

# September 2021



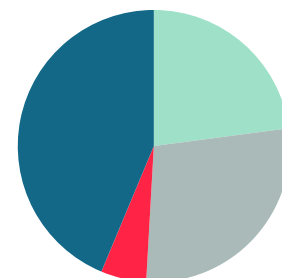
Area Delimited by County Of Wagoner - Residential Property Type



## 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%
Median List Price	210,000	245,000	16.67%
Median Sale Price	205,000	240,000	17.07%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	8.00	5.00	-37.50%
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.

#### 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 **17.07%** in September 2021 to \$240,000 versus the previous year at \$205,000.

#### Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 3.00 days or **37.50%** in September 2021 compared to last year's same month at **8.00** DOM.

#### Sales Success for September 2021 is Positive

Overall, with Median 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 Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

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

### 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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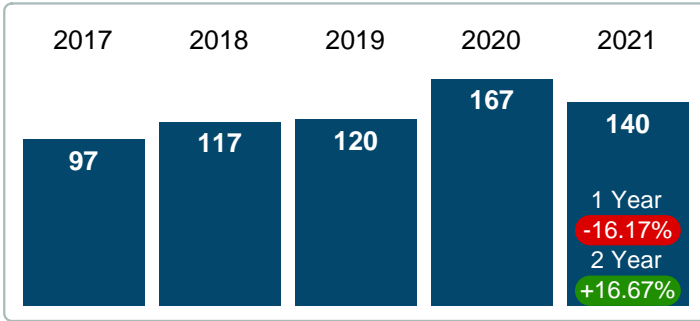
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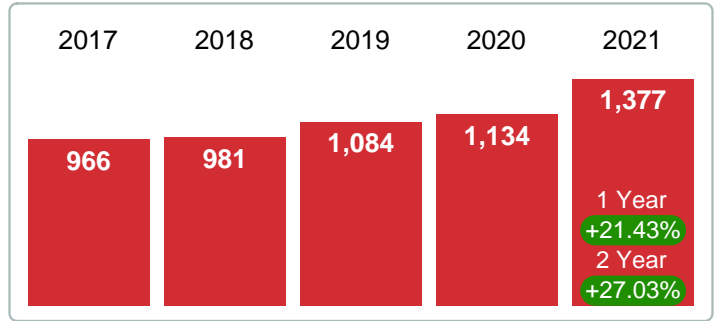
## CLOSED LISTINGS

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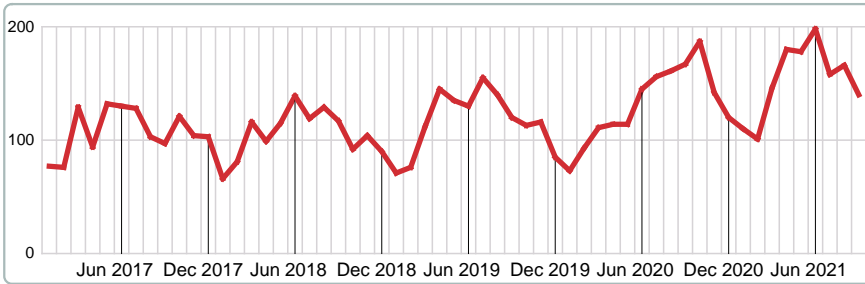
### SEPTEMBER



### YEAR TO DATE (YTD)

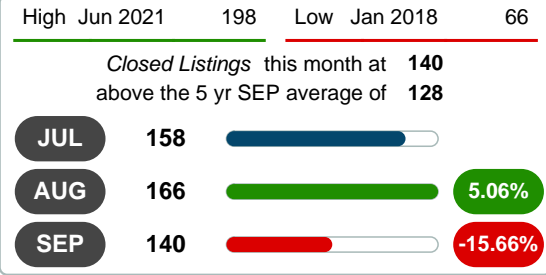


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 128



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	8	5.71%	4.0	3	5	0	0
\$125,001 - \$175,000	14	10.00%	6.0	4	9	1	0
\$175,001 - \$200,000	24	17.14%	5.0	1	19	4	0
\$200,001 - \$275,000	32	22.86%	5.5	1	25	6	0
\$275,001 - \$350,000	30	21.43%	5.0	0	20	9	1
\$350,001 - \$425,000	19	13.57%	1.0	0	9	6	4
\$425,001 and up	13	9.29%	25.0	0	4	8	1
<b>Total Closed Units</b>	<b>140</b>			<b>9</b>	<b>91</b>	<b>34</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>39,129,622</b>	<b>100%</b>	<b>5.0</b>	<b>1.32M</b>	<b>22.94M</b>	<b>12.36M</b>	<b>2.50M</b>
<b>Median Closed Price</b>	<b>\$240,000</b>			<b>\$135,000</b>	<b>\$220,000</b>	<b>\$311,625</b>	<b>\$382,000</b>

# September 2021



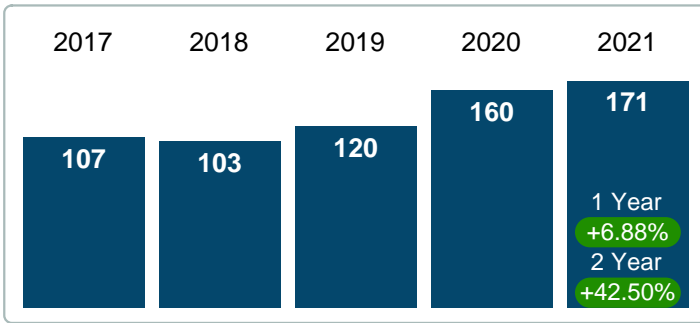
Area Delimited by County Of Wagoner - Residential Property Type



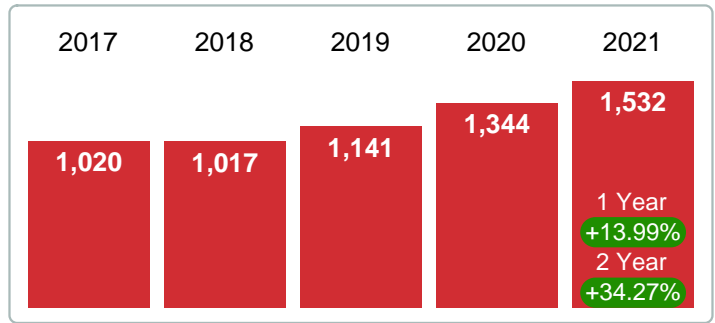
## PENDING LISTINGS

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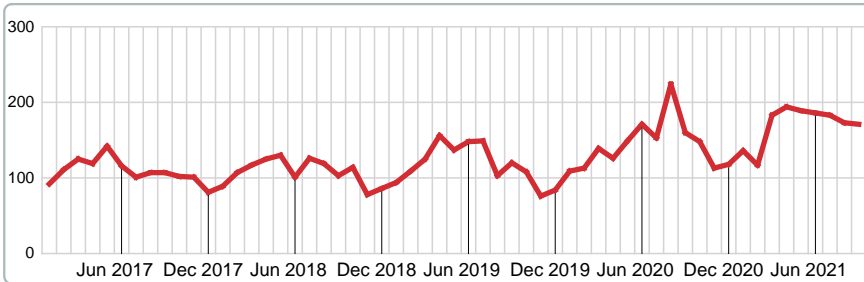
### SEPTEMBER



### YEAR TO DATE (YTD)

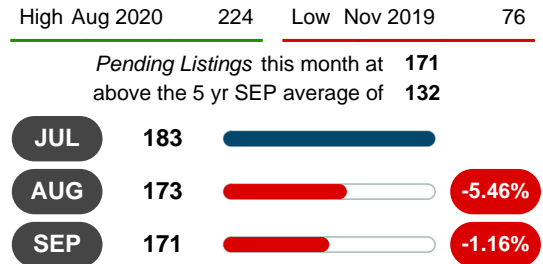


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 132



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	16	9.36%	16.5	7	7	1	1
\$150,001 - \$175,000	14	8.19%	4.0	0	13	1	0
\$175,001 - \$200,000	26	15.20%	5.5	3	19	3	1
\$200,001 - \$275,000	48	28.07%	13.5	0	30	17	1
\$275,001 - \$300,000	24	14.04%	11.0	0	14	9	1
\$300,001 - \$350,000	17	9.94%	14.0	0	9	6	2
\$350,001 and up	26	15.20%	20.5	0	8	17	1
<b>Total Pending Units</b>	<b>171</b>			<b>10</b>	<b>100</b>	<b>54</b>	<b>7</b>
<b>Total Pending Volume</b>	<b>44,614,378</b>	<b>100%</b>	<b>11.0</b>	<b>1.31M</b>	<b>24.02M</b>	<b>17.38M</b>	<b>1.91M</b>
<b>Median Listing Price</b>	<b>\$244,000</b>			<b>\$122,450</b>	<b>\$220,293</b>	<b>\$285,500</b>	<b>\$289,900</b>

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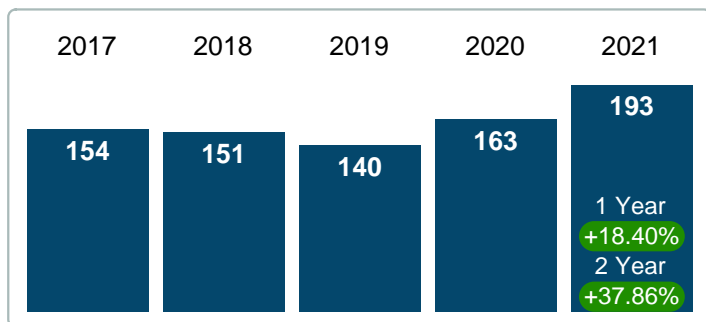
Area Delimited by County Of Wagoner - Residential Property Type



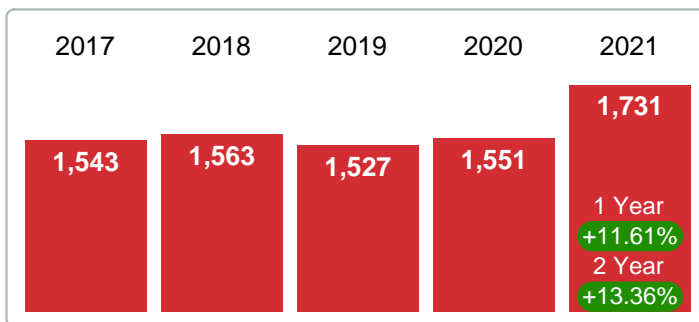
## NEW LISTINGS

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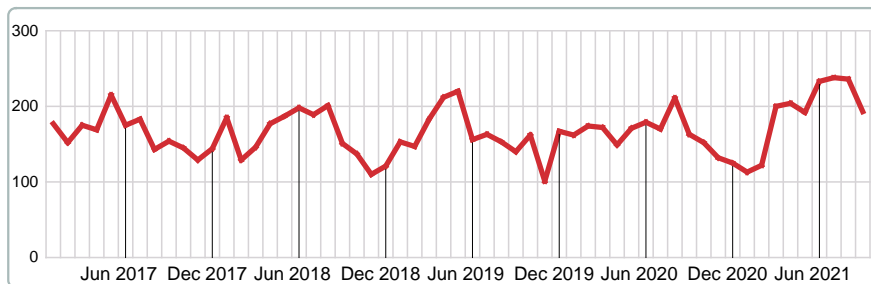
### SEPTEMBER



### YEAR TO DATE (YTD)

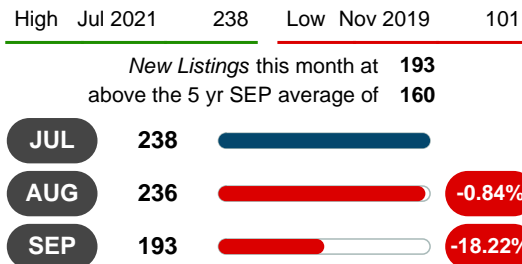


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>193</b>		<b>12</b>	<b>121</b>	<b>51</b>	<b>9</b>
<b>Total New Listed Volume</b>	<b>52,999,977</b>	<b>100%</b>	<b>1.28M</b>	<b>30.67M</b>	<b>16.96M</b>	<b>4.09M</b>
<b>Median New Listed Listing Price</b>	<b>\$239,000</b>		<b>\$117,200</b>	<b>\$220,000</b>	<b>\$304,000</b>	<b>\$400,000</b>

# September 2021



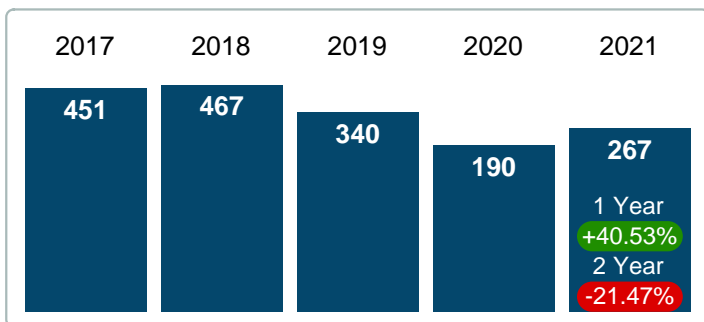
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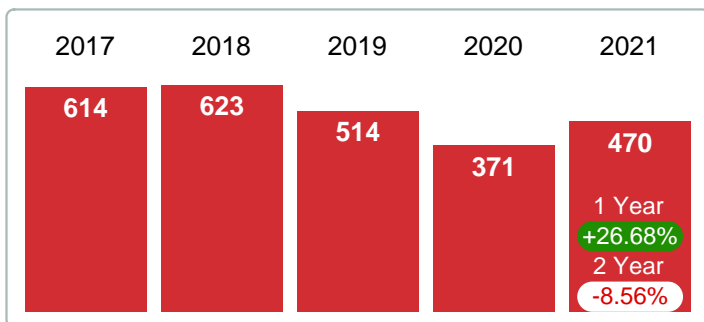
## ACTIVE INVENTORY

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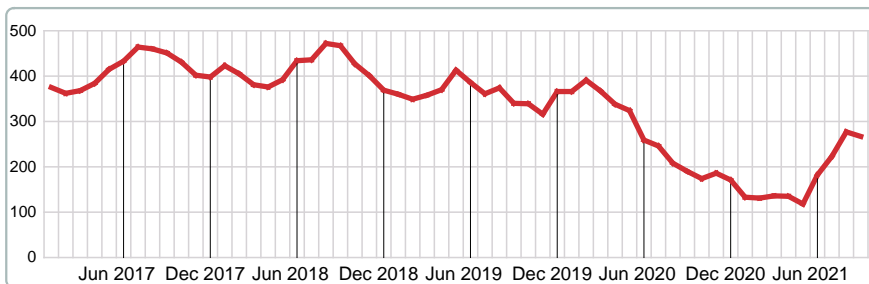
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

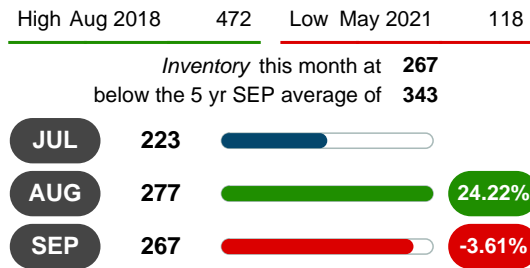


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 343



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	21	7.87%	38.0	10	7	3	1
\$100,001 - \$175,000	38	14.23%	31.0	7	24	6	1
\$175,001 - \$225,000	30	11.24%	15.5	1	24	5	0
\$225,001 - \$325,000	78	29.21%	56.0	1	36	40	1
\$325,001 - \$400,000	37	13.86%	51.0	1	17	17	2
\$400,001 - \$500,000	31	11.61%	69.0	0	11	16	4
\$500,001 and up	32	11.99%	33.5	0	13	7	12
<b>Total Active Inventory by Units</b>	<b>267</b>			<b>20</b>	<b>132</b>	<b>94</b>	<b>21</b>
<b>Total Active Inventory by Volume</b>	<b>85,190,982</b>	<b>100%</b>	<b>39.0</b>	<b>2.33M</b>	<b>37.43M</b>	<b>30.99M</b>	<b>14.45M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$283,990</b>			<b>\$106,700</b>	<b>\$256,166</b>	<b>\$307,348</b>	<b>\$510,142</b>

# September 2021



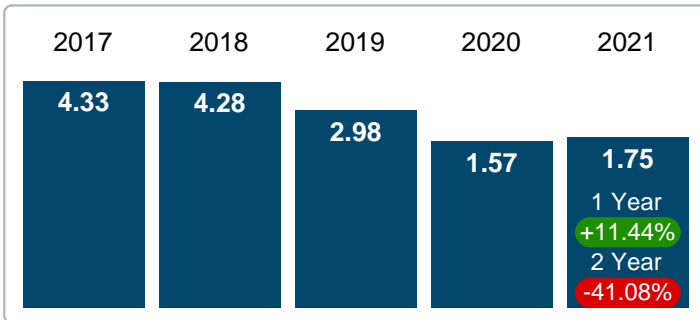
Area Delimited by County Of Wagoner - Residential Property Type



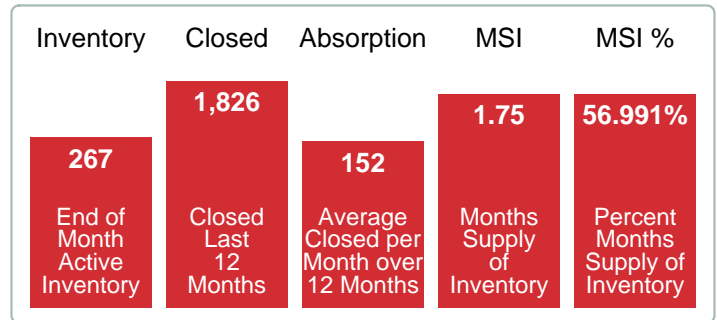
## MONTHS SUPPLY of INVENTORY (MSI)

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

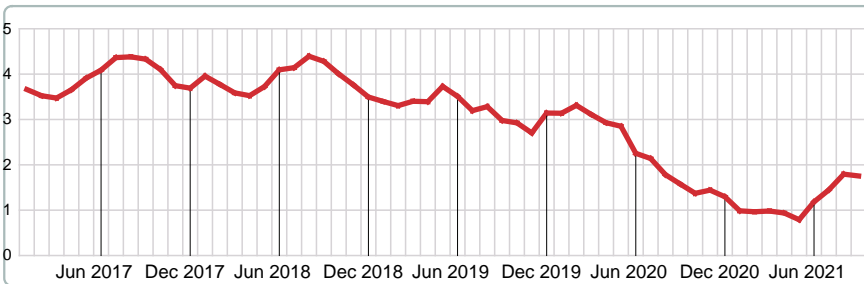
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

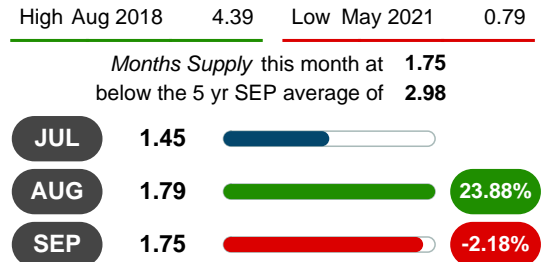


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# September 2021



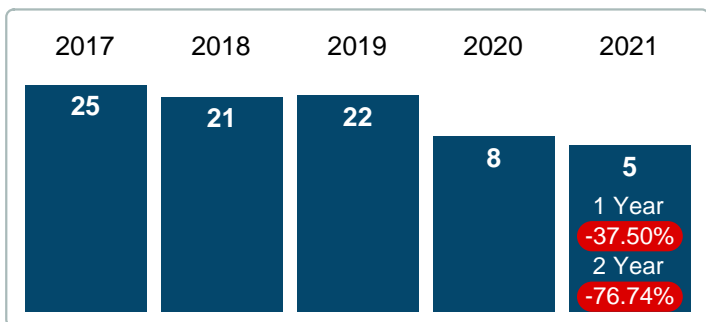
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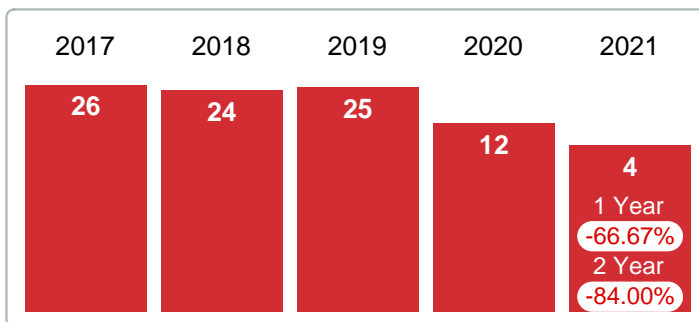
## MEDIAN DAYS ON MARKET TO SALE

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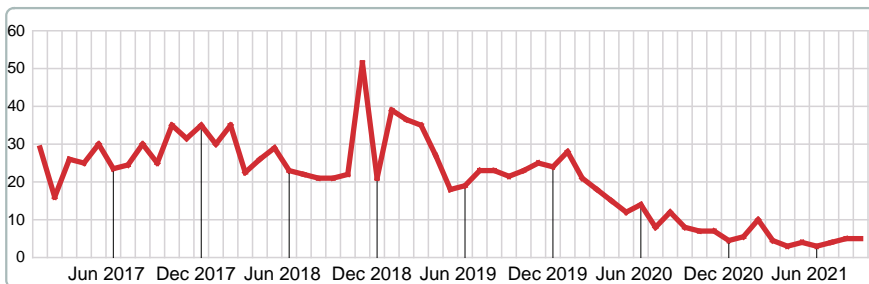
### SEPTEMBER



### YEAR TO DATE (YTD)

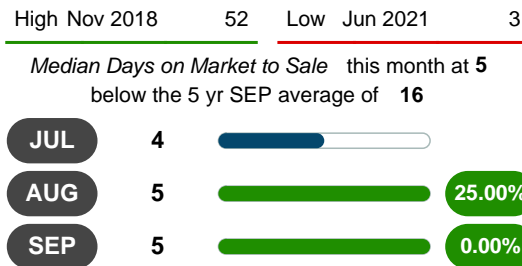


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 16



### 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	5.71%	4	3	5	0	0
\$125,001 - \$175,000	10.00%	6	5	6	38	0
\$175,001 - \$200,000	17.14%	5	8	4	29	0
\$200,001 - \$275,000	22.86%	6	1	5	9	0
\$275,001 - \$350,000	21.43%	5	0	6	4	3
\$350,001 - \$425,000	13.57%	1	0	1	1	32
\$425,001 and up	9.29%	25	0	32	13	65
Median Closed DOM		5	3	5	7	32
Total Closed Units	100%	5.0	9	91	34	6
Total Closed Volume			1.32M	22.94M	12.36M	2.50M

# September 2021



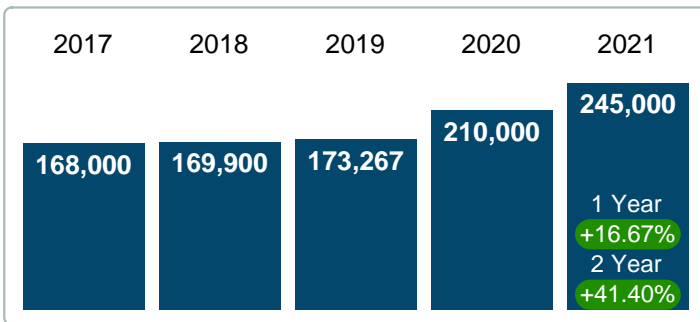
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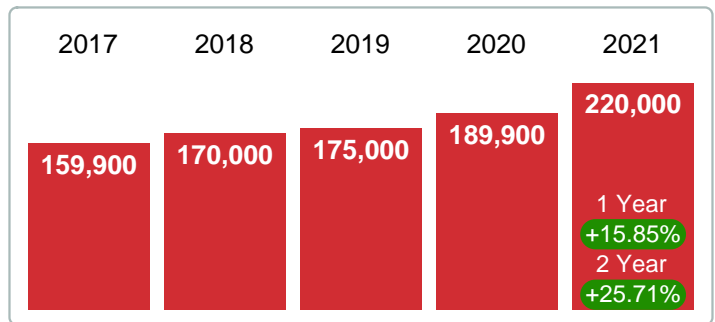
## MEDIAN LIST PRICE AT CLOSING

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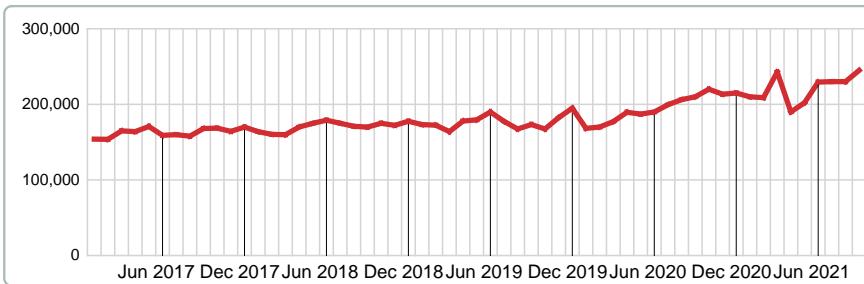
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

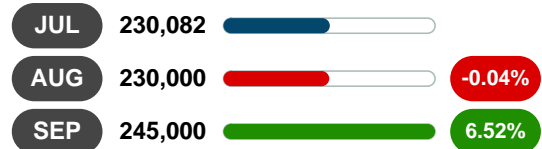


### 3 MONTHS

5 year SEP AVG = 193,233

High Sep 2021 245,000 Low Feb 2017 153,700

Median List Price at Closing this month at **245,000**  
above the 5 yr SEP average of **193,233**



### 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	10	7.14%	111,250	117,500	105,000	125,000	0
\$125,001 - \$175,000	15	10.71%	149,999	149,999	149,950	0	0
\$175,001 - \$200,000	23	16.43%	195,000	199,450	192,500	190,000	0
\$200,001 - \$275,000	31	22.14%	215,000	0	215,206	208,500	0
\$275,001 - \$350,000	30	21.43%	296,750	0	290,525	296,750	339,000
\$350,001 - \$425,000	17	12.14%	375,000	0	364,835	389,830	382,000
\$425,001 and up	14	10.00%	542,500	0	540,000	521,500	639,900
Median List Price			245,000	135,000	215,000	307,445	382,000
Total Closed Units		100%	245,000	9	91	34	6
Total Closed Volume			38,977,563	1.30M	22.78M	12.39M	2.51M



# September 2021



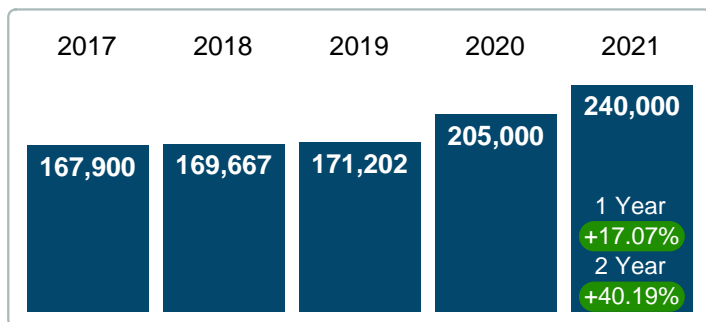
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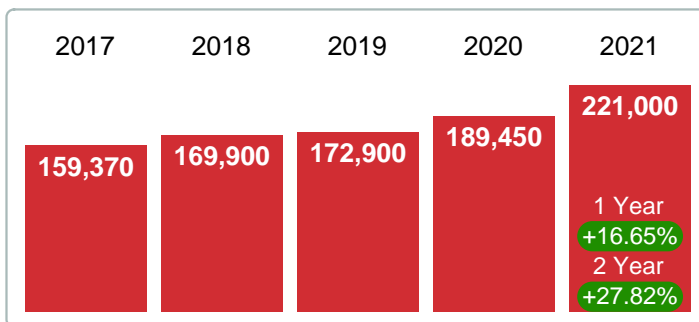
## MEDIAN SOLD PRICE AT CLOSING

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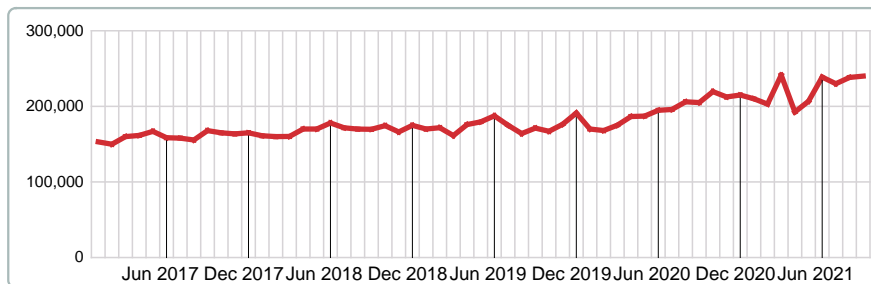
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

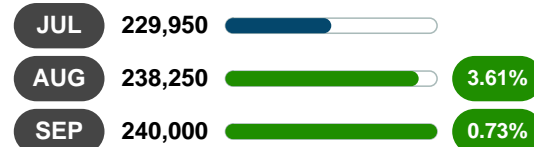


### 3 MONTHS

5 year SEP AVG = 190,754

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

Median Sold Price at Closing this month at **240,000** above the 5 yr SEP average of **190,754**



### 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	5.71%	105,750	113,000	104,000	0	0
\$125,001 - \$175,000	14	10.00%	148,750	149,500	150,000	132,000	0
\$175,001 - \$200,000	24	17.14%	191,950	195,000	190,000	193,500	0
\$200,001 - \$275,000	32	22.86%	220,000	210,000	220,000	227,500	0
\$275,001 - \$350,000	30	21.43%	292,750	0	288,950	299,990	339,000
\$350,001 - \$425,000	19	13.57%	375,960	0	375,000	391,980	382,000
\$425,001 and up	13	9.29%	540,000	0	544,500	514,000	632,000
Median Sold Price			240,000	135,000	220,000	311,625	382,000
Total Closed Units		100%	240,000	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



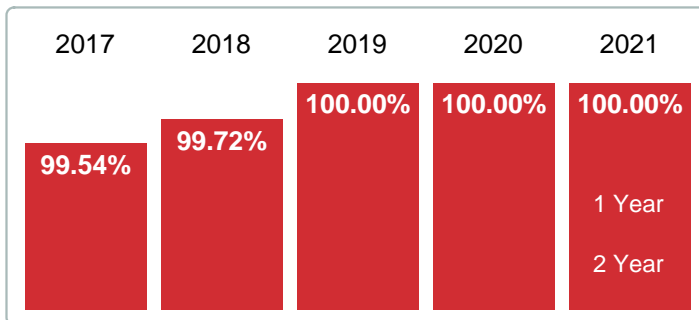
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

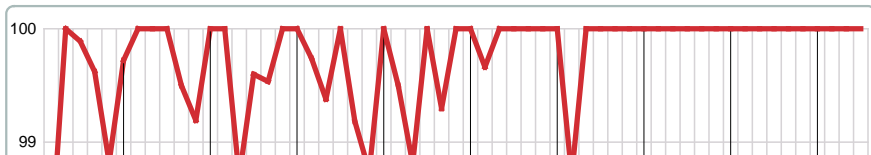
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 100.00%

High Sep 2021 100.00% Low Jan 2017 98.11%

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

JUL 100.00%  
AUG 100.00%  
SEP 100.00%

0.00%  
0.00%

### 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	8	5.71%	99.52%	98.26%	100.00%	0.00%	0.00%
\$125,001 - \$175,000	14	10.00%	103.59%	104.90%	100.00%	105.60%	0.00%
\$175,001 - \$200,000	24	17.14%	100.03%	97.55%	101.62%	99.25%	0.00%
\$200,001 - \$275,000	32	22.86%	100.20%	105.53%	100.00%	99.47%	0.00%
\$275,001 - \$350,000	30	21.43%	100.00%	0.00%	100.00%	100.00%	100.00%
\$350,001 - \$425,000	19	13.57%	100.00%	0.00%	100.86%	100.00%	100.00%
\$425,001 and up	13	9.29%	100.00%	0.00%	99.79%	100.00%	98.77%
Median Sold/List Ratio		100.00%		100.83%	100.00%	100.00%	100.00%
Total Closed Units	140	100%	100.00%	9	91	34	6
Total Closed Volume	39,129,622			1.32M	22.94M	12.36M	2.50M

# September 2021



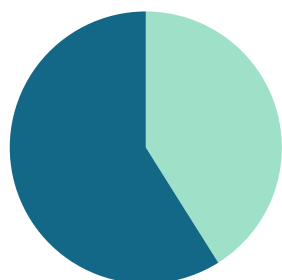
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

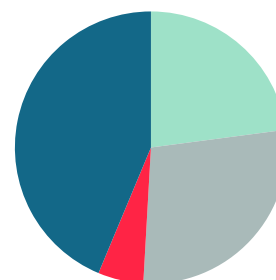


**Inventory**  
 New Listings  
**193 = 41.06%**  
 Start Inventory  
**277**  
 Total Inventory Units  
**470**  
 Volume  
**\$137,650,056**

### 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%
Median List Price	210,000	245,000	16.67%	189,900	220,000	15.85%
Median Sale Price	205,000	240,000	17.07%	189,450	221,000	16.65%
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	8.00	5.00	-37.50%	12.00	4.00	-66.67%
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

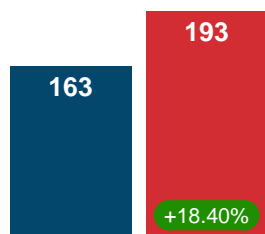
**Inventory** on September 30, 2021 = 267

2020 2021

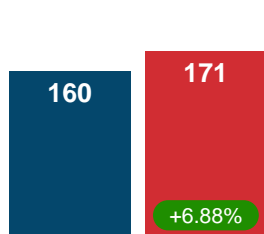
### SEPTEMBER MARKET

### MEDIAN PRICES

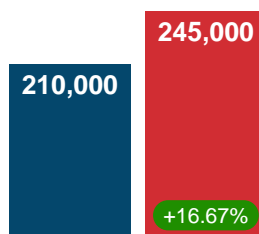
#### New Listings



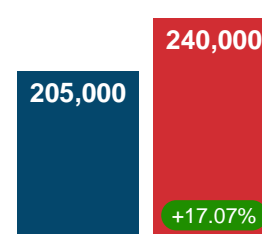
#### Pending Listings



#### List Price



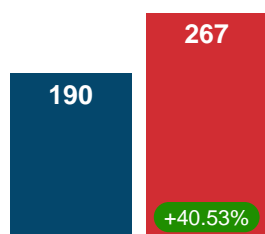
#### Sale Price



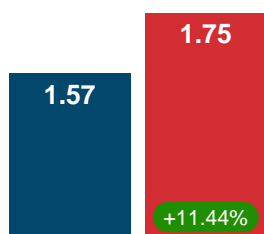
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

