

# September 2019



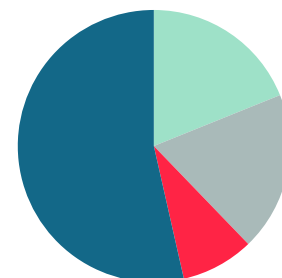
Area Delimited by County Of Wagoner - Residential Property Type



## 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%
Median List Price	169,900	173,267	1.98%
Median Sale Price	169,667	171,202	0.90%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	21.00	21.50	2.38%
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.

#### 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 **0.90%** in September 2019 to \$171,202 versus the previous year at \$169,667.

#### Median Days on Market Lengthens

The median number of **21.50** days that homes spent on the market before selling increased by 0.50 days or **2.38%** in September 2019 compared to last year's same month at **21.00** DOM.

#### Sales Success for September 2019 is Positive

Overall, with Median 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 Monthly 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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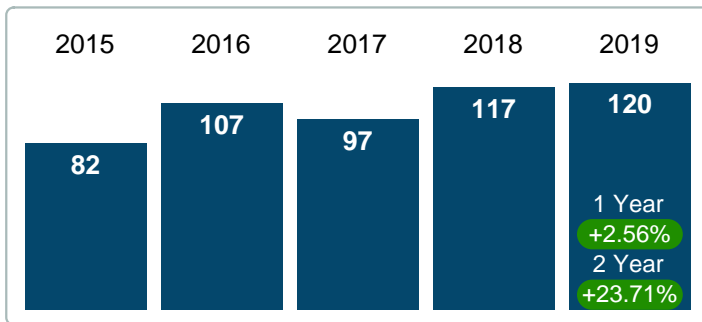
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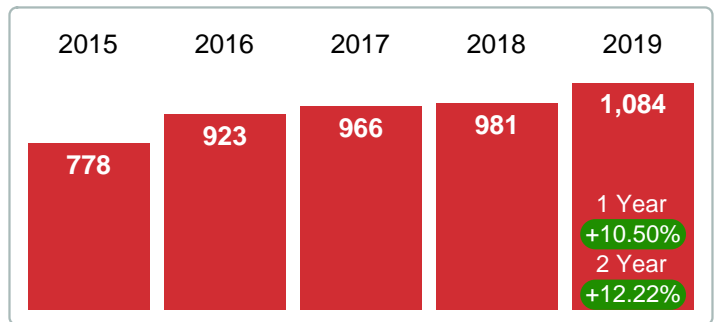
## CLOSED LISTINGS

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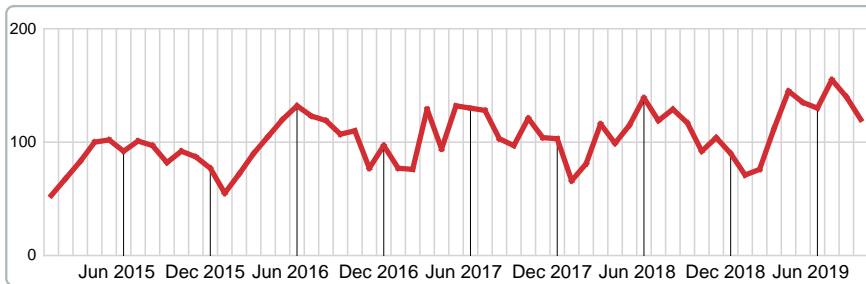
### SEPTEMBER



### YEAR TO DATE (YTD)

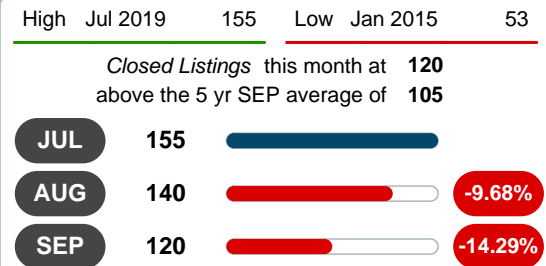


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 105



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	7.50%	12.0	1	7	1	0
\$100,001 - \$150,000	18	15.00%	13.0	1	13	4	0
\$150,001 - \$150,000	0	0.00%	13.0	0	0	0	0
\$150,001 - \$175,000	36	30.00%	20.5	1	23	12	0
\$175,001 - \$225,000	26	21.67%	28.0	0	14	12	0
\$225,001 - \$325,000	20	16.67%	30.0	1	9	10	0
\$325,001 and up	11	9.17%	65.0	0	3	7	1
<b>Total Closed Units</b>	<b>120</b>			<b>4</b>	<b>69</b>	<b>46</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>24,550,042</b>	<b>100%</b>	<b>21.5</b>	<b>640.35K</b>	<b>12.32M</b>	<b>11.05M</b>	<b>537.50K</b>
<b>Median Closed Price</b>	<b>\$171,202</b>			<b>\$132,675</b>	<b>\$160,000</b>	<b>\$205,960</b>	<b>\$537,500</b>

# September 2019



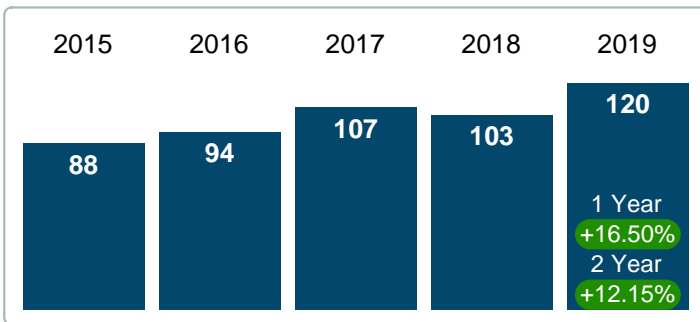
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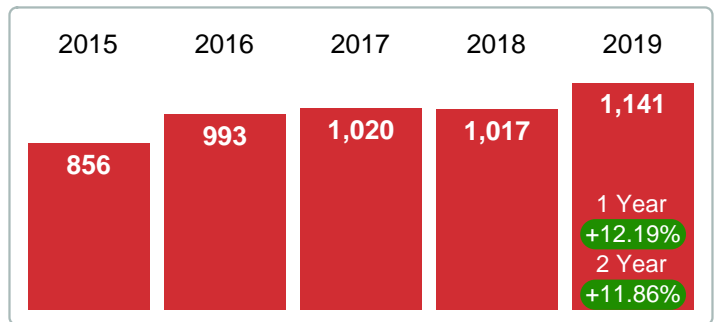
## PENDING LISTINGS

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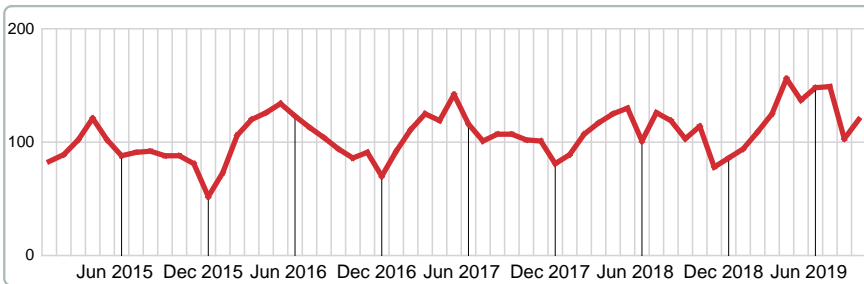
### SEPTEMBER



### YEAR TO DATE (YTD)

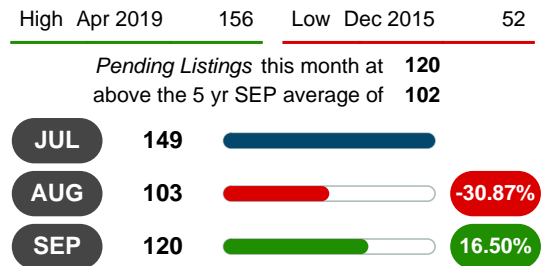


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 102



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	9	7.50%	28.0	1	7	1	0
\$100,001 - \$125,000	5	4.17%	29.0	1	3	1	0
\$125,001 - \$150,000	18	15.00%	44.0	0	15	3	0
\$150,001 - \$200,000	46	38.33%	24.5	2	28	16	0
\$200,001 - \$250,000	13	10.83%	52.0	0	7	6	0
\$250,001 - \$325,000	15	12.50%	54.0	1	7	6	1
\$325,001 and up	14	11.67%	84.5	0	5	8	1
<b>Total Pending Units</b>	<b>120</b>			<b>5</b>	<b>72</b>	<b>41</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>24,884,013</b>	<b>100%</b>	<b>39.0</b>	<b>801.80K</b>	<b>13.35M</b>	<b>9.62M</b>	<b>1.12M</b>
<b>Median Listing Price</b>	<b>\$172,702</b>			<b>\$162,000</b>	<b>\$160,000</b>	<b>\$200,000</b>	<b>\$559,450</b>

# September 2019



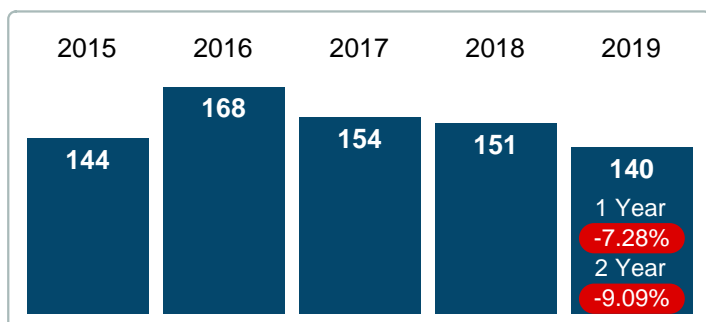
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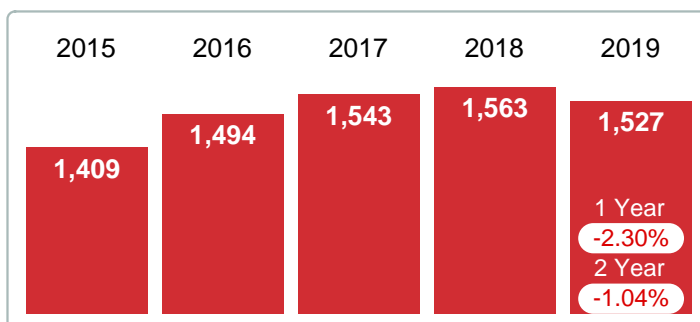
## NEW LISTINGS

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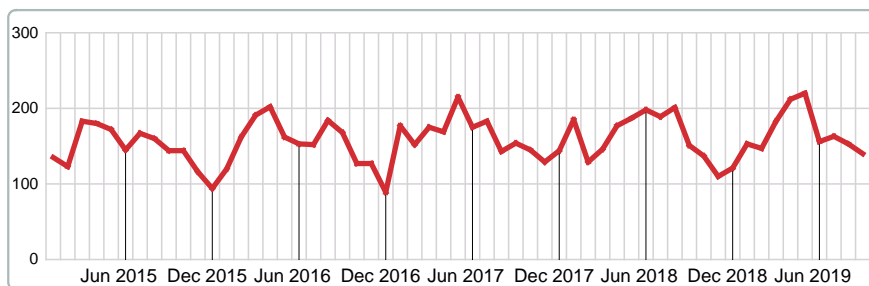
### SEPTEMBER



### YEAR TO DATE (YTD)

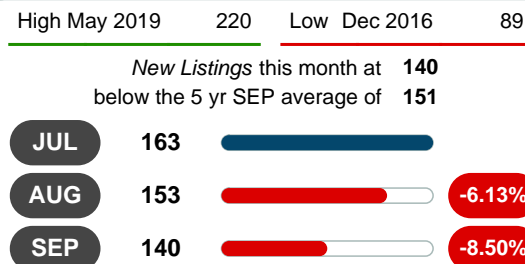


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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
<b>Total New Listed Units</b>	<b>140</b>		<b>10</b>	<b>76</b>	<b>49</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>33,340,936</b>	<b>100%</b>	<b>1.30M</b>	<b>14.43M</b>	<b>15.05M</b>	<b>2.57M</b>
<b>Median New Listed Listing Price</b>	<b>\$179,900</b>		<b>\$109,950</b>	<b>\$168,231</b>	<b>\$209,900</b>	<b>\$339,900</b>

# September 2019



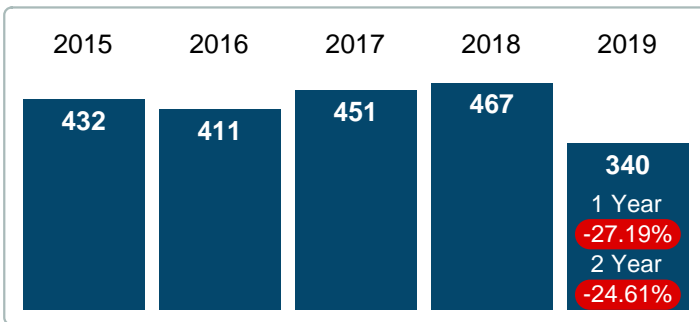
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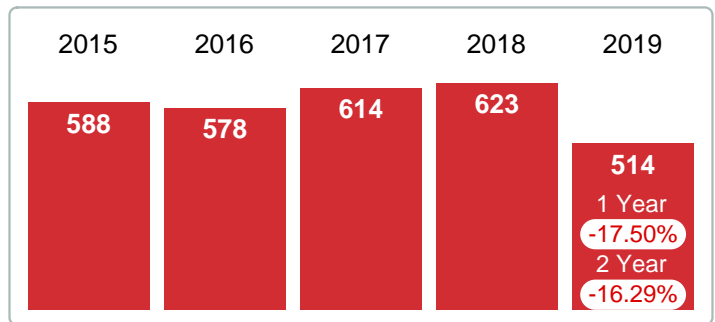
## ACTIVE INVENTORY

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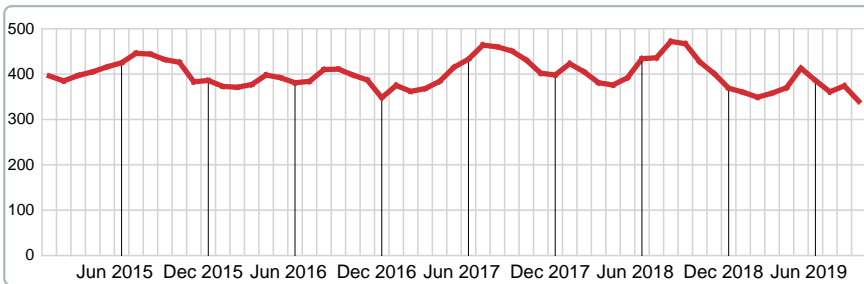
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

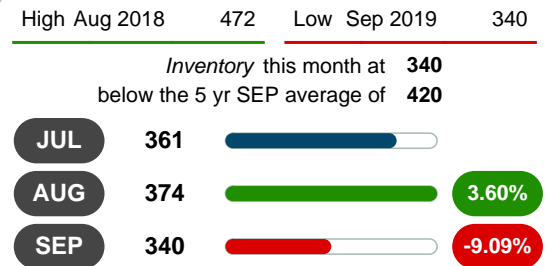


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 420



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	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%	80.5	19	20	7	0
\$125,001 - \$150,000	25	7.35%	56.0	1	18	6	0
\$150,001 - \$225,000	123	36.18%	42.0	5	75	40	3
\$225,001 - \$300,000	52	15.29%	78.5	0	29	20	3
\$300,001 - \$425,000	31	9.12%	52.0	0	10	19	2
\$425,001 and up	46	13.53%	61.0	1	11	22	12
Total Active Inventory by Units		340		35	169	116	20
Total Active Inventory by Volume		86,558,661	100%	3.62M	34.80M	37.69M	10.45M
Median Active Inventory Listing Price		\$198,288		\$75,000	\$185,032	\$229,950	\$442,450

# 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



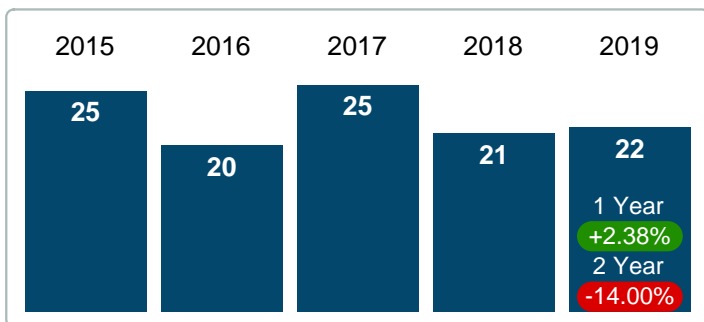
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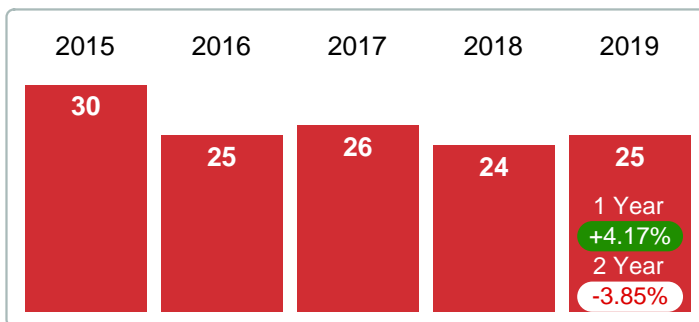
## MEDIAN DAYS ON MARKET TO SALE

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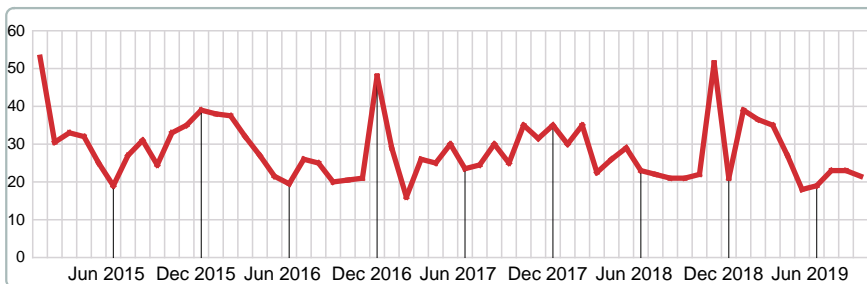
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 22

High Jan 2015 53 Low Feb 2017 16

Median Days on Market to Sale this month at 22 equal to 5 yr SEP average of 22

JUL	23	0.00%
AUG	23	0.00%
SEP	22	-6.52%

### 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
\$100,000 and less	7.50%	12	48	12	7	0
\$100,001 - \$150,000	15.00%	13	7	16	9	0
\$150,001 - \$150,000	0.00%	13	0	0	0	0
\$150,001 - \$175,000	30.00%	21	127	21	13	0
\$175,001 - \$225,000	21.67%	28	0	27	30	0
\$225,001 - \$325,000	16.67%	30	109	109	11	0
\$325,001 and up	9.17%	65	0	110	65	22
Median Closed DOM		22	79	25	19	22
Total Closed Units	100%	21.5	4	69	46	1
Total Closed Volume		24,550,042	640.35K	12.32M	11.05M	537.50K

# September 2019



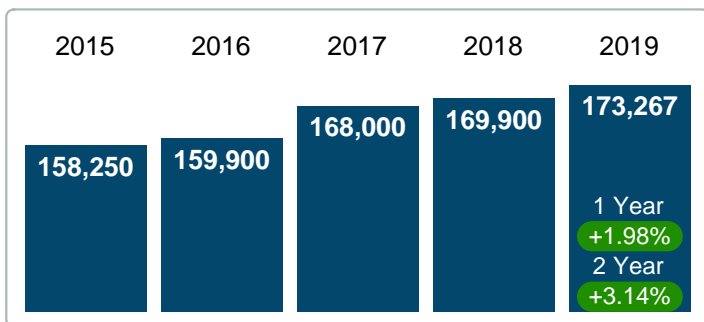
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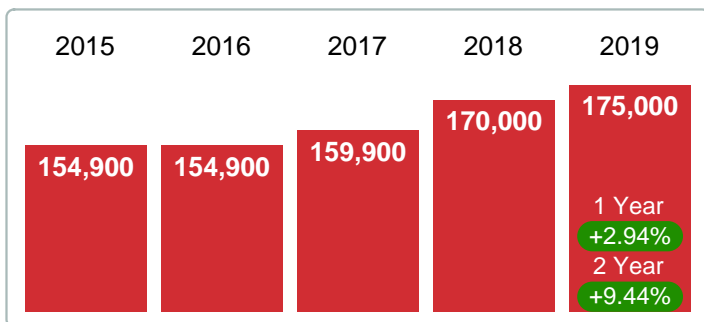
## MEDIAN LIST PRICE AT CLOSING

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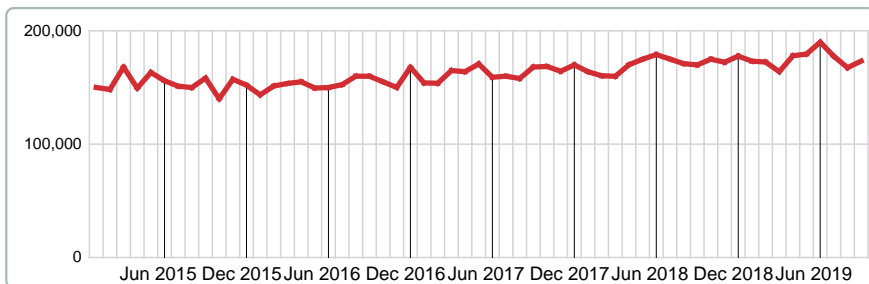
### SEPTEMBER



### YEAR TO DATE (YTD)

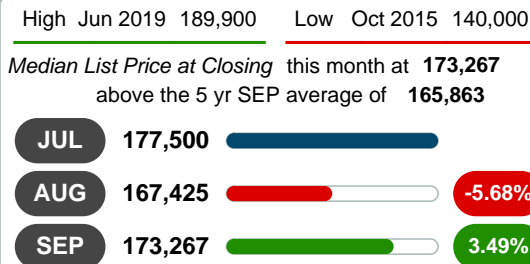


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 165,863



### 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
\$100,000 and less	10	8.33%	77,800	93,000	74,000	67,000	0
\$100,001 - \$150,000	18	15.00%	143,200	0	144,700	123,500	0
\$150,001 - \$150,000	0	0.00%	143,200	0	0	0	0
\$150,001 - \$175,000	34	28.33%	162,417	162,000	159,900	167,641	0
\$175,001 - \$225,000	24	20.00%	199,900	0	199,900	203,836	0
\$225,001 - \$325,000	20	16.67%	260,000	300,000	254,549	266,843	0
\$325,001 and up	14	11.67%	411,950	0	374,900	399,450	550,000
Median List Price			173,267	130,500	160,000	205,960	550,000
Total Closed Units		100%	173,267	4	69	46	1
Total Closed Volume			24,879,483	648.00K	12.54M	11.14M	550.00K



# September 2019



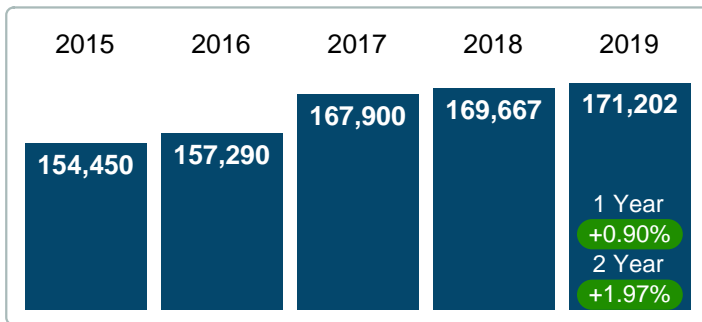
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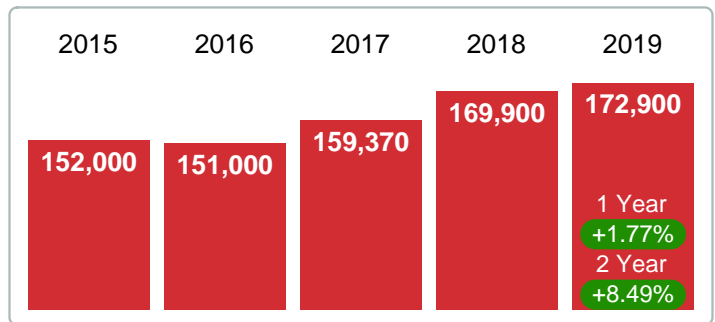
## MEDIAN SOLD PRICE AT CLOSING

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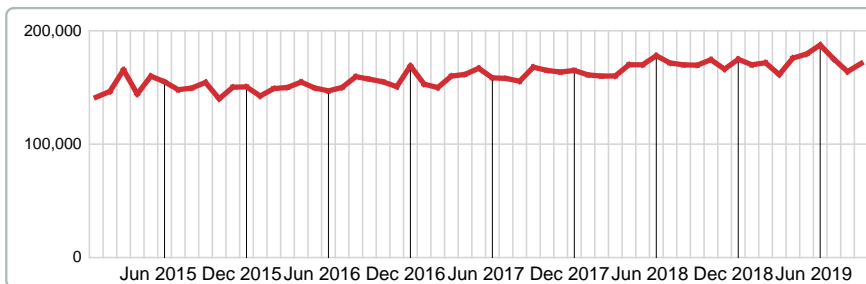
### SEPTEMBER



### YEAR TO DATE (YTD)

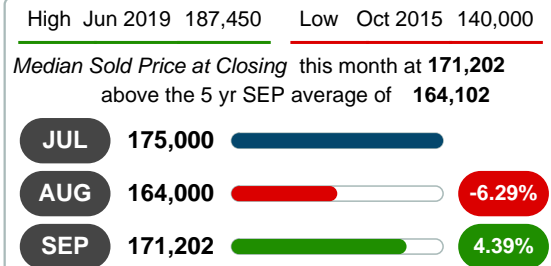


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 164,102



### 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
\$100,000 and less	9	7.50%	70,000	85,000	70,000	62,000	0
\$100,001 - \$150,000	18	15.00%	140,500	110,350	141,675	122,500	0
\$150,001 - \$150,000	0	0.00%	140,500	0	0	0	0
\$150,001 - \$175,000	36	30.00%	161,228	155,000	158,000	167,084	0
\$175,001 - \$225,000	26	21.67%	201,868	0	199,200	205,960	0
\$225,001 - \$325,000	20	16.67%	272,000	290,000	250,566	291,843	0
\$325,001 and up	11	9.17%	460,000	0	365,000	460,000	537,500
Median Sold Price			171,202	132,675	160,000	205,960	537,500
Total Closed Units		100%	120	4	69	46	1
Total Closed Volume			24,550,042	640.35K	12.32M	11.05M	537.50K

# September 2019



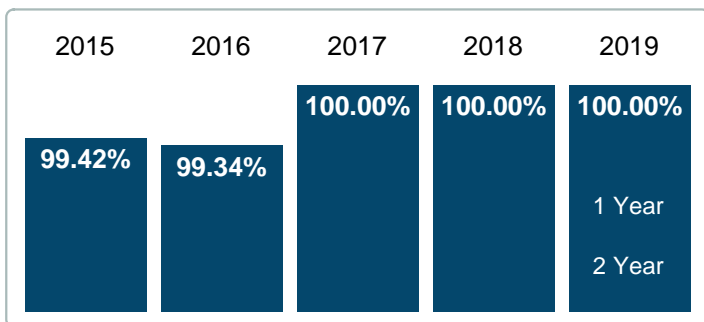
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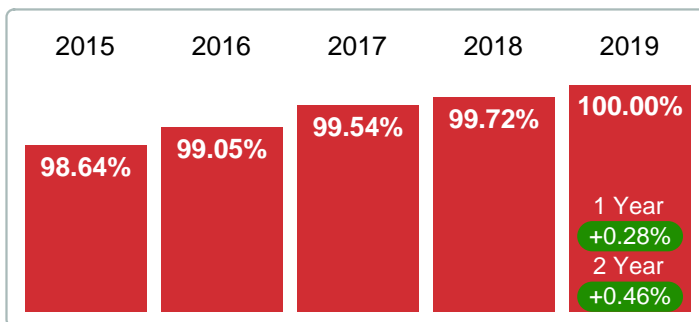
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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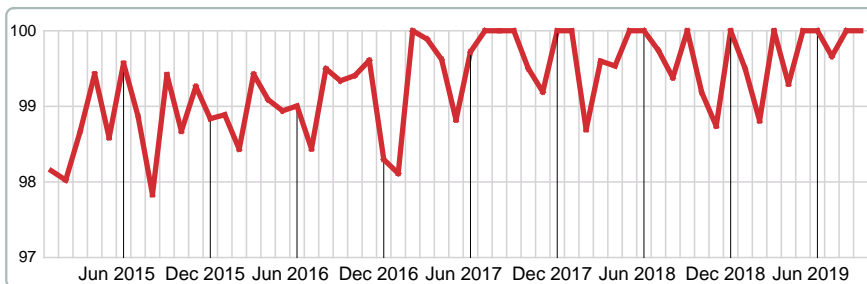
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

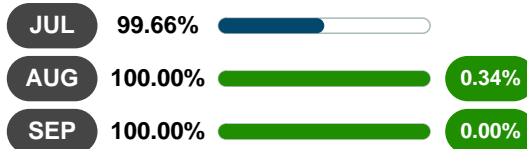


### 3 MONTHS

5 year SEP AVG = 99.75%

High Sep 2019 100.00% Low Aug 2015 97.83%

Median Sold/List Ratio this month at 100.00% equal to 5 yr SEP average of 99.75%



## 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
\$100,000 and less	9	7.50%	97.70%	97.70%	99.40%	92.54%	0.00%
\$100,001 - \$150,000	18	15.00%	100.00%	111.46%	100.00%	100.00%	0.00%
\$150,001 - \$150,000	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$175,000	36	30.00%	100.00%	95.68%	100.00%	100.00%	0.00%
\$175,001 - \$225,000	26	21.67%	100.00%	0.00%	98.59%	100.00%	0.00%
\$225,001 - \$325,000	20	16.67%	98.62%	96.67%	98.73%	99.26%	0.00%
\$325,001 and up	11	9.17%	98.43%	0.00%	97.36%	99.17%	97.73%
Median Sold/List Ratio		100.00%		97.18%	100.00%	100.00%	97.73%
Total Closed Units		120	100%	4	69	46	1
Total Closed Volume		24,550,042		640.35K	12.32M	11.05M	537.50K

# September 2019



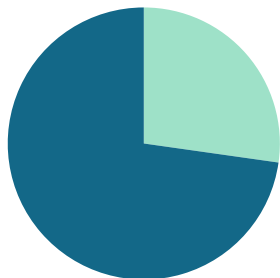
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

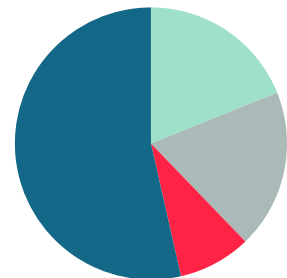


**Inventory**  
 New Listings  
**140 = 27.24%**  
 Start Inventory  
**374**  
 Total Inventory Units  
**514**  
 Volume  
**\$127,099,235**

### 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%
Median List Price	169,900	173,267	1.98%	170,000	175,000	2.94%
Median Sale Price	169,667	171,202	0.90%	169,900	172,900	1.77%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.72%	100.00%	0.28%
Median Days on Market to Sale	21.00	21.50	2.38%	24.00	25.00	4.17%
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

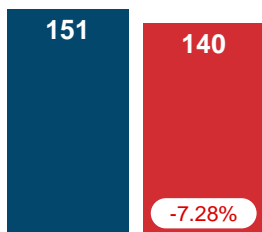
2018

2019

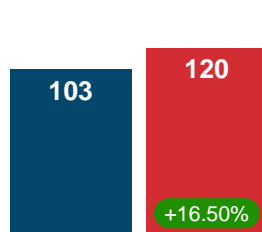
### SEPTEMBER MARKET

### MEDIAN PRICES

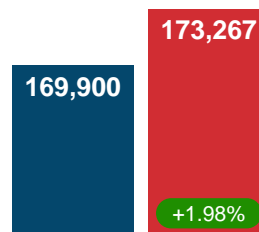
#### New Listings



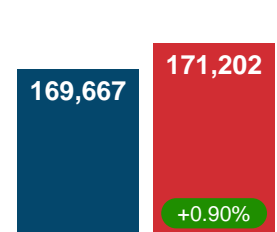
#### Pending Listings



#### List Price



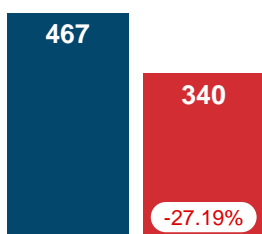
#### Sale Price



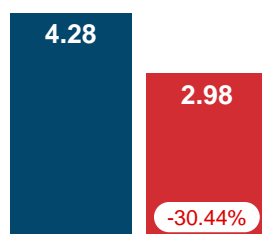
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

