

March 2020



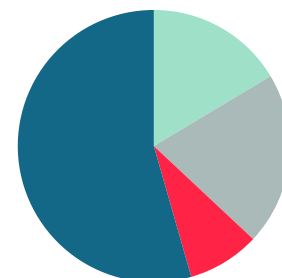
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	112	111	-0.89%
Pending Listings	125	139	11.20%
New Listings	183	172	-6.01%
Average List Price	186,693	194,733	4.31%
Average Sale Price	184,083	192,619	4.64%
Average Percent of Selling Price to List Price	98.36%	99.82%	1.48%
Average Days on Market to Sale	55.11	37.89	-31.24%
End of Month Inventory	358	368	2.79%
Months Supply of Inventory	3.40	3.12	-8.31%



■ Closed (16.42%)
■ Pending (20.56%)
■ Other OffMarket (8.58%)
■ Active (54.44%)

Absorption: Last 12 months, an Average of **118** Sales/Month
Active Inventory as of March 31, 2020 = **368**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2020 rose **2.79%** to 368 existing homes available for sale. Over the last 12 months this area has had an average of 118 closed sales per month. This represents an unsold inventory index of **3.12** 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 **4.64%** in March 2020 to \$192,619 versus the previous year at \$184,083.

Average Days on Market Shortens

The average number of **37.89** days that homes spent on the market before selling decreased by 17.22 days or **31.24%** in March 2020 compared to last year's same month at **55.11** DOM.

Sales Success for March 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 172 New Listings in March 2020, down **6.01%** from last year at 183. Furthermore, there were 111 Closed Listings this month versus last year at 112, a **-0.89%** decrease.

Closed versus Listed trends yielded a **64.5%** ratio, up from previous year's, March 2019, at **61.2%**, a **5.45%** upswing. 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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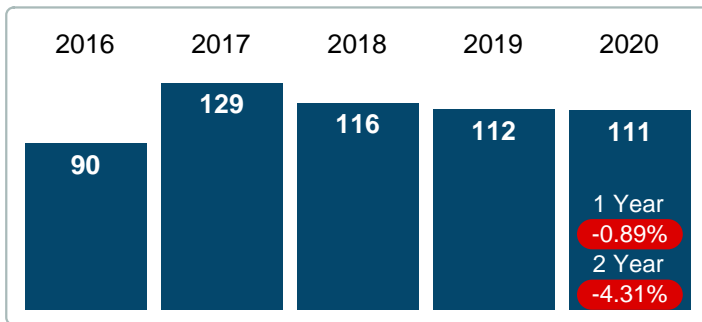
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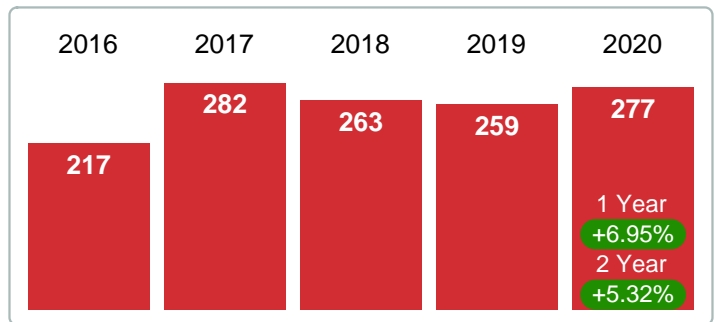
CLOSED LISTINGS

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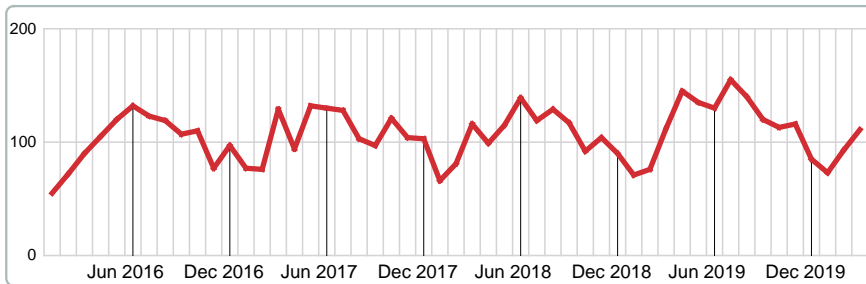
MARCH



YEAR TO DATE (YTD)

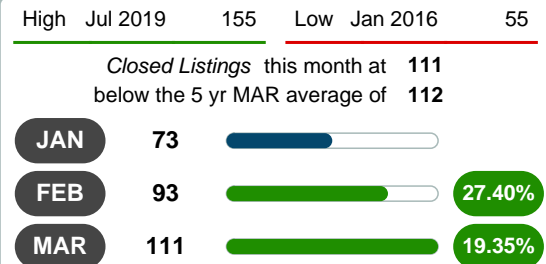


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 112



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	7	6.31%	48.6	4	3	0	0
\$100,001 - \$125,000	7	6.31%	42.1	0	4	3	0
\$125,001 - \$150,000	14	12.61%	27.6	1	13	0	0
\$150,001 - \$175,000	28	25.23%	33.1	0	26	2	0
\$175,001 - \$200,000	22	19.82%	32.3	0	11	11	0
\$200,001 - \$275,000	20	18.02%	45.6	0	11	9	0
\$275,001 and up	13	11.71%	49.0	0	2	9	2
Total Closed Units	111			5	70	34	2
Total Closed Volume	21,380,696	100%	37.9	343.30K	12.00M	8.09M	945.00K
Average Closed Price	\$192,619			\$68,660	\$171,453	\$237,961	\$472,500

March 2020



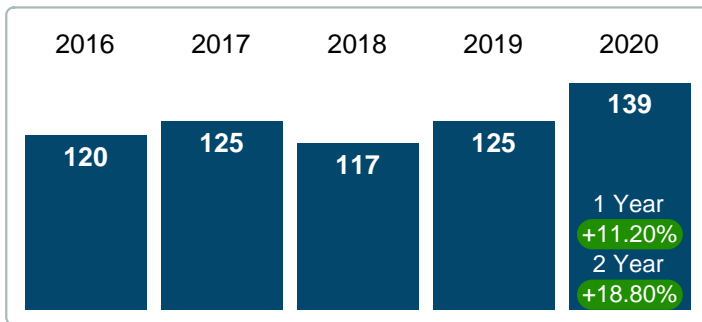
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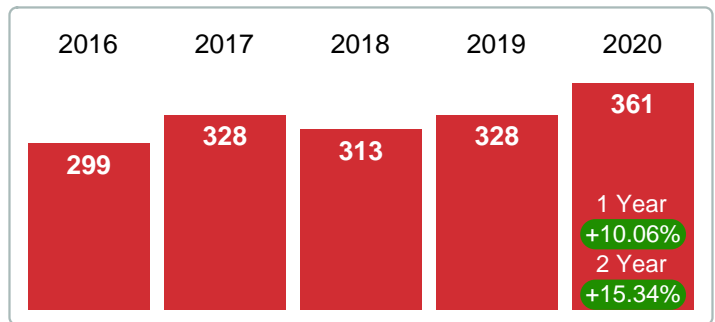
PENDING LISTINGS

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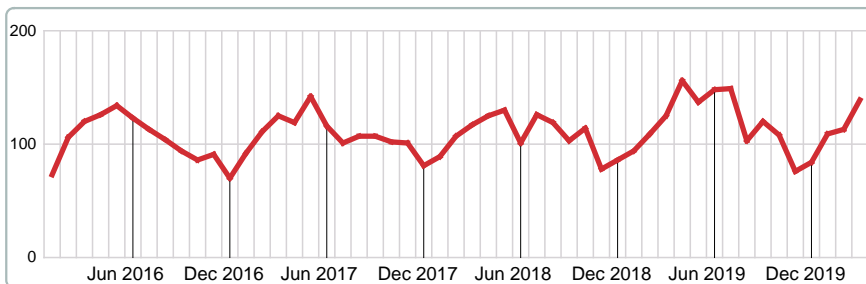
MARCH



YEAR TO DATE (YTD)

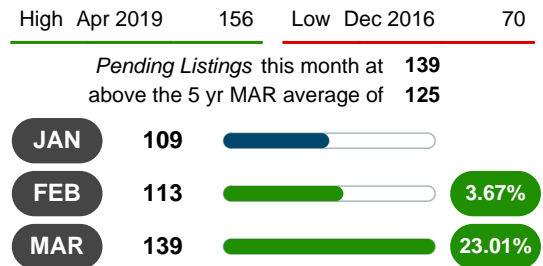


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 125



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	6.47%	39.8	3	6	0	0
\$75,001 - \$125,000	11	7.91%	62.7	3	6	2	0
\$125,001 - \$150,000	16	11.51%	27.3	1	14	1	0
\$150,001 - \$200,000	44	31.65%	29.4	2	29	13	0
\$200,001 - \$250,000	22	15.83%	48.2	0	13	9	0
\$250,001 - \$325,000	23	16.55%	43.4	1	12	10	0
\$325,001 and up	14	10.07%	39.2	0	5	6	3
Total Pending Units	139			10	85	41	3
Total Pending Volume	29,022,994	100%	39.0	1.19M	16.34M	10.36M	1.13M
Average Listing Price	\$208,826			\$119,470	\$192,191	\$252,636	\$378,000

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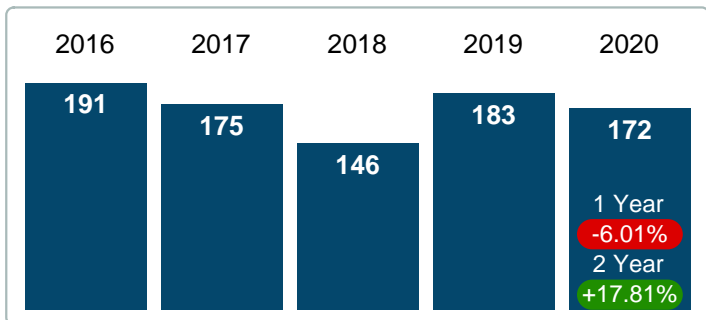
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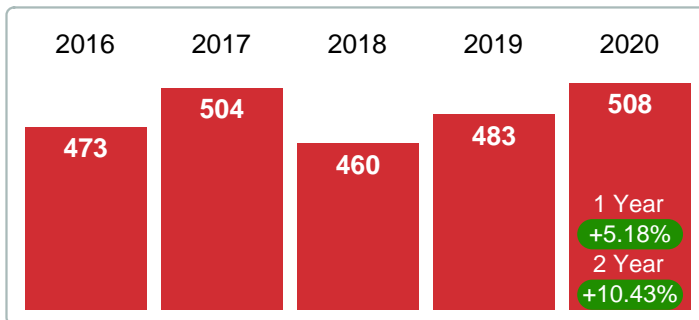
NEW LISTINGS

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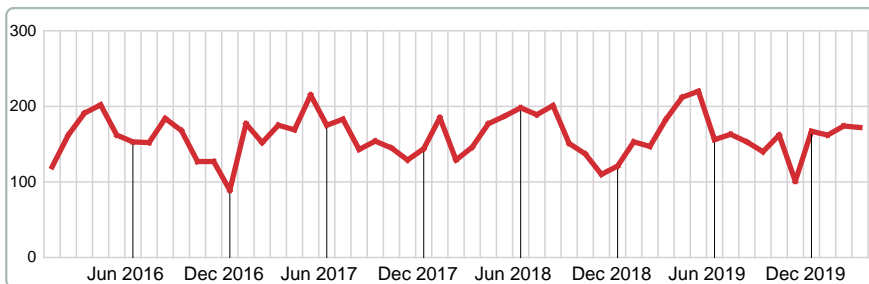
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 173

High May 2019 220 Low Dec 2016 89

New Listings this month at 172
below the 5 yr MAR average of 173

JAN	162	
FEB	174	+7.41%
MAR	172	-1.15%

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	16	9.30%	4	10	2	0
\$100,001 - \$150,000	21	12.21%	3	14	4	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0
\$150,001 - \$225,000	70	40.70%	0	48	22	0
\$225,001 - \$275,000	25	14.53%	0	15	10	0
\$275,001 - \$425,000	23	13.37%	0	7	12	4
\$425,001 and up	17	9.88%	0	6	9	2
Total New Listed Units	172		7	100	59	6
Total New Listed Volume	42,390,287	100%	577.30K	20.90M	17.94M	2.98M
Average New Listed Listing Price	\$217,467		\$82,471	\$209,006	\$304,010	\$495,967

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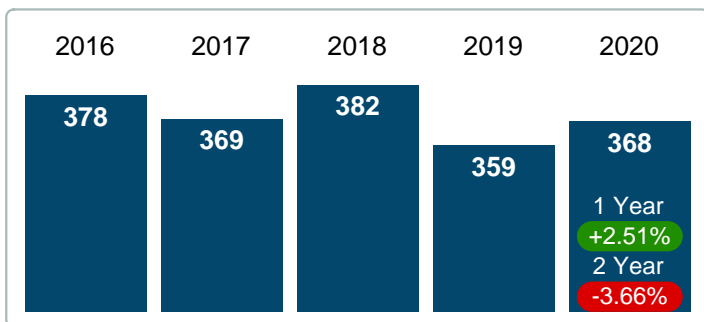
Area Delimited by County Of Wagoner - Residential Property Type



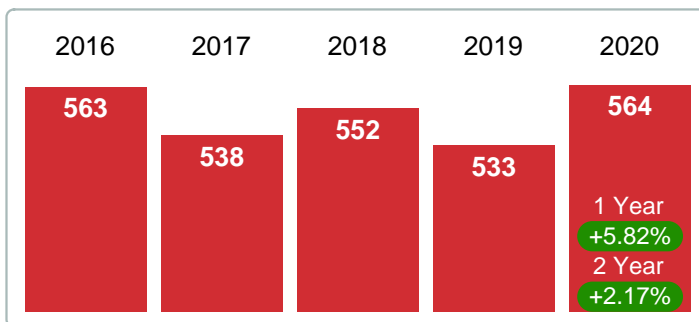
ACTIVE INVENTORY

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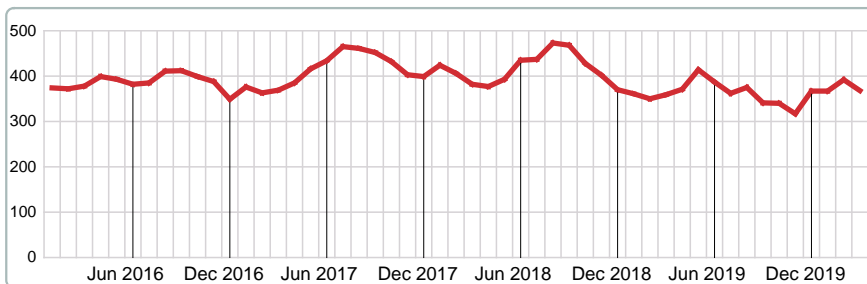
END OF MARCH



ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 371

High Aug 2018 473 Low Nov 2019 317

Inventory this month at **368**
below the 5 yr MAR average of **371**

JAN	367	<div style="width: 96.5%;"></div>
FEB	392	<div style="width: 105.7%;"></div> 6.81%
MAR	368	<div style="width: 99.2%;"></div> -6.12%

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	33	8.97%	104.8	19	12	2	0
\$75,001 - \$100,000	12	3.26%	56.3	3	7	2	0
\$100,001 - \$150,000	88	23.91%	90.7	20	54	12	2
\$150,001 - \$225,000	99	26.90%	48.2	4	65	29	1
\$225,001 - \$300,000	53	14.40%	60.3	2	28	21	2
\$300,001 - \$425,000	48	13.04%	83.4	0	21	19	8
\$425,001 and up	35	9.51%	59.8	0	10	17	8
Total Active Inventory by Units	368			48	197	102	21
Total Active Inventory by Volume	88,342,406	100%	71.1	4.99M	41.63M	31.16M	10.56M
Average Active Inventory Listing Price	\$240,061			\$104,035	\$211,339	\$305,442	\$502,855

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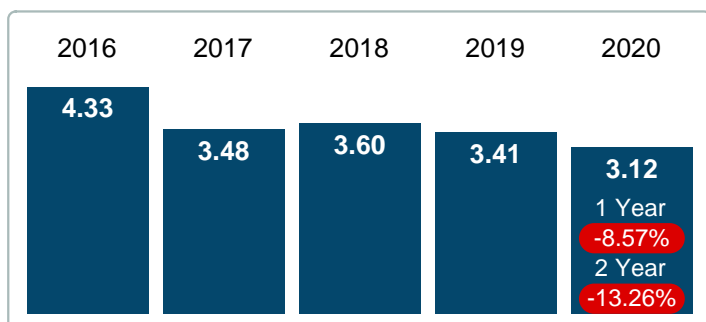
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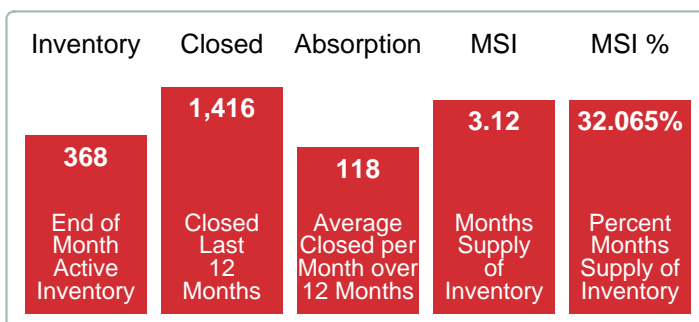
MONTHS SUPPLY of INVENTORY (MSI)

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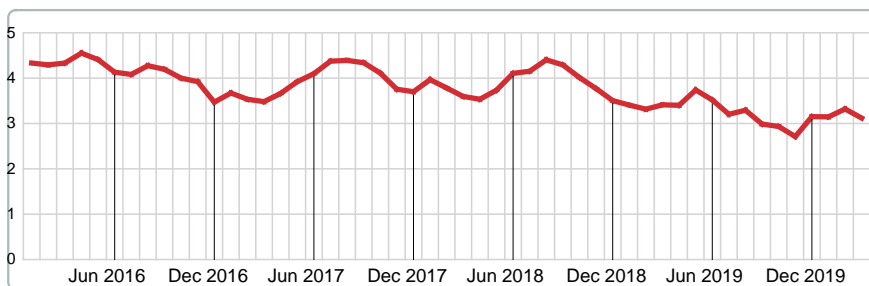
MSI FOR MARCH



INDICATORS FOR MARCH 2020

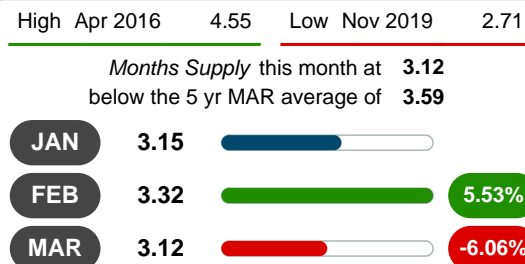


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.59



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	33	8.97%	4.66	10.86	2.72	2.18	0.00
\$75,001 - \$100,000	12	3.26%	2.36	6.00	1.65	8.00	0.00
\$100,001 - \$150,000	88	23.91%	4.08	17.14	3.15	4.00	8.00
\$150,001 - \$225,000	99	26.90%	1.84	8.00	1.72	1.91	2.00
\$225,001 - \$300,000	53	14.40%	3.03	4.80	3.26	2.63	4.00
\$300,001 - \$425,000	48	13.04%	5.54	0.00	8.69	3.45	12.00
\$425,001 and up	35	9.51%	8.40	0.00	10.91	7.29	10.67
Market Supply of Inventory (MSI)			3.12	10.47	2.61	2.90	7.64
Total Active Inventory by Units		100%	368	48	197	102	21

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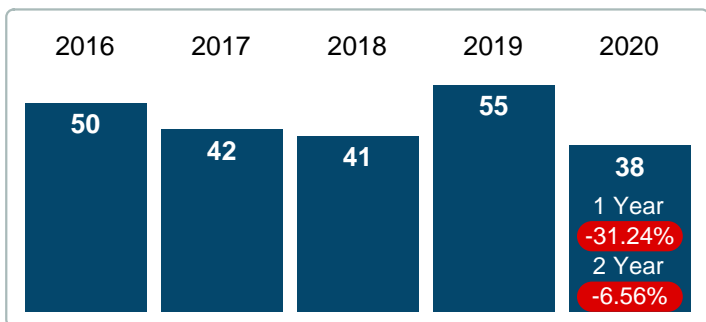
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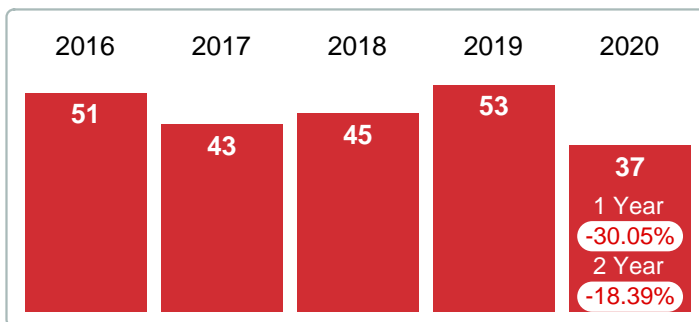
AVERAGE DAYS ON MARKET TO SALE

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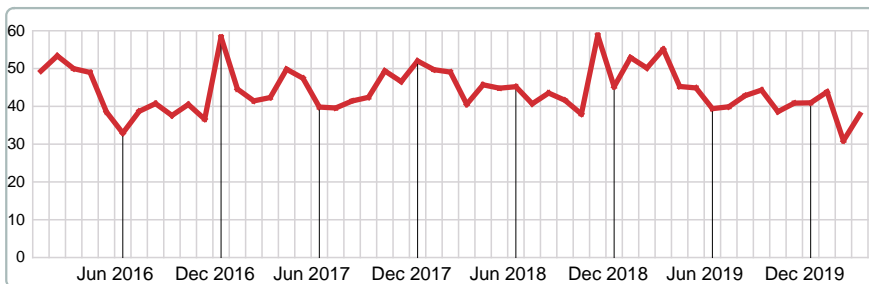
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 45

High Nov 2018 59 Low Feb 2020 31

Average Days on Market to Sale this month at 38 below the 5 yr MAR average of 45



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	6.31%	49	66	26	0	0
\$100,001 - \$125,000	6.31%	42	0	32	56	0
\$125,001 - \$150,000	12.61%	28	7	29	0	0
\$150,001 - \$175,000	25.23%	33	0	29	84	0
\$175,001 - \$200,000	19.82%	32	0	34	31	0
\$200,001 - \$275,000	18.02%	46	0	46	45	0
\$275,001 and up	11.71%	49	0	50	55	22
Average Closed DOM		38				
Total Closed Units	100%	38	54	33	46	22
Total Closed Volume			343.30K	12.00M	8.09M	945.00K

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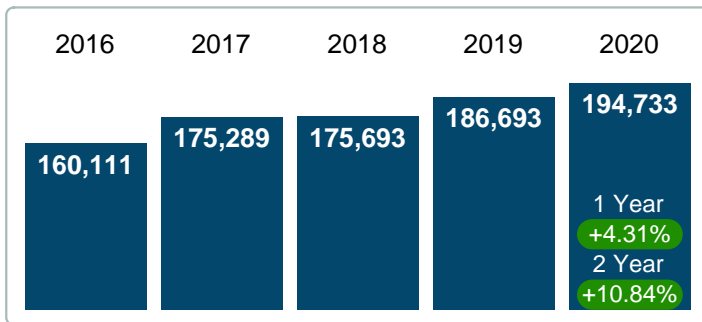
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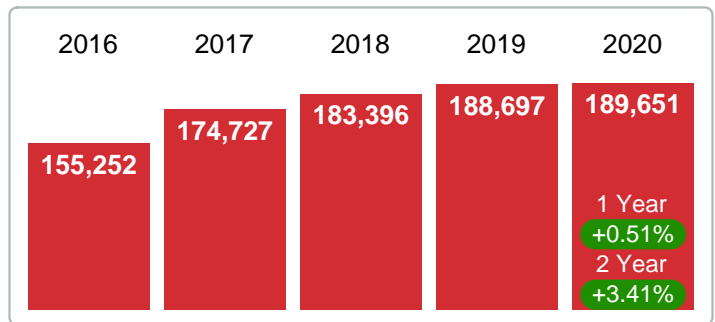
AVERAGE LIST PRICE AT CLOSING

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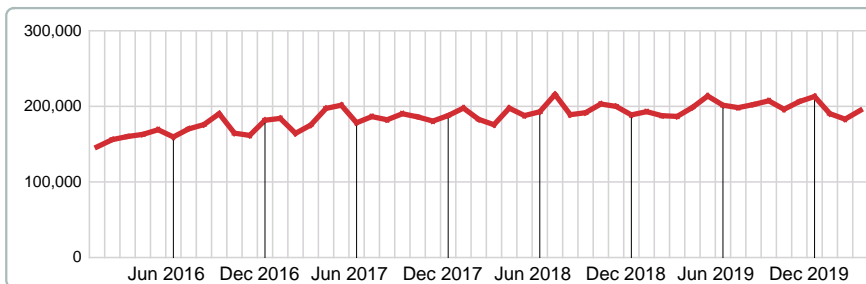
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

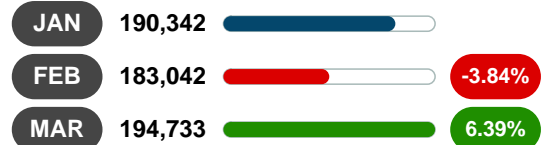


3 MONTHS

5 year MAR AVG = 178,504

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

Average List Price at Closing this month at **194,733**
above the 5 yr MAR average of **178,504**



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	6.31%	55,871	47,925	66,467	0	0
\$100,001 - \$125,000	4.50%	116,180	0	120,450	119,667	0
\$125,001 - \$150,000	14.41%	140,769	145,000	142,108	0	0
\$150,001 - \$175,000	24.32%	163,079	0	163,870	171,017	0
\$175,001 - \$200,000	22.52%	191,304	0	189,336	190,951	0
\$200,001 - \$275,000	16.22%	238,119	0	229,662	239,974	0
\$275,001 and up	11.71%	378,396	0	374,950	354,372	489,950
Average List Price		194,733	67,340	173,544	239,724	489,950
Total Closed Units	100%	194,733	5	70	34	2
Total Closed Volume		21,615,323	336.70K	12.15M	8.15M	979.90K

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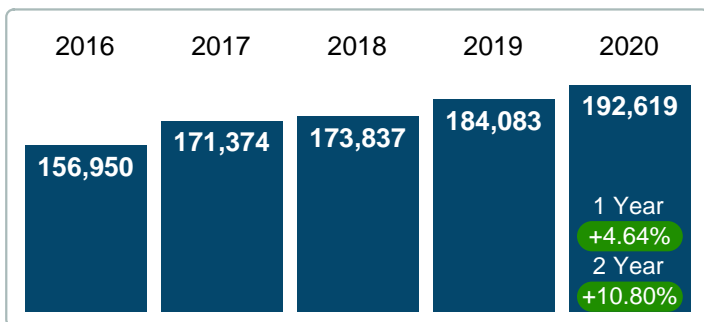
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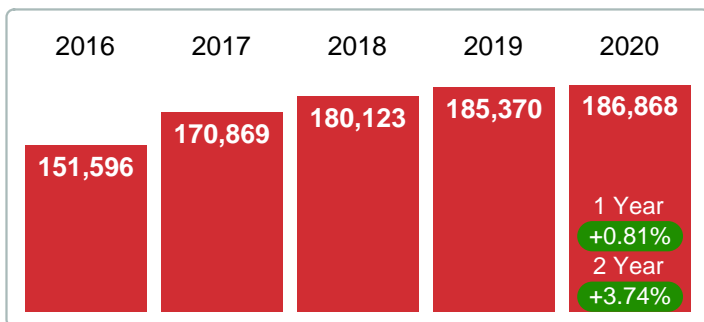
AVERAGE SOLD PRICE AT CLOSING

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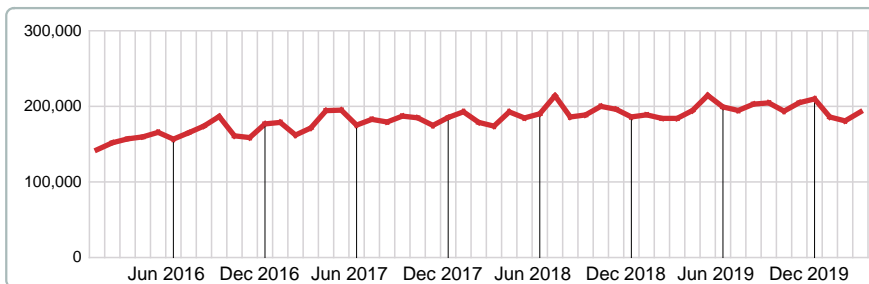
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 175,773

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

Average Sold Price at Closing this month at **192,619** above the 5 yr MAR average of **175,773**

JAN	185,902	
FEB	180,763	-2.76%
MAR	192,619	6.56%

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	6.31%	56,800	51,575	63,767	0	0
\$100,001 - \$125,000	6.31%	117,887	0	116,553	119,667	0
\$125,001 - \$150,000	12.61%	141,808	137,000	142,178	0	0
\$150,001 - \$175,000	25.23%	162,874	0	162,243	171,080	0
\$175,001 - \$200,000	19.82%	189,331	0	187,491	191,171	0
\$200,001 - \$275,000	18.02%	232,602	0	228,198	237,985	0
\$275,001 and up	11.71%	368,829	0	352,500	349,419	472,500
Average Sold Price		192,619	68,660	171,453	237,961	472,500
Total Closed Units	100%	192,619	5	70	34	2
Total Closed Volume		21,380,696	343.30K	12.00M	8.09M	945.00K

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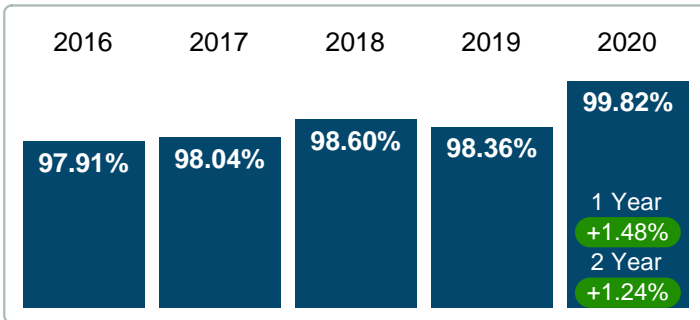
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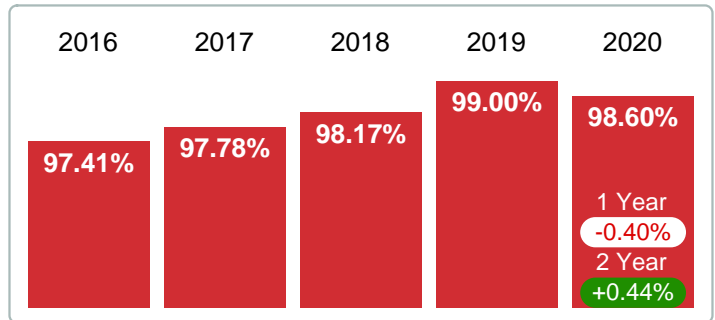
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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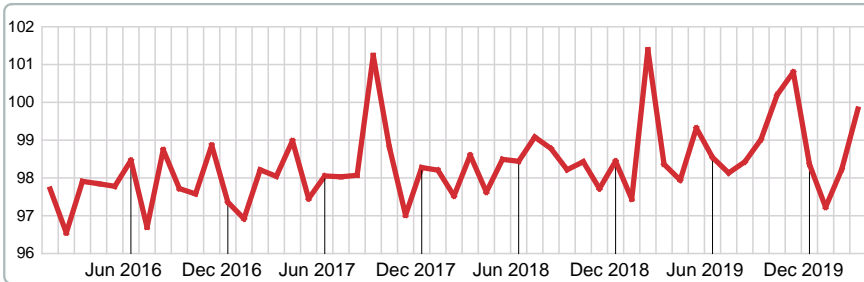
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

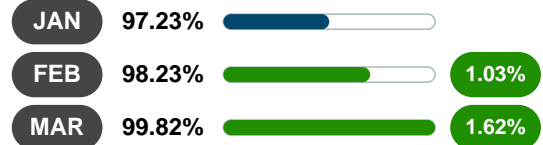


3 MONTHS

5 year MAR AVG = 98.55%

High Feb 2019 101.39% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **99.82%** above the 5 yr MAR average of **98.55%**



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	7	6.31%	109.89%	122.14%	93.56%	0.00%	0.00%
\$100,001 - \$125,000	7	6.31%	98.36%	0.00%	97.14%	100.00%	0.00%
\$125,001 - \$150,000	14	12.61%	99.65%	94.48%	100.05%	0.00%	0.00%
\$150,001 - \$175,000	28	25.23%	99.16%	0.00%	99.10%	100.04%	0.00%
\$175,001 - \$200,000	22	19.82%	99.62%	0.00%	99.08%	100.15%	0.00%
\$200,001 - \$275,000	20	18.02%	99.37%	0.00%	99.52%	99.20%	0.00%
\$275,001 and up	13	11.71%	97.83%	0.00%	94.12%	98.73%	97.51%
Average Sold/List Ratio		99.80%		116.61%	98.85%	99.50%	97.51%
Total Closed Units		111	100%	5	70	34	2
Total Closed Volume		21,380,696		343.30K	12.00M	8.09M	945.00K

March 2020



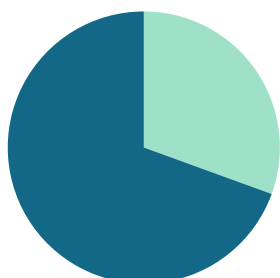
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

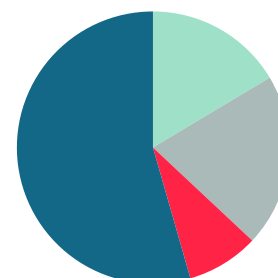


Inventory
 New Listings
172 = 30.55%
 Start Inventory
391
 Total Inventory Units
563
 Volume
\$133,023,893

Market Activity

Closed Sales
111 = 16.42%
 Pending Sales
139 = 20.56%
 Other Off Market
58 = 8.58%
 Active Inventory
368 = 54.44%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	112	111	-0.89%	259	277	6.95%
Pending Sales	125	139	11.20%	328	361	10.06%
New Listings	183	172	-6.01%	483	508	5.18%
Average List Price	186,693	194,733	4.31%	188,697	189,651	0.51%
Average Sale Price	184,083	192,619	4.64%	185,370	186,868	0.81%
Average Percent of Selling Price to List Price	98.36%	99.82%	1.48%	99.00%	98.60%	-0.40%
Average Days on Market to Sale	55.11	37.89	-31.24%	53.05	37.11	-30.05%
Monthly Inventory	358	368	2.79%	358	368	2.79%
Months Supply of Inventory	3.40	3.12	-8.31%	3.40	3.12	-8.31%

Absorption: Last 12 months, an Average of **118** Sales/Month

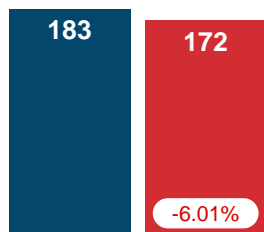
Inventory on March 31, 2020 = **368**

2019 **2020**

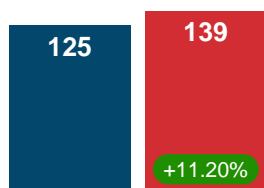
MARCH MARKET

AVERAGE PRICES

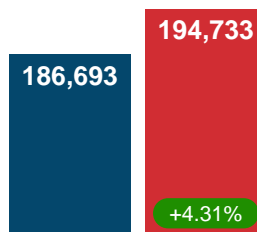
New Listings



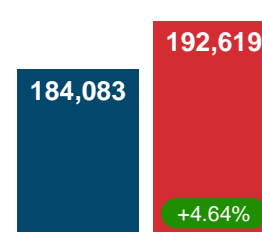
Pending Listings



List Price



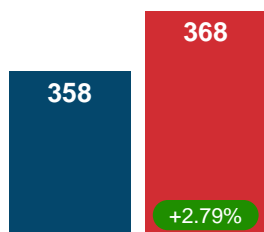
Sale Price



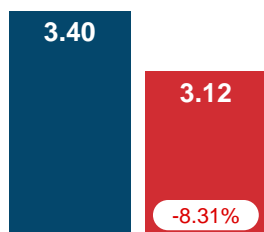
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

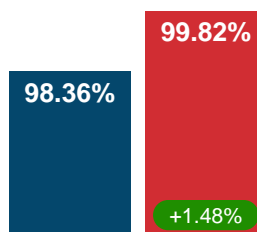
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

