

December 2020



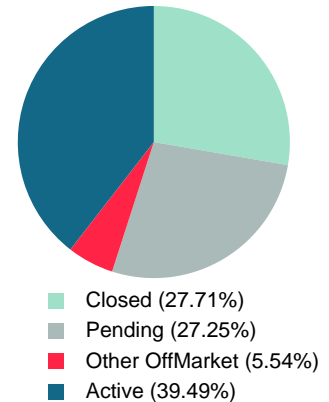
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	85	120	41.18%
Pending Listings	84	118	40.48%
New Listings	167	125	-25.15%
Average List Price	213,043	241,346	13.28%
Average Sale Price	209,836	242,682	15.65%
Average Percent of Selling Price to List Price	98.36%	102.73%	4.44%
Average Days on Market to Sale	40.93	18.76	-54.17%
End of Month Inventory	366	171	-53.28%
Months Supply of Inventory	3.14	1.30	-58.74%



Absorption: Last 12 months, an Average of **132** Sales/Month
Active Inventory as of December 31, 2020 = **171**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **53.28%** to 171 existing homes available for sale. Over the last 12 months this area has had an average of 132 closed sales per month. This represents an unsold inventory index of **1.30** 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 **15.65%** in December 2020 to \$242,682 versus the previous year at \$209,836.

Average Days on Market Shortens

The average number of **18.76** days that homes spent on the market before selling decreased by 22.17 days or **54.17%** in December 2020 compared to last year's same month at **40.93** DOM.

Sales Success for December 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 125 New Listings in December 2020, down **25.15%** from last year at 167. Furthermore, there were 120 Closed Listings this month versus last year at 85, a **41.18%** increase.

Closed versus Listed trends yielded a **96.0%** ratio, up from previous year's, December 2019, at **50.9%**, a **88.61%** 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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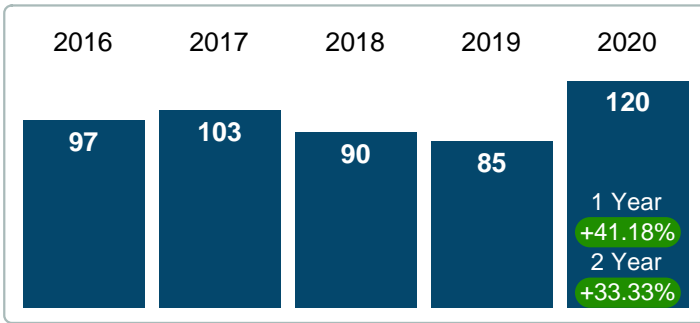
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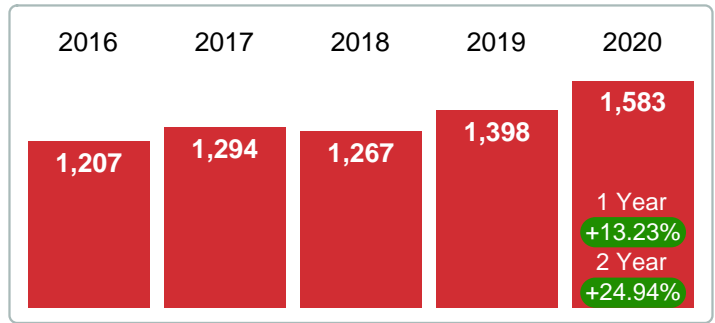
CLOSED LISTINGS

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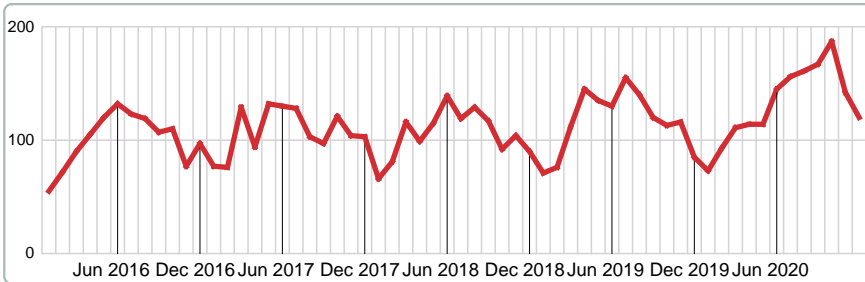
DECEMBER



YEAR TO DATE (YTD)

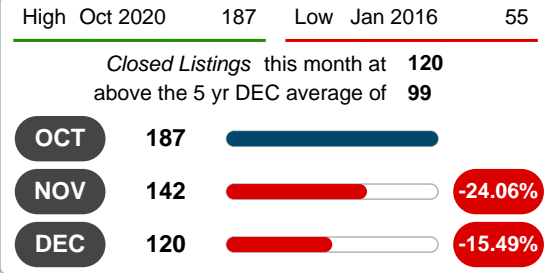


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 99



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	10	8.33%	18.3	1	8	1	0
\$125,001 - \$150,000	14	11.67%	17.5	1	12	0	1
\$150,001 - \$175,000	14	11.67%	16.0	1	13	0	0
\$175,001 - \$225,000	29	24.17%	10.2	0	26	3	0
\$225,001 - \$300,000	26	21.67%	12.2	0	15	10	1
\$300,001 - \$425,000	14	11.67%	27.6	0	8	5	1
\$425,001 and up	13	10.83%	46.0	0	4	8	1
Total Closed Units	120			3	86	27	4
Total Closed Volume	29,121,789	100%	18.8	331.00K	18.38M	9.01M	1.40M
Average Closed Price	\$242,682			\$110,333	\$213,671	\$333,866	\$350,174

December 2020



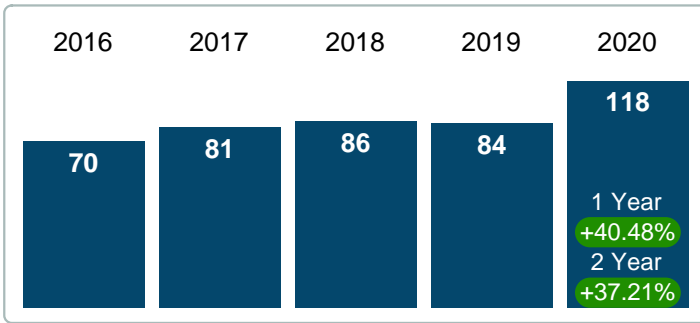
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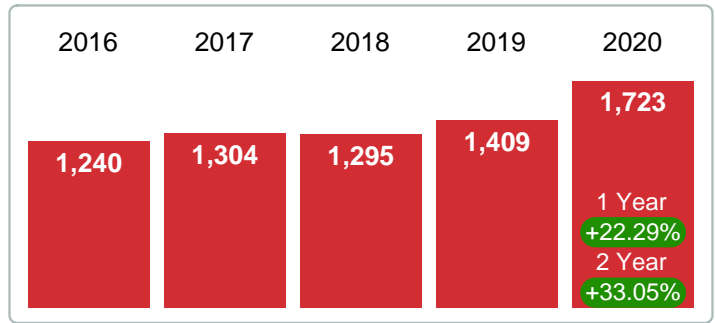
PENDING LISTINGS

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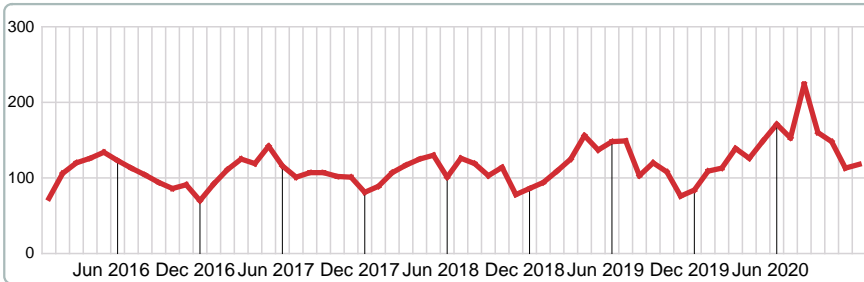
DECEMBER



YEAR TO DATE (YTD)

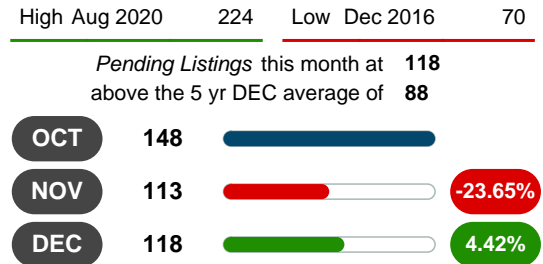


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 88



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	7	5.93%	20.6	3	4	0	0
\$100,001 - \$150,000	14	11.86%	31.4	3	7	3	1
\$150,001 - \$200,000	23	19.49%	29.8	0	17	4	2
\$200,001 - \$275,000	26	22.03%	20.8	0	19	7	0
\$275,001 - \$325,000	19	16.10%	32.4	1	10	8	0
\$325,001 - \$400,000	14	11.86%	38.4	0	5	9	0
\$400,001 and up	15	12.71%	49.9	0	3	6	6
Total Pending Units	118			7	65	37	9
Total Pending Volume	29,982,120	100%	30.2	820.00K	14.82M	11.08M	3.26M
Average Listing Price	\$255,295			\$117,143	\$227,972	\$299,448	\$362,703

December 2020



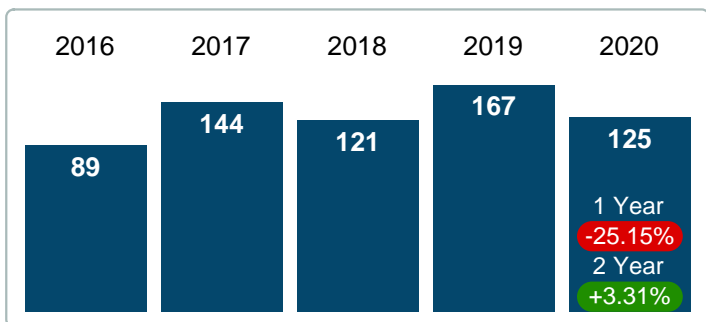
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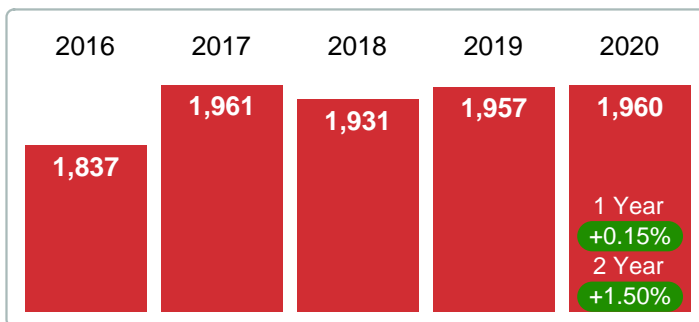
NEW LISTINGS

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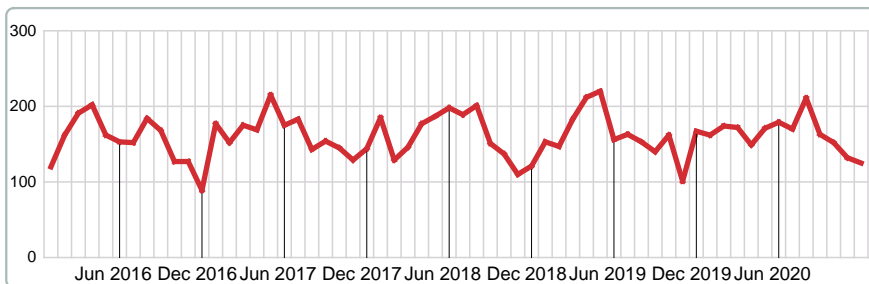
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

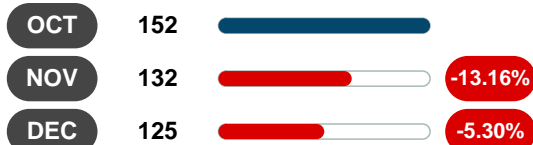


3 MONTHS

5 year DEC AVG = 129

High May 2019 220 Low Dec 2016 89

New Listings this month at 125
below the 5 yr DEC average of 129



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	11	8.80%	4	7	0	0
\$100,001 - \$150,000	14	11.20%	4	9	0	1
\$150,001 - \$175,000	16	12.80%	0	12	4	0
\$175,001 - \$275,000	37	29.60%	0	29	7	1
\$275,001 - \$325,000	12	9.60%	0	9	3	0
\$325,001 - \$400,000	19	15.20%	0	12	7	0
\$400,001 and up	16	12.80%	2	2	7	5
Total New Listed Units	125		10	80	28	7
Total New Listed Volume	33,308,622	100%	3.58M	18.32M	8.76M	2.64M
Average New Listed Listing Price	\$242,150		\$358,140	\$229,051	\$312,851	\$377,619

December 2020



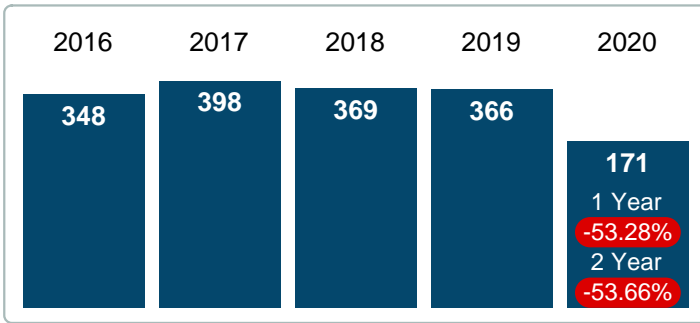
Area Delimited by County Of Wagoner - Residential Property Type



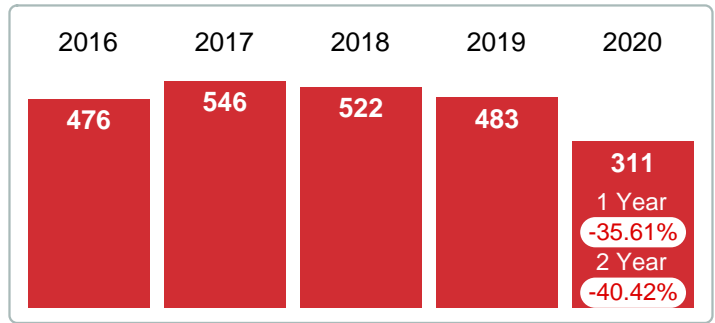
ACTIVE INVENTORY

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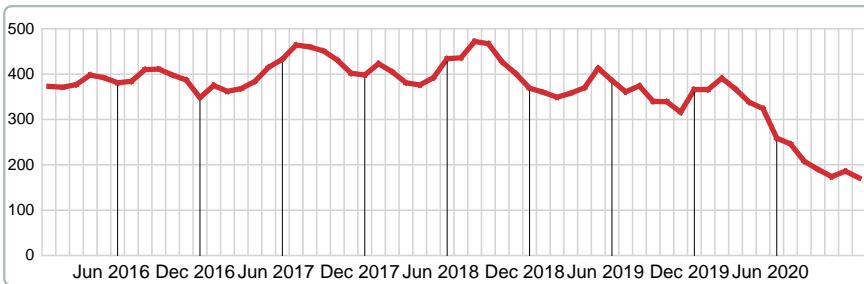
END OF DECEMBER



ACTIVE DURING DECEMBER

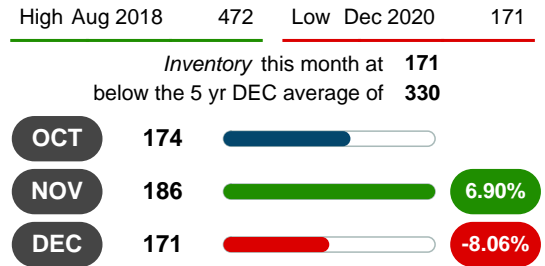


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 330



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	7.60%	168.9	9	3	1	0
\$75,001 - \$125,000	17	9.94%	81.4	3	11	3	0
\$125,001 - \$175,000	30	17.54%	62.4	4	19	7	0
\$175,001 - \$275,000	42	24.56%	61.0	1	32	7	2
\$275,001 - \$350,000	26	15.20%	76.3	1	18	6	1
\$350,001 - \$450,000	26	15.20%	73.6	1	13	10	2
\$450,001 and up	17	9.94%	61.2	2	2	12	1
Total Active Inventory by Units	171			21	98	46	6
Total Active Inventory by Volume	51,522,028	100%	75.7	5.02M	25.84M	18.10M	2.56M
Average Active Inventory Listing Price	\$301,298			\$239,121	\$263,724	\$393,377	\$426,700

December 2020



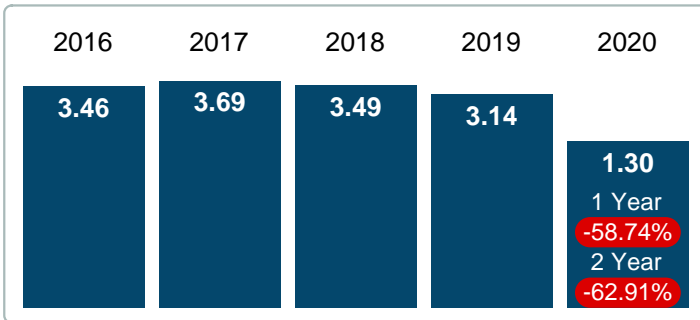
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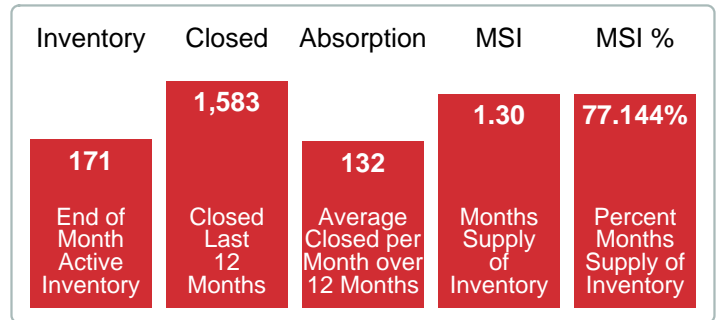
MONTHS SUPPLY of INVENTORY (MSI)

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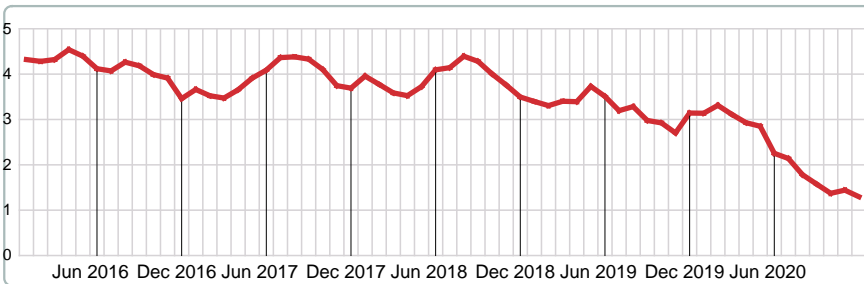
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

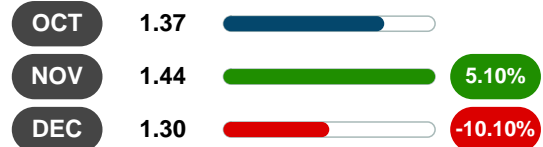


3 MONTHS

5 year DEC AVG = 3.02

High Apr 2016 4.54 Low Dec 2020 1.30

Months Supply this month at 1.30 below the 5 yr DEC average of 3.02



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	7.60%	2.60	4.00	1.33	2.00	0.00
\$75,001 - \$125,000	17	9.94%	1.89	2.25	1.71	2.40	0.00
\$125,001 - \$175,000	30	17.54%	0.80	3.43	0.59	1.75	0.00
\$175,001 - \$275,000	42	24.56%	0.79	1.71	0.95	0.38	2.18
\$275,001 - \$350,000	26	15.20%	1.75	6.00	2.77	0.86	0.86
\$350,001 - \$450,000	26	15.20%	3.71	0.00	4.59	2.79	3.43
\$450,001 and up	17	9.94%	3.24	0.00	2.18	4.00	0.75
Market Supply of Inventory (MSI)	1.30	100%	1.30	3.82	1.16	1.22	1.44
Total Active Inventory by Units	171			21	98	46	6

December 2020



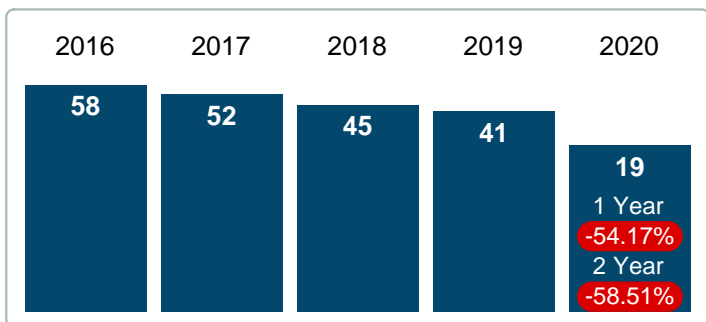
Area Delimited by County Of Wagoner - Residential Property Type



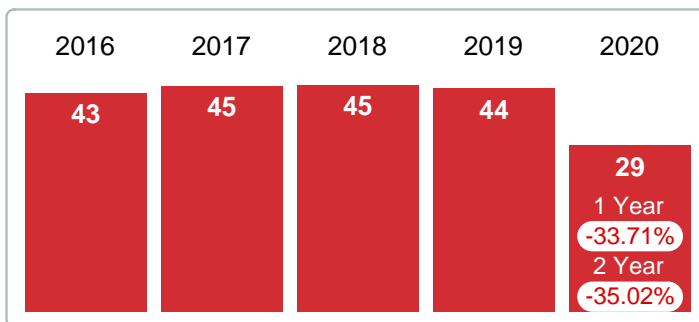
AVERAGE DAYS ON MARKET TO SALE

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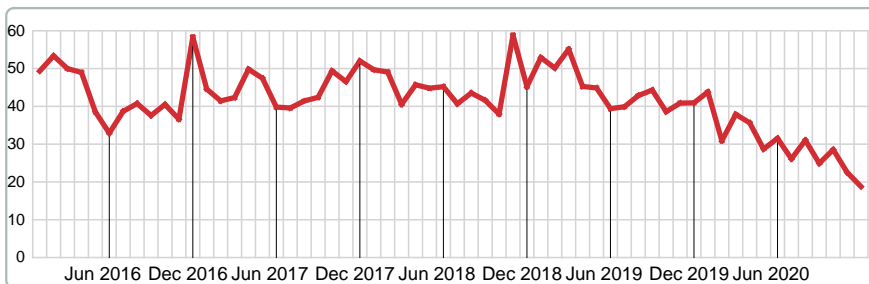
DECEMBER



YEAR TO DATE (YTD)

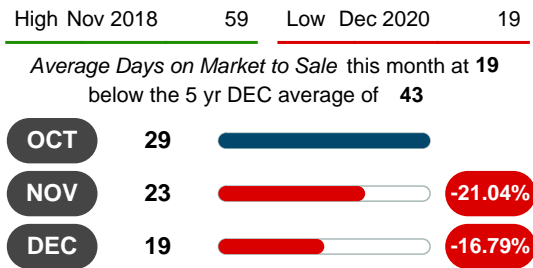


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 43



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	8.33%	18	10	21	8	0
\$125,001 - \$150,000	11.67%	18	14	19	0	3
\$150,001 - \$175,000	11.67%	16	4	17	0	0
\$175,001 - \$225,000	24.17%	10	0	7	36	0
\$225,001 - \$300,000	21.67%	12	0	11	13	17
\$300,001 - \$425,000	11.67%	28	0	43	9	1
\$425,001 and up	10.83%	46	0	66	42	1
Average Closed DOM		19	9	18	23	6
Total Closed Units	100%	120	3	86	27	4
Total Closed Volume		29,121,789	331.00K	18.38M	9.01M	1.40M

December 2020



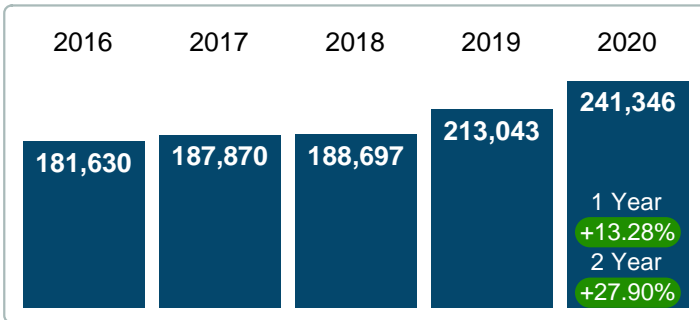
Area Delimited by County Of Wagoner - Residential Property Type



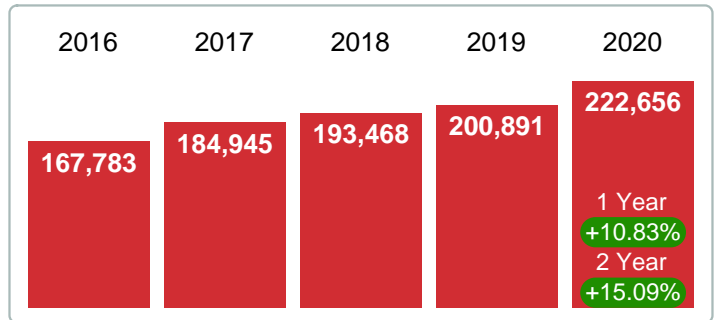
AVERAGE LIST PRICE AT CLOSING

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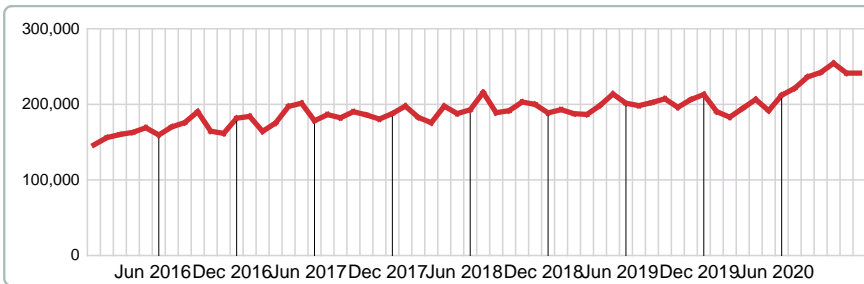
DECEMBER



YEAR TO DATE (YTD)

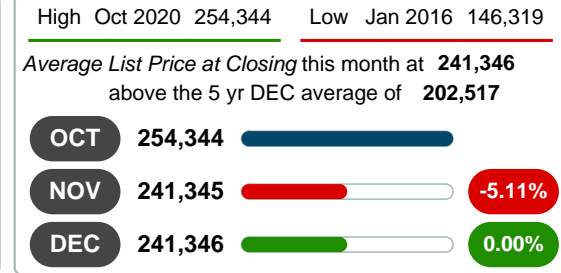


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 202,517



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	7.50%	75,711	25,000	93,425	115,000	0
\$125,001 - \$150,000	14	11.67%	142,407	159,900	138,150	0	150,000
\$150,001 - \$175,000	15	12.50%	164,602	149,900	164,925	0	0
\$175,001 - \$225,000	29	24.17%	197,329	0	198,074	195,600	0
\$225,001 - \$300,000	26	21.67%	259,827	0	253,660	263,650	295,000
\$300,001 - \$425,000	14	11.67%	344,161	0	343,322	340,196	408,310
\$425,001 and up	13	10.83%	501,624	0	517,595	483,216	547,386
Average List Price			241,346	111,600	213,035	329,815	350,174
Total Closed Units		100%	241,346	3	86	27	4
Total Closed Volume			28,961,510	334.80K	18.32M	8.91M	1.40M

December 2020



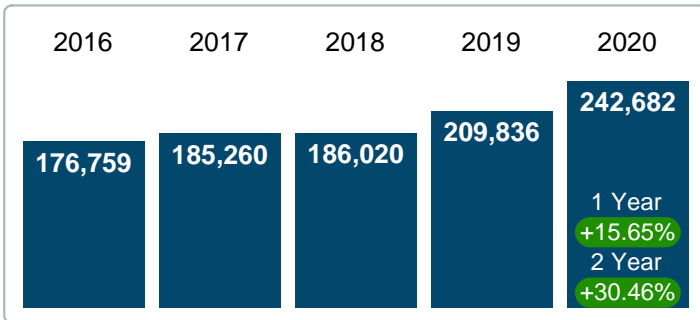
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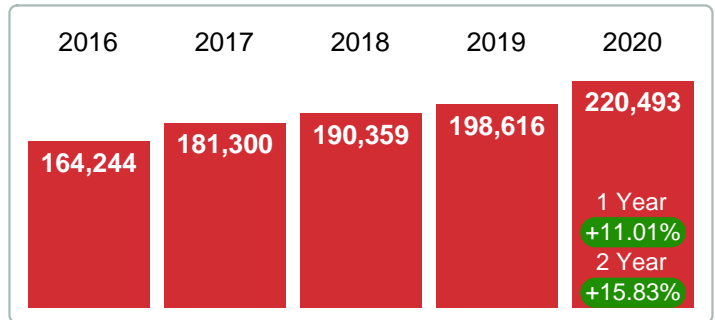
AVERAGE SOLD PRICE AT CLOSING

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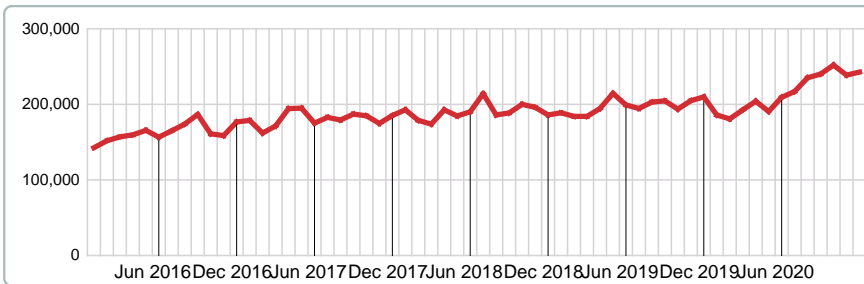
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

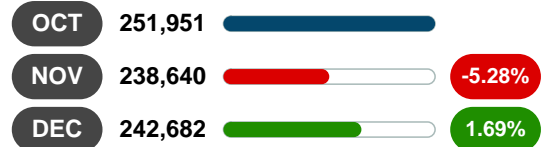


3 MONTHS

5 year DEC AVG = 200,112

High Oct 2020 251,951 | Low Jan 2016 142,579

Average Sold Price at Closing this month at **242,682** above the 5 yr DEC average of **200,112**



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	8.33%	92,850	25,000	98,563	115,000	0
\$125,001 - \$150,000	11.67%	143,054	150,000	141,896	0	150,000
\$150,001 - \$175,000	11.67%	165,383	156,000	166,105	0	0
\$175,001 - \$225,000	24.17%	198,480	0	199,001	193,967	0
\$225,001 - \$300,000	21.67%	257,842	0	252,980	261,420	295,000
\$300,001 - \$425,000	11.67%	346,271	0	339,197	345,180	408,310
\$425,001 and up	10.83%	505,197	0	510,696	497,174	547,386
Average Sold Price		242,682	110,333	213,671	333,866	350,174
Total Closed Units	100%	242,682	3	86	27	4
Total Closed Volume		29,121,789	331.00K	18.38M	9.01M	1.40M

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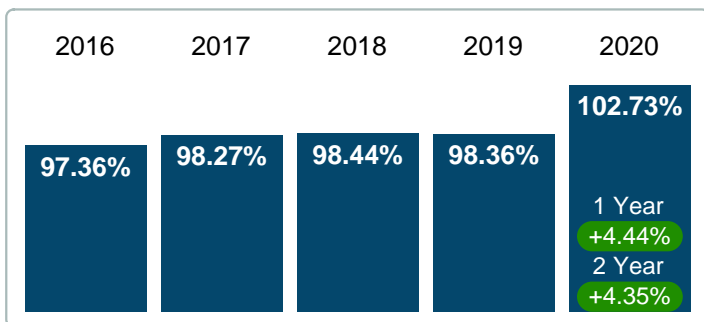
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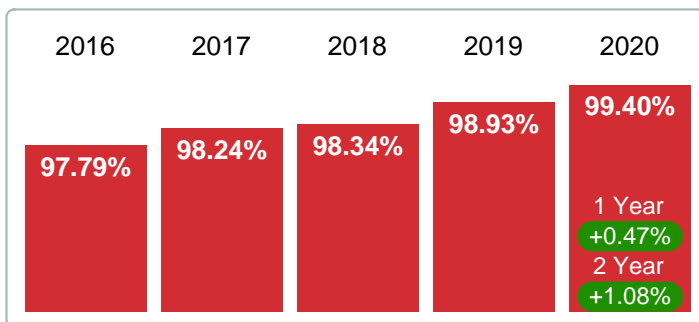
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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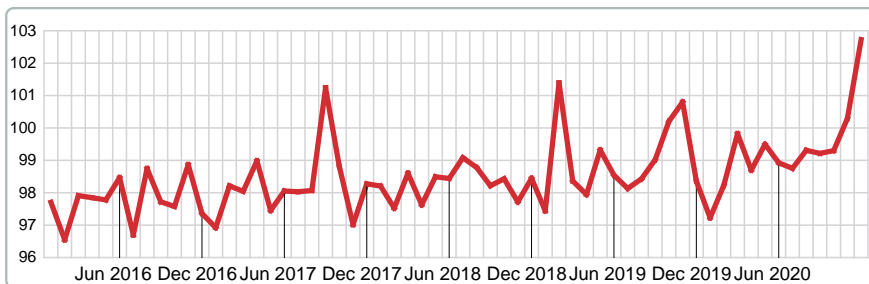
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

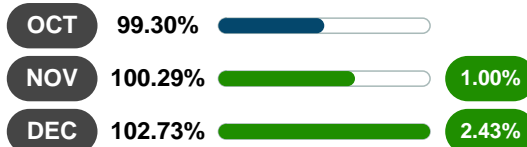


3 MONTHS

5 year DEC AVG = 99.03%

High Dec 2020 102.73% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **102.73%**
above the 5 yr DEC average of **99.03%**



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	10	8.33%	116.16%	100.00%	120.19%	100.00%	0.00%
\$125,001 - \$150,000	14	11.67%	109.26%	93.81%	111.32%	0.00%	100.00%
\$150,001 - \$175,000	14	11.67%	101.01%	104.07%	100.77%	0.00%	0.00%
\$175,001 - \$225,000	29	24.17%	100.53%	0.00%	100.68%	99.25%	0.00%
\$225,001 - \$300,000	26	21.67%	99.53%	0.00%	99.77%	99.12%	100.00%
\$300,001 - \$425,000	14	11.67%	100.01%	0.00%	99.03%	101.56%	100.00%
\$425,001 and up	13	10.83%	101.44%	0.00%	98.94%	102.87%	100.00%
Average Sold/List Ratio		102.70%		99.29%	103.60%	100.73%	100.00%
Total Closed Units		120	100%	3	86	27	4
Total Closed Volume		29,121,789		331.00K	18.38M	9.01M	1.40M

December 2020



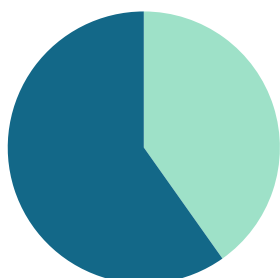
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

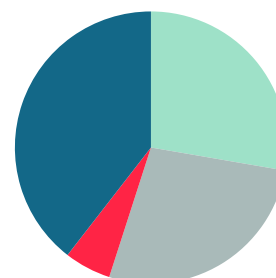


Inventory
 New Listings
125 = 40.19%
 Start Inventory
186
 Total Inventory Units
311
 Volume
\$88,626,663

Market Activity

Closed Sales
120 = 27.71%
 Pending Sales
118 = 27.25%
 Other Off Market
24 = 5.54%
 Active Inventory
171 = 39.49%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	85	120	41.18%	1,398	1,583	13.23%
Pending Sales	84	118	40.48%	1,409	1,723	22.29%
New Listings	167	125	-25.15%	1,957	1,960	0.15%
Average List Price	213,043	241,346	13.28%	200,891	222,656	10.83%
Average Sale Price	209,836	242,682	15.65%	198,616	220,493	11.01%
Average Percent of Selling Price to List Price	98.36%	102.73%	4.44%	98.93%	99.40%	0.47%
Average Days on Market to Sale	40.93	18.76	-54.17%	44.03	29.19	-33.71%
Monthly Inventory	366	171	-53.28%	366	171	-53.28%
Months Supply of Inventory	3.14	1.30	-58.74%	3.14	1.30	-58.74%

Absorption: Last 12 months, an Average of **132** Sales/Month

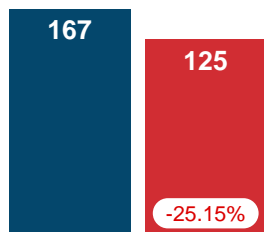
Inventory on December 31, 2020 = **171**

2019 **2020**

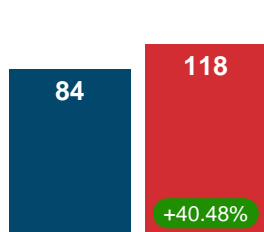
DECEMBER MARKET

AVERAGE PRICES

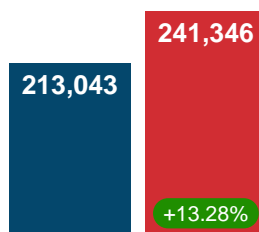
New Listings



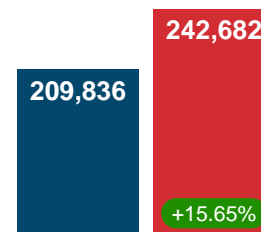
Pending Listings



List Price



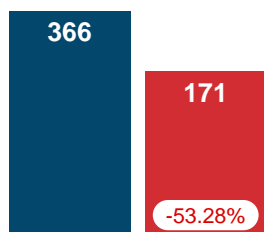
Sale Price



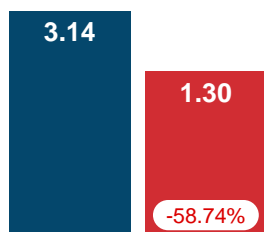
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

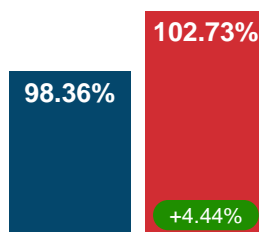
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

