

August 2023



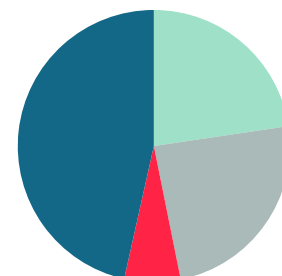
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



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%
Median List Price	239,700	250,000	4.30%
Median Sale Price	239,500	252,000	5.22%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	6.00	10.00	66.67%
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.

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 **5.22%** in August 2023 to \$252,000 versus the previous year at \$239,500.

Median Days on Market Lengthens

The median number of **10.00** days that homes spent on the market before selling increased by 4.00 days or **66.67%** in August 2023 compared to last year's same month at **6.00** DOM.

Sales Success for August 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 1,513 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.

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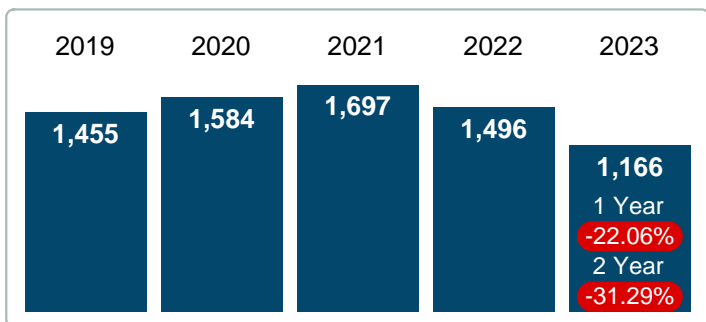
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



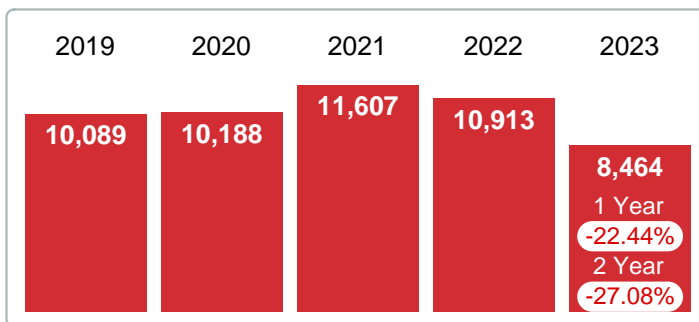
CLOSED LISTINGS

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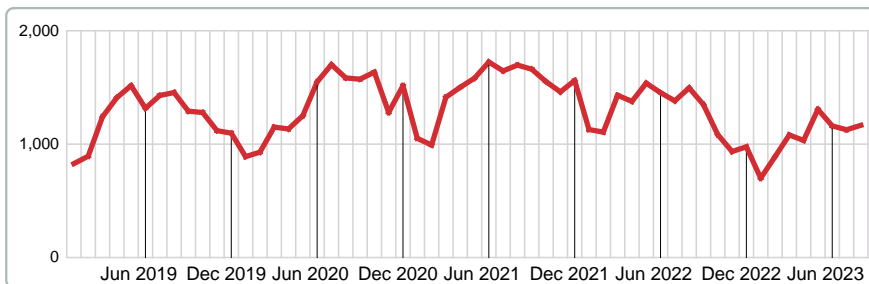
AUGUST



YEAR TO DATE (YTD)

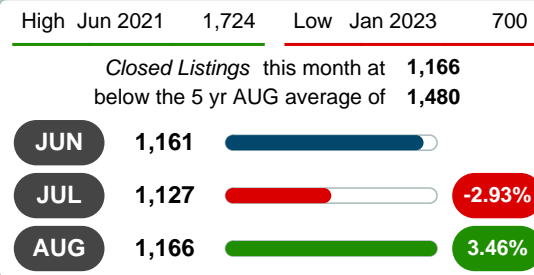


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 1,480



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	97	8.32%	10.0	48	43	5	1
\$100,001 - \$150,000	109	9.35%	7.0	40	58	9	2
\$150,001 - \$200,000	172	14.75%	6.0	17	135	19	1
\$200,001 - \$300,000	345	29.59%	9.0	18	244	75	8
\$300,001 - \$375,000	174	14.92%	14.0	7	69	90	8
\$375,001 - \$500,000	143	12.26%	31.0	3	48	72	20
\$500,001 and up	126	10.81%	20.0	3	23	72	28
Total Closed Units	1,166			136	620	342	68
Total Closed Volume	339,112,750	100%	10.0	20.66M	151.97M	131.80M	34.69M
Median Closed Price	\$252,000			\$125,750	\$223,450	\$346,520	\$455,025

August 2023



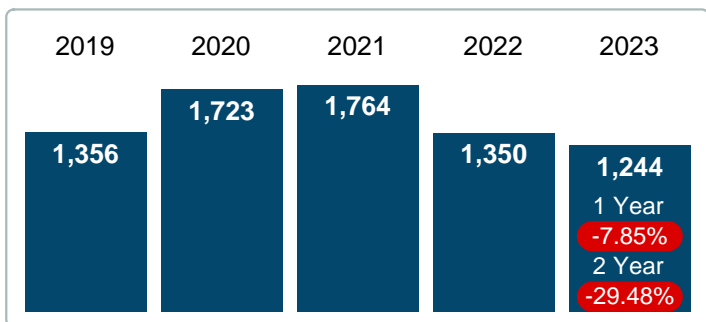
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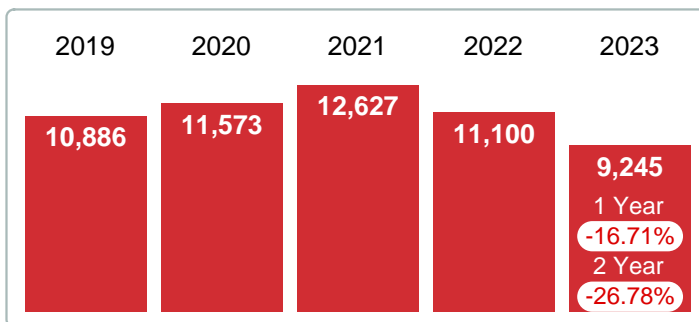
PENDING LISTINGS

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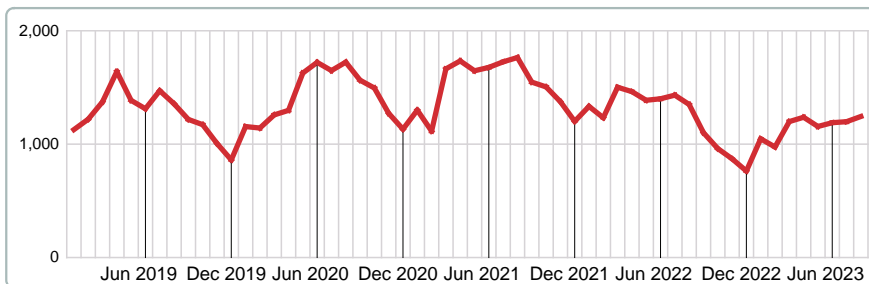
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

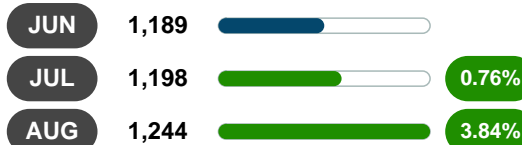


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	97	7.80%	14.0	50	42	4	1
\$100,001 - \$150,000	118	9.49%	8.0	42	62	13	1
\$150,001 - \$225,000	270	21.70%	9.0	28	212	30	0
\$225,001 - \$300,000	274	22.03%	18.0	8	198	65	3
\$300,001 - \$375,000	178	14.31%	26.5	8	87	72	11
\$375,001 - \$525,000	168	13.50%	35.5	4	41	102	21
\$525,001 and up	139	11.17%	46.0	0	31	75	33
Total Pending Units	1,244			140	673	361	70
Total Pending Volume	383,799,552	100%	17.0	20.56M	172.77M	151.05M	39.42M
Median Listing Price	\$264,900			\$125,000	\$232,000	\$374,900	\$504,900

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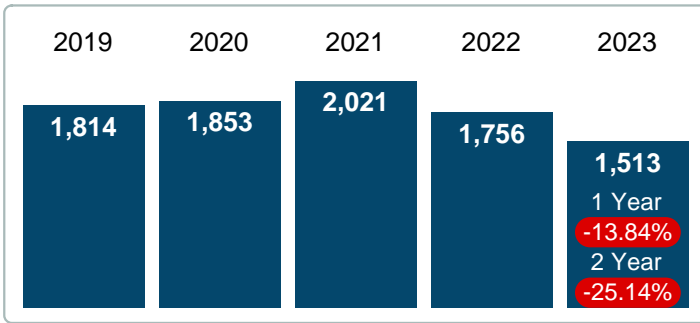
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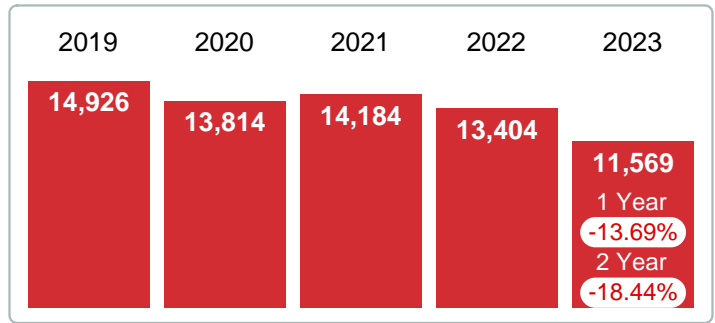
NEW LISTINGS

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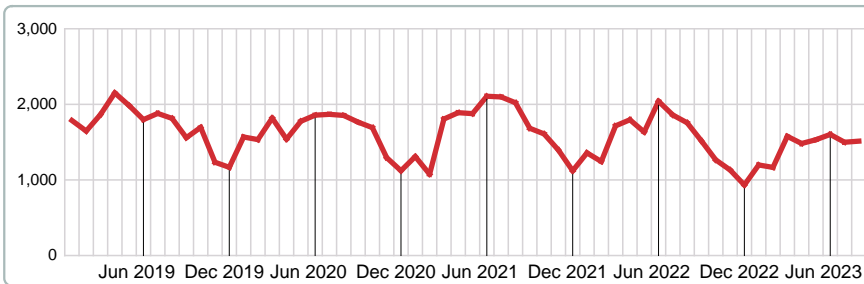
AUGUST



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
Total New Listed Units	1,513		164	787	470	92
Total New Listed Volume	522,865,223	100%	24.89M	218.75M	207.05M	72.17M
Median New Listed Listing Price	\$279,000		\$125,000	\$240,900	\$367,115	\$594,010

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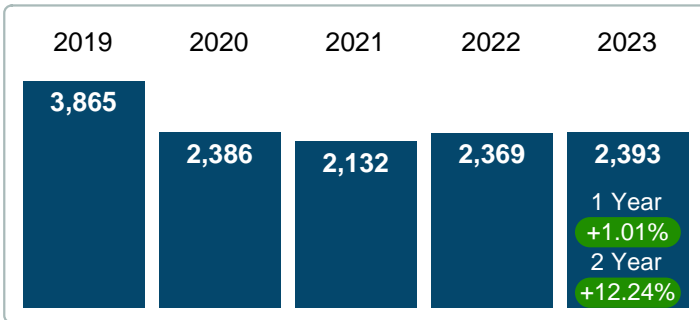
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



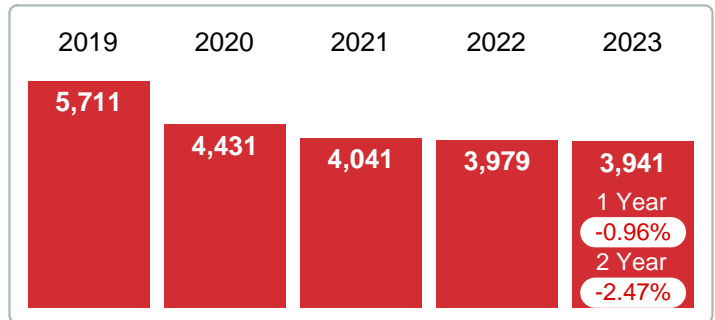
ACTIVE INVENTORY

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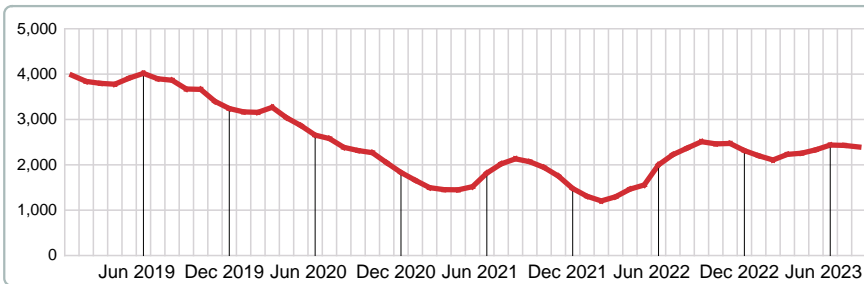
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

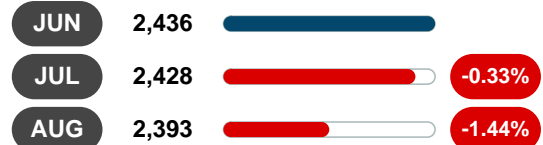


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	200	8.36%	36.5	105	79	13	3
\$125,001 - \$225,000	322	13.46%	29.0	58	209	46	9
\$225,001 - \$300,000	378	15.80%	30.0	28	240	102	8
\$300,001 - \$425,000	533	22.27%	42.0	18	235	254	26
\$425,001 - \$525,000	339	14.17%	69.0	11	137	178	13
\$525,001 - \$725,000	370	15.46%	76.5	12	71	220	67
\$725,001 and up	251	10.49%	69.0	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
Median Active Inventory Listing Price			\$360,000	\$139,950	\$299,100	\$455,000	\$679,000

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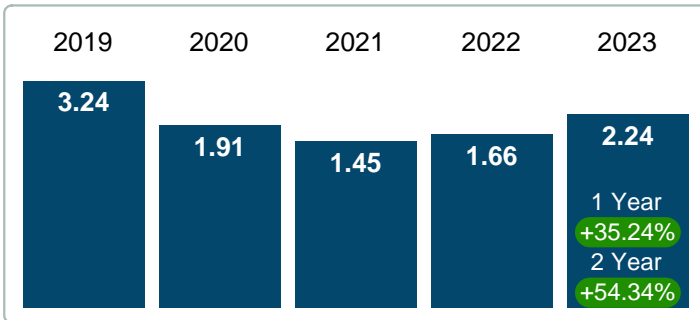
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



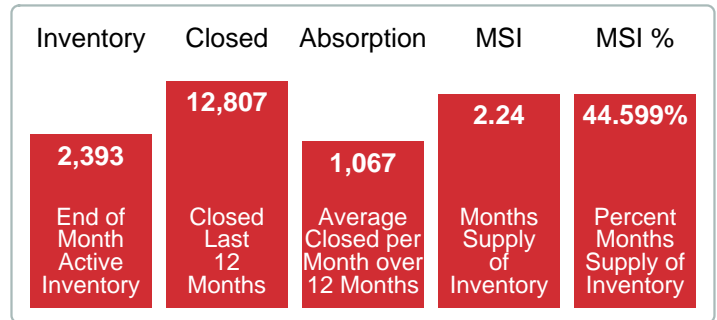
MONTHS SUPPLY of INVENTORY (MSI)

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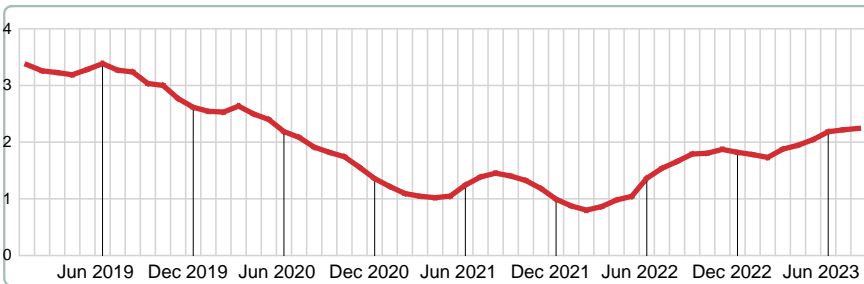
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023



5 YEAR MARKET ACTIVITY TRENDS

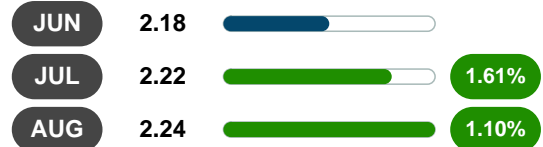


3 MONTHS

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

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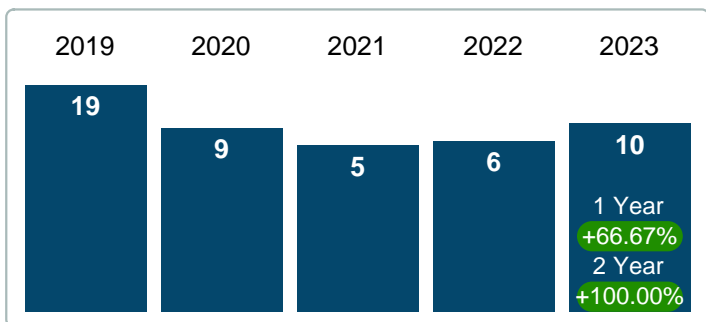
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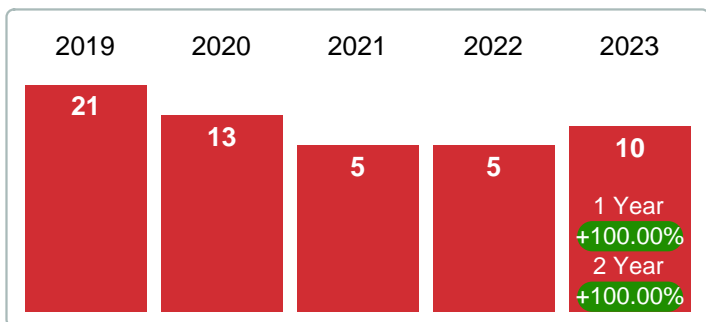
MEDIAN DAYS ON MARKET TO SALE

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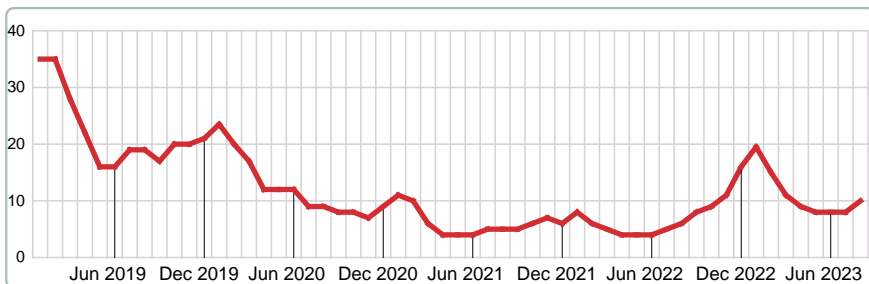
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

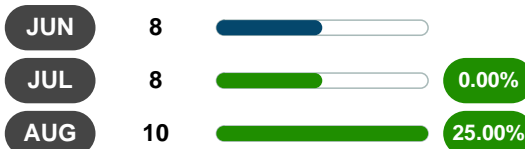


3 MONTHS

5 year AUG AVG = 10

High Feb 2019 35 Low Jun 2022 4

Median Days on Market to Sale this month at 10 equal to 5 yr AUG average of 10



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	8.32%	10	11	7	12	6
\$100,001 - \$150,000	9.35%	7	8	7	11	22
\$150,001 - \$200,000	14.75%	6	9	5	9	5
\$200,001 - \$300,000	29.59%	9	10	7	13	18
\$300,001 - \$375,000	14.92%	14	9	8	19	43
\$375,001 - \$500,000	12.26%	31	1	32	32	31
\$500,001 and up	10.81%	20	1	7	27	24
Median Closed DOM		10	9	7	18	24
Total Closed Units	100%	1,166	136	620	342	68
Total Closed Volume		339,112,750	20.66M	151.97M	131.80M	34.69M

August 2023



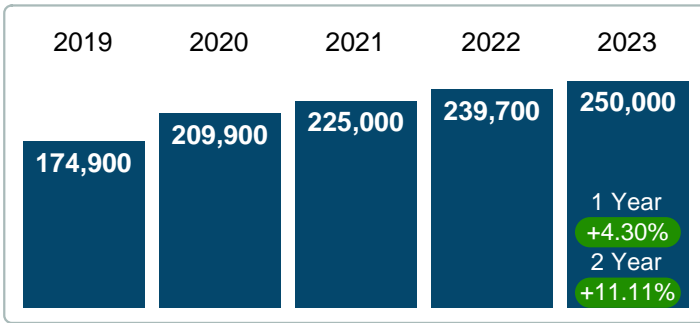
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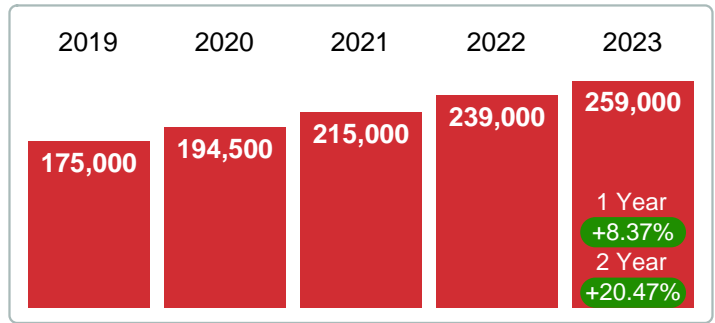
MEDIAN LIST PRICE AT CLOSING

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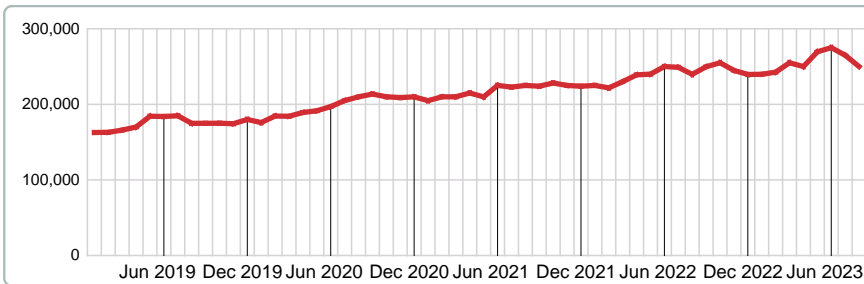
AUGUST



YEAR TO DATE (YTD)



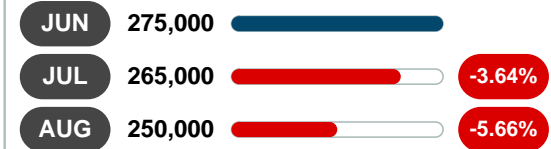
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 219,900

High Jun 2023 275,000 Low Jan 2019 162,725
Median List Price at Closing this month at **250,000**
above the 5 yr AUG average of **219,900**



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	99	8.49%	77,000	72,500	84,500	46,500	85,000
\$100,001 - \$150,000	106	9.09%	129,950	126,500	132,450	136,000	116,575
\$150,001 - \$200,000	173	14.84%	180,000	174,250	180,000	185,000	185,000
\$200,001 - \$300,000	349	29.93%	248,000	237,750	240,000	262,450	289,000
\$300,001 - \$375,000	162	13.89%	335,000	329,000	335,000	336,000	326,500
\$375,001 - \$500,000	153	13.12%	437,500	425,000	421,950	442,250	439,000
\$500,001 and up	124	10.63%	599,900	549,000	582,500	599,000	659,692
Median List Price			250,000	129,450	226,400	349,950	464,450
Total Closed Units		100%	250,000	136	620	342	68
Total Closed Volume			343,099,891	21.38M	153.23M	133.53M	34.95M

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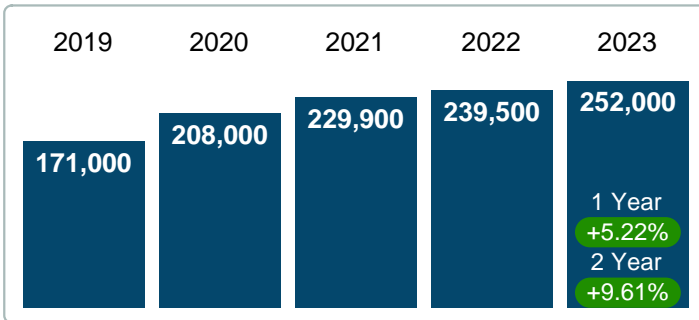
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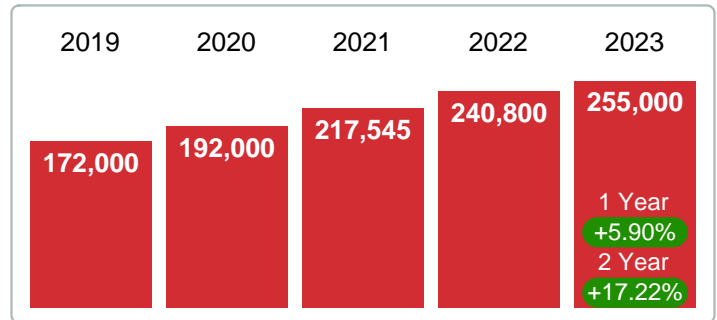
MEDIAN SOLD PRICE AT CLOSING

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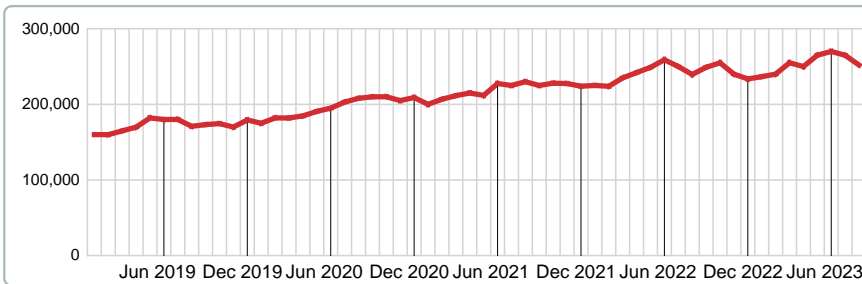
AUGUST



YEAR TO DATE (YTD)

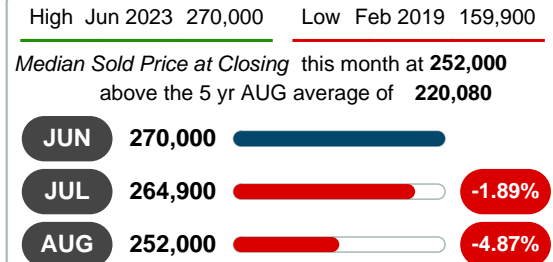


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 220,080



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	8.32%	70,000	68,250	70,000	46,500	85,000
\$100,001 - \$150,000	9.35%	129,000	125,750	130,000	137,000	116,500
\$150,001 - \$200,000	14.75%	180,000	175,000	179,900	185,000	187,500
\$200,001 - \$300,000	29.59%	245,000	228,750	239,000	257,100	285,708
\$300,001 - \$375,000	14.92%	330,000	320,000	330,000	335,895	325,000
\$375,001 - \$500,000	12.26%	430,000	425,000	412,500	436,250	440,000
\$500,001 and up	10.81%	598,250	549,000	557,319	603,325	678,206
Median Sold Price		252,000	125,750	223,450	346,520	455,025
Total Closed Units	100%	1,166	136	620	342	68
Total Closed Volume		339,112,750	20.66M	151.97M	131.80M	34.69M

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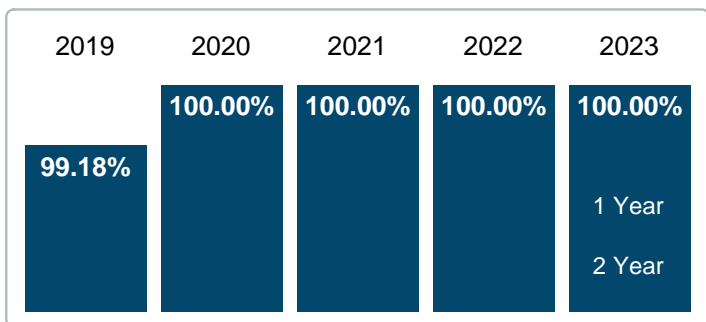
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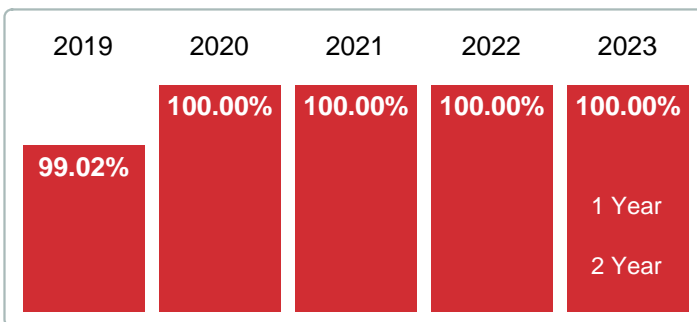
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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 = 99.84%

High May 2022 100.23% Low Jan 2019 98.24%

Median Sold/List Ratio this month at **100.00%** equal to 5 yr AUG average of **99.84%**

JUN 100.00%
 JUL 100.00%
 AUG 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	97	8.32%	92.45%	94.29%	90.91%	88.00%	100.00%
\$100,001 - \$150,000	109	9.35%	100.00%	100.00%	100.00%	95.79%	99.94%
\$150,001 - \$200,000	172	14.75%	100.00%	100.84%	100.00%	100.50%	101.35%
\$200,001 - \$300,000	345	29.59%	100.00%	97.38%	100.00%	100.00%	100.00%
\$300,001 - \$375,000	174	14.92%	100.00%	98.57%	100.00%	100.00%	100.68%
\$375,001 - \$500,000	143	12.26%	100.00%	100.00%	100.00%	98.89%	100.00%
\$500,001 and up	126	10.81%	100.00%	100.00%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		98.33%	100.00%	100.00%	100.00%
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



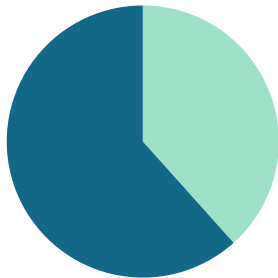
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

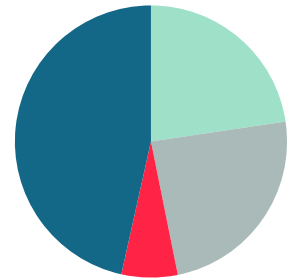


Inventory
 New Listings
1,513 = 38.36%
 Start Inventory
2,431
 Total Inventory Units
3,944
 Volume
\$1,632,919,920

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%
Median List Price	239,700	250,000	4.30%	239,000	259,000	8.37%
Median Sale Price	239,500	252,000	5.22%	240,800	255,000	5.90%
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	6.00	10.00	66.67%	5.00	10.00	100.00%
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

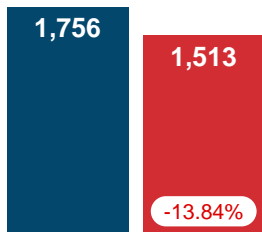
Inventory on August 31, 2023 = **2,393**

2022 **2023**

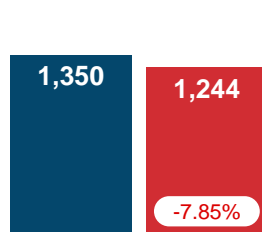
AUGUST MARKET

MEDIAN PRICES

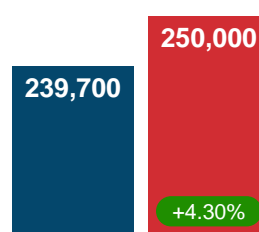
New Listings



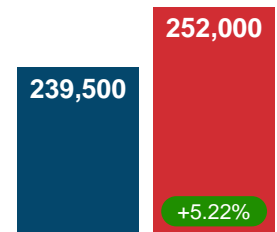
Pending Listings



List Price



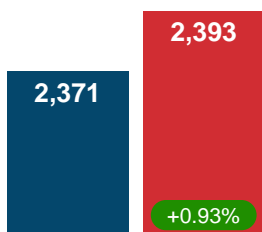
Sale Price



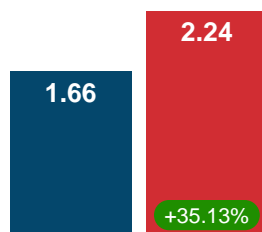
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

