

# November 2023



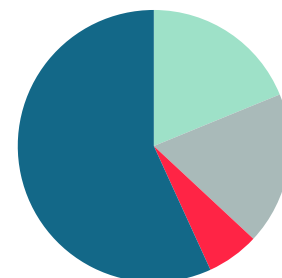
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers,  
Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	935	896	-4.17%
Pending Listings	870	863	-0.80%
New Listings	1,132	1,217	7.51%
Average List Price	287,298	297,335	3.49%
Average Sale Price	283,931	291,805	2.77%
Average Percent of Selling Price to List Price	98.53%	98.29%	-0.25%
Average Days on Market to Sale	24.82	32.19	29.68%
End of Month Inventory	2,476	2,706	9.29%
Months Supply of Inventory	1.88	2.61	39.25%



**Absorption:** Last 12 months, an Average of **1,036** Sales/Month  
**Active Inventory** as of November 30, 2023 = **2,706**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2023 rose **9.29%** to 2,706 existing homes available for sale. Over the last 12 months this area has had an average of 1,036 closed sales per month. This represents an unsold inventory index of **2.61** 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 **2.77%** in November 2023 to \$291,805 versus the previous year at \$283,931.

#### Average Days on Market Lengthens

The average number of **32.19** days that homes spent on the market before selling increased by 7.37 days or **29.68%** in November 2023 compared to last year's same month at **24.82** DOM.

#### Sales Success for November 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 1,217 New Listings in November 2023, up **7.51%** from last year at 1,132. Furthermore, there were 896 Closed Listings this month versus last year at 935, a **-4.17%** decrease.

Closed versus Listed trends yielded a **73.6%** ratio, down from previous year's, November 2022, at **82.6%**, a **10.86%** 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>
<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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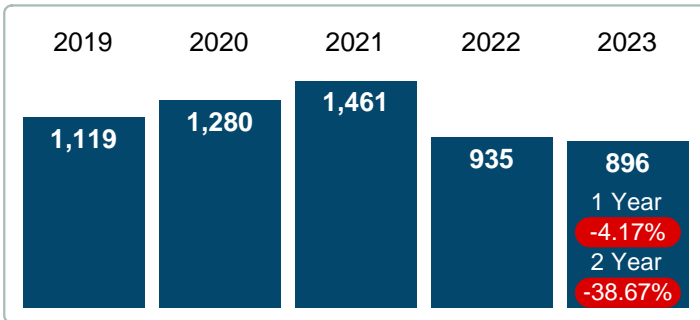
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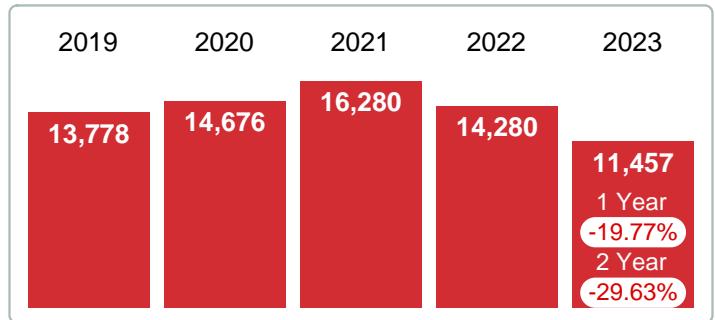
## CLOSED LISTINGS

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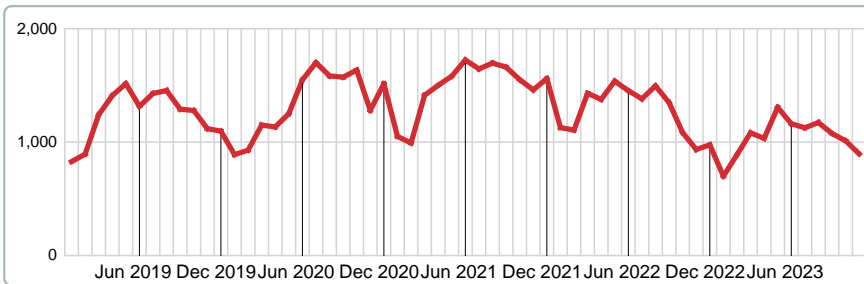
### NOVEMBER



### YEAR TO DATE (YTD)

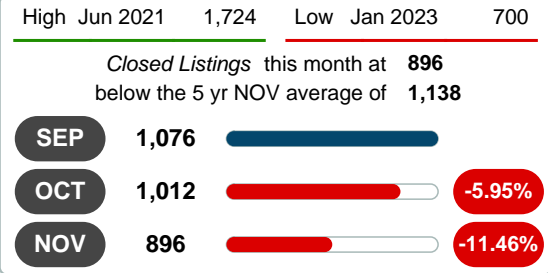


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,138



### 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	66	7.37%	33.1	35	25	6	0
\$100,001 - \$150,000	94	10.49%	18.1	31	56	7	0
\$150,001 - \$200,000	139	15.51%	20.6	14	103	21	1
\$200,001 - \$275,000	224	25.00%	26.2	18	162	39	5
\$275,001 - \$375,000	172	19.20%	34.3	2	91	75	4
\$375,001 - \$525,000	113	12.61%	44.3	1	39	60	13
\$525,001 and up	88	9.82%	60.6	0	20	49	19
<b>Total Closed Units</b>	<b>896</b>			<b>101</b>	<b>496</b>	<b>257</b>	<b>42</b>
<b>Total Closed Volume</b>	<b>261,457,634</b>	<b>100%</b>	<b>32.2</b>	<b>14.21M</b>	<b>125.14M</b>	<b>100.10M</b>	<b>22.02M</b>
<b>Average Closed Price</b>	<b>\$291,805</b>			<b>\$140,650</b>	<b>\$252,293</b>	<b>\$389,492</b>	<b>\$524,177</b>

# November 2023



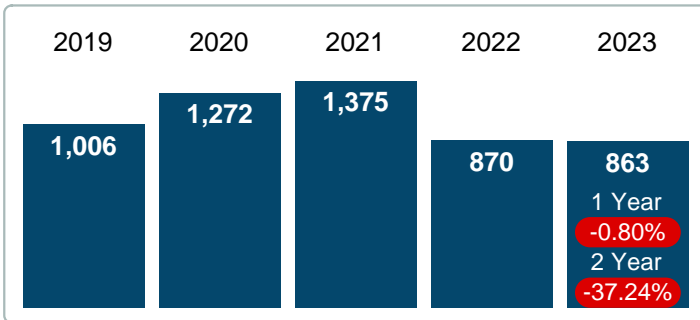
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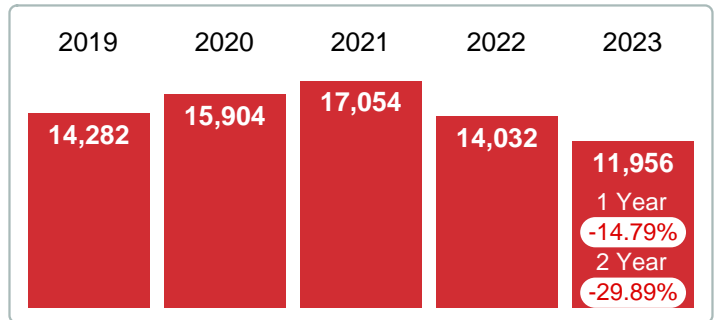
## PENDING LISTINGS

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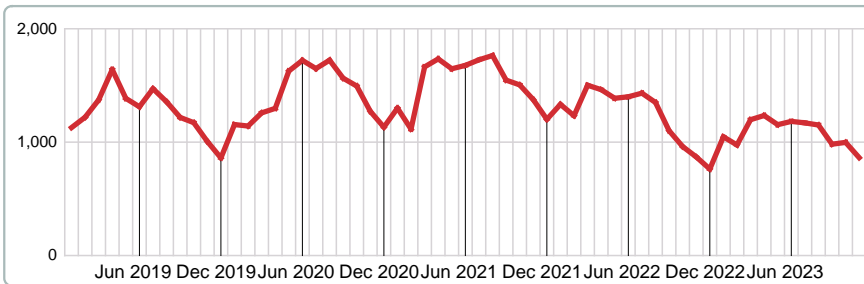
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

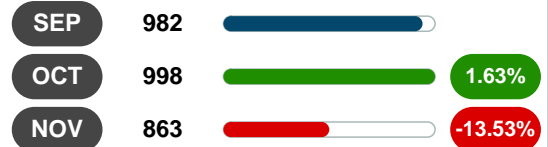


### 3 MONTHS

5 year NOV AVG = 1,077

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at **863**  
below the 5 yr NOV average of **1,077**



### 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	66	7.65%	33.8	32	28	5	1
\$100,001 - \$150,000	88	10.20%	31.9	38	43	7	0
\$150,001 - \$200,000	152	17.61%	26.4	23	110	17	2
\$200,001 - \$275,000	204	23.64%	37.3	7	155	38	4
\$275,001 - \$350,000	153	17.73%	39.8	8	78	63	4
\$350,001 - \$475,000	105	12.17%	49.4	2	50	50	3
\$475,001 and up	95	11.01%	54.7	0	27	56	12
<b>Total Pending Units</b>	<b>863</b>			<b>110</b>	<b>491</b>	<b>236</b>	<b>26</b>
<b>Total Pending Volume</b>	<b>246,941,982</b>	<b>100%</b>	<b>37.3</b>	<b>15.97M</b>	<b>126.01M</b>	<b>91.92M</b>	<b>13.04M</b>
<b>Average Listing Price</b>	<b>\$263,377</b>			<b>\$145,179</b>	<b>\$256,635</b>	<b>\$389,500</b>	<b>\$501,646</b>

# November 2023



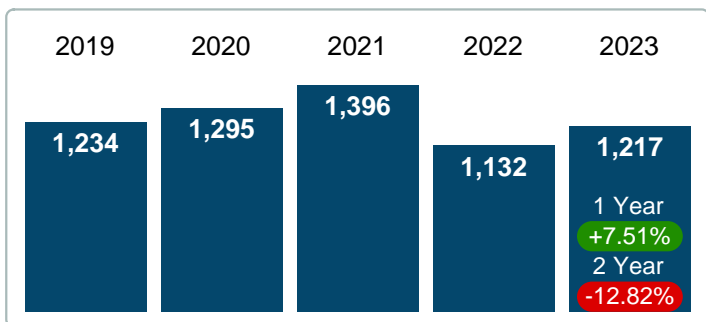
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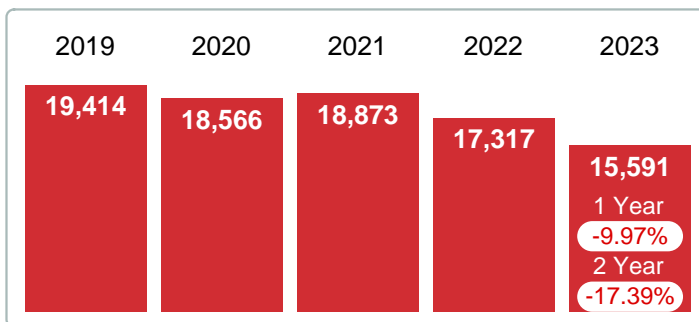
## NEW LISTINGS

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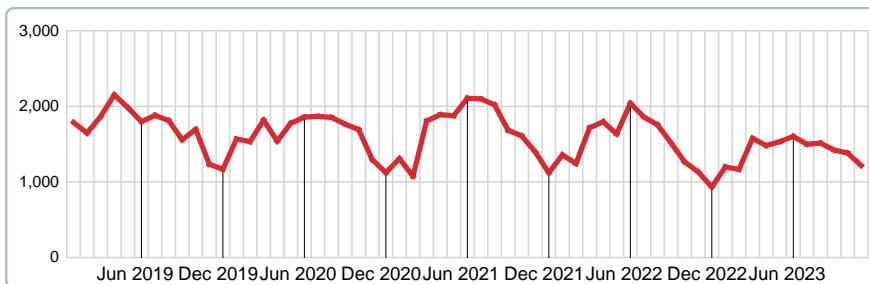
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,255

High Apr 2019 2,151 | Low Dec 2022 933

New Listings this month at 1,217  
below the 5 yr NOV average of 1,255



### 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	121	9.94%	71	45	4	1
\$125,001 - \$175,000	118	9.70%	31	74	13	0
\$175,001 - \$225,000	191	15.69%	27	137	26	1
\$225,001 - \$325,000	317	26.05%	25	199	86	7
\$325,001 - \$425,000	195	16.02%	5	80	95	15
\$425,001 - \$575,000	145	11.91%	6	49	77	13
\$575,001 and up	130	10.68%	3	22	73	32
<b>Total New Listed Units</b>	<b>1,217</b>		<b>168</b>	<b>606</b>	<b>374</b>	<b>69</b>
<b>Total New Listed Volume</b>	<b>424,044,613</b>	<b>100%</b>	<b>29.72M</b>	<b>171.02M</b>	<b>165.27M</b>	<b>58.04M</b>
<b>Average New Listed Listing Price</b>	<b>\$263,229</b>		<b>\$176,882</b>	<b>\$282,205</b>	<b>\$441,894</b>	<b>\$841,213</b>

# November 2023



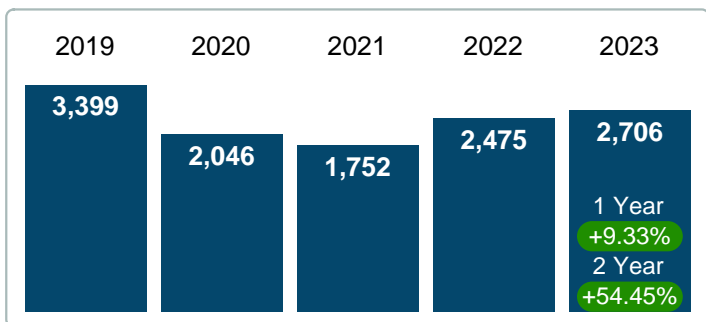
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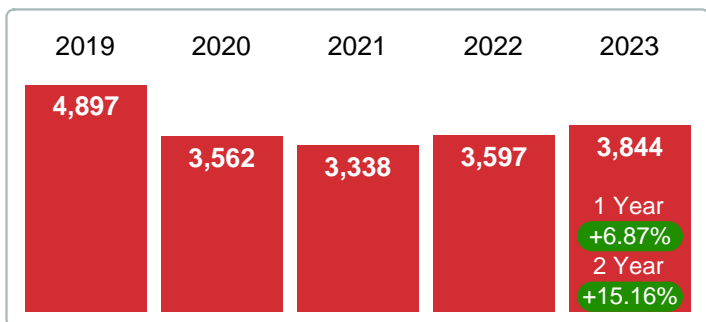
## ACTIVE INVENTORY

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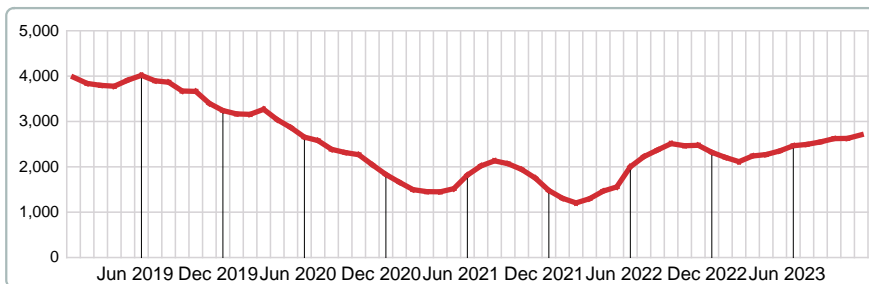
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS

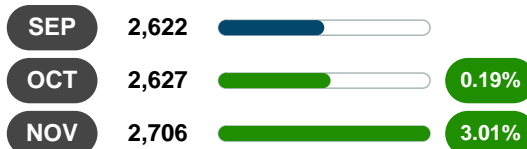


### 3 MONTHS

5 year NOV AVG = 2,476

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

Inventory this month at **2,706**  
above the 5 yr NOV average of **2,476**



### 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	221	8.17%	82.4	122	85	12	2
\$125,001 - \$200,000	296	10.94%	51.7	70	184	38	4
\$200,001 - \$275,000	394	14.56%	52.1	39	264	85	6
\$275,001 - \$425,000	753	27.83%	65.7	34	354	324	41
\$425,001 - \$525,000	381	14.08%	97.8	19	142	191	29
\$525,001 - \$700,000	386	14.26%	98.3	12	82	227	65
\$700,001 and up	275	10.16%	90.2	8	46	117	104
Total Active Inventory by Units			2,706	304	1,157	994	251
Total Active Inventory by Volume			1,208,903,105	69.18M	400.84M	503.86M	235.03M
Average Active Inventory Listing Price			\$446,749	\$227,555	\$346,444	\$506,901	\$936,376

# November 2023



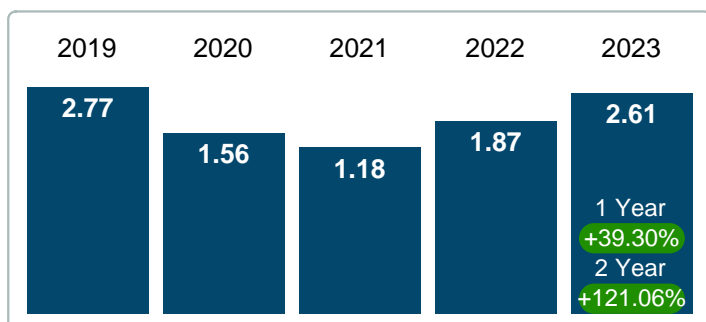
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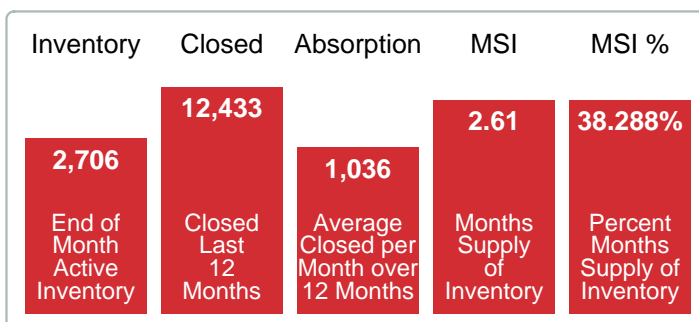
## MONTHS SUPPLY of INVENTORY (MSI)

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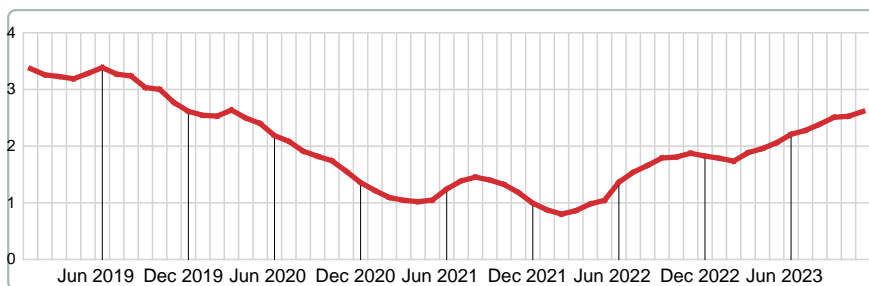
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2023

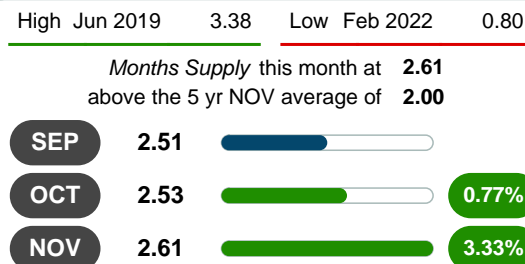


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 2.00



### 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	221	8.17%	1.75	2.01	1.50	1.66	1.20
\$125,001 - \$200,000	296	10.94%	1.40	1.99	1.20	1.82	1.92
\$200,001 - \$275,000	394	14.56%	1.61	3.08	1.44	1.89	1.57
\$275,001 - \$425,000	753	27.83%	2.73	3.64	2.82	2.60	2.55
\$425,001 - \$525,000	381	14.08%	5.01	9.91	6.38	4.49	3.08
\$525,001 - \$700,000	386	14.26%	6.17	20.57	6.39	6.19	5.20
\$700,001 and up	275	10.16%	7.07	12.00	7.67	5.57	9.24
Market Supply of Inventory (MSI)			2.61	2.51	2.06	3.34	4.42
Total Active Inventory by Units		100%	2,706	304	1,157	994	251

# November 2023



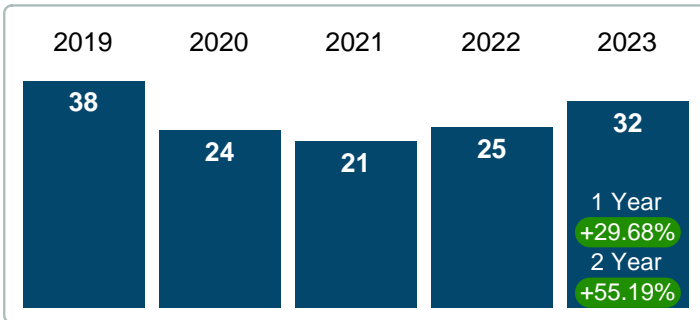
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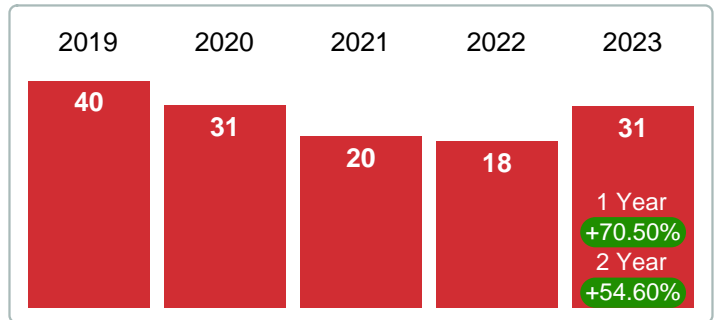
## AVERAGE DAYS ON MARKET TO SALE

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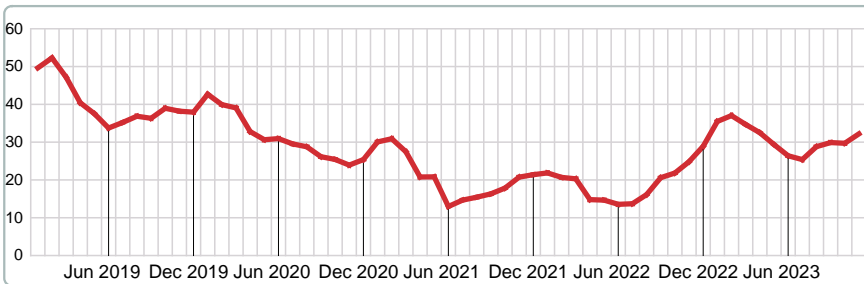
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

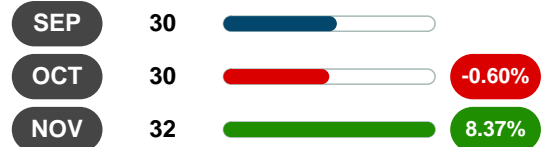


### 3 MONTHS

5 year NOV AVG = 28

High Feb 2019 52 Low Jun 2021 13

Average Days on Market to Sale this month at 32 above the 5 yr NOV average of 28



### 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 <b>66</b>	7.37%	33	31	34	40	0
\$100,001 - \$150,000 <b>94</b>	10.49%	18	15	19	25	0
\$150,001 - \$200,000 <b>139</b>	15.51%	21	26	19	22	24
\$200,001 - \$275,000 <b>224</b>	25.00%	26	34	24	28	36
\$275,001 - \$375,000 <b>172</b>	19.20%	34	76	31	38	22
\$375,001 - \$525,000 <b>113</b>	12.61%	44	11	52	41	39
\$525,001 and up <b>88</b>	9.82%	61	0	50	66	58
Average Closed DOM		32	27	28	41	45
Total Closed Units	100%	32	101	496	257	42
Total Closed Volume		261,457,634	14.21M	125.14M	100.10M	22.02M

# November 2023



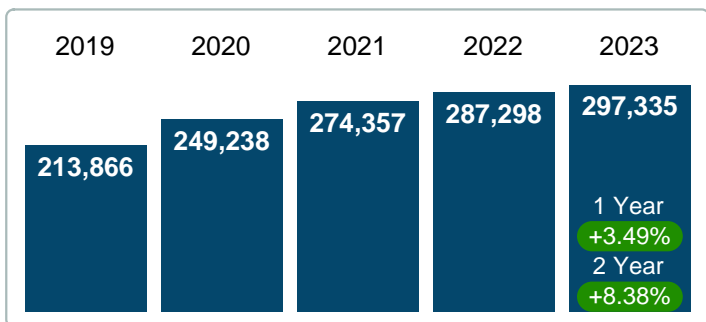
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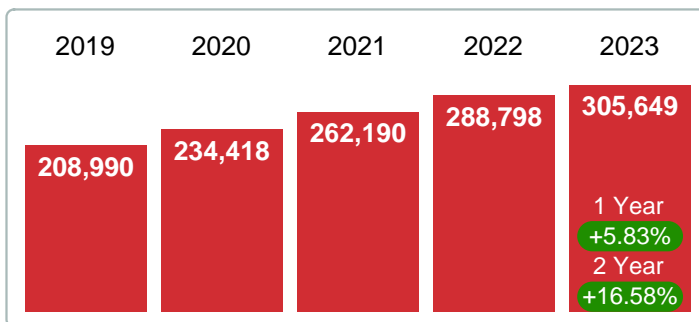
## AVERAGE LIST PRICE AT CLOSING

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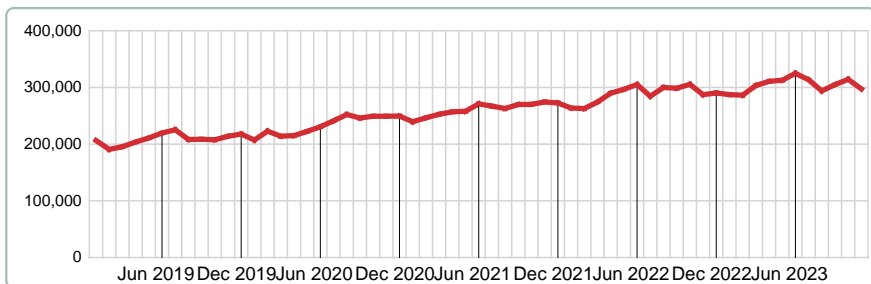
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 264,419

High Jun 2023 324,875    Low Feb 2019 190,775

Average List Price at Closing this month at **297,335**  
above the 5 yr NOV average of **264,419**

- SEP 304,978
- OCT 314,284 (+3.05%)
- NOV 297,335 (-5.39%)

### 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	7.25%	75,911	79,786	75,912	78,817	0
\$100,001 - \$150,000	10.04%	131,985	132,274	136,141	135,686	0
\$150,001 - \$200,000	15.96%	179,810	163,836	181,985	182,981	219,000
\$200,001 - \$275,000	24.11%	239,711	238,439	240,427	245,620	233,780
\$275,001 - \$375,000	19.87%	321,948	325,544	320,979	329,127	334,750
\$375,001 - \$525,000	12.83%	440,001	495,500	435,894	444,349	450,196
\$525,001 and up	9.93%	721,373	0	698,221	731,430	725,730
<b>Average List Price</b>		<b>297,335</b>	<b>144,804</b>	<b>256,832</b>	<b>397,004</b>	<b>532,579</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>297,335</b>	<b>101</b>	<b>496</b>	<b>257</b>	<b>42</b>
<b>Total Closed Volume</b>		<b>266,412,297</b>	<b>14.63M</b>	<b>127.39M</b>	<b>102.03M</b>	<b>22.37M</b>



# November 2023



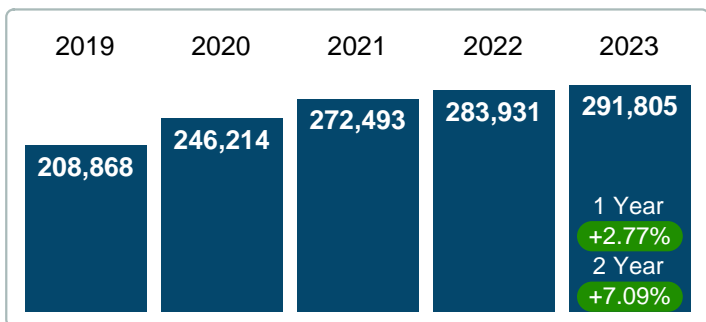
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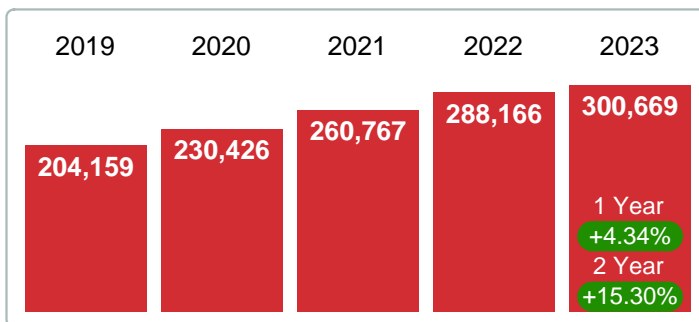
## AVERAGE SOLD PRICE AT CLOSING

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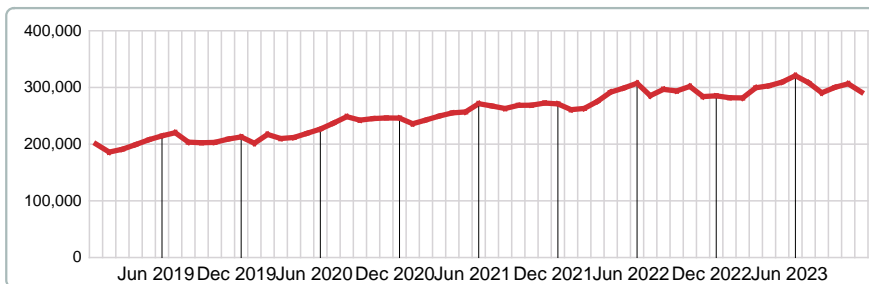
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

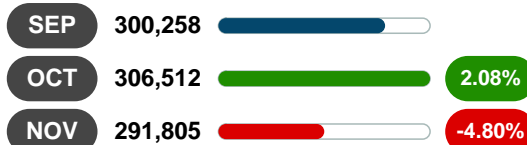


### 3 MONTHS

5 year NOV AVG = 260,662

High Jun 2023 320,785 Low Feb 2019 185,974

Average Sold Price at Closing this month at **291,805** above the 5 yr NOV average of **260,662**



### 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	7.37%	68,937	71,293	66,308	66,150	0
\$100,001 - \$150,000	10.49%	130,353	127,947	131,364	132,919	0
\$150,001 - \$200,000	15.51%	178,091	173,500	178,989	175,700	200,000
\$200,001 - \$275,000	25.00%	237,303	234,692	236,556	242,620	229,400
\$275,001 - \$375,000	19.20%	320,103	307,794	316,634	324,338	325,750
\$375,001 - \$525,000	12.61%	434,594	475,000	429,232	434,769	446,769
\$525,001 and up	9.82%	711,107	0	690,563	718,546	713,549
<b>Average Sold Price</b>		<b>291,805</b>	<b>140,650</b>	<b>252,293</b>	<b>389,492</b>	<b>524,177</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>291,805</b>	<b>101</b>	<b>496</b>	<b>257</b>	<b>42</b>
<b>Total Closed Volume</b>		<b>261,457,634</b>	<b>14.21M</b>	<b>125.14M</b>	<b>100.10M</b>	<b>22.02M</b>

# November 2023



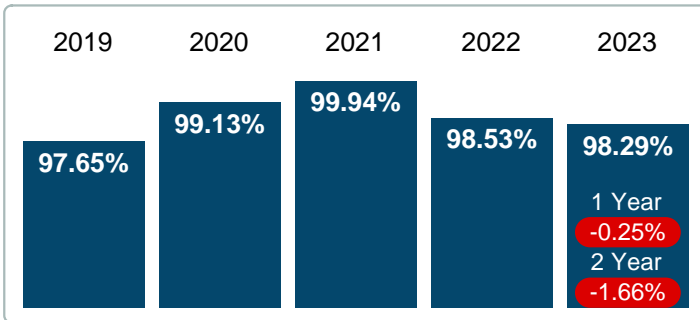
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



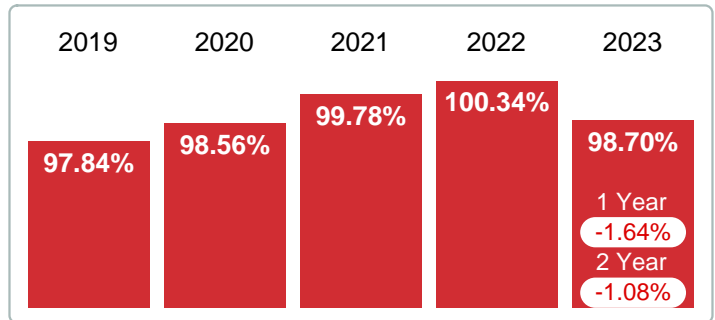
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

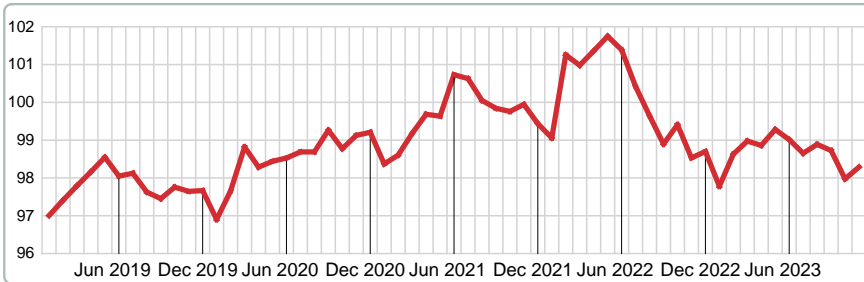
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

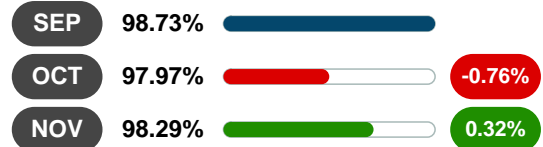


### 3 MONTHS

5 year NOV AVG = 98.71%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.29%**  
below the 5 yr NOV 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
\$100,000 and less	66	7.37%	87.97%	88.58%	87.82%	85.06%	0.00%
\$100,001 - \$150,000	94	10.49%	97.32%	96.89%	97.38%	98.78%	0.00%
\$150,001 - \$200,000	139	15.51%	102.49%	140.67%	98.56%	96.83%	91.32%
\$200,001 - \$275,000	224	25.00%	98.59%	98.56%	98.48%	99.12%	98.11%
\$275,001 - \$375,000	172	19.20%	98.59%	94.54%	98.76%	98.56%	97.21%
\$375,001 - \$525,000	113	12.61%	98.32%	95.86%	98.60%	97.96%	99.32%
\$525,001 and up	88	9.82%	99.04%	0.00%	98.86%	99.27%	98.63%
Average Sold/List Ratio		98.30%		100.32%	97.91%	98.19%	98.47%
Total Closed Units		896	100%	101	496	257	42
Total Closed Volume		261,457,634		14.21M	125.14M	100.10M	22.02M

# November 2023



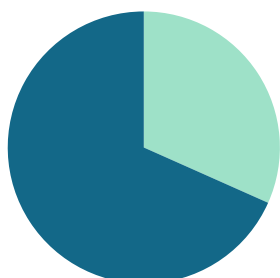
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

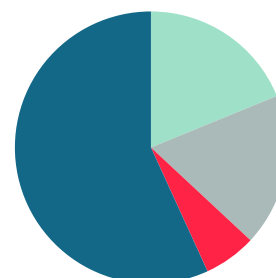


**Inventory**  
 New Listings  
**1,217 = 31.66%**  
 Start Inventory  
**2,627**  
 Total Inventory Units  
**3,844**  
 Volume  
**\$1,574,118,338**

### Market Activity

Closed Sales  
**896 = 18.82%**  
 Pending Sales  
**863 = 18.12%**  
 Other Off Market  
**297 = 6.24%**  
 Active Inventory  
**2,706 = 56.82%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	935	896	-4.17%	14,280	11,457	-19.77%
Pending Sales	870	863	-0.80%	14,032	11,956	-14.79%
New Listings	1,132	1,217	7.51%	17,317	15,591	-9.97%
Average List Price	287,298	297,335	3.49%	288,798	305,649	5.83%
Average Sale Price	283,931	291,805	2.77%	288,166	300,669	4.34%
Average Percent of Selling Price to List Price	98.53%	98.29%	-0.25%	100.34%	98.70%	-1.64%
Average Days on Market to Sale	24.82	32.19	29.68%	17.99	30.67	70.50%
Monthly Inventory	2,476	2,706	9.29%	2,476	2,706	9.29%
Months Supply of Inventory	1.88	2.61	39.25%	1.88	2.61	39.25%

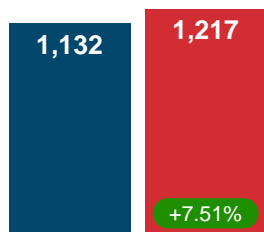
**Absorption:** Last 12 months, an Average of **1,036** Sales/Month

**Inventory** on November 30, 2023 = **2,706** 2022 2023

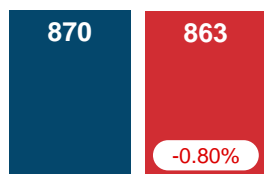
### NOVEMBER MARKET

### AVERAGE PRICES

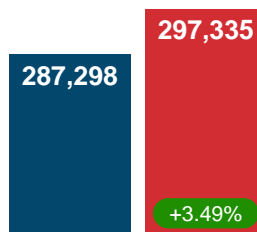
#### New Listings



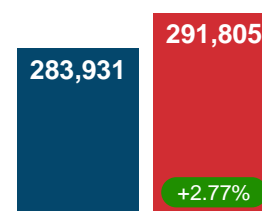
#### Pending Listings



#### List Price



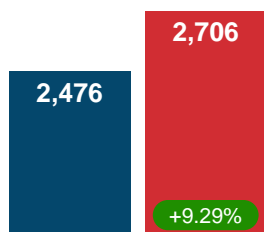
#### Sale Price



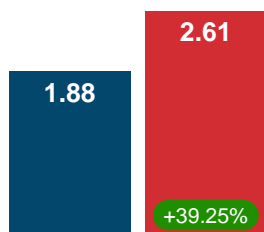
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

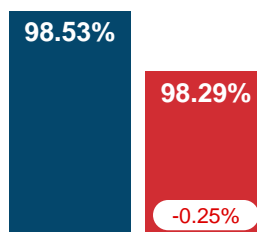
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

