

# July 2019



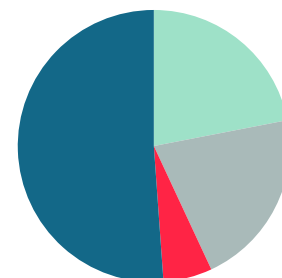
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	July 2019	+/-%
Closed Listings	119	155	30.25%
Pending Listings	126	149	18.25%
New Listings	189	163	-13.76%
Average List Price	215,686	198,314	-8.05%
Average Sale Price	214,041	194,572	-9.10%
Average Percent of Selling Price to List Price	99.08%	98.13%	-0.96%
Average Days on Market to Sale	40.68	39.88	-1.96%
End of Month Inventory	436	361	-17.20%
Months Supply of Inventory	4.14	3.19	-22.88%



■ Closed (21.95%)  
■ Pending (21.10%)  
■ Other OffMarket (5.81%)  
■ Active (51.13%)

**Absorption:** Last 12 months, an Average of **113** Sales/Month  
**Active Inventory** as of July 31, 2019 = **361**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2019 decreased **17.20%** to 361 existing homes available for sale. Over the last 12 months this area has had an average of 113 closed sales per month. This represents an unsold inventory index of **3.19** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.10%** in July 2019 to \$194,572 versus the previous year at \$214,041.

#### Average Days on Market Shortens

The average number of **39.88** days that homes spent on the market before selling decreased by 0.80 days or **1.96%** in July 2019 compared to last year's same month at **40.68** DOM.

#### Sales Success for July 2019 is Positive

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

There were 163 New Listings in July 2019, down **13.76%** from last year at 189. Furthermore, there were 155 Closed Listings this month versus last year at 119, a **30.25%** increase.

Closed versus Listed trends yielded a **95.1%** ratio, up from previous year's, July 2018, at **63.0%**, a **51.03%** 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®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# July 2019



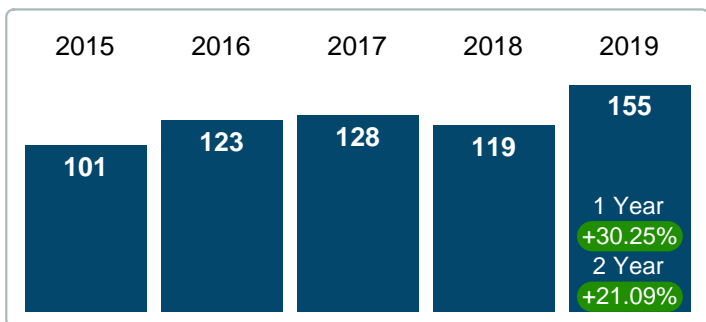
Area Delimited by County Of Wagoner - Residential Property Type



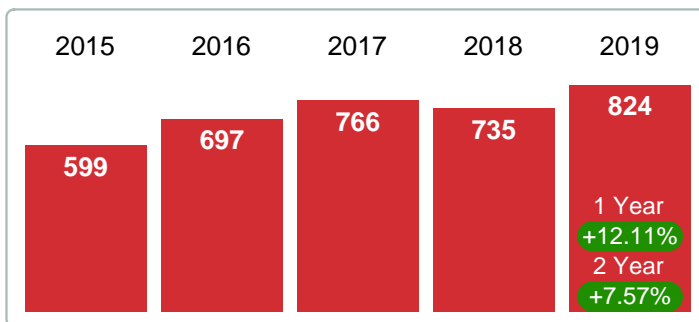
## CLOSED LISTINGS

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

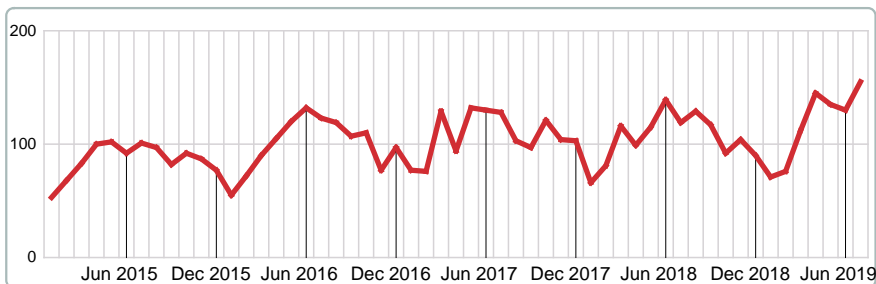
### JULY



### YEAR TO DATE (YTD)

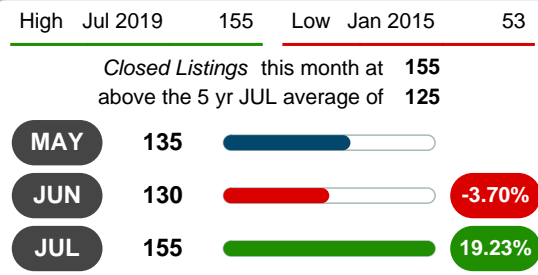


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 125



### 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	15	9.68%	31.9	2	12	1	0
\$100,001 - \$125,000	11	7.10%	14.5	1	8	2	0
\$125,001 - \$150,000	22	14.19%	30.4	1	19	2	0
\$150,001 - \$175,000	31	20.00%	42.0	0	22	9	0
\$175,001 - \$225,000	35	22.58%	41.5	1	24	10	0
\$225,001 - \$300,000	25	16.13%	50.0	0	9	16	0
\$300,001 and up	16	10.32%	54.8	0	5	9	2
<b>Total Closed Units</b>	<b>155</b>			<b>5</b>	<b>99</b>	<b>49</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>30,158,619</b>	<b>100%</b>	<b>39.9</b>	<b>512.90K</b>	<b>16.88M</b>	<b>11.70M</b>	<b>1.07M</b>
<b>Average Closed Price</b>	<b>\$194,572</b>			<b>\$102,580</b>	<b>\$170,500</b>	<b>\$238,698</b>	<b>\$535,000</b>

# July 2019



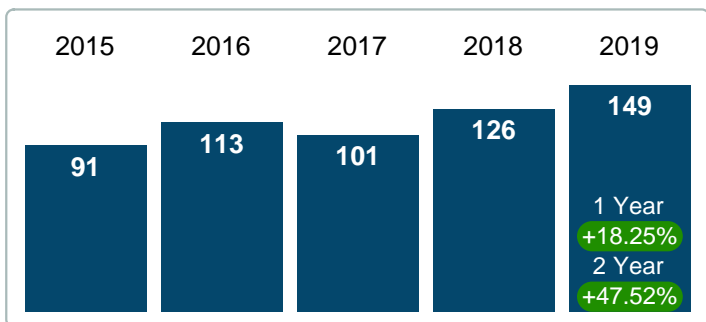
Area Delimited by County Of Wagoner - Residential Property Type



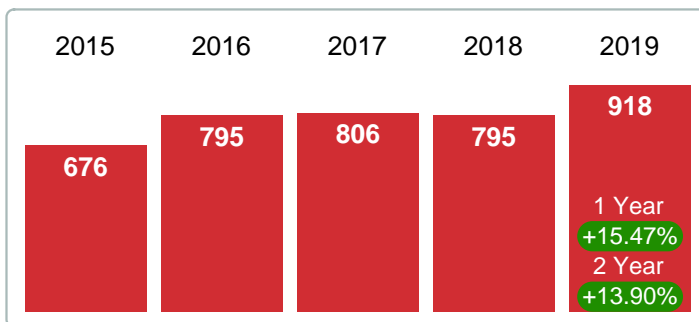
## PENDING LISTINGS

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

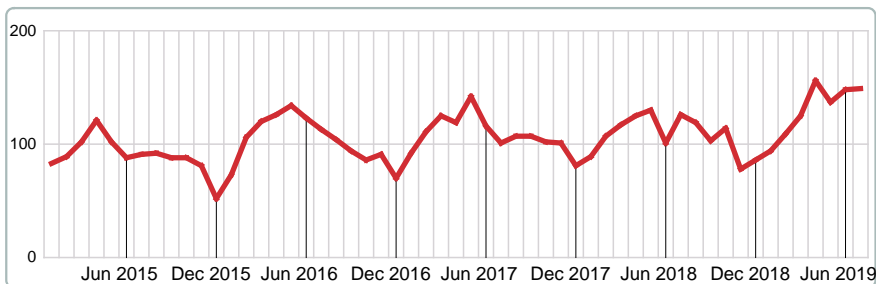
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 116

High Apr 2019 156 Low Dec 2015 52

Pending Listings this month at **149**  
above the 5 yr JUL average of **116**



### 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	12	8.05%	34.1	4	7	1	0
\$100,001 - \$125,000	9	6.04%	32.2	1	4	4	0
\$125,001 - \$150,000	23	15.44%	24.7	0	22	1	0
\$150,001 - \$175,000	38	25.50%	66.4	0	27	11	0
\$175,001 - \$225,000	28	18.79%	48.9	0	20	8	0
\$225,001 - \$300,000	22	14.77%	51.1	1	10	10	1
\$300,001 and up	17	11.41%	52.4	0	5	10	2
<b>Total Pending Units</b>	<b>149</b>			<b>6</b>	<b>95</b>	<b>45</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>29,774,128</b>	<b>100%</b>	<b>47.7</b>	<b>748.60K</b>	<b>16.78M</b>	<b>11.02M</b>	<b>1.22M</b>
<b>Average Listing Price</b>	<b>\$201,151</b>			<b>\$124,767</b>	<b>\$176,619</b>	<b>\$244,988</b>	<b>\$407,403</b>

# July 2019



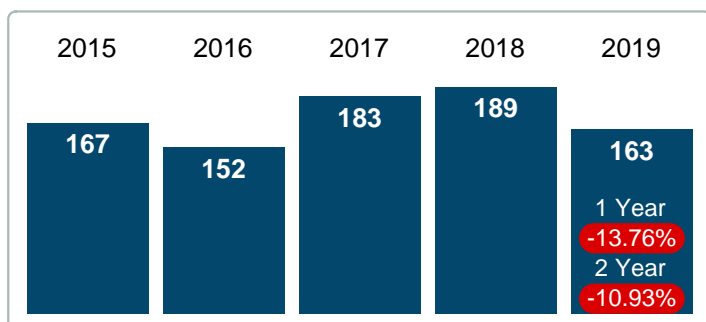
Area Delimited by County Of Wagoner - Residential Property Type



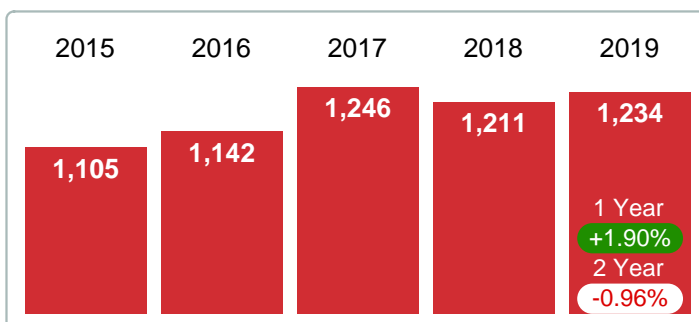
## NEW LISTINGS

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

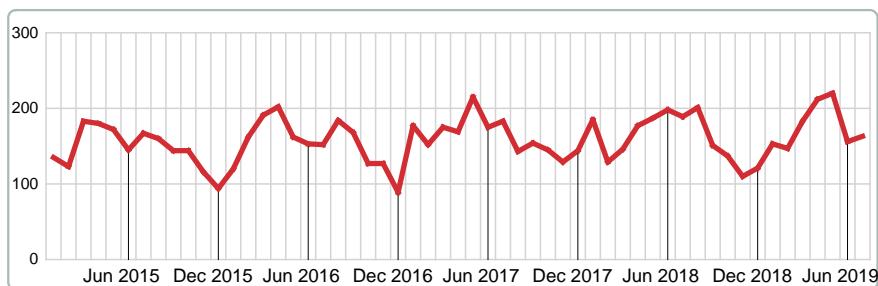
### JULY



### YEAR TO DATE (YTD)

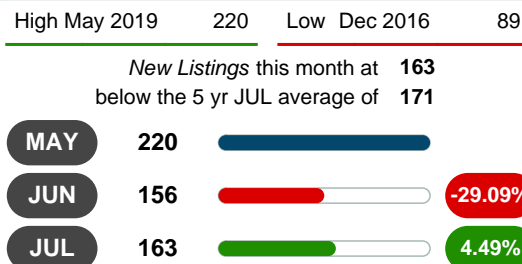


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 171



### 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	14	8.59%	5	7	2	0
\$75,001 - \$125,000	17	10.43%	3	12	2	0
\$125,001 - \$150,000	21	12.88%	0	18	3	0
\$150,001 - \$200,000	45	27.61%	2	30	12	1
\$200,001 - \$250,000	22	13.50%	0	14	8	0
\$250,001 - \$375,000	25	15.34%	0	11	11	3
\$375,001 and up	19	11.66%	0	7	7	5
<b>Total New Listed Units</b>	<b>163</b>		<b>10</b>	<b>99</b>	<b>45</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>34,810,655</b>	<b>100%</b>	<b>928.20K</b>	<b>18.87M</b>	<b>11.22M</b>	<b>3.80M</b>
<b>Average New Listed Listing Price</b>	<b>\$195,041</b>		<b>\$92,820</b>	<b>\$190,617</b>	<b>\$249,227</b>	<b>\$421,794</b>

# July 2019



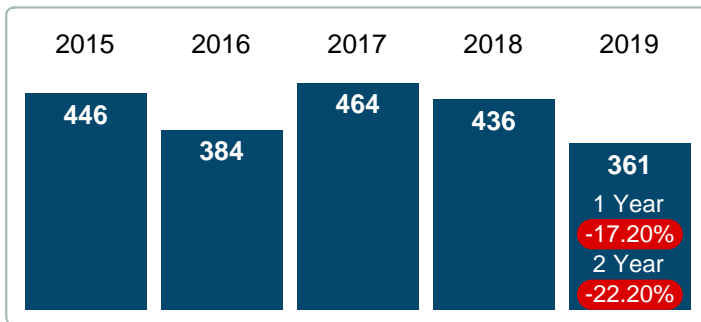
Area Delimited by County Of Wagoner - Residential Property Type



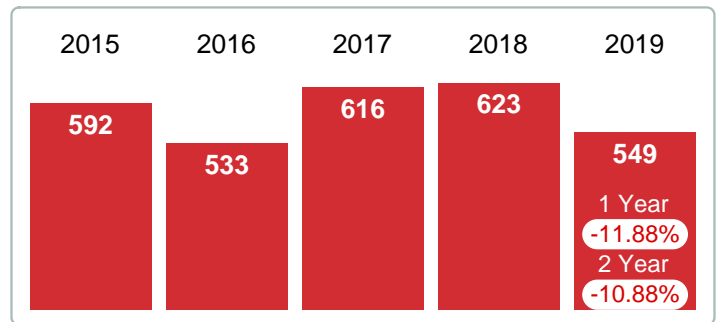
## ACTIVE INVENTORY

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

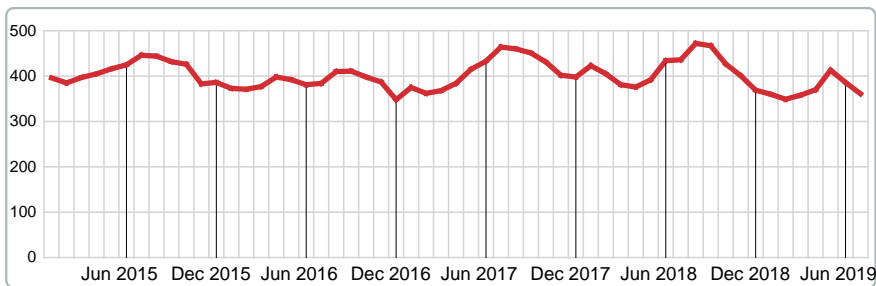
### END OF JULY



### ACTIVE DURING JULY

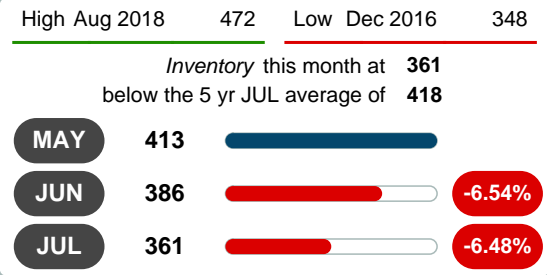


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 418



### 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	14	3.88%	74.6	7	6	1	0
\$50,001 - \$125,000	56	15.51%	70.0	20	29	7	0
\$125,001 - \$150,000	36	9.97%	69.6	2	28	6	0
\$150,001 - \$225,000	113	31.30%	61.2	5	72	34	2
\$225,001 - \$275,000	43	11.91%	59.5	0	21	20	2
\$275,001 - \$425,000	53	14.68%	73.9	0	20	28	5
\$425,001 and up	46	12.74%	67.3	1	8	24	13
Total Active Inventory by Units			361	35	184	120	22
Total Active Inventory by Volume			91,880,850	3.74M	34.98M	39.66M	13.50M
Average Active Inventory Listing Price			\$254,518	\$106,737	\$190,100	\$330,533	\$613,761

# July 2019



Area Delimited by County Of Wagoner - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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

### MSI FOR JULY

2015	2016	2017	2018	2019

### INDICATORS FOR JULY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>361</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 JUL AVG = inf

High	Jul 2019	Low	Jul 2019
inf	inf	inf	inf
Months Supply this month at <b>inf</b> equal to 5 yr JUL average of <b>inf</b>			
MAY	inf		%
JUN	inf		%
JUL	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14			3.88%	3.73	5.25	2.67	12.00	0.00
\$50,001 - \$125,000	56			15.51%	3.39	12.00	2.34	3.00	0.00
\$125,001 - \$150,000	36			9.97%	2.17	2.18	2.00	3.79	0.00
\$150,001 - \$225,000	113			31.30%	2.38	12.00	2.14	2.67	2.67
\$225,001 - \$275,000	43			11.91%	3.63	0.00	3.55	3.64	6.00
\$275,001 - \$425,000	53			14.68%	3.88	0.00	6.15	3.03	5.00
\$425,001 and up	46			12.74%	14.53	12.00	6.86	16.00	31.20
Market Supply of Inventory (MSI)		3.19				7.50	2.54	3.64	8.00
Total Active Inventory by Units		361		100%	3.19	35	184	120	22

# July 2019



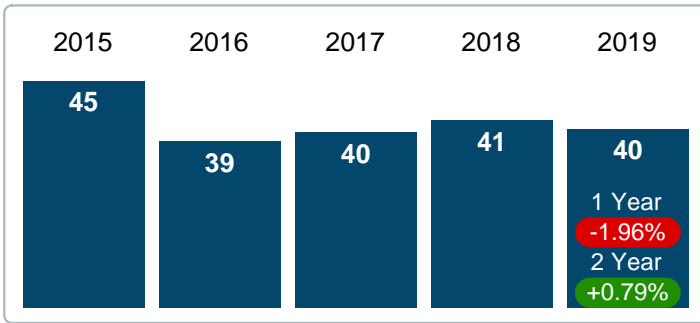
Area Delimited by County Of Wagoner - Residential Property Type



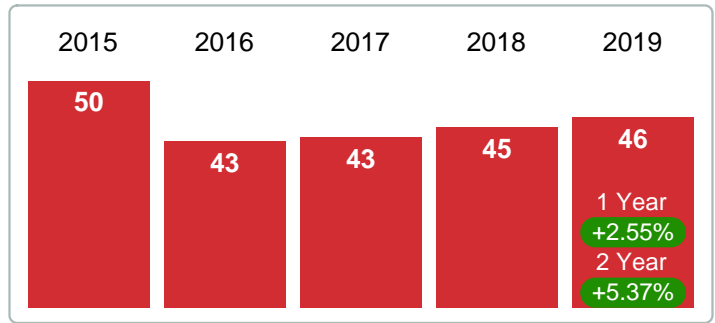
## AVERAGE DAYS ON MARKET TO SALE

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

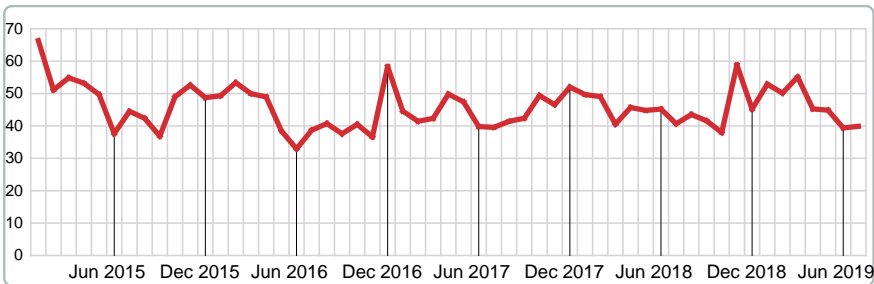
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

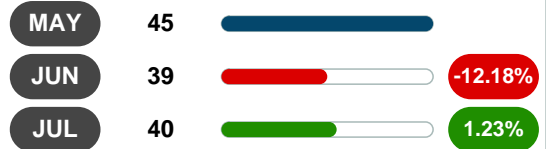


### 3 MONTHS

5 year JUL AVG = 41

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 40 below the 5 yr JUL average of 41



### 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	9.68%	32	13	33	56	0
\$100,001 - \$125,000	7.10%	14	7	15	16	0
\$125,001 - \$150,000	14.19%	30	1	26	87	0
\$150,001 - \$175,000	20.00%	42	0	33	63	0
\$175,001 - \$225,000	22.58%	41	96	39	41	0
\$225,001 - \$300,000	16.13%	50	0	48	51	0
\$300,001 and up	10.32%	55	0	55	52	65
<b>Average Closed DOM</b>		<b>40</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>40</b>	<b>5</b>	<b>99</b>	<b>49</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>30,158,619</b>	<b>512.90K</b>	<b>16.88M</b>	<b>11.70M</b>	<b>1.07M</b>



# July 2019



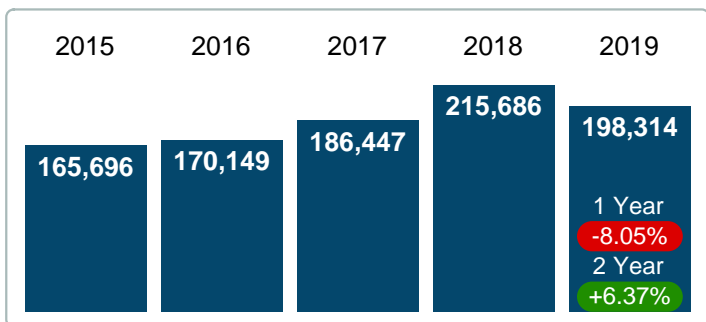
Area Delimited by County Of Wagoner - Residential Property Type



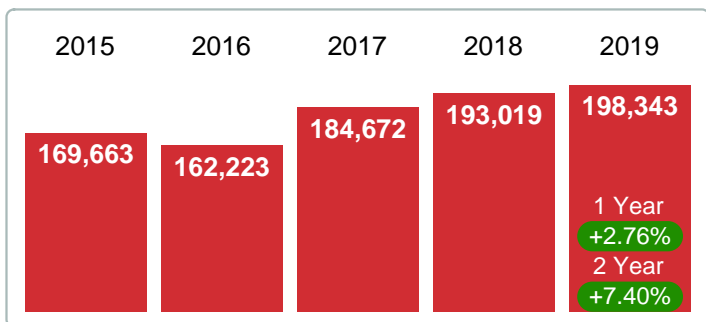
## AVERAGE LIST PRICE AT CLOSING

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

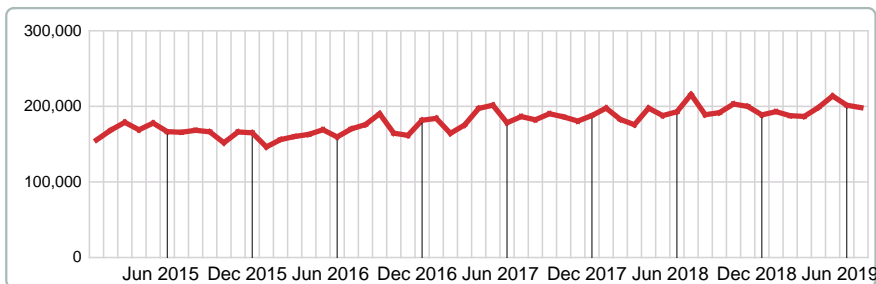
### JULY



### YEAR TO DATE (YTD)

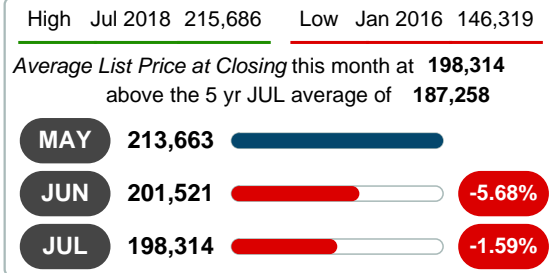


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 187,258



### 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	9.68%	65,160	54,500	66,041	75,900	0
\$100,001 - \$125,000	6.45%	114,410	103,000	117,975	111,650	0
\$125,001 - \$150,000	12.90%	141,403	130,000	145,905	143,950	0
\$150,001 - \$175,000	20.00%	163,375	0	167,115	160,984	0
\$175,001 - \$225,000	23.23%	195,411	177,500	197,163	205,560	0
\$225,001 - \$300,000	17.42%	265,483	0	255,195	274,519	0
\$300,001 and up	10.32%	407,604	0	390,320	374,685	598,950
<b>Average List Price</b>		<b>198,314</b>	<b>103,900</b>	<b>173,387</b>	<b>241,959</b>	<b>598,950</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>198,314</b>	<b>5</b>	<b>99</b>	<b>49</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>30,738,676</b>	<b>519.50K</b>	<b>17.17M</b>	<b>11.86M</b>	<b>1.20M</b>



# July 2019



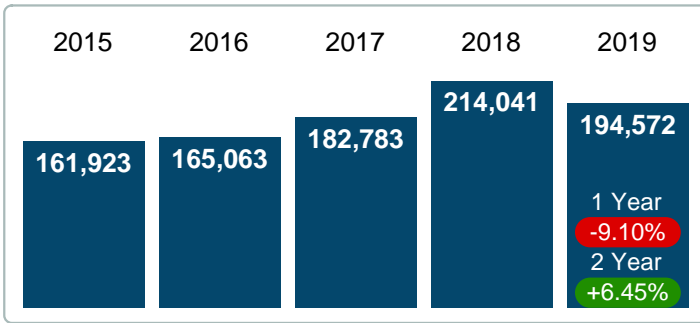
Area Delimited by County Of Wagoner - Residential Property Type



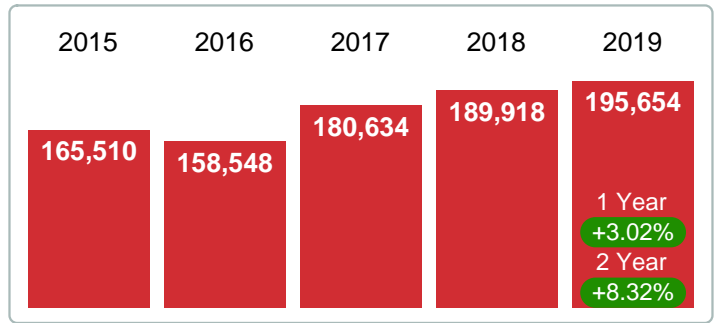
## AVERAGE SOLD PRICE AT CLOSING

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

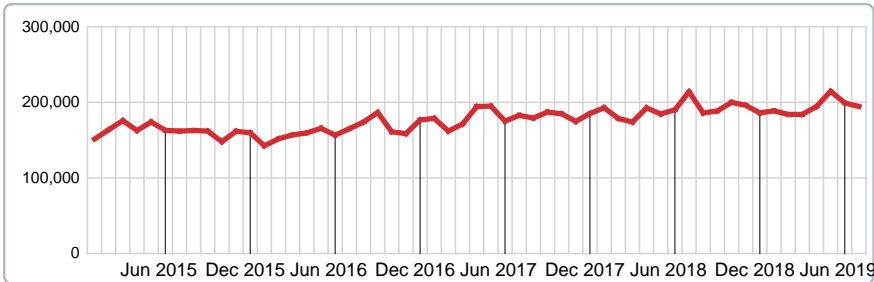
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

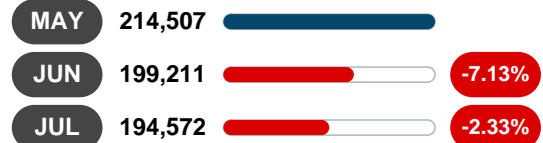


### 3 MONTHS

5 year JUL AVG = 183,676

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

Average Sold Price at Closing this month at 194,572 above the 5 yr JUL average of 183,676



### 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	15	9.68%	61,507	50,500	62,633	70,000	0
\$100,001 - \$125,000	11	7.10%	115,945	105,000	117,863	113,750	0
\$125,001 - \$150,000	22	14.19%	142,368	130,000	143,057	142,000	0
\$150,001 - \$175,000	31	20.00%	163,418	0	164,396	161,028	0
\$175,001 - \$225,000	35	22.58%	197,403	176,900	196,132	202,505	0
\$225,001 - \$300,000	25	16.13%	263,392	0	252,361	269,597	0
\$300,001 and up	16	10.32%	391,791	0	374,360	369,651	535,000
Average Sold Price			194,572	102,580	170,500	238,698	535,000
Total Closed Units		100%	194,572	5	99	49	2
Total Closed Volume			30,158,619	512.90K	16.88M	11.70M	1.07M

# July 2019



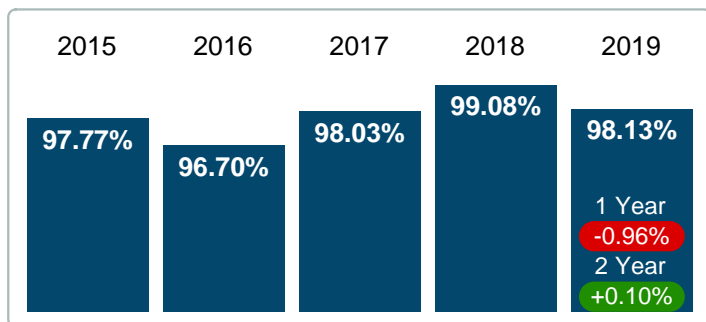
Area Delimited by County Of Wagoner - Residential Property Type



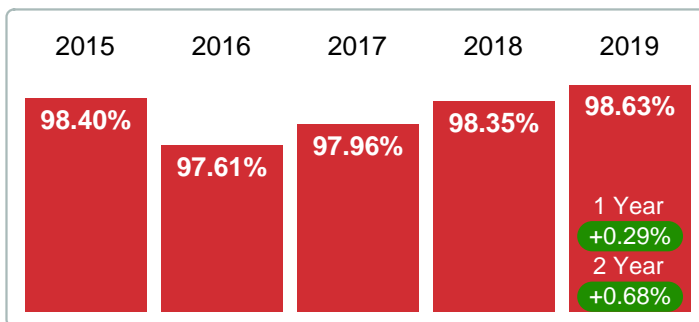
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

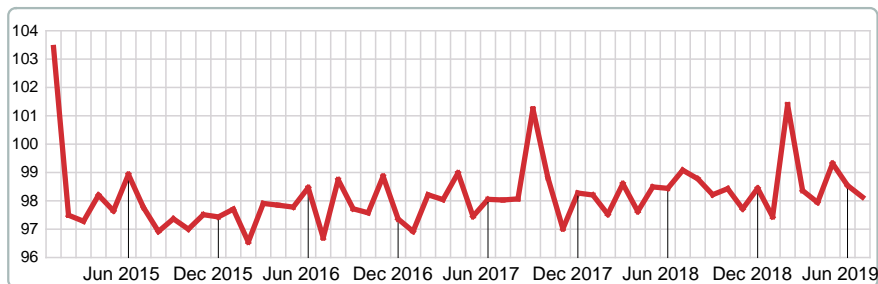
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

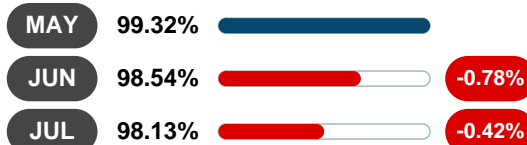


### 3 MONTHS

5 year JUL AVG = 97.94%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **98.13%**  
equal to 5 yr JUL average of **97.94%**



### 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	15	9.68%	92.42%	92.58%	92.41%	92.23%	0.00%
\$100,001 - \$125,000	11	7.10%	100.58%	101.94%	100.07%	101.94%	0.00%
\$125,001 - \$150,000	22	14.19%	98.34%	100.00%	98.23%	98.57%	0.00%
\$150,001 - \$175,000	31	20.00%	98.90%	0.00%	98.43%	100.05%	0.00%
\$175,001 - \$225,000	35	22.58%	99.31%	99.66%	99.56%	98.69%	0.00%
\$225,001 - \$300,000	25	16.13%	98.49%	0.00%	98.99%	98.21%	0.00%
\$300,001 and up	16	10.32%	96.88%	0.00%	96.12%	98.81%	90.09%
Average Sold/List Ratio		98.10%		97.35%	98.00%	98.80%	90.09%
Total Closed Units	155	100%	98.10%	5	99	49	2
Total Closed Volume	30,158,619			512.90K	16.88M	11.70M	1.07M

# July 2019



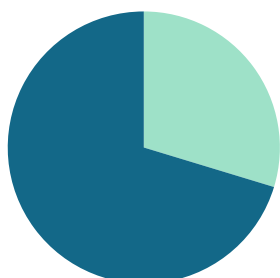
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

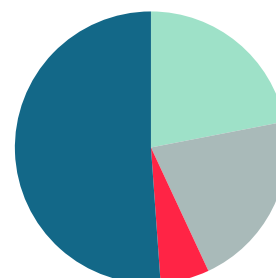


**Inventory**  
 New Listings  
**163 = 29.69%**  
 Start Inventory  
**386**  
 Total Inventory Units  
**549**  
 Volume  
**\$131,979,106**

### Market Activity

Closed Sales  
**155 = 21.95%**  
 Pending Sales  
**149 = 21.10%**  
 Other Off Market  
**41 = 5.81%**  
 Active Inventory  
**361 = 51.13%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	119	155	30.25%	735	824	12.11%
Pending Sales	126	149	18.25%	795	918	15.47%
New Listings	189	163	-13.76%	1,211	1,234	1.90%
Average List Price	215,686	198,314	-8.05%	193,019	198,343	2.76%
Average Sale Price	214,041	194,572	-9.10%	189,918	195,654	3.02%
Average Percent of Selling Price to List Price	99.08%	98.13%	-0.96%	98.35%	98.63%	0.29%
Average Days on Market to Sale	40.68	39.88	-1.96%	44.57	45.71	2.55%
Monthly Inventory	436	361	-17.20%	436	361	-17.20%
Months Supply of Inventory	4.14	3.19	-22.88%	4.14	3.19	-22.88%

**Absorption:** Last 12 months, an Average of 113 Sales/Month

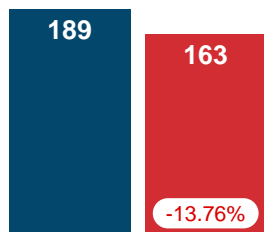
**Inventory on July 31, 2019 = 361**

**2018** **2019**

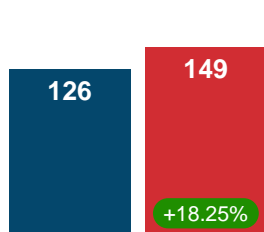
### JULY MARKET

### AVERAGE PRICES

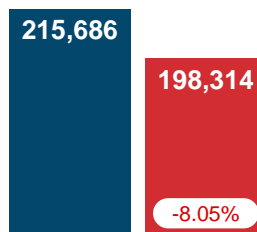
#### New Listings



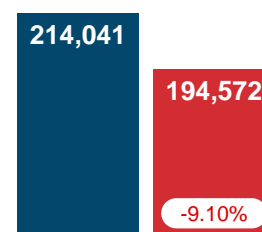
#### Pending Listings



#### List Price



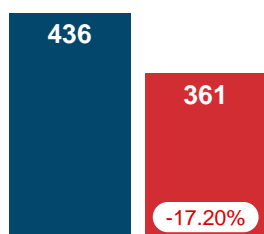
#### Sale Price



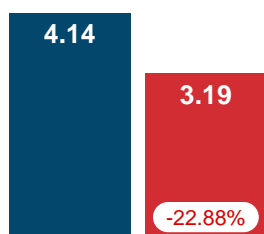
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

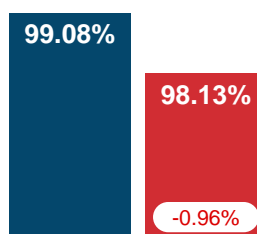
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

