

# November 2024



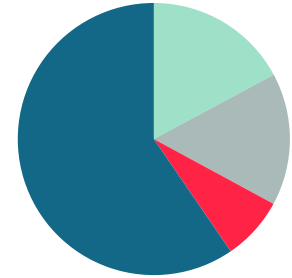
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 11, 2024 for MLS Technology Inc.

Compared Metrics	November		
	2023	2024	+/-%
Closed Listings	899	978	8.79%
Pending Listings	795	897	12.83%
New Listings	1,216	1,207	-0.74%
Average List Price	296,986	311,929	5.03%
Average Sale Price	291,492	306,547	5.16%
Average Percent of Selling Price to List Price	98.30%	98.33%	0.03%
Average Days on Market to Sale	32.16	37.52	16.68%
End of Month Inventory	2,821	3,394	20.31%
Months Supply of Inventory	2.72	3.24	19.11%



- Closed (17.16%)
- Pending (15.74%)
- Other OffMarket (7.55%)
- Active (59.55%)

**Absorption:** Last 12 months, an Average of **1,047** Sales/Month  
**Active Inventory** as of November 30, 2024 = **3,394**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2024 rose **20.31%** to 3,394 existing homes available for sale. Over the last 12 months this area has had an average of 1,047 closed sales per month. This represents an unsold inventory index of **3.24** 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 **5.16%** in November 2024 to \$306,547 versus the previous year at \$291,492.

#### Average Days on Market Lengthens

The average number of **37.52** days that homes spent on the market before selling increased by 5.36 days or **16.68%** in November 2024 compared to last year's same month at **32.16** DOM.

#### Sales Success for November 2024 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 1,207 New Listings in November 2024, down **0.74%** from last year at 1,216. Furthermore, there were 978 Closed Listings this month versus last year at 899, a **8.79%** increase.

Closed versus Listed trends yielded a **81.0%** ratio, up from previous year's, November 2023, at **73.9%**, a **9.60%** upswing. 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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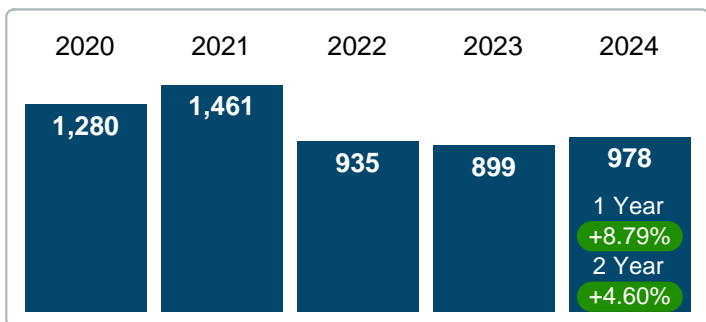
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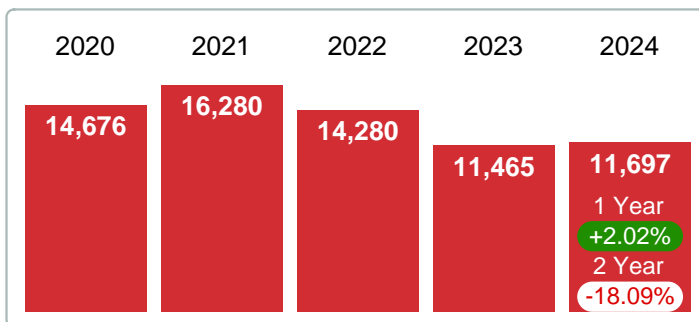
## CLOSED LISTINGS

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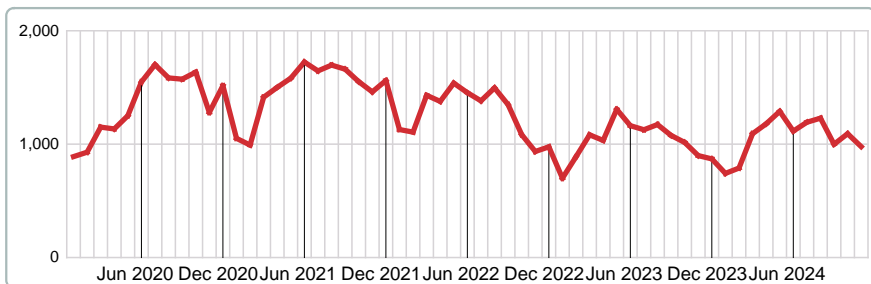
### NOVEMBER



### YEAR TO DATE (YTD)

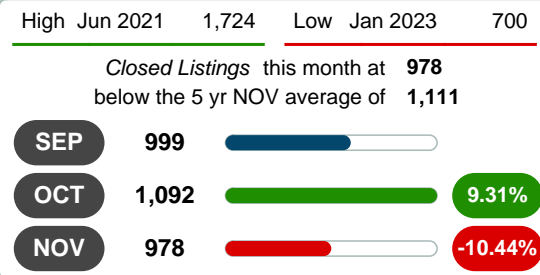


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 1,111



### 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	100	10.22%	35.7	52	41	7	0
\$125,001 - \$175,000	106	10.84%	21.0	29	65	12	0
\$175,001 - \$225,000	164	16.77%	31.1	19	121	23	1
\$225,001 - \$300,000	230	23.52%	35.9	9	161	60	0
\$300,001 - \$375,000	142	14.52%	43.2	4	70	59	9
\$375,001 - \$525,000	137	14.01%	47.9	3	51	68	15
\$525,001 and up	99	10.12%	49.1	3	15	60	21
<b>Total Closed Units</b>	<b>978</b>			<b>119</b>	<b>524</b>	<b>289</b>	<b>46</b>
<b>Total Closed Volume</b>	<b>299,802,570</b>	<b>100%</b>	<b>37.5</b>	<b>19.00M</b>	<b>136.90M</b>	<b>117.71M</b>	<b>26.20M</b>
<b>Average Closed Price</b>	<b>\$306,547</b>			<b>\$159,656</b>	<b>\$261,257</b>	<b>\$407,288</b>	<b>\$569,536</b>

# November 2024



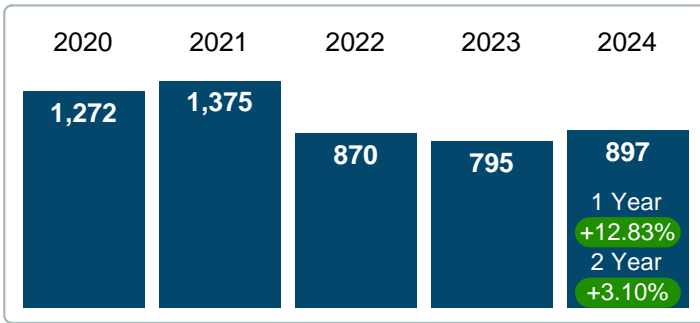
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



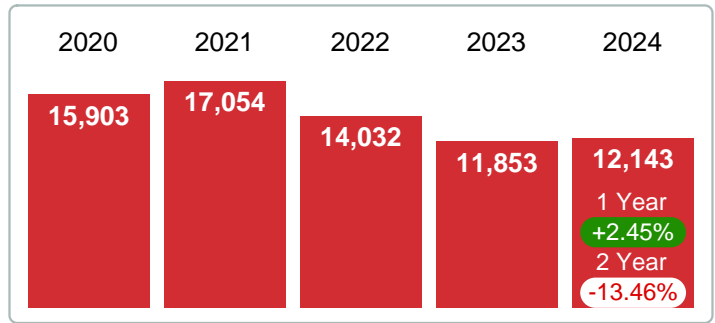
## PENDING LISTINGS

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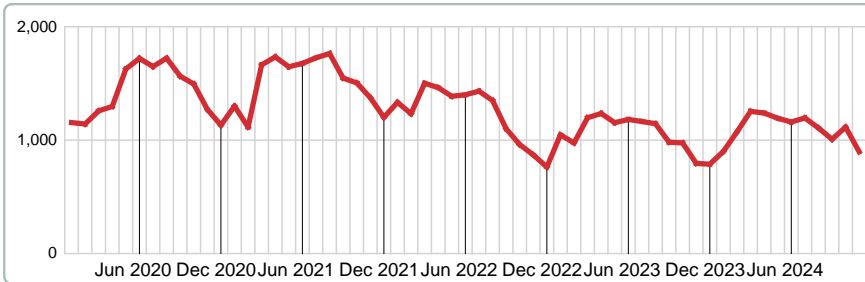
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

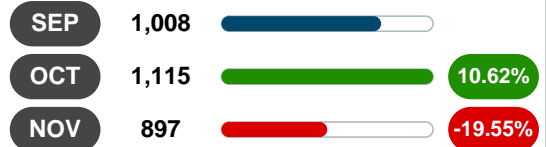


### 3 MONTHS

5 year NOV AVG = 1,042

High Aug 2021 1,764 Low Dec 2022 763

Pending Listings this month at **897**  
below the 5 yr NOV average of **1,042**



### 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	96	10.70%	44.1	50	43	3	0
\$125,001 - \$175,000	90	10.03%	34.0	27	54	7	2
\$175,001 - \$225,000	146	16.28%	38.5	16	115	15	0
\$225,001 - \$300,000	214	23.86%	44.5	7	144	53	10
\$300,001 - \$375,000	129	14.38%	53.7	5	65	51	8
\$375,001 - \$525,000	125	13.94%	66.5	7	46	62	10
\$525,001 and up	97	10.81%	70.0	1	23	51	22
<b>Total Pending Units</b>	<b>897</b>			<b>113</b>	<b>490</b>	<b>242</b>	<b>52</b>
<b>Total Pending Volume</b>	<b>290,645,403</b>	<b>100%</b>	<b>40.4</b>	<b>18.98M</b>	<b>131.58M</b>	<b>101.33M</b>	<b>38.76M</b>
<b>Average Listing Price</b>	<b>\$320,069</b>			<b>\$167,973</b>	<b>\$268,532</b>	<b>\$418,713</b>	<b>\$745,290</b>

# November 2024



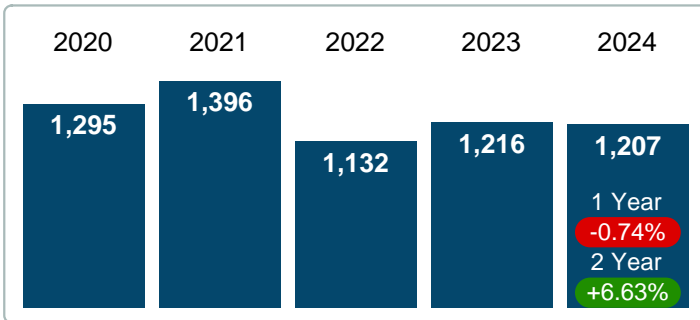
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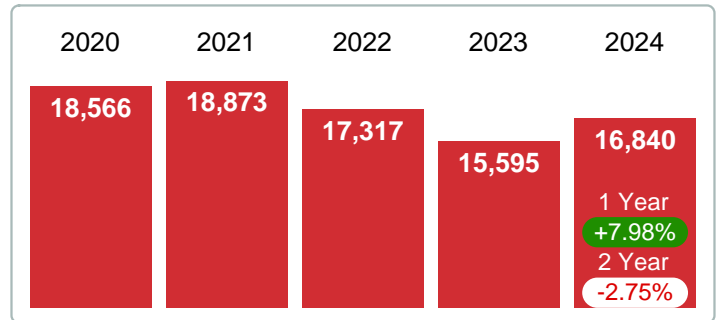
## NEW LISTINGS

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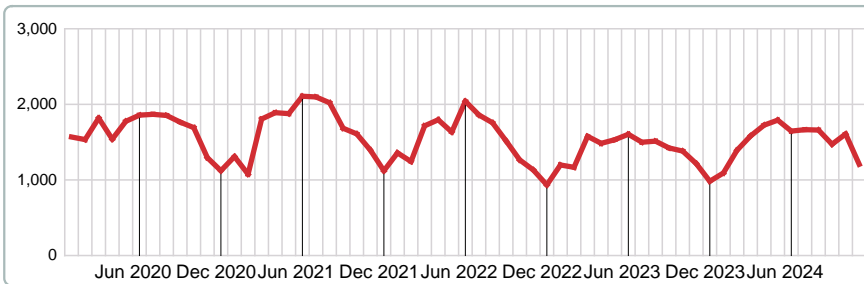
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

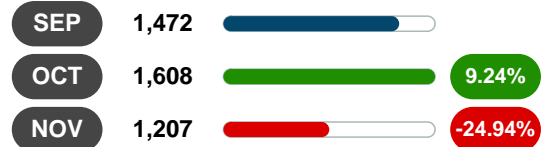


### 3 MONTHS

5 year NOV AVG = 1,249

High Jun 2021 2,107 Low Dec 2022 934

New Listings this month at 1,207  
below the 5 yr NOV average of 1,249



### 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	116	9.61%	52	61	3	0
\$125,001 - \$175,000	105	8.70%	34	64	6	1
\$175,001 - \$225,000	159	13.17%	15	128	16	0
\$225,001 - \$325,000	350	29.00%	15	241	81	13
\$325,001 - \$425,000	184	15.24%	9	95	68	12
\$425,001 - \$575,000	156	12.92%	10	53	79	14
\$575,001 and up	137	11.35%	5	30	69	33
<b>Total New Listed Units</b>	<b>1,207</b>		<b>140</b>	<b>672</b>	<b>322</b>	<b>73</b>
<b>Total New Listed Volume</b>	<b>434,164,684</b>	<b>100%</b>	<b>35.48M</b>	<b>199.47M</b>	<b>149.28M</b>	<b>49.92M</b>
<b>Average New Listed Listing Price</b>	<b>\$400,630</b>		<b>\$253,455</b>	<b>\$296,837</b>	<b>\$463,613</b>	<b>\$683,878</b>

# November 2024



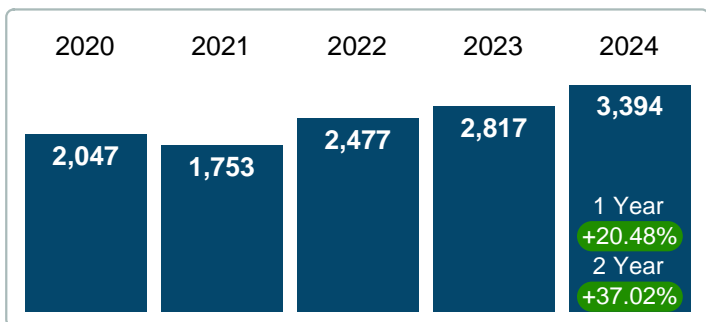
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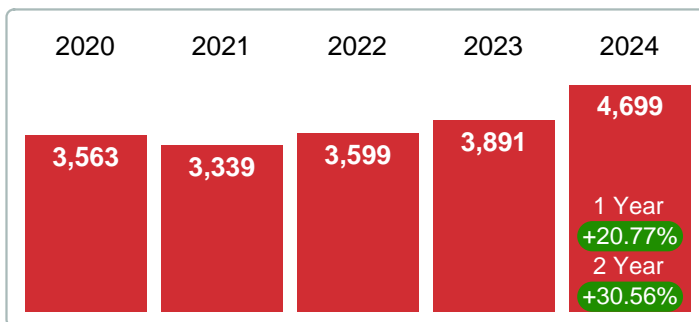
## ACTIVE INVENTORY

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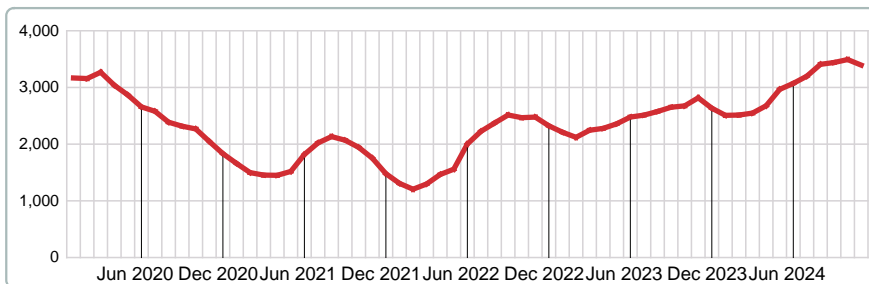
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 2,498

High Oct 2024 3,492 Low Feb 2022 1,205

Inventory this month at **3,394**  
above the 5 yr NOV average of **2,498**



### 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	283	8.34%	101.7	140	125	17	1
\$125,001 - \$200,000	403	11.87%	67.0	88	264	44	7
\$200,001 - \$275,000	585	17.24%	64.5	54	419	101	11
\$275,001 - \$375,000	789	23.25%	67.4	33	413	307	36
\$375,001 - \$475,000	479	14.11%	83.4	24	204	211	40
\$475,001 - \$675,000	503	14.82%	95.6	20	131	286	66
\$675,001 and up	352	10.37%	85.4	19	65	167	101
Total Active Inventory by Units			3,394	378	1,621	1,133	262
Total Active Inventory by Volume			1,378,369,037	100.64M	514.12M	557.94M	205.66M
Average Active Inventory Listing Price			\$406,119	\$266,252	\$317,163	\$492,447	\$784,967

# November 2024



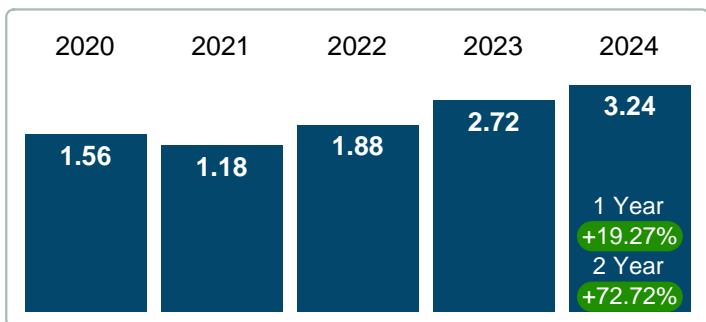
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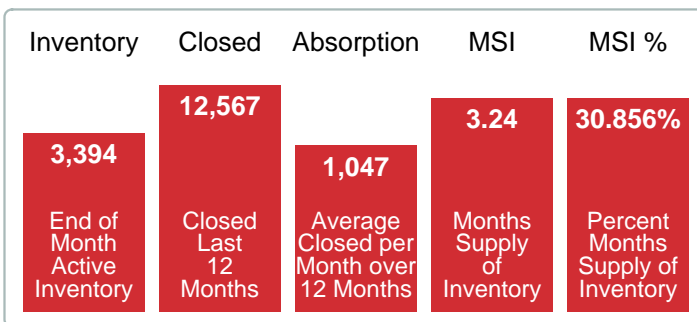
## MONTHS SUPPLY of INVENTORY (MSI)

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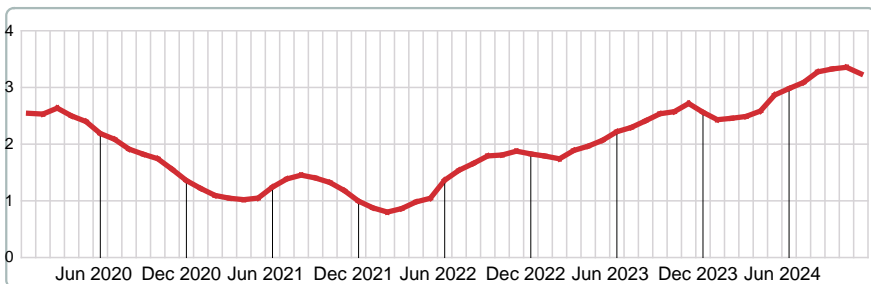
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2024

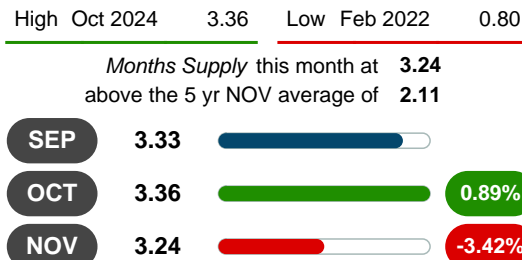


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 2.11



### 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	283	8.34%	2.72	2.60	2.81	3.40	1.09
\$125,001 - \$200,000	403	11.87%	2.06	2.35	1.90	2.43	4.94
\$200,001 - \$275,000	585	17.24%	2.28	3.00	2.20	2.25	2.81
\$275,001 - \$375,000	789	23.25%	3.41	4.04	3.43	3.23	4.75
\$375,001 - \$475,000	479	14.11%	4.46	7.02	5.03	3.98	3.81
\$475,001 - \$675,000	503	14.82%	5.12	8.89	5.19	4.92	5.25
\$675,001 and up	352	10.37%	6.55	28.50	7.88	5.66	6.59
Market Supply of Inventory (MSI)			3.24	3.06	2.86	3.73	5.01
Total Active Inventory by Units		100%	3,394	378	1,621	1,133	262

# November 2024



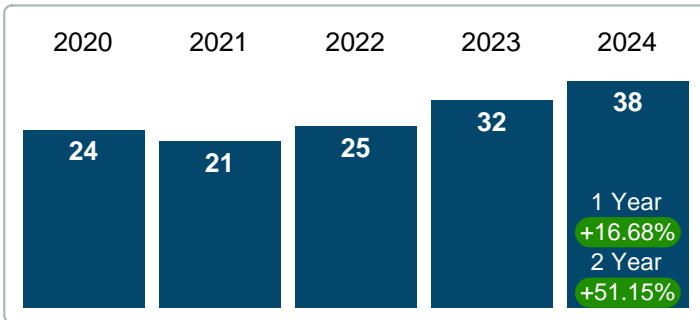
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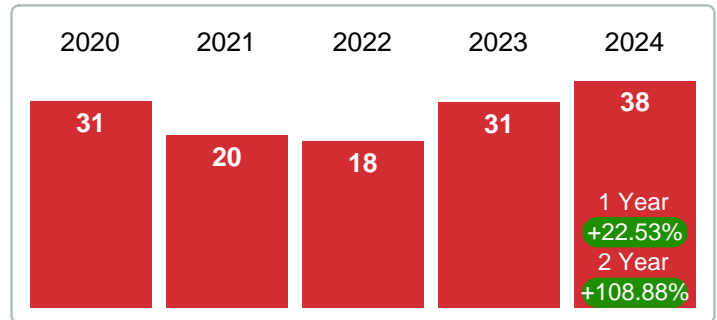
## AVERAGE DAYS ON MARKET TO SALE

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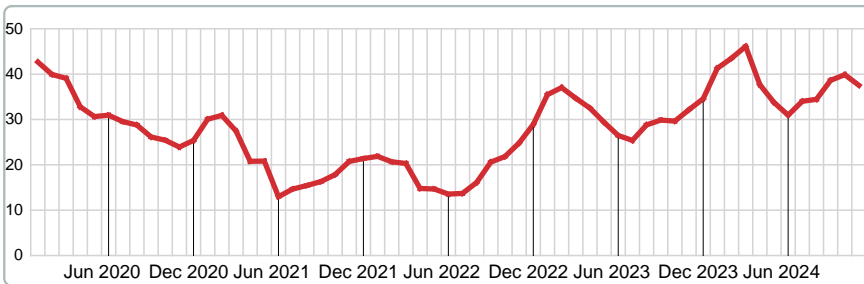
### NOVEMBER



### YEAR TO DATE (YTD)

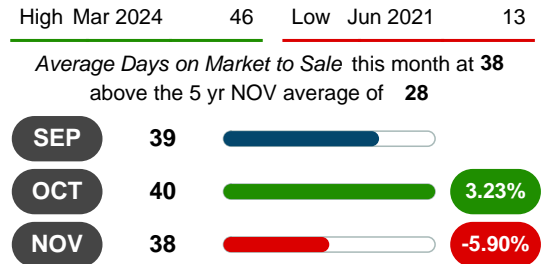


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 28



### 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	10.22%	36	32	38	50	0
\$125,001 - \$175,000	10.84%	21	22	21	21	0
\$175,001 - \$225,000	16.77%	31	20	31	39	12
\$225,001 - \$300,000	23.52%	36	39	38	31	0
\$300,001 - \$375,000	14.52%	43	23	46	41	48
\$375,001 - \$525,000	14.01%	48	54	51	41	69
\$525,001 and up	10.12%	49	12	37	48	67
<b>Average Closed DOM</b>		<b>38</b>	<b>28</b>	<b>36</b>	<b>39</b>	<b>63</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>38</b>	<b>119</b>	<b>524</b>	<b>289</b>	<b>46</b>
<b>Total Closed Volume</b>		<b>299,802,570</b>	<b>19.00M</b>	<b>136.90M</b>	<b>117.71M</b>	<b>26.20M</b>

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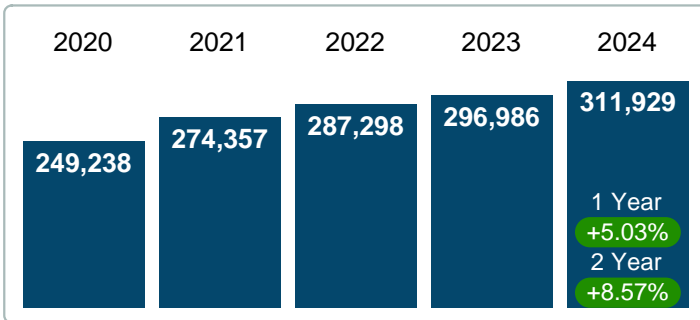
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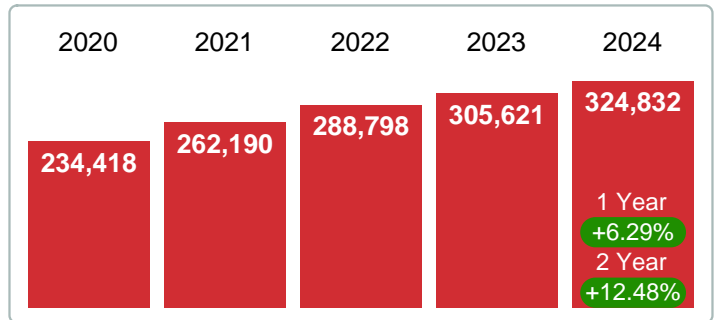
## AVERAGE LIST PRICE AT CLOSING

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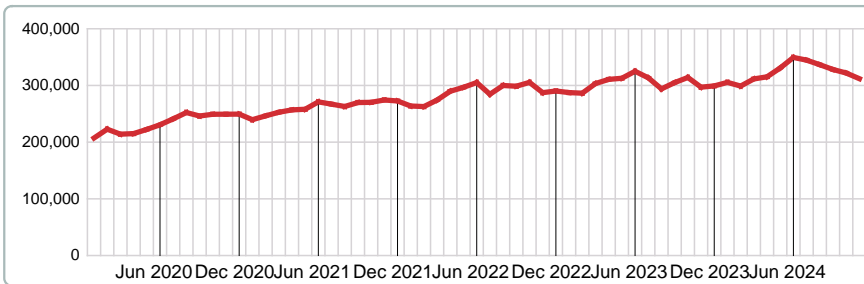
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

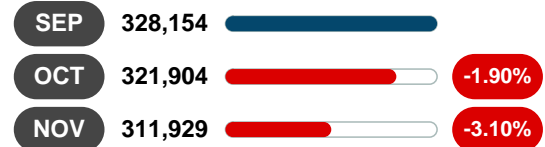


### 3 MONTHS

5 year NOV AVG = 283,962

High Jun 2024 349,399 Low Jan 2020 207,292

Average List Price at Closing this month at **311,929** above the 5 yr NOV average of **283,962**



### 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	9.71%	83,668	79,510	96,439	99,271	0
\$125,001 - \$175,000	10.53%	151,952	156,565	154,363	155,383	0
\$175,001 - \$225,000	16.05%	202,206	210,337	207,485	202,361	199,000
\$225,001 - \$300,000	24.74%	264,426	264,700	264,815	272,854	0
\$300,001 - \$375,000	13.60%	338,547	340,875	339,598	347,189	328,977
\$375,001 - \$525,000	14.72%	439,372	475,833	436,001	447,604	471,513
\$525,001 and up	10.63%	744,553	678,870	746,253	751,242	782,964
<b>Average List Price</b>		<b>311,929</b>	<b>167,069</b>	<b>265,134</b>	<b>413,774</b>	<b>579,885</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>311,929</b>	<b>119</b>	<b>524</b>	<b>289</b>	<b>46</b>
<b>Total Closed Volume</b>		<b>305,066,999</b>	<b>19.88M</b>	<b>138.93M</b>	<b>119.58M</b>	<b>26.67M</b>



# November 2024



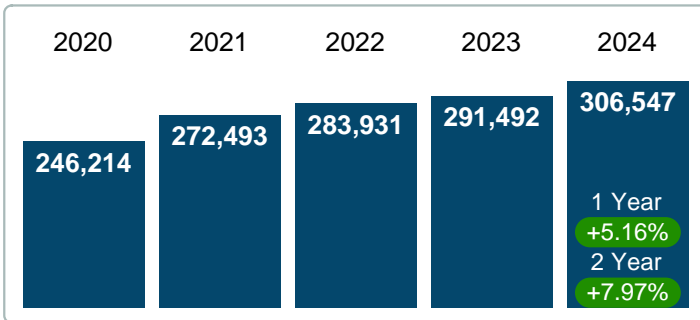
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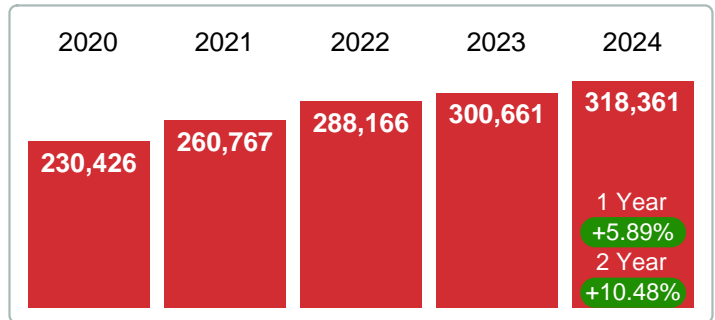
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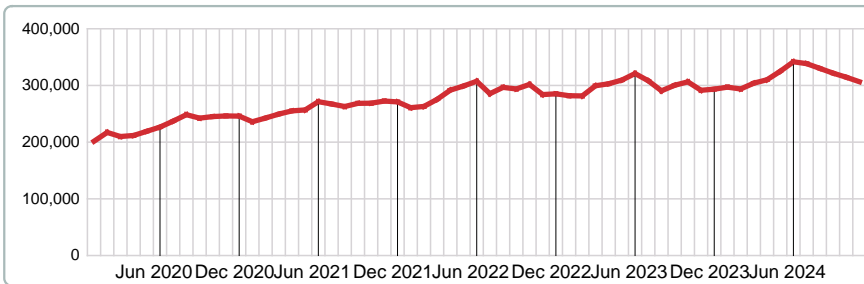
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

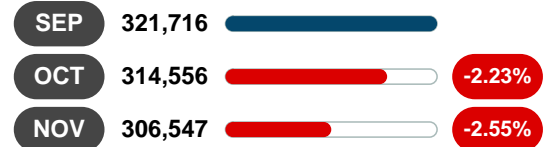


### 3 MONTHS

5 year NOV AVG = 280,135

High Jun 2024 341,729 Low Jan 2020 201,604

Average Sold Price at Closing this month at **306,547** above the 5 yr NOV average of **280,135**



### 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	10.22%	81,805	73,485	90,371	93,443	0
\$125,001 - \$175,000	10.84%	152,897	155,238	152,103	151,545	0
\$175,001 - \$225,000	16.77%	202,850	202,758	203,471	200,217	190,000
\$225,001 - \$300,000	23.52%	262,489	252,667	260,804	268,485	0
\$300,001 - \$375,000	14.52%	336,608	341,250	335,367	338,741	330,216
\$375,001 - \$525,000	14.01%	439,392	459,833	431,485	440,493	457,200
\$525,001 and up	10.12%	745,252	601,667	747,732	743,003	770,416
<b>Average Sold Price</b>		<b>306,547</b>	<b>159,656</b>	<b>261,257</b>	<b>407,288</b>	<b>569,536</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>306,547</b>	<b>119</b>	<b>524</b>	<b>289</b>	<b>46</b>
<b>Total Closed Volume</b>		<b>299,802,570</b>	<b>19.00M</b>	<b>136.90M</b>	<b>117.71M</b>	<b>26.20M</b>

# November 2024



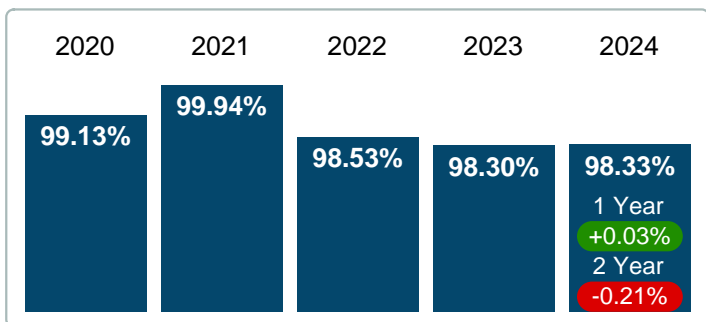
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



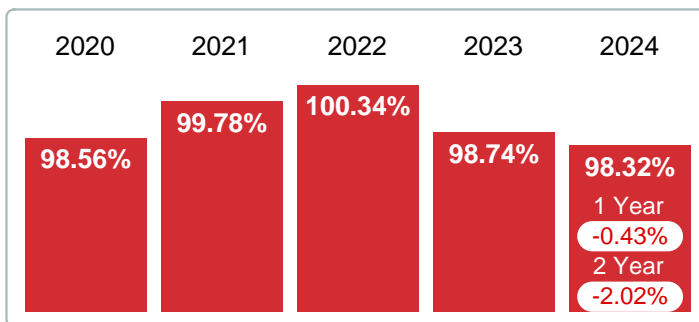
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 11, 2024 for MLS Technology Inc.

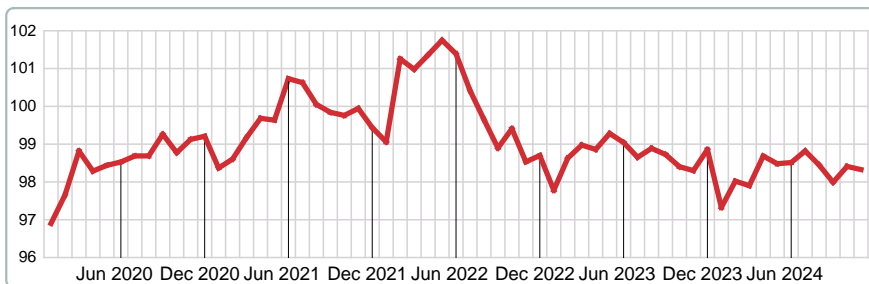
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

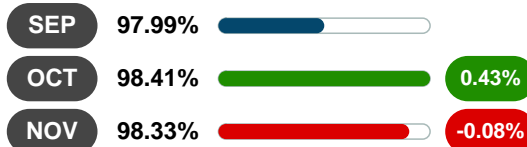


### 3 MONTHS

5 year NOV AVG = 98.85%

High May 2022 101.75% Low Jan 2020 96.90%

Average Sold/List Ratio this month at **98.33%**  
below the 5 yr NOV average of **98.85%**



### 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	100	10.22%	92.90%	91.55%	94.44%	93.98%	0.00%
\$125,001 - \$175,000	106	10.84%	100.42%	100.19%	100.99%	97.90%	0.00%
\$175,001 - \$225,000	164	16.77%	98.19%	96.79%	98.27%	99.10%	95.48%
\$225,001 - \$300,000	230	23.52%	98.51%	95.45%	98.67%	98.54%	0.00%
\$300,001 - \$375,000	142	14.52%	99.81%	100.09%	101.41%	97.79%	100.45%
\$375,001 - \$525,000	137	14.01%	98.46%	96.93%	99.00%	98.46%	96.98%
\$525,001 and up	99	10.12%	99.04%	89.80%	99.97%	99.42%	98.60%
Average Sold/List Ratio		98.30%		95.17%	98.97%	98.46%	98.37%
Total Closed Units		978	100%	119	524	289	46
Total Closed Volume		299,802,570		19.00M	136.90M	117.71M	26.20M

# November 2024



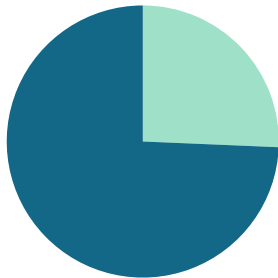
Area Delimited by Counties Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Dec 11, 2024 for MLS Technology Inc.

### INVENTORY

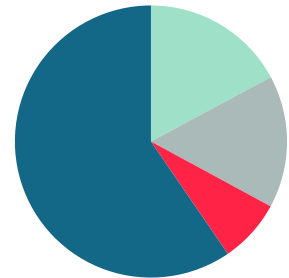


**Inventory**  
 New Listings  
**1,207 = 25.67%**  
 Start Inventory  
**3,495**  
 Total Inventory Units  
**4,702**  
 Volume  
**\$1,847,220,323**

### Market Activity

Closed Sales  
**978 = 17.16%**  
 Pending Sales  
**897 = 15.74%**  
 Other Off Market  
**430 = 7.55%**  
 Active Inventory  
**3,394 = 59.55%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2023	2024	+/-%	2023	2024	+/-%
Closed Sales	899	978	8.79%	11,465	11,697	2.02%
Pending Sales	795	897	12.83%	11,853	12,143	2.45%
New Listings	1,216	1,207	-0.74%	15,595	16,840	7.98%
Average List Price	296,986	311,929	5.03%	305,621	324,832	6.29%
Average Sale Price	291,492	306,547	5.16%	300,661	318,361	5.89%
Average Percent of Selling Price to List Price	98.30%	98.33%	0.03%	98.74%	98.32%	-0.43%
Average Days on Market to Sale	32.16	37.52	16.68%	30.67	37.57	22.53%
Monthly Inventory	2,821	3,394	20.31%	2,821	3,394	20.31%
Months Supply of Inventory	2.72	3.24	19.11%	2.72	3.24	19.11%

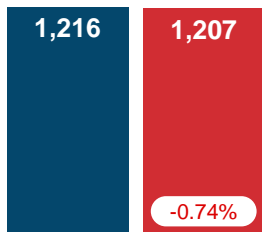
**Absorption:** Last 12 months, an Average of **1,047** Sales/Month

**Inventory** on November 30, 2024 = **3,394** 2023 2024

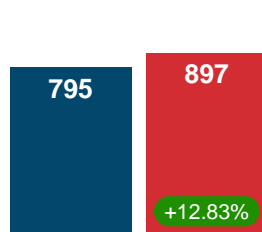
### NOVEMBER MARKET

### AVERAGE PRICES

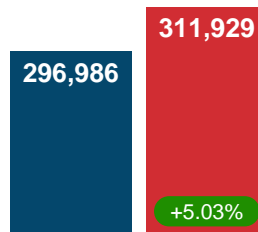
#### New Listings



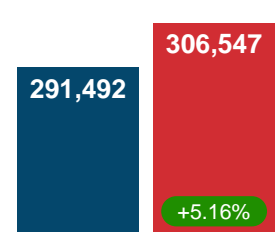
#### Pending Listings



#### List Price



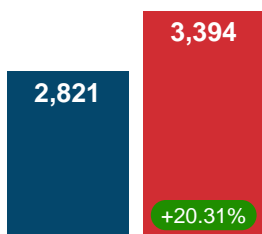
#### Sale Price



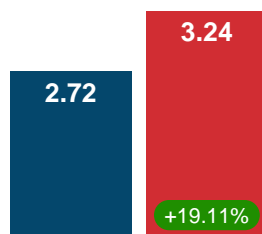
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

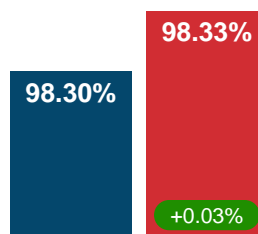
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

