

July 2020



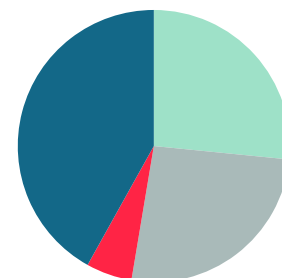
Area Delimited by County Of Wagoner - Residential Property Type



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%
Median List Price	177,500	199,500	12.39%
Median Sale Price	175,000	195,881	11.93%
Median Percent of Selling Price to List Price	99.66%	100.00%	0.34%
Median Days on Market to Sale	23.00	8.00	-65.22%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **11.93%** in July 2020 to \$195,881 versus the previous year at \$175,000.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 15.00 days or **65.22%** in July 2020 compared to last year's same month at **23.00** DOM.

Sales Success for July 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 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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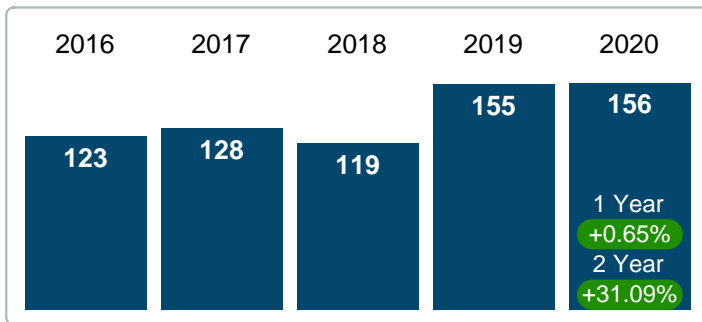
Area Delimited by County Of Wagoner - Residential Property Type



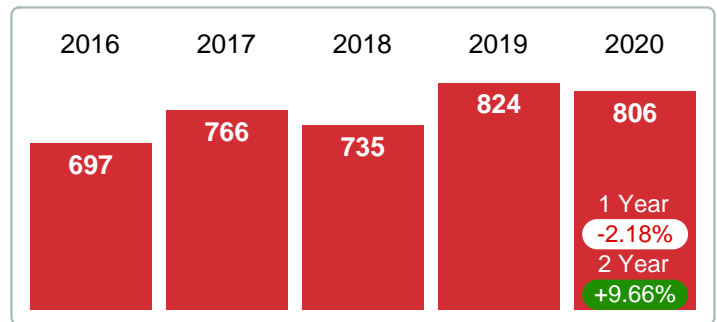
CLOSED LISTINGS

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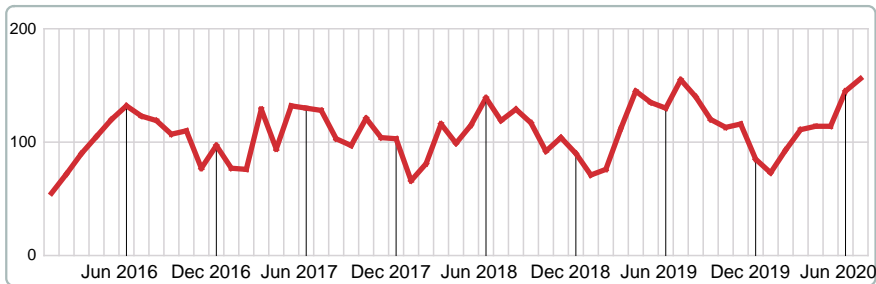
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 136

High Jul 2020 156 Low Jan 2016 55

Closed Listings this month at 156
above the 5 yr JUL average of 136



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	15	9.62%	8.0	5	9	1	0
\$125,001 - \$150,000	13	8.33%	8.0	0	12	1	0
\$150,001 - \$175,000	31	19.87%	5.0	0	28	3	0
\$175,001 - \$200,000	24	15.38%	8.5	2	18	4	0
\$200,001 - \$225,000	22	14.10%	12.0	0	15	7	0
\$225,001 - \$275,000	28	17.95%	5.5	0	13	13	2
\$275,001 and up	23	14.74%	23.0	0	11	10	2
Total Closed Units	156			7	106	39	4
Total Closed Volume	33,864,194	100%	8.0	741.00K	20.80M	10.04M	2.28M
Median Closed Price	\$195,881			\$70,000	\$179,053	\$239,900	\$325,000

July 2020



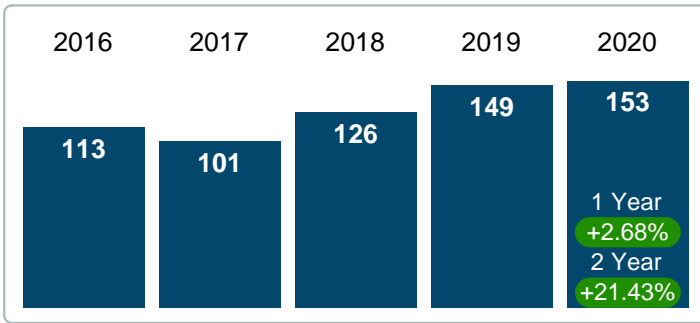
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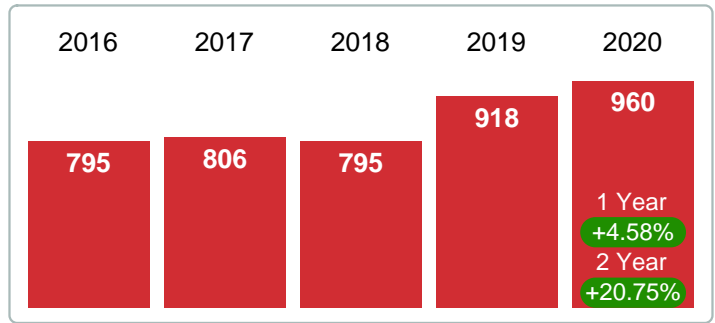
PENDING LISTINGS

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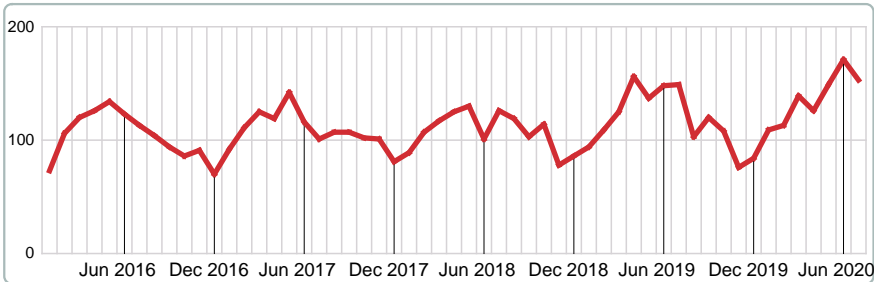
JULY



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11	7.19%	14.0	2	7	2	0
\$125,001 - \$150,000	13	8.50%	13.0	1	9	3	0
\$150,001 - \$175,000	19	12.42%	4.0	0	17	2	0
\$175,001 - \$225,000	40	26.14%	12.5	0	32	8	0
\$225,001 - \$300,000	35	22.88%	20.0	1	16	18	0
\$300,001 - \$425,000	19	12.42%	17.0	0	12	5	2
\$425,001 and up	16	10.46%	55.0	0	2	11	3
Total Pending Units	153			4	95	49	5
Total Pending Volume	38,880,791	100%	14.0	578.00K	20.77M	15.04M	2.49M
Median Listing Price	\$219,900			\$130,000	\$193,806	\$274,000	\$474,000

July 2020



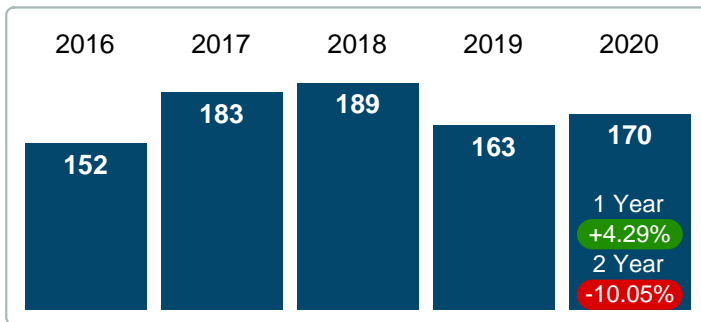
Area Delimited by County Of Wagoner - Residential Property Type



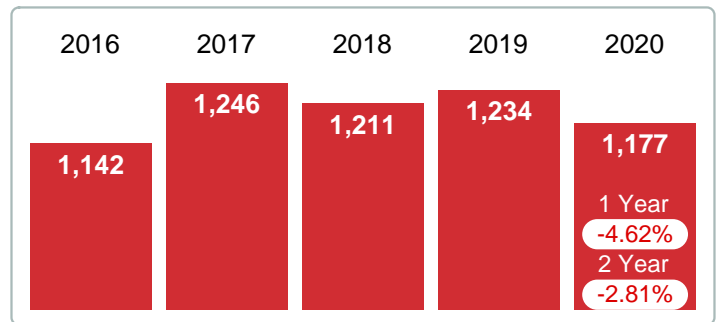
NEW LISTINGS

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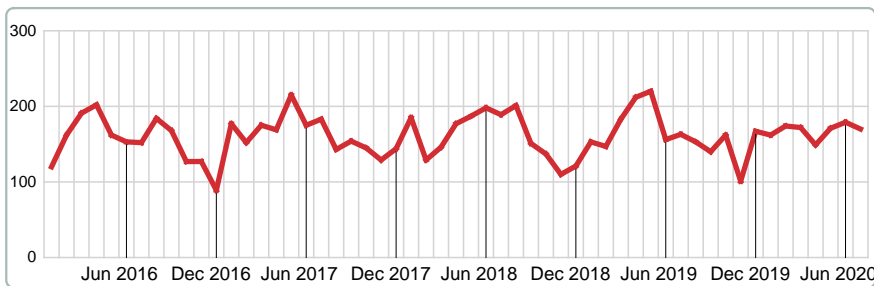
JULY



YEAR TO DATE (YTD)

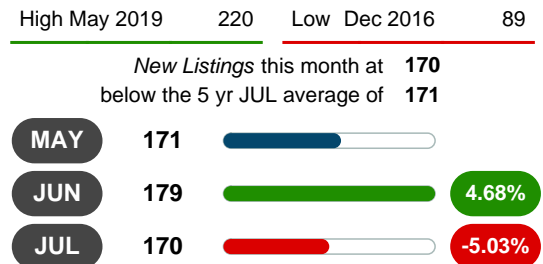


5 YEAR MARKET ACTIVITY TRENDS



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		789.80K				21.91M				15.28M				2.02M			
Median New Listed Listing Price	\$209,000		\$81,250				\$192,903				\$289,000				\$339,900			

July 2020



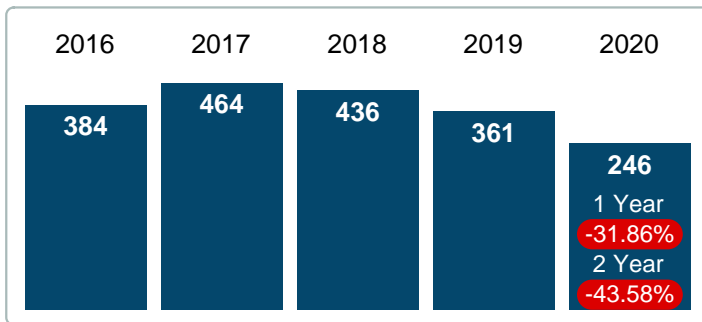
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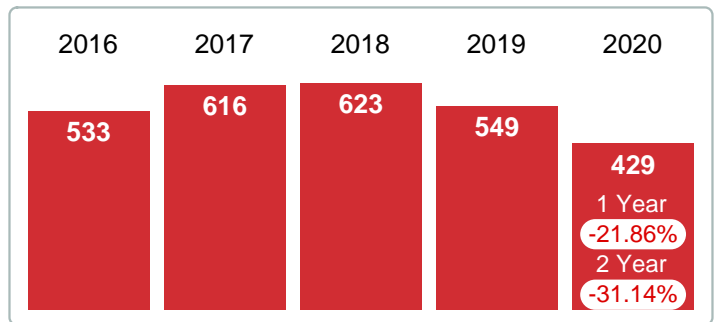
ACTIVE INVENTORY

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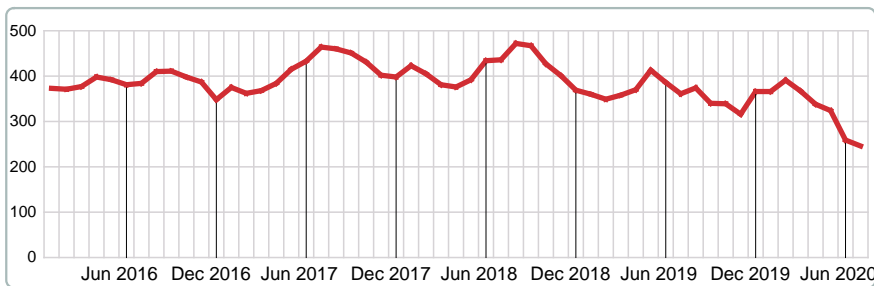
END OF JULY



ACTIVE DURING JULY

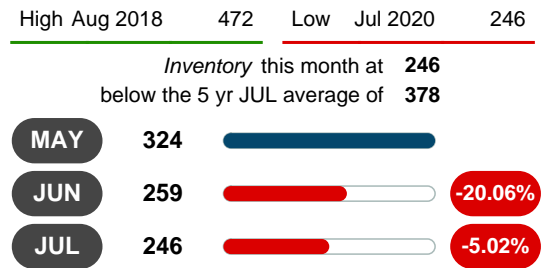


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 378



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$75,000 and less	13	5.28%	69.0	9	2	2	0	
\$75,001 - \$150,000	35	14.23%	42.0	4	26	5	0	
\$150,001 - \$175,000	36	14.63%	110.5	1	29	6	0	
\$175,001 - \$275,000	59	23.98%	30.0	2	32	22	3	
\$275,001 - \$350,000	42	17.07%	37.0	2	21	17	2	
\$350,001 - \$450,000	33	13.41%	98.0	0	11	18	4	
\$450,001 and up	28	11.38%	71.0	2	6	10	10	
Total Active Inventory by Units		246		20	127	80	19	
Total Active Inventory by Volume		72,490,341	100%	49.0	3.13M	31.89M	27.04M	10.43M
Median Active Inventory Listing Price		\$226,400			\$82,250	\$195,000	\$304,573	\$469,000

July 2020



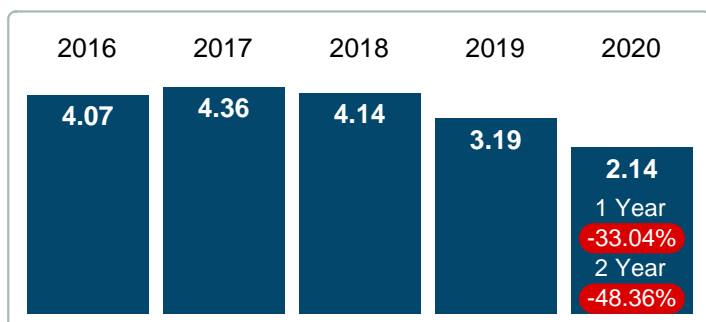
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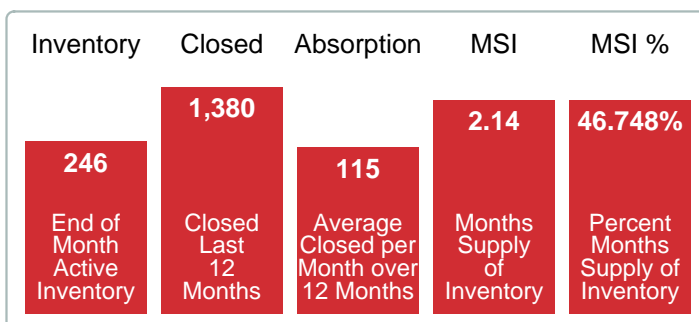
MONTHS SUPPLY of INVENTORY (MSI)

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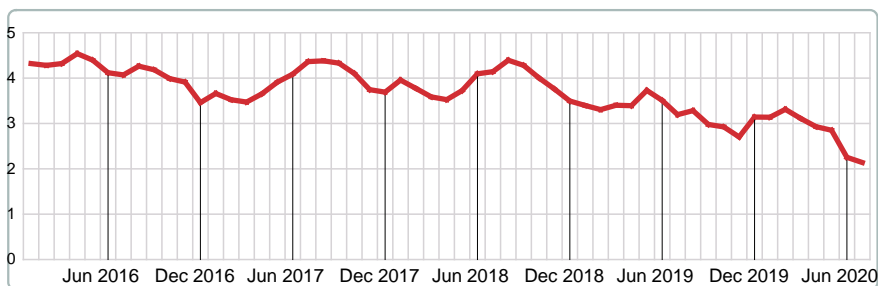
MSI FOR JULY



INDICATORS FOR JULY 2020

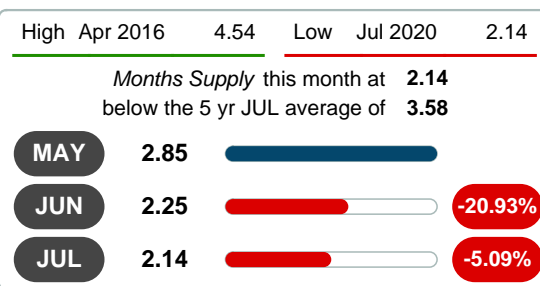


5 YEAR MARKET ACTIVITY TRENDS



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		100%	2.14	20	127	80	19

July 2020



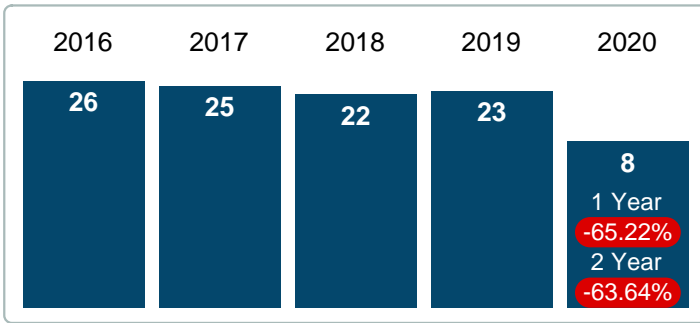
Area Delimited by County Of Wagoner - Residential Property Type



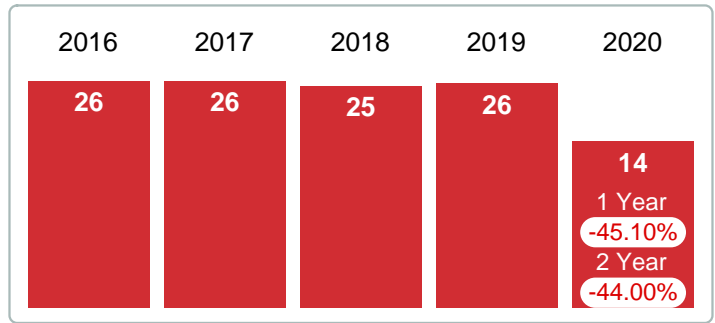
MEDIAN DAYS ON MARKET TO SALE

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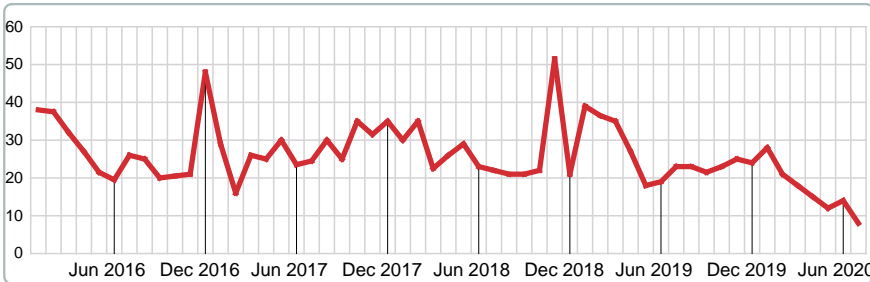
JULY



YEAR TO DATE (YTD)

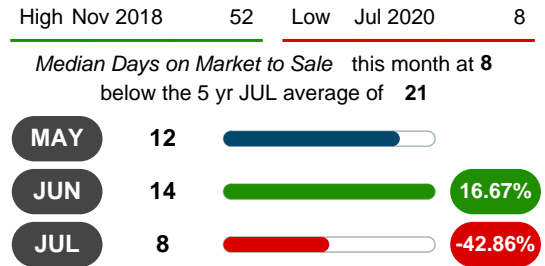


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 21



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
\$125,000 and less	9.62%	8	15	4	55	0
\$125,001 - \$150,000	8.33%	8	0	7	74	0
\$150,001 - \$175,000	19.87%	5	0	5	12	0
\$175,001 - \$200,000	15.38%	9	71	6	13	0
\$200,001 - \$225,000	14.10%	12	0	14	4	0
\$225,001 - \$275,000	17.95%	6	0	4	6	5
\$275,001 and up	14.74%	23	0	23	24	26
Median Closed DOM		8	28	7	12	6
Total Closed Units	100%	156	7	106	39	4
Total Closed Volume		33,864,194	741.00K	20.80M	10.04M	2.28M

July 2020



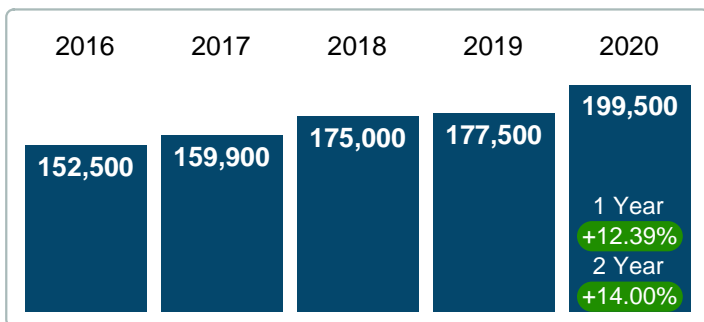
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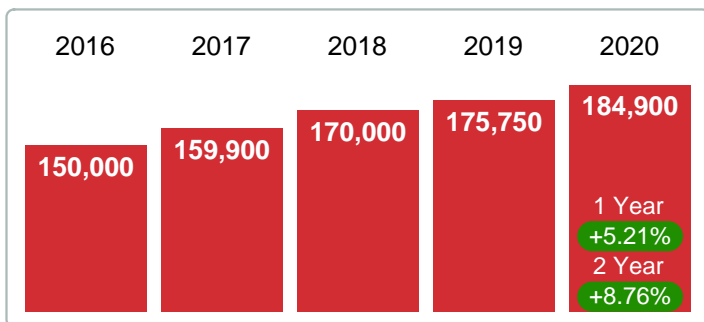
MEDIAN LIST PRICE AT CLOSING

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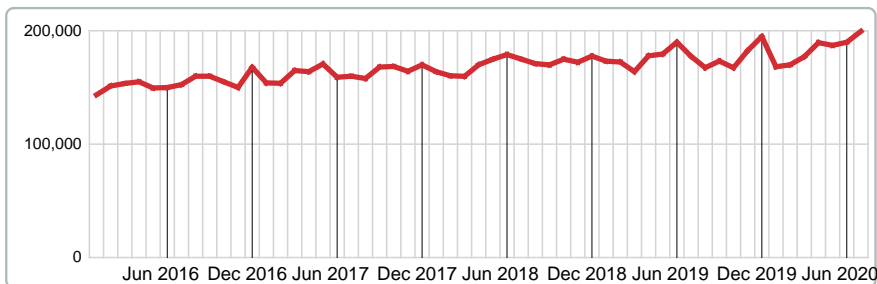
JULY



YEAR TO DATE (YTD)

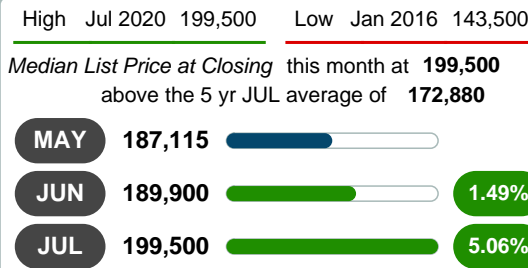


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 172,880



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
\$125,000 and less	15	9.62%	90,000	65,000	99,500	80,000	0
\$125,001 - \$150,000	13	8.33%	144,900	139,500	144,900	150,000	0
\$150,001 - \$175,000	31	19.87%	163,500	0	163,500	161,998	0
\$175,001 - \$200,000	21	13.46%	187,375	0	189,900	185,000	0
\$200,001 - \$225,000	23	14.74%	214,500	214,950	214,500	212,400	0
\$225,001 - \$275,000	30	19.23%	242,500	0	238,273	247,000	243,250
\$275,001 and up	23	14.74%	339,326	0	322,000	332,450	993,500
Median List Price			199,500	74,500	182,200	239,900	323,500
Total Closed Units		100%	199,500	7	106	39	4
Total Closed Volume			34,520,087	823.90K	20.97M	10.25M	2.47M

July 2020



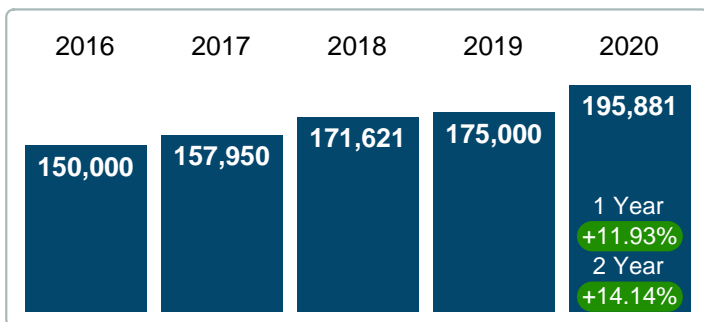
Area Delimited by County Of Wagoner - Residential Property Type



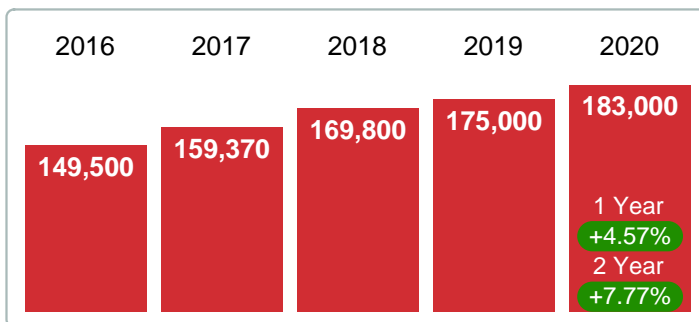
MEDIAN SOLD PRICE AT CLOSING

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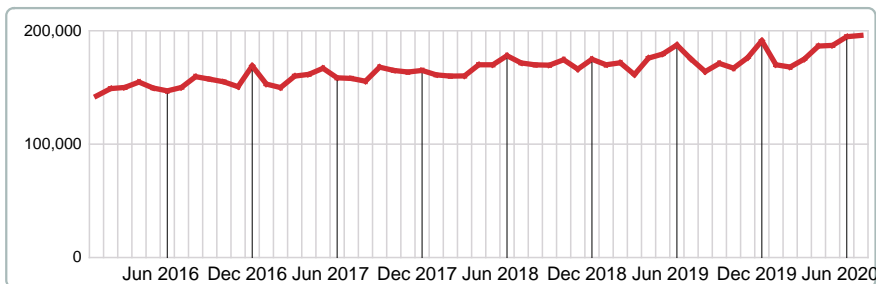
JULY



YEAR TO DATE (YTD)

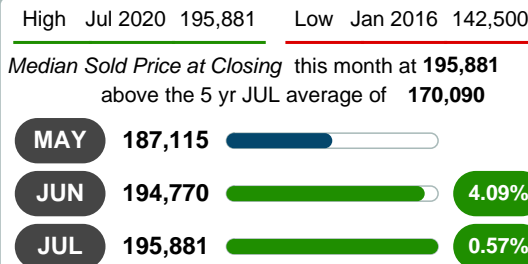


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 170,090



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		
\$125,000 and less	15	9.62%	90,000	65,000	96,000	65,000	0	
\$125,001 - \$150,000	13	8.33%	145,000	0	145,300	145,000	0	
\$150,001 - \$175,000	31	19.87%	162,545	0	163,023	160,000	0	
\$175,001 - \$200,000	24	15.38%	189,000	197,500	189,000	183,000	0	
\$200,001 - \$225,000	22	14.10%	214,150	0	214,000	214,300	0	
\$225,001 - \$275,000	28	17.95%	240,000	0	238,000	247,000	248,750	
\$275,001 and up	23	14.74%	339,326	0	322,000	327,450	891,000	
Median Sold Price		195,881		70,000	179,053	239,900	325,000	
Total Closed Units		156	100%	195,881	7	106	39	4
Total Closed Volume		33,864,194			741.00K	20.80M	10.04M	2.28M

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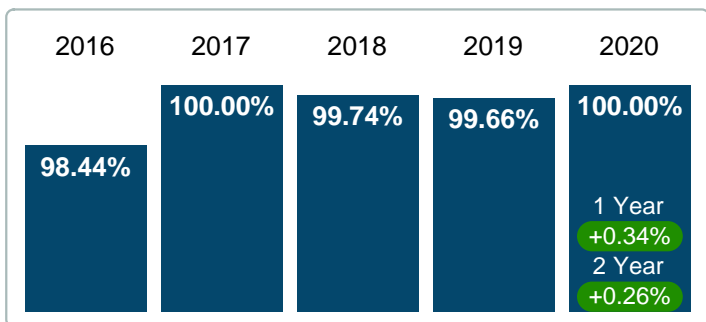
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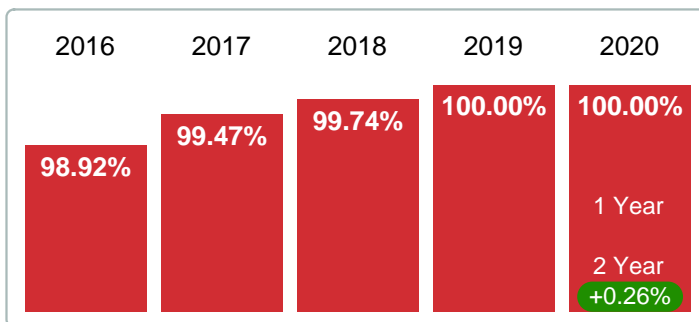
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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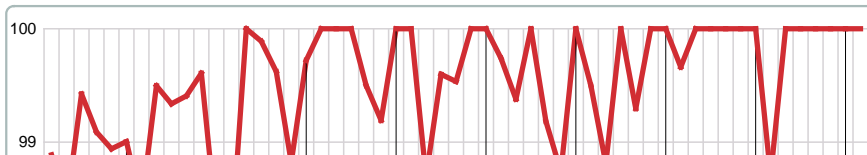
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 99.57%

High Jul 2020 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at 100.00% equal to 5 yr JUL average of 99.57%

MAY 100.00%
JUN 100.00%
JUL 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	15	9.62%	97.62%	93.96%	100.00%	81.25%	0.00%
\$125,001 - \$150,000	13	8.33%	100.00%	0.00%	100.04%	96.67%	0.00%
\$150,001 - \$175,000	31	19.87%	100.00%	0.00%	100.00%	100.00%	0.00%
\$175,001 - \$200,000	24	15.38%	100.00%	92.03%	100.00%	99.23%	0.00%
\$200,001 - \$225,000	22	14.10%	100.00%	0.00%	100.00%	100.50%	0.00%
\$225,001 - \$275,000	28	17.95%	100.00%	0.00%	100.00%	100.00%	102.34%
\$275,001 and up	23	14.74%	100.00%	0.00%	100.00%	99.07%	93.59%
Median Sold/List Ratio		100.00%		93.96%	100.00%	100.00%	100.58%
Total Closed Units	156	100%	100.00%	7	106	39	4
Total Closed Volume	33,864,194			741.00K	20.80M	10.04M	2.28M

July 2020



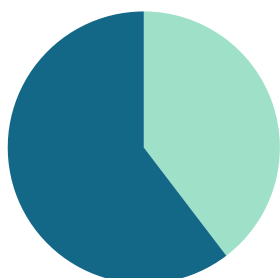
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

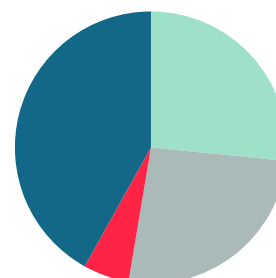


Inventory
 New Listings
170 = 39.63%
 Start Inventory
259
 Total Inventory Units
429
 Volume
\$118,583,907

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%
Median List Price	177,500	199,500	12.39%	175,750	184,900	5.21%
Median Sale Price	175,000	195,881	11.93%	175,000	183,000	4.57%
Median Percent of Selling Price to List Price	99.66%	100.00%	0.34%	100.00%	100.00%	0.00%
Median Days on Market to Sale	23.00	8.00	-65.22%	25.50	14.00	-45.10%
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

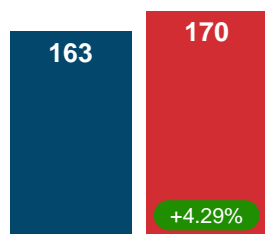
Inventory on July 31, 2020 = 246

2019 **2020**

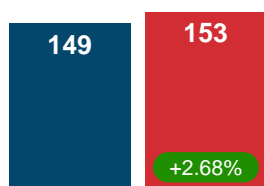
JULY MARKET

MEDIAN PRICES

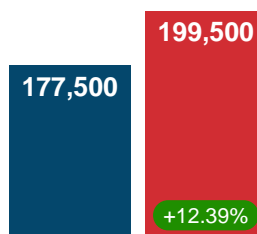
New Listings



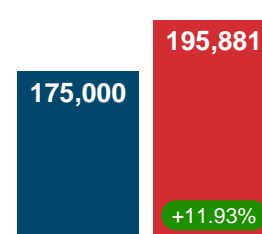
Pending Listings



List Price



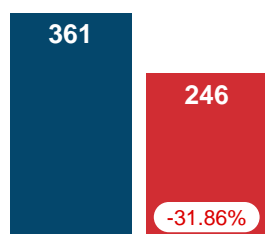
Sale Price



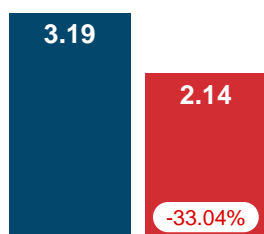
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

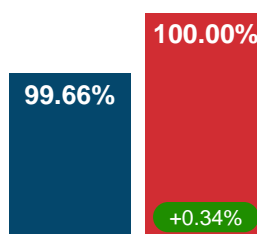
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

