

## February 2023



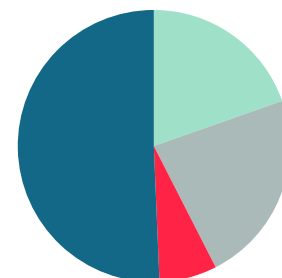
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	February 2023	+/-%
Closed Listings	1,107	888	-19.78%
Pending Listings	1,234	1,035	-16.13%
New Listings	1,245	1,166	-6.35%
Median List Price	222,000	243,285	9.59%
Median Sale Price	224,000	240,000	7.14%
Median Percent of Selling Price to List Price	100.00%	99.08%	-0.92%
Median Days on Market to Sale	6.00	15.00	150.00%
End of Month Inventory	3,108	2,293	-26.22%
Months Supply of Inventory	2.07	1.88	-8.94%



■ Closed (19.62%)  
■ Pending (22.87%)  
■ Other OffMarket (6.85%)  
■ Active (50.66%)

**Absorption:** Last 12 months, an Average of **1,218** Sales/Month  
**Active Inventory** as of February 28, 2023 = **2,293**

#### Analysis Wrap-Up

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

The total housing inventory at the end of February 2023 decreased **26.22%** to 2,293 existing homes available for sale. Over the last 12 months this area has had an average of 1,218 closed sales per month. This represents an unsold inventory index of **1.88** 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 **7.14%** in February 2023 to \$240,000 versus the previous year at \$224,000.

##### Median Days on Market Lengthens

The median number of **15.00** days that homes spent on the market before selling increased by 9.00 days or **150.00%** in February 2023 compared to last year's same month at **6.00** DOM.

##### Sales Success for February 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 1,166 New Listings in February 2023, down **6.35%** from last year at 1,245. Furthermore, there were 888 Closed Listings this month versus last year at 1,107, a **-19.78%** decrease.

Closed versus Listed trends yielded a **76.2%** ratio, down from previous year's, February 2022, at **88.9%**, a **14.35%** 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

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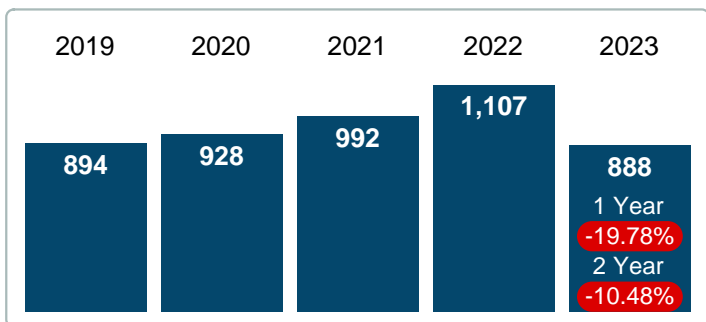
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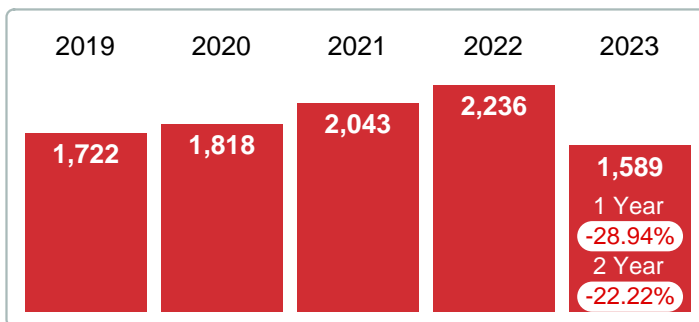
## CLOSED LISTINGS

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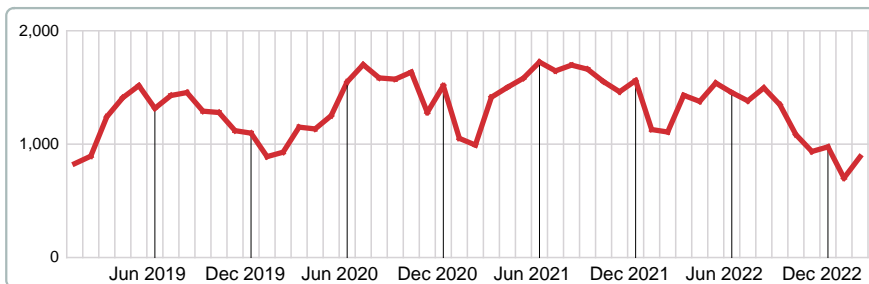
### FEBRUARY



### YEAR TO DATE (YTD)

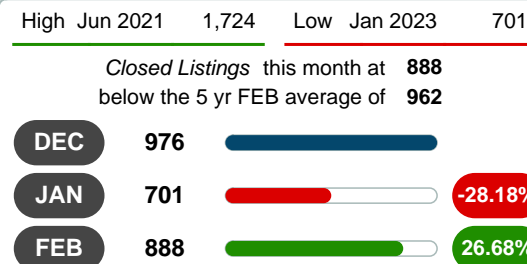


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 962



### 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	59	6.64%	20.0	38	17	2	2
\$75,001 - \$150,000	151	17.00%	8.0	56	84	9	2
\$150,001 - \$175,000	50	5.63%	6.0	11	34	5	0
\$175,001 - \$275,000	268	30.18%	13.5	9	206	50	3
\$275,001 - \$350,000	152	17.12%	18.0	5	80	57	10
\$350,001 - \$475,000	103	11.60%	41.0	2	34	59	8
\$475,001 and up	105	11.82%	20.0	2	26	57	20
<b>Total Closed Units</b>	<b>888</b>			<b>123</b>	<b>481</b>	<b>239</b>	<b>45</b>
<b>Total Closed Volume</b>	<b>250,148,307</b>	<b>100%</b>	<b>15.0</b>	<b>15.56M</b>	<b>115.54M</b>	<b>95.35M</b>	<b>23.70M</b>
<b>Median Closed Price</b>	<b>\$240,000</b>			<b>\$112,500</b>	<b>\$220,000</b>	<b>\$345,000</b>	<b>\$470,740</b>

# February 2023



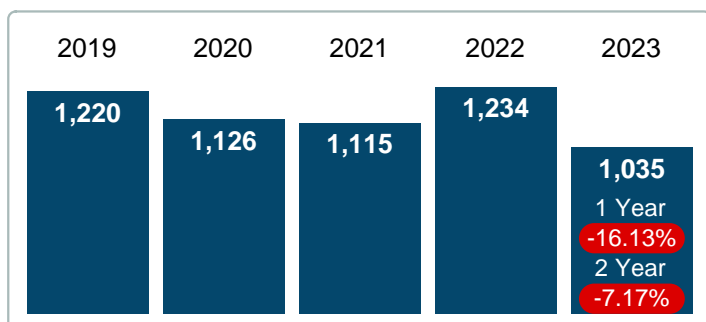
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



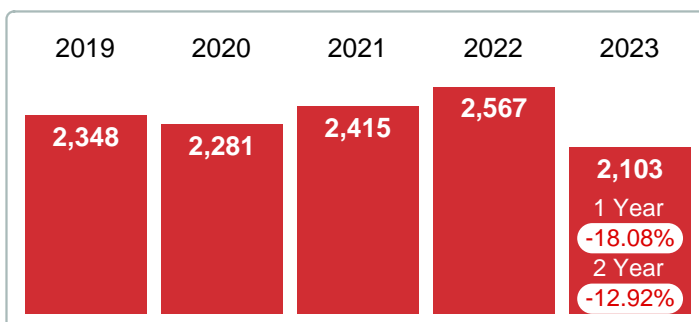
## PENDING LISTINGS

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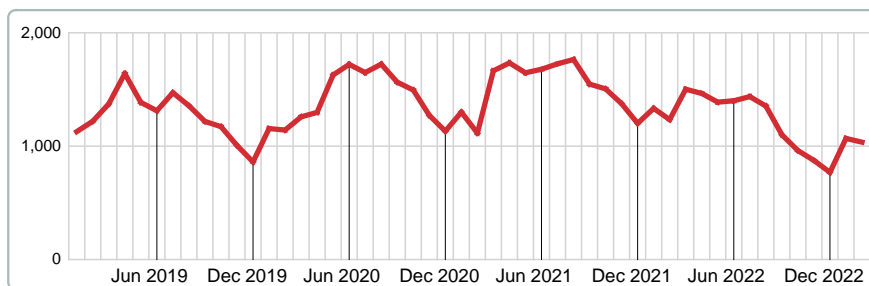
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

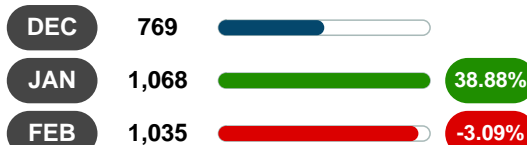


### 3 MONTHS

5 year FEB AVG = 1,146

High Aug 2021 1,764 Low Dec 2022 769

Pending Listings this month at 1,035 below the 5 yr FEB average of 1,146



### 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	91	8.79%	12.0	44	42	5	0
\$100,001 - \$150,000	96	9.28%	9.0	26	60	8	2
\$150,001 - \$200,000	164	15.85%	8.0	18	132	13	1
\$200,001 - \$275,000	222	21.45%	14.0	15	157	49	1
\$275,001 - \$375,000	203	19.61%	15.0	5	109	82	7
\$375,001 - \$525,000	151	14.59%	21.0	10	51	74	16
\$525,001 and up	108	10.43%	30.5	1	20	65	22
<b>Total Pending Units</b>	<b>1,035</b>			<b>119</b>	<b>571</b>	<b>296</b>	<b>49</b>
<b>Total Pending Volume</b>	<b>315,341,733</b>	<b>100%</b>	<b>13.0</b>	<b>20.29M</b>	<b>143.63M</b>	<b>124.16M</b>	<b>27.25M</b>
<b>Median Listing Price</b>	<b>\$255,000</b>			<b>\$130,000</b>	<b>\$225,000</b>	<b>\$364,600</b>	<b>\$505,000</b>

# February 2023



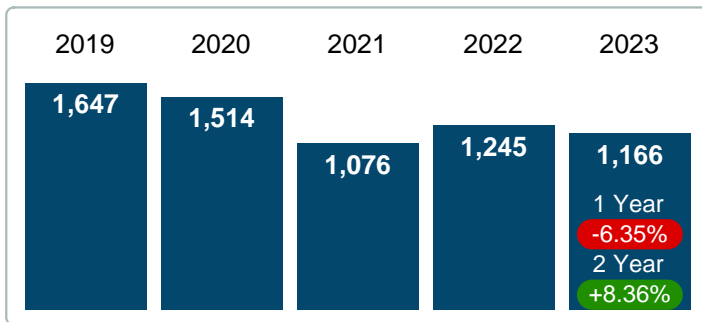
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



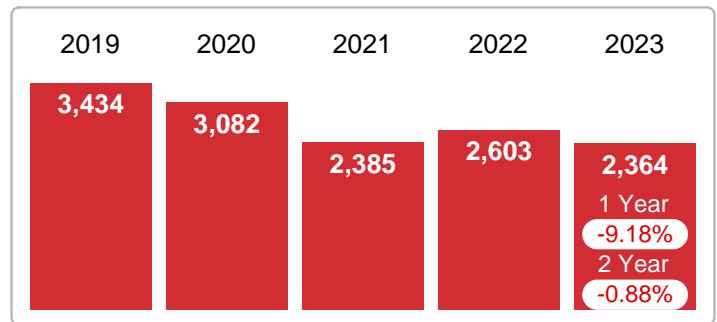
## NEW LISTINGS

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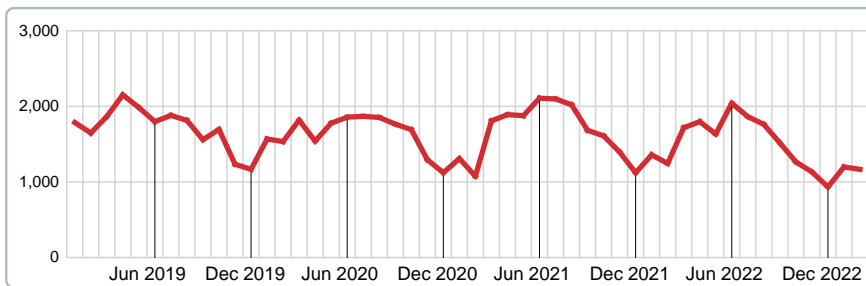
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 1,330

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at **1,166**  
below the 5 yr FEB average of **1,330**



### 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	95	8.15%	52	39	2	2
\$100,001 - \$150,000	115	9.86%	32	72	10	1
\$150,001 - \$225,000	208	17.84%	17	169	22	0
\$225,001 - \$325,000	302	25.90%	9	193	93	7
\$325,001 - \$400,000	172	14.75%	4	91	73	4
\$400,001 - \$600,000	157	13.46%	4	35	96	22
\$600,001 and up	117	10.03%	3	24	58	32
<b>Total New Listed Units</b>	<b>1,166</b>		<b>121</b>	<b>623</b>	<b>354</b>	<b>68</b>
<b>Total New Listed Volume</b>	<b>395,490,637</b>	<b>100%</b>	<b>19.94M</b>	<b>168.88M</b>	<b>158.11M</b>	<b>48.56M</b>
<b>Median New Listed Listing Price</b>	<b>\$284,990</b>		<b>\$116,000</b>	<b>\$242,570</b>	<b>\$375,000</b>	<b>\$599,000</b>

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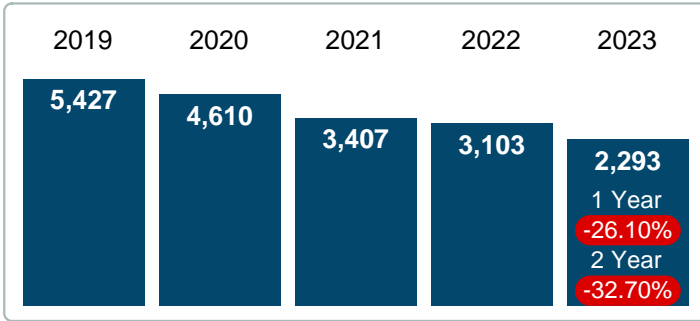
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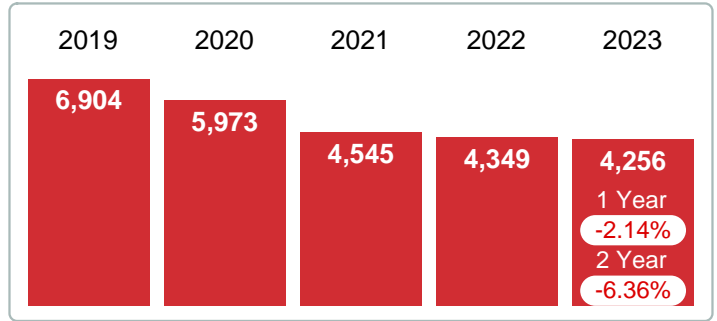
## ACTIVE INVENTORY

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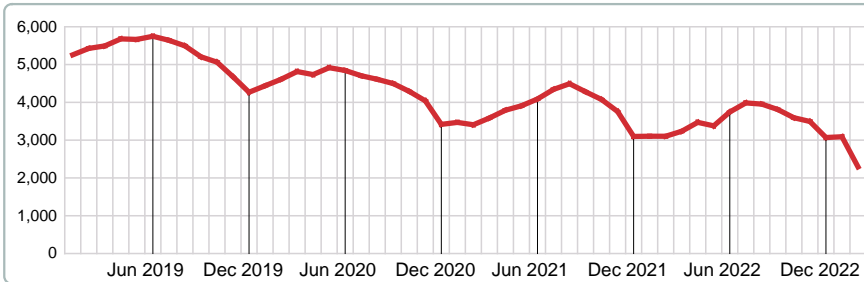
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY



### 5 YEAR MARKET ACTIVITY TRENDS

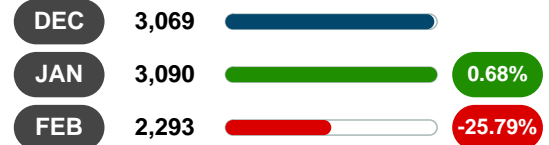


### 3 MONTHS

5 year FEB AVG = 3,768

High Jun 2019 5,748 Low Feb 2023 2,293

Inventory this month at 2,293 below the 5 yr FEB average of 3,768



### 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	222	9.68%	46.0	119	87	10	6
\$125,001 - \$200,000	268	11.69%	38.5	43	179	40	6
\$200,001 - \$275,000	309	13.48%	39.0	24	210	69	6
\$275,001 - \$425,000	609	26.56%	42.0	28	294	250	37
\$425,001 - \$525,000	322	14.04%	78.0	7	107	180	28
\$525,001 - \$675,000	328	14.30%	81.0	7	69	192	60
\$675,001 and up	235	10.25%	70.0	8	53	104	70
<b>Total Active Inventory by Units</b>	<b>2,293</b>			<b>236</b>	<b>999</b>	<b>845</b>	<b>213</b>
<b>Total Active Inventory by Volume</b>	<b>989,395,922</b>	<b>100%</b>	<b>50.0</b>	<b>52.94M</b>	<b>340.69M</b>	<b>423.11M</b>	<b>172.65M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$355,000</b>			<b>\$125,000</b>	<b>\$285,000</b>	<b>\$469,900</b>	<b>\$564,900</b>

# February 2023



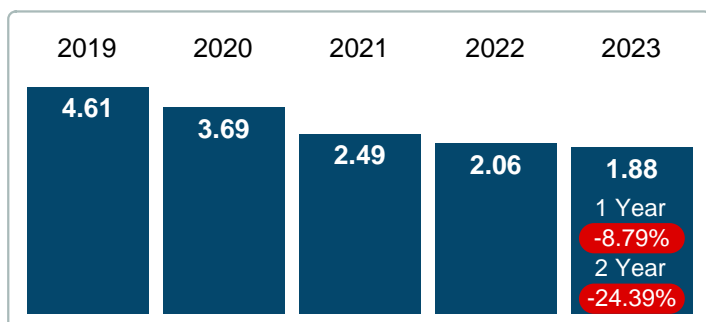
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



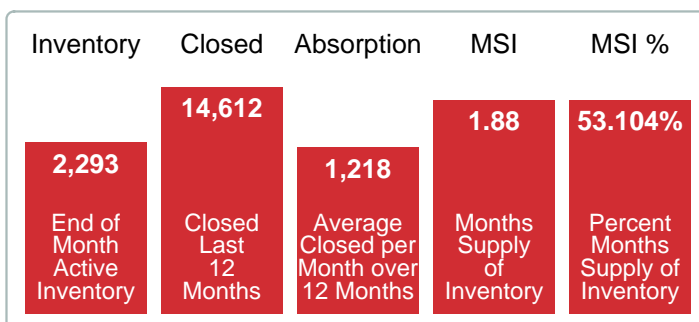
## MONTHS SUPPLY of INVENTORY (MSI)

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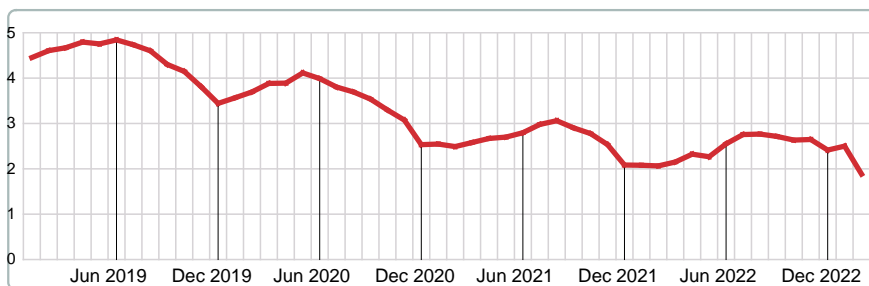
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2023

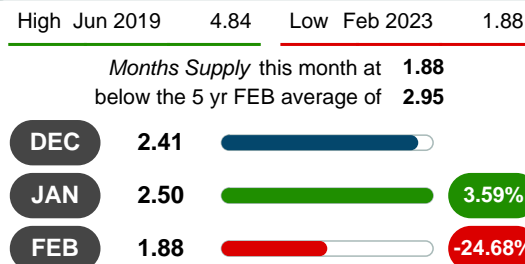


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 2.95



### 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	222	9.68%	1.39	1.57	1.17	1.20	5.54
\$125,001 - \$200,000	268	11.69%	1.02	1.10	0.92	1.57	2.88
\$200,001 - \$275,000	309	13.48%	1.03	1.45	0.97	1.09	1.53
\$275,001 - \$425,000	609	26.56%	2.04	2.80	2.11	1.87	2.39
\$425,001 - \$525,000	322	14.04%	3.58	4.20	3.91	3.53	2.82
\$525,001 - \$675,000	328	14.30%	5.41	9.33	6.47	5.13	5.11
\$675,001 and up	235	10.25%	5.20	16.00	8.71	4.41	4.67
Market Supply of Inventory (MSI)			1.88	1.63	1.49	2.46	3.59
Total Active Inventory by Units		100%	1.88	236	999	845	213

# February 2023



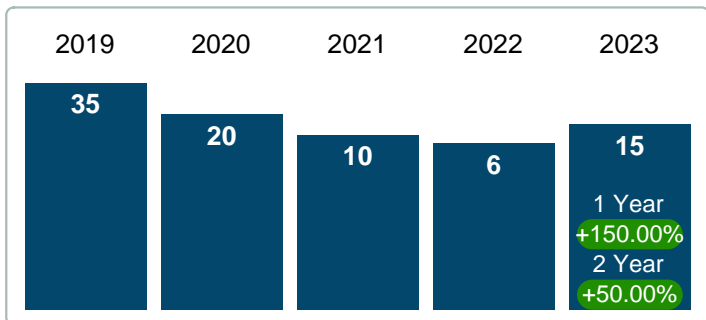
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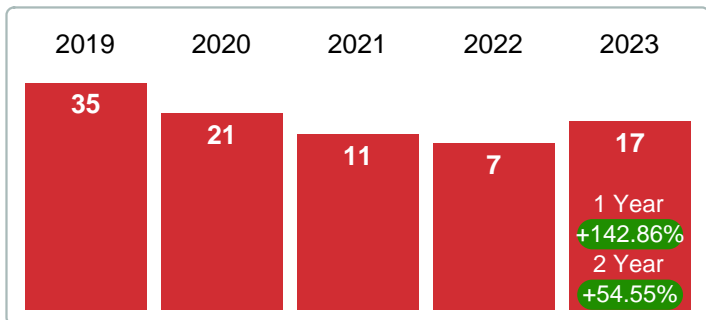
## MEDIAN DAYS ON MARKET TO SALE

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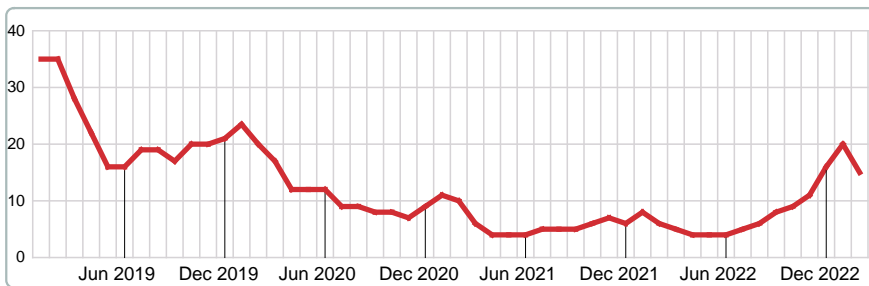
### FEBRUARY



### YEAR TO DATE (YTD)

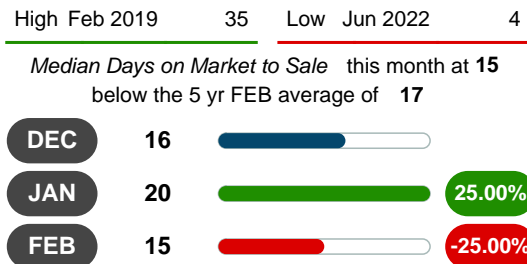


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 17



### 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	6.64%	20	16	24	15	42
\$75,001 - \$150,000	17.00%	8	6	10	22	85
\$150,001 - \$175,000	5.63%	6	7	6	7	0
\$175,001 - \$275,000	30.18%	14	13	12	31	4
\$275,001 - \$350,000	17.12%	18	63	17	20	26
\$350,001 - \$475,000	11.60%	41	44	32	49	40
\$475,001 and up	11.82%	20	7	3	29	69
Median Closed DOM		15	9	12	29	36
Total Closed Units	100%	888	123	481	239	45
Total Closed Volume		250,148,307	15.56M	115.54M	95.35M	23.70M



# February 2023



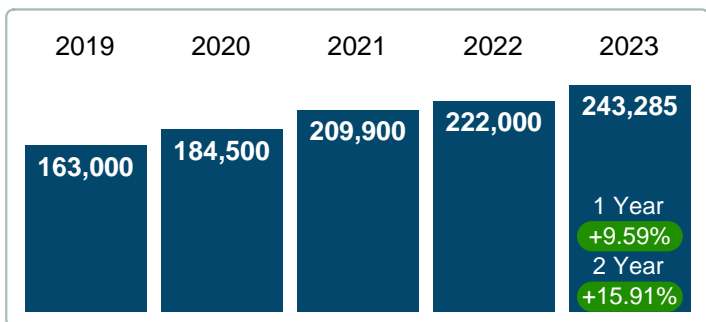
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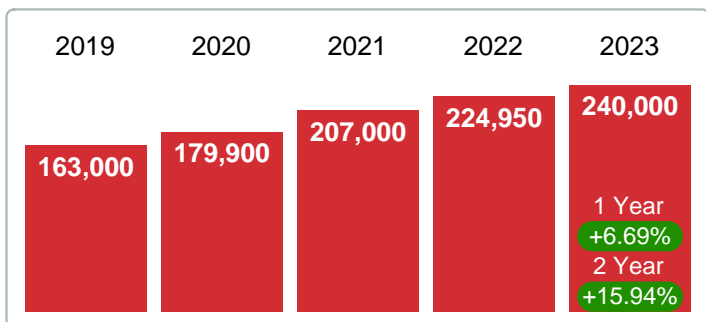
## MEDIAN LIST PRICE AT CLOSING

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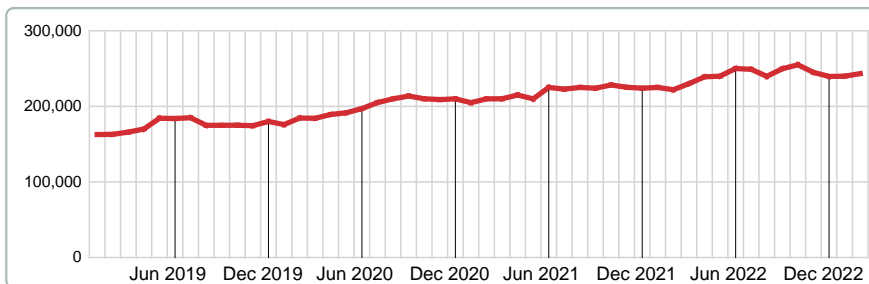
### FEBRUARY



### YEAR TO DATE (YTD)

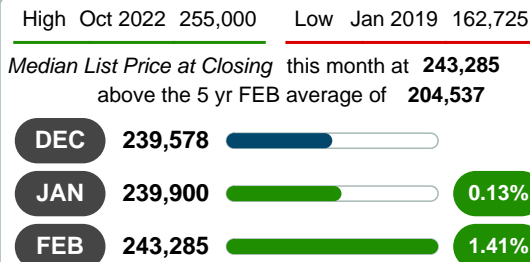


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 204,537



### 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	52	5.86%	52,450	48,500	69,000	57,450	45,000
\$75,001 - \$150,000	150	16.89%	125,000	115,925	129,900	131,450	119,900
\$150,001 - \$175,000	60	6.76%	165,000	170,000	165,000	164,000	0
\$175,001 - \$275,000	261	29.39%	225,000	198,000	223,250	240,000	215,000
\$275,001 - \$350,000	148	16.67%	310,000	329,900	309,900	311,000	314,950
\$350,001 - \$475,000	108	12.16%	399,870	407,500	397,000	399,870	432,495
\$475,001 and up	109	12.27%	549,000	510,000	516,725	549,900	621,950
Median List Price			243,285	114,950	225,000	350,000	475,000
Total Closed Units		100%	243,285	123	481	239	45
Total Closed Volume			254,442,017	16.15M	117.16M	96.36M	24.78M



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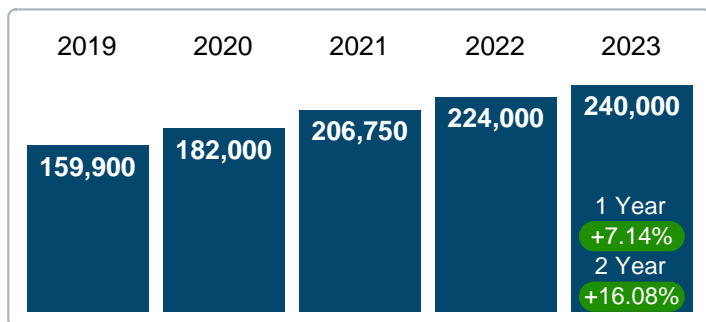
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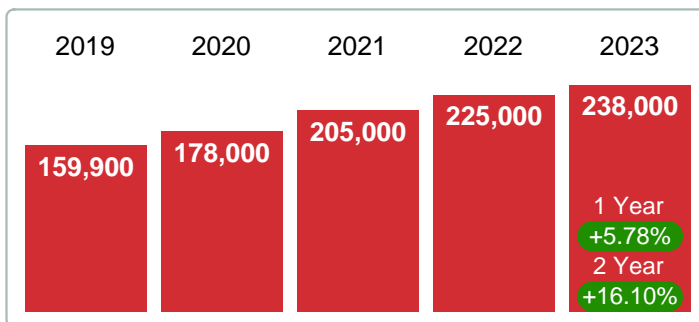
## MEDIAN SOLD PRICE AT CLOSING

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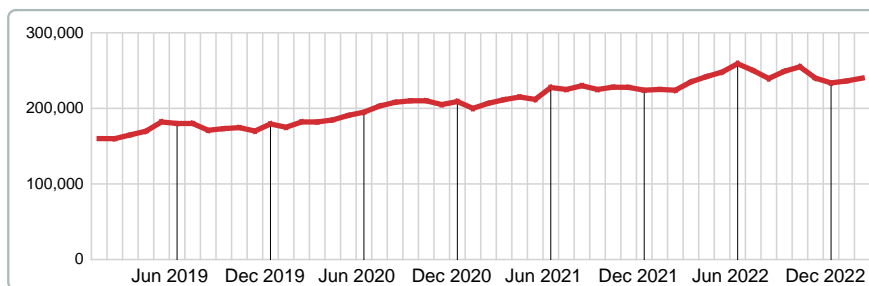
### FEBRUARY



### YEAR TO DATE (YTD)

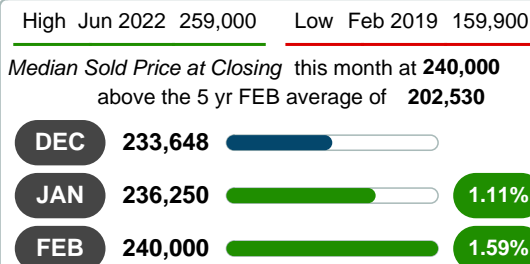


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 202,530



### 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	59	6.64%	53,303	52,300	62,000	50,950	48,868
\$75,001 - \$150,000	151	17.00%	125,000	114,500	126,950	135,000	121,250
\$150,001 - \$175,000	50	5.63%	165,000	167,000	165,000	159,900	0
\$175,001 - \$275,000	268	30.18%	225,000	195,000	219,950	239,828	225,000
\$275,001 - \$350,000	152	17.12%	309,950	325,000	304,950	311,000	299,000
\$350,001 - \$475,000	103	11.60%	405,000	435,467	390,000	405,000	452,818
\$475,001 and up	105	11.82%	556,900	541,500	522,943	560,000	653,052
Median Sold Price			240,000	112,500	220,000	345,000	470,740
Total Closed Units		100%	888	123	481	239	45
Total Closed Volume			250,148,307	15.56M	115.54M	95.35M	23.70M

# February 2023



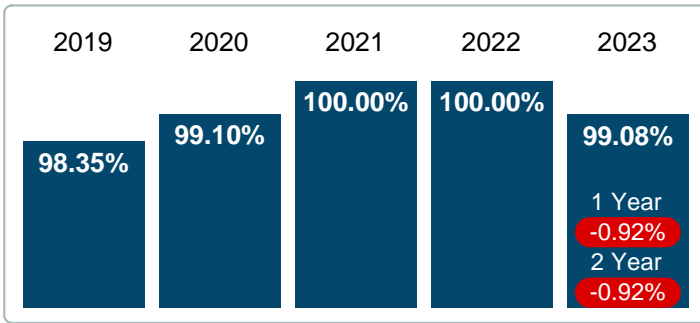
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



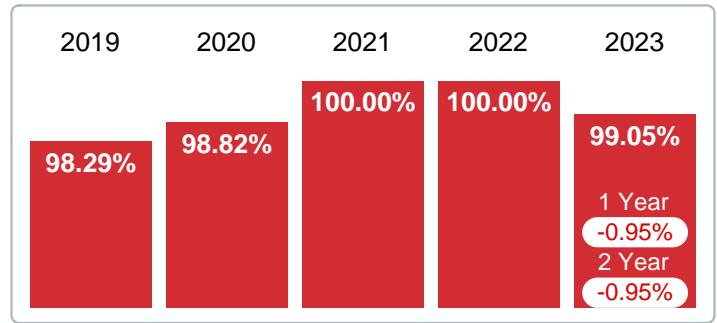
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

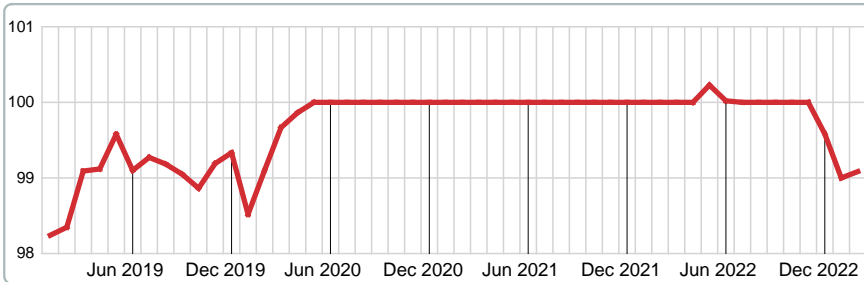
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

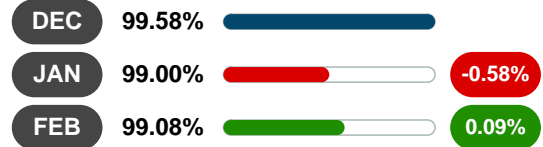


### 3 MONTHS

5 year FEB AVG = 99.31%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **99.08%** equal to 5 yr FEB average of **99.31%**



## 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	59	6.64%	91.67%	91.97%	89.17%	91.33%	82.74%
\$75,001 - \$150,000	151	17.00%	98.40%	98.57%	97.92%	100.00%	94.48%
\$150,001 - \$175,000	50	5.63%	98.00%	97.14%	98.37%	101.20%	0.00%
\$175,001 - \$275,000	268	30.18%	100.00%	100.00%	100.00%	98.64%	100.00%
\$275,001 - \$350,000	152	17.12%	100.00%	94.44%	98.63%	100.00%	98.34%
\$350,001 - \$475,000	103	11.60%	98.56%	93.63%	99.02%	97.94%	100.00%
\$475,001 and up	105	11.82%	100.00%	106.40%	100.00%	100.00%	97.19%
Median Sold/List Ratio		99.08%		96.88%	99.47%	100.00%	98.13%
Total Closed Units		888	100%	123	481	239	45
Total Closed Volume		250,148,307		15.56M	115.54M	95.35M	23.70M

# February 2023



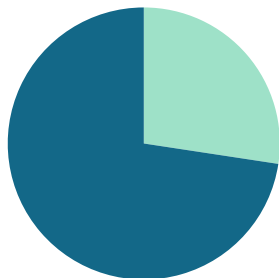
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

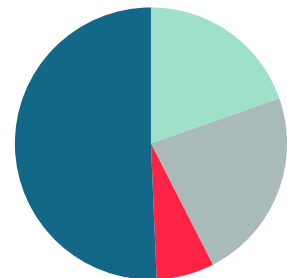


**Inventory**  
 New Listings  
**1,166 = 27.40%**  
 Start Inventory  
**3,090**  
 Total Inventory Units  
**4,256**  
 Volume  
**\$1,604,745,951**

### Market Activity

Closed Sales  
**888 = 19.62%**  
 Pending Sales  
**1,035 = 22.87%**  
 Other Off Market  
**310 = 6.85%**  
 Active Inventory  
**2,293 = 50.66%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,107	888	-19.78%	2,236	1,589	-28.94%
Pending Sales	1,234	1,035	-16.13%	2,567	2,103	-18.08%
New Listings	1,245	1,166	-6.35%	2,603	2,364	-9.18%
Median List Price	222,000	243,285	9.59%	224,950	240,000	6.69%
Median Sale Price	224,000	240,000	7.14%	225,000	238,000	5.78%
Median Percent of Selling Price to List Price	100.00%	99.08%	-0.92%	100.00%	99.05%	-0.95%
Median Days on Market to Sale	6.00	15.00	150.00%	7.00	17.00	142.86%
Monthly Inventory	3,108	2,293	-26.22%	3,108	2,293	-26.22%
Months Supply of Inventory	2.07	1.88	-8.94%	2.07	1.88	-8.94%

**Absorption:** Last 12 months, an Average of **1,218** Sales/Month

**Inventory** on February 28, 2023 = **2,293**

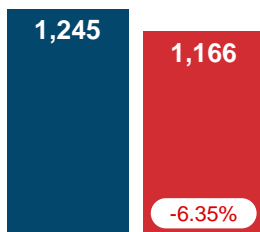
2022

2023

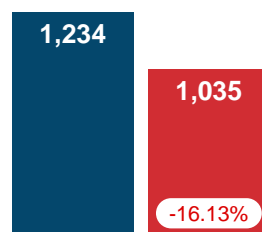
### FEBRUARY MARKET

### MEDIAN PRICES

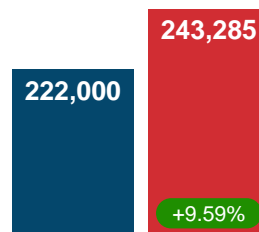
#### New Listings



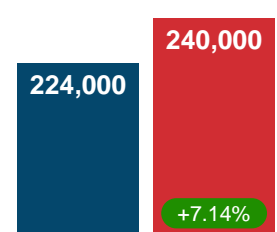
#### Pending Listings



#### List Price



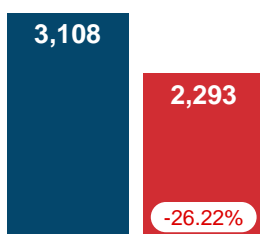
#### Sale Price



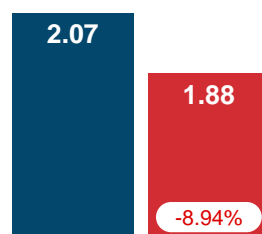
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

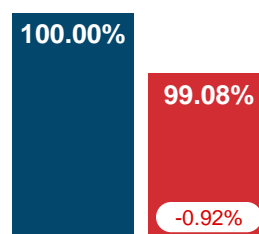
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

