

December 2019



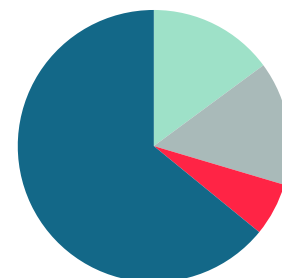
Area Delimited by County Of Wagoner - Residential Property Type



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%
Median List Price	177,637	194,900	9.72%
Median Sale Price	174,856	191,160	9.32%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	21.00	24.00	14.29%
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.

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 **9.32%** in December 2019 to \$191,160 versus the previous year at \$174,856.

Median Days on Market Lengthens

The median number of **24.00** days that homes spent on the market before selling increased by 3.00 days or **14.29%** in December 2019 compared to last year's same month at **21.00** DOM.

Sales Success for December 2019 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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

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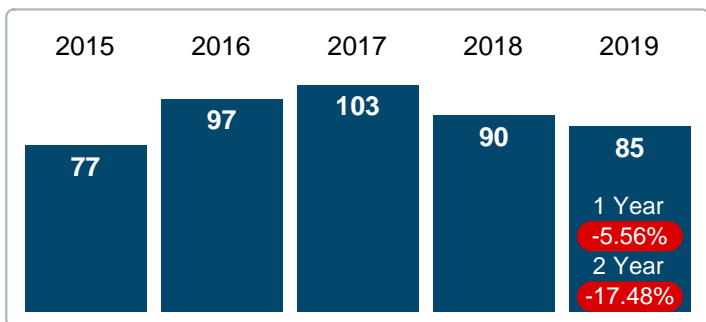
Area Delimited by County Of Wagoner - Residential Property Type



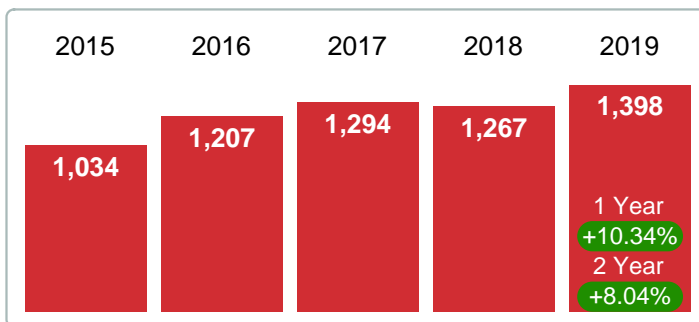
CLOSED LISTINGS

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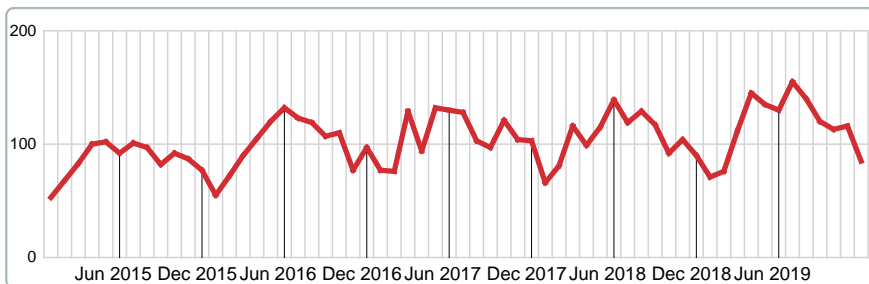
DECEMBER



YEAR TO DATE (YTD)

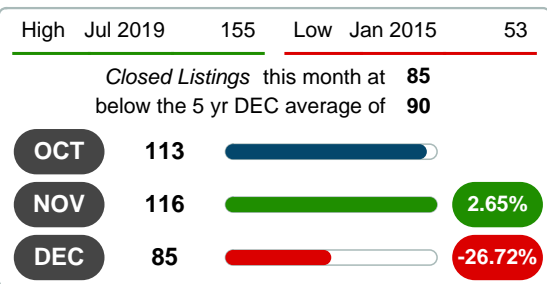


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 90



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7	8.24%	64.0	2	5	0	0
\$100,001 - \$150,000	13	15.29%	9.0	0	10	3	0
\$150,001 - \$150,000	0	0.00%	9.0	0	0	0	0
\$150,001 - \$200,000	33	38.82%	29.0	0	20	13	0
\$200,001 - \$225,000	9	10.59%	32.0	0	5	3	1
\$225,001 - \$375,000	14	16.47%	5.5	1	7	6	0
\$375,001 and up	9	10.59%	64.0	1	1	7	0
Total Closed Units	85			4	48	32	1
Total Closed Volume	17,836,069	100%	24.0	1.07M	8.56M	7.98M	225.00K
Median Closed Price	\$191,160			\$140,250	\$167,059	\$205,000	\$225,000

December 2019



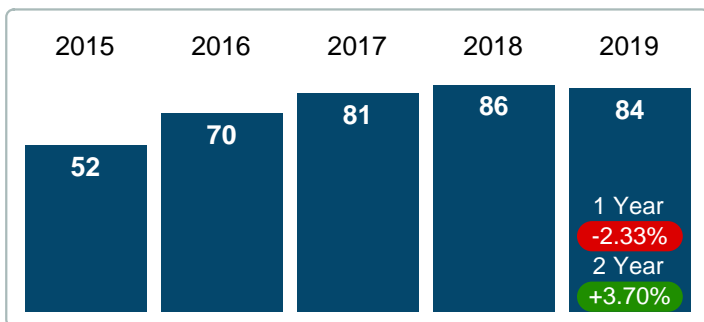
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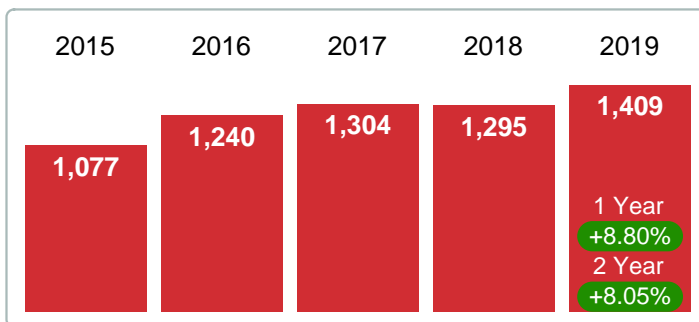
PENDING LISTINGS

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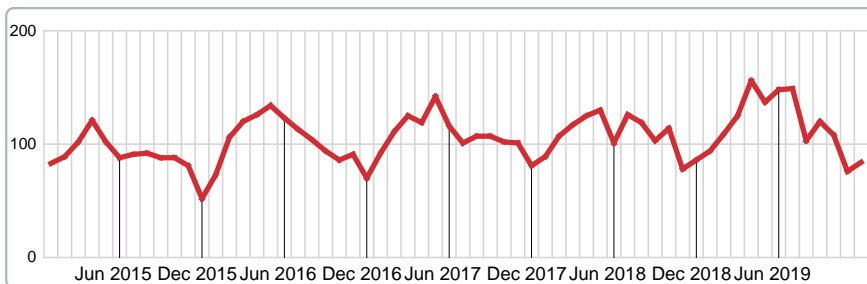
DECEMBER



YEAR TO DATE (YTD)

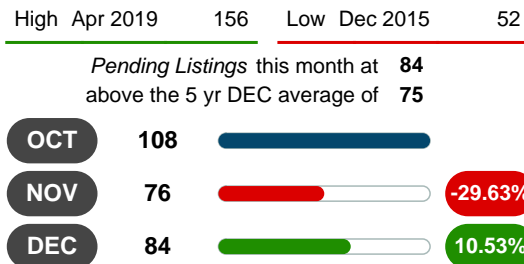


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 75



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	9.52%	52.0	3	5	0	0
\$100,001 - \$125,000	3	3.57%	4.0	0	3	0	0
\$125,001 - \$150,000	9	10.71%	7.0	0	7	2	0
\$150,001 - \$200,000	34	40.48%	35.0	0	20	14	0
\$200,001 - \$250,000	10	11.90%	56.0	0	7	2	1
\$250,001 - \$350,000	11	13.10%	1.0	0	6	5	0
\$350,001 and up	9	10.71%	0.0	0	2	6	1
Total Pending Units	84			3	50	29	2
Total Pending Volume	17,630,860	100%	30.0	119.60K	9.24M	7.43M	834.80K
Median Listing Price	\$186,466			\$47,000	\$173,836	\$199,900	\$417,400

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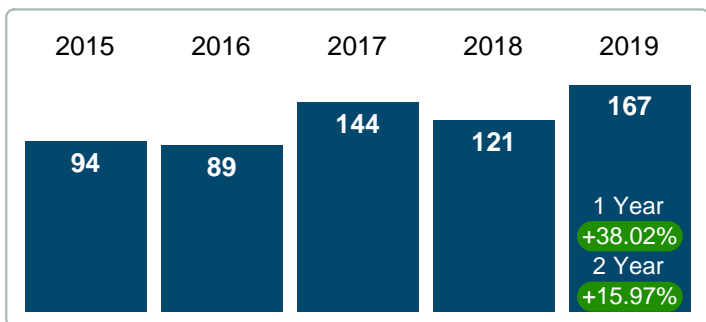
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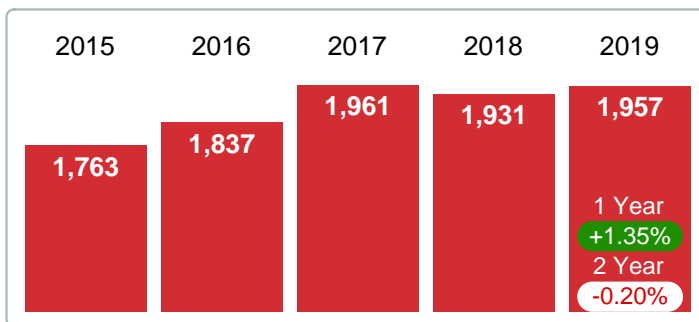
NEW LISTINGS

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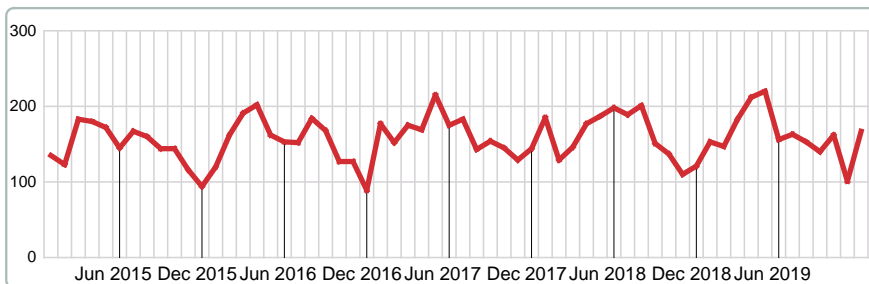
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 123

High May 2019 220 Low Dec 2016 89

New Listings this month at 167
above the 5 yr DEC average of 123



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$90,000 and less	16	9.58%	7	8	1	0
\$90,001 - \$110,000	5	2.99%	0	5	0	0
\$110,001 - \$110,000	0	0.00%	0	0	0	0
\$110,001 - \$160,000	82	49.10%	16	54	10	2
\$160,001 - \$220,000	26	15.57%	0	15	11	0
\$220,001 - \$310,000	20	11.98%	1	9	10	0
\$310,001 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
Median New Listed Listing Price	\$129,900		\$117,978	\$134,000	\$199,900	\$425,000

December 2019



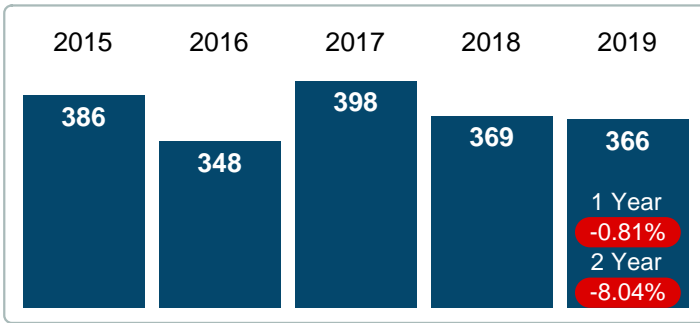
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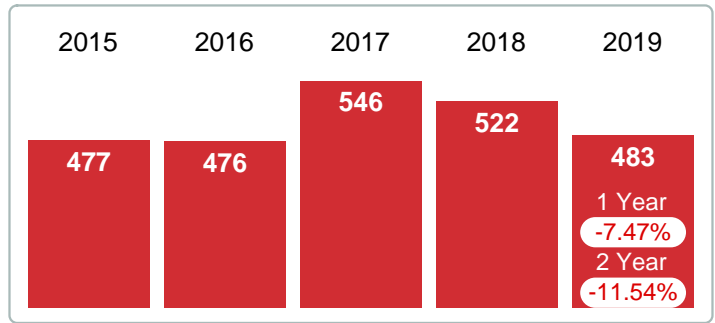
ACTIVE INVENTORY

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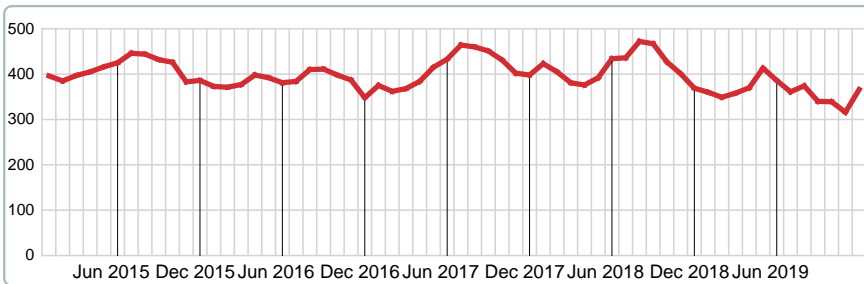
END OF DECEMBER



ACTIVE DURING DECEMBER



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 373

High Aug 2018 472 Low Nov 2019 316

Inventory this month at **366**
below the 5 yr DEC average of **373**

- OCT** 339
- NOV** 316 (-6.78%)
- DEC** 366 (15.82%)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	31	8.47%	39.0	16	12	3	0
\$75,001 - \$100,000	15	4.10%	61.0	5	8	2	0
\$100,001 - \$125,000	65	17.76%	21.0	17	35	11	2
\$125,001 - \$200,000	97	26.50%	73.0	6	68	21	2
\$200,001 - \$275,000	59	16.12%	65.0	1	30	26	2
\$275,001 - \$400,000	58	15.85%	68.0	0	29	24	5
\$400,001 and up	41	11.20%	105.0	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
Median Active Inventory Listing Price		\$179,900		\$117,978	\$164,000	\$237,124	\$419,500

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Area Delimited by County Of Wagoner - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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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

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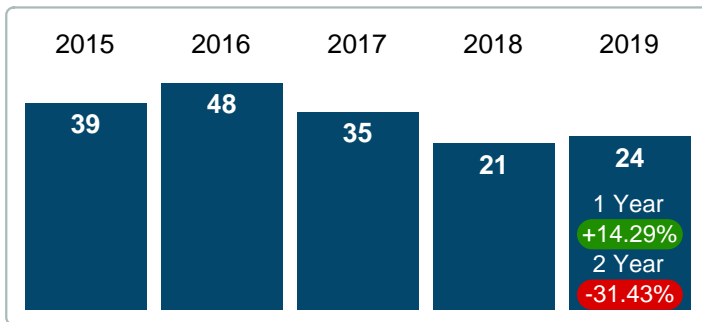
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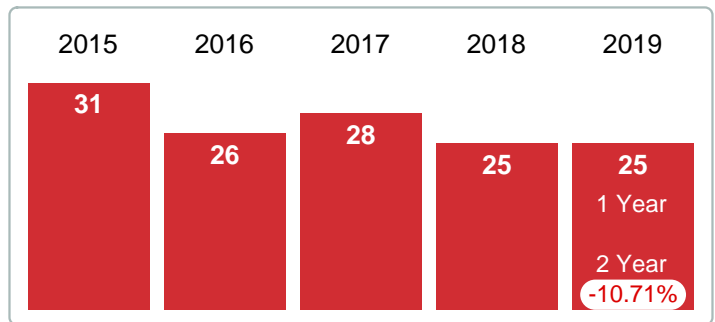
MEDIAN DAYS ON MARKET TO SALE

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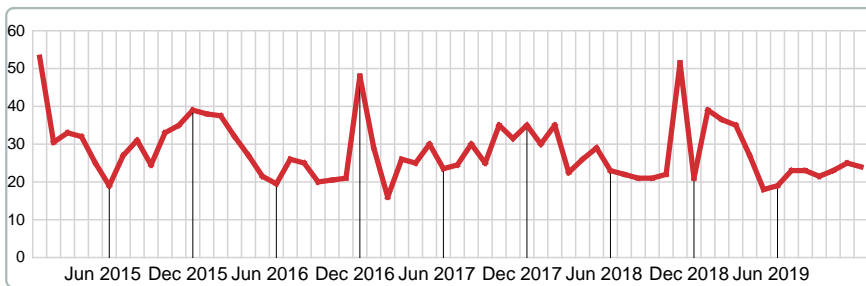
DECEMBER



YEAR TO DATE (YTD)

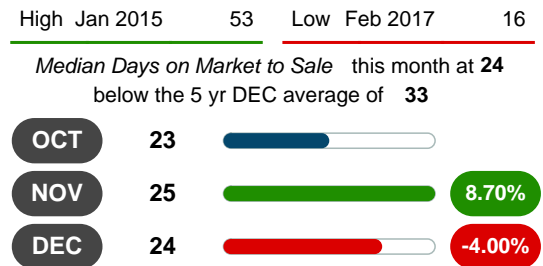


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 33



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
\$100,000 and less	7	8.24%	64	85	64	0	0
\$100,001 - \$150,000	13	15.29%	9	0	12	8	0
\$150,001 - \$150,000	0	0.00%	9	0	0	0	0
\$150,001 - \$200,000	33	38.82%	29	0	29	35	0
\$200,001 - \$225,000	9	10.59%	32	0	42	30	28
\$225,001 - \$375,000	14	16.47%	6	25	1	6	0
\$375,001 and up	9	10.59%	64	154	91	35	0
Median Closed DOM	24			85	21	21	28
Total Closed Units	85			4	48	32	1
Total Closed Volume	17,836,069			1.07M	8.56M	7.98M	225.00K

December 2019



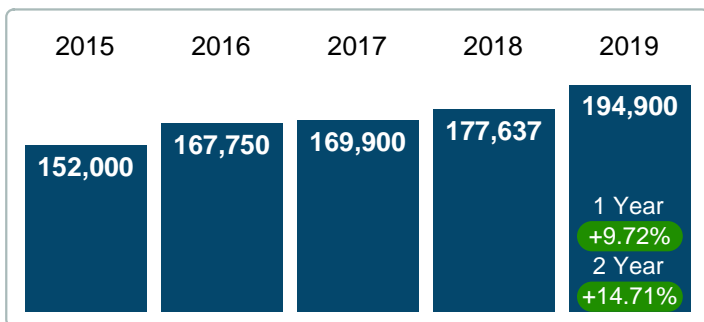
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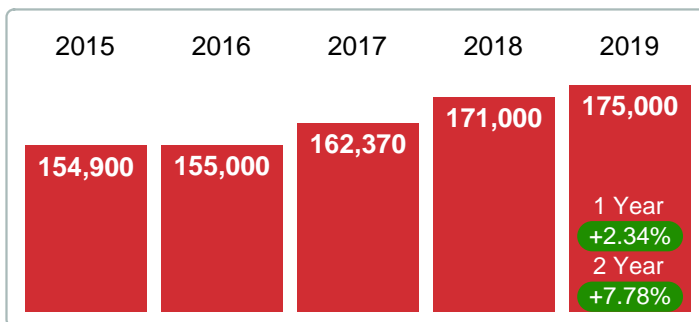
MEDIAN LIST PRICE AT CLOSING

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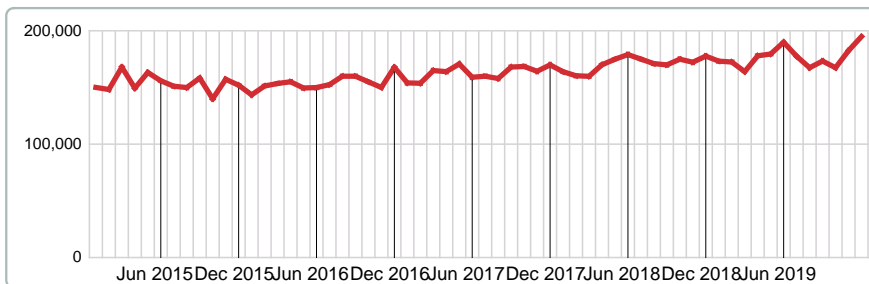
DECEMBER



YEAR TO DATE (YTD)

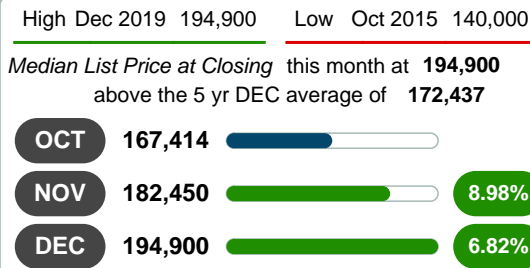


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 172,437



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
\$100,000 and less	7	8.24%	79,000	51,000	83,000	0	0
\$100,001 - \$150,000	10	11.76%	132,000	0	128,250	142,450	0
\$150,001 - \$150,000	0	0.00%	132,000	0	0	0	0
\$150,001 - \$200,000	35	41.18%	175,115	0	165,889	193,030	0
\$200,001 - \$225,000	8	9.41%	216,250	0	217,500	215,000	0
\$225,001 - \$375,000	16	18.82%	255,400	228,700	259,450	253,450	234,900
\$375,001 and up	9	10.59%	430,000	750,000	485,000	429,000	0
Median List Price			194,900	141,850	166,945	207,450	234,900
Total Closed Units		100%	194,900	4	48	32	1
Total Closed Volume			18,108,697	1.08M	8.68M	8.12M	234.90K

December 2019



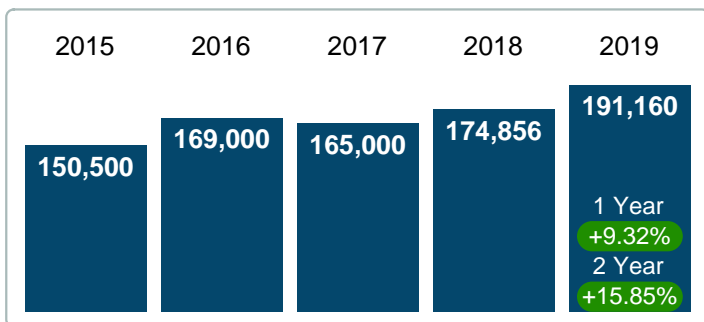
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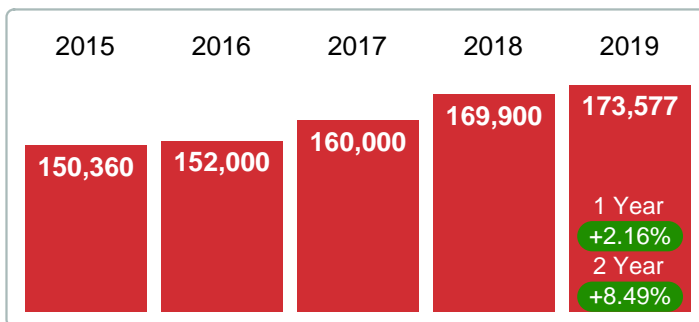
MEDIAN SOLD PRICE AT CLOSING

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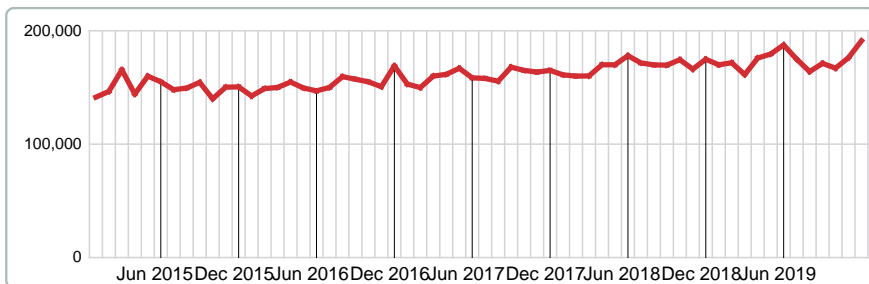
DECEMBER



YEAR TO DATE (YTD)

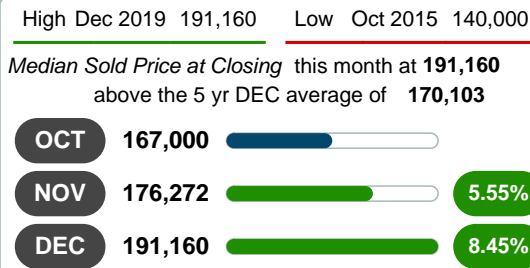


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 170,103



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
\$100,000 and less	7	8.24%	79,000	47,500	84,000	0	0
\$100,001 - \$150,000	13	15.29%	130,000	0	126,500	145,000	0
\$150,001 - \$150,000	0	0.00%	130,000	0	0	0	0
\$150,001 - \$200,000	33	38.82%	177,900	0	170,065	189,000	0
\$200,001 - \$225,000	9	10.59%	219,900	0	219,900	215,000	225,000
\$225,001 - \$375,000	14	16.47%	260,000	225,500	260,000	249,450	0
\$375,001 and up	9	10.59%	430,000	750,000	466,000	425,000	0
Median Sold Price			191,160	140,250	167,059	205,000	225,000
Total Closed Units		100%	191,160	4	48	32	1
Total Closed Volume			17,836,069	1.07M	8.56M	7.98M	225.00K

December 2019



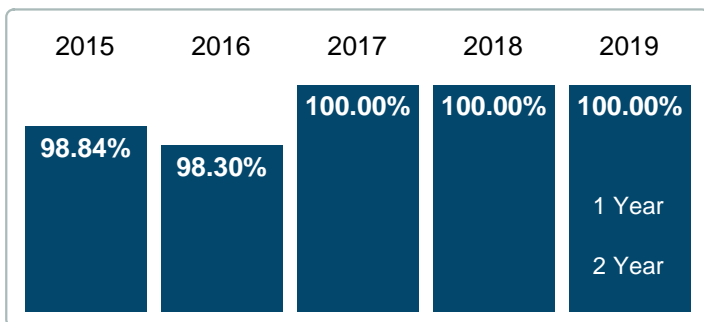
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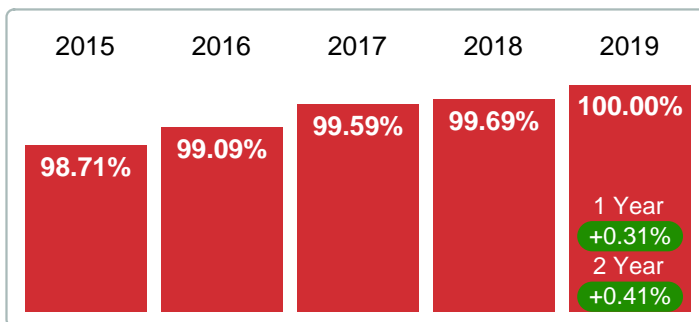
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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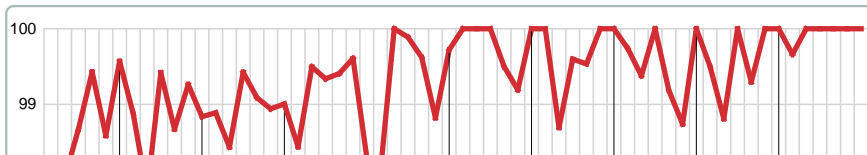
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99.43%

High Dec 2019 100.00% Low Aug 2015 97.83%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr DEC average of **99.43%**

- OCT 100.00%
- NOV 100.00%
- DEC 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7	8.24%	100.00%	92.55%	100.00%	0.00%	0.00%
\$100,001 - \$150,000	13	15.29%	96.43%	0.00%	96.45%	92.92%	0.00%
\$150,001 - \$150,000	0	0.00%	96.43%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$200,000	33	38.82%	100.00%	0.00%	100.00%	100.00%	0.00%
\$200,001 - \$225,000	9	10.59%	100.00%	0.00%	100.00%	100.00%	95.79%
\$225,001 - \$375,000	14	16.47%	100.00%	98.60%	100.00%	100.00%	0.00%
\$375,001 and up	9	10.59%	99.07%	100.00%	96.08%	99.07%	0.00%
Median Sold/List Ratio		100.00%		99.30%	100.00%	100.00%	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

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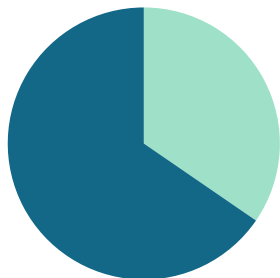
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MARKET SUMMARY

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INVENTORY

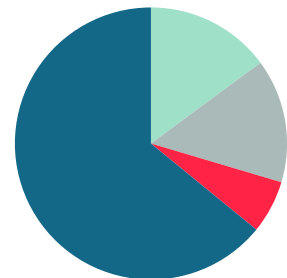


Inventory
 New Listings
167 = 34.58%
 Start Inventory
316
 Total Inventory Units
483
 Volume
\$111,231,431

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%
Median List Price	177,637	194,900	9.72%	171,000	175,000	2.34%
Median Sale Price	174,856	191,160	9.32%	169,900	173,577	2.16%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.69%	100.00%	0.31%
Median Days on Market to Sale	21.00	24.00	14.29%	25.00	25.00	0.00%
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

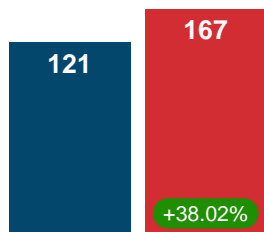
Inventory on December 31, 2019 = 366

2018 2019

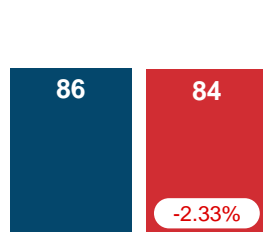
DECEMBER MARKET

MEDIAN PRICES

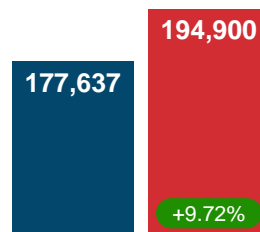
New Listings



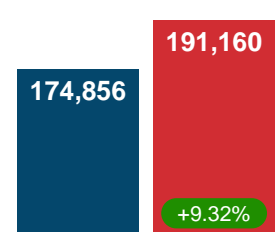
Pending Listings



List Price



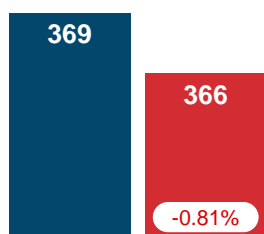
Sale Price



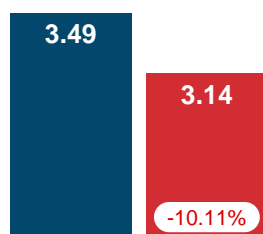
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

