

# March 2019



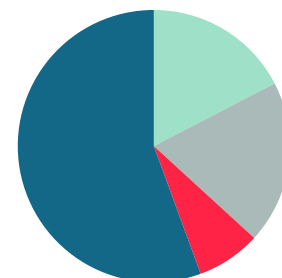
Area Delimited by County Of Wagoner - Residential Property Type



## 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%
Median List Price	159,838	163,950	2.57%
Median Sale Price	160,188	161,328	0.71%
Median Percent of Selling Price to List Price	99.60%	100.00%	0.40%
Median Days on Market to Sale	22.50	35.00	55.56%
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.

#### 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 **0.71%** in March 2019 to \$161,328 versus the previous year at \$160,188.

#### Median Days on Market Lengthens

The median number of **35.00** days that homes spent on the market before selling increased by 12.50 days or **55.56%** in March 2019 compared to last year's same month at **22.50** DOM.

#### Sales Success for March 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 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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



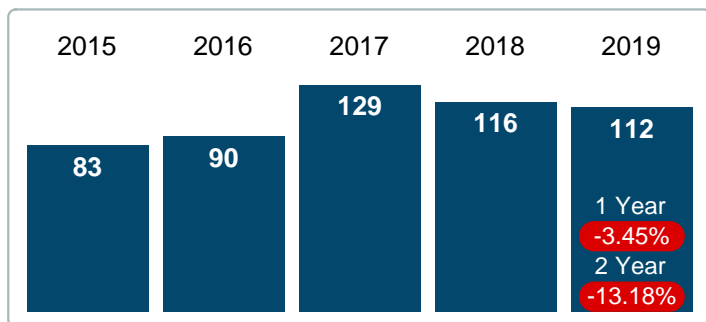
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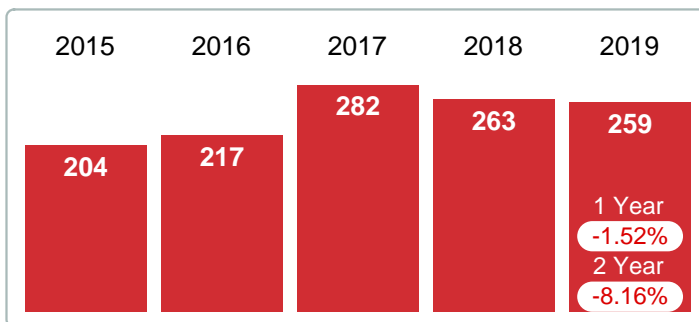
## CLOSED LISTINGS

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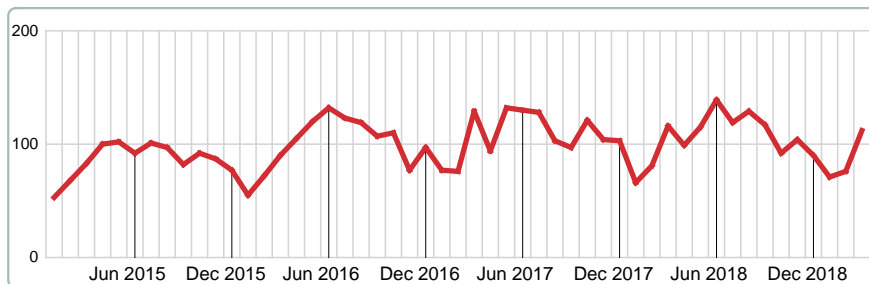
### MARCH



### YEAR TO DATE (YTD)

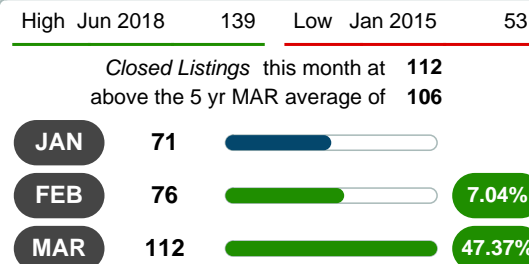


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 106



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	8.93%	21.0	2	8	0	0
\$75,001 - \$125,000	14	12.50%	13.5	1	12	1	0
\$125,001 - \$150,000	18	16.07%	16.5	0	16	2	0
\$150,001 - \$175,000	23	20.54%	18.0	1	19	3	0
\$175,001 - \$225,000	19	16.96%	68.0	0	10	9	0
\$225,001 - \$275,000	15	13.39%	51.0	0	7	8	0
\$275,001 and up	13	11.61%	50.0	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>35.0</b>	<b>298.80K</b>	<b>12.54M</b>	<b>7.27M</b>	<b>512.50K</b>
<b>Median Closed Price</b>	<b>\$161,328</b>			<b>\$59,250</b>	<b>\$155,000</b>	<b>\$224,074</b>	<b>\$512,500</b>

# March 2019



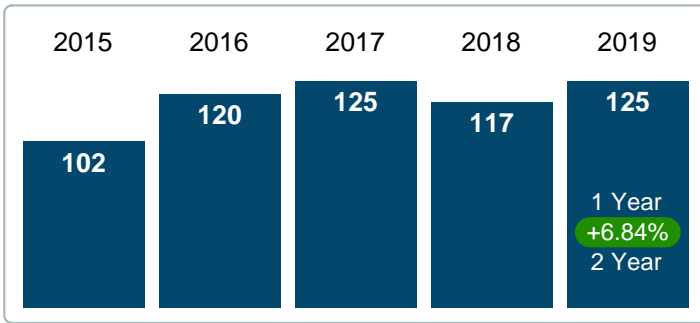
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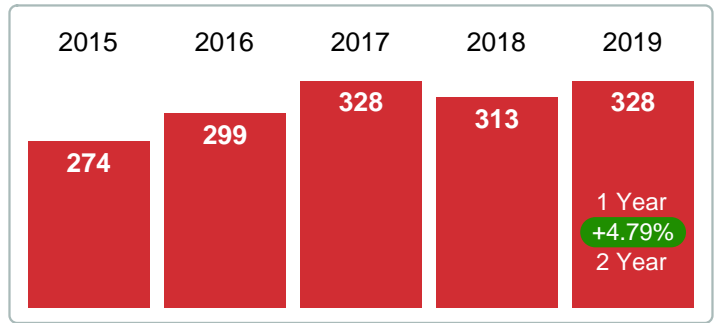
## PENDING LISTINGS

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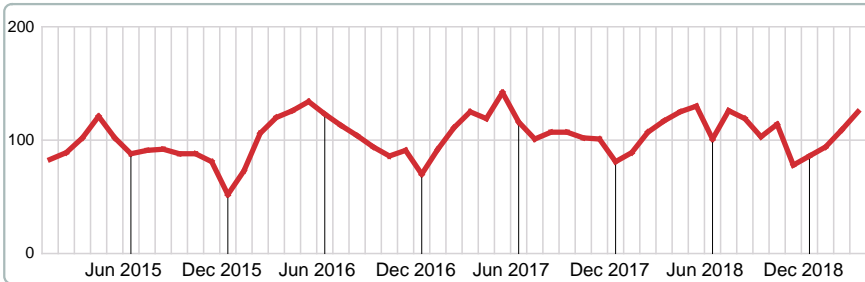
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

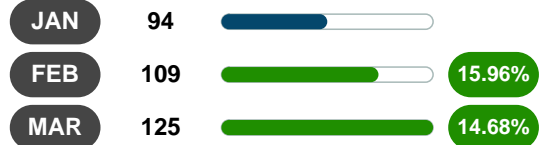


### 3 MONTHS

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



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	6.40%	50.0	1	6	1	0
\$50,001 - \$125,000	19	15.20%	20.0	2	16	1	0
\$125,001 - \$150,000	13	10.40%	7.0	1	12	0	0
\$150,001 - \$200,000	36	28.80%	35.0	0	29	7	0
\$200,001 - \$250,000	21	16.80%	30.0	0	8	12	1
\$250,001 - \$275,000	7	5.60%	20.0	0	4	3	0
\$275,001 and up	21	16.80%	19.0	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>22.0</b>	<b>348.30K</b>	<b>14.47M</b>	<b>9.51M</b>	<b>215.00K</b>
<b>Median Listing Price</b>	<b>\$178,900</b>			<b>\$84,700</b>	<b>\$165,000</b>	<b>\$230,000</b>	<b>\$215,000</b>

# March 2019



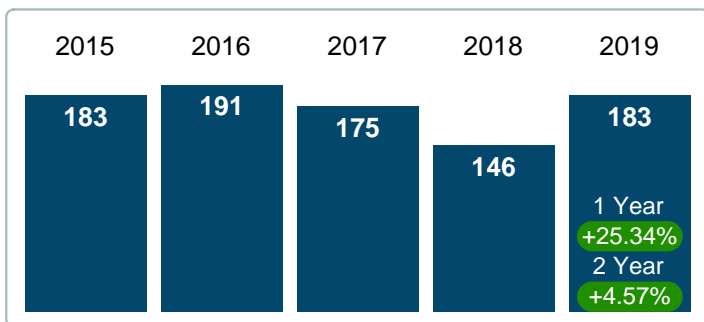
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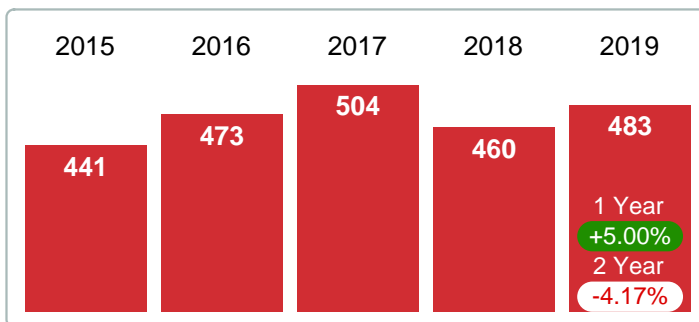
## NEW LISTINGS

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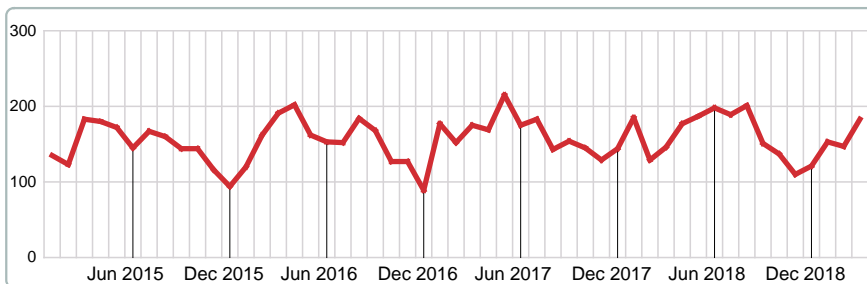
### MARCH



### 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**

- JAN 153
- FEB 147 (-3.92%)
- MAR 183 (24.49%)

### 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>Median New Listed Listing Price</b>	<b>\$179,999</b>		<b>\$102,450</b>	<b>\$164,148</b>	<b>\$244,000</b>	<b>\$346,950</b>

# March 2019



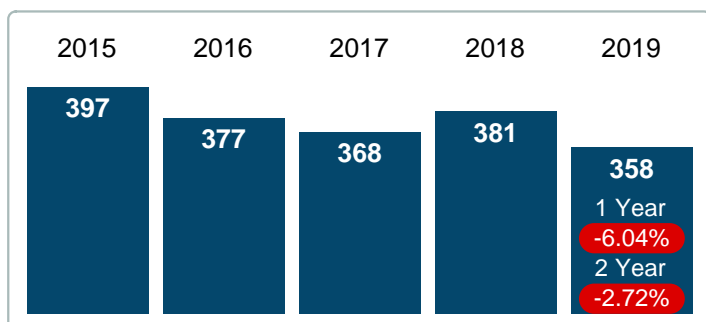
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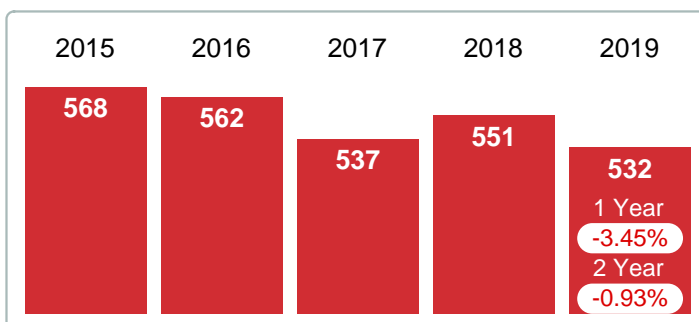
## ACTIVE INVENTORY

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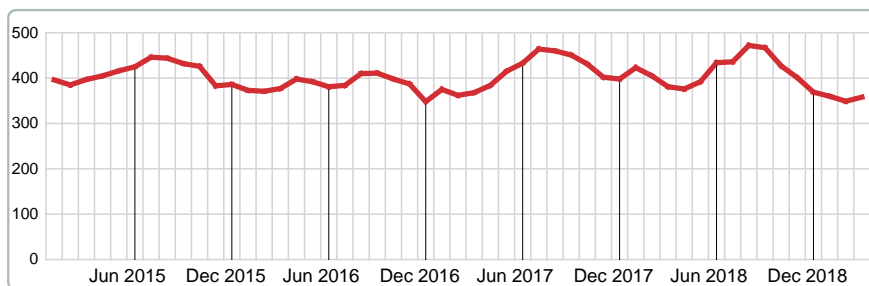
### END OF MARCH



### ACTIVE DURING MARCH

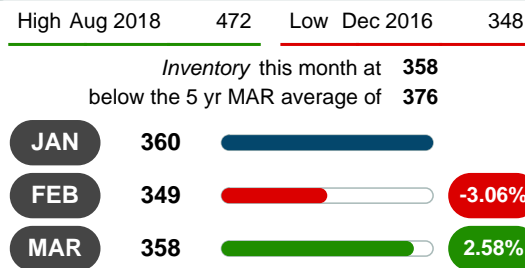


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 376



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	21	5.87%	34.0	11	8	2	0	
\$75,001 - \$125,000	40	11.17%	63.5	9	23	8	0	
\$125,001 - \$150,000	42	11.73%	33.0	4	29	8	1	
\$150,001 - \$225,000	121	33.80%	46.0	5	78	36	2	
\$225,001 - \$275,000	41	11.45%	48.0	1	26	13	1	
\$275,001 - \$425,000	57	15.92%	53.0	2	20	30	5	
\$425,001 and up	36	10.06%	50.0	0	9	20	7	
Total Active Inventory by Units		358		32	193	117	16	
Total Active Inventory by Volume		89,003,861	100%	48.0	3.77M	40.08M	35.71M	9.44M
Median Active Inventory Listing Price		\$191,950			\$102,450	\$175,000	\$245,000	\$373,500

# 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 <b>inf</b> equal to 5 yr MAR average of <b>inf</b>			
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



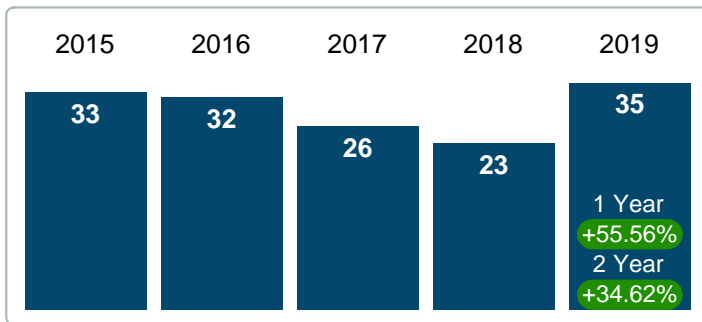
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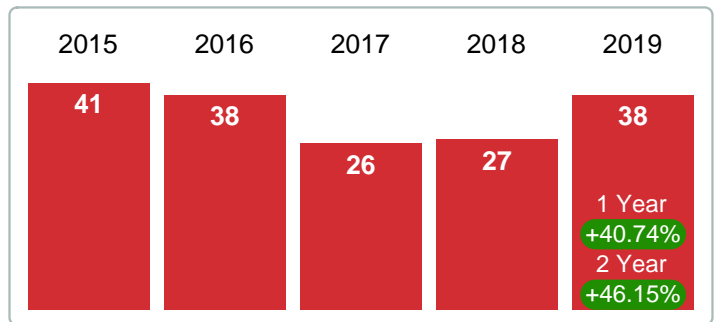
## MEDIAN DAYS ON MARKET TO SALE

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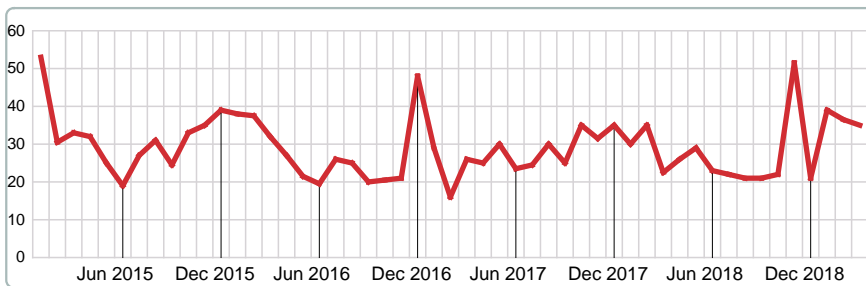
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

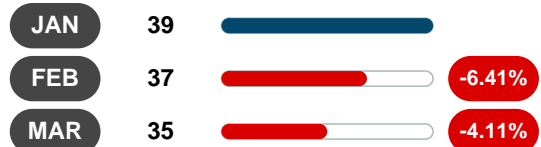


### 3 MONTHS

5 year MAR AVG = 30

High Jan 2015 53 Low Feb 2017 16

Median Days on Market to Sale this month at 35 above the 5 yr MAR average of 30



### 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
\$75,000 and less	8.93%	21	93	21	0	0
\$75,001 - \$125,000	12.50%	14	21	5	32	0
\$125,001 - \$150,000	16.07%	17	0	17	56	0
\$150,001 - \$175,000	20.54%	18	154	18	7	0
\$175,001 - \$225,000	16.96%	68	0	101	38	0
\$225,001 - \$275,000	13.39%	51	0	77	32	0
\$275,001 and up	11.61%	50	0	38	97	129
Median Closed DOM		35	88	33	35	129
Total Closed Units	100%	35.0	4	77	30	1
Total Closed Volume		20,617,270	298.80K	12.54M	7.27M	512.50K

# March 2019



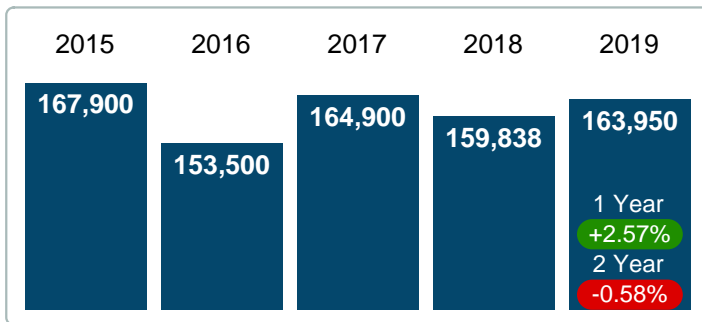
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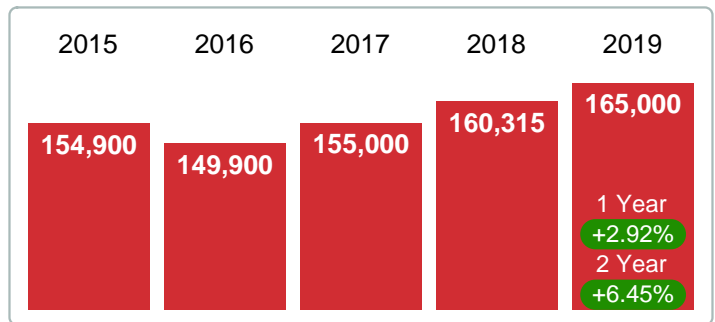
## MEDIAN LIST PRICE AT CLOSING

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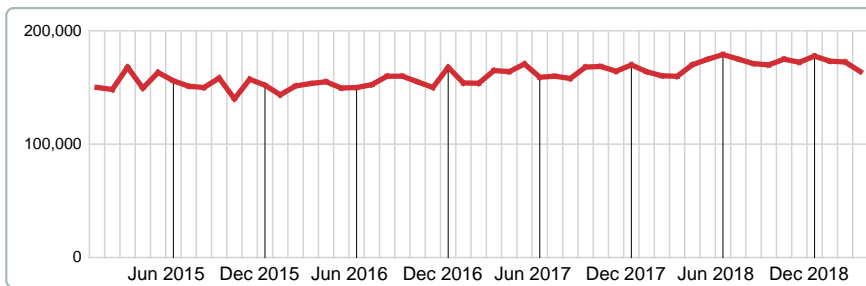
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

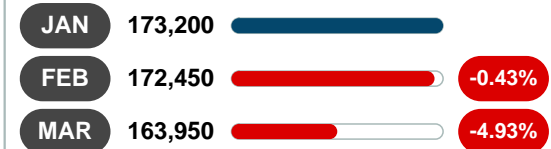


### 3 MONTHS

5 year MAR AVG = 162,018

High Jun 2018 179,000 Low Oct 2015 140,000

Median List Price at Closing this month at **163,950**  
above the 5 yr MAR average of **162,018**



### 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
\$75,000 and less	10	8.93%	41,700	30,500	55,500	0	0
\$75,001 - \$125,000	12	10.71%	111,700	89,000	116,700	109,000	0
\$125,001 - \$150,000	21	18.75%	142,000	0	142,000	145,000	0
\$150,001 - \$175,000	20	17.86%	161,778	0	160,343	164,050	0
\$175,001 - \$225,000	20	17.86%	205,505	215,000	199,226	207,250	0
\$225,001 - \$275,000	16	14.29%	249,950	0	245,000	255,000	0
\$275,001 and up	13	11.61%	350,000	0	309,750	379,750	525,000
Median List Price			163,950	62,000	154,900	226,750	525,000
Total Closed Units		100%	163,950	4	77	30	1
Total Closed Volume			20,909,615	365.00K	12.63M	7.39M	525.00K



# March 2019



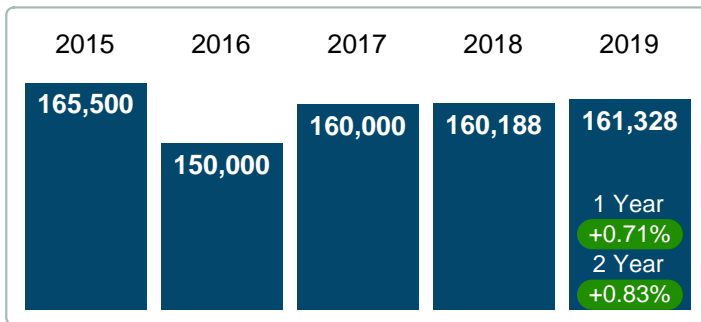
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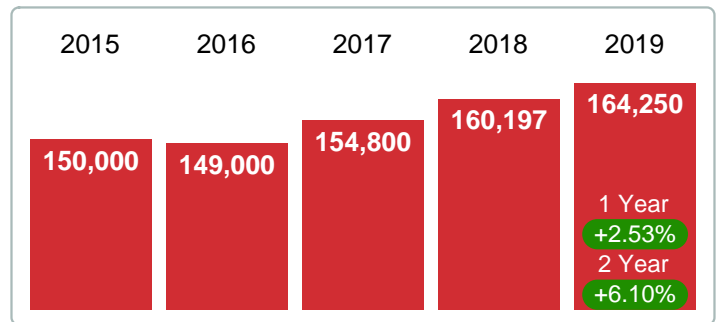
## MEDIAN SOLD PRICE AT CLOSING

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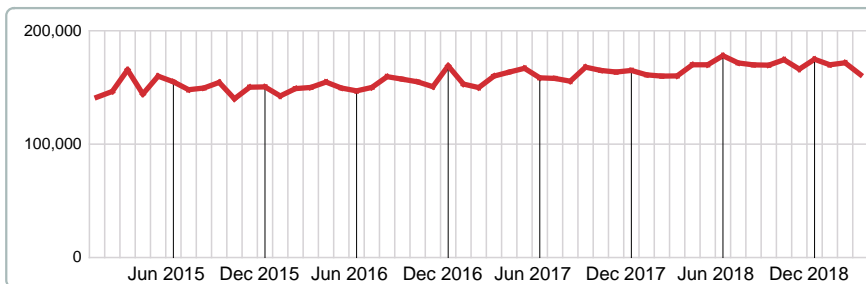
### MARCH



### YEAR TO DATE (YTD)

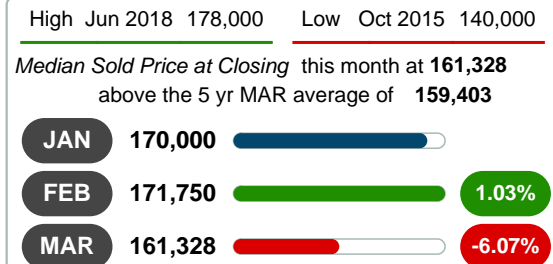


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 159,403



### 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
\$75,000 and less	8.93%	40,750	27,400	52,000	0	0
\$75,001 - \$125,000	12.50%	114,250	89,000	117,250	112,600	0
\$125,001 - \$150,000	16.07%	142,788	0	142,788	143,500	0
\$150,001 - \$175,000	20.54%	160,000	155,000	160,000	164,000	0
\$175,001 - \$225,000	16.96%	206,510	0	202,868	210,000	0
\$225,001 - \$275,000	13.39%	250,000	0	250,000	249,950	0
\$275,001 and up	11.61%	350,000	0	330,000	365,000	512,500
<b>Median Sold Price</b>		<b>161,328</b>	<b>59,250</b>	<b>155,000</b>	<b>224,074</b>	<b>512,500</b>
<b>Total Closed Units</b>	<b>100%</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>298.80K</b>	<b>12.54M</b>	<b>7.27M</b>	<b>512.50K</b>

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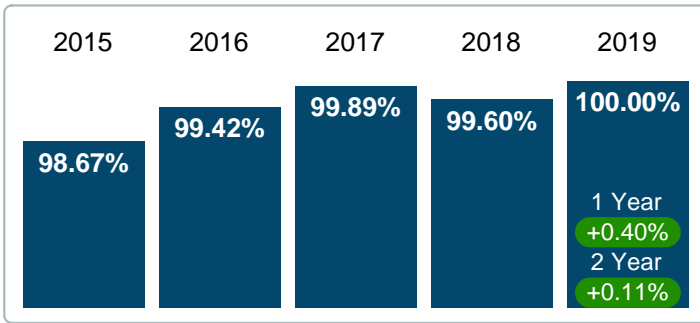
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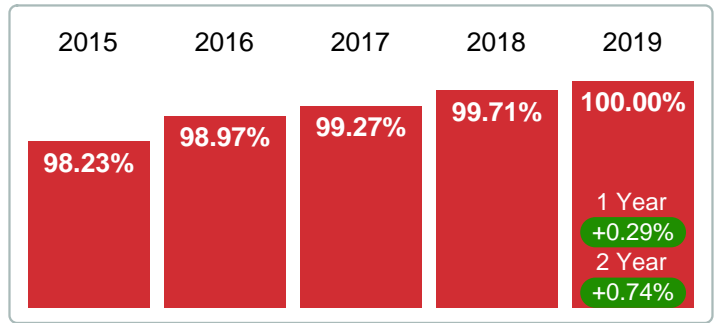
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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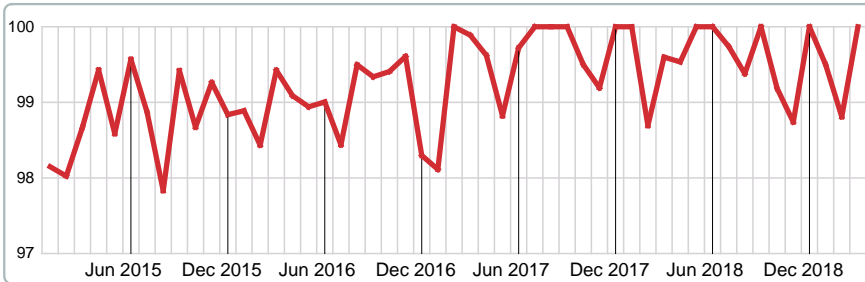
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

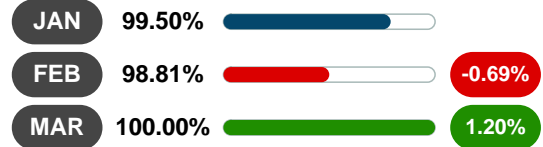


### 3 MONTHS

5 year MAR AVG = 99.52%

High Mar 2019 100.00% Low Aug 2015 97.83%

Median Sold/List Ratio this month at **100.00%**  
equal to 5 yr MAR average of **99.52%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	8.93%	93.84%	90.80%	93.84%	0.00%	0.00%
\$75,001 - \$125,000	14	12.50%	100.00%	100.00%	99.23%	103.30%	0.00%
\$125,001 - \$150,000	18	16.07%	100.00%	0.00%	100.00%	98.94%	0.00%
\$150,001 - \$175,000	23	20.54%	100.00%	72.09%	100.00%	98.06%	0.00%
\$175,001 - \$225,000	19	16.96%	100.00%	0.00%	100.00%	100.00%	0.00%
\$225,001 - \$275,000	15	13.39%	100.00%	0.00%	100.00%	99.39%	0.00%
\$275,001 and up	13	11.61%	100.00%	0.00%	100.00%	99.41%	97.62%
Median Sold/List Ratio		100.00%		90.80%	100.00%	99.79%	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



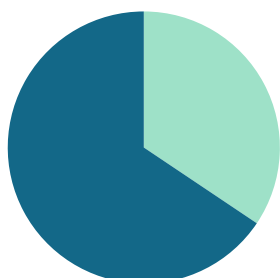
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

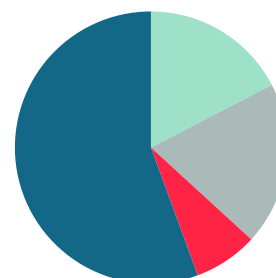


**Inventory**  
 New Listings  
**183 = 34.40%**  
 Start Inventory  
**349**  
 Total Inventory Units  
**532**  
 Volume  
**\$130,104,483**

### 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%
Median List Price	159,838	163,950	2.57%	160,315	165,000	2.92%
Median Sale Price	160,188	161,328	0.71%	160,197	164,250	2.53%
Median Percent of Selling Price to List Price	99.60%	100.00%	0.40%	99.71%	100.00%	0.29%
Median Days on Market to Sale	22.50	35.00	55.56%	27.00	38.00	40.74%
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

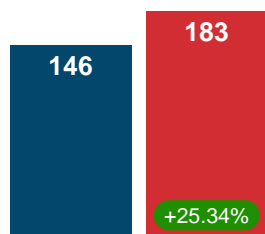
**Inventory** on March 31, 2019 = **358**

**2018** **2019**

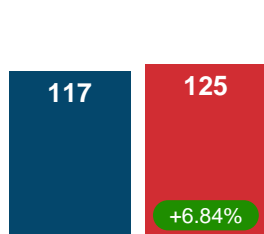
### MARCH MARKET

### MEDIAN PRICES

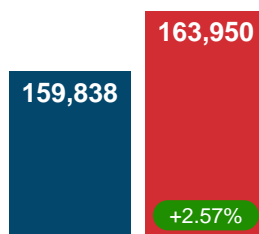
#### New Listings



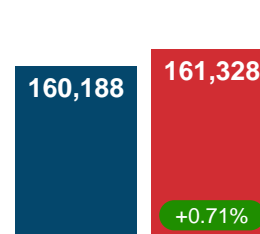
#### Pending Listings



#### List Price



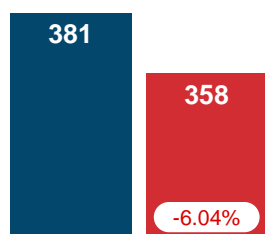
#### Sale Price



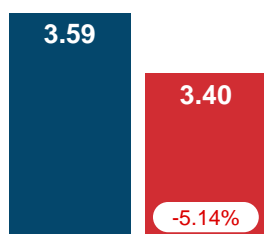
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

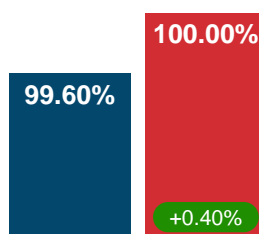
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

