

February 2023



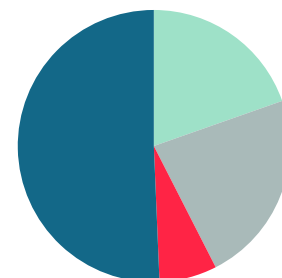
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,
Tulsa, Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 13, 2023 for MLS Technology Inc.

Compared Metrics	February		+/-%
	2022	2023	
Closed Listings	1,107	888	-19.78%
Pending Listings	1,234	1,035	-16.13%
New Listings	1,245	1,166	-6.35%
Average List Price	263,579	286,534	8.71%
Average Sale Price	263,849	281,699	6.77%
Average Percent of Selling Price to List Price	101.25%	98.63%	-2.59%
Average Days on Market to Sale	20.66	37.06	79.42%
End of Month Inventory	3,108	2,293	-26.22%
Months Supply of Inventory	2.07	1.88	-8.94%



■ Closed (19.62%)
■ Pending (22.87%)
■ Other OffMarket (6.85%)
■ Active (50.66%)

Absorption: Last 12 months, an Average of **1,218** Sales/Month
Active Inventory as of February 28, 2023 = **2,293**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2023 decreased **26.22%** to 2,293 existing homes available for sale. Over the last 12 months this area has had an average of 1,218 closed sales per month. This represents an unsold inventory index of **1.88** 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 **6.77%** in February 2023 to \$281,699 versus the previous year at \$263,849.

Average Days on Market Lengthens

The average number of **37.06** days that homes spent on the market before selling increased by 16.41 days or **79.42%** in February 2023 compared to last year's same month at **20.66** DOM.

Sales Success for February 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 1,166 New Listings in February 2023, down **6.35%** from last year at 1,245. Furthermore, there were 888 Closed Listings this month versus last year at 1,107, a **-19.78%** decrease.

Closed versus Listed trends yielded a **76.2%** ratio, down from previous year's, February 2022, at **88.9%**, a **14.35%** downswing. This will certainly create pressure on a decreasing 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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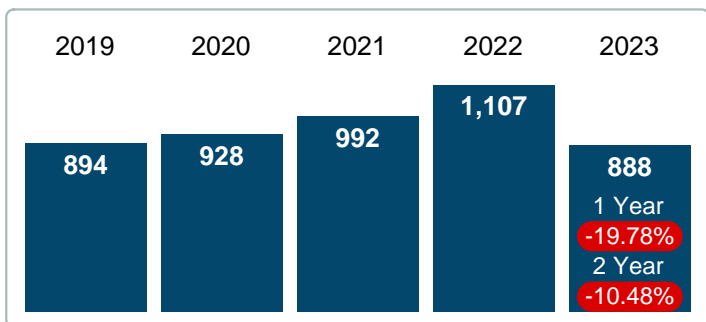
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



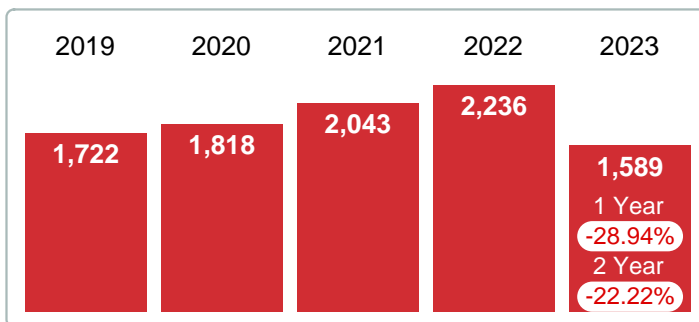
CLOSED LISTINGS

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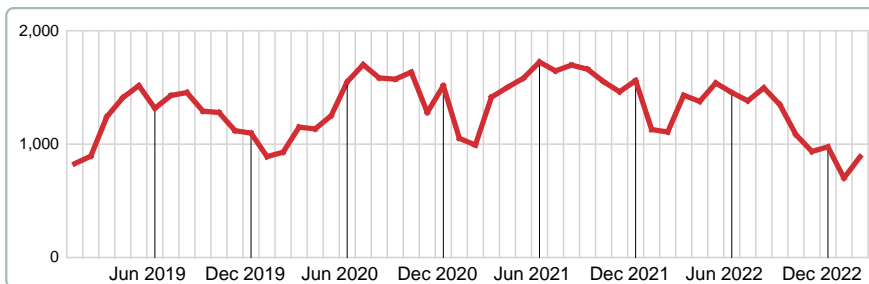
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 962

High Jun 2021 1,724 Low Jan 2023 701

Closed Listings this month at **888**
below the 5 yr FEB average of **962**

- DEC 976
- JAN 701 (-28.18%)
- FEB 888 (26.68%)

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	59	6.64%	34.2	38	17	2	2
\$75,001 - \$150,000	151	17.00%	29.7	56	84	9	2
\$150,001 - \$175,000	50	5.63%	20.9	11	34	5	0
\$175,001 - \$275,000	268	30.18%	30.3	9	206	50	3
\$275,001 - \$350,000	152	17.12%	40.2	5	80	57	10
\$350,001 - \$475,000	103	11.60%	55.6	2	34	59	8
\$475,001 and up	105	11.82%	51.6	2	26	57	20
Total Closed Units	888			123	481	239	45
Total Closed Volume	250,148,307	100%	37.1	15.56M	115.54M	95.35M	23.70M
Average Closed Price	\$281,699			\$126,536	\$240,206	\$398,949	\$526,586

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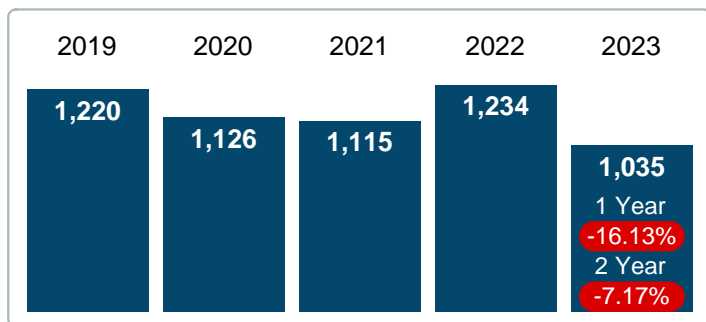
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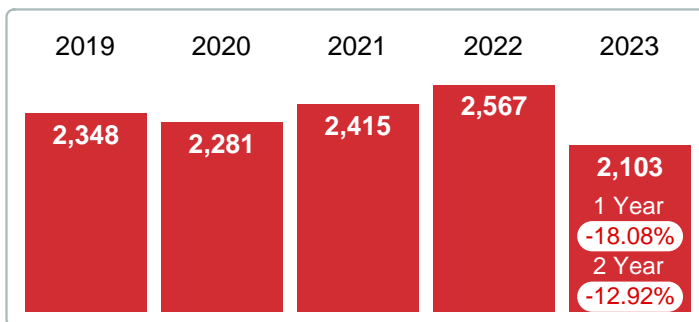
PENDING LISTINGS

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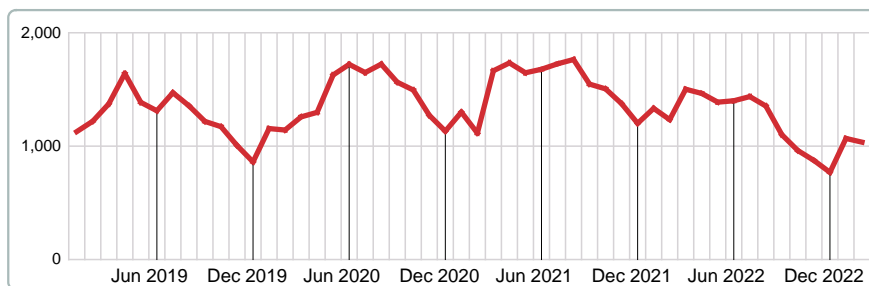
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,146

High Aug 2021 1,764 Low Dec 2022 769

Pending Listings this month at 1,035 below the 5 yr FEB average of 1,146



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	91	8.79%	33.2	44	42	5	0
\$100,001 - \$150,000	96	9.28%	25.9	26	60	8	2
\$150,001 - \$200,000	164	15.85%	30.0	18	132	13	1
\$200,001 - \$275,000	222	21.45%	38.5	15	157	49	1
\$275,001 - \$375,000	203	19.61%	39.2	5	109	82	7
\$375,001 - \$525,000	151	14.59%	55.7	10	51	74	16
\$525,001 and up	108	10.43%	68.3	1	20	65	22
Total Pending Units	1,035			119	571	296	49
Total Pending Volume	315,341,733	100%	27.6	20.29M	143.63M	124.16M	27.25M
Average Listing Price	\$232,813			\$170,516	\$251,547	\$419,471	\$556,198

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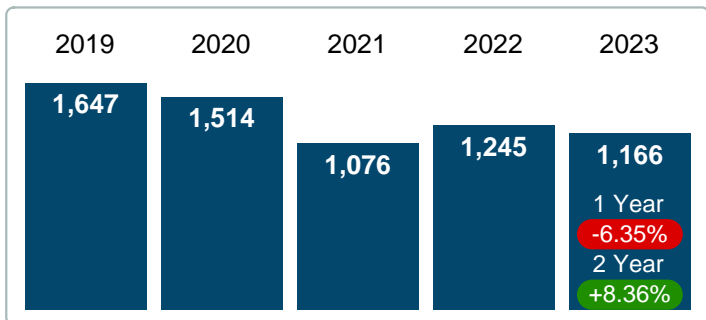
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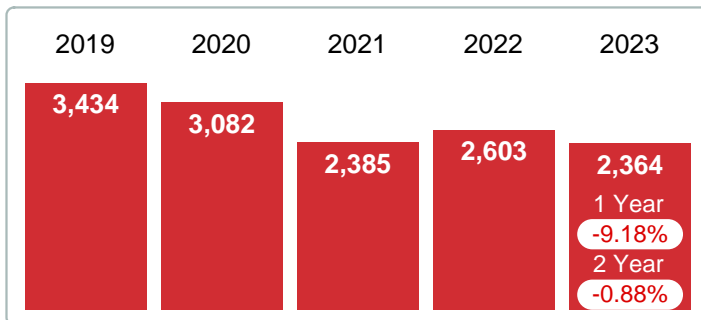
NEW LISTINGS

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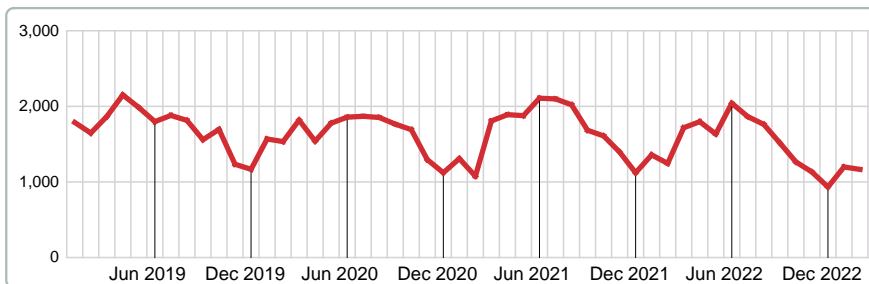
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 1,330

High Apr 2019 2,151 Low Dec 2022 933

New Listings this month at 1,166 below the 5 yr FEB average of 1,330



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	95	8.15%	52	39	2	2
\$100,001 - \$150,000	115	9.86%	32	72	10	1
\$150,001 - \$225,000	208	17.84%	17	169	22	0
\$225,001 - \$325,000	302	25.90%	9	193	93	7
\$325,001 - \$400,000	172	14.75%	4	91	73	4
\$400,001 - \$600,000	157	13.46%	4	35	96	22
\$600,001 and up	117	10.03%	3	24	58	32
Total New Listed Units	1,166		121	623	354	68
Total New Listed Volume	395,490,637	100%	19.94M	168.88M	158.11M	48.56M
Average New Listed Listing Price	\$214,231		\$164,777	\$271,076	\$446,633	\$714,175

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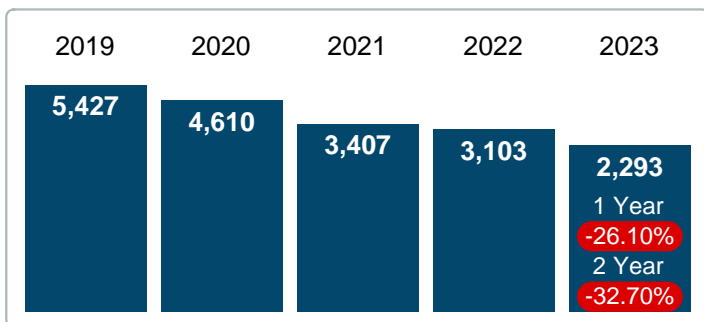
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



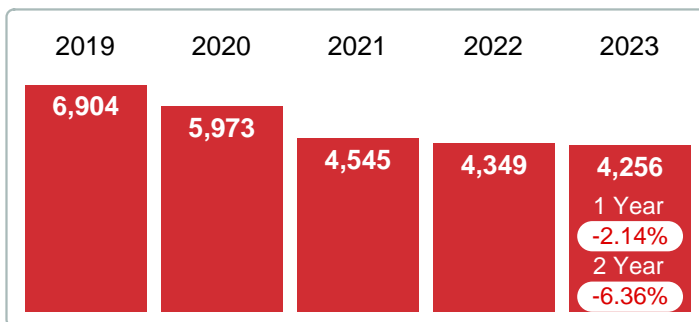
ACTIVE INVENTORY

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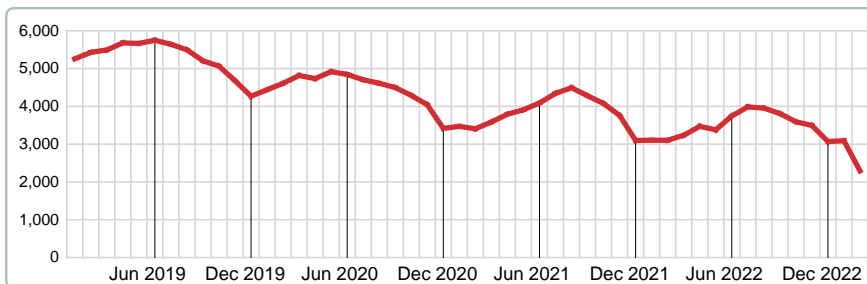
END OF FEBRUARY



ACTIVE DURING FEBRUARY



5 YEAR MARKET ACTIVITY TRENDS

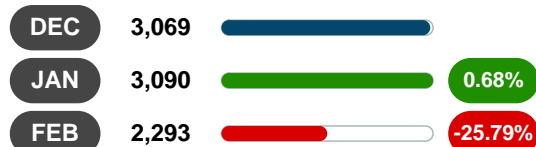


3 MONTHS

5 year FEB AVG = 3,768

High Jun 2019 5,748 Low Feb 2023 2,293

Inventory this month at 2,293 below the 5 yr FEB average of 3,768



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	222	9.68%	78.5	119	87	10	6
\$125,001 - \$200,000	268	11.69%	59.7	43	179	40	6
\$200,001 - \$275,000	309	13.48%	60.6	24	210	69	6
\$275,001 - \$425,000	609	26.56%	63.7	28	294	250	37
\$425,001 - \$525,000	322	14.04%	96.3	7	107	180	28
\$525,001 - \$675,000	328	14.30%	104.7	7	69	192	60
\$675,001 and up	235	10.25%	89.3	8	53	104	70
Total Active Inventory by Units	2,293			236	999	845	213
Total Active Inventory by Volume	989,395,922	100%	77.3	52.94M	340.69M	423.11M	172.65M
Average Active Inventory Listing Price	\$431,485			\$224,341	\$341,033	\$500,726	\$810,544

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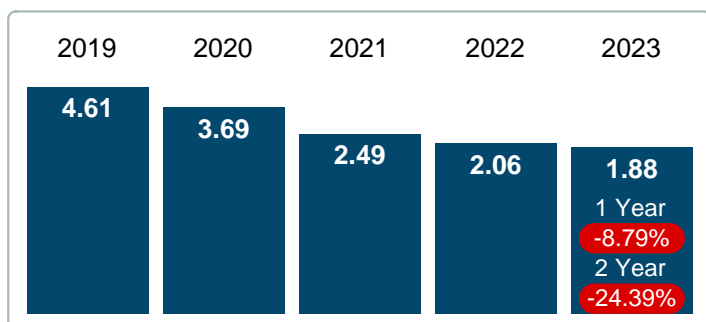
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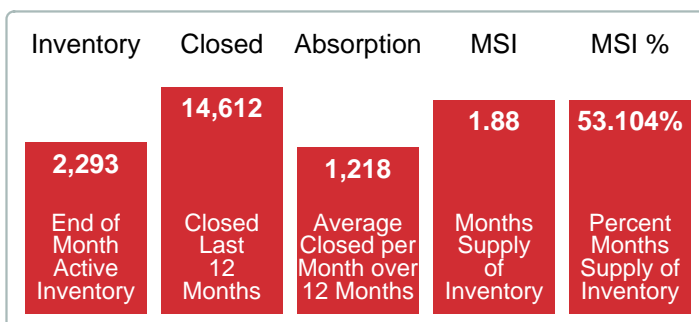
MONTHS SUPPLY of INVENTORY (MSI)

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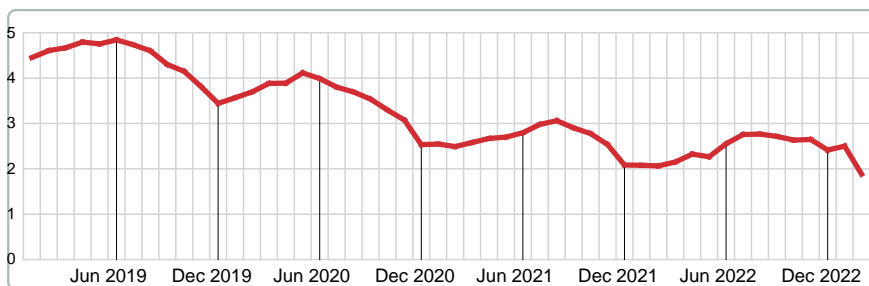
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

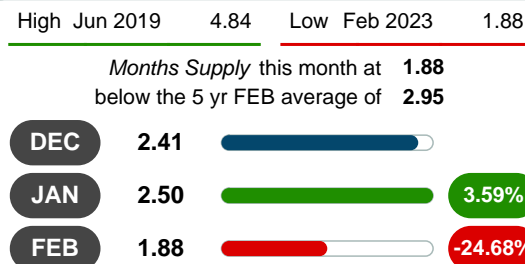


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 2.95



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	222	9.68%	1.39	1.57	1.17	1.20	5.54
\$125,001 - \$200,000	268	11.69%	1.02	1.10	0.92	1.57	2.88
\$200,001 - \$275,000	309	13.48%	1.03	1.45	0.97	1.09	1.53
\$275,001 - \$425,000	609	26.56%	2.04	2.80	2.11	1.87	2.39
\$425,001 - \$525,000	322	14.04%	3.58	4.20	3.91	3.53	2.82
\$525,001 - \$675,000	328	14.30%	5.41	9.33	6.47	5.13	5.11
\$675,001 and up	235	10.25%	5.20	16.00	8.71	4.41	4.67
Market Supply of Inventory (MSI)			1.88	1.63	1.49	2.46	3.59
Total Active Inventory by Units		100%	1.88	236	999	845	213

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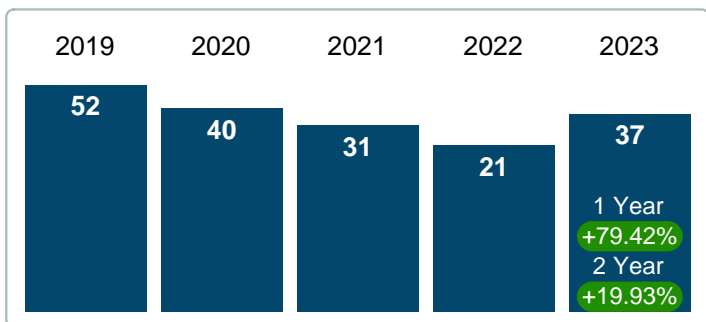
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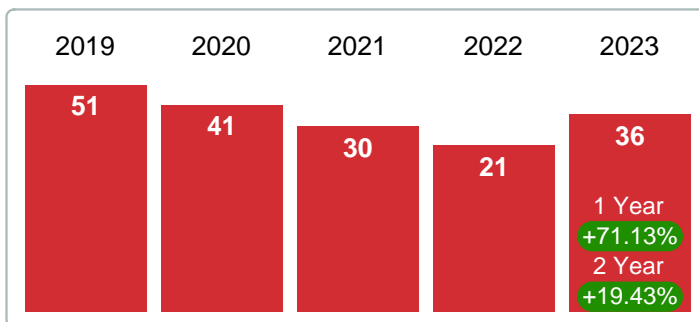
AVERAGE DAYS ON MARKET TO SALE

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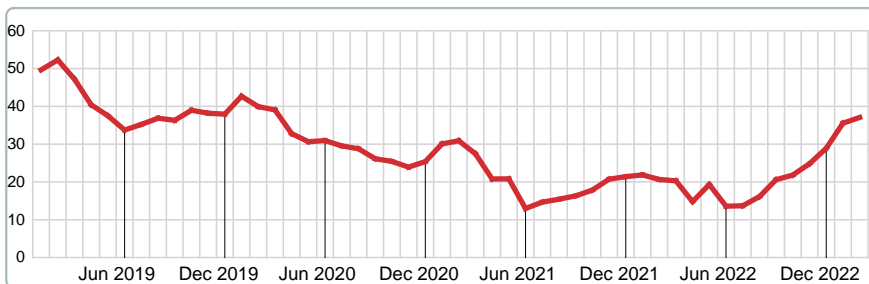
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

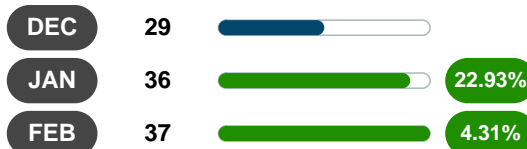


3 MONTHS

5 year FEB AVG = 36

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 37 above the 5 yr FEB average of 36



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
\$75,000 and less	6.64%	34	35	34	15	42
\$75,001 - \$150,000	17.00%	30	24	31	47	85
\$150,001 - \$175,000	5.63%	21	15	22	25	0
\$175,001 - \$275,000	30.18%	30	40	25	48	38
\$275,001 - \$350,000	17.12%	40	66	37	41	48
\$350,001 - \$475,000	11.60%	56	44	45	62	56
\$475,001 and up	11.82%	52	7	30	56	71
Average Closed DOM		37	29	30	51	60
Total Closed Units	100%	888	123	481	239	45
Total Closed Volume		250,148,307	15.56M	115.54M	95.35M	23.70M

February 2023



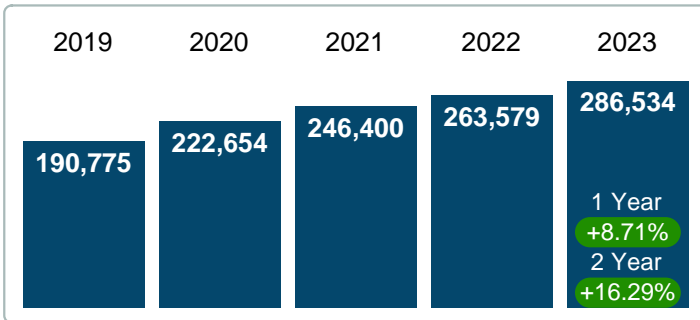
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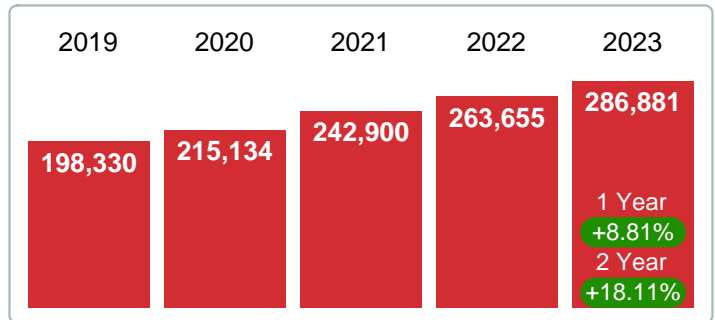
AVERAGE LIST PRICE AT CLOSING

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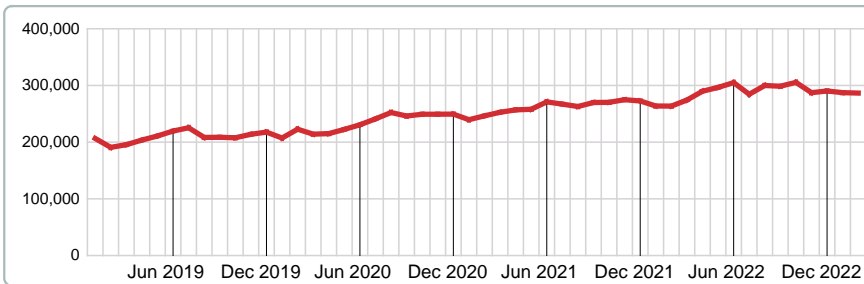
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

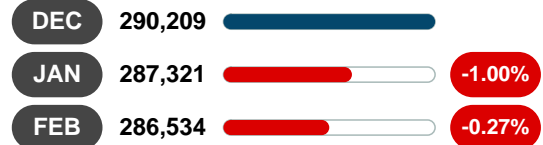


3 MONTHS

5 year FEB AVG = 241,988

High Oct 2022 305,436 Low Feb 2019 190,775

Average List Price at Closing this month at **286,534**
above the 5 yr FEB average of **241,988**



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
\$75,000 and less	5.86%	53,267	54,932	62,382	57,450	61,500
\$75,001 - \$150,000	16.89%	118,920	119,129	126,992	138,422	127,450
\$150,001 - \$175,000	6.76%	165,588	170,982	167,803	159,900	0
\$175,001 - \$275,000	29.39%	224,351	206,322	220,624	240,984	213,333
\$275,001 - \$350,000	16.67%	312,736	339,980	314,933	316,751	311,275
\$350,001 - \$475,000	12.16%	408,950	465,000	405,549	420,134	444,316
\$475,001 and up	12.27%	687,081	510,000	588,115	689,566	854,866
Average List Price		286,534	131,270	243,567	403,169	550,722
Total Closed Units	100%	286,534	123	481	239	45
Total Closed Volume		254,442,017	16.15M	117.16M	96.36M	24.78M

February 2023



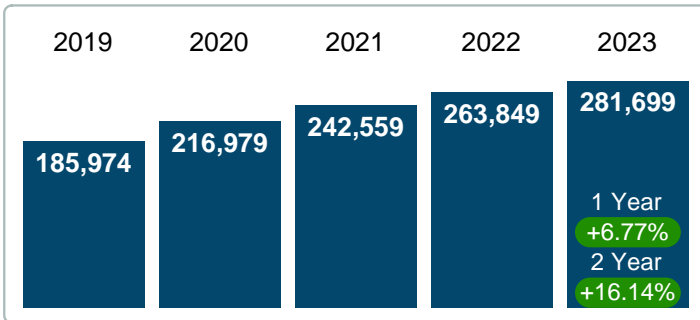
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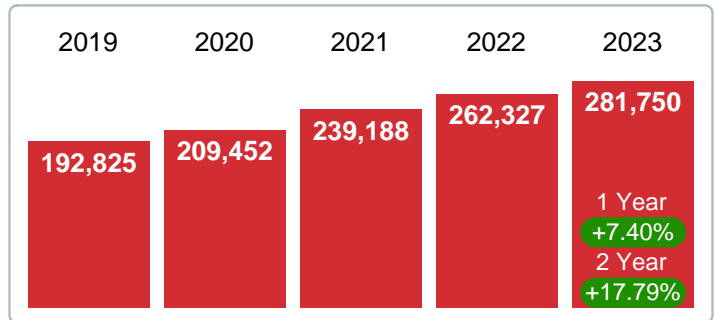
AVERAGE SOLD PRICE AT CLOSING

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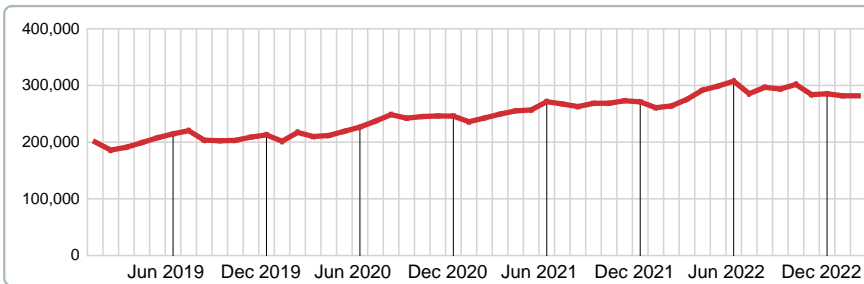
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

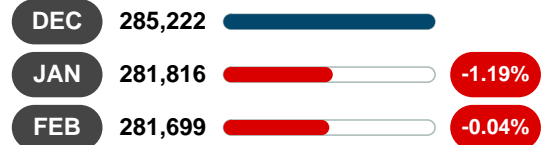


3 MONTHS

5 year FEB AVG = 238,212

High Jun 2022 307,534 Low Feb 2019 185,974

Average Sold Price at Closing this month at **281,699**
above the 5 yr FEB average of **238,212**



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
\$75,000 and less	6.64%	51,560	49,640	56,238	50,950	48,868
\$75,001 - \$150,000	17.00%	120,127	115,210	121,654	136,222	121,250
\$150,001 - \$175,000	5.63%	165,138	167,836	164,729	161,980	0
\$175,001 - \$275,000	30.18%	222,286	202,419	219,826	236,534	213,333
\$275,001 - \$350,000	17.12%	310,360	320,799	308,668	313,423	301,215
\$350,001 - \$475,000	11.60%	409,871	435,467	398,004	411,734	440,171
\$475,001 and up	11.82%	683,295	541,500	586,676	688,190	809,130
Average Sold Price		281,699	126,536	240,206	398,949	526,586
Total Closed Units	100%	888	123	481	239	45
Total Closed Volume		250,148,307	15.56M	115.54M	95.35M	23.70M

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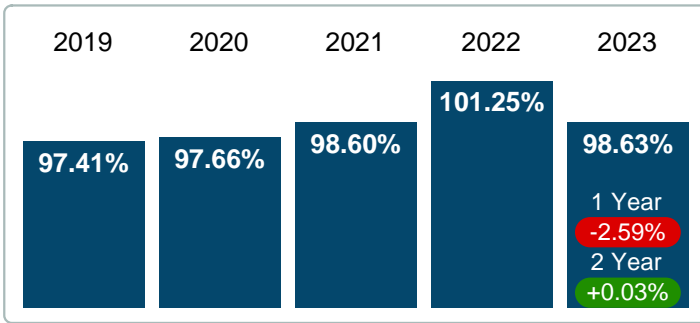
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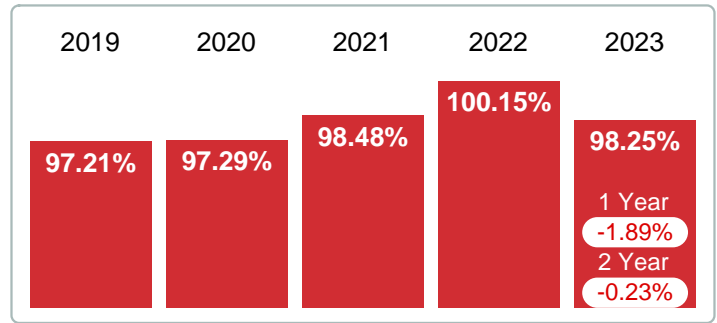
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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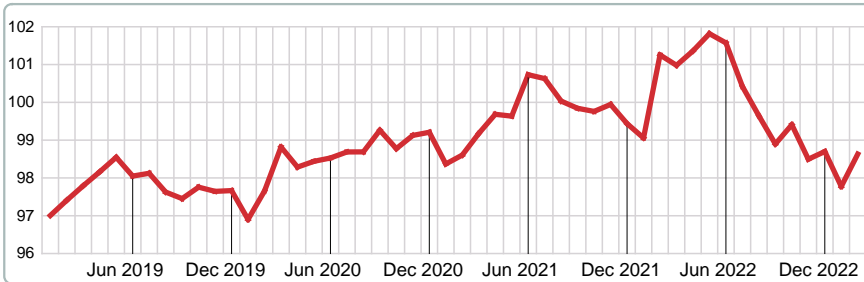
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

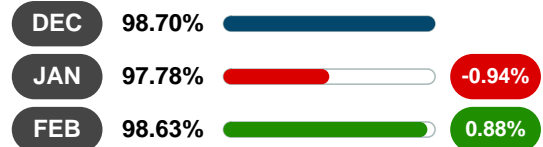


3 MONTHS

5 year FEB AVG = 98.71%

High May 2022 101.82% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.63%**
 equal to 5 yr FEB average of **98.71%**



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
\$75,000 and less	59	6.64%	91.29%	91.91%	90.90%	91.33%	82.74%
\$75,001 - \$150,000	151	17.00%	96.77%	97.00%	96.43%	98.95%	94.48%
\$150,001 - \$175,000	50	5.63%	98.78%	98.45%	98.50%	101.42%	0.00%
\$175,001 - \$275,000	268	30.18%	101.30%	98.46%	102.20%	98.19%	100.24%
\$275,001 - \$350,000	152	17.12%	98.27%	94.40%	98.13%	99.03%	96.93%
\$350,001 - \$475,000	103	11.60%	98.17%	93.63%	98.28%	98.13%	99.16%
\$475,001 and up	105	11.82%	99.53%	106.40%	101.08%	99.78%	96.13%
Average Sold/List Ratio		98.60%		95.65%	99.52%	98.80%	96.45%
Total Closed Units	888	100%	98.60%	123	481	239	45
Total Closed Volume	250,148,307			15.56M	115.54M	95.35M	23.70M

February 2023



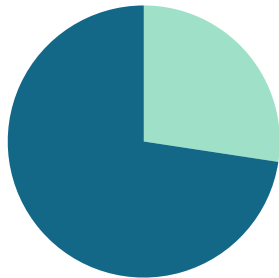
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Mar 13, 2023 for MLS Technology Inc.

INVENTORY



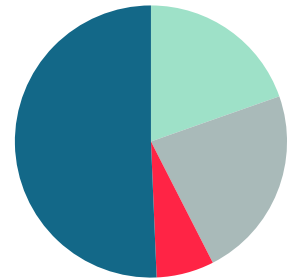
Inventory

- New Listings
1,166 = 27.40%
- Start Inventory
3,090
- Total Inventory Units
4,256
- Volume
\$1,604,745,951

Market Activity

- Closed Sales
888 = 19.62%
- Pending Sales
1,035 = 22.87%
- Other Off Market
310 = 6.85%
- Active Inventory
2,293 = 50.66%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	1,107	888	-19.78%	2,236	1,589	-28.94%
Pending Sales	1,234	1,035	-16.13%	2,567	2,103	-18.08%
New Listings	1,245	1,166	-6.35%	2,603	2,364	-9.18%
Average List Price	263,579	286,534	+8.71%	263,655	286,881	+8.81%
Average Sale Price	263,849	281,699	+6.77%	262,327	281,750	+7.40%
Average Percent of Selling Price to List Price	101.25%	98.63%	-2.59%	100.15%	98.25%	-1.89%
Average Days on Market to Sale	20.66	37.06	+79.42%	21.26	36.39	+71.13%
Monthly Inventory	3,108	2,293	-26.22%	3,108	2,293	-26.22%
Months Supply of Inventory	2.07	1.88	-8.94%	2.07	1.88	-8.94%

Absorption: Last 12 months, an Average of **1,218** Sales/Month

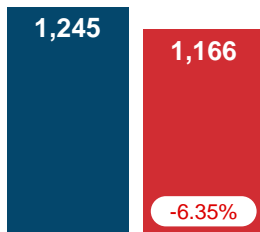
Inventory on February 28, 2023 = **2,293**

2022 **2023**

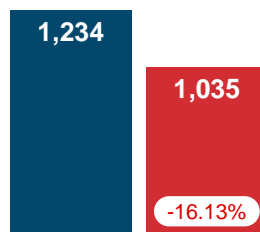
FEBRUARY MARKET

AVERAGE PRICES

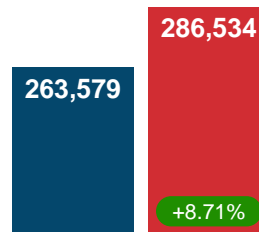
New Listings



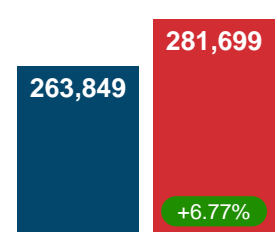
Pending Listings



List Price



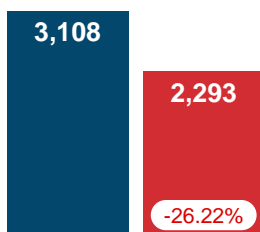
Sale Price



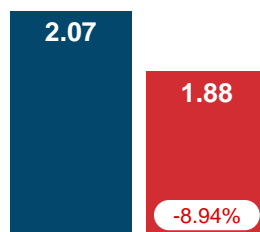
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

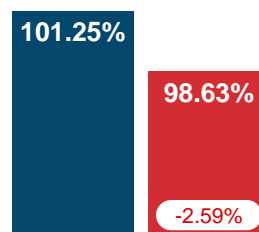
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

