

August 2019



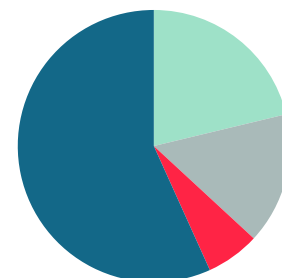
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	129	140	8.53%
Pending Listings	119	103	-13.45%
New Listings	201	153	-23.88%
Average List Price	188,945	202,394	7.12%
Average Sale Price	185,949	202,957	9.15%
Average Percent of Selling Price to List Price	98.78%	98.43%	-0.36%
Average Days on Market to Sale	43.53	42.84	-1.57%
End of Month Inventory	472	374	-20.76%
Months Supply of Inventory	4.39	3.28	-25.28%



■ Closed (21.24%)
■ Pending (15.63%)
■ Other OffMarket (6.37%)
■ Active (56.75%)

Absorption: Last 12 months, an Average of **114** Sales/Month
Active Inventory as of August 31, 2019 = **374**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **20.76%** to 374 existing homes available for sale. Over the last 12 months this area has had an average of 114 closed sales per month. This represents an unsold inventory index of **3.28** 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 **9.15%** in August 2019 to \$202,957 versus the previous year at \$185,949.

Average Days on Market Shortens

The average number of **42.84** days that homes spent on the market before selling decreased by 0.68 days or **1.57%** in August 2019 compared to last year's same month at **43.53** DOM.

Sales Success for August 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 153 New Listings in August 2019, down **23.88%** from last year at 201. Furthermore, there were 140 Closed Listings this month versus last year at 129, a **8.53%** increase.

Closed versus Listed trends yielded a **91.5%** ratio, up from previous year's, August 2018, at **64.2%**, a **42.57%** 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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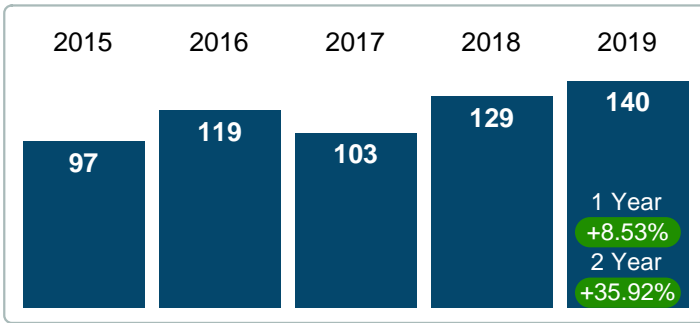
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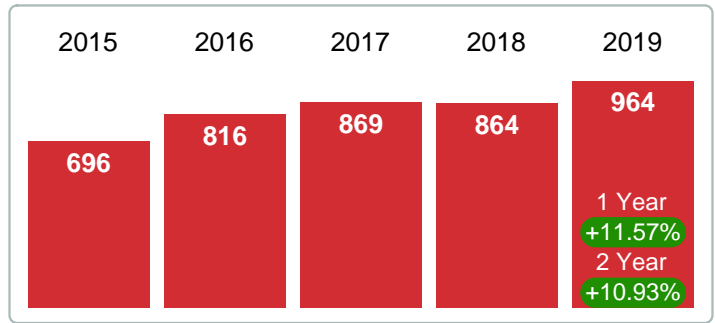
CLOSED LISTINGS

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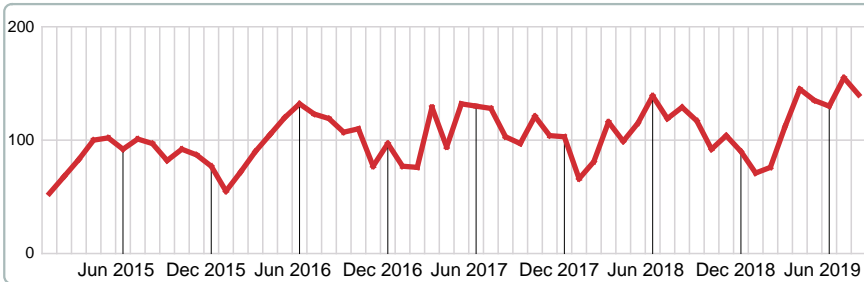
AUGUST



YEAR TO DATE (YTD)

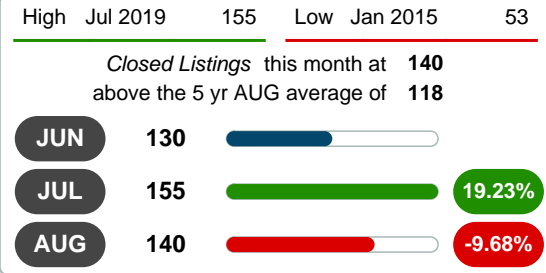


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 118



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	12	8.57%	39.1	1	10	1	0
\$75,001 - \$125,000	19	13.57%	31.6	2	11	6	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$175,000	53	37.86%	40.8	0	44	7	2
\$175,001 - \$225,000	24	17.14%	40.0	0	17	7	0
\$225,001 - \$300,000	17	12.14%	50.2	1	9	6	1
\$300,001 and up	15	10.71%	63.7	0	5	10	0
Total Closed Units	140			4	96	37	3
Total Closed Volume	28,413,952	100%	42.8	536.30K	18.14M	9.20M	536.80K
Average Closed Price	\$202,957			\$134,075	\$188,918	\$248,776	\$178,933

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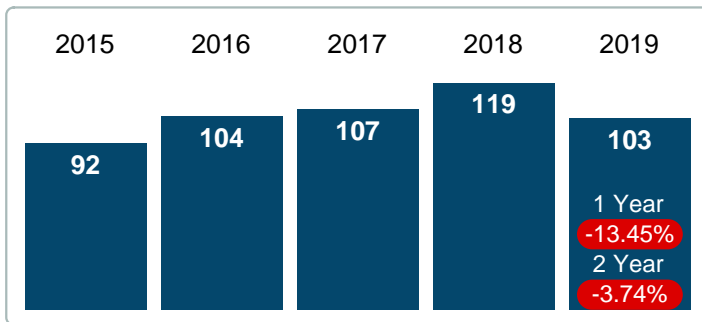
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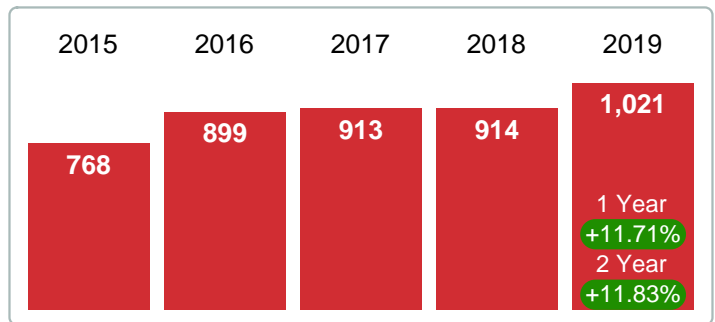
PENDING LISTINGS

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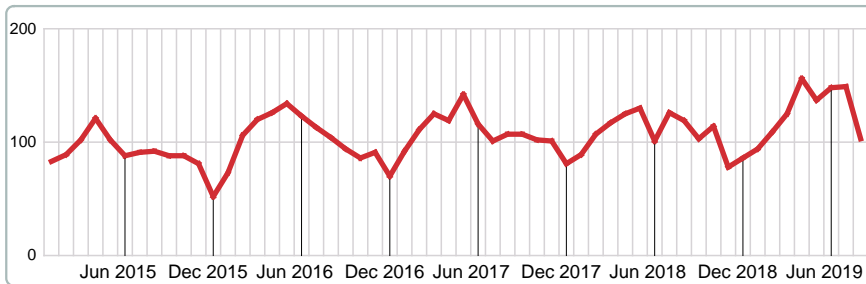
AUGUST



YEAR TO DATE (YTD)

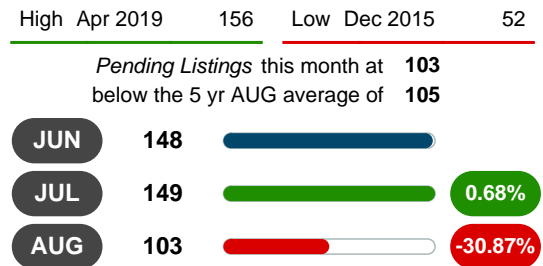


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 105



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	6	5.83%	72.8	0	5	1	0
\$75,001 - \$125,000	16	15.53%	25.6	0	13	3	0
\$125,001 - \$150,000	14	13.59%	12.5	0	12	2	0
\$150,001 - \$175,000	19	18.45%	52.4	1	17	1	0
\$175,001 - \$225,000	18	17.48%	34.5	0	13	5	0
\$225,001 - \$325,000	17	16.50%	64.0	0	8	8	1
\$325,001 and up	13	12.62%	71.6	0	2	9	2
Total Pending Units	103			1	70	29	3
Total Pending Volume	20,914,717	100%	45.2	165.00K	11.37M	7.91M	1.47M
Average Listing Price	\$205,624			\$165,000	\$162,407	\$272,800	\$490,015

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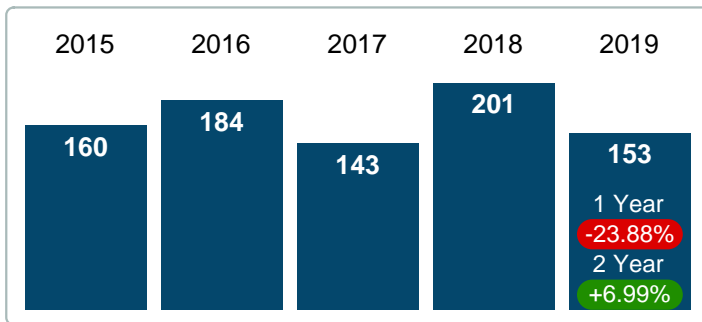
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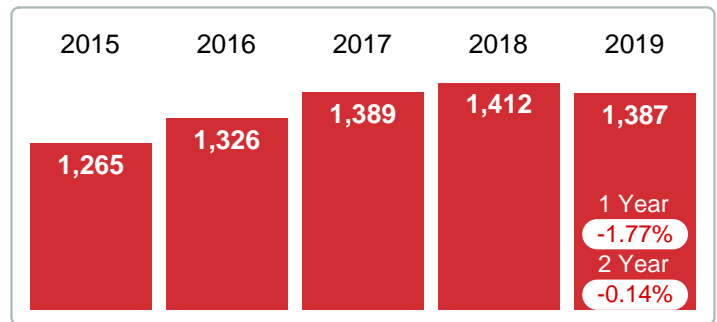
NEW LISTINGS

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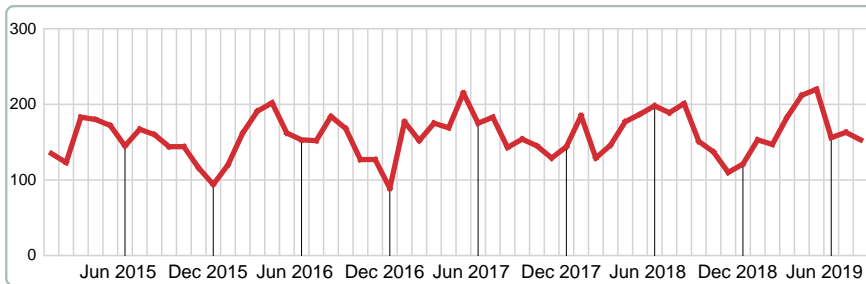
AUGUST



YEAR TO DATE (YTD)

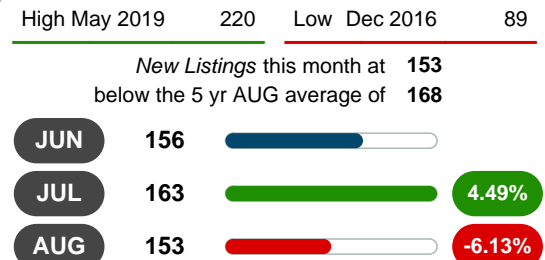


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 168



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	7.19%	6	4	1	0
\$75,001 - \$125,000	16	10.46%	0	12	4	0
\$125,001 - \$150,000	20	13.07%	0	16	4	0
\$150,001 - \$200,000	45	29.41%	2	31	11	1
\$200,001 - \$275,000	26	16.99%	0	15	10	1
\$275,001 - \$425,000	20	13.07%	0	11	8	1
\$425,001 and up	15	9.80%	0	5	7	3
Total New Listed Units	153		8	94	45	6
Total New Listed Volume	33,557,490	100%	610.90K	18.59M	12.08M	2.28M
Average New Listed Listing Price	\$189,712		\$76,363	\$197,806	\$268,361	\$379,433

August 2019



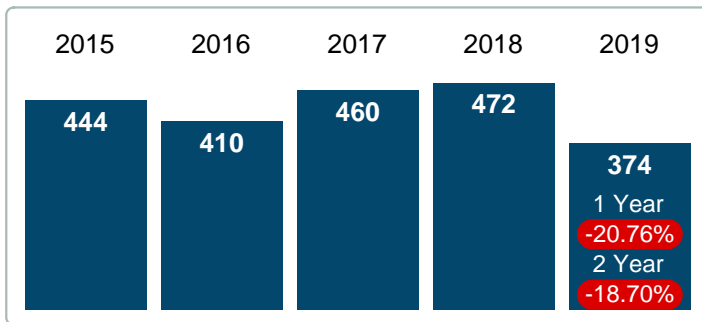
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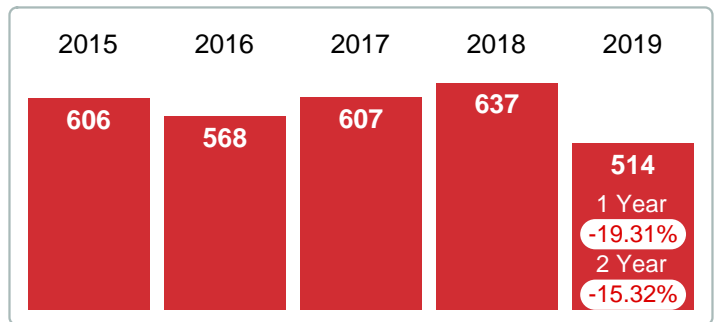
ACTIVE INVENTORY

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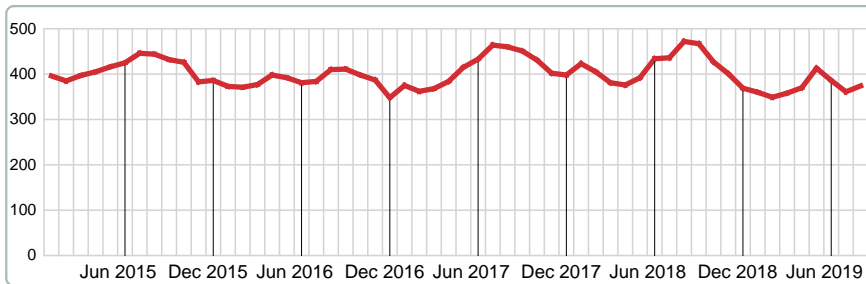
END OF AUGUST



ACTIVE DURING AUGUST

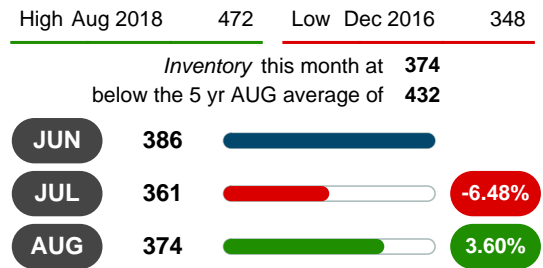


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 432



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	4.55%	66.2	9	7	1	0
\$50,001 - \$125,000	52	13.90%	85.3	19	25	8	0
\$125,001 - \$150,000	37	9.89%	73.4	0	31	6	0
\$150,001 - \$225,000	125	33.42%	65.9	5	72	45	3
\$225,001 - \$275,000	39	10.43%	71.1	0	21	16	2
\$275,001 - \$425,000	59	15.78%	69.6	0	25	29	5
\$425,001 and up	45	12.03%	67.2	1	11	20	13
Total Active Inventory by Units	374			34	192	125	23
Total Active Inventory by Volume	93,758,299	100%	70.6	3.45M	38.32M	39.57M	12.42M
Average Active Inventory Listing Price	\$250,691			\$101,429	\$199,573	\$316,539	\$540,191

August 2019



Area Delimited by County Of Wagoner - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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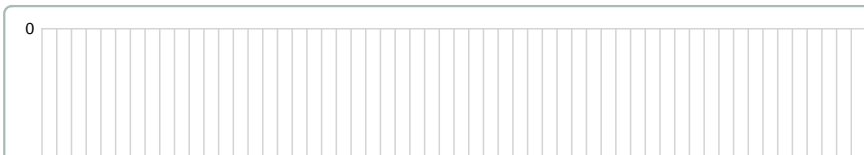
MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
374	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 AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	4.55%	4.86	7.71	3.11	12.00	0.00
\$50,001 - \$125,000	52	13.90%	2.96	11.40	1.91	2.91	0.00
\$125,001 - \$150,000	37	9.89%	2.25	0.00	2.21	4.50	0.00
\$150,001 - \$225,000	125	33.42%	2.65	12.00	2.14	3.60	4.00
\$225,001 - \$275,000	39	10.43%	3.21	0.00	3.41	2.91	4.80
\$275,001 - \$425,000	59	15.78%	4.40	0.00	7.32	3.25	5.45
\$425,001 and up	45	12.03%	12.56	12.00	8.80	10.91	31.20
Market Supply of Inventory (MSI)			3.28	7.70	2.60	3.80	8.12
Total Active Inventory by Units		100%	374	34	192	125	23

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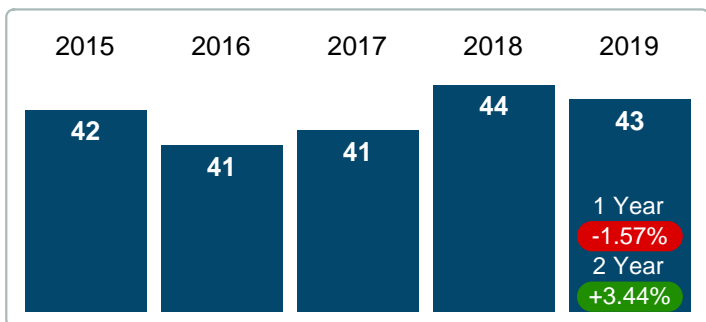
Area Delimited by County Of Wagoner - Residential Property Type



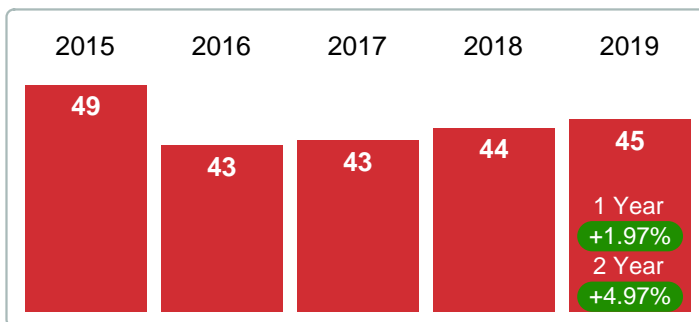
AVERAGE DAYS ON MARKET TO SALE

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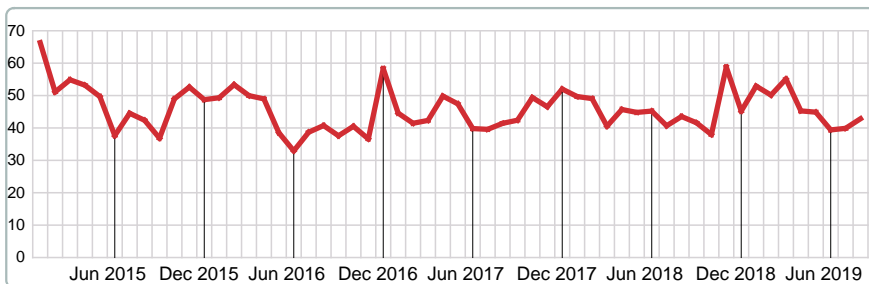
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

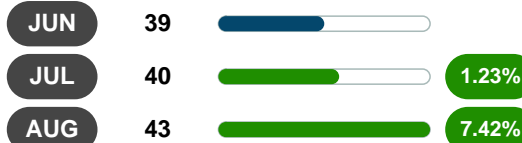


3 MONTHS

5 year AUG AVG = 42

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 43 above the 5 yr AUG average of 42



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	8.57%	39	108	34	20	0
\$75,001 - \$125,000	13.57%	32	39	27	37	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	37.86%	41	0	41	49	2
\$175,001 - \$225,000	17.14%	40	0	38	45	0
\$225,001 - \$300,000	12.14%	50	93	43	57	38
\$300,001 and up	10.71%	64	0	28	82	0
Average Closed DOM		43	70	38	55	14
Total Closed Units	100%	43	4	96	37	3
Total Closed Volume		28,413,952	536.30K	18.14M	9.20M	536.80K

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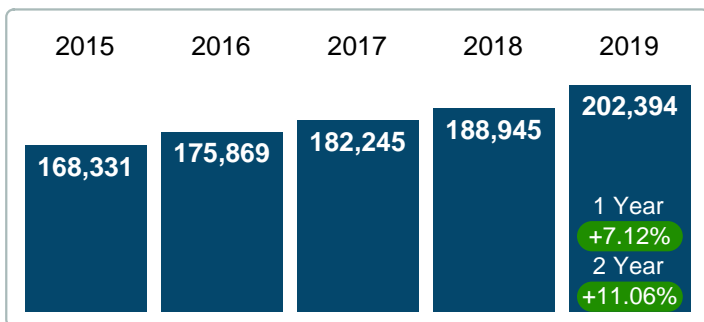
Area Delimited by County Of Wagoner - Residential Property Type



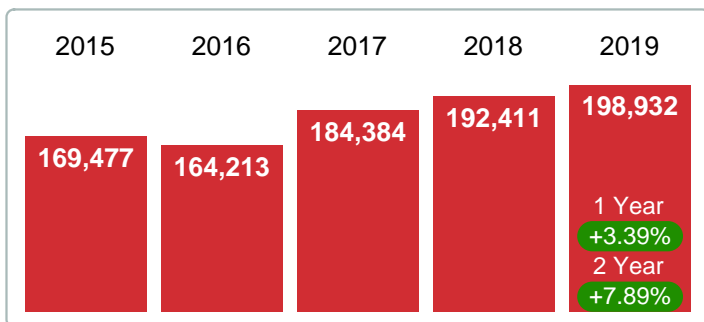
AVERAGE LIST PRICE AT CLOSING

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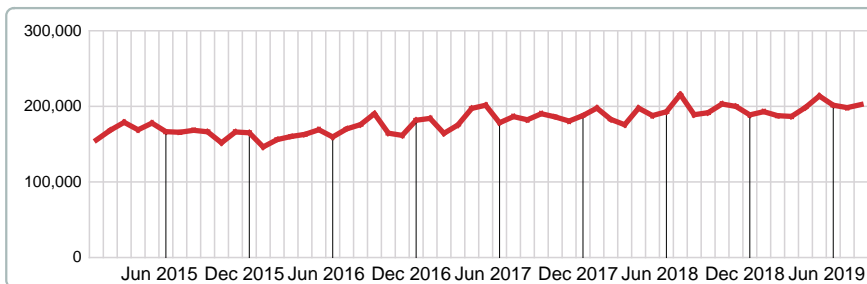
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

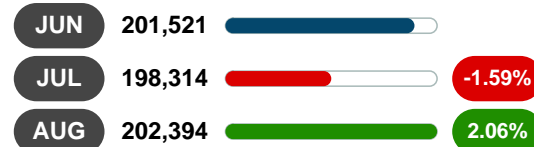


3 MONTHS

5 year AUG AVG = 183,557

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

Average List Price at Closing this month at **202,394**
above the 5 yr AUG average of **183,557**



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	7.86%	56,355	45,000	61,490	59,000	0
\$75,001 - \$125,000	12.14%	110,171	107,400	116,918	110,583	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$175,000	37.14%	151,695	0	154,307	157,289	169,900
\$175,001 - \$225,000	19.29%	195,059	0	198,596	199,680	0
\$225,001 - \$300,000	12.14%	261,273	294,900	266,611	265,441	261,000
\$300,001 and up	11.43%	515,371	0	677,780	451,064	0
Average List Price		202,394	138,675	185,990	252,015	200,267
Total Closed Units	100%	202,394	4	96	37	3
Total Closed Volume		28,335,110	554.70K	17.86M	9.32M	600.80K

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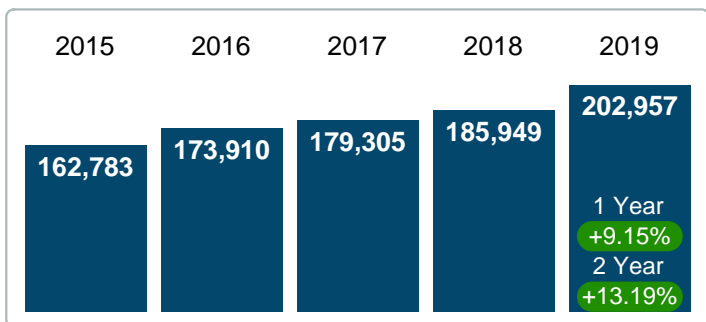
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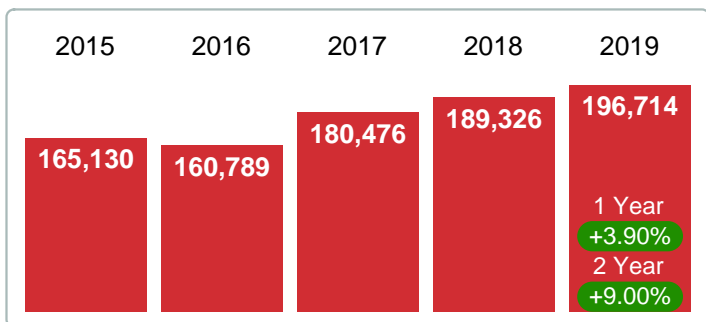
AVERAGE SOLD PRICE AT CLOSING

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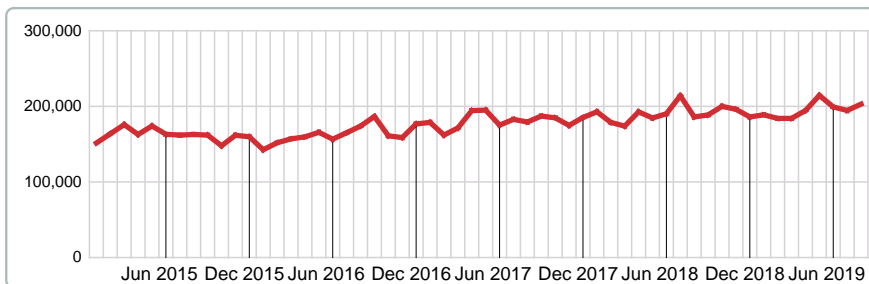
AUGUST



YEAR TO DATE (YTD)

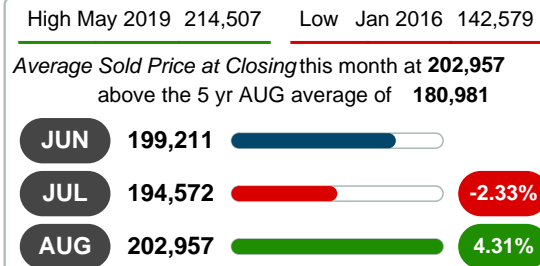


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 180,981



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	12	8.57%	56,458	48,000	57,050	59,000	0	
\$75,001 - \$125,000	19	13.57%	110,079	100,650	113,064	107,750	0	
\$125,001 - \$125,000	0	0.00%	0	0	0	0	0	
\$125,001 - \$175,000	53	37.86%	153,142	0	152,797	156,232	149,900	
\$175,001 - \$225,000	24	17.14%	196,048	0	194,761	199,173	0	
\$225,001 - \$300,000	17	12.14%	260,373	287,000	260,944	258,974	237,000	
\$300,001 and up	15	10.71%	559,796	0	787,880	445,754	0	
Average Sold Price		202,957		134,075	188,918	248,776	178,933	
Total Closed Units		140	100%	202,957	4	96	37	3
Total Closed Volume		28,413,952		536.30K	18.14M	9.20M	536.80K	

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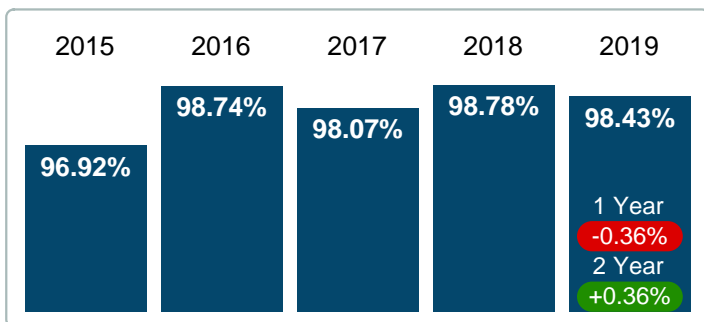
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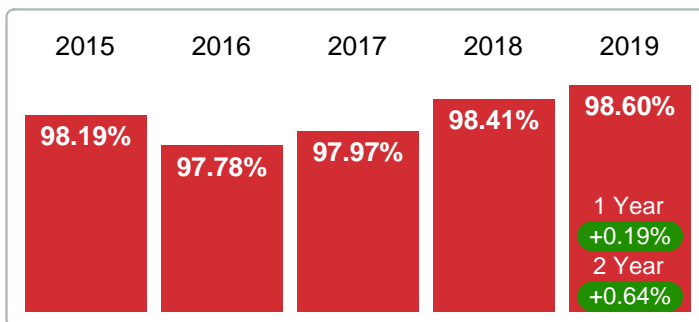
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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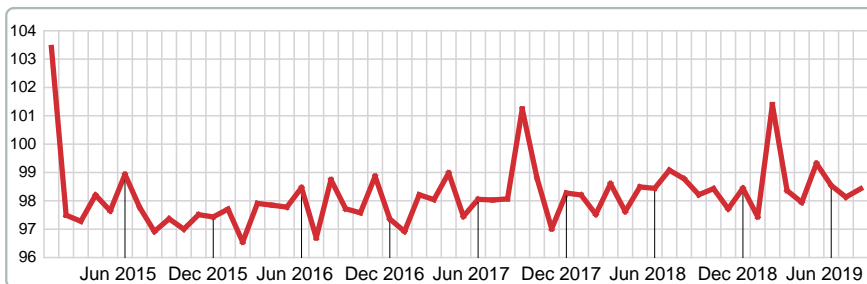
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

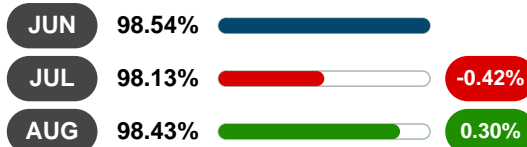


3 MONTHS

5 year AUG AVG = 98.19%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **98.43%**
equal to 5 yr AUG average of **98.19%**



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	12	8.57%	95.38%	106.67%	93.79%	100.00%	0.00%
\$75,001 - \$125,000	19	13.57%	96.90%	93.35%	97.01%	97.88%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$175,000	53	37.86%	98.75%	0.00%	99.07%	99.38%	89.47%
\$175,001 - \$225,000	24	17.14%	98.62%	0.00%	98.16%	99.74%	0.00%
\$225,001 - \$300,000	17	12.14%	97.52%	97.32%	98.11%	97.79%	90.80%
\$300,001 and up	15	10.71%	102.36%	0.00%	108.49%	99.30%	0.00%
Average Sold/List Ratio		98.40%		97.67%	98.53%	98.94%	89.91%
Total Closed Units	140	100%	98.40%	4	96	37	3
Total Closed Volume	28,413,952			536.30K	18.14M	9.20M	536.80K

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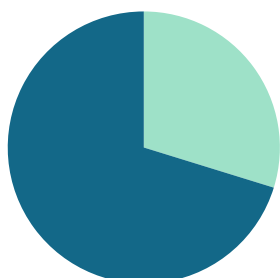
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

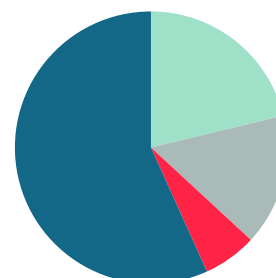


Inventory
 New Listings
153 = 29.77%
 Start Inventory
361
 Total Inventory Units
514
 Volume
\$125,438,340

Market Activity

Closed Sales
140 = 21.24%
 Pending Sales
103 = 15.63%
 Other Off Market
42 = 6.37%
 Active Inventory
374 = 56.75%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	129	140	8.53%	864	964	11.57%
Pending Sales	119	103	-13.45%	914	1,021	11.71%
New Listings	201	153	-23.88%	1,412	1,387	-1.77%
Average List Price	188,945	202,394	7.12%	192,411	198,932	3.39%
Average Sale Price	185,949	202,957	9.15%	189,326	196,714	3.90%
Average Percent of Selling Price to List Price	98.78%	98.43%	-0.36%	98.41%	98.60%	0.19%
Average Days on Market to Sale	43.53	42.84	-1.57%	44.41	45.29	1.97%
Monthly Inventory	472	374	-20.76%	472	374	-20.76%
Months Supply of Inventory	4.39	3.28	-25.28%	4.39	3.28	-25.28%

Absorption: Last 12 months, an Average of 114 Sales/Month

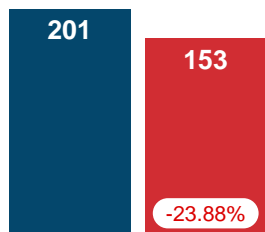
Inventory on August 31, 2019 = 374

2018 **2019**

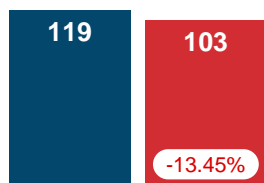
AUGUST MARKET

AVERAGE PRICES

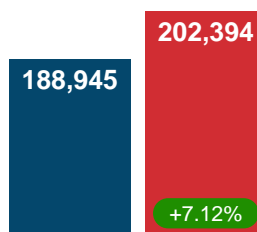
New Listings



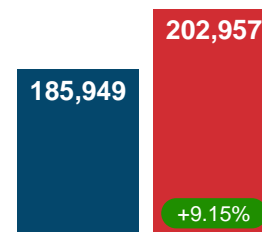
Pending Listings



List Price



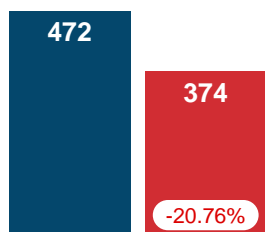
Sale Price



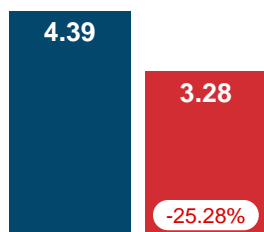
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

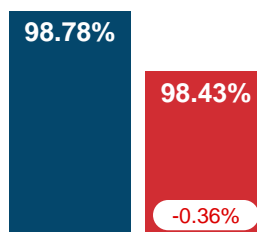
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

