

# August 2021



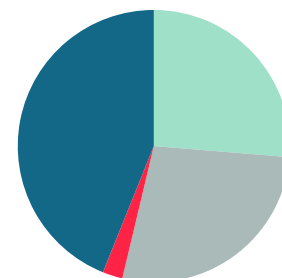
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	161	166	3.11%
Pending Listings	224	173	-22.77%
New Listings	211	236	11.85%
Average List Price	236,297	247,499	4.74%
Average Sale Price	235,175	248,792	5.79%
Average Percent of Selling Price to List Price	99.31%	100.55%	1.25%
Average Days on Market to Sale	31.04	10.80	-65.20%
End of Month Inventory	208	277	33.17%
Months Supply of Inventory	1.78	1.79	0.69%



■ Closed (26.31%)  
■ Pending (27.42%)  
■ Other OffMarket (2.38%)  
■ Active (43.90%)

**Absorption:** Last 12 months, an Average of **154** Sales/Month  
**Active Inventory** as of August 31, 2021 = **277**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 rose **33.17%** to 277 existing homes available for sale. Over the last 12 months this area has had an average of 154 closed sales per month. This represents an unsold inventory index of **1.79** 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 **5.79%** in August 2021 to \$248,792 versus the previous year at \$235,175.

#### Average Days on Market Shortens

The average number of **10.80** days that homes spent on the market before selling decreased by 20.24 days or **65.20%** in August 2021 compared to last year's same month at **31.04** DOM.

#### Sales Success for August 2021 is Positive

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

There were 236 New Listings in August 2021, up **11.85%** from last year at 211. Furthermore, there were 166 Closed Listings this month versus last year at 161, a **3.11%** increase.

Closed versus Listed trends yielded a **70.3%** ratio, down from previous year's, August 2020, at **76.3%**, a **7.82%** downswing. This will certainly create pressure on an increasing 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

# August 2021



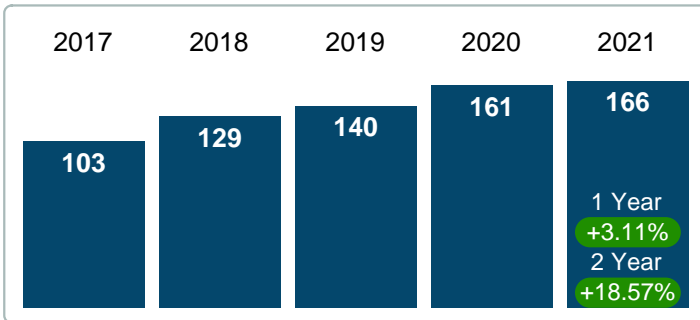
Area Delimited by County Of Wagoner - Residential Property Type



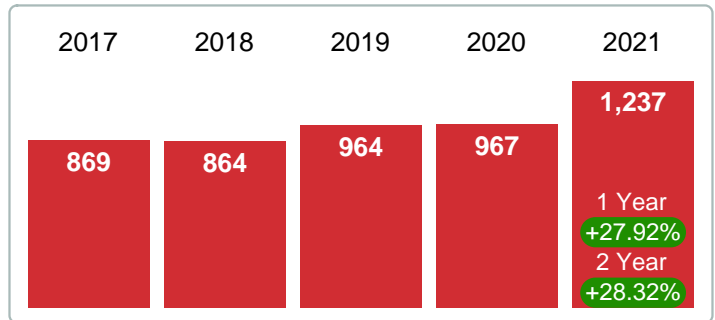
## CLOSED LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

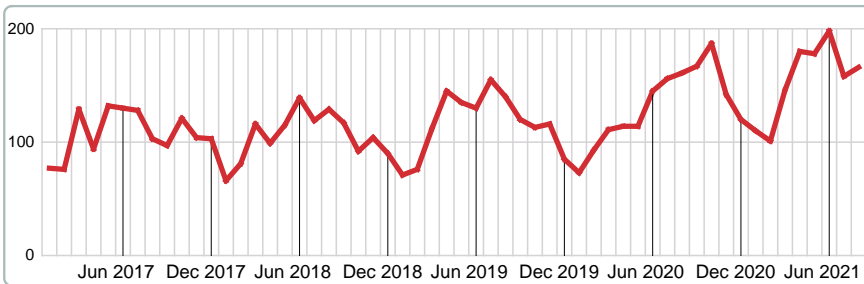
### AUGUST



### YEAR TO DATE (YTD)

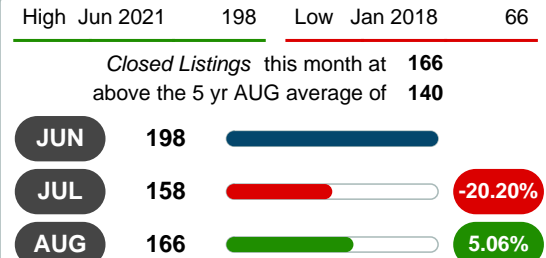


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 140



### 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	9	5.42%	15.9	7	2	0	0
\$125,001 - \$175,000	23	13.86%	9.0	3	18	2	0
\$175,001 - \$200,000	24	14.46%	7.1	2	16	6	0
\$200,001 - \$250,000	39	23.49%	7.3	0	29	10	0
\$250,001 - \$300,000	30	18.07%	12.1	0	24	6	0
\$300,001 - \$350,000	23	13.86%	17.3	1	11	10	1
\$350,001 and up	18	10.84%	12.5	0	6	9	3
<b>Total Closed Units</b>	<b>166</b>			<b>13</b>	<b>106</b>	<b>43</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>41,299,550</b>	<b>100%</b>	<b>10.8</b>	<b>1.60M</b>	<b>25.15M</b>	<b>12.37M</b>	<b>2.19M</b>
<b>Average Closed Price</b>	<b>\$248,792</b>			<b>\$122,923</b>	<b>\$237,247</b>	<b>\$287,592</b>	<b>\$546,725</b>

# August 2021



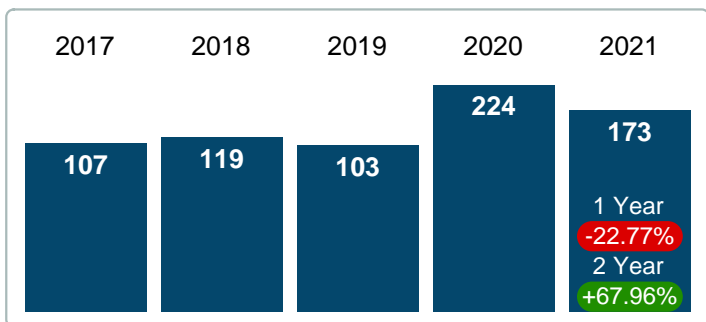
Area Delimited by County Of Wagoner - Residential Property Type



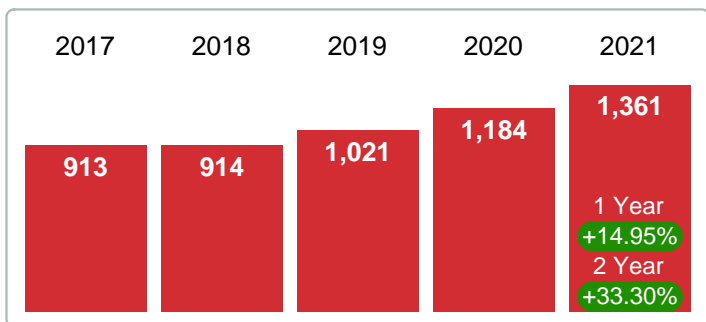
## PENDING LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

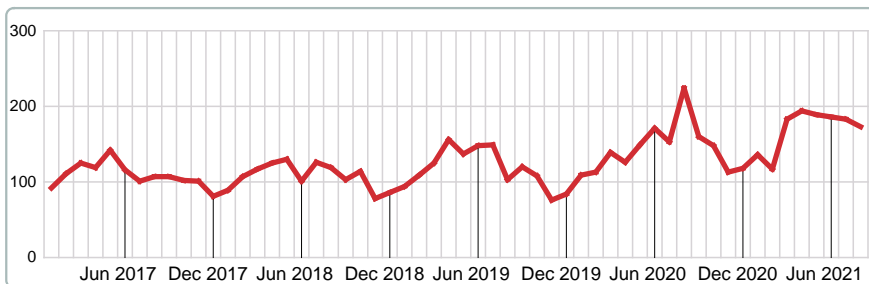
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

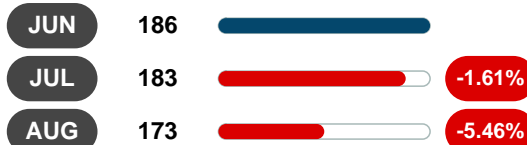


### 3 MONTHS

5 year AUG AVG = 145

High Aug 2020: 224 | Low Nov 2019: 76

Pending Listings this month at 173  
above the 5 yr AUG average of 145



### 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	12	6.94%	29.3	4	6	1	1
\$125,001 - \$175,000	21	12.14%	17.0	6	12	3	0
\$175,001 - \$200,000	23	13.29%	17.5	2	18	3	0
\$200,001 - \$275,000	45	26.01%	10.2	0	31	14	0
\$275,001 - \$350,000	33	19.08%	19.8	1	14	15	3
\$350,001 - \$450,000	21	12.14%	32.4	0	5	10	6
\$450,001 and up	18	10.40%	48.7	0	1	15	2
<b>Total Pending Units</b>	<b>173</b>			<b>13</b>	<b>87</b>	<b>61</b>	<b>12</b>
<b>Total Pending Volume</b>	<b>47,597,076</b>	<b>100%</b>	<b>20.4</b>	<b>2.08M</b>	<b>19.65M</b>	<b>21.17M</b>	<b>4.70M</b>
<b>Average Listing Price</b>	<b>\$273,640</b>			<b>\$159,831</b>	<b>\$225,904</b>	<b>\$347,048</b>	<b>\$391,308</b>

# August 2021



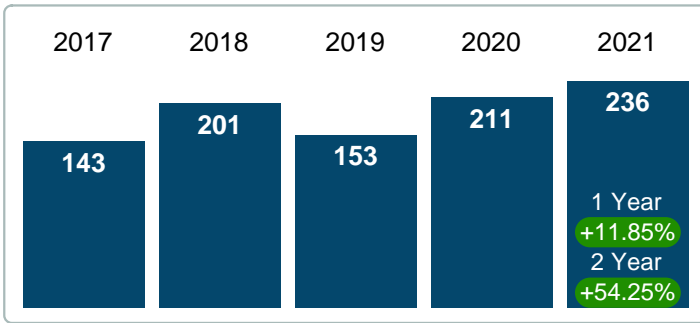
Area Delimited by County Of Wagoner - Residential Property Type



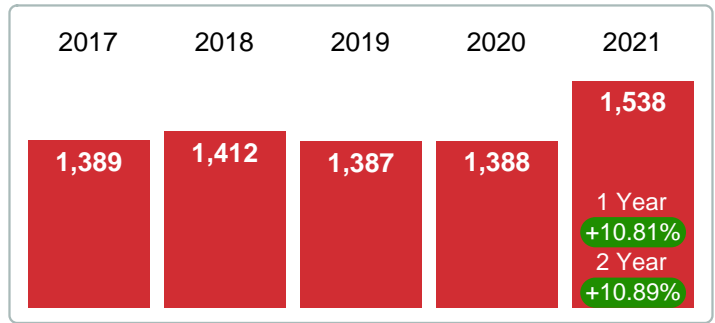
## NEW LISTINGS

Report produced on Aug 10, 2023 for MLS Technology Inc.

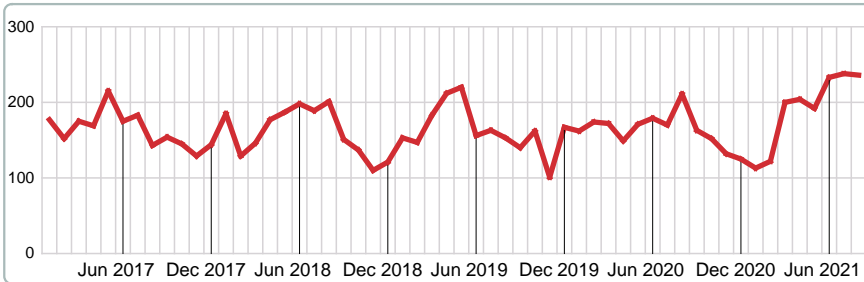
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 189

High Jul 2021 238 Low Nov 2019 101

New Listings this month at **236**  
above the 5 yr AUG average of **189**



### 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	18	7.63%	11	6	0	1
\$125,001 - \$175,000	32	13.56%	8	21	3	0
\$175,001 - \$200,000	24	10.17%	3	17	4	0
\$200,001 - \$275,000	62	26.27%	0	40	22	0
\$275,001 - \$325,000	37	15.68%	0	15	19	3
\$325,001 - \$475,000	39	16.53%	1	9	21	8
\$475,001 and up	24	10.17%	0	6	12	6
<b>Total New Listed Units</b>	<b>236</b>		<b>23</b>	<b>114</b>	<b>81</b>	<b>18</b>
<b>Total New Listed Volume</b>	<b>67,357,868</b>	<b>100%</b>	<b>3.35M</b>	<b>27.35M</b>	<b>27.40M</b>	<b>9.26M</b>
<b>Average New Listed Listing Price</b>	<b>\$271,726</b>		<b>\$145,696</b>	<b>\$239,921</b>	<b>\$338,243</b>	<b>\$514,341</b>

# August 2021



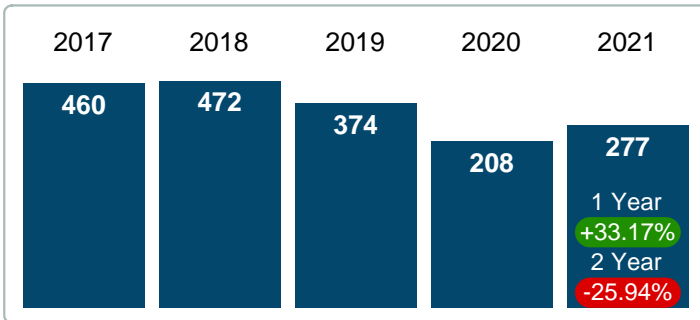
Area Delimited by County Of Wagoner - Residential Property Type



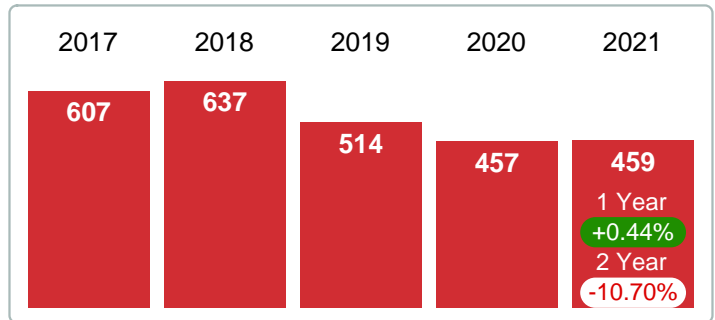
## ACTIVE INVENTORY

Report produced on Aug 10, 2023 for MLS Technology Inc.

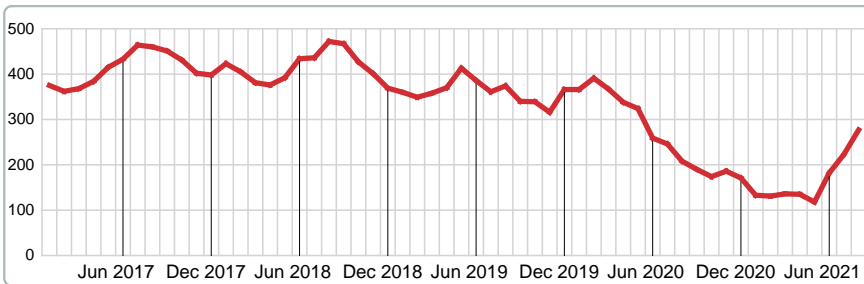
### END OF AUGUST



### ACTIVE DURING AUGUST

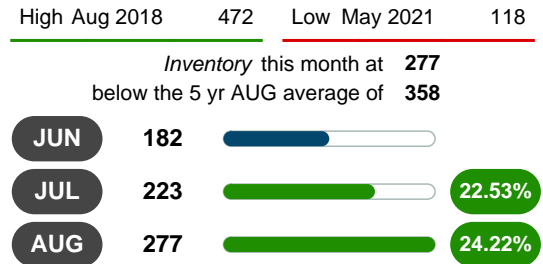


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 358



### 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	23	8.30%	61.2	12	6	3	2	
\$100,001 - \$175,000	37	13.36%	28.9	9	22	5	1	
\$175,001 - \$225,000	30	10.83%	25.0	1	21	7	1	
\$225,001 - \$300,000	76	27.44%	38.6	1	32	41	2	
\$300,001 - \$375,000	48	17.33%	63.0	1	21	24	2	
\$375,001 - \$475,000	32	11.55%	98.8	0	9	19	4	
\$475,001 and up	31	11.19%	35.5	0	12	9	10	
Total Active Inventory by Units		277		24	123	108	22	
Total Active Inventory by Volume		84,650,079	100%	48.5	2.81M	33.90M	35.10M	12.84M
Average Active Inventory Listing Price		\$305,596			\$117,225	\$275,624	\$324,973	\$583,541

# August 2021



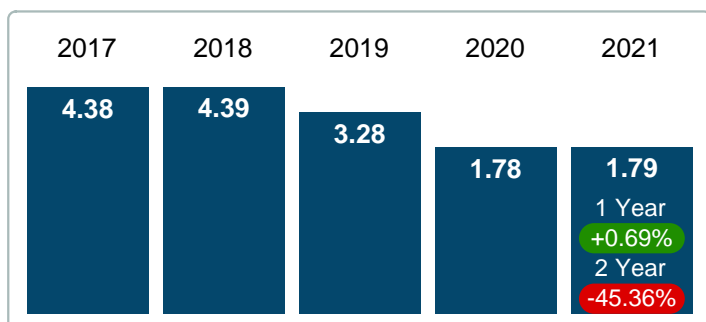
Area Delimited by County Of Wagoner - Residential Property Type



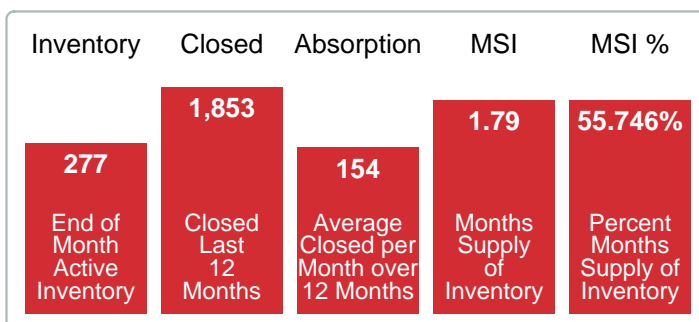
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 10, 2023 for MLS Technology Inc.

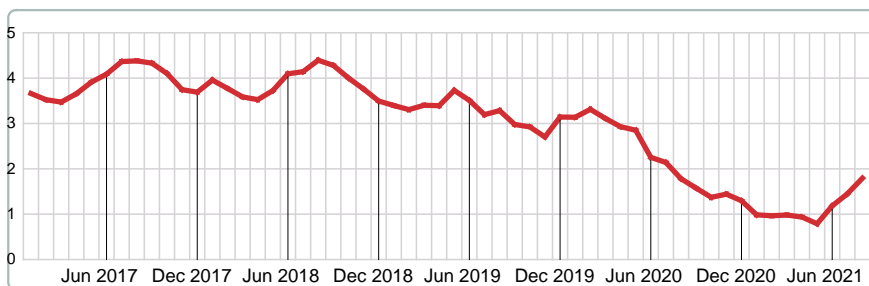
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

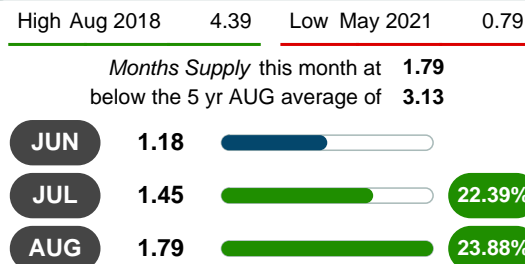


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 3.13



### 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	8.30%	2.73	3.69	1.26	7.20	0.00
\$100,001 - \$175,000	13.36%	1.08	3.60	0.78	1.40	6.00
\$175,001 - \$225,000	10.83%	0.75	4.00	0.69	0.79	2.00
\$225,001 - \$300,000	27.44%	2.07	1.20	1.45	3.15	2.40
\$300,001 - \$375,000	17.33%	2.62	3.00	2.38	3.06	1.50
\$375,001 - \$475,000	11.55%	3.23	0.00	2.92	3.45	3.20
\$475,001 and up	11.19%	4.77	0.00	8.00	2.70	6.00
Market Supply of Inventory (MSI)		1.79	3.31	1.24	2.54	3.83
Total Active Inventory by Units	100%	277	24	123	108	22

# August 2021



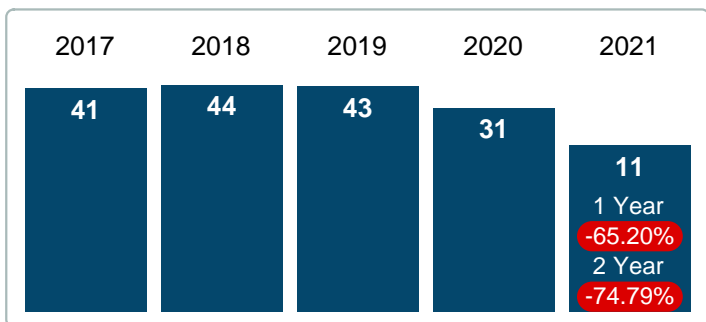
Area Delimited by County Of Wagoner - Residential Property Type



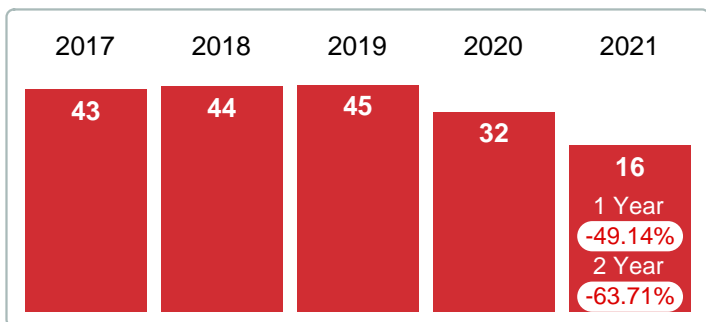
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 10, 2023 for MLS Technology Inc.

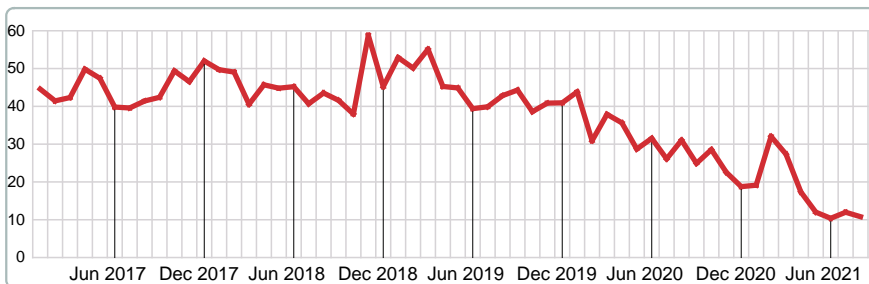
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 34

High Nov 2018 59 Low Jun 2021 10

Average Days on Market to Sale this month at 11 below the 5 yr AUG average of 34



### 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	5.42%	16	18	7	0	0
\$125,001 - \$175,000	13.86%	9	13	7	24	0
\$175,001 - \$200,000	14.46%	7	19	5	10	0
\$200,001 - \$250,000	23.49%	7	0	8	5	0
\$250,001 - \$300,000	18.07%	12	0	14	5	0
\$300,001 - \$350,000	13.86%	17	133	13	10	26
\$350,001 and up	10.84%	13	0	5	17	14
<b>Average Closed DOM</b>		<b>11</b>	<b>26</b>	<b>9</b>	<b>10</b>	<b>17</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>11</b>	<b>13</b>	<b>106</b>	<b>43</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>41,299,550</b>	<b>1.60M</b>	<b>25.15M</b>	<b>12.37M</b>	<b>2.19M</b>



# August 2021



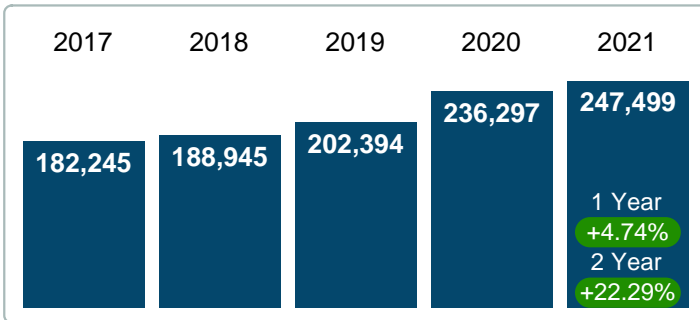
Area Delimited by County Of Wagoner - Residential Property Type



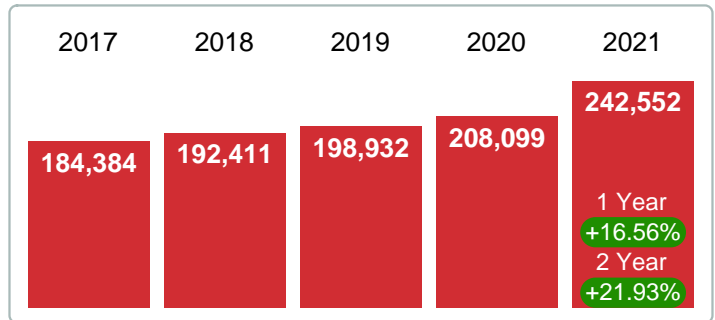
## AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

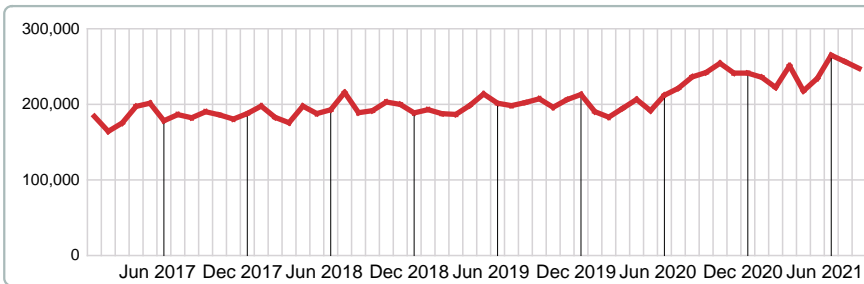
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

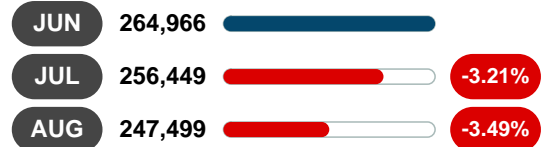


### 3 MONTHS

5 year AUG AVG = 211,476

High Jun 2021 264,966 Low Feb 2017 164,306

Average List Price at Closing this month at **247,499**  
above the 5 yr AUG average of **211,476**



### 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	10	6.02%	79,580	76,186	75,000	0	
\$125,001 - \$175,000	25	15.06%	154,476	144,667	153,133	140,950	
\$175,001 - \$200,000	24	14.46%	189,979	191,250	186,600	195,333	
\$200,001 - \$250,000	40	24.10%	228,174	0	220,275	230,060	
\$250,001 - \$300,000	28	16.87%	280,596	0	273,240	278,504	
\$300,001 - \$350,000	22	13.25%	323,654	339,000	319,754	317,750	
\$350,001 and up	17	10.24%	456,680	0	421,927	413,722	
<b>Average List Price</b>		<b>247,499</b>		<b>129,908</b>	<b>234,779</b>	<b>286,663</b>	<b>545,725</b>
<b>Total Closed Units</b>		<b>166</b>	<b>100%</b>	<b>247,499</b>	<b>13</b>	<b>106</b>	<b>43</b>
<b>Total Closed Volume</b>		<b>41,084,812</b>			<b>1.69M</b>	<b>24.89M</b>	<b>12.33M</b>



# August 2021



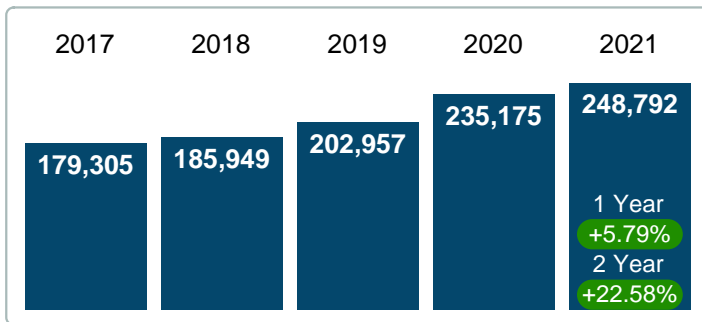
Area Delimited by County Of Wagoner - Residential Property Type



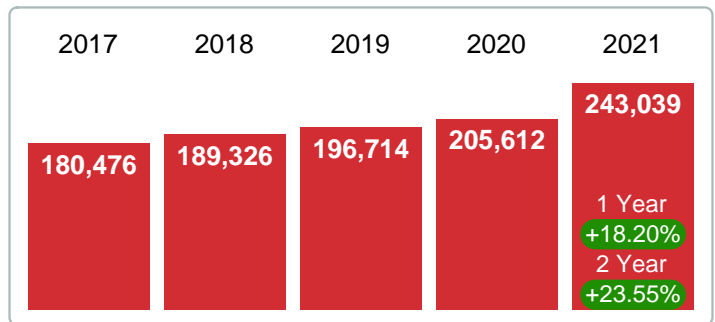
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 10, 2023 for MLS Technology Inc.

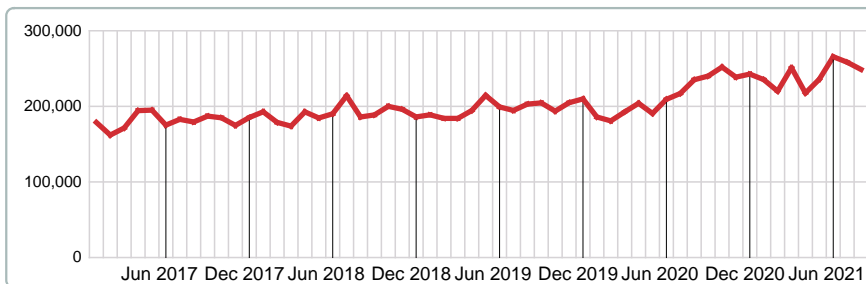
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

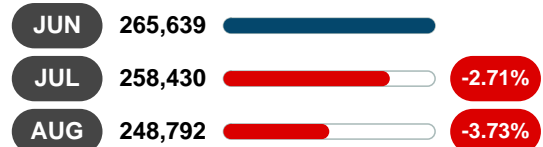


### 3 MONTHS

5 year AUG AVG = 210,436

High Jun 2021 265,639 Low Feb 2017 162,034

Average Sold Price at Closing this month at **248,792** above the 5 yr AUG average of **210,436**



### 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	9	5.42%	71,944	71,500	73,500	0
\$125,001 - \$175,000	23	13.86%	149,926	135,500	153,211	142,000
\$175,001 - \$200,000	24	14.46%	189,381	183,000	190,259	189,167
\$200,001 - \$250,000	39	23.49%	227,647	0	225,343	234,330
\$250,001 - \$300,000	30	18.07%	276,513	0	275,719	279,688
\$300,001 - \$350,000	23	13.86%	319,923	325,000	320,854	316,493
\$350,001 and up	18	10.84%	451,487	0	419,610	417,900
<b>Average Sold Price</b>		<b>248,792</b>		<b>122,923</b>	<b>237,247</b>	<b>287,592</b>
<b>Total Closed Units</b>		<b>166</b>		<b>13</b>	<b>106</b>	<b>43</b>
<b>Total Closed Volume</b>		<b>41,299,550</b>		<b>1.60M</b>	<b>25.15M</b>	<b>12.37M</b>

# August 2021



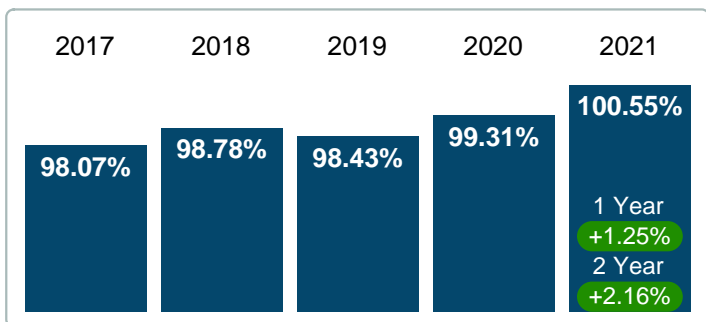
Area Delimited by County Of Wagoner - Residential Property Type



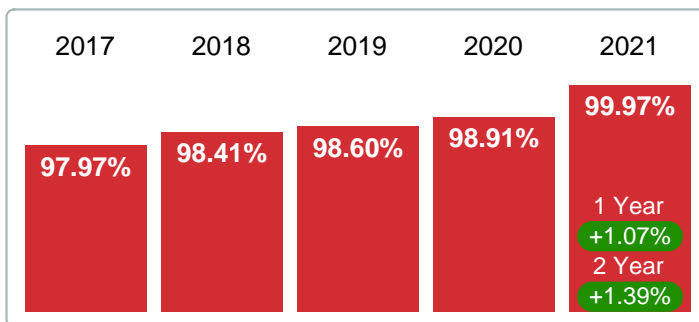
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2023 for MLS Technology Inc.

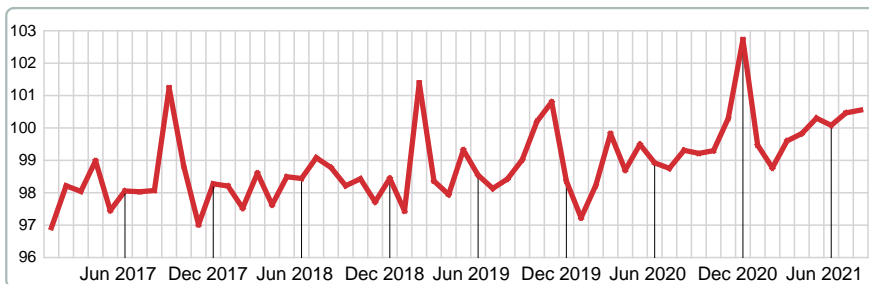
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

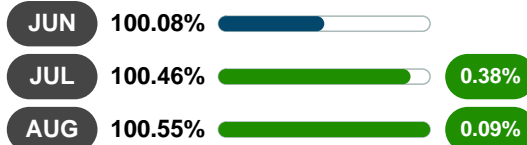


### 3 MONTHS

5 year AUG AVG = 99.03%

High Dec 2020 102.73% Low Jan 2017 96.92%

Average Sold/List Ratio this month at **100.55%** above the 5 yr AUG average of **99.03%**



## 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	9	5.42%	95.68%	95.11%	97.69%	0.00%	0.00%
\$125,001 - \$175,000	23	13.86%	99.42%	94.26%	100.13%	100.80%	0.00%
\$175,001 - \$200,000	24	14.46%	100.45%	95.75%	102.09%	97.63%	0.00%
\$200,001 - \$250,000	39	23.49%	102.41%	0.00%	102.55%	102.01%	0.00%
\$250,001 - \$300,000	30	18.07%	100.98%	0.00%	101.13%	100.39%	0.00%
\$300,001 - \$350,000	23	13.86%	100.03%	95.87%	100.47%	99.86%	101.19%
\$350,001 and up	18	10.84%	100.49%	0.00%	99.91%	101.04%	100.00%
Average Sold/List Ratio		100.60%		95.07%	101.29%	100.41%	100.30%
Total Closed Units		166	100%	13	106	43	4
Total Closed Volume		41,299,550		1.60M	25.15M	12.37M	2.19M

# August 2021



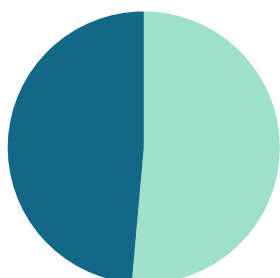
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

### INVENTORY



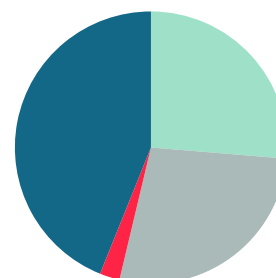
**Inventory**

- New Listings **236 = 51.42%**
- Start Inventory **223**
- Total Inventory Units **459**
- Volume **\$134,350,621**

### Market Activity

- Closed Sales **166 = 26.31%**
- Pending Sales **173 = 27.42%**
- Other Off Market **15 = 2.38%**
- Active Inventory **277 = 43.90%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	161	166	3.11%	967	1,237	27.92%
Pending Sales	224	173	-22.77%	1,184	1,361	14.95%
New Listings	211	236	11.85%	1,388	1,538	10.81%
Average List Price	236,297	247,499	4.74%	208,099	242,552	16.56%
Average Sale Price	235,175	248,792	5.79%	205,612	243,039	18.20%
Average Percent of Selling Price to List Price	99.31%	100.55%	1.25%	98.91%	99.97%	1.07%
Average Days on Market to Sale	31.04	10.80	-65.20%	32.32	16.44	-49.14%
Monthly Inventory	208	277	33.17%	208	277	33.17%
Months Supply of Inventory	1.78	1.79	0.69%	1.78	1.79	0.69%

**Absorption:** Last 12 months, an Average of **154** Sales/Month

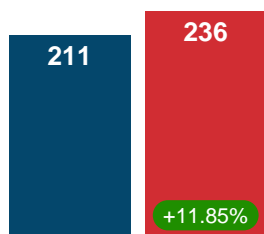
**Inventory** on August 31, 2021 = **277**

**2020** **2021**

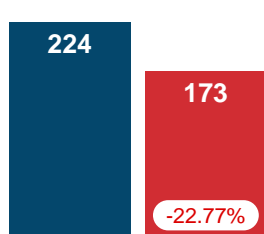
### AUGUST MARKET

### AVERAGE PRICES

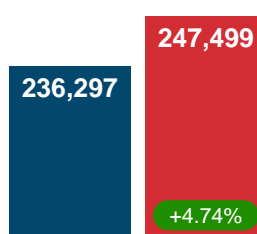
#### New Listings



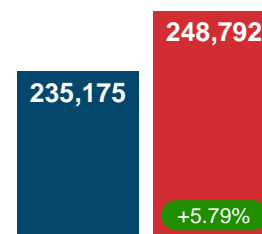
#### Pending Listings



#### List Price



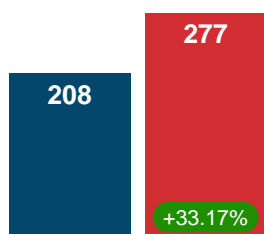
#### Sale Price



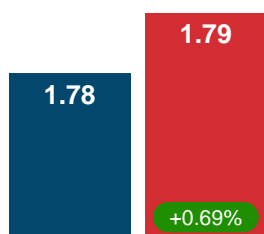
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

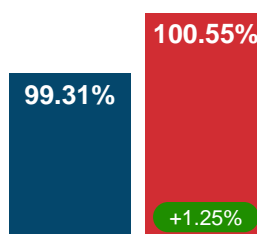
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

