

July 2023



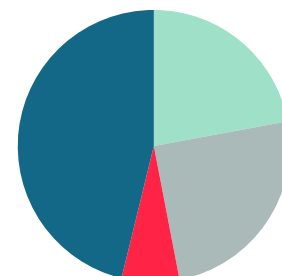
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	249,000	265,000	6.43%
Median Sale Price	250,000	263,750	5.50%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	8.00	60.00%
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.

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 **5.50%** in July 2023 to \$263,750 versus the previous year at \$250,000.

Median Days on Market Lengthens

The median number of **8.00** days that homes spent on the market before selling increased by 3.00 days or **60.00%** in July 2023 compared to last year's same month at **5.00** DOM.

Sales Success for July 2023 is Positive

Overall, with Median 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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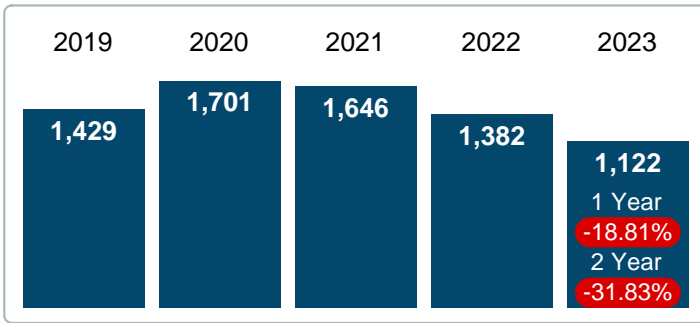
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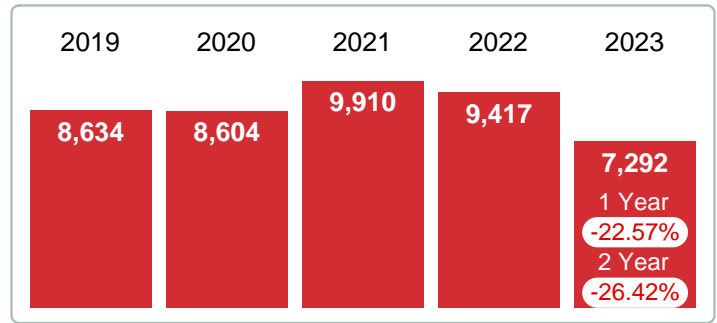
CLOSED LISTINGS

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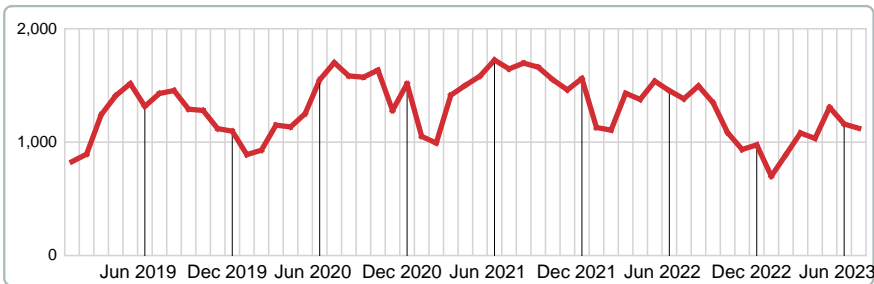
JULY



YEAR TO DATE (YTD)

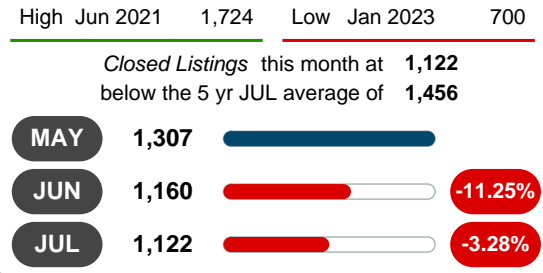


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 1,456



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	88	7.84%	8.0	54	30	3	1
\$100,001 - \$175,000	161	14.35%	6.0	49	98	13	1
\$175,001 - \$225,000	178	15.86%	5.0	9	144	19	6
\$225,001 - \$300,000	252	22.46%	8.0	5	176	62	9
\$300,001 - \$375,000	176	15.69%	15.0	4	70	95	7
\$375,001 - \$525,000	157	13.99%	13.0	4	49	85	19
\$525,001 and up	110	9.80%	22.0	2	19	60	29
Total Closed Units	1,122			127	586	337	72
Total Closed Volume	345,960,933	100%	8.0	17.76M	149.02M	140.53M	38.64M
Median Closed Price	\$263,750			\$110,000	\$236,750	\$356,900	\$497,500

July 2023



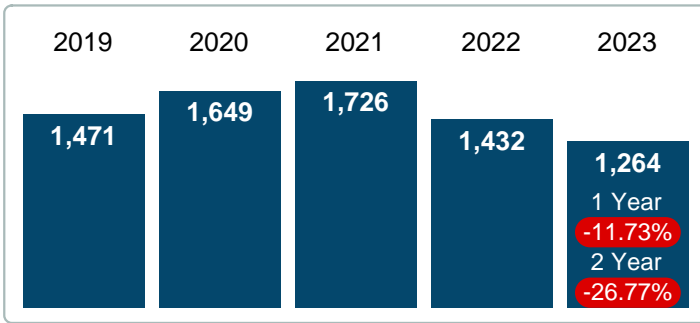
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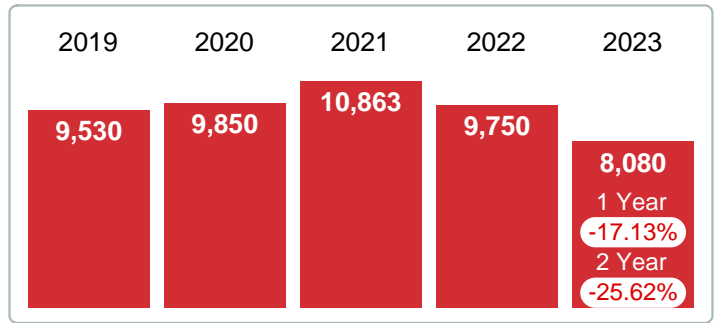
PENDING LISTINGS

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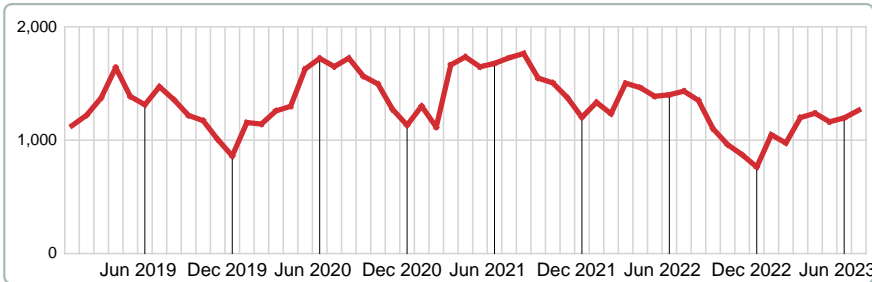
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

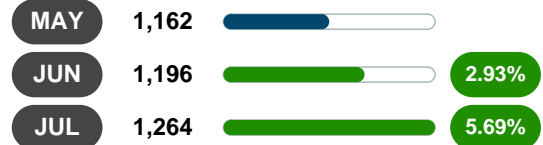


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	106	8.39%	10.5	55	43	6	2
\$100,001 - \$175,000	189	14.95%	9.0	56	123	9	1
\$175,001 - \$200,000	101	7.99%	7.0	9	81	10	1
\$200,001 - \$300,000	405	32.04%	13.0	27	275	93	10
\$300,001 - \$375,000	163	12.90%	19.0	8	68	82	5
\$375,001 - \$475,000	139	11.00%	28.0	5	55	63	16
\$475,001 and up	161	12.74%	39.0	2	35	92	32
Total Pending Units	1,264			162	680	355	67
Total Pending Volume	377,089,833	100%	14.0	25.71M	173.02M	142.18M	36.18M
Median Listing Price	\$250,000			\$130,000	\$229,900	\$350,000	\$469,900

July 2023



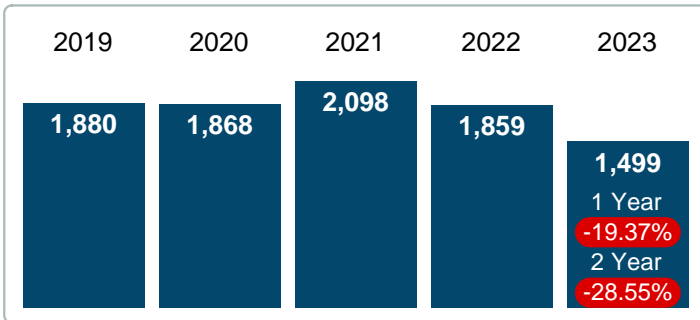
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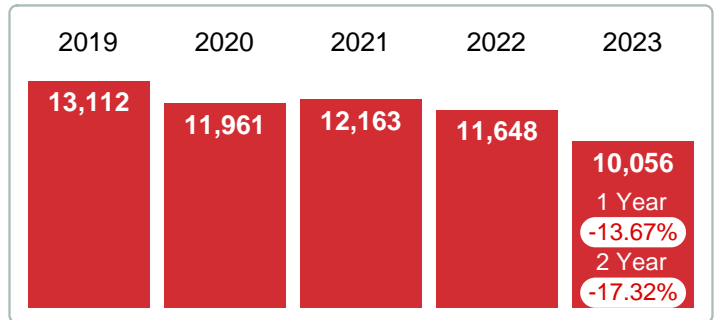
NEW LISTINGS

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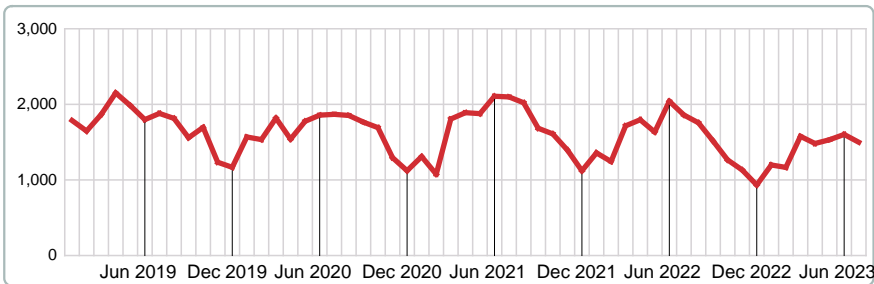
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

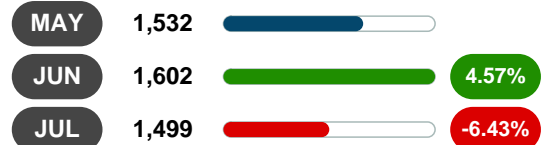


3 MONTHS

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
Median New Listed Listing Price	\$275,000		\$135,000	\$234,900	\$379,000	\$620,000

July 2023



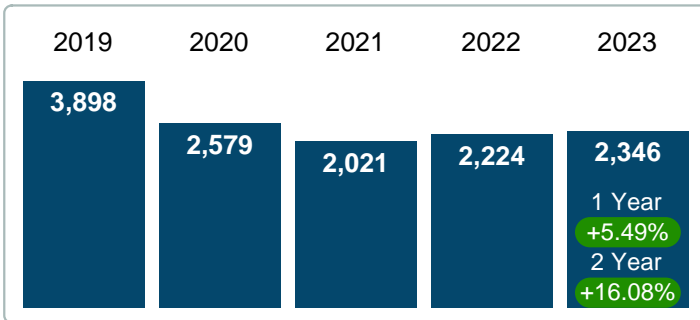
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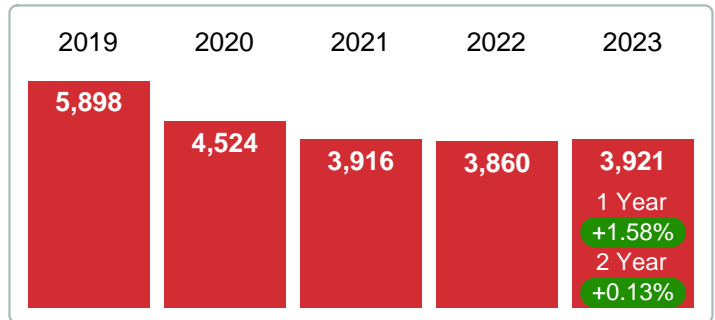
ACTIVE INVENTORY

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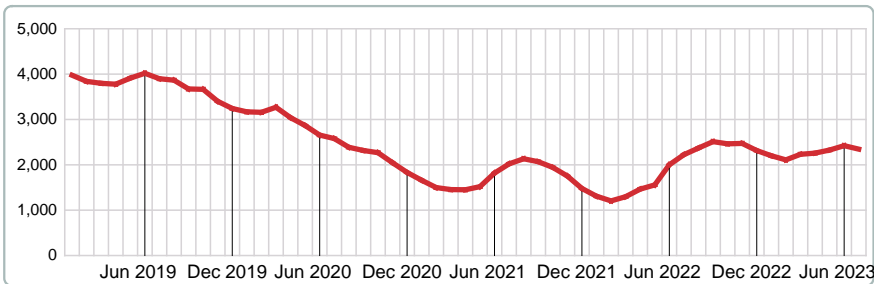
END OF JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	193	8.23%	38.0	104	76	13	0
\$125,001 - \$225,000	296	12.62%	25.0	61	194	38	3
\$225,001 - \$300,000	341	14.54%	26.0	24	223	87	7
\$300,001 - \$450,000	642	27.37%	50.0	20	286	296	40
\$450,001 - \$525,000	250	10.66%	68.0	7	87	140	16
\$525,001 - \$750,000	395	16.84%	80.0	12	66	237	80
\$750,001 and up	229	9.76%	59.0	6	44	89	90
Total Active Inventory by Units			2,346	234	976	900	236
Total Active Inventory by Volume			1,096,609,481	53.69M	346.53M	464.76M	231.64M
Median Active Inventory Listing Price			\$375,000	\$138,250	\$300,000	\$464,900	\$656,015

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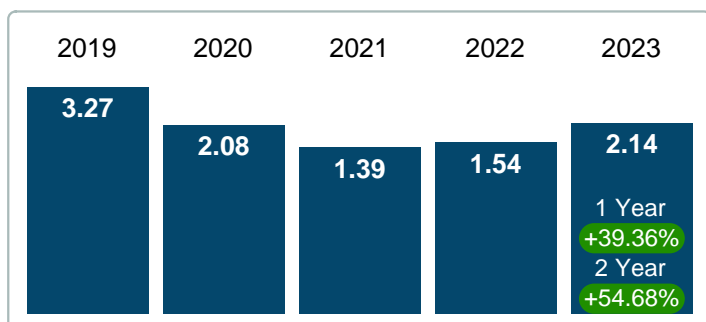
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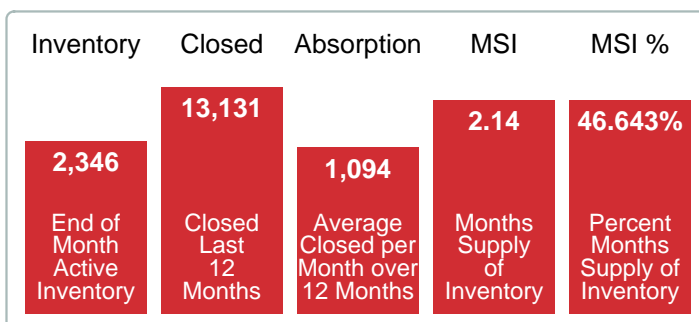
MONTHS SUPPLY of INVENTORY (MSI)

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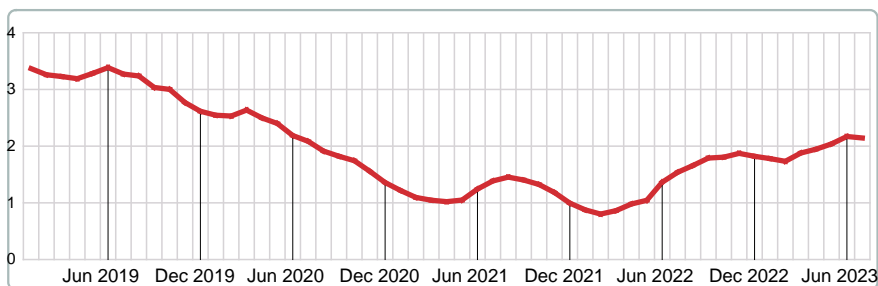
MSI FOR JULY



INDICATORS FOR JULY 2023

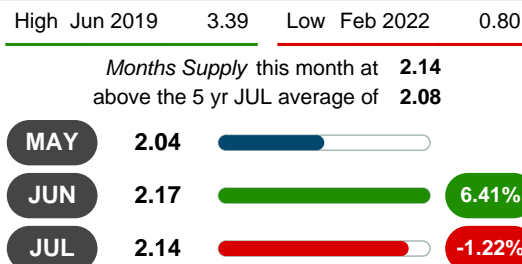


5 YEAR MARKET ACTIVITY TRENDS



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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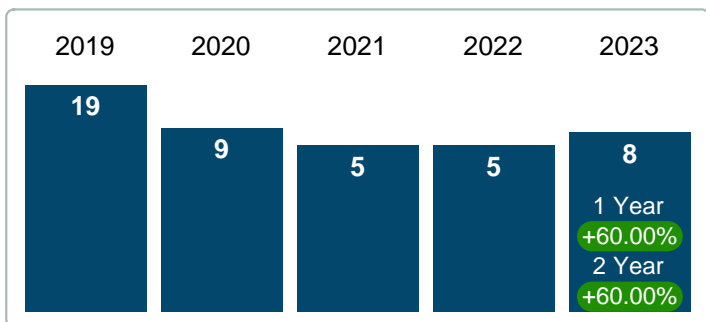
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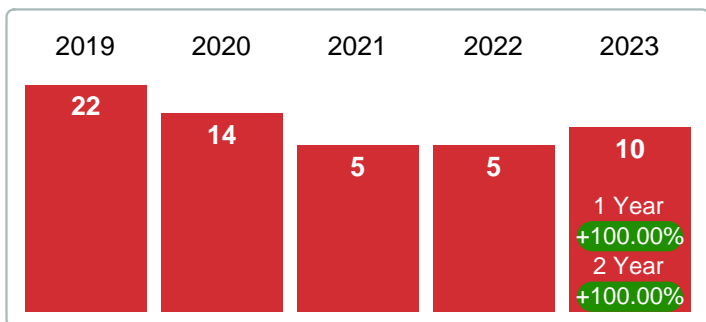
MEDIAN DAYS ON MARKET TO SALE

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

JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 9

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 8 below the 5 yr JUL average of 9

Month	MDOM	% Change
MAY	8	
JUN	8	0.00%
JUL	8	0.00%

DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	88	7.84%	8	7	20	21	112
\$100,001 - \$175,000	161	14.35%	6	6	6	15	6
\$175,001 - \$225,000	178	15.86%	5	6	4	11	7
\$225,001 - \$300,000	252	22.46%	8	7	7	13	20
\$300,001 - \$375,000	176	15.69%	15	11	15	15	27
\$375,001 - \$525,000	157	13.99%	13	32	13	11	18
\$525,001 and up	110	9.80%	22	47	23	26	12
Median Closed DOM			8	7	7	15	17
Total Closed Units		100%	1,122	127	586	337	72
Total Closed Volume			345,960,933	17.76M	149.02M	140.53M	38.64M

July 2023



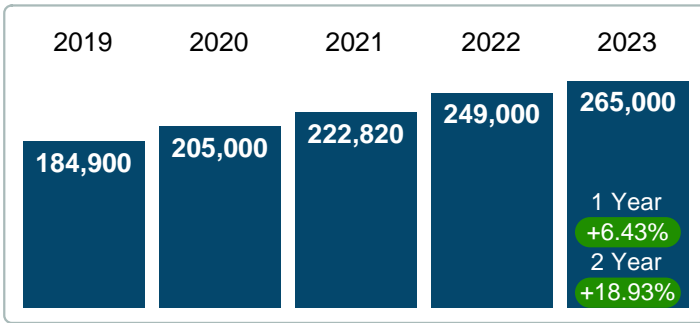
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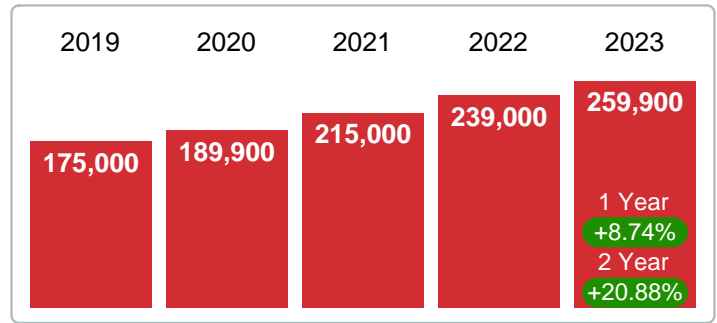
MEDIAN LIST PRICE AT CLOSING

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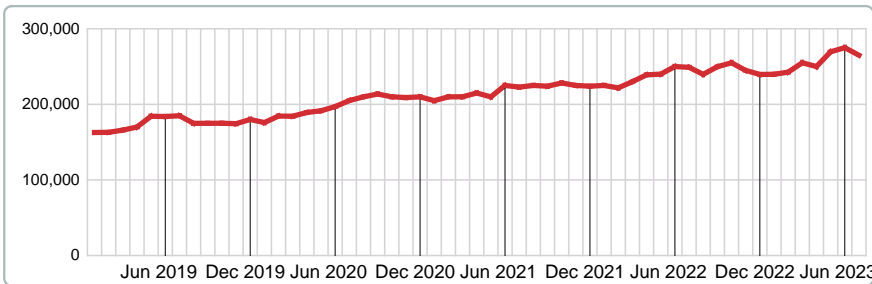
JULY



YEAR TO DATE (YTD)

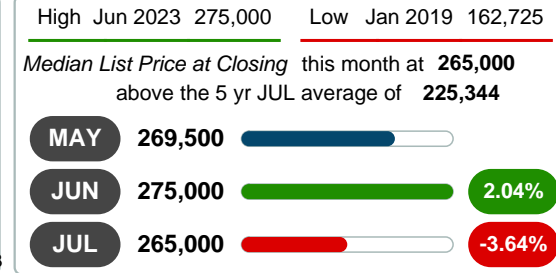


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 225,344



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		
\$100,000 and less	85	7.58%	79,500	75,000	79,700	84,000	42,000	
\$100,001 - \$175,000	164	14.62%	142,858	130,000	149,900	149,900	175,000	
\$175,001 - \$225,000	178	15.86%	205,000	192,450	205,000	206,999	217,000	
\$225,001 - \$300,000	251	22.37%	264,900	275,000	259,900	274,500	259,950	
\$300,001 - \$375,000	165	14.71%	330,000	330,000	326,440	339,000	329,500	
\$375,001 - \$525,000	167	14.88%	425,000	418,500	419,900	428,950	449,900	
\$525,001 and up	112	9.98%	625,000	949,450	607,500	615,000	725,000	
Median List Price		265,000		110,000	235,000	355,000	494,000	
Total Closed Units		1,122	100%	265,000	127	586	337	72
Total Closed Volume		351,781,268		18.50M	150.82M	142.97M	39.49M	

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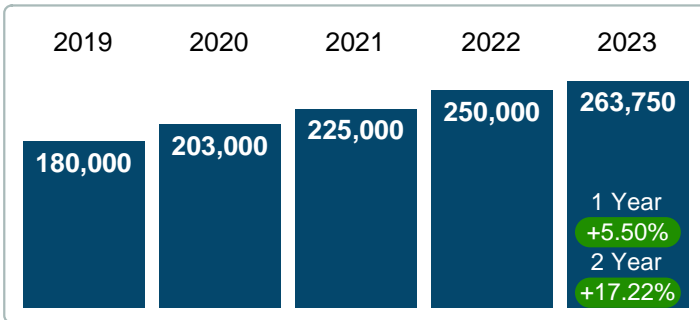
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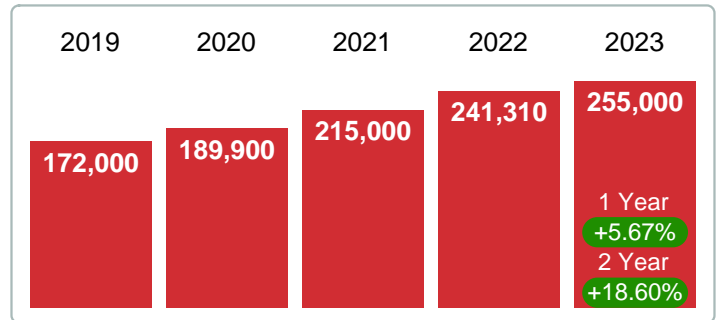
MEDIAN SOLD PRICE AT CLOSING

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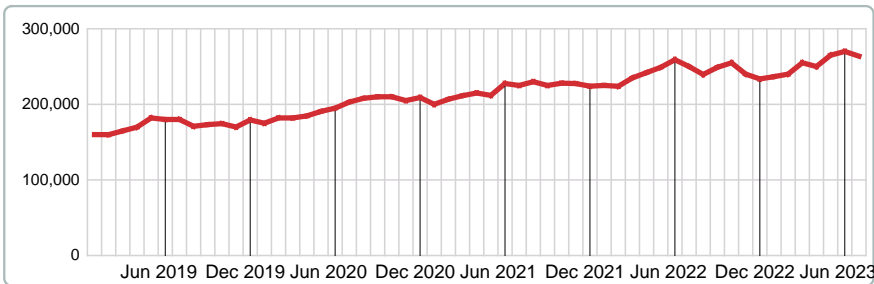
JULY



YEAR TO DATE (YTD)

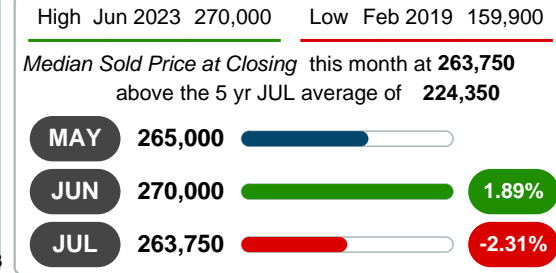


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 224,350



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
\$100,000 and less	88	7.84%	77,000	74,250	80,475	84,000	28,000
\$100,001 - \$175,000	161	14.35%	142,000	130,500	150,000	140,000	160,000
\$175,001 - \$225,000	178	15.86%	200,000	187,000	200,250	200,000	214,500
\$225,001 - \$300,000	252	22.46%	260,000	249,900	258,500	269,950	251,200
\$300,001 - \$375,000	176	15.69%	330,750	325,000	329,450	335,000	337,500
\$375,001 - \$525,000	157	13.99%	425,000	413,500	415,000	427,500	475,000
\$525,001 and up	110	9.80%	628,710	740,000	600,000	603,952	720,000
Median Sold Price			263,750	110,000	236,750	356,900	497,500
Total Closed Units		100%	263,750	127	586	337	72
Total Closed Volume			345,960,933	17.76M	149.02M	140.53M	38.64M

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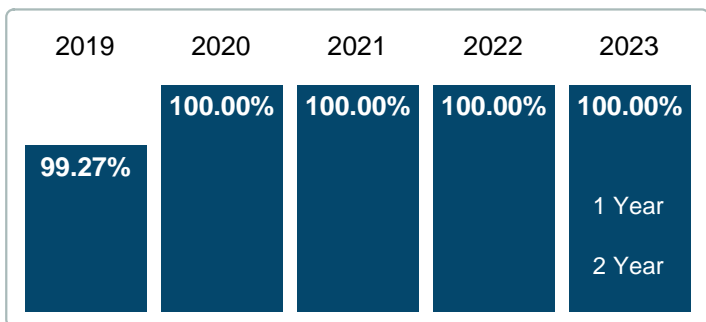
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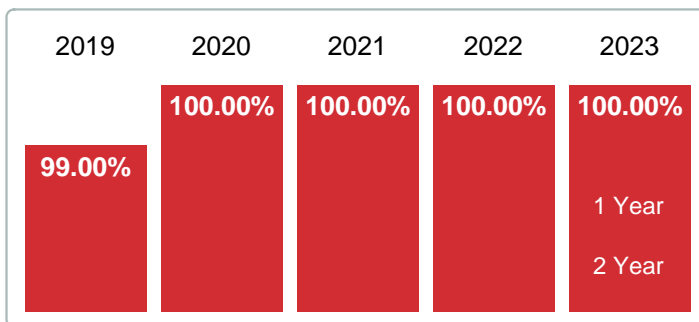
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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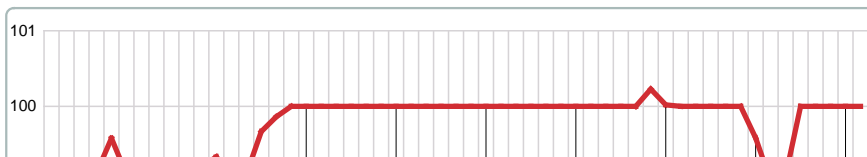
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99.85%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr JUL average of **99.85%**

MAY 100.00%
 JUN 100.00%
 JUL 100.00%

0.00%
 0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	88	7.84%	96.94%	99.48%	94.15%	100.00%	66.67%
\$100,001 - \$175,000	161	14.35%	100.00%	100.00%	100.00%	90.50%	90.45%
\$175,001 - \$225,000	178	15.86%	100.00%	100.00%	100.00%	100.00%	100.49%
\$225,001 - \$300,000	252	22.46%	100.00%	100.00%	100.00%	100.00%	96.62%
\$300,001 - \$375,000	176	15.69%	100.00%	97.10%	99.42%	100.00%	97.14%
\$375,001 - \$525,000	157	13.99%	99.10%	98.19%	98.58%	99.54%	98.83%
\$525,001 and up	110	9.80%	100.00%	81.98%	100.00%	99.92%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	99.82%
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



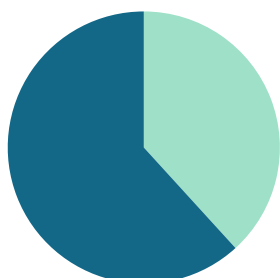
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

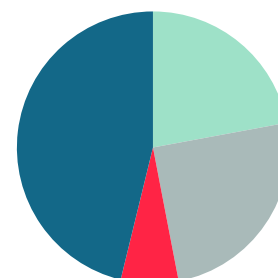


Inventory
 New Listings
1,499 = 38.23%
 Start Inventory
2,422
 Total Inventory Units
3,921
 Volume
\$1,596,699,919

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%
Median List Price	249,000	265,000	6.43%	239,000	259,900	8.74%
Median Sale Price	250,000	263,750	5.50%	241,310	255,000	5.67%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	8.00	60.00%	5.00	10.00	100.00%
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

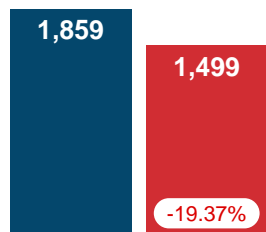
Inventory on July 31, 2023 = **2,346**

2022 **2023**

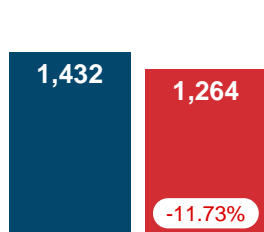
JULY MARKET

MEDIAN PRICES

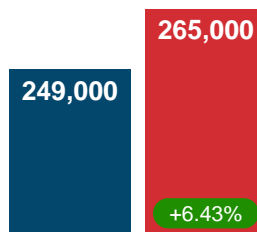
New Listings



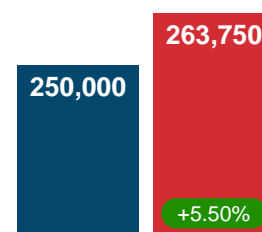
Pending Listings



List Price



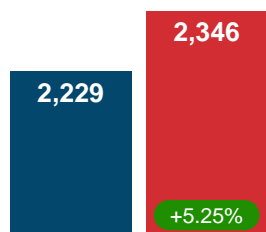
Sale Price



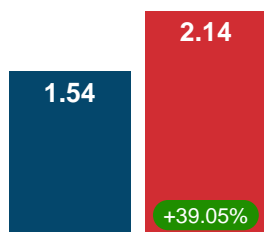
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

