

January 2020



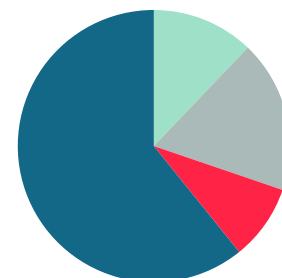
Area Delimited by County Of Wagoner - Residential Property Type



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%
Median List Price	173,200	168,232	-2.87%
Median Sale Price	170,000	170,000	0.00%
Median Percent of Selling Price to List Price	99.50%	98.70%	-0.80%
Median Days on Market to Sale	39.00	28.00	-28.21%
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.

Median Sale Price Stays the Same

According to the preliminary trends, this market area has experienced some constant momentum with no variation of Median Price this month. Prices varied by **0.00%** in January 2020 to \$170,000 versus the previous year at \$170,000.

Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 11.00 days or **28.21%** in January 2020 compared to last year's same month at **39.00** DOM.

Sales Success for January 2020 is Positive

Overall, with Median Prices going up 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 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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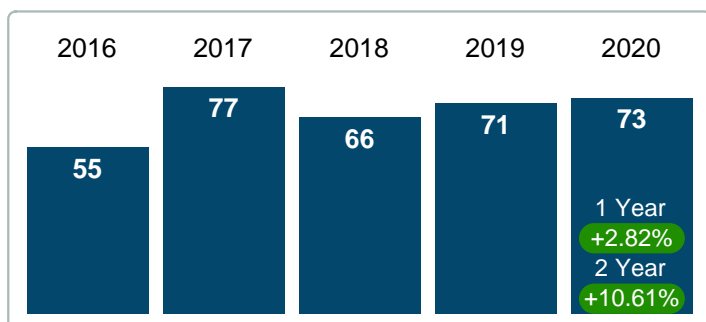
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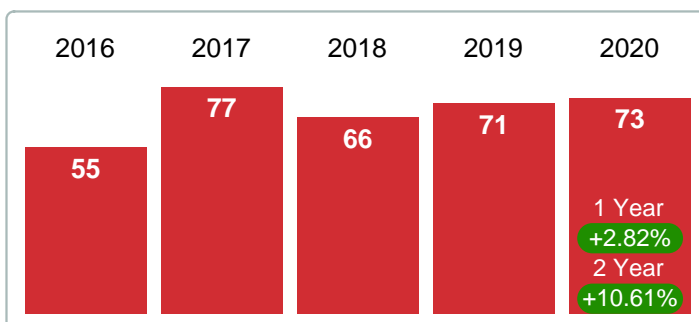
CLOSED LISTINGS

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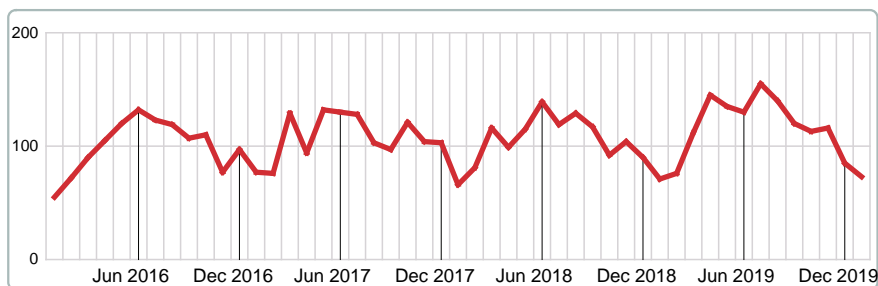
JANUARY



YEAR TO DATE (YTD)

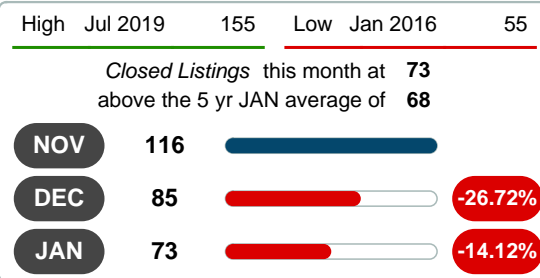


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 68



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	10.96%	58.0	2	6	0	0
\$100,001 - \$125,000	3	4.11%	30.0	0	3	0	0
\$125,001 - \$150,000	9	12.33%	8.0	0	7	2	0
\$150,001 - \$175,000	18	24.66%	33.0	0	16	2	0
\$175,001 - \$200,000	12	16.44%	17.5	0	6	6	0
\$200,001 - \$275,000	15	20.55%	23.0	1	10	4	0
\$275,001 and up	8	10.96%	50.0	0	4	3	1
Total Closed Units	73			3	52	17	1
Total Closed Volume	13,570,829	100%	28.0	326.00K	9.00M	3.69M	555.00K
Median Closed Price	\$170,000			\$100,000	\$161,485	\$190,000	\$555,000

January 2020



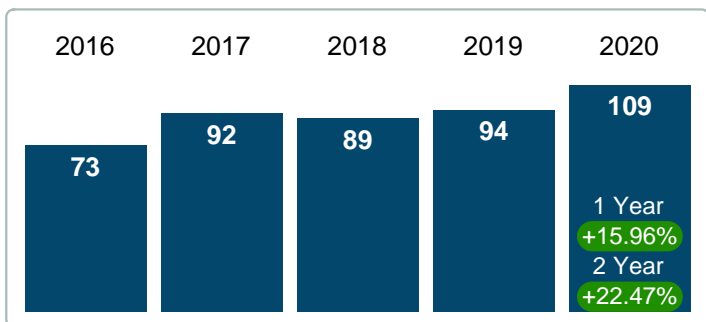
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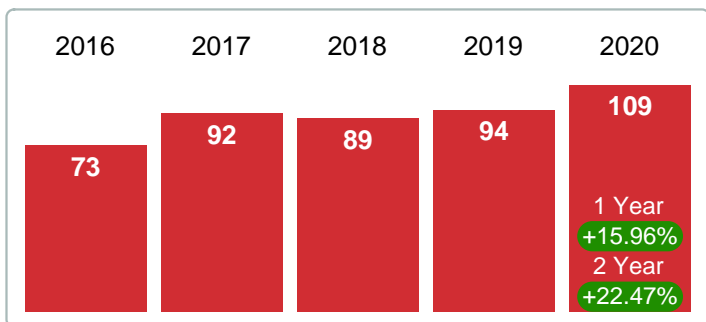
PENDING LISTINGS

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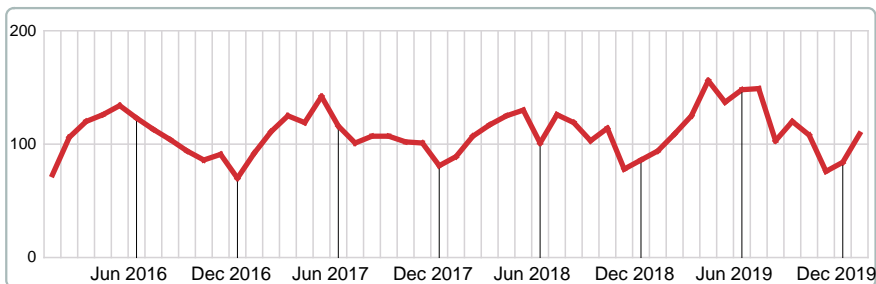
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

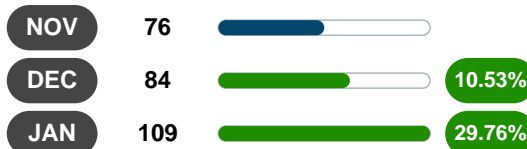


3 MONTHS

5 year JAN AVG = 91

High Apr 2019 156 Low Dec 2016 70

Pending Listings this month at 109 above the 5 yr JAN average of 91



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	7.34%	32.0	0	6	2	0
\$100,001 - \$125,000	6	5.50%	18.5	1	3	2	0
\$125,001 - \$150,000	12	11.01%	22.5	0	10	2	0
\$150,001 - \$175,000	36	33.03%	4.0	0	31	4	1
\$175,001 - \$225,000	19	17.43%	26.0	0	9	10	0
\$225,001 - \$275,000	12	11.01%	25.0	0	7	5	0
\$275,001 and up	16	14.68%	32.5	0	6	8	2
Total Pending Units	109			1	72	33	3
Total Pending Volume	21,347,397	100%	22.0	125.00K	12.91M	7.15M	1.15M
Median Listing Price	\$169,405			\$125,000	\$158,988	\$214,900	\$279,999

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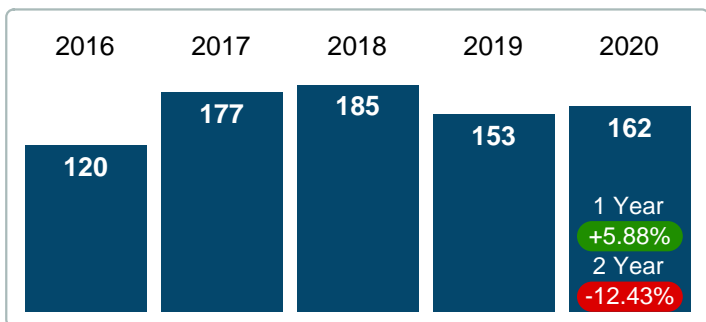
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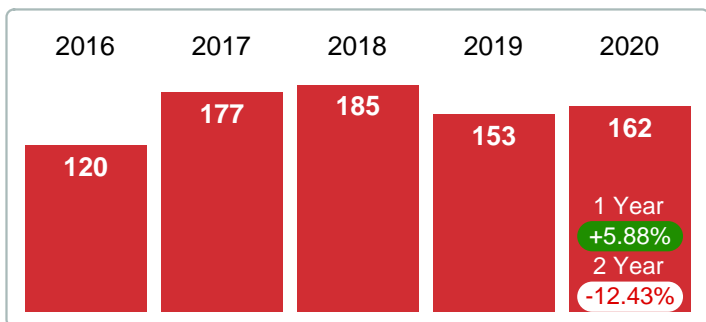
NEW LISTINGS

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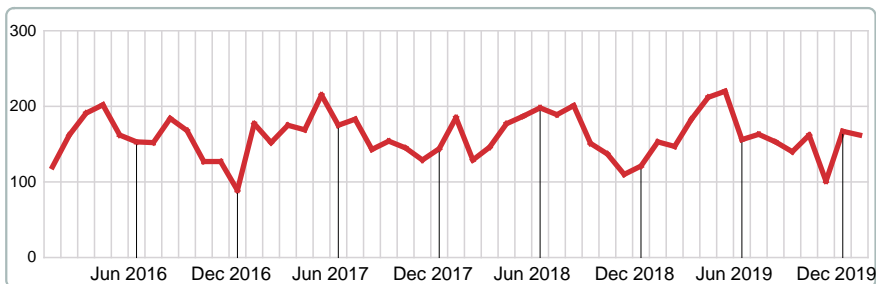
JANUARY



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
Median New Listed Listing Price	\$178,027		\$71,200	\$169,000	\$199,999	\$339,950

January 2020



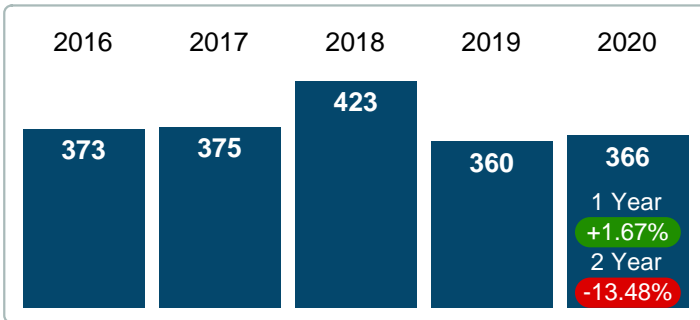
Area Delimited by County Of Wagoner - Residential Property Type



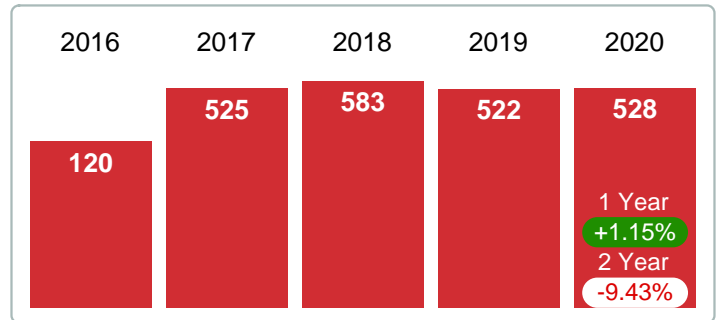
ACTIVE INVENTORY

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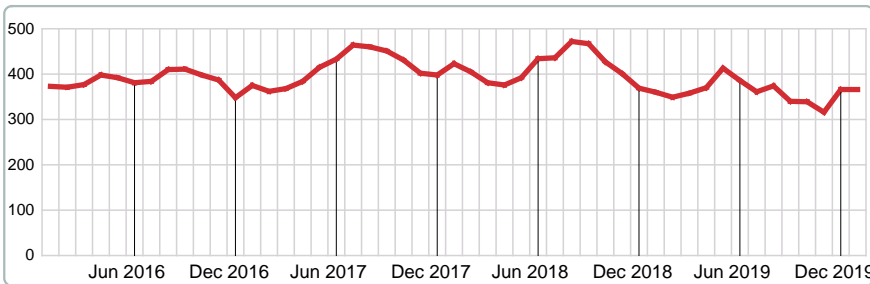
END OF JANUARY



ACTIVE DURING JANUARY

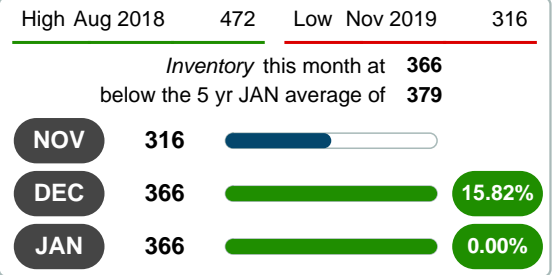


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 379



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	35	9.56%	52.0	20	13	2	0
\$75,001 - \$100,000	14	3.83%	46.0	6	5	3	0
\$100,001 - \$125,000	64	17.49%	52.0	17	36	9	2
\$125,001 - \$200,000	104	28.42%	36.0	6	70	27	1
\$200,001 - \$275,000	55	15.03%	58.0	1	33	19	2
\$275,001 - \$400,000	53	14.48%	99.0	0	25	21	7
\$400,001 and up	41	11.20%	101.0	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
Median Active Inventory Listing Price		\$180,500		\$92,450	\$169,000	\$234,900	\$387,500

January 2020



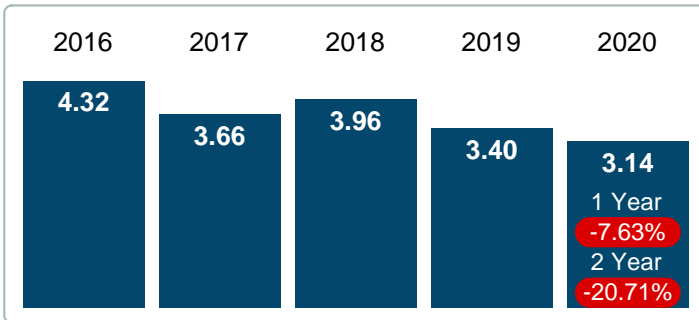
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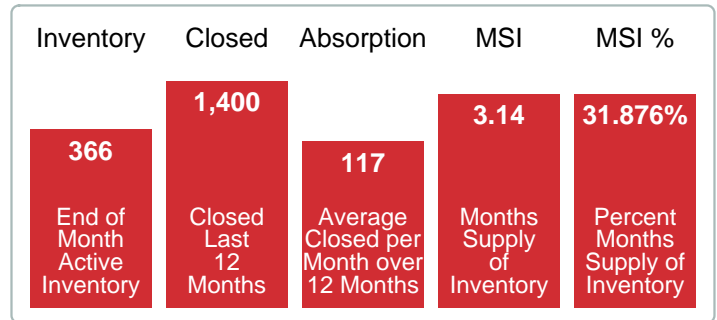
MONTHS SUPPLY of INVENTORY (MSI)

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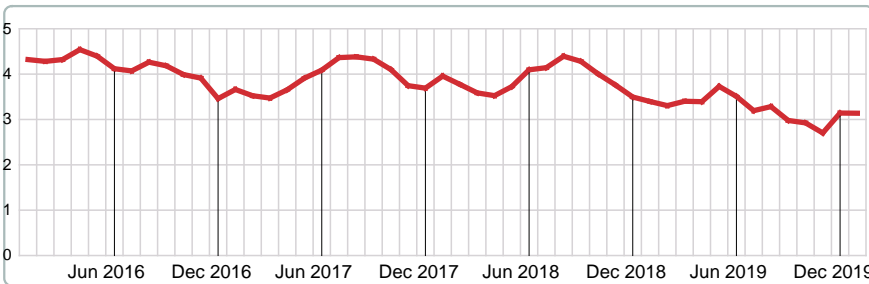
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

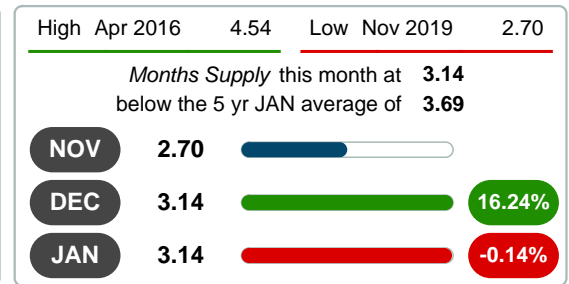


5 YEAR MARKET ACTIVITY TRENDS



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

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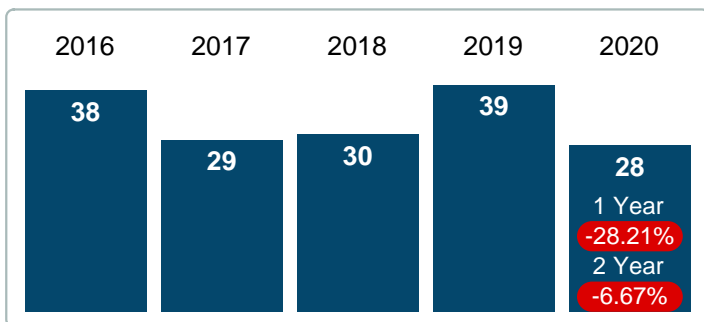
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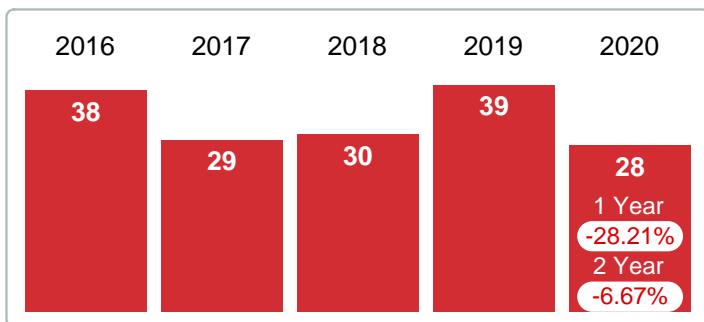
MEDIAN DAYS ON MARKET TO SALE

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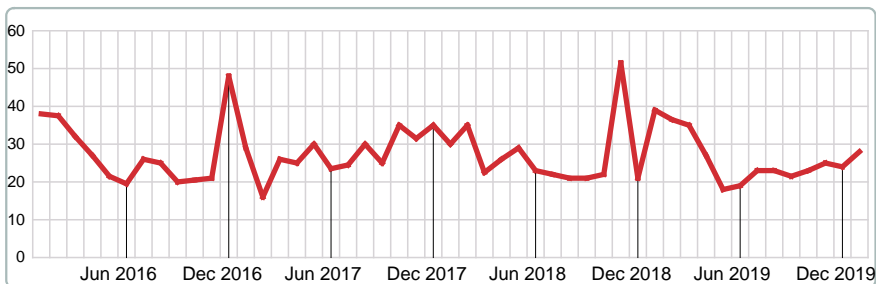
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

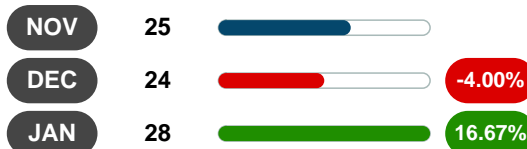


3 MONTHS

5 year JAN AVG = 33

High Nov 2018 52 Low Feb 2017 16

Median Days on Market to Sale this month at 28 below the 5 yr JAN average of 33



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10.96%	58	108	19	0	0
\$100,001 - \$125,000	4.11%	30	0	30	0	0
\$125,001 - \$150,000	12.33%	8	0	8	39	0
\$150,001 - \$175,000	24.66%	33	0	34	4	0
\$175,001 - \$200,000	16.44%	18	0	88	8	0
\$200,001 - \$275,000	20.55%	23	14	33	20	0
\$275,001 and up	10.96%	50	0	91	51	49
Median Closed DOM		28	101	33	19	49
Total Closed Units	100%	28.0	3	52	17	1
Total Closed Volume		13,570,829	326.00K	9.00M	3.69M	555.00K

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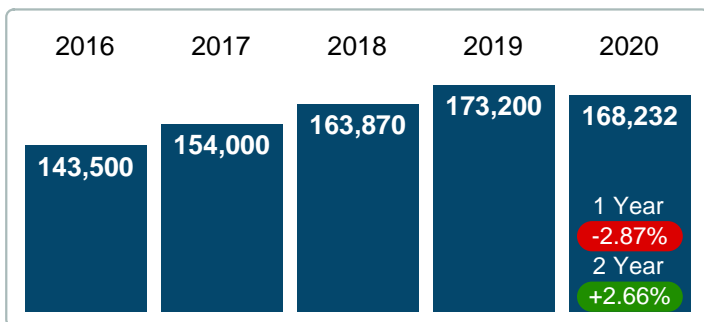
Area Delimited by County Of Wagoner - Residential Property Type



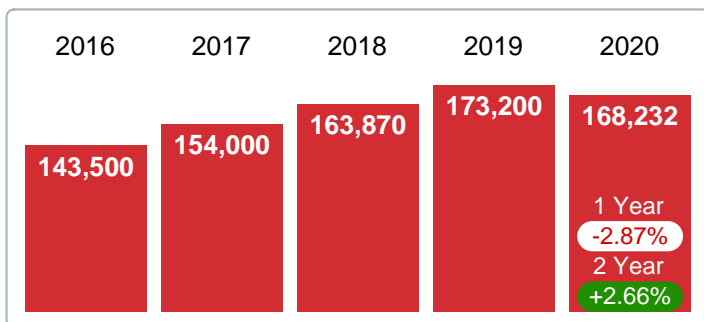
MEDIAN LIST PRICE AT CLOSING

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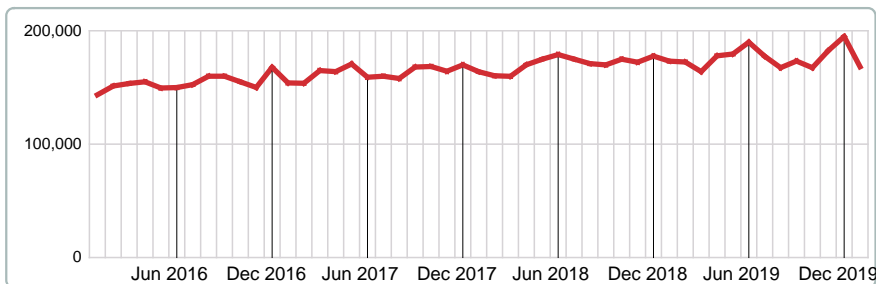
JANUARY



YEAR TO DATE (YTD)

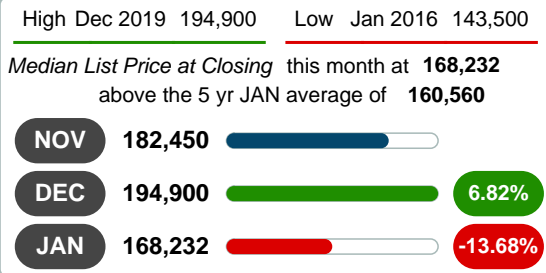


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 160,560



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10.96%	90,000	22,600	92,000	0	0
\$100,001 - \$125,000	5.48%	109,250	105,000	110,000	0	0
\$125,001 - \$150,000	10.96%	139,900	0	139,900	144,950	0
\$150,001 - \$175,000	26.03%	159,900	0	159,900	161,373	0
\$175,001 - \$200,000	13.70%	189,445	0	183,700	190,500	0
\$200,001 - \$275,000	21.92%	225,000	215,000	232,420	222,475	0
\$275,001 and up	10.96%	330,000	0	330,000	289,900	599,900
Median List Price		168,232	105,000	161,183	192,500	599,900
Total Closed Units	100%	168,232	3	52	17	1
Total Closed Volume		13,894,956	342.60K	9.21M	3.74M	599.90K

January 2020



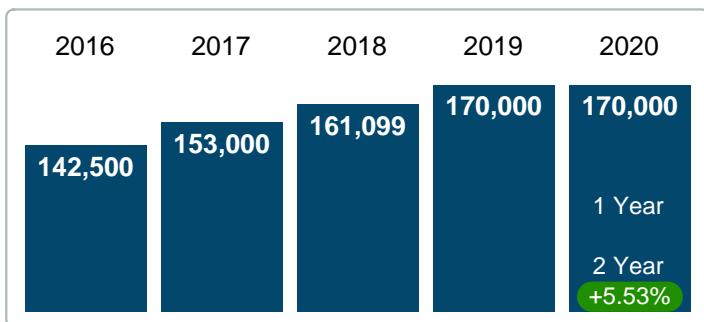
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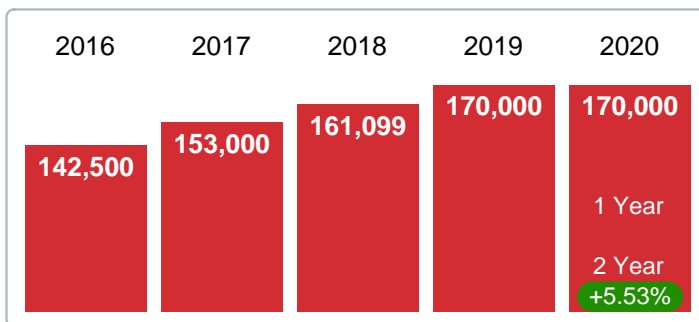
MEDIAN SOLD PRICE AT CLOSING

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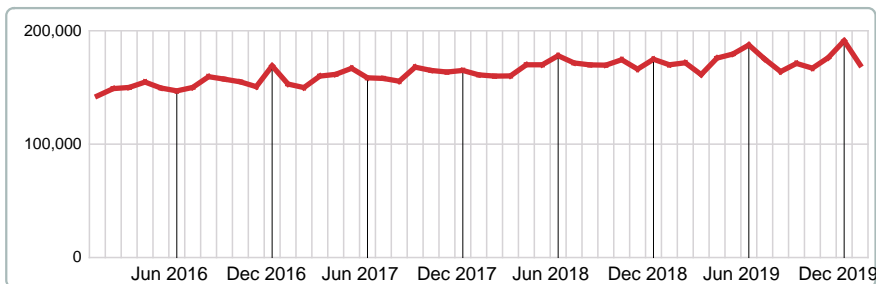
JANUARY



YEAR TO DATE (YTD)

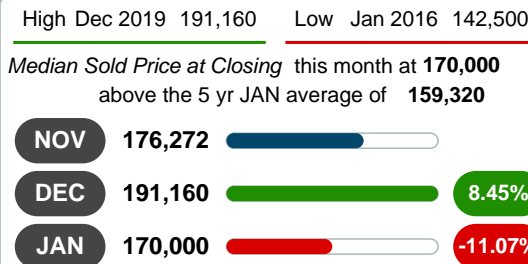


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 159,320



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	10.96%	82,625	57,000	82,625	0	0
\$100,001 - \$125,000	3	4.11%	104,250	0	104,250	0	0
\$125,001 - \$150,000	9	12.33%	135,000	0	135,000	138,500	0
\$150,001 - \$175,000	18	24.66%	158,750	0	158,750	158,923	0
\$175,001 - \$200,000	12	16.44%	183,450	0	182,700	186,500	0
\$200,001 - \$275,000	15	20.55%	219,000	212,000	222,000	220,000	0
\$275,001 and up	8	10.96%	318,750	0	318,750	296,000	555,000
Median Sold Price			170,000	100,000	161,485	190,000	555,000
Total Closed Units		100%	170,000	3	52	17	1
Total Closed Volume			13,570,829	326.00K	9.00M	3.69M	555.00K

January 2020



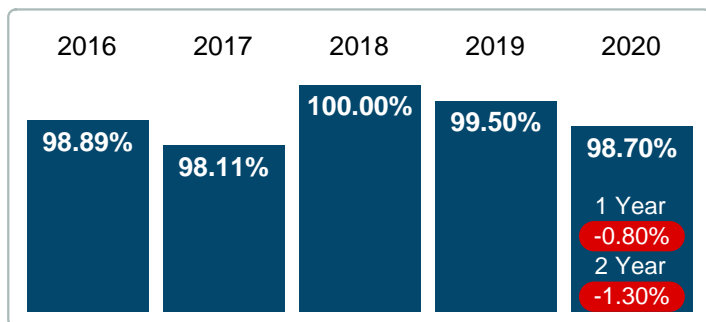
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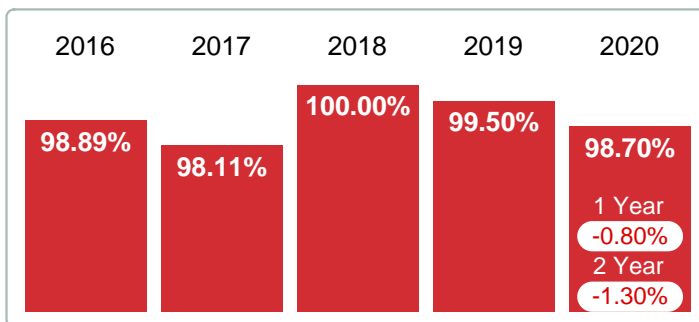
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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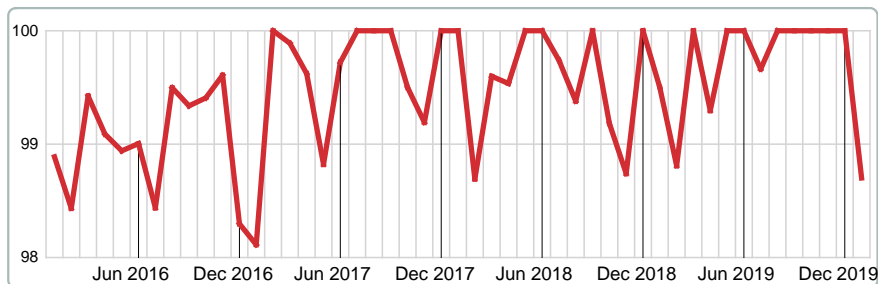
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

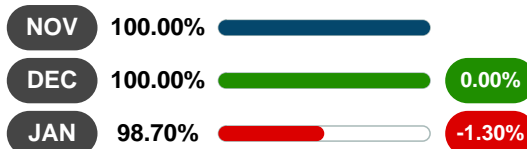


3 MONTHS

5 year JAN AVG = 99.04%

High Dec 2019 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at **98.70%**
equal to 5 yr JAN average of **99.04%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	8	10.96%	89.83%	78.59%	89.83%	0.00%	0.00%
\$100,001 - \$125,000	3	4.11%	96.77%	0.00%	96.77%	0.00%	0.00%
\$125,001 - \$150,000	9	12.33%	99.40%	0.00%	102.27%	95.55%	0.00%
\$150,001 - \$175,000	18	24.66%	100.00%	0.00%	100.00%	98.47%	0.00%
\$175,001 - \$200,000	12	16.44%	98.06%	0.00%	98.67%	98.06%	0.00%
\$200,001 - \$275,000	15	20.55%	98.60%	98.60%	99.29%	99.19%	0.00%
\$275,001 and up	8	10.96%	97.97%	0.00%	97.28%	100.00%	92.52%
Median Sold/List Ratio		98.70%		95.24%	99.93%	98.38%	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



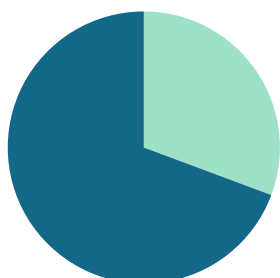
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

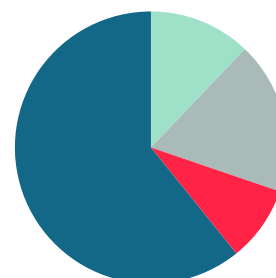


Inventory
 New Listings
162 = 30.68%
 Start Inventory
366
 Total Inventory Units
528
 Volume
\$117,602,336

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%
Median List Price	173,200	168,232	-2.87%	173,200	168,232	-2.87%
Median Sale Price	170,000	170,000	0.00%	170,000	170,000	0.00%
Median Percent of Selling Price to List Price	99.50%	98.70%	-0.80%	99.50%	98.70%	-0.80%
Median Days on Market to Sale	39.00	28.00	-28.21%	39.00	28.00	-28.21%
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

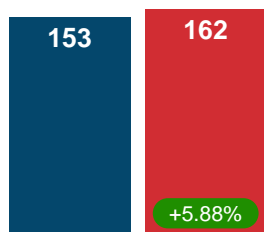
Inventory on January 31, 2020 = 366

2019 2020

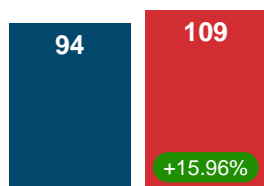
JANUARY MARKET

MEDIAN PRICES

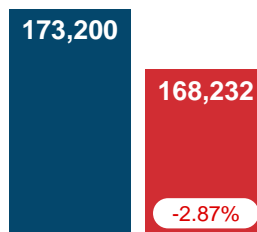
New Listings



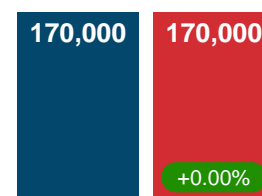
Pending Listings



List Price



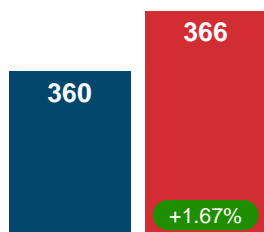
Sale Price



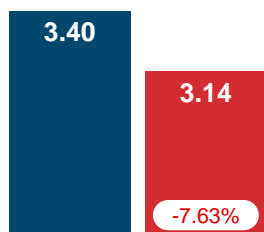
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

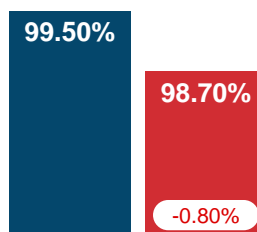
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

