

July 2020



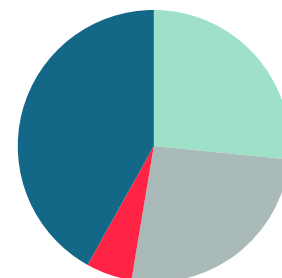
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	155	156	0.65%
Pending Listings	149	153	2.68%
New Listings	163	170	4.29%
Average List Price	198,314	221,283	11.58%
Average Sale Price	194,572	217,078	11.57%
Average Percent of Selling Price to List Price	98.13%	98.75%	0.63%
Average Days on Market to Sale	39.88	26.11	-34.54%
End of Month Inventory	361	246	-31.86%
Months Supply of Inventory	3.19	2.14	-33.04%



■ Closed (26.58%)
■ Pending (26.06%)
■ Other OffMarket (5.45%)
■ Active (41.91%)

Absorption: Last 12 months, an Average of **115** Sales/Month
Active Inventory as of July 31, 2020 = **246**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **31.86%** to 246 existing homes available for sale. Over the last 12 months this area has had an average of 115 closed sales per month. This represents an unsold inventory index of **2.14** 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 **11.57%** in July 2020 to \$217,078 versus the previous year at \$194,572.

Average Days on Market Shortens

The average number of **26.11** days that homes spent on the market before selling decreased by 13.77 days or **34.54%** in July 2020 compared to last year's same month at **39.88** DOM.

Sales Success for July 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 170 New Listings in July 2020, up **4.29%** from last year at 163. Furthermore, there were 156 Closed Listings this month versus last year at 155, a **0.65%** increase.

Closed versus Listed trends yielded a **91.8%** ratio, down from previous year's, July 2019, at **95.1%**, a **3.50%** downswing. 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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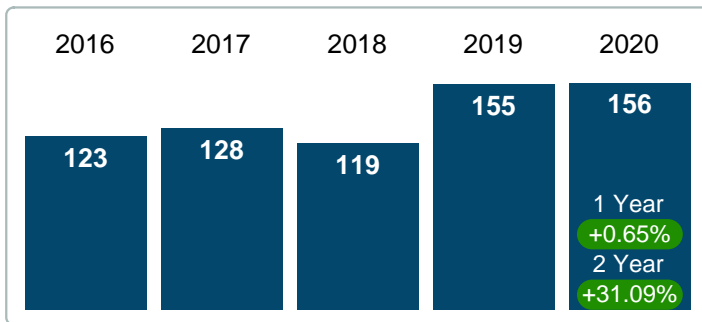
Area Delimited by County Of Wagoner - Residential Property Type



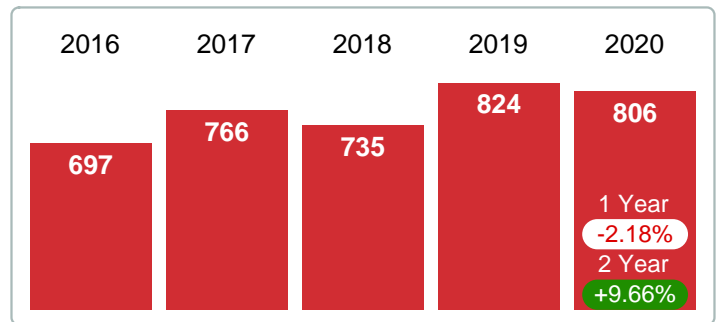
CLOSED LISTINGS

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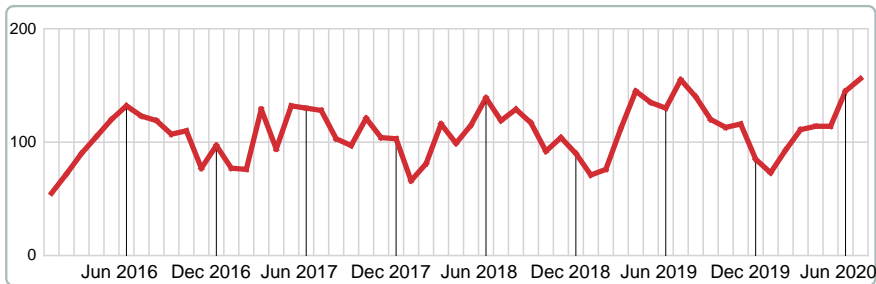
JULY



YEAR TO DATE (YTD)

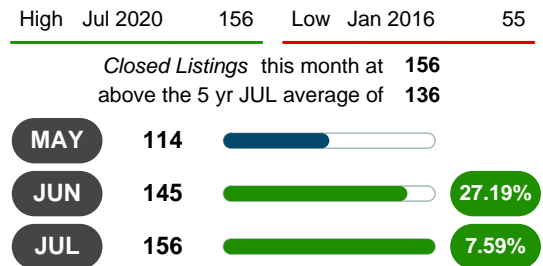


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 136



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	15	9.62%	36.6	5	9	1	0
\$125,001 - \$150,000	13	8.33%	13.6	0	12	1	0
\$150,001 - \$175,000	31	19.87%	21.3	0	28	3	0
\$175,001 - \$200,000	24	15.38%	20.6	2	18	4	0
\$200,001 - \$225,000	22	14.10%	30.2	0	15	7	0
\$225,001 - \$275,000	28	17.95%	20.8	0	13	13	2
\$275,001 and up	23	14.74%	41.2	0	11	10	2
Total Closed Units	156			7	106	39	4
Total Closed Volume	33,864,194	100%	26.1	741.00K	20.80M	10.04M	2.28M
Average Closed Price	\$217,078			\$105,857	\$196,259	\$257,442	\$569,875

July 2020



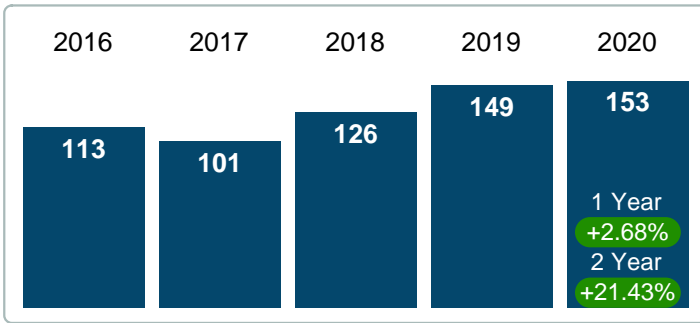
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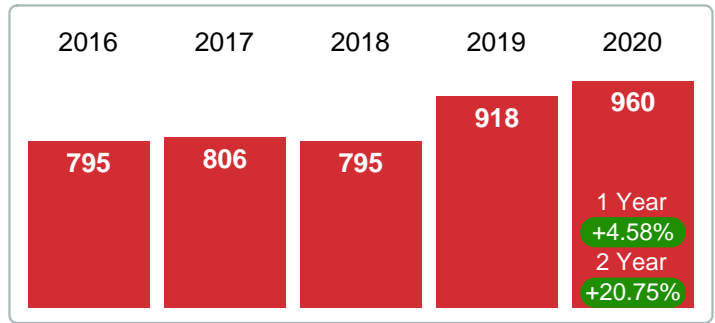
PENDING LISTINGS

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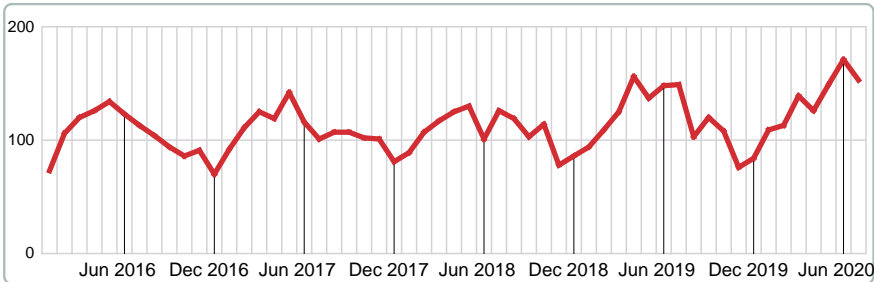
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 128

High Jun 2020 171 Low Dec 2016 70

Pending Listings this month at 153 above the 5 yr JUL average of 128



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	11	7.19%	47.0	2	7	2	0
\$125,001 - \$150,000	13	8.50%	28.2	1	9	3	0
\$150,001 - \$175,000	19	12.42%	17.1	0	17	2	0
\$175,001 - \$225,000	40	26.14%	30.9	0	32	8	0
\$225,001 - \$300,000	35	22.88%	41.1	1	16	18	0
\$300,001 - \$425,000	19	12.42%	36.2	0	12	5	2
\$425,001 and up	16	10.46%	69.0	0	2	11	3
Total Pending Units	153			4	95	49	5
Total Pending Volume	38,880,791	100%	36.9	578.00K	20.77M	15.04M	2.49M
Average Listing Price	\$255,046			\$144,500	\$218,607	\$307,006	\$498,360

July 2020



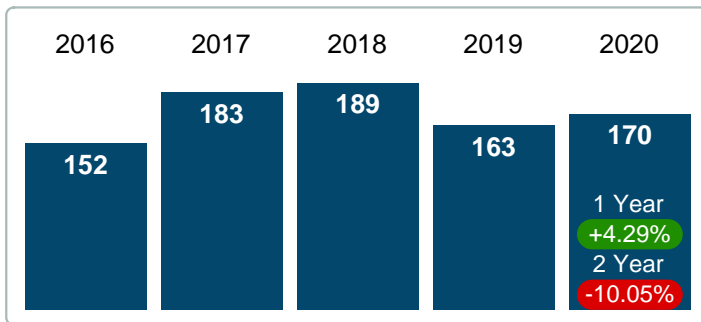
Area Delimited by County Of Wagoner - Residential Property Type



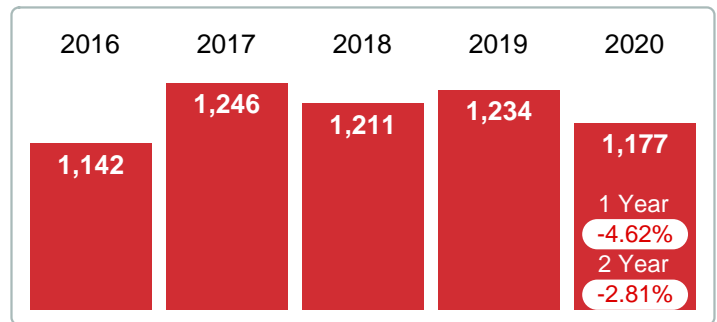
NEW LISTINGS

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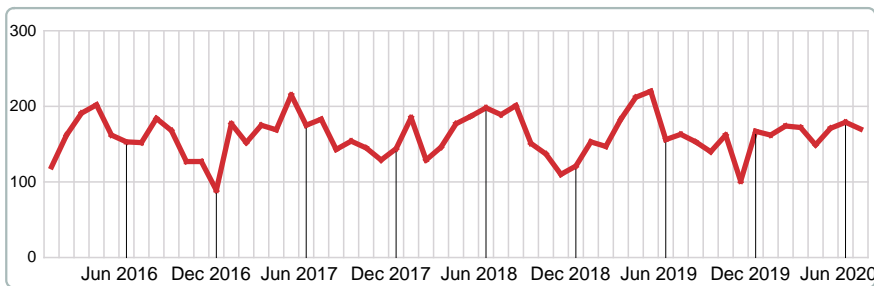
JULY



YEAR TO DATE (YTD)

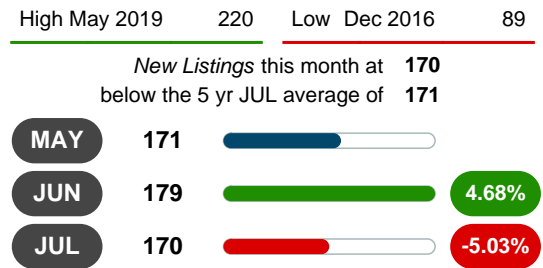


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 171



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	6.47%	6	4	1	0
\$100,001 - \$150,000	18	10.59%	0	14	4	0
\$150,001 - \$175,000	27	15.88%	0	23	4	0
\$175,001 - \$225,000	42	24.71%	2	31	9	0
\$225,001 - \$300,000	32	18.82%	0	19	13	0
\$300,001 - \$350,000	19	11.18%	0	7	9	3
\$350,001 and up	21	12.35%	0	6	13	2
Total New Listed Units	170		8	104	53	5
Total New Listed Volume	39,995,448	100%	789.80K	21.91M	15.28M	2.02M
Average New Listed Listing Price	\$231,909		\$98,725	\$210,644	\$288,320	\$403,555

July 2020



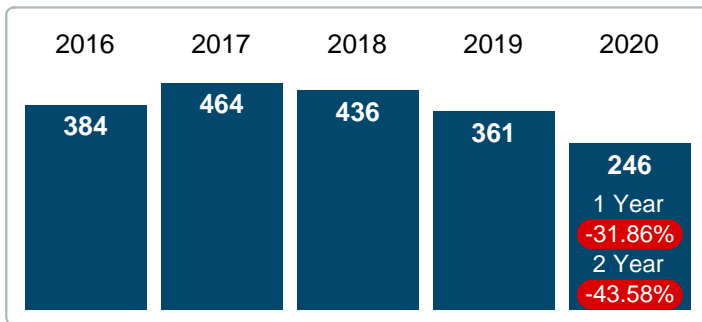
Area Delimited by County Of Wagoner - Residential Property Type



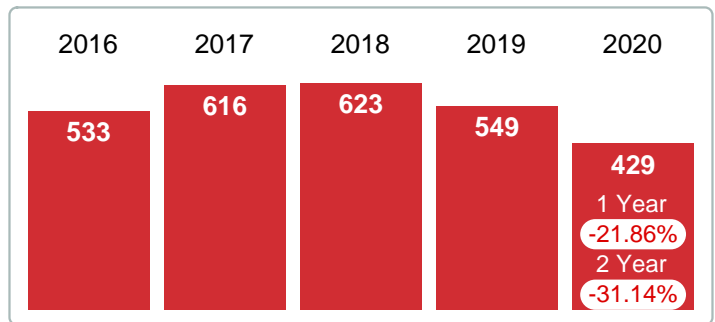
ACTIVE INVENTORY

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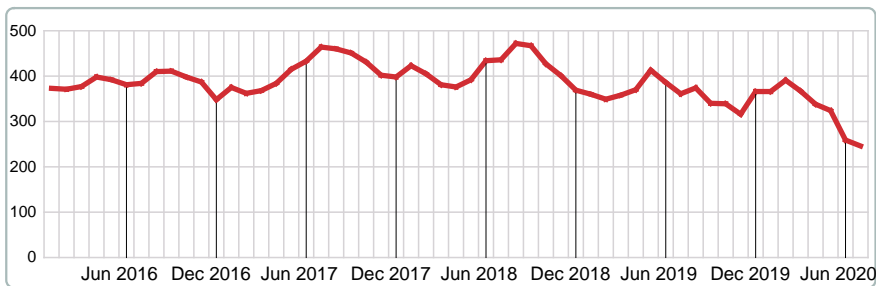
END OF JULY



ACTIVE DURING JULY

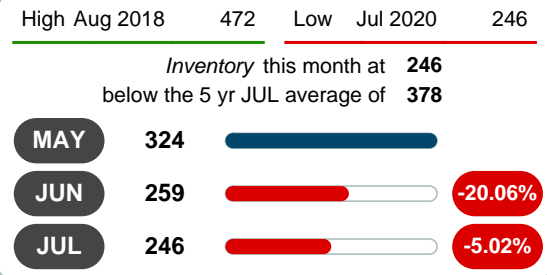


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 378



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	5.28%	144.4	9	2	2	0
\$75,001 - \$150,000	35	14.23%	61.1	4	26	5	0
\$150,001 - \$175,000	36	14.63%	81.5	1	29	6	0
\$175,001 - \$275,000	59	23.98%	47.6	2	32	22	3
\$275,001 - \$350,000	42	17.07%	56.3	2	21	17	2
\$350,001 - \$450,000	33	13.41%	84.7	0	11	18	4
\$450,001 and up	28	11.38%	81.0	2	6	10	10
Total Active Inventory by Units	246			20	127	80	19
Total Active Inventory by Volume	72,490,341	100%	69.9	3.13M	31.89M	27.04M	10.43M
Average Active Inventory Listing Price	\$294,676			\$156,415	\$251,073	\$338,049	\$549,046

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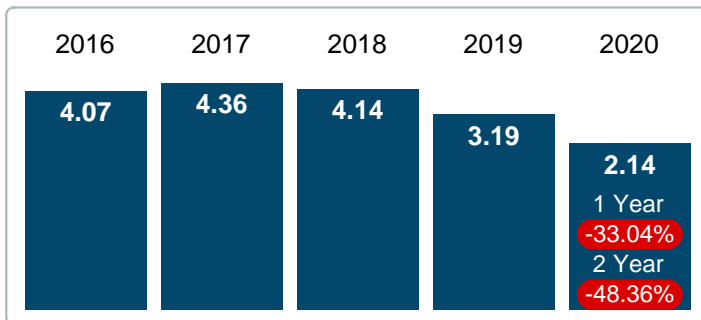
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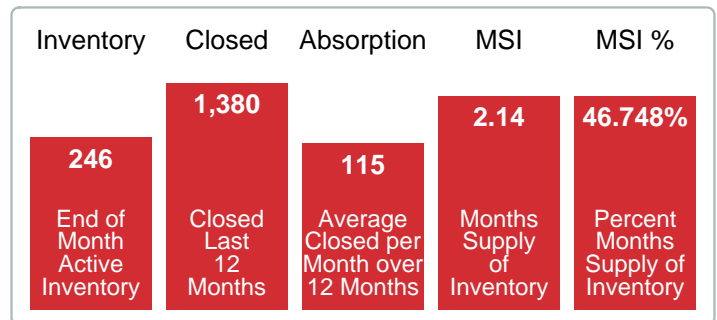
MONTHS SUPPLY of INVENTORY (MSI)

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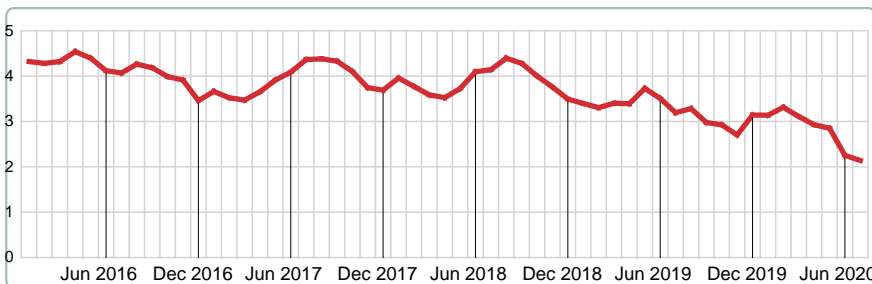
MSI FOR JULY



INDICATORS FOR JULY 2020

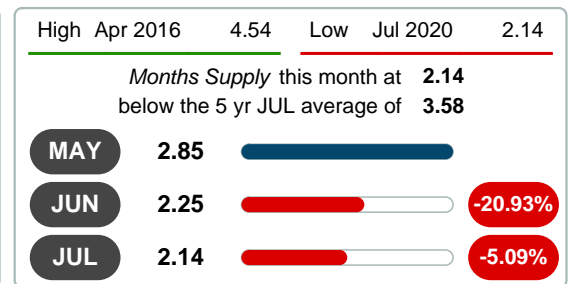


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 3.58



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	5.28%	2.08	4.70	0.56	2.67	0.00
\$75,001 - \$150,000	35	14.23%	1.42	2.09	1.33	1.67	0.00
\$150,001 - \$175,000	36	14.63%	1.41	2.40	1.40	1.36	0.00
\$175,001 - \$275,000	59	23.98%	1.43	4.80	1.30	1.41	4.50
\$275,001 - \$350,000	42	17.07%	4.46	6.00	5.86	3.40	4.00
\$350,001 - \$450,000	33	13.41%	6.83	0.00	6.95	6.97	6.00
\$450,001 and up	28	11.38%	9.33	24.00	12.00	5.45	17.14
Market Supply of Inventory (MSI)	2.14			3.93	1.71	2.41	7.35
Total Active Inventory by Units	246		100%	20	127	80	19

July 2020



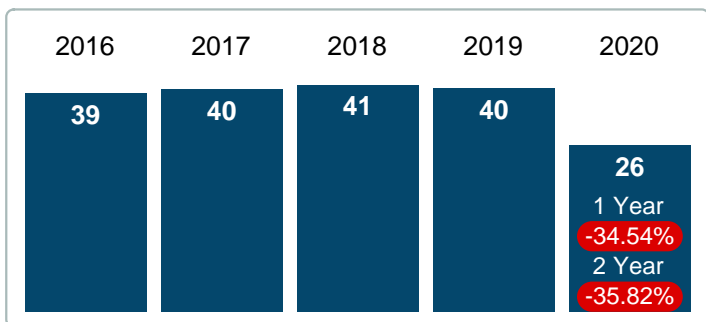
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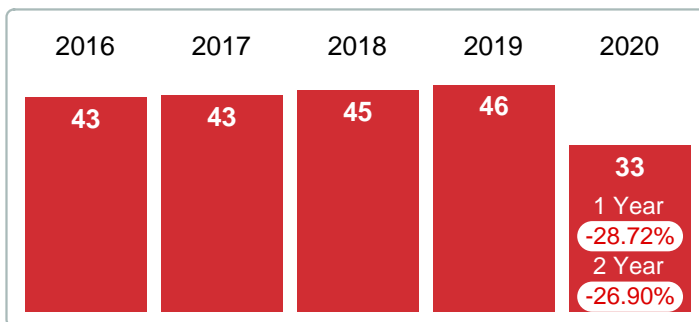
AVERAGE DAYS ON MARKET TO SALE

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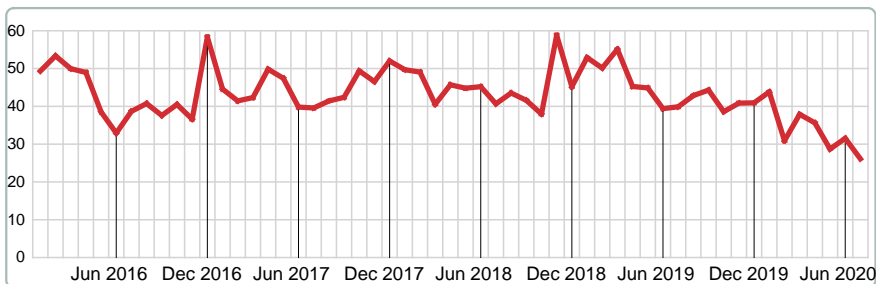
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

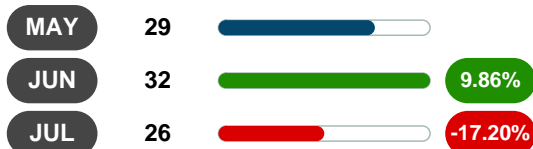


3 MONTHS

5 year JUL AVG = 37

High Nov 2018 59 Low Jul 2020 26

Average Days on Market to Sale this month at 26 below the 5 yr JUL average of 37



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	9.62%	37	35	35	55	0
\$125,001 - \$150,000	8.33%	14	0	9	74	0
\$150,001 - \$175,000	19.87%	21	0	22	13	0
\$175,001 - \$200,000	15.38%	21	71	15	21	0
\$200,001 - \$225,000	14.10%	30	0	32	27	0
\$225,001 - \$275,000	17.95%	21	0	28	16	5
\$275,001 and up	14.74%	41	0	40	46	26
Average Closed DOM		26	45	24	28	15
Total Closed Units	100%	26	7	106	39	4
Total Closed Volume		33,864,194	741.00K	20.80M	10.04M	2.28M

July 2020



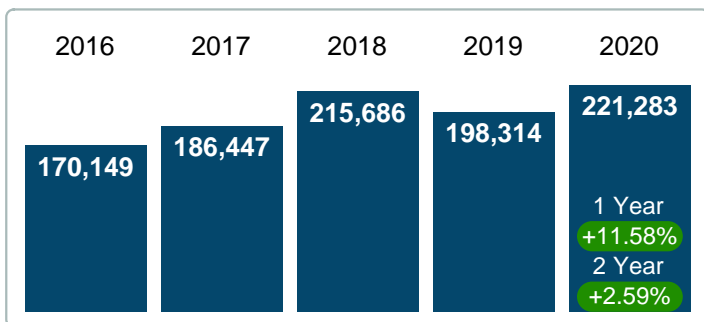
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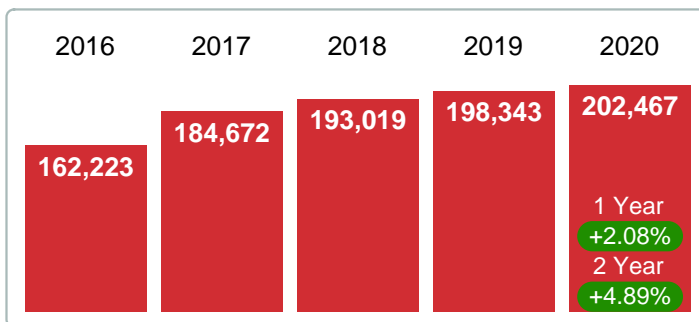
AVERAGE LIST PRICE AT CLOSING

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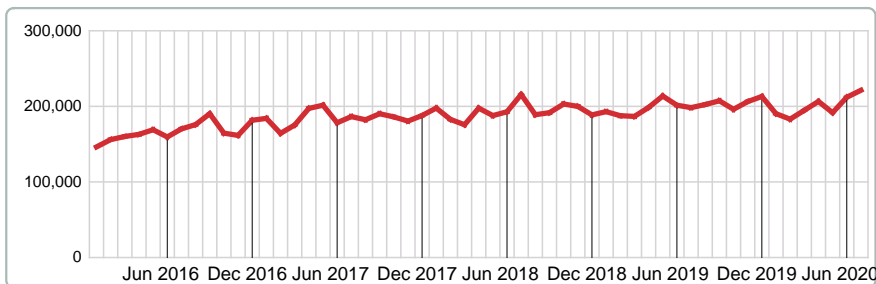
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 198,376

High Jul 2020 221,283 Low Jan 2016 146,319

Average List Price at Closing this month at **221,283** above the 5 yr JUL average of **198,376**

- MAY 191,634
- JUN 212,052 **10.65%**
- JUL 221,283 **4.35%**

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 15	9.62%	88,420	78,800	96,878	80,000	0
\$125,001 - \$150,000 13	8.33%	143,377	0	141,192	150,000	0
\$150,001 - \$175,000 31	19.87%	163,399	0	164,321	167,965	0
\$175,001 - \$200,000 21	13.46%	188,470	214,950	187,943	186,000	0
\$200,001 - \$225,000 23	14.74%	211,965	0	216,206	210,857	0
\$225,001 - \$275,000 30	19.23%	245,894	0	245,748	247,169	243,250
\$275,001 and up 23	14.74%	437,158	0	361,811	408,770	993,500
Average List Price		221,283	117,700	197,810	262,943	618,375
Total Closed Units	100%	221,283	7	106	39	4
Total Closed Volume		34,520,087	823.90K	20.97M	10.25M	2.47M

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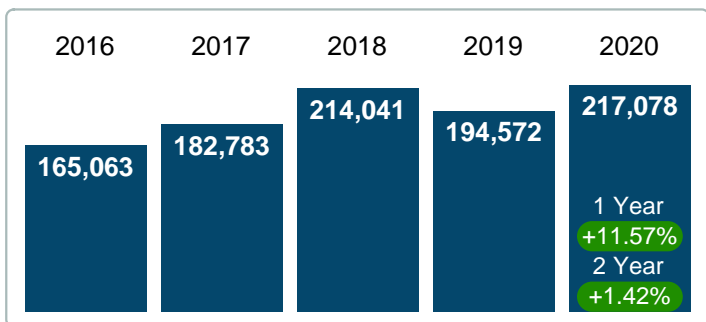
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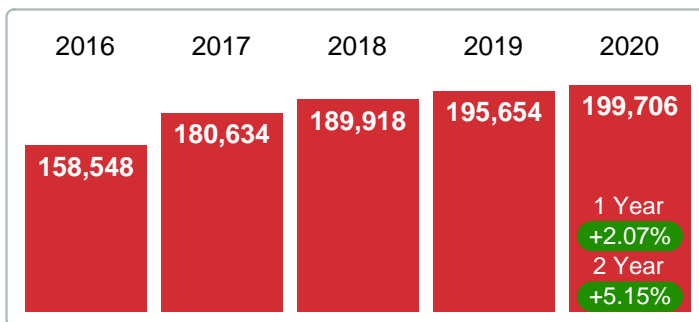
AVERAGE SOLD PRICE AT CLOSING

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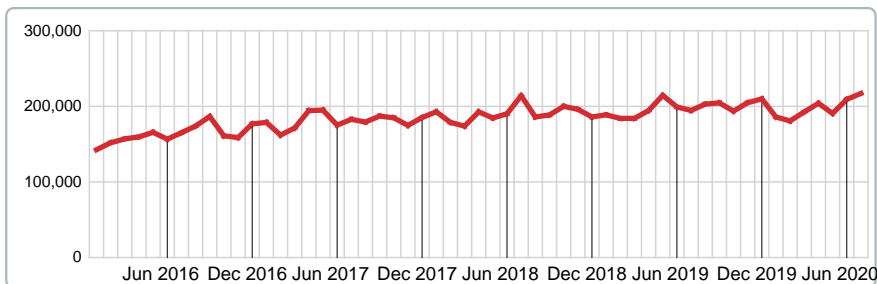
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 194,707

High Jul 2020 217,078 Low Jan 2016 142,579

Average Sold Price at Closing this month at **217,078** above the 5 yr JUL average of **194,707**

- MAY 190,620
- JUN 209,267 **9.78%**
- JUL 217,078 **3.73%**

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	9.62%	84,700	69,200	95,500	65,000	0
\$125,001 - \$150,000	8.33%	142,515	0	142,308	145,000	0
\$150,001 - \$175,000	19.87%	163,303	0	163,496	161,508	0
\$175,001 - \$200,000	15.38%	188,481	197,500	188,419	184,250	0
\$200,001 - \$225,000	14.10%	212,251	0	212,361	212,014	0
\$225,001 - \$275,000	17.95%	246,263	0	244,235	247,908	248,750
\$275,001 and up	14.74%	416,965	0	355,126	390,180	891,000
Average Sold Price		217,078	105,857	196,259	257,442	569,875
Total Closed Units	100%	217,078	7	106	39	4
Total Closed Volume		33,864,194	741.00K	20.80M	10.04M	2.28M

July 2020



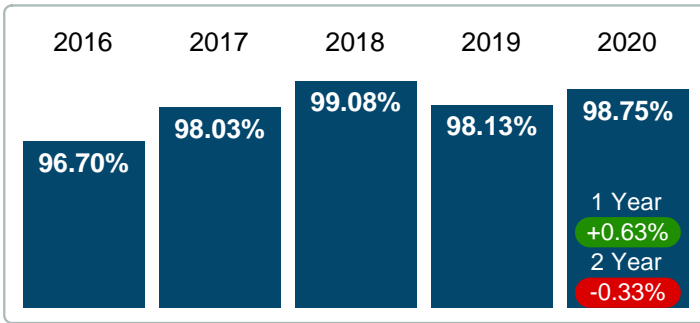
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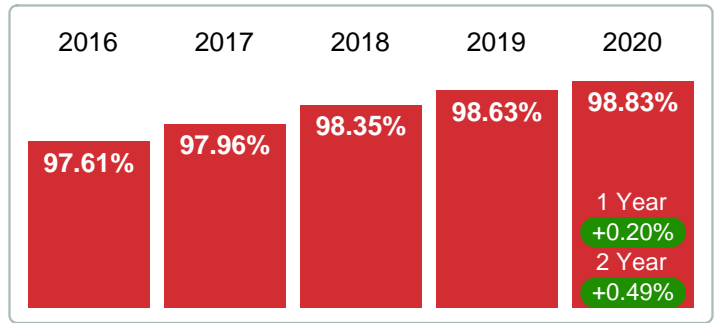
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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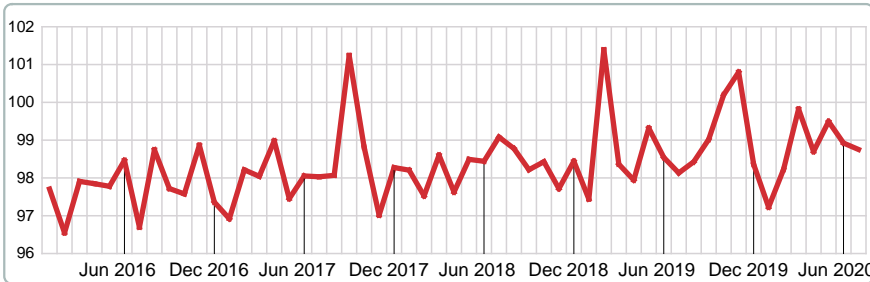
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

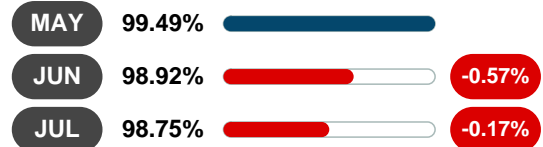


3 MONTHS

5 year JUL AVG = 98.14%

High Feb 2019 101.39% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **98.75%**
above the 5 yr JUL average of **98.14%**



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	15	9.62%	93.73%	87.77%	98.42%	81.25%	0.00%
\$125,001 - \$150,000	13	8.33%	100.57%	0.00%	100.90%	96.67%	0.00%
\$150,001 - \$175,000	31	19.87%	99.29%	0.00%	99.60%	96.42%	0.00%
\$175,001 - \$200,000	24	15.38%	99.45%	92.03%	100.36%	99.07%	0.00%
\$200,001 - \$225,000	22	14.10%	99.05%	0.00%	98.36%	100.54%	0.00%
\$225,001 - \$275,000	28	17.95%	100.02%	0.00%	99.39%	100.30%	102.34%
\$275,001 and up	23	14.74%	97.72%	0.00%	99.04%	97.09%	93.59%
Average Sold/List Ratio		98.80%		88.99%	99.52%	98.51%	97.96%
Total Closed Units	156	100%	98.80%	7	106	39	4
Total Closed Volume	33,864,194			741.00K	20.80M	10.04M	2.28M

July 2020



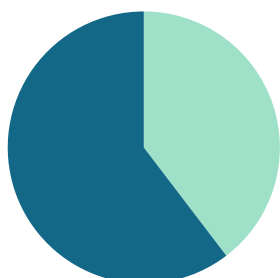
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

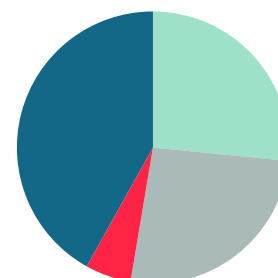


Inventory
 New Listings
170 = 39.63%
 Start Inventory
259
 Total Inventory Units
429
 Volume
\$118,583,907

Market Activity

Closed Sales
156 = 26.58%
 Pending Sales
153 = 26.06%
 Other Off Market
32 = 5.45%
 Active Inventory
246 = 41.91%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	155	156	0.65%	824	806	-2.18%
Pending Sales	149	153	2.68%	918	960	4.58%
New Listings	163	170	4.29%	1,234	1,177	-4.62%
Average List Price	198,314	221,283	11.58%	198,343	202,467	2.08%
Average Sale Price	194,572	217,078	11.57%	195,654	199,706	2.07%
Average Percent of Selling Price to List Price	98.13%	98.75%	0.63%	98.63%	98.83%	0.20%
Average Days on Market to Sale	39.88	26.11	-34.54%	45.71	32.58	-28.72%
Monthly Inventory	361	246	-31.86%	361	246	-31.86%
Months Supply of Inventory	3.19	2.14	-33.04%	3.19	2.14	-33.04%

Absorption: Last 12 months, an Average of 115 Sales/Month

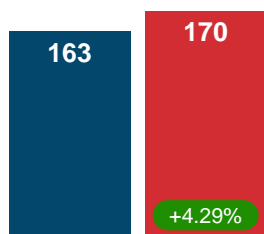
Inventory on July 31, 2020 = 246

2019 2020

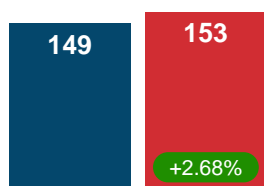
JULY MARKET

AVERAGE PRICES

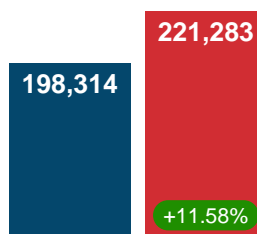
New Listings



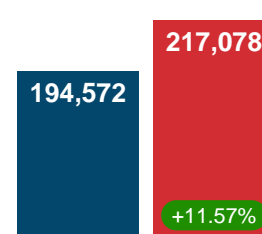
Pending Listings



List Price



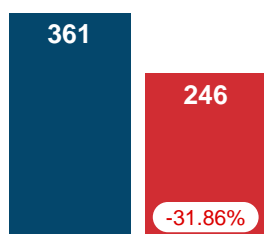
Sale Price



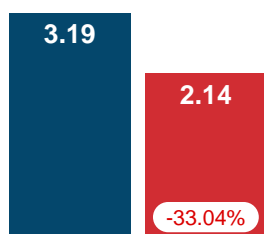
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

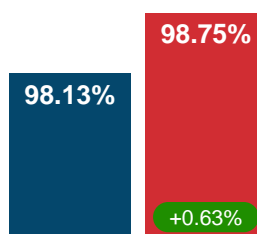
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

