

# October 2023



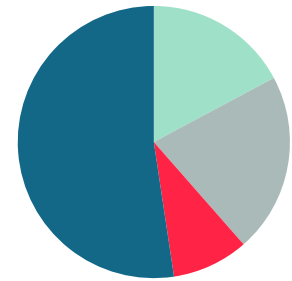
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	October 2023	+/-%
Closed Listings	108	87	-19.44%
Pending Listings	97	108	11.34%
New Listings	131	119	-9.16%
Average List Price	297,389	318,889	7.23%
Average Sale Price	296,131	316,398	6.84%
Average Percent of Selling Price to List Price	99.63%	100.24%	0.62%
Average Days on Market to Sale	23.44	37.20	58.72%
End of Month Inventory	270	265	-1.85%
Months Supply of Inventory	1.92	2.48	29.36%



■ Closed (17.19%)  
■ Pending (21.34%)  
■ Other OffMarket (9.09%)  
■ Active (52.37%)

**Absorption:** Last 12 months, an Average of **107** Sales/Month  
**Active Inventory** as of October 31, 2023 = **265**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2023 decreased **1.85%** to 265 existing homes available for sale. Over the last 12 months this area has had an average of 107 closed sales per month. This represents an unsold inventory index of **2.48** 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 **6.84%** in October 2023 to \$316,398 versus the previous year at \$296,131.

#### Average Days on Market Lengthens

The average number of **37.20** days that homes spent on the market before selling increased by 13.76 days or **58.72%** in October 2023 compared to last year's same month at **23.44** DOM.

#### Sales Success for October 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 119 New Listings in October 2023, down **9.16%** from last year at 131. Furthermore, there were 87 Closed Listings this month versus last year at 108, a **-19.44%** decrease.

Closed versus Listed trends yielded a **73.1%** ratio, down from previous year's, October 2022, at **82.4%**, a **11.32%** downswing. This will certainly create pressure on a decreasing 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>
<b>Months Supply of Inventory</b>	<b>6</b>
<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

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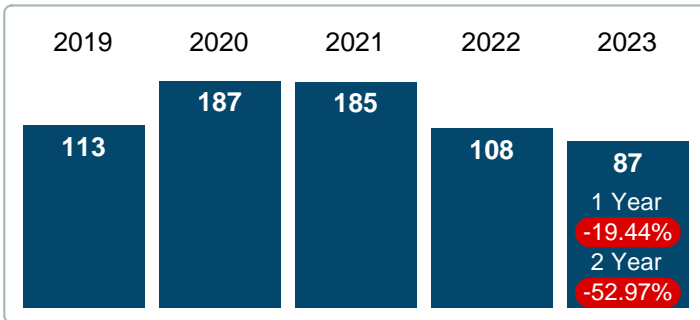
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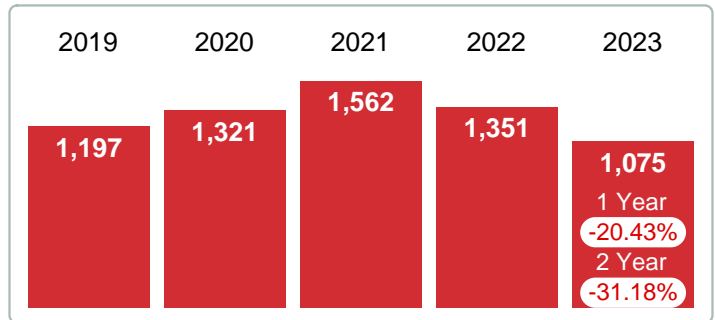
## CLOSED LISTINGS

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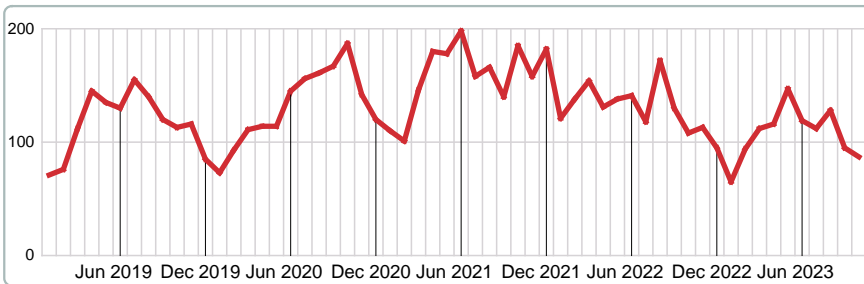
### OCTOBER



### YEAR TO DATE (YTD)

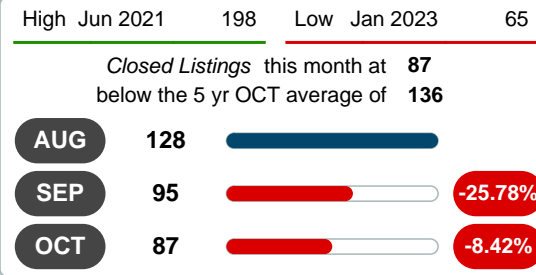


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 136



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	7	8.05%	23.7	6	1	0	0
\$125,001 - \$200,000	10	11.49%	21.0	1	9	0	0
\$200,001 - \$250,000	17	19.54%	26.4	1	13	3	0
\$250,001 - \$300,000	16	18.39%	37.0	0	12	4	0
\$300,001 - \$375,000	15	17.24%	50.7	1	5	9	0
\$375,001 - \$575,000	13	14.94%	49.4	0	5	7	1
\$575,001 and up	9	10.34%	46.3	1	0	4	4
<b>Total Closed Units</b>	<b>87</b>			<b>10</b>	<b>45</b>	<b>27</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>27,526,620</b>	<b>100%</b>	<b>37.2</b>	<b>1.75M</b>	<b>11.82M</b>	<b>10.88M</b>	<b>3.07M</b>
<b>Average Closed Price</b>	<b>\$316,398</b>			<b>\$175,400</b>	<b>\$262,566</b>	<b>\$403,079</b>	<b>\$614,804</b>

# October 2023



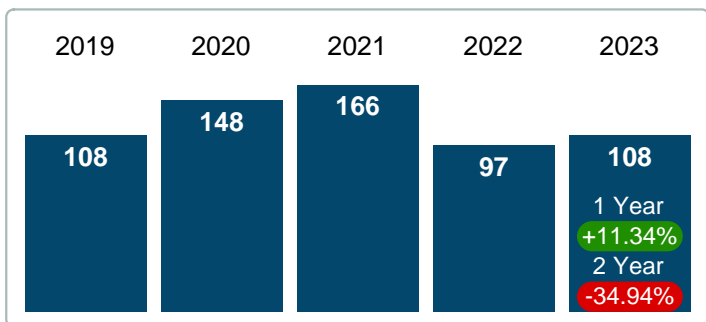
Area Delimited by County Of Wagoner - Residential Property Type



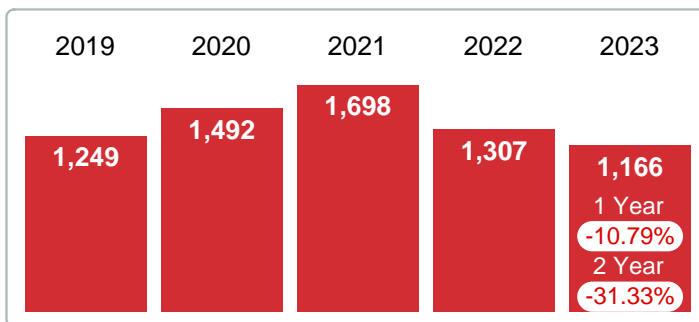
## PENDING LISTINGS

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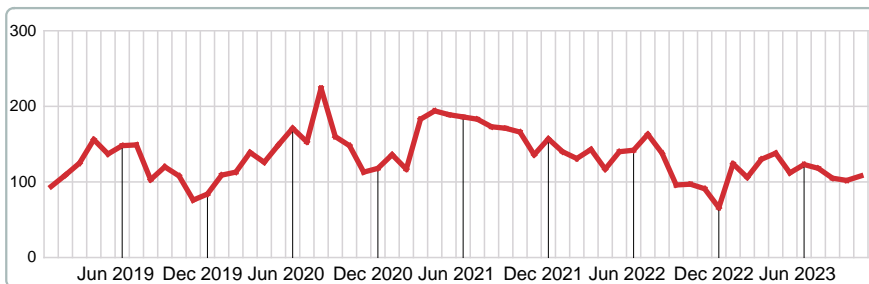
### OCTOBER



### YEAR TO DATE (YTD)

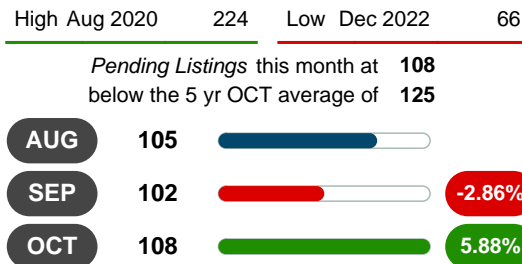


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 125



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	9.26%	14.9	5	5	0	0
\$125,001 - \$175,000	9	8.33%	14.8	2	6	1	0
\$175,001 - \$225,000	12	11.11%	15.8	0	11	1	0
\$225,001 - \$300,000	36	33.33%	34.8	0	27	9	0
\$300,001 - \$350,000	12	11.11%	34.0	0	4	8	0
\$350,001 - \$500,000	18	16.67%	24.1	0	11	5	2
\$500,001 and up	11	10.19%	60.3	0	2	8	1
<b>Total Pending Units</b>	<b>108</b>			<b>7</b>	<b>66</b>	<b>32</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>31,966,627</b>	<b>100%</b>	<b>14.9</b>	<b>637.60K</b>	<b>17.43M</b>	<b>12.33M</b>	<b>1.57M</b>
<b>Average Listing Price</b>	<b>\$313,990</b>			<b>\$91,086</b>	<b>\$264,152</b>	<b>\$385,175</b>	<b>\$523,130</b>

# October 2023



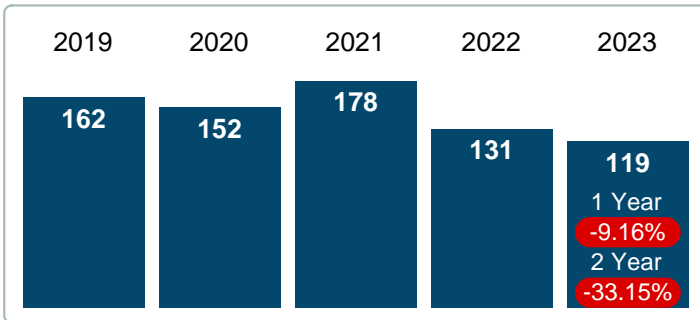
Area Delimited by County Of Wagoner - Residential Property Type



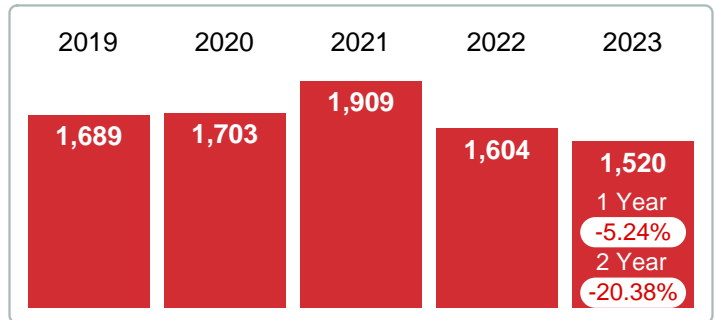
## NEW LISTINGS

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

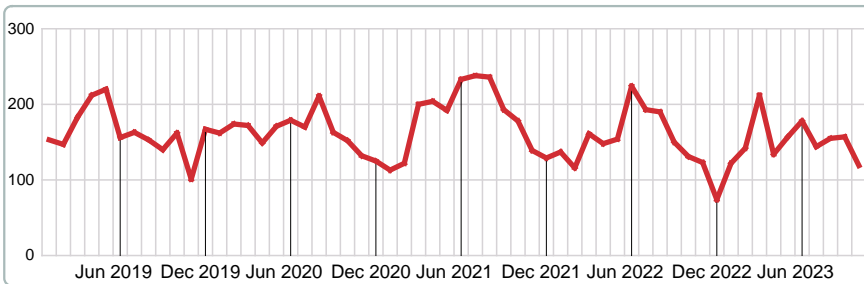
### OCTOBER



### YEAR TO DATE (YTD)

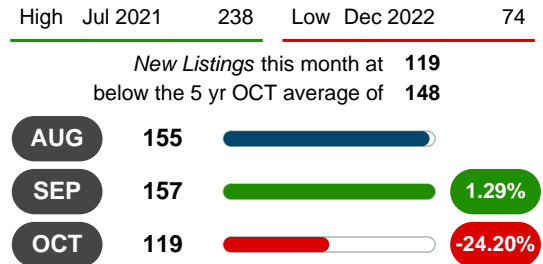


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 148



### 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	10	<div style="width: 8.4%;"></div>	8.40%	4	5	1	0
\$125,001 - \$225,000	14	<div style="width: 11.76%;"></div>	11.76%	1	11	2	0
\$225,001 - \$275,000	21	<div style="width: 17.65%;"></div>	17.65%	1	14	6	0
\$275,001 - \$325,000	27	<div style="width: 22.69%;"></div>	22.69%	0	20	7	0
\$325,001 - \$400,000	21	<div style="width: 17.65%;"></div>	17.65%	0	12	9	0
\$400,001 - \$550,000	15	<div style="width: 12.61%;"></div>	12.61%	0	7	6	2
\$550,001 and up	11	<div style="width: 9.24%;"></div>	9.24%	1	3	4	3
<b>Total New Listed Units</b>	119			7	72	35	5
<b>Total New Listed Volume</b>	38,914,310			1.59M	21.51M	12.82M	3.00M
<b>Average New Listed Listing Price</b>	\$434,250			\$227,200	\$298,738	\$366,257	\$599,160

# October 2023



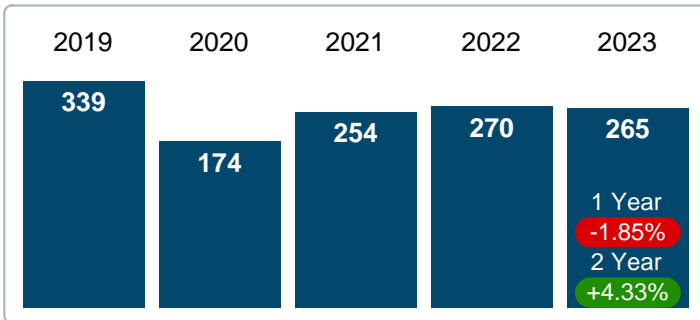
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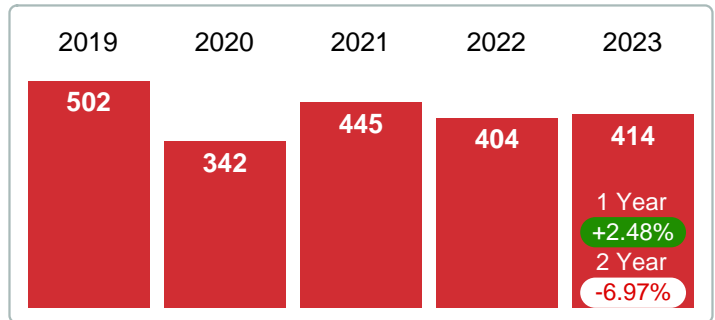
## ACTIVE INVENTORY

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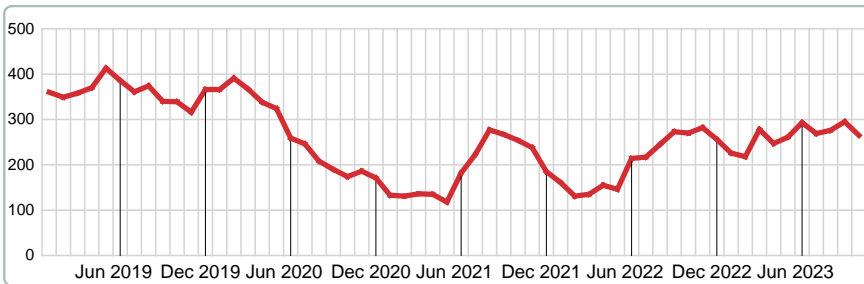
### END OF OCTOBER



### ACTIVE DURING OCTOBER

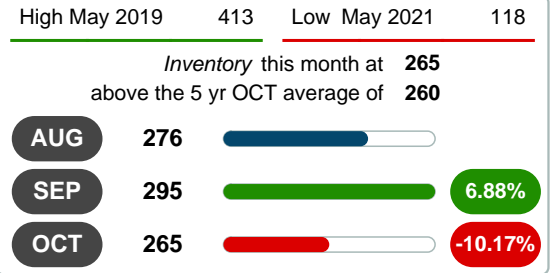


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 260



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	24	9.06%	64.7	6	13	5	0
\$175,001 - \$275,000	38	14.34%	49.8	2	28	7	1
\$275,001 - \$300,000	22	8.30%	63.1	1	14	6	1
\$300,001 - \$425,000	80	30.19%	70.6	0	46	29	5
\$425,001 - \$500,000	41	15.47%	98.7	0	9	29	3
\$500,001 - \$650,000	33	12.45%	105.8	1	11	18	3
\$650,001 and up	27	10.19%	96.3	1	9	8	9
Total Active Inventory by Units	265			11	130	102	22
Total Active Inventory by Volume	121,353,891	100%	77.8	2.61M	57.40M	45.10M	16.24M
Average Active Inventory Listing Price	\$457,939			\$237,155	\$441,573	\$442,178	\$738,117

# October 2023



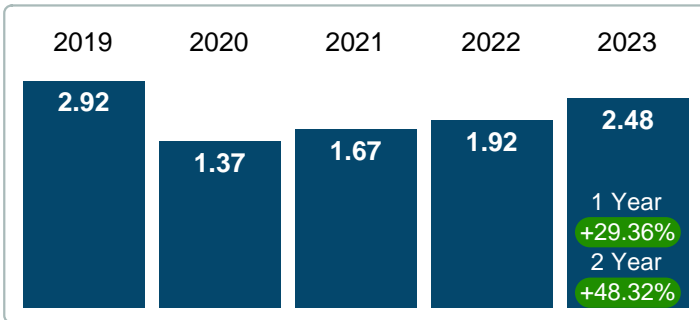
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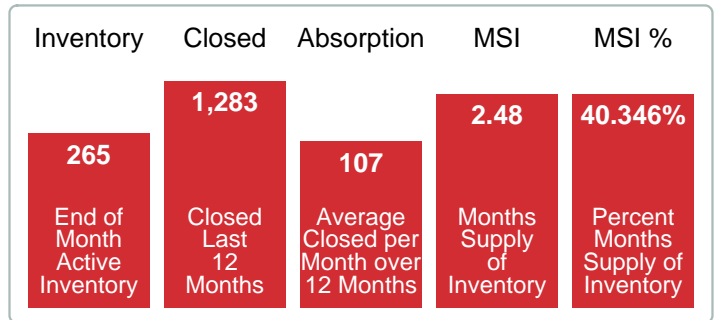
## MONTHS SUPPLY of INVENTORY (MSI)

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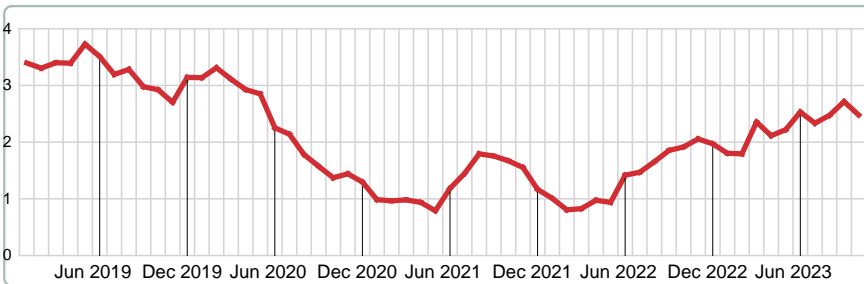
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2023

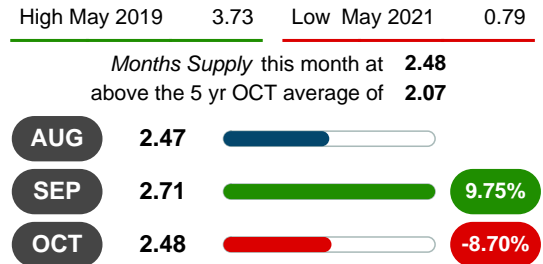


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.07



### 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
\$175,000 and less	24	9.06%	1.45	1.14	1.32	3.53	0.00
\$175,001 - \$275,000	38	14.34%	0.93	1.85	0.88	0.98	1.50
\$275,001 - \$300,000	22	8.30%	2.44	6.00	2.51	2.12	2.40
\$300,001 - \$425,000	80	30.19%	3.39	0.00	3.66	2.92	6.67
\$425,001 - \$500,000	41	15.47%	6.31	0.00	3.48	7.73	18.00
\$500,001 - \$650,000	33	12.45%	4.00	12.00	6.95	3.48	2.12
\$650,001 and up	27	10.19%	11.57	0.00	27.00	5.33	18.00
Market Supply of Inventory (MSI)			2.48	1.59	2.02	3.21	5.62
Total Active Inventory by Units		100%	2.48	11	130	102	22

# October 2023



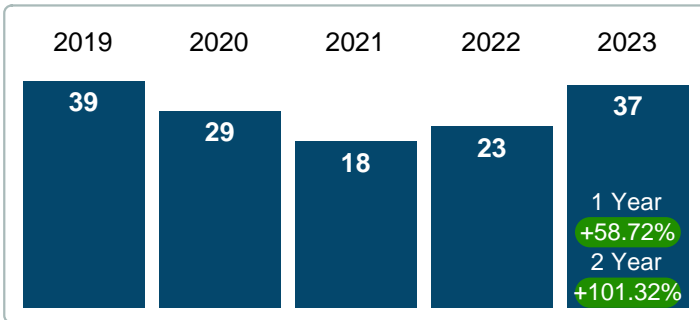
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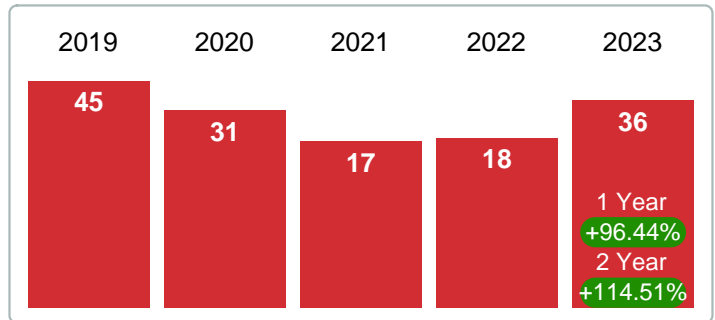
## AVERAGE DAYS ON MARKET TO SALE

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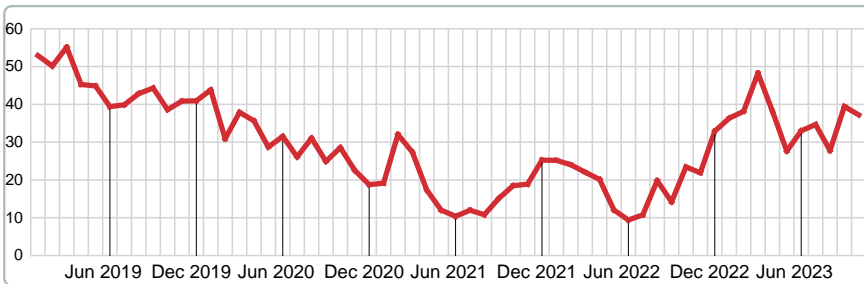
### OCTOBER



### YEAR TO DATE (YTD)

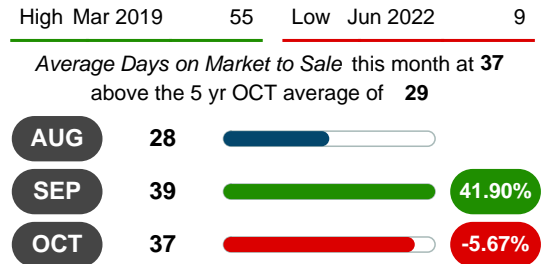


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 29



### 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
\$125,000 and less	8.05%	24	24	25	0	0
\$125,001 - \$200,000	11.49%	21	2	23	0	0
\$200,001 - \$250,000	19.54%	26	22	28	19	0
\$250,001 - \$300,000	18.39%	37	0	36	41	0
\$300,001 - \$375,000	17.24%	51	26	36	62	0
\$375,001 - \$575,000	14.94%	49	0	36	65	5
\$575,001 and up	10.34%	46	12	0	21	81
<b>Average Closed DOM</b>		<b>37</b>	<b>20</b>	<b>31</b>	<b>49</b>	<b>65</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>37</b>	<b>10</b>	<b>45</b>	<b>27</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>27,526,620</b>	<b>1.75M</b>	<b>11.82M</b>	<b>10.88M</b>	<b>3.07M</b>

# October 2023



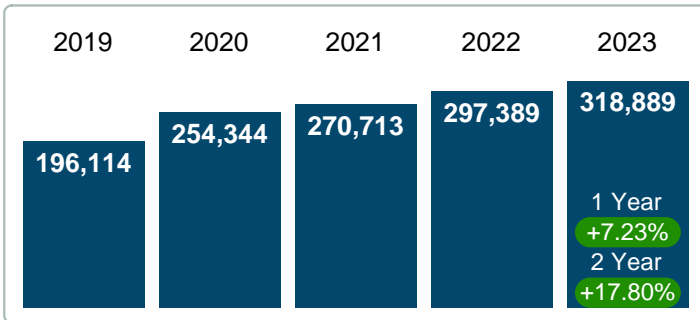
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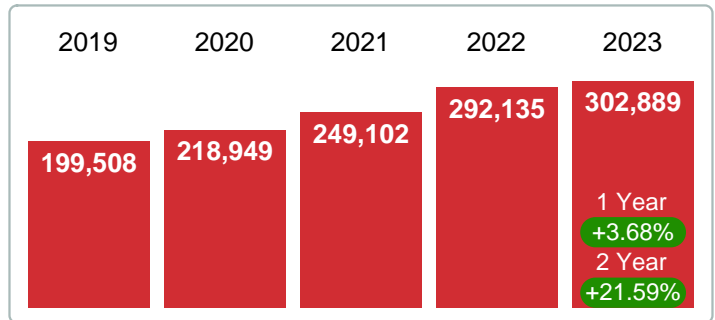
## AVERAGE LIST PRICE AT CLOSING

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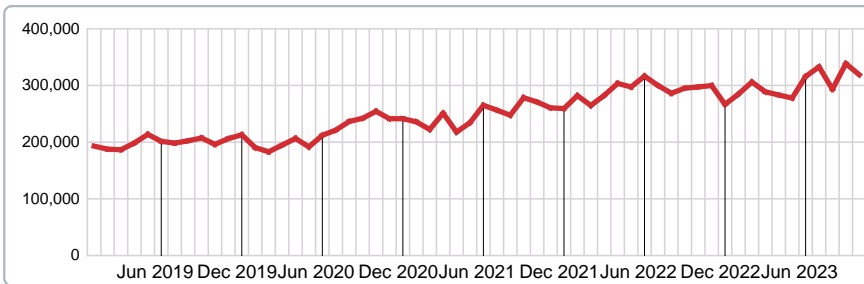
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

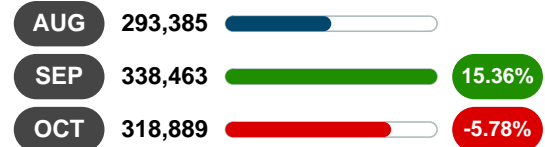


### 3 MONTHS

5 year OCT AVG = 267,490

High Sep 2023 338,463 Low Feb 2020 183,042

Average List Price at Closing this month at **318,889**  
above the 5 yr OCT average of **267,490**



### 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
\$125,000 and less	8	9.20%	79,438	74,583	63,000	0	0
\$125,001 - \$200,000	9	10.34%	171,756	149,900	172,100	0	0
\$200,001 - \$250,000	16	18.39%	230,934	219,900	229,696	239,000	0
\$250,001 - \$300,000	17	19.54%	280,654	0	285,463	282,166	0
\$300,001 - \$375,000	13	14.94%	333,642	380,000	346,220	335,950	0
\$375,001 - \$575,000	17	19.54%	457,632	0	433,860	461,571	565,000
\$575,001 and up	7	8.05%	711,271	595,000	0	760,760	579,725
Average List Price			318,889	179,230	264,976	412,713	576,780
Total Closed Units		100%	318,889	10	45	27	5
Total Closed Volume			27,743,357	1.79M	11.92M	11.14M	2.88M



# October 2023



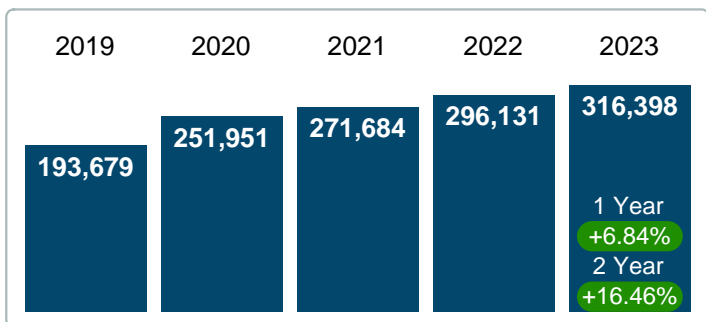
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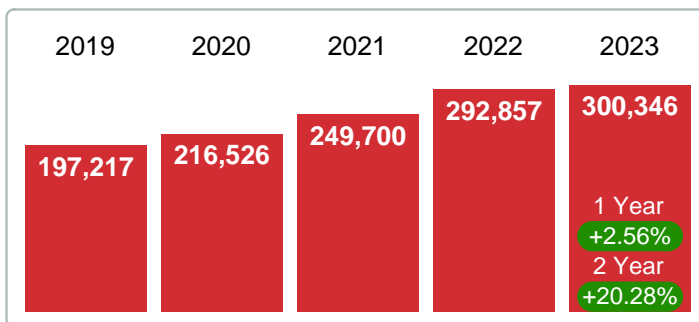
## AVERAGE SOLD PRICE AT CLOSING

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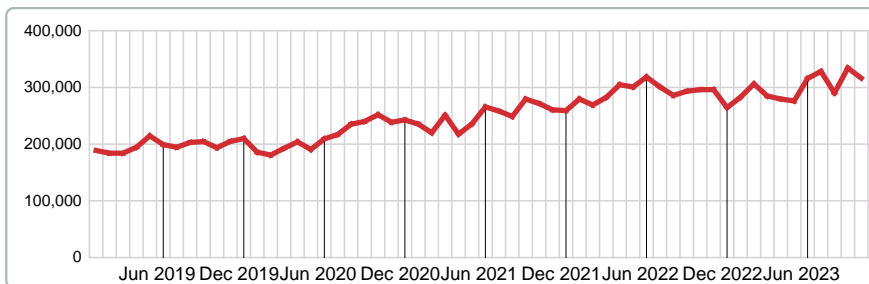
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

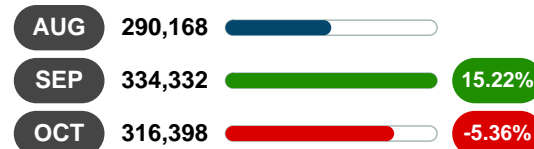


### 3 MONTHS

5 year OCT AVG = 265,969

High Sep 2023 334,332 Low Feb 2020 180,763

Average Sold Price at Closing this month at **316,398** above the 5 yr OCT average of **265,969**



### 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
\$125,000 and less	8.05%	70,943	73,933	53,000	0	0
\$125,001 - \$200,000	11.49%	164,350	149,900	165,956	0	0
\$200,001 - \$250,000	19.54%	230,232	215,000	229,919	236,667	0
\$250,001 - \$300,000	18.39%	279,945	0	283,538	269,166	0
\$300,001 - \$375,000	17.24%	334,673	365,500	326,200	335,954	0
\$375,001 - \$575,000	14.94%	462,682	0	449,290	458,643	557,920
\$575,001 and up	10.34%	662,055	580,000	0	715,598	629,026
<b>Average Sold Price</b>		<b>316,398</b>	<b>175,400</b>	<b>262,566</b>	<b>403,079</b>	<b>614,804</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>316,398</b>	<b>10</b>	<b>45</b>	<b>27</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>27,526,620</b>	<b>1.75M</b>	<b>11.82M</b>	<b>10.88M</b>	<b>3.07M</b>

# October 2023



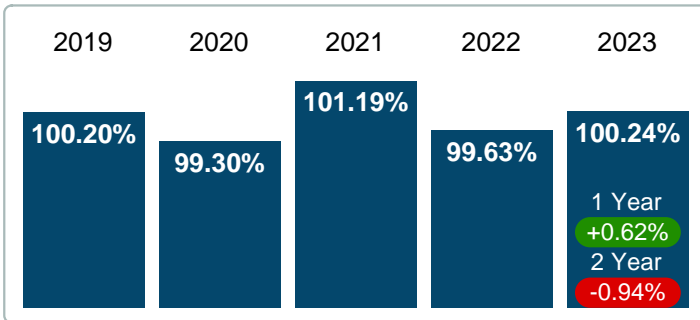
Area Delimited by County Of Wagoner - Residential Property Type



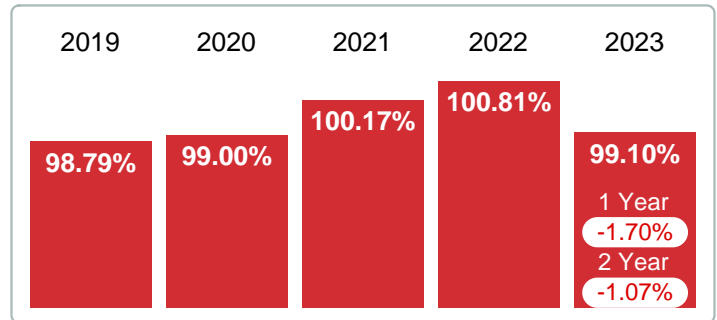
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

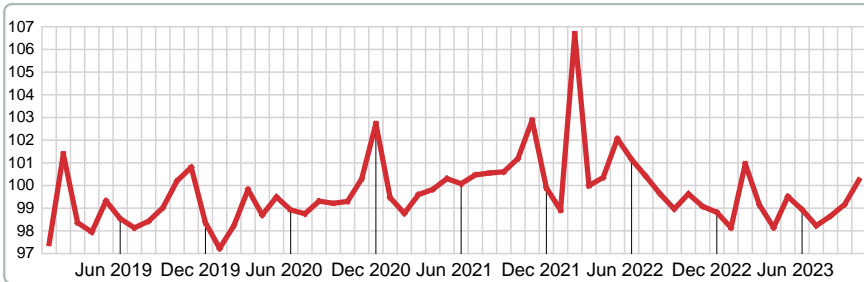
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

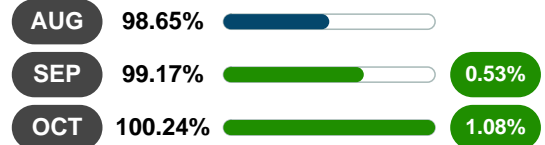


### 3 MONTHS

5 year OCT AVG = 100.11%

High Feb 2022 106.69% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **100.24%** equal to 5 yr OCT average of **100.11%**



### 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	
\$125,000 and less	7	8.05%	108.08%	112.08%	84.13%	0.00%	0.00%	
\$125,001 - \$200,000	10	11.49%	97.57%	100.00%	97.30%	0.00%	0.00%	
\$200,001 - \$250,000	17	19.54%	99.84%	97.77%	100.18%	99.07%	0.00%	
\$250,001 - \$300,000	16	18.39%	98.51%	0.00%	99.44%	95.71%	0.00%	
\$300,001 - \$375,000	15	17.24%	98.41%	96.18%	95.64%	100.20%	0.00%	
\$375,001 - \$575,000	13	14.94%	100.85%	0.00%	103.25%	99.43%	98.75%	
\$575,001 and up	9	10.34%	103.13%	97.48%	0.00%	96.24%	111.45%	
Average Sold/List Ratio		100.20%		106.39%	98.89%	98.62%	108.91%	
Total Closed Units		87	100%	100.20%	10	45	27	5
Total Closed Volume		27,526,620			1.75M	11.82M	10.88M	3.07M

# October 2023



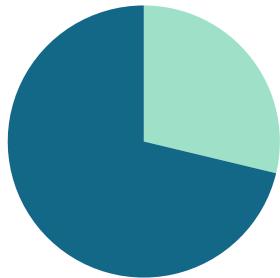
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

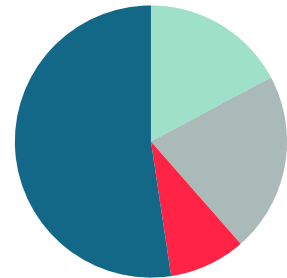


**Inventory**  
 New Listings  
**119 = 28.74%**  
 Start Inventory  
**295**  
 Total Inventory Units  
**414**  
 Volume  
**\$166,705,316**

### Market Activity

Closed Sales  
**87 = 17.19%**  
 Pending Sales  
**108 = 21.34%**  
 Other Off Market  
**46 = 9.09%**  
 Active Inventory  
**265 = 52.37%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	108	87	-19.44%	1,351	1,075	-20.43%
Pending Sales	97	108	11.34%	1,307	1,166	-10.79%
New Listings	131	119	-9.16%	1,604	1,520	-5.24%
Average List Price	297,389	318,889	7.23%	292,135	302,889	3.68%
Average Sale Price	296,131	316,398	6.84%	292,857	300,346	2.56%
Average Percent of Selling Price to List Price	99.63%	100.24%	0.62%	100.81%	99.10%	-1.70%
Average Days on Market to Sale	23.44	37.20	58.72%	18.09	35.53	96.44%
Monthly Inventory	270	265	-1.85%	270	265	-1.85%
Months Supply of Inventory	1.92	2.48	29.36%	1.92	2.48	29.36%

**Absorption:** Last 12 months, an Average of **107** Sales/Month

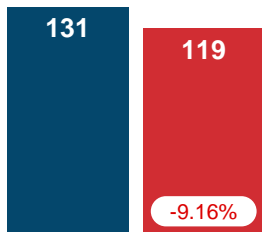
**Inventory** on October 31, 2023 = **265**

**2022** **2023**

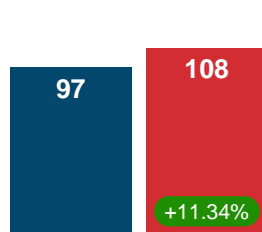
### OCTOBER MARKET

### AVERAGE PRICES

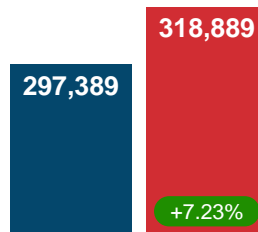
#### New Listings



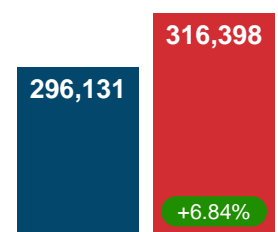
#### Pending Listings



#### List Price



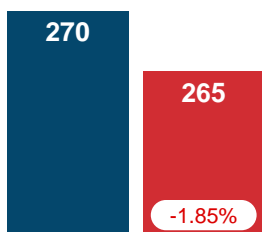
#### Sale Price



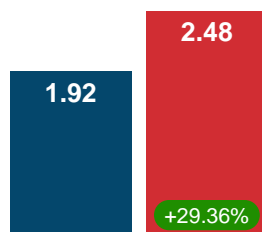
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

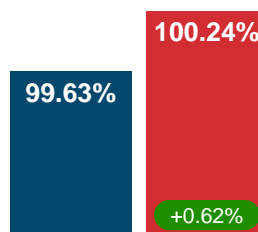
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

