

September 2020



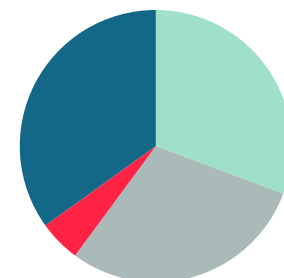
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	120	167	39.17%
Pending Listings	120	160	33.33%
New Listings	140	163	16.43%
Average List Price	207,329	242,142	16.79%
Average Sale Price	204,584	240,061	17.34%
Average Percent of Selling Price to List Price	99.02%	99.22%	0.20%
Average Days on Market to Sale	44.31	24.92	-43.77%
End of Month Inventory	340	190	-44.12%
Months Supply of Inventory	2.98	1.57	-47.13%



■ Closed (30.70%)
■ Pending (29.41%)
■ Other OffMarket (4.96%)
■ Active (34.93%)

Absorption: Last 12 months, an Average of **121** Sales/Month
Active Inventory as of September 30, 2020 = **190**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **44.12%** to 190 existing homes available for sale. Over the last 12 months this area has had an average of 121 closed sales per month. This represents an unsold inventory index of **1.57** 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 **17.34%** in September 2020 to \$240,061 versus the previous year at \$204,584.

Average Days on Market Shortens

The average number of **24.92** days that homes spent on the market before selling decreased by 19.39 days or **43.77%** in September 2020 compared to last year's same month at **44.31** DOM.

Sales Success for September 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 163 New Listings in September 2020, up **16.43%** from last year at 140. Furthermore, there were 167 Closed Listings this month versus last year at 120, a **39.17%** increase.

Closed versus Listed trends yielded a **102.5%** ratio, up from previous year's, September 2019, at **85.7%**, a **19.53%** 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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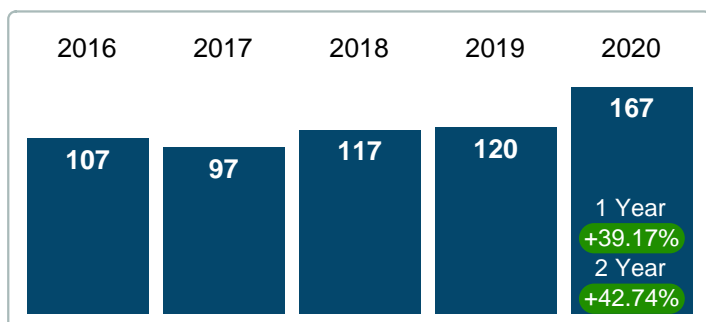
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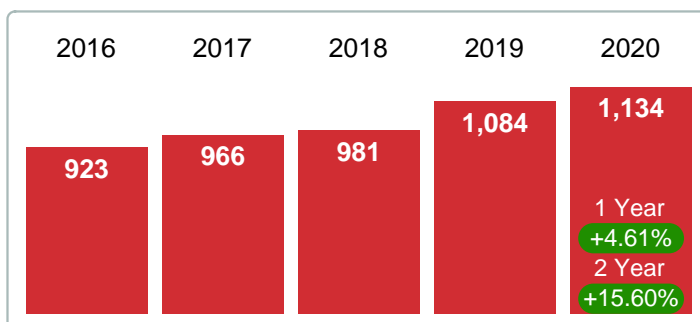
CLOSED LISTINGS

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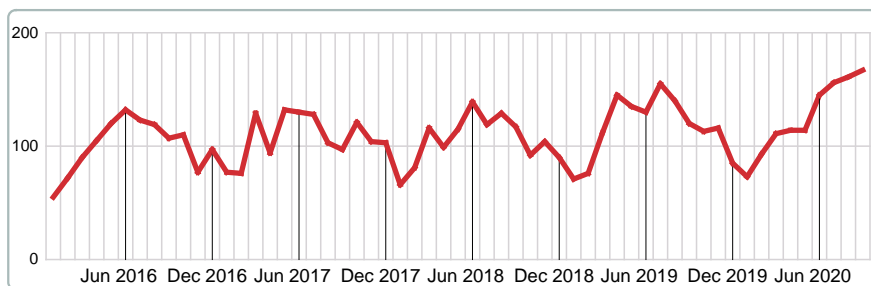
SEPTEMBER



YEAR TO DATE (YTD)

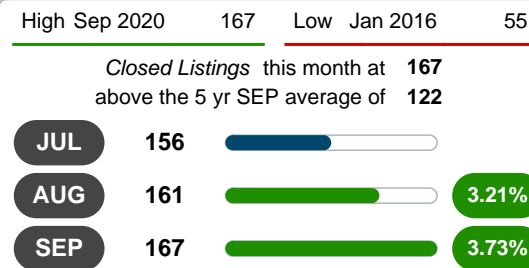


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 122



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	18	10.78%	9.6	4	10	4	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$175,000	35	20.96%	26.0	1	28	6	0
\$175,001 - \$225,000	39	23.35%	17.3	0	29	10	0
\$225,001 - \$275,000	30	17.96%	23.2	1	16	12	1
\$275,001 - \$375,000	26	15.57%	36.3	0	12	12	2
\$375,001 and up	19	11.38%	40.2	0	5	12	2
Total Closed Units	167			6	100	56	5
Total Closed Volume	40,090,129	100%	24.9	722.00K	21.86M	15.61M	1.90M
Average Closed Price	\$240,061			\$120,333	\$218,572	\$278,760	\$380,080

September 2020



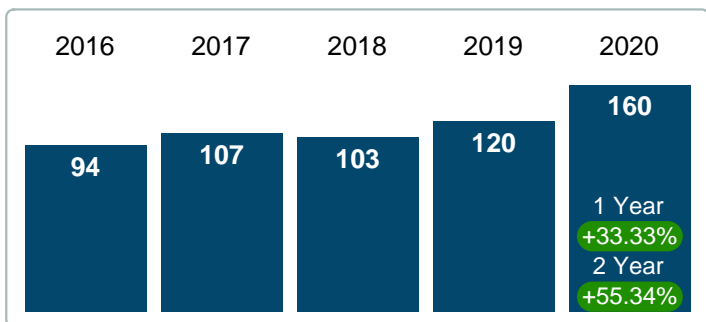
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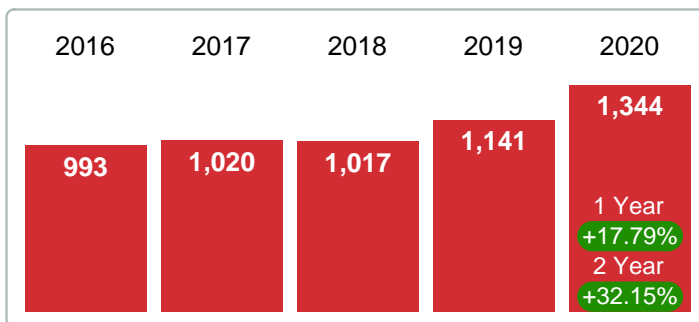
PENDING LISTINGS

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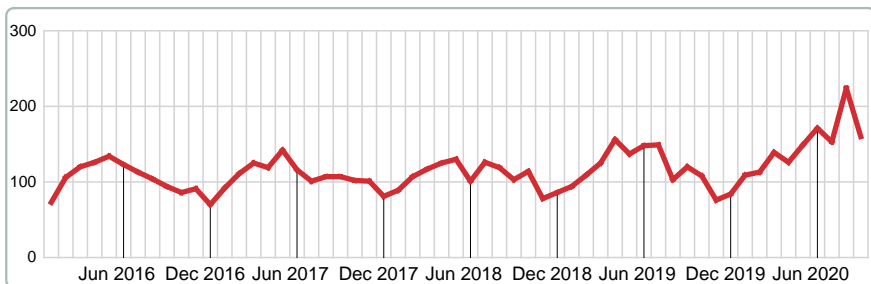
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

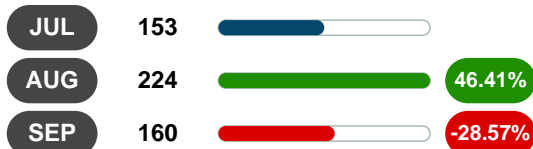


3 MONTHS

5 year SEP AVG = 117

High Aug 2020 224 Low Dec 2016 70

Pending Listings this month at 160 above the 5 yr SEP average of 117



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	13	8.13%	32.2	3	9	1	0
\$125,001 - \$150,000	13	8.13%	7.3	1	11	1	0
\$150,001 - \$175,000	18	11.25%	28.1	0	17	0	1
\$175,001 - \$250,000	57	35.63%	32.0	0	36	20	1
\$250,001 - \$300,000	22	13.75%	19.5	0	12	10	0
\$300,001 - \$400,000	19	11.88%	37.3	0	11	8	0
\$400,001 and up	18	11.25%	63.9	0	6	8	4
Total Pending Units	160			4	102	48	6
Total Pending Volume	39,859,269	100%	32.2	342.60K	22.45M	14.36M	2.71M
Average Listing Price	\$252,208			\$85,650	\$220,074	\$299,246	\$450,883

September 2020



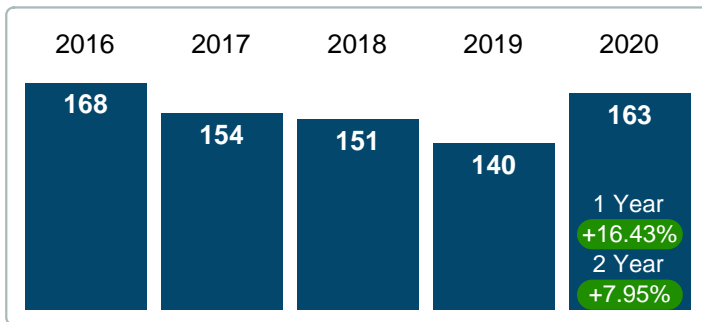
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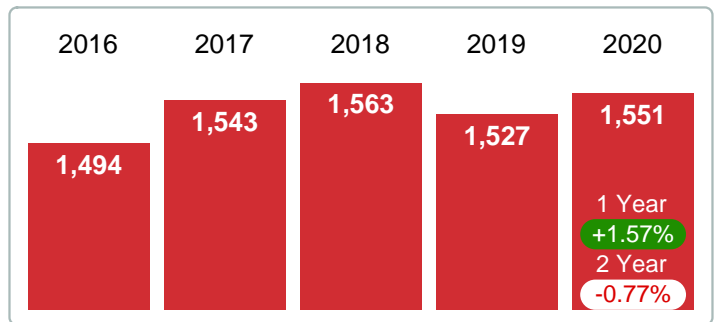
NEW LISTINGS

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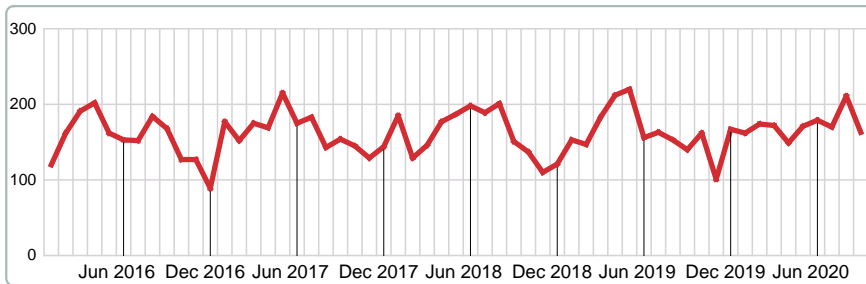
SEPTEMBER



YEAR TO DATE (YTD)

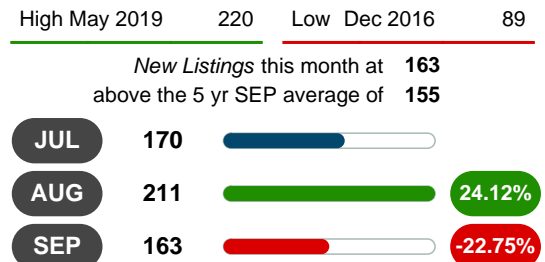


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 155



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	17	10.43%	3				13				1				0			
\$125,001 - \$150,000	19	11.66%	1				14				4				0			
\$150,001 - \$175,000	18	11.04%	0				17				0				1			
\$175,001 - \$250,000	45	27.61%	0				35				10				0			
\$250,001 - \$300,000	24	14.72%	2				12				9				1			
\$300,001 - \$375,000	22	13.50%	0				10				11				1			
\$375,001 and up	18	11.04%	0				5				11				2			
Total New Listed Units	163		6				106				46				5			
Total New Listed Volume	41,934,421		888.30K				22.36M				16.67M				2.02M			
Average New Listed Listing Price	\$237,480		\$148,050				\$210,935				\$362,310				\$404,160			

September 2020



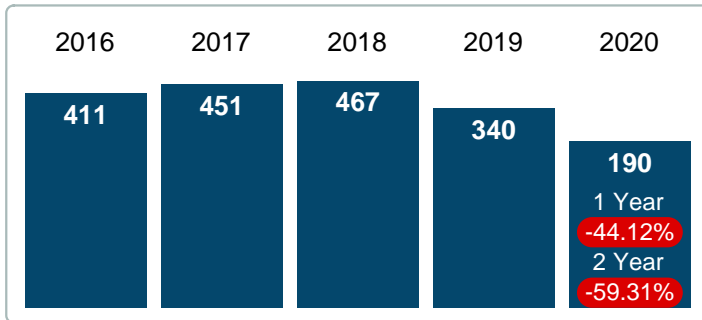
Area Delimited by County Of Wagoner - Residential Property Type



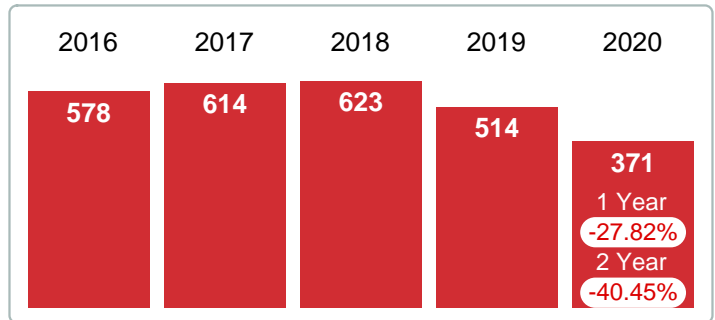
ACTIVE INVENTORY

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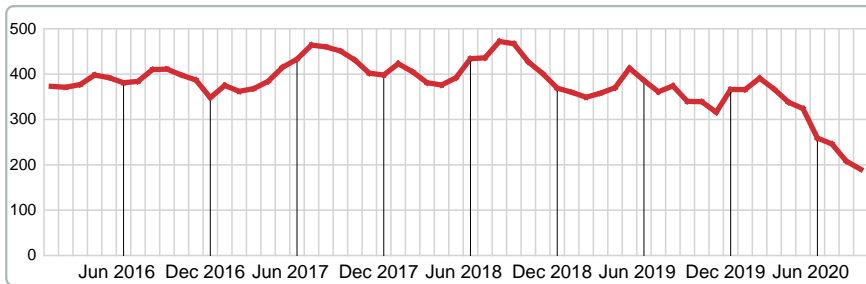
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

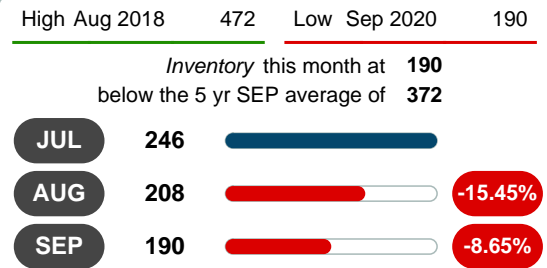


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 372



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	15	7.89%	153.7	10	3	2	0
\$75,001 - \$125,000	18	9.47%	46.6	2	14	2	0
\$125,001 - \$200,000	38	20.00%	44.9	1	31	6	0
\$200,001 - \$300,000	44	23.16%	36.1	2	27	13	2
\$300,001 - \$350,000	22	11.58%	55.7	0	12	8	2
\$350,001 - \$450,000	31	16.32%	76.7	1	11	15	4
\$450,001 and up	22	11.58%	67.3	1	4	12	5
Total Active Inventory by Units	190			17	102	58	13
Total Active Inventory by Volume	56,747,235	100%	60.6	2.47M	26.10M	21.68M	6.50M
Average Active Inventory Listing Price	\$298,670			\$145,076	\$255,861	\$373,837	\$500,046

September 2020



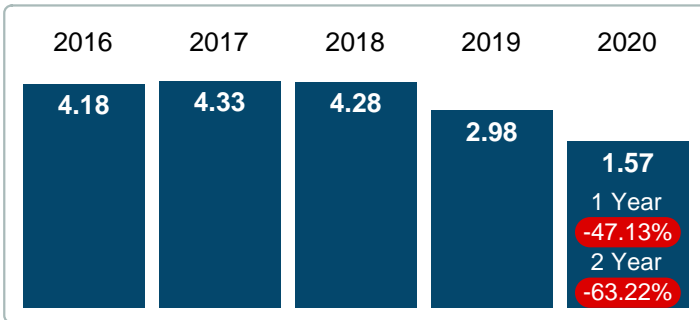
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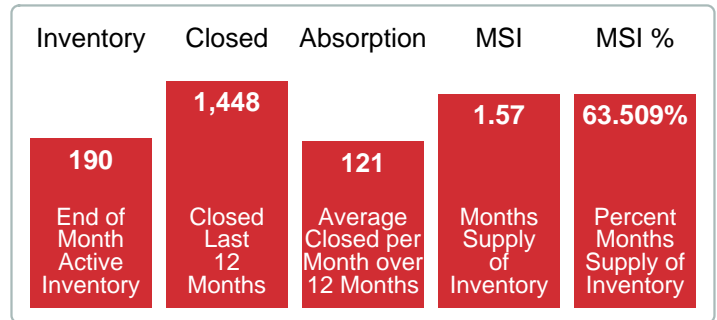
MONTHS SUPPLY of INVENTORY (MSI)

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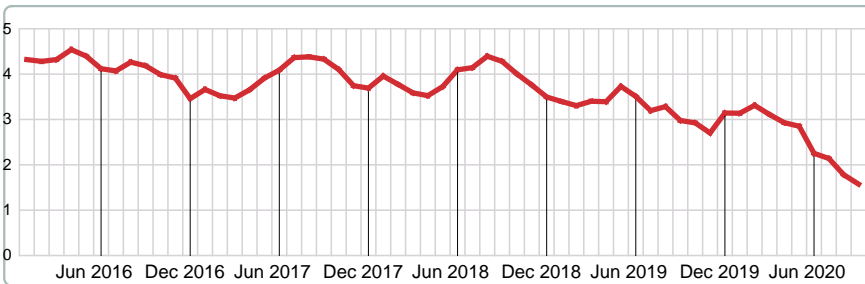
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

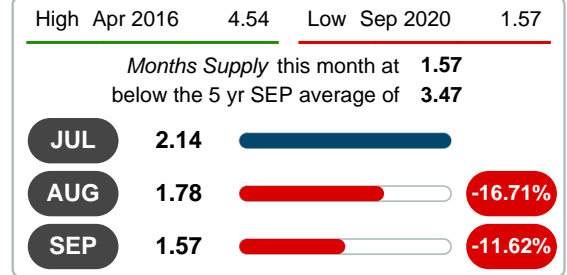


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 3.47



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	7.89%	2.69	4.14	1.20	3.00	0.00
\$75,001 - \$125,000	9.47%	1.91	1.41	2.02	1.85	0.00
\$125,001 - \$200,000	20.00%	0.68	0.80	0.71	0.55	0.00
\$200,001 - \$300,000	23.16%	1.28	3.43	1.46	0.90	2.18
\$300,001 - \$350,000	11.58%	3.94	0.00	5.54	3.00	2.67
\$350,001 - \$450,000	16.32%	4.83	0.00	5.28	4.19	5.33
\$450,001 and up	11.58%	6.60	12.00	6.86	6.26	6.67
Market Supply of Inventory (MSI)	100%	1.57	2.96	1.34	1.65	3.80
Total Active Inventory by Units		190	17	102	58	13

September 2020



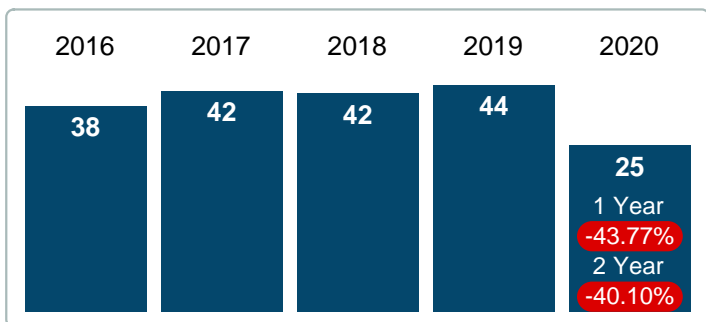
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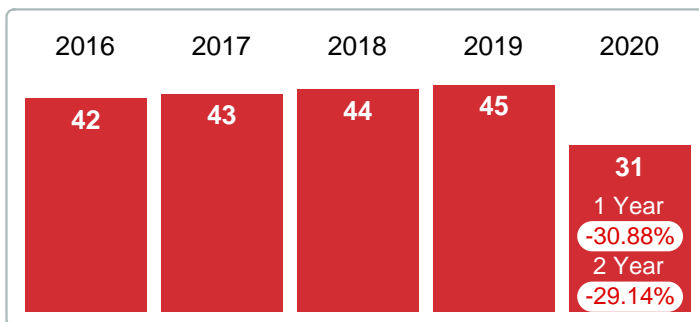
AVERAGE DAYS ON MARKET TO SALE

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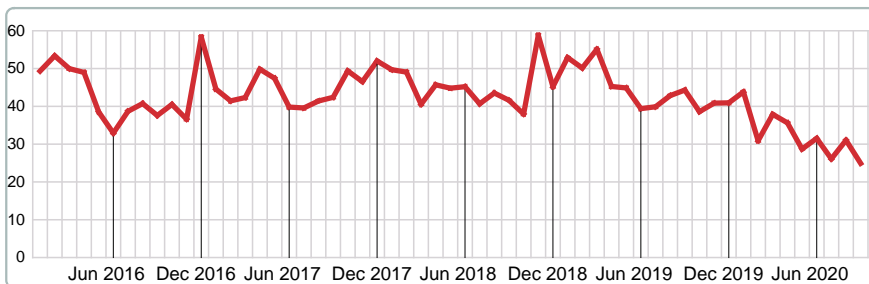
SEPTEMBER



YEAR TO DATE (YTD)

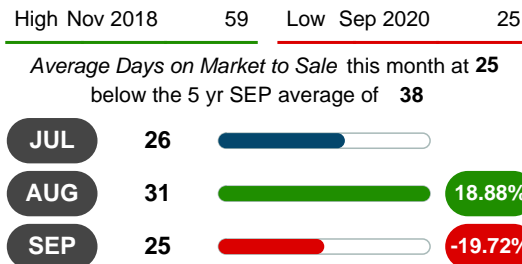


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 38



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
\$150,000 and less	10.78%	10	12	6	16	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$175,000	20.96%	26	163	18	39	0
\$175,001 - \$225,000	23.35%	17	0	17	19	0
\$225,001 - \$275,000	17.96%	23	116	13	21	124
\$275,001 - \$375,000	15.57%	36	0	42	35	13
\$375,001 and up	11.38%	40	0	34	43	37
Average Closed DOM		25				
Total Closed Units	100%	25	6	100	56	5
Total Closed Volume		40,090,129	722.00K	21.86M	15.61M	1.90M

September 2020



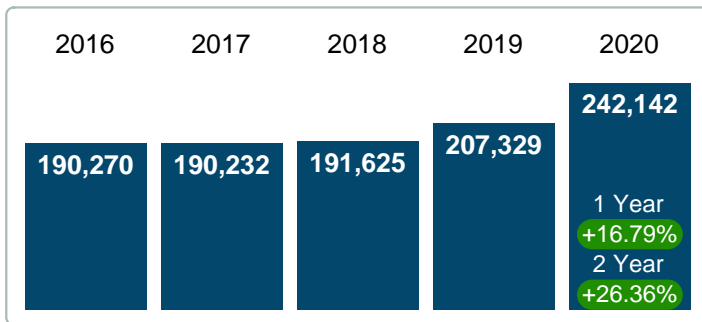
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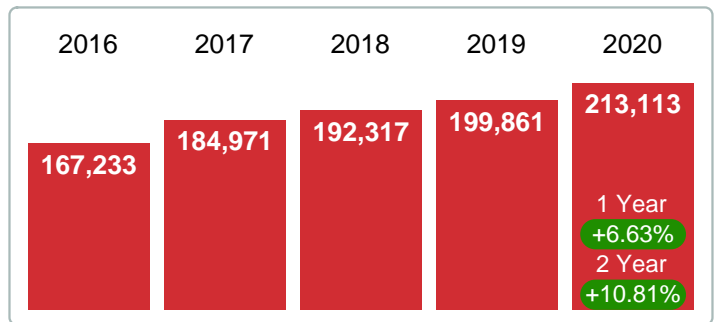
AVERAGE LIST PRICE AT CLOSING

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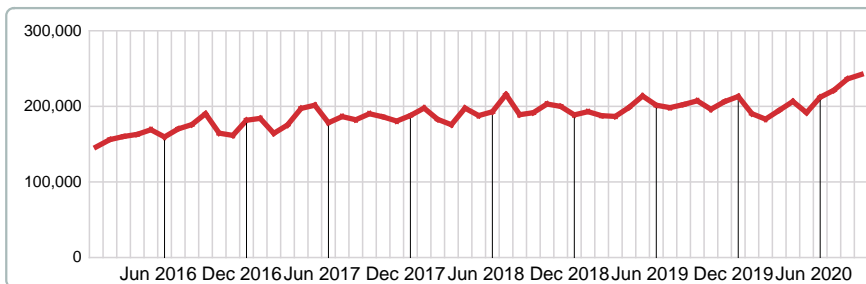
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

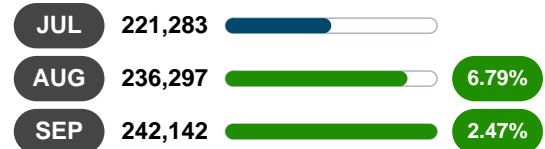


3 MONTHS

5 year SEP AVG = 204,320

High Sep 2020 242,142 Low Jan 2016 146,319

Average List Price at Closing this month at **242,142** above the 5 yr SEP average of **204,320**



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	
\$150,000 and less	17	10.18%	112,296	79,250	122,013	131,225	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0	0
\$150,001 - \$175,000	37	22.16%	166,325	175,000	165,579	170,387	0
\$175,001 - \$225,000	37	22.16%	197,735	0	195,644	210,500	0
\$225,001 - \$275,000	27	16.17%	247,677	289,900	250,146	251,653	239,000
\$275,001 - \$375,000	29	17.37%	309,064	0	328,167	302,189	309,900
\$375,001 and up	20	11.98%	470,415	0	489,780	460,117	529,000
Average List Price			242,142	130,317	219,193	282,495	383,360
Total Closed Units			167	6	100	56	5
Total Closed Volume			40,437,691	781.90K	21.92M	15.82M	1.92M

September 2020



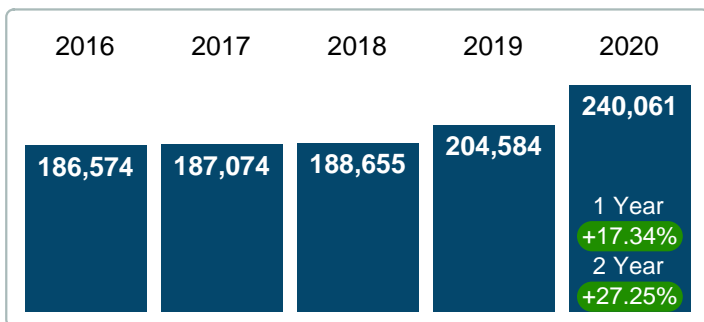
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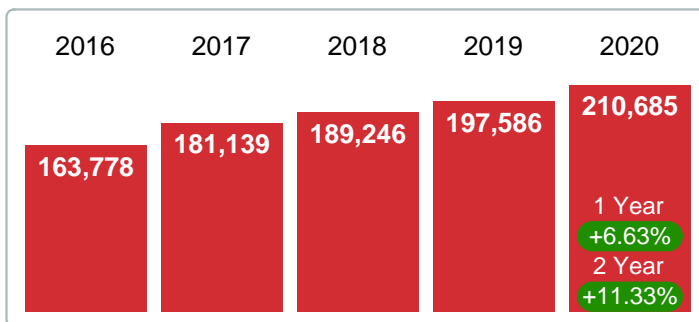
AVERAGE SOLD PRICE AT CLOSING

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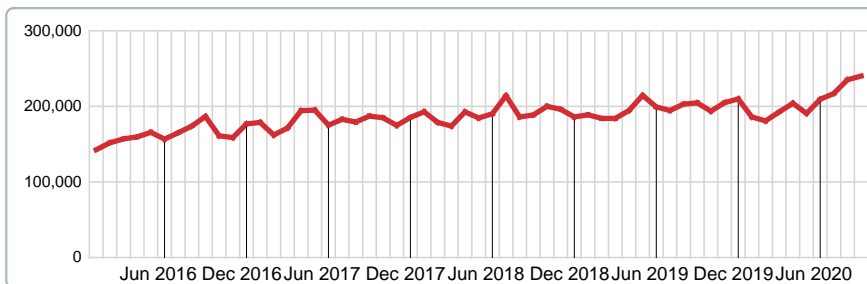
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

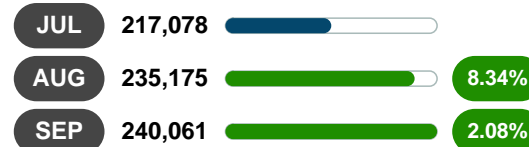


3 MONTHS

5 year SEP AVG = 201,389

High Sep 2020 240,061 Low Jan 2016 142,579

Average Sold Price at Closing this month at **240,061** above the 5 yr SEP average of **201,389**



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	
\$150,000 and less	18	10.78%	113,193	74,625	121,163	131,838	0
\$150,001 - \$150,000	0	0.00%	0	0	0	0	0
\$150,001 - \$175,000	35	20.96%	166,117	158,500	165,457	170,463	0
\$175,001 - \$225,000	39	23.35%	196,980	0	196,787	197,540	0
\$225,001 - \$275,000	30	17.96%	249,079	265,000	248,284	249,736	238,000
\$275,001 - \$375,000	26	15.57%	312,459	0	325,446	300,308	307,450
\$375,001 and up	19	11.38%	471,579	0	485,600	457,042	523,750
Average Sold Price			240,061	120,333	218,572	278,760	380,080
Total Closed Units			167	6	100	56	5
Total Closed Volume			40,090,129	722.00K	21.86M	15.61M	1.90M

September 2020



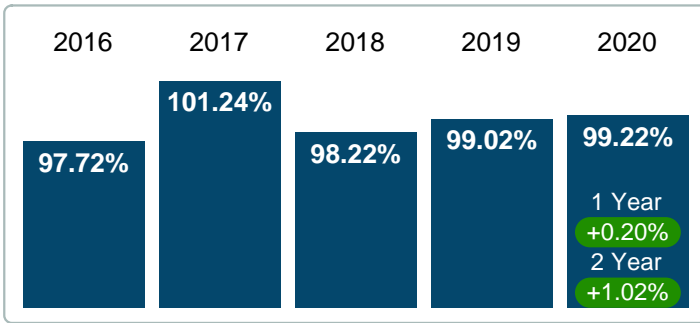
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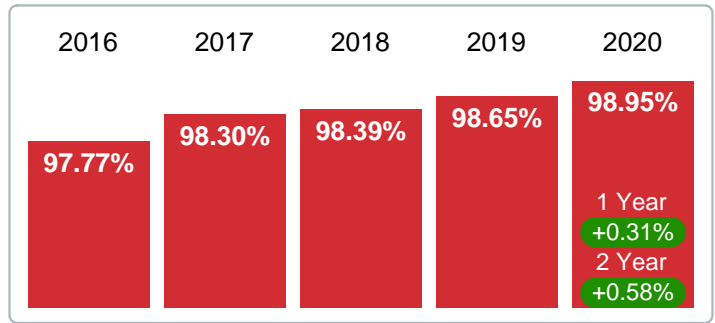
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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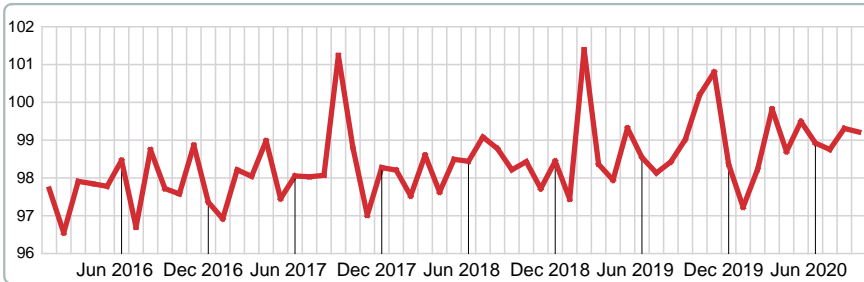
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

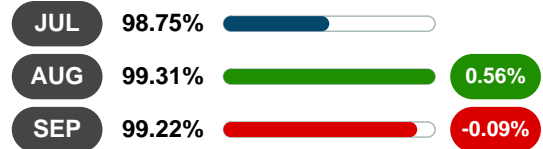


3 MONTHS

5 year SEP AVG = 99.08%

High Feb 2019 101.39% Low Feb 2016 96.55%

Average Sold/List Ratio this month at **99.22%**
equal to 5 yr SEP average of **99.08%**



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
\$150,000 and less	18	10.78%	98.29%	93.98%	99.09%	100.61%	0.00%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$175,000	35	20.96%	99.69%	90.57%	99.94%	100.06%	0.00%
\$175,001 - \$225,000	39	23.35%	99.28%	0.00%	100.66%	95.29%	0.00%
\$225,001 - \$275,000	30	17.96%	99.03%	91.41%	99.33%	99.22%	99.58%
\$275,001 - \$375,000	26	15.57%	99.32%	0.00%	99.25%	99.42%	99.18%
\$375,001 and up	19	11.38%	99.21%	0.00%	98.96%	99.33%	99.11%
Average Sold/List Ratio		99.20%		92.98%	99.84%	98.77%	99.23%
Total Closed Units		167	100%	6	100	56	5
Total Closed Volume		40,090,129		722.00K	21.86M	15.61M	1.90M

September 2020



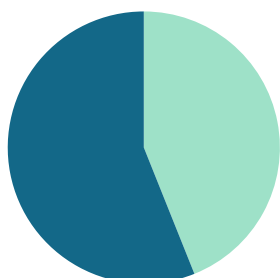
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

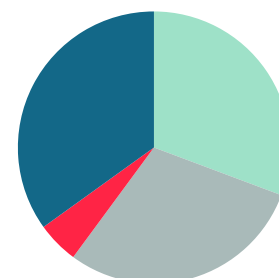


Inventory
 New Listings
163 = 43.94%
 Start Inventory
208
 Total Inventory Units
371
 Volume
\$104,773,063

Market Activity

Closed Sales
167 = 30.70%
 Pending Sales
160 = 29.41%
 Other Off Market
27 = 4.96%
 Active Inventory
190 = 34.93%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	120	167	39.17%	1,084	1,134	4.61%
Pending Sales	120	160	33.33%	1,141	1,344	17.79%
New Listings	140	163	16.43%	1,527	1,551	1.57%
Average List Price	207,329	242,142	16.79%	199,861	213,113	6.63%
Average Sale Price	204,584	240,061	17.34%	197,586	210,685	6.63%
Average Percent of Selling Price to List Price	99.02%	99.22%	0.20%	98.65%	98.95%	0.31%
Average Days on Market to Sale	44.31	24.92	-43.77%	45.18	31.23	-30.88%
Monthly Inventory	340	190	-44.12%	340	190	-44.12%
Months Supply of Inventory	2.98	1.57	-47.13%	2.98	1.57	-47.13%

Absorption: Last 12 months, an Average of 121 Sales/Month

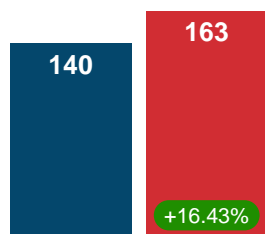
Inventory on September 30, 2020 = 190

2019 2020

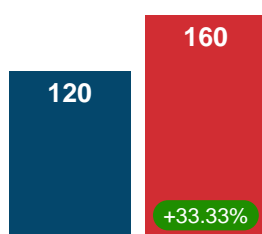
SEPTEMBER MARKET

AVERAGE PRICES

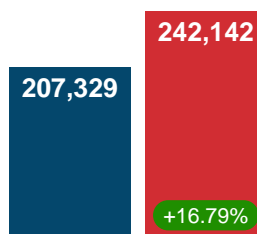
New Listings



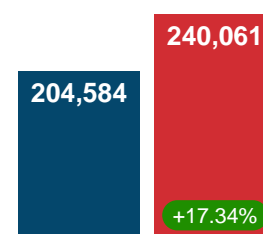
Pending Listings



List Price



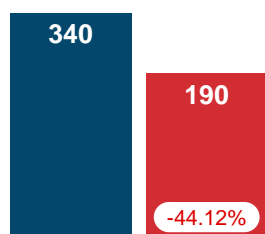
Sale Price



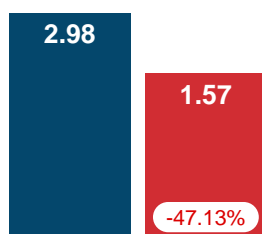
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

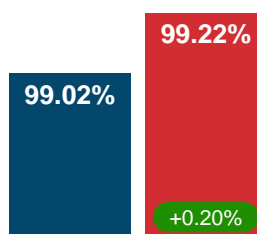
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

