

January 2023



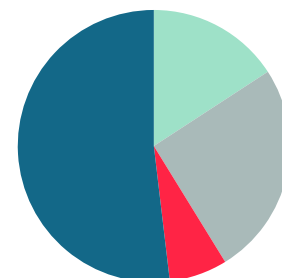
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	225,000	239,770	6.56%
Median Sale Price	225,000	235,625	4.72%
Median Percent of Selling Price to List Price	100.00%	98.97%	-1.03%
Median Days on Market to Sale	8.00	20.00	150.00%
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.

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 **4.72%** in January 2023 to \$235,625 versus the previous year at \$225,000.

Median Days on Market Lengthens

The median number of **20.00** days that homes spent on the market before selling increased by 12.00 days or **150.00%** in January 2023 compared to last year's same month at **8.00** DOM.

Sales Success for January 2023 is Positive

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

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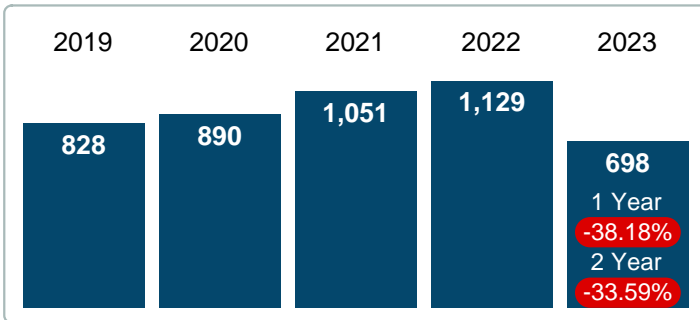
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



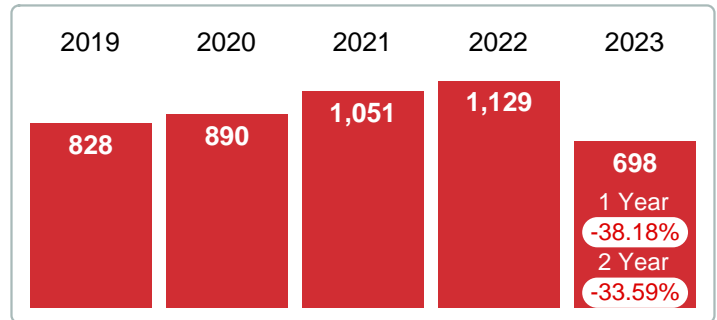
CLOSED LISTINGS

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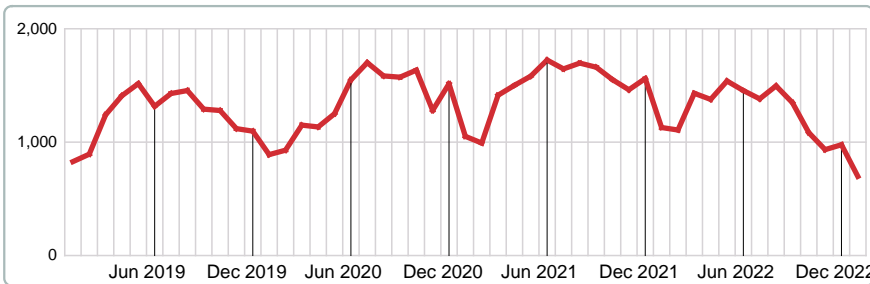
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

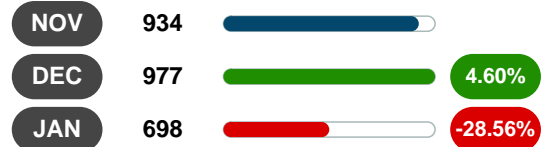


3 MONTHS

5 year JAN AVG = 919

High Jun 2021 1,724 Low Jan 2023 698

Closed Listings this month at 698 below the 5 yr JAN average of 919



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	38	5.44%	28.5	21	13	4	0
\$75,001 - \$150,000	118	16.91%	14.0	36	67	11	4
\$150,001 - \$175,000	53	7.59%	20.0	10	33	9	1
\$175,001 - \$250,000	184	26.36%	20.5	7	143	32	2
\$250,001 - \$350,000	136	19.48%	28.0	4	75	46	11
\$350,001 - \$525,000	100	14.33%	23.0	3	35	52	10
\$525,001 and up	69	9.89%	6.0	1	13	41	14
Total Closed Units	698			82	379	195	42
Total Closed Volume	196,906,902	100%	20.0	11.09M	90.00M	74.65M	21.17M
Median Closed Price	\$235,625			\$113,500	\$215,000	\$340,000	\$403,395

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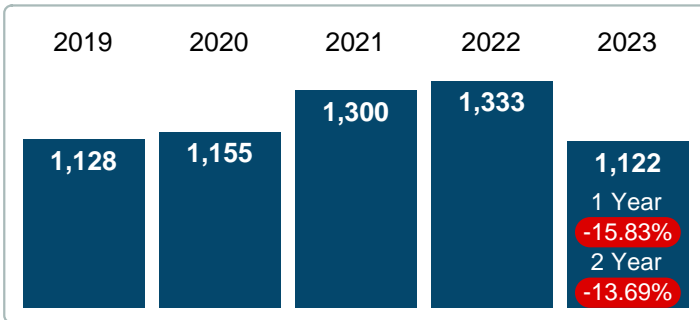
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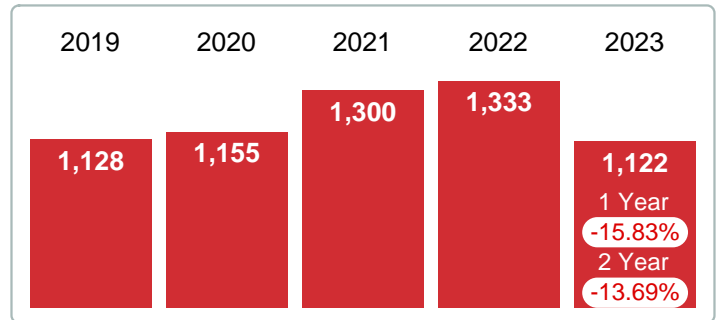
PENDING LISTINGS

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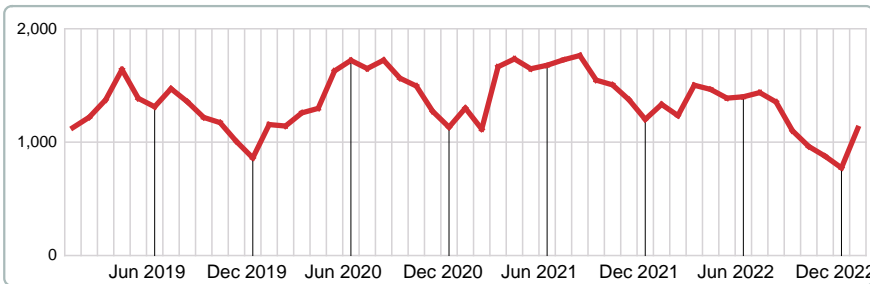
JANUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	109	9.71%	17.0	62	39	7	1
\$100,001 - \$150,000	138	12.30%	20.5	47	69	20	2
\$150,001 - \$200,000	170	15.15%	11.5	20	133	16	1
\$200,001 - \$275,000	230	20.50%	21.5	8	162	56	4
\$275,001 - \$375,000	225	20.05%	29.0	11	98	99	17
\$375,001 - \$500,000	136	12.12%	43.5	4	41	77	14
\$500,001 and up	114	10.16%	35.0	3	24	66	21
Total Pending Units	1,122			155	566	341	60
Total Pending Volume	341,788,937	100%	23.0	23.72M	149.69M	132.48M	35.90M
Median Listing Price	\$245,000			\$119,900	\$220,000	\$340,490	\$427,345

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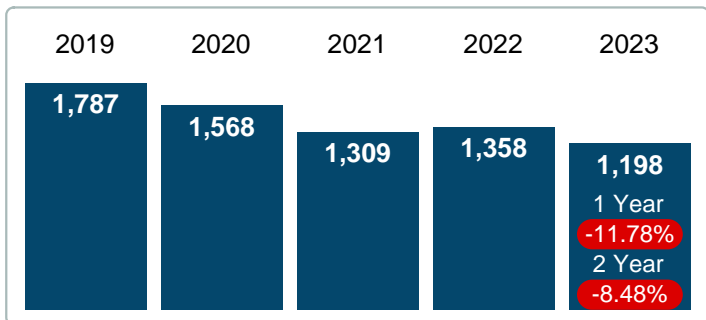
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



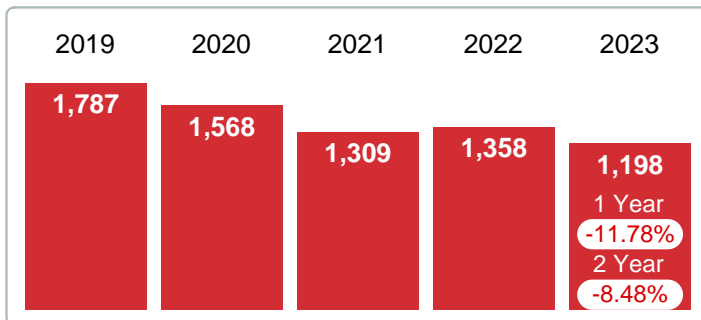
NEW LISTINGS

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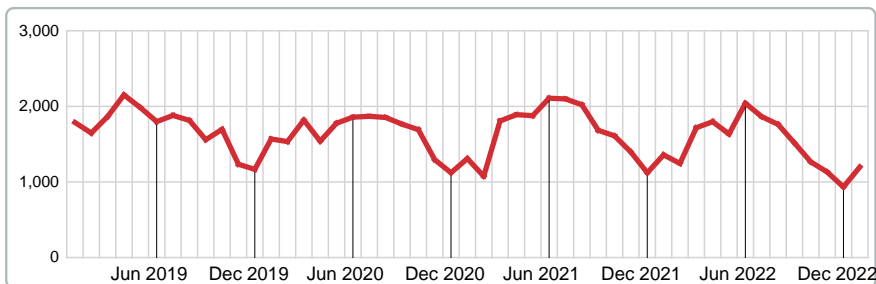
JANUARY



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
Median New Listed Listing Price	\$278,500		\$134,900	\$230,000	\$375,000	\$530,000

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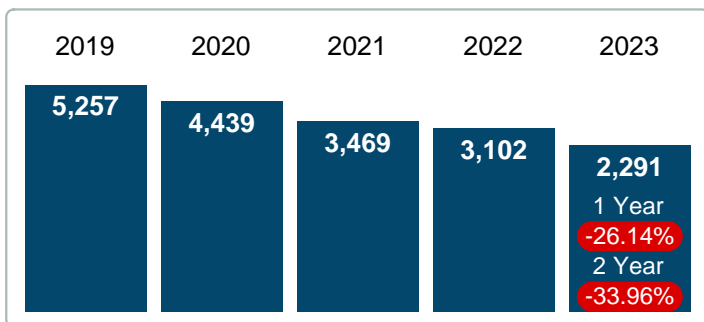
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



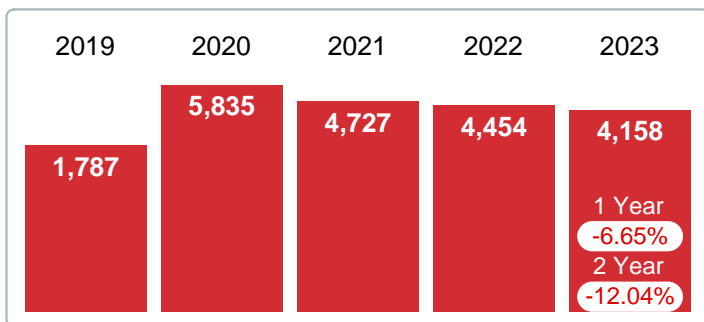
ACTIVE INVENTORY

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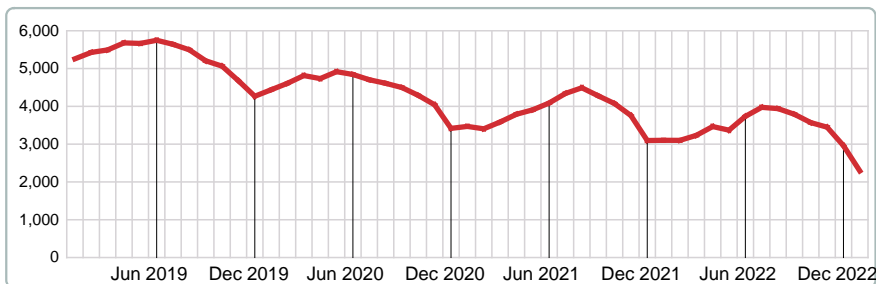
END OF JANUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	220	9.60%	54.0	107	97	9	7
\$125,001 - \$200,000	277	12.09%	47.0	50	185	34	8
\$200,001 - \$275,000	309	13.49%	56.0	26	206	72	5
\$275,001 - \$425,000	616	26.89%	59.5	30	300	252	34
\$425,001 - \$525,000	331	14.45%	85.0	10	115	176	30
\$525,001 - \$650,000	309	13.49%	82.0	5	60	189	55
\$650,001 and up	229	10.00%	91.0	6	50	102	71
Total Active Inventory by Units		2,291		234	1,013	834	210
Total Active Inventory by Volume		970,254,359	100%	51.71M	339.15M	415.14M	164.25M
Median Active Inventory Listing Price		\$350,000		\$135,000	\$285,000	\$469,450	\$550,000

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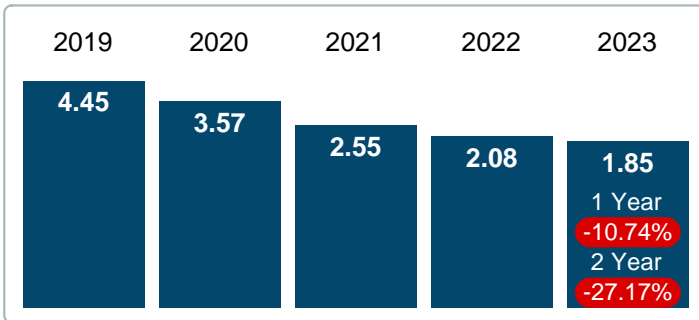
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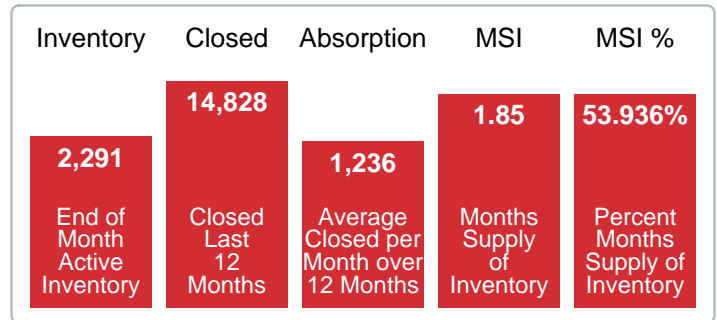
MONTHS SUPPLY of INVENTORY (MSI)

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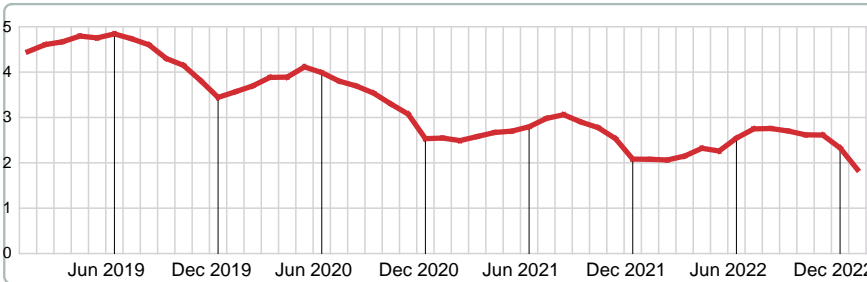
MSI FOR JANUARY



INDICATORS FOR JANUARY 2023

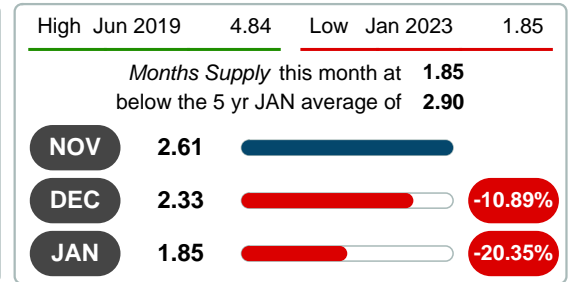


5 YEAR MARKET ACTIVITY TRENDS



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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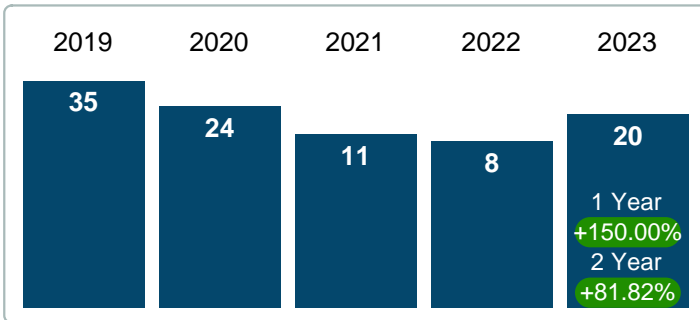
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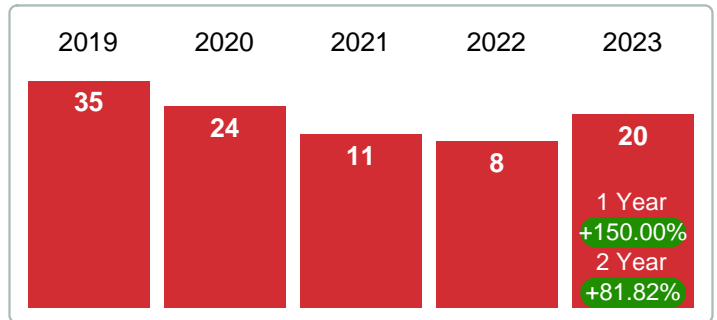
MEDIAN DAYS ON MARKET TO SALE

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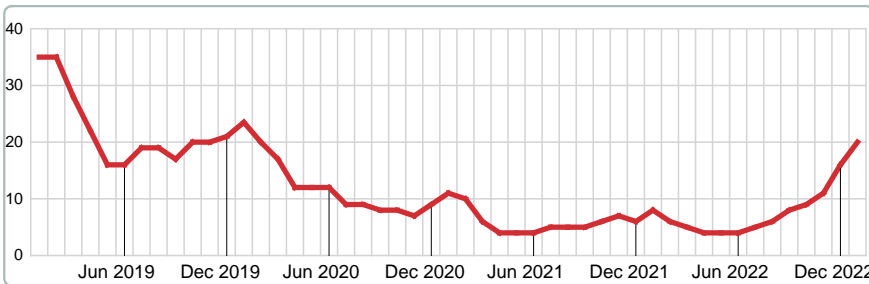
JANUARY



YEAR TO DATE (YTD)

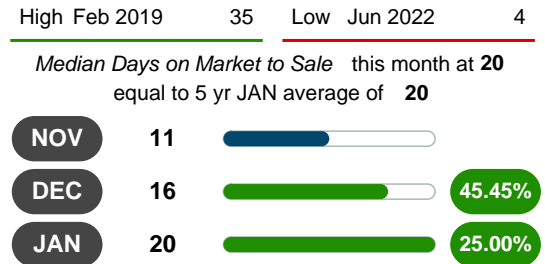


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 20



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
\$75,000 and less	5.44%	29	37	30	17	0
\$75,001 - \$150,000	16.91%	14	11	14	14	102
\$150,001 - \$175,000	7.59%	20	7	20	30	65
\$175,001 - \$250,000	26.36%	21	4	18	37	75
\$250,001 - \$350,000	19.48%	28	5	24	33	74
\$350,001 - \$525,000	14.33%	23	1	12	34	35
\$525,001 and up	9.89%	6	1	6	6	15
Median Closed DOM		20	11	17	28	55
Total Closed Units	100%	698	82	379	195	42
Total Closed Volume		196,906,902	11.09M	90.00M	74.65M	21.17M

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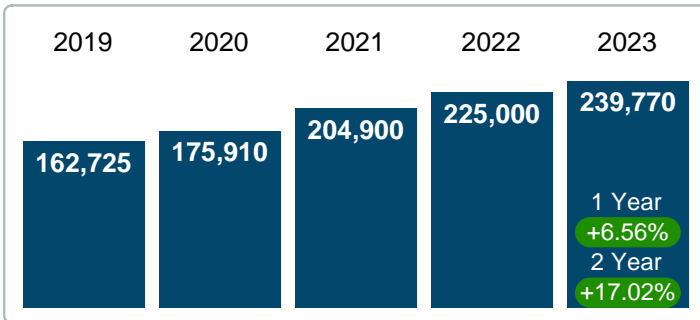
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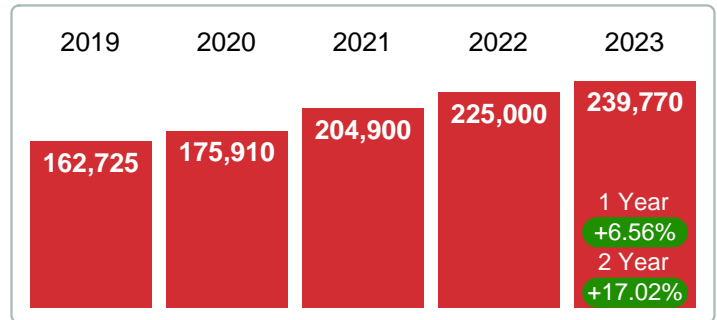
MEDIAN LIST PRICE AT CLOSING

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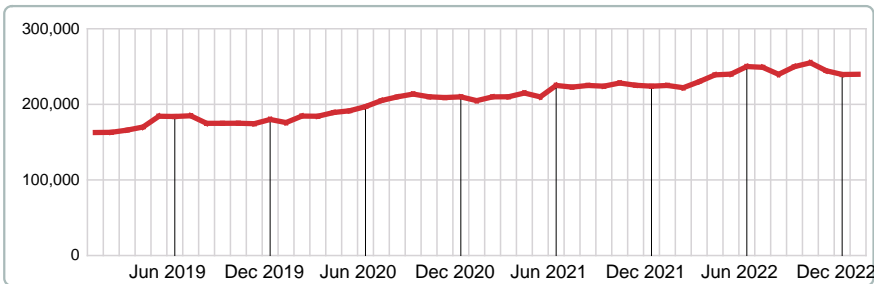
JANUARY



YEAR TO DATE (YTD)

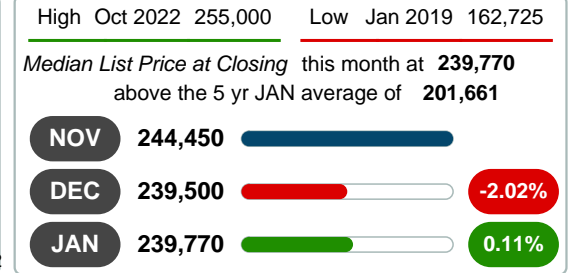


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 201,661



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
\$75,000 and less	33	4.73%	59,975	59,488	54,500	62,900	0
\$75,001 - \$150,000	115	16.48%	119,900	112,500	124,950	115,000	137,750
\$150,001 - \$175,000	57	8.17%	165,000	157,500	165,000	170,000	0
\$175,001 - \$250,000	178	25.50%	215,000	205,000	215,000	220,000	217,500
\$250,001 - \$350,000	139	19.91%	286,999	284,950	280,413	295,000	307,000
\$350,001 - \$525,000	106	15.19%	424,800	437,300	418,975	425,000	424,800
\$525,001 and up	70	10.03%	616,520	600,400	550,000	624,248	663,803
Median List Price			239,770	119,950	220,000	344,990	417,350
Total Closed Units		100%	239,770	82	379	195	42
Total Closed Volume			200,682,088	11.46M	91.85M	75.45M	21.93M

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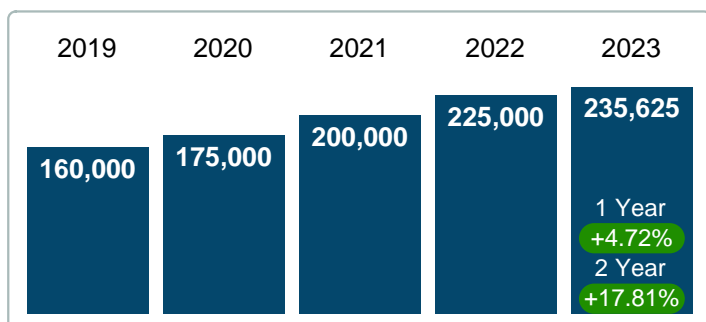
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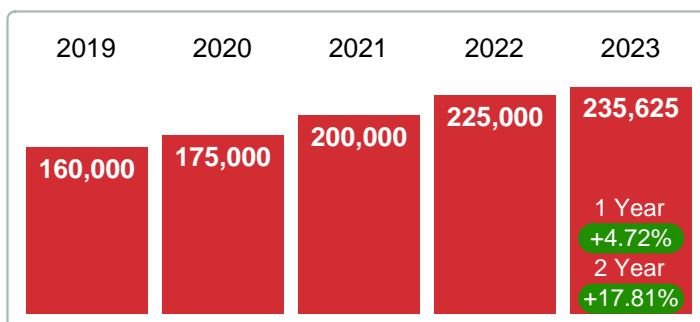
MEDIAN SOLD PRICE AT CLOSING

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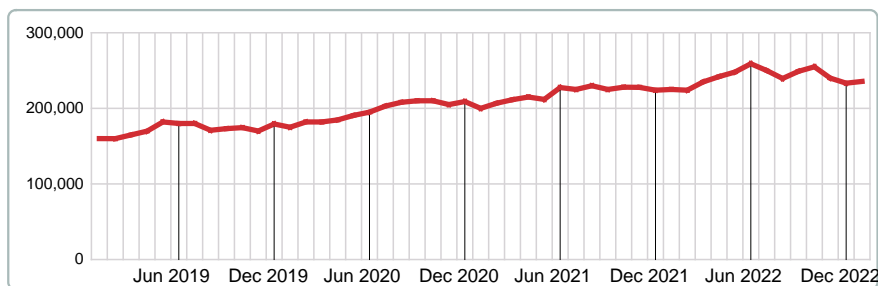
JANUARY



YEAR TO DATE (YTD)

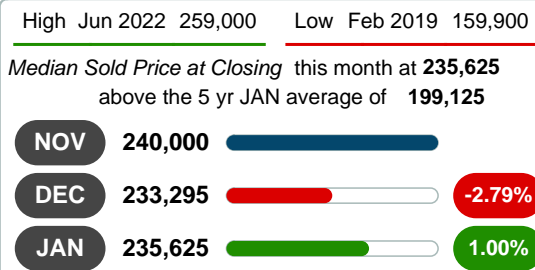


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 199,125



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
\$75,000 and less	38	5.44%	55,000	55,000	55,000	60,498	0
\$75,001 - \$150,000	118	16.91%	118,042	110,000	125,000	111,500	118,500
\$150,001 - \$175,000	53	7.59%	165,000	159,950	165,000	162,000	167,500
\$175,001 - \$250,000	184	26.36%	214,150	205,000	210,000	227,000	247,500
\$250,001 - \$350,000	136	19.48%	289,450	266,100	280,826	295,000	315,000
\$350,001 - \$525,000	100	14.33%	422,750	437,300	418,000	422,750	422,450
\$525,001 and up	69	9.89%	635,000	600,400	562,234	635,000	716,894
Median Sold Price			235,625	113,500	215,000	340,000	403,395
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



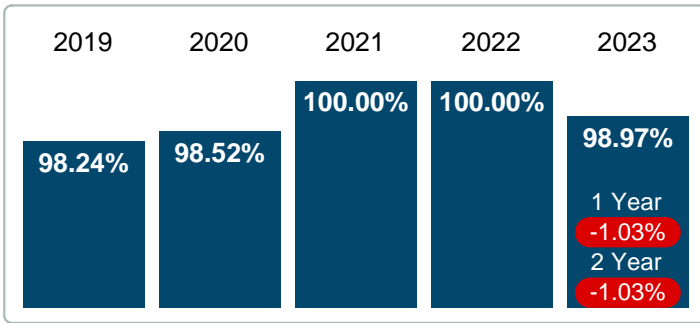
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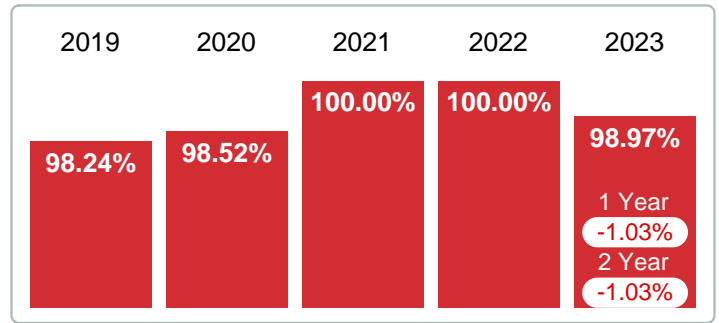
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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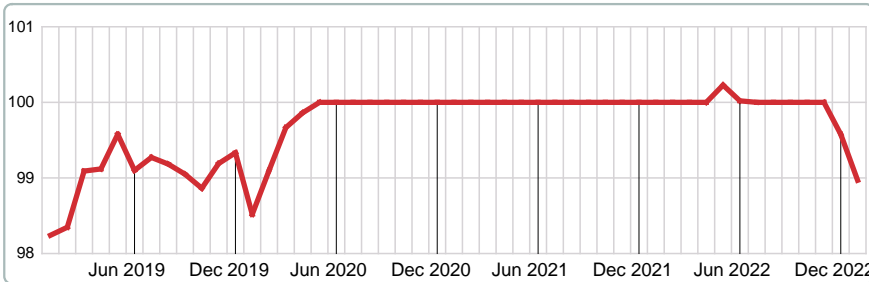
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

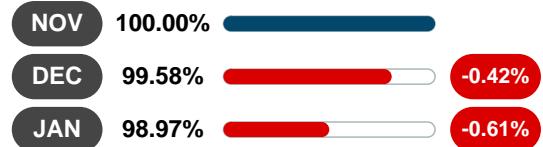


3 MONTHS

5 year JAN AVG = 99.15%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **98.97%** equal to 5 yr JAN average of **99.15%**



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
\$75,000 and less	38	5.44%	93.63%	92.21%	95.41%	98.57%	0.00%
\$75,001 - \$150,000	118	16.91%	96.60%	96.65%	97.41%	95.45%	88.08%
\$150,001 - \$175,000	53	7.59%	100.00%	100.00%	99.14%	92.65%	90.54%
\$175,001 - \$250,000	184	26.36%	100.00%	100.00%	100.00%	99.33%	96.17%
\$250,001 - \$350,000	136	19.48%	98.79%	95.63%	99.02%	99.54%	98.11%
\$350,001 - \$525,000	100	14.33%	99.45%	100.00%	99.05%	99.54%	100.00%
\$525,001 and up	69	9.89%	99.89%	100.00%	99.89%	100.00%	98.29%
Median Sold/List Ratio		98.97%		97.16%	99.12%	99.43%	98.16%
Total Closed Units		698	100%	82	379	195	42
Total Closed Volume		196,906,902		11.09M	90.00M	74.65M	21.17M

January 2023



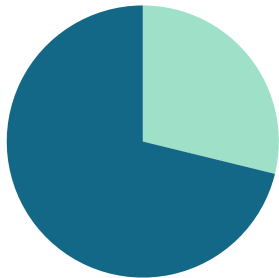
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

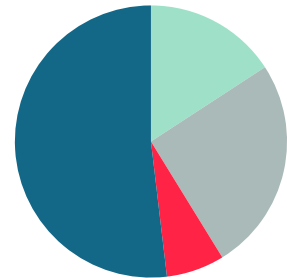


Inventory
 New Listings
1,198 = 28.82%
 Start Inventory
2,959
 Total Inventory Units
4,157
 Volume
\$1,554,376,494

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%
Median List Price	225,000	239,770	6.56%	225,000	239,770	6.56%
Median Sale Price	225,000	235,625	4.72%	225,000	235,625	4.72%
Median Percent of Selling Price to List Price	100.00%	98.97%	-1.03%	100.00%	98.97%	-1.03%
Median Days on Market to Sale	8.00	20.00	150.00%	8.00	20.00	150.00%
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

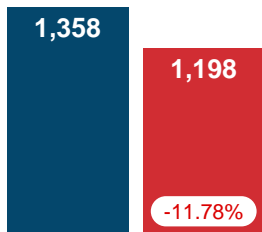
Inventory on January 31, 2023 = **2,291**

2022 **2023**

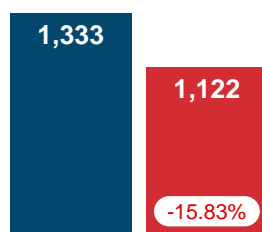
JANUARY MARKET

MEDIAN PRICES

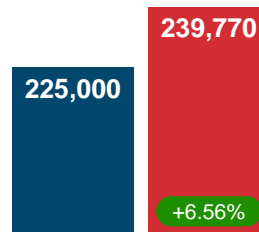
New Listings



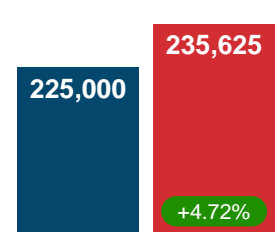
Pending Listings



List Price



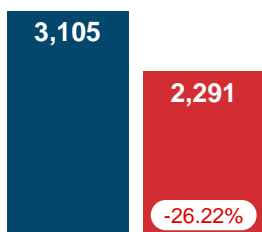
Sale Price



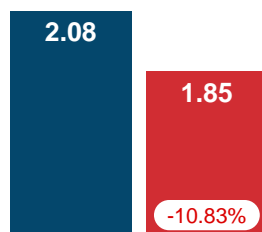
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

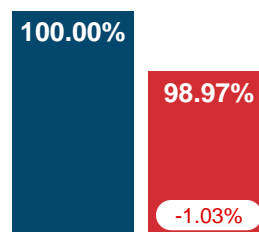
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

