

April 2023



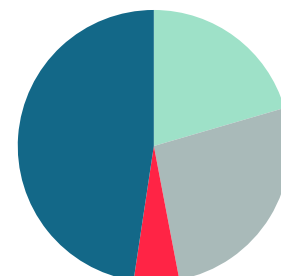
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	1,377	1,027	-25.42%
Pending Listings	1,465	1,329	-9.28%
New Listings	1,797	1,482	-17.53%
Average List Price	289,821	311,129	7.35%
Average Sale Price	291,710	303,893	4.18%
Average Percent of Selling Price to List Price	101.36%	98.90%	-2.43%
Average Days on Market to Sale	14.79	32.64	120.73%
End of Month Inventory	3,478	2,387	-31.37%
Months Supply of Inventory	2.33	2.06	-11.55%



■ Closed (20.49%)
■ Pending (26.51%)
■ Other OffMarket (5.39%)
■ Active (47.62%)

Absorption: Last 12 months, an Average of **1,159** Sales/Month
Active Inventory as of April 30, 2023 = **2,387**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2023 decreased **31.37%** to 2,387 existing homes available for sale. Over the last 12 months this area has had an average of 1,159 closed sales per month. This represents an unsold inventory index of **2.06** 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 **4.18%** in April 2023 to \$303,893 versus the previous year at \$291,710.

Average Days on Market Lengthens

The average number of **32.64** days that homes spent on the market before selling increased by 17.85 days or **120.73%** in April 2023 compared to last year's same month at **14.79** DOM.

Sales Success for April 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 1,482 New Listings in April 2023, down **17.53%** from last year at 1,797. Furthermore, there were 1,027 Closed Listings this month versus last year at 1,377, a **-25.42%** decrease.

Closed versus Listed trends yielded a **69.3%** ratio, down from previous year's, April 2022, at **76.6%**, a **9.57%** 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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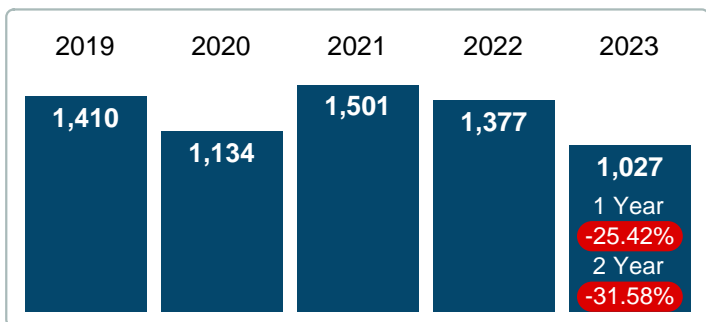
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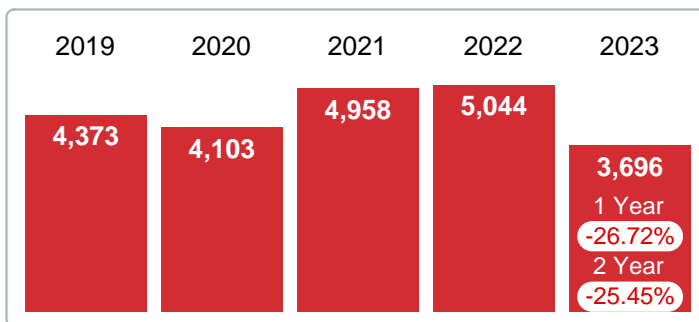
CLOSED LISTINGS

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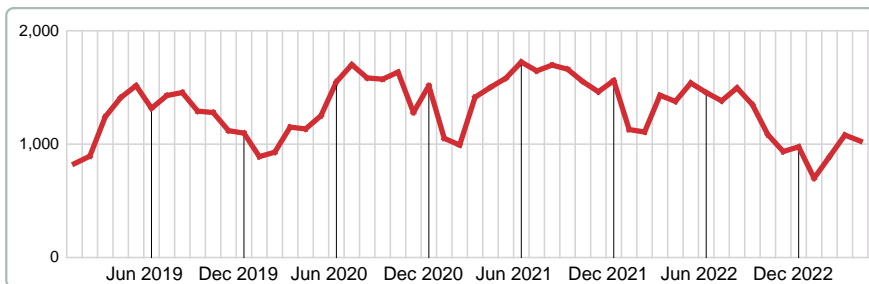
APRIL



YEAR TO DATE (YTD)

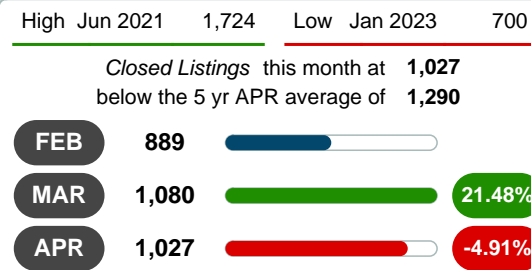


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,290



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	101	9.83%	24.0	45	48	6	2
\$125,001 - \$150,000	89	8.67%	31.4	22	59	8	0
\$150,001 - \$200,000	153	14.90%	20.4	14	122	13	4
\$200,001 - \$275,000	248	24.15%	22.3	16	181	45	6
\$275,001 - \$350,000	177	17.23%	34.3	11	88	73	5
\$350,001 - \$525,000	158	15.38%	47.2	4	60	79	15
\$525,001 and up	101	9.83%	60.7	1	22	64	14
Total Closed Units	1,027			113	580	288	46
Total Closed Volume	312,098,046	100%	32.6	19.70M	149.55M	119.99M	22.86M
Average Closed Price	\$303,893			\$174,352	\$257,838	\$416,625	\$497,004

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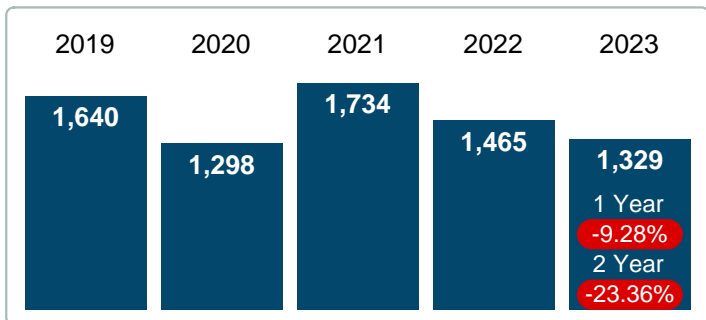
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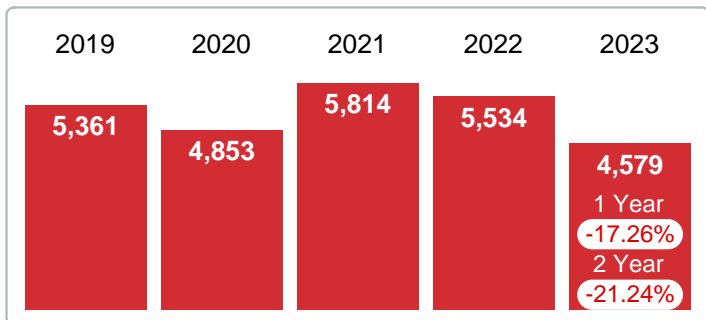
PENDING LISTINGS

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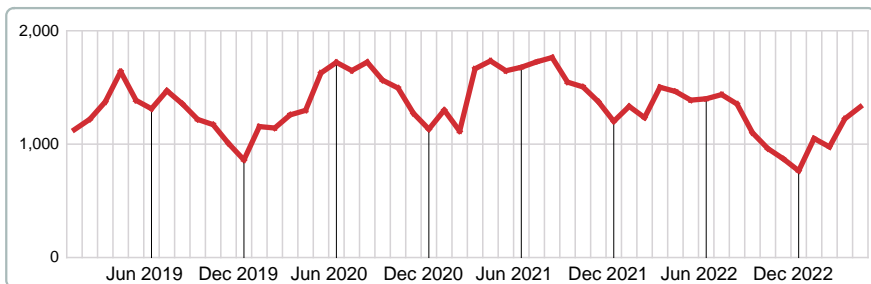
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,493

High Aug 2021 1,764 Low Dec 2022 765

Pending Listings this month at 1,329 below the 5 yr APR average of 1,493



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	98	7.37%	24.4	54	43	1	0
\$100,001 - \$175,000	205	15.43%	21.0	61	130	14	0
\$175,001 - \$225,000	192	14.45%	21.8	13	153	22	4
\$225,001 - \$300,000	326	24.53%	25.3	13	218	87	8
\$300,001 - \$375,000	191	14.37%	35.3	6	84	89	12
\$375,001 - \$500,000	171	12.87%	43.1	3	56	90	22
\$500,001 and up	146	10.99%	61.6	3	26	87	30
Total Pending Units	1,329			153	710	390	76
Total Pending Volume	402,497,829	100%	22.1	24.10M	179.55M	161.85M	36.99M
Average Listing Price	\$263,984			\$157,537	\$252,887	\$415,008	\$486,729

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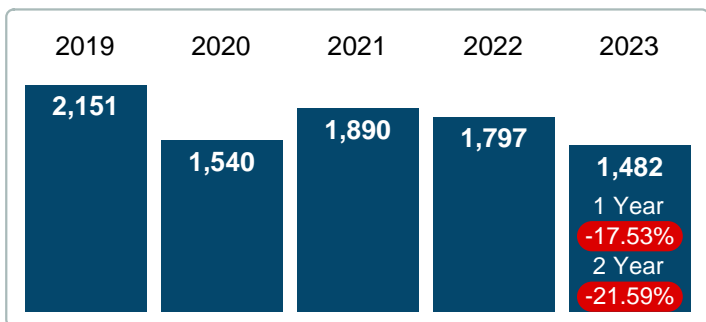
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



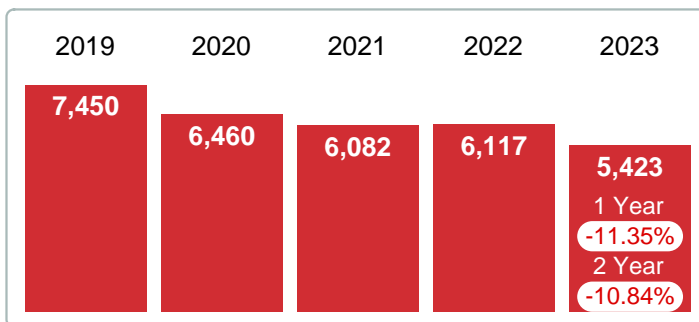
NEW LISTINGS

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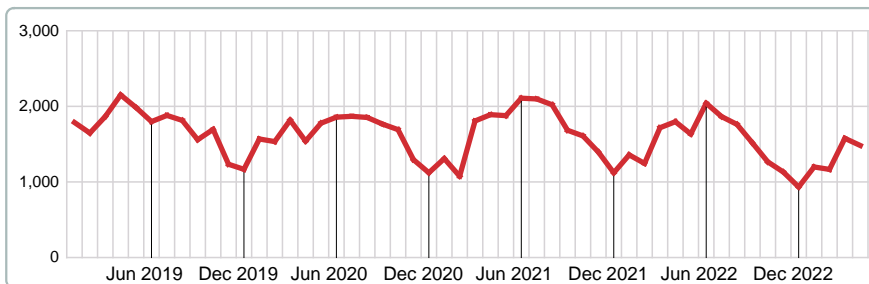
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

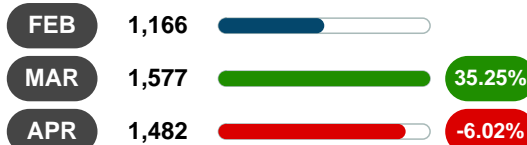


3 MONTHS

5 year APR AVG = 1,772

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at **1,482**
 below the 5 yr APR average of **1,772**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	156	10.53%	75	74	7	0
\$125,001 - \$175,000	154	10.39%	46	95	11	2
\$175,001 - \$225,000	177	11.94%	17	137	18	5
\$225,001 - \$325,000	401	27.06%	17	267	102	15
\$325,001 - \$425,000	251	16.94%	5	95	134	17
\$425,001 - \$600,000	184	12.42%	6	59	99	20
\$600,001 and up	159	10.73%	4	26	83	46
Total New Listed Units	1,482		170	753	454	105
Total New Listed Volume	536,429,716	100%	29.44M	204.73M	206.21M	96.06M
Average New Listed Listing Price	\$260,618		\$173,164	\$271,880	\$454,206	\$914,824

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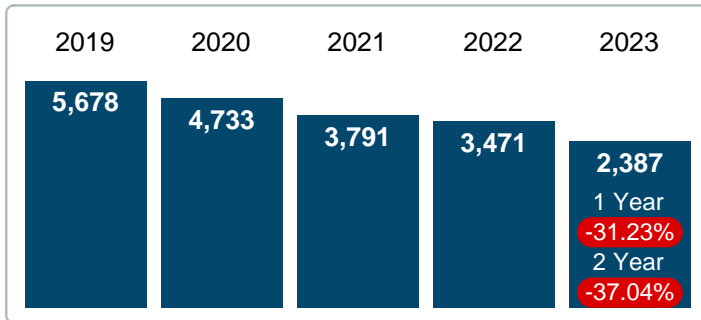
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



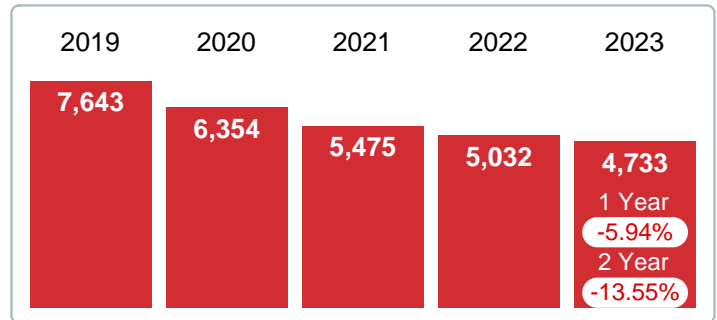
ACTIVE INVENTORY

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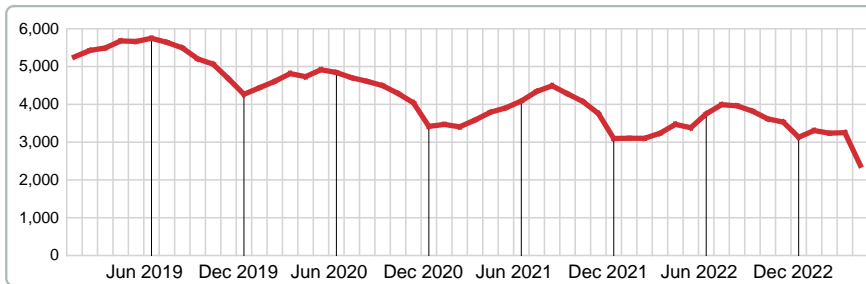
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

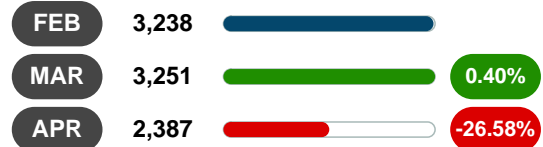


3 MONTHS

5 year APR AVG = 4,012

High Jun 2019 5,747 Low Apr 2023 2,387

Inventory this month at 2,387 below the 5 yr APR average of 4,012



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	226	9.47%	78.5	111	99	11	5
\$125,001 - \$200,000	248	10.39%	47.5	64	147	31	6
\$200,001 - \$275,000	314	13.15%	56.2	16	235	54	9
\$275,001 - \$425,000	646	27.06%	59.5	24	311	281	30
\$425,001 - \$525,000	359	15.04%	81.7	13	131	190	25
\$525,001 - \$700,000	351	14.70%	106.7	7	72	208	64
\$700,001 and up	243	10.18%	83.1	7	44	104	88
Total Active Inventory by Units			2,387	242	1,039	879	227
Total Active Inventory by Volume			1,054,937,812	54.68M	347.61M	446.09M	206.55M
Average Active Inventory Listing Price			\$441,951	\$225,951	\$334,566	\$507,497	\$909,930

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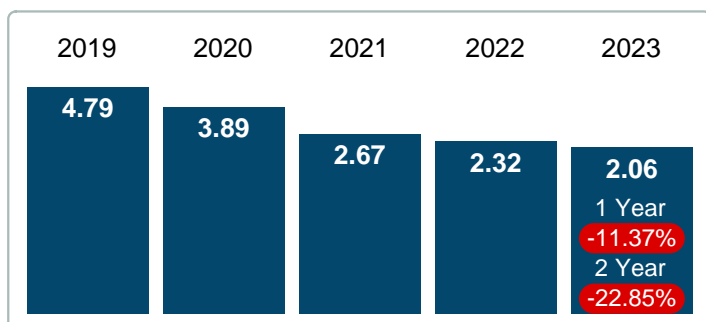
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



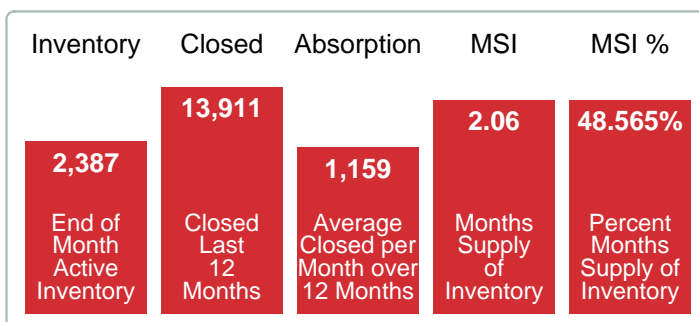
MONTHS SUPPLY of INVENTORY (MSI)

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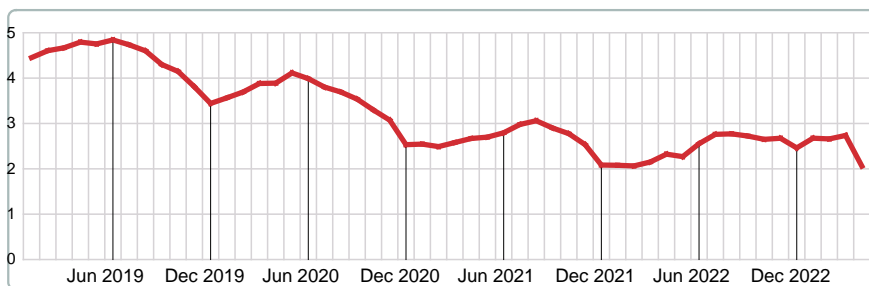
MSI FOR APRIL



INDICATORS FOR APRIL 2023

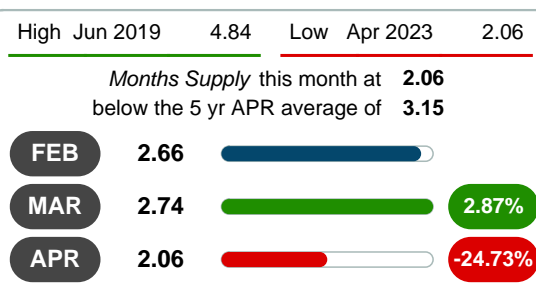


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.15



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	226	9.47%	1.53	1.58	1.46	1.38	4.29
\$125,001 - \$200,000	248	10.39%	0.99	1.73	0.79	1.28	2.67
\$200,001 - \$275,000	314	13.15%	1.11	1.04	1.13	0.96	2.25
\$275,001 - \$425,000	646	27.06%	2.25	2.38	2.32	2.20	1.97
\$425,001 - \$525,000	359	15.04%	4.11	7.43	4.91	3.86	2.56
\$525,001 - \$700,000	351	14.70%	5.42	10.50	6.00	5.11	5.61
\$700,001 and up	243	10.18%	6.09	14.00	7.88	4.97	6.81
Market Supply of Inventory (MSI)			2.06	1.78	1.62	2.69	4.00
Total Active Inventory by Units		100%	2,387	242	1,039	879	227

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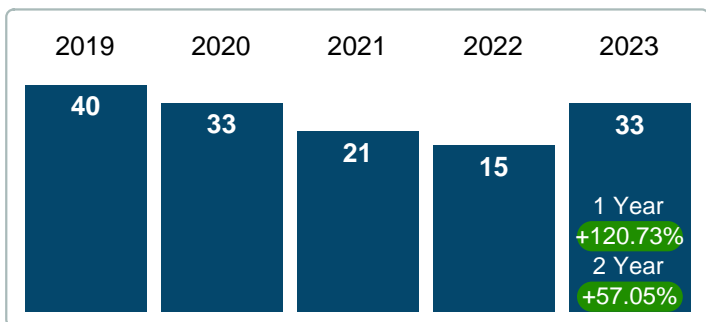
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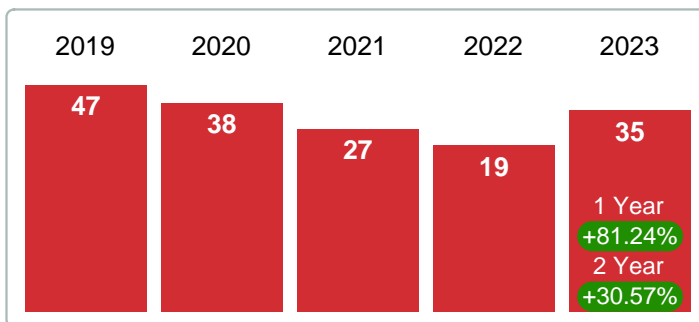
AVERAGE DAYS ON MARKET TO SALE

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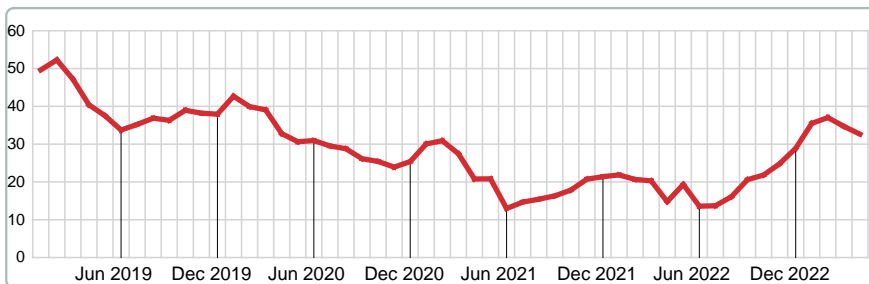
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

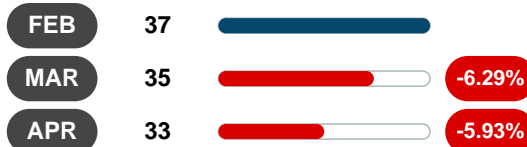


3 MONTHS

5 year APR AVG = 28

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 33 above the 5 yr APR average of 28



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
\$125,000 and less	9.83%	24	31	15	41	14
\$125,001 - \$150,000	8.67%	31	27	33	33	0
\$150,001 - \$200,000	14.90%	20	36	15	41	61
\$200,001 - \$275,000	24.15%	22	27	23	21	11
\$275,001 - \$350,000	17.23%	34	16	29	43	42
\$350,001 - \$525,000	15.38%	47	68	53	41	53
\$525,001 and up	9.83%	61	40	86	56	45
Average Closed DOM		33	30	28	42	43
Total Closed Units	100%	33	113	580	288	46
Total Closed Volume		312,098,046	19.70M	149.55M	119.99M	22.86M

April 2023



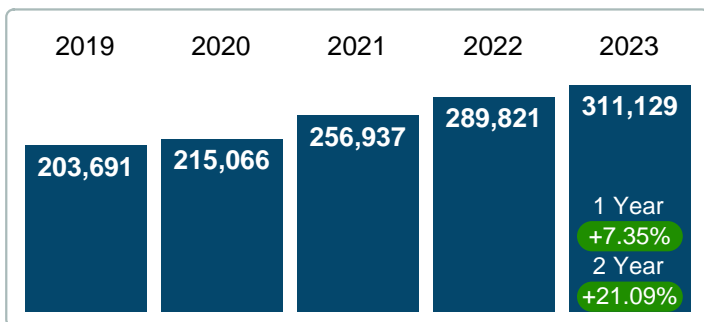
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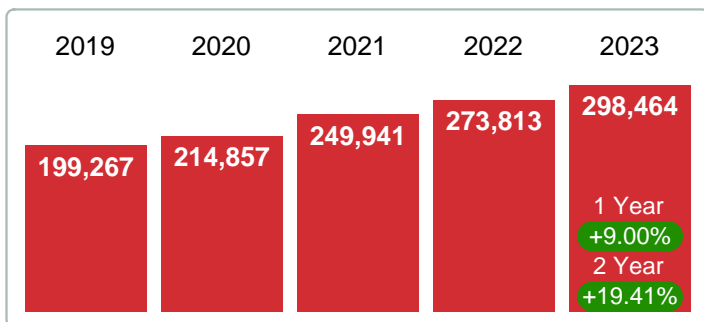
AVERAGE LIST PRICE AT CLOSING

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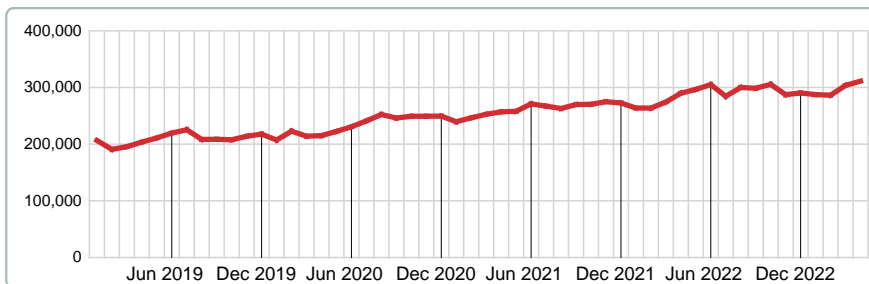
APRIL



YEAR TO DATE (YTD)

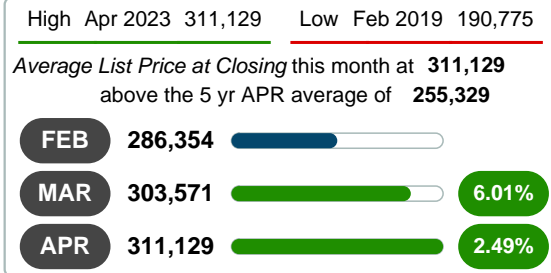


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 255,329



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
\$125,000 and less	10.22%	86,419	83,381	88,596	97,333	100,200
\$125,001 - \$150,000	7.89%	139,774	136,530	141,330	150,613	0
\$150,001 - \$200,000	16.07%	180,725	177,447	179,535	182,830	186,740
\$200,001 - \$275,000	22.30%	238,822	229,772	237,967	247,218	249,133
\$275,001 - \$350,000	17.72%	313,091	319,742	314,942	315,038	339,980
\$350,001 - \$525,000	15.48%	421,730	482,000	418,543	428,827	448,881
\$525,001 and up	10.32%	854,585	1,500,000	1,074,532	778,207	913,429
Average List Price		311,129	175,766	265,575	423,510	514,419
Total Closed Units	100%	311,129	113	580	288	46
Total Closed Volume		319,529,157	19.86M	154.03M	121.97M	23.66M

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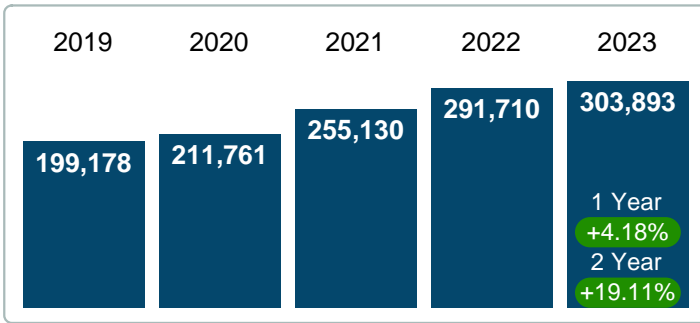
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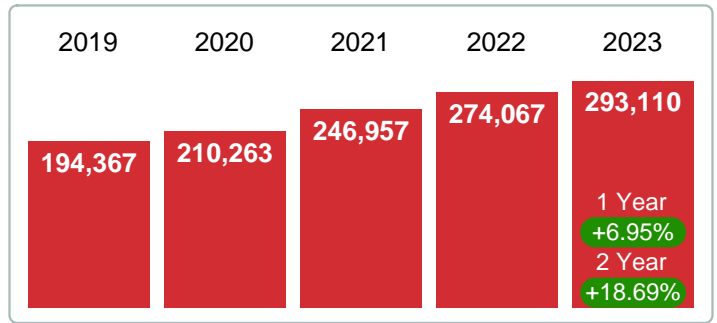
AVERAGE SOLD PRICE AT CLOSING

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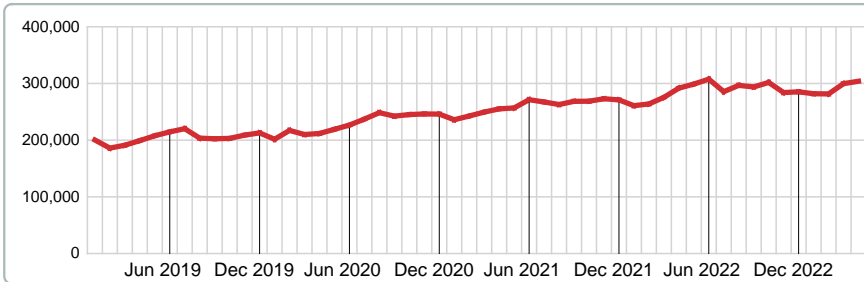
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

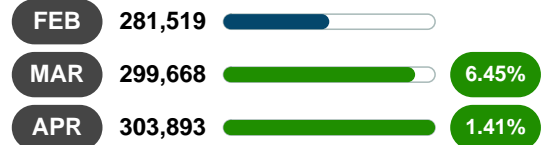


3 MONTHS

5 year APR AVG = 252,334

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

Average Sold Price at Closing this month at **303,893** above the 5 yr APR average of **252,334**



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
\$125,000 and less	9.83%	83,622	80,328	85,101	90,967	100,200
\$125,001 - \$150,000	8.67%	139,327	138,945	138,914	143,419	0
\$150,001 - \$200,000	14.90%	178,771	176,968	179,111	178,377	176,000
\$200,001 - \$275,000	24.15%	236,945	229,409	235,956	241,963	249,250
\$275,001 - \$350,000	17.23%	312,781	316,196	312,416	311,322	333,000
\$350,001 - \$525,000	15.38%	422,282	476,000	411,244	423,936	443,400
\$525,001 and up	9.83%	822,326	1,500,000	933,573	763,595	867,591
Average Sold Price		303,893	174,352	257,838	416,625	497,004
Total Closed Units	100%	303,893	113	580	288	46
Total Closed Volume		312,098,046	19.70M	149.55M	119.99M	22.86M

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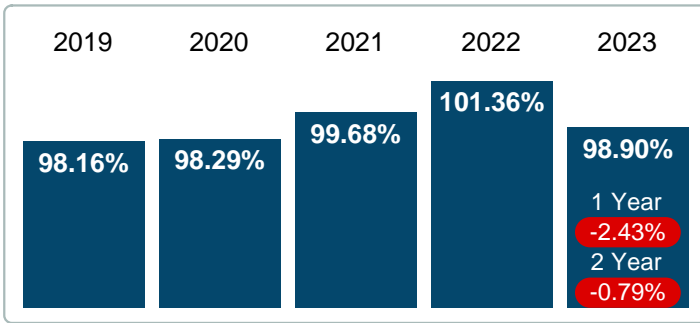
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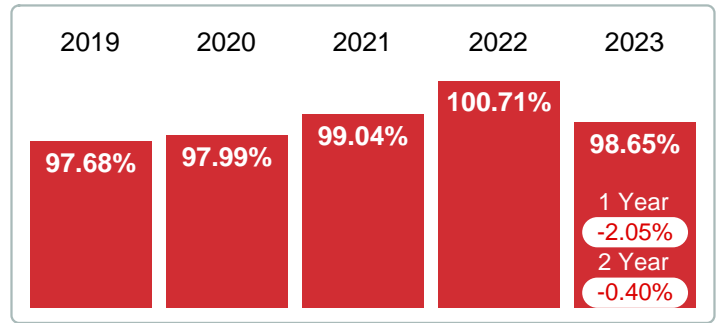
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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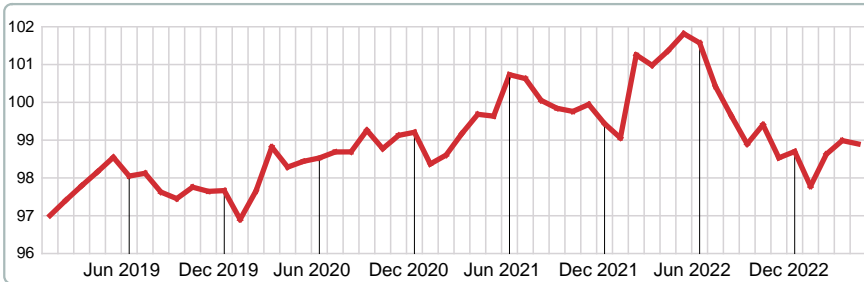
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

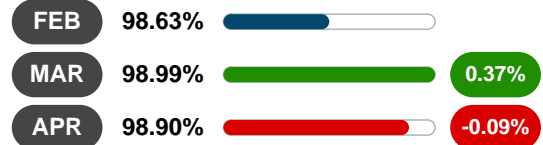


3 MONTHS

5 year APR AVG = 99.28%

High May 2022 101.82% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.90%** equal to 5 yr APR average of **99.28%**



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
\$125,000 and less	101	9.83%	96.31%	96.04%	97.10%	90.73%	100.00%
\$125,001 - \$150,000	89	8.67%	100.31%	103.03%	99.46%	99.09%	0.00%
\$150,001 - \$200,000	153	14.90%	99.71%	99.96%	100.05%	97.88%	94.35%
\$200,001 - \$275,000	248	24.15%	99.23%	99.95%	99.31%	98.54%	100.03%
\$275,001 - \$350,000	177	17.23%	99.14%	99.00%	99.42%	98.90%	98.05%
\$350,001 - \$525,000	158	15.38%	98.81%	99.40%	98.48%	99.01%	98.96%
\$525,001 and up	101	9.83%	97.92%	100.00%	94.87%	99.08%	97.28%
Average Sold/List Ratio		98.90%		98.88%	99.06%	98.70%	98.13%
Total Closed Units		1,027	100%	113	580	288	46
Total Closed Volume		312,098,046		19.70M	149.55M	119.99M	22.86M

April 2023



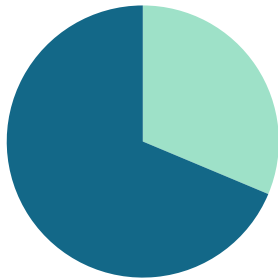
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

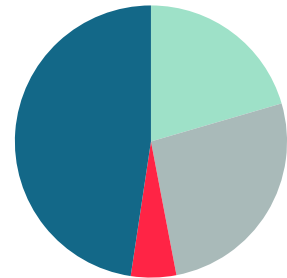


Inventory
 New Listings
1,482 = 31.31%
 Start Inventory
3,251
 Total Inventory Units
4,733
 Volume
\$1,812,517,999

Market Activity

Closed Sales
1,027 = 20.49%
 Pending Sales
1,329 = 26.51%
 Other Off Market
270 = 5.39%
 Active Inventory
2,387 = 47.62%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,377	1,027	-25.42%	5,044	3,696	-26.72%
Pending Sales	1,465	1,329	-9.28%	5,534	4,579	-17.26%
New Listings	1,797	1,482	-17.53%	6,117	5,423	-11.35%
Average List Price	289,821	311,129	7.35%	273,813	298,464	9.00%
Average Sale Price	291,710	303,893	4.18%	274,067	293,110	6.95%
Average Percent of Selling Price to List Price	101.36%	98.90%	-2.43%	100.71%	98.65%	-2.05%
Average Days on Market to Sale	14.79	32.64	120.73%	19.22	34.84	81.24%
Monthly Inventory	3,478	2,387	-31.37%	3,478	2,387	-31.37%
Months Supply of Inventory	2.33	2.06	-11.55%	2.33	2.06	-11.55%

Absorption: Last 12 months, an Average of **1,159** Sales/Month

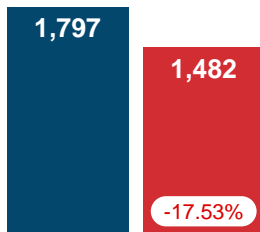
Inventory on April 30, 2023 = **2,387**

2022 **2023**

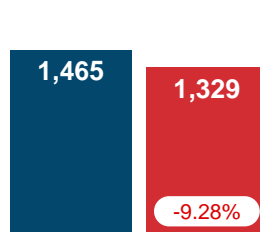
APRIL MARKET

AVERAGE PRICES

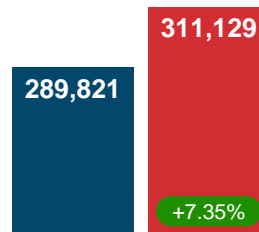
New Listings



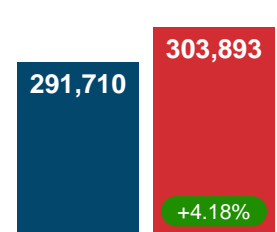
Pending Listings



List Price



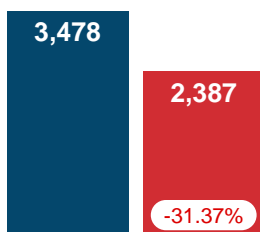
Sale Price



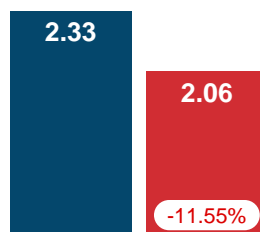
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

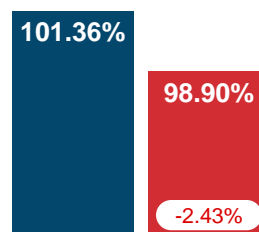
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

