

# April 2019



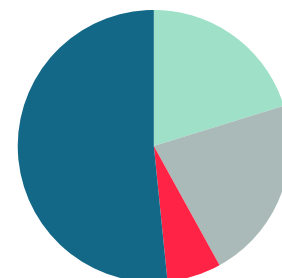
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	April 2019	+/-%
Closed Listings	99	145	46.46%
Pending Listings	125	156	24.80%
New Listings	177	212	19.77%
Average List Price	197,641	198,494	0.43%
Average Sale Price	192,683	194,436	0.91%
Average Percent of Selling Price to List Price	97.63%	97.94%	0.33%
Average Days on Market to Sale	45.70	45.26	-0.95%
End of Month Inventory	376	370	-1.60%
Months Supply of Inventory	3.53	3.39	-3.78%



■ Closed (20.22%)  
■ Pending (21.76%)  
■ Other OffMarket (6.42%)  
■ Active (51.60%)

**Absorption:** Last 12 months, an Average of **109** Sales/Month  
**Active Inventory** as of April 30, 2019 = **370**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2019 decreased **1.60%** to 370 existing homes available for sale. Over the last 12 months this area has had an average of 109 closed sales per month. This represents an unsold inventory index of **3.39** 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 **0.91%** in April 2019 to \$194,436 versus the previous year at \$192,683.

#### Average Days on Market Shortens

The average number of **45.26** days that homes spent on the market before selling decreased by 0.43 days or **0.95%** in April 2019 compared to last year's same month at **45.70** DOM.

#### Sales Success for April 2019 is Positive

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

There were 212 New Listings in April 2019, up **19.77%** from last year at 177. Furthermore, there were 145 Closed Listings this month versus last year at 99, a **46.46%** increase.

Closed versus Listed trends yielded a **68.4%** ratio, up from previous year's, April 2018, at **55.9%**, a **22.28%** 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®

Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

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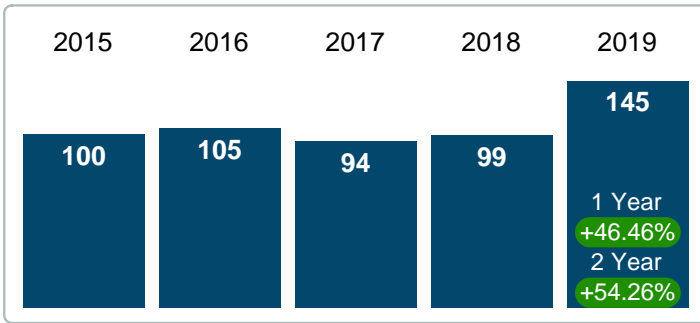
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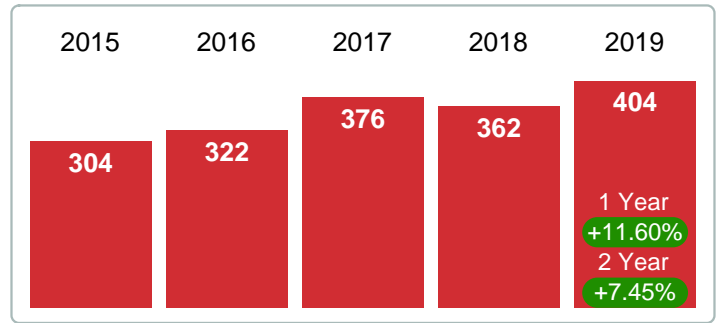
## CLOSED LISTINGS

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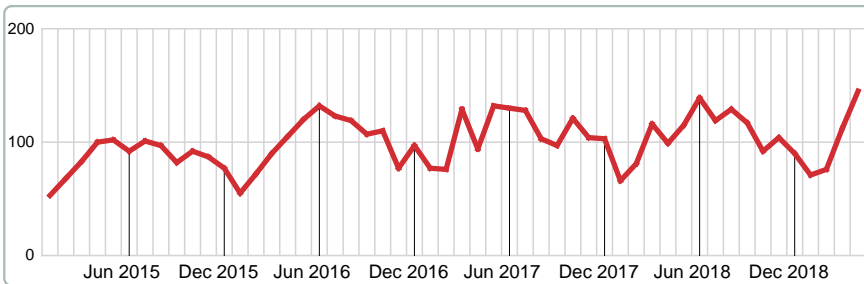
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

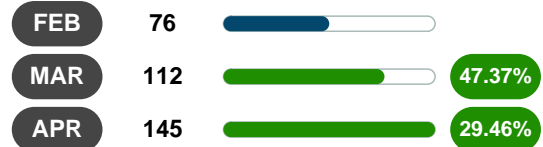


### 3 MONTHS

5 year APR AVG = 109

High Apr 2019 145 Low Jan 2015 53

Closed Listings this month at 145  
above the 5 yr APR average of 109



### 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	11	7.59%	67.2	2	8	1	0
\$75,001 - \$125,000	15	10.34%	38.9	1	11	2	1
\$125,001 - \$150,000	19	13.10%	18.1	1	17	1	0
\$150,001 - \$175,000	27	18.62%	44.6	1	20	6	0
\$175,001 - \$225,000	34	23.45%	41.2	1	22	10	1
\$225,001 - \$325,000	24	16.55%	63.4	0	14	10	0
\$325,001 and up	15	10.34%	51.3	1	2	11	1
<b>Total Closed Units</b>	<b>145</b>			<b>7</b>	<b>94</b>	<b>41</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>28,193,282</b>	<b>100%</b>	<b>45.3</b>	<b>1.09M</b>	<b>15.67M</b>	<b>10.60M</b>	<b>836.21K</b>
<b>Average Closed Price</b>	<b>\$194,436</b>			<b>\$155,143</b>	<b>\$166,714</b>	<b>\$258,535</b>	<b>\$278,737</b>

# April 2019



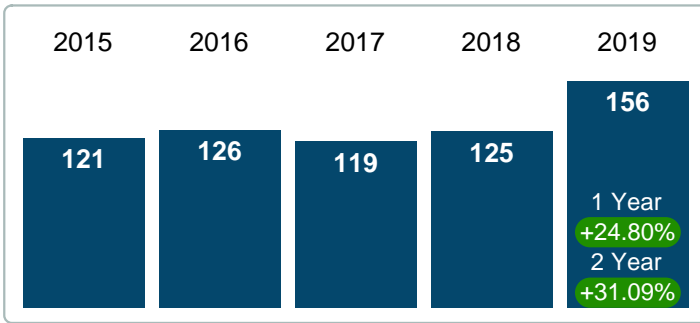
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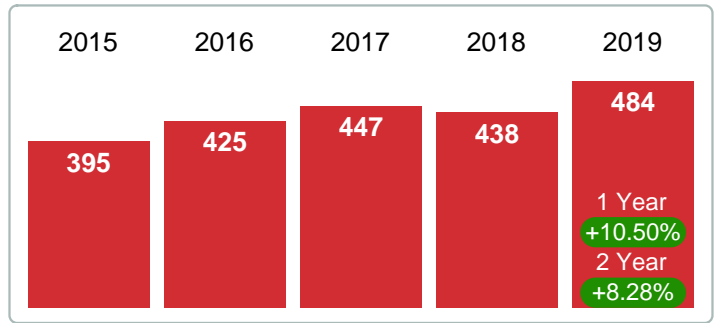
## PENDING LISTINGS

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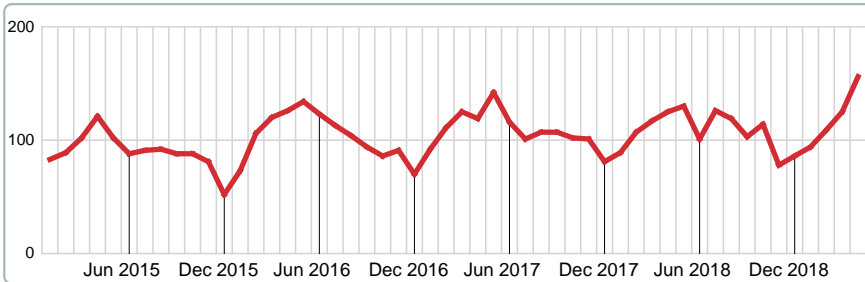
### APRIL



### YEAR TO DATE (YTD)

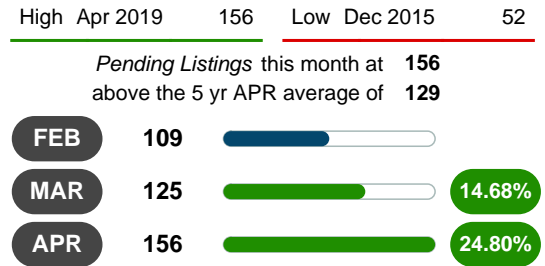


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 129



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	5.77%	74.4	4	3	2	0
\$100,001 - \$125,000	9	5.77%	46.8	0	8	1	0
\$125,001 - \$150,000	21	13.46%	34.8	2	18	1	0
\$150,001 - \$200,000	53	33.97%	36.2	2	41	10	0
\$200,001 - \$225,000	20	12.82%	30.1	0	11	9	0
\$225,001 - \$300,000	28	17.95%	55.4	0	15	13	0
\$300,001 and up	16	10.26%	48.5	0	8	6	2
<b>Total Pending Units</b>	<b>156</b>			<b>8</b>	<b>104</b>	<b>42</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>32,106,512</b>	<b>100%</b>	<b>41.7</b>	<b>925.60K</b>	<b>20.42M</b>	<b>9.99M</b>	<b>770.00K</b>
<b>Average Listing Price</b>	<b>\$205,724</b>			<b>\$115,700</b>	<b>\$196,347</b>	<b>\$237,877</b>	<b>\$385,000</b>

# April 2019



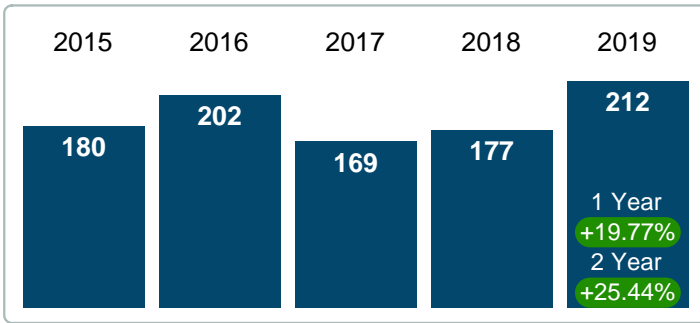
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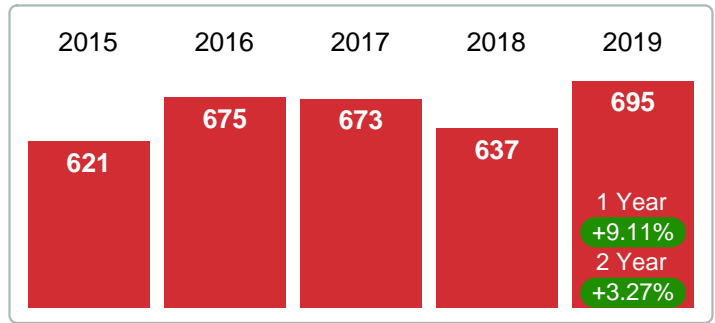
## NEW LISTINGS

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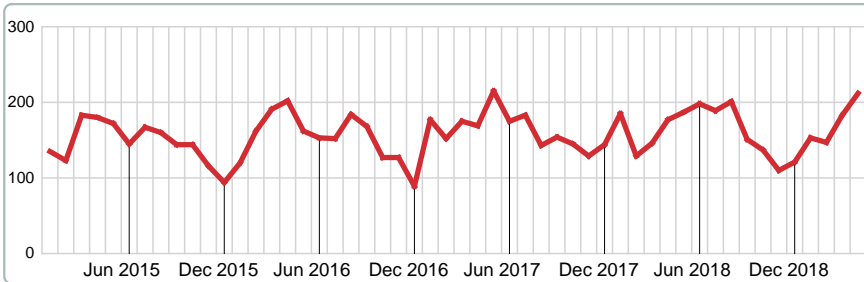
### APRIL



### YEAR TO DATE (YTD)

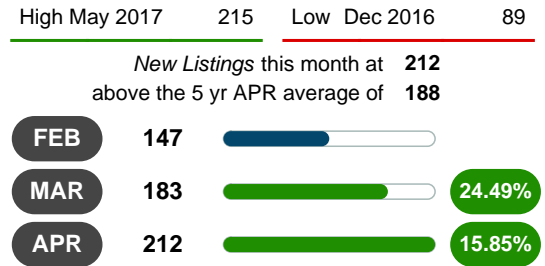


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 188



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$100,000 and less	17	8.02%
\$100,001 - \$125,000	10	4.72%
\$125,001 - \$150,000	27	12.74%
\$150,001 - \$200,000	66	31.13%
\$200,001 - \$250,000	40	18.87%
\$250,001 - \$325,000	25	11.79%
\$325,001 and up	27	12.74%
<b>Total New Listed Units</b>	<b>212</b>	
<b>Total New Listed Volume</b>	<b>46,406,160</b>	<b>100%</b>
<b>Average New Listed Listing Price</b>	<b>\$210,996</b>	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	6	9	2	0
\$100,001 - \$125,000	1	9	0	0
\$125,001 - \$150,000	0	23	3	1
\$150,001 - \$200,000	0	47	18	1
\$200,001 - \$250,000	0	22	15	3
\$250,001 - \$325,000	1	11	13	0
\$325,001 and up	0	8	15	4
<b>Total</b>	<b>8</b>	<b>129</b>	<b>66</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>838.50K</b>	<b>24.10M</b>	<b>17.44M</b>	<b>4.03M</b>
<b>Average New Listed Listing Price</b>	<b>\$104,812</b>	<b>\$186,793</b>	<b>\$264,202</b>	<b>\$448,231</b>

# April 2019



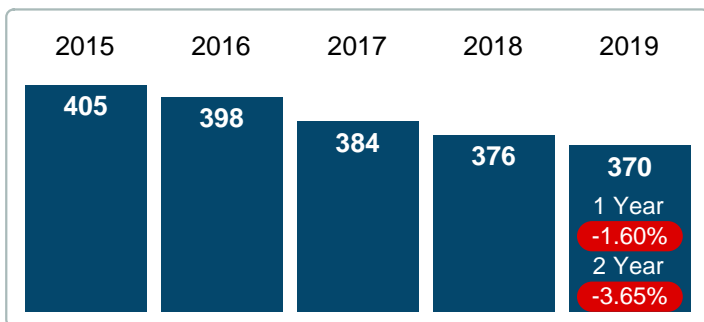
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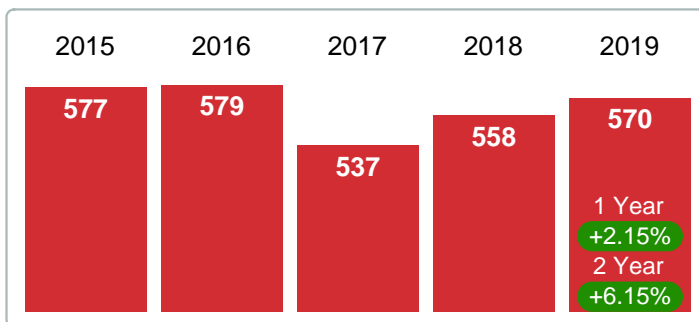
## ACTIVE INVENTORY

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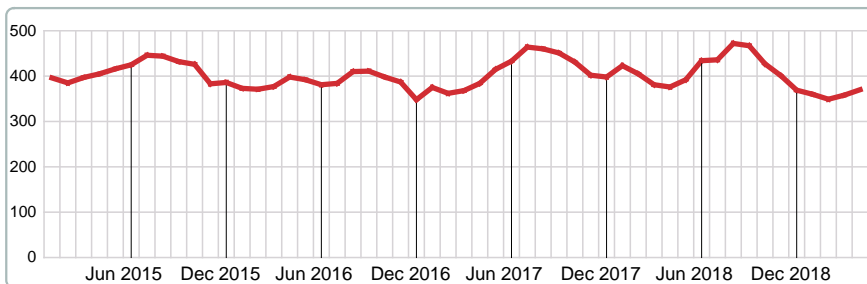
### END OF APRIL



### ACTIVE DURING APRIL

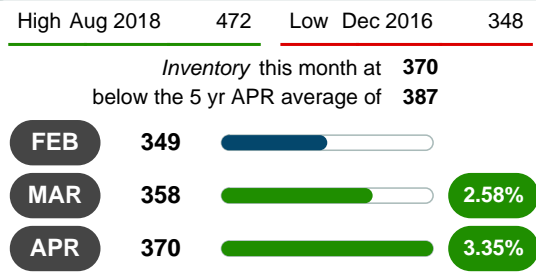


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 387



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	26	7.03%	45.0	12	13	1	0
\$75,001 - \$125,000	36	9.73%	63.6	8	20	8	0
\$125,001 - \$150,000	41	11.08%	45.6	2	28	10	1
\$150,001 - \$225,000	130	35.14%	54.6	3	82	41	4
\$225,001 - \$275,000	39	10.54%	44.2	0	24	12	3
\$275,001 - \$425,000	61	16.49%	59.8	3	16	39	3
\$425,001 and up	37	10.00%	69.0	0	9	20	8
<b>Total Active Inventory by Units</b>	<b>370</b>			<b>28</b>	<b>192</b>	<b>131</b>	<b>19</b>
<b>Total Active Inventory by Volume</b>	<b>91,262,009</b>	<b>100%</b>	<b>55.0</b>	<b>3.12M</b>	<b>38.48M</b>	<b>39.71M</b>	<b>9.95M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$246,654</b>			<b>\$111,380</b>	<b>\$200,438</b>	<b>\$303,096</b>	<b>\$523,883</b>

# April 2019



Area Delimited by County Of Wagoner - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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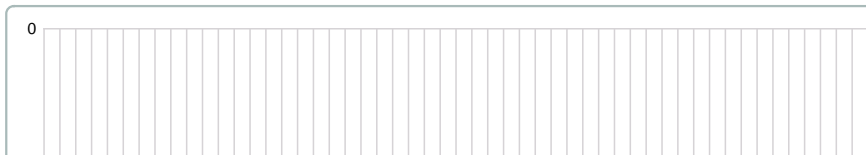
### MSI FOR APRIL

2015	2016	2017	2018	2019

### INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
370	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = inf

High Apr 2019	inf	Low Apr 2019	inf
Months Supply this month at inf equal to 5 yr APR average of inf			
FEB	inf		%
MAR	inf		%
APR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	26	7.03%	3.95	5.54	3.18	4.00	0.00
\$75,001 - \$125,000	36	9.73%	2.53	9.60	1.78	3.84	0.00
\$125,001 - \$150,000	41	11.08%	2.50	2.67	2.00	6.32	12.00
\$150,001 - \$225,000	130	35.14%	2.93	9.00	2.62	3.42	5.33
\$225,001 - \$275,000	39	10.54%	3.30	0.00	4.11	2.12	12.00
\$275,001 - \$425,000	61	16.49%	4.88	18.00	6.00	4.50	3.00
\$425,001 and up	37	10.00%	12.00	0.00	7.71	12.63	24.00
Market Supply of Inventory (MSI)			3.39	6.46	2.73	4.12	7.35
Total Active Inventory by Units		100%	370	28	192	131	19

# April 2019



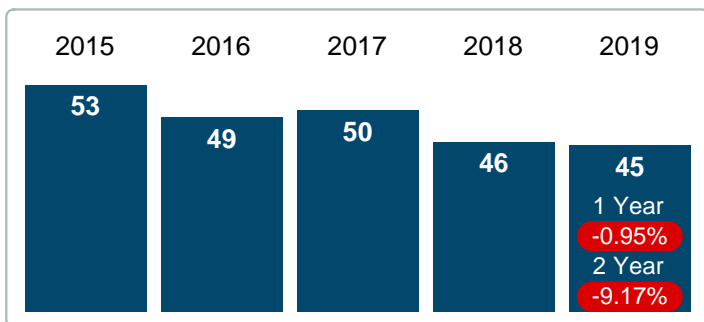
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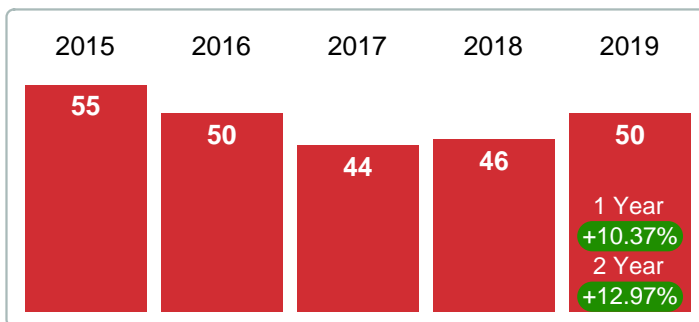
## AVERAGE DAYS ON MARKET TO SALE

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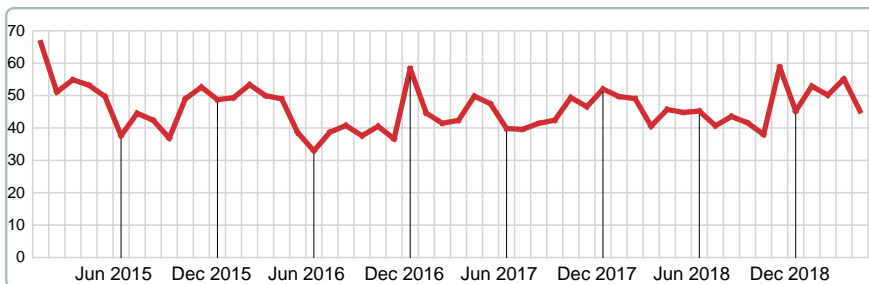
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

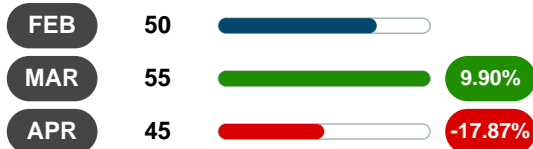


### 3 MONTHS

5 year APR AVG = 49

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 45 below the 5 yr APR average of 49



### 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	7.59%	67	120	48	115	0
\$75,001 - \$125,000	10.34%	39	8	42	44	22
\$125,001 - \$150,000	13.10%	18	33	18	1	0
\$150,001 - \$175,000	18.62%	45	27	37	72	0
\$175,001 - \$225,000	23.45%	41	2	45	41	14
\$225,001 - \$325,000	16.55%	63	0	67	58	0
\$325,001 and up	10.34%	51	116	32	37	181
<b>Average Closed DOM</b>		<b>45</b>	<b>61</b>	<b>41</b>	<b>49</b>	<b>72</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>45</b>	<b>7</b>	<b>94</b>	<b>41</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>28,193,282</b>	<b>1.09M</b>	<b>15.67M</b>	<b>10.60M</b>	<b>836.21K</b>

# April 2019



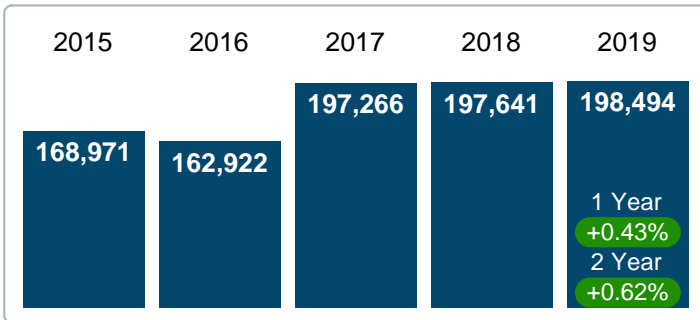
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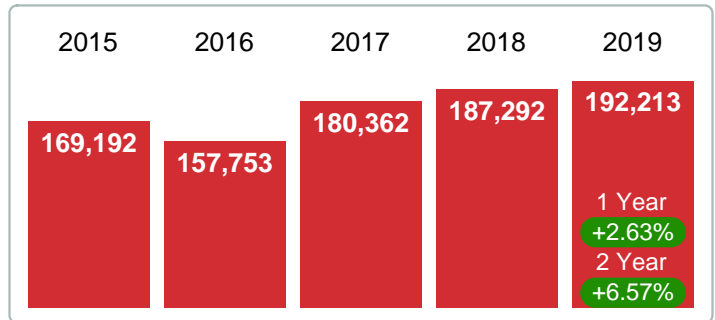
## AVERAGE LIST PRICE AT CLOSING

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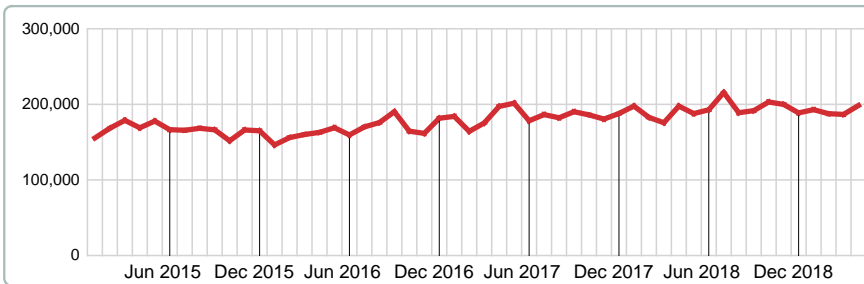
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

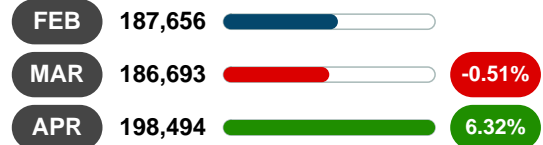


### 3 MONTHS

5 year APR AVG = 185,059

High Jul 2018 215,686 Low Jan 2016 146,319

Average List Price at Closing this month at **198,494**  
above the 5 yr APR average of **185,059**



### 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	10	6.90%	47,050	62,000	50,188	24,900	0	
\$75,001 - \$125,000	15	10.34%	97,613	99,500	99,536	120,000	79,900	
\$125,001 - \$150,000	20	13.79%	140,231	129,900	141,461	148,165	0	
\$150,001 - \$175,000	26	17.93%	162,790	164,500	161,755	168,561	0	
\$175,001 - \$225,000	34	23.45%	196,834	189,000	193,837	206,724	215,000	
\$225,001 - \$325,000	25	17.24%	263,842	0	264,725	265,990	0	
\$325,001 and up	15	10.34%	434,757	419,000	400,506	436,817	496,354	
<b>Average List Price</b>		<b>198,494</b>		<b>160,843</b>	<b>169,233</b>	<b>267,233</b>	<b>263,751</b>	
<b>Total Closed Units</b>		<b>145</b>	<b>100%</b>	<b>198,494</b>	<b>7</b>	<b>94</b>	<b>41</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>28,781,614</b>			<b>1.13M</b>	<b>15.91M</b>	<b>10.96M</b>	<b>791.25K</b>



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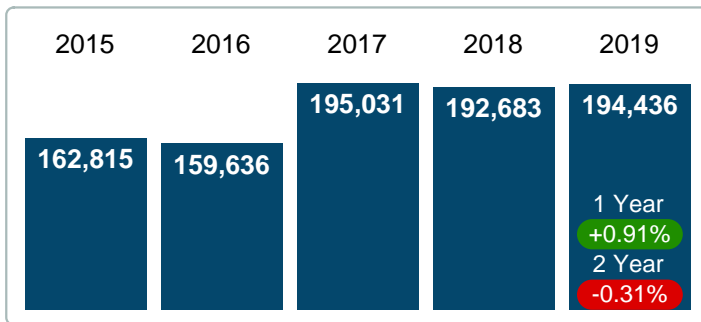
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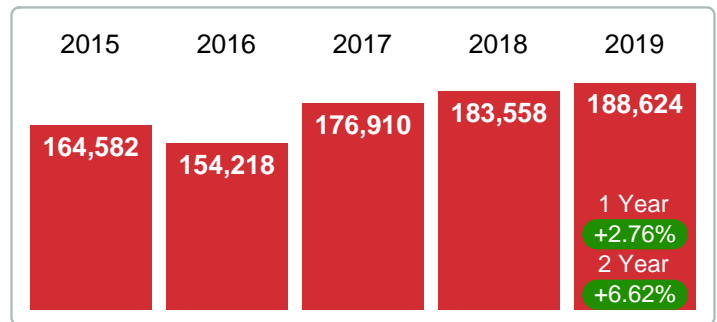
## AVERAGE SOLD PRICE AT CLOSING

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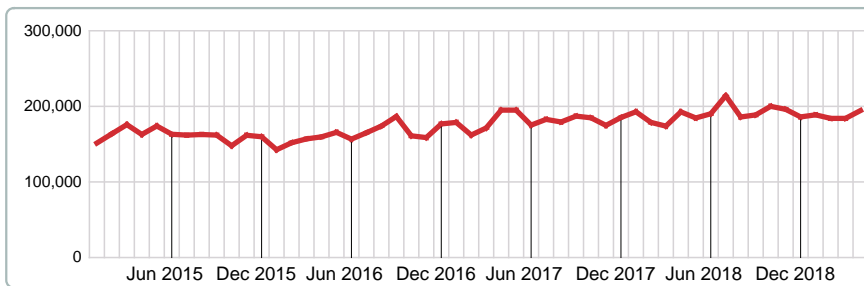
### APRIL



### YEAR TO DATE (YTD)

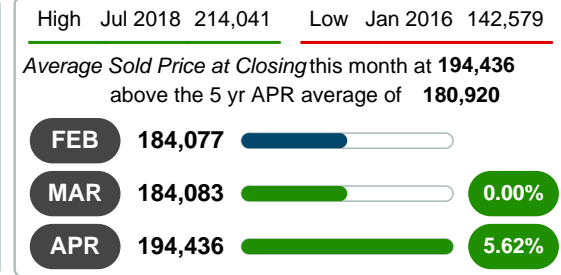


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 180,920



### 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	7.59%	45,871	50,250	48,573	15,500	0
\$75,001 - \$125,000	10.34%	97,269	101,000	96,730	99,500	95,000
\$125,001 - \$150,000	13.10%	140,992	130,000	141,217	148,165	0
\$150,001 - \$175,000	18.62%	161,620	164,500	160,039	166,411	0
\$175,001 - \$225,000	23.45%	195,435	189,000	191,707	203,824	200,000
\$225,001 - \$325,000	16.55%	259,563	0	259,886	259,110	0
\$325,001 and up	10.34%	420,852	401,000	380,556	419,042	541,210
<b>Average Sold Price</b>		<b>194,436</b>	<b>155,143</b>	<b>166,714</b>	<b>258,535</b>	<b>278,737</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>145</b>	<b>7</b>	<b>94</b>	<b>41</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>28,193,282</b>	<b>1.09M</b>	<b>15.67M</b>	<b>10.60M</b>	<b>836.21K</b>

# April 2019



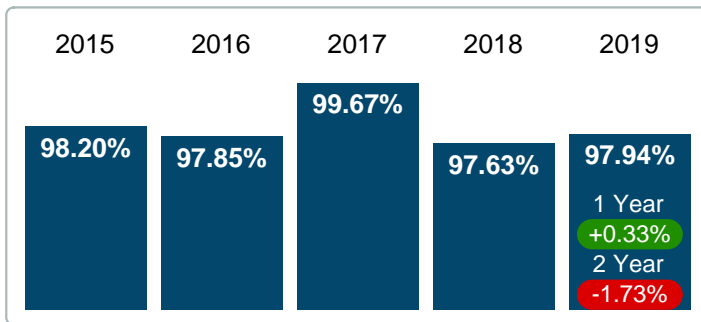
Area Delimited by County Of Wagoner - Residential Property Type



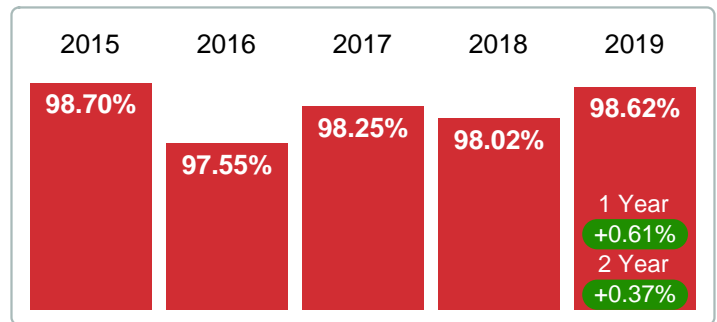
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 20, 2023 for MLS Technology Inc.

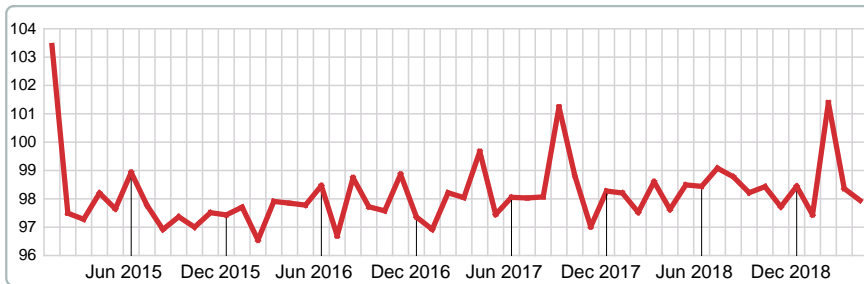
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

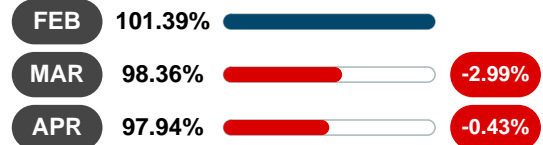


### 3 MONTHS

5 year APR AVG = 98.26%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **97.94%**  
equal to 5 yr APR average of **98.26%**



### 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	11	7.59%	91.53%	78.85%	98.37%	62.25%	0.00%
\$75,001 - \$125,000	15	10.34%	97.51%	101.51%	97.62%	84.23%	118.90%
\$125,001 - \$150,000	19	13.10%	99.90%	100.08%	99.88%	100.00%	0.00%
\$150,001 - \$175,000	27	18.62%	99.04%	100.00%	99.06%	98.79%	0.00%
\$175,001 - \$225,000	34	23.45%	98.75%	100.00%	98.98%	98.71%	93.02%
\$225,001 - \$325,000	24	16.55%	97.85%	0.00%	98.16%	97.42%	0.00%
\$325,001 and up	15	10.34%	96.94%	95.70%	95.66%	96.19%	109.04%
Average Sold/List Ratio		97.90%		93.57%	98.76%	96.17%	106.99%
Total Closed Units		145	100%	7	94	41	3
Total Closed Volume		28,193,282		1.09M	15.67M	10.60M	836.21K

# April 2019



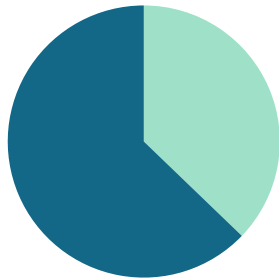
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

### INVENTORY

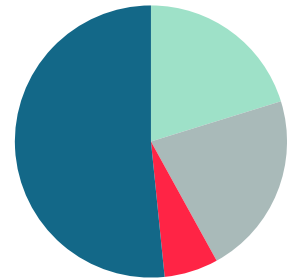


**Inventory**  
 New Listings  
**212 = 37.19%**  
 Start Inventory  
**358**  
 Total Inventory Units  
**570**  
 Volume  
**\$135,410,021**

### Market Activity

Closed Sales  
**145 = 20.22%**  
 Pending Sales  
**156 = 21.76%**  
 Other Off Market  
**46 = 6.42%**  
 Active Inventory  
**370 = 51.60%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	99	145	46.46%	362	404	11.60%
Pending Sales	125	156	24.80%	438	484	10.50%
New Listings	177	212	19.77%	637	695	9.11%
Average List Price	197,641	198,494	0.43%	187,292	192,213	2.63%
Average Sale Price	192,683	194,436	0.91%	183,558	188,624	2.76%
Average Percent of Selling Price to List Price	97.63%	97.94%	0.33%	98.02%	98.62%	0.61%
Average Days on Market to Sale	45.70	45.26	-0.95%	45.53	50.25	10.37%
Monthly Inventory	376	370	-1.60%	376	370	-1.60%
Months Supply of Inventory	3.53	3.39	-3.78%	3.53	3.39	-3.78%

**Absorption:** Last 12 months, an Average of **109** Sales/Month

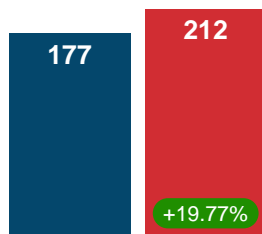
**Inventory** on April 30, 2019 = **370**

**2018** **2019**

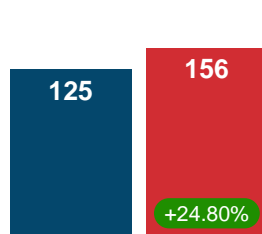
### APRIL MARKET

### AVERAGE PRICES

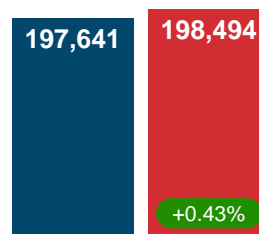
#### New Listings



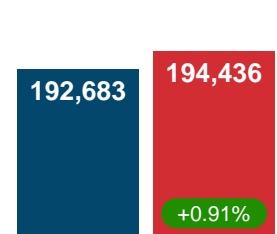
#### Pending Listings



#### List Price



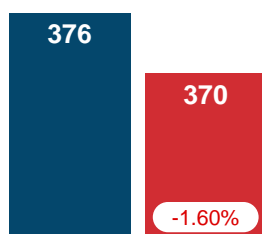
#### Sale Price



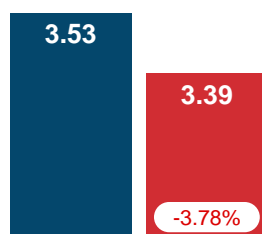
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

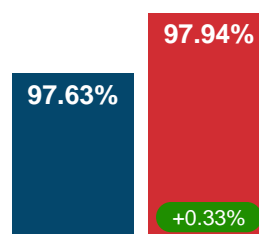
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

