

December 2018



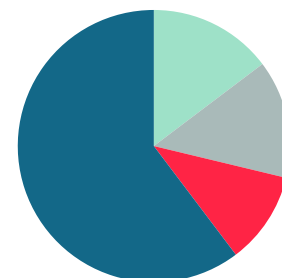
Area Delimited by County Of Wagoner - Residential Property Type



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%
Median List Price	169,900	177,637	4.55%
Median Sale Price	165,000	174,856	5.97%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	35.00	21.00	-40.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **5.97%** in December 2018 to \$174,856 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **21.00** days that homes spent on the market before selling decreased by 14.00 days or **40.00%** in December 2018 compared to last year's same month at **35.00** DOM.

Sales Success for December 2018 is Positive

Overall, with Median 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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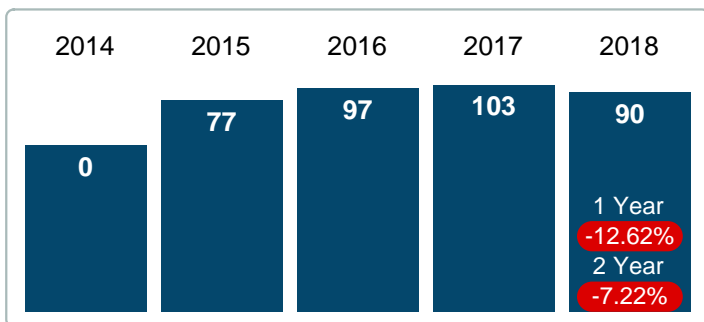
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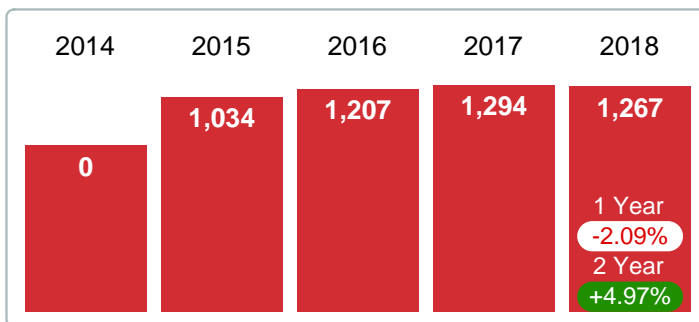
CLOSED LISTINGS

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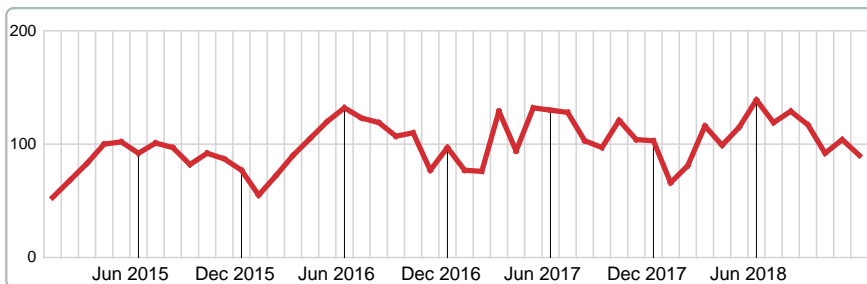
DECEMBER



YEAR TO DATE (YTD)

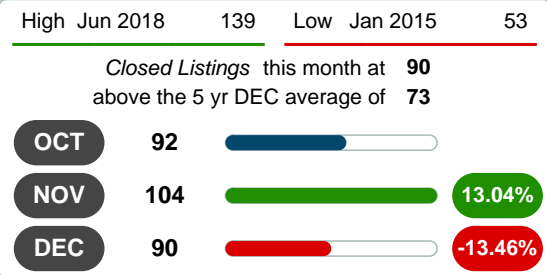


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 73



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	10.00%	69.0	3	6	0	0
\$100,001 - \$125,000	5	5.56%	33.0	1	2	2	0
\$125,001 - \$150,000	13	14.44%	14.0	0	13	0	0
\$150,001 - \$175,000	19	21.11%	61.0	0	14	5	0
\$175,001 - \$200,000	20	22.22%	1.0	0	13	6	1
\$200,001 - \$275,000	12	13.33%	13.5	0	4	7	1
\$275,001 and up	12	13.33%	3.5	0	3	9	0
Total Closed Units	90			4	55	29	2
Total Closed Volume	16,741,835	100%	21.0	266.90K	9.18M	6.90M	400.36K
Median Closed Price	\$174,856			\$54,950	\$163,000	\$250,000	\$200,180

December 2018



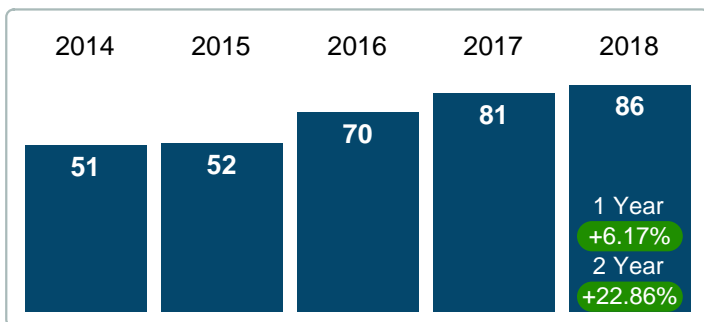
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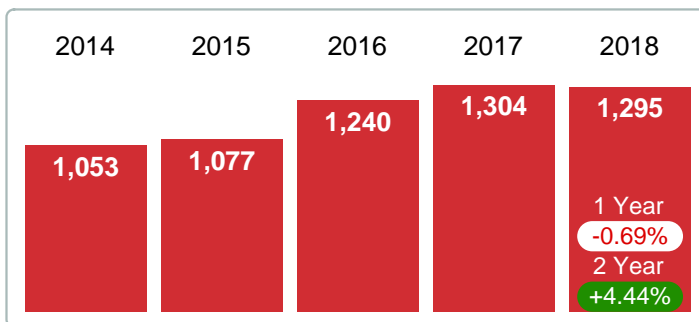
PENDING LISTINGS

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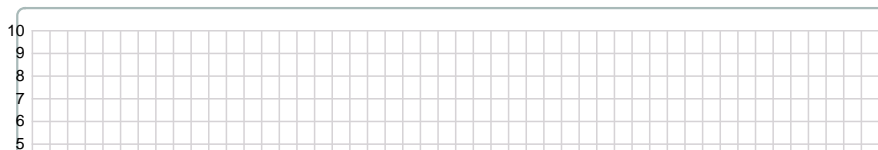
DECEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	5.81%	28.0	1	3	1	0
\$75,001 - \$125,000	9	10.47%	76.0	1	7	1	0
\$125,001 - \$175,000	15	17.44%	32.0	0	15	0	0
\$175,001 - \$200,000	20	23.26%	0.0	0	15	5	0
\$200,001 - \$275,000	16	18.60%	22.5	0	6	9	1
\$275,001 - \$325,000	11	12.79%	41.0	0	2	9	0
\$325,001 and up	10	11.63%	17.0	0	2	8	0
Total Pending Units	86			2	50	33	1
Total Pending Volume	17,998,797	100%	26.5	107.90K	8.63M	9.00M	259.90K
Median Listing Price	\$193,813			\$53,950	\$175,151	\$275,800	\$259,900

December 2018



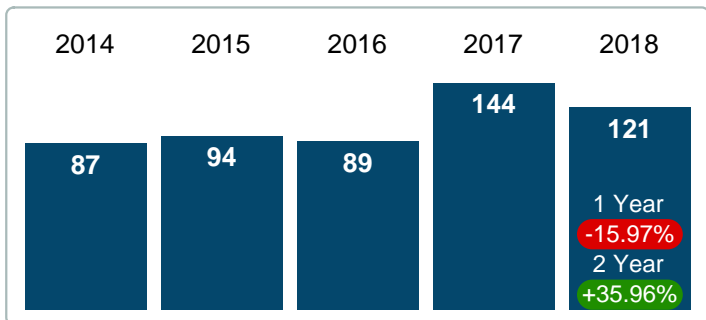
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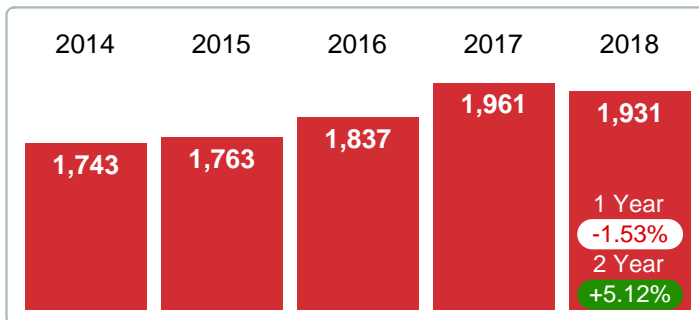
NEW LISTINGS

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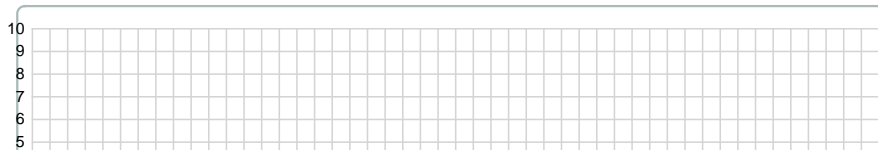
DECEMBER



YEAR TO DATE (YTD)

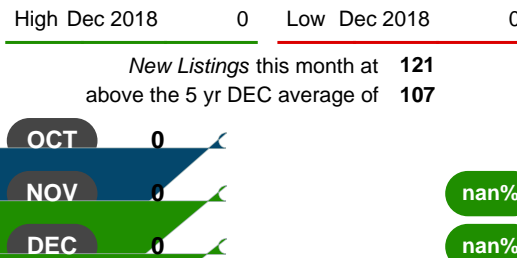


5 YEAR MARKET ACTIVITY TRENDS

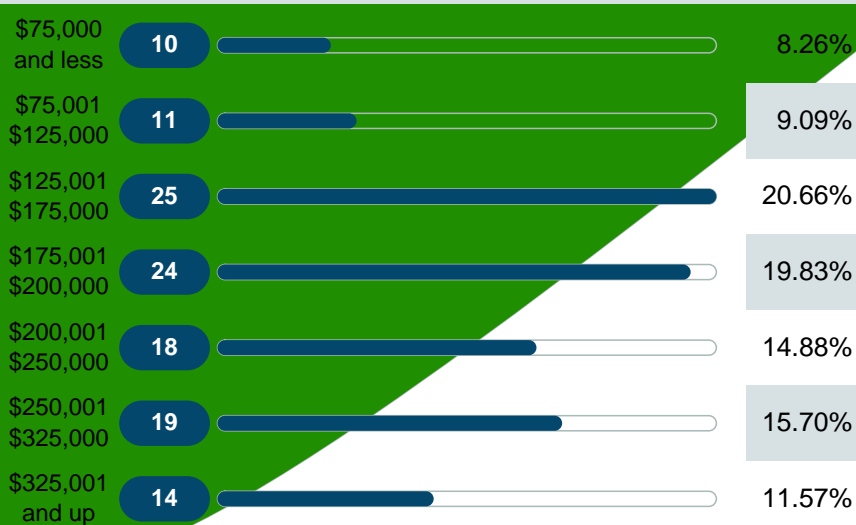


3 MONTHS

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
Median New Listed Listing Price	\$157,500	\$175,756	\$259,000	\$947,000

Total New Listed Units	121	
Total New Listed Volume	26,528,032	100%
Median New Listed Listing Price	\$182,500	

December 2018



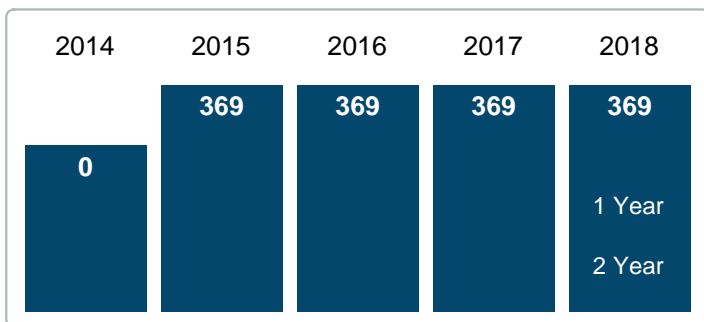
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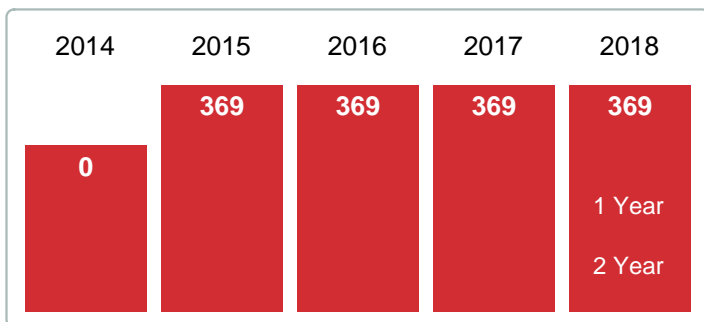
ACTIVE INVENTORY

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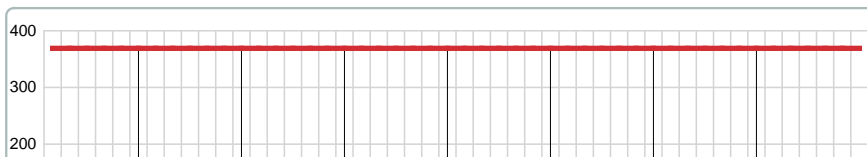
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 295

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	24	6.50%	36.5	8	15	1	0
\$75,001 - \$125,000	40	10.84%	64.5	6	24	9	1
\$125,001 - \$150,000	37	10.03%	73.0	3	28	5	1
\$150,001 - \$225,000	127	34.42%	69.0	6	86	33	2
\$225,001 - \$275,000	48	13.01%	88.0	1	28	18	1
\$275,001 - \$425,000	56	15.18%	87.0	2	26	25	3
\$425,001 and up	37	10.03%	103.0	1	13	18	5
Total Active Inventory by Units	369			27	220	109	13
Total Active Inventory by Volume	93,910,883	100%	77.0	4.71M	47.23M	35.09M	6.87M
Median Active Inventory Listing Price	\$194,000			\$118,000	\$178,700	\$249,900	\$362,000

December 2018



Area Delimited by County Of Wagoner - Residential Property Type



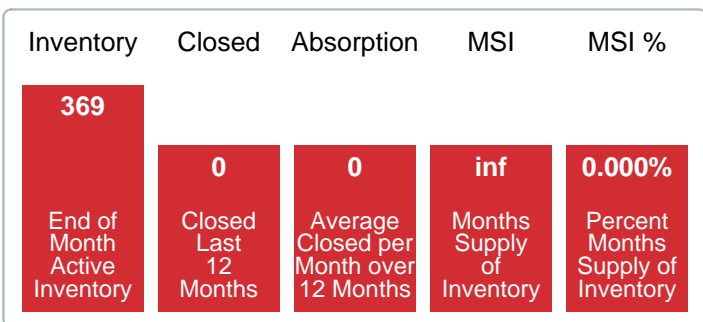
MONTHS SUPPLY of INVENTORY (MSI)

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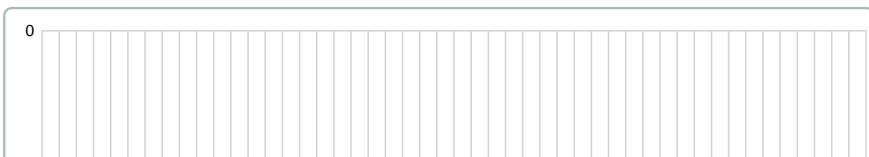
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2018

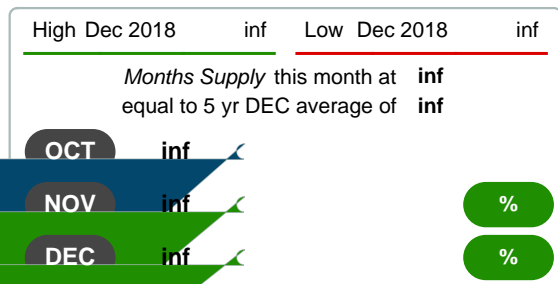


5 YEAR MARKET ACTIVITY TRENDS



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		369	100%	3.49	27	220	109	13	

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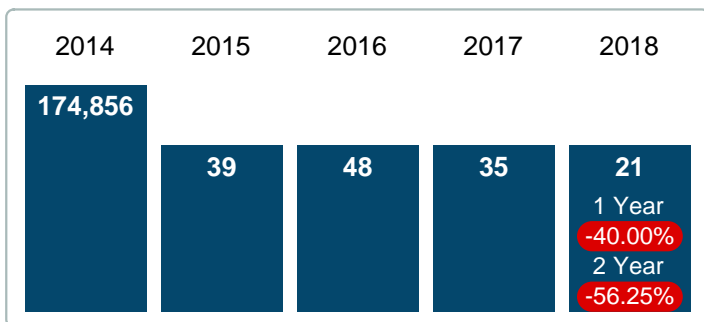
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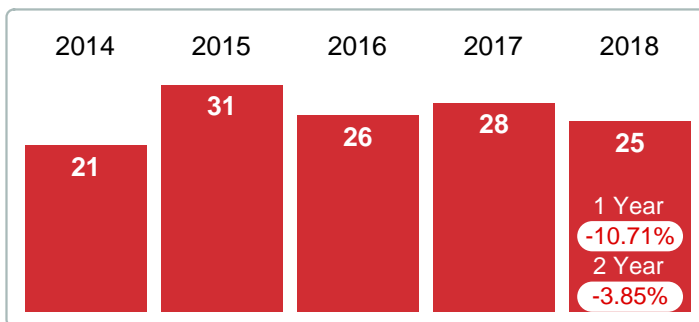
MEDIAN DAYS ON MARKET TO SALE

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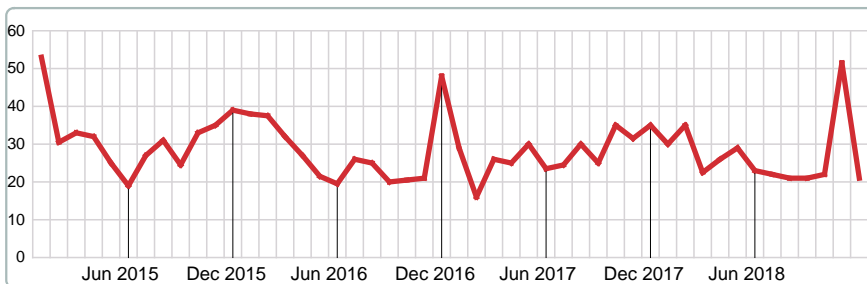
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

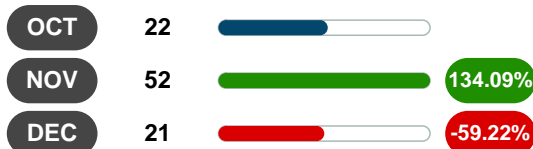


3 MONTHS

5 year DEC AVG = 35,000

High Jan 2015 53 Low Feb 2017 16

Median Days on Market to Sale this month at 21 below the 5 yr DEC average of 35,000



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	
\$100,000 and less	10.00%	69	90	69	0	0	
\$100,001 - \$125,000	5.56%	33	131	17	39	0	
\$125,001 - \$150,000	14.44%	14	0	14	0	0	
\$150,001 - \$175,000	21.11%	61	0	62	59	0	
\$175,001 - \$200,000	22.22%	1	0	1	44	154	
\$200,001 - \$275,000	13.33%	14	0	15	7	76	
\$275,001 and up	13.33%	4	0	10	1	0	
Median Closed DOM		21		111	15	20	115
Total Closed Units	100%	90	21.0	4	55	29	2
Total Closed Volume		16,741,835		266.90K	9.18M	6.90M	400.36K

December 2018



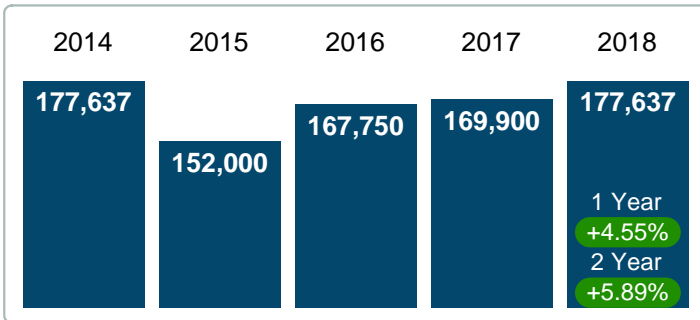
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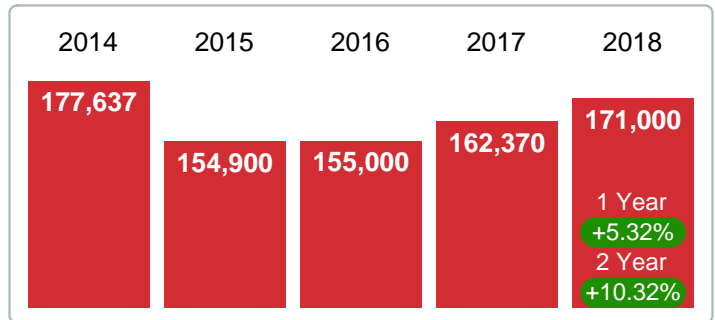
MEDIAN LIST PRICE AT CLOSING

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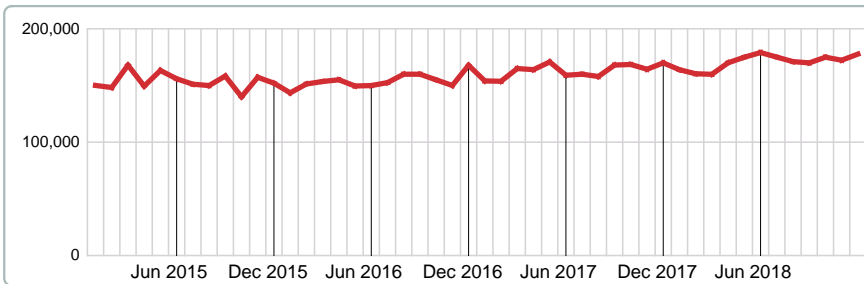
DECEMBER



YEAR TO DATE (YTD)

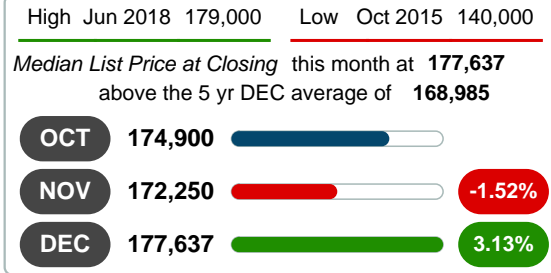


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 168,985



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
\$100,000 and less	9	10.00%	75,000	65,000	77,250	0	0
\$100,001 - \$125,000	5	5.56%	119,000	110,000	119,000	125,000	0
\$125,001 - \$150,000	13	14.44%	142,500	0	143,750	130,000	0
\$150,001 - \$175,000	16	17.78%	164,700	0	164,700	159,900	174,900
\$175,001 - \$200,000	23	25.56%	185,000	0	179,900	189,050	0
\$200,001 - \$275,000	12	13.33%	258,000	0	225,091	259,000	239,300
\$275,001 and up	12	13.33%	314,500	0	314,000	315,000	0
Median List Price			177,637	67,450	164,900	257,000	207,100
Total Closed Units		100%	177,637	4	55	29	2
Total Closed Volume			16,982,729	299.80K	9.28M	6.98M	414.20K

December 2018



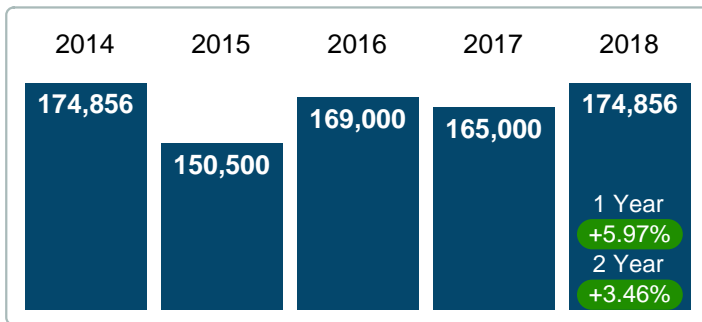
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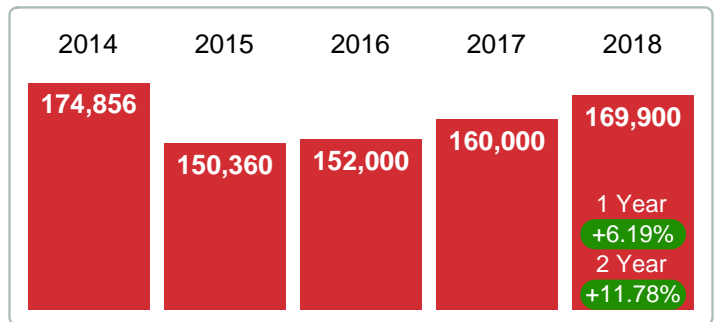
MEDIAN SOLD PRICE AT CLOSING

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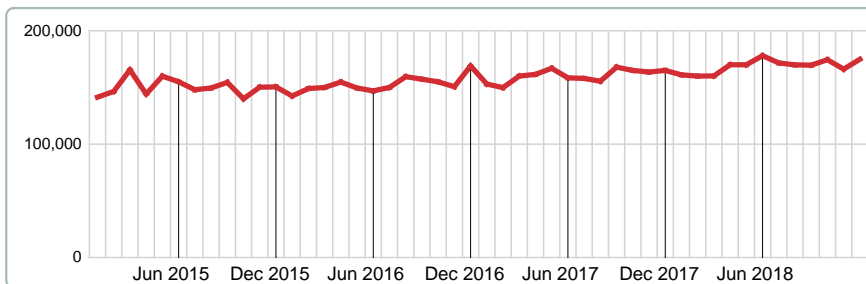
DECEMBER



YEAR TO DATE (YTD)

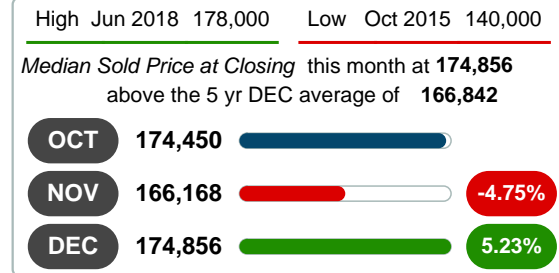


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 166,842



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
\$100,000 and less	10.00%	74,200	54,900	77,250	0	0
\$100,001 - \$125,000	5.56%	122,000	105,000	118,750	123,500	0
\$125,001 - \$150,000	14.44%	139,500	0	139,500	0	0
\$150,001 - \$175,000	21.11%	163,000	0	163,250	160,000	0
\$175,001 - \$200,000	22.22%	181,183	0	179,537	191,500	180,000
\$200,001 - \$275,000	13.33%	252,000	0	225,091	257,000	220,360
\$275,001 and up	13.33%	305,582	0	301,000	310,163	0
Median Sold Price		174,856	54,950	163,000	250,000	200,180
Total Closed Units	100%	174,856	4	55	29	2
Total Closed Volume		16,741,835	266.90K	9.18M	6.90M	400.36K

December 2018



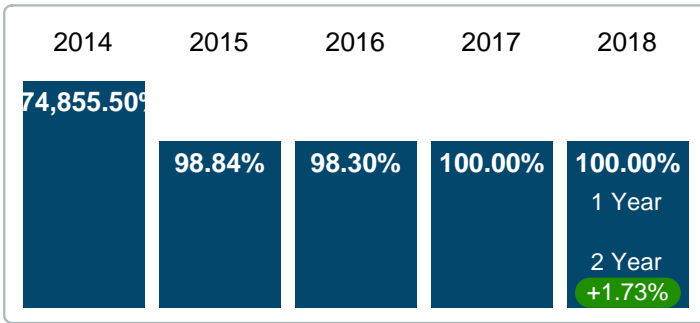
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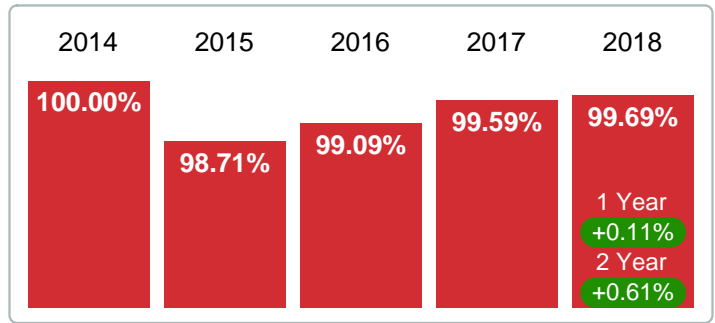
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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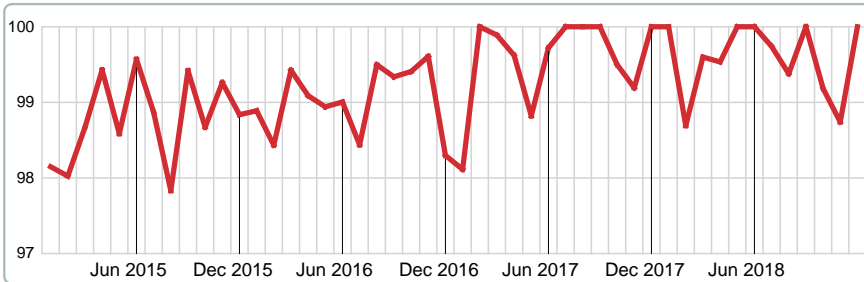
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

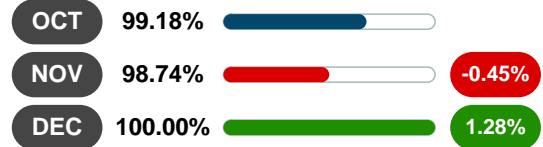


3 MONTHS

5 year DEC AVG = 35,050.53%

High Dec 2018 100.00% Low Aug 2015 97.83%

Median Sold/List Ratio this month at **100.00%** below the 5 yr DEC average of **35,050.53%**



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
\$100,000 and less	9	10.00%	100.00%	80.00%	100.00%	0.00%	0.00%
\$100,001 - \$125,000	5	5.56%	97.60%	95.45%	101.43%	96.88%	0.00%
\$125,001 - \$150,000	13	14.44%	100.00%	0.00%	100.00%	0.00%	0.00%
\$150,001 - \$175,000	19	21.11%	99.39%	0.00%	99.41%	97.03%	0.00%
\$175,001 - \$200,000	20	22.22%	100.00%	0.00%	100.00%	100.00%	102.92%
\$200,001 - \$275,000	12	13.33%	100.00%	0.00%	100.00%	100.00%	92.09%
\$275,001 and up	12	13.33%	100.00%	0.00%	95.86%	100.00%	0.00%
Median Sold/List Ratio		100.00%		87.73%	100.00%	100.00%	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



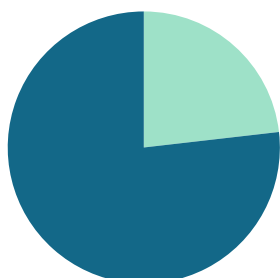
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

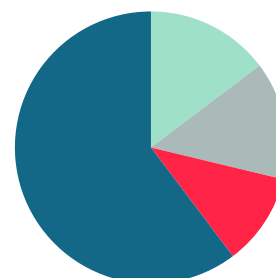


Inventory
 New Listings
121 = 23.18%
 Start Inventory
401
 Total Inventory Units
522
 Volume
\$127,352,531

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%
Median List Price	169,900	177,637	4.55%	162,370	171,000	5.32%
Median Sale Price	165,000	174,856	5.97%	160,000	169,900	6.19%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.59%	99.69%	0.11%
Median Days on Market to Sale	35.00	21.00	-40.00%	28.00	25.00	-10.71%
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

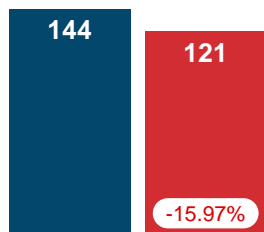
Inventory on December 31, 2018 = **369**

2017 **2018**

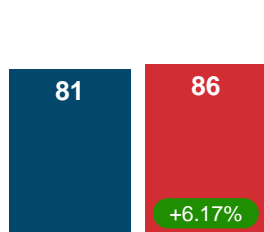
DECEMBER MARKET

MEDIAN PRICES

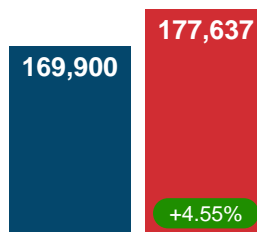
New Listings



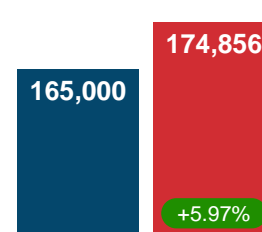
Pending Listings



List Price



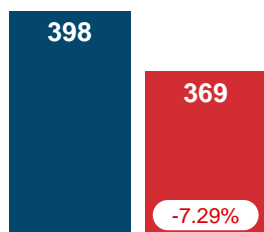
Sale Price



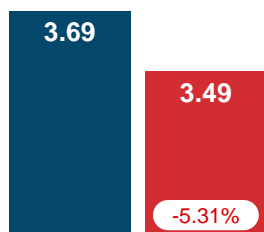
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

