

# March 2020



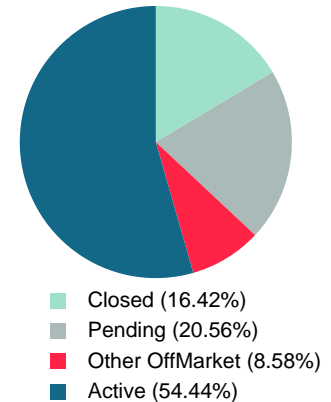
Area Delimited by County Of Wagoner - Residential Property Type



## 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%
Median List Price	163,950	177,154	8.05%
Median Sale Price	161,328	175,000	8.47%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	35.00	18.00	-48.57%
End of Month Inventory	358	368	2.79%
Months Supply of Inventory	3.40	3.12	-8.31%



**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.

#### 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 **8.47%** in March 2020 to \$175,000 versus the previous year at \$161,328.

#### Median Days on Market Shortens

The median number of **18.00** days that homes spent on the market before selling decreased by 17.00 days or **48.57%** in March 2020 compared to last year's same month at **35.00** DOM.

#### Sales Success for March 2020 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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

# March 2020



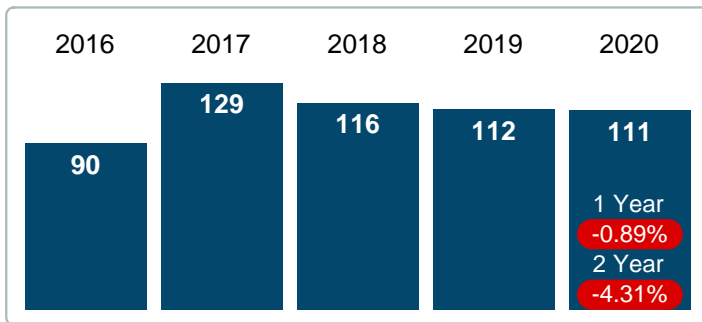
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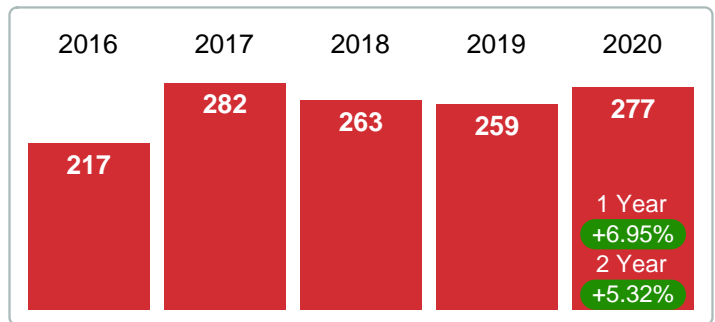
## CLOSED LISTINGS

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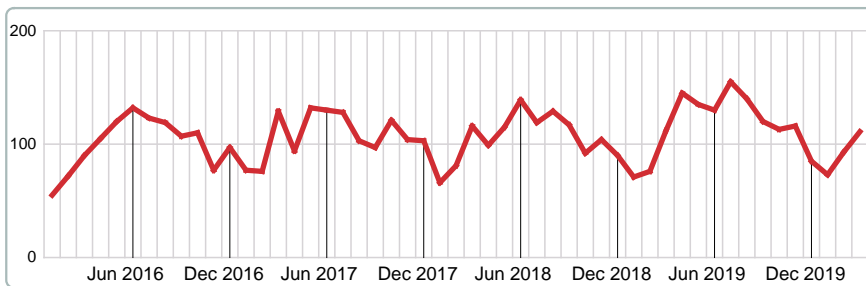
### MARCH



### YEAR TO DATE (YTD)

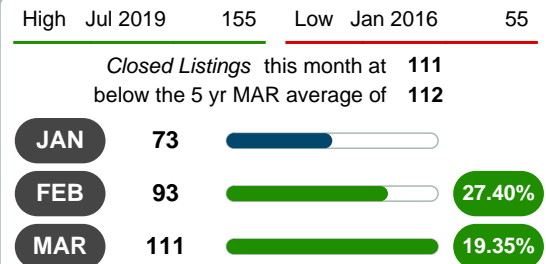


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 112



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	7	6.31%	33.0	4	3	0	0
\$100,001 - \$125,000	7	6.31%	23.0	0	4	3	0
\$125,001 - \$150,000	14	12.61%	6.5	1	13	0	0
\$150,001 - \$175,000	28	25.23%	6.0	0	26	2	0
\$175,001 - \$200,000	22	19.82%	19.5	0	11	11	0
\$200,001 - \$275,000	20	18.02%	33.5	0	11	9	0
\$275,001 and up	13	11.71%	33.0	0	2	9	2
<b>Total Closed Units</b>	<b>111</b>			<b>5</b>	<b>70</b>	<b>34</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>21,380,696</b>	<b>100%</b>	<b>18.0</b>	<b>343.30K</b>	<b>12.00M</b>	<b>8.09M</b>	<b>945.00K</b>
<b>Median Closed Price</b>	<b>\$175,000</b>			<b>\$57,000</b>	<b>\$161,668</b>	<b>\$210,934</b>	<b>\$472,500</b>

# March 2020



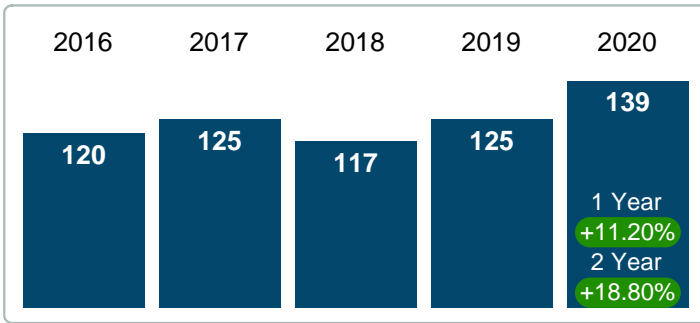
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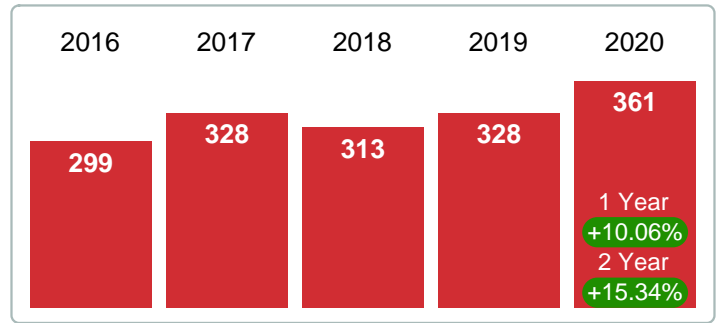
## PENDING LISTINGS

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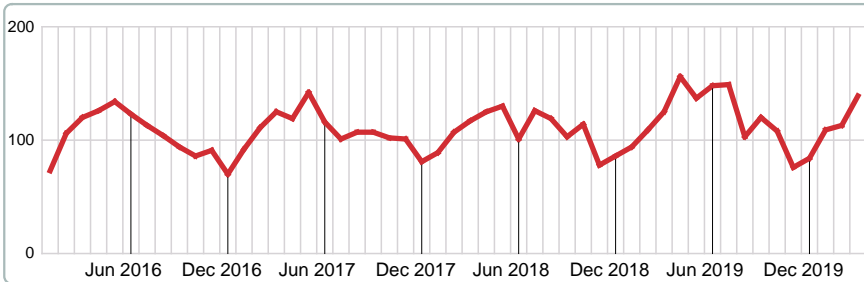
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 125

High Apr 2019 156 Low Dec 2016 70

Pending Listings this month at **139**  
above the 5 yr MAR average of **125**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	9	6.47%	22.0	3	6	0	0
\$75,001 - \$125,000	11	7.91%	47.0	3	6	2	0
\$125,001 - \$150,000	16	11.51%	12.5	1	14	1	0
\$150,001 - \$200,000	44	31.65%	15.0	2	29	13	0
\$200,001 - \$250,000	22	15.83%	21.5	0	13	9	0
\$250,001 - \$325,000	23	16.55%	21.0	1	12	10	0
\$325,001 and up	14	10.07%	14.0	0	5	6	3
<b>Total Pending Units</b>	<b>139</b>			<b>10</b>	<b>85</b>	<b>41</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>29,022,994</b>	<b>100%</b>	<b>18.0</b>	<b>1.19M</b>	<b>16.34M</b>	<b>10.36M</b>	<b>1.13M</b>
<b>Median Listing Price</b>	<b>\$189,900</b>			<b>\$106,450</b>	<b>\$170,000</b>	<b>\$222,428</b>	<b>\$359,000</b>

# March 2020



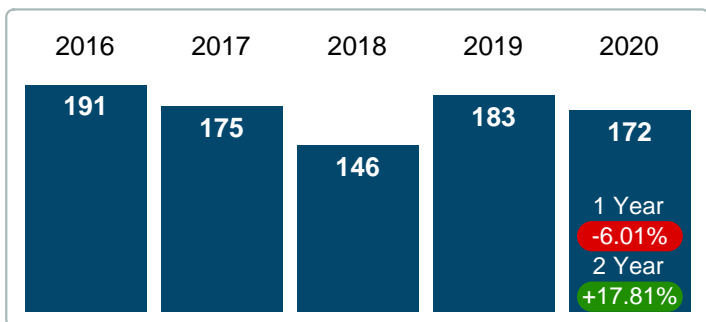
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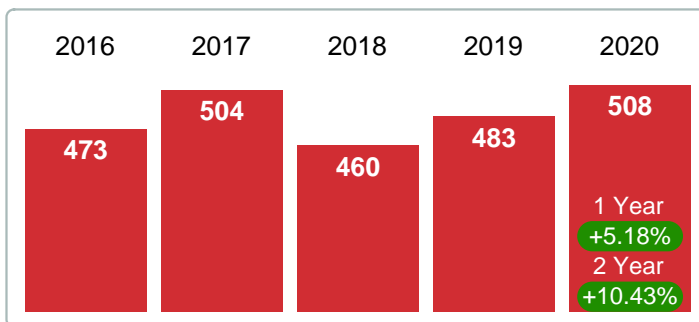
## NEW LISTINGS

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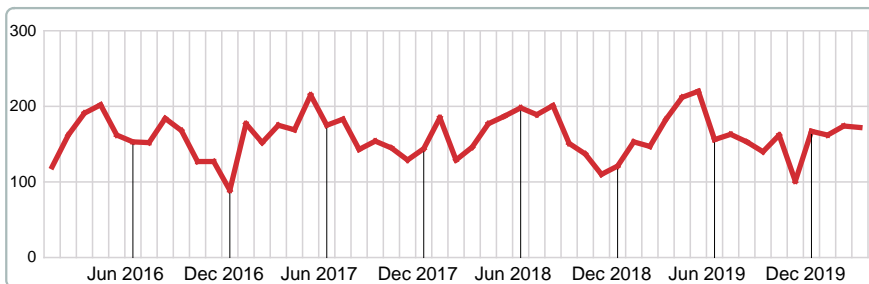
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

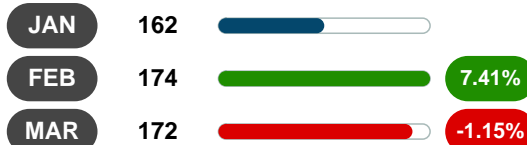


### 3 MONTHS

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



### 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
<b>Total New Listed Units</b>	<b>172</b>		<b>7</b>	<b>100</b>	<b>59</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>42,390,287</b>	<b>100%</b>	<b>577.30K</b>	<b>20.90M</b>	<b>17.94M</b>	<b>2.98M</b>
<b>Median New Listed Listing Price</b>	<b>\$196,245</b>		<b>\$65,000</b>	<b>\$169,950</b>	<b>\$239,000</b>	<b>\$381,450</b>

# March 2020



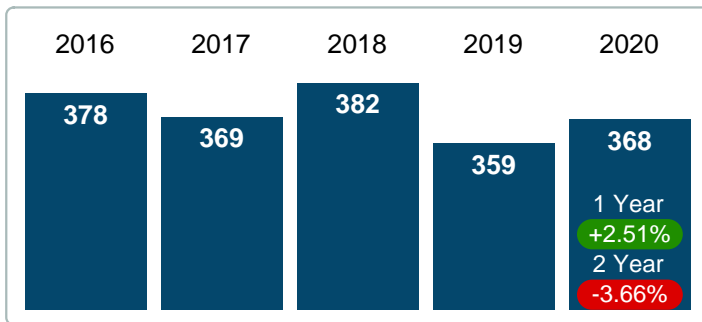
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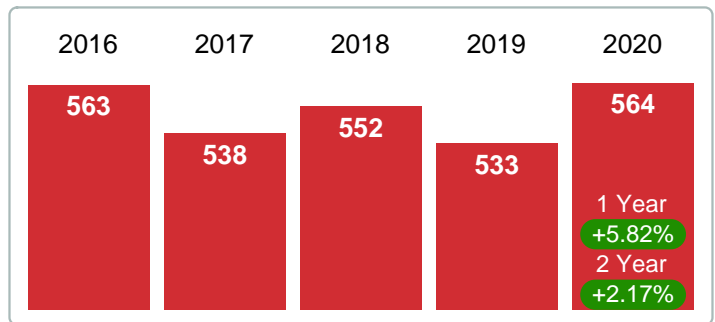
## ACTIVE INVENTORY

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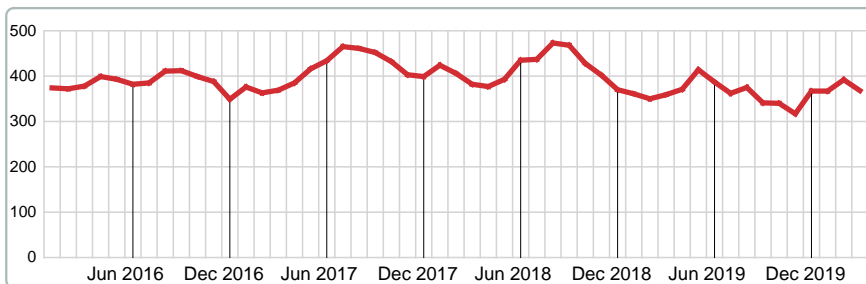
### END OF MARCH



### ACTIVE DURING MARCH

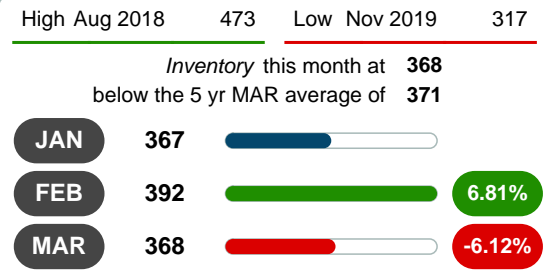


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 371



### 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	33	8.97%	112.0	19	12	2	0
\$75,001 - \$100,000	12	3.26%	45.0	3	7	2	0
\$100,001 - \$150,000	88	23.91%	112.0	20	54	12	2
\$150,001 - \$225,000	99	26.90%	34.0	4	65	29	1
\$225,001 - \$300,000	53	14.40%	40.0	2	28	21	2
\$300,001 - \$425,000	48	13.04%	64.0	0	21	19	8
\$425,001 and up	35	9.51%	42.0	0	10	17	8
<b>Total Active Inventory by Units</b>	<b>368</b>			<b>48</b>	<b>197</b>	<b>102</b>	<b>21</b>
<b>Total Active Inventory by Volume</b>	<b>88,342,406</b>	<b>100%</b>	<b>59.0</b>	<b>4.99M</b>	<b>41.63M</b>	<b>31.16M</b>	<b>10.56M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$180,500</b>			<b>\$117,489</b>	<b>\$165,000</b>	<b>\$240,000</b>	<b>\$393,000</b>

# March 2020



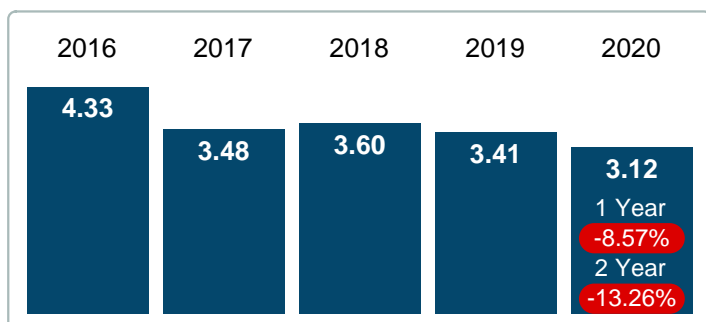
Area Delimited by County Of Wagoner - Residential Property Type



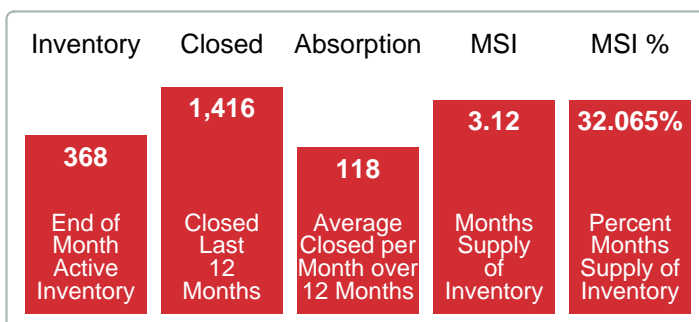
## MONTHS SUPPLY of INVENTORY (MSI)

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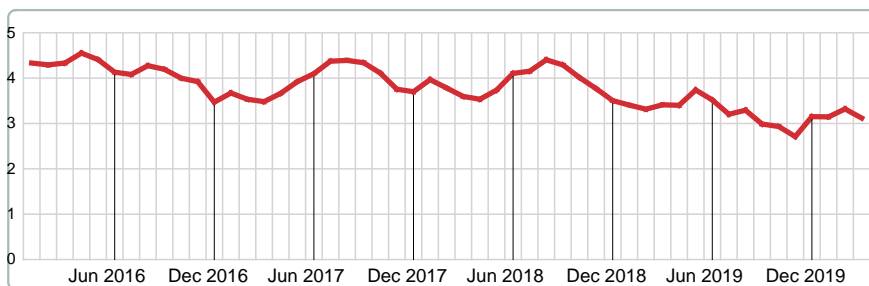
### MSI FOR MARCH



### INDICATORS FOR MARCH 2020

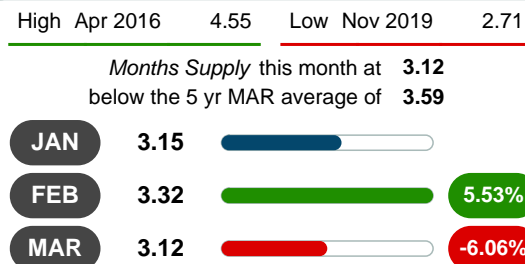


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	8.97%	4.66	10.86	2.72	2.18	0.00
\$75,001 - \$100,000	3.26%	2.36	6.00	1.65	8.00	0.00
\$100,001 - \$150,000	23.91%	4.08	17.14	3.15	4.00	8.00
\$150,001 - \$225,000	26.90%	1.84	8.00	1.72	1.91	2.00
\$225,001 - \$300,000	14.40%	3.03	4.80	3.26	2.63	4.00
\$300,001 - \$425,000	13.04%	5.54	0.00	8.69	3.45	12.00
\$425,001 and up	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

# March 2020



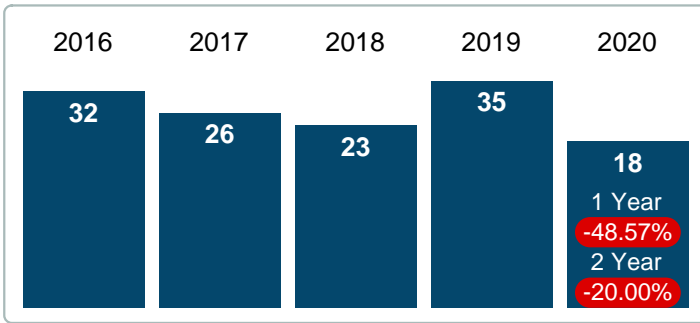
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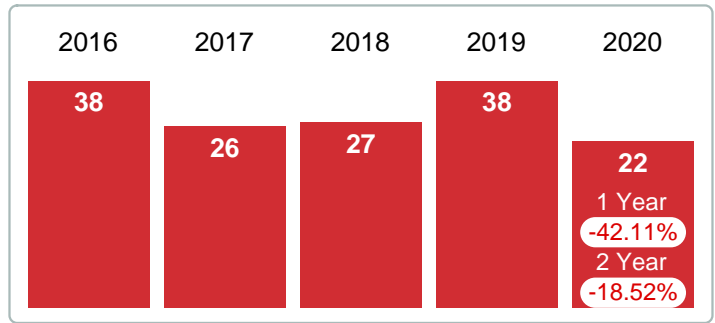
## MEDIAN DAYS ON MARKET TO SALE

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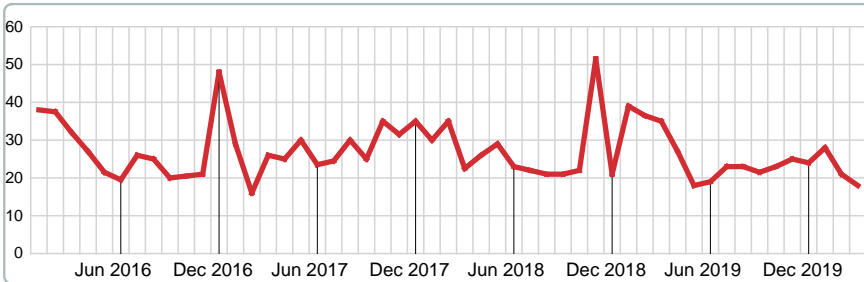
### MARCH



### YEAR TO DATE (YTD)

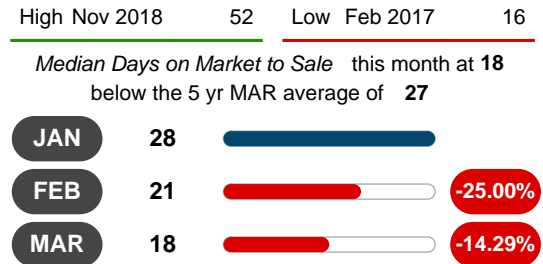


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 27



### 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	6.31%	33	70	24	0	0
\$100,001 - \$125,000	6.31%	23	0	23	35	0
\$125,001 - \$150,000	12.61%	7	7	6	0	0
\$150,001 - \$175,000	25.23%	6	0	6	84	0
\$175,001 - \$200,000	19.82%	20	0	18	32	0
\$200,001 - \$275,000	18.02%	34	0	16	51	0
\$275,001 and up	11.71%	33	0	50	33	22
<b>Median Closed DOM</b>		18	33	12	41	22
<b>Total Closed Units</b>	100%	18.0	5	70	34	2
<b>Total Closed Volume</b>		21,380,696	343.30K	12.00M	8.09M	945.00K



# March 2020



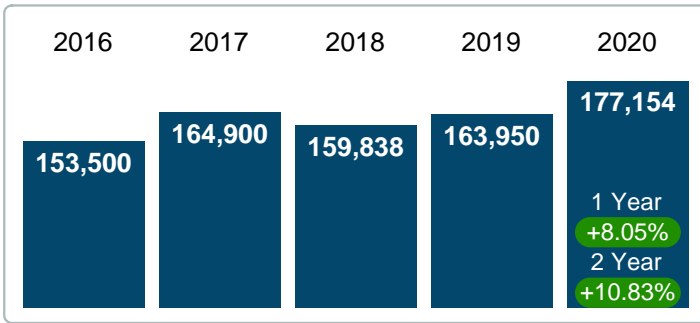
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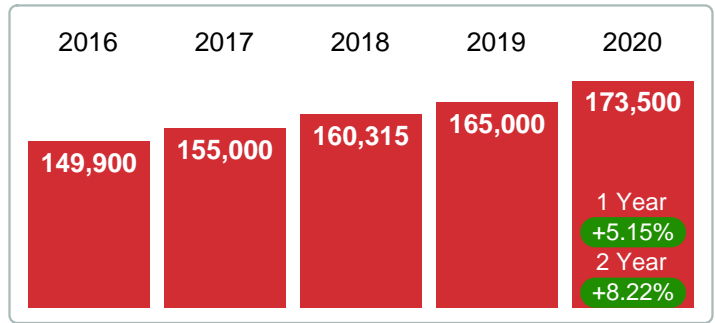
## MEDIAN LIST PRICE AT CLOSING

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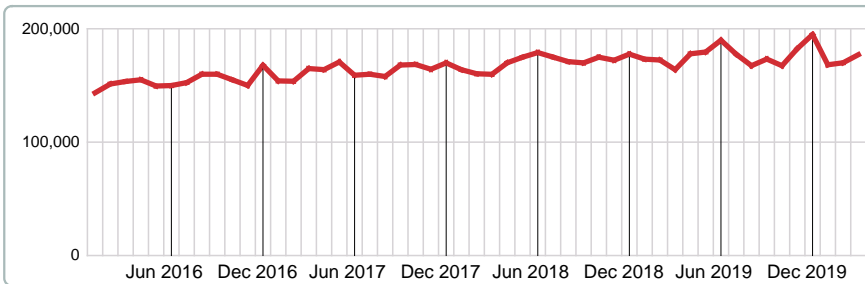
### MARCH



### YEAR TO DATE (YTD)

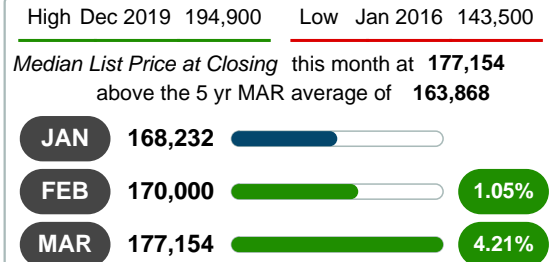


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 163,868



### 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	7	6.31%	64,900	46,450	64,900	0	0
\$100,001 - \$125,000	5	4.50%	115,000	0	110,950	120,000	0
\$125,001 - \$150,000	16	14.41%	143,900	145,000	142,900	0	0
\$150,001 - \$175,000	27	24.32%	164,000	0	162,900	171,017	0
\$175,001 - \$200,000	25	22.52%	195,000	0	194,317	195,000	0
\$200,001 - \$275,000	18	16.22%	240,000	0	235,000	242,500	0
\$275,001 and up	13	11.71%	319,900	0	374,950	310,000	489,950
Median List Price			177,154	67,900	164,900	213,434	489,950
Total Closed Units		100%	177,154	5	70	34	2
Total Closed Volume			21,615,323	336.70K	12.15M	8.15M	979.90K



# March 2020



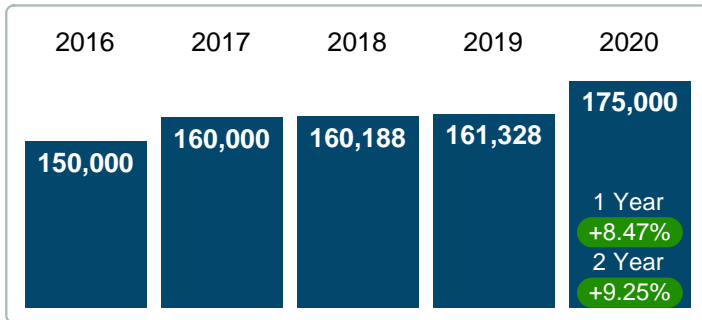
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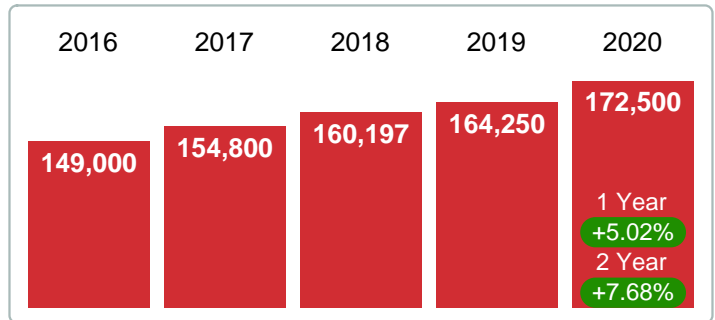
## MEDIAN SOLD PRICE AT CLOSING

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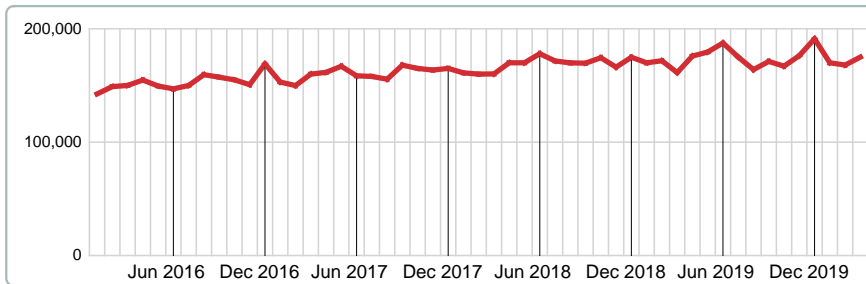
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

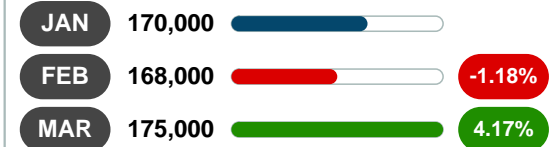


### 3 MONTHS

5 year MAR AVG = 161,303

High Dec 2019 191,160 Low Jan 2016 142,500

Median Sold Price at Closing this month at **175,000** above the 5 yr MAR average of **161,303**



### 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	6.31%	57,000	56,000	62,000	0	0
\$100,001 - \$125,000	6.31%	117,000	0	116,000	120,000	0
\$125,001 - \$150,000	12.61%	142,500	137,000	143,000	0	0
\$150,001 - \$175,000	25.23%	160,418	0	160,000	171,080	0
\$175,001 - \$200,000	19.82%	190,500	0	189,000	192,000	0
\$200,001 - \$275,000	18.02%	237,750	0	219,930	242,000	0
\$275,001 and up	11.71%	315,000	0	352,500	300,000	472,500
Median Sold Price		175,000	57,000	161,668	210,934	472,500
Total Closed Units	100%	111	5	70	34	2
Total Closed Volume		21,380,696	343.30K	12.00M	8.09M	945.00K

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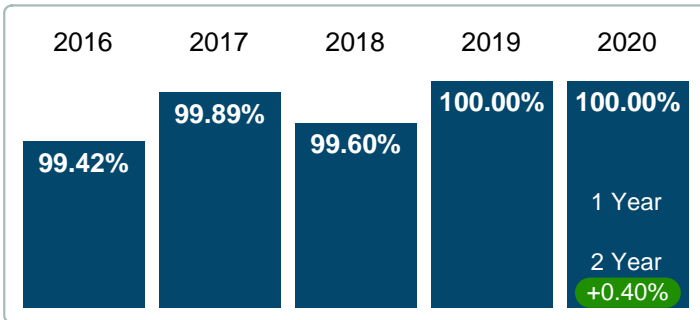
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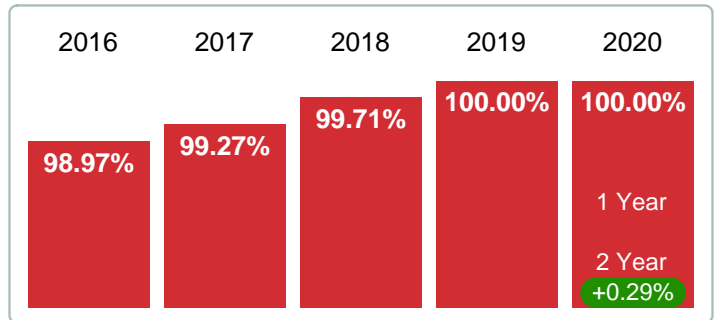
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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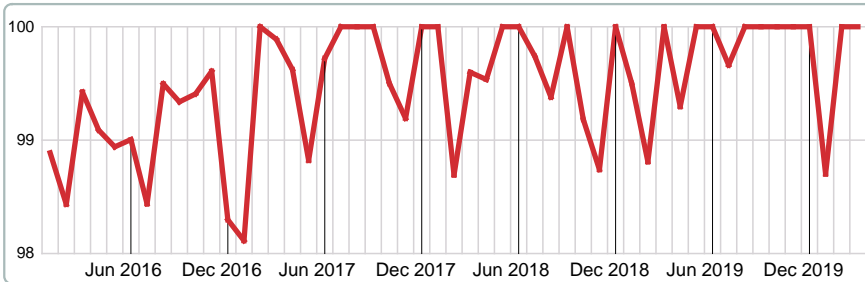
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

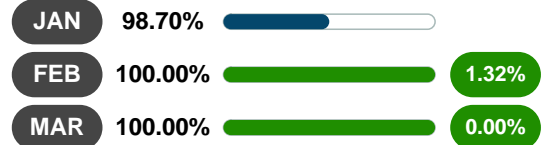


### 3 MONTHS

5 year MAR AVG = 99.78%

High Mar 2020 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at **100.00%**  
equal to 5 yr MAR average of **99.78%**



### 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	7	6.31%	95.53%	90.50%	95.53%	0.00%	0.00%
\$100,001 - \$125,000	7	6.31%	100.00%	0.00%	97.69%	100.00%	0.00%
\$125,001 - \$150,000	14	12.61%	100.00%	94.48%	100.00%	0.00%	0.00%
\$150,001 - \$175,000	28	25.23%	100.00%	0.00%	100.00%	100.04%	0.00%
\$175,001 - \$200,000	22	19.82%	100.00%	0.00%	100.00%	100.36%	0.00%
\$200,001 - \$275,000	20	18.02%	100.00%	0.00%	100.00%	100.00%	0.00%
\$275,001 and up	13	11.71%	98.47%	0.00%	94.12%	98.60%	97.51%
Median Sold/List Ratio		100.00%		94.48%	100.00%	100.00%	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



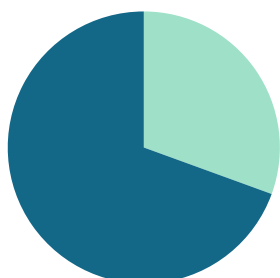
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

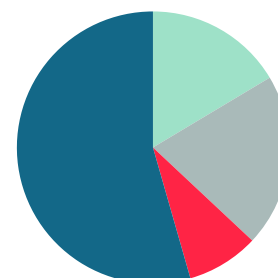


**Inventory**  
 New Listings  
**172 = 30.55%**  
 Start Inventory  
**391**  
 Total Inventory Units  
**563**  
 Volume  
**\$133,023,893**

### 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%
Median List Price	163,950	177,154	8.05%	165,000	173,500	5.15%
Median Sale Price	161,328	175,000	8.47%	164,250	172,500	5.02%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	35.00	18.00	-48.57%	38.00	22.00	-42.11%
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

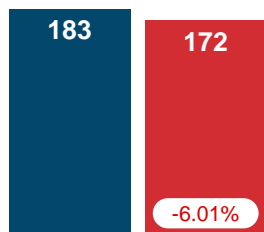
**Inventory** on March 31, 2020 = **368**

**2019** **2020**

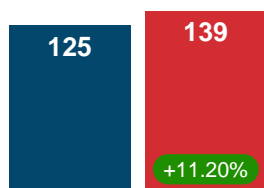
### MARCH MARKET

### MEDIAN PRICES

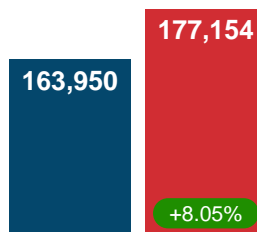
#### New Listings



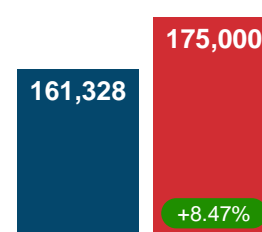
#### Pending Listings



#### List Price



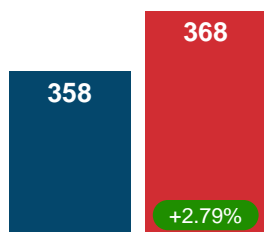
#### Sale Price



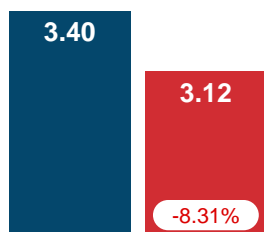
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

