

January 2021



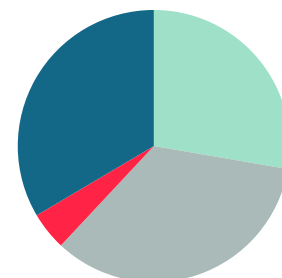
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	73	110	50.68%
Pending Listings	109	136	24.77%
New Listings	162	113	-30.25%
Average List Price	190,342	235,792	23.88%
Average Sale Price	185,902	235,369	26.61%
Average Percent of Selling Price to List Price	97.23%	99.47%	2.31%
Average Days on Market to Sale	43.82	19.14	-56.33%
End of Month Inventory	366	133	-63.66%
Months Supply of Inventory	3.14	0.99	-68.60%



■ Closed (27.71%)
■ Pending (34.26%)
■ Other OffMarket (4.53%)
■ Active (33.50%)

Absorption: Last 12 months, an Average of **135** Sales/Month
Active Inventory as of January 31, 2021 = **133**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **63.66%** to 133 existing homes available for sale. Over the last 12 months this area has had an average of 135 closed sales per month. This represents an unsold inventory index of **0.99** 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 **26.61%** in January 2021 to \$235,369 versus the previous year at \$185,902.

Average Days on Market Shortens

The average number of **19.14** days that homes spent on the market before selling decreased by 24.69 days or **56.33%** in January 2021 compared to last year's same month at **43.82** DOM.

Sales Success for January 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 113 New Listings in January 2021, down **30.25%** from last year at 162. Furthermore, there were 110 Closed Listings this month versus last year at 73, a **50.68%** increase.

Closed versus Listed trends yielded a **97.3%** ratio, up from previous year's, January 2020, at **45.1%**, a **116.03%** 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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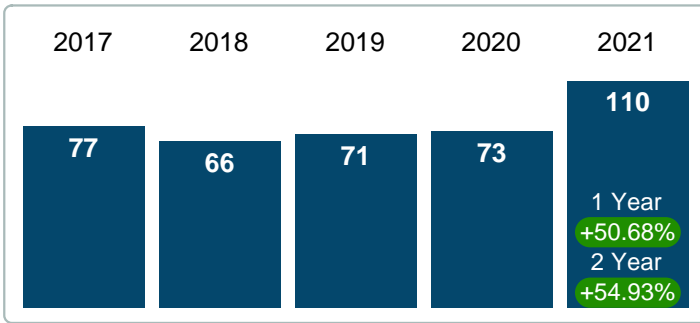
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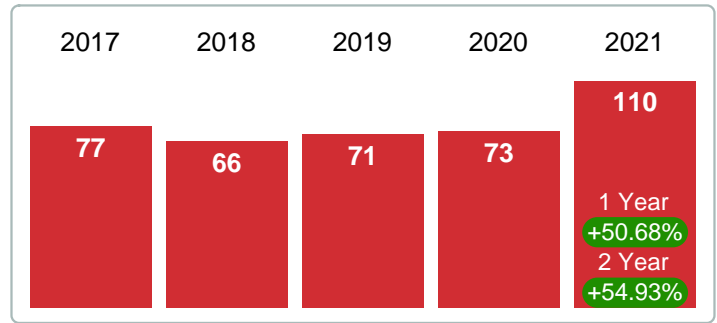
CLOSED LISTINGS

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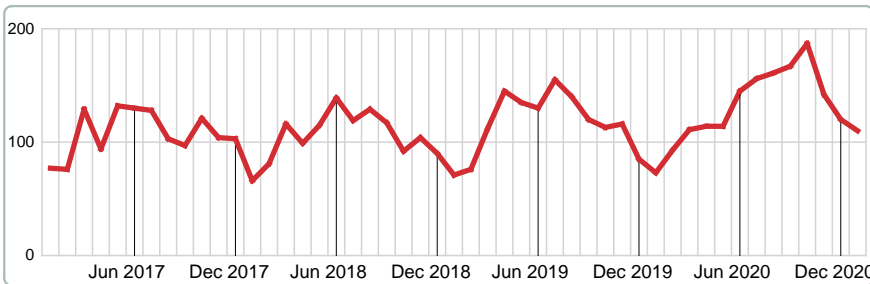
JANUARY



YEAR TO DATE (YTD)

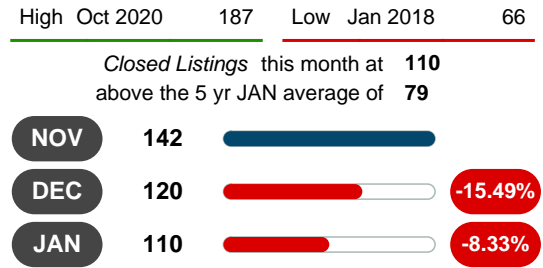


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 79



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	10	9.09%	15.5	3	6	1	0
\$125,001 - \$150,000	7	6.36%	22.0	0	5	2	0
\$150,001 - \$175,000	16	14.55%	25.6	0	16	0	0
\$175,001 - \$225,000	33	30.00%	10.8	0	21	11	1
\$225,001 - \$300,000	19	17.27%	18.2	1	13	5	0
\$300,001 - \$375,000	11	10.00%	15.5	0	6	4	1
\$375,001 and up	14	12.73%	36.8	1	3	8	2
Total Closed Units	110			5	70	31	4
Total Closed Volume	25,890,566	100%	19.1	1.01M	14.74M	8.69M	1.45M
Average Closed Price	\$235,369			\$202,100	\$210,571	\$280,196	\$363,510

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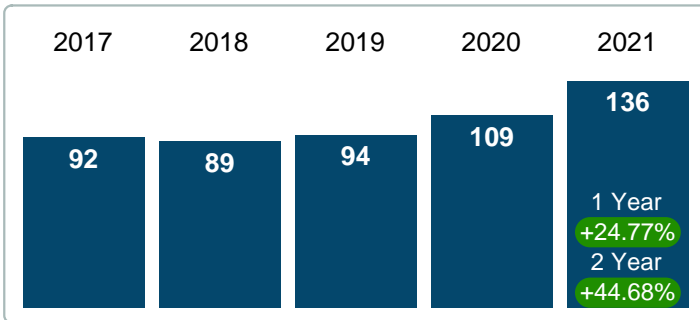
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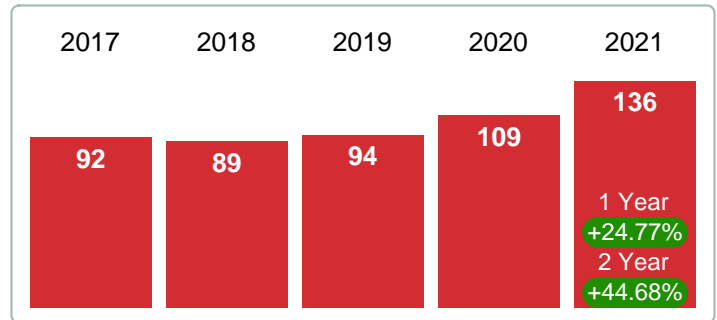
PENDING LISTINGS

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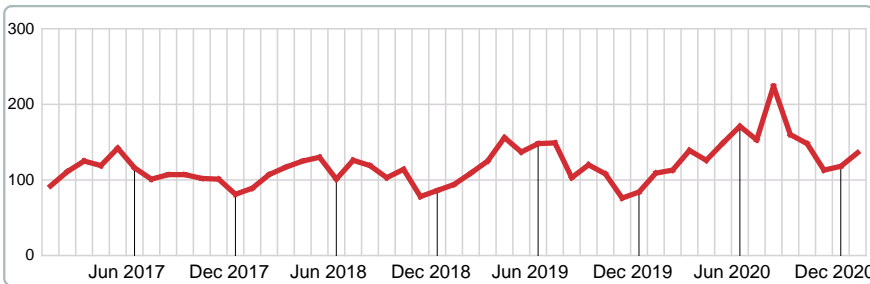
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

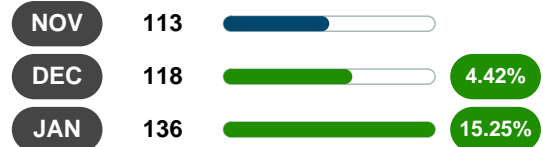


3 MONTHS

5 year JAN AVG = 104

High Aug 2020 224 Low Nov 2019 76

Pending Listings this month at 136
above the 5 yr JAN average of 104



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	12	8.82%	50.8	5	7	0	0
\$100,001 - \$150,000	20	14.71%	51.9	4	13	3	0
\$150,001 - \$175,000	13	9.56%	24.1	1	9	3	0
\$175,001 - \$225,000	39	28.68%	22.5	0	34	4	1
\$225,001 - \$250,000	14	10.29%	21.5	0	10	4	0
\$250,001 - \$325,000	22	16.18%	39.6	0	14	7	1
\$325,001 and up	16	11.76%	56.6	0	7	6	3
Total Pending Units	136			10	94	27	5
Total Pending Volume	30,175,868	100%	33.9	1.03M	19.55M	7.39M	2.21M
Average Listing Price	\$223,222			\$103,380	\$207,956	\$273,601	\$441,403

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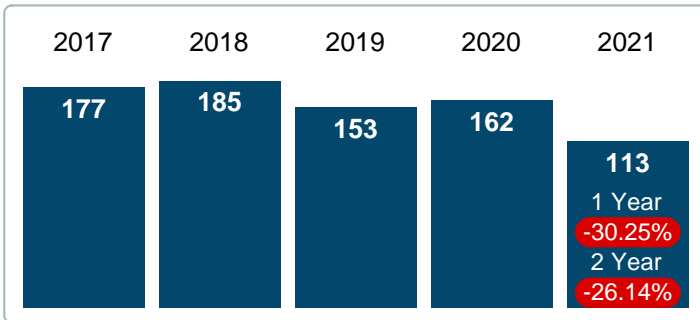
Area Delimited by County Of Wagoner - Residential Property Type



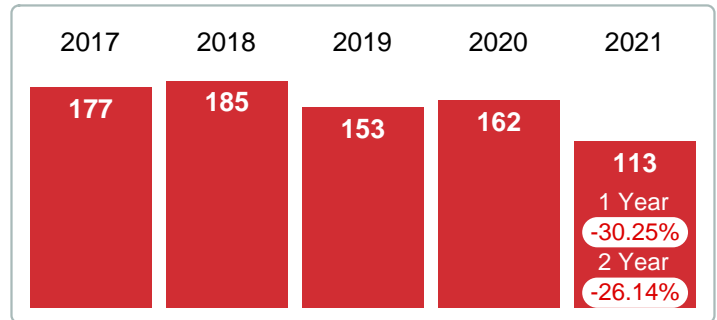
NEW LISTINGS

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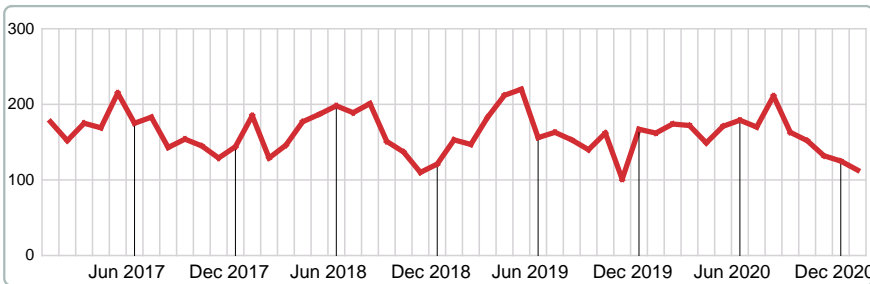
JANUARY



YEAR TO DATE (YTD)

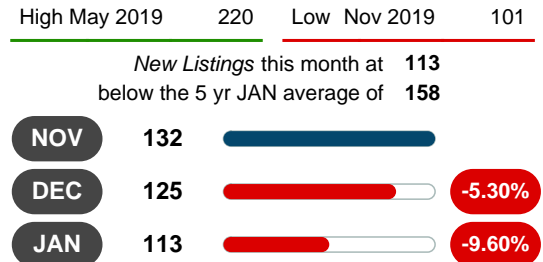


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 158



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	9	7.96%	4	4	1	0
\$100,001 - \$125,000	5	4.42%	2	3	0	0
\$125,001 - \$175,000	24	21.24%	3	18	3	0
\$175,001 - \$200,000	20	17.70%	0	19	1	0
\$200,001 - \$250,000	23	20.35%	0	18	5	0
\$250,001 - \$350,000	22	19.47%	0	12	7	3
\$350,001 and up	10	8.85%	0	4	3	3
Total New Listed Units	113		9	78	20	6
Total New Listed Volume	24,927,780	100%	933.70K	16.19M	5.12M	2.68M
Average New Listed Listing Price	\$220,066		\$103,744	\$207,600	\$256,209	\$446,186

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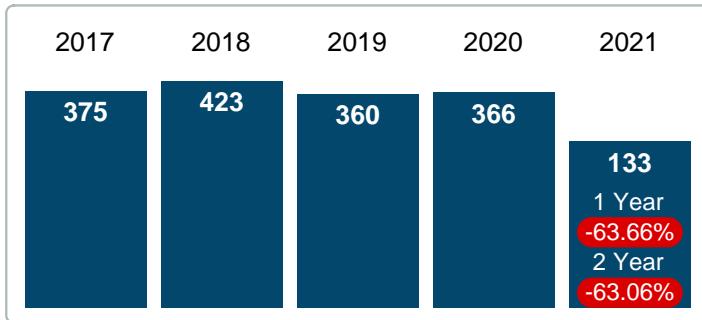
Area Delimited by County Of Wagoner - Residential Property Type



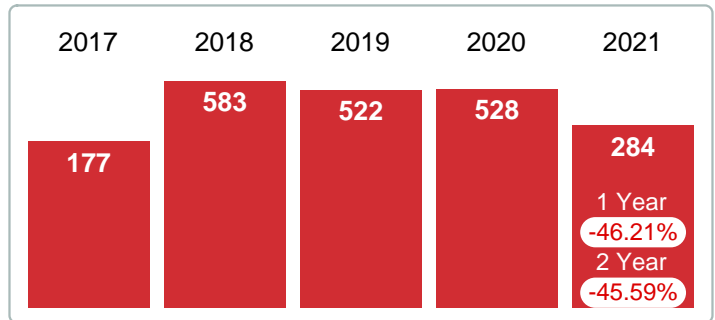
ACTIVE INVENTORY

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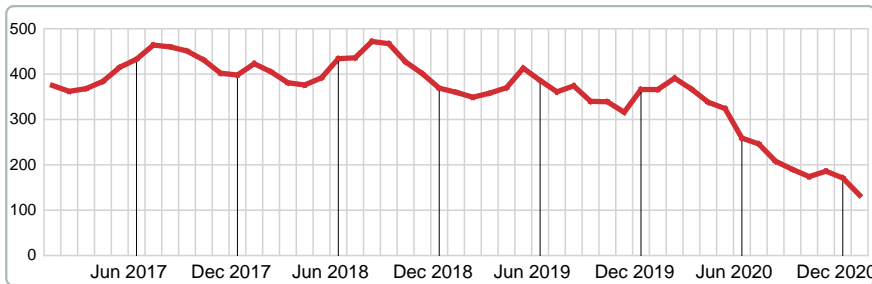
END OF JANUARY



ACTIVE DURING JANUARY

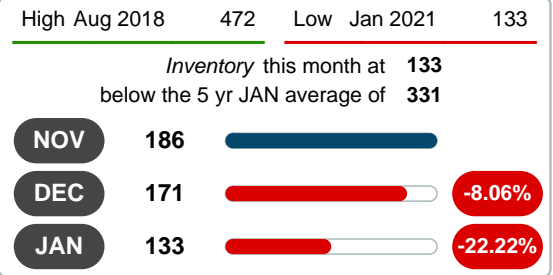


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 331



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	10	7.52%	125.9	7	1	2	0
\$75,001 - \$125,000	12	9.02%	80.6	1	9	2	0
\$125,001 - \$175,000	23	17.29%	48.0	3	16	4	0
\$175,001 - \$300,000	35	26.32%	70.4	2	26	6	1
\$300,001 - \$375,000	21	15.79%	76.5	1	13	5	2
\$375,001 - \$475,000	18	13.53%	78.7	0	5	11	2
\$475,001 and up	14	10.53%	87.8	2	3	8	1
Total Active Inventory by Units	133			16	73	38	6
Total Active Inventory by Volume	43,295,790	100%	75.5	4.59M	20.30M	15.71M	2.69M
Average Active Inventory Listing Price	\$325,532			\$287,094	\$278,133	\$413,350	\$448,550

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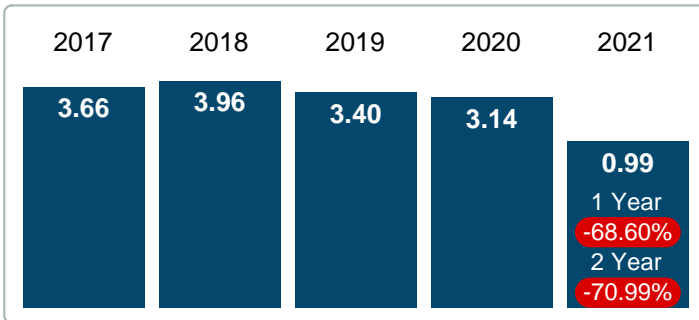
Area Delimited by County Of Wagoner - Residential Property Type



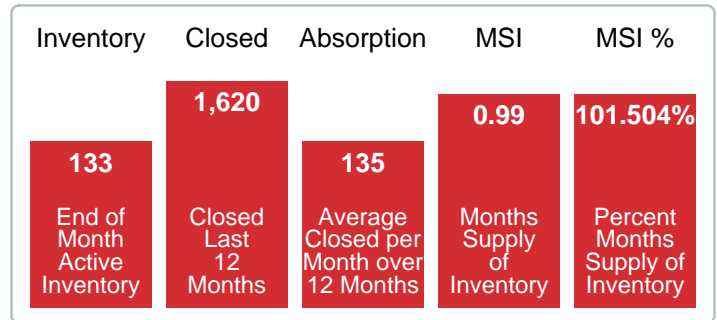
MONTHS SUPPLY of INVENTORY (MSI)

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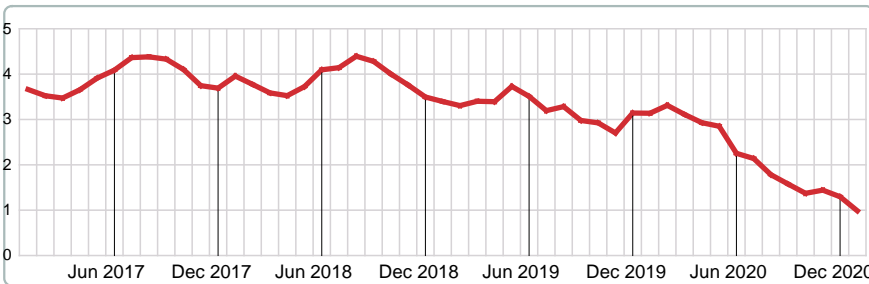
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

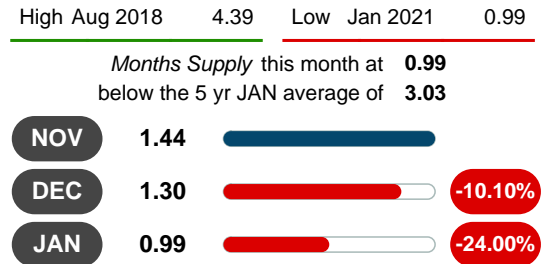


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 3.03



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	10	7.52%	2.07	3.23	0.46	4.00	0.00
\$75,001 - \$125,000	12	9.02%	1.32	0.67	1.44	1.50	0.00
\$125,001 - \$175,000	23	17.29%	0.62	2.57	0.50	1.04	0.00
\$175,001 - \$300,000	35	26.32%	0.56	2.67	0.69	0.27	0.75
\$300,001 - \$375,000	21	15.79%	1.84	0.00	2.48	0.97	2.00
\$375,001 - \$475,000	18	13.53%	2.92	0.00	2.73	3.14	2.67
\$475,001 and up	14	10.53%	3.11	0.00	3.27	3.31	0.86
Market Supply of Inventory (MSI)			0.99	2.82	0.85	0.98	1.36
Total Active Inventory by Units		100%	0.99	16	73	38	6

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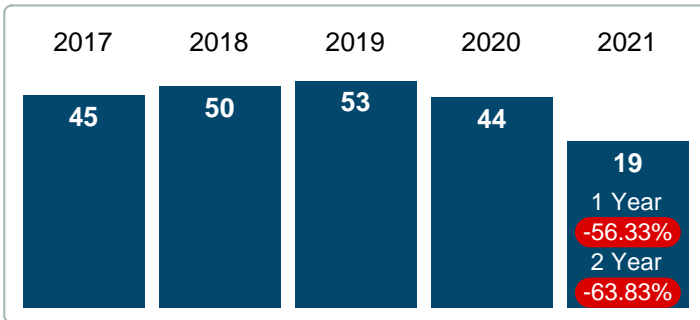
Area Delimited by County Of Wagoner - Residential Property Type



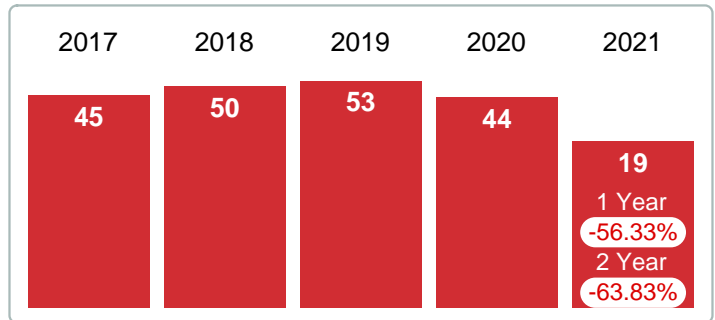
AVERAGE DAYS ON MARKET TO SALE

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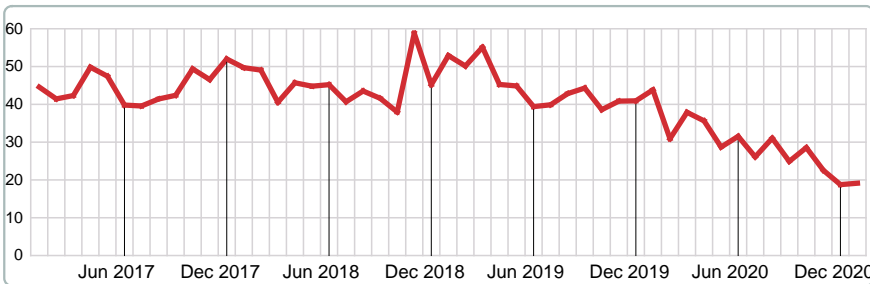
JANUARY



YEAR TO DATE (YTD)

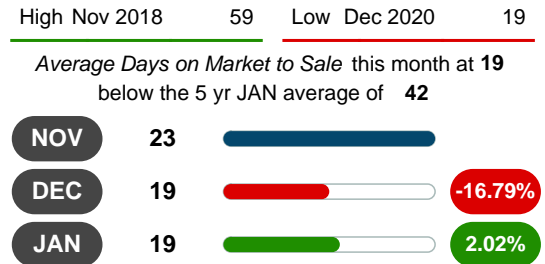


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 42



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	9.09%	16	6	17	38	0
\$125,001 - \$150,000	6.36%	22	0	17	36	0
\$150,001 - \$175,000	14.55%	26	0	26	0	0
\$175,001 - \$225,000	30.00%	11	0	8	16	12
\$225,001 - \$300,000	17.27%	18	1	21	13	0
\$300,001 - \$375,000	10.00%	16	0	17	15	10
\$375,001 and up	12.73%	37	19	31	50	1
Average Closed DOM		19	8	18	26	6
Total Closed Units	100%	110	5	70	31	4
Total Closed Volume		25,890,566	1.01M	14.74M	8.69M	1.45M

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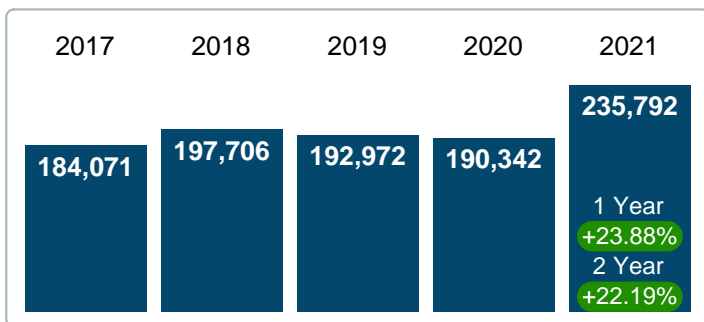
Area Delimited by County Of Wagoner - Residential Property Type



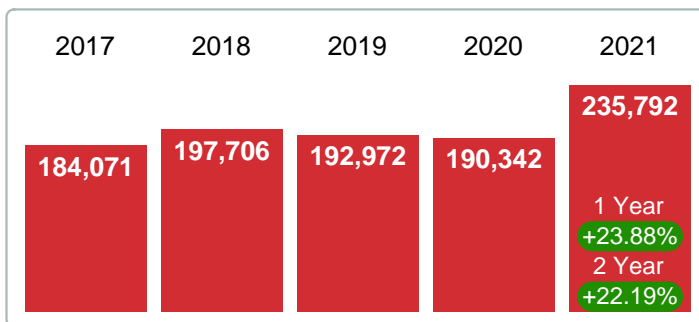
AVERAGE LIST PRICE AT CLOSING

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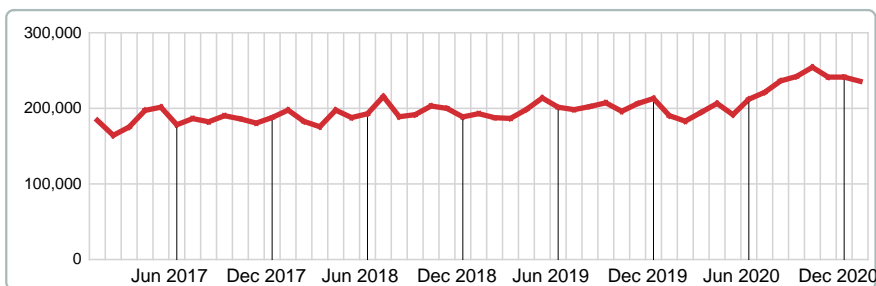
JANUARY



YEAR TO DATE (YTD)

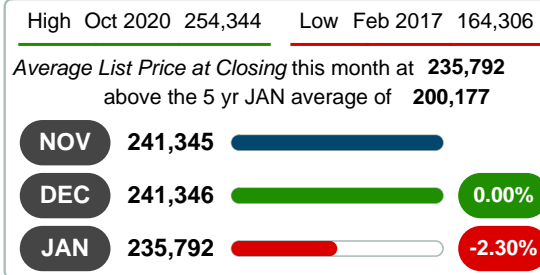


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 200,177



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	8	7.27%	108,925	119,967	109,067	122,000	0
\$125,001 - \$150,000	9	8.18%	139,600	0	139,320	147,450	0
\$150,001 - \$175,000	15	13.64%	163,749	0	164,889	0	0
\$175,001 - \$225,000	35	31.82%	201,345	0	199,811	204,467	195,000
\$225,001 - \$300,000	19	17.27%	261,308	235,000	256,450	265,230	0
\$300,001 - \$375,000	12	10.91%	335,316	0	326,067	327,583	320,000
\$375,001 and up	12	10.91%	443,120	425,000	429,000	425,275	467,520
Average List Price			235,792	203,980	210,893	280,798	362,510
Total Closed Units		100%	235,792	5	70	31	4
Total Closed Volume			25,937,172	1.02M	14.76M	8.70M	1.45M

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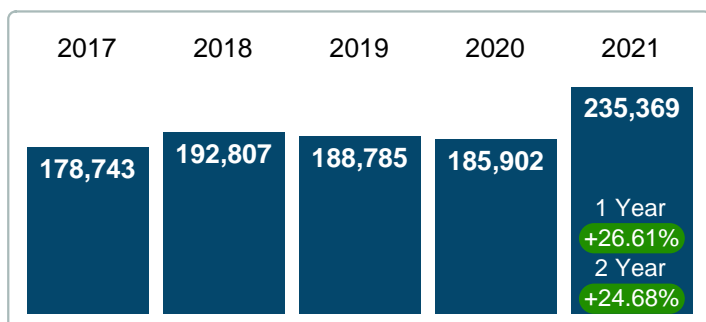
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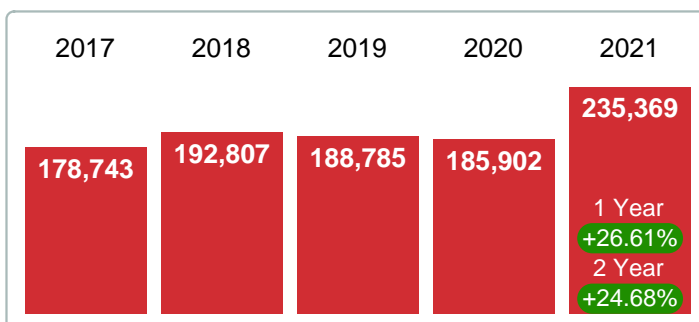
AVERAGE SOLD PRICE AT CLOSING

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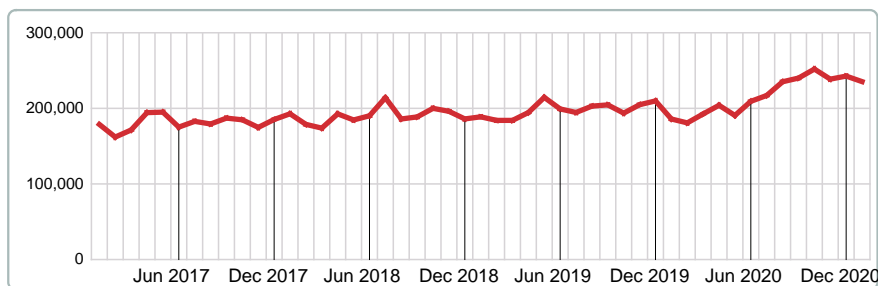
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

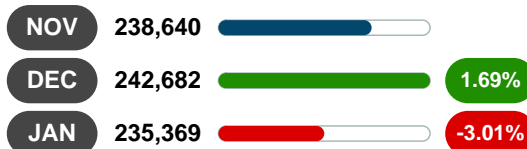


3 MONTHS

5 year JAN AVG = 196,321

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

Average Sold Price at Closing this month at **235,369**
above the 5 yr JAN average of **196,321**



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	10	9.09%	108,350	116,833	101,667	123,000	0	
\$125,001 - \$150,000	7	6.36%	139,843	0	137,380	146,000	0	
\$150,001 - \$175,000	16	14.55%	163,576	0	163,576	0	0	
\$175,001 - \$225,000	33	30.00%	201,323	0	200,849	203,349	189,000	
\$225,001 - \$300,000	19	17.27%	255,401	235,000	255,413	259,450	0	
\$300,001 - \$375,000	11	10.00%	329,869	0	330,441	328,977	330,000	
\$375,001 and up	14	12.73%	434,722	425,000	435,000	427,634	467,520	
Average Sold Price		235,369		202,100	210,571	280,196	363,510	
Total Closed Units		110	100%	235,369	5	70	31	4
Total Closed Volume		25,890,566			1.01M	14.74M	8.69M	1.45M

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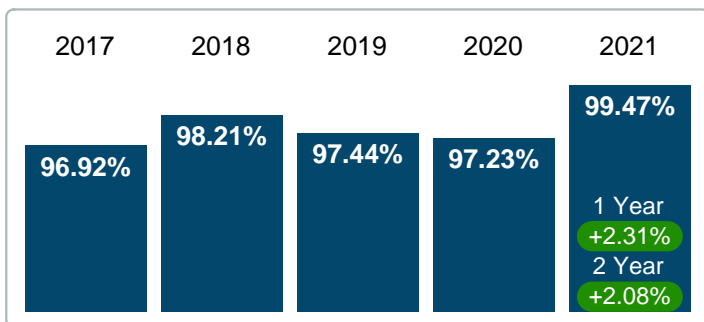
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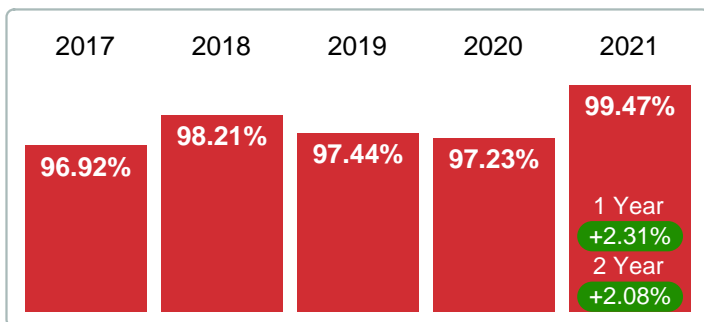
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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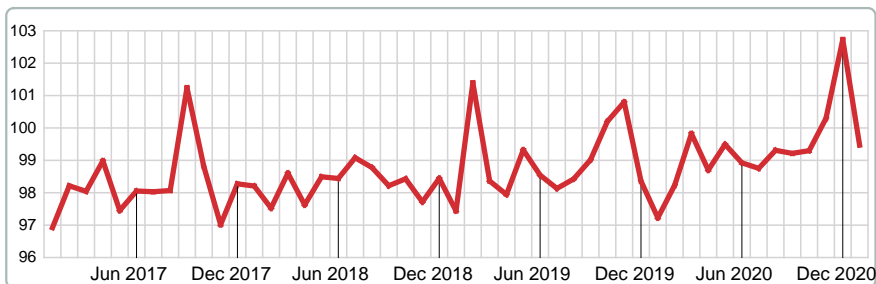
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

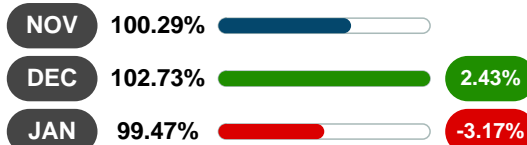


3 MONTHS

5 year JAN AVG = 97.85%

High Dec 2020 102.73% Low Jan 2017 96.92%

Average Sold/List Ratio this month at **99.47%**
above the 5 yr JAN average of **97.85%**



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	10	9.09%	95.09%	97.37%	92.99%	100.82%	0.00%
\$125,001 - \$150,000	7	6.36%	98.78%	0.00%	98.67%	99.03%	0.00%
\$150,001 - \$175,000	16	14.55%	99.30%	0.00%	99.30%	0.00%	0.00%
\$175,001 - \$225,000	33	30.00%	100.10%	0.00%	100.58%	99.49%	96.92%
\$225,001 - \$300,000	19	17.27%	99.23%	100.00%	99.64%	98.03%	0.00%
\$300,001 - \$375,000	11	10.00%	101.16%	0.00%	101.28%	100.48%	103.13%
\$375,001 and up	14	12.73%	100.63%	100.00%	101.08%	100.70%	100.00%
Average Sold/List Ratio		99.50%		98.42%	99.41%	99.71%	100.01%
Total Closed Units		110	100%	5	70	31	4
Total Closed Volume		25,890,566		1.01M	14.74M	8.69M	1.45M

January 2021



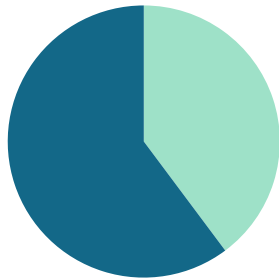
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

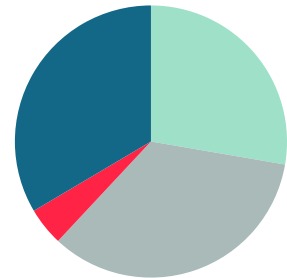


Inventory
 New Listings
113 = 39.79%
 Start Inventory
171
 Total Inventory Units
284
 Volume
\$76,449,808

Market Activity

Closed Sales
110 = 27.71%
 Pending Sales
136 = 34.26%
 Other Off Market
18 = 4.53%
 Active Inventory
133 = 33.50%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	73	110	50.68%	73	110	50.68%
Pending Sales	109	136	24.77%	109	136	24.77%
New Listings	162	113	-30.25%	162	113	-30.25%
Average List Price	190,342	235,792	23.88%	190,342	235,792	23.88%
Average Sale Price	185,902	235,369	26.61%	185,902	235,369	26.61%
Average Percent of Selling Price to List Price	97.23%	99.47%	2.31%	97.23%	99.47%	2.31%
Average Days on Market to Sale	43.82	19.14	-56.33%	43.82	19.14	-56.33%
Monthly Inventory	366	133	-63.66%	366	133	-63.66%
Months Supply of Inventory	3.14	0.99	-68.60%	3.14	0.99	-68.60%

Absorption: Last 12 months, an Average of **135** Sales/Month

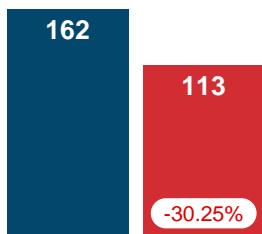
Inventory on January 31, 2021 = **133**

2020 **2021**

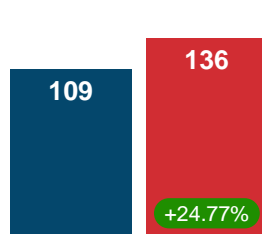
JANUARY MARKET

AVERAGE PRICES

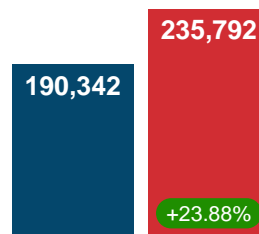
New Listings



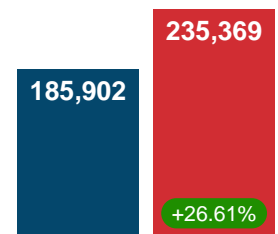
Pending Listings



List Price



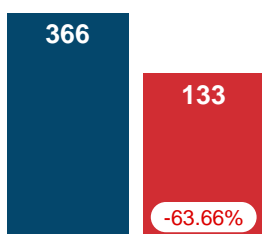
Sale Price



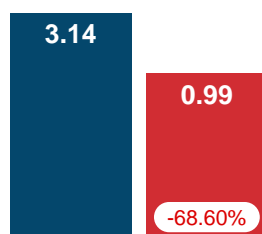
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

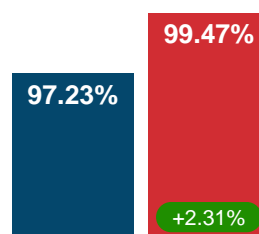
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

