

July 2023



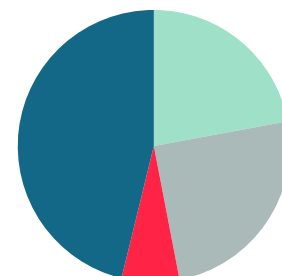
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	July 2023	+/-%
Closed Listings	1,382	1,122	-18.81%
Pending Listings	1,432	1,264	-11.73%
New Listings	1,859	1,499	-19.37%
Average List Price	284,499	313,531	10.20%
Average Sale Price	285,504	308,343	8.00%
Average Percent of Selling Price to List Price	100.42%	98.67%	-1.74%
Average Days on Market to Sale	13.70	25.43	85.56%
End of Month Inventory	2,229	2,346	5.25%
Months Supply of Inventory	1.54	2.14	39.05%



■ Closed (22.09%)
■ Pending (24.88%)
■ Other OffMarket (6.85%)
■ Active (46.18%)

Absorption: Last 12 months, an Average of **1,094** Sales/Month
Active Inventory as of July 31, 2023 = **2,346**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2023 rose **5.25%** to 2,346 existing homes available for sale. Over the last 12 months this area has had an average of 1,094 closed sales per month. This represents an unsold inventory index of **2.14** 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 **8.00%** in July 2023 to \$308,343 versus the previous year at \$285,504.

Average Days on Market Lengthens

The average number of **25.43** days that homes spent on the market before selling increased by 11.72 days or **85.56%** in July 2023 compared to last year's same month at **13.70** DOM.

Sales Success for July 2023 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 1,499 New Listings in July 2023, down **19.37%** from last year at 1,859. Furthermore, there were 1,122 Closed Listings this month versus last year at 1,382, a **-18.81%** decrease.

Closed versus Listed trends yielded a **74.8%** ratio, up from previous year's, July 2022, at **74.3%**, a **0.68%** upswing. 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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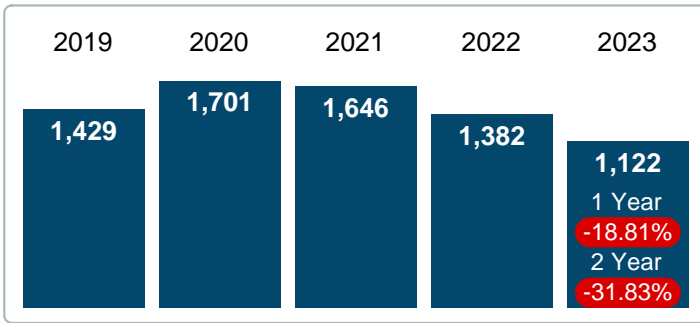
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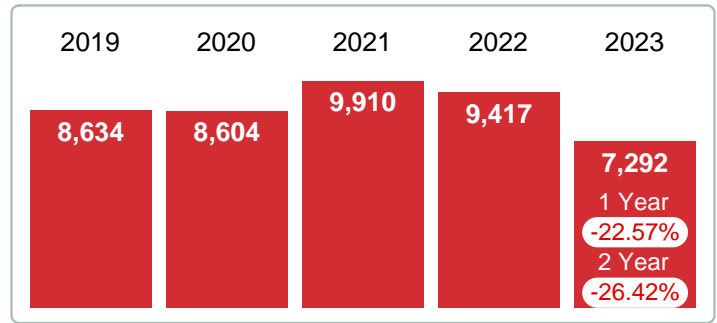
CLOSED LISTINGS

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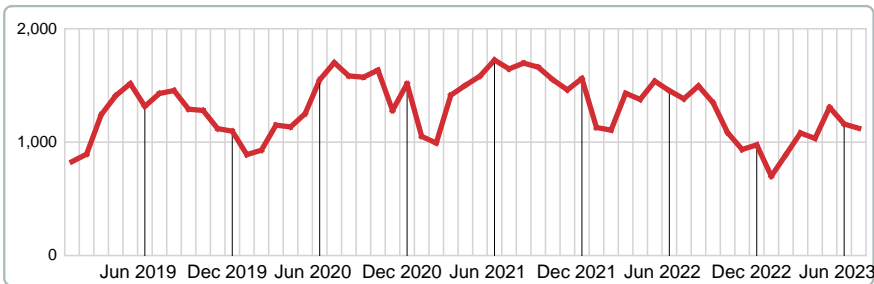
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

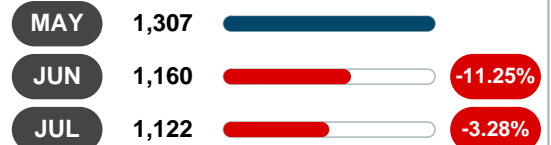


3 MONTHS

5 year JUL AVG = 1,456

High Jun 2021 1,724 Low Jan 2023 700

Closed Listings this month at 1,122 below the 5 yr JUL average of 1,456



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	88	7.84%	24.0	54	30	3	1
\$100,001 - \$175,000	161	14.35%	18.5	49	98	13	1
\$175,001 - \$225,000	178	15.86%	12.8	9	144	19	6
\$225,001 - \$300,000	252	22.46%	20.3	5	176	62	9
\$300,001 - \$375,000	176	15.69%	28.1	4	70	95	7
\$375,001 - \$525,000	157	13.99%	32.9	4	49	85	19
\$525,001 and up	110	9.80%	53.9	2	19	60	29
Total Closed Units	1,122			127	586	337	72
Total Closed Volume	345,960,933	100%	25.4	17.76M	149.02M	140.53M	38.64M
Average Closed Price	\$308,343			\$139,881	\$254,309	\$417,008	\$536,657

July 2023



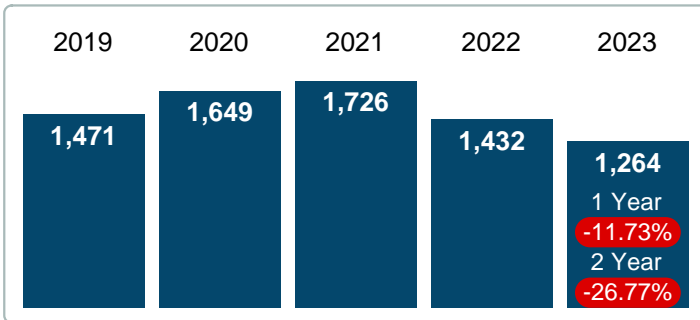
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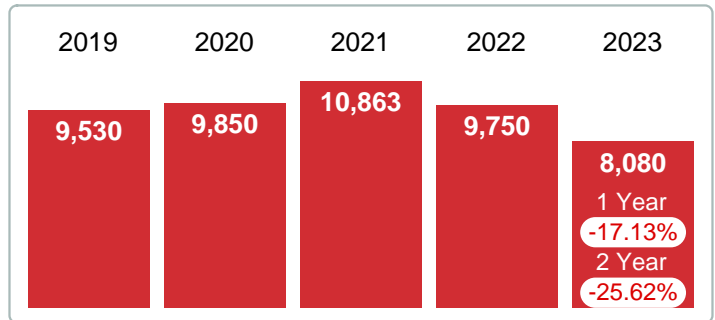
PENDING LISTINGS

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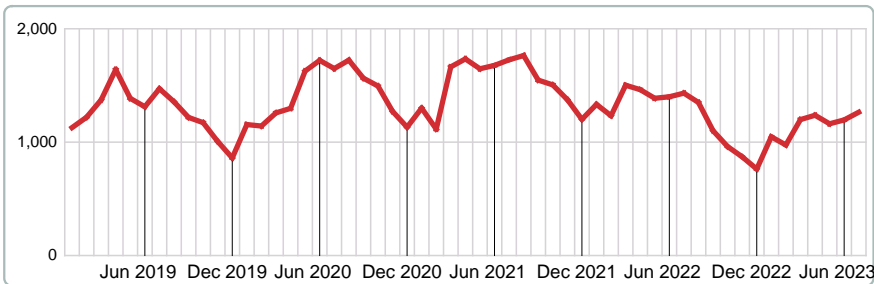
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

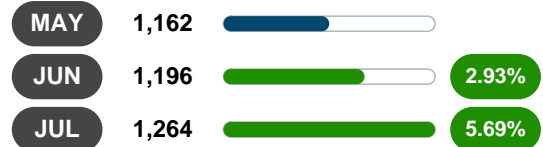


3 MONTHS

5 year JUL AVG = 1,508

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,264 below the 5 yr JUL average of 1,508



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	106	8.39%	34.6	55	43	6	2
\$100,001 - \$175,000	189	14.95%	23.4	56	123	9	1
\$175,001 - \$200,000	101	7.99%	18.1	9	81	10	1
\$200,001 - \$300,000	405	32.04%	26.7	27	275	93	10
\$300,001 - \$375,000	163	12.90%	34.3	8	68	82	5
\$375,001 - \$475,000	139	11.00%	42.5	5	55	63	16
\$475,001 and up	161	12.74%	64.6	2	35	92	32
Total Pending Units	1,264			162	680	355	67
Total Pending Volume	377,089,833	100%	26.8	25.71M	173.02M	142.18M	36.18M
Average Listing Price	\$286,397			\$158,697	\$254,445	\$400,501	\$540,009

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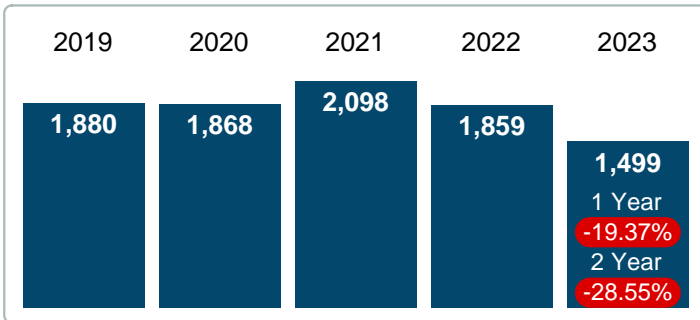
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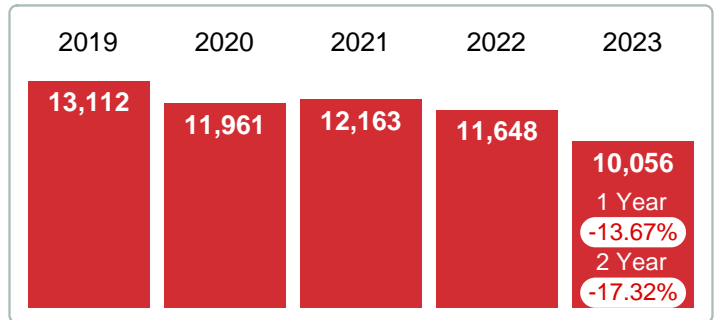
NEW LISTINGS

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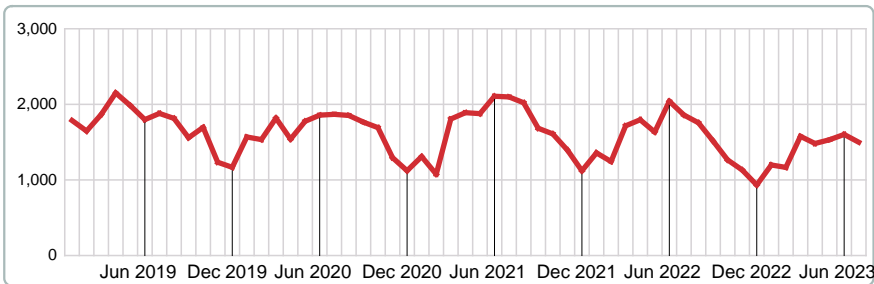
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

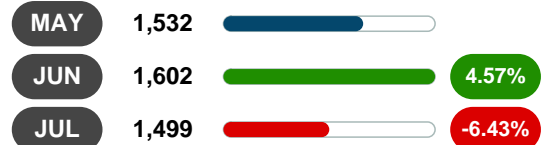


3 MONTHS

5 year JUL AVG = 1,841

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at 1,499
 below the 5 yr JUL average of 1,841



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	160	10.67%	75	77	8	0
\$125,001 - \$175,000	161	10.74%	35	115	11	0
\$175,001 - \$225,000	222	14.81%	22	180	20	0
\$225,001 - \$300,000	331	22.08%	15	234	79	3
\$300,001 - \$425,000	298	19.88%	14	106	161	17
\$425,001 - \$550,000	172	11.47%	6	55	93	18
\$550,001 and up	155	10.34%	2	28	77	48
Total New Listed Units	1,499		169	795	449	86
Total New Listed Volume	510,734,966	100%	29.50M	208.20M	201.23M	71.80M
Average New Listed Listing Price	\$254,196		\$174,540	\$261,892	\$448,174	\$834,921

July 2023



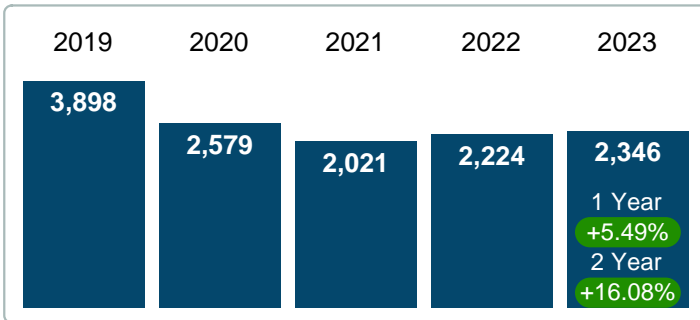
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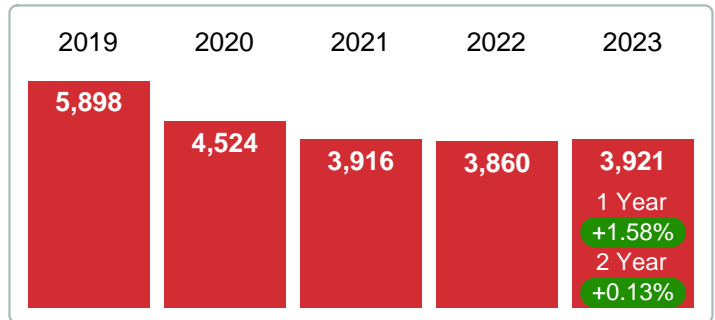
ACTIVE INVENTORY

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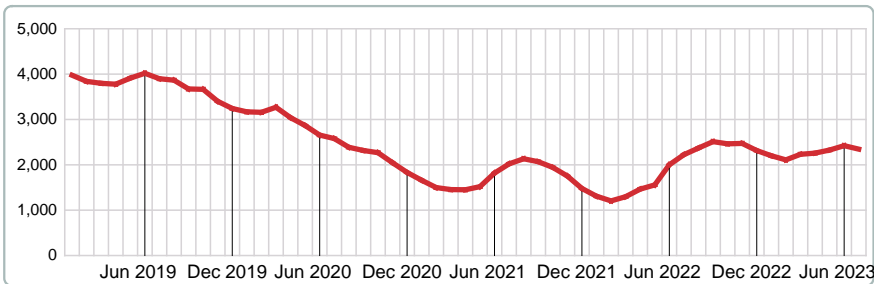
END OF JULY



ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2,614

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

Inventory this month at **2,346**
below the 5 yr JUL average of **2,614**



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	193	8.23%	80.0	104	76	13	0
\$125,001 - \$225,000	296	12.62%	44.2	61	194	38	3
\$225,001 - \$300,000	341	14.54%	45.1	24	223	87	7
\$300,001 - \$450,000	642	27.37%	69.8	20	286	296	40
\$450,001 - \$525,000	250	10.66%	97.9	7	87	140	16
\$525,001 - \$750,000	395	16.84%	105.2	12	66	237	80
\$750,001 and up	229	9.76%	74.0	6	44	89	90
Total Active Inventory by Units	2,346			234	976	900	236
Total Active Inventory by Volume	1,096,609,481	100%	73.2	53.69M	346.53M	464.76M	231.64M
Average Active Inventory Listing Price	\$467,438			\$229,449	\$355,048	\$516,396	\$981,506

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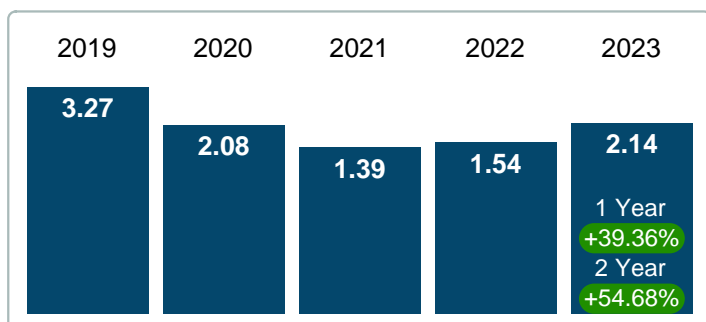
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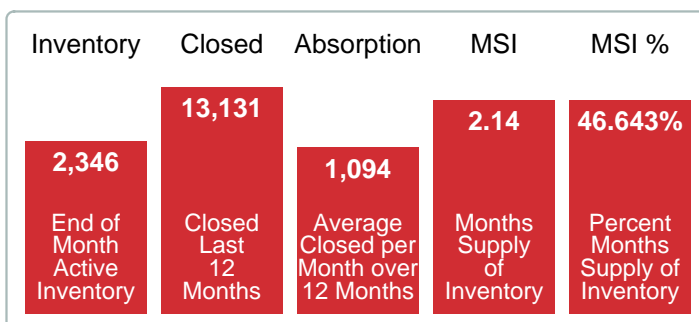
MONTHS SUPPLY of INVENTORY (MSI)

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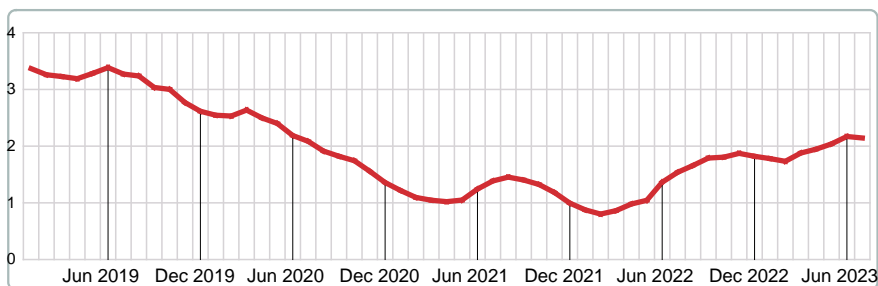
MSI FOR JULY



INDICATORS FOR JULY 2023

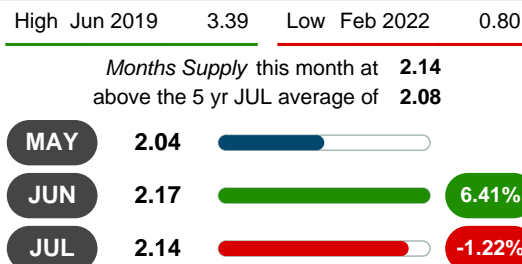


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 2.08



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	193	8.23%	1.42	1.60	1.23	1.77	0.00
\$125,001 - \$225,000	296	12.62%	0.92	1.42	0.80	1.10	0.86
\$225,001 - \$300,000	341	14.54%	1.40	2.50	1.38	1.31	1.22
\$300,001 - \$450,000	642	27.37%	2.78	2.86	2.97	2.63	2.62
\$450,001 - \$525,000	250	10.66%	4.34	7.00	4.95	4.46	2.09
\$525,001 - \$750,000	395	16.84%	5.47	18.00	4.95	5.33	5.82
\$750,001 and up	229	9.76%	7.29	10.29	10.15	5.42	8.93
Market Supply of Inventory (MSI)			2.14	1.84	1.63	2.88	4.12
Total Active Inventory by Units		100%	2,346	234	976	900	236

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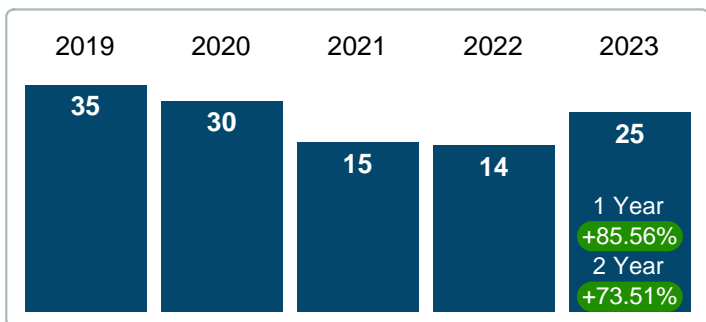
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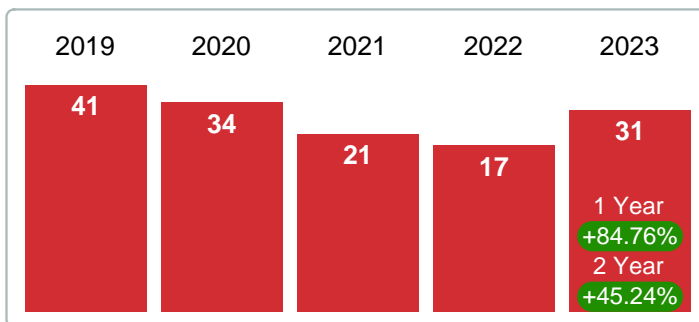
AVERAGE DAYS ON MARKET TO SALE

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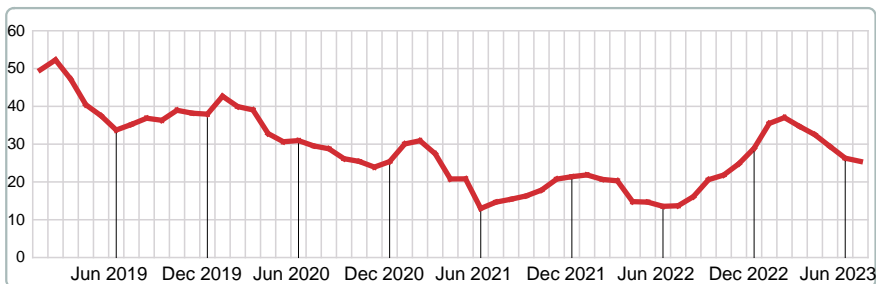
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 24

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 25 above the 5 yr JUL average of 24



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
\$100,000 and less 88	7.84%	24	14	36	46	112
\$100,001 - \$175,000 161	14.35%	19	16	18	32	6
\$175,001 - \$225,000 178	15.86%	13	9	11	24	24
\$225,001 - \$300,000 252	22.46%	20	12	18	28	26
\$300,001 - \$375,000 176	15.69%	28	36	32	25	31
\$375,001 - \$525,000 157	13.99%	33	41	31	33	37
\$525,001 and up 110	9.80%	54	47	61	54	50
Average Closed DOM		25	16	21	33	40
Total Closed Units		1,122	127	586	337	72
Total Closed Volume		345,960,933	17.76M	149.02M	140.53M	38.64M

July 2023



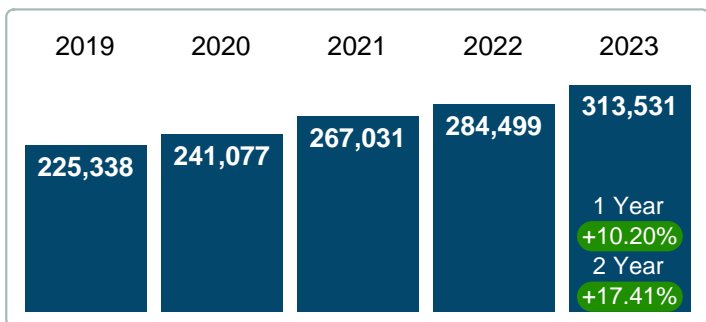
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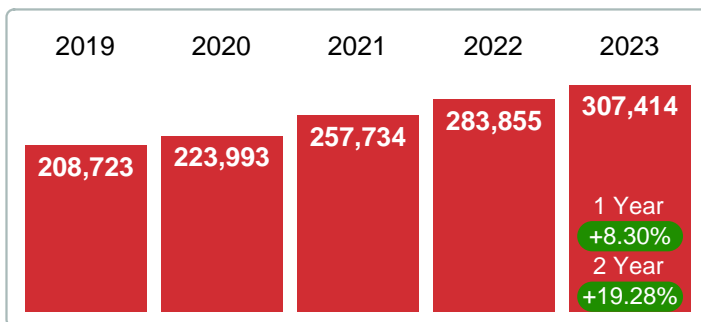
AVERAGE LIST PRICE AT CLOSING

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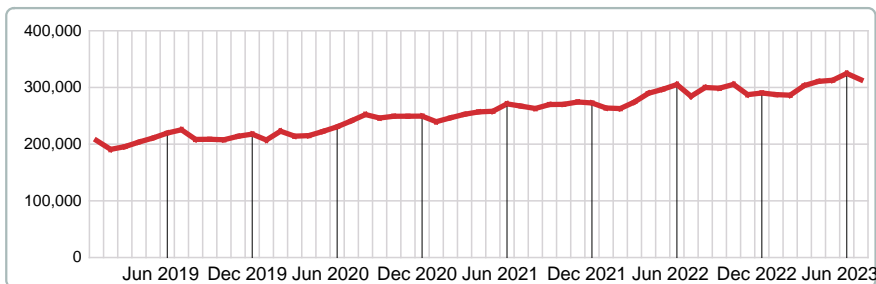
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 266,295

High Jun 2023 324,701 Low Feb 2019 190,775

Average List Price at Closing this month at **313,531**
above the 5 yr JUL average of **266,295**

- MAY 312,693
- JUN 324,701 (+3.84%)
- JUL 313,531 (-3.44%)

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	
\$100,000 and less	85	7.58%	73,338	74,127	81,620	76,300	42,000
\$100,001 - \$175,000	164	14.62%	143,087	133,731	147,857	150,677	176,900
\$175,001 - \$225,000	178	15.86%	203,558	194,300	203,412	204,410	215,900
\$225,001 - \$300,000	251	22.37%	263,876	251,780	261,610	270,628	271,322
\$300,001 - \$375,000	165	14.71%	336,366	337,500	338,921	339,208	348,343
\$375,001 - \$525,000	167	14.88%	435,822	421,725	432,287	440,386	468,421
\$525,001 and up	112	9.98%	815,468	949,450	717,932	841,096	834,247
Average List Price			313,531	145,662	257,373	424,255	548,441
Total Closed Units			1,122	127	586	337	72
Total Closed Volume			351,781,268	18.50M	150.82M	142.97M	39.49M

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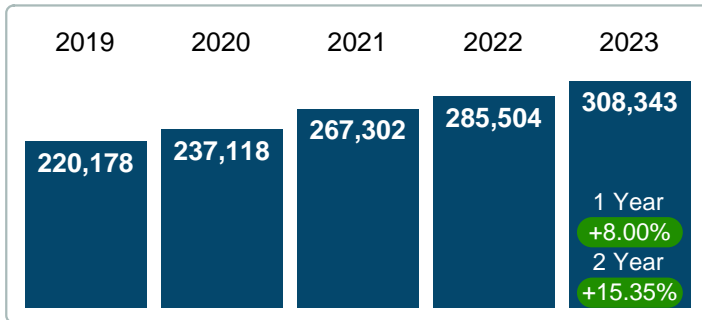
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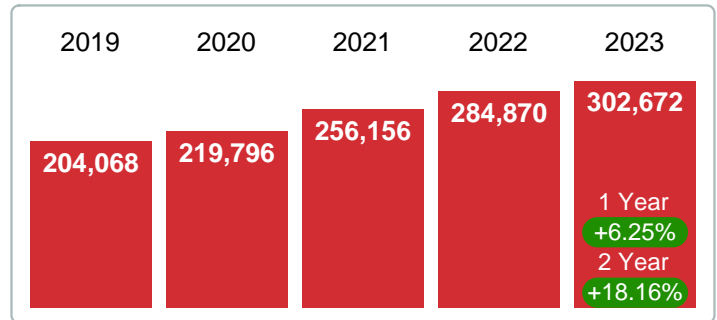
AVERAGE SOLD PRICE AT CLOSING

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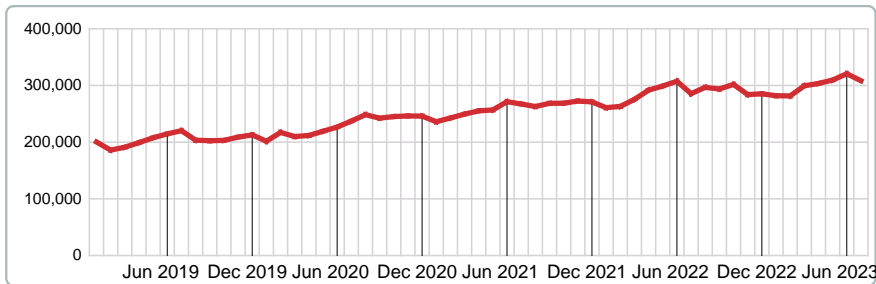
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

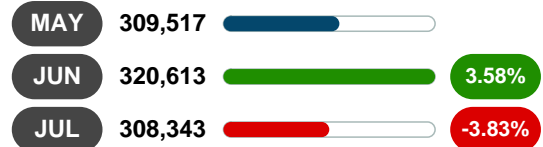


3 MONTHS

5 year JUL AVG = 263,689

High Jun 2023 320,613 Low Feb 2019 185,974

Average Sold Price at Closing this month at **308,343** above the 5 yr JUL average of **263,689**



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
\$100,000 and less	88	7.84%	71,556	71,266	73,222	74,633	28,000
\$100,001 - \$175,000	161	14.35%	141,590	132,841	145,851	141,031	160,000
\$175,001 - \$225,000	178	15.86%	201,547	190,272	202,045	201,816	205,667
\$225,001 - \$300,000	252	22.46%	262,057	250,980	259,844	268,834	264,800
\$300,001 - \$375,000	176	15.69%	335,517	325,750	333,559	337,047	339,913
\$375,001 - \$525,000	157	13.99%	435,702	414,250	424,686	436,839	463,547
\$525,001 and up	110	9.80%	795,437	740,000	713,119	813,690	815,426
Average Sold Price			308,343	139,881	254,309	417,008	536,657
Total Closed Units		100%	308,343	127	586	337	72
Total Closed Volume			345,960,933	17.76M	149.02M	140.53M	38.64M

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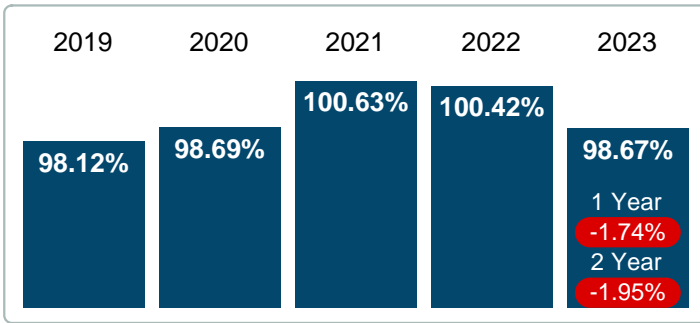
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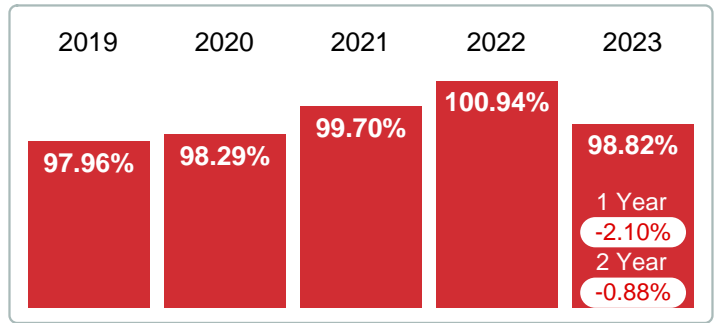
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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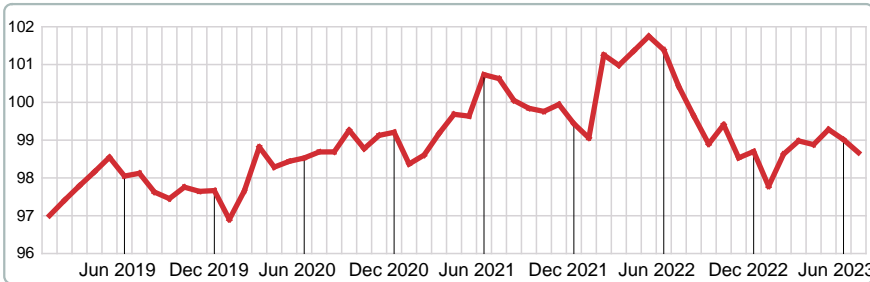
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

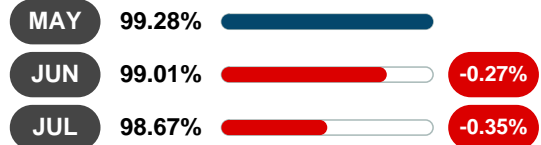


3 MONTHS

5 year JUL AVG = 99.31%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.67%** equal to 5 yr JUL average of **99.31%**



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
\$100,000 and less	88	7.84%	94.37%	96.59%	90.91%	98.33%	66.67%
\$100,001 - \$175,000	161	14.35%	98.77%	99.65%	98.99%	94.40%	90.45%
\$175,001 - \$225,000	178	15.86%	99.36%	98.03%	99.58%	99.55%	95.66%
\$225,001 - \$300,000	252	22.46%	99.44%	100.26%	99.51%	99.42%	97.85%
\$300,001 - \$375,000	176	15.69%	98.98%	96.63%	98.57%	99.47%	97.75%
\$375,001 - \$525,000	157	13.99%	98.92%	98.29%	98.31%	99.27%	99.07%
\$525,001 and up	110	9.80%	98.21%	81.98%	99.56%	98.10%	98.70%
Average Sold/List Ratio		98.70%		97.84%	98.79%	98.97%	97.79%
Total Closed Units		1,122	100%	127	586	337	72
Total Closed Volume		345,960,933		17.76M	149.02M	140.53M	38.64M

July 2023



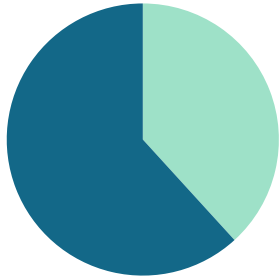
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 11, 2023 for MLS Technology Inc.

INVENTORY

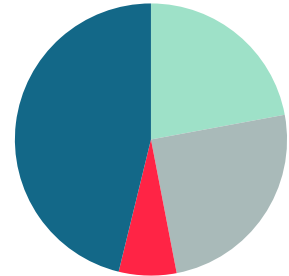


Inventory
 New Listings
1,499 = 38.23%
 Start Inventory
2,422
 Total Inventory Units
3,921
 Volume
\$1,596,699,919

Market Activity

Closed Sales
1,122 = 22.09%
 Pending Sales
1,264 = 24.88%
 Other Off Market
348 = 6.85%
 Active Inventory
2,346 = 46.18%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,382	1,122	-18.81%	9,417	7,292	-22.57%
Pending Sales	1,432	1,264	-11.73%	9,750	8,080	-17.13%
New Listings	1,859	1,499	-19.37%	11,648	10,056	-13.67%
Average List Price	284,499	313,531	10.20%	283,855	307,414	8.30%
Average Sale Price	285,504	308,343	8.00%	284,870	302,672	6.25%
Average Percent of Selling Price to List Price	100.42%	98.67%	-1.74%	100.94%	98.82%	-2.10%
Average Days on Market to Sale	13.70	25.43	85.56%	16.79	31.03	84.76%
Monthly Inventory	2,229	2,346	5.25%	2,229	2,346	5.25%
Months Supply of Inventory	1.54	2.14	39.05%	1.54	2.14	39.05%

Absorption: Last 12 months, an Average of **1,094** Sales/Month

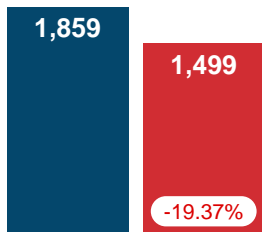
Inventory on July 31, 2023 = **2,346**

2022 **2023**

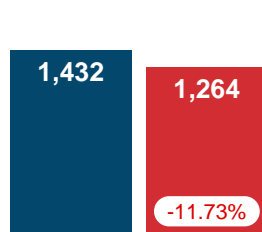
JULY MARKET

AVERAGE PRICES

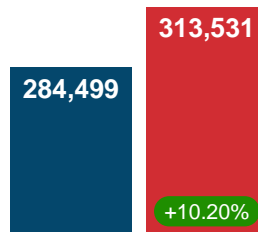
New Listings



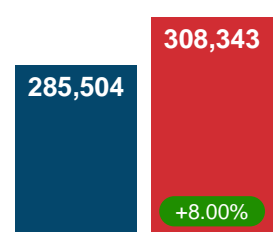
Pending Listings



List Price



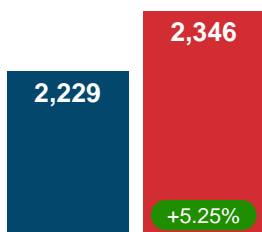
Sale Price



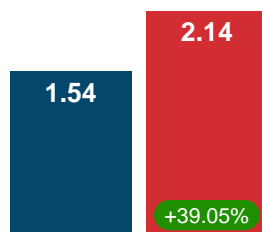
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

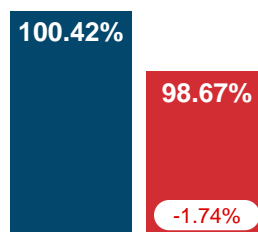
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

