

March 2023



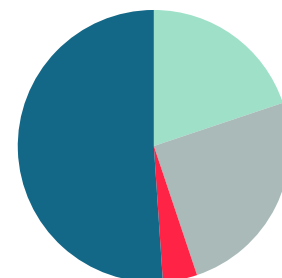
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	March 2023	+/-%
Closed Listings	154	112	-27.27%
Pending Listings	143	141	-1.40%
New Listings	161	212	31.68%
Average List Price	282,419	288,827	2.27%
Average Sale Price	282,514	284,883	0.84%
Average Percent of Selling Price to List Price	99.99%	99.14%	-0.85%
Average Days on Market to Sale	22.05	48.23	118.78%
End of Month Inventory	342	288	-15.79%
Months Supply of Inventory	2.09	2.44	16.34%



■ Closed (19.86%)
■ Pending (25.00%)
■ Other OffMarket (4.08%)
■ Active (51.06%)

Absorption: Last 12 months, an Average of **118** Sales/Month
Active Inventory as of March 31, 2023 = **288**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2023 decreased **15.79%** to 288 existing homes available for sale. Over the last 12 months this area has had an average of 118 closed sales per month. This represents an unsold inventory index of **2.44** 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 **0.84%** in March 2023 to \$284,883 versus the previous year at \$282,514.

Average Days on Market Lengthens

The average number of **48.23** days that homes spent on the market before selling increased by 26.19 days or **118.78%** in March 2023 compared to last year's same month at **22.05** DOM.

Sales Success for March 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 212 New Listings in March 2023, up **31.68%** from last year at 161. Furthermore, there were 112 Closed Listings this month versus last year at 154, a **-27.27%** decrease.

Closed versus Listed trends yielded a **52.8%** ratio, down from previous year's, March 2022, at **95.7%**, a **44.77%** downswing. 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

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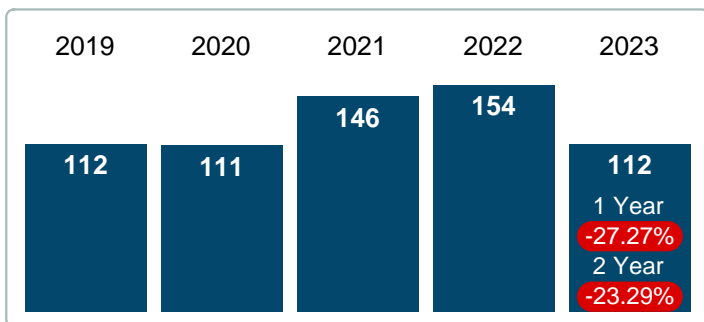
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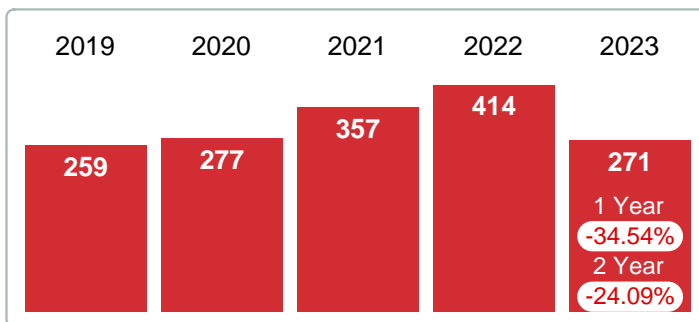
CLOSED LISTINGS

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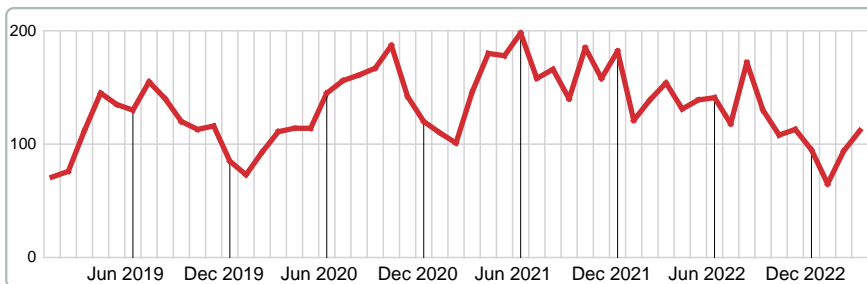
MARCH



YEAR TO DATE (YTD)

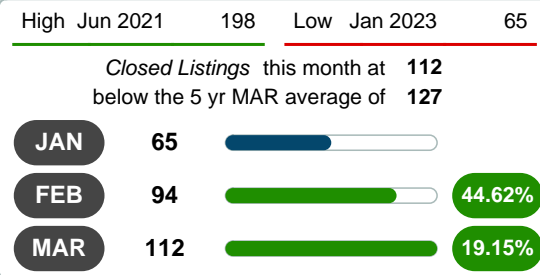


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 127



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	7.14%	34.4	4	3	1	0
\$125,001 - \$175,000	11	9.82%	42.6	0	8	3	0
\$175,001 - \$200,000	12	10.71%	31.3	0	8	4	0
\$200,001 - \$275,000	34	30.36%	39.3	0	31	3	0
\$275,001 - \$350,000	19	16.96%	40.8	0	14	4	1
\$350,001 - \$475,000	16	14.29%	56.3	0	10	5	1
\$475,001 and up	12	10.71%	105.8	0	0	12	0
Total Closed Units	112			4	74	32	2
Total Closed Volume	31,906,861	100%	48.2	355.00K	18.15M	12.71M	689.05K
Average Closed Price	\$284,883			\$88,750	\$245,301	\$397,205	\$344,525

March 2023



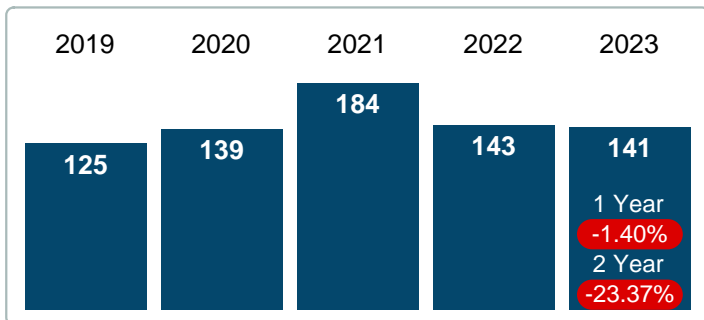
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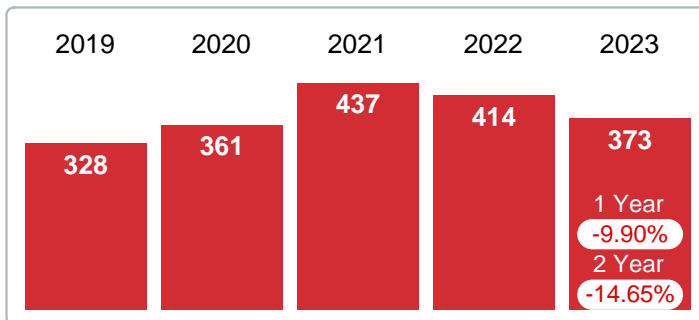
PENDING LISTINGS

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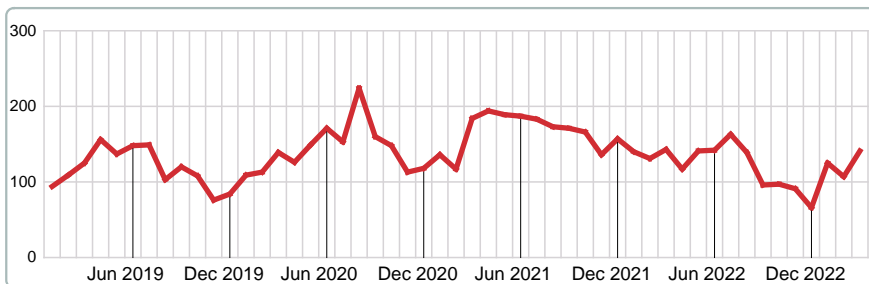
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

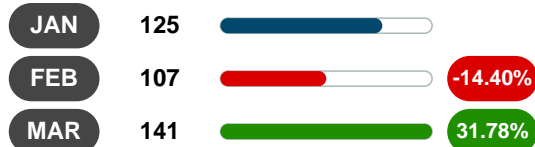


3 MONTHS

5 year MAR AVG = 146

High Aug 2020 224 Low Dec 2022 66

Pending Listings this month at 141
below the 5 yr MAR average of 146



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	12	8.51%	24.6	5	7	0	0
\$125,001 - \$200,000	18	12.77%	36.3	3	11	4	0
\$200,001 - \$225,000	13	9.22%	38.0	0	12	0	1
\$225,001 - \$300,000	40	28.37%	22.5	0	29	10	1
\$300,001 - \$375,000	25	17.73%	50.2	1	16	8	0
\$375,001 - \$450,000	15	10.64%	42.6	0	6	7	2
\$450,001 and up	18	12.77%	57.9	0	5	11	2
Total Pending Units	141			9	86	40	6
Total Pending Volume	41,726,988	100%	19.2	1.10M	23.30M	14.98M	2.34M
Average Listing Price	\$285,419			\$122,567	\$270,970	\$374,468	\$390,292

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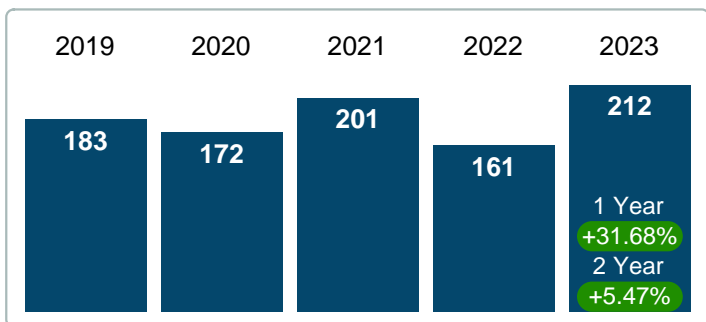
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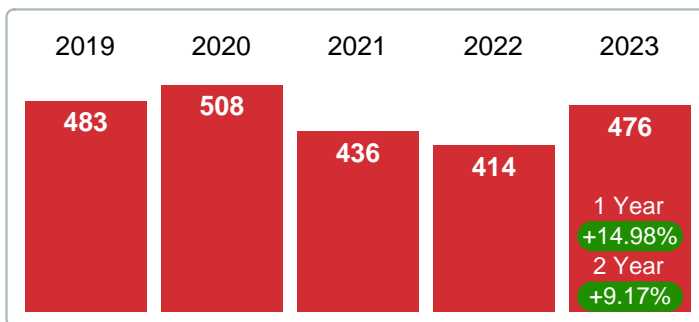
NEW LISTINGS

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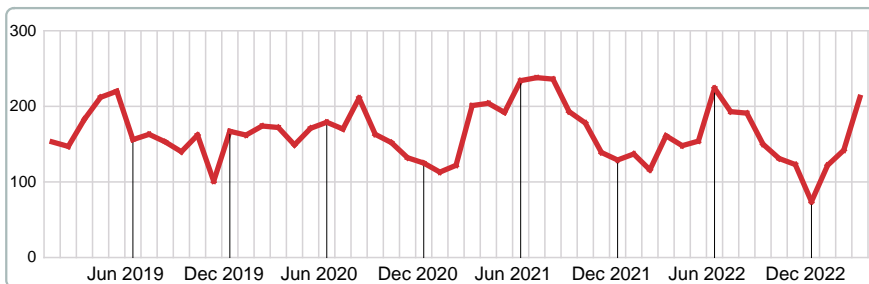
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 186

High Jul 2021 238 Low Dec 2022 74

New Listings this month at 212
above the 5 yr MAR average of 186



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	17	8.02%	5	11	1	0
\$125,001 - \$200,000	19	8.96%	6	12	1	0
\$200,001 - \$250,000	41	19.34%	0	34	6	1
\$250,001 - \$325,000	53	25.00%	1	34	17	1
\$325,001 - \$375,000	22	10.38%	0	10	12	0
\$375,001 - \$500,000	38	17.92%	0	15	18	5
\$500,001 and up	22	10.38%	0	3	14	5
Total New Listed Units	212		12	119	69	12
Total New Listed Volume	68,885,358	100%	1.69M	33.39M	28.12M	5.68M
Average New Listed Listing Price	\$237,221		\$140,867	\$280,569	\$407,574	\$473,721

March 2023



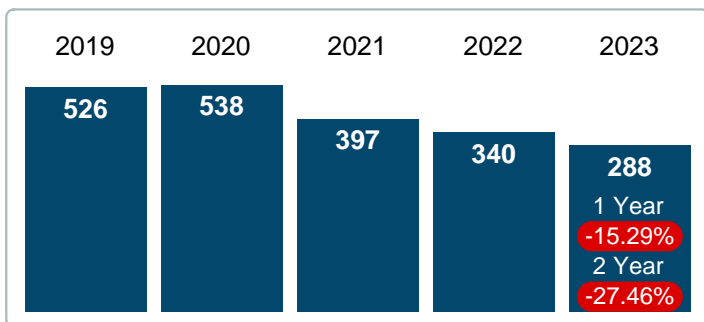
Area Delimited by County Of Wagoner - Residential Property Type



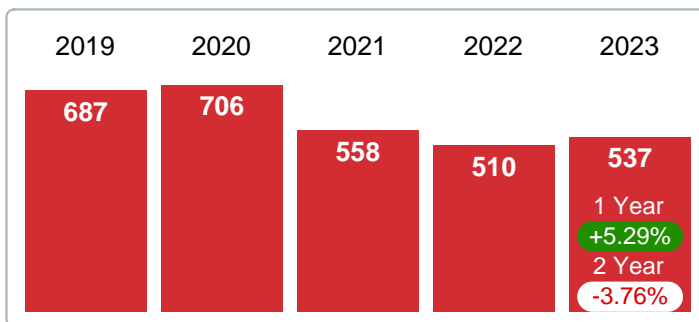
ACTIVE INVENTORY

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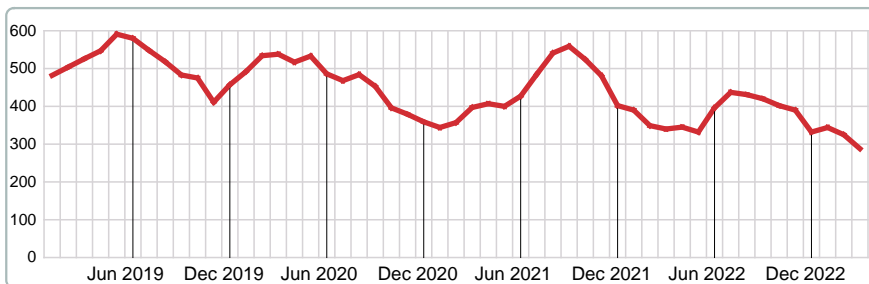
END OF MARCH



ACTIVE DURING MARCH

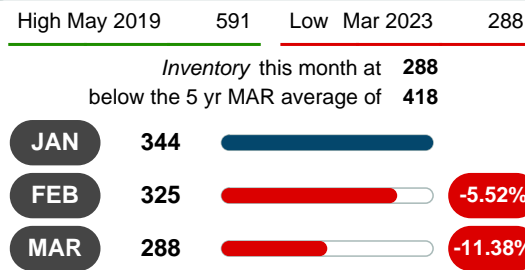


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 418



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	23	7.99%	51.5	9	12	1	1
\$125,001 - \$225,000	35	12.15%	48.3	5	28	2	0
\$225,001 - \$275,000	35	12.15%	56.7	0	24	11	0
\$275,001 - \$375,000	76	26.39%	53.9	2	36	37	1
\$375,001 - \$475,000	50	17.36%	68.9	1	23	22	4
\$475,001 - \$575,000	39	13.54%	92.5	0	11	26	2
\$575,001 and up	30	10.42%	39.3	1	6	15	8
Total Active Inventory by Units	288			18	140	114	16
Total Active Inventory by Volume	108,110,774	100%	59.7	3.08M	45.16M	50.57M	9.30M
Average Active Inventory Listing Price	\$375,385			\$171,156	\$322,559	\$443,588	\$581,419

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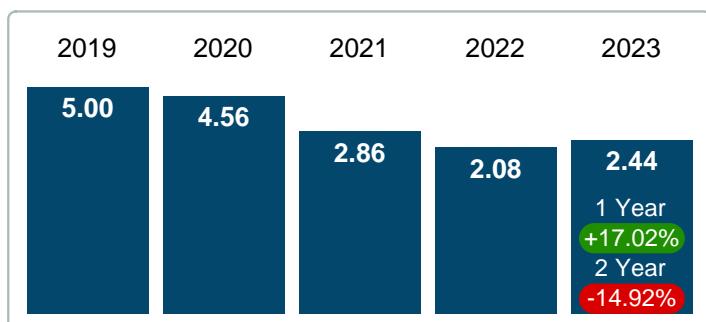
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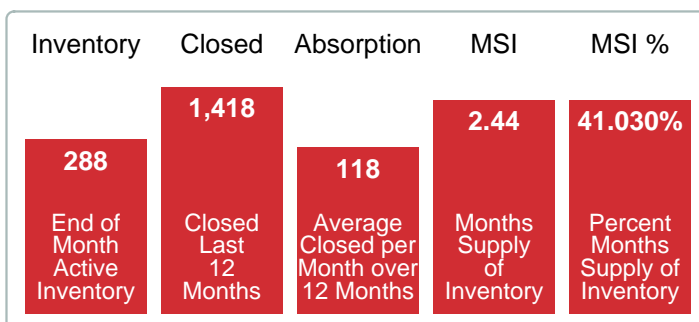
MONTHS SUPPLY of INVENTORY (MSI)

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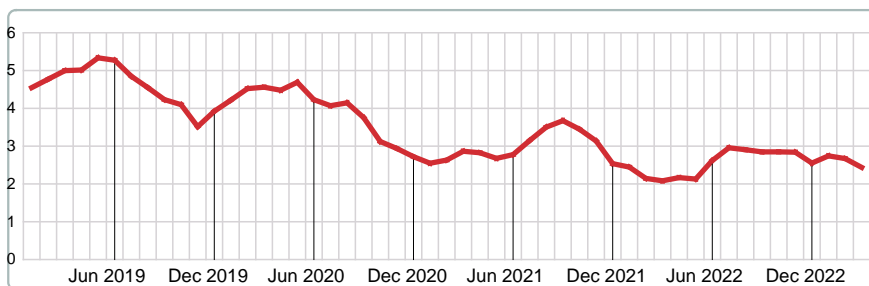
MSI FOR MARCH



INDICATORS FOR MARCH 2023

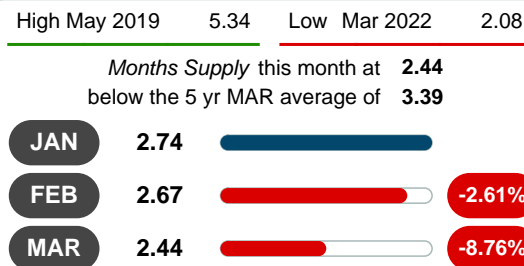


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.39



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	23	7.99%	2.42	2.16	2.62	1.33	0.00
\$125,001 - \$225,000	35	12.15%	1.09	2.22	1.08	0.56	0.00
\$225,001 - \$275,000	35	12.15%	1.45	0.00	1.36	1.78	0.00
\$275,001 - \$375,000	76	26.39%	2.88	8.00	2.08	4.48	1.71
\$375,001 - \$475,000	50	17.36%	4.08	12.00	4.06	3.72	6.86
\$475,001 - \$575,000	39	13.54%	4.63	0.00	6.95	4.11	4.00
\$575,001 and up	30	10.42%	5.54	12.00	5.54	4.29	10.67
Market Supply of Inventory (MSI)			2.44	2.54	1.90	3.30	5.65
Total Active Inventory by Units		100%	2.44	18	140	114	16

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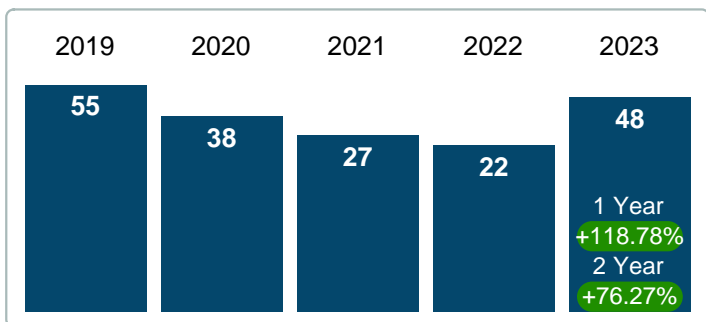
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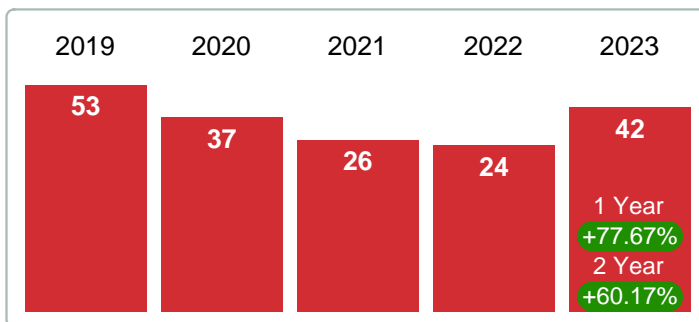
AVERAGE DAYS ON MARKET TO SALE

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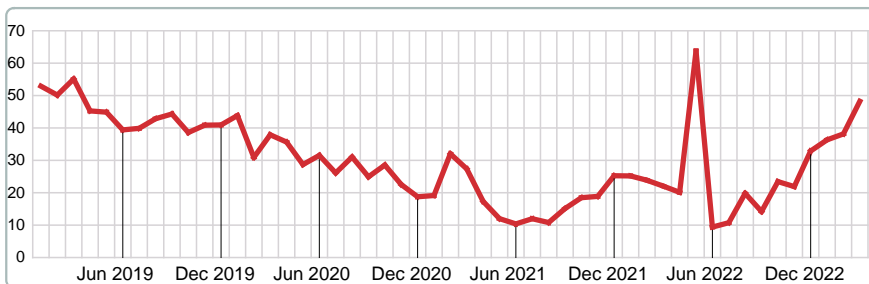
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

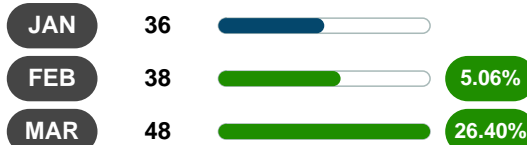


3 MONTHS

5 year MAR AVG = 38

High May 2022 64 Low Jun 2022 9

Average Days on Market to Sale this month at 48 above the 5 yr MAR average of 38



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
\$125,000 and less	7.14%	34	40	38	2	0
\$125,001 - \$175,000	9.82%	43	0	32	71	0
\$175,001 - \$200,000	10.71%	31	0	17	61	0
\$200,001 - \$275,000	30.36%	39	0	41	18	0
\$275,001 - \$350,000	16.96%	41	0	39	10	191
\$350,001 - \$475,000	14.29%	56	0	61	57	1
\$475,001 and up	10.71%	106	0	0	106	0
Average Closed DOM		48	40	40	66	96
Total Closed Units	100%	48	4	74	32	2
Total Closed Volume		31,906,861	355.00K	18.15M	12.71M	689.05K

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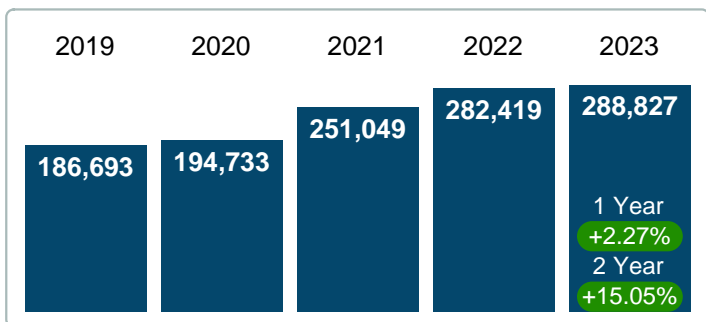
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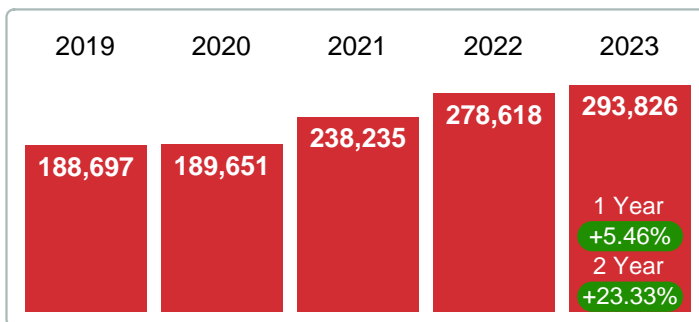
AVERAGE LIST PRICE AT CLOSING

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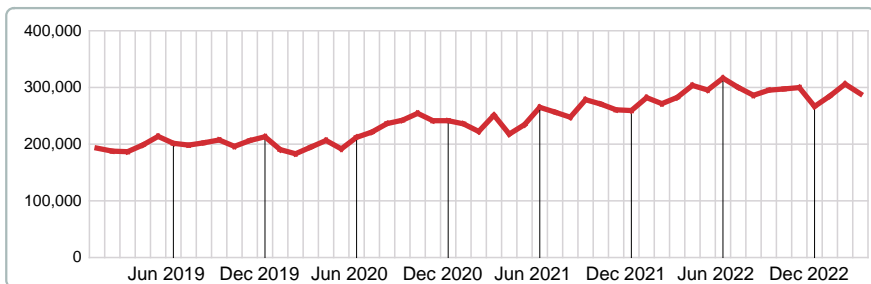
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 240,744

High Jun 2022 316,385 Low Feb 2020 183,042

Average List Price at Closing this month at **288,827**
above the 5 yr MAR average of **240,744**

Month	Price	Change
JAN	284,856	
FEB	305,985	+7.42%
MAR	288,827	-5.61%

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
\$125,000 and less	6.25%	97,700	94,750	111,133	134,900	0
\$125,001 - \$175,000	10.71%	154,633	0	159,663	169,633	0
\$175,001 - \$200,000	8.04%	194,640	0	198,594	208,750	0
\$200,001 - \$275,000	33.04%	230,058	0	230,619	201,667	0
\$275,001 - \$350,000	17.86%	306,515	0	303,135	310,350	288,000
\$350,001 - \$475,000	11.61%	385,032	0	381,037	423,600	401,049
\$475,001 and up	12.50%	600,677	0	0	619,540	0
Average List Price		288,827	94,750	248,688	402,427	344,525
Total Closed Units	100%	288,827	4	74	32	2
Total Closed Volume		32,348,606	379.00K	18.40M	12.88M	689.05K

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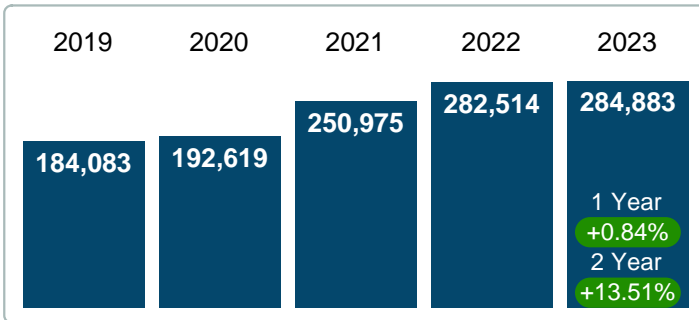
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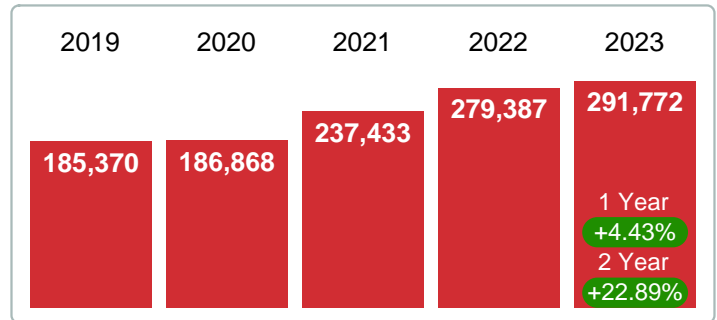
AVERAGE SOLD PRICE AT CLOSING

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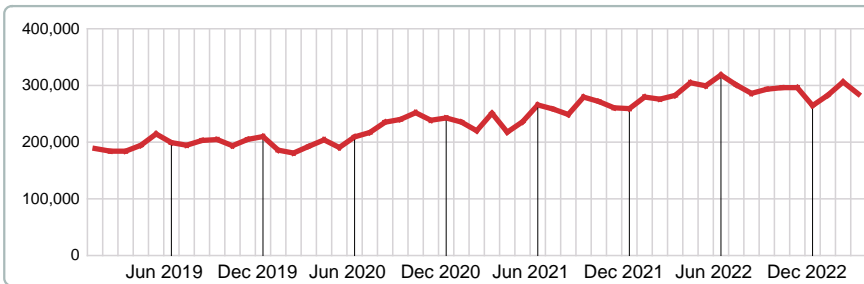
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

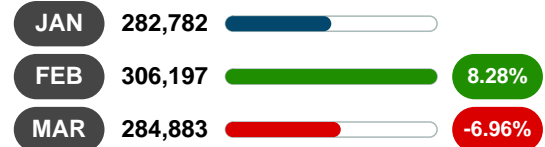


3 MONTHS

5 year MAR AVG = 239,015

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

Average Sold Price at Closing this month at **284,883** above the 5 yr MAR average of **239,015**



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
\$125,000 and less	8	7.14%	101,113	88,750	109,633	125,000	0
\$125,001 - \$175,000	11	9.82%	153,945	0	153,550	155,000	0
\$175,001 - \$200,000	12	10.71%	191,605	0	191,469	191,875	0
\$200,001 - \$275,000	34	30.36%	228,373	0	227,618	236,167	0
\$275,001 - \$350,000	19	16.96%	301,284	0	300,564	307,125	288,000
\$350,001 - \$475,000	16	14.29%	393,855	0	379,913	420,300	401,049
\$475,001 and up	12	10.71%	609,548	0	0	609,548	0
Average Sold Price			284,883	88,750	245,301	397,205	344,525
Total Closed Units		100%	284,883	4	74	32	2
Total Closed Volume			31,906,861	355.00K	18.15M	12.71M	689.05K

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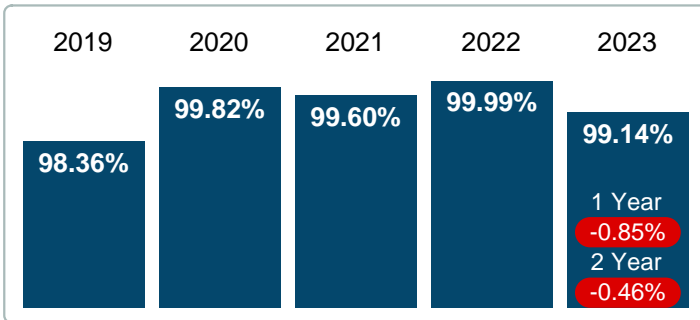
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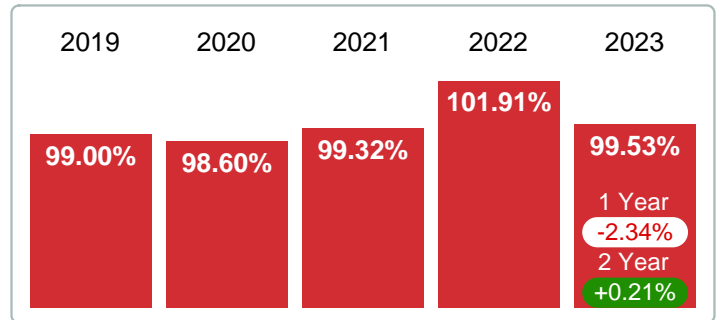
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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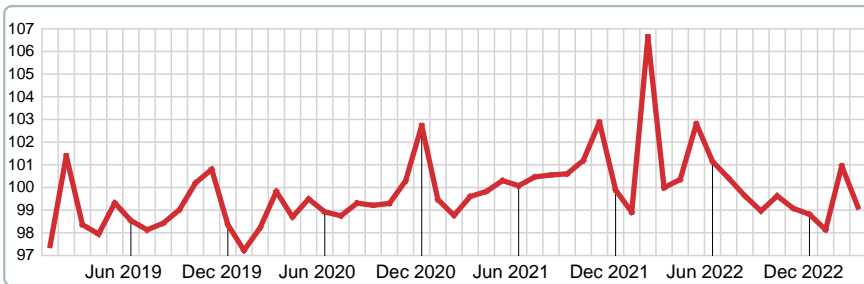
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

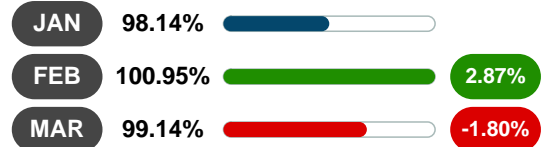


3 MONTHS

5 year MAR AVG = 99.38%

High Feb 2022 106.65% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **99.14%**
equal to 5 yr MAR average of **99.38%**



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	
\$125,000 and less	8	7.14%	96.35%	95.54%	98.67%	92.66%	0.00%	
\$125,001 - \$175,000	11	9.82%	95.02%	0.00%	96.29%	91.61%	0.00%	
\$175,001 - \$200,000	12	10.71%	95.13%	0.00%	96.68%	92.03%	0.00%	
\$200,001 - \$275,000	34	30.36%	102.24%	0.00%	98.80%	137.84%	0.00%	
\$275,001 - \$350,000	19	16.96%	99.29%	0.00%	99.32%	98.99%	100.00%	
\$350,001 - \$475,000	16	14.29%	99.79%	0.00%	99.93%	99.47%	100.00%	
\$475,001 and up	12	10.71%	98.87%	0.00%	0.00%	98.87%	0.00%	
Average Sold/List Ratio		99.10%		95.54%	98.55%	100.90%	100.00%	
Total Closed Units		112	100%	99.10%	4	74	32	2
Total Closed Volume		31,906,861			355.00K	18.15M	12.71M	689.05K

March 2023



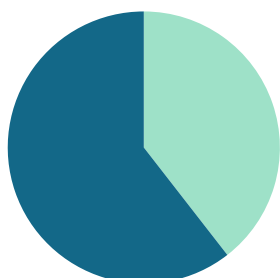
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2023 for MLS Technology Inc.

INVENTORY

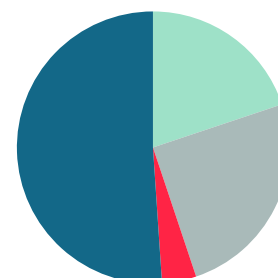


Inventory
 New Listings
212 = 39.48%
 Start Inventory
325
 Total Inventory Units
537
 Volume
\$184,973,743

Market Activity

Closed Sales
112 = 19.86%
 Pending Sales
141 = 25.00%
 Other Off Market
23 = 4.08%
 Active Inventory
288 = 51.06%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	154	112	-27.27%	414	271	-34.54%
Pending Sales	143	141	-1.40%	414	373	-9.90%
New Listings	161	212	31.68%	414	476	14.98%
Average List Price	282,419	288,827	2.27%	278,618	293,826	5.46%
Average Sale Price	282,514	284,883	0.84%	279,387	291,772	4.43%
Average Percent of Selling Price to List Price	99.99%	99.14%	-0.85%	101.91%	99.53%	-2.34%
Average Days on Market to Sale	22.05	48.23	118.78%	23.57	41.88	77.67%
Monthly Inventory	342	288	-15.79%	342	288	-15.79%
Months Supply of Inventory	2.09	2.44	16.34%	2.09	2.44	16.34%

Absorption: Last 12 months, an Average of **118** Sales/Month

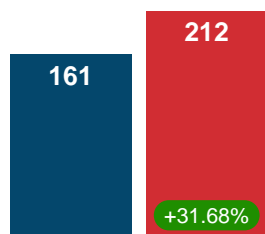
Inventory on March 31, 2023 = **288**

2022 **2023**

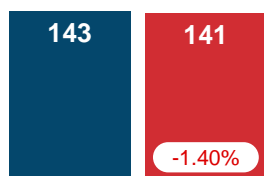
MARCH MARKET

AVERAGE PRICES

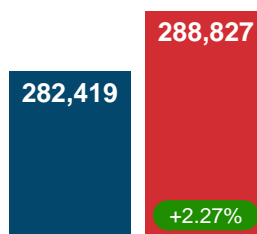
New Listings



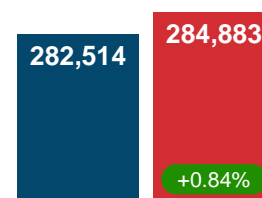
Pending Listings



List Price



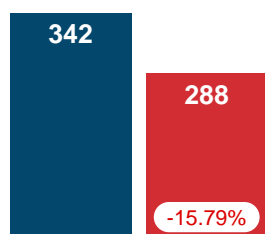
Sale Price



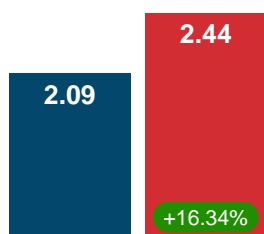
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

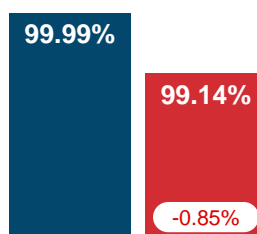
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

