



# December 2020

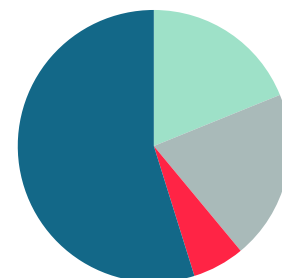
Area Delimited by County Of Wagoner



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	115	137	19.13%
Pending Listings	110	146	32.73%
New Listings	210	161	-23.33%
Average List Price	183,697	230,535	25.50%
Average Sale Price	179,514	231,281	28.84%
Average Percent of Selling Price to List Price	97.45%	105.22%	7.98%
Average Days on Market to Sale	42.25	22.57	-46.58%
End of Month Inventory	736	398	-45.92%
Months Supply of Inventory	5.35	2.63	-50.95%



■ Closed (18.87%)  
■ Pending (20.11%)  
■ Other OffMarket (6.20%)  
■ Active (54.82%)

**Absorption:** Last 12 months, an Average of **152** Sales/Month  
**Active Inventory** as of December 31, 2020 = **398**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2020 decreased **45.92%** to 398 existing homes available for sale. Over the last 12 months this area has had an average of 152 closed sales per month. This represents an unsold inventory index of **2.63** 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 **28.84%** in December 2020 to \$231,281 versus the previous year at \$179,514.

#### Average Days on Market Shortens

The average number of **22.57** days that homes spent on the market before selling decreased by 19.68 days or **46.58%** in December 2020 compared to last year's same month at **42.25** DOM.

#### Sales Success for December 2020 is Positive

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

There were 161 New Listings in December 2020, down **23.33%** from last year at 210. Furthermore, there were 137 Closed Listings this month versus last year at 115, a **19.13%** increase.

Closed versus Listed trends yielded a **85.1%** ratio, up from previous year's, December 2019, at **54.8%**, a **55.39%** upswing. 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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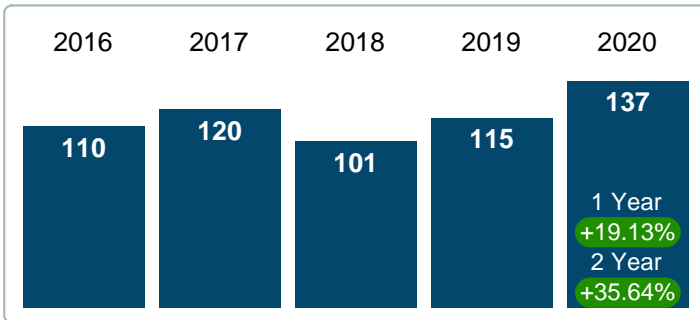
Area Delimited by County Of Wagoner



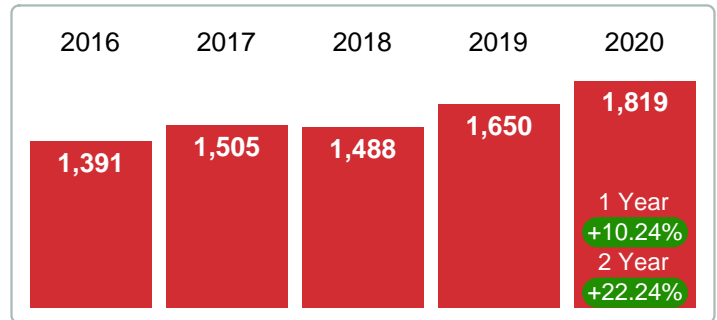
## CLOSED LISTINGS

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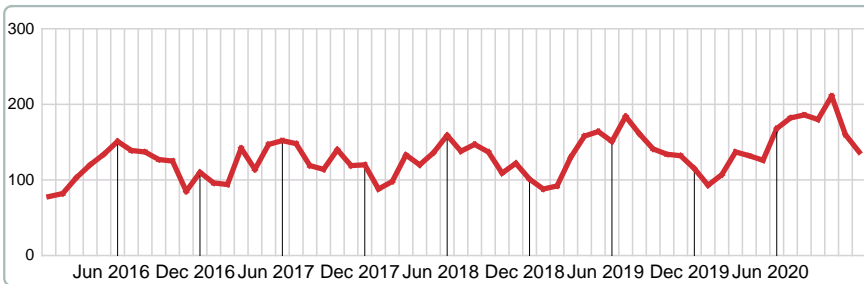
### DECEMBER



### YEAR TO DATE (YTD)

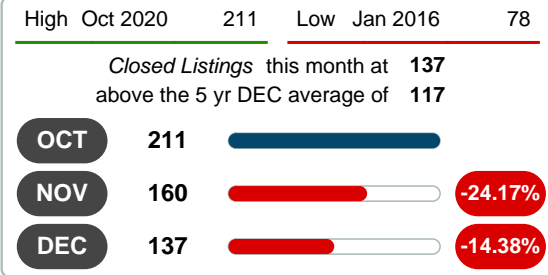


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 117



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	8.76%	34.8	10	2	0	0
\$75,001 - \$125,000	8	5.84%	18.0	1	6	1	0
\$125,001 - \$150,000	16	11.68%	24.3	3	12	0	1
\$150,001 - \$225,000	46	33.58%	15.4	4	39	3	0
\$225,001 - \$275,000	20	14.60%	9.4	0	13	7	0
\$275,001 - \$425,000	20	14.60%	25.8	0	10	8	2
\$425,001 and up	15	10.95%	48.7	2	4	8	1
<b>Total Closed Units</b>	<b>137</b>			<b>20</b>	<b>86</b>	<b>27</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>31,685,555</b>	<b>100%</b>	<b>22.6</b>	<b>2.90M</b>	<b>18.37M</b>	<b>9.01M</b>	<b>1.40M</b>
<b>Average Closed Price</b>	<b>\$231,281</b>			<b>\$144,983</b>	<b>\$213,614</b>	<b>\$333,866</b>	<b>\$350,174</b>



# December 2020

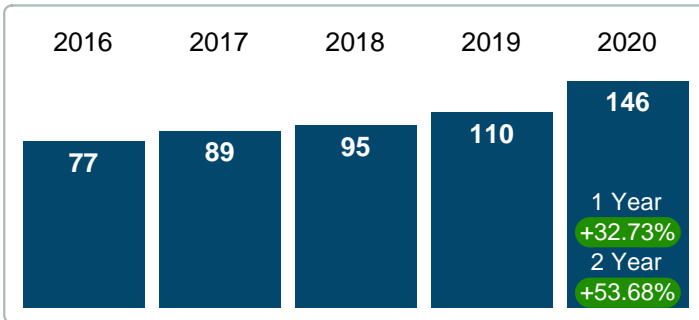
Area Delimited by County Of Wagoner



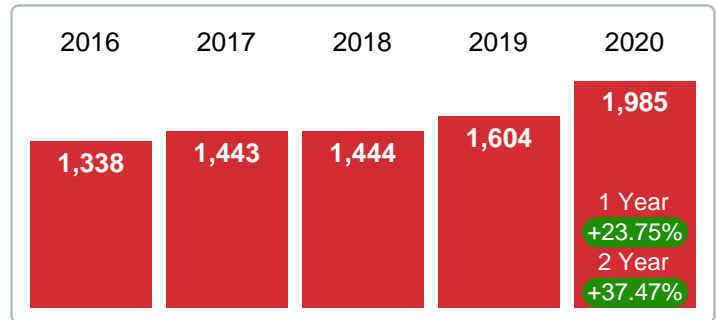
## PENDING LISTINGS

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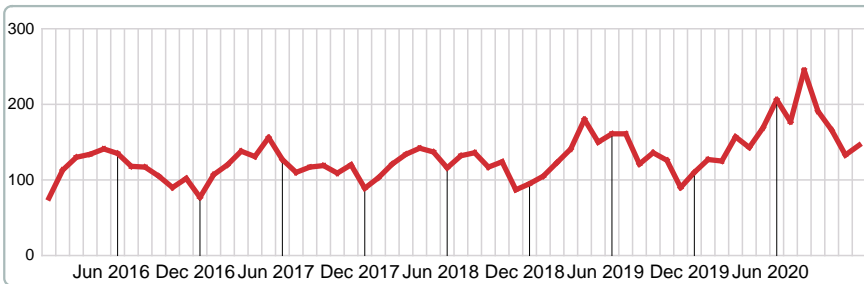
### DECEMBER



### YEAR TO DATE (YTD)

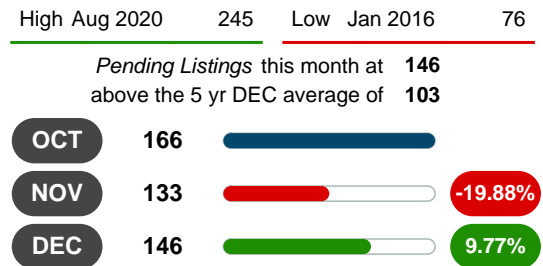


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 103



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	8.90%	33.8	11	2	0	0
\$75,001 - \$125,000	16	10.96%	39.6	7	6	3	0
\$125,001 - \$175,000	22	15.07%	31.6	3	16	2	1
\$175,001 - \$250,000	37	25.34%	25.1	3	23	10	1
\$250,001 - \$300,000	17	11.64%	56.8	3	9	5	0
\$300,001 - \$400,000	23	15.75%	26.9	0	11	12	0
\$400,001 and up	18	12.33%	52.5	3	3	6	6
<b>Total Pending Units</b>	<b>146</b>			<b>30</b>	<b>70</b>	<b>38</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>34,669,180</b>	<b>100%</b>	<b>26.9</b>	<b>4.91M</b>	<b>15.51M</b>	<b>11.18M</b>	<b>3.07M</b>
<b>Average Listing Price</b>	<b>\$267,053</b>			<b>\$163,719</b>	<b>\$221,553</b>	<b>\$294,199</b>	<b>\$383,666</b>

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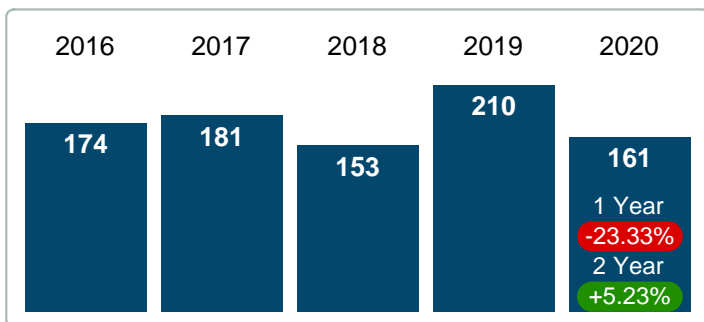
Area Delimited by County Of Wagoner



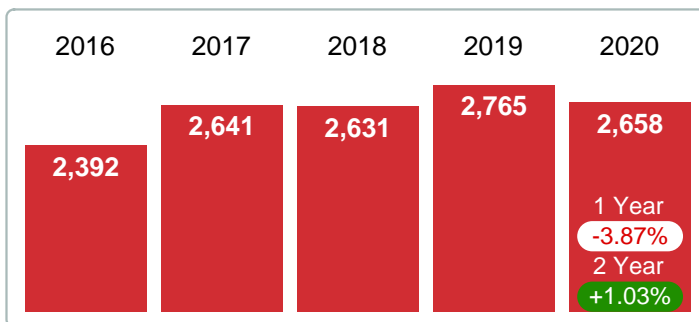
## NEW LISTINGS

Report produced on Jan 11, 2021 for MLS Technology Inc.

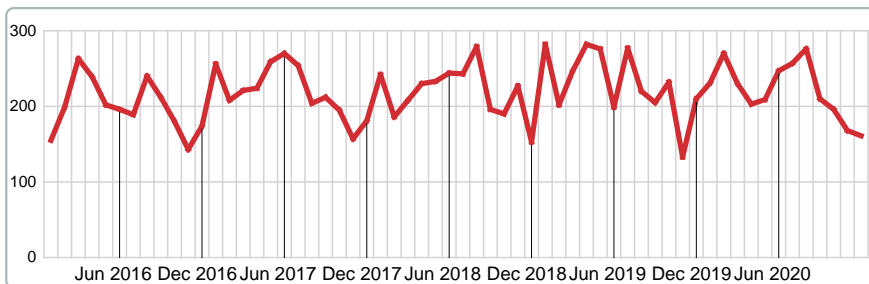
### DECEMBER



### YEAR TO DATE (YTD)

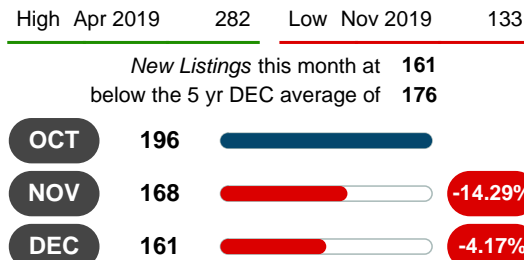


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 176



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	13	8.07%	8	5	0	0
\$25,001 - \$75,000	14	8.70%	12	2	0	0
\$75,001 - \$150,000	27	16.77%	13	13	0	1
\$150,001 - \$225,000	40	24.84%	1	33	6	0
\$225,001 - \$325,000	27	16.77%	0	18	8	1
\$325,001 - \$400,000	23	14.29%	2	11	10	0
\$400,001 and up	17	10.56%	5	2	5	5
<b>Total New Listed Units</b>	<b>161</b>		<b>41</b>	<b>84</b>	<b>29</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>37,213,832</b>	<b>100%</b>	<b>7.78M</b>	<b>17.79M</b>	<b>9.02M</b>	<b>2.63M</b>
<b>Average New Listed Listing Price</b>	<b>\$288,357</b>		<b>\$189,746</b>	<b>\$211,769</b>	<b>\$310,942</b>	<b>\$375,476</b>



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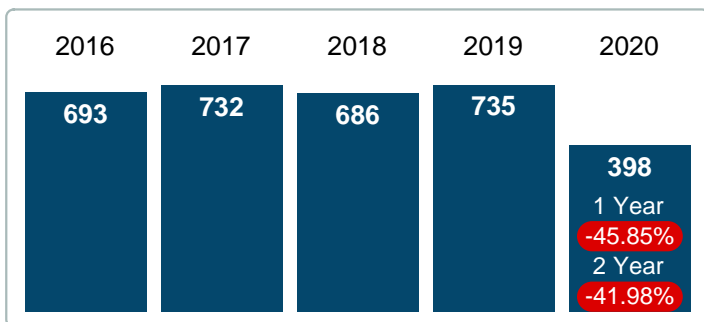
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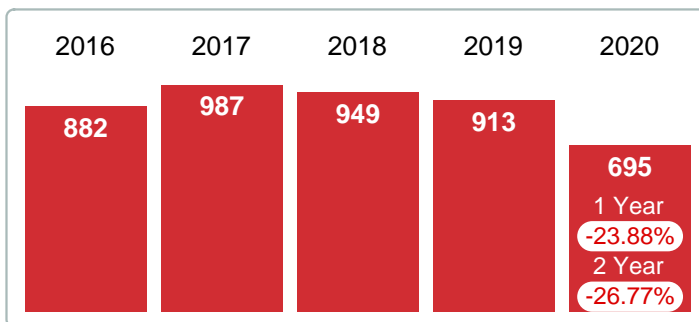
## ACTIVE INVENTORY

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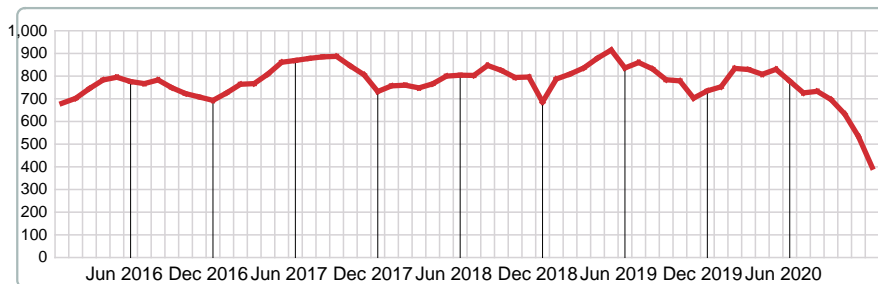
### END OF DECEMBER



### ACTIVE DURING DECEMBER

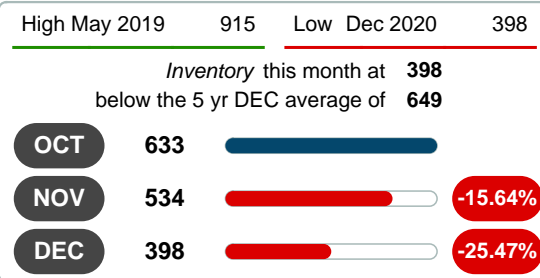


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 649



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	94	23.62%	132.1	53	35	6	0
\$50,001-\$100,000	45	11.31%	117.1	35	9	1	0
\$100,001-\$225,000	99	24.87%	88.5	47	37	13	2
\$225,001-\$325,000	60	15.08%	92.9	23	26	10	1
\$325,001-\$525,000	60	15.08%	119.6	21	18	18	3
\$525,001 and up	40	10.05%	119.5	30	3	7	0
<b>Total Active Inventory by Units</b>	<b>398</b>			<b>209</b>	<b>128</b>	<b>55</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>109,644,984</b>	<b>100%</b>	<b>110.5</b>	<b>63.11M</b>	<b>25.55M</b>	<b>19.18M</b>	<b>1.81M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$275,490</b>			<b>\$301,956</b>	<b>\$199,600</b>	<b>\$348,765</b>	<b>\$300,883</b>

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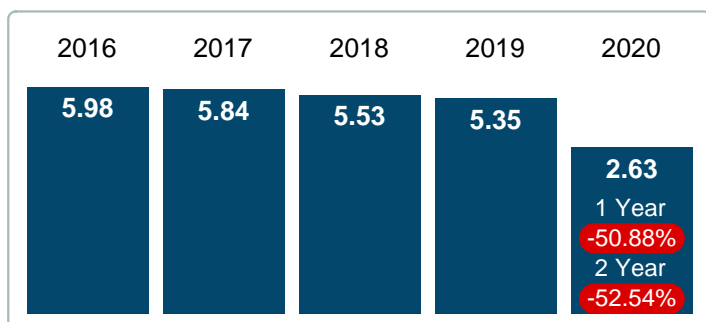
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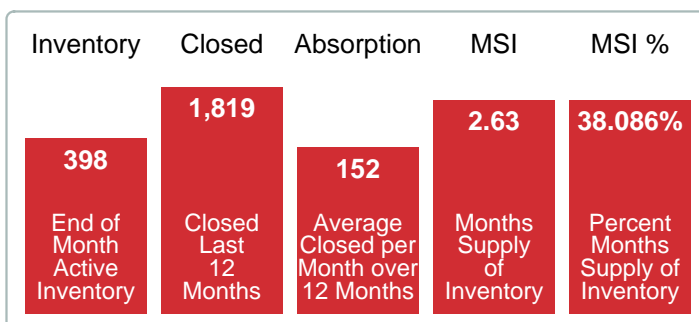
## MONTHS SUPPLY of INVENTORY (MSI)

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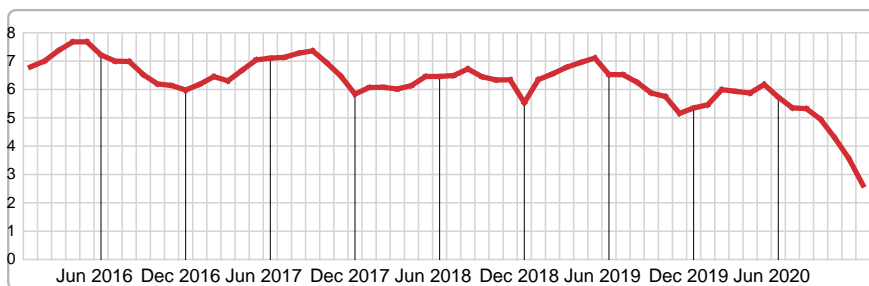
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020

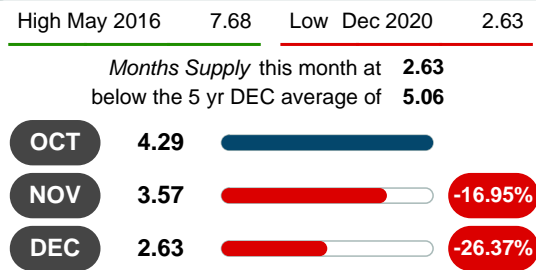


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 5.06



### 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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$50,000	94	23.62%	9.17	7.57	15.56	6.00	0.00
\$50,001-\$100,000	45	11.31%	3.78	5.19	2.00	1.50	0.00
\$100,001-\$225,000	99	24.87%	1.22	6.96	0.63	0.83	3.00
\$225,001-\$325,000	60	15.08%	1.95	18.40	1.73	0.74	1.00
\$325,001-\$525,000	60	15.08%	4.39	42.00	3.48	2.73	2.12
\$525,001 and up	40	10.05%	11.16	45.00	5.14	5.60	0.00
Market Supply of Inventory (MSI)	2.63			9.12	1.49	1.42	1.44
Total Active Inventory by Units	398	100%	2.63	209	128	55	6



# December 2020

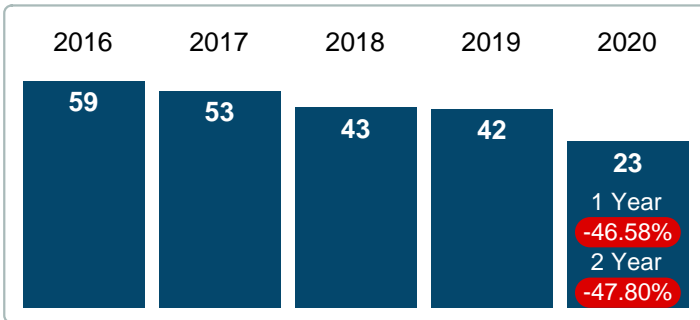
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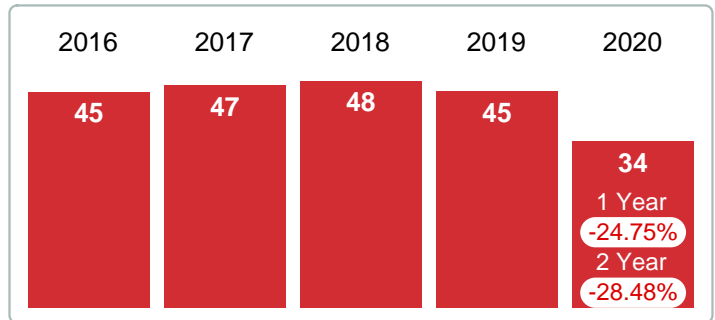
## AVERAGE DAYS ON MARKET TO SALE

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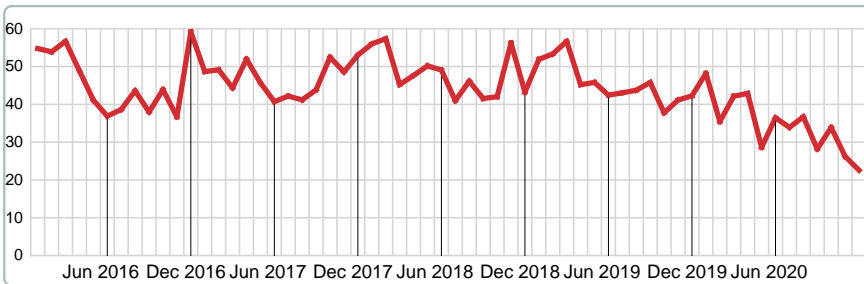
### DECEMBER



### YEAR TO DATE (YTD)

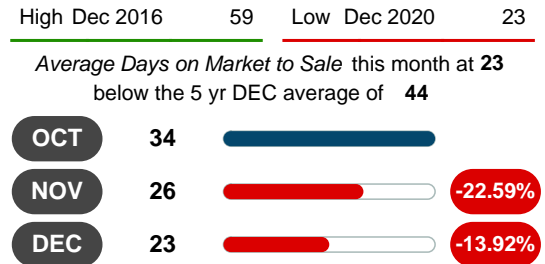


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 44



### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8.76%	35	39	15	0	0
\$75,001 - \$125,000	5.84%	18	1	23	8	0
\$125,001 - \$150,000	11.68%	24	52	19	0	3
\$150,001 - \$225,000	33.58%	15	50	10	36	0
\$225,001 - \$275,000	14.60%	9	0	10	9	0
\$275,001 - \$425,000	14.60%	26	0	39	14	9
\$425,001 and up	10.95%	49	67	66	42	1
<b>Average Closed DOM</b>		<b>23</b>	<b>44</b>	<b>18</b>	<b>23</b>	<b>6</b>
<b>Total Closed Units</b>		<b>137</b>	<b>20</b>	<b>86</b>	<b>27</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>31,685,555</b>	<b>2.90M</b>	<b>18.37M</b>	<b>9.01M</b>	<b>1.40M</b>



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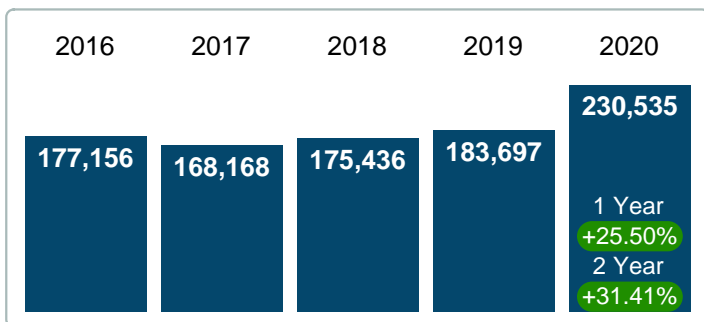
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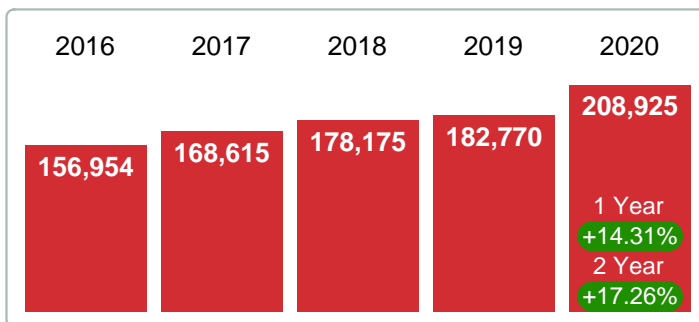
## AVERAGE LIST PRICE AT CLOSING

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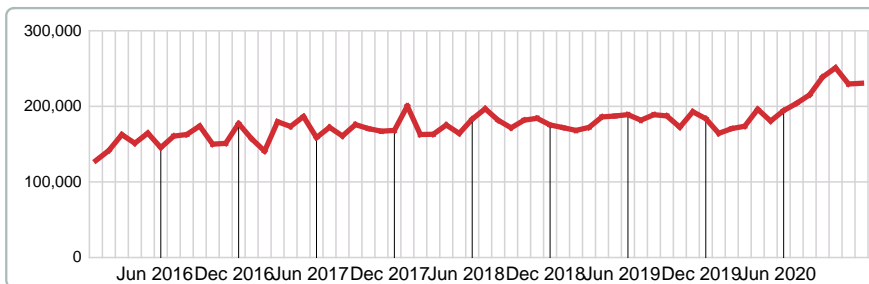
### DECEMBER



### YEAR TO DATE (YTD)

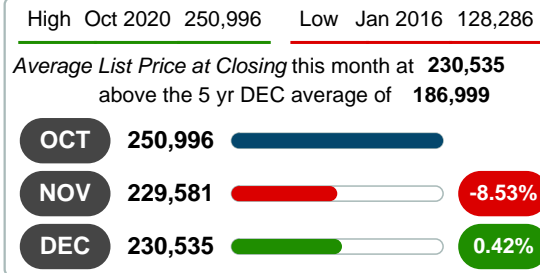


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 186,999



### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range	%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	13	9.49%	40,558	37,725	50,000	0	
\$75,001 - \$125,000	6	4.38%	98,567	85,000	107,900	115,000	
\$125,001 - \$150,000	16	11.68%	142,406	148,233	138,150	0	
\$150,001 - \$225,000	47	34.31%	184,669	160,665	186,899	195,600	
\$225,001 - \$275,000	20	14.60%	250,285	0	247,761	252,243	
\$275,001 - \$425,000	20	14.60%	328,402	0	333,057	321,472	
\$425,001 and up	15	10.95%	528,868	705,950	517,595	483,216	
<b>Average List Price</b>		<b>230,535</b>		<b>148,076</b>	<b>212,978</b>	<b>329,815</b>	<b>350,174</b>
<b>Total Closed Units</b>		<b>137</b>	<b>100%</b>	<b>20</b>	<b>86</b>	<b>27</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>31,583,326</b>		<b>2.96M</b>	<b>18.32M</b>	<b>8.91M</b>	<b>1.40M</b>





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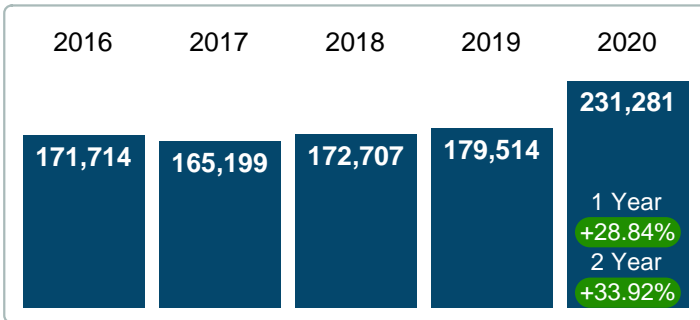
Area Delimited by County Of Wagoner



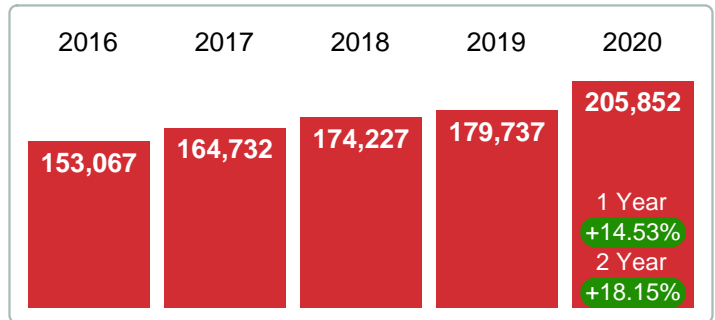
## AVERAGE SOLD PRICE AT CLOSING

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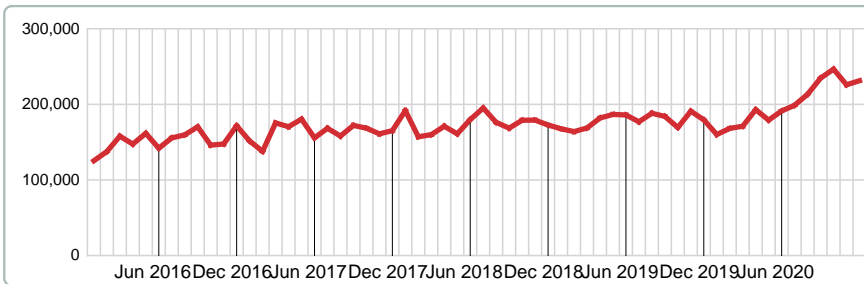
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

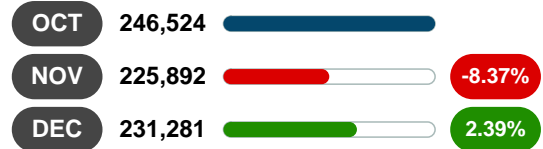


### 3 MONTHS

5 year DEC AVG = 184,083

High Oct 2020 246,524 Low Jan 2016 125,433

Average Sold Price at Closing this month at **231,281** above the 5 yr DEC average of **184,083**



### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range	%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8.76%	42,025	37,030	67,000	0	0
\$75,001 - \$125,000	5.84%	106,813	85,000	109,083	115,000	0
\$125,001 - \$150,000	11.68%	142,391	141,833	141,896	0	150,000
\$150,001 - \$225,000	33.58%	185,767	158,715	187,910	193,967	0
\$225,001 - \$275,000	14.60%	248,225	0	247,361	249,829	0
\$275,001 - \$425,000	14.60%	329,359	0	329,258	323,912	351,655
\$425,001 and up	10.95%	530,104	692,000	510,696	497,174	547,386
<b>Average Sold Price</b>		<b>231,281</b>	<b>144,983</b>	<b>213,614</b>	<b>333,866</b>	<b>350,174</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>231,281</b>	<b>20</b>	<b>86</b>	<b>27</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>31,685,555</b>	<b>2.90M</b>	<b>18.37M</b>	<b>9.01M</b>	<b>1.40M</b>

# December 2020

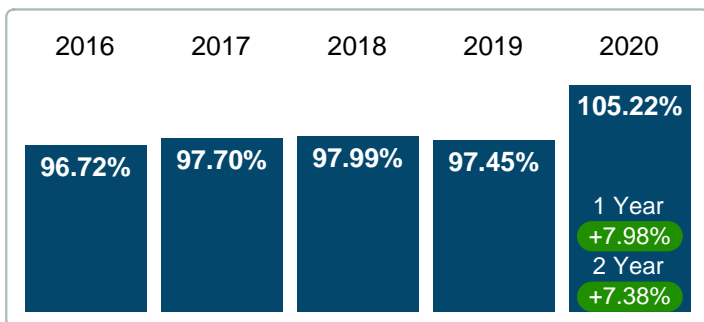
Area Delimited by County Of Wagoner



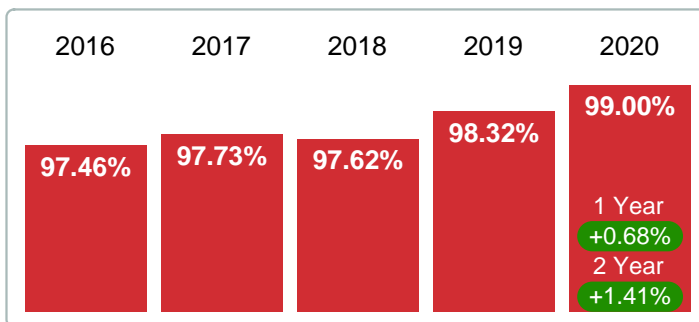
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2021 for MLS Technology Inc.

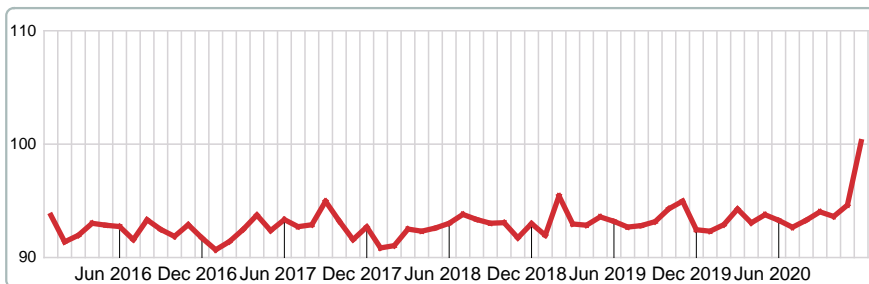
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

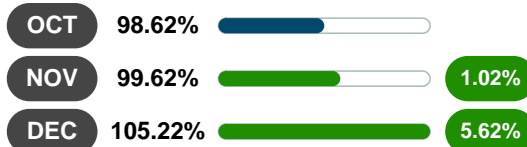


### 3 MONTHS

5 year DEC AVG = 99.02%

High Dec 2020 105.22% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **105.22%**  
above the 5 yr DEC average of **99.02%**



### AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	12	8.76%	145.97%	140.76%	172.00%	0.00%	0.00%
\$75,001 - \$125,000	8	5.84%	102.19%	100.00%	102.93%	100.00%	0.00%
\$125,001 - \$150,000	16	11.68%	107.69%	95.76%	111.32%	0.00%	100.00%
\$150,001 - \$225,000	46	33.58%	100.46%	98.96%	100.71%	99.25%	0.00%
\$225,001 - \$275,000	20	14.60%	99.57%	0.00%	99.86%	99.02%	0.00%
\$275,001 - \$425,000	20	14.60%	99.83%	0.00%	99.07%	100.74%	100.00%
\$425,001 and up	15	10.95%	100.94%	97.67%	98.94%	102.87%	100.00%
Average Sold/List Ratio		105.20%		119.30%	103.60%	100.73%	100.00%
Total Closed Units		137	100%	20	86	27	4
Total Closed Volume		31,685,555		2.90M	18.37M	9.01M	1.40M

# December 2020

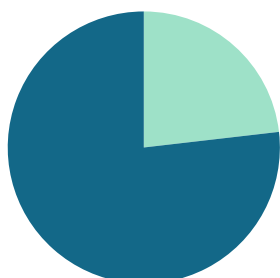
Area Delimited by County Of Wagoner



## MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

### INVENTORY

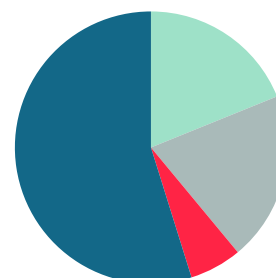


**Inventory**  
 New Listings  
**161 = 23.17%**  
 Start Inventory  
**534**  
 Total Inventory Units  
**695**  
 Volume  
**\$180,412,813**

### Market Activity

Closed Sales  
**137 = 18.87%**  
 Pending Sales  
**146 = 20.11%**  
 Other Off Market  
**45 = 6.20%**  
 Active Inventory  
**398 = 54.82%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	115	137	19.13%	1,650	1,819	10.24%
Pending Sales	110	146	32.73%	1,604	1,985	23.75%
New Listings	210	161	-23.33%	2,765	2,658	-3.87%
Average List Price	183,697	230,535	25.50%	182,770	208,925	14.31%
Average Sale Price	179,514	231,281	28.84%	179,737	205,852	14.53%
Average Percent of Selling Price to List Price	97.45%	105.22%	7.98%	98.32%	99.00%	0.68%
Average Days on Market to Sale	42.25	22.57	-46.58%	45.26	34.05	-24.75%
Monthly Inventory	736	398	-45.92%	736	398	-45.92%
Months Supply of Inventory	5.35	2.63	-50.95%	5.35	2.63	-50.95%

**Absorption:** Last 12 months, an Average of **152** Sales/Month

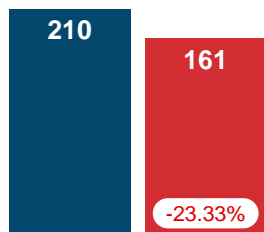
**Inventory** on December 31, 2020 = **398**

**2019** **2020**

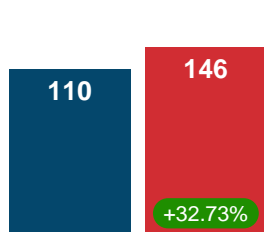
### DECEMBER MARKET

### AVERAGE PRICES

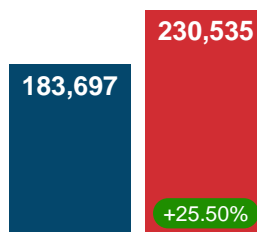
#### New Listings



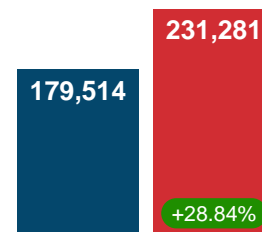
#### Pending Listings



#### List Price



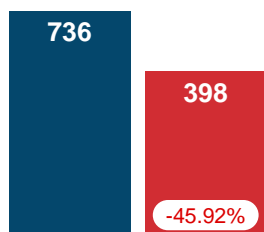
#### Sale Price



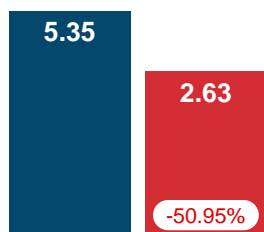
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

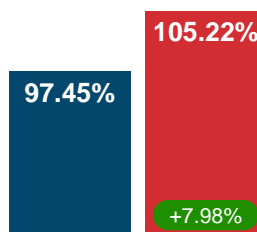
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

