	11.76%	154,419	150,667	154,643	160,986	0
\$175,001 - \$200,000	11.07%	188,269	188,337	188,456	187,063	0
\$200,001 - \$275,000	24.22%	237,009	222,083	237,090	240,211	237,333
\$275,001 - \$350,000	18.51%	313,235	300,494	308,667	319,649	314,000
\$350,001 - \$525,000	14.36%	424,207	385,000	427,148	421,601	437,477
\$525,001 and up	9.86%	779,856	686,000	808,990	754,715	817,230
<b>Average Sold Price</b>		<b>301,208</b>	<b>152,403</b>	<b>267,301</b>	<b>398,120</b>	<b>612,735</b>
<b>Total Closed Units</b>	100%	<b>301,208</b>	<b>71</b>	<b>326</b>	<b>162</b>	<b>19</b>
<b>Total Closed Volume</b>		<b>174,098,135</b>	<b>10.82M</b>	<b>87.14M</b>	<b>64.50M</b>	<b>11.64M</b>

# December 2023



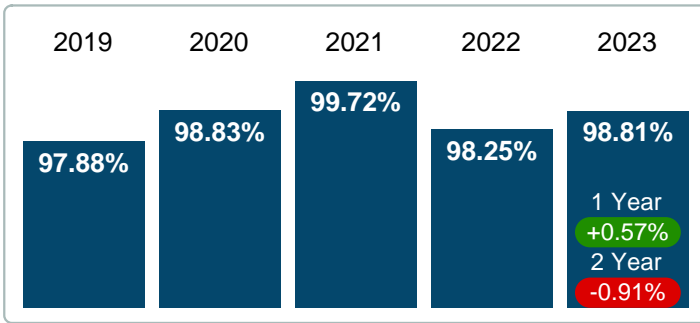
Area Delimited by County Of Tulsa - Residential Property Type



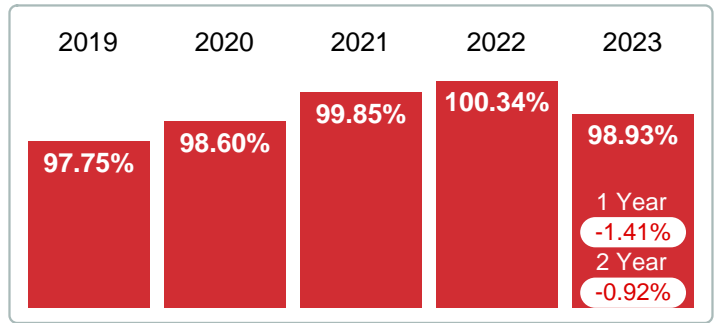
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

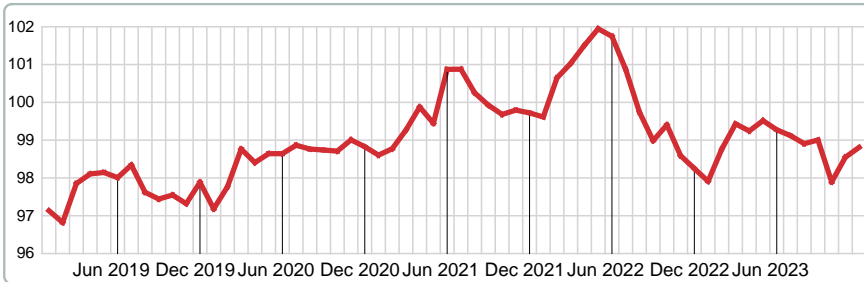
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

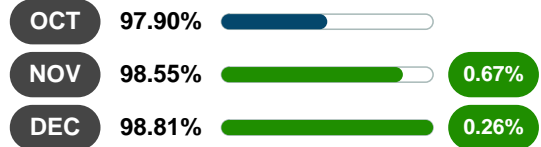


### 3 MONTHS

5 year DEC AVG = 98.70%

High May 2022 101.95% Low Feb 2019 96.82%

Average Sold/List Ratio this month at **98.81%**  
equal to 5 yr DEC average of **98.70%**



### 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
\$125,000 and less	59	10.21%	96.88%	94.23%	99.32%	116.33%	0.00%
\$125,001 - \$175,000	68	11.76%	96.43%	95.36%	97.14%	94.11%	0.00%
\$175,001 - \$200,000	64	11.07%	98.67%	100.62%	98.61%	97.32%	0.00%
\$200,001 - \$275,000	140	24.22%	101.84%	98.13%	99.73%	113.21%	89.16%
\$275,001 - \$350,000	107	18.51%	98.58%	97.71%	98.53%	98.78%	97.59%
\$350,001 - \$525,000	83	14.36%	98.65%	96.49%	97.95%	99.28%	99.11%
\$525,001 and up	57	9.86%	97.02%	100.00%	96.82%	96.87%	97.45%
Average Sold/List Ratio		98.80%		95.84%	98.64%	100.72%	96.42%
Total Closed Units		578	100%	71	326	162	19
Total Closed Volume		174,098,135		10.82M	87.14M	64.50M	11.64M

# December 2023



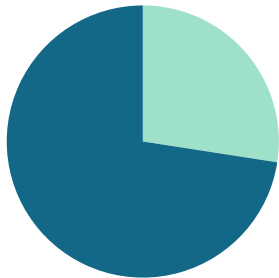
Area Delimited by County Of Tulsa - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

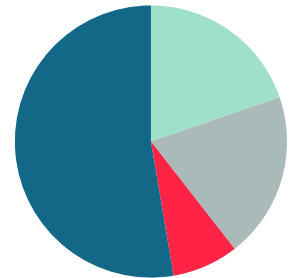


**Inventory**  
 New Listings  
**643 = 27.44%**  
 Start Inventory  
**1,700**  
 Total Inventory Units  
**2,343**  
 Volume  
**\$976,189,386**

### Market Activity

Closed Sales  
**578 = 19.73%**  
 Pending Sales  
**578 = 19.73%**  
 Other Off Market  
**231 = 7.88%**  
 Active Inventory  
**1,543 = 52.66%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	671	578	-13.86%	10,357	8,192	-20.90%
Pending Sales	496	578	16.53%	10,056	8,482	-15.65%
New Listings	617	643	4.21%	12,262	10,872	-11.34%
Average List Price	302,816	307,607	1.58%	296,170	311,615	5.22%
Average Sale Price	296,856	301,208	1.47%	295,554	306,814	3.81%
Average Percent of Selling Price to List Price	98.25%	98.81%	0.57%	100.34%	98.93%	-1.41%
Average Days on Market to Sale	27.60	32.16	16.51%	17.11	28.53	66.75%
Monthly Inventory	1,409	1,543	9.51%	1,409	1,543	9.51%
Months Supply of Inventory	1.63	2.26	38.45%	1.63	2.26	38.45%

**Absorption:** Last 12 months, an Average of **683** Sales/Month

**Inventory** on December 31, 2023 = **1,543**

**2022** **2023**

### DECEMBER MARKET

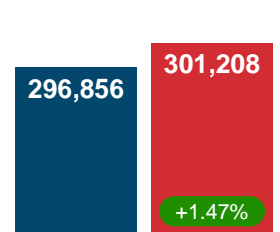
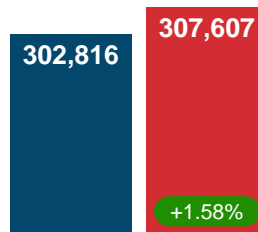
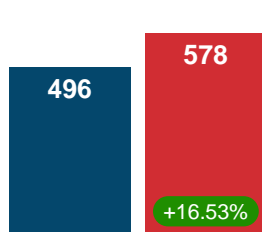
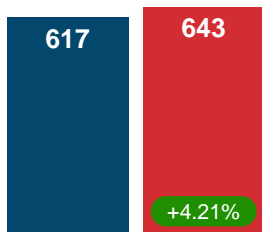
### AVERAGE PRICES

#### 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

