

# April 2023



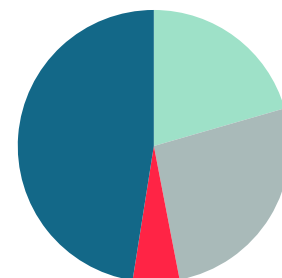
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	April 2023	+/-%
Closed Listings	131	115	-12.21%
Pending Listings	117	148	26.50%
New Listings	148	134	-9.46%
Average List Price	303,587	283,250	-6.70%
Average Sale Price	304,783	279,856	-8.18%
Average Percent of Selling Price to List Price	100.36%	98.21%	-2.13%
Average Days on Market to Sale	20.13	38.22	89.85%
End of Month Inventory	348	266	-23.56%
Months Supply of Inventory	2.19	2.28	4.13%



■ Closed (20.54%)  
■ Pending (26.43%)  
■ Other OffMarket (5.54%)  
■ Active (47.50%)

**Absorption:** Last 12 months, an Average of **117** Sales/Month  
**Active Inventory** as of April 30, 2023 = **266**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2023 decreased **23.56%** to 266 existing homes available for sale. Over the last 12 months this area has had an average of 117 closed sales per month. This represents an unsold inventory index of **2.28** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.18%** in April 2023 to \$279,856 versus the previous year at \$304,783.

#### Average Days on Market Lengthens

The average number of **38.22** days that homes spent on the market before selling increased by 18.09 days or **89.85%** in April 2023 compared to last year's same month at **20.13** DOM.

#### Sales Success for April 2023 is Positive

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

There were 134 New Listings in April 2023, down **9.46%** from last year at 148. Furthermore, there were 115 Closed Listings this month versus last year at 131, a **-12.21%** decrease.

Closed versus Listed trends yielded a **85.8%** ratio, down from previous year's, April 2022, at **88.5%**, a **3.04%** 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>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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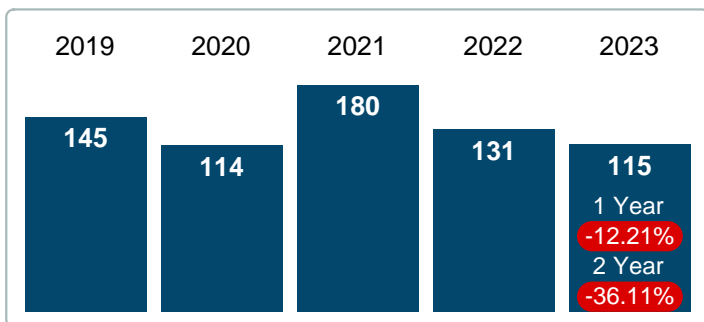
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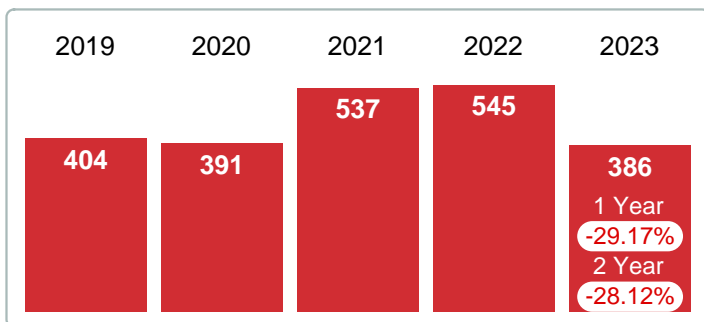
## CLOSED LISTINGS

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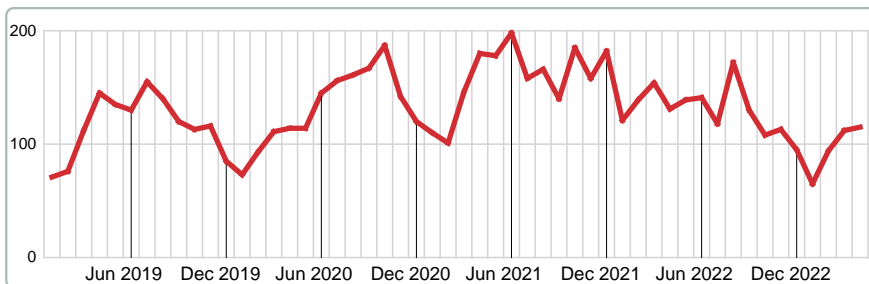
### APRIL



### YEAR TO DATE (YTD)

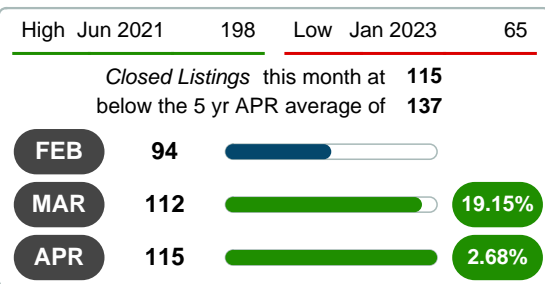


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 137



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	6.96%	35.1	3	4	1	0
\$100,001 - \$175,000	16	13.91%	28.7	5	11	0	0
\$175,001 - \$225,000	15	13.04%	30.5	0	11	3	1
\$225,001 - \$300,000	30	26.09%	31.9	0	21	9	0
\$300,001 - \$375,000	20	17.39%	54.1	1	11	8	0
\$375,001 - \$450,000	14	12.17%	32.0	0	7	6	1
\$450,001 and up	12	10.43%	59.3	0	3	8	1
<b>Total Closed Units</b>	<b>115</b>			<b>9</b>	<b>68</b>	<b>35</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>32,183,421</b>	<b>100%</b>	<b>38.2</b>	<b>1.19M</b>	<b>17.52M</b>	<b>12.34M</b>	<b>1.13M</b>
<b>Average Closed Price</b>	<b>\$279,856</b>			<b>\$131,989</b>	<b>\$257,704</b>	<b>\$352,504</b>	<b>\$378,000</b>

# April 2023



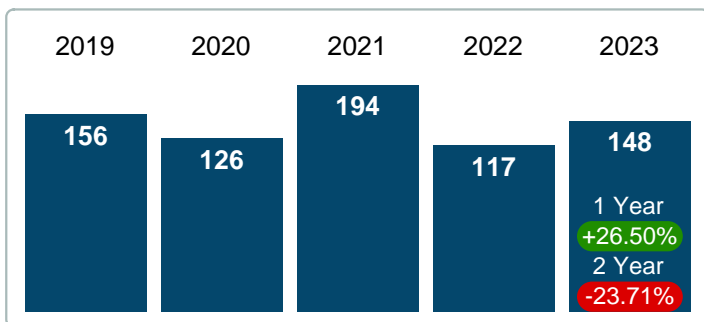
Area Delimited by County Of Wagoner - Residential Property Type



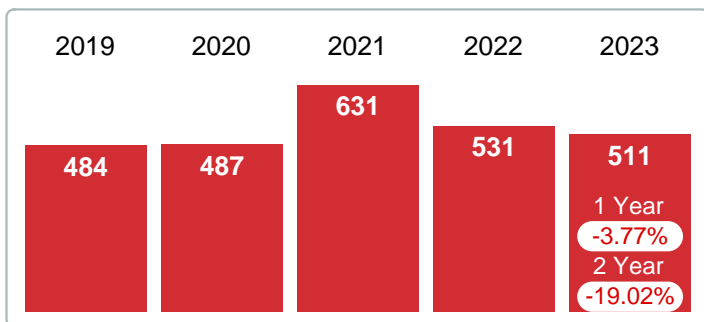
## PENDING LISTINGS

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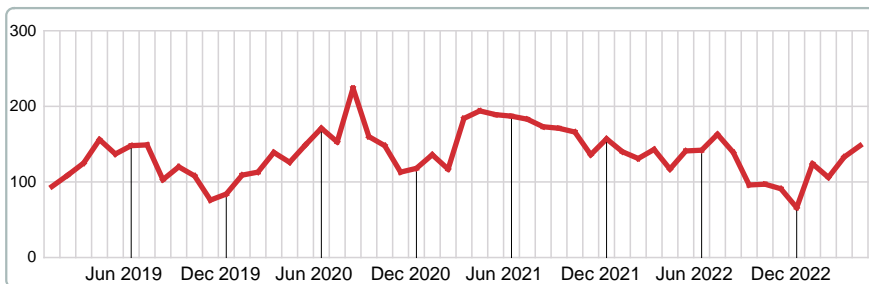
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 148

High Aug 2020 224 Low Dec 2022 66

Pending Listings this month at 148 equal to 5 yr APR average of 148



### 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	13	8.78%	35.2	5	8	0	0
\$125,001 - \$200,000	18	12.16%	28.3	4	10	4	0
\$200,001 - \$225,000	12	8.11%	8.7	0	12	0	0
\$225,001 - \$300,000	47	31.76%	22.4	2	33	12	0
\$300,001 - \$375,000	25	16.89%	56.8	0	9	15	1
\$375,001 - \$500,000	18	12.16%	49.6	0	6	9	3
\$500,001 and up	15	10.14%	52.5	0	0	11	4
<b>Total Pending Units</b>	<b>148</b>			<b>11</b>	<b>78</b>	<b>51</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>44,330,927</b>	<b>100%</b>	<b>29.1</b>	<b>1.56M</b>	<b>19.18M</b>	<b>19.39M</b>	<b>4.20M</b>
<b>Average Listing Price</b>	<b>\$285,931</b>			<b>\$141,391</b>	<b>\$245,949</b>	<b>\$380,283</b>	<b>\$524,644</b>

# April 2023



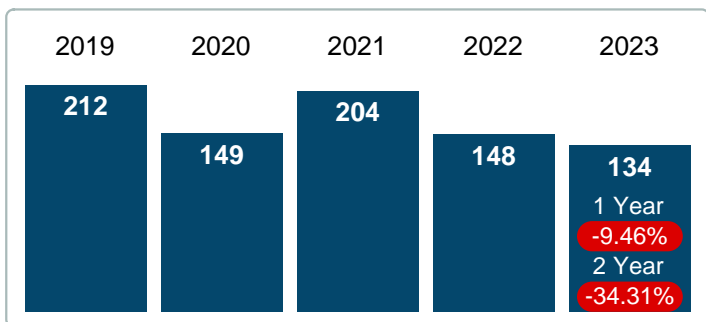
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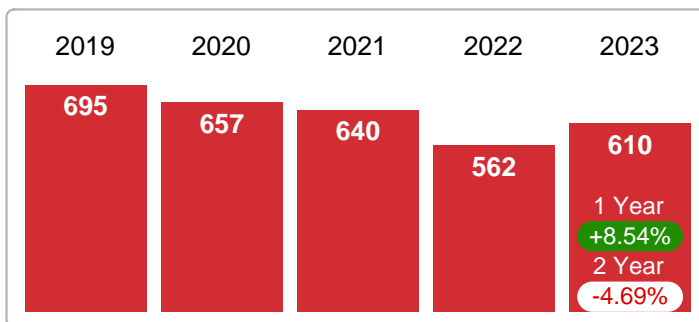
## NEW LISTINGS

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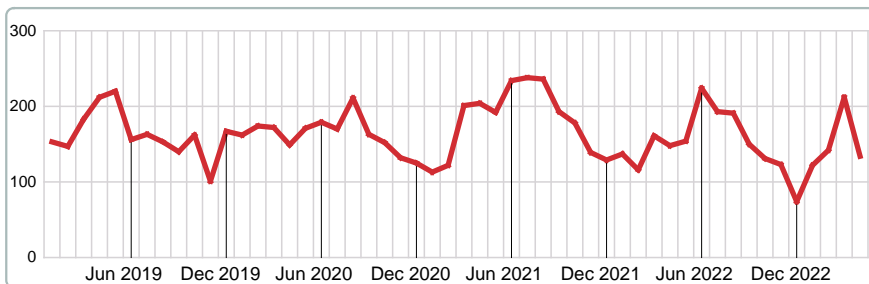
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 169

High Jul 2021 238 | Low Dec 2022 74

New Listings this month at **134**  
 below the 5 yr APR average of **169**

Month	New Listings	Change (%)
FEB	142	
MAR	212	+49.30%
APR	134	-36.79%

### 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	8	5.97%	1	7	0	0
\$125,001 - \$200,000	20	14.93%	7	10	3	0
\$200,001 - \$225,000	11	8.21%	1	9	0	1
\$225,001 - \$300,000	35	26.12%	1	23	10	1
\$300,001 - \$375,000	26	19.40%	0	13	12	1
\$375,001 - \$550,000	20	14.93%	1	3	15	1
\$550,001 and up	14	10.45%	0	4	8	2
<b>Total New Listed Units</b>	<b>134</b>		<b>11</b>	<b>69</b>	<b>48</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>43,855,732</b>	<b>100%</b>	<b>2.05M</b>	<b>18.66M</b>	<b>20.44M</b>	<b>2.70M</b>
<b>Average New Listed Listing Price</b>	<b>\$229,200</b>		<b>\$186,800</b>	<b>\$270,462</b>	<b>\$425,879</b>	<b>\$449,475</b>

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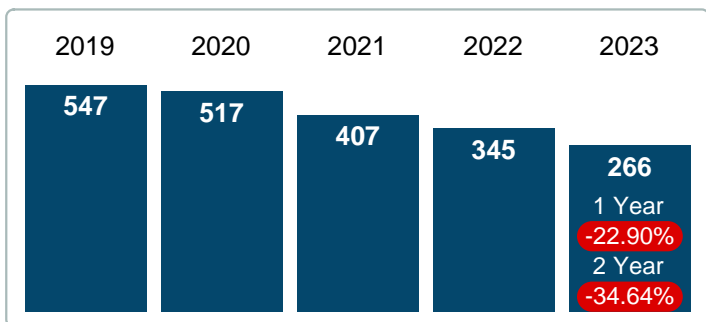
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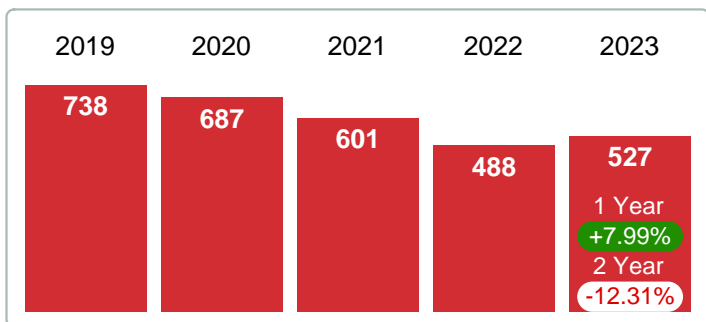
## ACTIVE INVENTORY

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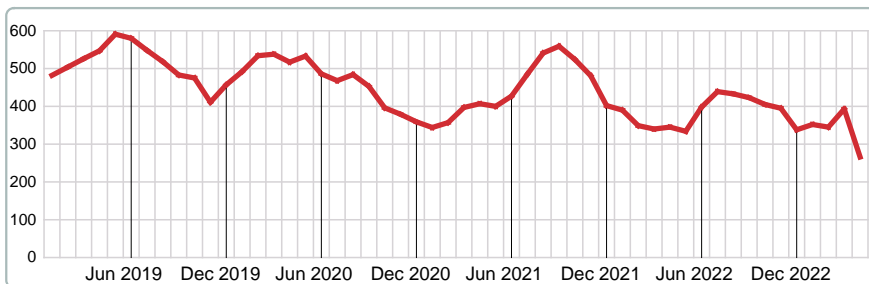
### END OF APRIL



### ACTIVE DURING APRIL

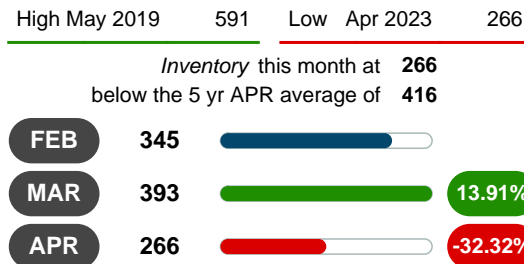


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 416



### 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	9.77%	76.0	9	14	2	1
\$150,001 - \$225,000	24	9.02%	46.4	4	18	1	1
\$225,001 - \$300,000	47	17.67%	54.1	1	32	13	1
\$300,001 - \$400,000	67	25.19%	63.5	0	36	29	2
\$400,001 - \$475,000	35	13.16%	103.7	2	16	16	1
\$475,001 - \$600,000	39	14.66%	105.8	1	13	22	3
\$600,001 and up	28	10.53%	55.2	0	9	14	5
<b>Total Active Inventory by Units</b>	<b>266</b>			<b>17</b>	<b>138</b>	<b>97</b>	<b>14</b>
<b>Total Active Inventory by Volume</b>	<b>104,369,178</b>	<b>100%</b>	<b>72.1</b>	<b>3.14M</b>	<b>47.45M</b>	<b>46.06M</b>	<b>7.72M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$392,365</b>			<b>\$184,541</b>	<b>\$343,817</b>	<b>\$474,873</b>	<b>\$551,607</b>

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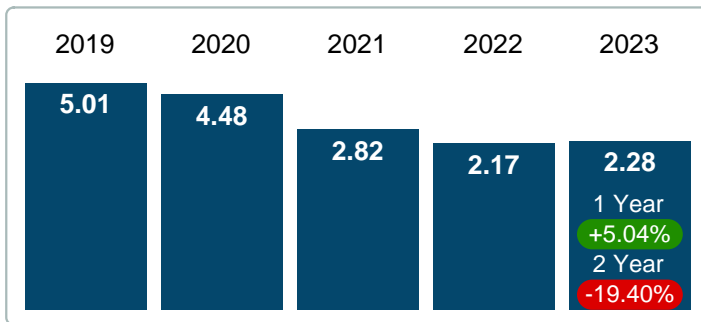
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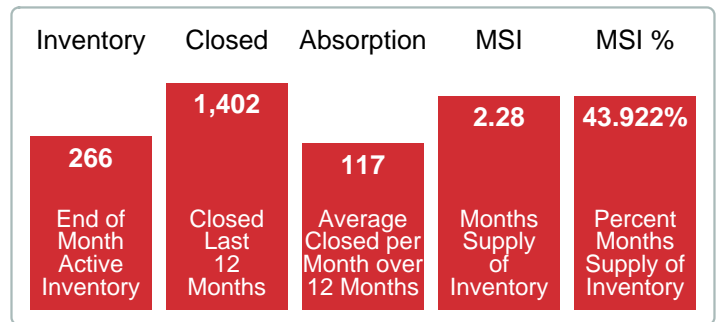
## MONTHS SUPPLY of INVENTORY (MSI)

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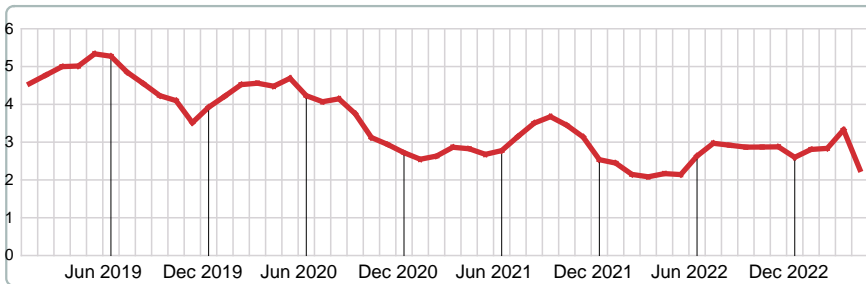
### MSI FOR APRIL



### INDICATORS FOR APRIL 2023

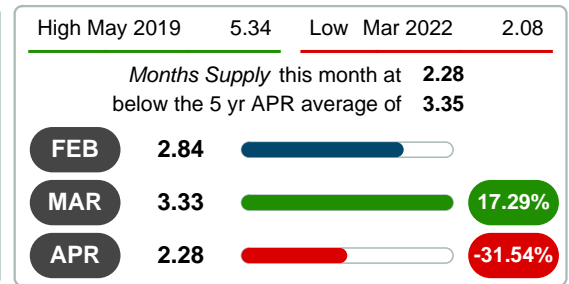


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 3.35



### 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	9.77%	1.77	1.80	1.63	1.85	0.00
\$150,001 - \$225,000	24	9.02%	0.91	2.67	0.85	0.30	3.00
\$225,001 - \$300,000	47	17.67%	1.40	3.00	1.33	1.49	2.40
\$300,001 - \$400,000	67	25.19%	3.15	0.00	2.82	3.74	4.80
\$400,001 - \$475,000	35	13.16%	4.38	0.00	4.09	4.27	3.00
\$475,001 - \$600,000	39	14.66%	4.29	0.00	8.21	3.22	4.50
\$600,001 and up	28	10.53%	6.86	0.00	9.00	5.60	10.00
Market Supply of Inventory (MSI)			2.28	2.34	1.89	2.85	5.25
Total Active Inventory by Units		100%	2.28	17	138	97	14

# April 2023



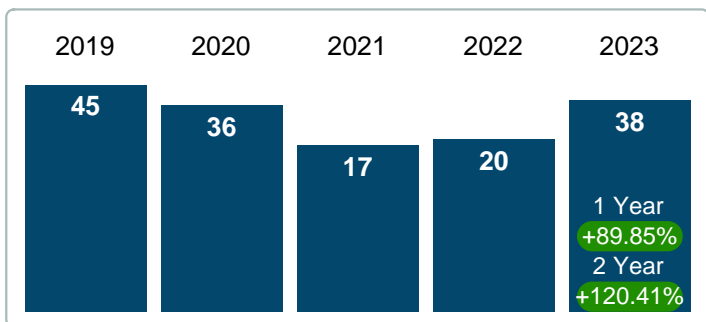
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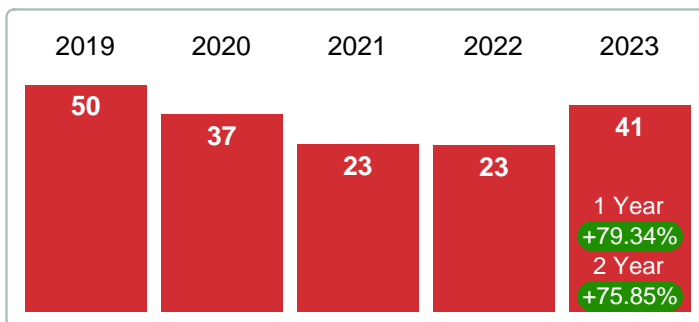
## AVERAGE DAYS ON MARKET TO SALE

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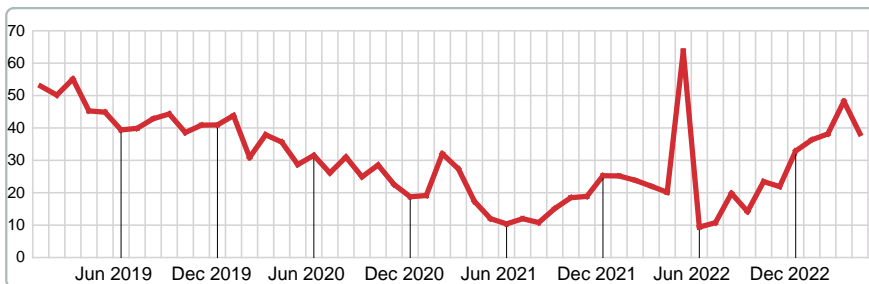
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

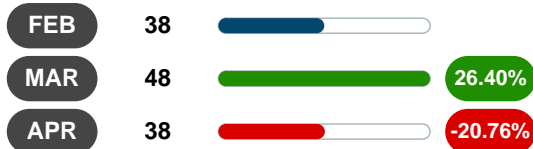


### 3 MONTHS

5 year APR AVG = 31

High May 2022 64 Low Jun 2022 9

Average Days on Market to Sale this month at 38 above the 5 yr APR average of 31



### 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
\$100,000 and less	6.96%	35	67	10	38	0
\$100,001 - \$175,000	13.91%	29	3	40	0	0
\$175,001 - \$225,000	13.04%	31	0	21	76	1
\$225,001 - \$300,000	26.09%	32	0	30	36	0
\$300,001 - \$375,000	17.39%	54	4	30	93	0
\$375,001 - \$450,000	12.17%	32	0	27	42	8
\$450,001 and up	10.43%	59	0	182	19	9
<b>Average Closed DOM</b>		<b>38</b>	<b>25</b>	<b>36</b>	<b>50</b>	<b>6</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>38</b>	<b>9</b>	<b>68</b>	<b>35</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>32,183,421</b>	<b>1.19M</b>	<b>17.52M</b>	<b>12.34M</b>	<b>1.13M</b>

# April 2023



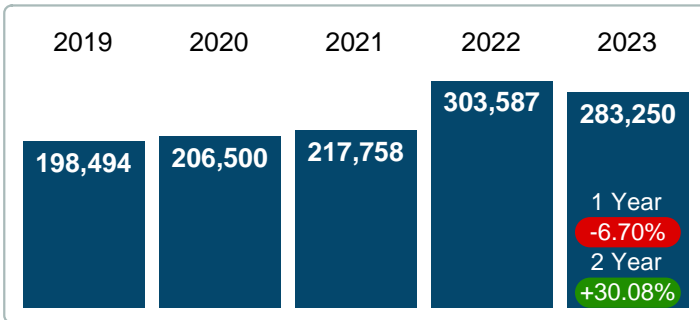
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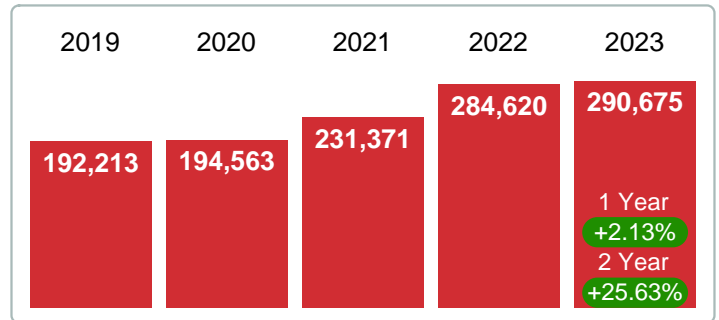
## AVERAGE LIST PRICE AT CLOSING

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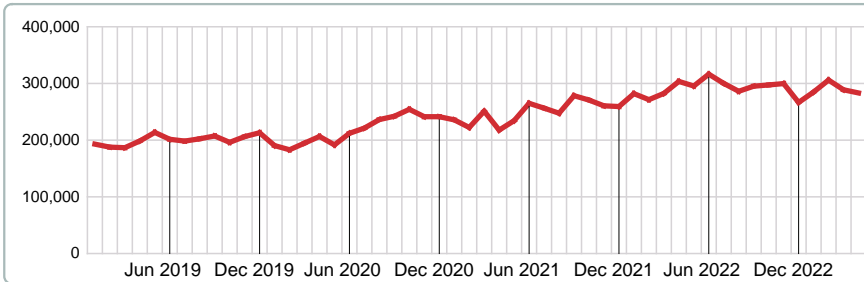
### APRIL



### YEAR TO DATE (YTD)

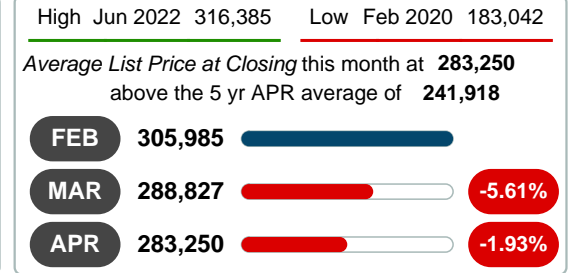


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 241,918



### 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
\$100,000 and less	8	6.96%	74,062	63,267	82,100	74,299	0
\$100,001 - \$175,000	16	13.91%	143,725	139,500	147,032	0	0
\$175,001 - \$225,000	12	10.43%	201,465	0	208,585	190,800	240,000
\$225,001 - \$300,000	32	27.83%	256,489	0	258,582	266,560	0
\$300,001 - \$375,000	21	18.26%	335,339	319,900	331,440	343,785	0
\$375,001 - \$450,000	13	11.30%	405,246	0	416,729	404,967	376,200
\$450,001 and up	13	11.30%	518,931	0	491,133	535,975	530,000
<b>Average List Price</b>			<b>283,250</b>	<b>134,133</b>	<b>260,393</b>	<b>357,532</b>	<b>382,067</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>283,250</b>	<b>9</b>	<b>68</b>	<b>35</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>32,573,754</b>	<b>1.21M</b>	<b>17.71M</b>	<b>12.51M</b>	<b>1.15M</b>



# April 2023



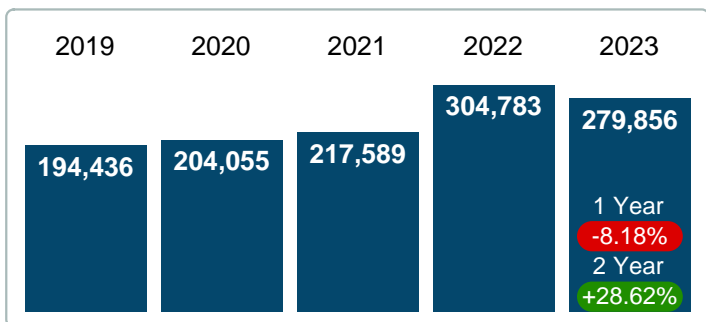
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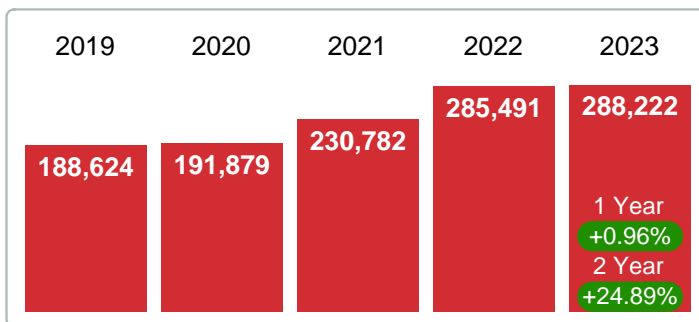
## AVERAGE SOLD PRICE AT CLOSING

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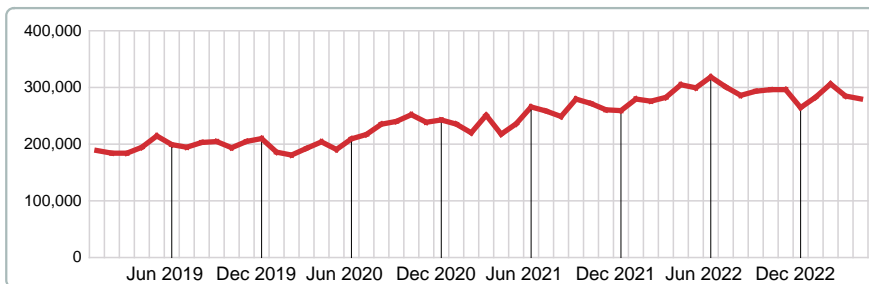
### APRIL



### YEAR TO DATE (YTD)

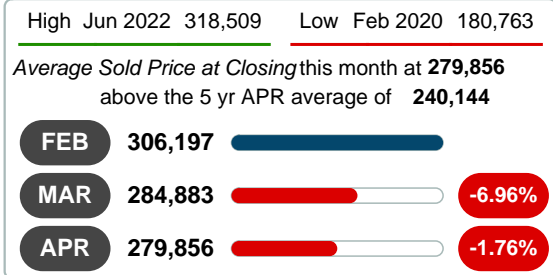


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 240,144



### 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
\$100,000 and less	8	6.96%	65,638	51,500	81,400	45,000	0
\$100,001 - \$175,000	16	13.91%	141,913	142,700	141,555	0	0
\$175,001 - \$225,000	15	13.04%	207,422	0	207,630	200,800	225,000
\$225,001 - \$300,000	30	26.09%	257,744	0	255,396	263,222	0
\$300,001 - \$375,000	20	17.39%	333,080	319,900	330,661	338,055	0
\$375,001 - \$450,000	14	12.17%	406,963	0	417,939	397,650	386,000
\$450,001 and up	12	10.43%	515,417	0	477,033	528,863	523,000
Average Sold Price			279,856	131,989	257,704	352,504	378,000
Total Closed Units		100%	279,856	9	68	35	3
Total Closed Volume			32,183,421	1.19M	17.52M	12.34M	1.13M

# April 2023



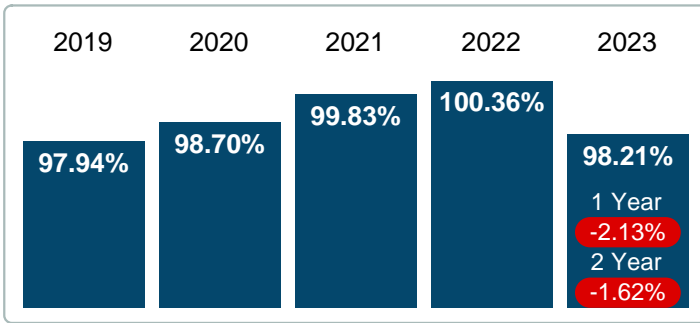
Area Delimited by County Of Wagoner - Residential Property Type



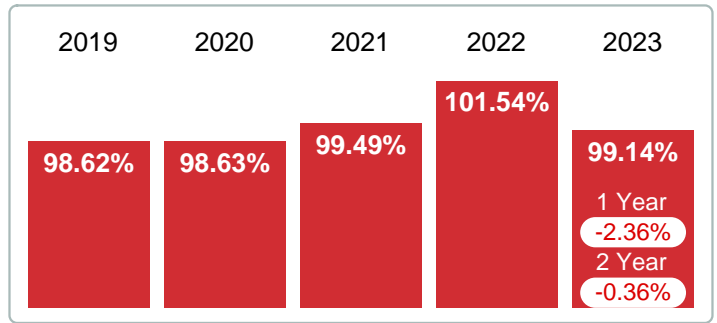
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

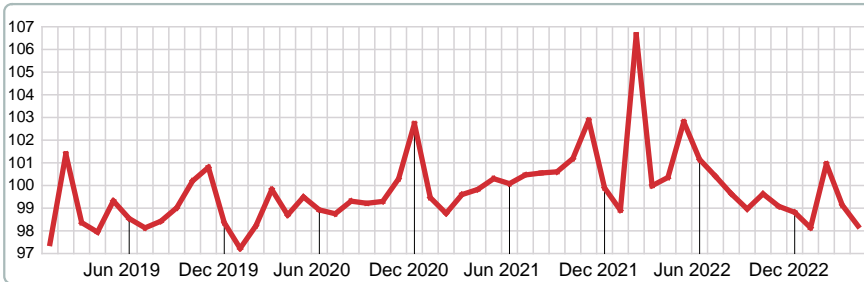
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

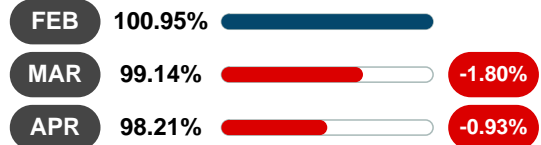


### 3 MONTHS

5 year APR AVG = 99.01%

High Feb 2022 106.65% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **98.21%**  
below the 5 yr APR average of **99.01%**



### 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	
\$100,000 and less	8	6.96%	85.87%	77.91%	98.16%	60.57%	0.00%	
\$100,001 - \$175,000	16	13.91%	98.28%	102.30%	96.46%	0.00%	0.00%	
\$175,001 - \$225,000	15	13.04%	100.50%	0.00%	99.78%	105.41%	93.75%	
\$225,001 - \$300,000	30	26.09%	98.91%	0.00%	98.93%	98.86%	0.00%	
\$300,001 - \$375,000	20	17.39%	99.26%	100.00%	99.84%	98.38%	0.00%	
\$375,001 - \$450,000	14	12.17%	99.58%	0.00%	100.33%	98.21%	102.60%	
\$450,001 and up	12	10.43%	98.41%	0.00%	97.52%	98.71%	98.68%	
Average Sold/List Ratio		98.20%		93.91%	98.85%	98.07%	98.34%	
Total Closed Units		115	100%	98.20%	9	68	35	3
Total Closed Volume		32,183,421			1.19M	17.52M	12.34M	1.13M

# April 2023



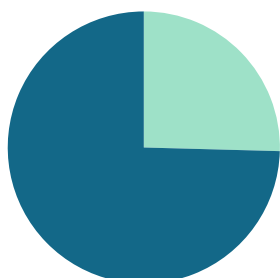
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

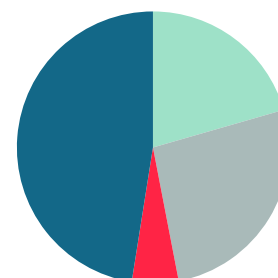


**Inventory**  
 New Listings  
**134 = 25.43%**  
 Start Inventory  
**393**  
 Total Inventory Units  
**527**  
 Volume  
**\$182,575,748**

### Market Activity

Closed Sales  
**115 = 20.54%**  
 Pending Sales  
**148 = 26.43%**  
 Other Off Market  
**31 = 5.54%**  
 Active Inventory  
**266 = 47.50%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	131	115	-12.21%	545	386	-29.17%
Pending Sales	117	148	26.50%	531	511	-3.77%
New Listings	148	134	-9.46%	562	610	8.54%
Average List Price	303,587	283,250	-6.70%	284,620	290,675	2.13%
Average Sale Price	304,783	279,856	-8.18%	285,491	288,222	0.96%
Average Percent of Selling Price to List Price	100.36%	98.21%	-2.13%	101.54%	99.14%	-2.36%
Average Days on Market to Sale	20.13	38.22	89.85%	22.75	40.79	79.34%
Monthly Inventory	348	266	-23.56%	348	266	-23.56%
Months Supply of Inventory	2.19	2.28	4.13%	2.19	2.28	4.13%

**Absorption:** Last 12 months, an Average of 117 Sales/Month

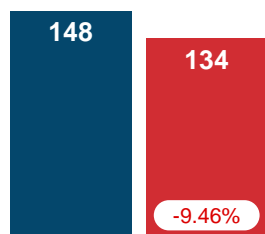
**Inventory** on April 30, 2023 = 266

2022 2023

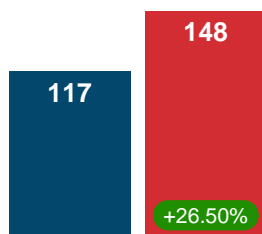
### APRIL MARKET

### AVERAGE PRICES

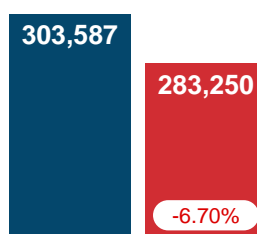
#### New Listings



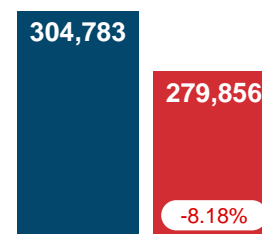
#### Pending Listings



#### List Price



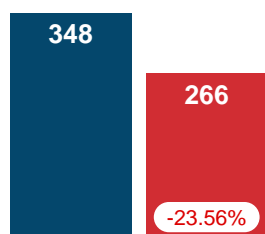
#### Sale Price



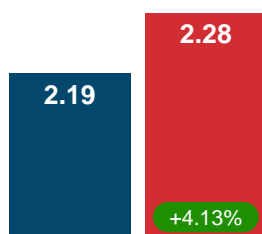
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

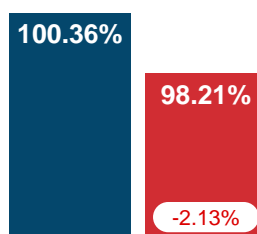
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

