

June 2023



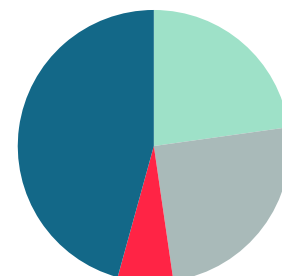
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	June 2023	+/-%
Closed Listings	1,454	1,156	-20.50%
Pending Listings	1,400	1,264	-9.71%
New Listings	2,041	1,602	-21.51%
Average List Price	305,121	324,369	6.31%
Average Sale Price	307,402	320,145	4.15%
Average Percent of Selling Price to List Price	101.39%	99.07%	-2.29%
Average Days on Market to Sale	13.55	26.08	92.50%
End of Month Inventory	2,005	2,319	15.66%
Months Supply of Inventory	1.37	2.08	52.18%



■ Closed (22.79%)
■ Pending (24.92%)
■ Other OffMarket (6.58%)
■ Active (45.71%)

Absorption: Last 12 months, an Average of **1,116** Sales/Month
Active Inventory as of June 30, 2023 = **2,319**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2023 rose **15.66%** to 2,319 existing homes available for sale. Over the last 12 months this area has had an average of 1,116 closed sales per month. This represents an unsold inventory index of **2.08** 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 **4.15%** in June 2023 to \$320,145 versus the previous year at \$307,402.

Average Days on Market Lengthens

The average number of **26.08** days that homes spent on the market before selling increased by 12.53 days or **92.50%** in June 2023 compared to last year's same month at **13.55** DOM.

Sales Success for June 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 1,602 New Listings in June 2023, down **21.51%** from last year at 2,041. Furthermore, there were 1,156 Closed Listings this month versus last year at 1,454, a **-20.50%** decrease.

Closed versus Listed trends yielded a **72.2%** ratio, up from previous year's, June 2022, at **71.2%**, a **1.29%** 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

June 2023



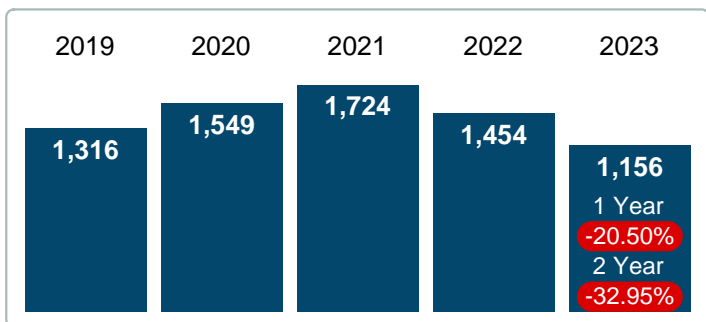
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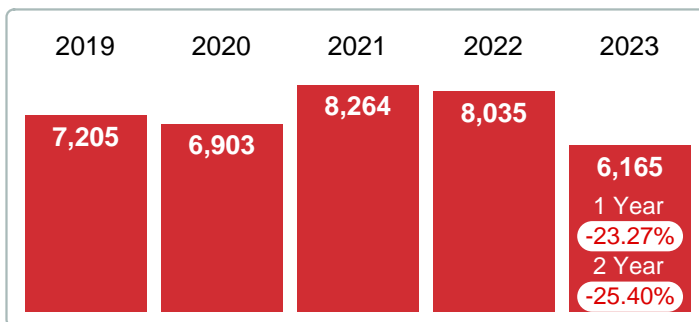
CLOSED LISTINGS

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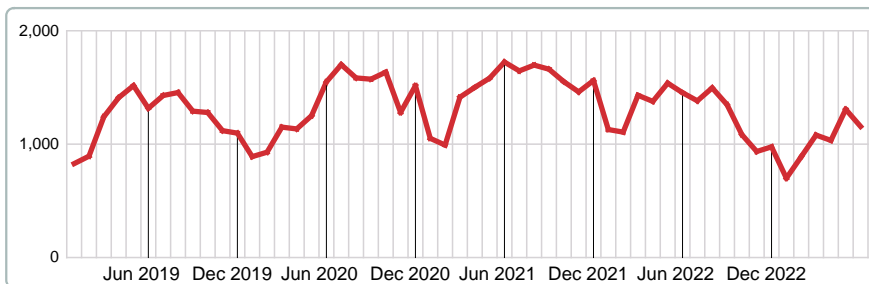
JUNE



YEAR TO DATE (YTD)

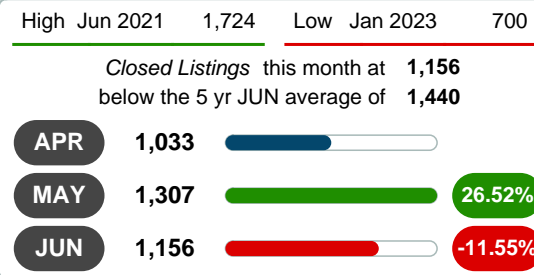


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,440



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	99	8.56%	26.1	47	50	1	1
\$125,001 - \$175,000	145	12.54%	12.8	33	101	7	4
\$175,001 - \$225,000	173	14.97%	17.0	13	139	19	2
\$225,001 - \$300,000	257	22.23%	18.9	11	177	65	4
\$300,001 - \$375,000	188	16.26%	27.9	7	82	87	12
\$375,001 - \$550,000	181	15.66%	47.0	6	46	109	20
\$550,001 and up	113	9.78%	36.9	2	10	74	27
Total Closed Units	1,156			119	605	362	70
Total Closed Volume	370,087,164	100%	26.1	20.39M	149.19M	158.88M	41.63M
Average Closed Price	\$320,145			\$171,371	\$246,590	\$438,882	\$594,742

June 2023



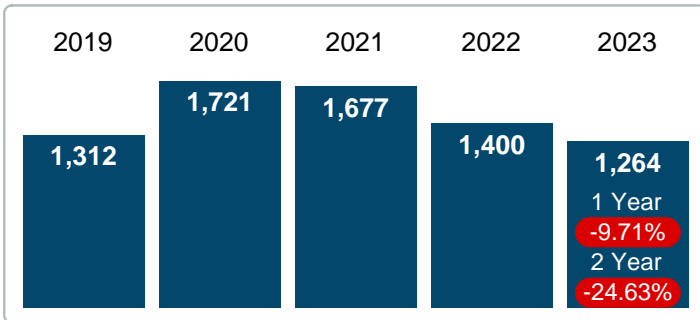
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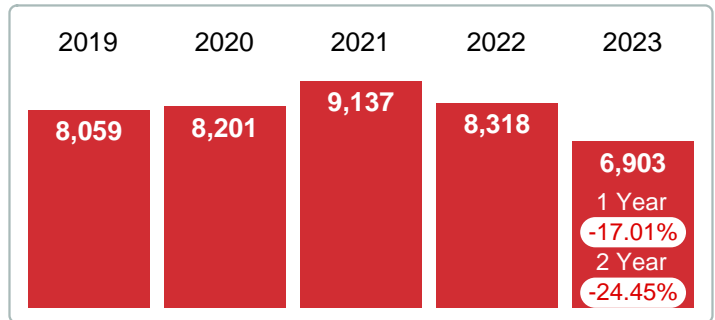
PENDING LISTINGS

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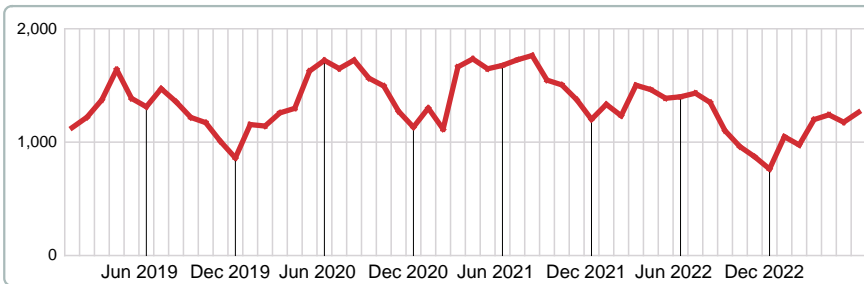
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,475

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,264 below the 5 yr JUN average of 1,475



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	130	10.28%	32.4	69	54	6	1
\$125,001 - \$175,000	143	11.31%	22.3	29	98	14	2
\$175,001 - \$225,000	214	16.93%	18.0	15	175	22	2
\$225,001 - \$300,000	288	22.78%	24.6	8	198	77	5
\$300,001 - \$375,000	181	14.32%	33.0	5	71	96	9
\$375,001 - \$525,000	164	12.97%	44.6	6	50	91	17
\$525,001 and up	144	11.39%	56.1	3	26	81	34
Total Pending Units	1,264			135	672	387	70
Total Pending Volume	403,847,660	100%	30.1	21.23M	169.75M	170.68M	42.20M
Average Listing Price	\$362,339			\$157,236	\$252,597	\$441,025	\$602,839

June 2023



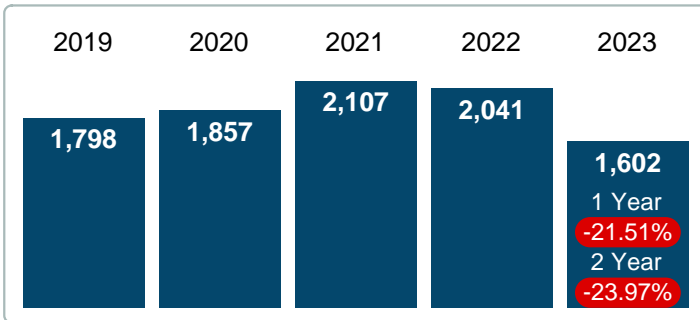
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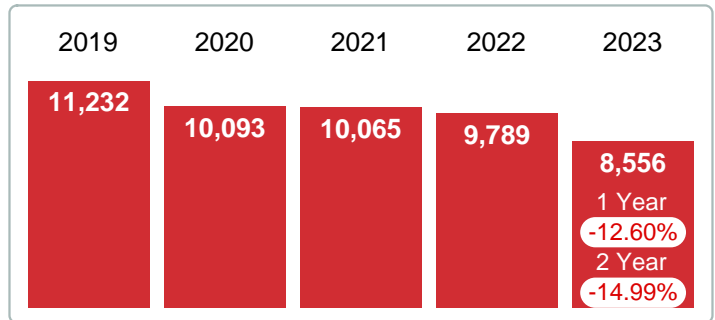
NEW LISTINGS

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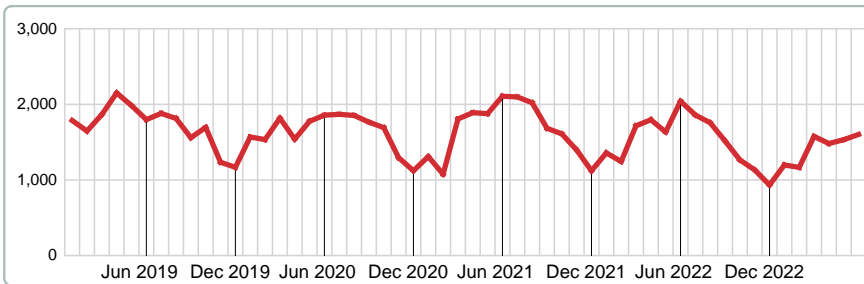
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

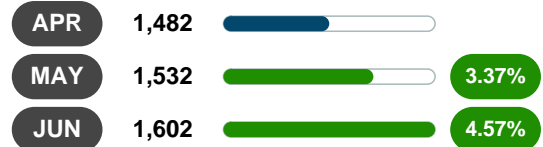


3 MONTHS

5 year JUN AVG = 1,881

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at **1,602**
 below the 5 yr JUN average of **1,881**



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	130	8.11%	72	51	6	1
\$125,001 - \$175,000	159	9.93%	39	96	21	3
\$175,001 - \$225,000	243	15.17%	20	196	25	2
\$225,001 - \$325,000	443	27.65%	23	275	133	12
\$325,001 - \$425,000	253	15.79%	6	106	120	21
\$425,001 - \$600,000	216	13.48%	10	56	120	30
\$600,001 and up	158	9.86%	3	30	73	52
Total New Listed Units	1,602		173	810	498	121
Total New Listed Volume	565,489,314	100%	32.30M	229.19M	220.07M	83.93M
Average New Listed Listing Price	\$390,633		\$186,729	\$282,947	\$441,907	\$693,626

June 2023



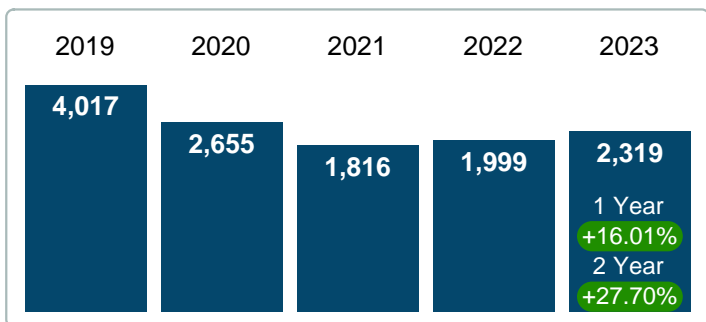
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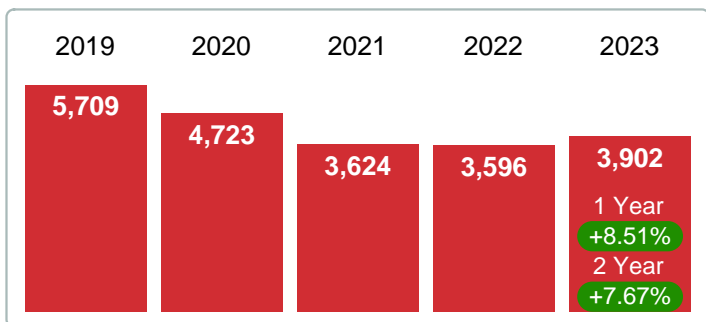
ACTIVE INVENTORY

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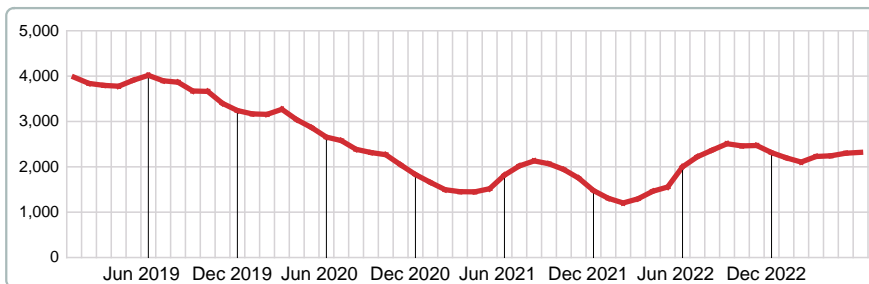
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

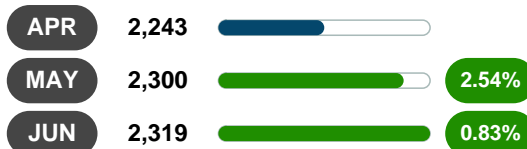


3 MONTHS

5 year JUN AVG = 2,561

High Jun 2019 4,017 Low Feb 2022 1,203

Inventory this month at 2,319 below the 5 yr JUN average of 2,561



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	175	7.55%	78.8	92	70	9	4
\$125,001 - \$225,000	306	13.20%	42.8	63	192	45	6
\$225,001 - \$300,000	343	14.79%	40.5	26	205	100	12
\$300,001 - \$425,000	531	22.90%	61.6	19	255	227	30
\$425,001 - \$525,000	358	15.44%	93.1	8	141	181	28
\$525,001 - \$725,000	369	15.91%	108.3	13	54	231	71
\$725,001 and up	237	10.22%	74.6	5	45	97	90
Total Active Inventory by Units			2,319	226	962	890	241
Total Active Inventory by Volume			1,065,146,477	53.01M	344.70M	447.23M	220.21M
Average Active Inventory Listing Price			\$459,313	\$234,557	\$358,314	\$502,503	\$913,739

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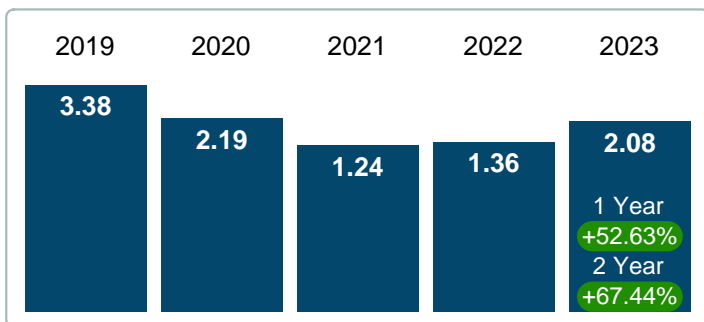
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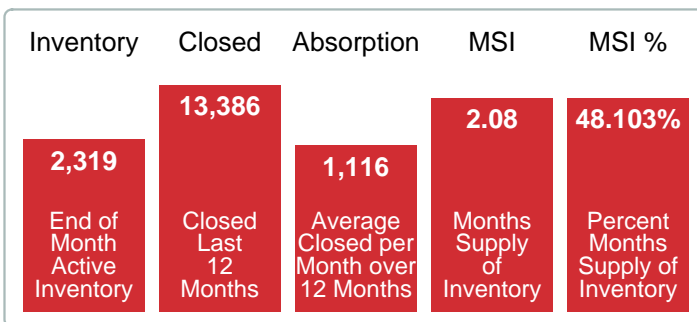
MONTHS SUPPLY of INVENTORY (MSI)

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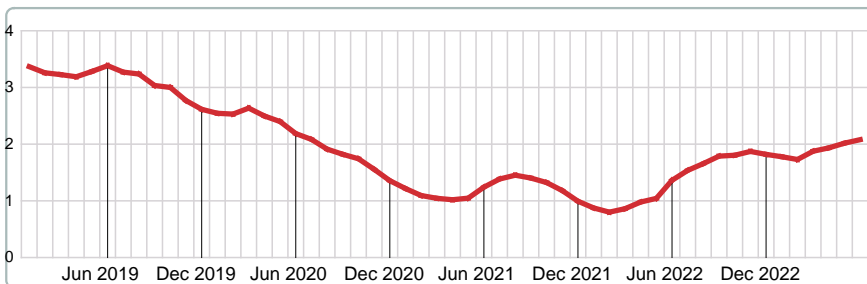
MSI FOR JUNE



INDICATORS FOR JUNE 2023

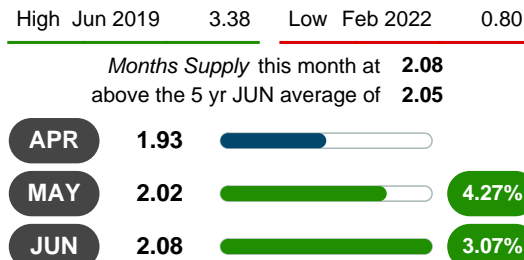


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 2.05



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	175	7.55%	1.25	1.39	1.07	1.23	3.20
\$125,001 - \$225,000	306	13.20%	0.93	1.43	0.78	1.30	1.80
\$225,001 - \$300,000	343	14.79%	1.37	2.52	1.23	1.44	2.25
\$300,001 - \$425,000	531	22.90%	2.56	2.92	2.81	2.35	2.25
\$425,001 - \$525,000	358	15.44%	4.30	4.00	5.60	3.90	2.92
\$525,001 - \$725,000	369	15.91%	5.32	15.60	4.21	5.34	5.72
\$725,001 and up	237	10.22%	6.74	10.00	9.00	5.20	8.18
Market Supply of Inventory (MSI)			2.08	1.73	1.57	2.81	4.28
Total Active Inventory by Units		100%	2,319	226	962	890	241

June 2023



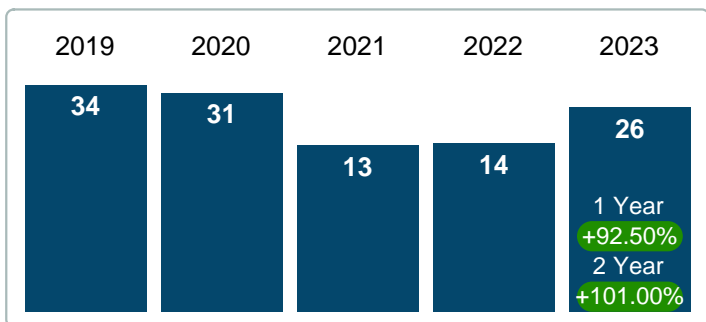
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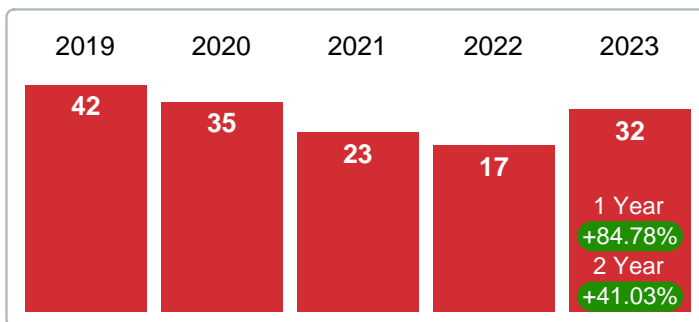
AVERAGE DAYS ON MARKET TO SALE

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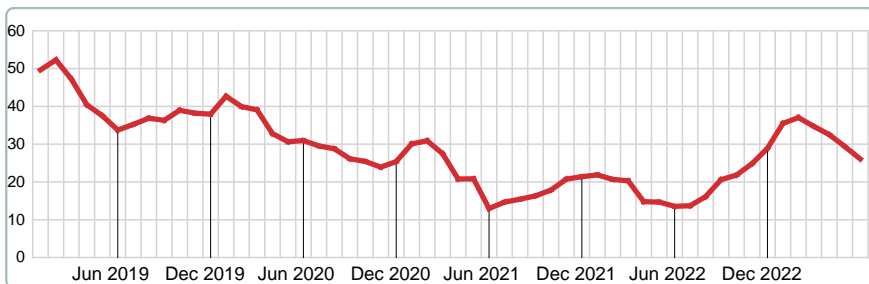
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

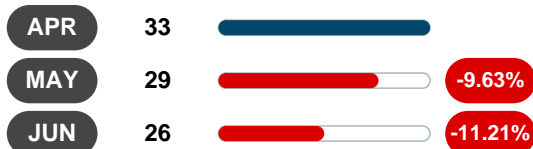


3 MONTHS

5 year JUN AVG = 23

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 26 above the 5 yr JUN average of 23



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	
\$125,000 and less	8.56%	26	25	26	1	97	
\$125,001 - \$175,000	12.54%	13	12	12	17	26	
\$175,001 - \$225,000	14.97%	17	17	14	41	3	
\$225,001 - \$300,000	22.23%	19	12	15	28	37	
\$300,001 - \$375,000	16.26%	28	12	30	29	16	
\$375,001 - \$550,000	15.66%	47	42	58	46	30	
\$550,001 and up	9.78%	37	10	15	38	45	
Average Closed DOM		26	19	21	36	34	
Total Closed Units	1,156	100%	26	119	605	362	70
Total Closed Volume	370,087,164			20.39M	149.19M	158.88M	41.63M

June 2023



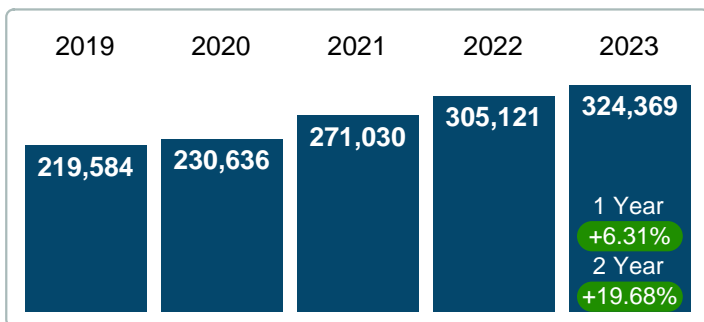
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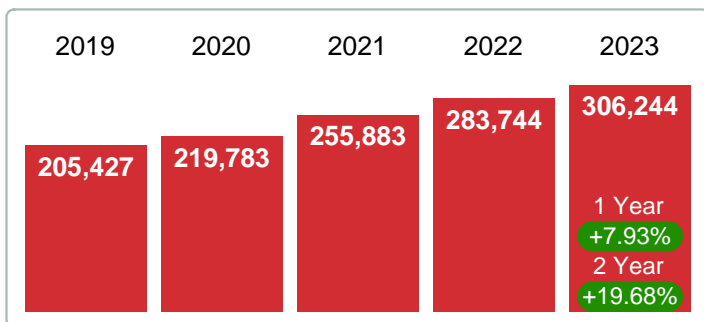
AVERAGE LIST PRICE AT CLOSING

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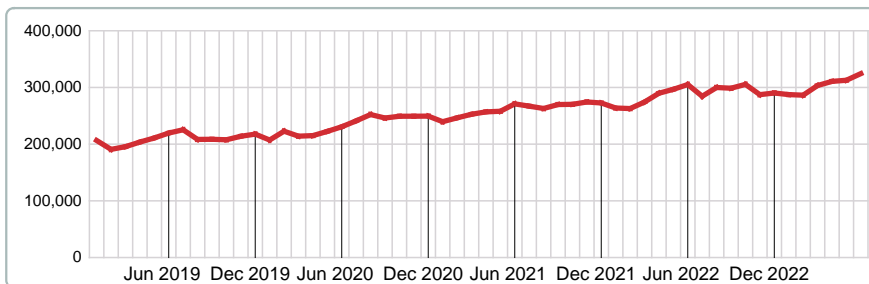
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 270,148

High Jun 2023 324,369 Low Feb 2019 190,775

Average List Price at Closing this month at **324,369**
above the 5 yr JUN average of **270,148**

- APR 310,677
- MAY 312,693 0.65%
- JUN 324,369 3.73%

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
\$125,000 and less 96	8.30%	88,824	80,989	101,398	105,000	74,900
\$125,001 - \$175,000 141	12.20%	149,661	145,987	151,444	170,209	169,000
\$175,001 - \$225,000 183	15.83%	203,774	196,323	205,020	207,674	212,250
\$225,001 - \$300,000 258	22.32%	263,571	270,173	259,337	268,548	275,000
\$300,001 - \$375,000 177	15.31%	336,589	350,414	335,147	339,101	329,071
\$375,001 - \$550,000 188	16.26%	451,434	427,417	451,128	456,907	459,698
\$550,001 and up 113	9.78%	846,045	899,000	747,990	788,491	1,028,065
Average List Price		324,369	176,164	248,727	442,958	616,799
Total Closed Units	100%	324,369	119	605	362	70
Total Closed Volume		374,970,253	20.96M	150.48M	160.35M	43.18M

June 2023



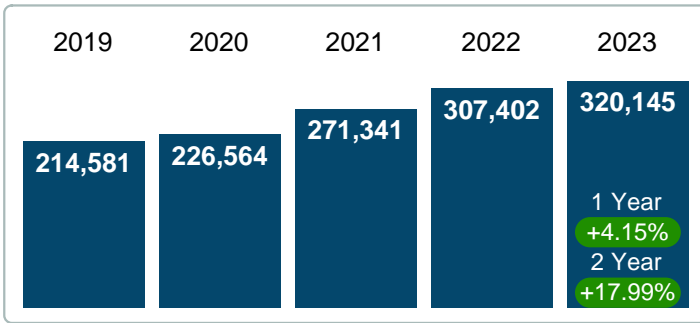
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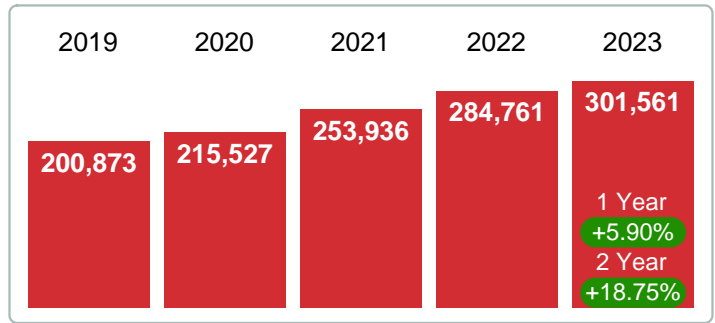
AVERAGE SOLD PRICE AT CLOSING

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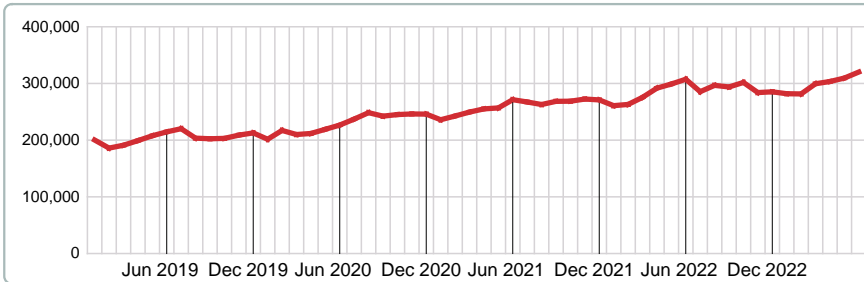
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

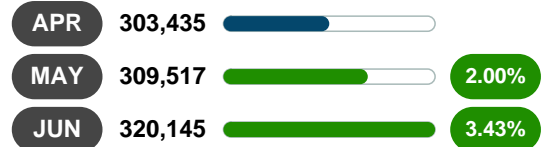


3 MONTHS

5 year JUN AVG = 268,007

High Jun 2023 320,145 Low Feb 2019 185,974

Average Sold Price at Closing this month at **320,145** above the 5 yr JUN average of **268,007**



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
\$125,000 and less	8.56%	86,149	78,344	93,681	97,500	65,000
\$125,001 - \$175,000	12.54%	150,545	145,018	151,608	158,866	154,750
\$175,001 - \$225,000	14.97%	203,178	193,543	203,494	207,163	206,000
\$225,001 - \$300,000	22.23%	261,757	266,023	259,325	266,928	273,625
\$300,001 - \$375,000	16.26%	333,240	334,286	332,213	334,951	327,248
\$375,001 - \$550,000	15.66%	451,960	410,000	444,232	456,153	459,468
\$550,001 and up	9.78%	821,717	841,500	732,800	777,269	975,004
Average Sold Price		320,145	171,371	246,590	438,882	594,742
Total Closed Units	100%	320,145	119	605	362	70
Total Closed Volume		370,087,164	20.39M	149.19M	158.88M	41.63M

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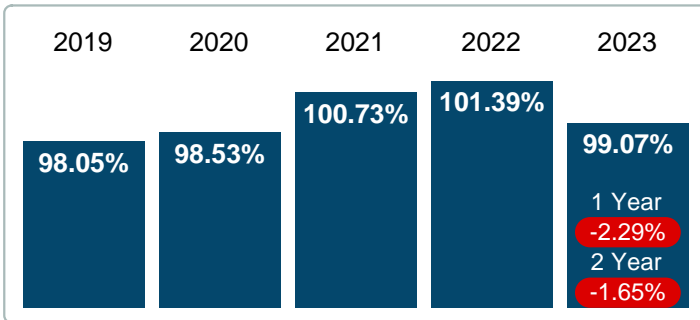
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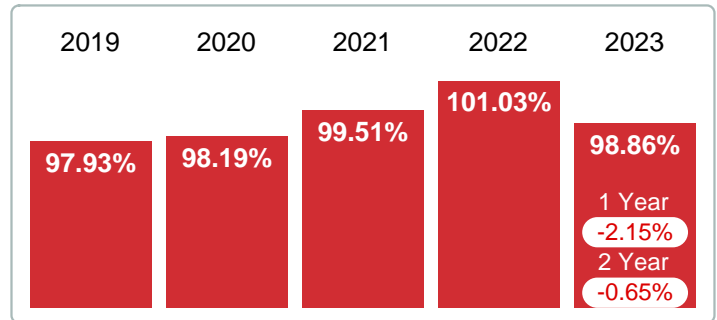
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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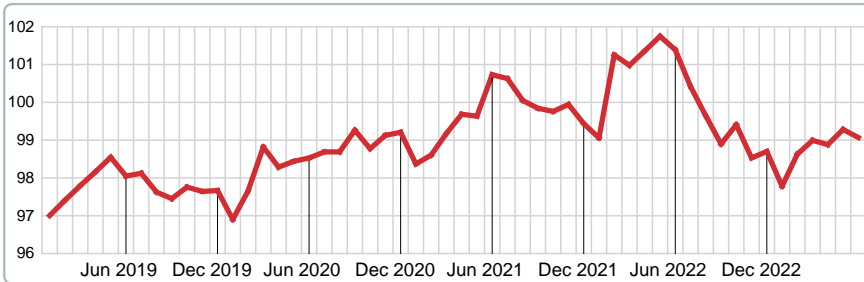
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

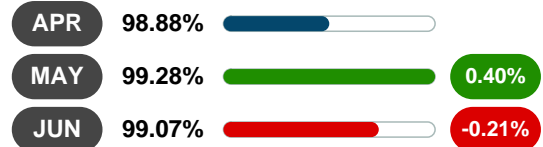


3 MONTHS

5 year JUN AVG = 99.55%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **99.07%**
below the 5 yr JUN average of **99.55%**



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
\$125,000 and less	99	8.56%	95.52%	98.36%	93.07%	92.86%	86.78%
\$125,001 - \$175,000	145	12.54%	99.70%	99.69%	100.40%	94.12%	92.06%
\$175,001 - \$225,000	173	14.97%	99.49%	98.66%	99.53%	100.00%	97.11%
\$225,001 - \$300,000	257	22.23%	99.92%	98.56%	100.12%	99.62%	99.54%
\$300,001 - \$375,000	188	16.26%	98.95%	95.79%	99.28%	98.83%	99.51%
\$375,001 - \$550,000	181	15.66%	99.43%	96.06%	98.62%	99.86%	99.98%
\$550,001 and up	113	9.78%	98.39%	94.58%	99.01%	99.31%	95.94%
Average Sold/List Ratio		99.10%		98.45%	99.20%	99.33%	97.59%
Total Closed Units		1,156	100%	119	605	362	70
Total Closed Volume		370,087,164		20.39M	149.19M	158.88M	41.63M

June 2023



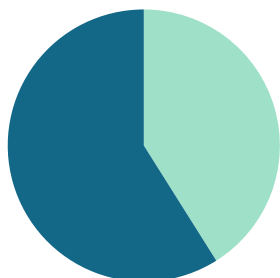
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

INVENTORY

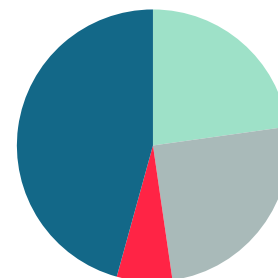


Inventory
 New Listings
1,602 = 41.06%
 Start Inventory
2,300
 Total Inventory Units
3,902
 Volume
\$1,601,268,406

Market Activity

Closed Sales
1,156 = 22.79%
 Pending Sales
1,264 = 24.92%
 Other Off Market
334 = 6.58%
 Active Inventory
2,319 = 45.71%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,454	1,156	-20.50%	8,035	6,165	-23.27%
Pending Sales	1,400	1,264	-9.71%	8,318	6,903	-17.01%
New Listings	2,041	1,602	-21.51%	9,789	8,556	-12.60%
Average List Price	305,121	324,369	6.31%	283,744	306,244	7.93%
Average Sale Price	307,402	320,145	4.15%	284,761	301,561	5.90%
Average Percent of Selling Price to List Price	101.39%	99.07%	-2.29%	101.03%	98.86%	-2.15%
Average Days on Market to Sale	13.55	26.08	92.50%	17.32	32.01	84.78%
Monthly Inventory	2,005	2,319	15.66%	2,005	2,319	15.66%
Months Supply of Inventory	1.37	2.08	52.18%	1.37	2.08	52.18%

Absorption: Last 12 months, an Average of **1,116** Sales/Month

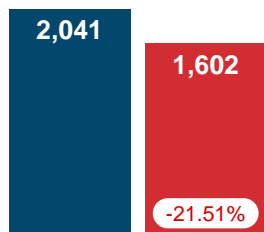
Inventory on June 30, 2023 = **2,319**

2022 **2023**

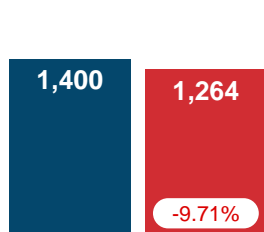
JUNE MARKET

AVERAGE PRICES

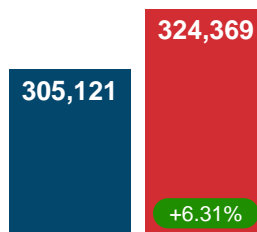
New Listings



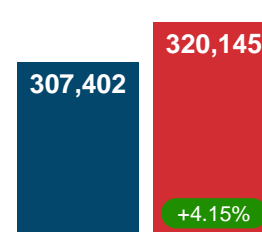
Pending Listings



List Price



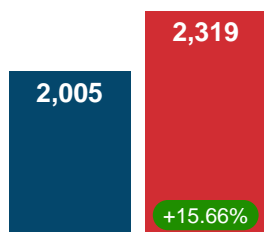
Sale Price



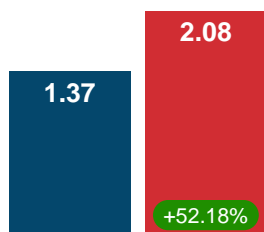
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

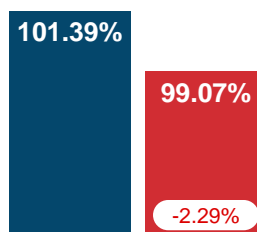
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

