

# March 2021

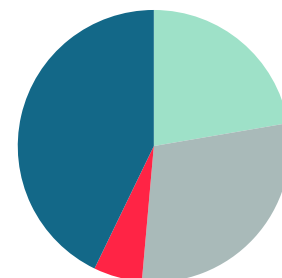
Area Delimited by County Of Wagoner



## 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%
Median List Price	165,000	215,000	30.30%
Median Sale Price	163,000	215,000	31.90%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	23.00	6.00	-73.91%
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.

#### 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 **31.90%** in March 2021 to \$215,000 versus the previous year at \$163,000.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 17.00 days or **73.91%** in March 2021 compared to last year's same month at **23.00** DOM.

#### Sales Success for March 2021 is Positive

Overall, with Median 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.

### 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

# March 2021



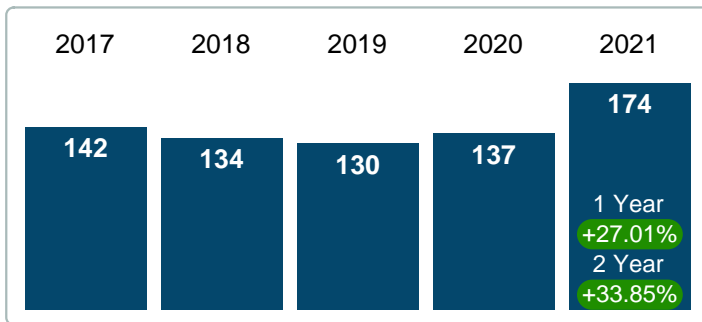
Area Delimited by County Of Wagoner



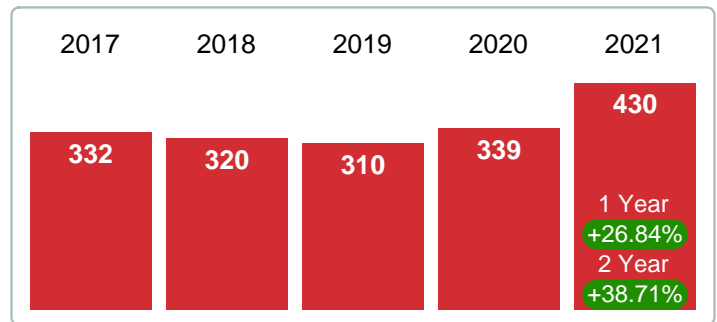
## CLOSED LISTINGS

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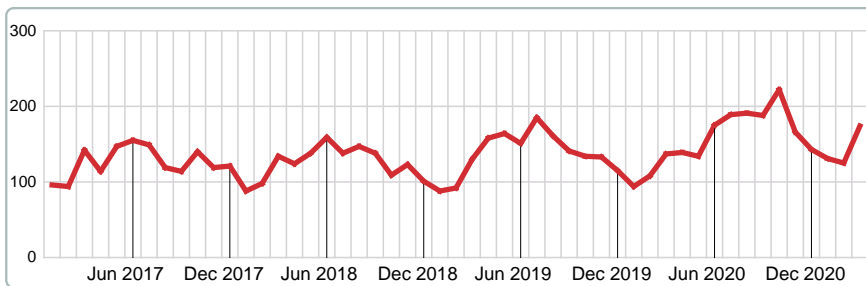
### MARCH



### YEAR TO DATE (YTD)

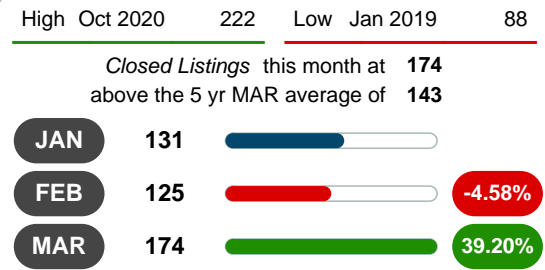


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 143



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	12	6.90%	22.5	5	4	3	0
\$25,001 - \$125,000	24	13.79%	25.0	17	4	3	0
\$125,001 - \$150,000	18	10.34%	18.0	4	14	0	0
\$150,001 - \$225,000	40	22.99%	3.5	3	29	7	1
\$225,001 - \$300,000	40	22.99%	4.0	3	26	9	2
\$300,001 - \$350,000	16	9.20%	2.0	0	9	6	1
\$350,001 and up	24	13.79%	3.0	0	8	13	3
<b>Total Closed Units</b>	<b>174</b>			<b>32</b>	<b>94</b>	<b>41</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>37,846,357</b>	<b>100%</b>	<b>6.0</b>	<b>3.09M</b>	<b>20.46M</b>	<b>11.63M</b>	<b>2.67M</b>
<b>Median Closed Price</b>	<b>\$215,000</b>			<b>\$80,000</b>	<b>\$216,062</b>	<b>\$290,000</b>	<b>\$350,000</b>

# March 2021



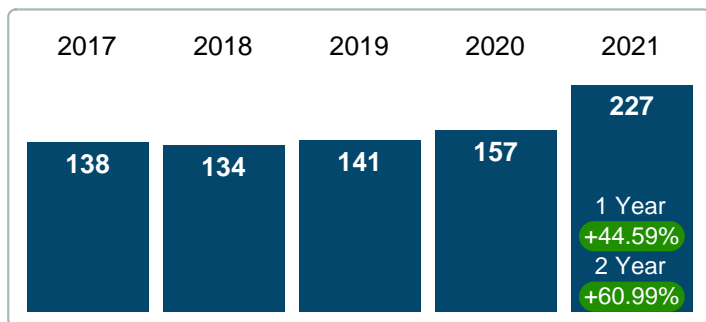
Area Delimited by County Of Wagoner



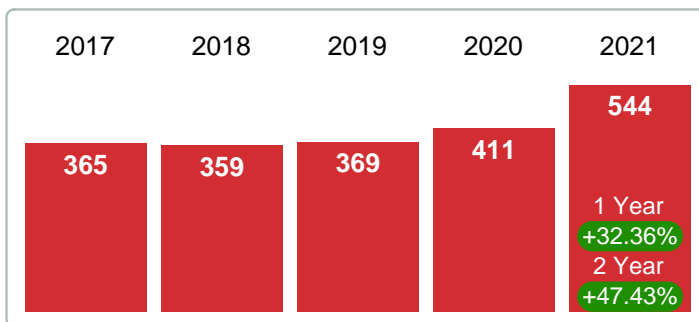
## PENDING LISTINGS

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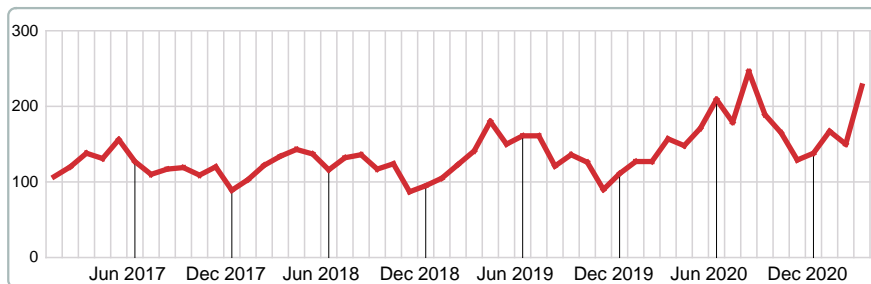
### MARCH



### YEAR TO DATE (YTD)

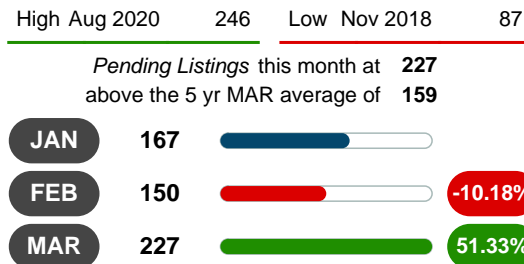


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 159



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	21	9.25%	20.0	17	4	0	0
\$75,001 - \$125,000	19	8.37%	6.0	7	10	2	0
\$125,001 - \$150,000	25	11.01%	4.0	5	19	1	0
\$150,001 - \$225,000	77	33.92%	4.0	3	63	11	0
\$225,001 - \$275,000	35	15.42%	2.0	2	24	6	3
\$275,001 - \$350,000	26	11.45%	5.0	0	10	13	3
\$350,001 and up	24	10.57%	5.0	2	8	10	4
<b>Total Pending Units</b>	<b>227</b>			<b>36</b>	<b>138</b>	<b>43</b>	<b>10</b>
<b>Total Pending Volume</b>	<b>52,622,975</b>	<b>100%</b>	<b>4.0</b>	<b>4.33M</b>	<b>30.93M</b>	<b>12.95M</b>	<b>4.42M</b>
<b>Median Listing Price</b>	<b>\$195,000</b>			<b>\$90,000</b>	<b>\$188,250</b>	<b>\$285,000</b>	<b>\$314,500</b>

# March 2021



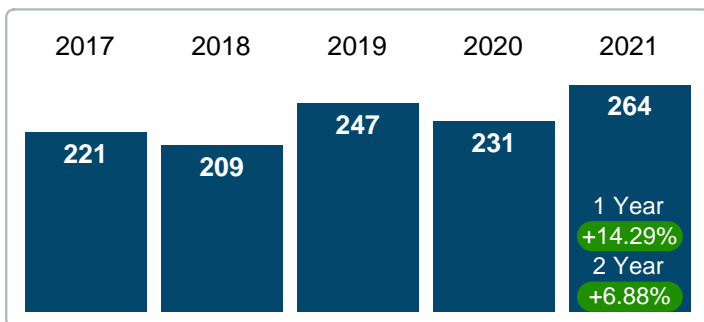
Area Delimited by County Of Wagoner



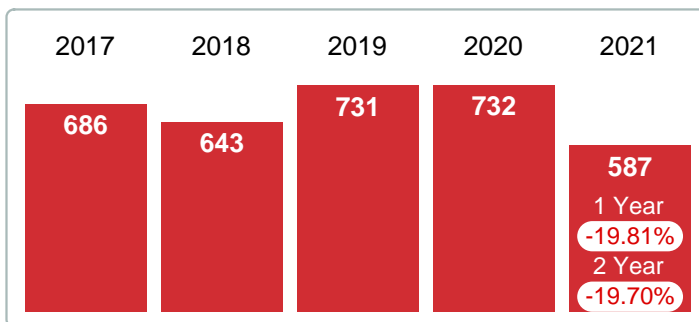
## NEW LISTINGS

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

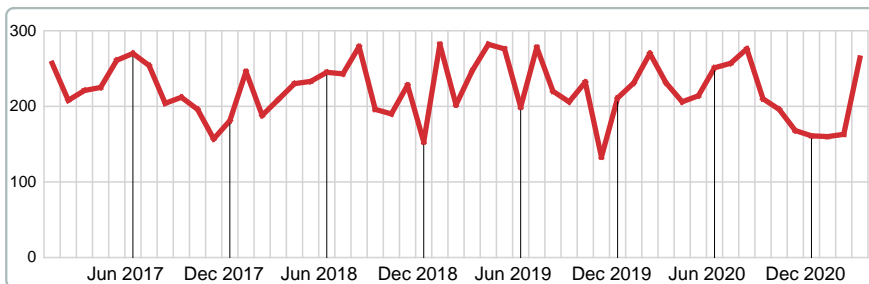
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

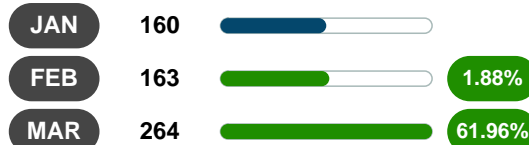


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>264</b>		<b>63</b>	<b>128</b>	<b>62</b>	<b>11</b>
<b>Total New Listed Volume</b>	<b>70,069,991</b>	<b>100%</b>	<b>14.33M</b>	<b>27.56M</b>	<b>22.23M</b>	<b>5.95M</b>
<b>Median New Listed Listing Price</b>	<b>\$212,500</b>		<b>\$129,900</b>	<b>\$196,000</b>	<b>\$284,000</b>	<b>\$319,000</b>

# March 2021



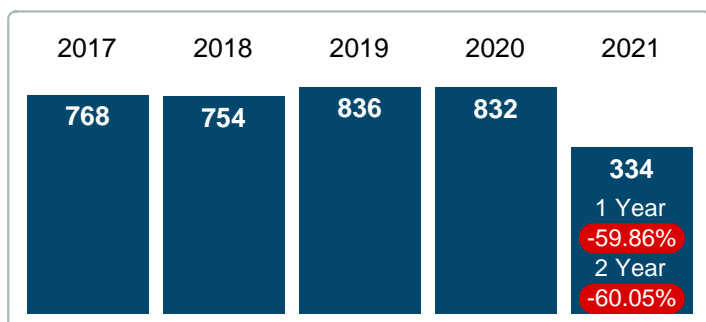
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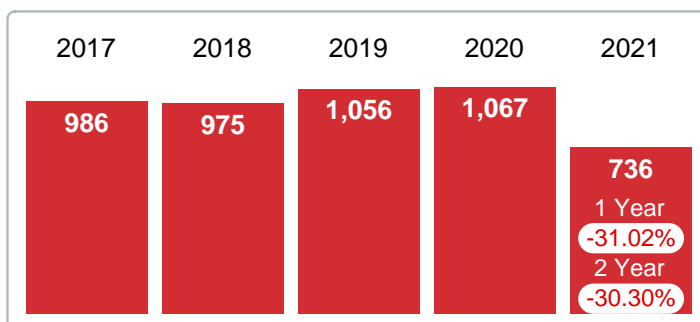
## ACTIVE INVENTORY

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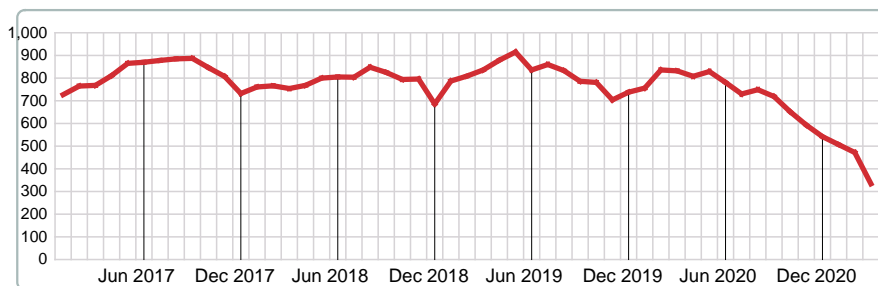
### END OF MARCH



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	26	7.78%	7.5	20	4	2	0
\$25,001 - \$75,000	36	10.78%	73.5	33	3	0	0
\$75,001 - \$150,000	59	17.66%	75.0	40	17	1	1
\$150,001 - \$275,000	83	24.85%	33.0	40	32	11	0
\$275,001 - \$375,000	44	13.17%	33.0	12	21	8	3
\$375,001 - \$650,000	52	15.57%	79.5	22	11	18	1
\$650,001 and up	34	10.18%	122.5	24	1	7	2
Total Active Inventory by Units			334	191	89	47	7
Total Active Inventory by Volume			116,424,995	69.94M	21.71M	20.36M	4.41M
Median Active Inventory Listing Price			\$221,500	\$172,500	\$220,000	\$379,500	\$325,000

# March 2021



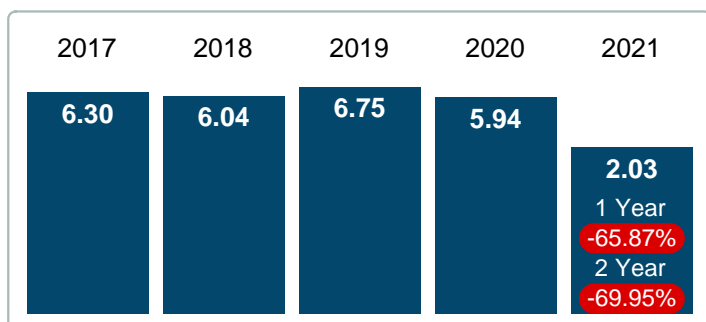
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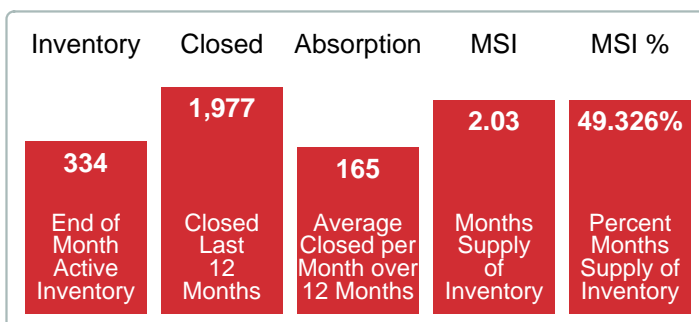
## MONTHS SUPPLY of INVENTORY (MSI)

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

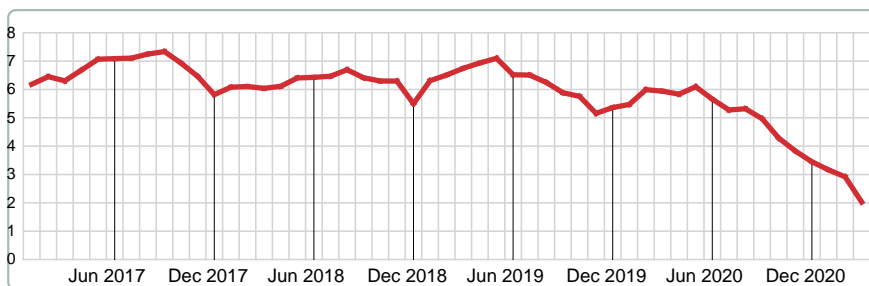
### MSI FOR MARCH



### INDICATORS FOR MARCH 2021

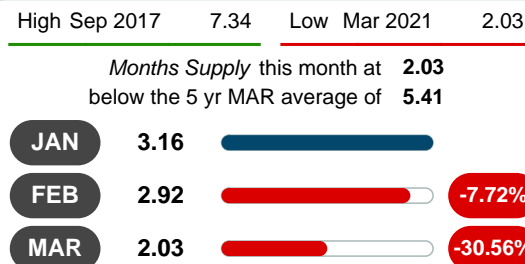


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 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

# March 2021



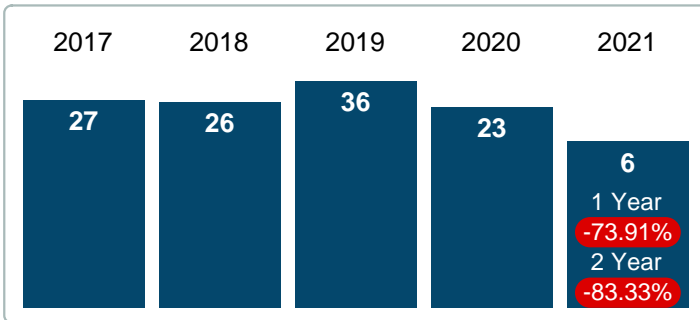
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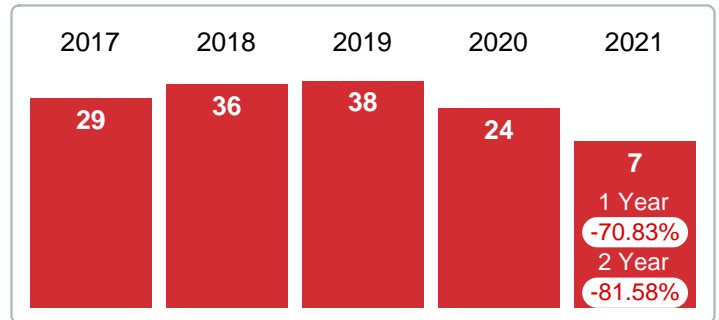
## MEDIAN DAYS ON MARKET TO SALE

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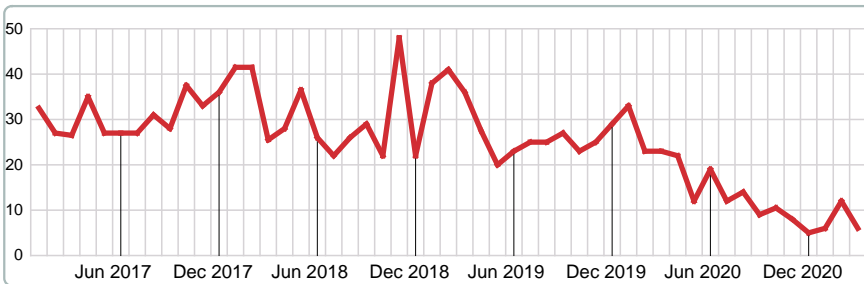
### MARCH



### YEAR TO DATE (YTD)

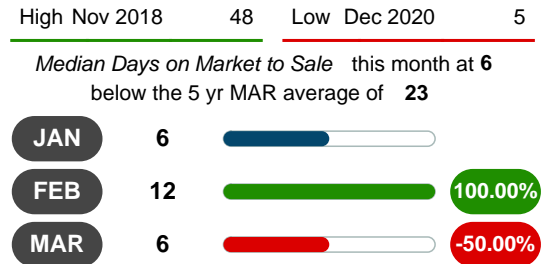


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 23



### 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
\$25,000 and less	6.90%	23	125	13	24	0
\$25,001 - \$125,000	13.79%	25	28	8	32	0
\$125,001 - \$150,000	10.34%	18	31	11	0	0
\$150,001 - \$225,000	22.99%	4	161	3	3	41
\$225,001 - \$300,000	22.99%	4	48	6	4	2
\$300,001 - \$350,000	9.20%	2	0	2	7	1
\$350,001 and up	13.79%	3	0	3	3	17
Median Closed DOM		6	39	4	5	2
Total Closed Units	100%	6.0	32	94	41	7
Total Closed Volume		37,846,357	3.09M	20.46M	11.63M	2.67M



# March 2021

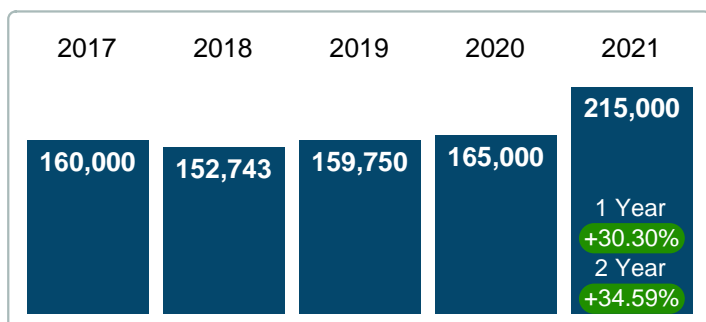
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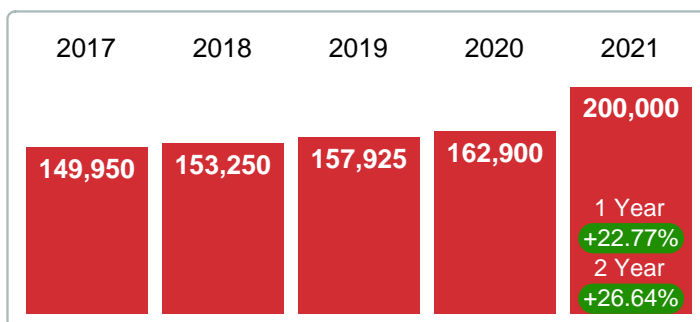
## MEDIAN LIST PRICE AT CLOSING

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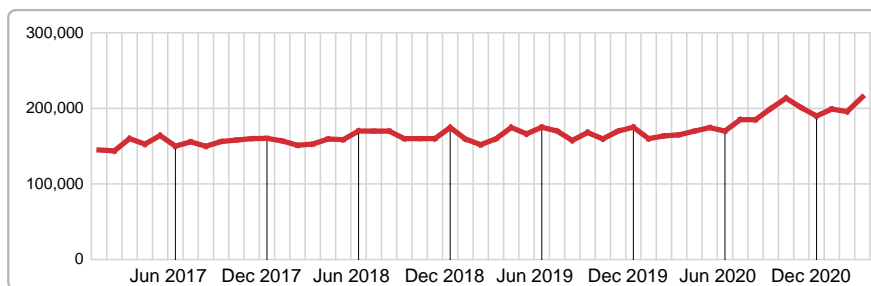
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

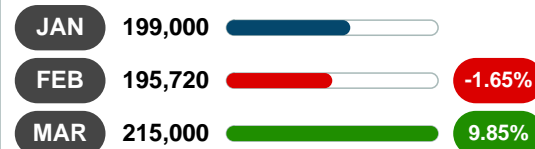


### 3 MONTHS

5 year MAR AVG = 170,499

High Mar 2021 215,000 Low Feb 2017 143,700

Median List Price at Closing this month at **215,000**  
above the 5 yr MAR average of **170,499**



### 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
\$25,000 and less	6.90%	1,745	8,850	1,413	1,595	0
\$25,001 - \$125,000	13.22%	80,000	72,500	99,900	109,900	0
\$125,001 - \$150,000	9.20%	139,900	134,900	139,900	0	0
\$150,001 - \$225,000	24.14%	184,975	165,000	184,950	185,000	204,900
\$225,001 - \$300,000	23.56%	259,900	283,000	249,500	279,900	292,500
\$300,001 - \$350,000	10.34%	327,986	0	330,000	315,918	348,000
\$350,001 and up	12.64%	396,250	0	376,778	399,000	397,500
<b>Median List Price</b>		<b>215,000</b>	<b>82,500</b>	<b>216,062</b>	<b>285,000</b>	<b>348,000</b>
<b>Total Closed Units</b>		<b>174</b>	<b>32</b>	<b>94</b>	<b>41</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>38,003,087</b>	<b>3.26M</b>	<b>20.44M</b>	<b>11.60M</b>	<b>2.70M</b>



# March 2021



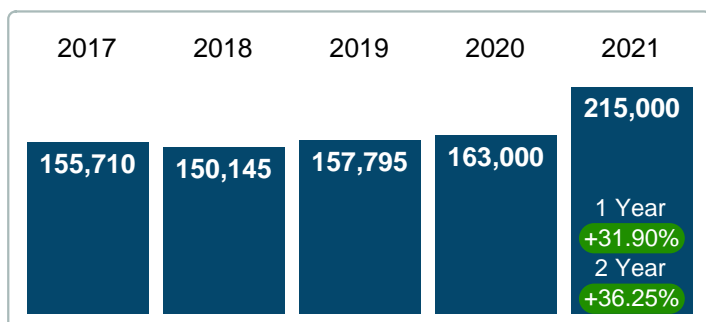
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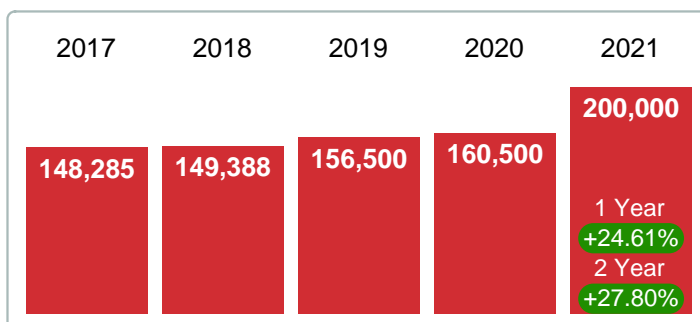
## MEDIAN SOLD PRICE AT CLOSING

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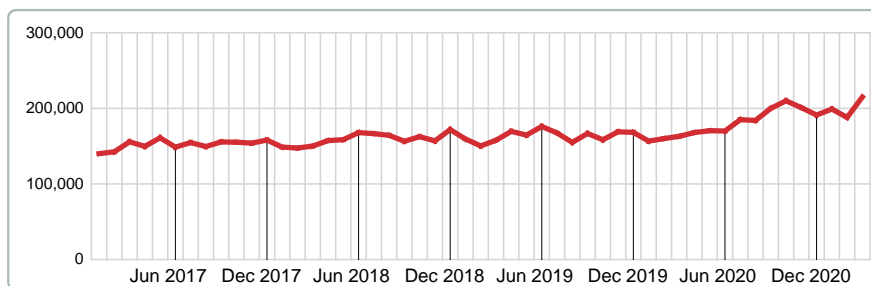
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

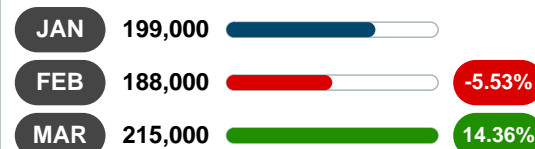


### 3 MONTHS

5 year MAR AVG = 168,330

High Mar 2021 215,000 Low Jan 2017 140,040

Median Sold Price at Closing this month at 215,000 above the 5 yr MAR average of 168,330



### 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
\$25,000 and less	6.90%	1,745	6,500	1,413	1,545	0
\$25,001 - \$125,000	13.79%	80,000	72,500	98,450	101,000	0
\$125,001 - \$150,000	10.34%	145,200	142,450	145,200	0	0
\$150,001 - \$225,000	22.99%	188,000	167,000	188,000	185,715	203,000
\$225,001 - \$300,000	22.99%	259,200	267,800	249,500	269,000	295,000
\$300,001 - \$350,000	9.20%	324,000	0	325,000	320,575	350,000
\$350,001 and up	13.79%	387,995	0	374,480	402,327	397,500
<b>Median Sold Price</b>		<b>215,000</b>	<b>80,000</b>	<b>216,062</b>	<b>290,000</b>	<b>350,000</b>
<b>Total Closed Units</b>		<b>174</b>	<b>32</b>	<b>94</b>	<b>41</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>37,846,357</b>	<b>3.09M</b>	<b>20.46M</b>	<b>11.63M</b>	<b>2.67M</b>

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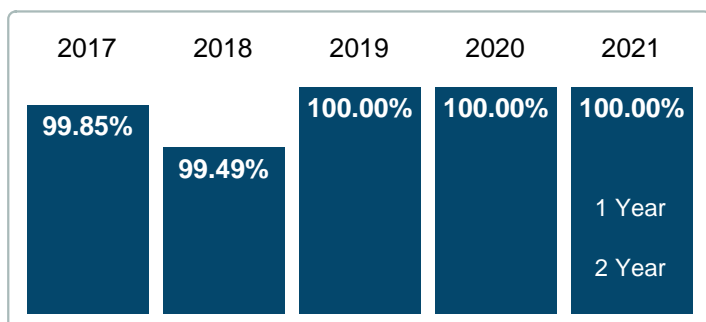
Area Delimited by County Of Wagoner



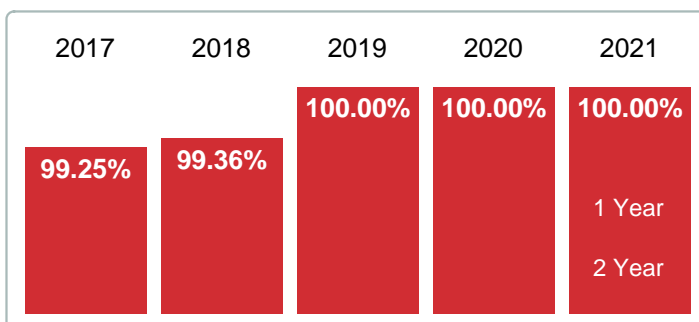
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

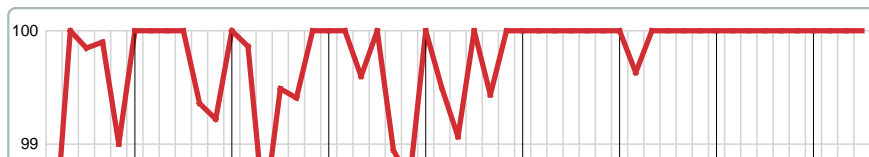
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 99.87%

High Mar 2021 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at **100.00%**  
equal to 5 yr MAR average of **99.87%**

JAN 100.00%  
FEB 100.00%  
MAR 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
\$25,000 and less	12	6.90%	100.00%	81.25%	100.00%	100.00%	0.00%
\$25,001 - \$125,000	24	13.79%	100.00%	100.00%	95.45%	91.82%	0.00%
\$125,001 - \$150,000	18	10.34%	100.00%	97.44%	100.00%	0.00%	0.00%
\$150,001 - \$225,000	40	22.99%	100.00%	90.67%	100.00%	102.32%	99.07%
\$225,001 - \$300,000	40	22.99%	100.00%	96.16%	100.00%	100.00%	100.88%
\$300,001 - \$350,000	16	9.20%	100.00%	0.00%	100.00%	100.36%	100.57%
\$350,001 and up	24	13.79%	100.00%	0.00%	101.30%	100.00%	100.00%
Median Sold/List Ratio		100.00%		99.28%	100.00%	100.00%	100.00%
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

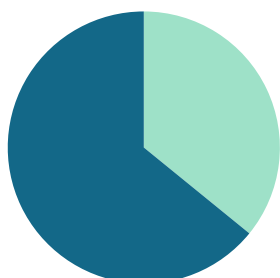
Area Delimited by County Of Wagoner



## MARKET SUMMARY

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

### INVENTORY

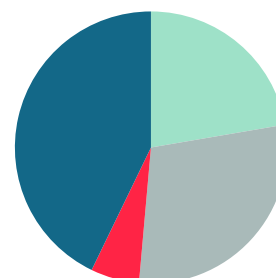


**Inventory**  
 New Listings  
**264 = 35.87%**  
 Start Inventory  
**472**  
 Total Inventory Units  
**736**  
 Volume  
**\$209,720,763**

### 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%
Median List Price	165,000	215,000	30.30%	162,900	200,000	22.77%
Median Sale Price	163,000	215,000	31.90%	160,500	200,000	24.61%
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	23.00	6.00	-73.91%	24.00	7.00	-70.83%
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

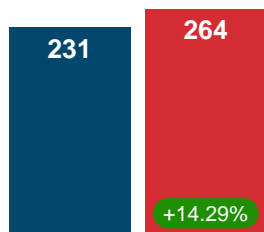
**Inventory** on March 31, 2021 = **334**

**2020** **2021**

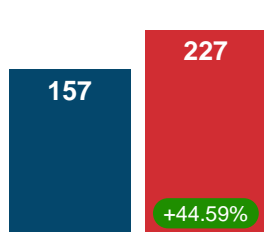
### MARCH MARKET

### MEDIAN PRICES

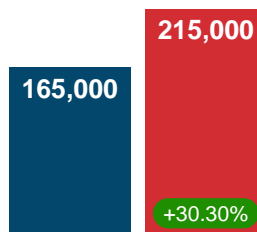
#### New Listings



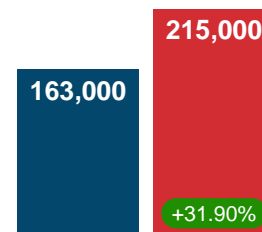
#### Pending Listings



#### List Price



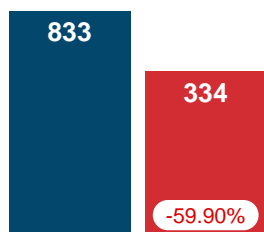
#### Sale Price



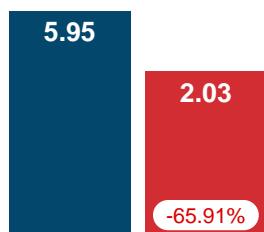
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

