

## March 2023



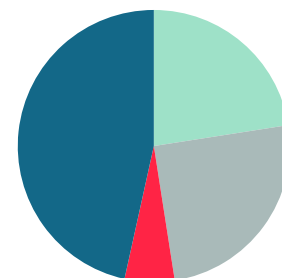
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	1,431	1,081	-24.46%
Pending Listings	1,502	1,199	-20.17%
New Listings	1,716	1,577	-8.10%
Average List Price	274,279	303,305	10.58%
Average Sale Price	275,433	299,383	8.70%
Average Percent of Selling Price to List Price	100.98%	98.98%	-1.98%
Average Days on Market to Sale	20.29	34.68	70.86%
End of Month Inventory	1,302	2,232	71.43%
Months Supply of Inventory	0.87	1.88	116.99%



■ Closed (22.54%)  
■ Pending (25.00%)  
■ Other OffMarket (5.92%)  
■ Active (46.54%)

**Absorption:** Last 12 months, an Average of **1,188** Sales/Month  
**Active Inventory** as of March 31, 2023 = **2,232**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2023 rose **71.43%** to 2,232 existing homes available for sale. Over the last 12 months this area has had an average of 1,188 closed sales per month. This represents an unsold inventory index of **1.88** 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 **8.70%** in March 2023 to \$299,383 versus the previous year at \$275,433.

##### Average Days on Market Lengthens

The average number of **34.68** days that homes spent on the market before selling increased by 14.38 days or **70.86%** in March 2023 compared to last year's same month at **20.29** DOM.

##### Sales Success for March 2023 is Positive

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

There were 1,577 New Listings in March 2023, down **8.10%** from last year at 1,716. Furthermore, there were 1,081 Closed Listings this month versus last year at 1,431, a **-24.46%** decrease.

Closed versus Listed trends yielded a **68.5%** ratio, down from previous year's, March 2022, at **83.4%**, a **17.80%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# March 2023



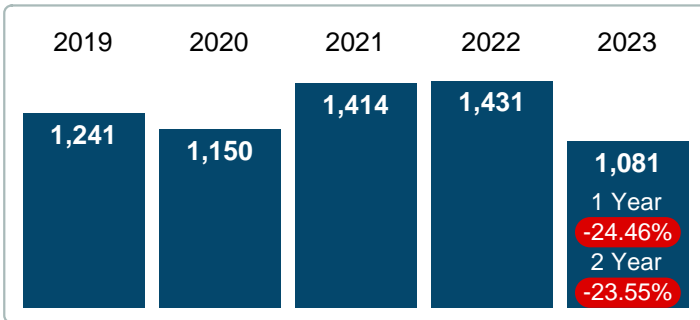
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



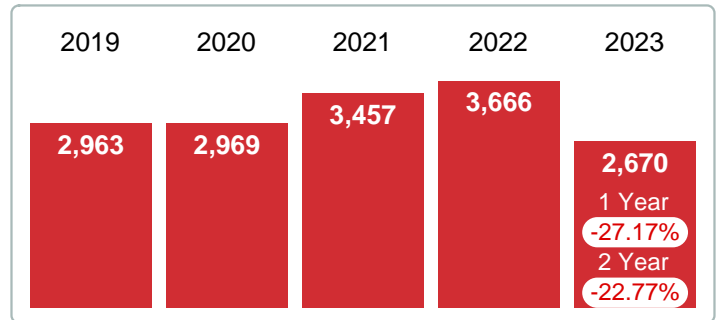
## CLOSED LISTINGS

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

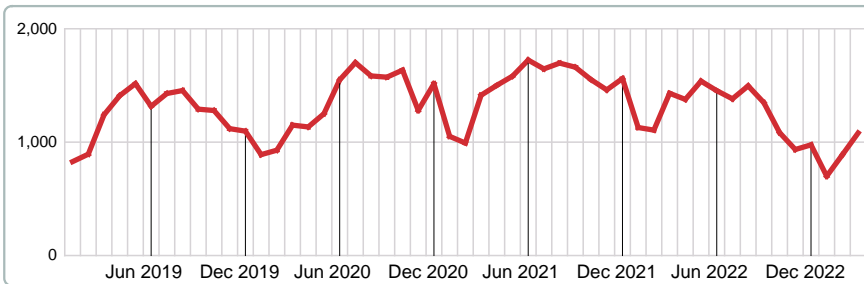
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

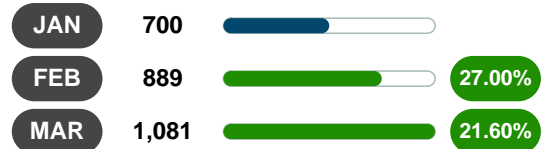


### 3 MONTHS

5 year MAR AVG = 1,263

High Jun 2021 1,724 Low Jan 2023 700

Closed Listings this month at 1,081 below the 5 yr MAR average of 1,263



### 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	92	8.51%	30.2	50	34	6	2
\$100,001 - \$150,000	115	10.64%	23.9	30	72	13	0
\$150,001 - \$200,000	156	14.43%	20.1	20	113	21	2
\$200,001 - \$275,000	247	22.85%	31.7	15	185	45	2
\$275,001 - \$375,000	212	19.61%	34.3	6	108	88	10
\$375,001 - \$500,000	136	12.58%	46.0	4	42	72	18
\$500,001 and up	123	11.38%	60.7	1	29	69	24
<b>Total Closed Units</b>	<b>1,081</b>			<b>126</b>	<b>583</b>	<b>314</b>	<b>58</b>
<b>Total Closed Volume</b>	<b>323,633,108</b>	<b>100%</b>	<b>34.7</b>	<b>18.93M</b>	<b>149.27M</b>	<b>124.13M</b>	<b>31.31M</b>
<b>Average Closed Price</b>	<b>\$299,383</b>			<b>\$150,210</b>	<b>\$256,033</b>	<b>\$395,331</b>	<b>\$539,757</b>

# March 2023



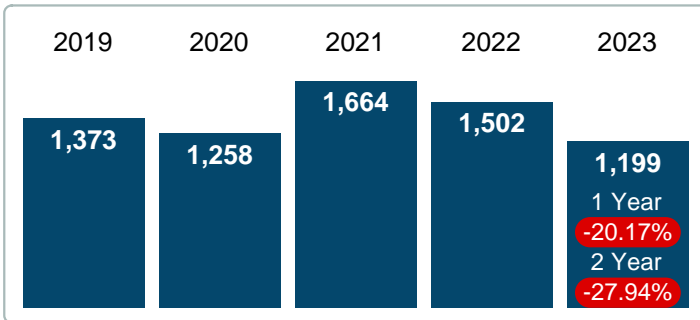
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



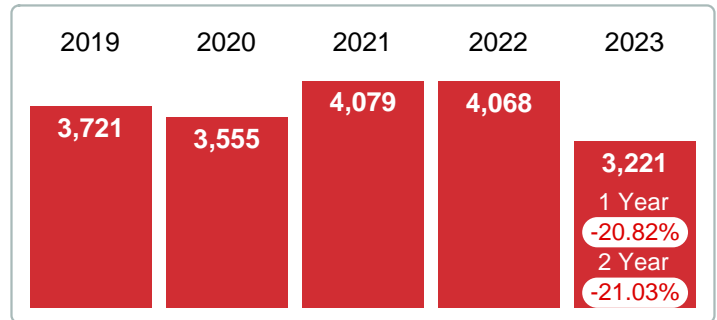
## PENDING LISTINGS

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

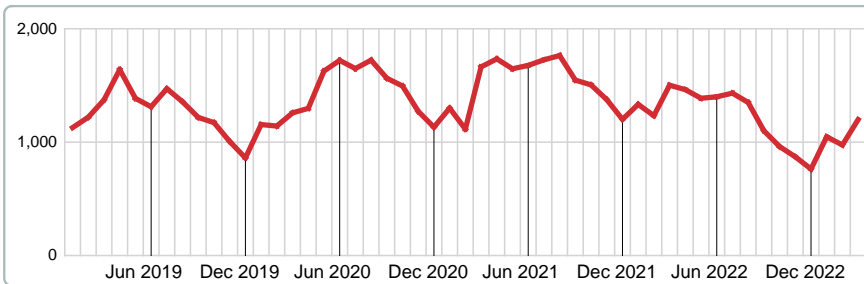
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1,399

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,199 below the 5 yr MAR average of 1,399



### 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	101	8.42%	28.8	55	38	4	4
\$100,001 - \$150,000	125	10.43%	33.4	37	75	13	0
\$150,001 - \$200,000	169	14.10%	24.7	14	130	21	4
\$200,001 - \$300,000	357	29.77%	27.2	25	249	77	6
\$300,001 - \$375,000	163	13.59%	38.6	6	75	74	8
\$375,001 - \$525,000	161	13.43%	51.0	2	66	73	20
\$525,001 and up	123	10.26%	57.1	1	30	71	21
<b>Total Pending Units</b>	<b>1,199</b>			<b>140</b>	<b>663</b>	<b>333</b>	<b>63</b>
<b>Total Pending Volume</b>	<b>362,806,388</b>	<b>100%</b>	<b>34.4</b>	<b>21.11M</b>	<b>173.83M</b>	<b>135.99M</b>	<b>31.88M</b>
<b>Average Listing Price</b>	<b>\$303,327</b>			<b>\$150,765</b>	<b>\$262,190</b>	<b>\$408,384</b>	<b>\$505,961</b>

# March 2023



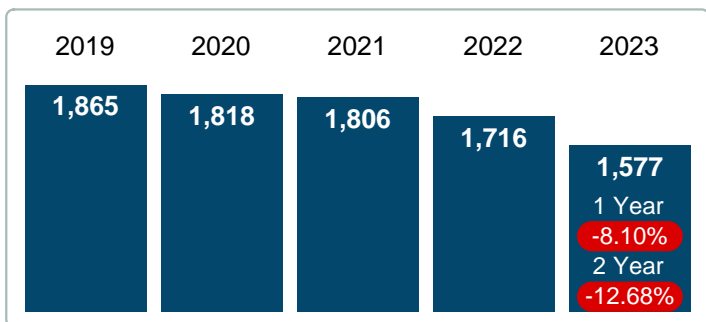
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



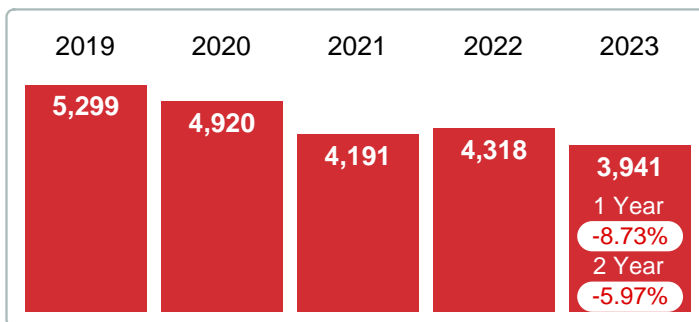
## NEW LISTINGS

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

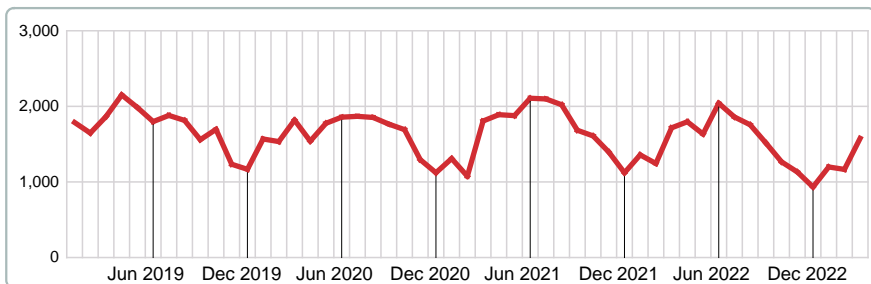
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

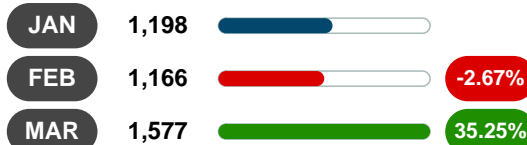


### 3 MONTHS

5 year MAR AVG = 1,756

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at **1,577**  
 below the 5 yr MAR average of **1,756**



### 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	120	7.61%	64	47	5	4
\$100,001 - \$175,000	229	14.52%	66	145	17	1
\$175,001 - \$225,000	214	13.57%	12	177	21	4
\$225,001 - \$325,000	414	26.25%	24	260	120	10
\$325,001 - \$425,000	246	15.60%	8	102	114	22
\$425,001 - \$550,000	190	12.05%	1	56	107	26
\$550,001 and up	164	10.40%	1	30	96	37
<b>Total New Listed Units</b>	<b>1,577</b>		<b>176</b>	<b>817</b>	<b>480</b>	<b>104</b>
<b>Total New Listed Volume</b>	<b>524,013,560</b>	<b>100%</b>	<b>27.01M</b>	<b>222.21M</b>	<b>213.74M</b>	<b>61.06M</b>
<b>Average New Listed Listing Price</b>	<b>\$299,954</b>		<b>\$153,477</b>	<b>\$271,978</b>	<b>\$445,282</b>	<b>\$587,115</b>

# March 2023



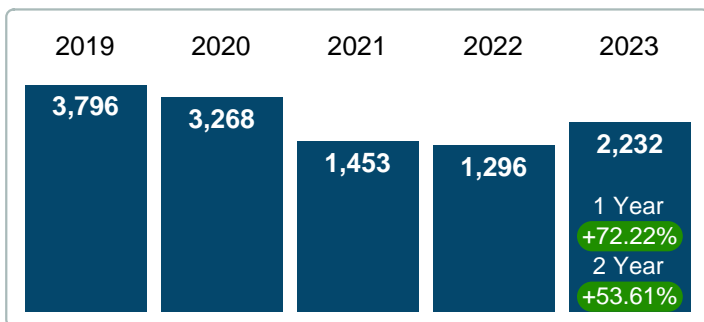
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



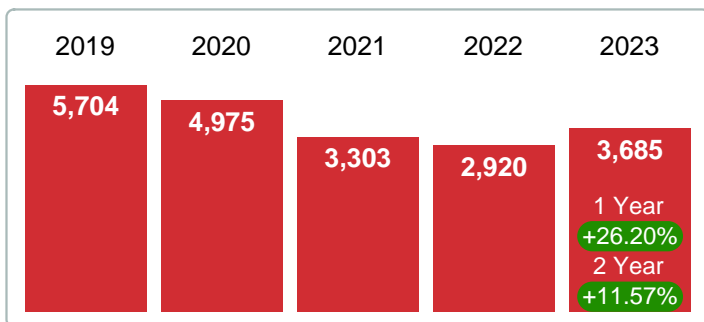
## ACTIVE INVENTORY

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

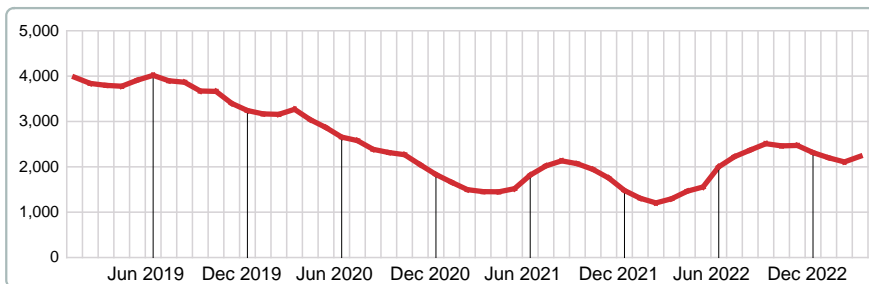
### END OF MARCH



### ACTIVE DURING MARCH



### 5 YEAR MARKET ACTIVITY TRENDS

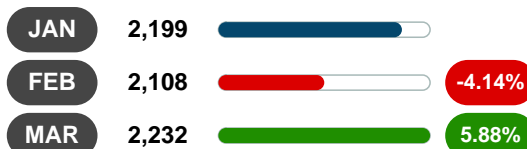


### 3 MONTHS

5 year MAR AVG = 2,409

High Jun 2019 4,017 Low Feb 2022 1,204

Inventory this month at 2,232 below the 5 yr MAR average of 2,409



### 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	227	10.17%	68.9	112	103	7	5
\$125,001 - \$200,000	226	10.13%	62.7	48	145	28	5
\$200,001 - \$275,000	300	13.44%	46.4	13	211	71	5
\$275,001 - \$425,000	623	27.91%	60.9	30	293	266	34
\$425,001 - \$525,000	327	14.65%	86.6	5	113	178	31
\$525,001 - \$675,000	307	13.75%	101.9	6	46	196	59
\$675,001 and up	222	9.95%	89.0	7	45	100	70
Total Active Inventory by Units			2,232	221	956	846	209
Total Active Inventory by Volume			939,160,993	48.48M	309.24M	422.70M	158.74M
Average Active Inventory Listing Price			\$420,771	\$219,372	\$323,472	\$499,650	\$759,508

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# March 2023



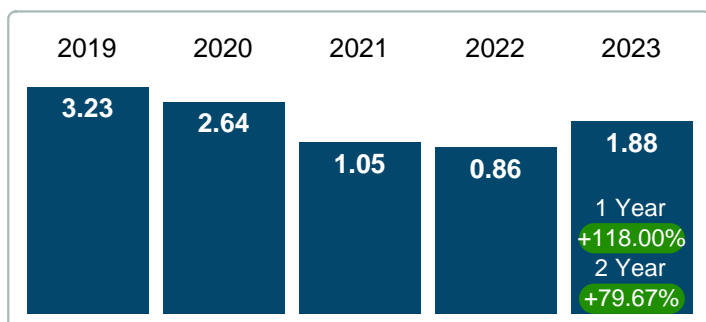
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



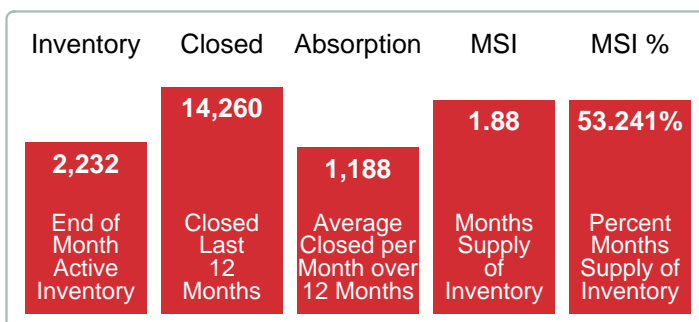
## MONTHS SUPPLY of INVENTORY (MSI)

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

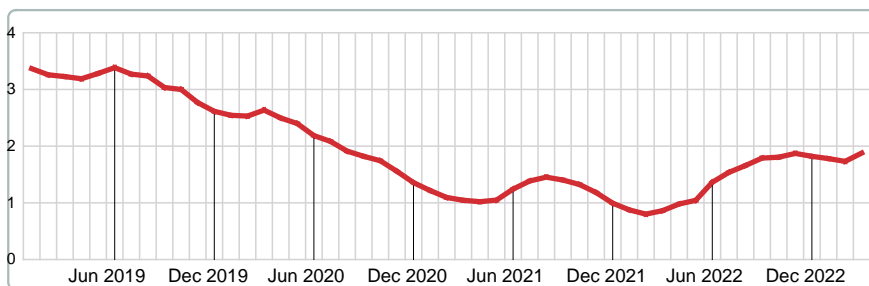
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023

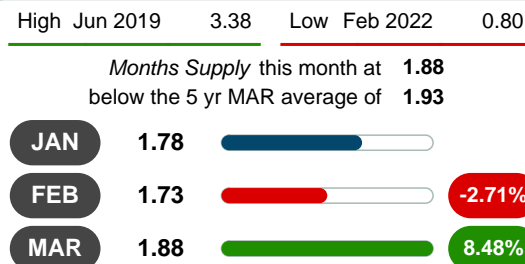


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 1.93



### 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	227	10.17%	1.47	1.52	1.43	0.86	4.62
\$125,001 - \$200,000	226	10.13%	0.89	1.26	0.77	1.12	2.50
\$200,001 - \$275,000	300	13.44%	1.03	0.82	1.00	1.19	1.28
\$275,001 - \$425,000	623	27.91%	2.12	3.08	2.13	2.04	2.16
\$425,001 - \$525,000	327	14.65%	3.68	3.00	4.20	3.52	3.21
\$525,001 - \$675,000	307	13.75%	5.05	10.29	4.25	5.18	5.09
\$675,001 and up	222	9.95%	4.85	12.00	7.11	4.14	4.77
Market Supply of Inventory (MSI)			1.88	1.58	1.46	2.52	3.56
Total Active Inventory by Units		100%	1.88	221	956	846	209

# March 2023



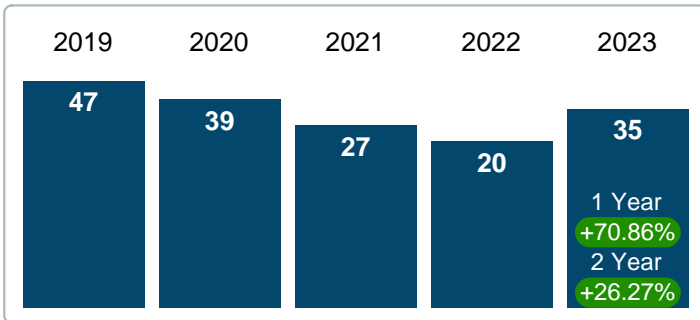
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



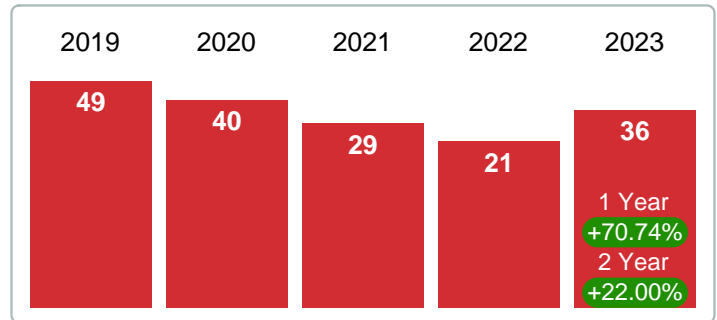
## AVERAGE DAYS ON MARKET TO SALE

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

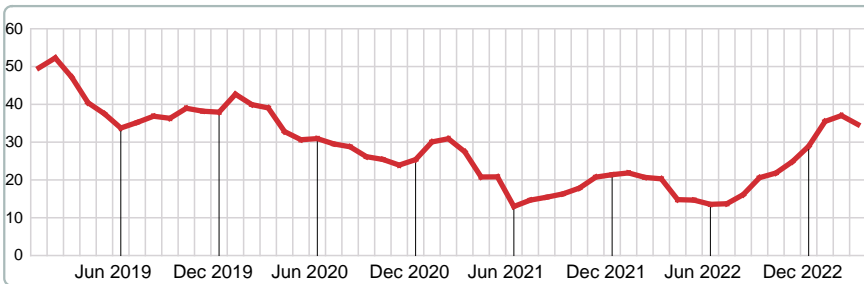
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

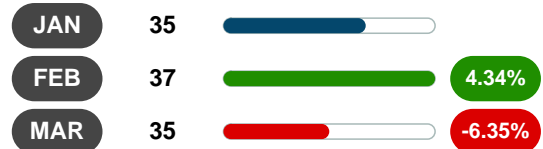


### 3 MONTHS

5 year MAR AVG = 34

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 35 above the 5 yr MAR average of 34



### 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	8.51%	30	23	38	39	47
\$100,001 - \$150,000	10.64%	24	19	23	41	0
\$150,001 - \$200,000	14.43%	20	22	17	39	9
\$200,001 - \$275,000	22.85%	32	30	29	38	161
\$275,001 - \$375,000	19.61%	34	3	32	37	54
\$375,001 - \$500,000	12.58%	46	11	33	52	59
\$500,001 and up	11.38%	61	3	69	59	58
<b>Average Closed DOM</b>		<b>35</b>				
<b>Total Closed Units</b>		<b>1,081</b>				
<b>Total Closed Volume</b>		<b>323,633,108</b>				
			<b>21</b>	<b>29</b>	<b>46</b>	<b>59</b>
			<b>126</b>	<b>583</b>	<b>314</b>	<b>58</b>
			<b>18.93M</b>	<b>149.27M</b>	<b>124.13M</b>	<b>31.31M</b>

# March 2023



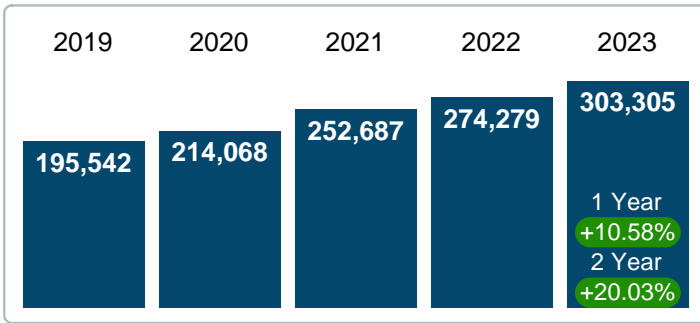
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



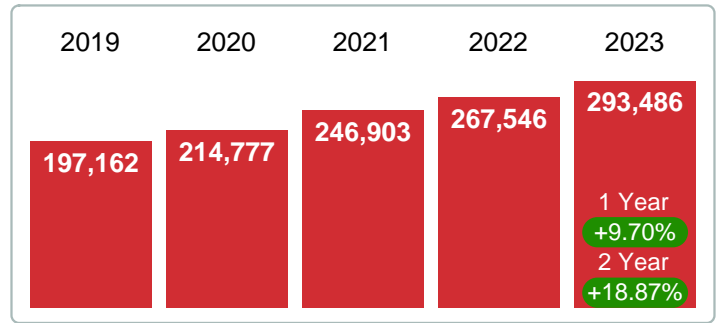
## AVERAGE LIST PRICE AT CLOSING

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

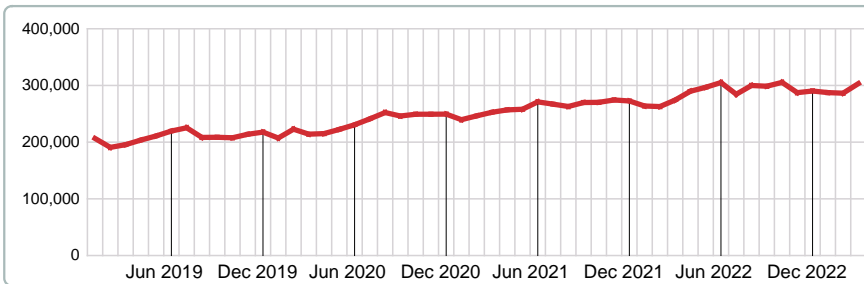
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 247,976

High Oct 2022 305,436    Low Feb 2019 190,775

Average List Price at Closing this month at **303,305**  
above the 5 yr MAR average of **247,976**

Month	Price	Change
JAN	287,382	
FEB	286,354	-0.36%
MAR	303,305	5.92%

## 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	8.79%	69,291	68,658	71,294	78,958	39,000
\$100,001 - \$150,000	9.90%	130,945	124,918	132,822	138,427	0
\$150,001 - \$200,000	14.80%	178,566	178,965	180,035	186,733	155,000
\$200,001 - \$275,000	21.83%	238,659	239,220	239,121	245,396	251,950
\$275,001 - \$375,000	20.35%	319,911	299,150	319,716	326,565	337,180
\$375,001 - \$500,000	12.95%	432,403	430,000	426,537	440,272	432,910
\$500,001 and up	11.38%	743,639	1,390,000	750,122	698,109	831,371
<b>Average List Price</b>		<b>303,305</b>	<b>152,801</b>	<b>258,604</b>	<b>400,778</b>	<b>551,879</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>303,305</b>	<b>126</b>	<b>583</b>	<b>314</b>	<b>58</b>
<b>Total Closed Volume</b>		<b>327,872,190</b>	<b>19.25M</b>	<b>150.77M</b>	<b>125.84M</b>	<b>32.01M</b>



# March 2023



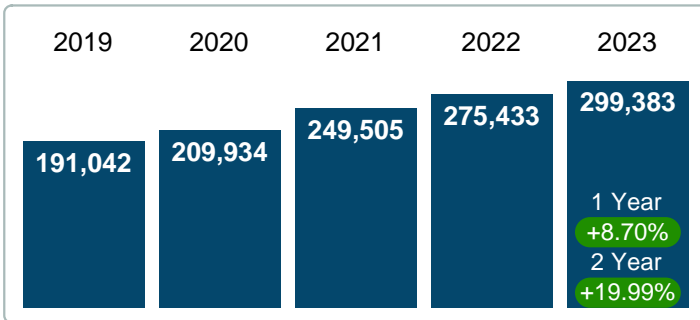
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



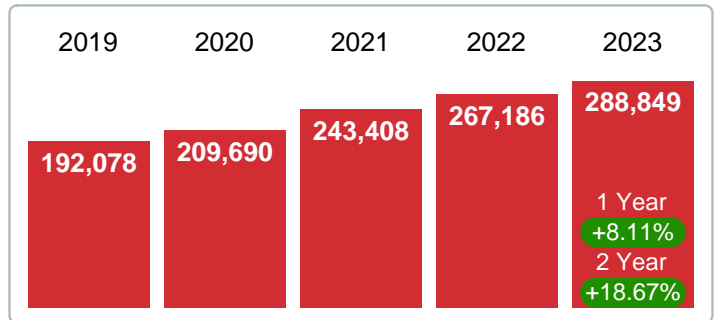
## AVERAGE SOLD PRICE AT CLOSING

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

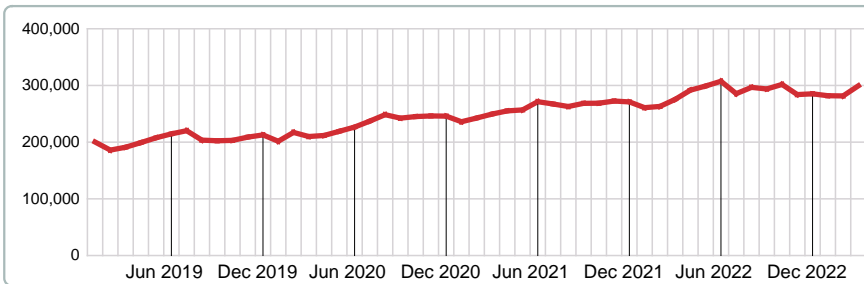
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

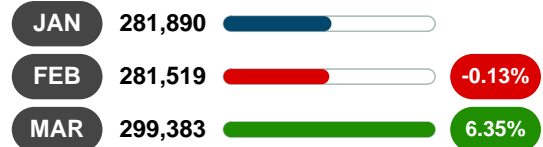


### 3 MONTHS

5 year MAR AVG = 245,059

High Jun 2022 307,402 Low Feb 2019 185,974

Average Sold Price at Closing this month at **299,383** above the 5 yr MAR average of **245,059**



## 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 <b>92</b>	8.51%	66,349	67,071	67,435	66,625	29,000
\$100,001 - \$150,000 <b>115</b>	10.64%	129,217	123,151	131,016	133,250	0
\$150,001 - \$200,000 <b>156</b>	14.43%	177,846	173,590	178,434	180,579	158,500
\$200,001 - \$275,000 <b>247</b>	22.85%	237,540	232,570	237,107	240,947	238,250
\$275,001 - \$375,000 <b>212</b>	19.61%	319,952	303,833	316,651	324,447	325,723
\$375,001 - \$500,000 <b>136</b>	12.58%	429,175	423,750	423,773	433,102	427,279
\$500,001 and up <b>123</b>	11.38%	732,154	1,400,000	741,946	690,324	812,755
<b>Average Sold Price</b>		<b>299,383</b>	<b>150,210</b>	<b>256,033</b>	<b>395,331</b>	<b>539,757</b>
<b>Total Closed Units</b>		<b>1,081</b>	<b>126</b>	<b>583</b>	<b>314</b>	<b>58</b>
<b>Total Closed Volume</b>		<b>323,633,108</b>	<b>18.93M</b>	<b>149.27M</b>	<b>124.13M</b>	<b>31.31M</b>

# March 2023



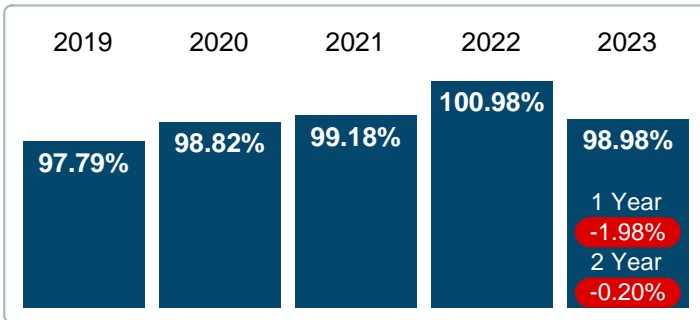
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



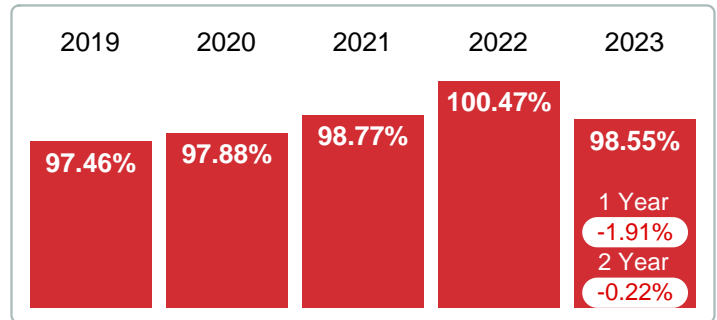
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

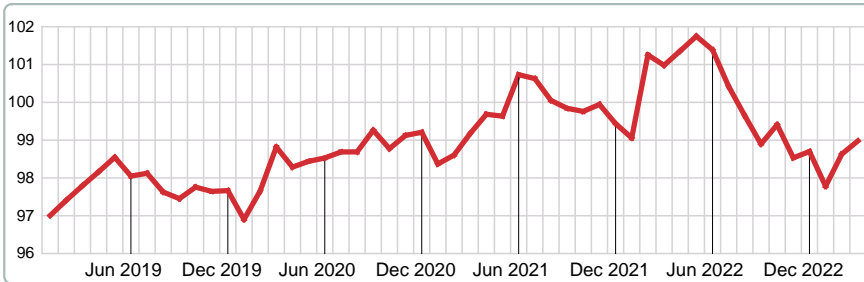
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

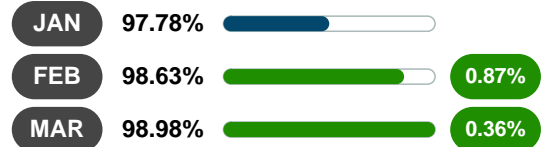


### 3 MONTHS

5 year MAR AVG = 99.15%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.98%** equal to 5 yr MAR average of **99.15%**



### 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	92	8.51%	97.68%	100.03%	97.44%	85.40%	80.00%
\$100,001 - \$150,000	115	10.64%	98.94%	99.29%	99.29%	96.23%	0.00%
\$150,001 - \$200,000	156	14.43%	98.73%	97.24%	99.27%	96.90%	102.41%
\$200,001 - \$275,000	247	22.85%	99.27%	97.38%	99.32%	99.93%	94.21%
\$275,001 - \$375,000	212	19.61%	99.31%	101.66%	99.33%	99.44%	96.69%
\$375,001 - \$500,000	136	12.58%	98.83%	98.55%	99.47%	98.48%	98.82%
\$500,001 and up	123	11.38%	99.30%	100.72%	99.31%	99.29%	99.28%
Average Sold/List Ratio		99.00%		99.13%	99.21%	98.68%	97.96%
Total Closed Units		1,081	100%	126	583	314	58
Total Closed Volume		323,633,108		18.93M	149.27M	124.13M	31.31M

# March 2023



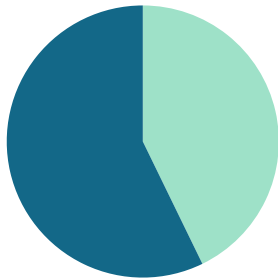
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

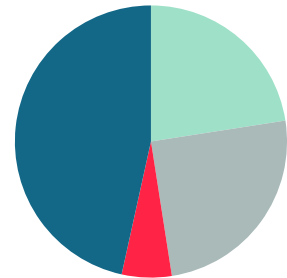


**Inventory**  
 New Listings  
**1,577 = 42.78%**  
 Start Inventory  
**2,109**  
 Total Inventory Units  
**3,686**  
 Volume  
**\$1,440,256,808**

### Market Activity

Closed Sales  
**1,081 = 22.54%**  
 Pending Sales  
**1,199 = 25.00%**  
 Other Off Market  
**284 = 5.92%**  
 Active Inventory  
**2,232 = 46.54%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,431	1,081	-24.46%	3,666	2,670	-27.17%
Pending Sales	1,502	1,199	-20.17%	4,068	3,221	-20.82%
New Listings	1,716	1,577	-8.10%	4,318	3,941	-8.73%
Average List Price	274,279	303,305	+10.58%	267,546	293,486	+9.70%
Average Sale Price	275,433	299,383	+8.70%	267,186	288,849	+8.11%
Average Percent of Selling Price to List Price	100.98%	98.98%	-1.98%	100.47%	98.55%	-1.91%
Average Days on Market to Sale	20.29	34.68	+70.86%	20.89	35.67	+70.74%
Monthly Inventory	1,302	2,232	+71.43%	1,302	2,232	+71.43%
Months Supply of Inventory	0.87	1.88	+116.99%	0.87	1.88	+116.99%

**Absorption:** Last 12 months, an Average of **1,188** Sales/Month

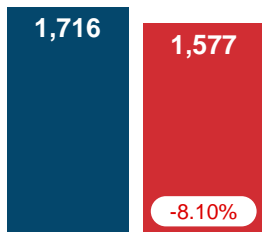
**Inventory** on March 31, 2023 = **2,232**

**2022** **2023**

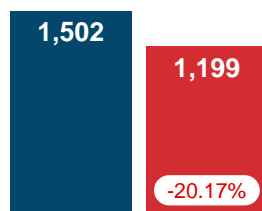
### MARCH MARKET

### AVERAGE PRICES

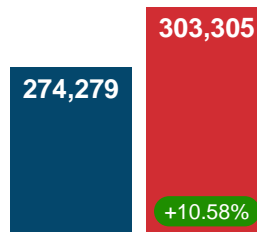
#### New Listings



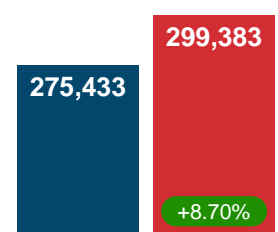
#### Pending Listings



#### List Price



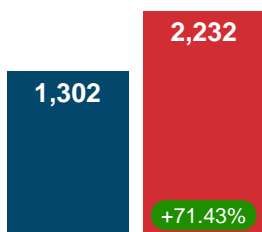
#### Sale Price



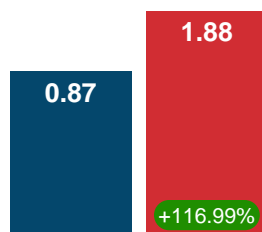
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

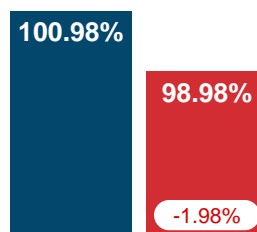
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

