

February 2023



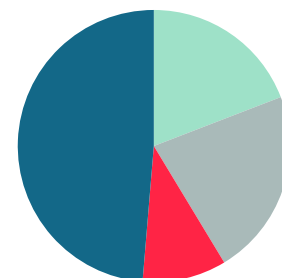
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 13, 2023 for MLS Technology Inc.

Compared Metrics	February		+/-%
	2022	2023	
Closed Listings	139	94	-32.37%
Pending Listings	131	109	-16.79%
New Listings	116	142	22.41%
Average List Price	271,415	305,985	12.74%
Average Sale Price	275,777	306,197	11.03%
Average Percent of Selling Price to List Price	106.65%	100.95%	-5.34%
Average Days on Market to Sale	23.86	38.16	59.96%
End of Month Inventory	351	239	-31.91%
Months Supply of Inventory	2.16	1.96	-9.01%



■ Closed (19.14%)
■ Pending (22.20%)
■ Other OffMarket (9.98%)
■ Active (48.68%)

Absorption: Last 12 months, an Average of **122** Sales/Month
Active Inventory as of February 28, 2023 = **239**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2023 decreased **31.91%** to 239 existing homes available for sale. Over the last 12 months this area has had an average of 122 closed sales per month. This represents an unsold inventory index of **1.96** 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 **11.03%** in February 2023 to \$306,197 versus the previous year at \$275,777.

Average Days on Market Lengthens

The average number of **38.16** days that homes spent on the market before selling increased by 14.30 days or **59.96%** in February 2023 compared to last year's same month at **23.86** DOM.

Sales Success for February 2023 is Positive

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

There were 142 New Listings in February 2023, up **22.41%** from last year at 116. Furthermore, there were 94 Closed Listings this month versus last year at 139, a **-32.37%** decrease.

Closed versus Listed trends yielded a **66.2%** ratio, down from previous year's, February 2022, at **119.8%**, a **44.76%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

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

Identify a Professional to Manage the Procedure

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

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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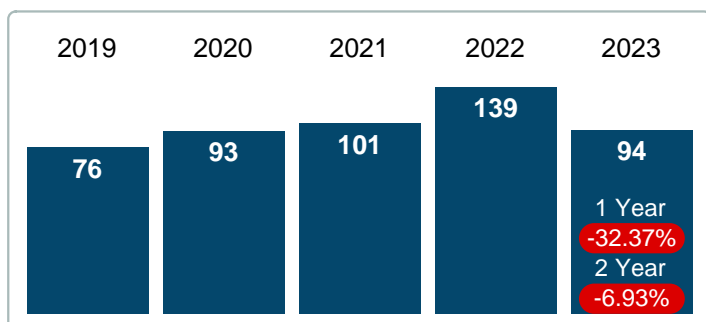
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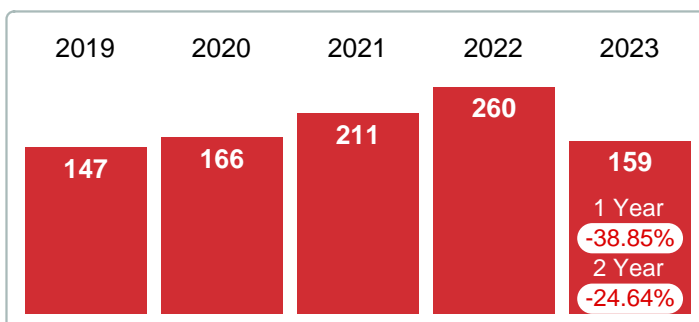
CLOSED LISTINGS

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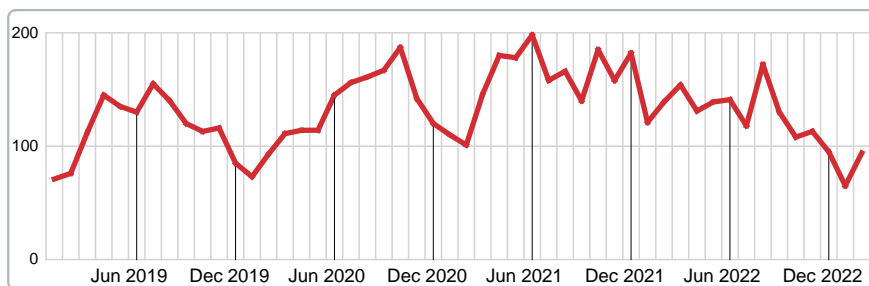
FEBRUARY



YEAR TO DATE (YTD)

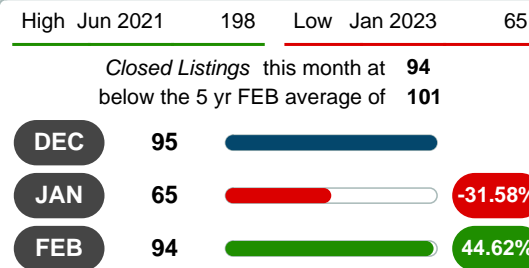


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 101



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	4	4.26%	34.0	0	3	1	0
\$150,001 - \$200,000	14	14.89%	36.4	2	12	0	0
\$200,001 - \$225,000	12	12.77%	28.8	0	8	3	1
\$225,001 - \$300,000	29	30.85%	24.2	0	19	10	0
\$300,001 - \$350,000	12	12.77%	56.5	0	10	2	0
\$350,001 - \$475,000	11	11.70%	67.3	0	5	5	1
\$475,001 and up	12	12.77%	39.8	0	5	7	0
Total Closed Units	94			2	62	28	2
Total Closed Volume	28,782,478	100%	38.2	339.00K	17.14M	10.65M	656.99K
Average Closed Price	\$306,197			\$169,500	\$276,442	\$380,252	\$328,495

February 2023



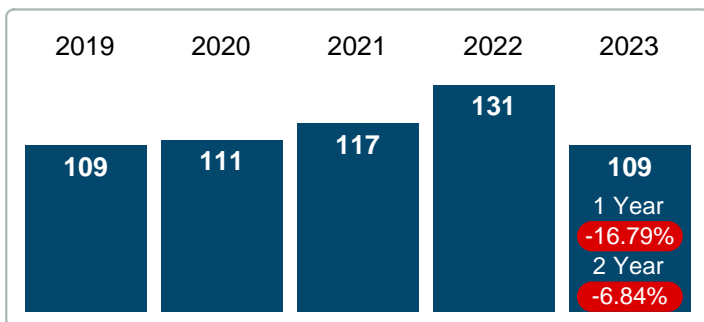
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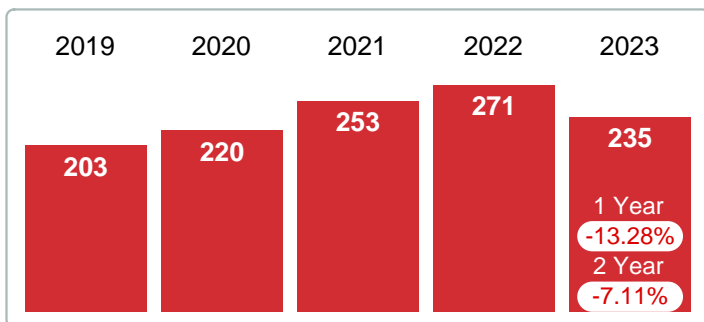
PENDING LISTINGS

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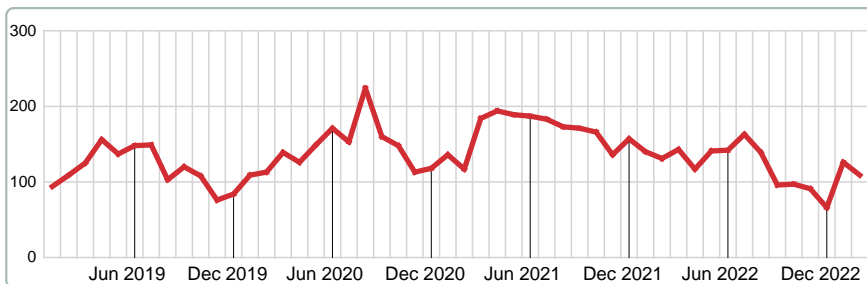
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 115

High Aug 2020 224 Low Dec 2022 66

Pending Listings this month at 109
below the 5 yr FEB average of 115



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	10	9.17%	33.9	3	5	2	0
\$150,001 - \$200,000	13	11.93%	57.8	1	10	2	0
\$200,001 - \$225,000	15	13.76%	45.3	0	12	3	0
\$225,001 - \$275,000	28	25.69%	53.0	0	24	4	0
\$275,001 - \$325,000	12	11.01%	13.2	0	10	2	0
\$325,001 - \$375,000	15	13.76%	73.1	0	8	7	0
\$375,001 and up	16	14.68%	98.9	0	5	10	1
Total Pending Units	109			4	74	30	1
Total Pending Volume	30,041,423	100%	14.5	388.50K	18.55M	10.49M	614.90K
Average Listing Price	\$288,374			\$97,125	\$250,654	\$349,653	\$614,900

February 2023



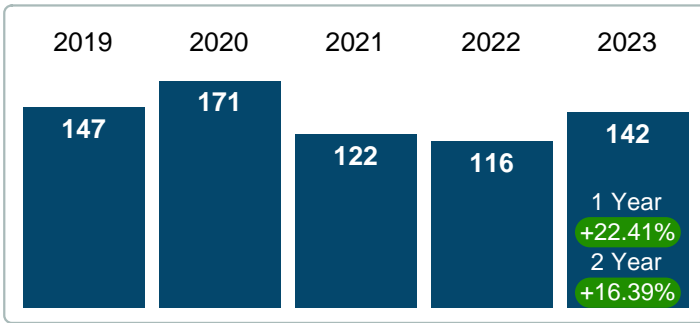
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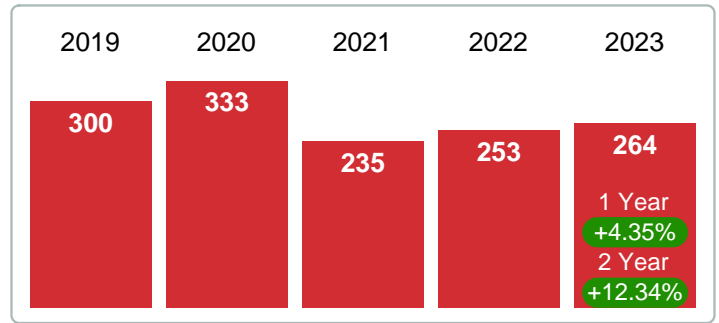
NEW LISTINGS

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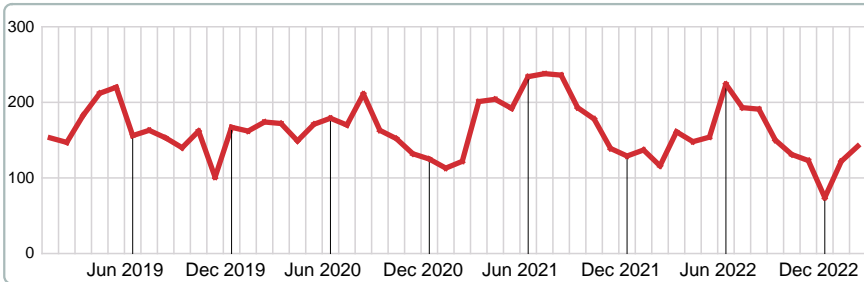
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

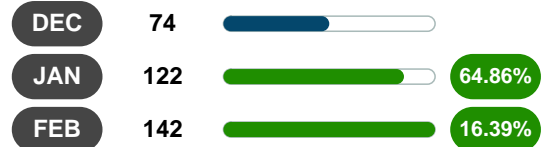


3 MONTHS

5 year FEB AVG = 140

High Jul 2021 238 Low Dec 2022 74

New Listings this month at **142**
above the 5 yr FEB average of **140**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	14	9.86%	6	7	1	0
\$150,001 - \$200,000	8	5.63%	1	6	1	0
\$200,001 - \$250,000	28	19.72%	0	22	6	0
\$250,001 - \$325,000	34	23.94%	1	19	14	0
\$325,001 - \$400,000	25	17.61%	0	9	16	0
\$400,001 - \$525,000	18	12.68%	1	6	11	0
\$525,001 and up	15	10.56%	1	3	10	1
Total New Listed Units	142		10	72	59	1
Total New Listed Volume	49,690,308	100%	1.88M	22.10M	24.96M	750.00K
Average New Listed Listing Price	\$269,228		\$187,609	\$306,952	\$423,113	\$750,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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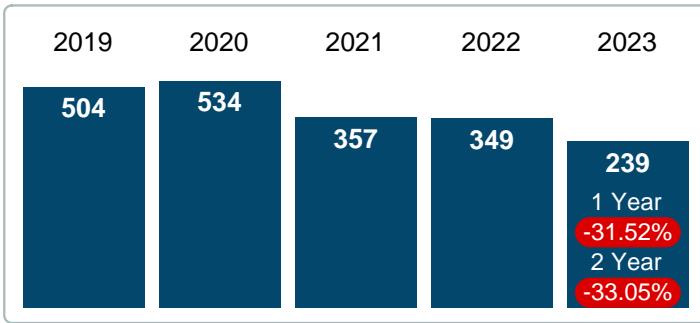
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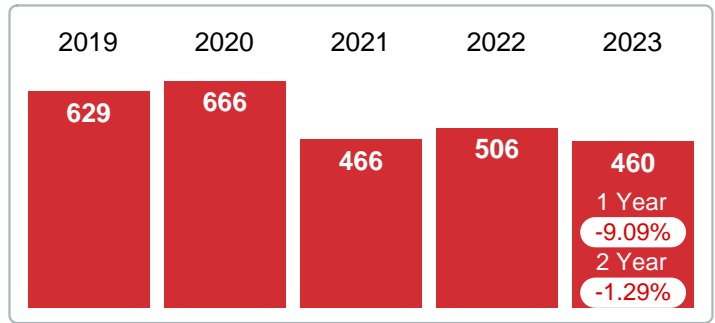
ACTIVE INVENTORY

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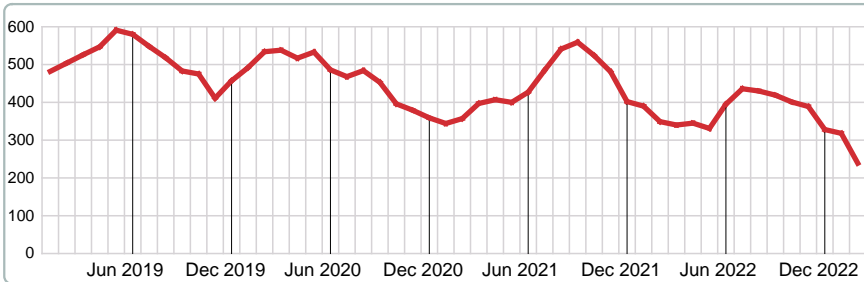
END OF FEBRUARY



ACTIVE DURING FEBRUARY

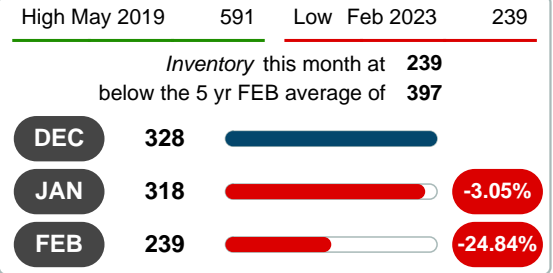


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 397



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	15	6.28%	68.5	9	4	1	1
\$125,001 - \$200,000	25	10.46%	76.8	2	18	5	0
\$200,001 - \$300,000	47	19.67%	66.3	1	35	9	2
\$300,001 - \$400,000	57	23.85%	69.0	1	28	28	0
\$400,001 - \$475,000	32	13.39%	72.3	2	19	10	1
\$475,001 - \$575,000	34	14.23%	101.9	0	9	22	3
\$575,001 and up	29	12.13%	58.8	1	5	16	7
Total Active Inventory by Units	239			16	118	91	14
Total Active Inventory by Volume	92,792,812	100%	73.1	2.89M	39.73M	41.64M	8.53M
Average Active Inventory Listing Price	\$388,254			\$180,881	\$336,700	\$457,583	\$609,150

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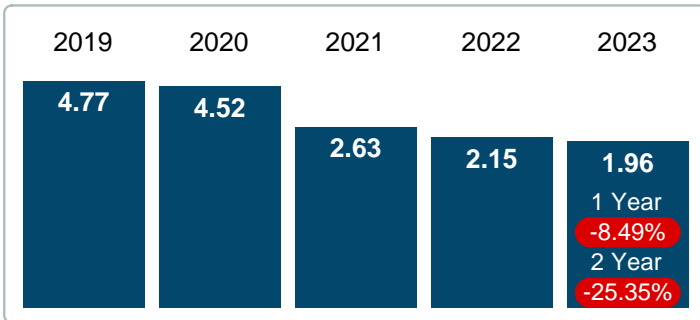
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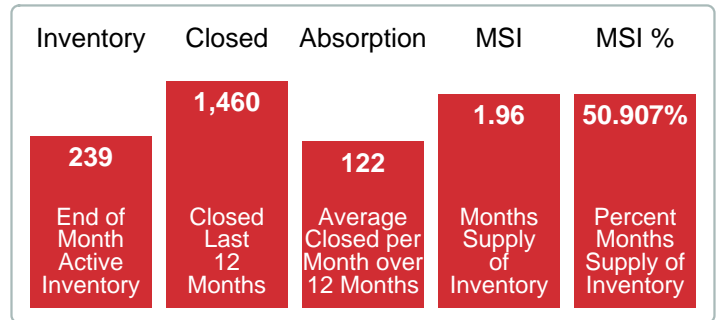
MONTHS SUPPLY of INVENTORY (MSI)

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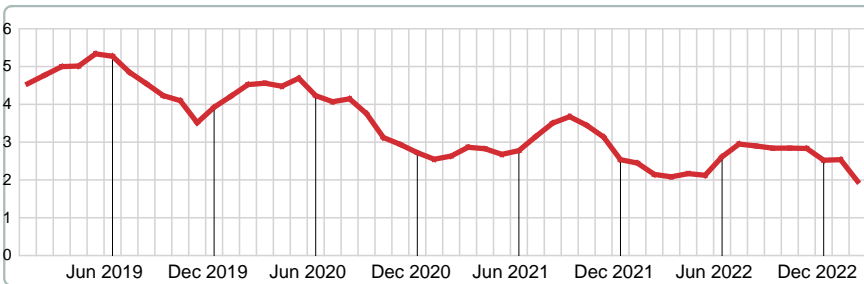
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2023

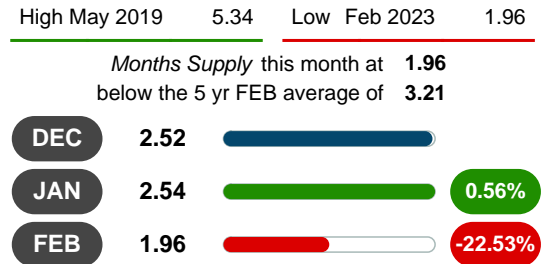


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3.21



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
\$125,000 and less	15	6.28%	1.55	2.16	0.84	1.33	0.00
\$125,001 - \$200,000	25	10.46%	1.24	0.96	1.16	2.22	0.00
\$200,001 - \$300,000	47	19.67%	0.99	1.09	1.00	0.83	3.43
\$300,001 - \$400,000	57	23.85%	2.51	3.00	2.17	3.11	0.00
\$400,001 - \$475,000	32	13.39%	4.00	0.00	5.30	2.67	1.50
\$475,001 - \$575,000	34	14.23%	4.04	0.00	4.91	3.67	6.00
\$575,001 and up	29	12.13%	5.44	12.00	4.29	4.92	8.40
Market Supply of Inventory (MSI)			1.96	2.09	1.57	2.54	4.42
Total Active Inventory by Units		100%	1.96	16	118	91	14

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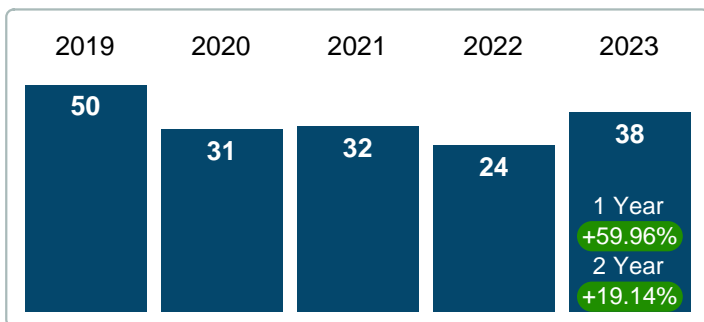
Area Delimited by County Of Wagoner - Residential Property Type



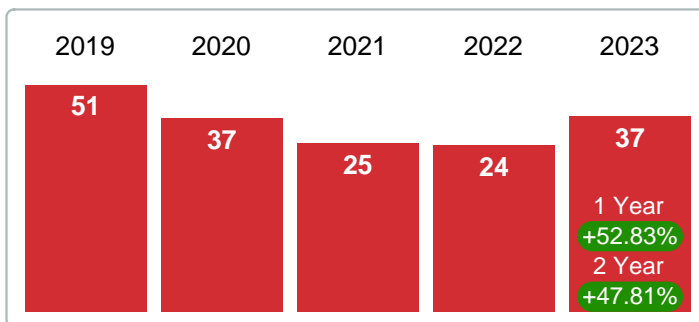
AVERAGE DAYS ON MARKET TO SALE

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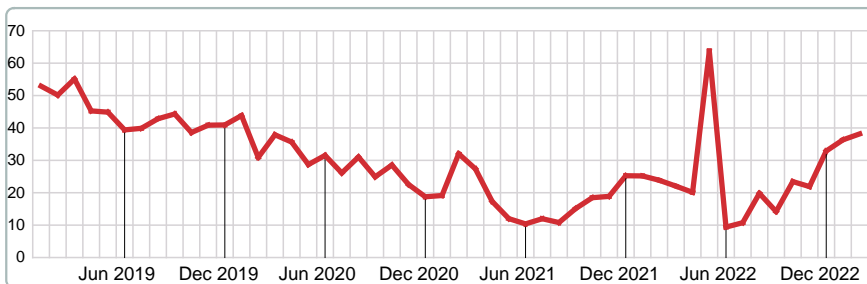
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

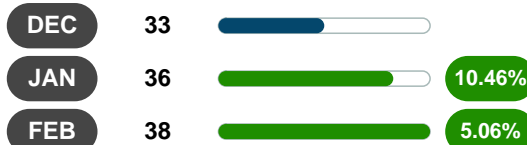


3 MONTHS

5 year FEB AVG = 35

High May 2022 64 Low Jun 2022 9

Average Days on Market to Sale this month at 38 above the 5 yr FEB average of 35



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	4.26%	34	0	43	6	0
\$150,001 - \$200,000	14.89%	36	26	38	0	0
\$200,001 - \$225,000	12.77%	29	0	16	36	108
\$225,001 - \$300,000	30.85%	24	0	19	34	0
\$300,001 - \$350,000	12.77%	57	0	60	41	0
\$350,001 - \$475,000	11.70%	67	0	72	57	93
\$475,001 and up	12.77%	40	0	2	67	0
Average Closed DOM		38				
Total Closed Units	100%	94	2	62	28	2
Total Closed Volume		28,782,478	339.00K	17.14M	10.65M	656.99K

February 2023



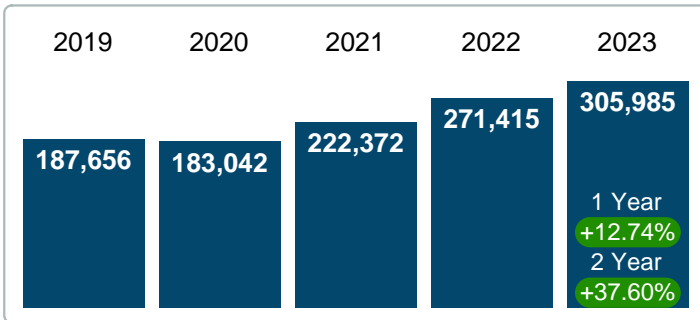
Area Delimited by County Of Wagoner - Residential Property Type



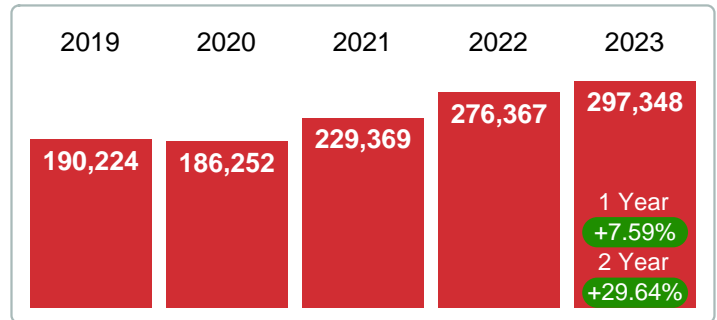
AVERAGE LIST PRICE AT CLOSING

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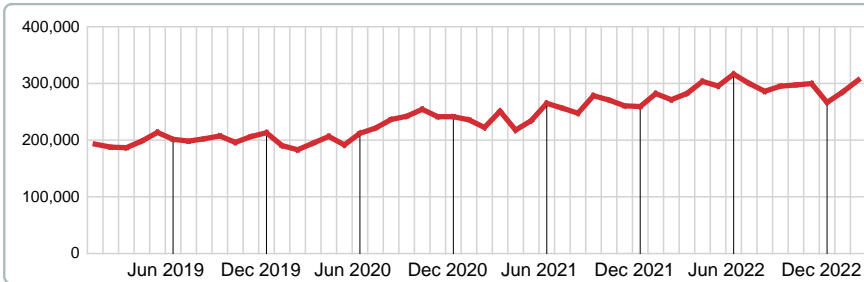
FEBRUARY



YEAR TO DATE (YTD)

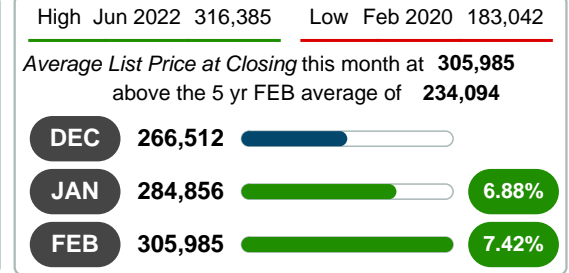


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 234,094



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 5	5.32%	128,380	0	146,633	127,000	0
\$150,001 - \$200,000 13	13.83%	183,831	172,450	179,158	0	0
\$200,001 - \$225,000 10	10.64%	216,330	0	211,788	224,167	240,000
\$225,001 - \$300,000 31	32.98%	264,448	0	268,019	264,102	0
\$300,001 - \$350,000 11	11.70%	330,808	0	335,989	317,500	0
\$350,001 - \$475,000 14	14.89%	410,270	0	390,140	418,100	429,990
\$475,001 and up 10	10.64%	598,707	0	494,923	631,434	0
Average List Price		305,985	172,450	276,801	378,074	334,995
Total Closed Units		94	2	62	28	2
Total Closed Volume		28,762,622	344.90K	17.16M	10.59M	669.99K

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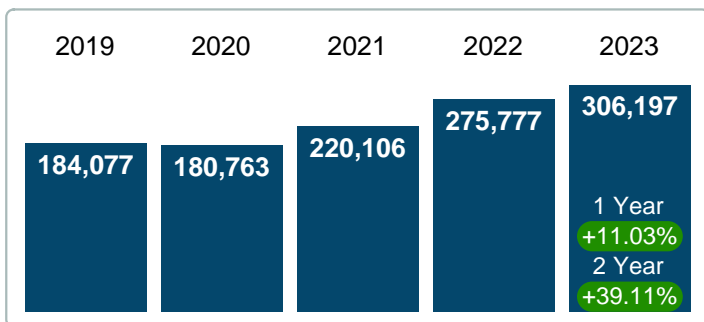
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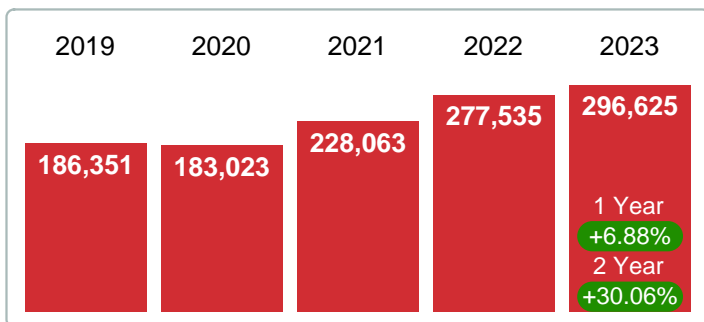
AVERAGE SOLD PRICE AT CLOSING

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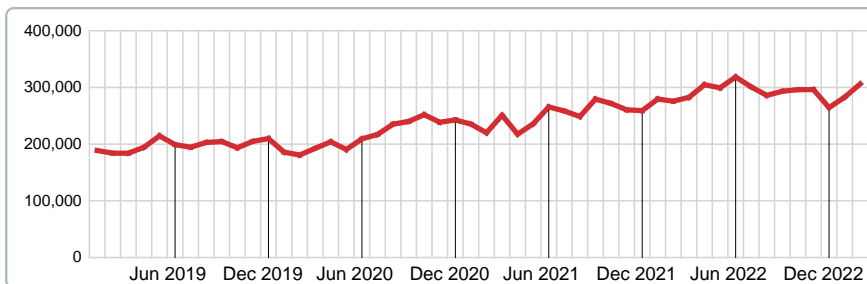
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

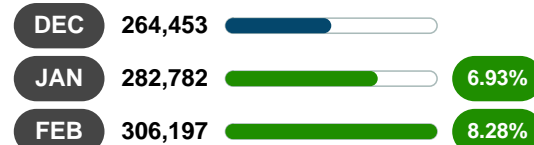


3 MONTHS

5 year FEB AVG = 233,384

High Jun 2022 318,509 Low Feb 2020 180,763

Average Sold Price at Closing this month at **306,197** above the 5 yr FEB average of **233,384**



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	4.26%	136,350	0	134,300	142,500	0
\$150,001 - \$200,000	14.89%	182,750	169,500	184,958	0	0
\$200,001 - \$225,000	12.77%	215,050	0	212,575	218,333	225,000
\$225,001 - \$300,000	30.85%	263,517	0	264,170	262,275	0
\$300,001 - \$350,000	12.77%	328,133	0	328,859	324,500	0
\$350,001 - \$475,000	11.70%	402,081	0	382,180	416,000	431,990
\$475,001 and up	12.77%	591,293	0	519,541	642,544	0
Average Sold Price		306,197	169,500	276,442	380,252	328,495
Total Closed Units	100%	306,197	2	62	28	2
Total Closed Volume		28,782,478	339.00K	17.14M	10.65M	656.99K

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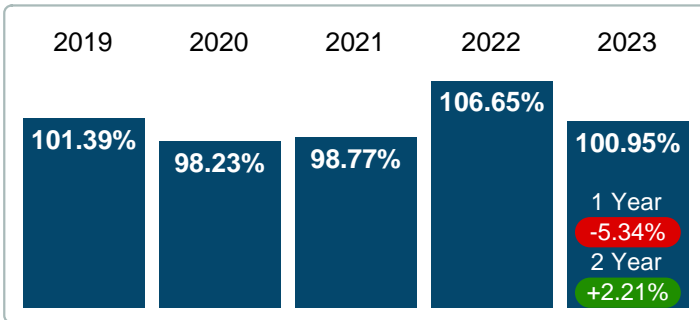
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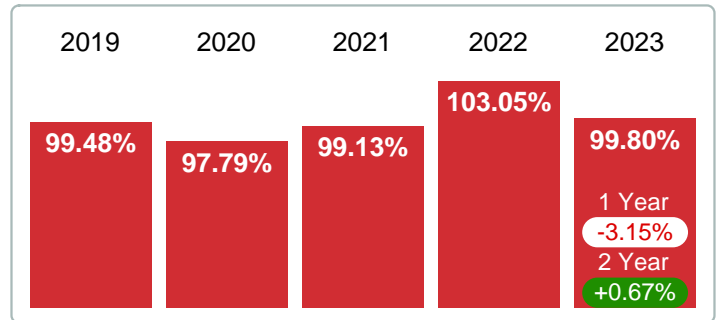
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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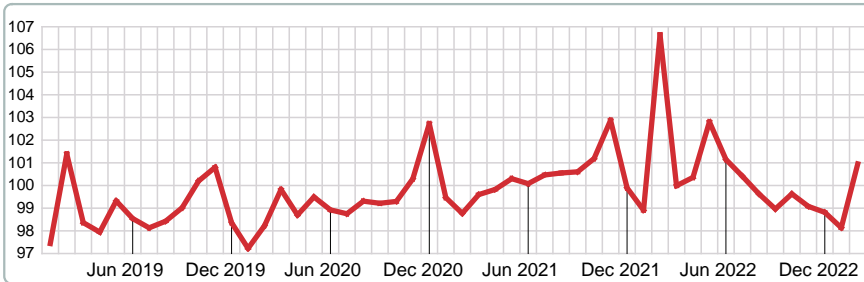
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

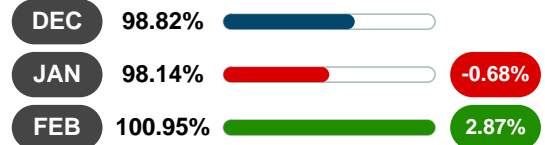


3 MONTHS

5 year FEB AVG = 101.20%

High Feb 2022 106.65% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **100.95%** equal to 5 yr FEB average of **101.20%**



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	4	4.26%	96.67%	0.00%	91.49%	112.20%	0.00%
\$150,001 - \$200,000	14	14.89%	109.78%	98.54%	111.66%	0.00%	0.00%
\$200,001 - \$225,000	12	12.77%	99.16%	0.00%	100.51%	97.38%	93.75%
\$225,001 - \$300,000	29	30.85%	98.87%	0.00%	98.64%	99.33%	0.00%
\$300,001 - \$350,000	12	12.77%	98.63%	0.00%	97.92%	102.16%	0.00%
\$350,001 - \$475,000	11	11.70%	99.11%	0.00%	98.31%	99.65%	100.47%
\$475,001 and up	12	12.77%	102.90%	0.00%	105.04%	101.38%	0.00%
Average Sold/List Ratio		101.00%		98.54%	101.43%	100.35%	97.11%
Total Closed Units		94	100%	2	62	28	2
Total Closed Volume		28,782,478		339.00K	17.14M	10.65M	656.99K

February 2023



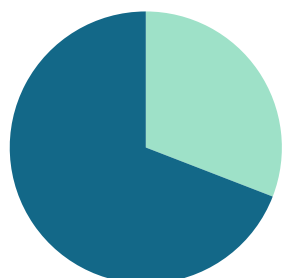
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Mar 13, 2023 for MLS Technology Inc.

INVENTORY

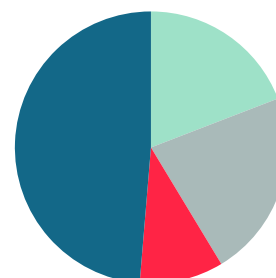


Inventory
 New Listings
142 = 30.87%
 Start Inventory
318
 Total Inventory Units
460
 Volume
\$163,895,883

Market Activity

Closed Sales
94 = 19.14%
 Pending Sales
109 = 22.20%
 Other Off Market
49 = 9.98%
 Active Inventory
239 = 48.68%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	139	94	-32.37%	260	159	-38.85%
Pending Sales	131	109	-16.79%	271	235	-13.28%
New Listings	116	142	22.41%	253	264	4.35%
Average List Price	271,415	305,985	12.74%	276,367	297,348	7.59%
Average Sale Price	275,777	306,197	11.03%	277,535	296,625	6.88%
Average Percent of Selling Price to List Price	106.65%	100.95%	-5.34%	103.05%	99.80%	-3.15%
Average Days on Market to Sale	23.86	38.16	59.96%	24.48	37.41	52.83%
Monthly Inventory	351	239	-31.91%	351	239	-31.91%
Months Supply of Inventory	2.16	1.96	-9.01%	2.16	1.96	-9.01%

Absorption: Last 12 months, an Average of **122** Sales/Month

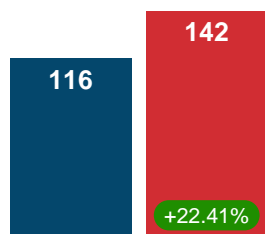
Inventory on February 28, 2023 = **239**

2022 **2023**

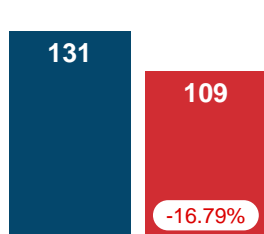
FEBRUARY MARKET

AVERAGE PRICES

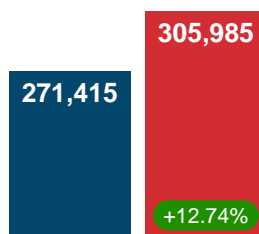
New Listings



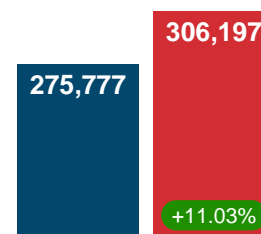
Pending Listings



List Price



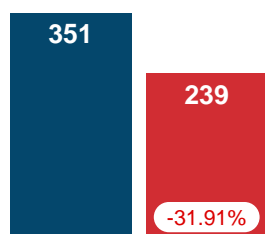
Sale Price



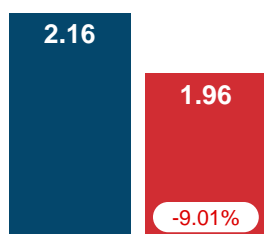
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

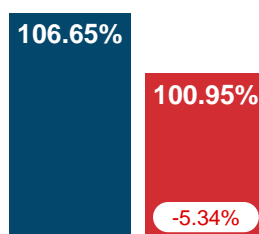
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

