

February 2021



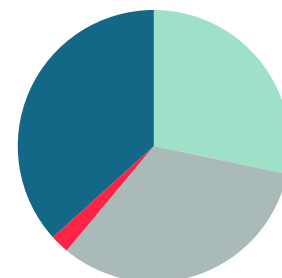
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	93	101	8.60%
Pending Listings	111	117	5.41%
New Listings	171	122	-28.65%
Average List Price	183,042	222,372	21.49%
Average Sale Price	180,763	220,106	21.77%
Average Percent of Selling Price to List Price	98.23%	98.77%	0.55%
Average Days on Market to Sale	30.90	32.03	3.65%
End of Month Inventory	394	131	-66.75%
Months Supply of Inventory	3.34	0.97	-71.06%



■ Closed (28.29%)
■ Pending (32.77%)
■ Other OffMarket (2.24%)
■ Active (36.69%)

Absorption: Last 12 months, an Average of **136** Sales/Month
Active Inventory as of February 28, 2021 = **131**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **66.75%** to 131 existing homes available for sale. Over the last 12 months this area has had an average of 136 closed sales per month. This represents an unsold inventory index of **0.97** 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 **21.77%** in February 2021 to \$220,106 versus the previous year at \$180,763.

Average Days on Market Lengthens

The average number of **32.03** days that homes spent on the market before selling increased by 1.13 days or **3.65%** in February 2021 compared to last year's same month at **30.90** DOM.

Sales Success for February 2021 is Positive

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

There were 122 New Listings in February 2021, down **28.65%** from last year at 171. Furthermore, there were 101 Closed Listings this month versus last year at 93, a **8.60%** increase.

Closed versus Listed trends yielded a **82.8%** ratio, up from previous year's, February 2020, at **54.4%**, a **52.22%** 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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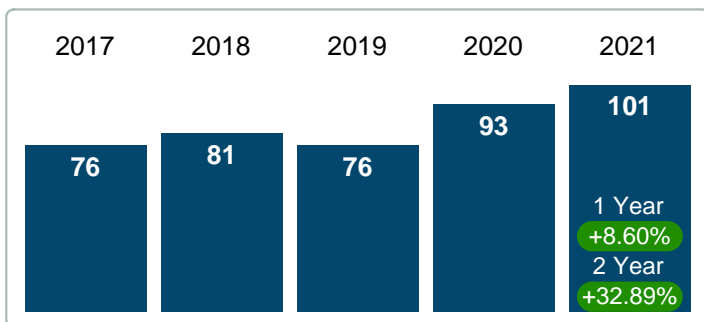
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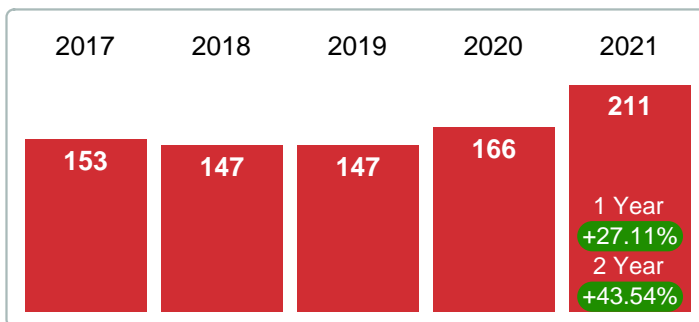
CLOSED LISTINGS

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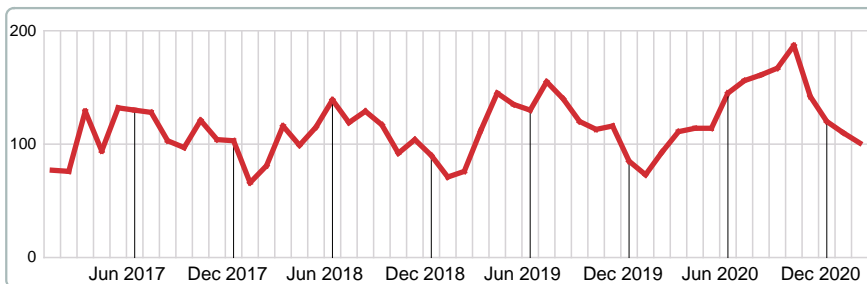
FEBRUARY



YEAR TO DATE (YTD)

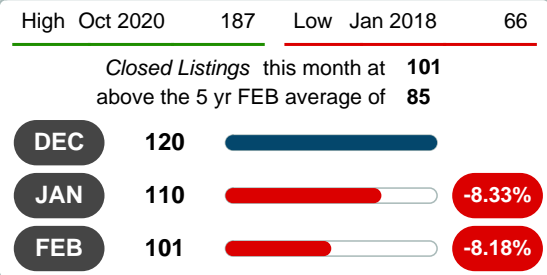


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 85



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	9	8.91%	50.3	2	6	1	0
\$100,001 - \$150,000	12	11.88%	28.8	3	7	2	0
\$150,001 - \$175,000	13	12.87%	20.0	3	8	2	0
\$175,001 - \$225,000	27	26.73%	23.0	0	22	4	1
\$225,001 - \$275,000	17	16.83%	26.2	0	10	7	0
\$275,001 - \$325,000	11	10.89%	38.6	0	6	5	0
\$325,001 and up	12	11.88%	57.2	0	2	8	2
Total Closed Units	101			8	61	29	3
Total Closed Volume	22,230,749	100%	32.0	1.01M	11.97M	8.14M	1.11M
Average Closed Price	\$220,106			\$126,675	\$196,206	\$280,651	\$369,967

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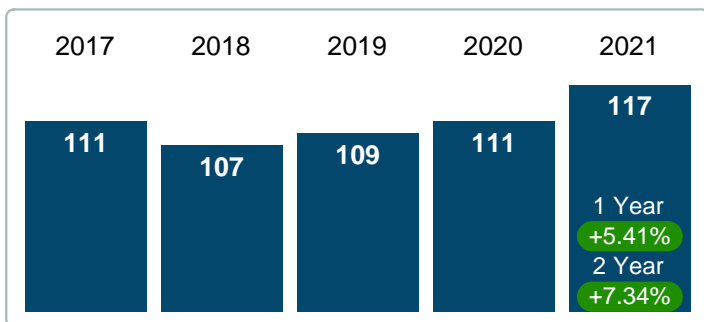
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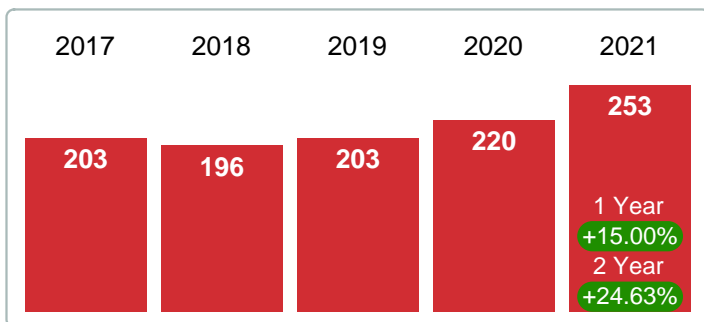
PENDING LISTINGS

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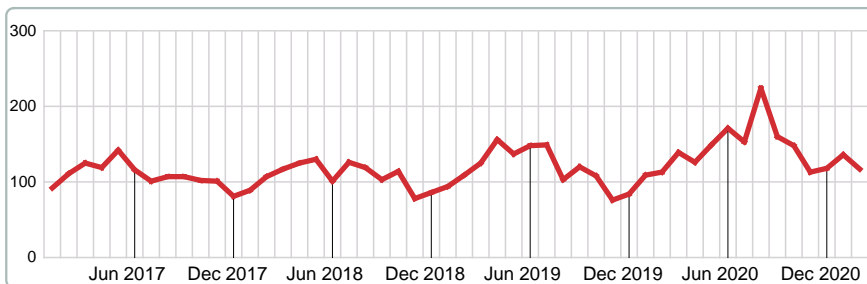
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 111

High Aug 2020 224 Low Nov 2019 76

Pending Listings this month at 117
above the 5 yr FEB average of 111



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	10	8.55%	35.9	4	4	2	0
\$100,001 - \$150,000	15	12.82%	27.7	1	12	2	0
\$150,001 - \$175,000	10	8.55%	25.7	1	8	1	0
\$175,001 - \$250,000	32	27.35%	20.2	0	27	5	0
\$250,001 - \$300,000	21	17.95%	27.6	1	9	10	1
\$300,001 - \$375,000	16	13.68%	52.8	0	7	6	3
\$375,001 and up	13	11.11%	57.8	0	3	9	1
Total Pending Units	117			7	70	35	5
Total Pending Volume	28,344,932	100%	32.9	808.95K	15.28M	10.53M	1.73M
Average Listing Price	\$241,336			\$115,564	\$218,230	\$300,982	\$345,100

February 2021



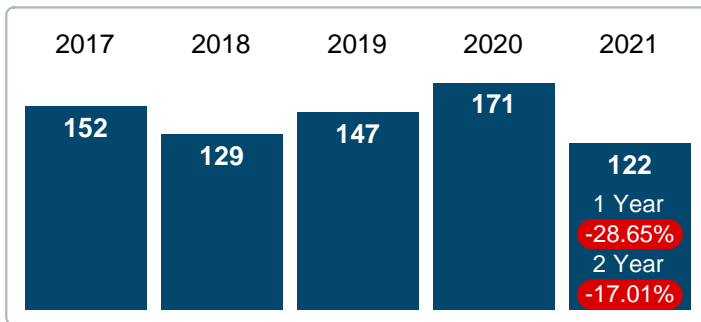
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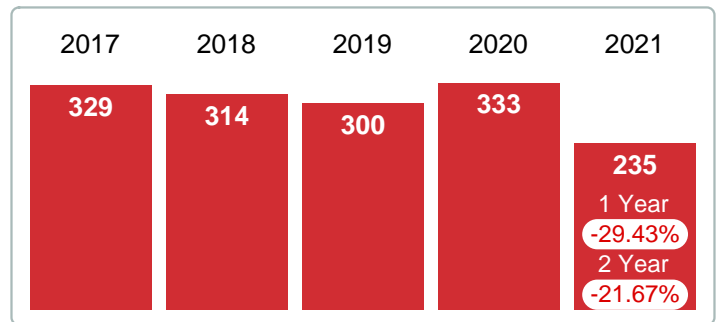
NEW LISTINGS

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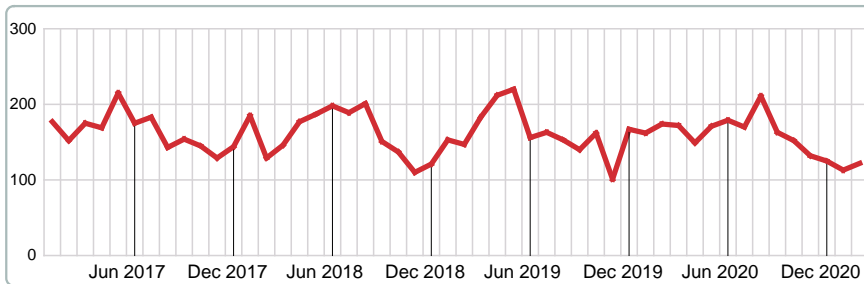
FEBRUARY



YEAR TO DATE (YTD)

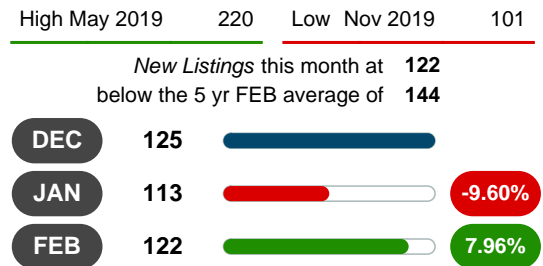


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 144



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$100,000 and less	7	5.74%	3	4	0	0
\$100,001 - \$150,000	17	13.93%	0	15	2	0
\$150,001 - \$175,000	13	10.66%	1	12	0	0
\$175,001 - \$250,000	36	29.51%	0	31	5	0
\$250,001 - \$300,000	21	17.21%	0	11	9	1
\$300,001 - \$375,000	15	12.30%	1	7	4	3
\$375,001 and up	13	10.66%	0	4	8	1
Total New Listed Units	122		5	84	28	5
Total New Listed Volume	29,285,121	100%	665.65K	17.85M	8.73M	2.04M
Average New Listed Listing Price	\$238,993		\$133,130	\$212,553	\$311,679	\$407,600

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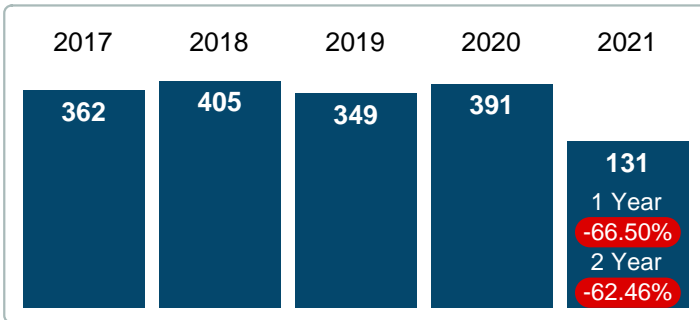
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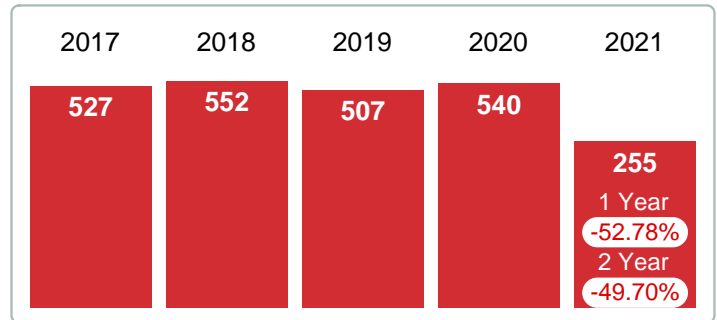
ACTIVE INVENTORY

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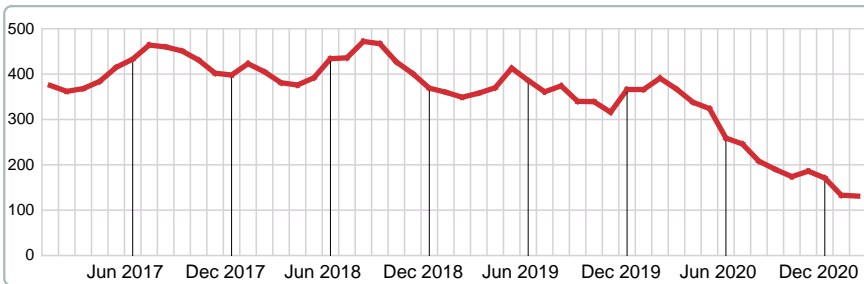
END OF FEBRUARY



ACTIVE DURING FEBRUARY

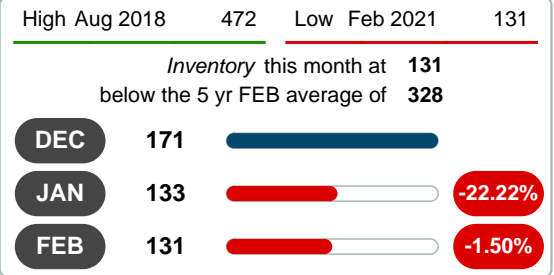


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 328



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	12	9.16%	149.7	6	5	1	0
\$100,001 - \$125,000	6	4.58%	24.7	1	4	1	0
\$125,001 - \$175,000	24	18.32%	49.7	2	20	2	0
\$175,001 - \$300,000	37	28.24%	54.2	1	30	5	1
\$300,001 - \$375,000	20	15.27%	55.9	1	13	3	3
\$375,001 - \$475,000	17	12.98%	85.0	0	5	11	1
\$475,001 and up	15	11.45%	90.9	2	4	7	2
Total Active Inventory by Units	131			13	81	30	7
Total Active Inventory by Volume	43,243,473	100%	69.2	4.08M	22.06M	13.75M	3.35M
Average Active Inventory Listing Price	\$330,103			\$313,862	\$272,340	\$458,331	\$479,114

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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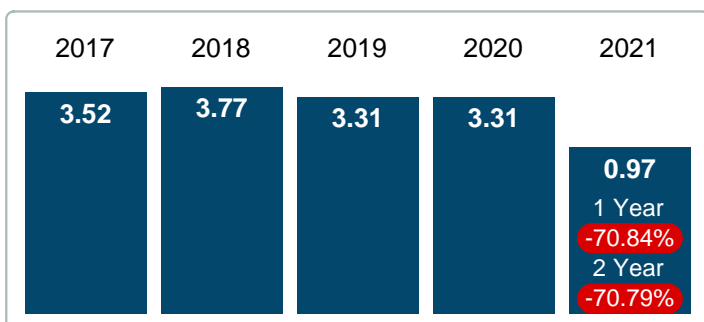
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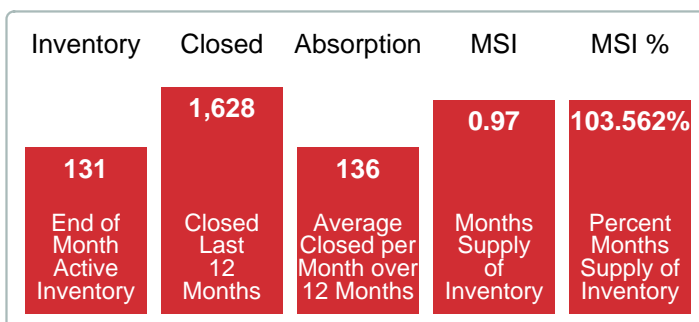
MONTHS SUPPLY of INVENTORY (MSI)

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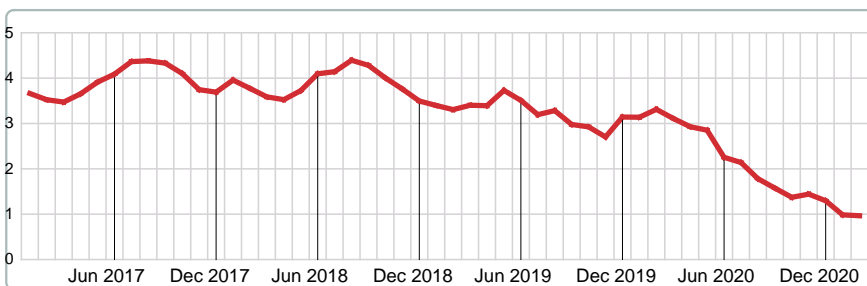
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

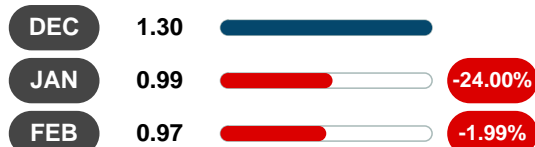


3 MONTHS

5 year FEB AVG = 2.98

High Aug 2018 4.39 Low Feb 2021 0.97

Months Supply this month at **0.97**
below the 5 yr FEB average of **2.98**



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	12	9.16%	1.38	2.00	1.00	1.50	0.00
\$100,001 - \$125,000	6	4.58%	1.16	1.33	1.17	1.00	0.00
\$125,001 - \$175,000	24	18.32%	0.67	1.26	0.66	0.53	0.00
\$175,001 - \$300,000	37	28.24%	0.59	1.33	0.77	0.23	0.80
\$300,001 - \$375,000	20	15.27%	1.68	0.00	2.40	0.55	3.00
\$375,001 - \$475,000	17	12.98%	2.62	0.00	2.86	2.87	1.20
\$475,001 and up	15	11.45%	3.21	0.00	4.36	2.80	1.60
Market Supply of Inventory (MSI)			0.97	2.11	0.94	0.77	1.56
Total Active Inventory by Units		100%	0.97	13	81	30	7

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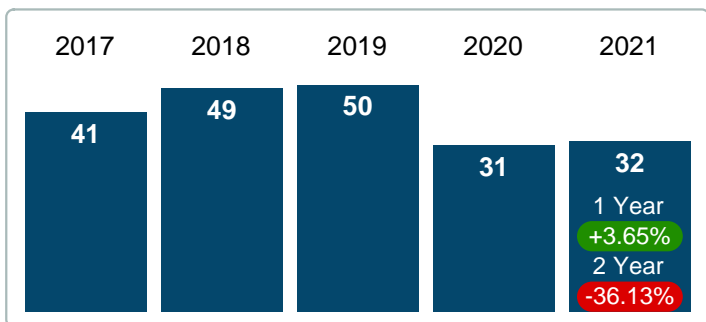
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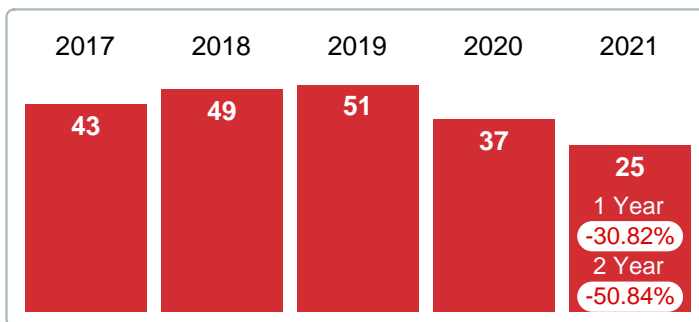
AVERAGE DAYS ON MARKET TO SALE

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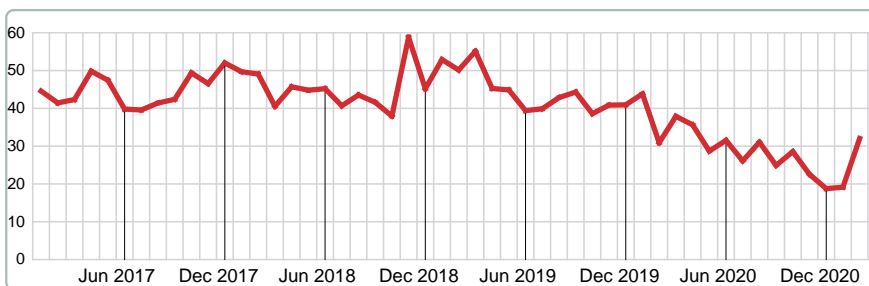
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

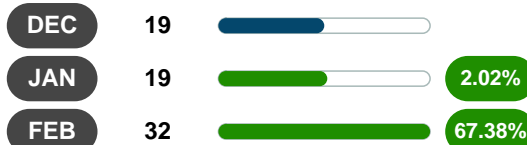


3 MONTHS

5 year FEB AVG = 41

High Nov 2018 59 Low Dec 2020 19

Average Days on Market to Sale this month at 32 below the 5 yr FEB average of 41



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	8.91%	50	16	58	72	0
\$100,001 - \$150,000	11.88%	29	22	12	96	0
\$150,001 - \$175,000	12.87%	20	23	20	15	0
\$175,001 - \$225,000	26.73%	23	0	23	6	79
\$225,001 - \$275,000	16.83%	26	0	24	29	0
\$275,001 - \$325,000	10.89%	39	0	42	35	0
\$325,001 and up	11.88%	57	0	58	56	60
Average Closed DOM		32	21	28	40	66
Total Closed Units	101	100%	8	61	29	3
Total Closed Volume	22,230,749		1.01M	11.97M	8.14M	1.11M

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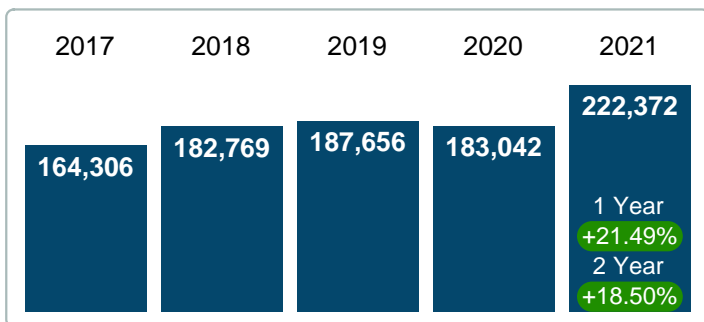
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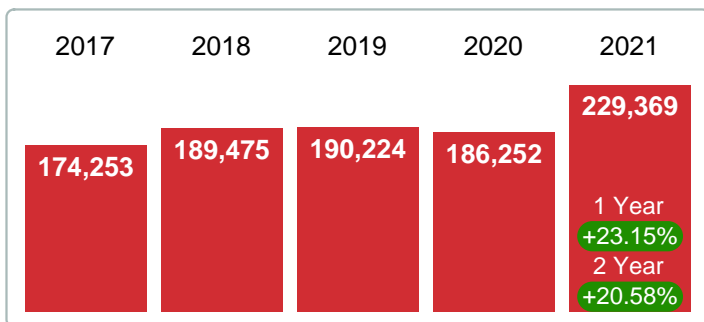
AVERAGE LIST PRICE AT CLOSING

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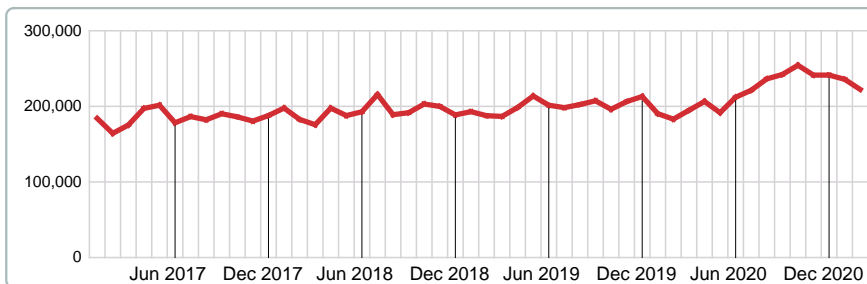
FEBRUARY



YEAR TO DATE (YTD)

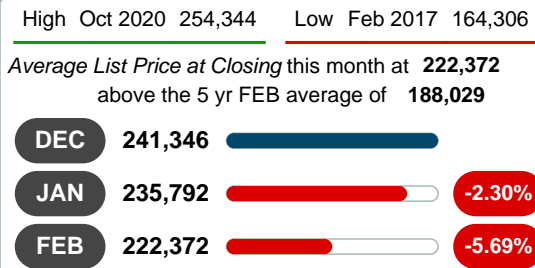


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 188,029



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	8	7.92%	75,788	74,950	80,317	79,500	0
\$100,001 - \$150,000	14	13.86%	128,948	130,500	124,911	142,200	0
\$150,001 - \$175,000	12	11.88%	169,251	164,983	167,633	174,950	0
\$175,001 - \$225,000	27	26.73%	201,186	0	198,651	215,475	199,900
\$225,001 - \$275,000	17	16.83%	249,959	0	247,071	253,371	0
\$275,001 - \$325,000	12	11.88%	303,304	0	304,838	299,018	0
\$325,001 and up	11	10.89%	426,912	0	362,400	421,470	457,500
Average List Price			222,372	129,544	198,233	283,315	371,633
Total Closed Units		100%	222,372	8	61	29	3
Total Closed Volume			22,459,601	1.04M	12.09M	8.22M	1.11M

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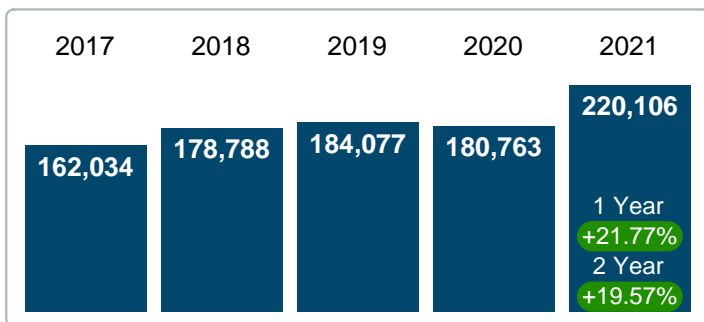
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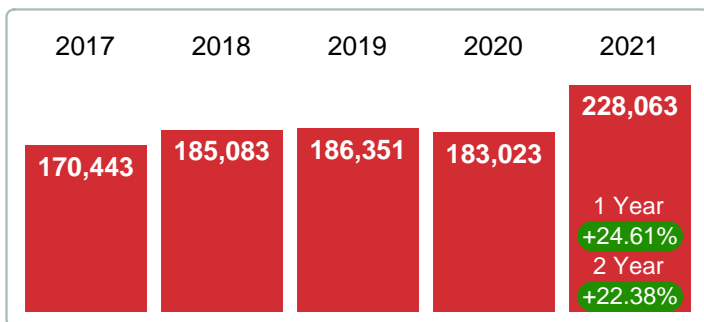
AVERAGE SOLD PRICE AT CLOSING

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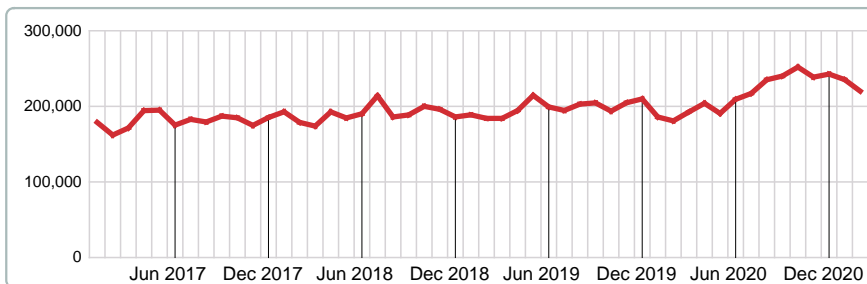
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

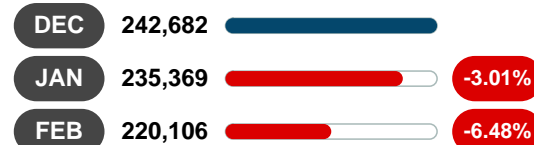


3 MONTHS

5 year FEB AVG = 185,154

High Oct 2020 251,951 | Low Feb 2017 162,034

Average Sold Price at Closing this month at **220,106**
above the 5 yr FEB average of **185,154**



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	8.91%	72,361	73,500	71,792	73,500	0
\$100,001 - \$150,000	11.88%	128,808	128,800	126,557	136,700	0
\$150,001 - \$175,000	12.87%	164,828	160,000	164,721	172,500	0
\$175,001 - \$225,000	26.73%	200,990	0	198,447	215,250	199,900
\$225,001 - \$275,000	16.83%	247,632	0	245,215	251,085	0
\$275,001 - \$325,000	10.89%	300,051	0	298,547	301,855	0
\$325,001 and up	11.88%	412,833	0	362,450	414,887	455,000
Average Sold Price		220,106	126,675	196,206	280,651	369,967
Total Closed Units	100%	220,106	8	61	29	3
Total Closed Volume		22,230,749	1.01M	11.97M	8.14M	1.11M

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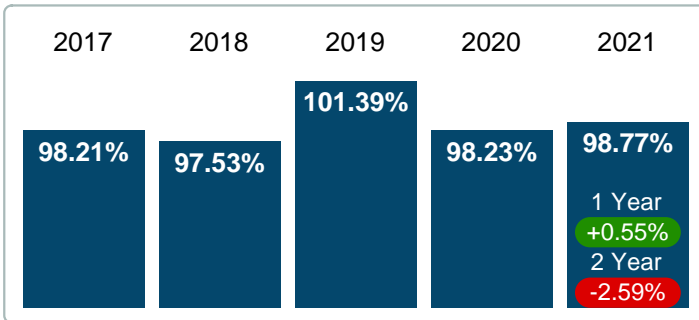
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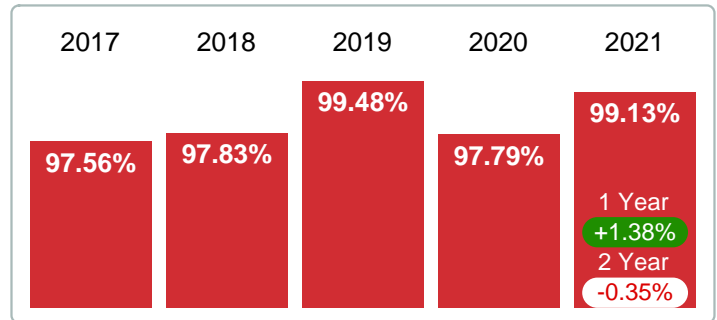
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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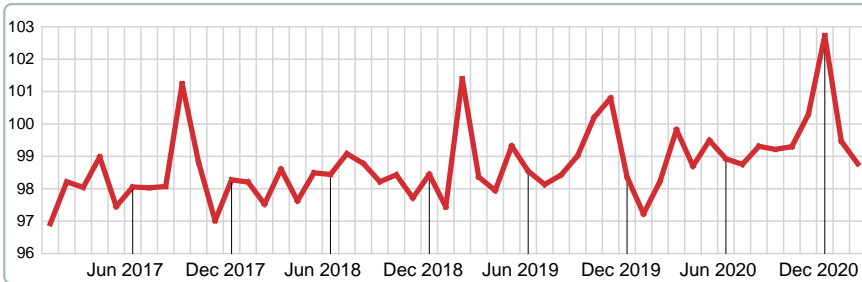
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

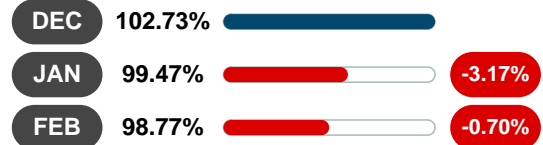


3 MONTHS

5 year FEB AVG = 98.83%

High Dec 2020 102.73% Low Jan 2017 96.92%

Average Sold/List Ratio this month at **98.77%**
equal to 5 yr FEB average of **98.83%**



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	9	8.91%	92.59%	99.77%	90.22%	92.45%	0.00%	
\$100,001 - \$150,000	12	11.88%	99.77%	98.38%	101.35%	96.32%	0.00%	
\$150,001 - \$175,000	13	12.87%	98.12%	97.24%	98.34%	98.60%	0.00%	
\$175,001 - \$225,000	27	26.73%	99.96%	0.00%	99.96%	99.98%	100.00%	
\$225,001 - \$275,000	17	16.83%	99.24%	0.00%	99.33%	99.11%	0.00%	
\$275,001 - \$325,000	11	10.89%	99.33%	0.00%	98.02%	100.90%	0.00%	
\$325,001 and up	12	11.88%	99.24%	0.00%	100.01%	99.00%	99.42%	
Average Sold/List Ratio		98.80%		98.30%	98.66%	99.05%	99.61%	
Total Closed Units		101	100%	98.80%	8	61	29	3
Total Closed Volume		22,230,749			1.01M	11.97M	8.14M	1.11M

February 2021



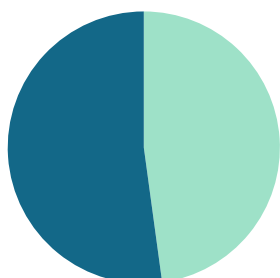
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY



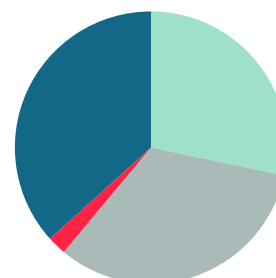
Inventory

- New Listings
122 = 47.84%
- Start Inventory
133
- Total Inventory Units
255
- Volume
\$72,580,911

Market Activity

- Closed Sales
101 = 28.29%
- Pending Sales
117 = 32.77%
- Other Off Market
8 = 2.24%
- Active Inventory
131 = 36.69%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	93	101	8.60%	166	211	27.11%
Pending Sales	111	117	5.41%	220	253	15.00%
New Listings	171	122	-28.65%	333	235	-29.43%
Average List Price	183,042	222,372	21.49%	186,252	229,369	23.15%
Average Sale Price	180,763	220,106	21.77%	183,023	228,063	24.61%
Average Percent of Selling Price to List Price	98.23%	98.77%	0.55%	97.79%	99.13%	1.38%
Average Days on Market to Sale	30.90	32.03	3.65%	36.58	25.31	-30.82%
Monthly Inventory	394	131	-66.75%	394	131	-66.75%
Months Supply of Inventory	3.34	0.97	-71.06%	3.34	0.97	-71.06%

Absorption: Last 12 months, an Average of **136** Sales/Month

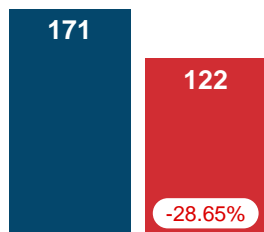
Inventory on February 28, 2021 = **131**

2020 **2021**

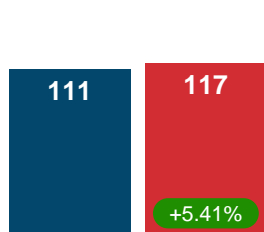
FEBRUARY MARKET

AVERAGE PRICES

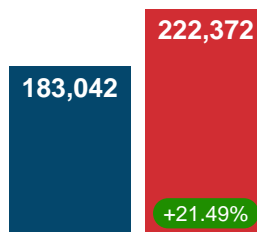
New Listings



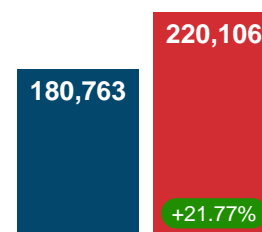
Pending Listings



List Price



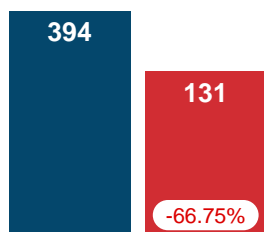
Sale Price



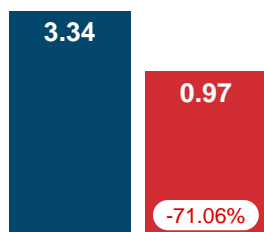
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

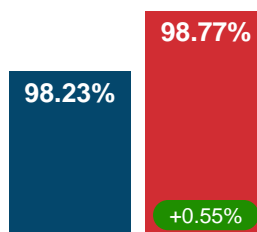
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

