

# October 2018



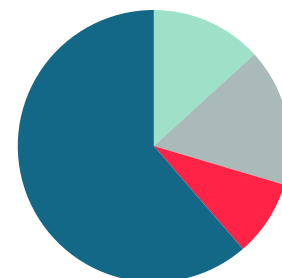
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/-%
Closed Listings	121	92	-23.97%
Pending Listings	102	114	11.76%
New Listings	145	137	-5.52%
Average List Price	186,052	203,096	9.16%
Average Sale Price	184,818	200,008	8.22%
Average Percent of Selling Price to List Price	98.81%	98.43%	-0.39%
Average Days on Market to Sale	49.37	37.97	-23.10%
End of Month Inventory	431	427	-0.93%
Months Supply of Inventory	4.10	4.00	-2.40%



■ Closed (13.22%)  
■ Pending (16.38%)  
■ Other OffMarket (9.05%)  
■ Active (61.35%)

**Absorption:** Last 12 months, an Average of **107** Sales/Month  
**Active Inventory** as of October 31, 2018 = **427**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2018 decreased **0.93%** to 427 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 **4.00** 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 **8.22%** in October 2018 to \$200,008 versus the previous year at \$184,818.

#### Average Days on Market Shortens

The average number of **37.97** days that homes spent on the market before selling decreased by 11.40 days or **23.10%** in October 2018 compared to last year's same month at **49.37** DOM.

#### Sales Success for October 2018 is Positive

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

There were 137 New Listings in October 2018, down **5.52%** from last year at 145. Furthermore, there were 92 Closed Listings this month versus last year at 121, a **-23.97%** decrease.

Closed versus Listed trends yielded a **67.2%** ratio, down from previous year's, October 2017, at **83.4%**, a **19.53%** downswing. 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

# October 2018



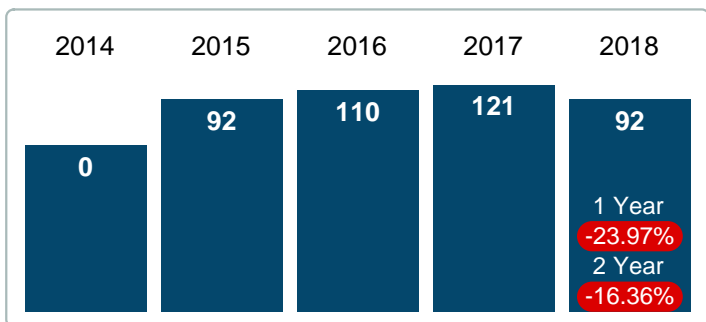
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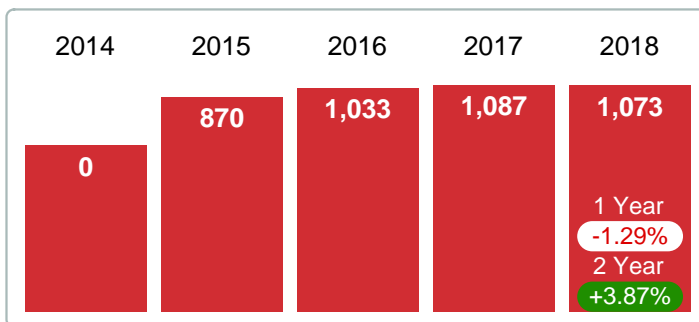
## CLOSED LISTINGS

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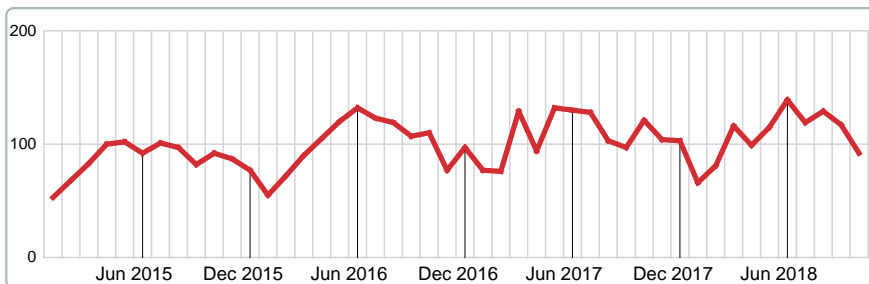
### OCTOBER



### YEAR TO DATE (YTD)

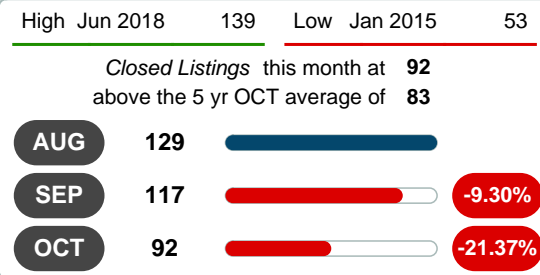


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 83



### 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	3.26%	33.7	0	2	1	0
\$75,001 - \$125,000	11	11.96%	28.2	1	9	1	0
\$125,001 - \$150,000	18	19.57%	27.7	1	16	1	0
\$150,001 - \$200,000	26	28.26%	26.0	0	20	5	1
\$200,001 - \$250,000	13	14.13%	51.2	0	9	4	0
\$250,001 - \$325,000	12	13.04%	54.5	0	3	6	3
\$325,001 and up	9	9.78%	65.6	0	0	4	5
<b>Total Closed Units</b>	<b>92</b>			<b>2</b>	<b>59</b>	<b>22</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>18,400,711</b>	<b>100%</b>	<b>38.0</b>	<b>237.40K</b>	<b>9.37M</b>	<b>5.48M</b>	<b>3.31M</b>
<b>Average Closed Price</b>	<b>\$200,008</b>			<b>\$118,700</b>	<b>\$158,752</b>	<b>\$249,230</b>	<b>\$368,211</b>

# October 2018



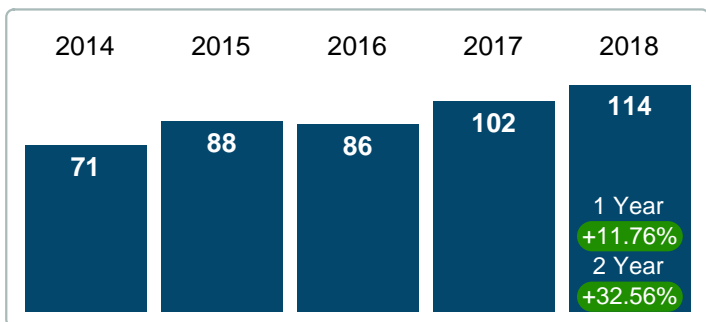
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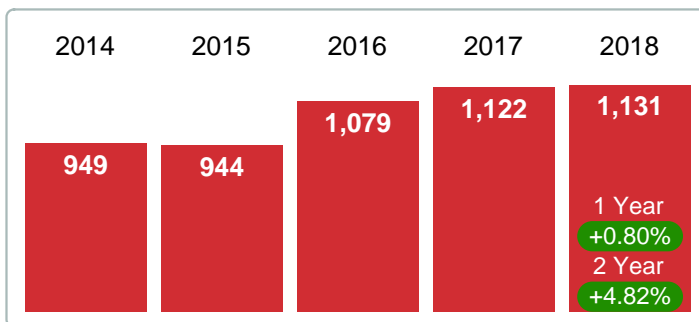
## PENDING LISTINGS

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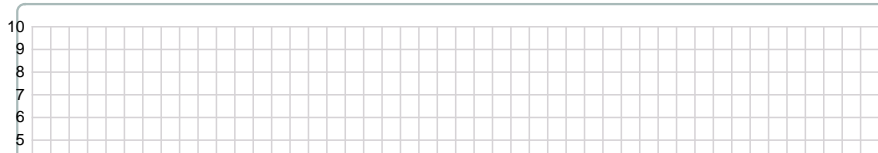
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 92

High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at 114 above the 5 yr OCT average of 92

AUG 0  
SEP 0  
OCT 0

nan%  
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	7.02%	24.0	0	7	1	0
\$100,001 - \$125,000	14	12.28%	68.1	0	11	3	0
\$125,001 - \$150,000	18	15.79%	54.8	0	16	2	0
\$150,001 - \$175,000	31	27.19%	44.3	0	25	5	1
\$175,001 - \$225,000	18	15.79%	67.8	0	13	5	0
\$225,001 - \$275,000	12	10.53%	88.3	0	7	5	0
\$275,001 and up	13	11.40%	48.3	0	3	8	2
<b>Total Pending Units</b>	<b>114</b>			<b>0</b>	<b>82</b>	<b>29</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>21,266,272</b>	<b>100%</b>	<b>56.3</b>	<b>0.00B</b>	<b>13.50M</b>	<b>6.78M</b>	<b>986.25K</b>
<b>Average Listing Price</b>	<b>\$186,546</b>			<b>\$0</b>	<b>\$164,608</b>	<b>\$233,867</b>	<b>\$328,751</b>

# October 2018



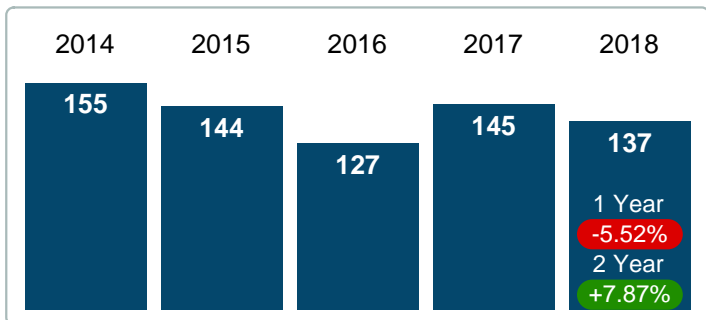
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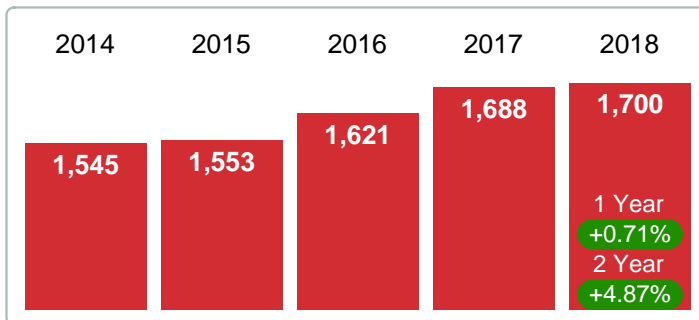
## NEW LISTINGS

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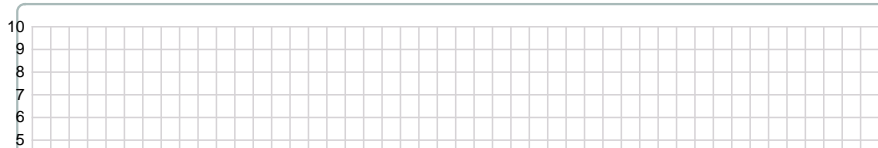
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 142

High Oct 2018 0 Low Oct 2018 0

New Listings this month at 137  
below the 5 yr OCT average of 142

AUG	0	
SEP	0	nan%
OCT	0	nan%

### Distribution of New Listings by Price Range

Price Range	Count	%
\$75,000 and less	8	5.84%
\$75,001 - \$125,000	17	12.41%
\$125,001 - \$150,000	25	18.25%
\$150,001 - \$200,000	32	23.36%
\$200,001 - \$250,000	23	16.79%
\$250,001 - \$375,000	18	13.14%
\$375,001 and up	14	10.22%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	4	0	0
\$75,001 - \$125,000	3	11	3	0
\$125,001 - \$150,000	1	22	2	0
\$150,001 - \$200,000	1	23	8	0
\$200,001 - \$250,000	1	18	4	0
\$250,001 - \$375,000	0	8	9	1
\$375,001 and up	2	3	5	4
<b>Total</b>	<b>12</b>	<b>89</b>	<b>31</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>2.98M</b>	<b>16.09M</b>	<b>8.82M</b>	<b>3.63M</b>
<b>Average New Listed Listing Price</b>	<b>\$247,967</b>	<b>\$180,778</b>	<b>\$284,557</b>	<b>\$726,471</b>

Total New Listed Units	137	
Total New Listed Volume	31,518,469	100%
Average New Listed Listing Price	\$192,431	

# October 2018



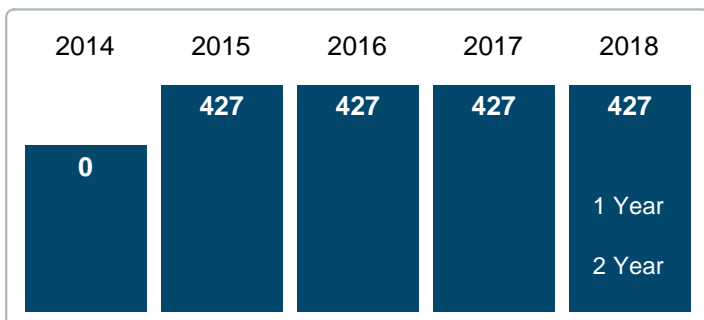
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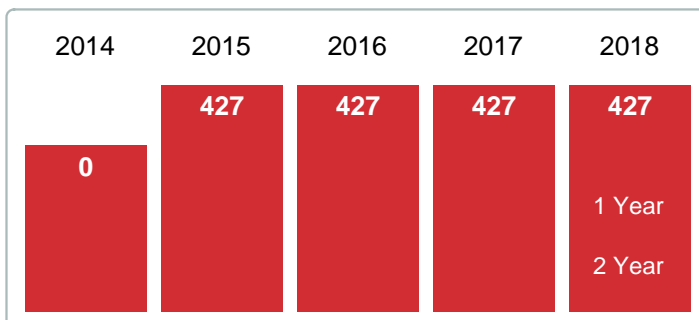
## ACTIVE INVENTORY

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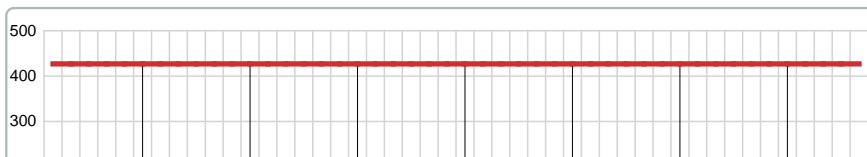
### END OF OCTOBER



### ACTIVE DURING OCTOBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 342

High Oct 2018 427    Low Oct 2018 427

Inventory this month at **427**  
above the 5 yr OCT average of **342**

- AUG 427
- SEP 427 0.00%
- OCT 427 0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	31	7.26%	180.6	13	15	3	0
\$75,001 - \$125,000	45	10.54%	60.2	8	24	12	1
\$125,001 - \$150,000	47	11.01%	61.0	4	37	5	1
\$150,001 - \$225,000	130	30.44%	77.7	5	86	37	2
\$225,001 - \$275,000	63	14.75%	71.0	1	30	29	3
\$275,001 - \$375,000	61	14.29%	88.8	1	29	28	3
\$375,001 and up	50	11.71%	88.3	2	17	24	7
<b>Total Active Inventory by Units</b>	<b>427</b>			<b>34</b>	<b>238</b>	<b>138</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>106,200,701</b>	<b>100%</b>	<b>83.3</b>	<b>5.48M</b>	<b>51.28M</b>	<b>41.31M</b>	<b>8.13M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$248,714</b>			<b>\$161,141</b>	<b>\$215,450</b>	<b>\$299,366</b>	<b>\$478,371</b>

# October 2018



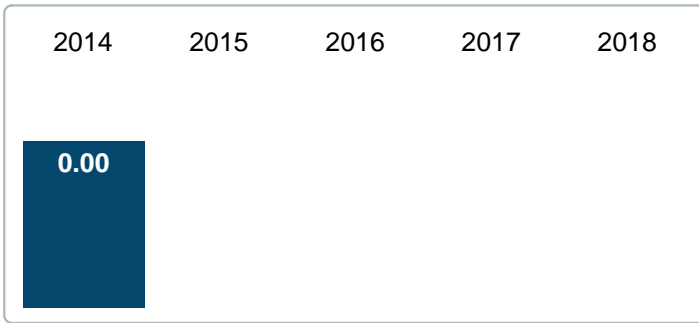
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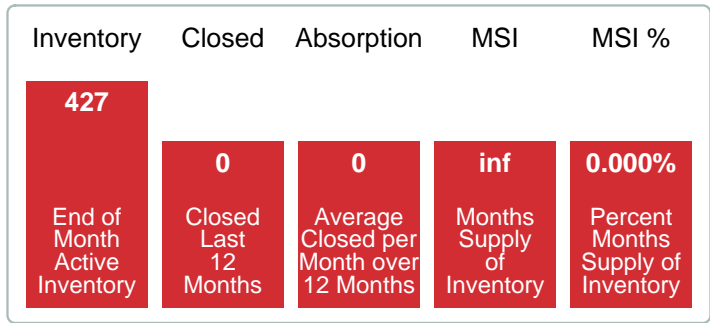
## MONTHS SUPPLY of INVENTORY (MSI)

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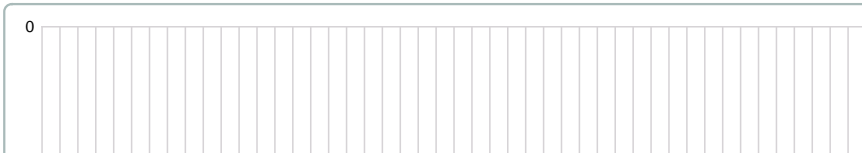
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2018

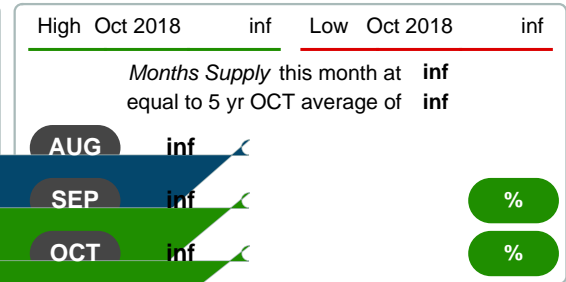


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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	31	7.26%	4.18	6.00	3.27	5.14	0.00
\$75,001 - \$125,000	45	10.54%	3.27	8.73	2.20	6.86	6.00
\$125,001 - \$150,000	47	11.01%	2.64	4.36	2.47	2.73	12.00
\$150,001 - \$225,000	130	30.44%	3.15	60.00	2.92	3.34	3.00
\$225,001 - \$275,000	63	14.75%	5.56	6.00	5.90	4.97	12.00
\$275,001 - \$375,000	61	14.29%	6.00	12.00	10.88	4.42	2.77
\$375,001 and up	50	11.71%	10.34	0.00	10.74	9.60	9.33
Market Supply of Inventory (MSI)			4.00	7.85	3.43	4.61	5.51
Total Active Inventory by Units		100%	427	34	238	138	17

# October 2018



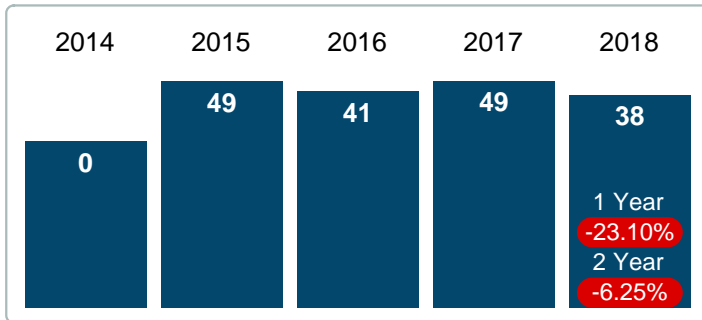
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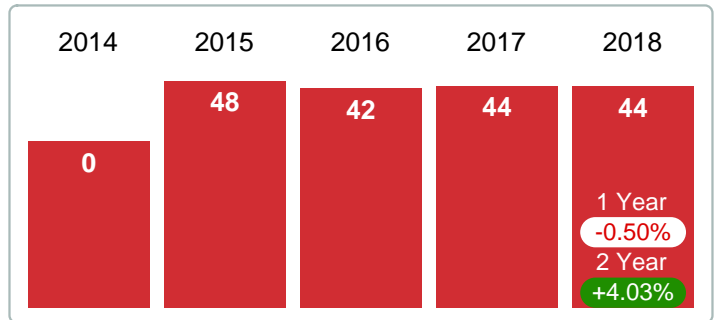
## AVERAGE DAYS ON MARKET TO SALE

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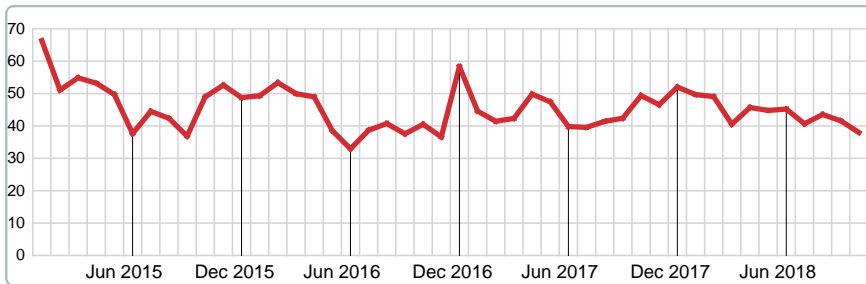
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

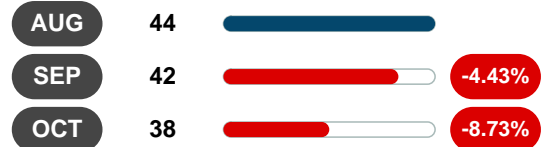


### 3 MONTHS

5 year OCT AVG = 35

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 38 above the 5 yr OCT average of 35



### 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	3.26%	34	0	29	43	0
\$75,001 - \$125,000	11.96%	28	29	31	4	0
\$125,001 - \$150,000	19.57%	28	18	23	116	0
\$150,001 - \$200,000	28.26%	26	0	23	40	13
\$200,001 - \$250,000	14.13%	51	0	52	50	0
\$250,001 - \$325,000	13.04%	55	0	41	78	21
\$325,001 and up	9.78%	66	0	0	62	68
<b>Average Closed DOM</b>		<b>38</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>38</b>	<b>2</b>	<b>59</b>	<b>22</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>18,400,711</b>	<b>237.40K</b>	<b>9.37M</b>	<b>5.48M</b>	<b>3.31M</b>



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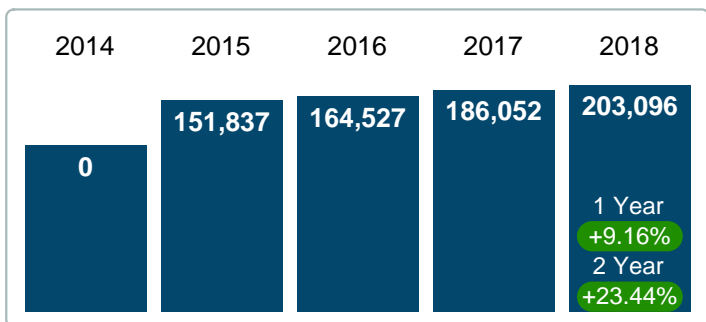
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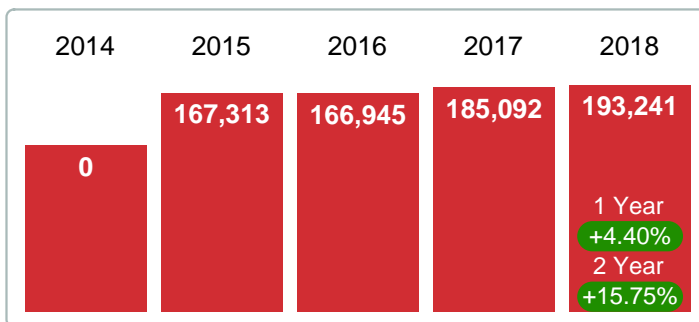
## AVERAGE LIST PRICE AT CLOSING

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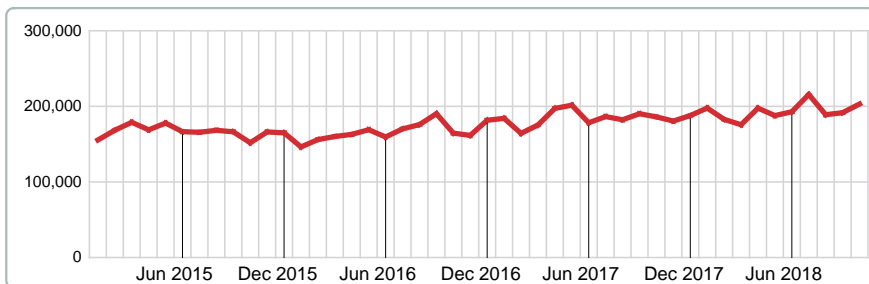
### OCTOBER



### YEAR TO DATE (YTD)

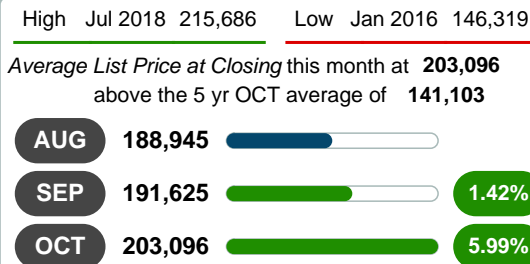


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 141,103



### 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	3.26%	45,333	0	31,000	74,000	0
\$75,001 - \$125,000	11.96%	100,527	97,500	102,033	90,000	0
\$125,001 - \$150,000	17.39%	139,316	139,900	142,150	145,000	0
\$150,001 - \$200,000	30.43%	172,104	0	171,389	176,398	189,900
\$200,001 - \$250,000	13.04%	220,661	0	220,128	226,920	0
\$250,001 - \$325,000	13.04%	289,113	0	274,600	294,792	318,300
\$325,001 and up	10.87%	427,779	0	0	420,374	453,260
<b>Average List Price</b>		<b>203,096</b>	<b>118,700</b>	<b>160,804</b>	<b>252,223</b>	<b>379,011</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>203,096</b>	<b>2</b>	<b>59</b>	<b>22</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>18,684,849</b>	<b>237.40K</b>	<b>9.49M</b>	<b>5.55M</b>	<b>3.41M</b>



# October 2018



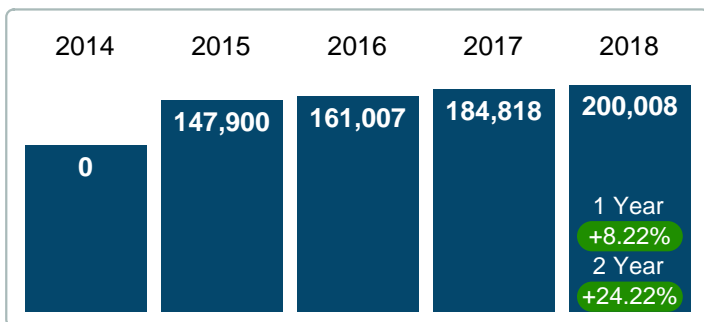
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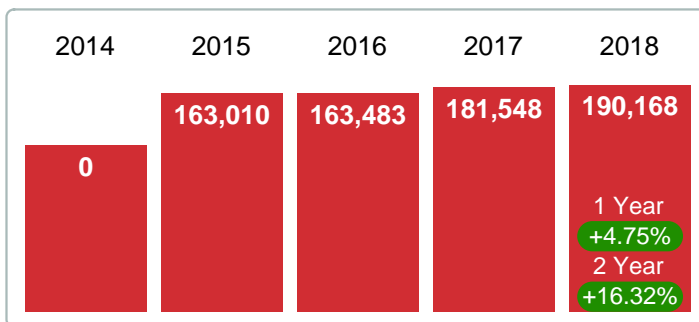
## AVERAGE SOLD PRICE AT CLOSING

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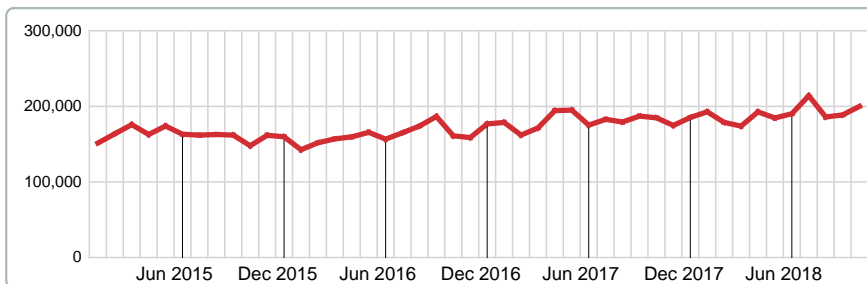
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

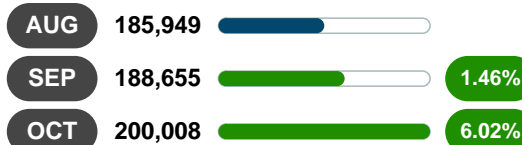


### 3 MONTHS

5 year OCT AVG = 138,747

High Jul 2018 214,041 Low Jan 2016 142,579

Average Sold Price at Closing this month at **200,008** above the 5 yr OCT average of **138,747**



### 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	3.26%	43,333	0	28,000	74,000	0
\$75,001 - \$125,000	11.96%	96,455	97,500	97,778	83,500	0
\$125,001 - \$150,000	19.57%	139,100	139,900	139,681	129,000	0
\$150,001 - \$200,000	28.26%	172,539	0	171,172	175,318	186,000
\$200,001 - \$250,000	14.13%	221,939	0	220,114	226,045	0
\$250,001 - \$325,000	13.04%	288,865	0	263,667	290,063	311,667
\$325,001 and up	9.78%	429,812	0	0	418,851	438,580
<b>Average Sold Price</b>		<b>200,008</b>	<b>118,700</b>	<b>158,752</b>	<b>249,230</b>	<b>368,211</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>200,008</b>	<b>2</b>	<b>59</b>	<b>22</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>18,400,711</b>	<b>237.40K</b>	<b>9.37M</b>	<b>5.48M</b>	<b>3.31M</b>

# October 2018



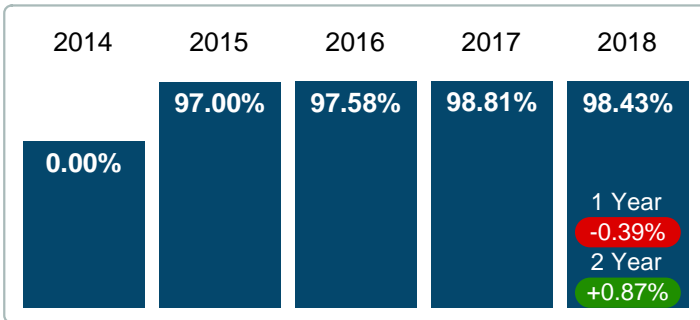
Area Delimited by County Of Wagoner - Residential Property Type



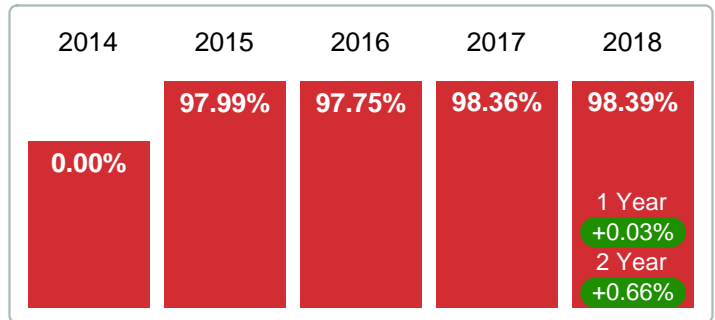
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

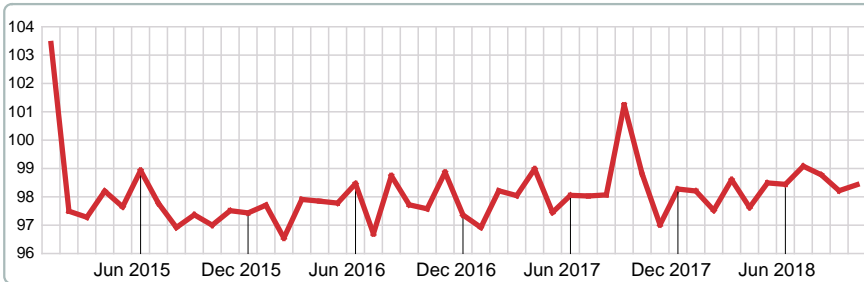
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

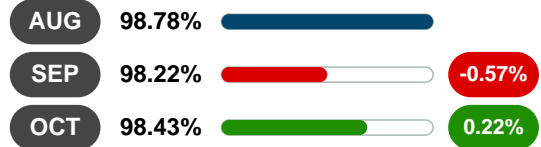


### 3 MONTHS

5 year OCT AVG = 78.36%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **98.43%**  
above the 5 yr OCT average of **78.36%**



### 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	3.26%	93.94%	0.00%	90.91%	100.00%	0.00%
\$75,001 - \$125,000	11	11.96%	96.03%	100.00%	95.95%	92.78%	0.00%
\$125,001 - \$150,000	18	19.57%	97.91%	100.00%	98.34%	88.97%	0.00%
\$150,001 - \$200,000	26	28.26%	100.01%	0.00%	100.25%	99.49%	97.95%
\$200,001 - \$250,000	13	14.13%	99.96%	0.00%	100.10%	99.64%	0.00%
\$250,001 - \$325,000	12	13.04%	97.68%	0.00%	96.00%	98.45%	97.82%
\$325,001 and up	9	9.78%	98.10%	0.00%	0.00%	99.74%	96.79%
<b>Average Sold/List Ratio</b>		<b>98.40%</b>		<b>100.00%</b>	<b>98.52%</b>	<b>98.52%</b>	<b>97.26%</b>
<b>Total Closed Units</b>	<b>92</b>	<b>100%</b>	<b>98.40%</b>	<b>2</b>	<b>59</b>	<b>22</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>18,400,711</b>			<b>237.40K</b>	<b>9.37M</b>	<b>5.48M</b>	<b>3.31M</b>

# October 2018



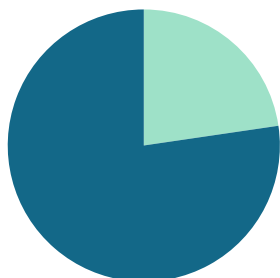
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

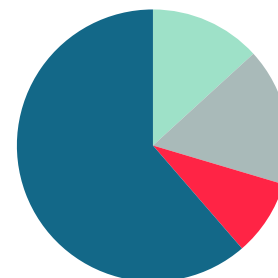


**Inventory**  
 New Listings  
**137 = 22.68%**  
 Start Inventory  
**467**  
 Total Inventory Units  
**604**  
 Volume  
**\$143,687,637**

### Market Activity

Closed Sales  
**92 = 13.22%**  
 Pending Sales  
**114 = 16.38%**  
 Other Off Market  
**63 = 9.05%**  
 Active Inventory  
**427 = 61.35%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	121	92	-23.97%	1,087	1,073	-1.29%
Pending Sales	102	114	11.76%	1,122	1,131	0.80%
New Listings	145	137	-5.52%	1,688	1,700	0.71%
Average List Price	186,052	203,096	9.16%	185,092	193,241	4.40%
Average Sale Price	184,818	200,008	8.22%	181,548	190,168	4.75%
Average Percent of Selling Price to List Price	98.81%	98.43%	-0.39%	98.36%	98.39%	0.03%
Average Days on Market to Sale	49.37	37.97	-23.10%	43.77	43.55	-0.50%
Monthly Inventory	431	427	-0.93%	431	427	-0.93%
Months Supply of Inventory	4.10	4.00	-2.40%	4.10	4.00	-2.40%

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

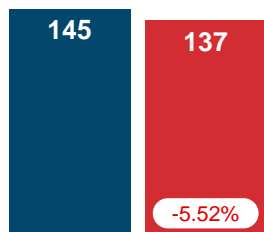
**Inventory** on October 31, 2018 = **427**

**2017** **2018**

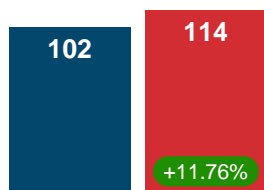
### OCTOBER MARKET

### AVERAGE PRICES

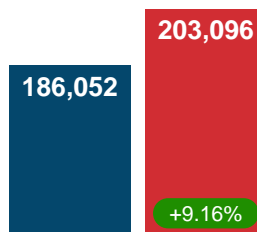
#### New Listings



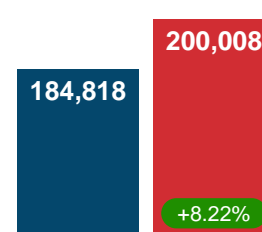
#### Pending Listings



#### List Price



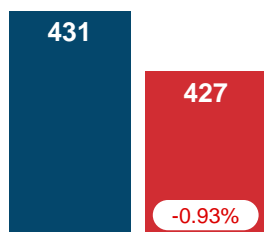
#### Sale Price



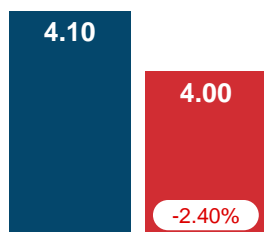
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

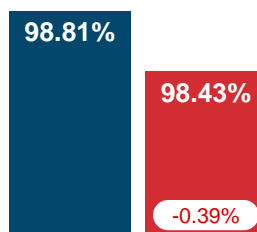
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

