

April 2023



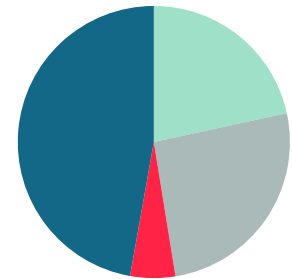
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2022	April 2023	+/-%
Closed Listings	1,377	1,033	-24.98%
Pending Listings	1,463	1,237	-15.45%
New Listings	1,796	1,482	-17.48%
Average List Price	289,821	310,677	7.20%
Average Sale Price	291,710	303,435	4.02%
Average Percent of Selling Price to List Price	101.36%	98.88%	-2.45%
Average Days on Market to Sale	14.79	32.51	119.81%
End of Month Inventory	1,470	2,258	53.61%
Months Supply of Inventory	0.98	1.95	97.87%



■ Closed (21.59%)
■ Pending (25.86%)
■ Other OffMarket (5.35%)
■ Active (47.20%)

Absorption: Last 12 months, an Average of **1,160** Sales/Month
Active Inventory as of April 30, 2023 = **2,258**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2023 rose **53.61%** to 2,258 existing homes available for sale. Over the last 12 months this area has had an average of 1,160 closed sales per month. This represents an unsold inventory index of **1.95** 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 **4.02%** in April 2023 to \$303,435 versus the previous year at \$291,710.

Average Days on Market Lengthens

The average number of **32.51** days that homes spent on the market before selling increased by 17.72 days or **119.81%** 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 **17.48%** from last year at 1,796. Furthermore, there were 1,033 Closed Listings this month versus last year at 1,377, a **-24.98%** decrease.

Closed versus Listed trends yielded a **69.7%** ratio, down from previous year's, April 2022, at **76.7%**, a **9.09%** 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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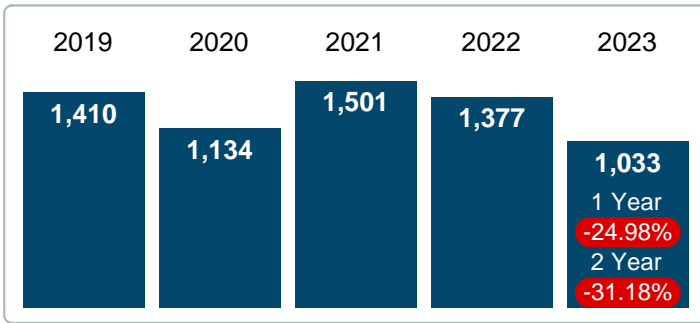
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



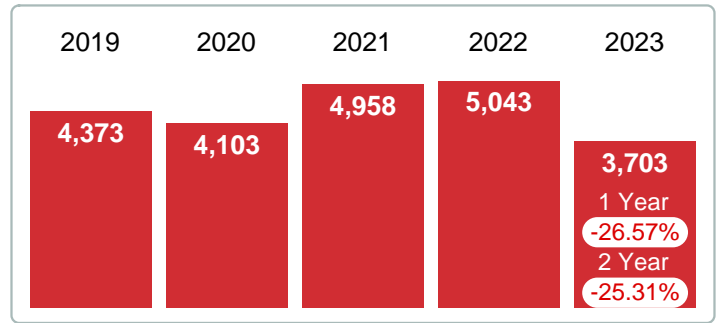
CLOSED LISTINGS

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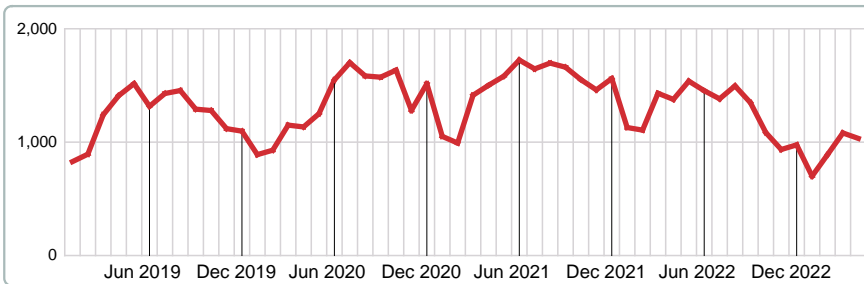
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1,291

High Jun 2021 1,724 Low Jan 2023 700

Closed Listings this month at 1,033 below the 5 yr APR average of 1,291



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	102	9.87%	23.7	45	49	6	2
\$125,001 - \$150,000	90	8.71%	31.1	22	60	8	0
\$150,001 - \$200,000	154	14.91%	20.3	14	123	13	4
\$200,001 - \$275,000	249	24.10%	22.3	16	182	45	6
\$275,001 - \$350,000	178	17.23%	34.2	11	88	74	5
\$350,001 - \$500,000	151	14.62%	46.7	4	59	74	14
\$500,001 and up	109	10.55%	59.9	1	23	70	15
Total Closed Units	1,033			113	584	290	46
Total Closed Volume	313,447,946	100%	32.5	19.70M	150.20M	120.68M	22.86M
Average Closed Price	\$303,435			\$174,352	\$257,199	\$416,138	\$497,004

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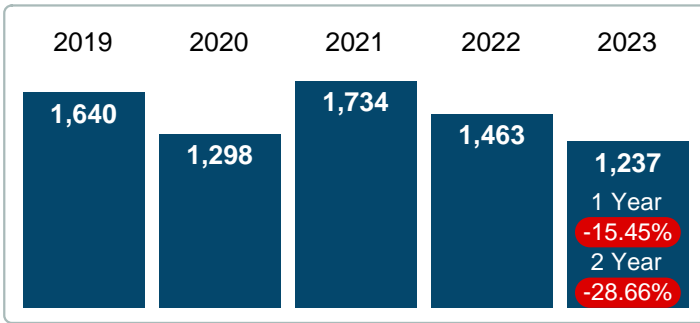
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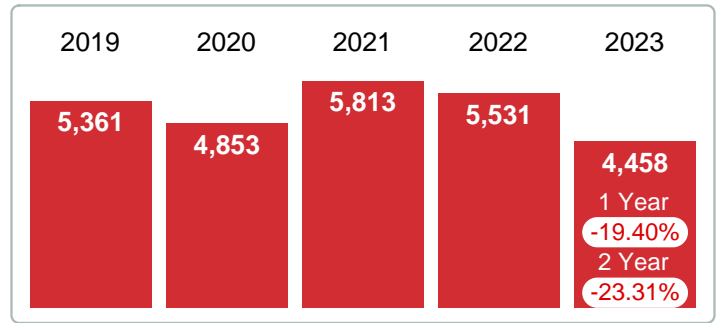
PENDING LISTINGS

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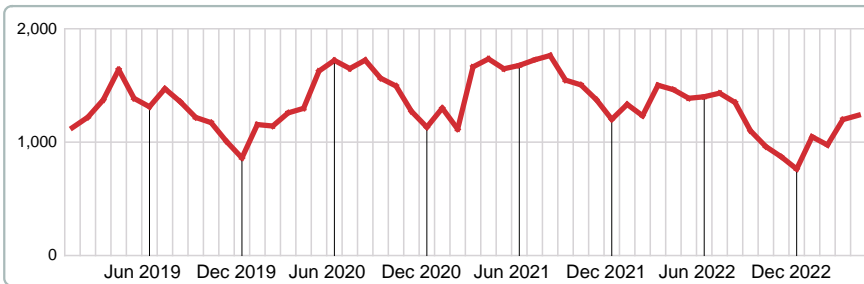
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

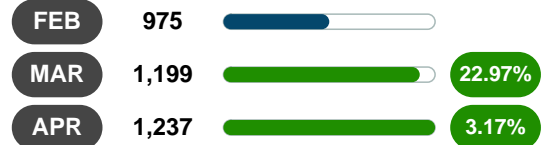


3 MONTHS

5 year APR AVG = 1,474

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,237 below the 5 yr APR average of 1,474



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	84	6.79%	23.6	45	39	0	0
\$100,001 - \$175,000	191	15.44%	20.1	57	122	12	0
\$175,001 - \$225,000	178	14.39%	22.2	12	142	20	4
\$225,001 - \$300,000	309	24.98%	25.8	13	207	81	8
\$300,001 - \$375,000	181	14.63%	35.5	6	79	85	11
\$375,001 - \$500,000	159	12.85%	41.1	3	53	82	21
\$500,001 and up	135	10.91%	61.2	2	24	80	29
Total Pending Units	1,237			138	666	360	73
Total Pending Volume	375,635,607	100%	30.7	21.85M	168.78M	149.49M	35.51M
Average Listing Price	\$301,936			\$158,368	\$253,425	\$415,257	\$486,403

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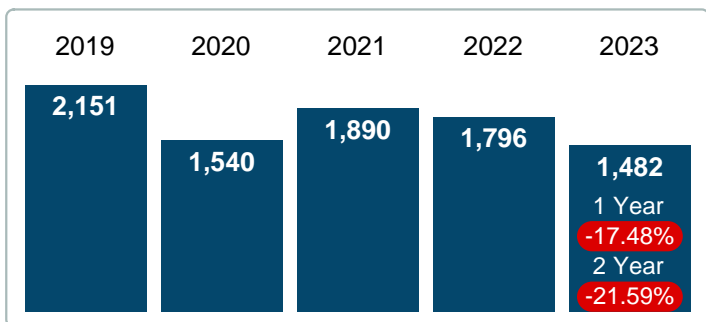
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



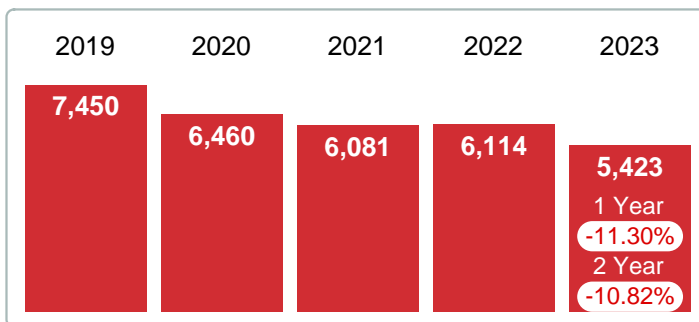
NEW LISTINGS

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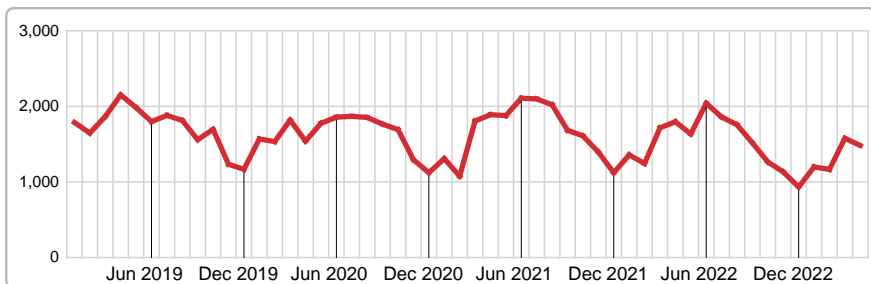
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

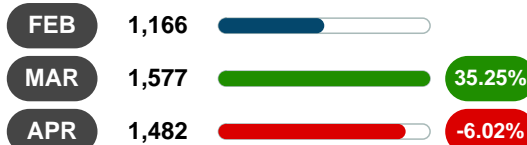


3 MONTHS

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
\$100,000 and less	99	6.68%	57	40	2	0
\$100,001 - \$175,000	213	14.37%	65	129	17	2
\$175,001 - \$225,000	179	12.08%	15	139	19	6
\$225,001 - \$325,000	408	27.53%	18	270	105	15
\$325,001 - \$425,000	249	16.80%	5	90	136	18
\$425,001 - \$600,000	186	12.55%	6	60	100	20
\$600,001 and up	148	9.99%	4	23	76	45
Total New Listed Units	1,482		170	751	455	106
Total New Listed Volume	528,859,033	100%	29.17M	202.07M	202.48M	95.14M
Average New Listed Listing Price	\$301,047		\$171,569	\$269,064	\$445,018	\$897,566

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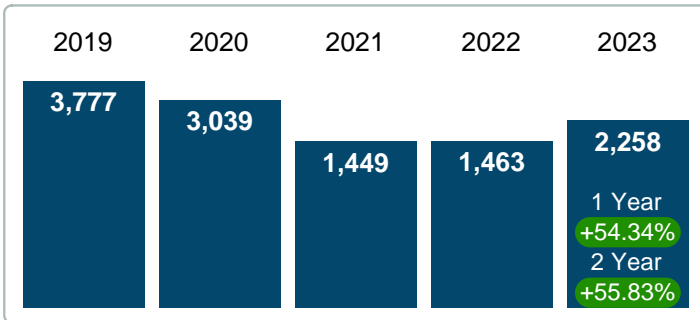
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



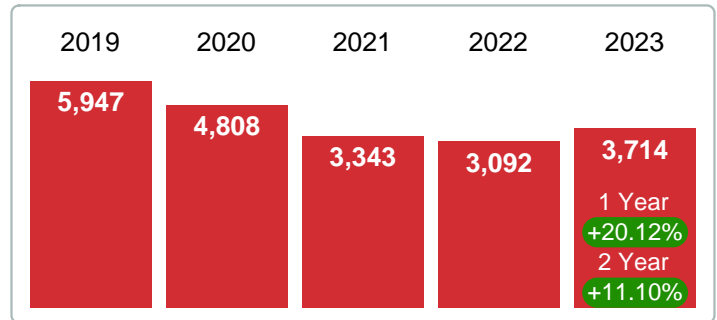
ACTIVE INVENTORY

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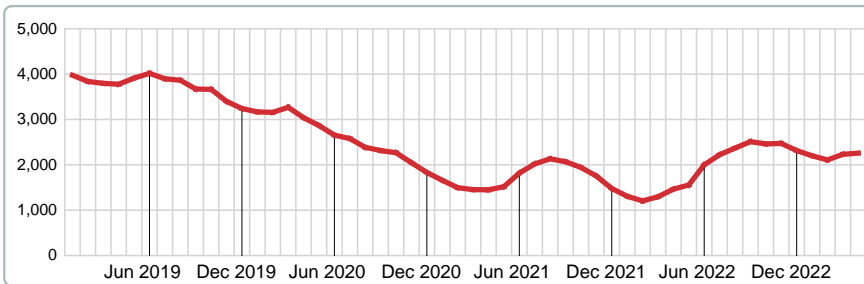
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 2,397

High Jun 2019 4,017 Low Feb 2022 1,204

Inventory this month at 2,258
below the 5 yr APR average of 2,397



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	230	10.19%	76.9	114	102	9	5
\$125,001 - \$200,000	222	9.83%	61.8	55	132	29	6
\$200,001 - \$300,000	388	17.18%	49.5	22	263	91	12
\$300,001 - \$425,000	515	22.81%	63.9	20	233	233	29
\$425,001 - \$525,000	343	15.19%	83.2	7	132	179	25
\$525,001 - \$700,000	332	14.70%	106.0	6	58	207	61
\$700,001 and up	228	10.10%	84.0	8	38	97	85
Total Active Inventory by Units	2,258			232	958	845	223
Total Active Inventory by Volume	996,553,857	100%	73.7	51.28M	318.38M	427.38M	199.51M
Average Active Inventory Listing Price	\$441,344			\$221,026	\$332,337	\$505,781	\$894,672

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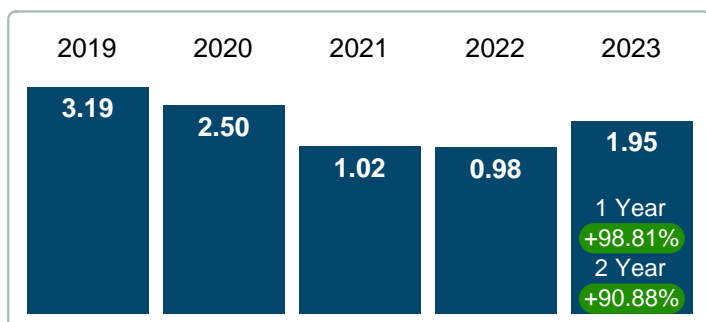
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



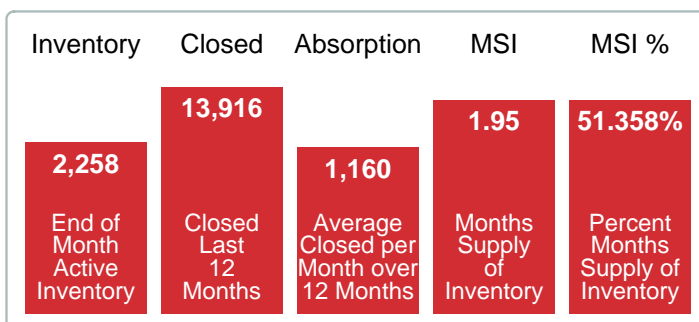
MONTHS SUPPLY of INVENTORY (MSI)

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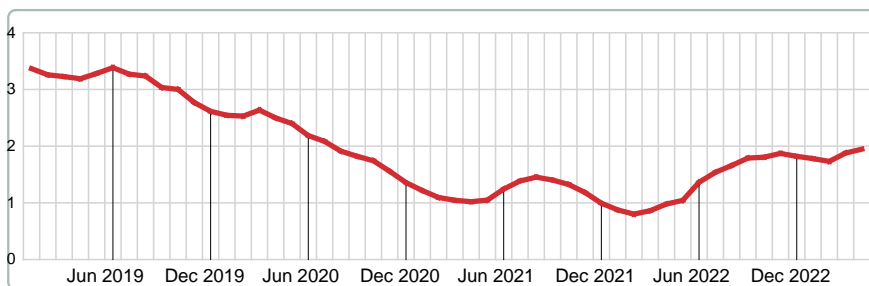
MSI FOR APRIL



INDICATORS FOR APRIL 2023

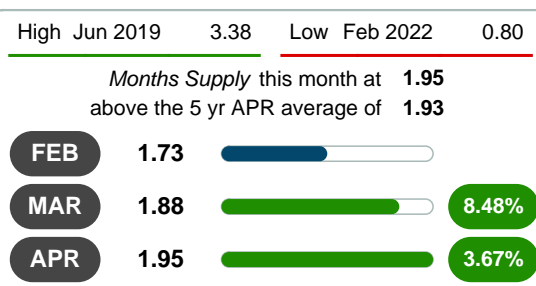


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 1.93



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	230	10.19%	1.56	1.62	1.50	1.13	4.29
\$125,001 - \$200,000	222	9.83%	0.89	1.48	0.71	1.20	2.67
\$200,001 - \$300,000	388	17.18%	1.08	1.14	1.06	1.06	1.85
\$300,001 - \$425,000	515	22.81%	2.43	3.20	2.47	2.36	2.27
\$425,001 - \$525,000	343	15.19%	3.93	4.00	4.95	3.63	2.59
\$525,001 - \$700,000	332	14.70%	5.13	9.00	4.83	5.09	5.34
\$700,001 and up	228	10.10%	5.71	16.00	6.81	4.64	6.58
Market Supply of Inventory (MSI)			1.95	1.71	1.50	2.58	3.94
Total Active Inventory by Units		100%	1.95	232	958	845	223

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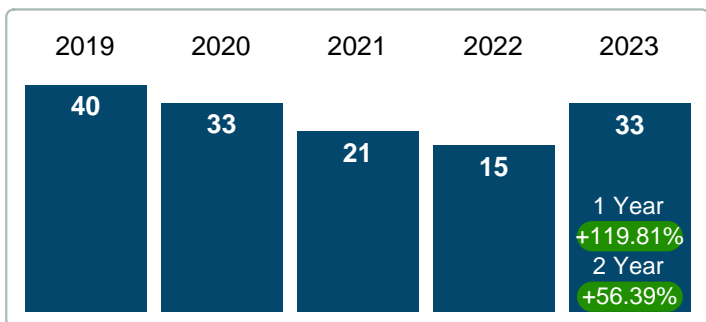
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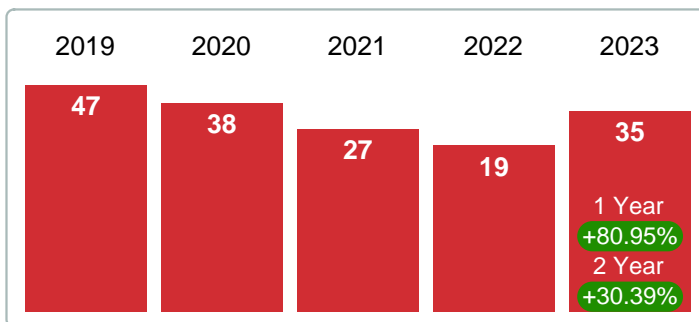
AVERAGE DAYS ON MARKET TO SALE

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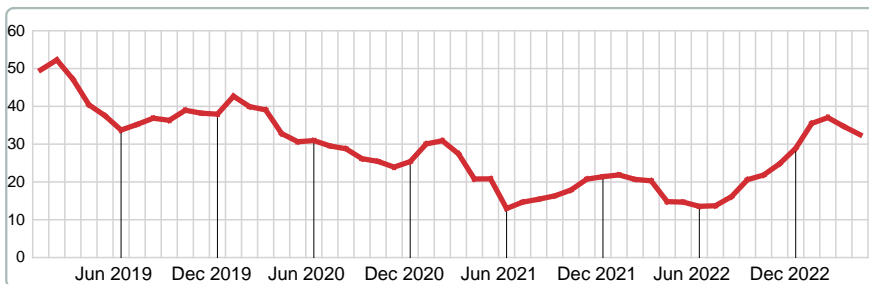
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

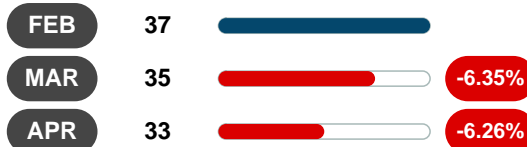


3 MONTHS

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	9.87%	24	31	15	41	14
\$125,001 - \$150,000	8.71%	31	27	32	33	0
\$150,001 - \$200,000	14.91%	20	36	15	41	61
\$200,001 - \$275,000	24.10%	22	27	23	21	11
\$275,001 - \$350,000	17.23%	34	16	29	43	42
\$350,001 - \$500,000	14.62%	47	68	53	39	56
\$500,001 and up	10.55%	60	40	83	56	43
Average Closed DOM		33	30	28	41	43
Total Closed Units	100%	33	113	584	290	46
Total Closed Volume		313,447,946	19.70M	150.20M	120.68M	22.86M

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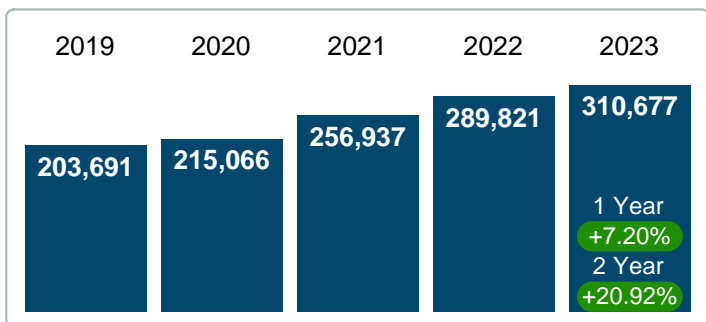
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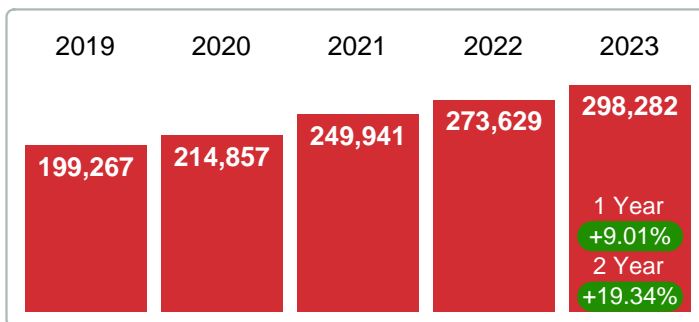
AVERAGE LIST PRICE AT CLOSING

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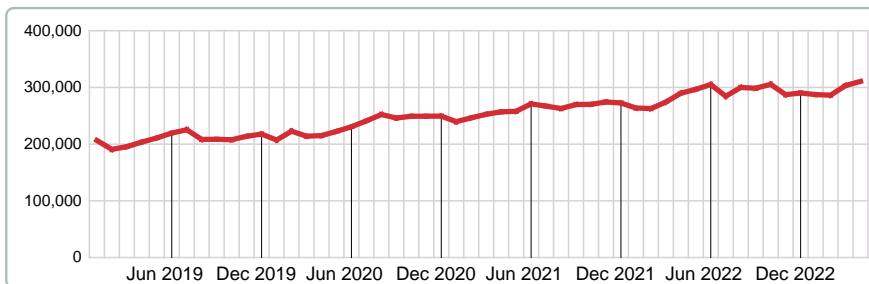
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 255,238

High Apr 2023 310,677 Low Feb 2019 190,775

Average List Price at Closing this month at **310,677**
above the 5 yr APR average of **255,238**

- FEB** 286,354
- MAR** 303,305 +5.92%
- APR** 310,677 +2.43%

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 106	10.26%	86,358	83,381	88,420	97,333	100,200
\$125,001 - \$150,000 82	7.94%	139,898	136,530	141,473	150,613	0
\$150,001 - \$200,000 166	16.07%	180,841	177,447	179,700	182,830	186,740
\$200,001 - \$275,000 230	22.27%	238,978	229,772	238,170	247,218	249,133
\$275,001 - \$350,000 183	17.72%	313,020	319,742	314,942	314,835	339,980
\$350,001 - \$500,000 150	14.52%	415,272	482,000	415,553	419,506	443,087
\$500,001 and up 116	11.23%	825,389	1,500,000	1,053,683	757,631	887,867
Average List Price		310,677	175,766	264,963	422,986	514,419
Total Closed Units		1,033	113	584	290	46
Total Closed Volume		320,928,857	19.86M	154.74M	122.67M	23.66M

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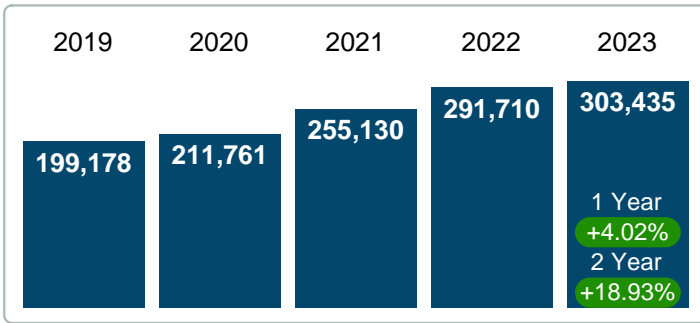
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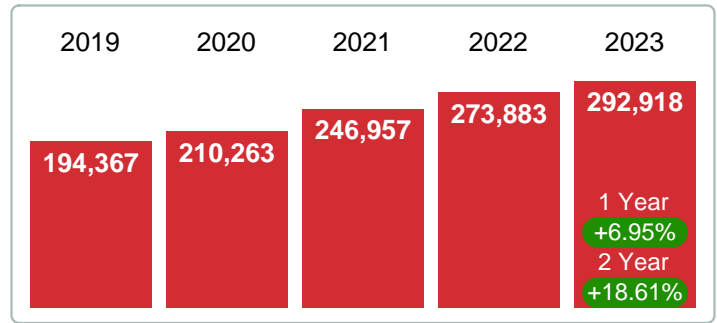
AVERAGE SOLD PRICE AT CLOSING

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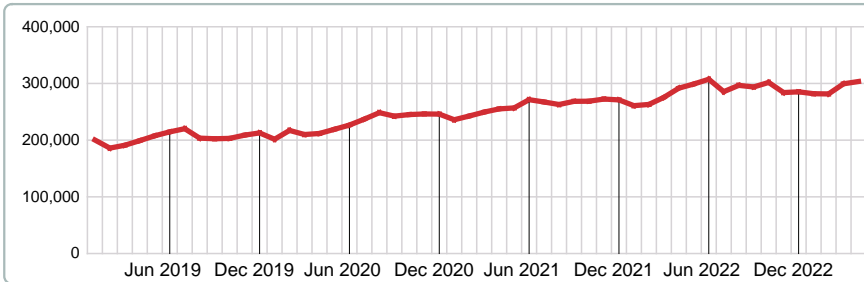
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

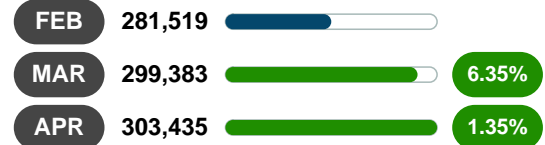


3 MONTHS

5 year APR AVG = 252,243

High Jun 2022 307,402 Low Feb 2019 185,974

Average Sold Price at Closing this month at **303,435** above the 5 yr APR average of **252,243**



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	9.87%	83,537	80,328	84,895	90,967	100,200
\$125,001 - \$150,000	8.71%	139,444	138,945	139,098	143,419	0
\$150,001 - \$200,000	14.91%	178,811	176,968	179,159	178,377	176,000
\$200,001 - \$275,000	24.10%	236,989	229,409	236,022	241,963	249,250
\$275,001 - \$350,000	17.23%	312,665	316,196	312,416	311,061	333,000
\$350,001 - \$500,000	14.62%	417,051	476,000	409,722	415,798	437,714
\$500,001 and up	10.55%	800,008	1,500,000	914,765	742,743	844,618
Average Sold Price		303,435	174,352	257,199	416,138	497,004
Total Closed Units	100%	303,435	113	584	290	46
Total Closed Volume		313,447,946	19.70M	150.20M	120.68M	22.86M

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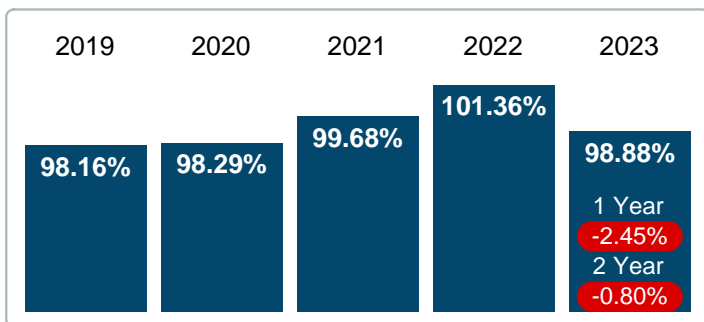
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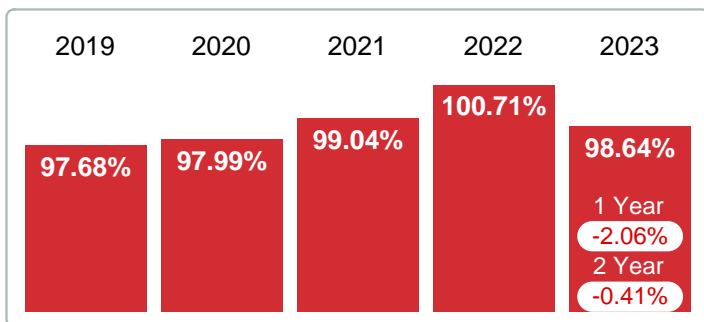
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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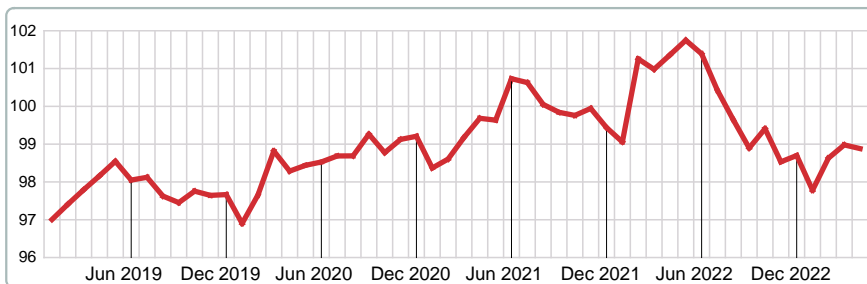
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

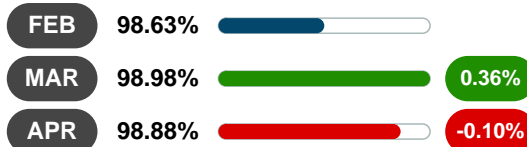


3 MONTHS

5 year APR AVG = 99.27%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.88%**
 equal to 5 yr APR average of **99.27%**



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	102	9.87%	96.28%	96.04%	97.03%	90.73%	100.00%
\$125,001 - \$150,000	90	8.71%	100.31%	103.03%	99.47%	99.09%	0.00%
\$150,001 - \$200,000	154	14.91%	99.66%	99.96%	99.99%	97.88%	94.35%
\$200,001 - \$275,000	249	24.10%	99.19%	99.95%	99.26%	98.54%	100.03%
\$275,001 - \$350,000	178	17.23%	99.13%	99.00%	99.42%	98.88%	98.05%
\$350,001 - \$500,000	151	14.62%	99.01%	99.40%	98.72%	99.22%	98.98%
\$500,001 and up	109	10.55%	97.74%	100.00%	94.41%	98.88%	97.37%
Average Sold/List Ratio			98.90%	98.88%	99.03%	98.71%	98.13%
Total Closed Units		100%	98.90%	113	584	290	46
Total Closed Volume				19.70M	150.20M	120.68M	22.86M

April 2023



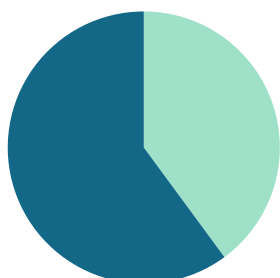
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

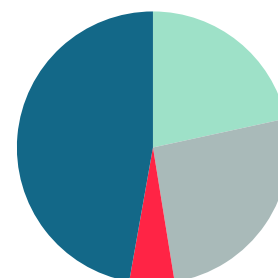


Inventory
 New Listings
1,482 = 39.90%
 Start Inventory
2,232
 Total Inventory Units
3,714
 Volume
\$1,468,020,026

Market Activity

Closed Sales
1,033 = 21.59%
 Pending Sales
1,237 = 25.86%
 Other Off Market
256 = 5.35%
 Active Inventory
2,258 = 47.20%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,377	1,033	-24.98%	5,043	3,703	-26.57%
Pending Sales	1,463	1,237	-15.45%	5,531	4,458	-19.40%
New Listings	1,796	1,482	-17.48%	6,114	5,423	-11.30%
Average List Price	289,821	310,677	7.20%	273,629	298,282	9.01%
Average Sale Price	291,710	303,435	4.02%	273,883	292,918	6.95%
Average Percent of Selling Price to List Price	101.36%	98.88%	-2.45%	100.71%	98.64%	-2.06%
Average Days on Market to Sale	14.79	32.51	119.81%	19.22	34.79	80.95%
Monthly Inventory	1,470	2,258	53.61%	1,470	2,258	53.61%
Months Supply of Inventory	0.98	1.95	97.87%	0.98	1.95	97.87%

Absorption: Last 12 months, an Average of **1,160** Sales/Month

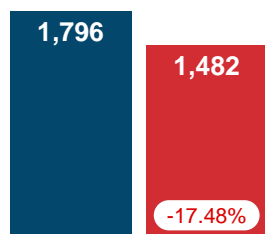
Inventory on April 30, 2023 = **2,258**

2022 **2023**

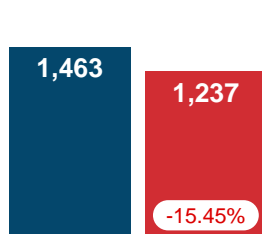
APRIL MARKET

AVERAGE PRICES

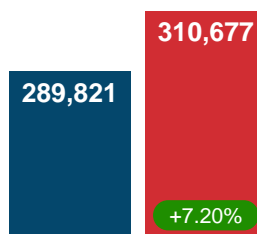
New Listings



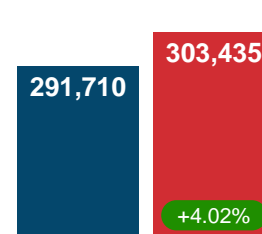
Pending Listings



List Price



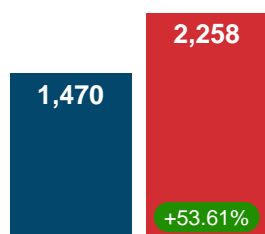
Sale Price



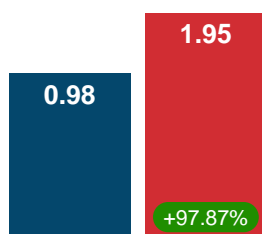
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

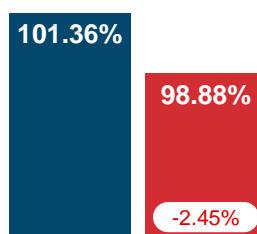
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

