

March 2023



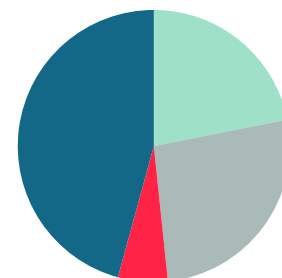
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	1,431	1,077	-24.74%
Pending Listings	1,502	1,303	-13.25%
New Listings	1,717	1,577	-8.15%
Average List Price	274,279	303,605	10.69%
Average Sale Price	275,433	299,672	8.80%
Average Percent of Selling Price to List Price	100.98%	98.96%	-2.00%
Average Days on Market to Sale	20.29	34.71	71.04%
End of Month Inventory	3,240	2,252	-30.49%
Months Supply of Inventory	2.15	1.90	-12.00%



■ Closed (21.88%)
■ Pending (26.47%)
■ Other OffMarket (5.91%)
■ Active (45.74%)

Absorption: Last 12 months, an Average of **1,188** Sales/Month
Active Inventory as of March 31, 2023 = **2,252**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2023 decreased **30.49%** to 2,252 existing homes available for sale. Over the last 12 months this area has had an average of 1,188 closed sales per month. This represents an unsold inventory index of **1.90** 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 **8.80%** in March 2023 to \$299,672 versus the previous year at \$275,433.

Average Days on Market Lengthens

The average number of **34.71** days that homes spent on the market before selling increased by 14.42 days or **71.04%** in March 2023 compared to last year's same month at **20.29** DOM.

Sales Success for March 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 1,577 New Listings in March 2023, down **8.15%** from last year at 1,717. Furthermore, there were 1,077 Closed Listings this month versus last year at 1,431, a **-24.74%** decrease.

Closed versus Listed trends yielded a **68.3%** ratio, down from previous year's, March 2022, at **83.3%**, a **18.06%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

March 2023



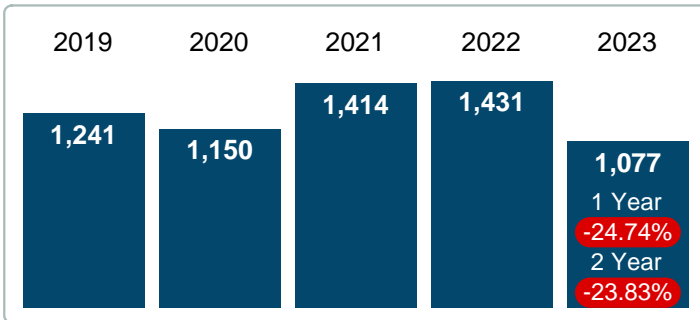
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



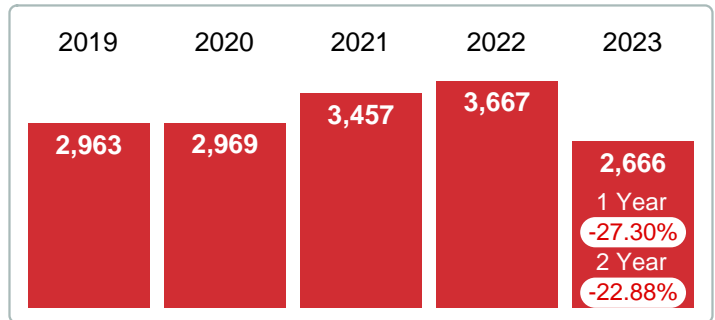
CLOSED LISTINGS

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

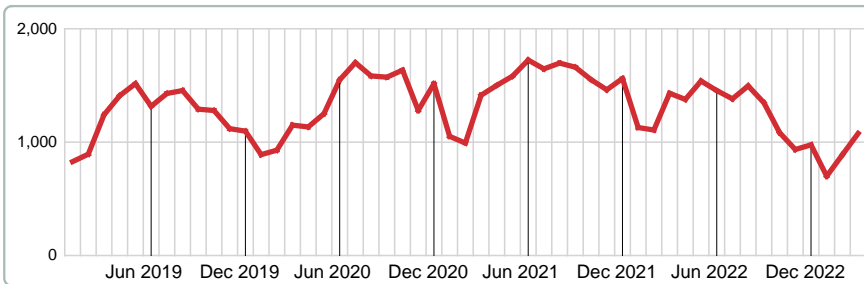
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

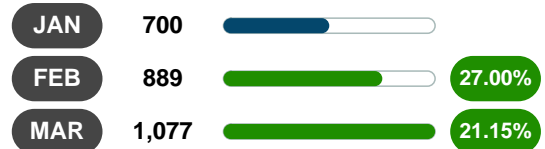


3 MONTHS

5 year MAR AVG = 1,263

High Jun 2021 1,724 Low Jan 2023 700

Closed Listings this month at 1,077 below the 5 yr MAR average of 1,263



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	91	8.45%	29.8	49	34	6	2
\$100,001 - \$150,000	113	10.49%	24.1	28	72	13	0
\$150,001 - \$200,000	155	14.39%	20.2	19	113	21	2
\$200,001 - \$300,000	323	29.99%	30.7	18	228	72	5
\$300,001 - \$375,000	137	12.72%	37.9	3	66	61	7
\$375,001 - \$500,000	136	12.63%	46.0	4	42	72	18
\$500,001 and up	122	11.33%	61.1	1	29	68	24
Total Closed Units	1,077			122	584	313	58
Total Closed Volume	322,746,647	100%	34.7	18.43M	149.58M	123.43M	31.31M
Average Closed Price	\$299,672			\$151,046	\$256,129	\$394,357	\$539,757

March 2023



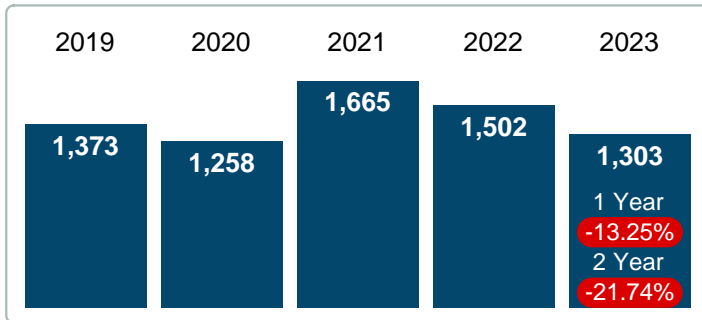
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



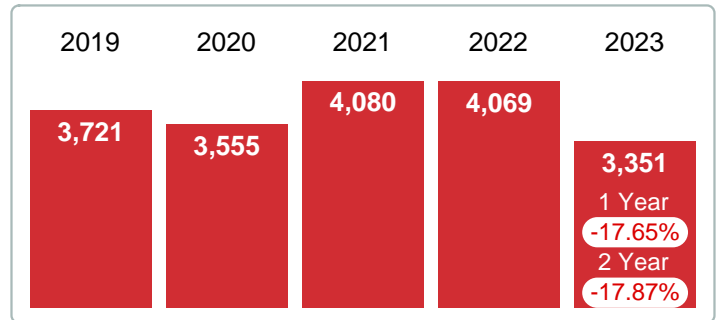
PENDING LISTINGS

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

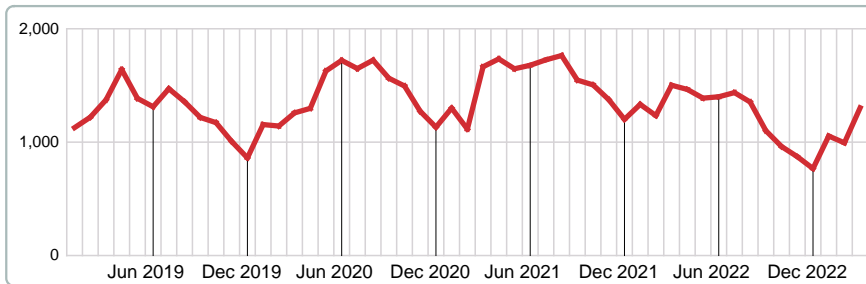
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,420

High Aug 2021 1,764 Low Dec 2022 767

Pending Listings this month at 1,303 below the 5 yr MAR average of 1,420



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	116	8.90%	30.9	62	46	4	4
\$100,001 - \$150,000	145	11.13%	32.0	40	89	16	0
\$150,001 - \$200,000	181	13.89%	26.4	14	139	24	4
\$200,001 - \$300,000	376	28.86%	27.7	26	262	82	6
\$300,001 - \$375,000	174	13.35%	39.4	7	79	78	10
\$375,001 - \$525,000	178	13.66%	50.9	2	70	83	23
\$525,001 and up	133	10.21%	58.2	1	30	78	24
Total Pending Units	1,303			152	715	365	71
Total Pending Volume	392,499,790	100%	27.7	22.59M	184.08M	150.36M	35.47M
Average Listing Price	\$292,787			\$148,634	\$257,451	\$411,951	\$499,553

March 2023



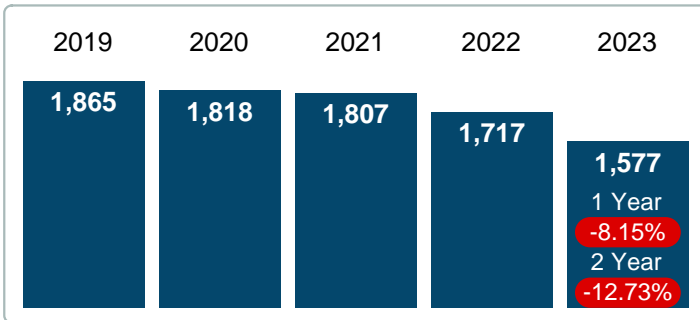
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



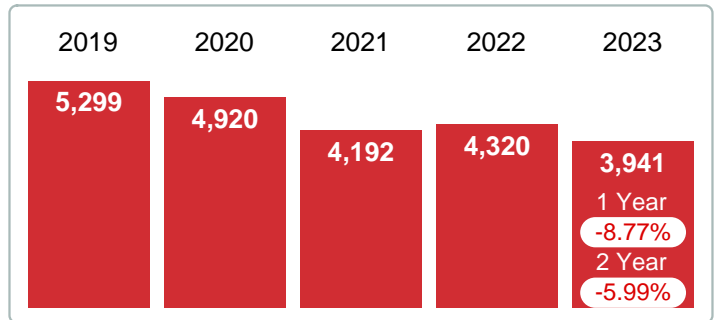
NEW LISTINGS

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

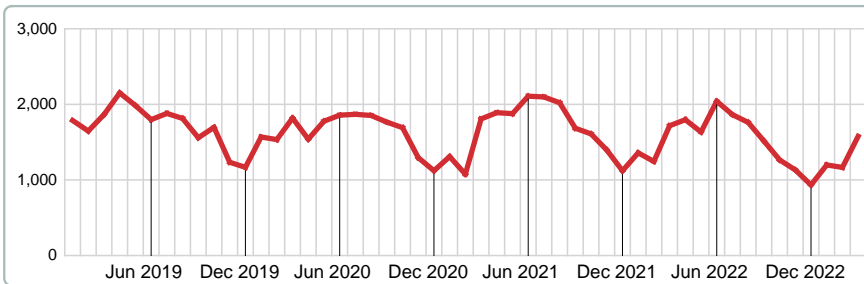
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,757

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at **1,577**
 below the 5 yr MAR average of **1,757**



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	119	7.55%	63	47	5	4
\$100,001 - \$175,000	230	14.58%	65	145	19	1
\$175,001 - \$225,000	211	13.38%	13	176	19	3
\$225,001 - \$325,000	405	25.68%	23	257	115	10
\$325,001 - \$425,000	243	15.41%	5	101	114	23
\$425,001 - \$550,000	202	12.81%	6	59	112	25
\$550,001 and up	167	10.59%	1	32	97	37
Total New Listed Units	1,577		176	817	481	103
Total New Listed Volume	531,273,660	100%	28.18M	225.45M	216.12M	61.53M
Average New Listed Listing Price	\$294,335		\$160,123	\$275,945	\$449,312	\$597,336

March 2023



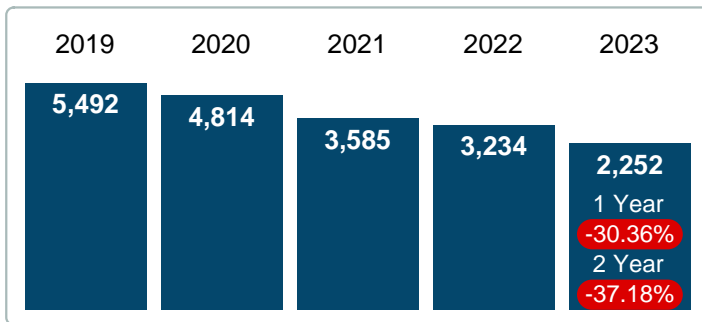
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



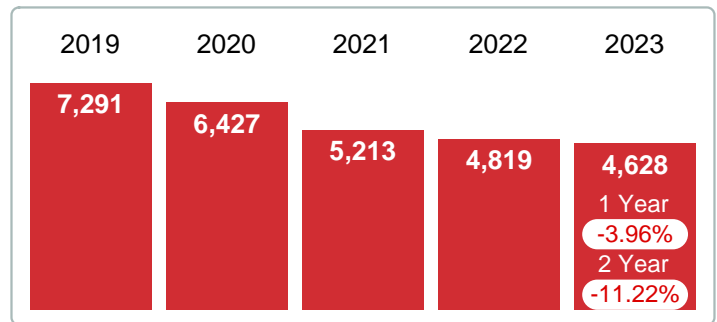
ACTIVE INVENTORY

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

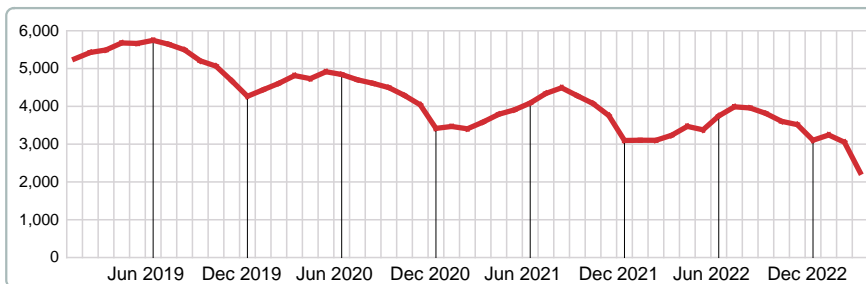
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3,875

High Jun 2019 5,747 Low Mar 2023 2,252

Inventory this month at 2,252 below the 5 yr MAR average of 3,875



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	207	9.19%	70.0	106	89	7	5
\$125,001 - \$200,000	228	10.12%	46.9	51	147	25	5
\$200,001 - \$275,000	306	13.59%	51.3	13	221	66	6
\$275,001 - \$425,000	621	27.58%	59.7	27	299	266	29
\$425,001 - \$525,000	334	14.83%	84.2	10	114	180	30
\$525,001 - \$675,000	324	14.39%	101.7	7	55	200	62
\$675,001 and up	232	10.30%	86.2	7	46	105	74
Total Active Inventory by Units			2,252	221	971	849	211
Total Active Inventory by Volume			965,377,960	51.56M	321.32M	430.08M	162.42M
Average Active Inventory Listing Price			\$428,676	\$233,292	\$330,915	\$506,570	\$769,784

March 2023



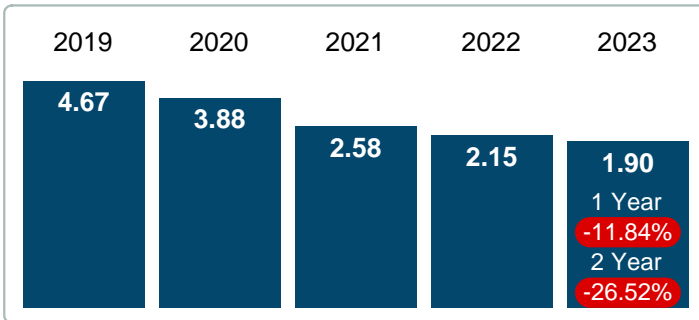
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



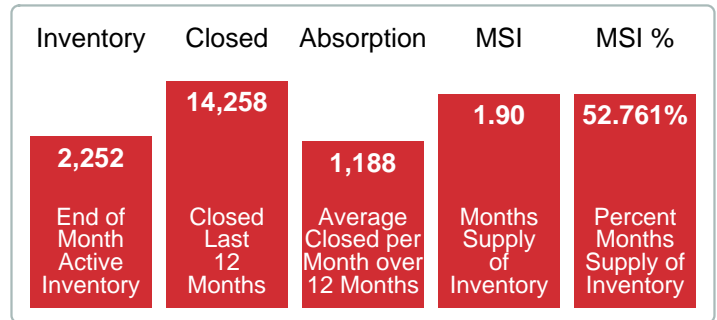
MONTHS SUPPLY of INVENTORY (MSI)

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

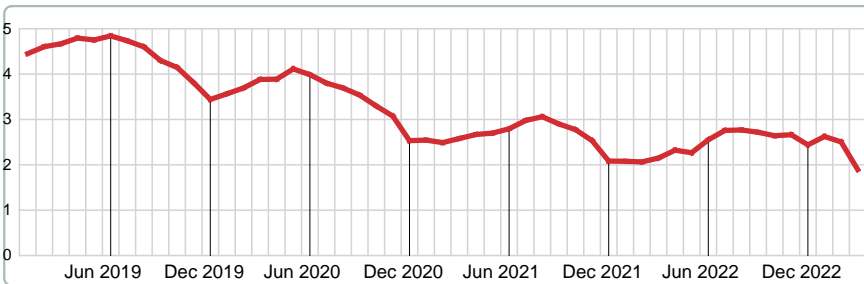
MSI FOR MARCH



INDICATORS FOR MARCH 2023

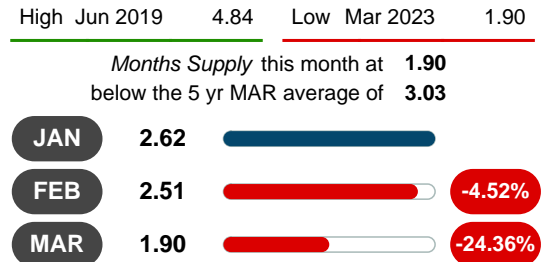


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.03



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	207	9.19%	1.34	1.44	1.24	0.86	4.62
\$125,001 - \$200,000	228	10.12%	0.90	1.35	0.78	1.00	2.50
\$200,001 - \$275,000	306	13.59%	1.05	0.82	1.05	1.11	1.53
\$275,001 - \$425,000	621	27.58%	2.11	2.77	2.17	2.04	1.84
\$425,001 - \$525,000	334	14.83%	3.76	6.00	4.24	3.56	3.08
\$525,001 - \$675,000	324	14.39%	5.33	12.00	5.08	5.29	5.35
\$675,001 and up	232	10.30%	5.08	12.00	7.26	4.36	5.05
Market Supply of Inventory (MSI)			1.90	1.58	1.49	2.53	3.59
Total Active Inventory by Units		100%	1.90	221	971	849	211

March 2023



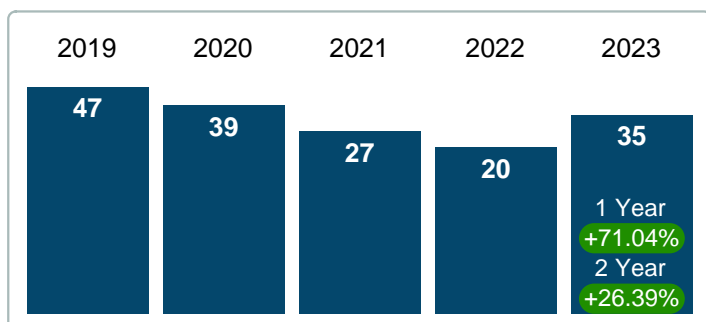
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



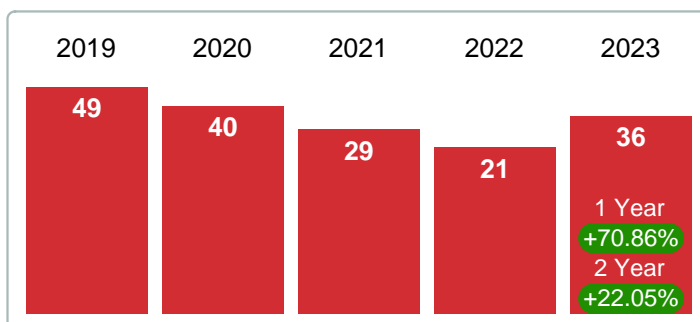
AVERAGE DAYS ON MARKET TO SALE

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

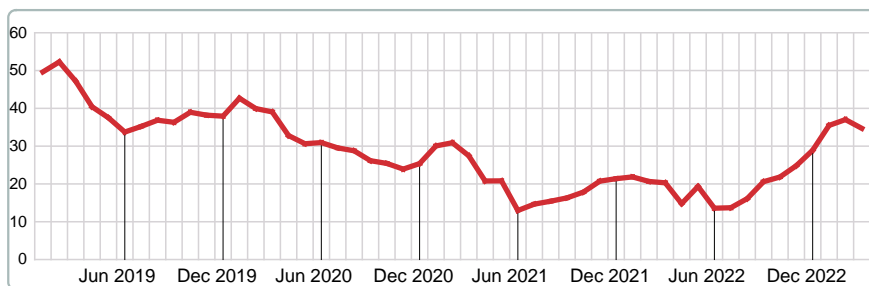
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

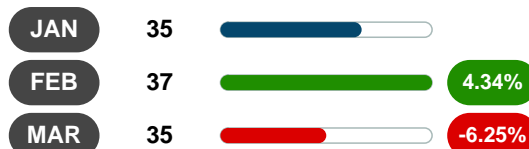


3 MONTHS

5 year MAR AVG = 34

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 35 above the 5 yr MAR average of 34



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	8.45%	30	22	38	39	47
\$100,001 - \$150,000	10.49%	24	19	23	41	0
\$150,001 - \$200,000	14.39%	20	23	17	39	9
\$200,001 - \$300,000	29.99%	31	26	29	33	113
\$300,001 - \$375,000	12.72%	38	2	35	43	43
\$375,001 - \$500,000	12.63%	46	11	33	52	59
\$500,001 and up	11.33%	61	3	69	60	58
Average Closed DOM		35	21	29	46	59
Total Closed Units	100%	35	122	584	313	58
Total Closed Volume		322,746,647	18.43M	149.58M	123.43M	31.31M

March 2023



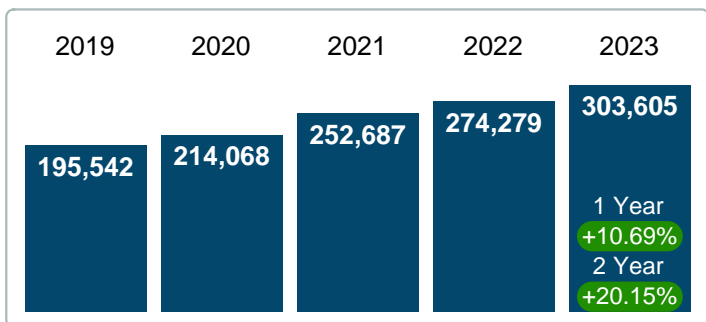
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



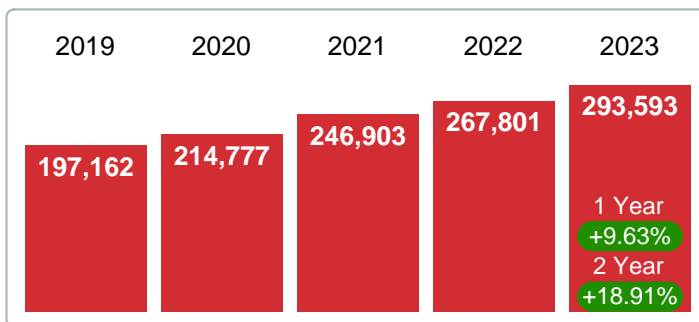
AVERAGE LIST PRICE AT CLOSING

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

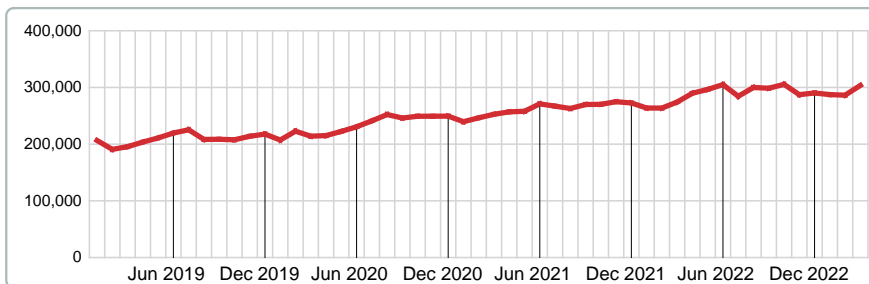
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 248,036

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

Average List Price at Closing this month at **303,605** above the 5 yr MAR average of **248,036**

- JAN 287,382
- FEB 286,354 (-0.36%)
- MAR 303,605 (6.02%)

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	8.64%	68,899	68,222	71,294	78,958	39,000
\$100,001 - \$150,000	9.84%	131,001	126,341	132,822	138,427	0
\$150,001 - \$200,000	14.86%	178,566	177,595	180,035	186,733	155,000
\$200,001 - \$300,000	30.08%	253,008	247,400	249,177	262,537	278,380
\$300,001 - \$375,000	12.26%	339,691	310,000	337,410	342,261	354,829
\$375,001 - \$500,000	13.00%	432,403	430,000	426,537	440,272	432,910
\$500,001 and up	11.33%	744,005	1,390,000	750,122	698,096	831,371
Average List Price		303,605	153,672	258,700	399,825	551,879
Total Closed Units	100%	303,605	122	584	313	58
Total Closed Volume		326,982,867	18.75M	151.08M	125.15M	32.01M

March 2023



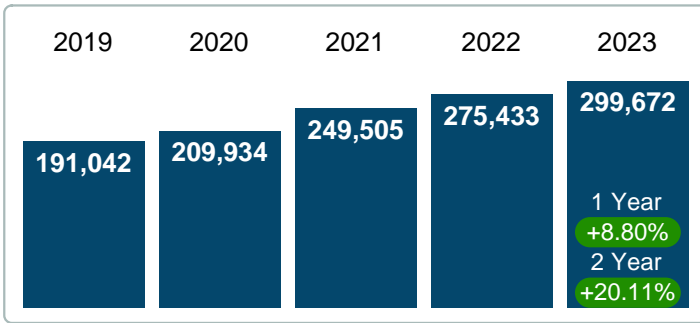
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



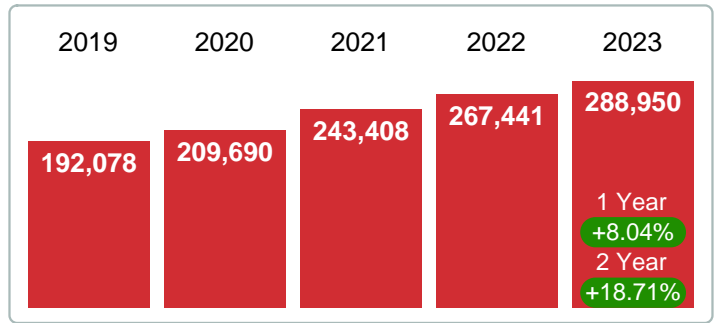
AVERAGE SOLD PRICE AT CLOSING

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

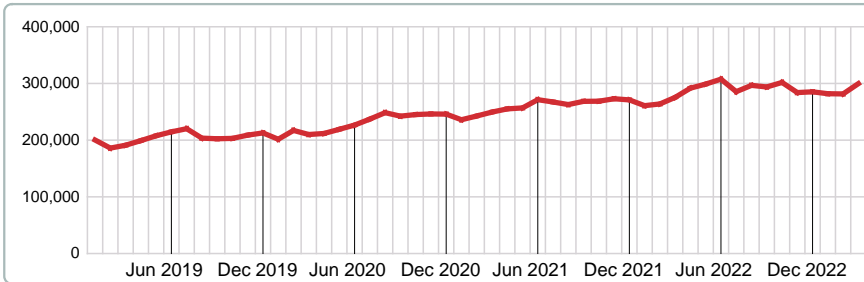
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

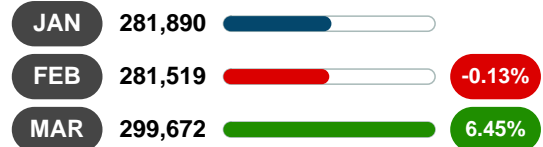


3 MONTHS

5 year MAR AVG = 245,117

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

Average Sold Price at Closing this month at **299,672** above the 5 yr MAR average of **245,117**



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	8.45%	66,199	66,807	67,435	66,625	29,000
\$100,001 - \$150,000	10.49%	129,336	123,198	131,016	133,250	0
\$150,001 - \$200,000	14.39%	177,872	173,579	178,434	180,579	158,500
\$200,001 - \$300,000	29.99%	249,914	242,419	247,099	259,664	264,846
\$300,001 - \$375,000	12.72%	336,442	316,000	333,892	339,313	344,214
\$375,001 - \$500,000	12.63%	429,175	423,750	423,773	433,102	427,279
\$500,001 and up	11.33%	732,418	1,400,000	741,946	690,182	812,755
Average Sold Price		299,672	151,046	256,129	394,357	539,757
Total Closed Units	100%	299,672	122	584	313	58
Total Closed Volume		322,746,647	18.43M	149.58M	123.43M	31.31M

March 2023



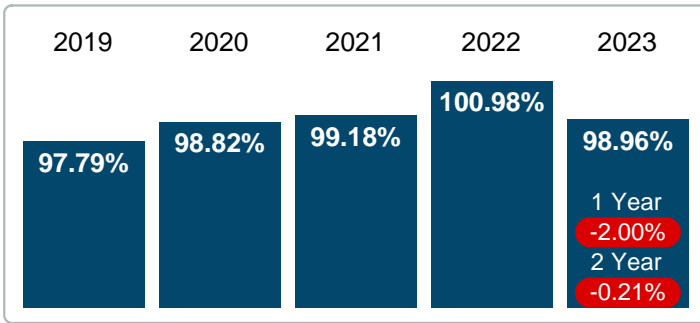
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



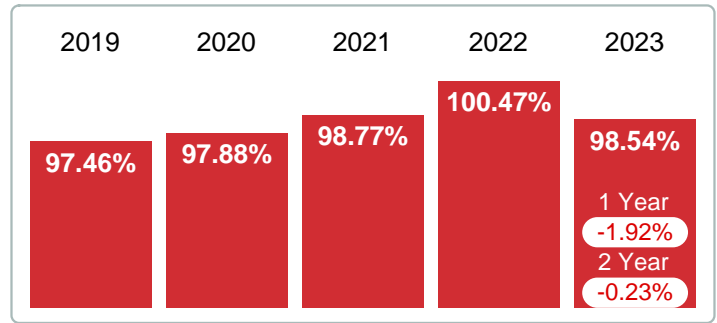
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

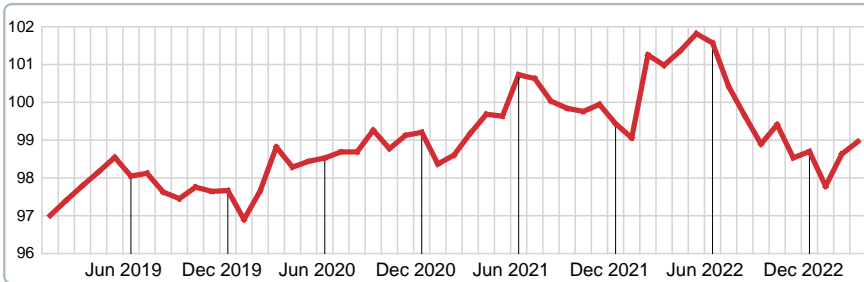
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

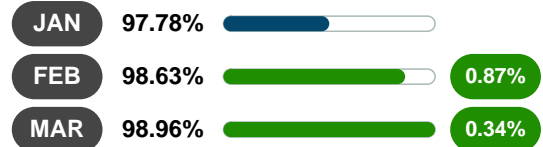


3 MONTHS

5 year MAR AVG = 99.15%

High May 2022 101.82% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.96%** equal to 5 yr MAR average of **99.15%**



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	91	8.45%	97.78%	100.25%	97.44%	85.40%	80.00%
\$100,001 - \$150,000	113	10.49%	98.57%	97.83%	99.29%	96.23%	0.00%
\$150,001 - \$200,000	155	14.39%	98.82%	97.90%	99.27%	96.90%	102.41%
\$200,001 - \$300,000	323	29.99%	99.32%	98.03%	99.31%	99.95%	95.04%
\$300,001 - \$375,000	137	12.72%	99.23%	102.03%	99.35%	99.20%	97.16%
\$375,001 - \$500,000	136	12.63%	98.83%	98.55%	99.47%	98.48%	98.82%
\$500,001 and up	122	11.33%	99.29%	100.72%	99.31%	99.27%	99.28%
Average Sold/List Ratio		99.00%		98.99%	99.21%	98.68%	97.96%
Total Closed Units		1,077	100%	122	584	313	58
Total Closed Volume		322,746,647		18.43M	149.58M	123.43M	31.31M

March 2023



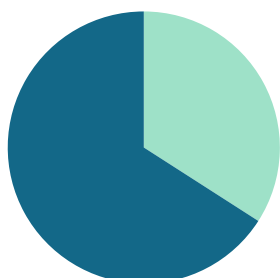
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

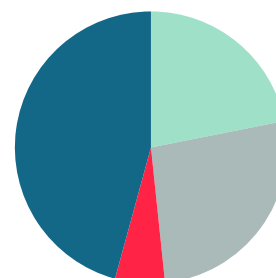


Inventory
 New Listings
1,577 = 34.08%
 Start Inventory
3,051
 Total Inventory Units
4,628
 Volume
\$1,747,112,403

Market Activity

Closed Sales
1,077 = 21.88%
 Pending Sales
1,303 = 26.47%
 Other Off Market
291 = 5.91%
 Active Inventory
2,252 = 45.74%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,431	1,077	-24.74%	3,667	2,666	-27.30%
Pending Sales	1,502	1,303	-13.25%	4,069	3,351	-17.65%
New Listings	1,717	1,577	-8.15%	4,320	3,941	-8.77%
Average List Price	274,279	303,605	10.69%	267,801	293,593	9.63%
Average Sale Price	275,433	299,672	8.80%	267,441	288,950	8.04%
Average Percent of Selling Price to List Price	100.98%	98.96%	-2.00%	100.47%	98.54%	-1.92%
Average Days on Market to Sale	20.29	34.71	71.04%	20.89	35.69	70.86%
Monthly Inventory	3,240	2,252	-30.49%	3,240	2,252	-30.49%
Months Supply of Inventory	2.15	1.90	-12.00%	2.15	1.90	-12.00%

Absorption: Last 12 months, an Average of **1,188** Sales/Month

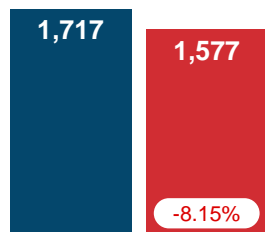
Inventory on March 31, 2023 = **2,252**

2022 **2023**

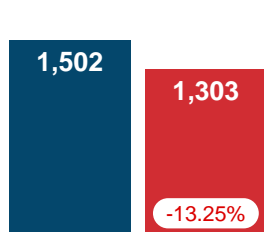
MARCH MARKET

AVERAGE PRICES

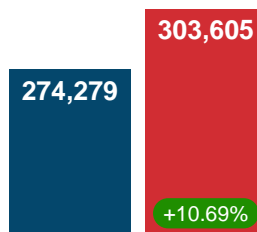
New Listings



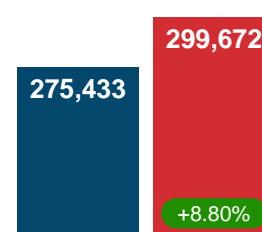
Pending Listings



List Price



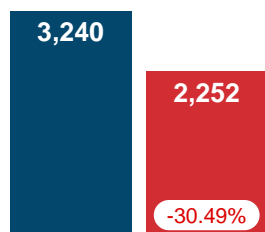
Sale Price



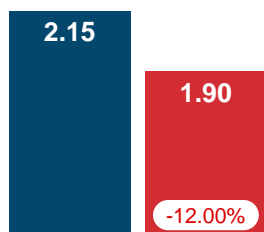
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

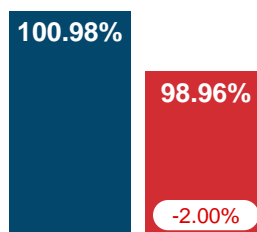
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

