

# August 2023



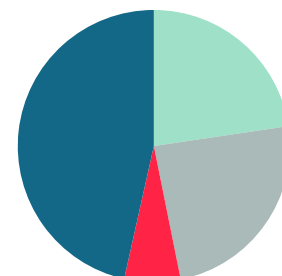
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	August 2023	+/-%
Closed Listings	1,496	1,166	-22.06%
Pending Listings	1,350	1,244	-7.85%
New Listings	1,756	1,513	-13.84%
Average List Price	299,933	294,254	-1.89%
Average Sale Price	296,608	290,834	-1.95%
Average Percent of Selling Price to List Price	99.64%	98.88%	-0.76%
Average Days on Market to Sale	16.11	28.68	78.06%
End of Month Inventory	2,371	2,393	0.93%
Months Supply of Inventory	1.66	2.24	35.13%



■ Closed (22.66%)  
■ Pending (24.17%)  
■ Other OffMarket (6.67%)  
■ Active (46.50%)

**Absorption:** Last 12 months, an Average of **1,067** Sales/Month  
**Active Inventory** as of August 31, 2023 = **2,393**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2023 rose **0.93%** to 2,393 existing homes available for sale. Over the last 12 months this area has had an average of 1,067 closed sales per month. This represents an unsold inventory index of **2.24** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.95%** in August 2023 to \$290,834 versus the previous year at \$296,608.

#### Average Days on Market Lengthens

The average number of **28.68** days that homes spent on the market before selling increased by 12.57 days or **78.06%** in August 2023 compared to last year's same month at **16.11** DOM.

#### Sales Success for August 2023 is Positive

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

There were 1,513 New Listings in August 2023, down **13.84%** from last year at 1,756. Furthermore, there were 1,166 Closed Listings this month versus last year at 1,496, a **-22.06%** decrease.

Closed versus Listed trends yielded a **77.1%** ratio, down from previous year's, August 2022, at **85.2%**, a **9.54%** 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>
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<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

# August 2023



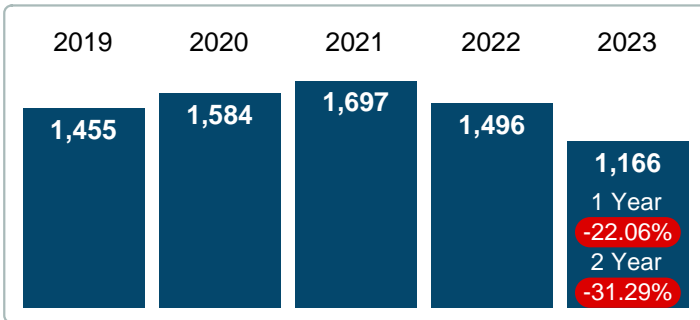
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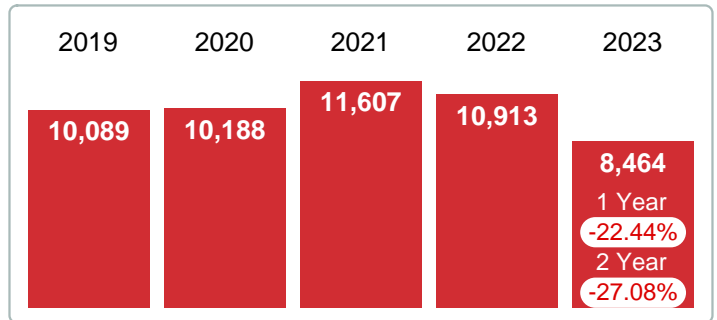
## CLOSED LISTINGS

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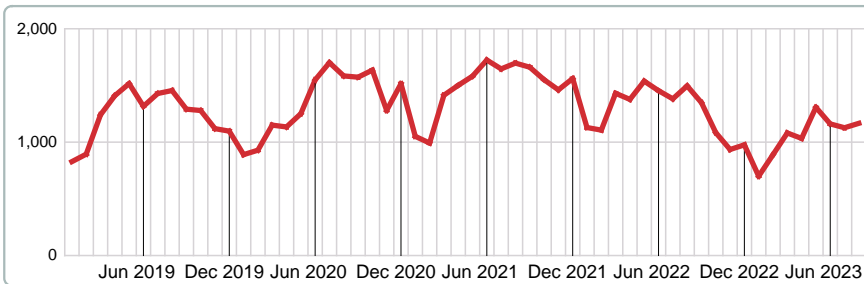
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,480

High Jun 2021 1,724 Low Jan 2023 700

Closed Listings this month at 1,166 below the 5 yr AUG average of 1,480



### 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	97	8.32%	33.8	48	43	5	1
\$100,001 - \$150,000	109	9.35%	18.0	40	58	9	2
\$150,001 - \$200,000	172	14.75%	14.7	17	135	19	1
\$200,001 - \$300,000	345	29.59%	21.3	18	244	75	8
\$300,001 - \$375,000	174	14.92%	31.3	7	69	90	8
\$375,001 - \$500,000	143	12.26%	45.4	3	48	72	20
\$500,001 and up	126	10.81%	50.6	3	23	72	28
<b>Total Closed Units</b>	<b>1,166</b>			<b>136</b>	<b>620</b>	<b>342</b>	<b>68</b>
<b>Total Closed Volume</b>	<b>339,112,750</b>	<b>100%</b>	<b>28.7</b>	<b>20.66M</b>	<b>151.97M</b>	<b>131.80M</b>	<b>34.69M</b>
<b>Average Closed Price</b>	<b>\$290,834</b>			<b>\$151,906</b>	<b>\$245,105</b>	<b>\$385,378</b>	<b>\$510,133</b>

# August 2023



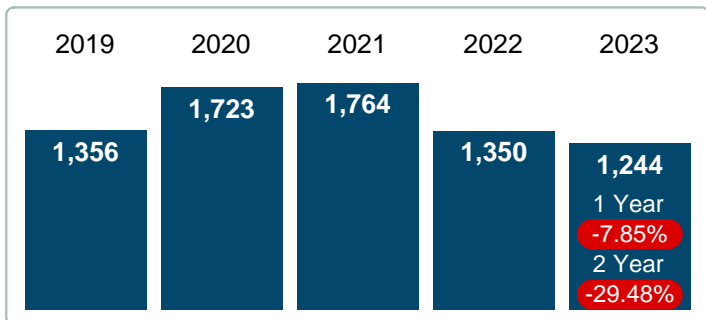
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



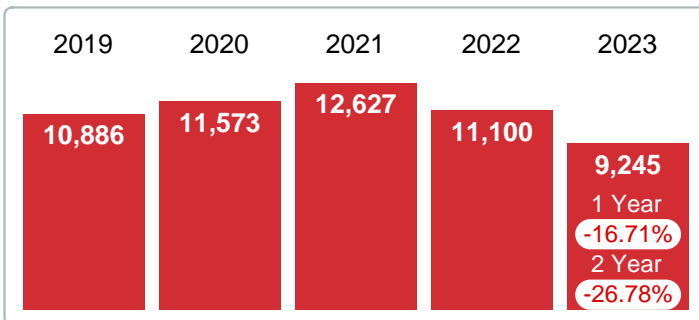
## PENDING LISTINGS

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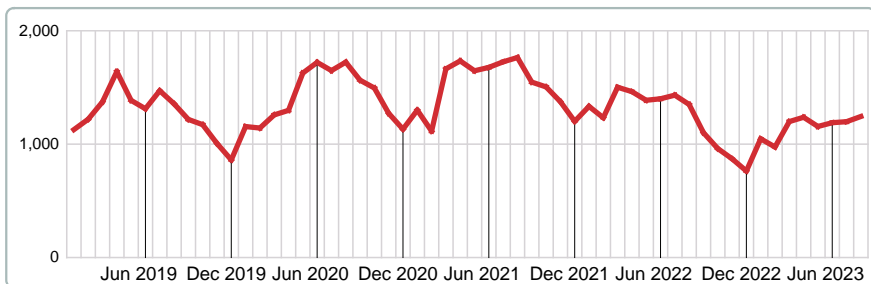
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

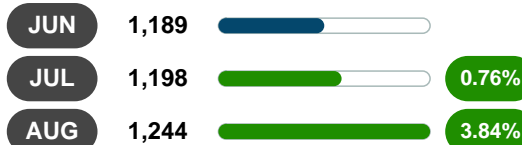


### 3 MONTHS

5 year AUG AVG = 1,487

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at 1,244 below the 5 yr AUG average of 1,487



### 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	97	7.80%	39.4	50	42	4	1
\$100,001 - \$150,000	118	9.49%	25.1	42	62	13	1
\$150,001 - \$225,000	270	21.70%	20.0	28	212	30	0
\$225,001 - \$300,000	274	22.03%	28.8	8	198	65	3
\$300,001 - \$375,000	178	14.31%	42.4	8	87	72	11
\$375,001 - \$525,000	168	13.50%	58.7	4	41	102	21
\$525,001 and up	139	11.17%	63.8	0	31	75	33
<b>Total Pending Units</b>	<b>1,244</b>			<b>140</b>	<b>673</b>	<b>361</b>	<b>70</b>
<b>Total Pending Volume</b>	<b>383,799,552</b>	<b>100%</b>	<b>35.6</b>	<b>20.56M</b>	<b>172.77M</b>	<b>151.05M</b>	<b>39.42M</b>
<b>Average Listing Price</b>	<b>\$268,608</b>			<b>\$146,876</b>	<b>\$256,716</b>	<b>\$418,413</b>	<b>\$563,145</b>

# August 2023



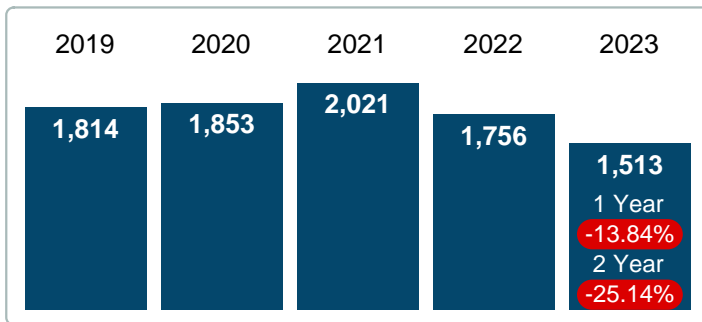
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



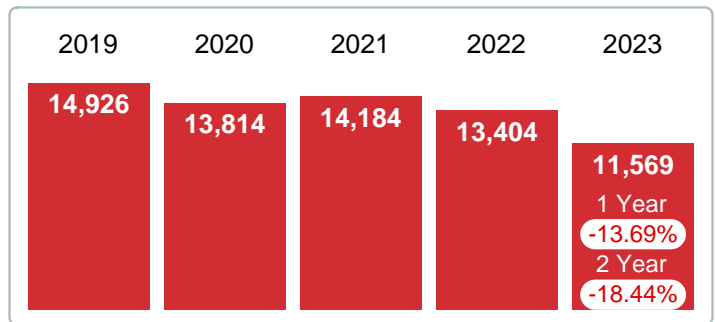
## NEW LISTINGS

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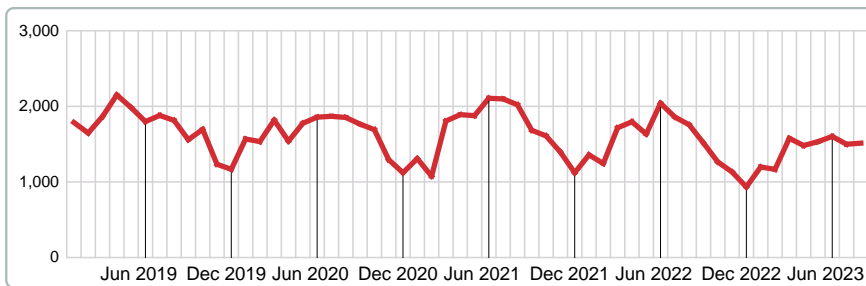
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 1,791

High Apr 2019 2,151 Low Dec 2022 933

New Listings this month at 1,513 below the 5 yr AUG average of 1,791



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	165	10.91%	83	70	8	4
\$125,001 - \$175,000	142	9.39%	34	91	15	2
\$175,001 - \$225,000	224	14.81%	18	171	30	5
\$225,001 - \$325,000	411	27.16%	16	261	126	8
\$325,001 - \$400,000	205	13.55%	7	99	92	7
\$400,001 - \$575,000	202	13.35%	6	63	117	16
\$575,001 and up	164	10.84%	0	32	82	50
<b>Total New Listed Units</b>	<b>1,513</b>		<b>164</b>	<b>787</b>	<b>470</b>	<b>92</b>
<b>Total New Listed Volume</b>	<b>522,865,223</b>	<b>100%</b>	<b>24.89M</b>	<b>218.75M</b>	<b>207.05M</b>	<b>72.17M</b>
<b>Average New Listed Listing Price</b>	<b>\$277,009</b>		<b>\$151,766</b>	<b>\$277,955</b>	<b>\$440,541</b>	<b>\$784,460</b>

# August 2023



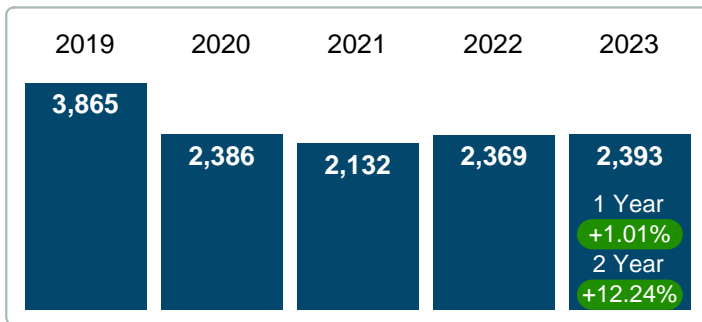
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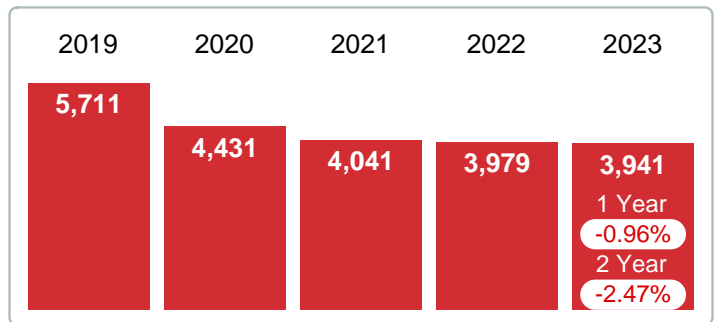
## ACTIVE INVENTORY

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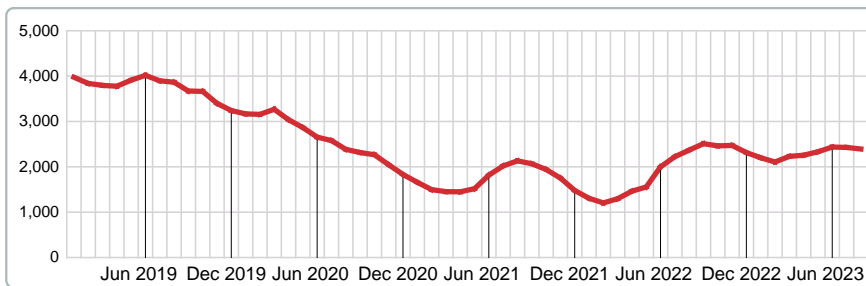
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

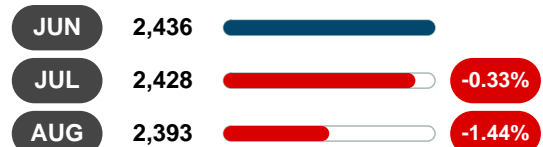


### 3 MONTHS

5 year AUG AVG = 2,629

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

Inventory this month at 2,393  
below the 5 yr AUG average of 2,629



### 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	200	8.36%	75.0	105	79	13	3
\$125,001 - \$225,000	322	13.46%	45.7	58	209	46	9
\$225,001 - \$300,000	378	15.80%	50.0	28	240	102	8
\$300,001 - \$425,000	533	22.27%	66.5	18	235	254	26
\$425,001 - \$525,000	339	14.17%	87.7	11	137	178	13
\$525,001 - \$725,000	370	15.46%	96.6	12	71	220	67
\$725,001 and up	251	10.49%	78.3	6	45	99	101
Total Active Inventory by Units			2,393	238	1,016	912	227
Total Active Inventory by Volume			1,110,486,848	54.65M	358.14M	469.80M	227.90M
Average Active Inventory Listing Price			\$464,056	\$229,605	\$352,499	\$515,132	\$1,003,970

# August 2023



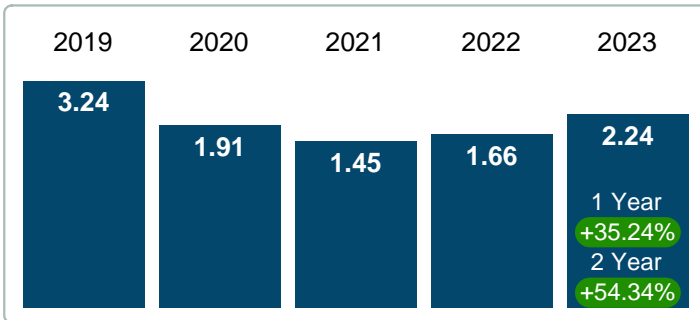
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



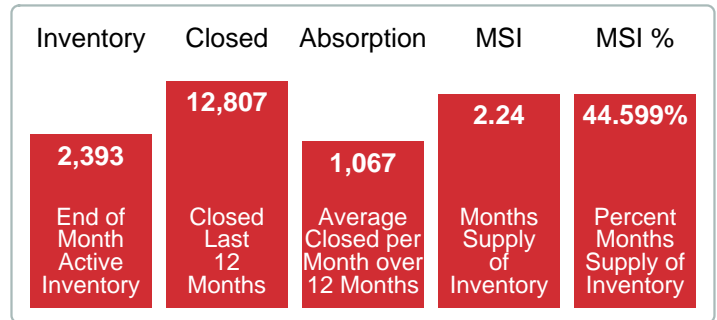
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Sep 11, 2023 for MLS Technology Inc.

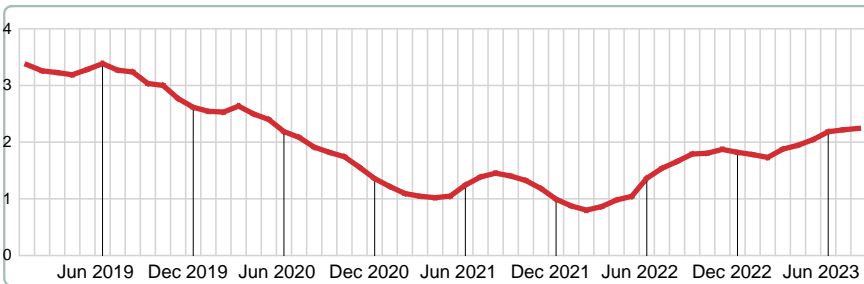
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2023



### 5 YEAR MARKET ACTIVITY TRENDS

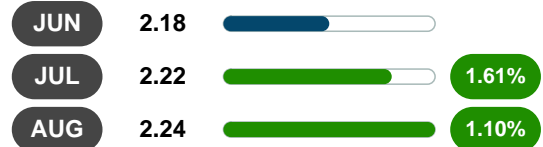


### 3 MONTHS

5 year AUG AVG = 2.10

High Jun 2019 3.38 Low Feb 2022 0.80

Months Supply this month at 2.24 above the 5 yr AUG average of 2.10



### 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	200	8.36%	1.52	1.68	1.31	1.86	2.00
\$125,001 - \$225,000	322	13.46%	1.04	1.38	0.90	1.37	2.57
\$225,001 - \$300,000	378	15.80%	1.59	3.03	1.51	1.59	1.33
\$300,001 - \$425,000	533	22.27%	2.60	3.13	2.69	2.59	1.93
\$425,001 - \$525,000	339	14.17%	4.18	5.74	5.63	3.99	1.27
\$525,001 - \$725,000	370	15.46%	5.47	16.00	5.72	5.22	5.43
\$725,001 and up	251	10.49%	7.36	10.29	9.47	5.45	9.54
Market Supply of Inventory (MSI)			2.24	1.94	1.76	2.96	3.94
Total Active Inventory by Units		100%	2,393	238	1,016	912	227

# August 2023



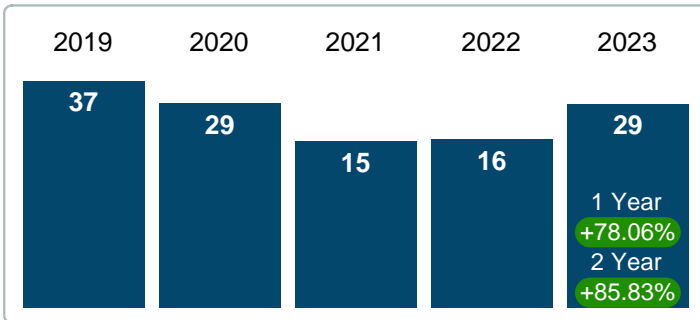
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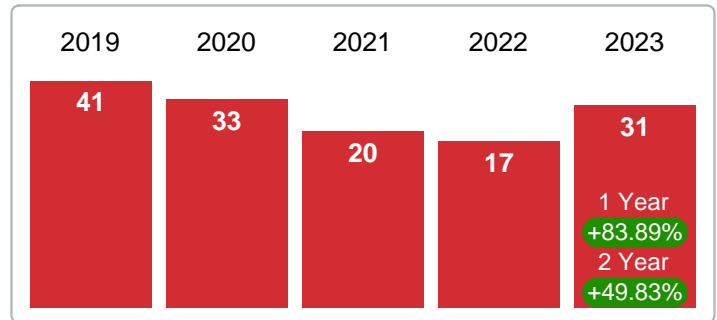
## AVERAGE DAYS ON MARKET TO SALE

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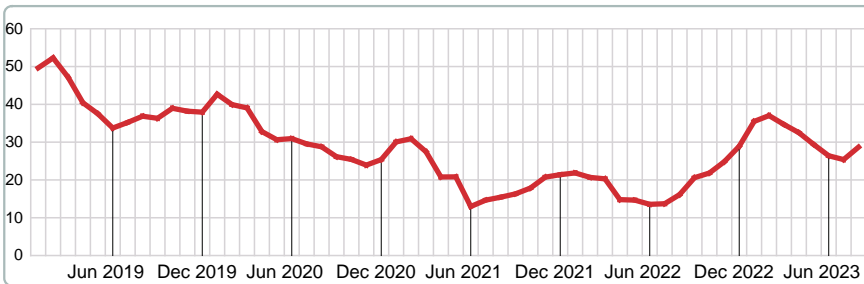
### AUGUST



### YEAR TO DATE (YTD)

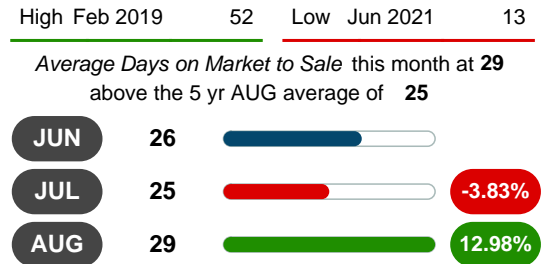


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 25



### 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	8.32%	34	38	30	37	6
\$100,001 - \$150,000	9.35%	18	20	15	28	22
\$150,001 - \$200,000	14.75%	15	18	13	28	5
\$200,001 - \$300,000	29.59%	21	18	19	29	35
\$300,001 - \$375,000	14.92%	31	33	25	32	77
\$375,001 - \$500,000	12.26%	45	3	41	49	51
\$500,001 and up	10.81%	51	3	29	57	58
Average Closed DOM		29	25	21	40	53
Total Closed Units	100%	29	136	620	342	68
Total Closed Volume		339,112,750	20.66M	151.97M	131.80M	34.69M

# August 2023



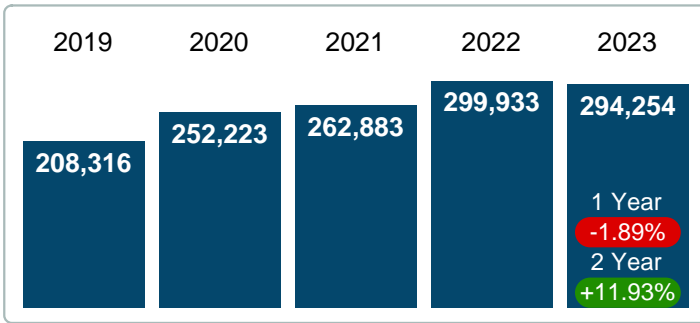
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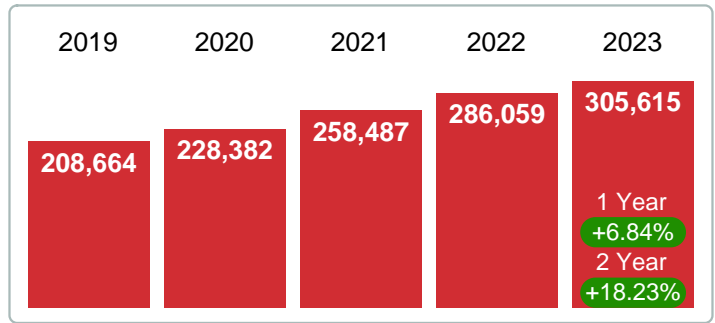
## AVERAGE LIST PRICE AT CLOSING

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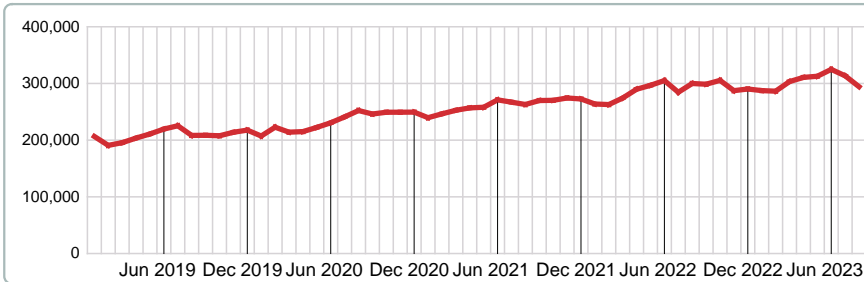
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

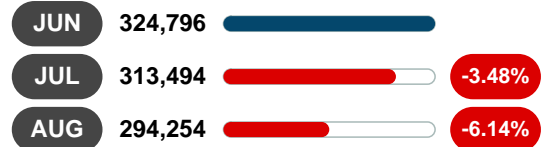


### 3 MONTHS

5 year AUG AVG = 263,522

High Jun 2023 324,796 Low Feb 2019 190,775

Average List Price at Closing this month at **294,254**  
above the 5 yr AUG average of **263,522**



## 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	8.49%	71,575	69,312	75,745	69,100	85,000
\$100,001 - \$150,000	9.09%	130,558	134,393	131,973	146,167	116,575
\$150,001 - \$200,000	14.84%	179,981	172,971	179,529	183,395	185,000
\$200,001 - \$300,000	29.93%	250,384	247,994	245,445	261,599	282,363
\$300,001 - \$375,000	13.89%	336,994	330,414	334,267	337,890	334,625
\$375,001 - \$500,000	13.12%	437,499	419,167	427,628	450,850	449,280
\$500,001 and up	10.63%	662,287	567,933	635,067	637,462	733,080
<b>Average List Price</b>		<b>294,254</b>	<b>157,216</b>	<b>247,151</b>	<b>390,450</b>	<b>513,983</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>294,254</b>	<b>136</b>	<b>620</b>	<b>342</b>	<b>68</b>
<b>Total Closed Volume</b>		<b>343,099,891</b>	<b>21.38M</b>	<b>153.23M</b>	<b>133.53M</b>	<b>34.95M</b>



# August 2023



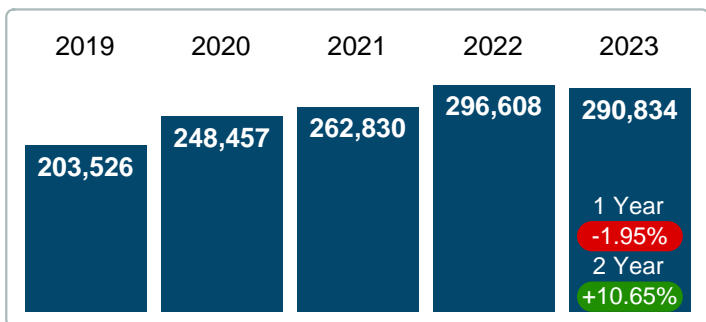
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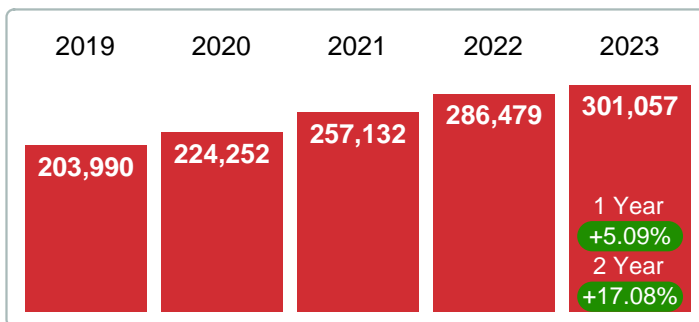
## AVERAGE SOLD PRICE AT CLOSING

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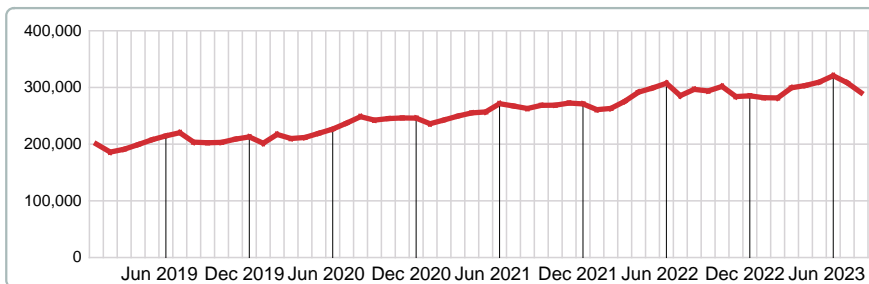
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

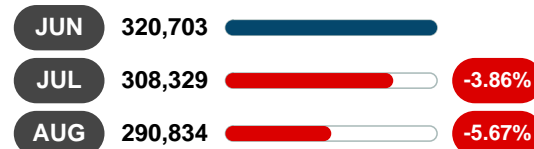


### 3 MONTHS

5 year AUG AVG = 260,451

High Jun 2023 320,703 Low Feb 2019 185,974

Average Sold Price at Closing this month at **290,834** above the 5 yr AUG average of **260,451**



### 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	8.32%	67,106	65,122	69,976	57,900	85,000
\$100,001 - \$150,000	9.35%	129,083	126,328	130,145	137,278	116,500
\$150,001 - \$200,000	14.75%	178,206	175,486	177,660	184,032	187,500
\$200,001 - \$300,000	29.59%	247,644	239,722	243,977	258,181	278,521
\$300,001 - \$375,000	14.92%	334,465	326,857	333,792	335,392	336,500
\$375,001 - \$500,000	12.26%	434,116	414,167	423,893	438,728	445,038
\$500,001 and up	10.81%	652,139	550,500	631,085	633,896	727,236
<b>Average Sold Price</b>		<b>290,834</b>	<b>151,906</b>	<b>245,105</b>	<b>385,378</b>	<b>510,133</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>290,834</b>	<b>136</b>	<b>620</b>	<b>342</b>	<b>68</b>
<b>Total Closed Volume</b>		<b>339,112,750</b>	<b>20.66M</b>	<b>151.97M</b>	<b>131.80M</b>	<b>34.69M</b>

# August 2023



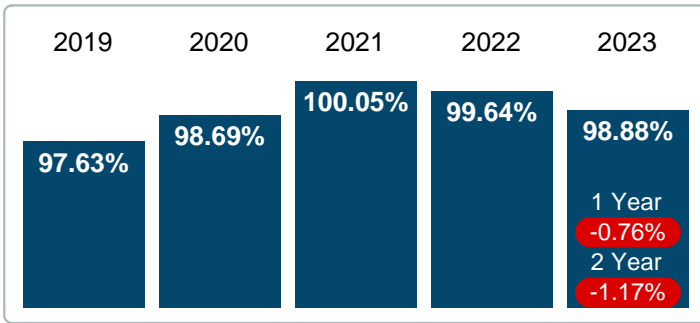
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



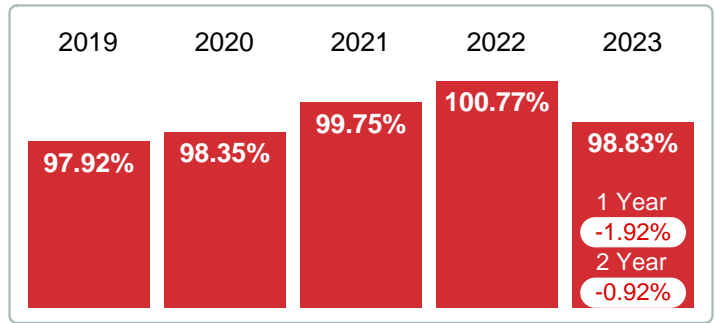
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 11, 2023 for MLS Technology Inc.

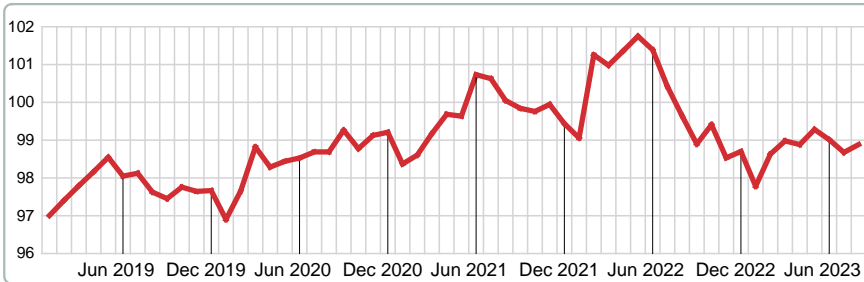
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

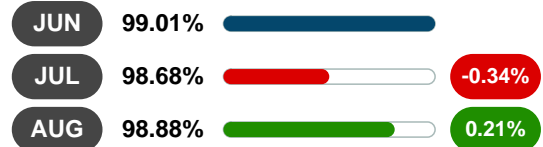


### 3 MONTHS

5 year AUG AVG = 98.98%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.88%** equal to 5 yr AUG average of **98.98%**



## 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	97	8.32%	93.64%	93.42%	94.42%	87.76%	100.00%
\$100,001 - \$150,000	109	9.35%	98.01%	95.92%	99.97%	94.27%	99.94%
\$150,001 - \$200,000	172	14.75%	99.87%	104.07%	99.20%	100.74%	101.35%
\$200,001 - \$300,000	345	29.59%	99.23%	96.91%	99.53%	98.86%	98.77%
\$300,001 - \$375,000	174	14.92%	100.69%	99.14%	102.28%	99.59%	100.85%
\$375,001 - \$500,000	143	12.26%	98.34%	98.73%	99.16%	97.56%	99.08%
\$500,001 and up	126	10.81%	99.52%	97.32%	100.03%	99.61%	99.12%
Average Sold/List Ratio		98.90%		96.44%	99.44%	98.76%	99.34%
Total Closed Units		1,166	100%	136	620	342	68
Total Closed Volume		339,112,750		20.66M	151.97M	131.80M	34.69M

# August 2023



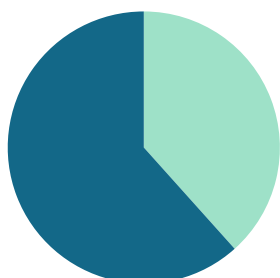
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Sep 11, 2023 for MLS Technology Inc.

### INVENTORY

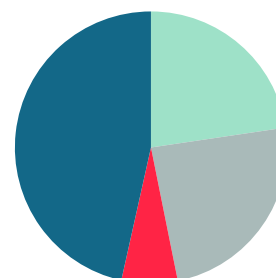


**Inventory**  
 New Listings  
**1,513 = 38.36%**  
 Start Inventory  
**2,431**  
 Total Inventory Units  
**3,944**  
 Volume  
**\$1,632,919,920**

### Market Activity

Closed Sales  
**1,166 = 22.66%**  
 Pending Sales  
**1,244 = 24.17%**  
 Other Off Market  
**343 = 6.67%**  
 Active Inventory  
**2,393 = 46.50%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,496	1,166	-22.06%	10,913	8,464	-22.44%
Pending Sales	1,350	1,244	-7.85%	11,100	9,245	-16.71%
New Listings	1,756	1,513	-13.84%	13,404	11,569	-13.69%
Average List Price	299,933	294,254	-1.89%	286,059	305,615	6.84%
Average Sale Price	296,608	290,834	-1.95%	286,479	301,057	5.09%
Average Percent of Selling Price to List Price	99.64%	98.88%	-0.76%	100.77%	98.83%	-1.92%
Average Days on Market to Sale	16.11	28.68	78.06%	16.70	30.71	83.89%
Monthly Inventory	2,371	2,393	0.93%	2,371	2,393	0.93%
Months Supply of Inventory	1.66	2.24	35.13%	1.66	2.24	35.13%

**Absorption:** Last 12 months, an Average of **1,067** Sales/Month

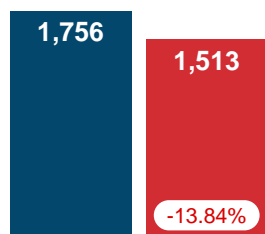
**Inventory** on August 31, 2023 = **2,393**

**2022** **2023**

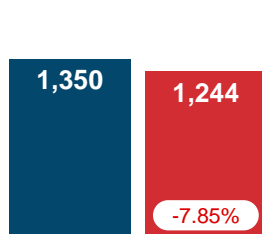
### AUGUST MARKET

### AVERAGE PRICES

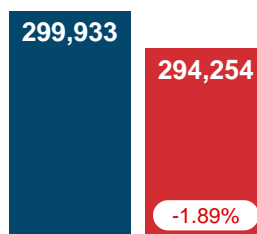
#### New Listings



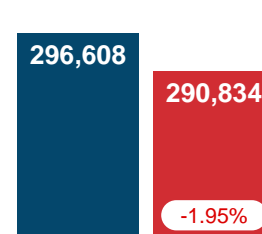
#### Pending Listings



#### List Price



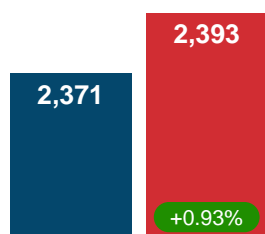
#### Sale Price



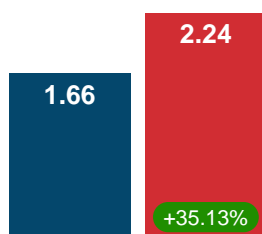
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

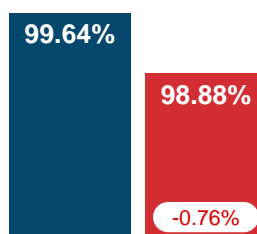
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

