

January 2023



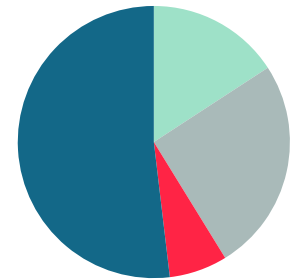
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	January 2023	+/-%
Closed Listings	1,129	698	-38.18%
Pending Listings	1,333	1,122	-15.83%
New Listings	1,358	1,198	-11.78%
Average List Price	263,730	287,510	9.02%
Average Sale Price	260,834	282,102	8.15%
Average Percent of Selling Price to List Price	99.06%	97.76%	-1.31%
Average Days on Market to Sale	21.86	35.65	63.09%
End of Month Inventory	3,105	2,291	-26.22%
Months Supply of Inventory	2.08	1.85	-10.83%



■ Closed (15.81%)
■ Pending (25.41%)
■ Other OffMarket (6.91%)
■ Active (51.88%)

Absorption: Last 12 months, an Average of **1,236** Sales/Month
Active Inventory as of January 31, 2023 = **2,291**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2023 decreased **26.22%** to 2,291 existing homes available for sale. Over the last 12 months this area has had an average of 1,236 closed sales per month. This represents an unsold inventory index of **1.85** 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 **8.15%** in January 2023 to \$282,102 versus the previous year at \$260,834.

Average Days on Market Lengthens

The average number of **35.65** days that homes spent on the market before selling increased by 13.79 days or **63.09%** in January 2023 compared to last year's same month at **21.86** DOM.

Sales Success for January 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 1,198 New Listings in January 2023, down **11.78%** from last year at 1,358. Furthermore, there were 698 Closed Listings this month versus last year at 1,129, a **-38.18%** decrease.

Closed versus Listed trends yielded a **58.3%** ratio, down from previous year's, January 2022, at **83.1%**, a **29.92%** 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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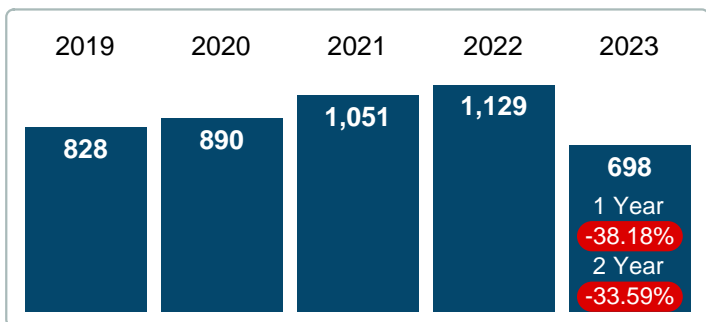
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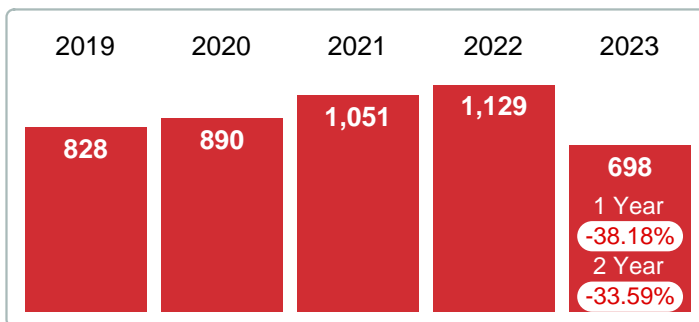
CLOSED LISTINGS

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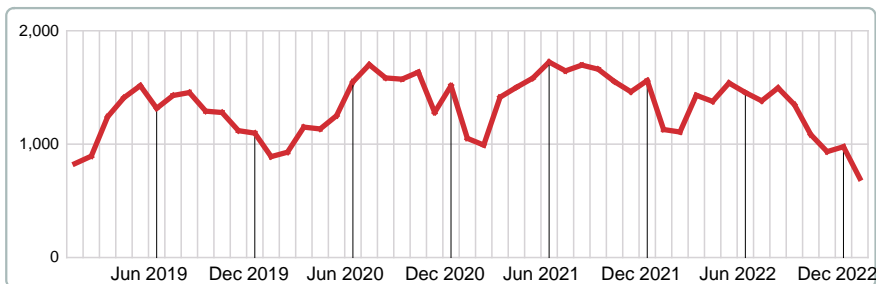
JANUARY



YEAR TO DATE (YTD)

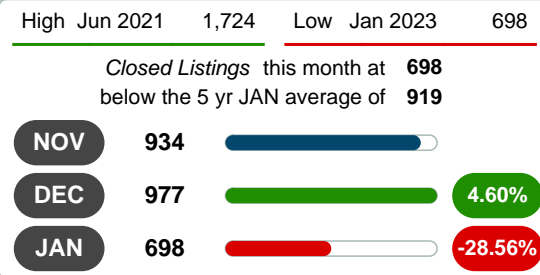


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 919



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	38	5.44%	35.8	21	13	4	0
\$75,001 - \$150,000	118	16.91%	31.5	36	67	11	4
\$150,001 - \$175,000	53	7.59%	25.6	10	33	9	1
\$175,001 - \$250,000	184	26.36%	34.3	7	143	32	2
\$250,001 - \$350,000	136	19.48%	41.9	4	75	46	11
\$350,001 - \$525,000	100	14.33%	42.0	3	35	52	10
\$525,001 and up	69	9.89%	32.5	1	13	41	14
Total Closed Units	698			82	379	195	42
Total Closed Volume	196,906,902	100%	35.6	11.09M	90.00M	74.65M	21.17M
Average Closed Price	\$282,102			\$135,233	\$237,457	\$382,805	\$504,156

January 2023



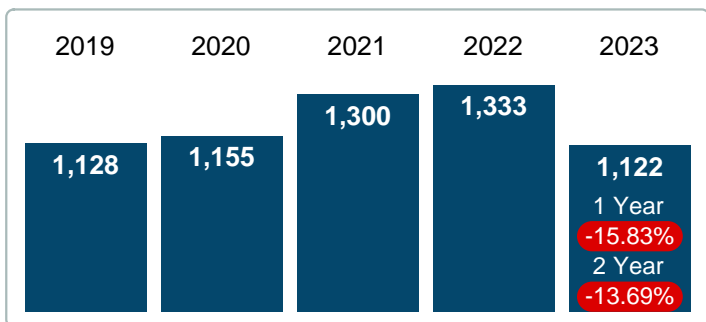
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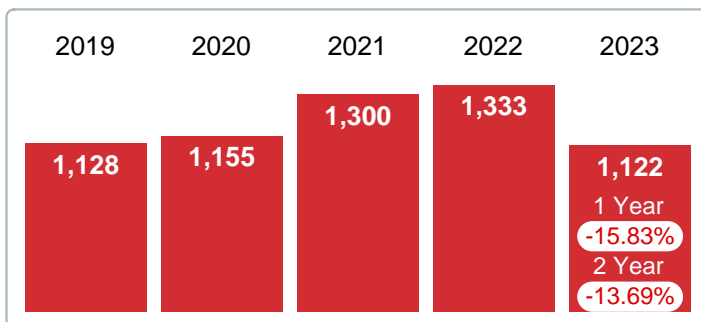
PENDING LISTINGS

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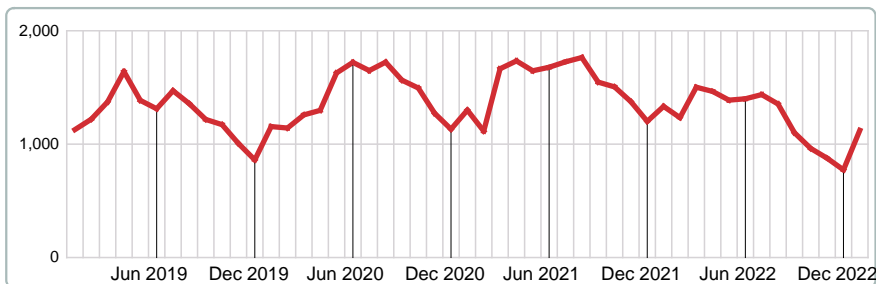
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

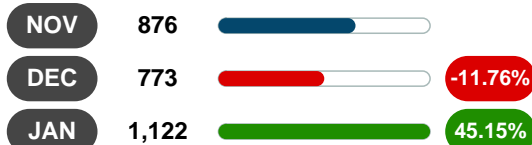


3 MONTHS

5 year JAN AVG = 1,208

High Aug 2021 1,764 Low Dec 2022 773

Pending Listings this month at 1,122 below the 5 yr JAN average of 1,208



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	109	9.71%	37.6	62	39	7	1
\$100,001 - \$150,000	138	12.30%	42.0	47	69	20	2
\$150,001 - \$200,000	170	15.15%	31.4	20	133	16	1
\$200,001 - \$275,000	230	20.50%	40.7	8	162	56	4
\$275,001 - \$375,000	225	20.05%	50.3	11	98	99	17
\$375,001 - \$500,000	136	12.12%	57.2	4	41	77	14
\$500,001 and up	114	10.16%	68.8	3	24	66	21
Total Pending Units	1,122			155	566	341	60
Total Pending Volume	341,788,937	100%	36.1	23.72M	149.69M	132.48M	35.90M
Average Listing Price	\$260,688			\$153,014	\$264,470	\$388,501	\$598,384

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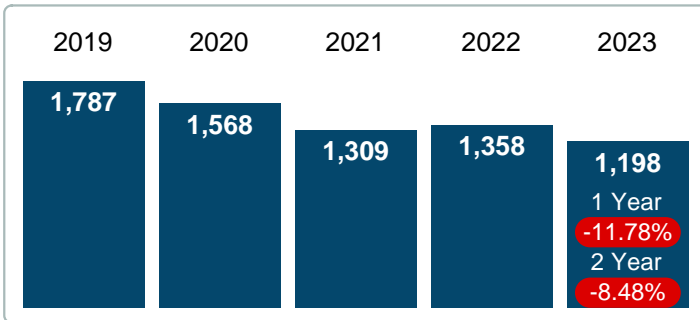
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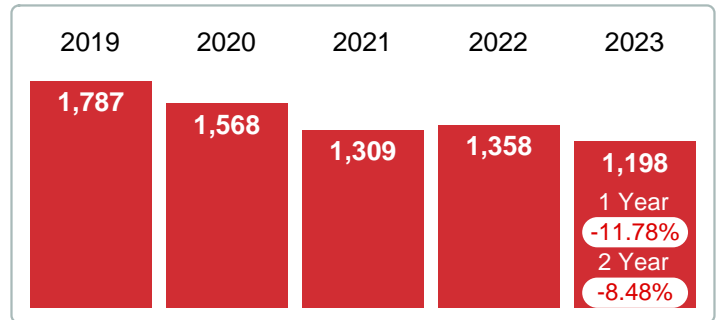
NEW LISTINGS

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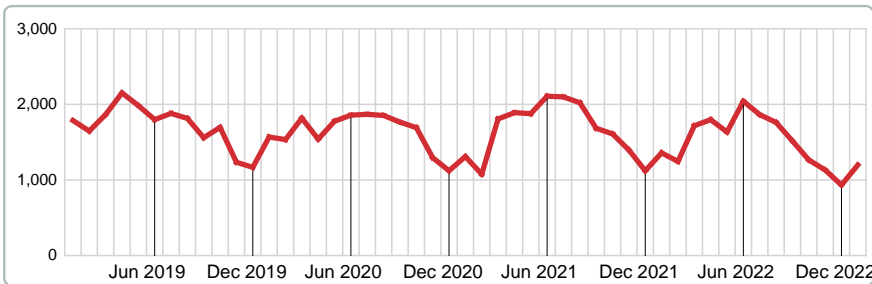
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 1,444

High Apr 2019 2,151 Low Dec 2022 933

New Listings this month at 1,198 below the 5 yr JAN average of 1,444



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	100	8.35%	46	43	11	0
\$100,001 - \$150,000	125	10.43%	47	64	11	3
\$150,001 - \$225,000	229	19.12%	27	176	23	3
\$225,001 - \$325,000	291	24.29%	16	173	96	6
\$325,001 - \$425,000	177	14.77%	9	69	85	14
\$425,001 - \$575,000	156	13.02%	10	43	88	15
\$575,001 and up	120	10.02%	2	20	69	29
Total New Listed Units	1,198		157	588	383	70
Total New Listed Volume	399,839,809	100%	29.19M	153.91M	172.74M	44.00M
Average New Listed Listing Price	\$315,555		\$185,937	\$261,749	\$451,029	\$628,507

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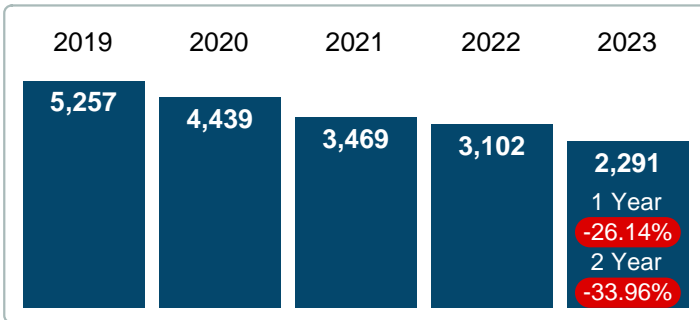
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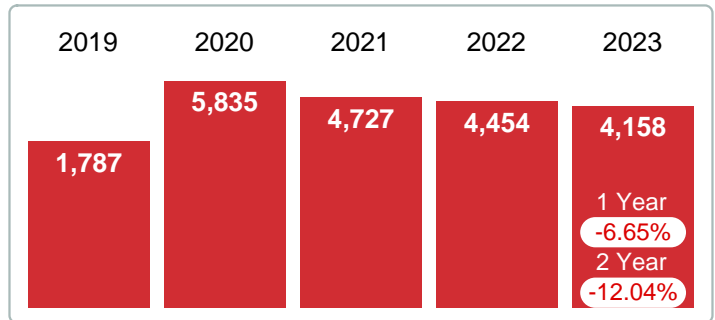
ACTIVE INVENTORY

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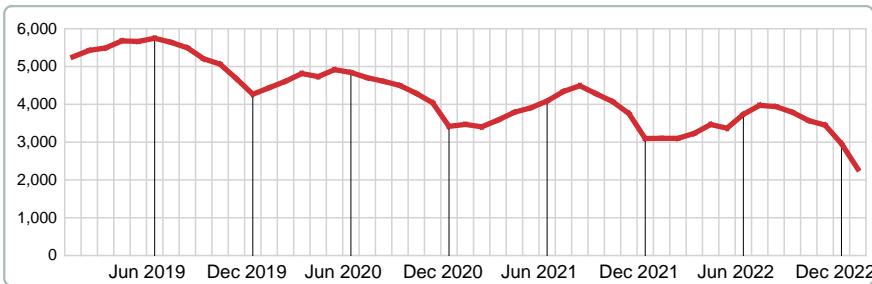
END OF JANUARY



ACTIVE DURING JANUARY



5 YEAR MARKET ACTIVITY TRENDS

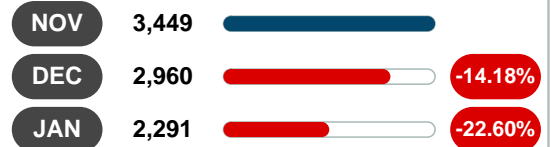


3 MONTHS

5 year JAN AVG = 3,712

High Jun 2019 5,748 Low Jan 2023 2,291

Inventory this month at 2,291 below the 5 yr JAN average of 3,712



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	220	9.60%	81.4	107	97	9	7
\$125,001 - \$200,000	277	12.09%	60.7	50	185	34	8
\$200,001 - \$275,000	309	13.49%	67.7	26	206	72	5
\$275,001 - \$425,000	616	26.89%	72.6	30	300	252	34
\$425,001 - \$525,000	331	14.45%	95.6	10	115	176	30
\$525,001 - \$650,000	309	13.49%	96.1	5	60	189	55
\$650,001 and up	229	10.00%	99.0	6	50	102	71
Total Active Inventory by Units			2,291	234	1,013	834	210
Total Active Inventory by Volume			970,254,359	51.71M	339.15M	415.14M	164.25M
Average Active Inventory Listing Price			\$423,507	\$220,974	\$334,802	\$497,775	\$782,132

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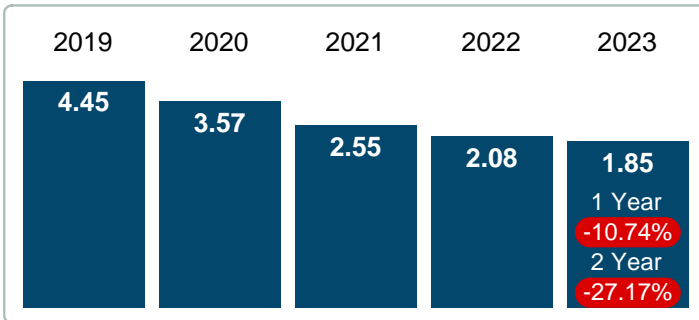
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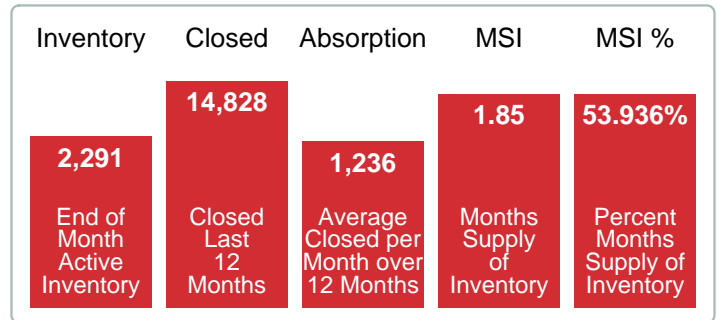
MONTHS SUPPLY of INVENTORY (MSI)

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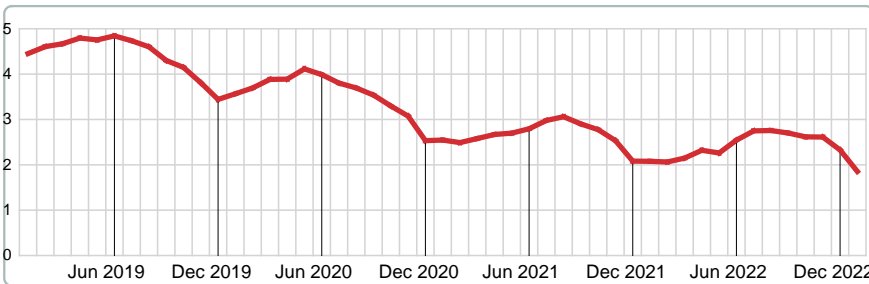
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

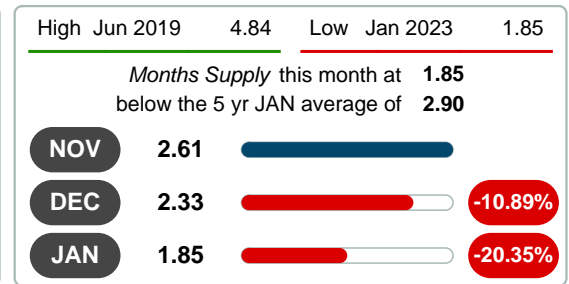


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 2.90



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	220	9.60%	1.35	1.41	1.26	1.02	7.64
\$125,001 - \$200,000	277	12.09%	1.04	1.28	0.93	1.28	4.17
\$200,001 - \$275,000	309	13.49%	1.00	1.48	0.93	1.11	1.15
\$275,001 - \$425,000	616	26.89%	2.04	2.86	2.15	1.85	2.16
\$425,001 - \$525,000	331	14.45%	3.68	6.32	4.14	3.47	3.08
\$525,001 - \$650,000	309	13.49%	5.77	7.50	6.26	5.64	5.59
\$650,001 and up	229	10.00%	4.39	12.00	7.23	3.64	4.24
Market Supply of Inventory (MSI)			1.85	1.60	1.49	2.39	3.54
Total Active Inventory by Units		100%	1.85	234	1,013	834	210

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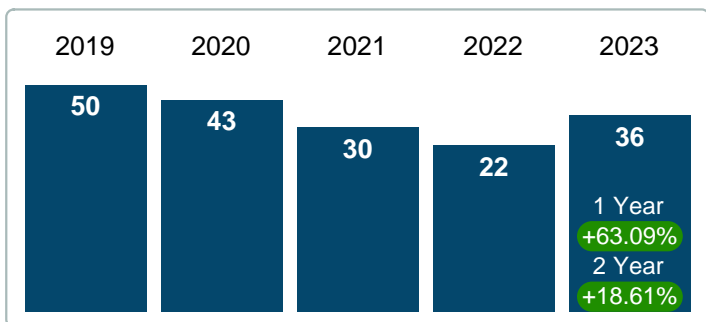
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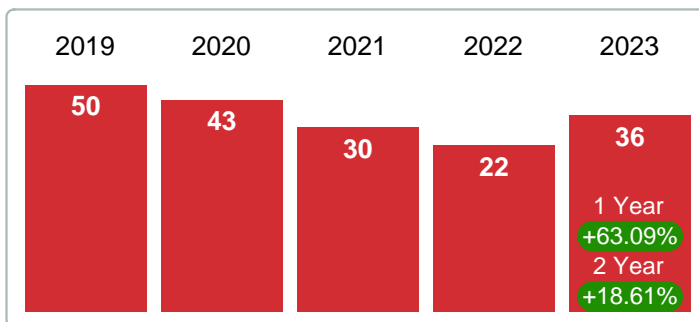
AVERAGE DAYS ON MARKET TO SALE

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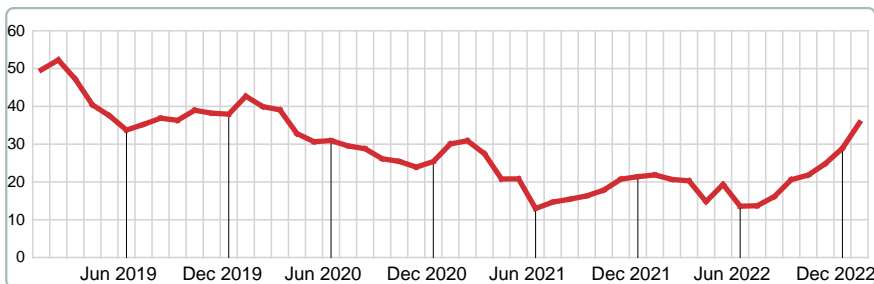
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

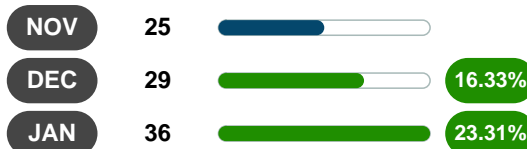


3 MONTHS

5 year JAN AVG = 36

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 36 equal to 5 yr JAN average of 36



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
\$75,000 and less	5.44%	36	42	30	22	0
\$75,001 - \$150,000	16.91%	31	27	29	36	107
\$150,001 - \$175,000	7.59%	26	15	23	41	65
\$175,001 - \$250,000	26.36%	34	51	32	40	75
\$250,001 - \$350,000	19.48%	42	18	39	41	71
\$350,001 - \$525,000	14.33%	42	12	32	51	40
\$525,001 and up	9.89%	33	1	23	30	50
Average Closed DOM		36	30	32	41	60
Total Closed Units	100%	698	82	379	195	42
Total Closed Volume		196,906,902	11.09M	90.00M	74.65M	21.17M

January 2023



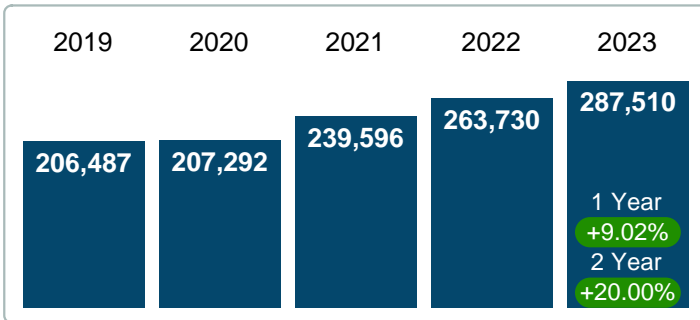
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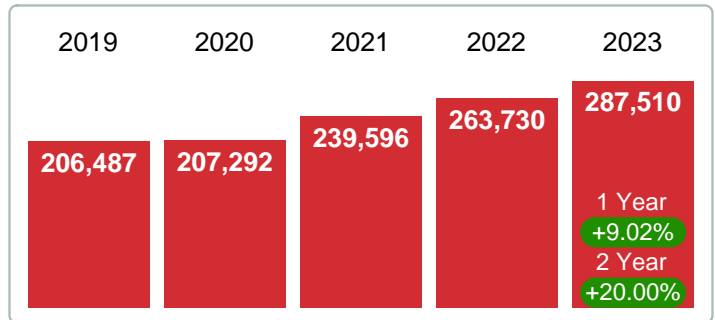
AVERAGE LIST PRICE AT CLOSING

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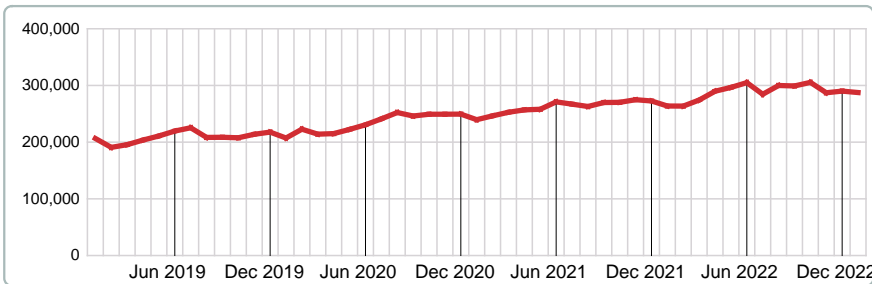
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

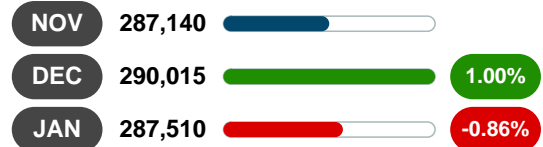


3 MONTHS

5 year JAN AVG = 240,923

High Oct 2022 305,436 Low Feb 2019 190,775

Average List Price at Closing this month at **287,510**
above the 5 yr JAN average of **240,923**



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	
\$75,000 and less	33	4.73%	53,993	56,970	57,731	63,950	0
\$75,001 - \$150,000	115	16.48%	118,245	116,842	127,173	119,255	131,375
\$150,001 - \$175,000	57	8.17%	164,509	153,820	167,973	172,056	185,000
\$175,001 - \$250,000	178	25.50%	215,136	218,414	216,447	226,044	257,500
\$250,001 - \$350,000	139	19.91%	292,859	275,975	294,099	301,180	321,536
\$350,001 - \$525,000	106	15.19%	431,151	429,100	434,801	438,507	435,038
\$525,001 and up	70	10.03%	731,736	600,400	677,363	693,709	915,170
Average List Price			287,510	139,773	242,341	386,914	522,027
Total Closed Units			698	82	379	195	42
Total Closed Volume			200,682,088	11.46M	91.85M	75.45M	21.93M

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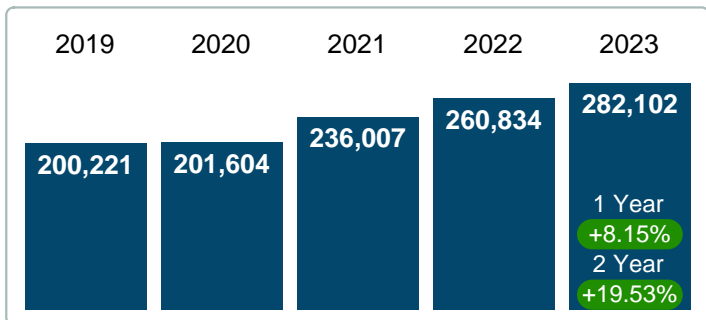
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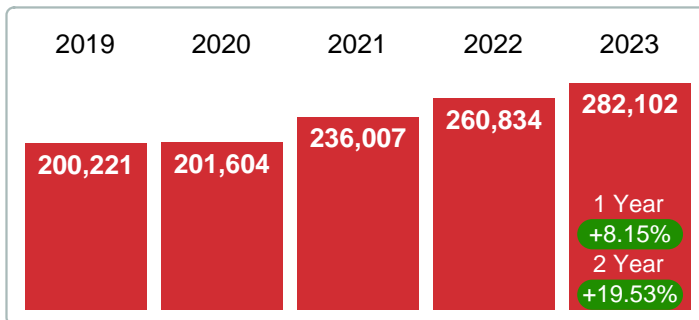
AVERAGE SOLD PRICE AT CLOSING

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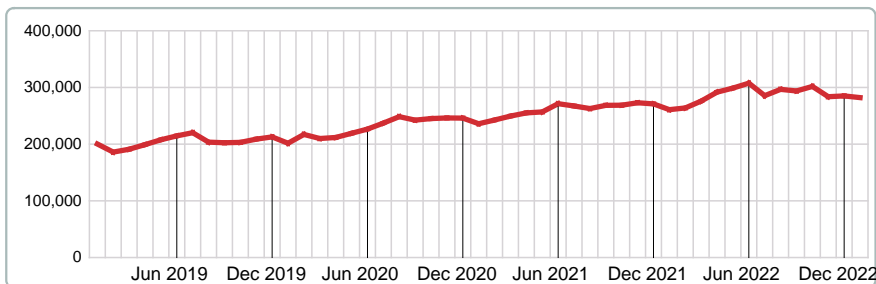
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

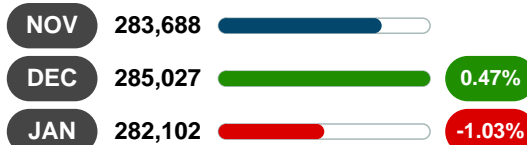


3 MONTHS

5 year JAN AVG = 236,154

High Jun 2022 307,534 Low Feb 2019 185,974

Average Sold Price at Closing this month at **282,102** above the 5 yr JAN average of **236,154**



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
\$75,000 and less	5.44%	52,539	50,643	53,000	60,999	0
\$75,001 - \$150,000	16.91%	117,268	111,153	121,025	114,045	118,250
\$150,001 - \$175,000	7.59%	163,478	159,874	164,448	163,478	167,500
\$175,001 - \$250,000	26.36%	213,866	211,636	211,973	220,713	247,500
\$250,001 - \$350,000	19.48%	291,881	270,300	288,289	296,012	306,945
\$350,001 - \$525,000	14.33%	430,603	420,767	428,642	434,093	422,268
\$525,001 and up	9.89%	728,999	600,400	679,656	693,294	888,570
Average Sold Price		282,102	135,233	237,457	382,805	504,156
Total Closed Units	100%	282,102	82	379	195	42
Total Closed Volume		196,906,902	11.09M	90.00M	74.65M	21.17M

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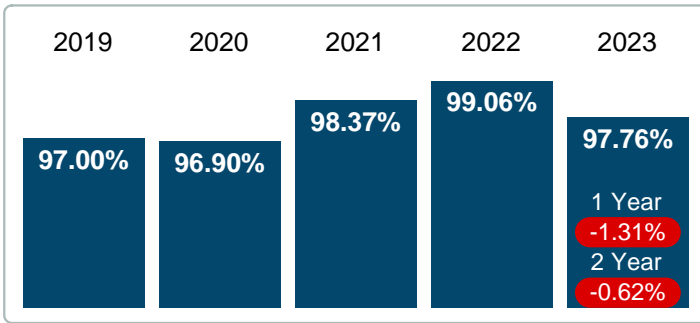
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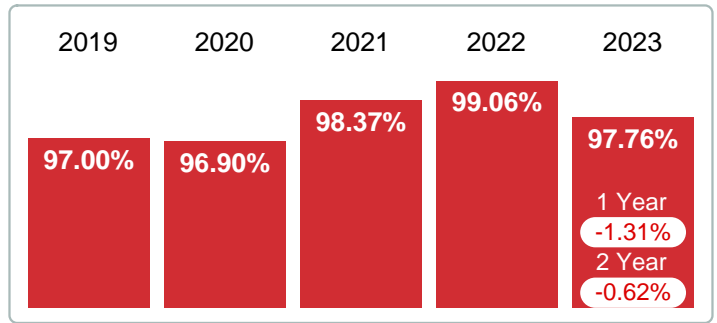
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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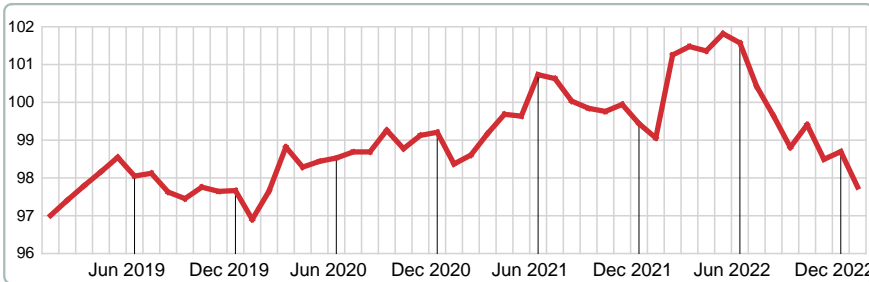
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

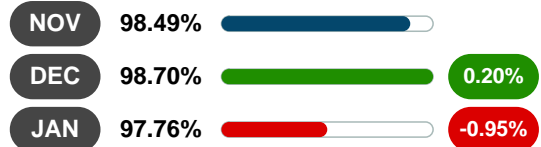


3 MONTHS

5 year JAN AVG = 97.82%

High May 2022 101.82% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **97.76%**
equal to 5 yr JAN average of **97.82%**



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
\$75,000 and less	38	5.44%	92.17%	91.16%	92.78%	95.51%	0.00%
\$75,001 - \$150,000	118	16.91%	95.53%	95.63%	95.71%	96.09%	89.96%
\$150,001 - \$175,000	53	7.59%	99.09%	106.32%	98.13%	95.53%	90.54%
\$175,001 - \$250,000	184	26.36%	98.06%	97.40%	98.18%	97.76%	96.17%
\$250,001 - \$350,000	136	19.48%	98.13%	99.07%	98.18%	98.49%	95.88%
\$350,001 - \$525,000	100	14.33%	98.70%	97.84%	98.69%	99.04%	97.25%
\$525,001 and up	69	9.89%	100.75%	100.00%	101.68%	100.82%	99.75%
Average Sold/List Ratio		97.80%		96.24%	97.72%	98.68%	96.82%
Total Closed Units	698	100%	97.80%	82	379	195	42
Total Closed Volume	196,906,902			11.09M	90.00M	74.65M	21.17M

January 2023



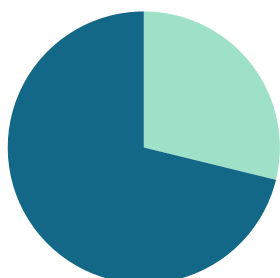
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Feb 13, 2023 for MLS Technology Inc.

INVENTORY

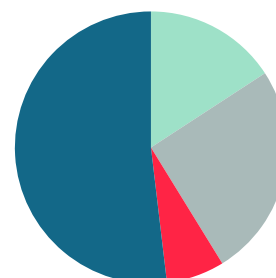


Inventory
 New Listings
1,198 = 28.82%
 Start Inventory
2,959
 Total Inventory Units
4,157
 Volume
\$1,554,376,494

Market Activity

Closed Sales
698 = 15.81%
 Pending Sales
1,122 = 25.41%
 Other Off Market
305 = 6.91%
 Active Inventory
2,291 = 51.88%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,129	698	-38.18%	1,129	698	-38.18%
Pending Sales	1,333	1,122	-15.83%	1,333	1,122	-15.83%
New Listings	1,358	1,198	-11.78%	1,358	1,198	-11.78%
Average List Price	263,730	287,510	9.02%	263,730	287,510	9.02%
Average Sale Price	260,834	282,102	8.15%	260,834	282,102	8.15%
Average Percent of Selling Price to List Price	99.06%	97.76%	-1.31%	99.06%	97.76%	-1.31%
Average Days on Market to Sale	21.86	35.65	63.09%	21.86	35.65	63.09%
Monthly Inventory	3,105	2,291	-26.22%	3,105	2,291	-26.22%
Months Supply of Inventory	2.08	1.85	-10.83%	2.08	1.85	-10.83%

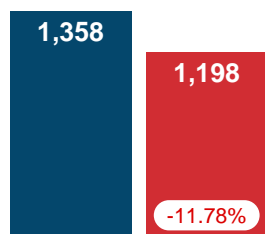
Absorption: Last 12 months, an Average of **1,236** Sales/Month

Inventory on January 31, 2023 = **2,291** 2022 2023

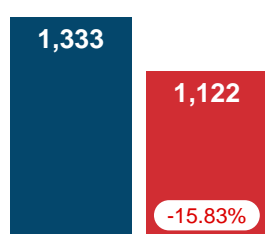
JANUARY MARKET

AVERAGE PRICES

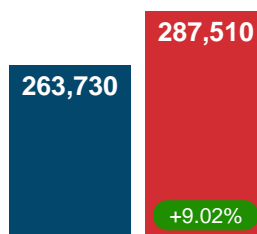
New Listings



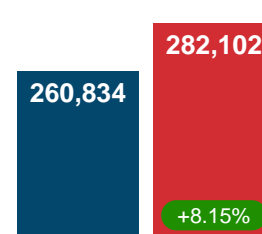
Pending Listings



List Price



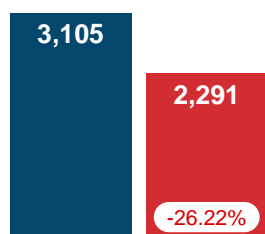
Sale Price



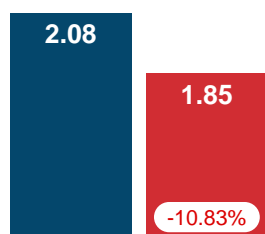
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

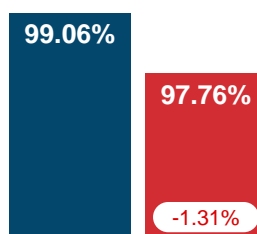
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

