

# November 2019



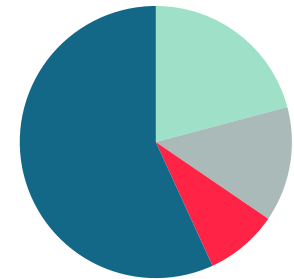
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	104	116	11.54%
Pending Listings	78	76	-2.56%
New Listings	110	101	-8.18%
Average List Price	199,930	206,263	3.17%
Average Sale Price	196,074	204,829	4.47%
Average Percent of Selling Price to List Price	97.72%	100.80%	3.15%
Average Days on Market to Sale	58.80	40.85	-30.52%
End of Month Inventory	401	316	-21.20%
Months Supply of Inventory	3.76	2.70	-28.11%



■ Closed (20.86%)  
■ Pending (13.67%)  
■ Other OffMarket (8.63%)  
■ Active (56.83%)

**Absorption:** Last 12 months, an Average of **117** Sales/Month  
**Active Inventory** as of November 30, 2019 = **316**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2019 decreased **21.20%** to 316 existing homes available for sale. Over the last 12 months this area has had an average of 117 closed sales per month. This represents an unsold inventory index of **2.70** 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 **4.47%** in November 2019 to \$204,829 versus the previous year at \$196,074.

#### Average Days on Market Shortens

The average number of **40.85** days that homes spent on the market before selling decreased by 17.94 days or **30.52%** in November 2019 compared to last year's same month at **58.80** DOM.

#### Sales Success for November 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 101 New Listings in November 2019, down **8.18%** from last year at 110. Furthermore, there were 116 Closed Listings this month versus last year at 104, a **11.54%** increase.

Closed versus Listed trends yielded a **114.9%** ratio, up from previous year's, November 2018, at **94.5%**, a **21.48%** 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

# November 2019



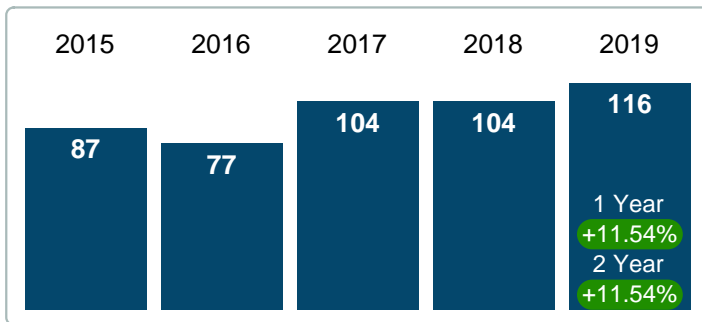
Area Delimited by County Of Wagoner - Residential Property Type



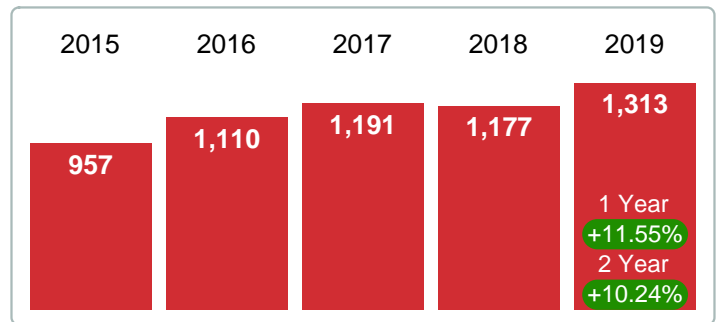
## CLOSED LISTINGS

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

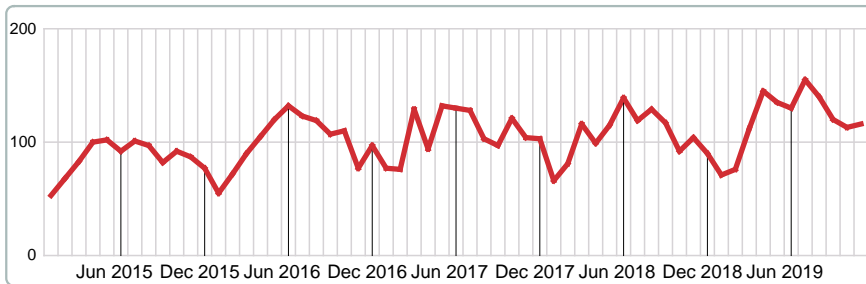
### NOVEMBER



### YEAR TO DATE (YTD)

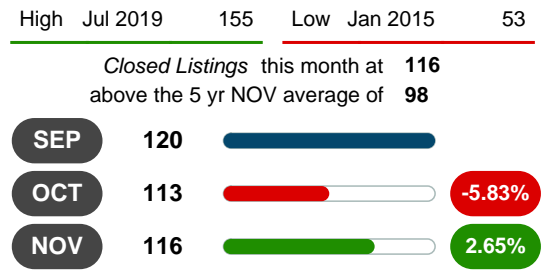


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 98



### 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	12	10.34%	58.6	5	5	2	0
\$75,001 - \$125,000	7	6.03%	21.1	1	6	0	0
\$125,001 - \$150,000	12	10.34%	48.3	1	10	1	0
\$150,001 - \$200,000	37	31.90%	38.8	0	28	9	0
\$200,001 - \$250,000	19	16.38%	53.4	0	13	6	0
\$250,001 - \$350,000	16	13.79%	34.1	1	5	8	2
\$350,001 and up	13	11.21%	24.1	0	3	5	5
<b>Total Closed Units</b>	<b>116</b>			<b>8</b>	<b>70</b>	<b>31</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>23,760,214</b>	<b>100%</b>	<b>40.9</b>	<b>852.75K</b>	<b>12.39M</b>	<b>7.75M</b>	<b>2.77M</b>
<b>Average Closed Price</b>	<b>\$204,829</b>			<b>\$106,594</b>	<b>\$177,003</b>	<b>\$250,053</b>	<b>\$395,091</b>

# November 2019



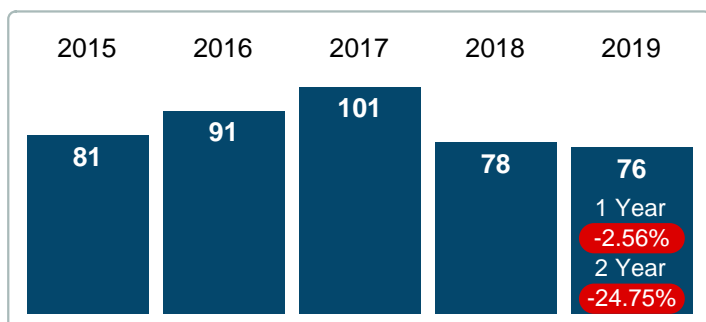
Area Delimited by County Of Wagoner - Residential Property Type



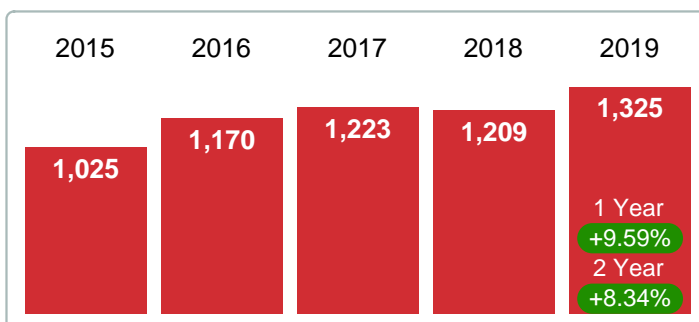
## PENDING LISTINGS

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

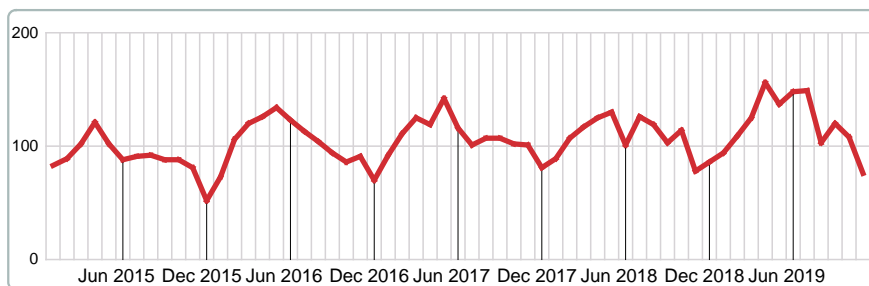
### NOVEMBER



### YEAR TO DATE (YTD)

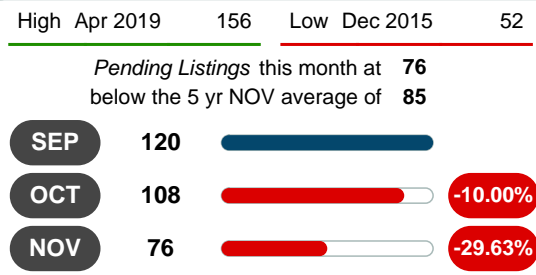


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 85



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	7	9.21%	59.1	2	5	0	0
\$125,001 - \$150,000	8	10.53%	34.4	0	7	1	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$200,000	28	36.84%	29.6	0	19	9	0
\$200,001 - \$225,000	11	14.47%	71.0	1	7	3	0
\$225,001 - \$350,000	14	18.42%	30.7	1	8	5	0
\$350,001 and up	8	10.53%	23.8	0	2	3	3
<b>Total Pending Units</b>	<b>76</b>			<b>4</b>	<b>48</b>	<b>21</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>16,187,226</b>	<b>100%</b>	<b>38.4</b>	<b>622.20K</b>	<b>9.26M</b>	<b>5.18M</b>	<b>1.12M</b>
<b>Average Listing Price</b>	<b>\$212,990</b>			<b>\$155,550</b>	<b>\$192,928</b>	<b>\$246,656</b>	<b>\$374,912</b>

# November 2019



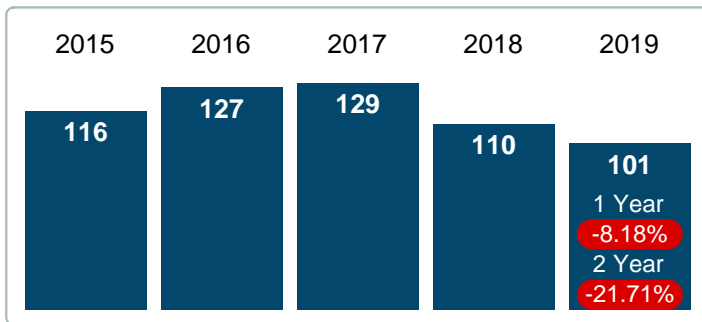
Area Delimited by County Of Wagoner - Residential Property Type



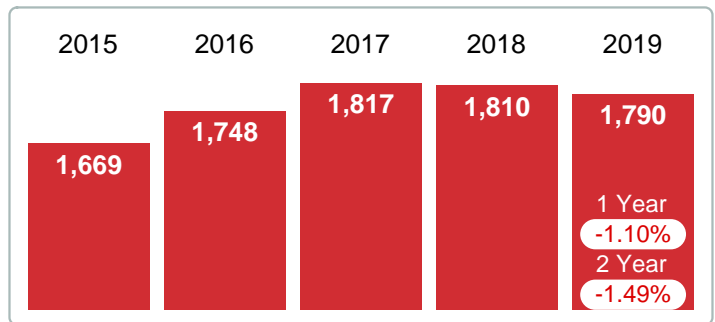
## NEW LISTINGS

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

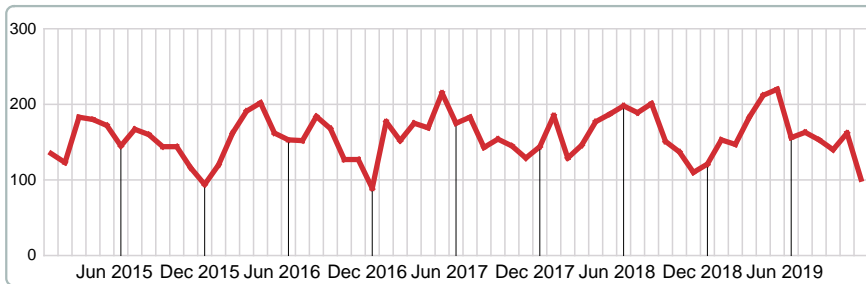
### NOVEMBER



### YEAR TO DATE (YTD)

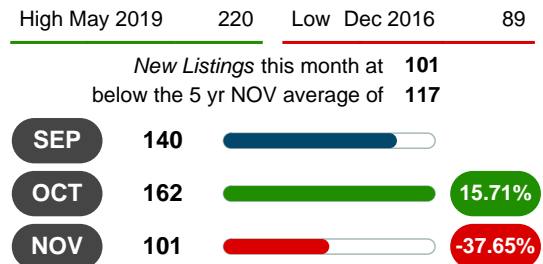


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 117



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds				3 Beds				4 Beds				5+ Beds			
\$100,000 and less	11	10.89%	4				6				1				0			
\$100,001 - \$125,000	2	1.98%	1				0				1				0			
\$125,001 - \$150,000	13	12.87%	1				10				2				0			
\$150,001 - \$200,000	36	35.64%	0				25				11				0			
\$200,001 - \$250,000	15	14.85%	0				9				5				1			
\$250,001 - \$325,000	13	12.87%	0				6				7				0			
\$325,001 and up	11	10.89%	0				3				3				5			
<b>Total New Listed Units</b>	101		6				59				30				6			
<b>Total New Listed Volume</b>	21,729,822		441.90K				11.07M				6.66M				3.55M			
<b>Average New Listed Listing Price</b>	\$193,777		\$73,650				\$187,682				\$222,034				\$592,273			

# November 2019



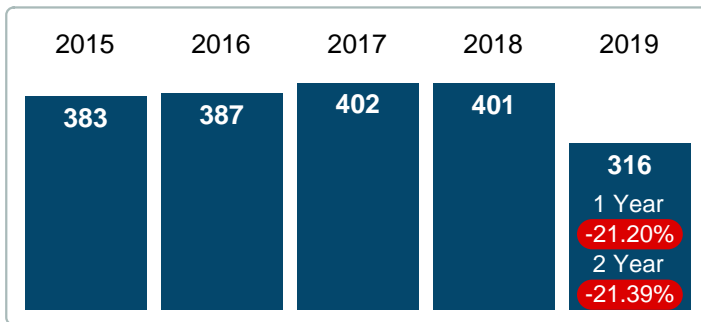
Area Delimited by County Of Wagoner - Residential Property Type



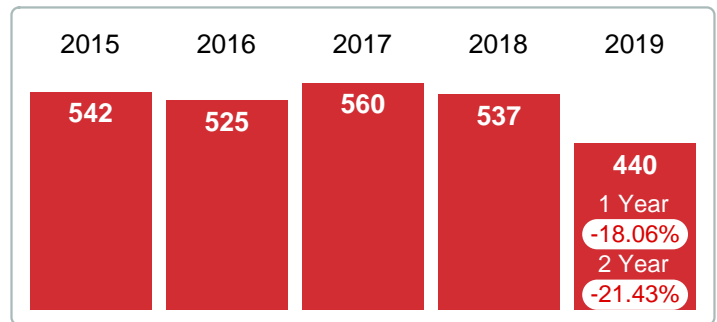
## ACTIVE INVENTORY

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

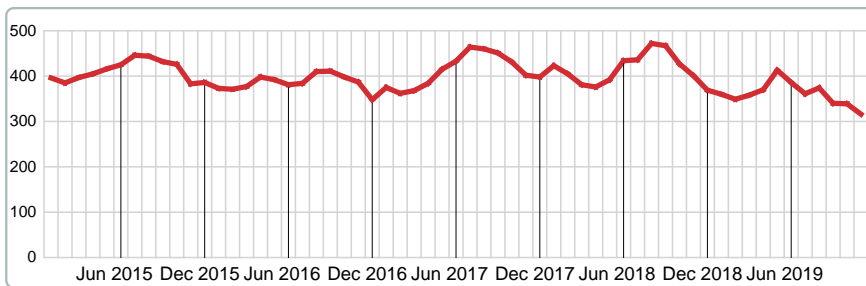
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

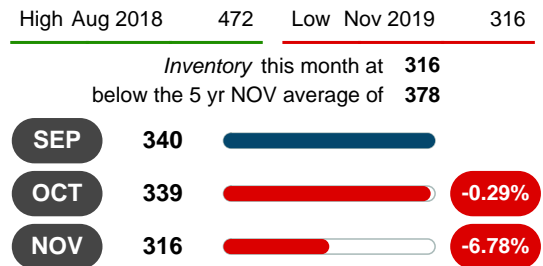


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 378



### 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	24	7.59%	98.3	14	8	2	0
\$75,001 - \$150,000	43	13.61%	58.6	9	23	11	0
\$150,001 - \$175,000	45	14.24%	61.5	2	34	7	2
\$175,001 - \$225,000	65	20.57%	72.4	3	32	28	2
\$225,001 - \$325,000	68	21.52%	66.6	0	35	28	5
\$325,001 - \$425,000	32	10.13%	66.4	0	12	16	4
\$425,001 and up	39	12.34%	91.6	0	9	19	11
<b>Total Active Inventory by Units</b>	<b>316</b>			<b>28</b>	<b>153</b>	<b>111</b>	<b>24</b>
<b>Total Active Inventory by Volume</b>	<b>81,498,007</b>	<b>100%</b>	<b>71.4</b>	<b>2.43M</b>	<b>33.36M</b>	<b>34.23M</b>	<b>11.48M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$257,905</b>			<b>\$86,800</b>	<b>\$218,032</b>	<b>\$308,375</b>	<b>\$478,295</b>

# November 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 NOVEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>316</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 NOV AVG = inf

High Nov 2019	inf	Low Nov 2019	inf
Months Supply this month at inf equal to 5 yr NOV average of inf			
SEP	inf		%
OCT	inf		%
NOV	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	24	7.59%	3.06	7.30	1.57	2.40	0.00
\$75,001 - \$150,000	43	13.61%	1.52	5.14	1.01	3.30	0.00
\$150,001 - \$175,000	45	14.24%	1.79	4.80	1.77	1.29	0.00
\$175,001 - \$225,000	65	20.57%	2.57	18.00	1.99	3.29	3.43
\$225,001 - \$325,000	68	21.52%	3.49	0.00	4.29	2.71	7.50
\$325,001 - \$425,000	32	10.13%	4.41	0.00	5.33	3.56	9.60
\$425,001 and up	39	12.34%	10.64	0.00	9.00	9.91	16.50
Market Supply of Inventory (MSI)			2.70	5.89	2.05	3.19	9.00
Total Active Inventory by Units		100%	2.70	28	153	111	24

# November 2019



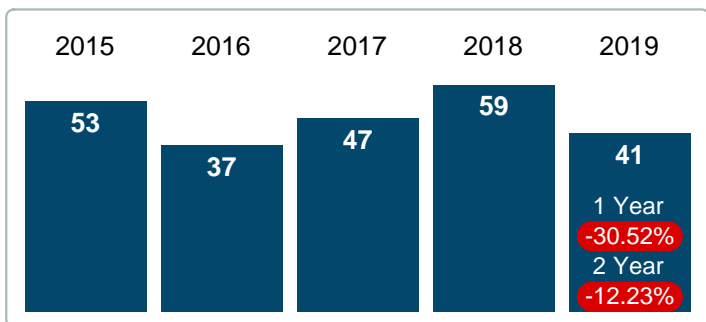
Area Delimited by County Of Wagoner - Residential Property Type



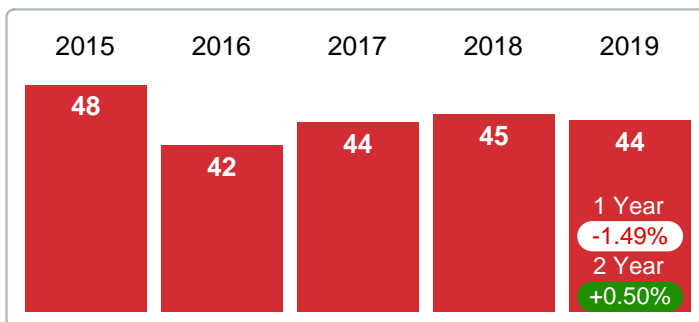
## AVERAGE DAYS ON MARKET TO SALE

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

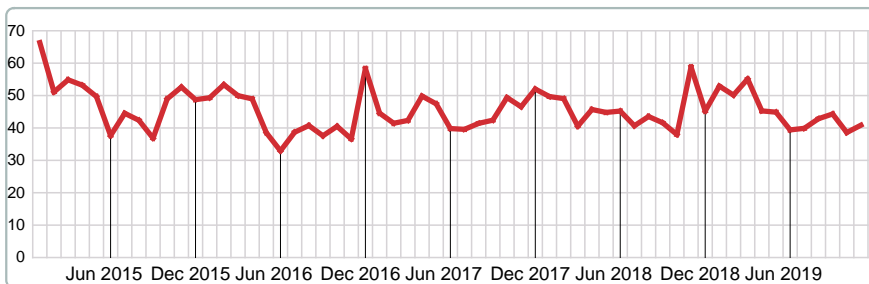
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 47

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 41 below the 5 yr NOV average of 47



### 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	10.34%	59	77	44	50	0
\$75,001 - \$125,000	6.03%	21	5	24	0	0
\$125,001 - \$150,000	10.34%	48	53	49	40	0
\$150,001 - \$200,000	31.90%	39	0	40	36	0
\$200,001 - \$250,000	16.38%	53	0	50	60	0
\$250,001 - \$350,000	13.79%	34	11	24	34	72
\$350,001 and up	11.21%	24	0	49	9	24
<b>Average Closed DOM</b>		<b>41</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>41</b>	<b>8</b>	<b>70</b>	<b>31</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>23,760,214</b>	<b>852.75K</b>	<b>12.39M</b>	<b>7.75M</b>	<b>2.77M</b>



# November 2019



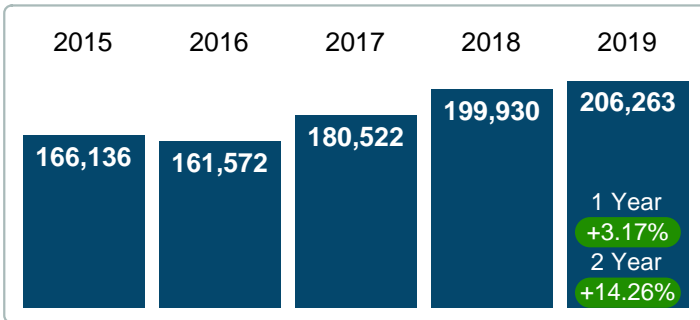
Area Delimited by County Of Wagoner - Residential Property Type



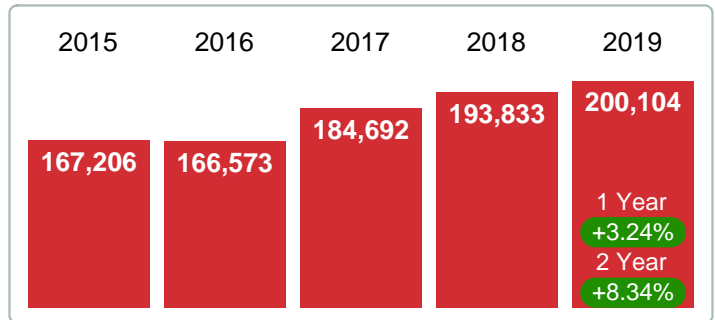
## AVERAGE LIST PRICE AT CLOSING

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

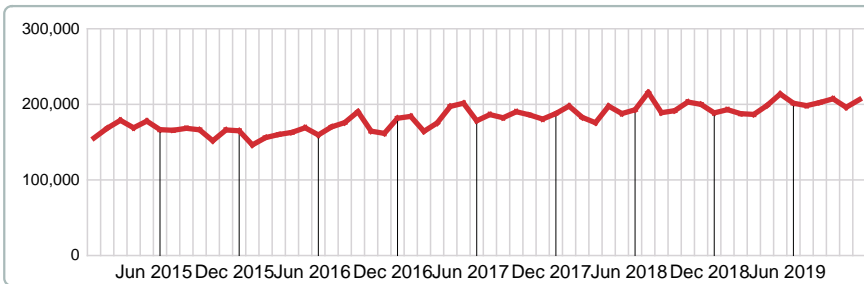
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

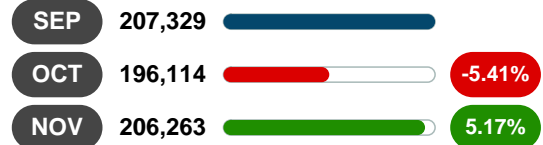


### 3 MONTHS

5 year NOV AVG = 182,885

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

Average List Price at Closing this month at **206,263** above the 5 yr NOV average of **182,885**



### 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	9.48%	46,691	66,680	43,060	48,250	0
\$75,001 - \$125,000	6.90%	96,525	109,900	103,800	0	0
\$125,001 - \$150,000	9.48%	137,073	169,900	142,400	129,000	0
\$150,001 - \$200,000	32.76%	172,018	0	169,050	166,789	0
\$200,001 - \$250,000	15.52%	226,109	0	226,019	230,267	0
\$250,001 - \$350,000	14.66%	297,810	284,900	295,122	308,445	289,900
\$350,001 and up	11.21%	420,268	0	405,667	406,350	442,947
<b>Average List Price</b>		<b>206,263</b>	<b>112,263</b>	<b>180,377</b>	<b>245,403</b>	<b>399,219</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>206,263</b>	<b>8</b>	<b>70</b>	<b>31</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>23,926,502</b>	<b>898.10K</b>	<b>12.63M</b>	<b>7.61M</b>	<b>2.79M</b>



# November 2019



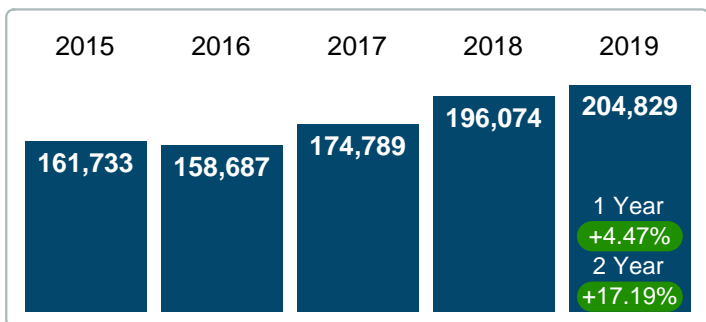
Area Delimited by County Of Wagoner - Residential Property Type



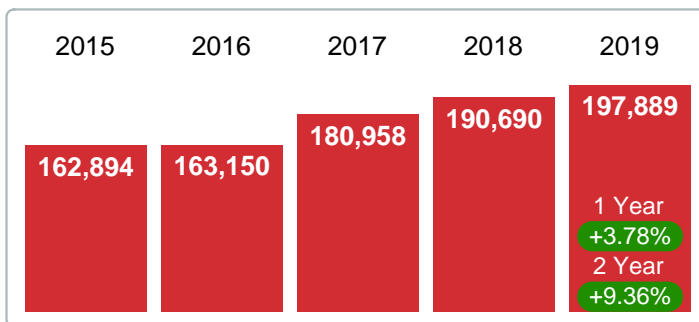
## AVERAGE SOLD PRICE AT CLOSING

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

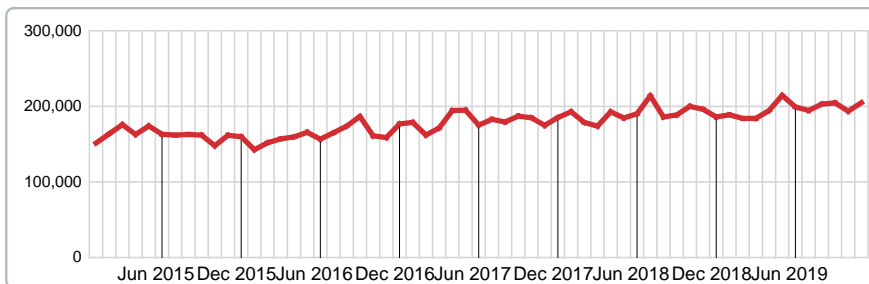
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 179,222

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

Average Sold Price at Closing this month at **204,829**  
above the 5 yr NOV average of **179,222**

SEP	204,584	
OCT	193,679	-5.33%
NOV	204,829	5.76%

### 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	10.34%	47,458	61,970	38,130	34,500	0
\$75,001 - \$125,000	6.03%	105,057	108,000	104,567	0	0
\$125,001 - \$150,000	10.34%	136,088	150,000	135,705	126,000	0
\$150,001 - \$200,000	31.90%	169,855	0	166,469	180,389	0
\$200,001 - \$250,000	16.38%	225,645	0	224,758	227,567	0
\$250,001 - \$350,000	13.79%	296,931	284,900	289,023	306,873	282,950
\$350,001 and up	11.21%	423,038	0	395,667	422,552	439,947
<b>Average Sold Price</b>		<b>204,829</b>	<b>106,594</b>	<b>177,003</b>	<b>250,053</b>	<b>395,091</b>
<b>Total Closed Units</b>	100%	<b>204,829</b>	<b>8</b>	<b>70</b>	<b>31</b>	<b>7</b>
<b>Total Closed Volume</b>		<b>23,760,214</b>	<b>852.75K</b>	<b>12.39M</b>	<b>7.75M</b>	<b>2.77M</b>

# November 2019



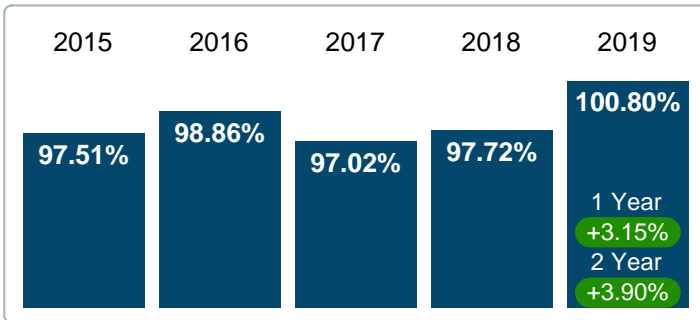
Area Delimited by County Of Wagoner - Residential Property Type



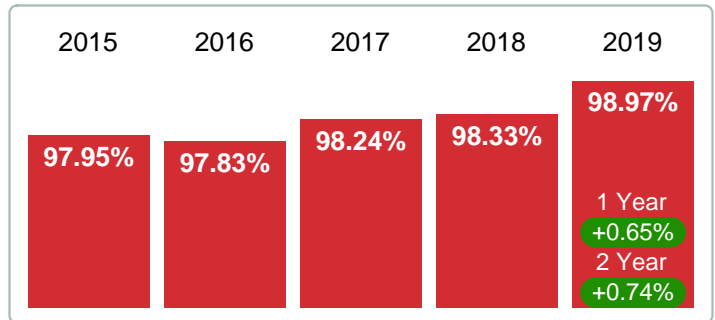
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

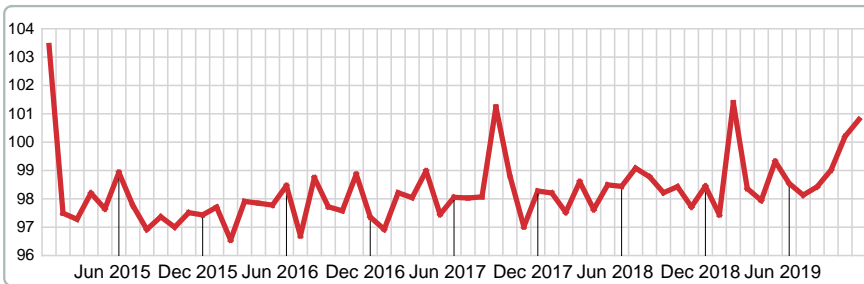
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

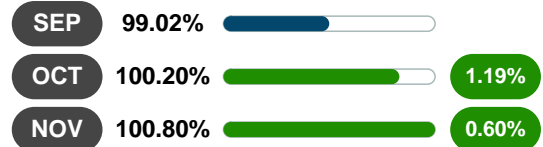


### 3 MONTHS

5 year NOV AVG = 98.38%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **100.80%**  
above the 5 yr NOV average of **98.38%**



## 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	12	10.34%	88.36%	93.10%	88.23%	76.80%	0.00%
\$75,001 - \$125,000	7	6.03%	101.05%	98.27%	101.51%	0.00%	0.00%
\$125,001 - \$150,000	12	10.34%	95.30%	88.29%	95.76%	97.67%	0.00%
\$150,001 - \$200,000	37	31.90%	108.22%	0.00%	98.55%	138.30%	0.00%
\$200,001 - \$250,000	19	16.38%	99.31%	0.00%	99.53%	98.83%	0.00%
\$250,001 - \$350,000	16	13.79%	98.91%	100.00%	98.15%	99.55%	97.69%
\$350,001 and up	13	11.21%	100.62%	0.00%	97.50%	103.57%	99.54%
Average Sold/List Ratio		100.80%		94.01%	97.78%	109.78%	99.01%
Total Closed Units		116	100%	8	70	31	7
Total Closed Volume		23,760,214		852.75K	12.39M	7.75M	2.77M

# November 2019



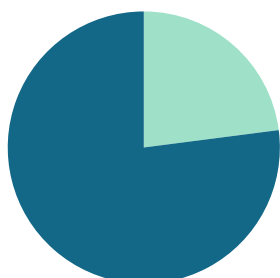
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

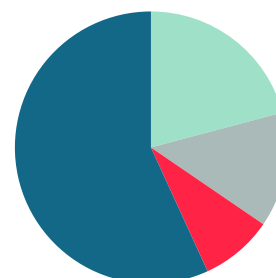


**Inventory**  
 New Listings  
**101 = 22.95%**  
 Start Inventory  
**339**  
 Total Inventory Units  
**440**  
 Volume  
**\$110,133,915**

### Market Activity

Closed Sales  
**116 = 20.86%**  
 Pending Sales  
**76 = 13.67%**  
 Other Off Market  
**48 = 8.63%**  
 Active Inventory  
**316 = 56.83%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	104	116	11.54%	1,177	1,313	11.55%
Pending Sales	78	76	-2.56%	1,209	1,325	9.59%
New Listings	110	101	-8.18%	1,810	1,790	-1.10%
Average List Price	199,930	206,263	3.17%	193,833	200,104	3.24%
Average Sale Price	196,074	204,829	4.47%	190,690	197,889	3.78%
Average Percent of Selling Price to List Price	97.72%	100.80%	3.15%	98.33%	98.97%	0.65%
Average Days on Market to Sale	58.80	40.85	-30.52%	44.90	44.23	-1.49%
Monthly Inventory	401	316	-21.20%	401	316	-21.20%
Months Supply of Inventory	3.76	2.70	-28.11%	3.76	2.70	-28.11%

**Absorption:** Last 12 months, an Average of 117 Sales/Month

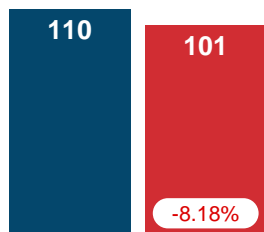
**Inventory** on November 30, 2019 = 316

2018 2019

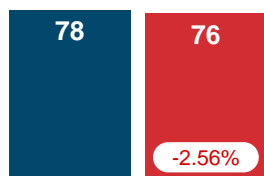
### NOVEMBER MARKET

### AVERAGE PRICES

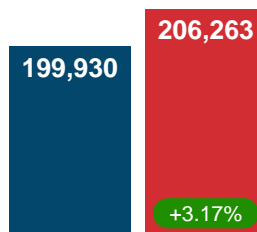
#### New Listings



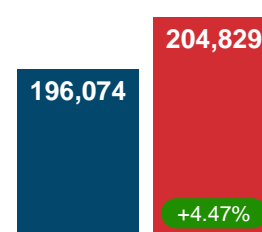
#### Pending Listings



#### List Price



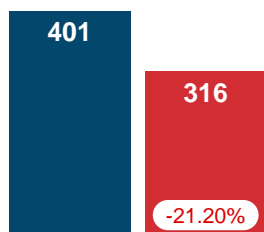
#### Sale Price



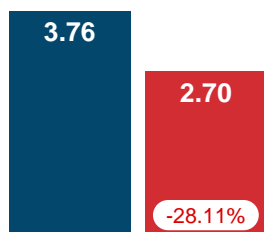
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

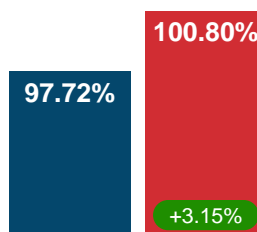
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

