

June 2023



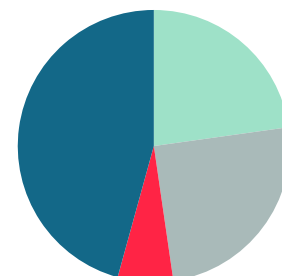
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	250,000	275,000	10.00%
Median Sale Price	259,000	270,000	4.25%
Median Percent of Selling Price to List Price	100.02%	100.00%	-0.02%
Median Days on Market to Sale	4.00	8.00	100.00%
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.

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 **4.25%** in June 2023 to \$270,000 versus the previous year at \$259,000.

Median Days on Market Lengthens

The median number of **8.00** days that homes spent on the market before selling increased by 4.00 days or **100.00%** in June 2023 compared to last year's same month at **4.00** DOM.

Sales Success for June 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 1,602 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

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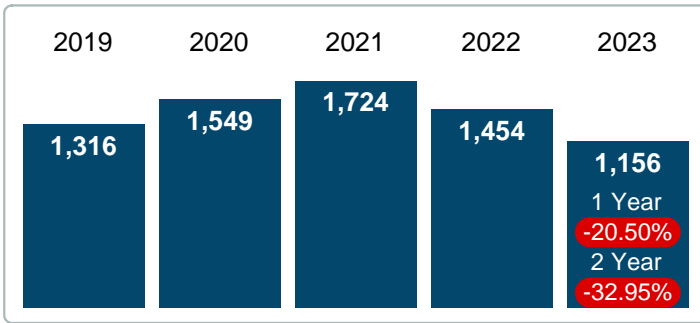
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



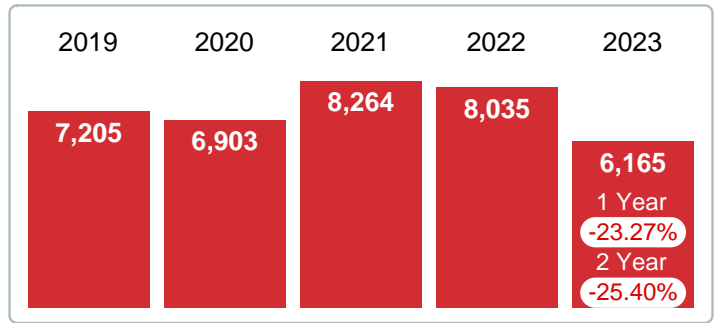
CLOSED LISTINGS

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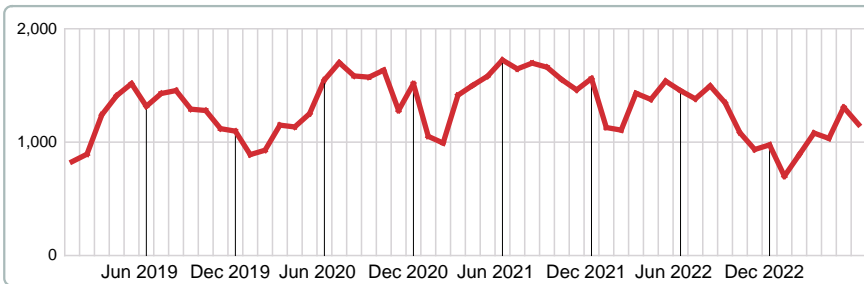
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

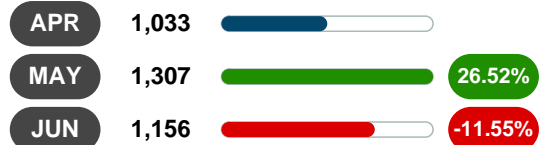


3 MONTHS

5 year JUN AVG = 1,440

High Jun 2021 1,724 Low Jan 2023 700

Closed Listings this month at 1,156 below the 5 yr JUN average of 1,440



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	99	8.56%	8.0	47	50	1	1
\$125,001 - \$175,000	145	12.54%	5.0	33	101	7	4
\$175,001 - \$225,000	173	14.97%	5.0	13	139	19	2
\$225,001 - \$300,000	257	22.23%	6.0	11	177	65	4
\$300,001 - \$375,000	188	16.26%	10.5	7	82	87	12
\$375,001 - \$550,000	181	15.66%	20.0	6	46	109	20
\$550,001 and up	113	9.78%	15.0	2	10	74	27
Total Closed Units	1,156			119	605	362	70
Total Closed Volume	370,087,164	100%	8.0	20.39M	149.19M	158.88M	41.63M
Median Closed Price	\$270,000			\$139,000	\$230,000	\$378,750	\$472,500

June 2023



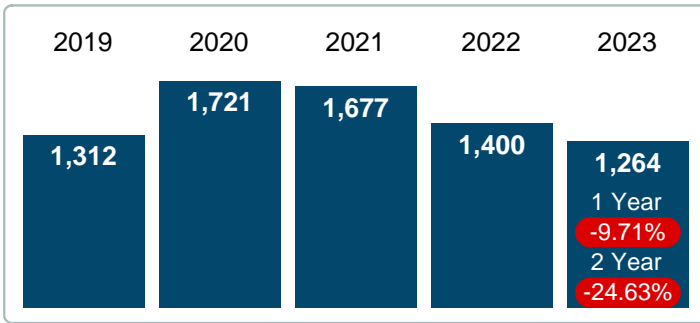
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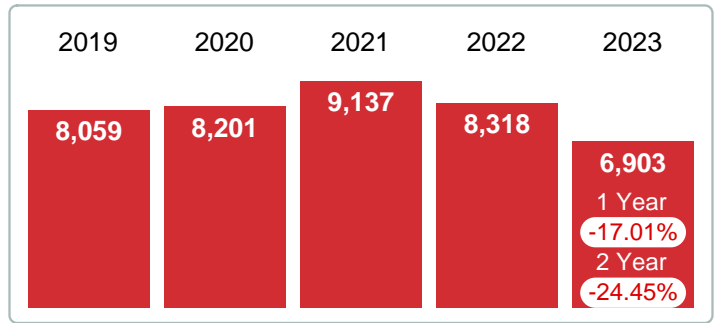
PENDING LISTINGS

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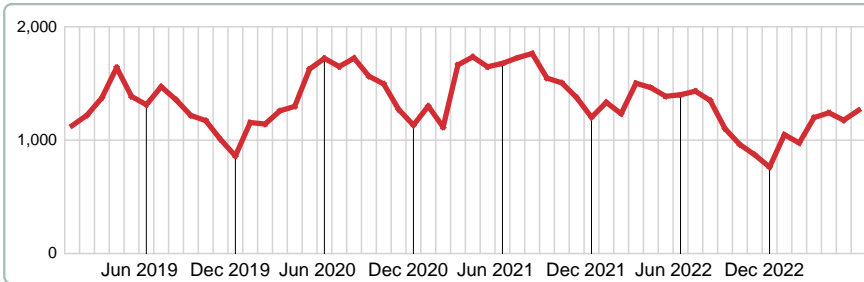
JUNE



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	130	10.28%	11.0	69	54	6	1
\$125,001 - \$175,000	143	11.31%	7.0	29	98	14	2
\$175,001 - \$225,000	214	16.93%	7.0	15	175	22	2
\$225,001 - \$300,000	288	22.78%	11.0	8	198	77	5
\$300,001 - \$375,000	181	14.32%	18.0	5	71	96	9
\$375,001 - \$525,000	164	12.97%	25.0	6	50	91	17
\$525,001 and up	144	11.39%	25.5	3	26	81	34
Total Pending Units	1,264			135	672	387	70
Total Pending Volume	403,847,660	100%	12.0	21.23M	169.75M	170.68M	42.20M
Median Listing Price	\$264,950			\$120,000	\$229,950	\$355,000	\$522,450

June 2023



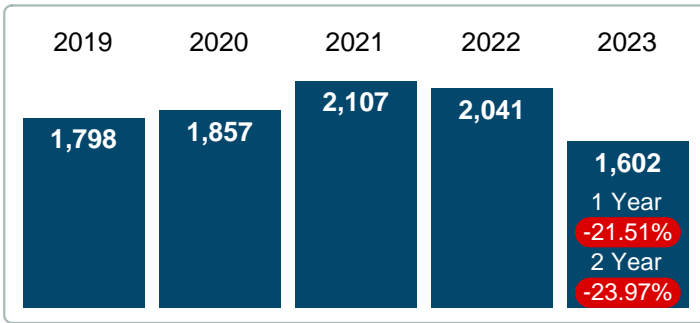
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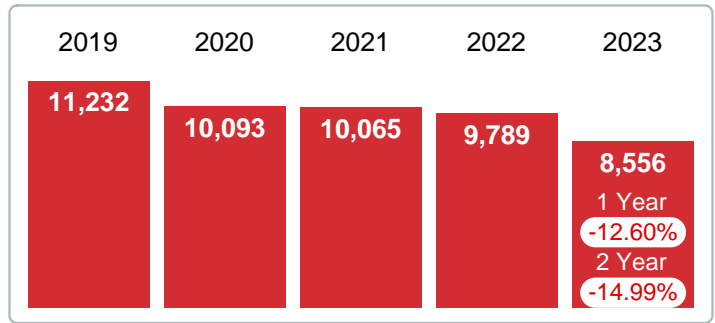
NEW LISTINGS

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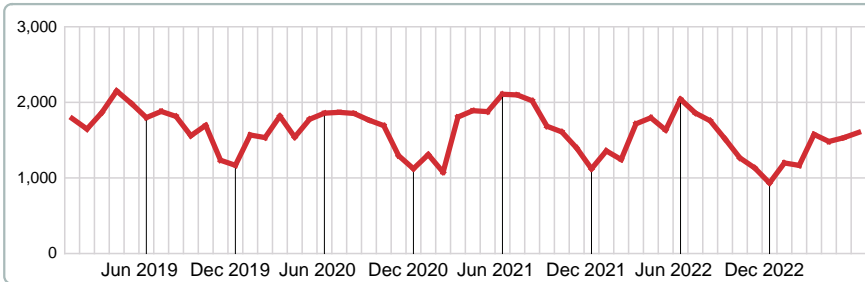
JUNE



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
Median New Listed Listing Price	\$285,000		\$135,000	\$242,098	\$359,925	\$550,000

June 2023



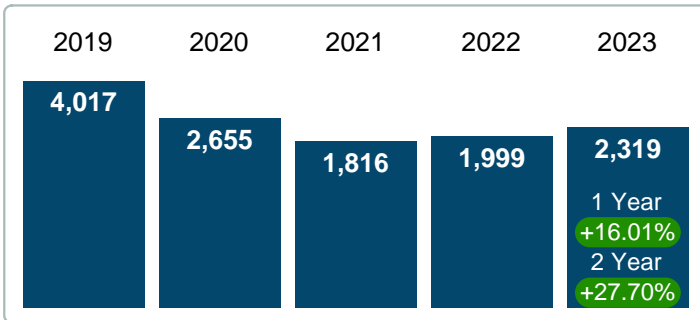
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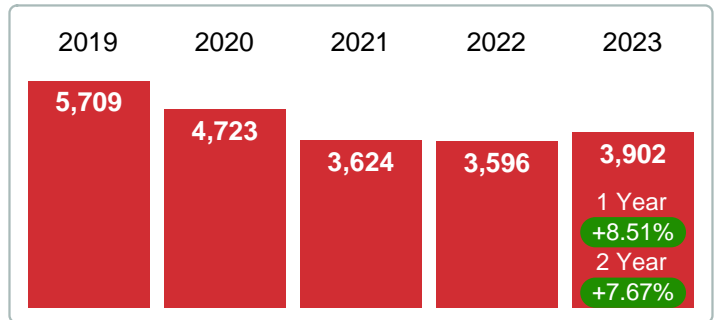
ACTIVE INVENTORY

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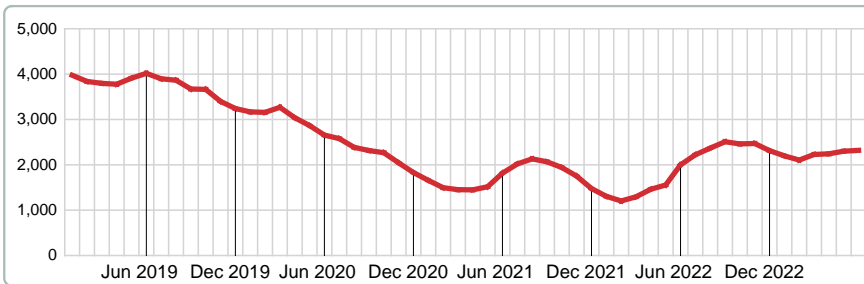
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS

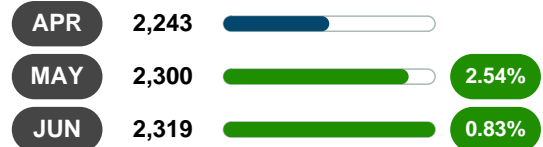


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$125,000 and less	175	7.55%	49.0	92	70	9	4	
\$125,001 - \$225,000	306	13.20%	25.0	63	192	45	6	
\$225,001 - \$300,000	343	14.79%	28.0	26	205	100	12	
\$300,001 - \$425,000	531	22.90%	42.0	19	255	227	30	
\$425,001 - \$525,000	358	15.44%	73.5	8	141	181	28	
\$525,001 - \$725,000	369	15.91%	88.0	13	54	231	71	
\$725,001 and up	237	10.22%	57.0	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
Median Active Inventory Listing Price				\$375,000	\$140,000	\$309,000	\$472,450	\$629,000

June 2023



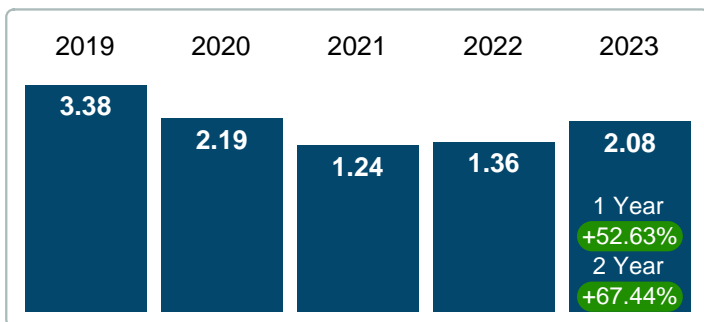
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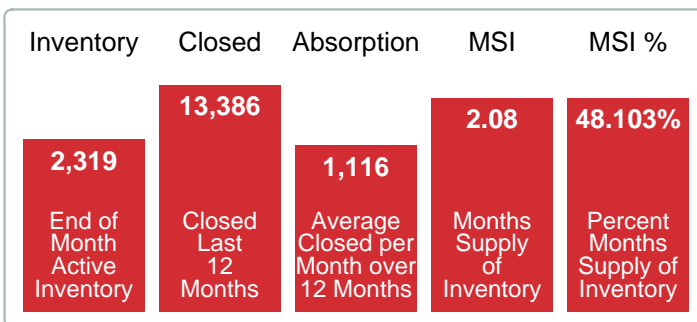
MONTHS SUPPLY of INVENTORY (MSI)

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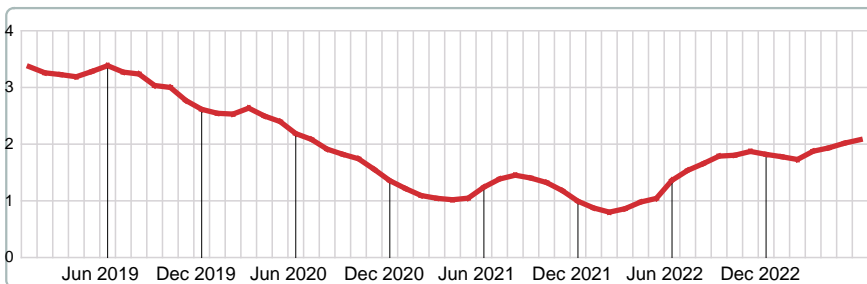
MSI FOR JUNE



INDICATORS FOR JUNE 2023

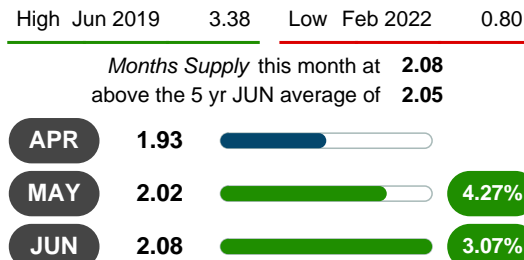


5 YEAR MARKET ACTIVITY TRENDS



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



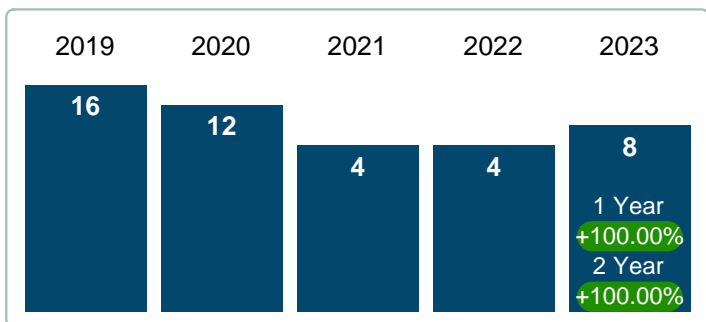
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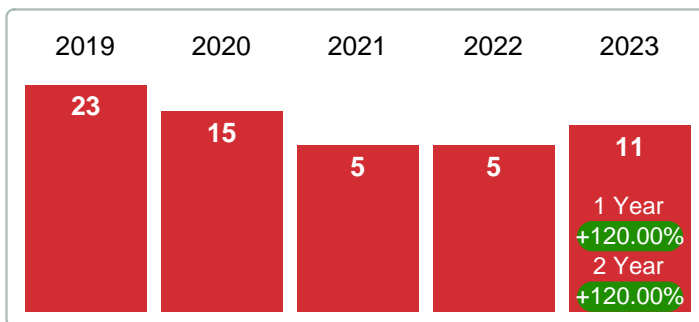
MEDIAN DAYS ON MARKET TO SALE

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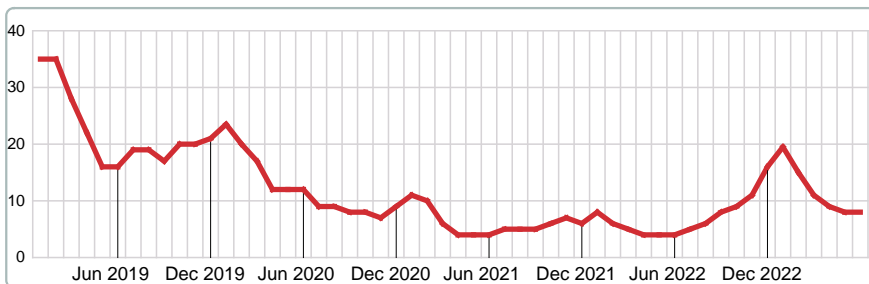
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

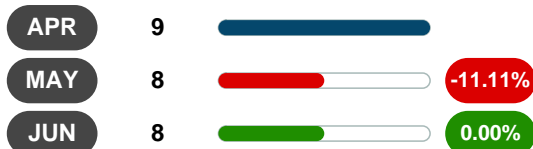


3 MONTHS

5 year JUN AVG = 9

High Feb 2019 35 Low Jun 2022 4

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



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
\$125,000 and less	8.56%	8	8	8	1	97
\$125,001 - \$175,000	12.54%	5	7	5	15	14
\$175,001 - \$225,000	14.97%	5	9	5	4	3
\$225,001 - \$300,000	22.23%	6	6	6	13	32
\$300,001 - \$375,000	16.26%	11	7	13	10	10
\$375,001 - \$550,000	15.66%	20	17	20	20	21
\$550,001 and up	9.78%	15	10	6	14	16
Median Closed DOM		8	8	6	13	15
Total Closed Units	100%	1,156	119	605	362	70
Total Closed Volume		370,087,164	20.39M	149.19M	158.88M	41.63M

June 2023



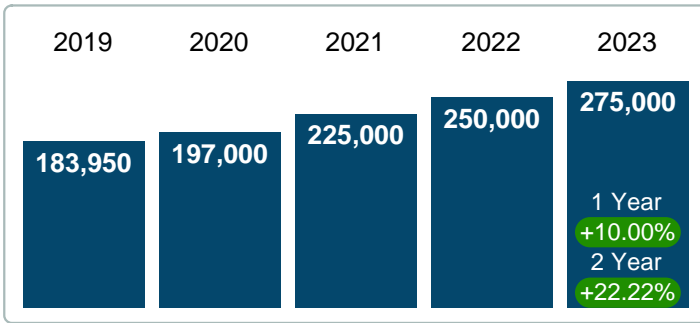
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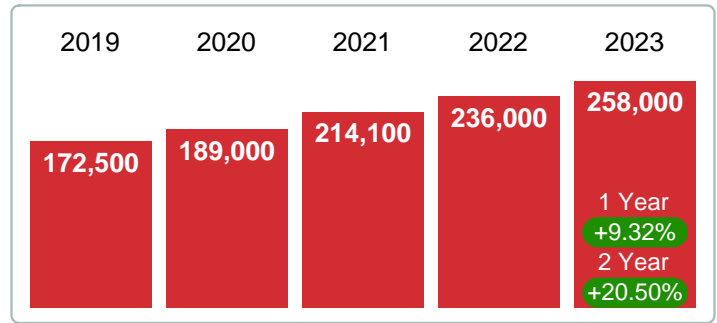
MEDIAN LIST PRICE AT CLOSING

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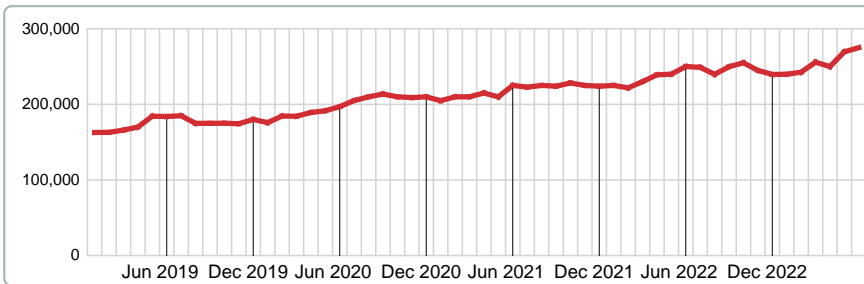
JUNE



YEAR TO DATE (YTD)

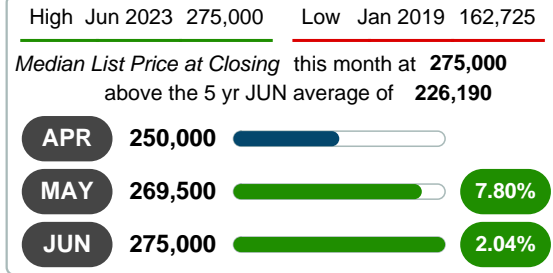


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 226,190



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
\$125,000 and less	96	8.30%	92,000	81,750	109,900	105,000	74,900
\$125,001 - \$175,000	141	12.20%	149,900	141,000	150,000	164,950	160,000
\$175,001 - \$225,000	183	15.83%	200,000	195,000	203,500	210,500	209,500
\$225,001 - \$300,000	258	22.32%	265,000	262,500	259,900	275,000	285,600
\$300,001 - \$375,000	177	15.31%	335,000	325,000	336,000	339,990	325,000
\$375,001 - \$550,000	188	16.26%	449,000	404,250	430,000	449,900	460,500
\$550,001 and up	113	9.78%	725,000	899,000	699,000	720,000	997,500
Median List Price			275,000	140,000	229,900	379,700	480,000
Total Closed Units		100%	275,000	119	605	362	70
Total Closed Volume			374,970,253	20.96M	150.48M	160.35M	43.18M

June 2023



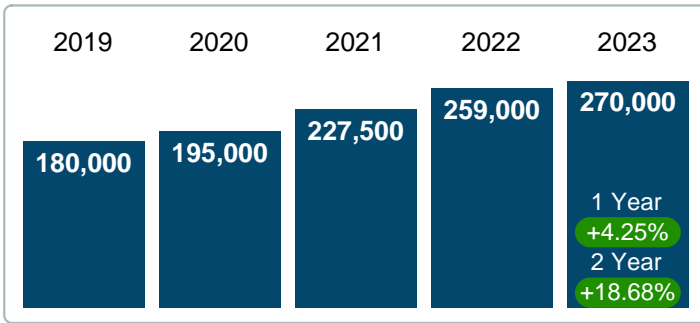
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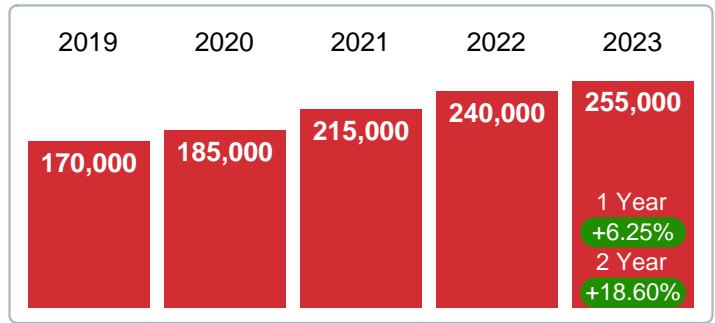
MEDIAN SOLD PRICE AT CLOSING

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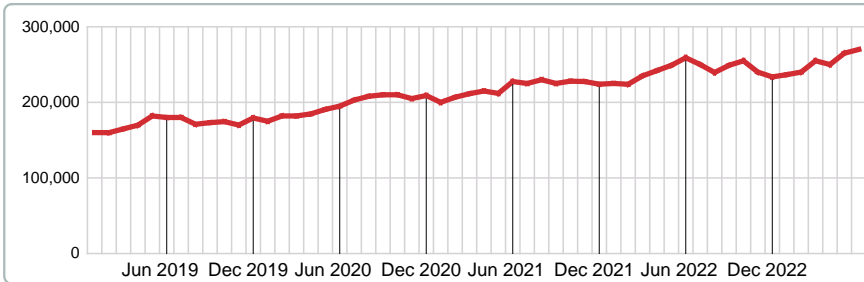
JUNE



YEAR TO DATE (YTD)

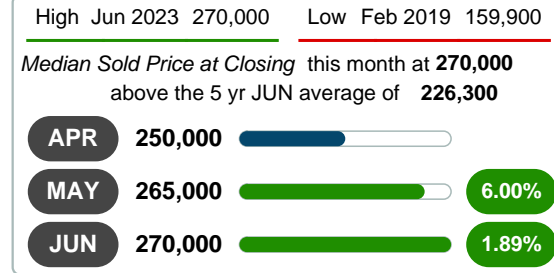


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 226,300



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
\$125,000 and less	99	8.56%	90,000	80,000	99,000	97,500	65,000
\$125,001 - \$175,000	145	12.54%	150,000	140,000	150,100	160,000	148,500
\$175,001 - \$225,000	173	14.97%	203,500	192,500	204,000	209,000	206,000
\$225,001 - \$300,000	257	22.23%	260,000	265,000	256,000	269,900	272,250
\$300,001 - \$375,000	188	16.26%	330,000	335,000	329,000	333,333	320,000
\$375,001 - \$550,000	181	15.66%	445,000	402,500	432,338	450,000	465,000
\$550,001 and up	113	9.78%	725,000	841,500	665,000	715,302	950,000
Median Sold Price			270,000	139,000	230,000	378,750	472,500
Total Closed Units		100%	270,000	119	605	362	70
Total Closed Volume			370,087,164	20.39M	149.19M	158.88M	41.63M

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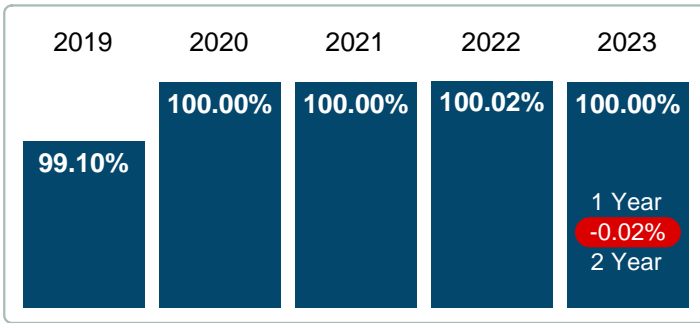
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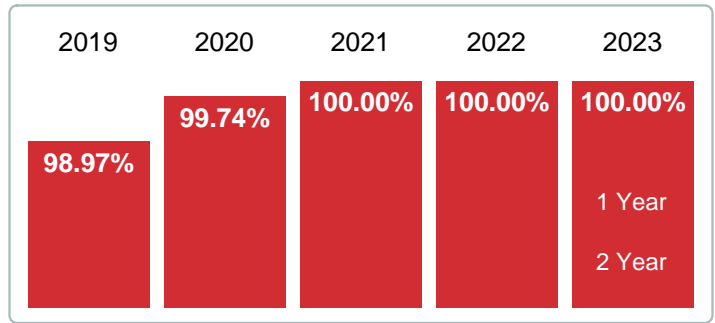
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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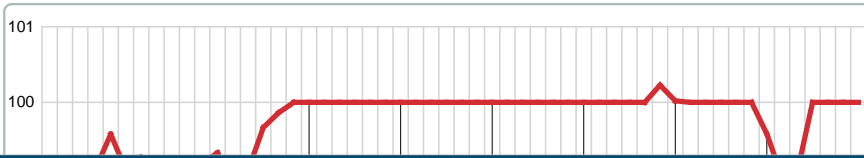
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 99.82%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr JUN average of **99.82%**

APR 100.00%
MAY 100.00%
JUN 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
\$125,000 and less	99	8.56%	96.23%	96.80%	94.87%	92.86%	86.78%
\$125,001 - \$175,000	145	12.54%	100.00%	100.00%	100.00%	98.23%	90.63%
\$175,001 - \$225,000	173	14.97%	100.00%	100.00%	100.00%	100.00%	97.11%
\$225,001 - \$300,000	257	22.23%	100.00%	98.33%	100.00%	100.00%	99.91%
\$300,001 - \$375,000	188	16.26%	100.00%	97.13%	100.00%	100.00%	99.71%
\$375,001 - \$550,000	181	15.66%	100.00%	96.57%	99.99%	100.00%	100.00%
\$550,001 and up	113	9.78%	99.03%	94.58%	96.82%	100.00%	97.33%
Median Sold/List Ratio		100.00%		99.36%	100.00%	100.00%	98.75%
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



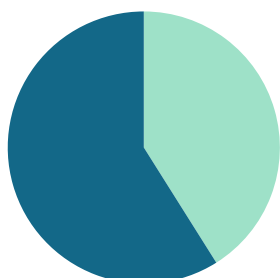
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

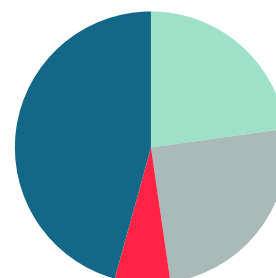


Inventory
 New Listings
1,602 = 41.06%
 Start Inventory
2,300
 Total Inventory Units
3,902
 Volume
\$1,601,268,406

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%
Median List Price	250,000	275,000	10.00%	236,000	258,000	9.32%
Median Sale Price	259,000	270,000	4.25%	240,000	255,000	6.25%
Median Percent of Selling Price to List Price	100.02%	100.00%	-0.02%	100.00%	100.00%	0.00%
Median Days on Market to Sale	4.00	8.00	100.00%	5.00	11.00	120.00%
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

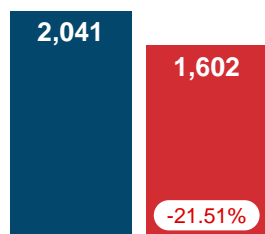
Inventory on June 30, 2023 = 2,319

2022 **2023**

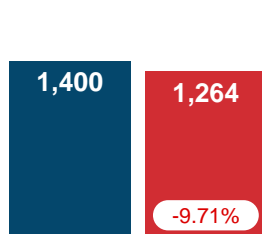
JUNE MARKET

MEDIAN PRICES

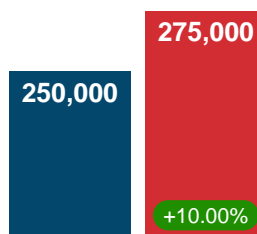
New Listings



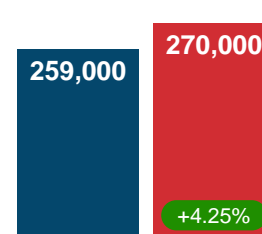
Pending Listings



List Price



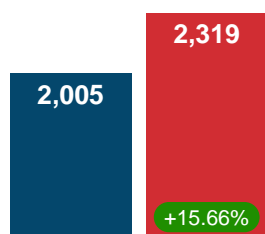
Sale Price



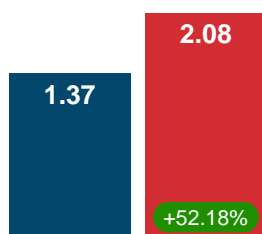
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

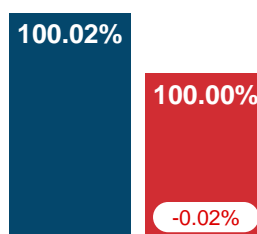
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

