

October 2018



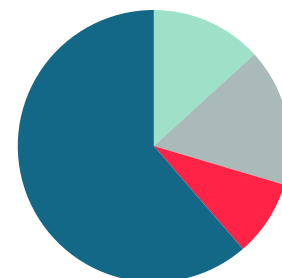
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	121	92	-23.97%
Pending Listings	102	114	11.76%
New Listings	145	137	-5.52%
Median List Price	168,500	174,900	3.80%
Median Sale Price	165,000	174,450	5.73%
Median Percent of Selling Price to List Price	99.50%	99.18%	-0.32%
Median Days on Market to Sale	35.00	22.00	-37.14%
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.

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 **5.73%** in October 2018 to \$174,450 versus the previous year at \$165,000.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 13.00 days or **37.14%** in October 2018 compared to last year's same month at **35.00** DOM.

Sales Success for October 2018 is Positive

Overall, with Median 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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



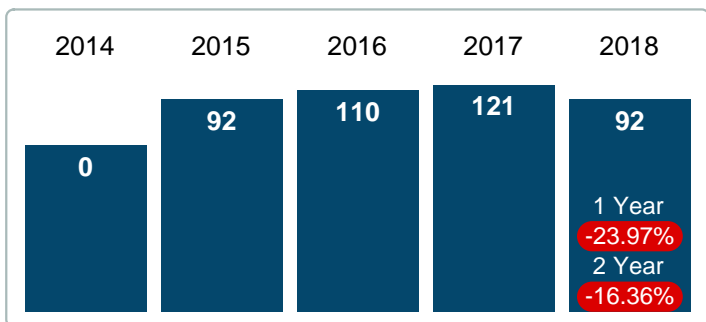
Area Delimited by County Of Wagoner - Residential Property Type



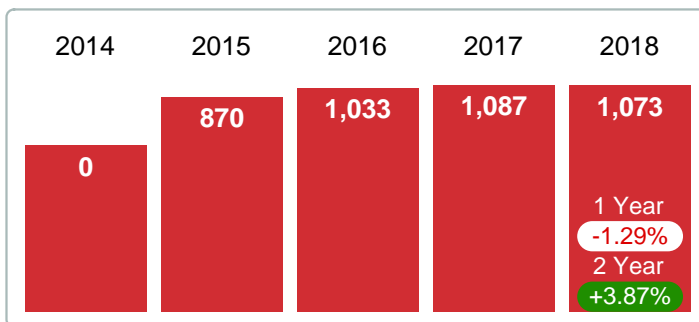
CLOSED LISTINGS

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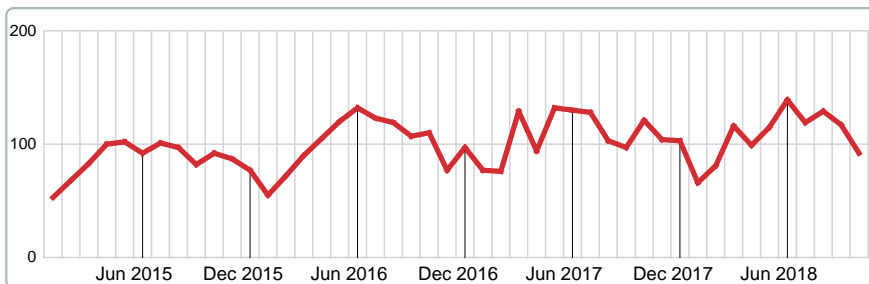
OCTOBER



YEAR TO DATE (YTD)

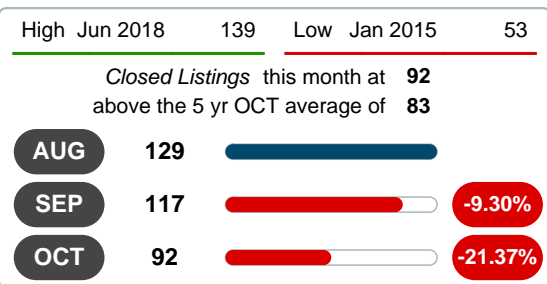


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 83



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	3.26%	43.0	0	2	1	0
\$75,001 - \$125,000	11	11.96%	12.0	1	9	1	0
\$125,001 - \$150,000	18	19.57%	18.0	1	16	1	0
\$150,001 - \$200,000	26	28.26%	11.0	0	20	5	1
\$200,001 - \$250,000	13	14.13%	20.0	0	9	4	0
\$250,001 - \$325,000	12	13.04%	33.0	0	3	6	3
\$325,001 and up	9	9.78%	63.0	0	0	4	5
Total Closed Units	92			2	59	22	9
Total Closed Volume	18,400,711	100%	22.0	237.40K	9.37M	5.48M	3.31M
Median Closed Price	\$174,450			\$118,700	\$157,000	\$242,200	\$332,000

October 2018



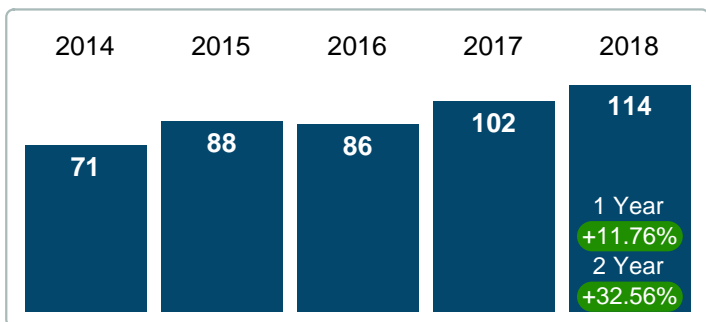
Area Delimited by County Of Wagoner - Residential Property Type



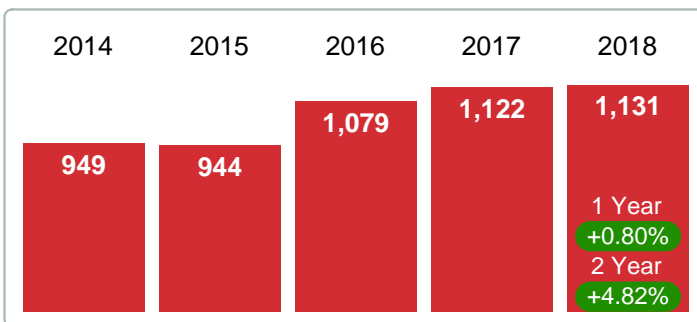
PENDING LISTINGS

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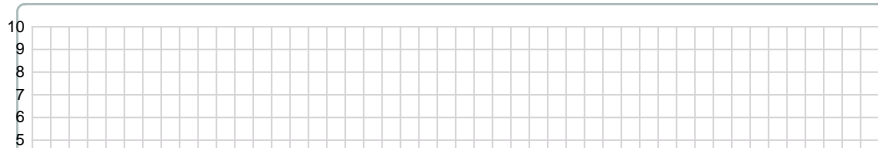
OCTOBER



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	7.02%	18.0	0	7	1	0
\$100,001 - \$125,000	14	12.28%	55.5	0	11	3	0
\$125,001 - \$150,000	18	15.79%	32.5	0	16	2	0
\$150,001 - \$175,000	31	27.19%	34.0	0	25	5	1
\$175,001 - \$225,000	18	15.79%	47.5	0	13	5	0
\$225,001 - \$275,000	12	10.53%	80.5	0	7	5	0
\$275,001 and up	13	11.40%	59.0	0	3	8	2
Total Pending Units	114			0	82	29	3
Total Pending Volume	21,266,272	100%	44.0	0.00B	13.50M	6.78M	986.25K
Median Listing Price	\$164,900			\$0	\$156,110	\$205,000	\$315,000

October 2018



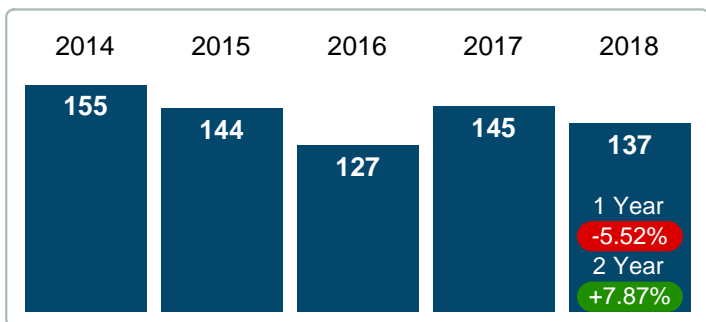
Area Delimited by County Of Wagoner - Residential Property Type



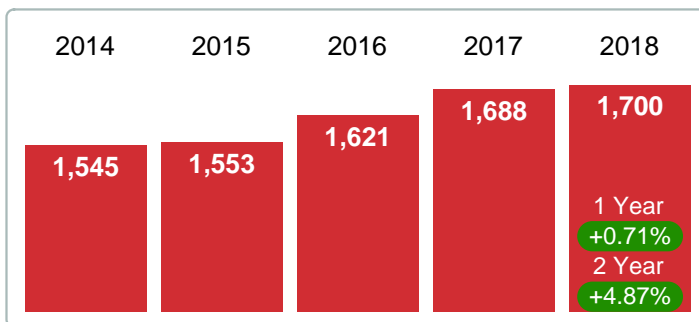
NEW LISTINGS

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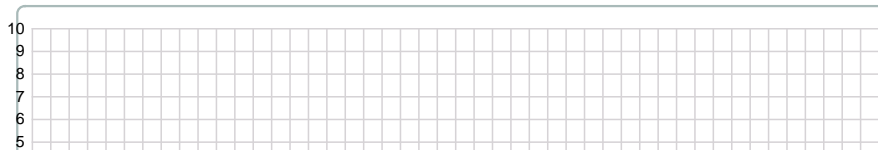
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 142

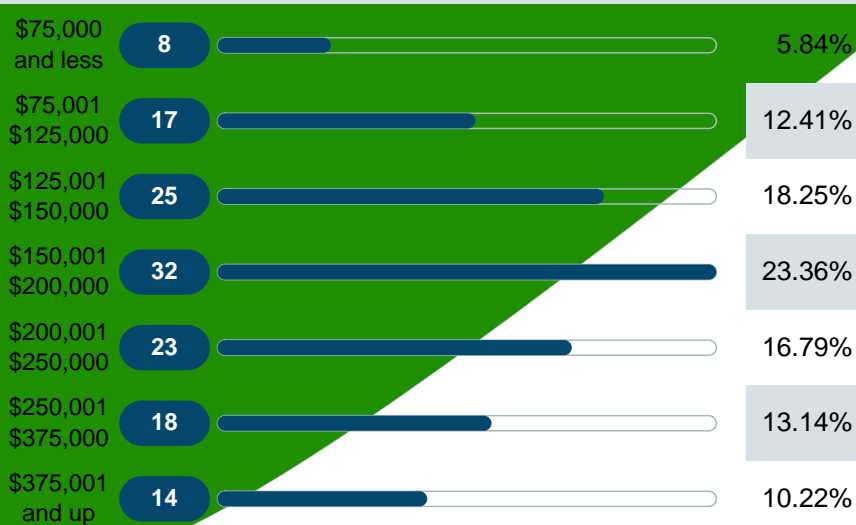
High Oct 2018: 0 Low Oct 2018: 0

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

AUG: 0
SEP: 0
OCT: 0

nan%
nan%

Distribution of New Listings by Price Range



	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
Total	12	89	31	5
Total New Listed Volume	2.98M	16.09M	8.82M	3.63M
Median New Listed Listing Price	\$116,450	\$164,900	\$247,000	\$525,000

Total New Listed Units	137	
Total New Listed Volume	31,518,469	100%
Median New Listed Listing Price	\$175,000	

October 2018



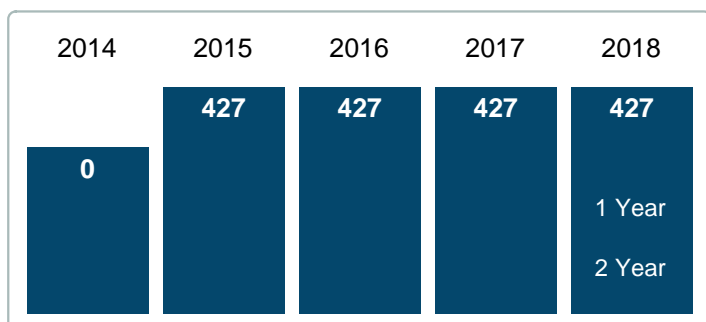
Area Delimited by County Of Wagoner - Residential Property Type



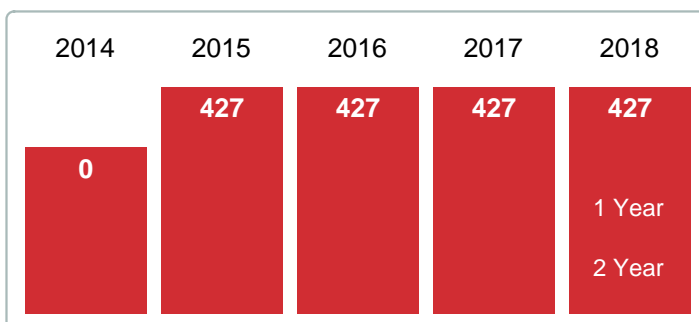
ACTIVE INVENTORY

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

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	31	7.26%	83.0	13	15	3	0
\$75,001 - \$125,000	45	10.54%	50.0	8	24	12	1
\$125,001 - \$150,000	47	11.01%	53.0	4	37	5	1
\$150,001 - \$225,000	130	30.44%	68.5	5	86	37	2
\$225,001 - \$275,000	63	14.75%	58.0	1	30	29	3
\$275,001 - \$375,000	61	14.29%	92.0	1	29	28	3
\$375,001 and up	50	11.71%	78.5	2	17	24	7
Total Active Inventory by Units			427	34	238	138	17
Total Active Inventory by Volume			106,200,701	5.48M	51.28M	41.31M	8.13M
Median Active Inventory Listing Price			\$194,000	\$105,000	\$177,106	\$249,950	\$357,000

October 2018



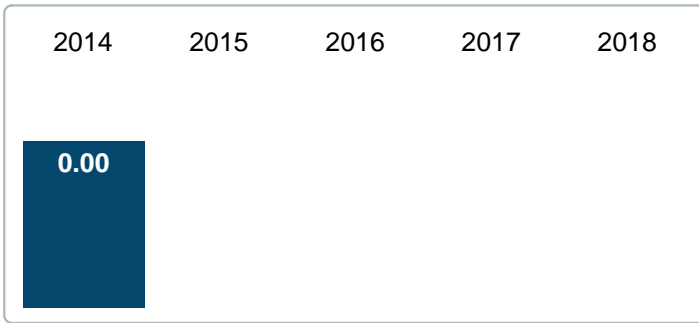
Area Delimited by County Of Wagoner - Residential Property Type



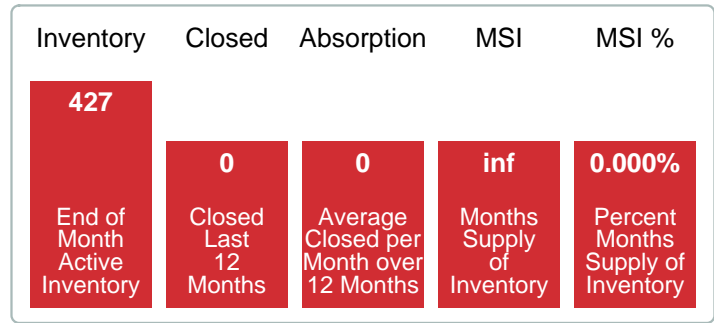
MONTHS SUPPLY of INVENTORY (MSI)

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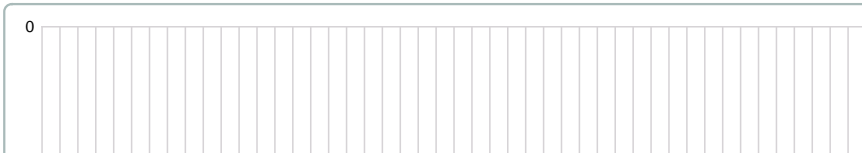
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2018

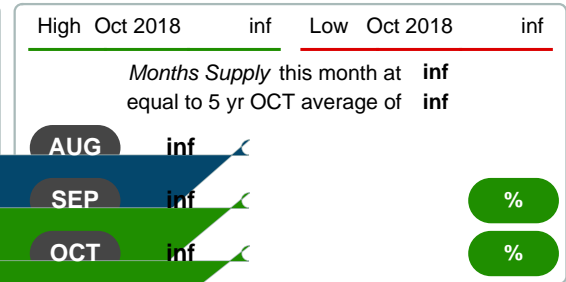


5 YEAR MARKET ACTIVITY TRENDS



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



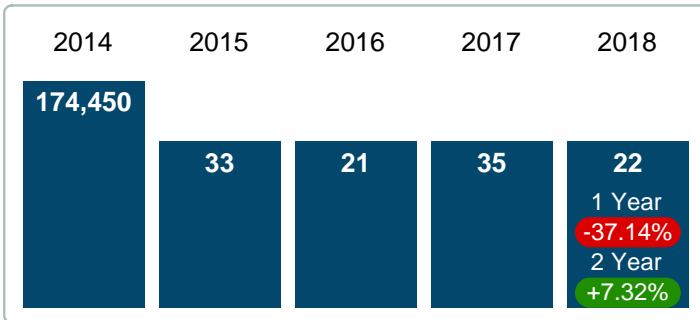
Area Delimited by County Of Wagoner - Residential Property Type



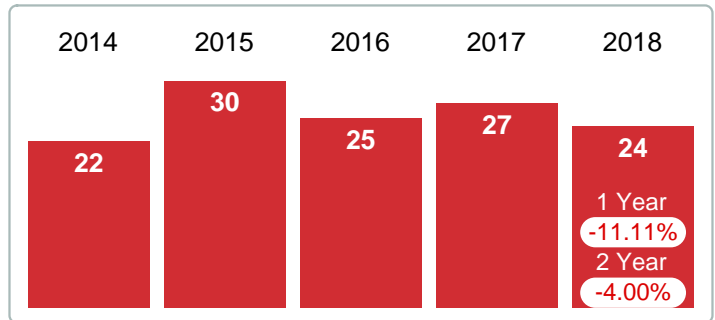
MEDIAN DAYS ON MARKET TO SALE

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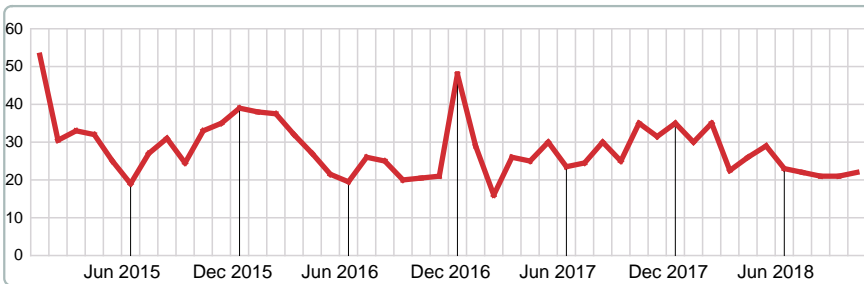
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 34,912

High Jan 2015 53 Low Feb 2017 16

Median Days on Market to Sale this month at 22 below the 5 yr OCT average of 34,912



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	3.26%	43	0	29	43	0
\$75,001 - \$125,000 11	11.96%	12	29	12	4	0
\$125,001 - \$150,000 18	19.57%	18	18	18	116	0
\$150,001 - \$200,000 26	28.26%	11	0	10	33	13
\$200,001 - \$250,000 13	14.13%	20	0	19	38	0
\$250,001 - \$325,000 12	13.04%	33	0	22	85	23
\$325,001 and up 9	9.78%	63	0	0	56	63
Median Closed DOM		22	24	15	48	28
Total Closed Units	100%	22.0	2	59	22	9
Total Closed Volume		18,400,711	237.40K	9.37M	5.48M	3.31M

October 2018



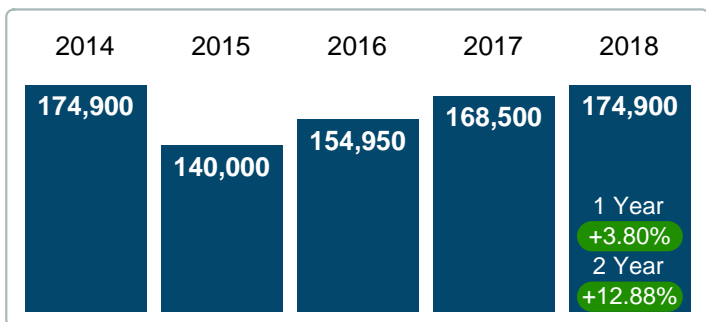
Area Delimited by County Of Wagoner - Residential Property Type



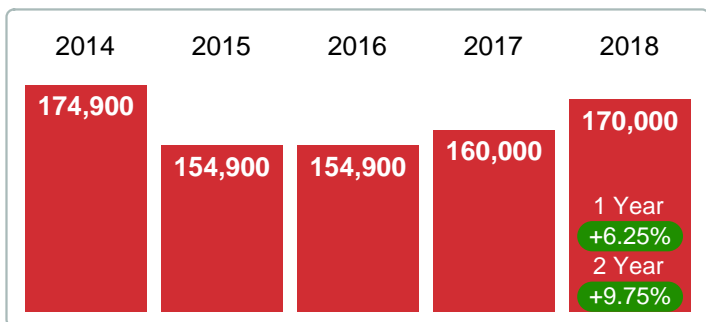
MEDIAN LIST PRICE AT CLOSING

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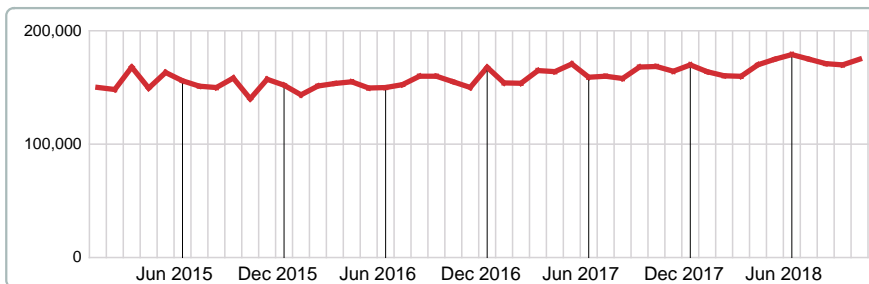
OCTOBER



YEAR TO DATE (YTD)

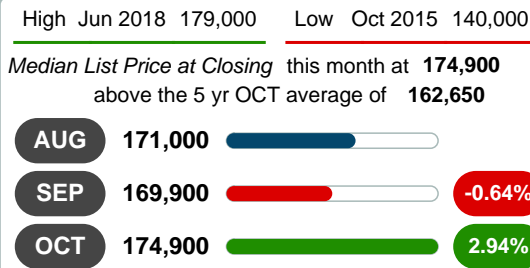


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 162,650



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	3.26%	33,000	0	31,000	74,000	0
\$75,001 - \$125,000	11	11.96%	94,500	97,500	94,500	90,000	0
\$125,001 - \$150,000	16	17.39%	139,900	139,900	138,950	145,000	0
\$150,001 - \$200,000	28	30.43%	169,950	0	168,018	177,000	189,900
\$200,001 - \$250,000	12	13.04%	214,500	0	214,500	224,950	0
\$250,001 - \$325,000	12	13.04%	282,400	0	271,950	284,900	325,000
\$325,001 and up	10	10.87%	398,750	0	0	398,500	399,000
Median List Price			174,900	118,700	159,900	243,950	340,000
Total Closed Units		100%	174,900	2	59	22	9
Total Closed Volume			18,684,849	237.40K	9.49M	5.55M	3.41M

October 2018



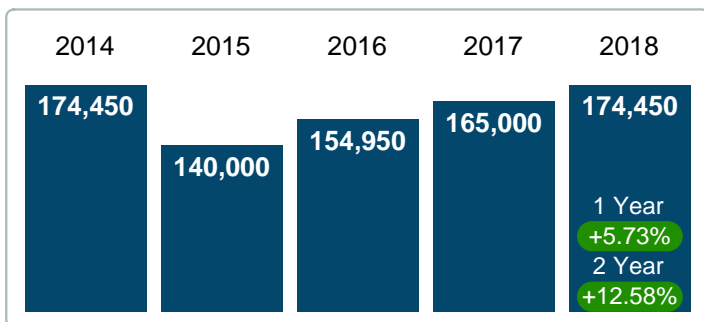
Area Delimited by County Of Wagoner - Residential Property Type



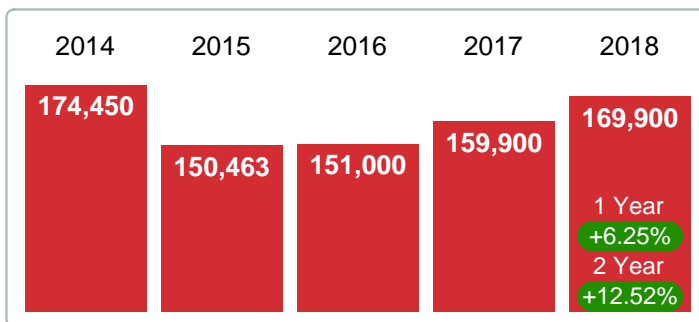
MEDIAN SOLD PRICE AT CLOSING

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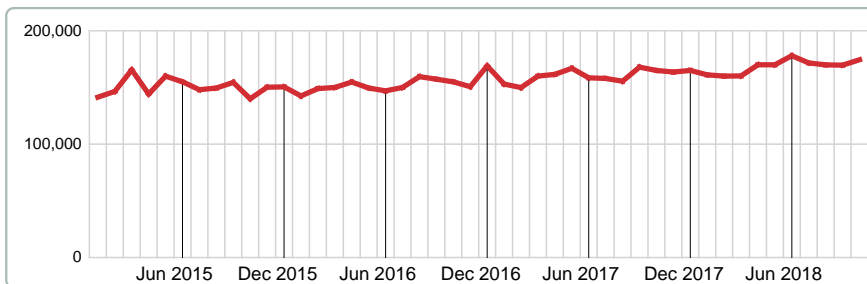
OCTOBER



YEAR TO DATE (YTD)

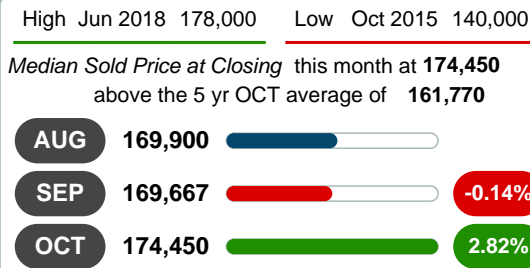


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 161,770



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	3.26%	29,000	0	28,000	74,000	0
\$75,001 - \$125,000	11.96%	91,000	97,500	91,000	83,500	0
\$125,001 - \$150,000	19.57%	139,950	139,900	140,000	129,000	0
\$150,001 - \$200,000	28.26%	172,000	0	168,750	180,000	186,000
\$200,001 - \$250,000	14.13%	211,000	0	211,000	223,200	0
\$250,001 - \$325,000	13.04%	282,500	0	265,000	289,500	325,000
\$325,001 and up	9.78%	404,810	0	0	433,405	387,500
Median Sold Price		174,450	118,700	157,000	242,200	332,000
Total Closed Units	100%	174,450	2	59	22	9
Total Closed Volume		18,400,711	237.40K	9.37M	5.48M	3.31M

October 2018



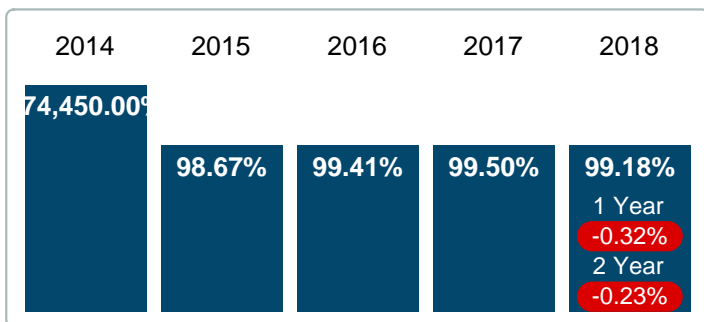
Area Delimited by County Of Wagoner - Residential Property Type



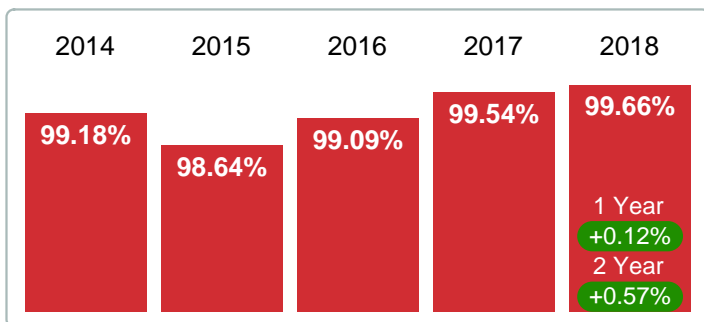
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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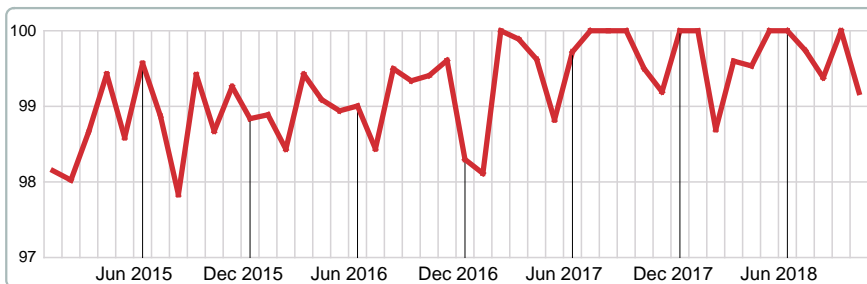
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

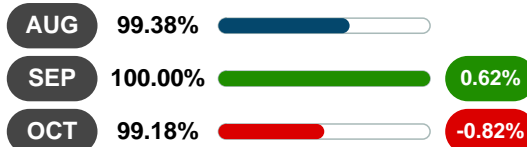


3 MONTHS

5 year OCT AVG = 34,969.35%

High Sep 2018 100.00% Low Aug 2015 97.83%

Median Sold/List Ratio this month at **99.18%**
 below the 5 yr OCT average of **34,969.35%**



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	3.26%	100.00%	0.00%	90.91%	100.00%	0.00%
\$75,001 - \$125,000	11	11.96%	96.08%	100.00%	96.08%	92.78%	0.00%
\$125,001 - \$150,000	18	19.57%	99.34%	100.00%	99.34%	88.97%	0.00%
\$150,001 - \$200,000	26	28.26%	99.34%	0.00%	99.34%	100.00%	97.95%
\$200,001 - \$250,000	13	14.13%	100.00%	0.00%	100.00%	100.00%	0.00%
\$250,001 - \$325,000	12	13.04%	97.55%	0.00%	96.40%	98.32%	100.00%
\$325,001 and up	9	9.78%	97.65%	0.00%	0.00%	100.00%	97.13%
Median Sold/List Ratio		99.18%		100.00%	99.20%	99.63%	97.65%
Total Closed Units		92	100%	2	59	22	9
Total Closed Volume		18,400,711		237.40K	9.37M	5.48M	3.31M

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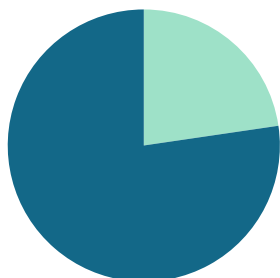
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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INVENTORY

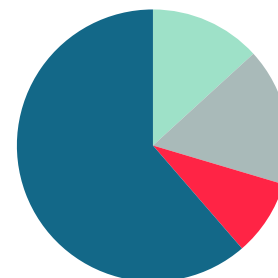


Inventory
 New Listings
137 = 22.68%
 Start Inventory
467
 Total Inventory Units
604
 Volume
\$143,687,637

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%
Median List Price	168,500	174,900	3.80%	160,000	170,000	6.25%
Median Sale Price	165,000	174,450	5.73%	159,900	169,900	6.25%
Median Percent of Selling Price to List Price	99.50%	99.18%	-0.32%	99.54%	99.66%	0.12%
Median Days on Market to Sale	35.00	22.00	-37.14%	27.00	24.00	-11.11%
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

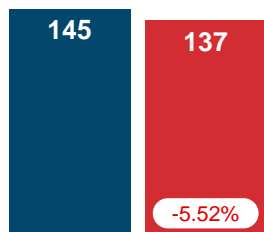
Inventory on October 31, 2018 = **427**

2017 **2018**

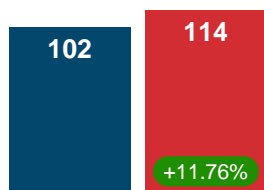
OCTOBER MARKET

MEDIAN PRICES

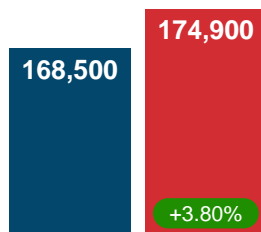
New Listings



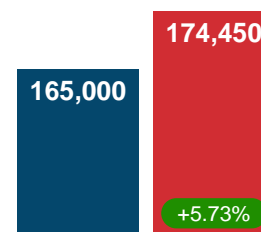
Pending Listings



List Price



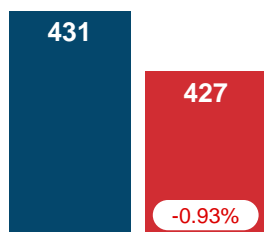
Sale Price



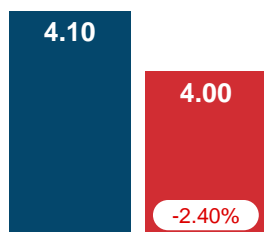
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

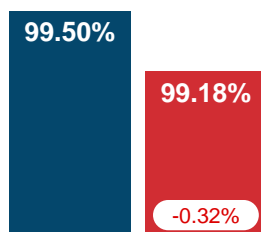
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

