

March 2021

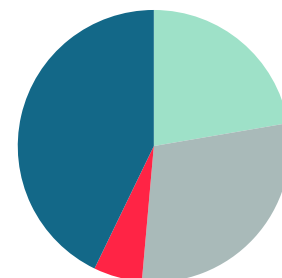
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	137	174	27.01%
Pending Listings	157	227	44.59%
New Listings	231	264	14.29%
Average List Price	173,699	218,409	25.74%
Average Sale Price	171,071	217,508	27.14%
Average Percent of Selling Price to List Price	99.28%	98.80%	-0.48%
Average Days on Market to Sale	42.15	34.37	-18.46%
End of Month Inventory	833	334	-59.90%
Months Supply of Inventory	5.95	2.03	-65.91%



■ Closed (22.31%)
■ Pending (29.10%)
■ Other OffMarket (5.77%)
■ Active (42.82%)

Absorption: Last 12 months, an Average of **165** Sales/Month
Active Inventory as of March 31, 2021 = **334**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **59.90%** to 334 existing homes available for sale. Over the last 12 months this area has had an average of 165 closed sales per month. This represents an unsold inventory index of **2.03** 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 **27.14%** in March 2021 to \$217,508 versus the previous year at \$171,071.

Average Days on Market Shortens

The average number of **34.37** days that homes spent on the market before selling decreased by 7.78 days or **18.46%** in March 2021 compared to last year's same month at **42.15** DOM.

Sales Success for March 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 264 New Listings in March 2021, up **14.29%** from last year at 231. Furthermore, there were 174 Closed Listings this month versus last year at 137, a **27.01%** increase.

Closed versus Listed trends yielded a **65.9%** ratio, up from previous year's, March 2020, at **59.3%**, a **11.13%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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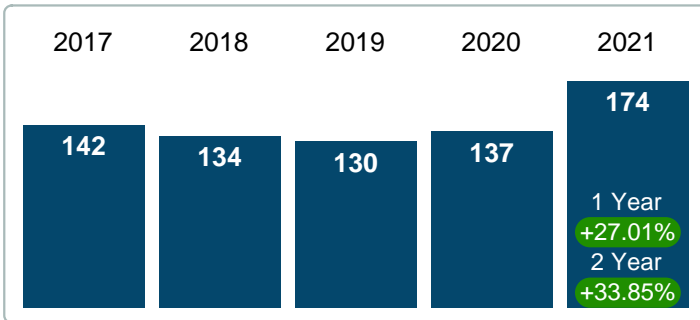
Area Delimited by County Of Wagoner



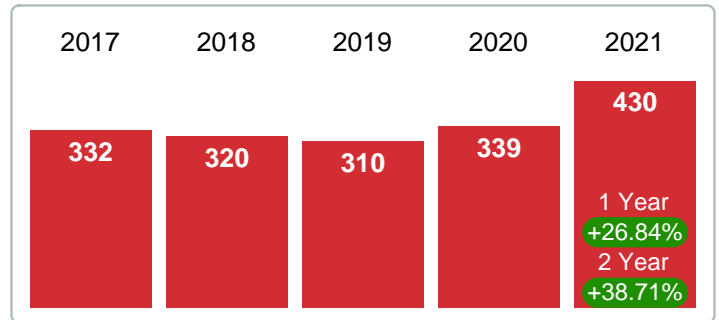
CLOSED LISTINGS

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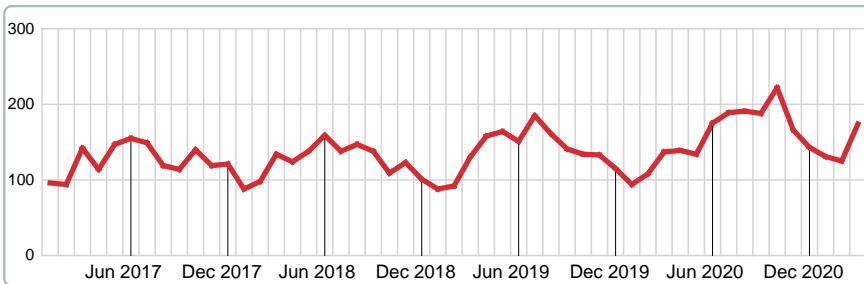
MARCH



YEAR TO DATE (YTD)

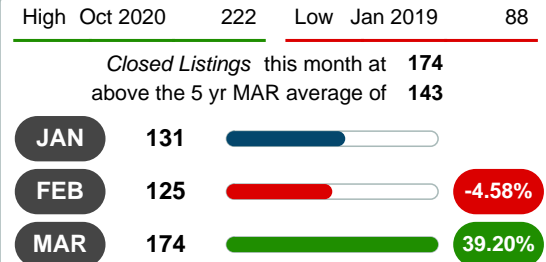


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 143



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	6.90%	61.6	5	4	3	0
\$25,001 - \$125,000	24	13.79%	40.6	17	4	3	0
\$125,001 - \$150,000	18	10.34%	33.1	4	14	0	0
\$150,001 - \$225,000	40	22.99%	23.5	3	29	7	1
\$225,001 - \$300,000	40	22.99%	28.8	3	26	9	2
\$300,001 - \$350,000	16	9.20%	38.7	0	9	6	1
\$350,001 and up	24	13.79%	40.1	0	8	13	3
Total Closed Units	174			32	94	41	7
Total Closed Volume	37,846,357	100%	34.4	3.09M	20.46M	11.63M	2.67M
Average Closed Price	\$217,508			\$96,539	\$217,667	\$283,656	\$380,927

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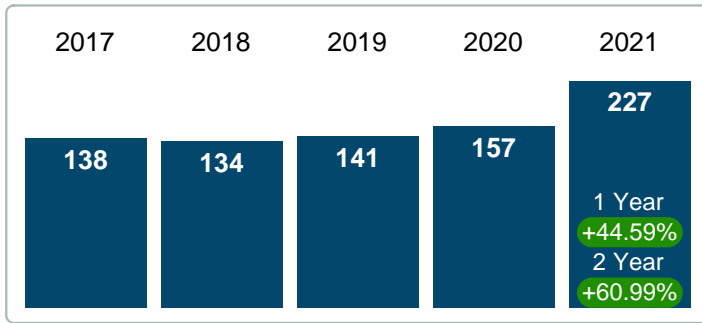
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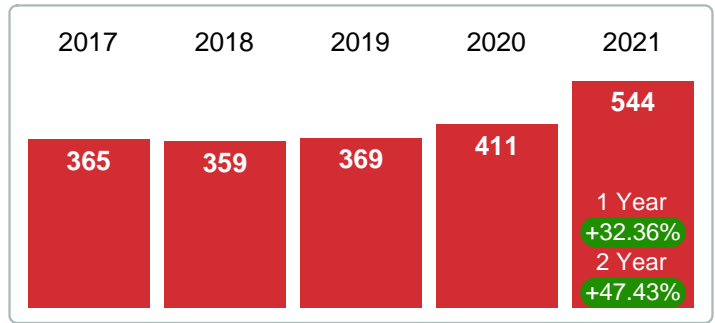
PENDING LISTINGS

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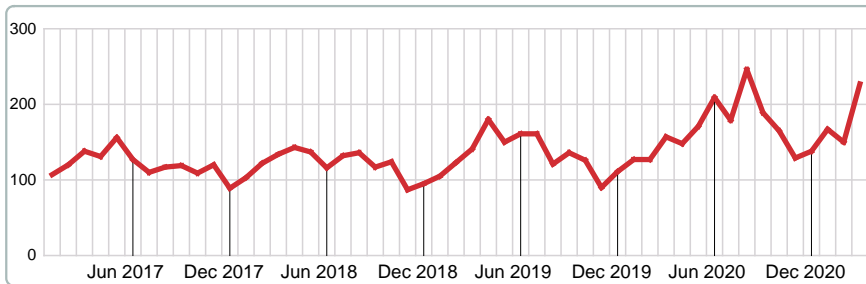
MARCH



YEAR TO DATE (YTD)

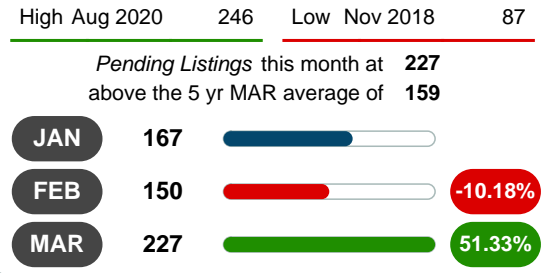


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 159



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	21	9.25%	47.9	17	4	0	0
\$75,001 - \$125,000	19	8.37%	19.8	7	10	2	0
\$125,001 - \$150,000	25	11.01%	25.2	5	19	1	0
\$150,001 - \$225,000	77	33.92%	17.8	3	63	11	0
\$225,001 - \$275,000	35	15.42%	25.4	2	24	6	3
\$275,001 - \$350,000	26	11.45%	15.9	0	10	13	3
\$350,001 and up	24	10.57%	27.0	2	8	10	4
Total Pending Units	227			36	138	43	10
Total Pending Volume	52,622,975	100%	5.2	4.33M	30.93M	12.95M	4.42M
Average Listing Price	\$223,025			\$120,294	\$224,113	\$301,129	\$441,628

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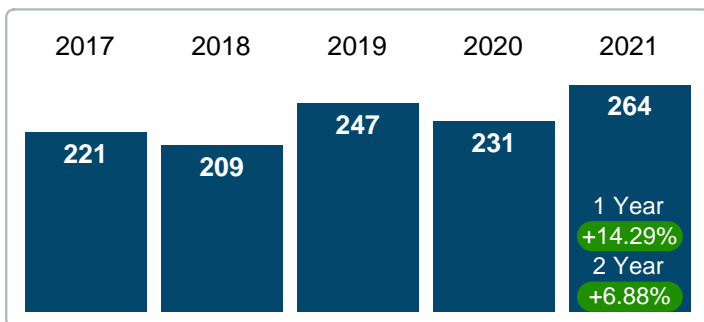
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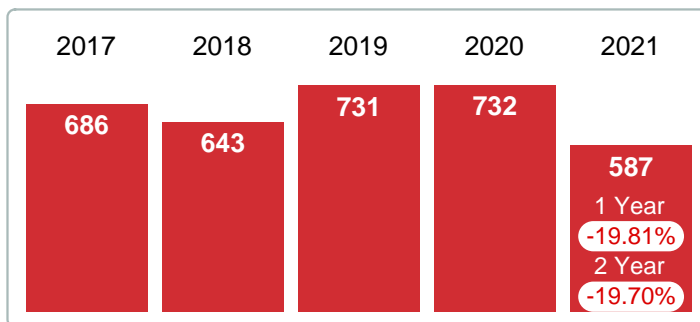
NEW LISTINGS

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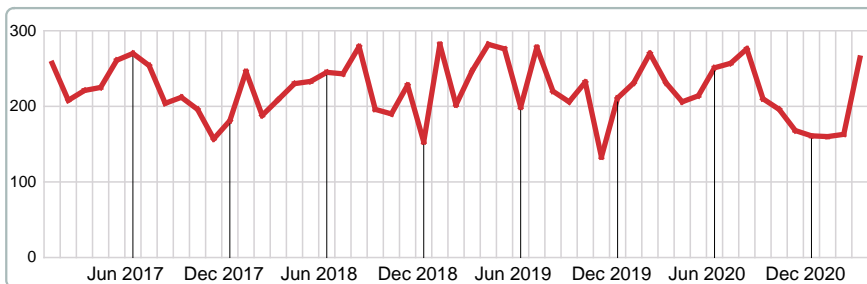
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

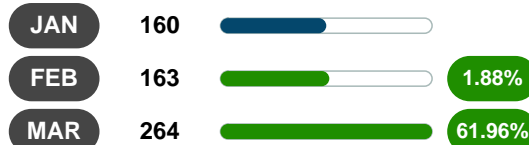


3 MONTHS

5 year MAR AVG = 234

High Apr 2019 282 Low Nov 2019 133

New Listings this month at **264**
above the 5 yr MAR average of **234**



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	24	9.09%	14	7	3	0
\$50,001 - \$125,000	32	12.12%	17	13	1	1
\$125,001 - \$175,000	41	15.53%	9	30	2	0
\$175,001 - \$225,000	51	19.32%	5	31	15	0
\$225,001 - \$300,000	50	18.94%	9	24	15	2
\$300,001 - \$425,000	37	14.02%	5	16	11	5
\$425,001 and up	29	10.98%	4	7	15	3
Total New Listed Units	264		63	128	62	11
Total New Listed Volume	70,069,991	100%	14.33M	27.56M	22.23M	5.95M
Average New Listed Listing Price	\$219,834		\$227,489	\$215,308	\$358,576	\$540,644

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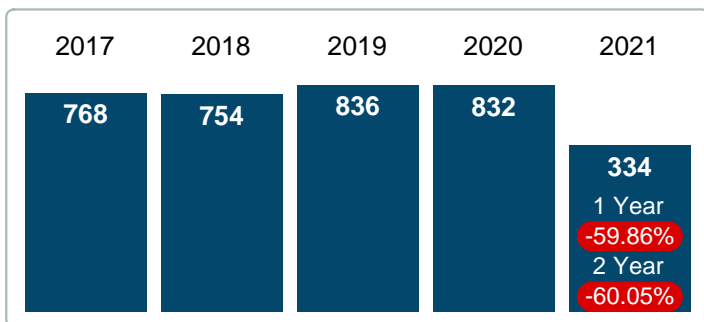
Area Delimited by County Of Wagoner



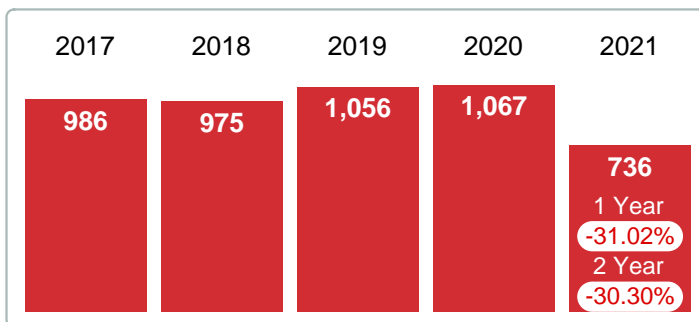
ACTIVE INVENTORY

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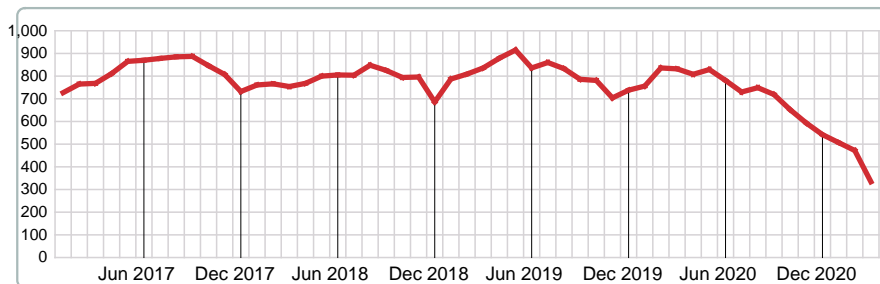
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 705

High May 2019 915 Low Mar 2021 334

Inventory this month at **334**
below the 5 yr MAR average of **705**



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	26	7.78%	75.8	20	4	2	0
\$25,001 - \$75,000	36	10.78%	131.9	33	3	0	0
\$75,001 - \$150,000	59	17.66%	114.5	40	17	1	1
\$150,001 - \$275,000	83	24.85%	82.7	40	32	11	0
\$275,001 - \$375,000	44	13.17%	56.7	12	21	8	3
\$375,001 - \$650,000	52	15.57%	99.0	22	11	18	1
\$650,001 and up	34	10.18%	131.6	24	1	7	2
Total Active Inventory by Units	334			191	89	47	7
Total Active Inventory by Volume	116,424,995	100%	97.2	69.94M	21.71M	20.36M	4.41M
Average Active Inventory Listing Price	\$348,578			\$366,172	\$243,898	\$433,288	\$630,671

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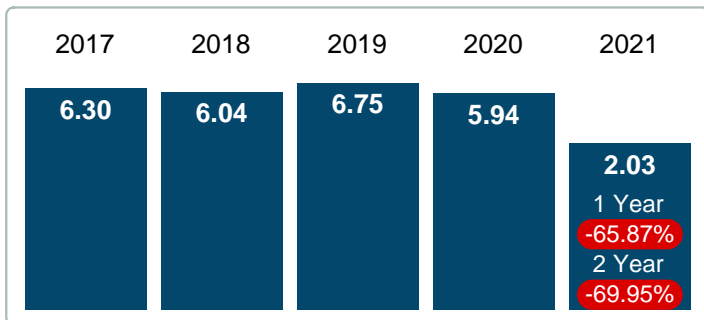
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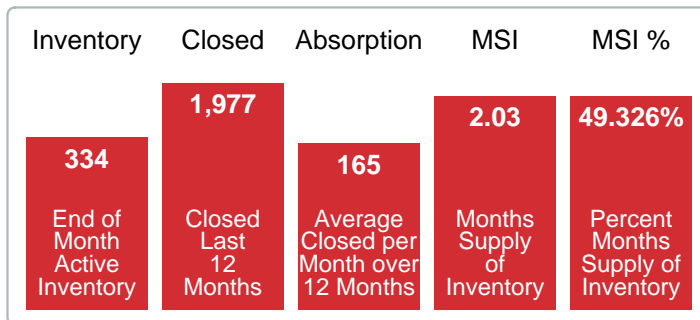
MONTHS SUPPLY of INVENTORY (MSI)

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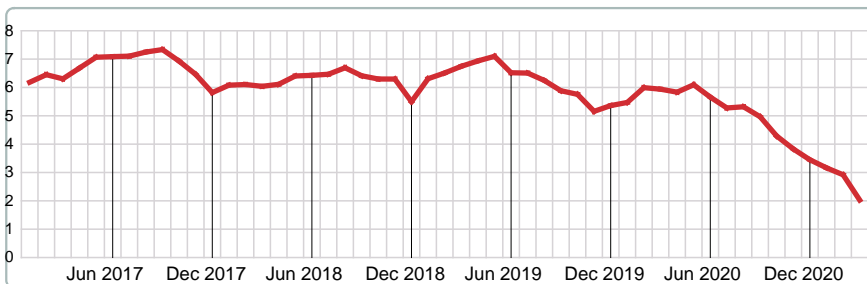
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 5.41

High Sep 2017 7.34 Low Mar 2021 2.03

Months Supply this month at 2.03 below the 5 yr MAR average of 5.41



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	26	7.78%	2.54	7.06	0.69	1.26	0.00
\$25,001 - \$75,000	36	10.78%	3.06	3.57	1.50	0.00	0.00
\$75,001 - \$150,000	59	17.66%	2.19	5.27	1.00	0.41	12.00
\$150,001 - \$275,000	83	24.85%	1.02	9.41	0.58	0.54	0.00
\$275,001 - \$375,000	44	13.17%	2.07	20.57	2.14	0.85	2.12
\$375,001 - \$650,000	52	15.57%	4.52	29.33	4.13	2.77	0.63
\$650,001 and up	34	10.18%	19.43	57.60	3.00	21.00	3.00
Market Supply of Inventory (MSI)			2.03	7.44	0.96	1.14	1.42
Total Active Inventory by Units		100%	2.03	191	89	47	7

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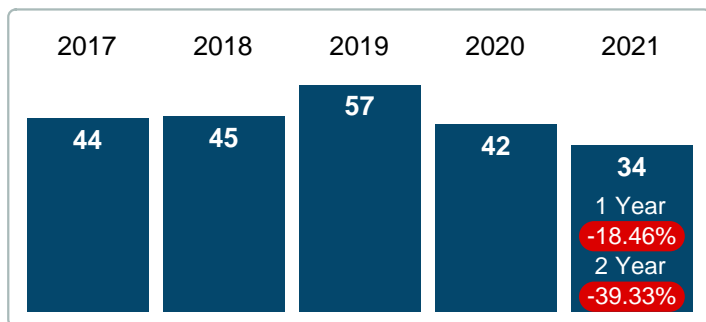
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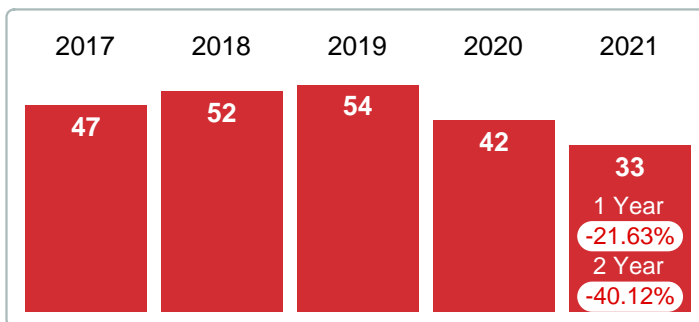
AVERAGE DAYS ON MARKET TO SALE

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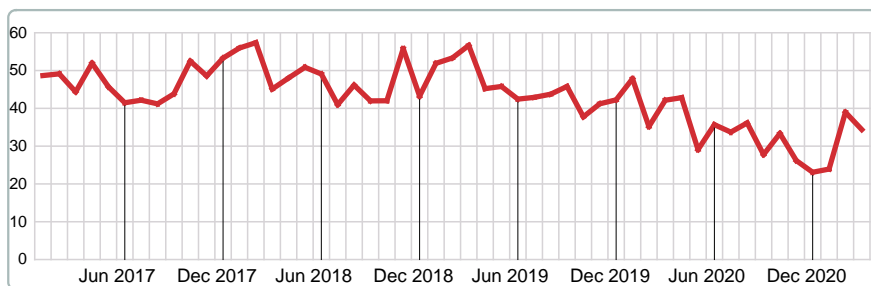
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

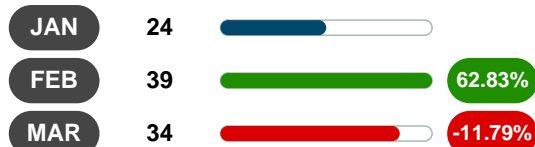


3 MONTHS

5 year MAR AVG = 45

High Feb 2018 57 Low Dec 2020 23

Average Days on Market to Sale this month at 34 below the 5 yr MAR average of 45



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
\$25,000 and less	6.90%	62	119	23	19	0
\$25,001 - \$125,000	13.79%	41	50	12	23	0
\$125,001 - \$150,000	10.34%	33	27	35	0	0
\$150,001 - \$225,000	22.99%	23	173	10	14	41
\$225,001 - \$300,000	22.99%	29	71	28	25	2
\$300,001 - \$350,000	9.20%	39	0	46	35	1
\$350,001 and up	13.79%	40	0	17	47	73
Average Closed DOM		34	72	23	31	38
Total Closed Units	100%	34	32	94	41	7
Total Closed Volume		37,846,357	3.09M	20.46M	11.63M	2.67M

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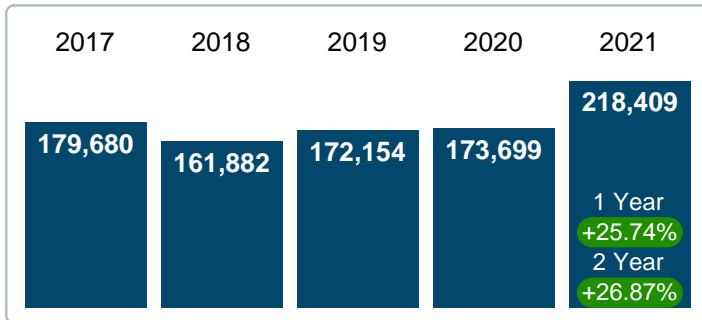
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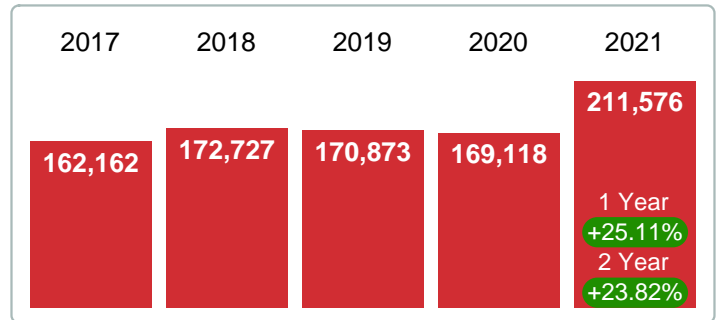
AVERAGE LIST PRICE AT CLOSING

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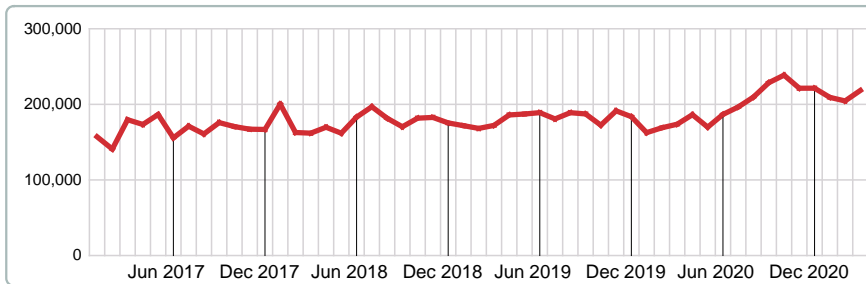
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

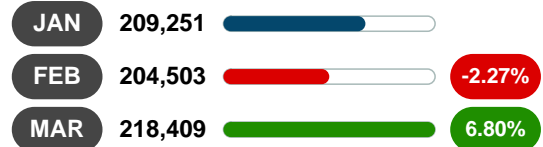


3 MONTHS

5 year MAR AVG = 181,165

High Oct 2020 238,628 Low Feb 2017 140,848

Average List Price at Closing this month at **218,409**
above the 5 yr MAR average of **181,165**



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
\$25,000 and less	6.90%	5,288	10,550	1,429	1,662	0
\$25,001 - \$125,000	13.22%	76,822	67,829	112,225	98,300	0
\$125,001 - \$150,000	9.20%	140,000	144,950	143,071	0	0
\$150,001 - \$225,000	24.14%	186,620	204,042	189,563	186,144	204,900
\$225,001 - \$300,000	23.56%	262,232	288,333	253,575	272,939	292,500
\$300,001 - \$350,000	10.34%	326,830	0	327,412	319,725	348,000
\$350,001 and up	12.64%	430,011	0	368,770	432,428	519,463
Average List Price		218,409	101,962	217,498	282,909	385,184
Total Closed Units	100%	218,409	32	94	41	7
Total Closed Volume		38,003,087	3.26M	20.44M	11.60M	2.70M

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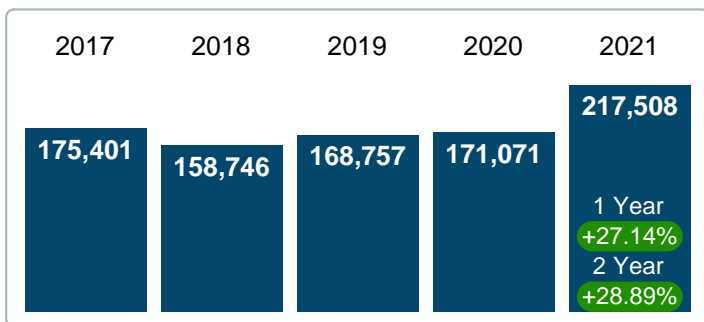
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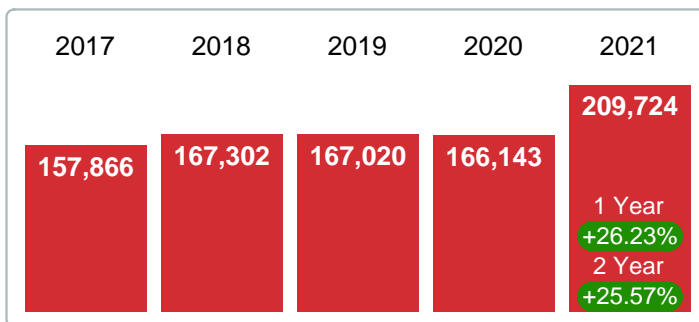
AVERAGE SOLD PRICE AT CLOSING

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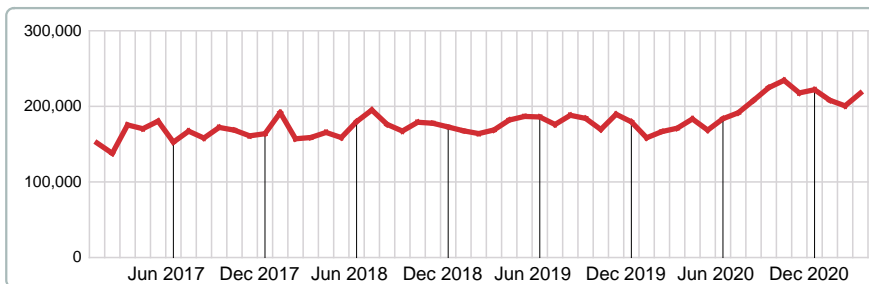
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

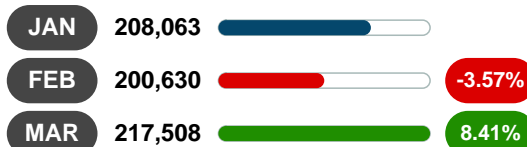


3 MONTHS

5 year MAR AVG = 178,297

High Oct 2020 234,378 Low Feb 2017 137,834

Average Sold Price at Closing this month at 217,508 above the 5 yr MAR average of 178,297



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
\$25,000 and less	6.90%	4,638	9,000	1,429	1,645	0
\$25,001 - \$125,000	13.79%	75,935	67,032	102,975	90,333	0
\$125,001 - \$150,000	10.34%	141,811	140,725	142,121	0	0
\$150,001 - \$225,000	22.99%	188,661	182,333	188,648	189,382	203,000
\$225,001 - \$300,000	22.99%	259,903	264,933	253,487	268,961	295,000
\$300,001 - \$350,000	9.20%	324,922	0	323,329	323,133	350,000
\$350,001 and up	13.79%	428,098	0	385,253	436,064	507,830
Average Sold Price		217,508	96,539	217,667	283,656	380,927
Total Closed Units	100%	217,508	32	94	41	7
Total Closed Volume		37,846,357	3.09M	20.46M	11.63M	2.67M

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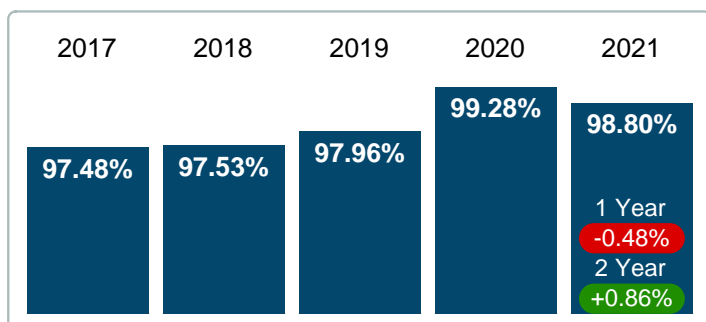
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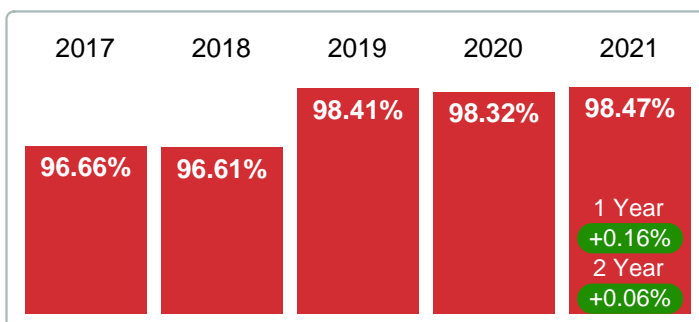
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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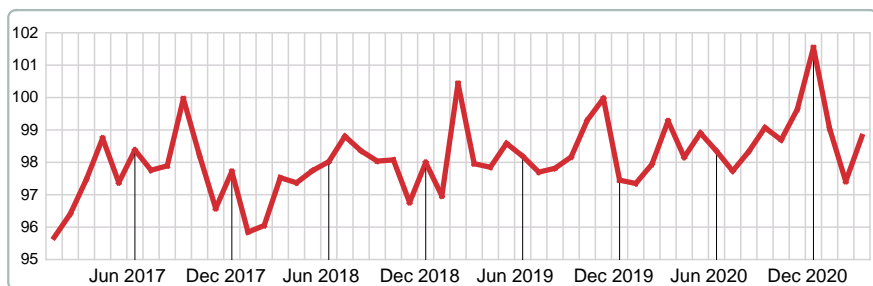
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

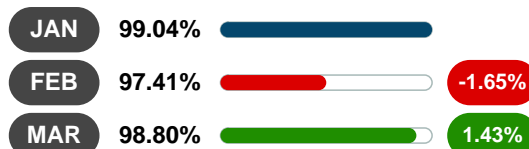


3 MONTHS

5 year MAR AVG = 98.21%

High Dec 2020 101.54% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **98.80%**
above the 5 yr MAR 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
\$25,000 and less	12	6.90%	92.84%	83.43%	100.00%	98.96%	0.00%
\$25,001 - \$125,000	24	13.79%	96.73%	98.83%	92.38%	90.64%	0.00%
\$125,001 - \$150,000	18	10.34%	98.97%	97.16%	99.49%	0.00%	0.00%
\$150,001 - \$225,000	40	22.99%	99.26%	90.06%	99.65%	101.61%	99.07%
\$225,001 - \$300,000	40	22.99%	99.17%	92.05%	100.05%	98.63%	100.88%
\$300,001 - \$350,000	16	9.20%	99.77%	0.00%	98.80%	101.10%	100.57%
\$350,001 and up	24	13.79%	101.70%	0.00%	104.60%	100.66%	98.50%
Average Sold/List Ratio		98.80%		94.76%	99.78%	99.58%	99.56%
Total Closed Units		174	100%	32	94	41	7
Total Closed Volume		37,846,357		3.09M	20.46M	11.63M	2.67M

March 2021

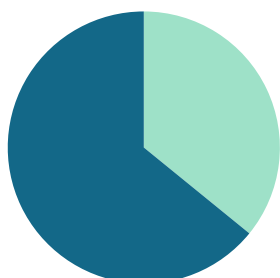
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY

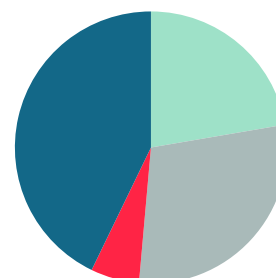


Inventory
 New Listings
264 = 35.87%
 Start Inventory
472
 Total Inventory Units
736
 Volume
\$209,720,763

Market Activity

Closed Sales
174 = 22.31%
 Pending Sales
227 = 29.10%
 Other Off Market
45 = 5.77%
 Active Inventory
334 = 42.82%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	137	174	27.01%	339	430	26.84%
Pending Sales	157	227	44.59%	411	544	32.36%
New Listings	231	264	14.29%	732	587	-19.81%
Average List Price	173,699	218,409	25.74%	169,118	211,576	25.11%
Average Sale Price	171,071	217,508	27.14%	166,143	209,724	26.23%
Average Percent of Selling Price to List Price	99.28%	98.80%	-0.48%	98.32%	98.47%	0.16%
Average Days on Market to Sale	42.15	34.37	-18.46%	41.51	32.53	-21.63%
Monthly Inventory	833	334	-59.90%	833	334	-59.90%
Months Supply of Inventory	5.95	2.03	-65.91%	5.95	2.03	-65.91%

Absorption: Last 12 months, an Average of **165** Sales/Month

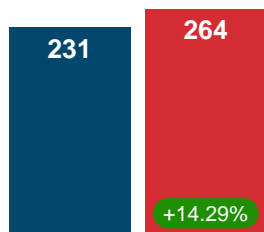
Inventory on March 31, 2021 = **334**

2020 **2021**

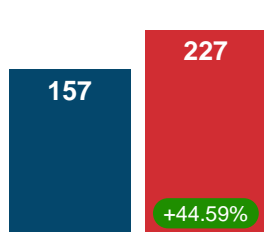
MARCH MARKET

AVERAGE PRICES

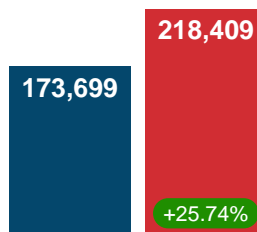
New Listings



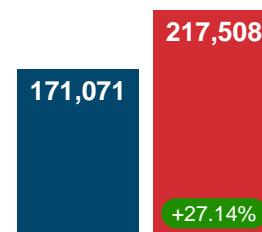
Pending Listings



List Price



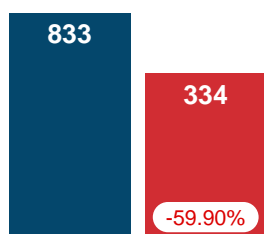
Sale Price



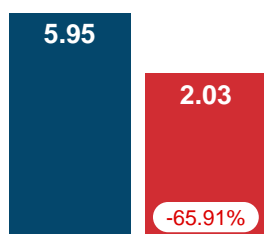
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

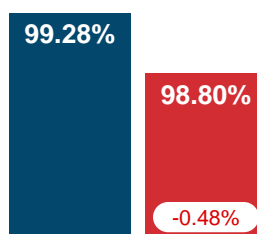
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

