

November 2018



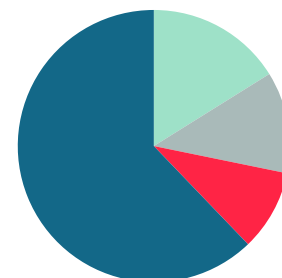
Area Delimited by County Of Wagoner - Residential Property Type



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%
Median List Price	164,288	172,250	4.85%
Median Sale Price	163,589	166,168	1.58%
Median Percent of Selling Price to List Price	99.19%	98.74%	-0.46%
Median Days on Market to Sale	31.50	51.50	63.49%
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.

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 **1.58%** in November 2018 to \$166,168 versus the previous year at \$163,589.

Median Days on Market Lengthens

The median number of **51.50** days that homes spent on the market before selling increased by 20.00 days or **63.49%** in November 2018 compared to last year's same month at **31.50** DOM.

Sales Success for November 2018 is Positive

Overall, with Median 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.

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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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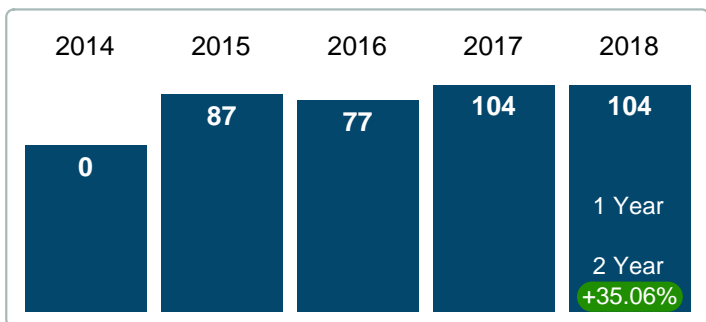
Area Delimited by County Of Wagoner - Residential Property Type



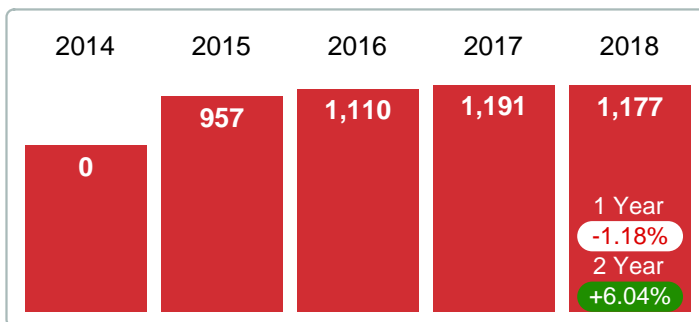
CLOSED LISTINGS

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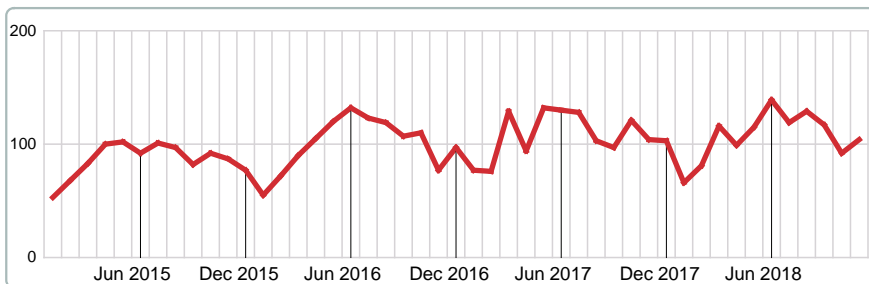
NOVEMBER



YEAR TO DATE (YTD)

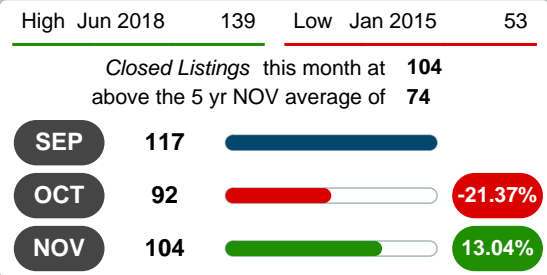


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	2.88%	14.0	2	1	0	0
\$75,001 - \$125,000	18	17.31%	63.5	0	16	2	0
\$125,001 - \$150,000	17	16.35%	34.0	0	15	2	0
\$150,001 - \$200,000	28	26.92%	60.5	0	23	5	0
\$200,001 - \$225,000	9	8.65%	15.0	0	4	4	1
\$225,001 - \$300,000	17	16.35%	70.0	0	9	8	0
\$300,001 and up	12	11.54%	34.5	0	4	7	1
Total Closed Units	104			2	72	28	2
Total Closed Volume	20,391,702	100%	51.5	95.00K	12.62M	7.15M	528.00K
Median Closed Price	\$166,168			\$47,500	\$154,000	\$231,000	\$264,000

November 2018



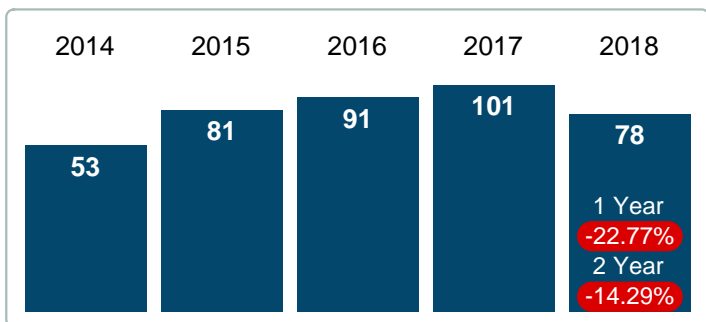
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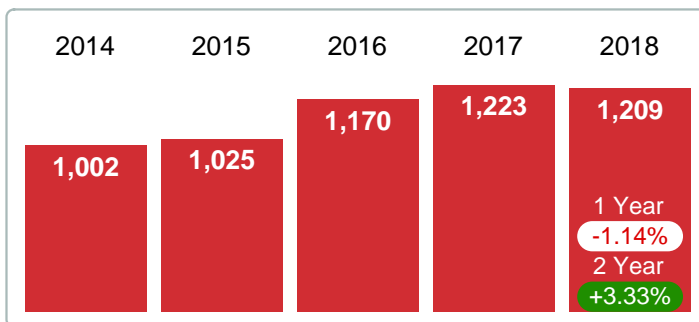
PENDING LISTINGS

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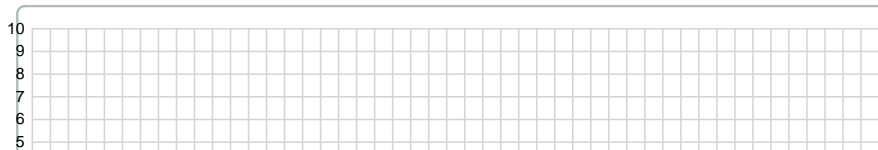
NOVEMBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7	8.97%	90.0	4	3	0	0
\$75,001 - \$125,000	5	6.41%	48.0	0	3	2	0
\$125,001 - \$150,000	16	20.51%	31.0	1	13	2	0
\$150,001 - \$175,000	13	16.67%	64.0	0	10	3	0
\$175,001 - \$250,000	20	25.64%	50.5	1	10	7	2
\$250,001 - \$350,000	9	11.54%	76.0	0	1	8	0
\$350,001 and up	8	10.26%	7.0	0	5	3	0
Total Pending Units	78			6	45	25	2
Total Pending Volume	15,744,939	100%	56.5	567.10K	8.97M	5.74M	473.30K
Median Listing Price	\$171,450			\$67,450	\$162,250	\$205,000	\$236,650



Area Delimited by County Of Wagoner - Residential Property Type

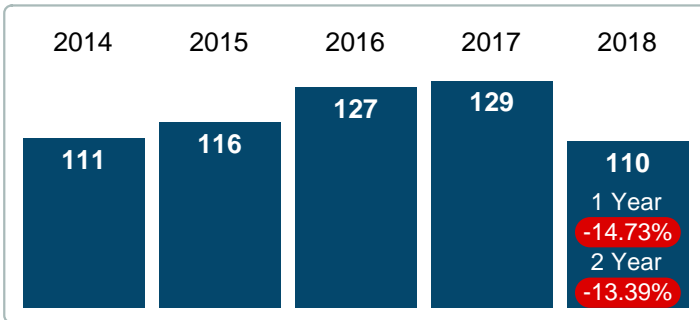


November 2018

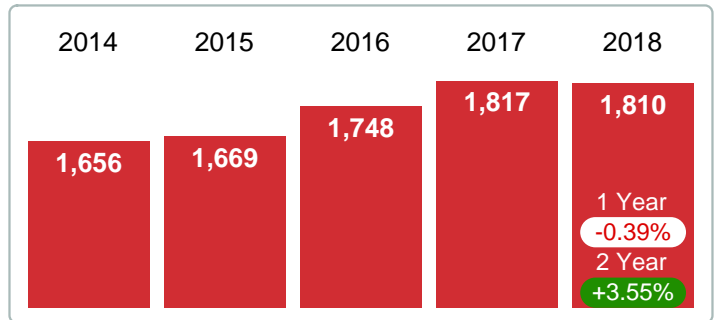
NEW LISTINGS

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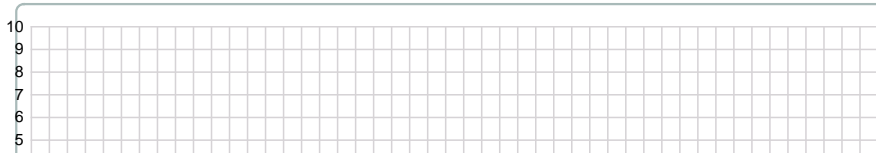
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

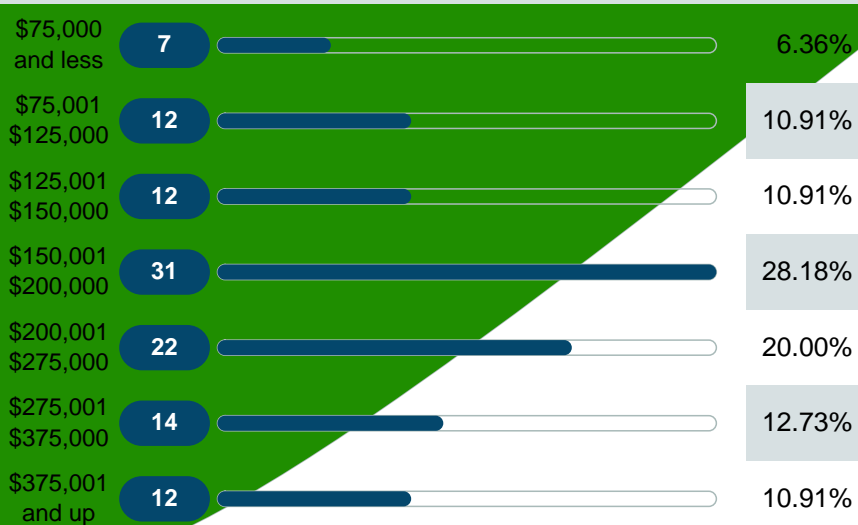
5 year NOV AVG = 119

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	% Change
SEP	0	
OCT	0	nan%
NOV	0	nan%

Distribution of New Listings by Price Range



	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%
Median New Listed Listing Price	\$189,408	

	5	63	39	3
	549.80K	13.27M	10.15M	640.90K
	\$99,900	\$173,200	\$257,500	\$216,000

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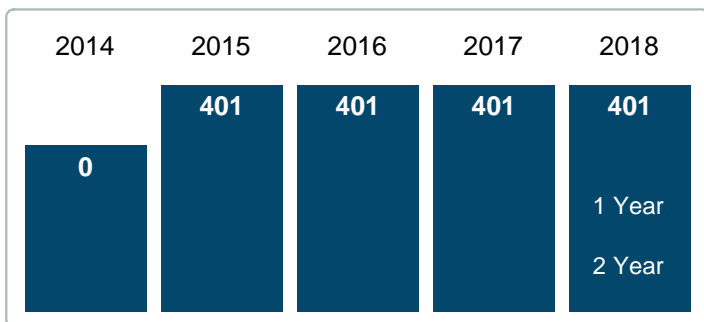
Area Delimited by County Of Wagoner - Residential Property Type



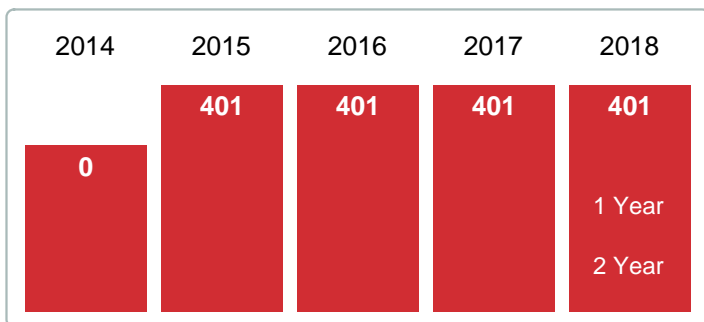
ACTIVE INVENTORY

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	27	6.73%	81.0	10	15	2	0
\$75,001 - \$125,000	46	11.47%	61.5	8	26	11	1
\$125,001 - \$150,000	39	9.73%	81.0	4	30	4	1
\$150,001 - \$225,000	128	31.92%	67.5	5	86	33	4
\$225,001 - \$275,000	59	14.71%	76.0	1	31	25	2
\$275,001 - \$375,000	55	13.72%	85.0	0	25	27	3
\$375,001 and up	47	11.72%	84.0	2	15	24	6
Total Active Inventory by Units	401			30	228	126	17
Total Active Inventory by Volume	100,824,499	100%	74.0	4.90M	48.73M	39.28M	7.91M
Median Active Inventory Listing Price	\$198,960			\$107,400	\$177,856	\$252,250	\$300,000

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Area Delimited by County Of Wagoner - Residential Property Type



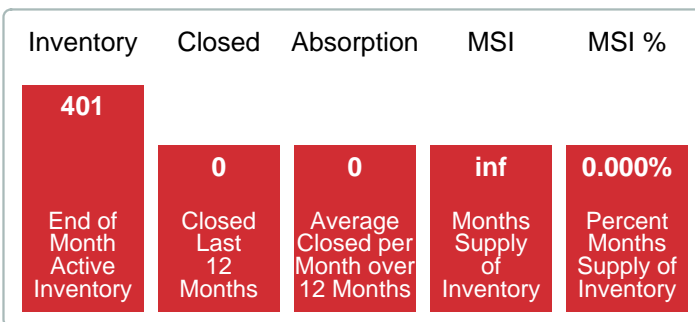
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2018

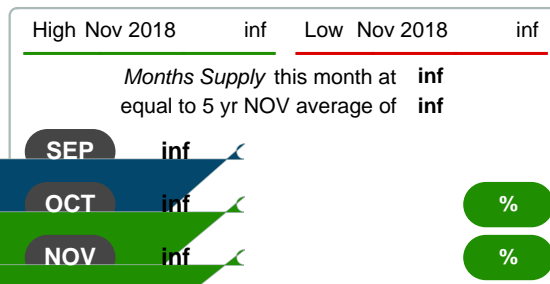


5 YEAR MARKET ACTIVITY TRENDS



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		100%	3.76	30	228	126	17

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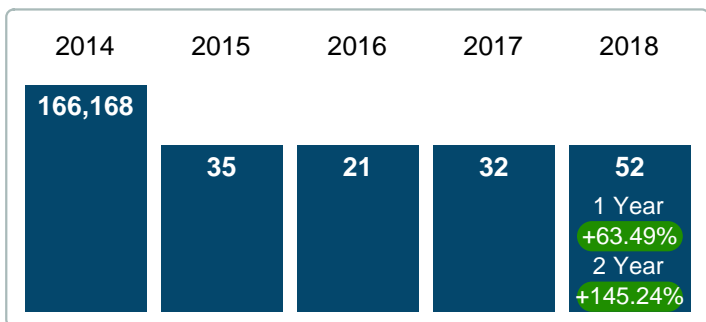
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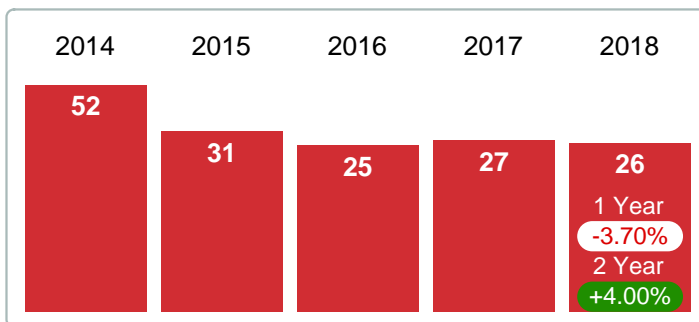
MEDIAN DAYS ON MARKET TO SALE

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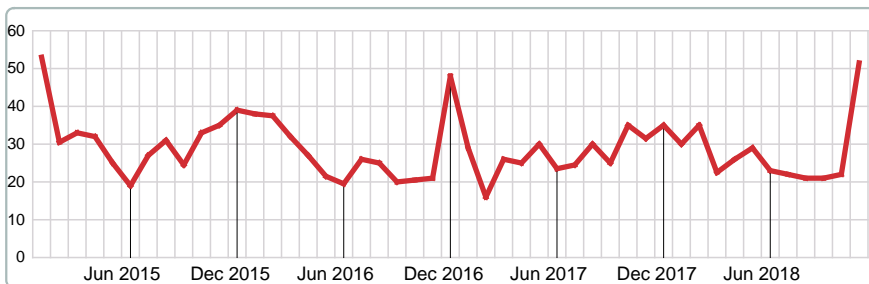
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

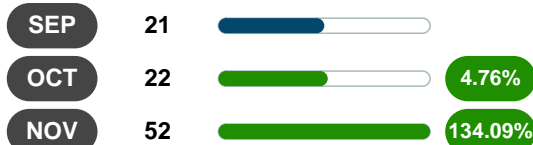


3 MONTHS

5 year NOV AVG = 33,261

High Jan 2015 53 Low Feb 2017 16

Median Days on Market to Sale this month at 52 below the 5 yr NOV average of 33,261



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
\$75,000 and less	3	2.88%	14	20	14	0	0
\$75,001 - \$125,000	18	17.31%	64	0	66	24	0
\$125,001 - \$150,000	17	16.35%	34	0	34	54	0
\$150,001 - \$200,000	28	26.92%	61	0	59	101	0
\$200,001 - \$225,000	9	8.65%	15	0	4	26	111
\$225,001 - \$300,000	17	16.35%	70	0	84	24	0
\$300,001 and up	12	11.54%	35	0	13	45	87
Median Closed DOM			52	20	56	36	99
Total Closed Units		100%	51.5	2	72	28	2
Total Closed Volume			20,391,702	95.00K	12.62M	7.15M	528.00K

November 2018



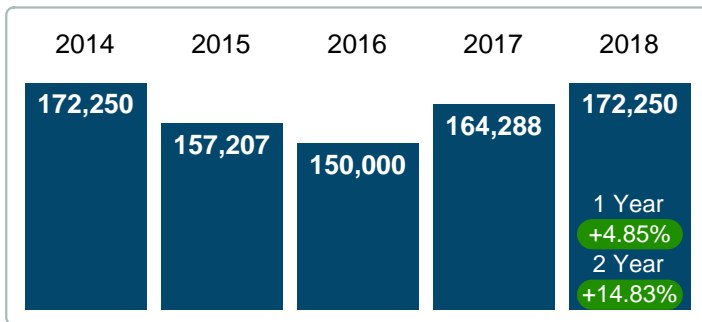
Area Delimited by County Of Wagoner - Residential Property Type



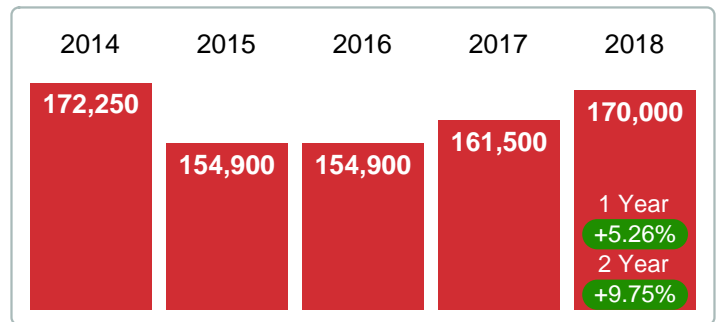
MEDIAN LIST PRICE AT CLOSING

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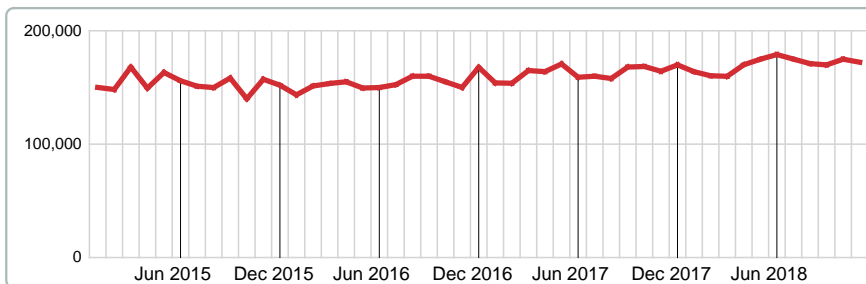
NOVEMBER



YEAR TO DATE (YTD)

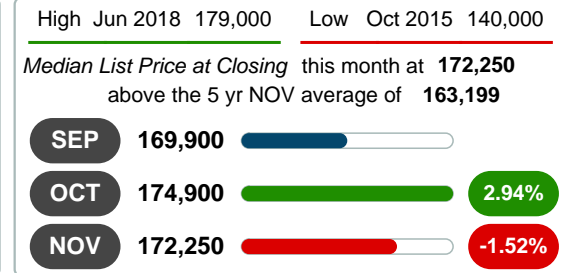


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 163,199



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
\$75,000 and less	3	2.88%	44,900	53,700	22,000	0	0
\$75,001 - \$125,000	17	16.35%	104,280	0	104,280	107,450	0
\$125,001 - \$150,000	16	15.38%	143,950	0	142,950	147,700	0
\$150,001 - \$200,000	29	27.88%	168,000	0	166,500	184,900	0
\$200,001 - \$225,000	8	7.69%	212,450	0	223,400	205,000	0
\$225,001 - \$300,000	19	18.27%	255,000	0	257,450	255,450	234,000
\$300,001 and up	12	11.54%	412,586	0	535,000	398,450	315,000
Median List Price			172,250	53,700	157,468	239,950	274,500
Total Closed Units		100%	172,250	2	72	28	2
Total Closed Volume			20,792,762	107.40K	12.90M	7.23M	549.00K

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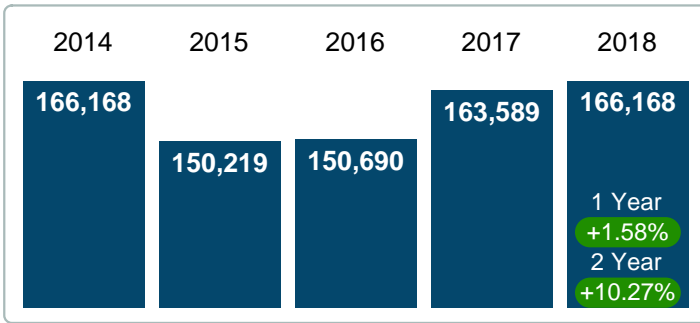
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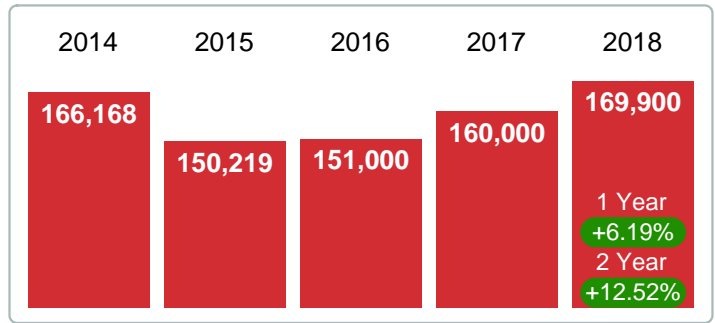
MEDIAN SOLD PRICE AT CLOSING

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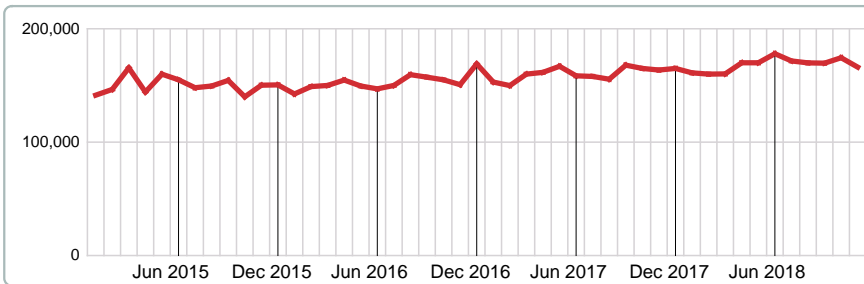
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

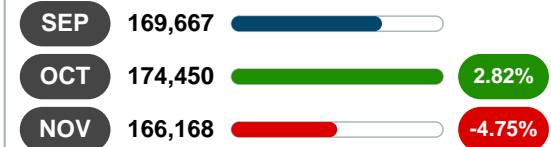


3 MONTHS

5 year NOV AVG = 159,367

High Jun 2018 178,000 Low Oct 2015 140,000

Median Sold Price at Closing this month at **166,168**
above the 5 yr NOV average of **159,367**



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
\$75,000 and less	3	2.88%	44,000	47,500	21,000	0	0
\$75,001 - \$125,000	18	17.31%	101,640	0	101,640	111,500	0
\$125,001 - \$150,000	17	16.35%	143,000	0	143,000	144,000	0
\$150,001 - \$200,000	28	26.92%	166,168	0	160,000	170,000	0
\$200,001 - \$225,000	9	8.65%	220,000	0	224,200	205,000	220,000
\$225,001 - \$300,000	17	16.35%	250,000	0	250,000	263,500	0
\$300,001 and up	12	11.54%	413,500	0	464,146	407,000	308,000
Median Sold Price			166,168	47,500	154,000	231,000	264,000
Total Closed Units		100%	166,168	2	72	28	2
Total Closed Volume			20,391,702	95.00K	12.62M	7.15M	528.00K

November 2018



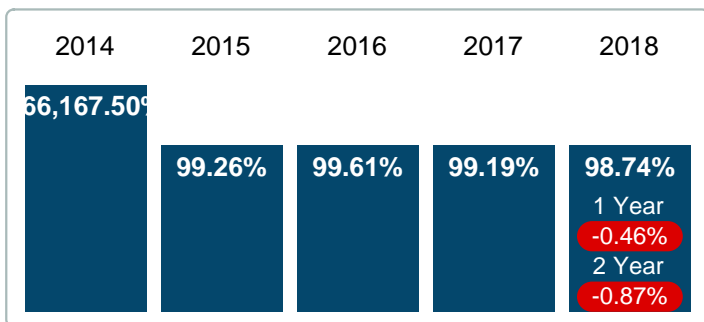
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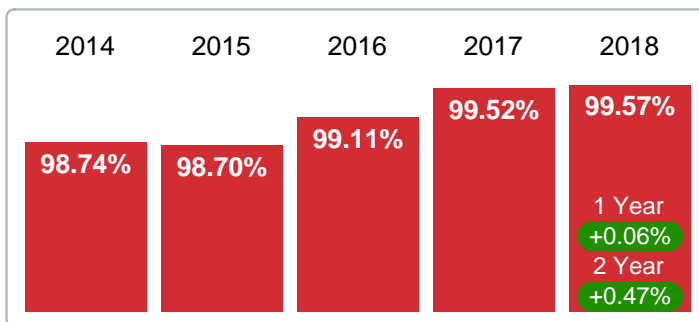
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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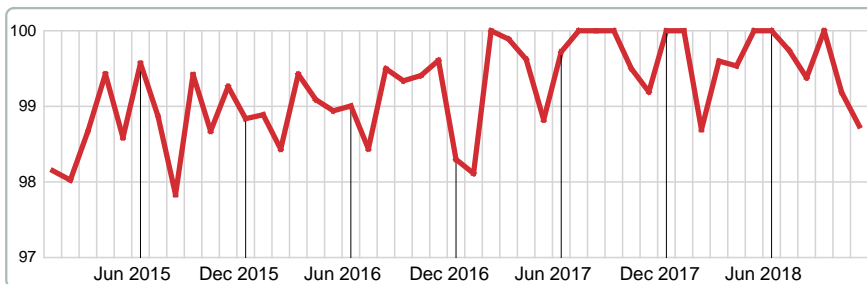
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

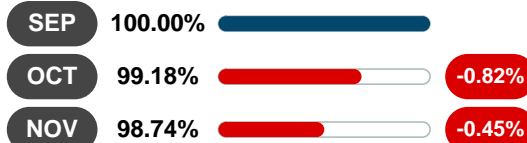


3 MONTHS

5 year NOV AVG = 33,312.86%

High Sep 2018 100.00% Low Aug 2015 97.83%

Median Sold/List Ratio this month at **98.74%**
below the 5 yr NOV average of **33,312.86%**



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
\$75,000 and less	3	2.88%	95.45%	89.80%	95.45%	0.00%	0.00%
\$75,001 - \$125,000	18	17.31%	97.89%	0.00%	96.95%	103.71%	0.00%
\$125,001 - \$150,000	17	16.35%	98.80%	0.00%	98.80%	97.46%	0.00%
\$150,001 - \$200,000	28	26.92%	99.72%	0.00%	99.75%	99.69%	0.00%
\$200,001 - \$225,000	9	8.65%	100.00%	0.00%	100.00%	100.00%	94.02%
\$225,001 - \$300,000	17	16.35%	98.25%	0.00%	98.08%	99.11%	0.00%
\$300,001 and up	12	11.54%	99.69%	0.00%	100.61%	99.37%	97.78%
Median Sold/List Ratio		98.74%		89.80%	98.57%	99.85%	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



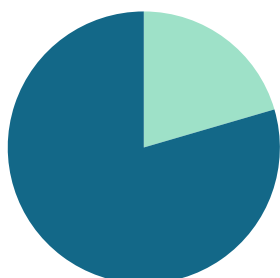
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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INVENTORY

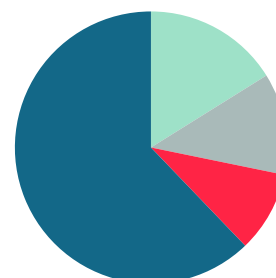


Inventory
 New Listings
110 = 20.48%
 Start Inventory
427
 Total Inventory Units
537
 Volume
\$130,814,921

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%
Median List Price	164,288	172,250	4.85%	161,500	170,000	5.26%
Median Sale Price	163,589	166,168	1.58%	160,000	169,900	6.19%
Median Percent of Selling Price to List Price	99.19%	98.74%	-0.46%	99.52%	99.57%	0.06%
Median Days on Market to Sale	31.50	51.50	63.49%	27.00	26.00	-3.70%
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

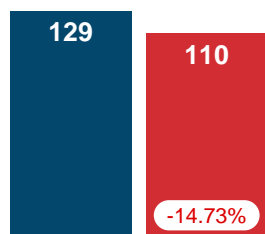
Inventory on November 30, 2018 = **401**

2017 **2018**

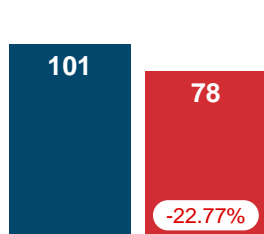
NOVEMBER MARKET

MEDIAN PRICES

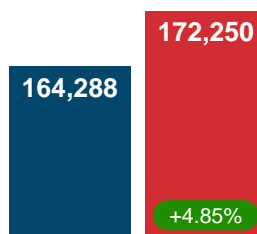
New Listings



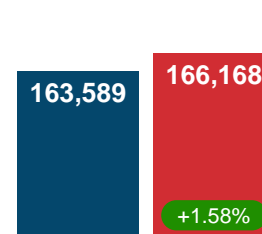
Pending Listings



List Price



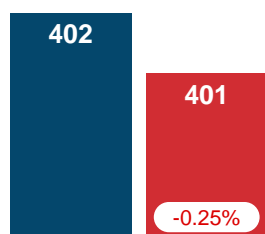
Sale Price



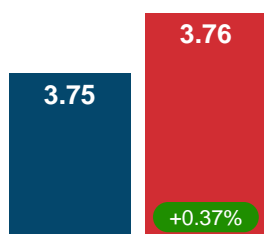
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

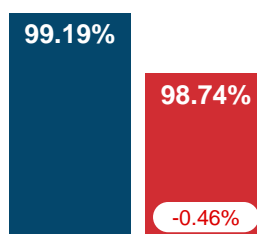
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

