

June 2019



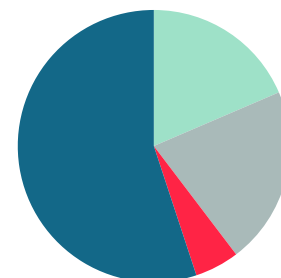
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	139	130	-6.47%
Pending Listings	101	148	46.53%
New Listings	198	156	-21.21%
Average List Price	192,846	201,521	4.50%
Average Sale Price	190,202	199,211	4.74%
Average Percent of Selling Price to List Price	98.44%	98.54%	0.10%
Average Days on Market to Sale	45.21	39.40	-12.85%
End of Month Inventory	434	386	-11.06%
Months Supply of Inventory	4.09	3.51	-14.29%



■ Closed (18.54%)
■ Pending (21.11%)
■ Other OffMarket (5.28%)
■ Active (55.06%)

Absorption: Last 12 months, an Average of **110** Sales/Month
Active Inventory as of June 30, 2019 = **386**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2019 decreased **11.06%** to 386 existing homes available for sale. Over the last 12 months this area has had an average of 110 closed sales per month. This represents an unsold inventory index of **3.51** 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 **4.74%** in June 2019 to \$199,211 versus the previous year at \$190,202.

Average Days on Market Shortens

The average number of **39.40** days that homes spent on the market before selling decreased by 5.81 days or **12.85%** in June 2019 compared to last year's same month at **45.21** DOM.

Sales Success for June 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 156 New Listings in June 2019, down **21.21%** from last year at 198. Furthermore, there were 130 Closed Listings this month versus last year at 139, a **-6.47%** decrease.

Closed versus Listed trends yielded a **83.3%** ratio, up from previous year's, June 2018, at **70.2%**, a **18.71%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

June 2019



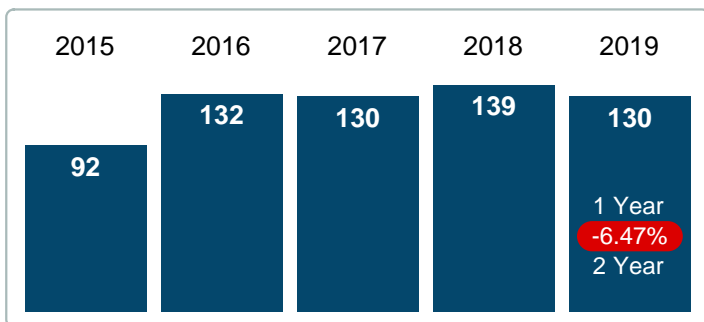
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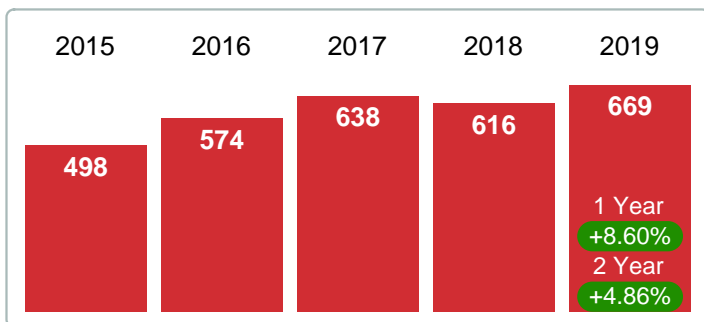
CLOSED LISTINGS

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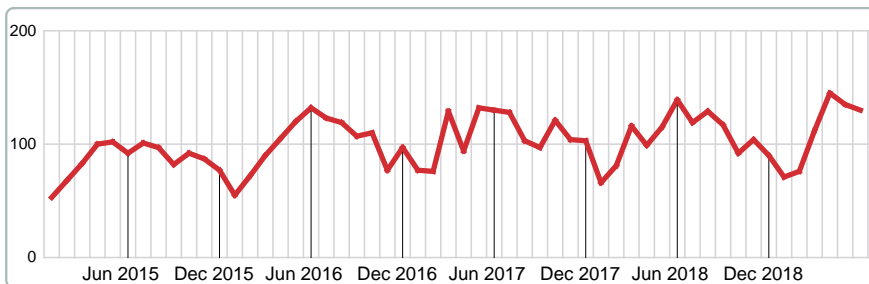
JUNE



YEAR TO DATE (YTD)

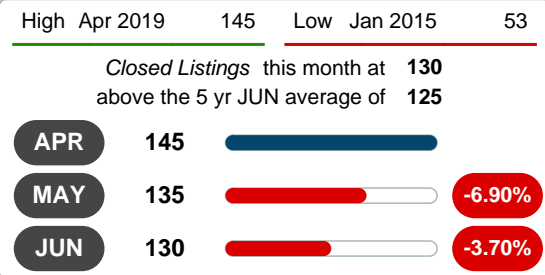


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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
\$75,000 and less	9	6.92%	54.0	3	4	2	0
\$75,001 - \$125,000	18	13.85%	39.0	1	16	1	0
\$125,001 - \$150,000	7	5.38%	24.9	0	6	0	1
\$150,001 - \$200,000	42	32.31%	32.2	0	31	10	1
\$200,001 - \$250,000	24	18.46%	43.9	0	12	9	3
\$250,001 - \$325,000	16	12.31%	42.3	0	5	10	1
\$325,001 and up	14	10.77%	48.4	0	4	10	0
Total Closed Units	130			4	78	42	6
Total Closed Volume	25,897,435	100%	39.4	234.50K	13.77M	10.56M	1.33M
Average Closed Price	\$199,211			\$58,625	\$176,563	\$251,548	\$220,999

June 2019



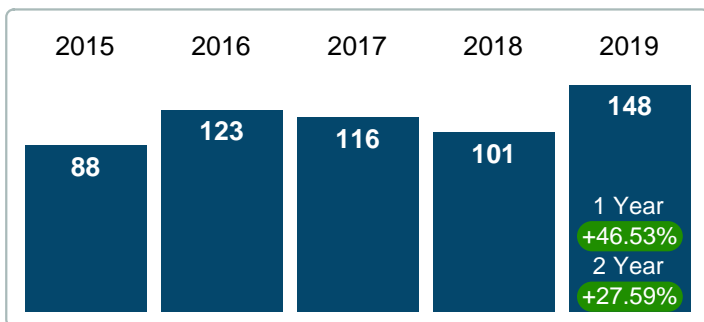
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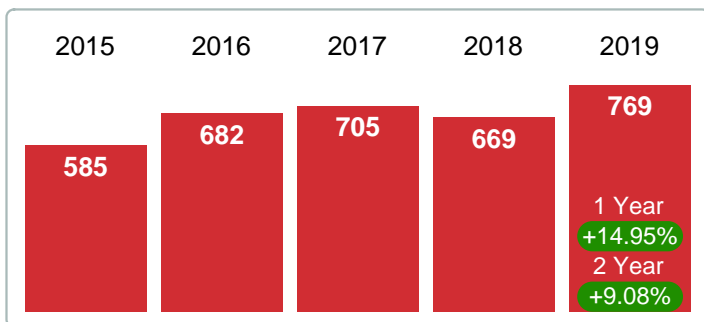
PENDING LISTINGS

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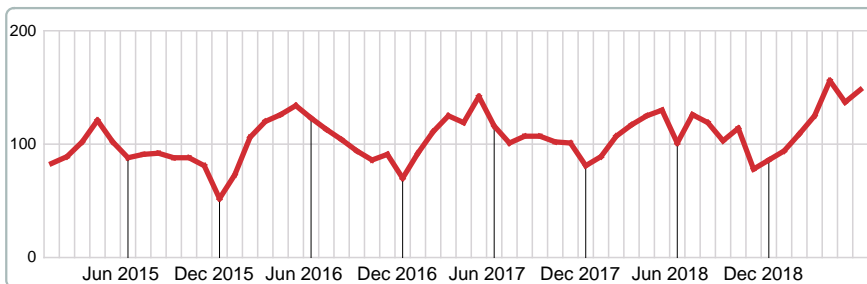
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 115

High Apr 2019 156 Low Dec 2015 52

Pending Listings this month at **148**
above the 5 yr JUN average of **115**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	3.38%	57.8	1	4	0	0
\$50,001 - \$125,000	27	18.24%	23.6	1	23	3	0
\$125,001 - \$150,000	20	13.51%	42.6	0	15	4	1
\$150,001 - \$175,000	28	18.92%	24.7	0	22	6	0
\$175,001 - \$225,000	34	22.97%	44.4	0	25	8	1
\$225,001 - \$275,000	15	10.14%	35.4	0	10	5	0
\$275,001 and up	19	12.84%	59.9	0	2	15	2
Total Pending Units	148			2	101	41	4
Total Pending Volume	27,359,935	100%	38.2	148.00K	16.07M	9.93M	1.22M
Average Listing Price	\$185,480			\$74,000	\$159,067	\$242,131	\$304,700

June 2019



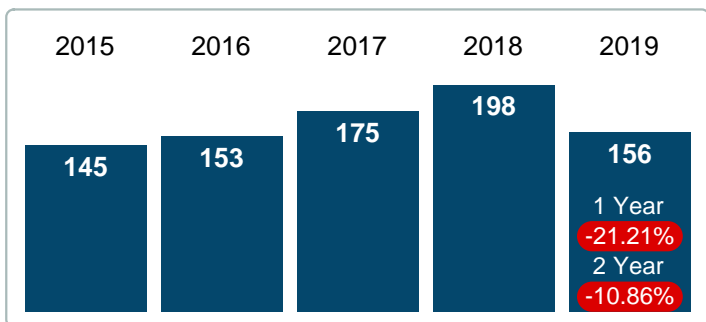
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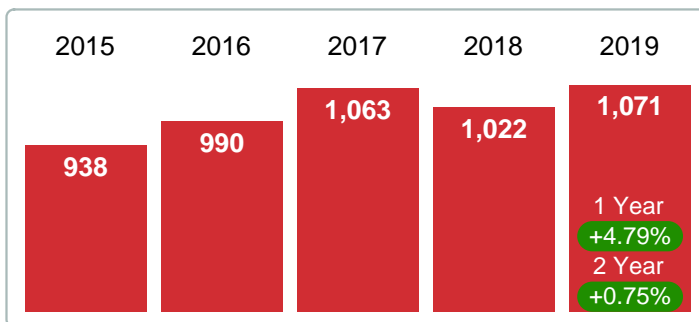
NEW LISTINGS

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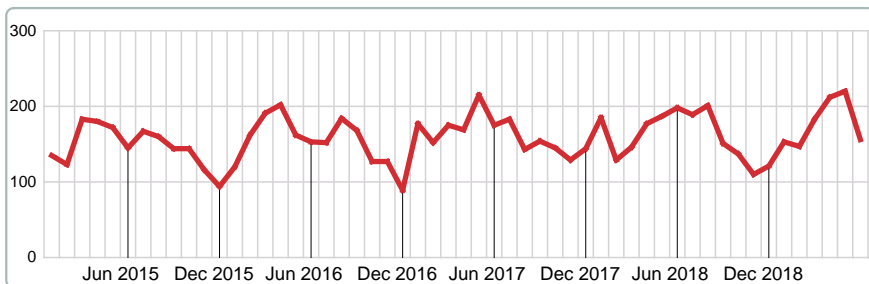
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 165

High May 2019 220 Low Dec 2016 89

New Listings this month at 156
below the 5 yr JUN average of 165



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	8	5.13%	4	4	0	0
\$75,001 - \$125,000	22	14.10%	6	13	3	0
\$125,001 - \$150,000	21	13.46%	0	18	2	1
\$150,001 - \$175,000	25	16.03%	0	23	2	0
\$175,001 - \$225,000	36	23.08%	1	26	8	1
\$225,001 - \$300,000	26	16.67%	0	9	16	1
\$300,001 and up	18	11.54%	0	5	10	3
Total New Listed Units	156		11	98	41	6
Total New Listed Volume	31,699,787	100%	936.60K	16.95M	10.81M	3.00M
Average New Listed Listing Price	\$186,458		\$85,145	\$172,923	\$263,755	\$500,467

June 2019



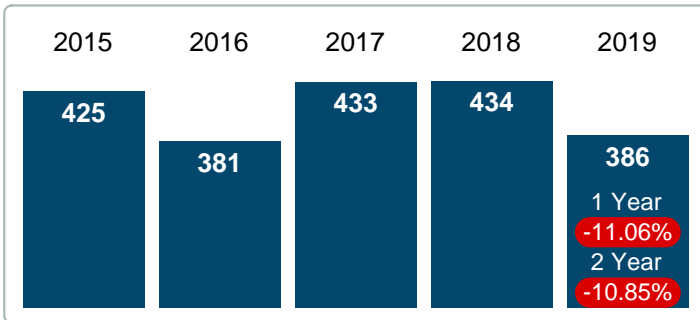
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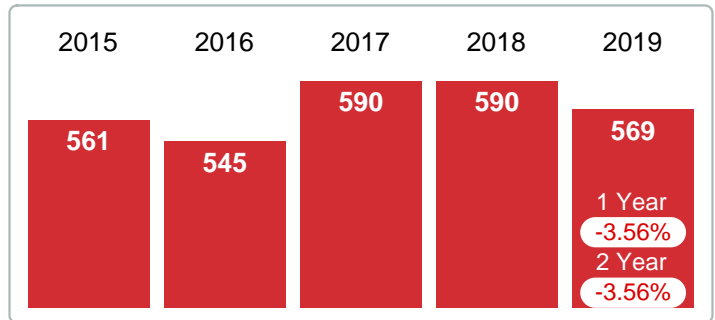
ACTIVE INVENTORY

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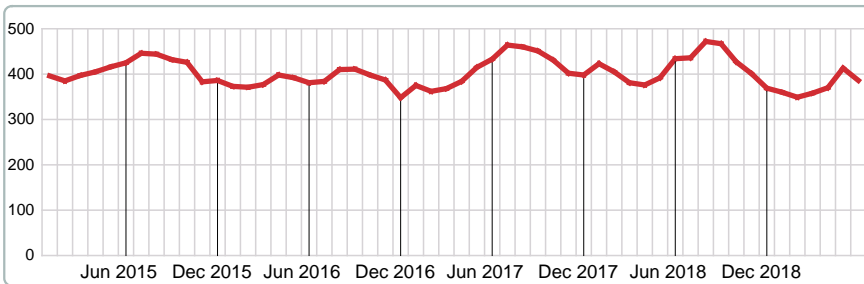
END OF JUNE



ACTIVE DURING JUNE

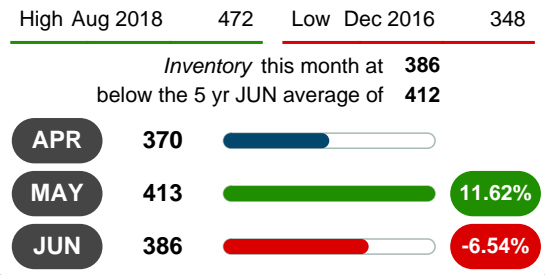


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 412



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	30	7.77%	68.8	12	16	2	0	
\$75,001 - \$125,000	33	8.55%	60.6	12	12	8	1	
\$125,001 - \$150,000	44	11.40%	57.9	2	36	6	0	
\$150,001 - \$200,000	111	28.76%	57.5	3	78	30	0	
\$200,001 - \$275,000	65	16.84%	67.6	0	34	28	3	
\$275,001 - \$425,000	62	16.06%	62.6	1	22	34	5	
\$425,001 and up	41	10.62%	78.0	1	6	24	10	
Total Active Inventory by Units		386		31	204	132	19	
Total Active Inventory by Volume		97,168,451	100%	63.4	3.59M	39.08M	42.58M	11.91M
Average Active Inventory Listing Price		\$251,732			\$115,848	\$191,580	\$322,608	\$626,868

June 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 JUNE

2015	2016	2017	2018	2019

INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
386	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 JUN AVG = inf

High Jun 2019	inf	Low Jun 2019	inf
Months Supply this month at inf			
equal to 5 yr JUN average of inf			
APR	inf		%
MAY	inf		%
JUN	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	30	7.77%	4.74	5.54	4.36	4.80	0.00
\$75,001 - \$125,000	33	8.55%	2.43	13.09	1.13	4.17	12.00
\$125,001 - \$150,000	44	11.40%	2.76	2.40	2.68	3.79	0.00
\$150,001 - \$200,000	111	28.76%	3.01	9.00	2.78	3.79	0.00
\$200,001 - \$275,000	65	16.84%	3.15	0.00	3.34	2.92	4.00
\$275,001 - \$425,000	62	16.06%	4.71	6.00	6.95	3.85	5.00
\$425,001 and up	41	10.62%	11.71	12.00	4.50	13.09	40.00
Market Supply of Inventory (MSI)			3.51	6.64	2.89	4.11	6.91
		100%	3.51				
Total Active Inventory by Units			386	31	204	132	19

June 2019



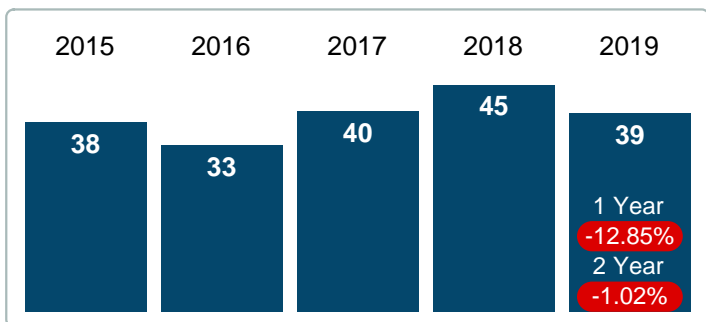
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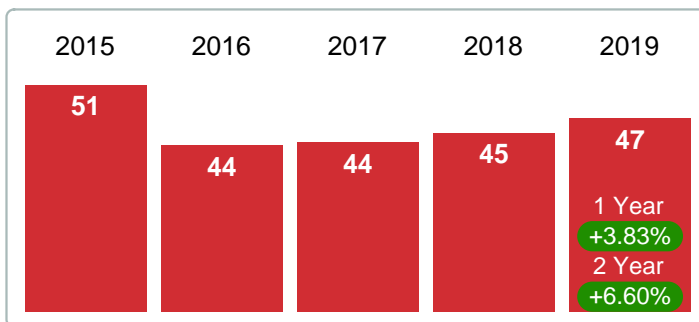
AVERAGE DAYS ON MARKET TO SALE

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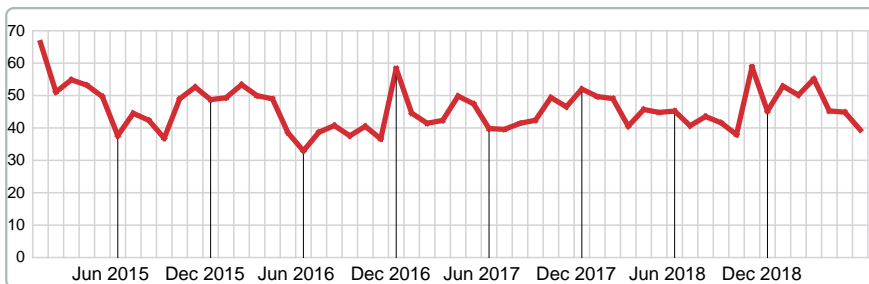
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

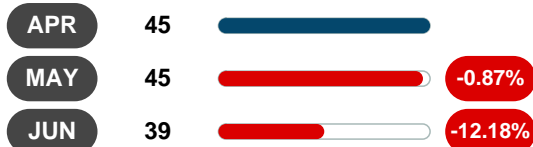


3 MONTHS

5 year JUN AVG = 39

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 39 equal to 5 yr JUN average of 39



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	6.92%	54	109	17	46	0
\$75,001 - \$125,000	13.85%	39	110	31	100	0
\$125,001 - \$150,000	5.38%	25	0	27	0	15
\$150,001 - \$200,000	32.31%	32	0	26	54	2
\$200,001 - \$250,000	18.46%	44	0	34	61	33
\$250,001 - \$325,000	12.31%	42	0	63	35	7
\$325,001 and up	10.77%	48	0	69	40	0
Average Closed DOM		39				
Total Closed Units	100%	39	110	32	48	21
Total Closed Volume			234.50K	13.77M	10.56M	1.33M

June 2019



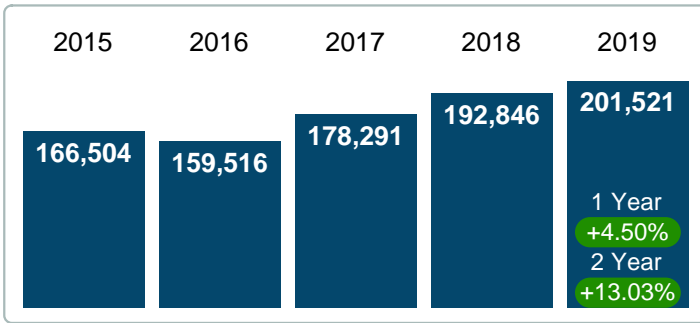
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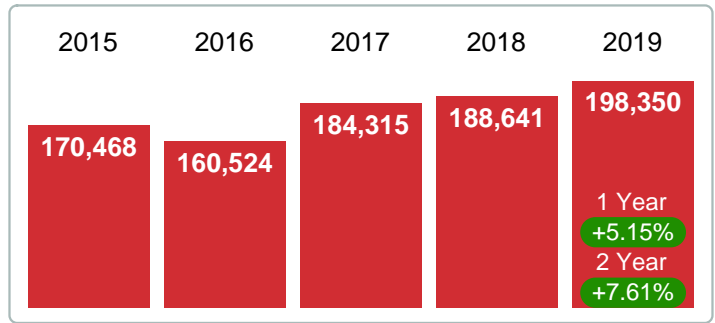
AVERAGE LIST PRICE AT CLOSING

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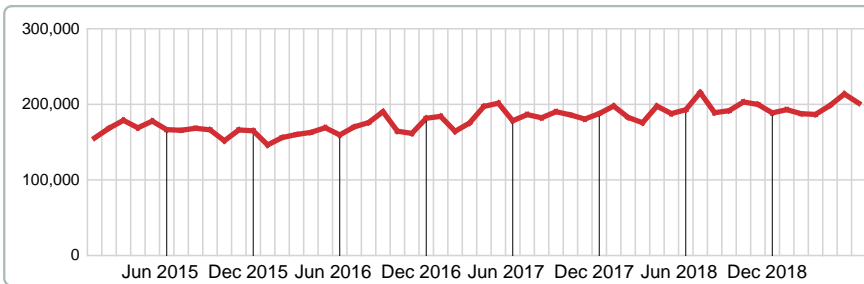
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

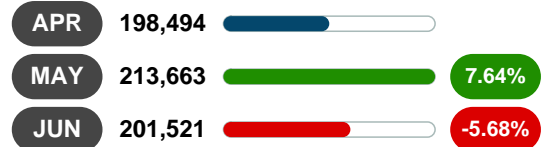


3 MONTHS

5 year JUN AVG = 179,735

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

Average List Price at Closing this month at **201,521**
above the 5 yr JUN average of **179,735**



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	8	6.15%	57,988	51,133	64,875	65,000	0
\$75,001 - \$125,000	18	13.85%	99,028	99,900	101,156	115,000	0
\$125,001 - \$150,000	10	7.69%	141,758	0	141,599	0	138,500
\$150,001 - \$200,000	39	30.00%	173,130	0	170,689	176,505	197,775
\$200,001 - \$250,000	23	17.69%	222,302	0	228,029	222,411	228,133
\$250,001 - \$325,000	17	13.08%	276,288	0	276,320	280,330	330,000
\$325,001 and up	15	11.54%	398,122	0	446,175	385,713	0
Average List Price			201,521	63,325	178,482	254,099	225,113
Total Closed Units			130	4	78	42	6
Total Closed Volume			26,197,745	253.30K	13.92M	10.67M	1.35M

June 2019



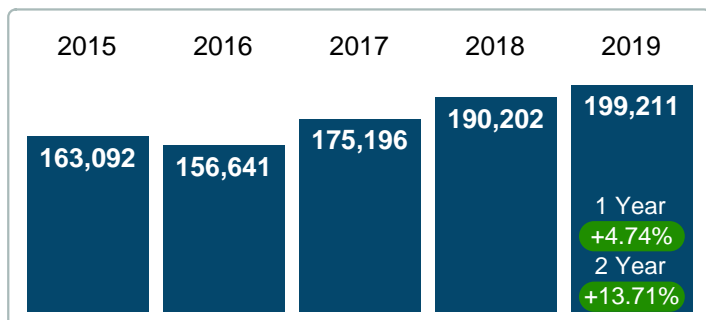
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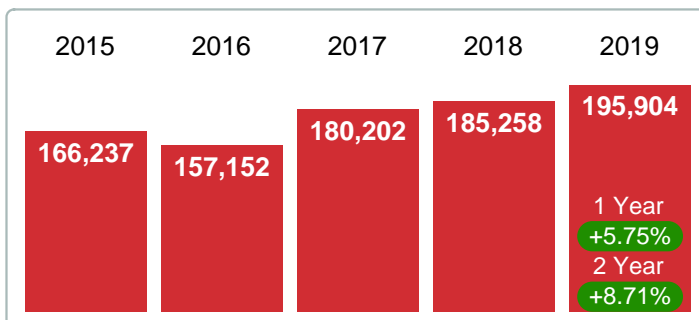
AVERAGE SOLD PRICE AT CLOSING

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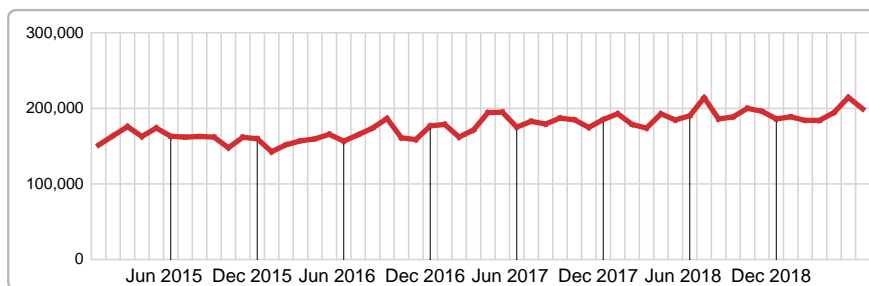
JUNE



YEAR TO DATE (YTD)

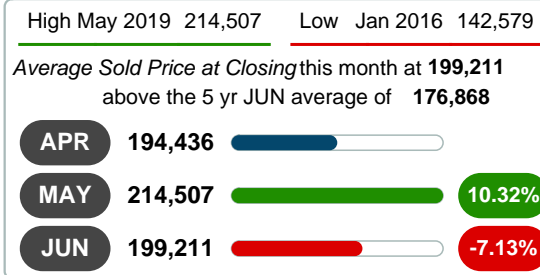


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 176,868



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	6.92%	57,333	46,833	62,500	62,750	0
\$75,001 - \$125,000	13.85%	98,089	94,000	98,225	100,000	0
\$125,001 - \$150,000	5.38%	139,813	0	140,449	0	136,000
\$150,001 - \$200,000	32.31%	171,452	0	169,405	175,145	197,995
\$200,001 - \$250,000	18.46%	223,056	0	224,950	220,217	224,000
\$250,001 - \$325,000	12.31%	280,256	0	275,940	278,440	320,000
\$325,001 and up	10.77%	399,907	0	444,250	382,170	0
Average Sold Price		199,211	58,625	176,563	251,548	220,999
Total Closed Units	100%	130	4	78	42	6
Total Closed Volume		25,897,435	234.50K	13.77M	10.56M	1.33M

June 2019



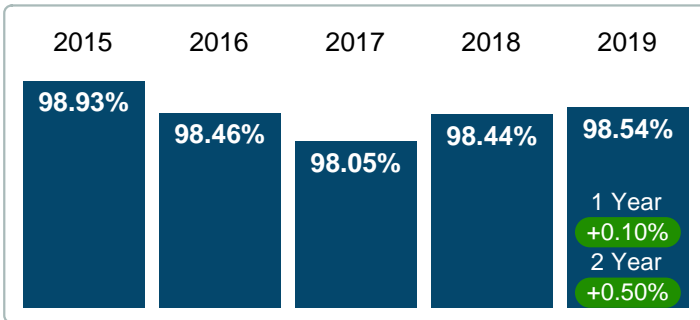
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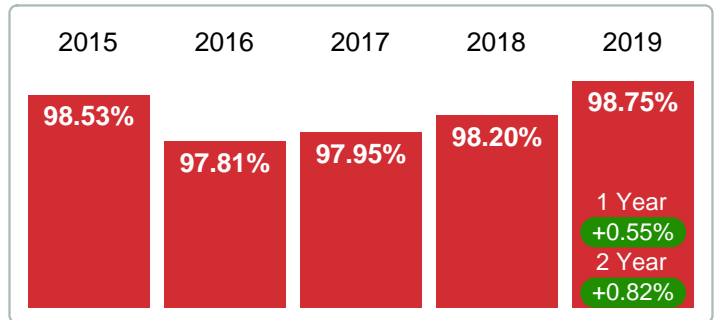
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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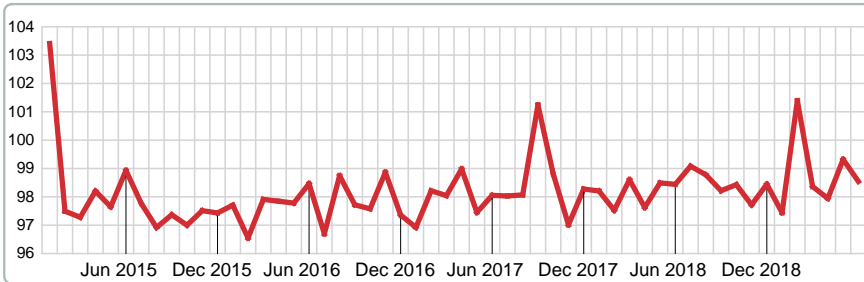
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 98.49%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **98.54%**
above the 5 yr JUN average of **98.49%**



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	9	6.92%	95.05%	91.65%	96.86%	96.55%	0.00%
\$75,001 - \$125,000	18	13.85%	96.71%	94.09%	97.49%	86.96%	0.00%
\$125,001 - \$150,000	7	5.38%	99.04%	0.00%	99.18%	0.00%	98.19%
\$150,001 - \$200,000	42	32.31%	99.32%	0.00%	99.31%	99.28%	100.11%
\$200,001 - \$250,000	24	18.46%	98.79%	0.00%	98.78%	99.01%	98.16%
\$250,001 - \$325,000	16	12.31%	99.32%	0.00%	99.89%	99.27%	96.97%
\$325,001 and up	14	10.77%	99.24%	0.00%	99.48%	99.14%	0.00%
Average Sold/List Ratio		98.50%		92.26%	98.77%	98.76%	98.29%
Total Closed Units	130	100%	98.50%	4	78	42	6
Total Closed Volume	25,897,435			234.50K	13.77M	10.56M	1.33M

June 2019



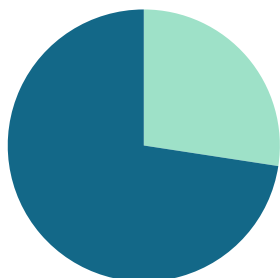
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MARKET SUMMARY

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INVENTORY

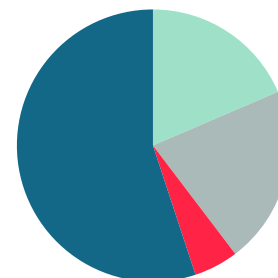


Inventory
 New Listings
156 = 27.42%
 Start Inventory
413
 Total Inventory Units
569
 Volume
\$133,952,575

Market Activity

Closed Sales
130 = 18.54%
 Pending Sales
148 = 21.11%
 Other Off Market
37 = 5.28%
 Active Inventory
386 = 55.06%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	139	130	-6.47%	616	669	8.60%
Pending Sales	101	148	46.53%	669	769	14.95%
New Listings	198	156	-21.21%	1,022	1,071	4.79%
Average List Price	192,846	201,521	4.50%	188,641	198,350	5.15%
Average Sale Price	190,202	199,211	4.74%	185,258	195,904	5.75%
Average Percent of Selling Price to List Price	98.44%	98.54%	0.10%	98.20%	98.75%	0.55%
Average Days on Market to Sale	45.21	39.40	-12.85%	45.32	47.06	3.83%
Monthly Inventory	434	386	-11.06%	434	386	-11.06%
Months Supply of Inventory	4.09	3.51	-14.29%	4.09	3.51	-14.29%

Absorption: Last 12 months, an Average of **110** Sales/Month

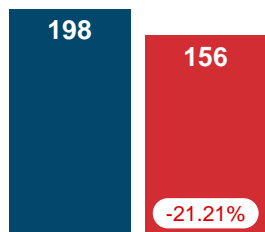
Inventory on June 30, 2019 = **386**

2018 **2019**

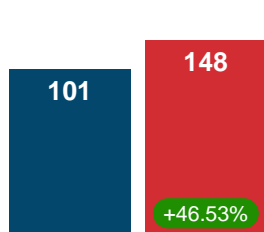
JUNE MARKET

AVERAGE PRICES

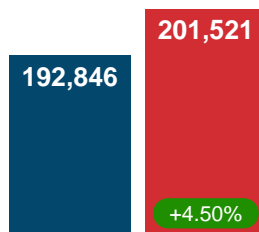
New Listings



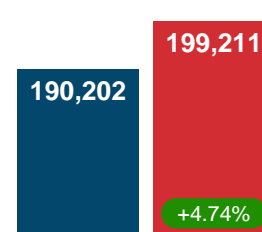
Pending Listings



List Price



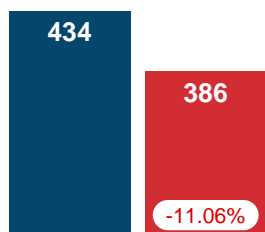
Sale Price



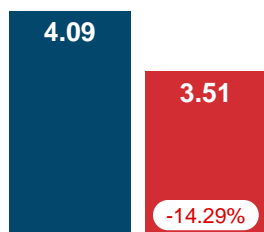
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

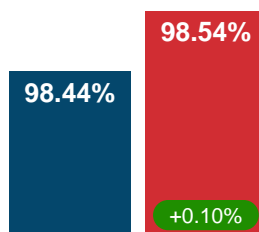
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

