

# August 2021



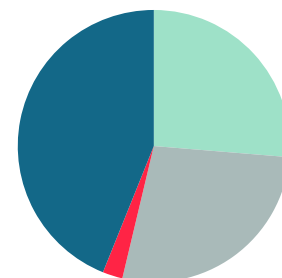
Area Delimited by County Of Wagoner - Residential Property Type



## 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%
Median List Price	206,250	230,000	11.52%
Median Sale Price	206,000	238,250	15.66%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	12.00	5.00	-58.33%
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.

#### 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 **15.66%** in August 2021 to \$238,250 versus the previous year at \$206,000.

#### Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 7.00 days or **58.33%** in August 2021 compared to last year's same month at **12.00** DOM.

#### Sales Success for August 2021 is Positive

Overall, with Median 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 Monthly 1/2s 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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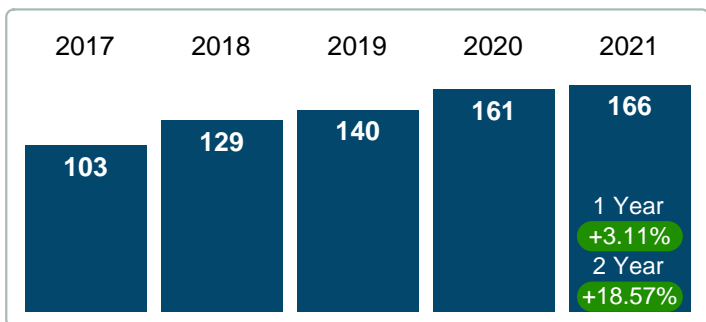
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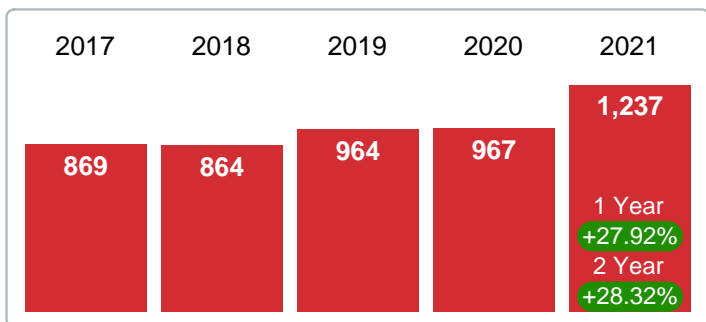
## CLOSED LISTINGS

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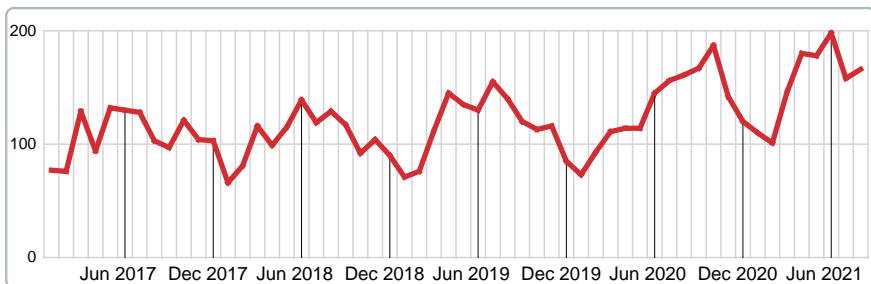
### AUGUST



### YEAR TO DATE (YTD)

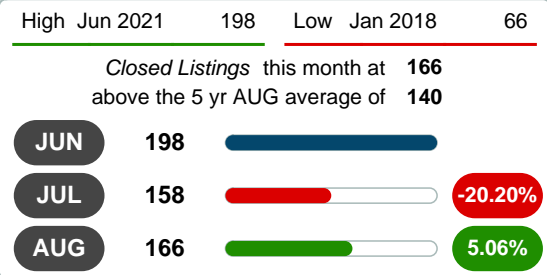


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 140



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	9	5.42%	13.0	7	2	0	0
\$125,001 - \$175,000	23	13.86%	5.0	3	18	2	0
\$175,001 - \$200,000	24	14.46%	5.0	2	16	6	0
\$200,001 - \$250,000	39	23.49%	4.0	0	29	10	0
\$250,001 - \$300,000	30	18.07%	5.0	0	24	6	0
\$300,001 - \$350,000	23	13.86%	6.0	1	11	10	1
\$350,001 and up	18	10.84%	5.0	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>5.0</b>	<b>1.60M</b>	<b>25.15M</b>	<b>12.37M</b>	<b>2.19M</b>
<b>Median Closed Price</b>	<b>\$238,250</b>			<b>\$125,000</b>	<b>\$225,000</b>	<b>\$280,000</b>	<b>\$540,000</b>

# August 2021



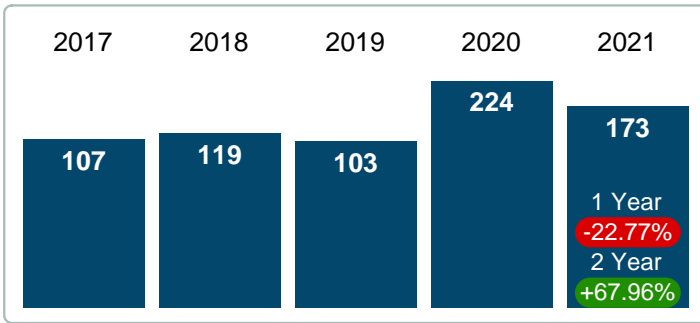
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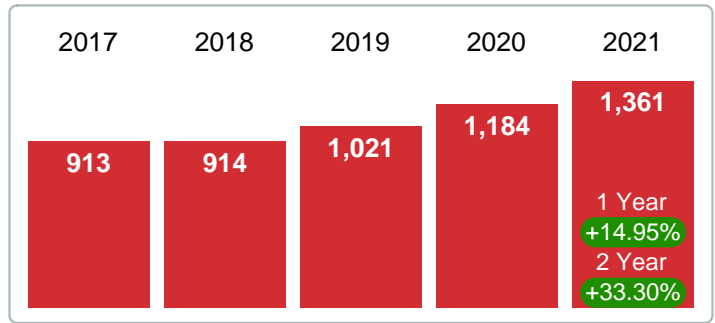
## PENDING LISTINGS

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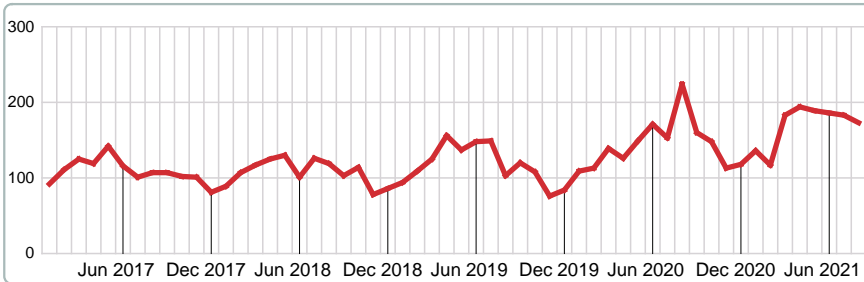
### AUGUST



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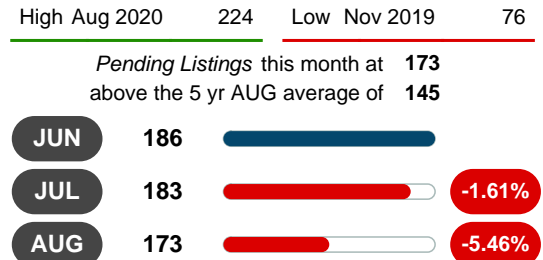


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 145



### 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	12	6.94%	13.5	4	6	1	1
\$125,001 - \$175,000	21	12.14%	6.0	6	12	3	0
\$175,001 - \$200,000	23	13.29%	7.0	2	18	3	0
\$200,001 - \$275,000	45	26.01%	6.0	0	31	14	0
\$275,001 - \$350,000	33	19.08%	9.0	1	14	15	3
\$350,001 - \$450,000	21	12.14%	7.0	0	5	10	6
\$450,001 and up	18	10.40%	25.0	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>7.0</b>	<b>2.08M</b>	<b>19.65M</b>	<b>21.17M</b>	<b>4.70M</b>
<b>Median Listing Price</b>	<b>\$245,000</b>			<b>\$155,000</b>	<b>\$209,999</b>	<b>\$307,790</b>	<b>\$367,825</b>

# August 2021



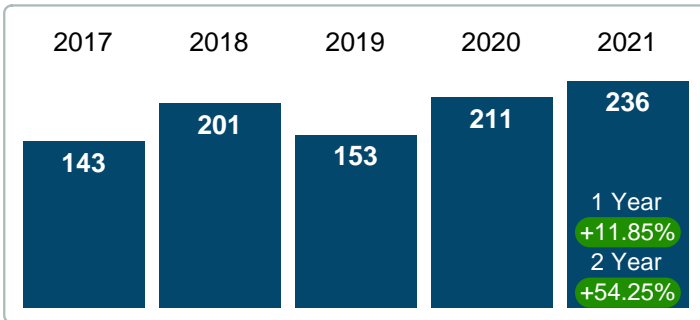
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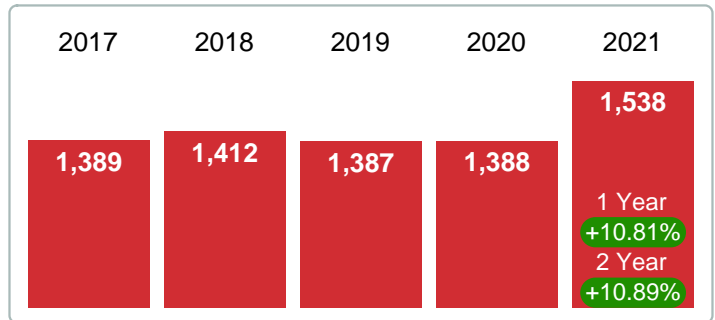
## NEW LISTINGS

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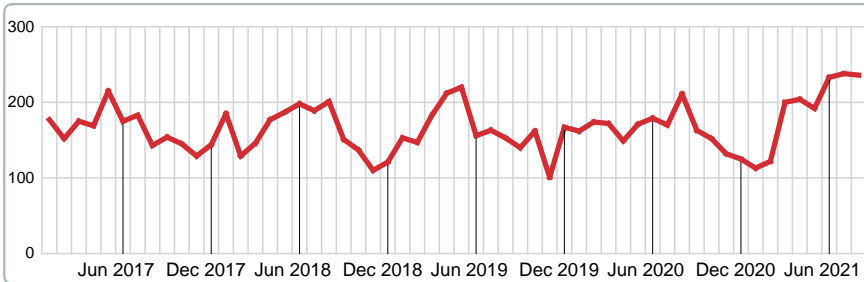
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

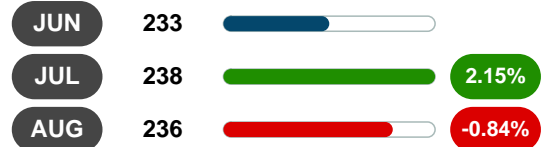


### 3 MONTHS

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>Median New Listed Listing Price</b>	<b>\$250,000</b>		<b>\$149,999</b>	<b>\$213,715</b>	<b>\$295,490</b>	<b>\$382,000</b>

# August 2021



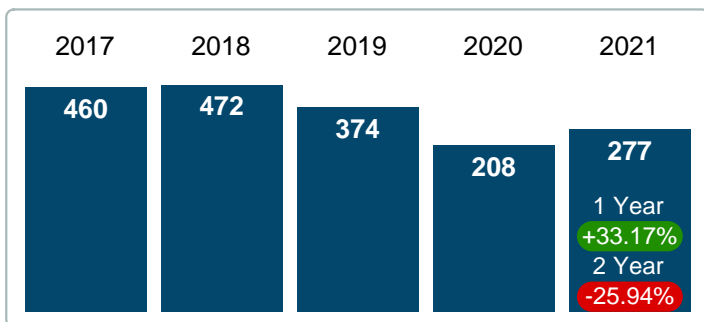
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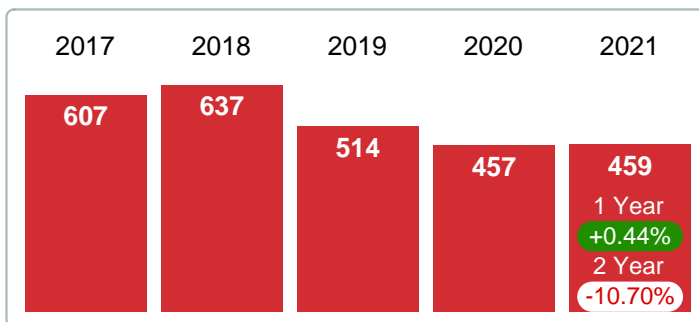
## ACTIVE INVENTORY

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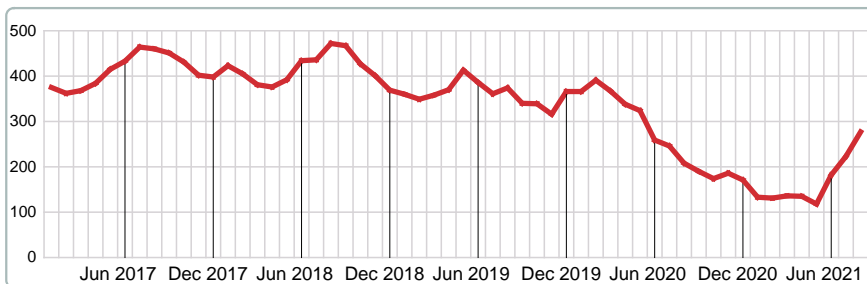
### END OF AUGUST



### ACTIVE DURING AUGUST

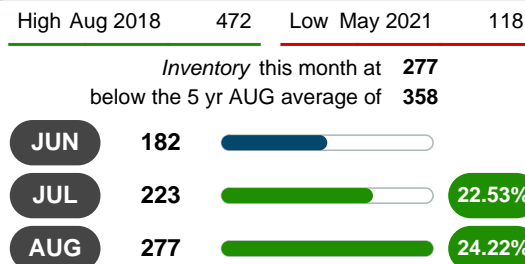


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 358



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	23	8.30%	53.0	12	6	3	2
\$100,001 - \$175,000	37	13.36%	25.0	9	22	5	1
\$175,001 - \$225,000	30	10.83%	14.0	1	21	7	1
\$225,001 - \$300,000	76	27.44%	28.5	1	32	41	2
\$300,001 - \$375,000	48	17.33%	58.0	1	21	24	2
\$375,001 - \$475,000	32	11.55%	68.0	0	9	19	4
\$475,001 and up	31	11.19%	21.0	0	12	9	10
<b>Total Active Inventory by Units</b>	<b>277</b>			<b>24</b>	<b>123</b>	<b>108</b>	<b>22</b>
<b>Total Active Inventory by Volume</b>	<b>84,650,079</b>	<b>100%</b>	<b>33.0</b>	<b>2.81M</b>	<b>33.90M</b>	<b>35.10M</b>	<b>12.84M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$279,000</b>			<b>\$106,700</b>	<b>\$259,900</b>	<b>\$298,445</b>	<b>\$439,222</b>

# August 2021



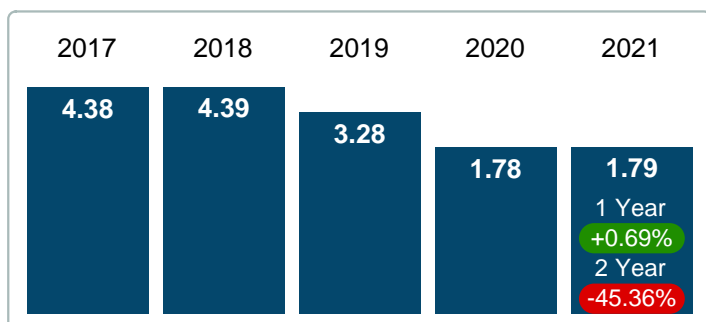
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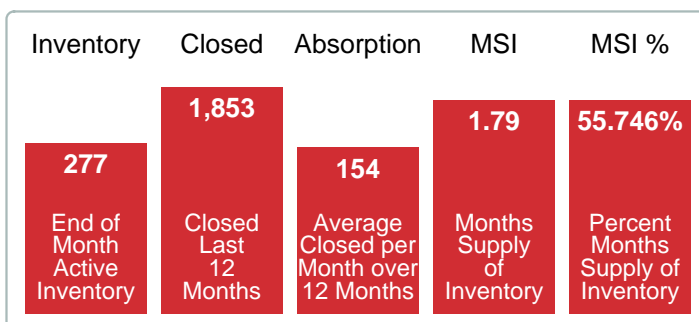
## MONTHS SUPPLY of INVENTORY (MSI)

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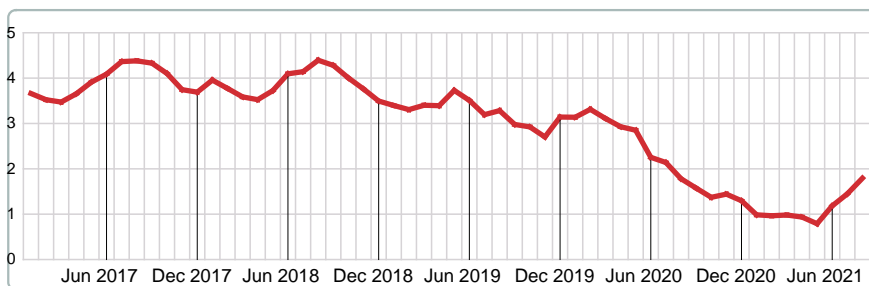
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

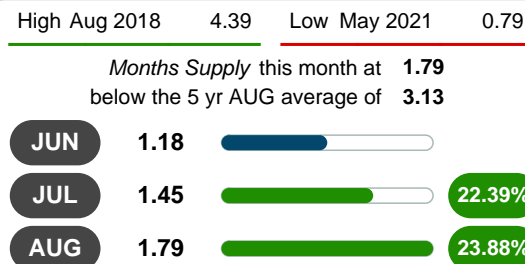


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	23	8.30%	2.73	3.69	1.26	7.20	0.00
\$100,001 - \$175,000	37	13.36%	1.08	3.60	0.78	1.40	6.00
\$175,001 - \$225,000	30	10.83%	0.75	4.00	0.69	0.79	2.00
\$225,001 - \$300,000	76	27.44%	2.07	1.20	1.45	3.15	2.40
\$300,001 - \$375,000	48	17.33%	2.62	3.00	2.38	3.06	1.50
\$375,001 - \$475,000	32	11.55%	3.23	0.00	2.92	3.45	3.20
\$475,001 and up	31	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%	1.79	24	123	108	22

# August 2021



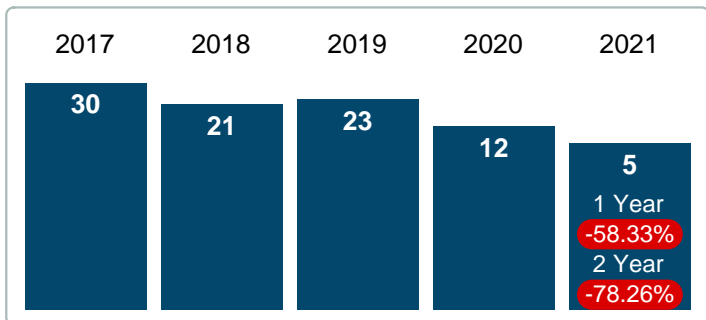
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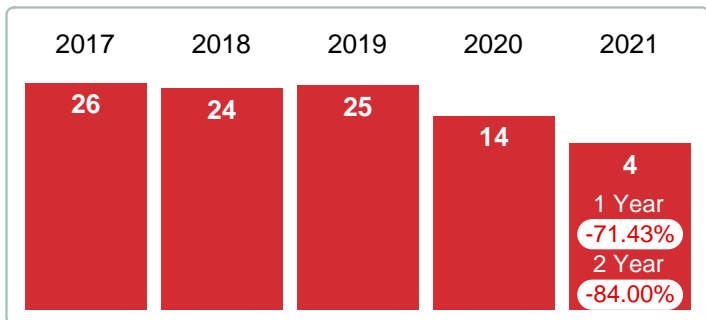
## MEDIAN DAYS ON MARKET TO SALE

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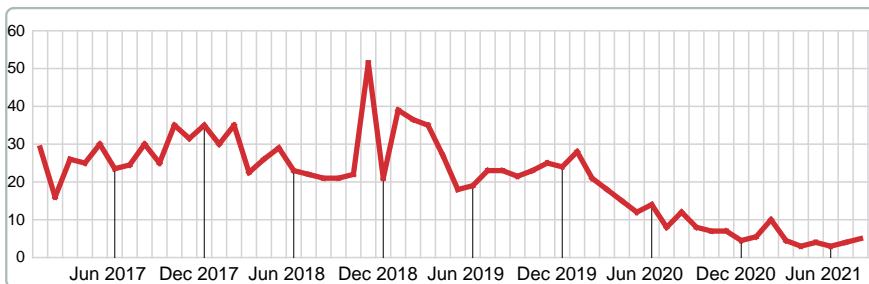
### AUGUST



### YEAR TO DATE (YTD)

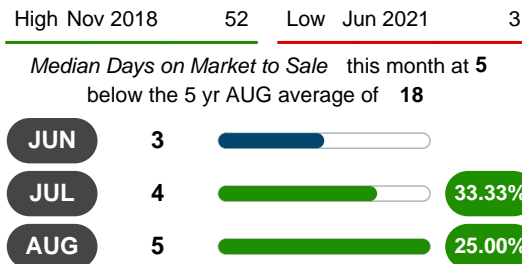


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 18



## 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	5.42%	13	15	7	0	0
\$125,001 - \$175,000	13.86%	5	10	4	24	0
\$175,001 - \$200,000	14.46%	5	19	4	10	0
\$200,001 - \$250,000	23.49%	4	0	4	3	0
\$250,001 - \$300,000	18.07%	5	0	6	3	0
\$300,001 - \$350,000	13.86%	6	133	4	5	26
\$350,001 and up	10.84%	5	0	3	8	14
Median Closed DOM		5	15	4	5	19
Total Closed Units	100%	5.0	13	106	43	4
Total Closed Volume			1.60M	25.15M	12.37M	2.19M



# August 2021



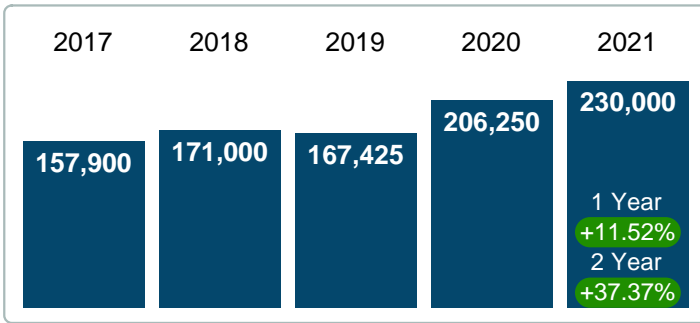
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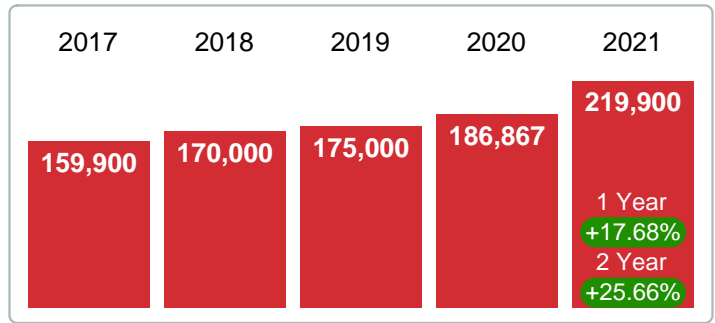
## MEDIAN LIST PRICE AT CLOSING

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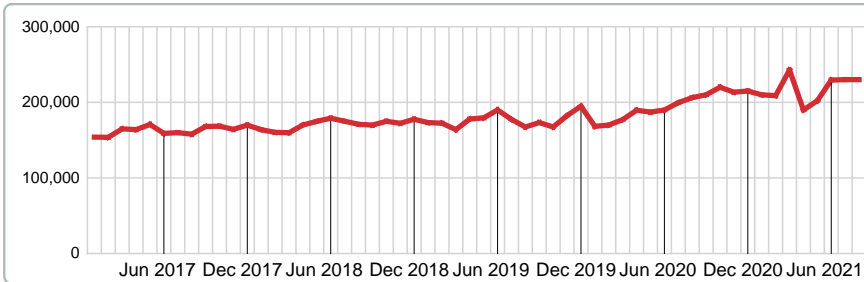
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

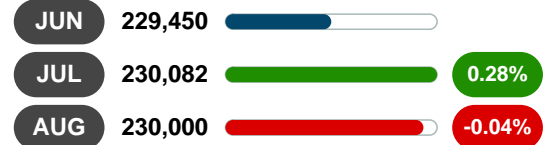


### 3 MONTHS

5 year AUG AVG = 186,515

High Mar 2021 242,783 Low Feb 2017 153,700

Median List Price at Closing this month at **230,000**  
above the 5 yr AUG average of **186,515**



### 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	10	6.02%	82,450	79,900	85,000	0
\$125,001 - \$175,000	25	15.06%	150,000	149,000	153,500	150,000
\$175,001 - \$200,000	24	14.46%	190,000	191,250	190,000	190,000
\$200,001 - \$250,000	40	24.10%	228,450	0	225,000	234,950
\$250,001 - \$300,000	28	16.87%	280,950	0	281,900	280,000
\$300,001 - \$350,000	22	13.25%	318,950	339,000	319,900	314,500
\$350,001 and up	17	10.24%	435,635	0	425,000	413,500
Median List Price		230,000		125,000	225,000	280,000
Total Closed Units	166	100%	230,000	13	106	43
Total Closed Volume	41,084,812			1.69M	24.89M	12.33M



# August 2021



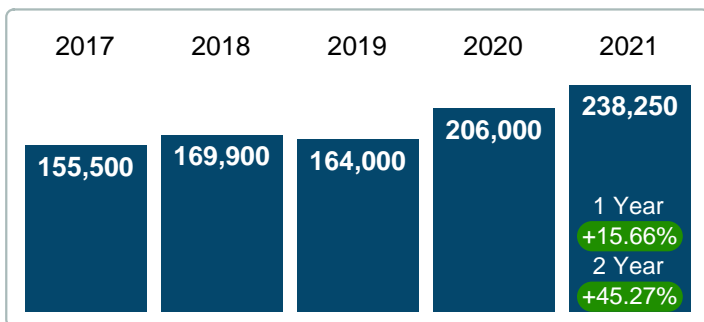
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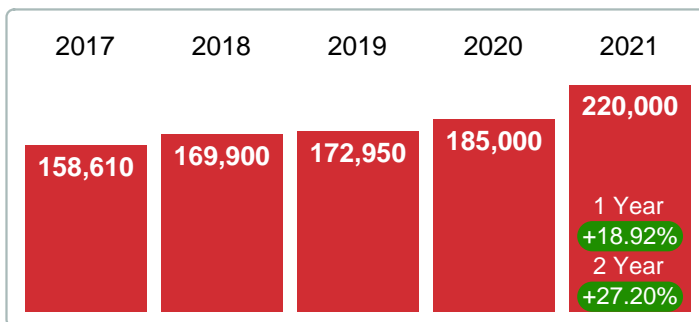
## MEDIAN SOLD PRICE AT CLOSING

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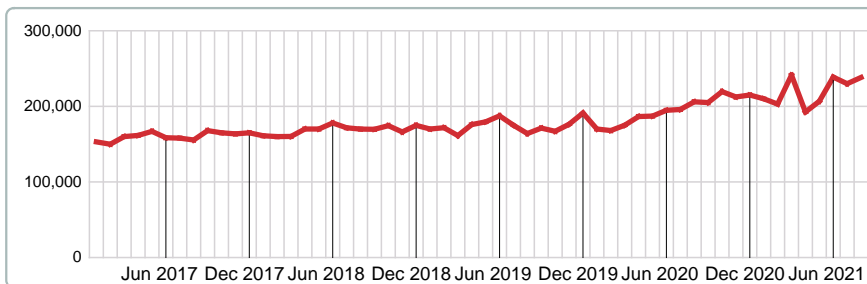
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 186,730

High Mar 2021 241,289    Low Feb 2017 149,883

Median Sold Price at Closing this month at **238,250**  
above the 5 yr AUG average of **186,730**

JUN	238,700	
JUL	229,950	-3.67%
AUG	238,250	3.61%

### 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	9	5.42%	79,900	79,900	73,500	0
\$125,001 - \$175,000	23	13.86%	146,000	139,000	151,250	142,000
\$175,001 - \$200,000	24	14.46%	188,500	183,000	191,145	188,500
\$200,001 - \$250,000	39	23.49%	225,000	0	220,000	240,000
\$250,001 - \$300,000	30	18.07%	275,000	0	275,000	276,750
\$300,001 - \$350,000	23	13.86%	318,982	325,000	319,900	315,775
\$350,001 and up	18	10.84%	425,318	0	400,000	413,500
Median Sold Price		238,250		125,000	225,000	280,000
Total Closed Units		166	100%	13	106	43
Total Closed Volume		41,299,550		1.60M	25.15M	12.37M

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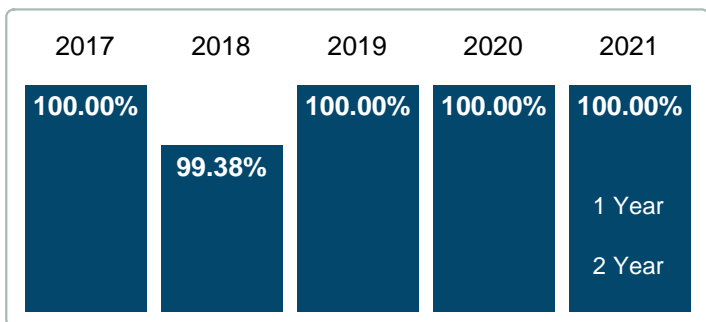
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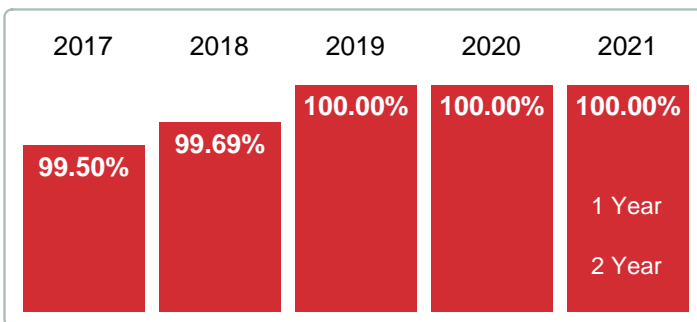
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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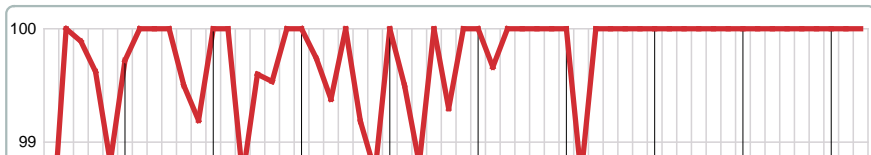
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 99.88%

High Aug 2021 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at 100.00% equal to 5 yr AUG average of 99.88%

JUN 100.00%  
 JUL 100.00%  
 AUG 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	9	5.42%	97.14%	97.14%	97.69%	0.00%	0.00%
\$125,001 - \$175,000	23	13.86%	100.00%	93.29%	100.04%	100.80%	0.00%
\$175,001 - \$200,000	24	14.46%	100.26%	95.75%	101.37%	100.26%	0.00%
\$200,001 - \$250,000	39	23.49%	102.22%	0.00%	102.27%	100.00%	0.00%
\$250,001 - \$300,000	30	18.07%	100.00%	0.00%	100.00%	100.00%	0.00%
\$300,001 - \$350,000	23	13.86%	100.00%	95.87%	100.00%	100.00%	101.19%
\$350,001 and up	18	10.84%	100.00%	0.00%	99.67%	100.00%	100.00%
Median Sold/List Ratio		100.00%		95.87%	100.00%	100.00%	100.00%
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



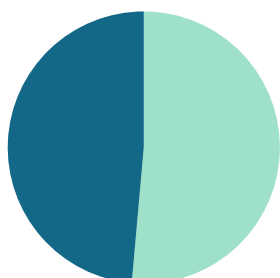
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



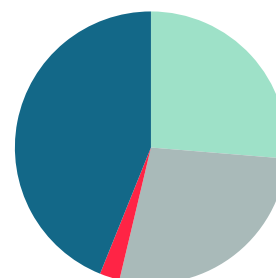
**Inventory**

- 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%
Median List Price	206,250	230,000	11.52%	186,867	219,900	17.68%
Median Sale Price	206,000	238,250	15.66%	185,000	220,000	18.92%
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	12.00	5.00	-58.33%	14.00	4.00	-71.43%
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

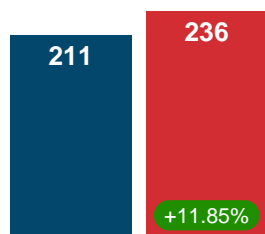
**Inventory** on August 31, 2021 = **277**

**2020** **2021**

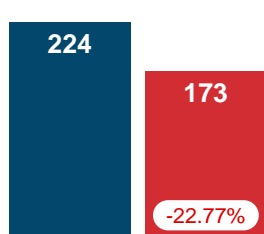
### AUGUST MARKET

### MEDIAN PRICES

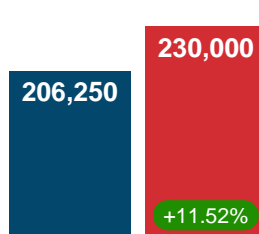
#### New Listings



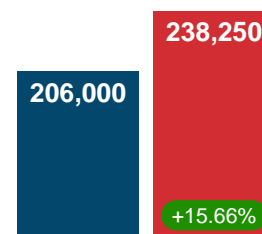
#### Pending Listings



#### List Price



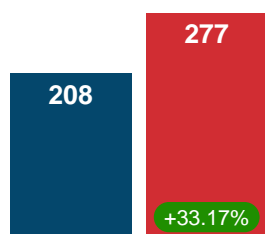
#### Sale Price



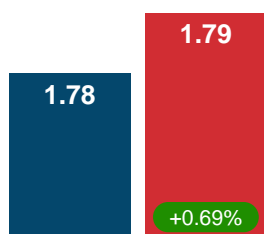
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

