

February 2023



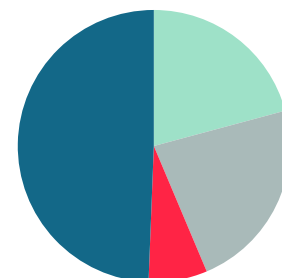
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	February 2023	+/-%
Closed Listings	1,106	889	-19.62%
Pending Listings	1,233	975	-20.92%
New Listings	1,244	1,166	-6.27%
Median List Price	221,788	242,570	9.37%
Median Sale Price	223,913	240,000	7.18%
Median Percent of Selling Price to List Price	100.00%	99.08%	-0.92%
Median Days on Market to Sale	6.00	15.00	150.00%
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.

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 **7.18%** in February 2023 to \$240,000 versus the previous year at \$223,913.

Median Days on Market Lengthens

The median number of **15.00** days that homes spent on the market before selling increased by 9.00 days or **150.00%** in February 2023 compared to last year's same month at **6.00** DOM.

Sales Success for February 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 1,166 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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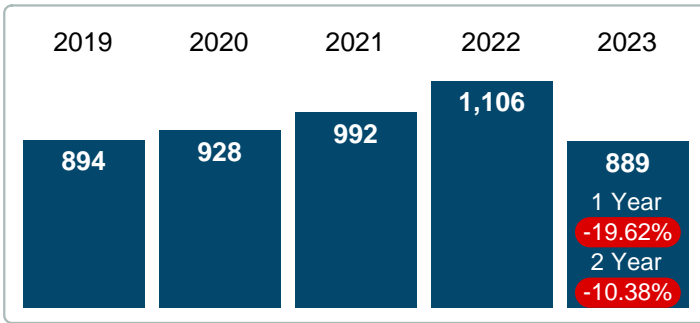
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



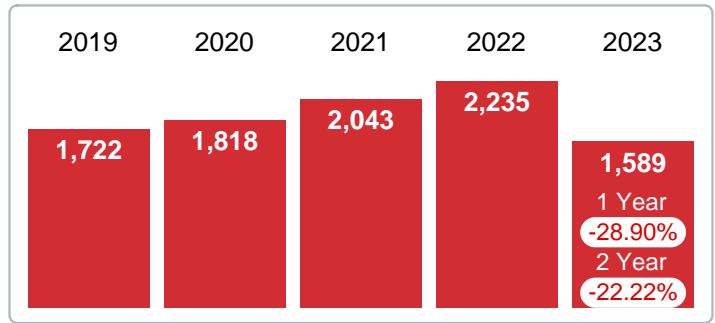
CLOSED LISTINGS

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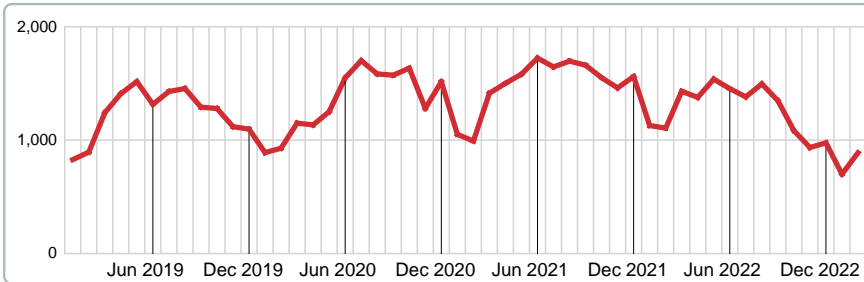
FEBRUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	59	6.64%	20.0	38	17	2	2
\$75,001 - \$150,000	152	17.10%	8.0	56	85	9	2
\$150,001 - \$175,000	50	5.62%	6.0	11	34	5	0
\$175,001 - \$275,000	268	30.15%	13.5	9	206	50	3
\$275,001 - \$350,000	152	17.10%	18.0	5	80	57	10
\$350,001 - \$475,000	103	11.59%	41.0	2	34	59	8
\$475,001 and up	105	11.81%	20.0	2	26	57	20
Total Closed Units	889			123	482	239	45
Total Closed Volume	250,270,057	100%	15.0	15.56M	115.66M	95.35M	23.70M
Median Closed Price	\$240,000			\$112,500	\$220,000	\$345,000	\$470,740

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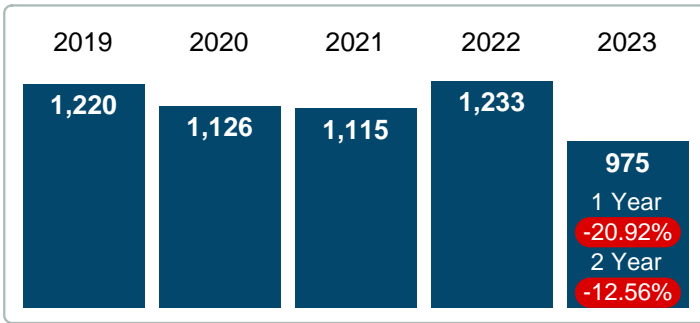
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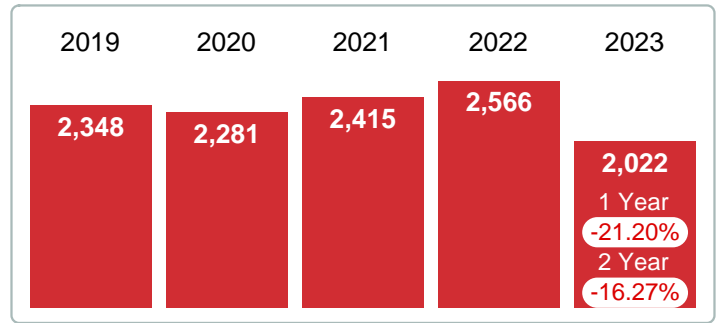
PENDING LISTINGS

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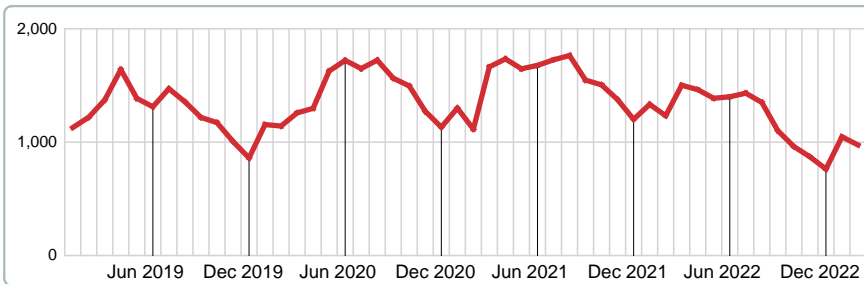
FEBRUARY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	85	8.72%	12.0	41	39	5	0
\$100,001 - \$150,000	89	9.13%	9.0	24	56	7	2
\$150,001 - \$200,000	149	15.28%	7.0	17	119	12	1
\$200,001 - \$300,000	289	29.64%	14.0	18	196	73	2
\$300,001 - \$375,000	120	12.31%	17.0	2	60	52	6
\$375,001 - \$525,000	143	14.67%	19.0	9	49	69	16
\$525,001 and up	100	10.26%	30.0	1	18	61	20
Total Pending Units	975			112	537	279	47
Total Pending Volume	297,389,553	100%	13.0	19.21M	135.73M	117.32M	25.13M
Median Listing Price	\$256,500			\$132,450	\$228,680	\$364,500	\$495,000

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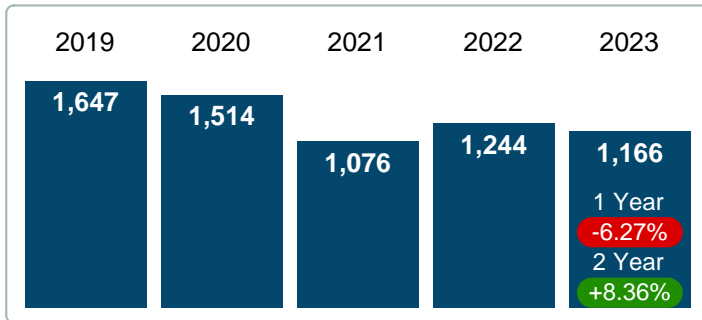
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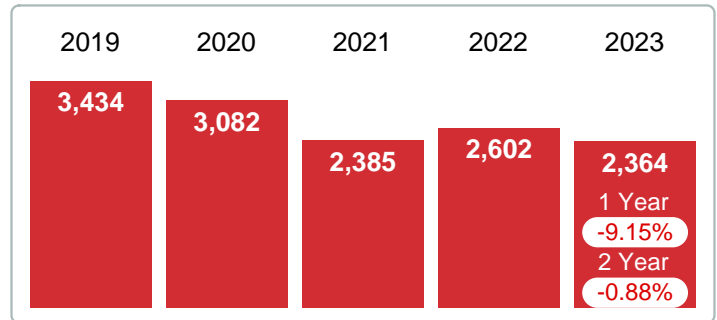
NEW LISTINGS

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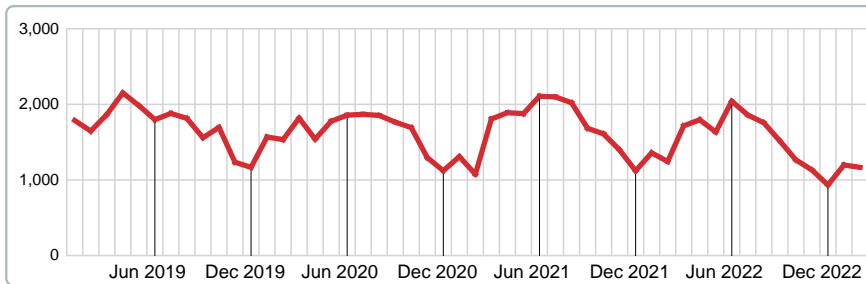
FEBRUARY



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
Median New Listed Listing Price	\$282,397		\$112,500	\$240,000	\$369,450	\$576,000

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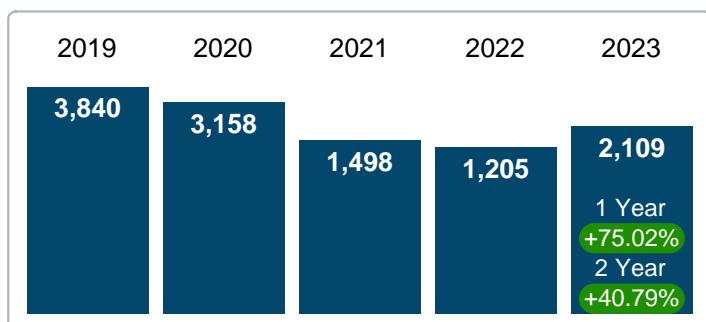
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



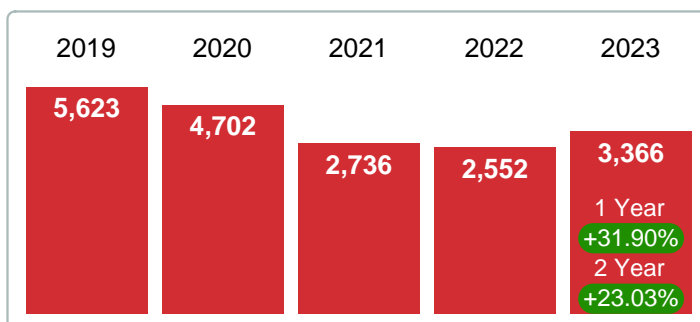
ACTIVE INVENTORY

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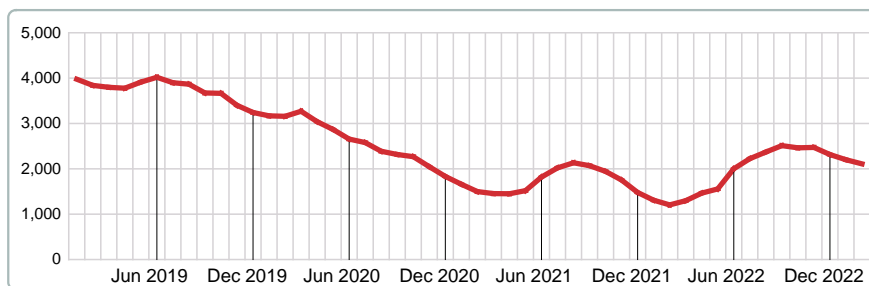
END OF FEBRUARY



ACTIVE DURING FEBRUARY

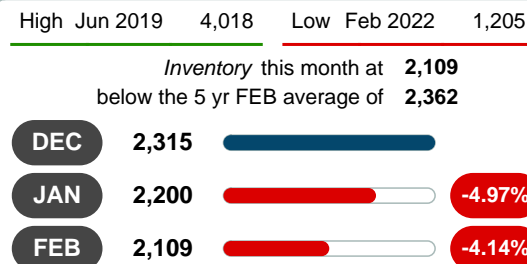


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2,362



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	207	9.82%	46.0	109	85	7	6
\$125,001 - \$200,000	239	11.33%	44.0	38	157	38	6
\$200,001 - \$275,000	264	12.52%	36.0	22	175	63	4
\$275,001 - \$425,000	566	26.84%	44.0	28	264	242	32
\$425,001 - \$525,000	308	14.60%	79.0	7	104	168	29
\$525,001 - \$675,000	304	14.41%	81.0	6	57	185	56
\$675,001 and up	221	10.48%	75.0	8	48	93	72
Total Active Inventory by Units	2,109			218	890	796	205
Total Active Inventory by Volume	916,243,248	100%	53.0	49.41M	300.01M	396.13M	170.69M
Median Active Inventory Listing Price	\$359,500			\$126,000	\$289,000	\$473,000	\$575,000

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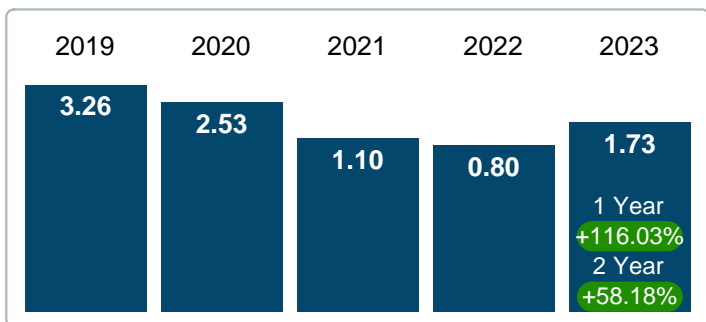
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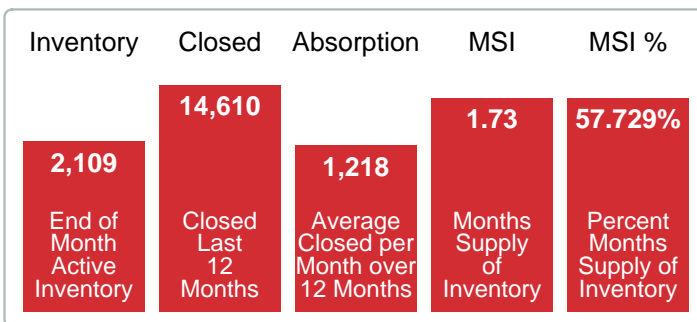
MONTHS SUPPLY of INVENTORY (MSI)

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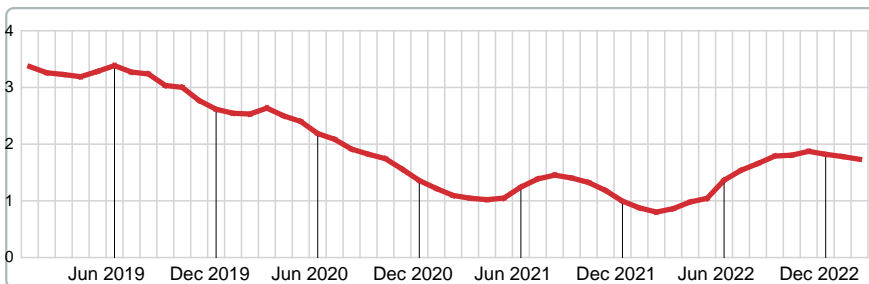
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

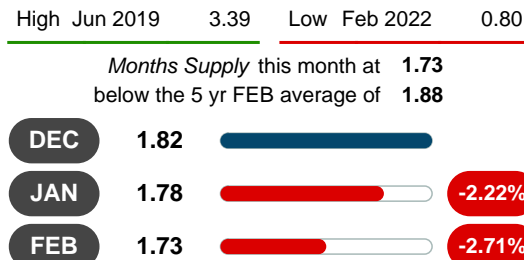


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1.88



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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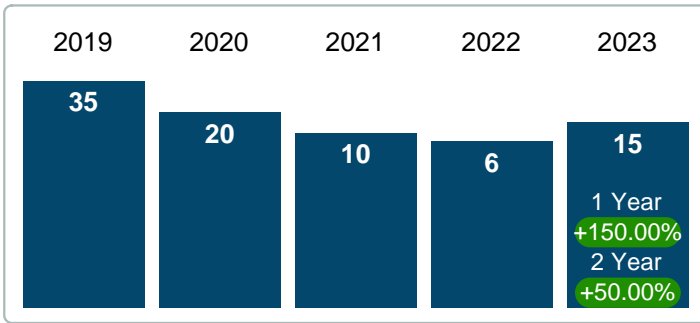
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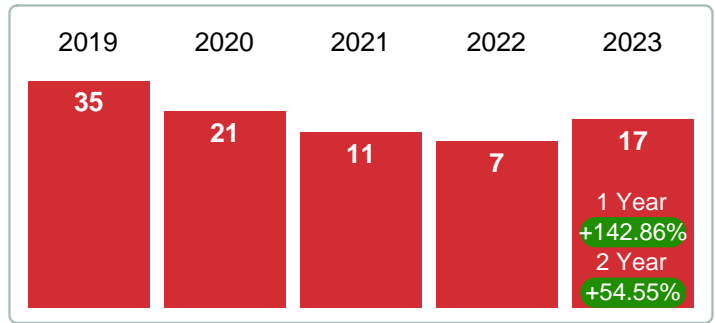
MEDIAN DAYS ON MARKET TO SALE

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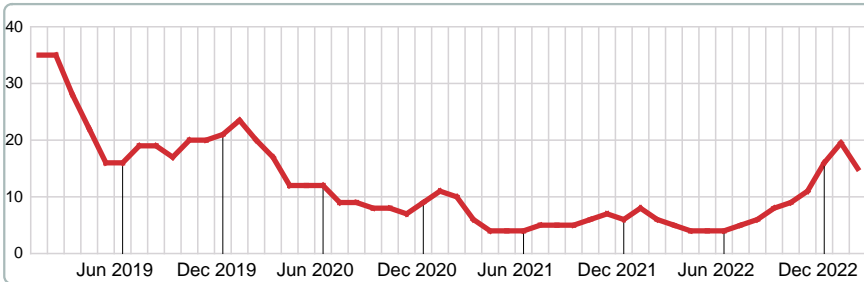
FEBRUARY



YEAR TO DATE (YTD)

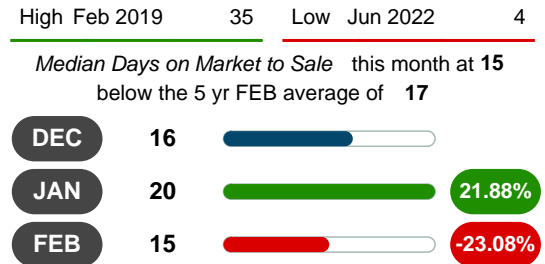


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 17



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
\$75,000 and less	6.64%	20	16	24	15	42
\$75,001 - \$150,000	17.10%	8	6	9	22	85
\$150,001 - \$175,000	5.62%	6	7	6	7	0
\$175,001 - \$275,000	30.15%	14	13	12	31	4
\$275,001 - \$350,000	17.10%	18	63	17	20	26
\$350,001 - \$475,000	11.59%	41	44	32	49	40
\$475,001 and up	11.81%	20	7	3	29	69
Median Closed DOM		15	9	12	29	36
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



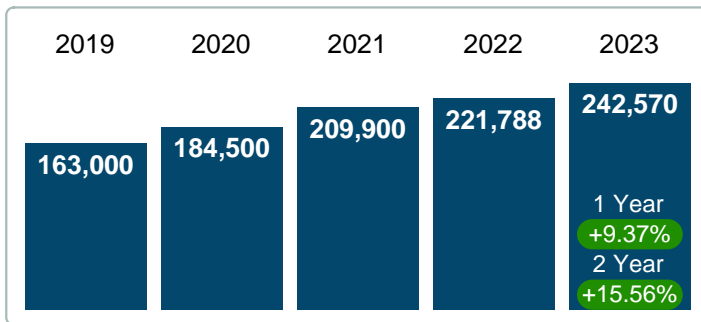
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



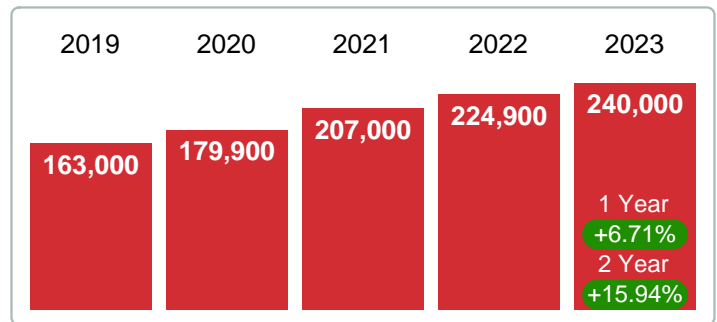
MEDIAN LIST PRICE AT CLOSING

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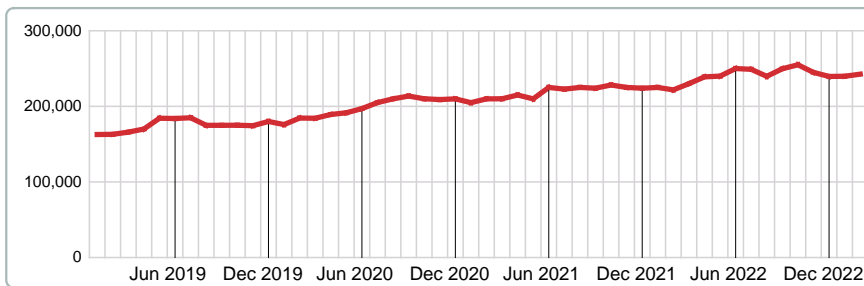
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

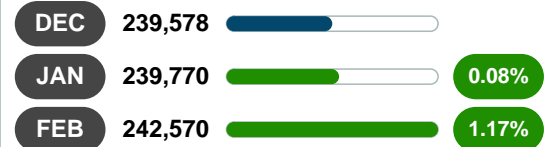


3 MONTHS

5 year FEB AVG = 204,352

High Oct 2022 255,000 Low Jan 2019 162,725

Median List Price at Closing this month at **242,570**
above the 5 yr FEB average of **204,352**



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
\$75,000 and less	52	5.85%	52,450	48,500	69,000	57,450	45,000
\$75,001 - \$150,000	151	16.99%	125,000	115,925	128,700	131,450	119,900
\$150,001 - \$175,000	60	6.75%	165,000	170,000	165,000	164,000	0
\$175,001 - \$275,000	261	29.36%	225,000	198,000	223,250	240,000	215,000
\$275,001 - \$350,000	148	16.65%	310,000	329,900	309,900	311,000	314,950
\$350,001 - \$475,000	108	12.15%	399,870	407,500	397,000	399,870	432,495
\$475,001 and up	109	12.26%	549,000	510,000	516,725	549,900	621,950
Median List Price			242,570	114,950	225,000	350,000	475,000
Total Closed Units		100%	242,570	123	482	239	45
Total Closed Volume			254,569,017	16.15M	117.28M	96.36M	24.78M

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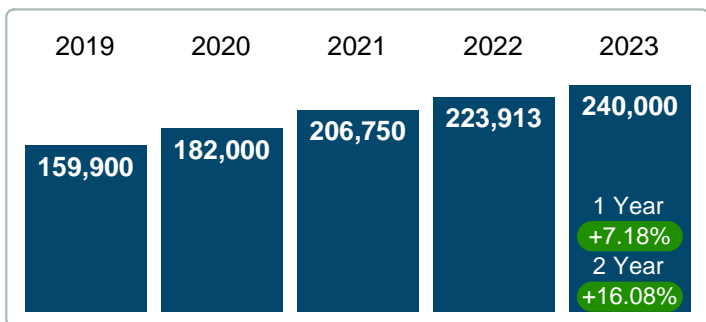
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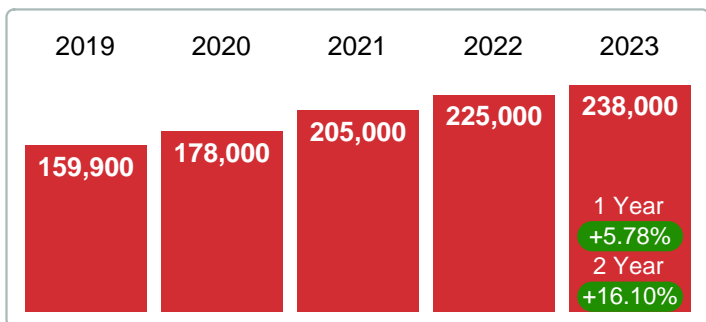
MEDIAN SOLD PRICE AT CLOSING

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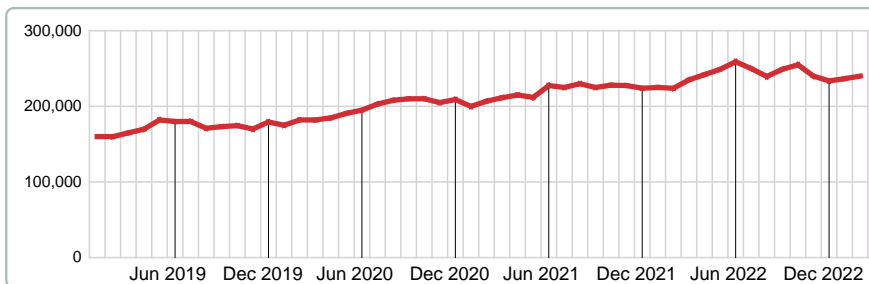
FEBRUARY



YEAR TO DATE (YTD)

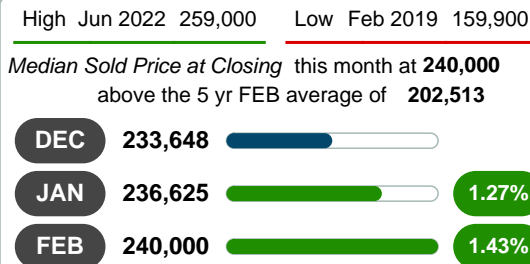


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 202,513



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
\$75,000 and less	59	6.64%	53,303	52,300	62,000	50,950	48,868
\$75,001 - \$150,000	152	17.10%	125,000	114,500	126,500	135,000	121,250
\$150,001 - \$175,000	50	5.62%	165,000	167,000	165,000	159,900	0
\$175,001 - \$275,000	268	30.15%	225,000	195,000	219,950	239,828	225,000
\$275,001 - \$350,000	152	17.10%	309,950	325,000	304,950	311,000	299,000
\$350,001 - \$475,000	103	11.59%	405,000	435,467	390,000	405,000	452,818
\$475,001 and up	105	11.81%	556,900	541,500	522,943	560,000	653,052
Median Sold Price			240,000	112,500	220,000	345,000	470,740
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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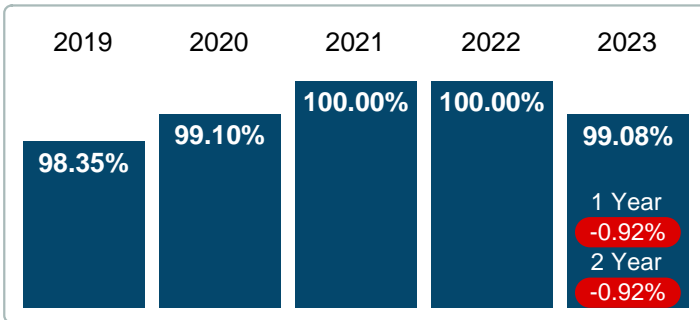
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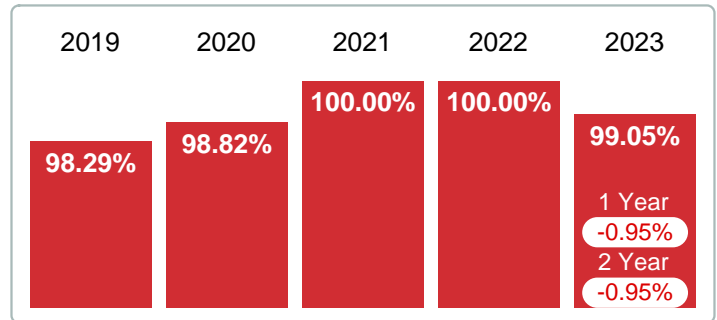
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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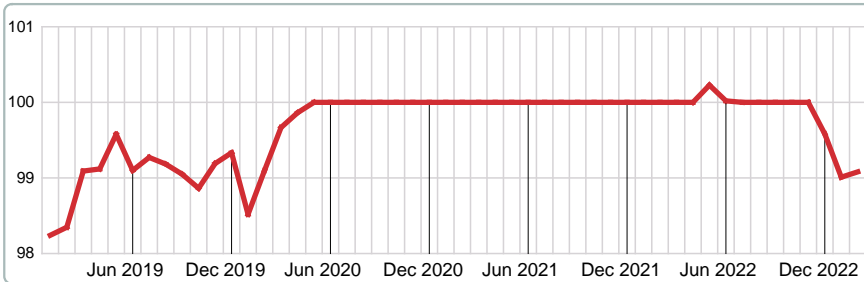
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

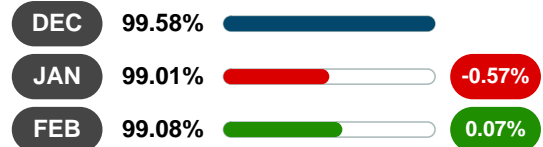


3 MONTHS

5 year FEB AVG = 99.31%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **99.08%** equal to 5 yr FEB average of **99.31%**



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
\$75,000 and less	59	6.64%	91.67%	91.97%	89.17%	91.33%	82.74%
\$75,001 - \$150,000	152	17.10%	98.40%	98.57%	97.74%	100.00%	94.48%
\$150,001 - \$175,000	50	5.62%	98.00%	97.14%	98.37%	101.20%	0.00%
\$175,001 - \$275,000	268	30.15%	100.00%	100.00%	100.00%	98.64%	100.00%
\$275,001 - \$350,000	152	17.10%	100.00%	94.44%	98.63%	100.00%	98.34%
\$350,001 - \$475,000	103	11.59%	98.56%	93.63%	99.02%	97.94%	100.00%
\$475,001 and up	105	11.81%	100.00%	106.40%	100.00%	100.00%	97.19%
Median Sold/List Ratio		99.08%		96.88%	99.47%	100.00%	98.13%
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



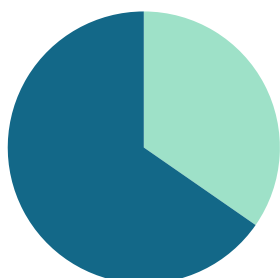
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

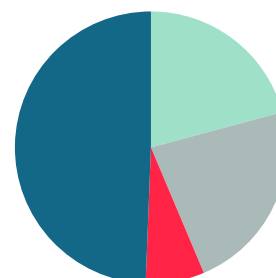


Inventory
 New Listings
1,166 = 34.65%
 Start Inventory
2,199
 Total Inventory Units
3,365
 Volume
\$1,326,389,940

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%
Median List Price	221,788	242,570	9.37%	224,900	240,000	6.71%
Median Sale Price	223,913	240,000	7.18%	225,000	238,000	5.78%
Median Percent of Selling Price to List Price	100.00%	99.08%	-0.92%	100.00%	99.05%	-0.95%
Median Days on Market to Sale	6.00	15.00	150.00%	7.00	17.00	142.86%
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

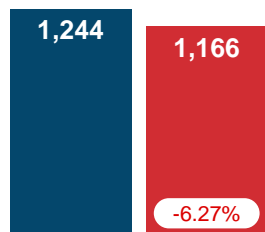
Inventory on February 28, 2023 = **2,109**

2022 **2023**

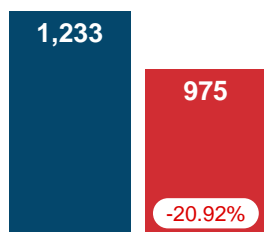
FEBRUARY MARKET

MEDIAN PRICES

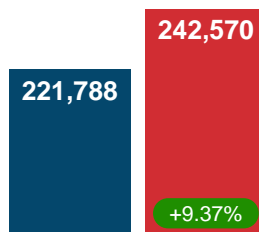
New Listings



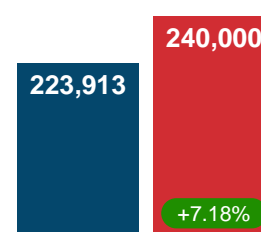
Pending Listings



List Price



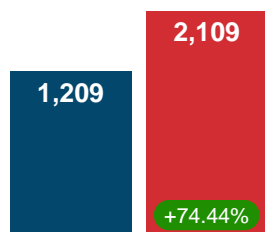
Sale Price



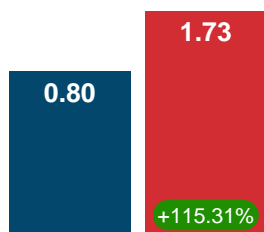
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

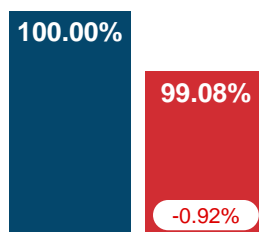
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

