

March 2023



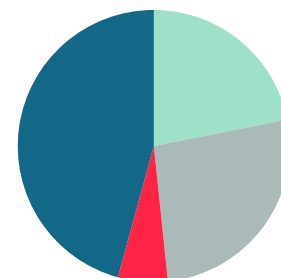
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	230,000	257,000	11.74%
Median Sale Price	235,000	255,000	8.51%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	11.00	120.00%
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.

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 **8.51%** in March 2023 to \$255,000 versus the previous year at \$235,000.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 6.00 days or **120.00%** in March 2023 compared to last year's same month at **5.00** DOM.

Sales Success for March 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 1,577 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.

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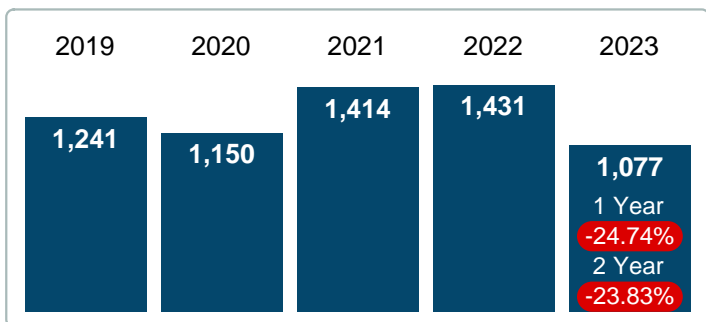
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



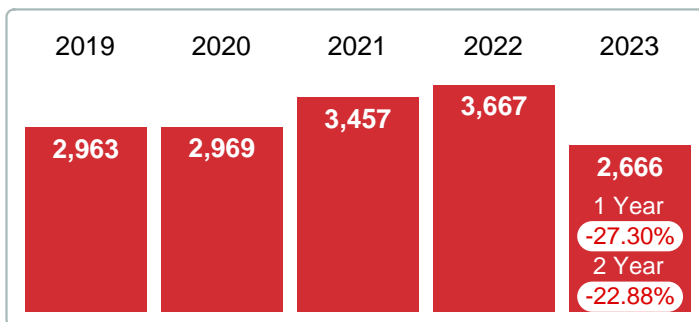
CLOSED LISTINGS

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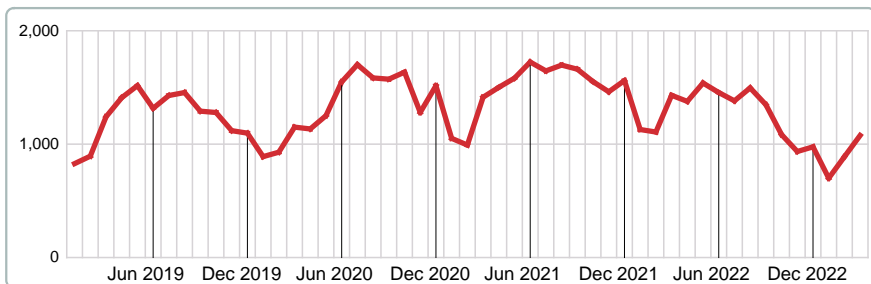
MARCH



YEAR TO DATE (YTD)

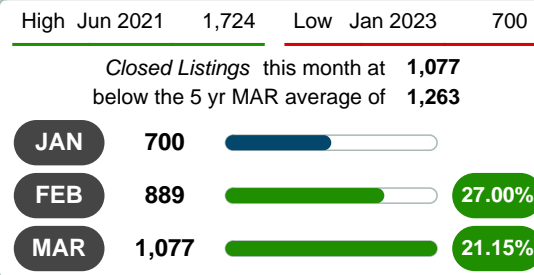


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 1,263



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	91	8.45%	12.0	49	34	6	2
\$100,001 - \$150,000	113	10.49%	10.0	28	72	13	0
\$150,001 - \$200,000	155	14.39%	5.0	19	113	21	2
\$200,001 - \$300,000	323	29.99%	11.0	18	228	72	5
\$300,001 - \$375,000	137	12.72%	10.0	3	66	61	7
\$375,001 - \$500,000	136	12.63%	22.0	4	42	72	18
\$500,001 and up	122	11.33%	28.5	1	29	68	24
Total Closed Units	1,077			122	584	313	58
Total Closed Volume	322,746,647	100%	11.0	18.43M	149.58M	123.43M	31.31M
Median Closed Price	\$255,000			\$117,875	\$226,250	\$351,000	\$450,000

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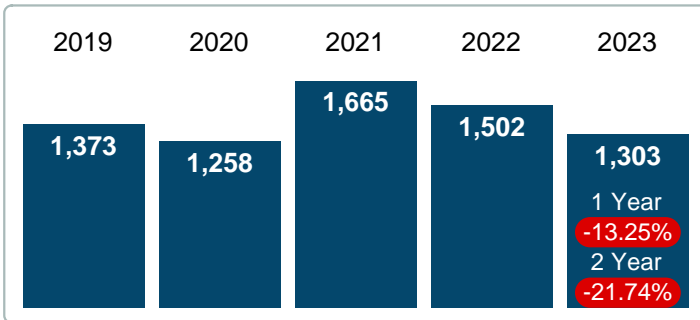
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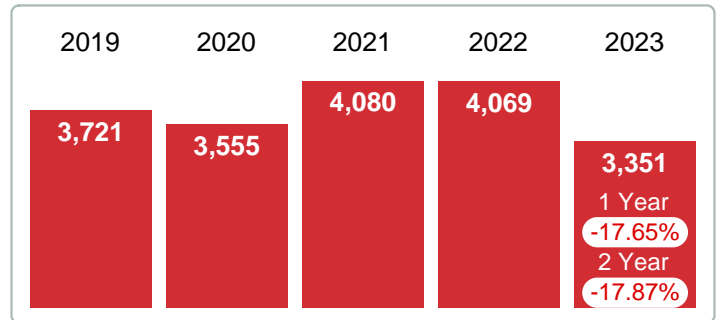
PENDING LISTINGS

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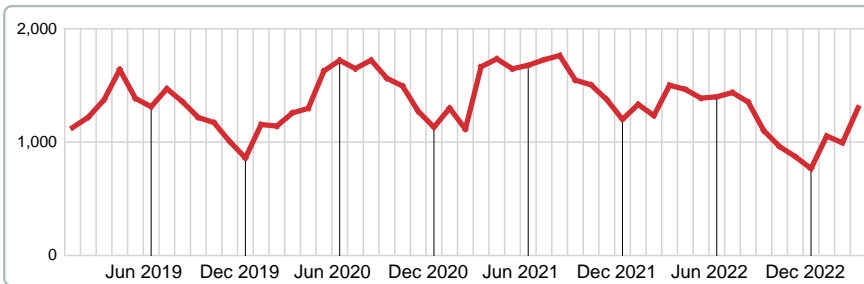
MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	116	8.90%	12.0	62	46	4	4
\$100,001 - \$150,000	145	11.13%	9.0	40	89	16	0
\$150,001 - \$200,000	181	13.89%	8.0	14	139	24	4
\$200,001 - \$300,000	376	28.86%	11.0	26	262	82	6
\$300,001 - \$375,000	174	13.35%	17.0	7	79	78	10
\$375,001 - \$525,000	178	13.66%	19.0	2	70	83	23
\$525,001 and up	133	10.21%	23.0	1	30	78	24
Total Pending Units	1,303			152	715	365	71
Total Pending Volume	392,499,790	100%	13.0	22.59M	184.08M	150.36M	35.47M
Median Listing Price	\$250,000			\$124,950	\$225,000	\$354,982	\$429,900

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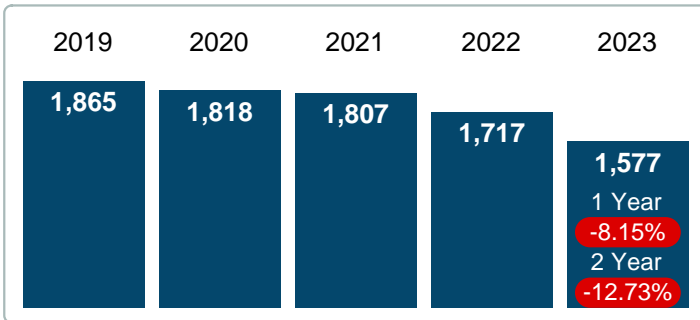
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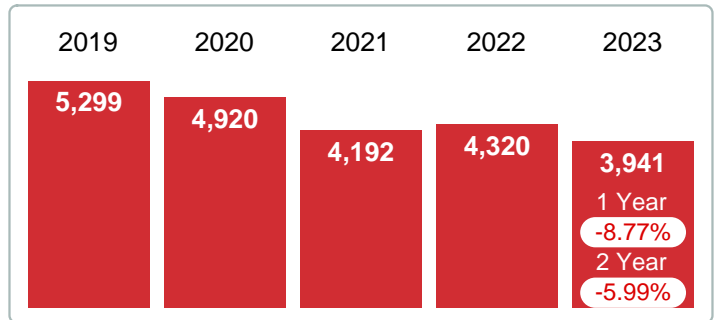
NEW LISTINGS

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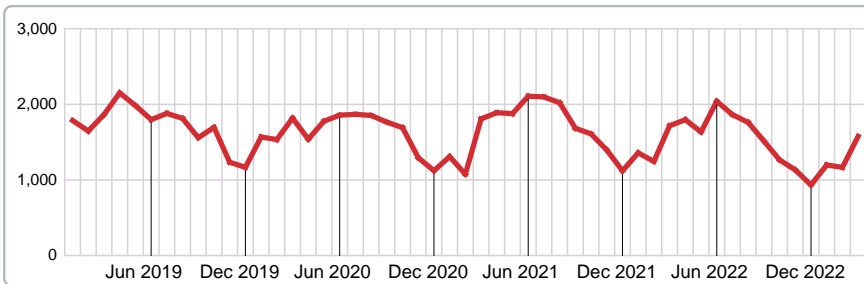
MARCH



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
Median New Listed Listing Price	\$279,900		\$126,000	\$237,000	\$389,900	\$491,000

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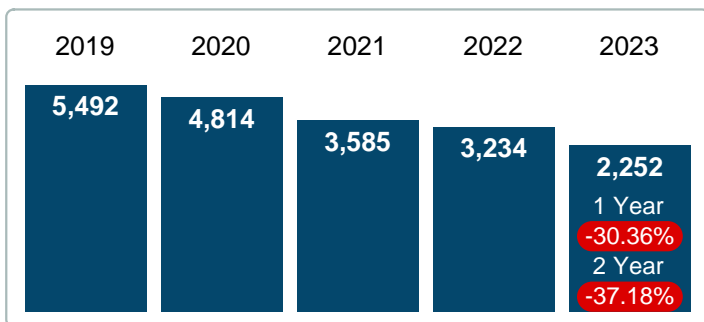
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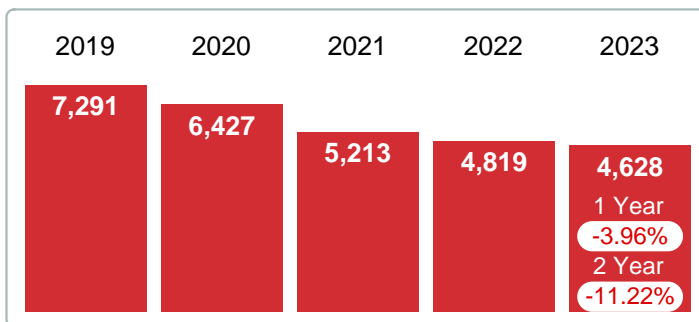
ACTIVE INVENTORY

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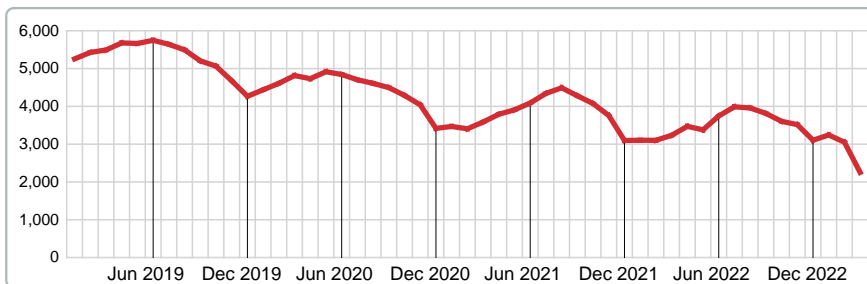
END OF MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$125,000 and less	207	9.19%	32.0	106	89	7	5	
\$125,001 - \$200,000	228	10.12%	29.0	51	147	25	5	
\$200,001 - \$275,000	306	13.59%	30.0	13	221	66	6	
\$275,001 - \$425,000	621	27.58%	39.0	27	299	266	29	
\$425,001 - \$525,000	334	14.83%	59.5	10	114	180	30	
\$525,001 - \$675,000	324	14.39%	80.0	7	55	200	62	
\$675,001 and up	232	10.30%	54.5	7	46	105	74	
Total Active Inventory by Units		2,252		221	971	849	211	
Total Active Inventory by Volume		965,377,960	100%	44.0	51.56M	321.32M	430.08M	162.42M
Median Active Inventory Listing Price		\$364,900			\$135,000	\$285,000	\$479,000	\$589,900

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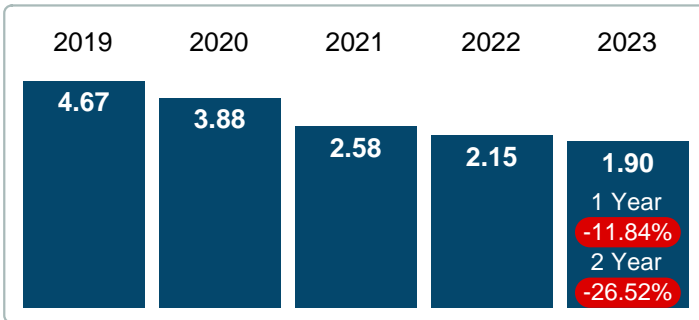
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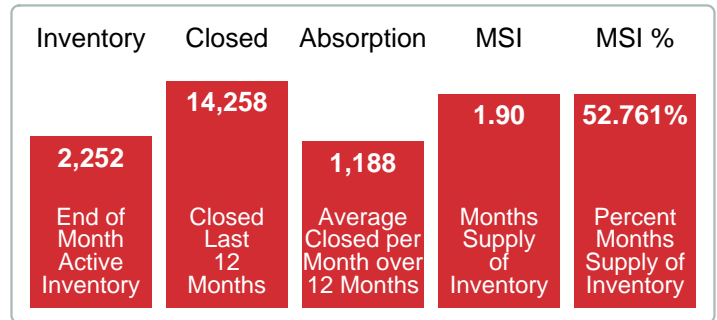
MONTHS SUPPLY of INVENTORY (MSI)

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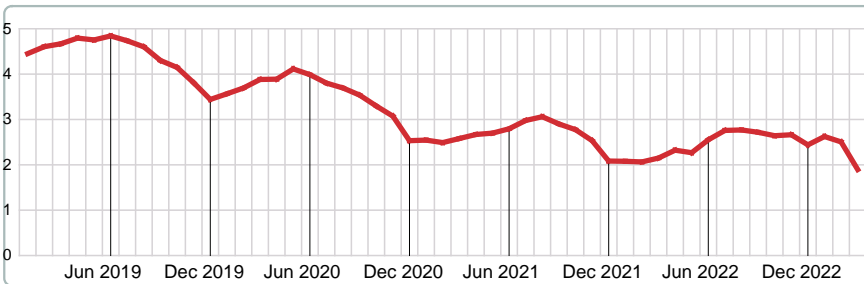
MSI FOR MARCH



INDICATORS FOR MARCH 2023

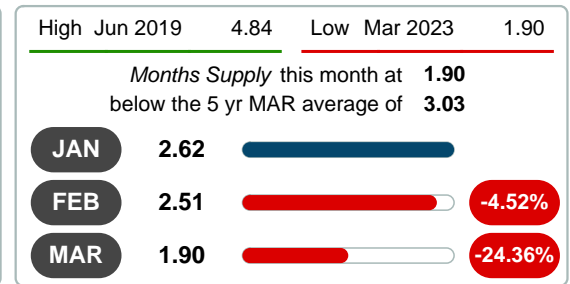


5 YEAR MARKET ACTIVITY TRENDS



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

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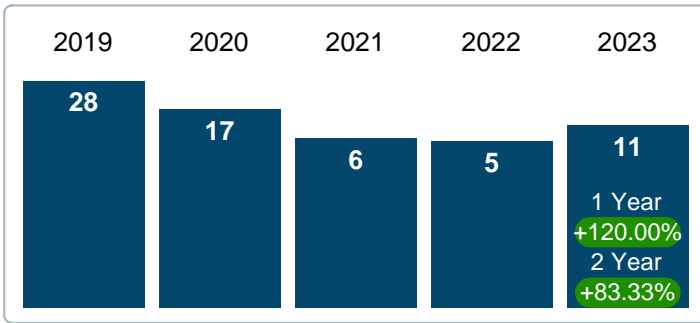
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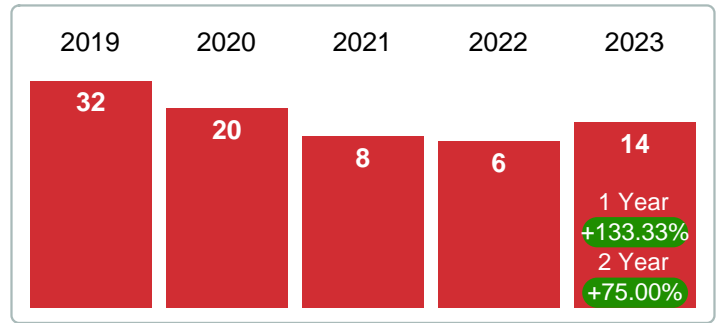
MEDIAN DAYS ON MARKET TO SALE

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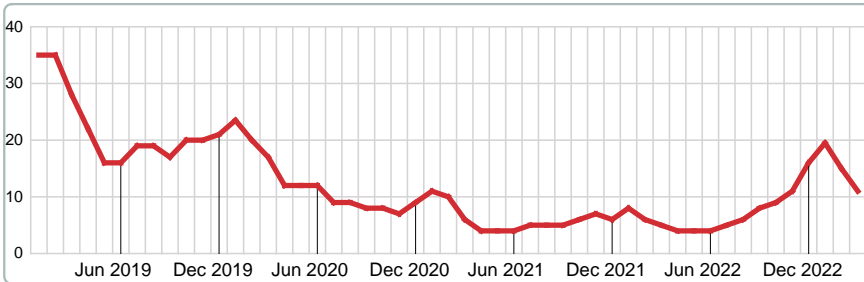
MARCH



YEAR TO DATE (YTD)

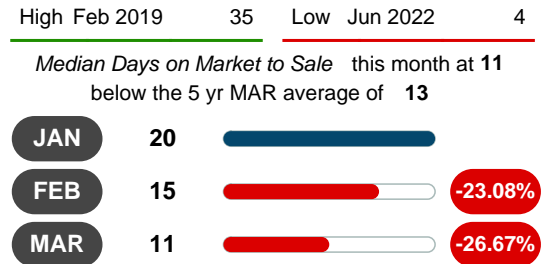


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 13



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8.45%	12	12	13	23	47
\$100,001 - \$150,000	10.49%	10	7	11	27	0
\$150,001 - \$200,000	14.39%	5	6	5	14	9
\$200,001 - \$300,000	29.99%	11	7	9	16	140
\$300,001 - \$375,000	12.72%	10	1	9	12	26
\$375,001 - \$500,000	12.63%	22	11	7	37	45
\$500,001 and up	11.33%	29	3	24	30	33
Median Closed DOM		11	8	8	21	38
Total Closed Units	100%	1,077	122	584	313	58
Total Closed Volume		322,746,647	18.43M	149.58M	123.43M	31.31M

March 2023



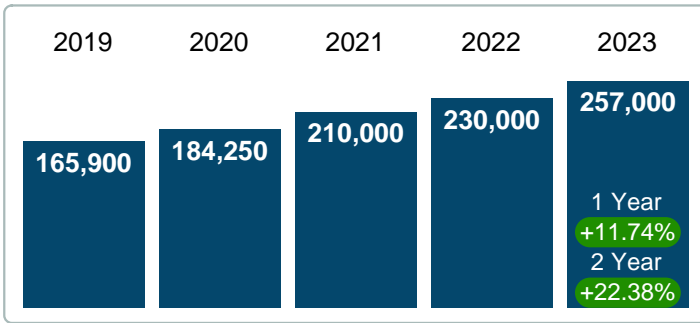
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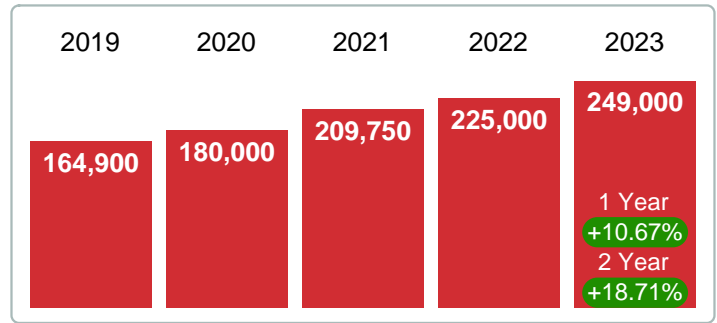
MEDIAN LIST PRICE AT CLOSING

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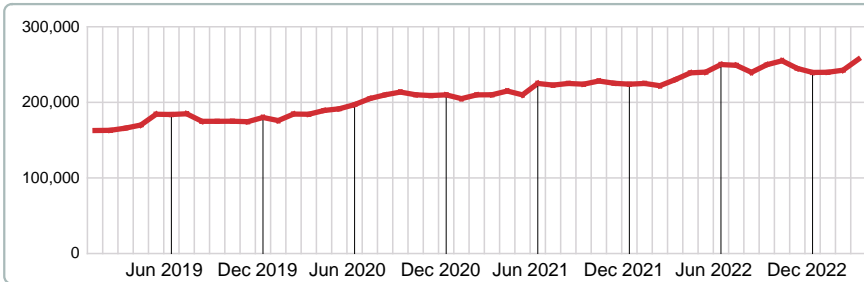
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

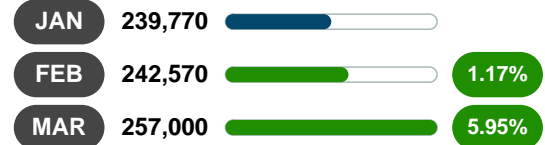


3 MONTHS

5 year MAR AVG = 209,430

High Mar 2023 257,000 Low Jan 2019 162,725

Median List Price at Closing this month at **257,000**
above the 5 yr MAR average of **209,430**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	93	8.64%	74,900	74,900	75,000	80,000	39,000
\$100,001 - \$150,000	106	9.84%	130,000	122,500	131,250	143,000	145,000
\$150,001 - \$200,000	160	14.86%	179,000	175,000	179,500	180,000	165,000
\$200,001 - \$300,000	324	30.08%	250,000	245,000	249,900	267,450	278,950
\$300,001 - \$375,000	132	12.26%	340,745	339,000	335,000	343,450	345,000
\$375,001 - \$500,000	140	13.00%	429,000	425,000	419,900	435,000	401,049
\$500,001 and up	122	11.33%	639,500	1,390,000	630,000	629,500	665,054
Median List Price			257,000	120,000	229,830	359,000	465,000
Total Closed Units		100%	257,000	122	584	313	58
Total Closed Volume			326,982,867	18.75M	151.08M	125.15M	32.01M

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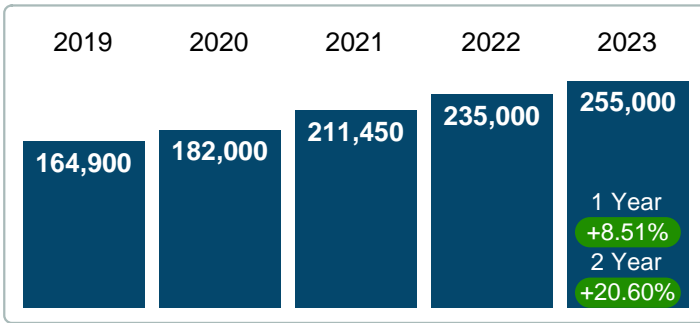
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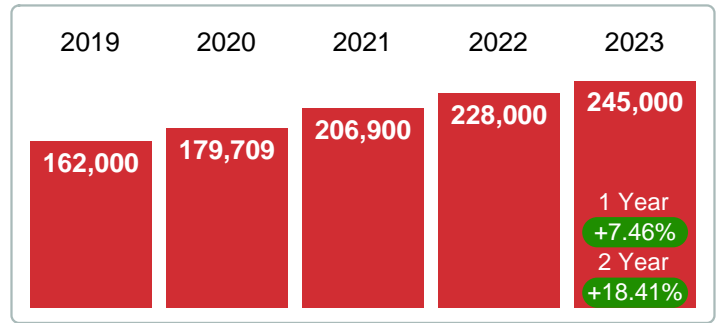
MEDIAN SOLD PRICE AT CLOSING

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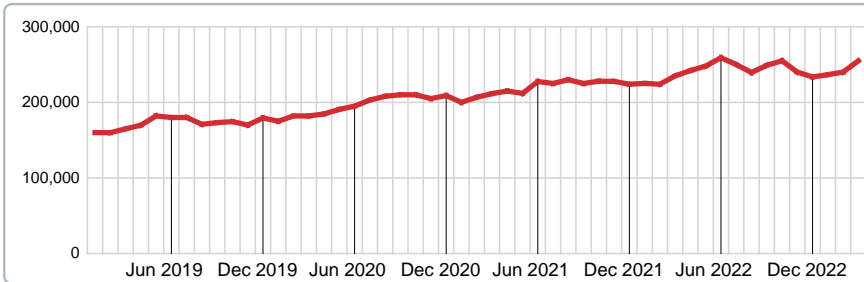
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

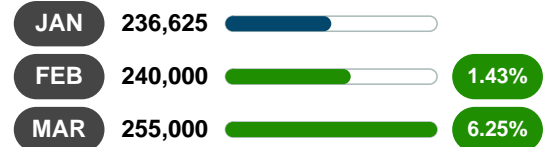


3 MONTHS

5 year MAR AVG = 209,670

High Jun 2022 259,000 Low Feb 2019 159,900

Median Sold Price at Closing this month at **255,000** above the 5 yr MAR average of **209,670**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	91	8.45%	70,000	75,000	69,950	69,875	29,000
\$100,001 - \$150,000	113	10.49%	130,000	120,000	132,750	135,000	0
\$150,001 - \$200,000	155	14.39%	179,000	175,000	180,000	179,900	158,500
\$200,001 - \$300,000	323	29.99%	250,000	233,750	245,000	264,000	278,730
\$300,001 - \$375,000	137	12.72%	337,000	308,000	325,750	339,500	350,000
\$375,001 - \$500,000	136	12.63%	425,000	422,500	410,950	436,000	412,500
\$500,001 and up	122	11.33%	622,000	1,400,000	603,000	620,000	677,450
Median Sold Price			255,000	117,875	226,250	351,000	450,000
Total Closed Units		100%	255,000	122	584	313	58
Total Closed Volume			322,746,647	18.43M	149.58M	123.43M	31.31M

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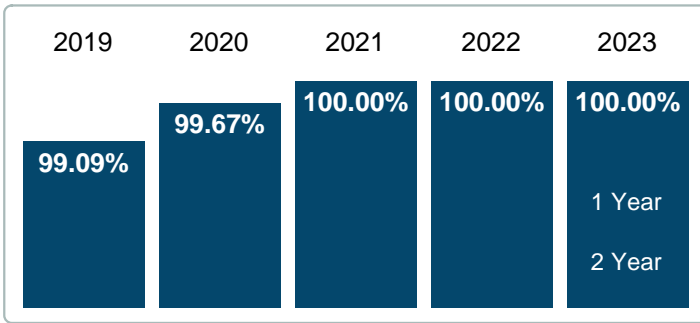
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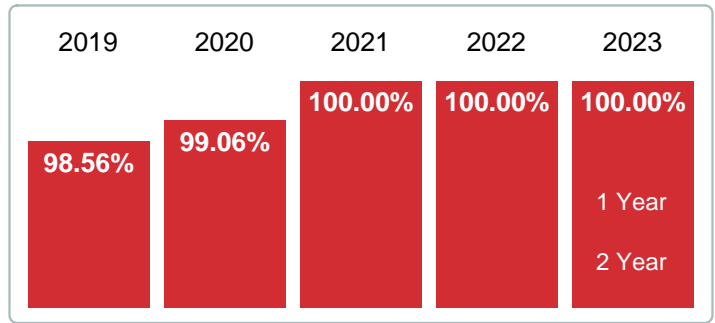
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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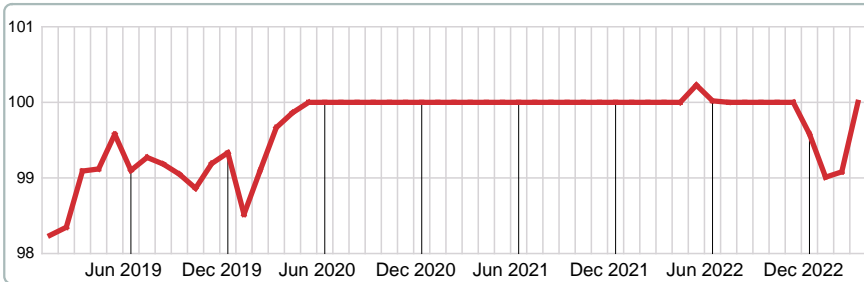
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

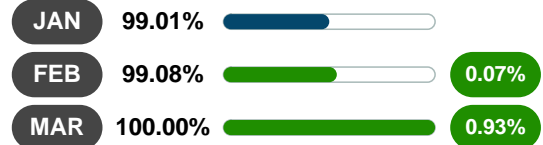


3 MONTHS

5 year MAR AVG = 99.75%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr MAR average of **99.75%**



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

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	91	8.45%	98.50%	99.39%	96.30%	86.68%	80.00%
\$100,001 - \$150,000	113	10.49%	100.00%	99.18%	100.00%	96.67%	0.00%
\$150,001 - \$200,000	155	14.39%	100.00%	100.00%	100.00%	97.32%	102.41%
\$200,001 - \$300,000	323	29.99%	100.00%	99.02%	100.00%	100.00%	96.11%
\$300,001 - \$375,000	137	12.72%	100.00%	103.01%	100.00%	100.00%	98.49%
\$375,001 - \$500,000	136	12.63%	100.00%	98.36%	100.00%	99.49%	100.00%
\$500,001 and up	122	11.33%	100.00%	100.72%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		99.70%	100.00%	100.00%	100.00%
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



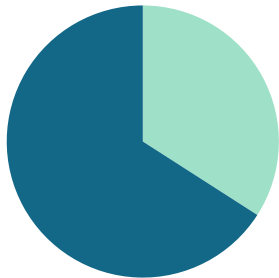
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

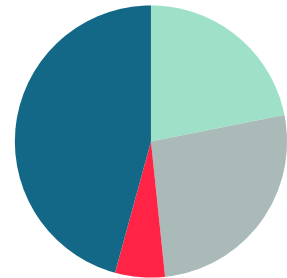


Inventory
 New Listings
1,577 = 34.08%
 Start Inventory
3,051
 Total Inventory Units
4,628
 Volume
\$1,747,112,403

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%
Median List Price	230,000	257,000	+11.74%	225,000	249,000	+10.67%
Median Sale Price	235,000	255,000	+8.51%	228,000	245,000	+7.46%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	11.00	+120.00%	6.00	14.00	+133.33%
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

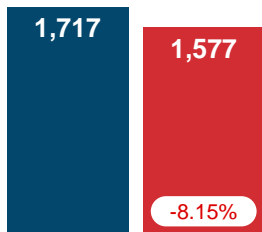
Inventory on March 31, 2023 = **2,252**

2022 **2023**

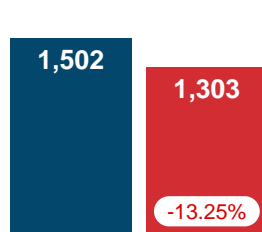
MARCH MARKET

MEDIAN PRICES

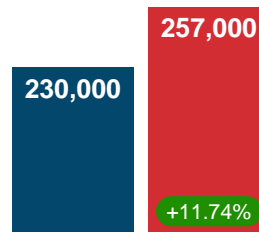
New Listings



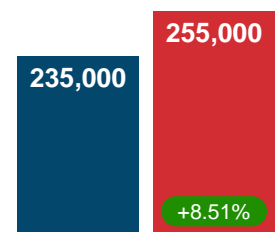
Pending Listings



List Price



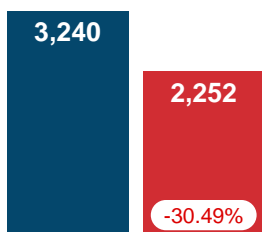
Sale Price



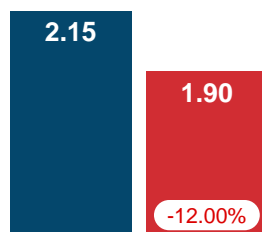
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

