

# July 2021



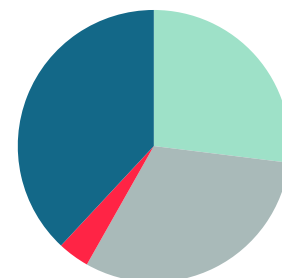
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	156	158	1.28%
Pending Listings	153	183	19.61%
New Listings	170	238	40.00%
Average List Price	221,283	256,449	15.89%
Average Sale Price	217,078	258,430	19.05%
Average Percent of Selling Price to List Price	98.75%	100.46%	1.73%
Average Days on Market to Sale	26.11	11.98	-54.11%
End of Month Inventory	246	223	-9.35%
Months Supply of Inventory	2.14	1.45	-32.31%



■ Closed (26.96%)  
■ Pending (31.23%)  
■ Other OffMarket (3.75%)  
■ Active (38.05%)

**Absorption:** Last 12 months, an Average of **154** Sales/Month  
**Active Inventory** as of July 31, 2021 = **223**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **9.35%** to 223 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 **1.45** 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 **19.05%** in July 2021 to \$258,430 versus the previous year at \$217,078.

#### Average Days on Market Shortens

The average number of **11.98** days that homes spent on the market before selling decreased by 14.13 days or **54.11%** in July 2021 compared to last year's same month at **26.11** DOM.

#### Sales Success for July 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 238 New Listings in July 2021, up **40.00%** from last year at 170. Furthermore, there were 158 Closed Listings this month versus last year at 156, a **1.28%** increase.

Closed versus Listed trends yielded a **66.4%** ratio, down from previous year's, July 2020, at **91.8%**, a **27.66%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### Real Estate is Local

#### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

#### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

#### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

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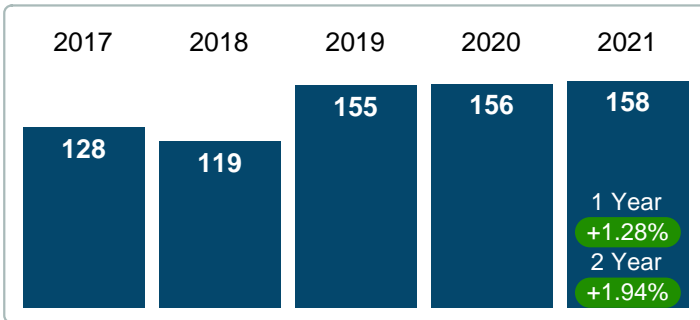
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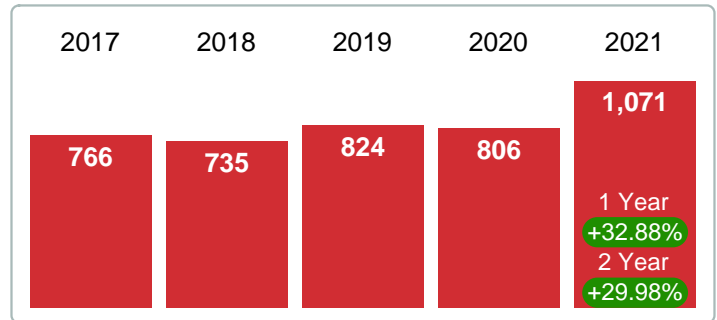
## CLOSED LISTINGS

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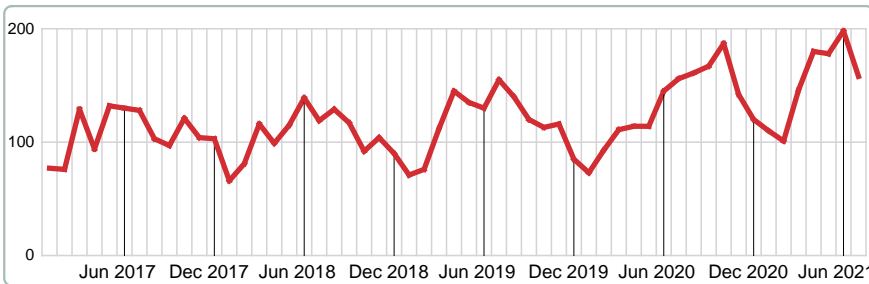
### JULY



### YEAR TO DATE (YTD)

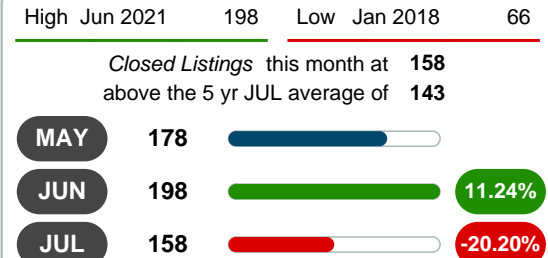


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 143



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	17	10.76%	15.9	7	9	1	0
\$150,001 - \$175,000	12	7.59%	12.2	2	9	1	0
\$175,001 - \$200,000	20	12.66%	6.7	0	15	5	0
\$200,001 - \$250,000	44	27.85%	6.6	0	34	9	1
\$250,001 - \$275,000	15	9.49%	8.7	1	7	7	0
\$275,001 - \$375,000	33	20.89%	15.3	0	21	12	0
\$375,001 and up	17	10.76%	24.5	0	3	10	4
<b>Total Closed Units</b>	<b>158</b>			<b>10</b>	<b>98</b>	<b>45</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>40,831,874</b>	<b>100%</b>	<b>12.0</b>	<b>1.31M</b>	<b>23.45M</b>	<b>13.68M</b>	<b>2.40M</b>
<b>Average Closed Price</b>	<b>\$258,430</b>			<b>\$130,700</b>	<b>\$239,306</b>	<b>\$303,893</b>	<b>\$479,533</b>

# July 2021



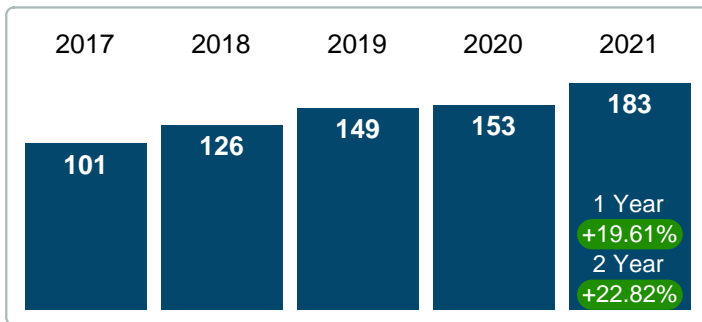
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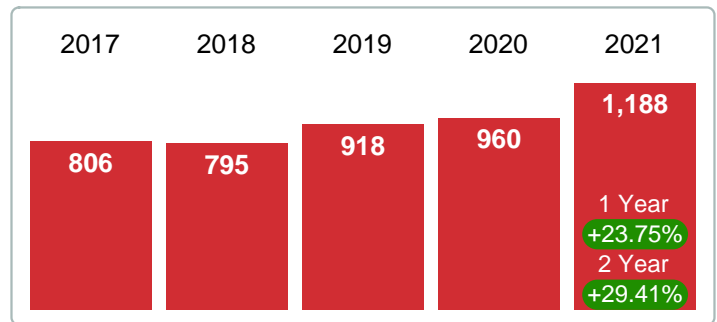
## PENDING LISTINGS

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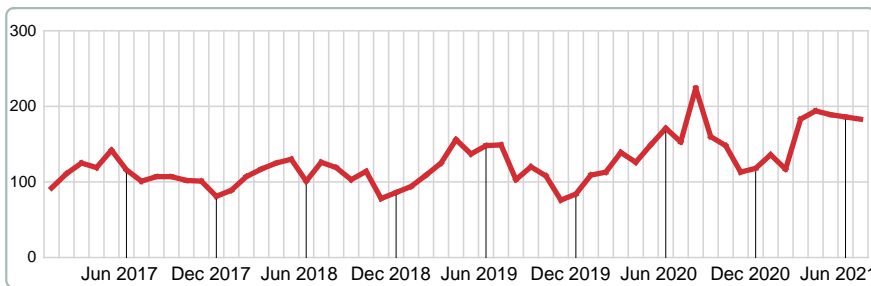
### JULY



### YEAR TO DATE (YTD)

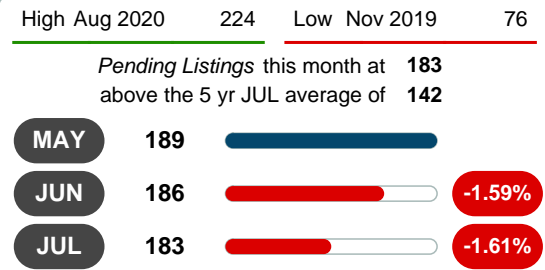


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 142



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	19	10.38%	18.3	9	10	0	0
\$150,001 - \$175,000	12	6.56%	11.9	0	11	1	0
\$175,001 - \$225,000	38	20.77%	10.2	3	31	4	0
\$225,001 - \$275,000	37	20.22%	9.1	0	25	12	0
\$275,001 - \$300,000	23	12.57%	16.3	0	13	10	0
\$300,001 - \$375,000	30	16.39%	18.3	0	19	10	1
\$375,001 and up	24	13.11%	25.8	0	7	15	2
<b>Total Pending Units</b>	<b>183</b>			<b>12</b>	<b>116</b>	<b>52</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>49,360,519</b>	<b>100%</b>	<b>14.5</b>	<b>1.38M</b>	<b>29.32M</b>	<b>16.67M</b>	<b>1.99M</b>
<b>Average Listing Price</b>	<b>\$267,418</b>			<b>\$115,183</b>	<b>\$252,749</b>	<b>\$320,633</b>	<b>\$662,179</b>

# July 2021



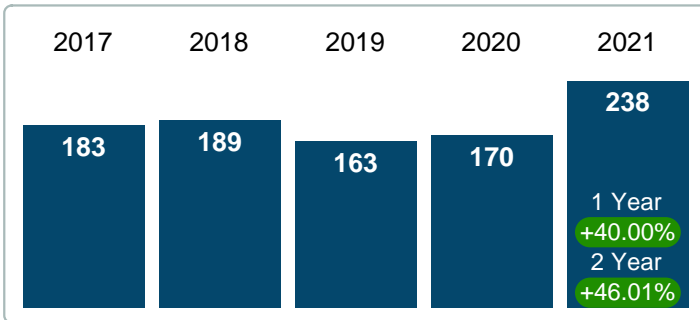
Area Delimited by County Of Wagoner - Residential Property Type



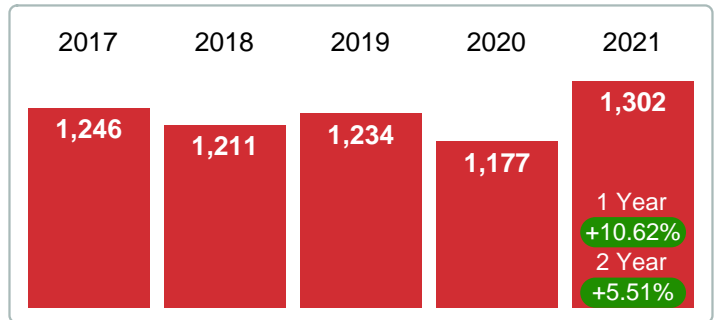
## NEW LISTINGS

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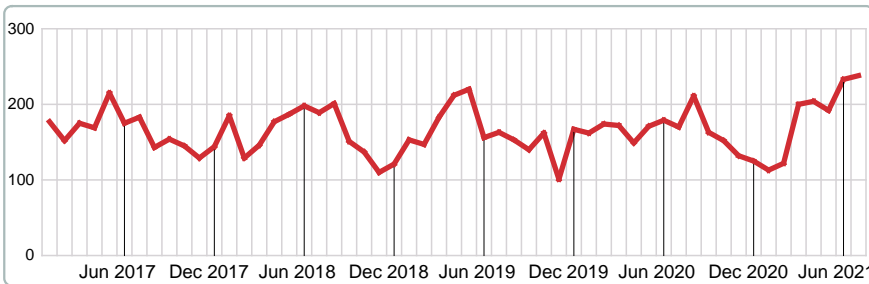
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

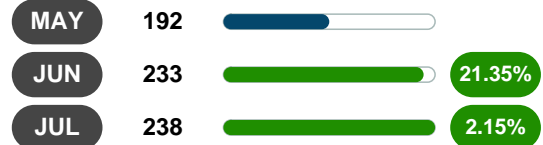


### 3 MONTHS

5 year JUL AVG = 189

High Jul 2021 238 Low Nov 2019 101

New Listings this month at **238**  
above the 5 yr JUL 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	19	7.98%	5	8	6	0
\$125,001 - \$175,000	27	11.34%	5	19	2	1
\$175,001 - \$200,000	23	9.66%	1	18	4	0
\$200,001 - \$275,000	71	29.83%	0	47	24	0
\$275,001 - \$300,000	29	12.18%	0	17	12	0
\$300,001 - \$400,000	41	17.23%	0	20	20	1
\$400,001 and up	28	11.76%	0	4	19	5
<b>Total New Listed Units</b>	<b>238</b>		<b>11</b>	<b>133</b>	<b>87</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>65,089,724</b>	<b>100%</b>	<b>1.26M</b>	<b>31.71M</b>	<b>27.80M</b>	<b>4.32M</b>
<b>Average New Listed Listing Price</b>	<b>\$270,792</b>		<b>\$114,318</b>	<b>\$238,405</b>	<b>\$319,571</b>	<b>\$617,377</b>

# July 2021



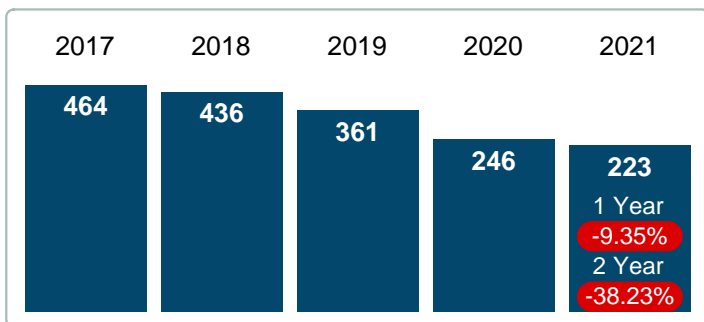
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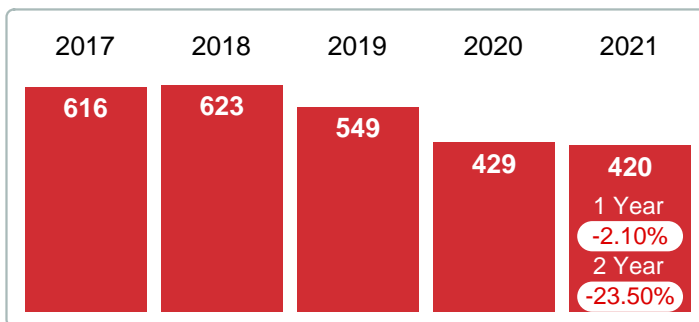
## ACTIVE INVENTORY

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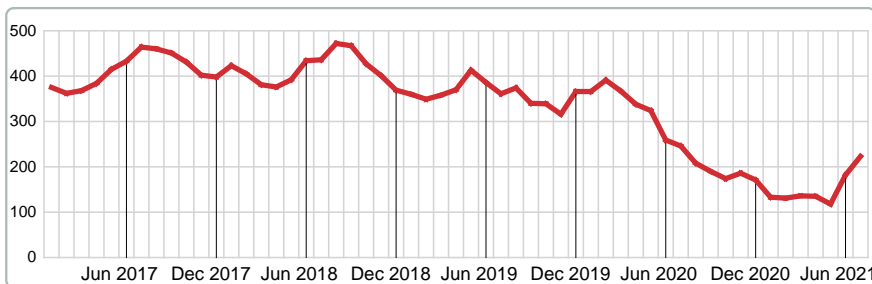
### END OF JULY



### ACTIVE DURING JULY

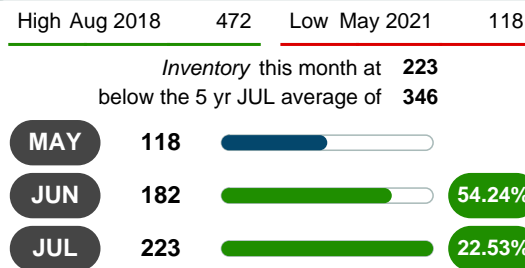


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 346



### 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	21	9.42%	77.8	9	7	4	1
\$100,001 - \$175,000	26	11.66%	25.7	5	13	6	2
\$175,001 - \$225,000	25	11.21%	25.4	0	18	6	1
\$225,001 - \$300,000	54	24.22%	28.2	1	28	25	0
\$300,001 - \$375,000	45	20.18%	52.9	1	19	23	2
\$375,001 - \$475,000	29	13.00%	90.0	0	11	14	4
\$475,001 and up	23	10.31%	55.7	1	7	9	6
<b>Total Active Inventory by Units</b>	<b>223</b>			<b>17</b>	<b>103</b>	<b>87</b>	<b>16</b>
<b>Total Active Inventory by Volume</b>	<b>66,992,753</b>	<b>100%</b>	<b>48.1</b>	<b>2.36M</b>	<b>28.13M</b>	<b>28.23M</b>	<b>8.28M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$300,416</b>			<b>\$138,541</b>	<b>\$273,096</b>	<b>\$324,519</b>	<b>\$517,216</b>

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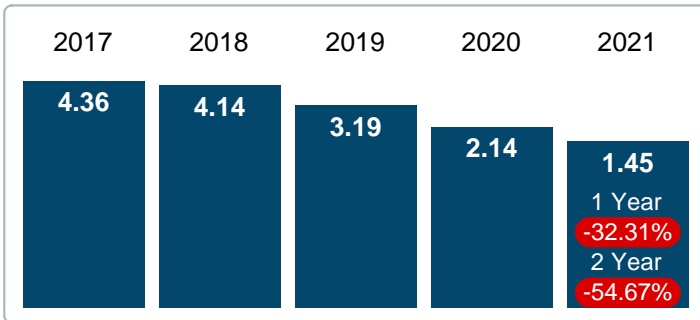
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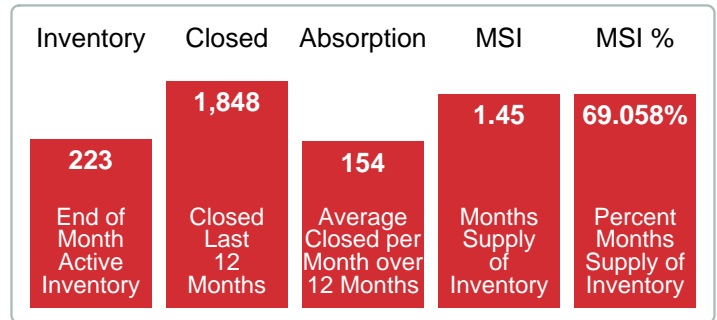
## MONTHS SUPPLY of INVENTORY (MSI)

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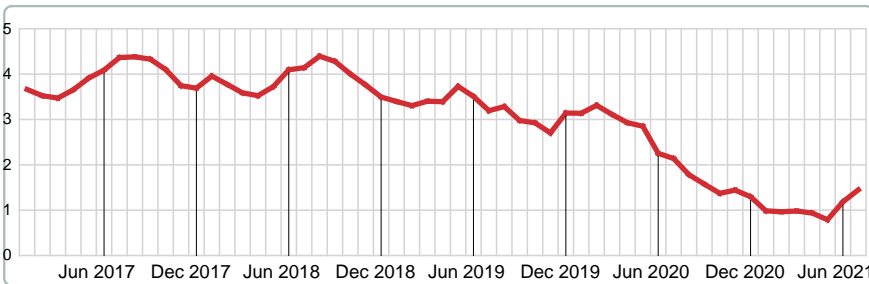
### MSI FOR JULY



### INDICATORS FOR JULY 2021

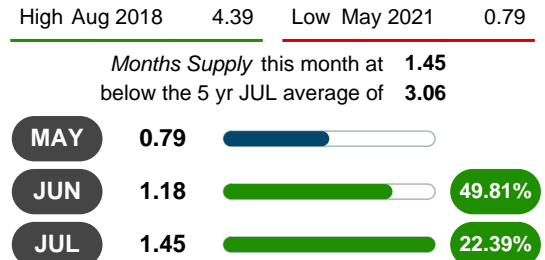


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 3.06



### 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	21	9.42%	2.36	2.70	1.38	8.00	0.00
\$100,001 - \$175,000	26	11.66%	0.72	2.14	0.44	1.47	12.00
\$175,001 - \$225,000	25	11.21%	0.63	0.00	0.60	0.69	1.33
\$225,001 - \$300,000	54	24.22%	1.52	1.09	1.38	1.86	0.00
\$300,001 - \$375,000	45	20.18%	2.58	4.00	2.35	3.07	1.26
\$375,001 - \$475,000	29	13.00%	2.92	0.00	3.67	2.55	3.00
\$475,001 and up	23	10.31%	3.45	0.00	4.42	2.51	4.00
Market Supply of Inventory (MSI)			1.45	2.43	1.06	2.01	2.59
Total Active Inventory by Units		100%	1.45	17	103	87	16

# July 2021



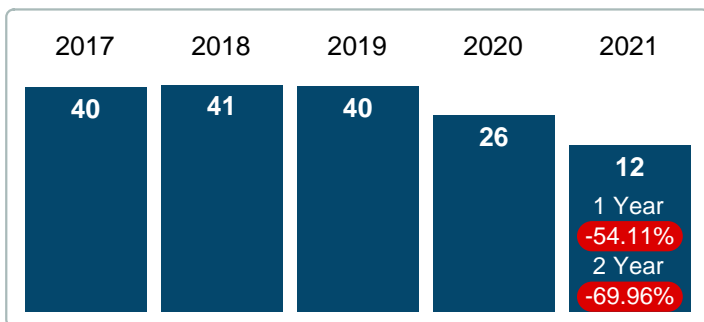
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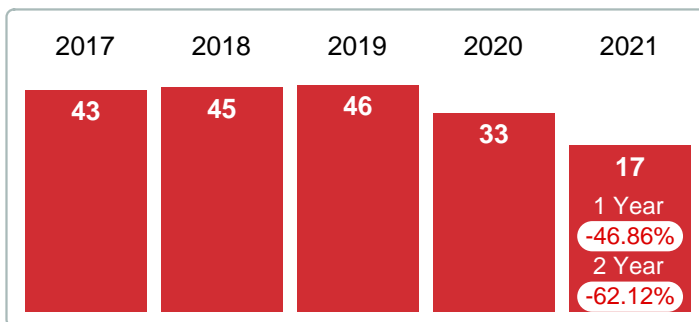
## AVERAGE DAYS ON MARKET TO SALE

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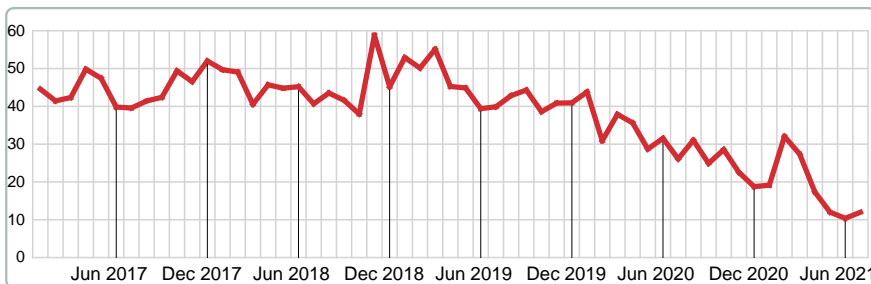
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 32

High Nov 2018 59 Low Jun 2021 10

Average Days on Market to Sale this month at 12 below the 5 yr JUL average of 32



### 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
\$150,000 and less	10.76%	16	9	18	45	0
\$150,001 - \$175,000	7.59%	12	34	8	5	0
\$175,001 - \$200,000	12.66%	7	0	7	7	0
\$200,001 - \$250,000	27.85%	7	0	7	3	12
\$250,001 - \$275,000	9.49%	9	11	12	5	0
\$275,001 - \$375,000	20.89%	15	0	18	11	0
\$375,001 and up	10.76%	25	0	23	34	3
Average Closed DOM		12	14	11	14	4
Total Closed Units	100%	158	10	98	45	5
Total Closed Volume		40,831,874	1.31M	23.45M	13.68M	2.40M

# July 2021



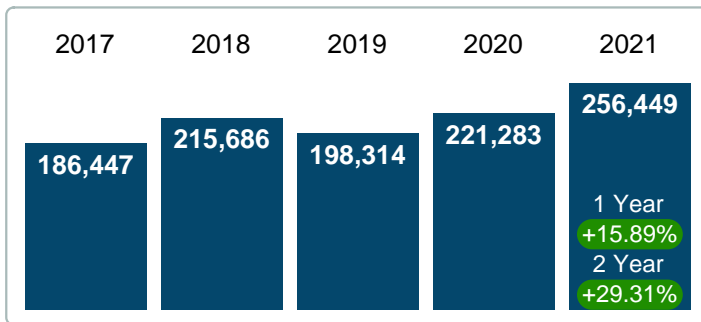
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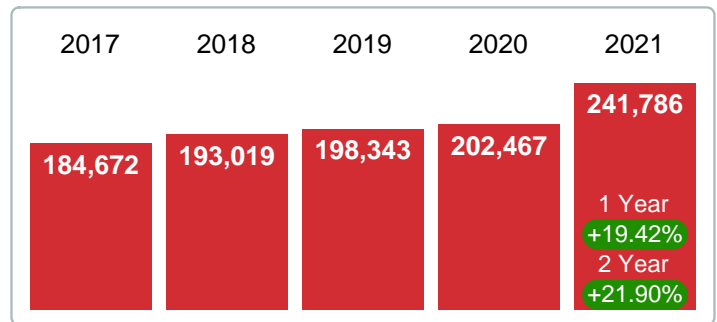
## AVERAGE LIST PRICE AT CLOSING

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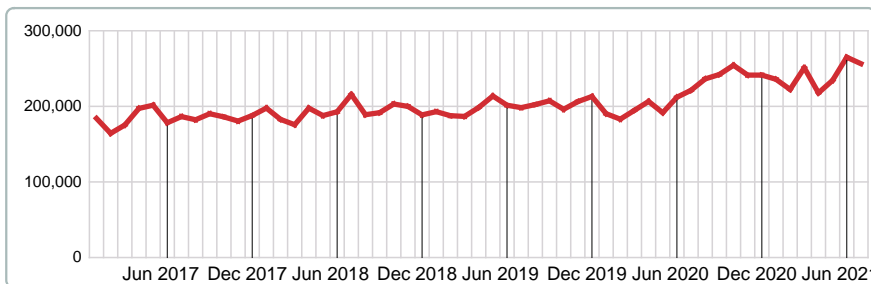
### JULY



### YEAR TO DATE (YTD)

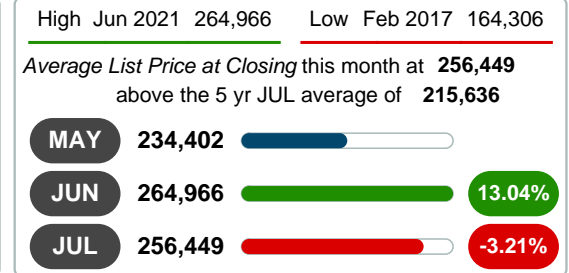


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 215,636



### 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
\$150,000 and less	16	113,306	102,214	128,833	133,000	0
\$150,001 - \$175,000	16	169,750	179,950	163,722	174,900	0
\$175,001 - \$200,000	21	190,088	0	189,157	191,980	0
\$200,001 - \$250,000	41	227,818	0	222,849	222,318	235,500
\$250,001 - \$275,000	15	263,427	260,000	265,281	260,297	0
\$275,001 - \$375,000	32	311,346	0	307,381	312,911	0
\$375,001 and up	17	514,309	0	606,000	477,460	537,662
<b>Average List Price</b>		<b>256,449</b>	<b>133,540</b>	<b>236,502</b>	<b>302,673</b>	<b>477,229</b>
<b>Total Closed Units</b>		<b>158</b>	<b>10</b>	<b>98</b>	<b>45</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>40,519,020</b>	<b>1.34M</b>	<b>23.18M</b>	<b>13.62M</b>	<b>2.39M</b>



# July 2021



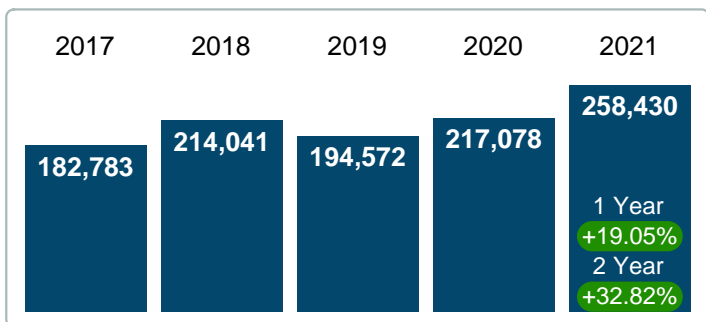
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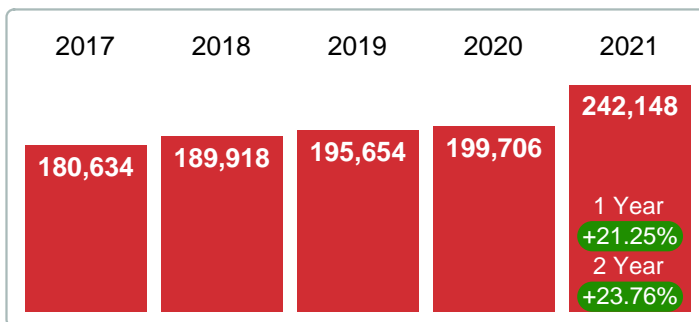
## AVERAGE SOLD PRICE AT CLOSING

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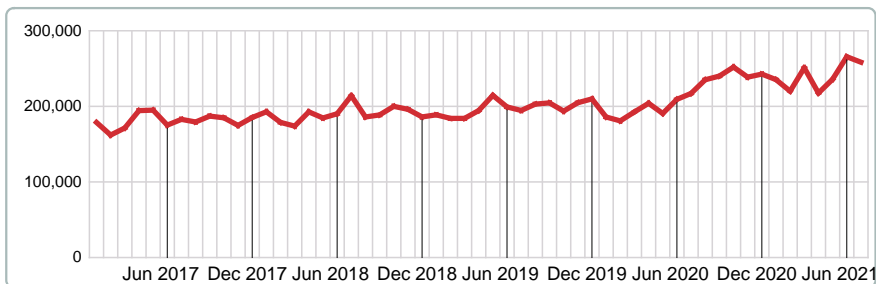
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

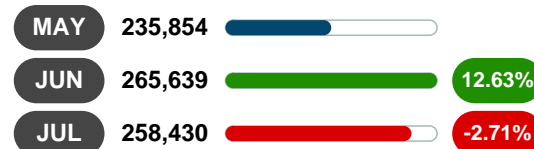


### 3 MONTHS

5 year JUL AVG = 213,381

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

Average Sold Price at Closing this month at **258,430** above the 5 yr JUL average of **213,381**



### 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
\$150,000 and less	10.76%	115,559	101,429	124,611	133,000	0
\$150,001 - \$175,000	7.59%	167,208	169,500	166,611	168,000	0
\$175,001 - \$200,000	12.66%	190,613	0	189,417	194,200	0
\$200,001 - \$250,000	27.85%	224,394	0	224,196	225,074	225,000
\$250,001 - \$275,000	9.49%	263,951	258,000	268,239	260,514	0
\$275,001 - \$375,000	20.89%	312,820	0	312,115	314,053	0
\$375,001 and up	10.76%	523,116	0	645,000	478,531	543,167
<b>Average Sold Price</b>		<b>258,430</b>	<b>130,700</b>	<b>239,306</b>	<b>303,893</b>	<b>479,533</b>
<b>Total Closed Units</b>	100%	<b>258,430</b>	<b>10</b>	<b>98</b>	<b>45</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>40,831,874</b>	<b>1.31M</b>	<b>23.45M</b>	<b>13.68M</b>	<b>2.40M</b>

# July 2021



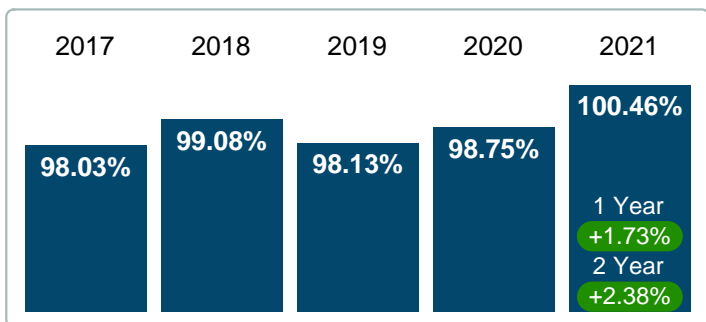
Area Delimited by County Of Wagoner - Residential Property Type



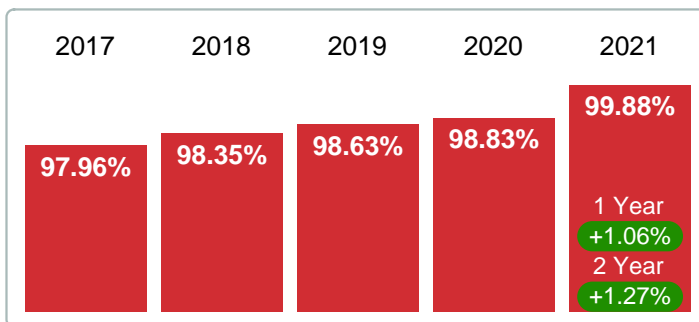
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

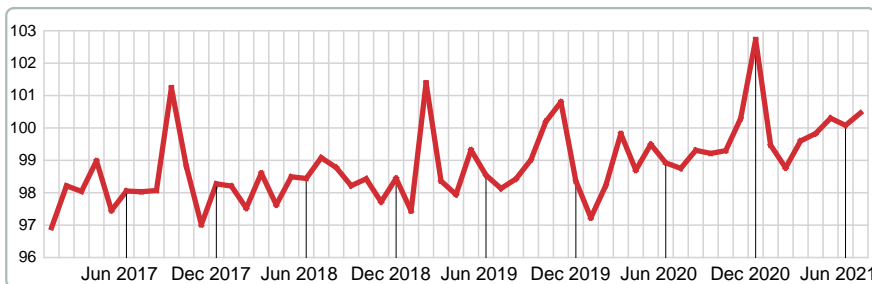
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

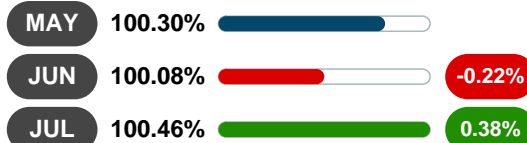


### 3 MONTHS

5 year JUL AVG = 98.89%

High Dec 2020 102.73% Low Jan 2017 96.92%

Average Sold/List Ratio this month at **100.46%** above the 5 yr JUL average of **98.89%**



## 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
\$150,000 and less	17	10.76%	96.37%	94.18%	97.68%	100.00%	0.00%
\$150,001 - \$175,000	12	7.59%	100.11%	94.19%	101.87%	96.05%	0.00%
\$175,001 - \$200,000	20	12.66%	100.86%	0.00%	100.72%	101.26%	0.00%
\$200,001 - \$250,000	44	27.85%	100.99%	0.00%	100.93%	101.81%	95.54%
\$250,001 - \$275,000	15	9.49%	100.66%	99.23%	101.28%	100.24%	0.00%
\$275,001 - \$375,000	33	20.89%	101.18%	0.00%	101.58%	100.49%	0.00%
\$375,001 and up	17	10.76%	101.43%	0.00%	105.50%	100.22%	101.40%
Average Sold/List Ratio			100.50%	94.69%	100.99%	100.63%	100.23%
Total Closed Units		100%	100.50%	10	98	45	5
Total Closed Volume				1.31M	23.45M	13.68M	2.40M

# July 2021



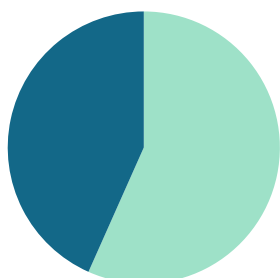
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

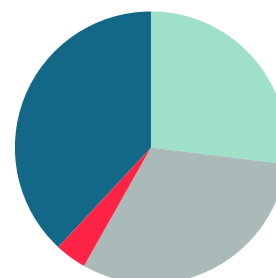


**Inventory**  
 New Listings  
**238 = 56.67%**  
 Start Inventory  
**182**  
 Total Inventory Units  
**420**  
 Volume  
**\$122,305,113**

### Market Activity

Closed Sales  
**158 = 26.96%**  
 Pending Sales  
**183 = 31.23%**  
 Other Off Market  
**22 = 3.75%**  
 Active Inventory  
**223 = 38.05%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	156	158	1.28%	806	1,071	32.88%
Pending Sales	153	183	19.61%	960	1,188	23.75%
New Listings	170	238	40.00%	1,177	1,302	10.62%
Average List Price	221,283	256,449	15.89%	202,467	241,786	19.42%
Average Sale Price	217,078	258,430	19.05%	199,706	242,148	21.25%
Average Percent of Selling Price to List Price	98.75%	100.46%	1.73%	98.83%	99.88%	1.06%
Average Days on Market to Sale	26.11	11.98	-54.11%	32.58	17.31	-46.86%
Monthly Inventory	246	223	-9.35%	246	223	-9.35%
Months Supply of Inventory	2.14	1.45	-32.31%	2.14	1.45	-32.31%

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

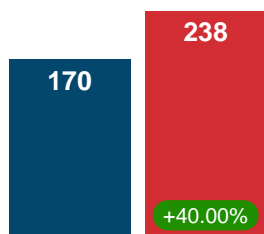
**Inventory on July 31, 2021 = 223**

**2020** **2021**

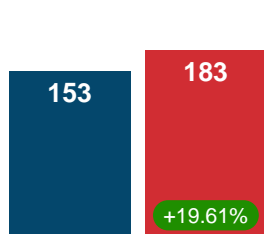
### JULY MARKET

### AVERAGE PRICES

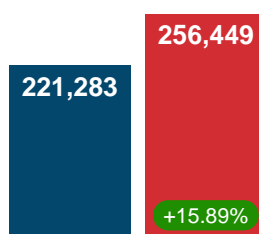
#### New Listings



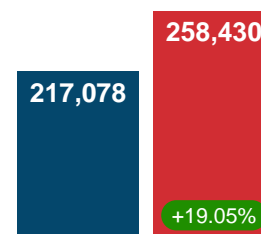
#### Pending Listings



#### List Price



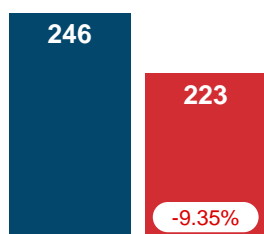
#### Sale Price



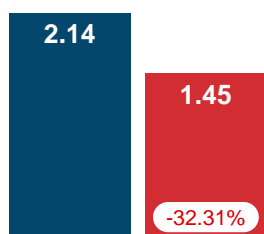
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

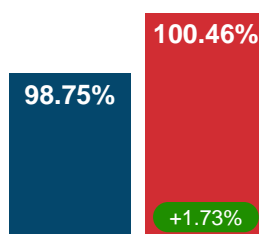
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

