

November 2021



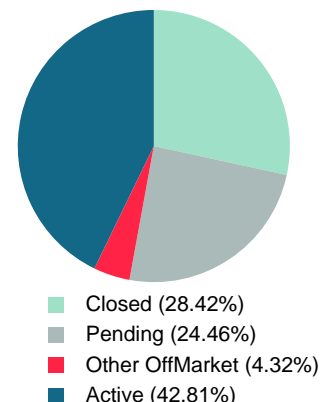
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | November | | |
|--|----------|---------|---------|
| | 2020 | 2021 | +/-% |
| Closed Listings | 142 | 158 | 11.27% |
| Pending Listings | 113 | 136 | 20.35% |
| New Listings | 132 | 139 | 5.30% |
| Average List Price | 241,345 | 260,540 | 7.95% |
| Average Sale Price | 238,640 | 260,544 | 9.18% |
| Average Percent of Selling Price to List Price | 100.29% | 102.88% | 2.58% |
| Average Days on Market to Sale | 22.54 | 18.87 | -16.28% |
| End of Month Inventory | 186 | 238 | 27.96% |
| Months Supply of Inventory | 1.44 | 1.55 | 7.65% |



Absorption: Last 12 months, an Average of **153** Sales/Month
Active Inventory as of November 30, 2021 = **238**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of November 2021 rose **27.96%** to 238 existing homes available for sale. Over the last 12 months this area has had an average of 153 closed sales per month. This represents an unsold inventory index of **1.55** 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 **9.18%** in November 2021 to \$260,544 versus the previous year at \$238,640.

Average Days on Market Shortens

The average number of **18.87** days that homes spent on the market before selling decreased by 3.67 days or **16.28%** in November 2021 compared to last year's same month at **22.54** DOM.

Sales Success for November 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 139 New Listings in November 2021, up **5.30%** from last year at 132. Furthermore, there were 158 Closed Listings this month versus last year at 142, a **11.27%** increase.

Closed versus Listed trends yielded a **113.7%** ratio, up from previous year's, November 2020, at **107.6%**, a **5.66%** upswing. This will certainly create pressure on an increasing 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

November 2021



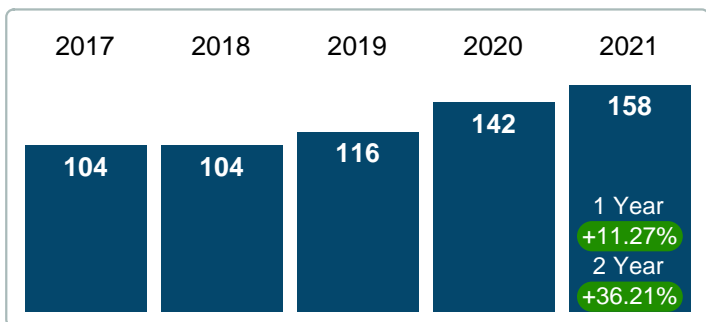
Area Delimited by County Of Wagoner - Residential Property Type



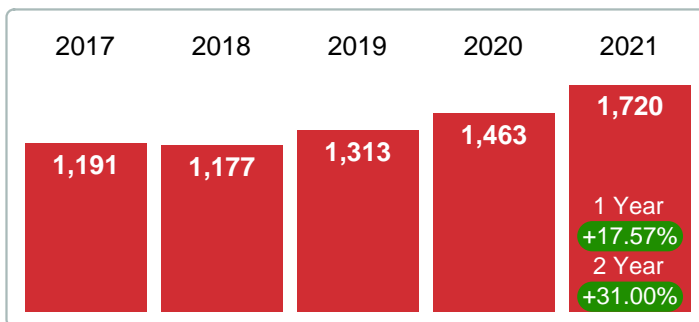
CLOSED LISTINGS

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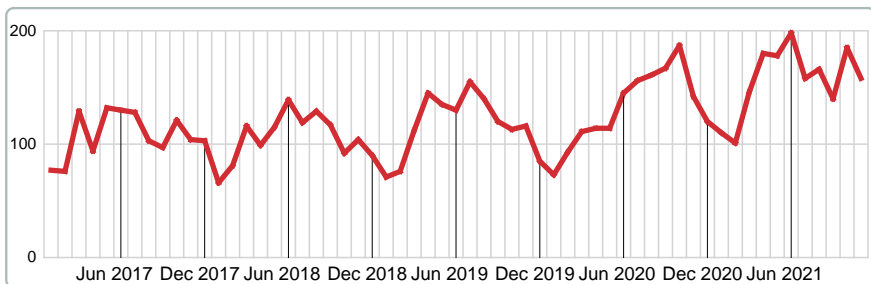
NOVEMBER



YEAR TO DATE (YTD)

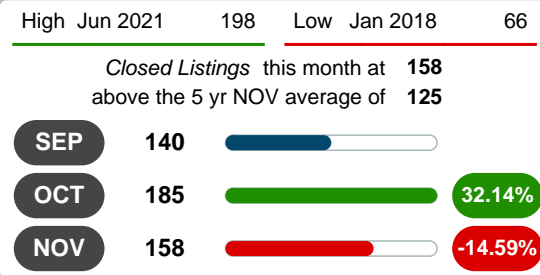


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 125



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 | 13 | 8.23% | 28.5 | 5 | 5 | 2 | 1 |
| \$125,001 - \$175,000 | 18 | 11.39% | 13.8 | 2 | 14 | 2 | 0 |
| \$175,001 - \$200,000 | 20 | 12.66% | 11.5 | 0 | 17 | 3 | 0 |
| \$200,001 - \$275,000 | 48 | 30.38% | 18.7 | 2 | 33 | 13 | 0 |
| \$275,001 - \$300,000 | 18 | 11.39% | 15.9 | 0 | 12 | 5 | 1 |
| \$300,001 - \$400,000 | 24 | 15.19% | 17.8 | 1 | 13 | 9 | 1 |
| \$400,001 and up | 17 | 10.76% | 30.9 | 0 | 4 | 12 | 1 |
| Total Closed Units | 158 | | | 10 | 98 | 46 | 4 |
| Total Closed Volume | 41,165,947 | 100% | 18.9 | 1.47M | 23.57M | 14.96M | 1.18M |
| Average Closed Price | \$260,544 | | | \$146,590 | \$240,464 | \$325,134 | \$294,602 |

November 2021



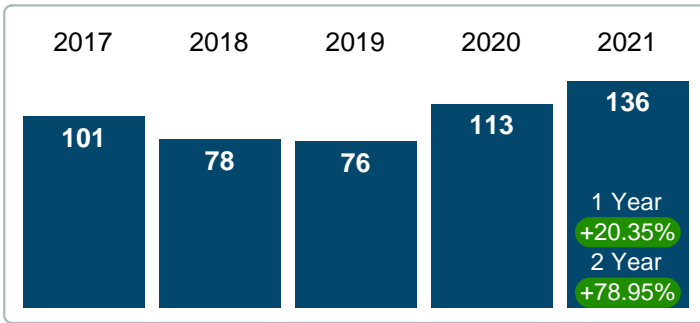
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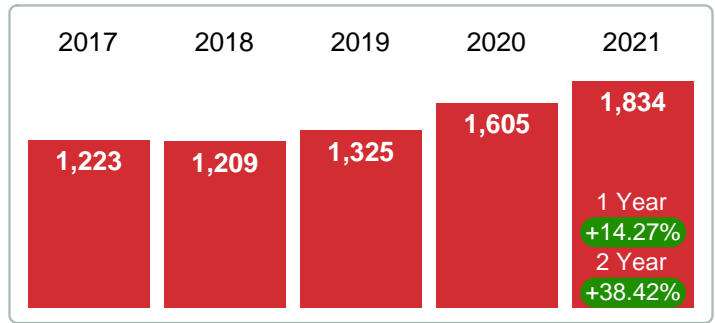
PENDING LISTINGS

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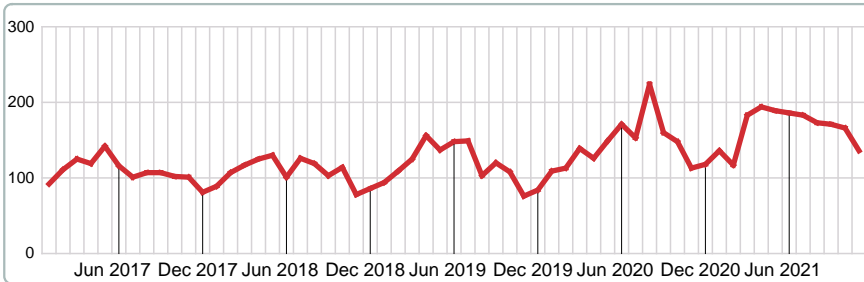
NOVEMBER



YEAR TO DATE (YTD)

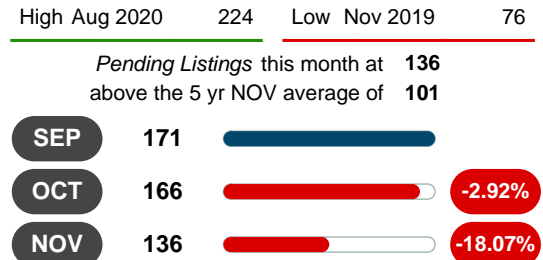


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 101



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 | 8.82% | 53.8 | 3 | 8 | 1 | 0 |
| \$125,001 - \$175,000 | 8 | 5.88% | 33.4 | 1 | 7 | 0 | 0 |
| \$175,001 - \$225,000 | 35 | 25.74% | 13.0 | 0 | 31 | 3 | 1 |
| \$225,001 - \$275,000 | 30 | 22.06% | 25.5 | 1 | 17 | 12 | 0 |
| \$275,001 - \$325,000 | 16 | 11.76% | 17.9 | 0 | 9 | 7 | 0 |
| \$325,001 - \$450,000 | 20 | 14.71% | 46.6 | 0 | 10 | 9 | 1 |
| \$450,001 and up | 15 | 11.03% | 49.7 | 0 | 5 | 7 | 3 |
| Total Pending Units | 136 | | | 5 | 87 | 39 | 5 |
| Total Pending Volume | 37,057,741 | 100% | 30.6 | 606.00K | 21.32M | 12.96M | 2.17M |
| Average Listing Price | \$272,855 | | | \$121,200 | \$245,033 | \$332,333 | \$434,580 |

November 2021



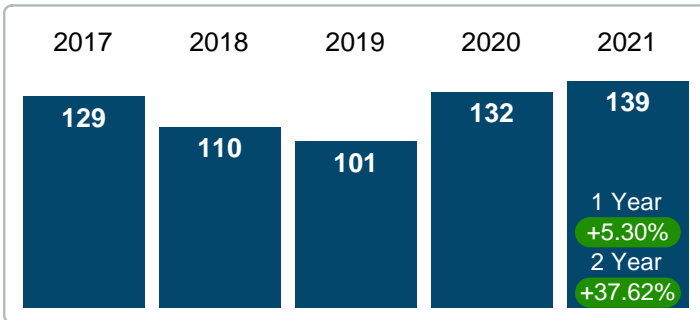
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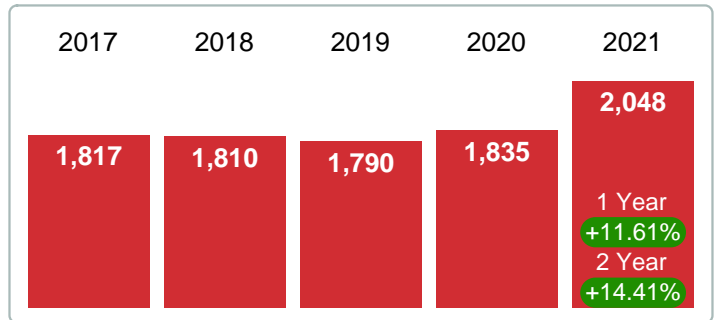
NEW LISTINGS

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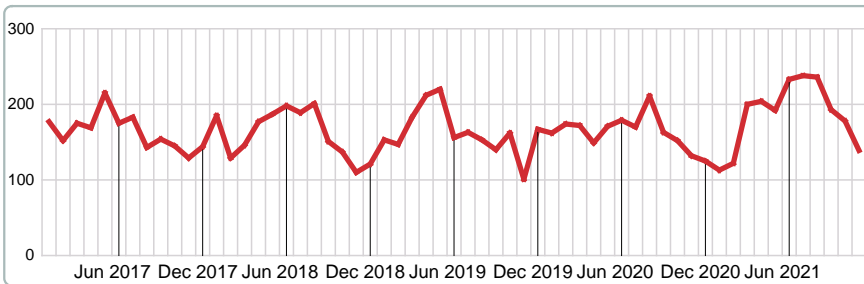
NOVEMBER



YEAR TO DATE (YTD)

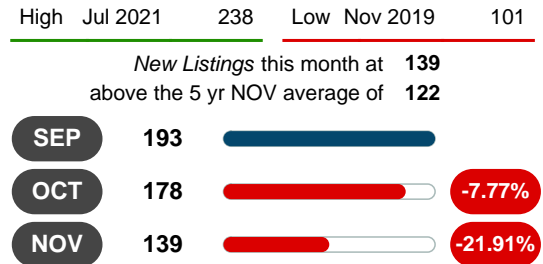


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 122



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | | Bedroom Distribution | | | |
|---|-------------------|-------------|----------------------|------------------|------------------|------------------|
| Price Range | Count | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
| \$125,000 and less | 13 | 9.35% | 4 | 7 | 2 | 0 |
| \$125,001 - \$175,000 | 10 | 7.19% | 0 | 8 | 2 | 0 |
| \$175,001 - \$200,000 | 19 | 13.67% | 0 | 17 | 2 | 0 |
| \$200,001 - \$275,000 | 46 | 33.09% | 1 | 33 | 11 | 1 |
| \$275,001 - \$325,000 | 20 | 14.39% | 1 | 10 | 9 | 0 |
| \$325,001 - \$475,000 | 16 | 11.51% | 0 | 7 | 9 | 0 |
| \$475,001 and up | 15 | 10.79% | 1 | 4 | 8 | 2 |
| Total New Listed Units | 139 | | 7 | 86 | 43 | 3 |
| Total New Listed Volume | 42,153,624 | 100% | 2.39M | 23.83M | 14.63M | 1.30M |
| Average New Listed Listing Price | \$262,121 | | \$341,143 | \$277,071 | \$340,315 | \$434,667 |

November 2021



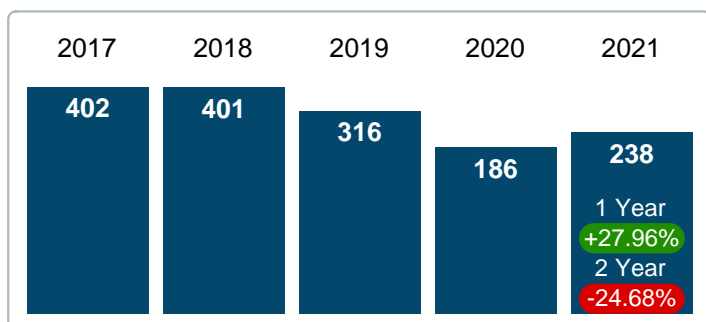
Area Delimited by County Of Wagoner - Residential Property Type



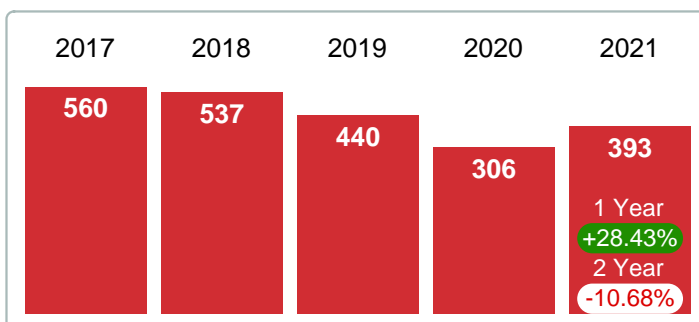
ACTIVE INVENTORY

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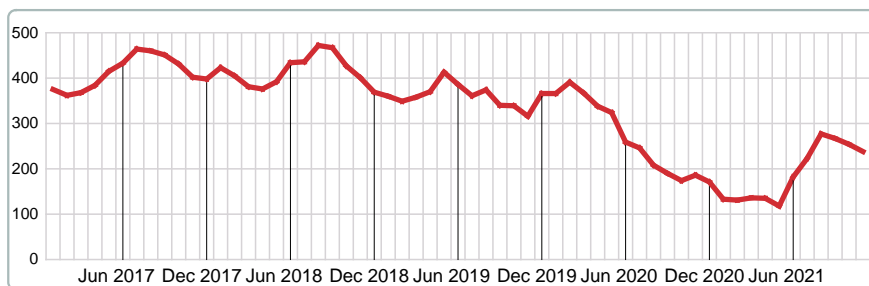
END OF NOVEMBER



ACTIVE DURING NOVEMBER

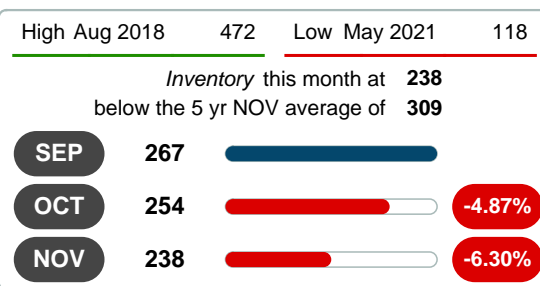


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 309



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|--------|------------|-----------|-----------|-----------|-----------|
| \$125,000 and less | 23 | 9.66% | 62.4 | 9 | 8 | 5 | 1 |
| \$125,001 - \$175,000 | 24 | 10.08% | 73.5 | 2 | 17 | 4 | 1 |
| \$175,001 - \$250,000 | 40 | 16.81% | 57.9 | 0 | 29 | 11 | 0 |
| \$250,001 - \$300,000 | 44 | 18.49% | 57.1 | 1 | 21 | 21 | 1 |
| \$300,001 - \$400,000 | 50 | 21.01% | 105.8 | 1 | 23 | 25 | 1 |
| \$400,001 - \$625,000 | 33 | 13.87% | 103.6 | 1 | 9 | 17 | 6 |
| \$625,001 and up | 24 | 10.08% | 73.3 | 1 | 6 | 7 | 10 |
| Total Active Inventory by Units | | | 238 | 15 | 113 | 90 | 20 |
| Total Active Inventory by Volume | | | 81,810,698 | 3.41M | 34.05M | 31.03M | 13.32M |
| Average Active Inventory Listing Price | | | \$343,742 | \$227,633 | \$301,299 | \$344,760 | \$666,055 |

November 2021



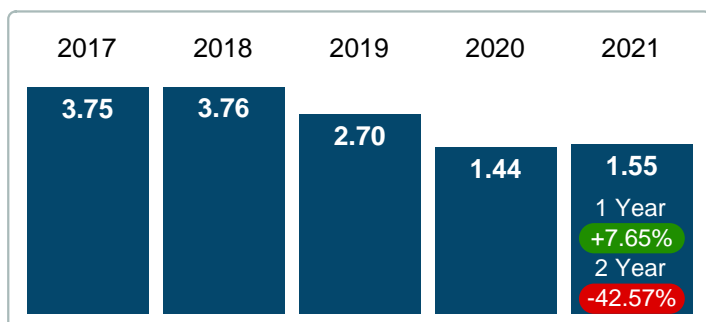
Area Delimited by County Of Wagoner - Residential Property Type



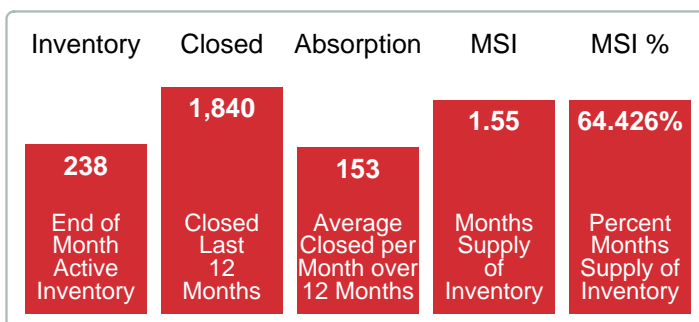
MONTHS SUPPLY of INVENTORY (MSI)

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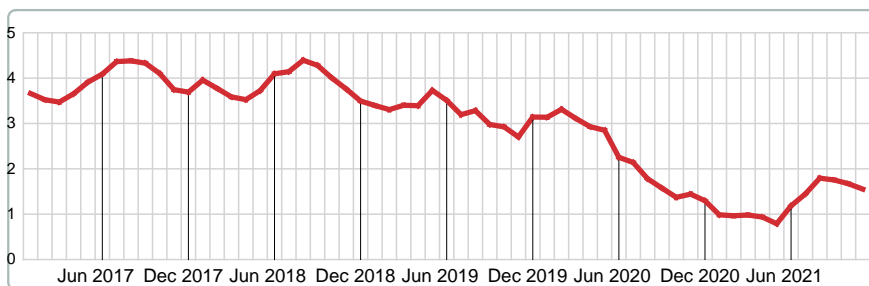
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2021



5 YEAR MARKET ACTIVITY TRENDS

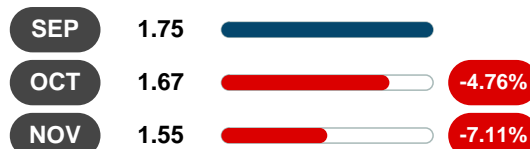


3 MONTHS

5 year NOV AVG = 2.64

High Aug 2018 4.39 Low May 2021 0.79

Months Supply this month at 1.55 below the 5 yr NOV average of 2.64



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 |
|---|----|--------|-------|----------|--------|--------|---------|
| \$125,000 and less | 23 | 9.66% | 1.84 | 2.04 | 1.12 | 6.67 | 6.00 |
| \$125,001 - \$175,000 | 24 | 10.08% | 0.96 | 0.83 | 0.84 | 1.78 | 12.00 |
| \$175,001 - \$250,000 | 40 | 16.81% | 0.72 | 0.00 | 0.69 | 0.92 | 0.00 |
| \$250,001 - \$300,000 | 44 | 18.49% | 1.95 | 3.00 | 1.58 | 2.55 | 1.50 |
| \$300,001 - \$400,000 | 50 | 21.01% | 2.14 | 2.40 | 2.12 | 2.44 | 0.52 |
| \$400,001 - \$625,000 | 33 | 13.87% | 2.73 | 12.00 | 2.77 | 2.43 | 3.43 |
| \$625,001 and up | 24 | 10.08% | 12.52 | 0.00 | 14.40 | 7.00 | 20.00 |
| Market Supply of Inventory (MSI) | | | 1.55 | 1.71 | 1.16 | 2.17 | 3.53 |
| Total Active Inventory by Units | | 100% | 1.55 | 15 | 113 | 90 | 20 |

November 2021



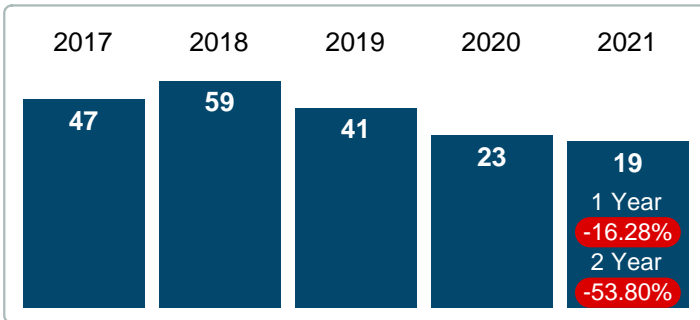
Area Delimited by County Of Wagoner - Residential Property Type



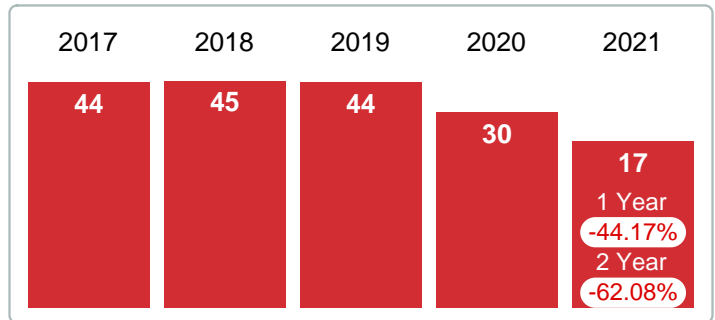
AVERAGE DAYS ON MARKET TO SALE

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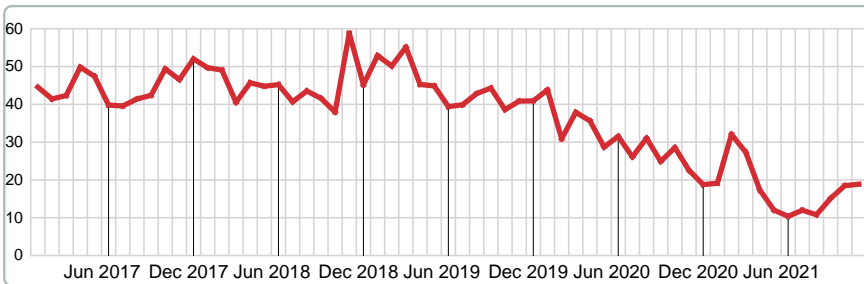
NOVEMBER



YEAR TO DATE (YTD)

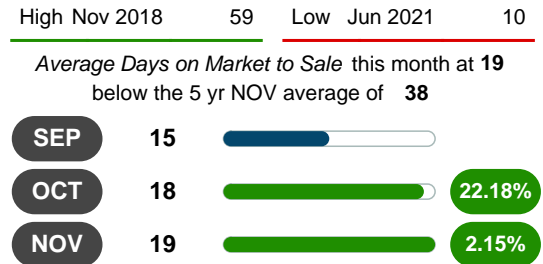


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 38



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 | 8.23% | 28 | 14 | 16 | 75 | 69 |
| \$125,001 - \$175,000 | 11.39% | 14 | 20 | 15 | 4 | 0 |
| \$175,001 - \$200,000 | 12.66% | 11 | 0 | 5 | 48 | 0 |
| \$200,001 - \$275,000 | 30.38% | 19 | 93 | 9 | 32 | 0 |
| \$275,001 - \$300,000 | 11.39% | 16 | 0 | 12 | 28 | 3 |
| \$300,001 - \$400,000 | 15.19% | 18 | 9 | 23 | 11 | 11 |
| \$400,001 and up | 10.76% | 31 | 0 | 31 | 34 | 1 |
| Average Closed DOM | | 19 | 31 | 13 | 30 | 21 |
| Total Closed Units | 100% | 158 | 10 | 98 | 46 | 4 |
| Total Closed Volume | | 41,165,947 | 1.47M | 23.57M | 14.96M | 1.18M |

November 2021



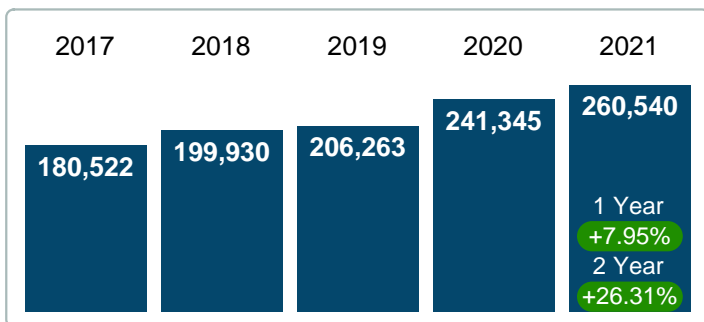
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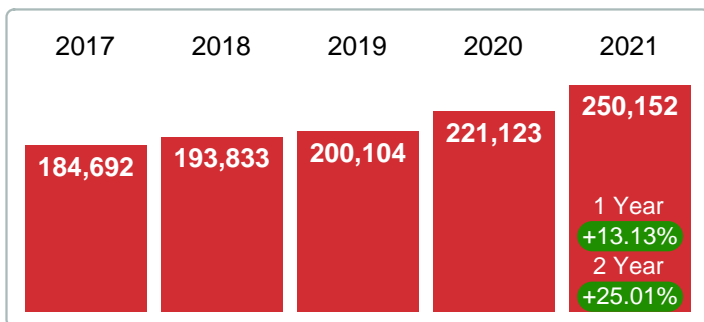
AVERAGE LIST PRICE AT CLOSING

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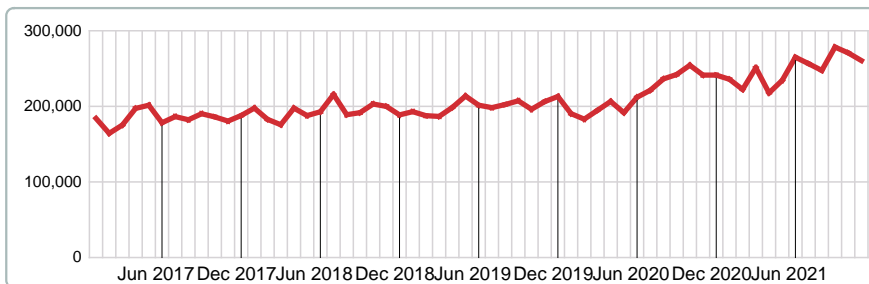
NOVEMBER



YEAR TO DATE (YTD)

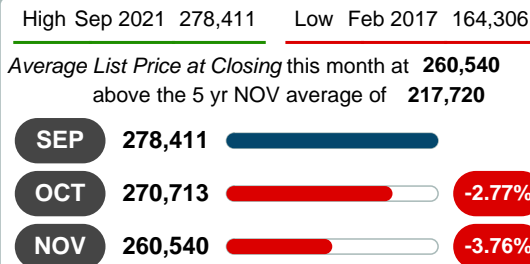


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 217,720



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 | 12 | 7.59% | 88,358 | 81,560 | 110,320 | 114,950 | 115,000 | |
| \$125,001 - \$175,000 | 19 | 12.03% | 153,737 | 155,950 | 147,507 | 157,450 | 0 | |
| \$175,001 - \$200,000 | 23 | 14.56% | 191,070 | 0 | 189,083 | 207,500 | 0 | |
| \$200,001 - \$275,000 | 46 | 29.11% | 232,688 | 230,000 | 224,490 | 242,290 | 0 | |
| \$275,001 - \$300,000 | 18 | 11.39% | 287,390 | 0 | 282,981 | 283,189 | 289,900 | |
| \$300,001 - \$400,000 | 24 | 15.19% | 350,564 | 334,900 | 354,742 | 336,388 | 339,900 | |
| \$400,001 and up | 16 | 10.13% | 531,204 | 0 | 527,725 | 528,272 | 448,609 | |
| Average List Price | | 260,540 | | 151,460 | 238,343 | 328,256 | 298,352 | |
| Total Closed Units | | 158 | 100% | 260,540 | 10 | 98 | 46 | 4 |
| Total Closed Volume | | 41,165,368 | | | 1.51M | 23.36M | 15.10M | 1.19M |

November 2021



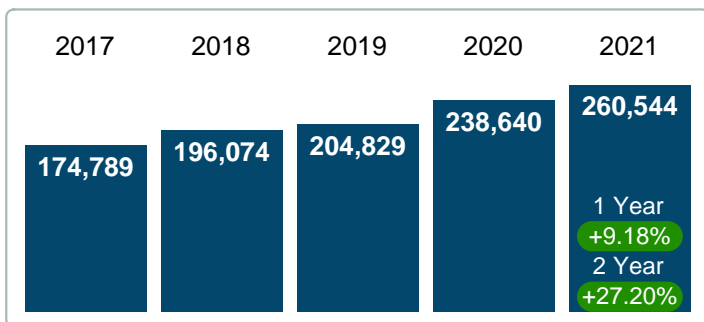
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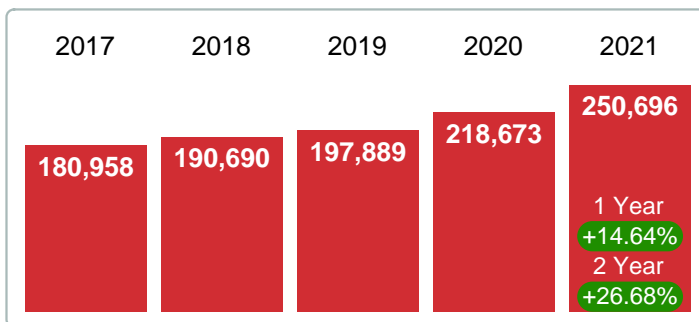
AVERAGE SOLD PRICE AT CLOSING

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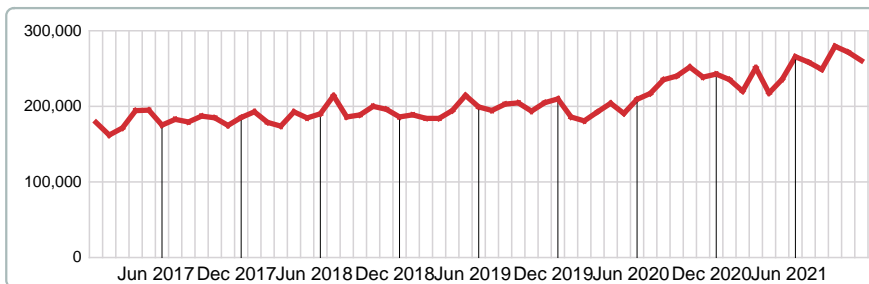
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

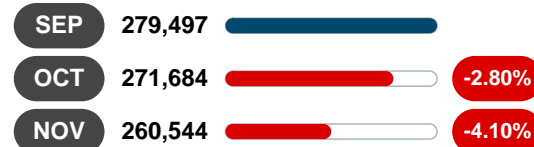


3 MONTHS

5 year NOV AVG = 214,975

High Sep 2021 279,497 Low Feb 2017 162,034

Average Sold Price at Closing this month at **260,544** above the 5 yr NOV average of **214,975**



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 | 8.23% | 90,462 | 76,000 | 97,200 | 102,500 | 105,000 |
| \$125,001 - \$175,000 | 11.39% | 156,181 | 159,500 | 155,304 | 159,000 | 0 |
| \$175,001 - \$200,000 | 12.66% | 190,290 | 0 | 190,283 | 190,333 | 0 |
| \$200,001 - \$275,000 | 30.38% | 230,838 | 215,000 | 228,037 | 240,386 | 0 |
| \$275,001 - \$300,000 | 11.39% | 287,423 | 0 | 288,323 | 283,789 | 294,800 |
| \$300,001 - \$400,000 | 15.19% | 344,622 | 336,900 | 351,186 | 337,622 | 330,000 |
| \$400,001 and up | 10.76% | 520,478 | 0 | 529,975 | 523,301 | 448,609 |
| Average Sold Price | | 260,544 | 146,590 | 240,464 | 325,134 | 294,602 |
| Total Closed Units | 100% | 260,544 | 10 | 98 | 46 | 4 |
| Total Closed Volume | | 41,165,947 | 1.47M | 23.57M | 14.96M | 1.18M |

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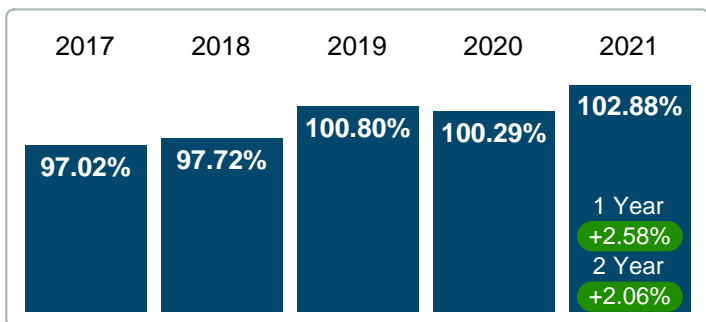
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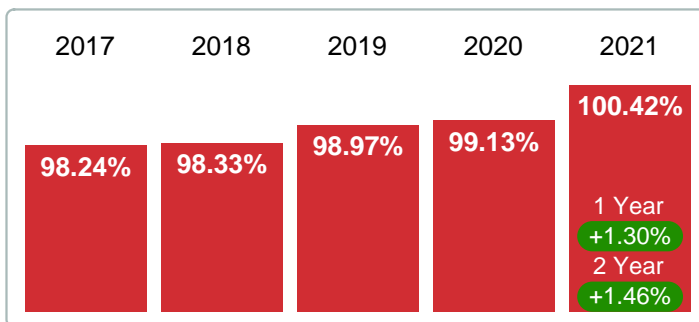
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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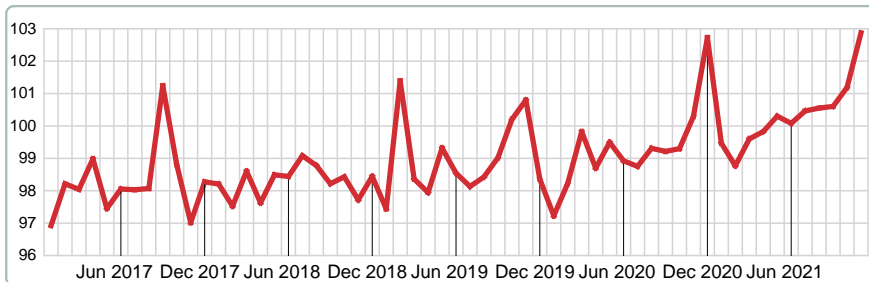
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

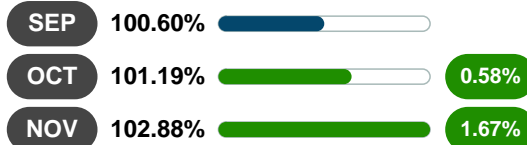


3 MONTHS

5 year NOV AVG = 99.74%

High Nov 2021 102.88% Low Jan 2017 96.92%

Average Sold/List Ratio this month at **102.88%** above the 5 yr NOV average of **99.74%**



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 | 13 | 8.23% | 90.80% | 91.28% | 91.07% | 88.70% | 91.30% | |
| \$125,001 - \$175,000 | 18 | 11.39% | 129.63% | 102.54% | 137.57% | 101.11% | 0.00% | |
| \$175,001 - \$200,000 | 20 | 12.66% | 99.49% | 0.00% | 100.68% | 92.75% | 0.00% | |
| \$200,001 - \$275,000 | 48 | 30.38% | 100.72% | 93.59% | 101.72% | 99.28% | 0.00% | |
| \$275,001 - \$300,000 | 18 | 11.39% | 101.54% | 0.00% | 102.08% | 100.21% | 101.69% | |
| \$300,001 - \$400,000 | 24 | 15.19% | 99.59% | 100.60% | 99.16% | 100.39% | 97.09% | |
| \$400,001 and up | 17 | 10.76% | 99.91% | 0.00% | 100.44% | 99.72% | 100.00% | |
| Average Sold/List Ratio | | 102.90% | | 94.93% | 105.77% | 98.91% | 97.52% | |
| Total Closed Units | | 158 | 100% | 102.90% | 10 | 98 | 46 | 4 |
| Total Closed Volume | | 41,165,947 | | | 1.47M | 23.57M | 14.96M | 1.18M |

November 2021



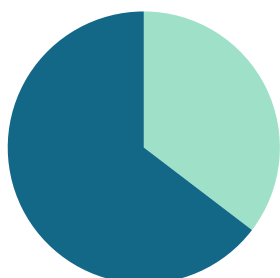
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

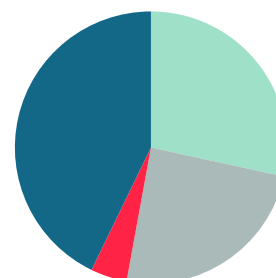


Inventory
 New Listings
139 = 35.37%
 Start Inventory
254
 Total Inventory Units
393
 Volume
\$124,244,911

Market Activity

Closed Sales
158 = 28.42%
 Pending Sales
136 = 24.46%
 Other Off Market
24 = 4.32%
 Active Inventory
238 = 42.81%

MARKET ACTIVITY



| Compared Metrics | November | | | Year to Date | | |
|--|----------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 142 | 158 | 11.27% | 1,463 | 1,720 | 17.57% |
| Pending Sales | 113 | 136 | 20.35% | 1,605 | 1,834 | 14.27% |
| New Listings | 132 | 139 | 5.30% | 1,835 | 2,048 | 11.61% |
| Average List Price | 241,345 | 260,540 | 7.95% | 221,123 | 250,152 | 13.13% |
| Average Sale Price | 238,640 | 260,544 | 9.18% | 218,673 | 250,696 | 14.64% |
| Average Percent of Selling Price to List Price | 100.29% | 102.88% | 2.58% | 99.13% | 100.42% | 1.30% |
| Average Days on Market to Sale | 22.54 | 18.87 | -16.28% | 30.05 | 16.77 | -44.17% |
| Monthly Inventory | 186 | 238 | 27.96% | 186 | 238 | 27.96% |
| Months Supply of Inventory | 1.44 | 1.55 | 7.65% | 1.44 | 1.55 | 7.65% |

Absorption: Last 12 months, an Average of **153** Sales/Month

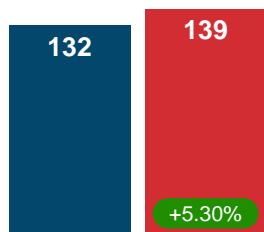
Inventory on November 30, 2021 = **238**

2020 **2021**

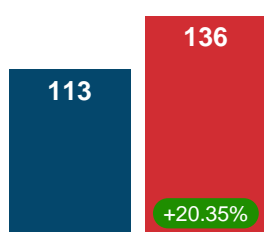
NOVEMBER MARKET

AVERAGE PRICES

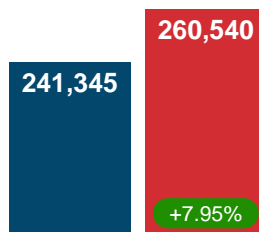
New Listings



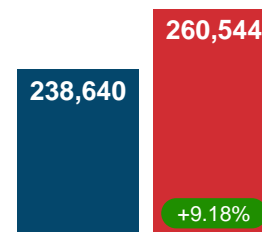
Pending Listings



List Price



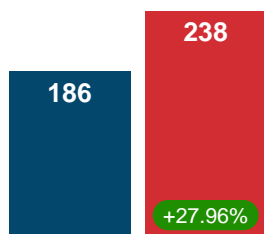
Sale Price



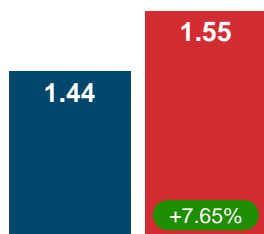
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

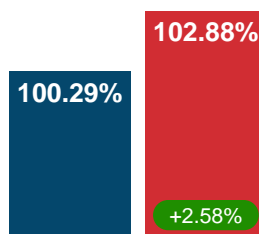
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

