

August 2020



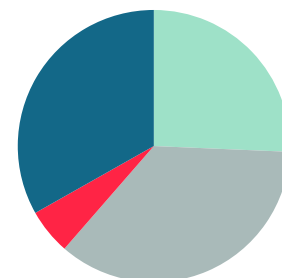
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	140	161	15.00%
Pending Listings	103	224	117.48%
New Listings	153	211	37.91%
Average List Price	202,394	236,297	16.75%
Average Sale Price	202,957	235,175	15.87%
Average Percent of Selling Price to List Price	98.43%	99.31%	0.90%
Average Days on Market to Sale	42.84	31.04	-27.56%
End of Month Inventory	374	208	-44.39%
Months Supply of Inventory	3.28	1.78	-45.73%



■ Closed (25.68%)
■ Pending (35.73%)
■ Other OffMarket (5.42%)
■ Active (33.17%)

Absorption: Last 12 months, an Average of **117** Sales/Month
Active Inventory as of August 31, 2020 = **208**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **44.39%** to 208 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 **1.78** 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 **15.87%** in August 2020 to \$235,175 versus the previous year at \$202,957.

Average Days on Market Shortens

The average number of **31.04** days that homes spent on the market before selling decreased by 11.81 days or **27.56%** in August 2020 compared to last year's same month at **42.84** DOM.

Sales Success for August 2020 is Positive

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

There were 211 New Listings in August 2020, up **37.91%** from last year at 153. Furthermore, there were 161 Closed Listings this month versus last year at 140, a **15.00%** increase.

Closed versus Listed trends yielded a **76.3%** ratio, down from previous year's, August 2019, at **91.5%**, a **16.61%** downswing. This will certainly create pressure on a decreasing Monthly 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

August 2020



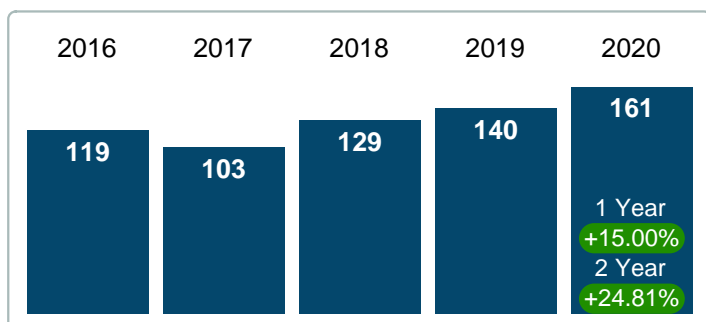
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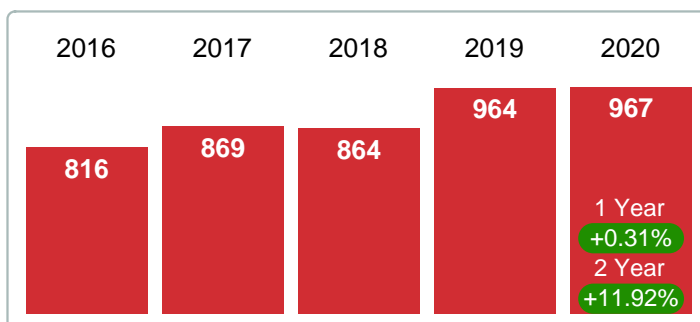
CLOSED LISTINGS

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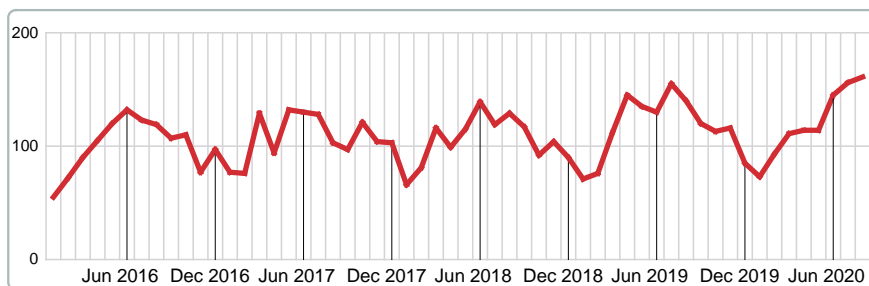
AUGUST



YEAR TO DATE (YTD)

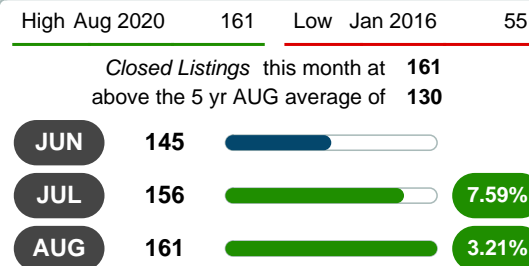


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 130



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	13	8.07%	58.8	6	6	1	0
\$100,001 - \$150,000	23	14.29%	19.7	3	15	5	0
\$150,001 - \$175,000	22	13.66%	25.6	0	19	3	0
\$175,001 - \$225,000	38	23.60%	21.6	0	28	7	3
\$225,001 - \$275,000	21	13.04%	40.3	1	7	13	0
\$275,001 - \$375,000	26	16.15%	21.5	0	11	11	4
\$375,001 and up	18	11.18%	55.1	0	4	12	2
Total Closed Units	161			10	90	52	9
Total Closed Volume	37,863,110	100%	31.0	976.90K	18.46M	15.39M	3.03M
Average Closed Price	\$235,175			\$97,690	\$205,152	\$296,045	\$336,469

August 2020



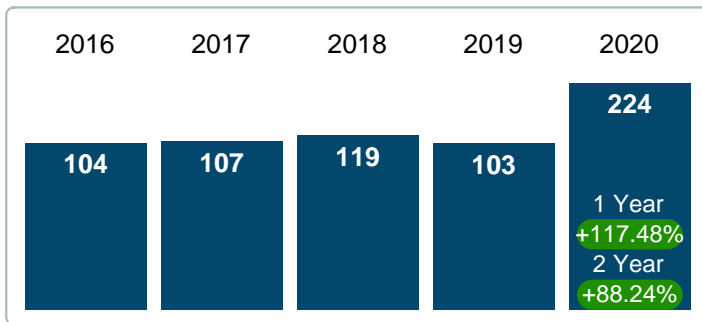
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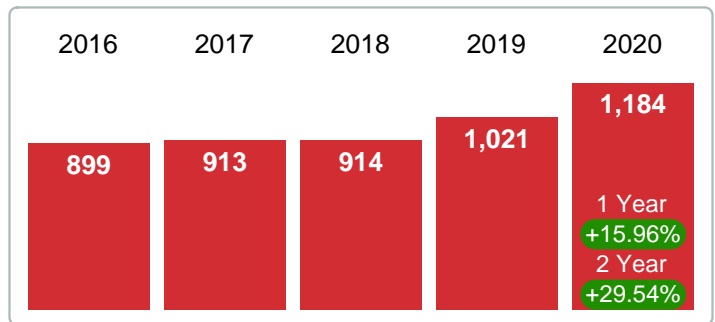
PENDING LISTINGS

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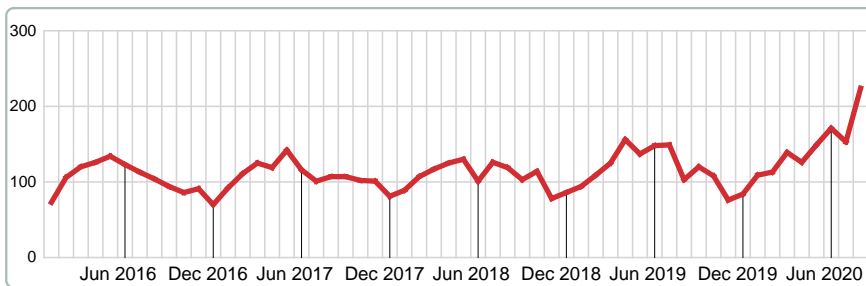
AUGUST



YEAR TO DATE (YTD)

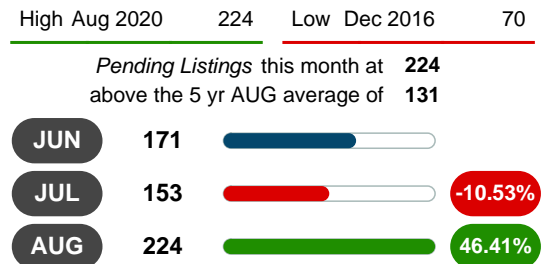


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 131



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	20	8.93%	28.8	8	10	2	0
\$125,001 - \$150,000	14	6.25%	21.2	0	13	1	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$225,000	94	41.96%	32.2	1	69	23	1
\$225,001 - \$275,000	33	14.73%	18.2	0	15	16	2
\$275,001 - \$350,000	34	15.18%	34.2	1	17	12	4
\$350,001 and up	29	12.95%	34.8	0	7	17	5
Total Pending Units	224			10	131	71	12
Total Pending Volume	53,500,868	100%	28.9	931.30K	26.95M	19.83M	5.79M
Average Listing Price	\$242,082			\$93,130	\$205,752	\$279,300	\$482,142

August 2020



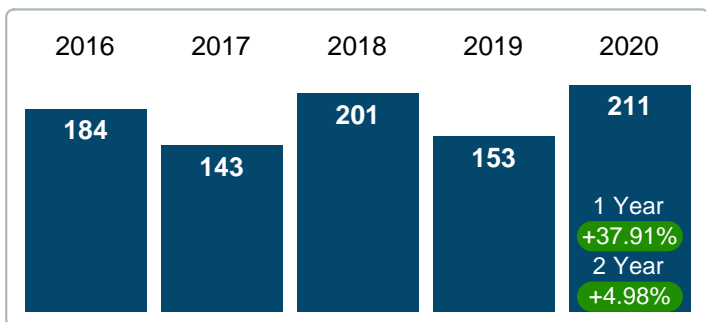
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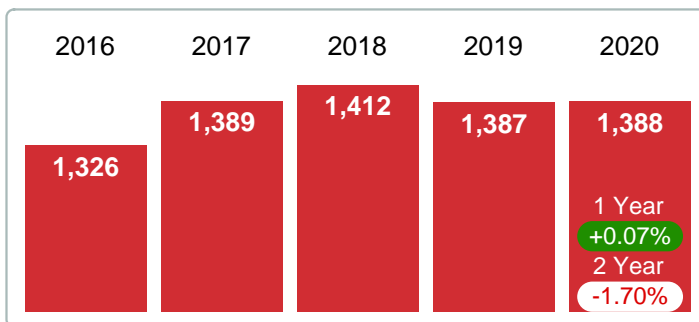
NEW LISTINGS

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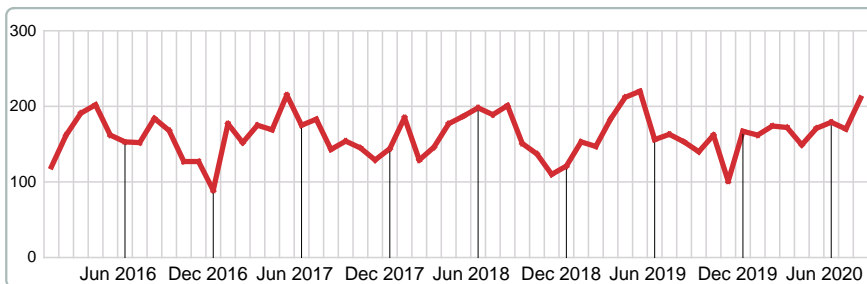
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 178

High May 2019 220 Low Dec 2016 89

New Listings this month at 211
above the 5 yr AUG average of 178



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	19	9.00%	5	11	3	0
\$125,001 - \$150,000	17	8.06%	1	16	0	0
\$150,001 - \$175,000	34	16.11%	0	30	4	0
\$175,001 - \$225,000	43	20.38%	0	24	19	0
\$225,001 - \$300,000	49	23.22%	0	25	20	4
\$300,001 - \$400,000	26	12.32%	1	14	7	4
\$400,001 and up	23	10.90%	0	4	17	2
Total New Listed Units	211		7	124	70	10
Total New Listed Volume	51,634,501	100%	813.80K	26.01M	21.10M	3.71M
Average New Listed Listing Price	\$247,063		\$116,257	\$209,753	\$301,494	\$370,682

August 2020



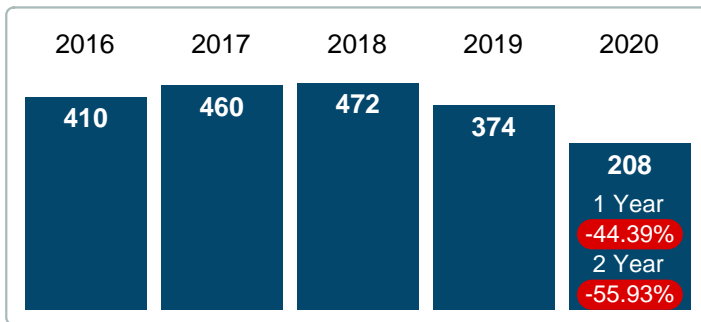
Area Delimited by County Of Wagoner - Residential Property Type



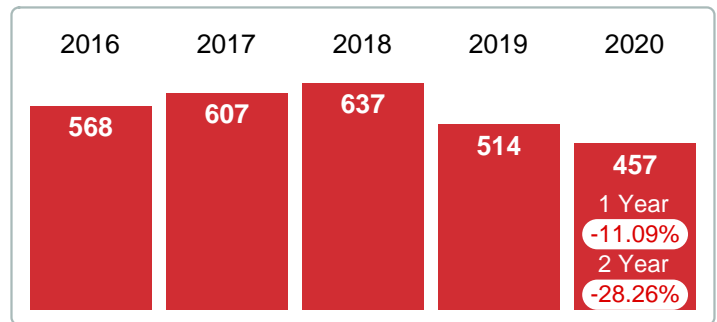
ACTIVE INVENTORY

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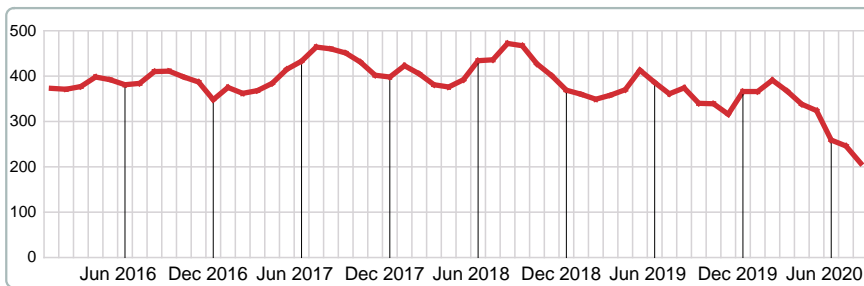
END OF AUGUST



ACTIVE DURING AUGUST

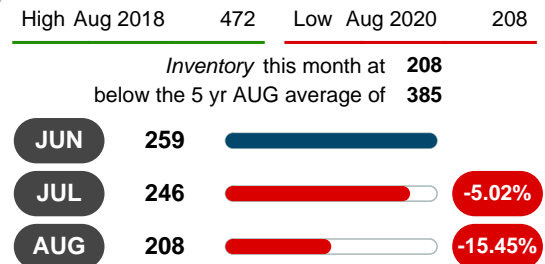


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 385



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	13	6.25%	160.8	9	2	2	0
\$75,001 - \$150,000	31	14.90%	53.7	3	24	4	0
\$150,001 - \$200,000	30	14.42%	53.4	1	23	6	0
\$200,001 - \$300,000	56	26.92%	43.2	0	28	25	3
\$300,001 - \$350,000	22	10.58%	81.1	0	13	7	2
\$350,001 - \$475,000	34	16.35%	69.1	2	13	15	4
\$475,001 and up	22	10.58%	83.8	1	4	10	7
Total Active Inventory by Units	208			16	107	69	16
Total Active Inventory by Volume	62,838,642	100%	66.1	2.51M	28.15M	24.20M	7.98M
Average Active Inventory Listing Price	\$302,109			\$156,613	\$263,102	\$350,694	\$498,944

August 2020



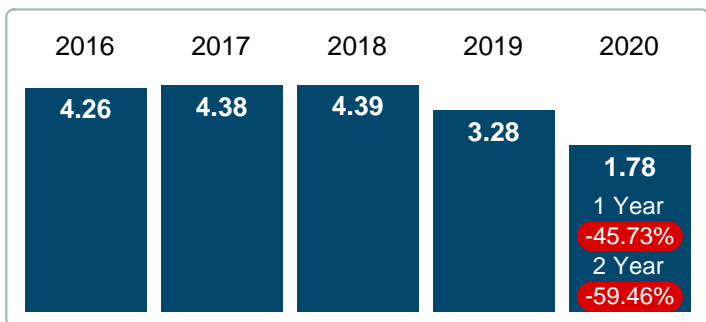
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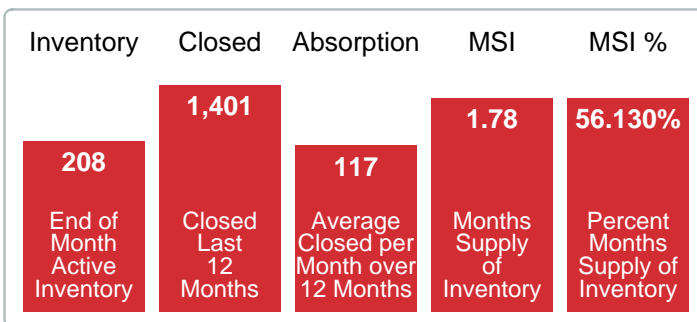
MONTHS SUPPLY of INVENTORY (MSI)

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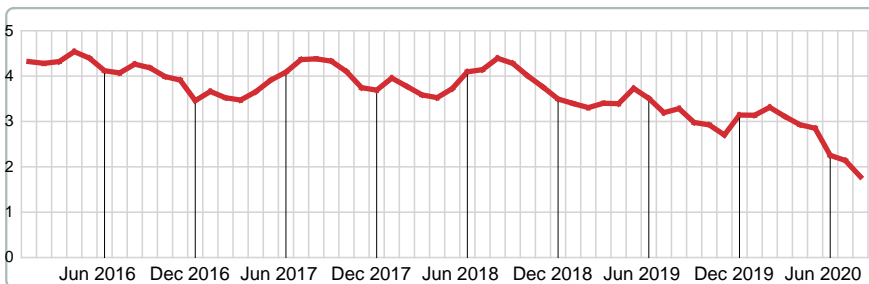
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

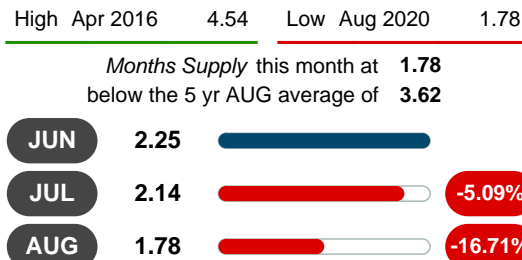


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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	13	6.25%	2.20	4.00	0.69	2.67	0.00
\$75,001 - \$150,000	31	14.90%	1.32	1.44	1.29	1.45	0.00
\$150,001 - \$200,000	30	14.42%	0.72	1.71	0.74	0.62	0.00
\$200,001 - \$300,000	56	26.92%	1.75	0.00	1.62	1.85	4.00
\$300,001 - \$350,000	22	10.58%	4.33	0.00	7.43	2.63	3.00
\$350,001 - \$475,000	34	16.35%	5.59	0.00	7.43	4.19	5.33
\$475,001 and up	22	10.58%	8.52	12.00	9.60	7.06	10.50
Market Supply of Inventory (MSI)			1.78	2.87	1.45	2.00	5.19
Total Active Inventory by Units		100%	1.78	16	107	69	16

August 2020



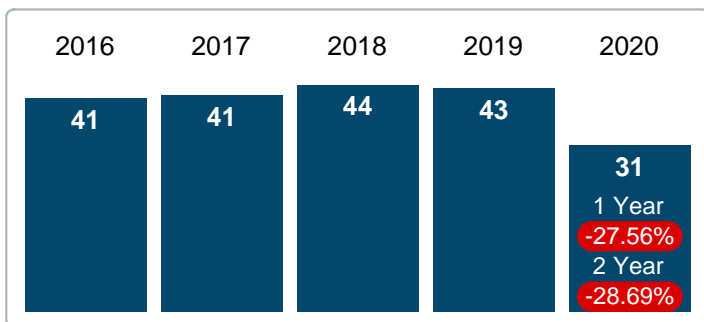
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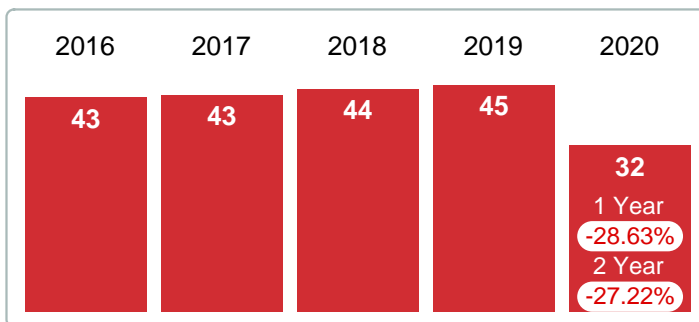
AVERAGE DAYS ON MARKET TO SALE

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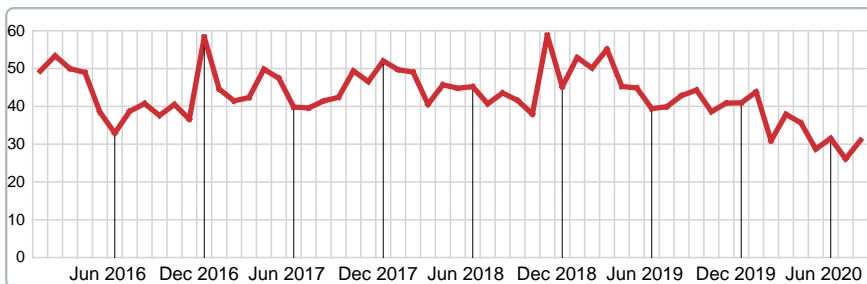
AUGUST



YEAR TO DATE (YTD)

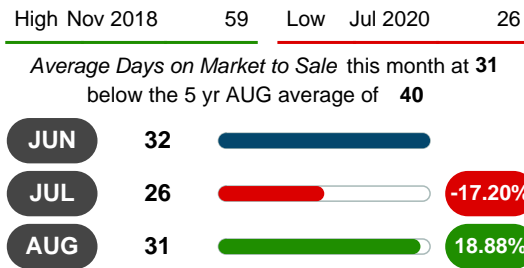


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 40



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	8.07%	59	68	35	149	0
\$100,001 - \$150,000	14.29%	20	51	13	22	0
\$150,001 - \$175,000	13.66%	26	0	22	50	0
\$175,001 - \$225,000	23.60%	22	0	21	18	32
\$225,001 - \$275,000	13.04%	40	30	48	37	0
\$275,001 - \$375,000	16.15%	21	0	25	24	5
\$375,001 and up	11.18%	55	0	60	49	80
Average Closed DOM		31				
Total Closed Units	100%	31	10	90	52	9
Total Closed Volume		37,863,110	976.90K	18.46M	15.39M	3.03M

August 2020



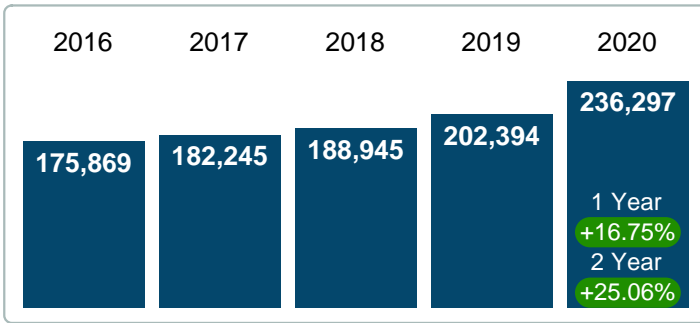
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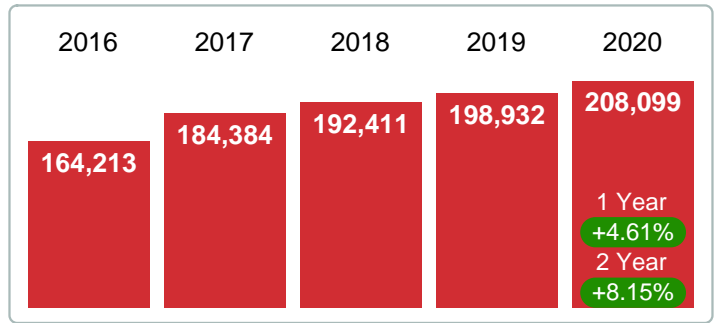
AVERAGE LIST PRICE AT CLOSING

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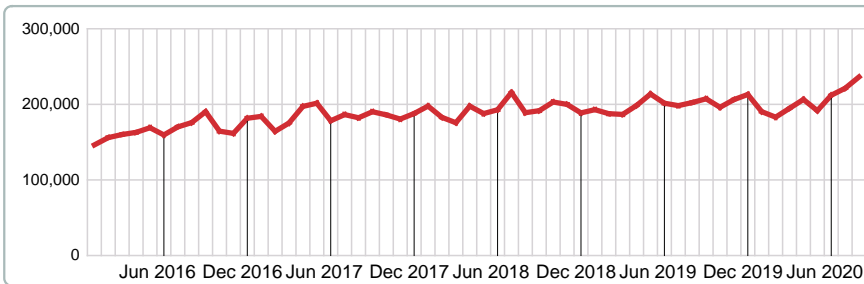
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

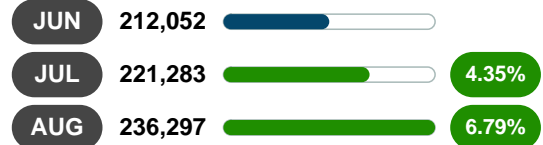


3 MONTHS

5 year AUG AVG = 197,150

High Aug 2020 236,297 Low Jan 2016 146,319

Average List Price at Closing this month at **236,297** above the 5 yr AUG average of **197,150**



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	7.45%	67,908	56,317	85,917	85,000	0
\$100,001 - \$150,000	14.91%	131,250	133,333	133,413	125,940	0
\$150,001 - \$175,000	13.66%	163,516	0	162,465	168,705	0
\$175,001 - \$225,000	24.22%	201,251	0	201,035	201,429	196,633
\$225,001 - \$275,000	11.80%	247,986	280,000	248,966	245,682	0
\$275,001 - \$375,000	18.01%	317,306	0	306,199	314,159	344,506
\$375,001 and up	9.94%	544,950	0	558,975	509,108	544,450
Average List Price		236,297	101,790	206,438	295,956	339,647
Total Closed Units	100%	236,297	10	90	52	9
Total Closed Volume		38,043,845	1.02M	18.58M	15.39M	3.06M

August 2020



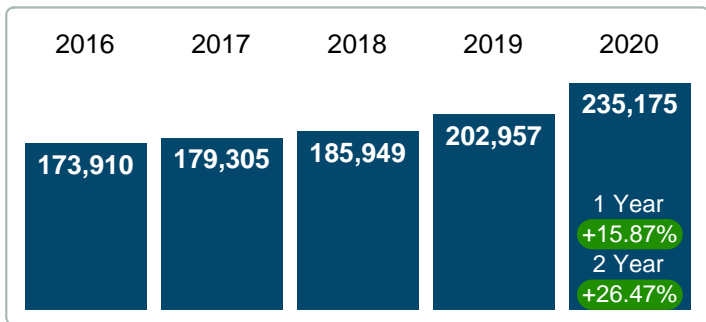
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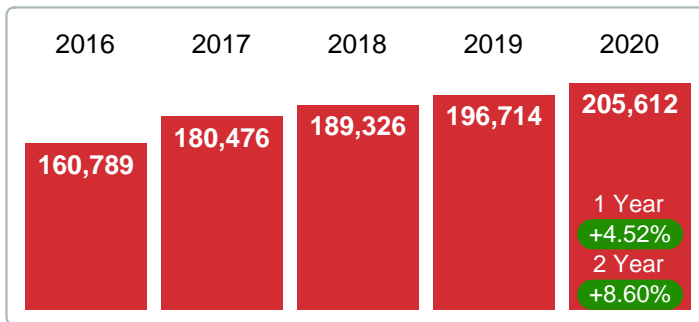
AVERAGE SOLD PRICE AT CLOSING

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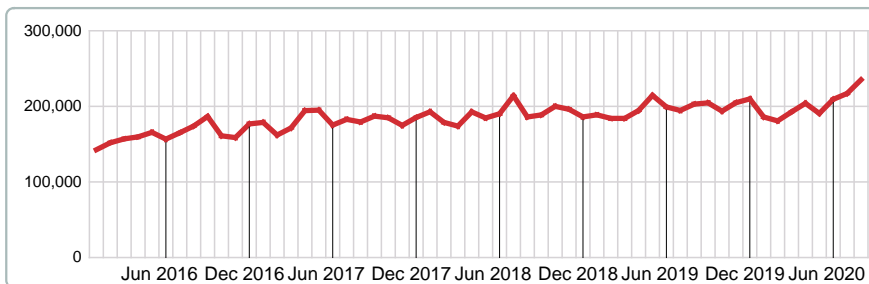
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

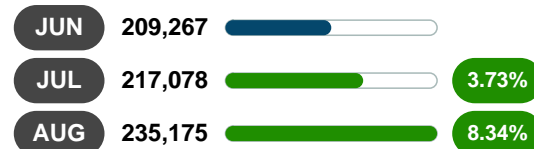


3 MONTHS

5 year AUG AVG = 195,459

High Aug 2020 235,175 Low Jan 2016 142,579

Average Sold Price at Closing this month at **235,175** above the 5 yr AUG average of **195,459**



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	8.07%	65,954	51,817	80,583	63,000	0
\$100,001 - \$150,000	14.29%	131,678	130,667	133,053	128,160	0
\$150,001 - \$175,000	13.66%	163,502	0	162,680	168,705	0
\$175,001 - \$225,000	23.60%	200,018	0	199,954	203,571	192,333
\$225,001 - \$275,000	13.04%	247,913	274,000	243,734	248,157	0
\$275,001 - \$375,000	16.15%	315,427	0	305,245	317,015	339,056
\$375,001 and up	11.18%	520,672	0	557,725	503,850	547,500
Average Sold Price		235,175	97,690	205,152	296,045	336,469
Total Closed Units	100%	235,175	10	90	52	9
Total Closed Volume		37,863,110	976.90K	18.46M	15.39M	3.03M

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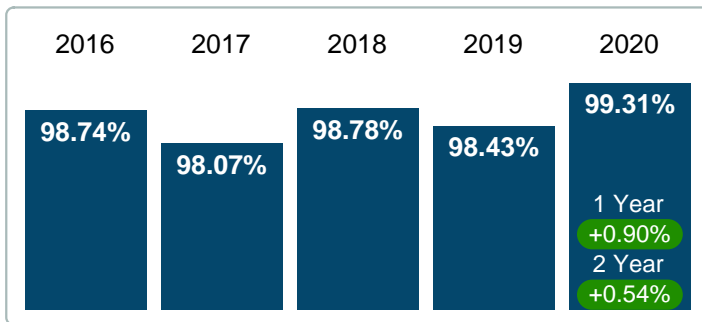
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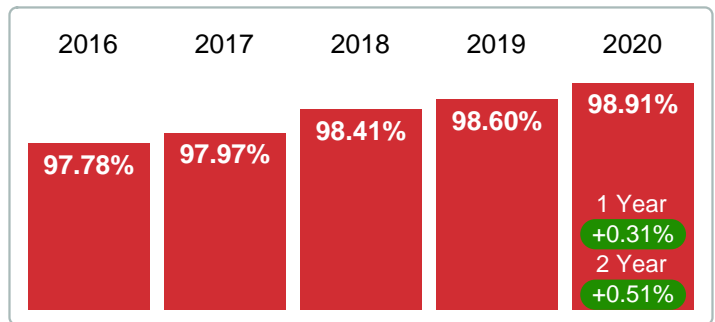
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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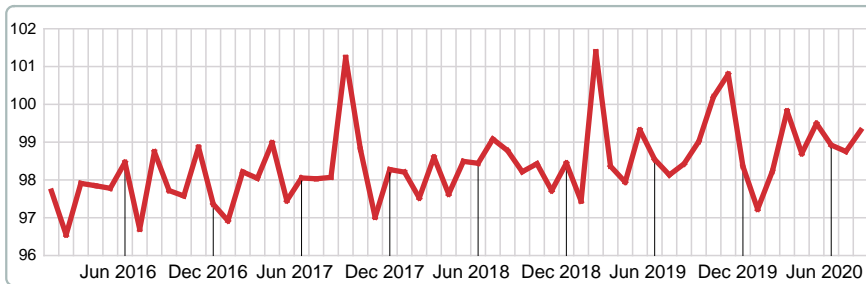
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

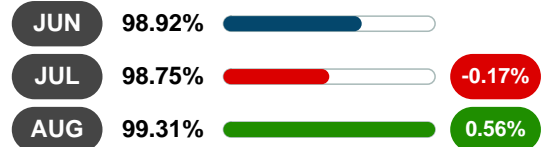


3 MONTHS

5 year AUG AVG = 98.67%

High Feb 2019 101.39% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **99.31%**
equal to 5 yr AUG average of **98.67%**



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	13	8.07%	92.39%	91.98%	95.84%	74.12%	0.00%
\$100,001 - \$150,000	23	14.29%	100.13%	98.09%	100.00%	101.74%	0.00%
\$150,001 - \$175,000	22	13.66%	100.15%	0.00%	100.17%	100.00%	0.00%
\$175,001 - \$225,000	38	23.60%	99.65%	0.00%	99.49%	101.09%	97.83%
\$225,001 - \$275,000	21	13.04%	99.93%	97.86%	98.12%	101.07%	0.00%
\$275,001 - \$375,000	26	16.15%	100.04%	0.00%	99.76%	100.88%	98.51%
\$375,001 and up	18	11.18%	99.72%	0.00%	100.24%	99.47%	100.19%
Average Sold/List Ratio		99.30%		94.40%	99.44%	100.15%	98.66%
Total Closed Units	161	100%	99.30%	10	90	52	9
Total Closed Volume	37,863,110			976.90K	18.46M	15.39M	3.03M

August 2020



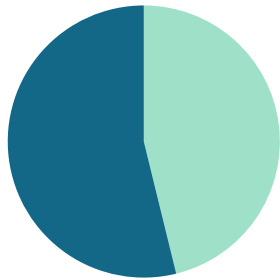
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

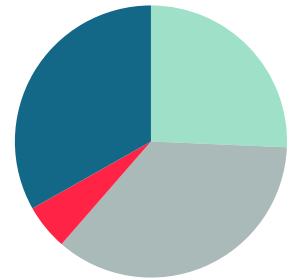


Inventory
 New Listings
211 = 46.17%
 Start Inventory
246
 Total Inventory Units
457
 Volume
\$124,124,842

Market Activity

Closed Sales
161 = 25.68%
 Pending Sales
224 = 35.73%
 Other Off Market
34 = 5.42%
 Active Inventory
208 = 33.17%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	140	161	15.00%	964	967	0.31%
Pending Sales	103	224	117.48%	1,021	1,184	15.96%
New Listings	153	211	37.91%	1,387	1,388	0.07%
Average List Price	202,394	236,297	16.75%	198,932	208,099	4.61%
Average Sale Price	202,957	235,175	15.87%	196,714	205,612	4.52%
Average Percent of Selling Price to List Price	98.43%	99.31%	0.90%	98.60%	98.91%	0.31%
Average Days on Market to Sale	42.84	31.04	-27.56%	45.29	32.32	-28.63%
Monthly Inventory	374	208	-44.39%	374	208	-44.39%
Months Supply of Inventory	3.28	1.78	-45.73%	3.28	1.78	-45.73%

Absorption: Last 12 months, an Average of 117 Sales/Month

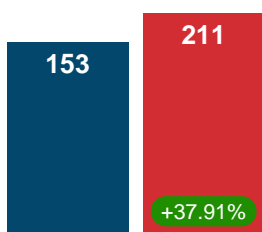
Inventory on August 31, 2020 = 208

2019 2020

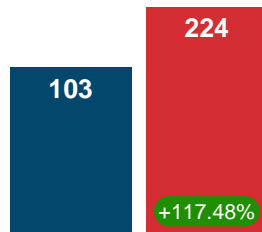
AUGUST MARKET

AVERAGE PRICES

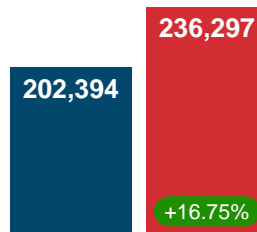
New Listings



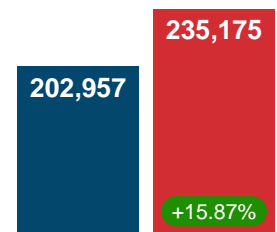
Pending Listings



List Price



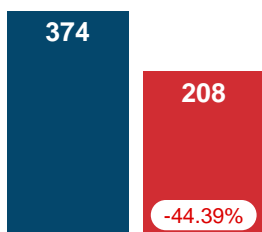
Sale Price



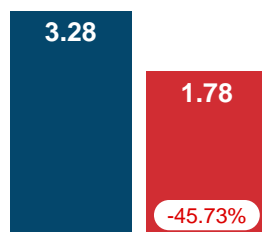
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

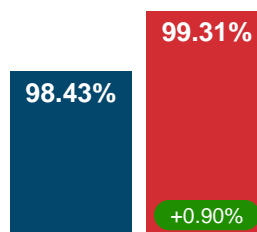
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

