

November 2023



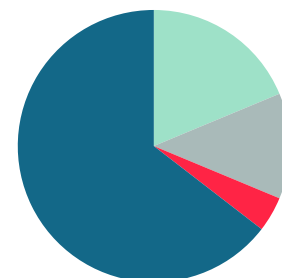
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2022	2023	+/-%
Closed Listings	113	94	-16.81%
Pending Listings	91	63	-30.77%
New Listings	123	140	13.82%
Average List Price	299,780	319,795	6.68%
Average Sale Price	296,162	317,724	7.28%
Average Percent of Selling Price to List Price	99.08%	98.81%	-0.27%
Average Days on Market to Sale	21.90	35.07	60.14%
End of Month Inventory	283	324	14.49%
Months Supply of Inventory	2.06	3.07	48.97%



■ Closed (18.73%)
■ Pending (12.55%)
■ Other OffMarket (4.18%)
■ Active (64.54%)

Absorption: Last 12 months, an Average of **105** Sales/Month
Active Inventory as of November 30, 2023 = **324**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2023 rose **14.49%** to 324 existing homes available for sale. Over the last 12 months this area has had an average of 105 closed sales per month. This represents an unsold inventory index of **3.07** 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 **7.28%** in November 2023 to \$317,724 versus the previous year at \$296,162.

Average Days on Market Lengthens

The average number of **35.07** days that homes spent on the market before selling increased by 13.17 days or **60.14%** in November 2023 compared to last year's same month at **21.90** 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 140 New Listings in November 2023, up **13.82%** from last year at 123. Furthermore, there were 94 Closed Listings this month versus last year at 113, a **-16.81%** decrease.

Closed versus Listed trends yielded a **67.1%** ratio, down from previous year's, November 2022, at **91.9%**, a **26.92%** 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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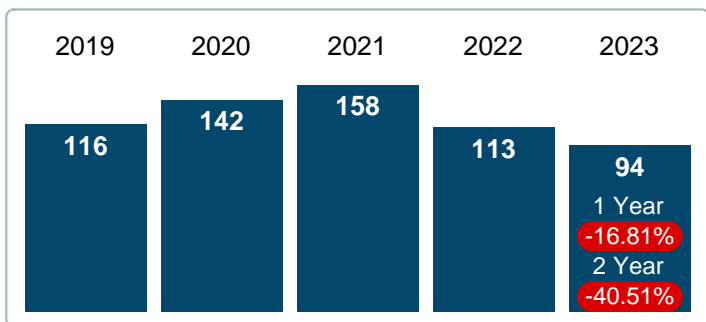
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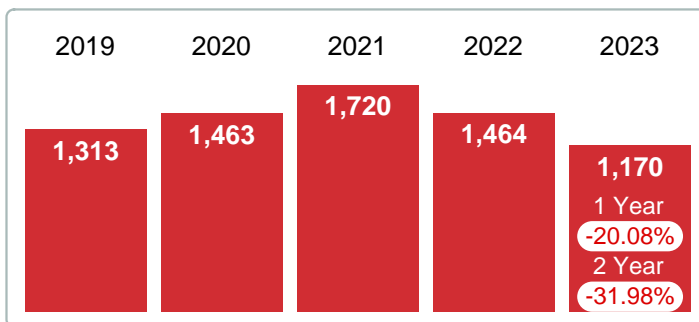
CLOSED LISTINGS

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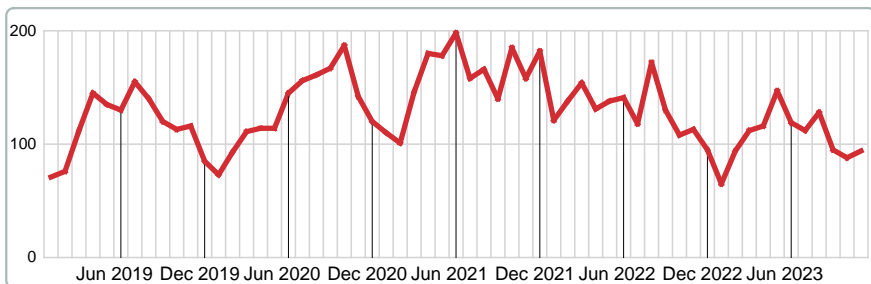
NOVEMBER



YEAR TO DATE (YTD)

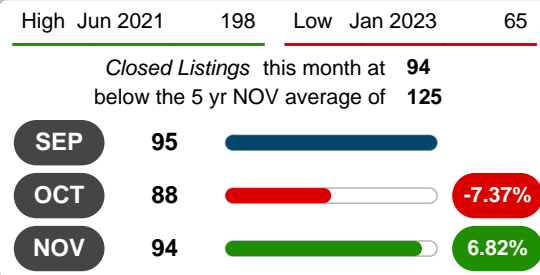


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 125



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	9	9.57%	19.9	4	2	3	0
\$150,001 - \$200,000	11	11.70%	16.3	1	9	1	0
\$200,001 - \$250,000	14	14.89%	25.1	0	14	0	0
\$250,001 - \$300,000	21	22.34%	36.0	0	13	8	0
\$300,001 - \$400,000	17	18.09%	19.3	0	7	10	0
\$400,001 - \$550,000	12	12.77%	87.0	0	7	4	1
\$550,001 and up	10	10.64%	46.0	0	1	7	2
Total Closed Units	94			5	53	33	3
Total Closed Volume	29,866,056	100%	35.1	503.70K	14.95M	12.57M	1.84M
Average Closed Price	\$317,724			\$100,740	\$282,033	\$380,899	\$614,981

November 2023



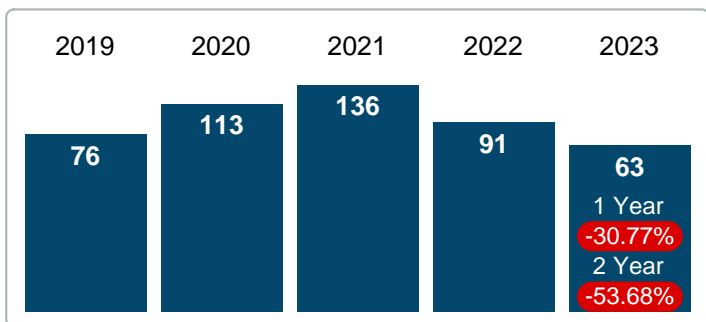
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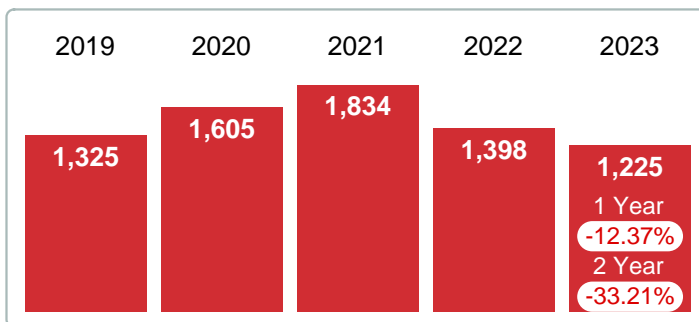
PENDING LISTINGS

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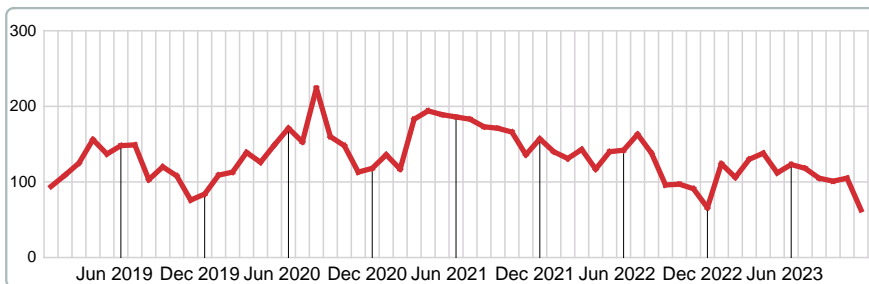
NOVEMBER



YEAR TO DATE (YTD)

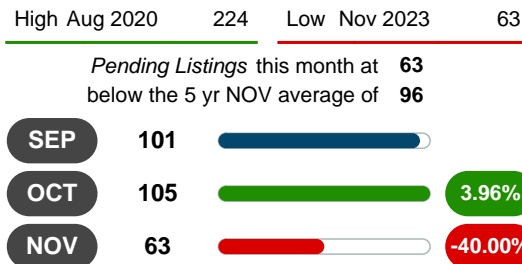


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 96



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	6	9.52%	46.5	3	2	1	0
\$125,001 - \$175,000	6	9.52%	32.8	1	3	2	0
\$175,001 - \$225,000	10	15.87%	23.2	1	6	2	1
\$225,001 - \$275,000	15	23.81%	35.7	1	11	3	0
\$275,001 - \$325,000	11	17.46%	45.1	0	7	3	1
\$325,001 - \$475,000	8	12.70%	33.4	0	4	3	1
\$475,001 and up	7	11.11%	50.1	0	1	6	0
Total Pending Units	63			6	34	20	3
Total Pending Volume	17,175,998	100%	18.1	866.30K	8.61M	6.77M	925.00K
Average Listing Price	\$241,879			\$144,383	\$253,247	\$338,714	\$308,333

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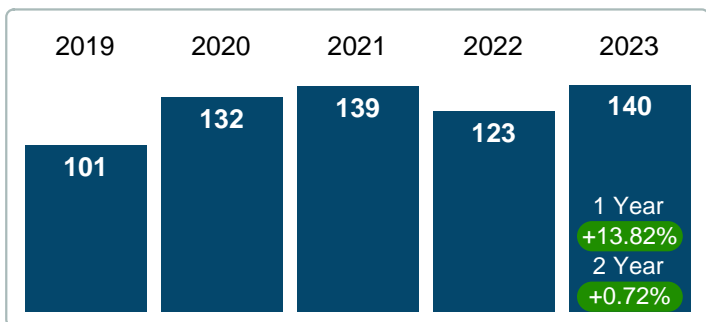
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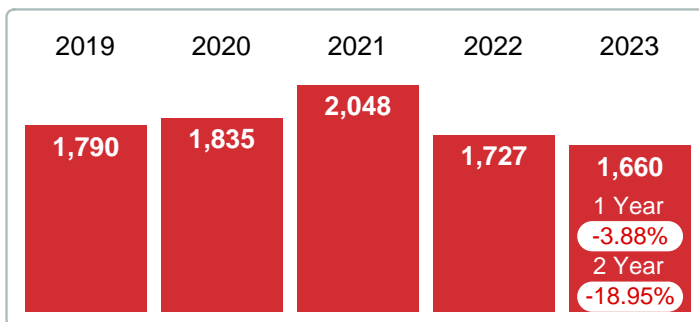
NEW LISTINGS

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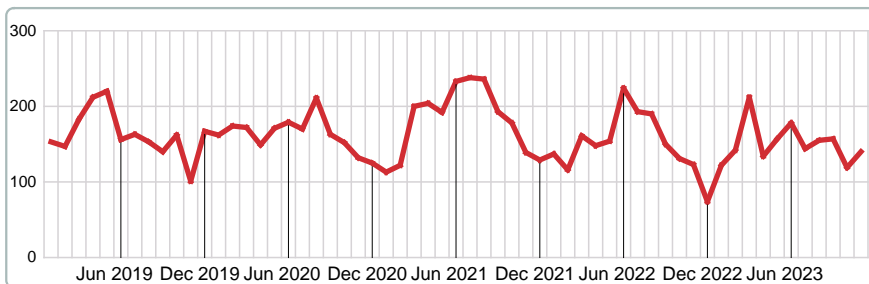
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 127

High Jul 2021 238 Low Dec 2022 74

New Listings this month at 140 above the 5 yr NOV average of 127



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	9	6.43%	5	3	1	0
\$125,001 - \$200,000	20	14.29%	2	15	3	0
\$200,001 - \$250,000	21	15.00%	0	16	5	0
\$250,001 - \$325,000	32	22.86%	1	18	11	2
\$325,001 - \$400,000	21	15.00%	0	14	7	0
\$400,001 - \$575,000	22	15.71%	0	4	14	4
\$575,001 and up	15	10.71%	0	4	9	2
Total New Listed Units	140		8	74	50	8
Total New Listed Volume	51,151,591	100%	1.10M	23.01M	21.31M	5.73M
Average New Listed Listing Price	\$231,663		\$136,963	\$310,992	\$426,294	\$715,974

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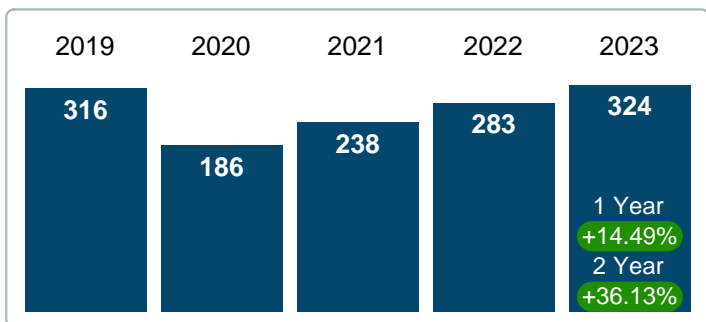
Area Delimited by County Of Wagoner - Residential Property Type



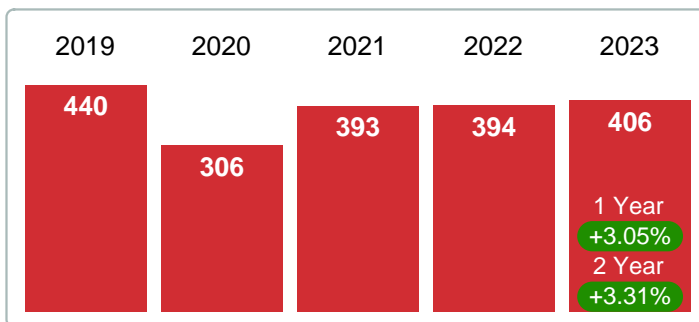
ACTIVE INVENTORY

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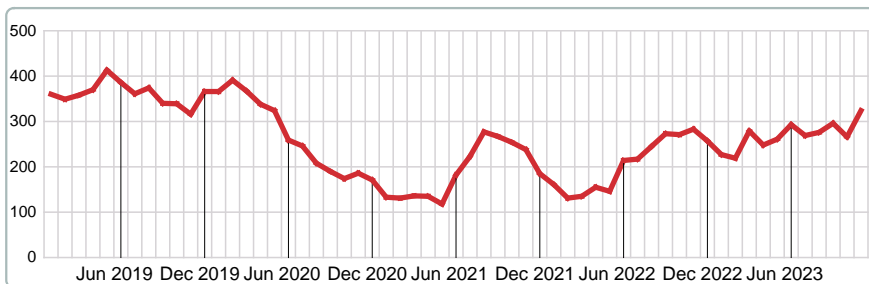
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 269

High May 2019 413 Low May 2021 118

Inventory this month at **324**
above the 5 yr NOV average of **269**



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	27	8.33%	58.9	7	16	4	0
\$175,001 - \$250,000	44	13.58%	41.8	1	33	9	1
\$250,001 - \$300,000	37	11.42%	62.0	1	26	9	1
\$300,001 - \$400,000	81	25.00%	60.8	1	46	31	3
\$400,001 - \$525,000	63	19.44%	123.9	1	22	34	6
\$525,001 - \$650,000	37	11.42%	83.0	0	10	23	4
\$650,001 and up	35	10.80%	111.9	1	12	12	10
Total Active Inventory by Units	324			12	165	122	25
Total Active Inventory by Volume	148,494,777	100%	78.5	2.69M	70.05M	55.65M	20.10M
Average Active Inventory Listing Price	\$458,317			\$224,058	\$424,548	\$456,162	\$804,155

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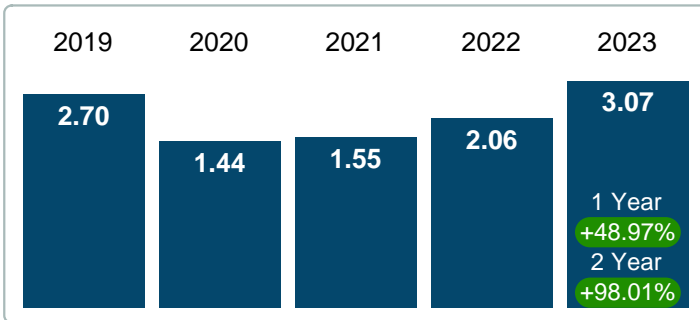
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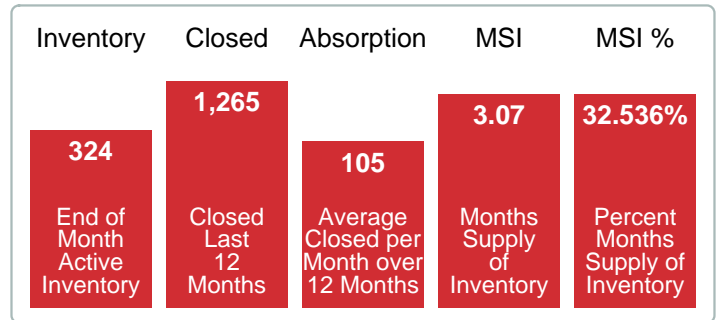
MONTHS SUPPLY of INVENTORY (MSI)

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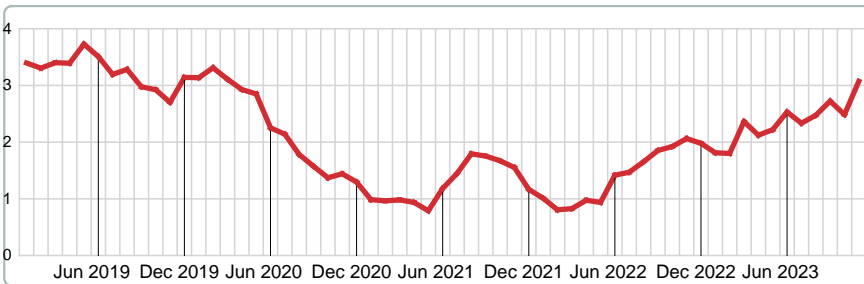
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2023

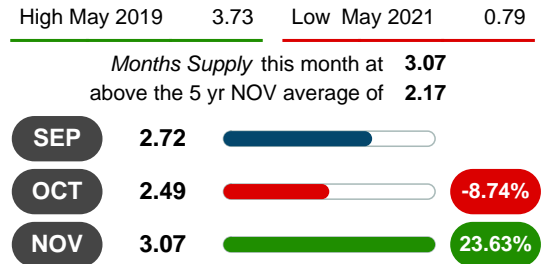


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 2.17



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	27	8.33%	1.68	1.31	1.75	2.53	0.00
\$175,001 - \$250,000	44	13.58%	1.39	1.20	1.30	1.86	1.71
\$250,001 - \$300,000	37	11.42%	2.17	3.00	2.26	1.89	2.00
\$300,001 - \$400,000	81	25.00%	3.90	4.00	4.25	3.41	5.14
\$400,001 - \$525,000	63	19.44%	5.60	12.00	4.80	5.91	7.20
\$525,001 - \$650,000	37	11.42%	6.00	0.00	8.57	5.75	4.36
\$650,001 and up	35	10.80%	14.00	0.00	36.00	7.58	17.14
Market Supply of Inventory (MSI)			3.07	1.73	2.62	3.86	6.25
Total Active Inventory by Units		100%	324	12	165	122	25

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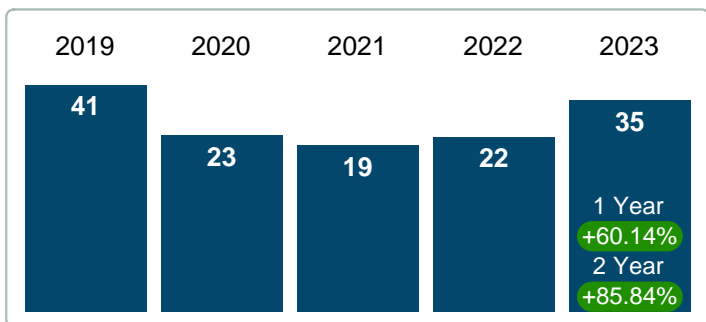
Area Delimited by County Of Wagoner - Residential Property Type



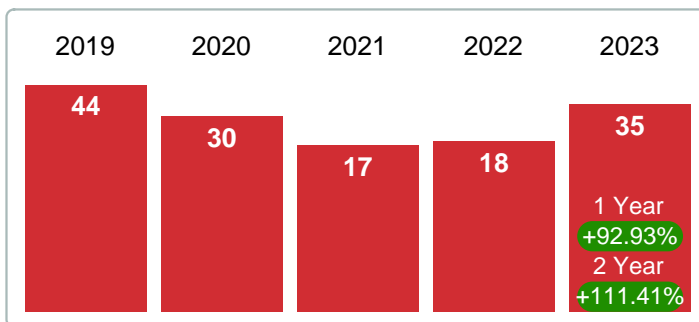
AVERAGE DAYS ON MARKET TO SALE

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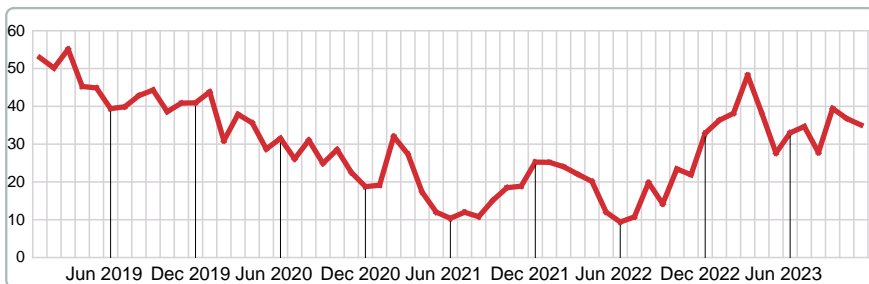
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 28

High Mar 2019 55 Low Jun 2022 9

Average Days on Market to Sale this month at 35 above the 5 yr NOV average of 28

SEP	39	
OCT	37	-6.71%
NOV	35	-4.65%

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
\$150,000 and less	9.57%	20	21	9	26	0
\$150,001 - \$200,000	11.70%	16	22	16	13	0
\$200,001 - \$250,000	14.89%	25	0	25	0	0
\$250,001 - \$300,000	22.34%	36	0	41	28	0
\$300,001 - \$400,000	18.09%	19	0	10	26	0
\$400,001 - \$550,000	12.77%	87	0	98	82	31
\$550,001 and up	10.64%	46	0	1	59	23
Average Closed DOM		35	21	34	40	26
Total Closed Units	100%	35	5	53	33	3
Total Closed Volume		29,866,056	503.70K	14.95M	12.57M	1.84M

November 2023



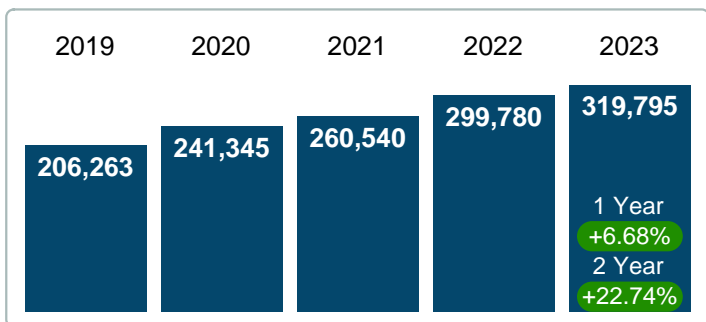
Area Delimited by County Of Wagoner - Residential Property Type



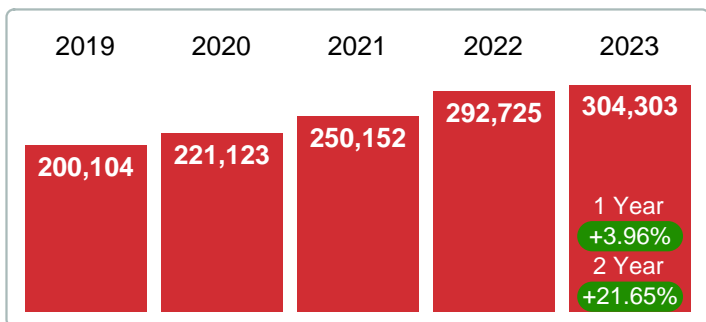
AVERAGE LIST PRICE AT CLOSING

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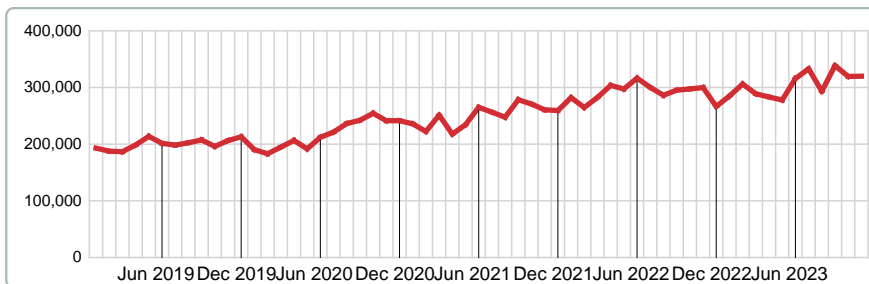
NOVEMBER



YEAR TO DATE (YTD)

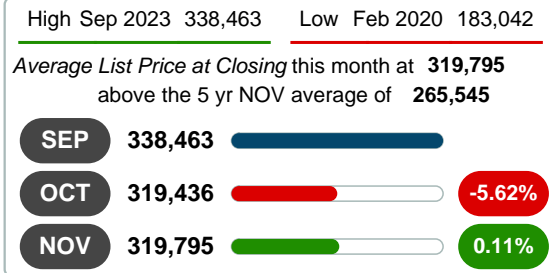


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 265,545



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
\$150,000 and less	8.51%	100,075	86,650	117,500	126,333	0
\$150,001 - \$200,000	12.77%	174,833	175,000	174,789	189,900	0
\$200,001 - \$250,000	17.02%	232,413	0	230,664	0	0
\$250,001 - \$300,000	20.21%	284,350	0	278,731	286,685	0
\$300,001 - \$400,000	19.15%	358,332	0	370,530	343,125	0
\$400,001 - \$550,000	13.83%	486,727	0	462,128	512,450	425,000
\$550,001 and up	8.51%	657,931	0	505,755	626,311	695,638
Average List Price		319,795	104,320	282,930	385,685	605,425
Total Closed Units	100%	319,795	5	53	33	3
Total Closed Volume		30,060,748	521.60K	15.00M	12.73M	1.82M

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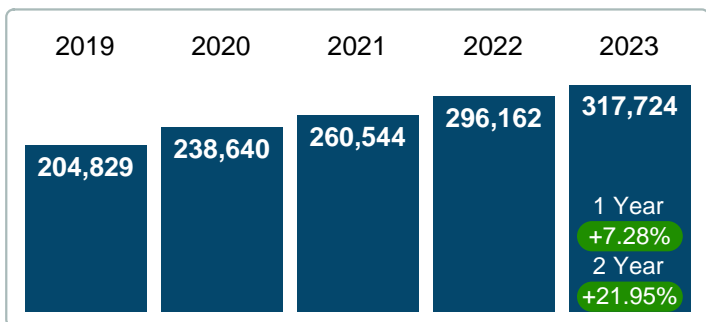
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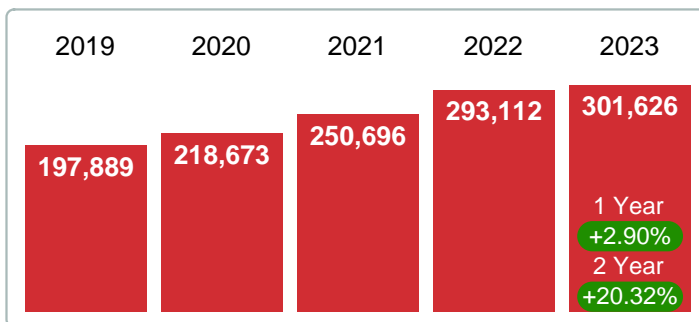
AVERAGE SOLD PRICE AT CLOSING

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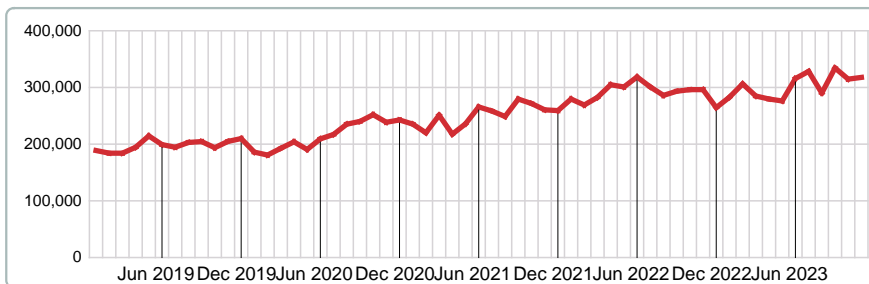
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

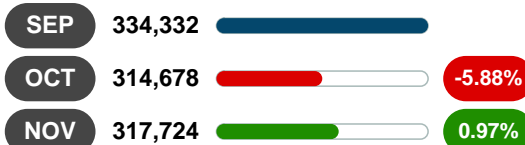


3 MONTHS

5 year NOV AVG = 263,580

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

Average Sold Price at Closing this month at **317,724** above the 5 yr NOV average of **263,580**



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
\$150,000 and less	9.57%	99,689	85,925	119,750	104,667	0
\$150,001 - \$200,000	11.70%	175,005	160,000	175,017	189,900	0
\$200,001 - \$250,000	14.89%	226,457	0	226,457	0	0
\$250,001 - \$300,000	22.34%	279,156	0	277,600	281,685	0
\$300,001 - \$400,000	18.09%	351,654	0	366,236	341,448	0
\$400,001 - \$550,000	12.77%	468,058	0	458,521	493,263	434,000
\$550,001 and up	10.64%	641,631	0	580,605	632,108	705,472
Average Sold Price		317,724	100,740	282,033	380,899	614,981
Total Closed Units	100%	317,724	5	53	33	3
Total Closed Volume		29,866,056	503.70K	14.95M	12.57M	1.84M

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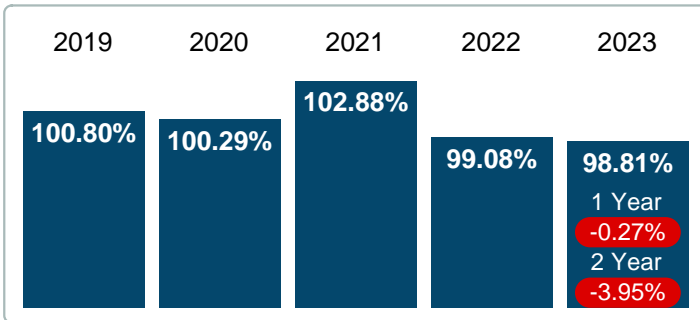
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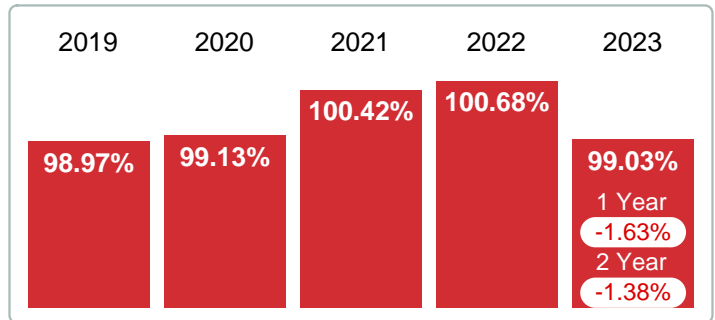
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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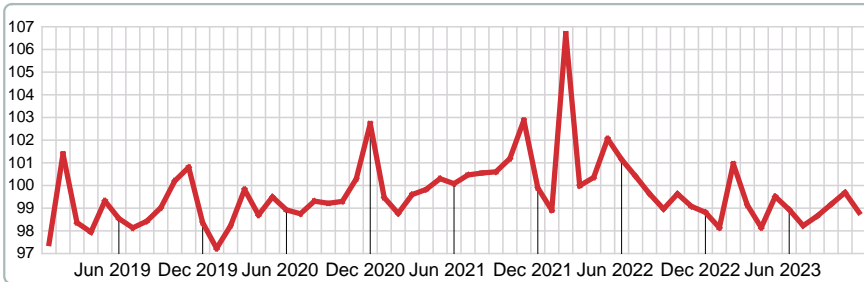
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 100.37%

High Feb 2022 106.69% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **98.81%** below the 5 yr NOV average of **100.37%**



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
\$150,000 and less	9	9.57%	92.89%	97.03%	102.25%	81.12%	0.00%
\$150,001 - \$200,000	11	11.70%	99.36%	91.43%	100.16%	100.00%	0.00%
\$200,001 - \$250,000	14	14.89%	98.22%	0.00%	98.22%	0.00%	0.00%
\$250,001 - \$300,000	21	22.34%	99.25%	0.00%	99.64%	98.62%	0.00%
\$300,001 - \$400,000	17	18.09%	99.24%	0.00%	98.84%	99.52%	0.00%
\$400,001 - \$550,000	12	12.77%	98.56%	0.00%	99.41%	96.17%	102.12%
\$550,001 and up	10	10.64%	103.03%	0.00%	114.80%	101.75%	101.65%
Average Sold/List Ratio		98.80%		95.91%	99.60%	97.71%	101.80%
Total Closed Units		94	100%	5	53	33	3
Total Closed Volume		29,866,056		503.70K	14.95M	12.57M	1.84M

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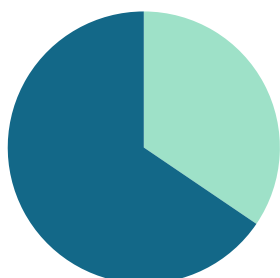
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

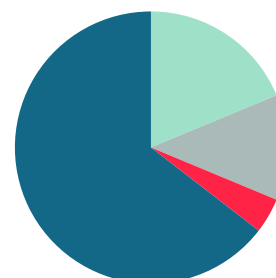


Inventory
 New Listings
140 = 34.48%
 Start Inventory
266
 Total Inventory Units
406
 Volume
\$172,837,242

Market Activity

Closed Sales
94 = 18.73%
 Pending Sales
63 = 12.55%
 Other Off Market
21 = 4.18%
 Active Inventory
324 = 64.54%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	113	94	-16.81%	1,464	1,170	-20.08%
Pending Sales	91	63	-30.77%	1,398	1,225	-12.37%
New Listings	123	140	13.82%	1,727	1,660	-3.88%
Average List Price	299,780	319,795	6.68%	292,725	304,303	3.96%
Average Sale Price	296,162	317,724	7.28%	293,112	301,626	2.90%
Average Percent of Selling Price to List Price	99.08%	98.81%	-0.27%	100.68%	99.03%	-1.63%
Average Days on Market to Sale	21.90	35.07	60.14%	18.38	35.46	92.93%
Monthly Inventory	283	324	14.49%	283	324	14.49%
Months Supply of Inventory	2.06	3.07	48.97%	2.06	3.07	48.97%

Absorption: Last 12 months, an Average of **105** Sales/Month

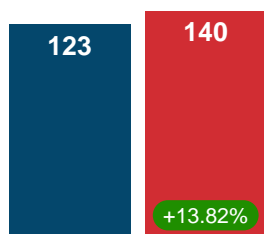
Inventory on November 30, 2023 = **324**

2022 **2023**

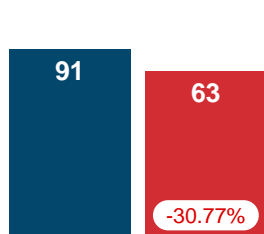
NOVEMBER MARKET

AVERAGE PRICES

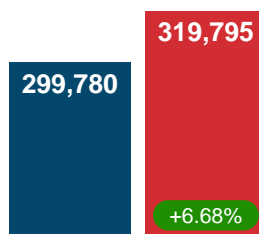
New Listings



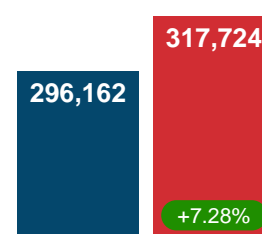
Pending Listings



List Price



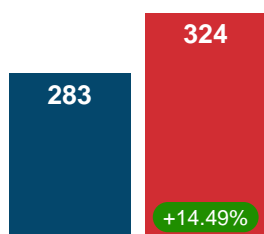
Sale Price



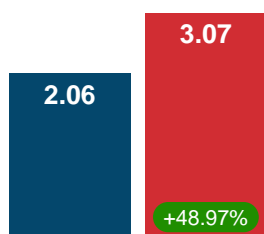
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

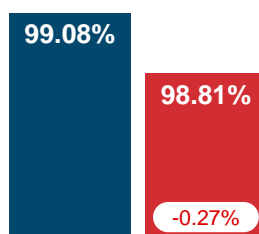
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

