

# November 2020



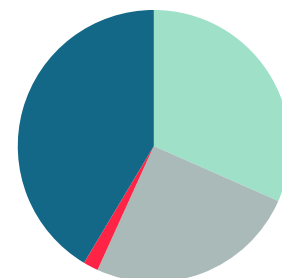
Area Delimited by County Of Wagoner - Residential Property Type



## 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%
Median List Price	182,450	213,450	16.99%
Median Sale Price	176,272	212,450	20.52%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	25.00	7.00	-72.00%
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.

#### 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 **20.52%** in November 2020 to \$212,450 versus the previous year at \$176,272.

#### Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 18.00 days or **72.00%** in November 2020 compared to last year's same month at **25.00** DOM.

#### Sales Success for November 2020 is Positive

Overall, with Median 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

<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

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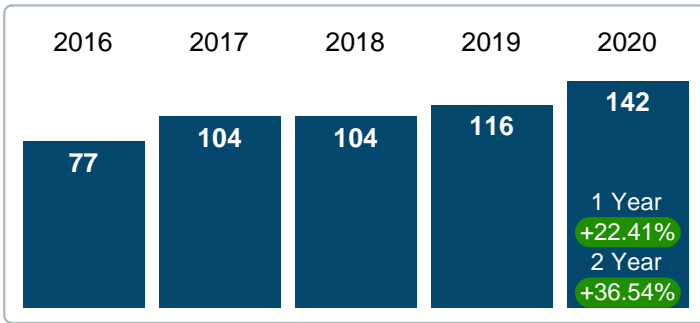
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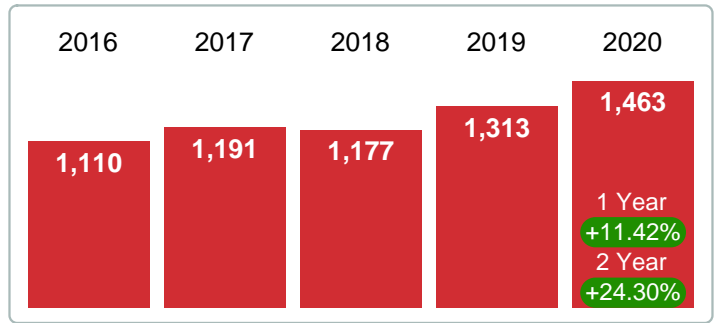
## CLOSED LISTINGS

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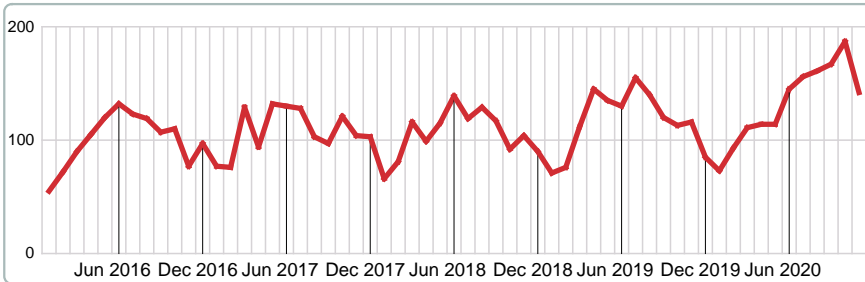
### NOVEMBER



### YEAR TO DATE (YTD)

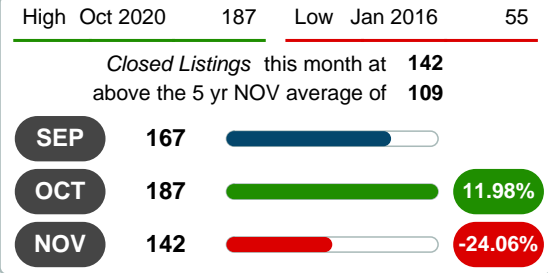


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 109



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	15	10.56%	7.0	3	9	3	0
\$125,001 - \$150,000	14	9.86%	5.0	0	14	0	0
\$150,001 - \$175,000	17	11.97%	4.0	0	17	0	0
\$175,001 - \$225,000	35	24.65%	7.0	0	24	10	1
\$225,001 - \$275,000	28	19.72%	7.0	1	20	7	0
\$275,001 - \$350,000	14	9.86%	3.5	1	7	5	1
\$350,001 and up	19	13.38%	21.0	0	9	8	2
<b>Total Closed Units</b>	<b>142</b>			<b>5</b>	<b>100</b>	<b>33</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>33,886,857</b>	<b>100%</b>	<b>7.0</b>	<b>761.50K</b>	<b>21.65M</b>	<b>9.52M</b>	<b>1.95M</b>
<b>Median Closed Price</b>	<b>\$212,450</b>			<b>\$84,000</b>	<b>\$198,847</b>	<b>\$245,000</b>	<b>\$495,000</b>

# November 2020



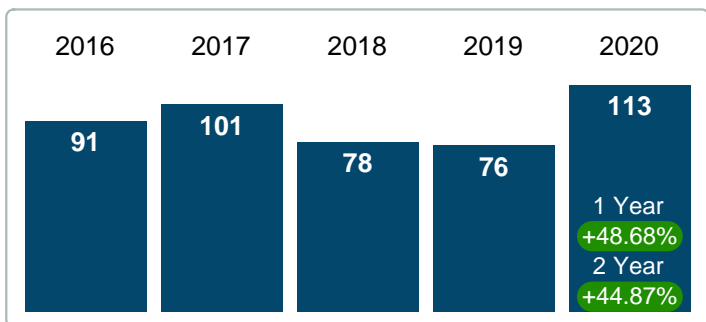
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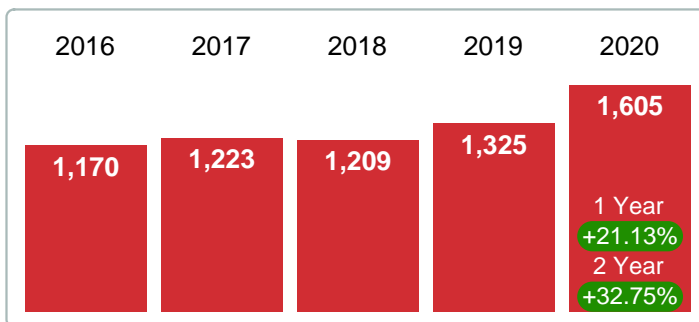
## PENDING LISTINGS

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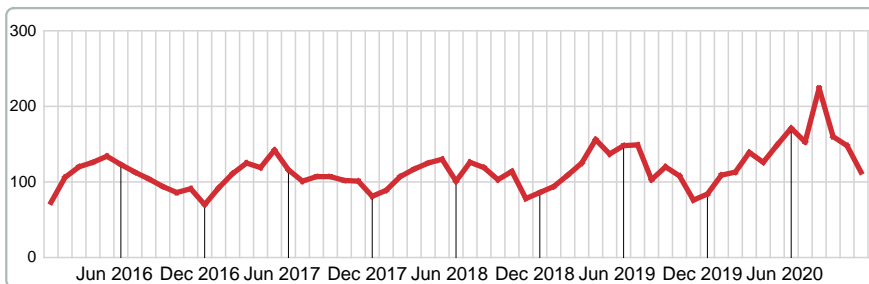
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

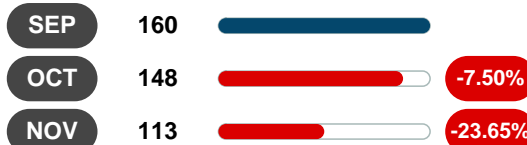


### 3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	10	8.85%	15.5	0	9	1	0
\$125,001 - \$150,000	11	9.73%	7.0	1	9	1	0
\$150,001 - \$175,000	14	12.39%	4.5	1	13	0	0
\$175,001 - \$225,000	31	27.43%	6.0	0	24	7	0
\$225,001 - \$300,000	20	17.70%	5.5	0	13	7	0
\$300,001 - \$375,000	15	13.27%	7.0	0	9	5	1
\$375,001 and up	12	10.62%	16.5	1	4	6	1
<b>Total Pending Units</b>	<b>113</b>			<b>3</b>	<b>81</b>	<b>27</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>26,551,104</b>	<b>100%</b>	<b>6.0</b>	<b>714.80K</b>	<b>17.03M</b>	<b>8.00M</b>	<b>811.83K</b>
<b>Median Listing Price</b>	<b>\$209,900</b>			<b>\$159,900</b>	<b>\$185,000</b>	<b>\$248,000</b>	<b>\$405,913</b>

# November 2020



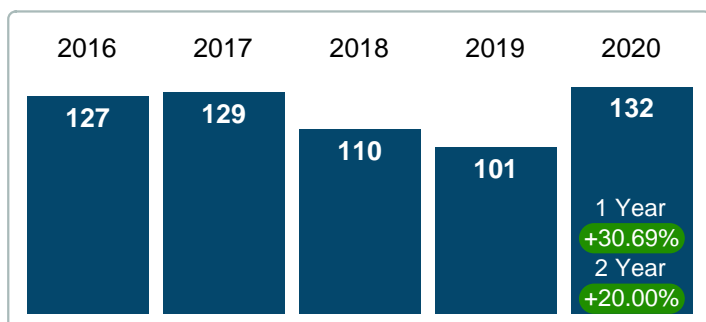
Area Delimited by County Of Wagoner - Residential Property Type



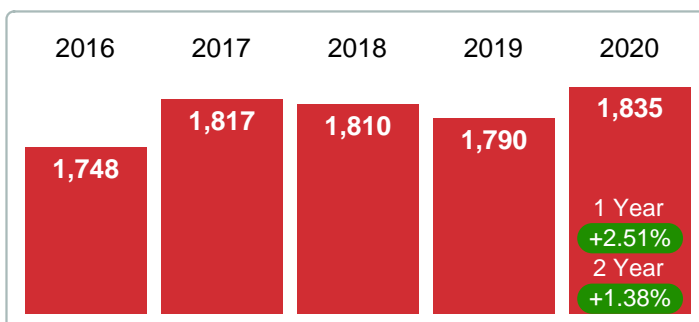
## NEW LISTINGS

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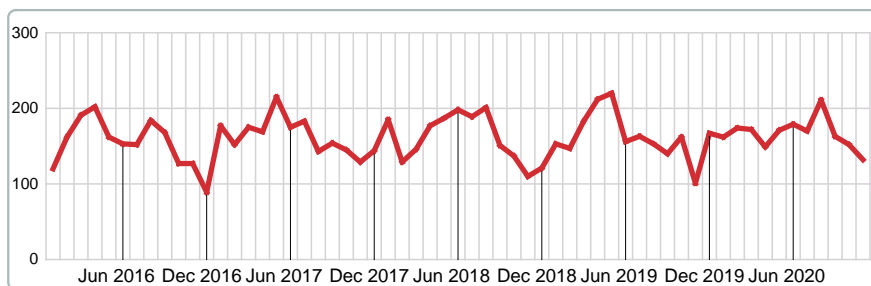
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

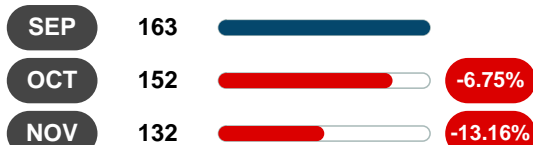


### 3 MONTHS

5 year NOV AVG = 120

High May 2019 220 Low Dec 2016 89

New Listings this month at 132  
above the 5 yr NOV average of 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
<b>Total New Listed Units</b>	<b>132</b>		<b>10</b>	<b>81</b>	<b>37</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>34,581,911</b>	<b>100%</b>	<b>1.39M</b>	<b>20.52M</b>	<b>11.24M</b>	<b>1.44M</b>
<b>Median New Listed Listing Price</b>	<b>\$215,000</b>		<b>\$97,450</b>	<b>\$210,000</b>	<b>\$280,000</b>	<b>\$375,000</b>

# November 2020



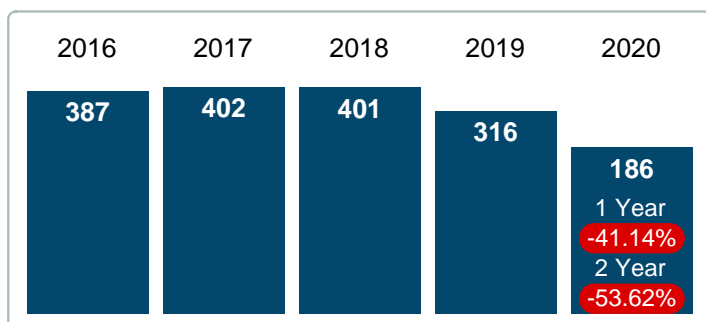
Area Delimited by County Of Wagoner - Residential Property Type



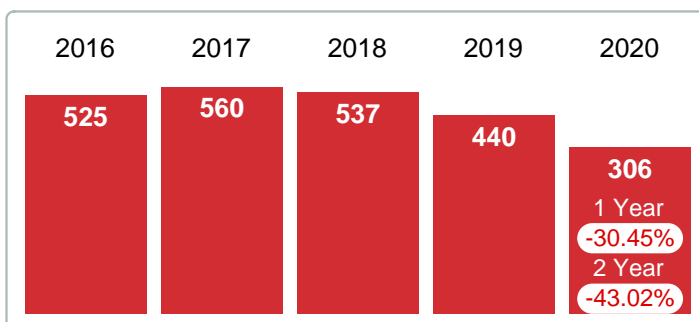
## ACTIVE INVENTORY

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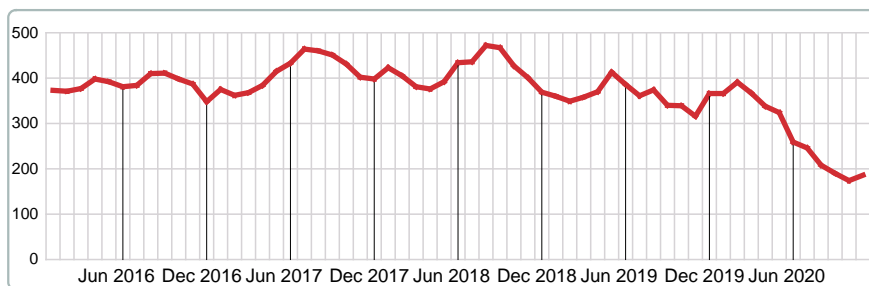
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

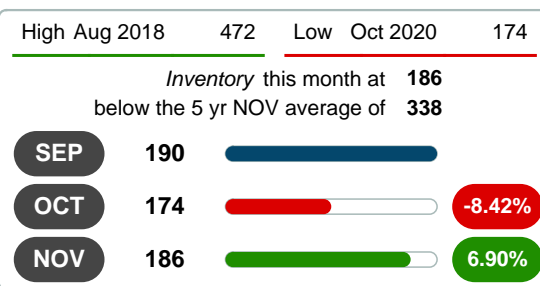


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 338



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	13	6.99%	96.0	10	2	1	0
\$75,001 - \$125,000	16	8.60%	68.0	1	10	5	0
\$125,001 - \$200,000	38	20.43%	52.5	5	24	7	2
\$200,001 - \$275,000	36	19.35%	40.0	0	25	10	1
\$275,001 - \$350,000	32	17.20%	57.5	2	18	11	1
\$350,001 - \$450,000	31	16.67%	74.0	1	10	16	4
\$450,001 and up	20	10.75%	68.0	1	3	12	4
<b>Total Active Inventory by Units</b>	<b>186</b>			<b>20</b>	<b>92</b>	<b>62</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>55,318,041</b>	<b>100%</b>	<b>53.0</b>	<b>2.96M</b>	<b>24.39M</b>	<b>22.71M</b>	<b>5.26M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$249,750</b>			<b>\$87,500</b>	<b>\$228,400</b>	<b>\$302,400</b>	<b>\$388,250</b>

# November 2020



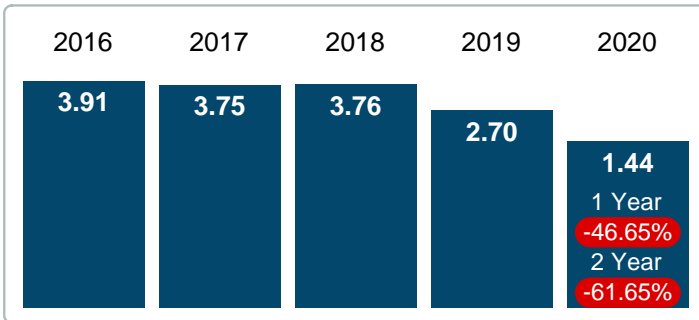
Area Delimited by County Of Wagoner - Residential Property Type



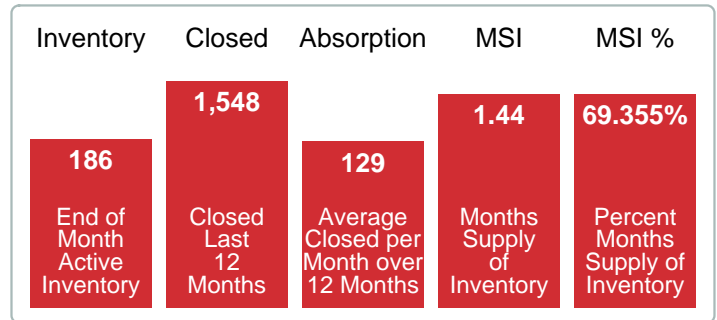
## MONTHS SUPPLY of INVENTORY (MSI)

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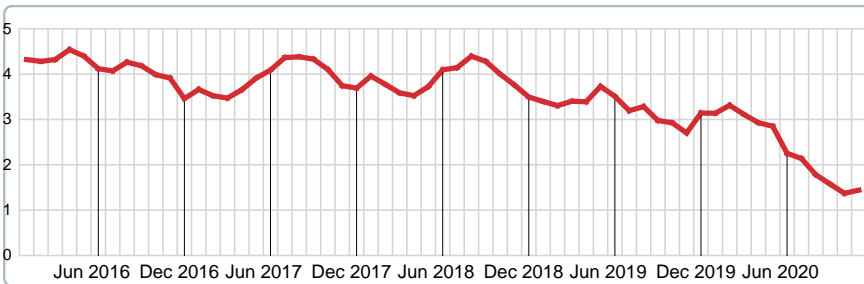
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020



### 5 YEAR MARKET ACTIVITY TRENDS

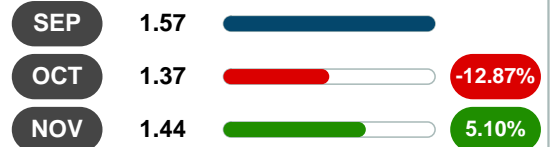


### 3 MONTHS

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%	186	20	92	62	12

# November 2020



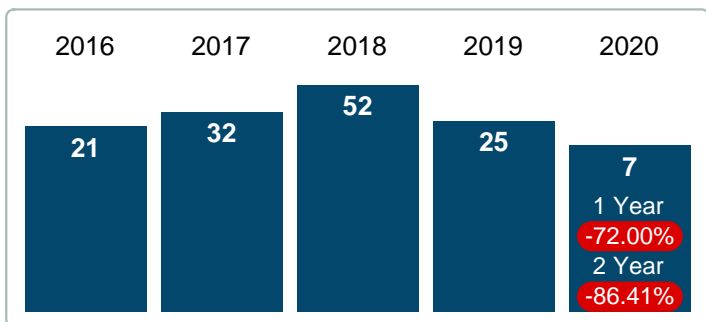
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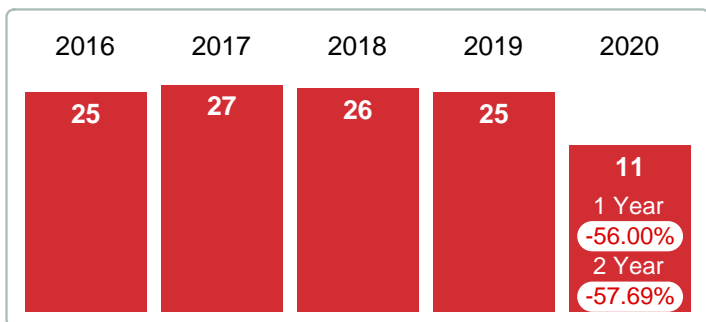
## MEDIAN DAYS ON MARKET TO SALE

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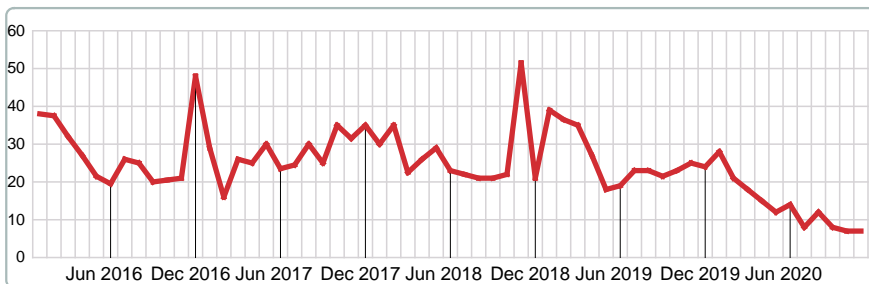
### NOVEMBER



### YEAR TO DATE (YTD)

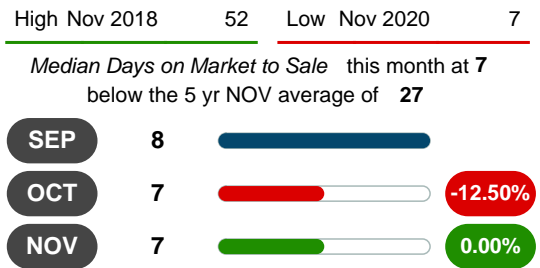


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 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
\$125,000 and less	10.56%	7	19	7	1	0
\$125,001 - \$150,000	9.86%	5	0	5	0	0
\$150,001 - \$175,000	11.97%	4	0	4	0	0
\$175,001 - \$225,000	24.65%	7	0	7	5	32
\$225,001 - \$275,000	19.72%	7	7	7	16	0
\$275,001 - \$350,000	9.86%	4	3	19	4	3
\$350,001 and up	13.38%	21	0	16	28	79
Median Closed DOM		7	7	7	6	26
Total Closed Units	100%	142	5	100	33	4
Total Closed Volume		33,886,857	761.50K	21.65M	9.52M	1.95M

# November 2020



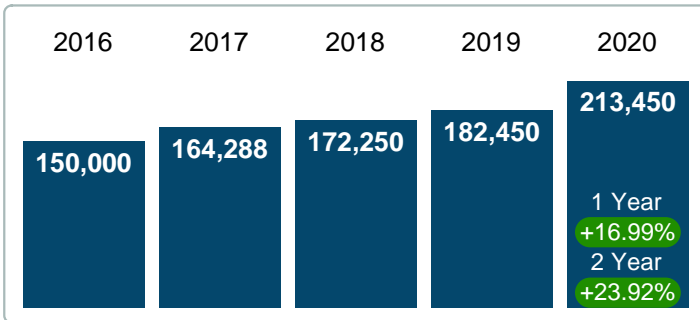
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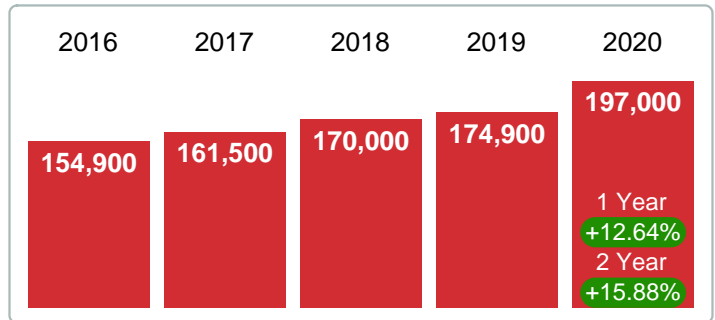
## MEDIAN LIST PRICE AT CLOSING

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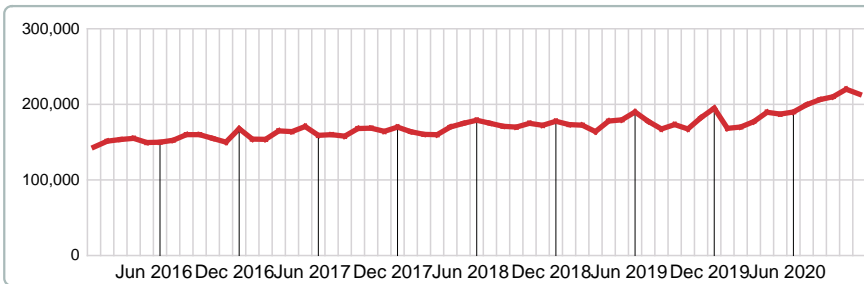
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

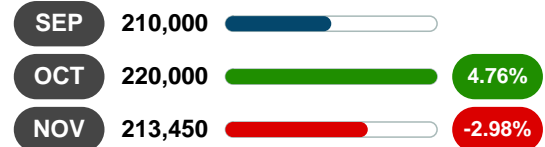


### 3 MONTHS

5 year NOV AVG = 176,487

High Oct 2020 220,000 Low Jan 2016 143,500

Median List Price at Closing this month at **213,450**  
above the 5 yr NOV average of **176,487**



### 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
\$125,000 and less	10.56%	92,000	75,000	95,000	115,000	0
\$125,001 - \$150,000	11.97%	144,900	0	144,900	0	0
\$150,001 - \$175,000	7.75%	160,000	0	160,000	0	0
\$175,001 - \$225,000	26.76%	200,897	0	198,000	212,400	215,000
\$225,001 - \$275,000	17.61%	252,500	0	253,700	245,000	0
\$275,001 - \$350,000	11.97%	317,600	284,750	325,450	310,923	325,000
\$350,001 and up	13.38%	425,975	0	422,938	419,500	759,000
<b>Median List Price</b>		<b>213,450</b>	<b>84,000</b>	<b>197,897</b>	<b>245,000</b>	<b>522,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>213,450</b>	<b>5</b>	<b>100</b>	<b>33</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>34,271,032</b>	<b>796.50K</b>	<b>21.77M</b>	<b>9.65M</b>	<b>2.06M</b>



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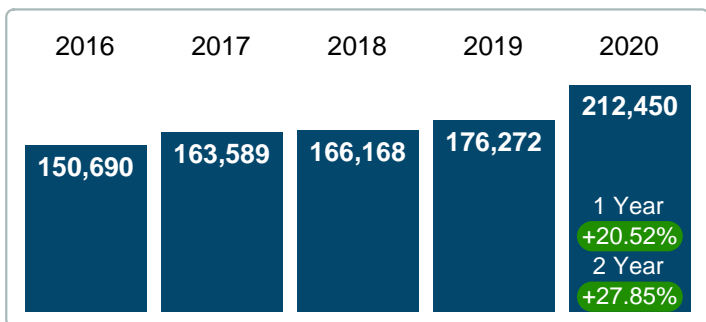
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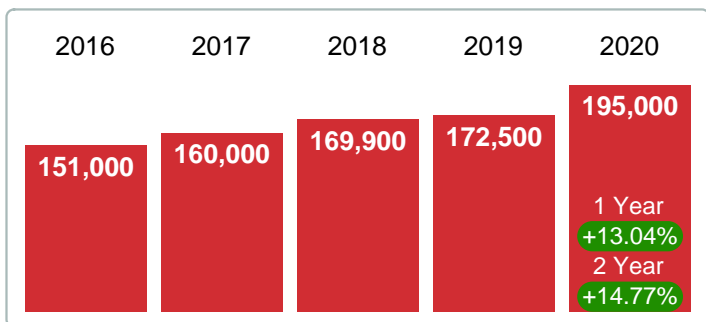
## MEDIAN SOLD PRICE AT CLOSING

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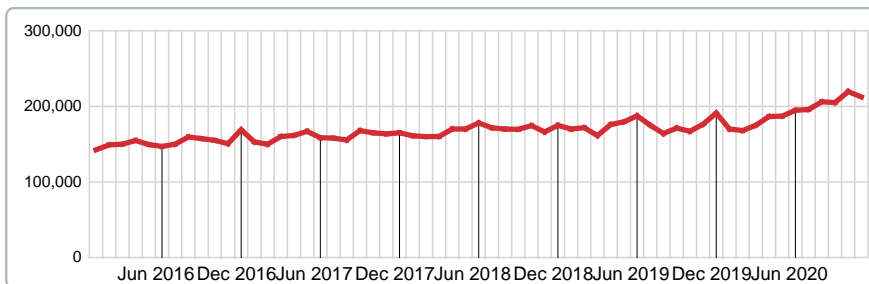
### NOVEMBER



### YEAR TO DATE (YTD)

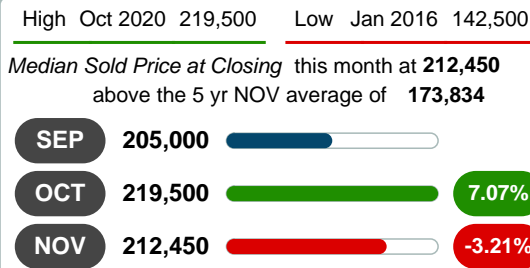


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 173,834



### 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
\$125,000 and less	15	10.56%	83,475	70,000	83,475	120,000	0
\$125,001 - \$150,000	14	9.86%	145,000	0	145,000	0	0
\$150,001 - \$175,000	17	11.97%	159,000	0	159,000	0	0
\$175,001 - \$225,000	35	24.65%	202,500	0	200,947	210,900	215,000
\$225,001 - \$275,000	28	19.72%	250,450	260,000	250,450	245,000	0
\$275,001 - \$350,000	14	9.86%	304,828	279,500	305,655	304,000	315,000
\$350,001 and up	19	13.38%	425,000	0	425,000	423,087	710,000
Median Sold Price			212,450	84,000	198,847	245,000	495,000
Total Closed Units		100%	212,450	5	100	33	4
Total Closed Volume			33,886,857	761.50K	21.65M	9.52M	1.95M

# November 2020



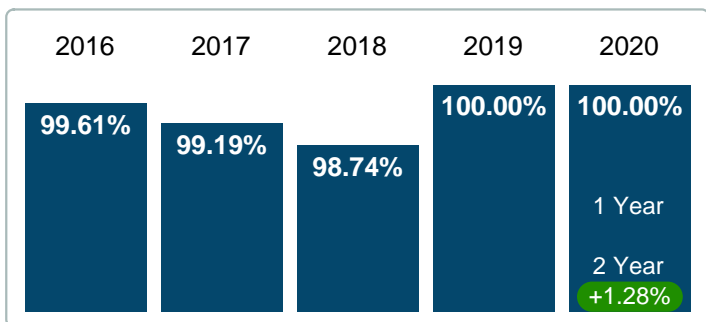
Area Delimited by County Of Wagoner - Residential Property Type



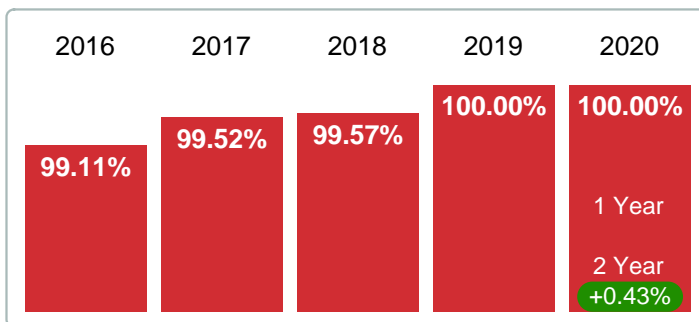
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

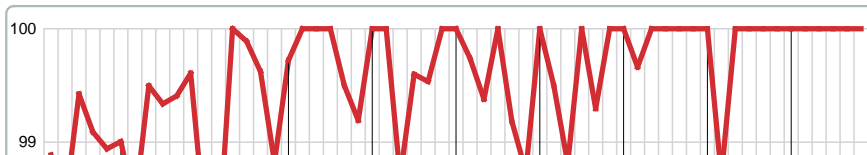
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 99.51%

High Nov 2020 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at 100.00% equal to 5 yr NOV average of 99.51%

- SEP 100.00%
- OCT 100.00%
- NOV 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
\$125,000 and less	15	10.56%	100.00%	100.00%	100.00%	100.00%	0.00%
\$125,001 - \$150,000	14	9.86%	100.00%	0.00%	100.00%	0.00%	0.00%
\$150,001 - \$175,000	17	11.97%	100.00%	0.00%	100.00%	0.00%	0.00%
\$175,001 - \$225,000	35	24.65%	100.00%	0.00%	100.00%	100.00%	100.00%
\$225,001 - \$275,000	28	19.72%	100.00%	89.66%	100.00%	100.00%	0.00%
\$275,001 - \$350,000	14	9.86%	100.00%	100.00%	100.00%	98.79%	96.92%
\$350,001 and up	19	13.38%	100.00%	0.00%	100.00%	99.94%	93.56%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	95.40%
Total Closed Units		142	100%	5	100	33	4
Total Closed Volume		33,886,857		761.50K	21.65M	9.52M	1.95M

# November 2020



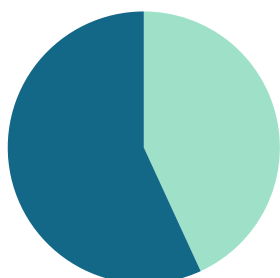
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

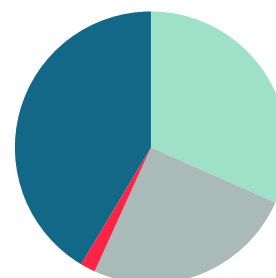


**Inventory**  
 New Listings  
**132 = 43.14%**  
 Start Inventory  
**174**  
 Total Inventory Units  
**306**  
 Volume  
**\$86,634,545**

### 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%
Median List Price	182,450	213,450	16.99%	174,900	197,000	12.64%
Median Sale Price	176,272	212,450	20.52%	172,500	195,000	13.04%
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	25.00	7.00	-72.00%	25.00	11.00	-56.00%
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

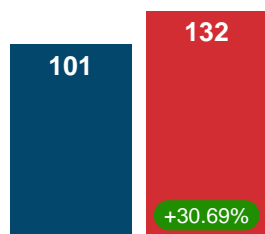
**Inventory** on November 30, 2020 = **186**

**2019** **2020**

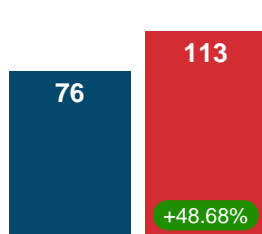
### NOVEMBER MARKET

### MEDIAN PRICES

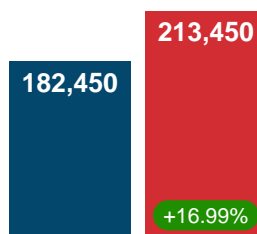
#### New Listings



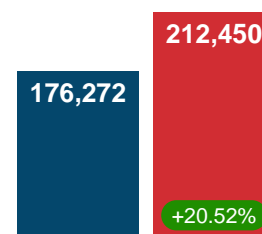
#### Pending Listings



#### List Price



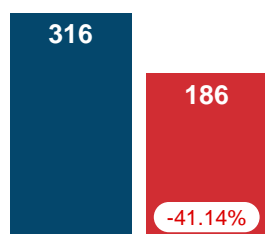
#### Sale Price



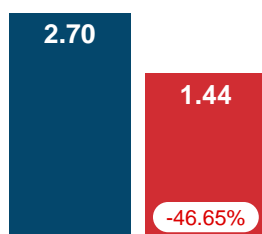
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

