

# April 2023



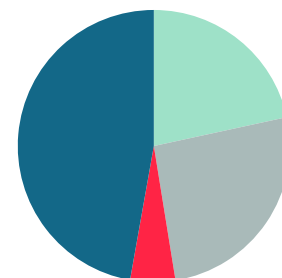
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## 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%
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	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.

#### 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 **17.48%** 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

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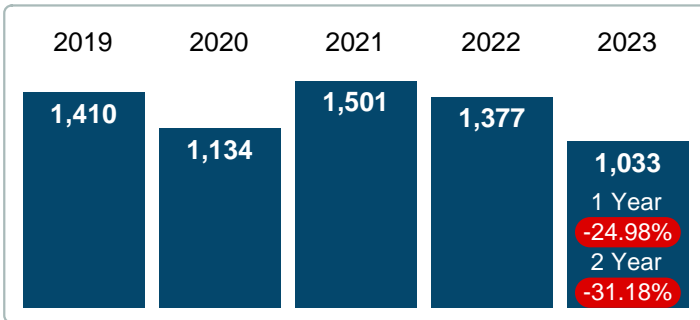
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



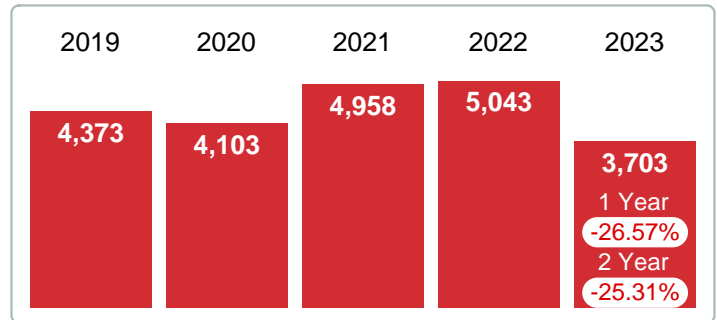
## CLOSED LISTINGS

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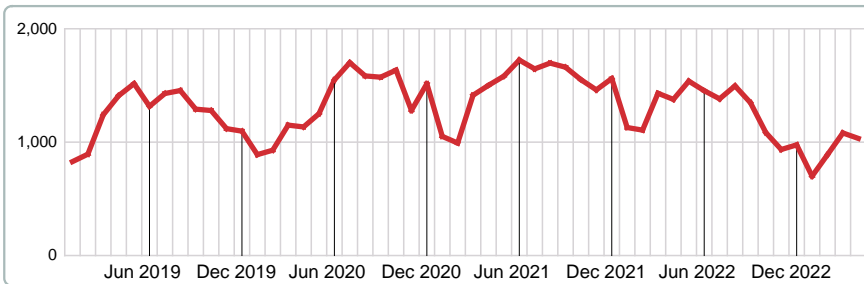
### APRIL



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	102	9.87%	7.0	45	49	6	2
\$125,001 - \$150,000	90	8.71%	5.0	22	60	8	0
\$150,001 - \$200,000	154	14.91%	5.0	14	123	13	4
\$200,001 - \$275,000	249	24.10%	7.0	16	182	45	6
\$275,001 - \$350,000	178	17.23%	14.0	11	88	74	5
\$350,001 - \$500,000	151	14.62%	19.0	4	59	74	14
\$500,001 and up	109	10.55%	17.0	1	23	70	15
<b>Total Closed Units</b>	<b>1,033</b>			<b>113</b>	<b>584</b>	<b>290</b>	<b>46</b>
<b>Total Closed Volume</b>	<b>313,447,946</b>	<b>100%</b>	<b>9.0</b>	<b>19.70M</b>	<b>150.20M</b>	<b>120.68M</b>	<b>22.86M</b>
<b>Median Closed Price</b>	<b>\$250,000</b>			<b>\$140,000</b>	<b>\$223,375</b>	<b>\$350,000</b>	<b>\$429,950</b>

# April 2023



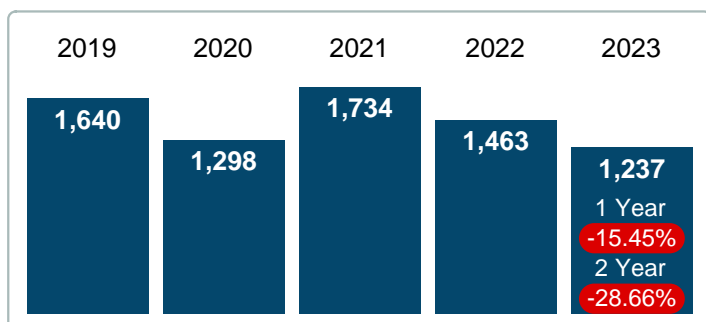
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



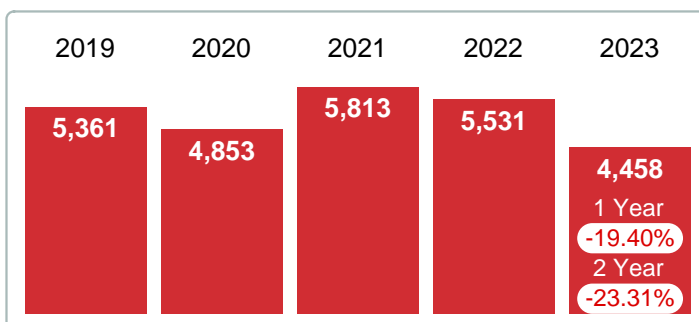
## PENDING LISTINGS

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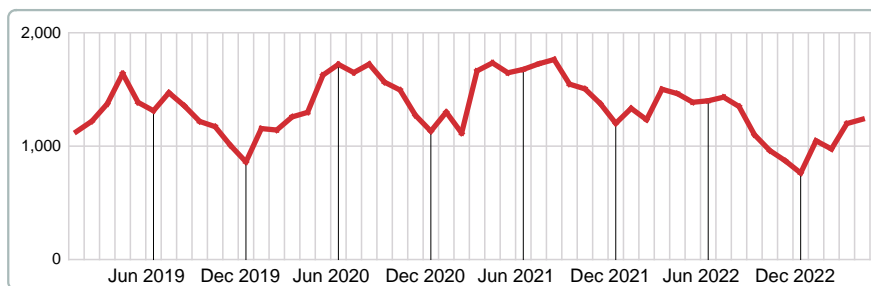
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

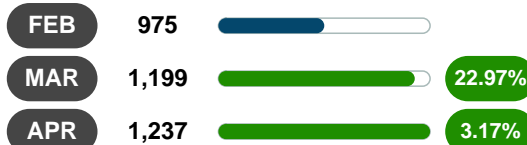


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	84	6.79%	7.5	45	39	0	0
\$100,001 - \$175,000	191	15.44%	7.0	57	122	12	0
\$175,001 - \$225,000	178	14.39%	6.0	12	142	20	4
\$225,001 - \$300,000	309	24.98%	9.0	13	207	81	8
\$300,001 - \$375,000	181	14.63%	14.0	6	79	85	11
\$375,001 - \$500,000	159	12.85%	15.0	3	53	82	21
\$500,001 and up	135	10.91%	25.0	2	24	80	29
<b>Total Pending Units</b>	<b>1,237</b>			<b>138</b>	<b>666</b>	<b>360</b>	<b>73</b>
<b>Total Pending Volume</b>	<b>375,635,607</b>	<b>100%</b>	<b>10.0</b>	<b>21.85M</b>	<b>168.78M</b>	<b>149.49M</b>	<b>35.51M</b>
<b>Median Listing Price</b>	<b>\$269,000</b>			<b>\$129,450</b>	<b>\$235,000</b>	<b>\$359,900</b>	<b>\$450,000</b>

# April 2023



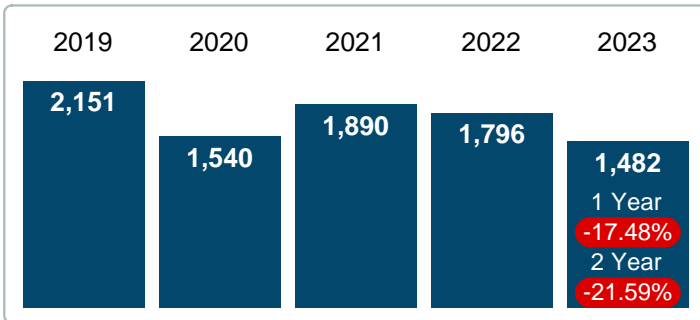
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



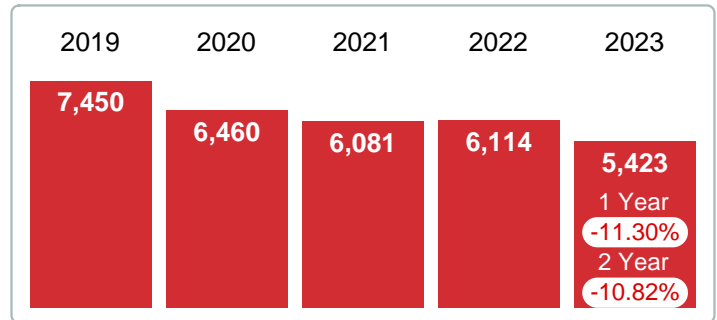
## NEW LISTINGS

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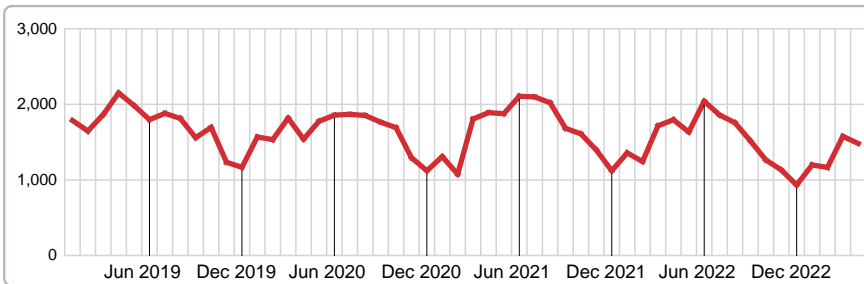
### APRIL



### 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
<b>Total New Listed Units</b>	<b>1,482</b>		<b>170</b>	<b>751</b>	<b>455</b>	<b>106</b>
<b>Total New Listed Volume</b>	<b>528,859,033</b>	<b>100%</b>	<b>29.17M</b>	<b>202.07M</b>	<b>202.48M</b>	<b>95.14M</b>
<b>Median New Listed Listing Price</b>	<b>\$285,000</b>		<b>\$130,000</b>	<b>\$249,500</b>	<b>\$379,500</b>	<b>\$539,750</b>

# April 2023



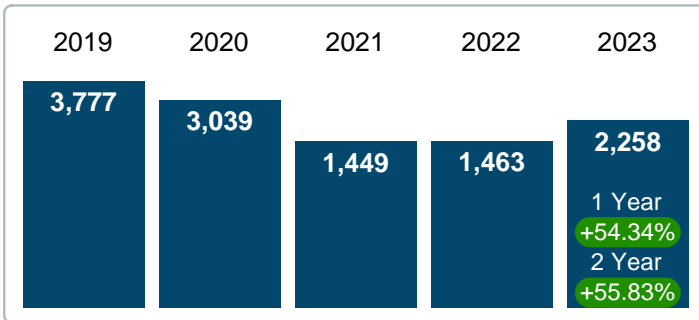
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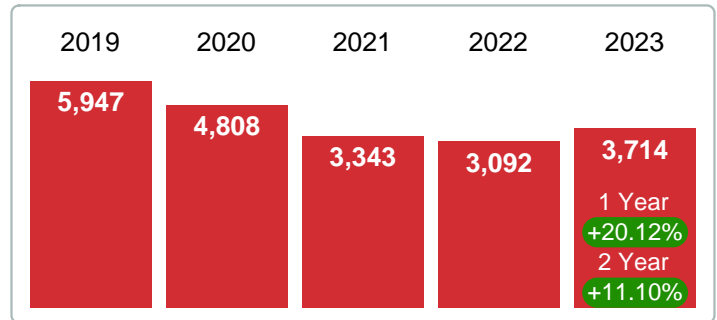
## ACTIVE INVENTORY

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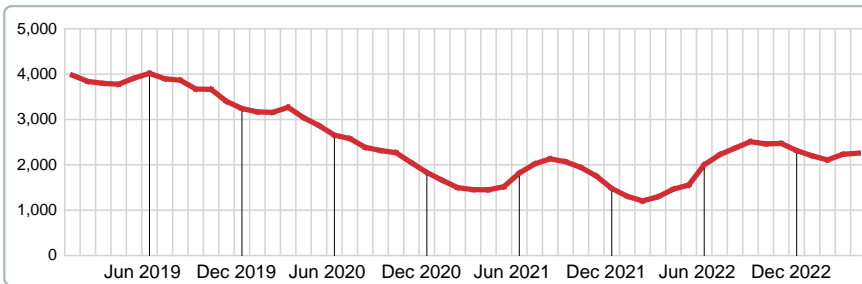
### END OF APRIL



### ACTIVE DURING APRIL



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	230	10.19%	46.0	114	102	9	5
\$125,001 - \$200,000	222	9.83%	27.5	55	132	29	6
\$200,001 - \$300,000	388	17.18%	30.0	22	263	91	12
\$300,001 - \$425,000	515	22.81%	43.0	20	233	233	29
\$425,001 - \$525,000	343	15.19%	58.0	7	132	179	25
\$525,001 - \$700,000	332	14.70%	86.0	6	58	207	61
\$700,001 and up	228	10.10%	59.5	8	38	97	85
Total Active Inventory by Units		2,258		232	958	845	223
Total Active Inventory by Volume		996,553,857	100%	51.28M	318.38M	427.38M	199.51M
Median Active Inventory Listing Price		\$368,445		\$129,250	\$295,250	\$469,900	\$599,500

# April 2023



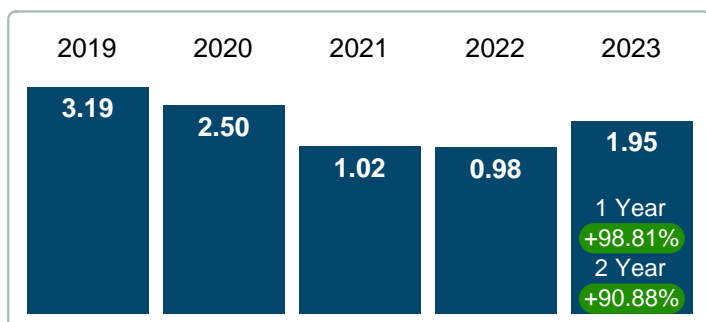
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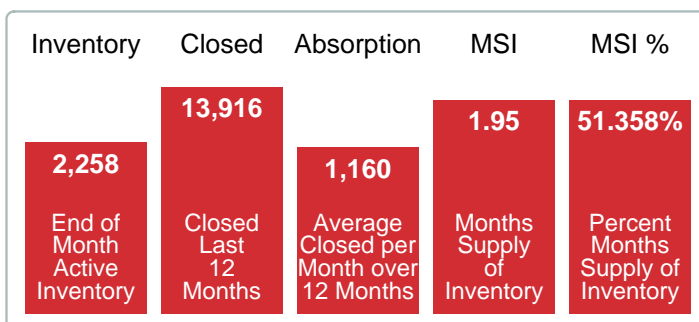
## MONTHS SUPPLY of INVENTORY (MSI)

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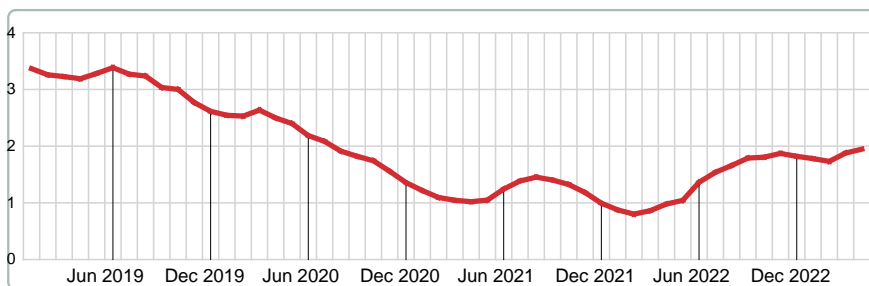
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

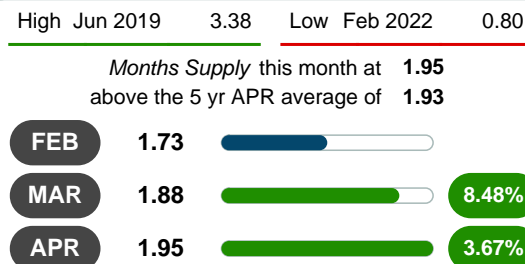


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 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

# April 2023



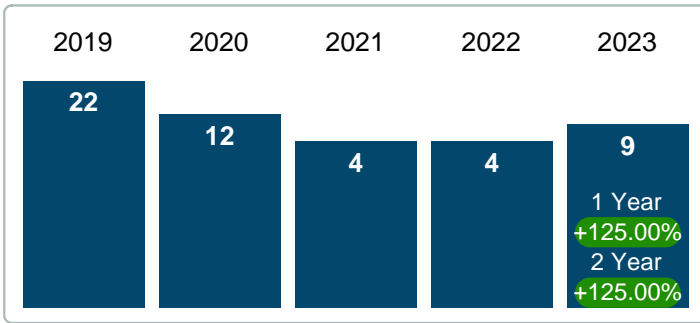
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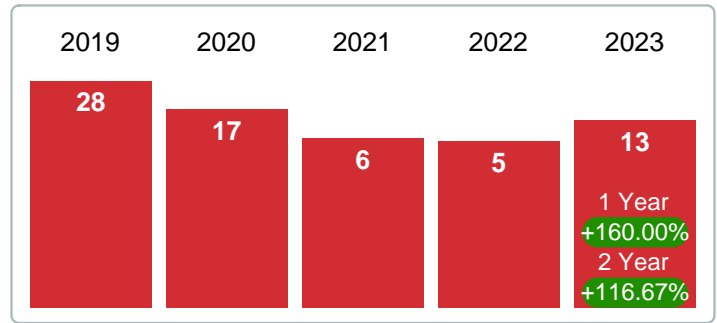
## MEDIAN DAYS ON MARKET TO SALE

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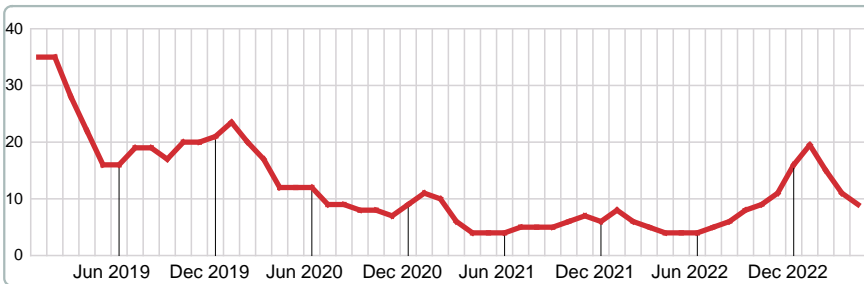
### APRIL



### YEAR TO DATE (YTD)

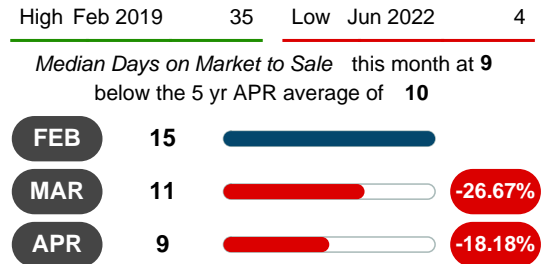


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	9.87%	7	10	5	23	14
\$125,001 - \$150,000	8.71%	5	5	5	33	0
\$150,001 - \$200,000	14.91%	5	10	5	2	54
\$200,001 - \$275,000	24.10%	7	11	7	8	4
\$275,001 - \$350,000	17.23%	14	4	12	23	24
\$350,001 - \$500,000	14.62%	19	57	19	18	10
\$500,001 and up	10.55%	17	40	11	33	9
Median Closed DOM		9	8	7	19	10
Total Closed Units	100%	9.0	113	584	290	46
Total Closed Volume		313,447,946	19.70M	150.20M	120.68M	22.86M



# April 2023



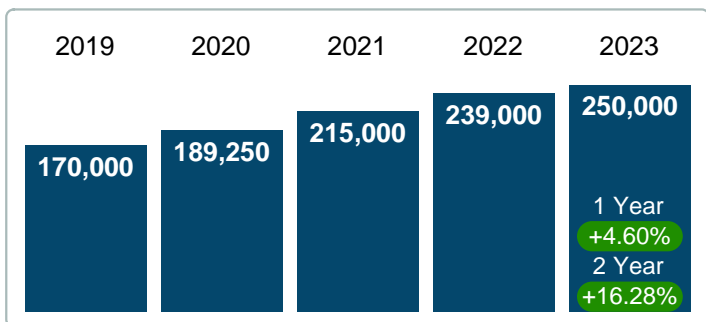
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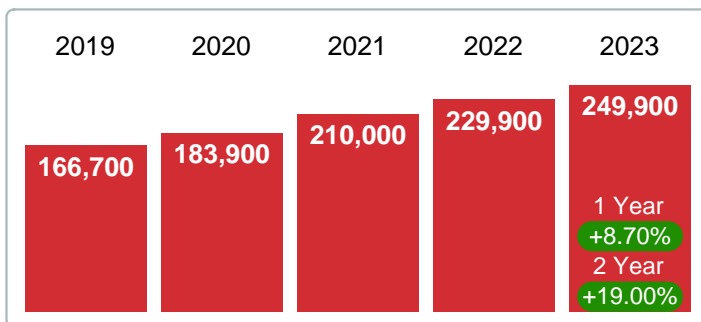
## MEDIAN LIST PRICE AT CLOSING

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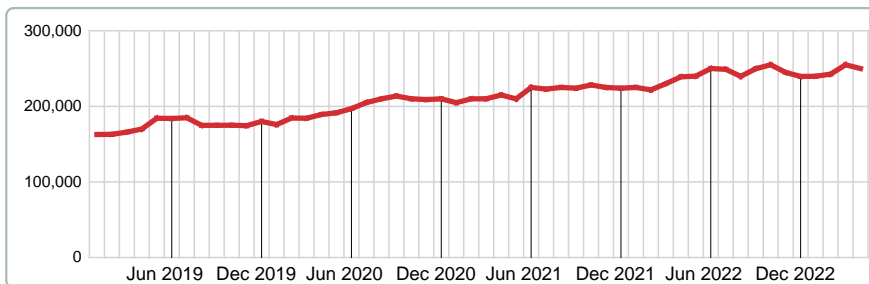
### APRIL



### YEAR TO DATE (YTD)

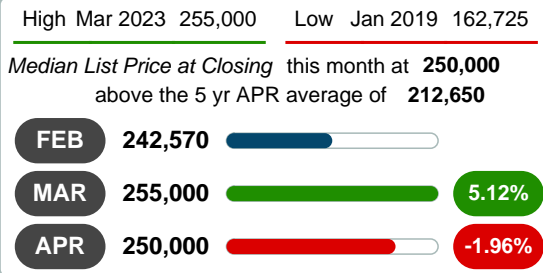


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 212,650



### 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 <b>106</b>	10.26%	88,750	80,000	89,500	105,000	100,200
\$125,001 - \$150,000 <b>82</b>	7.94%	139,900	139,900	139,700	148,500	0
\$150,001 - \$200,000 <b>166</b>	16.07%	181,000	175,278	180,000	190,000	188,580
\$200,001 - \$275,000 <b>230</b>	22.27%	238,000	229,475	237,000	246,725	244,950
\$275,001 - \$350,000 <b>183</b>	17.72%	314,900	317,450	314,000	312,500	342,450
\$350,001 - \$500,000 <b>150</b>	14.52%	405,000	379,000	400,000	402,500	429,950
\$500,001 and up <b>116</b>	11.23%	627,500	545,000	625,000	619,750	698,500
Median List Price		250,000	140,000	225,000	359,450	429,950
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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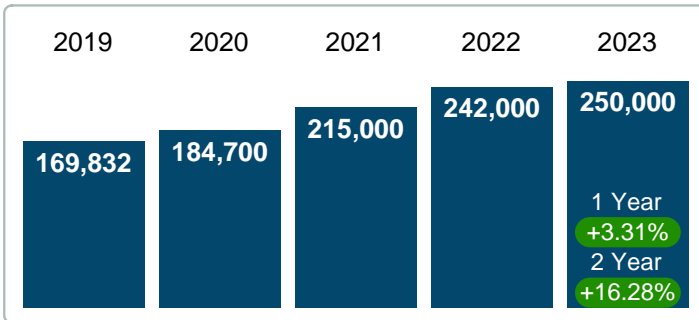
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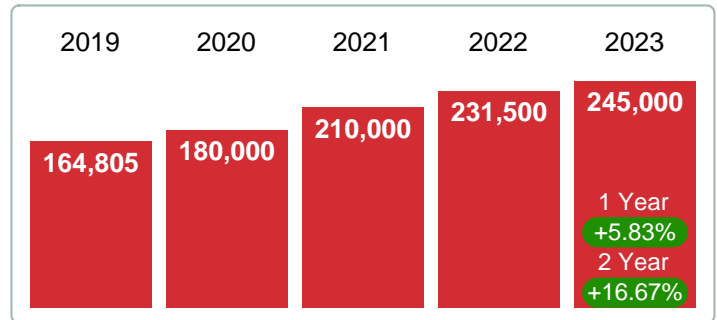
## MEDIAN SOLD PRICE AT CLOSING

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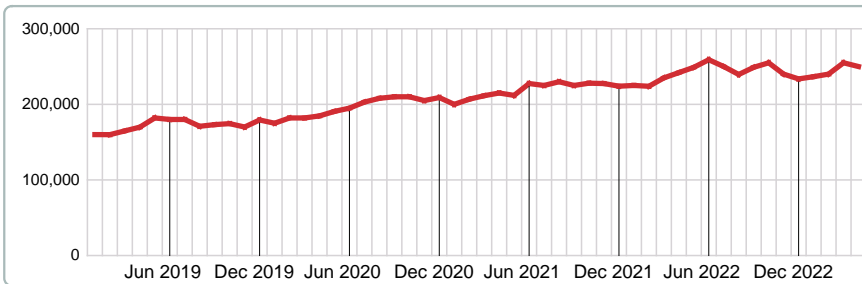
### APRIL



### YEAR TO DATE (YTD)

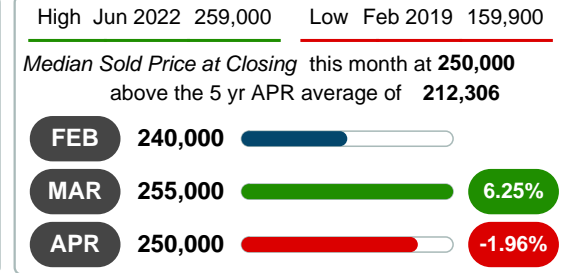


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	102	9.87%	86,500	78,000	88,000	108,450	100,200
\$125,001 - \$150,000	90	8.71%	140,000	140,000	138,000	146,750	0
\$150,001 - \$200,000	154	14.91%	180,000	177,778	180,000	183,000	178,500
\$200,001 - \$275,000	249	24.10%	238,000	225,000	235,000	245,000	244,000
\$275,001 - \$350,000	178	17.23%	310,000	319,861	310,000	310,000	335,000
\$350,001 - \$500,000	151	14.62%	415,000	499,500	399,900	415,000	434,950
\$500,001 and up	109	10.55%	640,400	1,500,000	660,000	625,500	708,000
Median Sold Price			250,000	140,000	223,375	350,000	429,950
Total Closed Units		100%	250,000	113	584	290	46
Total Closed Volume			313,447,946	19.70M	150.20M	120.68M	22.86M

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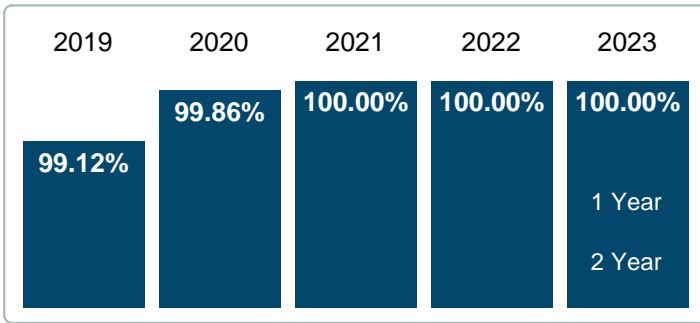
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



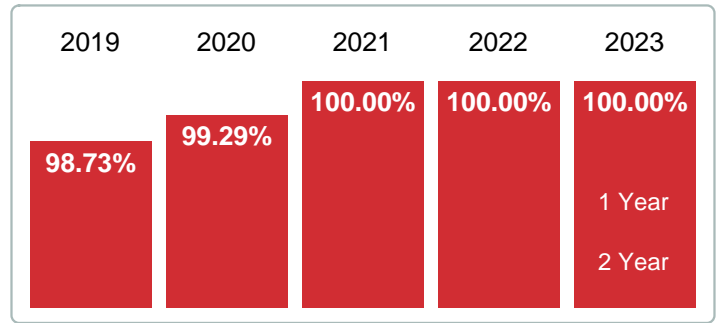
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

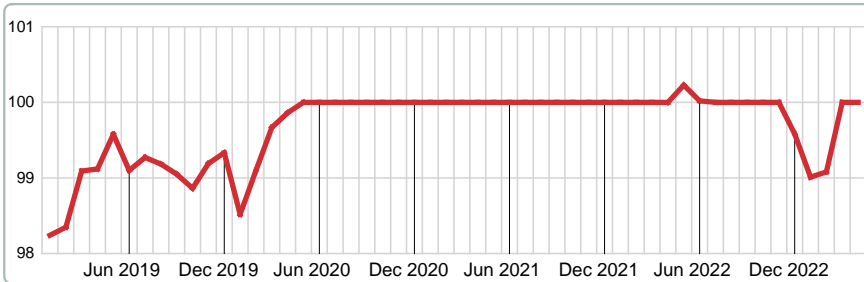
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

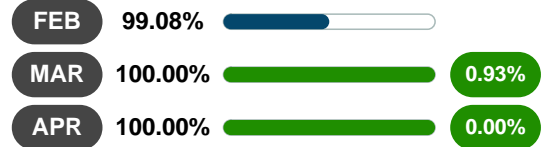


### 3 MONTHS

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	102	9.87%	100.00%	100.00%	100.00%	96.37%	100.00%
\$125,001 - \$150,000	90	8.71%	100.00%	100.04%	100.00%	100.00%	0.00%
\$150,001 - \$200,000	154	14.91%	100.00%	98.60%	100.00%	96.32%	93.68%
\$200,001 - \$275,000	249	24.10%	100.00%	100.00%	100.00%	100.00%	101.06%
\$275,001 - \$350,000	178	17.23%	100.00%	100.00%	100.00%	100.00%	100.00%
\$350,001 - \$500,000	151	14.62%	100.00%	99.50%	100.00%	100.00%	100.00%
\$500,001 and up	109	10.55%	100.00%	100.00%	98.18%	100.00%	99.34%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		1,033	100%	113	584	290	46
Total Closed Volume		313,447,946		19.70M	150.20M	120.68M	22.86M

# April 2023



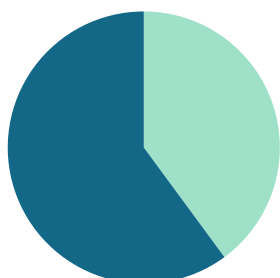
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

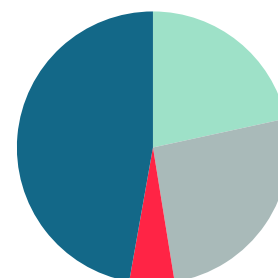


**Inventory**  
 New Listings  
**1,482 = 39.90%**  
 Start Inventory  
**2,232**  
 Total Inventory Units  
**3,714**  
 Volume  
**\$1,468,020,026**

### 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%
Median List Price	239,000	250,000	4.60%	229,900	249,900	8.70%
Median Sale Price	242,000	250,000	3.31%	231,500	245,000	5.83%
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	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

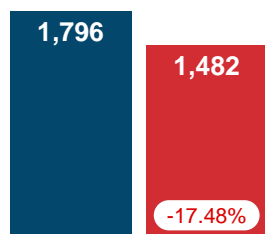
**Inventory** on April 30, 2023 = **2,258**

**2022** **2023**

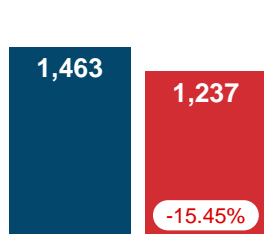
### APRIL MARKET

### MEDIAN PRICES

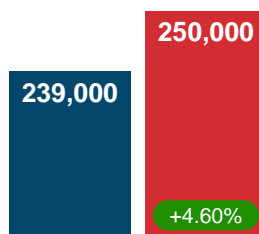
#### New Listings



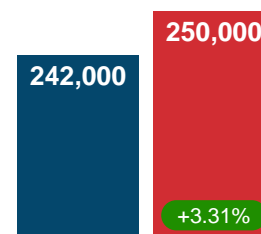
#### Pending Listings



#### List Price



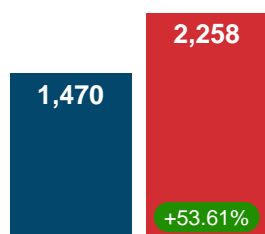
#### Sale Price



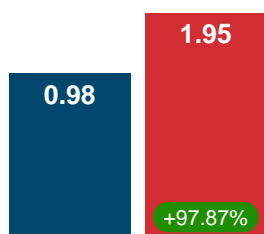
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

