

May 2023



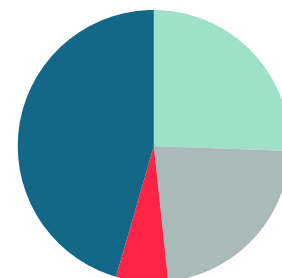
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	May 2023	+/-%
Closed Listings	1,538	1,307	-15.02%
Pending Listings	1,387	1,162	-16.22%
New Listings	1,634	1,532	-6.24%
Average List Price	296,703	312,693	5.39%
Average Sale Price	299,027	309,517	3.51%
Average Percent of Selling Price to List Price	101.75%	99.28%	-2.42%
Average Days on Market to Sale	14.66	29.37	100.34%
End of Month Inventory	1,562	2,326	48.91%
Months Supply of Inventory	1.05	2.04	94.58%



■ Closed (25.58%)
■ Pending (22.74%)
■ Other OffMarket (6.16%)
■ Active (45.52%)

Absorption: Last 12 months, an Average of **1,140** Sales/Month
Active Inventory as of May 31, 2023 = **2,326**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of May 2023 rose **48.91%** to 2,326 existing homes available for sale. Over the last 12 months this area has had an average of 1,140 closed sales per month. This represents an unsold inventory index of **2.04** 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 **3.51%** in May 2023 to \$309,517 versus the previous year at \$299,027.

Average Days on Market Lengthens

The average number of **29.37** days that homes spent on the market before selling increased by 14.71 days or **100.34%** in May 2023 compared to last year's same month at **14.66** DOM.

Sales Success for May 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 1,532 New Listings in May 2023, down **6.24%** from last year at 1,634. Furthermore, there were 1,307 Closed Listings this month versus last year at 1,538, a **-15.02%** decrease.

Closed versus Listed trends yielded a **85.3%** ratio, down from previous year's, May 2022, at **94.1%**, a **9.36%** 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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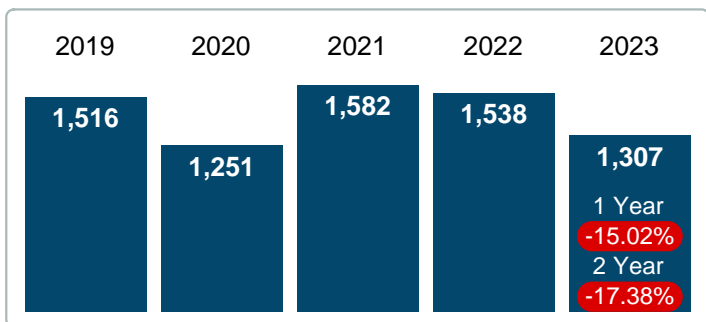
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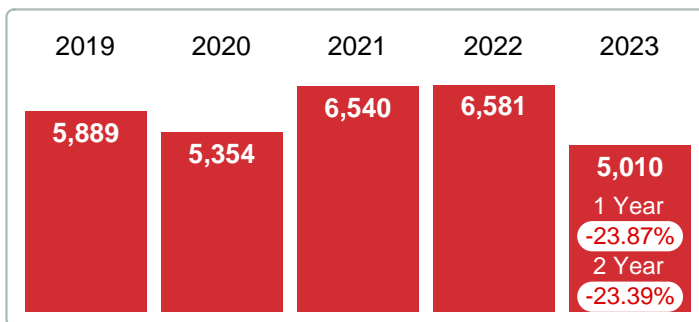
CLOSED LISTINGS

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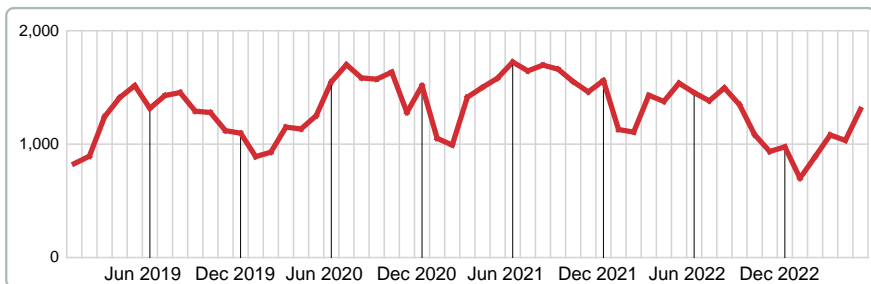
MAY



YEAR TO DATE (YTD)

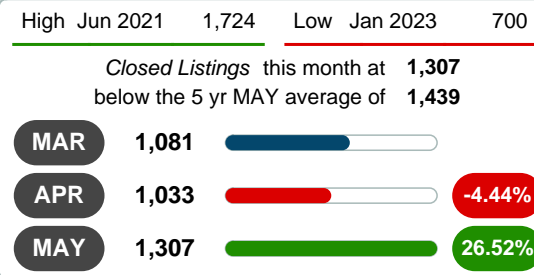


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,439



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	108	8.26%	23.8	55	51	1	1
\$100,001 - \$175,000	177	13.54%	18.3	44	114	18	1
\$175,001 - \$225,000	186	14.23%	21.4	17	153	15	1
\$225,001 - \$300,000	334	25.55%	22.4	15	222	92	5
\$300,001 - \$375,000	170	13.01%	33.9	5	74	78	13
\$375,001 - \$525,000	194	14.84%	43.2	7	69	96	22
\$525,001 and up	138	10.56%	50.4	1	30	75	32
Total Closed Units	1,307			144	713	375	75
Total Closed Volume	404,538,381	100%	29.4	22.35M	182.88M	159.15M	40.17M
Average Closed Price	\$309,517			\$155,175	\$256,488	\$424,399	\$535,569

May 2023



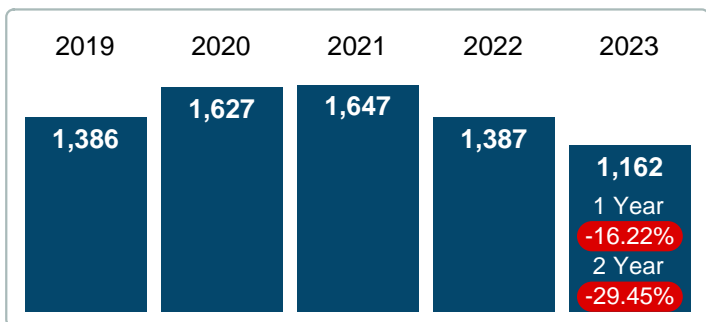
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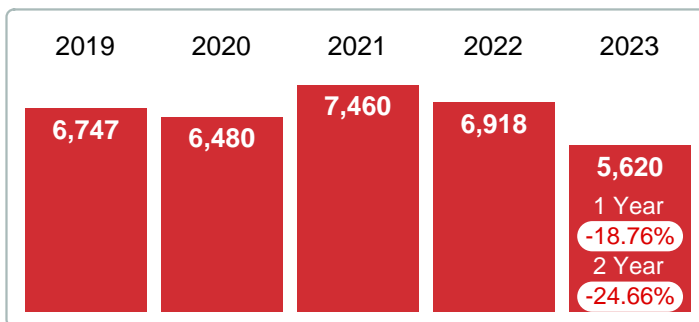
PENDING LISTINGS

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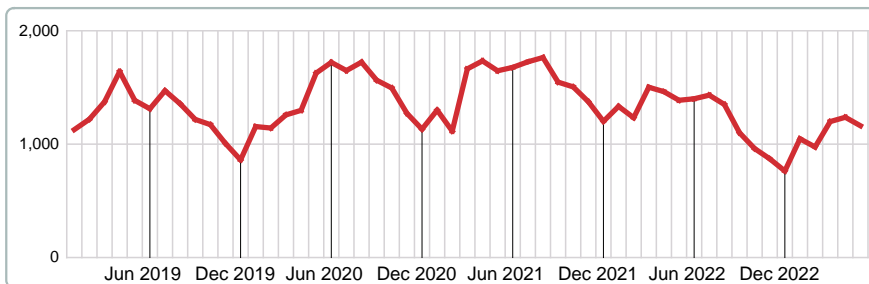
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,442

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,162 below the 5 yr MAY average of 1,442



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	83	7.14%	30.8	43	37	2	1
\$100,001 - \$150,000	129	11.10%	21.5	38	85	5	1
\$150,001 - \$225,000	237	20.40%	17.9	22	181	26	8
\$225,001 - \$300,000	247	21.26%	23.5	10	179	55	3
\$300,001 - \$375,000	176	15.15%	33.7	6	75	85	10
\$375,001 - \$525,000	177	15.23%	48.6	9	44	107	17
\$525,001 and up	113	9.72%	37.2	5	14	59	35
Total Pending Units	1,162			133	615	339	75
Total Pending Volume	363,450,363	100%	28.7	24.10M	150.66M	142.99M	45.70M
Average Listing Price	\$315,349			\$181,211	\$244,972	\$421,797	\$609,365

May 2023



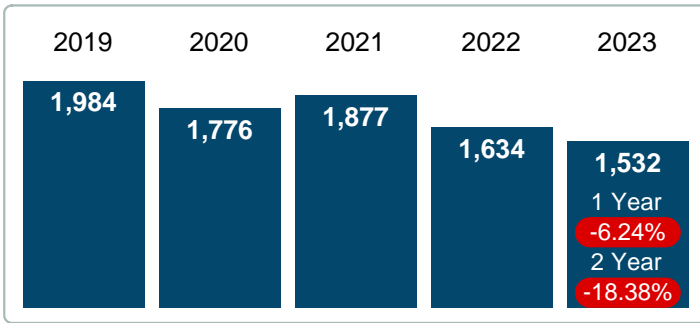
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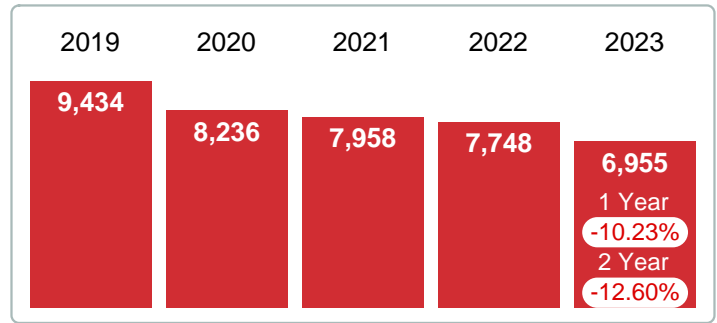
NEW LISTINGS

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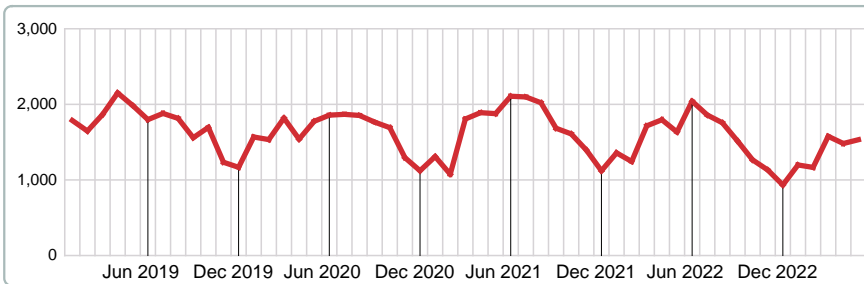
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,761

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at **1,532**
 below the 5 yr MAY average of **1,761**



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	115	7.51%	62	49	4	0
\$100,001 - \$175,000	234	15.27%	58	157	17	2
\$175,001 - \$225,000	194	12.66%	14	151	25	4
\$225,001 - \$300,000	347	22.65%	16	226	95	10
\$300,001 - \$400,000	294	19.19%	12	113	152	17
\$400,001 - \$575,000	191	12.47%	7	58	108	18
\$575,001 and up	157	10.25%	3	23	86	45
Total New Listed Units	1,532		172	777	487	96
Total New Listed Volume	526,307,287	100%	29.29M	210.54M	217.33M	69.15M
Average New Listed Listing Price	\$304,866		\$170,275	\$270,970	\$446,253	\$720,323

May 2023



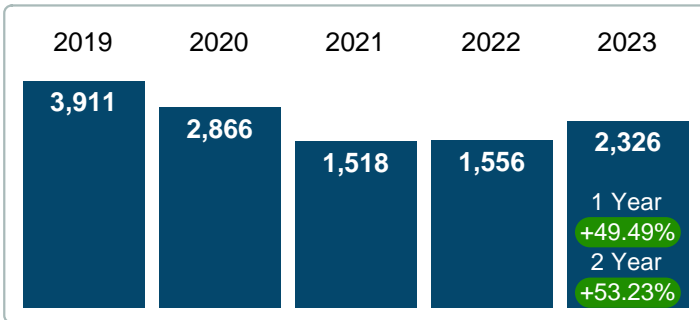
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



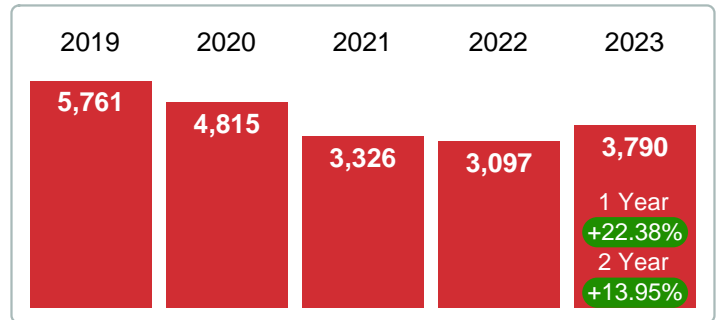
ACTIVE INVENTORY

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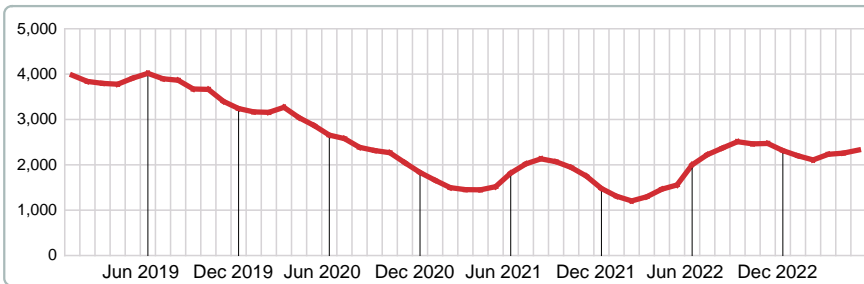
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 2,435

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

Inventory this month at **2,326**
below the 5 yr MAY average of **2,435**



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	225	9.67%	71.9	120	91	9	5
\$125,001 - \$200,000	240	10.32%	55.1	52	156	30	2
\$200,001 - \$275,000	308	13.24%	46.4	12	206	81	9
\$275,001 - \$425,000	641	27.56%	58.2	25	298	288	30
\$425,001 - \$525,000	327	14.06%	95.9	9	128	165	25
\$525,001 - \$700,000	351	15.09%	110.8	4	63	221	63
\$700,001 and up	234	10.06%	82.6	6	38	108	82
Total Active Inventory by Units			2,326	228	980	902	216
Total Active Inventory by Volume			1,035,308,782	47.36M	330.90M	459.62M	197.44M
Average Active Inventory Listing Price			\$445,103	\$207,703	\$337,653	\$509,552	\$914,061

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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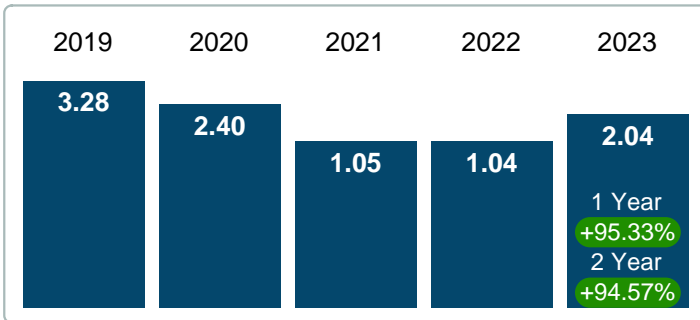
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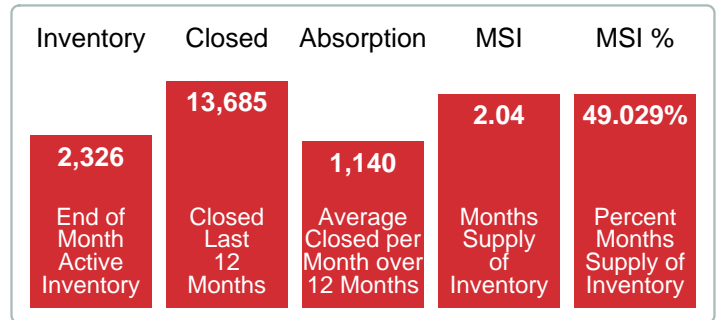
MONTHS SUPPLY of INVENTORY (MSI)

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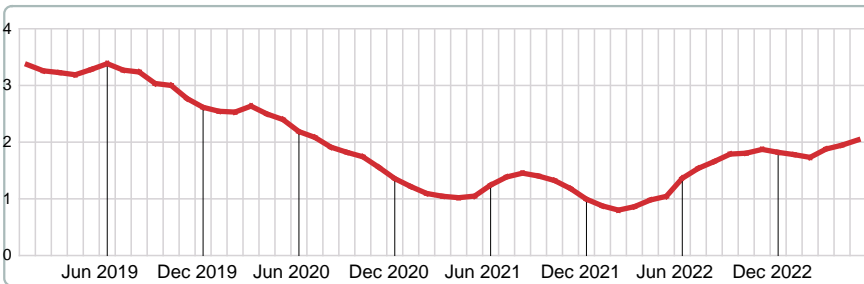
MSI FOR MAY



INDICATORS FOR MAY 2023

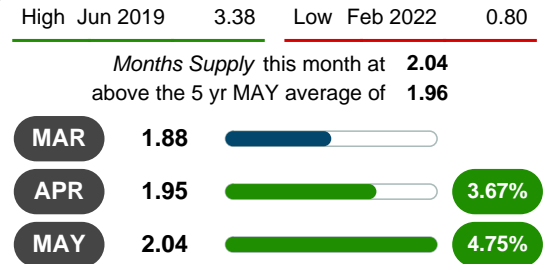


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1.96



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	225	9.67%	1.55	1.74	1.35	1.14	4.29
\$125,001 - \$200,000	240	10.32%	0.99	1.43	0.86	1.27	0.89
\$200,001 - \$275,000	308	13.24%	1.12	0.80	1.02	1.49	2.25
\$275,001 - \$425,000	641	27.56%	2.23	2.54	2.23	2.26	1.87
\$425,001 - \$525,000	327	14.06%	3.81	4.32	4.83	3.46	2.61
\$525,001 - \$700,000	351	15.09%	5.34	6.00	4.97	5.45	5.32
\$700,001 and up	234	10.06%	5.99	10.29	6.51	5.29	6.69
Market Supply of Inventory (MSI)			2.04	1.71	1.56	2.80	3.78
Total Active Inventory by Units		100%	2,326	228	980	902	216

May 2023



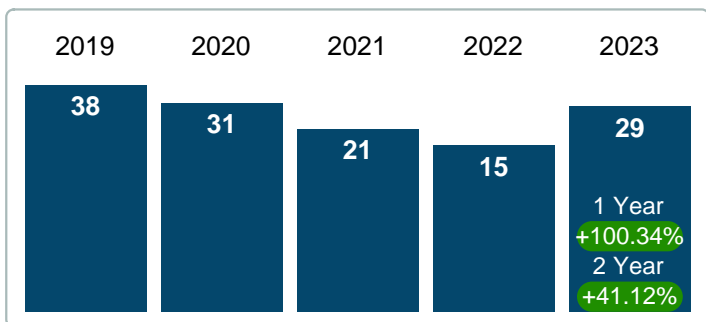
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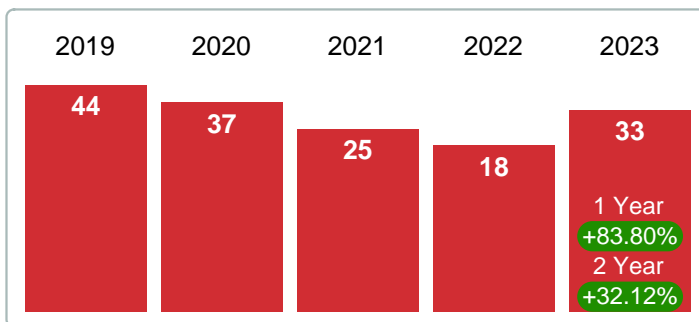
AVERAGE DAYS ON MARKET TO SALE

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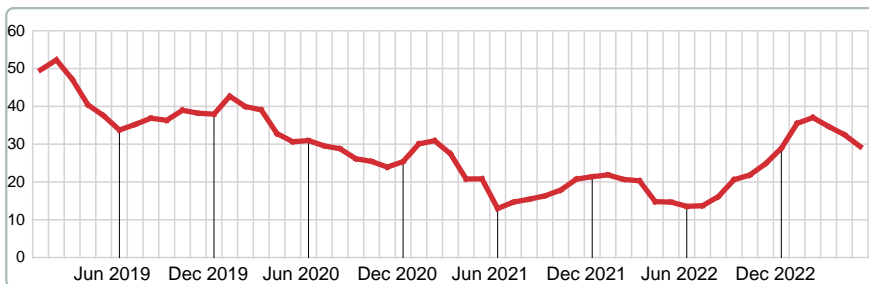
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

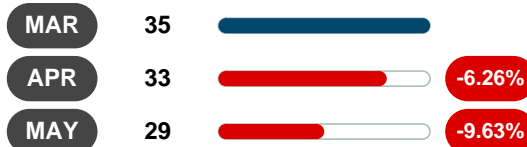


3 MONTHS

5 year MAY AVG = 27

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 29 above the 5 yr MAY average of 27



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	8.26%	24	21	23	63	164
\$100,001 - \$175,000	13.54%	18	13	19	28	4
\$175,001 - \$225,000	14.23%	21	15	20	38	143
\$225,001 - \$300,000	25.55%	22	13	23	23	20
\$300,001 - \$375,000	13.01%	34	100	35	30	30
\$375,001 - \$525,000	14.84%	43	32	44	45	38
\$525,001 and up	10.56%	50	2	40	56	49
Average Closed DOM		29	20	26	37	43
Total Closed Units	100%	1,307	144	713	375	75
Total Closed Volume		404,538,381	22.35M	182.88M	159.15M	40.17M

May 2023



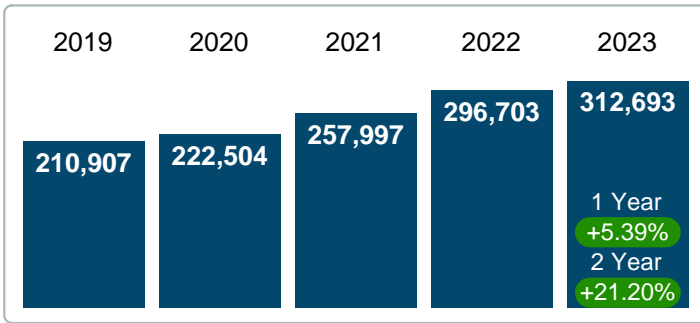
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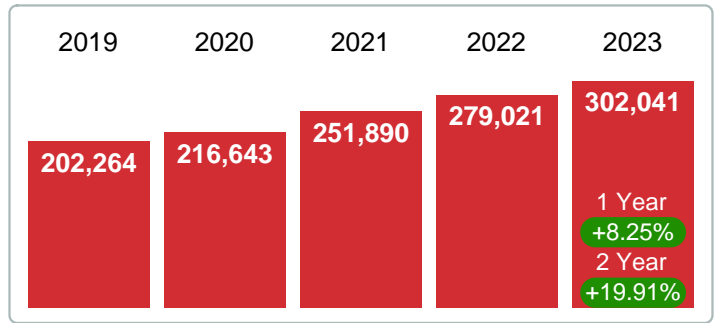
AVERAGE LIST PRICE AT CLOSING

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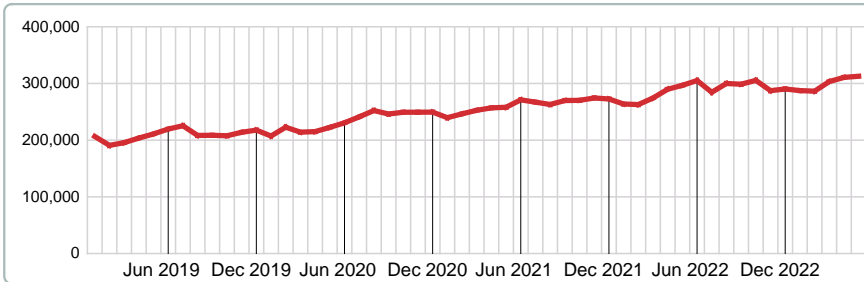
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

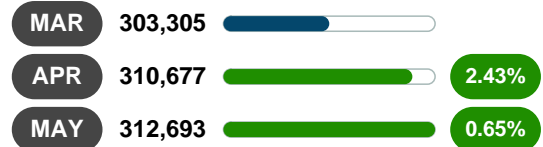


3 MONTHS

5 year MAY AVG = 260,161

High May 2023 312,693 Low Feb 2019 190,775

Average List Price at Closing this month at **312,693** above the 5 yr MAY average of **260,161**



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	7.88%	68,097	67,742	73,810	89,990	40,000
\$100,001 - \$175,000	14.08%	142,102	136,302	145,177	147,983	169,000
\$175,001 - \$225,000	14.69%	203,497	199,006	202,733	199,993	205,000
\$225,001 - \$300,000	24.94%	265,406	267,613	260,541	273,015	256,680
\$300,001 - \$375,000	13.01%	341,536	353,600	334,600	345,871	355,362
\$375,001 - \$525,000	14.15%	439,233	460,857	436,196	447,471	445,720
\$525,001 and up	11.25%	752,493	850,000	669,593	801,443	767,811
Average List Price		312,693	159,475	258,231	429,105	542,572
Total Closed Units	100%	1,307	144	713	375	75
Total Closed Volume		408,690,091	22.96M	184.12M	160.91M	40.69M

May 2023



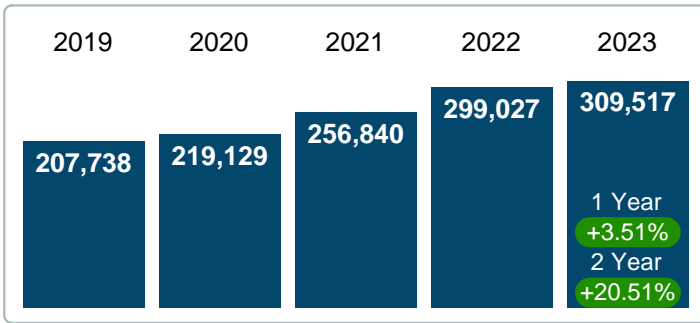
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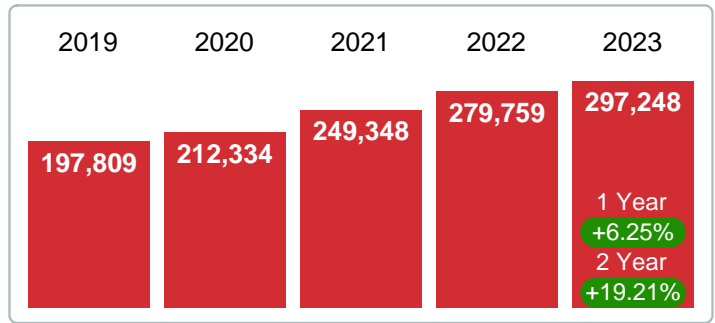
AVERAGE SOLD PRICE AT CLOSING

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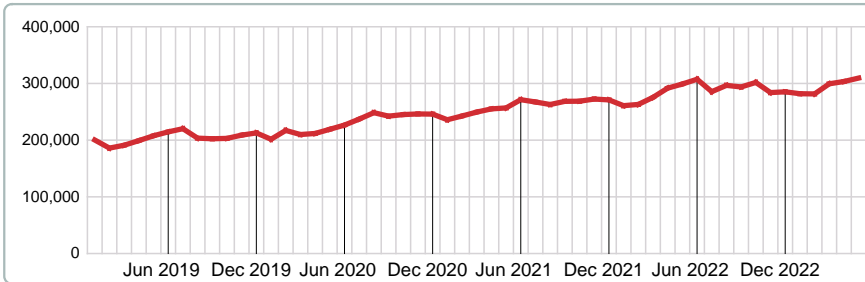
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

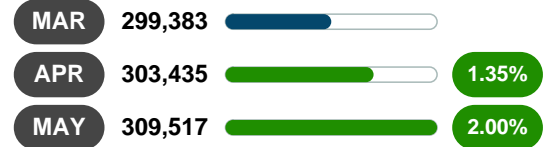


3 MONTHS

5 year MAY AVG = 258,450

High May 2023 309,517 Low Feb 2019 185,974

Average Sold Price at Closing this month at **309,517** above the 5 yr MAY average of **258,450**



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	8.26%	67,977	65,714	70,633	89,990	35,000
\$100,001 - \$175,000	13.54%	141,582	135,683	143,549	143,628	140,000
\$175,001 - \$225,000	14.23%	202,850	196,660	203,448	205,087	183,012
\$225,001 - \$300,000	25.55%	263,072	257,660	260,307	270,652	262,600
\$300,001 - \$375,000	13.01%	337,838	322,186	332,940	341,955	347,038
\$375,001 - \$525,000	14.84%	438,194	445,271	429,476	442,928	442,627
\$525,001 and up	10.56%	754,338	825,000	657,391	790,727	757,730
Average Sold Price		309,517	155,175	256,488	424,399	535,569
Total Closed Units	100%	1,307	144	713	375	75
Total Closed Volume		404,538,381	22.35M	182.88M	159.15M	40.17M

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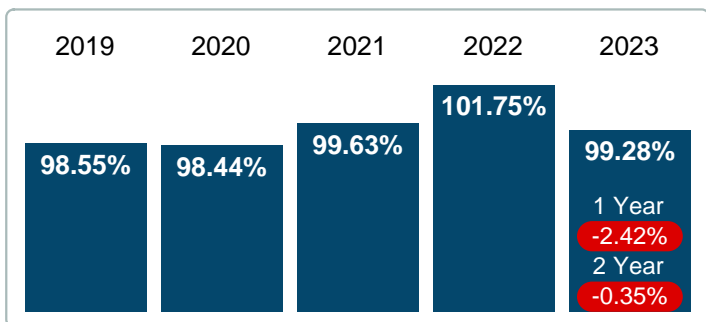
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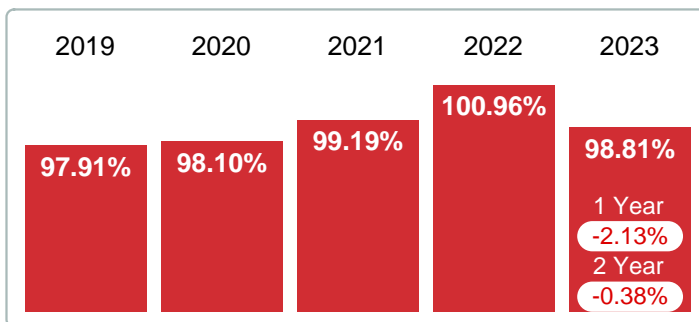
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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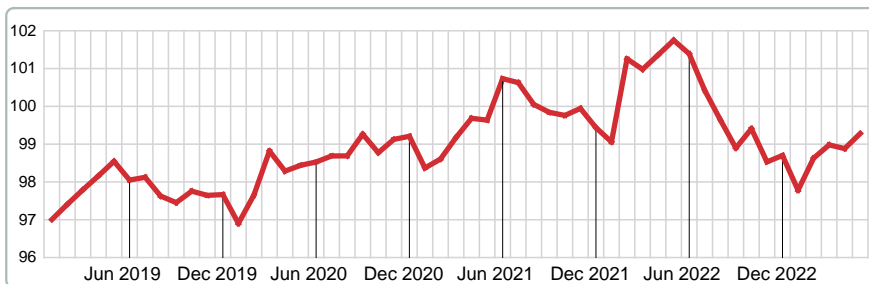
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

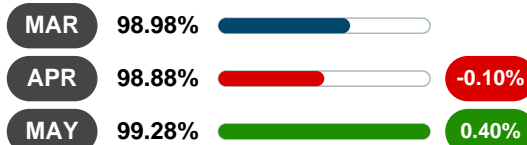


3 MONTHS

5 year MAY AVG = 99.53%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **99.28%**
 below the 5 yr MAY average of **99.53%**



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	108	8.26%	97.47%	97.93%	97.12%	100.00%	87.50%
\$100,001 - \$175,000	177	13.54%	99.18%	99.63%	99.24%	98.64%	82.84%
\$175,001 - \$225,000	186	14.23%	100.56%	99.76%	100.52%	102.70%	89.27%
\$225,001 - \$300,000	334	25.55%	99.72%	96.96%	100.03%	99.23%	103.27%
\$300,001 - \$375,000	170	13.01%	98.92%	91.24%	99.63%	98.91%	97.80%
\$375,001 - \$525,000	194	14.84%	98.98%	96.88%	98.94%	99.07%	99.36%
\$525,001 and up	138	10.56%	98.93%	97.06%	98.34%	99.20%	98.90%
Average Sold/List Ratio		99.30%		98.28%	99.58%	99.23%	98.64%
Total Closed Units		1,307	100%	144	713	375	75
Total Closed Volume		404,538,381		22.35M	182.88M	159.15M	40.17M

May 2023



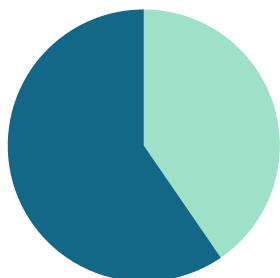
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

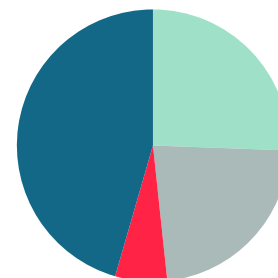


Inventory
 New Listings
1,532 = 40.42%
 Start Inventory
2,258
 Total Inventory Units
3,790
 Volume
\$1,522,861,144

Market Activity

Closed Sales
1,307 = 25.58%
 Pending Sales
1,162 = 22.74%
 Other Off Market
315 = 6.16%
 Active Inventory
2,326 = 45.52%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,538	1,307	-15.02%	6,581	5,010	-23.87%
Pending Sales	1,387	1,162	-16.22%	6,918	5,620	-18.76%
New Listings	1,634	1,532	-6.24%	7,748	6,955	-10.23%
Average List Price	296,703	312,693	5.39%	279,021	302,041	8.25%
Average Sale Price	299,027	309,517	3.51%	279,759	297,248	6.25%
Average Percent of Selling Price to List Price	101.75%	99.28%	-2.42%	100.96%	98.81%	-2.13%
Average Days on Market to Sale	14.66	29.37	100.34%	18.16	33.38	83.80%
Monthly Inventory	1,562	2,326	48.91%	1,562	2,326	48.91%
Months Supply of Inventory	1.05	2.04	94.58%	1.05	2.04	94.58%

Absorption: Last 12 months, an Average of **1,140** Sales/Month

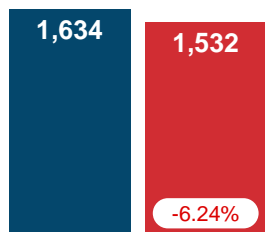
Inventory on May 31, 2023 = 2,326

2022 2023

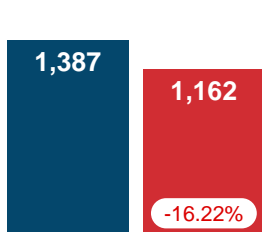
MAY MARKET

AVERAGE PRICES

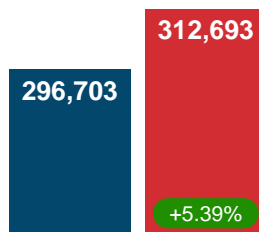
New Listings



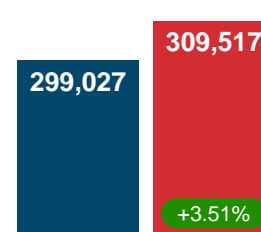
Pending Listings



List Price



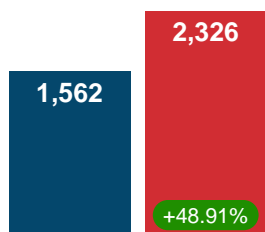
Sale Price



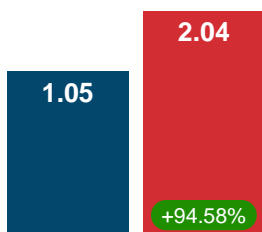
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

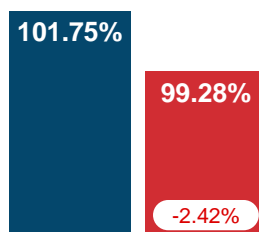
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

