

May 2023



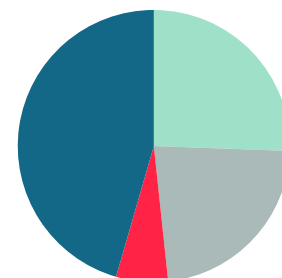
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	240,000	269,500	12.29%
Median Sale Price	249,000	265,000	6.43%
Median Percent of Selling Price to List Price	100.23%	100.00%	-0.23%
Median Days on Market to Sale	4.00	8.00	100.00%
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.

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 **6.43%** in May 2023 to \$265,000 versus the previous year at \$249,000.

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 May 2023 compared to last year's same month at **4.00** DOM.

Sales Success for May 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 1,532 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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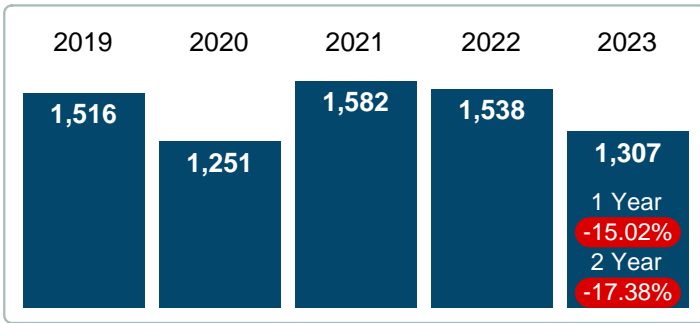
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



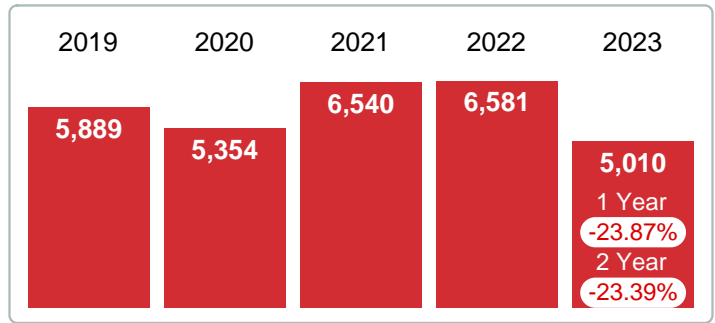
CLOSED LISTINGS

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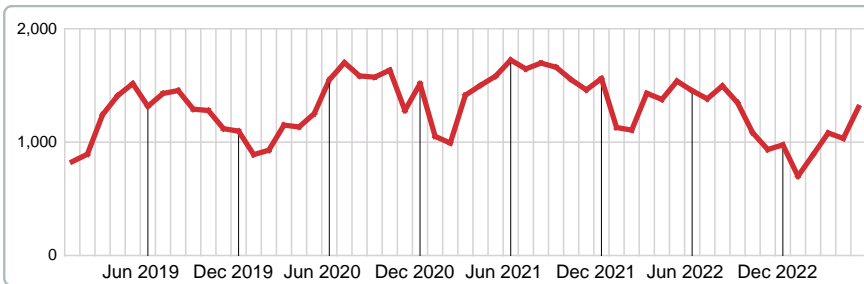
MAY



YEAR TO DATE (YTD)

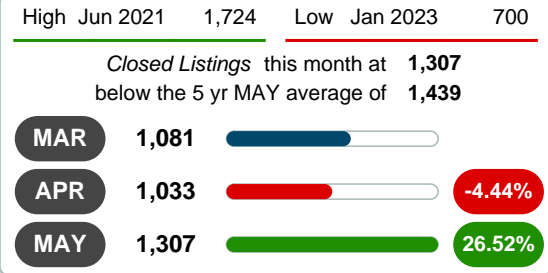


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 1,439



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	108	8.26%	11.0	55	51	1	1
\$100,001 - \$175,000	177	13.54%	7.0	44	114	18	1
\$175,001 - \$225,000	186	14.23%	5.0	17	153	15	1
\$225,001 - \$300,000	334	25.55%	7.0	15	222	92	5
\$300,001 - \$375,000	170	13.01%	16.0	5	74	78	13
\$375,001 - \$525,000	194	14.84%	13.5	7	69	96	22
\$525,001 and up	138	10.56%	11.0	1	30	75	32
Total Closed Units	1,307			144	713	375	75
Total Closed Volume	404,538,381	100%	8.0	22.35M	182.88M	159.15M	40.17M
Median Closed Price	\$265,000			\$125,000	\$235,620	\$360,000	\$495,000

May 2023



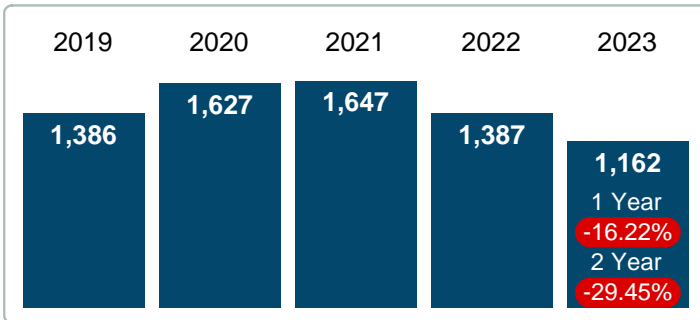
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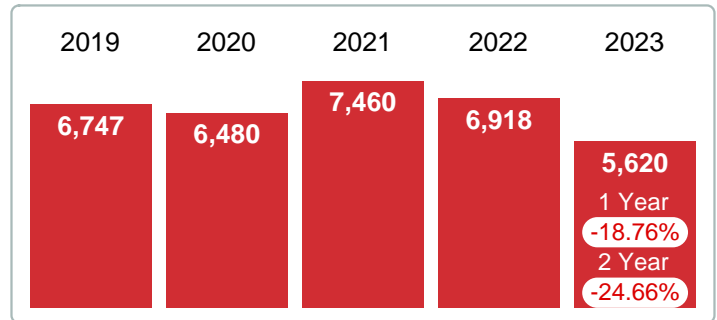
PENDING LISTINGS

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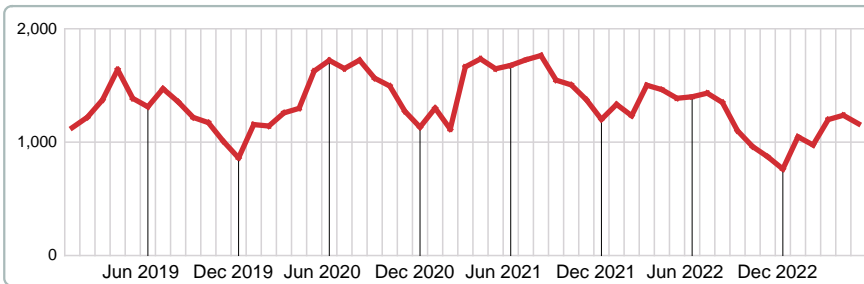
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

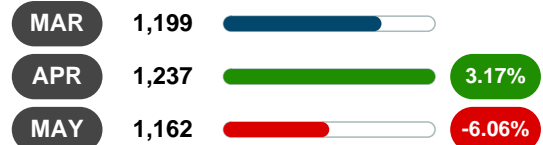


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	83	7.14%	9.0	43	37	2	1
\$100,001 - \$150,000	129	11.10%	7.0	38	85	5	1
\$150,001 - \$225,000	237	20.40%	6.0	22	181	26	8
\$225,001 - \$300,000	247	21.26%	10.0	10	179	55	3
\$300,001 - \$375,000	176	15.15%	15.0	6	75	85	10
\$375,001 - \$525,000	177	15.23%	22.0	9	44	107	17
\$525,001 and up	113	9.72%	12.0	5	14	59	35
Total Pending Units	1,162			133	615	339	75
Total Pending Volume	363,450,363	100%	11.0	24.10M	150.66M	142.99M	45.70M
Median Listing Price	\$265,000			\$134,999	\$229,000	\$375,000	\$499,000

May 2023



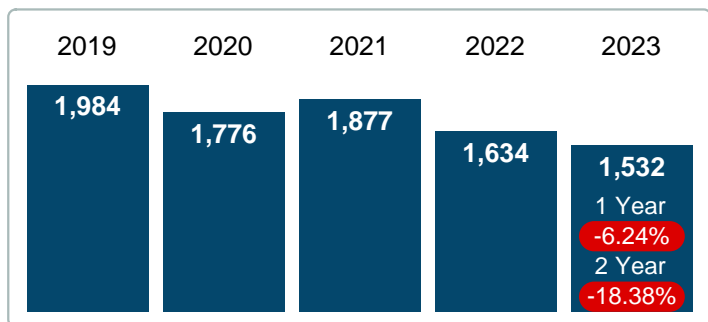
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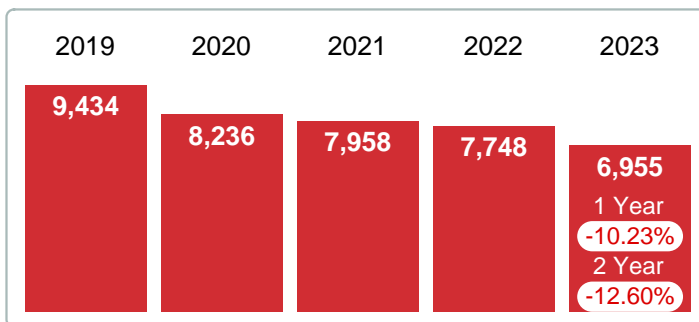
NEW LISTINGS

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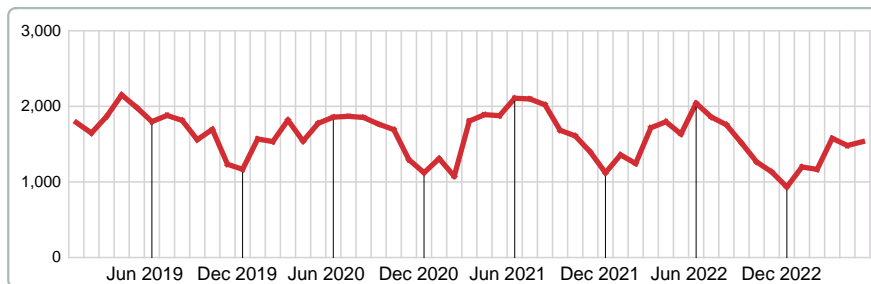
MAY



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
Median New Listed Listing Price	\$273,500		\$129,900	\$235,000	\$367,000	\$565,000

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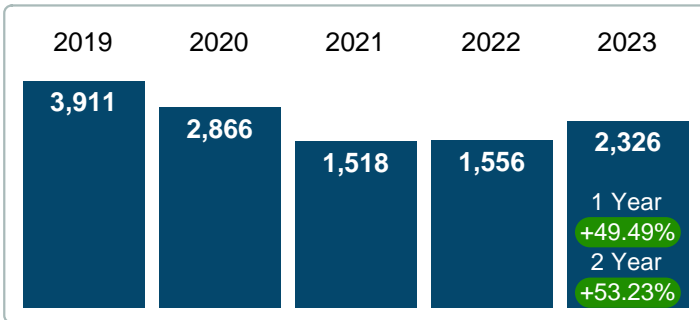
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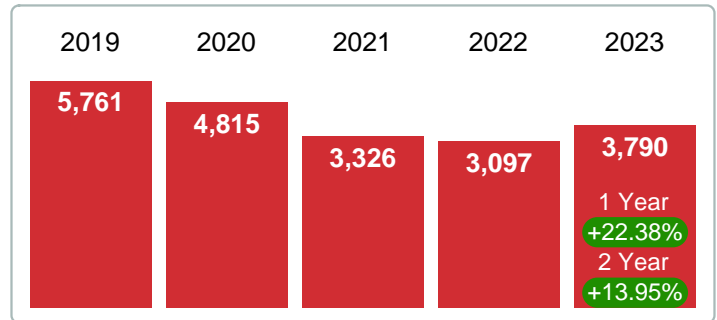
ACTIVE INVENTORY

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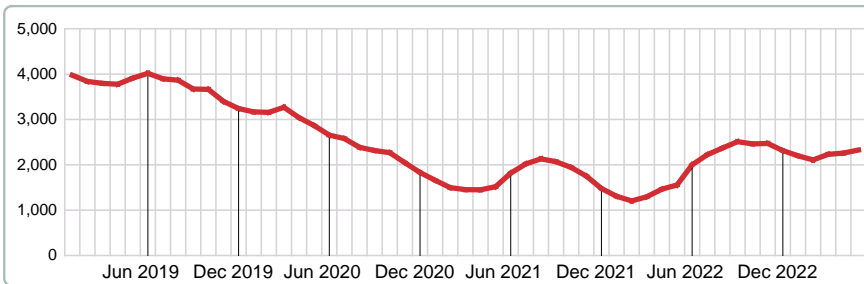
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS

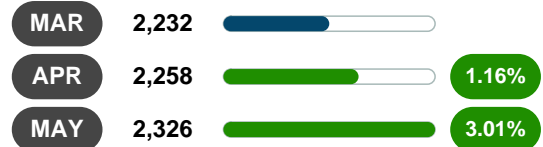


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	225	9.67%	42.0	120	91	9	5
\$125,001 - \$200,000	240	10.32%	29.0	52	156	30	2
\$200,001 - \$275,000	308	13.24%	27.5	12	206	81	9
\$275,001 - \$425,000	641	27.56%	37.0	25	298	288	30
\$425,001 - \$525,000	327	14.06%	69.0	9	128	165	25
\$525,001 - \$700,000	351	15.09%	86.0	4	63	221	63
\$700,001 and up	234	10.06%	56.5	6	38	108	82
Total Active Inventory by Units		2,326		228	980	902	216
Total Active Inventory by Volume		1,035,308,782	100%	47.36M	330.90M	459.62M	197.44M
Median Active Inventory Listing Price		\$361,708		\$120,000	\$290,000	\$459,450	\$602,200

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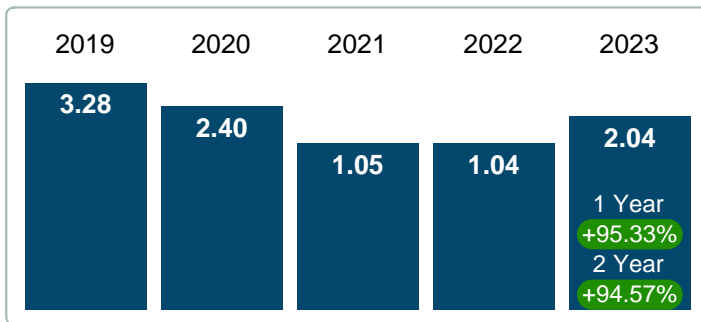
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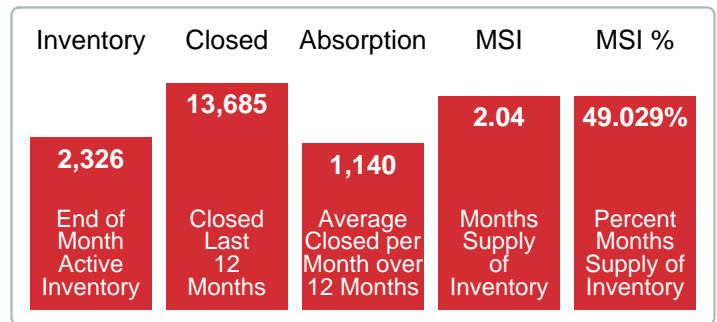
MONTHS SUPPLY of INVENTORY (MSI)

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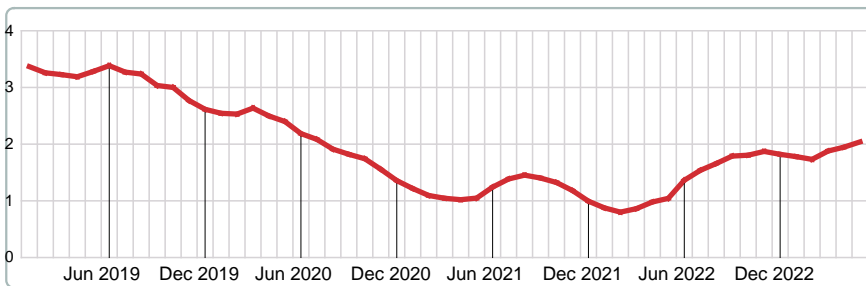
MSI FOR MAY



INDICATORS FOR MAY 2023

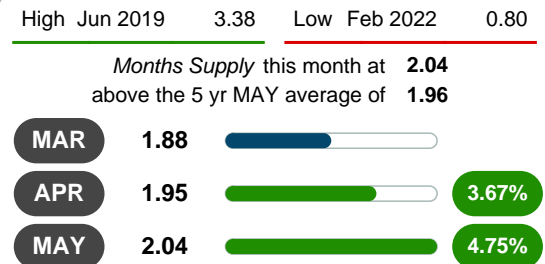


5 YEAR MARKET ACTIVITY TRENDS



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



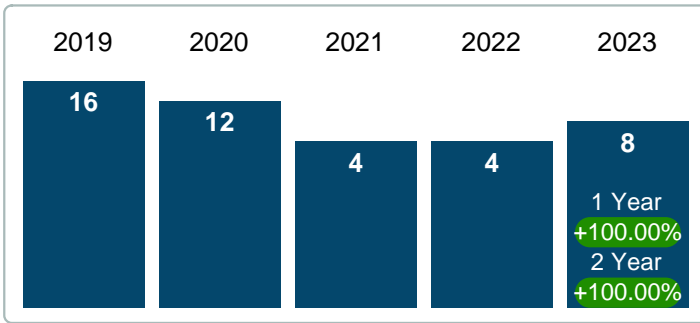
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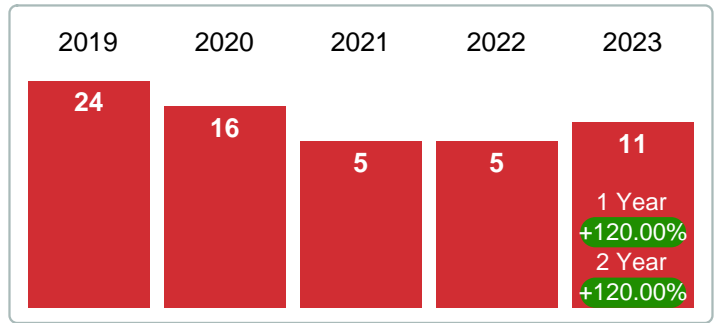
MEDIAN DAYS ON MARKET TO SALE

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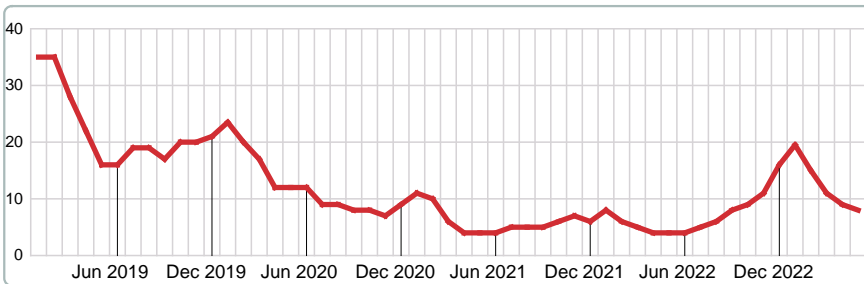
MAY



YEAR TO DATE (YTD)

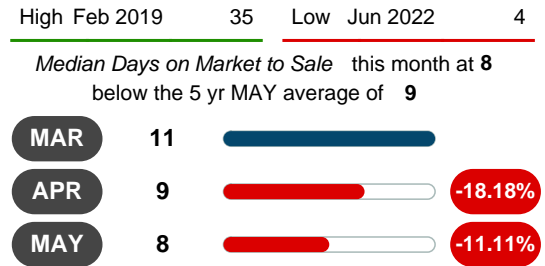


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 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
\$100,000 and less	8.26%	11	7	11	63	164
\$100,001 - \$175,000	13.54%	7	6	8	6	4
\$175,001 - \$225,000	14.23%	5	5	6	5	143
\$225,001 - \$300,000	25.55%	7	5	6	10	22
\$300,001 - \$375,000	13.01%	16	120	16	13	22
\$375,001 - \$525,000	14.84%	14	13	6	18	13
\$525,001 and up	10.56%	11	2	11	11	20
Median Closed DOM		8	7	7	12	21
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



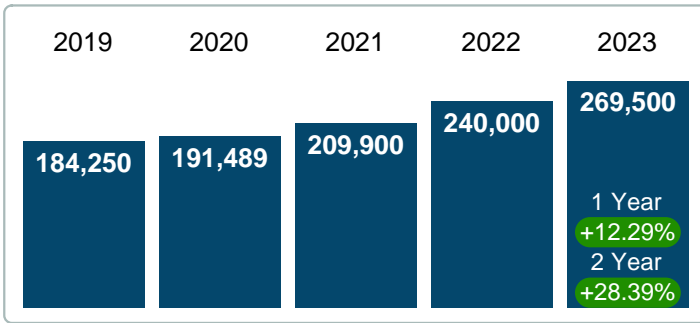
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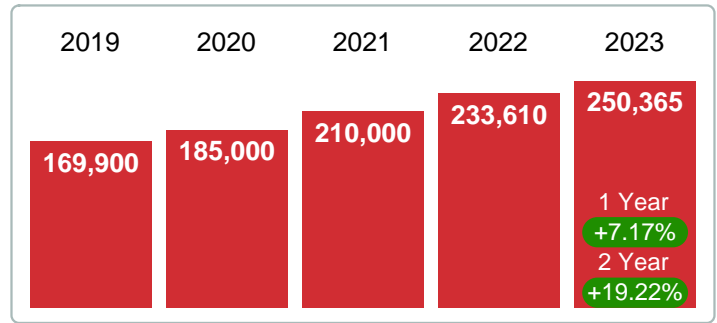
MEDIAN LIST PRICE AT CLOSING

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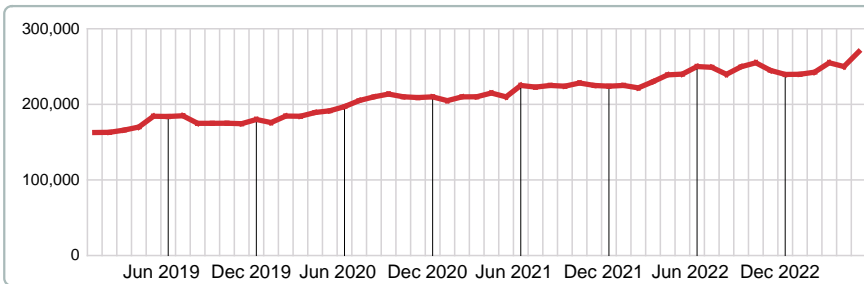
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

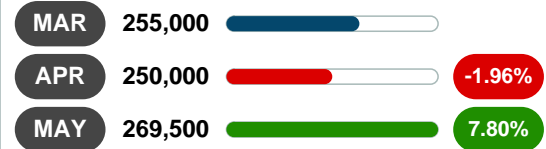


3 MONTHS

5 year MAY AVG = 219,028

High May 2023 269,500 Low Jan 2019 162,725

Median List Price at Closing this month at **269,500** above the 5 yr MAY average of **219,028**



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	103	7.88%	70,000	65,000	76,000	89,990	40,000
\$100,001 - \$175,000	184	14.08%	144,450	138,750	145,000	140,000	169,000
\$175,001 - \$225,000	192	14.69%	204,450	198,450	205,000	199,990	205,000
\$225,001 - \$300,000	326	24.94%	265,000	269,900	264,850	275,000	274,250
\$300,001 - \$375,000	170	13.01%	340,000	349,000	337,000	348,900	347,900
\$375,001 - \$525,000	185	14.15%	435,500	422,500	414,950	449,000	422,450
\$525,001 and up	147	11.25%	649,500	557,000	649,900	639,900	669,900
Median List Price			269,500	127,000	235,000	369,000	495,000
Total Closed Units		100%	269,500	144	713	375	75
Total Closed Volume			408,690,091	22.96M	184.12M	160.91M	40.69M

May 2023



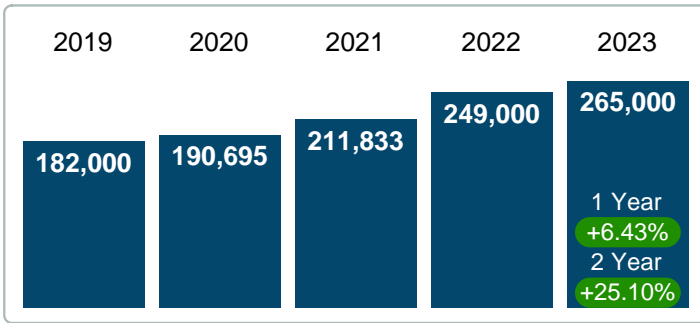
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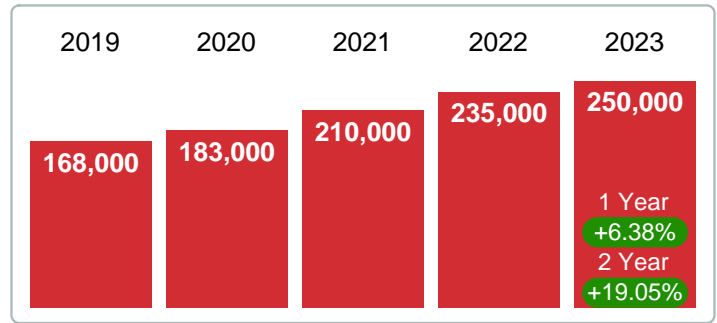
MEDIAN SOLD PRICE AT CLOSING

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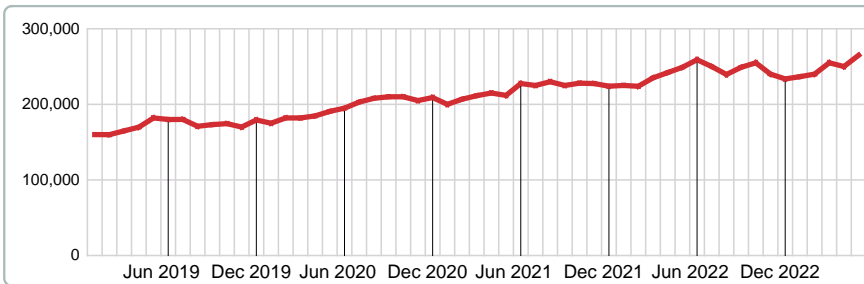
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

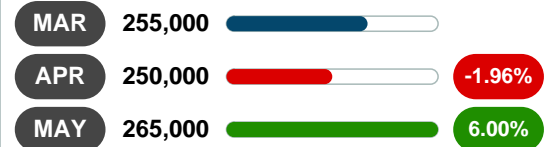


3 MONTHS

5 year MAY AVG = 219,706

High May 2023 265,000 Low Feb 2019 159,900

Median Sold Price at Closing this month at **265,000** above the 5 yr MAY average of **219,706**



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	108	8.26%	72,000	67,500	75,000	89,990	35,000
\$100,001 - \$175,000	177	13.54%	144,000	132,400	145,000	142,500	140,000
\$175,001 - \$225,000	186	14.23%	201,145	195,200	205,000	200,000	183,012
\$225,001 - \$300,000	334	25.55%	265,000	250,000	259,900	275,700	255,000
\$300,001 - \$375,000	170	13.01%	335,074	325,000	330,650	341,350	345,000
\$375,001 - \$525,000	194	14.84%	435,000	449,900	417,000	444,500	433,500
\$525,001 and up	138	10.56%	656,000	825,000	635,000	660,000	677,941
Median Sold Price			265,000	125,000	235,620	360,000	495,000
Total Closed Units		100%	265,000	144	713	375	75
Total Closed Volume			404,538,381	22.35M	182.88M	159.15M	40.17M

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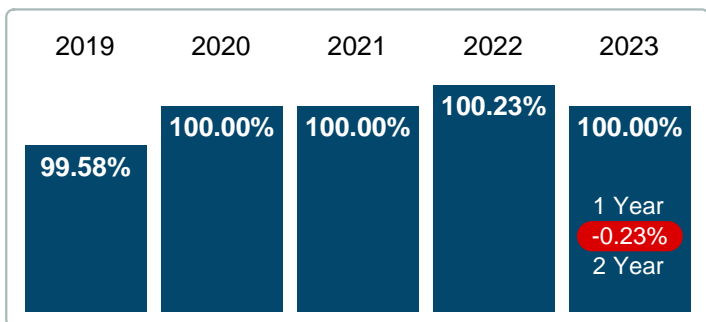
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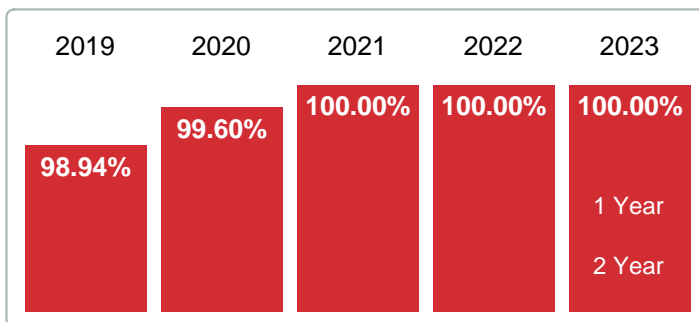
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 99.96%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr MAY average of **99.96%**

- MAR 100.00%
- APR 100.00%
- MAY 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
\$100,000 and less	108	8.26%	100.00%	100.00%	100.00%	100.00%	87.50%
\$100,001 - \$175,000	177	13.54%	100.00%	100.00%	100.00%	100.00%	82.84%
\$175,001 - \$225,000	186	14.23%	100.00%	100.00%	100.00%	100.05%	89.27%
\$225,001 - \$300,000	334	25.55%	100.00%	100.00%	100.00%	100.00%	100.00%
\$300,001 - \$375,000	170	13.01%	100.00%	93.12%	100.00%	100.00%	99.17%
\$375,001 - \$525,000	194	14.84%	100.00%	97.80%	100.00%	100.00%	99.02%
\$525,001 and up	138	10.56%	100.00%	97.06%	99.35%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	99.32%
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



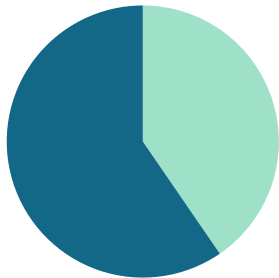
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

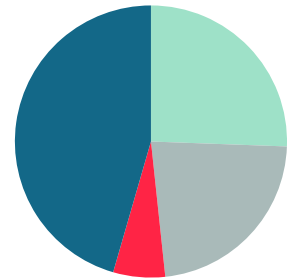


Inventory
 New Listings
1,532 = 40.42%
 Start Inventory
2,258
 Total Inventory Units
3,790
 Volume
\$1,522,861,144

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%
Median List Price	240,000	269,500	12.29%	233,610	250,365	7.17%
Median Sale Price	249,000	265,000	6.43%	235,000	250,000	6.38%
Median Percent of Selling Price to List Price	100.23%	100.00%	-0.23%	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	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

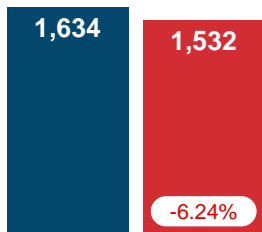
Inventory on May 31, 2023 = 2,326

2022 **2023**

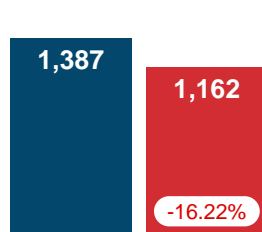
MAY MARKET

MEDIAN PRICES

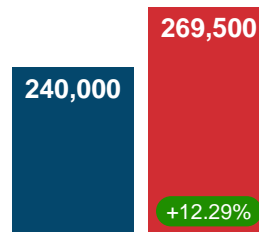
New Listings



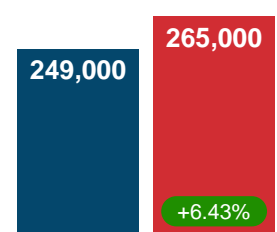
Pending Listings



List Price



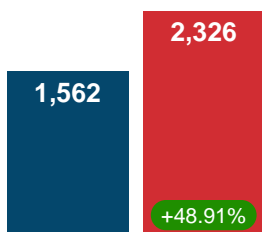
Sale Price



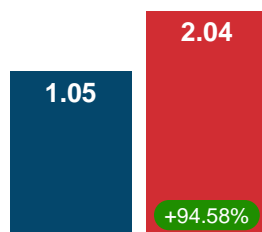
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

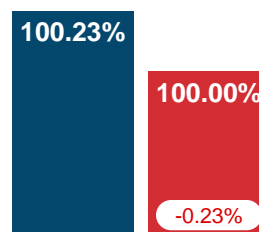
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

