

September 2021



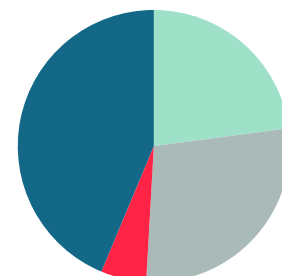
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	167	140	-16.17%
Pending Listings	160	171	6.88%
New Listings	163	193	18.40%
Average List Price	242,142	278,411	14.98%
Average Sale Price	240,061	279,497	16.43%
Average Percent of Selling Price to List Price	99.22%	100.60%	1.40%
Average Days on Market to Sale	24.92	15.12	-39.31%
End of Month Inventory	190	267	40.53%
Months Supply of Inventory	1.57	1.75	11.44%



■ Closed (22.91%)
■ Pending (27.99%)
■ Other OffMarket (5.40%)
■ Active (43.70%)

Absorption: Last 12 months, an Average of **152** Sales/Month
Active Inventory as of September 30, 2021 = **267**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2021 rose **40.53%** to 267 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 **1.75** 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 **16.43%** in September 2021 to \$279,497 versus the previous year at \$240,061.

Average Days on Market Shortens

The average number of **15.12** days that homes spent on the market before selling decreased by 9.79 days or **39.31%** in September 2021 compared to last year's same month at **24.92** DOM.

Sales Success for September 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 193 New Listings in September 2021, up **18.40%** from last year at 163. Furthermore, there were 140 Closed Listings this month versus last year at 167, a **-16.17%** decrease.

Closed versus Listed trends yielded a **72.5%** ratio, down from previous year's, September 2020, at **102.5%**, a **29.20%** downswing. This will certainly create pressure on an increasing

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Real Estate is Local

Months Supply of Inventory (MSI) in the months to come.

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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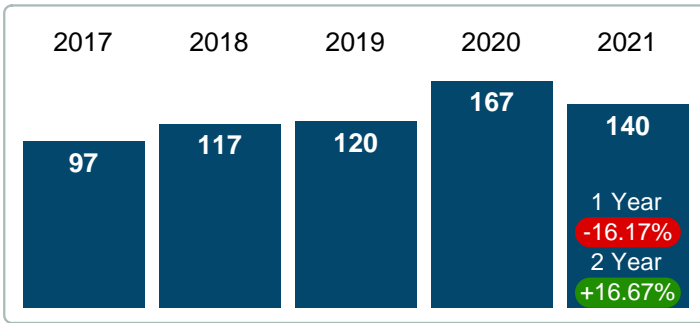
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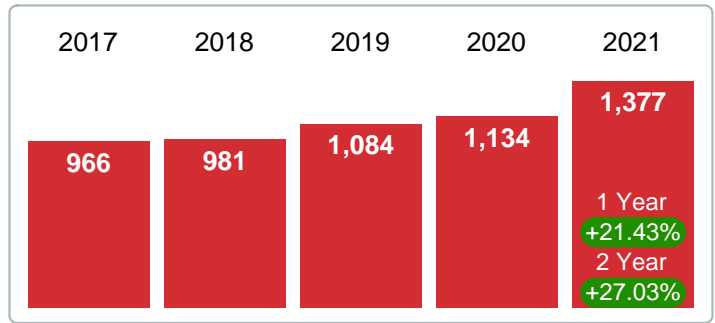
CLOSED LISTINGS

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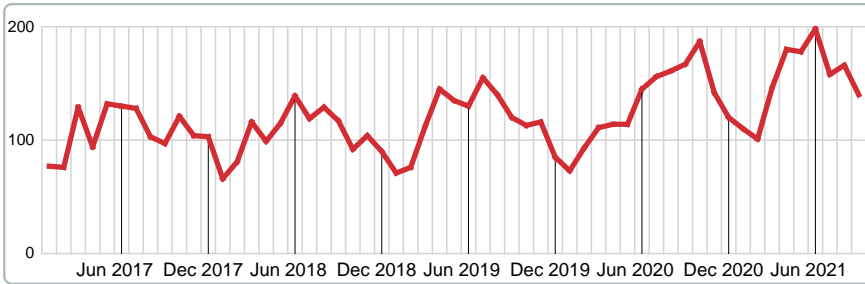
SEPTEMBER



YEAR TO DATE (YTD)

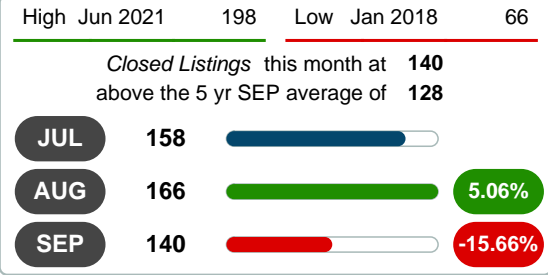


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 128



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	8	5.71%	15.8	3	5	0	0
\$125,001 - \$175,000	14	10.00%	17.9	4	9	1	0
\$175,001 - \$200,000	24	17.14%	11.0	1	19	4	0
\$200,001 - \$275,000	32	22.86%	7.3	1	25	6	0
\$275,001 - \$350,000	30	21.43%	17.8	0	20	9	1
\$350,001 - \$425,000	19	13.57%	18.7	0	9	6	4
\$425,001 and up	13	9.29%	27.2	0	4	8	1
Total Closed Units	140			9	91	34	6
Total Closed Volume	39,129,622	100%	15.1	1.32M	22.94M	12.36M	2.50M
Average Closed Price	\$279,497			\$147,000	\$252,111	\$363,575	\$417,167

September 2021



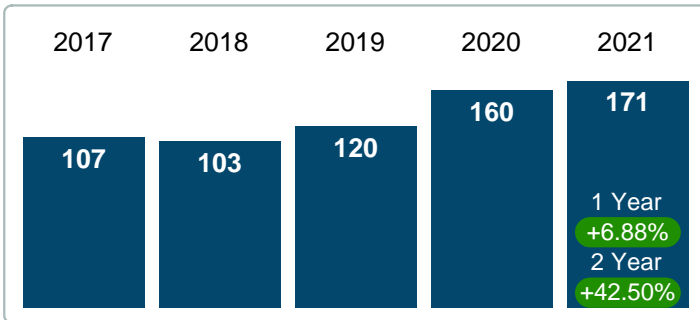
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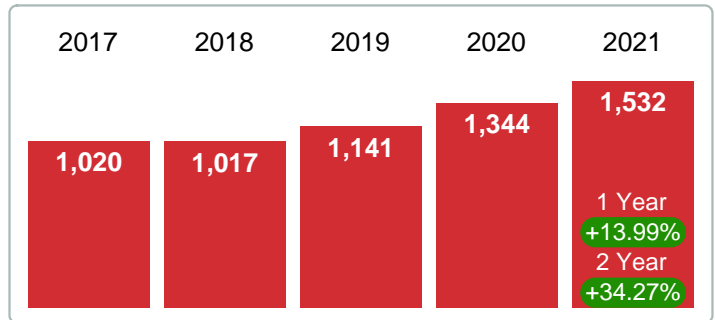
PENDING LISTINGS

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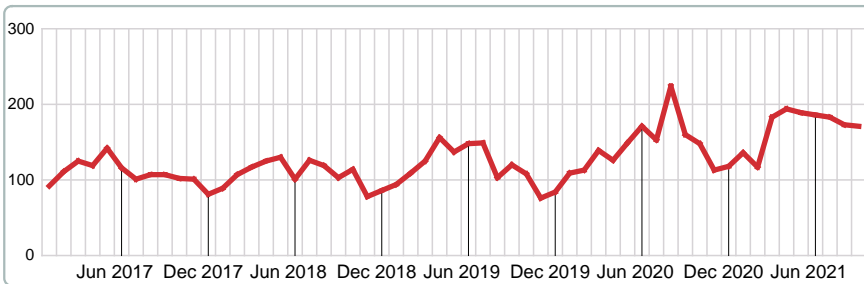
SEPTEMBER



YEAR TO DATE (YTD)

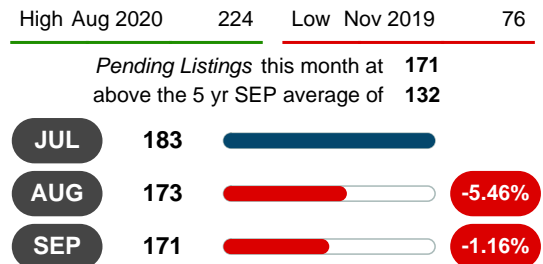


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 132



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	16	9.36%	31.9	7	7	1	1
\$150,001 - \$175,000	14	8.19%	17.6	0	13	1	0
\$175,001 - \$200,000	26	15.20%	18.2	3	19	3	1
\$200,001 - \$275,000	48	28.07%	24.2	0	30	17	1
\$275,001 - \$300,000	24	14.04%	20.0	0	14	9	1
\$300,001 - \$350,000	17	9.94%	19.6	0	9	6	2
\$350,001 and up	26	15.20%	55.9	0	8	17	1
Total Pending Units	171			10	100	54	7
Total Pending Volume	44,614,378	100%	27.4	1.31M	24.02M	17.38M	1.91M
Average Listing Price	\$261,402			\$131,170	\$240,162	\$321,791	\$272,814

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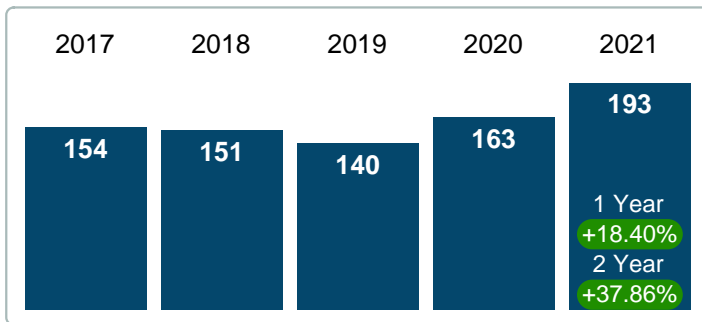
Area Delimited by County Of Wagoner - Residential Property Type



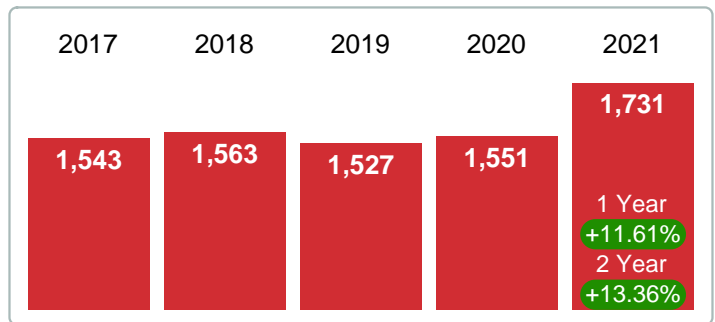
NEW LISTINGS

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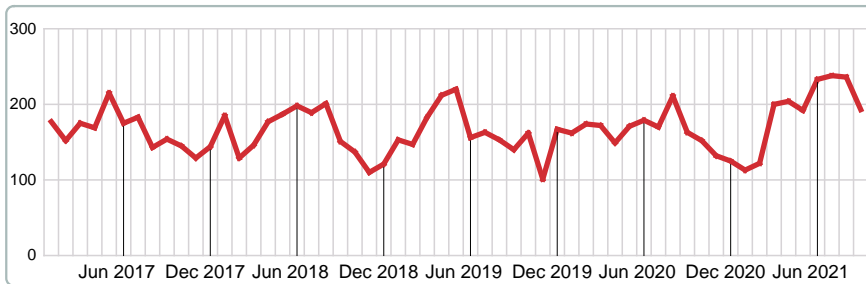
SEPTEMBER



YEAR TO DATE (YTD)

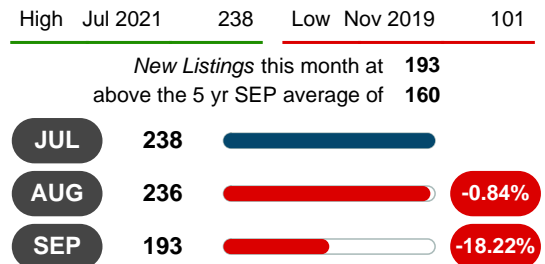


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 160



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	17	8.81%	7	7	1	2
\$125,001 - \$175,000	24	12.44%	2	20	2	0
\$175,001 - \$200,000	27	13.99%	3	21	2	1
\$200,001 - \$275,000	49	25.39%	0	37	12	0
\$275,001 - \$350,000	32	16.58%	0	18	14	0
\$350,001 - \$450,000	24	12.44%	0	8	14	2
\$450,001 and up	20	10.36%	0	10	6	4
Total New Listed Units	193		12	121	51	9
Total New Listed Volume	52,999,977	100%	1.28M	30.67M	16.96M	4.09M
Average New Listed Listing Price	\$268,765		\$106,375	\$253,506	\$332,602	\$454,067

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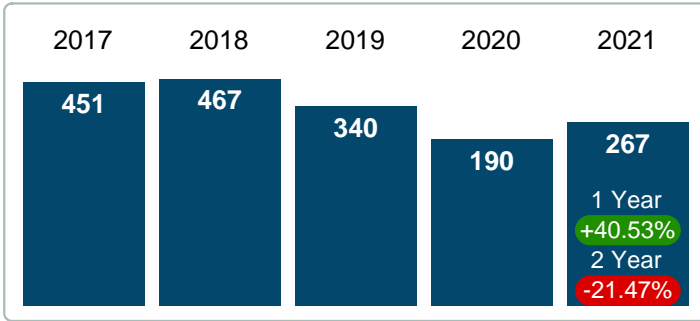
Area Delimited by County Of Wagoner - Residential Property Type



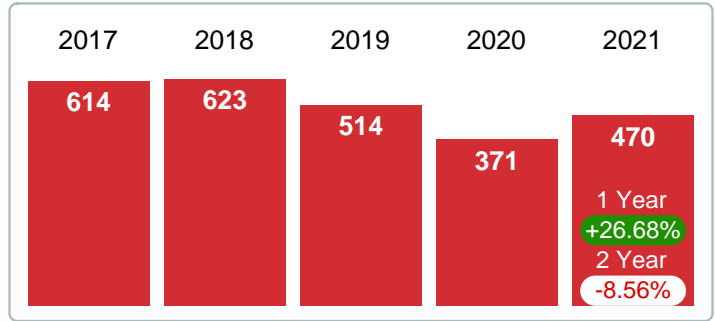
ACTIVE INVENTORY

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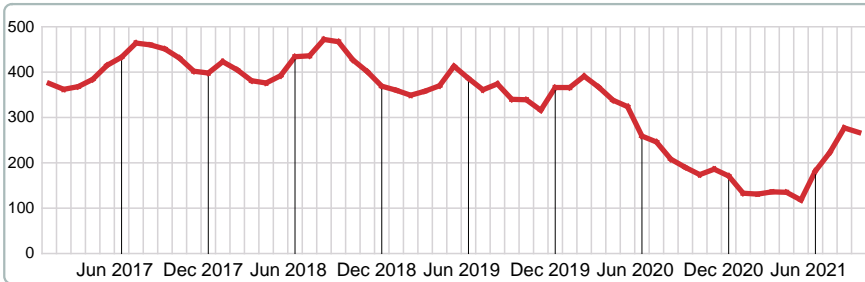
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

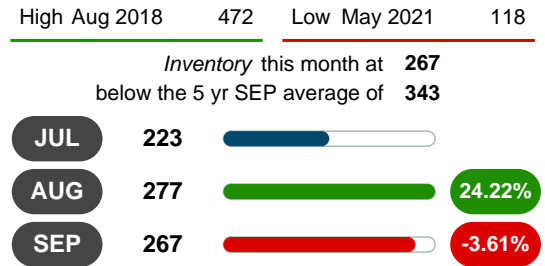


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 343



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	21	7.87%	45.2	10	7	3	1
\$100,001 - \$175,000	38	14.23%	42.5	7	24	6	1
\$175,001 - \$225,000	30	11.24%	18.2	1	24	5	0
\$225,001 - \$325,000	78	29.21%	58.0	1	36	40	1
\$325,001 - \$400,000	37	13.86%	59.3	1	17	17	2
\$400,001 - \$500,000	31	11.61%	86.6	0	11	16	4
\$500,001 and up	32	11.99%	44.8	0	13	7	12
Total Active Inventory by Units	267			20	132	94	21
Total Active Inventory by Volume	85,190,982	100%	52.2	2.33M	37.43M	30.99M	14.45M
Average Active Inventory Listing Price	\$319,067			\$116,720	\$283,531	\$329,632	\$687,862

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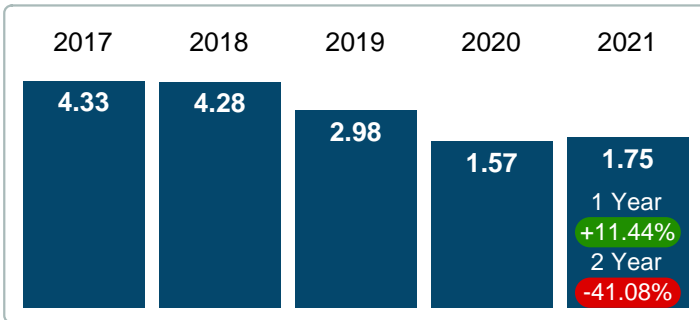
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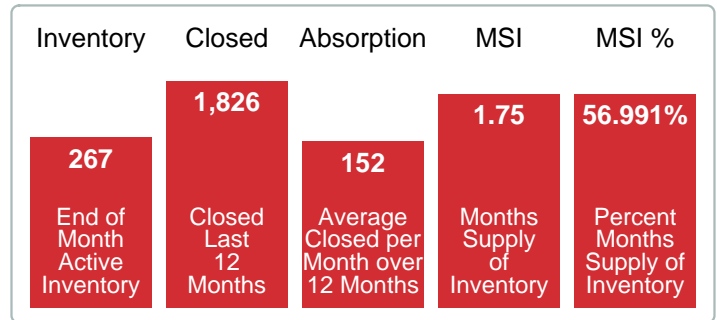
MONTHS SUPPLY of INVENTORY (MSI)

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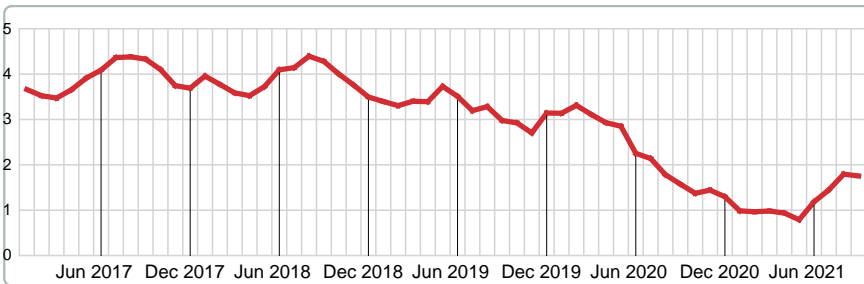
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

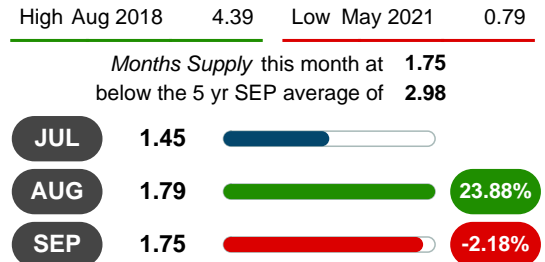


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.98



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	21	7.87%	2.60	3.33	1.50	7.20	0.00
\$100,001 - \$175,000	38	14.23%	1.18	2.40	0.91	2.12	6.00
\$175,001 - \$225,000	30	11.24%	0.74	2.40	0.78	0.58	0.00
\$225,001 - \$325,000	78	29.21%	1.76	1.09	1.39	2.47	0.80
\$325,001 - \$400,000	37	13.86%	2.64	6.00	2.49	2.96	1.60
\$400,001 - \$500,000	31	11.61%	3.92	0.00	5.08	3.62	3.20
\$500,001 and up	32	11.99%	6.10	0.00	9.75	2.80	8.47
Market Supply of Inventory (MSI)			1.75	2.67	1.35	2.31	3.60
Total Active Inventory by Units		100%	1.75	20	132	94	21

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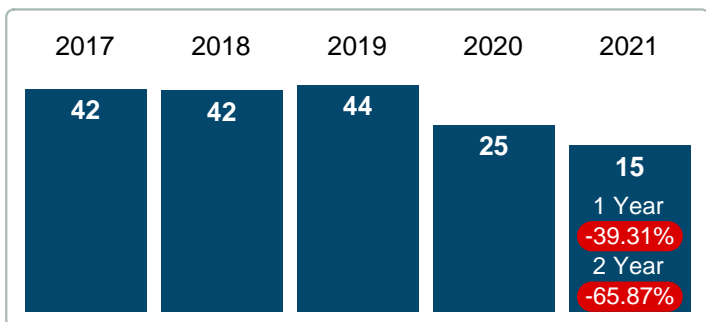
Area Delimited by County Of Wagoner - Residential Property Type



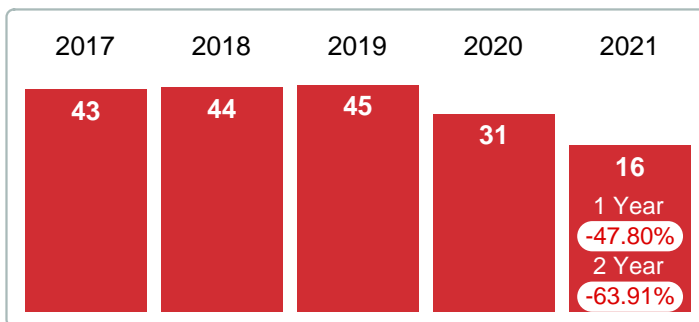
AVERAGE DAYS ON MARKET TO SALE

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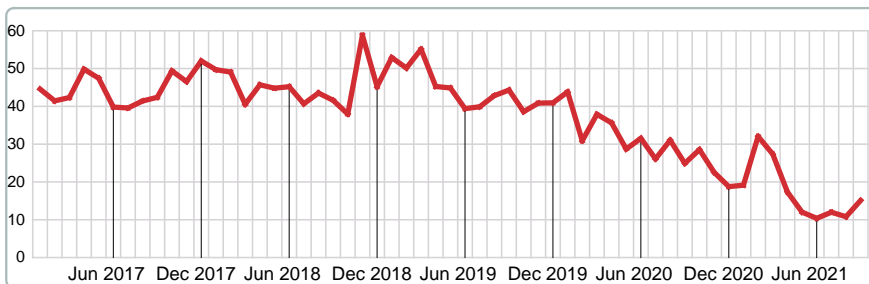
SEPTEMBER



YEAR TO DATE (YTD)

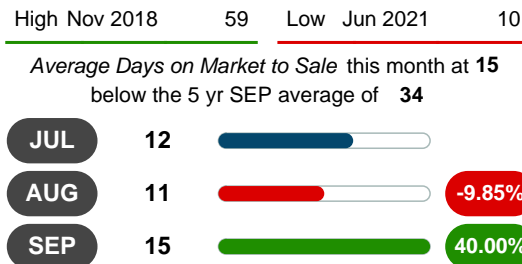


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 34



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	5.71%	16	5	22	0	0
\$125,001 - \$175,000	10.00%	18	6	21	38	0
\$175,001 - \$200,000	17.14%	11	8	7	31	0
\$200,001 - \$275,000	22.86%	7	1	7	11	0
\$275,001 - \$350,000	21.43%	18	0	17	20	3
\$350,001 - \$425,000	13.57%	19	0	26	3	27
\$425,001 and up	9.29%	27	0	31	21	65
Average Closed DOM		15	5	14	17	29
Total Closed Units	100%	15	9	91	34	6
Total Closed Volume		39,129,622	1.32M	22.94M	12.36M	2.50M

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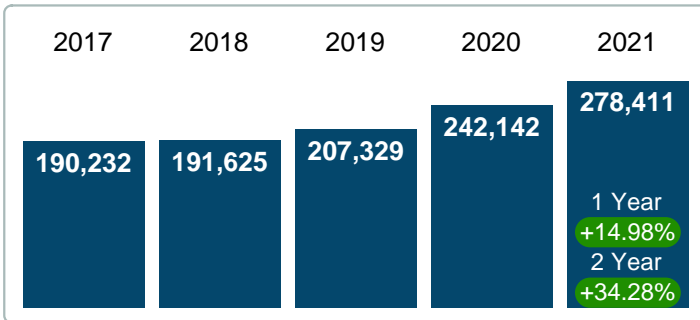
Area Delimited by County Of Wagoner - Residential Property Type



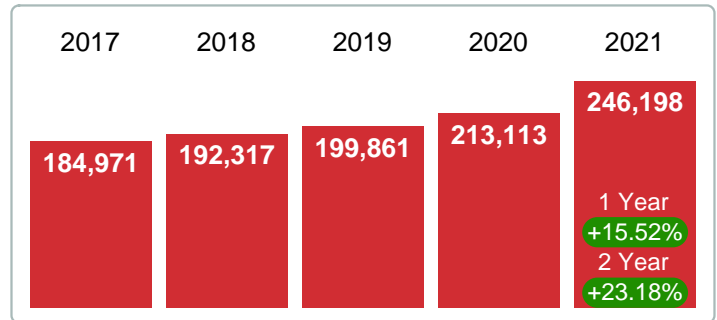
AVERAGE LIST PRICE AT CLOSING

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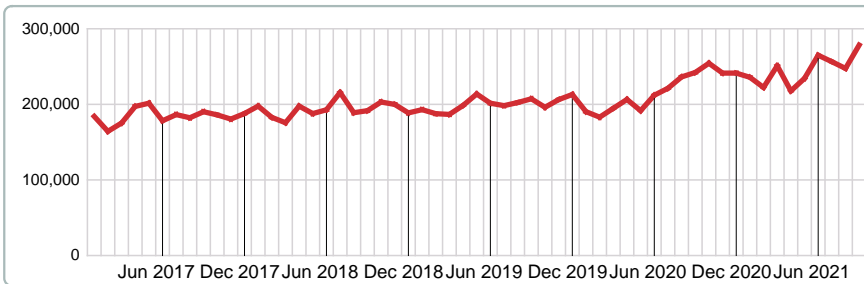
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

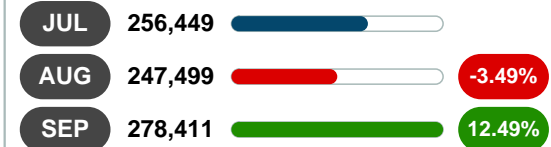


3 MONTHS

5 year SEP AVG = 221,948

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

Average List Price at Closing this month at **278,411**
above the 5 yr SEP average of **221,948**



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	10	106,100	111,167	95,500	0	0
\$125,001 - \$175,000	15	152,693	141,250	148,600	125,000	0
\$175,001 - \$200,000	23	192,428	199,900	188,507	194,975	0
\$200,001 - \$275,000	31	227,903	199,000	224,274	234,400	0
\$275,001 - \$350,000	30	303,449	0	295,586	303,653	339,000
\$350,001 - \$425,000	17	380,545	0	375,129	390,168	383,000
\$425,001 and up	14	611,614	0	622,225	625,487	639,900
Average List Price		278,411	144,155	250,332	364,385	418,483
Total Closed Units		140	9	91	34	6
Total Closed Volume		38,977,563	1.30M	22.78M	12.39M	2.51M

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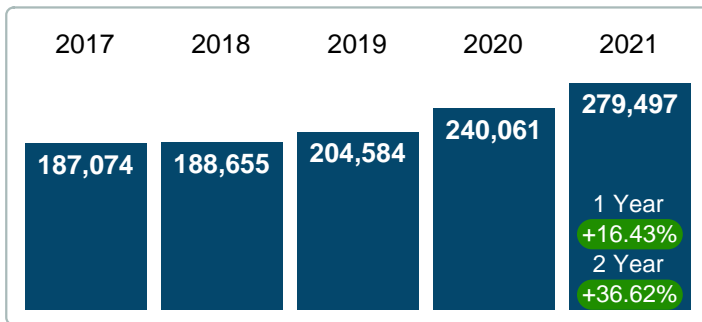
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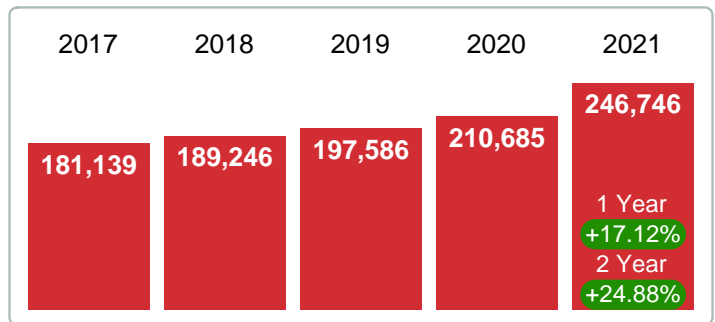
AVERAGE SOLD PRICE AT CLOSING

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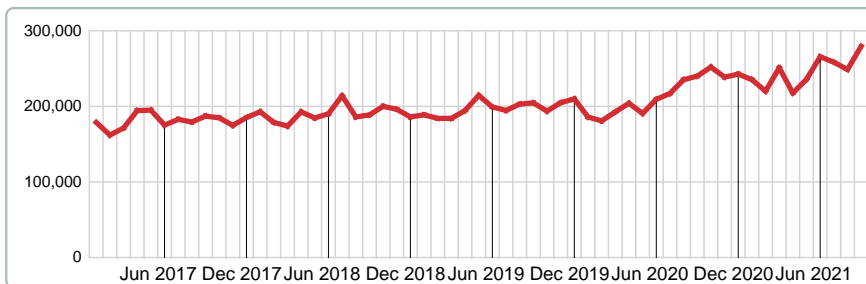
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

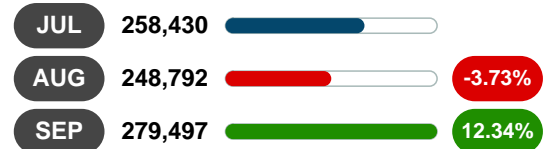


3 MONTHS

5 year SEP AVG = 219,974

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

Average Sold Price at Closing this month at **279,497**
above the 5 yr SEP average of **219,974**



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	5.71%	98,813	106,333	94,300	0	0
\$125,001 - \$175,000	10.00%	149,386	149,750	151,156	132,000	0
\$175,001 - \$200,000	17.14%	191,404	195,000	190,989	192,475	0
\$200,001 - \$275,000	22.86%	226,724	210,000	226,326	231,167	0
\$275,001 - \$350,000	21.43%	300,117	0	296,564	303,692	339,000
\$350,001 - \$425,000	13.57%	384,392	0	380,003	391,905	383,000
\$425,001 and up	9.29%	622,454	0	617,975	623,500	632,000
Average Sold Price		279,497	147,000	252,111	363,575	417,167
Total Closed Units	100%	279,497	9	91	34	6
Total Closed Volume		39,129,622	1.32M	22.94M	12.36M	2.50M

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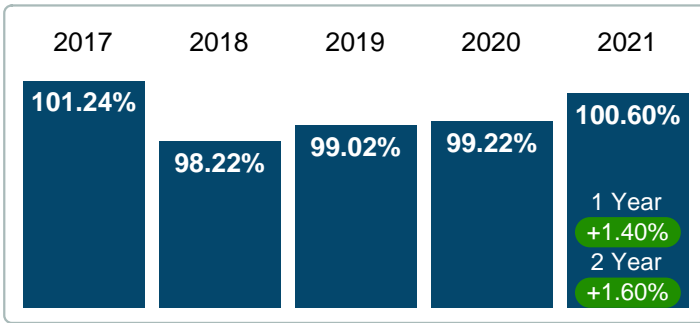
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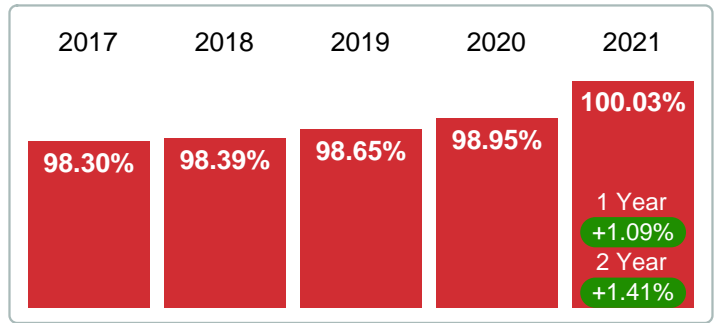
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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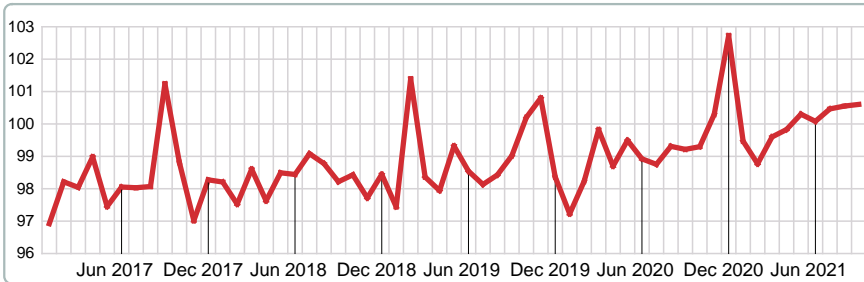
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

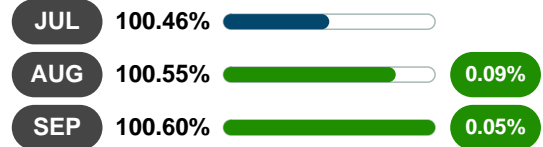


3 MONTHS

5 year SEP AVG = 99.66%

High Dec 2020 102.73% Low Jan 2017 96.92%

Average Sold/List Ratio this month at **100.60%** above the 5 yr SEP average of **99.66%**



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	8	5.71%	96.67%	95.13%	97.59%	0.00%	0.00%
\$125,001 - \$175,000	14	10.00%	103.18%	105.79%	101.75%	105.60%	0.00%
\$175,001 - \$200,000	24	17.14%	100.87%	97.55%	101.46%	98.89%	0.00%
\$200,001 - \$275,000	32	22.86%	100.87%	105.53%	101.10%	99.12%	0.00%
\$275,001 - \$350,000	30	21.43%	100.30%	0.00%	100.46%	100.00%	100.00%
\$350,001 - \$425,000	19	13.57%	100.80%	0.00%	101.40%	100.43%	100.00%
\$425,001 and up	13	9.29%	99.52%	0.00%	99.49%	99.62%	98.77%
Average Sold/List Ratio		100.60%		101.29%	100.86%	99.87%	99.79%
Total Closed Units	140	100%	100.60%	9	91	34	6
Total Closed Volume	39,129,622			1.32M	22.94M	12.36M	2.50M

September 2021



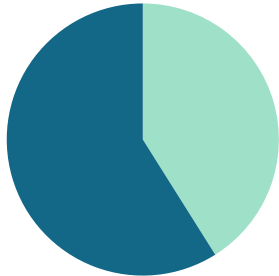
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

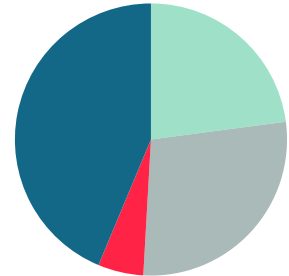


Inventory
 New Listings
193 = 41.06%
 Start Inventory
277
 Total Inventory Units
470
 Volume
\$137,650,056

Market Activity

Closed Sales
140 = 22.91%
 Pending Sales
171 = 27.99%
 Other Off Market
33 = 5.40%
 Active Inventory
267 = 43.70%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	167	140	-16.17%	1,134	1,377	21.43%
Pending Sales	160	171	6.88%	1,344	1,532	13.99%
New Listings	163	193	18.40%	1,551	1,731	11.61%
Average List Price	242,142	278,411	14.98%	213,113	246,198	15.52%
Average Sale Price	240,061	279,497	16.43%	210,685	246,746	17.12%
Average Percent of Selling Price to List Price	99.22%	100.60%	1.40%	98.95%	100.03%	1.09%
Average Days on Market to Sale	24.92	15.12	-39.31%	31.23	16.30	-47.80%
Monthly Inventory	190	267	40.53%	190	267	40.53%
Months Supply of Inventory	1.57	1.75	11.44%	1.57	1.75	11.44%

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

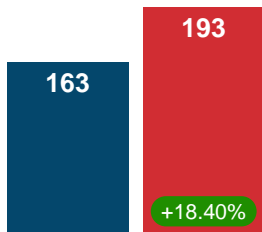
Inventory on September 30, 2021 = 267

2020 2021

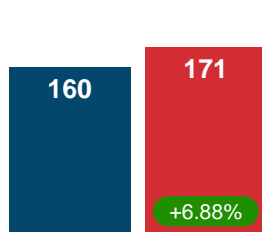
SEPTEMBER MARKET

AVERAGE PRICES

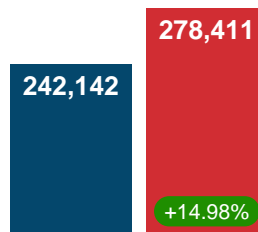
New Listings



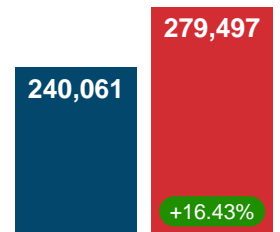
Pending Listings



List Price



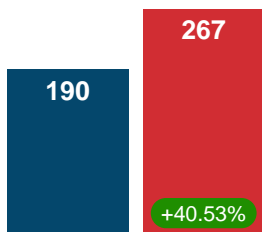
Sale Price



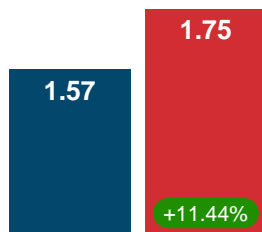
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

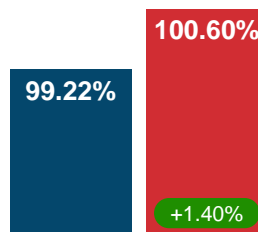
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

