

February 2020



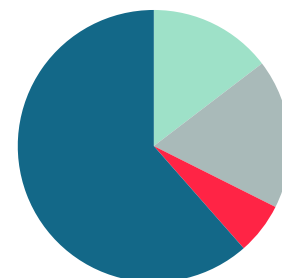
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	76	93	22.37%
Pending Listings	109	113	3.67%
New Listings	147	174	18.37%
Average List Price	187,656	183,042	-2.46%
Average Sale Price	184,077	180,763	-1.80%
Average Percent of Selling Price to List Price	101.39%	98.23%	-3.12%
Average Days on Market to Sale	50.14	30.90	-38.37%
End of Month Inventory	349	391	12.03%
Months Supply of Inventory	3.31	3.31	0.17%



■ Closed (14.62%)
■ Pending (17.77%)
■ Other OffMarket (6.13%)
■ Active (61.48%)

Absorption: Last 12 months, an Average of **118** Sales/Month
Active Inventory as of February 29, 2020 = **391**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2020 rose **12.03%** to 391 existing homes available for sale. Over the last 12 months this area has had an average of 118 closed sales per month. This represents an unsold inventory index of **3.31** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **1.80%** in February 2020 to \$180,763 versus the previous year at \$184,077.

Average Days on Market Shortens

The average number of **30.90** days that homes spent on the market before selling decreased by 19.24 days or **38.37%** in February 2020 compared to last year's same month at **50.14** DOM.

Sales Success for February 2020 is Positive

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

There were 174 New Listings in February 2020, up **18.37%** from last year at 147. Furthermore, there were 93 Closed Listings this month versus last year at 76, a **22.37%** increase.

Closed versus Listed trends yielded a **53.4%** ratio, up from previous year's, February 2019, at **51.7%**, a **3.38%** upswing. This will certainly create pressure on an increasing 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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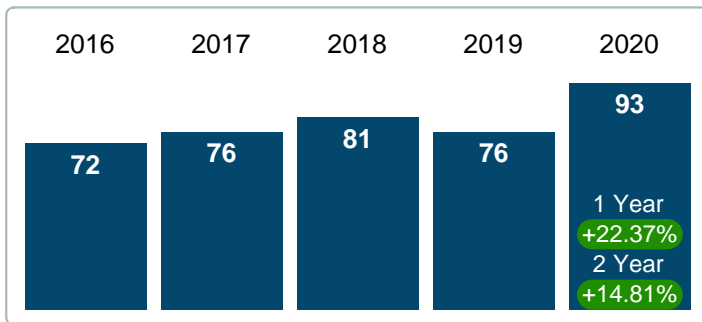
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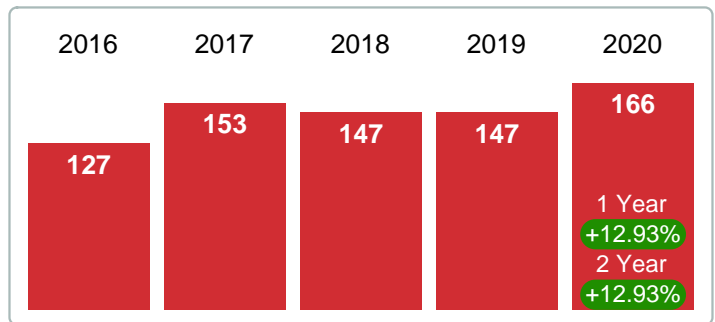
CLOSED LISTINGS

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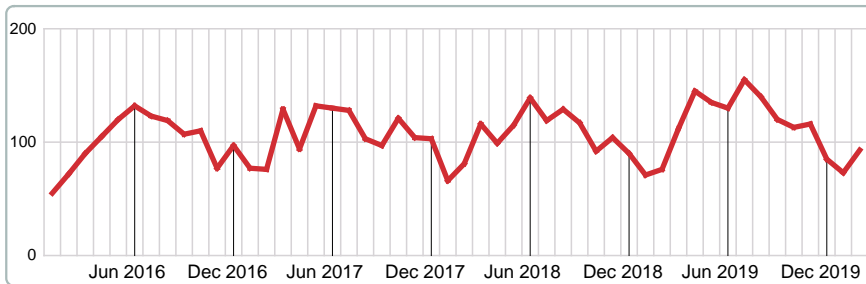
FEBRUARY



YEAR TO DATE (YTD)

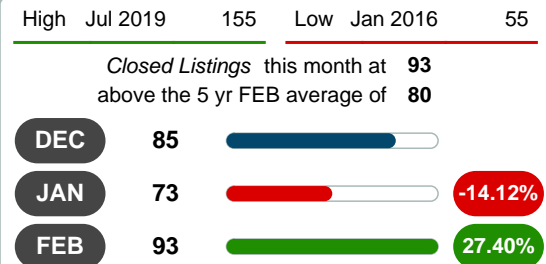


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 80



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	5	5.38%	36.8	1	2	2	0
\$75,001 - \$125,000	11	11.83%	55.4	1	9	1	0
\$125,001 - \$150,000	11	11.83%	19.8	0	9	2	0
\$150,001 - \$175,000	24	25.81%	27.0	0	21	3	0
\$175,001 - \$225,000	22	23.66%	28.9	0	12	9	1
\$225,001 - \$275,000	9	9.68%	26.0	0	6	3	0
\$275,001 and up	11	11.83%	31.3	0	4	6	1
Total Closed Units	93			2	63	26	2
Total Closed Volume	16,810,961	100%	30.9	175.00K	10.87M	5.30M	463.00K
Average Closed Price	\$180,763			\$87,500	\$172,567	\$203,893	\$231,500

February 2020



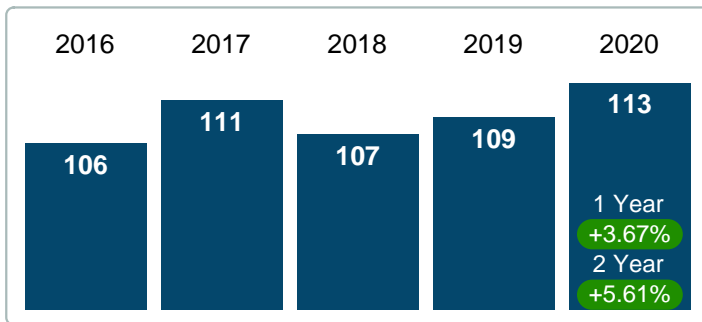
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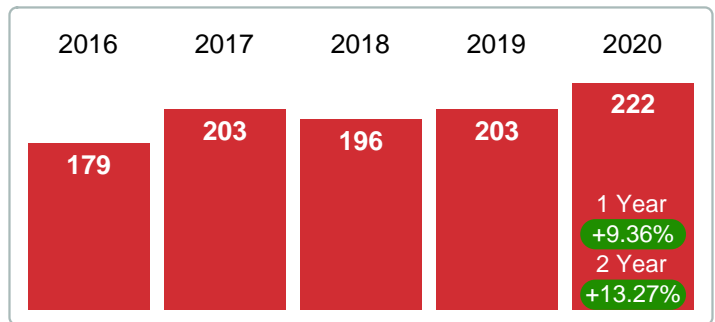
PENDING LISTINGS

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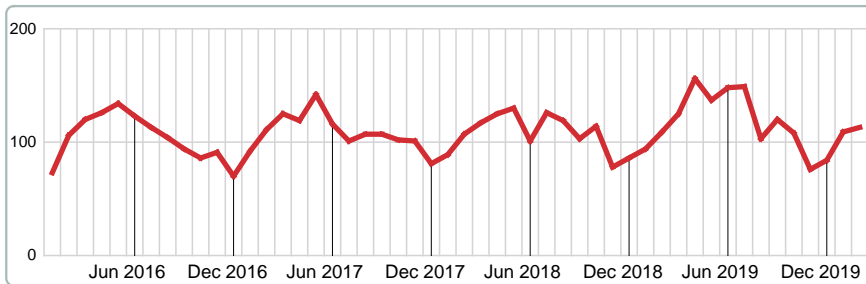
FEBRUARY



YEAR TO DATE (YTD)

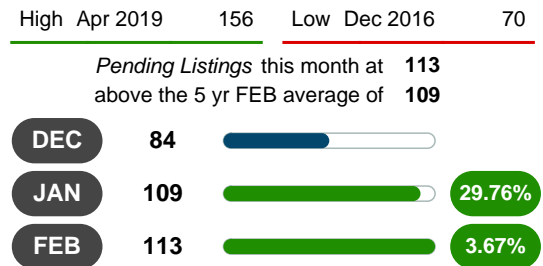


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 109



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	12	10.62%	42.1	3	4	5	0
\$125,001 - \$125,000	0	0.00%	0.0	0	0	0	0
\$125,001 - \$150,000	22	19.47%	35.3	2	19	1	0
\$150,001 - \$175,000	27	23.89%	28.0	0	25	2	0
\$175,001 - \$200,000	24	21.24%	12.3	0	16	8	0
\$200,001 - \$275,000	16	14.16%	43.5	0	8	8	0
\$275,001 and up	12	10.62%	35.3	0	3	8	1
Total Pending Units	113			5	75	32	1
Total Pending Volume	21,241,461	100%	33.3	453.60K	13.01M	7.50M	280.00K
Average Listing Price	\$188,537			\$90,720	\$173,411	\$234,439	\$280,000

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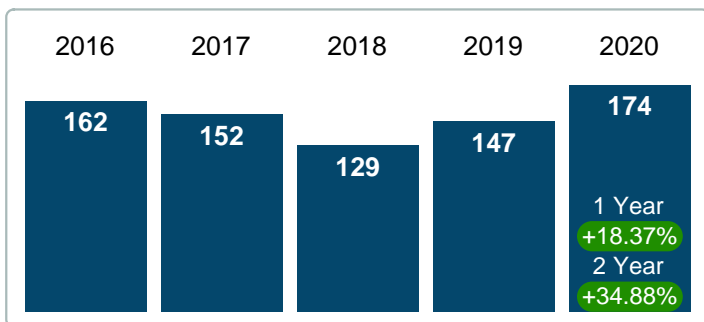
Area Delimited by County Of Wagoner - Residential Property Type



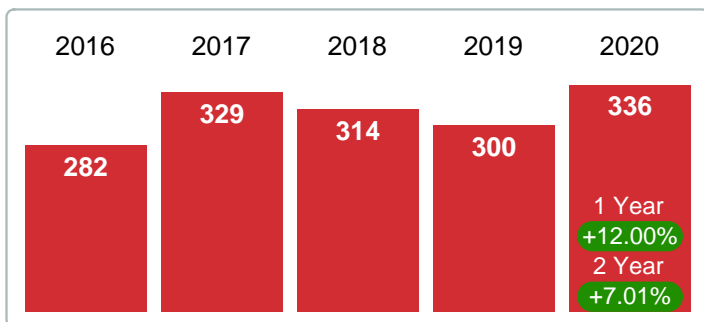
NEW LISTINGS

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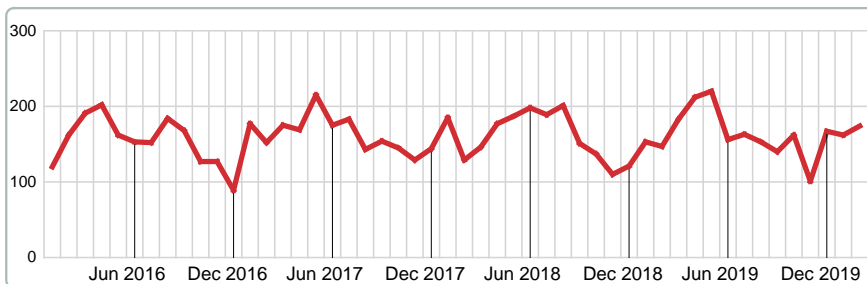
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 153

High May 2019 220 Low Dec 2016 89

New Listings this month at 174
above the 5 yr FEB average of 153



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	14	8.05%	3	7	4	0
\$125,001 - \$125,000	0	0.00%	0	0	0	0
\$125,001 - \$150,000	27	15.52%	3	22	2	0
\$150,001 - \$200,000	61	35.06%	4	47	10	0
\$200,001 - \$250,000	32	18.39%	4	12	15	1
\$250,001 - \$350,000	17	9.77%	2	9	5	1
\$350,001 and up	23	13.22%	0	5	14	4
Total New Listed Units	174		16	102	50	6
Total New Listed Volume	40,499,529	100%	2.76M	20.33M	14.14M	3.27M
Average New Listed Listing Price	\$207,963		\$172,700	\$199,307	\$282,755	\$544,867

February 2020



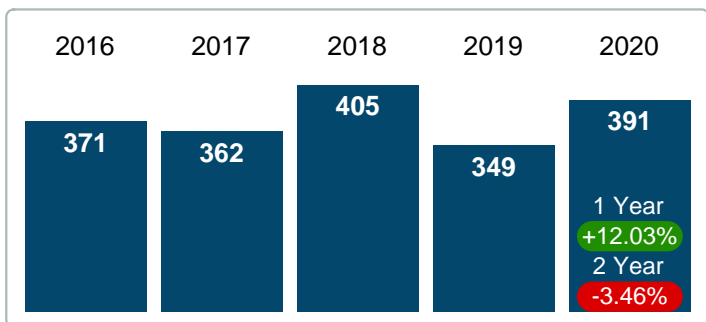
Area Delimited by County Of Wagoner - Residential Property Type



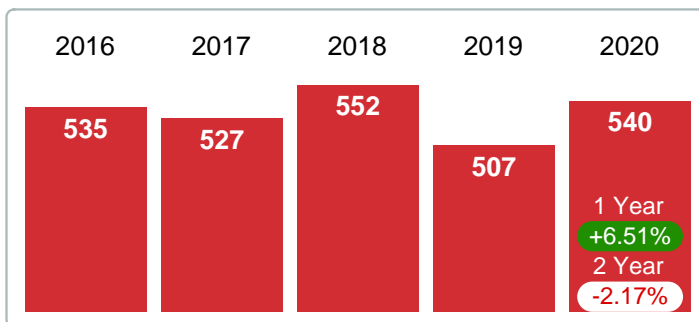
ACTIVE INVENTORY

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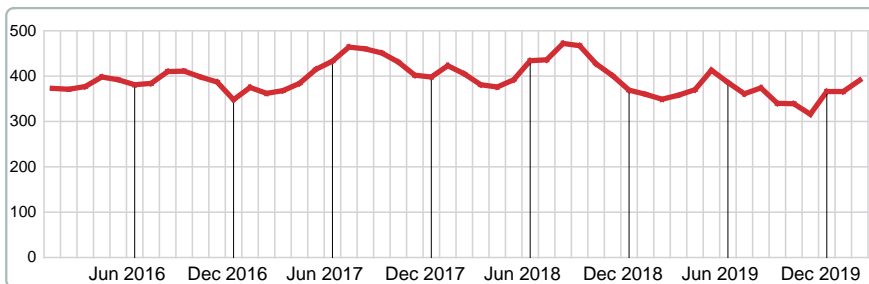
END OF FEBRUARY



ACTIVE DURING FEBRUARY

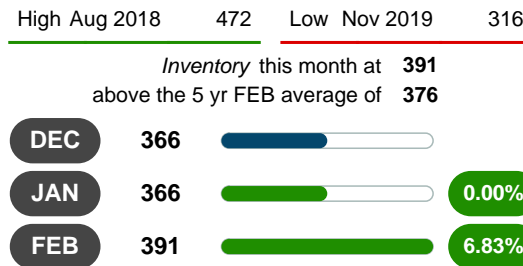


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 376



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	32	8.18%	90.0	19	11	2	0
\$75,001 - \$100,000	16	4.09%	78.8	5	8	3	0
\$100,001 - \$150,000	98	25.06%	70.2	20	63	13	2
\$150,001 - \$200,000	77	19.69%	53.3	6	49	22	0
\$200,001 - \$275,000	66	16.88%	55.2	5	38	20	3
\$275,001 - \$400,000	62	15.86%	73.3	2	29	23	8
\$400,001 and up	40	10.23%	79.6	0	11	20	9
Total Active Inventory by Units			391	57	209	103	22
Total Active Inventory by Volume			90,633,606	6.53M	42.88M	31.00M	10.23M
Average Active Inventory Listing Price			\$231,800	\$114,527	\$205,147	\$301,007	\$464,816

February 2020



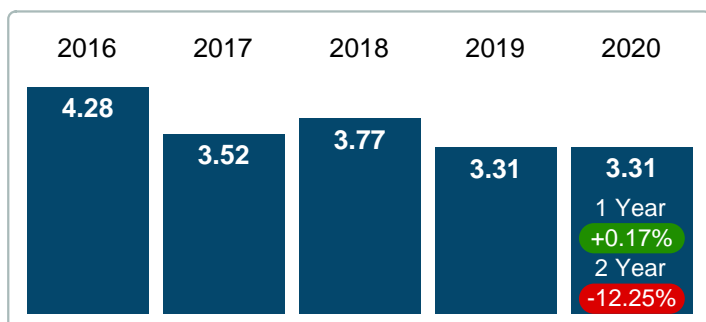
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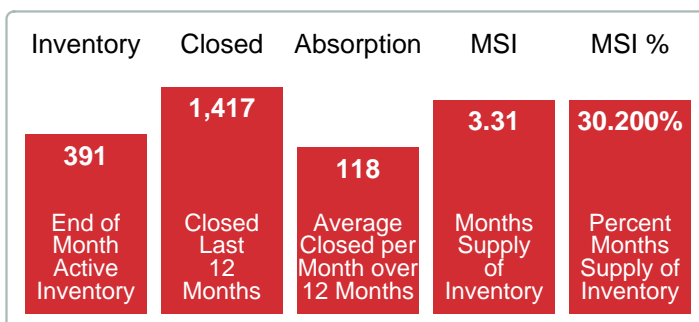
MONTHS SUPPLY of INVENTORY (MSI)

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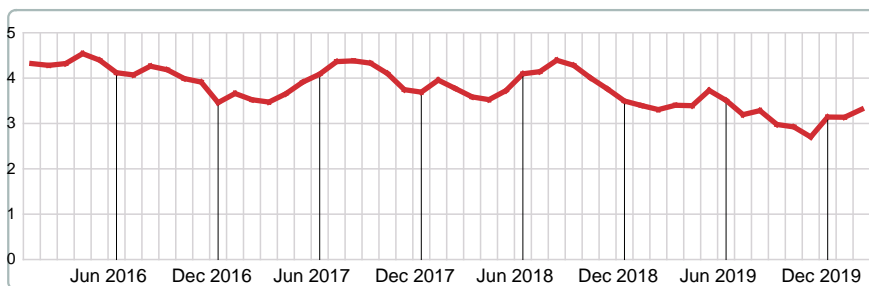
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

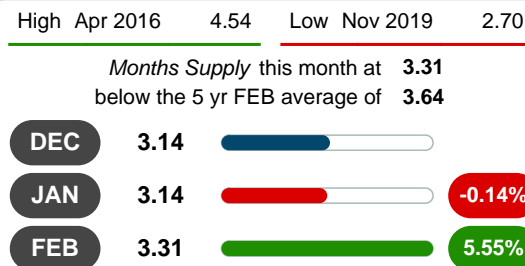


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 3.64



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	32	8.18%	4.27	11.40	2.24	2.18	0.00
\$75,001 - \$100,000	16	4.09%	3.10	10.00	1.85	12.00	0.00
\$100,001 - \$150,000	98	25.06%	4.40	18.46	3.52	4.33	8.00
\$150,001 - \$200,000	77	19.69%	1.86	12.00	1.60	2.20	0.00
\$200,001 - \$275,000	66	16.88%	2.80	20.00	2.98	2.00	5.14
\$275,001 - \$400,000	62	15.86%	4.59	8.00	6.57	2.85	10.67
\$400,001 and up	40	10.23%	8.42	0.00	9.43	7.74	12.00
Market Supply of Inventory (MSI)			3.31	12.67	2.75	2.96	8.25
Total Active Inventory by Units		100%	391	57	209	103	22

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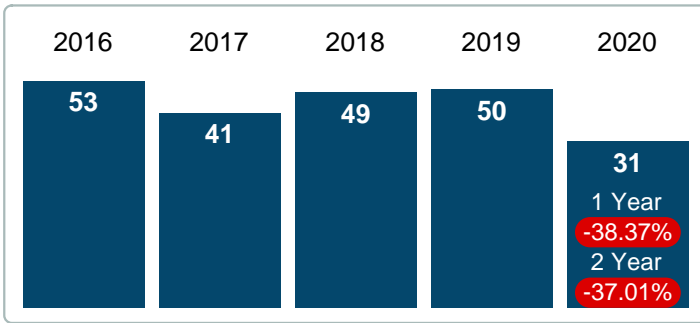
Area Delimited by County Of Wagoner - Residential Property Type



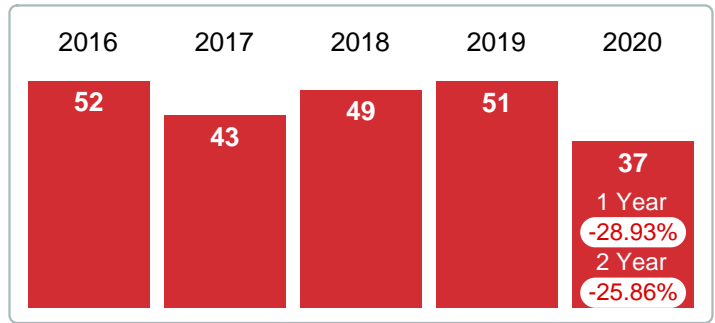
AVERAGE DAYS ON MARKET TO SALE

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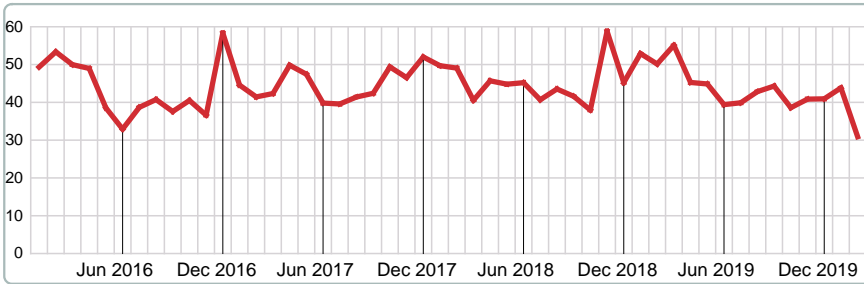
FEBRUARY



YEAR TO DATE (YTD)

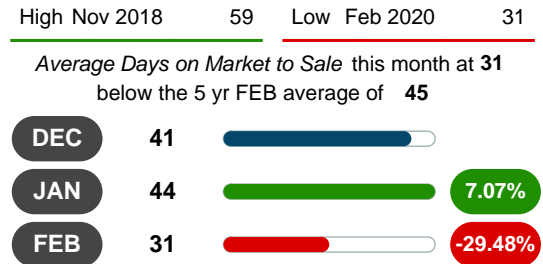


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 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
\$75,000 and less	5.38%	37	52	31	35	0
\$75,001 - \$125,000	11.83%	55	21	59	60	0
\$125,001 - \$150,000	11.83%	20	0	22	9	0
\$150,001 - \$175,000	25.81%	27	0	23	55	0
\$175,001 - \$225,000	23.66%	29	0	28	32	4
\$225,001 - \$275,000	9.68%	26	0	33	12	0
\$275,001 and up	11.83%	31	0	7	34	111
Average Closed DOM		31	37	29	32	58
Total Closed Units	100%	93	2	63	26	2
Total Closed Volume		16,810,961	175.00K	10.87M	5.30M	463.00K

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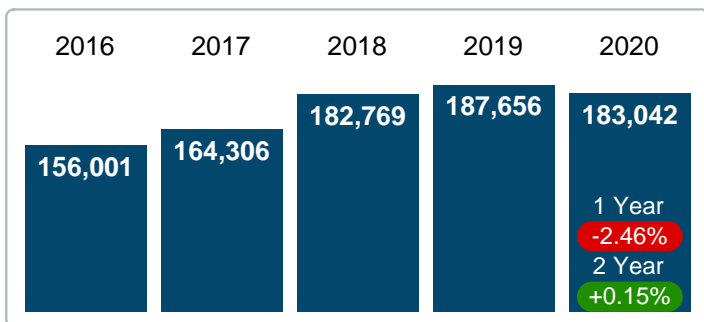
Area Delimited by County Of Wagoner - Residential Property Type



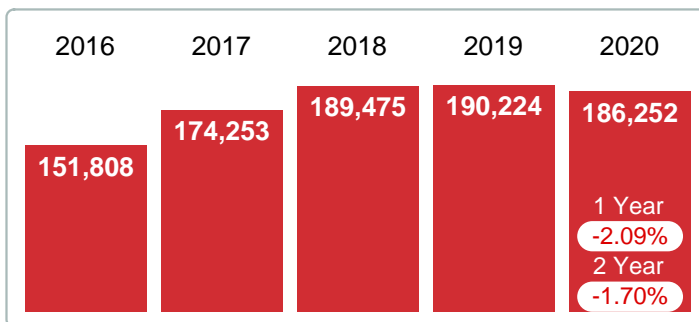
AVERAGE LIST PRICE AT CLOSING

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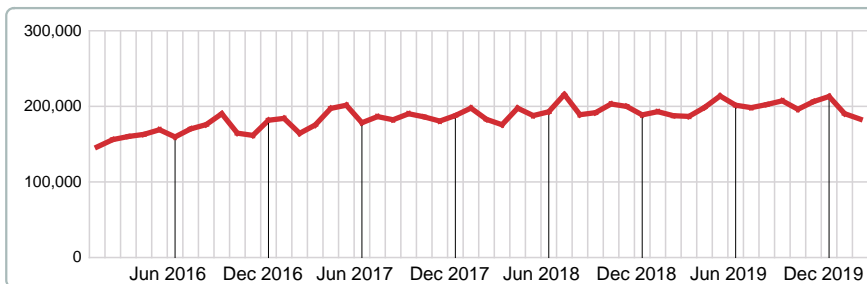
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

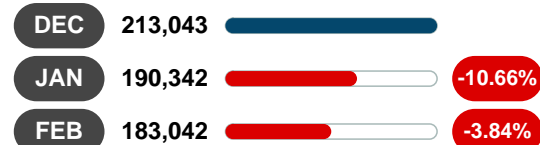


3 MONTHS

5 year FEB AVG = 174,755

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

Average List Price at Closing this month at **183,042**
above the 5 yr FEB average of **174,755**



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
\$75,000 and less	5.38%	49,380	50,000	50,500	47,950	0
\$75,001 - \$125,000	11.83%	107,309	125,000	106,644	117,500	0
\$125,001 - \$150,000	12.90%	143,415	0	145,021	122,000	0
\$150,001 - \$175,000	24.73%	162,536	0	162,084	163,157	0
\$175,001 - \$225,000	22.58%	197,319	0	198,238	201,538	175,000
\$225,001 - \$275,000	9.68%	241,424	0	246,950	247,338	0
\$275,001 and up	12.90%	318,317	0	354,975	306,667	279,999
Average List Price		183,042	87,500	175,400	205,490	227,500
Total Closed Units	100%	183,042	2	63	26	2
Total Closed Volume		17,022,919	175.00K	11.05M	5.34M	455.00K

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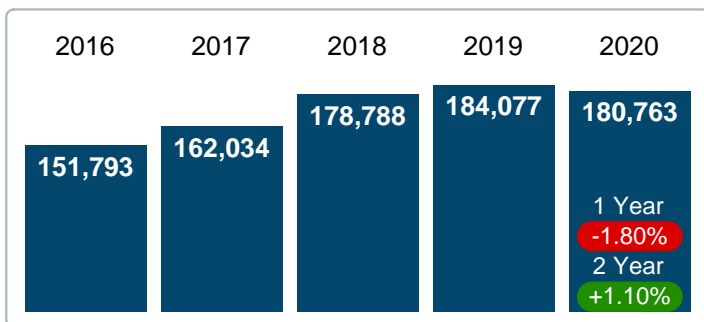
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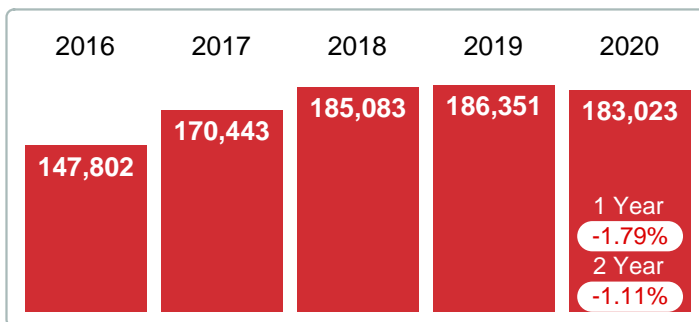
AVERAGE SOLD PRICE AT CLOSING

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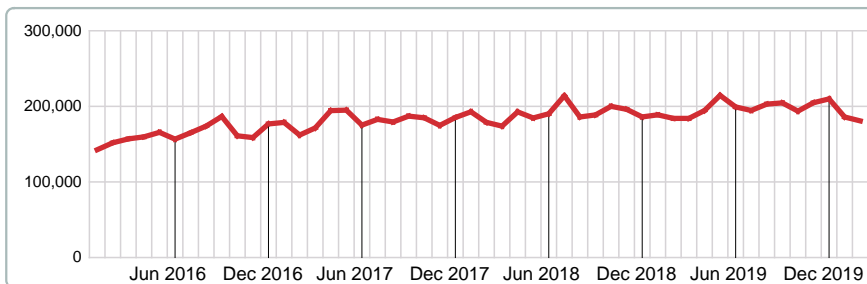
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

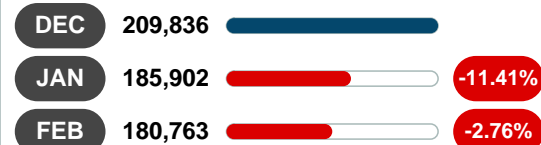


3 MONTHS

5 year FEB AVG = 171,491

High May 2019 214,507 Low Jan 2016 142,579

Average Sold Price at Closing this month at **180,763** above the 5 yr FEB average of **171,491**



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
\$75,000 and less	5	5.38%	44,131	50,000	43,828	41,500	0
\$75,001 - \$125,000	11	11.83%	103,409	125,000	99,444	117,500	0
\$125,001 - \$150,000	11	11.83%	139,971	0	142,076	130,500	0
\$150,001 - \$175,000	24	25.81%	160,536	0	160,200	162,890	0
\$175,001 - \$225,000	22	23.66%	197,718	0	197,104	200,172	183,000
\$225,001 - \$275,000	9	9.68%	246,007	0	245,175	247,671	0
\$275,001 and up	11	11.83%	317,854	0	352,475	301,083	279,999
Average Sold Price			180,763	87,500	172,567	203,893	231,500
Total Closed Units		100%	180,763	2	63	26	2
Total Closed Volume			16,810,961	175.00K	10.87M	5.30M	463.00K

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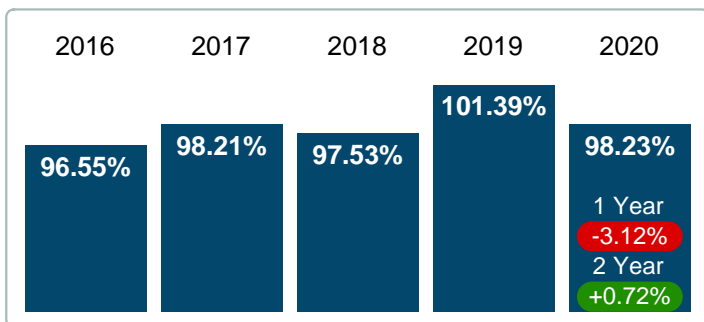
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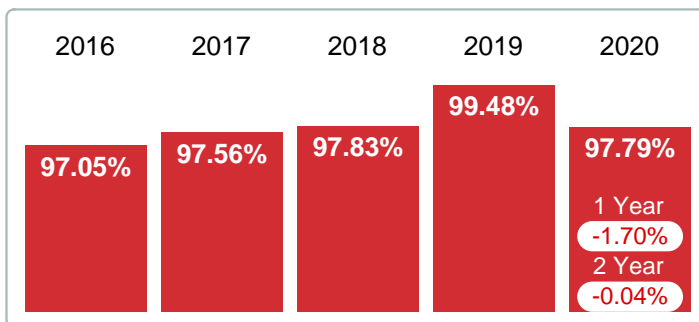
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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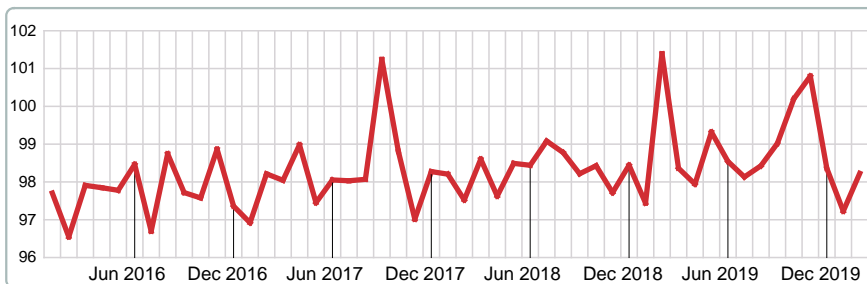
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

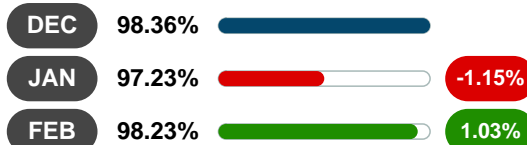


3 MONTHS

5 year FEB AVG = 98.38%

High Feb 2019 101.39% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **98.23%**
equal to 5 yr FEB average of **98.38%**



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
\$75,000 and less	5	5.38%	88.57%	100.00%	80.94%	90.50%	0.00%
\$75,001 - \$125,000	11	11.83%	94.94%	100.00%	93.82%	100.00%	0.00%
\$125,001 - \$150,000	11	11.83%	99.63%	0.00%	97.95%	107.20%	0.00%
\$150,001 - \$175,000	24	25.81%	99.02%	0.00%	98.89%	99.91%	0.00%
\$175,001 - \$225,000	22	23.66%	99.63%	0.00%	99.43%	99.36%	104.57%
\$225,001 - \$275,000	9	9.68%	99.60%	0.00%	99.34%	100.13%	0.00%
\$275,001 and up	11	11.83%	98.85%	0.00%	99.44%	98.26%	100.00%
Average Sold/List Ratio		98.20%		100.00%	97.64%	99.20%	102.29%
Total Closed Units		93	100%	2	63	26	2
Total Closed Volume		16,810,961		175.00K	10.87M	5.30M	463.00K

February 2020



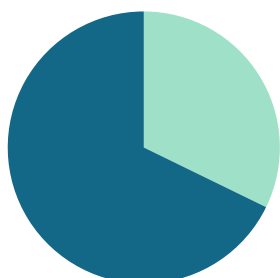
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

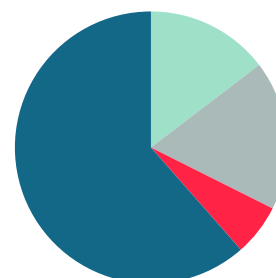


Inventory
 New Listings
174 = 32.22%
 Start Inventory
366
 Total Inventory Units
540
 Volume
\$123,330,733

Market Activity

Closed Sales
93 = 14.62%
 Pending Sales
113 = 17.77%
 Other Off Market
39 = 6.13%
 Active Inventory
391 = 61.48%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	76	93	22.37%	147	166	12.93%
Pending Sales	109	113	3.67%	203	222	9.36%
New Listings	147	174	18.37%	300	336	12.00%
Average List Price	187,656	183,042	-2.46%	190,224	186,252	-2.09%
Average Sale Price	184,077	180,763	-1.80%	186,351	183,023	-1.79%
Average Percent of Selling Price to List Price	101.39%	98.23%	-3.12%	99.48%	97.79%	-1.70%
Average Days on Market to Sale	50.14	30.90	-38.37%	51.48	36.58	-28.93%
Monthly Inventory	349	391	12.03%	349	391	12.03%
Months Supply of Inventory	3.31	3.31	0.17%	3.31	3.31	0.17%

Absorption: Last 12 months, an Average of **118** Sales/Month

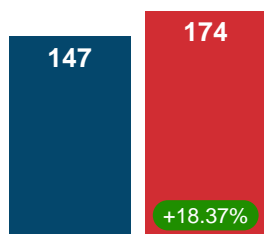
Inventory on February 29, 2020 = **391**

2019 **2020**

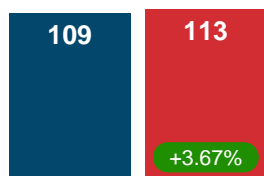
FEBRUARY MARKET

AVERAGE PRICES

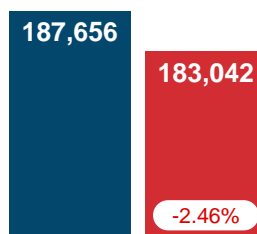
New Listings



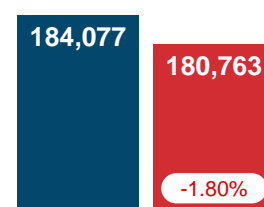
Pending Listings



List Price



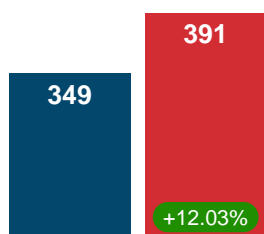
Sale Price



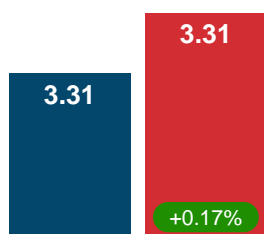
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

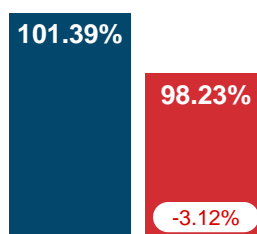
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

