

December 2022



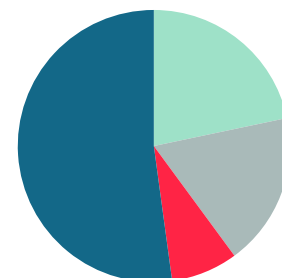
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	224,000	239,500	6.92%
Median Sale Price	224,000	233,295	4.15%
Median Percent of Selling Price to List Price	100.00%	99.58%	-0.42%
Median Days on Market to Sale	6.00	16.00	166.67%
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.

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 **4.15%** in December 2022 to \$233,295 versus the previous year at \$224,000.

Median Days on Market Lengthens

The median number of **16.00** days that homes spent on the market before selling increased by 10.00 days or **166.67%** in December 2022 compared to last year's same month at **6.00** DOM.

Sales Success for December 2022 is Positive

Overall, with Median 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.

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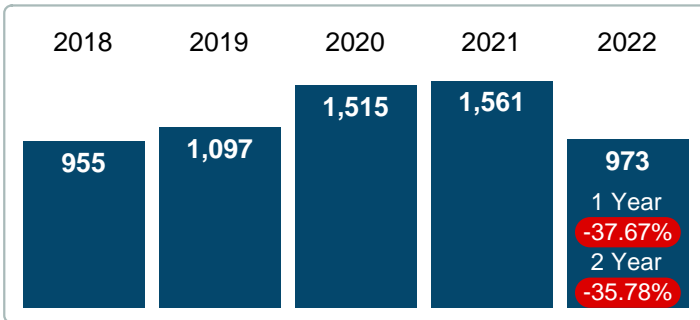
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



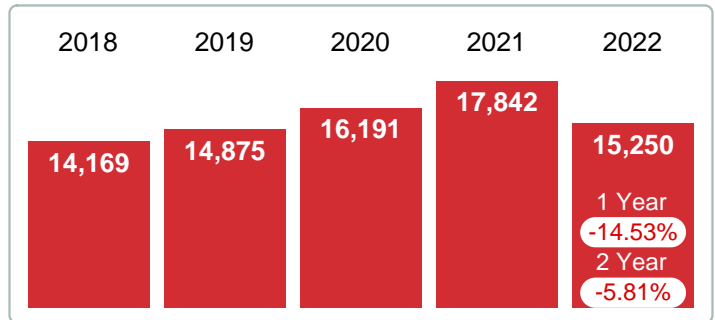
CLOSED LISTINGS

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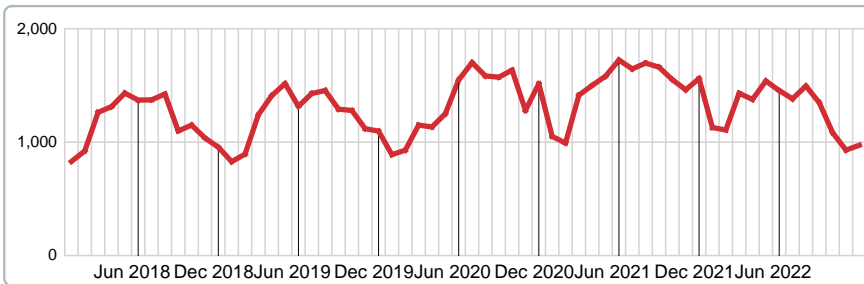
DECEMBER



YEAR TO DATE (YTD)

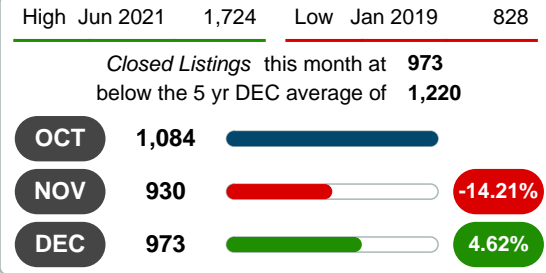


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,220



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	93	9.56%	17.0	49	33	9	2
\$100,001 - \$150,000	107	11.00%	9.0	29	71	7	0
\$150,001 - \$200,000	164	16.86%	20.0	19	127	15	3
\$200,001 - \$275,000	237	24.36%	16.0	18	166	47	6
\$275,001 - \$350,000	134	13.77%	23.0	4	65	59	6
\$350,001 - \$500,000	125	12.85%	17.0	3	48	67	7
\$500,001 and up	113	11.61%	9.0	3	19	65	26
Total Closed Units	973			125	529	269	50
Total Closed Volume	277,679,298	100%	16.0	19.27M	125.48M	101.07M	31.85M
Median Closed Price	\$233,295			\$127,500	\$214,900	\$350,000	\$535,430

December 2022



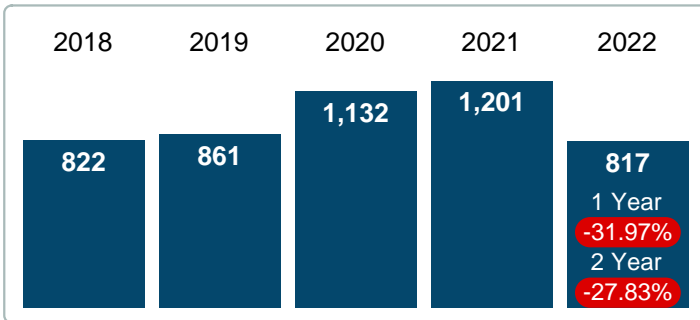
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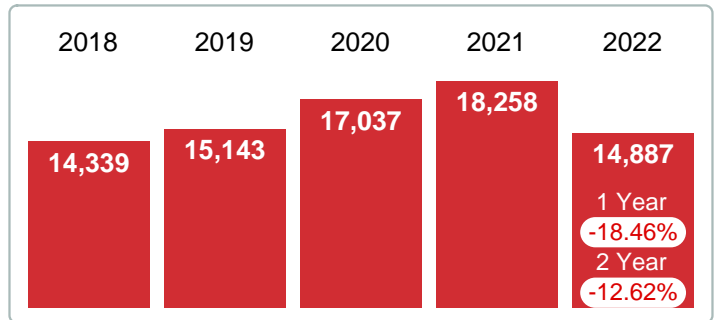
PENDING LISTINGS

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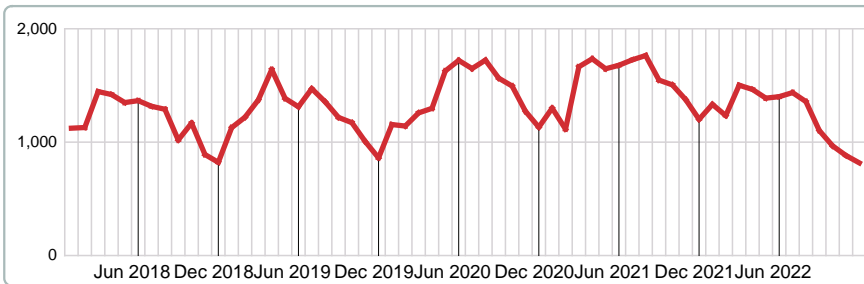
DECEMBER



YEAR TO DATE (YTD)

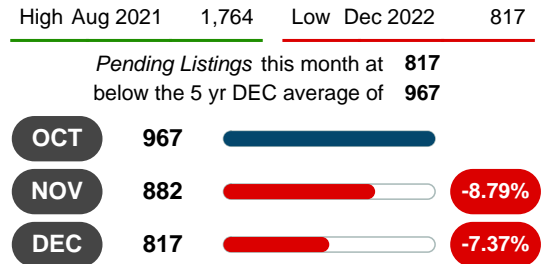


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 967



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	68	8.32%	32.0	33	26	6	3
\$100,001 - \$150,000	105	12.85%	14.0	33	60	10	2
\$150,001 - \$200,000	137	16.77%	20.0	13	107	16	1
\$200,001 - \$275,000	199	24.36%	29.0	9	139	44	7
\$275,001 - \$350,000	111	13.59%	34.0	3	57	46	5
\$350,001 - \$500,000	102	12.48%	31.0	2	38	50	12
\$500,001 and up	95	11.63%	19.0	0	20	57	18
Total Pending Units	817			93	447	229	48
Total Pending Volume	235,947,303	100%	24.0	12.43M	107.96M	91.31M	24.24M
Median Listing Price	\$239,000			\$125,000	\$219,000	\$340,000	\$424,950

December 2022



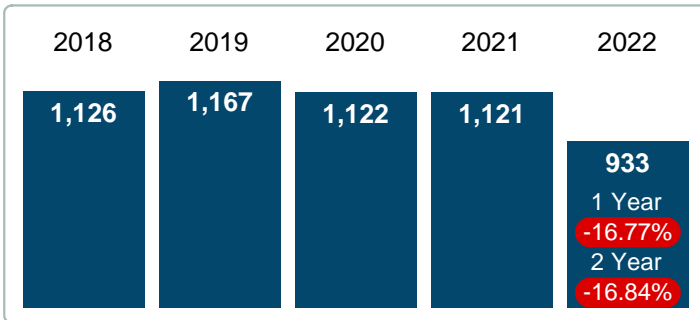
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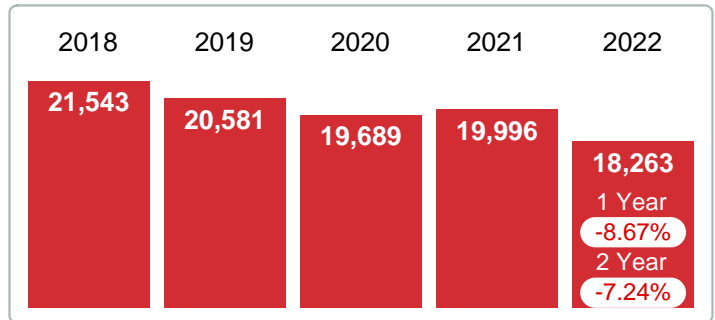
NEW LISTINGS

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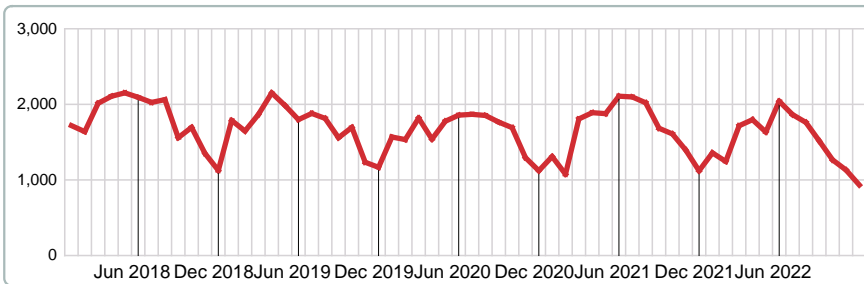
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

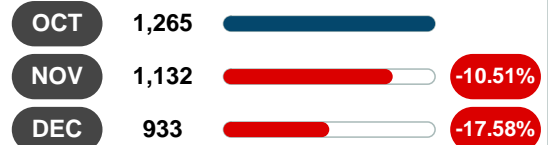


3 MONTHS

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
Total New Listed Units	933		131	469	278	55
Total New Listed Volume	312,284,537	100%	23.27M	125.41M	124.30M	39.32M
Median New Listed Listing Price	\$260,000		\$120,000	\$229,500	\$399,900	\$549,900

December 2022



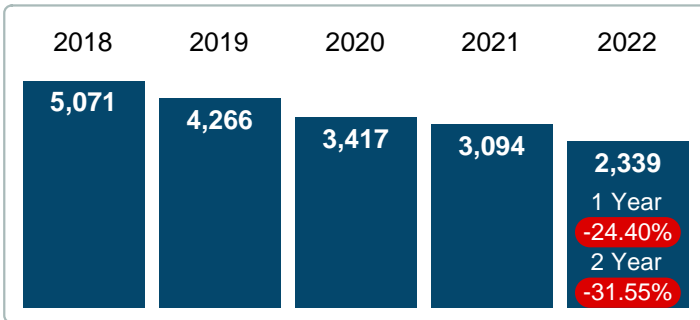
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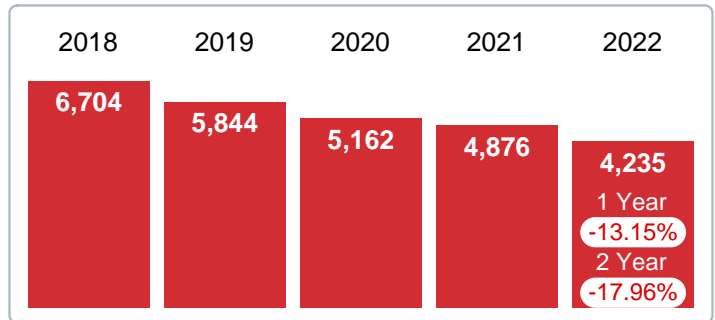
ACTIVE INVENTORY

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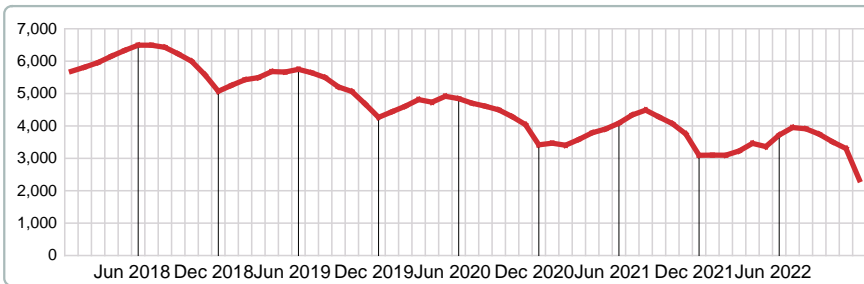
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS

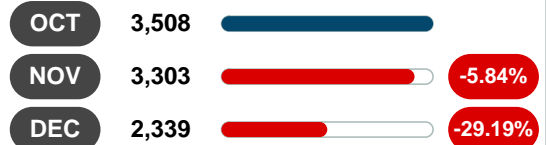


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	230	9.83%	47.0	117	91	14	8
\$125,001 - \$200,000	288	12.31%	50.0	54	194	33	7
\$200,001 - \$275,000	342	14.62%	51.0	16	224	94	8
\$275,001 - \$400,000	555	23.73%	60.0	28	267	231	29
\$400,001 - \$525,000	403	17.23%	74.0	10	139	216	38
\$525,001 - \$650,000	277	11.84%	94.0	2	56	173	46
\$650,001 and up	244	10.43%	89.5	6	58	101	79
Total Active Inventory by Units			2,339	233	1,029	862	215
Total Active Inventory by Volume			984,399,632	48.98M	352.06M	410.43M	172.93M
Median Active Inventory Listing Price			\$341,900	\$125,000	\$279,900	\$439,450	\$550,000

December 2022



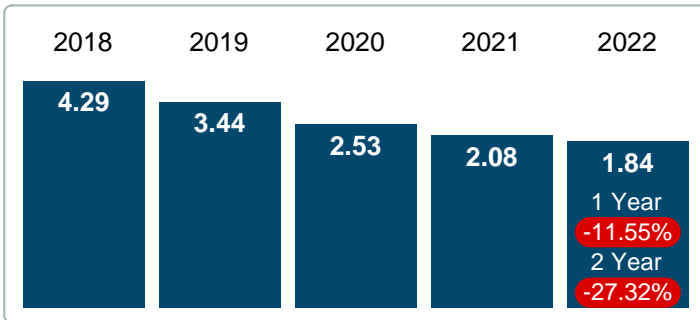
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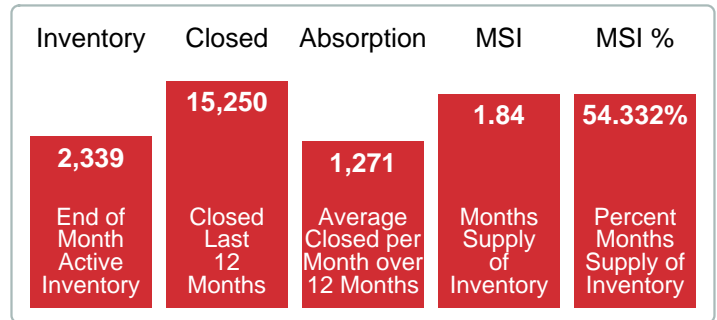
MONTHS SUPPLY of INVENTORY (MSI)

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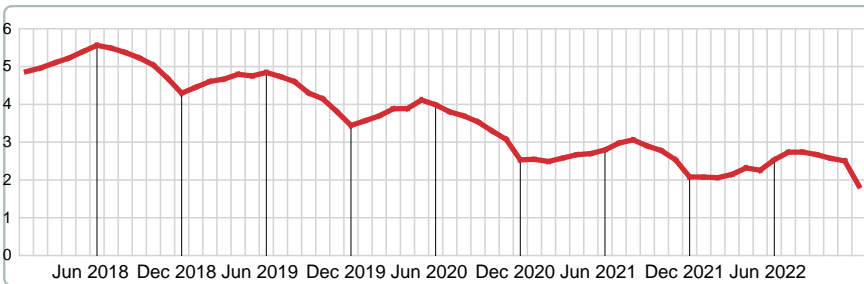
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022

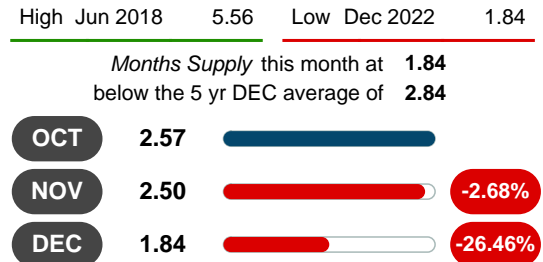


5 YEAR MARKET ACTIVITY TRENDS



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



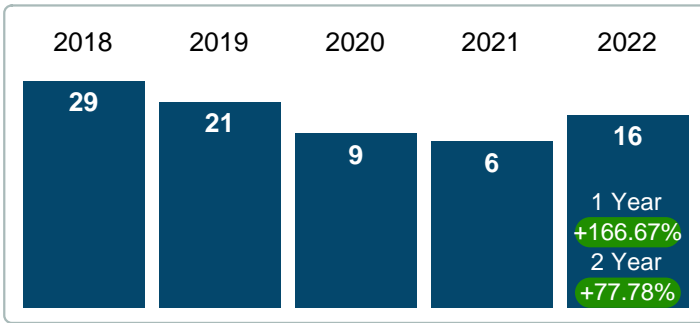
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



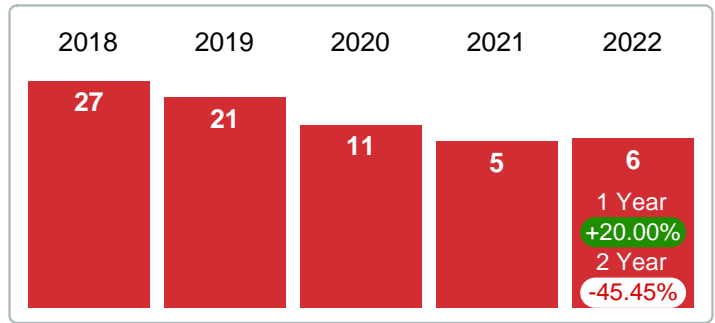
MEDIAN DAYS ON MARKET TO SALE

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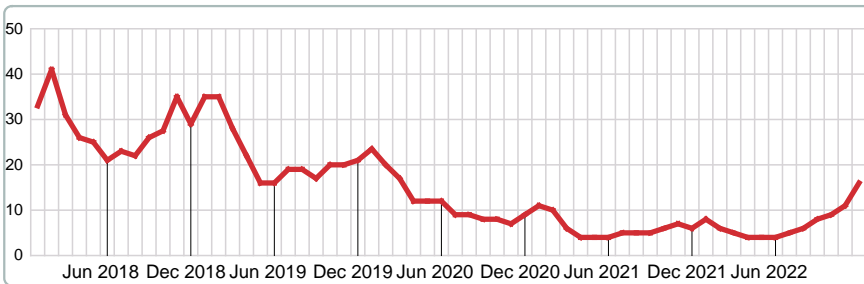
DECEMBER



YEAR TO DATE (YTD)

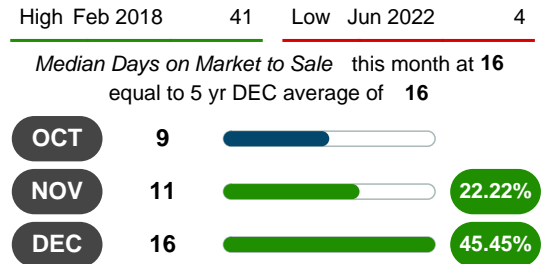


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 16



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.56%	17	14	17	33	36
\$100,001 - \$150,000	11.00%	9	9	9	5	0
\$150,001 - \$200,000	16.86%	20	19	17	35	44
\$200,001 - \$275,000	24.36%	16	13	15	27	17
\$275,001 - \$350,000	13.77%	23	4	23	25	43
\$350,001 - \$500,000	12.85%	17	10	16	20	10
\$500,001 and up	11.61%	9	1	8	6	35
Median Closed DOM		16	11	14	19	33
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



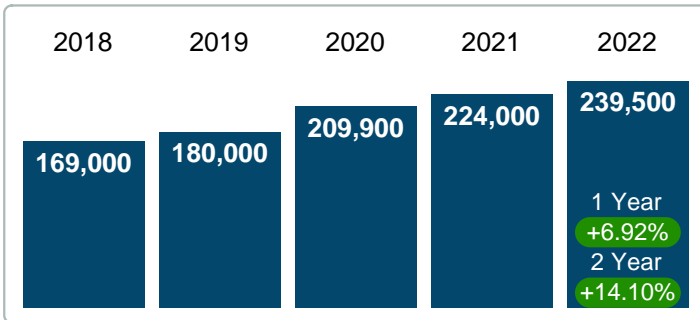
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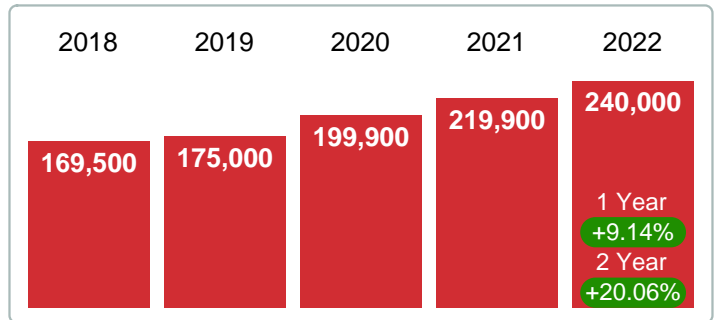
MEDIAN LIST PRICE AT CLOSING

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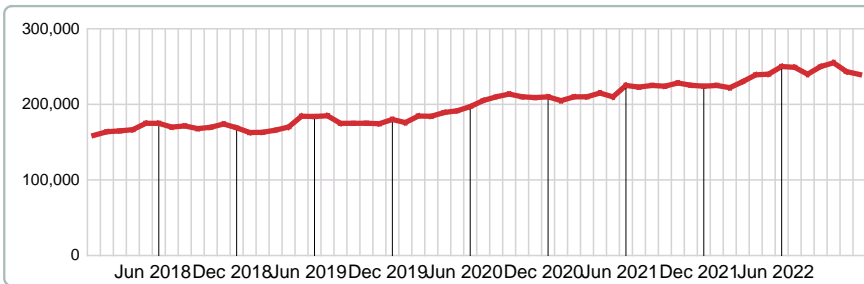
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

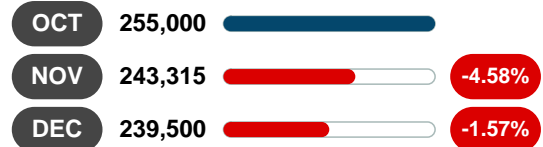


3 MONTHS

5 year DEC AVG = 204,480

High Oct 2022 255,000 Low Jan 2018 159,000

Median List Price at Closing this month at **239,500**
above the 5 yr DEC average of **204,480**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.15%	80,000	78,900	79,900	99,500	59,555
\$100,001 - \$150,000	9.87%	129,900	129,000	136,000	124,950	0
\$150,001 - \$200,000	17.99%	179,900	165,000	179,900	185,000	184,950
\$200,001 - \$275,000	24.25%	235,000	220,000	233,295	239,975	259,000
\$275,001 - \$350,000	14.29%	305,000	285,000	305,000	314,900	344,000
\$350,001 - \$500,000	12.85%	410,000	413,900	419,900	402,561	429,999
\$500,001 and up	11.61%	584,000	799,000	529,900	560,800	707,450
Median List Price		239,500	129,000	215,000	350,000	521,332
Total Closed Units	100%	239,500	125	529	269	50
Total Closed Volume		282,514,557	19.94M	127.22M	101.84M	33.52M

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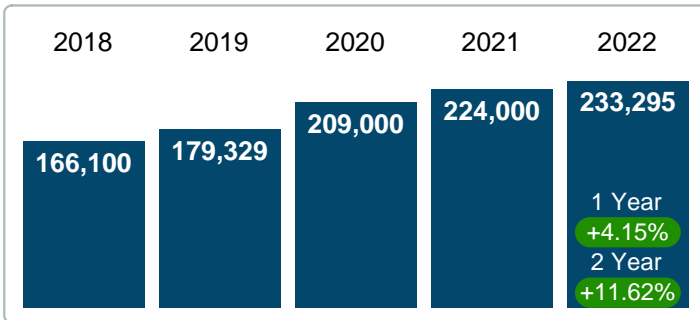
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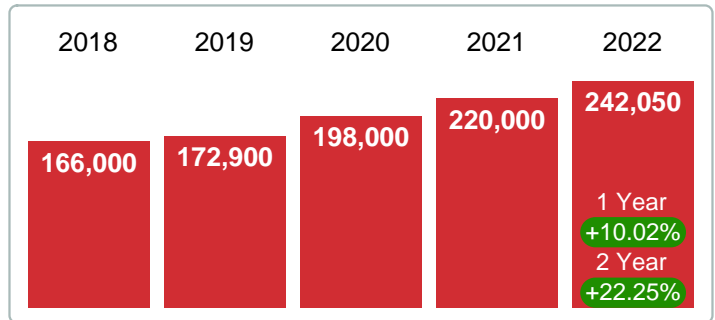
MEDIAN SOLD PRICE AT CLOSING

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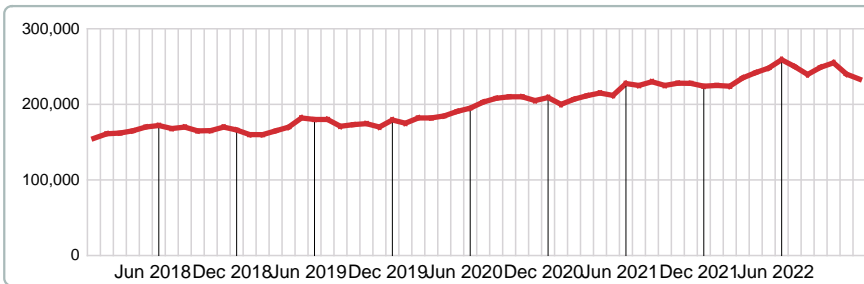
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

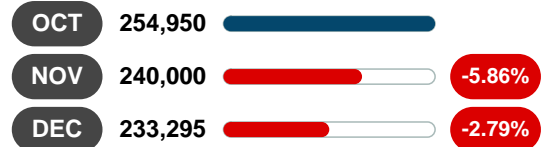


3 MONTHS

5 year DEC AVG = 202,345

High Jun 2022 259,000 Low Jan 2018 155,000

Median Sold Price at Closing this month at 233,295 above the 5 yr DEC average of 202,345



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9.56%	80,000	80,000	74,900	85,000	52,125
\$100,001 - \$150,000	11.00%	130,000	127,500	134,000	120,000	0
\$150,001 - \$200,000	16.86%	180,000	168,000	180,000	185,000	194,000
\$200,001 - \$275,000	24.36%	232,000	221,500	230,000	239,655	251,500
\$275,001 - \$350,000	13.77%	306,960	282,500	305,000	315,000	325,000
\$350,001 - \$500,000	12.85%	400,100	405,000	409,500	400,000	410,000
\$500,001 and up	11.61%	601,340	850,000	549,999	568,463	700,000
Median Sold Price		233,295	127,500	214,900	350,000	535,430
Total Closed Units	100%	973	125	529	269	50
Total Closed Volume		277,679,298	19.27M	125.48M	101.07M	31.85M

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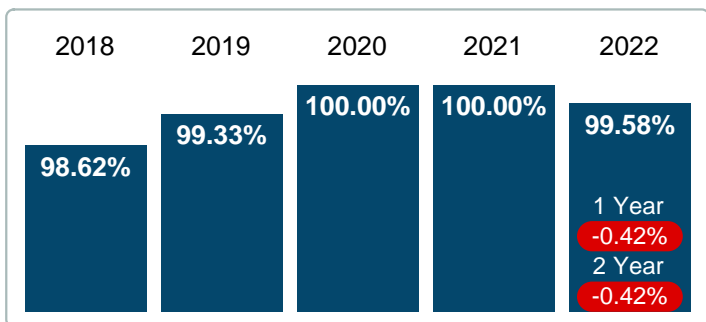
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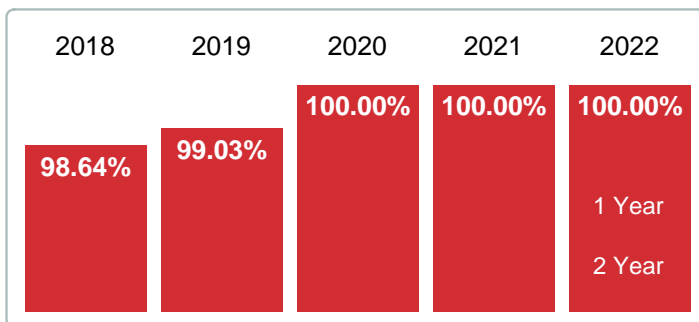
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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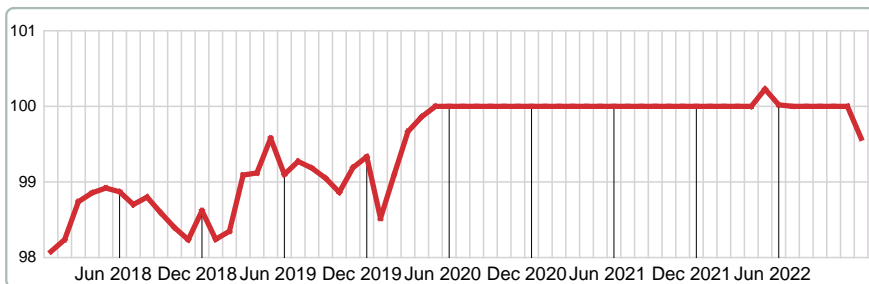
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

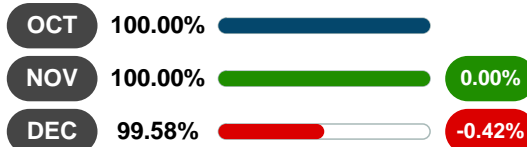


3 MONTHS

5 year DEC AVG = 99.51%

High May 2022 100.23% Low Jan 2018 98.08%

Median Sold/List Ratio this month at **99.58%** equal to 5 yr DEC average of **99.51%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	93	9.56%	95.00%	96.50%	93.33%	90.91%	54.12%
\$100,001 - \$150,000	107	11.00%	98.43%	98.28%	99.14%	96.30%	0.00%
\$150,001 - \$200,000	164	16.86%	98.72%	100.00%	98.73%	97.46%	99.54%
\$200,001 - \$275,000	237	24.36%	100.00%	97.29%	100.00%	100.00%	100.00%
\$275,001 - \$350,000	134	13.77%	99.35%	100.00%	99.39%	98.79%	99.75%
\$350,001 - \$500,000	125	12.85%	99.86%	97.85%	100.00%	99.86%	98.98%
\$500,001 and up	113	11.61%	100.00%	100.00%	100.00%	100.00%	98.56%
Median Sold/List Ratio		99.58%		98.28%	100.00%	99.48%	98.98%
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



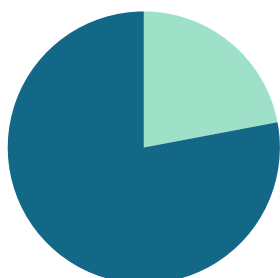
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

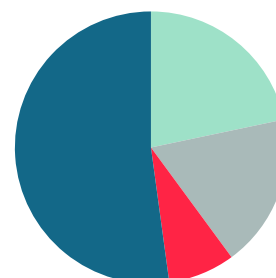


Inventory
 New Listings
933 = 22.03%
 Start Inventory
3,303
 Total Inventory Units
4,236
 Volume
\$1,580,178,325

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%
Median List Price	224,000	239,500	6.92%	219,900	240,000	9.14%
Median Sale Price	224,000	233,295	4.15%	220,000	242,050	10.02%
Median Percent of Selling Price to List Price	100.00%	99.58%	-0.42%	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	16.00	166.67%	5.00	6.00	20.00%
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%

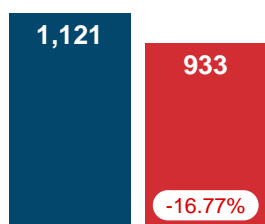
Absorption: Last 12 months, an Average of **1,271** Sales/Month

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

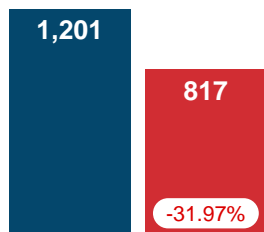
DECEMBER MARKET

MEDIAN PRICES

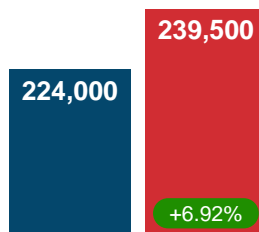
New Listings



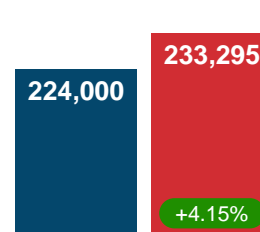
Pending Listings



List Price



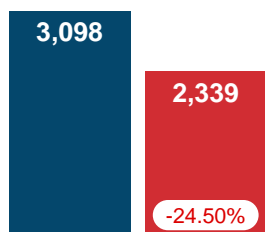
Sale Price



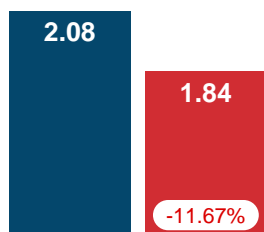
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

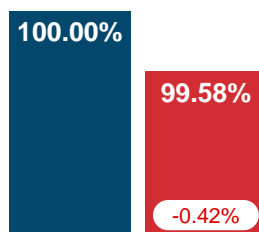
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

