

# November 2018



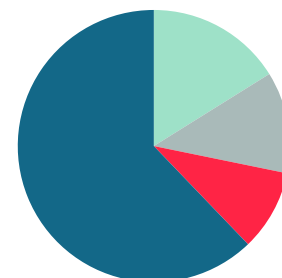
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	104	104	0.00%
Pending Listings	101	78	-22.77%
New Listings	129	110	-14.73%
Average List Price	180,522	199,930	10.75%
Average Sale Price	174,789	196,074	12.18%
Average Percent of Selling Price to List Price	97.02%	97.72%	0.72%
Average Days on Market to Sale	46.55	58.80	26.32%
End of Month Inventory	402	401	-0.25%
Months Supply of Inventory	3.75	3.76	0.37%



■ Closed (16.12%)  
■ Pending (12.09%)  
■ Other OffMarket (9.61%)  
■ Active (62.17%)

**Absorption:** Last 12 months, an Average of **107** Sales/Month  
**Active Inventory** as of November 30, 2018 = **401**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2018 decreased **0.25%** to 401 existing homes available for sale. Over the last 12 months this area has had an average of 107 closed sales per month. This represents an unsold inventory index of **3.76** 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 **12.18%** in November 2018 to \$196,074 versus the previous year at \$174,789.

#### Average Days on Market Lengthens

The average number of **58.80** days that homes spent on the market before selling increased by 12.25 days or **26.32%** in November 2018 compared to last year's same month at **46.55** DOM.

#### Sales Success for November 2018 is Positive

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

There were 110 New Listings in November 2018, down **14.73%** from last year at 129. Furthermore, there were 104 Closed Listings this month versus last year at 104, a **0.00%** decrease.

Closed versus Listed trends yielded a **94.5%** ratio, up from previous year's, November 2017, at **80.6%**, a **17.27%** upswing. This will certainly create pressure on a decreasing Month's 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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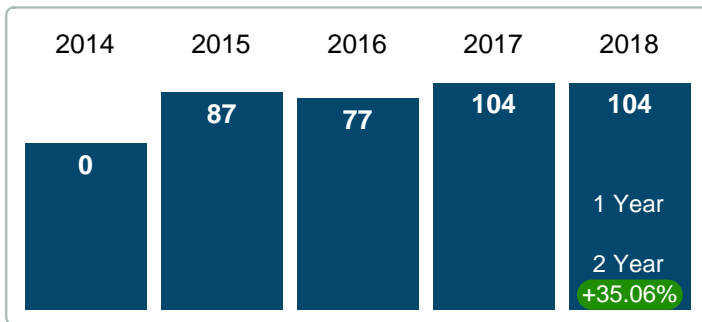
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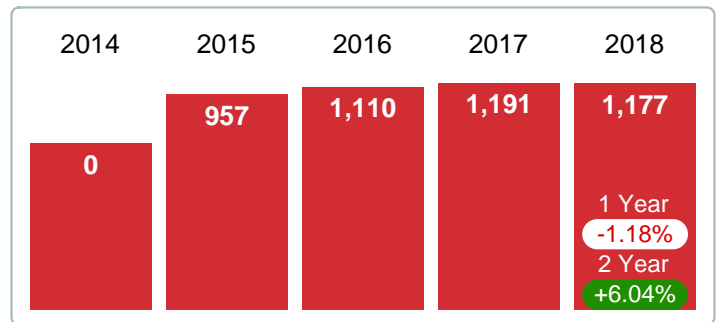
## CLOSED LISTINGS

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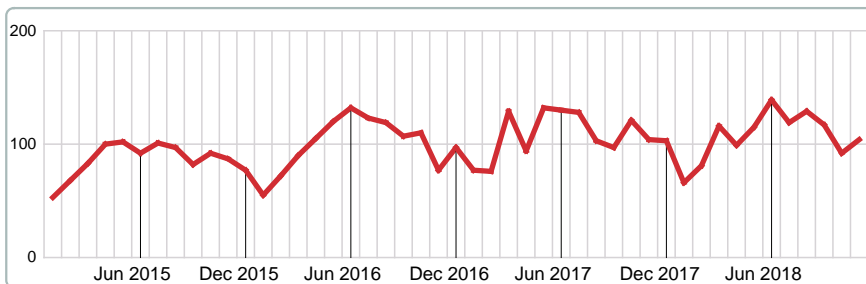
### NOVEMBER



### YEAR TO DATE (YTD)

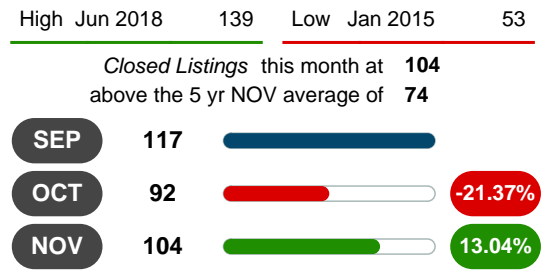


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 74



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	2.88%	18.0	2	1	0	0
\$75,001 - \$125,000	18	17.31%	67.3	0	16	2	0
\$125,001 - \$150,000	17	16.35%	56.4	0	15	2	0
\$150,001 - \$200,000	28	26.92%	63.7	0	23	5	0
\$200,001 - \$225,000	9	8.65%	49.7	0	4	4	1
\$225,001 - \$300,000	17	16.35%	71.6	0	9	8	0
\$300,001 and up	12	11.54%	36.9	0	4	7	1
<b>Total Closed Units</b>	<b>104</b>			<b>2</b>	<b>72</b>	<b>28</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>20,391,702</b>	<b>100%</b>	<b>58.8</b>	<b>95.00K</b>	<b>12.62M</b>	<b>7.15M</b>	<b>528.00K</b>
<b>Average Closed Price</b>	<b>\$196,074</b>			<b>\$47,500</b>	<b>\$175,265</b>	<b>\$255,345</b>	<b>\$264,000</b>

# November 2018



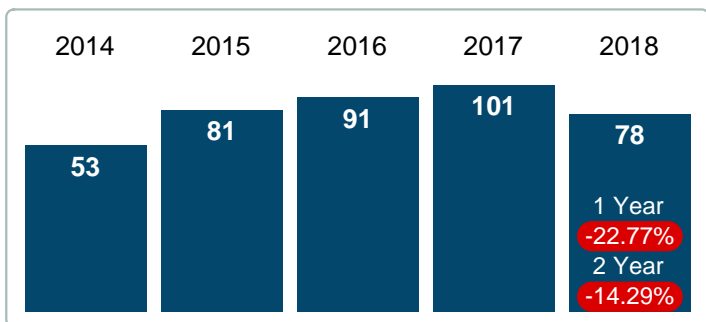
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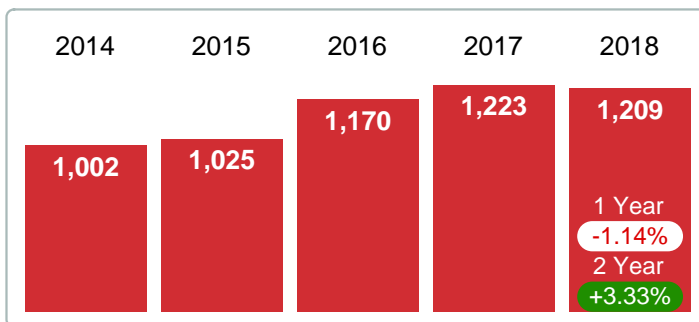
## PENDING LISTINGS

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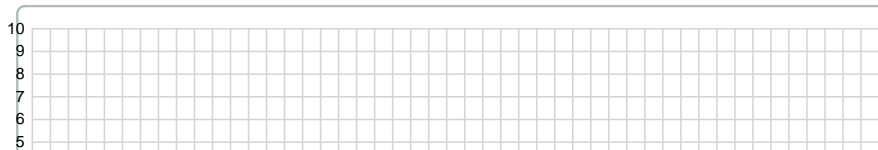
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 81

High Nov 2018: 0, Low Nov 2018: 0

Pending Listings this month at 78  
below the 5 yr NOV average of 81

SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.97%	85.4	4	3	0	0
\$75,001 - \$125,000	5	6.41%	57.8	0	3	2	0
\$125,001 - \$150,000	16	20.51%	40.1	1	13	2	0
\$150,001 - \$175,000	13	16.67%	80.5	0	10	3	0
\$175,001 - \$250,000	20	25.64%	56.4	1	10	7	2
\$250,001 - \$350,000	9	11.54%	69.9	0	1	8	0
\$350,001 and up	8	10.26%	36.9	0	5	3	0
<b>Total Pending Units</b>	<b>78</b>			<b>6</b>	<b>45</b>	<b>25</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>15,744,939</b>	<b>100%</b>	<b>58.1</b>	<b>567.10K</b>	<b>8.97M</b>	<b>5.74M</b>	<b>473.30K</b>
<b>Average Listing Price</b>	<b>\$200,990</b>			<b>\$94,517</b>	<b>\$199,264</b>	<b>\$229,507</b>	<b>\$236,650</b>

# November 2018



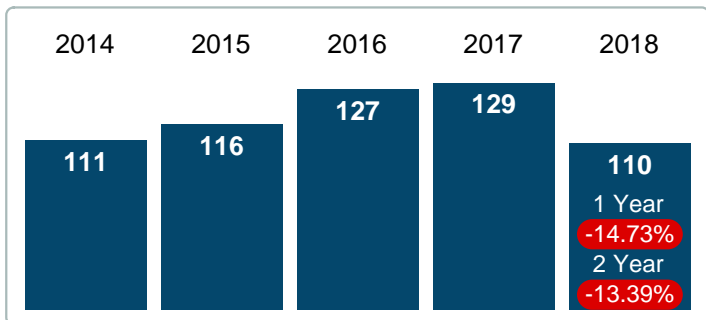
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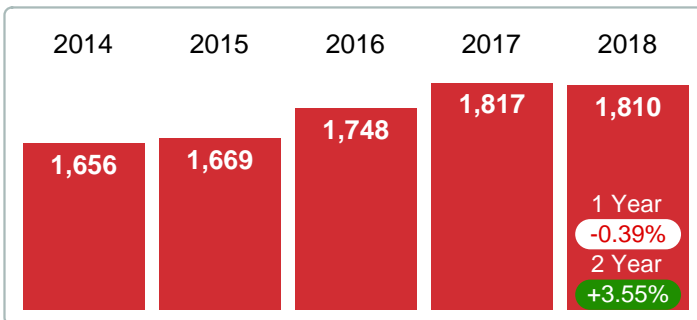
## NEW LISTINGS

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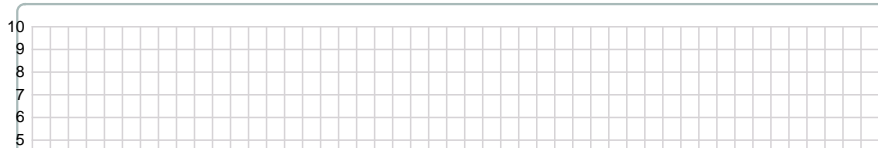
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 119

High Nov 2018: 0 | Low Nov 2018: 0

New Listings this month at 110  
 below the 5 yr NOV average of 119

Month	New Listings	% of 5yr Avg
SEP	0	
OCT	0	nan%
NOV	0	nan%

### Distribution of New Listings by Price Range

Price Range	Count	%
\$75,000 and less	7	6.36%
\$75,001 - \$125,000	12	10.91%
\$125,001 - \$150,000	12	10.91%
\$150,001 - \$200,000	31	28.18%
\$200,001 - \$275,000	22	20.00%
\$275,001 - \$375,000	14	12.73%
\$375,001 and up	12	10.91%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	1	6	0	0
\$75,001 - \$125,000	2	6	4	0
\$125,001 - \$150,000	1	9	2	0
\$150,001 - \$200,000	1	22	7	1
\$200,001 - \$275,000	0	10	10	2
\$275,001 - \$375,000	0	4	10	0
\$375,001 and up	0	6	6	0

Total New Listed Units	110	
Total New Listed Volume	24,614,220	100%
Average New Listed Listing Price	\$229,525	

	5	63	39	3
	549.80K	13.27M	10.15M	640.90K
	\$109,960	\$210,625	\$260,362	\$213,633

# November 2018



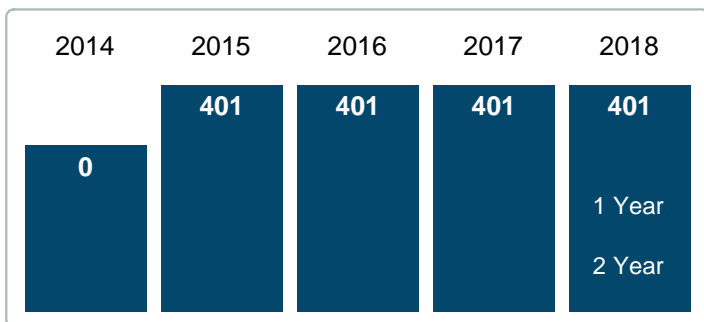
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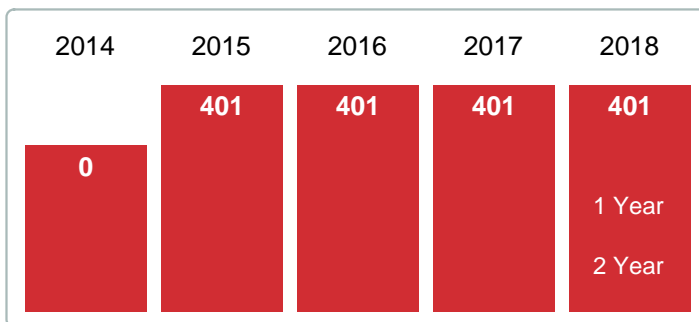
## ACTIVE INVENTORY

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

### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 321

High Nov 2018 401 Low Nov 2018 401

Inventory this month at **401**  
above the 5 yr NOV average of **321**

- SEP 401
- OCT 401 0.00%
- NOV 401 0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	27	6.73%	193.0	10	15	2	0
\$75,001 - \$125,000	46	11.47%	71.3	8	26	11	1
\$125,001 - \$150,000	39	9.73%	80.0	4	30	4	1
\$150,001 - \$225,000	128	31.92%	79.5	5	86	33	4
\$225,001 - \$275,000	59	14.71%	77.6	1	31	25	2
\$275,001 - \$375,000	55	13.72%	89.6	0	25	27	3
\$375,001 and up	47	11.72%	91.4	2	15	24	6
<b>Total Active Inventory by Units</b>	<b>401</b>			<b>30</b>	<b>228</b>	<b>126</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>100,824,499</b>	<b>100%</b>	<b>88.8</b>	<b>4.90M</b>	<b>48.73M</b>	<b>39.28M</b>	<b>7.91M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$251,433</b>			<b>\$163,383</b>	<b>\$213,726</b>	<b>\$311,734</b>	<b>\$465,582</b>

# November 2018



Area Delimited by County Of Wagoner - Residential Property Type



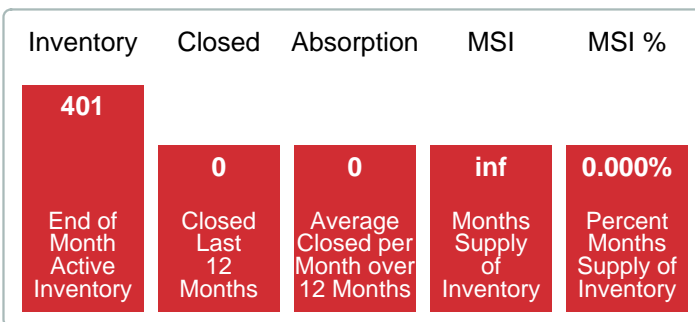
## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2018

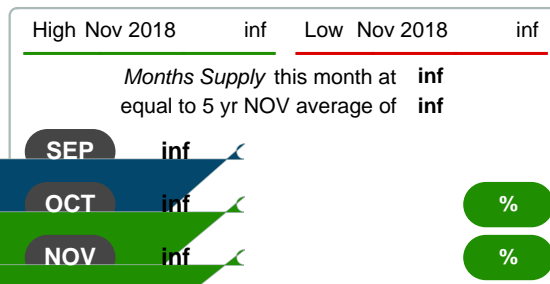


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV 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	27	6.73%	4.10	4.80	3.83	4.00	0.00
\$75,001 - \$125,000	46	11.47%	3.23	8.73	2.29	6.00	6.00
\$125,001 - \$150,000	39	9.73%	2.17	4.80	1.98	2.09	12.00
\$150,001 - \$225,000	128	31.92%	3.14	60.00	2.95	3.05	6.00
\$225,001 - \$275,000	59	14.71%	5.09	6.00	5.72	4.35	8.00
\$275,001 - \$375,000	55	13.72%	5.41	0.00	10.34	4.15	2.57
\$375,001 and up	47	11.72%	8.81	0.00	8.57	8.47	8.00
Market Supply of Inventory (MSI)		3.76		7.20	3.30	4.18	5.37
Total Active Inventory by Units		401	100%	30	228	126	17

# November 2018



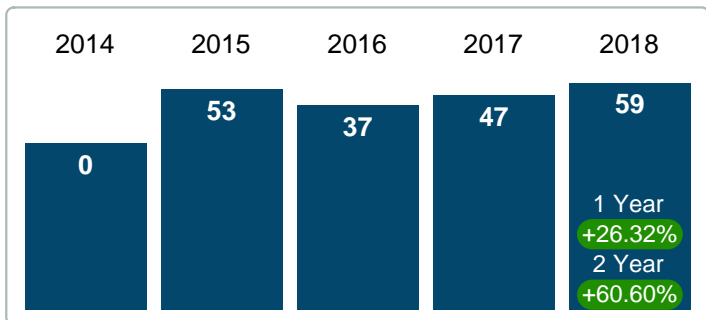
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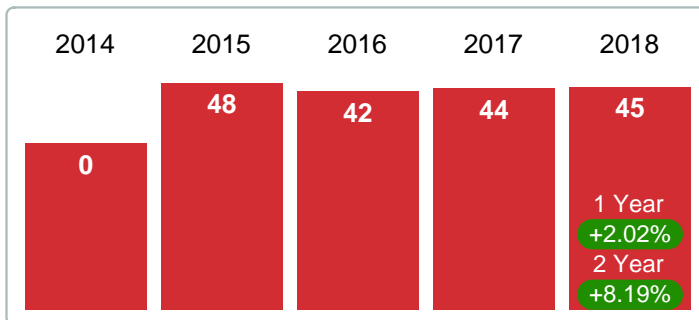
## AVERAGE DAYS ON MARKET TO SALE

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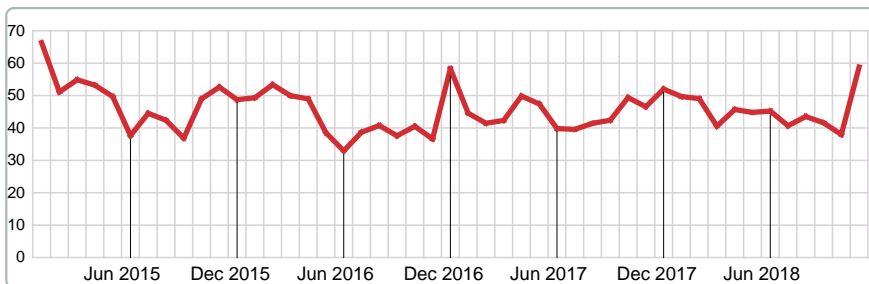
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 39

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 59 above the 5 yr NOV average of 39



### 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	
\$75,000 and less	2.88%	18	20	14	0	0	
\$75,001 - \$125,000	17.31%	67	0	73	24	0	
\$125,001 - \$150,000	16.35%	56	0	57	54	0	
\$150,001 - \$200,000	26.92%	64	0	62	71	0	
\$200,001 - \$225,000	8.65%	50	0	28	56	111	
\$225,001 - \$300,000	16.35%	72	0	99	41	0	
\$300,001 and up	11.54%	37	0	21	39	87	
<b>Average Closed DOM</b>		<b>59</b>					
<b>Total Closed Units</b>	<b>104</b>	<b>100%</b>	<b>59</b>				
<b>Total Closed Volume</b>	<b>20,391,702</b>			<b>95.00K</b>	<b>12.62M</b>	<b>7.15M</b>	<b>528.00K</b>

# November 2018



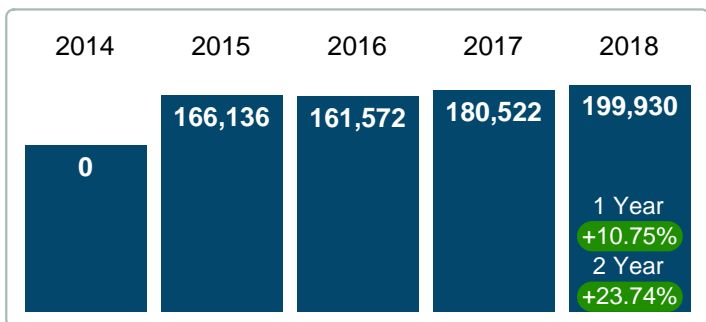
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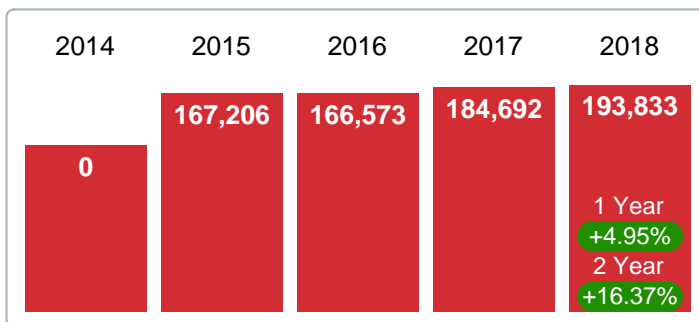
## AVERAGE LIST PRICE AT CLOSING

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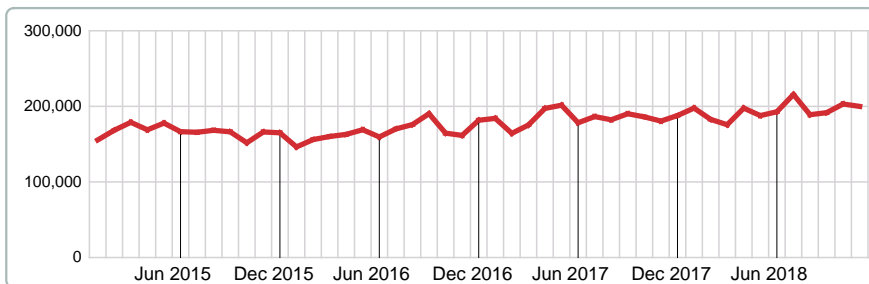
### NOVEMBER



### YEAR TO DATE (YTD)

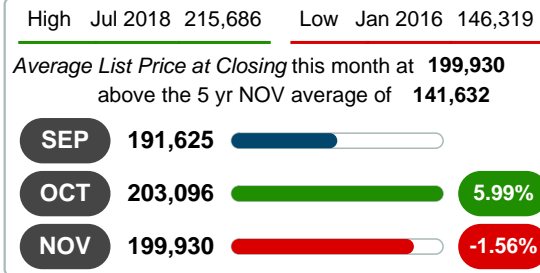


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 141,632



### 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
\$75,000 and less	<b>3</b>	2.88%	43,133	53,700	22,000	0	0
\$75,001 - \$125,000	<b>17</b>	16.35%	106,064	0	107,380	107,450	0
\$125,001 - \$150,000	<b>16</b>	15.38%	142,284	0	144,443	147,700	0
\$150,001 - \$200,000	<b>29</b>	27.88%	171,649	0	172,454	179,793	0
\$200,001 - \$225,000	<b>8</b>	7.69%	213,913	0	223,325	210,125	234,000
\$225,001 - \$300,000	<b>19</b>	18.27%	256,897	0	256,311	264,600	0
\$300,001 and up	<b>12</b>	11.54%	417,798	0	457,031	409,771	315,000
Average List Price			199,930	53,700	179,186	258,392	274,500
Total Closed Units		100%	199,930	2	72	28	2
Total Closed Volume			20,792,762	107.40K	12.90M	7.23M	549.00K



# November 2018



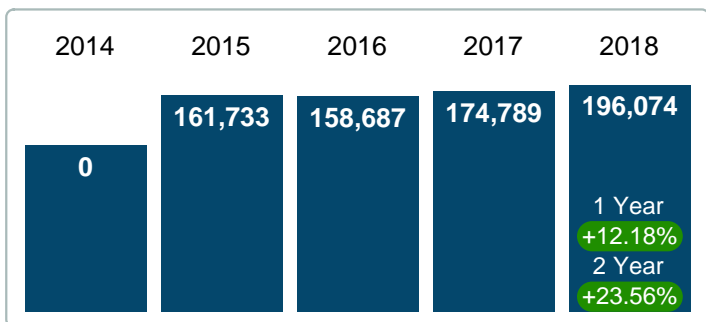
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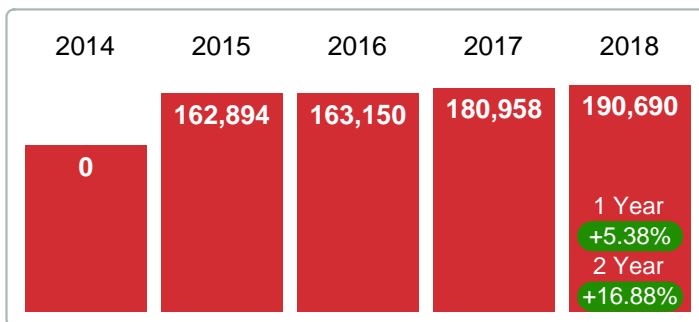
## AVERAGE SOLD PRICE AT CLOSING

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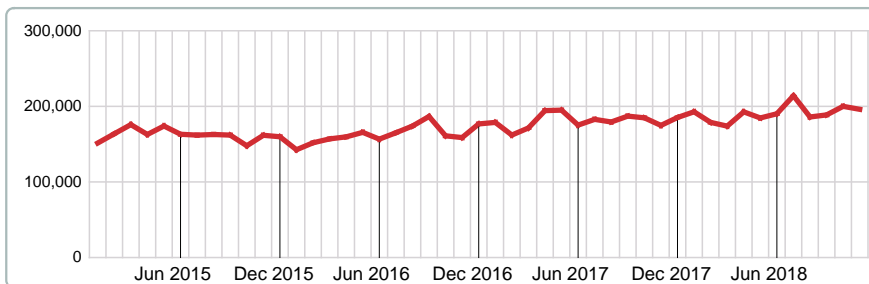
### NOVEMBER



### YEAR TO DATE (YTD)

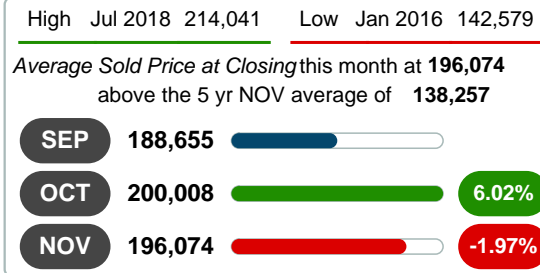


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 138,257



### 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
\$75,000 and less	2.88%	38,667	47,500	21,000	0	0
\$75,001 - \$125,000	17.31%	103,452	0	102,446	111,500	0
\$125,001 - \$150,000	16.35%	141,668	0	141,357	144,000	0
\$150,001 - \$200,000	26.92%	170,236	0	168,873	176,510	0
\$200,001 - \$225,000	8.65%	215,822	0	221,600	209,000	220,000
\$225,001 - \$300,000	16.35%	255,682	0	251,111	260,825	0
\$300,001 and up	11.54%	412,465	0	452,021	404,786	308,000
<b>Average Sold Price</b>		<b>196,074</b>	<b>47,500</b>	<b>175,265</b>	<b>255,345</b>	<b>264,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>196,074</b>	<b>2</b>	<b>72</b>	<b>28</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>20,391,702</b>	<b>95.00K</b>	<b>12.62M</b>	<b>7.15M</b>	<b>528.00K</b>

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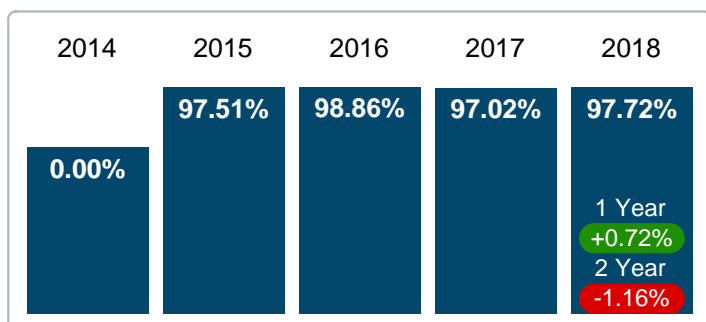
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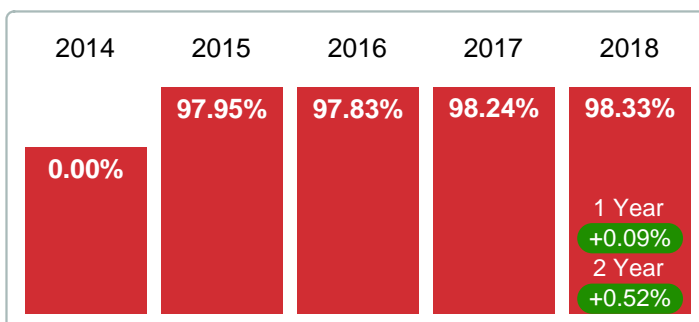
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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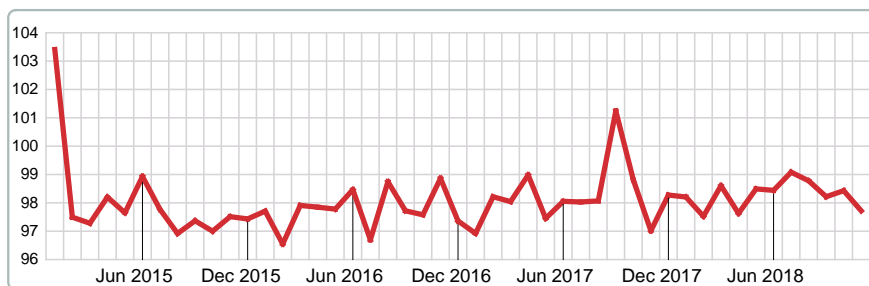
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

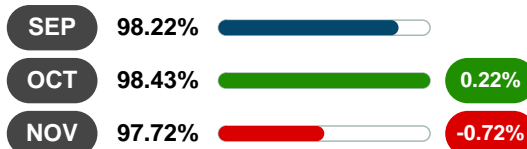


### 3 MONTHS

5 year NOV AVG = 78.22%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **97.72%**  
above the 5 yr NOV average of **78.22%**



### 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
\$75,000 and less	3	2.88%	91.68%	89.80%	95.45%	0.00%	0.00%
\$75,001 - \$125,000	18	17.31%	96.38%	0.00%	95.46%	103.71%	0.00%
\$125,001 - \$150,000	17	16.35%	97.86%	0.00%	97.91%	97.46%	0.00%
\$150,001 - \$200,000	28	26.92%	98.03%	0.00%	97.97%	98.29%	0.00%
\$200,001 - \$225,000	9	8.65%	98.76%	0.00%	99.22%	99.50%	94.02%
\$225,001 - \$300,000	17	16.35%	98.22%	0.00%	97.96%	98.50%	0.00%
\$300,001 and up	12	11.54%	98.82%	0.00%	99.31%	98.70%	97.78%
Average Sold/List Ratio		97.70%		89.80%	97.51%	98.95%	95.90%
Total Closed Units		104	100%	2	72	28	2
Total Closed Volume		20,391,702		95.00K	12.62M	7.15M	528.00K

# November 2018



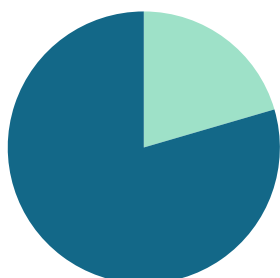
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

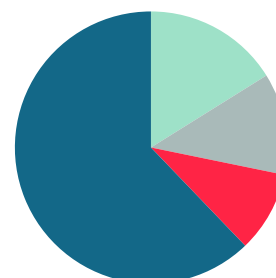


**Inventory**  
 New Listings  
**110 = 20.48%**  
 Start Inventory  
**427**  
 Total Inventory Units  
**537**  
 Volume  
**\$130,814,921**

### Market Activity

Closed Sales  
**104 = 16.12%**  
 Pending Sales  
**78 = 12.09%**  
 Other Off Market  
**62 = 9.61%**  
 Active Inventory  
**401 = 62.17%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	104	104	0.00%	1,191	1,177	-1.18%
Pending Sales	101	78	-22.77%	1,223	1,209	-1.14%
New Listings	129	110	-14.73%	1,817	1,810	-0.39%
Average List Price	180,522	199,930	10.75%	184,692	193,833	4.95%
Average Sale Price	174,789	196,074	12.18%	180,958	190,690	5.38%
Average Percent of Selling Price to List Price	97.02%	97.72%	0.72%	98.24%	98.33%	0.09%
Average Days on Market to Sale	46.55	58.80	26.32%	44.01	44.90	2.02%
Monthly Inventory	402	401	-0.25%	402	401	-0.25%
Months Supply of Inventory	3.75	3.76	0.37%	3.75	3.76	0.37%

**Absorption:** Last 12 months, an Average of **107** Sales/Month

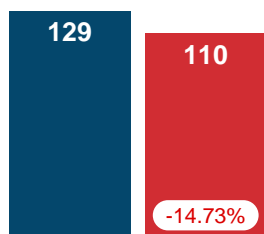
**Inventory** on November 30, 2018 = **401**

**2017** **2018**

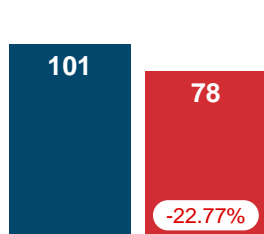
### NOVEMBER MARKET

### AVERAGE PRICES

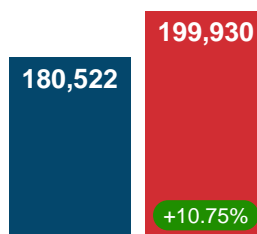
#### New Listings



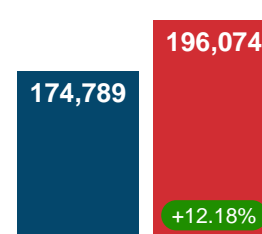
#### Pending Listings



#### List Price



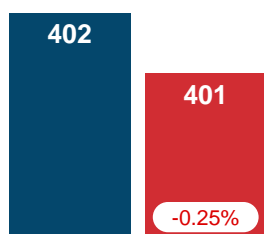
#### Sale Price



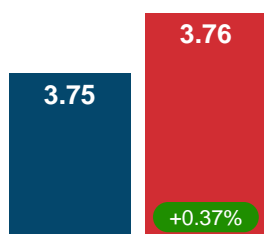
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

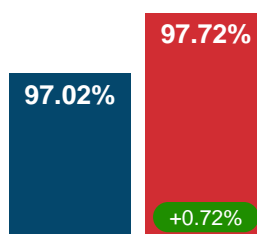
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

