

December 2023



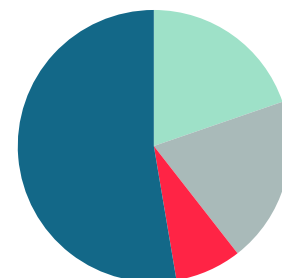
Area Delimited by County Of Tulsa - Residential Property Type



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%
Median List Price	240,000	252,450	5.19%
Median Sale Price	239,900	250,500	4.42%
Median Percent of Selling Price to List Price	99.14%	99.18%	0.04%
Median Days on Market to Sale	14.00	19.00	35.71%
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.

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 **4.42%** in December 2023 to \$250,500 versus the previous year at \$239,900.

Median Days on Market Lengthens

The median number of **19.00** days that homes spent on the market before selling increased by 5.00 days or **35.71%** in December 2023 compared to last year's same month at **14.00** 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 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.

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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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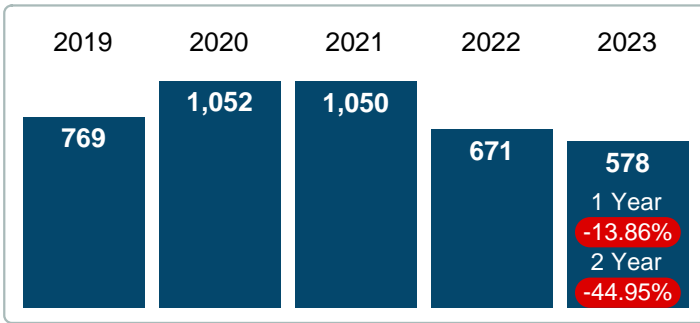
Area Delimited by County Of Tulsa - Residential Property Type



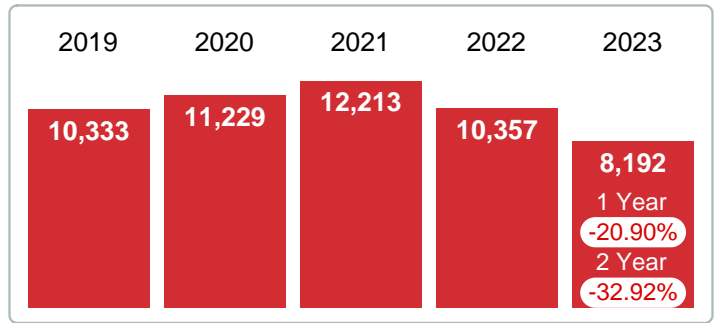
CLOSED LISTINGS

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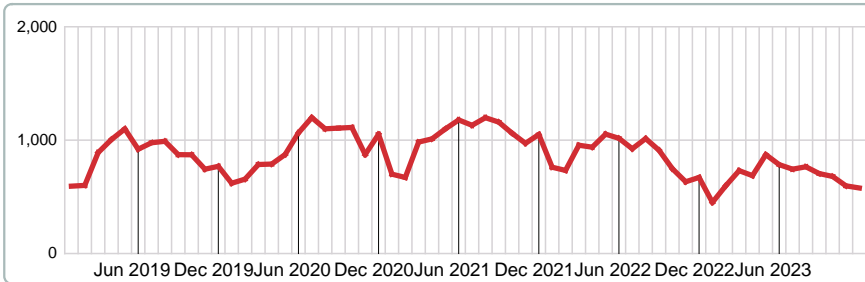
DECEMBER



YEAR TO DATE (YTD)

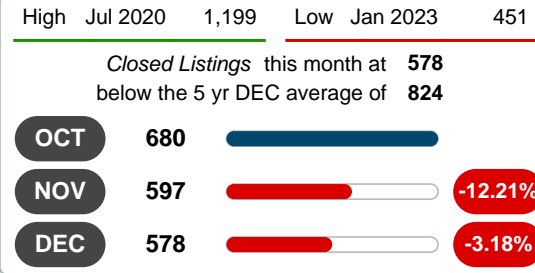


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 824



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	59	10.21%	6.0	35	22	2	0
\$125,001 - \$175,000	68	11.76%	12.0	15	46	7	0
\$175,001 - \$200,000	64	11.07%	14.5	7	49	8	0
\$200,001 - \$275,000	140	24.22%	20.5	6	106	25	3
\$275,001 - \$350,000	107	18.51%	25.0	6	51	48	2
\$350,001 - \$525,000	83	14.36%	23.0	1	37	42	3
\$525,001 and up	57	9.86%	28.0	1	15	30	11
Total Closed Units	578			71	326	162	19
Total Closed Volume	174,098,135	100%	19.0	10.82M	87.14M	64.50M	11.64M
Median Closed Price	\$250,500			\$127,500	\$233,500	\$339,900	\$575,000

December 2023



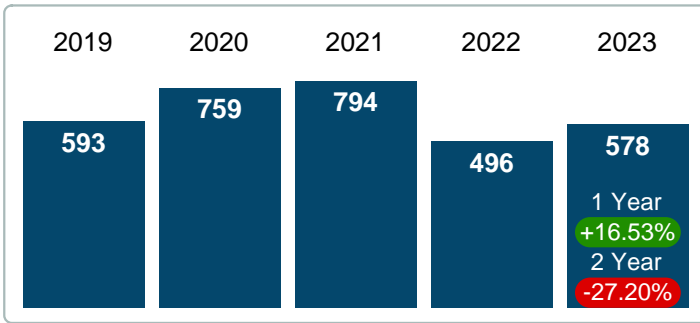
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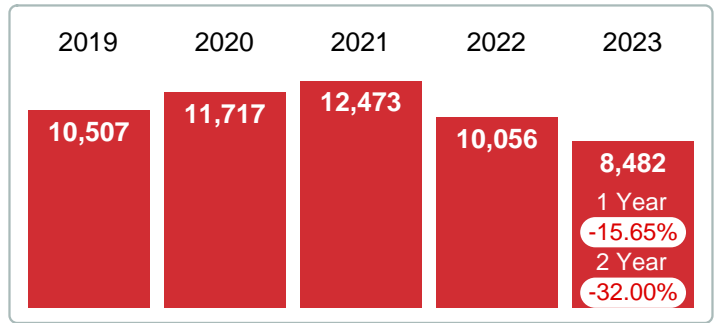
PENDING LISTINGS

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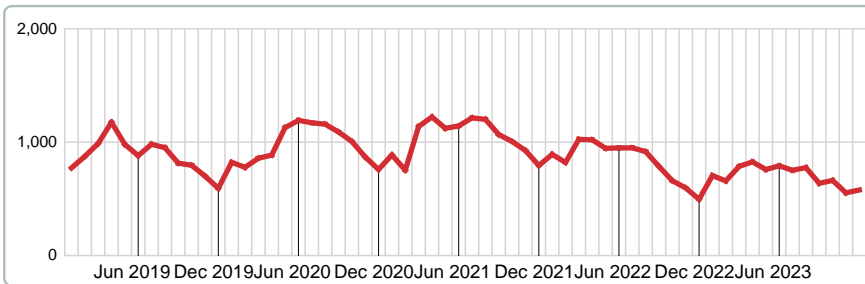
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	56	9.69%	16.0	33	21	1	1
\$100,001 - \$150,000	38	6.57%	24.0	18	19	1	0
\$150,001 - \$200,000	92	15.92%	16.0	16	68	8	0
\$200,001 - \$275,000	139	24.05%	23.0	14	94	28	3
\$275,001 - \$375,000	126	21.80%	35.5	4	55	64	3
\$375,001 - \$475,000	61	10.55%	43.0	1	28	26	6
\$475,001 and up	66	11.42%	53.0	2	14	35	15
Total Pending Units	578			88	299	163	28
Total Pending Volume	175,844,229	100%	28.0	13.83M	79.27M	65.05M	17.70M
Median Listing Price	\$250,000			\$133,163	\$230,000	\$338,990	\$537,000

December 2023



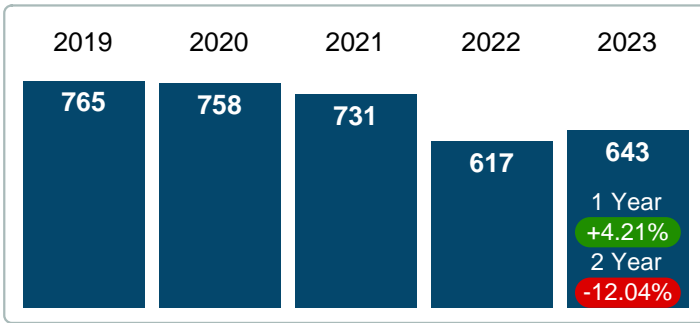
Area Delimited by County Of Tulsa - Residential Property Type



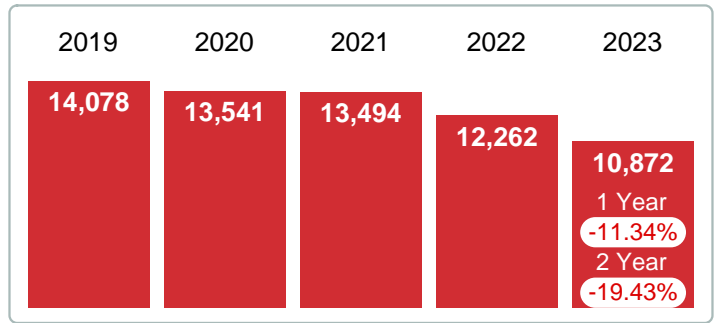
NEW LISTINGS

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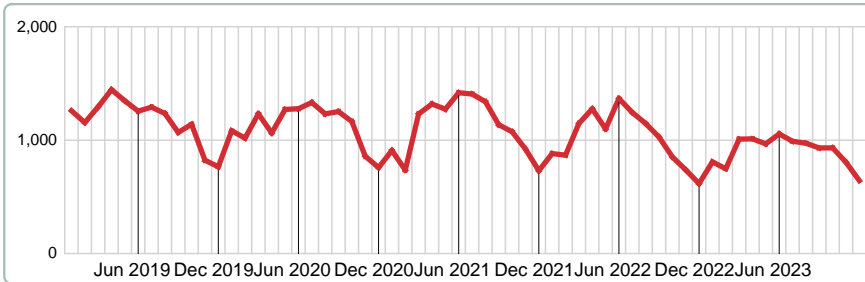
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

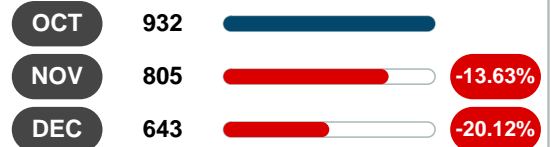


3 MONTHS

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
Total New Listed Units	643		93	320	198	32
Total New Listed Volume	211,178,646	100%	17.58M	83.11M	89.45M	21.04M
Median New Listed Listing Price	\$270,000		\$153,000	\$230,000	\$350,000	\$579,950

December 2023



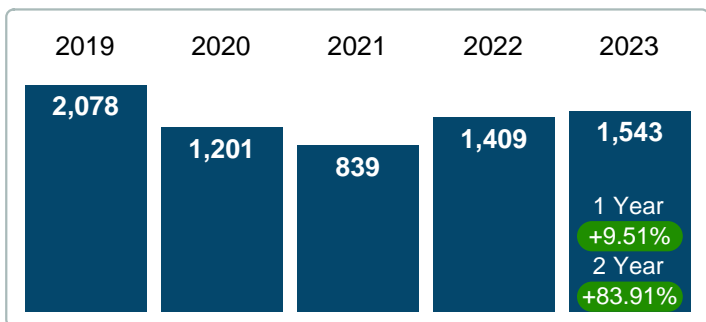
Area Delimited by County Of Tulsa - Residential Property Type



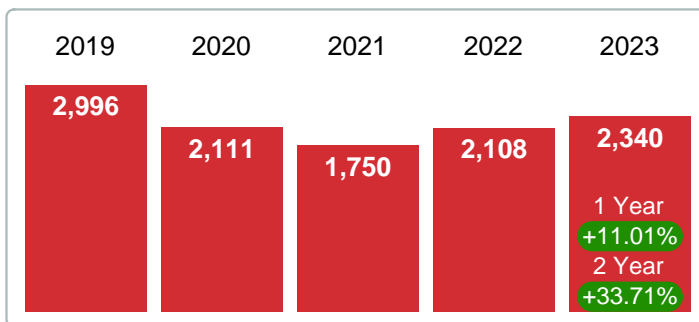
ACTIVE INVENTORY

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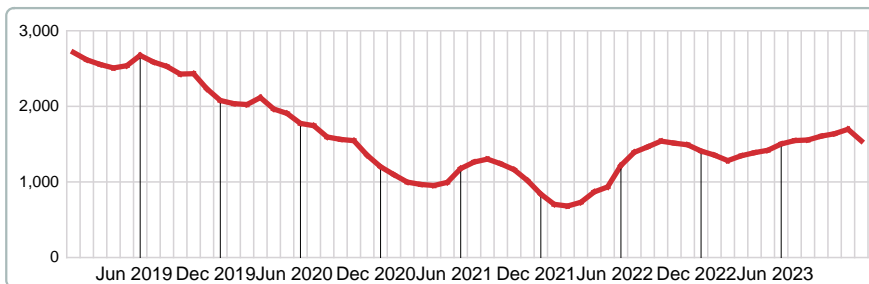
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

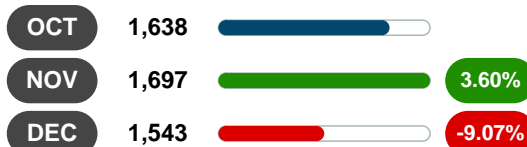


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	146	9.46%	51.5	84	57	5	0
\$150,001 - \$225,000	191	12.38%	39.0	40	134	17	0
\$225,001 - \$275,000	159	10.30%	46.0	22	109	27	1
\$275,001 - \$425,000	428	27.74%	55.0	23	184	200	21
\$425,001 - \$525,000	218	14.13%	86.0	12	92	100	14
\$525,001 - \$725,000	243	15.75%	86.0	11	46	143	43
\$725,001 and up	158	10.24%	80.5	4	16	79	59
Total Active Inventory by Units	1,543			196	638	571	138
Total Active Inventory by Volume	699,545,667	100%	60.0	46.55M	211.14M	307.05M	134.81M
Median Active Inventory Listing Price	\$359,900			\$181,250	\$289,900	\$469,000	\$679,900

December 2023



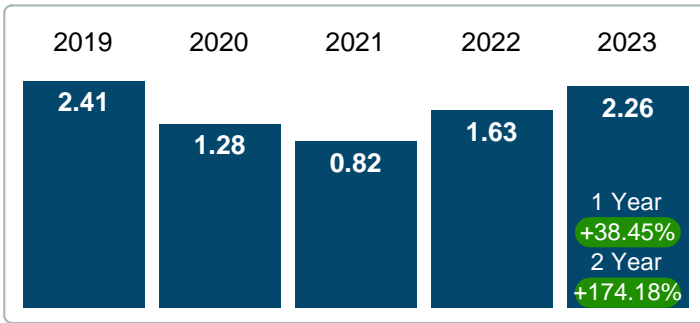
Area Delimited by County Of Tulsa - Residential Property Type



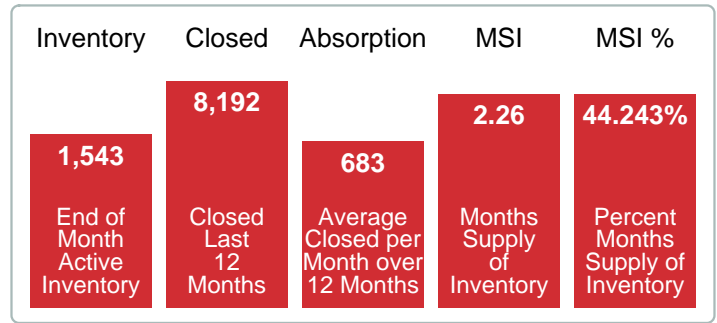
MONTHS SUPPLY of INVENTORY (MSI)

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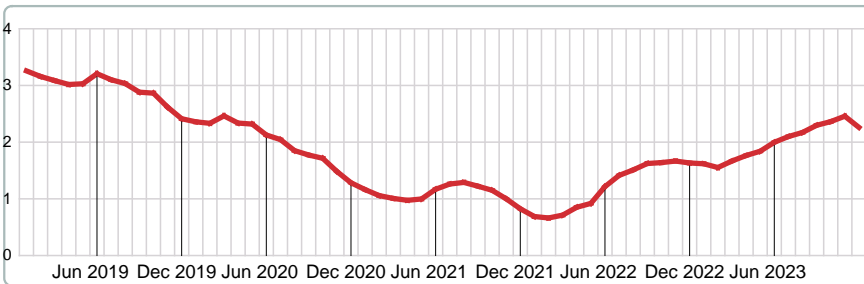
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2023

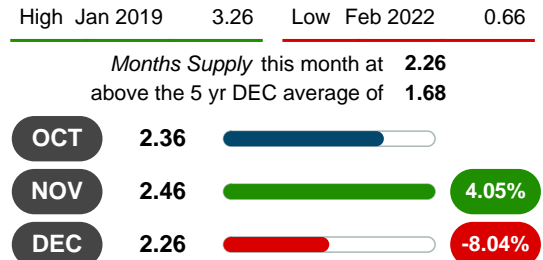


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1.68



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



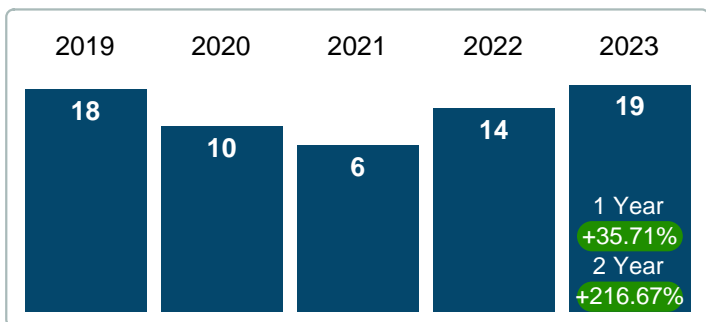
Area Delimited by County Of Tulsa - Residential Property Type



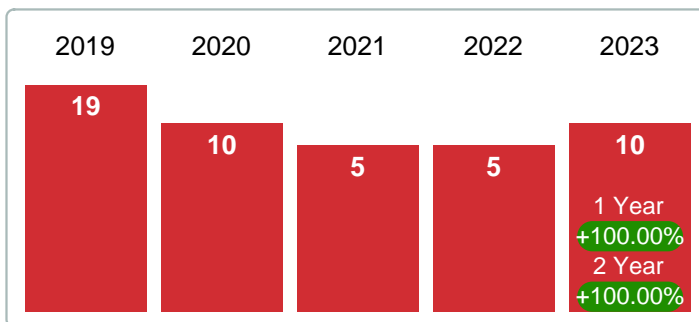
MEDIAN DAYS ON MARKET TO SALE

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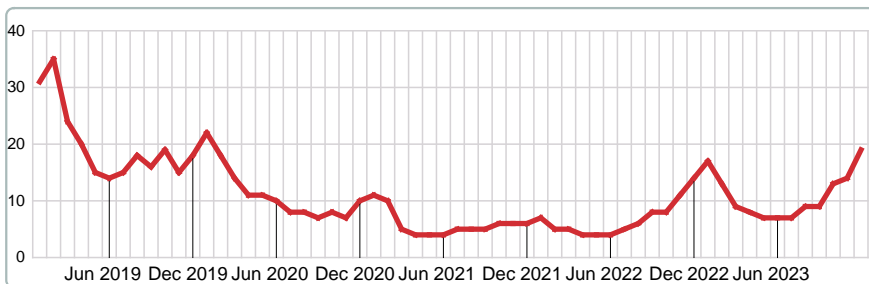
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

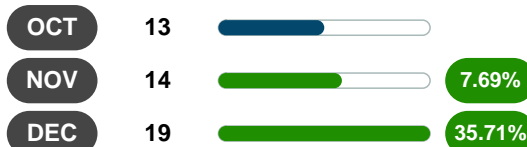


3 MONTHS

5 year DEC AVG = 13

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 19 above the 5 yr DEC average of 13



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
\$125,000 and less	10.21%	6	5	11	25	0
\$125,001 - \$175,000	11.76%	12	8	11	24	0
\$175,001 - \$200,000	11.07%	15	7	12	33	0
\$200,001 - \$275,000	24.22%	21	29	17	21	40
\$275,001 - \$350,000	18.51%	25	31	27	25	2
\$350,001 - \$525,000	14.36%	23	21	33	17	23
\$525,001 and up	9.86%	28	1	21	28	51
Median Closed DOM		19	8	18	22	31
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



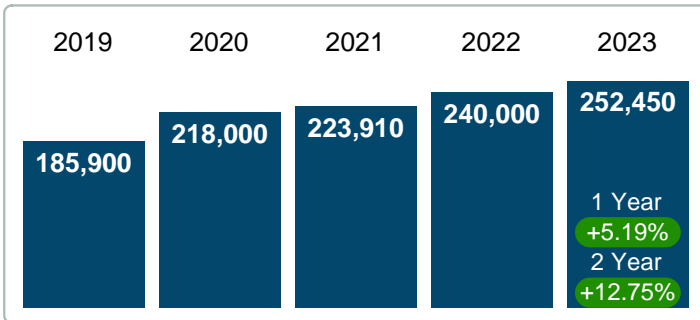
Area Delimited by County Of Tulsa - Residential Property Type



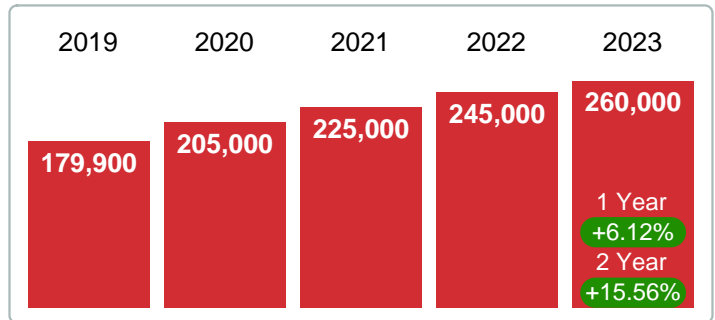
MEDIAN LIST PRICE AT CLOSING

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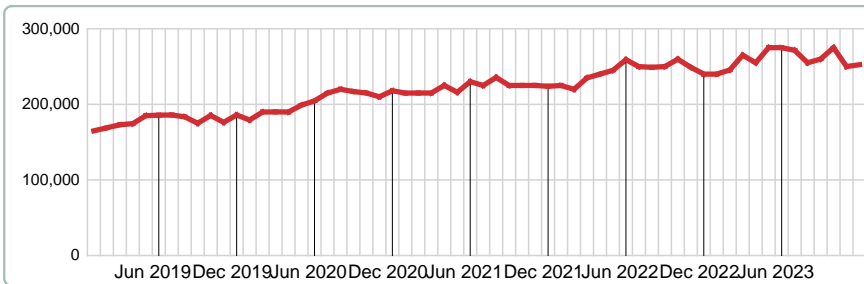
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

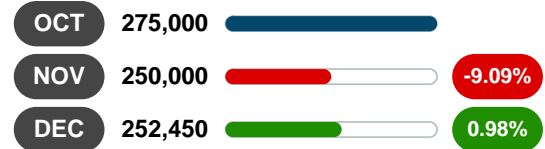


3 MONTHS

5 year DEC AVG = 224,052

High Oct 2023 275,000 Low Jan 2019 165,000

Median List Price at Closing this month at **252,450**
above the 5 yr DEC average of **224,052**



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
\$125,000 and less	10.21%	95,000	91,000	97,450	87,500	0
\$125,001 - \$175,000	10.55%	159,500	139,900	160,000	165,000	0
\$175,001 - \$200,000	12.46%	189,900	185,750	189,900	187,500	0
\$200,001 - \$275,000	22.49%	238,158	233,900	239,000	230,000	242,500
\$275,001 - \$350,000	19.55%	314,900	302,500	302,267	320,000	325,000
\$350,001 - \$525,000	14.71%	409,900	399,000	415,000	400,000	409,900
\$525,001 and up	10.03%	709,001	686,000	629,900	739,000	799,900
Median List Price		252,450	130,000	237,763	348,250	585,000
Total Closed Units	100%	252,450	71	326	162	19
Total Closed Volume		177,796,589	11.21M	89.03M	65.53M	12.02M

December 2023



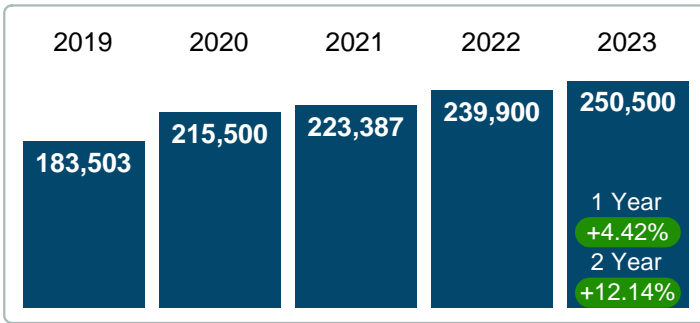
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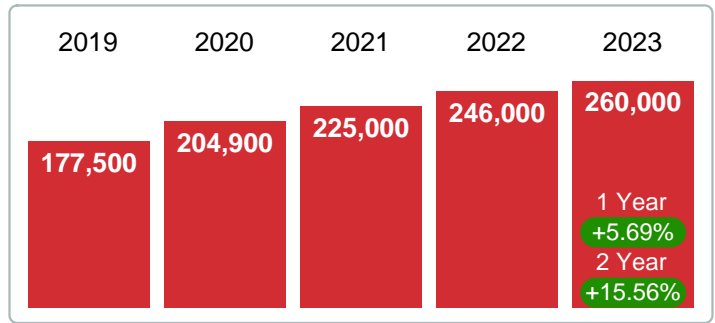
MEDIAN SOLD PRICE AT CLOSING

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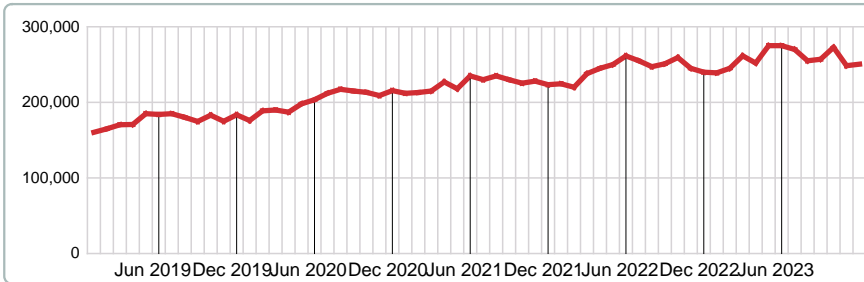
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

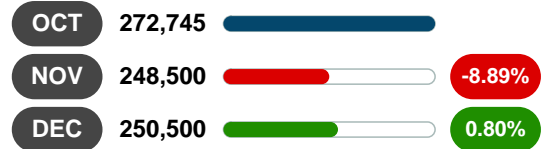


3 MONTHS

5 year DEC AVG = 222,558

High Jun 2023 275,000 Low Jan 2019 160,375

Median Sold Price at Closing this month at **250,500**
above the 5 yr DEC average of **222,558**



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
\$125,000 and less	10.21%	90,000	87,900	91,500	87,500	0
\$125,001 - \$175,000	11.76%	158,450	150,000	158,450	160,000	0
\$175,001 - \$200,000	11.07%	186,000	185,000	188,000	182,500	0
\$200,001 - \$275,000	24.22%	238,558	223,000	238,900	239,000	247,000
\$275,001 - \$350,000	18.51%	310,000	299,950	301,000	320,000	314,000
\$350,001 - \$525,000	14.36%	414,000	385,000	415,000	409,950	405,431
\$525,001 and up	9.86%	712,500	686,000	615,000	706,250	750,000
Median Sold Price		250,500	127,500	233,500	339,900	575,000
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



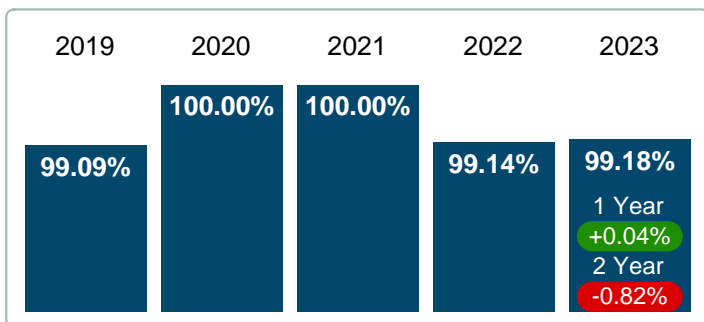
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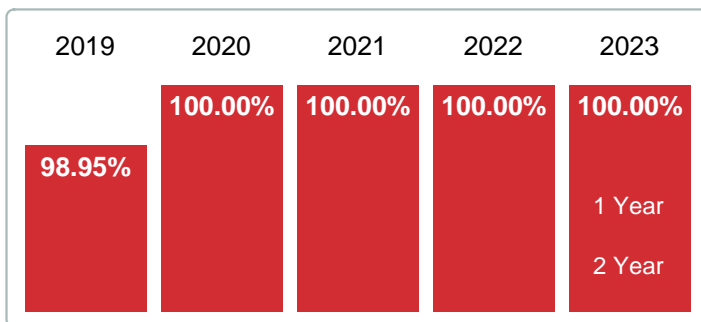
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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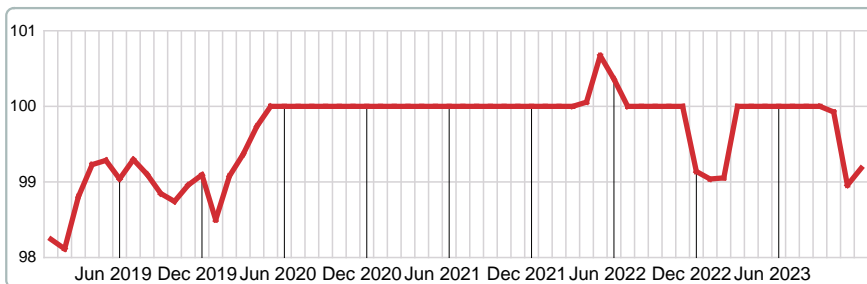
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

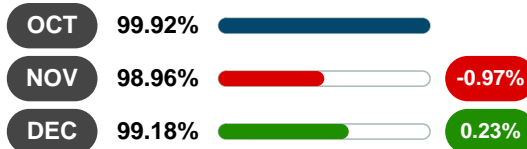


3 MONTHS

5 year DEC AVG = 99.48%

High May 2022 100.67% Low Feb 2019 98.11%

Median Sold/List Ratio this month at **99.18%**
 equal to 5 yr DEC average of **99.48%**



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
\$125,000 and less	59	10.21%	96.00%	94.72%	99.40%	116.33%	0.00%
\$125,001 - \$175,000	68	11.76%	98.06%	96.77%	99.09%	96.97%	0.00%
\$175,001 - \$200,000	64	11.07%	100.00%	100.00%	100.00%	98.78%	0.00%
\$200,001 - \$275,000	140	24.22%	100.00%	100.00%	100.00%	100.00%	91.49%
\$275,001 - \$350,000	107	18.51%	100.00%	97.69%	98.79%	100.00%	97.59%
\$350,001 - \$525,000	83	14.36%	99.00%	96.49%	97.89%	100.00%	99.00%
\$525,001 and up	57	9.86%	97.96%	100.00%	97.63%	97.72%	98.29%
Median Sold/List Ratio		99.18%		96.77%	99.13%	100.00%	98.54%
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



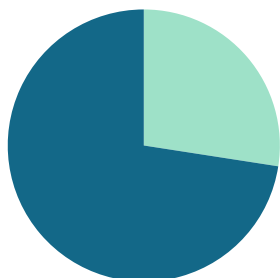
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

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

INVENTORY

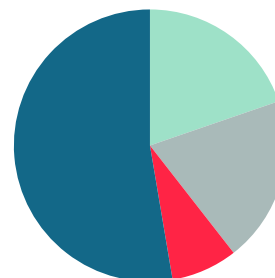


Inventory
 New Listings
643 = 27.44%
 Start Inventory
1,700
 Total Inventory Units
2,343
 Volume
\$976,189,386

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%
Median List Price	240,000	252,450	5.19%	245,000	260,000	6.12%
Median Sale Price	239,900	250,500	4.42%	246,000	260,000	5.69%
Median Percent of Selling Price to List Price	99.14%	99.18%	0.04%	100.00%	100.00%	0.00%
Median Days on Market to Sale	14.00	19.00	35.71%	5.00	10.00	100.00%
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%

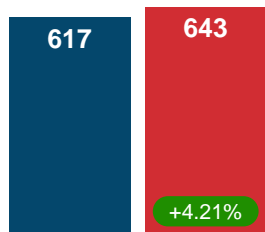
Absorption: Last 12 months, an Average of **683** Sales/Month

Inventory on December 31, 2023 = **1,543** 2022 2023

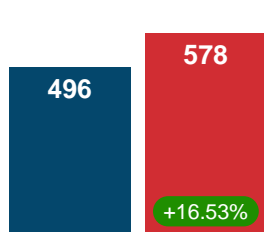
DECEMBER MARKET

MEDIAN PRICES

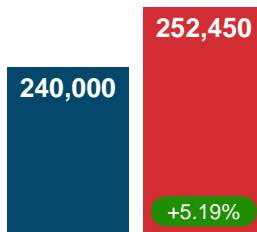
New Listings



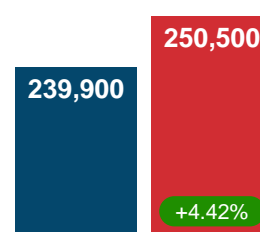
Pending Listings



List Price



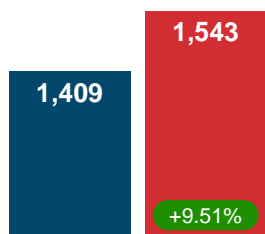
Sale Price



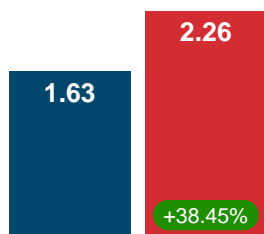
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

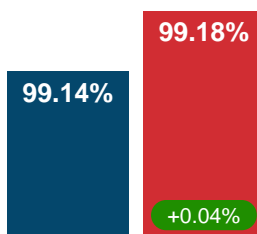
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

