

October 2019



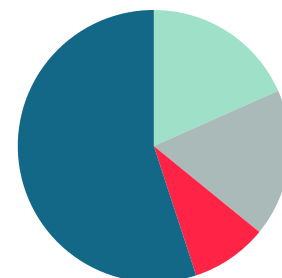
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	92	113	22.83%
Pending Listings	114	108	-5.26%
New Listings	137	162	18.25%
Median List Price	174,900	167,414	-4.28%
Median Sale Price	174,450	167,000	-4.27%
Median Percent of Selling Price to List Price	99.18%	100.00%	0.82%
Median Days on Market to Sale	22.00	23.00	4.55%
End of Month Inventory	427	339	-20.61%
Months Supply of Inventory	4.00	2.92	-26.94%



■ Closed (18.34%)
■ Pending (17.53%)
■ Other OffMarket (9.09%)
■ Active (55.03%)

Absorption: Last 12 months, an Average of **116** Sales/Month
Active Inventory as of October 31, 2019 = **339**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2019 decreased **20.61%** to 339 existing homes available for sale. Over the last 12 months this area has had an average of 116 closed sales per month. This represents an unsold inventory index of **2.92** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **4.27%** in October 2019 to \$167,000 versus the previous year at \$174,450.

Median Days on Market Lengthens

The median number of **23.00** days that homes spent on the market before selling increased by 1.00 days or **4.55%** in October 2019 compared to last year's same month at **22.00** DOM.

Sales Success for October 2019 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 162 New Listings in October 2019, up **18.25%** from last year at 137. Furthermore, there were 113 Closed Listings this month versus last year at 92, a **22.83%** increase.

Closed versus Listed trends yielded a **69.8%** ratio, up from previous year's, October 2018, at **67.2%**, a **3.87%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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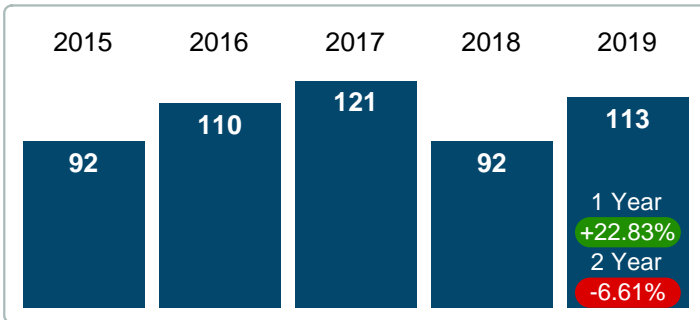
Area Delimited by County Of Wagoner - Residential Property Type



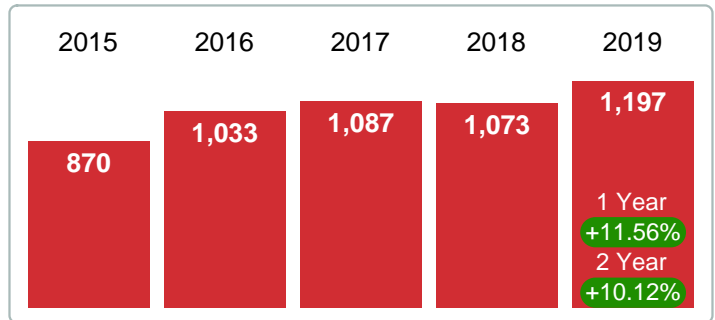
CLOSED LISTINGS

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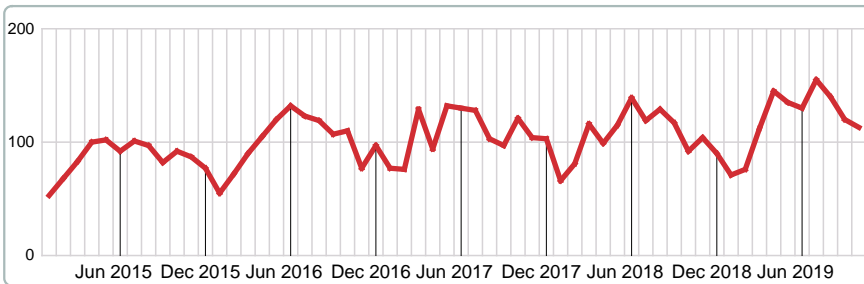
OCTOBER



YEAR TO DATE (YTD)

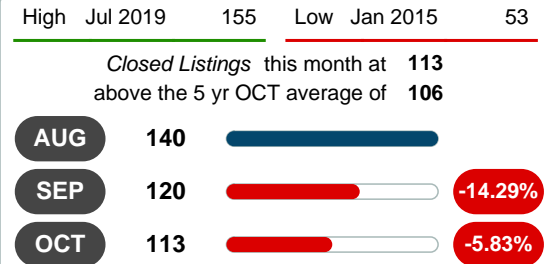


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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	6	5.31%	2.0	0	5	1	0
\$75,001 - \$125,000	13	11.50%	16.0	1	10	2	0
\$125,001 - \$150,000	19	16.81%	22.0	0	17	2	0
\$150,001 - \$175,000	29	25.66%	21.0	1	19	9	0
\$175,001 - \$250,000	21	18.58%	40.0	0	16	5	0
\$250,001 - \$300,000	11	9.73%	50.0	0	2	8	1
\$300,001 and up	14	12.39%	66.0	0	5	7	2
Total Closed Units	113			2	74	34	3
Total Closed Volume	21,885,765	100%	23.0	270.00K	12.23M	8.10M	1.28M
Median Closed Price	\$167,000			\$135,000	\$153,614	\$218,000	\$312,310

October 2019



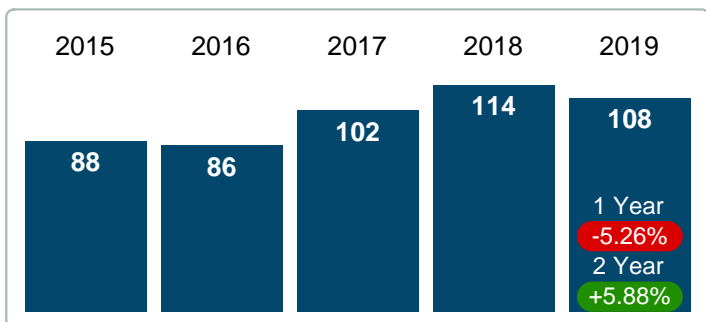
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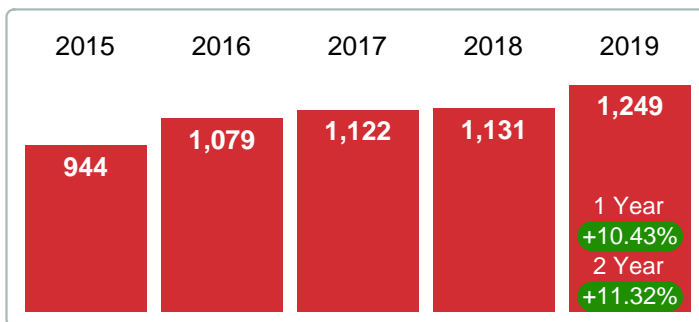
PENDING LISTINGS

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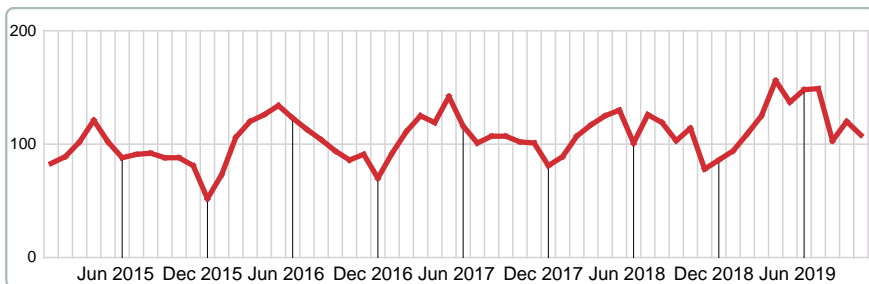
OCTOBER



YEAR TO DATE (YTD)

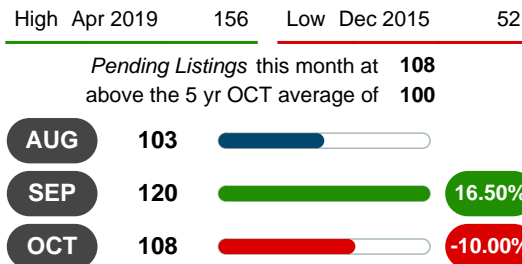


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 100



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	6	5.56%	59.0	1	3	2	0
\$50,001 - \$125,000	16	14.81%	70.0	5	9	2	0
\$125,001 - \$150,000	8	7.41%	45.5	0	7	1	0
\$150,001 - \$175,000	28	25.93%	28.0	0	22	6	0
\$175,001 - \$225,000	20	18.52%	31.5	0	13	7	0
\$225,001 - \$300,000	19	17.59%	17.0	0	8	10	1
\$300,001 and up	11	10.19%	35.0	1	2	7	1
Total Pending Units	108			7	64	35	2
Total Pending Volume	20,264,054	100%	31.0	1.17M	10.68M	7.72M	694.90K
Median Listing Price	\$169,718			\$69,000	\$164,795	\$209,900	\$347,450

October 2019



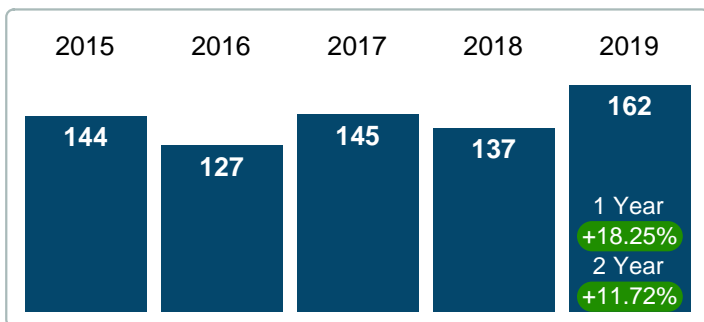
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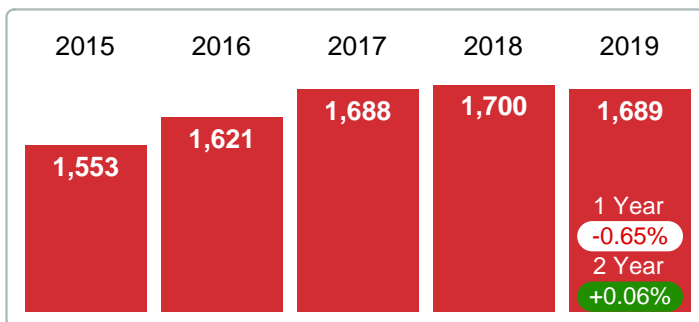
NEW LISTINGS

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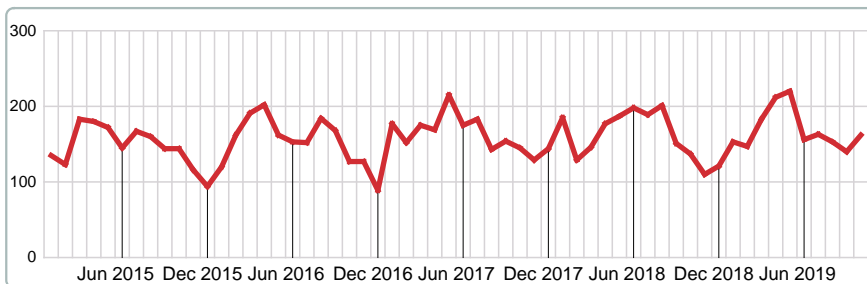
OCTOBER



YEAR TO DATE (YTD)

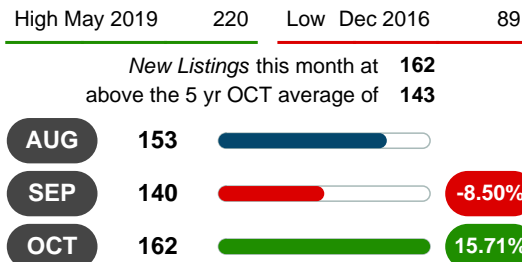


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 143



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	17	10.49%	5	10	2	0
\$125,001 - \$150,000	12	7.41%	0	9	3	0
\$150,001 - \$175,000	33	20.37%	0	29	4	0
\$175,001 - \$225,000	31	19.14%	1	14	14	2
\$225,001 - \$300,000	33	20.37%	1	19	11	2
\$300,001 - \$375,000	19	11.73%	0	8	10	1
\$375,001 and up	17	10.49%	0	1	11	5
Total New Listed Units	162		7	90	55	10
Total New Listed Volume	37,769,704	100%	832.90K	17.81M	15.09M	4.03M
Median New Listed Listing Price	\$207,642		\$89,000	\$169,875	\$289,900	\$368,750

October 2019



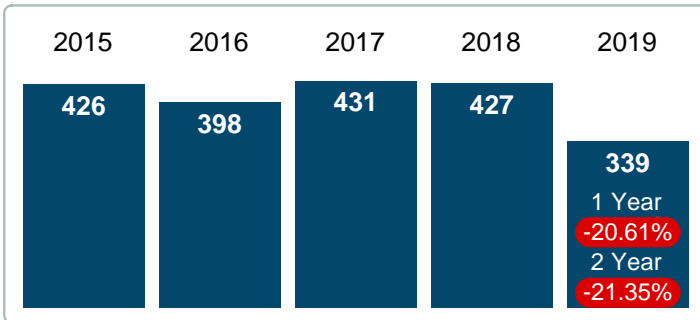
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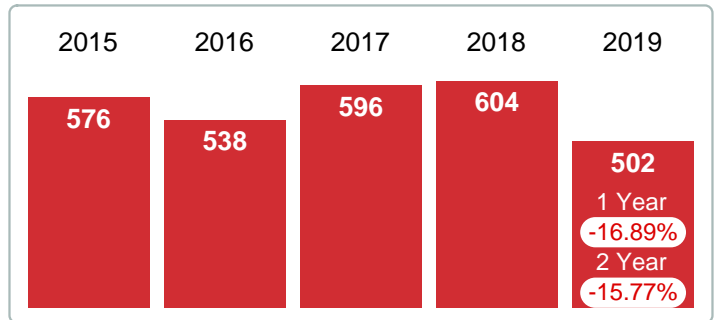
ACTIVE INVENTORY

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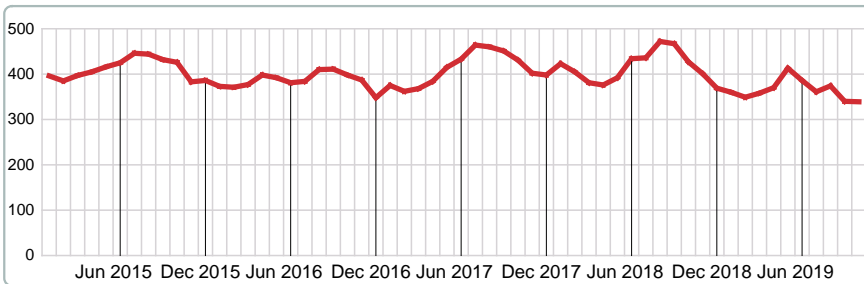
END OF OCTOBER



ACTIVE DURING OCTOBER

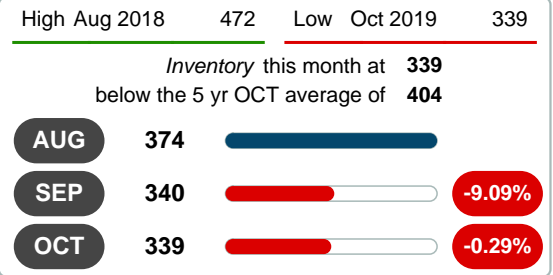


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 404



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	7.08%	96.5	14	8	2	0
\$75,001 - \$150,000	46	13.57%	56.5	8	27	11	0
\$150,001 - \$175,000	45	13.27%	23.0	2	34	7	2
\$175,001 - \$225,000	76	22.42%	53.0	4	39	31	2
\$225,001 - \$325,000	71	20.94%	39.0	1	39	26	5
\$325,001 - \$425,000	34	10.03%	34.0	0	11	19	4
\$425,001 and up	43	12.68%	76.0	0	10	22	11
Total Active Inventory by Units	339			29	168	118	24
Total Active Inventory by Volume	88,404,093	100%	51.0	2.81M	36.67M	37.27M	11.65M
Median Active Inventory Listing Price	\$214,900			\$76,800	\$194,900	\$255,000	\$403,500

October 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 OCTOBER

2015	2016	2017	2018	2019

INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
339	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = inf

High Oct 2019	inf	Low Oct 2019	inf
Months Supply this month at inf equal to 5 yr OCT average of inf			
AUG	inf		%
SEP	inf		%
OCT	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		7.08%	3.39	8.40	1.68	3.00	0.00	
\$75,001 - \$150,000	46		13.57%	1.55	5.05	1.12	3.07	0.00	
\$150,001 - \$175,000	45		13.27%	1.85	4.80	1.83	1.31	0.00	
\$175,001 - \$225,000	76		22.42%	3.00	24.00	2.42	3.68	3.00	
\$225,001 - \$325,000	71		20.94%	3.74	4.00	4.82	2.58	8.57	
\$325,001 - \$425,000	34		10.03%	4.86	0.00	5.08	4.15	24.00	
\$425,001 and up	43		12.68%	12.00	0.00	9.23	11.48	22.00	
Market Supply of Inventory (MSI)		2.92			6.82	2.24	3.41	10.67	
Total Active Inventory by Units		339	100%	2.92	29	168	118	24	

October 2019



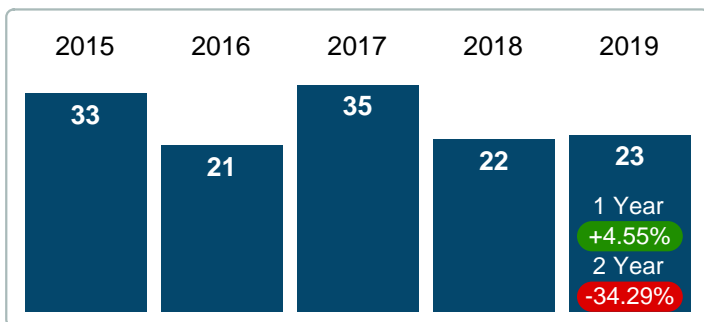
Area Delimited by County Of Wagoner - Residential Property Type



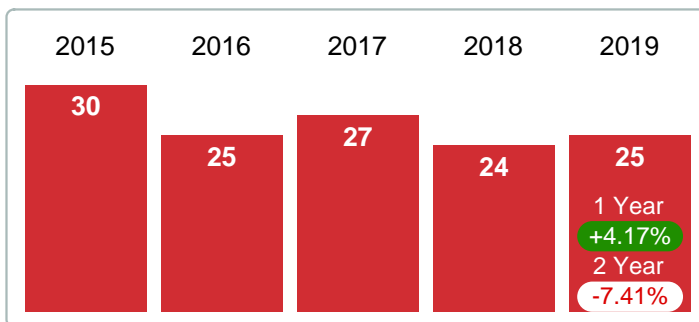
MEDIAN DAYS ON MARKET TO SALE

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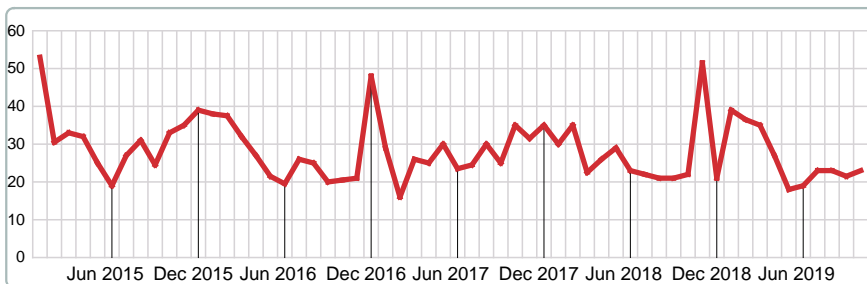
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 27

High Jan 2015 53 Low Feb 2017 16

Median Days on Market to Sale this month at 23 below the 5 yr OCT average of 27



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	6	5.31%	2	0	2	2	0
\$75,001 - \$125,000	13	11.50%	16	16	19	19	0
\$125,001 - \$150,000	19	16.81%	22	0	22	19	0
\$150,001 - \$175,000	29	25.66%	21	14	9	27	0
\$175,001 - \$250,000	21	18.58%	40	0	40	16	0
\$250,001 - \$300,000	11	9.73%	50	0	74	47	48
\$300,001 and up	14	12.39%	66	0	61	95	36
Median Closed DOM			23	15	23	29	48
Total Closed Units		100%	23.0	2	74	34	3
Total Closed Volume			21,885,765	270.00K	12.23M	8.10M	1.28M

October 2019



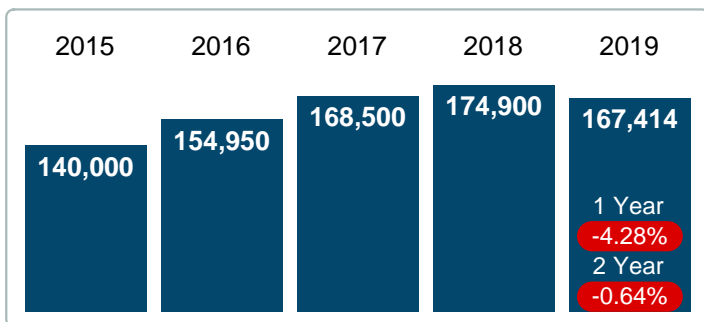
Area Delimited by County Of Wagoner - Residential Property Type



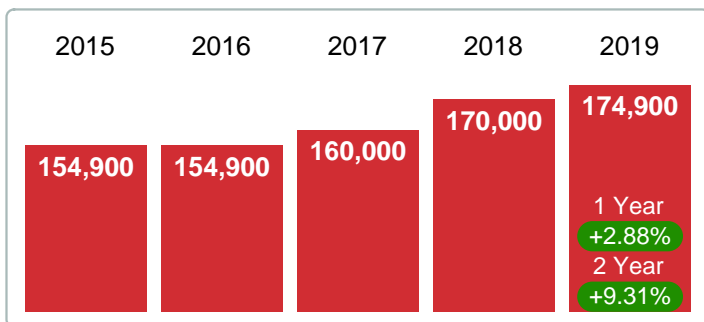
MEDIAN LIST PRICE AT CLOSING

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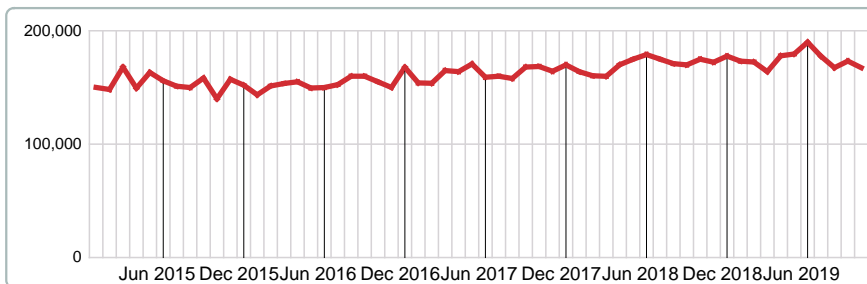
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

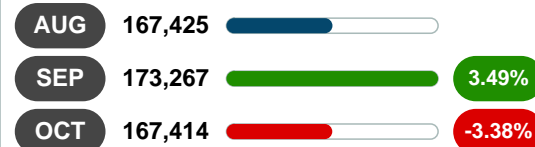


3 MONTHS

5 year OCT AVG = 161,153

High Jun 2019 189,900 Low Oct 2015 140,000

Median List Price at Closing this month at **167,414**
above the 5 yr OCT average of **161,153**



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	5	4.42%	65,000	0	50,500	65,000	0
\$75,001 - \$125,000	13	11.50%	99,900	110,000	92,000	120,000	0
\$125,001 - \$150,000	20	17.70%	141,750	0	141,750	139,900	0
\$150,001 - \$175,000	28	24.78%	162,750	165,000	159,918	169,900	0
\$175,001 - \$250,000	21	18.58%	200,000	0	192,500	214,000	0
\$250,001 - \$300,000	13	11.50%	287,000	0	292,400	285,000	265,046
\$300,001 and up	13	11.50%	380,000	0	357,000	389,900	555,655
Median List Price			167,414	137,500	157,000	218,000	312,310
Total Closed Units		100%	167,414	2	74	34	3
Total Closed Volume			22,160,934	275.00K	12.38M	8.13M	1.38M

October 2019



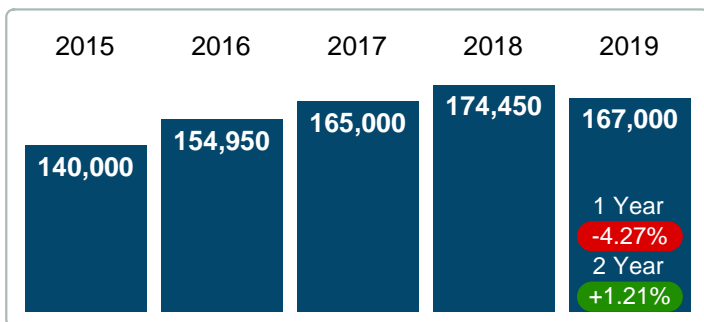
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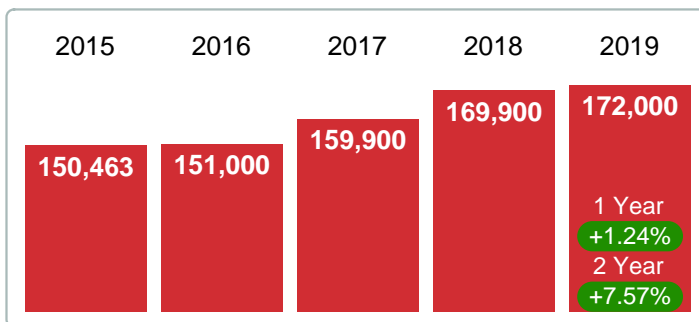
MEDIAN SOLD PRICE AT CLOSING

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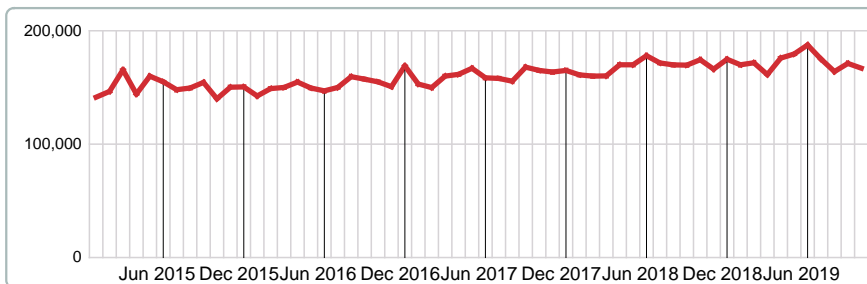
OCTOBER



YEAR TO DATE (YTD)

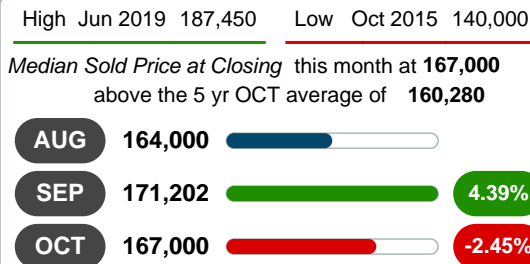


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 160,280



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	6	5.31%	63,500	0	65,000	62,000	0
\$75,001 - \$125,000	13	11.50%	106,000	110,000	96,500	121,500	0
\$125,001 - \$150,000	19	16.81%	144,900	0	144,900	139,900	0
\$150,001 - \$175,000	29	25.66%	166,000	160,000	159,430	171,889	0
\$175,001 - \$250,000	21	18.58%	199,900	0	194,250	214,000	0
\$250,001 - \$300,000	11	9.73%	273,900	0	269,450	284,000	269,752
\$300,001 and up	14	12.39%	374,000	0	355,755	388,000	506,155
Median Sold Price			167,000	135,000	153,614	218,000	312,310
Total Closed Units		100%	167,000	2	74	34	3
Total Closed Volume			21,885,765	270.00K	12.23M	8.10M	1.28M

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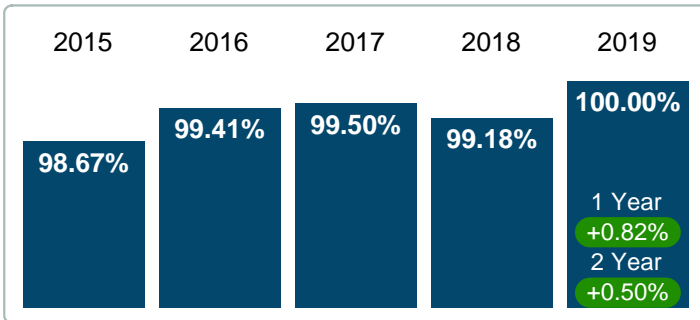
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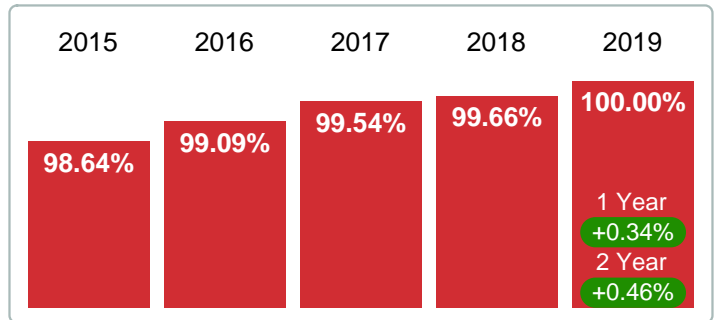
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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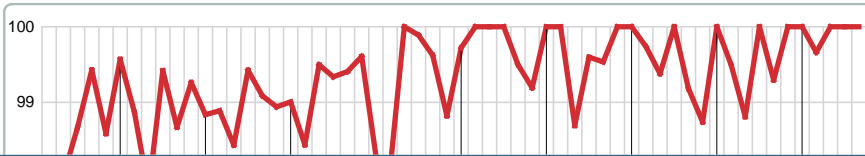
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.35%

High Oct 2019 100.00% Low Aug 2015 97.83%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr OCT average of **99.35%**

AUG 100.00%
SEP 100.00%
OCT 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	6	5.31%	100.00%	0.00%	100.00%	95.38%	0.00%
\$75,001 - \$125,000	13	11.50%	99.60%	100.00%	98.03%	101.30%	0.00%
\$125,001 - \$150,000	19	16.81%	100.00%	0.00%	100.00%	100.00%	0.00%
\$150,001 - \$175,000	29	25.66%	100.00%	96.97%	100.00%	100.00%	0.00%
\$175,001 - \$250,000	21	18.58%	99.62%	0.00%	98.98%	100.00%	0.00%
\$250,001 - \$300,000	11	9.73%	99.70%	0.00%	95.86%	99.85%	101.78%
\$300,001 and up	14	12.39%	99.68%	0.00%	100.00%	99.36%	93.80%
Median Sold/List Ratio		100.00%		98.48%	100.00%	100.00%	100.00%
Total Closed Units	113	100%	100.00%	2	74	34	3
Total Closed Volume	21,885,765			270.00K	12.23M	8.10M	1.28M

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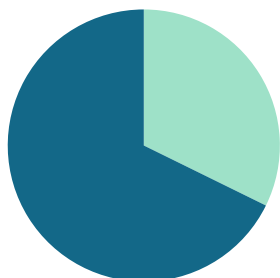
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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INVENTORY

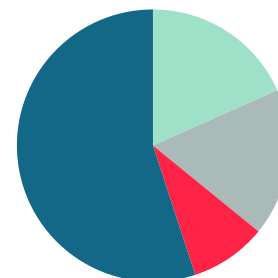


Inventory
 New Listings
162 = 32.27%
 Start Inventory
340
 Total Inventory Units
502
 Volume
\$124,328,365

Market Activity

Closed Sales
113 = 18.34%
 Pending Sales
108 = 17.53%
 Other Off Market
56 = 9.09%
 Active Inventory
339 = 55.03%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	92	113	22.83%	1,073	1,197	11.56%
Pending Sales	114	108	-5.26%	1,131	1,249	10.43%
New Listings	137	162	18.25%	1,700	1,689	-0.65%
Median List Price	174,900	167,414	-4.28%	170,000	174,900	2.88%
Median Sale Price	174,450	167,000	-4.27%	169,900	172,000	1.24%
Median Percent of Selling Price to List Price	99.18%	100.00%	0.82%	99.66%	100.00%	0.34%
Median Days on Market to Sale	22.00	23.00	4.55%	24.00	25.00	4.17%
Monthly Inventory	427	339	-20.61%	427	339	-20.61%
Months Supply of Inventory	4.00	2.92	-26.94%	4.00	2.92	-26.94%

Absorption: Last 12 months, an Average of **116** Sales/Month

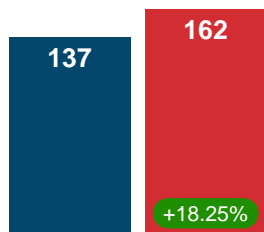
Inventory on October 31, 2019 = **339**

2018 **2019**

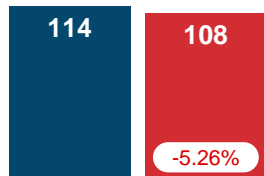
OCTOBER MARKET

MEDIAN PRICES

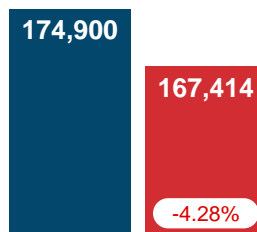
New Listings



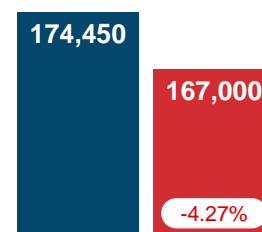
Pending Listings



List Price



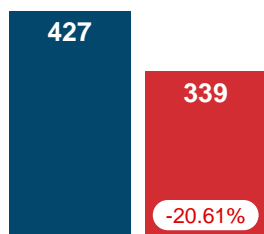
Sale Price



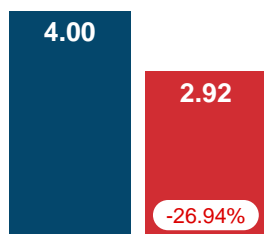
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

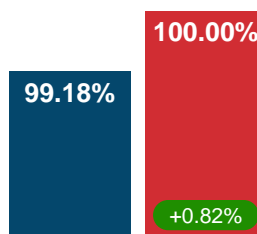
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

