

# July 2021

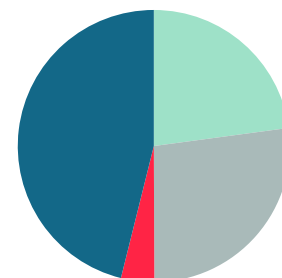
Area Delimited by County Of Wagoner



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	189	191	1.06%
Pending Listings	178	226	26.97%
New Listings	257	294	14.40%
Median List Price	185,000	216,500	17.03%
Median Sale Price	185,000	218,000	17.84%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	5.00	-58.33%
End of Month Inventory	730	385	-47.26%
Months Supply of Inventory	5.28	2.12	-59.80%



■ Closed (22.87%)  
■ Pending (27.07%)  
■ Other OffMarket (3.95%)  
■ Active (46.11%)

**Absorption:** Last 12 months, an Average of **182** Sales/Month  
**Active Inventory** as of July 31, 2021 = **385**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **47.26%** to 385 existing homes available for sale. Over the last 12 months this area has had an average of 182 closed sales per month. This represents an unsold inventory index of **2.12** MSI for this period.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **17.84%** in July 2021 to \$218,000 versus the previous year at \$185,000.

#### Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 7.00 days or **58.33%** in July 2021 compared to last year's same month at **12.00** DOM.

#### Sales Success for July 2021 is Positive

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

There were 294 New Listings in July 2021, up **14.40%** from last year at 257. Furthermore, there were 191 Closed Listings this month versus last year at 189, a **1.06%** increase.

Closed versus Listed trends yielded a **65.0%** ratio, down from previous year's, July 2020, at **73.5%**, a **11.66%** downswing. 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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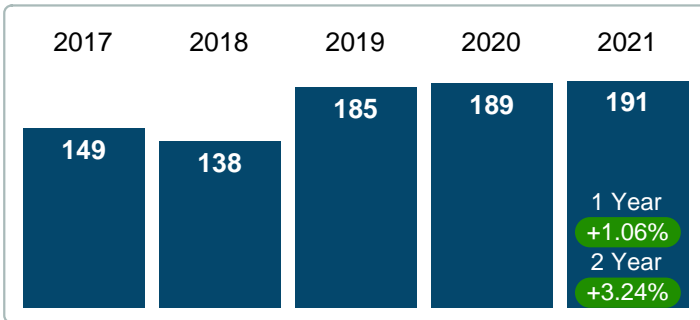
Area Delimited by County Of Wagoner



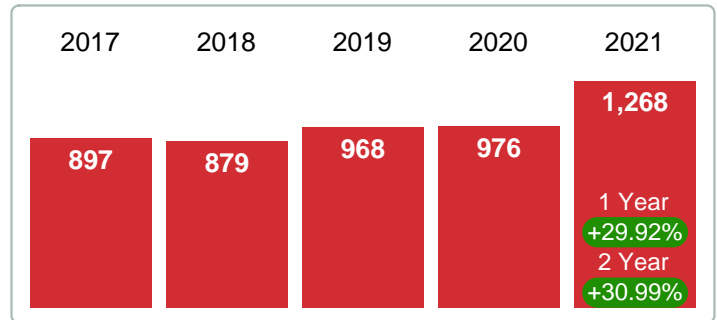
## CLOSED LISTINGS

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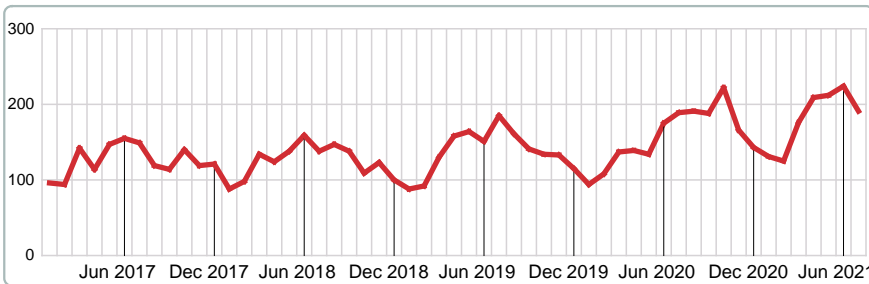
### JULY



### YEAR TO DATE (YTD)

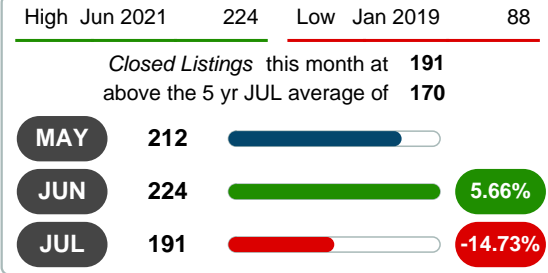


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 170



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	9.95%	14.0	4	11	4	0
\$50,001 - \$125,000	14	7.33%	24.0	11	3	0	0
\$125,001 - \$175,000	26	13.61%	5.5	9	15	2	0
\$175,001 - \$225,000	51	26.70%	4.0	2	38	10	1
\$225,001 - \$275,000	30	15.71%	3.0	1	18	11	0
\$275,001 - \$350,000	30	15.71%	5.0	1	19	10	0
\$350,001 and up	21	10.99%	8.0	1	5	12	3
<b>Total Closed Units</b>	<b>191</b>			<b>29</b>	<b>109</b>	<b>49</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>42,865,213</b>	<b>100%</b>	<b>5.0</b>	<b>3.71M</b>	<b>23.47M</b>	<b>13.68M</b>	<b>2.00M</b>
<b>Median Closed Price</b>	<b>\$218,000</b>			<b>\$117,000</b>	<b>\$216,500</b>	<b>\$260,100</b>	<b>\$444,950</b>

# July 2021



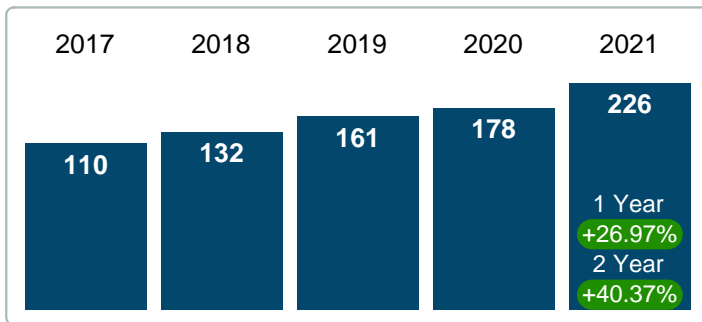
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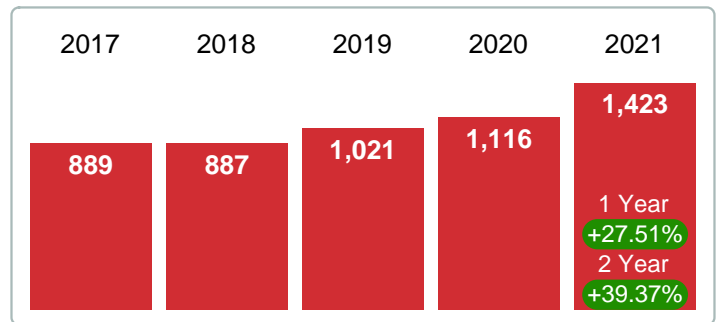
## PENDING LISTINGS

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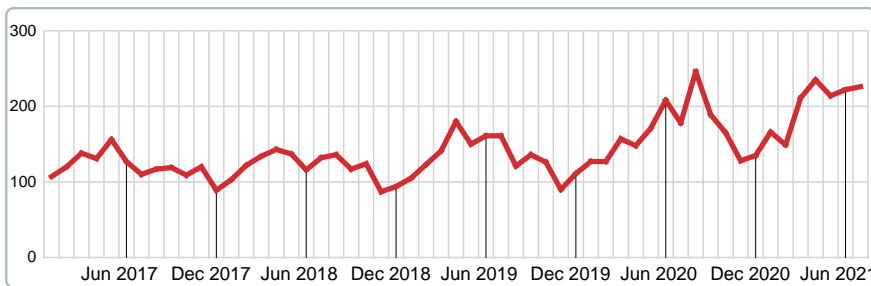
### JULY



### YEAR TO DATE (YTD)

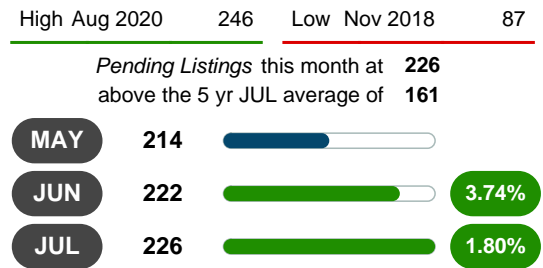


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 161



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	20	8.85%	17.0	13	4	3	0
\$100,001 - \$150,000	21	9.29%	10.0	11	10	0	0
\$150,001 - \$200,000	35	15.49%	7.0	6	25	4	0
\$200,001 - \$275,000	60	26.55%	5.5	1	45	14	0
\$275,001 - \$300,000	25	11.06%	4.0	0	14	11	0
\$300,001 - \$400,000	42	18.58%	2.5	3	24	14	1
\$400,001 and up	23	10.18%	9.0	2	5	14	2
<b>Total Pending Units</b>	<b>226</b>			<b>36</b>	<b>127</b>	<b>60</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>59,184,614</b>	<b>100%</b>	<b>6.0</b>	<b>6.13M</b>	<b>31.71M</b>	<b>19.36M</b>	<b>1.99M</b>
<b>Median Listing Price</b>	<b>\$243,750</b>			<b>\$138,700</b>	<b>\$230,000</b>	<b>\$299,925</b>	<b>\$768,000</b>

# July 2021



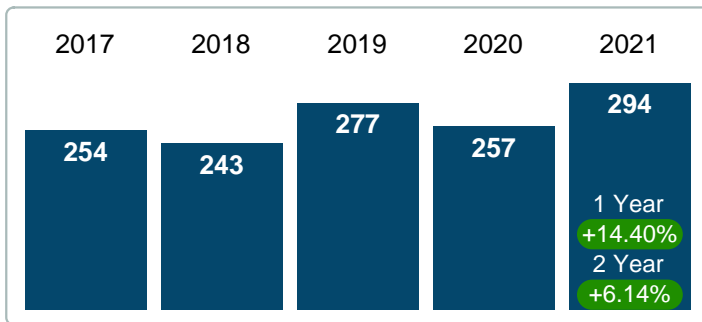
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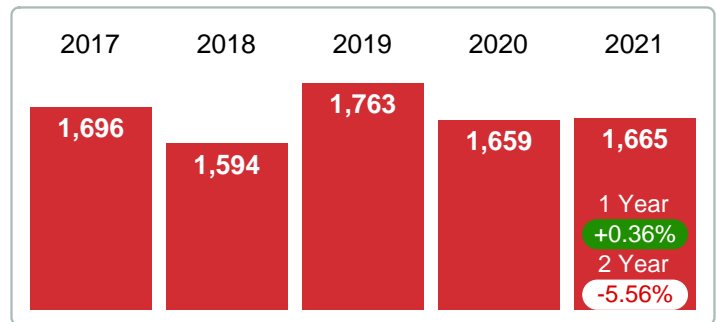
## NEW LISTINGS

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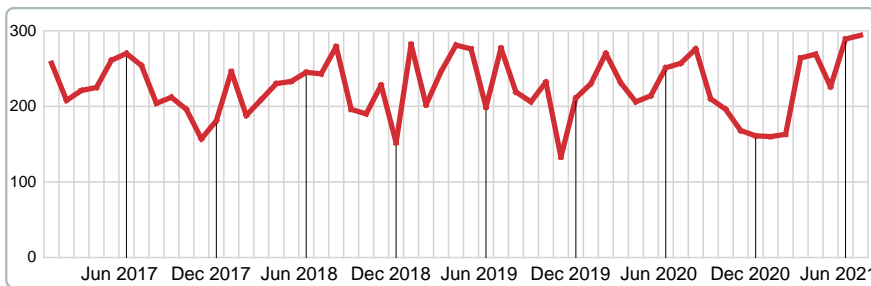
### JULY



### YEAR TO DATE (YTD)

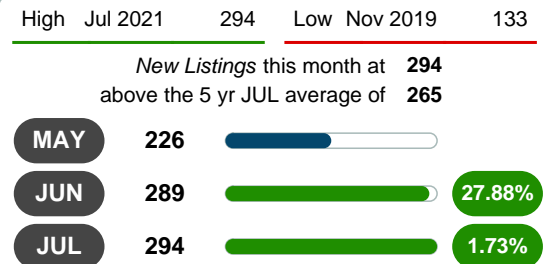


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 265



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	28	9.52%	13	12	3	0
\$75,001 - \$125,000	26	8.84%	15	7	4	0
\$125,001 - \$175,000	35	11.90%	14	18	3	0
\$175,001 - \$250,000	82	27.89%	2	58	21	1
\$250,001 - \$300,000	49	16.67%	4	26	19	0
\$300,001 - \$400,000	43	14.63%	3	19	20	1
\$400,001 and up	31	10.54%	4	4	18	5
<b>Total New Listed Units</b>	<b>294</b>		<b>55</b>	<b>144</b>	<b>88</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>73,886,707</b>	<b>100%</b>	<b>10.13M</b>	<b>31.83M</b>	<b>27.57M</b>	<b>4.35M</b>
<b>Median New Listed Listing Price</b>	<b>\$230,800</b>		<b>\$125,000</b>	<b>\$224,950</b>	<b>\$290,370</b>	<b>\$475,000</b>

# July 2021



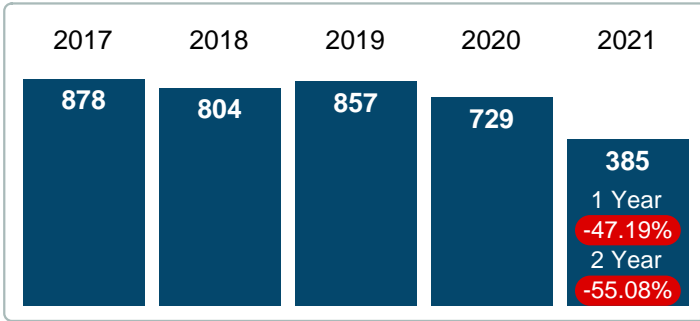
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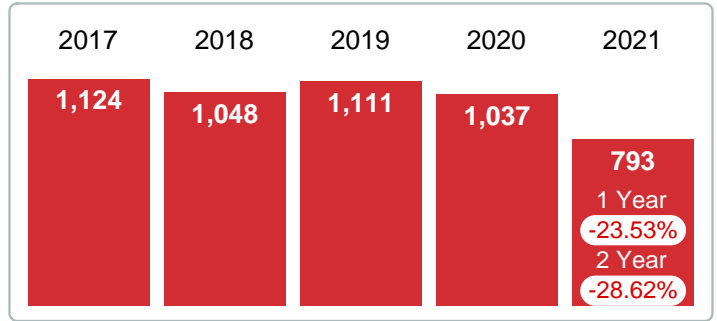
## ACTIVE INVENTORY

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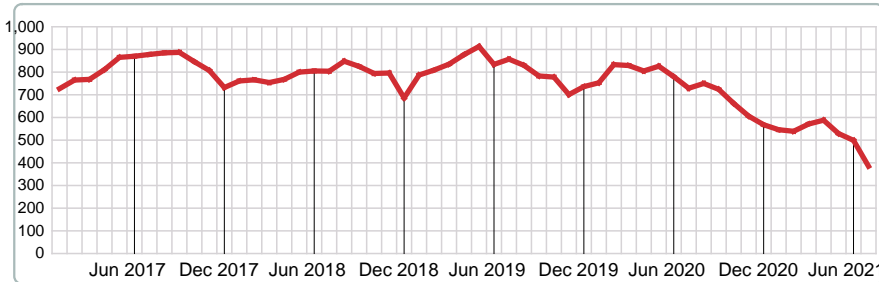
### END OF JULY



### ACTIVE DURING JULY

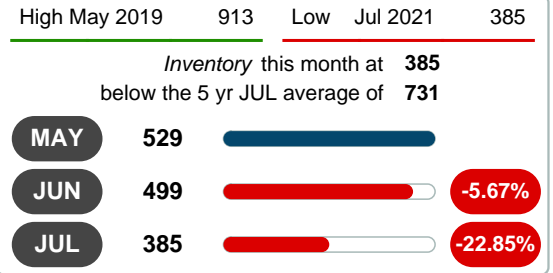


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 731



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds			
\$25,000 and less	39	10.13%	68.0	29	8	2	0			
\$25,001 - \$75,000	32	8.31%	71.0	27	4	1	0			
\$75,001 - \$150,000	68	17.66%	36.5	50	9	7	2			
\$150,001 - \$275,000	100	25.97%	33.0	33	43	22	2			
\$275,001 - \$375,000	57	14.81%	36.0	15	21	19	2			
\$375,001 - \$525,000	46	11.95%	108.0	16	12	16	2			
\$525,001 and up	43	11.17%	115.0	29	4	4	6			
Total Active Inventory by Units				385		199	101	71	14	
Total Active Inventory by Volume				121,733,169	100%	50.0	67.84M	24.06M	22.24M	7.59M
Median Active Inventory Listing Price				\$210,000			\$149,000	\$225,000	\$295,000	\$442,500

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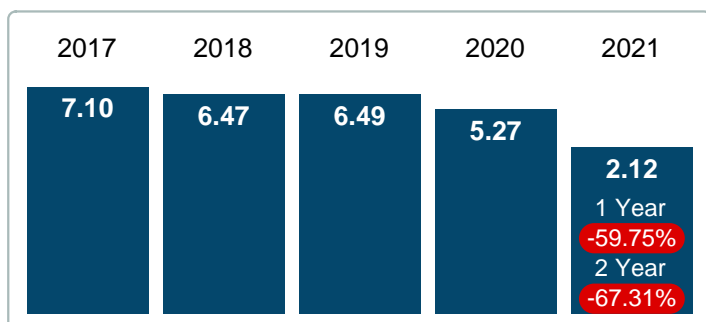
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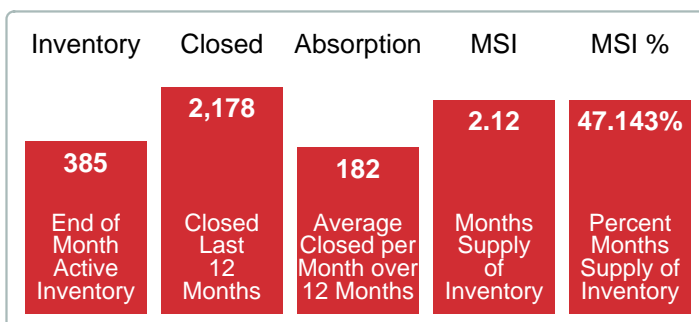
## MONTHS SUPPLY of INVENTORY (MSI)

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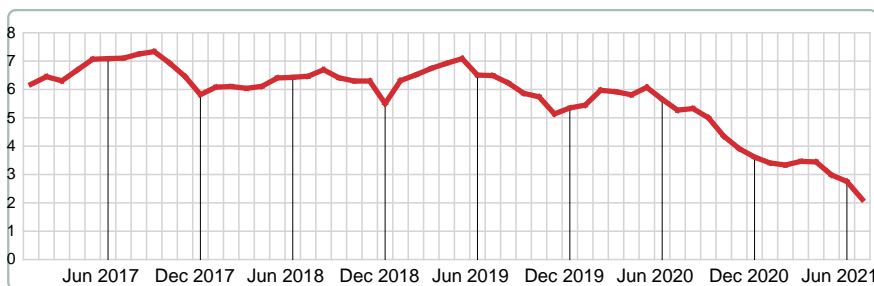
### MSI FOR JULY



### INDICATORS FOR JULY 2021

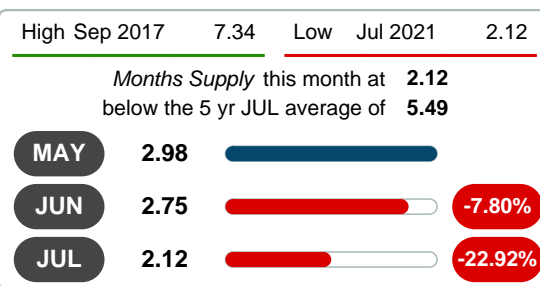


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 5.49



### 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
\$25,000 and less	39	10.13%	3.49	9.41	1.23	1.26	0.00
\$25,001 - \$75,000	32	8.31%	3.12	3.38	2.09	3.00	0.00
\$75,001 - \$150,000	68	17.66%	2.57	6.25	0.56	3.00	24.00
\$150,001 - \$275,000	100	25.97%	1.13	6.49	0.69	1.10	1.60
\$275,001 - \$375,000	57	14.81%	2.10	15.00	1.67	1.65	1.00
\$375,001 - \$525,000	46	11.95%	3.63	19.20	3.51	2.37	1.20
\$525,001 and up	43	11.17%	7.94	31.64	3.43	1.78	5.54
Market Supply of Inventory (MSI)			2.12	7.39	0.97	1.58	2.30
Total Active Inventory by Units		100%	2.12	199	101	71	14

# July 2021



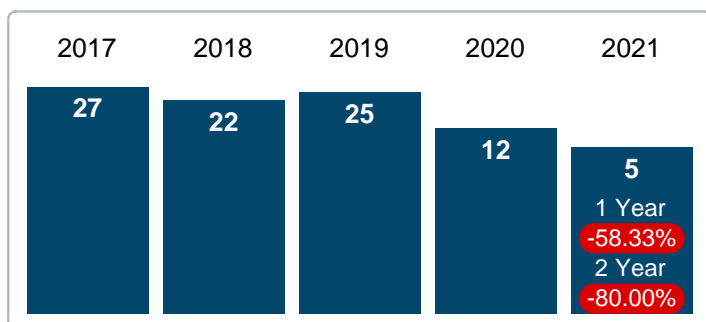
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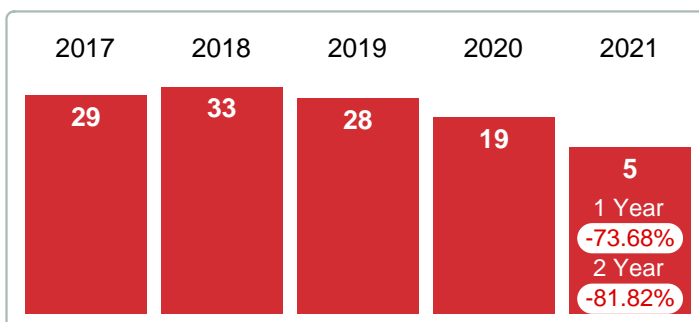
## MEDIAN DAYS ON MARKET TO SALE

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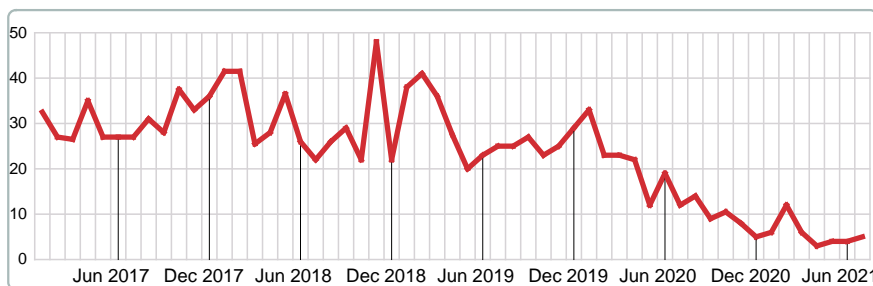
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

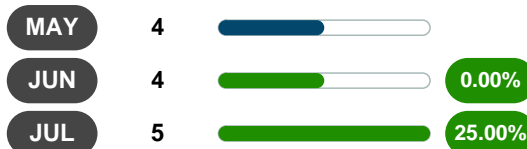


### 3 MONTHS

5 year JUL AVG = 18

High Nov 2018 48 Low Apr 2021 3

Median Days on Market to Sale this month at 5 below the 5 yr JUL average of 18



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

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.95%	14	8	15	23	0
\$50,001 - \$125,000	7.33%	24	29	18	0	0
\$125,001 - \$175,000	13.61%	6	19	5	25	0
\$175,001 - \$225,000	26.70%	4	27	4	4	12
\$225,001 - \$275,000	15.71%	3	11	3	3	0
\$275,001 - \$350,000	15.71%	5	170	3	5	0
\$350,001 and up	10.99%	8	174	8	13	3
Median Closed DOM		5	21	5	5	4
Total Closed Units	100%	191	29	109	49	4
Total Closed Volume		42,865,213	3.71M	23.47M	13.68M	2.00M

# July 2021



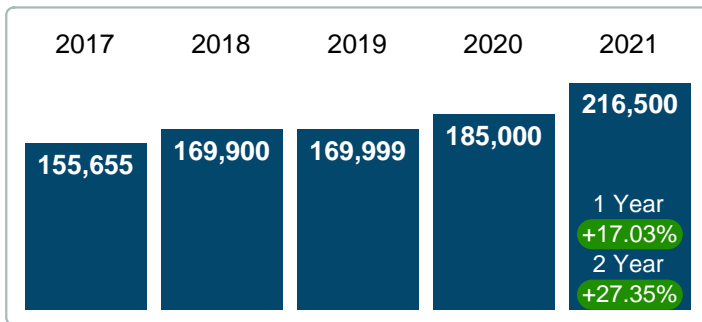
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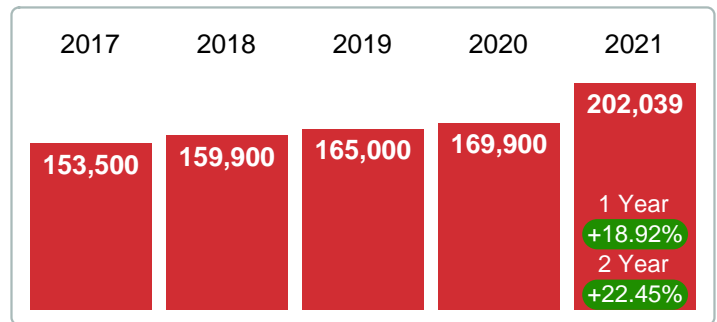
## MEDIAN LIST PRICE AT CLOSING

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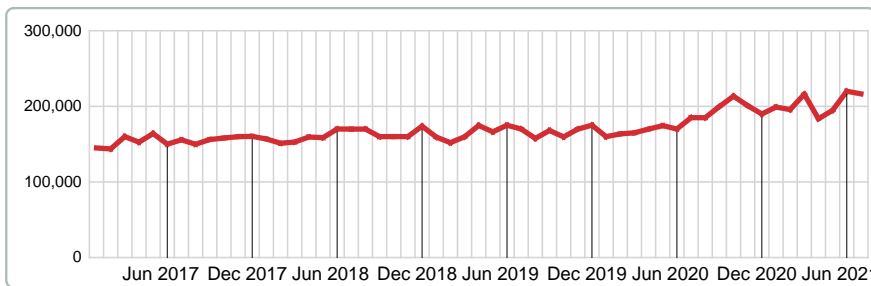
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

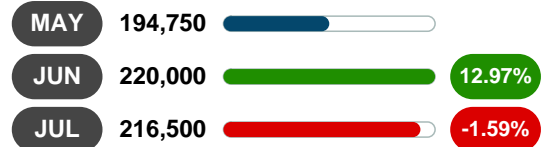


### 3 MONTHS

5 year JUL AVG = 179,411

High Jun 2021 220,000 Low Feb 2017 143,700

Median List Price at Closing this month at **216,500**  
above the 5 yr JUL average of **179,411**



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

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds		
\$50,000 and less	19	9.95%	1,695	15,000	1,695	1,723	0	
\$50,001 - \$125,000	14	7.33%	100,000	100,000	85,000	0	0	
\$125,001 - \$175,000	28	14.66%	165,400	141,950	169,900	174,900	0	
\$175,001 - \$225,000	42	21.99%	200,000	180,000	207,000	199,900	0	
\$225,001 - \$275,000	38	19.90%	249,700	260,000	249,250	249,950	235,500	
\$275,001 - \$350,000	29	15.18%	305,000	315,000	305,000	290,000	0	
\$350,001 and up	21	10.99%	465,000	599,900	530,000	447,500	479,900	
Median List Price		216,500		125,000	214,000	264,378	439,900	
Total Closed Units		191	100%	216,500	29	109	49	4
Total Closed Volume		43,076,329			4.26M	23.20M	13.63M	2.00M



# July 2021



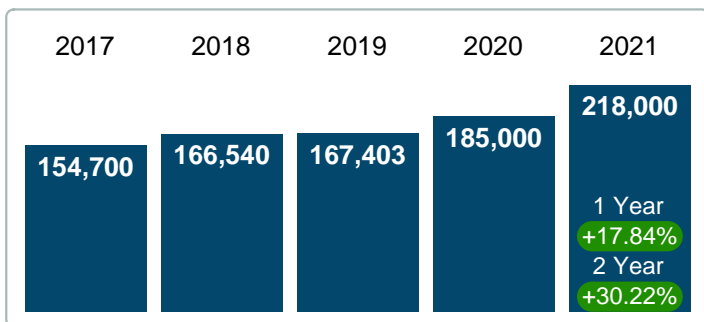
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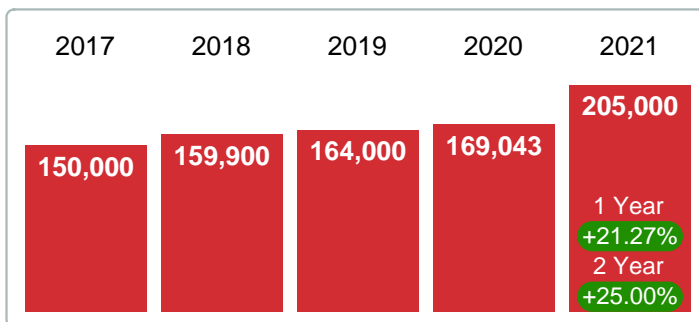
## MEDIAN SOLD PRICE AT CLOSING

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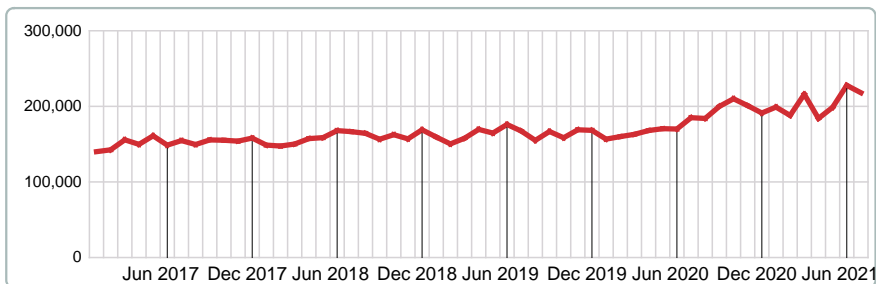
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

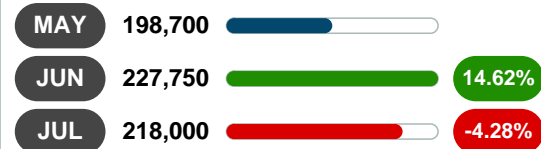


### 3 MONTHS

5 year JUL AVG = 178,329

High Jun 2021 227,750 Low Jan 2017 140,040

Median Sold Price at Closing this month at **218,000** above the 5 yr JUL average of **178,329**



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

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.95%	1,695	10,000	1,695	1,723	0
\$50,001 - \$125,000	7.33%	82,500	85,000	80,000	0	0
\$125,001 - \$175,000	13.61%	155,000	145,000	160,000	150,500	0
\$175,001 - \$225,000	26.70%	210,000	202,500	211,592	202,500	225,000
\$225,001 - \$275,000	15.71%	251,250	258,000	245,500	257,000	0
\$275,001 - \$350,000	15.71%	299,795	305,000	299,590	295,950	0
\$350,001 and up	10.99%	462,500	400,000	530,000	443,750	480,000
<b>Median Sold Price</b>		<b>218,000</b>	<b>117,000</b>	<b>216,500</b>	<b>260,100</b>	<b>444,950</b>
<b>Total Closed Units</b>		<b>191</b>	<b>29</b>	<b>109</b>	<b>49</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>42,865,213</b>	<b>3.71M</b>	<b>23.47M</b>	<b>13.68M</b>	<b>2.00M</b>

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Area Delimited by County Of Wagoner



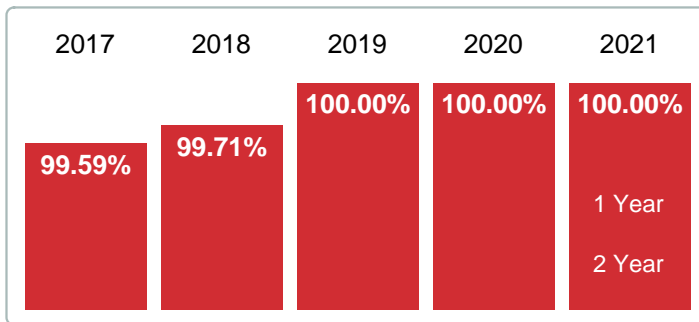
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2021 for MLS Technology Inc.

### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 100.00%

High Jul 2021 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JUL average of 100.00%

MAY 100.00%  
 JUN 100.00%  
 JUL 100.00%

0.00%  
 0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	19	9.95%	100.00%	100.00%	100.00%	100.00%	0.00%
\$50,001 - \$125,000	14	7.33%	91.89%	91.67%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	26	13.61%	100.00%	97.85%	101.24%	98.03%	0.00%
\$175,001 - \$225,000	51	26.70%	100.00%	87.29%	100.00%	100.26%	95.54%
\$225,001 - \$275,000	30	15.71%	100.00%	99.23%	100.00%	100.82%	0.00%
\$275,001 - \$350,000	30	15.71%	100.00%	96.83%	100.18%	100.00%	0.00%
\$350,001 and up	21	10.99%	100.00%	66.68%	100.00%	99.41%	100.02%
Median Sold/List Ratio		100.00%		96.72%	100.00%	100.00%	100.01%
Total Closed Units	191	100%	100.00%	29	109	49	4
Total Closed Volume	42,865,213			3.71M	23.47M	13.68M	2.00M

# July 2021

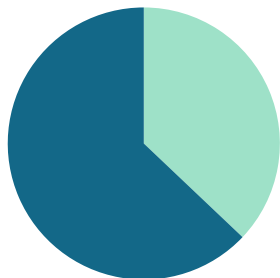
Area Delimited by County Of Wagoner



## MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

### INVENTORY

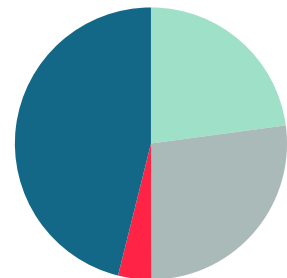


**Inventory**  
 New Listings  
**294 = 37.07%**  
 Start Inventory  
**499**  
 Total Inventory Units  
**793**  
 Volume  
**\$223,908,511**

### Market Activity

Closed Sales  
**191 = 22.87%**  
 Pending Sales  
**226 = 27.07%**  
 Other Off Market  
**33 = 3.95%**  
 Active Inventory  
**385 = 46.11%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	189	191	1.06%	976	1,268	29.92%
Pending Sales	178	226	26.97%	1,116	1,423	27.51%
New Listings	257	294	14.40%	1,659	1,665	0.36%
Median List Price	185,000	216,500	17.03%	169,900	202,039	18.92%
Median Sale Price	185,000	218,000	17.84%	169,043	205,000	21.27%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	5.00	-58.33%	19.00	5.00	-73.68%
Monthly Inventory	730	385	-47.26%	730	385	-47.26%
Months Supply of Inventory	5.28	2.12	-59.80%	5.28	2.12	-59.80%

**Absorption:** Last 12 months, an Average of **182** Sales/Month

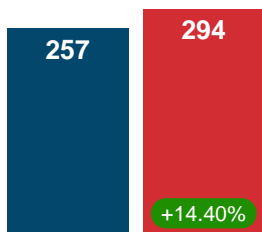
**Inventory on July 31, 2021 = 385**

**2020** **2021**

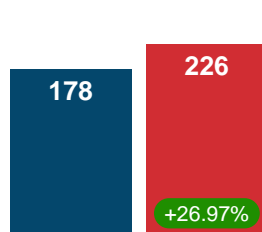
### JULY MARKET

### MEDIAN PRICES

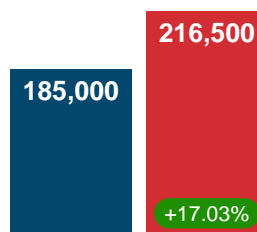
#### New Listings



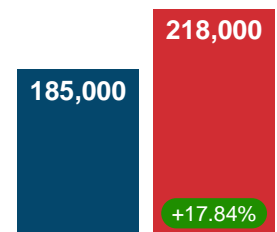
#### Pending Listings



#### List Price



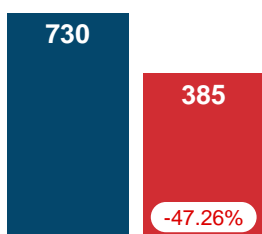
#### Sale Price



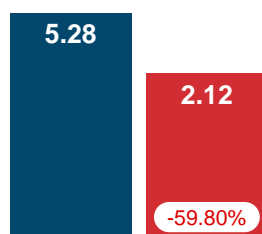
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

