

March 2022



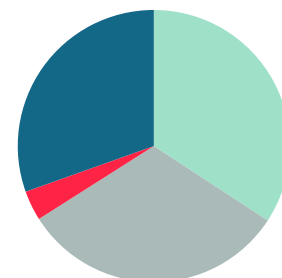
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2021	March 2022	+/-%
Closed Listings	146	154	5.48%
Pending Listings	183	143	-21.86%
New Listings	200	161	-19.50%
Average List Price	251,049	282,419	12.50%
Average Sale Price	250,975	282,514	12.57%
Average Percent of Selling Price to List Price	99.60%	99.99%	0.39%
Average Days on Market to Sale	27.36	22.05	-19.43%
End of Month Inventory	136	137	0.74%
Months Supply of Inventory	0.98	0.84	-14.44%



■ Closed (34.22%)
■ Pending (31.78%)
■ Other OffMarket (3.56%)
■ Active (30.44%)

Absorption: Last 12 months, an Average of **163** Sales/Month
Active Inventory as of March 31, 2022 = **137**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2022 rose **0.74%** to 137 existing homes available for sale. Over the last 12 months this area has had an average of 163 closed sales per month. This represents an unsold inventory index of **0.84** 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 **12.57%** in March 2022 to \$282,514 versus the previous year at \$250,975.

Average Days on Market Shortens

The average number of **22.05** days that homes spent on the market before selling decreased by 5.32 days or **19.43%** in March 2022 compared to last year's same month at **27.36** DOM.

Sales Success for March 2022 is Positive

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

There were 161 New Listings in March 2022, down **19.50%** from last year at 200. Furthermore, there were 154 Closed Listings this month versus last year at 146, a **5.48%** increase.

Closed versus Listed trends yielded a **95.7%** ratio, up from previous year's, March 2021, at **73.0%**, a **31.03%** upswing. This will certainly create pressure on an increasing Monthly Months 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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 2022



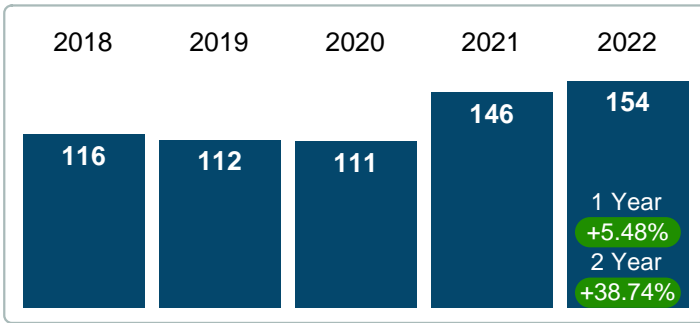
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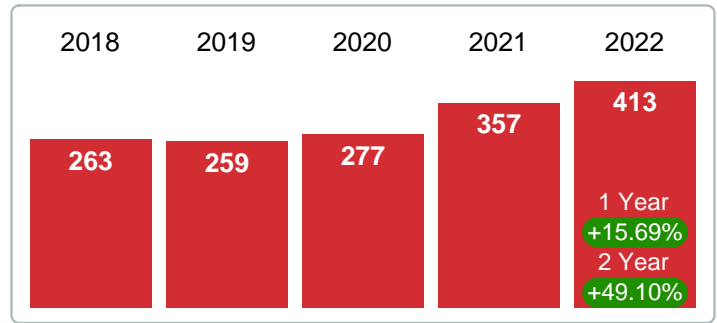
CLOSED LISTINGS

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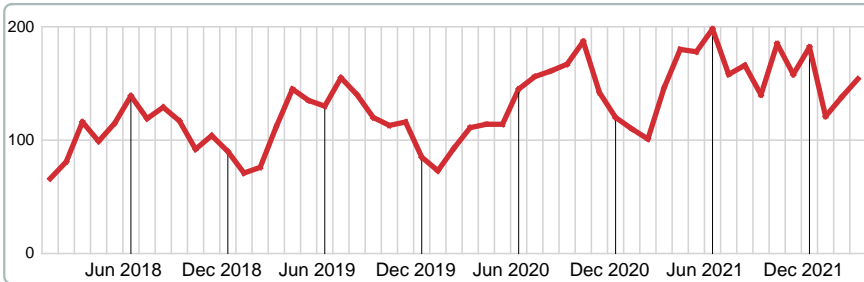
MARCH



YEAR TO DATE (YTD)

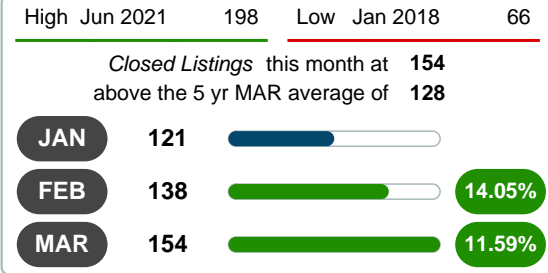


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 128



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	16	10.39%	25.8	6	8	2	0
\$150,001 - \$175,000	9	5.84%	28.3	0	6	3	0
\$175,001 - \$200,000	14	9.09%	8.2	1	12	1	0
\$200,001 - \$275,000	49	31.82%	16.8	2	36	11	0
\$275,001 - \$350,000	30	19.48%	19.7	0	17	11	2
\$350,001 - \$450,000	22	14.29%	16.2	1	5	15	1
\$450,001 and up	14	9.09%	60.0	1	5	5	3
Total Closed Units	154			11	89	48	6
Total Closed Volume	43,507,127	100%	22.0	2.15M	22.73M	15.93M	2.70M
Average Closed Price	\$282,514			\$195,273	\$255,381	\$331,963	\$449,333

March 2022



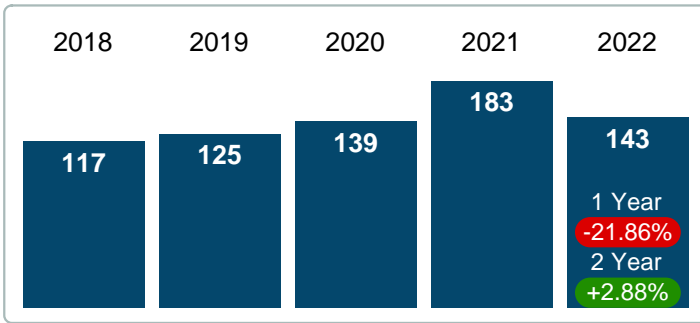
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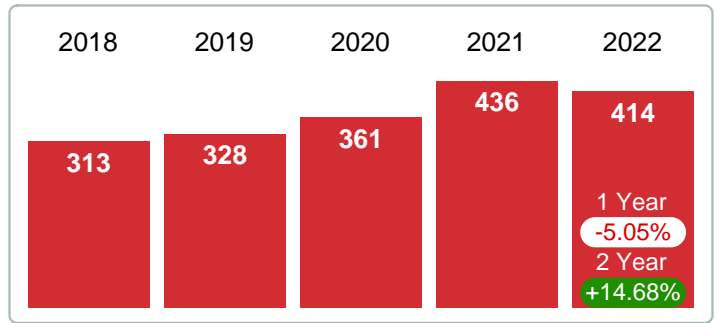
PENDING LISTINGS

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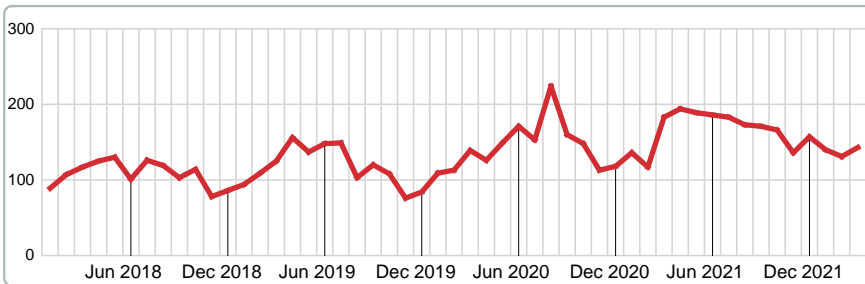
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 141

High Aug 2020 224 Low Nov 2019 76

Pending Listings this month at **143**
above the 5 yr MAR average of **141**



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	13	9.09%	28.2	5	7	1	0
\$125,001 - \$175,000	20	13.99%	24.8	3	13	4	0
\$175,001 - \$225,000	25	17.48%	15.6	0	22	3	0
\$225,001 - \$275,000	19	13.29%	8.4	0	13	6	0
\$275,001 - \$375,000	32	22.38%	26.2	0	22	10	0
\$375,001 - \$475,000	19	13.29%	12.7	0	6	11	2
\$475,001 and up	15	10.49%	56.9	0	6	8	1
Total Pending Units	143			8	89	43	3
Total Pending Volume	42,920,873	100%	22.3	802.70K	23.71M	16.28M	2.13M
Average Listing Price	\$299,688			\$100,338	\$266,381	\$378,498	\$711,633

March 2022



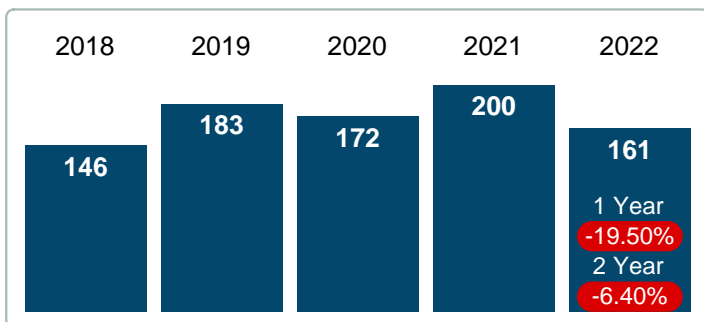
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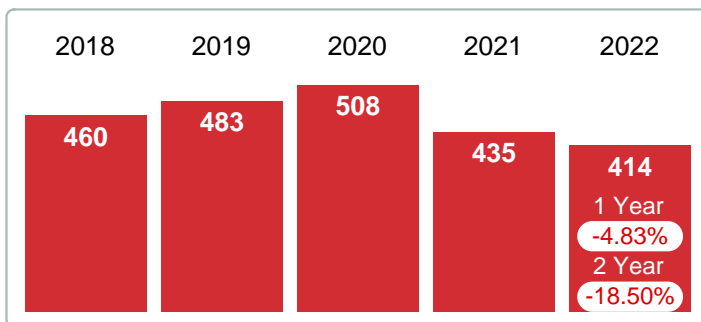
NEW LISTINGS

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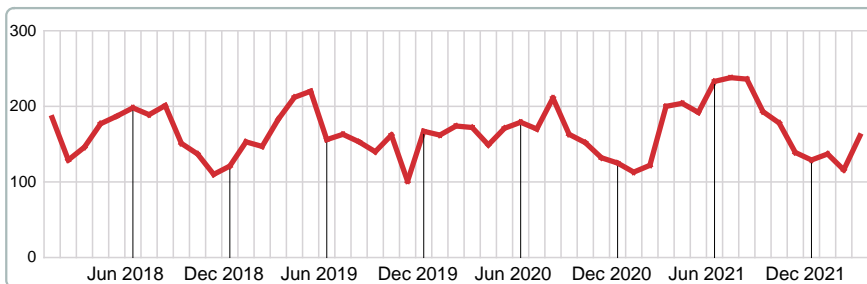
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 172

High Jul 2021 238 Low Nov 2019 101

New Listings this month at 161
below the 5 yr MAR average of 172



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	14	8.70%	10	4	0	0
\$75,001 - \$150,000	21	13.04%	6	13	2	0
\$150,001 - \$200,000	25	15.53%	2	21	2	0
\$200,001 - \$275,000	36	22.36%	0	28	8	0
\$275,001 - \$325,000	23	14.29%	0	19	4	0
\$325,001 - \$475,000	26	16.15%	1	8	16	1
\$475,001 and up	16	9.94%	1	5	7	3
Total New Listed Units	161		20	98	39	4
Total New Listed Volume	44,530,575	100%	2.61M	23.40M	14.21M	4.31M
Average New Listed Listing Price	\$281,350		\$130,355	\$238,783	\$364,481	\$1,077,000

March 2022



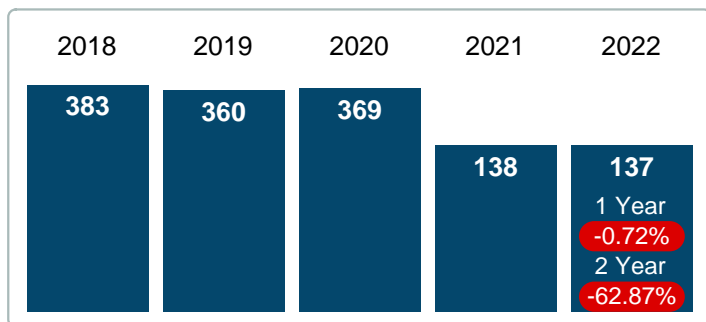
Area Delimited by County Of Wagoner - Residential Property Type



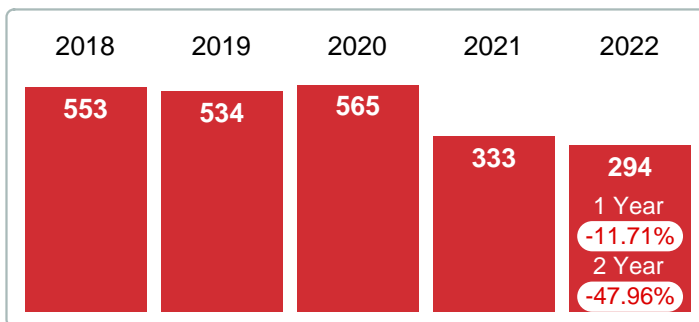
ACTIVE INVENTORY

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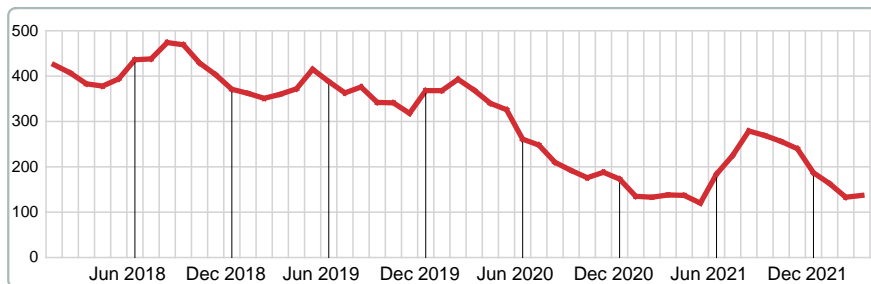
END OF MARCH



ACTIVE DURING MARCH

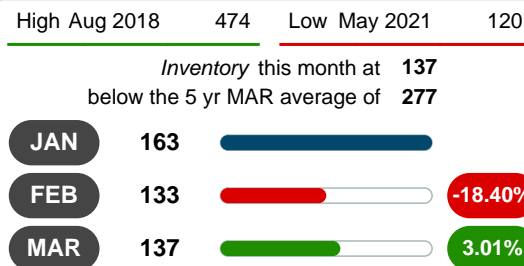


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 277



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	11	8.03%	17.8	8	3	0	0
\$75,001 - \$150,000	17	12.41%	58.3	3	13	1	0
\$150,001 - \$225,000	20	14.60%	35.6	3	12	3	2
\$225,001 - \$325,000	33	24.09%	141.0	1	17	14	1
\$325,001 - \$400,000	17	12.41%	174.2	0	6	10	1
\$400,001 - \$650,000	25	18.25%	120.7	2	7	13	3
\$650,001 and up	14	10.22%	77.6	0	6	3	5
Total Active Inventory by Units	137			17	64	44	12
Total Active Inventory by Volume	49,071,098	100%	99.4	2.54M	21.66M	16.61M	8.26M
Average Active Inventory Listing Price	\$358,183			\$149,671	\$338,409	\$377,445	\$688,413

March 2022



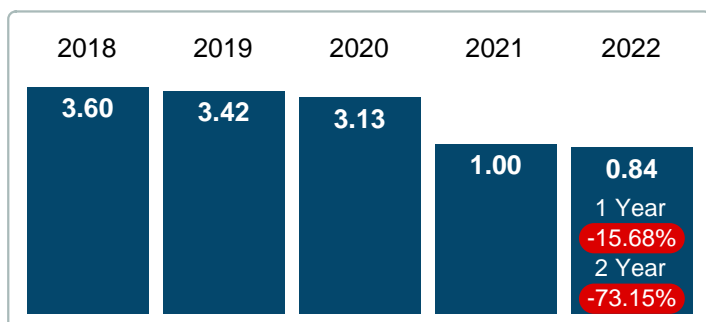
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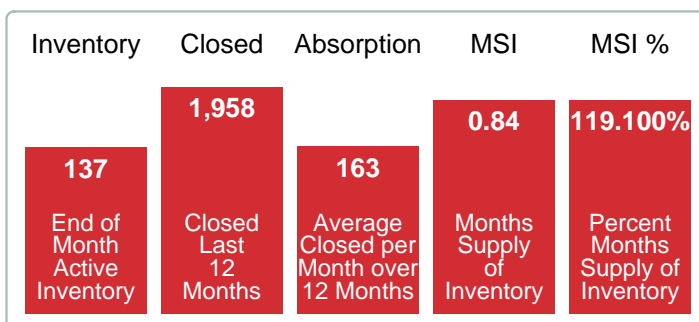
MONTHS SUPPLY of INVENTORY (MSI)

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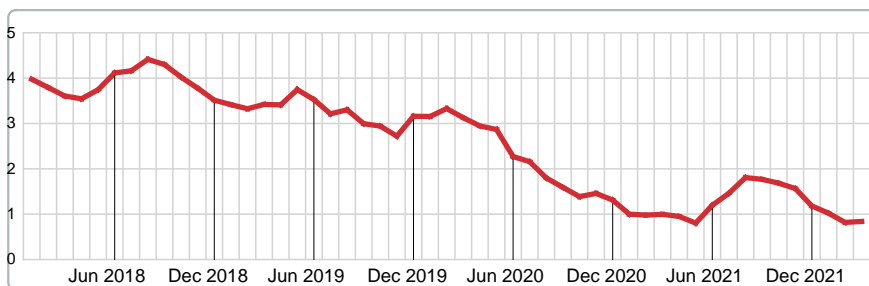
MSI FOR MARCH



INDICATORS FOR MARCH 2022

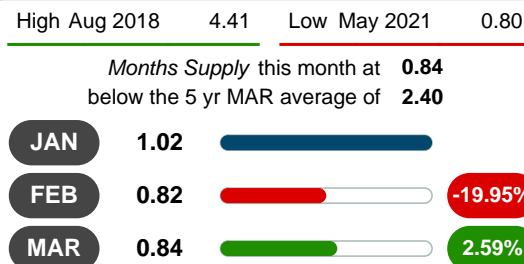


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 2.40



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
\$75,000 and less	11	8.03%	2.54	3.31	1.89	0.00	0.00
\$75,001 - \$150,000	17	12.41%	0.97	0.88	1.04	0.67	0.00
\$150,001 - \$225,000	20	14.60%	0.37	1.38	0.27	0.38	6.00
\$225,001 - \$325,000	33	24.09%	0.63	1.00	0.56	0.69	1.00
\$325,001 - \$400,000	17	12.41%	0.95	0.00	0.72	1.33	0.71
\$400,001 - \$650,000	25	18.25%	1.70	24.00	1.50	1.71	1.29
\$650,001 and up	14	10.22%	7.30	0.00	14.40	2.77	12.00
Market Supply of Inventory (MSI)			0.84	1.76	0.63	0.95	2.12
Total Active Inventory by Units		100%	0.84	17	64	44	12

March 2022



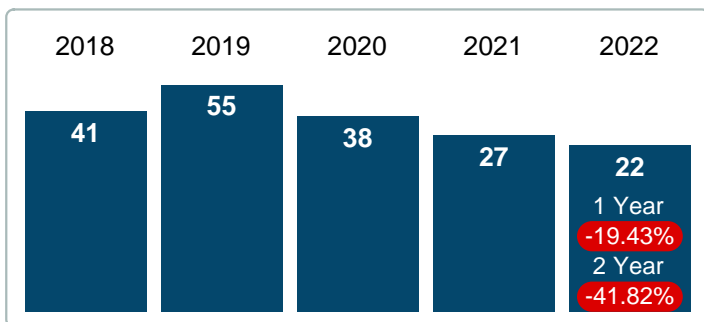
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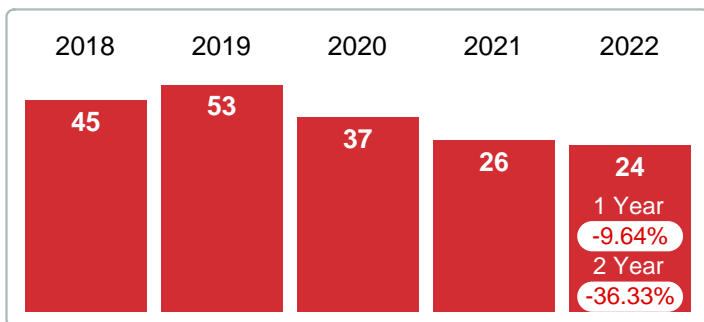
AVERAGE DAYS ON MARKET TO SALE

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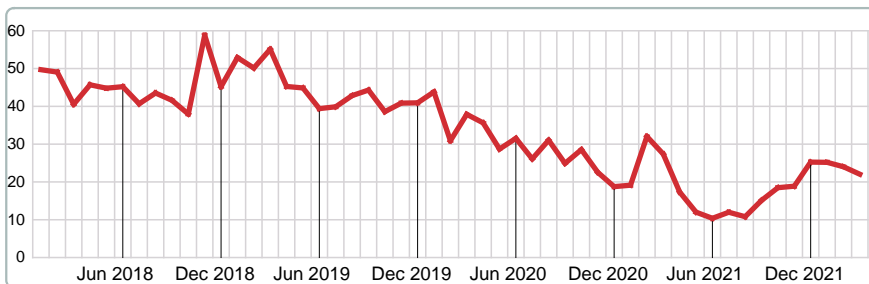
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

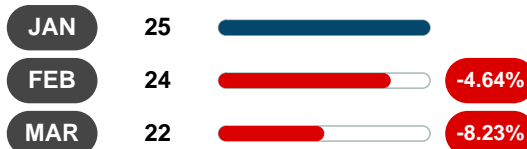


3 MONTHS

5 year MAR AVG = 37

High Nov 2018 59 Low Jun 2021 10

Average Days on Market to Sale this month at 22 below the 5 yr MAR average of 37



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	10.39%	26	16	18	88	0
\$150,001 - \$175,000	5.84%	28	0	29	26	0
\$175,001 - \$200,000	9.09%	8	31	7	1	0
\$200,001 - \$275,000	31.82%	17	3	11	38	0
\$275,001 - \$350,000	19.48%	20	0	21	21	3
\$350,001 - \$450,000	14.29%	16	6	10	19	11
\$450,001 and up	9.09%	60	110	40	73	56
Average Closed DOM		22	22	16	32	31
Total Closed Units	100%	22	11	89	48	6
Total Closed Volume		43,507,127	2.15M	22.73M	15.93M	2.70M

March 2022



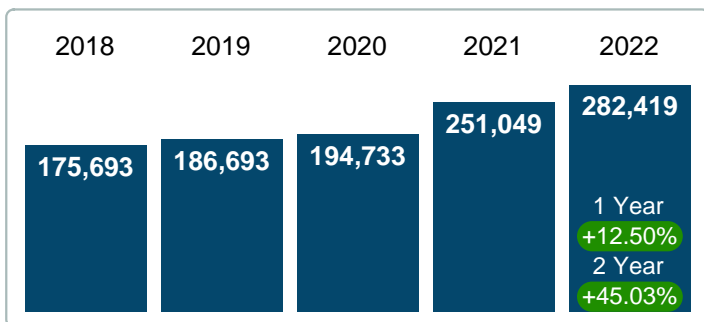
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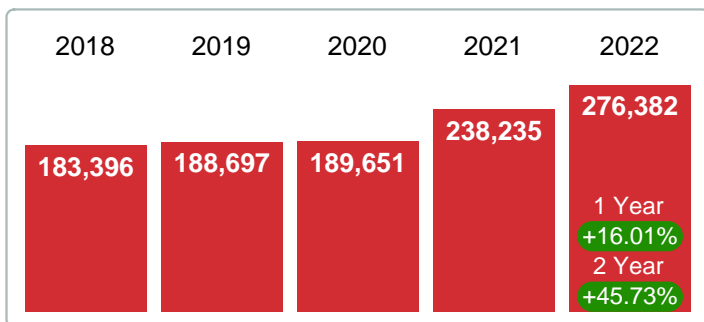
AVERAGE LIST PRICE AT CLOSING

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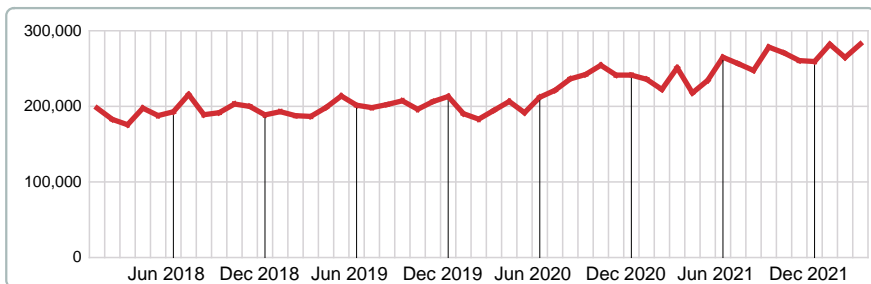
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 218,117

High Mar 2022 282,419 Low Mar 2018 175,693

Average List Price at Closing this month at **282,419**
above the 5 yr MAR average of **218,117**

- JAN 282,056
- FEB 264,670 -6.16%
- MAR 282,419 6.71%

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	11.69%	113,628	103,483	116,700	96,950	0
\$150,001 - \$175,000 5	3.25%	167,780	0	170,633	162,267	0
\$175,001 - \$200,000 20	12.99%	189,375	195,000	186,067	200,000	0
\$200,001 - \$275,000 45	29.22%	236,830	225,000	232,023	241,953	0
\$275,001 - \$350,000 31	20.13%	307,811	0	308,190	303,265	299,950
\$350,001 - \$450,000 21	13.64%	398,438	395,000	410,760	395,240	409,900
\$450,001 and up 14	9.09%	589,586	524,500	549,800	651,940	548,633
Average List Price		282,419	198,673	253,765	334,717	442,617
Total Closed Units	100%	282,419	11	89	48	6
Total Closed Volume		43,492,578	2.19M	22.59M	16.07M	2.66M

March 2022



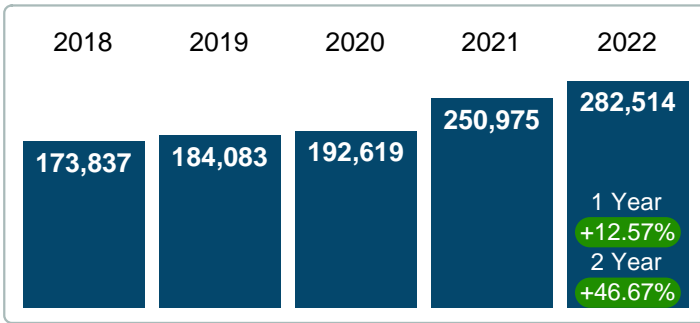
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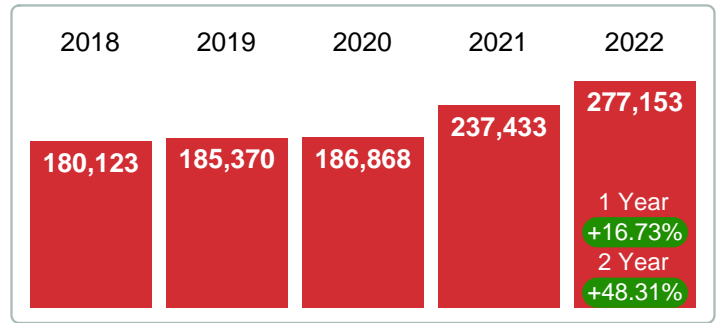
AVERAGE SOLD PRICE AT CLOSING

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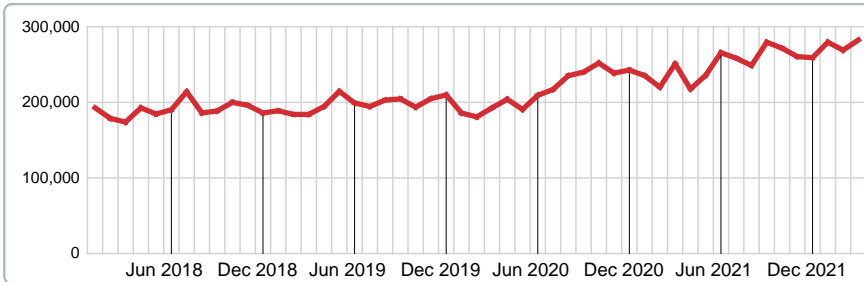
MARCH



YEAR TO DATE (YTD)

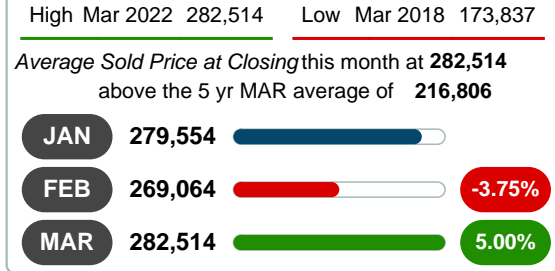


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 216,806



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	10.39%	106,981	95,417	117,413	99,950	0
\$150,001 - \$175,000	5.84%	167,267	0	169,067	163,667	0
\$175,001 - \$200,000	9.09%	191,386	193,000	190,533	200,000	0
\$200,001 - \$275,000	31.82%	236,151	228,750	234,419	243,163	0
\$275,001 - \$350,000	19.48%	306,360	0	308,365	303,055	307,500
\$350,001 - \$450,000	14.29%	396,374	395,000	414,000	389,015	420,000
\$450,001 and up	9.09%	580,586	530,000	547,500	639,940	553,667
Average Sold Price		282,514	195,273	255,381	331,963	449,333
Total Closed Units	100%	282,514	11	89	48	6
Total Closed Volume		43,507,127	2.15M	22.73M	15.93M	2.70M

March 2022



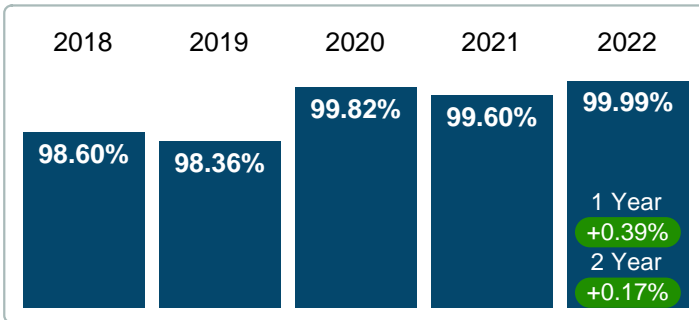
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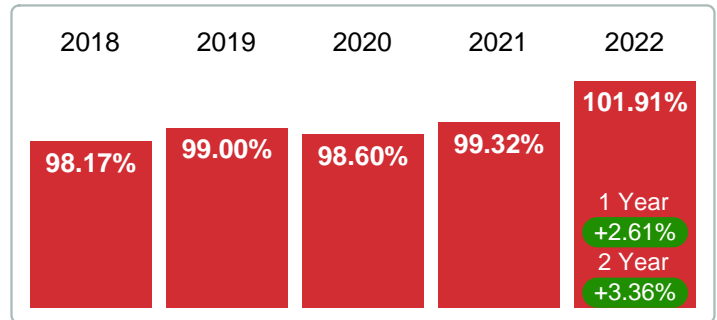
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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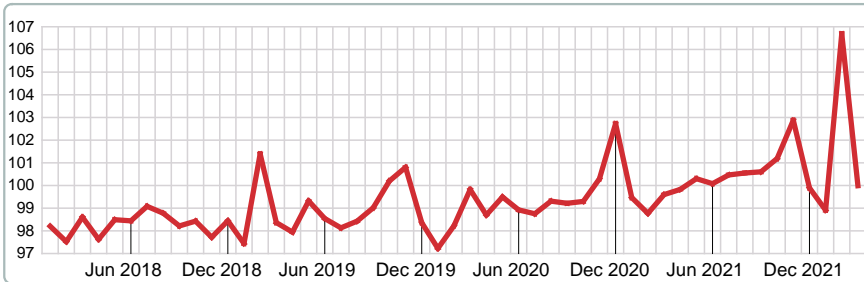
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

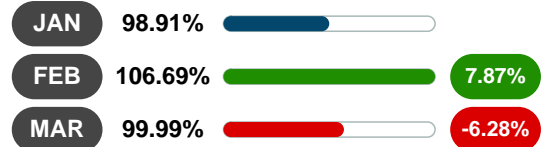


3 MONTHS

5 year MAR AVG = 99.28%

High Feb 2022 106.69% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **99.99%**
above the 5 yr MAR average of **99.28%**



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	16	10.39%	95.58%	87.45%	100.00%	102.24%	0.00%
\$150,001 - \$175,000	9	5.84%	100.10%	0.00%	99.20%	101.90%	0.00%
\$175,001 - \$200,000	14	9.09%	102.03%	98.97%	102.46%	100.00%	0.00%
\$200,001 - \$275,000	49	31.82%	101.05%	101.66%	101.14%	100.67%	0.00%
\$275,001 - \$350,000	30	19.48%	100.21%	0.00%	100.13%	99.90%	102.63%
\$350,001 - \$450,000	22	14.29%	99.49%	100.00%	100.84%	98.80%	102.46%
\$450,001 and up	14	9.09%	99.53%	101.05%	99.63%	98.24%	101.02%
Average Sold/List Ratio		100.00%		93.46%	100.79%	99.78%	101.80%
Total Closed Units	154	100%	100.00%	11	89	48	6
Total Closed Volume	43,507,127			2.15M	22.73M	15.93M	2.70M

March 2022



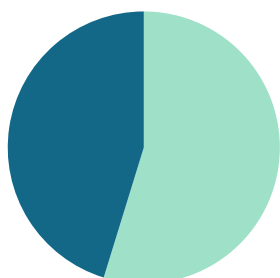
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

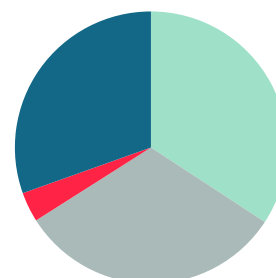


Inventory
 New Listings
161 = 54.76%
 Start Inventory
133
 Total Inventory Units
294
 Volume
\$96,298,221

Market Activity

Closed Sales
154 = 34.22%
 Pending Sales
143 = 31.78%
 Other Off Market
16 = 3.56%
 Active Inventory
137 = 30.44%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	146	154	5.48%	357	413	15.69%
Pending Sales	183	143	-21.86%	436	414	-5.05%
New Listings	200	161	-19.50%	435	414	-4.83%
Average List Price	251,049	282,419	12.50%	238,235	276,382	16.01%
Average Sale Price	250,975	282,514	12.57%	237,433	277,153	16.73%
Average Percent of Selling Price to List Price	99.60%	99.99%	0.39%	99.32%	101.91%	2.61%
Average Days on Market to Sale	27.36	22.05	-19.43%	26.15	23.63	-9.64%
Monthly Inventory	136	137	0.74%	136	137	0.74%
Months Supply of Inventory	0.98	0.84	-14.44%	0.98	0.84	-14.44%

Absorption: Last 12 months, an Average of **163** Sales/Month

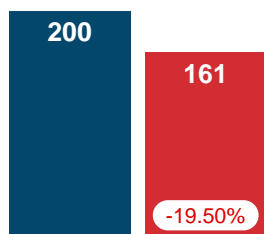
Inventory on March 31, 2022 = **137**

2021 **2022**

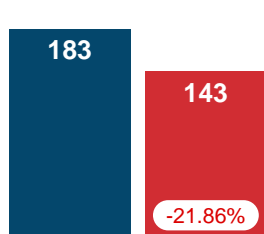
MARCH MARKET

AVERAGE PRICES

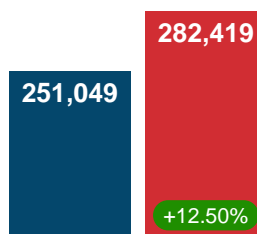
New Listings



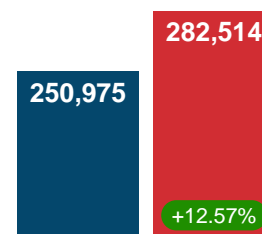
Pending Listings



List Price



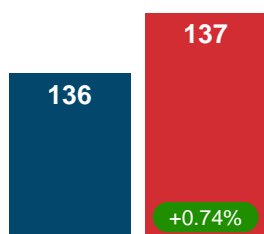
Sale Price



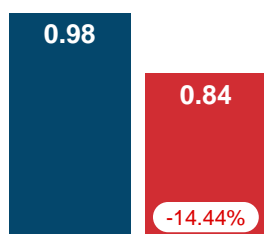
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

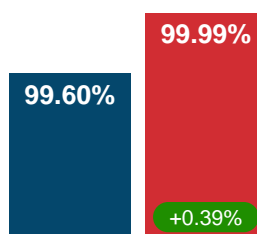
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

