

September 2023



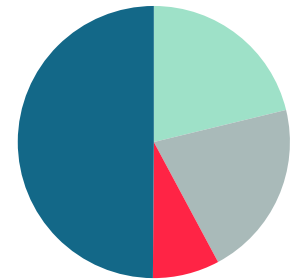
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	1,348	1,064	-21.07%
Pending Listings	1,101	1,052	-4.45%
New Listings	1,516	1,423	-6.13%
Average List Price	298,629	305,375	2.26%
Average Sale Price	293,788	300,765	2.38%
Average Percent of Selling Price to List Price	98.90%	98.79%	-0.10%
Average Days on Market to Sale	20.60	29.90	45.14%
End of Month Inventory	2,512	2,503	-0.36%
Months Supply of Inventory	1.79	2.40	33.87%



■ Closed (21.21%)
■ Pending (20.97%)
■ Other OffMarket (7.93%)
■ Active (49.89%)

Absorption: Last 12 months, an Average of **1,044** Sales/Month
Active Inventory as of September 30, 2023 = **2,503**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2023 decreased **0.36%** to 2,503 existing homes available for sale. Over the last 12 months this area has had an average of 1,044 closed sales per month. This represents an unsold inventory index of **2.40** 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 **2.38%** in September 2023 to \$300,765 versus the previous year at \$293,788.

Average Days on Market Lengthens

The average number of **29.90** days that homes spent on the market before selling increased by 9.30 days or **45.14%** in September 2023 compared to last year's same month at **20.60** DOM.

Sales Success for September 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 1,423 New Listings in September 2023, down **6.13%** from last year at 1,516. Furthermore, there were 1,064 Closed Listings this month versus last year at 1,348, a **-21.07%** decrease.

Closed versus Listed trends yielded a **74.8%** ratio, down from previous year's, September 2022, at **88.9%**, a **15.91%** downswing. This will certainly create pressure on a decreasing 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

September 2023



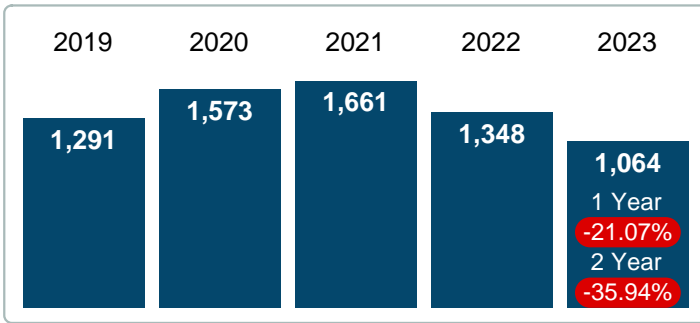
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



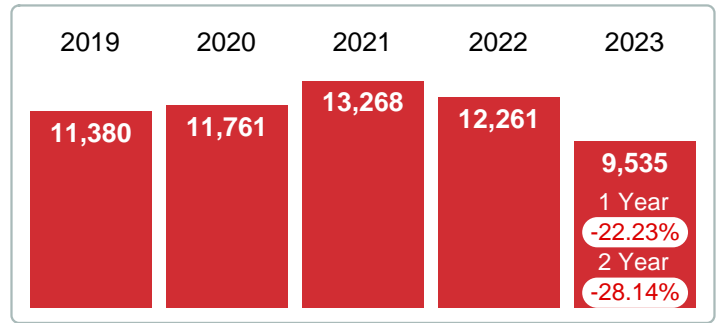
CLOSED LISTINGS

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

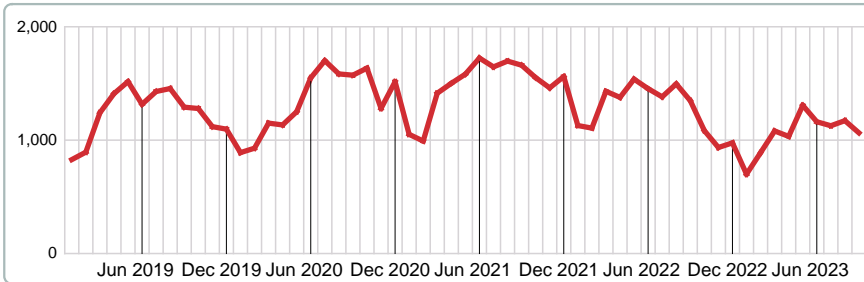
SEPTEMBER



YEAR TO DATE (YTD)

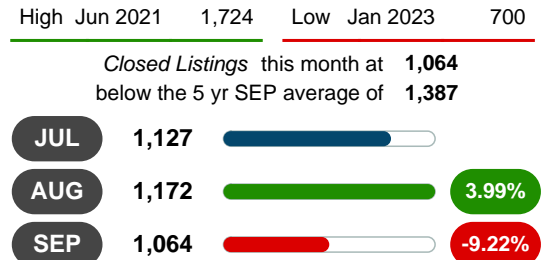


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,387



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	83	7.80%	31.7	44	35	4	0
\$100,001 - \$150,000	99	9.30%	14.7	33	58	8	0
\$150,001 - \$200,000	146	13.72%	15.2	26	113	7	0
\$200,001 - \$300,000	328	30.83%	19.1	16	239	69	4
\$300,001 - \$375,000	156	14.66%	41.4	6	81	62	7
\$375,001 - \$500,000	134	12.59%	48.4	4	38	77	15
\$500,001 and up	118	11.09%	53.3	1	30	64	23
Total Closed Units	1,064			130	594	291	49
Total Closed Volume	320,014,330	100%	29.9	20.04M	152.80M	121.10M	26.08M
Average Closed Price	\$300,765			\$154,184	\$257,236	\$416,142	\$532,143

September 2023



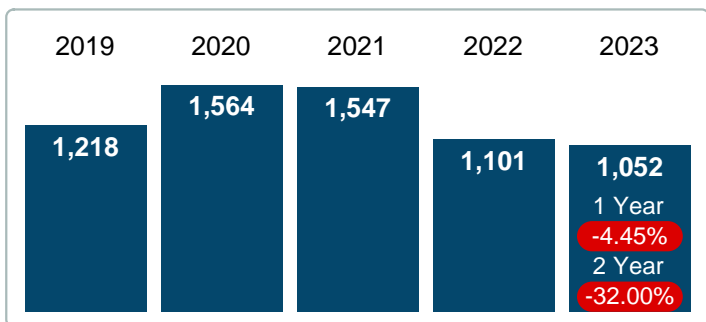
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



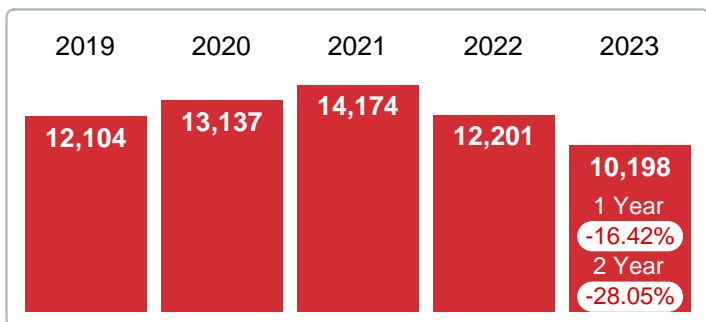
PENDING LISTINGS

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

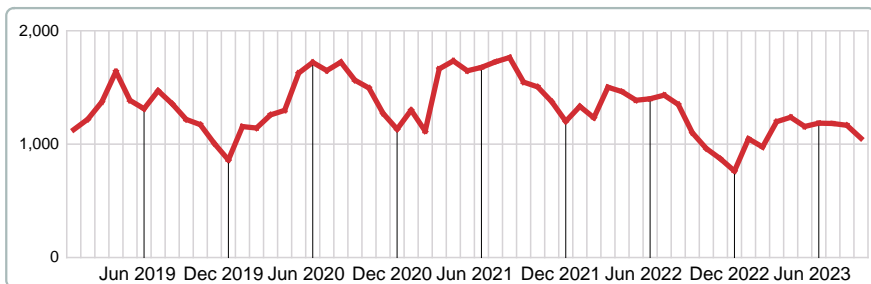
SEPTEMBER



YEAR TO DATE (YTD)

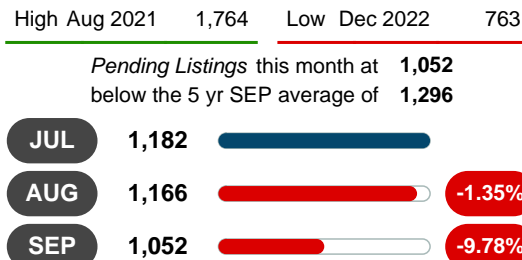


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 1,296



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	74	7.03%	30.4	35	33	5	1
\$100,001 - \$175,000	162	15.40%	25.6	44	105	13	0
\$175,001 - \$225,000	158	15.02%	22.0	12	126	18	2
\$225,001 - \$300,000	231	21.96%	31.9	11	158	59	3
\$300,001 - \$375,000	167	15.87%	37.5	4	74	81	8
\$375,001 - \$550,000	150	14.26%	59.4	3	56	71	20
\$550,001 and up	110	10.46%	53.2	3	23	55	29
Total Pending Units	1,052			112	575	302	63
Total Pending Volume	329,010,810	100%	35.3	18.55M	150.37M	122.96M	37.13M
Average Listing Price	\$286,822			\$165,650	\$261,520	\$407,144	\$589,310

September 2023



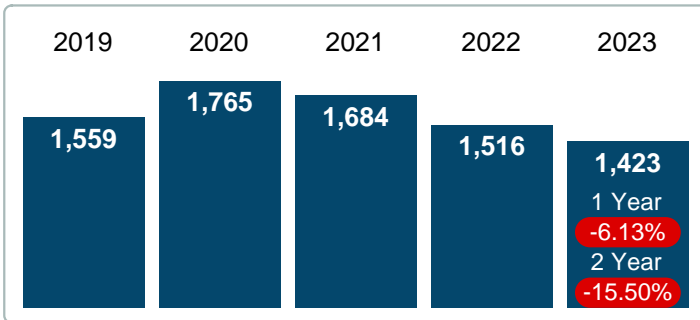
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



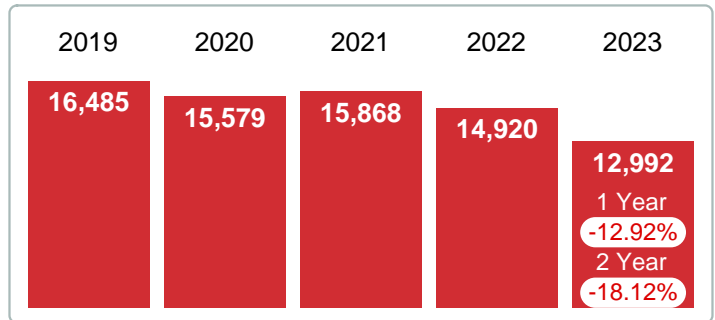
NEW LISTINGS

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

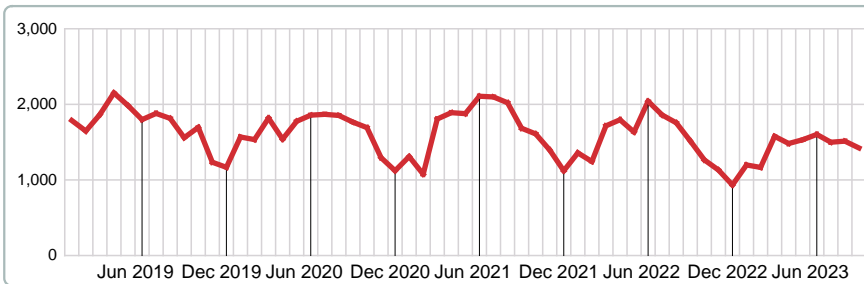
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

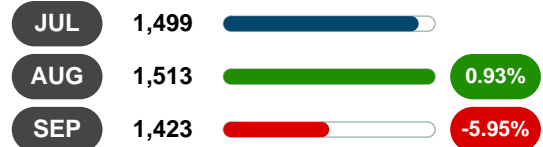


3 MONTHS

5 year SEP AVG = 1,589

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at **1,423**
 below the 5 yr SEP average of **1,589**



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	147	10.33%	72	69	6	0
\$125,001 - \$175,000	145	10.19%	48	88	9	0
\$175,001 - \$225,000	190	13.35%	16	150	20	4
\$225,001 - \$325,000	373	26.21%	17	246	104	6
\$325,001 - \$425,000	247	17.36%	7	105	118	17
\$425,001 - \$575,000	160	11.24%	4	49	84	23
\$575,001 and up	161	11.31%	6	35	80	40
Total New Listed Units	1,423		170	742	421	90
Total New Listed Volume	490,780,796	100%	34.37M	209.05M	191.32M	56.04M
Average New Listed Listing Price	\$238,690		\$202,184	\$281,732	\$454,448	\$622,687

September 2023



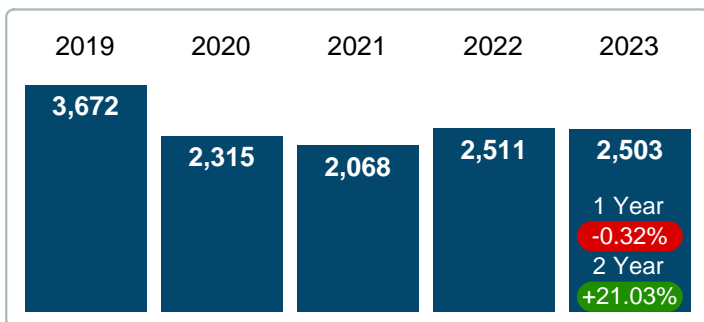
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



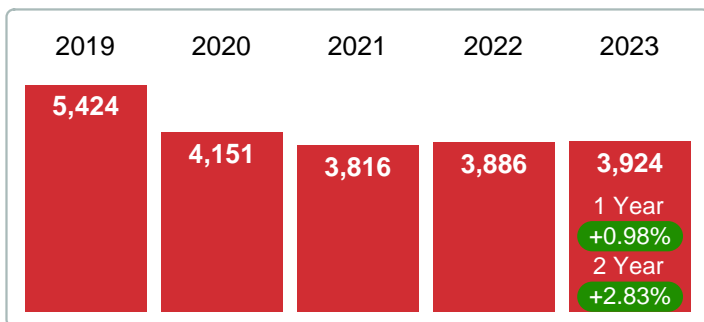
ACTIVE INVENTORY

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

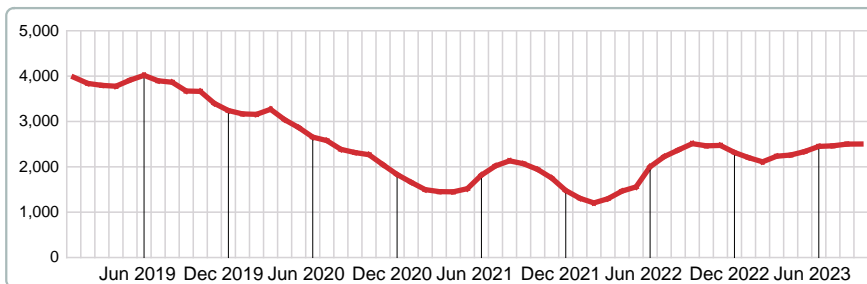
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER



5 YEAR MARKET ACTIVITY TRENDS

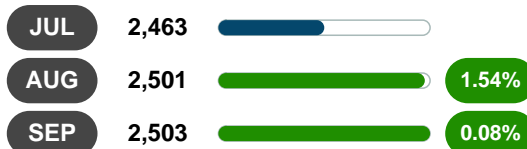


3 MONTHS

5 year SEP AVG = 2,614

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

Inventory this month at 2,503
below the 5 yr SEP average of 2,614



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	204	8.15%	75.5	114	79	9	2
\$125,001 - \$200,000	284	11.35%	47.2	65	185	29	5
\$200,001 - \$275,000	384	15.34%	46.5	32	263	77	12
\$275,001 - \$425,000	673	26.89%	59.4	23	316	303	31
\$425,001 - \$525,000	340	13.58%	87.9	9	132	177	22
\$525,001 - \$725,000	369	14.74%	98.2	9	76	218	66
\$725,001 and up	249	9.95%	80.1	7	41	103	98
Total Active Inventory by Units	2,503			259	1,092	916	236
Total Active Inventory by Volume	1,123,289,374	100%	69.0	56.60M	373.50M	470.55M	222.63M
Average Active Inventory Listing Price	\$448,777			\$218,533	\$342,037	\$513,702	\$943,365

September 2023



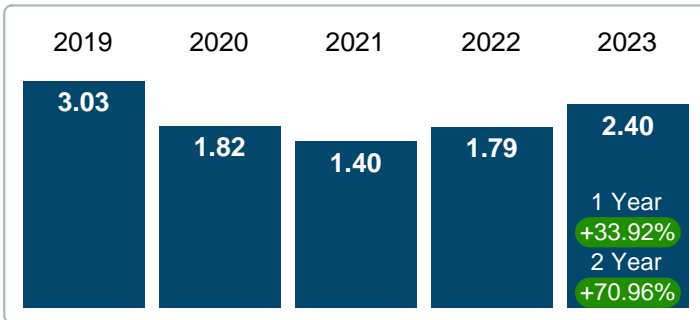
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



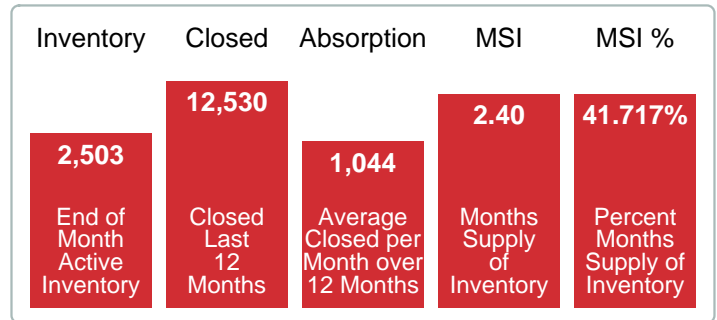
MONTHS SUPPLY of INVENTORY (MSI)

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

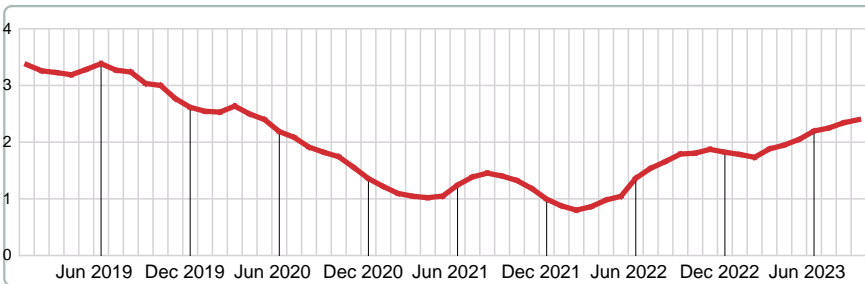
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

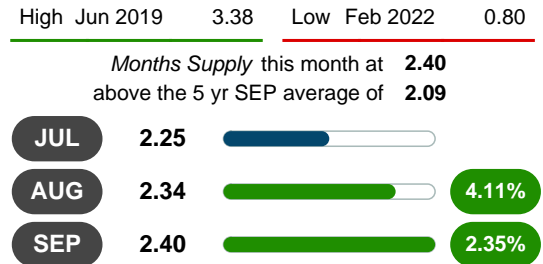


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.09



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	204	8.15%	1.59	1.85	1.36	1.29	1.33
\$125,001 - \$200,000	284	11.35%	1.31	1.83	1.17	1.38	2.14
\$200,001 - \$275,000	384	15.34%	1.56	2.65	1.43	1.63	3.35
\$275,001 - \$425,000	673	26.89%	2.47	2.51	2.54	2.46	1.93
\$425,001 - \$525,000	340	13.58%	4.30	4.70	5.72	3.98	2.30
\$525,001 - \$725,000	369	14.74%	5.45	13.50	5.92	5.30	5.08
\$725,001 and up	249	9.95%	7.56	10.50	8.63	5.83	9.97
Market Supply of Inventory (MSI)			2.40	2.13	1.93	3.04	4.22
Total Active Inventory by Units		100%	2,400	259	1,092	916	236

September 2023



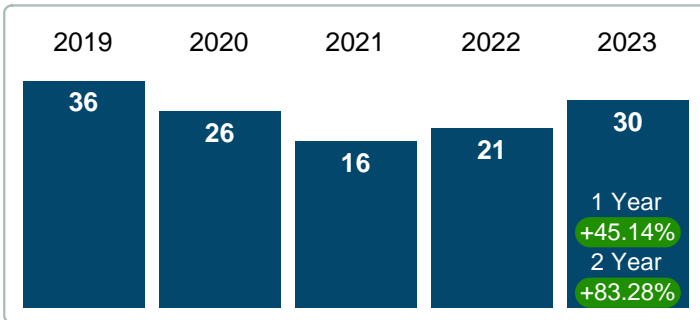
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



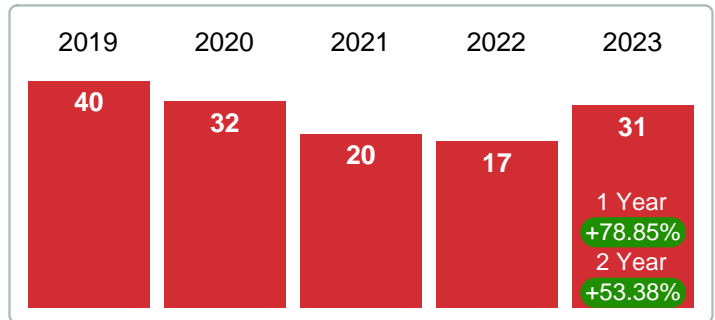
AVERAGE DAYS ON MARKET TO SALE

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

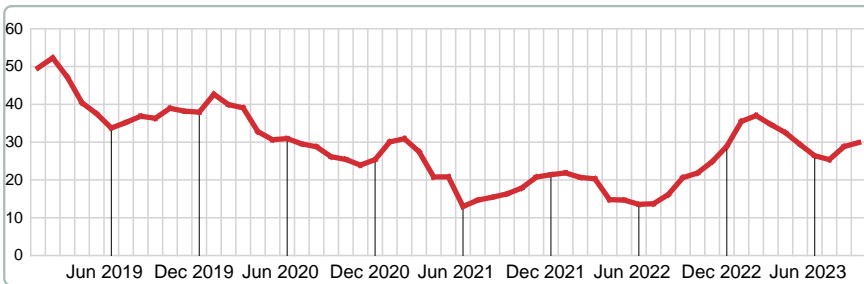
SEPTEMBER



YEAR TO DATE (YTD)

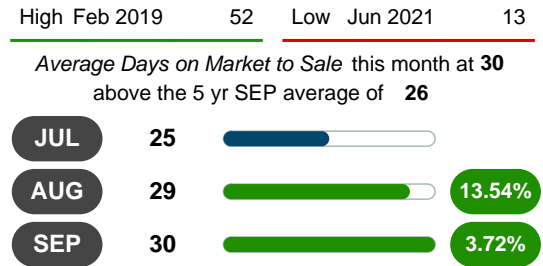


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 26



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
\$100,000 and less	7.80%	32	36	28	19	0
\$100,001 - \$150,000	9.30%	15	12	16	15	0
\$150,001 - \$200,000	13.72%	15	22	14	15	0
\$200,001 - \$300,000	30.83%	19	28	17	25	33
\$300,001 - \$375,000	14.66%	41	12	45	39	51
\$375,001 - \$500,000	12.59%	48	28	41	47	77
\$500,001 and up	11.09%	53	47	55	56	43
Average Closed DOM		30	25	24	40	54
Total Closed Units	100%	30	130	594	291	49
Total Closed Volume		320,014,330	20.04M	152.80M	121.10M	26.08M

September 2023



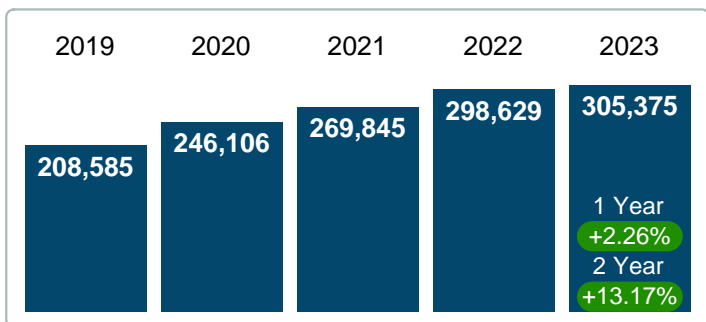
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



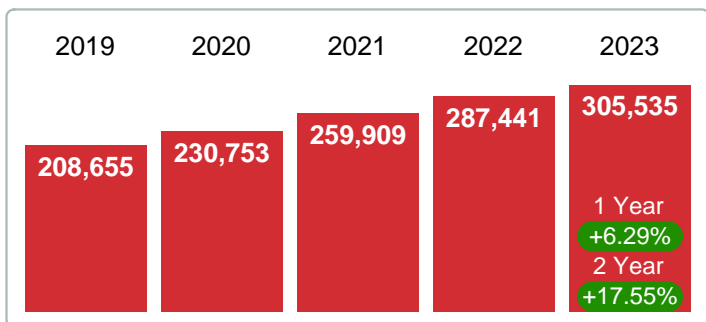
AVERAGE LIST PRICE AT CLOSING

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

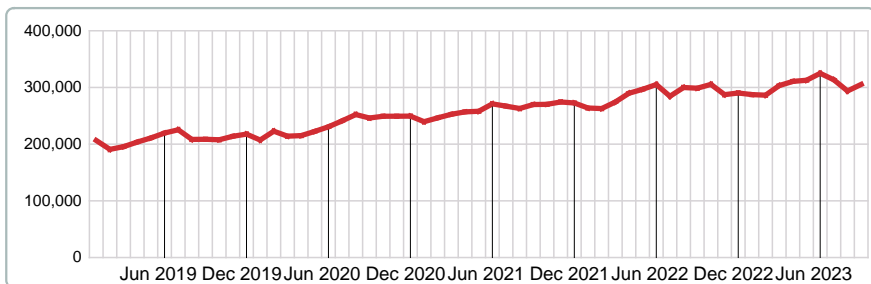
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 265,708

High Jun 2023 324,875 Low Feb 2019 190,775

Average List Price at Closing this month at **305,375**
above the 5 yr SEP average of **265,708**

- JUL** 313,494
- AUG** 293,784 -6.29%
- SEP** 305,375 3.95%

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	
\$100,000 and less	81	7.61%	70,133	72,475	73,333	75,350	0
\$100,001 - \$150,000	106	9.96%	131,200	124,736	133,880	138,375	0
\$150,001 - \$200,000	147	13.82%	180,120	178,540	179,650	184,557	0
\$200,001 - \$300,000	316	29.70%	251,120	253,413	246,302	262,409	281,000
\$300,001 - \$375,000	154	14.47%	339,330	342,583	341,277	344,645	359,200
\$375,001 - \$500,000	140	13.16%	431,268	413,725	428,026	435,904	441,139
\$500,001 and up	120	11.28%	723,872	1,298,000	712,135	727,897	719,885
Average List Price			305,375	161,617	260,557	420,359	547,201
Total Closed Units			1,064	130	594	291	49
Total Closed Volume			324,918,508	21.01M	154.77M	122.32M	26.81M

September 2023



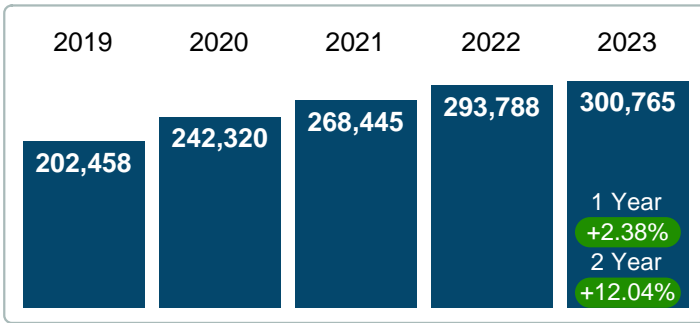
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



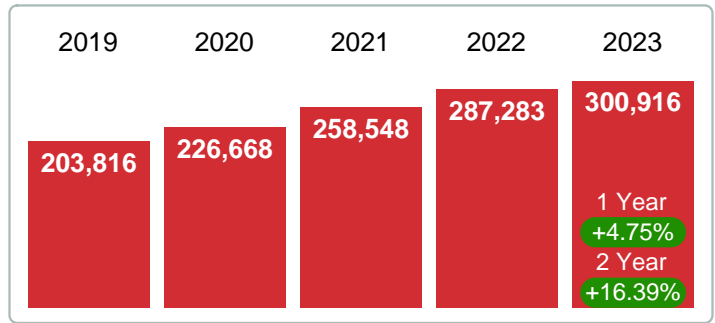
AVERAGE SOLD PRICE AT CLOSING

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

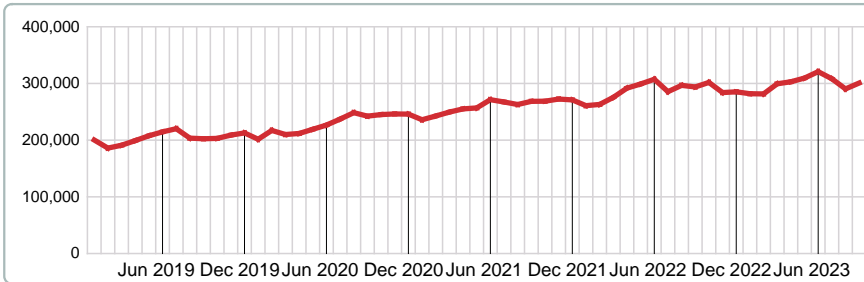
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

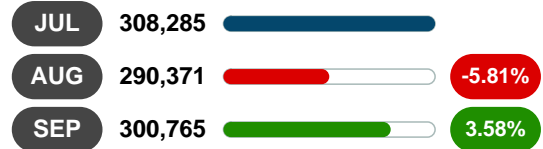


3 MONTHS

5 year SEP AVG = 261,555

High Jun 2023 320,785 Low Feb 2019 185,974

Average Sold Price at Closing this month at **300,765** above the 5 yr SEP average of **261,555**



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
\$100,000 and less	83	7.80%	67,657	66,639	69,356	64,000	0
\$100,001 - \$150,000	99	9.30%	128,903	123,555	131,156	134,625	0
\$150,001 - \$200,000	146	13.72%	177,250	175,992	177,414	179,286	0
\$200,001 - \$300,000	328	30.83%	249,471	248,531	246,259	259,180	277,625
\$300,001 - \$375,000	156	14.66%	337,572	337,875	335,592	338,687	350,337
\$375,001 - \$500,000	134	12.59%	427,434	407,500	420,960	430,515	433,331
\$500,001 and up	118	11.09%	711,824	825,000	689,340	726,216	696,181
Average Sold Price			300,765	154,184	257,236	416,142	532,143
Total Closed Units		100%	300,765	130	594	291	49
Total Closed Volume			320,014,330	20.04M	152.80M	121.10M	26.08M

September 2023



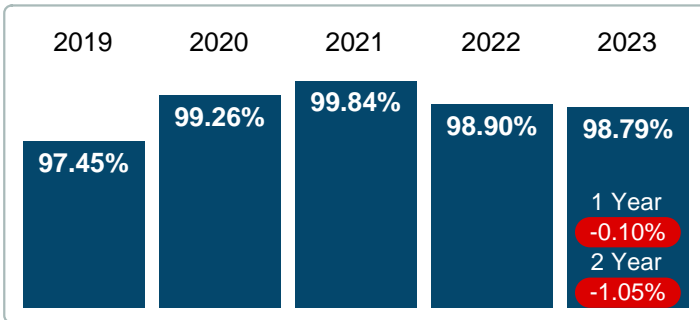
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



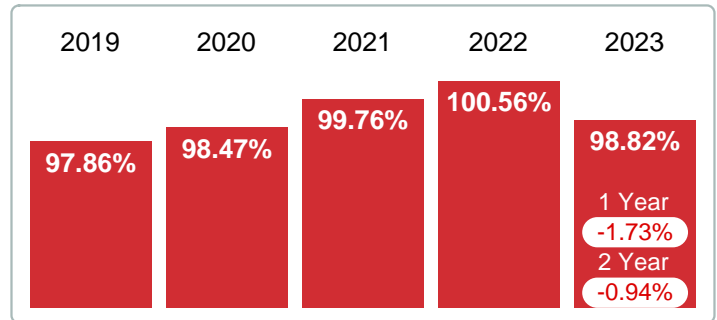
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

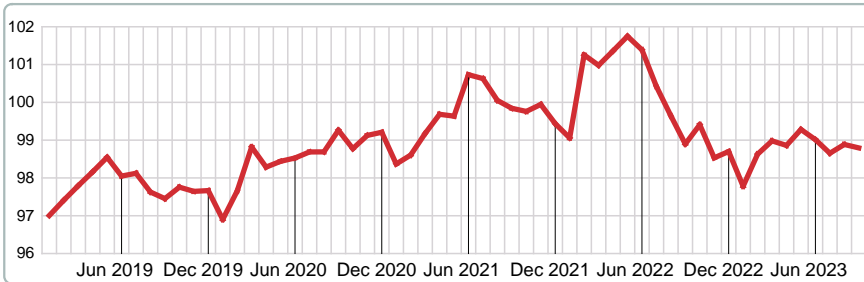
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

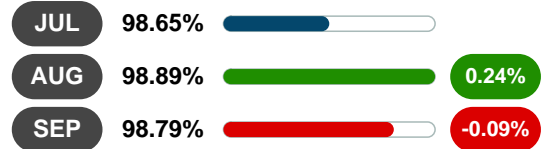


3 MONTHS

5 year SEP AVG = 98.85%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.79%** equal to 5 yr SEP average of **98.85%**



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	83	7.80%	93.62%	92.64%	95.75%	85.70%	0.00%
\$100,001 - \$150,000	99	9.30%	98.86%	99.36%	98.78%	97.45%	0.00%
\$150,001 - \$200,000	146	13.72%	99.06%	99.19%	99.13%	97.45%	0.00%
\$200,001 - \$300,000	328	30.83%	100.31%	98.58%	100.83%	98.99%	98.89%
\$300,001 - \$375,000	156	14.66%	98.45%	98.71%	98.50%	98.48%	97.46%
\$375,001 - \$500,000	134	12.59%	98.64%	98.56%	98.42%	98.83%	98.24%
\$500,001 and up	118	11.09%	98.47%	63.56%	97.49%	99.84%	97.45%
Average Sold/List Ratio		98.80%		96.63%	99.37%	98.76%	97.81%
Total Closed Units		1,064	100%	130	594	291	49
Total Closed Volume		320,014,330		20.04M	152.80M	121.10M	26.08M

September 2023



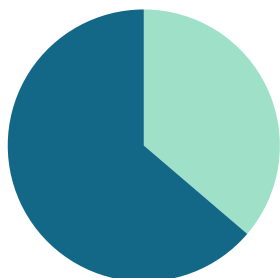
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

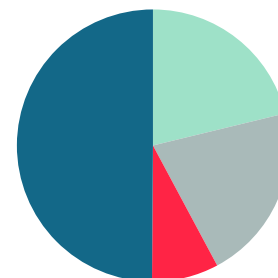


Inventory
 New Listings
1,423 = 36.25%
 Start Inventory
2,502
 Total Inventory Units
3,925
 Volume
\$1,612,000,011

Market Activity

Closed Sales
1,064 = 21.21%
 Pending Sales
1,052 = 20.97%
 Other Off Market
398 = 7.93%
 Active Inventory
2,503 = 49.89%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,348	1,064	-21.07%	12,261	9,535	-22.23%
Pending Sales	1,101	1,052	-4.45%	12,201	10,198	-16.42%
New Listings	1,516	1,423	-6.13%	14,920	12,992	-12.92%
Average List Price	298,629	305,375	2.26%	287,441	305,535	6.29%
Average Sale Price	293,788	300,765	2.38%	287,283	300,916	4.75%
Average Percent of Selling Price to List Price	98.90%	98.79%	-0.10%	100.56%	98.82%	-1.73%
Average Days on Market to Sale	20.60	29.90	45.14%	17.13	30.63	78.85%
Monthly Inventory	2,512	2,503	-0.36%	2,512	2,503	-0.36%
Months Supply of Inventory	1.79	2.40	33.87%	1.79	2.40	33.87%

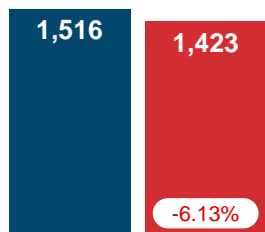
Absorption: Last 12 months, an Average of **1,044** Sales/Month

Inventory on September 30, 2023 = **2,503** 2022 2023

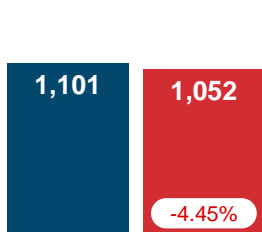
SEPTEMBER MARKET

AVERAGE PRICES

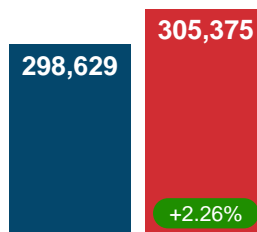
New Listings



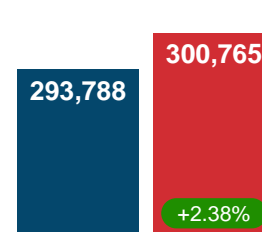
Pending Listings



List Price



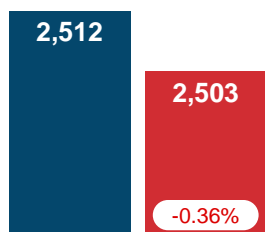
Sale Price



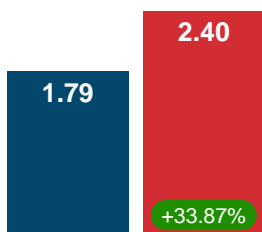
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

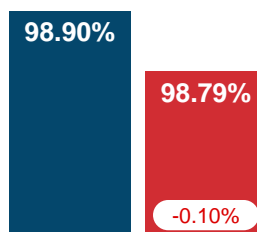
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

