

December 2022



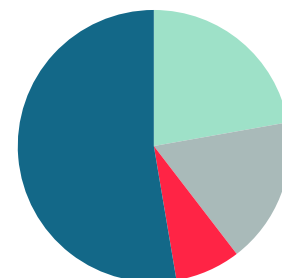
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2021	2022	+/-%
Closed Listings	1,561	976	-37.48%
Pending Listings	1,201	763	-36.47%
New Listings	1,121	933	-16.77%
Average List Price	272,628	290,209	6.45%
Average Sale Price	270,978	285,222	5.26%
Average Percent of Selling Price to List Price	99.44%	98.70%	-0.74%
Average Days on Market to Sale	21.39	28.90	35.12%
End of Month Inventory	1,481	2,314	56.25%
Months Supply of Inventory	1.00	1.82	82.72%



■ Closed (22.21%)
■ Pending (17.36%)
■ Other OffMarket (7.76%)
■ Active (52.66%)

Absorption: Last 12 months, an Average of **1,271** Sales/Month
Active Inventory as of December 31, 2022 = **2,314**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of December 2022 rose **56.25%** to 2,314 existing homes available for sale. Over the last 12 months this area has had an average of 1,271 closed sales per month. This represents an unsold inventory index of **1.82** 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 **5.26%** in December 2022 to \$285,222 versus the previous year at \$270,978.

Average Days on Market Lengthens

The average number of **28.90** days that homes spent on the market before selling increased by 7.51 days or **35.12%** in December 2022 compared to last year's same month at **21.39** DOM.

Sales Success for December 2022 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 933 New Listings in December 2022, down **16.77%** from last year at 1,121. Furthermore, there were 976 Closed Listings this month versus last year at 1,561, a **-37.48%** decrease.

Closed versus Listed trends yielded a **104.6%** ratio, down from previous year's, December 2021, at **139.3%**, a **24.88%** downswing. This will certainly create pressure on an increasing 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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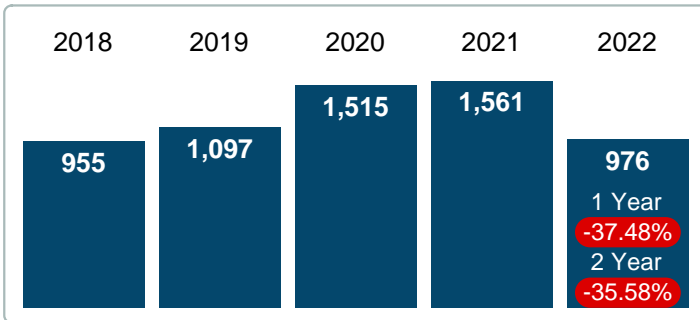
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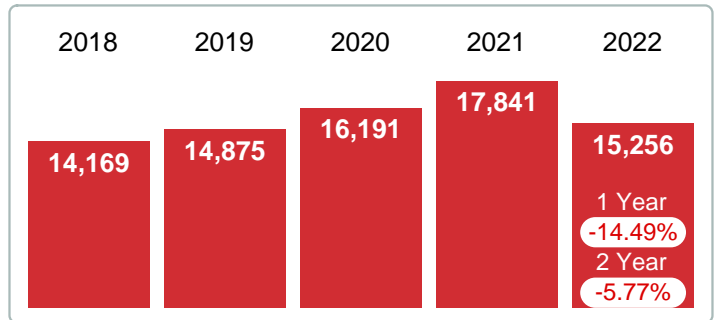
CLOSED LISTINGS

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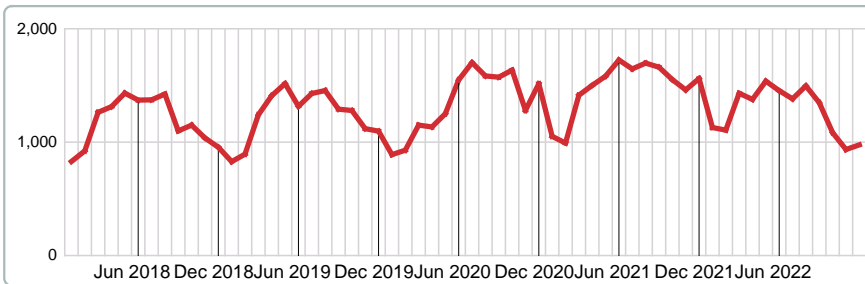
DECEMBER



YEAR TO DATE (YTD)

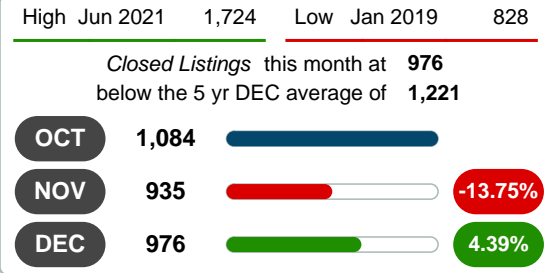


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 1,221



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	93	9.53%	30.9	49	34	8	2
\$100,001 - \$150,000	107	10.96%	20.3	29	71	7	0
\$150,001 - \$200,000	165	16.91%	26.8	19	128	15	3
\$200,001 - \$275,000	238	24.39%	25.4	18	166	48	6
\$275,001 - \$350,000	135	13.83%	34.3	4	65	60	6
\$350,001 - \$500,000	125	12.81%	35.9	3	48	67	7
\$500,001 and up	113	11.58%	31.5	3	19	65	26
Total Closed Units	976			125	531	270	50
Total Closed Volume	278,376,198	100%	28.9	19.27M	125.72M	101.53M	31.85M
Average Closed Price	\$285,222			\$154,194	\$236,758	\$376,038	\$637,060

December 2022



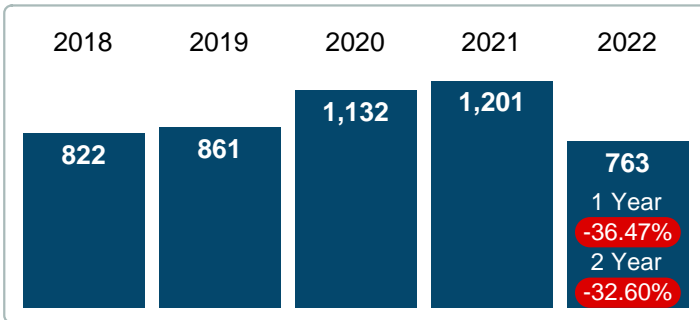
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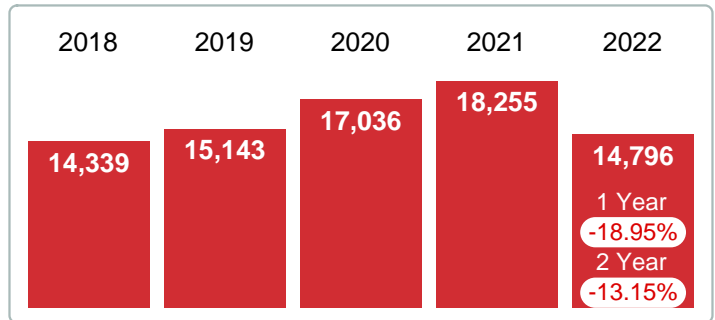
PENDING LISTINGS

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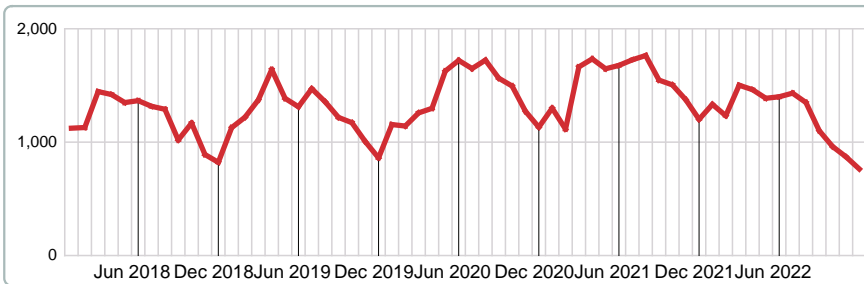
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

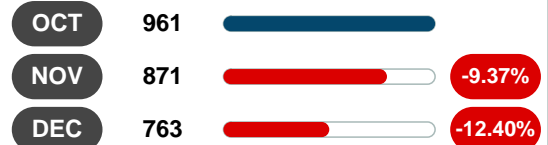


3 MONTHS

5 year DEC AVG = 956

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at **763**
below the 5 yr DEC average of **956**



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	63	8.26%	41.3	29	25	6	3
\$100,001 - \$150,000	97	12.71%	29.9	30	57	8	2
\$150,001 - \$200,000	129	16.91%	31.7	13	100	15	1
\$200,001 - \$275,000	189	24.77%	44.3	6	136	40	7
\$275,001 - \$350,000	101	13.24%	56.5	2	53	42	4
\$350,001 - \$500,000	97	12.71%	51.0	2	37	46	12
\$500,001 and up	87	11.40%	41.3	0	17	54	16
Total Pending Units	763			82	425	211	45
Total Pending Volume	219,236,403	100%	41.5	10.83M	101.94M	84.16M	22.31M
Average Listing Price	\$286,582			\$132,016	\$239,852	\$398,874	\$495,810

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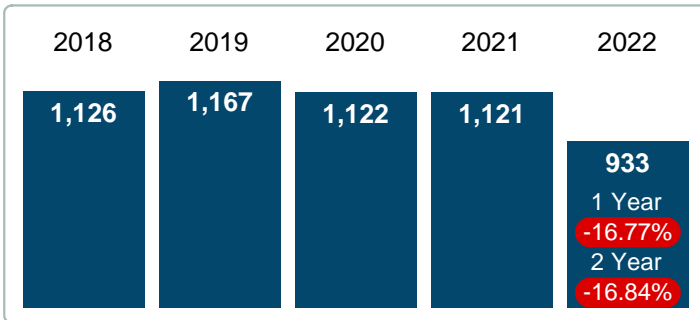
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



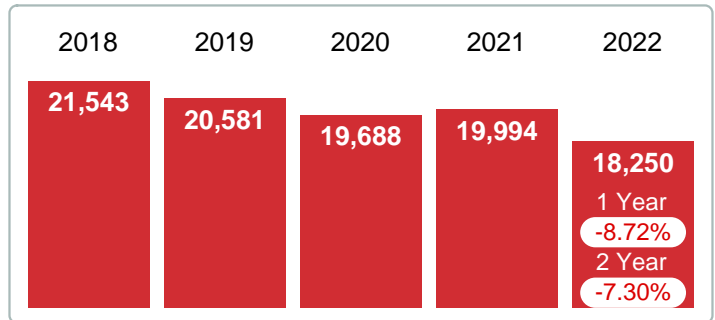
NEW LISTINGS

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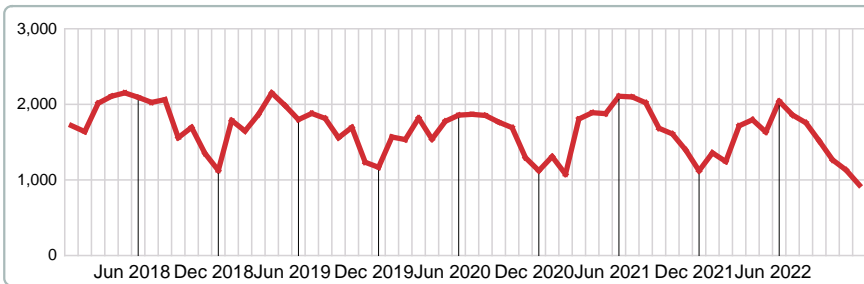
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

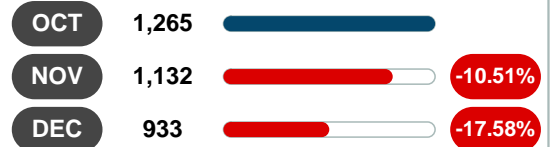


3 MONTHS

5 year DEC AVG = 1,094

High May 2018 2,152 Low Dec 2022 933

New Listings this month at 933 below the 5 yr DEC average of 1,094



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	93	9.97%	53	32	5	3
\$100,001 - \$150,000	113	12.11%	35	65	12	1
\$150,001 - \$200,000	119	12.75%	17	87	14	1
\$200,001 - \$325,000	253	27.12%	13	164	69	7
\$325,001 - \$425,000	127	13.61%	9	56	57	5
\$425,001 - \$550,000	127	13.61%	3	46	66	12
\$550,001 and up	101	10.83%	2	9	63	27
Total New Listed Units	933		132	459	286	56
Total New Listed Volume	307,895,438	100%	22.97M	118.86M	126.74M	39.32M
Average New Listed Listing Price	\$301,158		\$174,027	\$258,952	\$443,156	\$702,185

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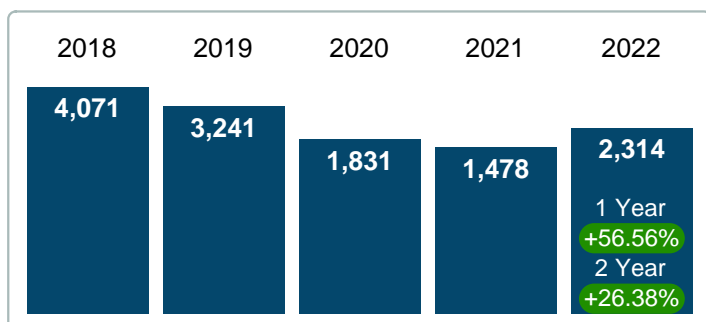
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



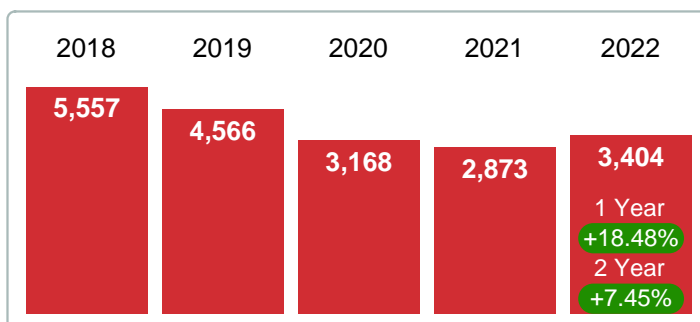
ACTIVE INVENTORY

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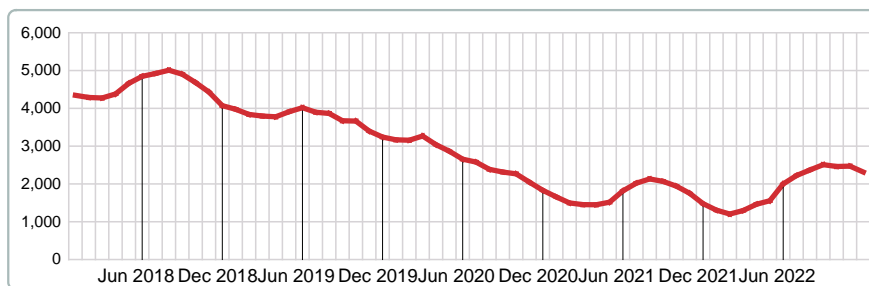
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2,587

High Aug 2018 5,009 Low Feb 2022 1,204

Inventory this month at 2,314
below the 5 yr DEC average of 2,587



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	240	10.37%	78.2	122	98	13	7
\$125,001 - \$175,000	181	7.82%	80.1	33	119	27	2
\$175,001 - \$275,000	450	19.45%	64.0	34	293	111	12
\$275,001 - \$400,000	555	23.98%	74.8	28	254	235	38
\$400,001 - \$500,000	319	13.79%	86.6	8	116	167	28
\$500,001 - \$650,000	342	14.78%	100.6	3	69	216	54
\$650,001 and up	227	9.81%	104.1	6	49	94	78
Total Active Inventory by Units	2,314			234	998	863	219
Total Active Inventory by Volume	955,663,199	100%	81.8	48.20M	332.10M	404.29M	171.07M
Average Active Inventory Listing Price	\$412,992			\$205,965	\$332,768	\$468,476	\$781,144

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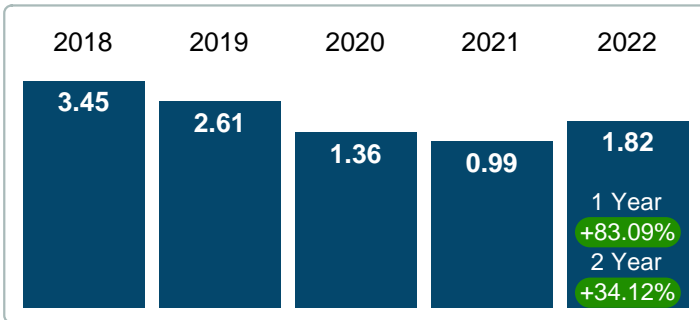
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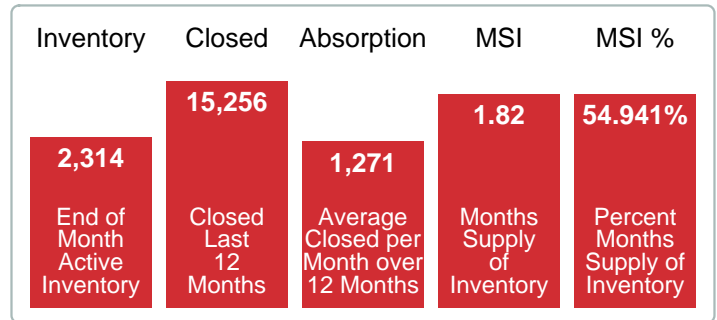
MONTHS SUPPLY of INVENTORY (MSI)

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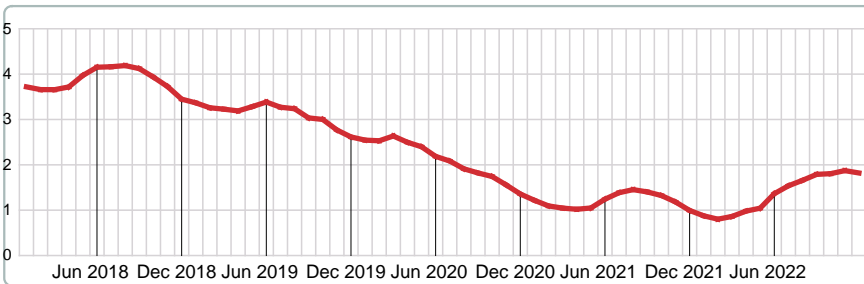
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2022



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 2.05

High Aug 2018 4.19 Low Feb 2022 0.80

Months Supply this month at 1.82 below the 5 yr DEC average of 2.05



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	240	10.37%	1.42	1.53	1.22	1.51	8.40
\$125,001 - \$175,000	181	7.82%	1.02	1.04	0.92	1.79	2.00
\$175,001 - \$275,000	450	19.45%	1.08	1.29	0.96	1.39	2.22
\$275,001 - \$400,000	555	23.98%	1.99	2.80	1.94	1.87	3.02
\$400,001 - \$500,000	319	13.79%	3.04	3.56	3.32	2.97	2.40
\$500,001 - \$650,000	342	14.78%	4.76	3.60	4.70	4.85	4.53
\$650,001 and up	227	9.81%	4.37	10.29	7.17	3.41	4.59
Market Supply of Inventory (MSI)			1.82	1.55	1.42	2.41	3.62
Total Active Inventory by Units		100%	1.82	234	998	863	219

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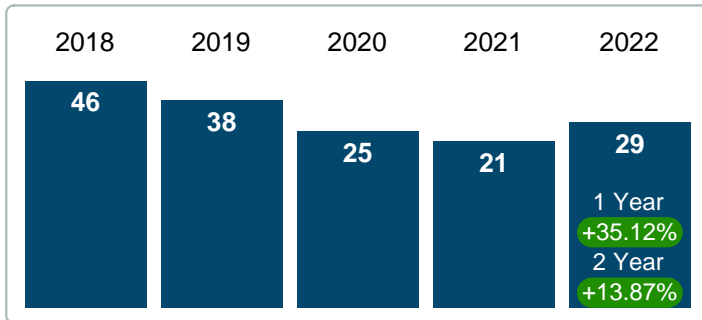
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



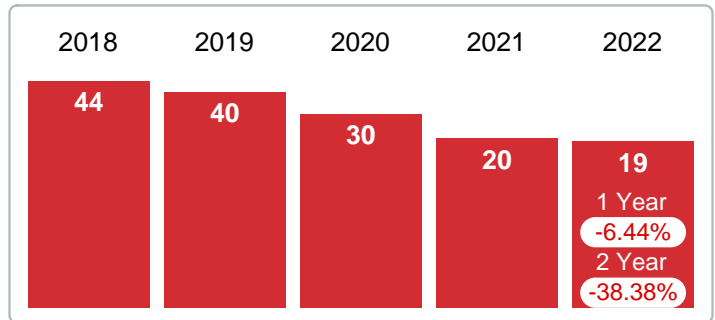
AVERAGE DAYS ON MARKET TO SALE

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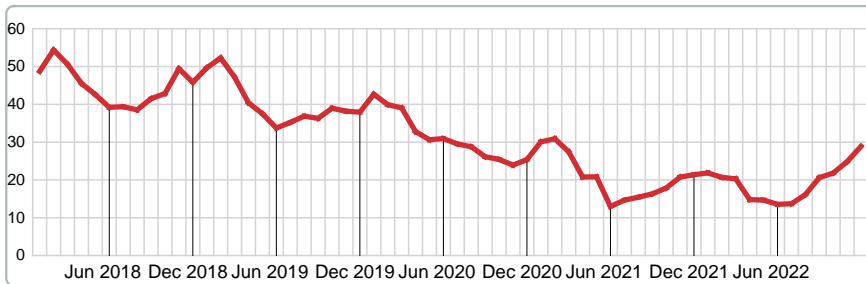
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

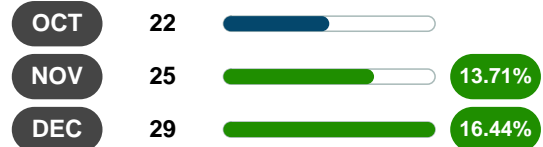


3 MONTHS

5 year DEC AVG = 32

High Feb 2018 54 Low Jun 2021 13

Average Days on Market to Sale this month at 29 below the 5 yr DEC average of 32



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	9.53%	31	31	29	40	36
\$100,001 - \$150,000	10.96%	20	26	19	7	0
\$150,001 - \$200,000	16.91%	27	29	25	37	51
\$200,001 - \$275,000	24.39%	25	19	23	38	20
\$275,001 - \$350,000	13.83%	34	8	34	34	54
\$350,001 - \$500,000	12.81%	36	9	34	39	30
\$500,001 and up	11.58%	32	2	38	27	42
Average Closed DOM		29	26	26	34	40
Total Closed Units	100%	976	125	531	270	50
Total Closed Volume		278,376,198	19.27M	125.72M	101.53M	31.85M

December 2022



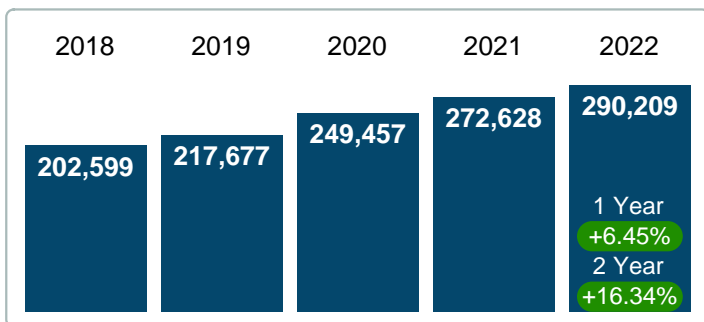
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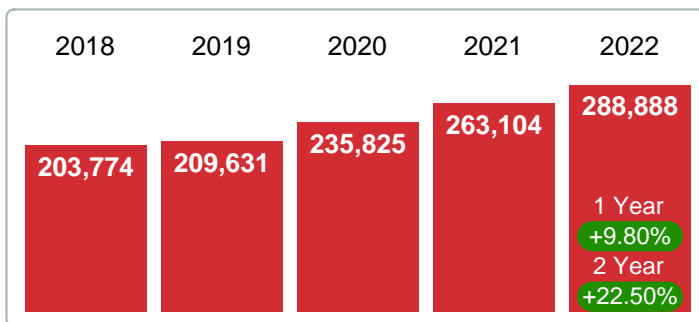
AVERAGE LIST PRICE AT CLOSING

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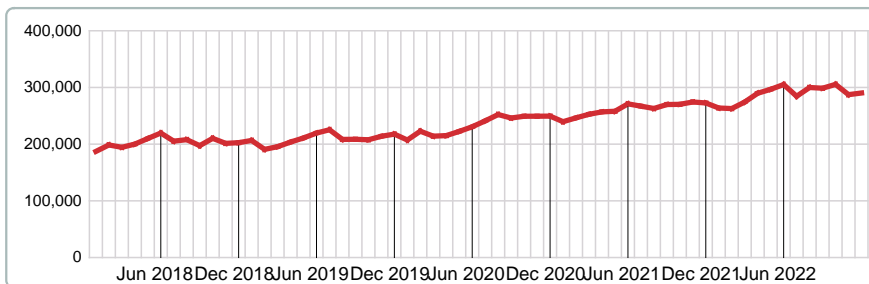
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 246,514

High Oct 2022 305,436 Low Jan 2018 187,169

Average List Price at Closing this month at **290,209**
above the 5 yr DEC average of **246,514**

- OCT** 305,436
- NOV** 287,298 (-5.94%)
- DEC** 290,209 (1.01%)

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	89	9.12%	72,867	74,088	76,206	97,563	114,778	
\$100,001 - \$150,000	96	9.84%	131,238	132,667	136,363	131,386	0	
\$150,001 - \$200,000	176	18.03%	179,770	173,721	183,745	192,753	189,633	
\$200,001 - \$275,000	237	24.28%	236,571	236,733	236,224	245,494	247,833	
\$275,001 - \$350,000	140	14.34%	311,225	283,500	312,164	311,096	320,900	
\$350,001 - \$500,000	125	12.81%	416,408	412,967	423,117	412,942	429,628	
\$500,001 and up	113	11.58%	715,318	841,333	625,341	609,127	1,011,587	
Average List Price		290,209		159,492	240,089	378,894	670,391	
Total Closed Units		976	100%	290,209	125	531	270	50
Total Closed Volume		283,244,357		19.94M	127.49M	102.30M	33.52M	

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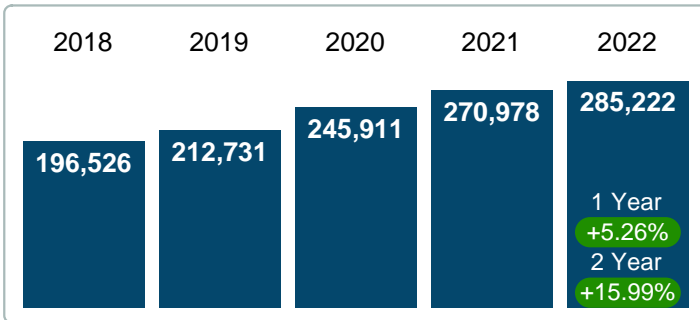
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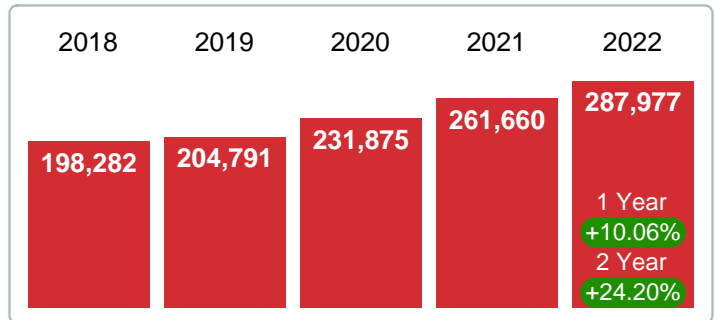
AVERAGE SOLD PRICE AT CLOSING

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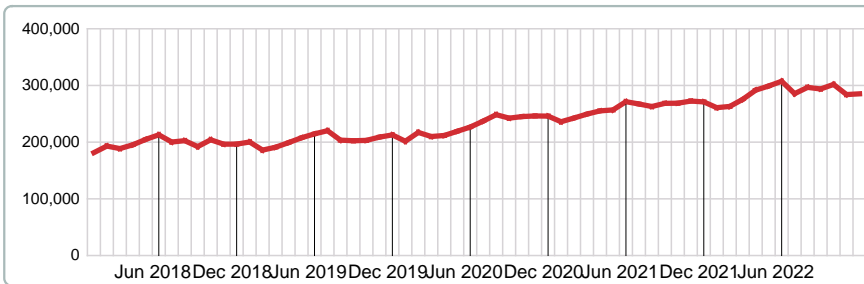
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

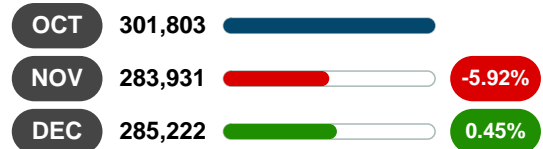


3 MONTHS

5 year DEC AVG = 242,273

High Jun 2022 307,402 Low Jan 2018 181,456

Average Sold Price at Closing this month at **285,222** above the 5 yr DEC average of **242,273**



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	9.53%	70,100	69,654	68,955	82,188	52,125
\$100,001 - \$150,000	10.96%	130,302	128,214	132,173	119,986	0
\$150,001 - \$200,000	16.91%	178,990	169,258	179,911	182,053	186,000
\$200,001 - \$275,000	24.39%	234,254	227,731	233,098	239,171	246,462
\$275,001 - \$350,000	13.83%	308,085	283,500	306,010	311,005	317,750
\$350,001 - \$500,000	12.81%	411,955	406,333	415,113	408,821	422,700
\$500,001 and up	11.58%	703,921	825,000	655,303	611,857	955,638
Average Sold Price		285,222	154,194	236,758	376,038	637,060
Total Closed Units	100%	285,222	125	531	270	50
Total Closed Volume		278,376,198	19.27M	125.72M	101.53M	31.85M

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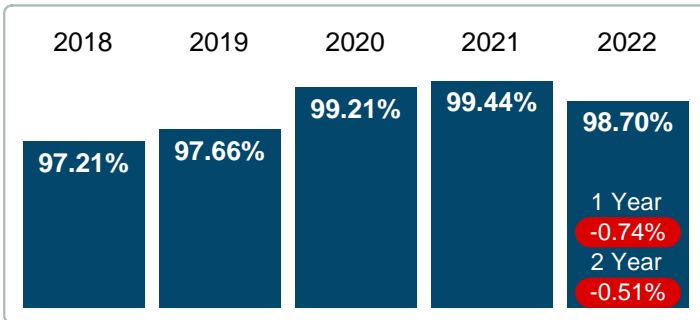
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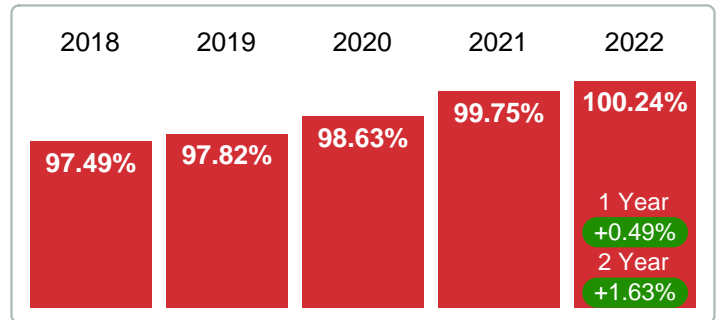
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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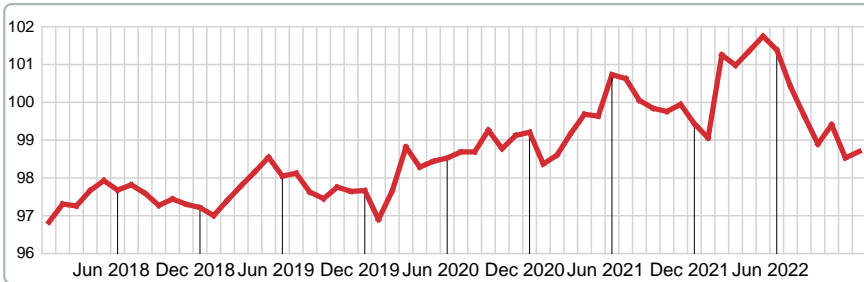
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

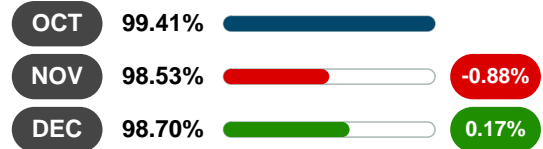


3 MONTHS

5 year DEC AVG = 98.44%

High May 2022 101.75% Low Jan 2018 96.83%

Average Sold/List Ratio this month at **98.70%** above the 5 yr DEC average of **98.44%**



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	93	9.53%	93.51%	97.25%	92.29%	85.67%	54.12%
\$100,001 - \$150,000	107	10.96%	97.59%	96.72%	98.41%	92.82%	0.00%
\$150,001 - \$200,000	165	16.91%	97.77%	97.82%	98.11%	94.74%	97.94%
\$200,001 - \$275,000	238	24.39%	98.46%	96.77%	98.85%	97.62%	99.53%
\$275,001 - \$350,000	135	13.83%	100.38%	100.00%	98.14%	102.95%	99.15%
\$350,001 - \$500,000	125	12.81%	98.72%	98.37%	98.20%	99.13%	98.53%
\$500,001 and up	113	11.58%	103.86%	99.35%	124.35%	100.83%	96.95%
Average Sold/List Ratio			98.70%	97.31%	98.96%	99.31%	96.09%
Total Closed Units		100%	98.70%	125	531	270	50
Total Closed Volume				19.27M	125.72M	101.53M	31.85M

December 2022



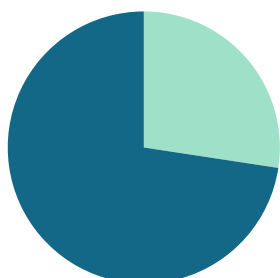
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

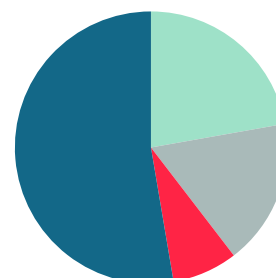


Inventory
 New Listings
933 = 27.40%
 Start Inventory
2,472
 Total Inventory Units
3,405
 Volume
\$1,313,858,125

Market Activity

Closed Sales
976 = 22.21%
 Pending Sales
763 = 17.36%
 Other Off Market
341 = 7.76%
 Active Inventory
2,314 = 52.66%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	1,561	976	-37.48%	17,841	15,256	-14.49%
Pending Sales	1,201	763	-36.47%	18,255	14,796	-18.95%
New Listings	1,121	933	-16.77%	19,994	18,250	-8.72%
Average List Price	272,628	290,209	6.45%	263,104	288,888	9.80%
Average Sale Price	270,978	285,222	5.26%	261,660	287,977	10.06%
Average Percent of Selling Price to List Price	99.44%	98.70%	-0.74%	99.75%	100.24%	0.49%
Average Days on Market to Sale	21.39	28.90	35.12%	19.97	18.69	-6.44%
Monthly Inventory	1,481	2,314	56.25%	1,481	2,314	56.25%
Months Supply of Inventory	1.00	1.82	82.72%	1.00	1.82	82.72%

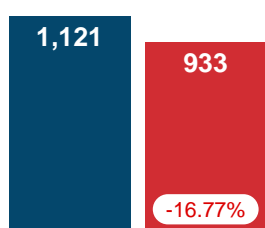
Absorption: Last 12 months, an Average of **1,271** Sales/Month

Inventory on December 31, 2022 = **2,314** 2021 2022

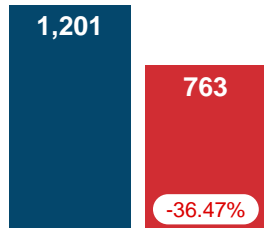
DECEMBER MARKET

AVERAGE PRICES

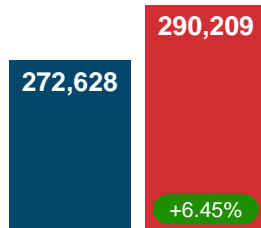
New Listings



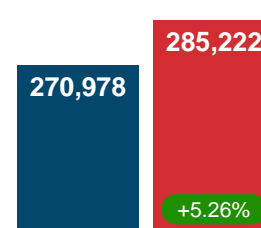
Pending Listings



List Price



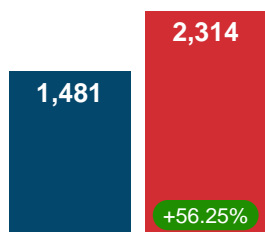
Sale Price



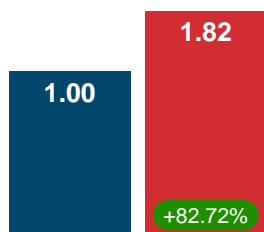
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

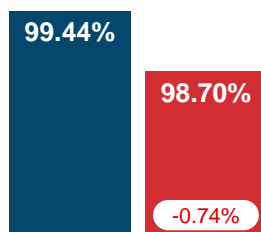
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

