

September 2019



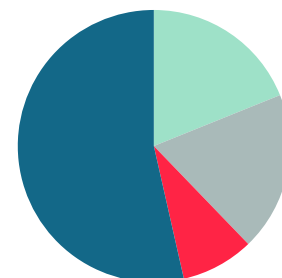
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	117	120	2.56%
Pending Listings	103	120	16.50%
New Listings	151	140	-7.28%
Average List Price	191,625	207,329	8.20%
Average Sale Price	188,655	204,584	8.44%
Average Percent of Selling Price to List Price	98.22%	99.02%	0.82%
Average Days on Market to Sale	41.60	44.31	6.51%
End of Month Inventory	467	340	-27.19%
Months Supply of Inventory	4.28	2.98	-30.44%



■ Closed (18.90%)
■ Pending (18.90%)
■ Other OffMarket (8.66%)
■ Active (53.54%)

Absorption: Last 12 months, an Average of **114** Sales/Month
Active Inventory as of September 30, 2019 = **340**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **27.19%** to 340 existing homes available for sale. Over the last 12 months this area has had an average of 114 closed sales per month. This represents an unsold inventory index of **2.98** 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 **8.44%** in September 2019 to \$204,584 versus the previous year at \$188,655.

Average Days on Market Lengthens

The average number of **44.31** days that homes spent on the market before selling increased by 2.71 days or **6.51%** in September 2019 compared to last year's same month at **41.60** DOM.

Sales Success for September 2019 is Positive

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

There were 140 New Listings in September 2019, down **7.28%** from last year at 151. Furthermore, there were 120 Closed Listings this month versus last year at 117, a **2.56%** increase.

Closed versus Listed trends yielded a **85.7%** ratio, up from previous year's, September 2018, at **77.5%**, a **10.62%** 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

September 2019



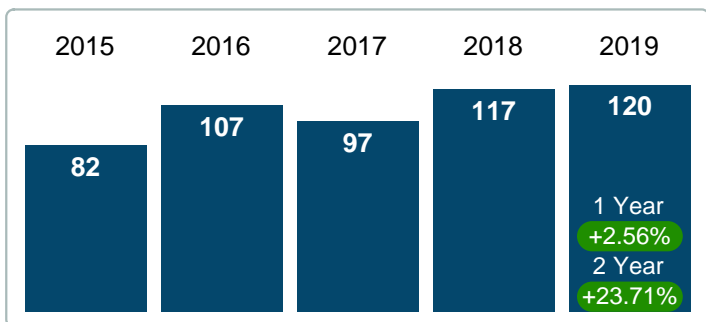
Area Delimited by County Of Wagoner - Residential Property Type



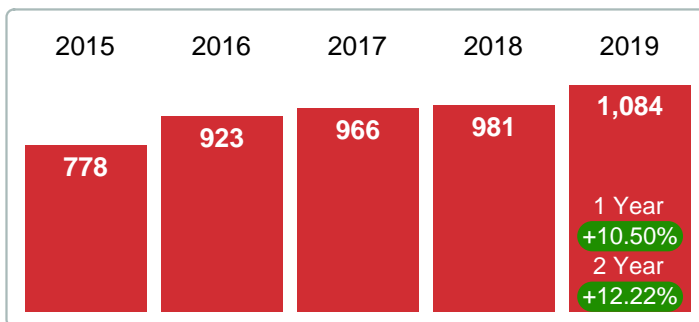
CLOSED LISTINGS

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

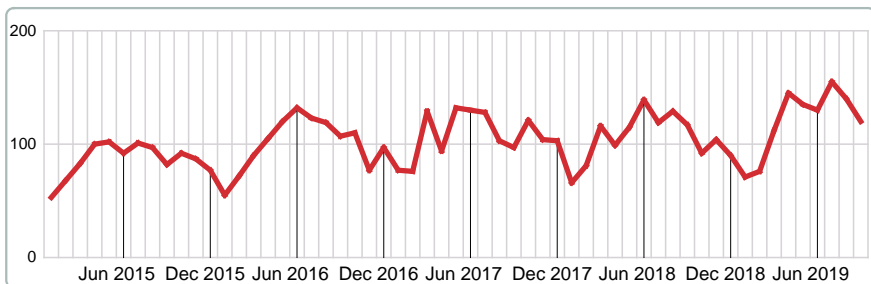
SEPTEMBER



YEAR TO DATE (YTD)

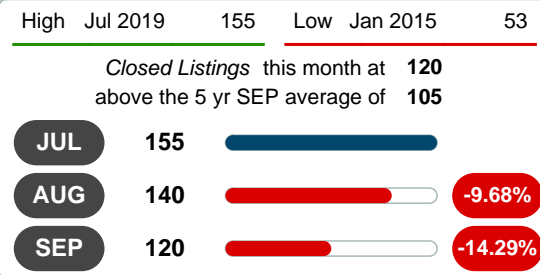


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 105



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	7.50%	42.4	1	7	1	0
\$100,001 - \$150,000	18	15.00%	22.7	1	13	4	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$175,000	36	30.00%	44.8	1	23	12	0
\$175,001 - \$225,000	26	21.67%	39.0	0	14	12	0
\$225,001 - \$325,000	20	16.67%	58.8	1	9	10	0
\$325,001 and up	11	9.17%	65.8	0	3	7	1
Total Closed Units	120			4	69	46	1
Total Closed Volume	24,550,042	100%	44.3	640.35K	12.32M	11.05M	537.50K
Average Closed Price	\$204,584			\$160,088	\$178,526	\$240,303	\$537,500

September 2019



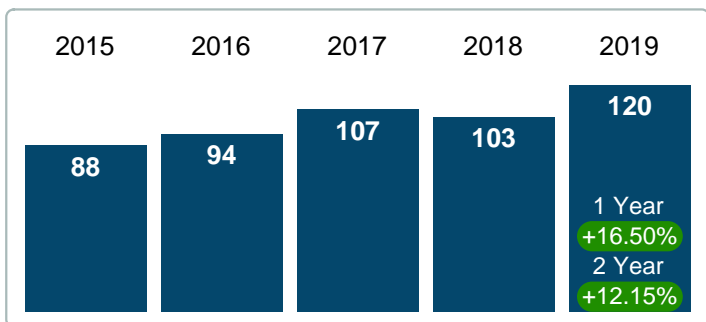
Area Delimited by County Of Wagoner - Residential Property Type



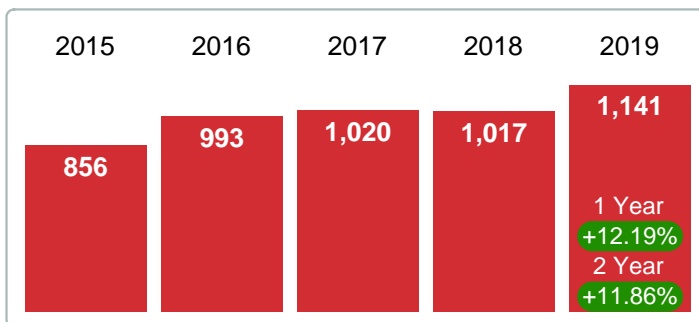
PENDING LISTINGS

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

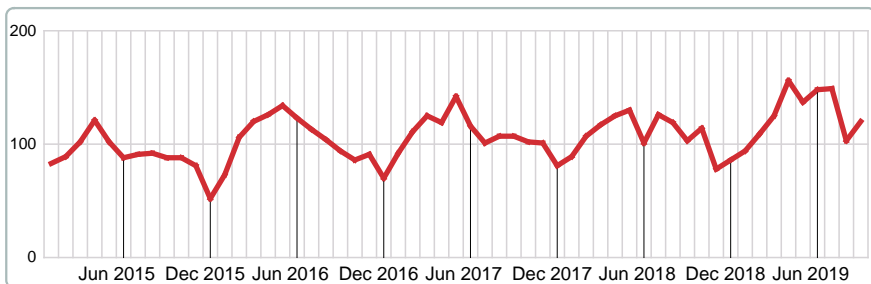
SEPTEMBER



YEAR TO DATE (YTD)

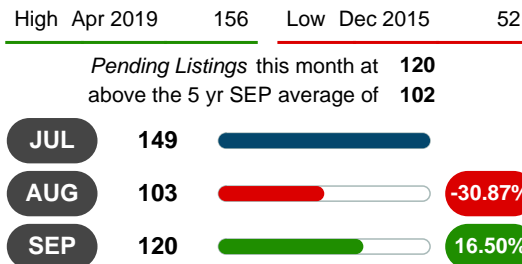


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 102



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	7.50%	41.4	1	7	1	0
\$100,001 - \$125,000	5	4.17%	34.4	1	3	1	0
\$125,001 - \$150,000	18	15.00%	47.2	0	15	3	0
\$150,001 - \$200,000	46	38.33%	35.8	2	28	16	0
\$200,001 - \$250,000	13	10.83%	52.6	0	7	6	0
\$250,001 - \$325,000	15	12.50%	58.0	1	7	6	1
\$325,001 and up	14	11.67%	71.7	0	5	8	1
Total Pending Units	120			5	72	41	2
Total Pending Volume	24,884,013	100%	47.1	801.80K	13.35M	9.62M	1.12M
Average Listing Price	\$208,479			\$160,360	\$185,376	\$234,543	\$559,450

September 2019



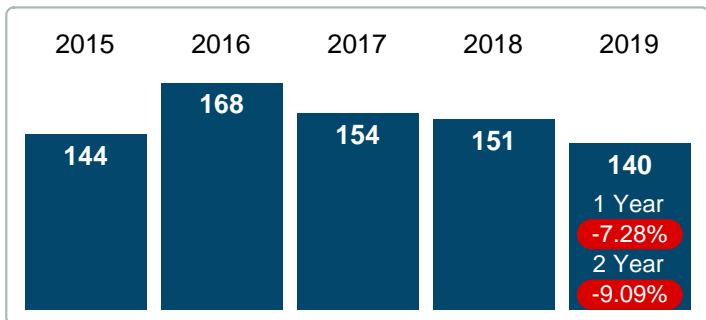
Area Delimited by County Of Wagoner - Residential Property Type



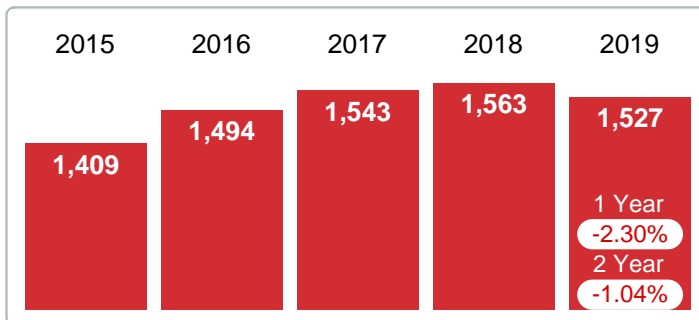
NEW LISTINGS

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

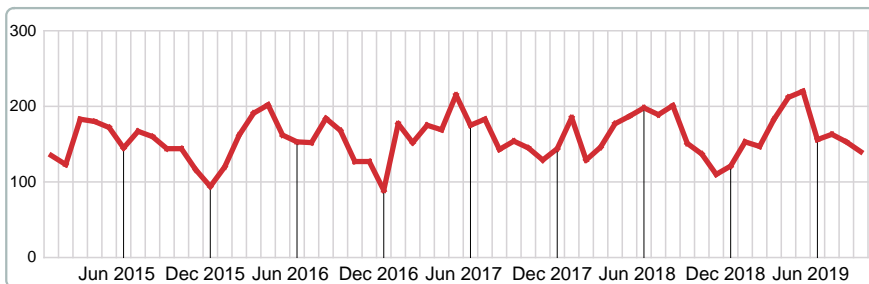
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 151

High May 2019 220 Low Dec 2016 89

New Listings this month at 140
below the 5 yr SEP average of 151



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	12	8.57%	4	6	2	0
\$100,001 - \$150,000	17	12.14%	3	11	3	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0
\$150,001 - \$200,000	56	40.00%	2	36	18	0
\$200,001 - \$250,000	22	15.71%	0	15	7	0
\$250,001 - \$350,000	18	12.86%	1	6	8	3
\$350,001 and up	15	10.71%	0	2	11	2
Total New Listed Units	140		10	76	49	5
Total New Listed Volume	33,340,936	100%	1.30M	14.43M	15.05M	2.57M
Average New Listed Listing Price	\$196,383		\$129,855	\$189,847	\$307,091	\$513,320

September 2019



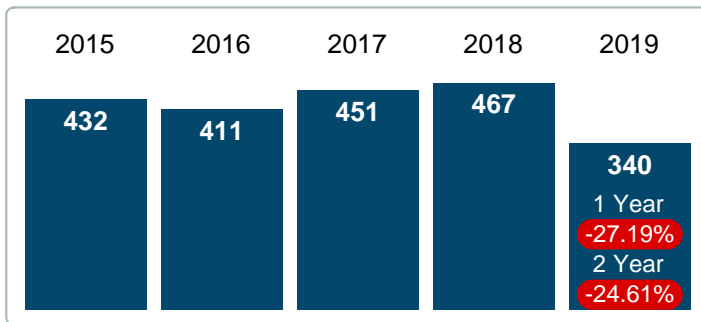
Area Delimited by County Of Wagoner - Residential Property Type



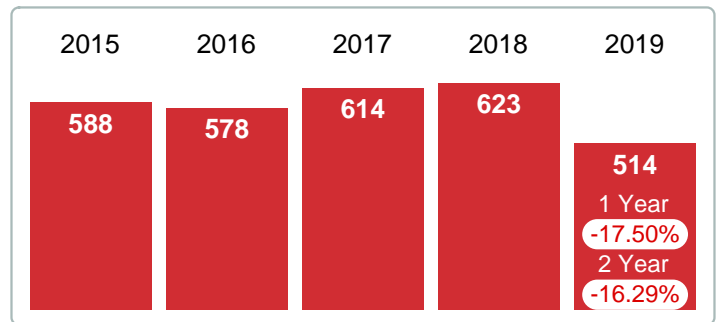
ACTIVE INVENTORY

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

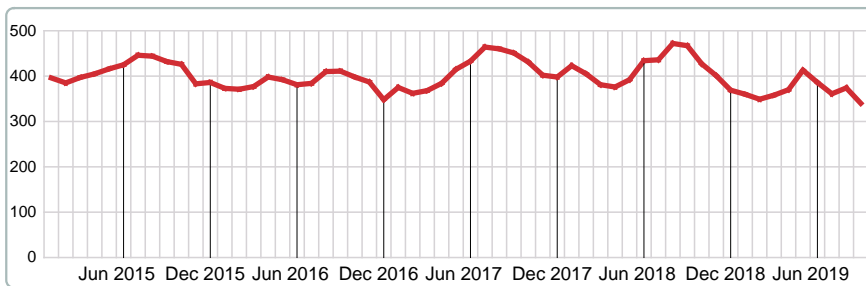
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

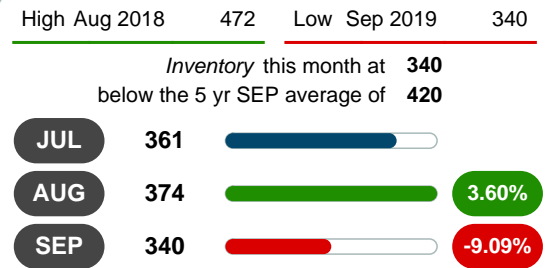


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 420



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	5.00%	81.0	9	6	2	0
\$50,001 - \$125,000	46	13.53%	94.8	19	20	7	0
\$125,001 - \$150,000	25	7.35%	79.5	1	18	6	0
\$150,001 - \$225,000	123	36.18%	62.1	5	75	40	3
\$225,001 - \$300,000	52	15.29%	78.3	0	29	20	3
\$300,001 - \$425,000	31	9.12%	66.6	0	10	19	2
\$425,001 and up	46	13.53%	68.9	1	11	22	12
Total Active Inventory by Units	340			35	169	116	20
Total Active Inventory by Volume	86,558,661	100%	72.6	3.62M	34.80M	37.69M	10.45M
Average Active Inventory Listing Price	\$254,584			\$103,459	\$205,907	\$324,878	\$522,675

September 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.

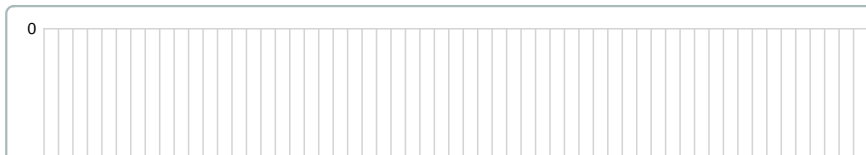
MSI FOR SEPTEMBER

2015	2016	2017	2018	2019

INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
340	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 SEP AVG = inf

High Sep 2019	inf	Low Sep 2019	inf
Months Supply this month at inf equal to 5 yr SEP average of inf			
JUL	inf		%
AUG	inf		%
SEP	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	5.00%	5.51	9.00	3.00	24.00	0.00
\$50,001 - \$125,000	46	13.53%	2.69	10.86	1.58	2.71	0.00
\$125,001 - \$150,000	25	7.35%	1.56	1.71	1.31	4.24	0.00
\$150,001 - \$225,000	123	36.18%	2.53	10.00	2.20	3.02	4.00
\$225,001 - \$300,000	52	15.29%	3.07	0.00	3.66	2.38	9.00
\$300,001 - \$425,000	31	9.12%	3.54	0.00	4.80	3.30	2.40
\$425,001 and up	46	13.53%	12.27	12.00	10.15	10.56	24.00
Market Supply of Inventory (MSI)		2.98		8.24	2.30	3.45	7.27
Total Active Inventory by Units		340	100%	35	169	116	20

September 2019



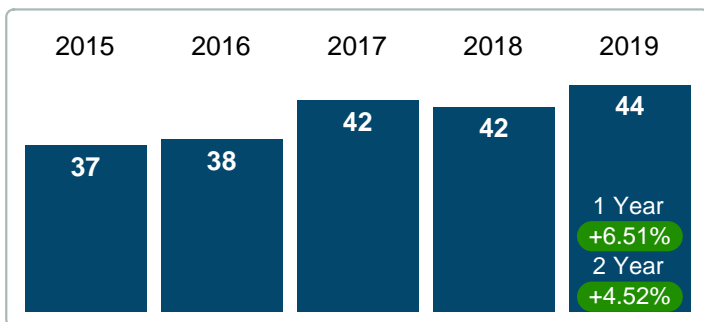
Area Delimited by County Of Wagoner - Residential Property Type



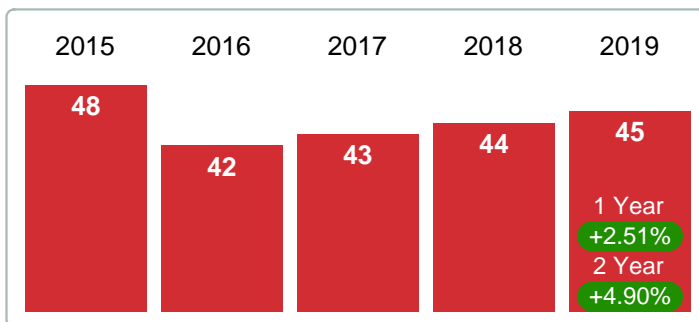
AVERAGE DAYS ON MARKET TO SALE

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

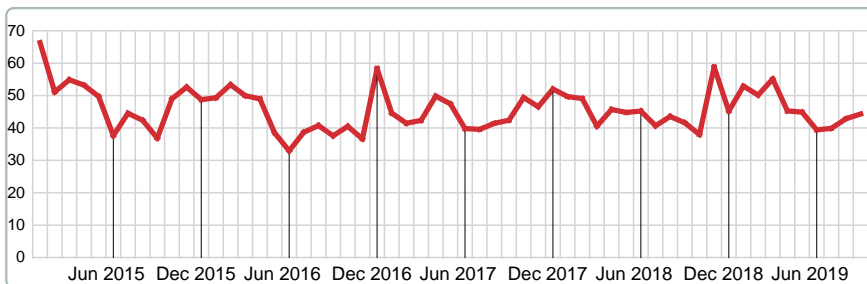
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

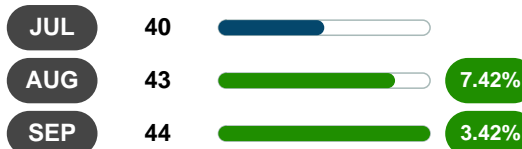


3 MONTHS

5 year SEP AVG = 41

High Jan 2015 66 Low Jun 2016 33

Average Days on Market to Sale this month at 44 above the 5 yr SEP average of 41



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
\$100,000 and less 9	7.50%	42	48	47	7	0
\$100,001 - \$150,000 18	15.00%	23	7	25	20	0
\$150,001 - \$150,000 0	0.00%	0	0	0	0	0
\$150,001 - \$175,000 36	30.00%	45	127	51	25	0
\$175,001 - \$225,000 26	21.67%	39	0	34	44	0
\$225,001 - \$325,000 20	16.67%	59	109	81	34	0
\$325,001 and up 11	9.17%	66	0	77	67	22
Average Closed DOM		44	73	47	38	22
Total Closed Units	100%	44	4	69	46	1
Total Closed Volume		24,550,042	640.35K	12.32M	11.05M	537.50K

September 2019



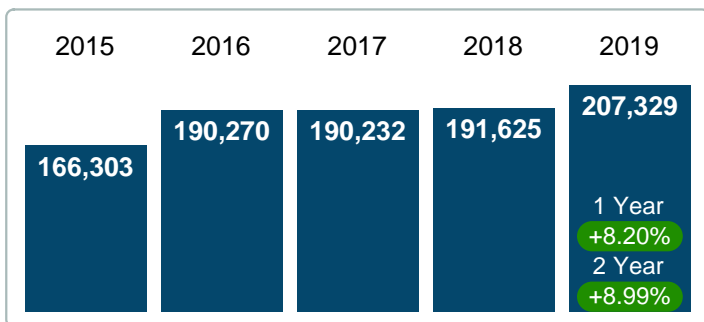
Area Delimited by County Of Wagoner - Residential Property Type



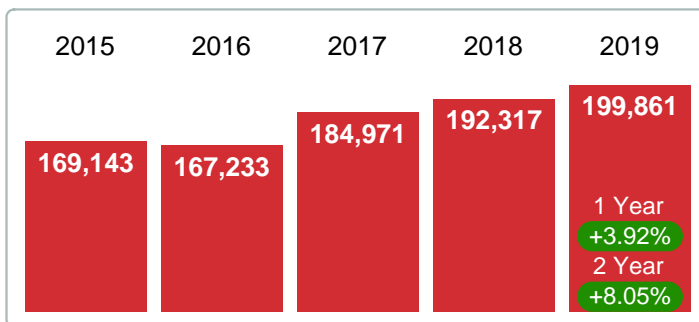
AVERAGE LIST PRICE AT CLOSING

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

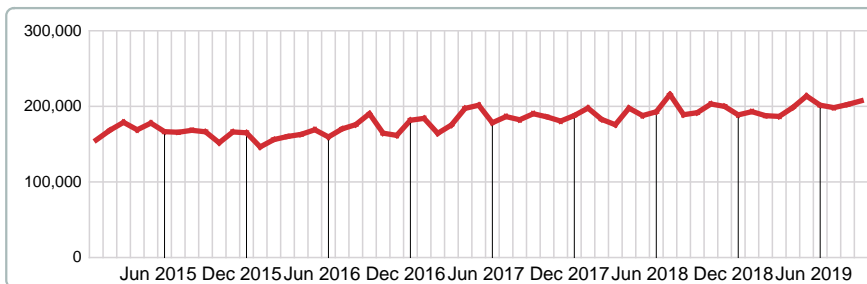
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

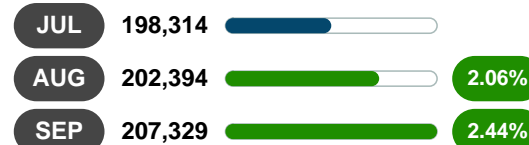


3 MONTHS

5 year SEP AVG = 189,152

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

Average List Price at Closing this month at **207,329**
above the 5 yr SEP average of **189,152**



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
\$100,000 and less	8.33%	75,740	87,000	72,057	67,000	0
\$100,001 - \$150,000	15.00%	137,964	99,000	144,699	125,500	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$175,000	28.33%	163,052	162,000	158,608	167,829	0
\$175,001 - \$225,000	20.00%	198,444	0	204,536	201,230	0
\$225,001 - \$325,000	16.67%	263,297	300,000	262,617	291,479	0
\$325,001 and up	11.67%	433,313	0	427,467	460,869	550,000
Average List Price		207,329	162,000	181,781	242,143	550,000
Total Closed Units	100%	207,329	4	69	46	1
Total Closed Volume		24,879,483	648.00K	12.54M	11.14M	550.00K

September 2019



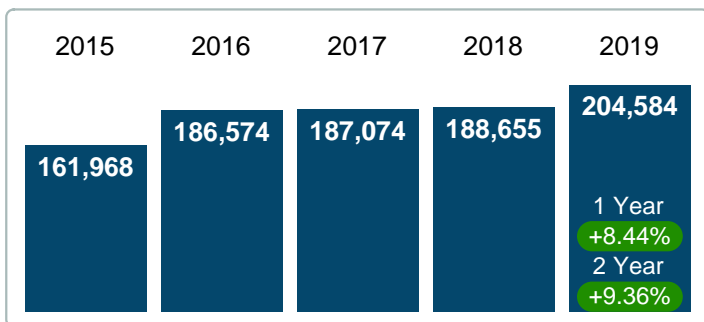
Area Delimited by County Of Wagoner - Residential Property Type



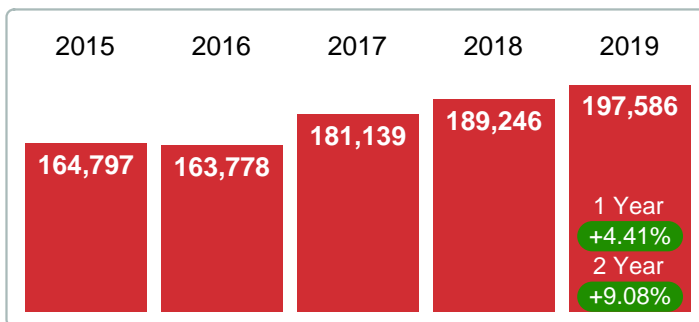
AVERAGE SOLD PRICE AT CLOSING

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

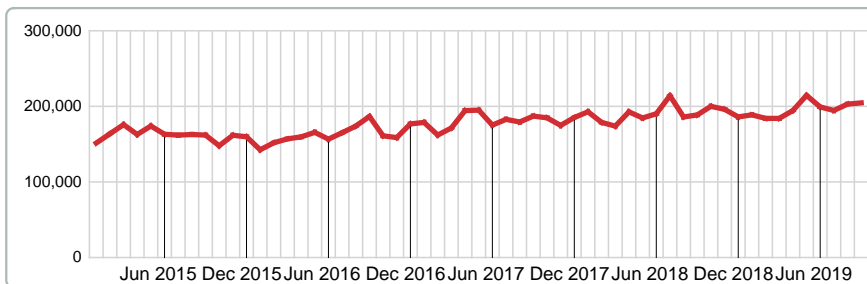
SEPTEMBER



YEAR TO DATE (YTD)

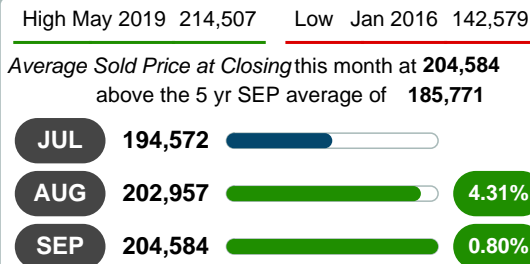


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 185,771



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
\$100,000 and less	7.50%	71,383	85,000	70,779	62,000	0
\$100,001 - \$150,000	15.00%	135,041	110,350	140,107	124,750	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$175,000	30.00%	161,809	155,000	159,134	167,504	0
\$175,001 - \$225,000	21.67%	200,453	0	199,521	201,540	0
\$225,001 - \$325,000	16.67%	274,324	290,000	258,950	286,593	0
\$325,001 and up	9.17%	450,316	0	405,833	456,926	537,500
Average Sold Price		204,584	160,088	178,526	240,303	537,500
Total Closed Units	100%	204,584	4	69	46	1
Total Closed Volume		24,550,042	640.35K	12.32M	11.05M	537.50K

September 2019



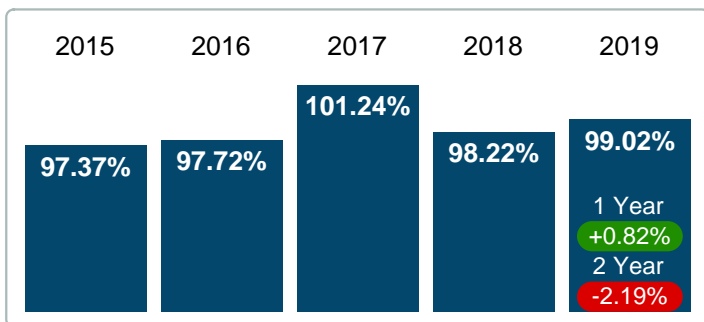
Area Delimited by County Of Wagoner - Residential Property Type



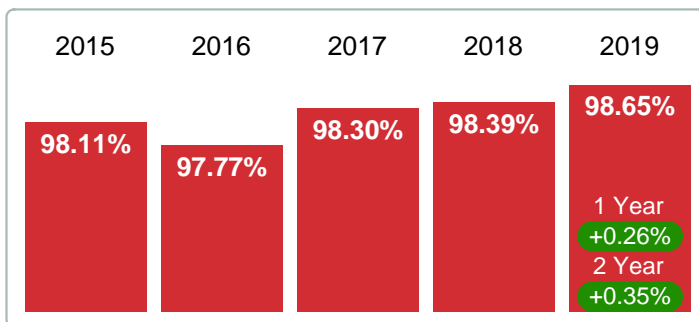
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

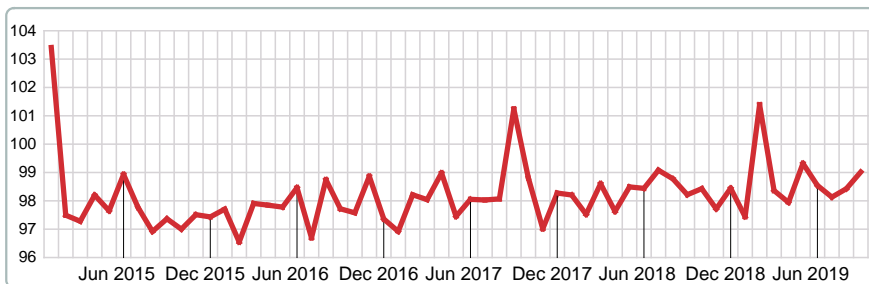
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

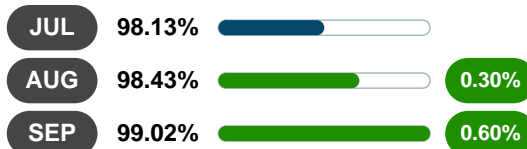


3 MONTHS

5 year SEP AVG = 98.71%

High Jan 2015 103.41% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **99.02%** equal to 5 yr SEP average of **98.71%**



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
\$100,000 and less	9	7.50%	98.70%	97.70%	99.73%	92.54%	0.00%
\$100,001 - \$150,000	18	15.00%	98.50%	111.46%	97.30%	99.13%	0.00%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$175,000	36	30.00%	100.06%	95.68%	100.38%	99.81%	0.00%
\$175,001 - \$225,000	26	21.67%	98.84%	0.00%	97.70%	100.16%	0.00%
\$225,001 - \$325,000	20	16.67%	98.44%	96.67%	98.56%	98.51%	0.00%
\$325,001 and up	11	9.17%	98.19%	0.00%	95.93%	99.23%	97.73%
Average Sold/List Ratio		99.00%		100.38%	98.76%	99.31%	97.73%
Total Closed Units	120	100%	99.00%	4	69	46	1
Total Closed Volume	24,550,042			640.35K	12.32M	11.05M	537.50K

September 2019



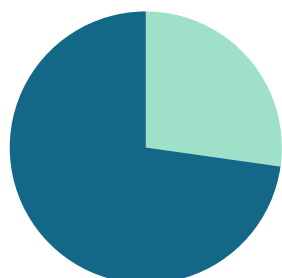
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

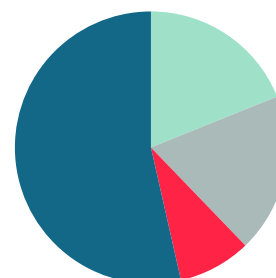


Inventory
 New Listings
140 = 27.24%
 Start Inventory
374
 Total Inventory Units
514
 Volume
\$127,099,235

Market Activity

Closed Sales
120 = 18.90%
 Pending Sales
120 = 18.90%
 Other Off Market
55 = 8.66%
 Active Inventory
340 = 53.54%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	117	120	2.56%	981	1,084	10.50%
Pending Sales	103	120	16.50%	1,017	1,141	12.19%
New Listings	151	140	-7.28%	1,563	1,527	-2.30%
Average List Price	191,625	207,329	8.20%	192,317	199,861	3.92%
Average Sale Price	188,655	204,584	8.44%	189,246	197,586	4.41%
Average Percent of Selling Price to List Price	98.22%	99.02%	0.82%	98.39%	98.65%	0.26%
Average Days on Market to Sale	41.60	44.31	6.51%	44.08	45.18	2.51%
Monthly Inventory	467	340	-27.19%	467	340	-27.19%
Months Supply of Inventory	4.28	2.98	-30.44%	4.28	2.98	-30.44%

Absorption: Last 12 months, an Average of **114** Sales/Month

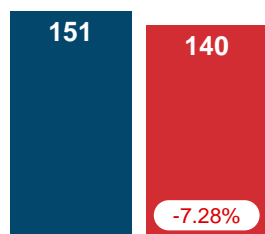
Inventory on September 30, 2019 = **340**

2018 **2019**

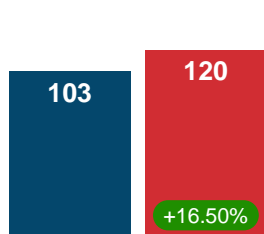
SEPTEMBER MARKET

AVERAGE PRICES

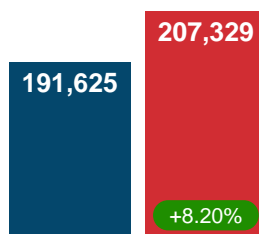
New Listings



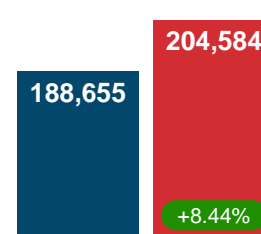
Pending Listings



List Price



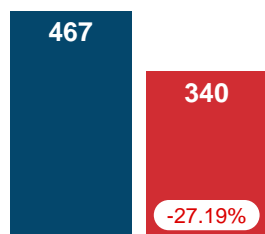
Sale Price



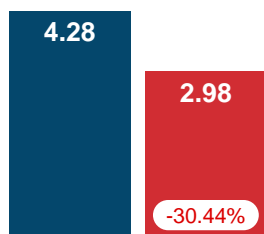
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

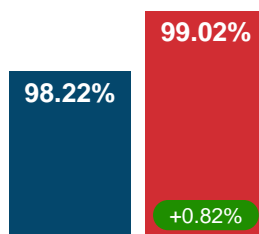
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

