

March 2021



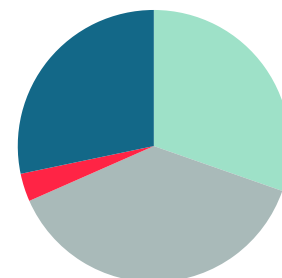
Area Delimited by County Of Wagoner - Residential Property Type



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%
Median List Price	177,154	242,783	37.05%
Median Sale Price	175,000	241,289	37.88%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	18.00	4.50	-75.00%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **37.88%** in March 2021 to \$241,289 versus the previous year at \$175,000.

Median Days on Market Shortens

The median number of **4.50** days that homes spent on the market before selling decreased by 13.50 days or **75.00%** in March 2021 compared to last year's same month at **18.00** DOM.

Sales Success for March 2021 is Positive

Overall, with Median 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.

What's in this Issue

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

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

March 2021



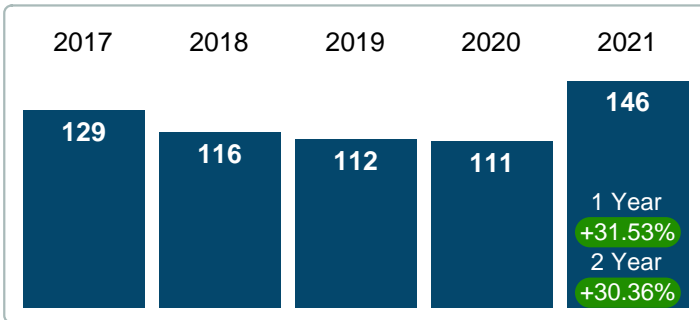
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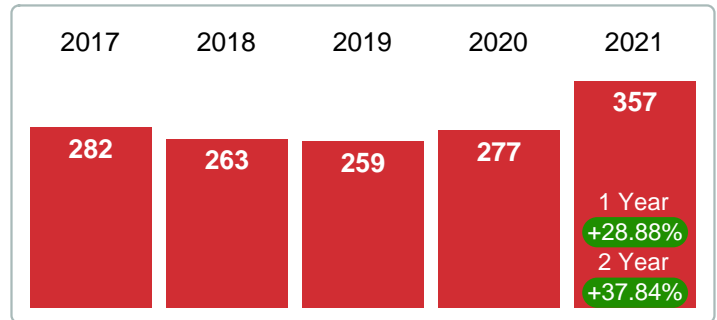
CLOSED LISTINGS

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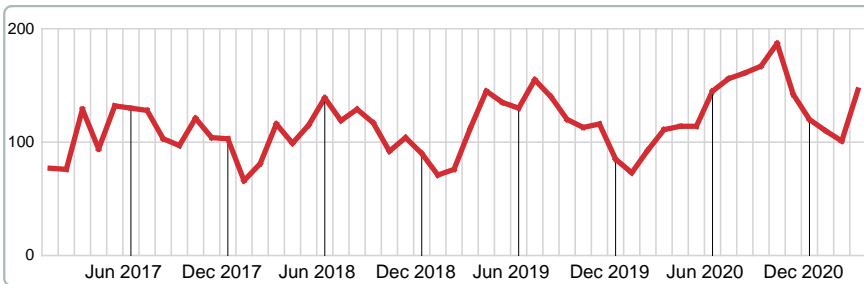
MARCH



YEAR TO DATE (YTD)

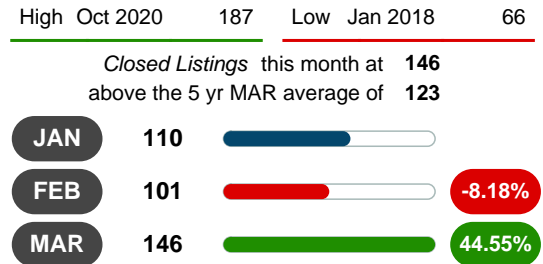


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 123



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	12	8.22%	9.5	5	4	3	0
\$125,001 - \$150,000	15	10.27%	12.0	1	14	0	0
\$150,001 - \$200,000	27	18.49%	3.0	0	22	5	0
\$200,001 - \$250,000	27	18.49%	7.0	0	22	4	1
\$250,001 - \$325,000	33	22.60%	4.0	2	18	11	2
\$325,001 - \$375,000	15	10.27%	2.0	0	8	6	1
\$375,001 and up	17	11.64%	2.0	0	4	10	3
Total Closed Units	146			8	92	39	7
Total Closed Volume	36,642,407	100%	4.5	982.34K	20.89M	12.10M	2.67M
Median Closed Price	\$241,289			\$82,500	\$219,950	\$307,100	\$350,000

March 2021



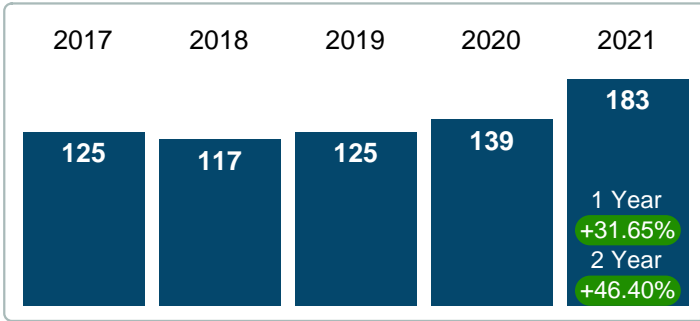
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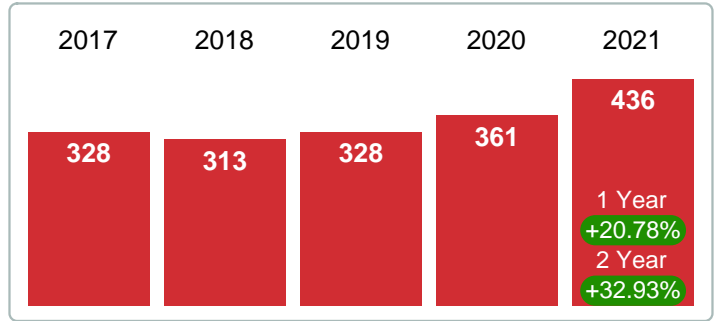
PENDING LISTINGS

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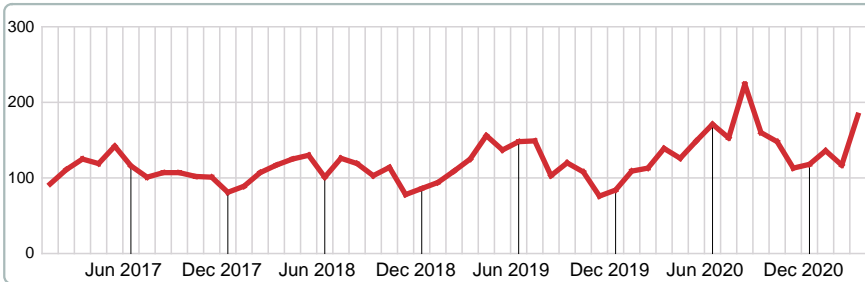
MARCH



YEAR TO DATE (YTD)

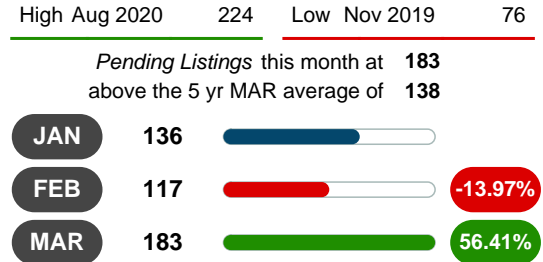


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 138



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	17	9.29%	6.0	4	11	2	0
\$125,001 - \$150,000	21	11.48%	4.0	1	19	1	0
\$150,001 - \$175,000	25	13.66%	2.0	1	23	1	0
\$175,001 - \$225,000	47	25.68%	4.0	0	39	8	0
\$225,001 - \$275,000	29	15.85%	3.0	0	20	6	3
\$275,001 - \$350,000	24	13.11%	4.0	0	9	12	3
\$350,001 and up	20	10.93%	4.0	0	7	10	3
Total Pending Units	183			6	128	40	9
Total Pending Volume	42,367,868	100%	4.0	533.00K	26.39M	12.23M	3.21M
Median Listing Price	\$209,000			\$83,000	\$187,408	\$286,480	\$310,000

March 2021



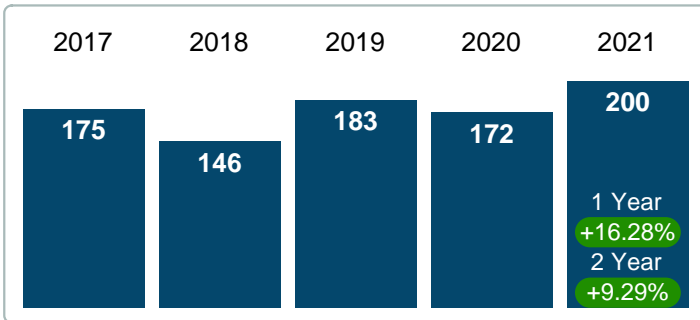
Area Delimited by County Of Wagoner - Residential Property Type



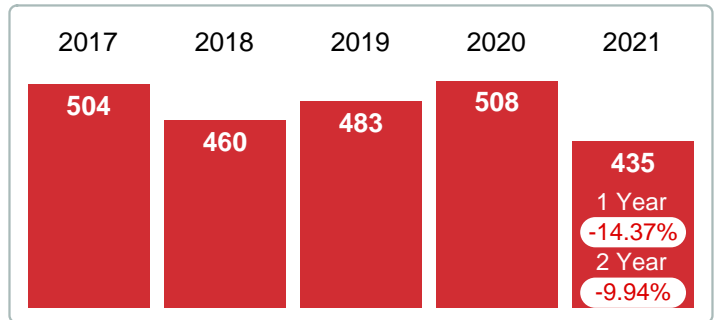
NEW LISTINGS

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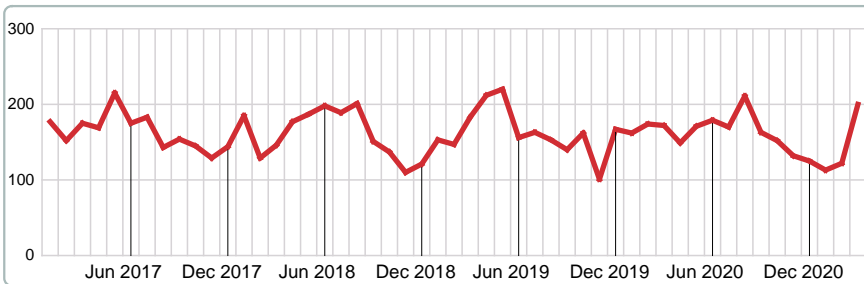
MARCH



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		%
\$125,000 and less	20	10.00%
\$125,001 - \$150,000	15	7.50%
\$150,001 - \$175,000	19	9.50%
\$175,001 - \$250,000	69	34.50%
\$250,001 - \$325,000	30	15.00%
\$325,001 - \$425,000	24	12.00%
\$425,001 and up	23	11.50%
Total New Listed Units	200	
Total New Listed Volume	55,702,391	100%
Median New Listed Listing Price	\$225,000	

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	5	13	1	1
\$125,001 - \$150,000	1	13	1	0
\$150,001 - \$175,000	1	17	1	0
\$175,001 - \$250,000	1	45	21	2
\$250,001 - \$325,000	0	13	14	3
\$325,001 - \$425,000	2	14	6	2
\$425,001 and up	0	6	15	2
Total	10	121	59	10
Total Volume	1.62M	27.42M	22.23M	4.43M
Median Price	\$125,000	\$200,000	\$285,000	\$316,950

March 2021



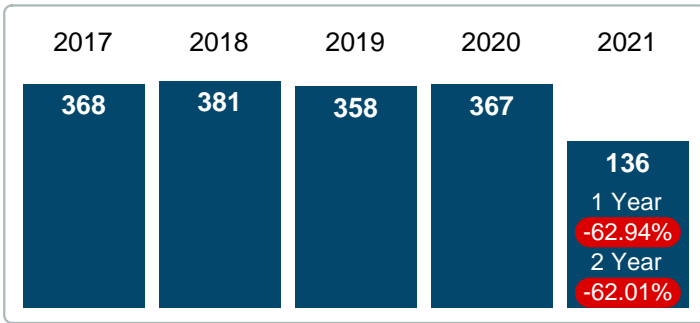
Area Delimited by County Of Wagoner - Residential Property Type



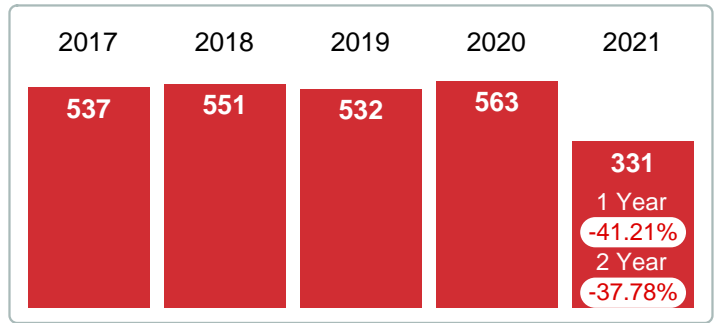
ACTIVE INVENTORY

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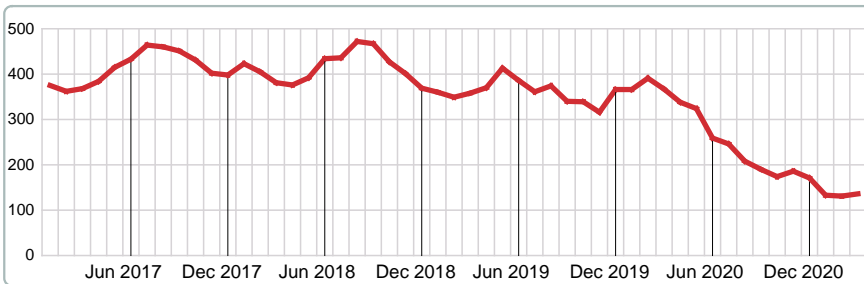
END OF MARCH



ACTIVE DURING MARCH

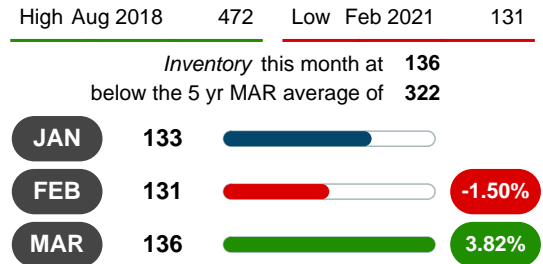


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 322



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	15	11.03%	48.0	6	7	1	1
\$100,001 - \$175,000	15	11.03%	50.0	3	11	1	0
\$175,001 - \$225,000	19	13.97%	8.0	1	11	7	0
\$225,001 - \$350,000	36	26.47%	19.5	2	21	11	2
\$350,001 - \$400,000	18	13.24%	36.5	1	12	5	0
\$400,001 - \$625,000	19	13.97%	67.0	0	7	12	0
\$625,001 and up	14	10.29%	39.0	2	2	7	3
Total Active Inventory by Units	136			15	71	44	6
Total Active Inventory by Volume	50,796,021	100%	25.0	4.85M	22.34M	19.81M	3.80M
Median Active Inventory Listing Price	\$297,450			\$139,000	\$273,500	\$385,700	\$485,000

March 2021



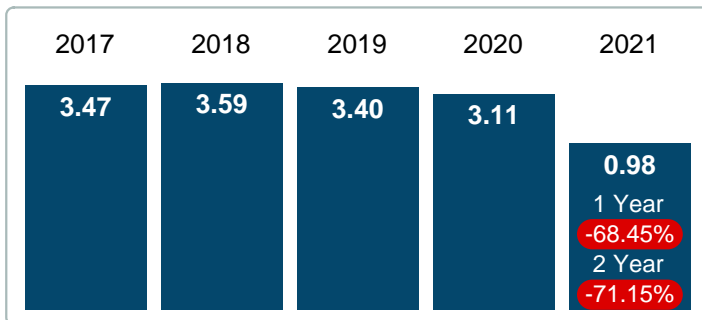
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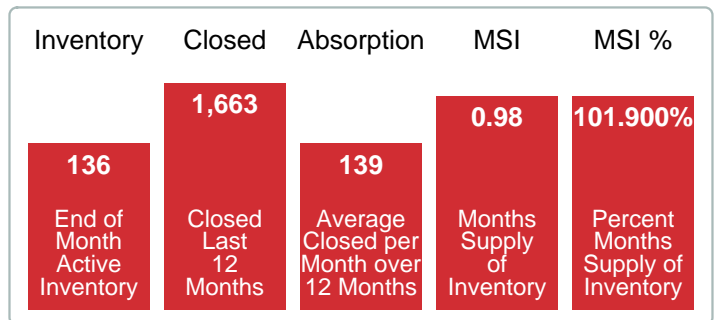
MONTHS SUPPLY of INVENTORY (MSI)

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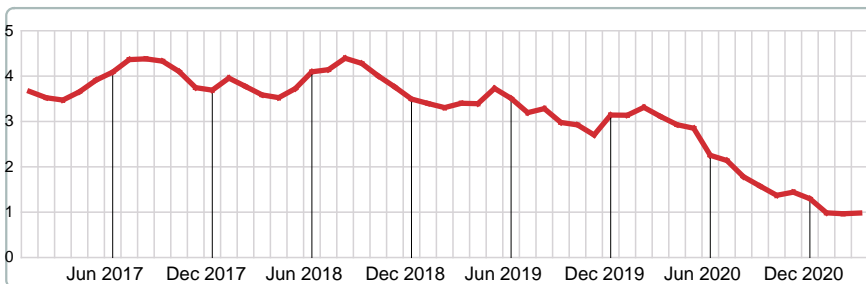
MSI FOR MARCH



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



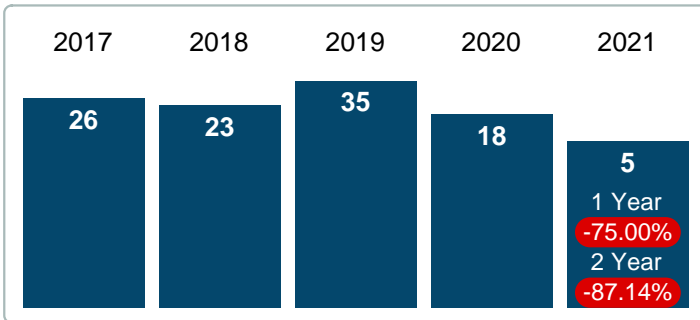
Area Delimited by County Of Wagoner - Residential Property Type



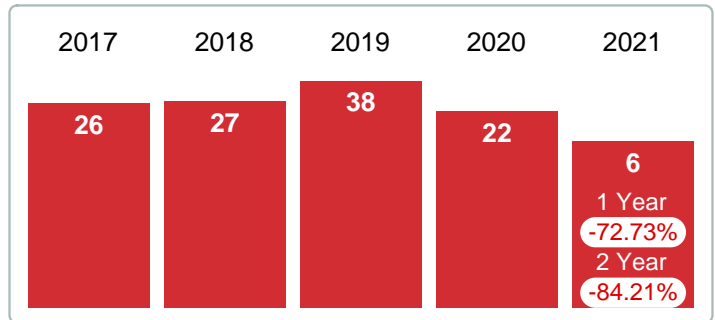
MEDIAN DAYS ON MARKET TO SALE

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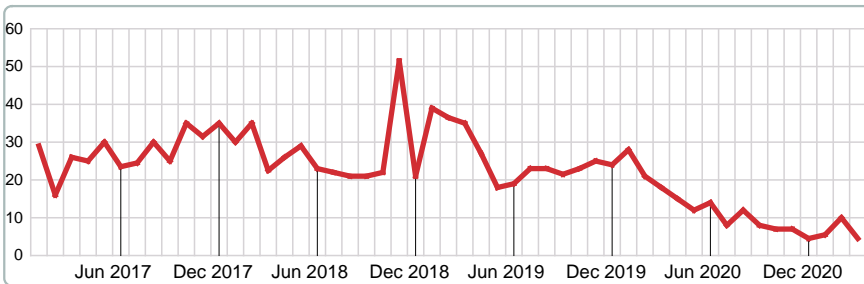
MARCH



YEAR TO DATE (YTD)

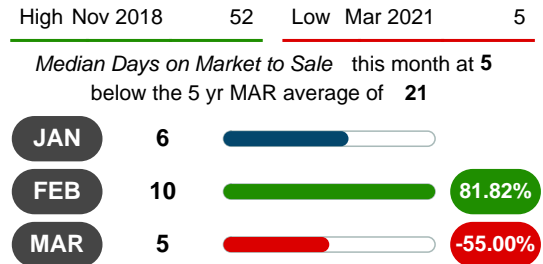


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 21



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8.22%	10	8	8	32	0
\$125,001 - \$150,000	10.27%	12	27	11	0	0
\$150,001 - \$200,000	18.49%	3	0	3	3	0
\$200,001 - \$250,000	18.49%	7	0	8	3	41
\$250,001 - \$325,000	22.60%	4	104	6	4	2
\$325,001 - \$375,000	10.27%	2	0	2	51	1
\$375,001 and up	11.64%	2	0	3	1	17
Median Closed DOM		5	25	4	3	2
Total Closed Units	100%	146	8	92	39	7
Total Closed Volume		36,642,407	982.34K	20.89M	12.10M	2.67M

March 2021



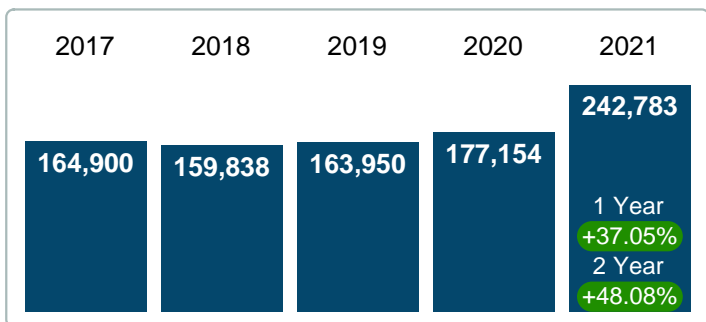
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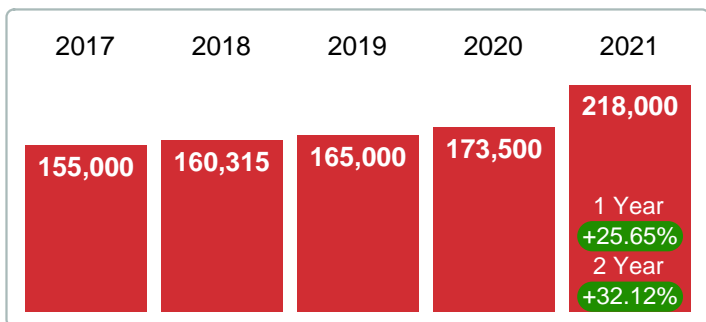
MEDIAN LIST PRICE AT CLOSING

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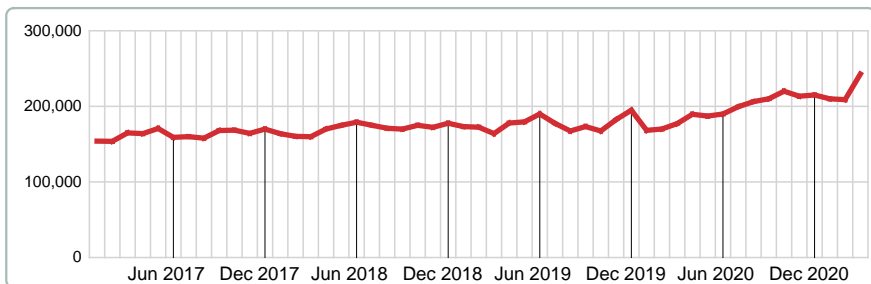
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 181,725

High Mar 2021 242,783 Low Feb 2017 153,700

Median List Price at Closing this month at **242,783**
above the 5 yr MAR average of **181,725**

Month	Price	Change
JAN	209,950	
FEB	208,900	-0.50%
MAR	242,783	16.22%

MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	11	7.53%	89,000	60,000	99,900	109,900	0
\$125,001 - \$150,000	14	9.59%	139,900	134,900	139,900	0	0
\$150,001 - \$200,000	29	19.86%	173,695	0	174,348	168,992	0
\$200,001 - \$250,000	26	17.81%	230,000	0	233,600	219,900	204,900
\$250,001 - \$325,000	33	22.60%	285,000	283,000	272,925	285,000	292,500
\$325,001 - \$375,000	16	10.96%	349,000	0	345,500	368,365	348,000
\$375,001 and up	17	11.64%	406,830	0	395,000	446,419	397,500
Median List Price			242,783	87,000	219,950	304,900	348,000
Total Closed Units		100%	242,783	8	92	39	7
Total Closed Volume			36,653,212	1.01M	20.87M	12.07M	2.70M

March 2021



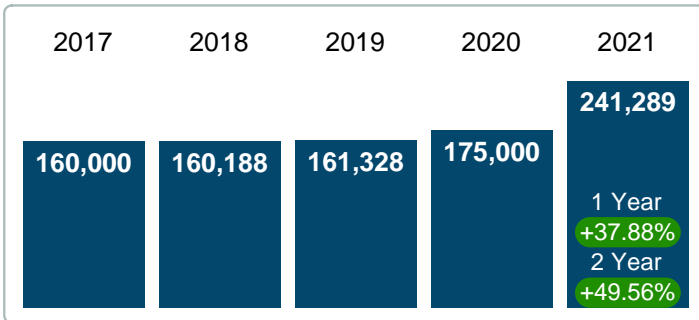
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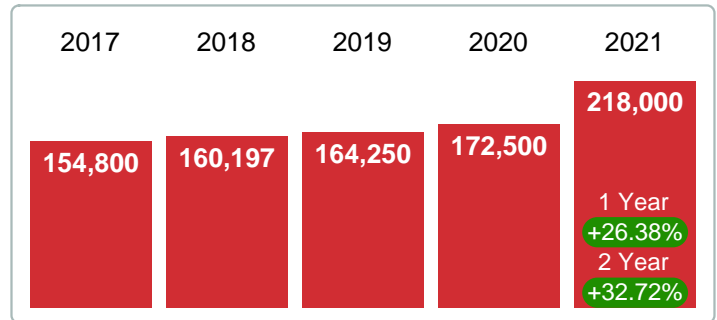
MEDIAN SOLD PRICE AT CLOSING

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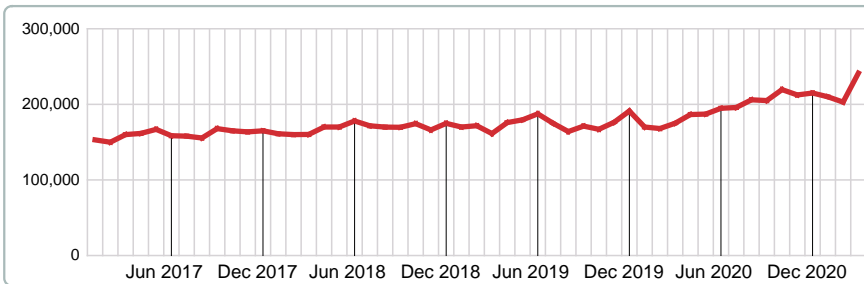
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

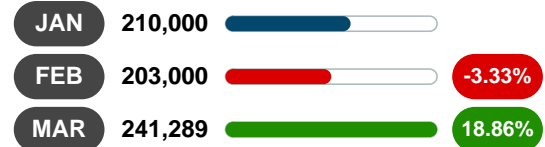


3 MONTHS

5 year MAR AVG = 179,561

High Mar 2021 241,289 Low Feb 2017 149,883

Median Sold Price at Closing this month at **241,289** above the 5 yr MAR average of **179,561**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8.22%	87,500	60,000	98,450	101,000	0
\$125,001 - \$150,000	10.27%	145,000	134,900	145,200	0	0
\$150,001 - \$200,000	18.49%	177,968	0	178,250	177,968	0
\$200,001 - \$250,000	18.49%	230,000	0	233,600	227,500	203,000
\$250,001 - \$325,000	22.60%	284,000	273,400	275,463	290,000	295,000
\$325,001 - \$375,000	10.27%	357,000	0	353,541	358,500	350,000
\$375,001 and up	11.64%	435,000	0	385,000	454,710	397,500
Median Sold Price		241,289	82,500	219,950	307,100	350,000
Total Closed Units	100%	241,289	8	92	39	7
Total Closed Volume		36,642,407	982.34K	20.89M	12.10M	2.67M

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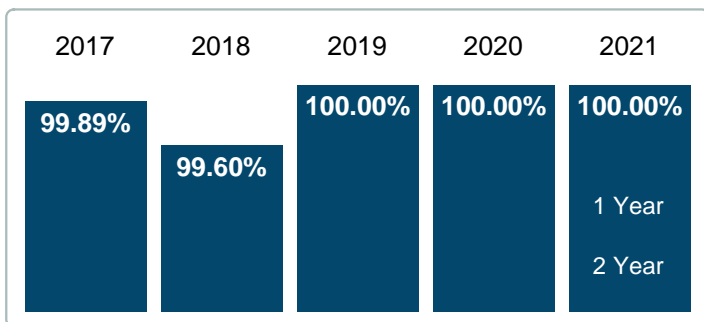
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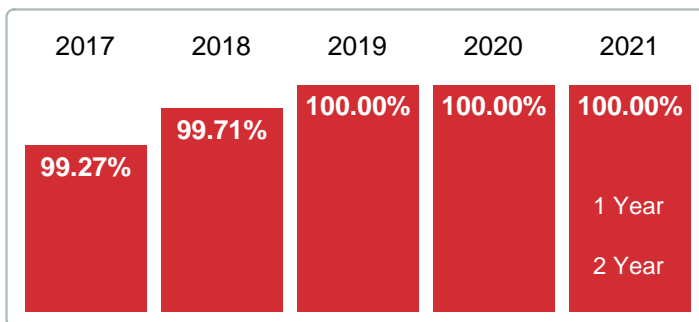
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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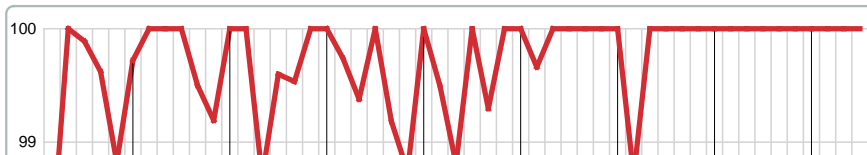
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 99.90%

High Mar 2021 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr MAR average of **99.90%**

- JAN 100.00%
- FEB 100.00%
- MAR 100.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	12	8.22%	95.34%	95.51%	95.45%	91.82%	0.00%
\$125,001 - \$150,000	15	10.27%	100.00%	100.00%	100.00%	0.00%	0.00%
\$150,001 - \$200,000	27	18.49%	100.00%	0.00%	100.00%	100.00%	0.00%
\$200,001 - \$250,000	27	18.49%	100.00%	0.00%	100.00%	101.16%	99.07%
\$250,001 - \$325,000	33	22.60%	100.00%	96.60%	100.12%	100.00%	100.88%
\$325,001 - \$375,000	15	10.27%	100.00%	0.00%	100.39%	100.00%	100.57%
\$375,001 and up	17	11.64%	100.00%	0.00%	103.93%	100.00%	100.00%
Median Sold/List Ratio		100.00%		96.60%	100.00%	100.00%	100.00%
Total Closed Units		146	100%	8	92	39	7
Total Closed Volume		36,642,407		982.34K	20.89M	12.10M	2.67M

March 2021



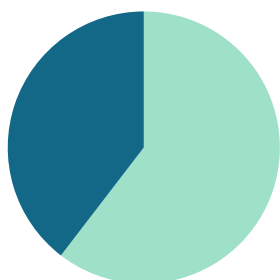
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

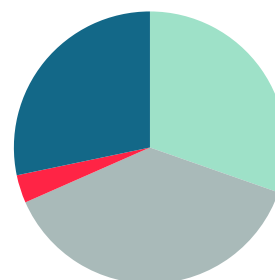


Inventory
 New Listings
200 = 60.42%
 Start Inventory
131
 Total Inventory Units
331
 Volume
\$98,945,864

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%
Median List Price	177,154	242,783	37.05%	173,500	218,000	25.65%
Median Sale Price	175,000	241,289	37.88%	172,500	218,000	26.38%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	18.00	4.50	-75.00%	22.00	6.00	-72.73%
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

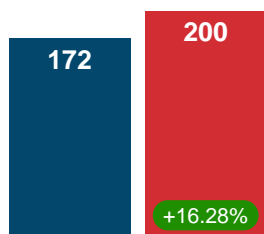
Inventory on March 31, 2021 = **136**

2020 **2021**

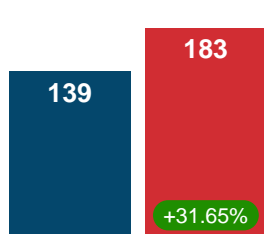
MARCH MARKET

MEDIAN PRICES

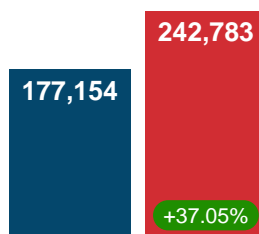
New Listings



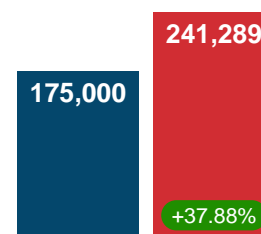
Pending Listings



List Price



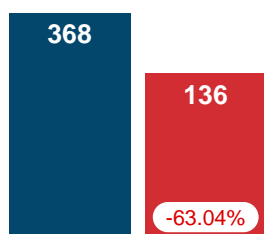
Sale Price



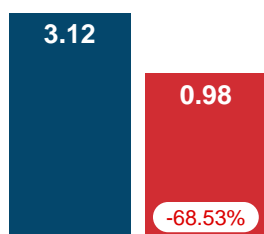
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

