

March 2021



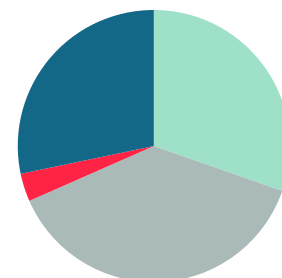
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	111	146	31.53%
Pending Listings	139	183	31.65%
New Listings	172	200	16.28%
Average List Price	194,733	251,049	28.92%
Average Sale Price	192,619	250,975	30.30%
Average Percent of Selling Price to List Price	99.82%	99.60%	-0.22%
Average Days on Market to Sale	37.89	27.36	-27.79%
End of Month Inventory	368	136	-63.04%
Months Supply of Inventory	3.12	0.98	-68.53%



■ Closed (30.35%)
■ Pending (38.05%)
■ Other OffMarket (3.33%)
■ Active (28.27%)

Absorption: Last 12 months, an Average of **139** Sales/Month
Active Inventory as of March 31, 2021 = **136**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **63.04%** to 136 existing homes available for sale. Over the last 12 months this area has had an average of 139 closed sales per month. This represents an unsold inventory index of **0.98** 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 **30.30%** in March 2021 to \$250,975 versus the previous year at \$192,619.

Average Days on Market Shortens

The average number of **27.36** days that homes spent on the market before selling decreased by 10.53 days or **27.79%** in March 2021 compared to last year's same month at **37.89** DOM.

Sales Success for March 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 200 New Listings in March 2021, up **16.28%** from last year at 172. Furthermore, there were 146 Closed Listings this month versus last year at 111, a **31.53%** increase.

Closed versus Listed trends yielded a **73.0%** ratio, up from previous year's, March 2020, at **64.5%**, a **13.12%** 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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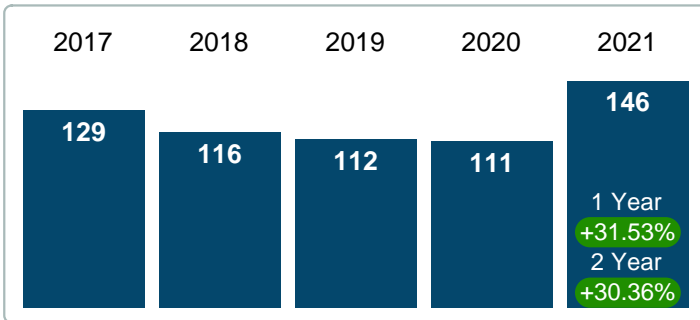
Area Delimited by County Of Wagoner - Residential Property Type



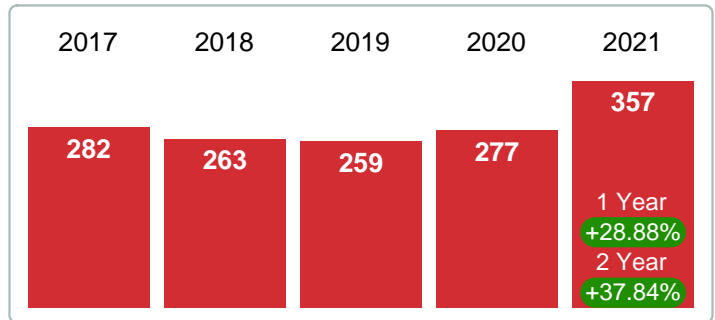
CLOSED LISTINGS

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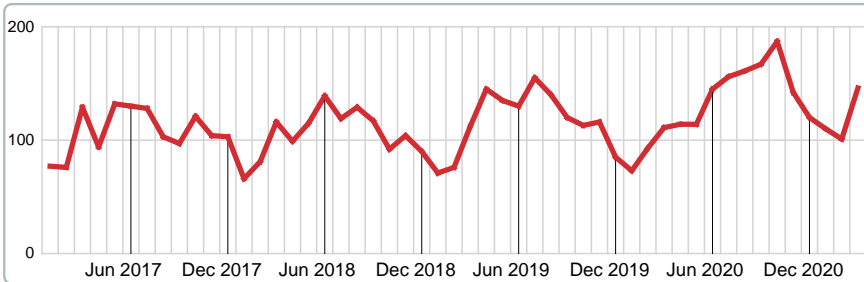
MARCH



YEAR TO DATE (YTD)

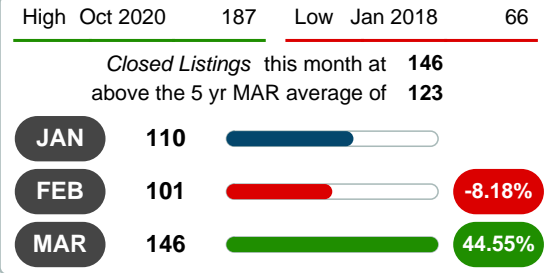


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 123



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	12	8.22%	15.6	5	4	3	0
\$125,001 - \$150,000	15	10.27%	34.3	1	14	0	0
\$150,001 - \$200,000	27	18.49%	9.2	0	22	5	0
\$200,001 - \$250,000	27	18.49%	26.1	0	22	4	1
\$250,001 - \$325,000	33	22.60%	31.8	2	18	11	2
\$325,001 - \$375,000	15	10.27%	62.0	0	8	6	1
\$375,001 and up	17	11.64%	21.2	0	4	10	3
Total Closed Units	146			8	92	39	7
Total Closed Volume	36,642,407	100%	27.4	982.34K	20.89M	12.10M	2.67M
Average Closed Price	\$250,975			\$122,793	\$227,098	\$310,271	\$380,927

March 2021



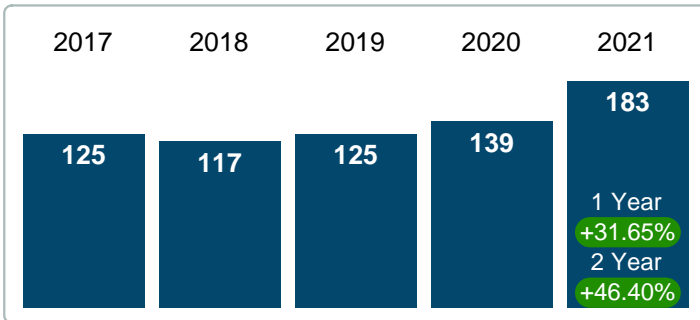
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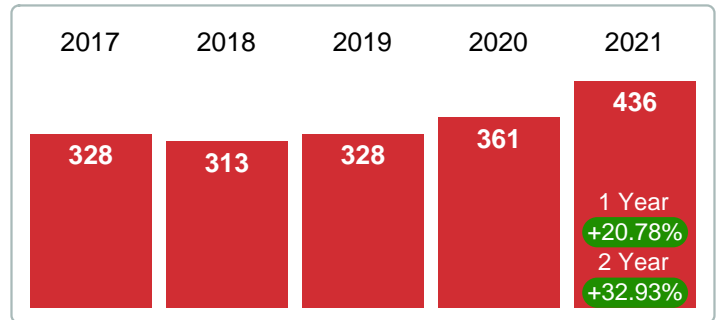
PENDING LISTINGS

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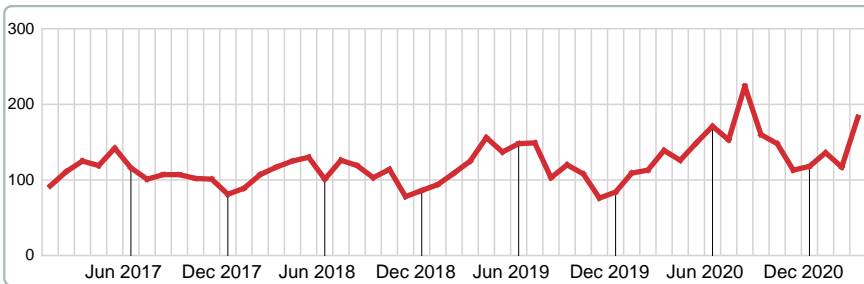
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 138

High Aug 2020 224 Low Nov 2019 76

Pending Listings this month at **183**
above the 5 yr MAR average of **138**



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	17	9.29%	19.3	4	11	2	0
\$125,001 - \$150,000	21	11.48%	19.8	1	19	1	0
\$150,001 - \$175,000	25	13.66%	23.6	1	23	1	0
\$175,001 - \$225,000	47	25.68%	14.7	0	39	8	0
\$225,001 - \$275,000	29	15.85%	29.0	0	20	6	3
\$275,001 - \$350,000	24	13.11%	16.1	0	9	12	3
\$350,001 and up	20	10.93%	16.5	0	7	10	3
Total Pending Units	183			6	128	40	9
Total Pending Volume	42,367,868	100%	19.1	533.00K	26.39M	12.23M	3.21M
Average Listing Price	\$230,192			\$88,833	\$206,149	\$305,841	\$357,122

March 2021



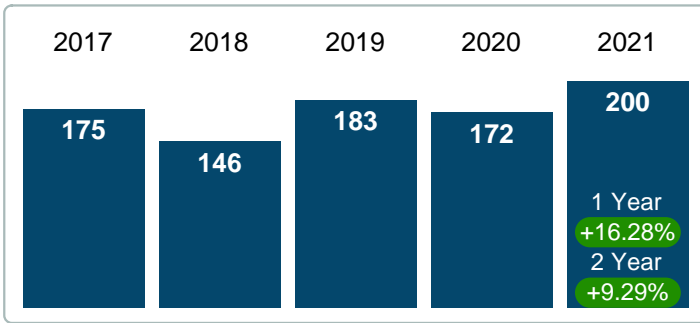
Area Delimited by County Of Wagoner - Residential Property Type



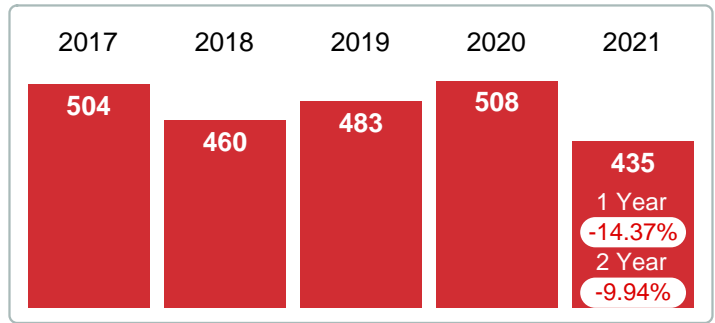
NEW LISTINGS

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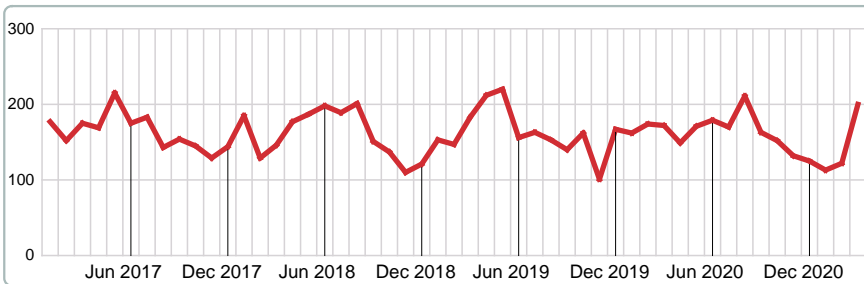
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

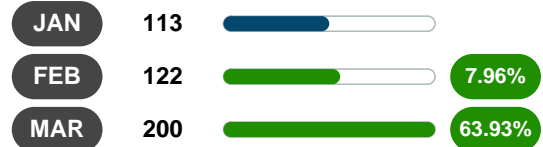


3 MONTHS

5 year MAR AVG = 175

High May 2019 220 Low Nov 2019 101

New Listings this month at **200**
above the 5 yr MAR average of **175**



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	20	10.00%	5	13	1	1
\$125,001 - \$150,000	15	7.50%	1	13	1	0
\$150,001 - \$175,000	19	9.50%	1	17	1	0
\$175,001 - \$250,000	69	34.50%	1	45	21	2
\$250,001 - \$325,000	30	15.00%	0	13	14	3
\$325,001 - \$425,000	24	12.00%	2	14	6	2
\$425,001 and up	23	11.50%	0	6	15	2
Total New Listed Units	200		10	121	59	10
Total New Listed Volume	55,702,391	100%	1.62M	27.42M	22.23M	4.43M
Average New Listed Listing Price	\$255,207		\$162,300	\$226,590	\$376,815	\$442,990

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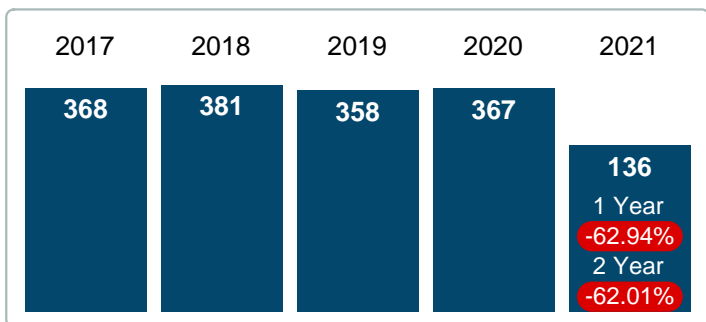
Area Delimited by County Of Wagoner - Residential Property Type



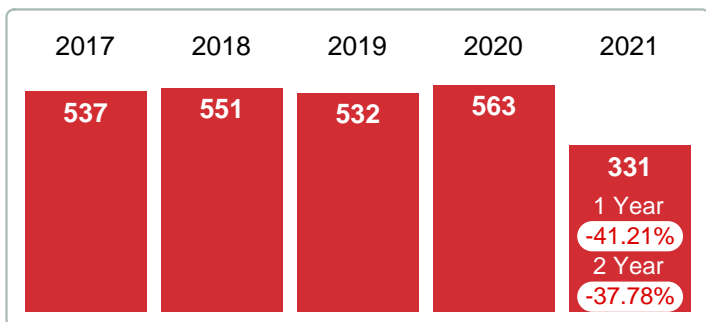
ACTIVE INVENTORY

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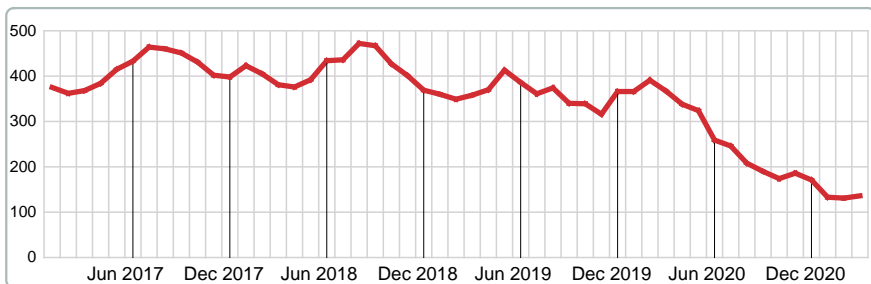
END OF MARCH



ACTIVE DURING MARCH

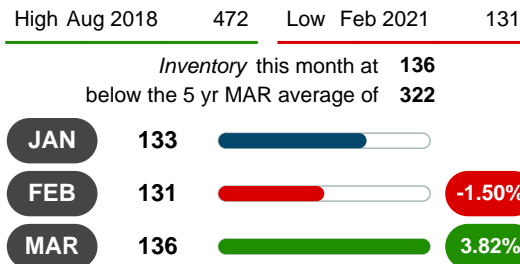


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 322



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	15	11.03%	132.7	6	7	1	1
\$100,001 - \$175,000	15	11.03%	53.0	3	11	1	0
\$175,001 - \$225,000	19	13.97%	43.5	1	11	7	0
\$225,001 - \$350,000	36	26.47%	27.8	2	21	11	2
\$350,001 - \$400,000	18	13.24%	63.6	1	12	5	0
\$400,001 - \$625,000	19	13.97%	87.2	0	7	12	0
\$625,001 and up	14	10.29%	62.1	2	2	7	3
Total Active Inventory by Units	136			15	71	44	6
Total Active Inventory by Volume	50,796,021	100%	60.9	4.85M	22.34M	19.81M	3.80M
Average Active Inventory Listing Price	\$373,500			\$323,047	\$314,664	\$450,216	\$633,283

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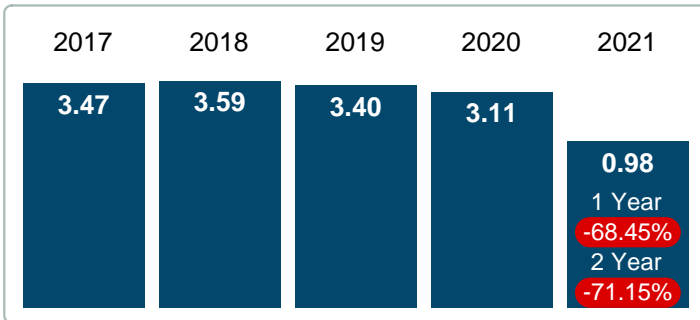
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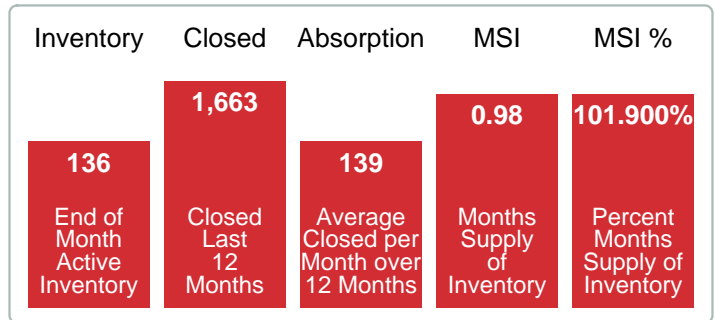
MONTHS SUPPLY of INVENTORY (MSI)

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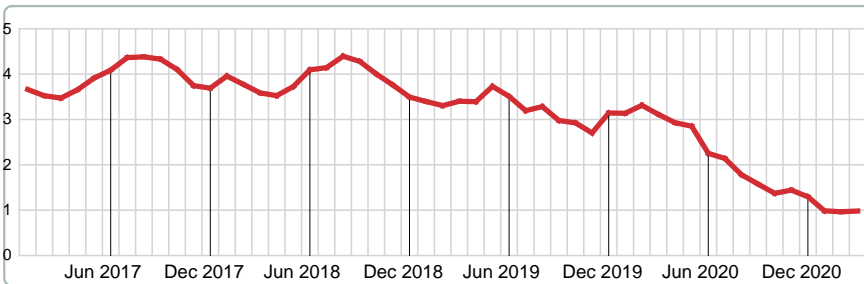
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.91

High Aug 2018 4.39 Low Feb 2021 0.97

Months Supply this month at **0.98**
below the 5 yr MAR average of **2.91**



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	15	11.03%	1.71	1.95	1.42	1.33	0.00
\$100,001 - \$175,000	15	11.03%	0.38	1.29	0.34	0.21	0.00
\$175,001 - \$225,000	19	13.97%	0.54	6.00	0.44	0.72	0.00
\$225,001 - \$350,000	36	26.47%	0.91	2.67	0.99	0.70	1.14
\$350,001 - \$400,000	18	13.24%	3.09	0.00	5.14	1.67	0.00
\$400,001 - \$625,000	19	13.97%	2.38	0.00	4.20	2.36	0.00
\$625,001 and up	14	10.29%	7.64	0.00	4.00	10.50	4.50
Market Supply of Inventory (MSI)		0.98		2.34	0.81	1.11	1.22
Total Active Inventory by Units		136	100%	15	71	44	6

March 2021



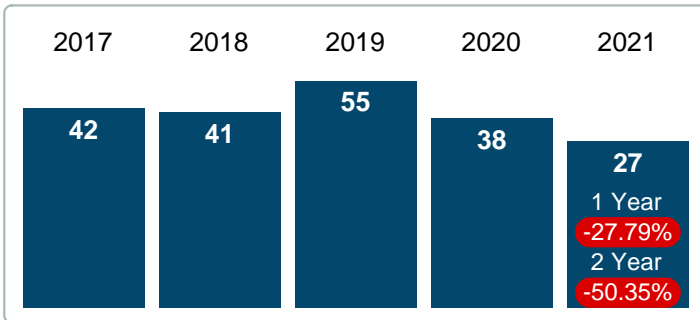
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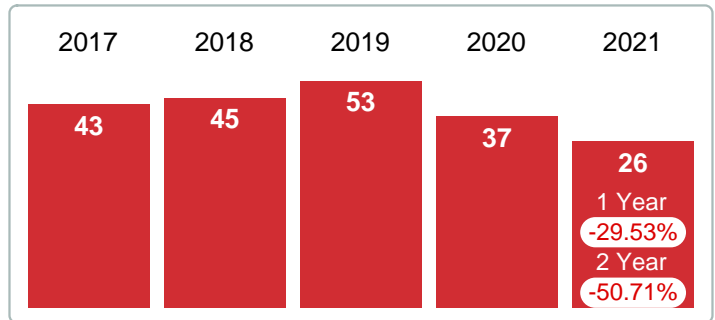
AVERAGE DAYS ON MARKET TO SALE

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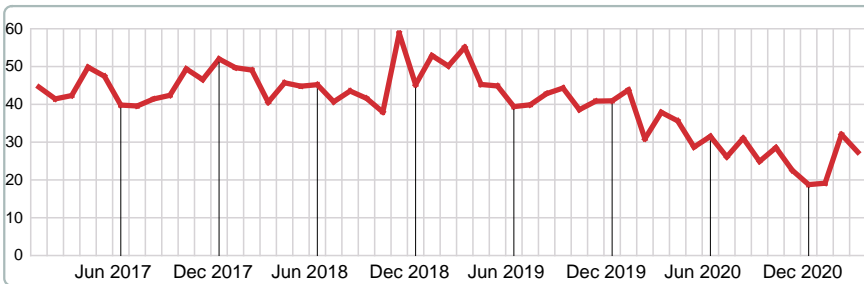
MARCH



YEAR TO DATE (YTD)

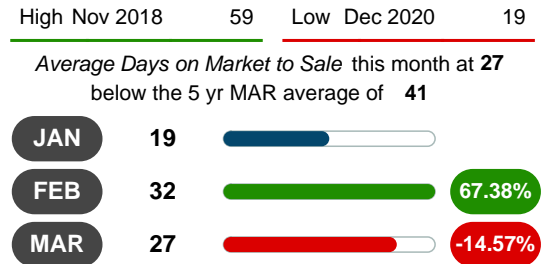


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 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
\$125,000 and less	8.22%	16	14	12	23	0
\$125,001 - \$150,000	10.27%	34	27	35	0	0
\$150,001 - \$200,000	18.49%	9	0	7	19	0
\$200,001 - \$250,000	18.49%	26	0	27	19	41
\$250,001 - \$325,000	22.60%	32	104	30	27	2
\$325,001 - \$375,000	10.27%	62	0	46	94	1
\$375,001 and up	11.64%	21	0	10	10	73
Average Closed DOM		27	38	24	31	38
Total Closed Units	100%	27	8	92	39	7
Total Closed Volume		36,642,407	982.34K	20.89M	12.10M	2.67M

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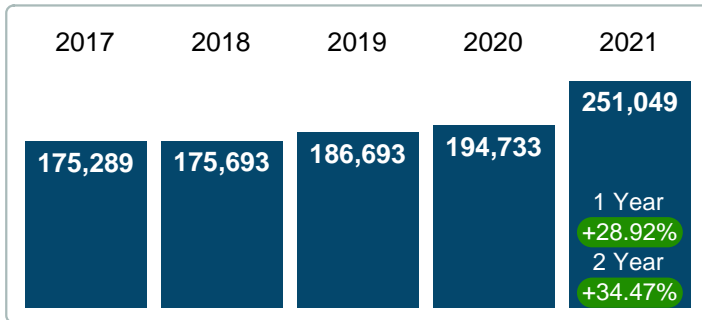
Area Delimited by County Of Wagoner - Residential Property Type



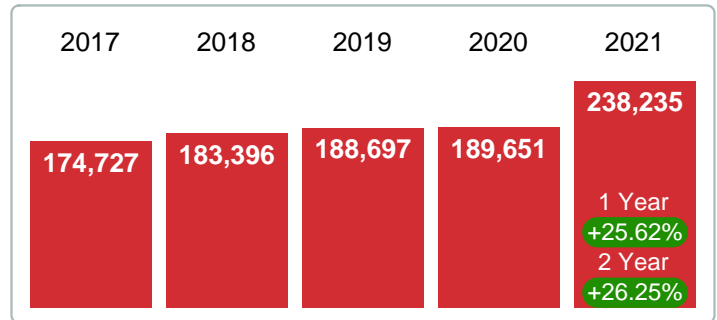
AVERAGE LIST PRICE AT CLOSING

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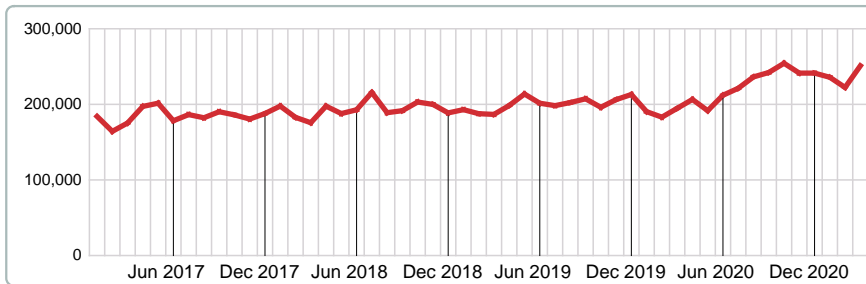
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

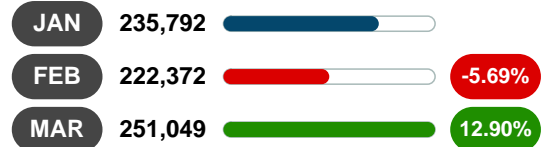


3 MONTHS

5 year MAR AVG = 196,691

High Oct 2020 254,344 Low Feb 2017 164,306

Average List Price at Closing this month at **251,049**
above the 5 yr MAR average of **196,691**



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	11	7.53%	84,136	62,340	112,225	98,300	0	
\$125,001 - \$150,000	14	9.59%	139,650	134,900	143,071	0	0	
\$150,001 - \$200,000	29	19.86%	176,594	0	179,169	174,621	0	
\$200,001 - \$250,000	26	17.81%	229,410	0	232,880	236,225	204,900	
\$250,001 - \$325,000	33	22.60%	283,652	283,000	281,086	289,381	292,500	
\$325,001 - \$375,000	16	10.96%	349,757	0	345,141	361,292	348,000	
\$375,001 and up	17	11.64%	454,714	0	384,208	460,602	519,463	
Average List Price		251,049		126,575	226,896	309,484	385,184	
Total Closed Units		146	100%	251,049	8	92	39	7
Total Closed Volume		36,653,212			1.01M	20.87M	12.07M	2.70M

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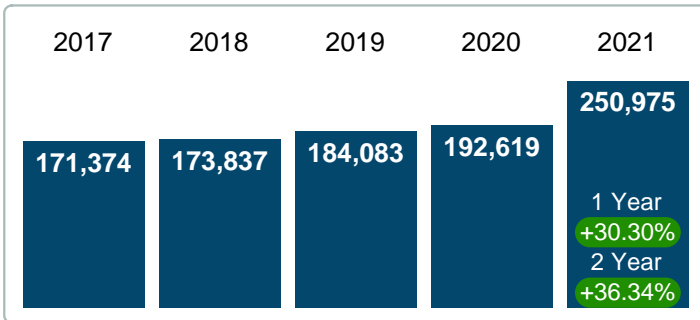
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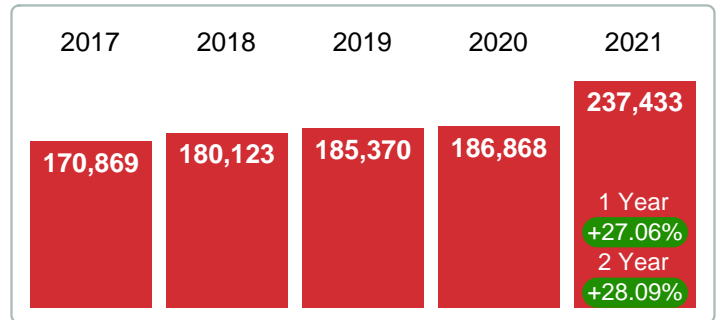
AVERAGE SOLD PRICE AT CLOSING

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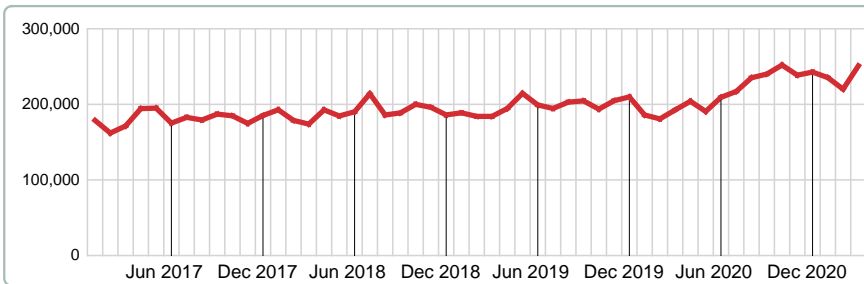
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

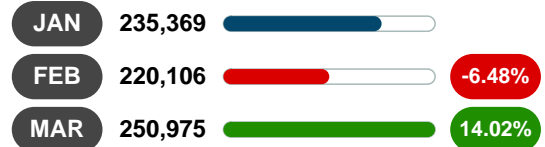


3 MONTHS

5 year MAR AVG = 194,578

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

Average Sold Price at Closing this month at **250,975**
above the 5 yr MAR average of **194,578**



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	12	8.22%	81,962	60,128	102,975	90,333	0
\$125,001 - \$150,000	15	10.27%	141,640	134,900	142,121	0	0
\$150,001 - \$200,000	27	18.49%	178,457	0	178,848	176,735	0
\$200,001 - \$250,000	27	18.49%	229,626	0	230,677	230,500	203,000
\$250,001 - \$325,000	33	22.60%	284,636	273,400	281,025	290,703	295,000
\$325,001 - \$375,000	15	10.27%	353,222	0	350,717	357,098	350,000
\$375,001 and up	17	11.64%	460,277	0	404,416	468,356	507,830
Average Sold Price			250,975	122,793	227,098	310,271	380,927
Total Closed Units		100%	250,975	8	92	39	7
Total Closed Volume			36,642,407	982.34K	20.89M	12.10M	2.67M

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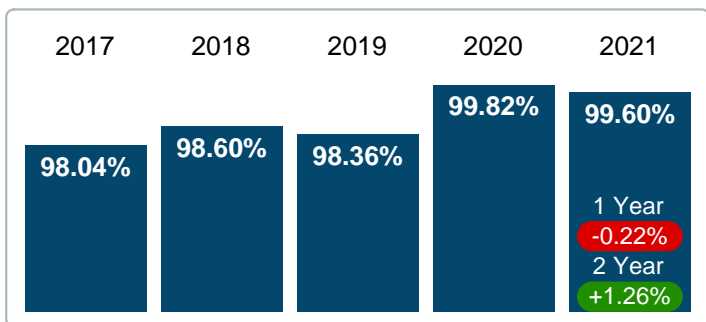
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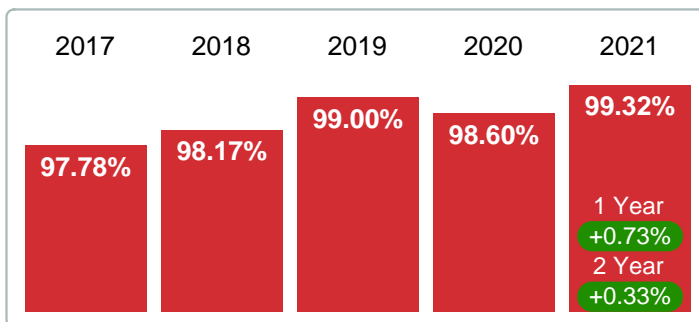
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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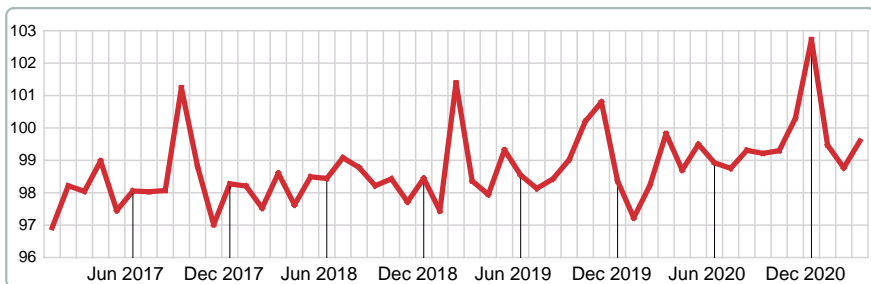
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

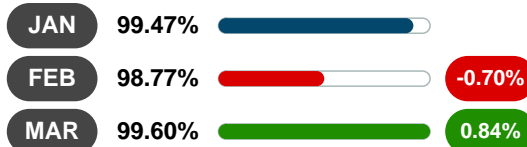


3 MONTHS

5 year MAR AVG = 98.89%

High Dec 2020 102.73% Low Jan 2017 96.92%

Average Sold/List Ratio this month at **99.60%** above the 5 yr MAR 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	
\$125,000 and less	12	8.22%	93.85%	96.96%	92.38%	90.64%	0.00%	
\$125,001 - \$150,000	15	10.27%	99.53%	100.00%	99.49%	0.00%	0.00%	
\$150,001 - \$200,000	27	18.49%	100.14%	0.00%	99.92%	101.12%	0.00%	
\$200,001 - \$250,000	27	18.49%	99.01%	0.00%	99.13%	98.34%	99.07%	
\$250,001 - \$325,000	33	22.60%	100.12%	96.60%	100.23%	100.45%	100.88%	
\$325,001 - \$375,000	15	10.27%	100.55%	0.00%	101.77%	98.91%	100.57%	
\$375,001 and up	17	11.64%	101.94%	0.00%	105.22%	101.66%	98.50%	
Average Sold/List Ratio		99.60%		97.25%	99.79%	99.64%	99.56%	
Total Closed Units		146	100%	99.60%	8	92	39	7
Total Closed Volume		36,642,407			982.34K	20.89M	12.10M	2.67M

March 2021



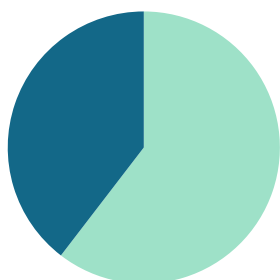
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

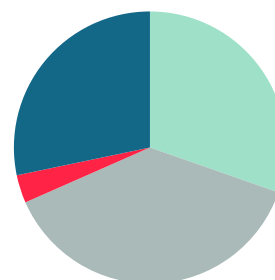


Inventory
 New Listings
200 = 60.42%
 Start Inventory
131
 Total Inventory Units
331
 Volume
\$98,945,864

Market Activity

Closed Sales
146 = 30.35%
 Pending Sales
183 = 38.05%
 Other Off Market
16 = 3.33%
 Active Inventory
136 = 28.27%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	111	146	31.53%	277	357	28.88%
Pending Sales	139	183	31.65%	361	436	20.78%
New Listings	172	200	16.28%	508	435	-14.37%
Average List Price	194,733	251,049	28.92%	189,651	238,235	25.62%
Average Sale Price	192,619	250,975	30.30%	186,868	237,433	27.06%
Average Percent of Selling Price to List Price	99.82%	99.60%	-0.22%	98.60%	99.32%	0.73%
Average Days on Market to Sale	37.89	27.36	-27.79%	37.11	26.15	-29.53%
Monthly Inventory	368	136	-63.04%	368	136	-63.04%
Months Supply of Inventory	3.12	0.98	-68.53%	3.12	0.98	-68.53%

Absorption: Last 12 months, an Average of **139** Sales/Month

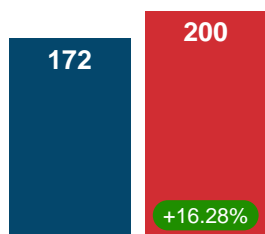
Inventory on March 31, 2021 = **136**

2020 **2021**

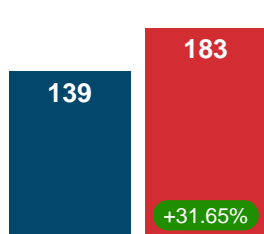
MARCH MARKET

AVERAGE PRICES

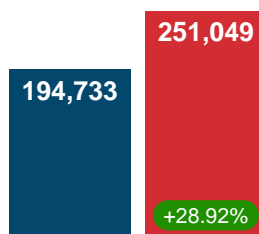
New Listings



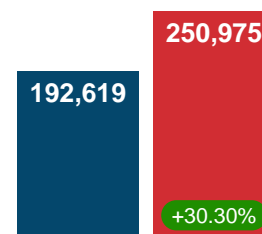
Pending Listings



List Price



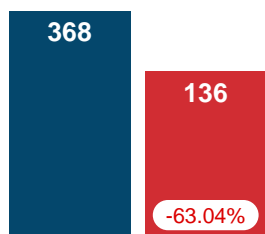
Sale Price



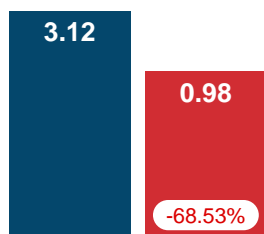
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

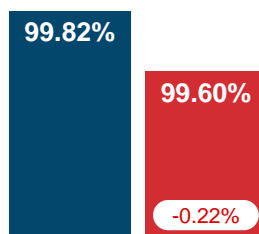
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

