

# October 2020



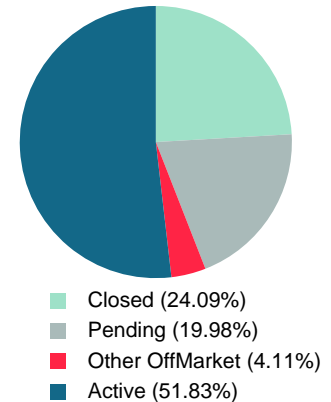
Area Delimited by County Of Wagoner



## MONTHLY INVENTORY ANALYSIS

Report produced on Nov 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	134	211	57.46%
Pending Listings	126	175	38.89%
New Listings	232	196	-15.52%
Average List Price	172,430	250,996	45.56%
Average Sale Price	169,412	246,524	45.52%
Average Percent of Selling Price to List Price	99.30%	98.62%	-0.68%
Average Days on Market to Sale	37.76	33.87	-10.30%
End of Month Inventory	780	454	-41.79%
Months Supply of Inventory	5.76	3.08	-46.50%



**Absorption:** Last 12 months, an Average of **147** Sales/Month  
**Active Inventory** as of October 31, 2020 = **454**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2020 decreased **41.79%** to 454 existing homes available for sale. Over the last 12 months this area has had an average of 147 closed sales per month. This represents an unsold inventory index of **3.08** 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 **45.52%** in October 2020 to \$246,524 versus the previous year at \$169,412.

#### Average Days on Market Shortens

The average number of **33.87** days that homes spent on the market before selling decreased by 3.89 days or **10.30%** in October 2020 compared to last year's same month at **37.76** DOM.

#### Sales Success for October 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 196 New Listings in October 2020, down **15.52%** from last year at 232. Furthermore, there were 211 Closed Listings this month versus last year at 134, a **57.46%** increase.

Closed versus Listed trends yielded a **107.7%** ratio, up from previous year's, October 2019, at **57.8%**, a **86.38%** 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

# October 2020



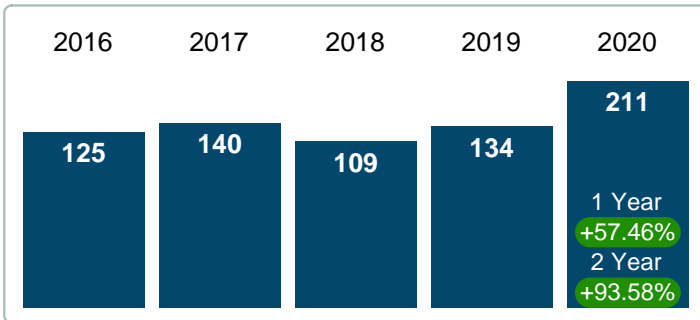
Area Delimited by County Of Wagoner



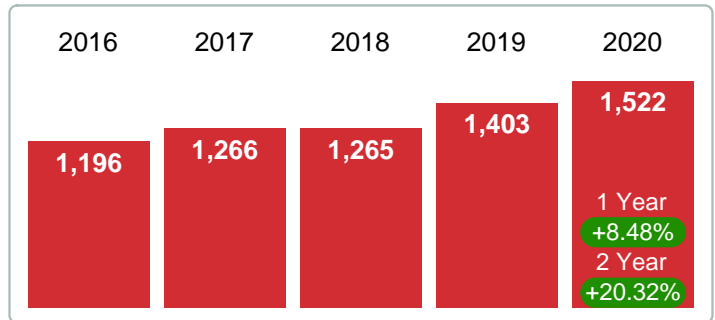
## CLOSED LISTINGS

Report produced on Nov 11, 2020 for MLS Technology Inc.

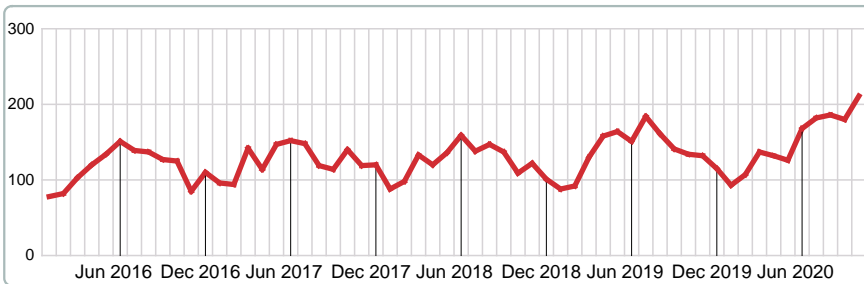
### OCTOBER



### YEAR TO DATE (YTD)

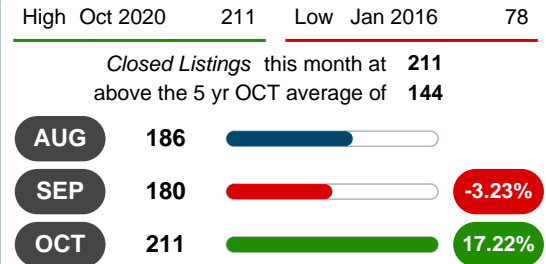


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 144



### 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	17	8.06%	33.1	9	7	1	0
\$100,001 - \$150,000	20	9.48%	47.5	6	13	1	0
\$150,001 - \$175,000	30	14.22%	30.8	4	21	4	1
\$175,001 - \$225,000	50	23.70%	22.8	1	29	19	1
\$225,001 - \$300,000	40	18.96%	26.3	2	20	17	1
\$300,001 - \$375,000	29	13.74%	40.9	1	11	15	2
\$375,001 and up	25	11.85%	53.4	4	4	10	7
<b>Total Closed Units</b>	<b>211</b>			<b>27</b>	<b>105</b>	<b>67</b>	<b>12</b>
<b>Total Closed Volume</b>	<b>52,016,564</b>	<b>100%</b>	<b>33.9</b>	<b>5.13M</b>	<b>21.77M</b>	<b>19.06M</b>	<b>6.05M</b>
<b>Average Closed Price</b>	<b>\$246,524</b>			<b>\$190,169</b>	<b>\$207,360</b>	<b>\$284,414</b>	<b>\$504,450</b>

# October 2020



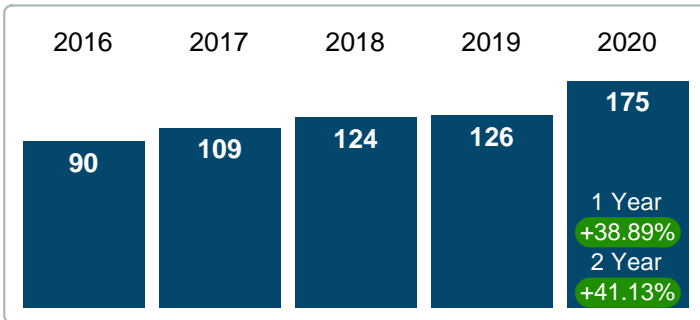
Area Delimited by County Of Wagoner



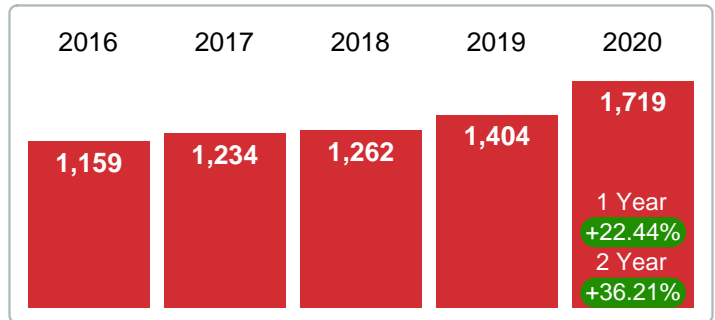
## PENDING LISTINGS

Report produced on Nov 11, 2020 for MLS Technology Inc.

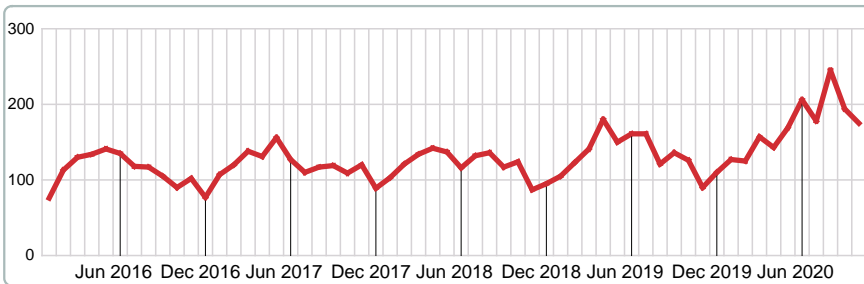
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

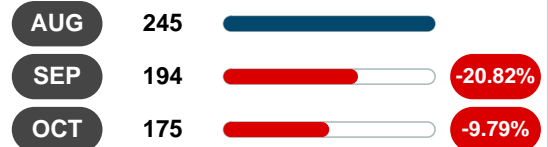


### 3 MONTHS

5 year OCT AVG = 125

High Aug 2020 245 Low Jan 2016 76

Pending Listings this month at 175  
above the 5 yr OCT average of 125



### 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	18	10.29%	45.4	12	5	1	0
\$75,001 - \$125,000	8	4.57%	22.8	1	7	0	0
\$125,001 - \$175,000	38	21.71%	24.2	4	33	1	0
\$175,001 - \$225,000	42	24.00%	16.0	1	30	11	0
\$225,001 - \$275,000	25	14.29%	29.0	2	15	8	0
\$275,001 - \$350,000	20	11.43%	38.0	2	8	8	2
\$350,001 and up	24	13.71%	48.5	2	9	11	2
<b>Total Pending Units</b>	<b>175</b>			<b>24</b>	<b>107</b>	<b>40</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>39,381,106</b>	<b>100%</b>	<b>18.5</b>	<b>3.73M</b>	<b>21.84M</b>	<b>12.11M</b>	<b>1.71M</b>
<b>Average Listing Price</b>	<b>\$214,162</b>			<b>\$155,239</b>	<b>\$204,113</b>	<b>\$302,732</b>	<b>\$426,500</b>

# October 2020



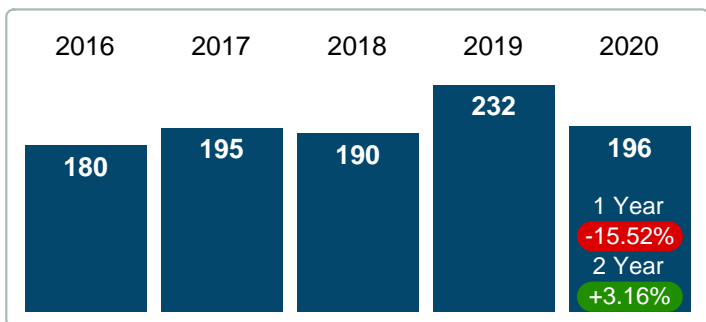
Area Delimited by County Of Wagoner



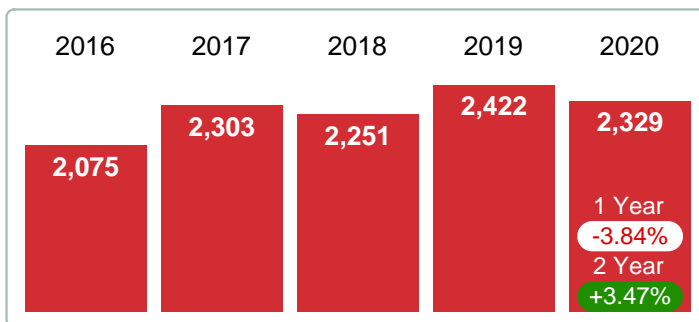
## NEW LISTINGS

Report produced on Nov 11, 2020 for MLS Technology Inc.

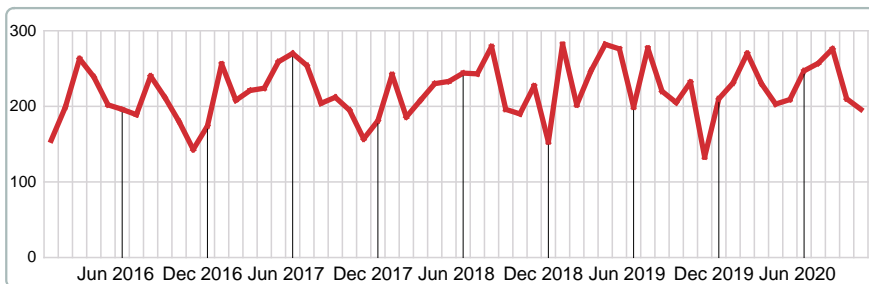
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

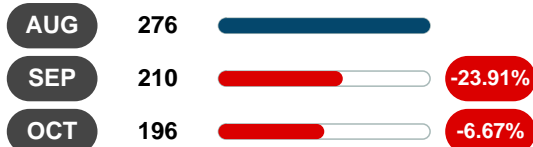


### 3 MONTHS

5 year OCT AVG = 199

High Apr 2019 282 Low Nov 2019 133

New Listings this month at 196  
below the 5 yr OCT average of 199



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	15	7.65%	7	8	0	0
\$50,001 - \$125,000	25	12.76%	18	6	1	0
\$125,001 - \$175,000	33	16.84%	7	26	0	0
\$175,001 - \$225,000	46	23.47%	2	33	9	2
\$225,001 - \$250,000	26	13.27%	2	15	9	0
\$250,001 - \$375,000	31	15.82%	4	12	13	2
\$375,001 and up	20	10.20%	6	5	7	2
<b>Total New Listed Units</b>	<b>196</b>		<b>46</b>	<b>105</b>	<b>39</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>44,692,872</b>	<b>100%</b>	<b>10.10M</b>	<b>21.15M</b>	<b>11.48M</b>	<b>1.96M</b>
<b>Average New Listed Listing Price</b>	<b>\$249,410</b>		<b>\$219,511</b>	<b>\$201,389</b>	<b>\$294,479</b>	<b>\$327,467</b>

# October 2020



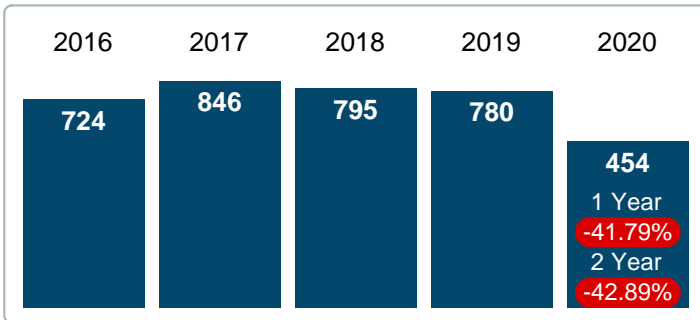
Area Delimited by County Of Wagoner



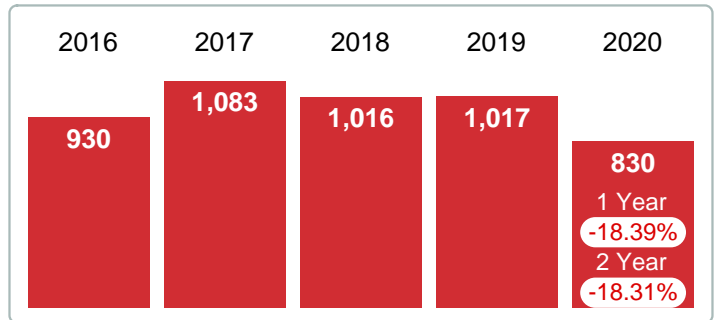
## ACTIVE INVENTORY

Report produced on Nov 11, 2020 for MLS Technology Inc.

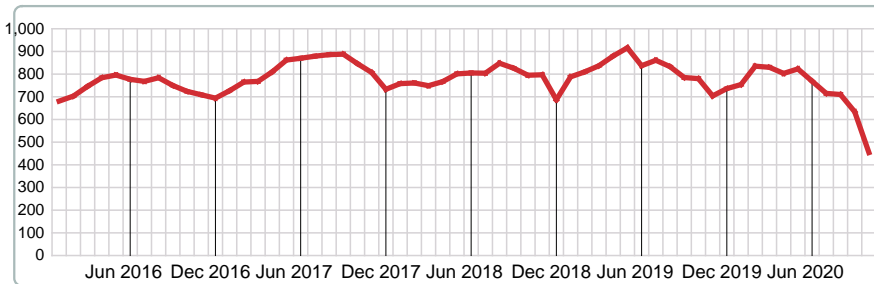
### END OF OCTOBER



### ACTIVE DURING OCTOBER

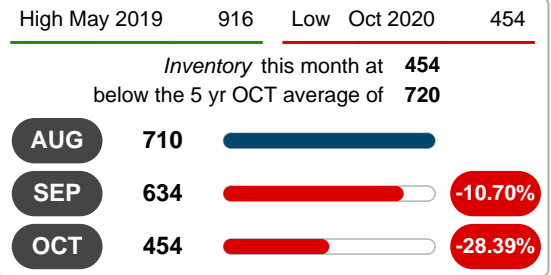


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 720



### 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-\$25,000	57	12.56%	121.7	25	26	5	1
\$25,001-\$100,000	108	23.79%	99.9	98	8	2	0
\$100,001-\$225,000	110	24.23%	68.3	48	49	10	3
\$225,001-\$325,000	75	16.52%	60.2	28	29	17	1
\$325,001-\$475,000	52	11.45%	118.4	13	18	16	5
\$475,001 and up	52	11.45%	115.6	37	3	9	3
Total Active Inventory by Units			454	249	133	59	13
Total Active Inventory by Volume			116,952,357	64.11M	28.07M	20.29M	4.49M
Average Active Inventory Listing Price			\$257,604	\$257,456	\$211,023	\$343,956	\$345,108

# October 2020



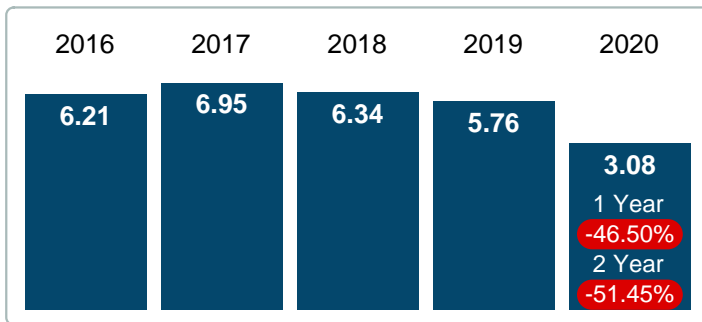
Area Delimited by County Of Wagoner



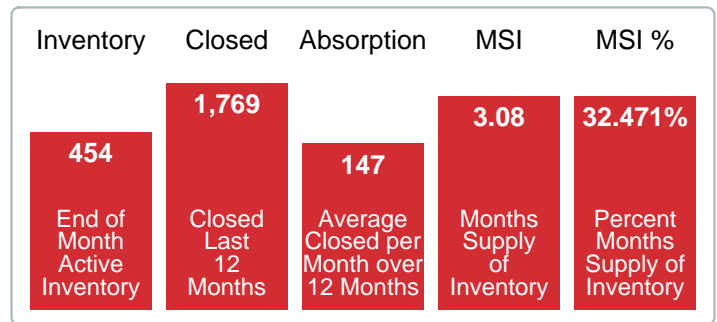
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Nov 11, 2020 for MLS Technology Inc.

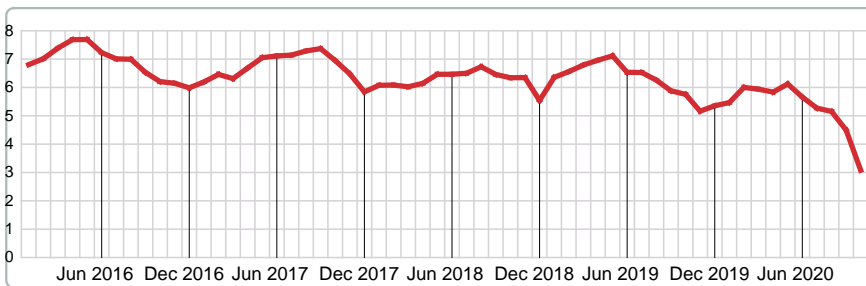
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2020

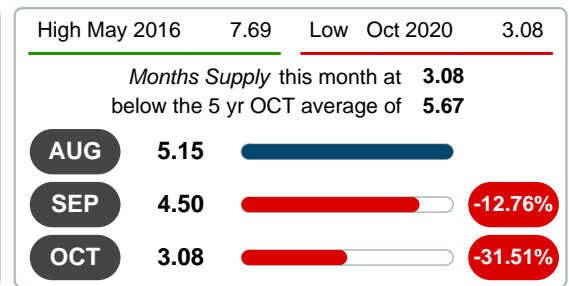


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 5.67



### 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-\$25,000	57	12.56%	9.00	9.68	9.45	5.00	0.00
\$25,001-\$100,000	108	23.79%	6.26	8.71	1.55	2.40	0.00
\$100,001-\$225,000	110	24.23%	1.38	7.29	0.88	0.59	5.14
\$225,001-\$325,000	75	16.52%	2.61	18.67	2.22	1.29	1.00
\$325,001-\$475,000	52	11.45%	4.73	22.29	4.80	3.15	3.16
\$475,001 and up	52	11.45%	12.73	63.43	6.00	4.50	3.00
Market Supply of Inventory (MSI)			3.08	10.79	1.64	1.51	3.12
Total Active Inventory by Units		100%	3.08	249	133	59	13

# October 2020



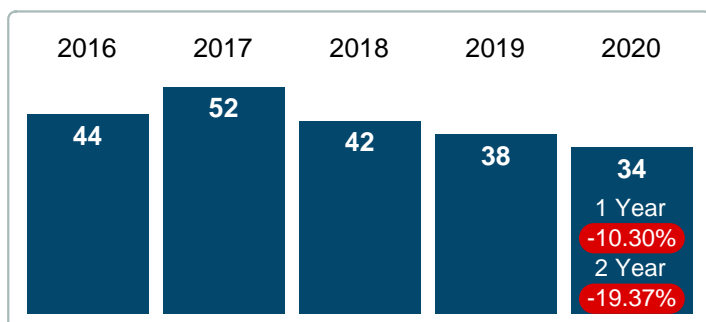
Area Delimited by County Of Wagoner



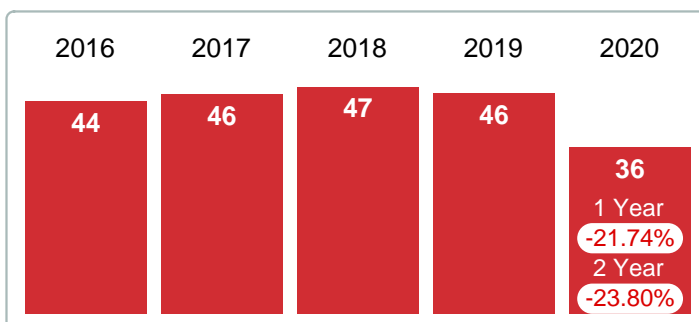
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Nov 11, 2020 for MLS Technology Inc.

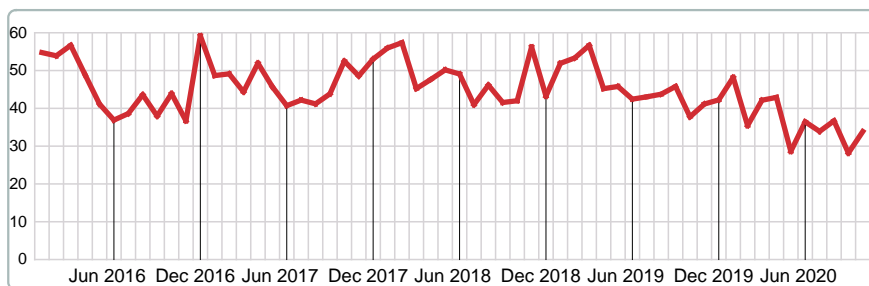
### OCTOBER



### YEAR TO DATE (YTD)

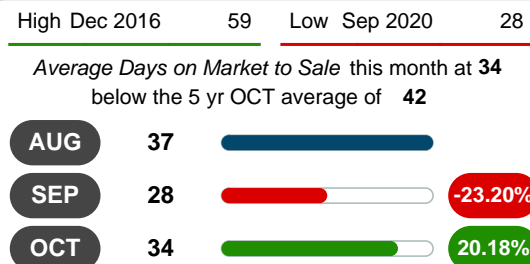


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 42



## 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	8.06%	33	44	24	4	0
\$100,001 - \$150,000	9.48%	47	113	19	30	0
\$150,001 - \$175,000	14.22%	31	76	26	17	4
\$175,001 - \$225,000	23.70%	23	8	21	23	98
\$225,001 - \$300,000	18.96%	26	69	14	37	7
\$300,001 - \$375,000	13.74%	41	56	62	29	1
\$375,001 and up	11.85%	53	66	29	38	83
<b>Average Closed DOM</b>		<b>34</b>	<b>68</b>	<b>25</b>	<b>30</b>	<b>58</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>34</b>	<b>27</b>	<b>105</b>	<b>67</b>	<b>12</b>
<b>Total Closed Volume</b>			<b>5.13M</b>	<b>21.77M</b>	<b>19.06M</b>	<b>6.05M</b>



# October 2020



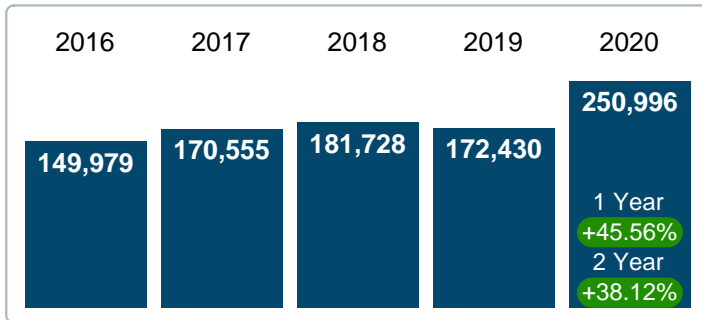
Area Delimited by County Of Wagoner



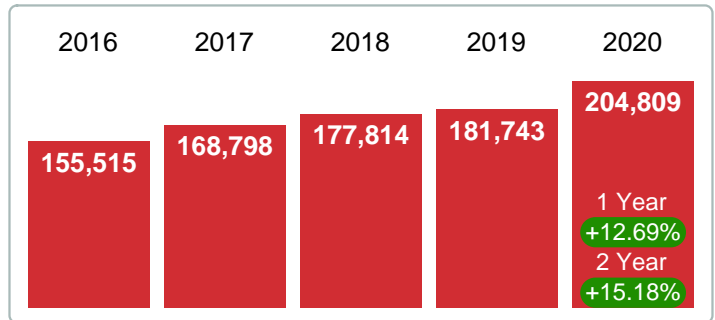
## AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 11, 2020 for MLS Technology Inc.

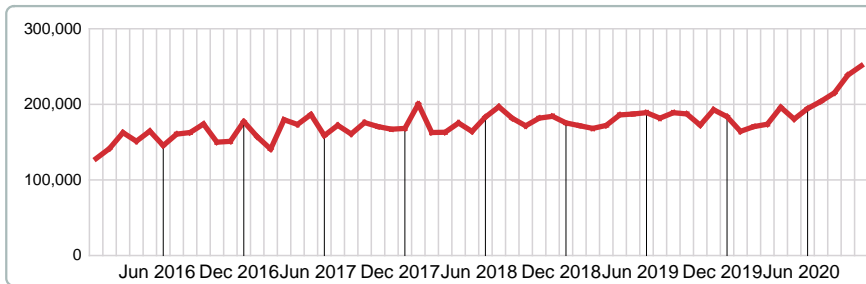
### OCTOBER



### YEAR TO DATE (YTD)

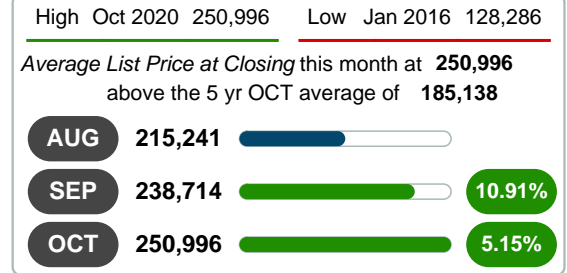


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 185,138



### 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	8.06%	63,782	53,244	73,729	89,000	0
\$100,001 - \$150,000	10.43%	135,062	130,360	137,177	139,000	0
\$150,001 - \$175,000	12.32%	165,766	176,950	164,743	163,826	172,000
\$175,001 - \$225,000	24.64%	204,303	210,000	200,708	208,632	219,900
\$225,001 - \$300,000	19.43%	254,825	246,500	253,043	255,622	239,900
\$300,001 - \$375,000	12.80%	332,255	397,500	328,391	330,773	348,450
\$375,001 and up	12.32%	559,695	642,500	405,759	499,826	709,040
<b>Average List Price</b>		<b>250,996</b>	<b>208,876</b>	<b>208,340</b>	<b>285,862</b>	<b>524,331</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>250,996</b>	<b>27</b>	<b>105</b>	<b>67</b>	<b>12</b>
<b>Total Closed Volume</b>		<b>52,960,101</b>	<b>5.64M</b>	<b>21.88M</b>	<b>19.15M</b>	<b>6.29M</b>



# October 2020

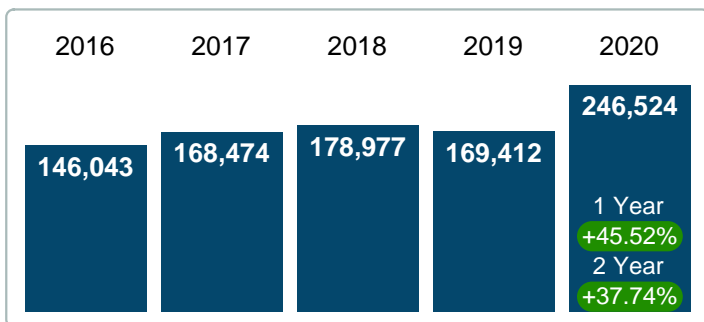
Area Delimited by County Of Wagoner



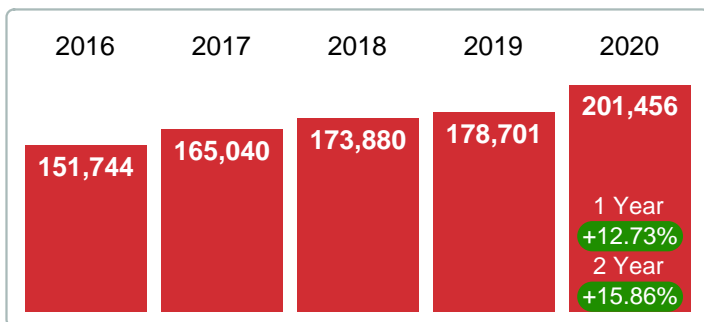
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Nov 11, 2020 for MLS Technology Inc.

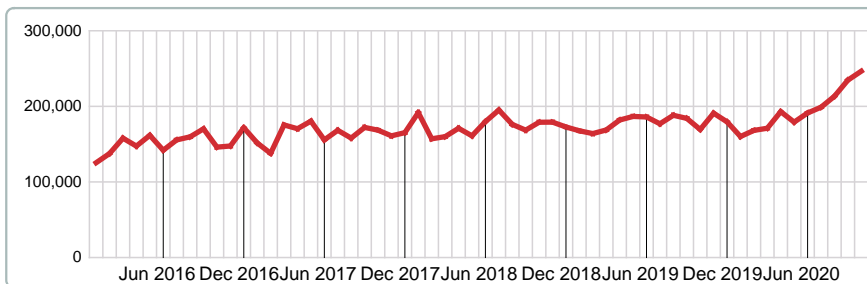
### OCTOBER



### YEAR TO DATE (YTD)

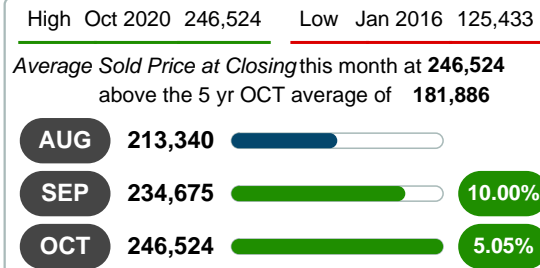


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 181,886



### 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 <b>17</b>	8.06%	61,236	51,756	70,174	84,000	0
\$100,001 - \$150,000 <b>20</b>	9.48%	134,496	127,627	137,319	139,000	0
\$150,001 - \$175,000 <b>30</b>	14.22%	164,908	162,000	165,320	168,128	155,000
\$175,001 - \$225,000 <b>50</b>	23.70%	201,960	185,000	200,175	205,574	202,000
\$225,001 - \$300,000 <b>40</b>	18.96%	251,647	235,000	251,965	253,857	241,000
\$300,001 - \$375,000 <b>29</b>	13.74%	328,633	310,000	327,041	330,794	330,500
\$375,001 and up <b>25</b>	11.85%	545,767	572,500	395,734	497,685	684,914
<b>Average Sold Price</b>		246,524	190,169	207,360	284,414	504,450
<b>Total Closed Units</b>		211	27	105	67	12
<b>Total Closed Volume</b>		52,016,564	5.13M	21.77M	19.06M	6.05M

# October 2020



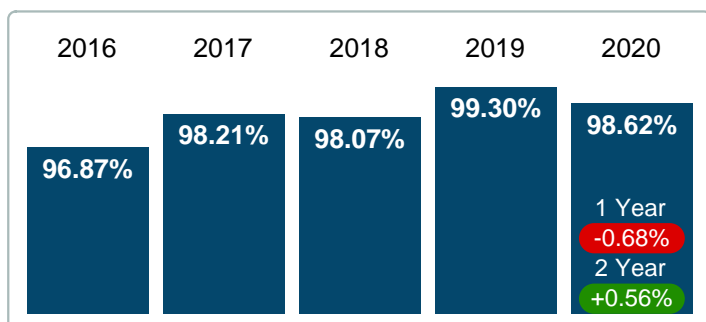
Area Delimited by County Of Wagoner



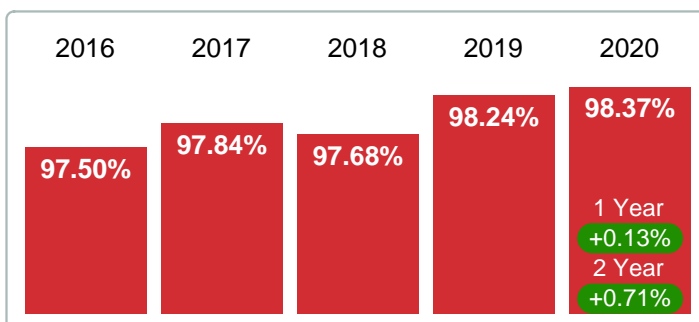
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Nov 11, 2020 for MLS Technology Inc.

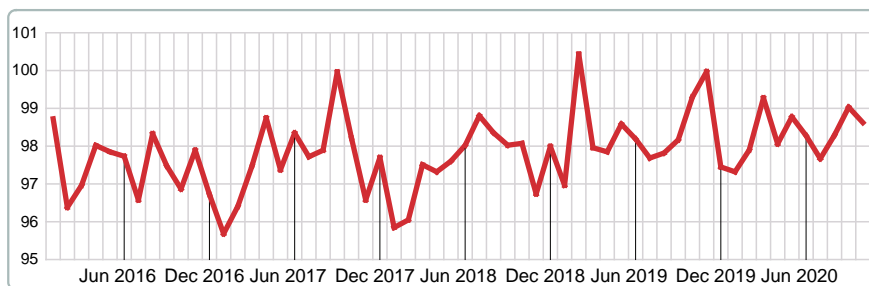
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

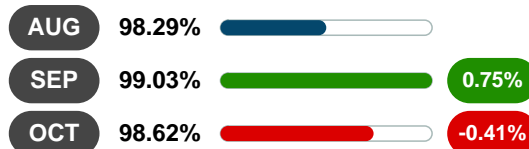


### 3 MONTHS

5 year OCT AVG = 98.21%

High Feb 2019 100.44% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **98.62%**  
above the 5 yr OCT average of **98.21%**



### 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	17	8.06%	95.20%	94.30%	96.46%	94.38%	0.00%
\$100,001 - \$150,000	20	9.48%	99.31%	97.85%	99.94%	100.00%	0.00%
\$150,001 - \$175,000	30	14.22%	99.59%	93.67%	100.40%	103.66%	90.12%
\$175,001 - \$225,000	50	23.70%	98.93%	88.10%	99.78%	98.57%	91.86%
\$225,001 - \$300,000	40	18.96%	99.35%	95.67%	99.64%	99.38%	100.46%
\$300,001 - \$375,000	29	13.74%	98.79%	77.99%	99.60%	100.05%	95.20%
\$375,001 and up	25	11.85%	97.25%	88.34%	97.59%	99.71%	98.64%
<b>Average Sold/List Ratio</b>		<b>98.60%</b>		<b>93.38%</b>	<b>99.57%</b>	<b>99.54%</b>	<b>96.94%</b>
<b>Total Closed Units</b>		<b>211</b>	<b>100%</b>	<b>27</b>	<b>105</b>	<b>67</b>	<b>12</b>
<b>Total Closed Volume</b>		<b>52,016,564</b>		<b>5.13M</b>	<b>21.77M</b>	<b>19.06M</b>	<b>6.05M</b>

# October 2020



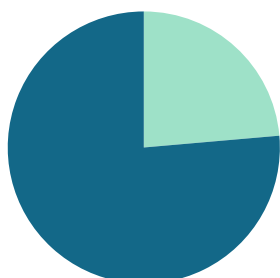
Area Delimited by County Of Wagoner



## MARKET SUMMARY

Report produced on Nov 11, 2020 for MLS Technology Inc.

### INVENTORY

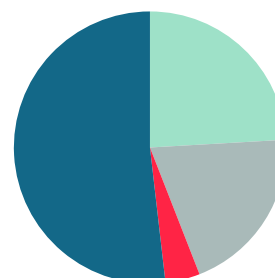


**Inventory**  
 New Listings  
**196 = 23.61%**  
 Start Inventory  
**634**  
 Total Inventory Units  
**830**  
 Volume  
**\$207,020,191**

### Market Activity

Closed Sales  
**211 = 24.09%**  
 Pending Sales  
**175 = 19.98%**  
 Other Off Market  
**36 = 4.11%**  
 Active Inventory  
**454 = 51.83%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	134	211	57.46%	1,403	1,522	8.48%
Pending Sales	126	175	38.89%	1,404	1,719	22.44%
New Listings	232	196	-15.52%	2,422	2,329	-3.84%
Average List Price	172,430	250,996	45.56%	181,743	204,809	12.69%
Average Sale Price	169,412	246,524	45.52%	178,701	201,456	12.73%
Average Percent of Selling Price to List Price	99.30%	98.62%	-0.68%	98.24%	98.37%	0.13%
Average Days on Market to Sale	37.76	33.87	-10.30%	45.89	35.91	-21.74%
Monthly Inventory	780	454	-41.79%	780	454	-41.79%
Months Supply of Inventory	5.76	3.08	-46.50%	5.76	3.08	-46.50%

**Absorption:** Last 12 months, an Average of **147** Sales/Month

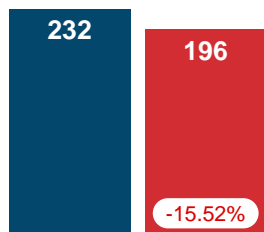
**Inventory** on October 31, 2020 = **454**

**2019** **2020**

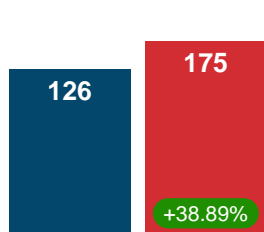
### OCTOBER MARKET

### AVERAGE PRICES

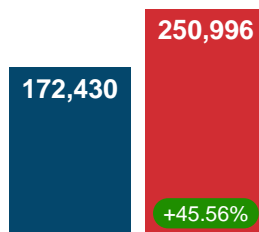
#### New Listings



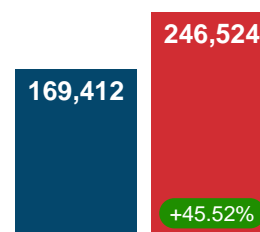
#### Pending Listings



#### List Price



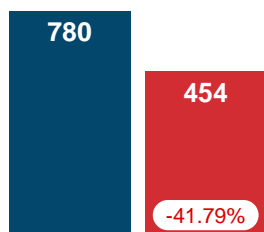
#### Sale Price



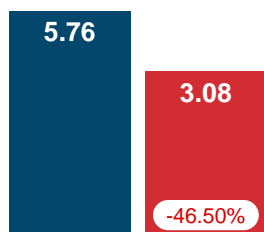
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

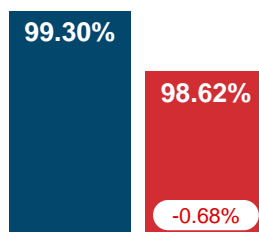
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

