

# April 2021



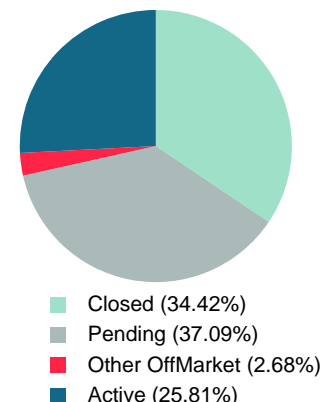
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	114	180	57.89%
Pending Listings	126	194	53.97%
New Listings	149	204	36.91%
Average List Price	206,500	217,758	5.45%
Average Sale Price	204,055	217,589	6.63%
Average Percent of Selling Price to List Price	98.70%	99.83%	1.14%
Average Days on Market to Sale	35.64	17.34	-51.35%
End of Month Inventory	339	135	-60.18%
Months Supply of Inventory	2.94	0.94	-68.10%



**Absorption:** Last 12 months, an Average of **144** Sales/Month  
**Active Inventory** as of April 30, 2021 = **135**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2021 decreased **60.18%** to 135 existing homes available for sale. Over the last 12 months this area has had an average of 144 closed sales per month. This represents an unsold inventory index of **0.94** 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 **6.63%** in April 2021 to \$217,589 versus the previous year at \$204,055.

#### Average Days on Market Shortens

The average number of **17.34** days that homes spent on the market before selling decreased by 18.30 days or **51.35%** in April 2021 compared to last year's same month at **35.64** DOM.

#### Sales Success for April 2021 is Positive

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

There were 204 New Listings in April 2021, up **36.91%** from last year at 149. Furthermore, there were 180 Closed Listings this month versus last year at 114, a **57.89%** increase.

Closed versus Listed trends yielded a **88.2%** ratio, up from previous year's, April 2020, at **76.5%**, a **15.33%** 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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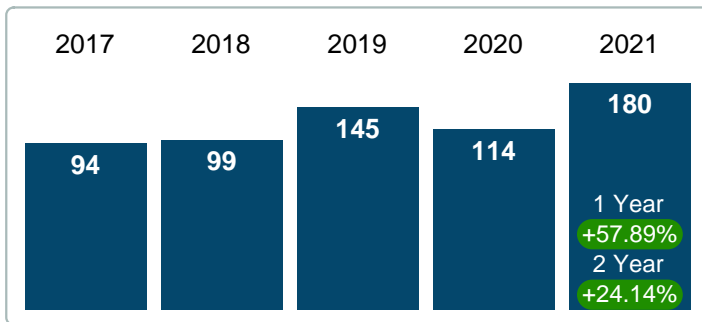
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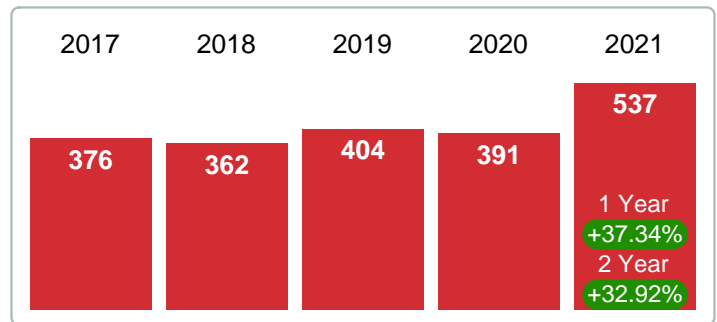
## CLOSED LISTINGS

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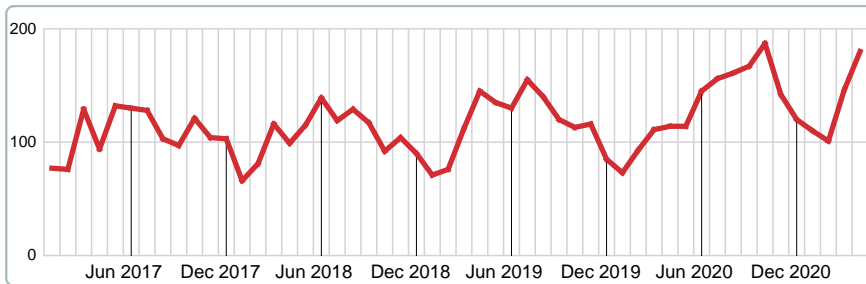
### APRIL



### YEAR TO DATE (YTD)

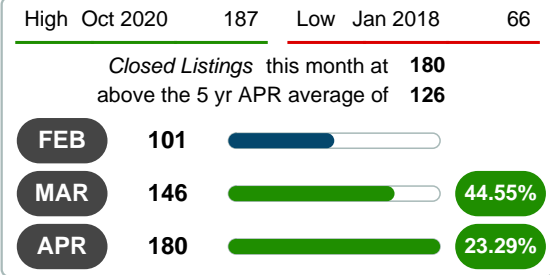


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 126



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	12	6.67%	44.7	7	5	0	0
\$100,001 - \$150,000	22	12.22%	13.5	1	19	2	0
\$150,001 - \$175,000	24	13.33%	20.2	0	21	3	0
\$175,001 - \$225,000	54	30.00%	6.5	1	45	8	0
\$225,001 - \$250,000	17	9.44%	23.7	0	13	4	0
\$250,001 - \$300,000	26	14.44%	15.9	0	16	10	0
\$300,001 and up	25	13.89%	25.5	0	5	15	5
<b>Total Closed Units</b>	<b>180</b>			<b>9</b>	<b>124</b>	<b>42</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>39,166,061</b>	<b>100%</b>	<b>17.3</b>	<b>625.90K</b>	<b>24.62M</b>	<b>11.92M</b>	<b>2.00M</b>
<b>Average Closed Price</b>	<b>\$217,589</b>			<b>\$69,544</b>	<b>\$198,551</b>	<b>\$283,814</b>	<b>\$399,920</b>

# April 2021



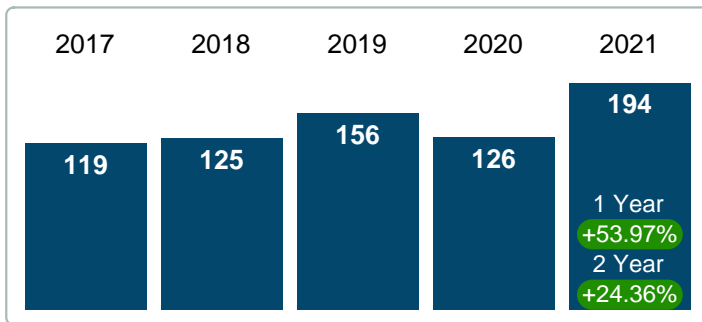
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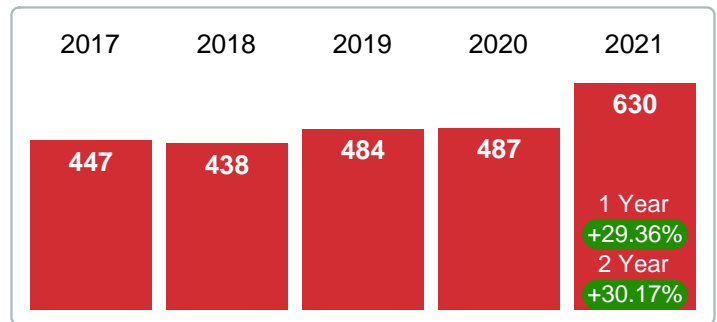
## PENDING LISTINGS

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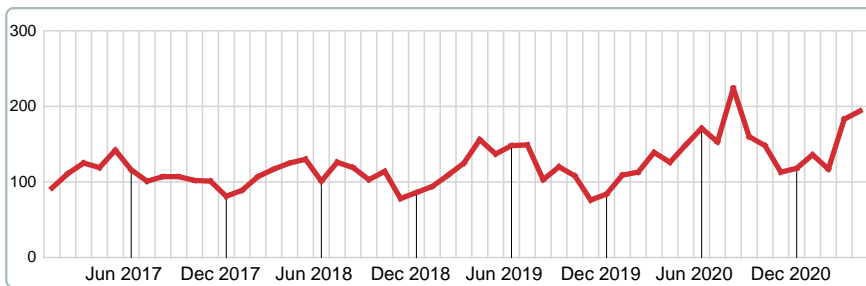
### APRIL



### YEAR TO DATE (YTD)

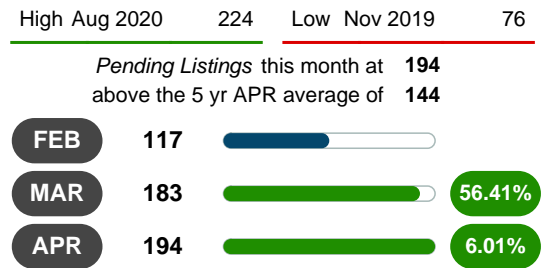


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 144



### 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	16	8.25%	18.3	6	9	1	0
\$125,001 - \$150,000	13	6.70%	31.3	1	11	1	0
\$150,001 - \$175,000	24	12.37%	6.5	1	22	1	0
\$175,001 - \$225,000	53	27.32%	7.2	1	41	11	0
\$225,001 - \$275,000	32	16.49%	7.6	0	15	15	2
\$275,001 - \$350,000	33	17.01%	18.0	3	14	14	2
\$350,001 and up	23	11.86%	20.5	1	8	14	0
<b>Total Pending Units</b>	<b>194</b>			<b>13</b>	<b>120</b>	<b>57</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>47,625,313</b>	<b>100%</b>	<b>13.2</b>	<b>2.30M</b>	<b>26.26M</b>	<b>17.93M</b>	<b>1.12M</b>
<b>Average Listing Price</b>	<b>\$245,367</b>			<b>\$177,269</b>	<b>\$218,864</b>	<b>\$314,619</b>	<b>\$280,950</b>

# April 2021



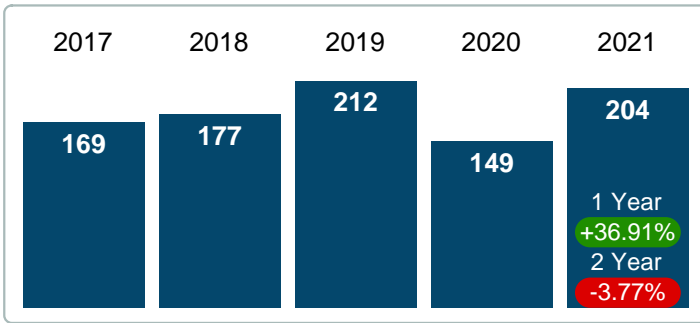
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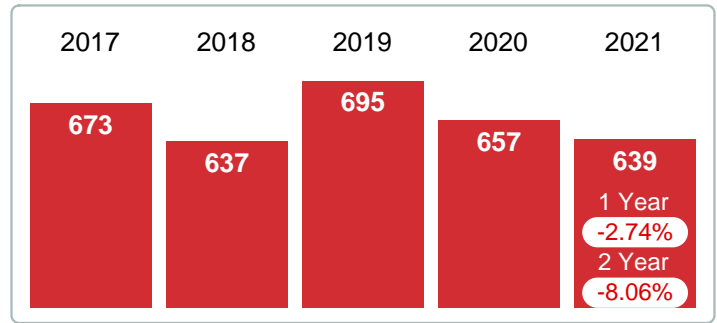
## NEW LISTINGS

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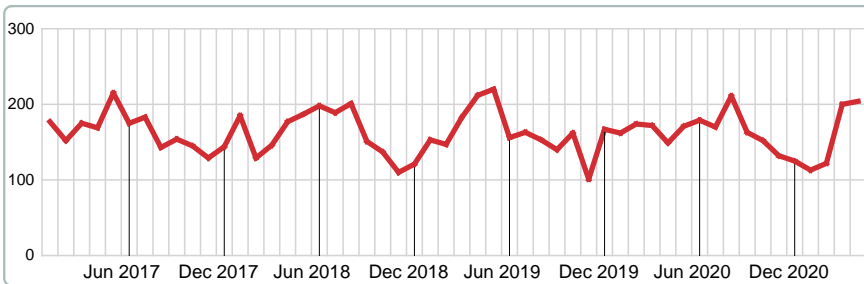
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

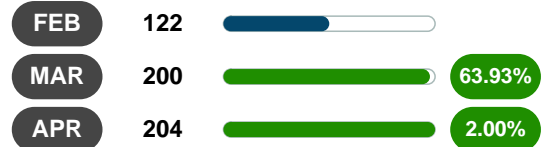


### 3 MONTHS

5 year APR AVG = 182

High May 2019 220 Low Nov 2019 101

New Listings this month at **204**  
above the 5 yr APR average of **182**



### 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	16	7.84%	8	7	1	0
\$125,001 - \$150,000	12	5.88%	0	9	3	0
\$150,001 - \$175,000	26	12.75%	2	23	1	0
\$175,001 - \$250,000	74	36.27%	3	52	18	1
\$250,001 - \$300,000	28	13.73%	2	13	12	1
\$300,001 - \$375,000	27	13.24%	0	16	9	2
\$375,001 and up	21	10.29%	2	9	7	3
<b>Total New Listed Units</b>	<b>204</b>		<b>17</b>	<b>129</b>	<b>51</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>50,032,911</b>	<b>100%</b>	<b>3.19M</b>	<b>29.81M</b>	<b>14.29M</b>	<b>2.74M</b>
<b>Average New Listed Listing Price</b>	<b>\$242,567</b>		<b>\$187,700</b>	<b>\$231,116</b>	<b>\$280,102</b>	<b>\$391,843</b>

# April 2021



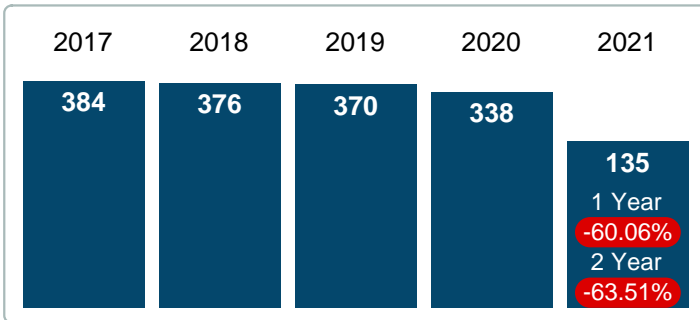
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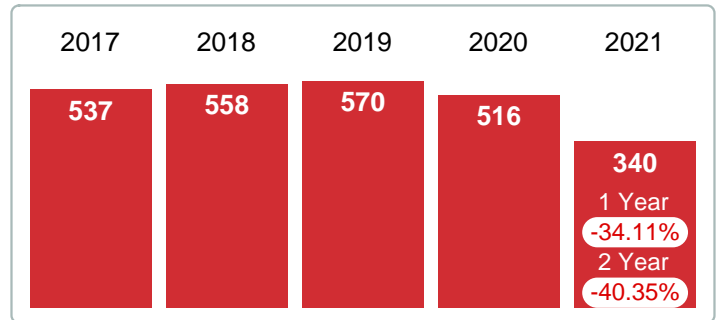
## ACTIVE INVENTORY

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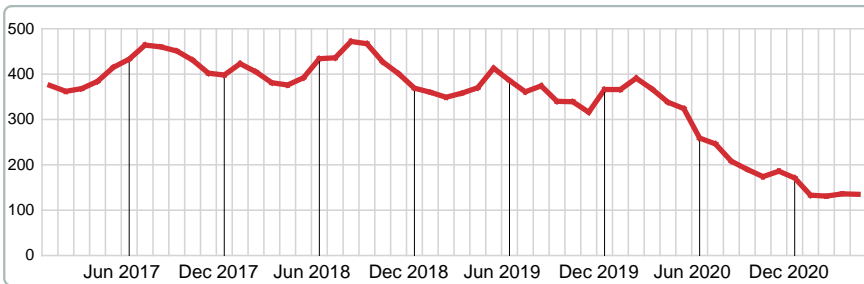
### END OF APRIL



### ACTIVE DURING APRIL

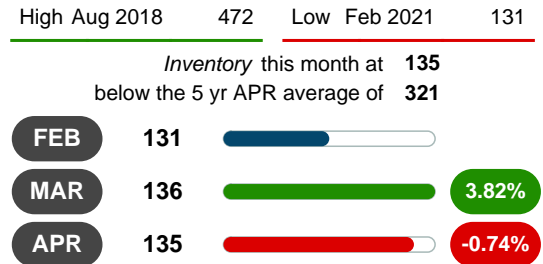


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 321



### 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	14	10.37%	145.4	7	5	1	1
\$100,001 - \$175,000	14	10.37%	26.5	3	8	3	0
\$175,001 - \$225,000	15	11.11%	40.5	1	8	6	0
\$225,001 - \$325,000	37	27.41%	25.1	2	26	8	1
\$325,001 - \$375,000	15	11.11%	59.9	1	10	3	1
\$375,001 - \$500,000	24	17.78%	76.9	1	11	11	1
\$500,001 and up	16	11.85%	88.0	2	5	5	4
<b>Total Active Inventory by Units</b>	<b>135</b>			<b>17</b>	<b>73</b>	<b>37</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>49,247,731</b>	<b>100%</b>	<b>60.0</b>	<b>4.94M</b>	<b>24.07M</b>	<b>15.47M</b>	<b>4.77M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$364,798</b>			<b>\$290,424</b>	<b>\$329,676</b>	<b>\$418,119</b>	<b>\$596,725</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

# April 2021



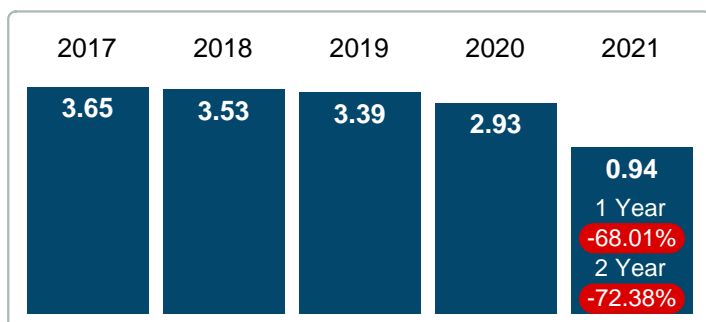
Area Delimited by County Of Wagoner - Residential Property Type



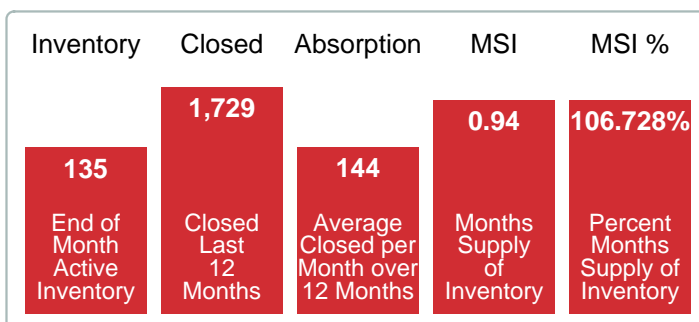
## MONTHS SUPPLY of INVENTORY (MSI)

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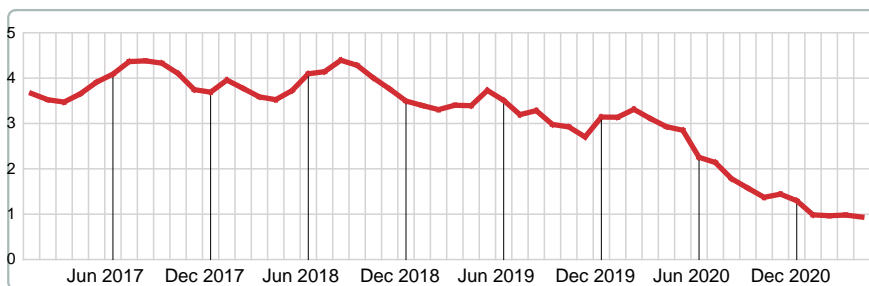
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

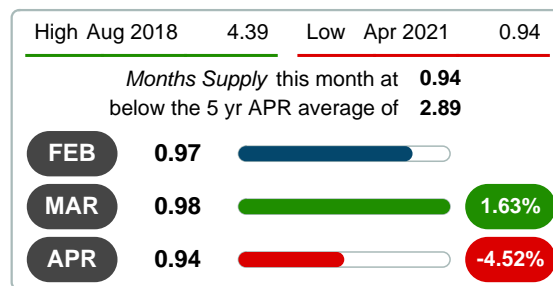


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 2.89



### 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	14	10.37%	1.54	2.10	0.98	1.50	0.00
\$100,001 - \$175,000	14	10.37%	0.35	1.44	0.25	0.62	0.00
\$175,001 - \$225,000	15	11.11%	0.40	4.00	0.30	0.62	0.00
\$225,001 - \$325,000	37	27.41%	1.00	3.00	1.29	0.54	0.86
\$325,001 - \$375,000	15	11.11%	1.78	0.00	2.55	0.84	1.09
\$375,001 - \$500,000	24	17.78%	2.72	12.00	4.40	2.16	0.86
\$500,001 and up	16	11.85%	4.17	0.00	6.67	2.61	3.43
Market Supply of Inventory (MSI)			0.94	2.65	0.80	0.91	1.52
Total Active Inventory by Units		100%	0.94	17	73	37	8

# April 2021



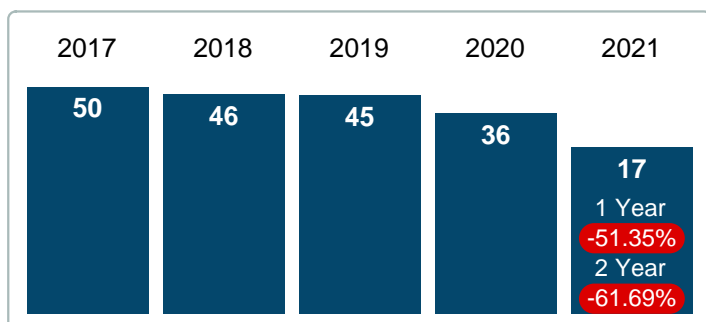
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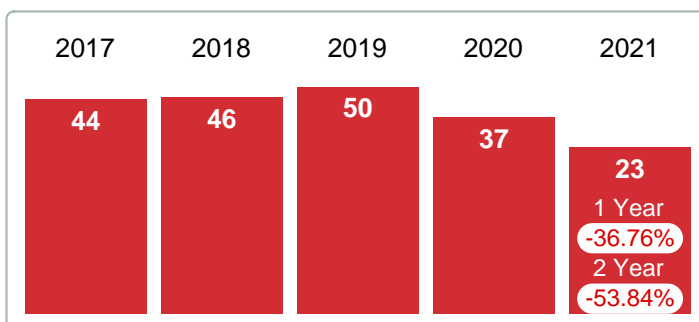
## AVERAGE DAYS ON MARKET TO SALE

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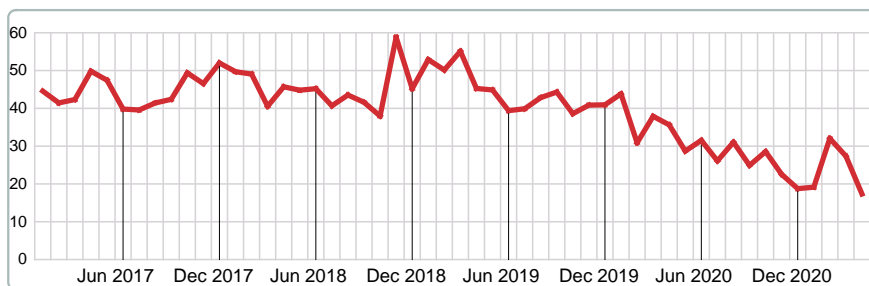
### APRIL



### YEAR TO DATE (YTD)

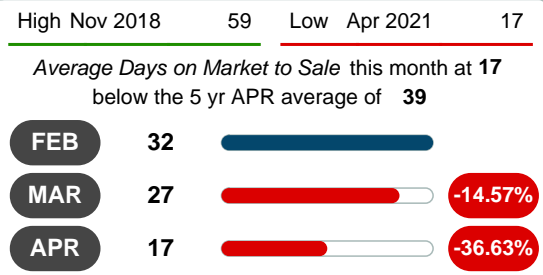


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR 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
\$100,000 and less	6.67%	45	67	14	0	0
\$100,001 - \$150,000	12.22%	13	5	10	53	0
\$150,001 - \$175,000	13.33%	20	0	18	38	0
\$175,001 - \$225,000	30.00%	6	2	7	3	0
\$225,001 - \$250,000	9.44%	24	0	28	8	0
\$250,001 - \$300,000	14.44%	16	0	18	13	0
\$300,001 and up	13.89%	25	0	14	35	7
<b>Average Closed DOM</b>		<b>17</b>	<b>53</b>	<b>14</b>	<b>22</b>	<b>7</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>17</b>	<b>9</b>	<b>124</b>	<b>42</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>39,166,061</b>	<b>625.90K</b>	<b>24.62M</b>	<b>11.92M</b>	<b>2.00M</b>

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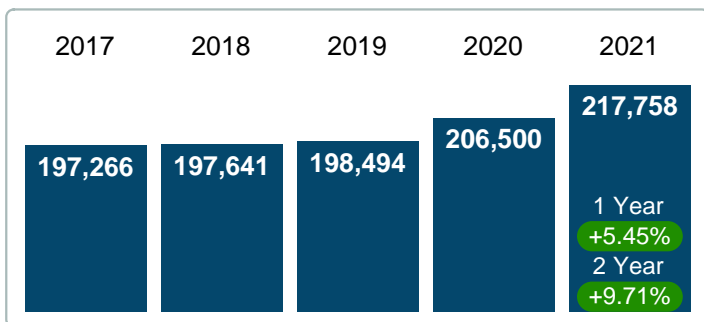
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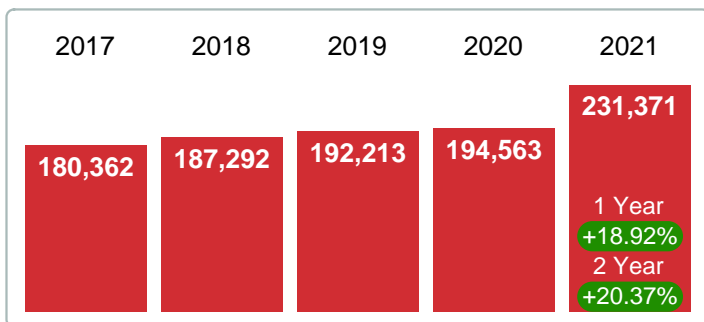
## AVERAGE LIST PRICE AT CLOSING

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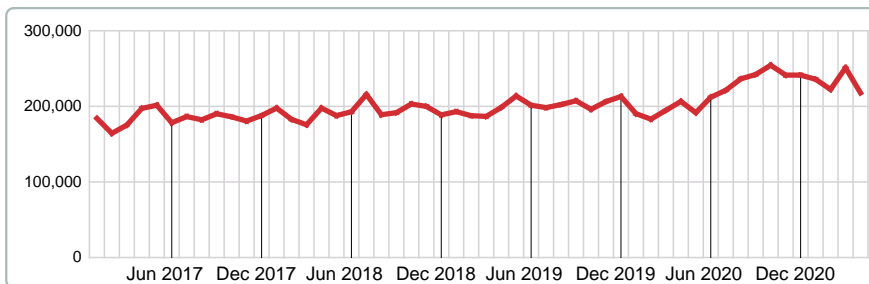
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

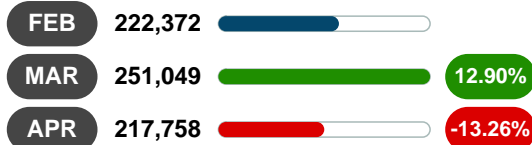


### 3 MONTHS

5 year APR AVG = 203,532

High Oct 2020 254,344 Low Feb 2017 164,306

Average List Price at Closing this month at **217,758**  
above the 5 yr APR average of **203,532**



### 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
\$100,000 and less	14	7.78%	71,093	54,129	83,700	0	0
\$100,001 - \$150,000	26	14.44%	137,536	98,000	131,400	139,970	0
\$150,001 - \$175,000	25	13.89%	169,763	0	164,284	161,567	0
\$175,001 - \$225,000	47	26.11%	196,486	159,000	193,683	199,903	0
\$225,001 - \$250,000	16	8.89%	234,559	0	234,401	233,226	0
\$250,001 - \$300,000	28	15.56%	274,653	0	275,453	272,545	0
\$300,001 and up	24	13.33%	404,295	0	404,195	398,481	400,980
Average List Price			217,758	70,656	198,034	285,701	400,980
Total Closed Units		100%	217,758	9	124	42	5
Total Closed Volume			39,196,455	635.90K	24.56M	12.00M	2.00M



# April 2021



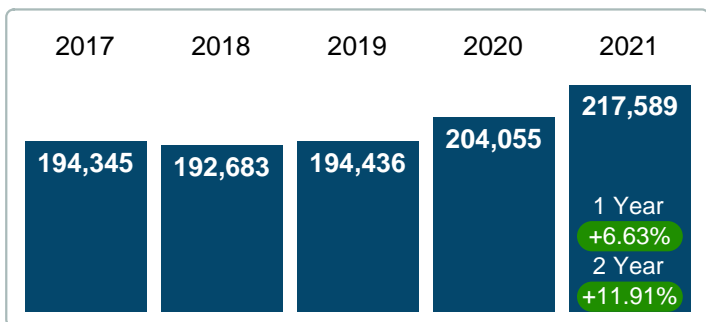
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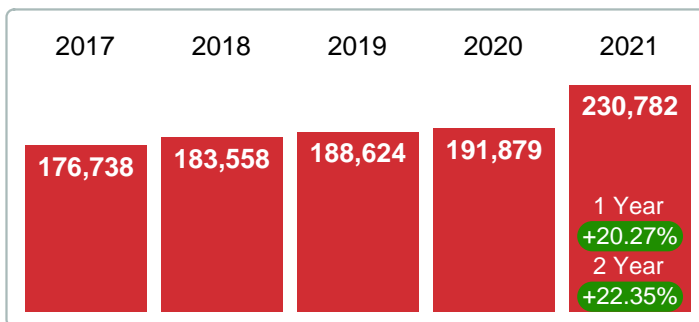
## AVERAGE SOLD PRICE AT CLOSING

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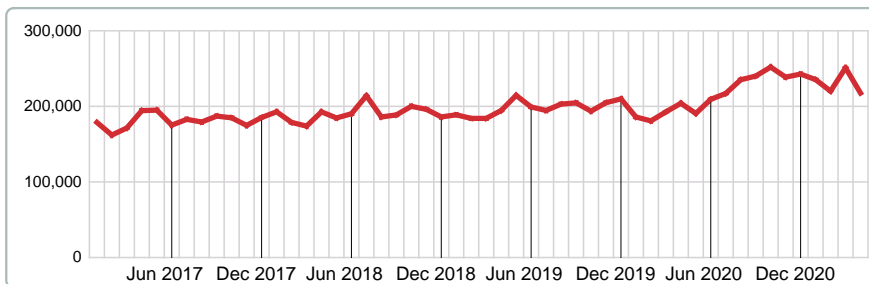
### APRIL



### YEAR TO DATE (YTD)

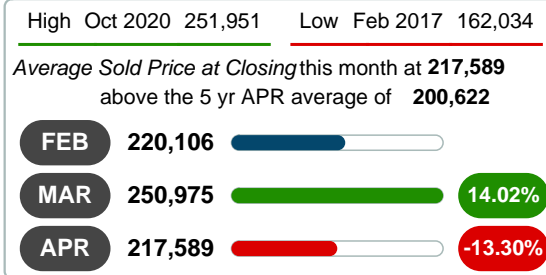


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 200,622



### 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
\$100,000 and less	6.67%	61,017	48,571	78,441	0	0
\$100,001 - \$150,000	12.22%	131,902	106,000	132,413	140,000	0
\$150,001 - \$175,000	13.33%	165,099	0	165,594	161,633	0
\$175,001 - \$225,000	30.00%	194,607	179,900	194,232	198,553	0
\$225,001 - \$250,000	9.44%	236,964	0	236,537	238,351	0
\$250,001 - \$300,000	14.44%	273,107	0	274,946	270,165	0
\$300,001 and up	13.89%	397,267	0	404,053	394,121	399,920
<b>Average Sold Price</b>		<b>217,589</b>	<b>69,544</b>	<b>198,551</b>	<b>283,814</b>	<b>399,920</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>217,589</b>	<b>9</b>	<b>124</b>	<b>42</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>39,166,061</b>	<b>625.90K</b>	<b>24.62M</b>	<b>11.92M</b>	<b>2.00M</b>

# April 2021



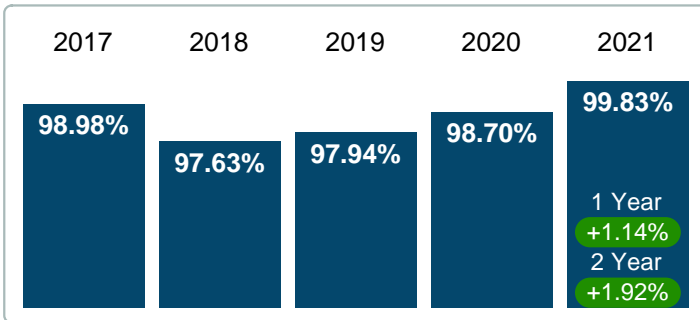
Area Delimited by County Of Wagoner - Residential Property Type



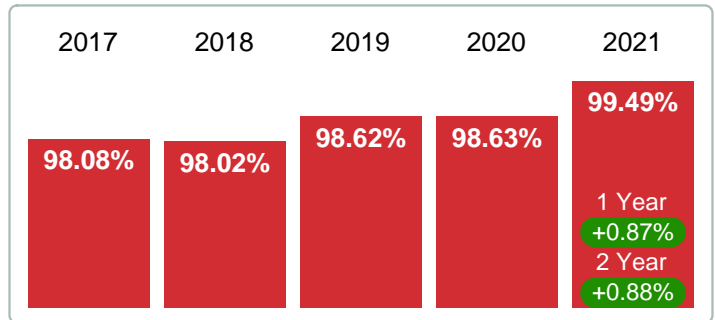
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 02, 2023 for MLS Technology Inc.

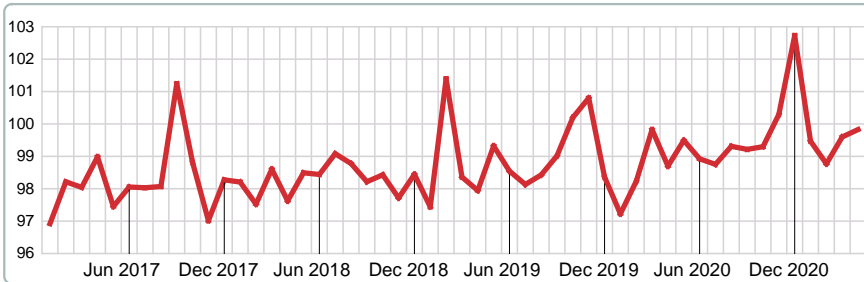
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

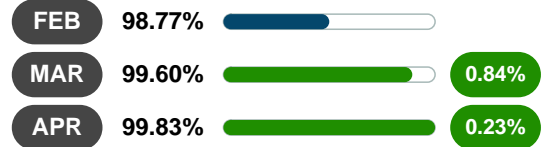


### 3 MONTHS

5 year APR AVG = 98.62%

High Dec 2020 102.73% Low Jan 2017 96.92%

Average Sold/List Ratio this month at **99.83%**  
above the 5 yr APR average of **98.62%**



### 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
\$100,000 and less	12	6.67%	91.02%	88.67%	94.32%	0.00%	0.00%
\$100,001 - \$150,000	22	12.22%	101.24%	108.16%	100.97%	100.28%	0.00%
\$150,001 - \$175,000	24	13.33%	100.80%	0.00%	100.86%	100.38%	0.00%
\$175,001 - \$225,000	54	30.00%	100.54%	113.14%	100.46%	99.43%	0.00%
\$225,001 - \$250,000	17	9.44%	101.29%	0.00%	100.99%	102.29%	0.00%
\$250,001 - \$300,000	26	14.44%	99.56%	0.00%	99.81%	99.16%	0.00%
\$300,001 and up	25	13.89%	99.61%	0.00%	100.12%	99.05%	100.79%
Average Sold/List Ratio		99.80%		93.55%	100.32%	99.61%	100.79%
Total Closed Units	180	100%	99.80%	9	124	42	5
Total Closed Volume	39,166,061			625.90K	24.62M	11.92M	2.00M

# April 2021



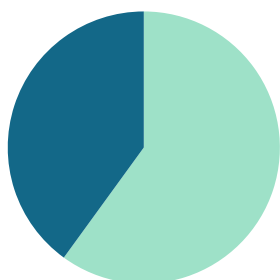
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

### INVENTORY

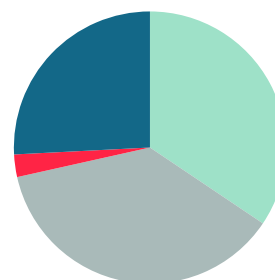


**Inventory**  
 New Listings  
**204 = 60.00%**  
 Start Inventory  
**136**  
 Total Inventory Units  
**340**  
 Volume  
**\$100,828,932**

### Market Activity

Closed Sales  
**180 = 34.42%**  
 Pending Sales  
**194 = 37.09%**  
 Other Off Market  
**14 = 2.68%**  
 Active Inventory  
**135 = 25.81%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	114	180	57.89%	391	537	37.34%
Pending Sales	126	194	53.97%	487	630	29.36%
New Listings	149	204	36.91%	657	639	-2.74%
Average List Price	206,500	217,758	5.45%	194,563	231,371	18.92%
Average Sale Price	204,055	217,589	6.63%	191,879	230,782	20.27%
Average Percent of Selling Price to List Price	98.70%	99.83%	1.14%	98.63%	99.49%	0.87%
Average Days on Market to Sale	35.64	17.34	-51.35%	36.68	23.20	-36.76%
Monthly Inventory	339	135	-60.18%	339	135	-60.18%
Months Supply of Inventory	2.94	0.94	-68.10%	2.94	0.94	-68.10%

**Absorption:** Last 12 months, an Average of **144** Sales/Month

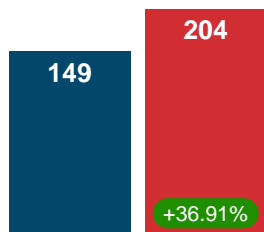
**Inventory** on April 30, 2021 = **135**

**2020** **2021**

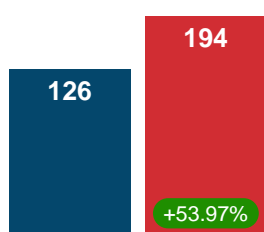
### APRIL MARKET

### AVERAGE PRICES

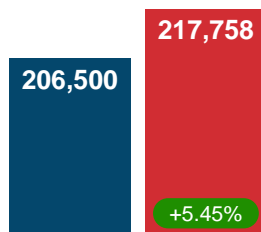
#### New Listings



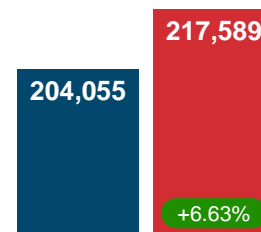
#### Pending Listings



#### List Price



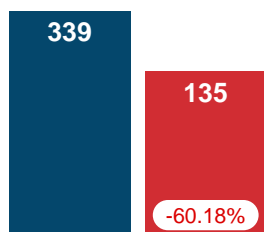
#### Sale Price



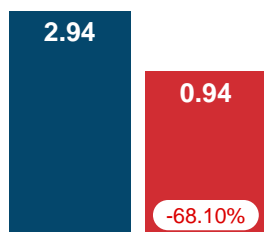
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

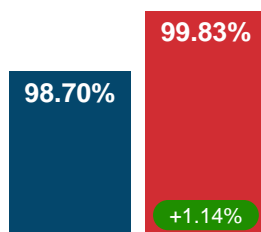
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

