

March 2023



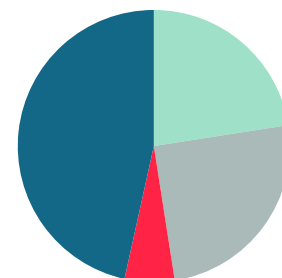
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	230,000	255,000	10.87%
Median Sale Price	235,000	255,000	8.51%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	11.00	120.00%
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.

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 **8.51%** in March 2023 to \$255,000 versus the previous year at \$235,000.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 6.00 days or **120.00%** in March 2023 compared to last year's same month at **5.00** DOM.

Sales Success for March 2023 is Positive

Overall, with Median 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.

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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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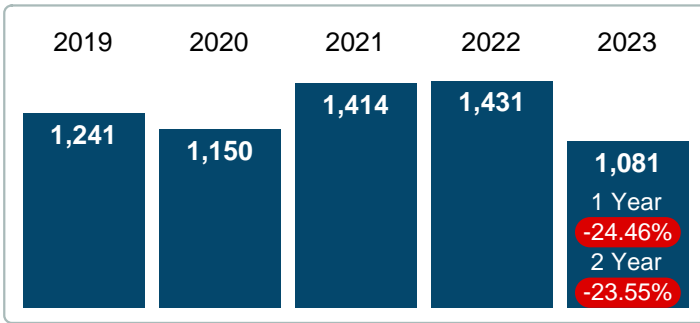
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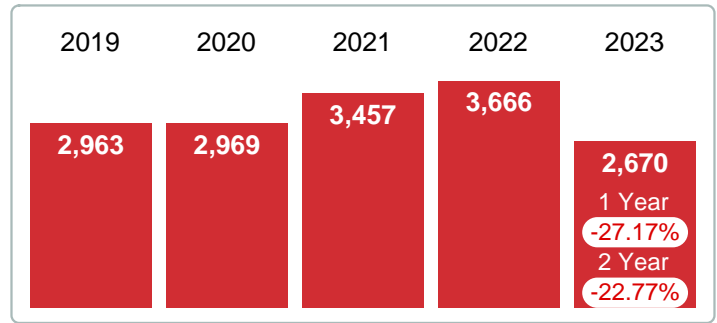
CLOSED LISTINGS

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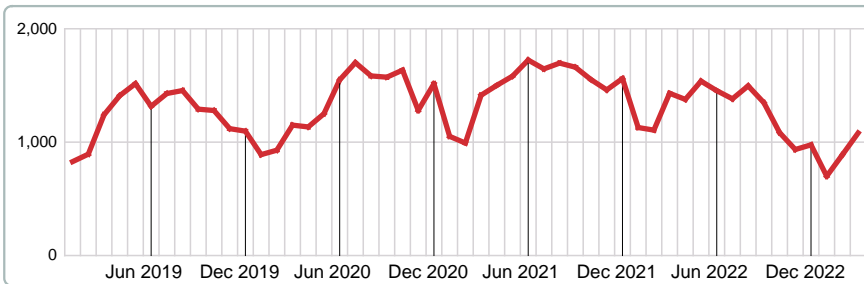
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

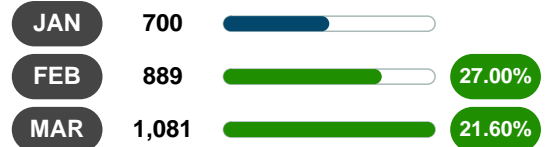


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	92	8.51%	12.0	50	34	6	2
\$100,001 - \$150,000	115	10.64%	10.0	30	72	13	0
\$150,001 - \$200,000	156	14.43%	5.0	20	113	21	2
\$200,001 - \$275,000	247	22.85%	11.0	15	185	45	2
\$275,001 - \$375,000	212	19.61%	9.5	6	108	88	10
\$375,001 - \$500,000	136	12.58%	22.0	4	42	72	18
\$500,001 and up	123	11.38%	27.0	1	29	69	24
Total Closed Units	1,081			126	583	314	58
Total Closed Volume	323,633,108	100%	11.0	18.93M	149.27M	124.13M	31.31M
Median Closed Price	\$255,000			\$117,875	\$226,000	\$351,774	\$450,000

March 2023



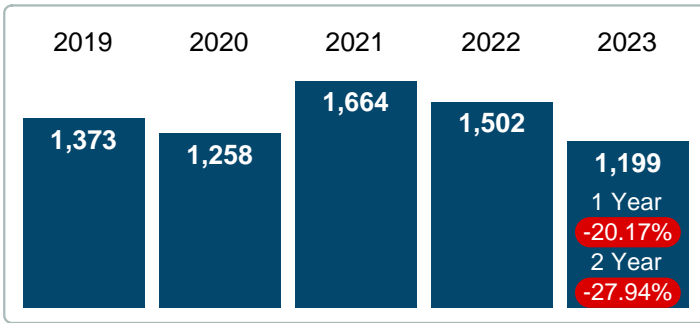
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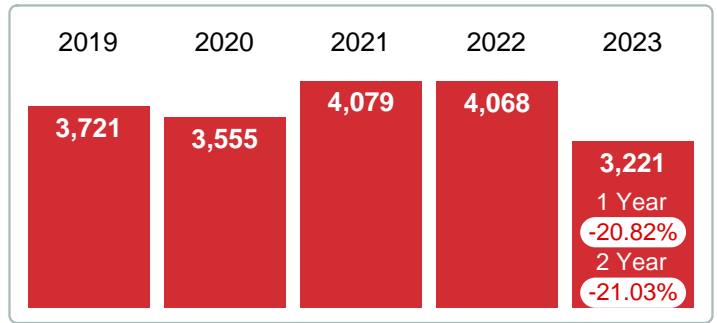
PENDING LISTINGS

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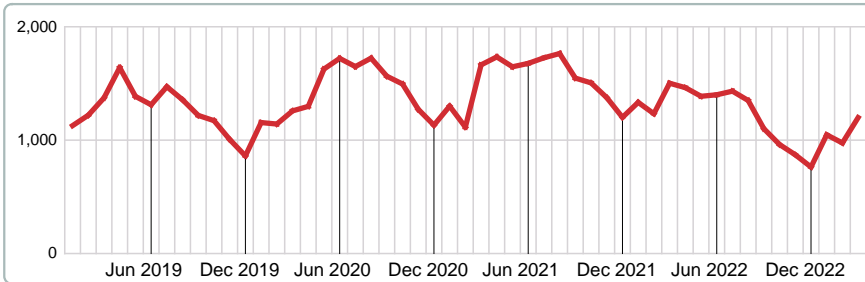
MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	101	8.42%	12.0	55	38	4	4
\$100,001 - \$150,000	125	10.43%	8.0	37	75	13	0
\$150,001 - \$200,000	169	14.10%	8.0	14	130	21	4
\$200,001 - \$300,000	357	29.77%	11.0	25	249	77	6
\$300,001 - \$375,000	163	13.59%	17.0	6	75	74	8
\$375,001 - \$525,000	161	13.43%	17.0	2	66	73	20
\$525,001 and up	123	10.26%	21.0	1	30	71	21
Total Pending Units	1,199			140	663	333	63
Total Pending Volume	362,806,388	100%	12.0	21.11M	173.83M	135.99M	31.88M
Median Listing Price	\$252,900			\$125,000	\$229,000	\$354,900	\$429,900

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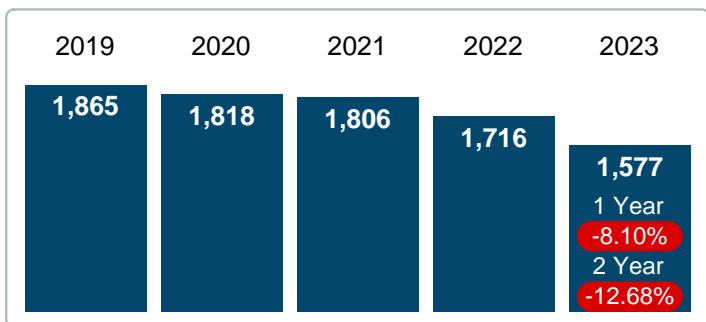
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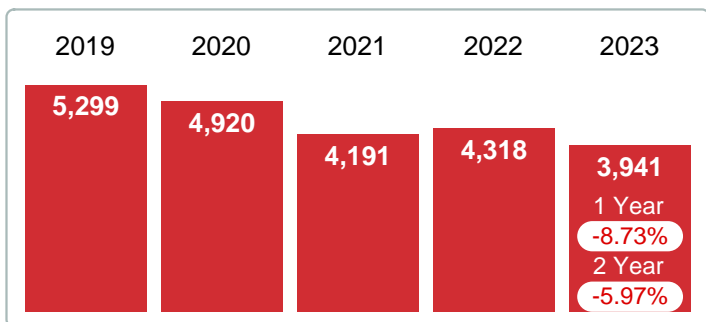
NEW LISTINGS

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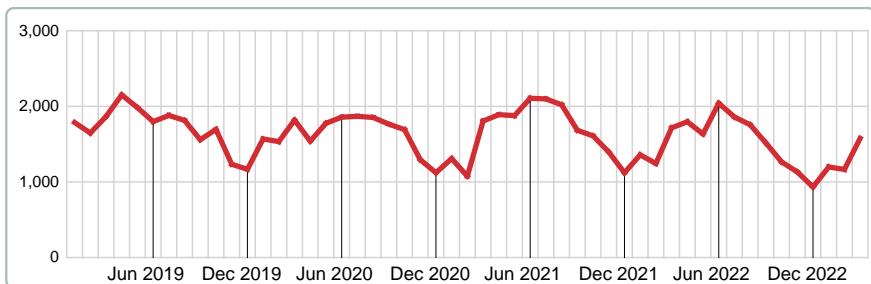
MARCH



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
Total New Listed Units	1,577		176	817	480	104
Total New Listed Volume	524,013,560	100%	27.01M	222.21M	213.74M	61.06M
Median New Listed Listing Price	\$275,000		\$125,000	\$236,500	\$385,000	\$490,420

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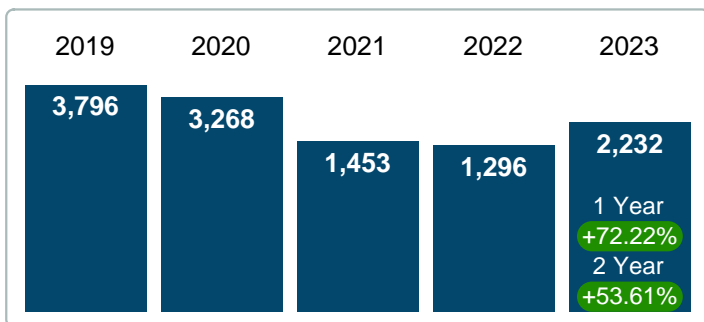
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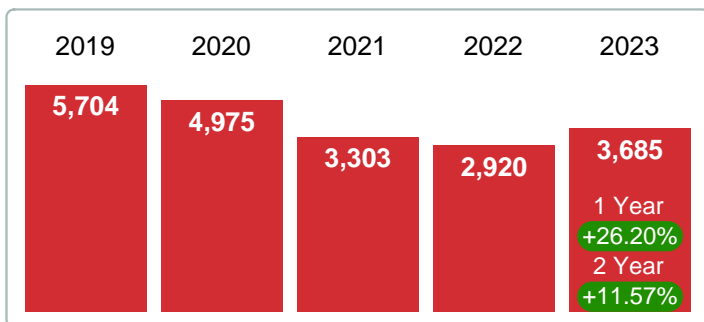
ACTIVE INVENTORY

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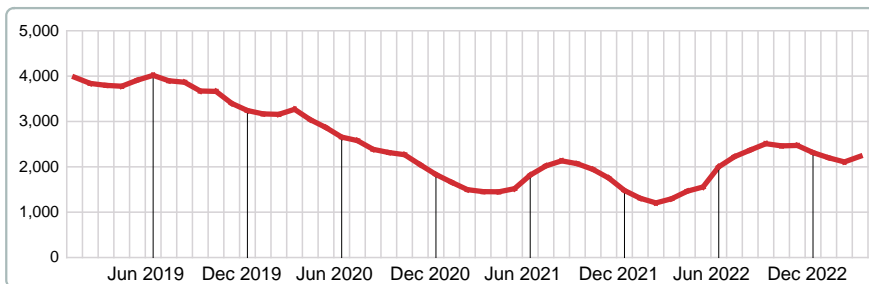
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

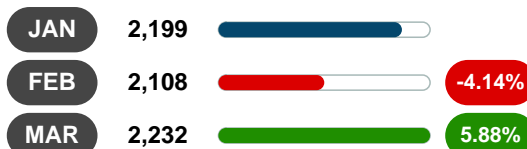


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$125,000 and less	227	10.17%	35.0	112	103	7	5	
\$125,001 - \$200,000	226	10.13%	29.0	48	145	28	5	
\$200,001 - \$275,000	300	13.44%	28.0	13	211	71	5	
\$275,001 - \$425,000	623	27.91%	39.0	30	293	266	34	
\$425,001 - \$525,000	327	14.65%	64.0	5	113	178	31	
\$525,001 - \$675,000	307	13.75%	80.0	6	46	196	59	
\$675,001 and up	222	9.95%	57.5	7	45	100	70	
Total Active Inventory by Units		2,232		221	956	846	209	
Total Active Inventory by Volume		939,160,993	100%	44.0	48.48M	309.24M	422.70M	158.74M
Median Active Inventory Listing Price		\$355,803			\$125,000	\$284,945	\$475,000	\$559,900

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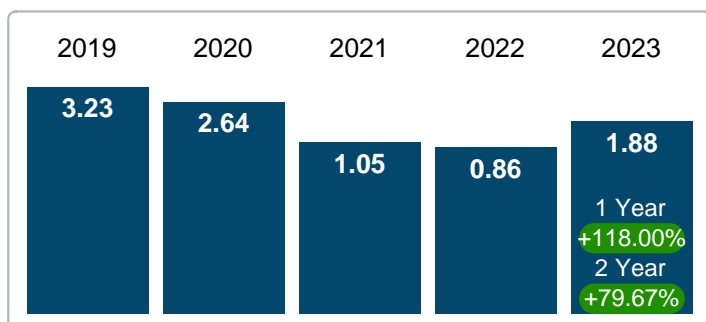
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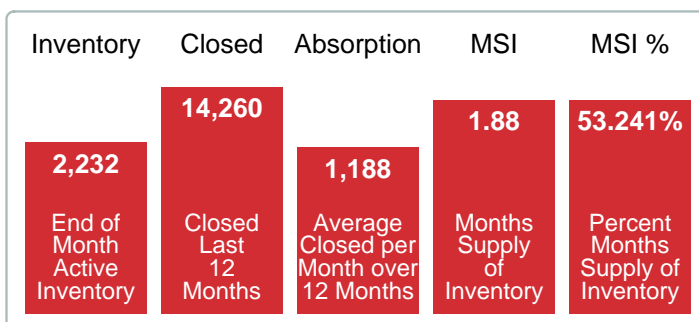
MONTHS SUPPLY of INVENTORY (MSI)

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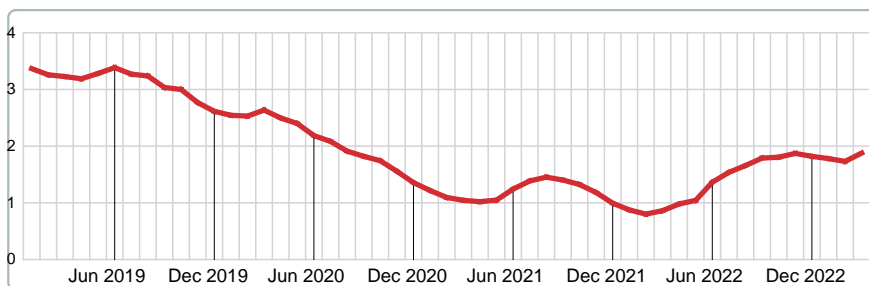
MSI FOR MARCH



INDICATORS FOR MARCH 2023

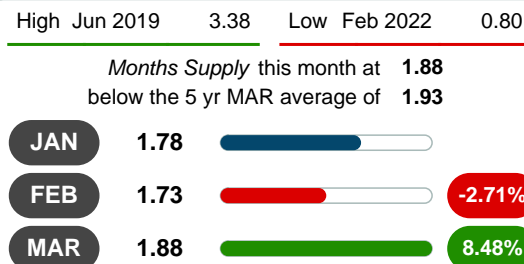


5 YEAR MARKET ACTIVITY TRENDS



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



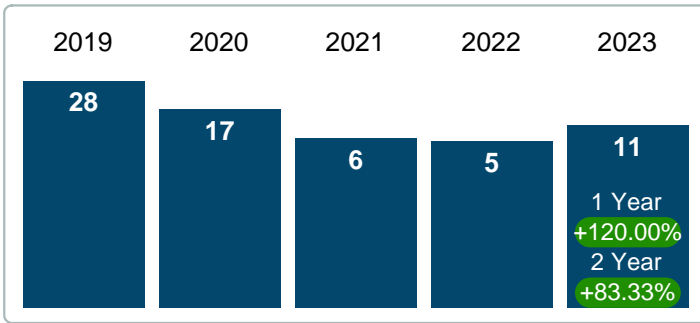
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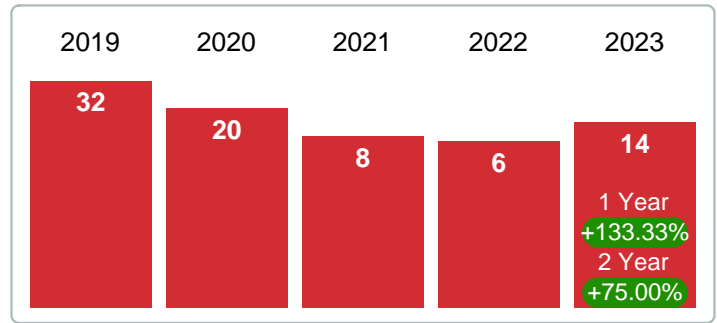
MEDIAN DAYS ON MARKET TO SALE

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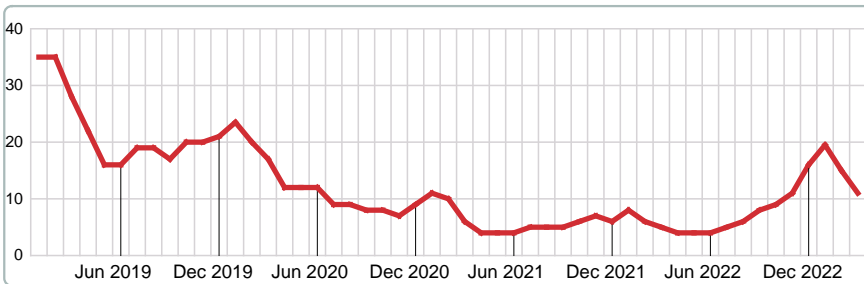
MARCH



YEAR TO DATE (YTD)

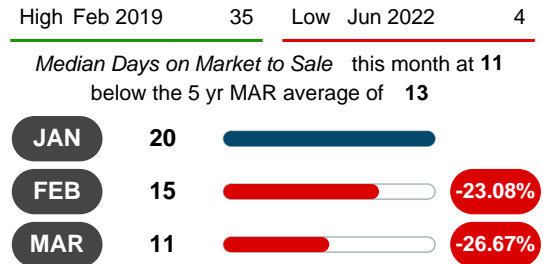


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 13



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
\$100,000 and less	8.51%	12	12	13	23	47
\$100,001 - \$150,000	10.64%	10	7	11	27	0
\$150,001 - \$200,000	14.43%	5	7	5	14	9
\$200,001 - \$275,000	22.85%	11	11	8	18	161
\$275,001 - \$375,000	19.61%	10	2	10	12	38
\$375,001 - \$500,000	12.58%	22	11	7	37	45
\$500,001 and up	11.38%	27	3	24	30	33
Median Closed DOM		11	8	8	21	38
Total Closed Units	100%	1,081	126	583	314	58
Total Closed Volume		323,633,108	18.93M	149.27M	124.13M	31.31M

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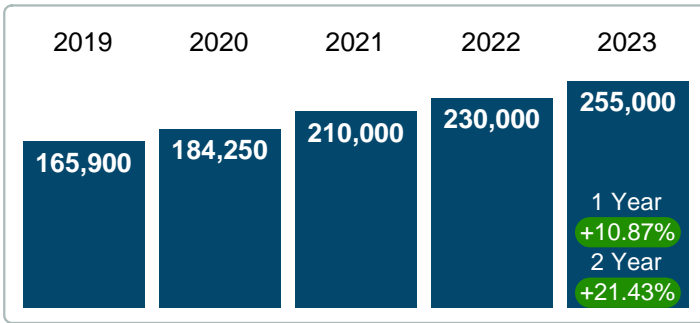
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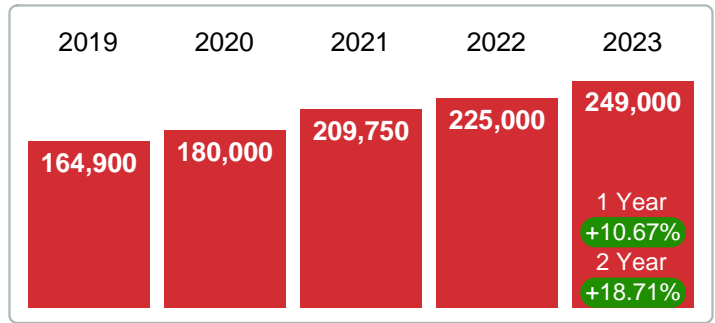
MEDIAN LIST PRICE AT CLOSING

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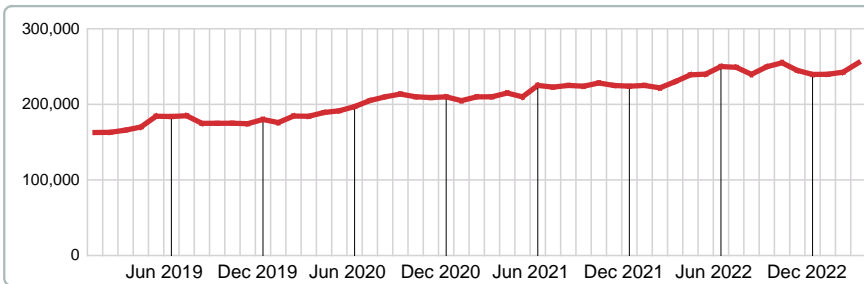
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

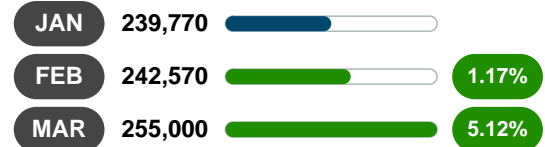


3 MONTHS

5 year MAR AVG = 209,030

High Mar 2023 255,000 Low Jan 2019 162,725

Median List Price at Closing this month at **255,000**
above the 5 yr MAR average of **209,030**



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	95	8.79%	75,000	75,000	75,000	80,000	39,000
\$100,001 - \$150,000	107	9.90%	130,000	125,000	131,250	143,000	145,000
\$150,001 - \$200,000	160	14.80%	179,000	175,000	179,500	180,000	165,000
\$200,001 - \$275,000	236	21.83%	239,900	230,000	239,900	245,000	251,950
\$275,001 - \$375,000	220	20.35%	315,000	298,500	309,900	319,900	335,000
\$375,001 - \$500,000	140	12.95%	429,000	425,000	419,900	435,000	401,049
\$500,001 and up	123	11.38%	649,000	1,390,000	630,000	630,000	665,054
Median List Price			255,000	120,000	229,760	359,500	465,000
Total Closed Units		100%	255,000	126	583	314	58
Total Closed Volume			327,872,190	19.25M	150.77M	125.84M	32.01M

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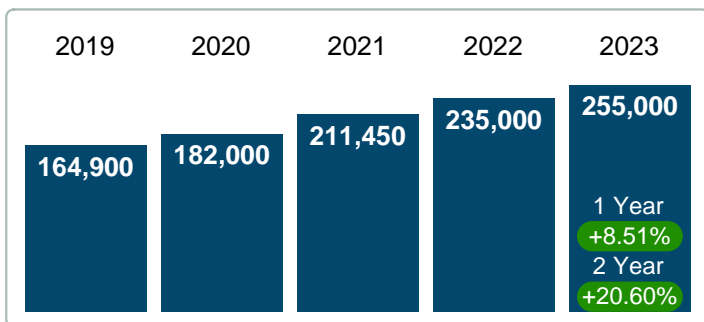
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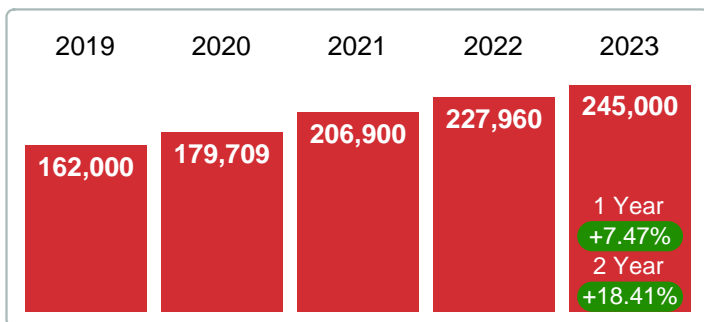
MEDIAN SOLD PRICE AT CLOSING

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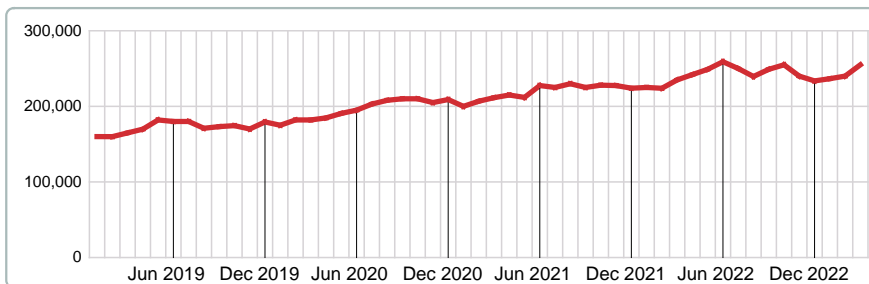
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

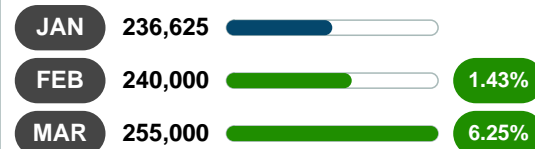


3 MONTHS

5 year MAR AVG = 209,670

High Jun 2022 259,000 Low Feb 2019 159,900

Median Sold Price at Closing this month at **255,000** above the 5 yr MAR average of **209,670**



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	92	8.51%	70,000	75,000	69,950	69,875	29,000
\$100,001 - \$150,000	115	10.64%	130,000	120,000	132,750	135,000	0
\$150,001 - \$200,000	156	14.43%	178,500	174,400	180,000	179,900	158,500
\$200,001 - \$275,000	247	22.85%	239,000	225,000	237,500	241,500	238,250
\$275,001 - \$375,000	212	19.61%	316,500	300,500	310,000	324,685	331,250
\$375,001 - \$500,000	136	12.58%	425,000	422,500	410,950	436,000	412,500
\$500,001 and up	123	11.38%	624,000	1,400,000	603,000	620,000	677,450
Median Sold Price			255,000	117,875	226,000	351,774	450,000
Total Closed Units		100%	255,000	126	583	314	58
Total Closed Volume			323,633,108	18.93M	149.27M	124.13M	31.31M

March 2023



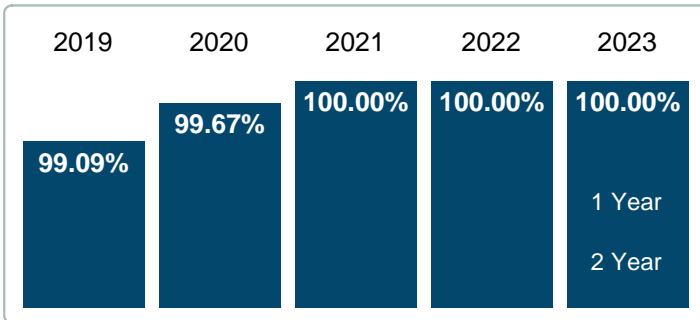
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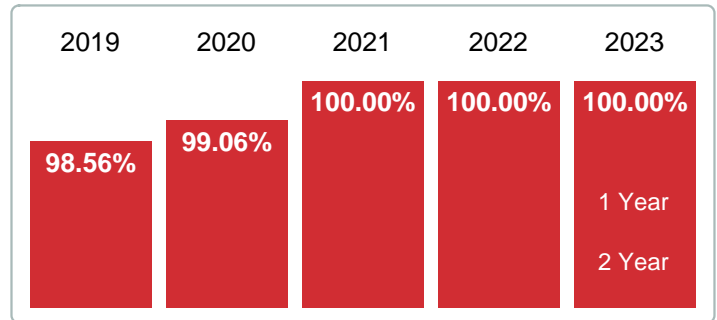
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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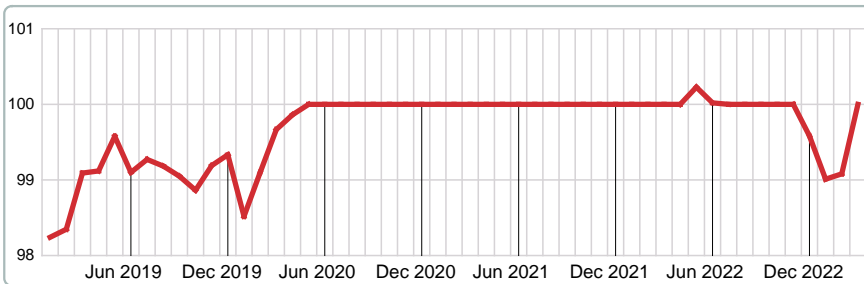
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

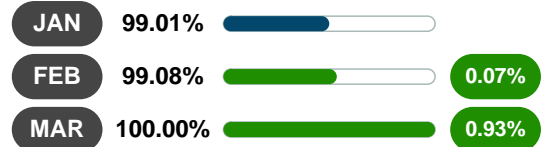


3 MONTHS

5 year MAR AVG = 99.75%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr MAR average of **99.75%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS 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	92	8.51%	98.49%	98.95%	96.30%	86.68%	80.00%
\$100,001 - \$150,000	115	10.64%	100.00%	100.00%	100.00%	96.67%	0.00%
\$150,001 - \$200,000	156	14.43%	100.00%	98.88%	100.00%	97.32%	102.41%
\$200,001 - \$275,000	247	22.85%	100.00%	98.94%	100.00%	98.00%	94.21%
\$275,001 - \$375,000	212	19.61%	100.00%	101.51%	100.00%	100.00%	98.05%
\$375,001 - \$500,000	136	12.58%	100.00%	98.36%	100.00%	99.49%	100.00%
\$500,001 and up	123	11.38%	100.00%	100.72%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		99.70%	100.00%	100.00%	100.00%
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



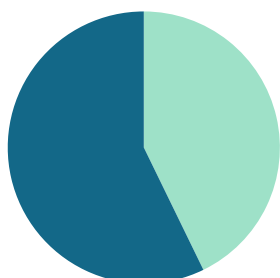
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

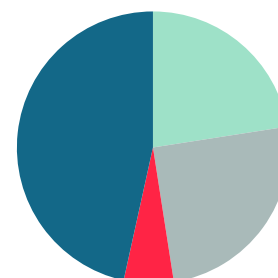


Inventory
 New Listings
1,577 = 42.78%
 Start Inventory
2,109
 Total Inventory Units
3,686
 Volume
\$1,440,256,808

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%
Median List Price	230,000	255,000	10.87%	225,000	249,000	10.67%
Median Sale Price	235,000	255,000	8.51%	227,960	245,000	7.47%
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	11.00	120.00%	6.00	14.00	133.33%
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

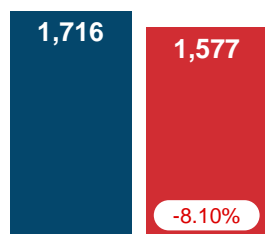
Inventory on March 31, 2023 = **2,232**

2022 **2023**

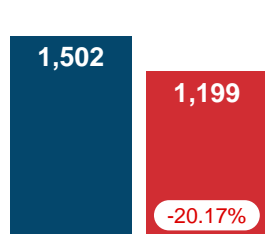
MARCH MARKET

MEDIAN PRICES

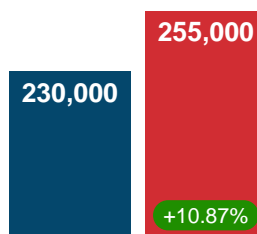
New Listings



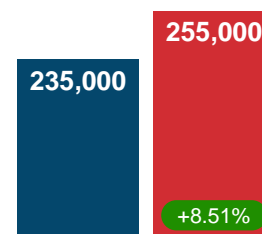
Pending Listings



List Price



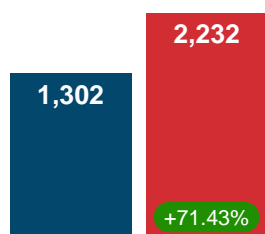
Sale Price



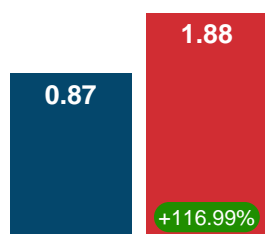
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

