

April 2020



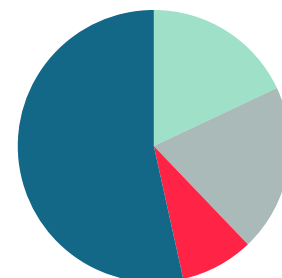
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	145	114	-21.38%
Pending Listings	156	126	-19.23%
New Listings	212	149	-29.72%
Average List Price	198,494	206,500	4.03%
Average Sale Price	194,436	204,055	4.95%
Average Percent of Selling Price to List Price	97.94%	98.70%	0.77%
Average Days on Market to Sale	45.26	35.64	-21.26%
End of Month Inventory	370	339	-8.38%
Months Supply of Inventory	3.39	2.94	-13.41%



■ Closed (17.98%)
■ Pending (19.87%)
■ Other OffMarket (8.68%)
■ Active (53.47%)

Absorption: Last 12 months, an Average of **115** Sales/Month
Active Inventory as of April 30, 2020 = **339**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **8.38%** to 339 existing homes available for sale. Over the last 12 months this area has had an average of 115 closed sales per month. This represents an unsold inventory index of **2.94** 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 **4.95%** in April 2020 to \$204,055 versus the previous year at \$194,436.

Average Days on Market Shortens

The average number of **35.64** days that homes spent on the market before selling decreased by 9.62 days or **21.26%** in April 2020 compared to last year's same month at **45.26** DOM.

Sales Success for April 2020 is Positive

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

There were 149 New Listings in April 2020, down **29.72%** from last year at 212. Furthermore, there were 114 Closed Listings this month versus last year at 145, a **-21.38%** decrease.

Closed versus Listed trends yielded a **76.5%** ratio, up from previous year's, April 2019, at **68.4%**, a **11.86%** 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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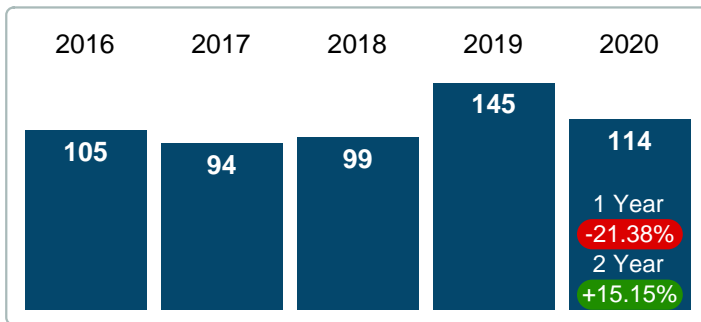
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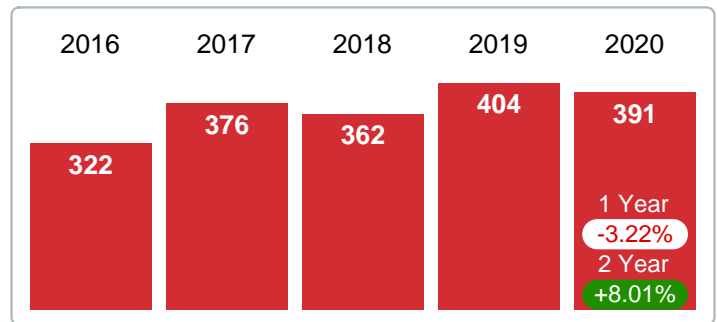
CLOSED LISTINGS

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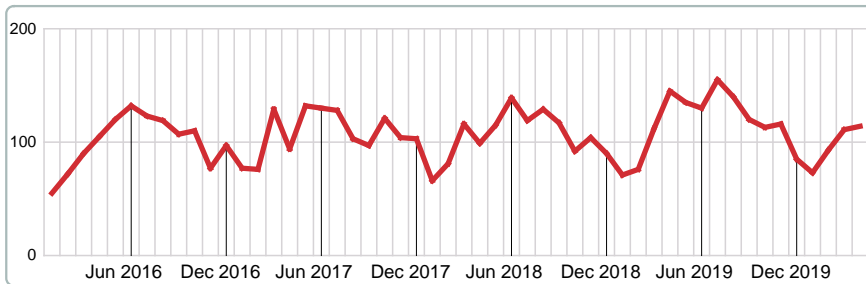
APRIL



YEAR TO DATE (YTD)

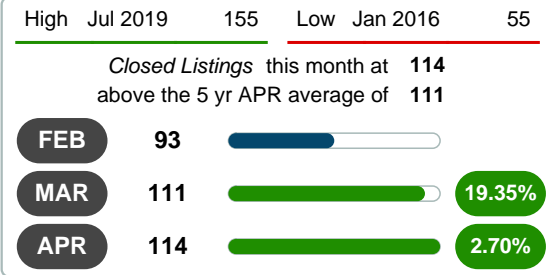


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 111



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	12	10.53%	42.3	5	6	1	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$150,000	19	16.67%	23.5	1	16	2	0
\$150,001 - \$200,000	34	29.82%	18.2	2	29	3	0
\$200,001 - \$250,000	19	16.67%	55.1	0	11	8	0
\$250,001 - \$300,000	16	14.04%	29.8	1	10	5	0
\$300,001 and up	14	12.28%	69.1	0	4	9	1
Total Closed Units	114			9	76	28	1
Total Closed Volume	23,262,230	100%	35.6	1.16M	14.22M	7.52M	356.50K
Average Closed Price	\$204,055			\$128,567	\$187,168	\$268,710	\$356,500

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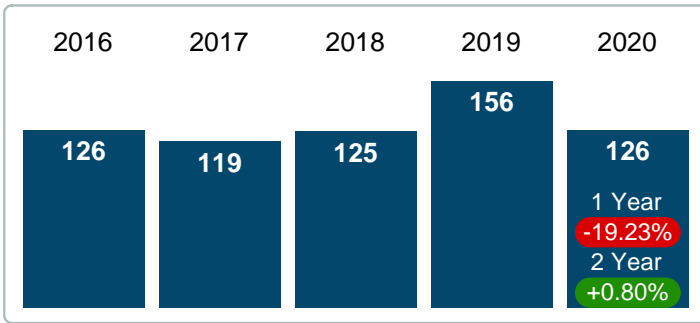
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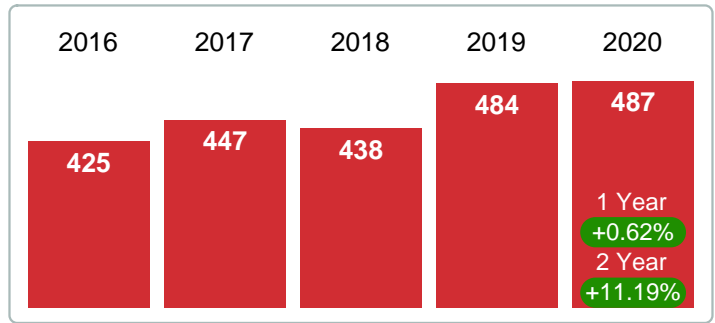
PENDING LISTINGS

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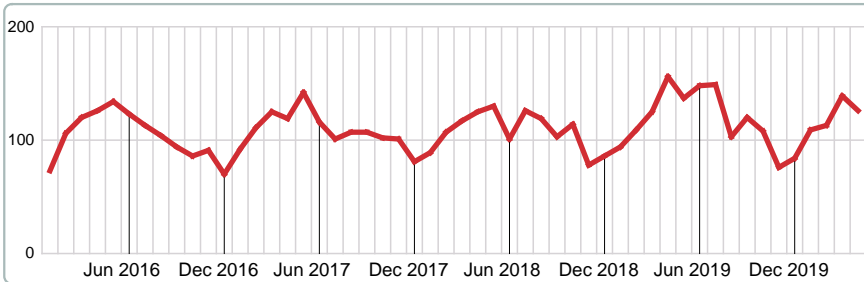
APRIL



YEAR TO DATE (YTD)

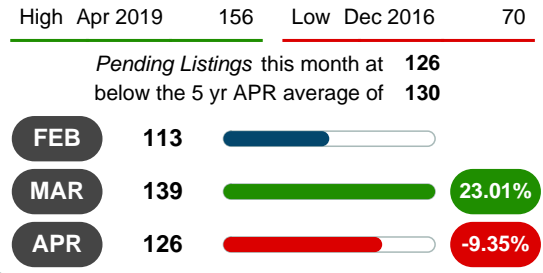


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 130



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	7.14%	34.4	4	4	1	0
\$100,001 - \$150,000	16	12.70%	29.5	1	14	1	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$200,000	48	38.10%	34.3	0	37	11	0
\$200,001 - \$250,000	23	18.25%	52.0	1	12	10	0
\$250,001 - \$325,000	16	12.70%	28.2	0	7	9	0
\$325,001 and up	14	11.11%	46.6	0	3	8	3
Total Pending Units	126			6	77	40	3
Total Pending Volume	26,630,674	100%	35.5	540.30K	14.19M	10.16M	1.73M
Average Listing Price	\$211,256			\$90,050	\$184,337	\$254,088	\$577,633

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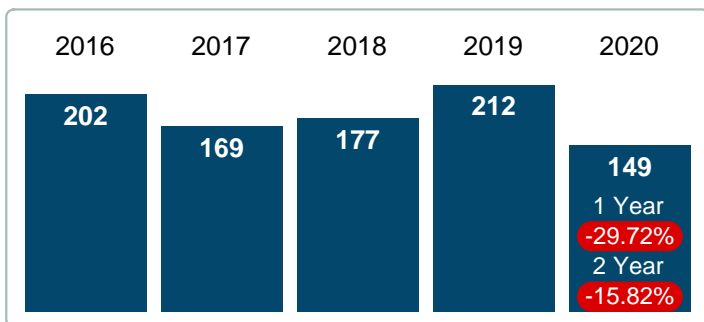
Area Delimited by County Of Wagoner - Residential Property Type



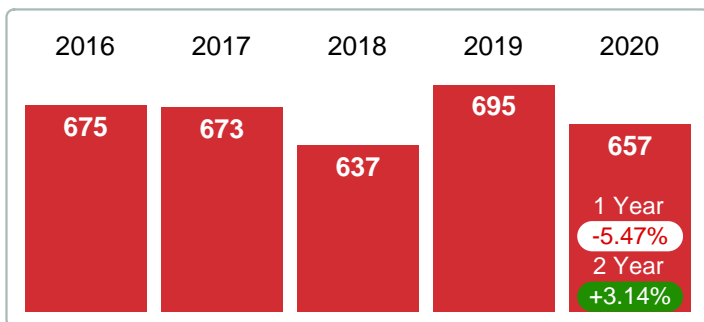
NEW LISTINGS

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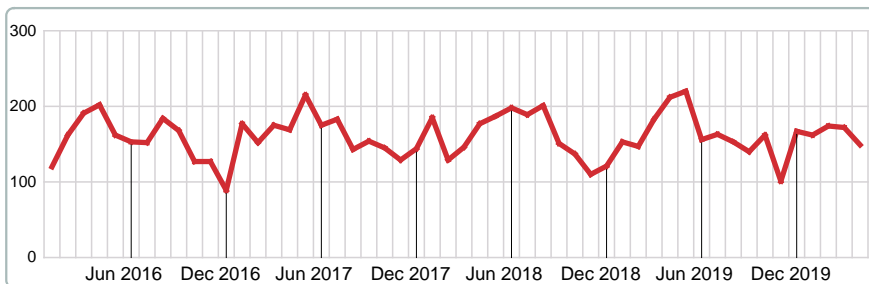
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

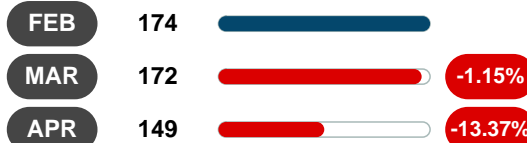


3 MONTHS

5 year APR AVG = 182

High May 2019 220 Low Dec 2016 89

New Listings this month at 149
 below the 5 yr APR average of 182



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Price Range	Count	%
\$100,000 and less	11	7.38%
\$100,001 - \$150,000	22	14.77%
\$150,001 - \$175,000	18	12.08%
\$175,001 - \$225,000	29	19.46%
\$225,001 - \$300,000	27	18.12%
\$300,001 - \$400,000	28	18.79%
\$400,001 and up	14	9.40%
Total New Listed Units	149	
Total New Listed Volume	36,348,304	100%
Average New Listed Listing Price	\$253,528	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	4	5	2	0
\$100,001 - \$150,000	2	15	5	0
\$150,001 - \$175,000	1	16	1	0
\$175,001 - \$225,000	0	25	3	1
\$225,001 - \$300,000	0	13	13	1
\$300,001 - \$400,000	0	16	11	1
\$400,001 and up	0	3	8	3
Total	7	93	43	6
Total New Listed Volume	640.80K	19.81M	12.58M	3.31M
Average New Listed Listing Price	\$91,542	\$213,023	\$292,613	\$552,333

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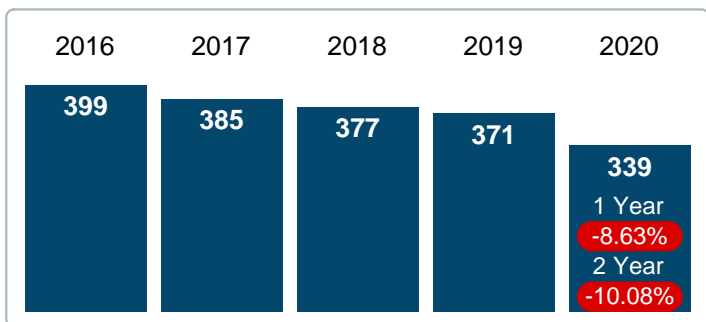
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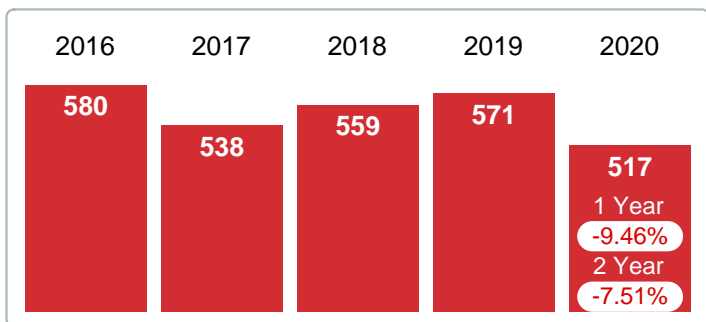
ACTIVE INVENTORY

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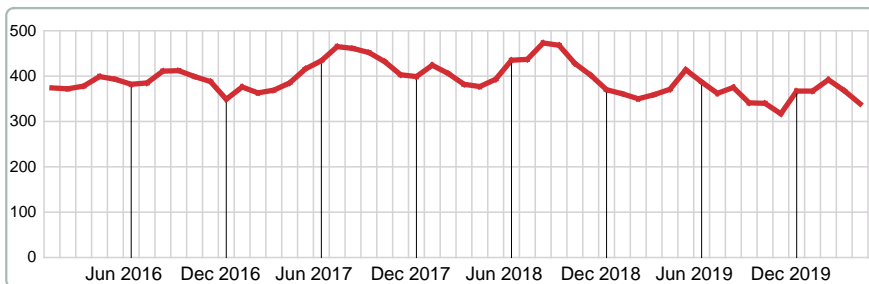
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 374

High Aug 2018 473 Low Nov 2019 317

Inventory this month at **339**
below the 5 yr APR average of **374**



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	31	9.14%	124.7	18	11	2	0
\$75,001 - \$100,000	10	2.95%	54.4	2	5	3	0
\$100,001 - \$125,000	62	18.29%	127.7	18	36	6	2
\$125,001 - \$225,000	99	29.20%	52.4	7	68	23	1
\$225,001 - \$300,000	51	15.04%	51.0	2	24	23	2
\$300,001 - \$425,000	52	15.34%	44.6	0	28	18	6
\$425,001 and up	34	10.03%	61.8	0	11	17	6
Total Active Inventory by Units			339	47	183	92	17
Total Active Inventory by Volume			82,635,619	4.95M	40.48M	28.89M	8.31M
Average Active Inventory Listing Price			\$243,763	\$105,322	\$221,194	\$314,064	\$489,003

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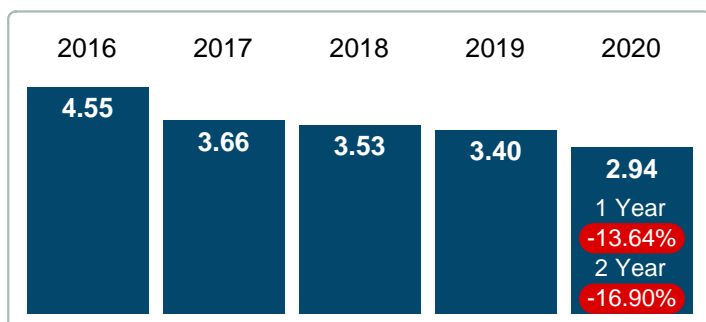
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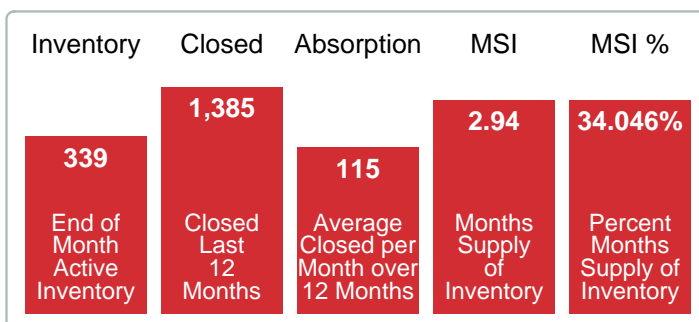
MONTHS SUPPLY of INVENTORY (MSI)

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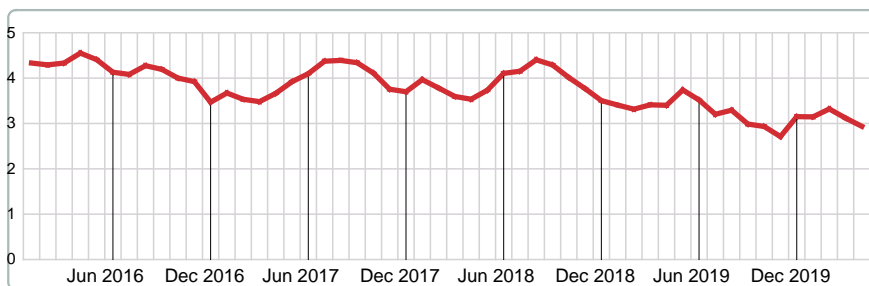
MSI FOR APRIL



INDICATORS FOR APRIL 2020

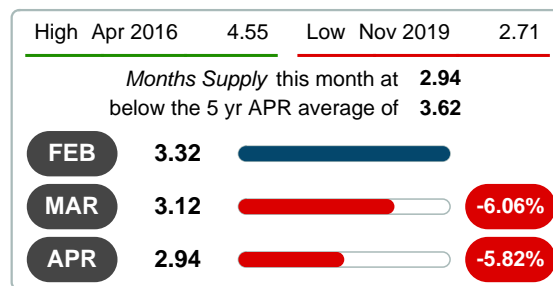


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.62



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	31	9.14%	4.77	10.29	2.81	2.40	0.00
\$75,001 - \$100,000	10	2.95%	2.07	3.00	1.28	12.00	0.00
\$100,001 - \$125,000	62	18.29%	9.42	30.86	7.71	4.50	0.00
\$125,001 - \$225,000	99	29.20%	1.46	6.46	1.37	1.42	1.50
\$225,001 - \$300,000	51	15.04%	2.97	4.00	2.88	2.94	4.00
\$300,001 - \$425,000	52	15.34%	6.06	0.00	11.20	3.38	8.00
\$425,001 and up	34	10.03%	8.16	0.00	11.00	7.29	9.00
Market Supply of Inventory (MSI)	2.94	100%	2.94	9.89	2.47	2.70	6.58
Total Active Inventory by Units	339			47	183	92	17

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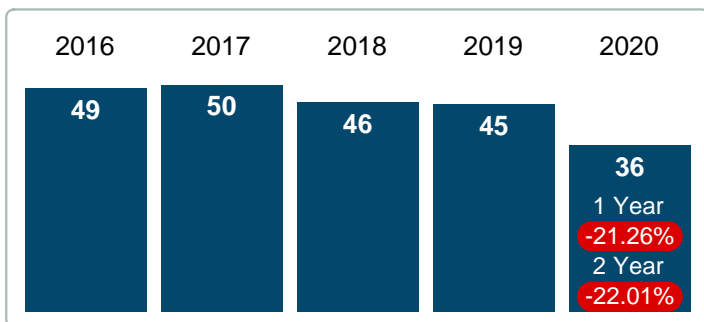
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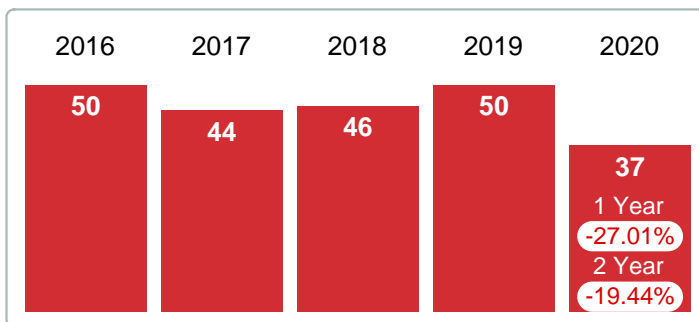
AVERAGE DAYS ON MARKET TO SALE

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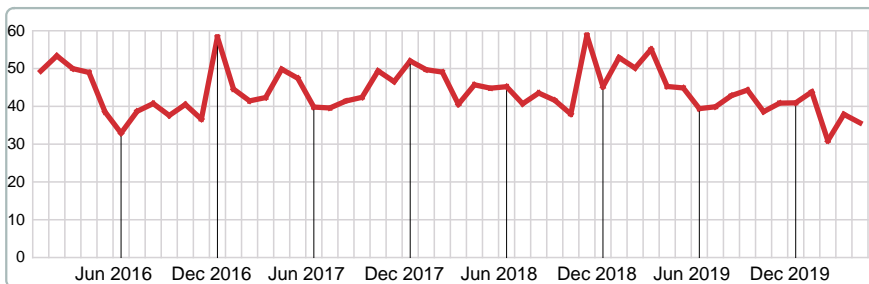
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 45

High Nov 2018 59 Low Feb 2020 31

Average Days on Market to Sale this month at 36 below the 5 yr APR average of 45



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
\$125,000 and less	10.53%	42	85	12	9	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	16.67%	23	33	19	56	0
\$150,001 - \$200,000	29.82%	18	10	18	26	0
\$200,001 - \$250,000	16.67%	55	0	65	41	0
\$250,001 - \$300,000	14.04%	30	25	33	24	0
\$300,001 and up	12.28%	69	0	29	93	18
Average Closed DOM		36	56	27	53	18
Total Closed Units	100%	36	9	76	28	1
Total Closed Volume		23,262,230	1.16M	14.22M	7.52M	356.50K

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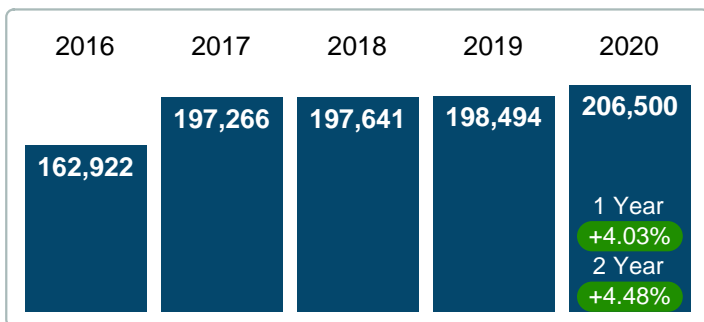
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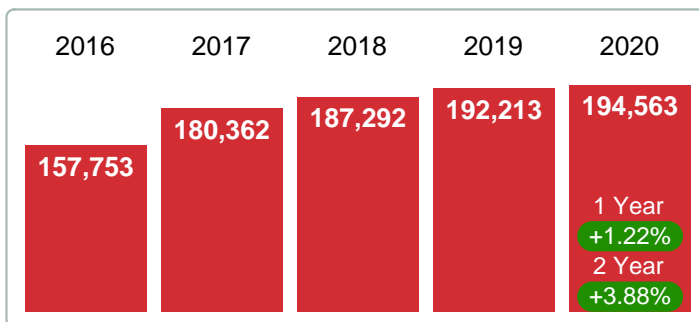
AVERAGE LIST PRICE AT CLOSING

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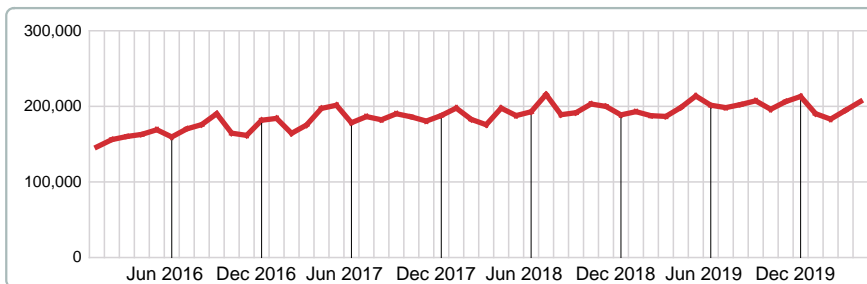
APRIL



YEAR TO DATE (YTD)

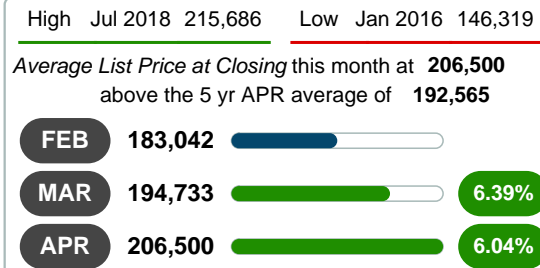


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 192,565



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
\$125,000 and less	9.65%	75,664	78,160	81,833	79,000	0
\$125,001 - \$125,000	0.00%	0	0	0	0	0
\$125,001 - \$150,000	14.91%	142,471	145,000	146,869	141,750	0
\$150,001 - \$200,000	34.21%	175,498	172,400	174,600	186,467	0
\$200,001 - \$250,000	14.91%	221,408	0	217,854	219,931	0
\$250,001 - \$300,000	15.79%	273,148	299,000	270,621	263,111	0
\$300,001 and up	10.53%	396,812	0	337,763	405,288	359,000
Average List Price		206,500	131,067	188,920	273,018	359,000
Total Closed Units	100%	206,500	9	76	28	1
Total Closed Volume		23,541,055	1.18M	14.36M	7.64M	359.00K

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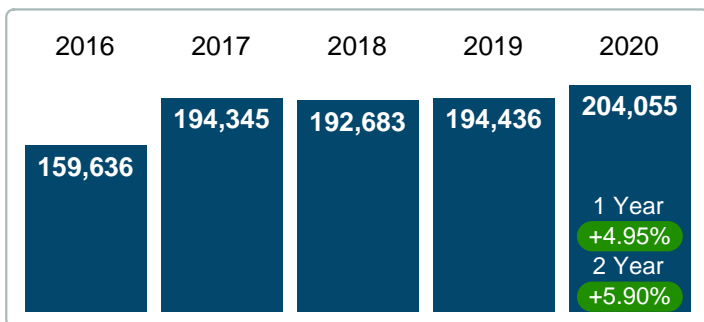
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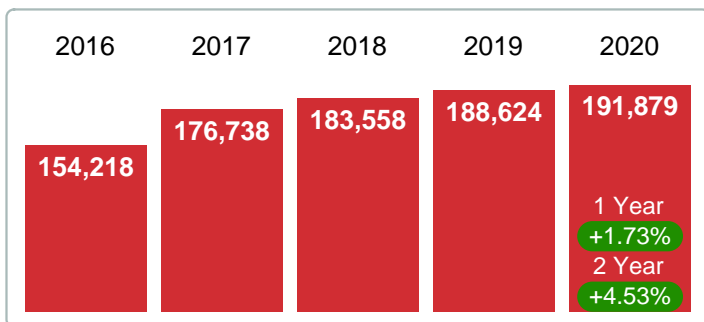
AVERAGE SOLD PRICE AT CLOSING

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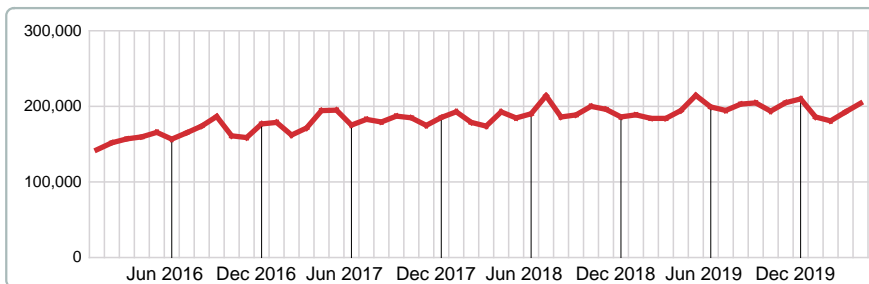
APRIL



YEAR TO DATE (YTD)

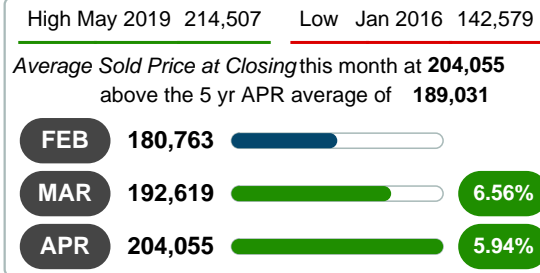


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 189,031



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		
\$125,000 and less	12	10.53%	77,263	74,620	78,342	84,000	0	
\$125,001 - \$125,000	0	0.00%	0	0	0	0	0	
\$125,001 - \$150,000	19	16.67%	143,779	145,000	144,394	138,250	0	
\$150,001 - \$200,000	34	29.82%	174,253	170,000	173,869	180,800	0	
\$200,001 - \$250,000	19	16.67%	216,518	0	213,211	221,066	0	
\$250,001 - \$300,000	16	14.04%	269,629	299,000	270,041	262,931	0	
\$300,001 and up	14	12.28%	375,054	0	339,113	393,090	356,500	
Average Sold Price		204,055		128,567	187,168	268,710	356,500	
Total Closed Units		114	100%	204,055	9	76	28	1
Total Closed Volume		23,262,230		1.16M	14.22M	7.52M	356.50K	

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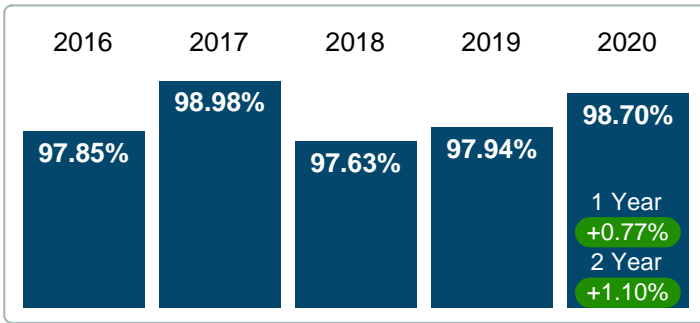
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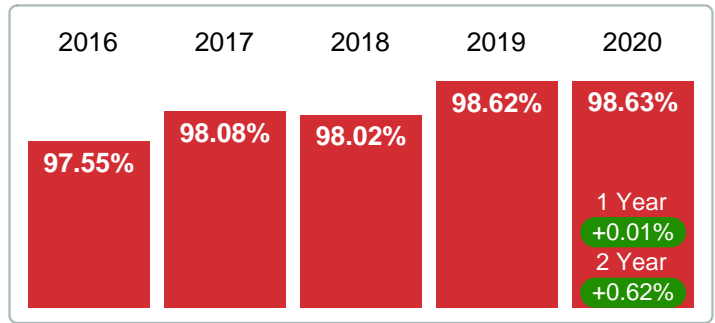
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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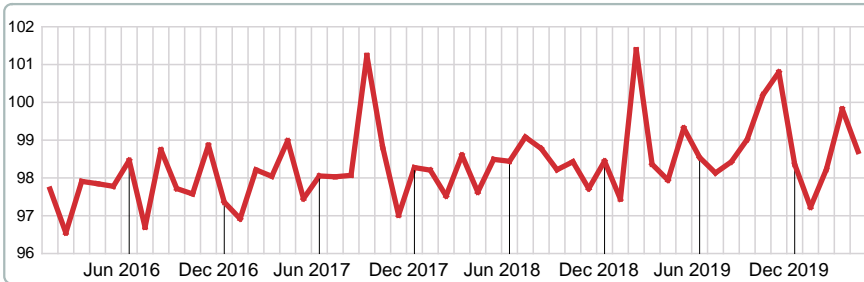
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

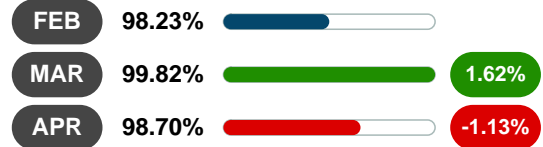


3 MONTHS

5 year APR AVG = 98.22%

High Feb 2019 101.39% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **98.70%** above the 5 yr APR average of **98.22%**



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
\$125,000 and less	12	10.53%	95.30%	89.88%	97.97%	106.33%	0.00%
\$125,001 - \$125,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$125,001 - \$150,000	19	16.67%	98.49%	100.00%	98.50%	97.59%	0.00%
\$150,001 - \$200,000	34	29.82%	99.36%	98.67%	99.62%	97.26%	0.00%
\$200,001 - \$250,000	19	16.67%	99.13%	0.00%	98.08%	100.57%	0.00%
\$250,001 - \$300,000	16	14.04%	99.84%	100.00%	99.78%	99.93%	0.00%
\$300,001 and up	14	12.28%	98.42%	0.00%	100.46%	97.42%	99.30%
Average Sold/List Ratio		98.70%		94.08%	99.10%	99.08%	99.30%
Total Closed Units		114	100%	9	76	28	1
Total Closed Volume		23,262,230		1.16M	14.22M	7.52M	356.50K

April 2020



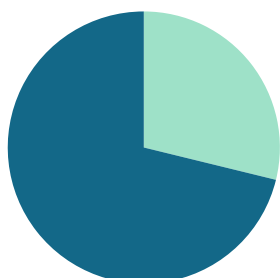
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

INVENTORY

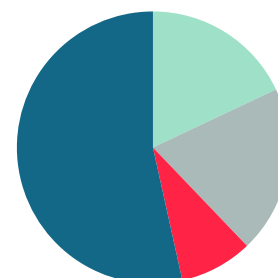


Inventory
 New Listings
149 = 28.82%
 Start Inventory
368
 Total Inventory Units
517
 Volume
\$124,690,710

Market Activity

Closed Sales
114 = 17.98%
 Pending Sales
126 = 19.87%
 Other Off Market
55 = 8.68%
 Active Inventory
339 = 53.47%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	145	114	-21.38%	404	391	-3.22%
Pending Sales	156	126	-19.23%	484	487	0.62%
New Listings	212	149	-29.72%	695	657	-5.47%
Average List Price	198,494	206,500	4.03%	192,213	194,563	1.22%
Average Sale Price	194,436	204,055	4.95%	188,624	191,879	1.73%
Average Percent of Selling Price to List Price	97.94%	98.70%	0.77%	98.62%	98.63%	0.01%
Average Days on Market to Sale	45.26	35.64	-21.26%	50.25	36.68	-27.01%
Monthly Inventory	370	339	-8.38%	370	339	-8.38%
Months Supply of Inventory	3.39	2.94	-13.41%	3.39	2.94	-13.41%

Absorption: Last 12 months, an Average of **115** Sales/Month

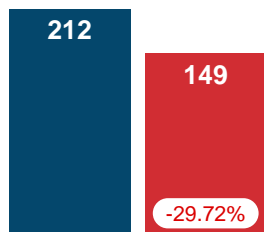
Inventory on April 30, 2020 = **339**

2019 **2020**

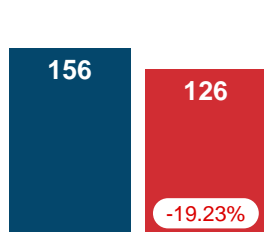
APRIL MARKET

AVERAGE PRICES

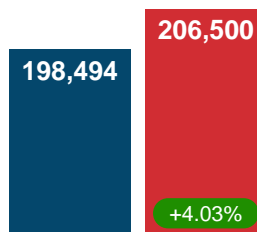
New Listings



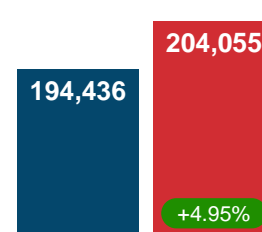
Pending Listings



List Price



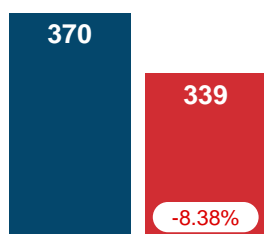
Sale Price



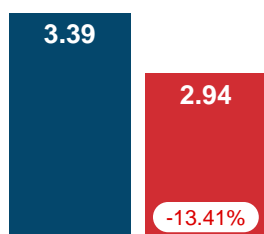
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

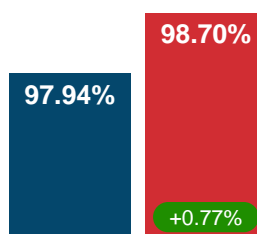
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

