

December 2019



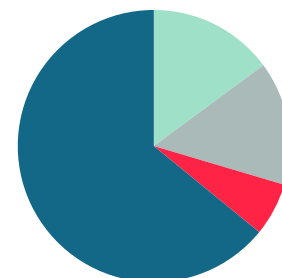
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

| Compared Metrics | December | | |
|--|----------|---------|---------|
| | 2018 | 2019 | +/-% |
| Closed Listings | 90 | 85 | -5.56% |
| Pending Listings | 86 | 84 | -2.33% |
| New Listings | 121 | 167 | 38.02% |
| Average List Price | 188,697 | 213,043 | 12.90% |
| Average Sale Price | 186,020 | 209,836 | 12.80% |
| Average Percent of Selling Price to List Price | 98.44% | 98.36% | -0.08% |
| Average Days on Market to Sale | 45.21 | 40.93 | -9.47% |
| End of Month Inventory | 369 | 366 | -0.81% |
| Months Supply of Inventory | 3.49 | 3.14 | -10.11% |



■ Closed (14.89%)
■ Pending (14.71%)
■ Other OffMarket (6.30%)
■ Active (64.10%)

Absorption: Last 12 months, an Average of **117** Sales/Month
Active Inventory as of December 31, 2019 = **366**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2019 decreased **0.81%** to 366 existing homes available for sale. Over the last 12 months this area has had an average of 117 closed sales per month. This represents an unsold inventory index of **3.14** 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 **12.80%** in December 2019 to \$209,836 versus the previous year at \$186,020.

Average Days on Market Shortens

The average number of **40.93** days that homes spent on the market before selling decreased by 4.28 days or **9.47%** in December 2019 compared to last year's same month at **45.21** DOM.

Sales Success for December 2019 is Positive

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

There were 167 New Listings in December 2019, up **38.02%** from last year at 121. Furthermore, there were 85 Closed Listings this month versus last year at 90, a **-5.56%** decrease.

Closed versus Listed trends yielded a **50.9%** ratio, down from previous year's, December 2018, at **74.4%**, a **31.57%** downswing. 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

December 2019



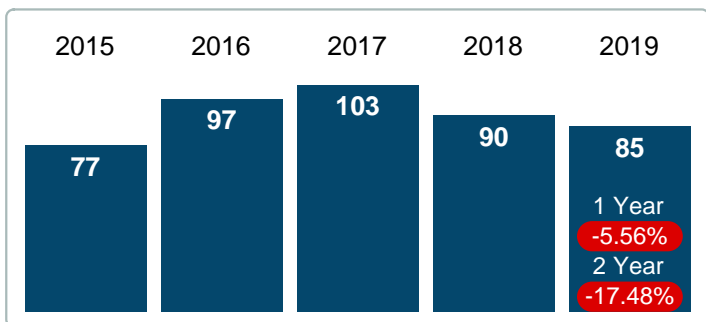
Area Delimited by County Of Wagoner - Residential Property Type



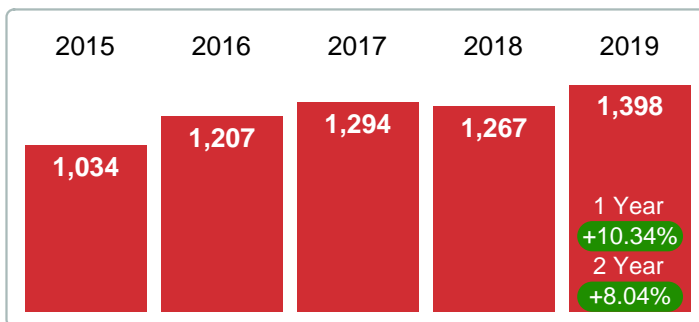
CLOSED LISTINGS

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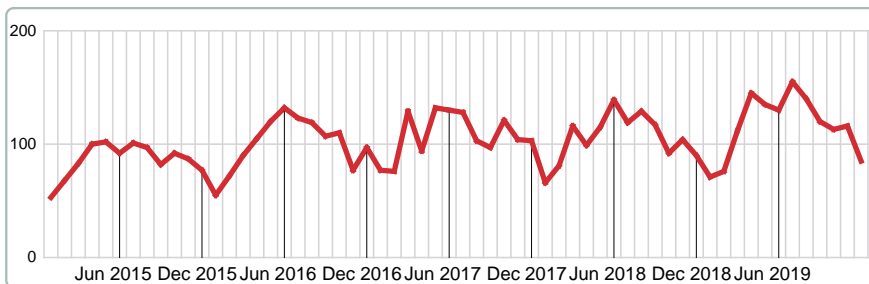
DECEMBER



YEAR TO DATE (YTD)

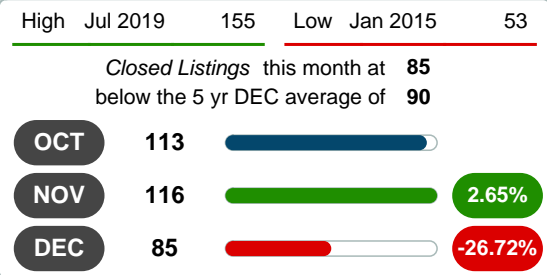


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 90



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 7 | 8.24% | 66.9 | 2 | 5 | 0 | 0 |
| \$100,001 - \$150,000 | 13 | 15.29% | 36.0 | 0 | 10 | 3 | 0 |
| \$150,001 - \$150,000 | 0 | 0.00% | 0.0 | 0 | 0 | 0 | 0 |
| \$150,001 - \$200,000 | 33 | 38.82% | 34.8 | 0 | 20 | 13 | 0 |
| \$200,001 - \$225,000 | 9 | 10.59% | 62.0 | 0 | 5 | 3 | 1 |
| \$225,001 - \$375,000 | 14 | 16.47% | 20.3 | 1 | 7 | 6 | 0 |
| \$375,001 and up | 9 | 10.59% | 61.2 | 1 | 1 | 7 | 0 |
| Total Closed Units | 85 | | | 4 | 48 | 32 | 1 |
| Total Closed Volume | 17,836,069 | 100% | 40.9 | 1.07M | 8.56M | 7.98M | 225.00K |
| Average Closed Price | \$209,836 | | | \$267,625 | \$178,320 | \$249,413 | \$225,000 |

December 2019



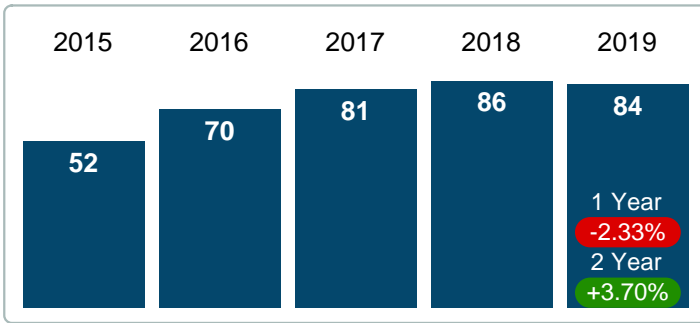
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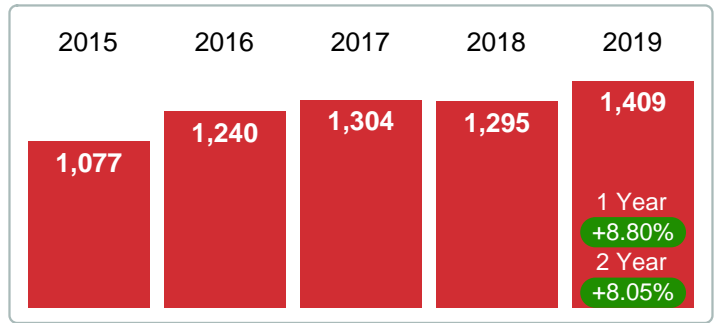
PENDING LISTINGS

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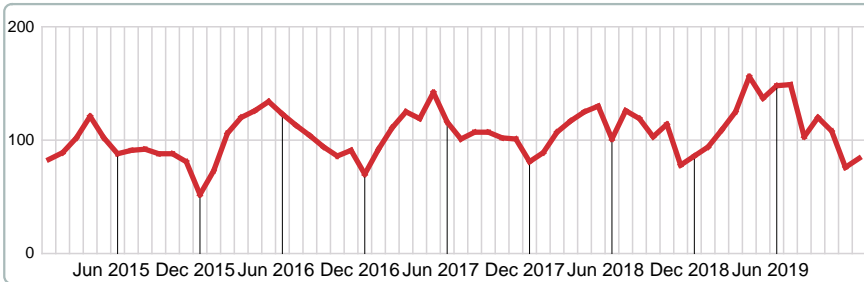
DECEMBER



YEAR TO DATE (YTD)

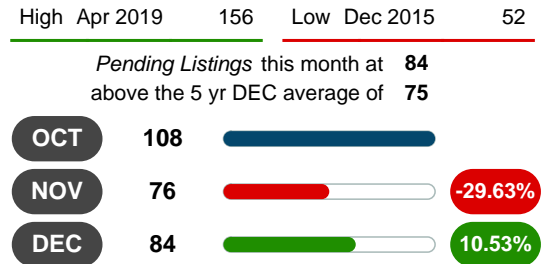


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 75



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 | 8 | 9.52% | 55.8 | 3 | 5 | 0 | 0 |
| \$100,001 - \$125,000 | 3 | 3.57% | 9.3 | 0 | 3 | 0 | 0 |
| \$125,001 - \$150,000 | 9 | 10.71% | 18.6 | 0 | 7 | 2 | 0 |
| \$150,001 - \$200,000 | 34 | 40.48% | 52.8 | 0 | 20 | 14 | 0 |
| \$200,001 - \$250,000 | 10 | 11.90% | 58.5 | 0 | 7 | 2 | 1 |
| \$250,001 - \$350,000 | 11 | 13.10% | 31.4 | 0 | 6 | 5 | 0 |
| \$350,001 and up | 9 | 10.71% | 45.3 | 0 | 2 | 6 | 1 |
| Total Pending Units | 84 | | | 3 | 50 | 29 | 2 |
| Total Pending Volume | 17,630,860 | 100% | 46.0 | 119.60K | 9.24M | 7.43M | 834.80K |
| Average Listing Price | \$207,988 | | | \$39,867 | \$184,863 | \$256,320 | \$417,400 |

December 2019



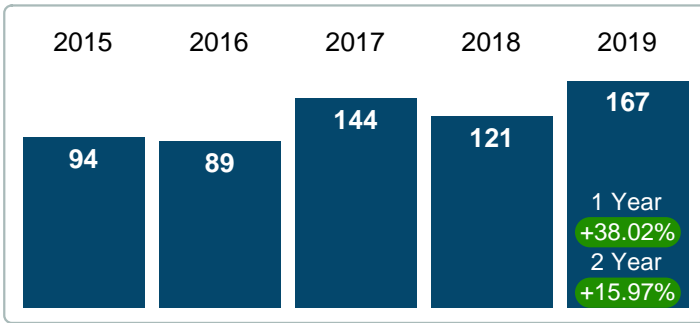
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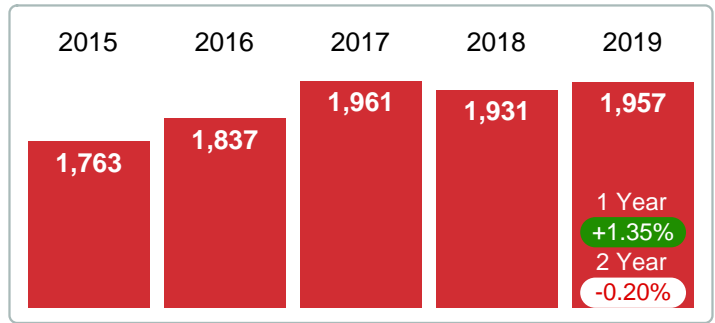
NEW LISTINGS

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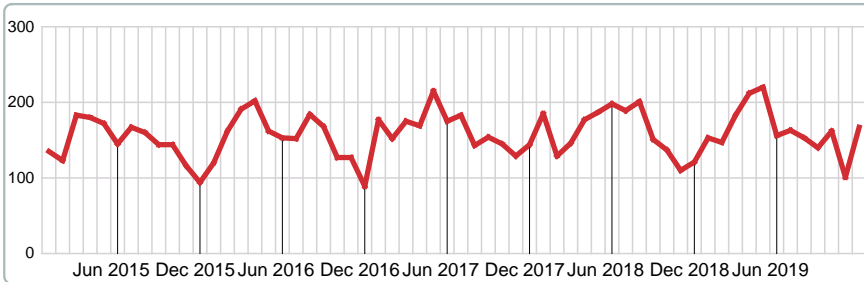
DECEMBER



YEAR TO DATE (YTD)

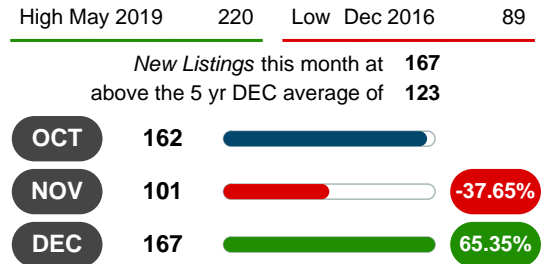


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 123



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 | 15 | 8.98% | 7 | 7 | 1 | 0 |
| \$75,001 - \$100,000 | 5 | 2.99% | 0 | 5 | 0 | 0 |
| \$100,001 - \$100,000 | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$100,001 - \$150,000 | 79 | 47.31% | 16 | 51 | 10 | 2 |
| \$150,001 - \$225,000 | 33 | 19.76% | 1 | 19 | 13 | 0 |
| \$225,001 - \$300,000 | 17 | 10.18% | 0 | 9 | 8 | 0 |
| \$300,001 and up | 18 | 10.78% | 0 | 10 | 5 | 3 |
| Total New Listed Units | 167 | | 24 | 101 | 37 | 5 |
| Total New Listed Volume | 29,733,424 | 100% | 2.42M | 17.20M | 7.96M | 2.16M |
| Average New Listed Listing Price | \$208,721 | | \$100,770 | \$170,278 | \$215,027 | \$432,171 |

December 2019



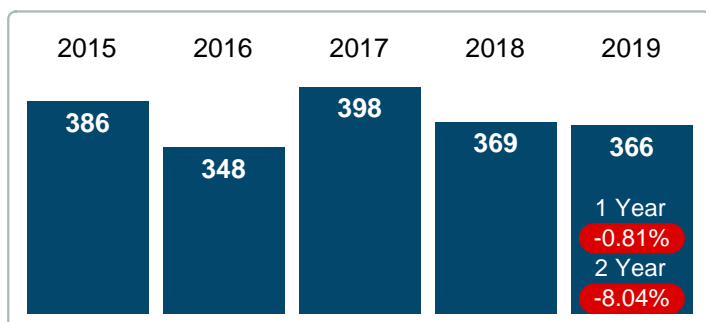
Area Delimited by County Of Wagoner - Residential Property Type



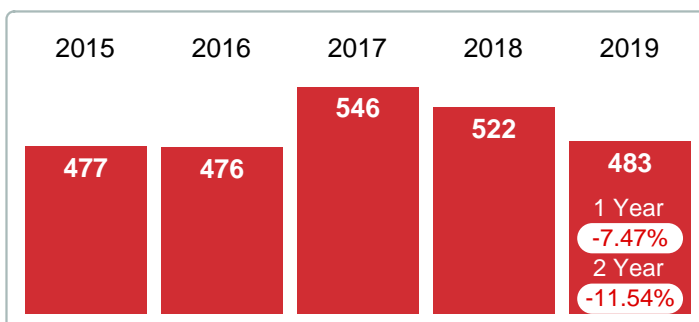
ACTIVE INVENTORY

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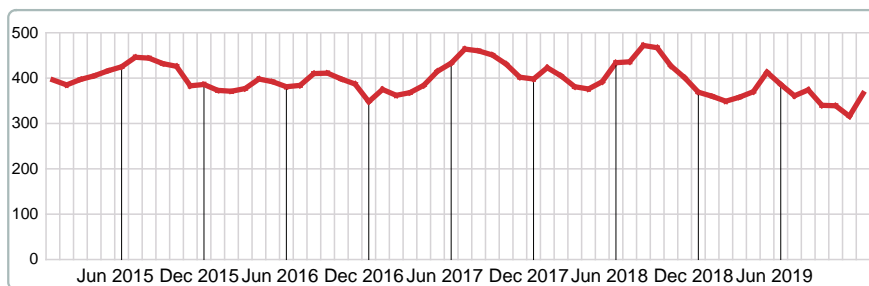
END OF DECEMBER



ACTIVE DURING DECEMBER

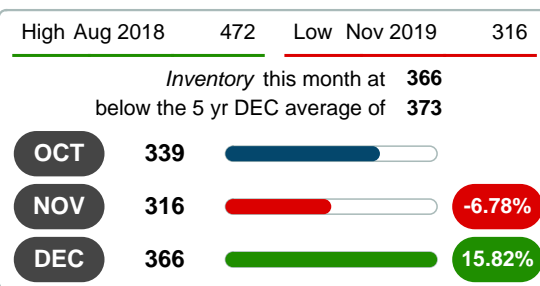


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 373



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 | 31 | 8.47% | 80.6 | 16 | 12 | 3 | 0 |
| \$75,001 - \$100,000 | 15 | 4.10% | 77.8 | 5 | 8 | 2 | 0 |
| \$100,001 - \$125,000 | 65 | 17.76% | 24.8 | 17 | 35 | 11 | 2 |
| \$125,001 - \$200,000 | 97 | 26.50% | 71.0 | 6 | 68 | 21 | 2 |
| \$200,001 - \$275,000 | 59 | 16.12% | 76.8 | 1 | 30 | 26 | 2 |
| \$275,001 - \$400,000 | 58 | 15.85% | 81.1 | 0 | 29 | 24 | 5 |
| \$400,001 and up | 41 | 11.20% | 98.9 | 0 | 9 | 20 | 12 |
| Total Active Inventory by Units | | 366 | | 45 | 191 | 107 | 23 |
| Total Active Inventory by Volume | | 83,996,872 | 100% | 4.38M | 37.69M | 31.35M | 10.57M |
| Average Active Inventory Listing Price | | \$229,500 | | \$97,364 | \$197,334 | \$293,004 | \$459,706 |

December 2019



Area Delimited by County Of Wagoner - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

MSI FOR DECEMBER

| 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|
| | | | | |

INDICATORS FOR DECEMBER 2019

| Inventory | Closed | Absorption | MSI | MSI % |
|-------------------------------|-----------------------|---|----------------------------|------------------------------------|
| 366 | 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 DEC AVG = inf

| High Dec 2019 | inf | Low Dec 2019 | inf |
|--|-----|--------------|-----|
| Months Supply this month at inf equal to 5 yr DEC average of inf | | | |
| OCT | inf | | % |
| NOV | inf | | % |
| DEC | 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 | 8.47% | 4.09 | 8.73 | 2.44 | 3.60 | 0.00 |
| \$75,001 - \$100,000 | 15 | 4.10% | 2.95 | 10.00 | 1.92 | 6.00 | 0.00 |
| \$100,001 - \$125,000 | 65 | 17.76% | 8.57 | 29.14 | 6.27 | 7.76 | 0.00 |
| \$125,001 - \$200,000 | 97 | 26.50% | 1.78 | 5.14 | 1.62 | 1.92 | 4.00 |
| \$200,001 - \$275,000 | 59 | 16.12% | 2.52 | 6.00 | 2.48 | 2.48 | 3.00 |
| \$275,001 - \$400,000 | 58 | 15.85% | 4.27 | 0.00 | 6.96 | 2.82 | 7.50 |
| \$400,001 and up | 41 | 11.20% | 8.79 | 0.00 | 7.71 | 7.74 | 18.00 |
| Market Supply of Inventory (MSI) | | | 3.14 | 9.47 | 2.58 | 3.05 | 8.90 |
| Total Active Inventory by Units | | 100% | 366 | 45 | 191 | 107 | 23 |

December 2019



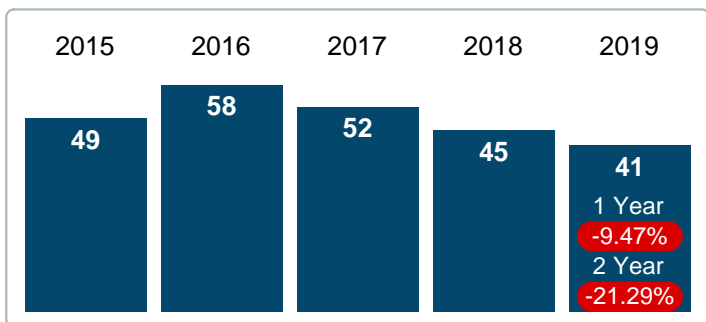
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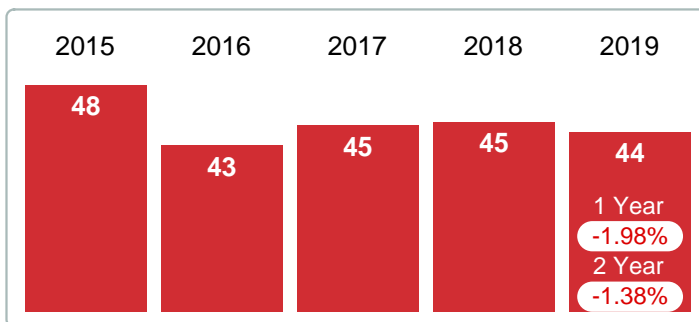
AVERAGE DAYS ON MARKET TO SALE

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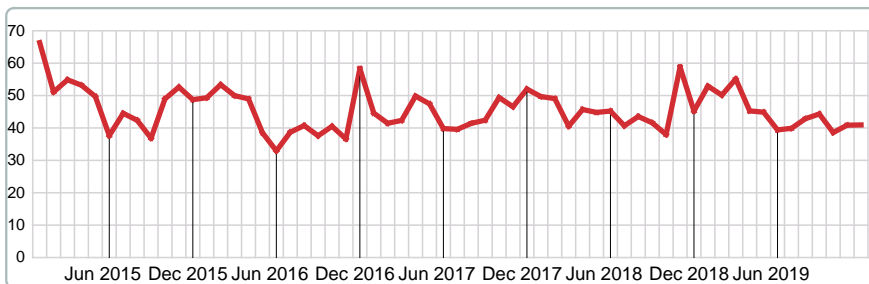
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

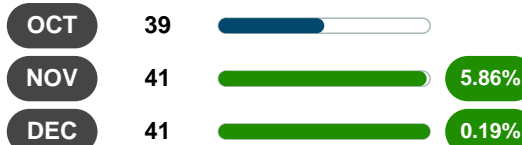


3 MONTHS

5 year DEC AVG = 49

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 41 below the 5 yr DEC 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 |
|---|-------------|-------------------|--------------|--------------|--------------|----------------|
| \$100,000 and less | 8.24% | 67 | 85 | 60 | 0 | 0 |
| \$100,001 - \$150,000 | 15.29% | 36 | 0 | 28 | 63 | 0 |
| \$150,001 - \$150,000 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$150,001 - \$200,000 | 38.82% | 35 | 0 | 33 | 38 | 0 |
| \$200,001 - \$225,000 | 10.59% | 62 | 0 | 63 | 72 | 28 |
| \$225,001 - \$375,000 | 16.47% | 20 | 25 | 7 | 35 | 0 |
| \$375,001 and up | 10.59% | 61 | 154 | 91 | 44 | 0 |
| Average Closed DOM | | 41 | 87 | 35 | 44 | 28 |
| Total Closed Units | 100% | 41 | 4 | 48 | 32 | 1 |
| Total Closed Volume | | 17,836,069 | 1.07M | 8.56M | 7.98M | 225.00K |

December 2019



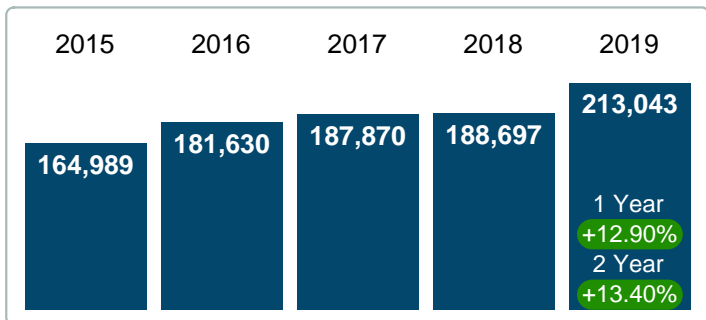
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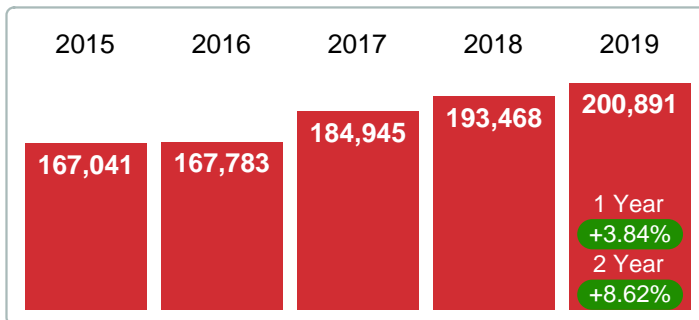
AVERAGE LIST PRICE AT CLOSING

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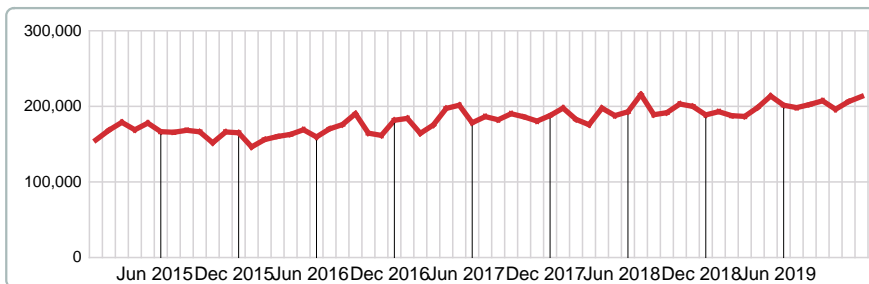
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

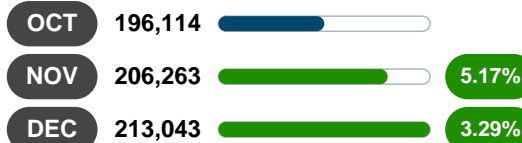


3 MONTHS

5 year DEC AVG = 187,246

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

Average List Price at Closing this month at **213,043** above the 5 yr DEC average of **187,246**



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 |
|--|-------------|-------------------|----------------|----------------|----------------|----------------|
| \$100,000 and less | 8.24% | 73,421 | 51,000 | 82,390 | 0 | 0 |
| \$100,001 - \$150,000 | 11.76% | 130,830 | 0 | 133,340 | 151,633 | 0 |
| \$150,001 - \$150,000 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$150,001 - \$200,000 | 41.18% | 177,450 | 0 | 175,765 | 186,187 | 0 |
| \$200,001 - \$225,000 | 9.41% | 216,525 | 0 | 221,460 | 218,300 | 234,900 |
| \$225,001 - \$375,000 | 18.82% | 255,671 | 228,700 | 260,490 | 261,450 | 0 |
| \$375,001 and up | 10.59% | 472,531 | 750,000 | 485,000 | 431,111 | 0 |
| Average List Price | | 213,043 | 270,175 | 180,758 | 253,647 | 234,900 |
| Total Closed Units | 100% | 213,043 | 4 | 48 | 32 | 1 |
| Total Closed Volume | | 18,108,697 | 1.08M | 8.68M | 8.12M | 234.90K |

December 2019



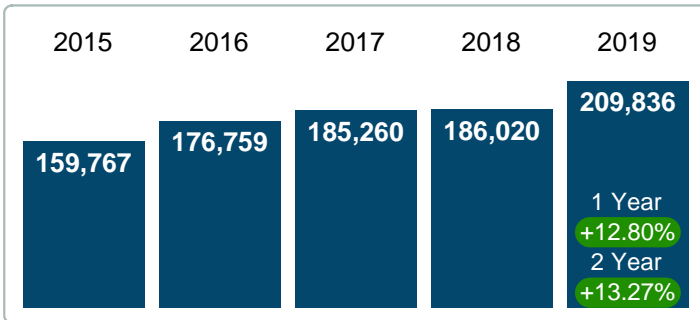
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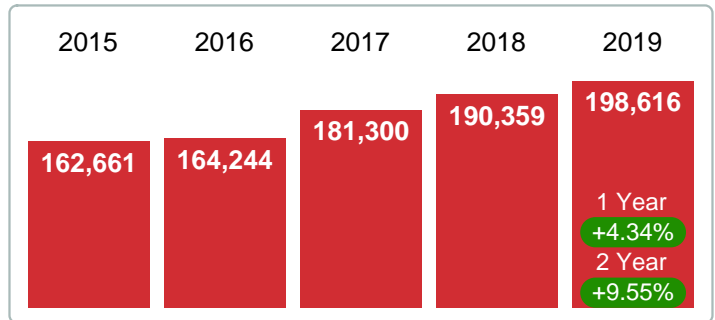
AVERAGE SOLD PRICE AT CLOSING

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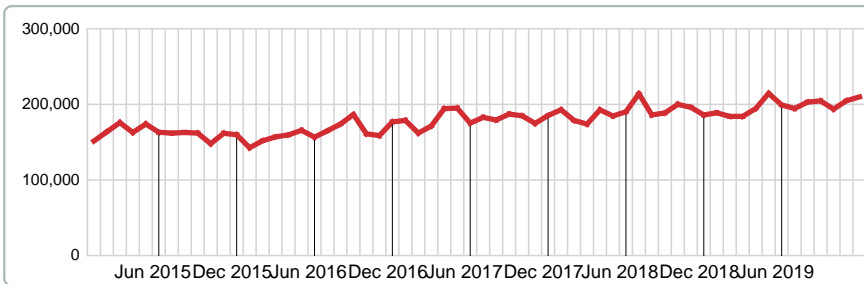
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

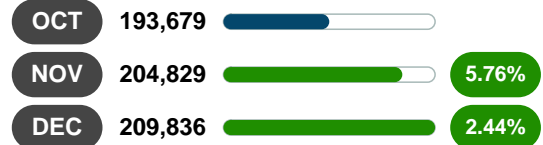


3 MONTHS

5 year DEC AVG = 183,529

High May 2019 214,507 Low Jan 2016 142,579

Average Sold Price at Closing this month at **209,836** above the 5 yr DEC average of **183,529**



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 |
|--|--------|-------------------|----------------|----------------|----------------|----------------|
| \$100,000 and less | 8.24% | 72,986 | 47,500 | 83,180 | 0 | 0 |
| \$100,001 - \$150,000 | 15.29% | 130,885 | 0 | 127,650 | 141,667 | 0 |
| \$150,001 - \$150,000 | 0.00% | 0 | 0 | 0 | 0 | 0 |
| \$150,001 - \$200,000 | 38.82% | 178,014 | 0 | 174,331 | 183,680 | 0 |
| \$200,001 - \$225,000 | 10.59% | 217,856 | 0 | 217,160 | 216,633 | 225,000 |
| \$225,001 - \$375,000 | 16.47% | 257,066 | 225,500 | 261,219 | 257,483 | 0 |
| \$375,001 and up | 10.59% | 465,508 | 750,000 | 466,000 | 424,796 | 0 |
| Average Sold Price | | 209,836 | 267,625 | 178,320 | 249,413 | 225,000 |
| Total Closed Units | | 85 | 4 | 48 | 32 | 1 |
| Total Closed Volume | | 17,836,069 | 1.07M | 8.56M | 7.98M | 225.00K |

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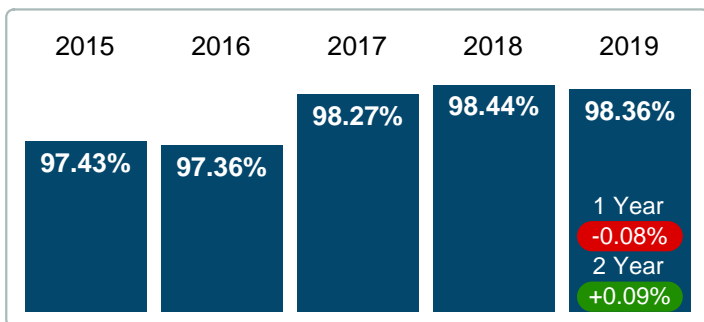
Area Delimited by County Of Wagoner - Residential Property Type



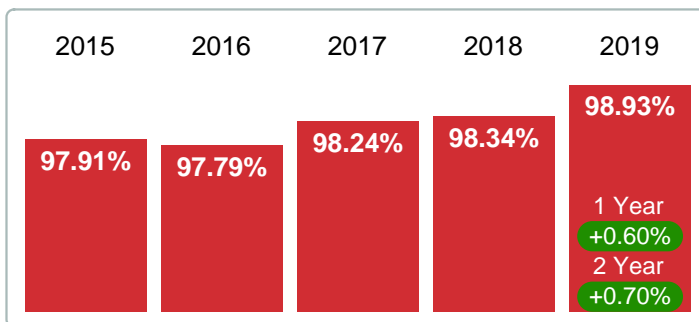
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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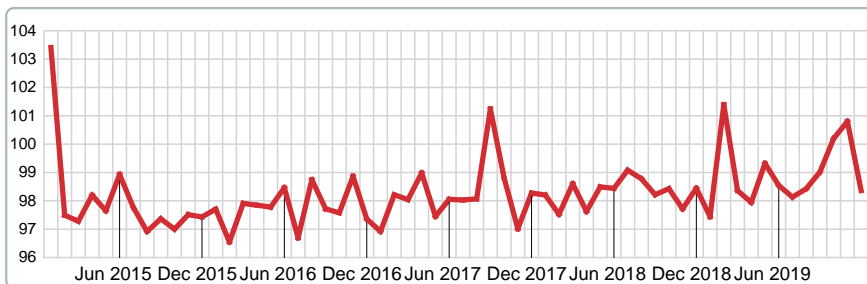
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

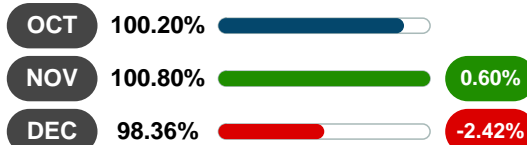


3 MONTHS

5 year DEC AVG = 97.97%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **98.36%**
equal to 5 yr DEC average of **97.97%**



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 |
|--|----|------------|---------|----------|---------|--------|---------|
| \$100,000 and less | 7 | 8.24% | 98.86% | 92.55% | 101.38% | 0.00% | 0.00% |
| \$100,001 - \$150,000 | 13 | 15.29% | 95.31% | 0.00% | 95.79% | 93.72% | 0.00% |
| \$150,001 - \$150,000 | 0 | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| \$150,001 - \$200,000 | 33 | 38.82% | 98.97% | 0.00% | 99.15% | 98.70% | 0.00% |
| \$200,001 - \$225,000 | 9 | 10.59% | 98.22% | 0.00% | 98.10% | 99.22% | 95.79% |
| \$225,001 - \$375,000 | 14 | 16.47% | 99.56% | 98.60% | 100.40% | 98.75% | 0.00% |
| \$375,001 and up | 9 | 10.59% | 98.41% | 100.00% | 96.08% | 98.51% | 0.00% |
| Average Sold/List Ratio | | 98.40% | | 95.93% | 98.69% | 98.25% | 95.79% |
| Total Closed Units | | 85 | 100% | 4 | 48 | 32 | 1 |
| Total Closed Volume | | 17,836,069 | | 1.07M | 8.56M | 7.98M | 225.00K |

December 2019



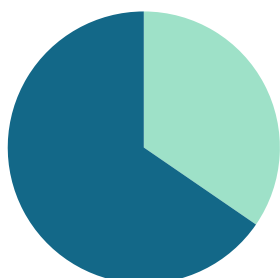
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

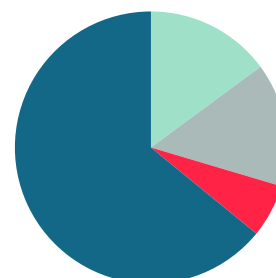


Inventory
 New Listings
167 = 34.58%
 Start Inventory
316
 Total Inventory Units
483
 Volume
\$111,231,431

Market Activity

Closed Sales
85 = 14.89%
 Pending Sales
84 = 14.71%
 Other Off Market
36 = 6.30%
 Active Inventory
366 = 64.10%

MARKET ACTIVITY



| Compared Metrics | December | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 90 | 85 | -5.56% | 1,267 | 1,398 | 10.34% |
| Pending Sales | 86 | 84 | -2.33% | 1,295 | 1,409 | 8.80% |
| New Listings | 121 | 167 | 38.02% | 1,931 | 1,957 | 1.35% |
| Average List Price | 188,697 | 213,043 | 12.90% | 193,468 | 200,891 | 3.84% |
| Average Sale Price | 186,020 | 209,836 | 12.80% | 190,359 | 198,616 | 4.34% |
| Average Percent of Selling Price to List Price | 98.44% | 98.36% | -0.08% | 98.34% | 98.93% | 0.60% |
| Average Days on Market to Sale | 45.21 | 40.93 | -9.47% | 44.92 | 44.03 | -1.98% |
| Monthly Inventory | 369 | 366 | -0.81% | 369 | 366 | -0.81% |
| Months Supply of Inventory | 3.49 | 3.14 | -10.11% | 3.49 | 3.14 | -10.11% |

Absorption: Last 12 months, an Average of 117 Sales/Month

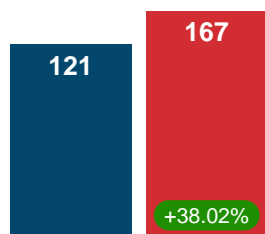
Inventory on December 31, 2019 = 366

2018 2019

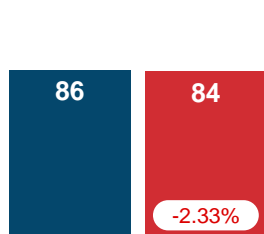
DECEMBER MARKET

AVERAGE PRICES

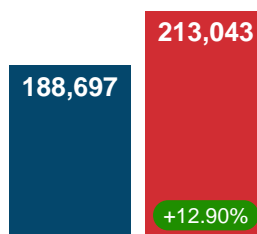
New Listings



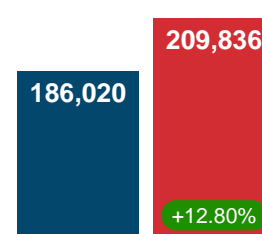
Pending Listings



List Price



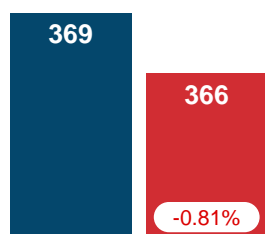
Sale Price



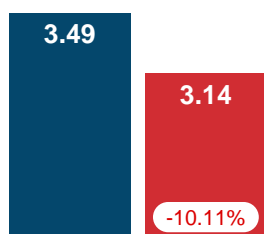
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

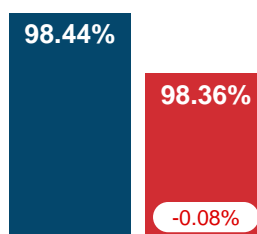
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

