

March 2022



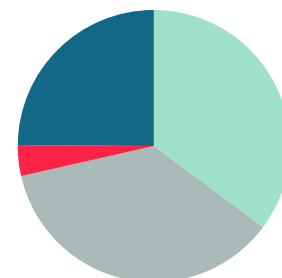
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2022 for MLS Technology Inc.

| Compared Metrics | 2021 | March 2022 | +/-% |
|---|---------|------------|---------|
| Closed Listings | 146 | 154 | 5.48% |
| Pending Listings | 184 | 159 | -13.59% |
| New Listings | 201 | 161 | -19.90% |
| Median List Price | 242,783 | 255,000 | 5.03% |
| Median Sale Price | 241,289 | 259,192 | 7.42% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 4.50 | 4.00 | -11.11% |
| End of Month Inventory | 396 | 109 | -72.47% |
| Months Supply of Inventory | 2.86 | 0.67 | -76.63% |



■ Closed (35.16%)
■ Pending (36.30%)
■ Other OffMarket (3.65%)
■ Active (24.89%)

Absorption: Last 12 months, an Average of **163** Sales/Month
Active Inventory as of March 31, 2022 = **109**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **72.47%** to 109 existing homes available for sale. Over the last 12 months this area has had an average of 163 closed sales per month. This represents an unsold inventory index of **0.67** 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 **7.42%** in March 2022 to \$259,192 versus the previous year at \$241,289.

Median Days on Market Shortens

The median number of **4.00** days that homes spent on the market before selling decreased by 0.50 days or **11.11%** in March 2022 compared to last year's same month at **4.50** DOM.

Sales Success for March 2022 is Positive

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

There were 161 New Listings in March 2022, down **19.90%** from last year at 201. Furthermore, there were 154 Closed Listings this month versus last year at 146, a **5.48%** increase.

Closed versus Listed trends yielded a **95.7%** ratio, up from previous year's, March 2021, at **72.6%**, a **31.69%** upswing. This will certainly create pressure on a decreasing Monthly 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

March 2022



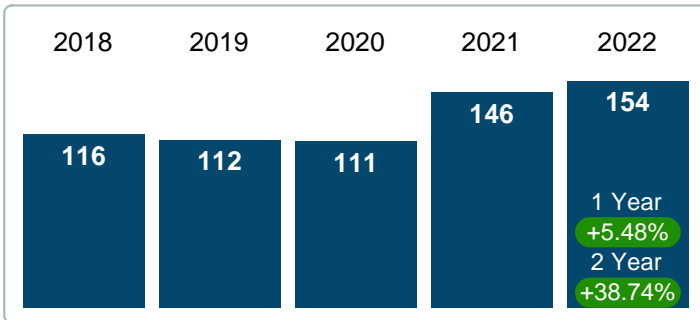
Area Delimited by County Of Wagoner - Residential Property Type



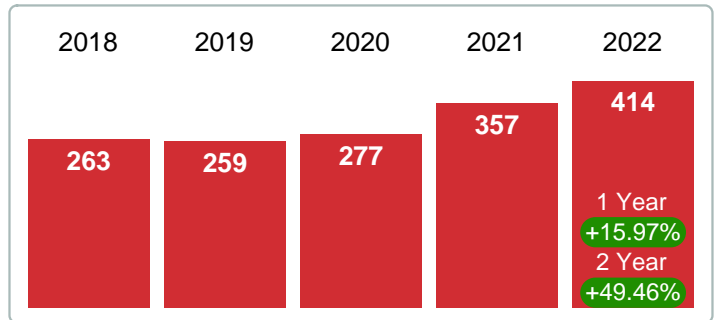
CLOSED LISTINGS

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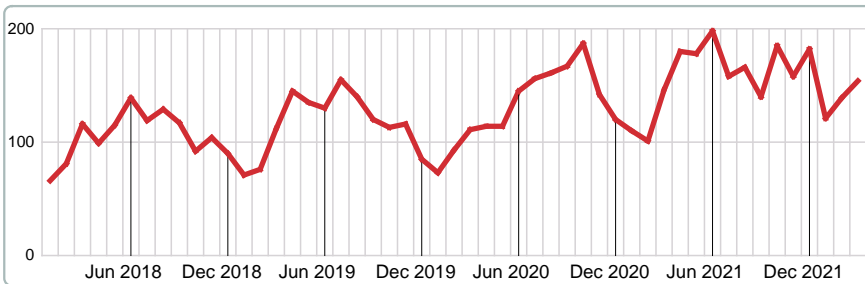
MARCH



YEAR TO DATE (YTD)

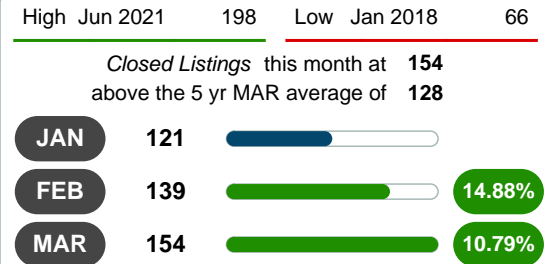


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 128



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|------------|------------------|------------------|------------------|------------------|
| \$150,000 and less | 16 | 10.39% | 6.5 | 6 | 8 | 2 | 0 |
| \$150,001 - \$175,000 | 9 | 5.84% | 4.0 | 0 | 6 | 3 | 0 |
| \$175,001 - \$200,000 | 14 | 9.09% | 2.0 | 1 | 12 | 1 | 0 |
| \$200,001 - \$275,000 | 49 | 31.82% | 4.0 | 2 | 36 | 11 | 0 |
| \$275,001 - \$350,000 | 30 | 19.48% | 4.5 | 0 | 17 | 11 | 2 |
| \$350,001 - \$450,000 | 22 | 14.29% | 4.0 | 1 | 5 | 15 | 1 |
| \$450,001 and up | 14 | 9.09% | 25.0 | 1 | 5 | 5 | 3 |
| Total Closed Units | 154 | | | 11 | 89 | 48 | 6 |
| Total Closed Volume | 43,507,127 | 100% | 4.0 | 2.15M | 22.73M | 15.93M | 2.70M |
| Median Closed Price | \$259,192 | | | \$150,000 | \$234,000 | \$316,795 | \$435,500 |

March 2022



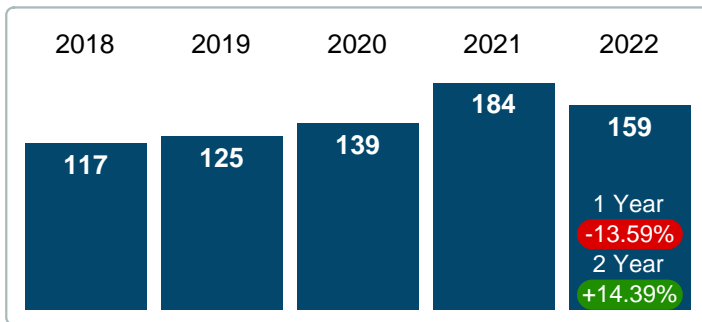
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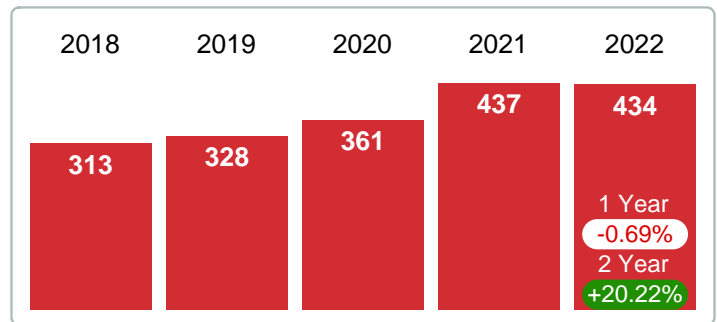
PENDING LISTINGS

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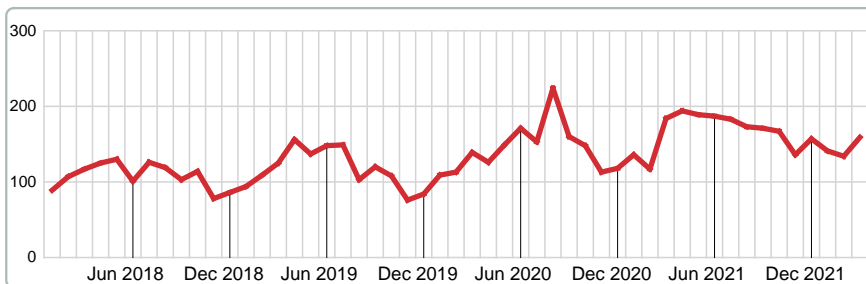
MARCH



YEAR TO DATE (YTD)

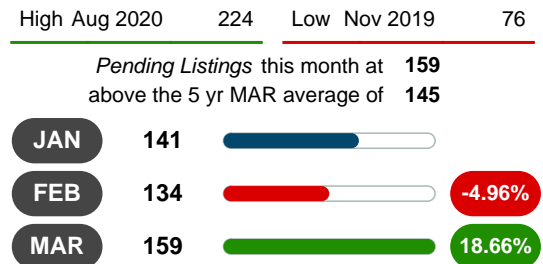


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 145



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------|-----------------|------------------|------------------|------------------|
| \$125,000 and less | 16 | 10.06% | 10.5 | 6 | 9 | 1 | 0 |
| \$125,001 - \$150,000 | 13 | 8.18% | 6.0 | 2 | 9 | 2 | 0 |
| \$150,001 - \$200,000 | 24 | 15.09% | 5.0 | 1 | 20 | 3 | 0 |
| \$200,001 - \$275,000 | 34 | 21.38% | 6.0 | 0 | 25 | 9 | 0 |
| \$275,001 - \$350,000 | 32 | 20.13% | 7.0 | 0 | 22 | 9 | 1 |
| \$350,001 - \$475,000 | 25 | 15.72% | 7.0 | 0 | 9 | 14 | 2 |
| \$475,001 and up | 15 | 9.43% | 16.0 | 0 | 6 | 8 | 1 |
| Total Pending Units | 159 | | | 9 | 100 | 46 | 4 |
| Total Pending Volume | 46,334,568 | 100% | 7.0 | 867.70K | 25.85M | 17.19M | 2.43M |
| Median Listing Price | \$255,000 | | | \$75,000 | \$226,950 | \$342,500 | \$442,450 |

March 2022



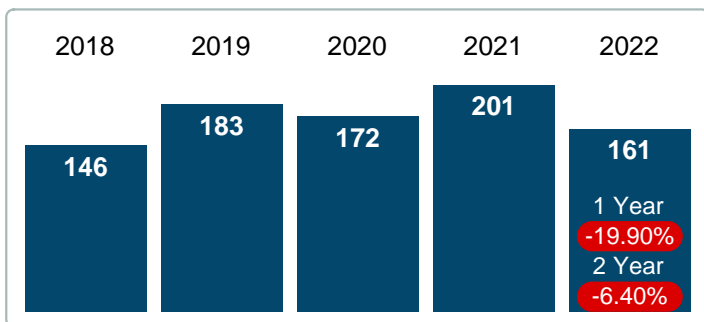
Area Delimited by County Of Wagoner - Residential Property Type



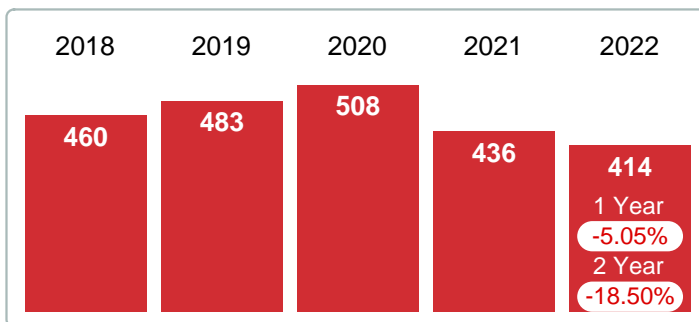
NEW LISTINGS

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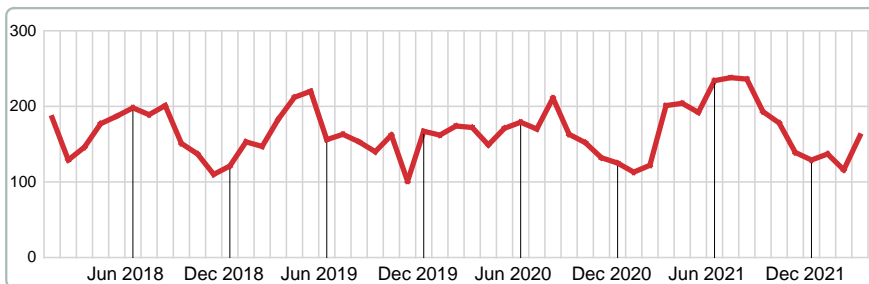
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

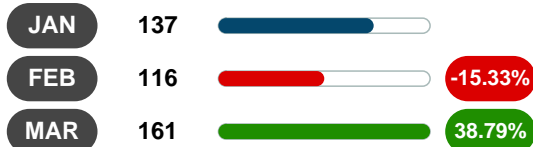


3 MONTHS

5 year MAR AVG = 173

High Jul 2021 238 Low Nov 2019 101

New Listings this month at 161
below the 5 yr MAR average of 173



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 | 12 | 7.45% | 9 | 3 | 0 | 0 |
| \$75,001 - \$150,000 | 24 | 14.91% | 7 | 15 | 2 | 0 |
| \$150,001 - \$200,000 | 24 | 14.91% | 2 | 20 | 2 | 0 |
| \$200,001 - \$275,000 | 35 | 21.74% | 0 | 27 | 8 | 0 |
| \$275,001 - \$350,000 | 29 | 18.01% | 0 | 23 | 6 | 0 |
| \$350,001 - \$475,000 | 20 | 12.42% | 1 | 4 | 14 | 1 |
| \$475,001 and up | 17 | 10.56% | 1 | 6 | 7 | 3 |
| Total New Listed Units | 161 | | 20 | 98 | 39 | 4 |
| Total New Listed Volume | 44,821,974 | 100% | 2.65M | 23.64M | 14.22M | 4.31M |
| Median New Listed Listing Price | \$239,900 | | \$91,000 | \$225,000 | \$385,000 | \$1,000,000 |

March 2022



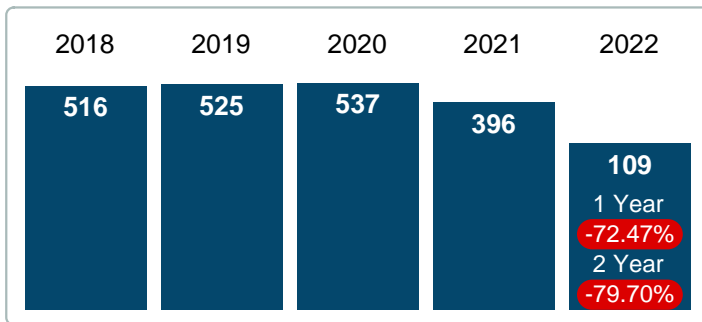
Area Delimited by County Of Wagoner - Residential Property Type



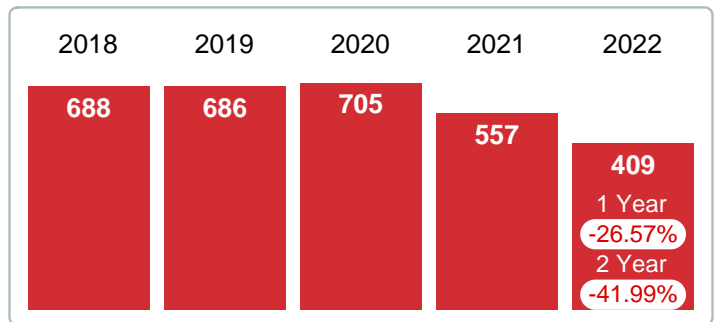
ACTIVE INVENTORY

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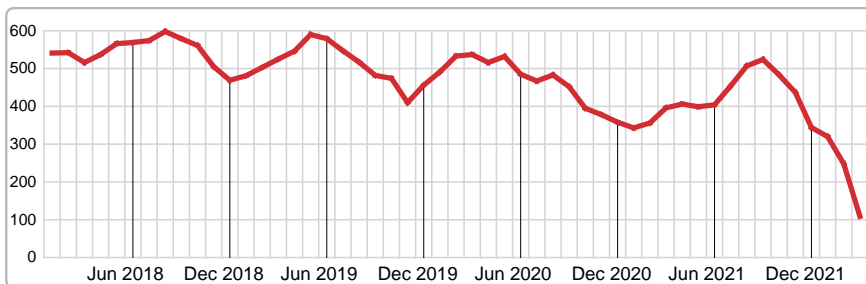
END OF MARCH



ACTIVE DURING MARCH

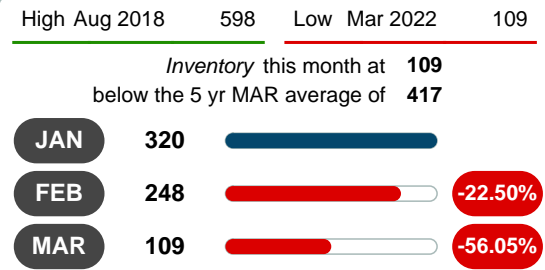


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 417



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$75,000 and less | 8 | 7.34% | 10.0 | 6 | 2 | 0 | 0 |
| \$75,001 - \$150,000 | 16 | 14.68% | 25.0 | 6 | 9 | 1 | 0 |
| \$150,001 - \$200,000 | 16 | 14.68% | 35.5 | 2 | 11 | 2 | 1 |
| \$200,001 - \$325,000 | 28 | 25.69% | 25.5 | 1 | 16 | 9 | 2 |
| \$325,001 - \$450,000 | 14 | 12.84% | 43.5 | 0 | 7 | 6 | 1 |
| \$450,001 - \$700,000 | 17 | 15.60% | 51.0 | 2 | 4 | 7 | 4 |
| \$700,001 and up | 10 | 9.17% | 75.5 | 0 | 5 | 1 | 4 |
| Total Active Inventory by Units | 109 | | | 17 | 54 | 26 | 12 |
| Total Active Inventory by Volume | 41,234,340 | 100% | 29.0 | 2.58M | 19.32M | 10.26M | 9.08M |
| Median Active Inventory Listing Price | \$259,900 | | | \$97,500 | \$232,500 | \$394,000 | \$684,950 |

March 2022



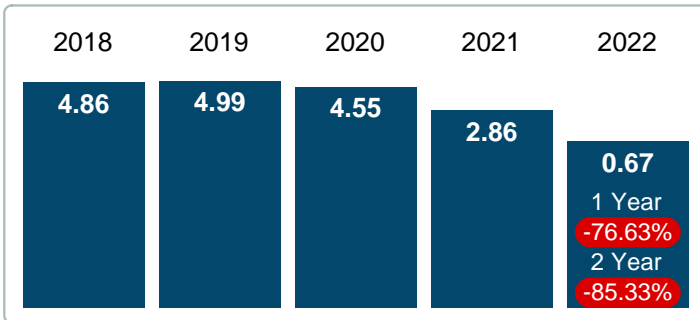
Area Delimited by County Of Wagoner - Residential Property Type



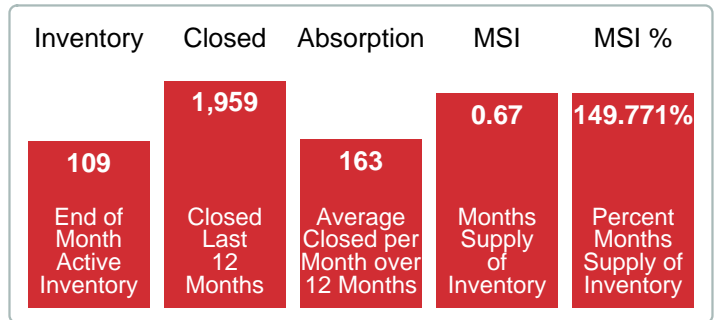
MONTHS SUPPLY of INVENTORY (MSI)

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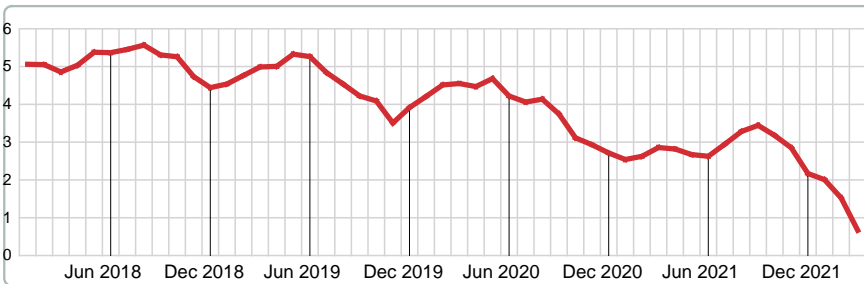
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

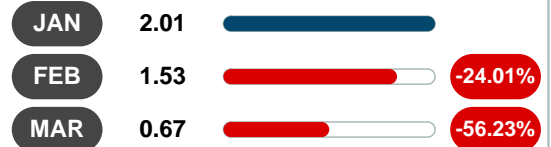


3 MONTHS

5 year MAR AVG = 3.58

High Aug 2018 5.57 Low Mar 2022 0.67

Months Supply this month at **0.67**
below the 5 yr MAR average of **3.58**



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 |
|---|----|--------|------|----------|--------|--------|---------|
| \$75,000 and less | 8 | 7.34% | 1.85 | 2.48 | 1.26 | 0.00 | 0.00 |
| \$75,001 - \$150,000 | 16 | 14.68% | 0.91 | 1.76 | 0.72 | 0.67 | 0.00 |
| \$150,001 - \$200,000 | 16 | 14.68% | 0.50 | 1.20 | 0.43 | 0.46 | 12.00 |
| \$200,001 - \$325,000 | 28 | 25.69% | 0.37 | 0.67 | 0.33 | 0.38 | 1.60 |
| \$325,001 - \$450,000 | 14 | 12.84% | 0.60 | 0.00 | 0.69 | 0.57 | 0.44 |
| \$450,001 - \$700,000 | 17 | 15.60% | 1.74 | 24.00 | 1.26 | 1.40 | 2.67 |
| \$700,001 and up | 10 | 9.17% | 7.50 | 0.00 | 30.00 | 1.50 | 8.00 |
| Market Supply of Inventory (MSI) | | | 0.67 | 1.76 | 0.53 | 0.56 | 2.09 |
| Total Active Inventory by Units | | 100% | 0.67 | 17 | 54 | 26 | 12 |

March 2022



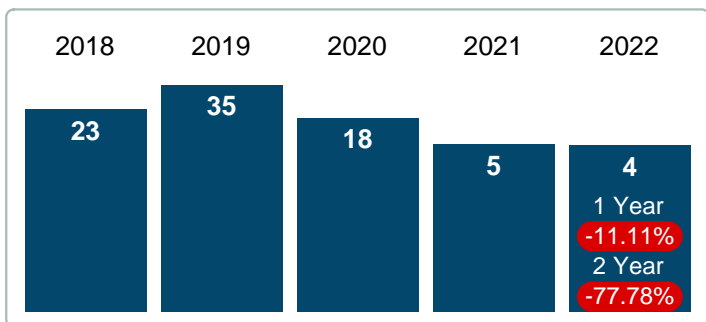
Area Delimited by County Of Wagoner - Residential Property Type



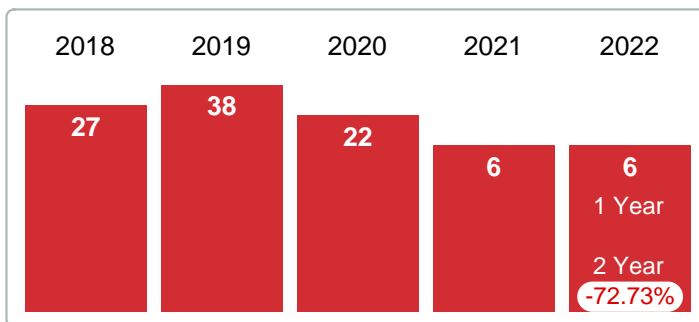
MEDIAN DAYS ON MARKET TO SALE

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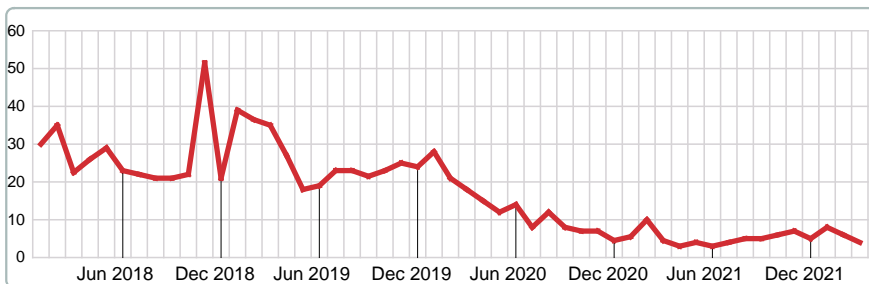
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

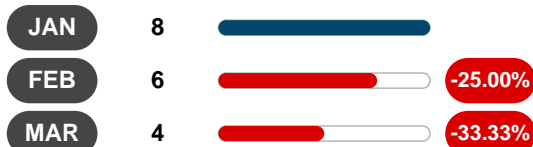


3 MONTHS

5 year MAR AVG = 17

High Nov 2018 52 Low Jun 2021 3

Median Days on Market to Sale this month at 4 below the 5 yr MAR average of 17



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 |
|--|--------|------------|----------|--------|--------|---------|
| \$150,000 and less | 10.39% | 7 | 2 | 9 | 88 | 0 |
| \$150,001 - \$175,000 | 5.84% | 4 | 0 | 14 | 4 | 0 |
| \$175,001 - \$200,000 | 9.09% | 2 | 31 | 2 | 1 | 0 |
| \$200,001 - \$275,000 | 31.82% | 4 | 3 | 4 | 19 | 0 |
| \$275,001 - \$350,000 | 19.48% | 5 | 0 | 4 | 10 | 3 |
| \$350,001 - \$450,000 | 14.29% | 4 | 6 | 3 | 4 | 11 |
| \$450,001 and up | 9.09% | 25 | 110 | 9 | 49 | 7 |
| Median Closed DOM | | 4 | 3 | 4 | 11 | 5 |
| Total Closed Units | 100% | 4.0 | 11 | 89 | 48 | 6 |
| Total Closed Volume | | 43,507,127 | 2.15M | 22.73M | 15.93M | 2.70M |

March 2022



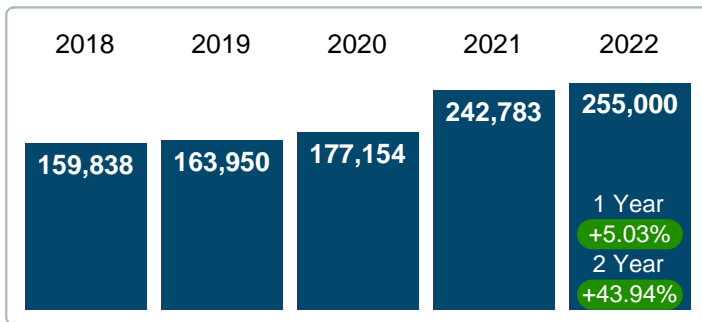
Area Delimited by County Of Wagoner - Residential Property Type



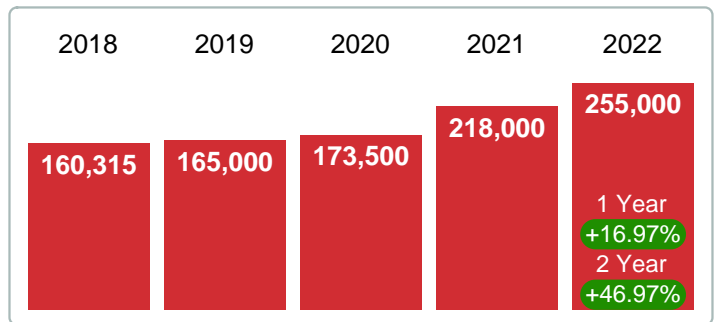
MEDIAN LIST PRICE AT CLOSING

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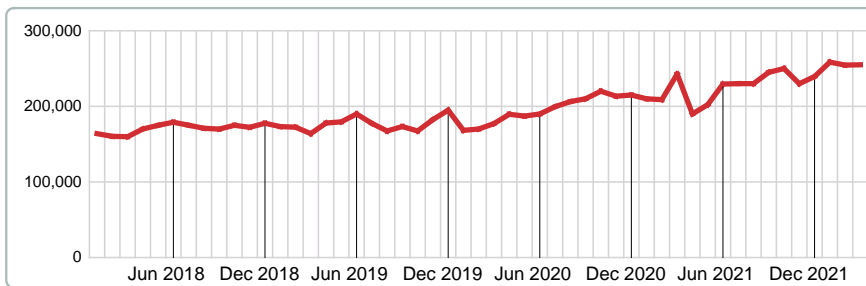
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

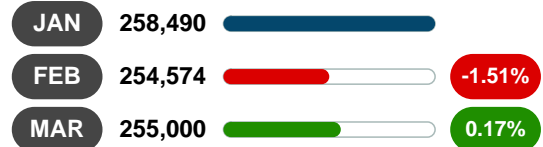


3 MONTHS

5 year MAR AVG = 199,745

High Jan 2022 258,490 Low Mar 2018 159,838

Median List Price at Closing this month at **255,000**
above the 5 yr MAR average of **199,745**



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 | |
|---|----|---------|-------------------|---------|---------|---------|---------|
| \$150,000 and less | 18 | 11.69% | 121,250 | 103,250 | 117,500 | 140,500 | 0 |
| \$150,001 - \$175,000 | 5 | 3.25% | 169,900 | 0 | 169,900 | 0 | 0 |
| \$175,001 - \$200,000 | 20 | 12.99% | 189,950 | 195,000 | 188,450 | 195,000 | 0 |
| \$200,001 - \$275,000 | 45 | 29.22% | 239,000 | 225,000 | 235,000 | 240,000 | 269,900 |
| \$275,001 - \$350,000 | 31 | 20.13% | 304,000 | 0 | 300,000 | 306,935 | 330,000 |
| \$350,001 - \$450,000 | 21 | 13.64% | 389,900 | 395,000 | 419,900 | 382,625 | 424,900 |
| \$450,001 and up | 14 | 9.09% | 527,450 | 524,500 | 525,000 | 594,900 | 603,000 |
| Median List Price | | | 255,000 | 145,000 | 230,000 | 309,758 | 424,900 |
| Total Closed Units | | | 154 | 11 | 89 | 48 | 6 |
| Total Closed Volume | | | 43,492,578 | 2.19M | 22.59M | 16.07M | 2.66M |

March 2022



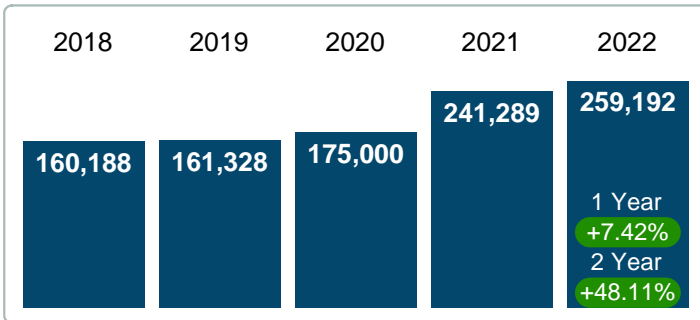
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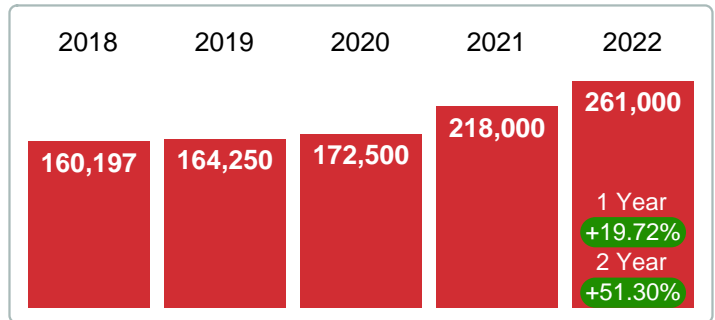
MEDIAN SOLD PRICE AT CLOSING

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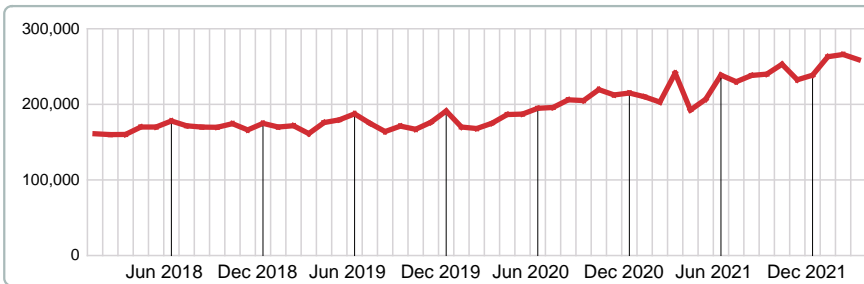
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

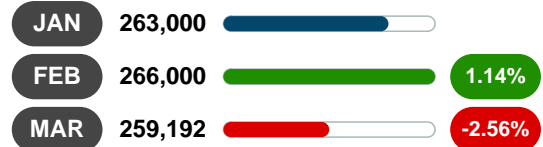


3 MONTHS

5 year MAR AVG = 199,399

High Feb 2022 266,000 Low Feb 2018 160,000

Median Sold Price at Closing this month at **259,192** above the 5 yr MAR average of **199,399**



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 |
|---|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$150,000 and less | 10.39% | 117,500 | 90,750 | 117,500 | 99,950 | 0 |
| \$150,001 - \$175,000 | 5.84% | 169,900 | 0 | 169,950 | 165,000 | 0 |
| \$175,001 - \$200,000 | 9.09% | 192,500 | 193,000 | 191,500 | 200,000 | 0 |
| \$200,001 - \$275,000 | 31.82% | 235,000 | 228,750 | 230,750 | 250,000 | 0 |
| \$275,001 - \$350,000 | 19.48% | 306,500 | 0 | 308,000 | 295,000 | 307,500 |
| \$350,001 - \$450,000 | 14.29% | 392,018 | 395,000 | 395,000 | 383,900 | 420,000 |
| \$450,001 and up | 9.09% | 529,950 | 530,000 | 520,500 | 622,800 | 460,000 |
| Median Sold Price | | 259,192 | 150,000 | 234,000 | 316,795 | 435,500 |
| Total Closed Units | 100% | 259,192 | 11 | 89 | 48 | 6 |
| Total Closed Volume | | 43,507,127 | 2.15M | 22.73M | 15.93M | 2.70M |

March 2022



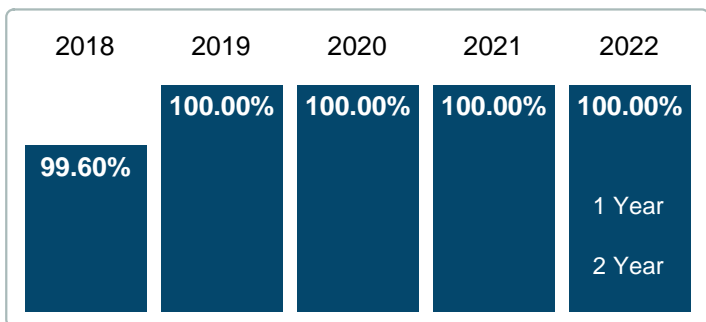
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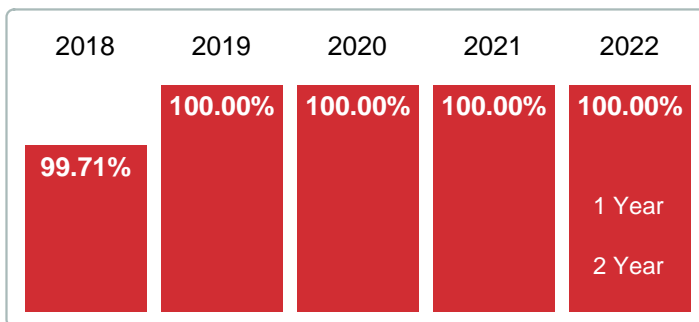
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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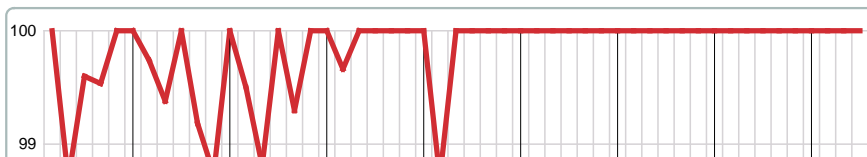
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 99.92%

High Mar 2022 100.00% Low Feb 2018 98.69%

Median Sold/List Ratio this month at 100.00% equal to 5 yr MAR average of 99.92%

- 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 | |
|--|----|------------|---------|----------|---------|---------|---------|-------|
| \$150,000 and less | 16 | 10.39% | 100.00% | 90.29% | 100.00% | 102.24% | 0.00% | |
| \$150,001 - \$175,000 | 9 | 5.84% | 100.00% | 0.00% | 100.00% | 103.40% | 0.00% | |
| \$175,001 - \$200,000 | 14 | 9.09% | 100.99% | 98.97% | 101.47% | 100.00% | 0.00% | |
| \$200,001 - \$275,000 | 49 | 31.82% | 100.00% | 101.66% | 100.00% | 100.00% | 0.00% | |
| \$275,001 - \$350,000 | 30 | 19.48% | 100.00% | 0.00% | 100.00% | 100.00% | 102.63% | |
| \$350,001 - \$450,000 | 22 | 14.29% | 100.00% | 100.00% | 100.02% | 100.00% | 102.46% | |
| \$450,001 and up | 14 | 9.09% | 100.00% | 101.05% | 100.00% | 98.86% | 100.54% | |
| Median Sold/List Ratio | | 100.00% | | 100.00% | 100.00% | 100.00% | 101.99% | |
| Total Closed Units | | 154 | 100% | 100.00% | 11 | 89 | 48 | 6 |
| Total Closed Volume | | 43,507,127 | | | 2.15M | 22.73M | 15.93M | 2.70M |

March 2022



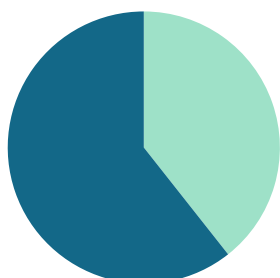
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2022 for MLS Technology Inc.

INVENTORY

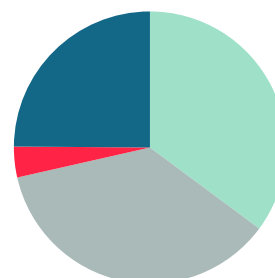


Inventory
 New Listings
161 = 39.36%
 Start Inventory
248
 Total Inventory Units
409
 Volume
\$128,171,710

Market Activity

Closed Sales
154 = 35.16%
 Pending Sales
159 = 36.30%
 Other Off Market
16 = 3.65%
 Active Inventory
109 = 24.89%

MARKET ACTIVITY



| Compared Metrics | March | | | Year to Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2021 | 2022 | +/-% | 2021 | 2022 | +/-% |
| Closed Sales | 146 | 154 | 5.48% | 357 | 414 | 15.97% |
| Pending Sales | 184 | 159 | -13.59% | 437 | 434 | -0.69% |
| New Listings | 201 | 161 | -19.90% | 436 | 414 | -5.05% |
| Median List Price | 242,783 | 255,000 | 5.03% | 218,000 | 255,000 | 16.97% |
| Median Sale Price | 241,289 | 259,192 | 7.42% | 218,000 | 261,000 | 19.72% |
| 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 | 4.50 | 4.00 | -11.11% | 6.00 | 6.00 | 0.00% |
| Monthly Inventory | 396 | 109 | -72.47% | 396 | 109 | -72.47% |
| Months Supply of Inventory | 2.86 | 0.67 | -76.63% | 2.86 | 0.67 | -76.63% |

Absorption: Last 12 months, an Average of **163** Sales/Month

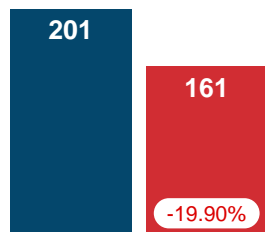
Inventory on March 31, 2022 = **109**

2021 **2022**

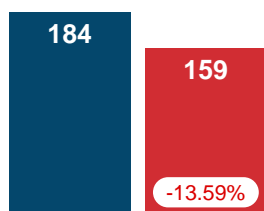
MARCH MARKET

MEDIAN PRICES

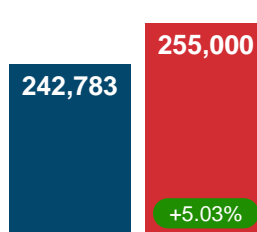
New Listings



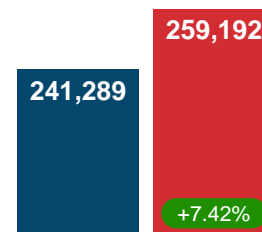
Pending Listings



List Price



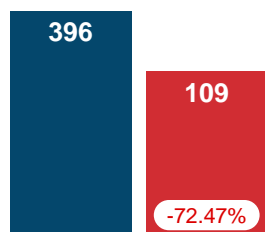
Sale Price



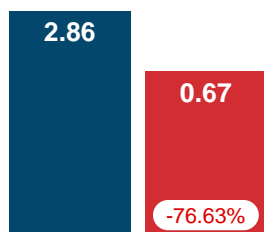
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

