

November 2020



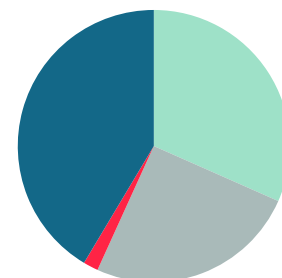
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	116	142	22.41%
Pending Listings	76	113	48.68%
New Listings	101	132	30.69%
Average List Price	206,263	241,345	17.01%
Average Sale Price	204,829	238,640	16.51%
Average Percent of Selling Price to List Price	100.80%	100.29%	-0.50%
Average Days on Market to Sale	40.85	22.54	-44.82%
End of Month Inventory	316	186	-41.14%
Months Supply of Inventory	2.70	1.44	-46.65%



■ Closed (31.63%)
■ Pending (25.17%)
■ Other OffMarket (1.78%)
■ Active (41.43%)

Absorption: Last 12 months, an Average of **129** Sales/Month
Active Inventory as of November 30, 2020 = **186**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **41.14%** to 186 existing homes available for sale. Over the last 12 months this area has had an average of 129 closed sales per month. This represents an unsold inventory index of **1.44** 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 **16.51%** in November 2020 to \$238,640 versus the previous year at \$204,829.

Average Days on Market Shortens

The average number of **22.54** days that homes spent on the market before selling decreased by 18.31 days or **44.82%** in November 2020 compared to last year's same month at **40.85** DOM.

Sales Success for November 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 132 New Listings in November 2020, up **30.69%** from last year at 101. Furthermore, there were 142 Closed Listings this month versus last year at 116, a **22.41%** increase.

Closed versus Listed trends yielded a **107.6%** ratio, down from previous year's, November 2019, at **114.9%**, a **6.33%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

November 2020



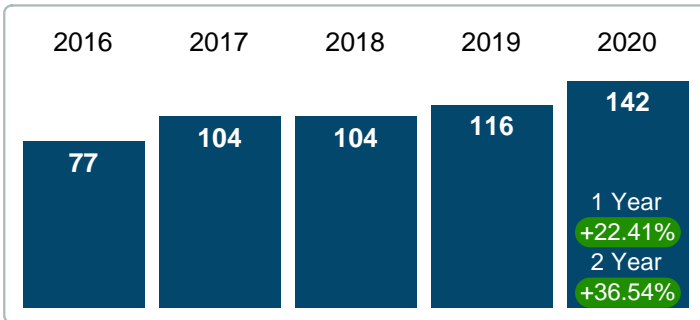
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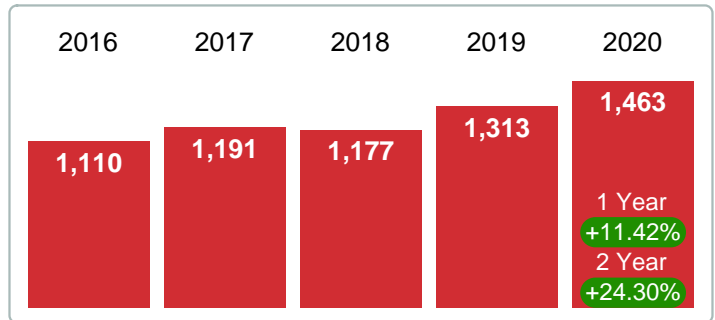
CLOSED LISTINGS

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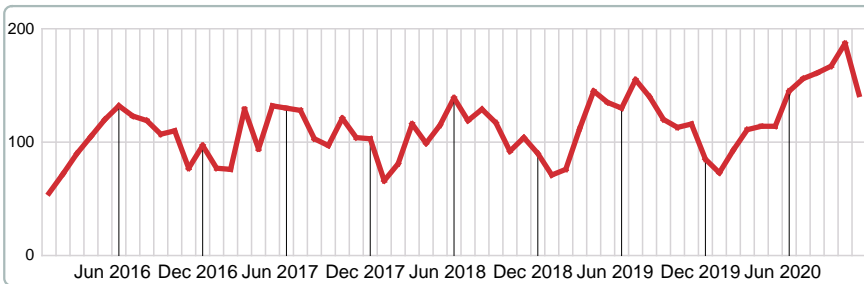
NOVEMBER



YEAR TO DATE (YTD)

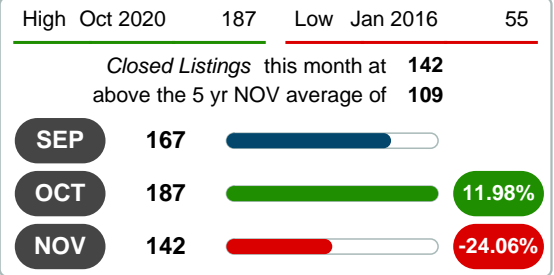


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 109



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	15	10.56%	29.2	3	9	3	0
\$125,001 - \$150,000	14	9.86%	15.2	0	14	0	0
\$150,001 - \$175,000	17	11.97%	6.7	0	17	0	0
\$175,001 - \$225,000	35	24.65%	14.5	0	24	10	1
\$225,001 - \$275,000	28	19.72%	22.6	1	20	7	0
\$275,001 - \$350,000	14	9.86%	21.1	1	7	5	1
\$350,001 and up	19	13.38%	52.6	0	9	8	2
Total Closed Units	142			5	100	33	4
Total Closed Volume	33,886,857	100%	22.5	761.50K	21.65M	9.52M	1.95M
Average Closed Price	\$238,640			\$152,300	\$216,521	\$288,584	\$487,500

November 2020



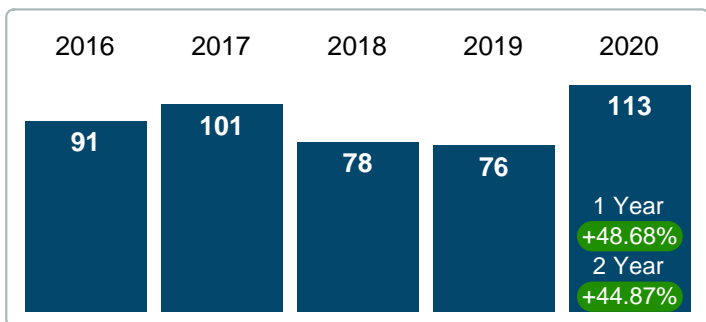
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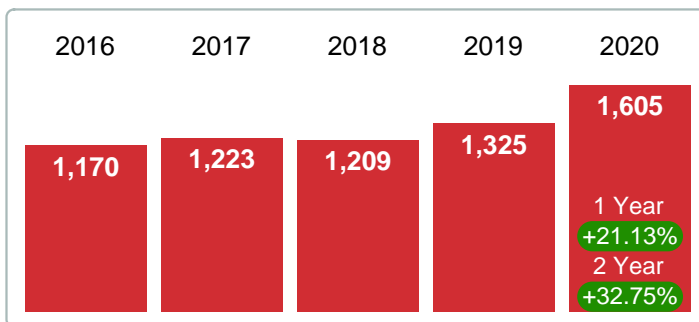
PENDING LISTINGS

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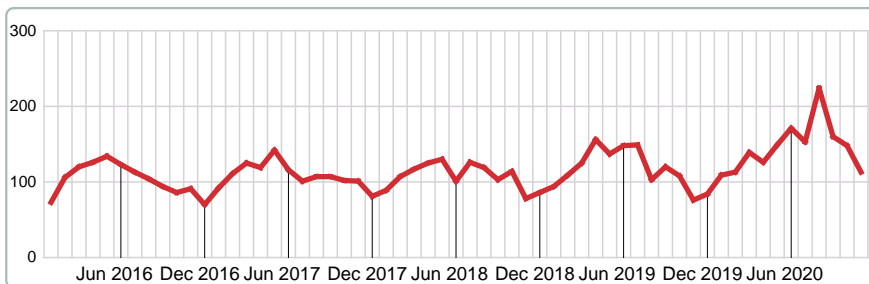
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

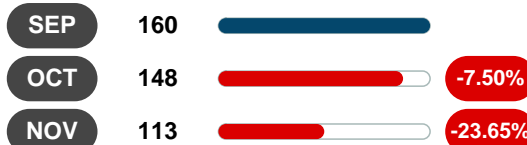


3 MONTHS

5 year NOV AVG = 92

High Aug 2020 224 Low Dec 2016 70

Pending Listings this month at 113 above the 5 yr NOV average of 92



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	8.85%	34.6	0	9	1	0
\$125,001 - \$150,000	11	9.73%	25.2	1	9	1	0
\$150,001 - \$175,000	14	12.39%	6.9	1	13	0	0
\$175,001 - \$225,000	31	27.43%	14.1	0	24	7	0
\$225,001 - \$300,000	20	17.70%	17.5	0	13	7	0
\$300,001 - \$375,000	15	13.27%	31.9	0	9	5	1
\$375,001 and up	12	10.62%	28.3	1	4	6	1
Total Pending Units	113			3	81	27	2
Total Pending Volume	26,551,104	100%	20.7	714.80K	17.03M	8.00M	811.83K
Average Listing Price	\$235,859			\$238,267	\$210,205	\$296,219	\$405,913

November 2020



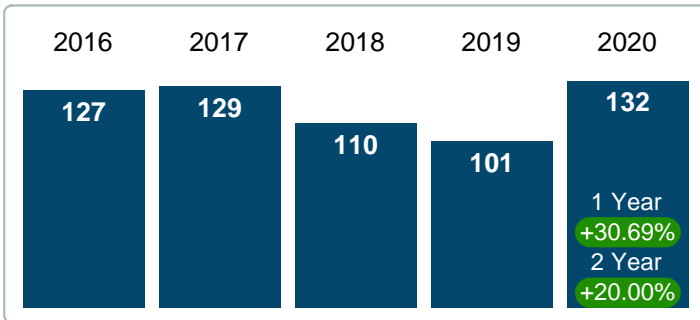
Area Delimited by County Of Wagoner - Residential Property Type



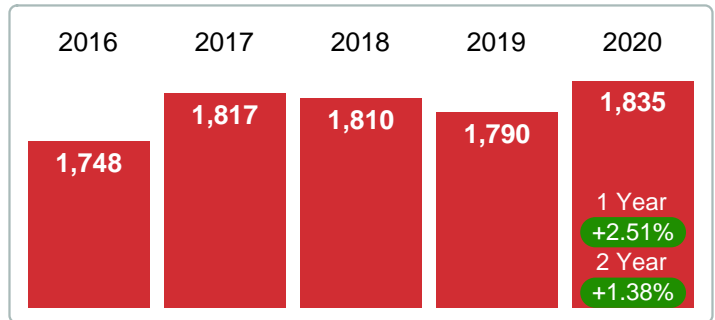
NEW LISTINGS

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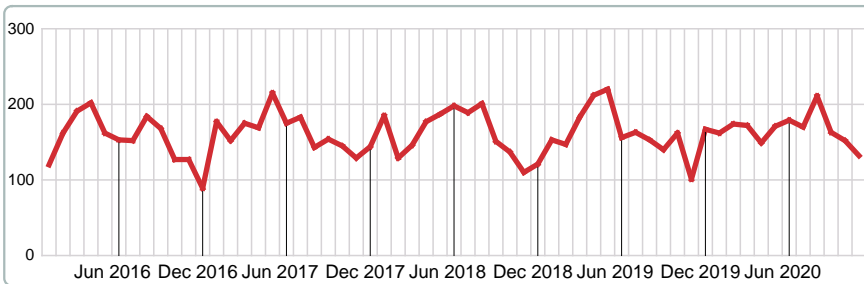
NOVEMBER



YEAR TO DATE (YTD)

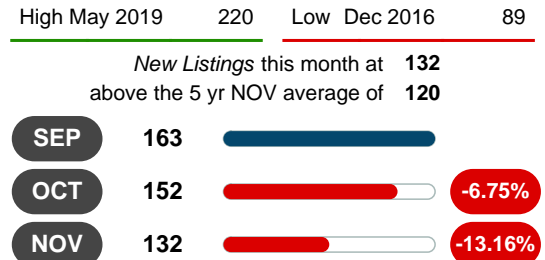


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 120



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	8	6.06%	5	2	1	0
\$100,001 - \$150,000	19	14.39%	2	13	4	0
\$150,001 - \$175,000	15	11.36%	1	13	1	0
\$175,001 - \$225,000	32	24.24%	0	22	9	1
\$225,001 - \$300,000	25	18.94%	1	17	7	0
\$300,001 - \$400,000	19	14.39%	0	11	7	1
\$400,001 and up	14	10.61%	1	3	8	2
Total New Listed Units	132		10	81	37	4
Total New Listed Volume	34,581,911	100%	1.39M	20.52M	11.24M	1.44M
Average New Listed Listing Price	\$240,700		\$138,715	\$253,340	\$303,713	\$359,206

November 2020



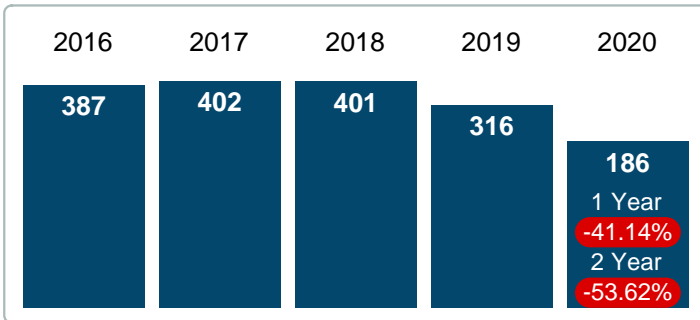
Area Delimited by County Of Wagoner - Residential Property Type



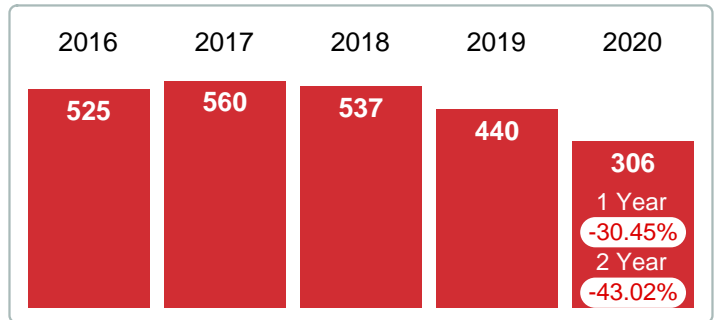
ACTIVE INVENTORY

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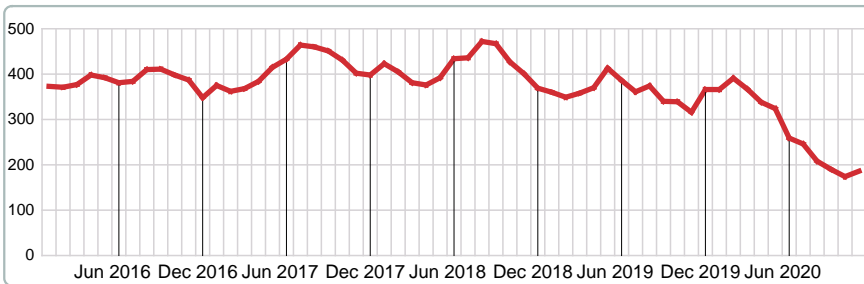
END OF NOVEMBER



ACTIVE DURING NOVEMBER

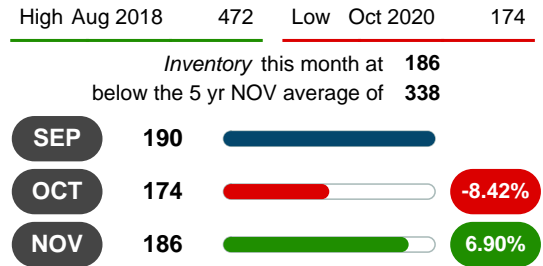


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 338



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	13	6.99%	160.9	10	2	1	0
\$75,001 - \$125,000	16	8.60%	73.4	1	10	5	0
\$125,001 - \$200,000	38	20.43%	64.0	5	24	7	2
\$200,001 - \$275,000	36	19.35%	46.2	0	25	10	1
\$275,001 - \$350,000	32	17.20%	62.8	2	18	11	1
\$350,001 - \$450,000	31	16.67%	93.7	1	10	16	4
\$450,001 and up	20	10.75%	85.1	1	3	12	4
Total Active Inventory by Units	186			20	92	62	12
Total Active Inventory by Volume	55,318,041	100%	75.2	2.96M	24.39M	22.71M	5.26M
Average Active Inventory Listing Price	\$297,409			\$148,208	\$265,075	\$366,298	\$438,042

November 2020



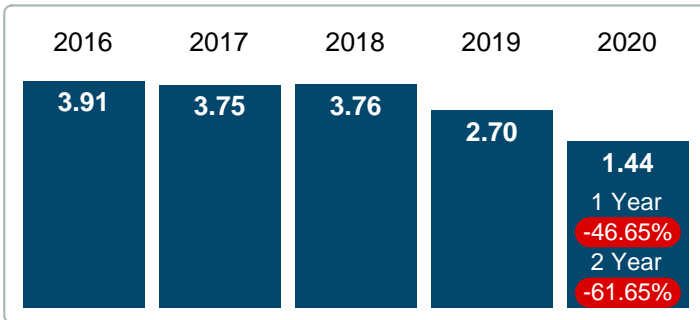
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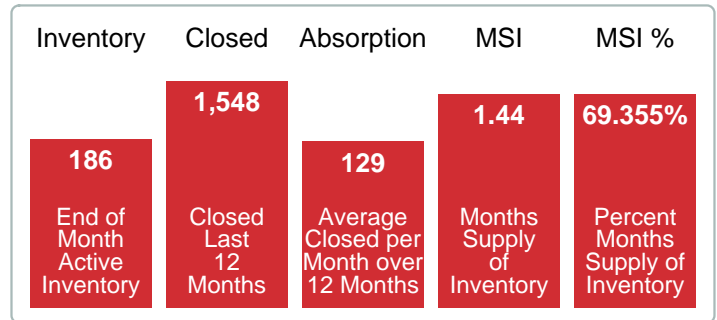
MONTHS SUPPLY of INVENTORY (MSI)

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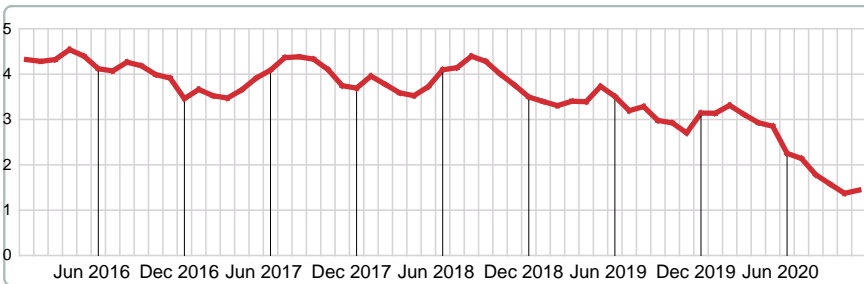
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 3.11

High Apr 2016 4.54 Low Oct 2020 1.37

Months Supply this month at 1.44 below the 5 yr NOV average of 3.11



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	13	6.99%	2.60	4.29	0.92	2.00	0.00
\$75,001 - \$125,000	16	8.60%	1.75	0.75	1.50	4.29	0.00
\$125,001 - \$200,000	38	20.43%	0.68	4.29	0.55	0.67	6.00
\$200,001 - \$275,000	36	19.35%	1.07	0.00	1.29	0.76	1.33
\$275,001 - \$350,000	32	17.20%	2.34	12.00	3.09	1.67	0.92
\$350,001 - \$450,000	31	16.67%	4.43	0.00	3.75	4.17	8.00
\$450,001 and up	20	10.75%	4.36	12.00	4.00	4.80	3.20
Market Supply of Inventory (MSI)			1.44	3.58	1.13	1.62	3.06
Total Active Inventory by Units		100%	1.44	20	92	62	12

November 2020



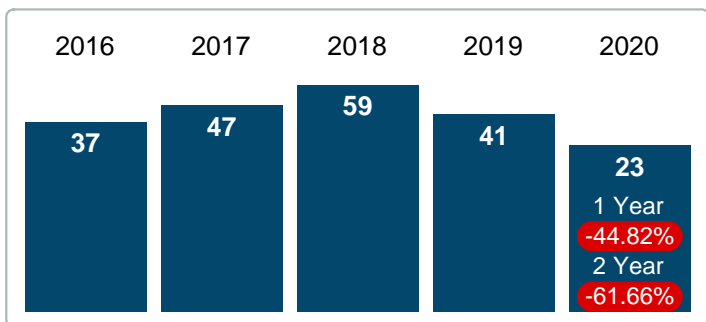
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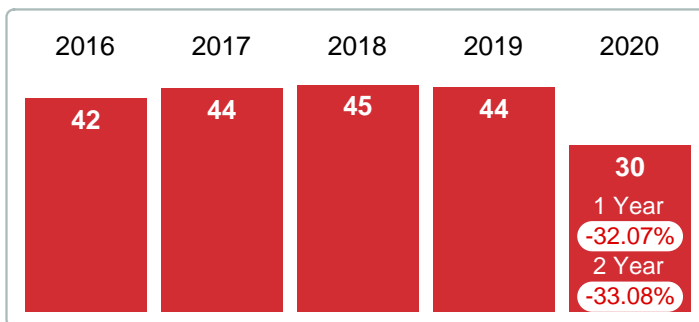
AVERAGE DAYS ON MARKET TO SALE

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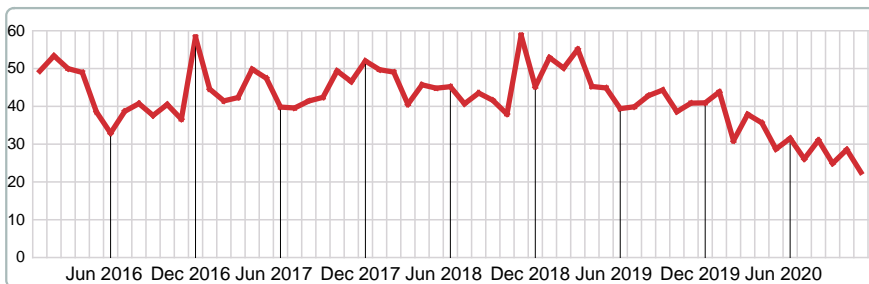
NOVEMBER



YEAR TO DATE (YTD)

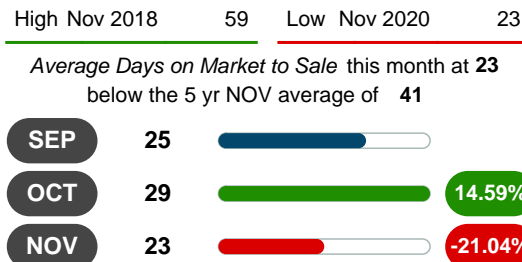


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV 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
\$125,000 and less	10.56%	29	42	27	23	0
\$125,001 - \$150,000	9.86%	15	0	15	0	0
\$150,001 - \$175,000	11.97%	7	0	7	0	0
\$175,001 - \$225,000	24.65%	14	0	11	21	32
\$225,001 - \$275,000	19.72%	23	7	25	18	0
\$275,001 - \$350,000	9.86%	21	3	22	27	3
\$350,001 and up	13.38%	53	0	42	58	79
Average Closed DOM		23	27	19	30	48
Total Closed Units	100%	23	5	100	33	4
Total Closed Volume		33,886,857	761.50K	21.65M	9.52M	1.95M

November 2020



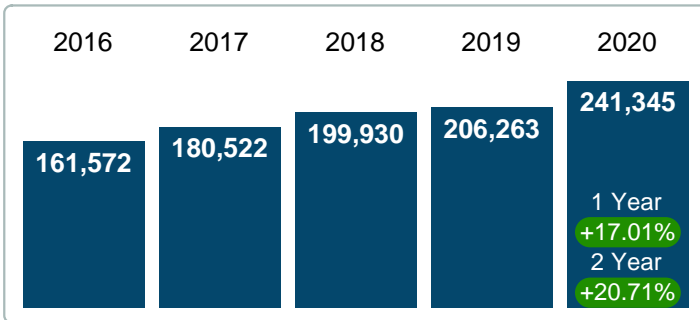
Area Delimited by County Of Wagoner - Residential Property Type



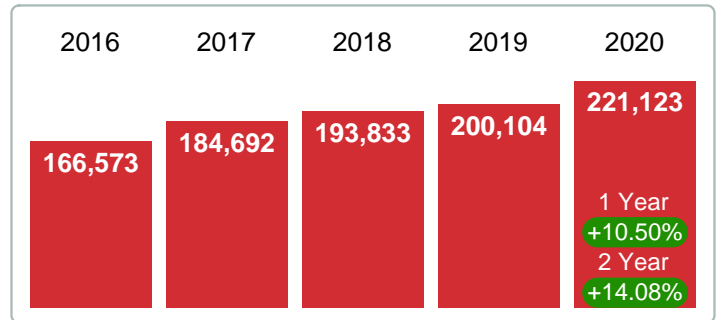
AVERAGE LIST PRICE AT CLOSING

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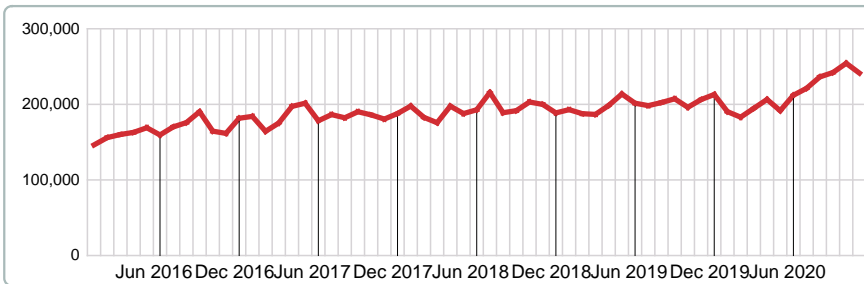
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

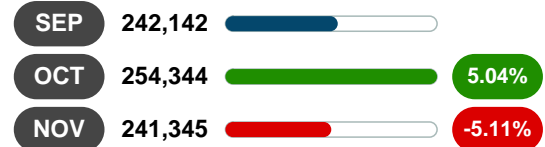


3 MONTHS

5 year NOV AVG = 197,926

High Oct 2020 254,344 Low Jan 2016 146,319

Average List Price at Closing this month at **241,345**
above the 5 yr NOV average of **197,926**



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	
\$125,000 and less	15	10.56%	90,960	75,667	92,211	102,500	0
\$125,001 - \$150,000	17	11.97%	142,118	0	141,080	0	0
\$150,001 - \$175,000	11	7.75%	161,516	0	162,199	0	0
\$175,001 - \$225,000	38	26.76%	201,275	0	201,928	207,338	215,000
\$225,001 - \$275,000	25	17.61%	252,308	290,000	258,540	251,685	0
\$275,001 - \$350,000	17	11.97%	312,583	279,500	313,203	317,919	325,000
\$350,001 and up	19	13.38%	497,046	0	444,131	489,400	759,000
Average List Price			241,345	159,300	217,691	292,348	514,500
Total Closed Units			142	5	100	33	4
Total Closed Volume			34,271,032	796.50K	21.77M	9.65M	2.06M

November 2020



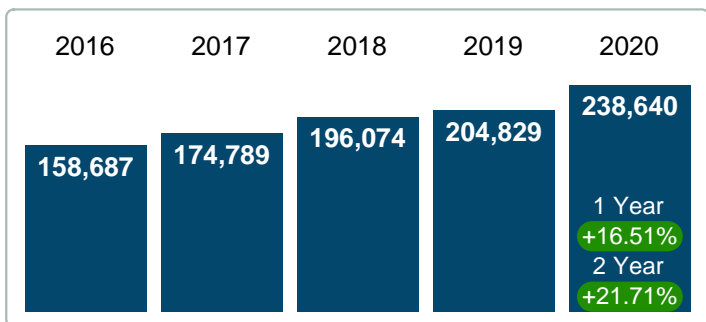
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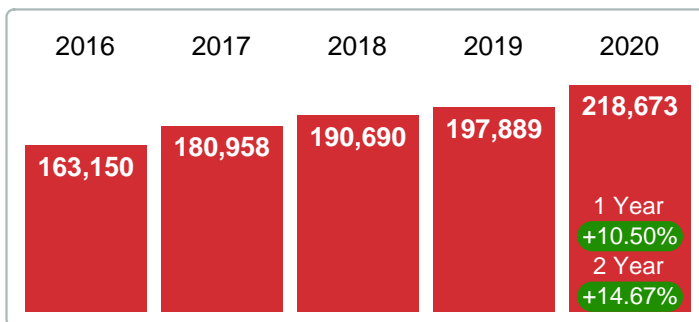
AVERAGE SOLD PRICE AT CLOSING

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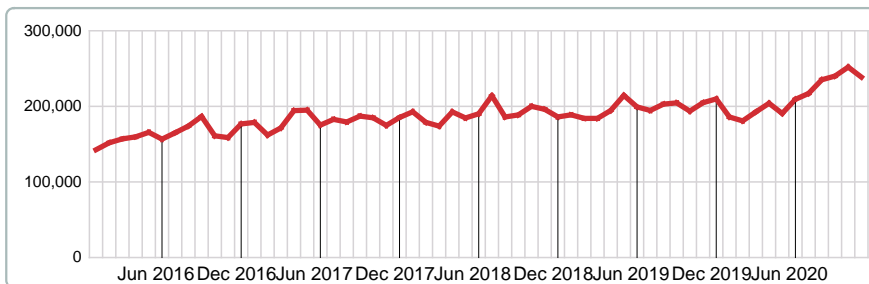
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 194,604

High Oct 2020 251,951 Low Jan 2016 142,579

Average Sold Price at Closing this month at **238,640**
above the 5 yr NOV average of **194,604**

SEP	240,061	
OCT	251,951	+4.95%
NOV	238,640	-5.28%

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
\$125,000 and less	10.56%	90,598	74,000	91,608	104,167	0
\$125,001 - \$150,000	9.86%	143,265	0	143,265	0	0
\$150,001 - \$175,000	11.97%	161,783	0	161,783	0	0
\$175,001 - \$225,000	24.65%	202,176	0	199,907	206,338	215,000
\$225,001 - \$275,000	19.72%	250,030	260,000	249,547	249,985	0
\$275,001 - \$350,000	9.86%	311,247	279,500	315,293	311,183	315,000
\$350,001 and up	13.38%	491,442	0	452,869	480,197	710,000
Average Sold Price		238,640	152,300	216,521	288,584	487,500
Total Closed Units	100%	238,640	5	100	33	4
Total Closed Volume		33,886,857	761.50K	21.65M	9.52M	1.95M

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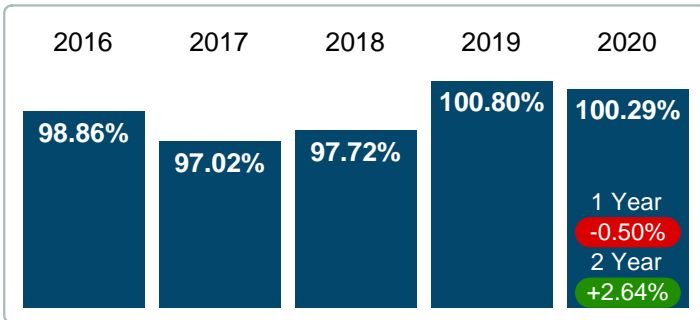
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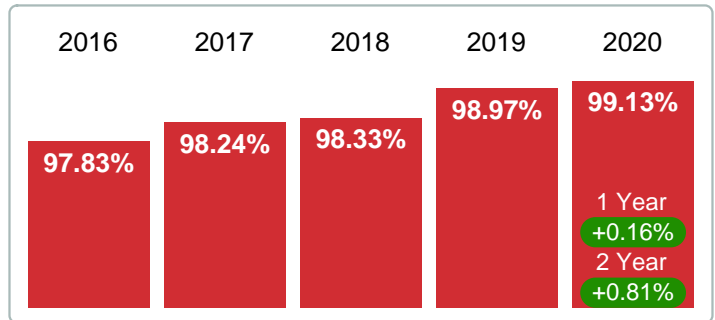
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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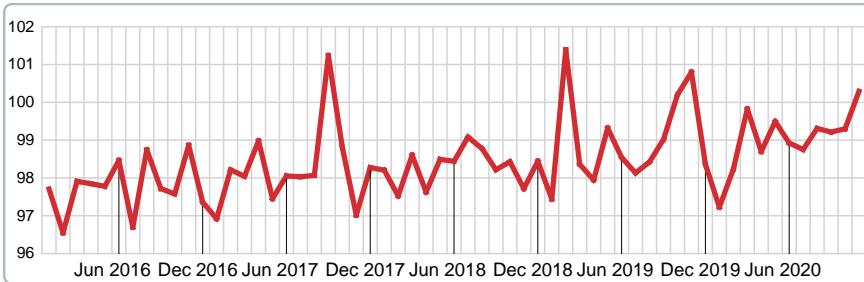
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

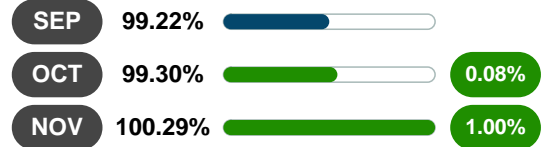


3 MONTHS

5 year NOV AVG = 98.94%

High Feb 2019 101.39% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **100.29%** above the 5 yr NOV average of **98.94%**



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
\$125,000 and less	15	10.56%	108.45%	97.78%	114.35%	101.45%	0.00%
\$125,001 - \$150,000	14	9.86%	101.65%	0.00%	101.65%	0.00%	0.00%
\$150,001 - \$175,000	17	11.97%	99.93%	0.00%	99.93%	0.00%	0.00%
\$175,001 - \$225,000	35	24.65%	99.28%	0.00%	99.16%	99.50%	100.00%
\$225,001 - \$275,000	28	19.72%	97.42%	89.66%	97.13%	99.35%	0.00%
\$275,001 - \$350,000	14	9.86%	99.41%	100.00%	100.71%	97.96%	96.92%
\$350,001 and up	19	13.38%	99.92%	0.00%	102.28%	98.86%	93.56%
Average Sold/List Ratio		100.30%		96.60%	100.99%	99.26%	96.01%
Total Closed Units	142	100%	100.30%	5	100	33	4
Total Closed Volume	33,886,857			761.50K	21.65M	9.52M	1.95M

November 2020



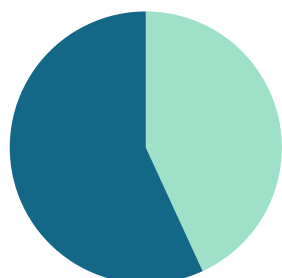
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

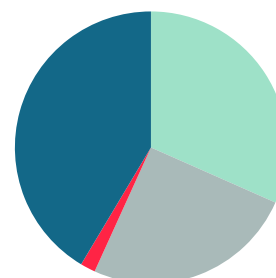


Inventory
 New Listings
132 = 43.14%
 Start Inventory
174
 Total Inventory Units
306
 Volume
\$86,634,545

Market Activity

Closed Sales
142 = 31.63%
 Pending Sales
113 = 25.17%
 Other Off Market
8 = 1.78%
 Active Inventory
186 = 41.43%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	116	142	22.41%	1,313	1,463	11.42%
Pending Sales	76	113	48.68%	1,325	1,605	21.13%
New Listings	101	132	30.69%	1,790	1,835	2.51%
Average List Price	206,263	241,345	17.01%	200,104	221,123	10.50%
Average Sale Price	204,829	238,640	16.51%	197,889	218,673	10.50%
Average Percent of Selling Price to List Price	100.80%	100.29%	-0.50%	98.97%	99.13%	0.16%
Average Days on Market to Sale	40.85	22.54	-44.82%	44.23	30.05	-32.07%
Monthly Inventory	316	186	-41.14%	316	186	-41.14%
Months Supply of Inventory	2.70	1.44	-46.65%	2.70	1.44	-46.65%

Absorption: Last 12 months, an Average of **129** Sales/Month

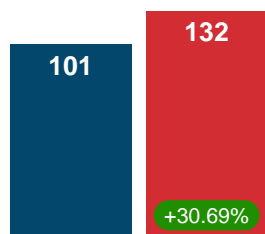
Inventory on November 30, 2020 = **186**

2019 **2020**

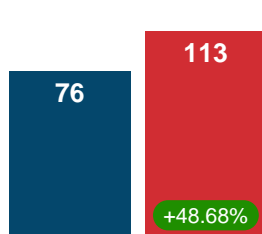
NOVEMBER MARKET

AVERAGE PRICES

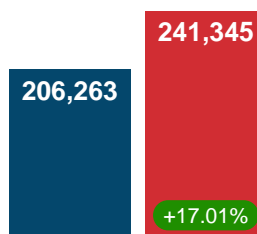
New Listings



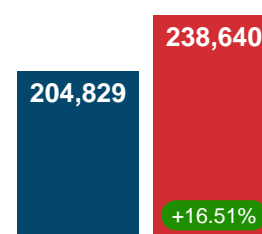
Pending Listings



List Price



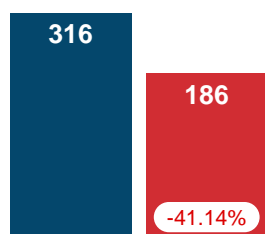
Sale Price



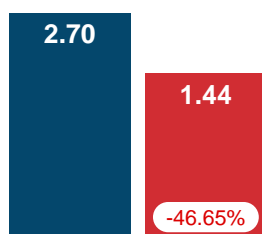
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

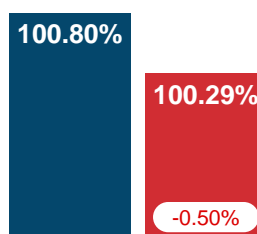
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

