

October 2020



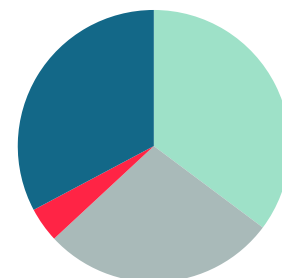
Area Delimited by County Of Wagoner - Residential Property Type



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%
Median List Price	167,414	220,000	31.41%
Median Sale Price	167,000	219,500	31.44%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	23.00	7.00	-69.57%
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.

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 **31.44%** in October 2020 to \$219,500 versus the previous year at \$167,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 16.00 days or **69.57%** in October 2020 compared to last year's same month at **23.00** DOM.

Sales Success for October 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 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.

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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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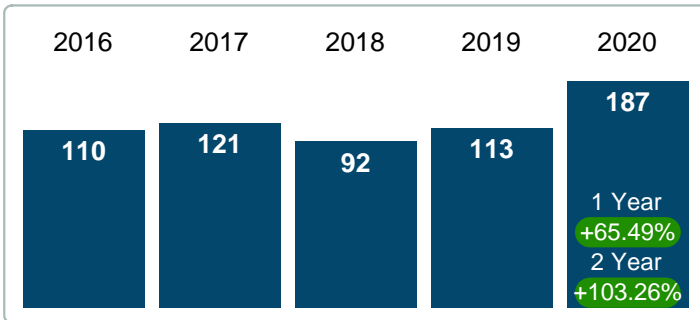
Area Delimited by County Of Wagoner - Residential Property Type



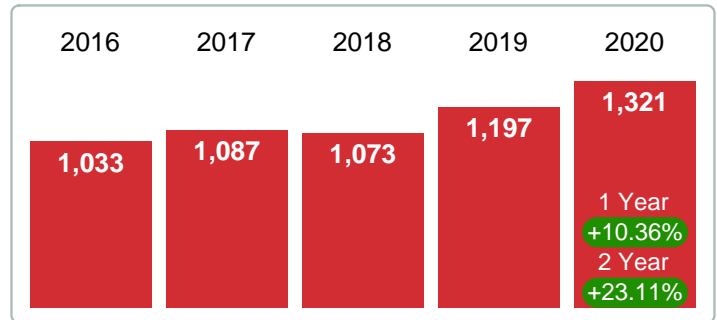
CLOSED LISTINGS

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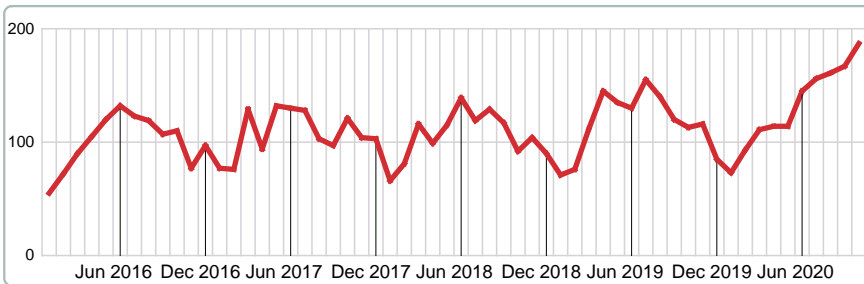
OCTOBER



YEAR TO DATE (YTD)

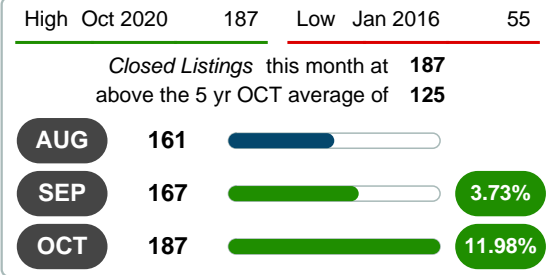


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 125



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	13	6.95%	15.0	2	10	1	0
\$125,001 - \$150,000	12	6.42%	5.0	1	10	1	0
\$150,001 - \$200,000	49	26.20%	4.0	0	36	12	1
\$200,001 - \$225,000	26	13.90%	9.0	0	14	11	1
\$225,001 - \$300,000	38	20.32%	7.0	0	20	17	1
\$300,001 - \$375,000	28	14.97%	14.5	0	11	15	2
\$375,001 and up	21	11.23%	35.0	0	4	10	7
Total Closed Units	187			3	105	67	12
Total Closed Volume	47,114,904	100%	7.0	232.90K	21.77M	19.06M	6.05M
Median Closed Price	\$219,500			\$45,000	\$191,000	\$245,000	\$454,050

October 2020



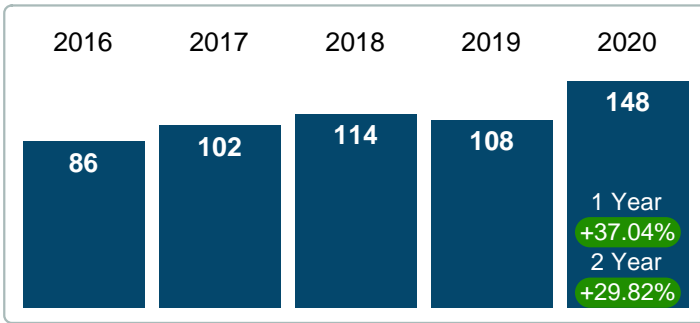
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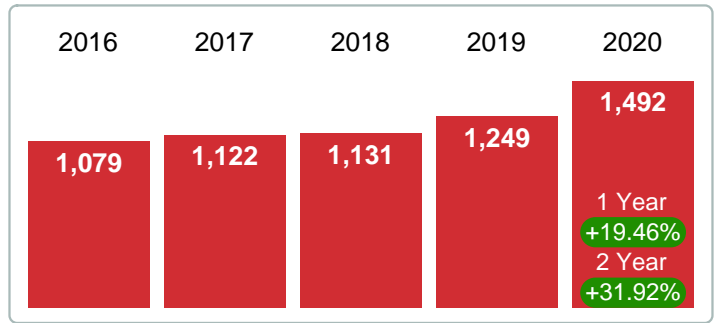
PENDING LISTINGS

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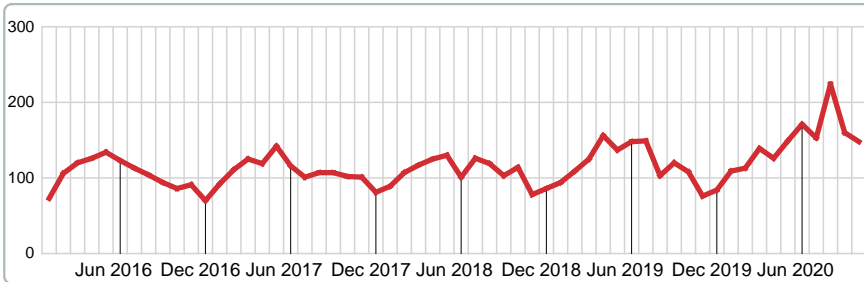
OCTOBER



YEAR TO DATE (YTD)

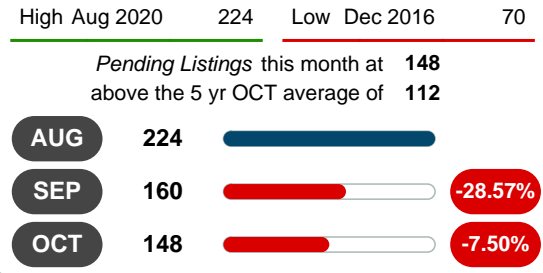


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 112



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	14	9.46%	6.5	4	10	0	0
\$125,001 - \$150,000	17	11.49%	4.0	1	16	0	0
\$150,001 - \$175,000	14	9.46%	12.5	0	13	1	0
\$175,001 - \$225,000	41	27.70%	4.0	0	30	11	0
\$225,001 - \$275,000	23	15.54%	4.0	1	14	8	0
\$275,001 - \$350,000	20	13.51%	18.0	2	8	8	2
\$350,001 and up	19	12.84%	19.0	0	6	11	2
Total Pending Units	148			8	97	39	4
Total Pending Volume	34,787,067	100%	7.0	1.23M	19.74M	12.11M	1.71M
Median Listing Price	\$210,510			\$116,950	\$189,900	\$269,900	\$346,000

October 2020



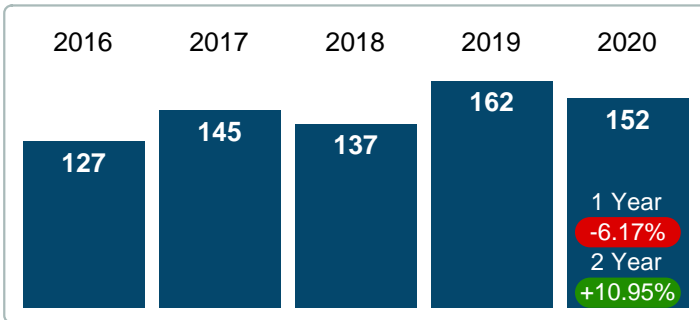
Area Delimited by County Of Wagoner - Residential Property Type



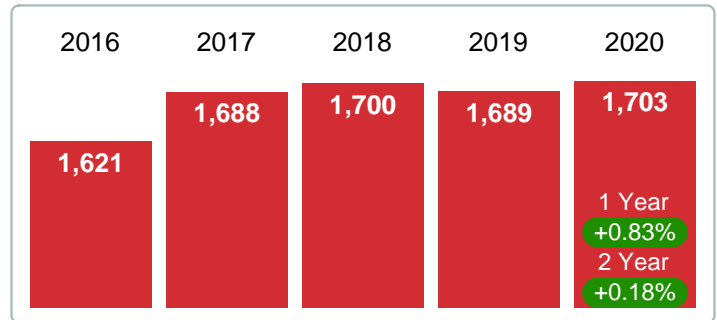
NEW LISTINGS

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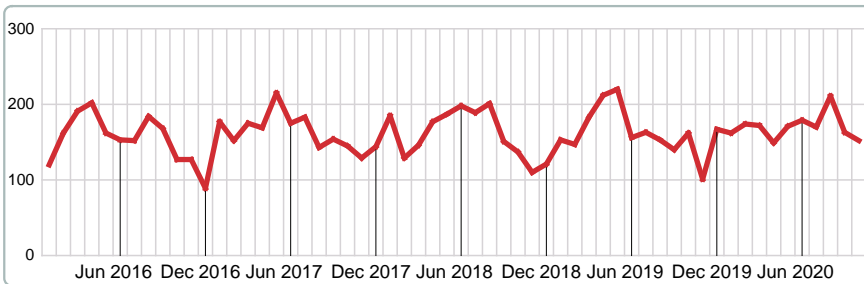
OCTOBER



YEAR TO DATE (YTD)

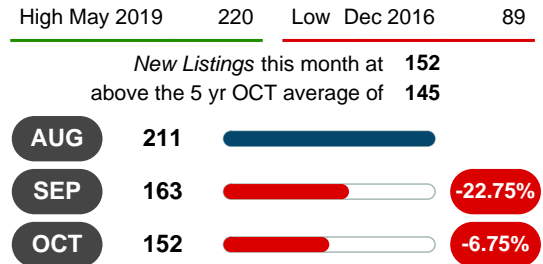


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	152		7	99	39	7
Total New Listed Volume	35,729,977	100%	1.25M	20.12M	11.47M	2.89M
Median New Listed Listing Price	\$217,658		\$159,900	\$194,900	\$250,000	\$367,000

October 2020



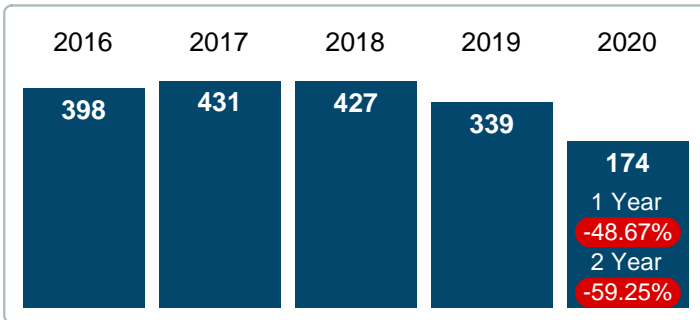
Area Delimited by County Of Wagoner - Residential Property Type



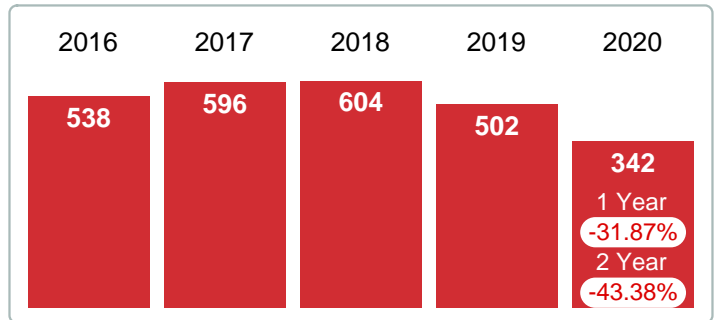
ACTIVE INVENTORY

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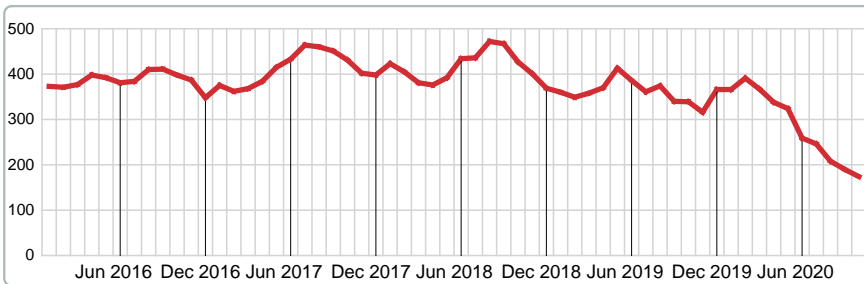
END OF OCTOBER



ACTIVE DURING OCTOBER

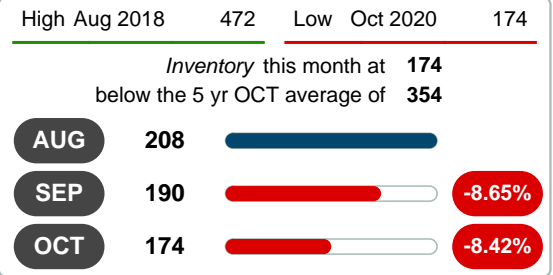


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 354



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	20	11.49%	75.5	7	11	2	0
\$100,001 - \$125,000	6	3.45%	52.0	0	4	2	0
\$125,001 - \$200,000	38	21.84%	33.5	4	28	5	1
\$200,001 - \$300,000	44	25.29%	18.0	1	25	16	2
\$300,001 - \$350,000	20	11.49%	38.5	0	14	4	2
\$350,001 - \$450,000	27	15.52%	71.0	1	9	14	3
\$450,001 and up	19	10.92%	52.0	1	4	10	4
Total Active Inventory by Units	174			14	95	53	12
Total Active Inventory by Volume	52,052,634	100%	44.0	2.35M	24.57M	19.87M	5.26M
Median Active Inventory Listing Price	\$247,750			\$119,500	\$220,000	\$309,900	\$371,950

October 2020



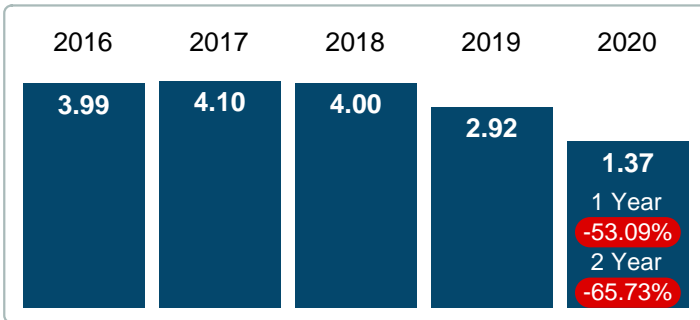
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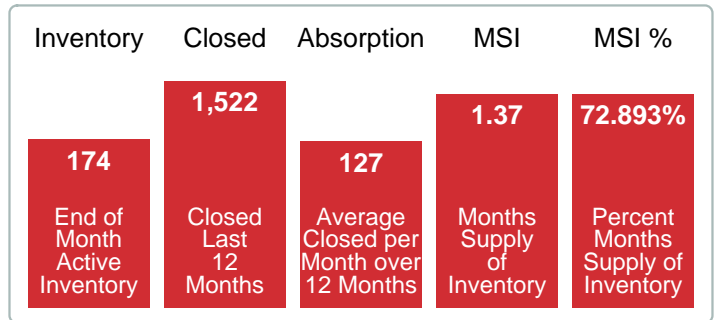
MONTHS SUPPLY of INVENTORY (MSI)

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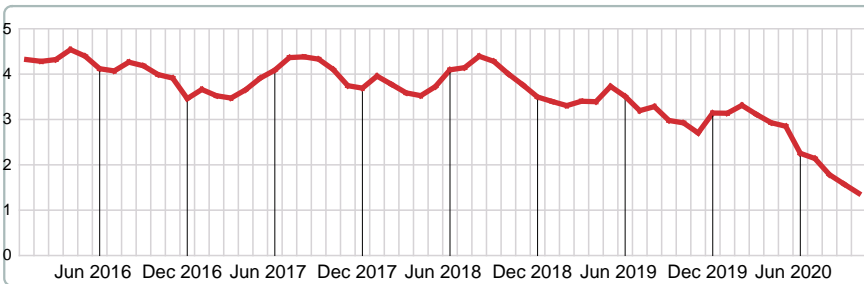
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

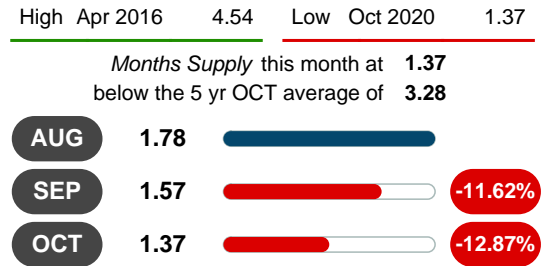


5 YEAR MARKET ACTIVITY TRENDS



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



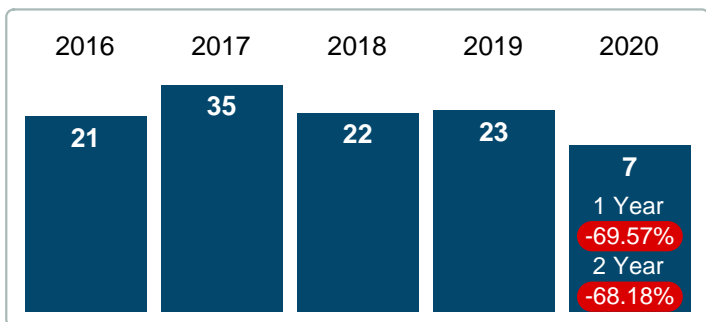
Area Delimited by County Of Wagoner - Residential Property Type



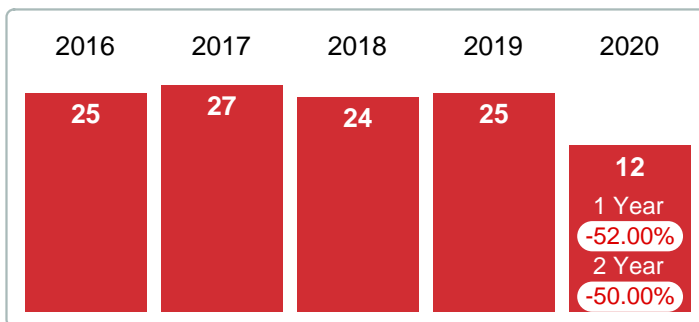
MEDIAN DAYS ON MARKET TO SALE

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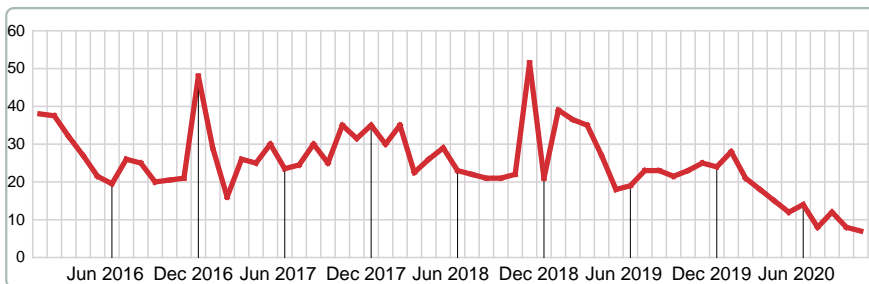
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

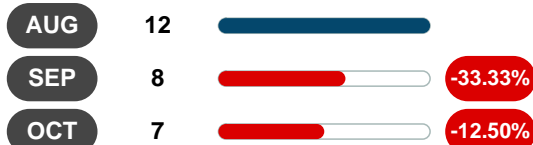


3 MONTHS

5 year OCT AVG = 22

High Nov 2018 52 Low Oct 2020 7

Median Days on Market to Sale this month at 7 below the 5 yr OCT 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
\$125,000 and less	6.95%	15	14	19	4	0
\$125,001 - \$150,000	6.42%	5	3	5	30	0
\$150,001 - \$200,000	26.20%	4	0	3	17	4
\$200,001 - \$225,000	13.90%	9	0	17	5	98
\$225,001 - \$300,000	20.32%	7	0	5	21	7
\$300,001 - \$375,000	14.97%	15	0	6	21	1
\$375,001 and up	11.23%	35	0	4	18	94
Median Closed DOM		7	3	4	14	64
Total Closed Units	100%	187	3	105	67	12
Total Closed Volume		47,114,904	232.90K	21.77M	19.06M	6.05M

October 2020



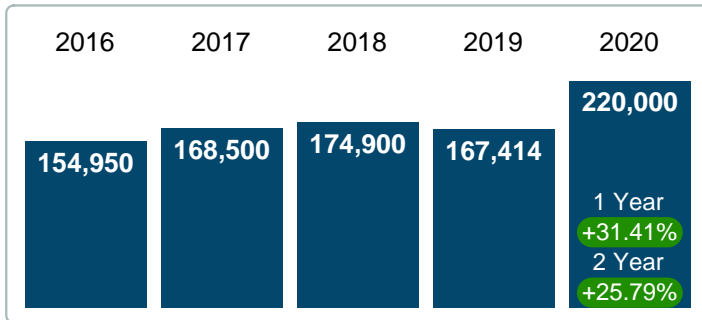
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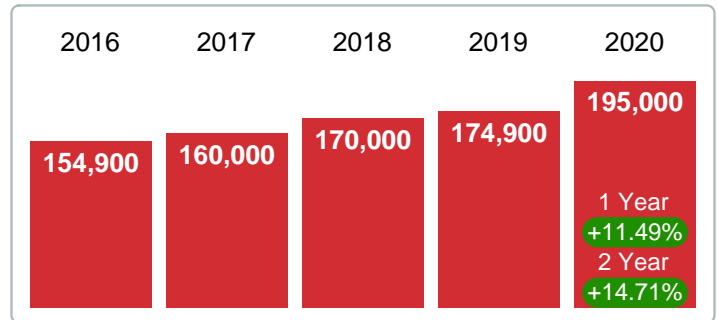
MEDIAN LIST PRICE AT CLOSING

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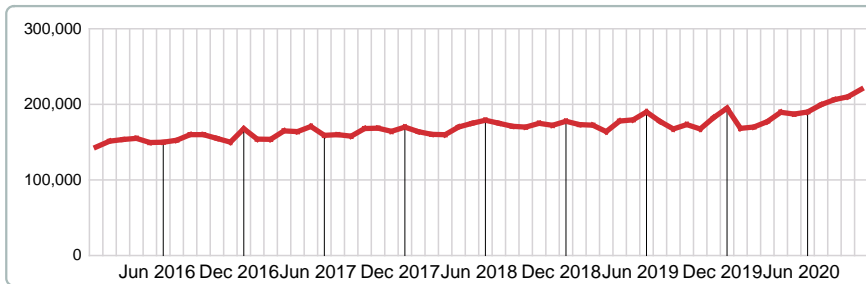
OCTOBER



YEAR TO DATE (YTD)

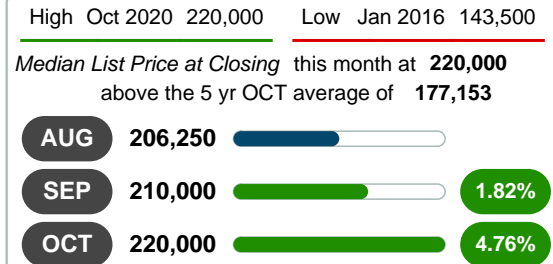


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 177,153



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	6.42%	89,250	46,950	89,900	89,000	0
\$125,001 - \$150,000	7.49%	143,000	147,900	143,500	135,500	0
\$150,001 - \$200,000	24.06%	174,900	0	174,000	179,000	172,000
\$200,001 - \$225,000	15.51%	217,000	0	217,900	211,019	219,900
\$225,001 - \$300,000	20.86%	241,500	0	244,057	245,700	239,900
\$300,001 - \$375,000	14.44%	329,900	0	329,500	327,450	348,450
\$375,001 and up	11.23%	474,000	0	404,017	449,925	549,977
Median List Price		220,000	49,000	192,078	241,500	446,750
Total Closed Units	100%	220,000	3	105	67	12
Total Closed Volume		47,562,241	241.80K	21.88M	19.15M	6.29M

October 2020



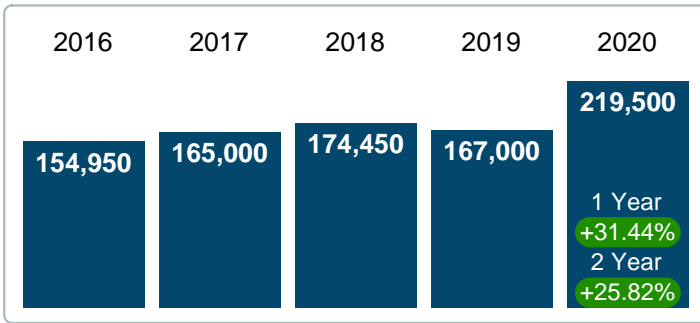
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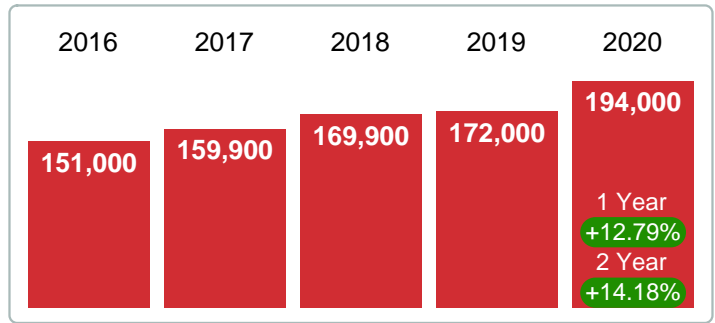
MEDIAN SOLD PRICE AT CLOSING

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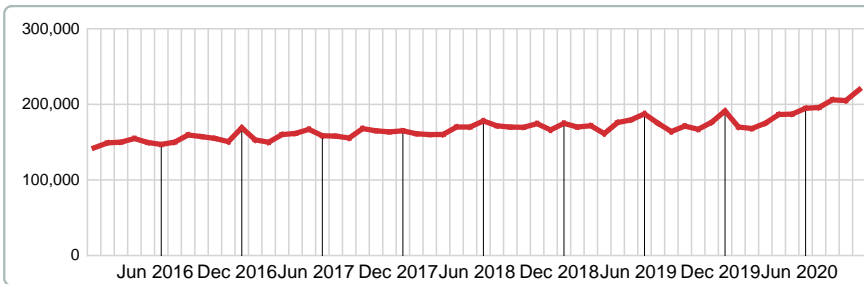
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

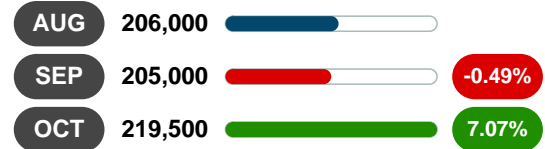


3 MONTHS

5 year OCT AVG = 176,180

High Oct 2020 219,500 Low Jan 2016 142,500

Median Sold Price at Closing this month at 219,500 above the 5 yr OCT average of 176,180



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	6.95%	82,000	42,500	87,750	84,000	0
\$125,001 - \$150,000	6.42%	147,450	147,900	147,500	139,000	0
\$150,001 - \$200,000	26.20%	175,000	0	174,450	187,000	155,000
\$200,001 - \$225,000	13.90%	214,950	0	217,862	213,000	202,000
\$225,001 - \$300,000	20.32%	241,000	0	240,191	245,000	241,000
\$300,001 - \$375,000	14.97%	330,000	0	330,000	330,000	330,500
\$375,001 and up	11.23%	474,000	0	394,017	455,072	549,977
Median Sold Price		219,500	45,000	191,000	245,000	454,050
Total Closed Units	100%	187	3	105	67	12
Total Closed Volume		47,114,904	232.90K	21.77M	19.06M	6.05M

October 2020



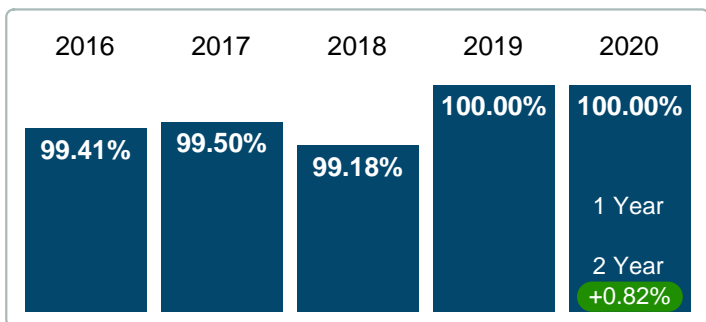
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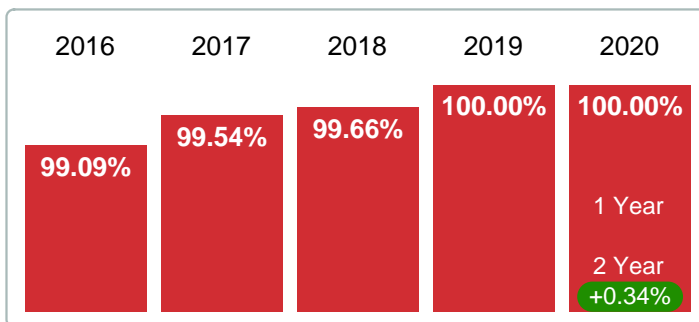
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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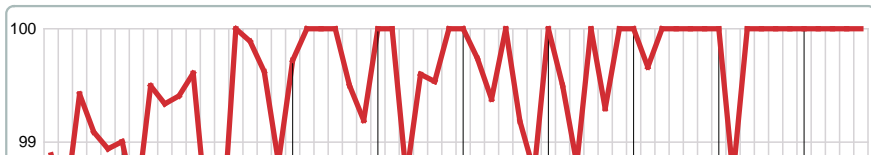
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.62%

High Oct 2020 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at 100.00% equal to 5 yr OCT average of 99.62%

AUG 100.00%
SEP 100.00%
OCT 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	13	6.95%	92.31%	90.46%	95.36%	94.38%	0.00%
\$125,001 - \$150,000	12	6.42%	100.00%	100.00%	100.89%	100.00%	0.00%
\$150,001 - \$200,000	49	26.20%	100.00%	0.00%	100.00%	99.04%	90.12%
\$200,001 - \$225,000	26	13.90%	100.00%	0.00%	100.00%	100.00%	91.86%
\$225,001 - \$300,000	38	20.32%	100.00%	0.00%	100.00%	100.00%	100.46%
\$300,001 - \$375,000	28	14.97%	100.00%	0.00%	100.00%	100.00%	95.20%
\$375,001 and up	21	11.23%	100.00%	0.00%	98.74%	100.00%	100.00%
Median Sold/List Ratio		100.00%		91.84%	100.00%	100.00%	99.36%
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



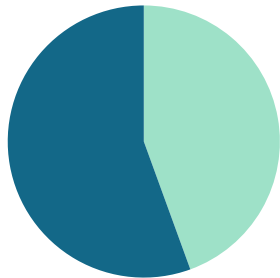
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

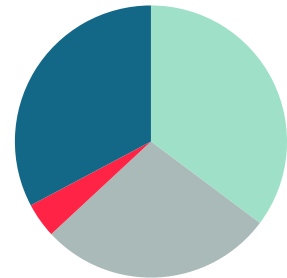


Inventory
 New Listings
152 = 44.44%
 Start Inventory
190
 Total Inventory Units
342
 Volume
\$92,477,212

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%
Median List Price	167,414	220,000	31.41%	174,900	195,000	11.49%
Median Sale Price	167,000	219,500	31.44%	172,000	194,000	12.79%
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	23.00	7.00	-69.57%	25.00	12.00	-52.00%
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

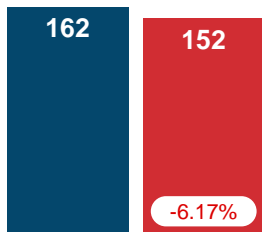
Inventory on October 31, 2020 = 174

2019 2020

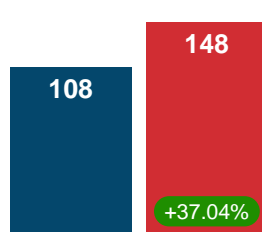
OCTOBER MARKET

MEDIAN PRICES

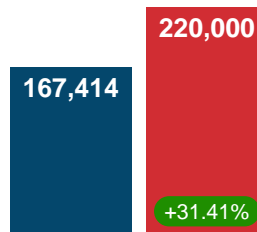
New Listings



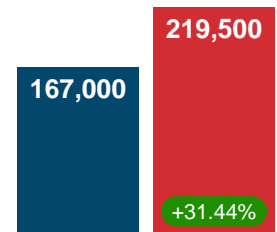
Pending Listings



List Price



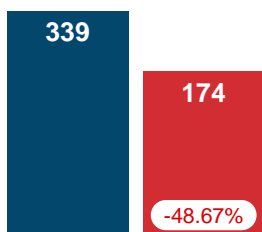
Sale Price



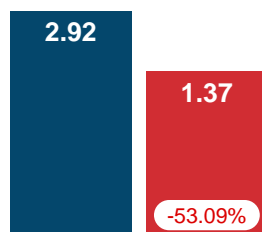
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

