

May 2020



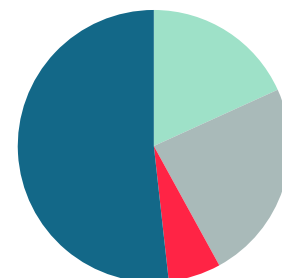
Area Delimited by County Of Wagoner - Residential Property Type



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% |
| Median List Price | 179,500 | 187,115 | 4.24% |
| Median Sale Price | 179,500 | 187,115 | 4.24% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 18.00 | 12.00 | -33.33% |
| 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.

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 **4.24%** in May 2020 to \$187,115 versus the previous year at \$179,500.

Median Days on Market Shortens

The median number of **12.00** days that homes spent on the market before selling decreased by 6.00 days or **33.33%** in May 2020 compared to last year's same month at **18.00** DOM.

Sales Success for May 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 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

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

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



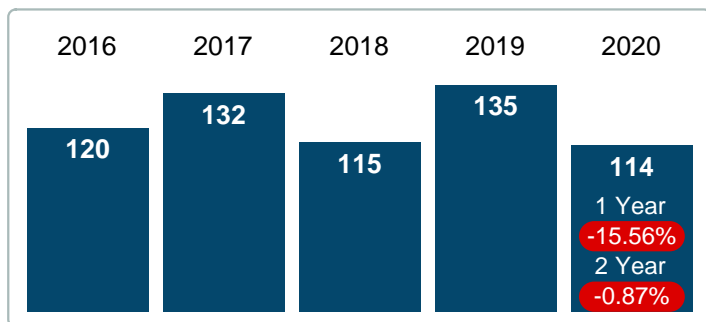
Area Delimited by County Of Wagoner - Residential Property Type



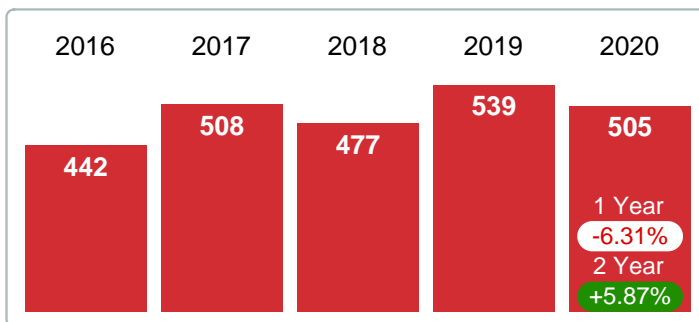
CLOSED LISTINGS

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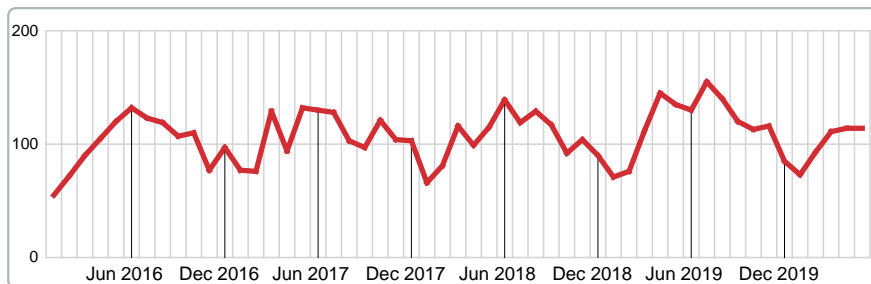
MAY



YEAR TO DATE (YTD)

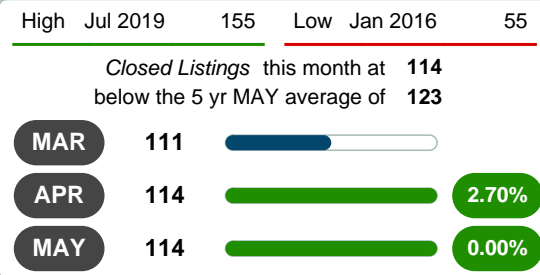


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 123



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|--------------|------------------|------------------|--------------|
| \$100,000 and less | 8 | 7.02% | 17.0 | 0 | 8 | 0 | 0 |
| \$100,001 - \$125,000 | 6 | 5.26% | 1.0 | 0 | 3 | 3 | 0 |
| \$125,001 - \$150,000 | 14 | 12.28% | 8.0 | 0 | 14 | 0 | 0 |
| \$150,001 - \$175,000 | 22 | 19.30% | 18.0 | 0 | 16 | 6 | 0 |
| \$175,001 - \$200,000 | 23 | 20.18% | 7.0 | 0 | 15 | 8 | 0 |
| \$200,001 - \$250,000 | 23 | 20.18% | 20.0 | 0 | 10 | 13 | 0 |
| \$250,001 and up | 18 | 15.79% | 11.0 | 0 | 9 | 9 | 0 |
| Total Closed Units | 114 | | | 0 | 75 | 39 | 0 |
| Total Closed Volume | 21,730,643 | 100% | 12.0 | 0.00B | 13.30M | 8.43M | 0.00B |
| Median Closed Price | \$187,115 | | | \$0 | \$166,900 | \$204,500 | \$0 |

May 2020



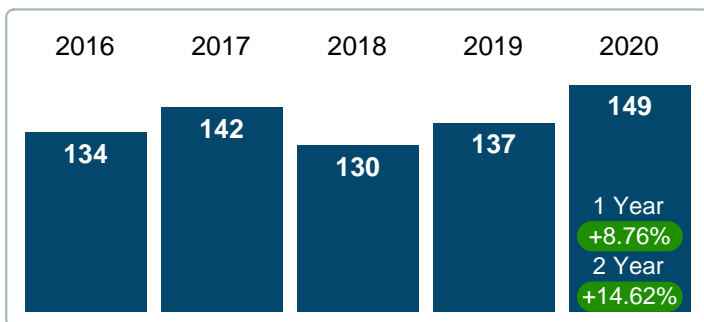
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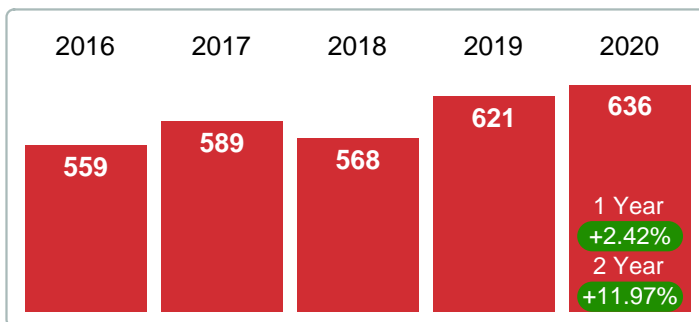
PENDING LISTINGS

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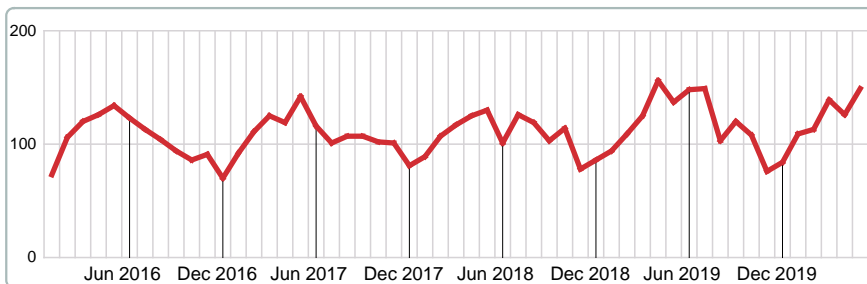
MAY



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



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------|------------------|------------------|------------------|------------------|
| \$100,000 and less | 13 | 8.72% | 8.0 | 4 | 7 | 2 | 0 |
| \$100,001 - \$125,000 | 6 | 4.03% | 41.5 | 3 | 3 | 0 | 0 |
| \$125,001 - \$150,000 | 21 | 14.09% | 8.0 | 1 | 17 | 3 | 0 |
| \$150,001 - \$200,000 | 47 | 31.54% | 7.0 | 1 | 39 | 7 | 0 |
| \$200,001 - \$225,000 | 20 | 13.42% | 7.0 | 1 | 15 | 4 | 0 |
| \$225,001 - \$300,000 | 28 | 18.79% | 18.0 | 1 | 15 | 12 | 0 |
| \$300,001 and up | 14 | 9.40% | 12.5 | 0 | 6 | 6 | 2 |
| Total Pending Units | 149 | | | 11 | 102 | 34 | 2 |
| Total Pending Volume | 29,519,672 | 100% | 8.0 | 1.36M | 19.43M | 8.00M | 727.90K |
| Median Listing Price | \$188,900 | | | \$117,000 | \$185,434 | \$228,250 | \$363,950 |

May 2020



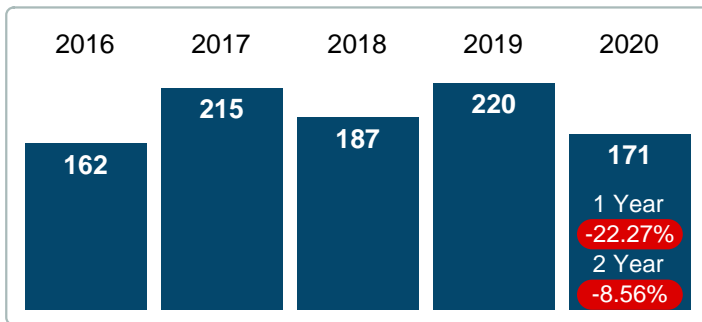
Area Delimited by County Of Wagoner - Residential Property Type



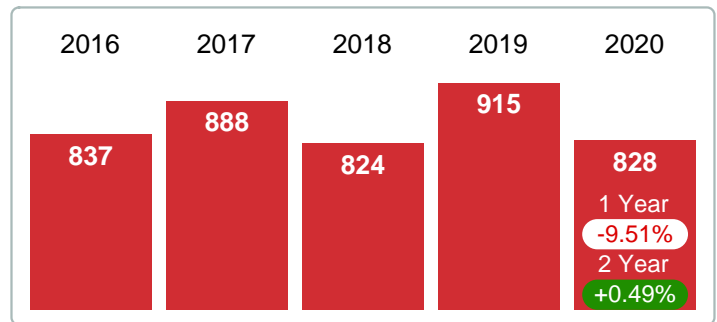
NEW LISTINGS

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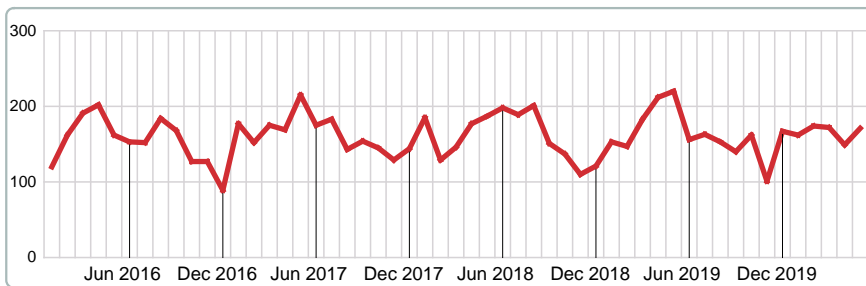
MAY



YEAR TO DATE (YTD)

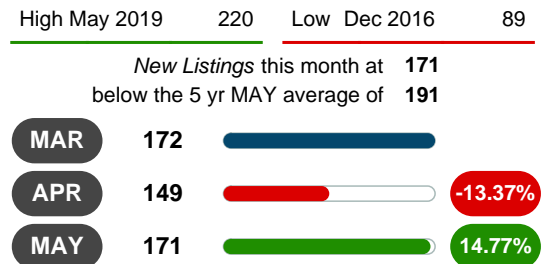


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 191



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 |
| Total New Listed Units | 171 | | 8 | 114 | 40 | 9 |
| Total New Listed Volume | 42,046,606 | 100% | 1.49M | 24.80M | 10.60M | 5.16M |
| Median New Listed Listing Price | \$198,174 | | \$124,078 | \$176,426 | \$249,700 | \$388,000 |

May 2020



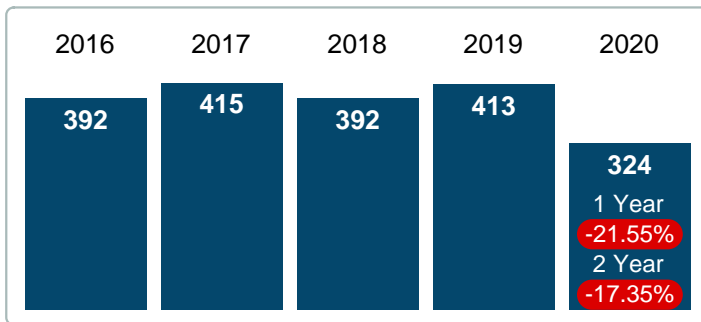
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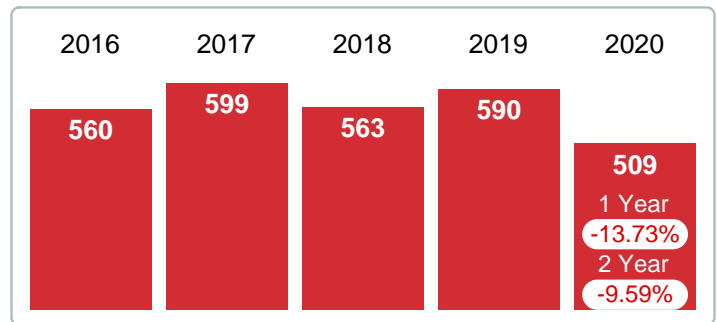
ACTIVE INVENTORY

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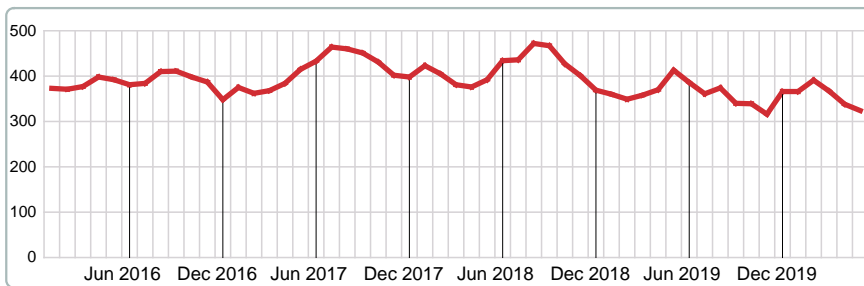
END OF MAY



ACTIVE DURING MAY

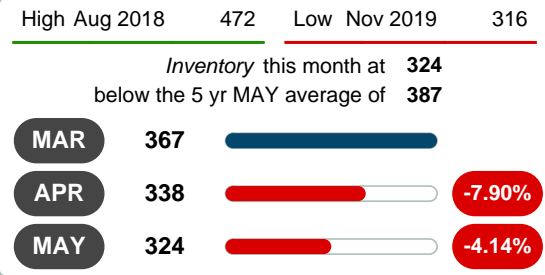


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 387



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 29 | 8.95% | 173.0 | 15 | 11 | 3 | 0 |
| \$75,001 - \$100,000 | 10 | 3.09% | 43.0 | 1 | 7 | 2 | 0 |
| \$100,001 - \$150,000 | 77 | 23.77% | 173.0 | 18 | 46 | 11 | 2 |
| \$150,001 - \$225,000 | 75 | 23.15% | 43.0 | 2 | 54 | 17 | 2 |
| \$225,001 - \$325,000 | 56 | 17.28% | 42.0 | 2 | 25 | 25 | 4 |
| \$325,001 - \$450,000 | 43 | 13.27% | 55.0 | 0 | 20 | 17 | 6 |
| \$450,001 and up | 34 | 10.49% | 75.5 | 1 | 9 | 15 | 9 |
| Total Active Inventory by Units | 324 | | | 39 | 172 | 90 | 23 |
| Total Active Inventory by Volume | 85,579,394 | 100% | 69.0 | 4.51M | 39.69M | 29.22M | 12.15M |
| Median Active Inventory Listing Price | \$197,471 | | | \$117,978 | \$165,463 | \$265,382 | \$397,500 |

May 2020



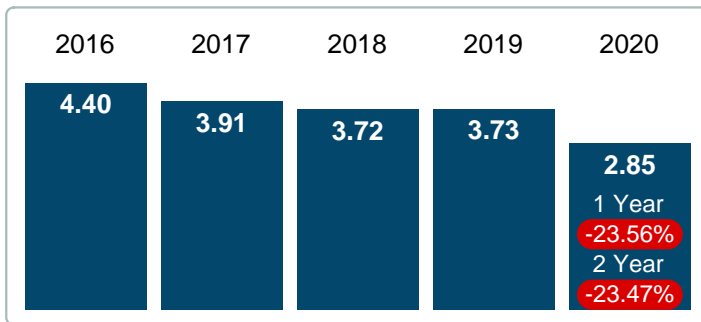
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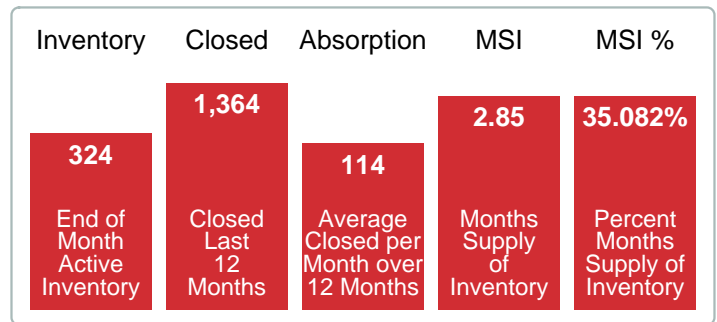
MONTHS SUPPLY of INVENTORY (MSI)

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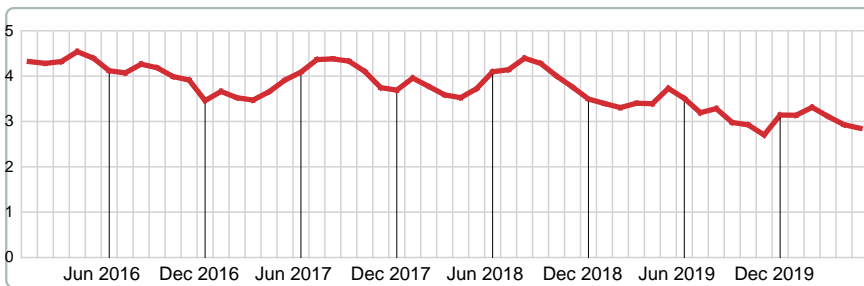
MSI FOR MAY



INDICATORS FOR MAY 2020

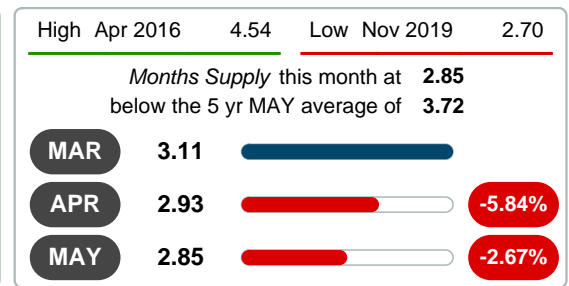


5 YEAR MARKET ACTIVITY TRENDS



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



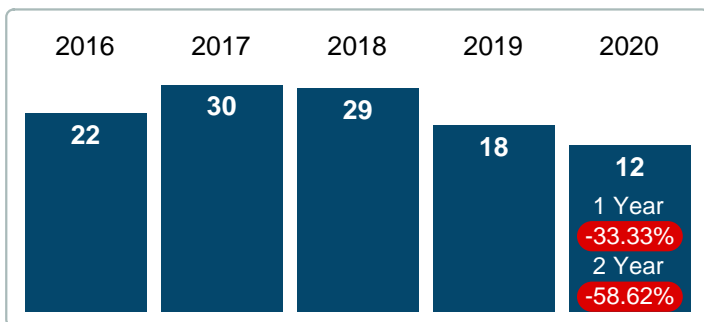
Area Delimited by County Of Wagoner - Residential Property Type



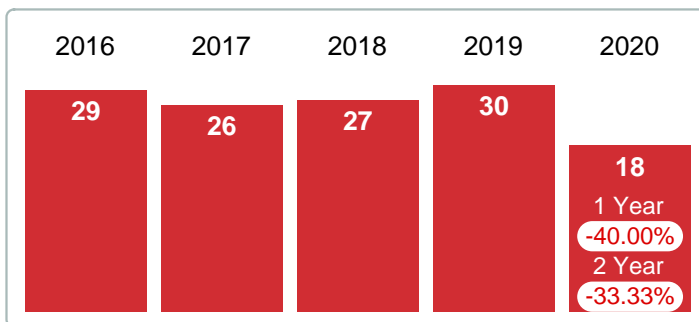
MEDIAN DAYS ON MARKET TO SALE

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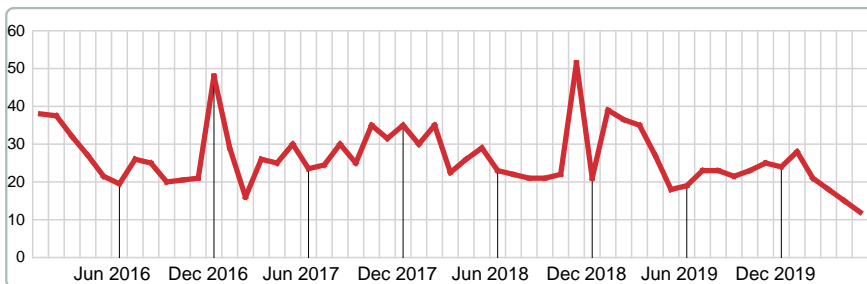
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 22

High Nov 2018 52 Low May 2020 12

Median Days on Market to Sale this month at 12 below the 5 yr MAY average of 22



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 | 7.02% | 17 | 0 | 17 | 0 | 0 |
| \$100,001 - \$125,000 | 5.26% | 1 | 0 | 1 | 1 | 0 |
| \$125,001 - \$150,000 | 12.28% | 8 | 0 | 8 | 0 | 0 |
| \$150,001 - \$175,000 | 19.30% | 18 | 0 | 12 | 51 | 0 |
| \$175,001 - \$200,000 | 20.18% | 7 | 0 | 3 | 18 | 0 |
| \$200,001 - \$250,000 | 20.18% | 20 | 0 | 5 | 34 | 0 |
| \$250,001 and up | 15.79% | 11 | 0 | 17 | 11 | 0 |
| Median Closed DOM | | 12 | 0 | 8 | 21 | 0 |
| Total Closed Units | 100% | 114 | | 75 | 39 | |
| Total Closed Volume | | 21,730,643 | 0.00B | 13.30M | 8.43M | 0.00B |

May 2020



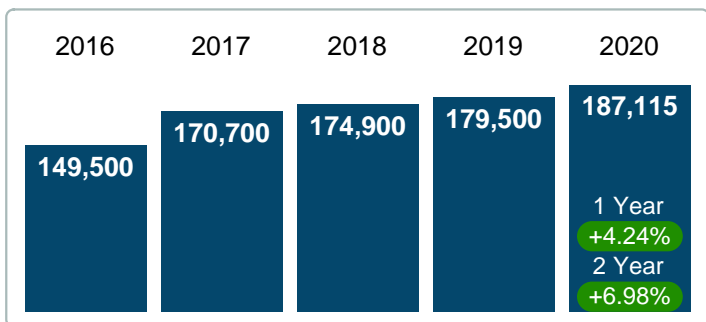
Area Delimited by County Of Wagoner - Residential Property Type



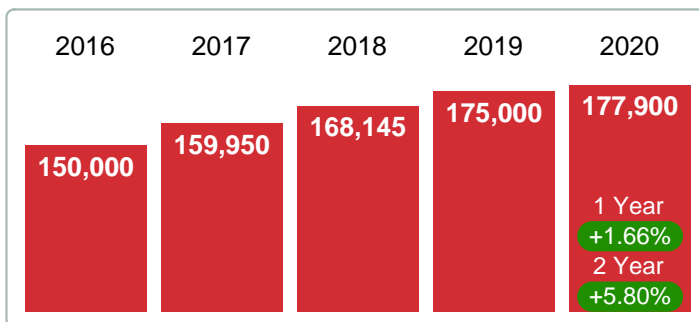
MEDIAN LIST PRICE AT CLOSING

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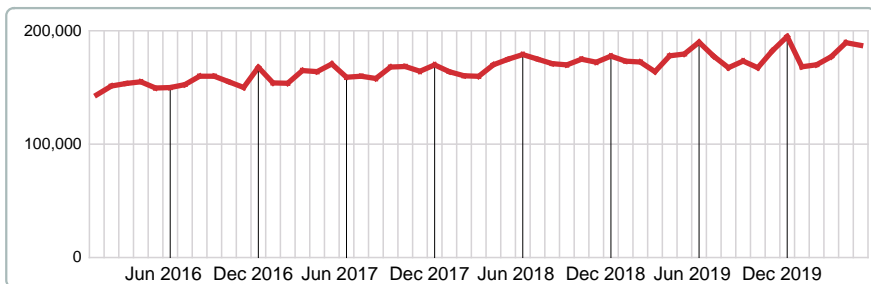
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 172,343

High Dec 2019 194,900 Low Jan 2016 143,500
 Median List Price at Closing this month at **187,115**
 above the 5 yr MAY average of **172,343**

| | | |
|-----|---------|--------|
| MAR | 177,154 | |
| APR | 189,500 | +6.97% |
| MAY | 187,115 | -1.26% |

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 | 8 | 7.02% | 71,400 | 0 | 71,400 | 0 | 0 |
| \$100,001 - \$125,000 | 8 | 7.02% | 120,000 | 0 | 124,900 | 120,000 | 0 |
| \$125,001 - \$150,000 | 10 | 8.77% | 139,450 | 0 | 139,450 | 0 | 0 |
| \$150,001 - \$175,000 | 25 | 21.93% | 164,900 | 0 | 163,153 | 170,000 | 0 |
| \$175,001 - \$200,000 | 22 | 19.30% | 190,089 | 0 | 189,450 | 196,250 | 0 |
| \$200,001 - \$250,000 | 23 | 20.18% | 219,500 | 0 | 219,000 | 220,964 | 0 |
| \$250,001 and up | 18 | 15.79% | 292,000 | 0 | 295,000 | 289,000 | 0 |
| Median List Price | | | 187,115 | 0 | 169,900 | 209,000 | 0 |
| Total Closed Units | | 100% | 187,115 | | 75 | 39 | |
| Total Closed Volume | | | 21,846,303 | 0.00B | 13.38M | 8.46M | 0.00B |

May 2020



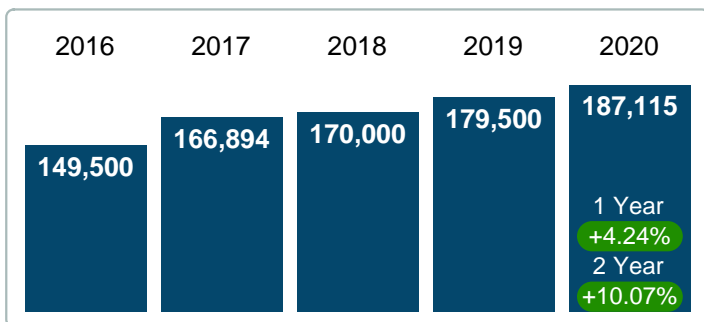
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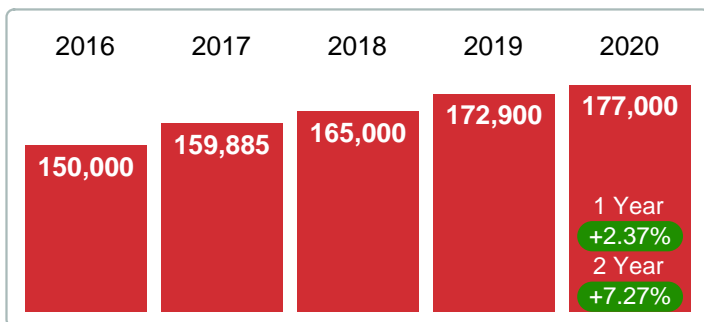
MEDIAN SOLD PRICE AT CLOSING

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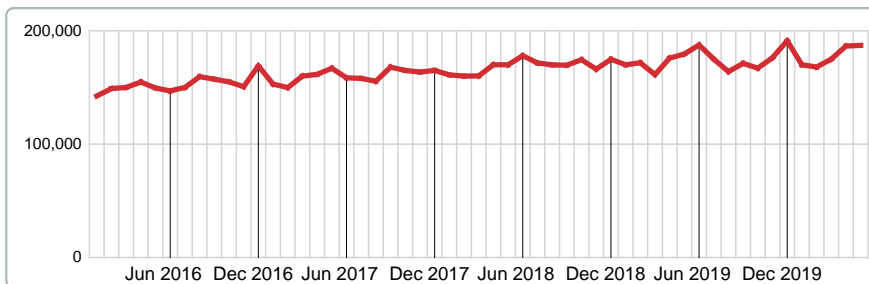
MAY



YEAR TO DATE (YTD)

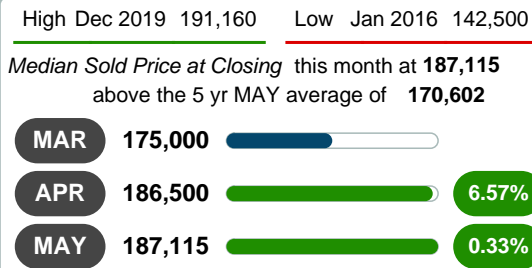


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 170,602



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 | 7.02% | 66,950 | 0 | 66,950 | 0 | 0 |
| \$100,001 - \$125,000 | 5.26% | 115,500 | 0 | 124,900 | 114,000 | 0 |
| \$125,001 - \$150,000 | 12.28% | 139,500 | 0 | 139,500 | 0 | 0 |
| \$150,001 - \$175,000 | 19.30% | 165,010 | 0 | 164,184 | 169,543 | 0 |
| \$175,001 - \$200,000 | 20.18% | 190,178 | 0 | 190,178 | 191,500 | 0 |
| \$200,001 - \$250,000 | 20.18% | 215,000 | 0 | 214,000 | 219,500 | 0 |
| \$250,001 and up | 15.79% | 288,250 | 0 | 280,000 | 289,000 | 0 |
| Median Sold Price | | 187,115 | 0 | 166,900 | 204,500 | 0 |
| Total Closed Units | 100% | 114 | | 75 | 39 | |
| Total Closed Volume | | 21,730,643 | 0.00B | 13.30M | 8.43M | 0.00B |

May 2020



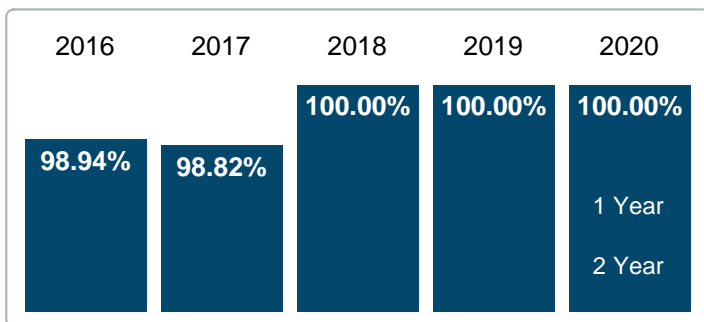
Area Delimited by County Of Wagoner - Residential Property Type



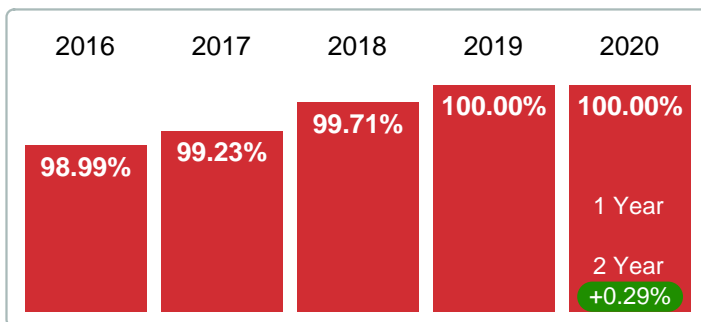
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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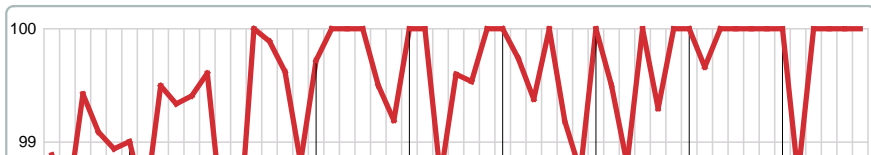
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 99.55%

High May 2020 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at 100.00% equal to 5 yr MAY average of 99.55%

MAR 100.00%
 APR 100.00%
 MAY 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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$100,000 and less | 8 | 7.02% | 98.18% | 0.00% | 98.18% | 0.00% | 0.00% |
| \$100,001 - \$125,000 | 6 | 5.26% | 102.08% | 0.00% | 104.17% | 95.00% | 0.00% |
| \$125,001 - \$150,000 | 14 | 12.28% | 100.34% | 0.00% | 100.34% | 0.00% | 0.00% |
| \$150,001 - \$175,000 | 22 | 19.30% | 100.00% | 0.00% | 100.00% | 100.00% | 0.00% |
| \$175,001 - \$200,000 | 23 | 20.18% | 100.00% | 0.00% | 100.00% | 100.00% | 0.00% |
| \$200,001 - \$250,000 | 23 | 20.18% | 100.00% | 0.00% | 100.00% | 97.82% | 0.00% |
| \$250,001 and up | 18 | 15.79% | 100.00% | 0.00% | 100.00% | 100.00% | 0.00% |
| Median Sold/List Ratio | | 100.00% | | 0.00% | 100.00% | 100.00% | 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



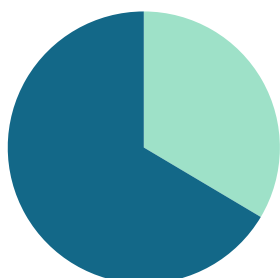
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

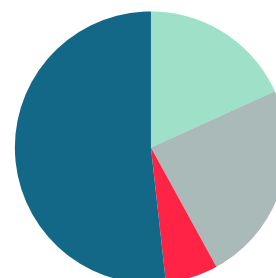


Inventory
 New Listings
171 = 33.53%
 Start Inventory
339
 Total Inventory Units
510
 Volume
\$124,682,225

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% |
| Median List Price | 179,500 | 187,115 | 4.24% | 175,000 | 177,900 | 1.66% |
| Median Sale Price | 179,500 | 187,115 | 4.24% | 172,900 | 177,000 | 2.37% |
| 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 | 18.00 | 12.00 | -33.33% | 30.00 | 18.00 | -40.00% |
| 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

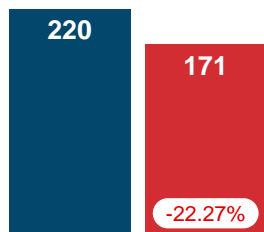
Inventory on May 31, 2020 = 324

2019 **2020**

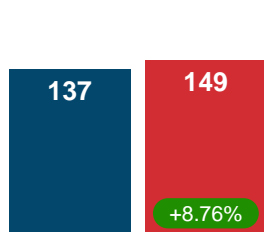
MAY MARKET

MEDIAN PRICES

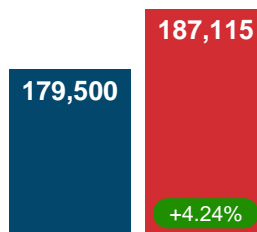
New Listings



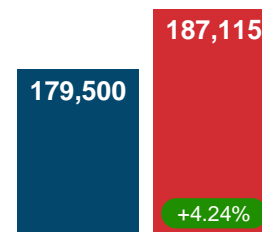
Pending Listings



List Price



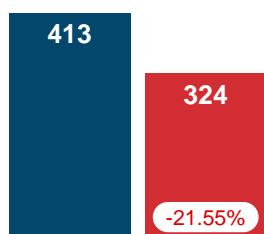
Sale Price



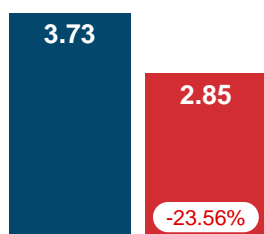
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

