

January 2020



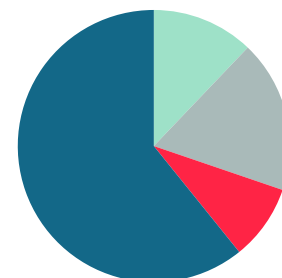
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	71	73	2.82%
Pending Listings	94	109	15.96%
New Listings	153	162	5.88%
Average List Price	192,972	190,342	-1.36%
Average Sale Price	188,785	185,902	-1.53%
Average Percent of Selling Price to List Price	97.44%	97.23%	-0.22%
Average Days on Market to Sale	52.90	43.82	-17.16%
End of Month Inventory	360	366	1.67%
Months Supply of Inventory	3.40	3.14	-7.63%



■ Closed (12.13%)
■ Pending (18.11%)
■ Other OffMarket (8.97%)
■ Active (60.80%)

Absorption: Last 12 months, an Average of **117** Sales/Month
Active Inventory as of January 31, 2020 = **366**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2020 rose **1.67%** to 366 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 **3.14** 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 **1.53%** in January 2020 to \$185,902 versus the previous year at \$188,785.

Average Days on Market Shortens

The average number of **43.82** days that homes spent on the market before selling decreased by 9.08 days or **17.16%** in January 2020 compared to last year's same month at **52.90** DOM.

Sales Success for January 2020 is Positive

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

There were 162 New Listings in January 2020, up **5.88%** from last year at 153. Furthermore, there were 73 Closed Listings this month versus last year at 71, a **2.82%** increase.

Closed versus Listed trends yielded a **45.1%** ratio, down from previous year's, January 2019, at **46.4%**, a **2.90%** downswing. This will certainly create pressure on an increasing Monthly Months 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

January 2020



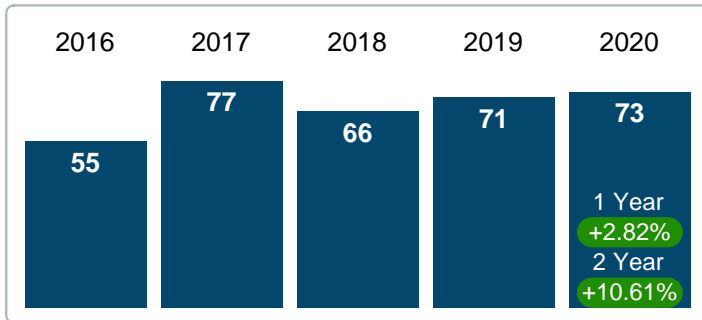
Area Delimited by County Of Wagoner - Residential Property Type



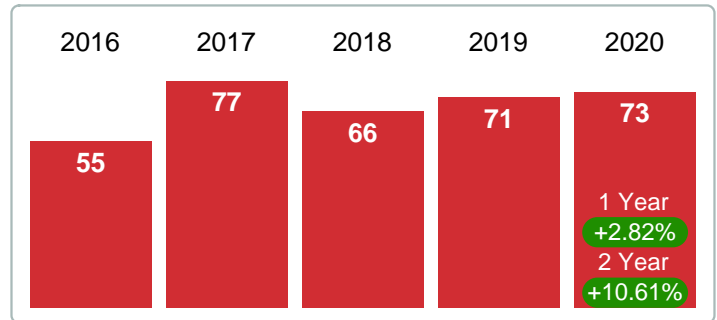
CLOSED LISTINGS

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

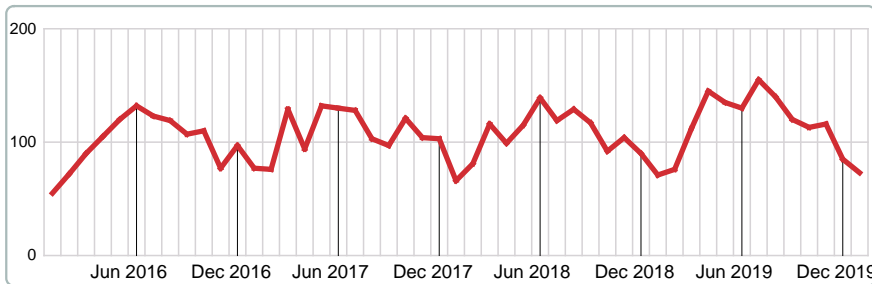
JANUARY



YEAR TO DATE (YTD)

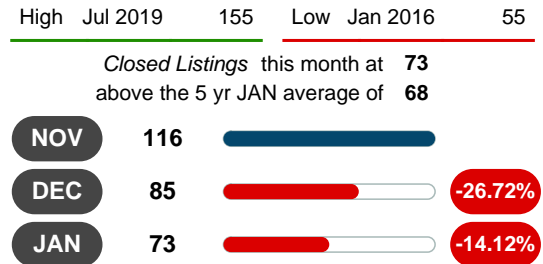


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 68



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	8	10.96%	64.0	2	6	0	0
\$100,001 - \$125,000	3	4.11%	25.7	0	3	0	0
\$125,001 - \$150,000	9	12.33%	22.8	0	7	2	0
\$150,001 - \$175,000	18	24.66%	41.2	0	16	2	0
\$175,001 - \$200,000	12	16.44%	50.7	0	6	6	0
\$200,001 - \$275,000	15	20.55%	33.7	1	10	4	0
\$275,001 and up	8	10.96%	68.9	0	4	3	1
Total Closed Units	73			3	52	17	1
Total Closed Volume	13,570,829	100%	43.8	326.00K	9.00M	3.69M	555.00K
Average Closed Price	\$185,902			\$108,667	\$173,119	\$216,919	\$555,000

January 2020



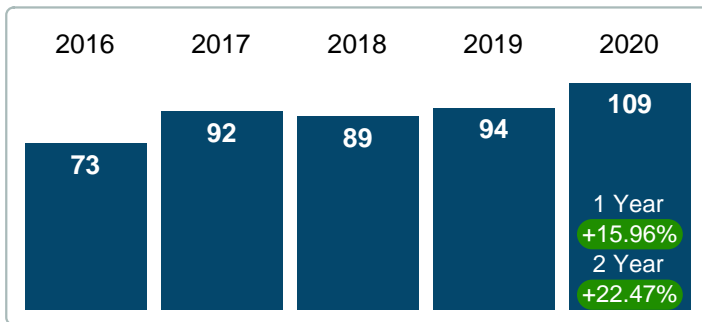
Area Delimited by County Of Wagoner - Residential Property Type



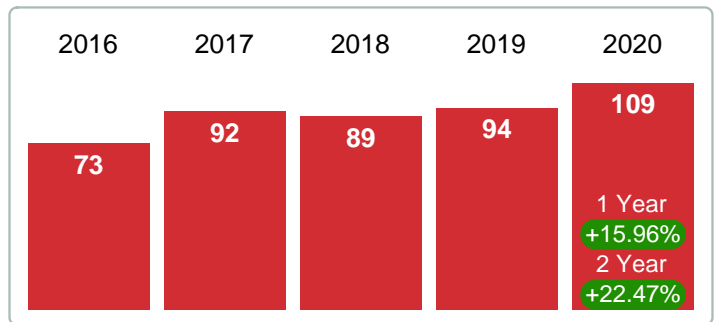
PENDING LISTINGS

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

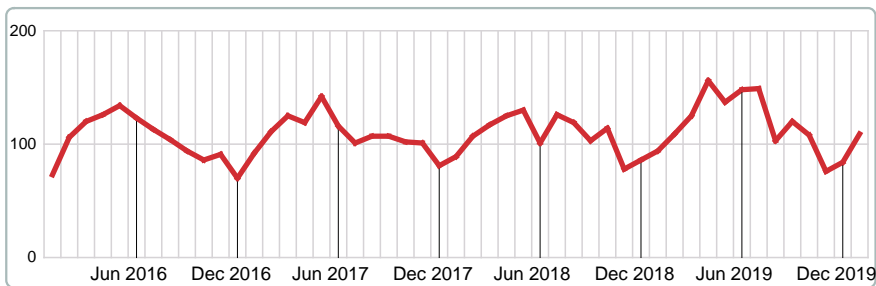
JANUARY



YEAR TO DATE (YTD)

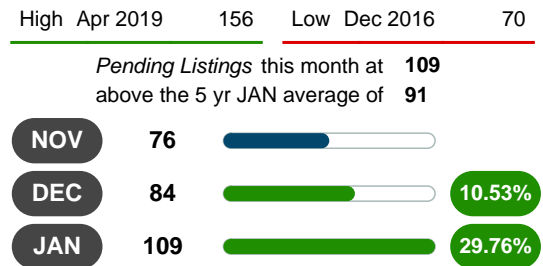


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 91



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	8	7.34%	48.9	0	6	2	0
\$100,001 - \$125,000	6	5.50%	38.3	1	3	2	0
\$125,001 - \$150,000	12	11.01%	29.1	0	10	2	0
\$150,001 - \$175,000	36	33.03%	26.9	0	31	4	1
\$175,001 - \$225,000	19	17.43%	41.5	0	9	10	0
\$225,001 - \$275,000	12	11.01%	34.5	0	7	5	0
\$275,001 and up	16	14.68%	58.3	0	6	8	2
Total Pending Units	109			1	72	33	3
Total Pending Volume	21,347,397	100%	36.2	125.00K	12.91M	7.15M	1.15M
Average Listing Price	\$193,681			\$125,000	\$179,351	\$216,795	\$384,966

January 2020



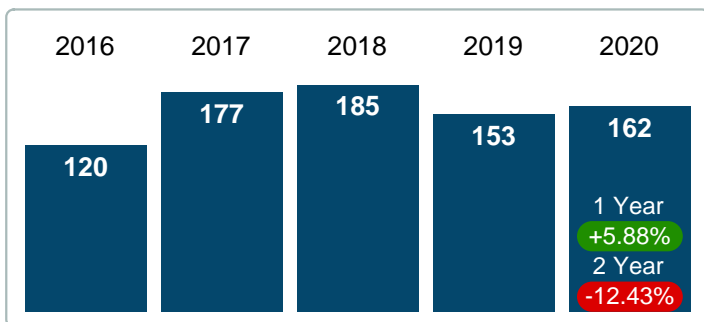
Area Delimited by County Of Wagoner - Residential Property Type



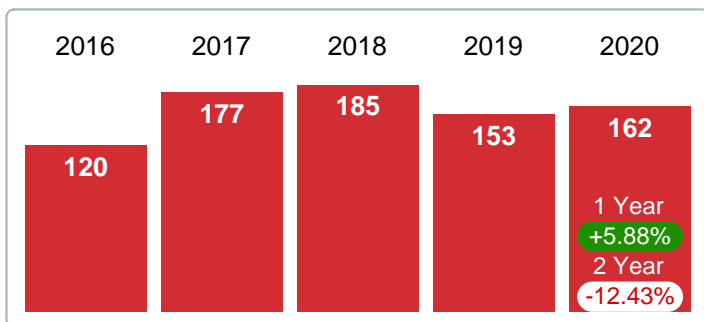
NEW LISTINGS

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

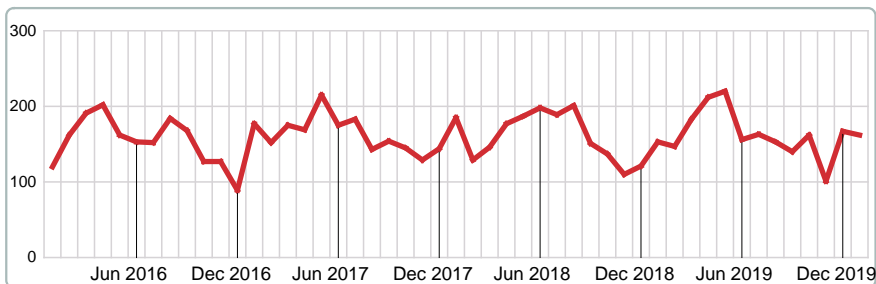
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

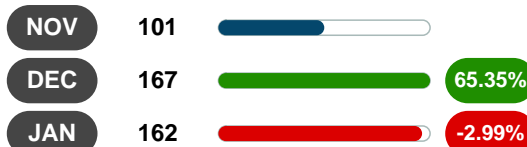


3 MONTHS

5 year JAN AVG = 159

High May 2019 220 Low Dec 2016 89

New Listings this month at 162
above the 5 yr JAN average of 159



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	6.79%	7	3	1	0
\$75,001 - \$125,000	13	8.02%	3	8	2	0
\$125,001 - \$150,000	13	8.02%	0	11	2	0
\$150,001 - \$175,000	42	25.93%	0	34	7	1
\$175,001 - \$225,000	40	24.69%	0	26	14	0
\$225,001 - \$350,000	25	15.43%	0	11	11	3
\$350,001 and up	18	11.11%	0	6	8	4
Total New Listed Units	162		10	99	45	8
Total New Listed Volume	33,605,464	100%	672.88K	18.78M	10.99M	3.16M
Average New Listed Listing Price	\$197,471		\$67,288	\$189,733	\$244,224	\$394,863

January 2020



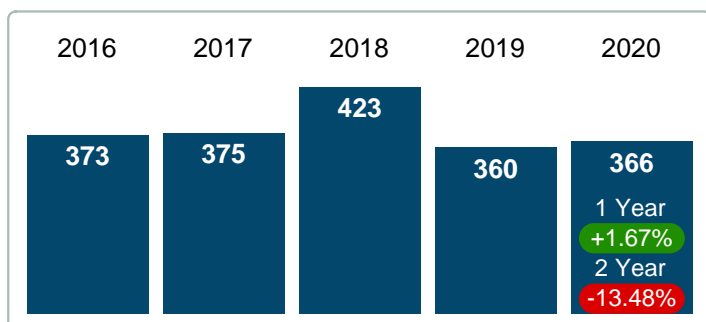
Area Delimited by County Of Wagoner - Residential Property Type



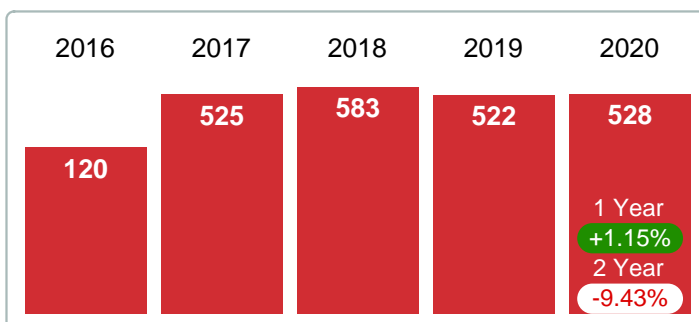
ACTIVE INVENTORY

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

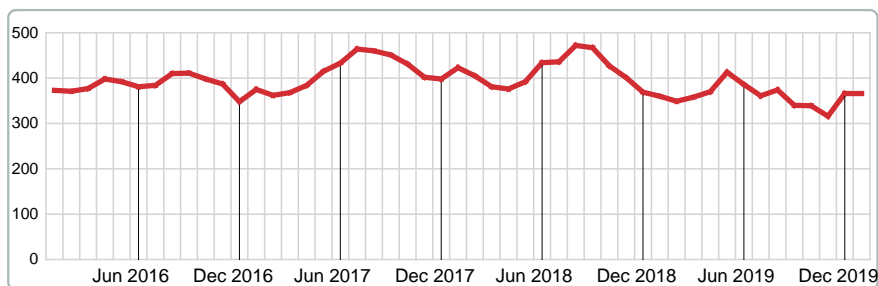
END OF JANUARY



ACTIVE DURING JANUARY

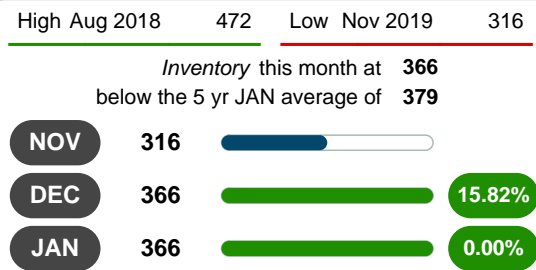


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 379



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	35	9.56%	72.7	20	13	2	0
\$75,001 - \$100,000	14	3.83%	67.4	6	5	3	0
\$100,001 - \$125,000	64	17.49%	52.6	17	36	9	2
\$125,001 - \$200,000	104	28.42%	61.3	6	70	27	1
\$200,001 - \$275,000	55	15.03%	63.7	1	33	19	2
\$275,001 - \$400,000	53	14.48%	81.3	0	25	21	7
\$400,001 and up	41	11.20%	84.4	0	9	21	11
Total Active Inventory by Units		366		50	191	102	23
Total Active Inventory by Volume		82,831,204	100%	4.66M	37.54M	30.19M	10.44M
Average Active Inventory Listing Price		\$226,315		\$93,197	\$196,548	\$296,014	\$453,798

January 2020



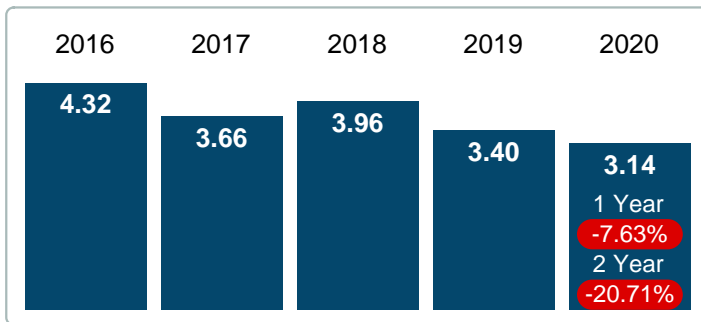
Area Delimited by County Of Wagoner - Residential Property Type



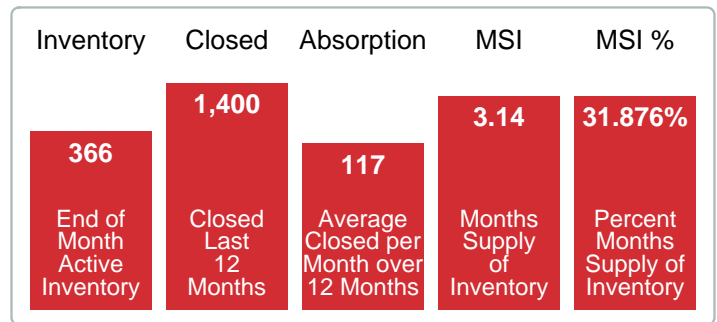
MONTHS SUPPLY of INVENTORY (MSI)

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

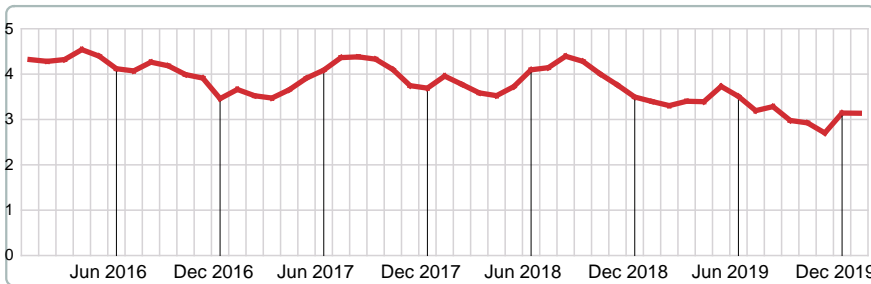
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

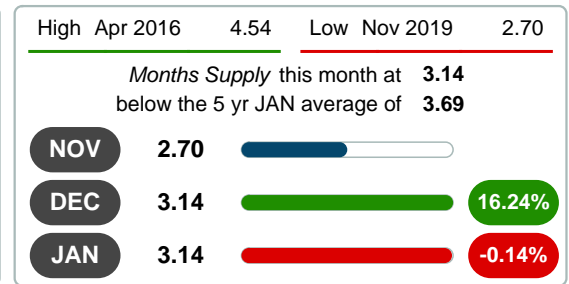


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.69



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	35	9.56%	4.72	11.43	2.64	2.67	0.00
\$75,001 - \$100,000	14	3.83%	2.80	10.29	1.22	12.00	0.00
\$100,001 - \$125,000	64	17.49%	8.53	29.14	6.35	7.20	0.00
\$125,001 - \$200,000	104	28.42%	1.88	6.00	1.65	2.40	2.00
\$200,001 - \$275,000	55	15.03%	2.34	4.00	2.66	1.85	3.43
\$275,001 - \$400,000	53	14.48%	4.00	0.00	6.00	2.57	10.50
\$400,001 and up	41	11.20%	8.63	0.00	7.71	8.13	14.67
Market Supply of Inventory (MSI)			3.14	10.71	2.55	2.96	8.90
Total Active Inventory by Units		100%	366	50	191	102	23

January 2020



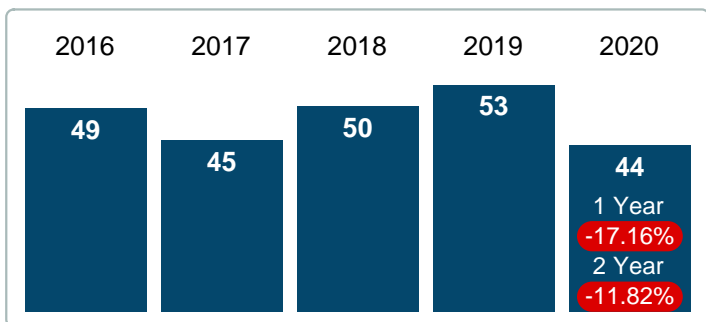
Area Delimited by County Of Wagoner - Residential Property Type



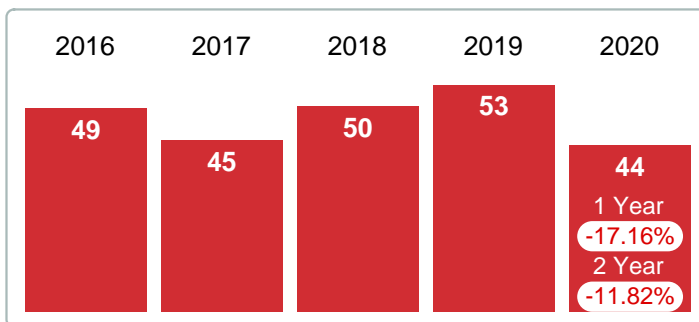
AVERAGE DAYS ON MARKET TO SALE

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

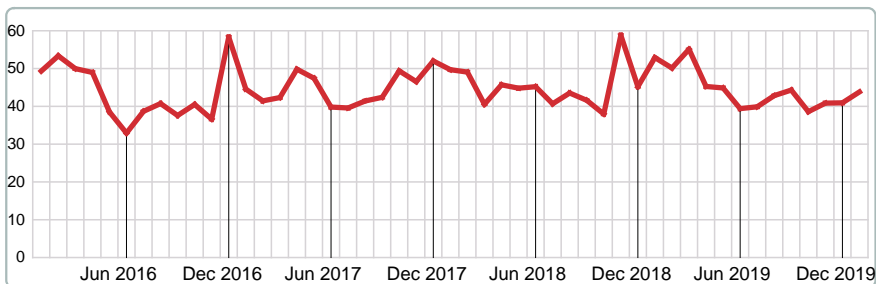
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

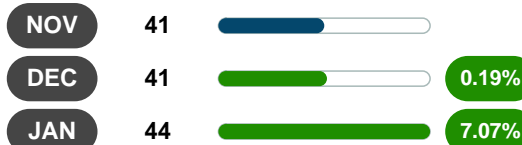


3 MONTHS

5 year JAN AVG = 48

High Nov 2018 59 Low Jun 2016 33

Average Days on Market to Sale this month at 44 below the 5 yr JAN average of 48



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	10.96%	64	108	49	0	0
\$100,001 - \$125,000	4.11%	26	0	26	0	0
\$125,001 - \$150,000	12.33%	23	0	18	39	0
\$150,001 - \$175,000	24.66%	41	0	46	4	0
\$175,001 - \$200,000	16.44%	51	0	74	27	0
\$200,001 - \$275,000	20.55%	34	14	36	32	0
\$275,001 and up	10.96%	69	0	85	54	49
Average Closed DOM		44				
Total Closed Units	100%	44	3	52	17	1
Total Closed Volume		13,570,829	326.00K	9.00M	3.69M	555.00K

January 2020



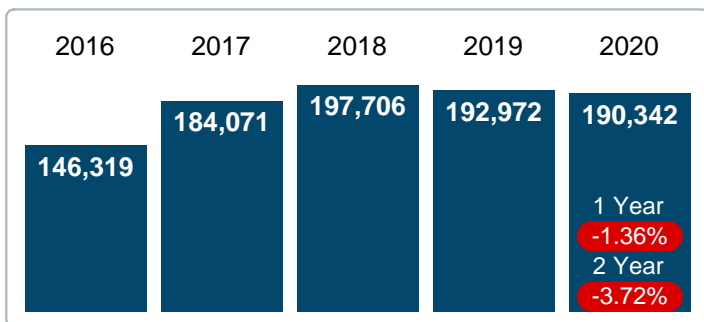
Area Delimited by County Of Wagoner - Residential Property Type



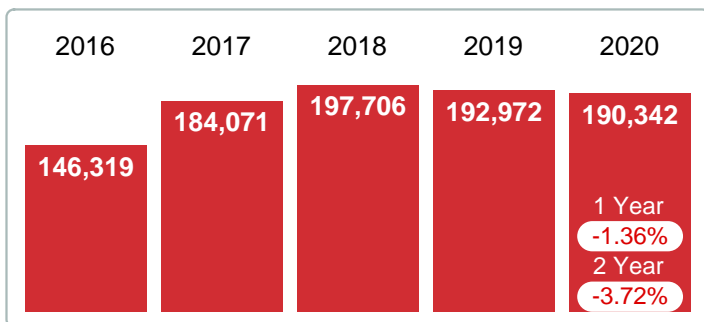
AVERAGE LIST PRICE AT CLOSING

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

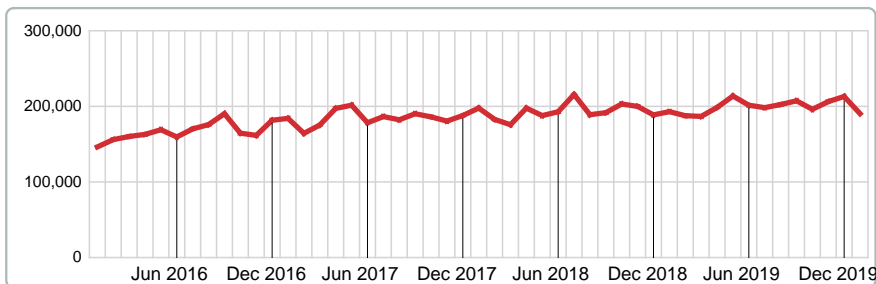
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

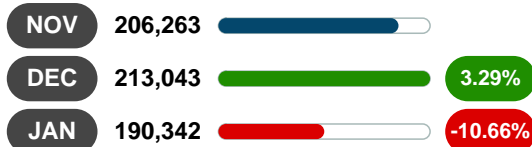


3 MONTHS

5 year JAN AVG = 182,282

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

Average List Price at Closing this month at **190,342**
above the 5 yr JAN average of **182,282**



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	10.96%	75,500	63,800	80,250	0	0
\$100,001 - \$125,000	5.48%	112,125	0	106,133	0	0
\$125,001 - \$150,000	10.96%	140,175	0	136,643	144,950	0
\$150,001 - \$175,000	26.03%	161,055	0	160,775	161,373	0
\$175,001 - \$200,000	13.70%	187,892	0	190,222	190,232	0
\$200,001 - \$275,000	21.92%	232,593	215,000	234,592	230,417	0
\$275,001 and up	10.96%	382,575	0	348,725	355,267	599,900
Average List Price		190,342	114,200	177,134	220,088	599,900
Total Closed Units	100%	190,342	3	52	17	1
Total Closed Volume		13,894,956	342.60K	9.21M	3.74M	599.90K

January 2020



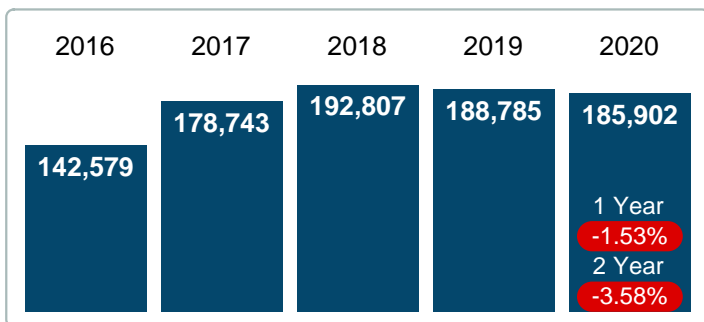
Area Delimited by County Of Wagoner - Residential Property Type



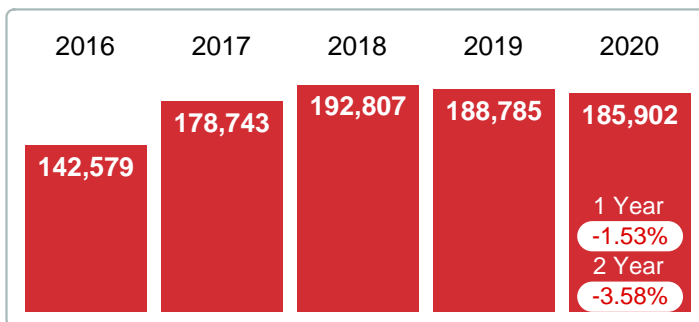
AVERAGE SOLD PRICE AT CLOSING

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

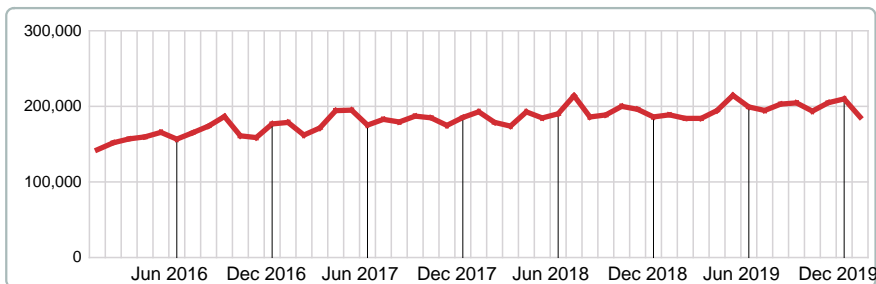
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

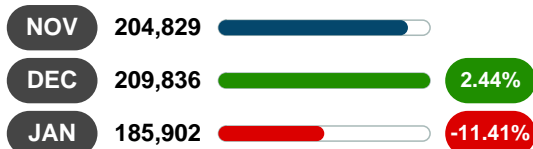


3 MONTHS

5 year JAN AVG = 177,763

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

Average Sold Price at Closing this month at **185,902** above the 5 yr JAN average of **177,763**



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	10.96%	68,781	57,000	72,708	0	0
\$100,001 - \$125,000	3	4.11%	103,583	0	103,583	0	0
\$125,001 - \$150,000	9	12.33%	137,278	0	136,929	138,500	0
\$150,001 - \$175,000	18	24.66%	159,667	0	159,760	158,923	0
\$175,001 - \$200,000	12	16.44%	184,928	0	184,272	185,583	0
\$200,001 - \$275,000	15	20.55%	226,526	212,000	227,252	228,344	0
\$275,001 and up	8	10.96%	372,913	0	340,600	355,300	555,000
Average Sold Price			185,902	108,667	173,119	216,919	555,000
Total Closed Units		100%	185,902	3	52	17	1
Total Closed Volume			13,570,829	326.00K	9.00M	3.69M	555.00K

January 2020



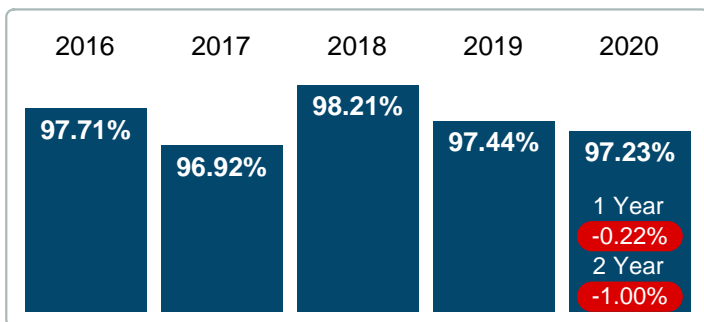
Area Delimited by County Of Wagoner - Residential Property Type



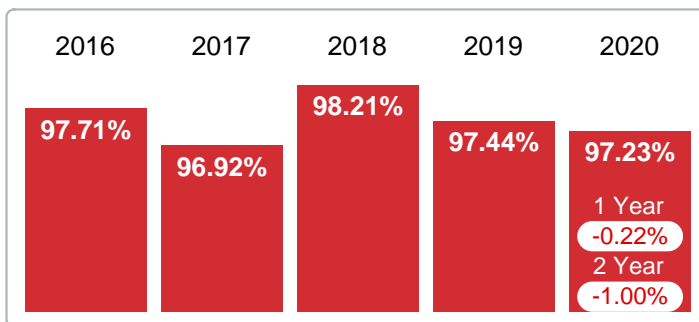
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

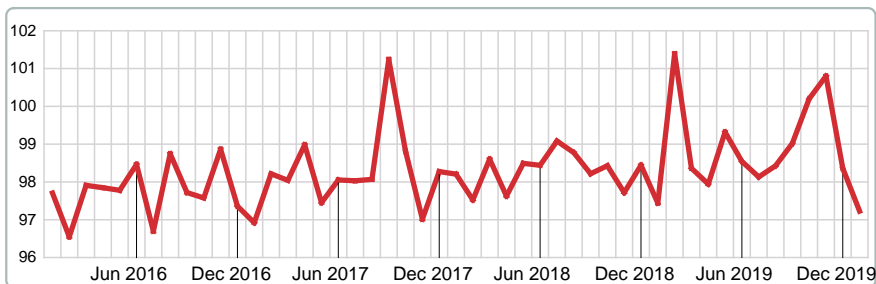
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

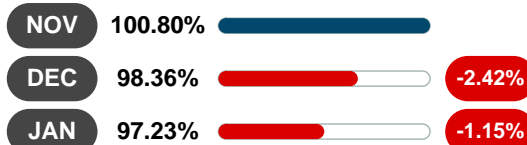


3 MONTHS

5 year JAN AVG = 97.50%

High Feb 2019 101.39% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **97.23%**
below the 5 yr JAN average of **97.50%**



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	8	10.96%	87.89%	78.59%	90.99%	0.00%	0.00%
\$100,001 - \$125,000	3	4.11%	97.80%	0.00%	97.80%	0.00%	0.00%
\$125,001 - \$150,000	9	12.33%	99.25%	0.00%	100.31%	95.55%	0.00%
\$150,001 - \$175,000	18	24.66%	99.28%	0.00%	99.38%	98.47%	0.00%
\$175,001 - \$200,000	12	16.44%	97.70%	0.00%	97.82%	97.58%	0.00%
\$200,001 - \$275,000	15	20.55%	97.56%	98.60%	96.86%	99.05%	0.00%
\$275,001 and up	8	10.96%	98.10%	0.00%	97.75%	100.44%	92.52%
Average Sold/List Ratio		97.20%		85.26%	97.66%	98.30%	92.52%
Total Closed Units		73	100%	3	52	17	1
Total Closed Volume		13,570,829		326.00K	9.00M	3.69M	555.00K

January 2020



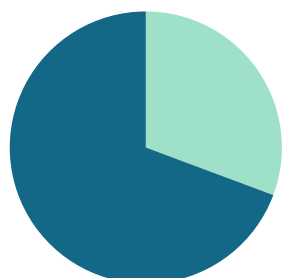
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

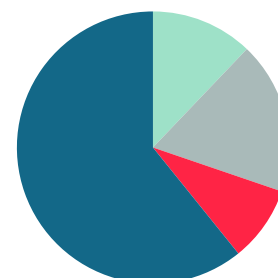


Inventory
 New Listings
162 = 30.68%
 Start Inventory
366
 Total Inventory Units
528
 Volume
\$117,602,336

Market Activity

Closed Sales
73 = 12.13%
 Pending Sales
109 = 18.11%
 Other Off Market
54 = 8.97%
 Active Inventory
366 = 60.80%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	71	73	2.82%	71	73	2.82%
Pending Sales	94	109	15.96%	94	109	15.96%
New Listings	153	162	5.88%	153	162	5.88%
Average List Price	192,972	190,342	-1.36%	192,972	190,342	-1.36%
Average Sale Price	188,785	185,902	-1.53%	188,785	185,902	-1.53%
Average Percent of Selling Price to List Price	97.44%	97.23%	-0.22%	97.44%	97.23%	-0.22%
Average Days on Market to Sale	52.90	43.82	-17.16%	52.90	43.82	-17.16%
Monthly Inventory	360	366	1.67%	360	366	1.67%
Months Supply of Inventory	3.40	3.14	-7.63%	3.40	3.14	-7.63%

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

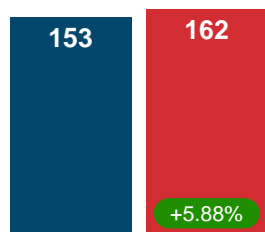
Inventory on January 31, 2020 = 366

2019 2020

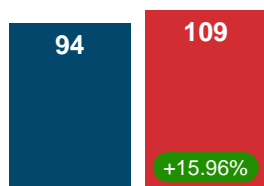
JANUARY MARKET

AVERAGE PRICES

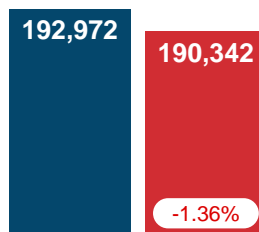
New Listings



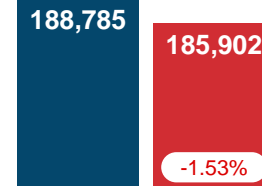
Pending Listings



List Price



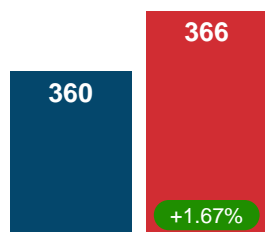
Sale Price



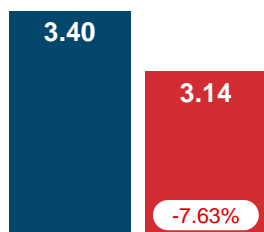
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

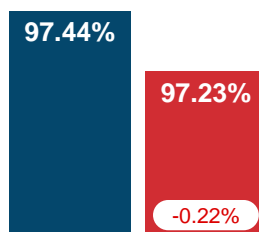
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

