



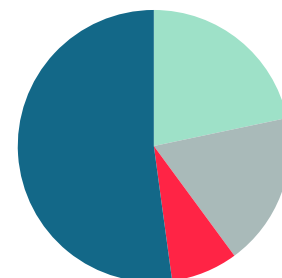
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	1,561	973	-37.67%
Pending Listings	1,201	817	-31.97%
New Listings	1,121	933	-16.77%
Average List Price	272,628	290,354	6.50%
Average Sale Price	270,978	285,385	5.32%
Average Percent of Selling Price to List Price	99.44%	98.74%	-0.70%
Average Days on Market to Sale	21.39	28.93	35.22%
End of Month Inventory	3,098	2,339	-24.50%
Months Supply of Inventory	2.08	1.84	-11.67%



■ Closed (21.69%)  
■ Pending (18.22%)  
■ Other OffMarket (7.94%)  
■ Active (52.15%)

**Absorption:** Last 12 months, an Average of **1,271** Sales/Month  
**Active Inventory** as of December 31, 2022 = **2,339**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2022 decreased **24.50%** to 2,339 existing homes available for sale. Over the last 12 months this area has had an average of 1,271 closed sales per month. This represents an unsold inventory index of **1.84** 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 **5.32%** in December 2022 to \$285,385 versus the previous year at \$270,978.

#### Average Days on Market Lengthens

The average number of **28.93** days that homes spent on the market before selling increased by 7.53 days or **35.22%** in December 2022 compared to last year's same month at **21.39** DOM.

#### Sales Success for December 2022 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 933 New Listings in December 2022, down **16.77%** from last year at 1,121. Furthermore, there were 973 Closed Listings this month versus last year at 1,561, a **-37.67%** decrease.

Closed versus Listed trends yielded a **104.3%** ratio, down from previous year's, December 2021, at **139.3%**, a **25.11%** 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

<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 2022



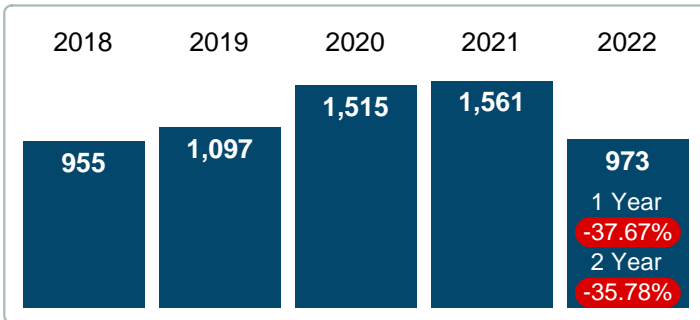
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



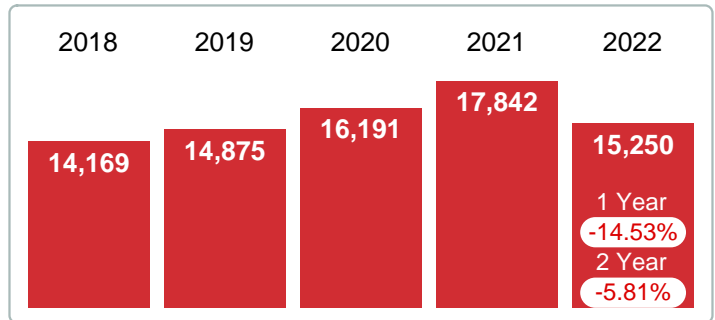
## CLOSED LISTINGS

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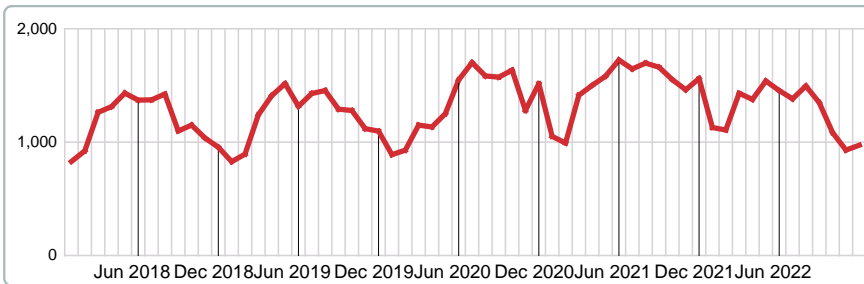
### DECEMBER



### YEAR TO DATE (YTD)

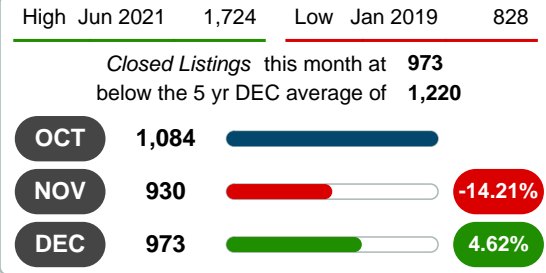


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 1,220



### 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	93	9.56%	30.9	49	33	9	2
\$100,001 - \$150,000	107	11.00%	20.3	29	71	7	0
\$150,001 - \$200,000	164	16.86%	26.8	19	127	15	3
\$200,001 - \$275,000	237	24.36%	25.5	18	166	47	6
\$275,001 - \$350,000	134	13.77%	34.3	4	65	59	6
\$350,001 - \$500,000	125	12.85%	35.9	3	48	67	7
\$500,001 and up	113	11.61%	31.5	3	19	65	26
<b>Total Closed Units</b>	<b>973</b>			<b>125</b>	<b>529</b>	<b>269</b>	<b>50</b>
<b>Total Closed Volume</b>	<b>277,679,298</b>	<b>100%</b>	<b>28.9</b>	<b>19.27M</b>	<b>125.48M</b>	<b>101.07M</b>	<b>31.85M</b>
<b>Average Closed Price</b>	<b>\$285,385</b>			<b>\$154,194</b>	<b>\$237,205</b>	<b>\$375,727</b>	<b>\$637,060</b>

# December 2022



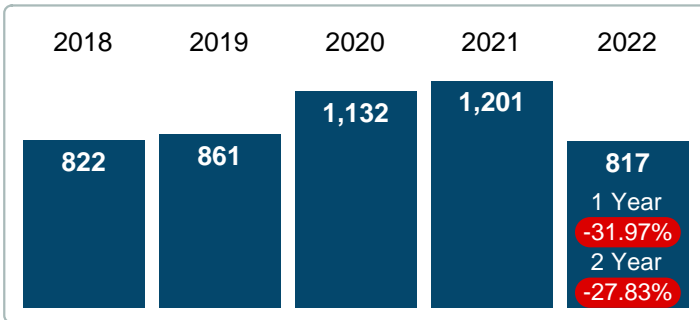
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



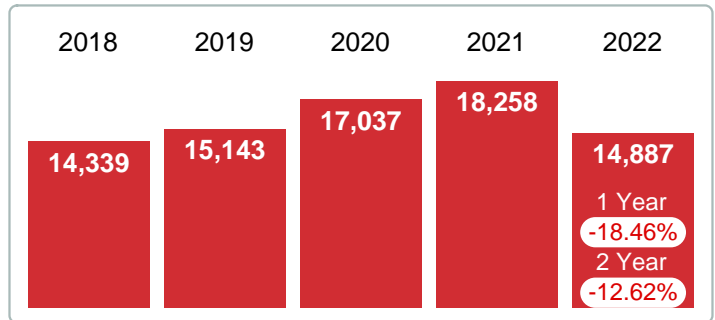
## PENDING LISTINGS

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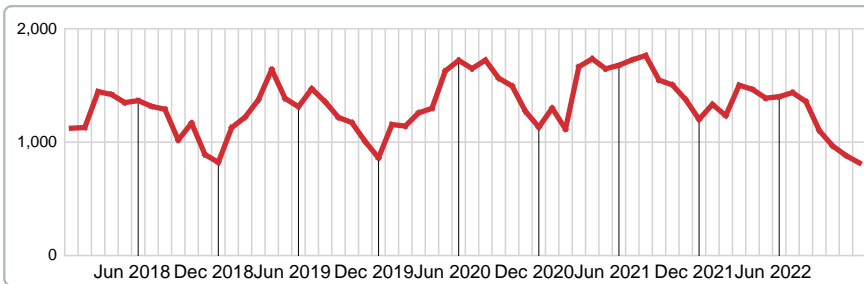
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

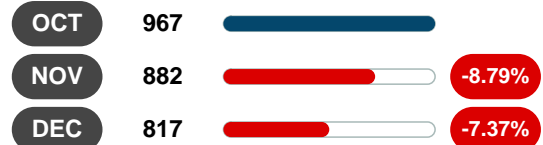


### 3 MONTHS

5 year DEC AVG = 967

High Aug 2021 1,764 Low Dec 2022 817

Pending Listings this month at **817**  
 below the 5 yr DEC average of **967**



### 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	68	8.32%	40.7	33	26	6	3
\$100,001 - \$150,000	105	12.85%	30.9	33	60	10	2
\$150,001 - \$200,000	137	16.77%	32.6	13	107	16	1
\$200,001 - \$275,000	199	24.36%	45.6	9	139	44	7
\$275,001 - \$350,000	111	13.59%	54.9	3	57	46	5
\$350,001 - \$500,000	102	12.48%	50.9	2	38	50	12
\$500,001 and up	95	11.63%	45.3	0	20	57	18
<b>Total Pending Units</b>	<b>817</b>			<b>93</b>	<b>447</b>	<b>229</b>	<b>48</b>
<b>Total Pending Volume</b>	<b>235,947,303</b>	<b>100%</b>	<b>36.0</b>	<b>12.43M</b>	<b>107.96M</b>	<b>91.31M</b>	<b>24.24M</b>
<b>Average Listing Price</b>	<b>\$273,361</b>			<b>\$133,681</b>	<b>\$241,532</b>	<b>\$398,716</b>	<b>\$505,092</b>

# December 2022



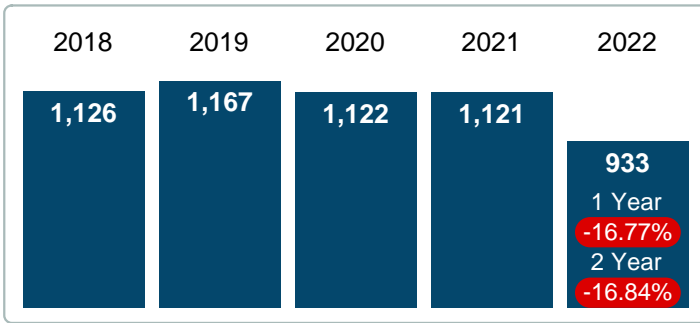
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



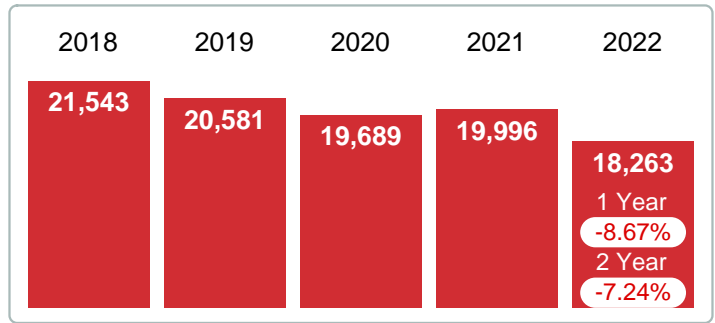
## NEW LISTINGS

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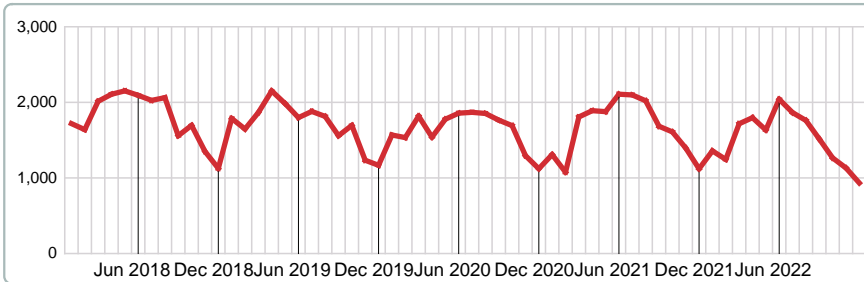
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

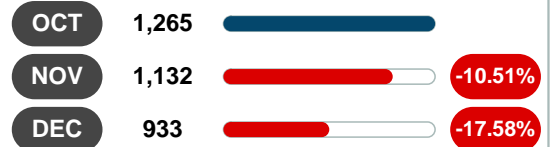


### 3 MONTHS

5 year DEC AVG = 1,094

High May 2018 2,152 Low Dec 2022 933

New Listings this month at 933 below the 5 yr DEC average of 1,094



### 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	92	9.86%	52	32	5	3
\$100,001 - \$150,000	109	11.68%	33	63	12	1
\$150,001 - \$200,000	117	12.54%	19	84	13	1
\$200,001 - \$325,000	255	27.33%	13	168	67	7
\$325,001 - \$450,000	149	15.97%	8	67	69	5
\$450,001 - \$550,000	106	11.36%	4	41	50	11
\$550,001 and up	105	11.25%	2	14	62	27
<b>Total New Listed Units</b>	<b>933</b>		<b>131</b>	<b>469</b>	<b>278</b>	<b>55</b>
<b>Total New Listed Volume</b>	<b>312,284,537</b>	<b>100%</b>	<b>23.27M</b>	<b>125.41M</b>	<b>124.30M</b>	<b>39.32M</b>
<b>Average New Listed Listing Price</b>	<b>\$290,428</b>		<b>\$177,599</b>	<b>\$267,390</b>	<b>\$447,110</b>	<b>\$714,851</b>

# December 2022



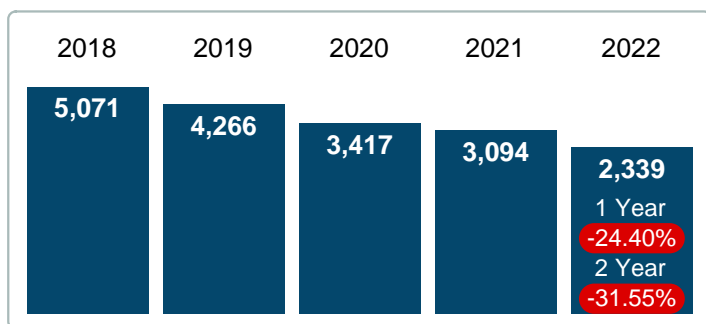
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



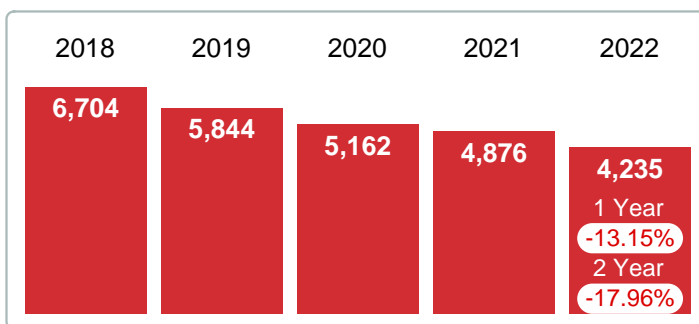
## ACTIVE INVENTORY

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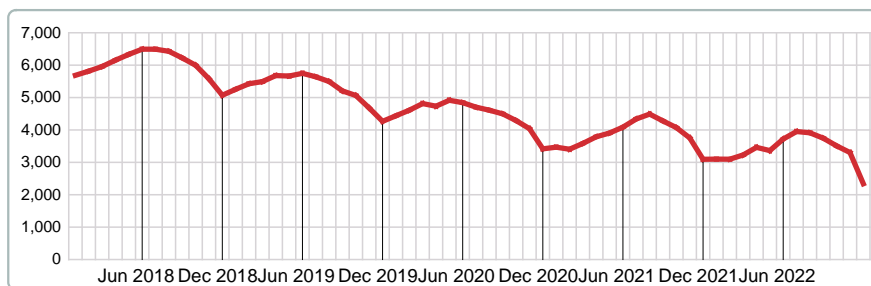
### END OF DECEMBER



### ACTIVE DURING DECEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

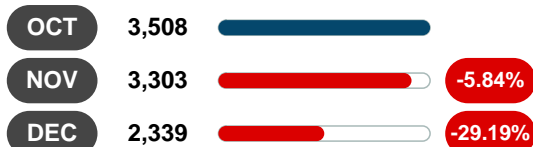


### 3 MONTHS

5 year DEC AVG = 3,637

High Jun 2018 6,493 Low Dec 2022 2,339

Inventory this month at **2,339**  
below the 5 yr DEC average of **3,637**



### 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	230	9.83%	77.3	117	91	14	8
\$125,001 - \$200,000	288	12.31%	61.2	54	194	33	7
\$200,001 - \$275,000	342	14.62%	67.1	16	224	94	8
\$275,001 - \$400,000	555	23.73%	76.6	28	267	231	29
\$400,001 - \$525,000	403	17.23%	86.8	10	139	216	38
\$525,001 - \$650,000	277	11.84%	102.5	2	56	173	46
\$650,001 and up	244	10.43%	101.7	6	58	101	79
<b>Total Active Inventory by Units</b>	<b>2,339</b>			<b>233</b>	<b>1,029</b>	<b>862</b>	<b>215</b>
<b>Total Active Inventory by Volume</b>	<b>984,399,632</b>	<b>100%</b>	<b>80.8</b>	<b>48.98M</b>	<b>352.06M</b>	<b>410.43M</b>	<b>172.93M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$420,863</b>			<b>\$210,201</b>	<b>\$342,138</b>	<b>\$476,138</b>	<b>\$804,334</b>

# December 2022



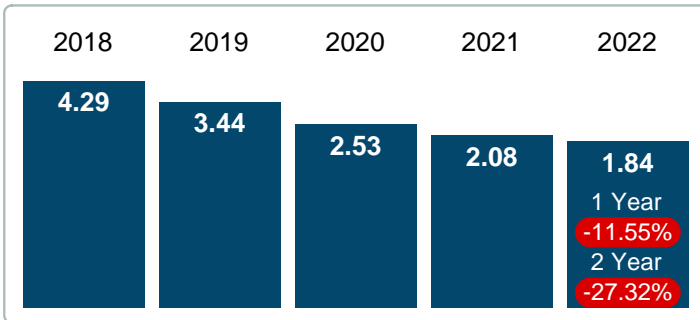
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



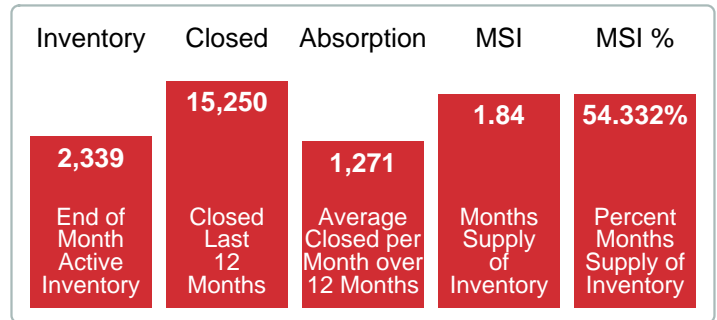
## MONTHS SUPPLY of INVENTORY (MSI)

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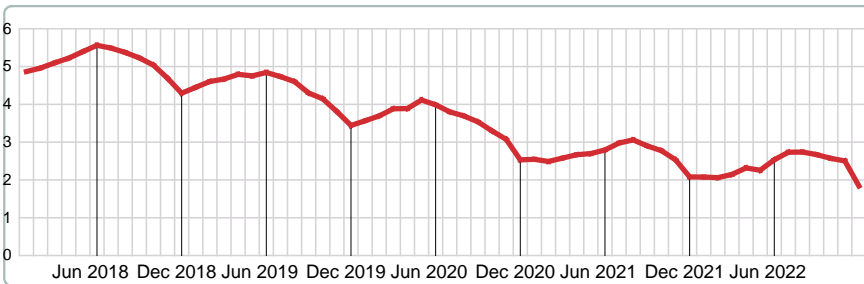
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2022

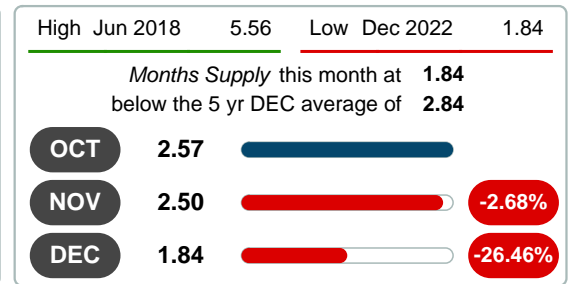


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 2.84



### 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	230	9.83%	1.36	1.47	1.13	1.63	9.60
\$125,001 - \$200,000	288	12.31%	1.04	1.34	0.94	1.18	3.82
\$200,001 - \$275,000	342	14.62%	1.08	0.89	0.99	1.41	1.75
\$275,001 - \$400,000	555	23.73%	1.99	2.80	2.04	1.84	2.30
\$400,001 - \$525,000	403	17.23%	3.26	4.00	3.47	3.21	2.78
\$525,001 - \$650,000	277	11.84%	5.19	3.43	5.89	5.19	4.64
\$650,001 and up	244	10.43%	4.68	10.29	8.49	3.65	4.62
Market Supply of Inventory (MSI)			1.84	1.54	1.47	2.41	3.55
Total Active Inventory by Units		100%	1.84	233	1,029	862	215

# December 2022



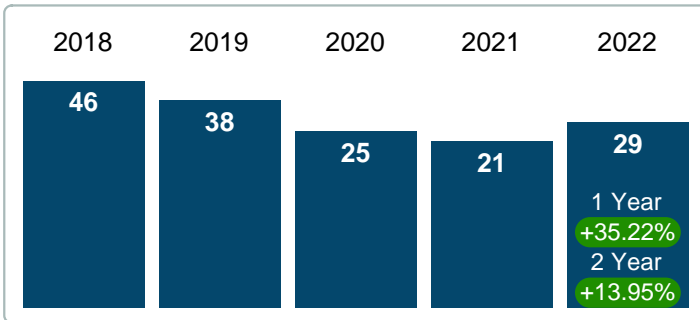
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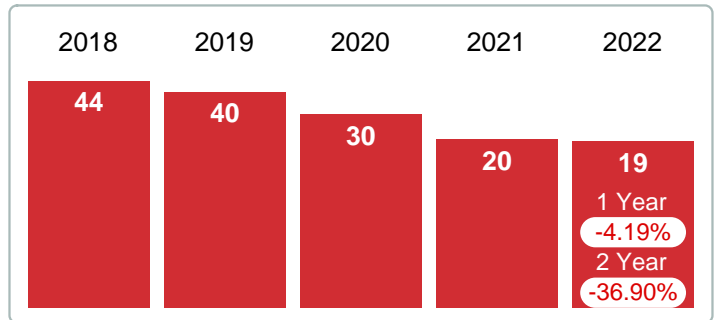
## AVERAGE DAYS ON MARKET TO SALE

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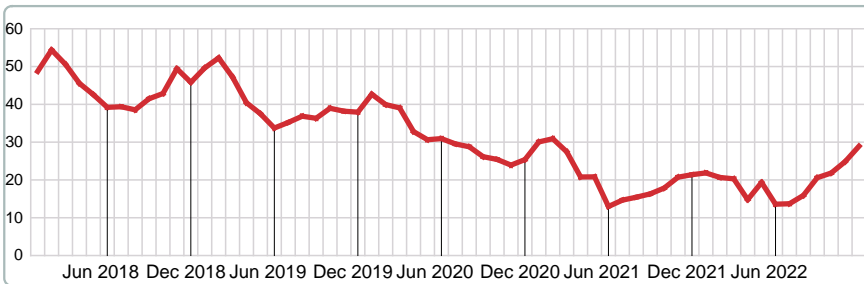
### DECEMBER



### YEAR TO DATE (YTD)

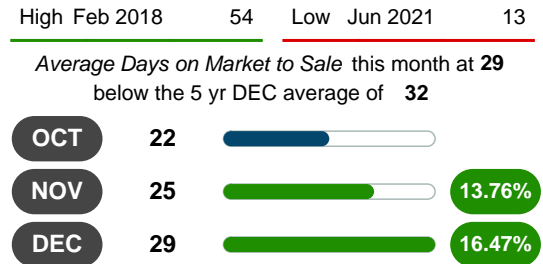


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 32



### 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	9.56%	31	31	29	39	36
\$100,001 - \$150,000	11.00%	20	26	19	7	0
\$150,001 - \$200,000	16.86%	27	29	25	37	51
\$200,001 - \$275,000	24.36%	26	19	23	39	20
\$275,001 - \$350,000	13.77%	34	8	34	35	54
\$350,001 - \$500,000	12.85%	36	9	34	39	30
\$500,001 and up	11.61%	32	2	38	27	42
Average Closed DOM		29	26	26	34	40
Total Closed Units	100%	973	125	529	269	50
Total Closed Volume		277,679,298	19.27M	125.48M	101.07M	31.85M

# December 2022



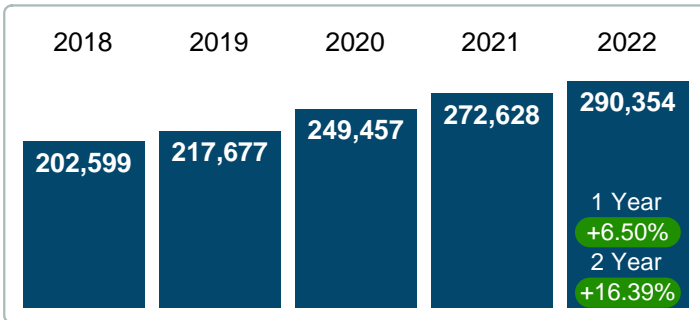
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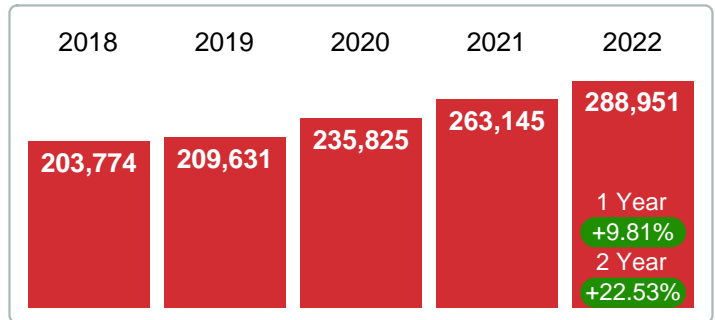
## AVERAGE LIST PRICE AT CLOSING

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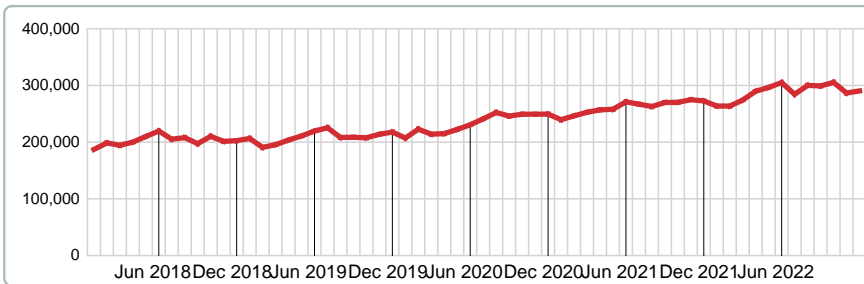
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

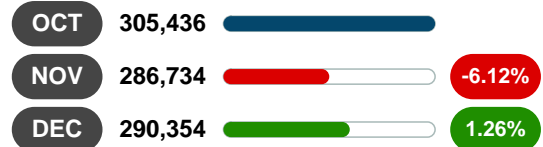


### 3 MONTHS

5 year DEC AVG = 246,543

High Oct 2022 305,436 Low Jan 2018 187,169

Average List Price at Closing this month at **290,354** above the 5 yr DEC average of **246,543**



### 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	89	9.15%	73,148	74,088	76,242	97,833	114,778
\$100,001 - \$150,000	96	9.87%	131,238	132,667	136,363	131,386	0
\$150,001 - \$200,000	175	17.99%	179,683	173,721	183,656	192,753	189,633
\$200,001 - \$275,000	236	24.25%	236,515	236,733	236,224	245,400	247,833
\$275,001 - \$350,000	139	14.29%	311,234	283,500	312,164	311,116	320,900
\$350,001 - \$500,000	125	12.85%	416,408	412,967	423,117	412,942	429,628
\$500,001 and up	113	11.61%	715,318	841,333	625,341	609,127	1,011,587
<b>Average List Price</b>			<b>290,354</b>	159,492	240,486	378,593	670,391
<b>Total Closed Units</b>			<b>973</b>	125	529	269	50
<b>Total Closed Volume</b>			<b>282,514,557</b>	19.94M	127.22M	101.84M	33.52M



# December 2022



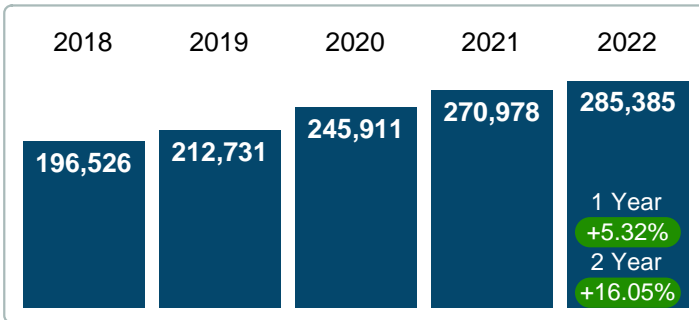
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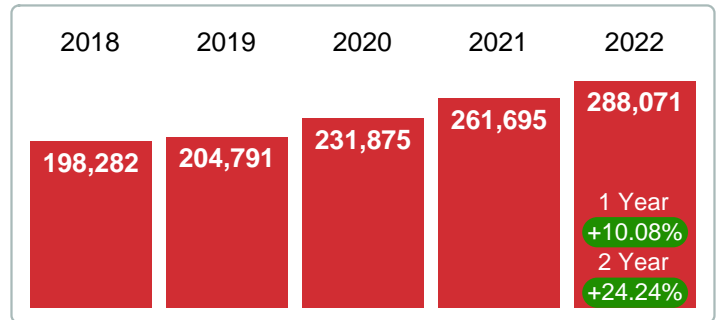
## AVERAGE SOLD PRICE AT CLOSING

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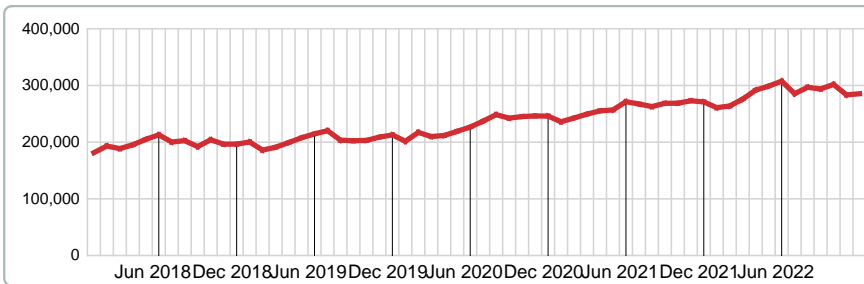
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

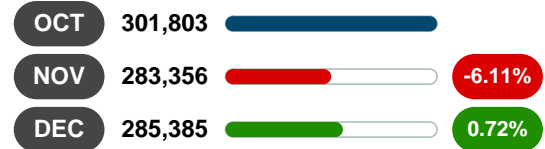


### 3 MONTHS

5 year DEC AVG = 242,306

High Jun 2022 307,534 Low Jan 2018 181,456

Average Sold Price at Closing this month at **285,385** above the 5 yr DEC average of **242,306**



### 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	9.56%	70,669	69,654	69,771	83,611	52,125
\$100,001 - \$150,000	11.00%	130,302	128,214	132,173	119,986	0
\$150,001 - \$200,000	16.86%	178,892	169,258	179,792	182,053	186,000
\$200,001 - \$275,000	24.36%	234,188	227,731	233,098	238,943	246,462
\$275,001 - \$350,000	13.77%	308,108	283,500	306,010	311,106	317,750
\$350,001 - \$500,000	12.85%	411,955	406,333	415,113	408,821	422,700
\$500,001 and up	11.61%	703,921	825,000	655,303	611,857	955,638
<b>Average Sold Price</b>		<b>285,385</b>	<b>154,194</b>	<b>237,205</b>	<b>375,727</b>	<b>637,060</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>285,385</b>	<b>125</b>	<b>529</b>	<b>269</b>	<b>50</b>
<b>Total Closed Volume</b>		<b>277,679,298</b>	<b>19.27M</b>	<b>125.48M</b>	<b>101.07M</b>	<b>31.85M</b>

# December 2022



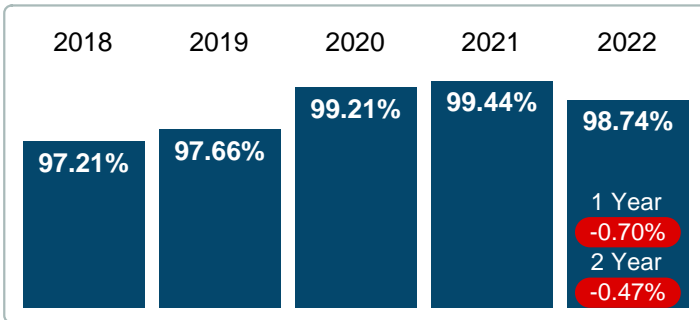
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



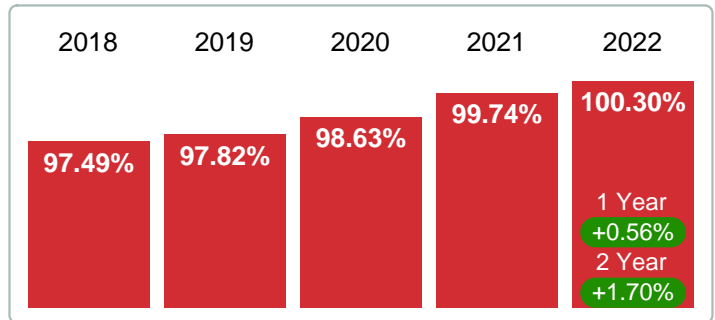
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

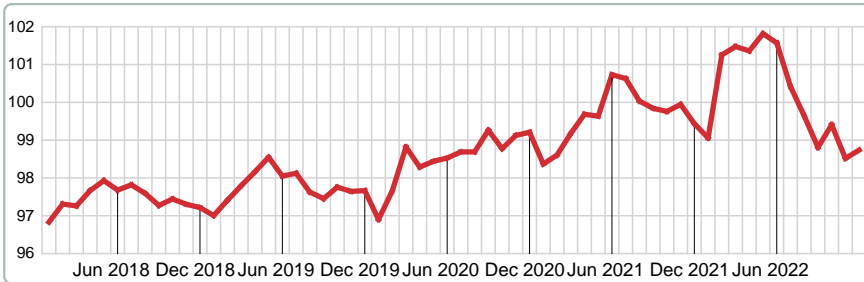
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

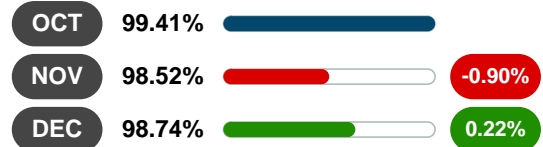


### 3 MONTHS

5 year DEC AVG = 98.45%

High May 2022 101.82% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **98.74%** above the 5 yr DEC average of **98.45%**



### 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	93	9.56%	93.93%	97.25%	93.39%	86.71%	54.12%
\$100,001 - \$150,000	107	11.00%	97.59%	96.72%	98.41%	92.82%	0.00%
\$150,001 - \$200,000	164	16.86%	97.76%	97.82%	98.10%	94.74%	97.94%
\$200,001 - \$275,000	237	24.36%	98.45%	96.77%	98.85%	97.57%	99.53%
\$275,001 - \$350,000	134	13.77%	100.39%	100.00%	98.14%	103.02%	99.15%
\$350,001 - \$500,000	125	12.85%	98.72%	98.37%	98.20%	99.13%	98.53%
\$500,001 and up	113	11.61%	103.86%	99.35%	124.35%	100.83%	96.95%
Average Sold/List Ratio		98.70%		97.31%	99.04%	99.30%	96.09%
Total Closed Units		973	100%	125	529	269	50
Total Closed Volume		277,679,298		19.27M	125.48M	101.07M	31.85M

# December 2022



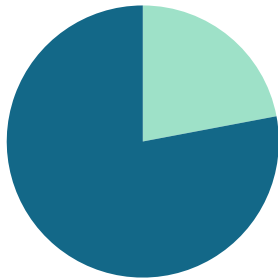
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

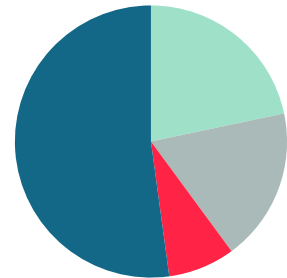


**Inventory**  
 New Listings  
**933 = 22.03%**  
 Start Inventory  
**3,303**  
 Total Inventory Units  
**4,236**  
 Volume  
**\$1,580,178,325**

### Market Activity

Closed Sales  
**973 = 21.69%**  
 Pending Sales  
**817 = 18.22%**  
 Other Off Market  
**356 = 7.94%**  
 Active Inventory  
**2,339 = 52.15%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,561	973	-37.67%	17,842	15,250	-14.53%
Pending Sales	1,201	817	-31.97%	18,258	14,887	-18.46%
New Listings	1,121	933	-16.77%	19,996	18,263	-8.67%
Average List Price	272,628	290,354	6.50%	263,145	288,951	9.81%
Average Sale Price	270,978	285,385	5.32%	261,695	288,071	10.08%
Average Percent of Selling Price to List Price	99.44%	98.74%	-0.70%	99.74%	100.30%	0.56%
Average Days on Market to Sale	21.39	28.93	35.22%	19.97	19.14	-4.19%
Monthly Inventory	3,098	2,339	-24.50%	3,098	2,339	-24.50%
Months Supply of Inventory	2.08	1.84	-11.67%	2.08	1.84	-11.67%

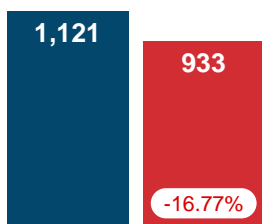
**Absorption:** Last 12 months, an Average of **1,271** Sales/Month

**Inventory** on December 31, 2022 = **2,339** 2021 2022

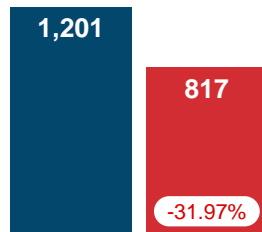
### DECEMBER MARKET

### AVERAGE PRICES

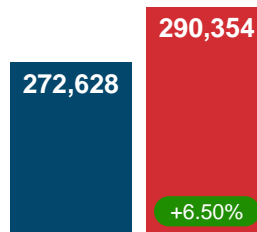
#### New Listings



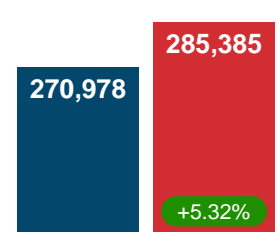
#### Pending Listings



#### List Price



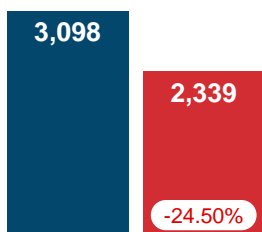
#### Sale Price



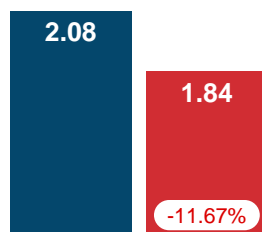
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

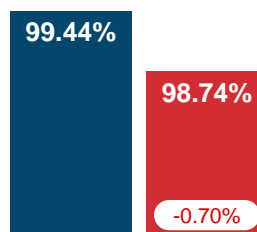
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

