

December 2018



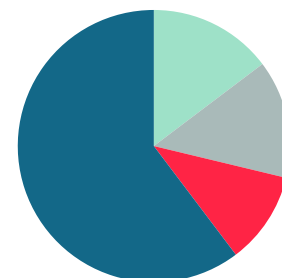
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	103	90	-12.62%
Pending Listings	81	86	6.17%
New Listings	144	121	-15.97%
Average List Price	187,870	188,697	0.44%
Average Sale Price	185,260	186,020	0.41%
Average Percent of Selling Price to List Price	98.27%	98.44%	0.17%
Average Days on Market to Sale	52.00	45.21	-13.06%
End of Month Inventory	398	369	-7.29%
Months Supply of Inventory	3.69	3.49	-5.31%



■ Closed (14.71%)
■ Pending (14.05%)
■ Other OffMarket (10.95%)
■ Active (60.29%)

Absorption: Last 12 months, an Average of **106** Sales/Month
Active Inventory as of December 31, 2018 = **369**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **7.29%** to 369 existing homes available for sale. Over the last 12 months this area has had an average of 106 closed sales per month. This represents an unsold inventory index of **3.49** 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 **0.41%** in December 2018 to \$186,020 versus the previous year at \$185,260.

Average Days on Market Shortens

The average number of **45.21** days that homes spent on the market before selling decreased by 6.79 days or **13.06%** in December 2018 compared to last year's same month at **52.00** DOM.

Sales Success for December 2018 is Positive

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

There were 121 New Listings in December 2018, down **15.97%** from last year at 144. Furthermore, there were 90 Closed Listings this month versus last year at 103, a **-12.62%** decrease.

Closed versus Listed trends yielded a **74.4%** ratio, up from previous year's, December 2017, at **71.5%**, a **3.99%** upswing. 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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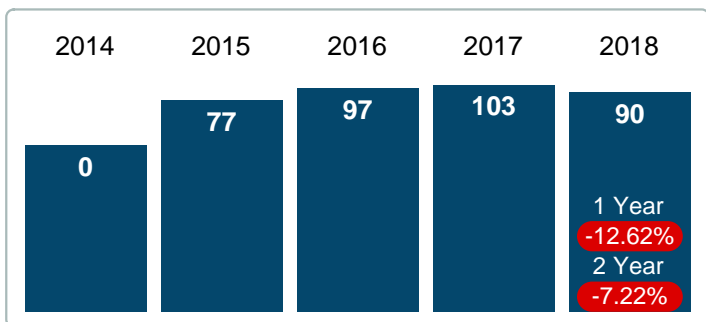
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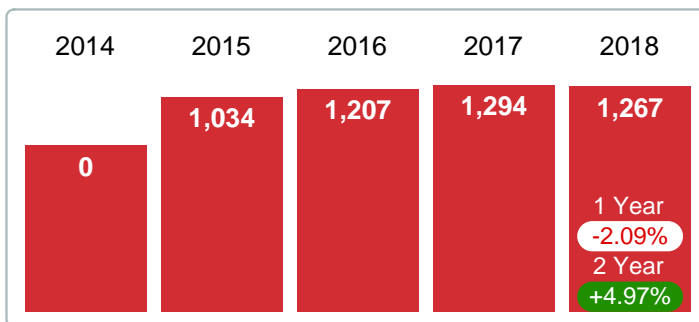
CLOSED LISTINGS

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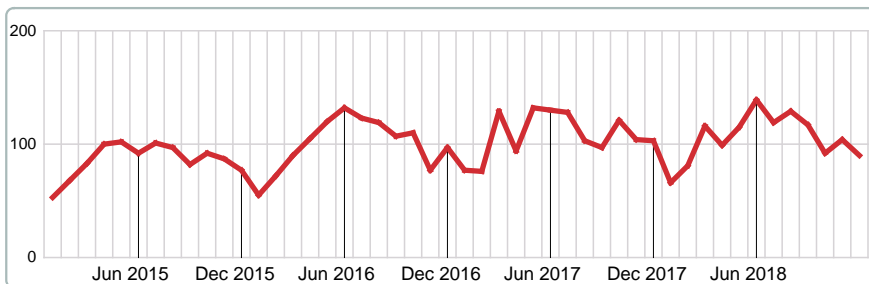
DECEMBER



YEAR TO DATE (YTD)

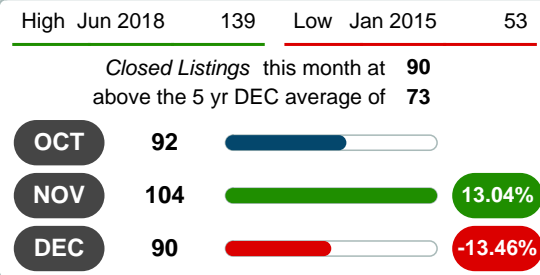


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 73



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	9	10.00%	71.9	3	6	0	0
\$100,001 - \$125,000	5	5.56%	48.4	1	2	2	0
\$125,001 - \$150,000	13	14.44%	26.6	0	13	0	0
\$150,001 - \$175,000	19	21.11%	63.7	0	14	5	0
\$175,001 - \$200,000	20	22.22%	41.5	0	13	6	1
\$200,001 - \$275,000	12	13.33%	29.7	0	4	7	1
\$275,001 and up	12	13.33%	36.5	0	3	9	0
Total Closed Units	90			4	55	29	2
Total Closed Volume	16,741,835	100%	45.2	266.90K	9.18M	6.90M	400.36K
Average Closed Price	\$186,020			\$66,725	\$166,840	\$237,875	\$200,180

December 2018



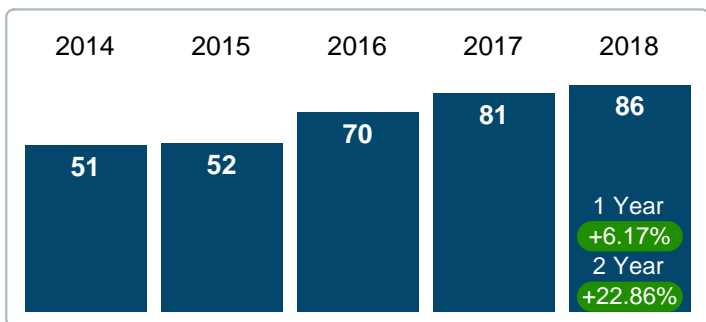
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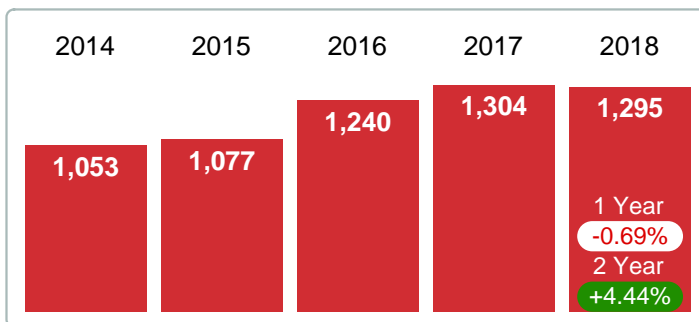
PENDING LISTINGS

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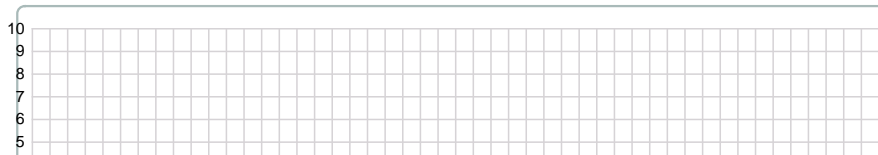
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 68

High Dec 2018 0 Low Dec 2018 0

Pending Listings this month at **86**
above the 5 yr DEC average of **68**

OCT 0
NOV 0
DEC 0

nan%
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	5.81%	39.2	1	3	1	0
\$75,001 - \$125,000	9	10.47%	64.1	1	7	1	0
\$125,001 - \$175,000	15	17.44%	47.1	0	15	0	0
\$175,001 - \$200,000	20	23.26%	32.7	0	15	5	0
\$200,001 - \$275,000	16	18.60%	44.9	0	6	9	1
\$275,001 - \$325,000	11	12.79%	42.1	0	2	9	0
\$325,001 and up	10	11.63%	36.5	0	2	8	0
Total Pending Units	86			2	50	33	1
Total Pending Volume	17,998,797	100%	42.8	107.90K	8.63M	9.00M	259.90K
Average Listing Price	\$209,288			\$53,950	\$172,697	\$272,611	\$259,900

December 2018



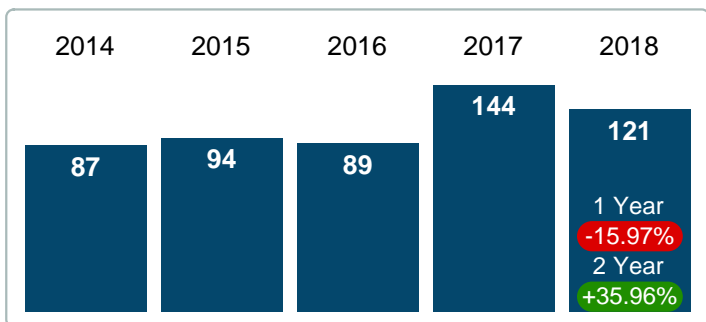
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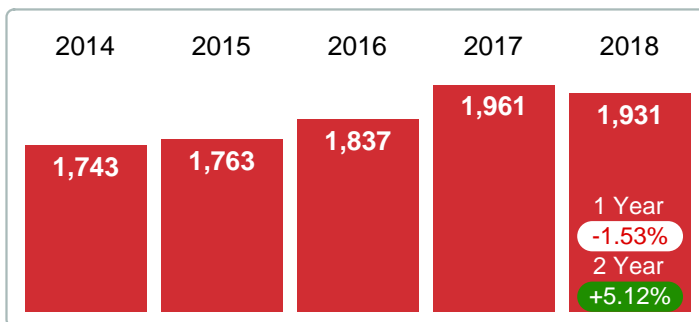
NEW LISTINGS

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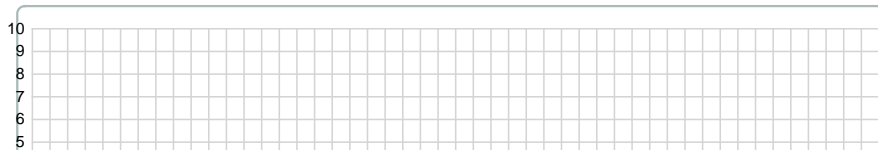
DECEMBER



YEAR TO DATE (YTD)

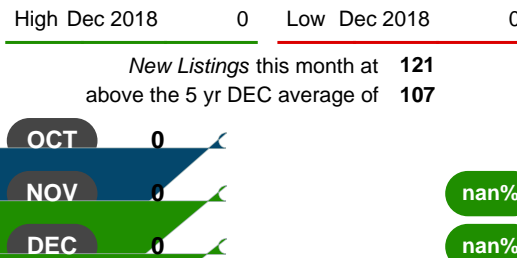


5 YEAR MARKET ACTIVITY TRENDS

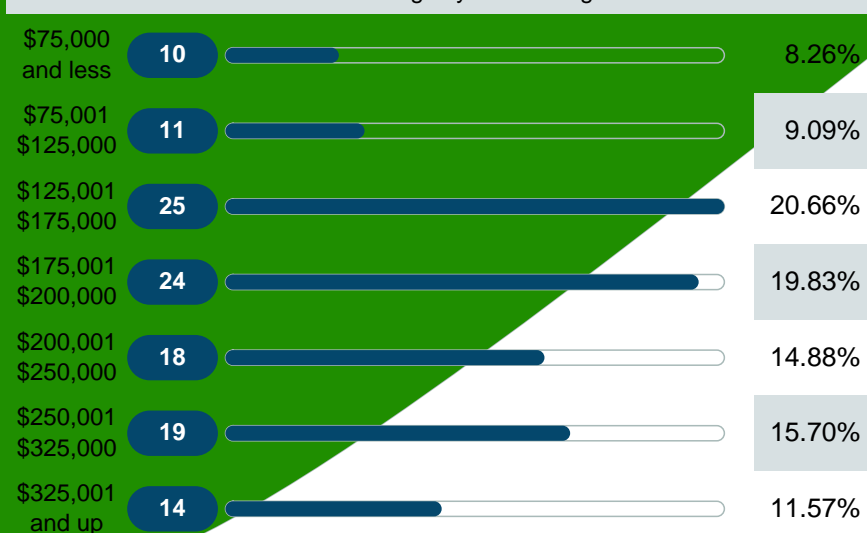


3 MONTHS

5 year DEC AVG = 107



Distribution of New Listings by Price Range



	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	2	7	1	0
\$75,001 - \$125,000	0	10	1	0
\$125,001 - \$175,000	1	20	4	0
\$175,001 - \$200,000	0	20	4	0
\$200,001 - \$250,000	0	10	8	0
\$250,001 - \$325,000	0	6	13	0
\$325,001 and up	2	3	8	1
Total	5	76	39	1
Total New Listed Volume	1.79M	13.12M	10.67M	947.00K
Average New Listed Listing Price	\$357,260	\$172,642	\$273,692	\$947,000

Total New Listed Units	121	
Total New Listed Volume	26,528,032	100%
Average New Listed Listing Price	\$213,336	

December 2018



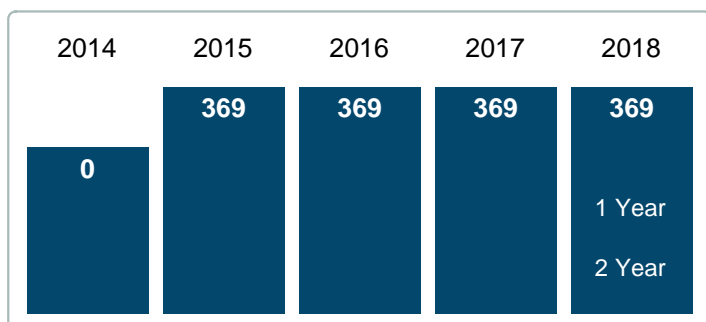
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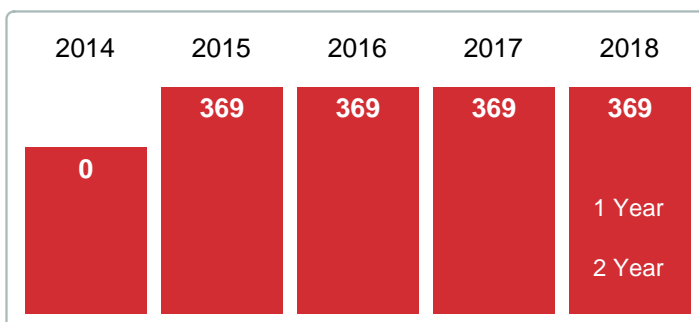
ACTIVE INVENTORY

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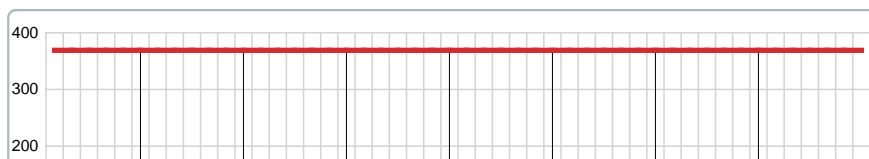
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 295

Month	Inventory	Change
High Dec 2018	369	
Low Dec 2018	369	
Inventory this month at 369 above the 5 yr DEC average of 295		
OCT	369	
NOV	369	0.00%
DEC	369	0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	24	6.50%	195.0	8	15	1	0
\$75,001 - \$125,000	40	10.84%	69.9	6	24	9	1
\$125,001 - \$150,000	37	10.03%	83.6	3	28	5	1
\$150,001 - \$225,000	127	34.42%	76.9	6	86	33	2
\$225,001 - \$275,000	48	13.01%	88.6	1	28	18	1
\$275,001 - \$425,000	56	15.18%	88.4	2	26	25	3
\$425,001 and up	37	10.03%	108.5	1	13	18	5
Total Active Inventory by Units	369			27	220	109	13
Total Active Inventory by Volume	93,910,883	100%	90.9	4.71M	47.23M	35.09M	6.87M
Average Active Inventory Listing Price	\$254,501			\$174,330	\$214,704	\$321,972	\$528,777

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Area Delimited by County Of Wagoner - Residential Property Type



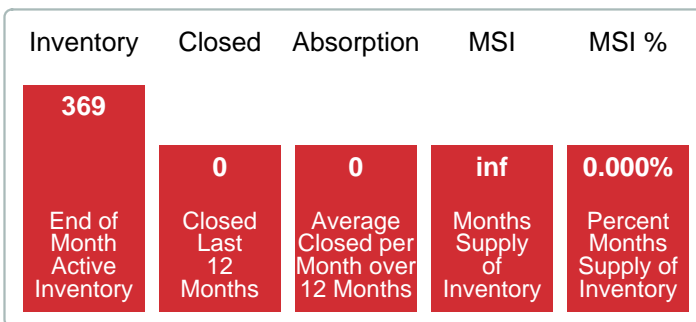
MONTHS SUPPLY of INVENTORY (MSI)

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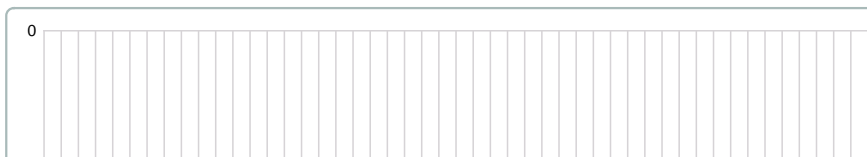
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

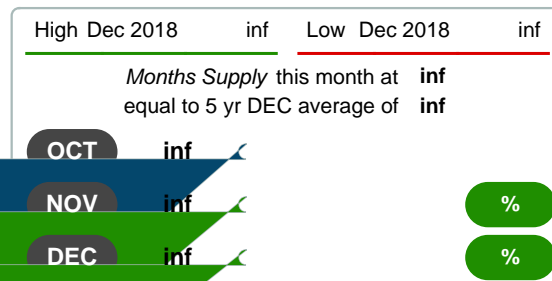


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	24	6.50%	3.69	4.00	3.75	2.40	0.00
\$75,001 - \$125,000	40	10.84%	2.81	6.55	2.13	4.70	6.00
\$125,001 - \$150,000	37	10.03%	2.17	3.60	1.94	2.86	12.00
\$150,001 - \$225,000	127	34.42%	3.09	0.00	2.92	2.98	3.00
\$225,001 - \$275,000	48	13.01%	4.33	6.00	5.51	3.22	4.00
\$275,001 - \$425,000	56	15.18%	4.36	24.00	8.43	3.06	2.00
\$425,001 and up	37	10.03%	13.88	0.00	14.18	12.71	15.00
Market Supply of Inventory (MSI)			3.49	6.75	3.23	3.59	4.22
Total Active Inventory by Units		100%	369	27	220	109	13

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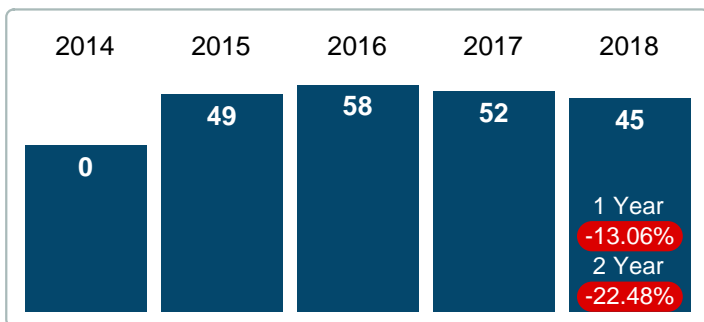
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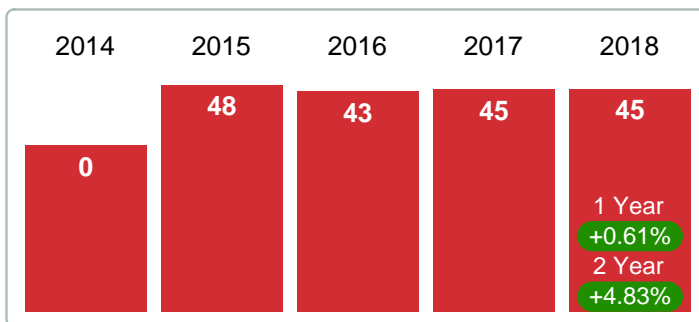
AVERAGE DAYS ON MARKET TO SALE

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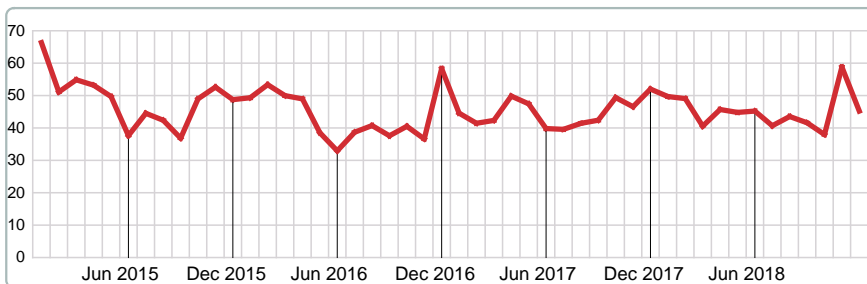
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 41

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 45 above the 5 yr DEC average of 41



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	10.00%	72	96	60	0	0
\$100,001 - \$125,000	5.56%	48	131	17	39	0
\$125,001 - \$150,000	14.44%	27	0	27	0	0
\$150,001 - \$175,000	21.11%	64	0	61	70	0
\$175,001 - \$200,000	22.22%	41	0	23	62	154
\$200,001 - \$275,000	13.33%	30	0	22	27	76
\$275,001 and up	13.33%	37	0	43	34	0
Average Closed DOM		45				
Total Closed Units	100%	45	105	39	45	115
Total Closed Volume		16,741,835	266.90K	9.18M	6.90M	400.36K

December 2018



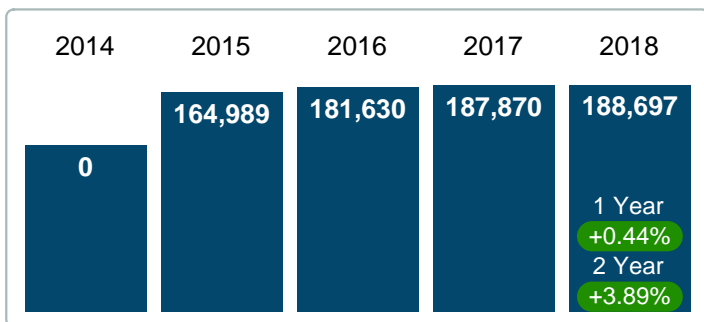
Area Delimited by County Of Wagoner - Residential Property Type



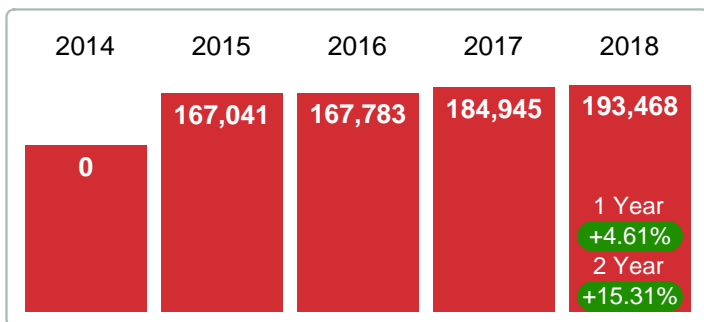
AVERAGE LIST PRICE AT CLOSING

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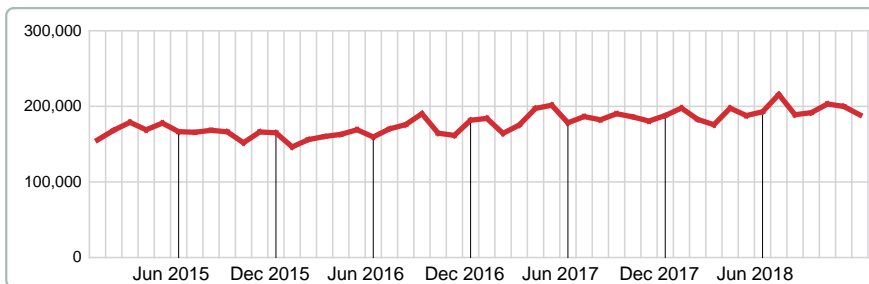
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

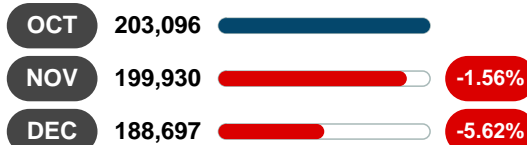


3 MONTHS

5 year DEC AVG = 144,637

High Jul 2018 215,686 Low Jan 2016 146,319

Average List Price at Closing this month at **188,697** above the 5 yr DEC average of **144,637**



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	9	10.00%	71,533	63,267	75,667	0	0
\$100,001 - \$125,000	5	5.56%	118,100	110,000	117,000	127,500	0
\$125,001 - \$150,000	13	14.44%	140,781	0	140,127	0	0
\$150,001 - \$175,000	16	17.78%	164,850	0	168,294	169,560	0
\$175,001 - \$200,000	23	25.56%	186,076	0	183,322	192,557	174,900
\$200,001 - \$275,000	12	13.33%	243,904	0	228,646	253,281	239,300
\$275,001 and up	12	13.33%	339,507	0	373,690	328,112	0
Average List Price			188,697	74,950	168,811	240,832	207,100
Total Closed Units		100%	188,697	4	55	29	2
Total Closed Volume			16,982,729	299.80K	9.28M	6.98M	414.20K

December 2018



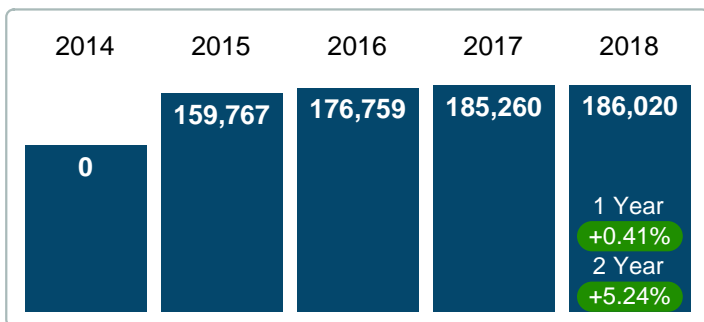
Area Delimited by County Of Wagoner - Residential Property Type



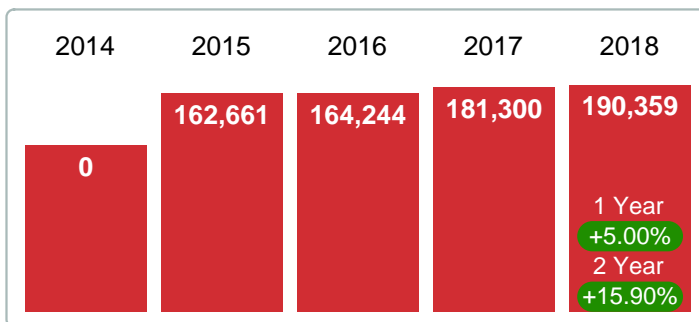
AVERAGE SOLD PRICE AT CLOSING

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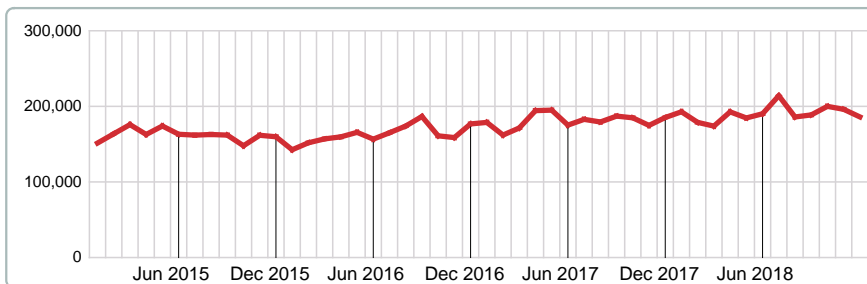
DECEMBER



YEAR TO DATE (YTD)

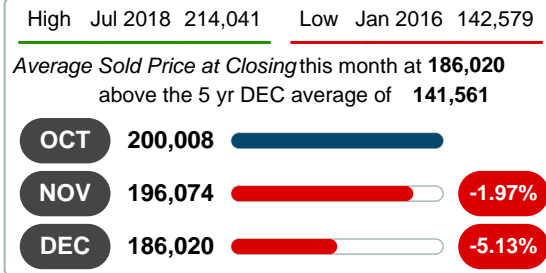


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 141,561



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	10.00%	68,456	53,967	75,700	0	0
\$100,001 - \$125,000	5.56%	117,900	105,000	118,750	123,500	0
\$125,001 - \$150,000	14.44%	139,304	0	139,304	0	0
\$150,001 - \$175,000	21.11%	164,461	0	164,126	165,400	0
\$175,001 - \$200,000	22.22%	185,170	0	182,772	191,225	180,000
\$200,001 - \$275,000	13.33%	241,255	0	229,171	251,145	220,360
\$275,001 and up	13.33%	333,506	0	361,023	324,333	0
Average Sold Price		186,020	66,725	166,840	237,875	200,180
Total Closed Units	100%	186,020	4	55	29	2
Total Closed Volume		16,741,835	266.90K	9.18M	6.90M	400.36K

December 2018



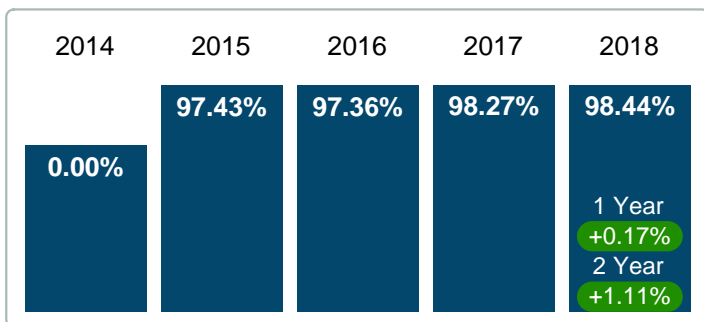
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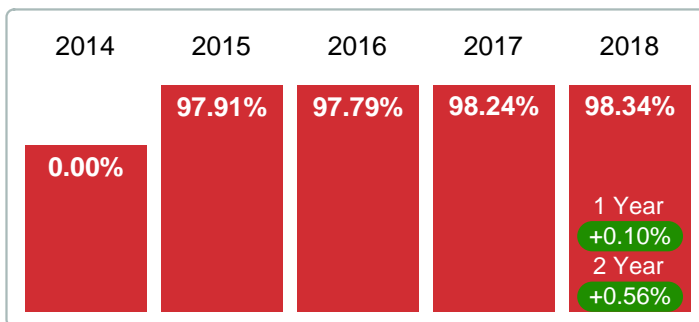
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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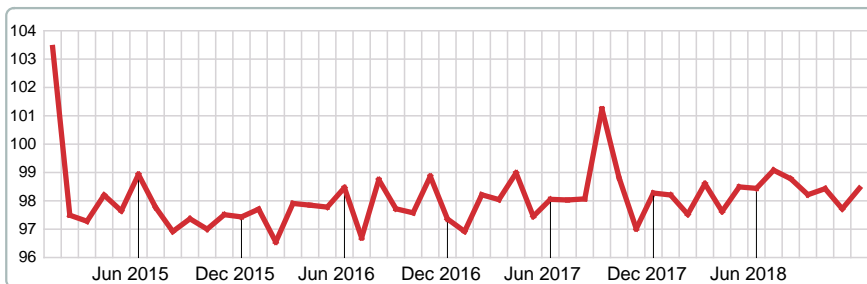
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

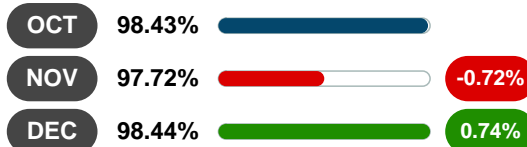


3 MONTHS

5 year DEC AVG = 78.30%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **98.44%** above the 5 yr DEC average of **78.30%**



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	9	10.00%	95.00%	86.23%	99.38%	0.00%	0.00%
\$100,001 - \$125,000	5	5.56%	98.42%	95.45%	101.43%	96.88%	0.00%
\$125,001 - \$150,000	13	14.44%	99.48%	0.00%	99.48%	0.00%	0.00%
\$150,001 - \$175,000	19	21.11%	97.74%	0.00%	97.77%	97.67%	0.00%
\$175,001 - \$200,000	20	22.22%	99.74%	0.00%	99.70%	99.29%	102.92%
\$200,001 - \$275,000	12	13.33%	98.95%	0.00%	100.26%	99.18%	92.09%
\$275,001 and up	12	13.33%	98.37%	0.00%	97.03%	98.81%	0.00%
Average Sold/List Ratio		98.40%		88.53%	99.08%	98.67%	97.50%
Total Closed Units		90	100%	4	55	29	2
Total Closed Volume		16,741,835		266.90K	9.18M	6.90M	400.36K

December 2018



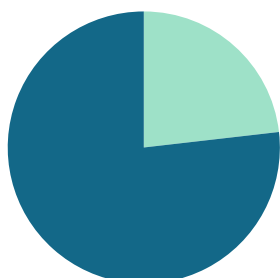
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

INVENTORY

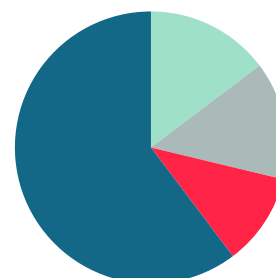


Inventory
 New Listings
121 = 23.18%
 Start Inventory
401
 Total Inventory Units
522
 Volume
\$127,352,531

Market Activity

Closed Sales
90 = 14.71%
 Pending Sales
86 = 14.05%
 Other Off Market
67 = 10.95%
 Active Inventory
369 = 60.29%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	103	90	-12.62%	1,294	1,267	-2.09%
Pending Sales	81	86	6.17%	1,304	1,295	-0.69%
New Listings	144	121	-15.97%	1,961	1,931	-1.53%
Average List Price	187,870	188,697	0.44%	184,945	193,468	4.61%
Average Sale Price	185,260	186,020	0.41%	181,300	190,359	5.00%
Average Percent of Selling Price to List Price	98.27%	98.44%	0.17%	98.24%	98.34%	0.10%
Average Days on Market to Sale	52.00	45.21	-13.06%	44.65	44.92	0.61%
Monthly Inventory	398	369	-7.29%	398	369	-7.29%
Months Supply of Inventory	3.69	3.49	-5.31%	3.69	3.49	-5.31%

Absorption: Last 12 months, an Average of **106** Sales/Month

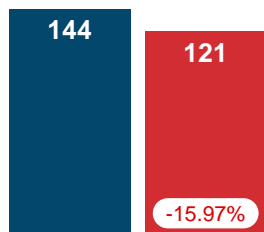
Inventory on December 31, 2018 = **369**

2017 **2018**

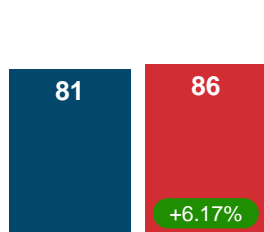
DECEMBER MARKET

AVERAGE PRICES

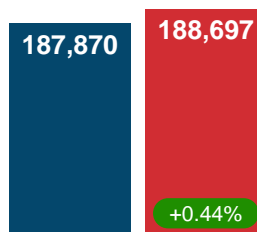
New Listings



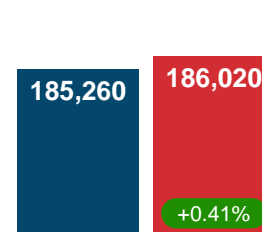
Pending Listings



List Price



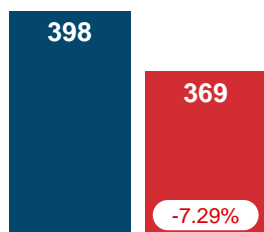
Sale Price



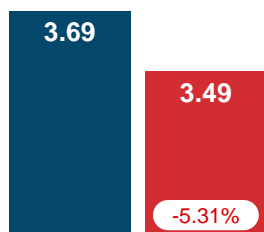
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

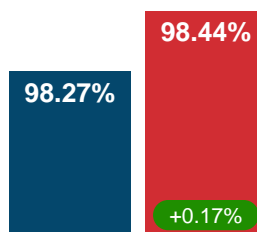
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

