

# January 2023



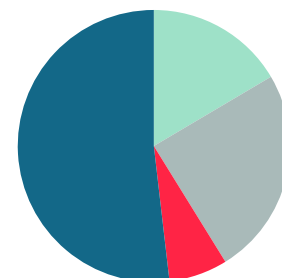
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	January 2023	+/-%
Closed Listings	1,129	700	-38.00%
Pending Listings	1,333	1,047	-21.46%
New Listings	1,358	1,198	-11.78%
Average List Price	263,730	287,382	8.97%
Average Sale Price	260,834	281,890	8.07%
Average Percent of Selling Price to List Price	99.06%	97.78%	-1.29%
Average Days on Market to Sale	21.86	35.48	62.34%
End of Month Inventory	1,311	2,199	67.73%
Months Supply of Inventory	0.88	1.78	102.71%



■ Closed (16.50%)  
■ Pending (24.68%)  
■ Other OffMarket (6.98%)  
■ Active (51.84%)

**Absorption:** Last 12 months, an Average of **1,236** Sales/Month  
**Active Inventory** as of January 31, 2023 = **2,199**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2023 rose **67.73%** to 2,199 existing homes available for sale. Over the last 12 months this area has had an average of 1,236 closed sales per month. This represents an unsold inventory index of **1.78** 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 **8.07%** in January 2023 to \$281,890 versus the previous year at \$260,834.

#### Average Days on Market Lengthens

The average number of **35.48** days that homes spent on the market before selling increased by 13.63 days or **62.34%** in January 2023 compared to last year's same month at **21.86** DOM.

#### Sales Success for January 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 1,198 New Listings in January 2023, down **11.78%** from last year at 1,358. Furthermore, there were 700 Closed Listings this month versus last year at 1,129, a **-38.00%** decrease.

Closed versus Listed trends yielded a **58.4%** ratio, down from previous year's, January 2022, at **83.1%**, a **29.72%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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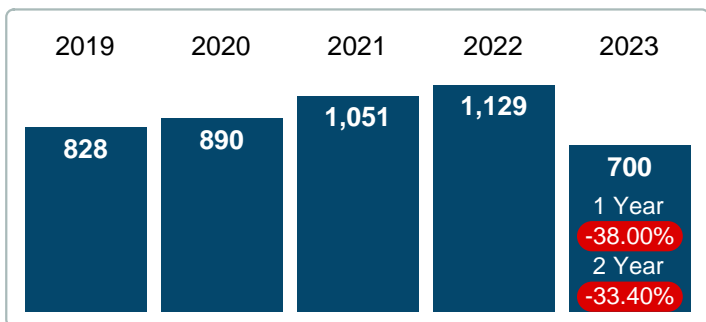
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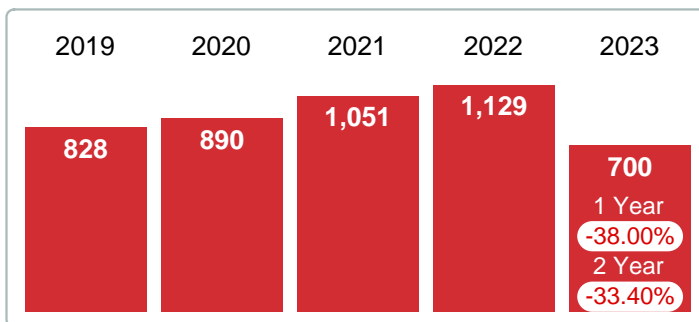
## CLOSED LISTINGS

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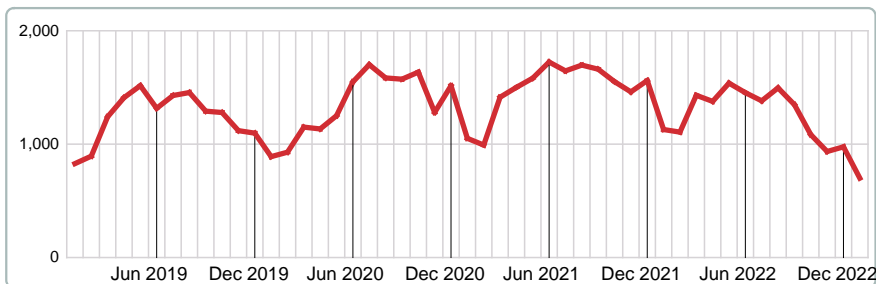
### JANUARY



### YEAR TO DATE (YTD)

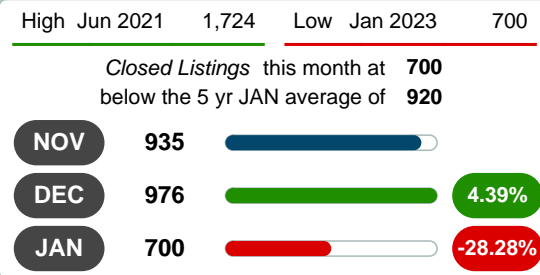


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 920



### 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	39	5.57%	35.0	21	14	4	0
\$75,001 - \$150,000	118	16.86%	31.5	36	67	11	4
\$150,001 - \$175,000	53	7.57%	25.6	10	33	9	1
\$175,001 - \$250,000	183	26.14%	34.1	7	143	31	2
\$250,001 - \$350,000	138	19.71%	41.4	4	76	47	11
\$350,001 - \$525,000	100	14.29%	42.0	3	35	52	10
\$525,001 and up	69	9.86%	32.5	1	13	41	14
<b>Total Closed Units</b>	<b>700</b>			<b>82</b>	<b>381</b>	<b>195</b>	<b>42</b>
<b>Total Closed Volume</b>	<b>197,323,182</b>	<b>100%</b>	<b>35.5</b>	<b>11.09M</b>	<b>90.37M</b>	<b>74.69M</b>	<b>21.17M</b>
<b>Average Closed Price</b>	<b>\$281,890</b>			<b>\$135,233</b>	<b>\$237,180</b>	<b>\$383,046</b>	<b>\$504,156</b>

# January 2023



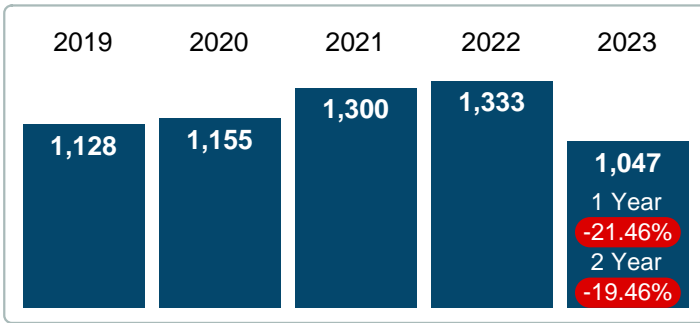
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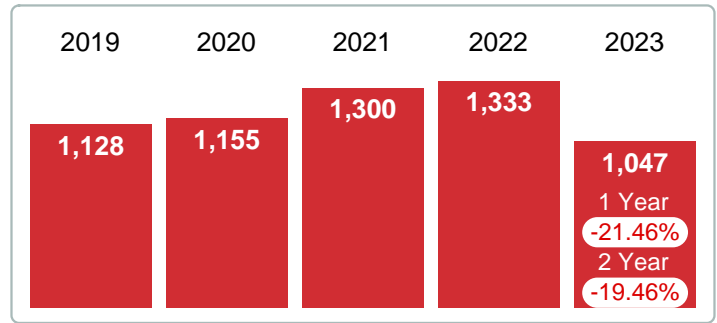
## PENDING LISTINGS

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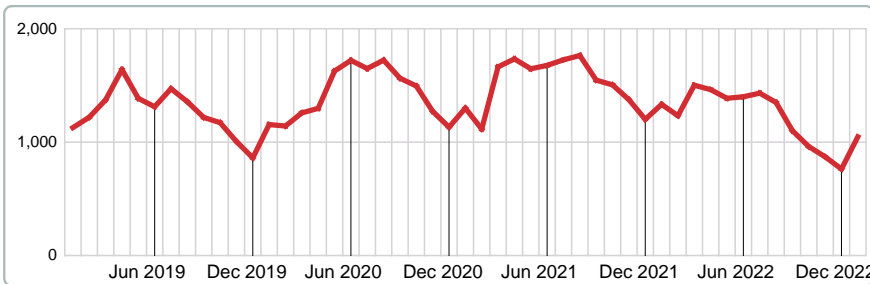
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,193

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,047 below the 5 yr JAN average of 1,193



### 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	102	9.74%	37.6	59	35	7	1
\$100,001 - \$150,000	126	12.03%	40.0	41	67	16	2
\$150,001 - \$200,000	159	15.19%	31.3	19	123	16	1
\$200,001 - \$275,000	217	20.73%	39.8	8	155	50	4
\$275,001 - \$350,000	176	16.81%	48.2	5	81	76	14
\$350,001 - \$500,000	165	15.76%	58.4	7	53	89	16
\$500,001 and up	102	9.74%	70.7	2	23	58	19
<b>Total Pending Units</b>	<b>1,047</b>			<b>141</b>	<b>537</b>	<b>312</b>	<b>57</b>
<b>Total Pending Volume</b>	<b>314,262,471</b>	<b>100%</b>	<b>44.4</b>	<b>19.94M</b>	<b>140.74M</b>	<b>119.59M</b>	<b>34.00M</b>
<b>Average Listing Price</b>	<b>\$301,381</b>			<b>\$141,405</b>	<b>\$262,080</b>	<b>\$383,298</b>	<b>\$596,460</b>

# January 2023



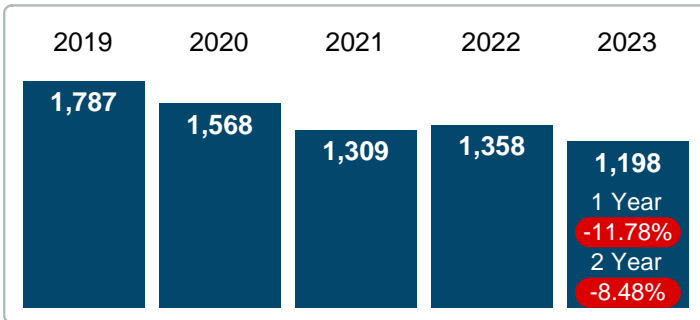
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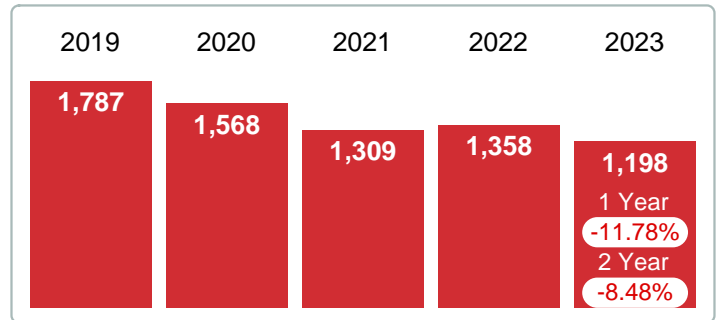
## NEW LISTINGS

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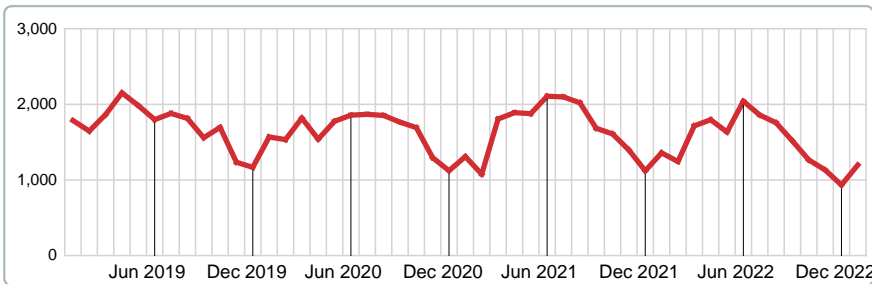
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1,444

High Apr 2019 2,151 Low Dec 2022 933

New Listings this month at 1,198 below the 5 yr JAN average of 1,444



### 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	106	8.85%	49	46	11	0
\$100,001 - \$150,000	121	10.10%	45	63	10	3
\$150,001 - \$200,000	167	13.94%	20	126	19	2
\$200,001 - \$300,000	295	24.62%	21	198	71	5
\$300,001 - \$425,000	238	19.87%	12	89	119	18
\$425,001 - \$550,000	147	12.27%	9	45	79	14
\$550,001 and up	124	10.35%	2	19	75	28
<b>Total New Listed Units</b>	<b>1,198</b>		<b>158</b>	<b>586</b>	<b>384</b>	<b>70</b>
<b>Total New Listed Volume</b>	<b>394,531,007</b>	<b>100%</b>	<b>28.96M</b>	<b>152.04M</b>	<b>170.40M</b>	<b>43.13M</b>
<b>Average New Listed Listing Price</b>	<b>\$291,217</b>		<b>\$183,288</b>	<b>\$259,455</b>	<b>\$443,753</b>	<b>\$616,141</b>

# January 2023



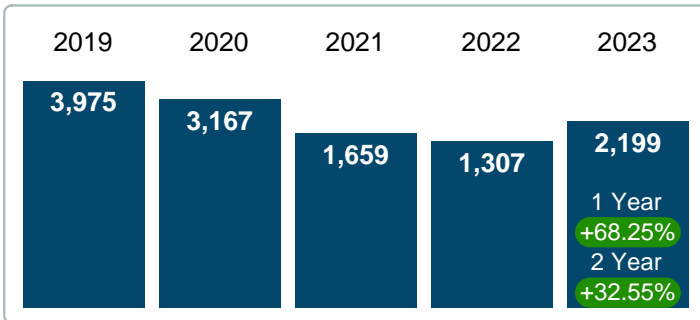
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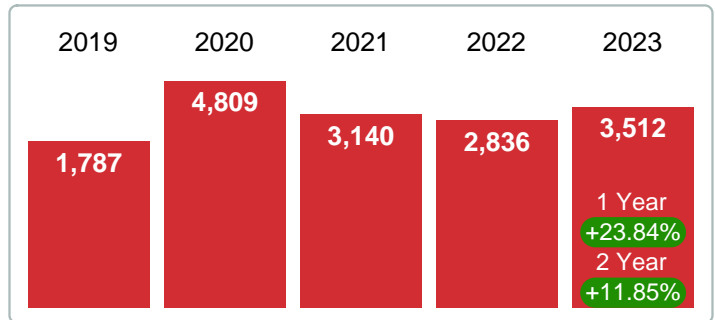
## ACTIVE INVENTORY

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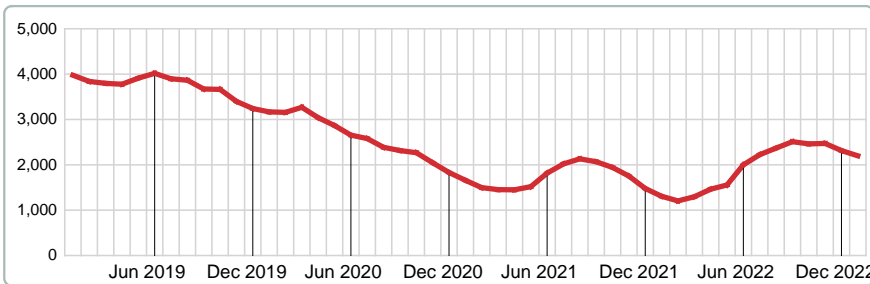
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

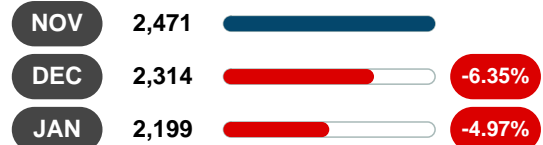


### 3 MONTHS

5 year JAN AVG = 2,461

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

Inventory this month at 2,199  
below the 5 yr JAN average of 2,461



## 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	213	9.69%	79.6	105	94	9	5
\$125,001 - \$200,000	269	12.23%	71.4	47	171	42	9
\$200,001 - \$275,000	296	13.46%	66.6	28	191	73	4
\$275,001 - \$425,000	586	26.65%	72.8	33	274	241	38
\$425,001 - \$525,000	312	14.19%	96.2	9	104	170	29
\$525,001 - \$650,000	299	13.60%	95.6	5	52	192	50
\$650,001 and up	224	10.19%	101.5	7	47	97	73
<b>Total Active Inventory by Units</b>	<b>2,199</b>			<b>234</b>	<b>933</b>	<b>824</b>	<b>208</b>
<b>Total Active Inventory by Volume</b>	<b>936,208,457</b>	<b>100%</b>	<b>81.8</b>	<b>53.09M</b>	<b>310.09M</b>	<b>407.53M</b>	<b>165.51M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$425,743</b>			<b>\$226,863</b>	<b>\$332,359</b>	<b>\$494,570</b>	<b>\$795,701</b>

# January 2023



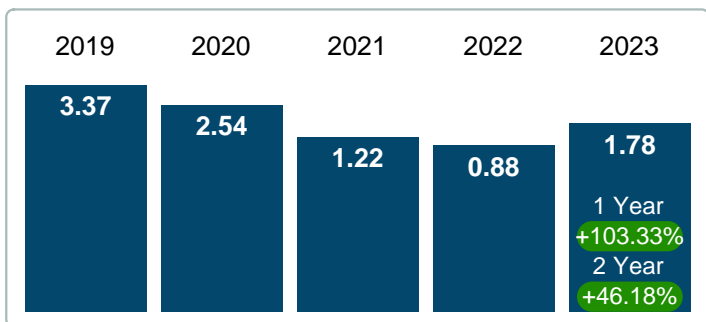
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



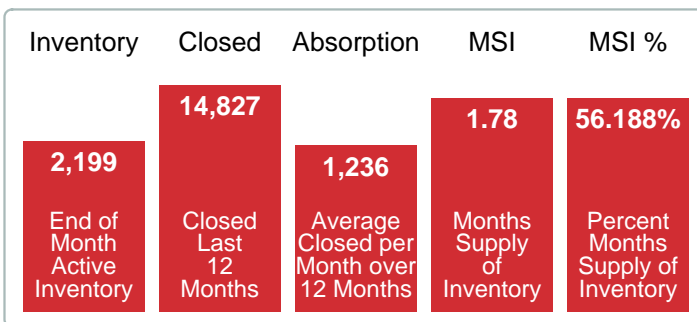
## MONTHS SUPPLY of INVENTORY (MSI)

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

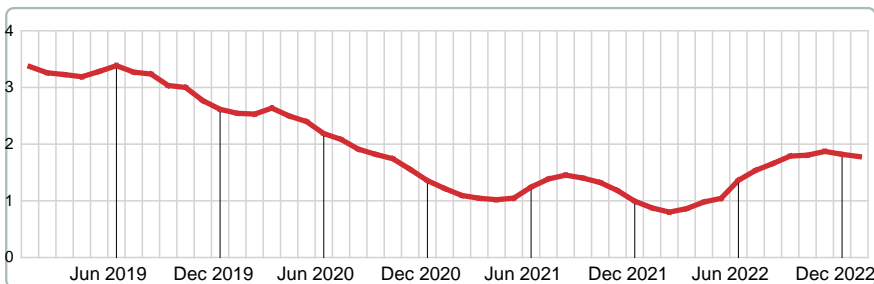
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023

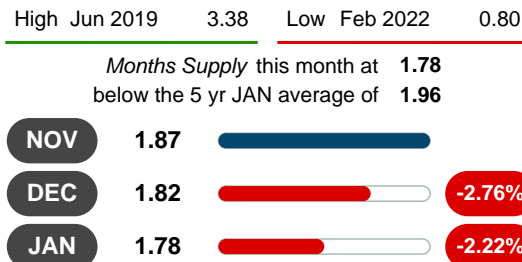


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1.96



### 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	213	9.69%	1.31	1.38	1.22	1.02	5.45
\$125,001 - \$200,000	269	12.23%	1.01	1.21	0.86	1.58	4.70
\$200,001 - \$275,000	296	13.46%	0.96	1.59	0.86	1.13	0.92
\$275,001 - \$425,000	586	26.65%	1.94	3.14	1.96	1.77	2.41
\$425,001 - \$525,000	312	14.19%	3.47	5.68	3.75	3.34	3.00
\$525,001 - \$650,000	299	13.60%	5.58	7.50	5.43	5.73	5.08
\$650,001 and up	224	10.19%	4.31	14.00	6.80	3.47	4.38
Market Supply of Inventory (MSI)			1.78	1.61	1.37	2.36	3.52
Total Active Inventory by Units		100%	1.78	234	933	824	208

# January 2023



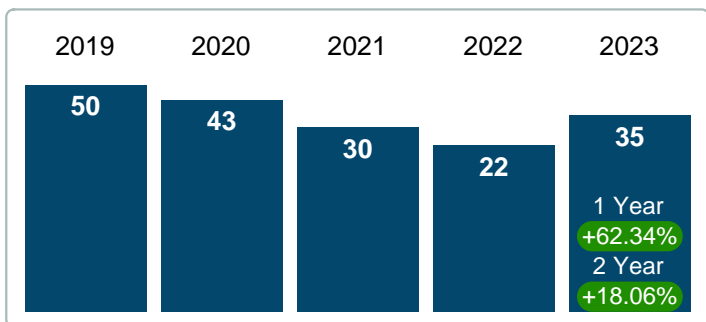
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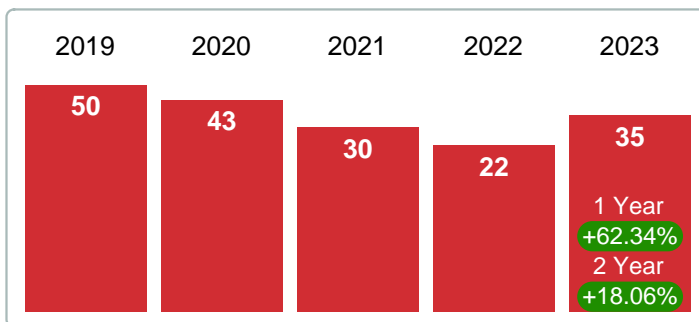
## AVERAGE DAYS ON MARKET TO SALE

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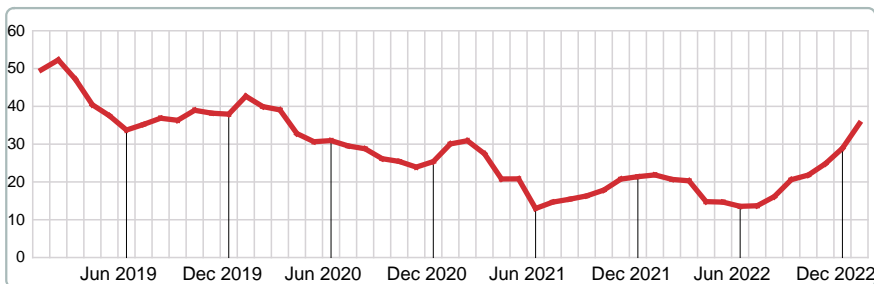
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

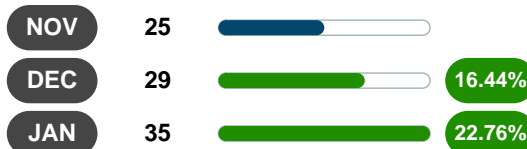


### 3 MONTHS

5 year JAN AVG = 36

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 35 below the 5 yr JAN average of 36



### 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	5.57%	35	42	28	22	0
\$75,001 - \$150,000	16.86%	31	27	29	36	107
\$150,001 - \$175,000	7.57%	26	15	23	41	65
\$175,001 - \$250,000	26.14%	34	51	32	40	75
\$250,001 - \$350,000	19.71%	41	18	39	40	71
\$350,001 - \$525,000	14.29%	42	12	32	51	40
\$525,001 and up	9.86%	33	1	23	30	50
Average Closed DOM		35	30	31	40	60
Total Closed Units	100%	700	82	381	195	42
Total Closed Volume		197,323,182	11.09M	90.37M	74.69M	21.17M



# January 2023



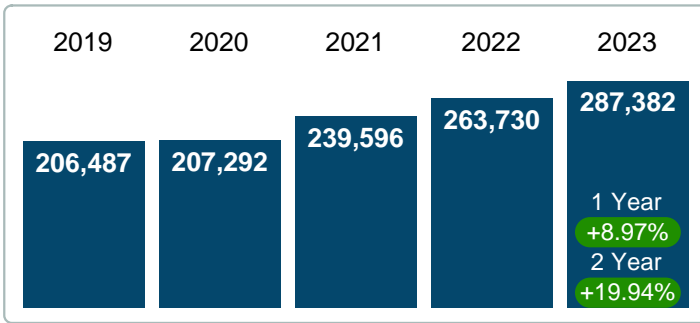
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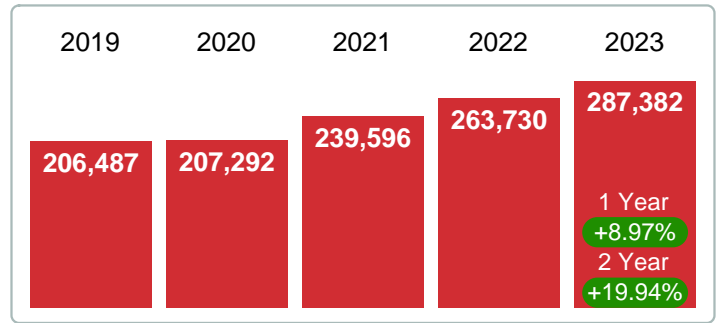
## AVERAGE LIST PRICE AT CLOSING

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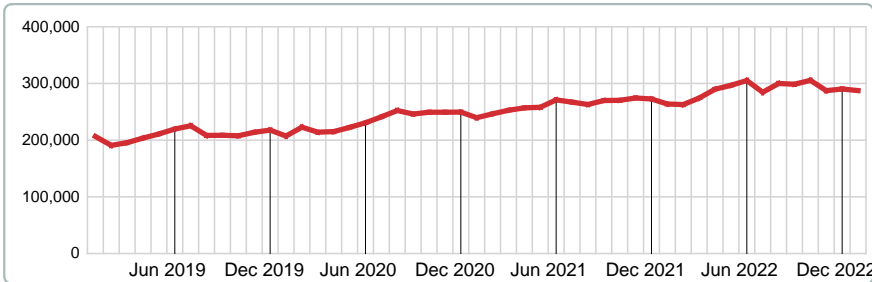
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

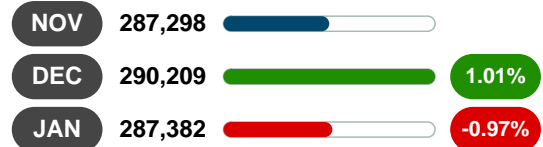


### 3 MONTHS

5 year JAN AVG = 240,898

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

Average List Price at Closing this month at **287,382** above the 5 yr JAN average of **240,898**



### 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	4.86%	53,582	56,970	56,464	63,950	0
\$75,001 - \$150,000	16.43%	118,245	116,842	127,173	119,255	131,375
\$150,001 - \$175,000	8.14%	164,509	153,820	167,973	172,056	185,000
\$175,001 - \$250,000	25.29%	214,970	218,414	216,447	225,451	257,500
\$250,001 - \$350,000	20.00%	293,017	275,975	295,162	301,474	321,536
\$350,001 - \$525,000	15.29%	430,626	429,100	434,801	438,507	435,038
\$525,001 and up	10.00%	731,736	600,400	677,363	693,709	915,170
<b>Average List Price</b>		<b>287,382</b>	<b>139,773</b>	<b>242,158</b>	<b>387,276</b>	<b>522,027</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>287,382</b>	<b>82</b>	<b>381</b>	<b>195</b>	<b>42</b>
<b>Total Closed Volume</b>		<b>201,167,558</b>	<b>11.46M</b>	<b>92.26M</b>	<b>75.52M</b>	<b>21.93M</b>



# January 2023



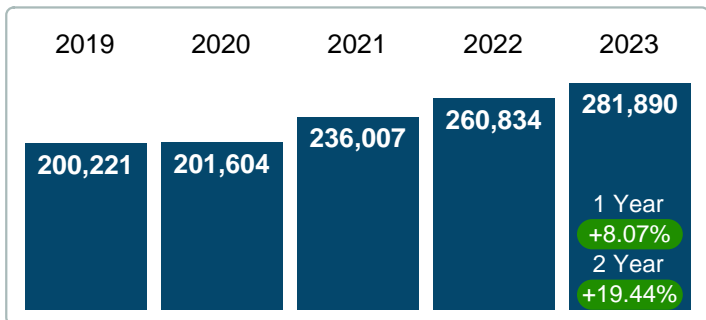
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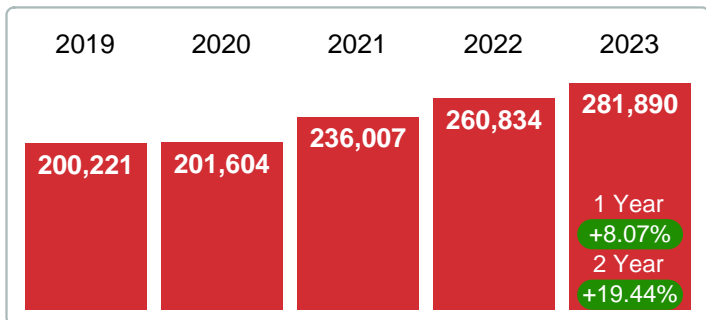
## AVERAGE SOLD PRICE AT CLOSING

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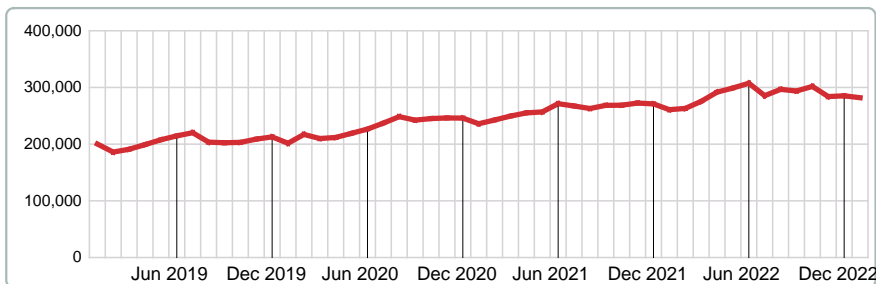
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

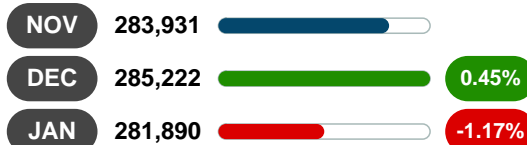


### 3 MONTHS

5 year JAN AVG = 236,111

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

Average Sold Price at Closing this month at **281,890** above the 5 yr JAN average of **236,111**



### 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	5.57%	52,551	50,643	53,000	60,999	0
\$75,001 - \$150,000	16.86%	117,268	111,153	121,025	114,045	118,250
\$150,001 - \$175,000	7.57%	163,478	159,874	164,448	163,478	167,500
\$175,001 - \$250,000	26.14%	213,780	211,636	211,973	220,424	247,500
\$250,001 - \$350,000	19.71%	291,948	270,300	288,657	295,601	306,945
\$350,001 - \$525,000	14.29%	430,603	420,767	428,642	434,093	422,268
\$525,001 and up	9.86%	728,999	600,400	679,656	693,294	888,570
<b>Average Sold Price</b>		<b>281,890</b>	<b>135,233</b>	<b>237,180</b>	<b>383,046</b>	<b>504,156</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>700</b>	<b>82</b>	<b>381</b>	<b>195</b>	<b>42</b>
<b>Total Closed Volume</b>		<b>197,323,182</b>	<b>11.09M</b>	<b>90.37M</b>	<b>74.69M</b>	<b>21.17M</b>

# January 2023



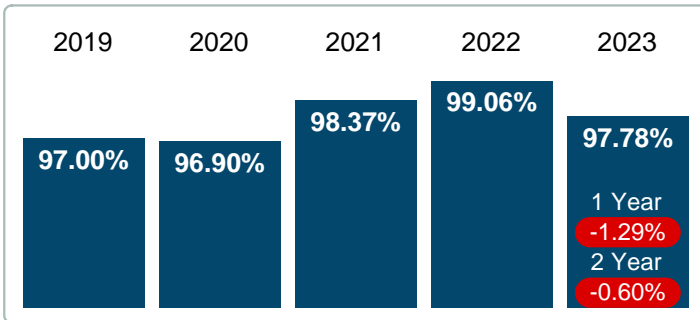
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



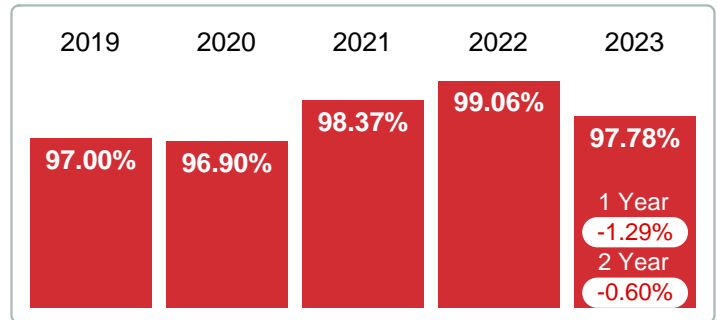
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

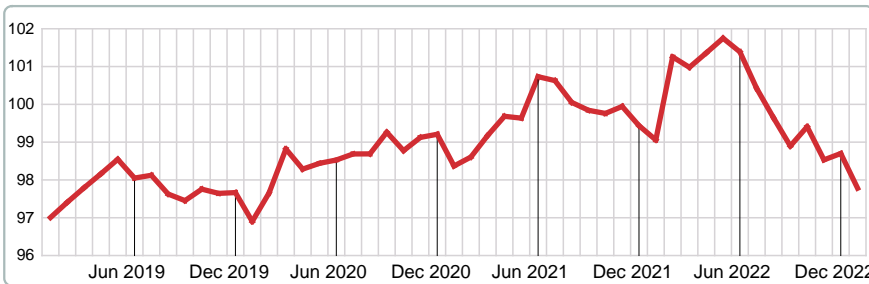
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

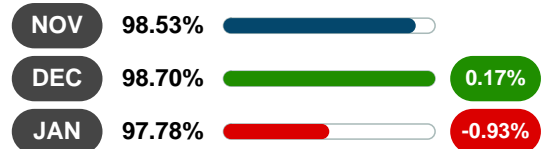


### 3 MONTHS

5 year JAN AVG = 97.82%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **97.78%** equal to 5 yr JAN average of **97.82%**



### 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	39	5.57%	93.21%	91.16%	95.62%	95.51%	0.00%
\$75,001 - \$150,000	118	16.86%	95.53%	95.63%	95.71%	96.09%	89.96%
\$150,001 - \$175,000	53	7.57%	99.09%	106.32%	98.13%	95.53%	90.54%
\$175,001 - \$250,000	183	26.14%	98.08%	97.40%	98.18%	97.89%	96.17%
\$250,001 - \$350,000	138	19.71%	97.95%	99.07%	98.01%	98.23%	95.88%
\$350,001 - \$525,000	100	14.29%	98.70%	97.84%	98.69%	99.04%	97.25%
\$525,001 and up	69	9.86%	100.75%	100.00%	101.68%	100.82%	99.75%
Average Sold/List Ratio		97.80%		96.24%	97.78%	98.64%	96.82%
Total Closed Units		700	100%	82	381	195	42
Total Closed Volume		197,323,182		11.09M	90.37M	74.69M	21.17M

# January 2023



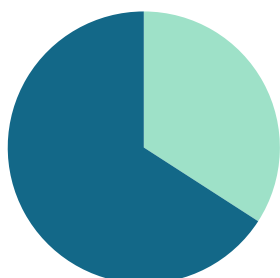
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

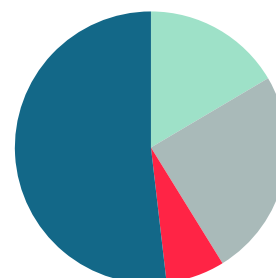


**Inventory**  
 New Listings  
**1,198 = 34.11%**  
 Start Inventory  
**2,314**  
 Total Inventory Units  
**3,512**  
 Volume  
**\$1,350,194,206**

### Market Activity

Closed Sales  
**700 = 16.50%**  
 Pending Sales  
**1,047 = 24.68%**  
 Other Off Market  
**296 = 6.98%**  
 Active Inventory  
**2,199 = 51.84%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,129	700	-38.00%	1,129	700	-38.00%
Pending Sales	1,333	1,047	-21.46%	1,333	1,047	-21.46%
New Listings	1,358	1,198	-11.78%	1,358	1,198	-11.78%
Average List Price	263,730	287,382	8.97%	263,730	287,382	8.97%
Average Sale Price	260,834	281,890	8.07%	260,834	281,890	8.07%
Average Percent of Selling Price to List Price	99.06%	97.78%	-1.29%	99.06%	97.78%	-1.29%
Average Days on Market to Sale	21.86	35.48	62.34%	21.86	35.48	62.34%
Monthly Inventory	1,311	2,199	67.73%	1,311	2,199	67.73%
Months Supply of Inventory	0.88	1.78	102.71%	0.88	1.78	102.71%

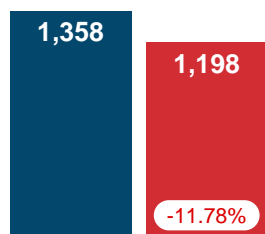
**Absorption:** Last 12 months, an Average of **1,236** Sales/Month

**Inventory** on January 31, 2023 = **2,199** 2022 2023

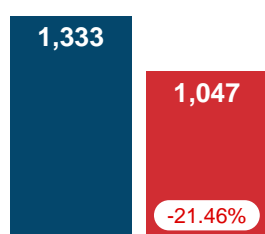
### JANUARY MARKET

### AVERAGE PRICES

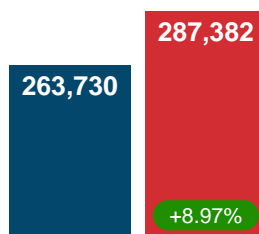
#### New Listings



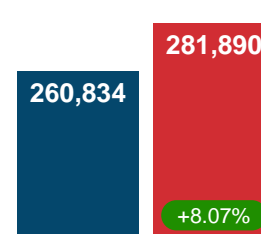
#### Pending Listings



#### List Price



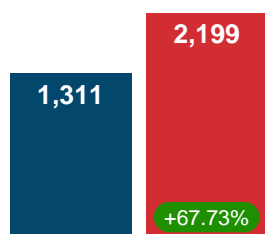
#### Sale Price



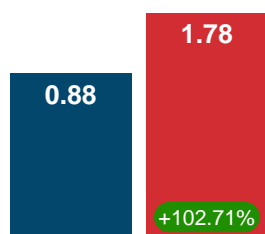
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

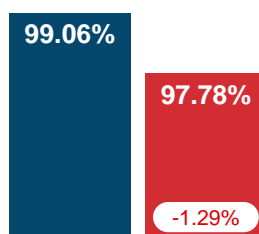
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

