

June 2020



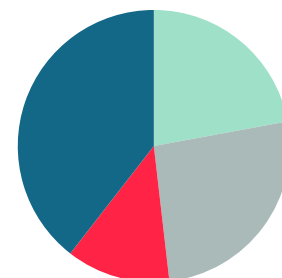
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	June 2020	+/-%
Closed Listings	130	145	11.54%
Pending Listings	148	171	15.54%
New Listings	156	179	14.74%
Average List Price	201,521	212,052	5.23%
Average Sale Price	199,211	209,267	5.05%
Average Percent of Selling Price to List Price	98.54%	98.92%	0.39%
Average Days on Market to Sale	39.40	31.53	-19.97%
End of Month Inventory	386	259	-32.90%
Months Supply of Inventory	3.51	2.25	-35.77%



■ Closed (22.10%)
■ Pending (26.07%)
■ Other OffMarket (12.35%)
■ Active (39.48%)

Absorption: Last 12 months, an Average of **115** Sales/Month
Active Inventory as of June 30, 2020 = **259**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **32.90%** to 259 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 **2.25** 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 **5.05%** in June 2020 to \$209,267 versus the previous year at \$199,211.

Average Days on Market Shortens

The average number of **31.53** days that homes spent on the market before selling decreased by 7.87 days or **19.97%** in June 2020 compared to last year's same month at **39.40** DOM.

Sales Success for June 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 179 New Listings in June 2020, up **14.74%** from last year at 156. Furthermore, there were 145 Closed Listings this month versus last year at 130, a **11.54%** increase.

Closed versus Listed trends yielded a **81.0%** ratio, down from previous year's, June 2019, at **83.3%**, a **2.79%** downswing. This will certainly create pressure on a decreasing Monthly 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

June 2020



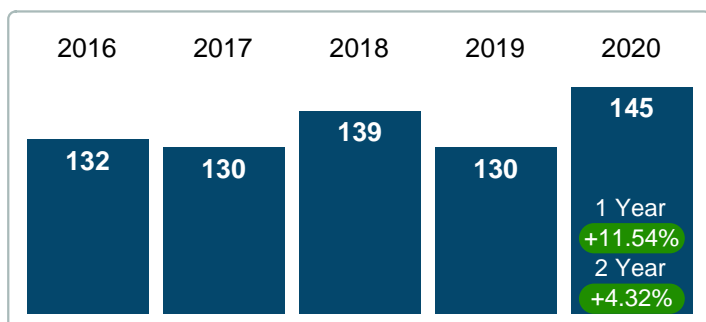
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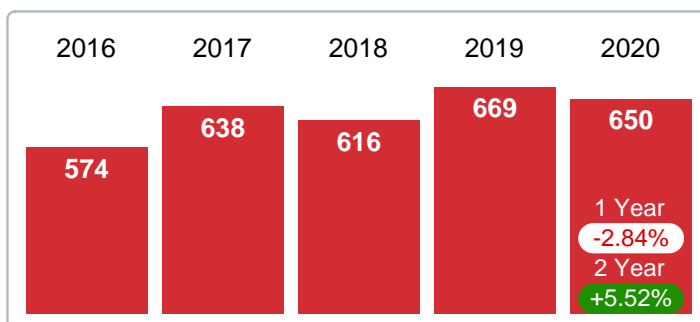
CLOSED LISTINGS

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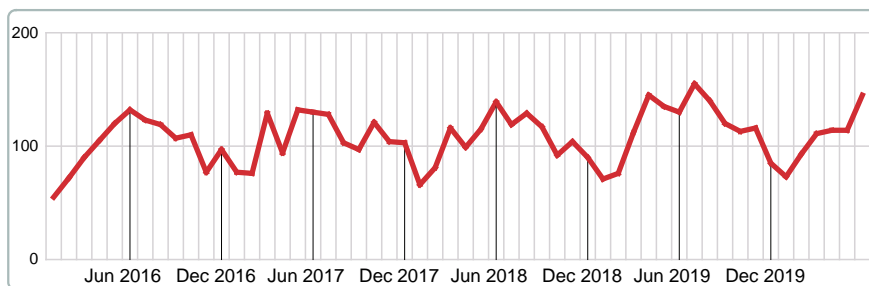
JUNE



YEAR TO DATE (YTD)

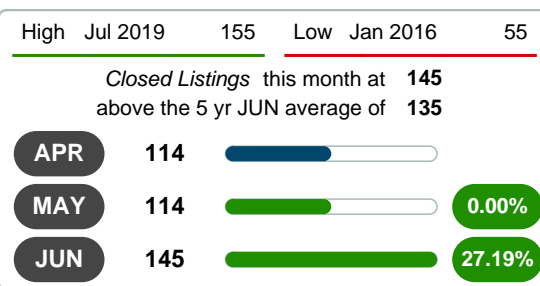


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 135



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	13	8.97%	35.4	6	5	2	0
\$100,001 - \$125,000	9	6.21%	27.8	3	6	0	0
\$125,001 - \$150,000	16	11.03%	25.3	2	14	0	0
\$150,001 - \$200,000	45	31.03%	23.2	1	37	7	0
\$200,001 - \$250,000	28	19.31%	40.5	0	17	10	1
\$250,001 - \$300,000	12	8.28%	27.8	1	6	5	0
\$300,001 and up	22	15.17%	42.9	0	6	11	5
Total Closed Units	145			13	91	35	6
Total Closed Volume	30,343,712	100%	31.5	1.43M	16.93M	9.34M	2.65M
Average Closed Price	\$209,267			\$109,983	\$186,002	\$266,850	\$441,333

June 2020



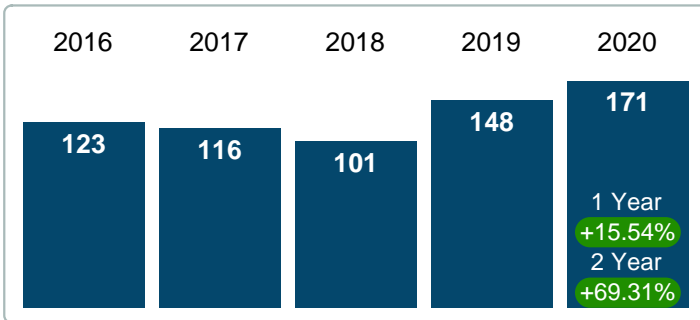
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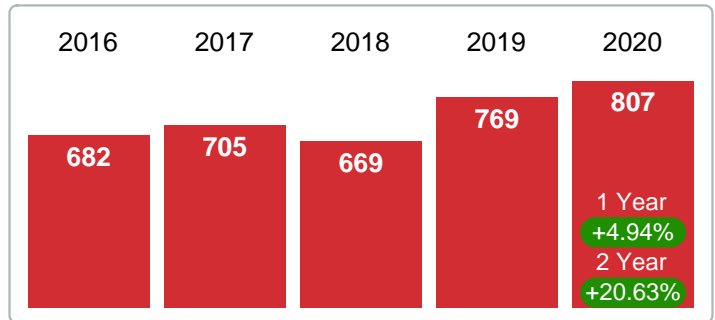
PENDING LISTINGS

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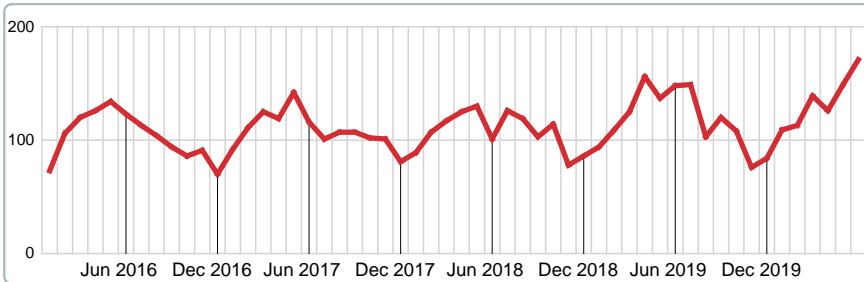
JUNE



YEAR TO DATE (YTD)

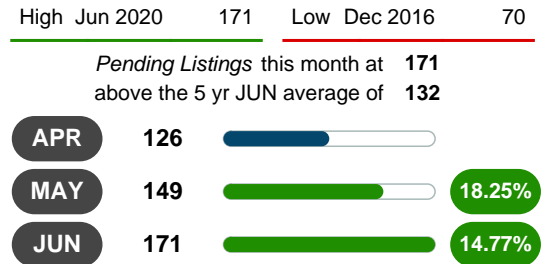


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 132



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	10	5.85%	76.9	5	4	1	0
\$100,001 - \$150,000	26	15.20%	29.7	2	19	5	0
\$150,001 - \$175,000	25	14.62%	14.3	0	24	1	0
\$175,001 - \$225,000	44	25.73%	27.1	0	30	10	4
\$225,001 - \$250,000	20	11.70%	39.1	0	8	10	2
\$250,001 - \$325,000	28	16.37%	16.3	0	13	13	2
\$325,001 and up	18	10.53%	54.3	0	4	13	1
Total Pending Units	171			7	102	53	9
Total Pending Volume	39,601,008	100%	30.5	627.50K	20.16M	15.38M	3.43M
Average Listing Price	\$234,640			\$89,643	\$197,661	\$290,267	\$380,878

June 2020



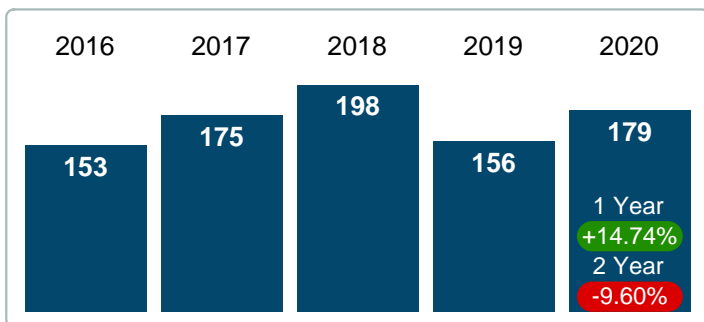
Area Delimited by County Of Wagoner - Residential Property Type



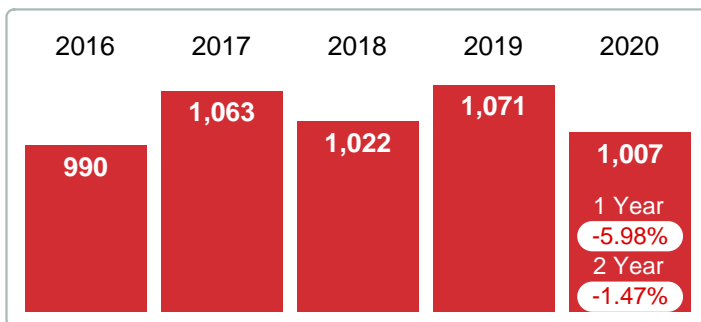
NEW LISTINGS

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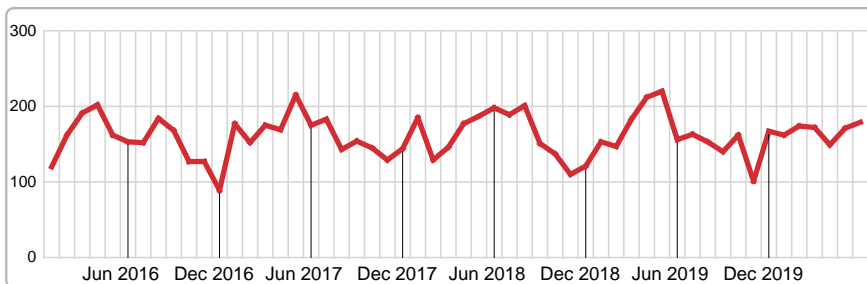
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

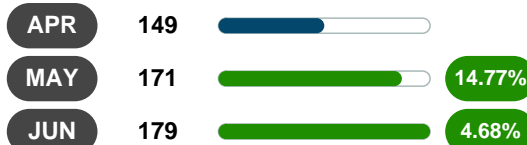


3 MONTHS

5 year JUN AVG = 172

High May 2019 220 Low Dec 2016 89

New Listings this month at 179
above the 5 yr JUN average of 172



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	16	8.94%	6	10	0	0
\$125,001 - \$150,000	18	10.06%	1	14	3	0
\$150,001 - \$175,000	22	12.29%	0	21	1	0
\$175,001 - \$225,000	48	26.82%	0	31	13	4
\$225,001 - \$275,000	29	16.20%	0	13	14	2
\$275,001 - \$375,000	29	16.20%	1	13	14	1
\$375,001 and up	17	9.50%	1	3	9	4
Total New Listed Units	179		9	105	54	11
Total New Listed Volume	43,463,243	100%	1.56M	22.00M	16.07M	3.83M
Average New Listed Listing Price	\$240,656		\$173,278	\$209,536	\$297,586	\$348,436

June 2020



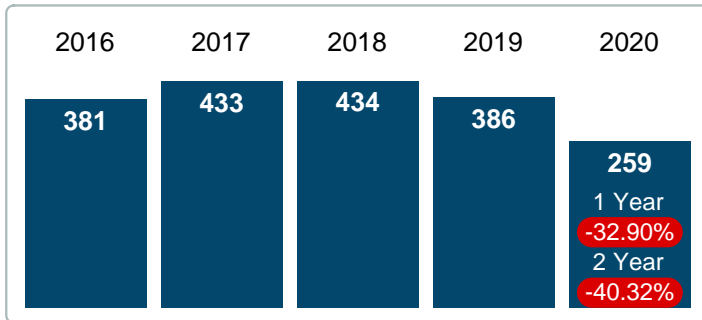
Area Delimited by County Of Wagoner - Residential Property Type



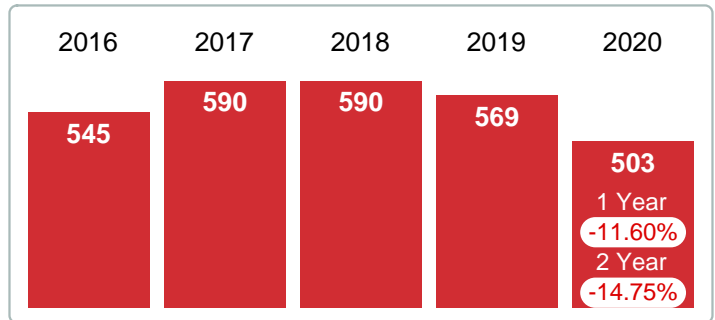
ACTIVE INVENTORY

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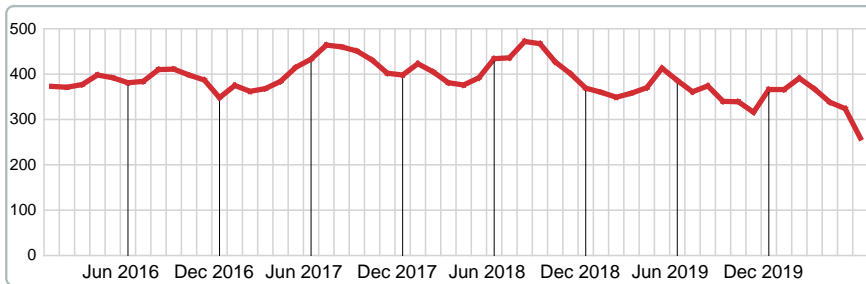
END OF JUNE



ACTIVE DURING JUNE

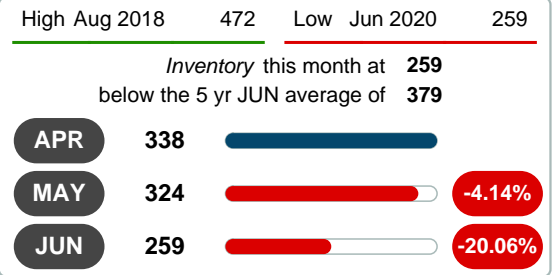


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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	14	5.41%	152.4	8	4	2	0
\$75,001 - \$150,000	38	14.67%	56.6	5	28	5	0
\$150,001 - \$175,000	29	11.20%	82.6	1	24	4	0
\$175,001 - \$275,000	69	26.64%	49.7	1	38	26	4
\$275,001 - \$350,000	40	15.44%	53.2	3	21	16	0
\$350,001 - \$475,000	42	16.22%	81.6	1	15	19	7
\$475,001 and up	27	10.42%	69.1	1	6	10	10
Total Active Inventory by Units	259			20	136	82	21
Total Active Inventory by Volume	78,588,459	100%	67.7	3.34M	35.02M	28.72M	11.51M
Average Active Inventory Listing Price	\$303,430			\$167,070	\$257,500	\$350,209	\$548,090

June 2020



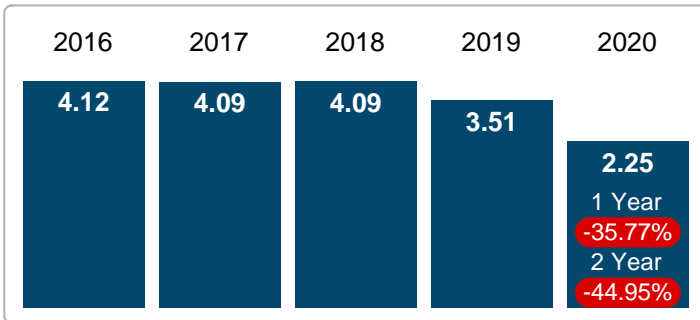
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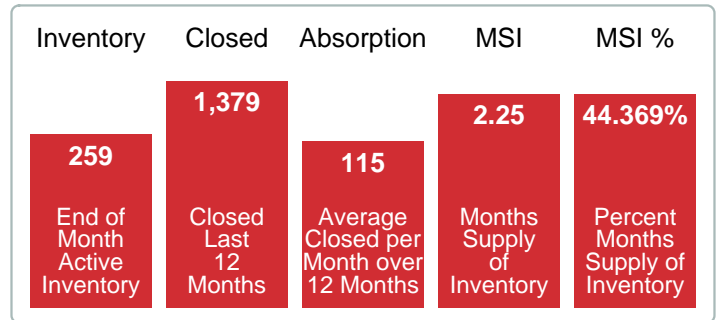
MONTHS SUPPLY of INVENTORY (MSI)

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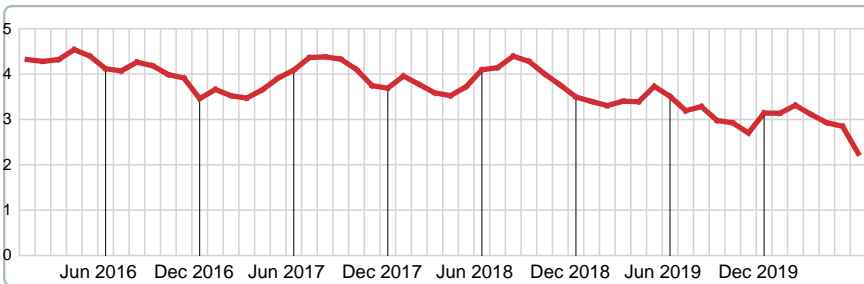
MSI FOR JUNE



INDICATORS FOR JUNE 2020

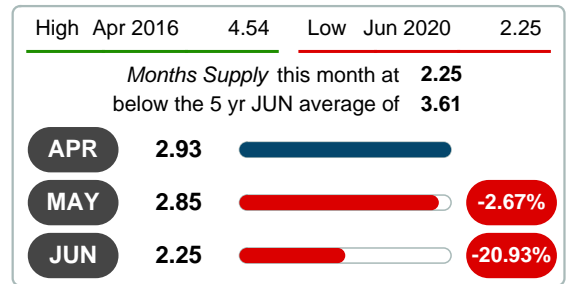


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 3.61



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	14	5.41%	2.15	4.57	1.00	2.67	0.00
\$75,001 - \$150,000	38	14.67%	1.46	2.50	1.35	1.54	0.00
\$150,001 - \$175,000	29	11.20%	1.14	2.40	1.19	0.81	0.00
\$175,001 - \$275,000	69	26.64%	1.75	3.00	1.62	1.72	8.00
\$275,001 - \$350,000	40	15.44%	4.17	9.00	6.30	2.95	0.00
\$350,001 - \$475,000	42	16.22%	7.75	0.00	10.00	5.70	12.00
\$475,001 and up	27	10.42%	11.17	12.00	14.40	8.00	15.00
Market Supply of Inventory (MSI)			2.25	4.07	1.85	2.41	8.69
Total Active Inventory by Units		100%	2.25	20	136	82	21

June 2020



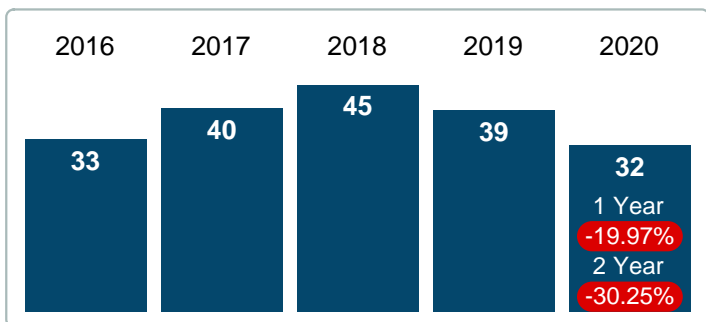
Area Delimited by County Of Wagoner - Residential Property Type



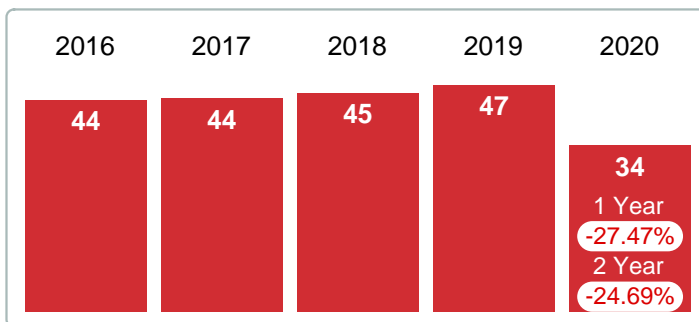
AVERAGE DAYS ON MARKET TO SALE

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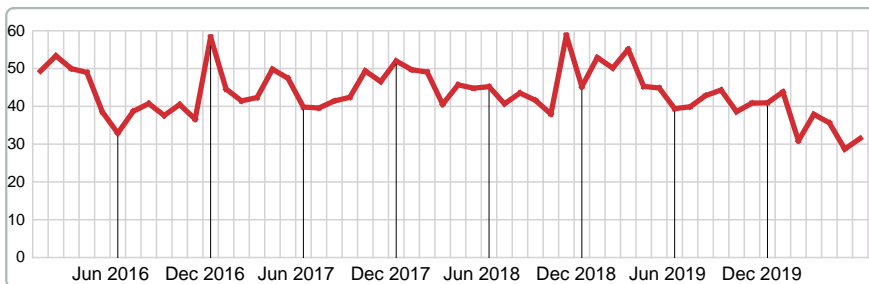
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 38

High Nov 2018 59 Low May 2020 29

Average Days on Market to Sale this month at 32 below the 5 yr JUN average of 38



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	8.97%	35	41	36	17	0
\$100,001 - \$125,000	6.21%	28	32	26	0	0
\$125,001 - \$150,000	11.03%	25	60	20	0	0
\$150,001 - \$200,000	31.03%	23	10	19	50	0
\$200,001 - \$250,000	19.31%	40	0	43	30	99
\$250,001 - \$300,000	8.28%	28	7	34	25	0
\$300,001 and up	15.17%	43	0	39	42	50
Average Closed DOM		32	37	27	36	58
Total Closed Units	100%	32	13	91	35	6
Total Closed Volume			1.43M	16.93M	9.34M	2.65M

June 2020



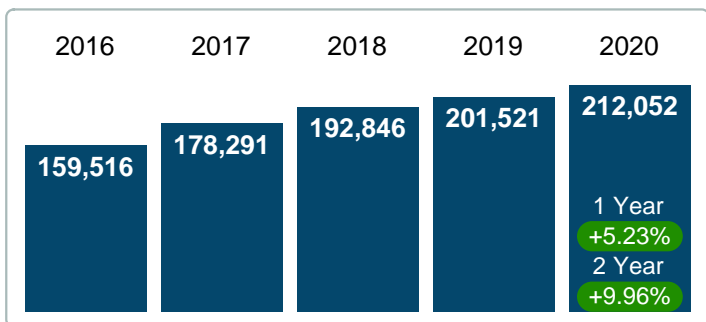
Area Delimited by County Of Wagoner - Residential Property Type



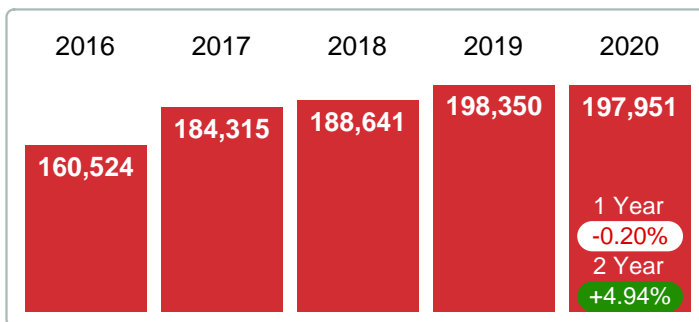
AVERAGE LIST PRICE AT CLOSING

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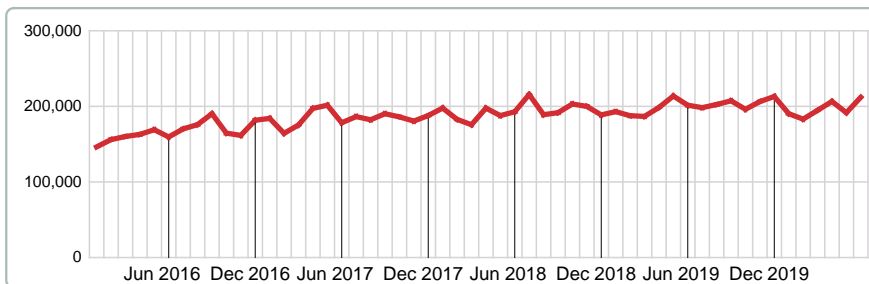
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 188,845

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

Average List Price at Closing this month at **212,052**
above the 5 yr JUN average of **188,845**

- APR 206,500
- MAY 191,634 (-7.20%)
- JUN 212,052 (10.65%)

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	8.97%	67,008	68,733	68,660	71,200	0
\$100,001 - \$125,000	6.21%	116,673	116,885	116,067	0	0
\$125,001 - \$150,000	12.41%	143,967	141,700	141,864	0	0
\$150,001 - \$200,000	28.28%	176,452	152,900	177,287	178,543	0
\$200,001 - \$250,000	20.69%	225,138	0	229,374	224,390	240,500
\$250,001 - \$300,000	7.59%	273,851	255,000	271,019	275,344	0
\$300,001 and up	15.86%	401,475	0	333,170	402,002	501,580
Average List Price		212,052	111,873	188,021	269,567	458,067
Total Closed Units	100%	212,052	13	91	35	6
Total Closed Volume		30,747,510	1.45M	17.11M	9.43M	2.75M

June 2020



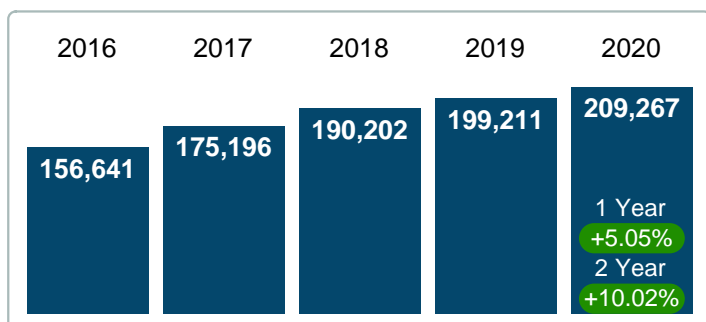
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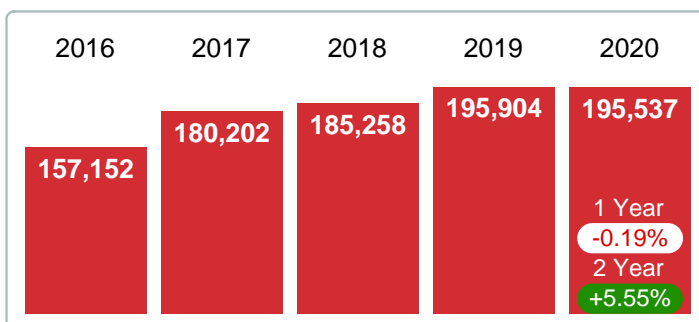
AVERAGE SOLD PRICE AT CLOSING

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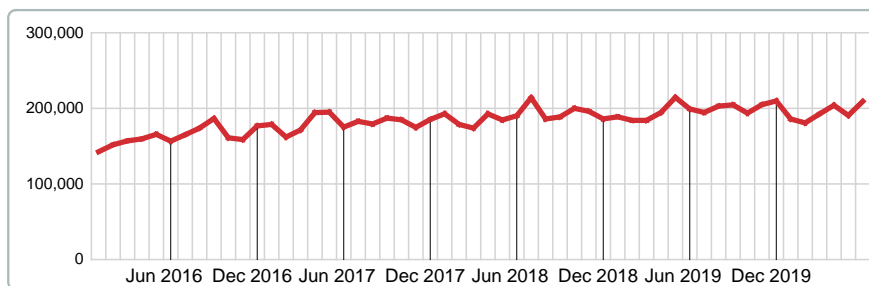
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 186,103

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

Average Sold Price at Closing this month at **209,267**
above the 5 yr JUN average of **186,103**

- APR 204,055
- MAY 190,620 -6.58%
- JUN 209,267 9.78%

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 13	8.97%	66,265	64,925	65,380	72,500	0
\$100,001 - \$125,000 9	6.21%	116,523	116,885	116,342	0	0
\$125,001 - \$150,000 16	11.03%	139,530	133,290	140,421	0	0
\$150,001 - \$200,000 45	31.03%	176,011	160,000	176,202	177,286	0
\$200,001 - \$250,000 28	19.31%	224,149	0	223,969	223,570	233,000
\$250,001 - \$300,000 12	8.28%	272,311	263,000	271,259	275,435	0
\$300,001 and up 22	15.17%	397,122	0	330,137	394,624	483,000
Average Sold Price		209,267	109,983	186,002	266,850	441,333
Total Closed Units		145	13	91	35	6
Total Closed Volume		30,343,712	1.43M	16.93M	9.34M	2.65M

June 2020



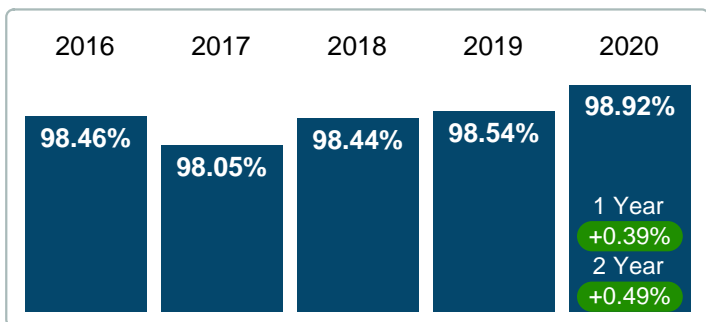
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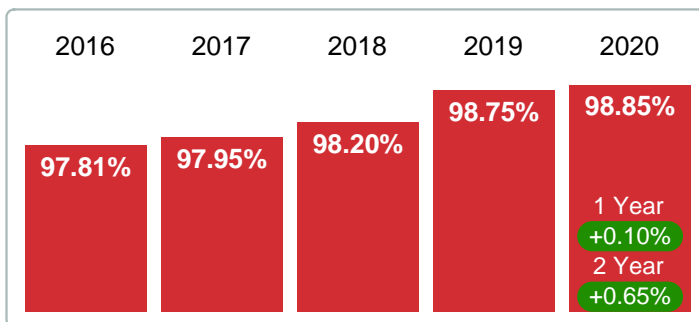
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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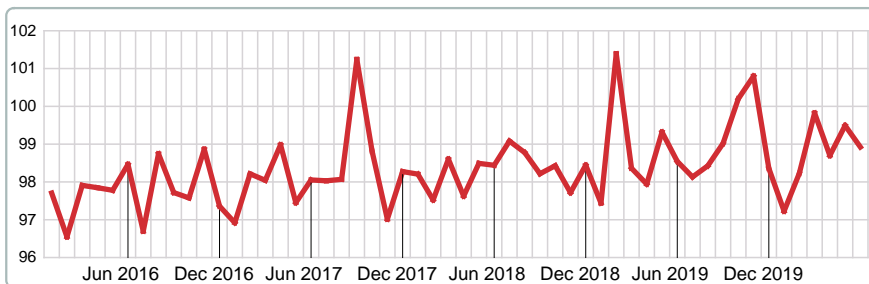
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

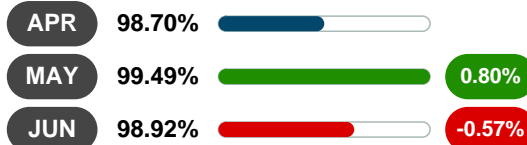


3 MONTHS

5 year JUN AVG = 98.48%

High Feb 2019 101.39% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **98.92%**
above the 5 yr JUN average of **98.48%**



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	13	8.97%	95.56%	93.65%	95.61%	101.15%	0.00%
\$100,001 - \$125,000	9	6.21%	102.27%	100.00%	103.41%	0.00%	0.00%
\$125,001 - \$150,000	16	11.03%	98.42%	94.01%	99.05%	0.00%	0.00%
\$150,001 - \$200,000	45	31.03%	99.57%	104.64%	99.43%	99.59%	0.00%
\$200,001 - \$250,000	28	19.31%	98.55%	0.00%	97.99%	99.67%	96.88%
\$250,001 - \$300,000	12	8.28%	100.35%	103.14%	100.10%	100.08%	0.00%
\$300,001 and up	22	15.17%	98.28%	0.00%	99.22%	98.19%	97.35%
Average Sold/List Ratio		98.90%		96.75%	99.19%	99.33%	97.27%
Total Closed Units	145	100%	98.90%	13	91	35	6
Total Closed Volume	30,343,712			1.43M	16.93M	9.34M	2.65M

June 2020



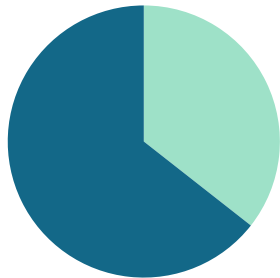
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

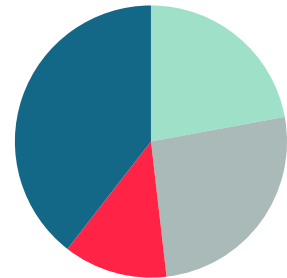


Inventory
 New Listings
179 = 35.59%
 Start Inventory
324
 Total Inventory Units
503
 Volume
\$129,042,637

Market Activity

Closed Sales
145 = 22.10%
 Pending Sales
171 = 26.07%
 Other Off Market
81 = 12.35%
 Active Inventory
259 = 39.48%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	130	145	11.54%	669	650	-2.84%
Pending Sales	148	171	15.54%	769	807	4.94%
New Listings	156	179	14.74%	1,071	1,007	-5.98%
Average List Price	201,521	212,052	5.23%	198,350	197,951	-0.20%
Average Sale Price	199,211	209,267	5.05%	195,904	195,537	-0.19%
Average Percent of Selling Price to List Price	98.54%	98.92%	0.39%	98.75%	98.85%	0.10%
Average Days on Market to Sale	39.40	31.53	-19.97%	47.06	34.13	-27.47%
Monthly Inventory	386	259	-32.90%	386	259	-32.90%
Months Supply of Inventory	3.51	2.25	-35.77%	3.51	2.25	-35.77%

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

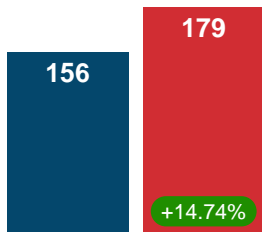
Inventory on June 30, 2020 = 259

2019 2020

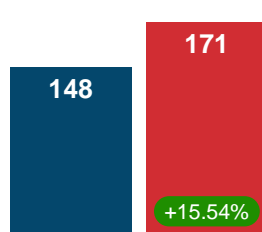
JUNE MARKET

AVERAGE PRICES

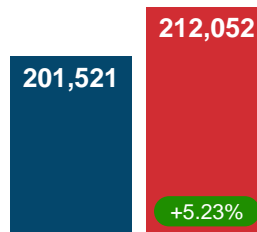
New Listings



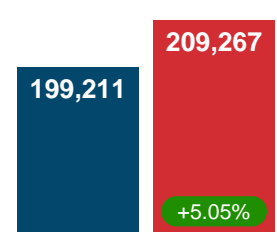
Pending Listings



List Price



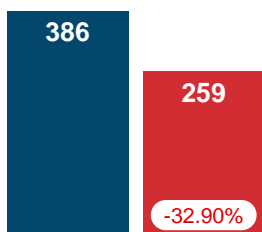
Sale Price



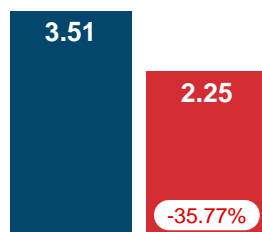
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

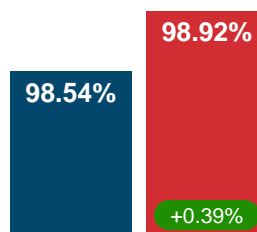
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

