

October 2021



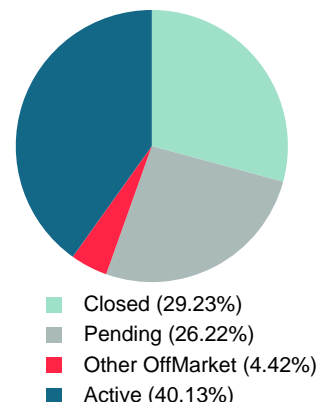
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/- %
Closed Listings	187	185	-1.07%
Pending Listings	148	166	12.16%
New Listings	152	178	17.11%
Average List Price	254,344	270,713	6.44%
Average Sale Price	251,951	271,684	7.83%
Average Percent of Selling Price to List Price	99.30%	101.19%	1.90%
Average Days on Market to Sale	28.55	18.48	-35.29%
End of Month Inventory	174	254	45.98%
Months Supply of Inventory	1.37	1.67	21.81%



Absorption: Last 12 months, an Average of **152** Sales/Month
Active Inventory as of October 31, 2021 = **254**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2021 rose **45.98%** to 254 existing homes available for sale. Over the last 12 months this area has had an average of 152 closed sales per month. This represents an unsold inventory index of **1.67** 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 **7.83%** in October 2021 to \$271,684 versus the previous year at \$251,951.

Average Days on Market Shortens

The average number of **18.48** days that homes spent on the market before selling decreased by 10.08 days or **35.29%** in October 2021 compared to last year's same month at **28.55** DOM.

Sales Success for October 2021 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 178 New Listings in October 2021, up **17.11%** from last year at 152. Furthermore, there were 185 Closed Listings this month versus last year at 187, a **-1.07%** decrease.

Closed versus Listed trends yielded a **103.9%** ratio, down from previous year's, October 2020, at **123.0%**, a **15.52%** downswing. 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

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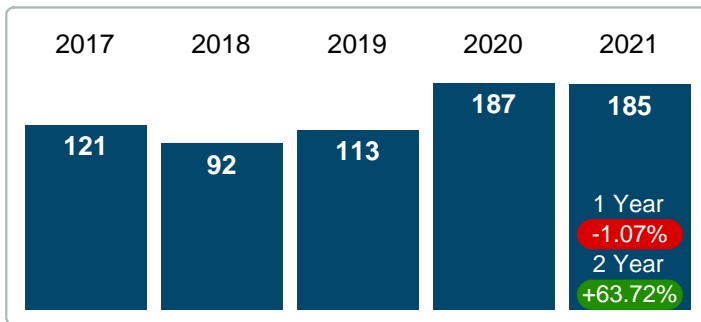
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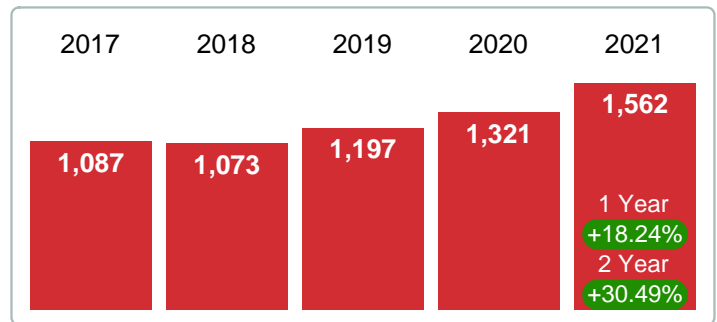
CLOSED LISTINGS

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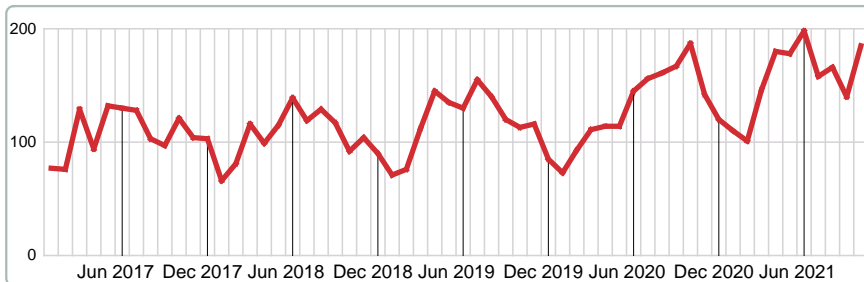
OCTOBER



YEAR TO DATE (YTD)

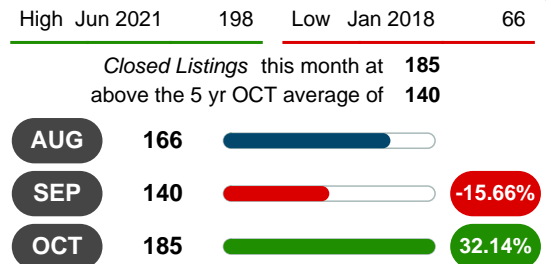


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 140



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	19	10.27%	24.8	7	9	2	1
\$150,001 - \$175,000	15	8.11%	9.8	3	12	0	0
\$175,001 - \$200,000	18	9.73%	7.7	2	11	4	1
\$200,001 - \$275,000	54	29.19%	10.7	1	39	13	1
\$275,001 - \$325,000	31	16.76%	9.0	0	15	15	1
\$325,001 - \$425,000	28	15.14%	20.0	0	8	17	3
\$425,001 and up	20	10.81%	62.3	0	6	11	3
Total Closed Units	185			13	100	62	10
Total Closed Volume	50,261,523	100%	18.5	1.64M	24.49M	20.80M	3.33M
Average Closed Price	\$271,684			\$126,262	\$244,900	\$335,417	\$333,430

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October 2021



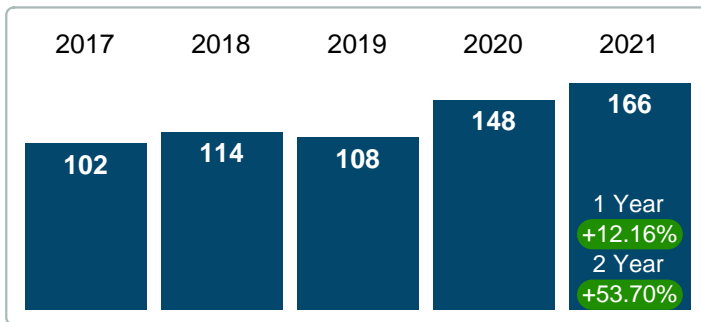
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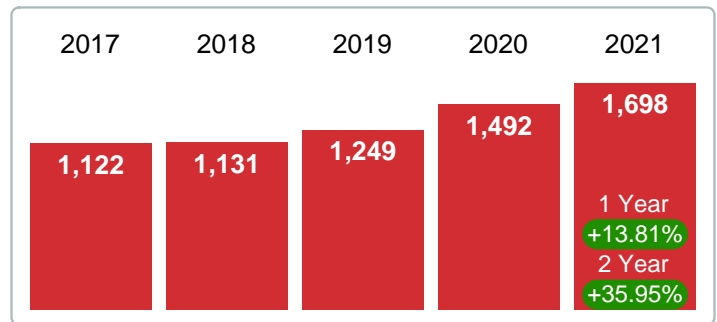
PENDING LISTINGS

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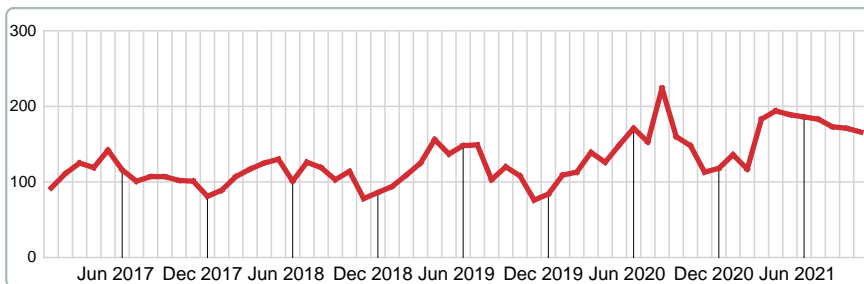
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 128

High Aug 2020 224 Low Nov 2019 76

Pending Listings this month at **166**
above the 5 yr OCT average of **128**

AUG	173		
SEP	171		-1.16%
OCT	166		-2.92%

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			7.23%	25.2	3	8	1	0
\$125,001 - \$175,000	20			12.05%	26.9	3	15	2	0
\$175,001 - \$200,000	27			16.27%	10.6	1	22	4	0
\$200,001 - \$250,000	43			25.90%	13.4	2	33	8	0
\$250,001 - \$300,000	22			13.25%	17.6	1	12	9	0
\$300,001 - \$425,000	26			15.66%	20.0	1	13	12	0
\$425,001 and up	16			9.64%	40.1	0	5	11	0
Total Pending Units	166					11	108	47	0
Total Pending Volume	42,495,592				100%	2.00M	25.21M	15.29M	0.00B
Average Listing Price	\$256,277					\$181,391	\$233,468	\$325,228	\$0

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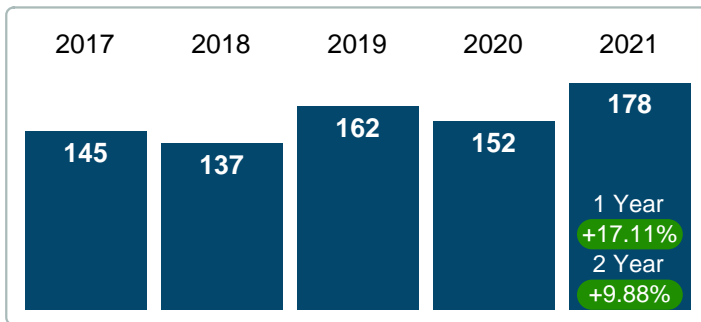
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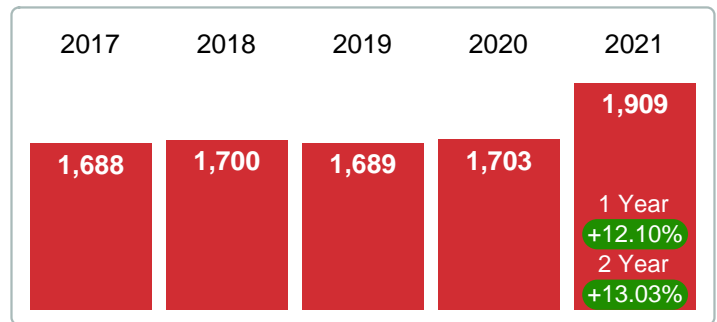
NEW LISTINGS

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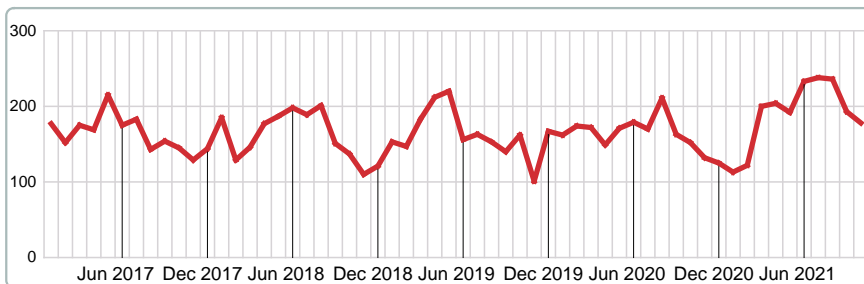
OCTOBER



YEAR TO DATE (YTD)

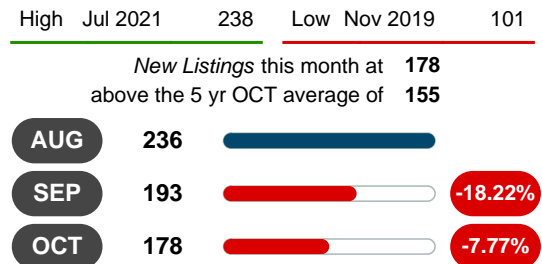


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 155



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%
\$150,000 and less	14	7.87%
\$150,001 - \$175,000	9	5.06%
\$175,001 - \$200,000	25	14.04%
\$200,001 - \$275,000	60	33.71%
\$275,001 - \$275,000	0	0.00%
\$275,001 - \$375,000	51	28.65%
\$375,001 and up	19	10.67%
Total New Listed Units	178	
Total New Listed Volume	47,546,081	100%
Average New Listed Listing Price	\$265,533	

1-2 Beds	3 Beds	4 Beds	5+ Beds
3	11	0	0
1	7	1	0
0	21	4	0
2	44	14	0
0	0	0	0
2	22	27	0
1	1	14	3
9	106	60	3
2.09M	23.80M	19.83M	1.82M
\$232,756	\$224,504	\$330,567	\$606,633

October 2021



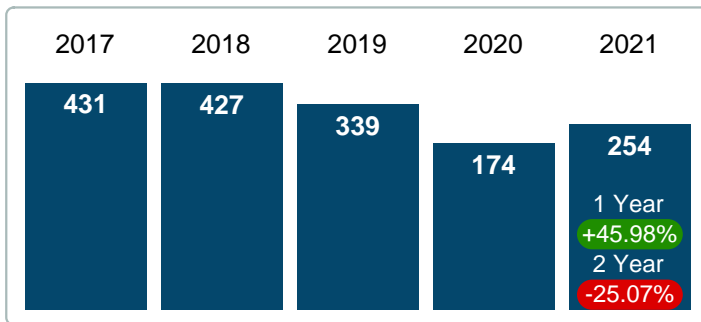
Area Delimited by County Of Wagoner - Residential Property Type



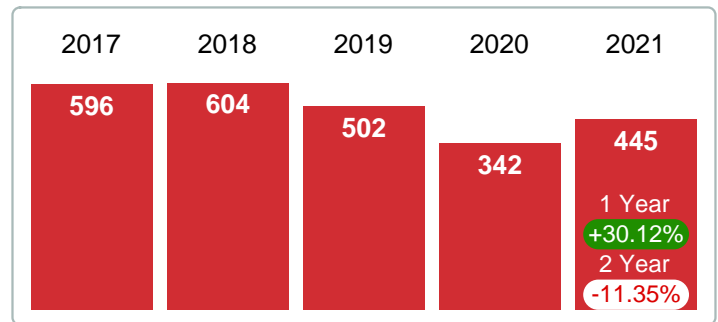
ACTIVE INVENTORY

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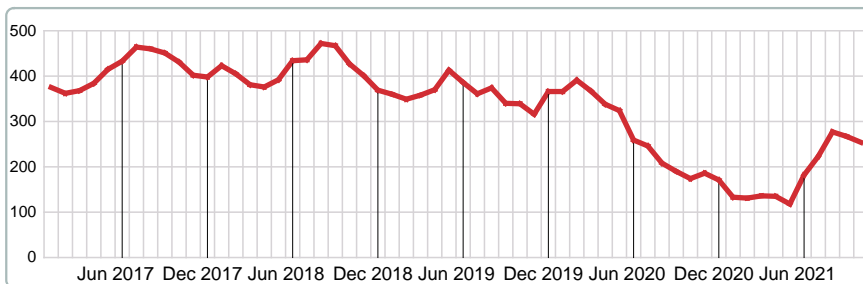
END OF OCTOBER



ACTIVE DURING OCTOBER

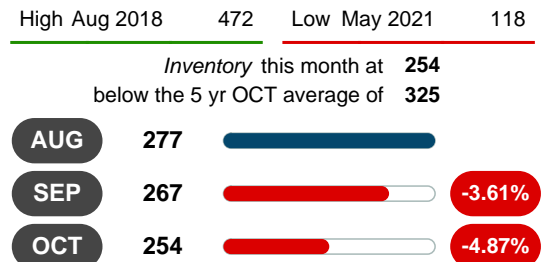


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 325



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	24		9.45%	72.5	11	8	4	1
\$125,001 - \$175,000	26		10.24%	63.6	4	18	3	1
\$175,001 - \$225,000	28		11.02%	29.6	0	23	5	0
\$225,001 - \$300,000	63		24.80%	51.2	1	28	33	1
\$300,001 - \$400,000	52		20.47%	86.7	0	26	24	2
\$400,001 - \$500,000	29		11.42%	104.7	0	9	15	5
\$500,001 and up	32		12.60%	70.2	1	9	9	13
Total Active Inventory by Units				254	17	121	93	23
Total Active Inventory by Volume				82,091,287	2.07M	33.65M	31.40M	14.97M
Average Active Inventory Listing Price				\$323,194	\$121,700	\$278,081	\$337,684	\$650,870

Contact: MLS Technology Inc.

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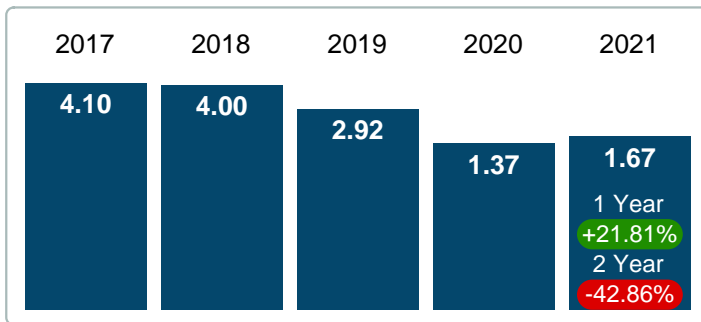
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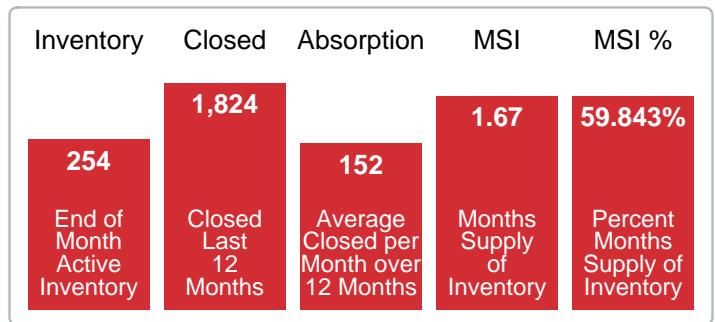
MONTHS SUPPLY of INVENTORY (MSI)

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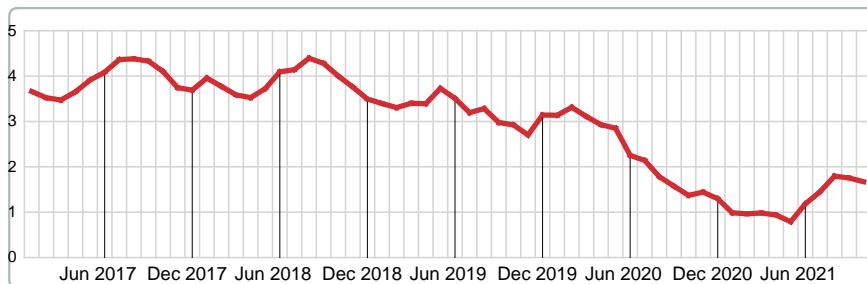
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

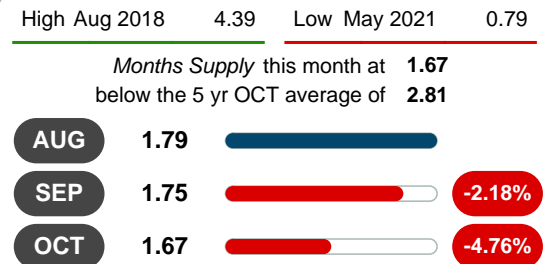


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 2.81



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	24	9.45%	1.89	2.59	1.07	4.80	12.00
\$125,001 - \$175,000	26	10.24%	0.99	1.78	0.83	1.44	12.00
\$175,001 - \$225,000	28	11.02%	0.70	0.00	0.75	0.64	0.00
\$225,001 - \$300,000	63	24.80%	1.70	1.33	1.19	2.73	1.50
\$300,001 - \$400,000	52	20.47%	2.30	0.00	2.54	2.38	1.04
\$400,001 - \$500,000	29	11.42%	3.52	0.00	4.00	3.21	4.00
\$500,001 and up	32	12.60%	5.82	0.00	5.40	3.27	12.00
Market Supply of Inventory (MSI)			1.67	2.04	1.24	2.31	4.06
Total Active Inventory by Units		100%	1.67	17	121	93	23

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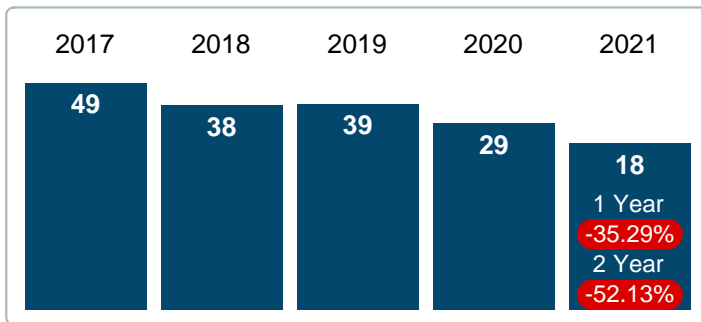
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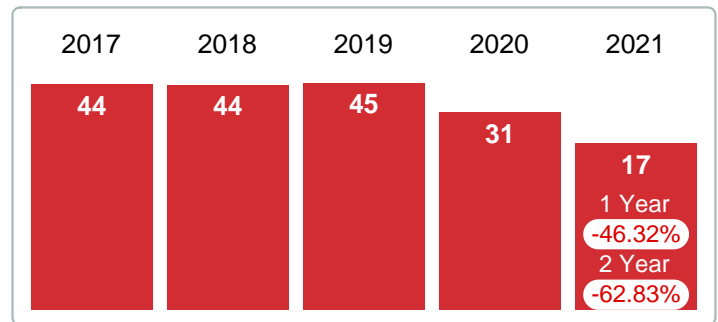
AVERAGE DAYS ON MARKET TO SALE

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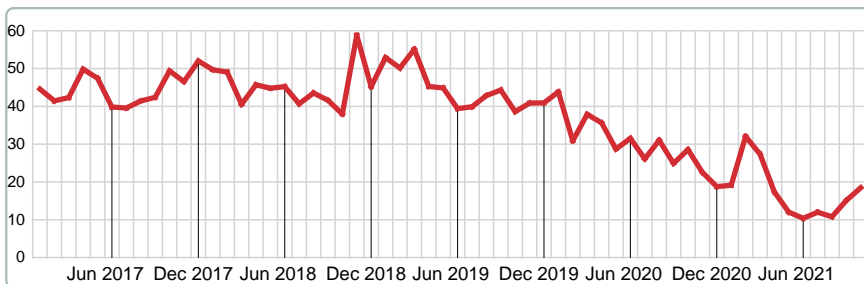
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 35

High Nov 2018 59 Low Jun 2021 10

Average Days on Market to Sale this month at 18
below the 5 yr OCT average of 35

AUG	11		
SEP	15		40.00%
OCT	18		22.18%

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	19	10.27%	25	33	20	18	21
\$150,001 - \$175,000	15	8.11%	10	1	12	0	0
\$175,001 - \$200,000	18	9.73%	8	3	7	14	4
\$200,001 - \$275,000	54	29.19%	11	11	8	14	56
\$275,001 - \$325,000	31	16.76%	9	0	7	11	9
\$325,001 - \$425,000	28	15.14%	20	0	26	13	43
\$425,001 and up	20	10.81%	62	0	11	88	70
Average Closed DOM	18			19	11	26	43
Total Closed Units	185	100%	18	13	100	62	10
Total Closed Volume	50,261,523			1.64M	24.49M	20.80M	3.33M

October 2021



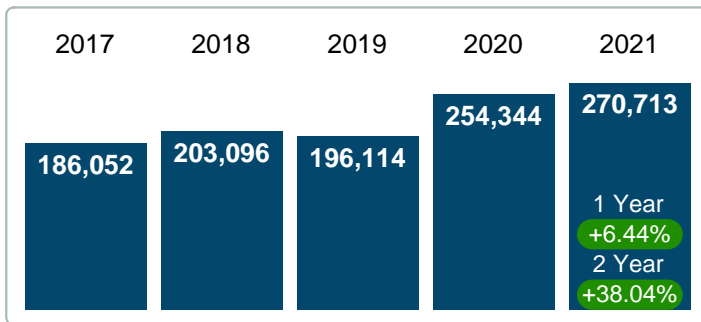
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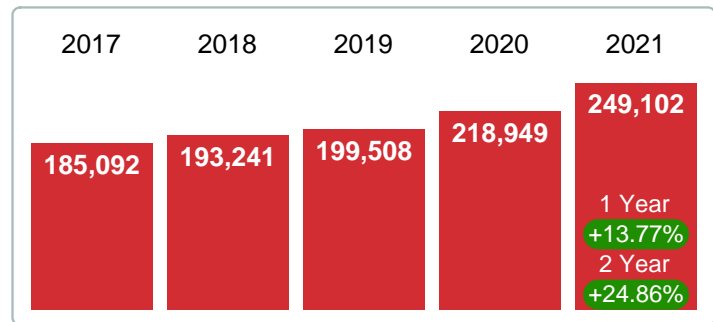
AVERAGE LIST PRICE AT CLOSING

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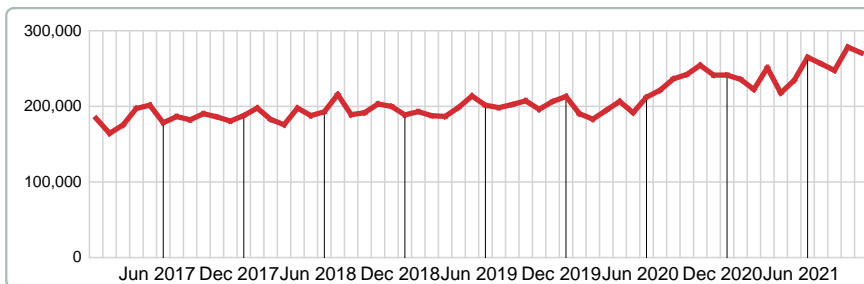
OCTOBER



YEAR TO DATE (YTD)



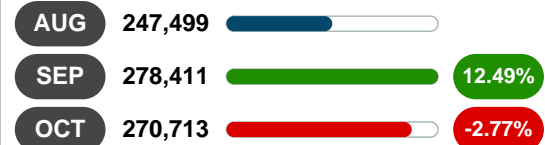
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 222,064

High Sep 2021 278,411 Low Feb 2017 164,306

Average List Price at Closing this month at 270,713
above the 5 yr OCT average of 222,064

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	18	9.73%	102,364	90,614	125,805	146,450	75,000
\$150,001 - \$175,000	15	8.11%	163,093	165,000	154,958	0	0
\$175,001 - \$200,000	25	13.51%	189,460	179,450	186,191	204,475	179,900
\$200,001 - \$275,000	48	25.95%	235,780	190,000	229,762	238,939	220,000
\$275,001 - \$325,000	31	16.76%	296,145	0	295,447	295,076	294,900
\$325,001 - \$425,000	31	16.76%	373,008	0	350,516	382,172	354,967
\$425,001 and up	17	9.19%	529,133	0	506,657	512,511	505,000
Average List Price			270,713	129,092	242,763	335,124	334,970
Total Closed Units		100%	270,713	13	100	62	10
Total Closed Volume			50,081,913	1.68M	24.28M	20.78M	3.35M

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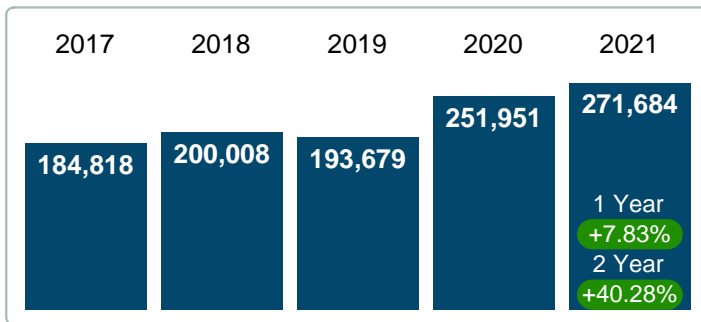
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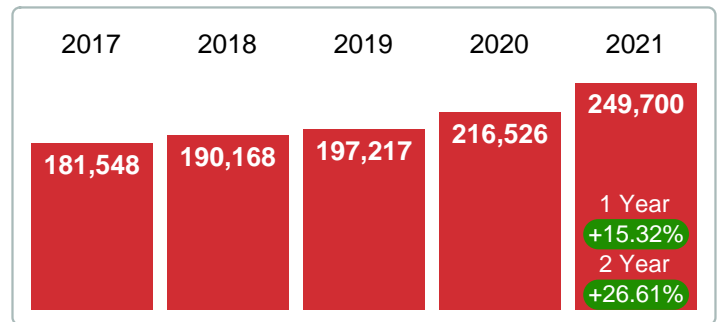
AVERAGE SOLD PRICE AT CLOSING

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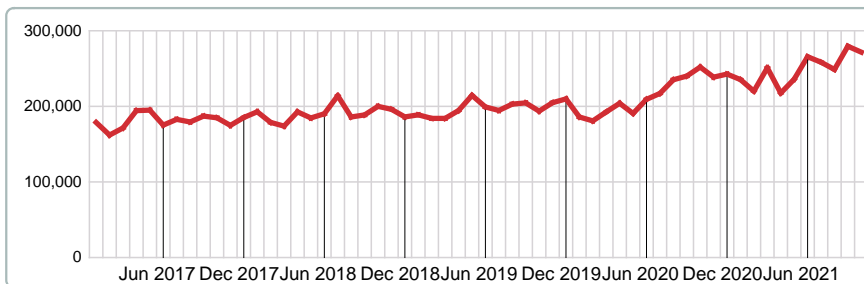
OCTOBER



YEAR TO DATE (YTD)



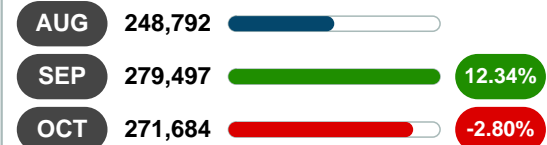
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 220,428

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

Average Sold Price at Closing this month at 271,684
above the 5 yr OCT average of 220,428

AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AV Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	19		10.27%	104,604	85,200	115,897	144,000	60,000
\$150,001 - \$175,000	15		8.11%	164,800	160,000	166,000	0	0
\$175,001 - \$200,000	18		9.73%	189,483	181,500	188,355	198,975	179,900
\$200,001 - \$275,000	54		29.19%	233,072	202,000	231,813	240,362	218,500
\$275,001 - \$325,000	31		16.76%	296,486	0	295,877	297,000	297,900
\$325,001 - \$425,000	28		15.14%	368,643	0	350,206	379,079	358,667
\$425,001 and up	20		10.81%	514,619	0	517,083	517,079	500,667
Average Sold Price		271,684			126,262	244,900	335,417	333,430
Total Closed Units		185	100%	271,684	13	100	62	10
Total Closed Volume		50,261,523			1.64M	24.49M	20.80M	3.33M

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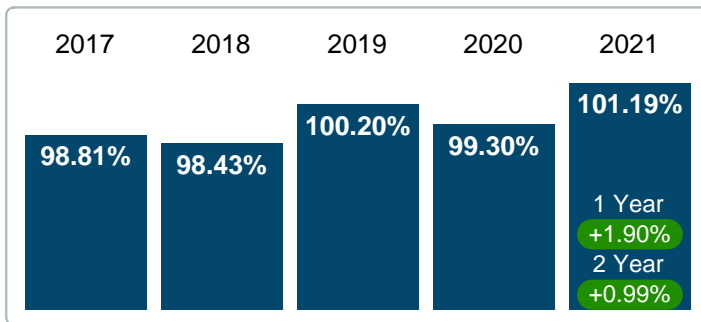
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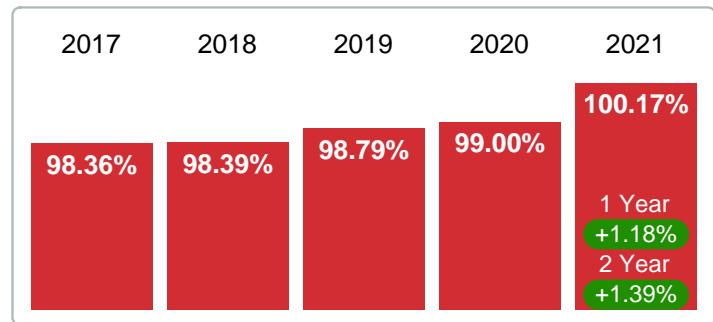
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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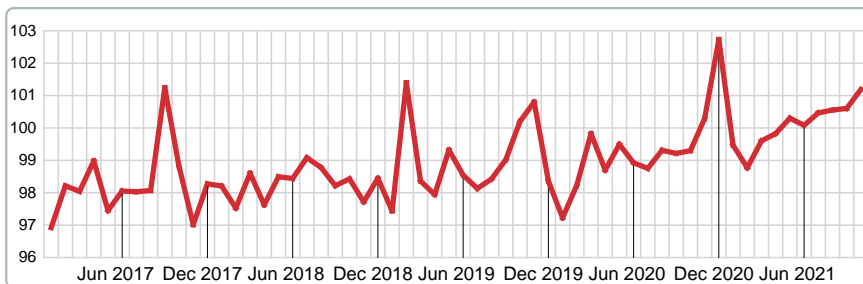
OCTOBER



YEAR TO DATE (YTD)



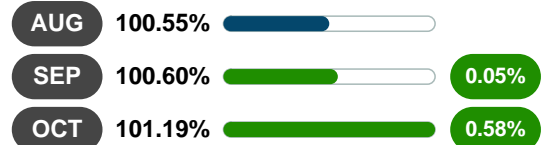
5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.58%

High Dec 2020 102.73% Low Jan 2017 96.92%

Average Sold/List Ratio this month at **101.19%**
above the 5 yr OCT average of **99.58%**

AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	AV S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	19	10.27%	93.10%	93.39%	93.06%	98.78%	80.00%
\$150,001 - \$175,000	15	8.11%	116.57%	96.97%	121.48%	0.00%	0.00%
\$175,001 - \$200,000	18	9.73%	100.37%	101.14%	101.31%	97.48%	100.00%
\$200,001 - \$275,000	54	29.19%	101.10%	106.32%	101.17%	100.60%	99.32%
\$275,001 - \$325,000	31	16.76%	100.46%	0.00%	100.20%	100.68%	101.02%
\$325,001 - \$425,000	28	15.14%	99.63%	0.00%	99.96%	99.22%	101.05%
\$425,001 and up	20	10.81%	101.65%	0.00%	103.25%	101.41%	99.30%
Average Sold/List Ratio		101.20%		96.40%	102.78%	100.13%	98.14%
Total Closed Units		185	100%	13	100	62	10
Total Closed Volume		50,261,523		1.64M	24.49M	20.80M	3.33M

October 2021



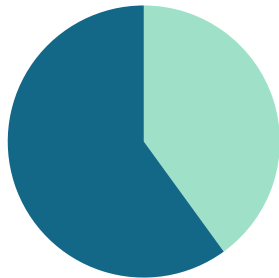
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY



Inventory

New Listings
178 = 40.00%

Start Inventory
267

Total Inventory Units
445

Volume
\$132,737,063

Market Activity

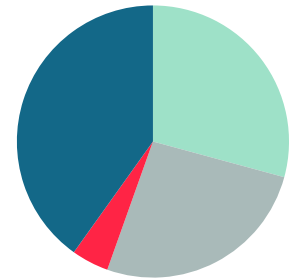
Closed Sales
185 = 29.23%

Pending Sales
166 = 26.22%

Other Off Market
28 = 4.42%

Active Inventory
254 = 40.13%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	187	185	-1.07%	1,321	1,562	18.24%
Pending Sales	148	166	12.16%	1,492	1,698	13.81%
New Listings	152	178	17.11%	1,703	1,909	12.10%
Average List Price	254,344	270,713	6.44%	218,949	249,102	13.77%
Average Sale Price	251,951	271,684	7.83%	216,526	249,700	15.32%
Average Percent of Selling Price to List Price	99.30%	101.19%	1.90%	99.00%	100.17%	1.18%
Average Days on Market to Sale	28.55	18.48	-35.29%	30.85	16.56	-46.32%
Monthly Inventory	174	254	45.98%	174	254	45.98%
Months Supply of Inventory	1.37	1.67	21.81%	1.37	1.67	21.81%

Absorption: Last 12 months, an Average of 152 Sales/Month

Inventory on October 31, 2021 = 254

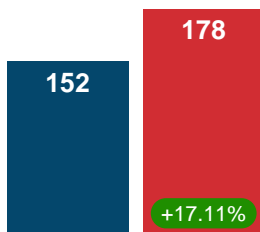
2020

2021

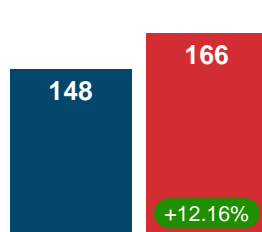
OCTOBER MARKET

AVERAGE PRICES

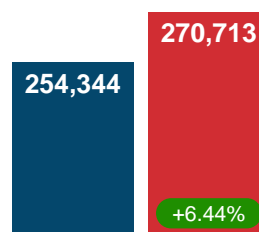
New Listings



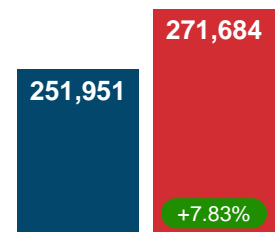
Pending Listings



List Price



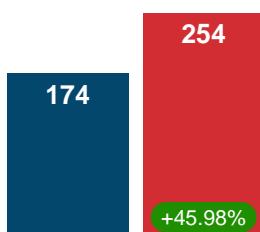
Sale Price



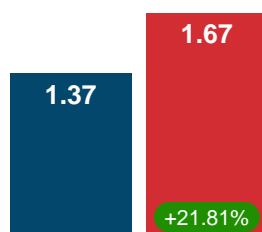
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

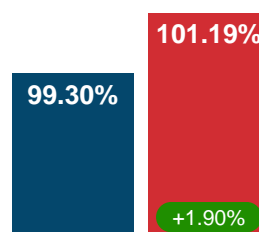
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

