

# June 2021



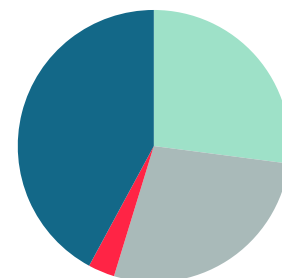
Area Delimited by County Of Wagoner



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	175	223	27.43%
Pending Listings	208	228	9.62%
New Listings	251	289	15.14%
Average List Price	186,666	254,301	36.23%
Average Sale Price	183,638	253,804	38.21%
Average Percent of Selling Price to List Price	98.35%	99.39%	1.06%
Average Days on Market to Sale	35.68	14.64	-58.96%
End of Month Inventory	781	347	-55.57%
Months Supply of Inventory	5.66	1.91	-66.17%



■ Closed (27.06%)  
■ Pending (27.67%)  
■ Other OffMarket (3.16%)  
■ Active (42.11%)

**Absorption:** Last 12 months, an Average of **181** Sales/Month  
**Active Inventory** as of June 30, 2021 = **347**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2021 decreased **55.57%** to 347 existing homes available for sale. Over the last 12 months this area has had an average of 181 closed sales per month. This represents an unsold inventory index of **1.91** 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 **38.21%** in June 2021 to \$253,804 versus the previous year at \$183,638.

#### Average Days on Market Shortens

The average number of **14.64** days that homes spent on the market before selling decreased by 21.04 days or **58.96%** in June 2021 compared to last year's same month at **35.68** DOM.

#### Sales Success for June 2021 is Positive

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

There were 289 New Listings in June 2021, up **15.14%** from last year at 251. Furthermore, there were 223 Closed Listings this month versus last year at 175, a **27.43%** increase.

Closed versus Listed trends yielded a **77.2%** ratio, up from previous year's, June 2020, at **69.7%**, a **10.67%** 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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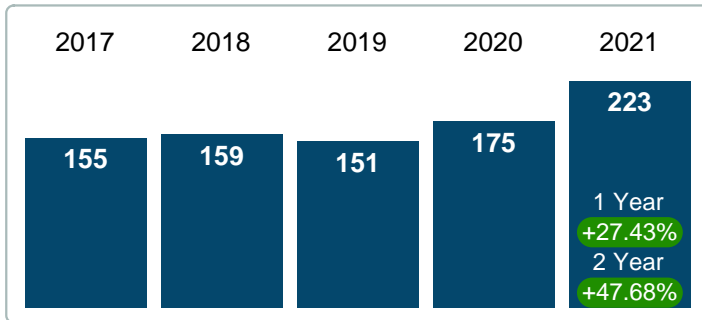
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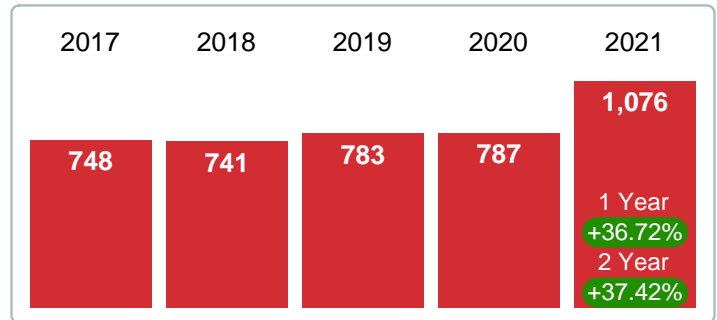
## CLOSED LISTINGS

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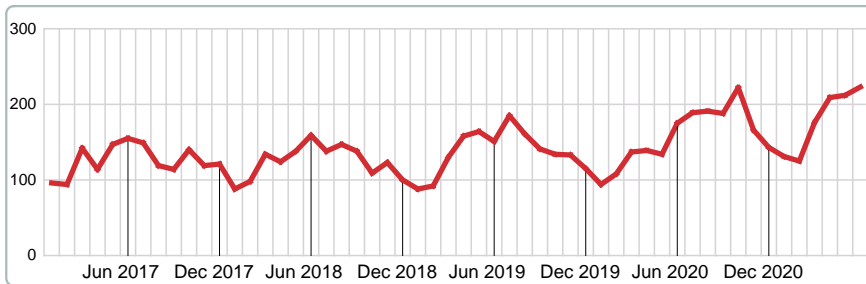
### JUNE



### YEAR TO DATE (YTD)

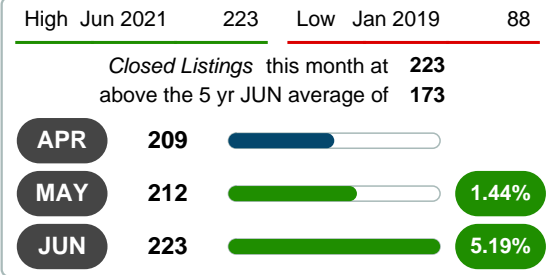


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 173



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	7.62%	30.1	8	9	0	0
\$50,001 - \$150,000	31	13.90%	21.6	9	20	2	0
\$150,001 - \$175,000	19	8.52%	4.1	1	16	2	0
\$175,001 - \$250,000	68	30.49%	5.0	3	51	14	0
\$250,001 - \$325,000	39	17.49%	13.1	3	15	19	2
\$325,001 - \$425,000	26	11.66%	9.5	2	11	10	3
\$425,001 and up	23	10.31%	39.5	4	8	6	5
<b>Total Closed Units</b>	<b>223</b>			<b>30</b>	<b>130</b>	<b>53</b>	<b>10</b>
<b>Total Closed Volume</b>	<b>56,598,239</b>	<b>100%</b>	<b>14.6</b>	<b>6.60M</b>	<b>28.46M</b>	<b>17.09M</b>	<b>4.45M</b>
<b>Average Closed Price</b>	<b>\$253,804</b>			<b>\$219,981</b>	<b>\$218,954</b>	<b>\$322,375</b>	<b>\$444,893</b>

# June 2021



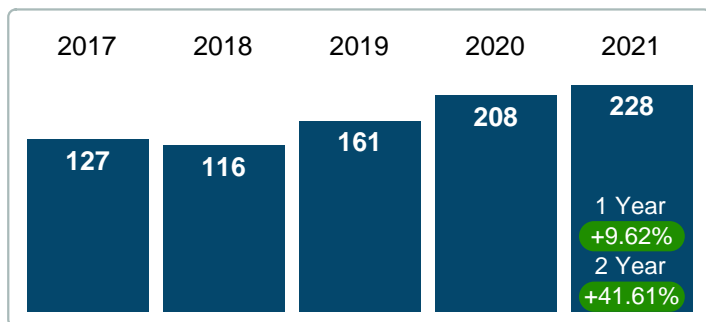
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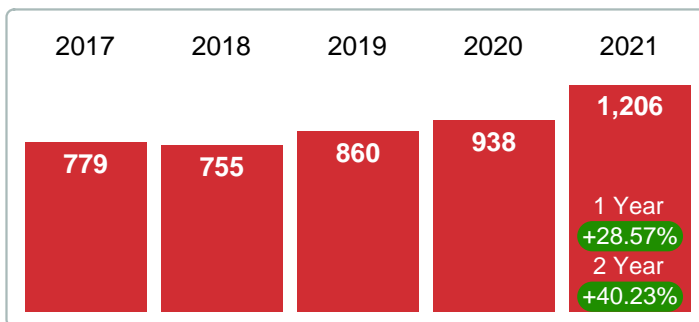
## PENDING LISTINGS

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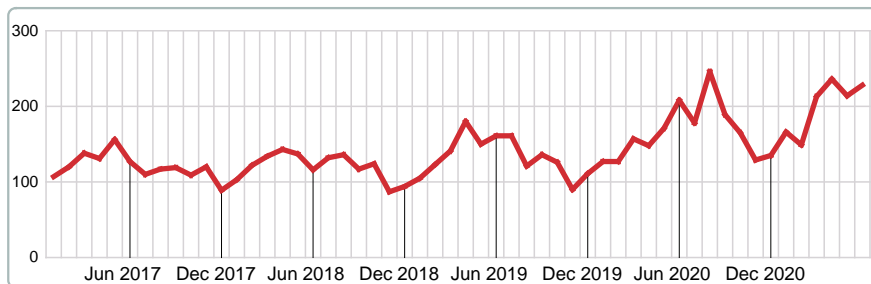
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 168

High Aug 2020 246 Low Nov 2018 87

Pending Listings this month at **228**  
above the 5 yr JUN average of **168**



### 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	19	8.33%	50.7	9	9	1	0
\$75,001 - \$150,000	22	9.65%	16.7	9	12	1	0
\$150,001 - \$175,000	24	10.53%	19.9	4	16	4	0
\$175,001 - \$250,000	72	31.58%	11.0	1	52	18	1
\$250,001 - \$300,000	36	15.79%	13.4	0	21	15	0
\$300,001 - \$400,000	32	14.04%	9.2	0	12	18	2
\$400,001 and up	23	10.09%	19.8	0	7	10	6
<b>Total Pending Units</b>	<b>228</b>			<b>23</b>	<b>129</b>	<b>67</b>	<b>9</b>
<b>Total Pending Volume</b>	<b>54,080,722</b>	<b>100%</b>	<b>16.1</b>	<b>2.17M</b>	<b>28.68M</b>	<b>19.43M</b>	<b>3.80M</b>
<b>Average Listing Price</b>	<b>\$191,251</b>			<b>\$94,319</b>	<b>\$222,335</b>	<b>\$289,943</b>	<b>\$422,662</b>

# June 2021



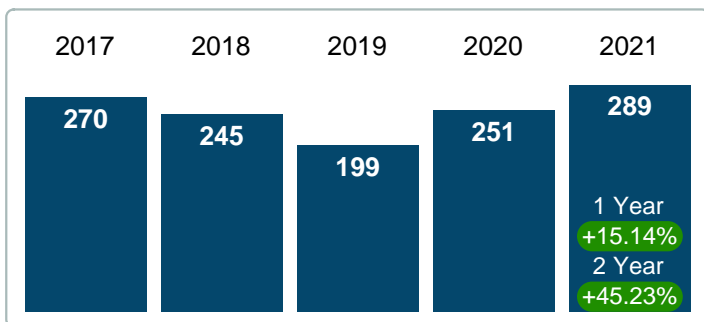
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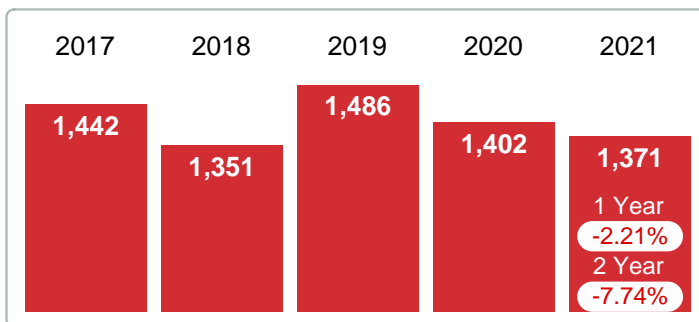
## NEW LISTINGS

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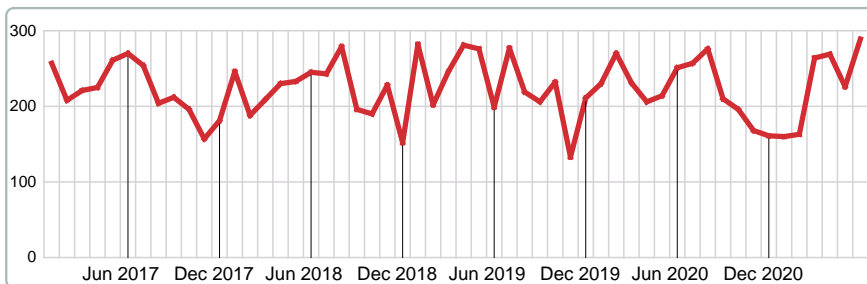
### JUNE



### YEAR TO DATE (YTD)

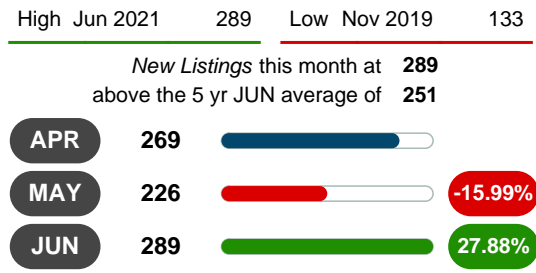


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 251



### 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	28	9.69%	13	11	4	0
\$50,001 - \$150,000	37	12.80%	21	14	1	1
\$150,001 - \$175,000	19	6.57%	2	14	3	0
\$175,001 - \$250,000	82	28.37%	9	53	19	1
\$250,001 - \$300,000	43	14.88%	1	22	20	0
\$300,001 - \$400,000	48	16.61%	5	19	21	3
\$400,001 and up	32	11.07%	3	8	12	9
<b>Total New Listed Units</b>	<b>289</b>		<b>54</b>	<b>141</b>	<b>80</b>	<b>14</b>
<b>Total New Listed Volume</b>	<b>75,029,033</b>	<b>100%</b>	<b>10.89M</b>	<b>34.75M</b>	<b>22.93M</b>	<b>6.46M</b>
<b>Average New Listed Listing Price</b>	<b>\$202,160</b>		<b>\$201,600</b>	<b>\$246,456</b>	<b>\$286,639</b>	<b>\$461,519</b>

# June 2021



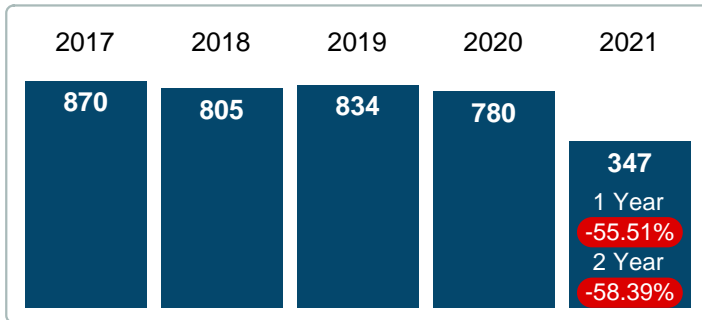
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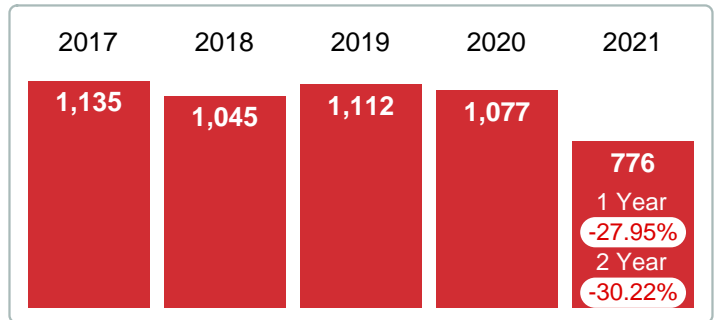
## ACTIVE INVENTORY

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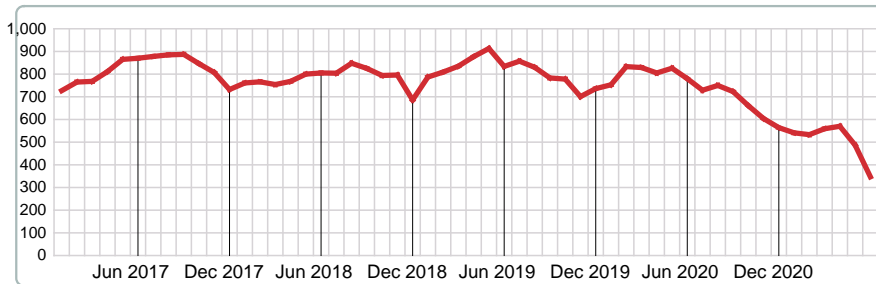
### END OF JUNE



### ACTIVE DURING JUNE

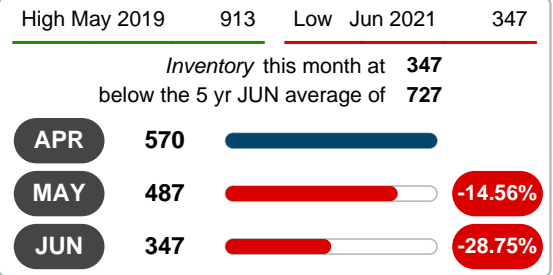


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 727



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	34	9.80%	69.6	23	7	4	0
\$25,001 - \$75,000	32	9.22%	68.2	30	2	0	0
\$75,001 - \$150,000	49	14.12%	85.5	40	5	2	2
\$150,001 - \$275,000	98	28.24%	59.5	46	40	11	1
\$275,001 - \$375,000	52	14.99%	64.7	13	26	11	2
\$375,001 - \$575,000	49	14.12%	111.7	20	13	16	0
\$575,001 and up	33	9.51%	141.2	23	3	2	5
Total Active Inventory by Units			347	195	96	46	10
Total Active Inventory by Volume			114,211,314	66.66M	25.84M	16.48M	5.23M
Average Active Inventory Listing Price			\$329,139	\$341,834	\$269,120	\$358,336	\$523,470

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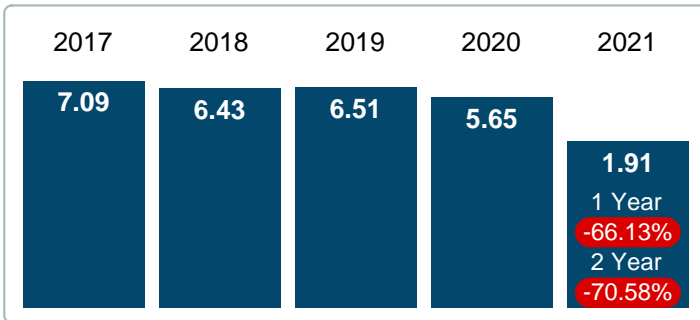
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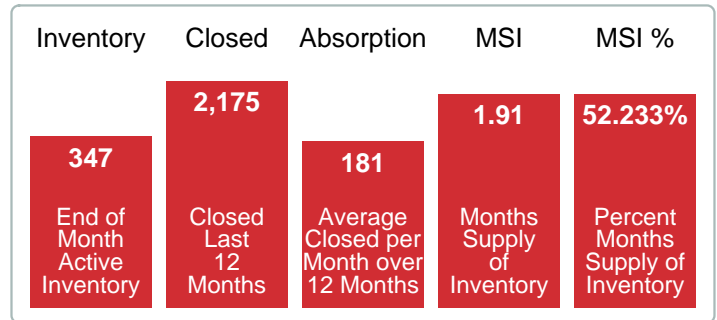
## MONTHS SUPPLY of INVENTORY (MSI)

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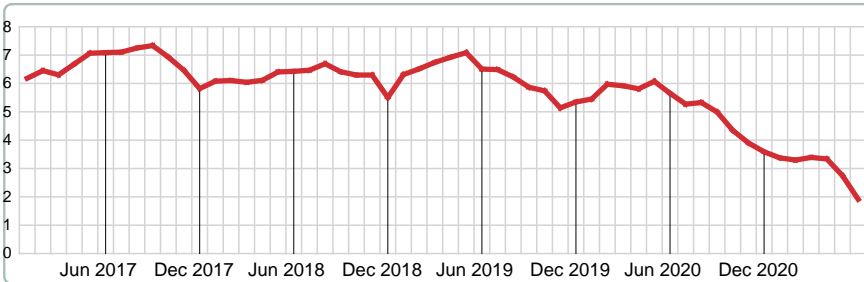
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

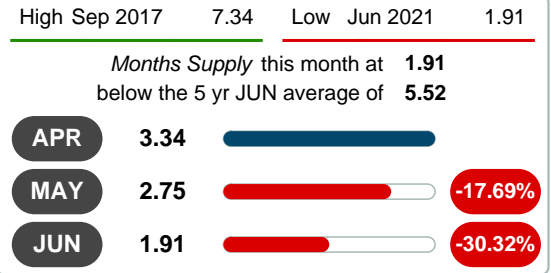


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 5.52



### 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	34	9.80%	3.21	7.26	1.15	3.00	0.00
\$25,001 - \$75,000	32	9.22%	2.74	3.24	1.00	0.00	0.00
\$75,001 - \$150,000	49	14.12%	1.85	5.58	0.30	0.86	24.00
\$150,001 - \$275,000	98	28.24%	1.09	9.36	0.64	0.54	0.75
\$275,001 - \$375,000	52	14.99%	2.02	12.00	2.24	0.99	1.00
\$375,001 - \$575,000	49	14.12%	3.63	20.00	3.47	2.31	0.00
\$575,001 and up	33	9.51%	8.80	34.50	4.00	1.33	6.00
Market Supply of Inventory (MSI)			1.91	7.16	0.92	1.04	1.64
Total Active Inventory by Units		100%	1.91	195	96	46	10

# June 2021



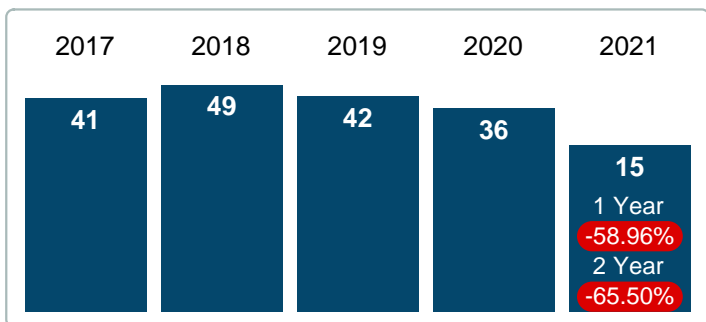
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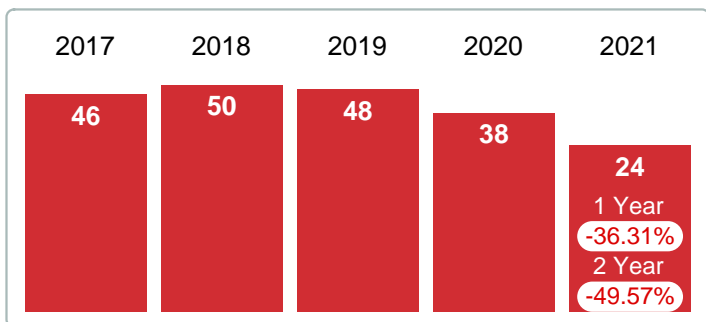
## AVERAGE DAYS ON MARKET TO SALE

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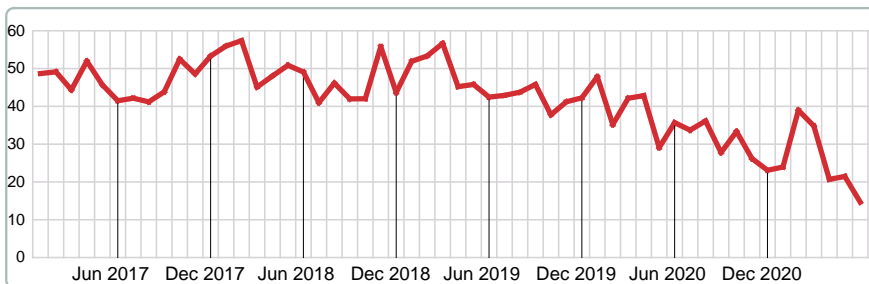
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

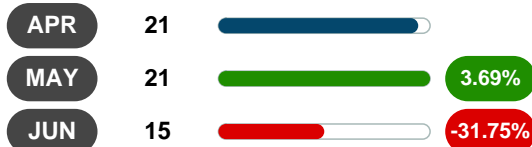


### 3 MONTHS

5 year JUN AVG = 37

High Feb 2018 57 Low Jun 2021 15

Average Days on Market to Sale this month at 15 below the 5 yr JUN average of 37



### 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
\$50,000 and less	7.62%	30	56	7	0	0
\$50,001 - \$150,000	13.90%	22	38	16	3	0
\$150,001 - \$175,000	8.52%	4	1	4	5	0
\$175,001 - \$250,000	30.49%	5	11	3	9	0
\$250,001 - \$325,000	17.49%	13	8	17	5	61
\$325,001 - \$425,000	11.66%	10	30	8	7	11
\$425,001 and up	10.31%	40	95	25	21	41
<b>Average Closed DOM</b>		<b>15</b>	<b>43</b>	<b>9</b>	<b>8</b>	<b>36</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>15</b>	<b>30</b>	<b>130</b>	<b>53</b>	<b>10</b>
<b>Total Closed Volume</b>			<b>6.60M</b>	<b>28.46M</b>	<b>17.09M</b>	<b>4.45M</b>

# June 2021



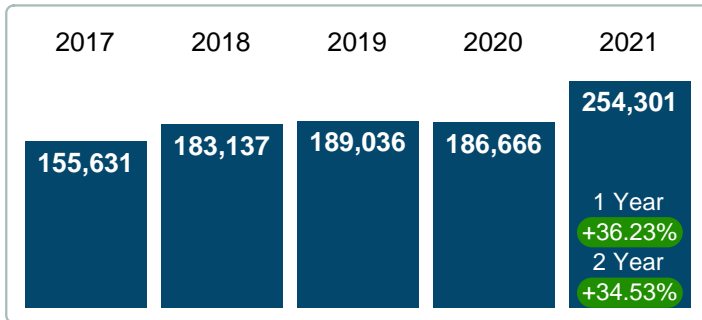
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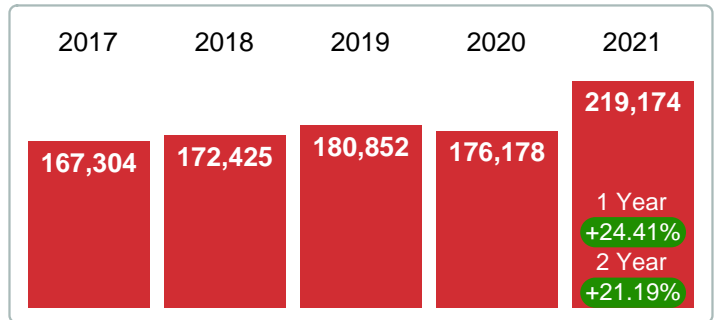
## AVERAGE LIST PRICE AT CLOSING

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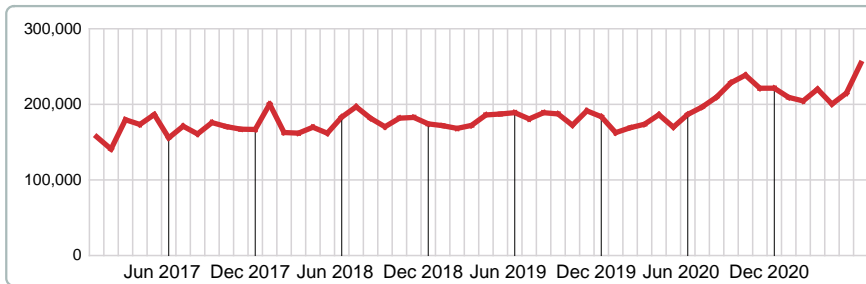
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

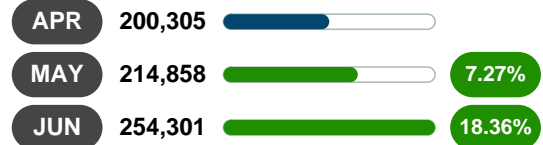


### 3 MONTHS

5 year JUN AVG = 193,754

High Jun 2021 254,301 Low Feb 2017 140,848

Average List Price at Closing this month at **254,301**  
above the 5 yr JUN average of **193,754**



### 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
\$50,000 and less	8.07%	10,416	11,484	5,068	0	0
\$50,001 - \$150,000	12.11%	112,141	115,878	114,350	142,450	0
\$150,001 - \$175,000	10.31%	165,220	170,000	165,792	162,500	0
\$175,001 - \$250,000	30.04%	211,790	261,167	207,828	218,265	0
\$250,001 - \$325,000	17.04%	292,369	299,667	293,651	283,224	320,450
\$325,001 - \$425,000	13.00%	368,590	384,500	361,910	369,997	358,375
\$425,001 and up	9.42%	652,610	815,000	528,988	712,333	550,780
<b>Average List Price</b>		<b>254,301</b>	<b>233,876</b>	<b>216,940</b>	<b>321,148</b>	<b>446,993</b>
<b>Total Closed Units</b>	100%	<b>254,301</b>	<b>30</b>	<b>130</b>	<b>53</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>56,709,212</b>	<b>7.02M</b>	<b>28.20M</b>	<b>17.02M</b>	<b>4.47M</b>



# June 2021



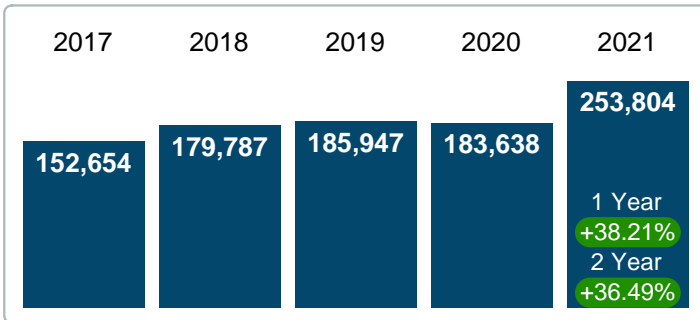
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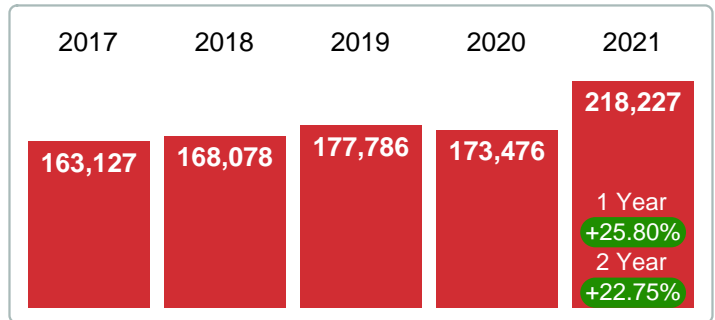
## AVERAGE SOLD PRICE AT CLOSING

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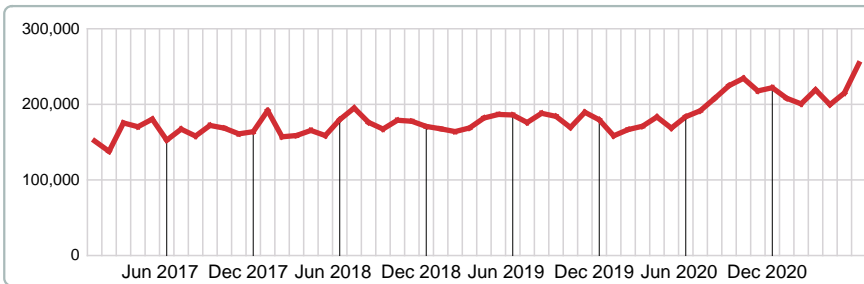
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

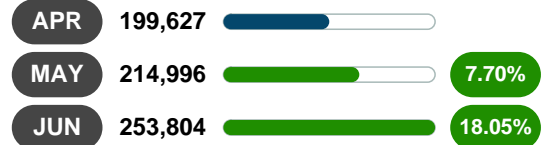


### 3 MONTHS

5 year JUN AVG = 191,166

High Jun 2021 253,804 Low Feb 2017 137,834

Average Sold Price at Closing this month at **253,804**  
above the 5 yr JUN average of **191,166**



### 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
\$50,000 and less	7.62%	6,723	9,959	3,846	0	0
\$50,001 - \$150,000	13.90%	109,762	97,972	112,548	134,950	0
\$150,001 - \$175,000	8.52%	167,062	170,000	167,636	161,000	0
\$175,001 - \$250,000	30.49%	215,652	227,000	213,071	222,622	0
\$250,001 - \$325,000	17.49%	289,761	297,333	293,608	282,081	322,500
\$325,001 - \$425,000	11.66%	365,206	340,000	367,410	369,073	361,042
\$425,001 and up	10.31%	628,122	803,750	523,000	721,167	544,160
<b>Average Sold Price</b>		<b>253,804</b>	<b>219,981</b>	<b>218,954</b>	<b>322,375</b>	<b>444,893</b>
<b>Total Closed Units</b>	100%	<b>223</b>	<b>30</b>	<b>130</b>	<b>53</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>56,598,239</b>	<b>6.60M</b>	<b>28.46M</b>	<b>17.09M</b>	<b>4.45M</b>

# June 2021



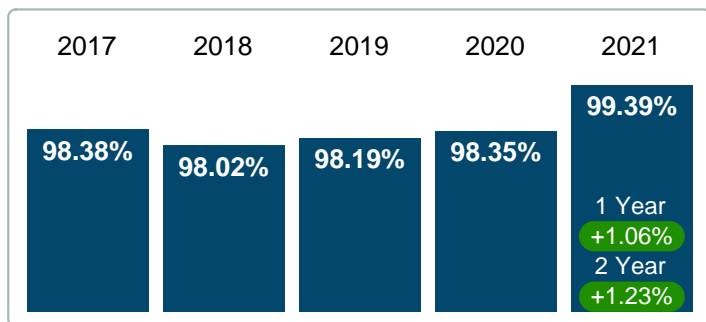
Area Delimited by County Of Wagoner



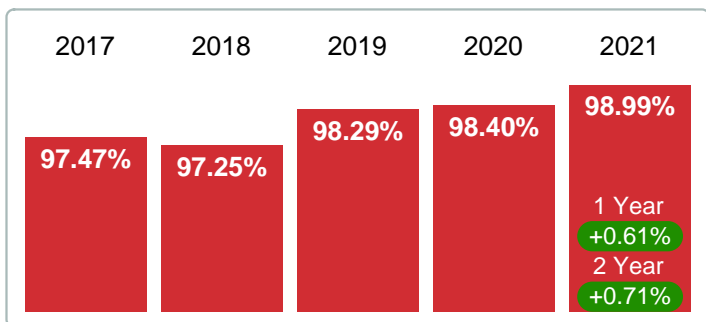
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 12, 2021 for MLS Technology Inc.

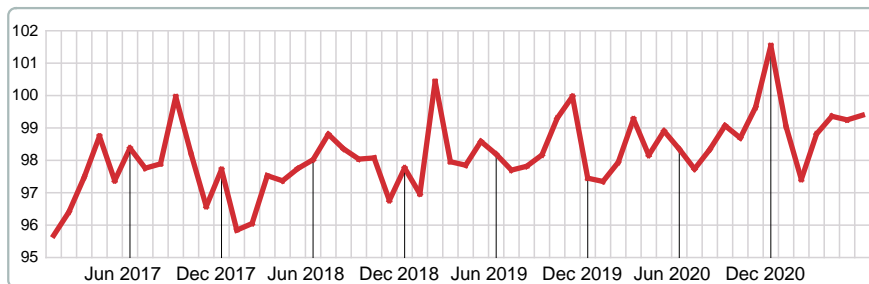
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

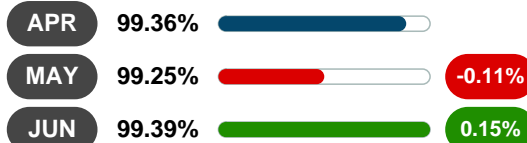


### 3 MONTHS

5 year JUN AVG = 98.47%

High Dec 2020 101.54% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **99.39%** above the 5 yr JUN average of **98.47%**



## 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
\$50,000 and less	17	7.62%	91.37%	85.83%	96.30%	0.00%	0.00%
\$50,001 - \$150,000	31	13.90%	95.75%	88.49%	99.08%	95.16%	0.00%
\$150,001 - \$175,000	19	8.52%	100.95%	100.00%	101.24%	99.15%	0.00%
\$175,001 - \$250,000	68	30.49%	101.97%	87.50%	102.77%	102.16%	0.00%
\$250,001 - \$325,000	39	17.49%	99.97%	101.37%	100.04%	99.62%	100.67%
\$325,001 - \$425,000	26	11.66%	99.77%	88.45%	101.59%	99.77%	100.60%
\$425,001 and up	23	10.31%	99.91%	99.01%	98.82%	102.09%	99.77%
Average Sold/List Ratio		99.40%		90.75%	100.91%	100.41%	100.20%
Total Closed Units	223	100%	99.40%	30	130	53	10
Total Closed Volume	56,598,239			6.60M	28.46M	17.09M	4.45M

# June 2021



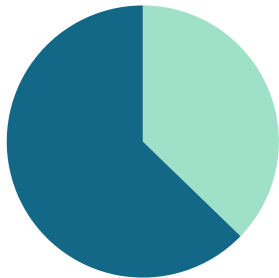
Area Delimited by County Of Wagoner



## MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

### INVENTORY

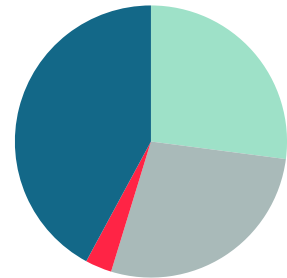


**Inventory**  
 New Listings  
**289 = 37.24%**  
 Start Inventory  
**487**  
 Total Inventory Units  
**776**  
 Volume  
**\$224,548,191**

### Market Activity

Closed Sales  
**223 = 27.06%**  
 Pending Sales  
**228 = 27.67%**  
 Other Off Market  
**26 = 3.16%**  
 Active Inventory  
**347 = 42.11%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	175	223	27.43%	787	1,076	36.72%
Pending Sales	208	228	9.62%	938	1,206	28.57%
New Listings	251	289	15.14%	1,402	1,371	-2.21%
Average List Price	186,666	254,301	36.23%	176,178	219,174	24.41%
Average Sale Price	183,638	253,804	38.21%	173,476	218,227	25.80%
Average Percent of Selling Price to List Price	98.35%	99.39%	1.06%	98.40%	98.99%	0.61%
Average Days on Market to Sale	35.68	14.64	-58.96%	38.33	24.41	-36.31%
Monthly Inventory	781	347	-55.57%	781	347	-55.57%
Months Supply of Inventory	5.66	1.91	-66.17%	5.66	1.91	-66.17%

**Absorption:** Last 12 months, an Average of **181** Sales/Month

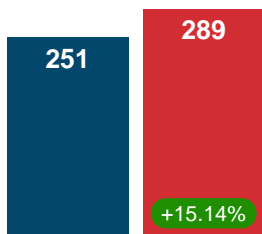
**Inventory** on June 30, 2021 = **347**

**2020** **2021**

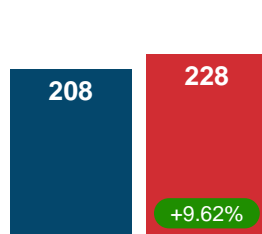
### JUNE MARKET

### AVERAGE PRICES

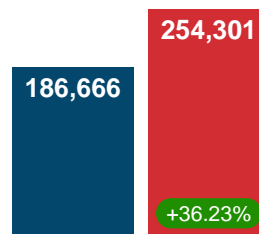
#### New Listings



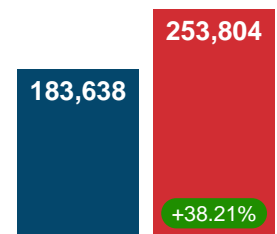
#### Pending Listings



#### List Price



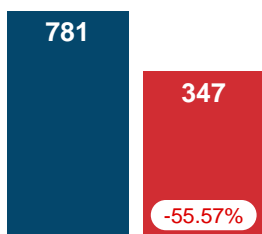
#### Sale Price



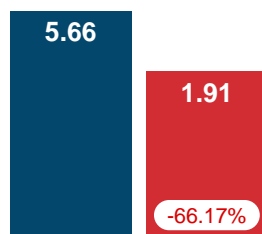
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

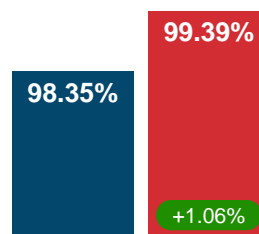
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

