



November 2021

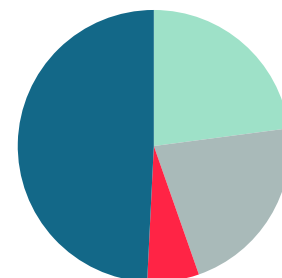
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	166	190	14.46%
Pending Listings	128	180	40.63%
New Listings	168	180	7.14%
Average List Price	221,332	222,836	0.68%
Average Sale Price	217,776	221,782	1.84%
Average Percent of Selling Price to List Price	99.64%	101.41%	1.78%
Average Days on Market to Sale	26.18	22.05	-15.77%
End of Month Inventory	614	408	-33.55%
Months Supply of Inventory	3.97	2.26	-43.08%



■ Closed (22.92%)
■ Pending (21.71%)
■ Other OffMarket (6.15%)
■ Active (49.22%)

Absorption: Last 12 months, an Average of **181** Sales/Month
Active Inventory as of November 30, 2021 = **408**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2021 decreased **33.55%** to 408 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 **2.26** 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 **1.84%** in November 2021 to \$221,782 versus the previous year at \$217,776.

Average Days on Market Shortens

The average number of **22.05** days that homes spent on the market before selling decreased by 4.13 days or **15.77%** in November 2021 compared to last year's same month at **26.18** DOM.

Sales Success for November 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 180 New Listings in November 2021, up **7.14%** from last year at 168. Furthermore, there were 190 Closed Listings this month versus last year at 166, a **14.46%** increase.

Closed versus Listed trends yielded a **105.6%** ratio, up from previous year's, November 2020, at **98.8%**, a **6.83%** 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



November 2021

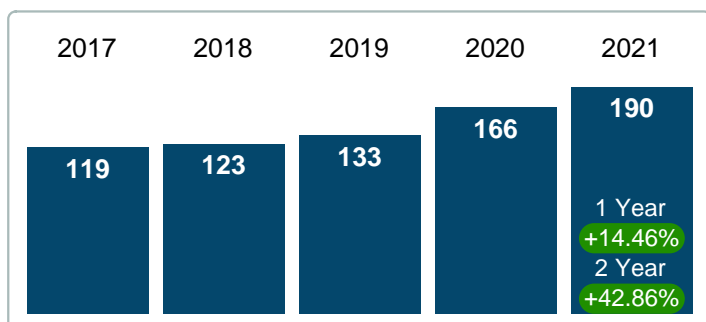
Area Delimited by County Of Wagoner



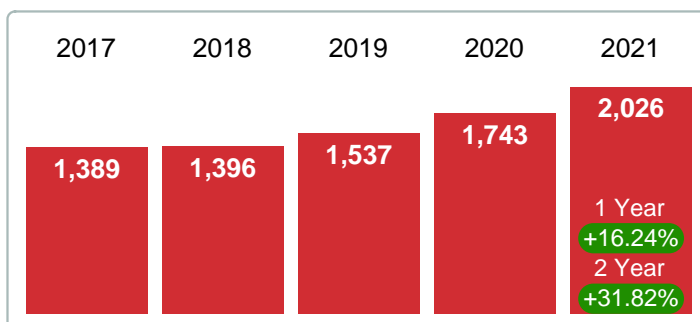
CLOSED LISTINGS

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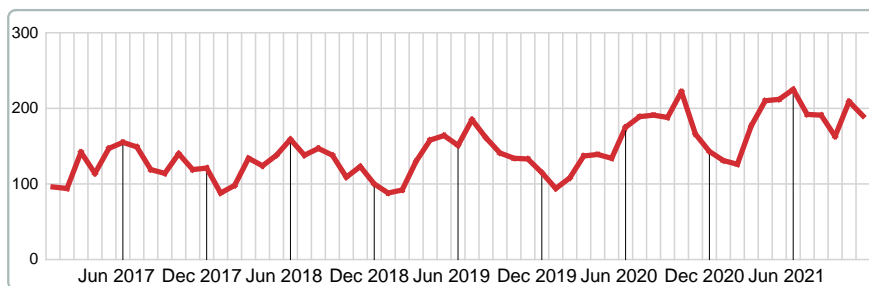
NOVEMBER



YEAR TO DATE (YTD)

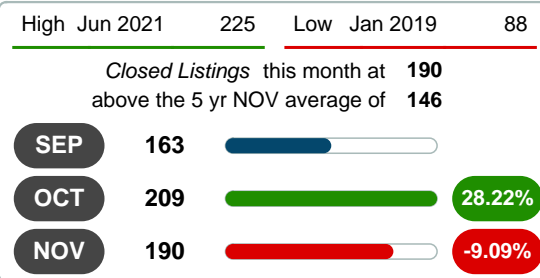


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 146



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	15	7.89%	30.4	3	10	2	0
\$25,001 - \$125,000	27	14.21%	31.3	19	5	2	1
\$125,001 - \$175,000	22	11.58%	23.7	6	14	2	0
\$175,001 - \$225,000	45	23.68%	13.4	3	36	6	0
\$225,001 - \$275,000	23	12.11%	22.3	0	13	10	0
\$275,001 - \$375,000	38	20.00%	18.3	1	23	12	2
\$375,001 and up	20	10.53%	27.9	0	6	13	1
Total Closed Units	190			32	107	47	4
Total Closed Volume	42,138,587	100%	22.1	3.17M	23.34M	14.45M	1.18M
Average Closed Price	\$221,782			\$99,055	\$218,144	\$307,426	\$294,602



November 2021

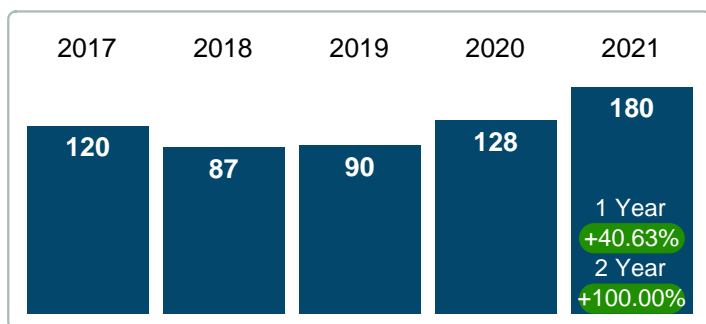
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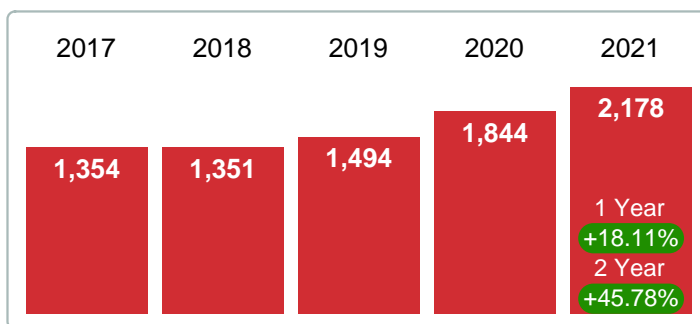
PENDING LISTINGS

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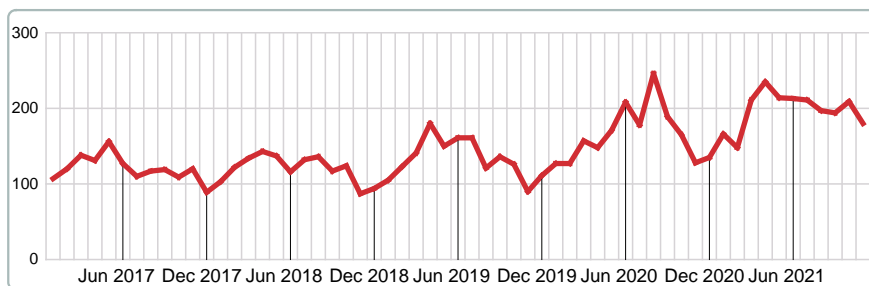
NOVEMBER



YEAR TO DATE (YTD)

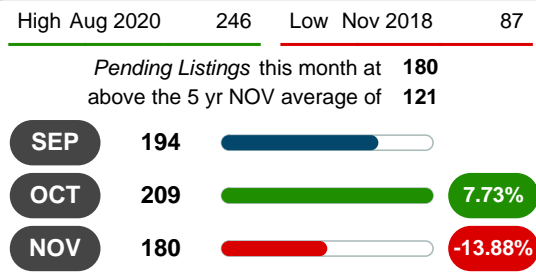


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 121



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	18	10.00%	34.8	3	14	1	0
\$25,001 - \$150,000	23	12.78%	56.7	9	12	2	0
\$150,001 - \$200,000	26	14.44%	17.7	4	19	3	0
\$200,001 - \$250,000	40	22.22%	24.7	5	26	8	1
\$250,001 - \$325,000	34	18.89%	23.6	2	17	15	0
\$325,001 - \$450,000	21	11.67%	48.3	1	10	9	1
\$450,001 and up	18	10.00%	62.2	2	6	7	3
Total Pending Units	180			26	104	45	5
Total Pending Volume	43,705,515	100%	28.8	5.03M	22.47M	14.03M	2.17M
Average Listing Price	\$198,358			\$193,555	\$216,032	\$311,842	\$434,580



November 2021

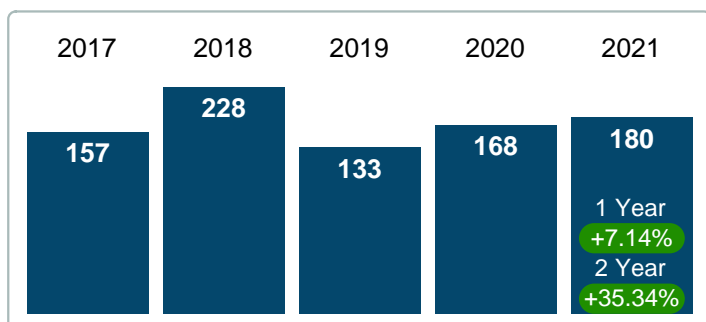
Area Delimited by County Of Wagoner



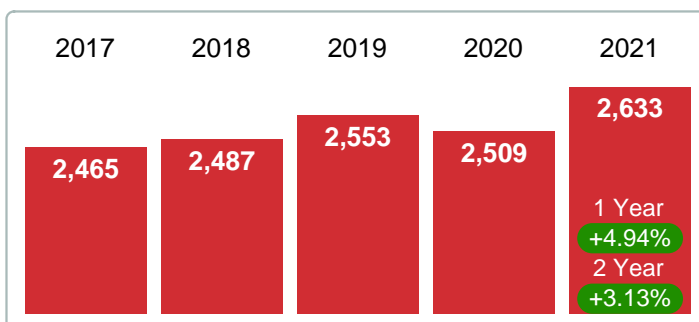
NEW LISTINGS

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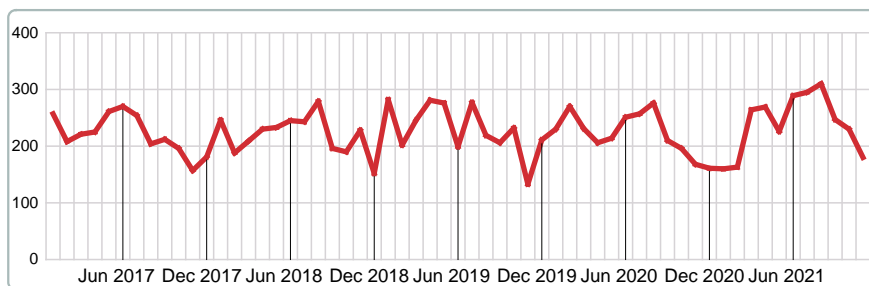
NOVEMBER



YEAR TO DATE (YTD)

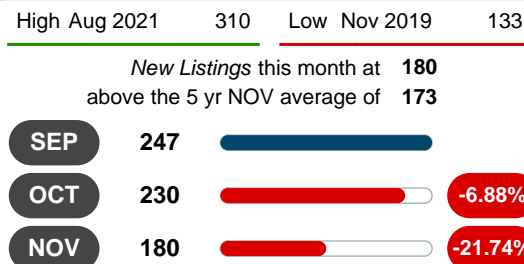


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 173



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	17	9.44%	8	6	3	0
\$25,001 - \$125,000	21	11.67%	13	7	1	0
\$125,001 - \$175,000	16	8.89%	5	8	3	0
\$175,001 - \$250,000	53	29.44%	5	40	7	1
\$250,001 - \$300,000	29	16.11%	3	17	9	0
\$300,001 - \$450,000	25	13.89%	3	8	14	0
\$450,001 and up	19	10.56%	2	6	9	2
Total New Listed Units	180		39	92	46	3
Total New Listed Volume	47,298,402	100%	7.25M	24.07M	14.67M	1.30M
Average New Listed Listing Price	\$220,474		\$185,982	\$261,655	\$318,889	\$434,667



November 2021

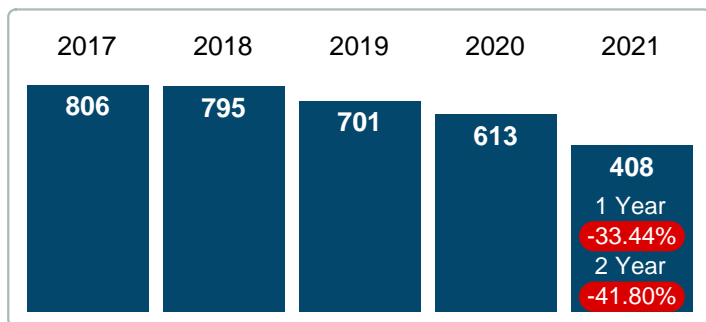
Area Delimited by County Of Wagoner



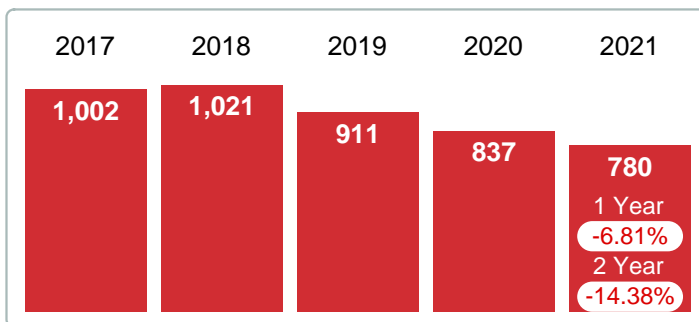
ACTIVE INVENTORY

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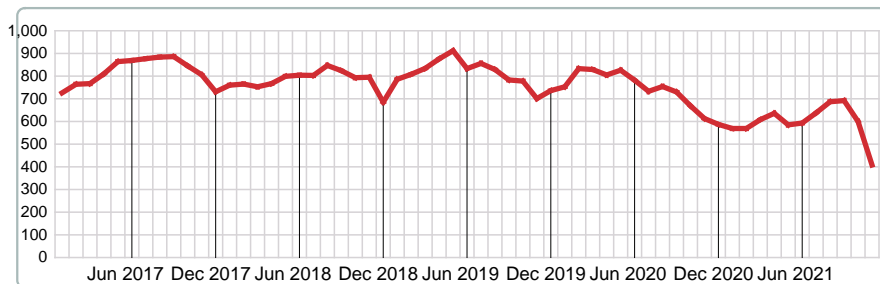
END OF NOVEMBER



ACTIVE DURING NOVEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 665

High May 2019 912 Low Nov 2021 408

Inventory this month at **408**
 below the 5 yr NOV average of **665**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	79	19.36%	85.0	56	14	8	1
\$75,001-\$150,000	63	15.44%	90.0	41	18	4	0
\$150,001-\$275,000	104	25.49%	70.8	33	51	19	1
\$275,001-\$375,000	64	15.69%	79.5	15	23	25	1
\$375,001-\$625,000	57	13.97%	104.3	24	9	18	6
\$625,001 and up	41	10.05%	87.1	20	6	7	8
Total Active Inventory by Units			408	189	121	81	17
Total Active Inventory by Volume			131,796,526	61.81M	31.82M	26.46M	11.71M
Average Active Inventory Listing Price			\$323,031	\$327,023	\$262,978	\$326,671	\$688,741

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



November 2021

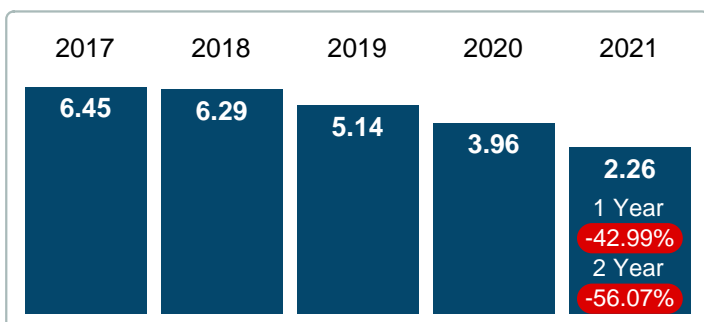
Area Delimited by County Of Wagoner



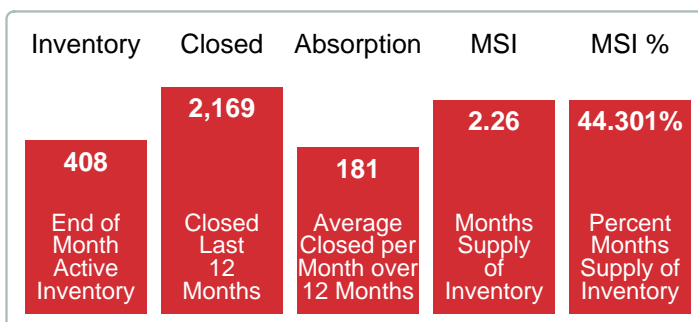
MONTHS SUPPLY of INVENTORY (MSI)

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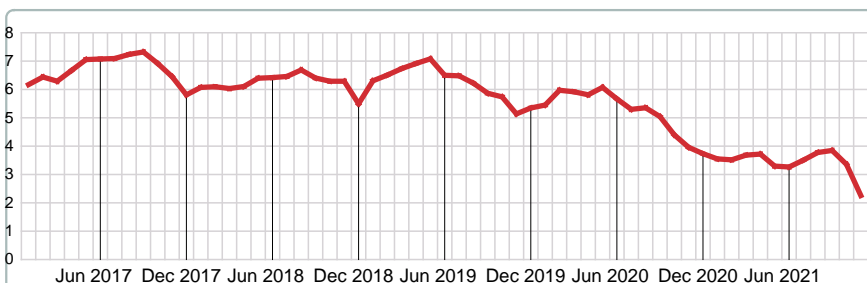
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021

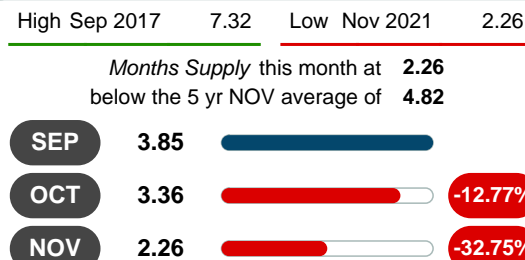


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 4.82



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$75,000	79	19.36%	3.76	5.13	1.70	4.57	12.00
\$75,001-\$150,000	63	15.44%	2.54	4.56	1.31	2.09	0.00
\$150,001-\$275,000	104	25.49%	1.24	5.66	0.85	1.13	1.33
\$275,001-\$375,000	64	15.69%	2.02	13.85	1.40	2.05	0.48
\$375,001-\$625,000	57	13.97%	3.34	24.00	1.93	1.93	2.88
\$625,001 and up	41	10.05%	16.97	40.00	14.40	7.00	16.00
Market Supply of Inventory (MSI)			2.26	6.67	1.17	1.89	3.00
Total Active Inventory by Units		100%	2.26	189	121	81	17



November 2021

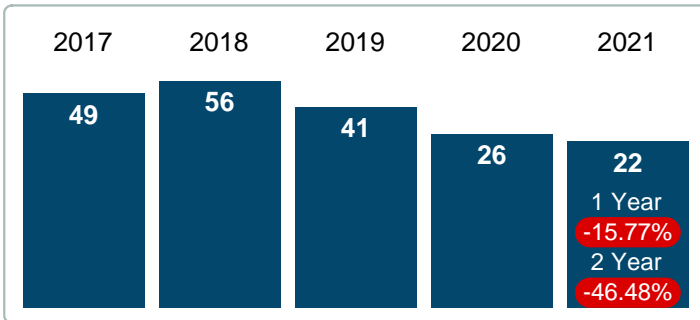
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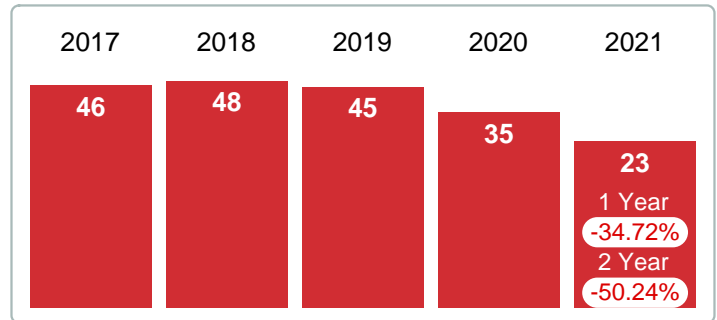
AVERAGE DAYS ON MARKET TO SALE

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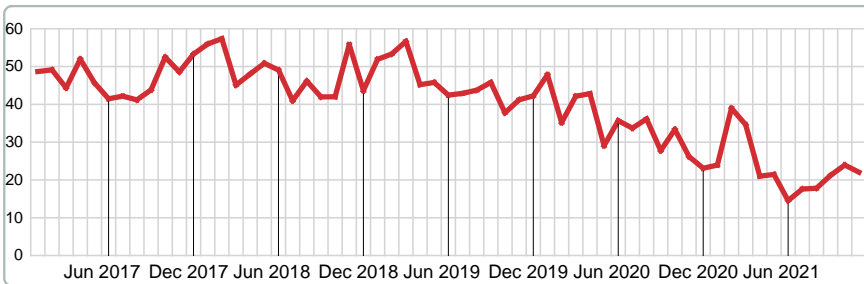
NOVEMBER



YEAR TO DATE (YTD)

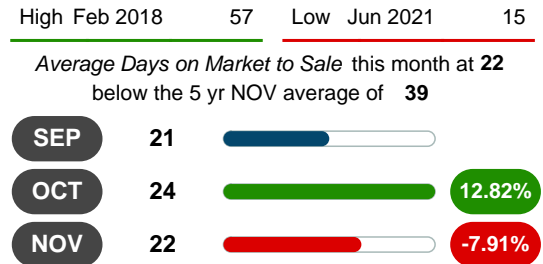


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 39



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	7.89%	30	61	26	8	0
\$25,001 - \$125,000	14.21%	31	29	16	75	69
\$125,001 - \$175,000	11.58%	24	52	15	4	0
\$175,001 - \$225,000	23.68%	13	62	6	31	0
\$225,001 - \$275,000	12.11%	22	0	11	37	0
\$275,001 - \$375,000	20.00%	18	9	19	20	7
\$375,001 and up	10.53%	28	0	23	32	1
Average Closed DOM		22	39	14	30	21
Total Closed Units	100%	22	32	107	47	4
Total Closed Volume			3.17M	23.34M	14.45M	1.18M



November 2021

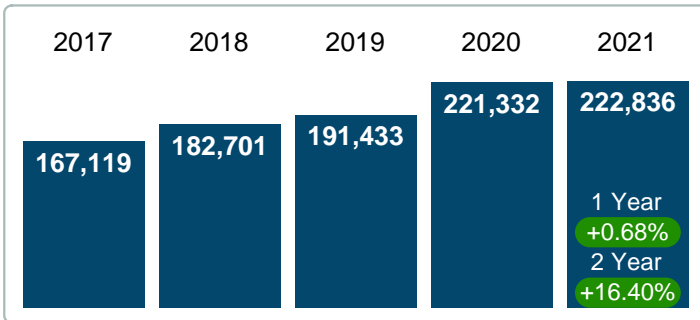
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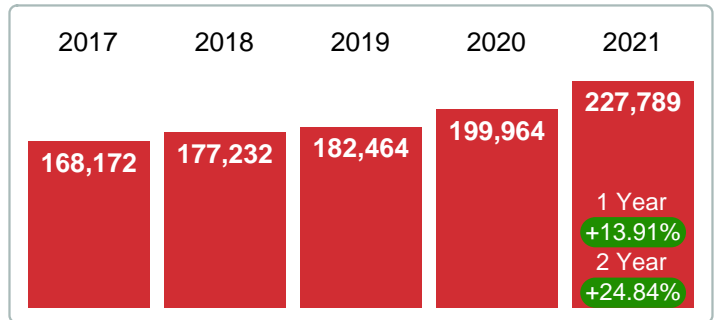
AVERAGE LIST PRICE AT CLOSING

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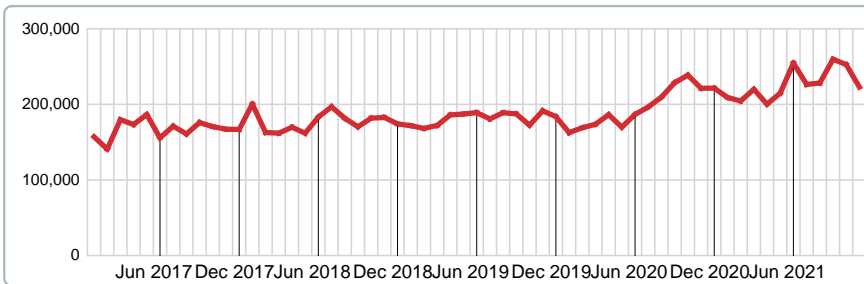
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

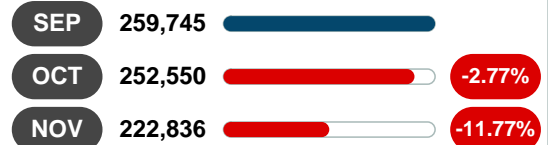


3 MONTHS

5 year NOV AVG = 197,084

High Sep 2021 259,745 Low Feb 2017 140,848

Average List Price at Closing this month at **222,836**
above the 5 yr NOV average of **197,084**



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	16	8.42%	5,459	14,267	1,570	1,920	0
\$25,001 - \$125,000	24	12.63%	76,917	71,500	110,320	114,950	115,000
\$125,001 - \$175,000	23	12.11%	152,541	156,475	147,507	157,450	0
\$175,001 - \$225,000	45	23.68%	201,791	236,667	199,845	215,301	0
\$225,001 - \$275,000	25	13.16%	248,405	0	245,474	248,046	0
\$275,001 - \$375,000	35	18.42%	310,277	334,900	314,124	306,962	314,900
\$375,001 and up	22	11.58%	488,484	0	482,248	509,205	448,609
Average List Price			222,836	105,783	216,227	311,151	298,352
Total Closed Units			190	32	107	47	4
Total Closed Volume			42,338,856	3.39M	23.14M	14.62M	1.19M



November 2021

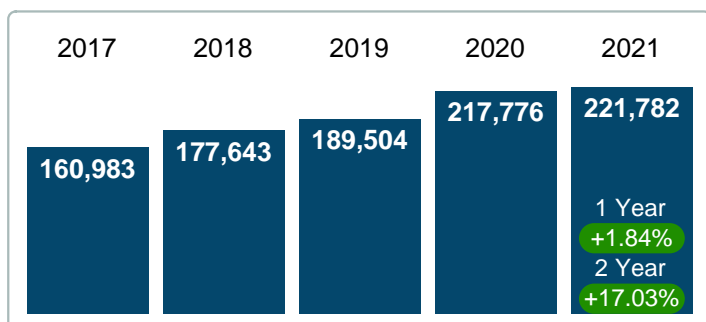
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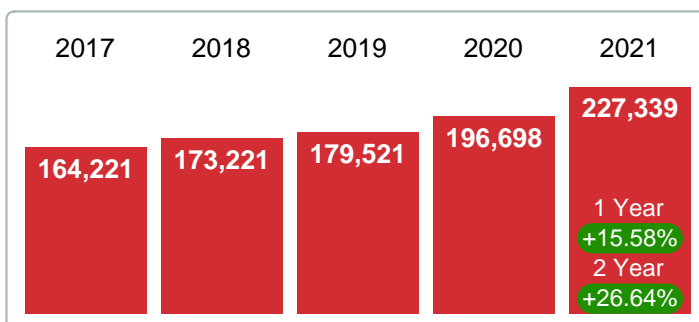
AVERAGE SOLD PRICE AT CLOSING

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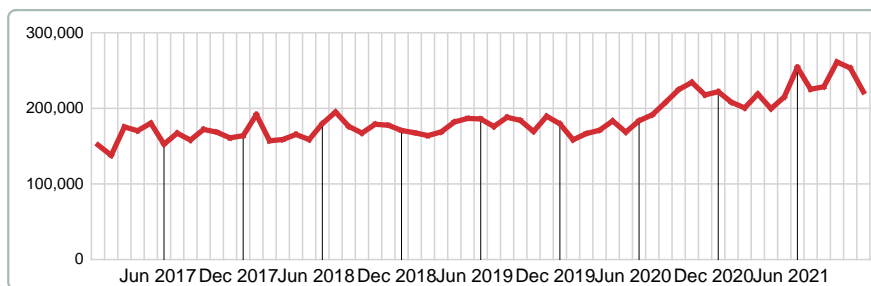
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

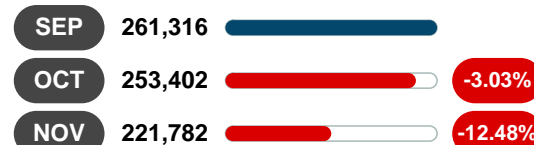


3 MONTHS

5 year NOV AVG = 193,538

High Sep 2021 261,316 Low Feb 2017 137,834

Average Sold Price at Closing this month at **221,782** above the 5 yr NOV average of **193,538**



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	7.89%	3,736	12,083	1,595	1,920	0
\$25,001 - \$125,000	14.21%	74,670	64,216	97,200	102,500	105,000
\$125,001 - \$175,000	11.58%	155,625	155,250	155,304	159,000	0
\$175,001 - \$225,000	23.68%	203,324	215,000	202,129	204,651	0
\$225,001 - \$275,000	12.11%	248,325	0	249,489	246,811	0
\$275,001 - \$375,000	20.00%	313,304	336,900	315,314	307,637	312,400
\$375,001 and up	10.53%	493,806	0	482,165	502,655	448,609
Average Sold Price		221,782	99,055	218,144	307,426	294,602
Total Closed Units	100%	221,782	32	107	47	4
Total Closed Volume		42,138,587	3.17M	23.34M	14.45M	1.18M



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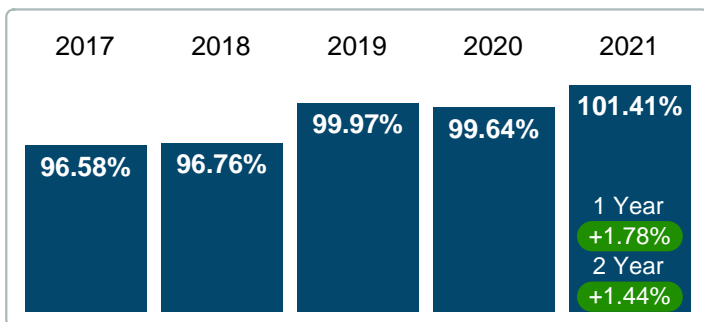
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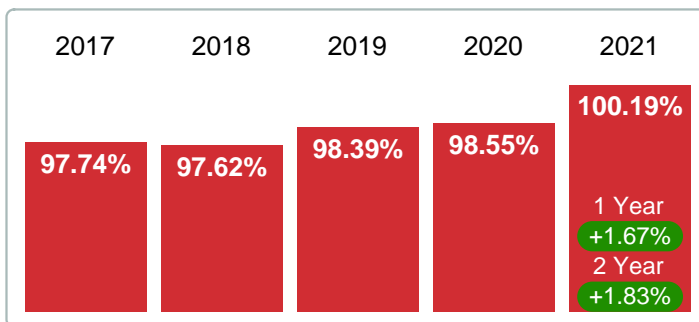
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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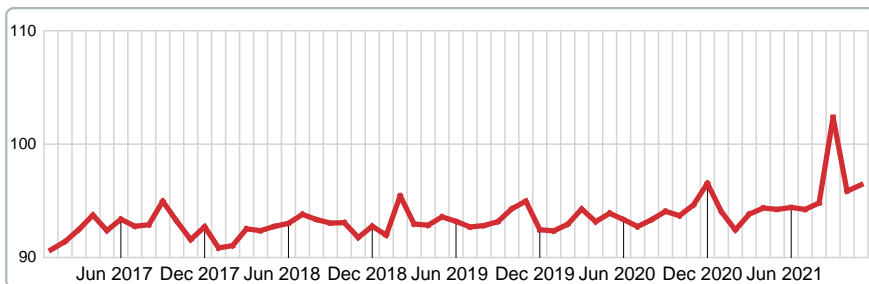
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

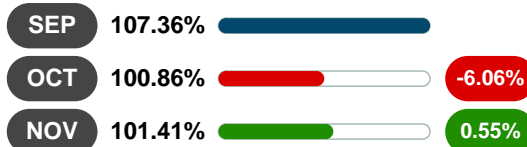


3 MONTHS

5 year NOV AVG = 98.87%

High Sep 2021 107.36% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **101.41%**
above the 5 yr NOV average of **98.87%**



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	15	7.89%	97.22%	81.88%	101.26%	100.00%	0.00%
\$25,001 - \$125,000	27	14.21%	91.37%	91.73%	91.07%	88.70%	91.30%
\$125,001 - \$175,000	22	11.58%	123.85%	99.41%	137.57%	101.11%	0.00%
\$175,001 - \$225,000	45	23.68%	99.77%	91.06%	101.22%	95.45%	0.00%
\$225,001 - \$275,000	23	12.11%	100.83%	0.00%	101.77%	99.61%	0.00%
\$275,001 - \$375,000	38	20.00%	100.50%	100.60%	100.72%	100.25%	99.39%
\$375,001 and up	20	10.53%	99.55%	0.00%	99.90%	99.36%	100.00%
Average Sold/List Ratio		101.40%		92.46%	105.39%	98.79%	97.52%
Total Closed Units	190	100%	101.40%	32	107	47	4
Total Closed Volume	42,138,587			3.17M	23.34M	14.45M	1.18M



November 2021

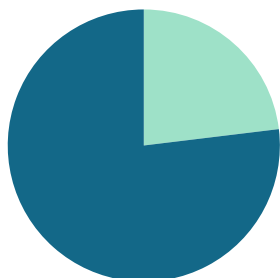
Area Delimited by County Of Wagoner



MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

INVENTORY

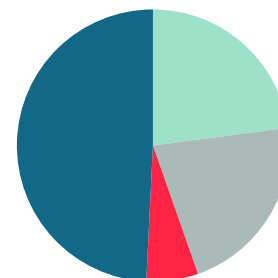


Inventory
 New Listings
180 = 23.08%
 Start Inventory
600
 Total Inventory Units
780
 Volume
\$221,942,103

Market Activity

Closed Sales
190 = 22.92%
 Pending Sales
180 = 21.71%
 Other Off Market
51 = 6.15%
 Active Inventory
408 = 49.22%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	166	190	14.46%	1,743	2,026	16.24%
Pending Sales	128	180	40.63%	1,844	2,178	18.11%
New Listings	168	180	7.14%	2,509	2,633	4.94%
Average List Price	221,332	222,836	0.68%	199,964	227,789	13.91%
Average Sale Price	217,776	221,782	1.84%	196,698	227,339	15.58%
Average Percent of Selling Price to List Price	99.64%	101.41%	1.78%	98.55%	100.19%	1.67%
Average Days on Market to Sale	26.18	22.05	-15.77%	34.66	22.62	-34.72%
Monthly Inventory	614	408	-33.55%	614	408	-33.55%
Months Supply of Inventory	3.97	2.26	-43.08%	3.97	2.26	-43.08%

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

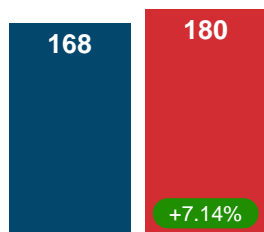
Inventory on November 30, 2021 = **408**

2020 **2021**

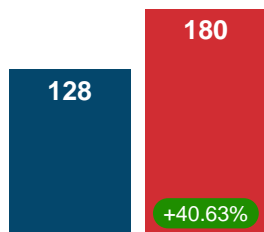
NOVEMBER MARKET

AVERAGE PRICES

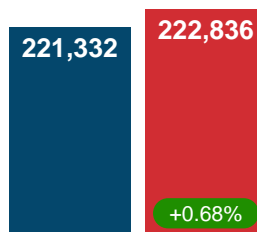
New Listings



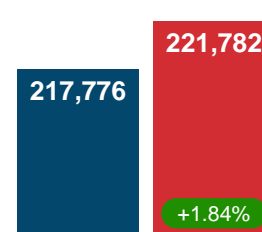
Pending Listings



List Price



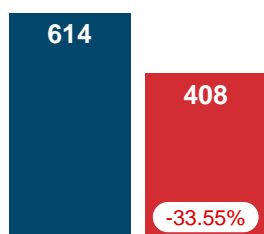
Sale Price



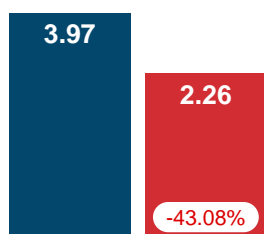
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

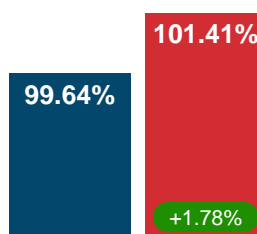
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

