

September 2020



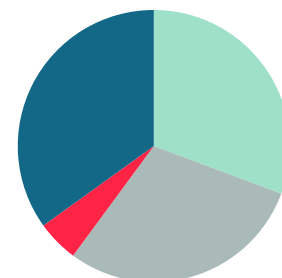
Area Delimited by County Of Wagoner - Residential Property Type



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%
Median List Price	173,267	210,000	21.20%
Median Sale Price	171,202	205,000	19.74%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	21.50	8.00	-62.79%
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.

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 **19.74%** in September 2020 to \$205,000 versus the previous year at \$171,202.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 13.50 days or **62.79%** in September 2020 compared to last year's same month at **21.50** DOM.

Sales Success for September 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 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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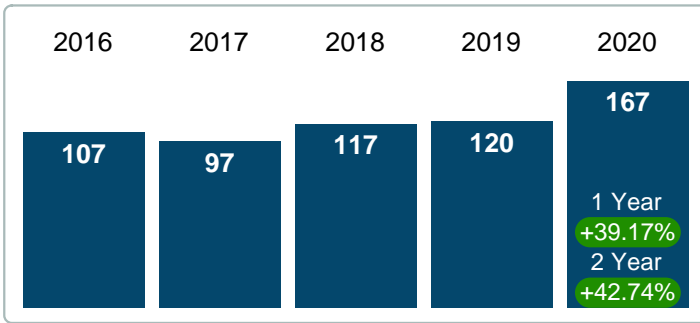
Area Delimited by County Of Wagoner - Residential Property Type



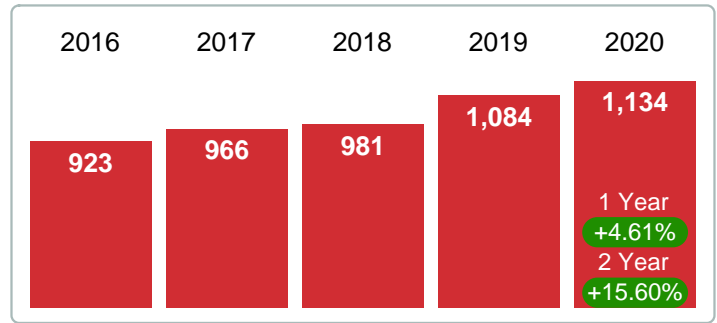
CLOSED LISTINGS

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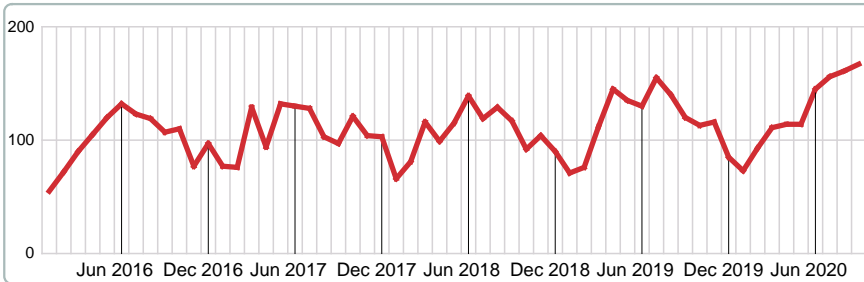
SEPTEMBER



YEAR TO DATE (YTD)

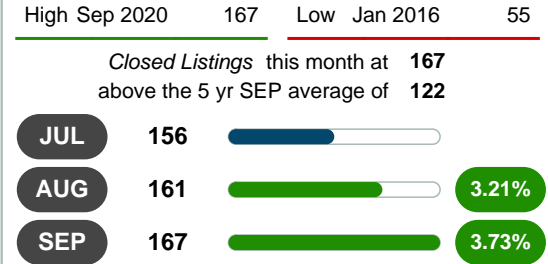


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 122



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	18	10.78%	5.5	4	10	4	0
\$150,001 - \$150,000	0	0.00%	5.5	0	0	0	0
\$150,001 - \$175,000	35	20.96%	6.0	1	28	6	0
\$175,001 - \$225,000	39	23.35%	6.0	0	29	10	0
\$225,001 - \$275,000	30	17.96%	6.5	1	16	12	1
\$275,001 - \$375,000	26	15.57%	15.0	0	12	12	2
\$375,001 and up	19	11.38%	17.0	0	5	12	2
Total Closed Units	167			6	100	56	5
Total Closed Volume	40,090,129	100%	8.0	722.00K	21.86M	15.61M	1.90M
Median Closed Price	\$205,000			\$87,500	\$193,000	\$256,103	\$319,900

September 2020



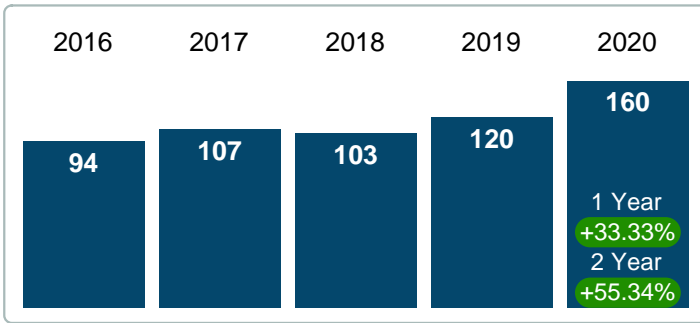
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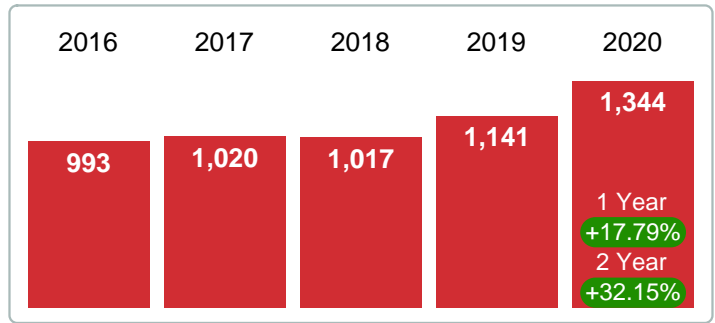
PENDING LISTINGS

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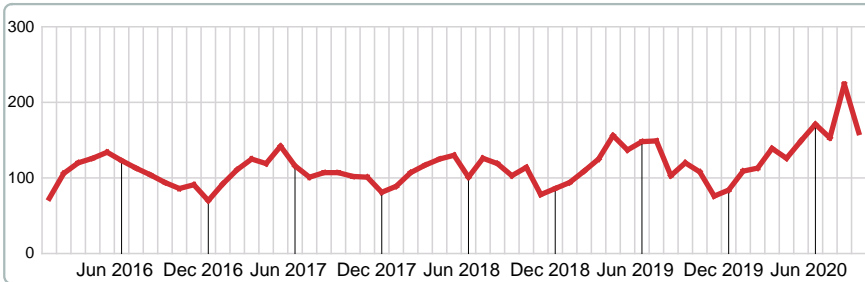
SEPTEMBER



YEAR TO DATE (YTD)

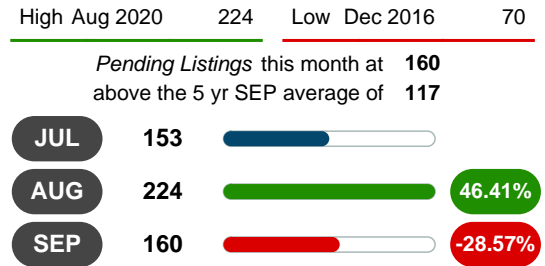


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 117



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	13	8.13%	17.0	3	9	1	0
\$125,001 - \$150,000	13	8.13%	5.0	1	11	1	0
\$150,001 - \$175,000	18	11.25%	8.0	0	17	0	1
\$175,001 - \$250,000	57	35.63%	14.0	0	36	20	1
\$250,001 - \$300,000	22	13.75%	6.0	0	12	10	0
\$300,001 - \$400,000	19	11.88%	4.0	0	11	8	0
\$400,001 and up	18	11.25%	67.0	0	6	8	4
Total Pending Units	160			4	102	48	6
Total Pending Volume	39,859,269	100%	11.5	342.60K	22.45M	14.36M	2.71M
Median Listing Price	\$218,000			\$74,900	\$192,500	\$268,463	\$449,700

September 2020



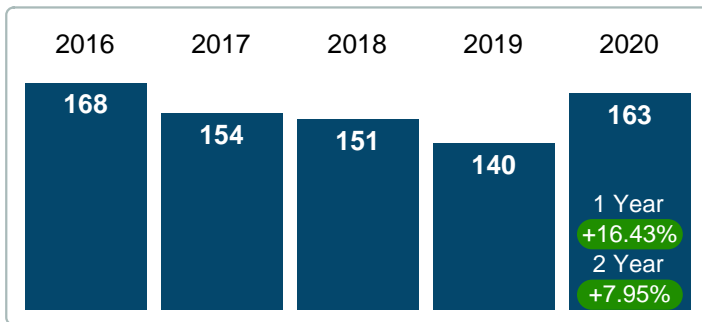
Area Delimited by County Of Wagoner - Residential Property Type



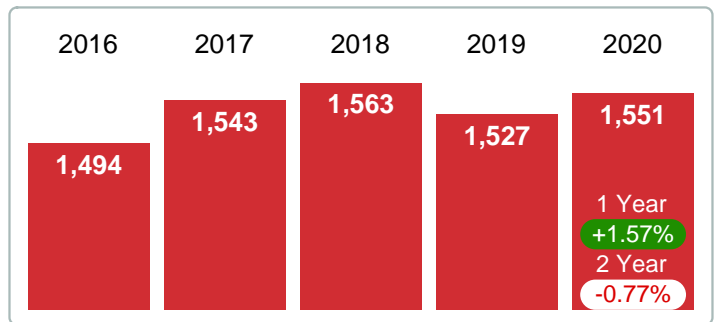
NEW LISTINGS

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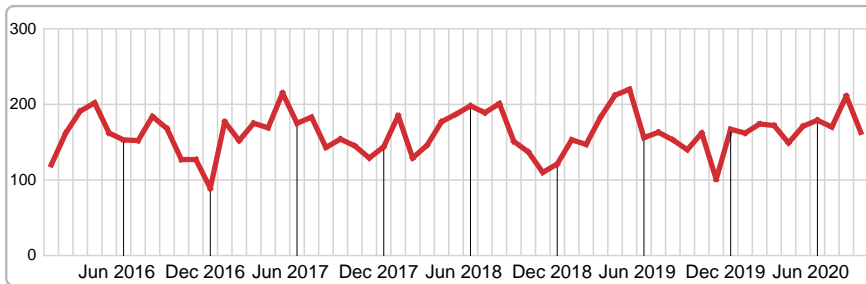
SEPTEMBER



YEAR TO DATE (YTD)

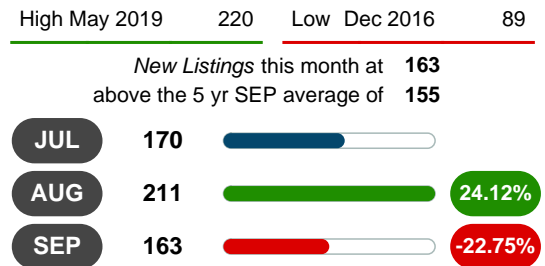


5 YEAR MARKET ACTIVITY TRENDS



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	100%	888.30K	22.36M	16.67M	2.02M
Median New Listed Listing Price	\$214,900		\$103,900	\$189,900	\$299,900	\$364,900

September 2020



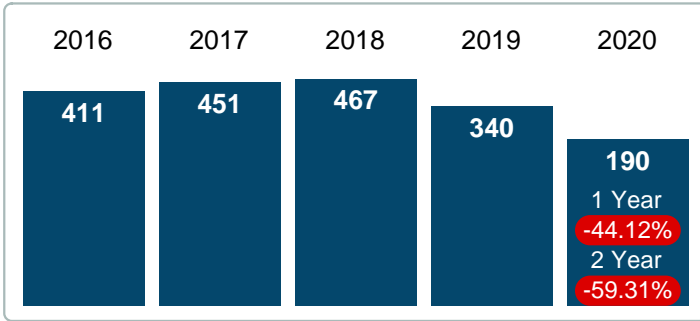
Area Delimited by County Of Wagoner - Residential Property Type



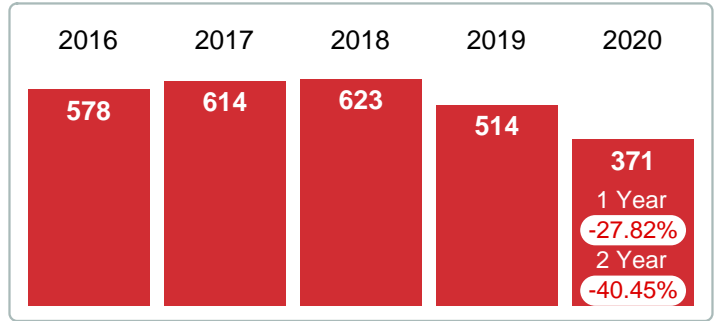
ACTIVE INVENTORY

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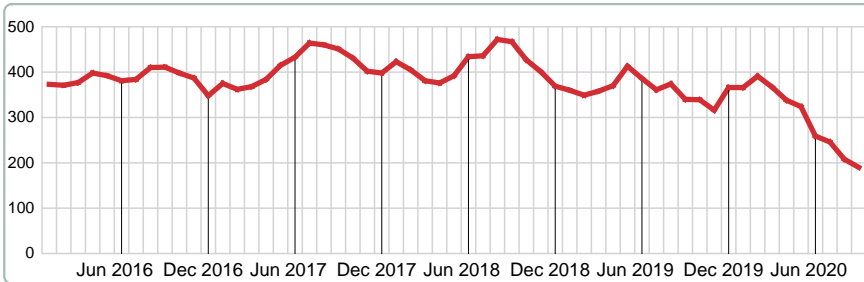
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

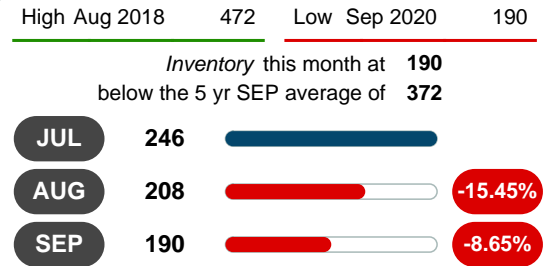


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 372



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	15	7.89%	86.0	10	3	2	0
\$75,001 - \$125,000	18	9.47%	36.0	2	14	2	0
\$125,001 - \$200,000	38	20.00%	28.5	1	31	6	0
\$200,001 - \$300,000	44	23.16%	29.0	2	27	13	2
\$300,001 - \$350,000	22	11.58%	43.5	0	12	8	2
\$350,001 - \$450,000	31	16.32%	54.0	1	11	15	4
\$450,001 and up	22	11.58%	37.0	1	4	12	5
Total Active Inventory by Units	190			17	102	58	13
Total Active Inventory by Volume	56,747,235	100%	36.0	2.47M	26.10M	21.68M	6.50M
Median Active Inventory Listing Price	\$240,950			\$75,000	\$204,978	\$334,663	\$397,500

September 2020



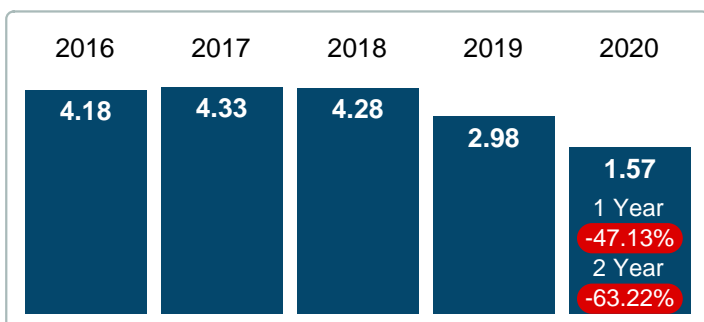
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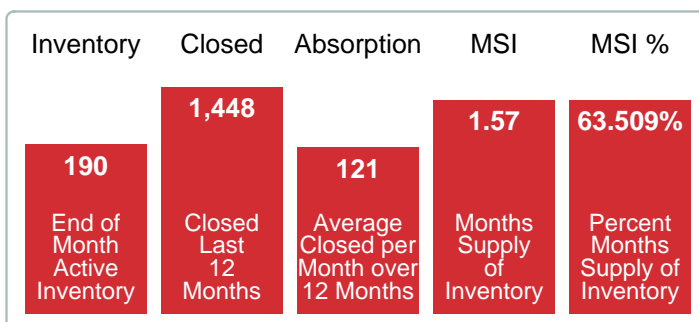
MONTHS SUPPLY of INVENTORY (MSI)

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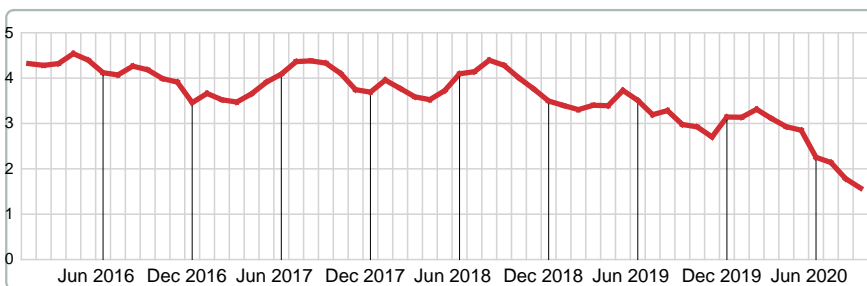
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

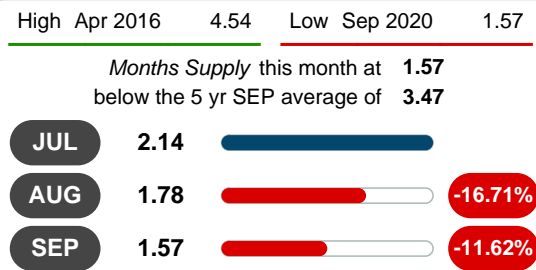


5 YEAR MARKET ACTIVITY TRENDS



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	15	7.89%	2.69	4.14	1.20	3.00	0.00
\$75,001 - \$125,000	18	9.47%	1.91	1.41	2.02	1.85	0.00
\$125,001 - \$200,000	38	20.00%	0.68	0.80	0.71	0.55	0.00
\$200,001 - \$300,000	44	23.16%	1.28	3.43	1.46	0.90	2.18
\$300,001 - \$350,000	22	11.58%	3.94	0.00	5.54	3.00	2.67
\$350,001 - \$450,000	31	16.32%	4.83	0.00	5.28	4.19	5.33
\$450,001 and up	22	11.58%	6.60	12.00	6.86	6.26	6.67
Market Supply of Inventory (MSI)			1.57	2.96	1.34	1.65	3.80
Total Active Inventory by Units		100%	190	17	102	58	13

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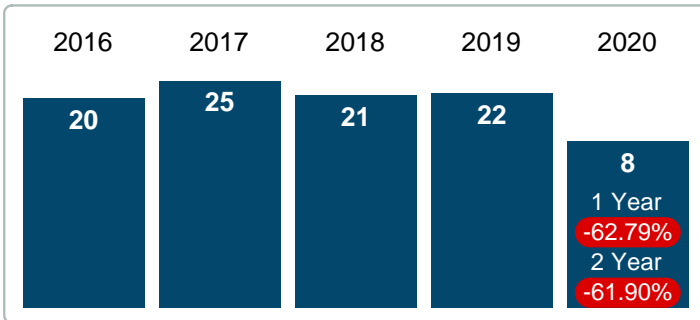
Area Delimited by County Of Wagoner - Residential Property Type



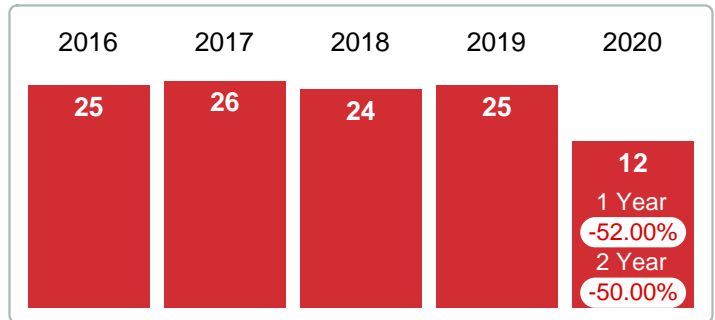
MEDIAN DAYS ON MARKET TO SALE

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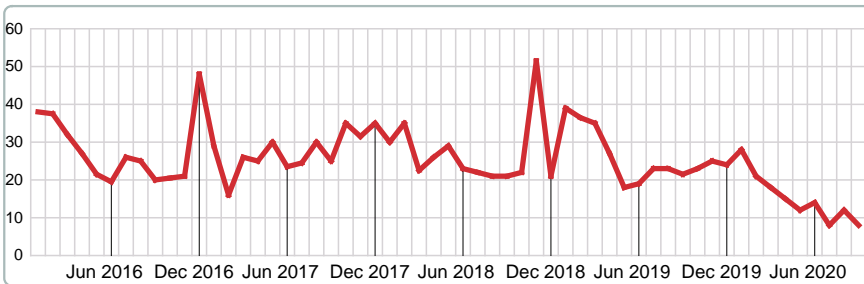
SEPTEMBER



YEAR TO DATE (YTD)

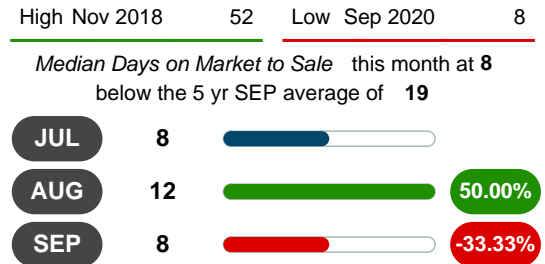


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 19



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
\$150,000 and less	10.78%	6	11	4	6	0
\$150,001 - \$150,000	0.00%	6	0	0	0	0
\$150,001 - \$175,000	20.96%	6	163	5	16	0
\$175,001 - \$225,000	23.35%	6	0	5	12	0
\$225,001 - \$275,000	17.96%	7	116	4	7	124
\$275,001 - \$375,000	15.57%	15	0	21	8	13
\$375,001 and up	11.38%	17	0	17	17	37
Median Closed DOM		8	14	5	10	16
Total Closed Units	100%	8.0	6	100	56	5
Total Closed Volume		40,090,129	722.00K	21.86M	15.61M	1.90M

September 2020



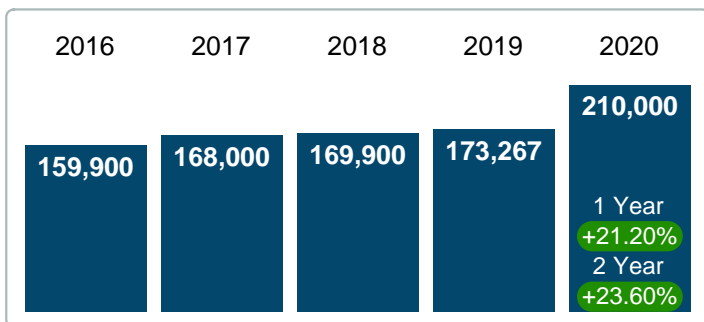
Area Delimited by County Of Wagoner - Residential Property Type



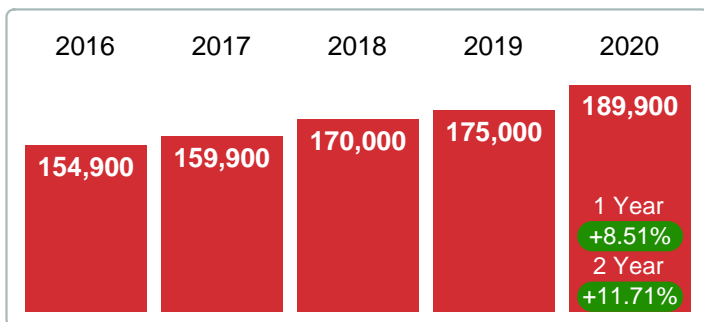
MEDIAN LIST PRICE AT CLOSING

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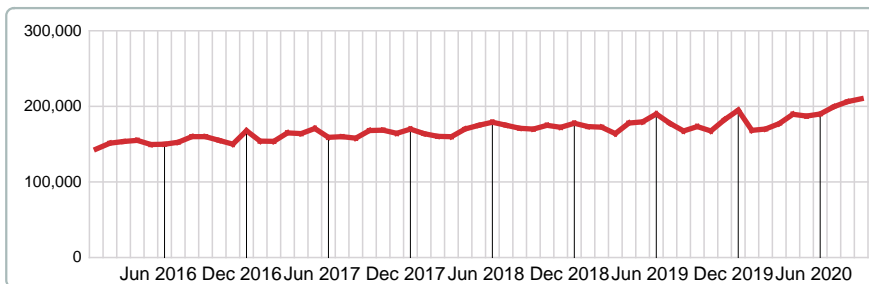
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 176,213

High Sep 2020 210,000 Low Jan 2016 143,500
 Median List Price at Closing this month at **210,000**
 above the 5 yr SEP average of **176,213**

JUL	199,500	
AUG	206,250	3.38%
SEP	210,000	1.82%

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		
\$150,000 and less	17	10.18%	118,000	86,250	124,632	134,950	0	
\$150,001 - \$150,000	0	0.00%	118,000	0	0	0	0	
\$150,001 - \$175,000	37	22.16%	166,000	175,000	165,240	169,420	0	
\$175,001 - \$225,000	37	22.16%	199,000	0	195,000	199,900	0	
\$225,001 - \$275,000	27	16.17%	244,953	0	244,477	249,450	239,000	
\$275,001 - \$375,000	29	17.37%	299,900	289,900	317,107	298,950	309,900	
\$375,001 and up	20	11.98%	442,250	0	407,500	442,250	529,000	
Median List Price		210,000		89,750	191,000	263,013	319,900	
Total Closed Units		167	100%	210,000	6	100	56	5
Total Closed Volume		40,437,691			781.90K	21.92M	15.82M	1.92M

September 2020



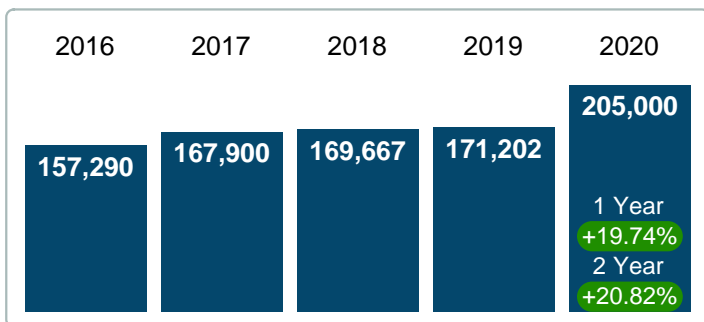
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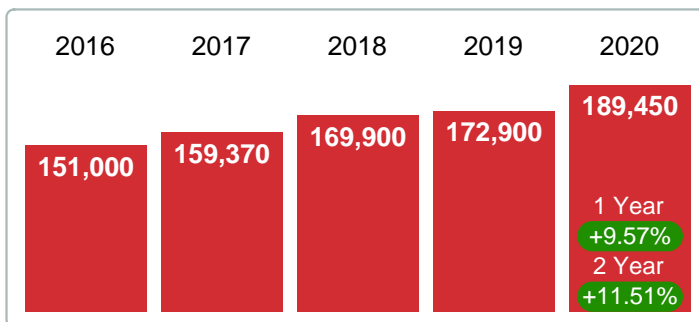
MEDIAN SOLD PRICE AT CLOSING

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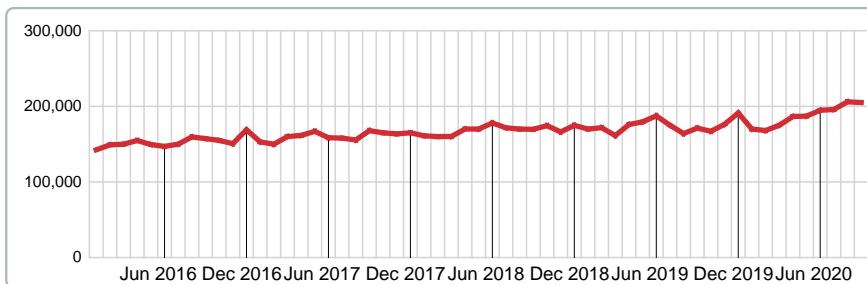
SEPTEMBER



YEAR TO DATE (YTD)

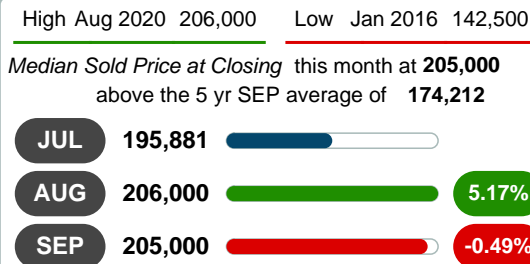


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 174,212



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		
\$150,000 and less	18	10.78%	123,500	80,000	128,566	133,050	0	
\$150,001 - \$150,000	0	0.00%	123,500	0	0	0	0	
\$150,001 - \$175,000	35	20.96%	165,000	158,500	164,905	170,220	0	
\$175,001 - \$225,000	39	23.35%	197,250	0	196,000	201,000	0	
\$225,001 - \$275,000	30	17.96%	246,440	265,000	246,440	246,600	238,000	
\$275,001 - \$375,000	26	15.57%	304,000	0	330,900	300,450	307,450	
\$375,001 and up	19	11.38%	465,000	0	412,000	453,000	523,750	
Median Sold Price		205,000		87,500	193,000	256,103	319,900	
Total Closed Units		167	100%	205,000	6	100	56	5
Total Closed Volume		40,090,129			722.00K	21.86M	15.61M	1.90M

September 2020



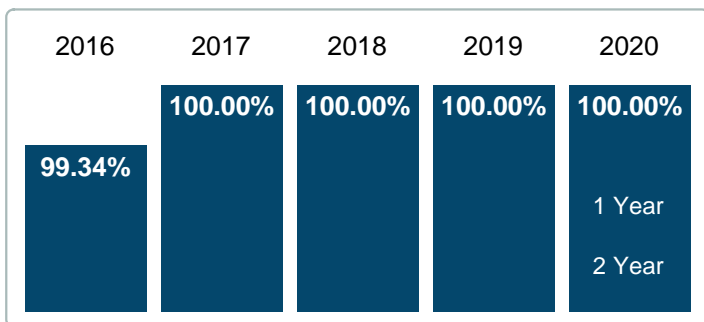
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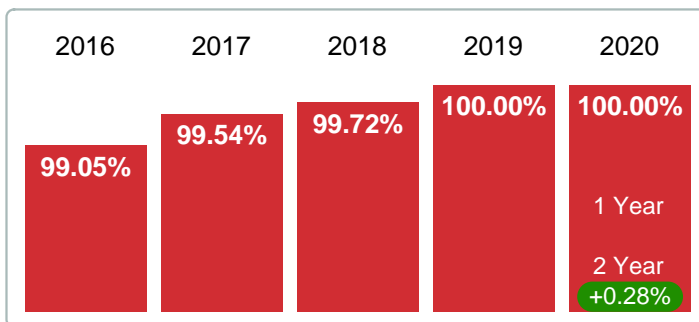
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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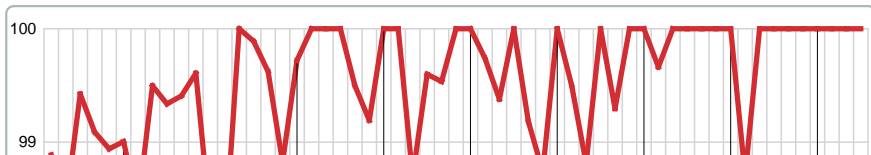
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.87%

High Sep 2020 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at 100.00% equal to 5 yr SEP average of 99.87%

- JUL 100.00%
- AUG 100.00%
- SEP 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
\$150,000 and less	18	10.78%	100.00%	95.10%	100.00%	101.96%	0.00%
\$150,001 - \$150,000	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$175,000	35	20.96%	100.00%	90.57%	100.00%	100.00%	0.00%
\$175,001 - \$225,000	39	23.35%	100.00%	0.00%	100.00%	100.00%	0.00%
\$225,001 - \$275,000	30	17.96%	100.00%	91.41%	100.00%	100.00%	99.58%
\$275,001 - \$375,000	26	15.57%	100.00%	0.00%	100.00%	99.87%	99.18%
\$375,001 and up	19	11.38%	100.00%	0.00%	100.00%	99.75%	99.11%
Median Sold/List Ratio		100.00%		91.90%	100.00%	100.00%	99.58%
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



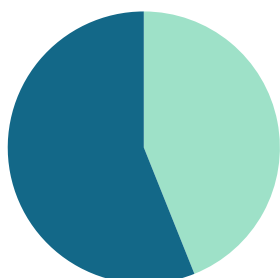
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

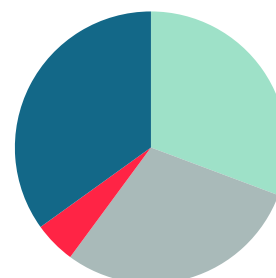


Inventory
 New Listings
163 = 43.94%
 Start Inventory
208
 Total Inventory Units
371
 Volume
\$104,773,063

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%
Median List Price	173,267	210,000	21.20%	175,000	189,900	8.51%
Median Sale Price	171,202	205,000	19.74%	172,900	189,450	9.57%
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	21.50	8.00	-62.79%	25.00	12.00	-52.00%
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

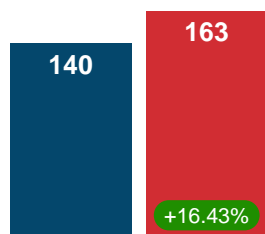
Inventory on September 30, 2020 = 190

2019 2020

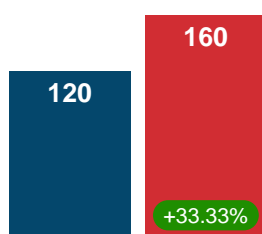
SEPTEMBER MARKET

MEDIAN PRICES

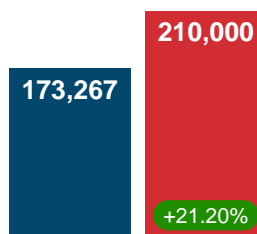
New Listings



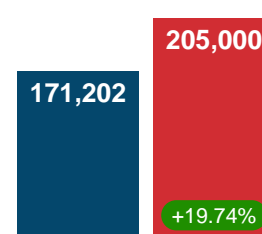
Pending Listings



List Price



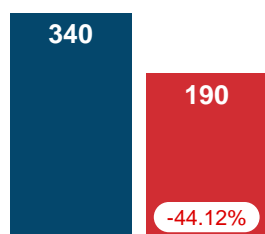
Sale Price



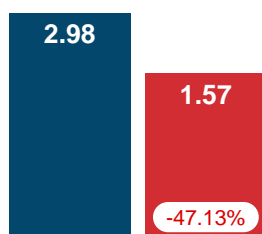
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

