

# September 2022



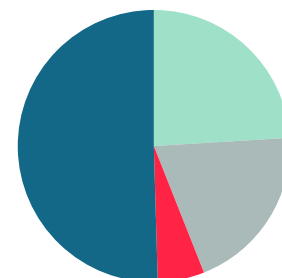
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2021	2022	+/-%
Closed Listings	140	130	-7.14%
Pending Listings	171	108	-36.84%
New Listings	193	150	-22.28%
Average List Price	278,411	295,146	6.01%
Average Sale Price	279,497	293,344	4.95%
Average Percent of Selling Price to List Price	100.60%	98.97%	-1.63%
Average Days on Market to Sale	15.12	14.20	-6.09%
End of Month Inventory	559	273	-51.16%
Months Supply of Inventory	3.67	1.85	-49.56%



■ Closed (24.03%)  
■ Pending (19.96%)  
■ Other OffMarket (5.55%)  
■ Active (50.46%)

**Absorption:** Last 12 months, an Average of **147** Sales/Month  
**Active Inventory** as of September 30, 2022 = **273**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2022 decreased **51.16%** to 273 existing homes available for sale. Over the last 12 months this area has had an average of 147 closed sales per month. This represents an unsold inventory index of **1.85** 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 **4.95%** in September 2022 to \$293,344 versus the previous year at \$279,497.

#### Average Days on Market Shortens

The average number of **14.20** days that homes spent on the market before selling decreased by 0.92 days or **6.09%** in September 2022 compared to last year's same month at **15.12** DOM.

#### Sales Success for September 2022 is Positive

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

There were 150 New Listings in September 2022, down **22.28%** from last year at 193. Furthermore, there were 130 Closed Listings this month versus last year at 140, a **-7.14%** decrease.

Closed versus Listed trends yielded a **86.7%** ratio, up from previous year's, September 2021, at **72.5%**, a **19.48%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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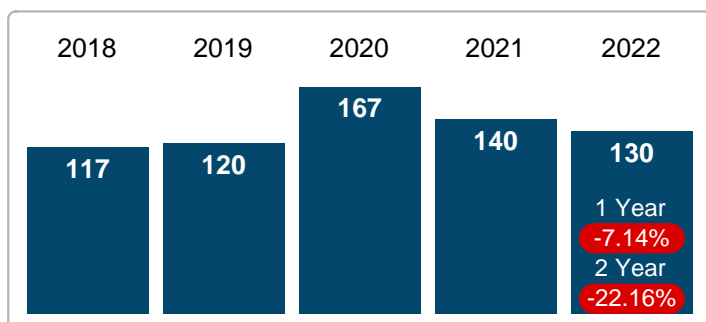
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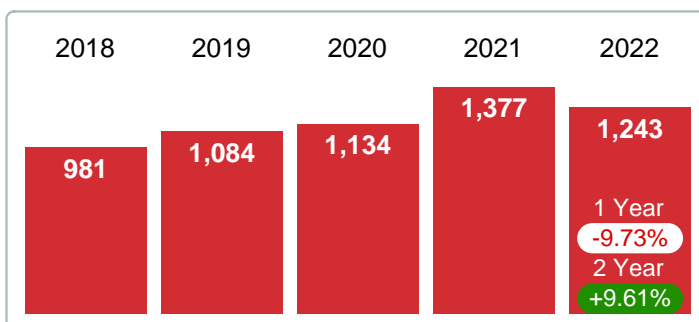
## CLOSED LISTINGS

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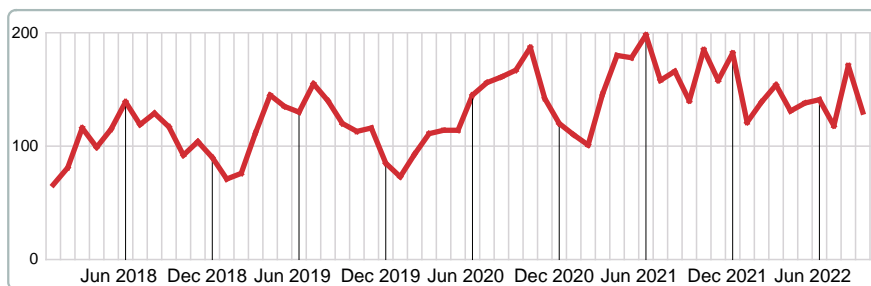
### SEPTEMBER



### YEAR TO DATE (YTD)

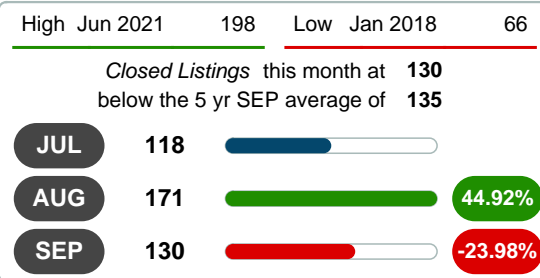


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 135



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	13	10.00%	25.7	5	6	2	0
\$150,001 - \$175,000	10	7.69%	13.9	1	9	0	0
\$175,001 - \$225,000	19	14.62%	12.2	0	16	3	0
\$225,001 - \$275,000	30	23.08%	14.0	0	21	9	0
\$275,001 - \$375,000	25	19.23%	15.8	0	13	10	2
\$375,001 - \$500,000	20	15.38%	12.0	0	11	8	1
\$500,001 and up	13	10.00%	6.7	0	2	9	2
<b>Total Closed Units</b>	<b>130</b>			<b>6</b>	<b>78</b>	<b>41</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>38,134,774</b>	<b>100%</b>	<b>14.2</b>	<b>539.00K</b>	<b>20.70M</b>	<b>14.57M</b>	<b>2.33M</b>
<b>Average Closed Price</b>	<b>\$293,344</b>			<b>\$89,833</b>	<b>\$265,409</b>	<b>\$355,337</b>	<b>\$465,018</b>

# September 2022



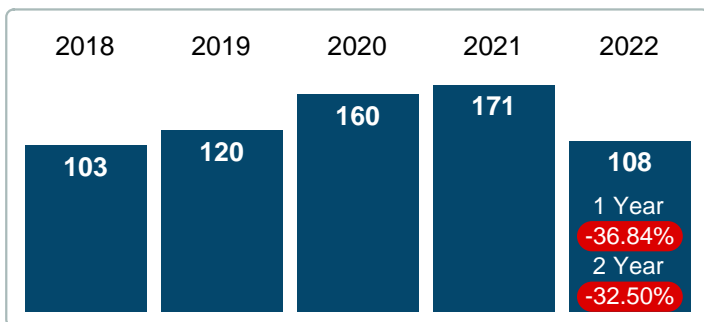
Area Delimited by County Of Wagoner - Residential Property Type



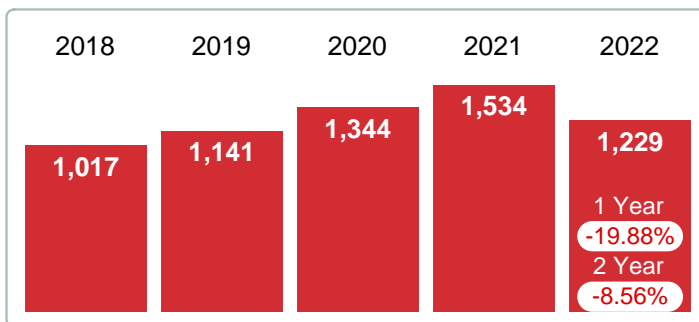
## PENDING LISTINGS

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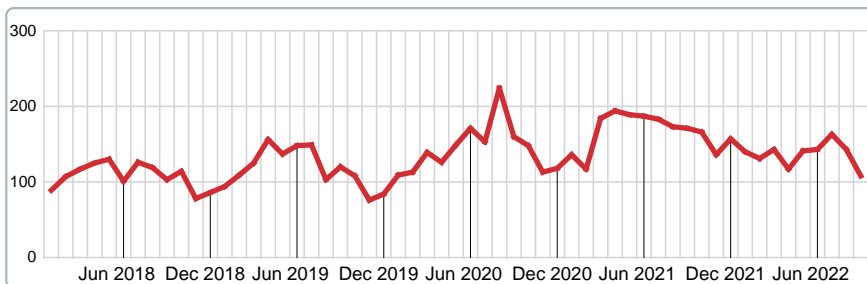
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

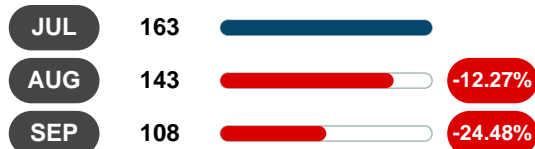


### 3 MONTHS

5 year SEP AVG = 132

High Aug 2020 224 Low Nov 2019 76

Pending Listings this month at **108**  
below the 5 yr SEP average of **132**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	5	4.63%	15.6	2	3	0	0
\$150,001 - \$200,000	16	14.81%	35.9	1	12	3	0
\$200,001 - \$225,000	10	9.26%	21.4	1	9	0	0
\$225,001 - \$275,000	29	26.85%	18.8	1	19	9	0
\$275,001 - \$325,000	19	17.59%	22.8	0	14	5	0
\$325,001 - \$475,000	17	15.74%	19.5	1	11	5	0
\$475,001 and up	12	11.11%	47.8	0	2	9	1
<b>Total Pending Units</b>	<b>108</b>			<b>6</b>	<b>70</b>	<b>31</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>33,228,814</b>	<b>100%</b>	<b>17.1</b>	<b>1.12M</b>	<b>18.83M</b>	<b>12.73M</b>	<b>545.00K</b>
<b>Average Listing Price</b>	<b>\$286,311</b>			<b>\$187,233</b>	<b>\$269,041</b>	<b>\$410,565</b>	<b>\$545,000</b>

# September 2022



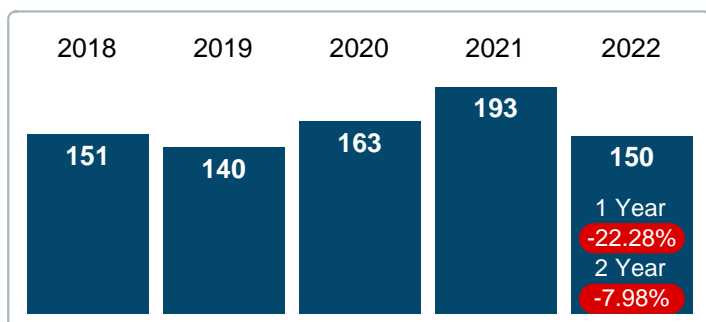
Area Delimited by County Of Wagoner - Residential Property Type



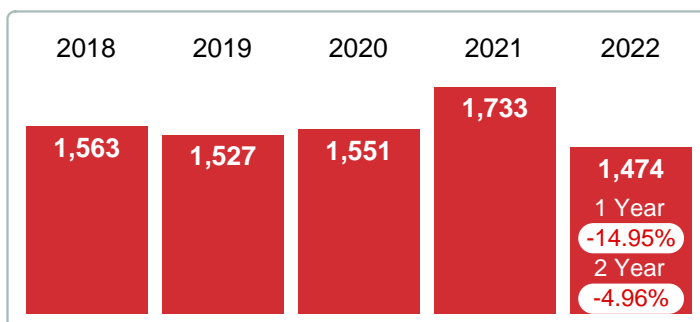
## NEW LISTINGS

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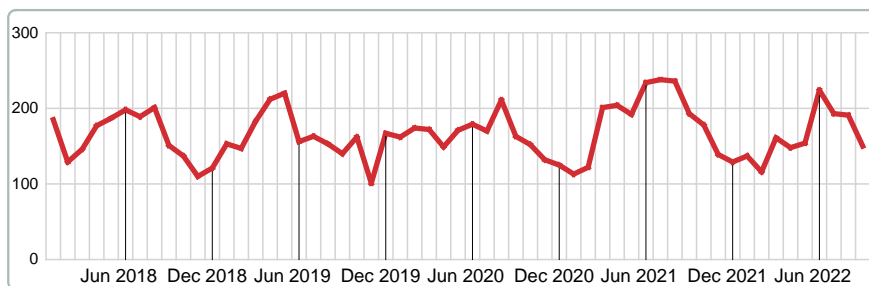
### SEPTEMBER



### YEAR TO DATE (YTD)

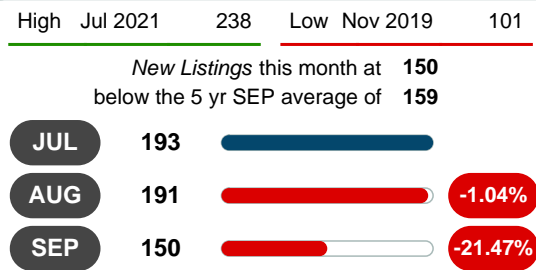


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 159



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	12	8.00%	8	4	0	0
\$125,001 - \$200,000	19	12.67%	4	14	1	0
\$200,001 - \$225,000	13	8.67%	1	11	1	0
\$225,001 - \$300,000	43	28.67%	1	32	9	1
\$300,001 - \$375,000	29	19.33%	1	16	11	1
\$375,001 - \$475,000	16	10.67%	1	9	4	2
\$475,001 and up	18	12.00%	0	5	9	4
<b>Total New Listed Units</b>	<b>150</b>		<b>16</b>	<b>91</b>	<b>35</b>	<b>8</b>
<b>Total New Listed Volume</b>	<b>43,823,638</b>	<b>100%</b>	<b>2.30M</b>	<b>25.15M</b>	<b>12.83M</b>	<b>3.55M</b>
<b>Average New Listed Listing Price</b>	<b>\$309,862</b>		<b>\$143,906</b>	<b>\$276,349</b>	<b>\$366,474</b>	<b>\$443,349</b>

# September 2022



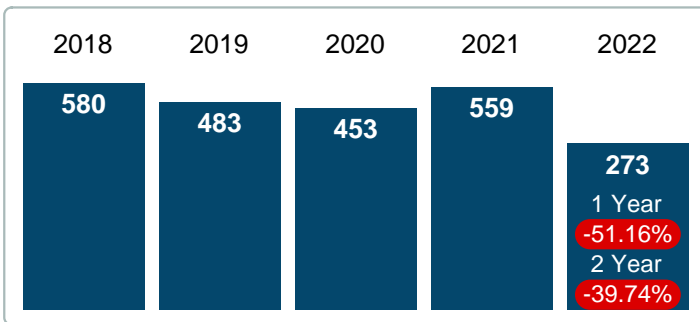
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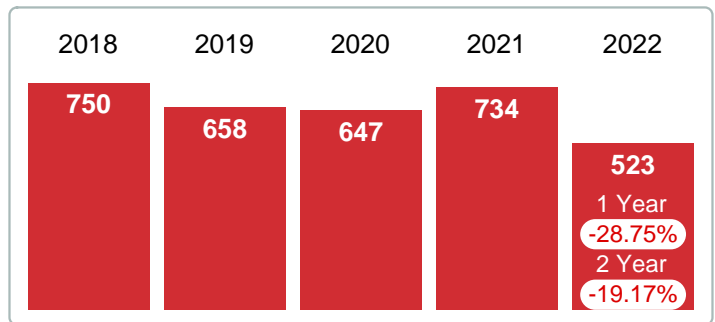
## ACTIVE INVENTORY

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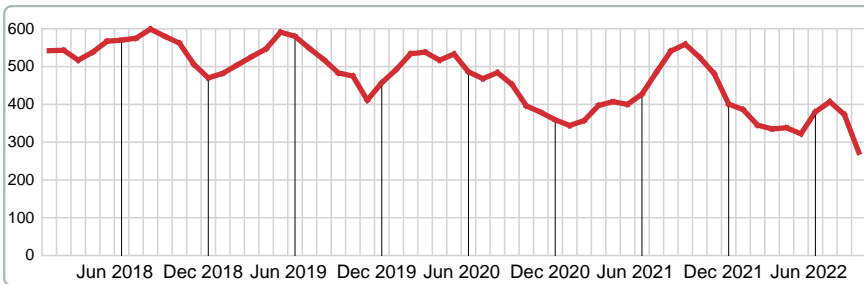
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

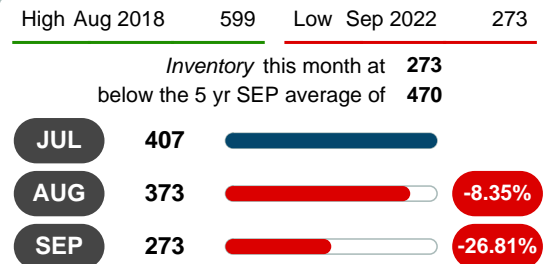


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 470



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	26	9.52%	52.5	12	13	0	1
\$150,001 - \$225,000	34	12.45%	45.3	4	24	6	0
\$225,001 - \$250,000	31	11.36%	37.1	0	24	6	1
\$250,001 - \$350,000	77	28.21%	55.8	0	46	27	4
\$350,001 - \$450,000	42	15.38%	56.3	1	18	22	1
\$450,001 - \$550,000	33	12.09%	69.2	0	9	20	4
\$550,001 and up	30	10.99%	86.7	0	10	10	10
Total Active Inventory by Units			273	17	144	91	21
Total Active Inventory by Volume			99,089,416	2.08M	46.36M	37.64M	13.01M
Average Active Inventory Listing Price			\$362,965	\$122,288	\$321,946	\$413,603	\$619,638

# September 2022



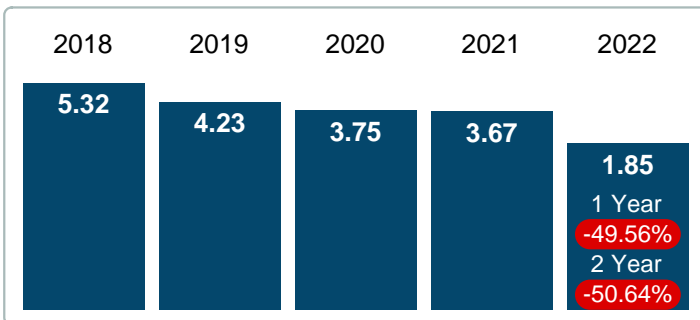
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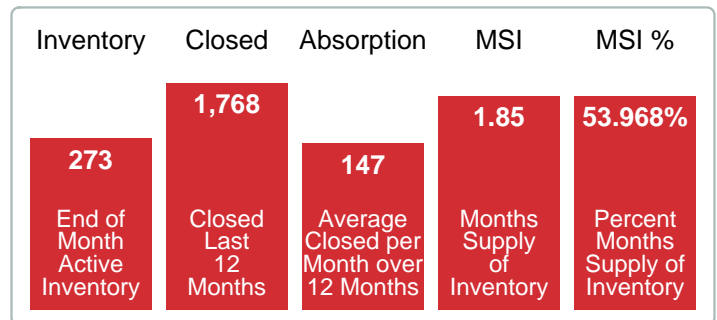
## MONTHS SUPPLY of INVENTORY (MSI)

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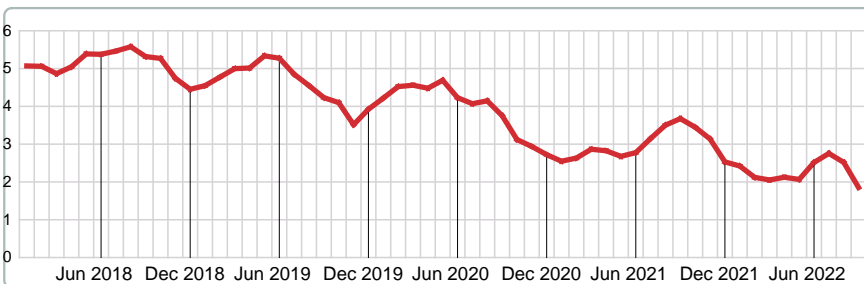
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2022

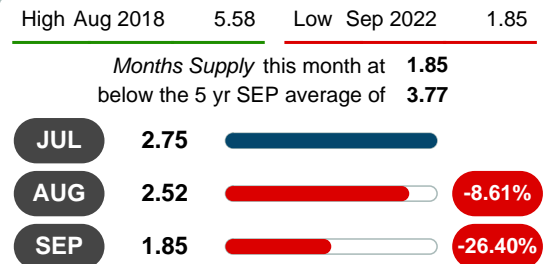


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 3.77



### 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
\$150,000 and less	26	9.52%	1.45	2.22	1.19	0.00	6.00
\$150,001 - \$225,000	34	12.45%	0.90	1.71	0.78	1.36	0.00
\$225,001 - \$250,000	31	11.36%	1.91	0.00	2.00	1.57	0.00
\$250,001 - \$350,000	77	28.21%	1.91	0.00	2.01	1.66	5.33
\$350,001 - \$450,000	42	15.38%	2.30	3.00	2.23	2.47	1.09
\$450,001 - \$550,000	33	12.09%	3.27	0.00	3.09	3.43	3.20
\$550,001 and up	30	10.99%	4.56	0.00	6.32	2.61	9.23
Market Supply of Inventory (MSI)			1.85	1.85	1.62	2.04	4.50
Total Active Inventory by Units		100%	1.85	17	144	91	21

# September 2022



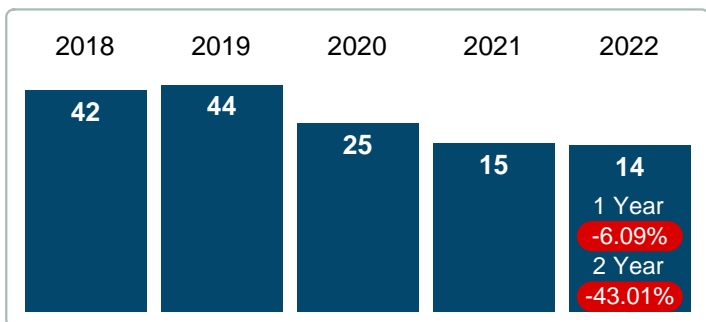
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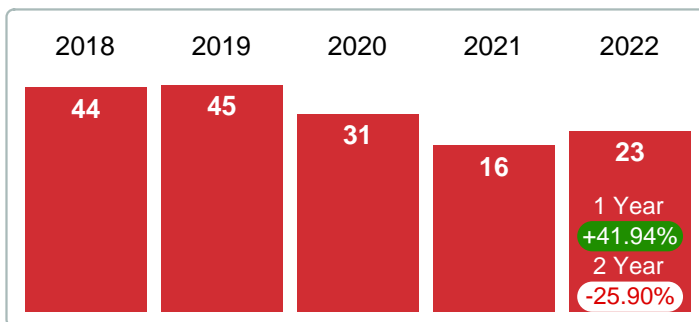
## AVERAGE DAYS ON MARKET TO SALE

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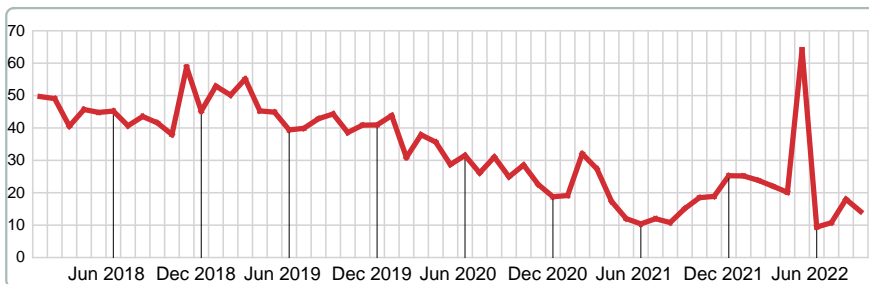
### SEPTEMBER



### YEAR TO DATE (YTD)

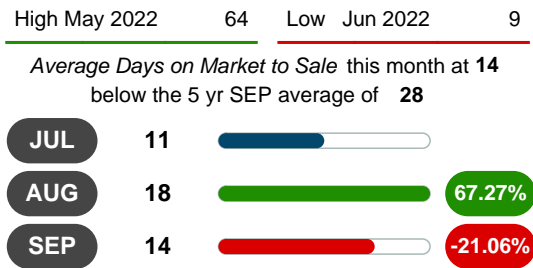


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 28



### 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
\$150,000 and less	10.00%	26	31	29	3	0
\$150,001 - \$175,000	7.69%	14	8	15	0	0
\$175,001 - \$225,000	14.62%	12	0	14	5	0
\$225,001 - \$275,000	23.08%	14	0	15	12	0
\$275,001 - \$375,000	19.23%	16	0	20	10	17
\$375,001 - \$500,000	15.38%	12	0	11	11	31
\$500,001 and up	10.00%	7	0	13	6	6
<b>Average Closed DOM</b>		<b>14</b>	<b>28</b>	<b>16</b>	<b>9</b>	<b>15</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>14</b>	<b>6</b>	<b>78</b>	<b>41</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>38,134,774</b>	<b>539.00K</b>	<b>20.70M</b>	<b>14.57M</b>	<b>2.33M</b>

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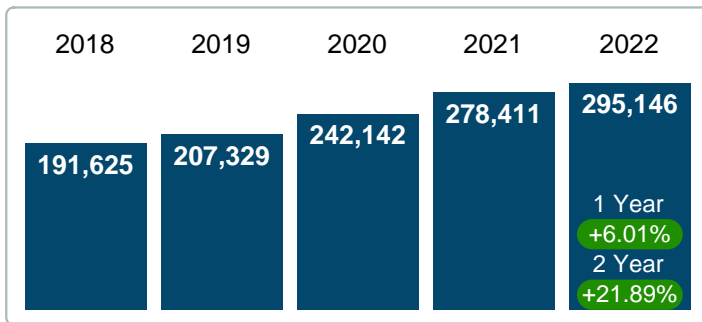
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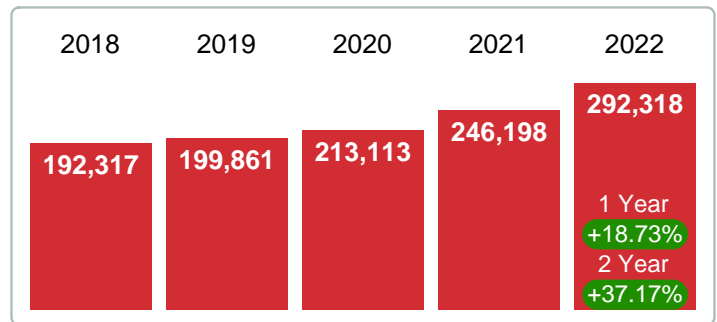
## AVERAGE LIST PRICE AT CLOSING

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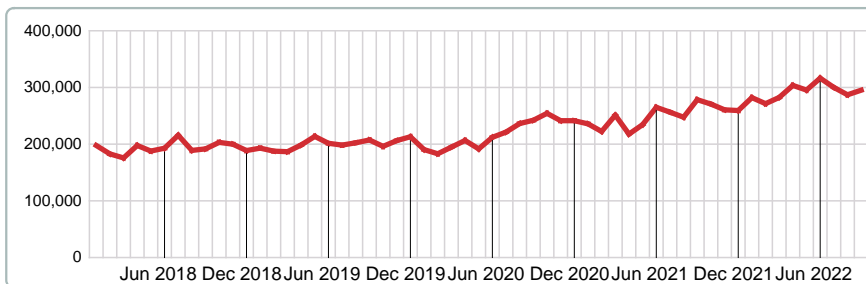
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

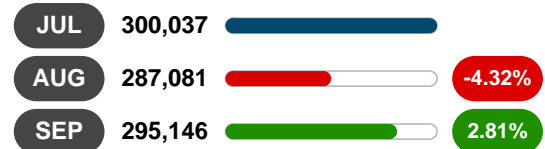


### 3 MONTHS

5 year SEP AVG = 242,931

High Jun 2022 316,385 Low Mar 2018 175,693

Average List Price at Closing this month at **295,146**  
above the 5 yr SEP average of **242,931**



### 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		
\$150,000 and less	13	10.00%	99,046	79,980	111,617	109,000	0	
\$150,001 - \$175,000	8	6.15%	165,850	170,000	169,533	0	0	
\$175,001 - \$225,000	20	15.38%	198,640	0	202,498	199,300	0	
\$225,001 - \$275,000	30	23.08%	247,840	0	249,575	248,896	0	
\$275,001 - \$375,000	26	20.00%	318,820	0	327,417	319,400	279,450	
\$375,001 - \$500,000	22	16.92%	434,390	0	433,194	417,688	475,000	
\$500,001 and up	11	8.46%	590,975	0	564,388	558,544	660,000	
<b>Average List Price</b>		<b>295,146</b>		<b>94,983</b>	<b>267,011</b>	<b>356,545</b>	<b>470,780</b>	
<b>Total Closed Units</b>		<b>130</b>	<b>100%</b>	<b>295,146</b>	<b>6</b>	<b>78</b>	<b>41</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>38,369,032</b>			<b>569.90K</b>	<b>20.83M</b>	<b>14.62M</b>	<b>2.35M</b>



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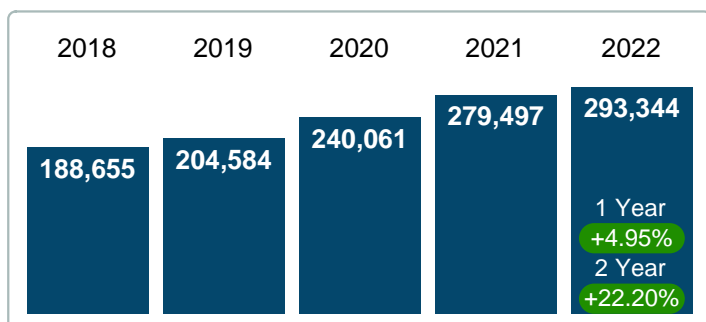
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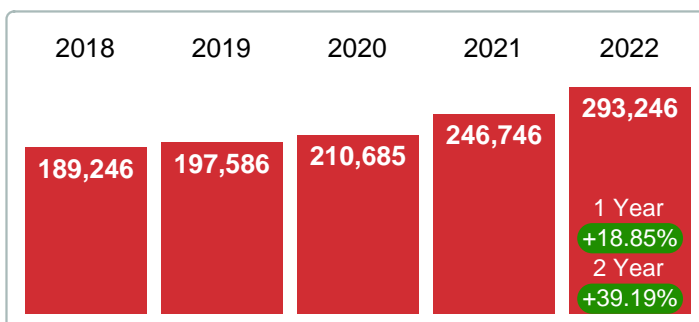
## AVERAGE SOLD PRICE AT CLOSING

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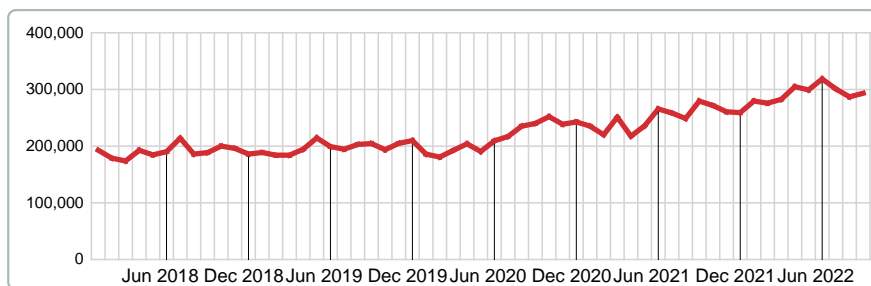
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

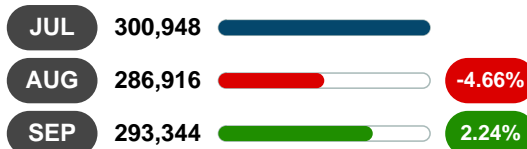


### 3 MONTHS

5 year SEP AVG = 241,228

High Jun 2022 318,509 Low Mar 2018 173,837

Average Sold Price at Closing this month at **293,344** above the 5 yr SEP average of **241,228**



### 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
\$150,000 and less	10.00%	94,596	74,800	105,000	112,875	0
\$150,001 - \$175,000	7.69%	165,900	165,000	166,000	0	0
\$175,001 - \$225,000	14.62%	201,108	0	201,129	201,000	0
\$225,001 - \$275,000	23.08%	247,355	0	247,071	248,018	0
\$275,001 - \$375,000	19.23%	316,301	0	325,810	311,000	281,000
\$375,001 - \$500,000	15.38%	431,528	0	436,337	420,731	465,000
\$500,001 and up	10.00%	574,325	0	568,039	559,117	649,046
<b>Average Sold Price</b>		<b>293,344</b>	<b>89,833</b>	<b>265,409</b>	<b>355,337</b>	<b>465,018</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>293,344</b>	<b>6</b>	<b>78</b>	<b>41</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>38,134,774</b>	<b>539.00K</b>	<b>20.70M</b>	<b>14.57M</b>	<b>2.33M</b>

# September 2022



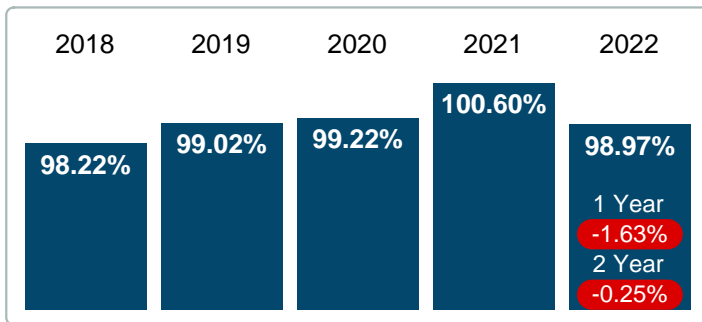
Area Delimited by County Of Wagoner - Residential Property Type



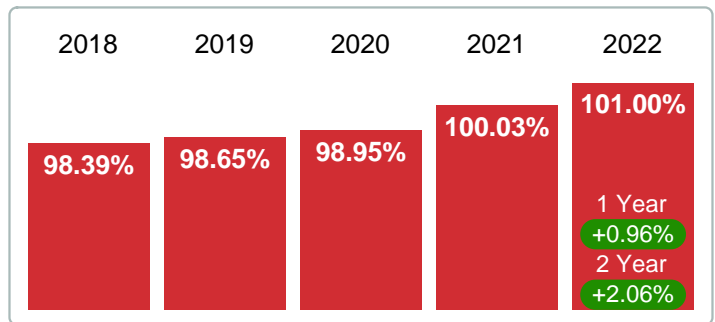
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

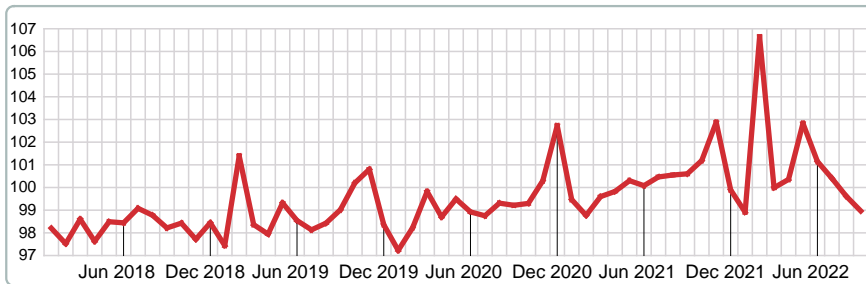
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

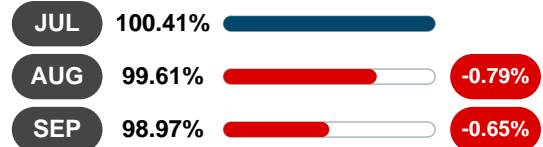


### 3 MONTHS

5 year SEP AVG = 99.20%

High Feb 2022 106.65% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **98.97%** equal to 5 yr SEP average of **99.20%**



## 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
\$150,000 and less	13	10.00%	93.58%	90.76%	92.61%	103.56%	0.00%
\$150,001 - \$175,000	10	7.69%	98.05%	97.06%	98.16%	0.00%	0.00%
\$175,001 - \$225,000	19	14.62%	99.76%	0.00%	99.54%	100.96%	0.00%
\$225,001 - \$275,000	30	23.08%	99.26%	0.00%	99.07%	99.71%	0.00%
\$275,001 - \$375,000	25	19.23%	98.90%	0.00%	99.66%	97.59%	100.55%
\$375,001 - \$500,000	20	15.38%	100.61%	0.00%	100.70%	100.81%	97.89%
\$500,001 and up	13	10.00%	100.81%	0.00%	101.41%	101.04%	99.17%
Average Sold/List Ratio		99.00%		91.81%	98.95%	99.98%	99.47%
Total Closed Units	130	100%	99.00%	6	78	41	5
Total Closed Volume	38,134,774			539.00K	20.70M	14.57M	2.33M

# September 2022



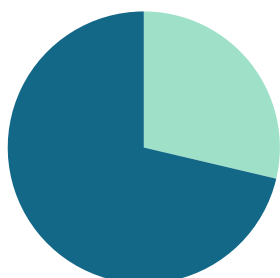
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

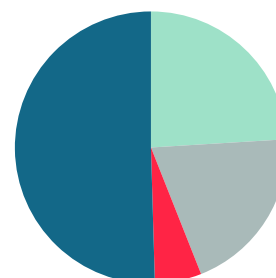


**Inventory**  
 New Listings  
**150 = 28.68%**  
 Start Inventory  
**373**  
 Total Inventory Units  
**523**  
 Volume  
**\$175,349,426**

### Market Activity

Closed Sales  
**130 = 24.03%**  
 Pending Sales  
**108 = 19.96%**  
 Other Off Market  
**30 = 5.55%**  
 Active Inventory  
**273 = 50.46%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	140	130	-7.14%	1,377	1,243	-9.73%
Pending Sales	171	108	-36.84%	1,534	1,229	-19.88%
New Listings	193	150	-22.28%	1,733	1,474	-14.95%
Average List Price	278,411	295,146	6.01%	246,198	292,318	18.73%
Average Sale Price	279,497	293,344	4.95%	246,746	293,246	18.85%
Average Percent of Selling Price to List Price	100.60%	98.97%	-1.63%	100.03%	101.00%	0.96%
Average Days on Market to Sale	15.12	14.20	-6.09%	16.30	23.14	41.94%
Monthly Inventory	559	273	-51.16%	559	273	-51.16%
Months Supply of Inventory	3.67	1.85	-49.56%	3.67	1.85	-49.56%

**Absorption:** Last 12 months, an Average of **147** Sales/Month

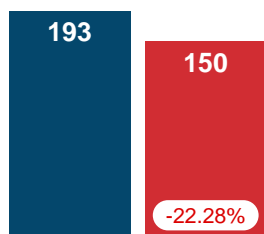
**Inventory** on September 30, 2022 = **273**

**2021** **2022**

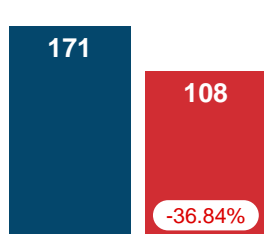
### SEPTEMBER MARKET

### AVERAGE PRICES

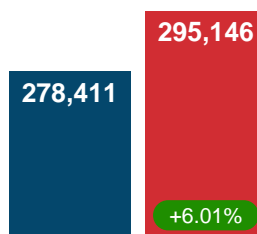
#### New Listings



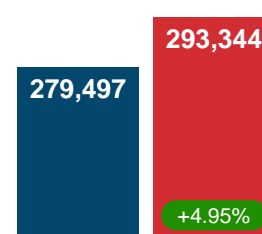
#### Pending Listings



#### List Price



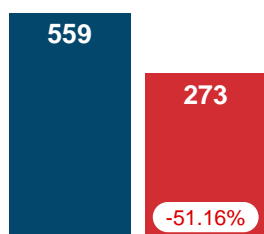
#### Sale Price



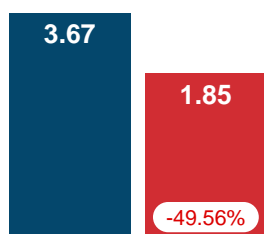
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

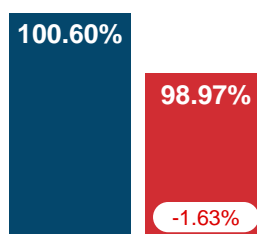
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

