

## June 2021



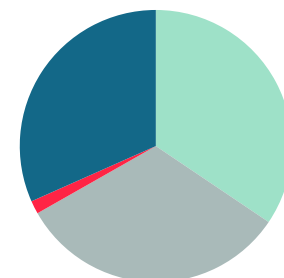
Area Delimited by County Of Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	145	198	36.55%
Pending Listings	171	186	8.77%
New Listings	179	233	30.17%
Average List Price	212,052	264,966	24.95%
Average Sale Price	209,267	265,639	26.94%
Average Percent of Selling Price to List Price	98.92%	100.08%	1.17%
Average Days on Market to Sale	31.53	10.38	-67.08%
End of Month Inventory	259	182	-29.73%
Months Supply of Inventory	2.25	1.18	-47.51%



■ Closed (34.43%)  
■ Pending (32.35%)  
■ Other OffMarket (1.57%)  
■ Active (31.65%)

**Absorption:** Last 12 months, an Average of **154** Sales/Month  
**Active Inventory** as of June 30, 2021 = **182**

#### Analysis Wrap-Up

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

The total housing inventory at the end of June 2021 decreased **29.73%** to 182 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 **1.18** 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 **26.94%** in June 2021 to \$265,639 versus the previous year at \$209,267.

##### Average Days on Market Shortens

The average number of **10.38** days that homes spent on the market before selling decreased by 21.15 days or **67.08%** in June 2021 compared to last year's same month at **31.53** DOM.

##### Sales Success for June 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 233 New Listings in June 2021, up **30.17%** from last year at 179. Furthermore, there were 198 Closed Listings this month versus last year at 145, a **36.55%** increase.

Closed versus Listed trends yielded a **85.0%** ratio, up from previous year's, June 2020, at **81.0%**, a **4.90%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

#### What's in this Issue

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

#### Real Estate is Local

##### Consumers Should Consult with a REALTOR®

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

##### Identify a Professional to Manage the Procedure

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

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

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# June 2021



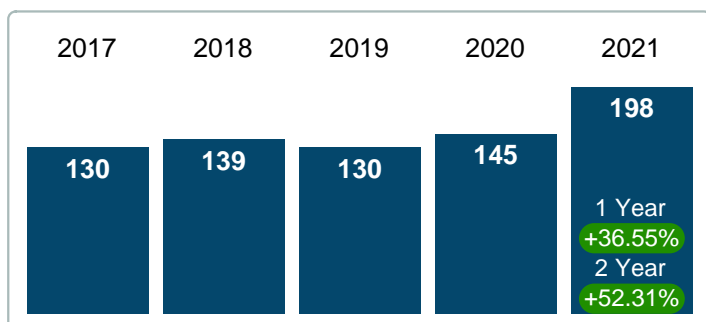
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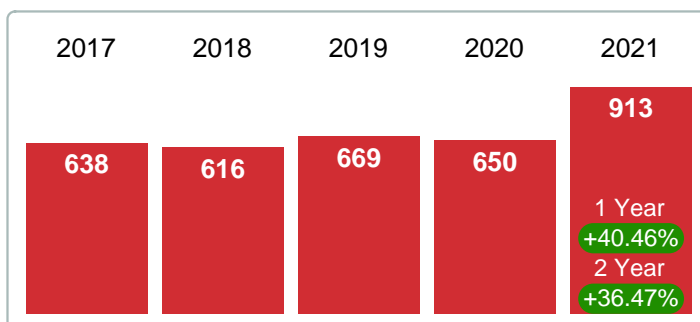
## CLOSED LISTINGS

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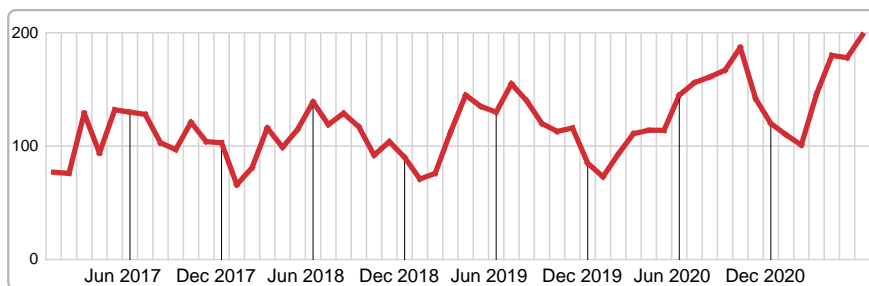
### JUNE



### YEAR TO DATE (YTD)

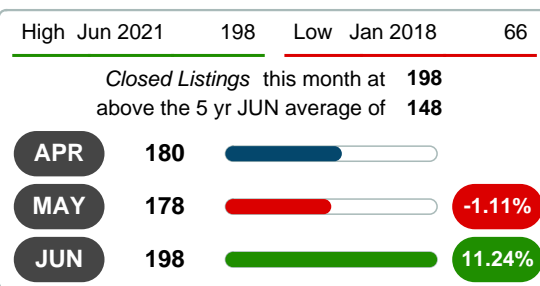


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 148



### 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	15	7.58%	21.3	4	11	0	0
\$125,001 - \$175,000	32	16.16%	4.1	1	27	4	0
\$175,001 - \$200,000	21	10.61%	3.4	0	19	2	0
\$200,001 - \$250,000	46	23.23%	5.4	2	32	12	0
\$250,001 - \$325,000	38	19.19%	13.3	2	15	19	2
\$325,001 - \$400,000	23	11.62%	10.1	2	10	9	2
\$400,001 and up	23	11.62%	23.8	0	9	8	6
<b>Total Closed Units</b>	<b>198</b>			<b>11</b>	<b>123</b>	<b>54</b>	<b>10</b>
<b>Total Closed Volume</b>	<b>52,596,594</b>	<b>100%</b>	<b>10.4</b>	<b>2.02M</b>	<b>28.63M</b>	<b>17.50M</b>	<b>4.45M</b>
<b>Average Closed Price</b>	<b>\$265,639</b>			<b>\$183,386</b>	<b>\$232,735</b>	<b>\$324,149</b>	<b>\$444,893</b>

# June 2021



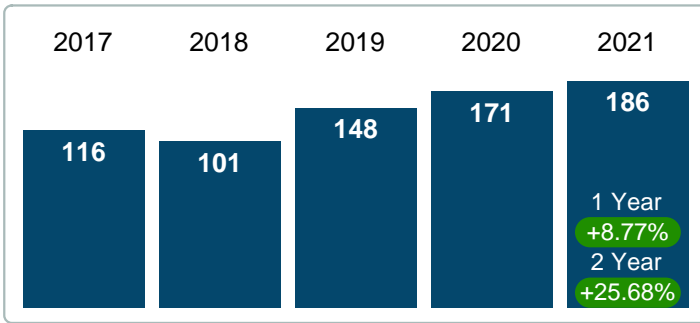
Area Delimited by County Of Wagoner - Residential Property Type



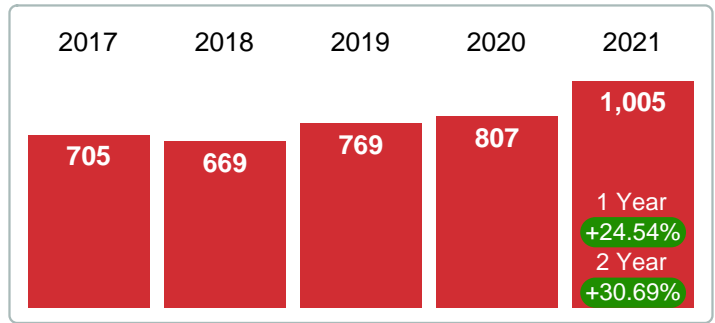
## PENDING LISTINGS

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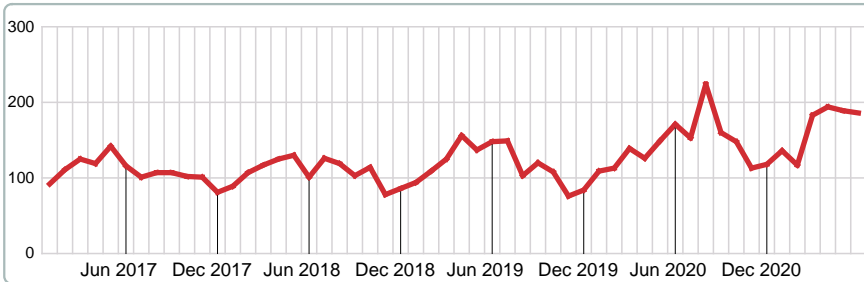
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

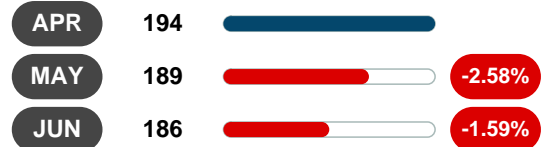


### 3 MONTHS

5 year JUN AVG = 144

High Aug 2020 224 Low Nov 2019 76

Pending Listings this month at **186**  
above the 5 yr JUN average of **144**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	12	6.45%	12.6	7	5	0	0
\$125,001 - \$175,000	29	15.59%	14.4	2	23	4	0
\$175,001 - \$200,000	26	13.98%	5.3	0	19	7	0
\$200,001 - \$250,000	39	20.97%	8.0	0	27	11	1
\$250,001 - \$300,000	32	17.20%	15.1	0	18	14	0
\$300,001 - \$400,000	26	13.98%	10.9	0	10	14	2
\$400,001 and up	22	11.83%	13.5	0	6	10	6
<b>Total Pending Units</b>	<b>186</b>			<b>9</b>	<b>108</b>	<b>60</b>	<b>9</b>
<b>Total Pending Volume</b>	<b>47,293,813</b>	<b>100%</b>	<b>12.2</b>	<b>814.00K</b>	<b>25.06M</b>	<b>17.61M</b>	<b>3.80M</b>
<b>Average Listing Price</b>	<b>\$244,381</b>			<b>\$90,444</b>	<b>\$232,052</b>	<b>\$293,570</b>	<b>\$422,662</b>

# June 2021



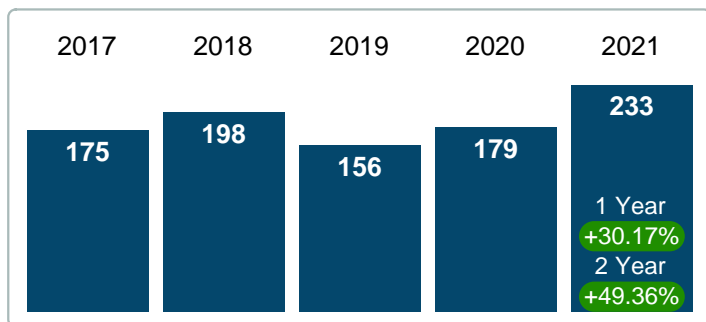
Area Delimited by County Of Wagoner - Residential Property Type



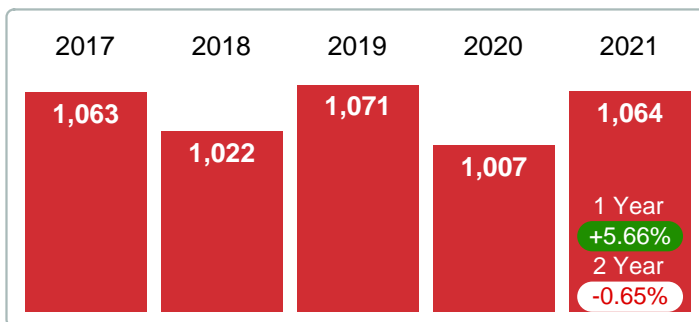
## NEW LISTINGS

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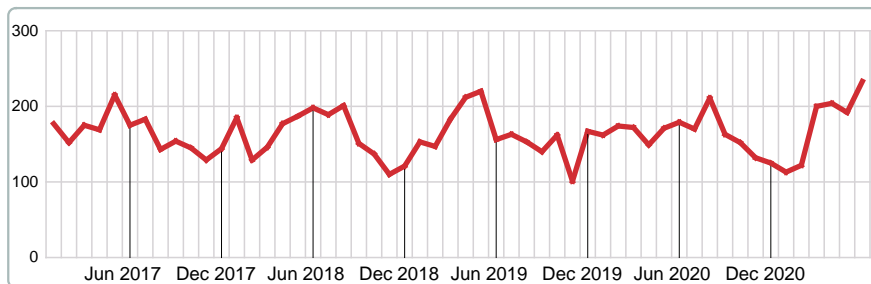
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

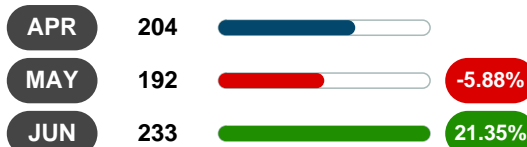


### 3 MONTHS

5 year JUN AVG = 188

High Jun 2021 233 Low Nov 2019 101

New Listings this month at 233  
above the 5 yr JUN average of 188



### 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	17	7.30%	11	5	0	1
\$125,001 - \$175,000	28	12.02%	1	23	4	0
\$175,001 - \$200,000	30	12.88%	2	20	8	0
\$200,001 - \$275,000	68	29.18%	0	45	22	1
\$275,001 - \$325,000	37	15.88%	0	18	19	0
\$325,001 - \$400,000	22	9.44%	0	9	10	3
\$400,001 and up	31	13.30%	0	10	12	9
<b>Total New Listed Units</b>	<b>233</b>		<b>14</b>	<b>130</b>	<b>75</b>	<b>14</b>
<b>Total New Listed Volume</b>	<b>65,441,263</b>	<b>100%</b>	<b>1.44M</b>	<b>34.91M</b>	<b>22.66M</b>	<b>6.43M</b>
<b>Average New Listed Listing Price</b>	<b>\$253,484</b>		<b>\$103,064</b>	<b>\$268,559</b>	<b>\$302,127</b>	<b>\$459,019</b>

# June 2021



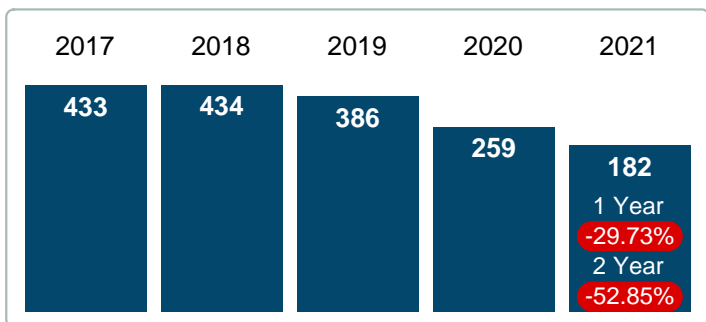
Area Delimited by County Of Wagoner - Residential Property Type



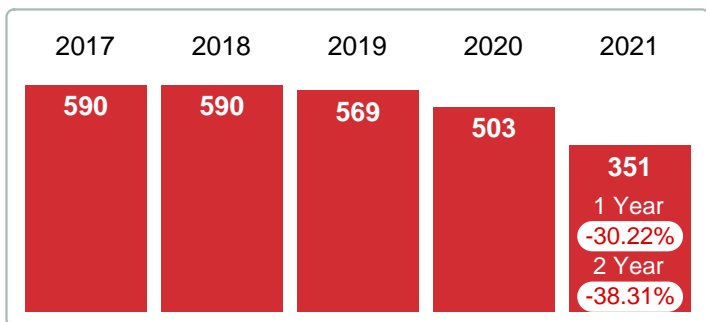
## ACTIVE INVENTORY

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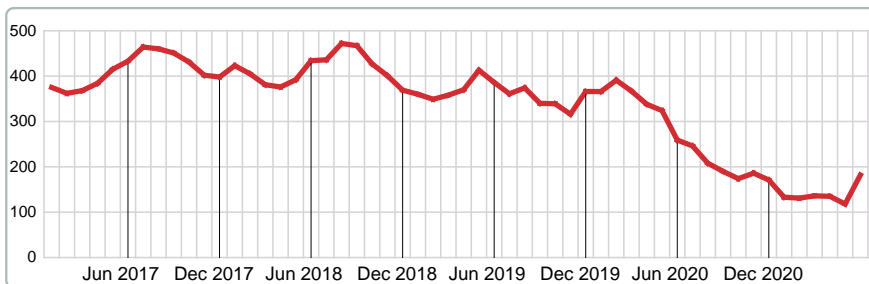
### END OF JUNE



### ACTIVE DURING JUNE

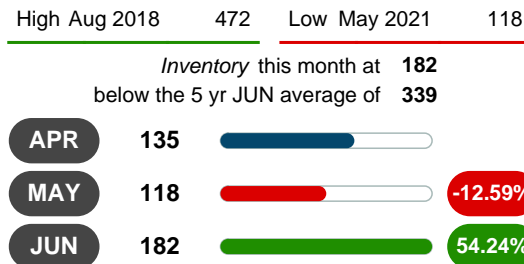


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 339



### 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	16	8.79%	95.2	10	5	0	1
\$100,001 - \$175,000	21	11.54%	21.1	3	13	4	1
\$175,001 - \$250,000	31	17.03%	29.2	5	18	7	1
\$250,001 - \$325,000	43	23.63%	24.0	0	24	19	0
\$325,001 - \$375,000	25	13.74%	50.1	1	12	10	2
\$375,001 - \$450,000	25	13.74%	72.5	0	11	12	2
\$450,001 and up	21	11.54%	72.5	1	8	7	5
<b>Total Active Inventory by Units</b>	<b>182</b>			<b>20</b>	<b>91</b>	<b>59</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>57,215,389</b>	<b>100%</b>	<b>46.7</b>	<b>2.98M</b>	<b>26.59M</b>	<b>21.71M</b>	<b>5.94M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$314,370</b>			<b>\$148,895</b>	<b>\$292,158</b>	<b>\$367,979</b>	<b>\$495,030</b>

# June 2021



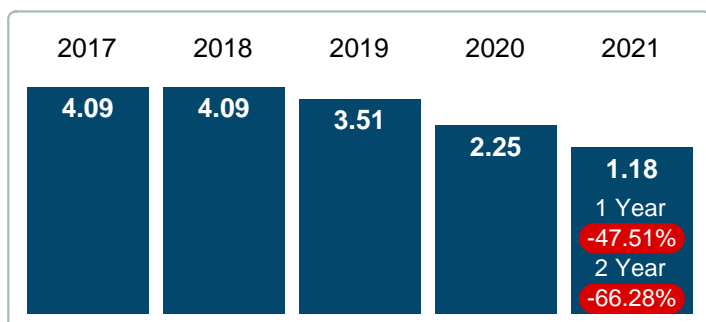
Area Delimited by County Of Wagoner - Residential Property Type



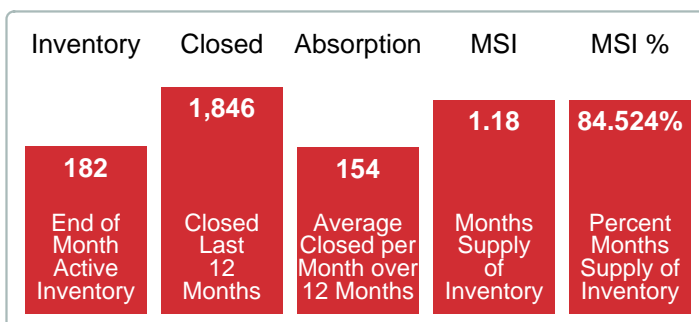
## MONTHS SUPPLY of INVENTORY (MSI)

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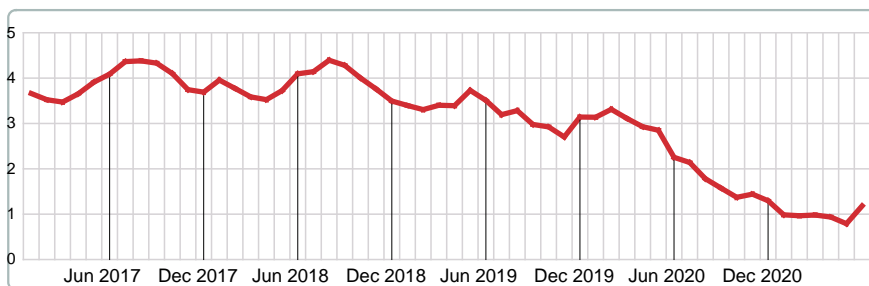
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021

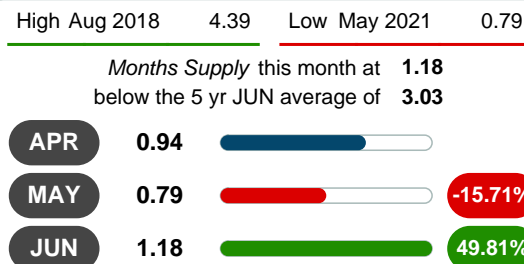


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN 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
\$100,000 and less	16	8.79%	1.70	2.93	0.92	0.00	0.00
\$100,001 - \$175,000	21	11.54%	0.55	1.57	0.41	0.94	6.00
\$175,001 - \$250,000	31	17.03%	0.55	10.00	0.45	0.47	1.00
\$250,001 - \$325,000	43	23.63%	1.73	0.00	2.00	1.75	0.00
\$325,001 - \$375,000	25	13.74%	2.54	6.00	2.44	2.61	2.18
\$375,001 - \$450,000	25	13.74%	3.13	0.00	3.88	2.94	2.00
\$450,001 and up	21	11.54%	2.71	0.00	4.80	1.58	3.00
Market Supply of Inventory (MSI)			1.18	2.96	0.93	1.38	1.97
Total Active Inventory by Units		100%	182	20	91	59	12

# June 2021



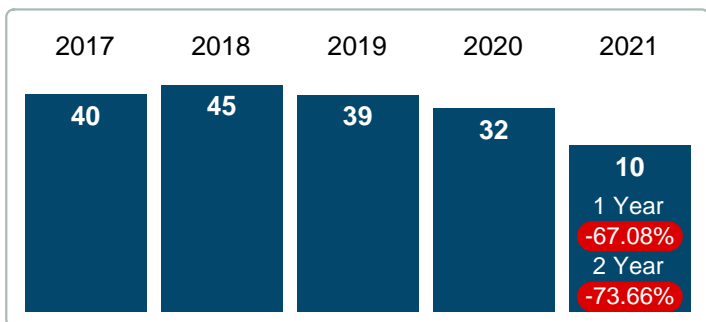
Area Delimited by County Of Wagoner - Residential Property Type



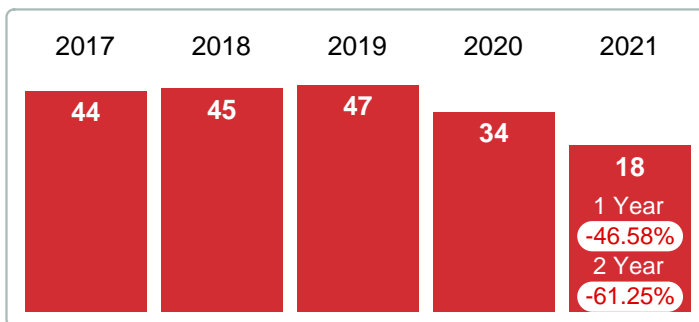
## AVERAGE DAYS ON MARKET TO SALE

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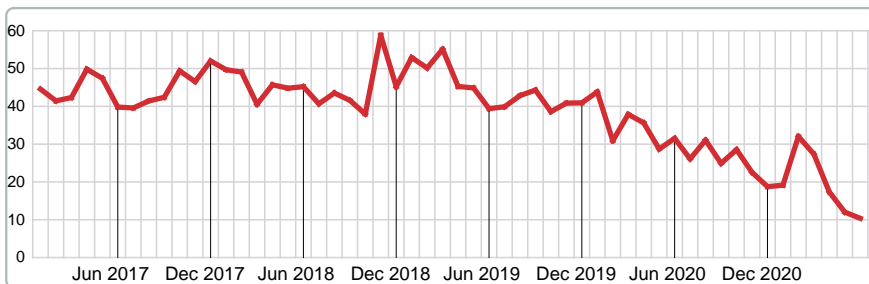
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

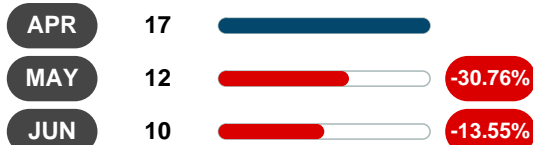


### 3 MONTHS

5 year JUN AVG = 33

High Nov 2018 59 Low Jun 2021 10

Average Days on Market to Sale this month at 10 below the 5 yr JUN average of 33



### 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	7.58%	21	10	25	0	0
\$125,001 - \$175,000	16.16%	4	1	4	4	0
\$175,001 - \$200,000	10.61%	3	0	3	5	0
\$200,001 - \$250,000	23.23%	5	7	4	10	0
\$250,001 - \$325,000	19.19%	13	9	17	5	61
\$325,001 - \$400,000	11.62%	10	30	7	7	17
\$400,001 and up	11.62%	24	0	24	16	34
Average Closed DOM		10	12	9	8	36
Total Closed Units	100%	198	11	123	54	10
Total Closed Volume		52,596,594	2.02M	28.63M	17.50M	4.45M



# June 2021



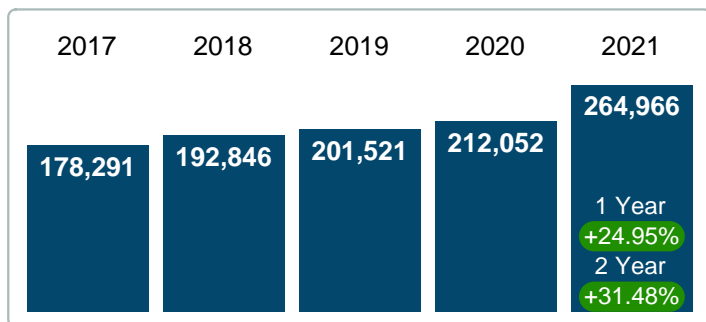
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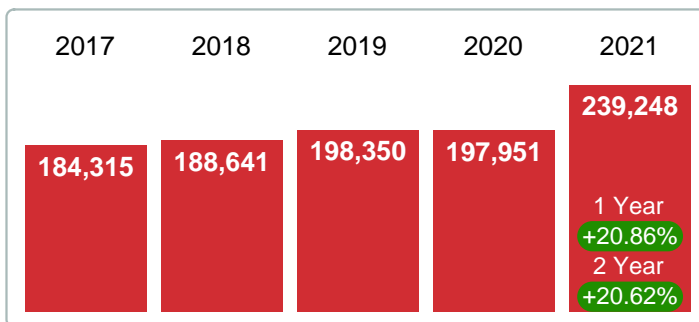
## AVERAGE LIST PRICE AT CLOSING

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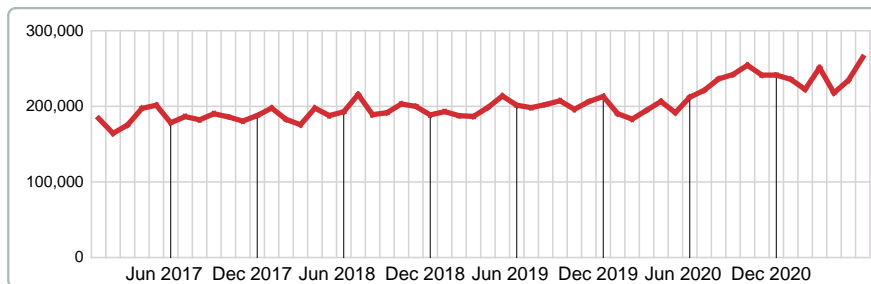
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 209,935

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

Average List Price at Closing this month at **264,966**  
above the 5 yr JUN average of **209,935**

- APR 217,758
- MAY 234,402 7.64%
- JUN 264,966 13.04%

### 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 <span>16</span>	8.08%	70,575	26,250	82,200	0	0
\$125,001 - \$175,000 <span>33</span>	16.67%	158,563	170,000	156,936	152,475	0
\$175,001 - \$200,000 <span>24</span>	12.12%	187,744	0	183,982	191,855	0
\$200,001 - \$250,000 <span>41</span>	20.71%	225,819	289,000	221,987	222,667	0
\$250,001 - \$325,000 <span>37</span>	18.69%	291,487	287,000	293,651	283,224	320,450
\$325,001 - \$400,000 <span>24</span>	12.12%	359,325	384,500	356,201	365,422	337,500
\$400,001 and up <span>23</span>	11.62%	562,097	0	516,767	637,914	525,671
<b>Average List Price</b>		<b>264,966</b>	<b>199,636</b>	<b>230,556</b>	<b>322,944</b>	<b>446,993</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>264,966</b>	<b>11</b>	<b>123</b>	<b>54</b>	<b>10</b>
<b>Total Closed Volume</b>		<b>52,463,267</b>	<b>2.20M</b>	<b>28.36M</b>	<b>17.44M</b>	<b>4.47M</b>



# June 2021



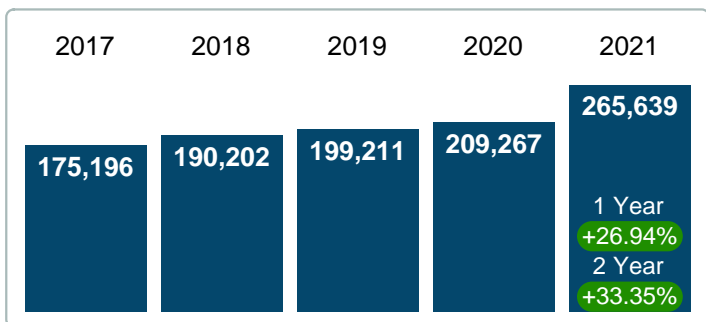
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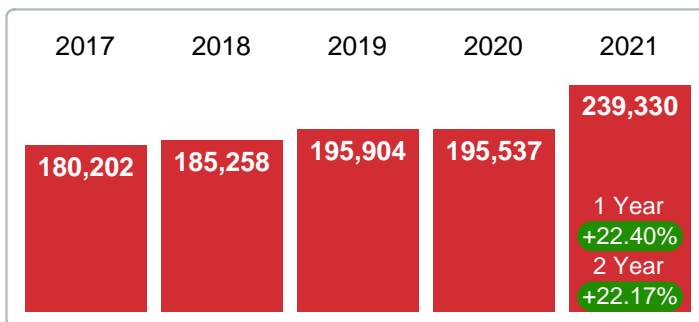
## AVERAGE SOLD PRICE AT CLOSING

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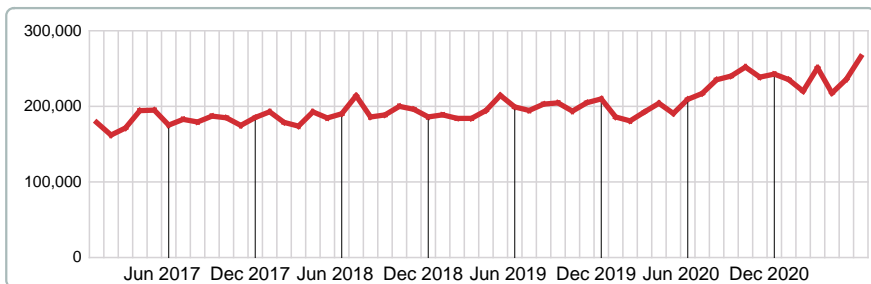
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 207,903

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

Average Sold Price at Closing this month at **265,639**  
above the 5 yr JUN average of **207,903**

- APR 217,589
- MAY 235,854 8.39%
- JUN 265,639 12.63%

### 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	15	7.58%	61,517	21,313	76,136	0	0
\$125,001 - \$175,000	32	16.16%	157,954	170,000	158,986	147,975	0
\$175,001 - \$200,000	21	10.61%	189,841	0	190,155	186,855	0
\$200,001 - \$250,000	46	23.23%	227,971	245,000	226,678	228,583	0
\$250,001 - \$325,000	38	19.19%	289,491	296,000	293,608	282,081	322,500
\$325,001 - \$400,000	23	11.62%	358,452	340,000	362,251	363,433	335,500
\$400,001 and up	23	11.62%	560,909	0	511,444	645,622	522,154
Average Sold Price			265,639	183,386	232,735	324,149	444,893
Total Closed Units		100%	265,639	11	123	54	10
Total Closed Volume			52,596,594	2.02M	28.63M	17.50M	4.45M

# June 2021



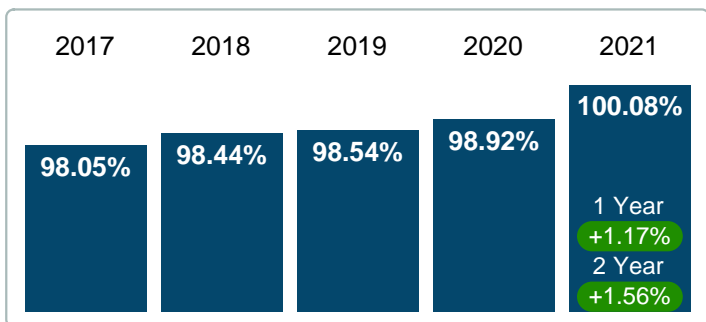
Area Delimited by County Of Wagoner - Residential Property Type



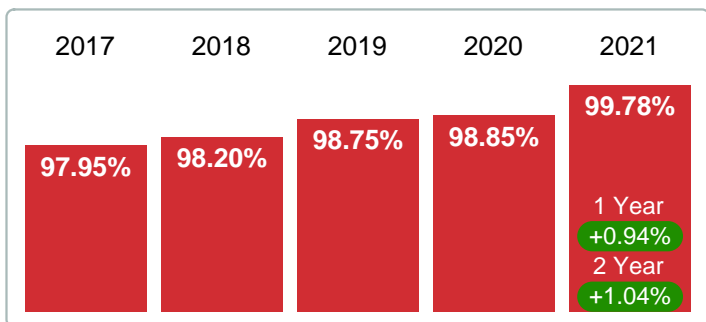
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

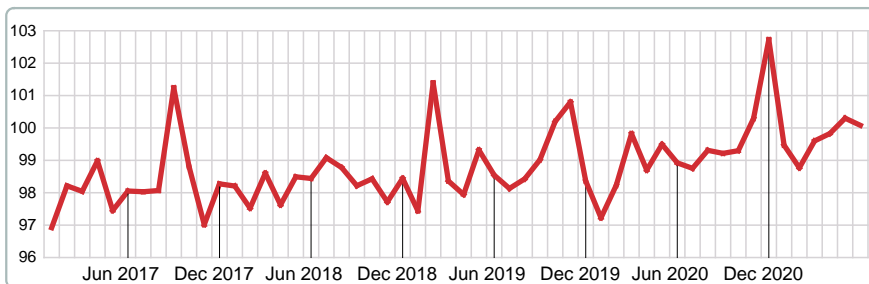
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

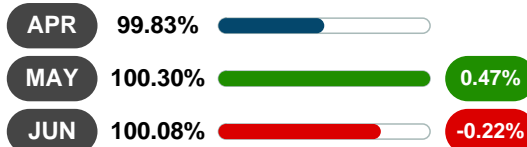


### 3 MONTHS

5 year JUN AVG = 98.81%

High Dec 2020 102.73% Low Jan 2017 96.92%

Average Sold/List Ratio this month at **100.08%** above the 5 yr JUN average of **98.81%**



### 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	15	7.58%	89.50%	78.02%	93.68%	0.00%	0.00%
\$125,001 - \$175,000	32	16.16%	100.94%	100.00%	101.53%	97.15%	0.00%
\$175,001 - \$200,000	21	10.61%	102.86%	0.00%	103.43%	97.44%	0.00%
\$200,001 - \$250,000	46	23.23%	101.76%	84.78%	102.38%	102.95%	0.00%
\$250,001 - \$325,000	38	19.19%	100.17%	105.89%	100.04%	99.62%	100.67%
\$325,001 - \$400,000	23	11.62%	99.51%	88.45%	101.75%	99.51%	99.40%
\$400,001 and up	23	11.62%	100.30%	0.00%	98.95%	101.83%	100.30%
Average Sold/List Ratio		100.10%		88.21%	100.99%	100.40%	100.20%
Total Closed Units	198	100%	100.10%	11	123	54	10
Total Closed Volume	52,596,594			2.02M	28.63M	17.50M	4.45M

# June 2021



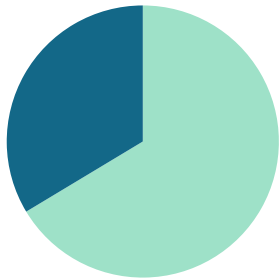
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

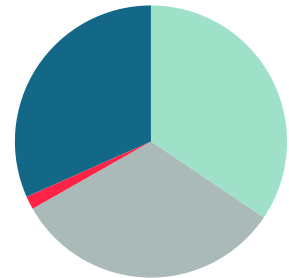


**Inventory**  
 New Listings  
**233 = 66.38%**  
 Start Inventory  
**118**  
 Total Inventory Units  
**351**  
 Volume  
**\$101,995,769**

### Market Activity

Closed Sales  
**198 = 34.43%**  
 Pending Sales  
**186 = 32.35%**  
 Other Off Market  
**9 = 1.57%**  
 Active Inventory  
**182 = 31.65%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	145	198	36.55%	650	913	40.46%
Pending Sales	171	186	8.77%	807	1,005	24.54%
New Listings	179	233	30.17%	1,007	1,064	5.66%
Average List Price	212,052	264,966	24.95%	197,951	239,248	20.86%
Average Sale Price	209,267	265,639	26.94%	195,537	239,330	22.40%
Average Percent of Selling Price to List Price	98.92%	100.08%	1.17%	98.85%	99.78%	0.94%
Average Days on Market to Sale	31.53	10.38	-67.08%	34.13	18.23	-46.58%
Monthly Inventory	259	182	-29.73%	259	182	-29.73%
Months Supply of Inventory	2.25	1.18	-47.51%	2.25	1.18	-47.51%

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

**Inventory** on June 30, 2021 = **182**

**2020** **2021**

### JUNE MARKET

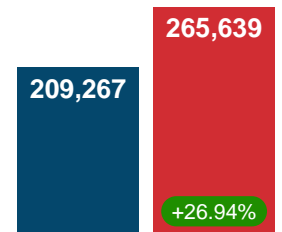
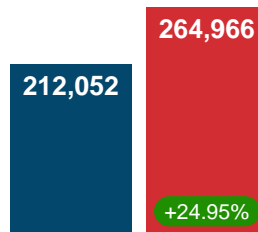
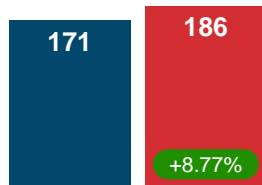
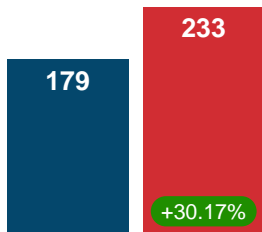
### AVERAGE PRICES

#### 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

