

# May 2020



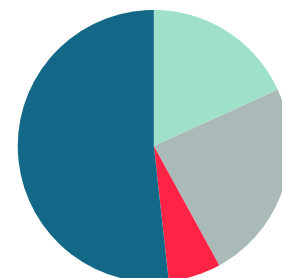
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	135	114	-15.56%
Pending Listings	137	149	8.76%
New Listings	220	171	-22.27%
Average List Price	213,663	191,634	-10.31%
Average Sale Price	214,507	190,620	-11.14%
Average Percent of Selling Price to List Price	99.32%	99.49%	0.18%
Average Days on Market to Sale	44.87	28.70	-36.03%
End of Month Inventory	413	324	-21.55%
Months Supply of Inventory	3.73	2.85	-23.56%



■ Closed (18.21%)  
■ Pending (23.80%)  
■ Other OffMarket (6.23%)  
■ Active (51.76%)

**Absorption:** Last 12 months, an Average of **114** Sales/Month  
**Active Inventory** as of May 31, 2020 = **324**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **21.55%** to 324 existing homes available for sale. Over the last 12 months this area has had an average of 114 closed sales per month. This represents an unsold inventory index of **2.85** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **11.14%** in May 2020 to \$190,620 versus the previous year at \$214,507.

#### Average Days on Market Shortens

The average number of **28.70** days that homes spent on the market before selling decreased by 16.16 days or **36.03%** in May 2020 compared to last year's same month at **44.87** DOM.

#### Sales Success for May 2020 is Positive

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

There were 171 New Listings in May 2020, down **22.27%** from last year at 220. Furthermore, there were 114 Closed Listings this month versus last year at 135, a **-15.56%** decrease.

Closed versus Listed trends yielded a **66.7%** ratio, up from previous year's, May 2019, at **61.4%**, a **8.64%** upswing. This will certainly create pressure on a decreasing 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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

# May 2020



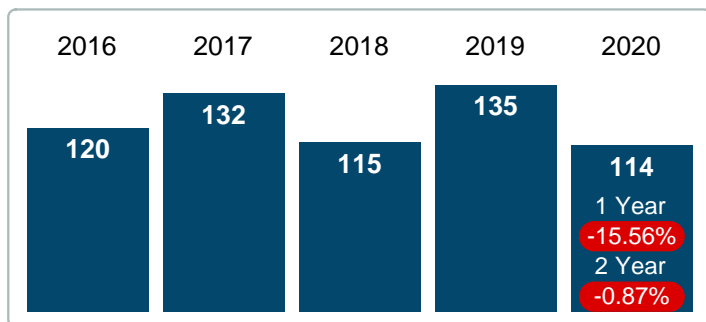
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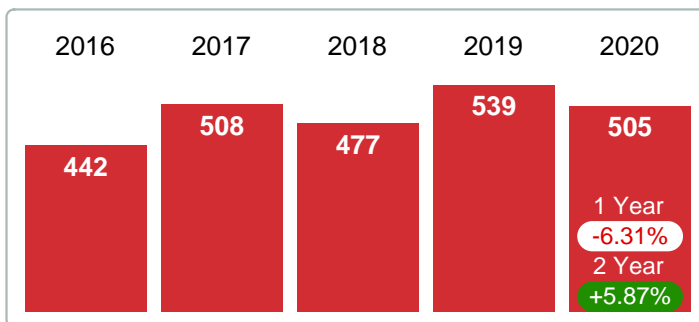
## CLOSED LISTINGS

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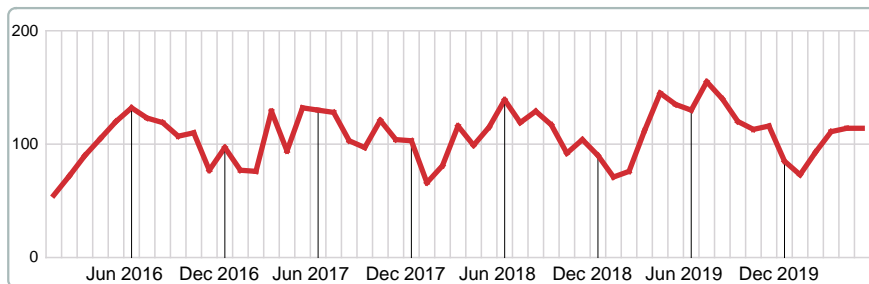
### MAY



### YEAR TO DATE (YTD)

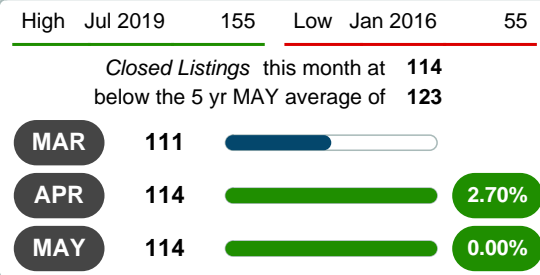


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 123



### 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	8	7.02%	28.8	0	8	0	0
\$100,001 - \$125,000	6	5.26%	16.7	0	3	3	0
\$125,001 - \$150,000	14	12.28%	21.2	0	14	0	0
\$150,001 - \$175,000	22	19.30%	34.9	0	16	6	0
\$175,001 - \$200,000	23	20.18%	26.4	0	15	8	0
\$200,001 - \$250,000	23	20.18%	33.8	0	10	13	0
\$250,001 and up	18	15.79%	27.3	0	9	9	0
<b>Total Closed Units</b>	<b>114</b>			<b>0</b>	<b>75</b>	<b>39</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>21,730,643</b>	<b>100%</b>	<b>28.7</b>	<b>0.00B</b>	<b>13.30M</b>	<b>8.43M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$190,620</b>			<b>\$0</b>	<b>\$177,400</b>	<b>\$216,043</b>	<b>\$0</b>

# May 2020



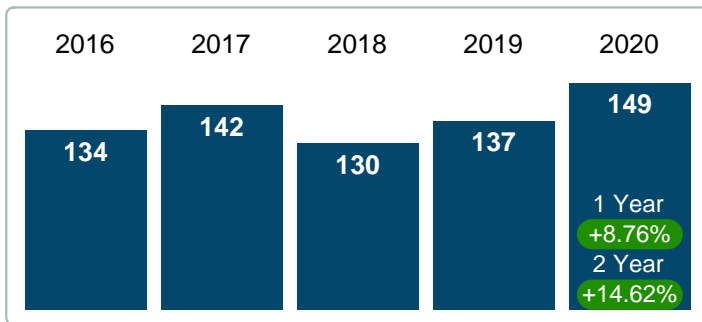
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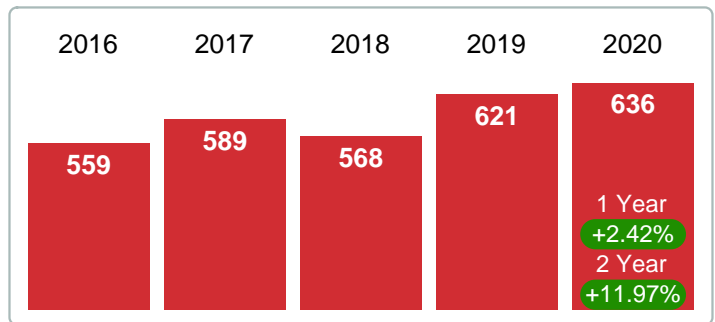
## PENDING LISTINGS

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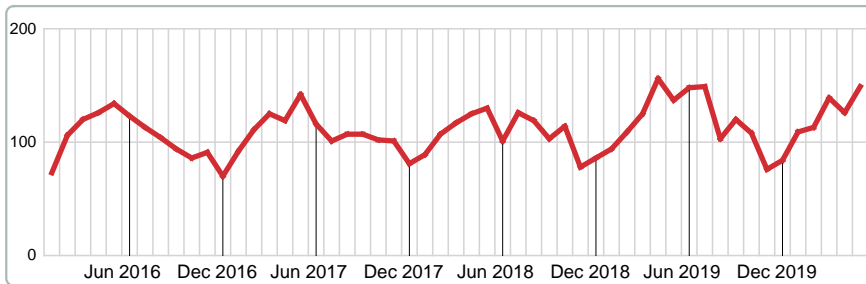
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 138

High Apr 2019 156 Low Dec 2016 70

Pending Listings this month at **149**  
above the 5 yr MAY average of **138**

- MAR 139 █
- APR 126 █ -9.35%
- MAY 149 █ 18.25%

### 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	13	8.72%	50.6	4	7	2	0
\$100,001 - \$125,000	6	4.03%	39.7	3	3	0	0
\$125,001 - \$150,000	21	14.09%	34.3	1	17	3	0
\$150,001 - \$200,000	47	31.54%	27.0	1	39	7	0
\$200,001 - \$225,000	20	13.42%	27.2	1	15	4	0
\$225,001 - \$300,000	28	18.79%	28.0	1	15	12	0
\$300,001 and up	14	9.40%	26.4	0	6	6	2
<b>Total Pending Units</b>	<b>149</b>			<b>11</b>	<b>102</b>	<b>34</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>29,519,672</b>	<b>100%</b>	<b>27.8</b>	<b>1.36M</b>	<b>19.43M</b>	<b>8.00M</b>	<b>727.90K</b>
<b>Average Listing Price</b>	<b>\$200,388</b>			<b>\$123,360</b>	<b>\$190,523</b>	<b>\$235,336</b>	<b>\$363,950</b>

# May 2020



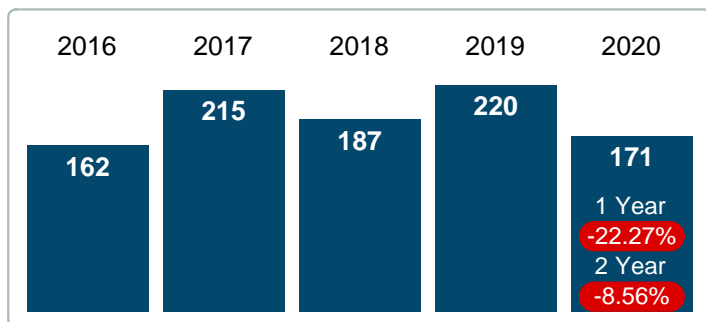
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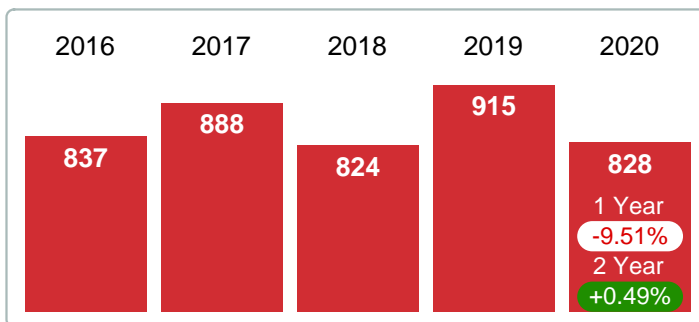
## NEW LISTINGS

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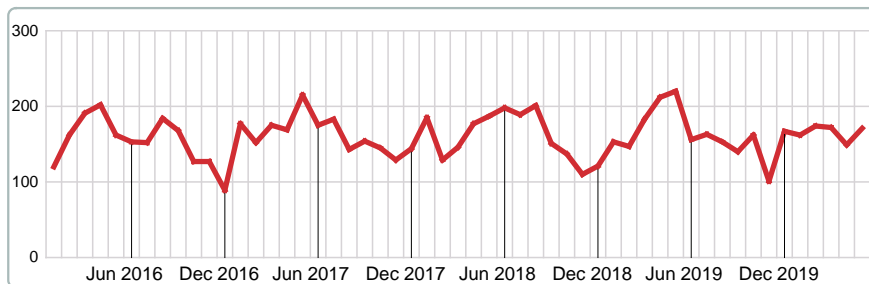
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 191

High May 2019: 220 | Low Dec 2016: 89

New Listings this month at 171  
below the 5 yr MAY average of 191

MAR	172	
APR	149	-13.37%
MAY	171	14.77%

### 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	9.36%	3	11	2	0
\$100,001 - \$125,000	6	3.51%	1	5	0	0
\$125,001 - \$175,000	43	25.15%	1	41	1	0
\$175,001 - \$200,000	22	12.87%	0	16	6	0
\$200,001 - \$250,000	39	22.81%	0	21	15	3
\$250,001 - \$350,000	23	13.45%	2	12	8	1
\$350,001 and up	22	12.87%	1	8	8	5
<b>Total New Listed Units</b>	<b>171</b>		<b>8</b>	<b>114</b>	<b>40</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>42,046,606</b>	<b>100%</b>	<b>1.49M</b>	<b>24.80M</b>	<b>10.60M</b>	<b>5.16M</b>
<b>Average New Listed Listing Price</b>	<b>\$229,249</b>		<b>\$186,132</b>	<b>\$217,517</b>	<b>\$265,083</b>	<b>\$573,033</b>

# May 2020



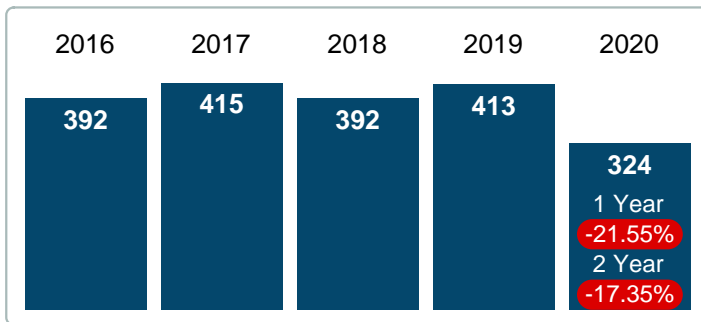
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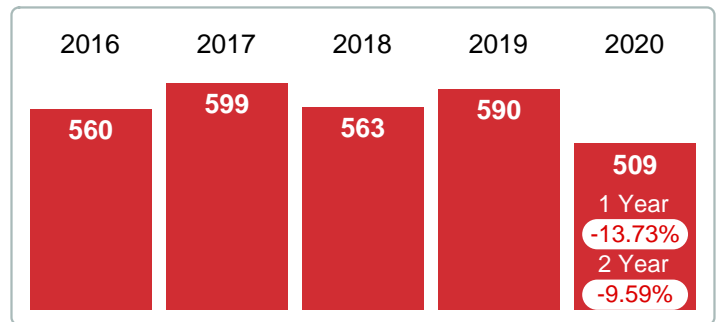
## ACTIVE INVENTORY

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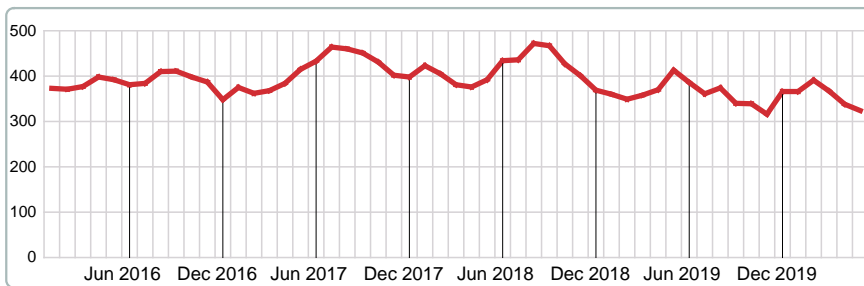
### END OF MAY



### ACTIVE DURING MAY

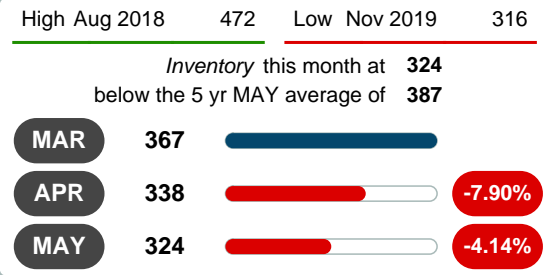


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 387



### 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	29	8.95%	151.8	15	11	3	0
\$75,001 - \$100,000	10	3.09%	55.5	1	7	2	0
\$100,001 - \$150,000	77	23.77%	129.5	18	46	11	2
\$150,001 - \$225,000	75	23.15%	53.7	2	54	17	2
\$225,001 - \$325,000	56	17.28%	49.7	2	25	25	4
\$325,001 - \$450,000	43	13.27%	62.7	0	20	17	6
\$450,001 and up	34	10.49%	66.7	1	9	15	9
Total Active Inventory by Units			324	39	172	90	23
Total Active Inventory by Volume			85,579,394	4.51M	39.69M	29.22M	12.15M
Average Active Inventory Listing Price			\$264,134	\$115,766	\$230,773	\$324,713	\$528,150

# May 2020



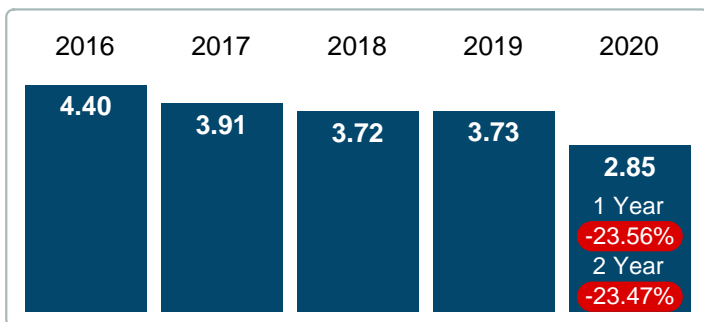
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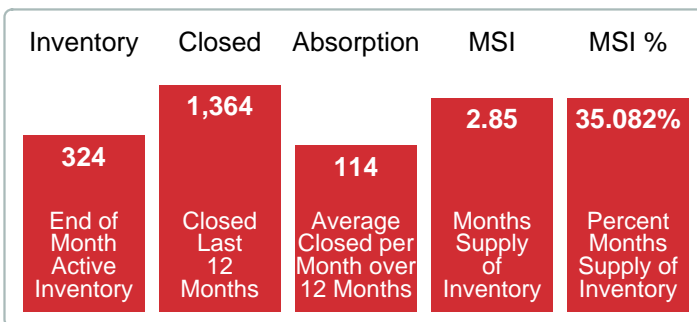
## MONTHS SUPPLY of INVENTORY (MSI)

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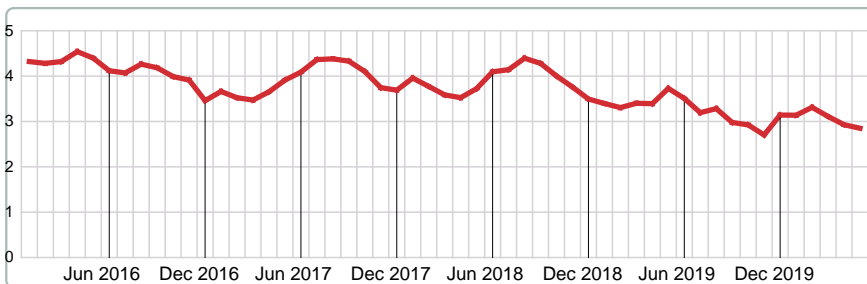
### MSI FOR MAY



### INDICATORS FOR MAY 2020

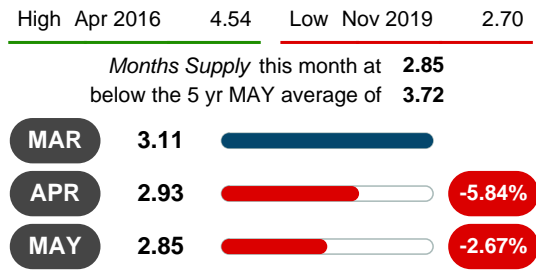


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 3.72



### 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	29	8.95%	4.35	9.00	2.64	3.60	0.00
\$75,001 - \$100,000	10	3.09%	2.11	1.71	1.79	8.00	0.00
\$100,001 - \$150,000	77	23.77%	3.70	19.64	2.76	3.67	8.00
\$150,001 - \$225,000	75	23.15%	1.42	4.00	1.48	1.11	4.80
\$225,001 - \$325,000	56	17.28%	2.87	4.80	2.91	2.56	5.33
\$325,001 - \$450,000	43	13.27%	6.53	0.00	9.23	4.25	14.40
\$450,001 and up	34	10.49%	12.75	12.00	15.43	10.59	15.43
Market Supply of Inventory (MSI)			2.85	9.36	2.37	2.60	9.52
Total Active Inventory by Units		100%	2.85	39	172	90	23

# May 2020



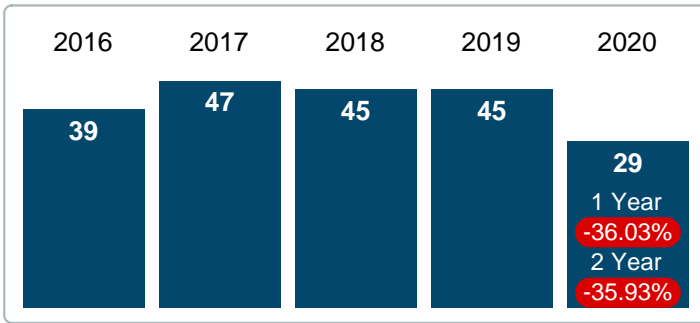
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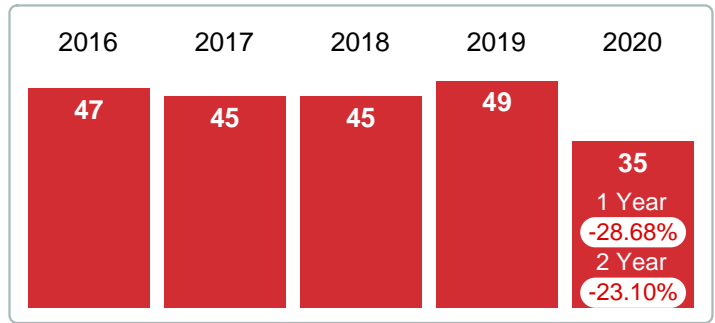
## AVERAGE DAYS ON MARKET TO SALE

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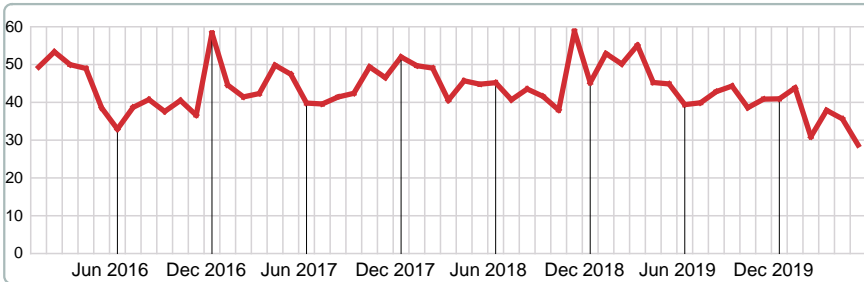
### MAY



### YEAR TO DATE (YTD)

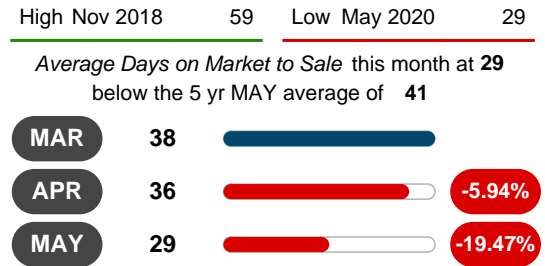


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 41



### 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	7.02%	29	0	29	0	0
\$100,001 - \$125,000	5.26%	17	0	20	14	0
\$125,001 - \$150,000	12.28%	21	0	21	0	0
\$150,001 - \$175,000	19.30%	35	0	28	53	0
\$175,001 - \$200,000	20.18%	26	0	24	31	0
\$200,001 - \$250,000	20.18%	34	0	19	45	0
\$250,001 and up	15.79%	27	0	33	22	0
<b>Average Closed DOM</b>		<b>29</b>	<b>0</b>	<b>25</b>	<b>36</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>29</b>		<b>75</b>	<b>39</b>	
<b>Total Closed Volume</b>		<b>21,730,643</b>	<b>0.00B</b>	<b>13.30M</b>	<b>8.43M</b>	<b>0.00B</b>



# May 2020



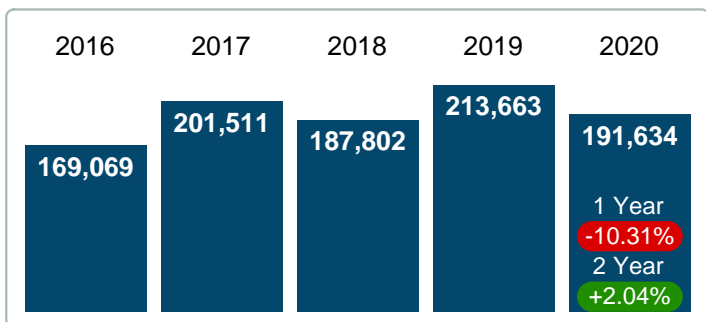
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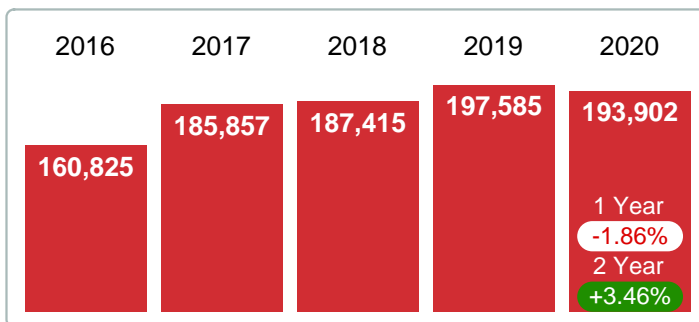
## AVERAGE LIST PRICE AT CLOSING

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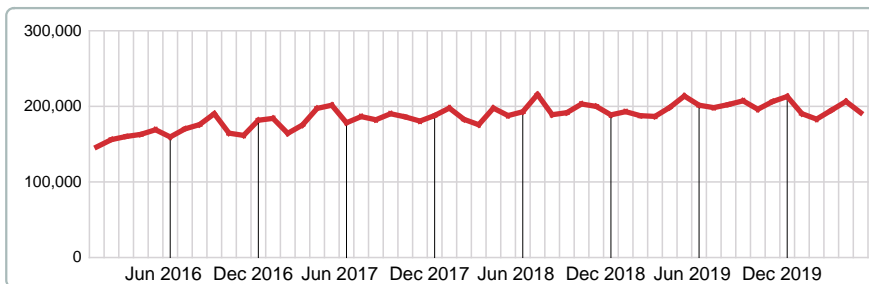
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 192,736

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

Average List Price at Closing this month at **191,634**  
below the 5 yr MAY average of **192,736**

MAR	194,733	
APR	206,500	6.04%
MAY	191,634	-7.20%

### 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	7.02%	67,819	0	67,819	0	0
\$100,001 - \$125,000	7.02%	118,738	0	116,633	116,667	0
\$125,001 - \$150,000	8.77%	140,927	0	141,012	0	0
\$150,001 - \$175,000	21.93%	164,355	0	163,499	167,651	0
\$175,001 - \$200,000	19.30%	190,003	0	189,112	190,145	0
\$200,001 - \$250,000	20.18%	221,691	0	223,757	219,663	0
\$250,001 and up	15.79%	308,709	0	314,152	303,265	0
<b>Average List Price</b>		<b>191,634</b>	<b>0</b>	<b>178,456</b>	<b>216,976</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>114</b>		<b>75</b>	<b>39</b>	
<b>Total Closed Volume</b>		<b>21,846,303</b>	<b>0.00B</b>	<b>13.38M</b>	<b>8.46M</b>	<b>0.00B</b>



# May 2020



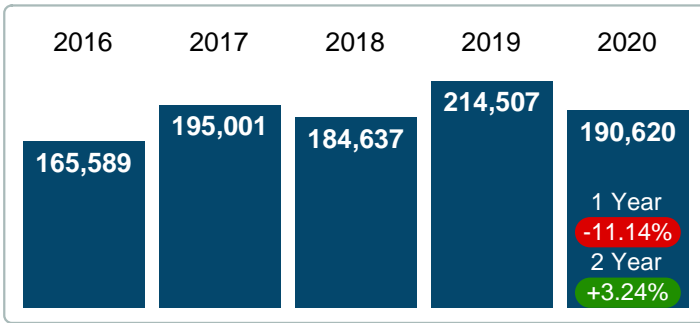
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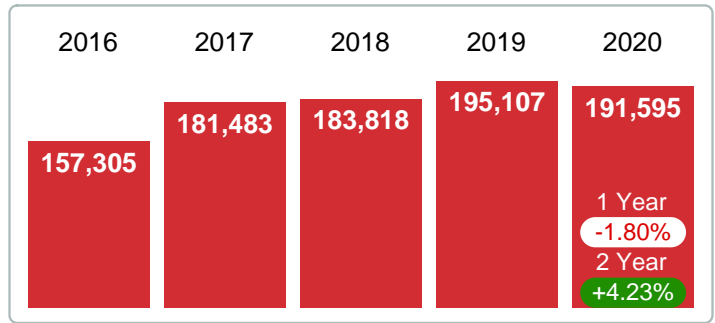
## AVERAGE SOLD PRICE AT CLOSING

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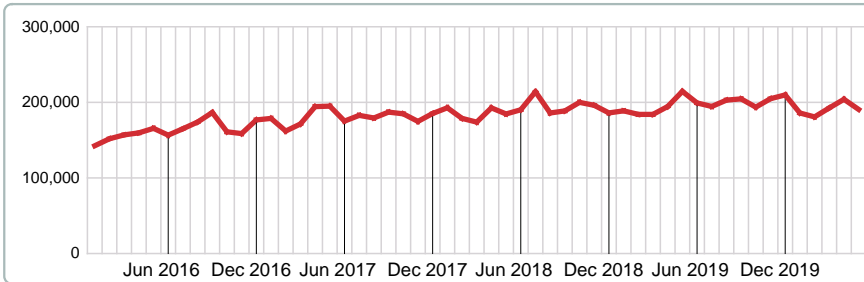
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

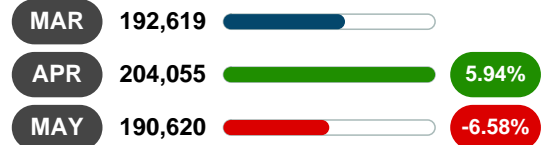


### 3 MONTHS

5 year MAY AVG = 190,071

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

Average Sold Price at Closing this month at **190,620** above the 5 yr MAY average of **190,071**



## 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	7.02%	66,006	0	66,006	0	0
\$100,001 - \$125,000	5.26%	116,942	0	121,633	112,251	0
\$125,001 - \$150,000	12.28%	139,934	0	139,934	0	0
\$150,001 - \$175,000	19.30%	164,099	0	162,511	168,334	0
\$175,001 - \$200,000	20.18%	189,738	0	189,379	190,412	0
\$200,001 - \$250,000	20.18%	218,532	0	220,902	216,710	0
\$250,001 and up	15.79%	307,859	0	311,453	304,265	0
<b>Average Sold Price</b>		<b>190,620</b>	<b>0</b>	<b>177,400</b>	<b>216,043</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>114</b>		<b>75</b>	<b>39</b>	
<b>Total Closed Volume</b>		<b>21,730,643</b>	<b>0.00B</b>	<b>13.30M</b>	<b>8.43M</b>	<b>0.00B</b>

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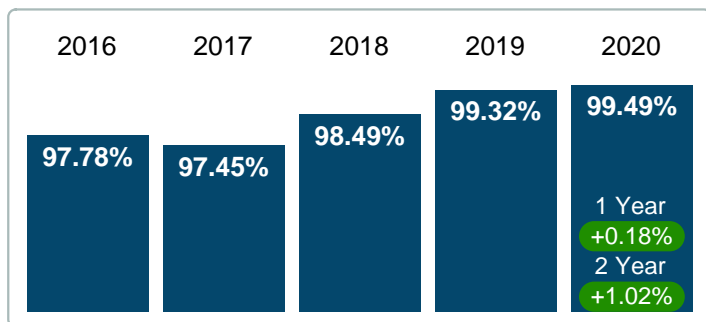
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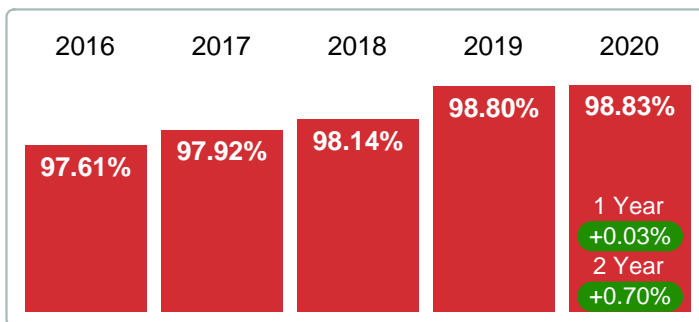
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

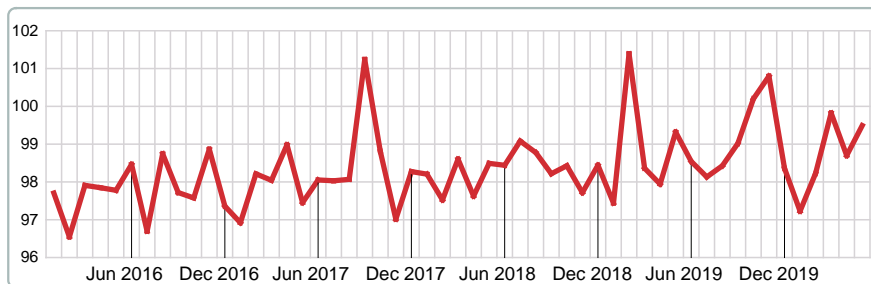
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

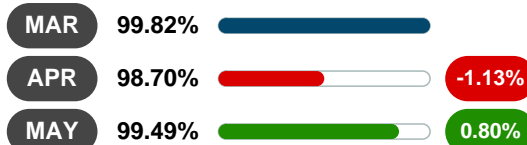


### 3 MONTHS

5 year MAY AVG = 98.51%

High Feb 2019 101.39% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **99.49%**  
equal to 5 yr MAY average of **98.51%**



### 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	8	7.02%	98.11%	0.00%	98.11%	0.00%	0.00%
\$100,001 - \$125,000	6	5.26%	100.52%	0.00%	104.56%	96.47%	0.00%
\$125,001 - \$150,000	14	12.28%	99.46%	0.00%	99.46%	0.00%	0.00%
\$150,001 - \$175,000	22	19.30%	99.72%	0.00%	99.45%	100.44%	0.00%
\$175,001 - \$200,000	23	20.18%	100.17%	0.00%	100.17%	100.17%	0.00%
\$200,001 - \$250,000	23	20.18%	98.70%	0.00%	98.77%	98.64%	0.00%
\$250,001 and up	18	15.79%	99.66%	0.00%	99.01%	100.32%	0.00%
Average Sold/List Ratio		99.50%		0.00%	99.51%	99.45%	0.00%
Total Closed Units		114	100%		75	39	
Total Closed Volume		21,730,643		0.00B	13.30M	8.43M	0.00B

# May 2020



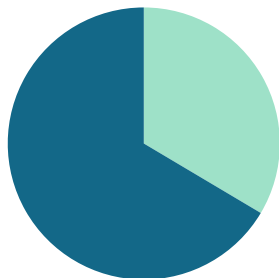
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

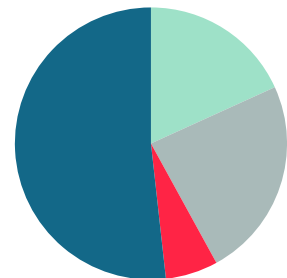


**Inventory**  
 New Listings  
**171 = 33.53%**  
 Start Inventory  
**339**  
 Total Inventory Units  
**510**  
 Volume  
**\$124,682,225**

### Market Activity

Closed Sales  
**114 = 18.21%**  
 Pending Sales  
**149 = 23.80%**  
 Other Off Market  
**39 = 6.23%**  
 Active Inventory  
**324 = 51.76%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	135	114	-15.56%	539	505	-6.31%
Pending Sales	137	149	8.76%	621	636	2.42%
New Listings	220	171	-22.27%	915	828	-9.51%
Average List Price	213,663	191,634	-10.31%	197,585	193,902	-1.86%
Average Sale Price	214,507	190,620	-11.14%	195,107	191,595	-1.80%
Average Percent of Selling Price to List Price	99.32%	99.49%	0.18%	98.80%	98.83%	0.03%
Average Days on Market to Sale	44.87	28.70	-36.03%	48.90	34.88	-28.68%
Monthly Inventory	413	324	-21.55%	413	324	-21.55%
Months Supply of Inventory	3.73	2.85	-23.56%	3.73	2.85	-23.56%

**Absorption:** Last 12 months, an Average of 114 Sales/Month

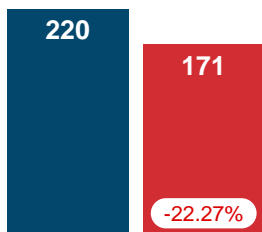
**Inventory on May 31, 2020 = 324**

2019 2020

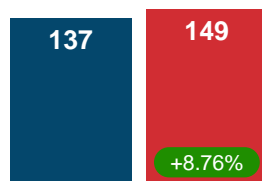
### MAY MARKET

### AVERAGE PRICES

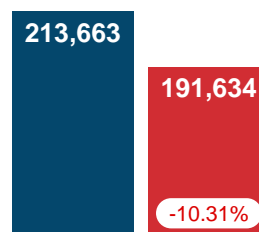
#### New Listings



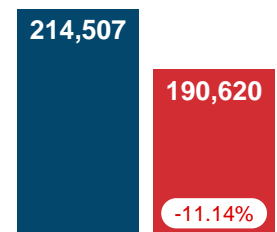
#### Pending Listings



#### List Price



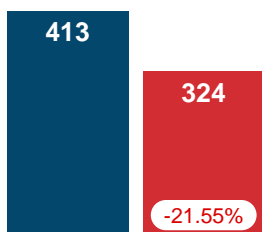
#### Sale Price



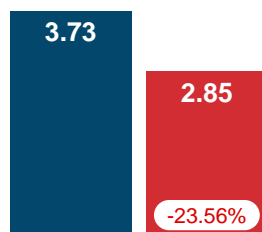
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

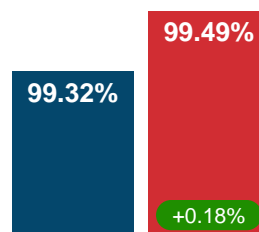
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

