

February 2023



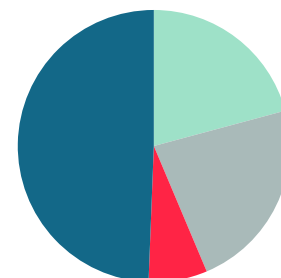
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	February		
	2022	2023	+/-%
Closed Listings	1,106	889	-19.62%
Pending Listings	1,233	975	-20.92%
New Listings	1,244	1,166	-6.27%
Average List Price	262,730	286,354	8.99%
Average Sale Price	263,000	281,519	7.04%
Average Percent of Selling Price to List Price	101.26%	98.63%	-2.59%
Average Days on Market to Sale	20.68	37.03	79.08%
End of Month Inventory	1,209	2,109	74.44%
Months Supply of Inventory	0.80	1.73	115.31%



■ Closed (20.81%)
■ Pending (22.83%)
■ Other OffMarket (6.98%)
■ Active (49.38%)

Absorption: Last 12 months, an Average of **1,218** Sales/Month
Active Inventory as of February 28, 2023 = **2,109**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2023 rose **74.44%** to 2,109 existing homes available for sale. Over the last 12 months this area has had an average of 1,218 closed sales per month. This represents an unsold inventory index of **1.73** 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 **7.04%** in February 2023 to \$281,519 versus the previous year at \$263,000.

Average Days on Market Lengthens

The average number of **37.03** days that homes spent on the market before selling increased by 16.35 days or **79.08%** in February 2023 compared to last year's same month at **20.68** DOM.

Sales Success for February 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 1,166 New Listings in February 2023, down **6.27%** from last year at 1,244. Furthermore, there were 889 Closed Listings this month versus last year at 1,106, a **-19.62%** decrease.

Closed versus Listed trends yielded a **76.2%** ratio, down from previous year's, February 2022, at **88.9%**, a **14.24%** 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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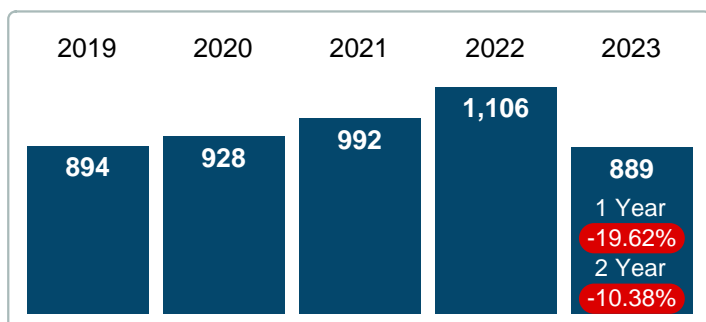
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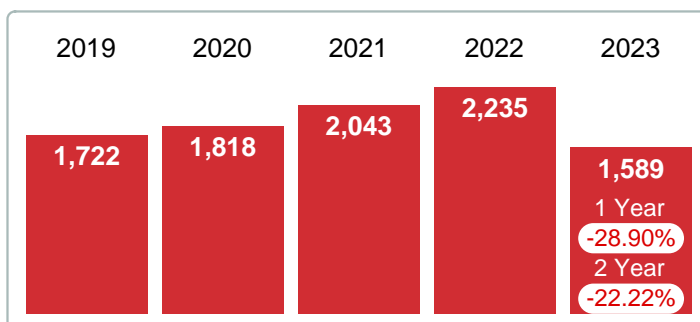
CLOSED LISTINGS

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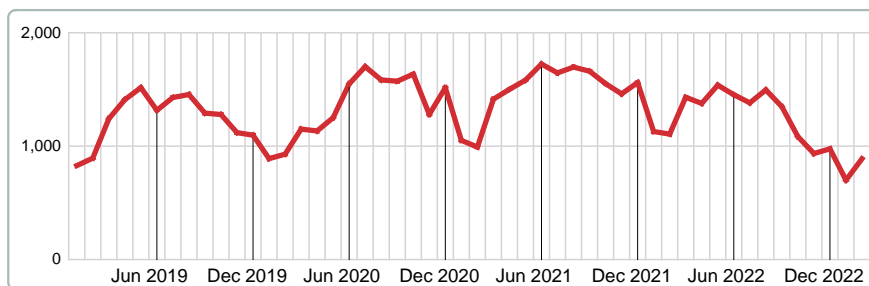
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

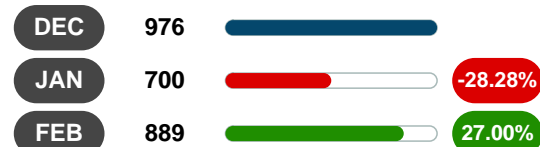


3 MONTHS

5 year FEB AVG = 962

High Jun 2021 1,724 Low Jan 2023 700

Closed Listings this month at **889**
below the 5 yr FEB average of **962**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	59	6.64%	34.2	38	17	2	2
\$75,001 - \$150,000	152	17.10%	29.6	56	85	9	2
\$150,001 - \$175,000	50	5.62%	20.9	11	34	5	0
\$175,001 - \$275,000	268	30.15%	30.3	9	206	50	3
\$275,001 - \$350,000	152	17.10%	40.2	5	80	57	10
\$350,001 - \$475,000	103	11.59%	55.6	2	34	59	8
\$475,001 and up	105	11.81%	51.6	2	26	57	20
Total Closed Units	889			123	482	239	45
Total Closed Volume	250,270,057	100%	37.0	15.56M	115.66M	95.35M	23.70M
Average Closed Price	\$281,519			\$126,536	\$239,960	\$398,949	\$526,586

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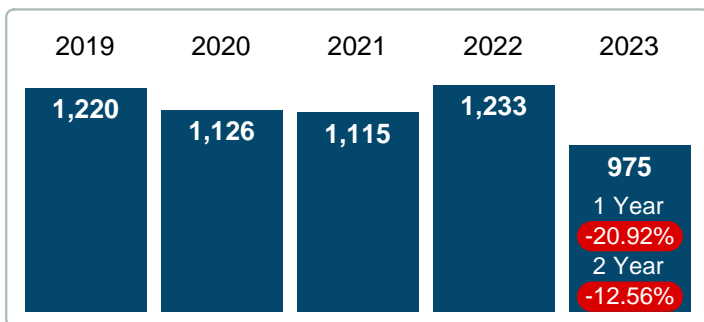
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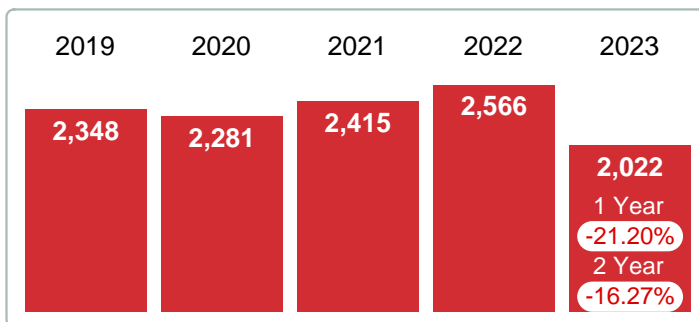
PENDING LISTINGS

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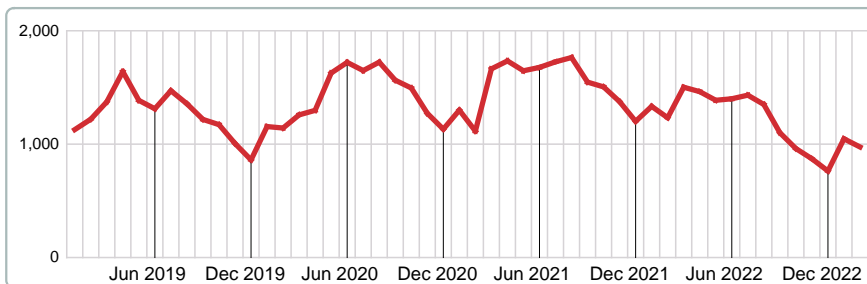
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,134

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 975 below the 5 yr FEB average of 1,134



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	85	8.72%	33.1	41	39	5	0
\$100,001 - \$150,000	89	9.13%	26.4	24	56	7	2
\$150,001 - \$200,000	149	15.28%	28.6	17	119	12	1
\$200,001 - \$300,000	289	29.64%	36.1	18	196	73	2
\$300,001 - \$375,000	120	12.31%	43.7	2	60	52	6
\$375,001 - \$525,000	143	14.67%	53.9	9	49	69	16
\$525,001 and up	100	10.26%	66.4	1	18	61	20
Total Pending Units	975			112	537	279	47
Total Pending Volume	297,389,553	100%	39.7	19.21M	135.73M	117.32M	25.13M
Average Listing Price	\$304,993			\$171,542	\$252,749	\$420,491	\$534,760

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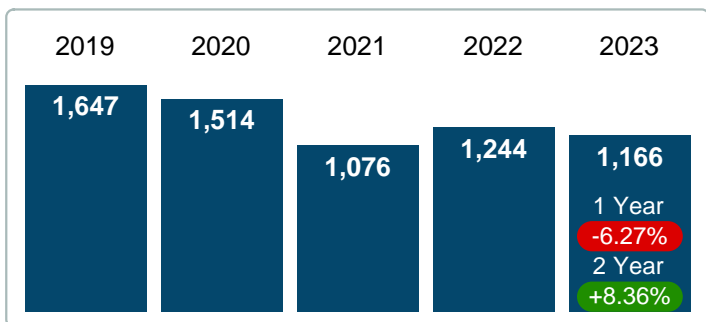
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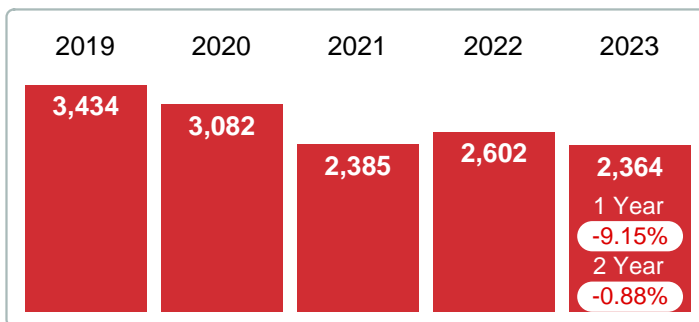
NEW LISTINGS

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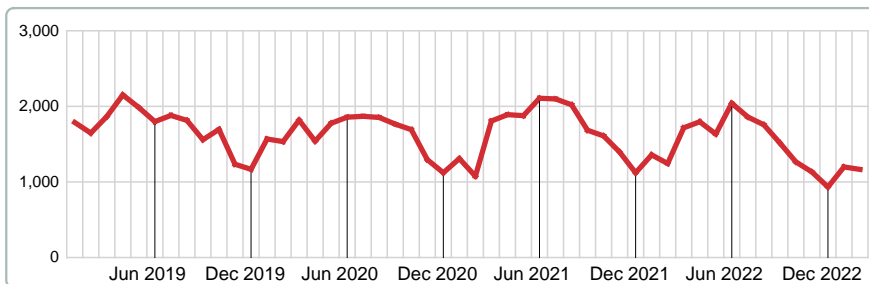
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,329

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at 1,166
below the 5 yr FEB average of 1,329



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	94	8.06%	52	38	2	2
\$100,001 - \$150,000	122	10.46%	32	77	12	1
\$150,001 - \$225,000	209	17.92%	18	172	19	0
\$225,001 - \$325,000	299	25.64%	8	188	96	7
\$325,001 - \$400,000	171	14.67%	4	89	74	4
\$400,001 - \$575,000	144	12.35%	3	36	85	20
\$575,001 and up	127	10.89%	3	25	64	35
Total New Listed Units	1,166		120	625	352	69
Total New Listed Volume	390,181,483	100%	19.11M	168.26M	154.70M	48.12M
Average New Listed Listing Price	\$299,713		\$159,251	\$269,215	\$439,476	\$697,343

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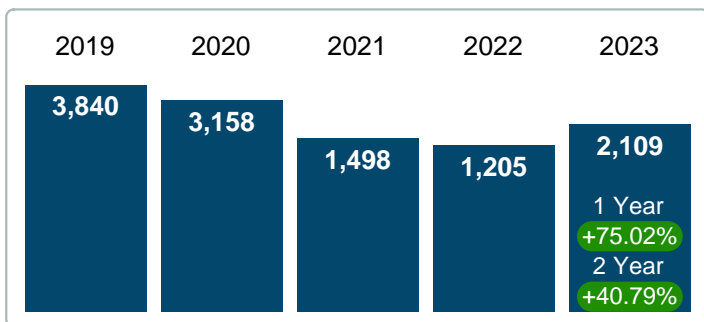
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



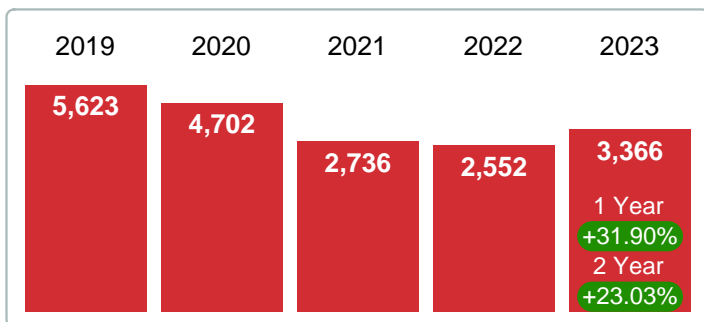
ACTIVE INVENTORY

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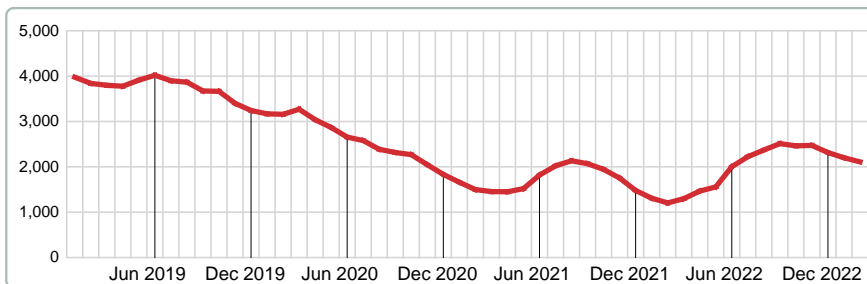
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2,362

High Jun 2019 4,018 Low Feb 2022 1,205

Inventory this month at **2,109**
below the 5 yr FEB average of **2,362**



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	207	9.82%	79.6	109	85	7	6
\$125,001 - \$200,000	239	11.33%	73.3	38	157	38	6
\$200,001 - \$275,000	264	12.52%	60.8	22	175	63	4
\$275,001 - \$425,000	566	26.84%	65.5	28	264	242	32
\$425,001 - \$525,000	308	14.60%	97.5	7	104	168	29
\$525,001 - \$675,000	304	14.41%	104.1	6	57	185	56
\$675,001 and up	221	10.48%	91.5	8	48	93	72
Total Active Inventory by Units			2,109	218	890	796	205
Total Active Inventory by Volume			916,243,248	49.41M	300.01M	396.13M	170.69M
Average Active Inventory Listing Price			\$434,444	\$226,635	\$337,093	\$497,651	\$832,653

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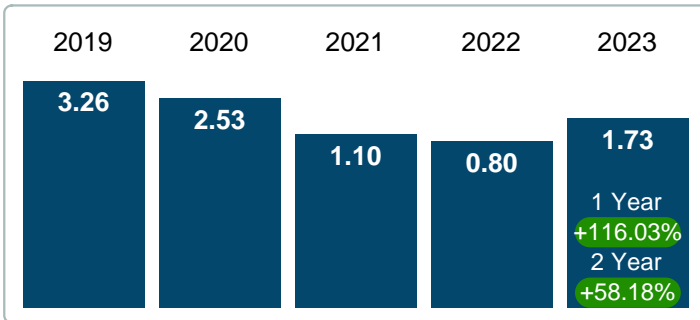
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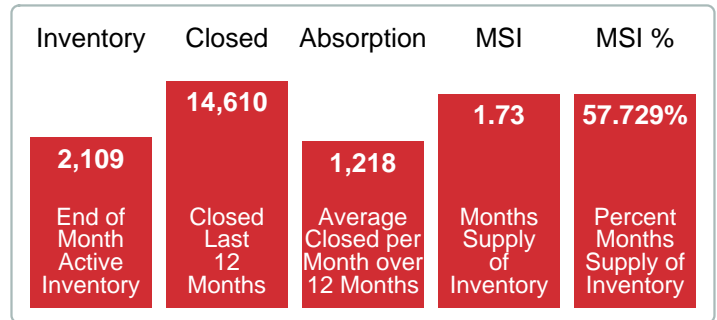
MONTHS SUPPLY of INVENTORY (MSI)

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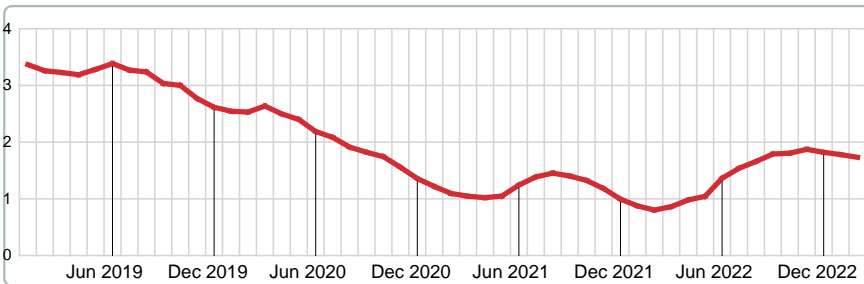
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023



5 YEAR MARKET ACTIVITY TRENDS

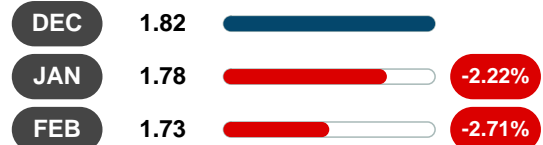


3 MONTHS

5 year FEB AVG = 1.88

High Jun 2019 3.39 Low Feb 2022 0.80

Months Supply this month at 1.73 below the 5 yr FEB average of 1.88



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	207	9.82%	1.30	1.44	1.14	0.84	5.54
\$125,001 - \$200,000	239	11.33%	0.91	0.97	0.80	1.49	2.88
\$200,001 - \$275,000	264	12.52%	0.88	1.33	0.80	0.99	1.02
\$275,001 - \$425,000	566	26.84%	1.89	2.80	1.89	1.81	2.06
\$425,001 - \$525,000	308	14.60%	3.43	4.20	3.80	3.29	2.95
\$525,001 - \$675,000	304	14.41%	5.02	8.00	5.34	4.94	4.77
\$675,001 and up	221	10.48%	4.89	16.00	7.89	3.94	4.80
Market Supply of Inventory (MSI)			1.73	1.51	1.33	2.32	3.46
Total Active Inventory by Units		100%	1,73	218	890	796	205

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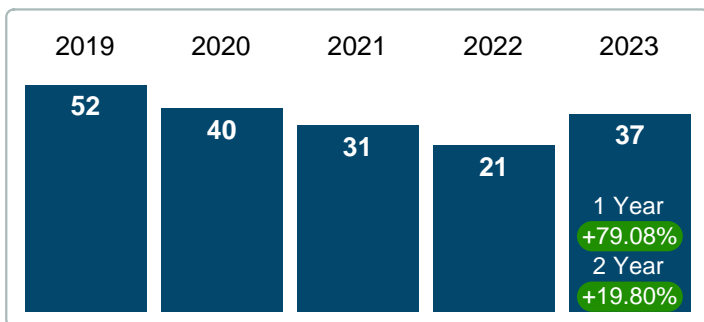
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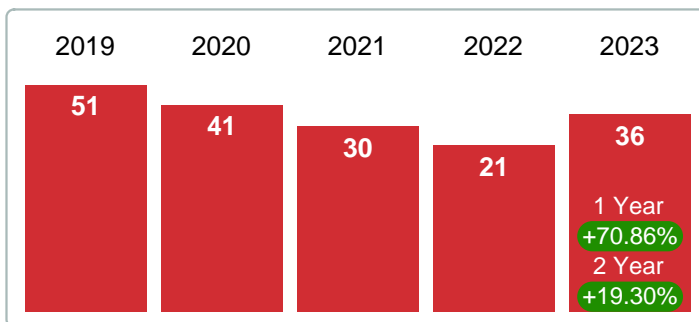
AVERAGE DAYS ON MARKET TO SALE

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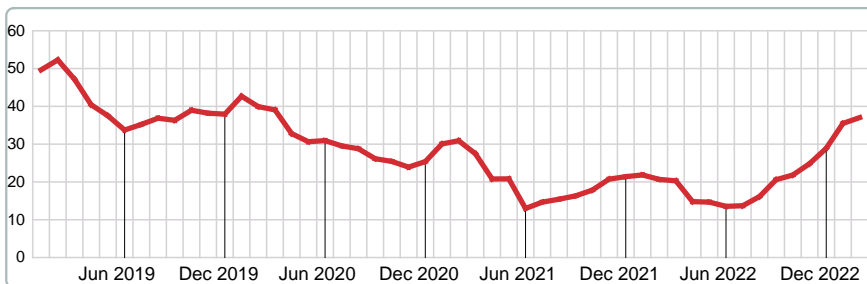
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 36

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 37 above the 5 yr FEB average of 36

DEC	29	<div style="width: 50%;"></div>
JAN	35	<div style="width: 75%;"></div> 22.76%
FEB	37	<div style="width: 100%;"></div> 4.34%

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
\$75,000 and less	6.64%	34	35	34	15	42
\$75,001 - \$150,000	17.10%	30	24	30	47	85
\$150,001 - \$175,000	5.62%	21	15	22	25	0
\$175,001 - \$275,000	30.15%	30	40	25	48	38
\$275,001 - \$350,000	17.10%	40	66	37	41	48
\$350,001 - \$475,000	11.59%	56	44	45	62	56
\$475,001 and up	11.81%	52	7	30	56	71
Average Closed DOM		37	29	30	51	60
Total Closed Units	100%	889	123	482	239	45
Total Closed Volume		250,270,057	15.56M	115.66M	95.35M	23.70M

February 2023



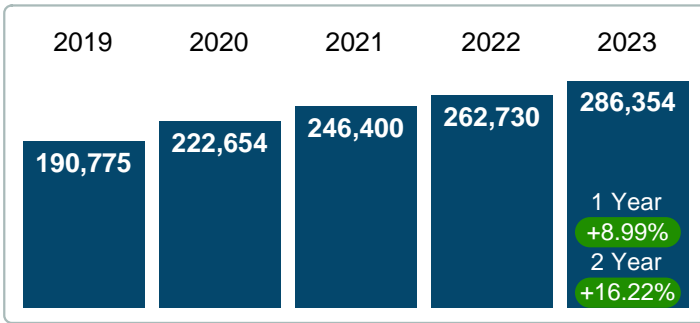
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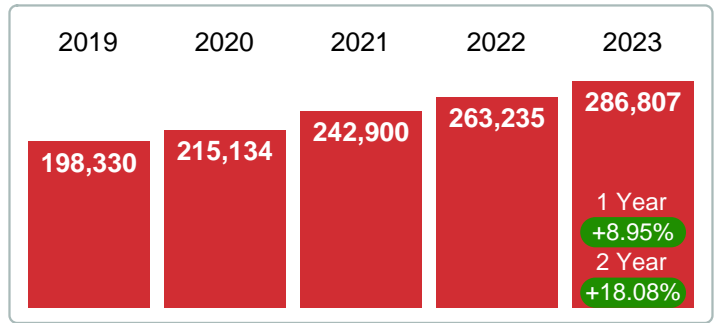
AVERAGE LIST PRICE AT CLOSING

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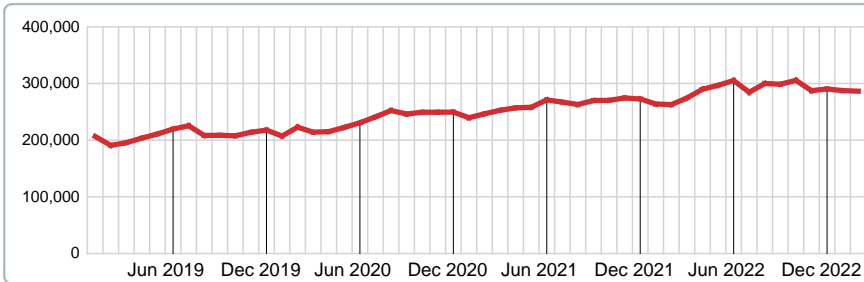
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

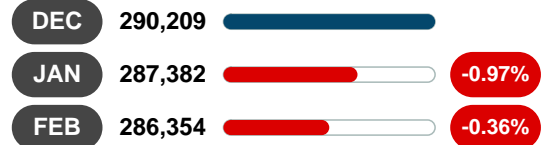


3 MONTHS

5 year FEB AVG = 241,783

High Oct 2022 305,436 Low Feb 2019 190,775

Average List Price at Closing this month at **286,354**
above the 5 yr FEB average of **241,783**



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
\$75,000 and less	5.85%	53,267	54,932	62,382	57,450	61,500
\$75,001 - \$150,000	16.99%	118,974	119,129	126,992	138,422	127,450
\$150,001 - \$175,000	6.75%	165,588	170,982	167,803	159,900	0
\$175,001 - \$275,000	29.36%	224,351	206,322	220,624	240,984	213,333
\$275,001 - \$350,000	16.65%	312,736	339,980	314,933	316,751	311,275
\$350,001 - \$475,000	12.15%	408,950	465,000	405,549	420,134	444,316
\$475,001 and up	12.26%	687,081	510,000	588,115	689,566	854,866
Average List Price		286,354	131,270	243,326	403,169	550,722
Total Closed Units	100%	286,354	123	482	239	45
Total Closed Volume		254,569,017	16.15M	117.28M	96.36M	24.78M

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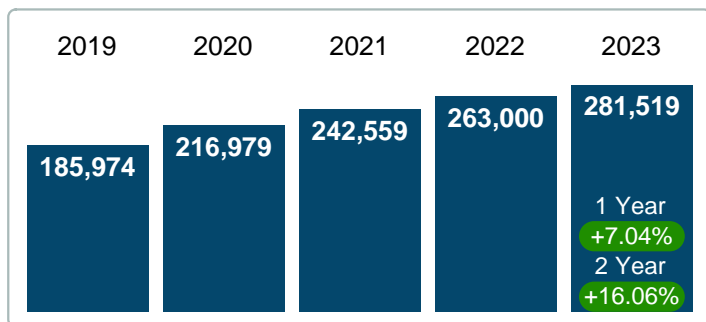
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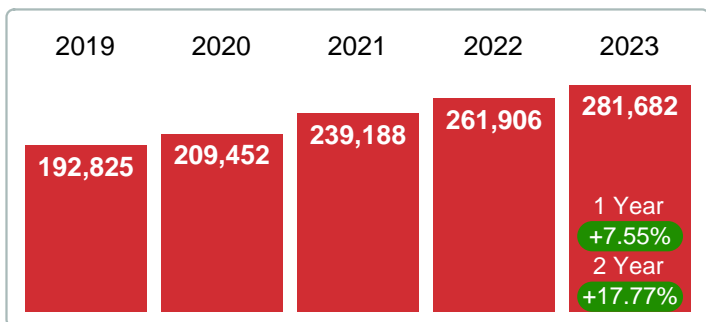
AVERAGE SOLD PRICE AT CLOSING

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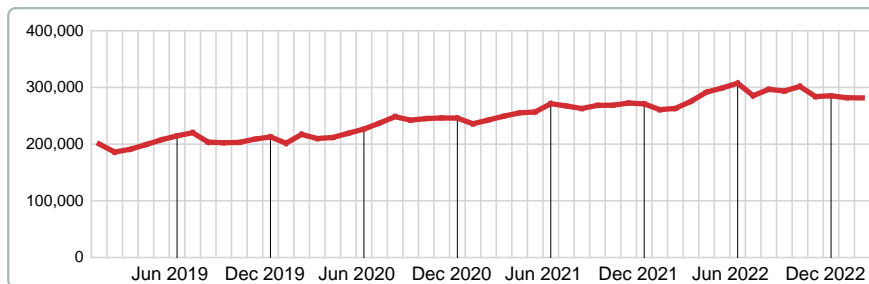
FEBRUARY



YEAR TO DATE (YTD)

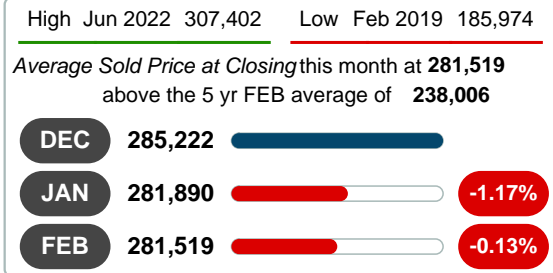


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 238,006



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
\$75,000 and less	6.64%	51,560	49,640	56,238	50,950	48,868
\$75,001 - \$150,000	17.10%	120,138	115,210	121,655	136,222	121,250
\$150,001 - \$175,000	5.62%	165,138	167,836	164,729	161,980	0
\$175,001 - \$275,000	30.15%	222,286	202,419	219,826	236,534	213,333
\$275,001 - \$350,000	17.10%	310,360	320,799	308,668	313,423	301,215
\$350,001 - \$475,000	11.59%	409,871	435,467	398,004	411,734	440,171
\$475,001 and up	11.81%	683,295	541,500	586,676	688,190	809,130
Average Sold Price		281,519	126,536	239,960	398,949	526,586
Total Closed Units	100%	889	123	482	239	45
Total Closed Volume		250,270,057	15.56M	115.66M	95.35M	23.70M

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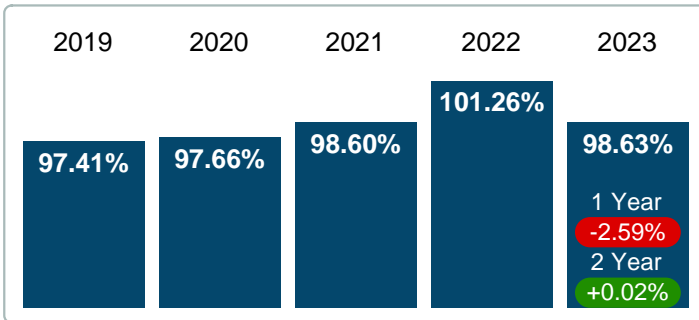
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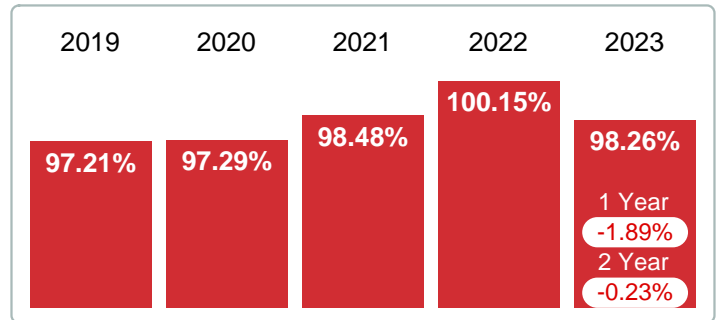
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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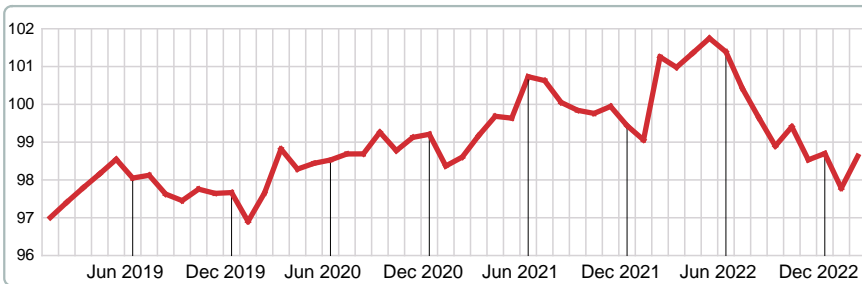
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

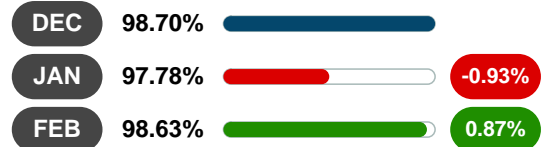


3 MONTHS

5 year FEB AVG = 98.71%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.63%** equal to 5 yr FEB average of **98.71%**



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
\$75,000 and less	59	6.64%	91.29%	91.91%	90.90%	91.33%	82.74%
\$75,001 - \$150,000	152	17.10%	96.76%	97.00%	96.43%	98.95%	94.48%
\$150,001 - \$175,000	50	5.62%	98.78%	98.45%	98.50%	101.42%	0.00%
\$175,001 - \$275,000	268	30.15%	101.30%	98.46%	102.20%	98.19%	100.24%
\$275,001 - \$350,000	152	17.10%	98.27%	94.40%	98.13%	99.03%	96.93%
\$350,001 - \$475,000	103	11.59%	98.17%	93.63%	98.28%	98.13%	99.16%
\$475,001 and up	105	11.81%	99.53%	106.40%	101.08%	99.78%	96.13%
Average Sold/List Ratio		98.60%		95.65%	99.51%	98.80%	96.45%
Total Closed Units		889	100%	123	482	239	45
Total Closed Volume		250,270,057		15.56M	115.66M	95.35M	23.70M

February 2023



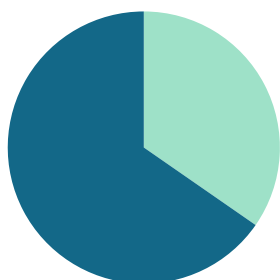
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

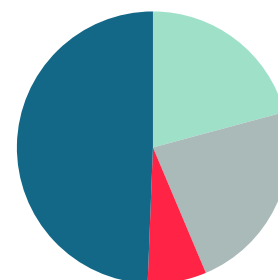


Inventory
 New Listings
1,166 = 34.65%
 Start Inventory
2,199
 Total Inventory Units
3,365
 Volume
\$1,326,389,940

Market Activity

Closed Sales
889 = 20.81%
 Pending Sales
975 = 22.83%
 Other Off Market
298 = 6.98%
 Active Inventory
2,109 = 49.38%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,106	889	-19.62%	2,235	1,589	-28.90%
Pending Sales	1,233	975	-20.92%	2,566	2,022	-21.20%
New Listings	1,244	1,166	-6.27%	2,602	2,364	-9.15%
Average List Price	262,730	286,354	+8.99%	263,235	286,807	+9.35%
Average Sale Price	263,000	281,519	+7.04%	261,906	281,682	+7.55%
Average Percent of Selling Price to List Price	101.26%	98.63%	-2.59%	100.15%	98.26%	-1.89%
Average Days on Market to Sale	20.68	37.03	+79.08%	21.27	36.35	+70.86%
Monthly Inventory	1,209	2,109	+74.44%	1,209	2,109	+74.44%
Months Supply of Inventory	0.80	1.73	+115.31%	0.80	1.73	+115.31%

Absorption: Last 12 months, an Average of **1,218** Sales/Month

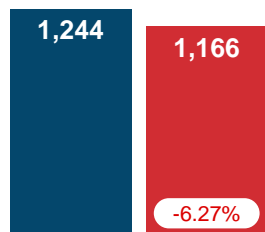
Inventory on February 28, 2023 = **2,109**

2022 **2023**

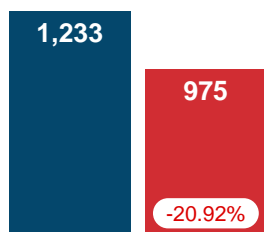
FEBRUARY MARKET

AVERAGE PRICES

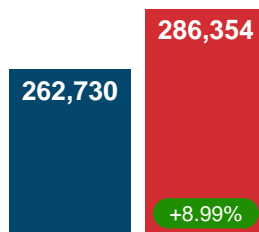
New Listings



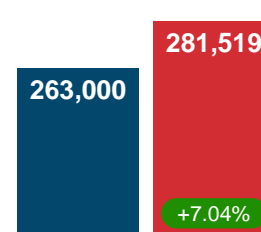
Pending Listings



List Price



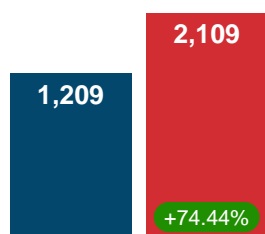
Sale Price



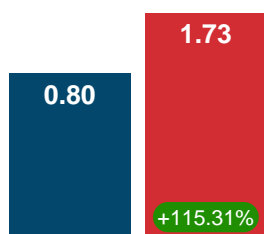
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

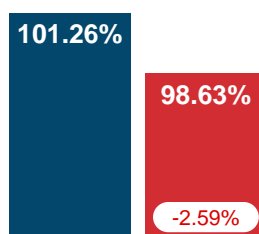
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

