

# October 2020



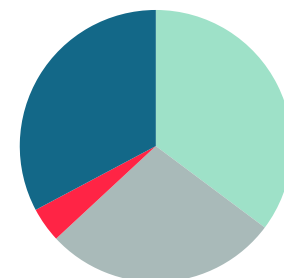
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	113	187	65.49%
Pending Listings	108	148	37.04%
New Listings	162	152	-6.17%
Average List Price	196,114	254,344	29.69%
Average Sale Price	193,679	251,951	30.09%
Average Percent of Selling Price to List Price	100.20%	99.30%	-0.90%
Average Days on Market to Sale	38.59	28.55	-26.02%
End of Month Inventory	339	174	-48.67%
Months Supply of Inventory	2.92	1.37	-53.09%



■ Closed (35.22%)  
■ Pending (27.87%)  
■ Other OffMarket (4.14%)  
■ Active (32.77%)

**Absorption:** Last 12 months, an Average of **127** Sales/Month  
**Active Inventory** as of October 31, 2020 = **174**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2020 decreased **48.67%** to 174 existing homes available for sale. Over the last 12 months this area has had an average of 127 closed sales per month. This represents an unsold inventory index of **1.37** 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 **30.09%** in October 2020 to \$251,951 versus the previous year at \$193,679.

#### Average Days on Market Shortens

The average number of **28.55** days that homes spent on the market before selling decreased by 10.04 days or **26.02%** in October 2020 compared to last year's same month at **38.59** DOM.

#### Sales Success for October 2020 is Positive

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

There were 152 New Listings in October 2020, down **6.17%** from last year at 162. Furthermore, there were 187 Closed Listings this month versus last year at 113, a **65.49%** increase.

Closed versus Listed trends yielded a **123.0%** ratio, up from previous year's, October 2019, at **69.8%**, a **76.37%** 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

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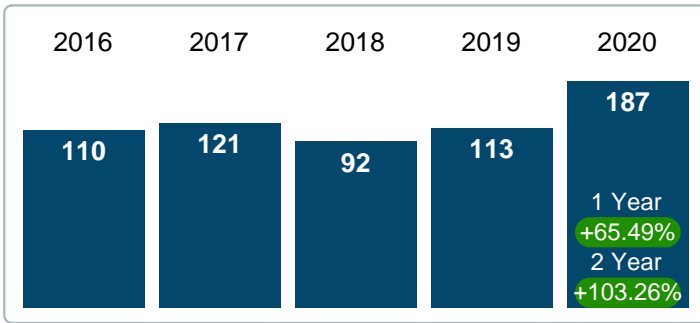
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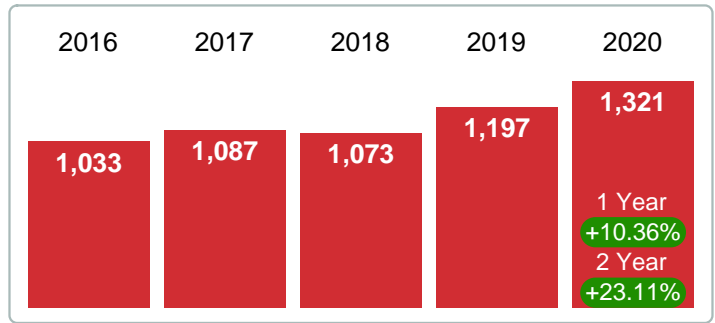
## CLOSED LISTINGS

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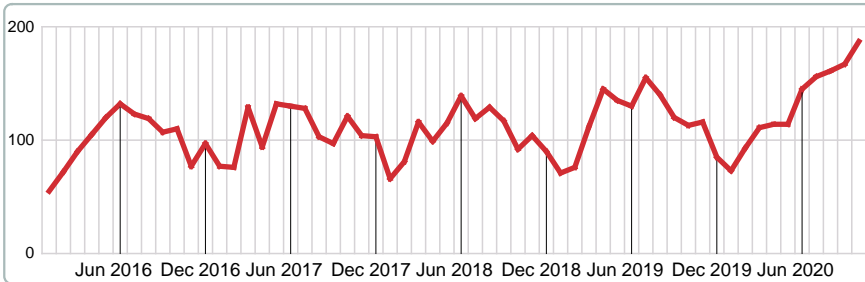
### OCTOBER



### YEAR TO DATE (YTD)

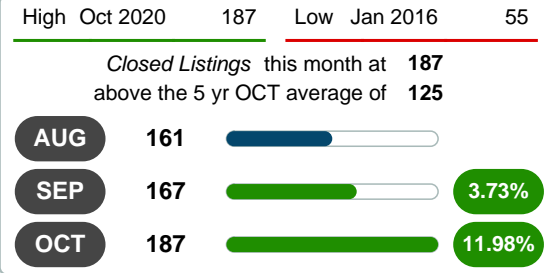


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 125



### 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	13	6.95%	26.0	2	10	1	0
\$125,001 - \$150,000	12	6.42%	11.2	1	10	1	0
\$150,001 - \$200,000	49	26.20%	21.4	0	36	12	1
\$200,001 - \$225,000	26	13.90%	27.0	0	14	11	1
\$225,001 - \$300,000	38	20.32%	24.1	0	20	17	1
\$300,001 - \$375,000	28	14.97%	40.3	0	11	15	2
\$375,001 and up	21	11.23%	51.0	0	4	10	7
<b>Total Closed Units</b>	<b>187</b>			<b>3</b>	<b>105</b>	<b>67</b>	<b>12</b>
<b>Total Closed Volume</b>	<b>47,114,904</b>	<b>100%</b>	<b>28.6</b>	<b>232.90K</b>	<b>21.77M</b>	<b>19.06M</b>	<b>6.05M</b>
<b>Average Closed Price</b>	<b>\$251,951</b>			<b>\$77,633</b>	<b>\$207,360</b>	<b>\$284,414</b>	<b>\$504,450</b>

# October 2020



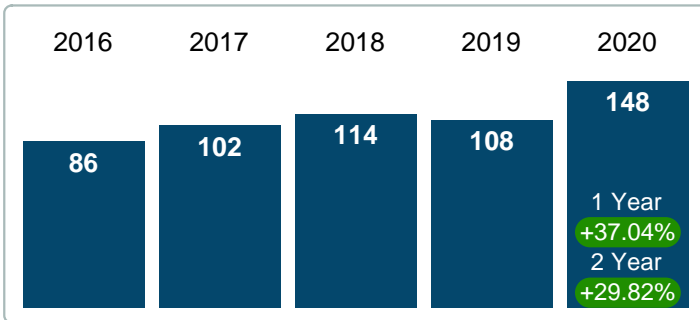
Area Delimited by County Of Wagoner - Residential Property Type



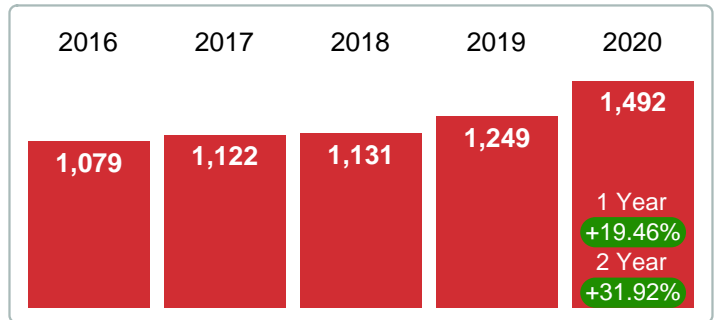
## PENDING LISTINGS

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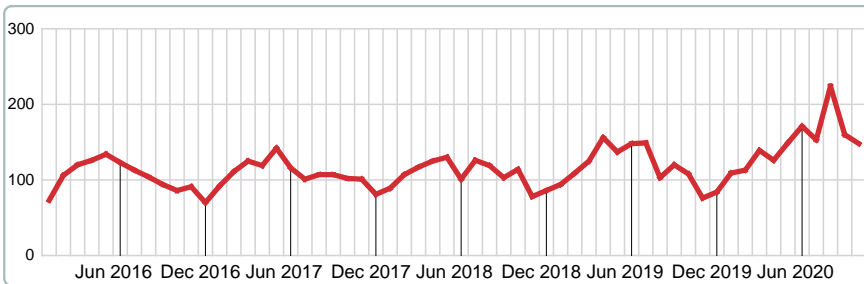
### OCTOBER



### YEAR TO DATE (YTD)

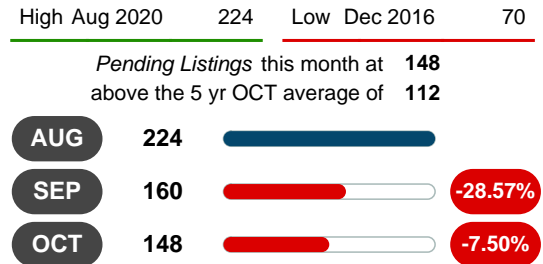


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 112



### 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	14	9.46%	26.6	4	10	0	0
\$125,001 - \$150,000	17	11.49%	14.5	1	16	0	0
\$150,001 - \$175,000	14	9.46%	29.6	0	13	1	0
\$175,001 - \$225,000	41	27.70%	14.0	0	30	11	0
\$225,001 - \$275,000	23	15.54%	21.8	1	14	8	0
\$275,001 - \$350,000	20	13.51%	38.0	2	8	8	2
\$350,001 and up	19	12.84%	36.7	0	6	11	2
<b>Total Pending Units</b>	<b>148</b>			<b>8</b>	<b>97</b>	<b>39</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>34,787,067</b>	<b>100%</b>	<b>22.9</b>	<b>1.23M</b>	<b>19.74M</b>	<b>12.11M</b>	<b>1.71M</b>
<b>Average Listing Price</b>	<b>\$234,474</b>			<b>\$153,800</b>	<b>\$203,534</b>	<b>\$310,457</b>	<b>\$426,500</b>

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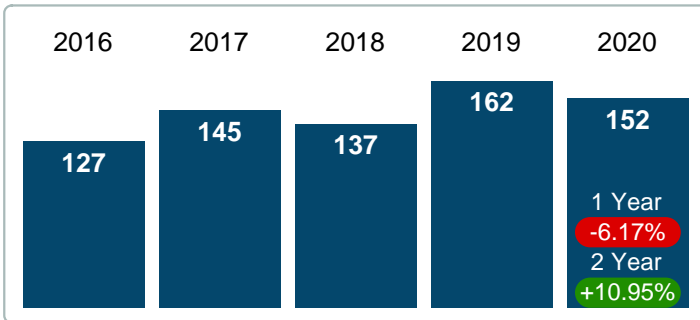
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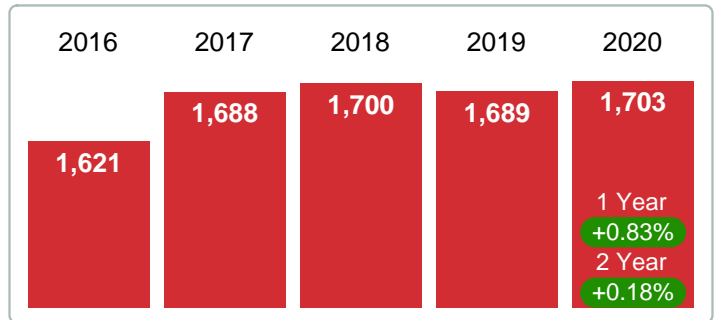
## NEW LISTINGS

Report produced on Jul 31, 2023 for MLS Technology Inc.

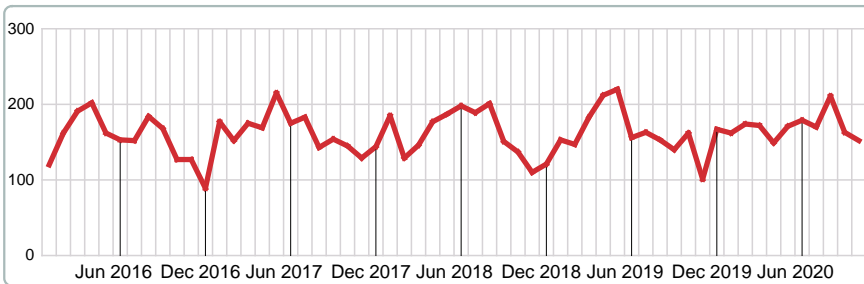
### OCTOBER



### YEAR TO DATE (YTD)

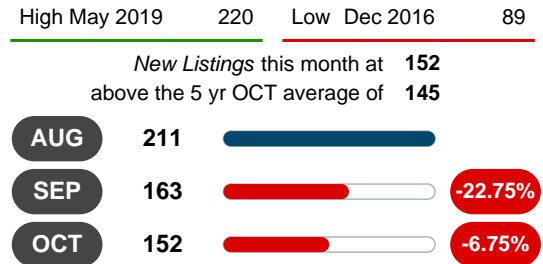


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 145



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11	7.24%	1	9	1	0
\$125,001 - \$150,000	15	9.87%	2	13	0	0
\$150,001 - \$175,000	14	9.21%	1	13	0	0
\$175,001 - \$225,000	45	29.61%	1	33	9	2
\$225,001 - \$275,000	33	21.71%	1	19	13	0
\$275,001 - \$350,000	17	11.18%	1	7	8	1
\$350,001 and up	17	11.18%	0	5	8	4
<b>Total New Listed Units</b>	<b>152</b>		<b>7</b>	<b>99</b>	<b>39</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>35,729,977</b>	<b>100%</b>	<b>1.25M</b>	<b>20.12M</b>	<b>11.47M</b>	<b>2.89M</b>
<b>Average New Listed Listing Price</b>	<b>\$234,652</b>		<b>\$178,957</b>	<b>\$203,246</b>	<b>\$293,980</b>	<b>\$412,957</b>

# October 2020



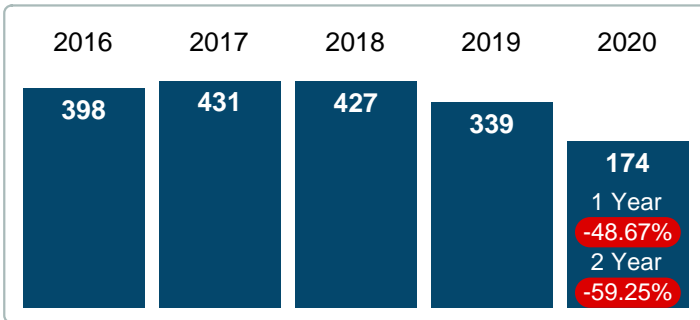
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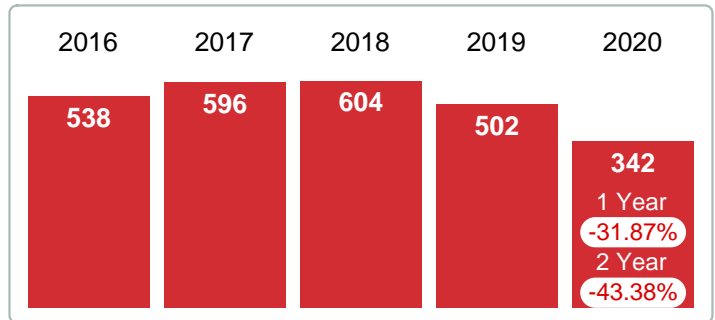
## ACTIVE INVENTORY

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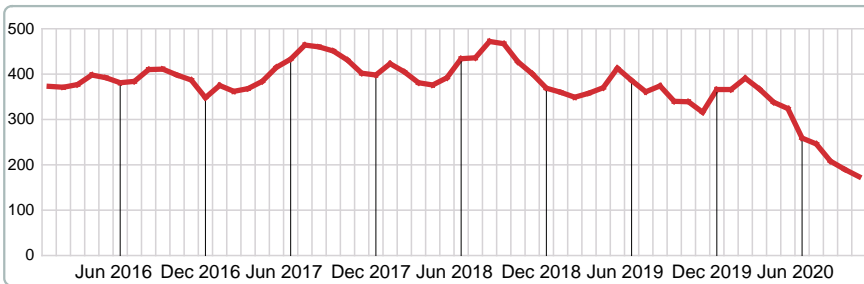
### END OF OCTOBER



### ACTIVE DURING OCTOBER

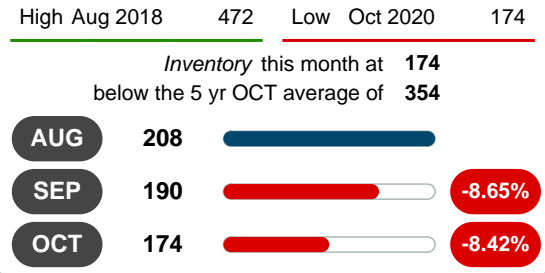


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 354



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	20	11.49%	126.7	7	11	2	0
\$100,001 - \$125,000	6	3.45%	51.7	0	4	2	0
\$125,001 - \$200,000	38	21.84%	48.3	4	28	5	1
\$200,001 - \$300,000	44	25.29%	35.3	1	25	16	2
\$300,001 - \$350,000	20	11.49%	60.2	0	14	4	2
\$350,001 - \$450,000	27	15.52%	92.7	1	9	14	3
\$450,001 and up	19	10.92%	78.9	1	4	10	4
<b>Total Active Inventory by Units</b>	<b>174</b>			<b>14</b>	<b>95</b>	<b>53</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>52,052,634</b>	<b>100%</b>	<b>65.7</b>	<b>2.35M</b>	<b>24.57M</b>	<b>19.87M</b>	<b>5.26M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$299,153</b>			<b>\$167,979</b>	<b>\$258,627</b>	<b>\$374,925</b>	<b>\$438,367</b>

# October 2020



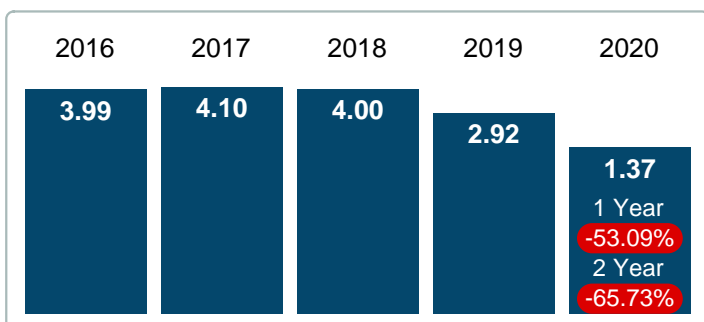
Area Delimited by County Of Wagoner - Residential Property Type



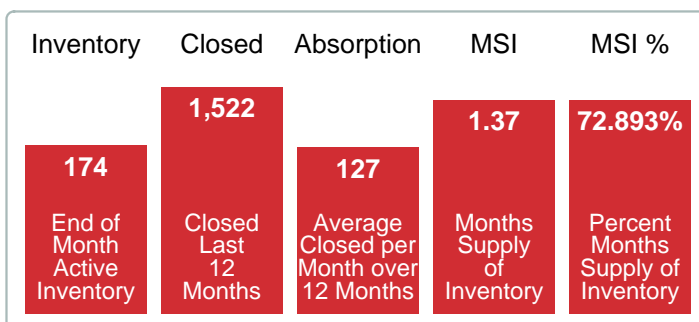
## MONTHS SUPPLY of INVENTORY (MSI)

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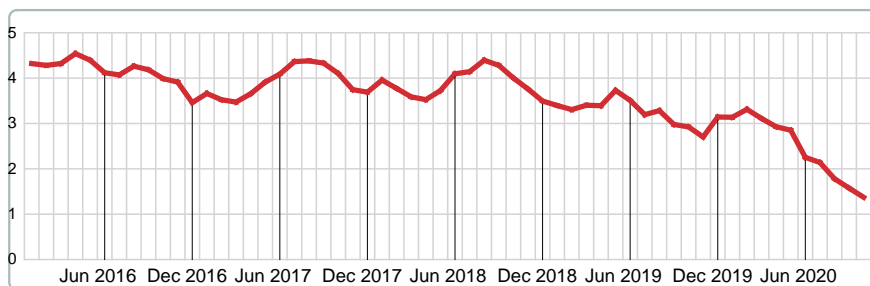
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2020

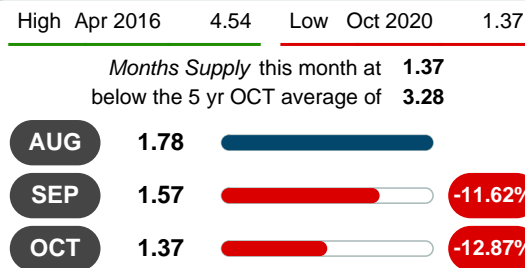


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 3.28



### 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
\$100,000 and less	20	11.49%	2.05	2.10	1.97	2.40	0.00
\$100,001 - \$125,000	6	3.45%	1.26	0.00	1.17	2.67	0.00
\$125,001 - \$200,000	38	21.84%	0.68	3.20	0.64	0.46	3.00
\$200,001 - \$300,000	44	25.29%	1.16	1.71	1.21	1.01	2.00
\$300,001 - \$350,000	20	11.49%	2.79	0.00	5.09	1.12	2.40
\$350,001 - \$450,000	27	15.52%	3.90	0.00	3.86	3.73	3.60
\$450,001 and up	19	10.92%	4.56	12.00	6.86	4.29	3.43
Market Supply of Inventory (MSI)			1.37	2.40	1.21	1.39	2.88
Total Active Inventory by Units		100%	174	14	95	53	12

# October 2020



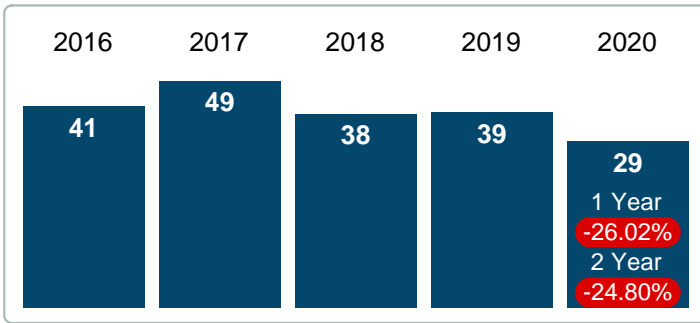
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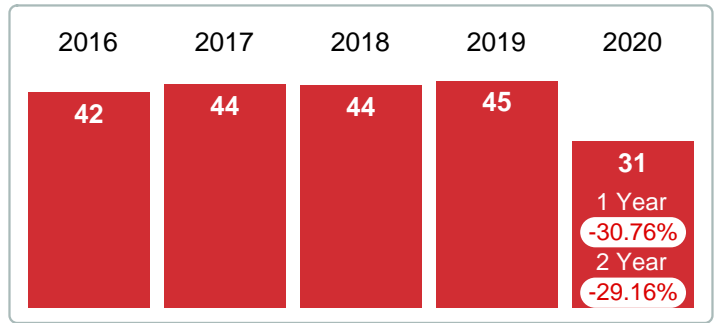
## AVERAGE DAYS ON MARKET TO SALE

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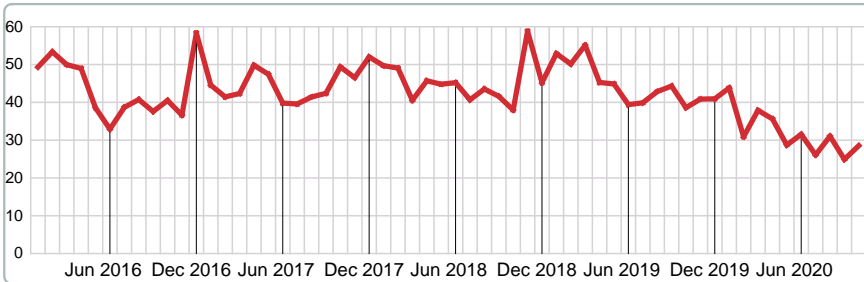
### OCTOBER



### YEAR TO DATE (YTD)

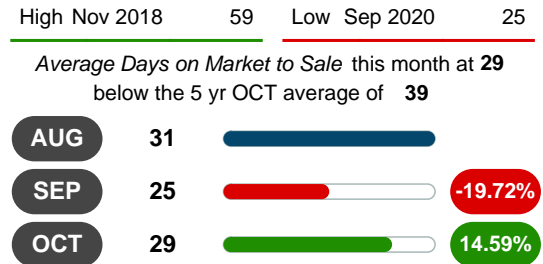


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 39



### 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	6.95%	26	14	31	4	0
\$125,001 - \$150,000	6.42%	11	3	10	30	0
\$150,001 - \$200,000	26.20%	21	0	20	27	4
\$200,001 - \$225,000	13.90%	27	0	31	16	98
\$225,001 - \$300,000	20.32%	24	0	14	37	7
\$300,001 - \$375,000	14.97%	40	0	62	29	1
\$375,001 and up	11.23%	51	0	29	38	83
Average Closed DOM		29	10	25	30	58
Total Closed Units	100%	29	3	105	67	12
Total Closed Volume		47,114,904	232.90K	21.77M	19.06M	6.05M

# October 2020



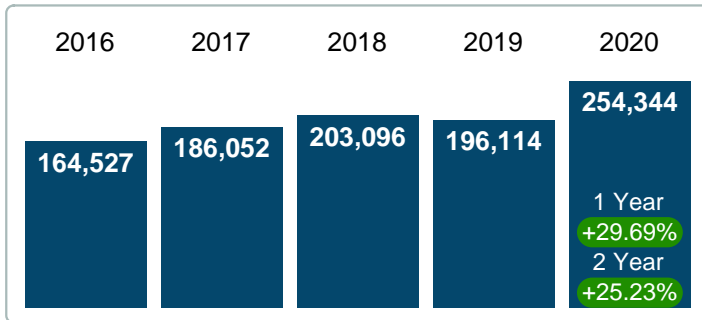
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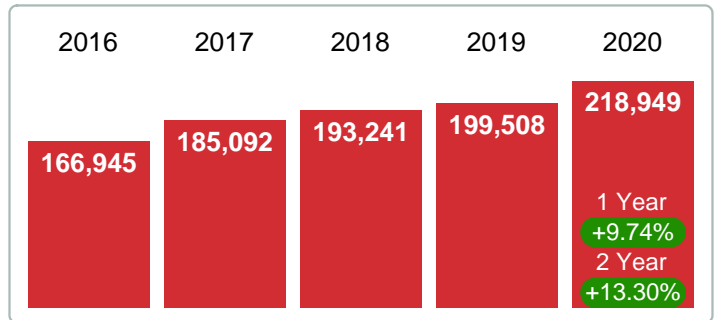
## AVERAGE LIST PRICE AT CLOSING

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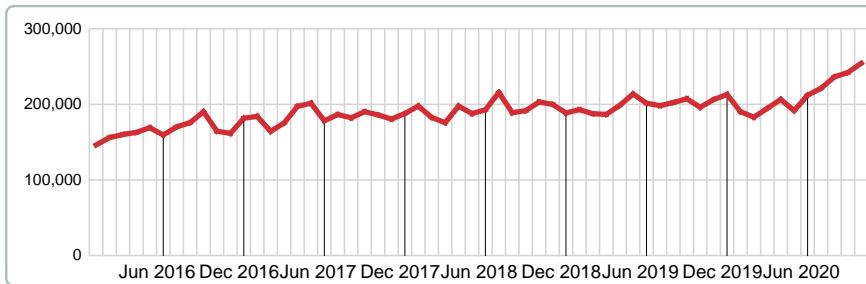
### OCTOBER



### YEAR TO DATE (YTD)

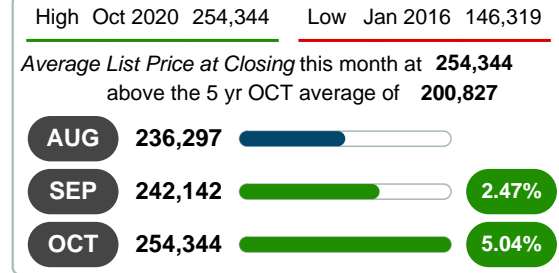


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 200,827



## 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	12	6.42%	77,792	46,950	88,060	89,000	0
\$125,001 - \$150,000	14	7.49%	140,550	147,900	141,880	139,000	0
\$150,001 - \$200,000	45	24.06%	176,080	0	173,861	188,291	172,000
\$200,001 - \$225,000	29	15.51%	214,729	0	215,795	214,529	219,900
\$225,001 - \$300,000	39	20.86%	255,252	0	253,043	255,622	239,900
\$300,001 - \$375,000	27	14.44%	332,255	0	328,391	330,773	348,450
\$375,001 and up	21	11.23%	551,646	0	405,759	499,826	709,040
Average List Price			254,344	80,600	208,340	285,862	524,331
Total Closed Units		100%	254,344	3	105	67	12
Total Closed Volume			47,562,241	241.80K	21.88M	19.15M	6.29M



# October 2020



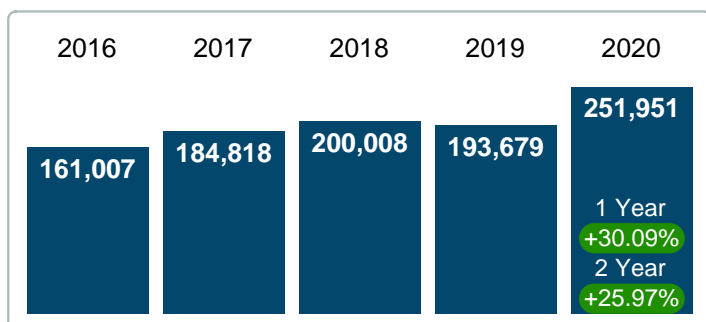
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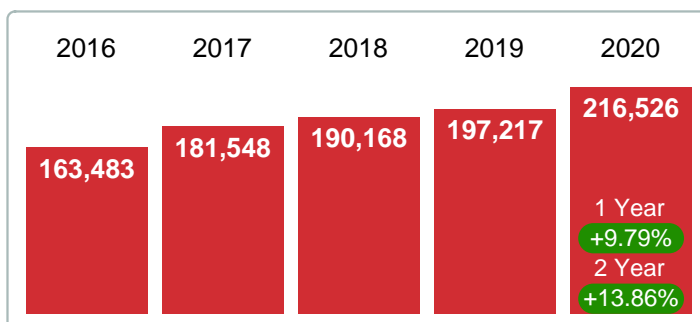
## AVERAGE SOLD PRICE AT CLOSING

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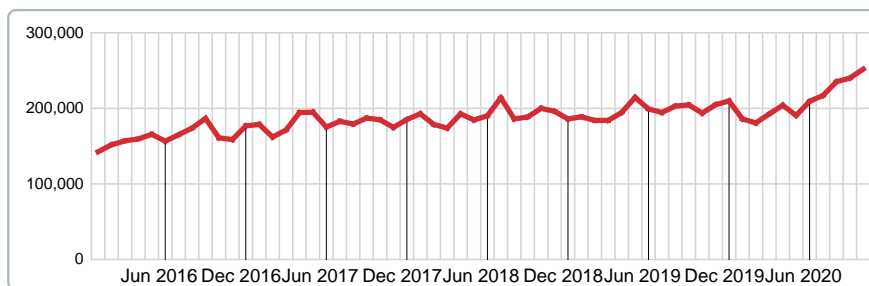
### OCTOBER



### YEAR TO DATE (YTD)

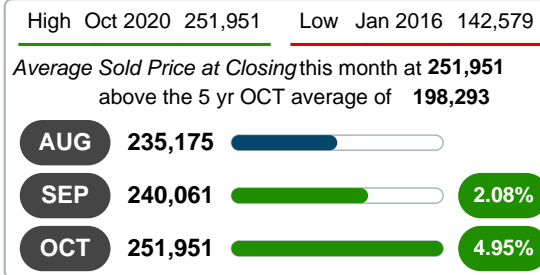


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 198,293



### 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	6.95%	77,151	42,500	83,397	84,000	0
\$125,001 - \$150,000	6.42%	144,108	147,900	144,240	139,000	0
\$150,001 - \$200,000	26.20%	176,345	0	173,906	185,442	155,000
\$200,001 - \$225,000	13.90%	214,281	0	215,441	213,920	202,000
\$225,001 - \$300,000	20.32%	252,523	0	251,965	253,857	241,000
\$300,001 - \$375,000	14.97%	329,299	0	327,041	330,794	330,500
\$375,001 and up	11.23%	540,675	0	395,734	497,685	684,914
<b>Average Sold Price</b>		<b>251,951</b>	<b>77,633</b>	<b>207,360</b>	<b>284,414</b>	<b>504,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>251,951</b>	<b>3</b>	<b>105</b>	<b>67</b>	<b>12</b>
<b>Total Closed Volume</b>		<b>47,114,904</b>	<b>232.90K</b>	<b>21.77M</b>	<b>19.06M</b>	<b>6.05M</b>

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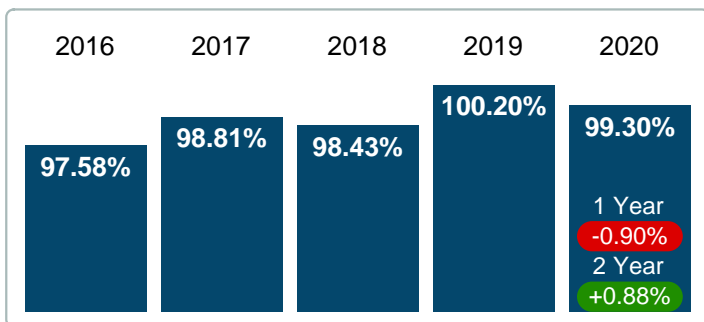
Area Delimited by County Of Wagoner - Residential Property Type



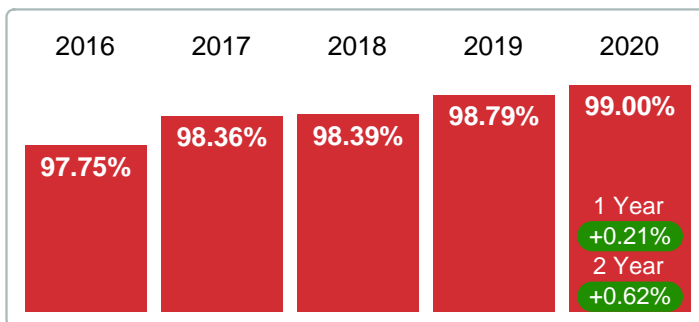
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 31, 2023 for MLS Technology Inc.

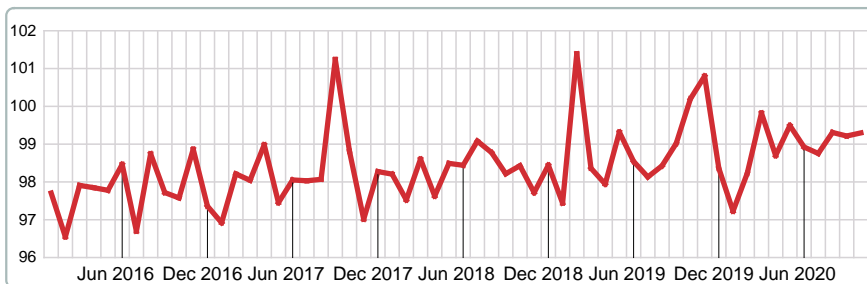
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

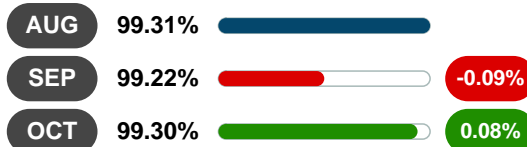


### 3 MONTHS

5 year OCT AVG = 98.86%

High Feb 2019 101.39% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **99.30%**  
equal to 5 yr OCT average of **98.86%**



## 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	13	6.95%	94.82%	90.46%	95.73%	94.38%	0.00%
\$125,001 - \$150,000	12	6.42%	101.42%	100.00%	101.71%	100.00%	0.00%
\$150,001 - \$200,000	49	26.20%	99.68%	0.00%	100.10%	99.22%	90.12%
\$200,001 - \$225,000	26	13.90%	99.51%	0.00%	99.90%	99.72%	91.86%
\$225,001 - \$300,000	38	20.32%	99.54%	0.00%	99.64%	99.38%	100.46%
\$300,001 - \$375,000	28	14.97%	99.53%	0.00%	99.60%	100.05%	95.20%
\$375,001 and up	21	11.23%	98.95%	0.00%	97.59%	99.71%	98.64%
Average Sold/List Ratio		99.30%		93.64%	99.57%	99.54%	96.94%
Total Closed Units		187	100%	3	105	67	12
Total Closed Volume		47,114,904		232.90K	21.77M	19.06M	6.05M

# October 2020



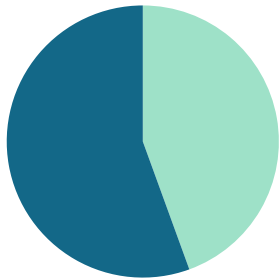
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

### INVENTORY

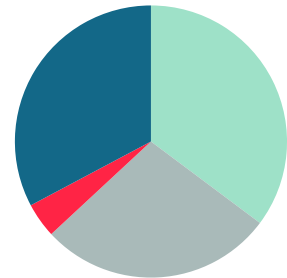


**Inventory**  
 New Listings  
**152 = 44.44%**  
 Start Inventory  
**190**  
 Total Inventory Units  
**342**  
 Volume  
**\$92,477,212**

### Market Activity

Closed Sales  
**187 = 35.22%**  
 Pending Sales  
**148 = 27.87%**  
 Other Off Market  
**22 = 4.14%**  
 Active Inventory  
**174 = 32.77%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	113	187	65.49%	1,197	1,321	10.36%
Pending Sales	108	148	37.04%	1,249	1,492	19.46%
New Listings	162	152	-6.17%	1,689	1,703	0.83%
Average List Price	196,114	254,344	29.69%	199,508	218,949	9.74%
Average Sale Price	193,679	251,951	30.09%	197,217	216,526	9.79%
Average Percent of Selling Price to List Price	100.20%	99.30%	-0.90%	98.79%	99.00%	0.21%
Average Days on Market to Sale	38.59	28.55	-26.02%	44.56	30.85	-30.76%
Monthly Inventory	339	174	-48.67%	339	174	-48.67%
Months Supply of Inventory	2.92	1.37	-53.09%	2.92	1.37	-53.09%

**Absorption:** Last 12 months, an Average of 127 Sales/Month

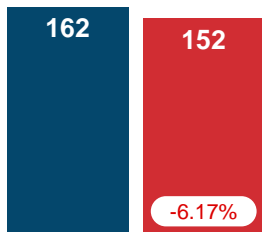
**Inventory** on October 31, 2020 = 174

2019 2020

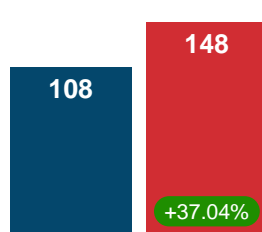
### OCTOBER MARKET

### AVERAGE PRICES

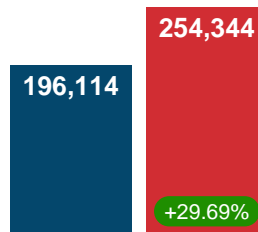
#### New Listings



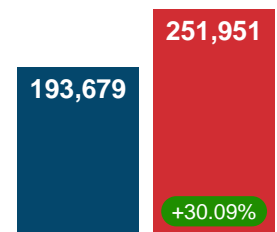
#### Pending Listings



#### List Price



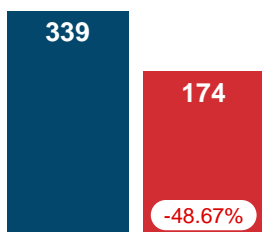
#### Sale Price



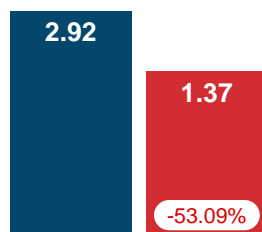
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

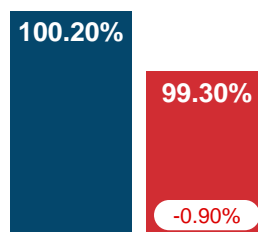
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

