

# March 2023



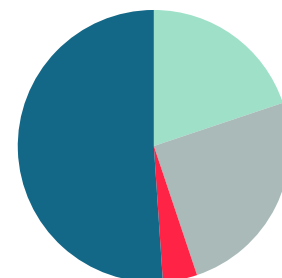
Area Delimited by County Of Wagoner - Residential Property Type



## 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%
Median List Price	255,000	247,400	-2.98%
Median Sale Price	259,192	243,250	-6.15%
Median Percent of Selling Price to List Price	100.00%	99.95%	-0.05%
Median Days on Market to Sale	4.00	17.50	337.50%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **6.15%** in March 2023 to \$243,250 versus the previous year at \$259,192.

#### Median Days on Market Lengthens

The median number of **17.50** days that homes spent on the market before selling increased by 13.50 days or **337.50%** in March 2023 compared to last year's same month at **4.00** DOM.

#### Sales Success for March 2023 is Positive

Overall, with Median Prices falling 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# March 2023



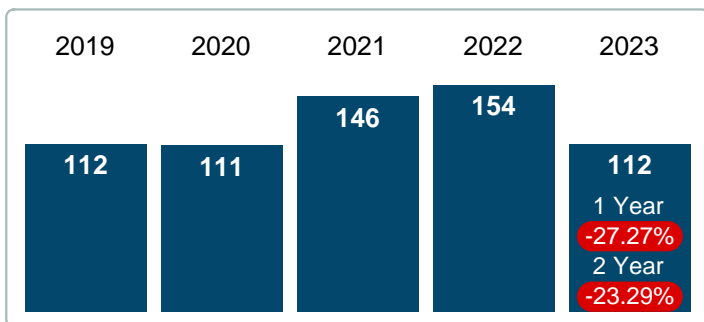
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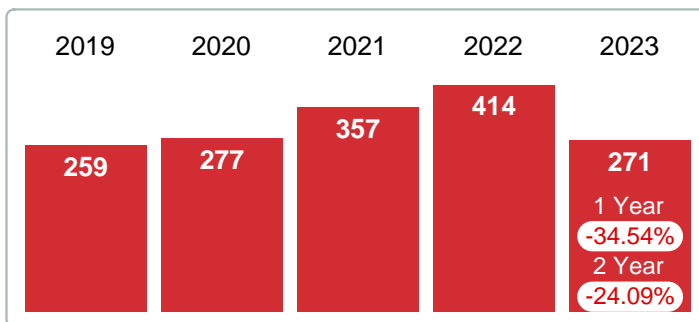
## CLOSED LISTINGS

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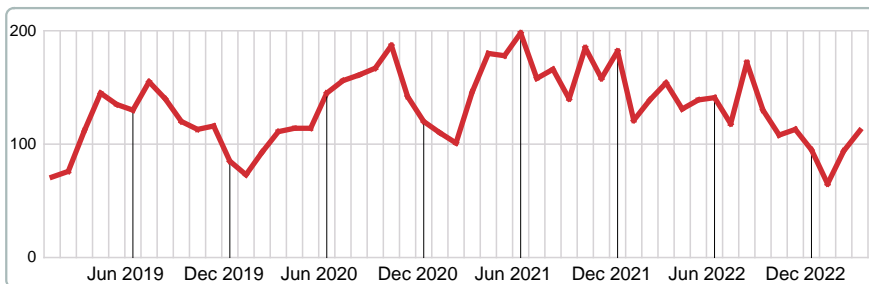
### MARCH



### YEAR TO DATE (YTD)

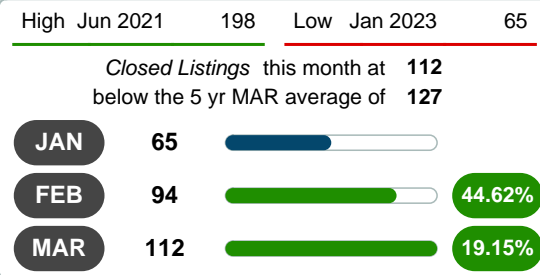


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 127



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	7.14%	6.5	4	3	1	0
\$125,001 - \$175,000	11	9.82%	39.0	0	8	3	0
\$175,001 - \$200,000	12	10.71%	8.0	0	8	4	0
\$200,001 - \$275,000	34	30.36%	12.5	0	31	3	0
\$275,001 - \$350,000	19	16.96%	10.0	0	14	4	1
\$350,001 - \$475,000	16	14.29%	58.0	0	10	5	1
\$475,001 and up	12	10.71%	91.0	0	0	12	0
<b>Total Closed Units</b>	<b>112</b>			<b>4</b>	<b>74</b>	<b>32</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>31,906,861</b>	<b>100%</b>	<b>17.5</b>	<b>355.00K</b>	<b>18.15M</b>	<b>12.71M</b>	<b>689.05K</b>
<b>Median Closed Price</b>	<b>\$243,250</b>			<b>\$85,000</b>	<b>\$226,380</b>	<b>\$373,000</b>	<b>\$344,525</b>

# March 2023



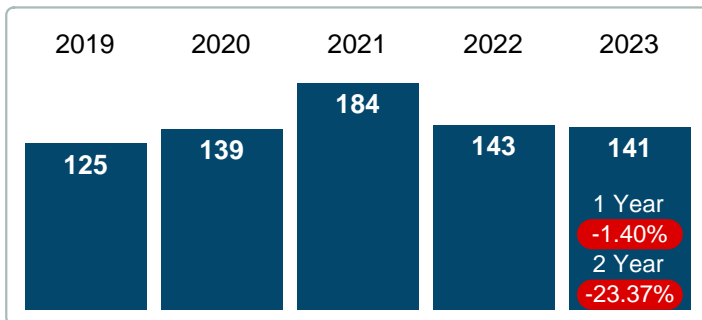
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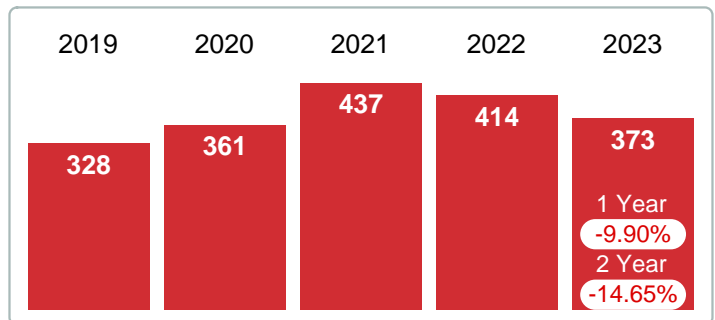
## PENDING LISTINGS

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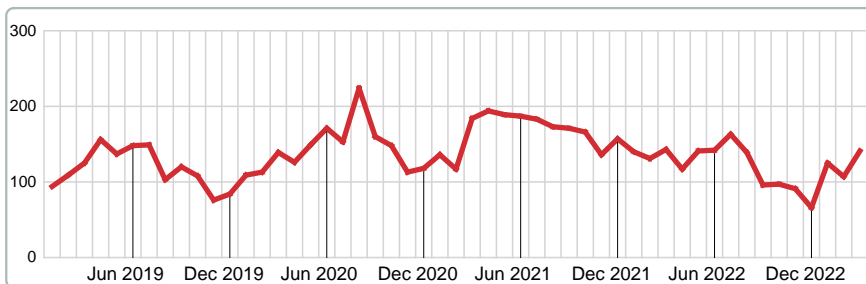
### MARCH



### YEAR TO DATE (YTD)

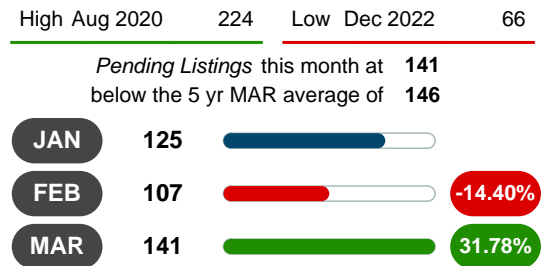


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 146



### 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	12	8.51%	10.5	5	7	0	0
\$125,001 - \$200,000	18	12.77%	10.5	3	11	4	0
\$200,001 - \$225,000	13	9.22%	14.0	0	12	0	1
\$225,001 - \$300,000	40	28.37%	17.5	0	29	10	1
\$300,001 - \$375,000	25	17.73%	21.0	1	16	8	0
\$375,001 - \$450,000	15	10.64%	19.0	0	6	7	2
\$450,001 and up	18	12.77%	25.5	0	5	11	2
<b>Total Pending Units</b>	<b>141</b>			<b>9</b>	<b>86</b>	<b>40</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>41,726,988</b>	<b>100%</b>	<b>19.0</b>	<b>1.10M</b>	<b>23.30M</b>	<b>14.98M</b>	<b>2.34M</b>
<b>Median Listing Price</b>	<b>\$280,000</b>			<b>\$90,000</b>	<b>\$253,250</b>	<b>\$357,000</b>	<b>\$388,625</b>

# March 2023



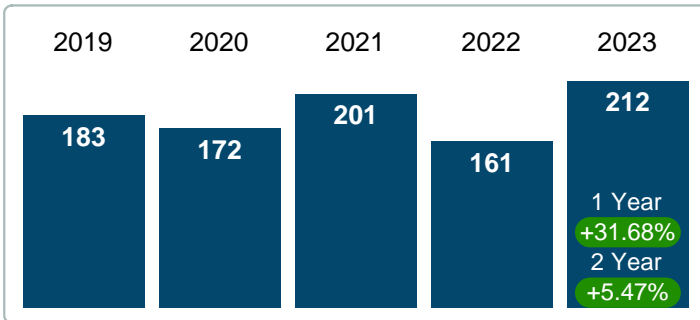
Area Delimited by County Of Wagoner - Residential Property Type



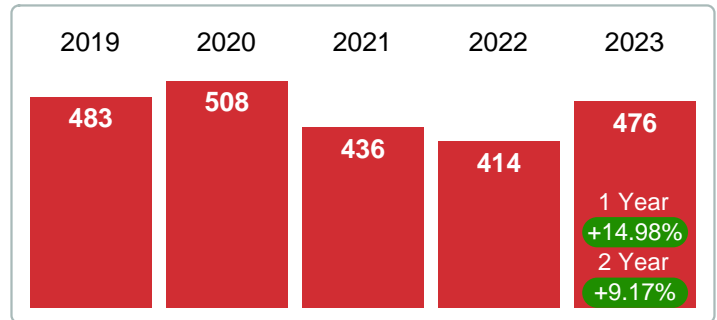
## NEW LISTINGS

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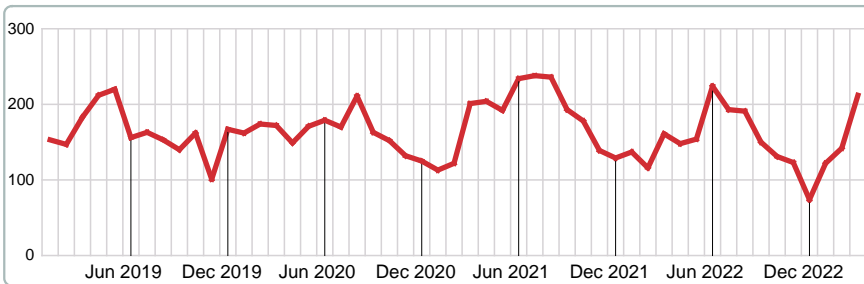
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

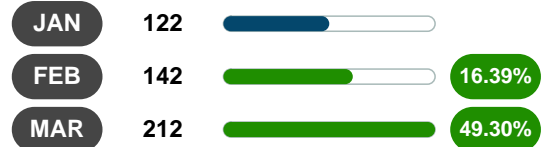


### 3 MONTHS

5 year MAR AVG = 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		%	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
<b>Total New Listed Units</b>	<b>212</b>		<b>12</b>	<b>119</b>	<b>69</b>	<b>12</b>
<b>Total New Listed Volume</b>	<b>68,885,358</b>	<b>100%</b>	<b>1.69M</b>	<b>33.39M</b>	<b>28.12M</b>	<b>5.68M</b>
<b>Median New Listed Listing Price</b>	<b>\$297,000</b>		<b>\$136,250</b>	<b>\$264,800</b>	<b>\$375,000</b>	<b>\$400,025</b>

# March 2023



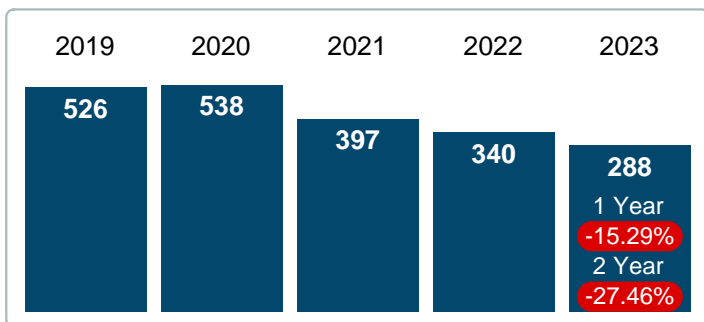
Area Delimited by County Of Wagoner - Residential Property Type



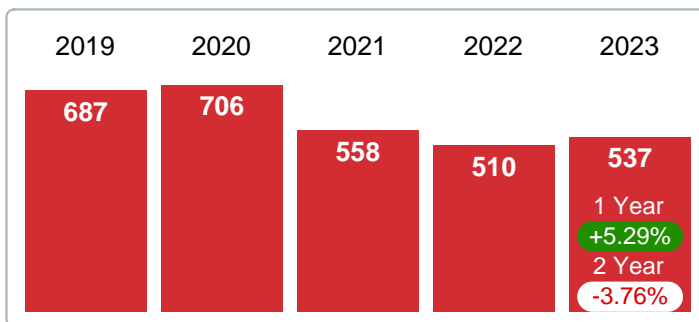
## ACTIVE INVENTORY

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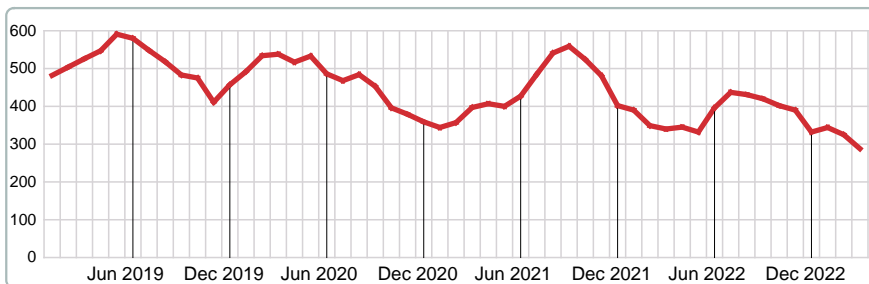
### END OF MARCH



### ACTIVE DURING MARCH

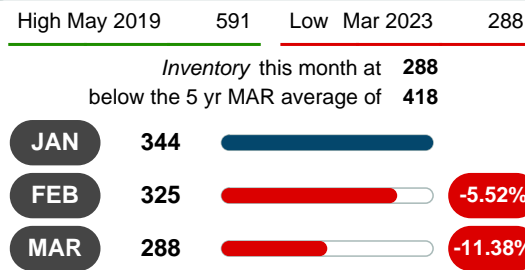


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 418



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	23	7.99%	35.0	9	12	1	1
\$125,001 - \$225,000	35	12.15%	31.0	5	28	2	0
\$225,001 - \$275,000	35	12.15%	28.0	0	24	11	0
\$275,001 - \$375,000	76	26.39%	30.0	2	36	37	1
\$375,001 - \$475,000	50	17.36%	52.5	1	23	22	4
\$475,001 - \$575,000	39	13.54%	50.0	0	11	26	2
\$575,001 and up	30	10.42%	37.0	1	6	15	8
<b>Total Active Inventory by Units</b>	<b>288</b>			<b>18</b>	<b>140</b>	<b>114</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>108,110,774</b>	<b>100%</b>	<b>33.0</b>	<b>3.08M</b>	<b>45.16M</b>	<b>50.57M</b>	<b>9.30M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$341,145</b>			<b>\$125,500</b>	<b>\$287,495</b>	<b>\$396,935</b>	<b>\$572,400</b>

# March 2023



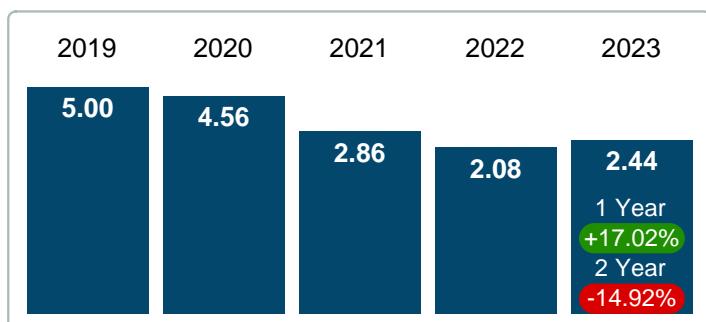
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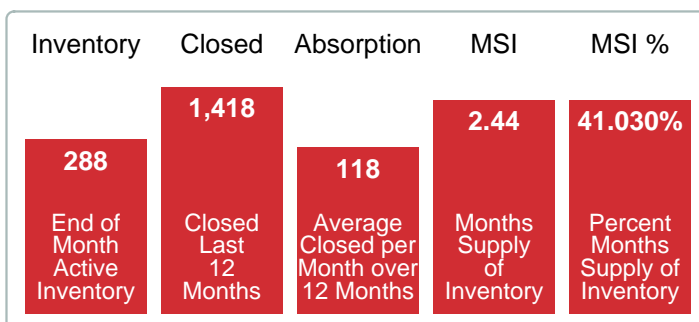
## MONTHS SUPPLY of INVENTORY (MSI)

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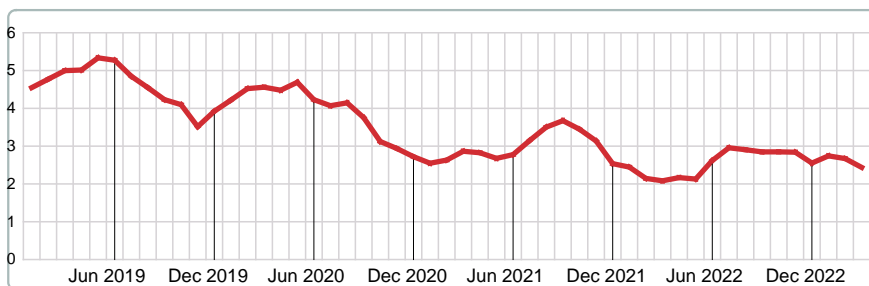
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023

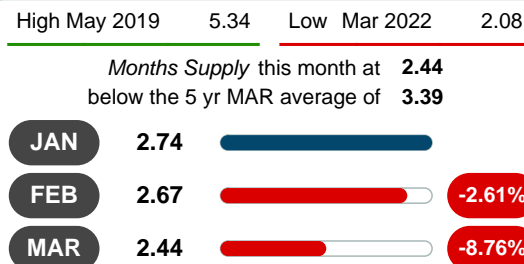


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# March 2023



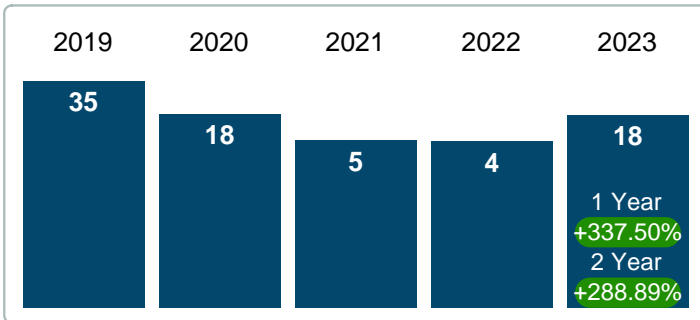
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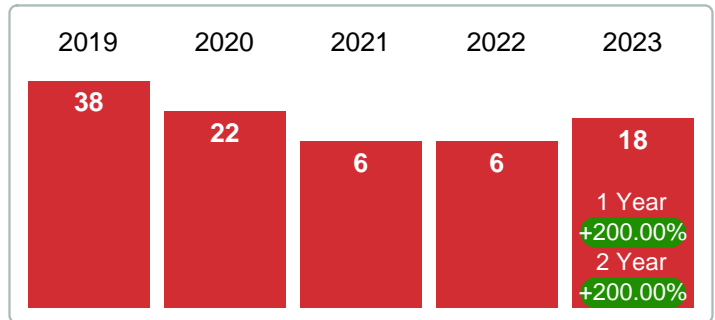
## MEDIAN DAYS ON MARKET TO SALE

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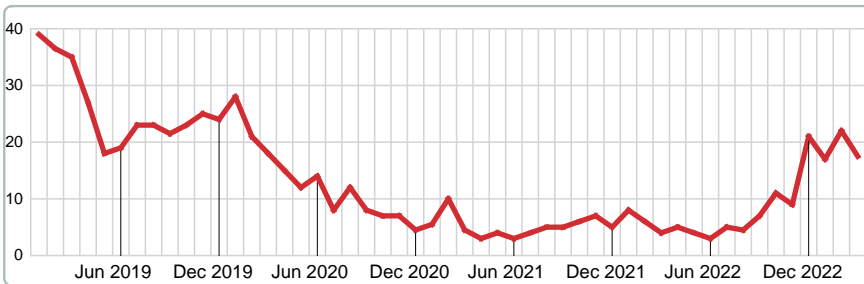
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

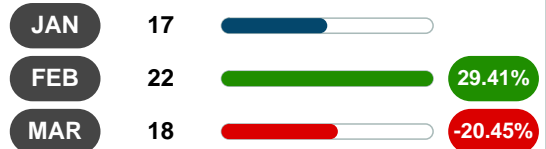


### 3 MONTHS

5 year MAR AVG = 16

High Jan 2019 39 Low Jun 2022 3

Median Days on Market to Sale this month at 18 above the 5 yr MAR average of 16



### 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
\$125,000 and less	7.14%	7	7	33	2	0
\$125,001 - \$175,000	9.82%	39	0	15	75	0
\$175,001 - \$200,000	10.71%	8	0	6	39	0
\$200,001 - \$275,000	30.36%	13	0	11	14	0
\$275,001 - \$350,000	16.96%	10	0	11	6	191
\$350,001 - \$475,000	14.29%	58	0	60	73	1
\$475,001 and up	10.71%	91	0	0	91	0
Median Closed DOM		18	7	14	40	96
Total Closed Units	100%	17.5	4	74	32	2
Total Closed Volume		31,906,861	355.00K	18.15M	12.71M	689.05K

# March 2023



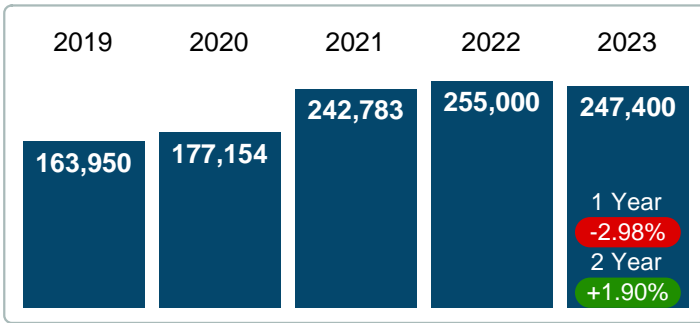
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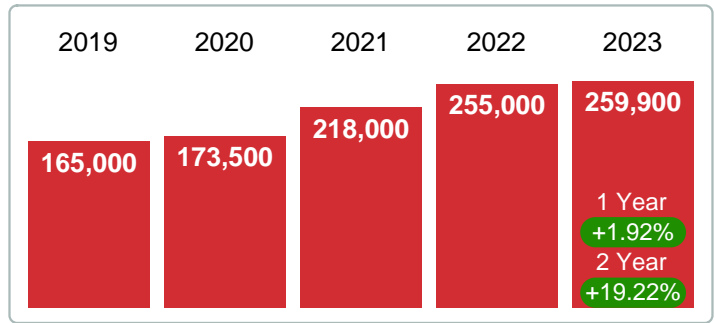
## MEDIAN LIST PRICE AT CLOSING

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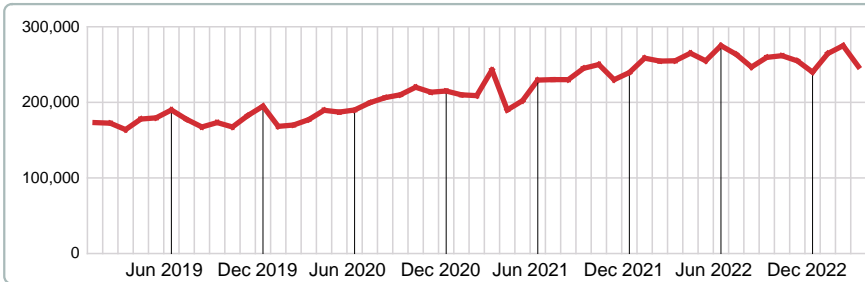
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

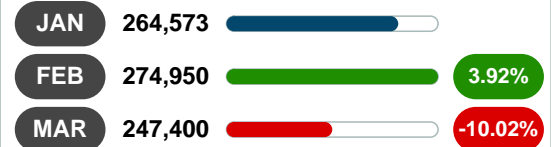


### 3 MONTHS

5 year MAR AVG = 217,257

High Jun 2022 275,000 Low Mar 2019 163,950

Median List Price at Closing this month at **247,400**  
 above the 5 yr MAR average of **217,257**



### 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
\$125,000 and less	7	6.25%	99,000	94,500	102,450	100,000	0
\$125,001 - \$175,000	12	10.71%	157,450	0	159,900	139,900	0
\$175,001 - \$200,000	9	8.04%	195,000	0	195,000	197,000	0
\$200,001 - \$275,000	37	33.04%	229,500	0	229,630	215,000	0
\$275,001 - \$350,000	20	17.86%	294,995	0	294,995	309,000	288,000
\$350,001 - \$475,000	13	11.61%	375,000	0	365,504	440,000	401,049
\$475,001 and up	14	12.50%	544,950	0	480,000	560,000	0
<b>Median List Price</b>			<b>247,400</b>	<b>94,500</b>	<b>231,500</b>	<b>369,500</b>	<b>344,525</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>247,400</b>	<b>4</b>	<b>74</b>	<b>32</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>32,348,606</b>	<b>379.00K</b>	<b>18.40M</b>	<b>12.88M</b>	<b>689.05K</b>



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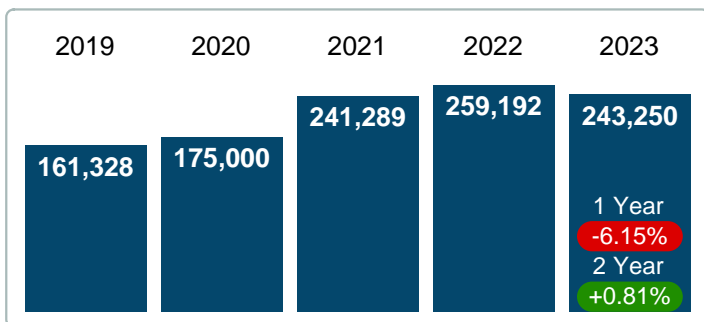
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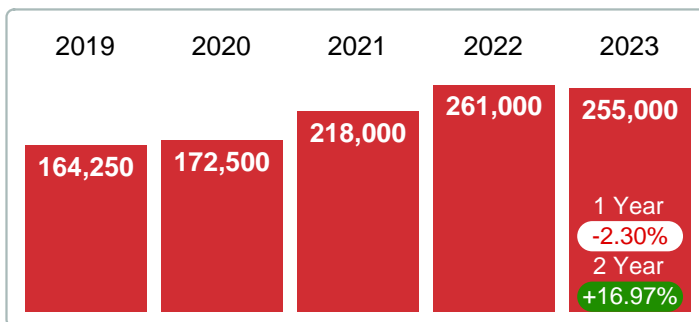
## MEDIAN SOLD PRICE AT CLOSING

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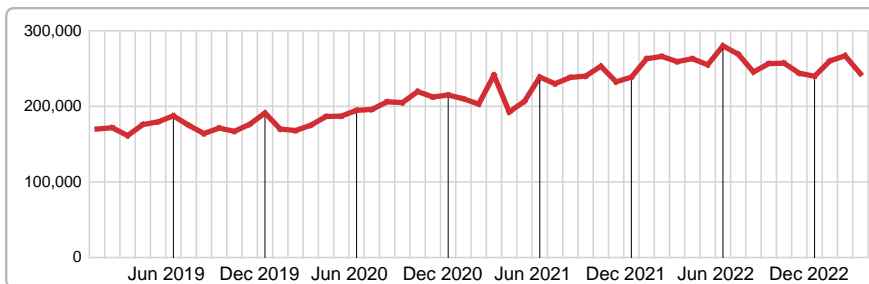
### MARCH



### YEAR TO DATE (YTD)

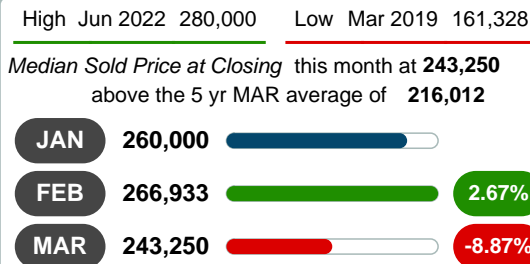


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 216,012



### 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
\$125,000 and less	7.14%	100,000	85,000	125,000	125,000	0
\$125,001 - \$175,000	9.82%	152,000	0	151,000	165,000	0
\$175,001 - \$200,000	10.71%	190,750	0	190,750	192,500	0
\$200,001 - \$275,000	30.36%	225,000	0	225,000	241,500	0
\$275,001 - \$350,000	16.96%	295,000	0	295,250	294,250	288,000
\$350,001 - \$475,000	14.29%	383,562	0	369,500	440,000	401,049
\$475,001 and up	10.71%	573,480	0	0	573,480	0
<b>Median Sold Price</b>		<b>243,250</b>	<b>85,000</b>	<b>226,380</b>	<b>373,000</b>	<b>344,525</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>243,250</b>	<b>4</b>	<b>74</b>	<b>32</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>31,906,861</b>	<b>355.00K</b>	<b>18.15M</b>	<b>12.71M</b>	<b>689.05K</b>

# March 2023



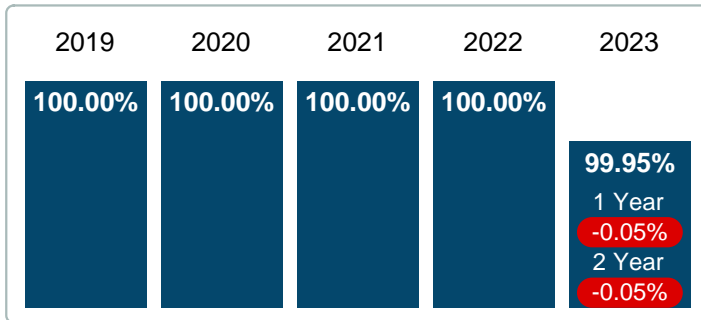
Area Delimited by County Of Wagoner - Residential Property Type



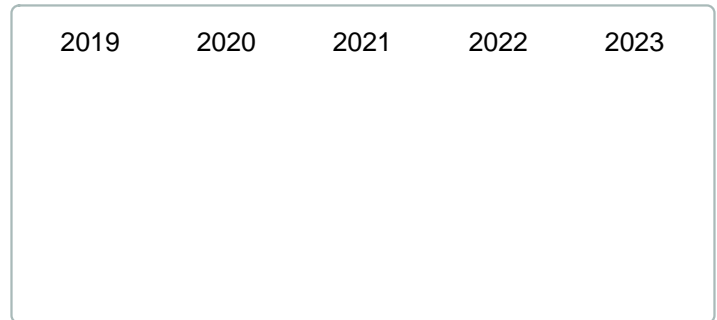
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

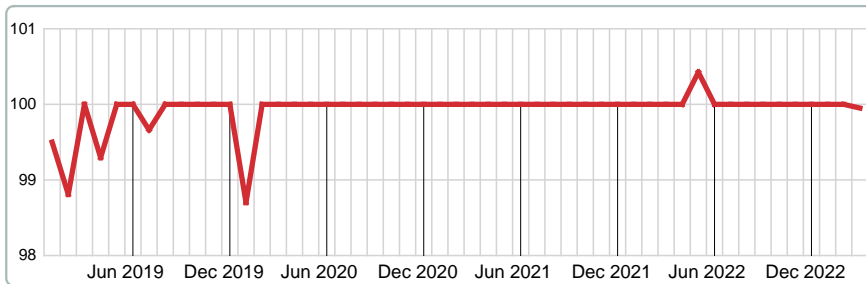
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

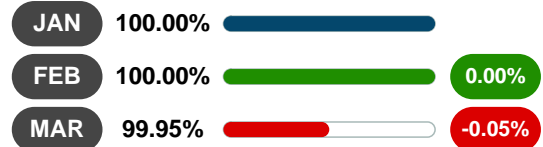


### 3 MONTHS

5 year MAR AVG = 99.99%

High May 2022 100.43% Low Jan 2020 98.70%

Median Sold/List Ratio this month at **99.95%** equal to 5 yr MAR average of **99.99%**



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	7.14%	98.01%	98.02%	98.75%	92.66%	0.00%
\$125,001 - \$175,000	11	9.82%	94.29%	0.00%	97.96%	92.92%	0.00%
\$175,001 - \$200,000	12	10.71%	98.59%	0.00%	100.00%	90.61%	0.00%
\$200,001 - \$275,000	34	30.36%	100.00%	0.00%	100.00%	98.80%	0.00%
\$275,001 - \$350,000	19	16.96%	100.00%	0.00%	100.00%	100.17%	100.00%
\$350,001 - \$475,000	16	14.29%	99.95%	0.00%	99.20%	100.00%	100.00%
\$475,001 and up	12	10.71%	98.95%	0.00%	0.00%	98.95%	0.00%
Median Sold/List Ratio		99.95%		98.02%	100.00%	98.61%	100.00%
Total Closed Units		112	100%	4	74	32	2
Total Closed Volume		31,906,861		355.00K	18.15M	12.71M	689.05K

# March 2023



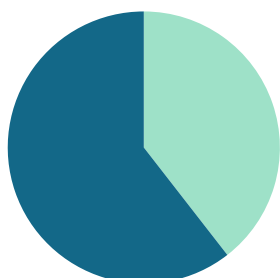
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

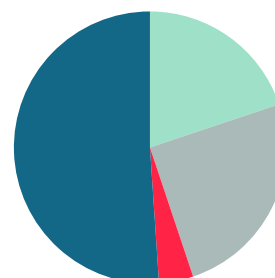


**Inventory**  
 New Listings  
**212 = 39.48%**  
 Start Inventory  
**325**  
 Total Inventory Units  
**537**  
 Volume  
**\$184,973,743**

### 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%
Median List Price	255,000	247,400	-2.98%	255,000	259,900	1.92%
Median Sale Price	259,192	243,250	-6.15%	261,000	255,000	-2.30%
Median Percent of Selling Price to List Price	100.00%	99.95%	-0.05%	100.00%	100.00%	0.00%
Median Days on Market to Sale	4.00	17.50	337.50%	6.00	18.00	200.00%
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

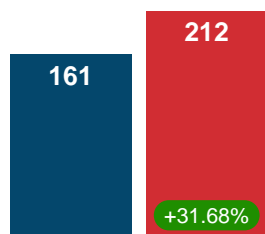
**Inventory** on March 31, 2023 = **288**

**2022** **2023**

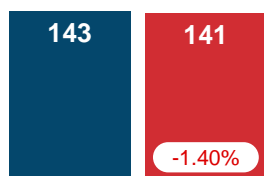
### MARCH MARKET

### MEDIAN PRICES

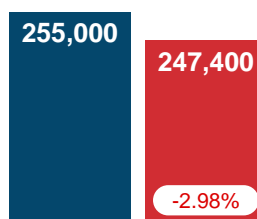
#### New Listings



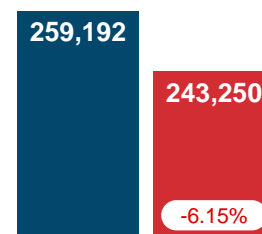
#### Pending Listings



#### List Price



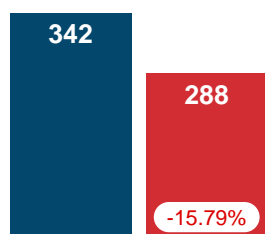
#### Sale Price



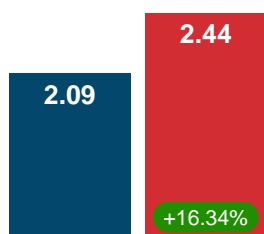
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

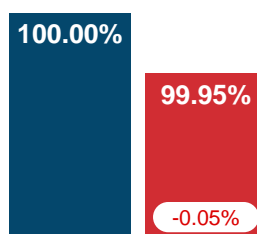
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

