

# March 2019



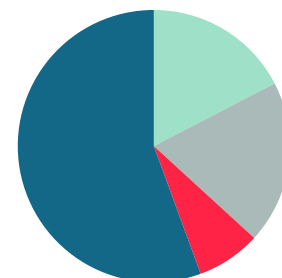
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	116	112	-3.45%
Pending Listings	117	125	6.84%
New Listings	146	183	25.34%
Average List Price	175,693	186,693	6.26%
Average Sale Price	173,837	184,083	5.89%
Average Percent of Selling Price to List Price	98.60%	98.36%	-0.24%
Average Days on Market to Sale	40.55	55.11	35.89%
End of Month Inventory	381	358	-6.04%
Months Supply of Inventory	3.59	3.40	-5.14%



■ Closed (17.39%)  
■ Pending (19.41%)  
■ Other OffMarket (7.61%)  
■ Active (55.59%)

**Absorption:** Last 12 months, an Average of **105** Sales/Month  
**Active Inventory** as of March 31, 2019 = **358**

### Analysis Wrap-Up

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

The total housing inventory at the end of March 2019 decreased **6.04%** to 358 existing homes available for sale. Over the last 12 months this area has had an average of 105 closed sales per month. This represents an unsold inventory index of **3.40** 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 **5.89%** in March 2019 to \$184,083 versus the previous year at \$173,837.

#### Average Days on Market Lengthens

The average number of **55.11** days that homes spent on the market before selling increased by 14.56 days or **35.89%** in March 2019 compared to last year's same month at **40.55** DOM.

#### Sales Success for March 2019 is Positive

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

There were 183 New Listings in March 2019, up **25.34%** from last year at 146. Furthermore, there were 112 Closed Listings this month versus last year at 116, a **-3.45%** decrease.

Closed versus Listed trends yielded a **61.2%** ratio, down from previous year's, March 2018, at **79.5%**, a **22.97%** downswing. 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®

Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.

# March 2019



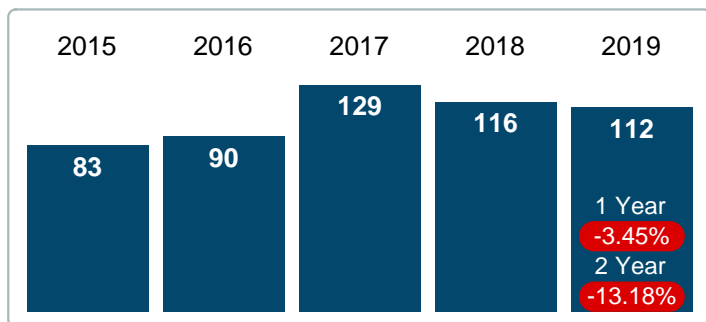
Area Delimited by County Of Wagoner - Residential Property Type



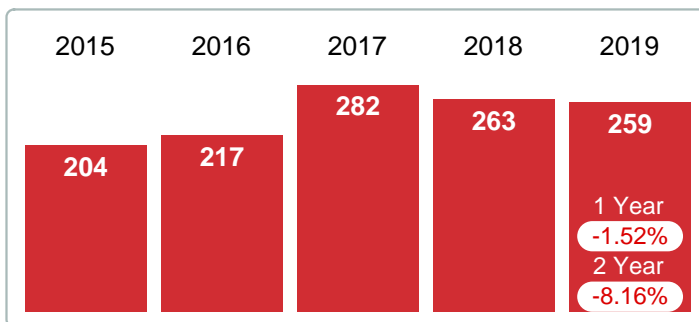
## CLOSED LISTINGS

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

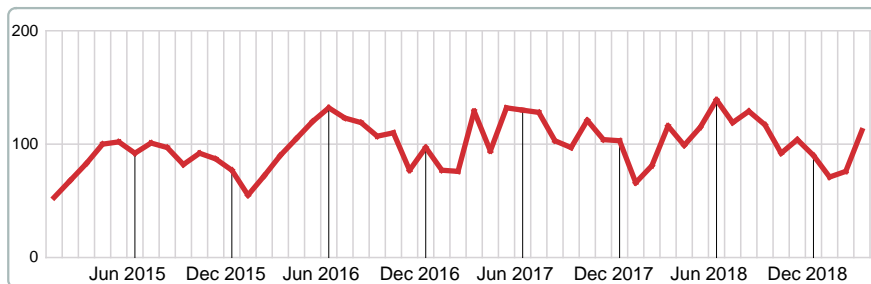
### MARCH



### YEAR TO DATE (YTD)

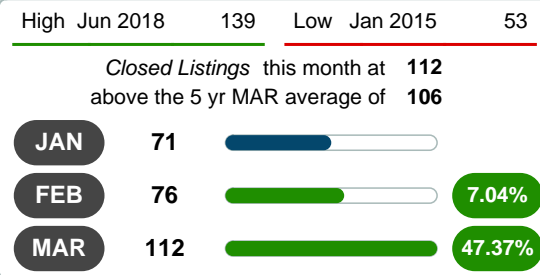


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 106



### 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	10	8.93%	45.3	2	8	0	0
\$75,001 - \$125,000	14	12.50%	47.7	1	12	1	0
\$125,001 - \$150,000	18	16.07%	35.2	0	16	2	0
\$150,001 - \$175,000	23	20.54%	47.9	1	19	3	0
\$175,001 - \$225,000	19	16.96%	73.7	0	10	9	0
\$225,001 - \$275,000	15	13.39%	65.8	0	7	8	0
\$275,001 and up	13	11.61%	71.4	0	5	7	1
<b>Total Closed Units</b>	<b>112</b>			<b>4</b>	<b>77</b>	<b>30</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>20,617,270</b>	<b>100%</b>	<b>55.1</b>	<b>298.80K</b>	<b>12.54M</b>	<b>7.27M</b>	<b>512.50K</b>
<b>Average Closed Price</b>	<b>\$184,083</b>			<b>\$74,700</b>	<b>\$162,852</b>	<b>\$242,212</b>	<b>\$512,500</b>

# March 2019



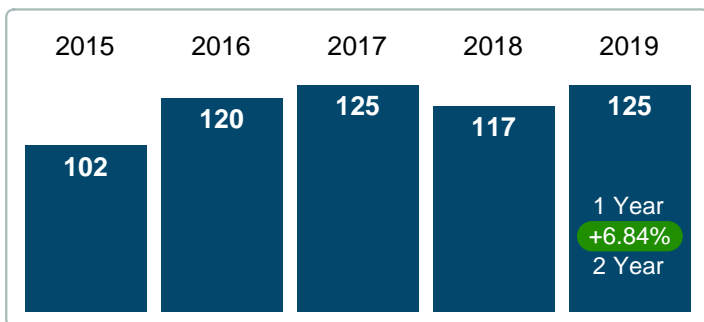
Area Delimited by County Of Wagoner - Residential Property Type



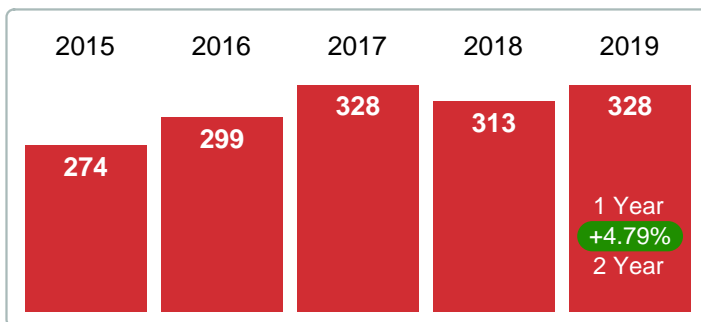
## PENDING LISTINGS

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

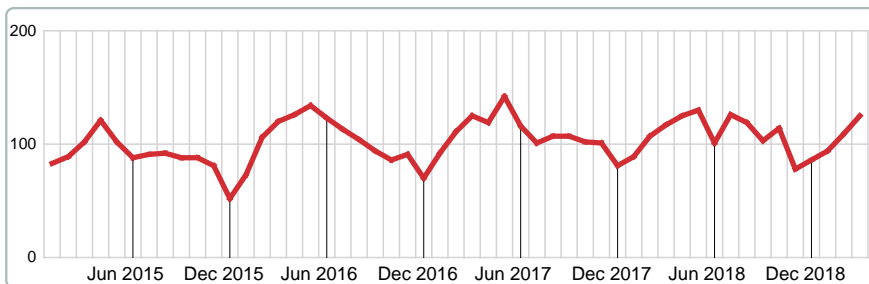
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 118

High May 2017 142 Low Dec 2015 52

Pending Listings this month at 125 above the 5 yr MAR average of 118

JAN	94	<div style="width: 80%;"></div>	
FEB	109	<div style="width: 92%;"></div>	15.96%
MAR	125	<div style="width: 106%;"></div>	14.68%

### 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	8	6.40%	64.3	1	6	1	0
\$50,001 - \$125,000	19	15.20%	39.1	2	16	1	0
\$125,001 - \$150,000	13	10.40%	21.5	1	12	0	0
\$150,001 - \$200,000	36	28.80%	46.7	0	29	7	0
\$200,001 - \$250,000	21	16.80%	44.2	0	8	12	1
\$250,001 - \$275,000	7	5.60%	26.3	0	4	3	0
\$275,001 and up	21	16.80%	44.1	0	10	11	0
<b>Total Pending Units</b>	<b>125</b>			<b>4</b>	<b>85</b>	<b>35</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>24,544,183</b>	<b>100%</b>	<b>42.1</b>	<b>348.30K</b>	<b>14.47M</b>	<b>9.51M</b>	<b>215.00K</b>
<b>Average Listing Price</b>	<b>\$196,353</b>			<b>\$87,075</b>	<b>\$170,218</b>	<b>\$271,781</b>	<b>\$215,000</b>

# March 2019



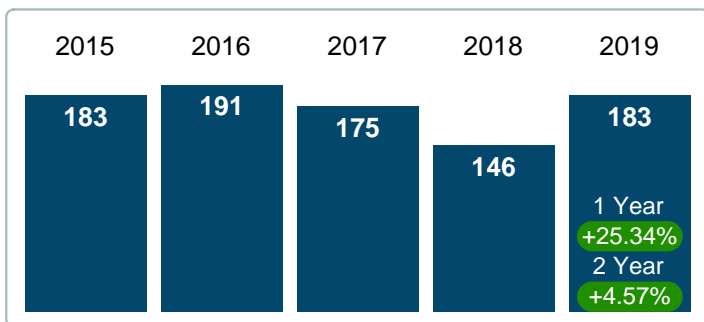
Area Delimited by County Of Wagoner - Residential Property Type



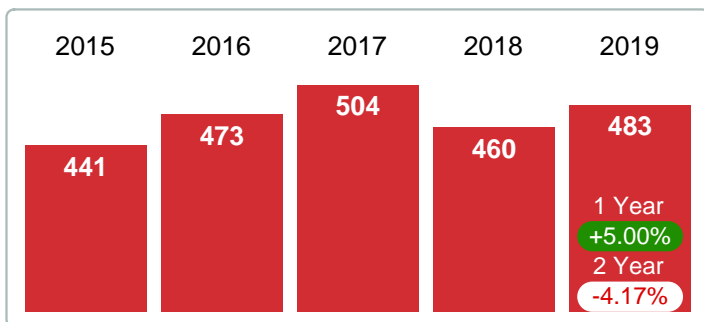
## NEW LISTINGS

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

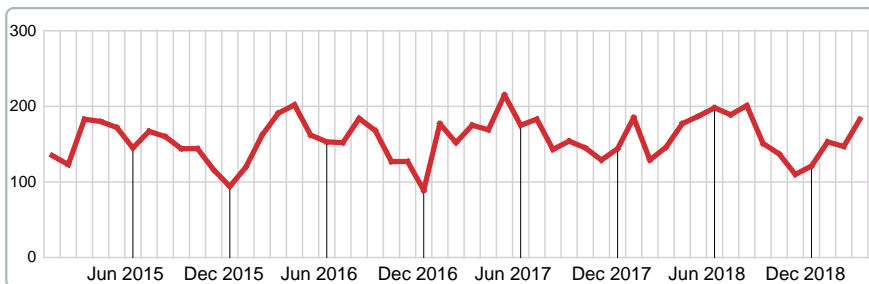
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 176

High May 2017 215 Low Dec 2016 89

New Listings this month at **183**  
above the 5 yr MAR average of **176**



### 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	7.65%	4	8	2	0
\$75,001 - \$125,000	19	10.38%	3	13	3	0
\$125,001 - \$150,000	25	13.66%	4	17	4	0
\$150,001 - \$200,000	50	27.32%	1	40	9	0
\$200,001 - \$250,000	27	14.75%	0	11	14	2
\$250,001 - \$325,000	25	13.66%	0	9	16	0
\$325,001 and up	23	12.57%	0	7	12	4
<b>Total New Listed Units</b>	<b>183</b>		<b>12</b>	<b>105</b>	<b>60</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>41,813,873</b>	<b>100%</b>	<b>1.25M</b>	<b>20.35M</b>	<b>18.33M</b>	<b>1.88M</b>
<b>Average New Listed Listing Price</b>	<b>\$221,161</b>		<b>\$104,308</b>	<b>\$193,834</b>	<b>\$305,431</b>	<b>\$313,950</b>

# March 2019



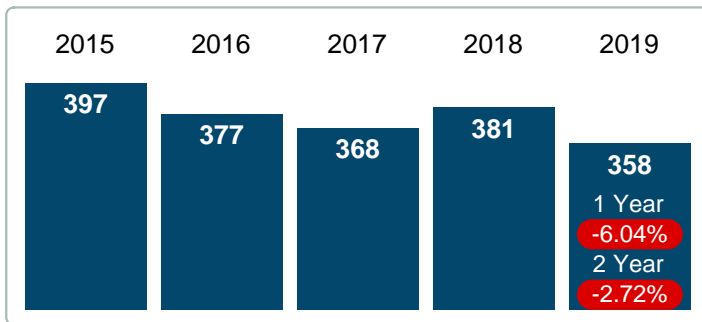
Area Delimited by County Of Wagoner - Residential Property Type



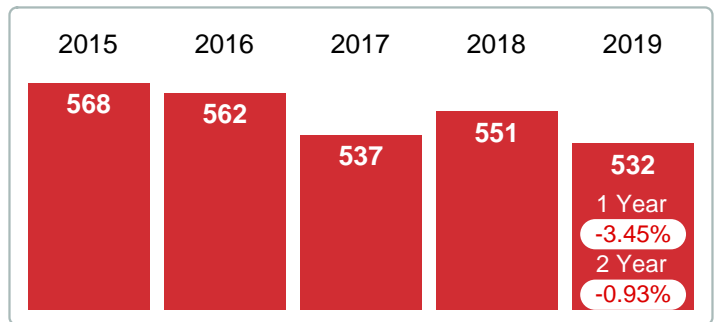
## ACTIVE INVENTORY

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

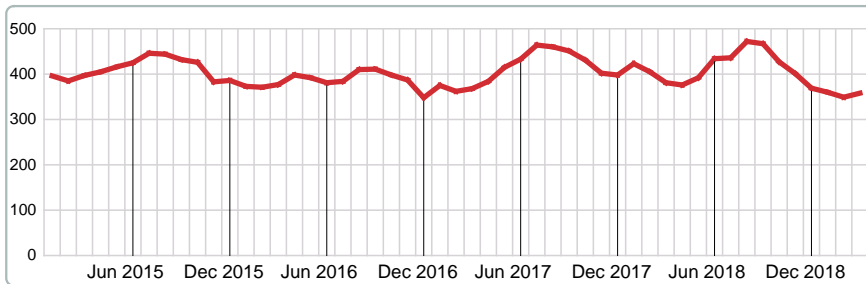
### END OF MARCH



### ACTIVE DURING MARCH

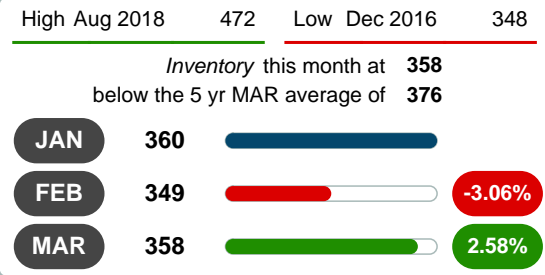


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 376



## 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	21	5.87%	38.2	11	8	2	0
\$75,001 - \$125,000	40	11.17%	76.3	9	23	8	0
\$125,001 - \$150,000	42	11.73%	53.8	4	29	8	1
\$150,001 - \$225,000	121	33.80%	58.1	5	78	36	2
\$225,001 - \$275,000	41	11.45%	69.4	1	26	13	1
\$275,001 - \$425,000	57	15.92%	68.8	2	20	30	5
\$425,001 and up	36	10.06%	68.9	0	9	20	7
<b>Total Active Inventory by Units</b>	<b>358</b>			<b>32</b>	<b>193</b>	<b>117</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>89,003,861</b>	<b>100%</b>	<b>62.5</b>	<b>3.77M</b>	<b>40.08M</b>	<b>35.71M</b>	<b>9.44M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$248,614</b>			<b>\$117,739</b>	<b>\$207,683</b>	<b>\$305,250</b>	<b>\$589,950</b>

# March 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 MARCH

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

### INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>358</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 MAR AVG = inf

High Mar 2019	inf	Low Mar 2019	inf
Months Supply this month at inf			
equal to 5 yr MAR average of inf			
JAN	inf		%
FEB	inf		%
MAR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	21	5.87%	3.45	5.28	2.13	12.00	0.00
\$75,001 - \$125,000	40	11.17%	2.84	10.80	2.06	3.84	0.00
\$125,001 - \$150,000	42	11.73%	2.63	6.00	2.12	5.05	12.00
\$150,001 - \$225,000	121	33.80%	2.82	30.00	2.56	3.13	2.67
\$225,001 - \$275,000	41	11.45%	3.59	12.00	4.88	2.26	4.00
\$275,001 - \$425,000	57	15.92%	4.82	24.00	8.28	3.64	4.62
\$425,001 and up	36	10.06%	12.00	0.00	7.71	13.33	21.00
Market Supply of Inventory (MSI)			3.40	8.17	2.84	3.79	6.19
Total Active Inventory by Units		100%	358	32	193	117	16

# March 2019



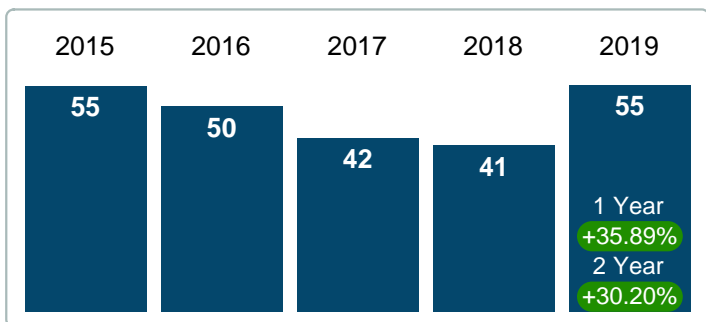
Area Delimited by County Of Wagoner - Residential Property Type



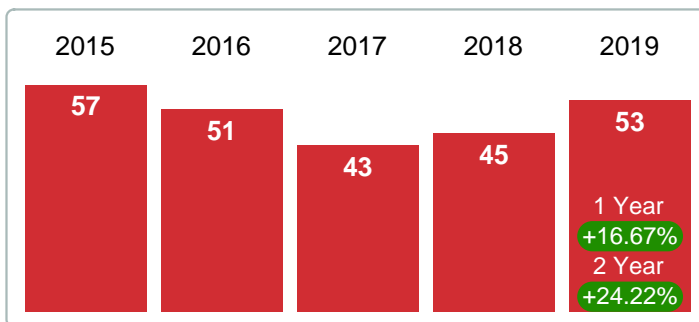
## AVERAGE DAYS ON MARKET TO SALE

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

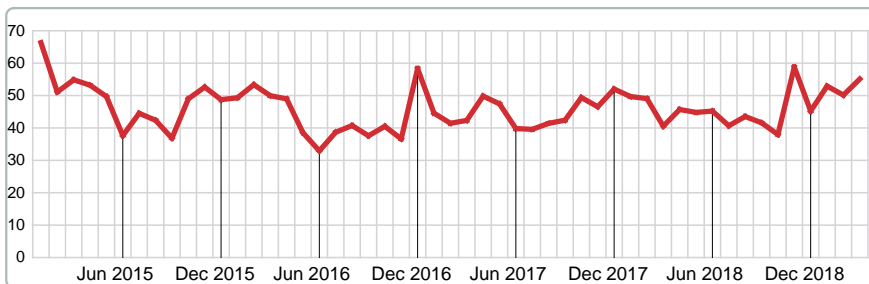
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 49

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 55 above the 5 yr MAR 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
\$75,000 and less	8.93%	45	93	33	0	0
\$75,001 - \$125,000	12.50%	48	21	51	32	0
\$125,001 - \$150,000	16.07%	35	0	33	56	0
\$150,001 - \$175,000	20.54%	48	154	41	58	0
\$175,001 - \$225,000	16.96%	74	0	97	47	0
\$225,001 - \$275,000	13.39%	66	0	87	48	0
\$275,001 and up	11.61%	71	0	56	74	129
<b>Average Closed DOM</b>		<b>55</b>	<b>90</b>	<b>52</b>	<b>55</b>	<b>129</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>55</b>	<b>4</b>	<b>77</b>	<b>30</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>20,617,270</b>	<b>298.80K</b>	<b>12.54M</b>	<b>7.27M</b>	<b>512.50K</b>

# March 2019



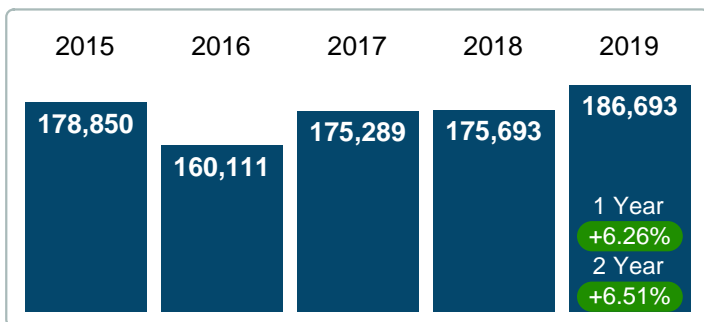
Area Delimited by County Of Wagoner - Residential Property Type



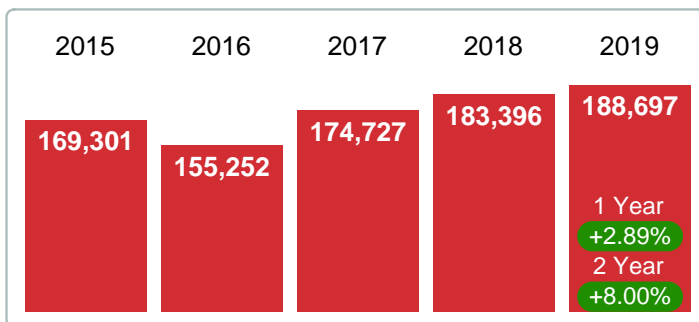
## AVERAGE LIST PRICE AT CLOSING

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

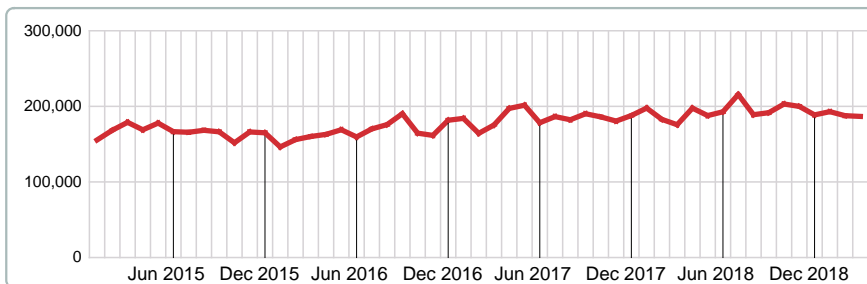
### MARCH



### YEAR TO DATE (YTD)

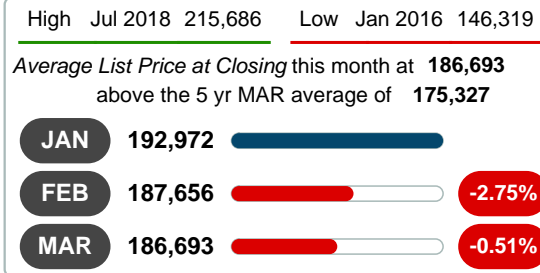


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 175,327



### 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	10	8.93%	49,860	30,500	54,700	0		
\$75,001 - \$125,000	12	10.71%	110,775	89,000	115,925	109,000		
\$125,001 - \$150,000	21	18.75%	141,079	0	141,435	145,000		
\$150,001 - \$175,000	20	17.86%	161,697	215,000	160,828	169,033		
\$175,001 - \$225,000	20	17.86%	200,774	0	201,854	205,327		
\$225,001 - \$275,000	16	14.29%	249,213	0	248,843	250,575		
\$275,001 and up	13	11.61%	375,556	0	345,065	375,400		
<b>Average List Price</b>		<b>186,693</b>		<b>91,250</b>	<b>164,067</b>	<b>246,215</b>	<b>525,000</b>	
<b>Total Closed Units</b>		<b>112</b>	<b>100%</b>	<b>186,693</b>	<b>4</b>	<b>77</b>	<b>30</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>20,909,615</b>			<b>365.00K</b>	<b>12.63M</b>	<b>7.39M</b>	<b>525.00K</b>



# March 2019



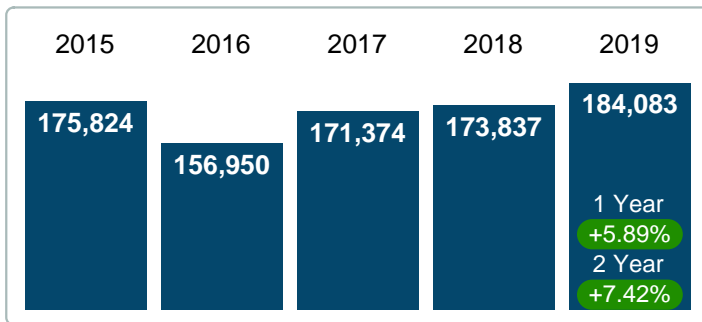
Area Delimited by County Of Wagoner - Residential Property Type



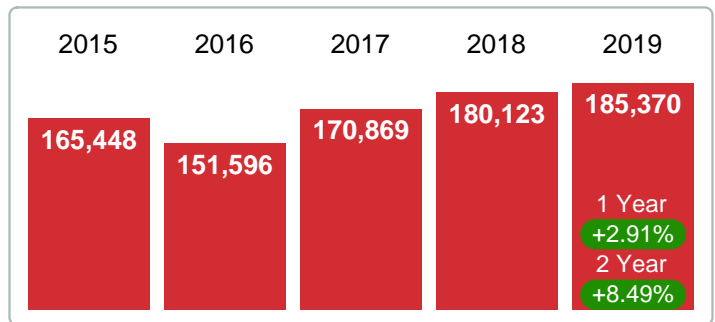
## AVERAGE SOLD PRICE AT CLOSING

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

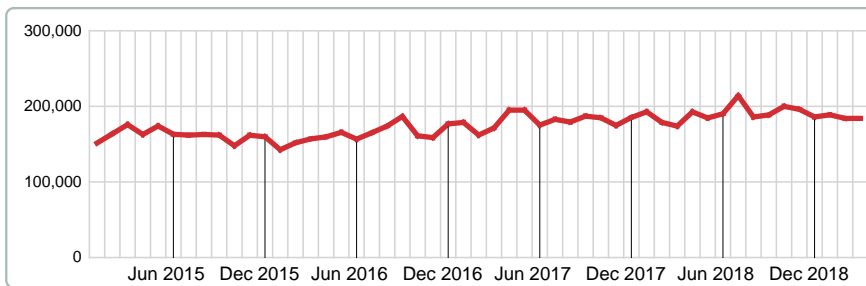
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

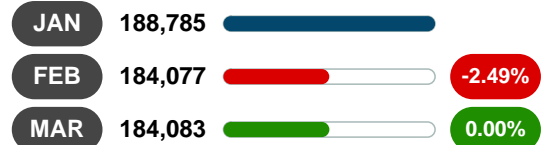


### 3 MONTHS

5 year MAR AVG = 172,413

High Jul 2018 214,041 Low Jan 2016 142,579

Average Sold Price at Closing this month at **184,083** above the 5 yr MAR average of **172,413**



### 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	8.93%	46,630	27,400	51,438	0	0
\$75,001 - \$125,000	12.50%	111,500	89,000	113,283	112,600	0
\$125,001 - \$150,000	16.07%	141,426	0	141,167	143,500	0
\$150,001 - \$175,000	20.54%	161,185	155,000	160,592	167,000	0
\$175,001 - \$225,000	16.96%	201,352	0	199,124	203,827	0
\$225,001 - \$275,000	13.39%	247,913	0	248,771	247,163	0
\$275,001 and up	11.61%	368,667	0	345,235	364,857	512,500
<b>Average Sold Price</b>		<b>184,083</b>	<b>74,700</b>	<b>162,852</b>	<b>242,212</b>	<b>512,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>184,083</b>	<b>4</b>	<b>77</b>	<b>30</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>20,617,270</b>	<b>298.80K</b>	<b>12.54M</b>	<b>7.27M</b>	<b>512.50K</b>

# March 2019



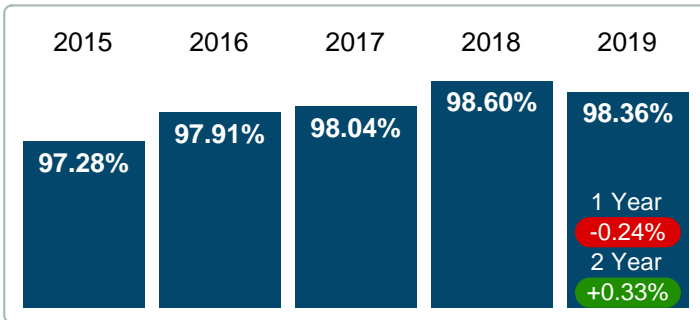
Area Delimited by County Of Wagoner - Residential Property Type



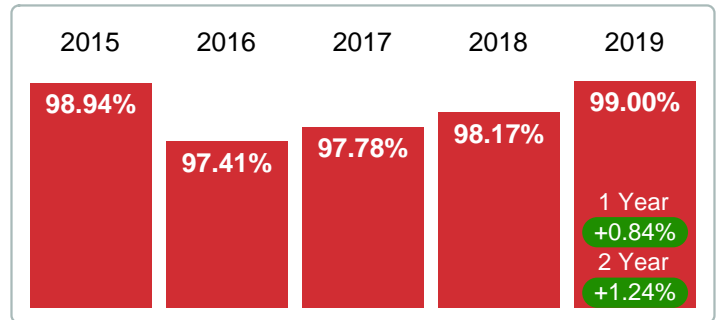
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

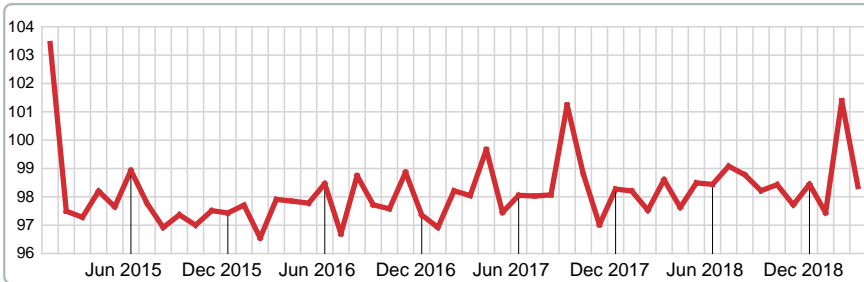
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

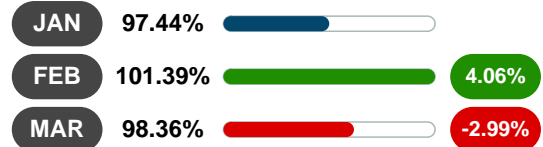


### 3 MONTHS

5 year MAR AVG = 98.04%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **98.36%**  
equal to 5 yr MAR average of **98.04%**



### 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	10	8.93%	92.94%	90.80%	93.48%	0.00%	0.00%
\$75,001 - \$125,000	14	12.50%	98.24%	100.00%	97.67%	103.30%	0.00%
\$125,001 - \$150,000	18	16.07%	99.73%	0.00%	99.83%	98.94%	0.00%
\$150,001 - \$175,000	23	20.54%	98.52%	72.09%	99.86%	98.83%	0.00%
\$175,001 - \$225,000	19	16.96%	99.05%	0.00%	98.87%	99.26%	0.00%
\$225,001 - \$275,000	15	13.39%	99.30%	0.00%	100.03%	98.66%	0.00%
\$275,001 and up	13	11.61%	98.40%	0.00%	99.92%	97.44%	97.62%
Average Sold/List Ratio		98.40%		88.42%	98.74%	98.75%	97.62%
Total Closed Units		112	100%	4	77	30	1
Total Closed Volume		20,617,270		298.80K	12.54M	7.27M	512.50K

# March 2019



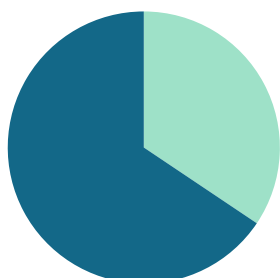
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

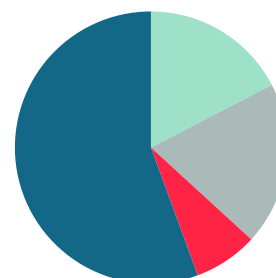


**Inventory**  
 New Listings  
**183 = 34.40%**  
 Start Inventory  
**349**  
 Total Inventory Units  
**532**  
 Volume  
**\$130,104,483**

### Market Activity

Closed Sales  
**112 = 17.39%**  
 Pending Sales  
**125 = 19.41%**  
 Other Off Market  
**49 = 7.61%**  
 Active Inventory  
**358 = 55.59%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	116	112	-3.45%	263	259	-1.52%
Pending Sales	117	125	6.84%	313	328	4.79%
New Listings	146	183	25.34%	460	483	5.00%
Average List Price	175,693	186,693	6.26%	183,396	188,697	2.89%
Average Sale Price	173,837	184,083	5.89%	180,123	185,370	2.91%
Average Percent of Selling Price to List Price	98.60%	98.36%	-0.24%	98.17%	99.00%	0.84%
Average Days on Market to Sale	40.55	55.11	35.89%	45.47	53.05	16.67%
Monthly Inventory	381	358	-6.04%	381	358	-6.04%
Months Supply of Inventory	3.59	3.40	-5.14%	3.59	3.40	-5.14%

**Absorption:** Last 12 months, an Average of **105** Sales/Month

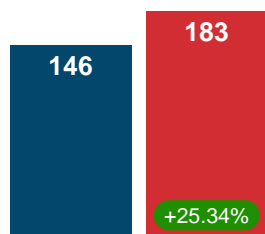
**Inventory** on March 31, 2019 = **358**

**2018** **2019**

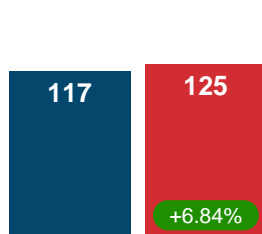
### MARCH MARKET

### AVERAGE PRICES

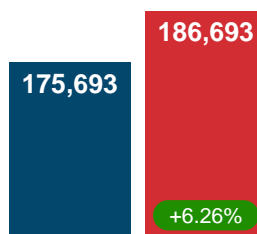
#### New Listings



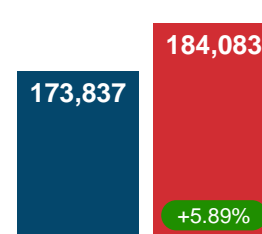
#### Pending Listings



#### List Price



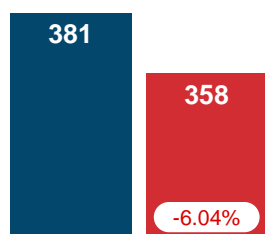
#### Sale Price



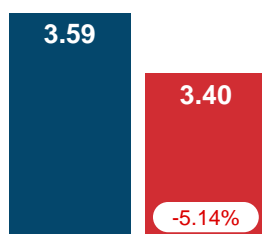
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

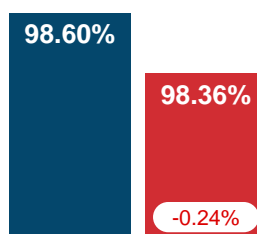
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

