

# January 2023



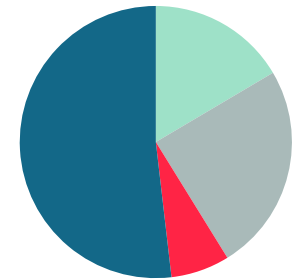
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## 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%
Median List Price	225,000	239,770	6.56%
Median Sale Price	225,000	236,625	5.17%
Median Percent of Selling Price to List Price	100.00%	99.01%	-0.99%
Median Days on Market to Sale	8.00	19.50	143.75%
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.

#### 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 **5.17%** in January 2023 to \$236,625 versus the previous year at \$225,000.

#### Median Days on Market Lengthens

The median number of **19.50** days that homes spent on the market before selling increased by 11.50 days or **143.75%** in January 2023 compared to last year's same month at **8.00** DOM.

#### Sales Success for January 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 1,198 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>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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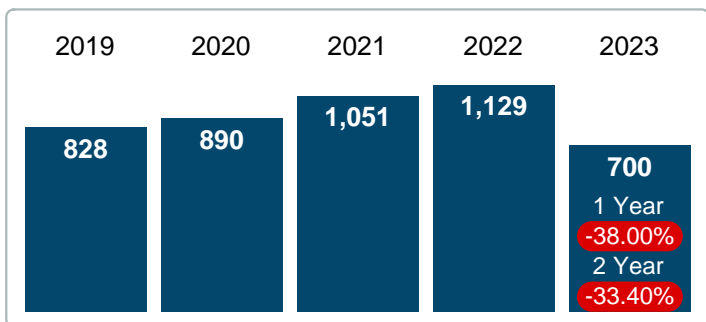
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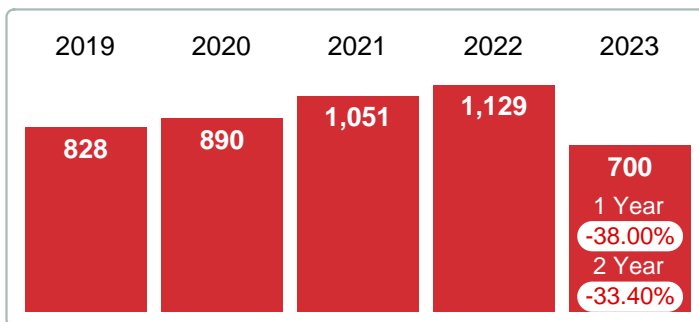
## CLOSED LISTINGS

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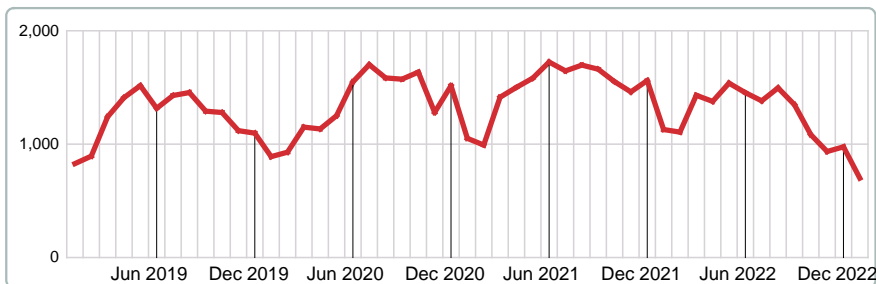
### JANUARY



### YEAR TO DATE (YTD)

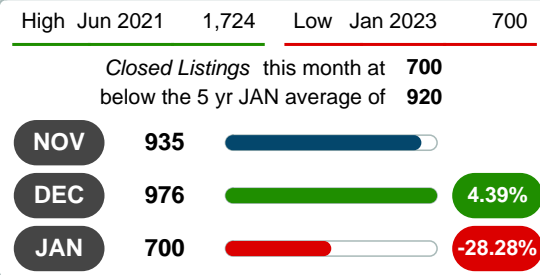


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 920



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	39	5.57%	27.0	21	14	4	0
\$75,001 - \$150,000	118	16.86%	14.0	36	67	11	4
\$150,001 - \$175,000	53	7.57%	20.0	10	33	9	1
\$175,001 - \$250,000	183	26.14%	20.0	7	143	31	2
\$250,001 - \$350,000	138	19.71%	28.0	4	76	47	11
\$350,001 - \$525,000	100	14.29%	23.0	3	35	52	10
\$525,001 and up	69	9.86%	6.0	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>19.5</b>	<b>11.09M</b>	<b>90.37M</b>	<b>74.69M</b>	<b>21.17M</b>
<b>Median Closed Price</b>	<b>\$236,625</b>			<b>\$113,500</b>	<b>\$215,000</b>	<b>\$340,000</b>	<b>\$403,395</b>

# January 2023



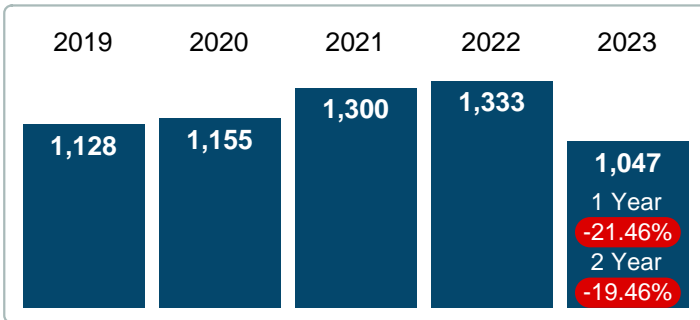
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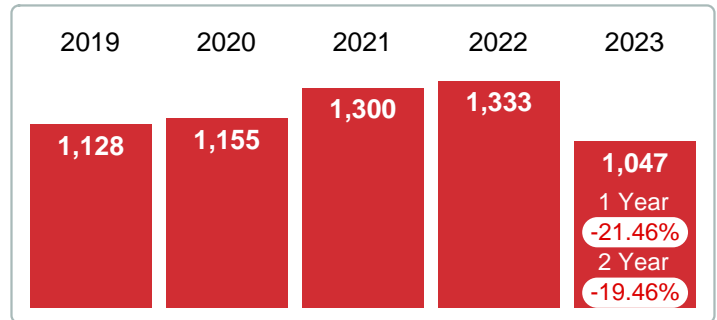
## PENDING LISTINGS

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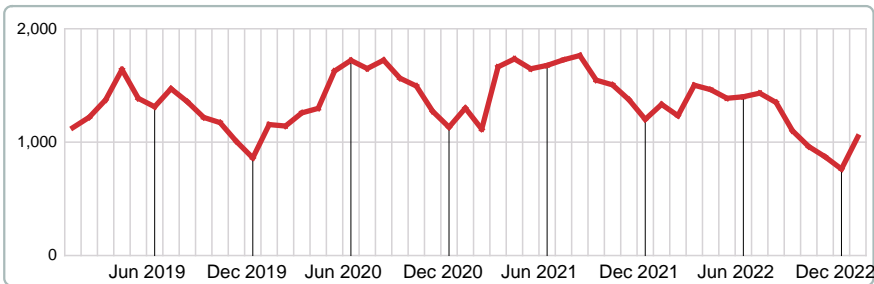
### JANUARY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	102	9.74%	17.0	59	35	7	1
\$100,001 - \$150,000	126	12.03%	18.5	41	67	16	2
\$150,001 - \$200,000	159	15.19%	12.0	19	123	16	1
\$200,001 - \$275,000	217	20.73%	20.0	8	155	50	4
\$275,001 - \$350,000	176	16.81%	29.0	5	81	76	14
\$350,001 - \$500,000	165	15.76%	41.0	7	53	89	16
\$500,001 and up	102	9.74%	37.0	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>23.0</b>	<b>19.94M</b>	<b>140.74M</b>	<b>119.59M</b>	<b>34.00M</b>
<b>Median Listing Price</b>	<b>\$245,000</b>			<b>\$116,900</b>	<b>\$223,000</b>	<b>\$341,250</b>	<b>\$424,700</b>

# January 2023



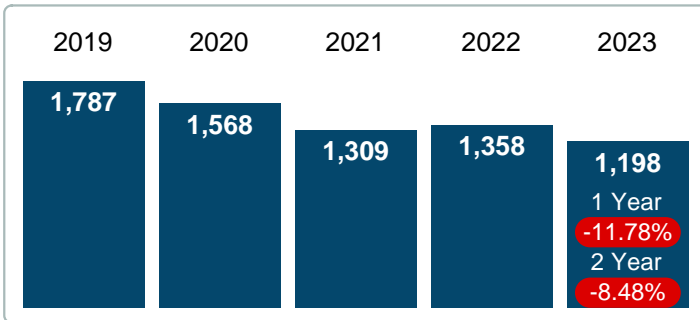
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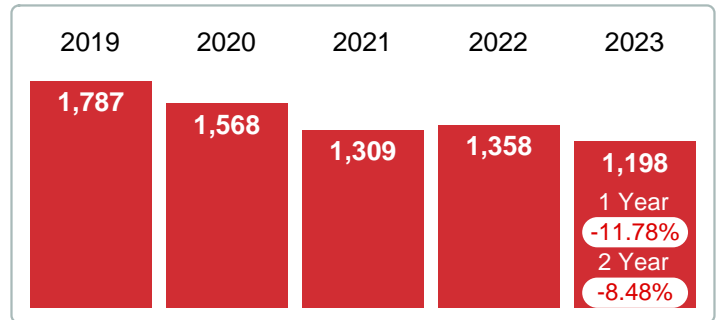
## NEW LISTINGS

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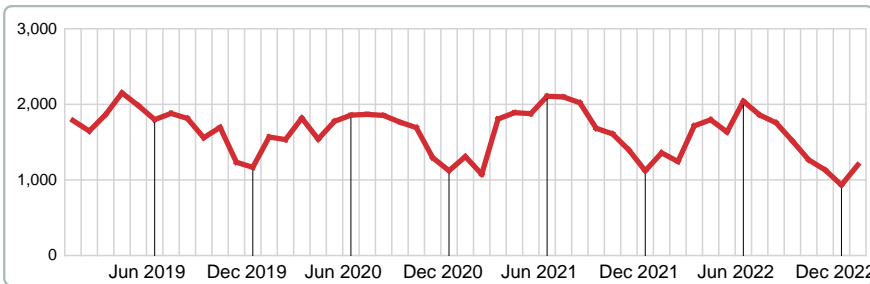
### JANUARY



### 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>Median New Listed Listing Price</b>	<b>\$270,000</b>		<b>\$134,950</b>	<b>\$230,000</b>	<b>\$370,450</b>	<b>\$524,000</b>

# January 2023



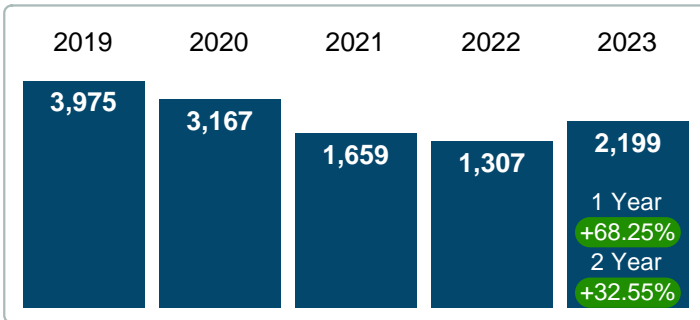
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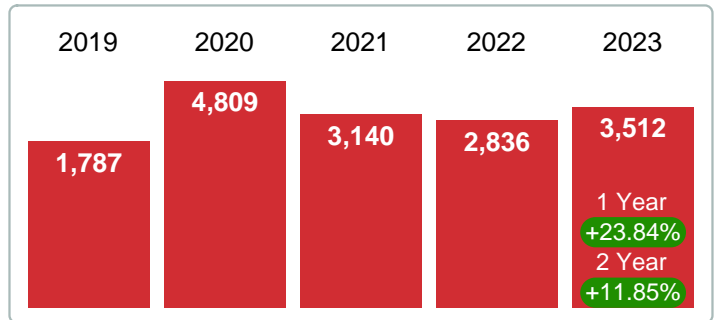
## ACTIVE INVENTORY

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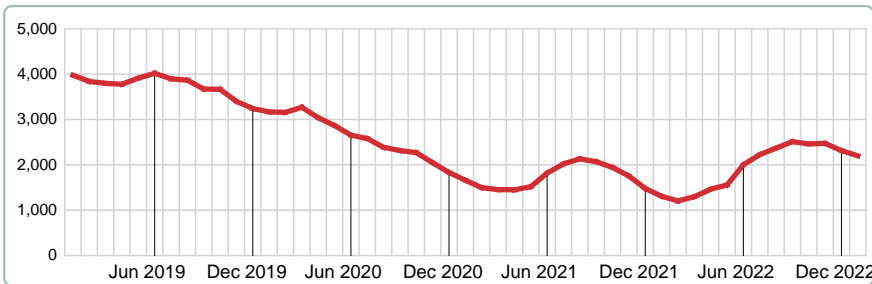
### END OF JANUARY



### ACTIVE DURING JANUARY



### 5 YEAR MARKET ACTIVITY TRENDS

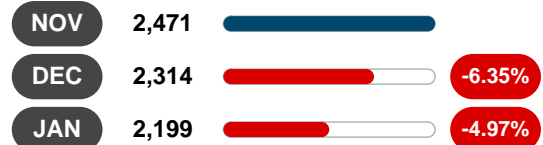


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	213	9.69%	53.0	105	94	9	5
\$125,001 - \$200,000	269	12.23%	46.0	47	171	42	9
\$200,001 - \$275,000	296	13.46%	53.0	28	191	73	4
\$275,001 - \$425,000	586	26.65%	61.0	33	274	241	38
\$425,001 - \$525,000	312	14.19%	88.5	9	104	170	29
\$525,001 - \$650,000	299	13.60%	77.0	5	52	192	50
\$650,001 and up	224	10.19%	93.0	7	47	97	73
Total Active Inventory by Units		2,199		234	933	824	208
Total Active Inventory by Volume		936,208,457	100%	53.09M	310.09M	407.53M	165.51M
Median Active Inventory Listing Price		\$350,000		\$139,900	\$280,000	\$468,200	\$550,000

# January 2023



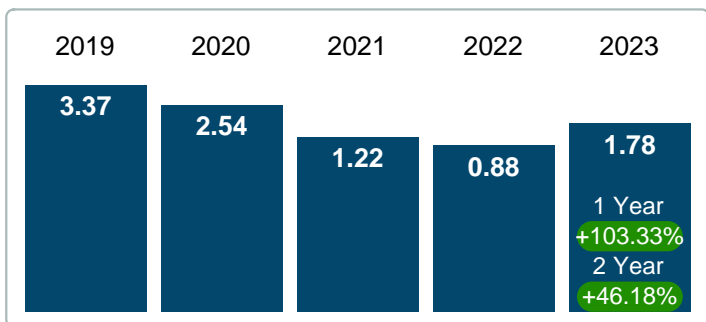
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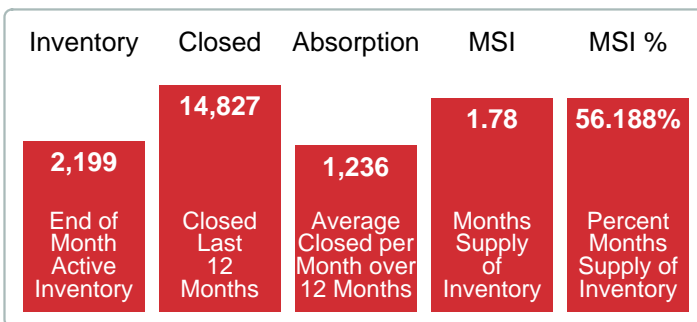
## MONTHS SUPPLY of INVENTORY (MSI)

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

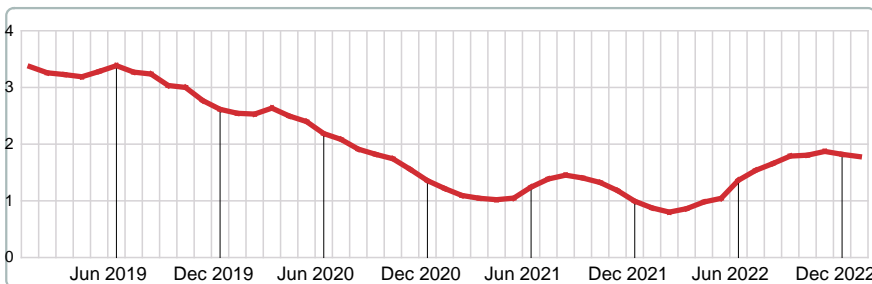
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2023



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 1.96

High Jun 2019 3.38 Low Feb 2022 0.80

Months Supply this month at 1.78 below the 5 yr JAN average of 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



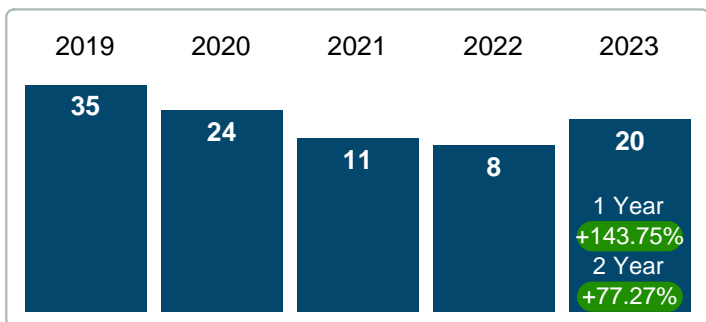
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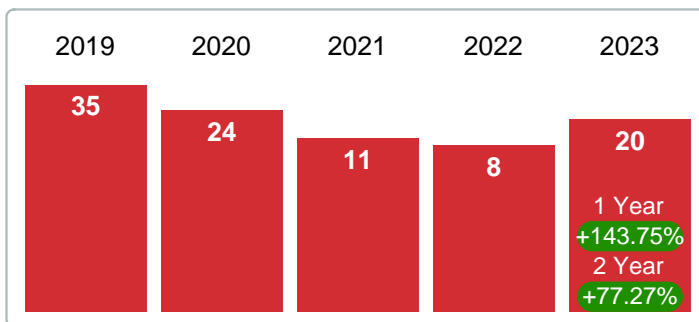
## MEDIAN DAYS ON MARKET TO SALE

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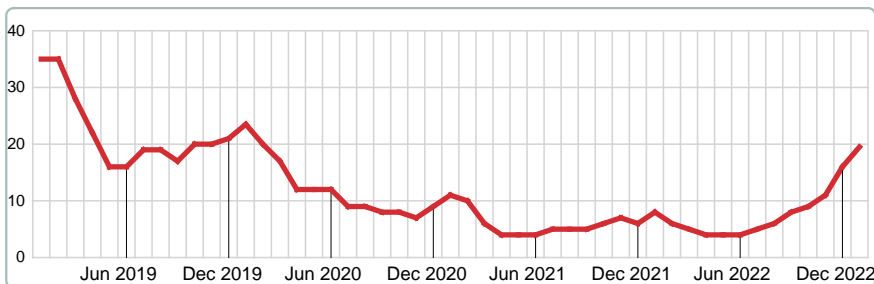
### JANUARY



### YEAR TO DATE (YTD)

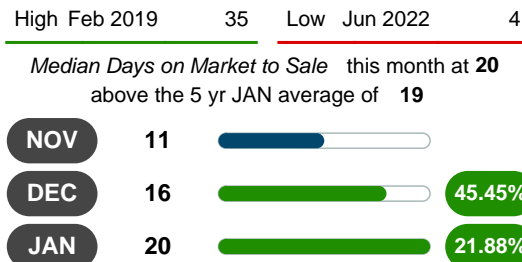


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 19



### 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	5.57%	27	37	27	17	0
\$75,001 - \$150,000	16.86%	14	11	14	14	102
\$150,001 - \$175,000	7.57%	20	7	20	30	65
\$175,001 - \$250,000	26.14%	20	4	18	34	75
\$250,001 - \$350,000	19.71%	28	5	24	32	74
\$350,001 - \$525,000	14.29%	23	1	12	34	35
\$525,001 and up	9.86%	6	1	6	6	15
<b>Median Closed DOM</b>		20	11	17	28	55
<b>Total Closed Units</b>	100%	700	82	381	195	42
<b>Total Closed Volume</b>		197,323,182	11.09M	90.37M	74.69M	21.17M

# January 2023



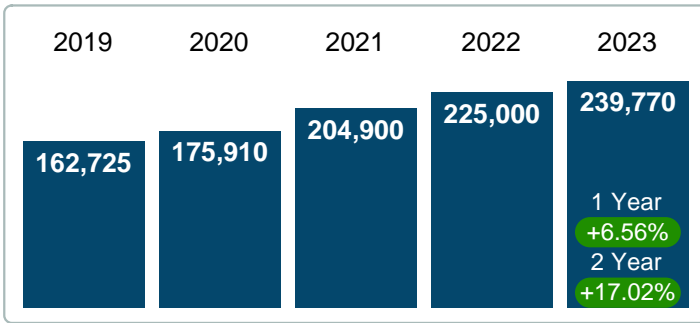
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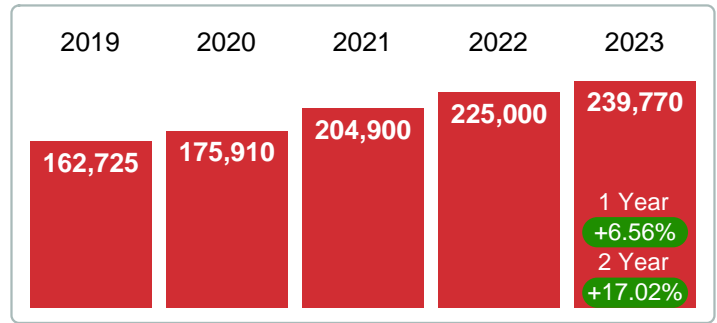
## MEDIAN LIST PRICE AT CLOSING

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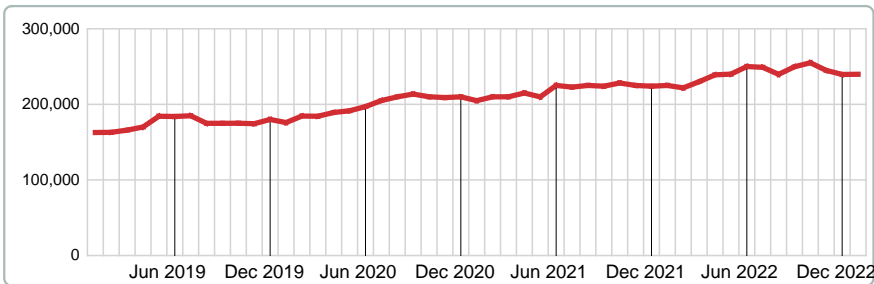
### JANUARY



### YEAR TO DATE (YTD)

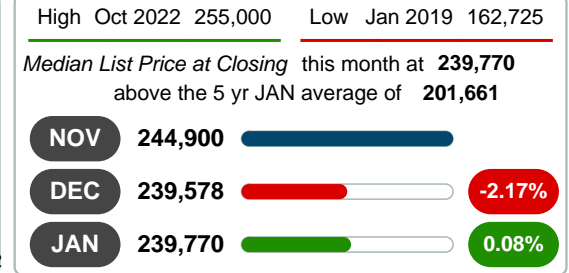


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 201,661



### 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	34	4.86%	59,488	59,488	53,250	62,900	0
\$75,001 - \$150,000	115	16.43%	119,900	112,500	124,950	115,000	137,750
\$150,001 - \$175,000	57	8.14%	165,000	157,500	165,000	170,000	0
\$175,001 - \$250,000	177	25.29%	215,000	205,000	215,000	220,000	217,500
\$250,001 - \$350,000	140	20.00%	288,000	284,950	280,413	295,000	307,000
\$350,001 - \$525,000	107	15.29%	424,700	437,300	416,000	425,000	424,800
\$525,001 and up	70	10.00%	616,520	600,400	550,000	624,248	663,803
Median List Price			239,770	119,950	220,000	344,990	417,350
Total Closed Units		100%	700	82	381	195	42
Total Closed Volume			201,167,558	11.46M	92.26M	75.52M	21.93M



# January 2023



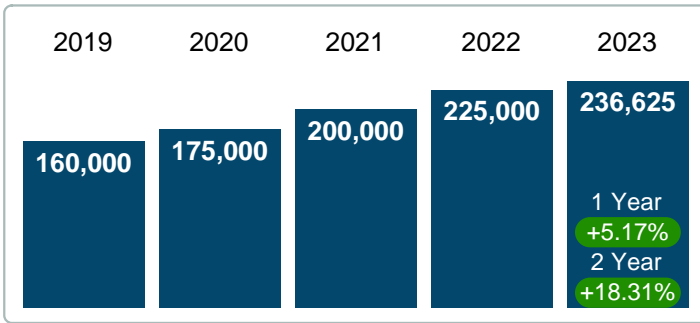
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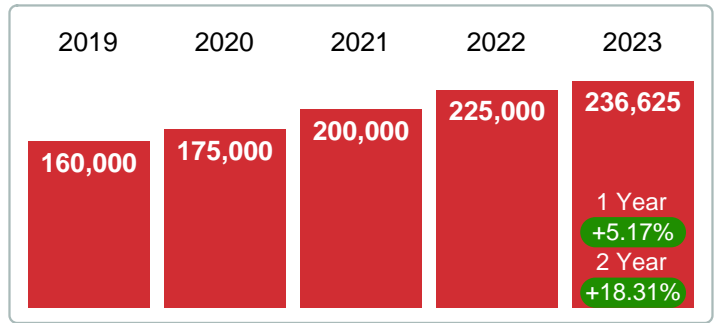
## MEDIAN SOLD PRICE AT CLOSING

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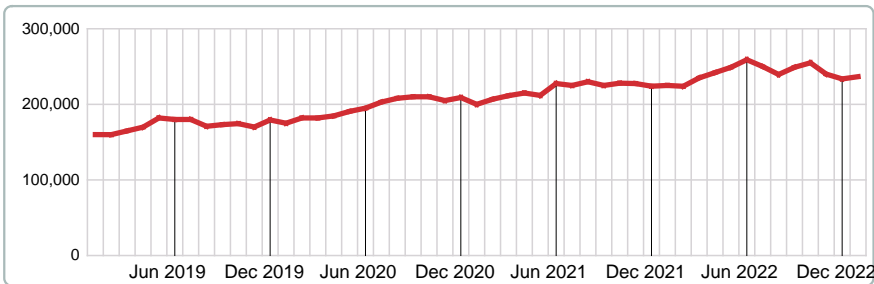
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

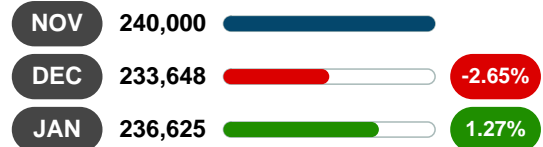


### 3 MONTHS

5 year JAN AVG = 199,325

High Jun 2022 259,000 Low Feb 2019 159,900

Median Sold Price at Closing this month at **236,625** above the 5 yr JAN average of **199,325**



### 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	5.57%	55,000	55,000	54,000	60,498	0
\$75,001 - \$150,000	16.86%	118,042	110,000	125,000	111,500	118,500
\$150,001 - \$175,000	7.57%	165,000	159,950	165,000	162,000	167,500
\$175,001 - \$250,000	26.14%	213,300	205,000	210,000	225,000	247,500
\$250,001 - \$350,000	19.71%	289,450	266,100	281,163	295,000	315,000
\$350,001 - \$525,000	14.29%	422,750	437,300	418,000	422,750	422,450
\$525,001 and up	9.86%	635,000	600,400	562,234	635,000	716,894
<b>Median Sold Price</b>		<b>236,625</b>	<b>113,500</b>	<b>215,000</b>	<b>340,000</b>	<b>403,395</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



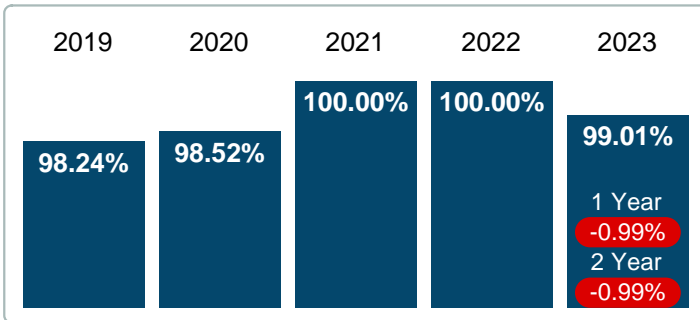
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



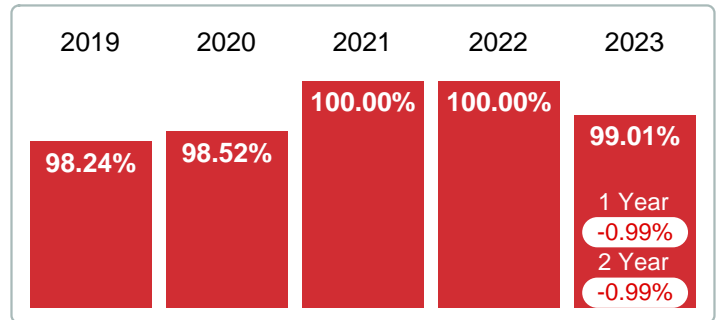
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

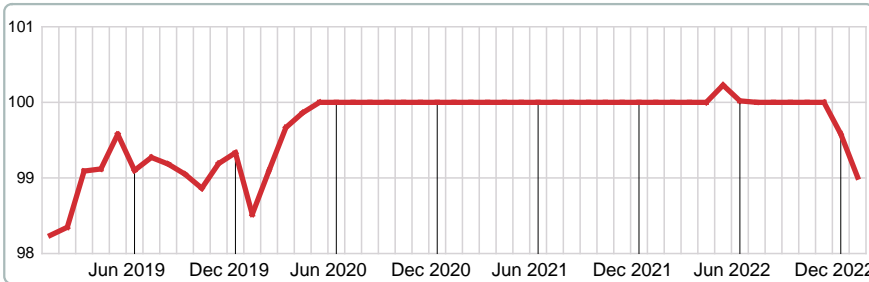
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

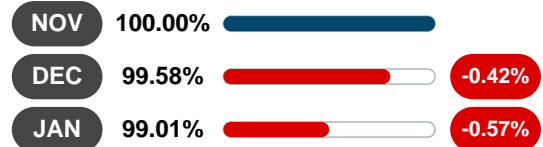


### 3 MONTHS

5 year JAN AVG = 99.15%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **99.01%** equal to 5 yr JAN average of **99.15%**



## 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	39	5.57%	93.67%	92.21%	95.56%	98.57%	0.00%
\$75,001 - \$150,000	118	16.86%	96.60%	96.65%	97.41%	95.45%	88.08%
\$150,001 - \$175,000	53	7.57%	100.00%	100.00%	99.14%	92.65%	90.54%
\$175,001 - \$250,000	183	26.14%	100.00%	100.00%	100.00%	99.43%	96.17%
\$250,001 - \$350,000	138	19.71%	98.87%	95.63%	99.03%	99.59%	98.11%
\$350,001 - \$525,000	100	14.29%	99.45%	100.00%	99.05%	99.54%	100.00%
\$525,001 and up	69	9.86%	99.89%	100.00%	99.89%	100.00%	98.29%
Median Sold/List Ratio		99.01%		97.16%	99.14%	99.59%	98.16%
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



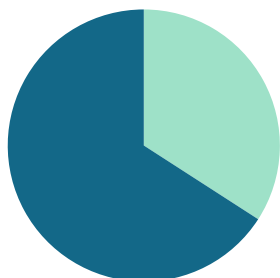
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

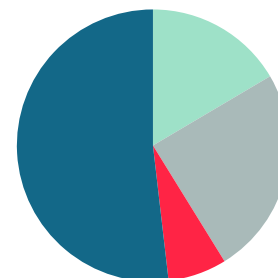


**Inventory**  
 New Listings  
**1,198 = 34.11%**  
 Start Inventory  
**2,314**  
 Total Inventory Units  
**3,512**  
 Volume  
**\$1,350,194,206**

### 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%
Median List Price	225,000	239,770	6.56%	225,000	239,770	6.56%
Median Sale Price	225,000	236,625	5.17%	225,000	236,625	5.17%
Median Percent of Selling Price to List Price	100.00%	99.01%	-0.99%	100.00%	99.01%	-0.99%
Median Days on Market to Sale	8.00	19.50	143.75%	8.00	19.50	143.75%
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

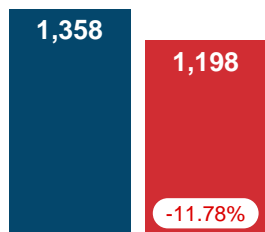
**Inventory** on January 31, 2023 = **2,199**

**2022** **2023**

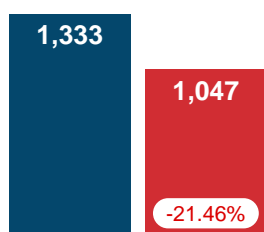
### JANUARY MARKET

### MEDIAN PRICES

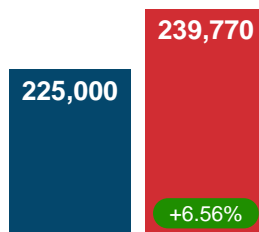
#### New Listings



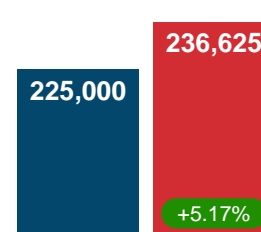
#### Pending Listings



#### List Price



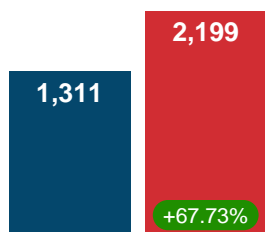
#### Sale Price



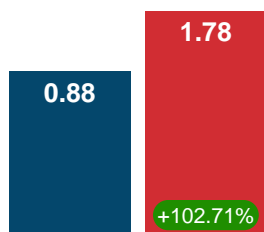
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

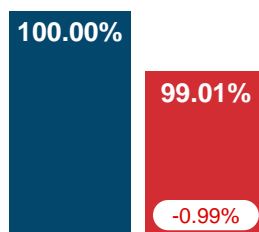
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

