

April 2023



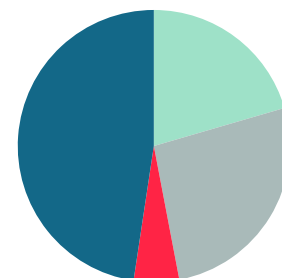
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	239,000	250,000	4.60%
Median Sale Price	242,000	250,000	3.31%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	4.00	9.00	125.00%
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.

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 **3.31%** in April 2023 to \$250,000 versus the previous year at \$242,000.

Median Days on Market Lengthens

The median number of **9.00** days that homes spent on the market before selling increased by 5.00 days or **125.00%** in April 2023 compared to last year's same month at **4.00** DOM.

Sales Success for April 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 1,482 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 Monthly 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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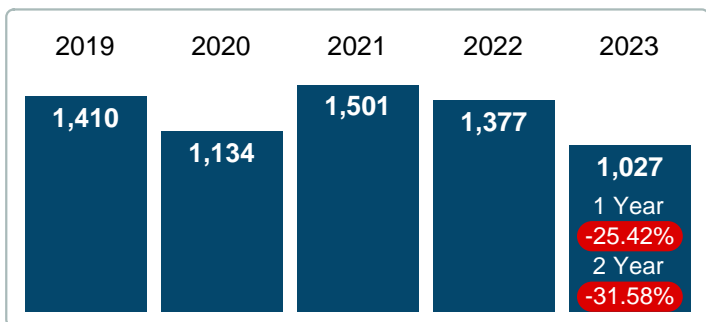
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



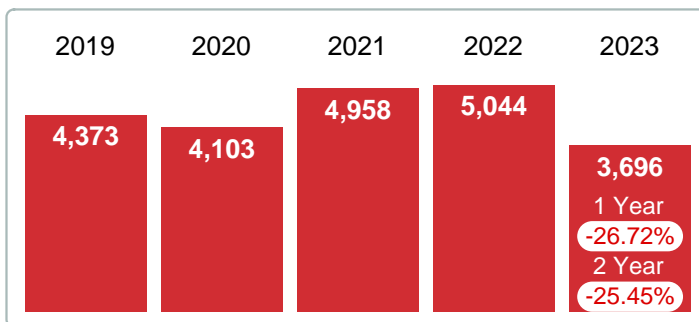
CLOSED LISTINGS

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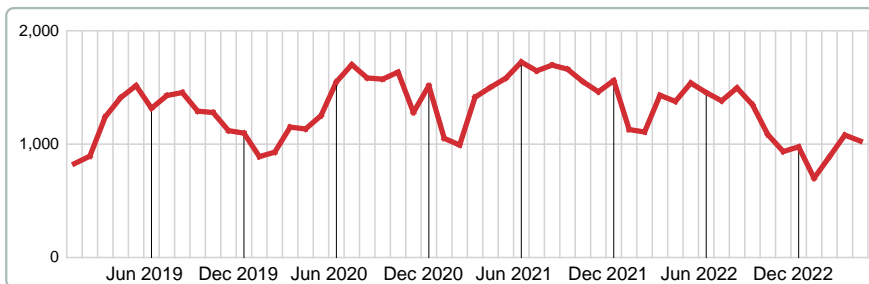
APRIL



YEAR TO DATE (YTD)

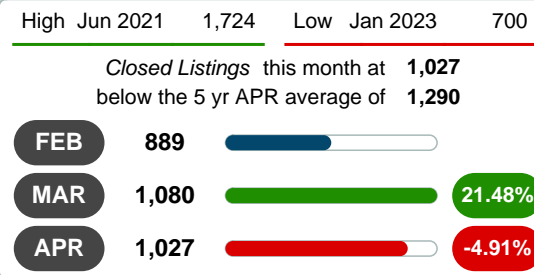


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,290



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	101	9.83%	7.0	45	48	6	2
\$125,001 - \$150,000	89	8.67%	5.0	22	59	8	0
\$150,001 - \$200,000	153	14.90%	5.0	14	122	13	4
\$200,001 - \$275,000	248	24.15%	7.0	16	181	45	6
\$275,001 - \$350,000	177	17.23%	14.0	11	88	73	5
\$350,001 - \$525,000	158	15.38%	19.0	4	60	79	15
\$525,001 and up	101	9.83%	17.0	1	22	64	14
Total Closed Units	1,027			113	580	288	46
Total Closed Volume	312,098,046	100%	9.0	19.70M	149.55M	119.99M	22.86M
Median Closed Price	\$250,000			\$140,000	\$224,008	\$350,000	\$429,950

April 2023



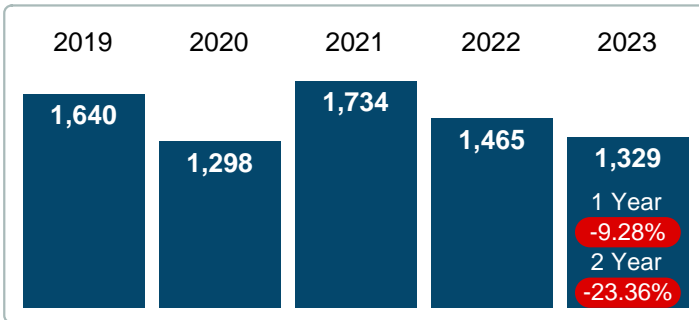
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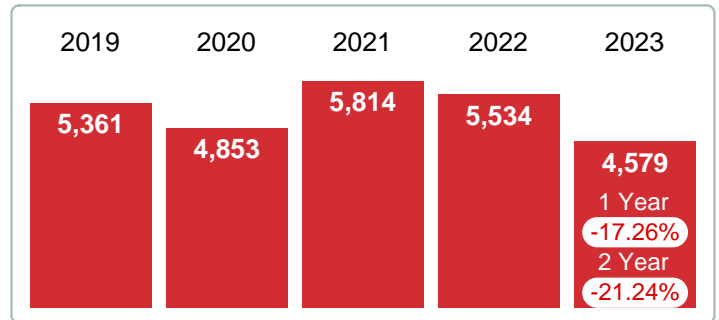
PENDING LISTINGS

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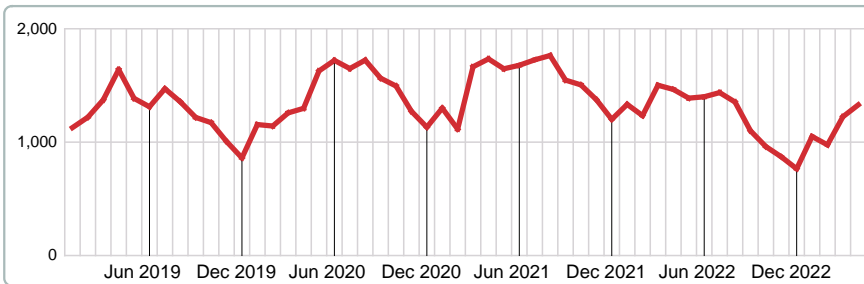
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

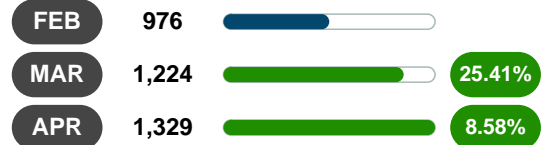


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	98	7.37%	7.5	54	43	1	0
\$100,001 - \$175,000	205	15.43%	7.0	61	130	14	0
\$175,001 - \$225,000	192	14.45%	6.0	13	153	22	4
\$225,001 - \$300,000	326	24.53%	10.0	13	218	87	8
\$300,001 - \$375,000	191	14.37%	14.0	6	84	89	12
\$375,001 - \$500,000	171	12.87%	15.0	3	56	90	22
\$500,001 and up	146	10.99%	24.5	3	26	87	30
Total Pending Units	1,329			153	710	390	76
Total Pending Volume	402,497,829	100%	11.0	24.10M	179.55M	161.85M	36.99M
Median Listing Price	\$268,500			\$125,000	\$235,000	\$359,900	\$449,950

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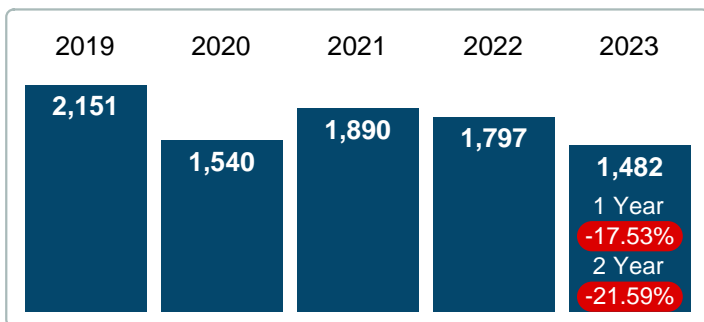
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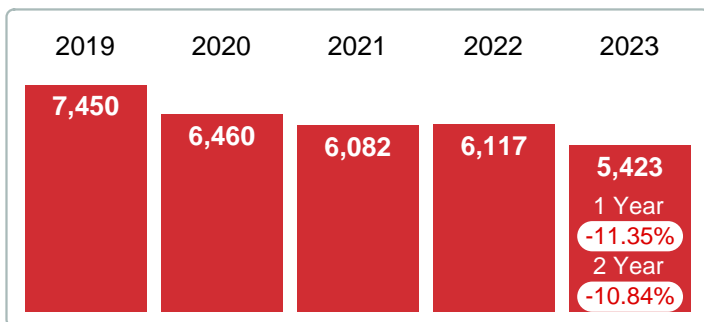
NEW LISTINGS

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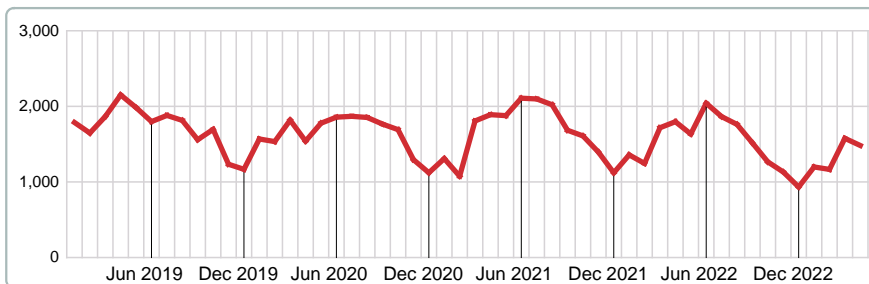
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

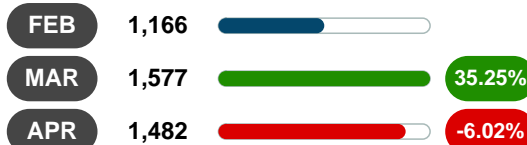


3 MONTHS

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
Median New Listed Listing Price	\$285,000		\$135,000	\$249,900	\$382,745	\$529,500

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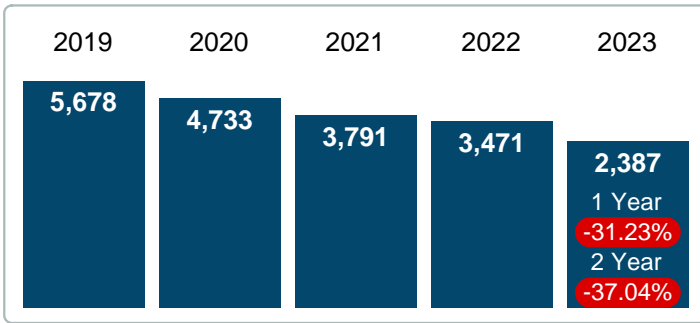
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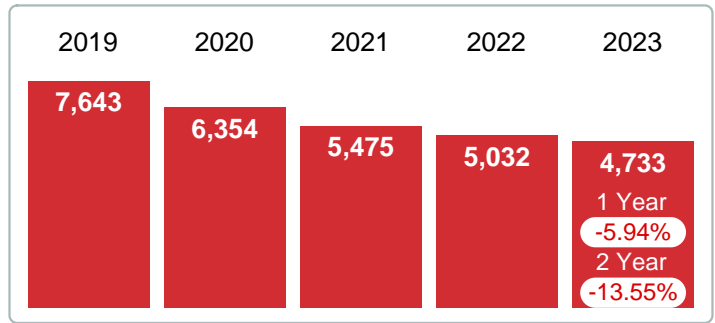
ACTIVE INVENTORY

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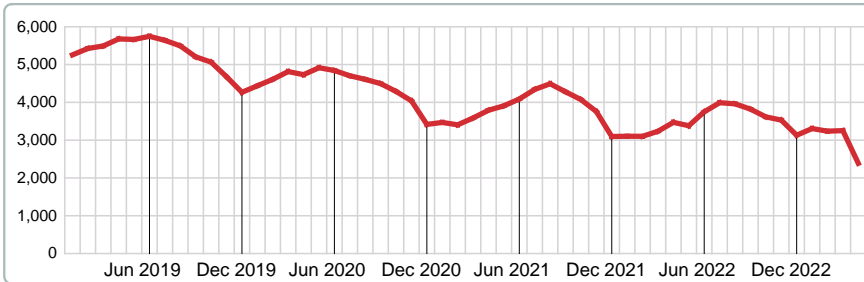
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS

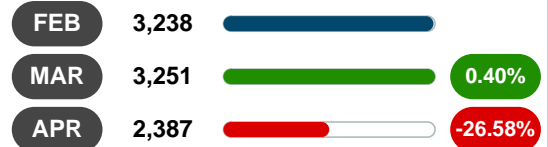


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	226	9.47%	43.5	111	99	11	5
\$125,001 - \$200,000	248	10.39%	28.5	64	147	31	6
\$200,001 - \$275,000	314	13.15%	38.0	16	235	54	9
\$275,001 - \$425,000	646	27.06%	40.0	24	311	281	30
\$425,001 - \$525,000	359	15.04%	58.0	13	131	190	25
\$525,001 - \$700,000	351	14.70%	89.0	7	72	208	64
\$700,001 and up	243	10.18%	58.0	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
Median Active Inventory Listing Price			\$365,000	\$138,950	\$290,000	\$469,000	\$614,500

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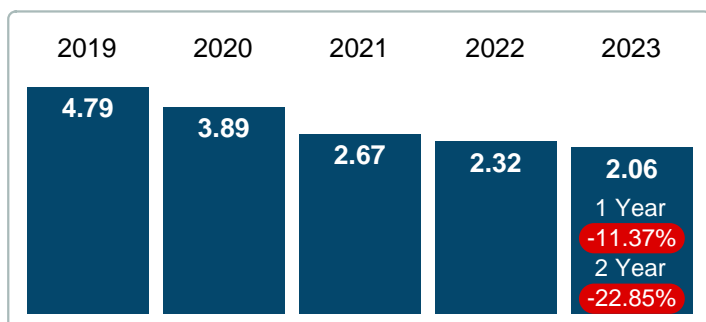
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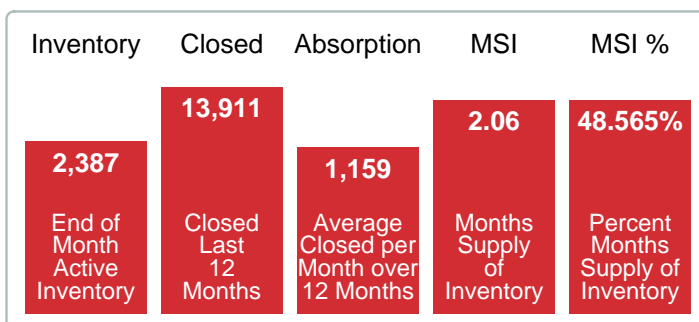
MONTHS SUPPLY of INVENTORY (MSI)

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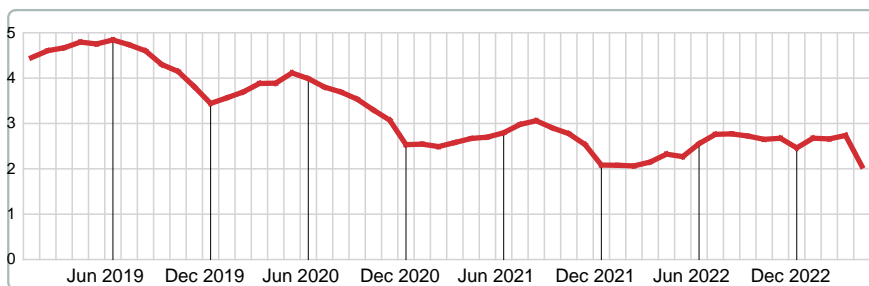
MSI FOR APRIL



INDICATORS FOR APRIL 2023

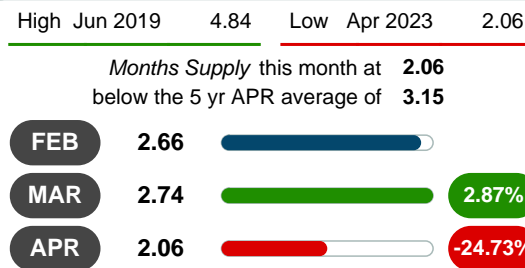


5 YEAR MARKET ACTIVITY TRENDS



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

April 2023



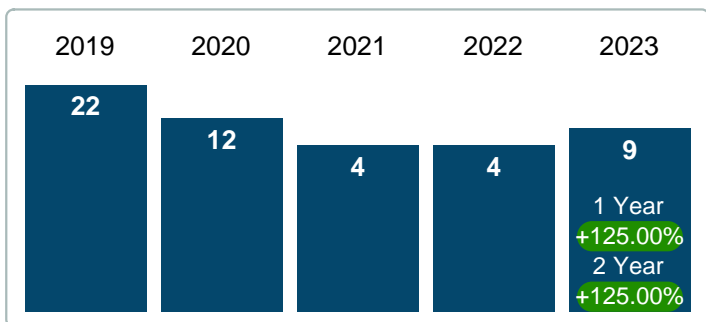
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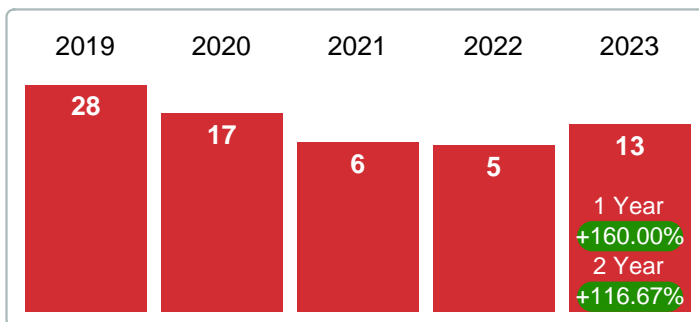
MEDIAN DAYS ON MARKET TO SALE

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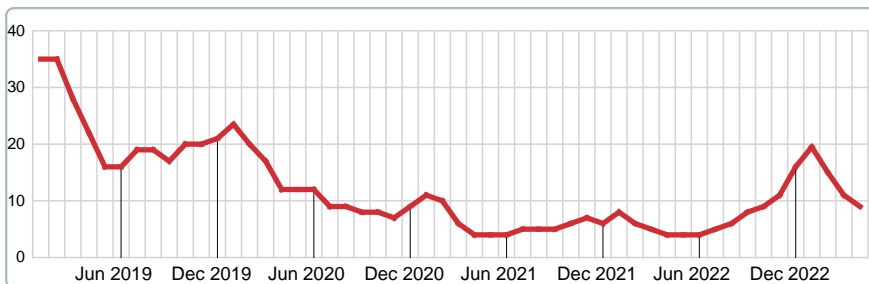
APRIL



YEAR TO DATE (YTD)

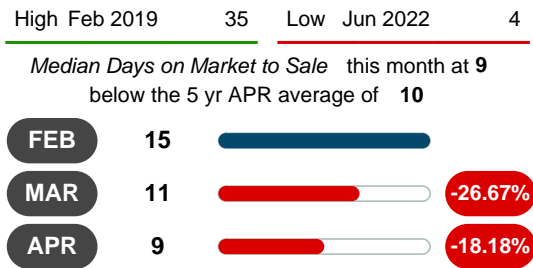


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 10



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
\$125,000 and less	9.83%	7	10	6	23	14
\$125,001 - \$150,000	8.67%	5	5	5	33	0
\$150,001 - \$200,000	14.90%	5	10	5	2	54
\$200,001 - \$275,000	24.15%	7	11	6	8	4
\$275,001 - \$350,000	17.23%	14	4	12	24	24
\$350,001 - \$525,000	15.38%	19	57	19	19	9
\$525,001 and up	9.83%	17	40	13	30	10
Median Closed DOM		9	8	7	19	10
Total Closed Units	100%	9.0	113	580	288	46
Total Closed Volume		312,098,046	19.70M	149.55M	119.99M	22.86M

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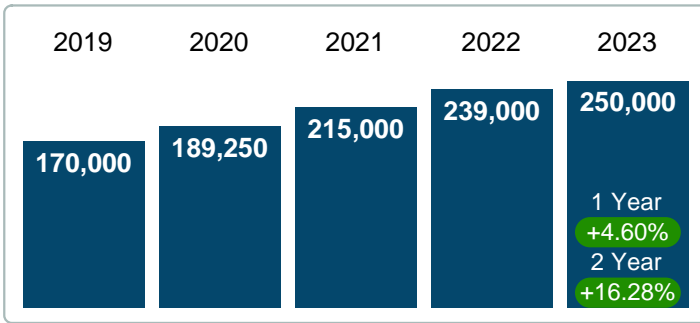
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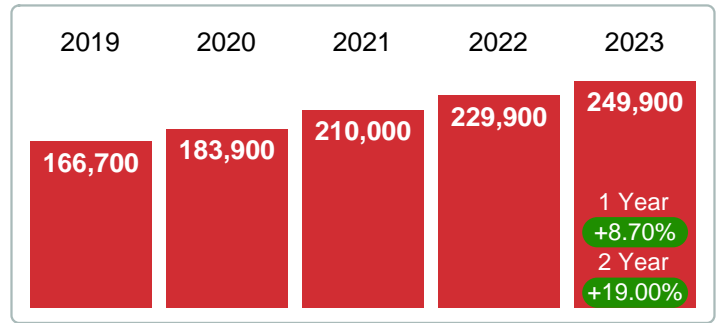
MEDIAN LIST PRICE AT CLOSING

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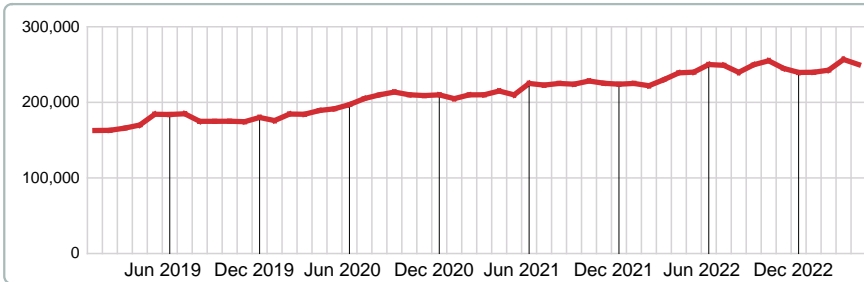
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

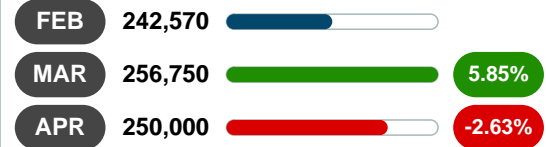


3 MONTHS

5 year APR AVG = 212,650

High Mar 2023 256,750 Low Jan 2019 162,725

Median List Price at Closing this month at **250,000**
above the 5 yr APR average of **212,650**



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
\$125,000 and less	10.22%	89,000	80,000	92,250	105,000	100,200
\$125,001 - \$150,000	7.89%	139,900	139,900	139,500	148,500	0
\$150,001 - \$200,000	16.07%	180,000	175,278	180,000	190,000	188,580
\$200,001 - \$275,000	22.30%	238,000	229,475	237,000	246,725	244,950
\$275,001 - \$350,000	17.72%	314,950	317,450	314,000	313,000	342,450
\$350,001 - \$525,000	15.48%	415,000	439,000	405,000	415,000	429,950
\$525,001 and up	10.32%	649,500	1,022,500	694,450	632,250	698,500
Median List Price		250,000	140,000	225,000	359,450	429,950
Total Closed Units	100%	250,000	113	580	288	46
Total Closed Volume		319,529,157	19.86M	154.03M	121.97M	23.66M

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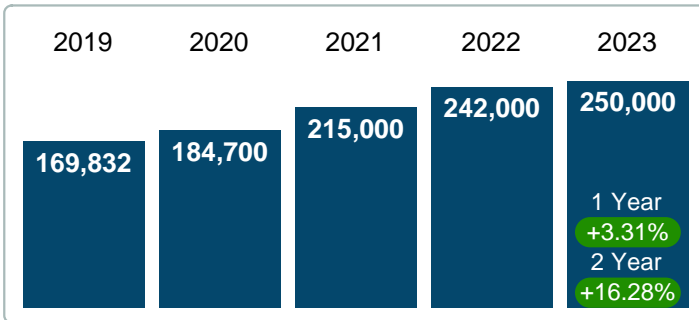
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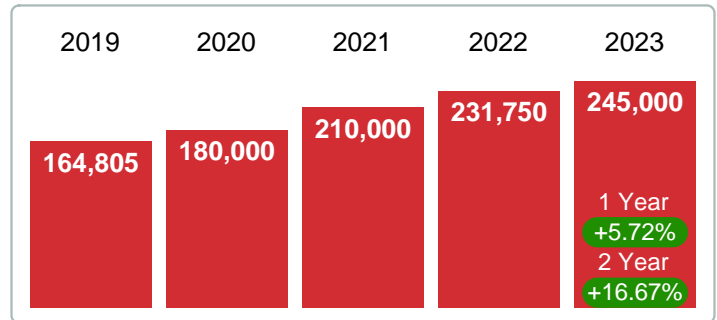
MEDIAN SOLD PRICE AT CLOSING

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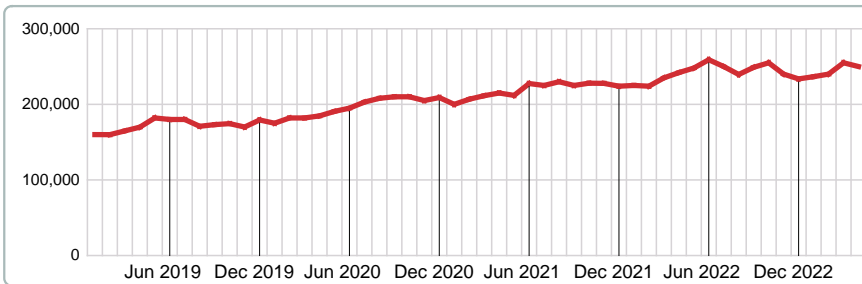
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YEAR TO DATE (YTD)

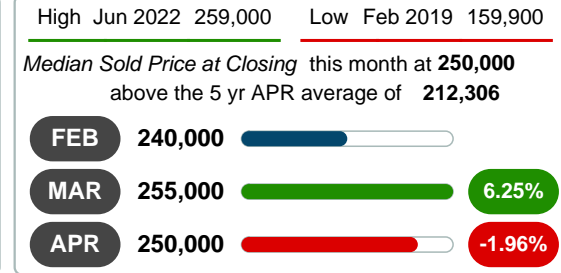


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 212,306



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
\$125,000 and less	101	9.83%	88,000	78,000	90,000	108,450	100,200
\$125,001 - \$150,000	89	8.67%	140,000	140,000	138,000	146,750	0
\$150,001 - \$200,000	153	14.90%	180,000	177,778	180,000	183,000	178,500
\$200,001 - \$275,000	248	24.15%	237,750	225,000	235,000	245,000	244,000
\$275,001 - \$350,000	177	17.23%	310,000	319,861	310,000	310,000	335,000
\$350,001 - \$525,000	158	15.38%	420,000	499,500	399,950	420,000	435,000
\$525,001 and up	101	9.83%	660,000	1,500,000	675,000	635,000	724,000
Median Sold Price			250,000	140,000	224,008	350,000	429,950
Total Closed Units		100%	250,000	113	580	288	46
Total Closed Volume			312,098,046	19.70M	149.55M	119.99M	22.86M

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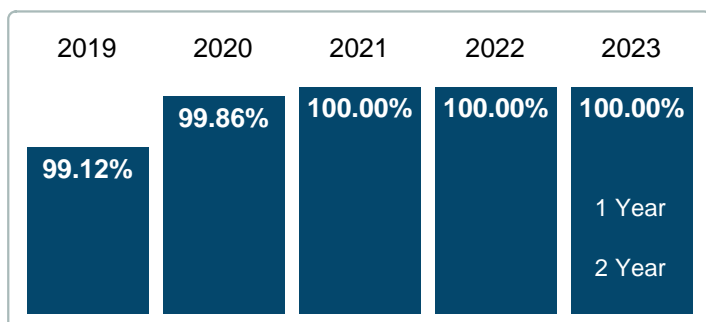
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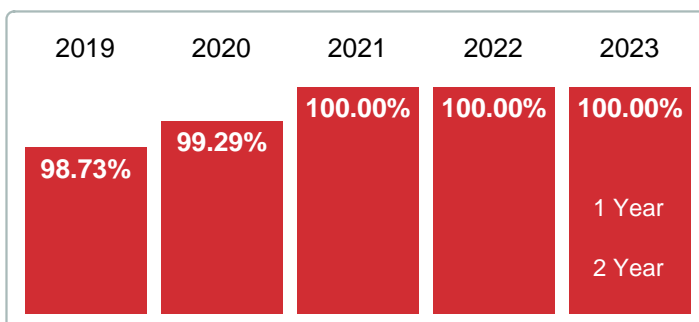
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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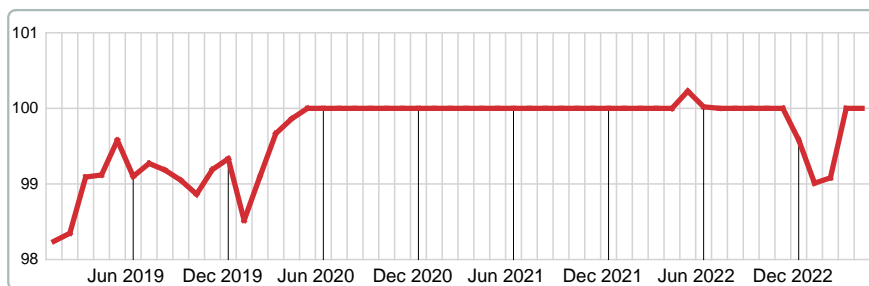
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

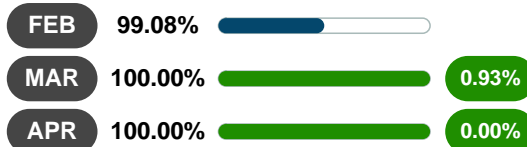


3 MONTHS

5 year APR AVG = 99.80%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr APR average of **99.80%**



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
\$125,000 and less	101	9.83%	100.00%	100.00%	100.00%	96.37%	100.00%
\$125,001 - \$150,000	89	8.67%	100.00%	100.04%	100.00%	100.00%	0.00%
\$150,001 - \$200,000	153	14.90%	100.00%	98.60%	100.00%	96.32%	93.68%
\$200,001 - \$275,000	248	24.15%	100.00%	100.00%	100.00%	100.00%	101.06%
\$275,001 - \$350,000	177	17.23%	100.00%	100.00%	100.00%	100.00%	100.00%
\$350,001 - \$525,000	158	15.38%	100.00%	99.50%	100.00%	100.00%	100.00%
\$525,001 and up	101	9.83%	100.00%	100.00%	98.31%	100.00%	99.67%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
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



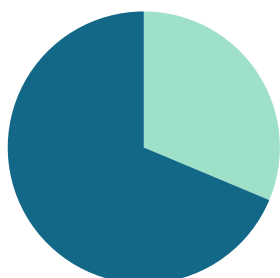
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

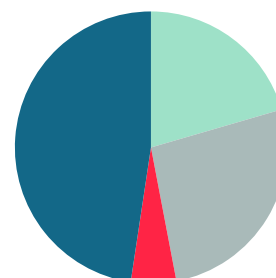


Inventory
 New Listings
1,482 = 31.31%
 Start Inventory
3,251
 Total Inventory Units
4,733
 Volume
\$1,812,517,999

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%
Median List Price	239,000	250,000	4.60%	229,900	249,900	8.70%
Median Sale Price	242,000	250,000	3.31%	231,750	245,000	5.72%
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	4.00	9.00	125.00%	5.00	13.00	160.00%
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

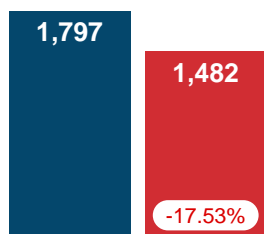
Inventory on April 30, 2023 = **2,387**

2022 **2023**

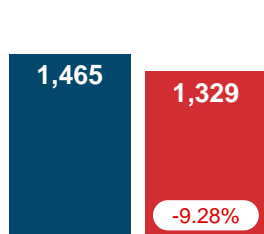
APRIL MARKET

MEDIAN PRICES

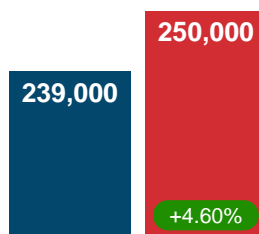
New Listings



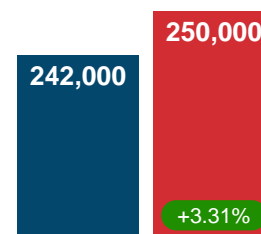
Pending Listings



List Price



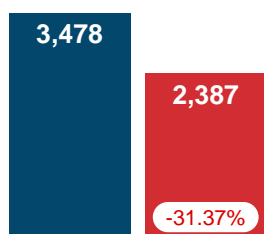
Sale Price



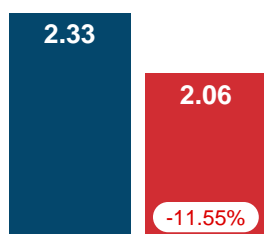
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

