

# November 2019



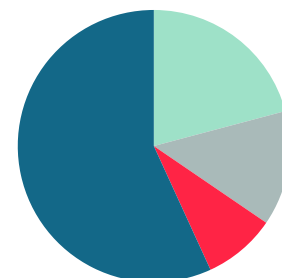
Area Delimited by County Of Wagoner - Residential Property Type



## 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%
Median List Price	172,250	182,450	5.92%
Median Sale Price	166,168	176,272	6.08%
Median Percent of Selling Price to List Price	98.74%	100.00%	1.28%
Median Days on Market to Sale	51.50	25.00	-51.46%
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.

#### 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 **6.08%** in November 2019 to \$176,272 versus the previous year at \$166,168.

#### Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 26.50 days or **51.46%** in November 2019 compared to last year's same month at **51.50** DOM.

#### Sales Success for November 2019 is Positive

Overall, with Median 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>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®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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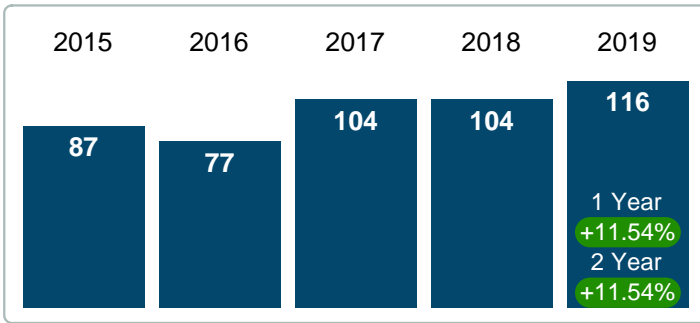
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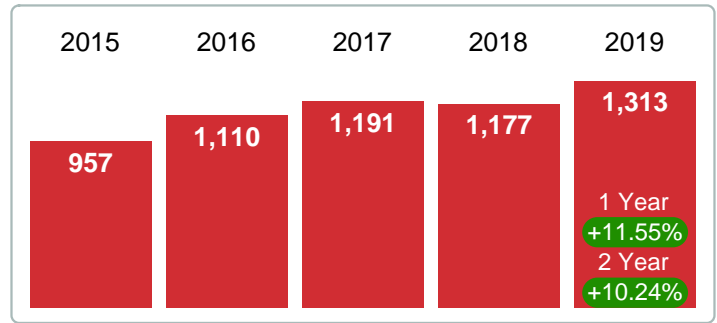
## CLOSED LISTINGS

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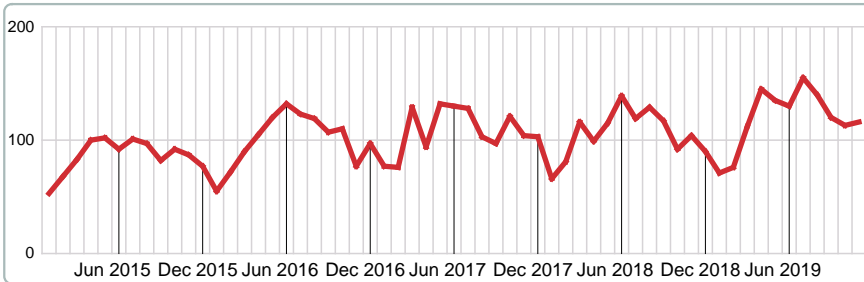
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 98

High Jul 2019 155 Low Jan 2015 53

Closed Listings this month at **116**  
above the 5 yr NOV average of **98**



### 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	12	10.34%	37.5	5	5	2	0
\$75,001 - \$125,000	7	6.03%	6.0	1	6	0	0
\$125,001 - \$150,000	12	10.34%	39.5	1	10	1	0
\$150,001 - \$200,000	37	31.90%	28.0	0	28	9	0
\$200,001 - \$250,000	19	16.38%	36.0	0	13	6	0
\$250,001 - \$350,000	16	13.79%	11.5	1	5	8	2
\$350,001 and up	13	11.21%	1.0	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>25.0</b>	<b>852.75K</b>	<b>12.39M</b>	<b>7.75M</b>	<b>2.77M</b>
<b>Median Closed Price</b>	<b>\$176,272</b>			<b>\$69,925</b>	<b>\$163,658</b>	<b>\$233,000</b>	<b>\$373,626</b>

# November 2019



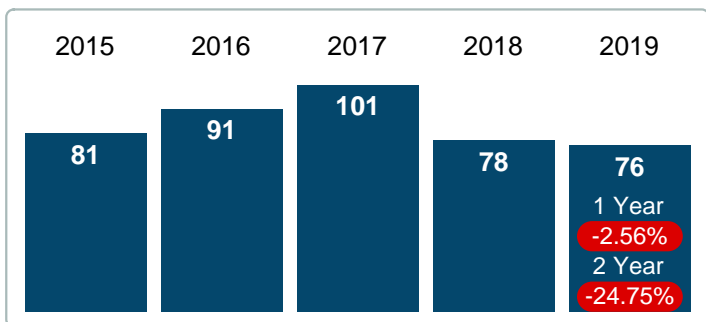
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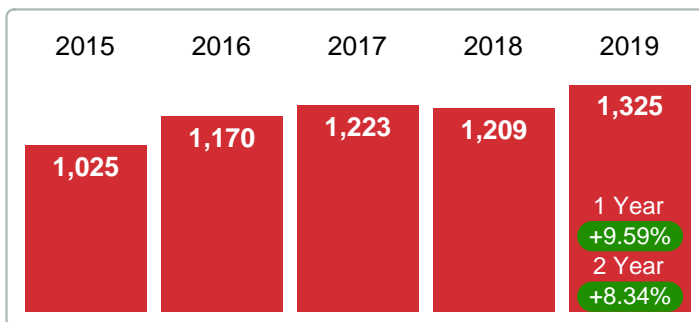
## PENDING LISTINGS

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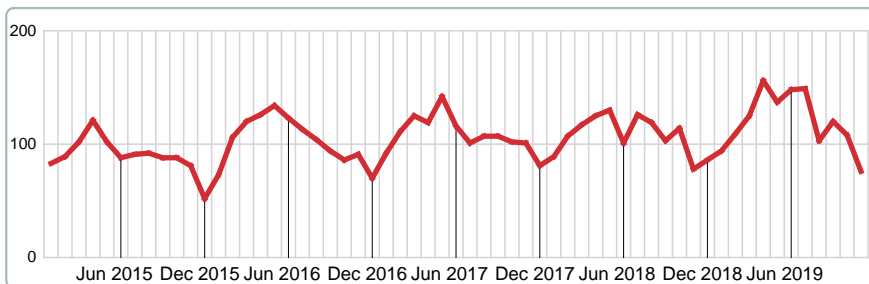
### NOVEMBER



### YEAR TO DATE (YTD)

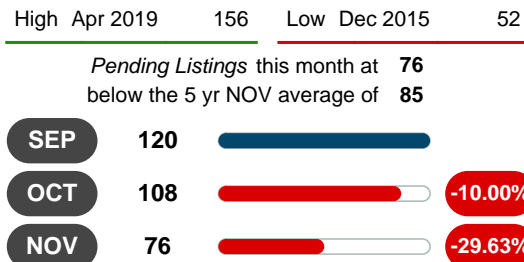


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 85



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	7	9.21%	34.0	2	5	0	0
\$125,001 - \$150,000	8	10.53%	7.0	0	7	1	0
\$150,001 - \$150,000	0	0.00%	7.0	0	0	0	0
\$150,001 - \$200,000	28	36.84%	17.5	0	19	9	0
\$200,001 - \$225,000	11	14.47%	32.0	1	7	3	0
\$225,001 - \$350,000	14	18.42%	19.0	1	8	5	0
\$350,001 and up	8	10.53%	0.0	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>19.5</b>	<b>622.20K</b>	<b>9.26M</b>	<b>5.18M</b>	<b>1.12M</b>
<b>Median Listing Price</b>	<b>\$198,000</b>			<b>\$160,000</b>	<b>\$171,500</b>	<b>\$215,000</b>	<b>\$373,626</b>

# November 2019



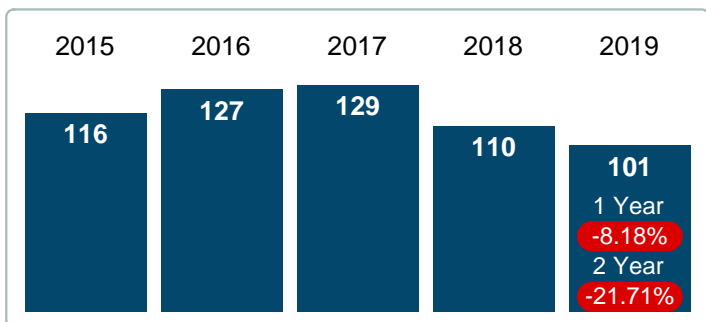
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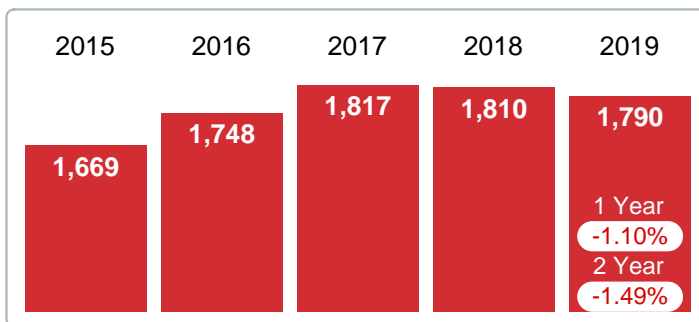
## NEW LISTINGS

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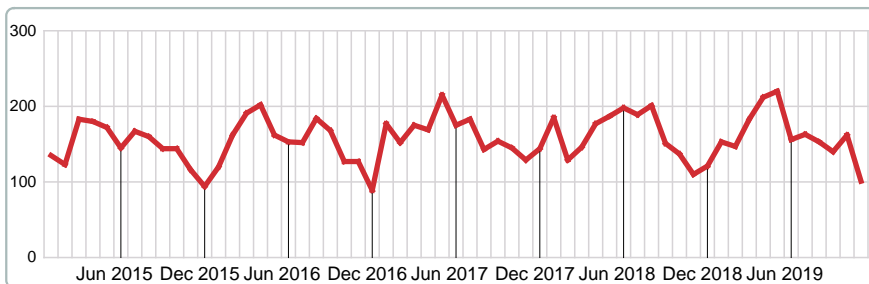
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

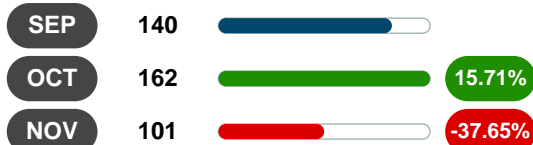


### 3 MONTHS

5 year NOV AVG = 117

High May 2019 220 Low Dec 2016 89

New Listings this month at 101  
below the 5 yr NOV average of 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>	<b>101</b>		<b>6</b>	<b>59</b>	<b>30</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>21,729,822</b>	<b>100%</b>	<b>441.90K</b>	<b>11.07M</b>	<b>6.66M</b>	<b>3.55M</b>
<b>Median New Listed Listing Price</b>	<b>\$179,900</b>		<b>\$66,250</b>	<b>\$172,671</b>	<b>\$202,721</b>	<b>\$382,445</b>

# November 2019



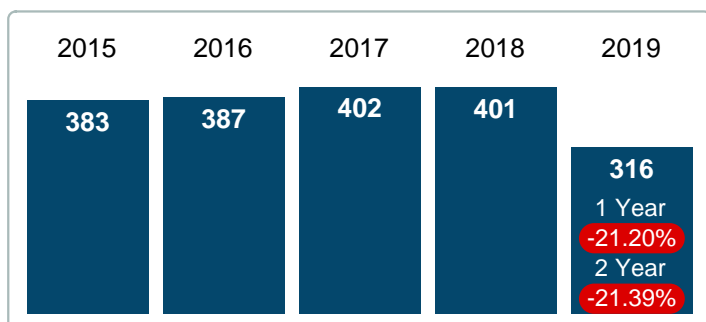
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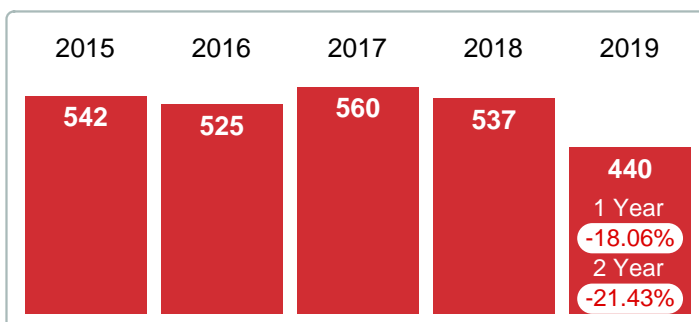
## ACTIVE INVENTORY

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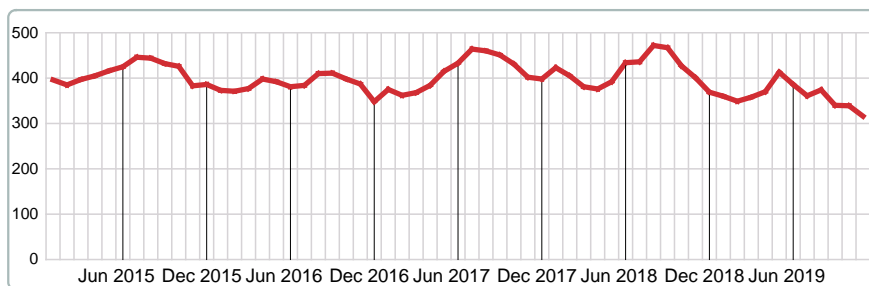
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

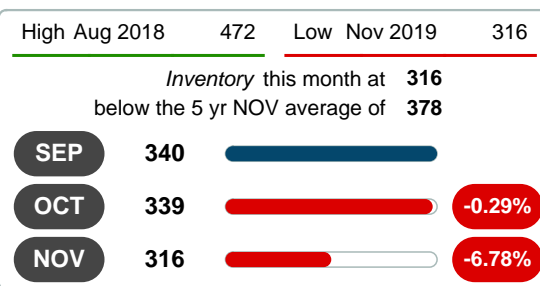


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 378



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	24	7.59%	95.0	14	8	2	0
\$75,001 - \$150,000	43	13.61%	45.0	9	23	11	0
\$150,001 - \$175,000	45	14.24%	47.0	2	34	7	2
\$175,001 - \$225,000	65	20.57%	57.0	3	32	28	2
\$225,001 - \$325,000	68	21.52%	50.5	0	35	28	5
\$325,001 - \$425,000	32	10.13%	38.0	0	12	16	4
\$425,001 and up	39	12.34%	96.0	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>53.5</b>	<b>2.43M</b>	<b>33.36M</b>	<b>34.23M</b>	<b>11.48M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$209,250</b>			<b>\$75,900</b>	<b>\$189,900</b>	<b>\$251,000</b>	<b>\$403,500</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 <b>inf</b> equal to 5 yr NOV average of <b>inf</b>			
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



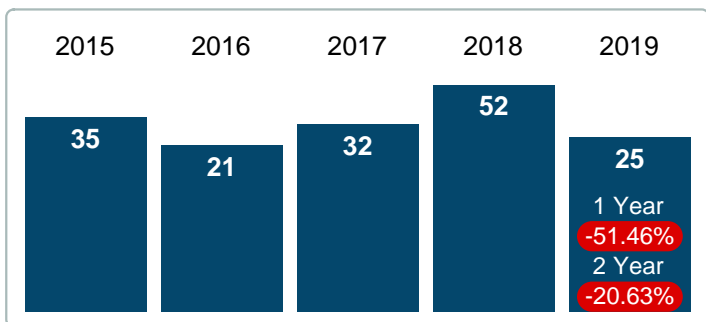
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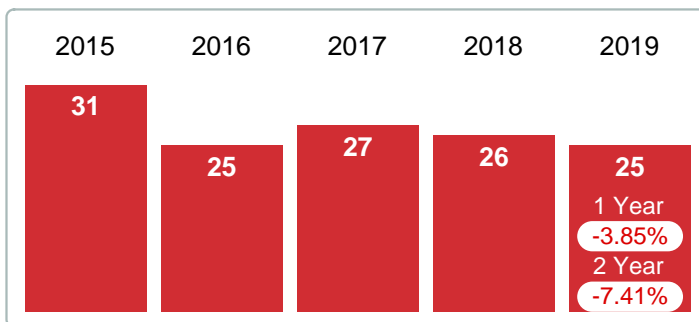
## MEDIAN DAYS ON MARKET TO SALE

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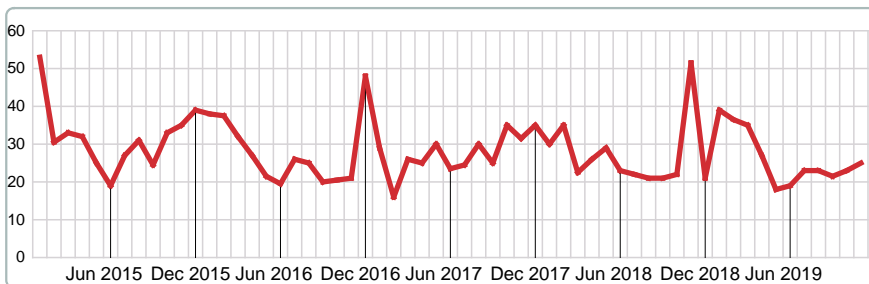
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

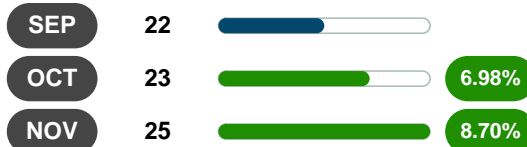


### 3 MONTHS

5 year NOV AVG = 33

High Jan 2015 53 Low Feb 2017 16

Median Days on Market to Sale this month at 25 below the 5 yr NOV average of 33



### 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	10.34%	38	53	8	50	0
\$75,001 - \$125,000	6.03%	6	5	7	0	0
\$125,001 - \$150,000	10.34%	40	53	37	40	0
\$150,001 - \$200,000	31.90%	28	0	15	28	0
\$200,001 - \$250,000	16.38%	36	0	33	71	0
\$250,001 - \$350,000	13.79%	12	11	9	8	72
\$350,001 and up	11.21%	1	0	42	1	1
Median Closed DOM		25	38	25	25	54
Total Closed Units	100%	25.0	8	70	31	7
Total Closed Volume		23,760,214	852.75K	12.39M	7.75M	2.77M



# November 2019



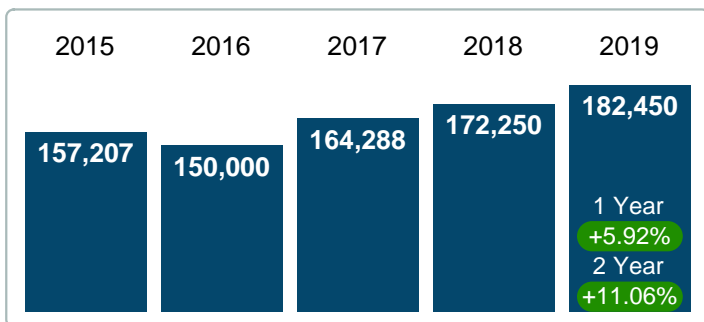
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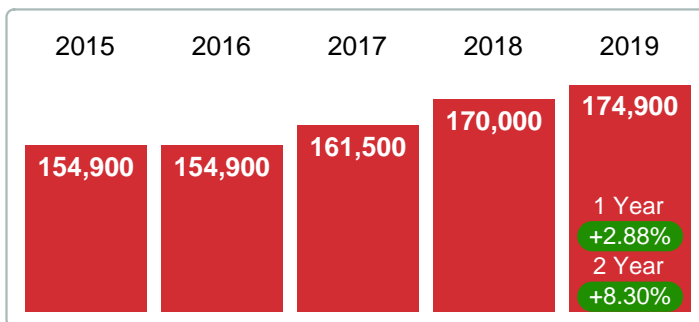
## MEDIAN LIST PRICE AT CLOSING

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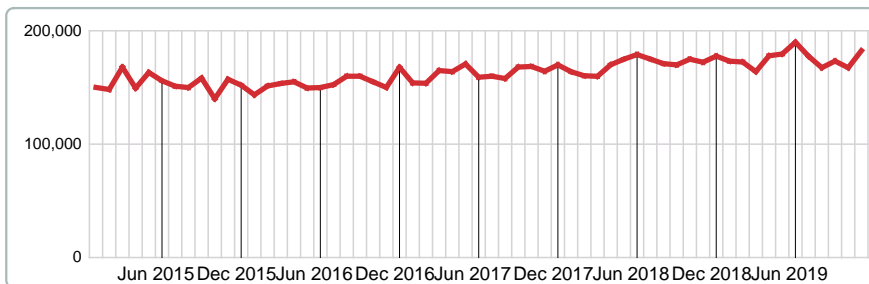
### NOVEMBER



### YEAR TO DATE (YTD)

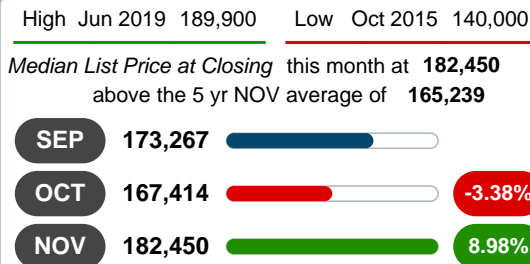


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 165,239



### 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	11	9.48%	46,000	65,000	29,950	37,800	0
\$75,001 - \$125,000	8	6.90%	96,500	94,900	96,500	0	0
\$125,001 - \$150,000	11	9.48%	135,000	0	135,350	129,000	0
\$150,001 - \$200,000	38	32.76%	168,165	169,900	164,900	184,222	0
\$200,001 - \$250,000	18	15.52%	229,900	0	229,900	229,900	0
\$250,001 - \$350,000	17	14.66%	299,000	284,900	290,000	302,999	289,900
\$350,001 and up	13	11.21%	391,264	0	399,000	389,875	391,264
Median List Price			182,450	76,700	164,950	234,500	373,626
Total Closed Units		100%	182,450	8	70	31	7
Total Closed Volume			23,926,502	898.10K	12.63M	7.61M	2.79M



# November 2019



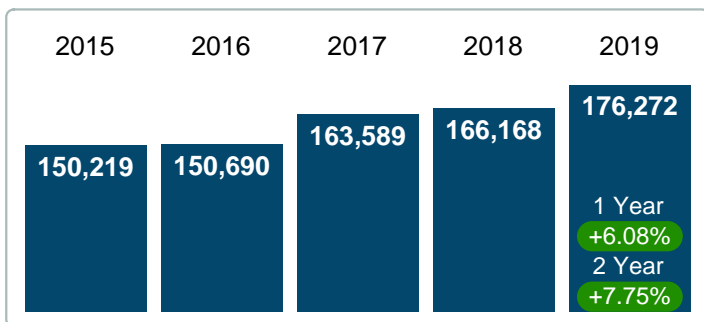
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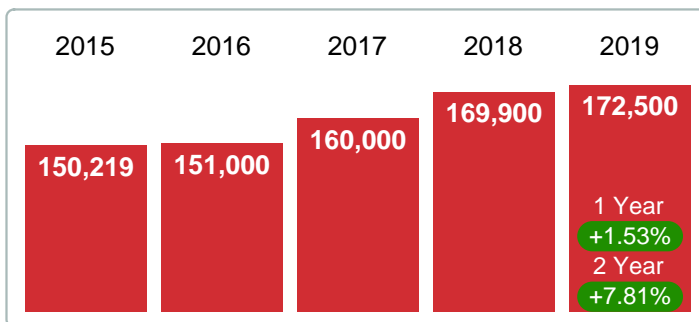
## MEDIAN SOLD PRICE AT CLOSING

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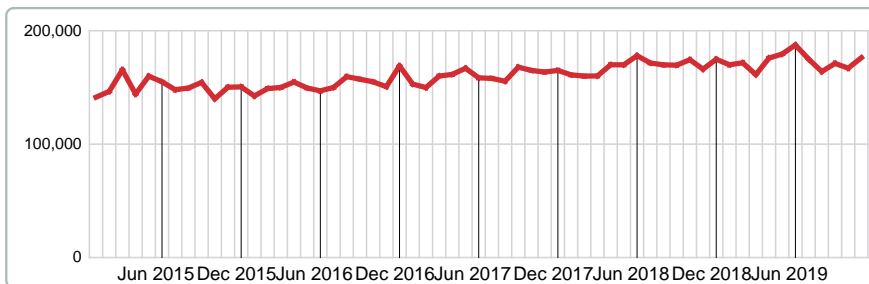
### NOVEMBER



### YEAR TO DATE (YTD)

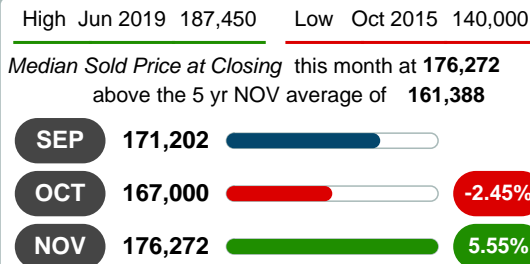


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 161,388



### 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	10.34%	47,575	63,000	32,000	34,500	0
\$75,001 - \$125,000	6.03%	102,000	108,000	102,000	0	0
\$125,001 - \$150,000	10.34%	135,000	150,000	135,000	126,000	0
\$150,001 - \$200,000	31.90%	167,970	0	163,658	178,544	0
\$200,001 - \$250,000	16.38%	229,000	0	225,000	231,250	0
\$250,001 - \$350,000	13.79%	299,750	284,900	290,000	309,950	282,950
\$350,001 and up	11.21%	391,264	0	383,000	393,092	391,264
<b>Median Sold Price</b>		<b>176,272</b>	<b>69,925</b>	<b>163,658</b>	<b>233,000</b>	<b>373,626</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>176,272</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>

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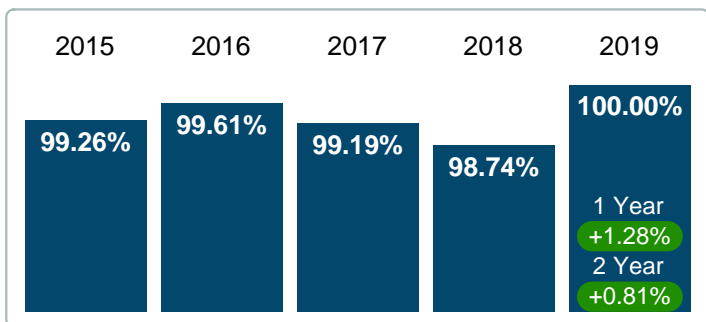
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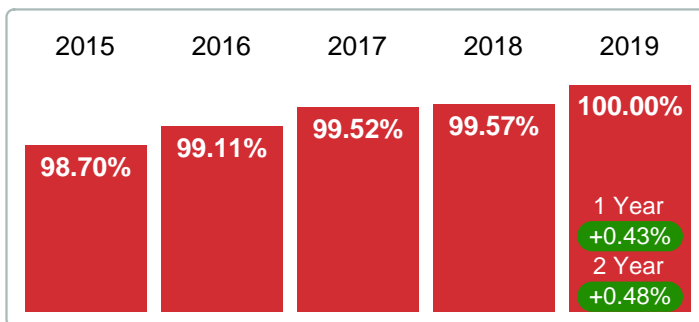
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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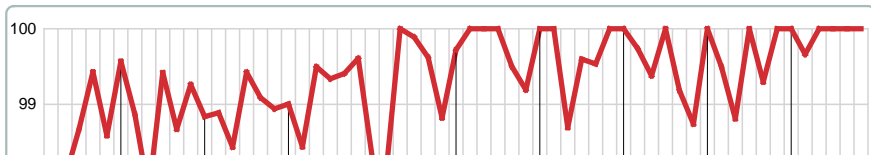
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 99.36%

High Nov 2019 100.00% Low Aug 2015 97.83%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr NOV average of **99.36%**

SEP 100.00%  
OCT 100.00%  
NOV 100.00%

0.00%  
0.00%

### 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	12	10.34%	90.28%	90.55%	83.80%	76.80%	0.00%
\$75,001 - \$125,000	7	6.03%	100.00%	98.27%	101.55%	0.00%	0.00%
\$125,001 - \$150,000	12	10.34%	97.49%	88.29%	98.30%	97.67%	0.00%
\$150,001 - \$200,000	37	31.90%	100.00%	0.00%	100.00%	100.00%	0.00%
\$200,001 - \$250,000	19	16.38%	99.61%	0.00%	100.00%	98.72%	0.00%
\$250,001 - \$350,000	16	13.79%	100.00%	100.00%	100.00%	100.00%	97.69%
\$350,001 and up	13	11.21%	100.00%	0.00%	99.77%	100.83%	100.00%
Median Sold/List Ratio		100.00%		91.19%	100.00%	100.00%	100.00%
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



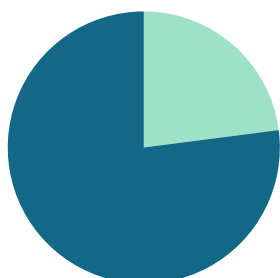
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

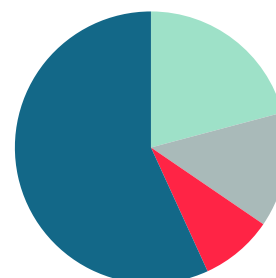


**Inventory**  
 New Listings  
**101 = 22.95%**  
 Start Inventory  
**339**  
 Total Inventory Units  
**440**  
 Volume  
**\$110,133,915**

### 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%
Median List Price	172,250	182,450	5.92%	170,000	174,900	2.88%
Median Sale Price	166,168	176,272	6.08%	169,900	172,500	1.53%
Median Percent of Selling Price to List Price	98.74%	100.00%	1.28%	99.57%	100.00%	0.43%
Median Days on Market to Sale	51.50	25.00	-51.46%	26.00	25.00	-3.85%
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

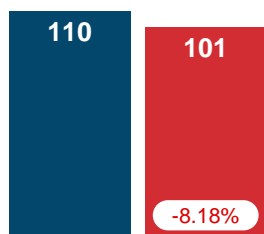
**Inventory** on November 30, 2019 = 316

2018 2019

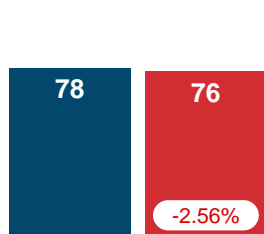
### NOVEMBER MARKET

### MEDIAN PRICES

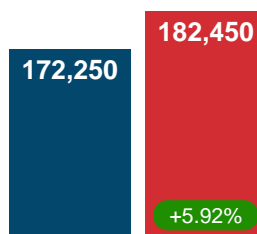
#### New Listings



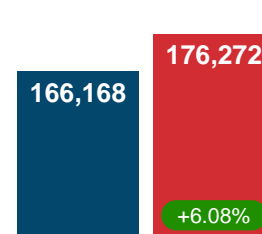
#### Pending Listings



#### List Price



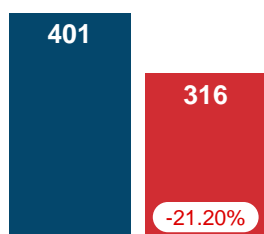
#### Sale Price



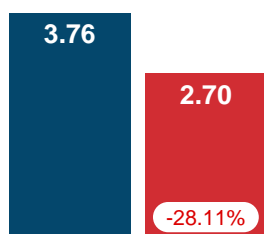
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

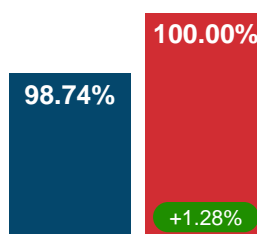
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

