

# October 2022



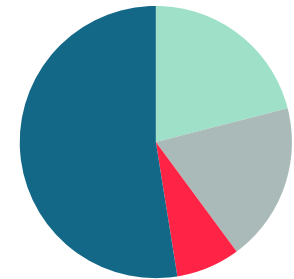
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	October 2022	+/-%
Closed Listings	185	108	-41.62%
Pending Listings	166	97	-41.57%
New Listings	178	131	-26.40%
Average List Price	270,713	297,389	9.85%
Average Sale Price	271,684	296,131	9.00%
Average Percent of Selling Price to List Price	101.19%	99.63%	-1.54%
Average Days on Market to Sale	18.48	23.44	26.84%
End of Month Inventory	254	270	6.30%
Months Supply of Inventory	1.67	1.92	14.66%



■ Closed (21.01%)  
■ Pending (18.87%)  
■ Other OffMarket (7.59%)  
■ Active (52.53%)

**Absorption:** Last 12 months, an Average of **141** Sales/Month  
**Active Inventory** as of October 31, 2022 = **270**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2022 rose **6.30%** to 270 existing homes available for sale. Over the last 12 months this area has had an average of 141 closed sales per month. This represents an unsold inventory index of **1.92** 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 **9.00%** in October 2022 to \$296,131 versus the previous year at \$271,684.

#### Average Days on Market Lengthens

The average number of **23.44** days that homes spent on the market before selling increased by 4.96 days or **26.84%** in October 2022 compared to last year's same month at **18.48** DOM.

#### Sales Success for October 2022 is Positive

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

There were 131 New Listings in October 2022, down **26.40%** from last year at 178. Furthermore, there were 108 Closed Listings this month versus last year at 185, a **-41.62%** decrease.

Closed versus Listed trends yielded a **82.4%** ratio, down from previous year's, October 2021, at **103.9%**, a **20.68%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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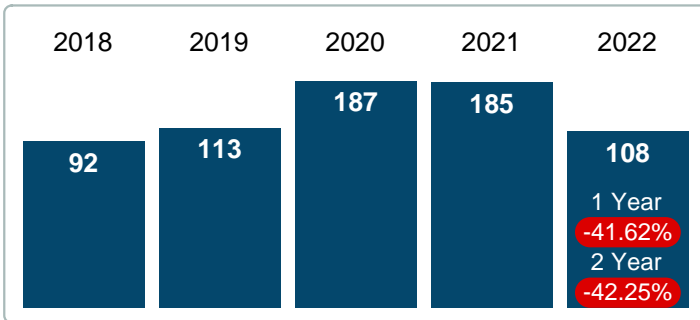
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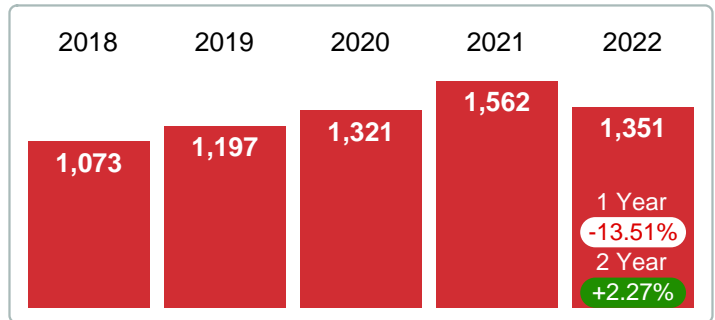
## CLOSED LISTINGS

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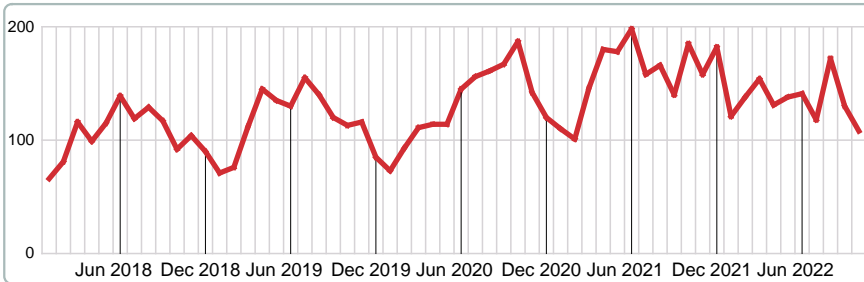
### OCTOBER



### YEAR TO DATE (YTD)

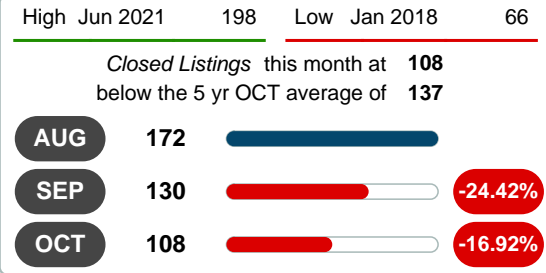


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 137



### 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	11	10.19%	20.9	6	5	0	0
\$125,001 - \$200,000	13	12.04%	23.8	1	11	1	0
\$200,001 - \$225,000	8	7.41%	8.3	0	8	0	0
\$225,001 - \$300,000	33	30.56%	20.6	0	26	7	0
\$300,001 - \$350,000	18	16.67%	29.1	0	11	6	1
\$350,001 - \$475,000	11	10.19%	18.5	1	6	4	0
\$475,001 and up	14	12.96%	36.9	0	2	11	1
<b>Total Closed Units</b>	<b>108</b>			<b>8</b>	<b>69</b>	<b>29</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>31,982,177</b>	<b>100%</b>	<b>23.4</b>	<b>1.00M</b>	<b>17.70M</b>	<b>12.41M</b>	<b>870.00K</b>
<b>Average Closed Price</b>	<b>\$296,131</b>			<b>\$125,375</b>	<b>\$256,511</b>	<b>\$427,929</b>	<b>\$435,000</b>

# October 2022



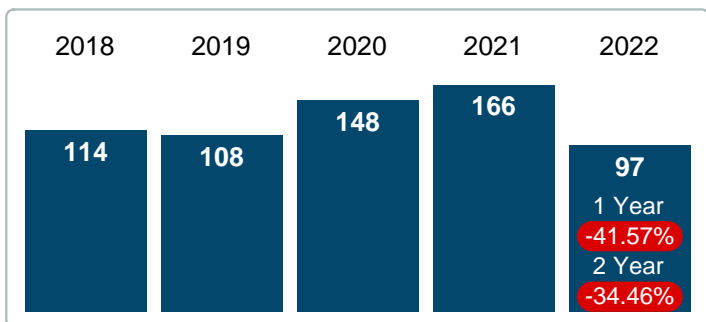
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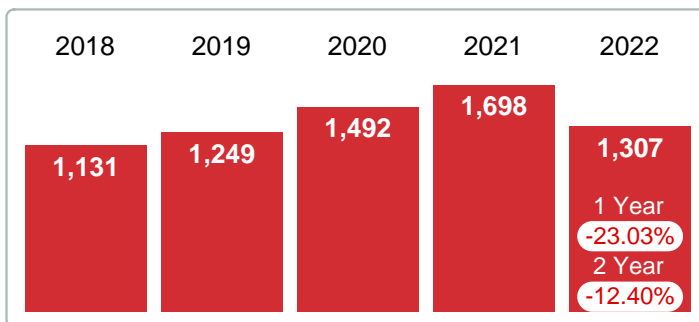
## PENDING LISTINGS

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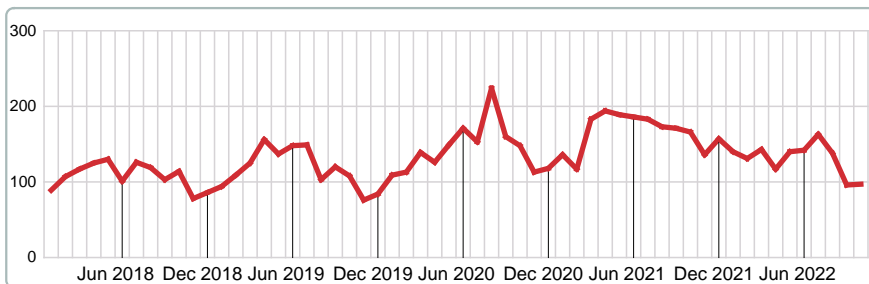
### OCTOBER



### YEAR TO DATE (YTD)

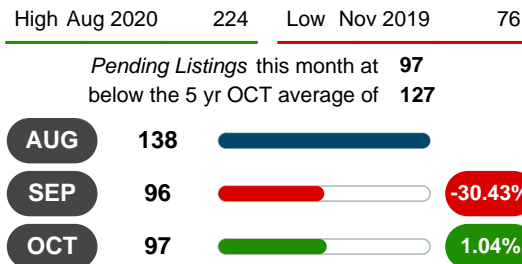


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 127



### 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	10	10.31%	25.8	3	7	0	0
\$125,001 - \$175,000	8	8.25%	42.0	1	7	0	0
\$175,001 - \$225,000	15	15.46%	26.1	0	12	3	0
\$225,001 - \$275,000	23	23.71%	17.4	0	18	5	0
\$275,001 - \$350,000	19	19.59%	30.5	0	13	5	1
\$350,001 - \$475,000	12	12.37%	25.2	0	5	7	0
\$475,001 and up	10	10.31%	62.3	0	2	5	3
<b>Total Pending Units</b>	<b>97</b>			<b>4</b>	<b>64</b>	<b>25</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>28,164,278</b>	<b>100%</b>	<b>28.8</b>	<b>347.50K</b>	<b>17.04M</b>	<b>8.66M</b>	<b>2.11M</b>
<b>Average Listing Price</b>	<b>\$274,577</b>			<b>\$86,875</b>	<b>\$266,218</b>	<b>\$346,556</b>	<b>\$528,725</b>

# October 2022



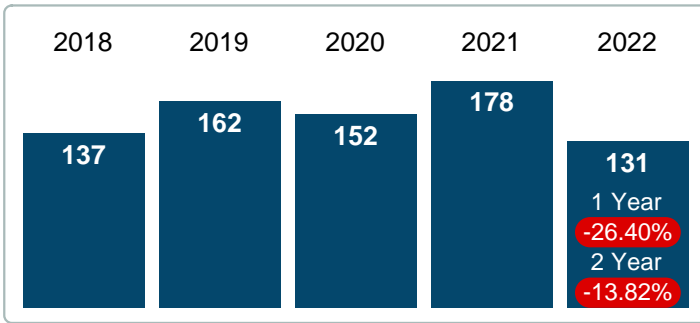
Area Delimited by County Of Wagoner - Residential Property Type



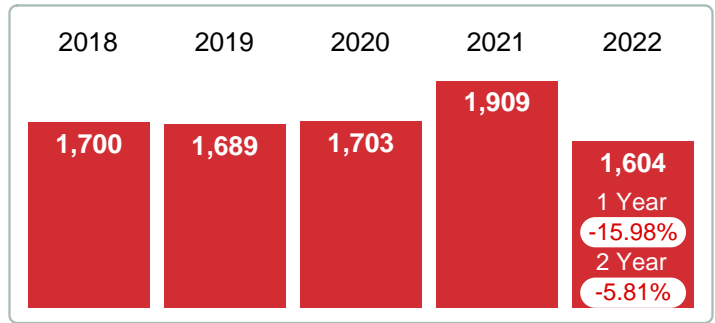
## NEW LISTINGS

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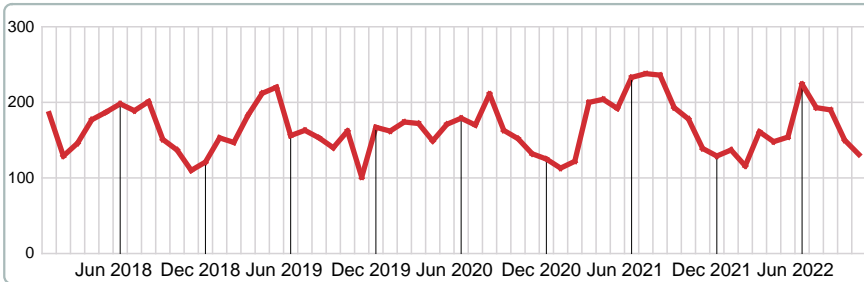
### OCTOBER



### YEAR TO DATE (YTD)

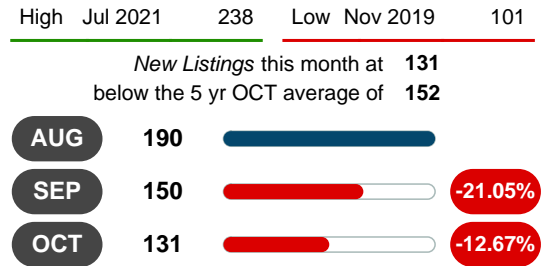


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 152



### 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	12	9.16%	5	5	2	0
\$125,001 - \$175,000	12	9.16%	0	12	0	0
\$175,001 - \$225,000	24	18.32%	0	15	7	2
\$225,001 - \$275,000	29	22.14%	1	20	8	0
\$275,001 - \$375,000	26	19.85%	0	15	11	0
\$375,001 - \$475,000	10	7.63%	0	4	6	0
\$475,001 and up	18	13.74%	0	5	11	2
<b>Total New Listed Units</b>	<b>131</b>		<b>6</b>	<b>76</b>	<b>45</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>41,285,146</b>	<b>100%</b>	<b>607.30K</b>	<b>21.13M</b>	<b>17.78M</b>	<b>1.77M</b>
<b>Average New Listed Listing Price</b>	<b>\$274,945</b>		<b>\$101,217</b>	<b>\$278,027</b>	<b>\$395,085</b>	<b>\$442,250</b>

# October 2022



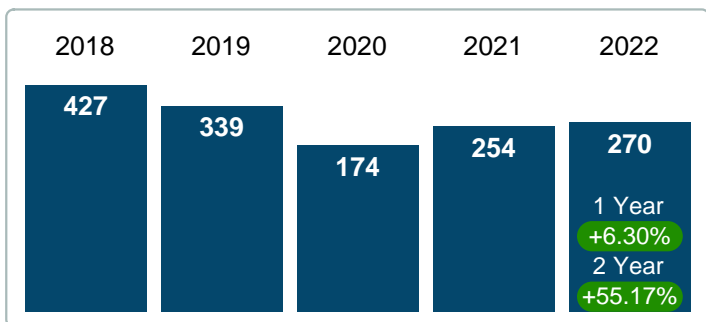
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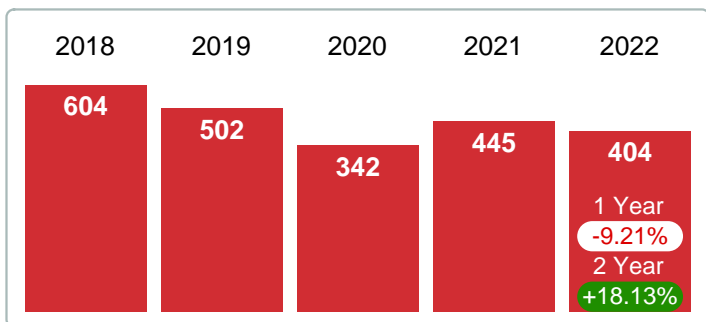
## ACTIVE INVENTORY

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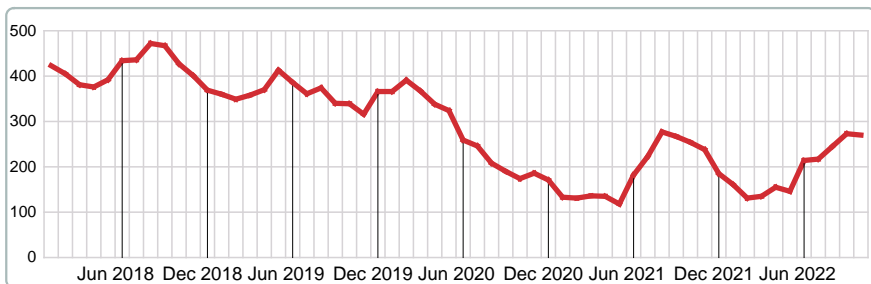
### END OF OCTOBER



### ACTIVE DURING OCTOBER

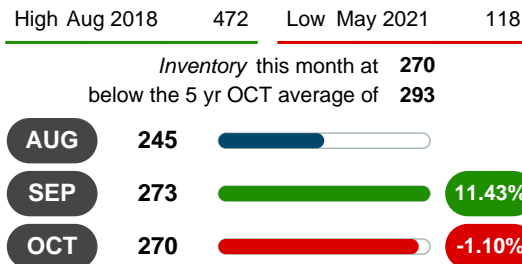


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 293



### 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	19	7.04%	47.0	10	6	2	1
\$125,001 - \$200,000	33	12.22%	52.6	3	22	7	1
\$200,001 - \$225,000	20	7.41%	44.6	0	16	3	1
\$225,001 - \$350,000	97	35.93%	59.3	2	61	29	5
\$350,001 - \$450,000	40	14.81%	66.1	1	17	21	1
\$450,001 - \$550,000	35	12.96%	75.3	0	14	19	2
\$550,001 and up	26	9.63%	90.7	0	3	15	8
<b>Total Active Inventory by Units</b>	<b>270</b>			<b>16</b>	<b>139</b>	<b>96</b>	<b>19</b>
<b>Total Active Inventory by Volume</b>	<b>96,801,720</b>	<b>100%</b>	<b>62.6</b>	<b>2.03M</b>	<b>43.50M</b>	<b>39.97M</b>	<b>11.30M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$358,525</b>			<b>\$127,006</b>	<b>\$312,941</b>	<b>\$416,401</b>	<b>\$594,547</b>

# October 2022



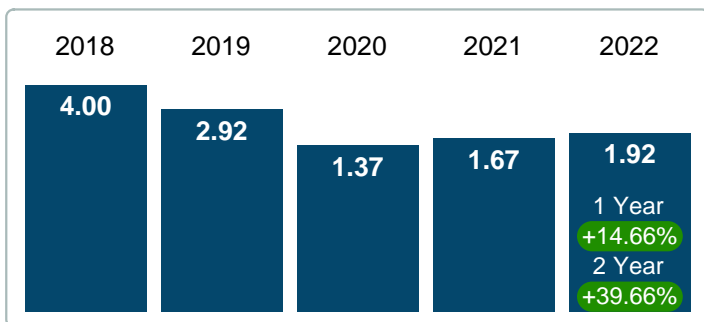
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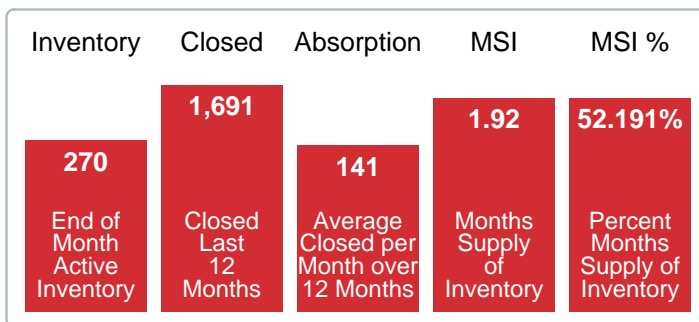
## MONTHS SUPPLY of INVENTORY (MSI)

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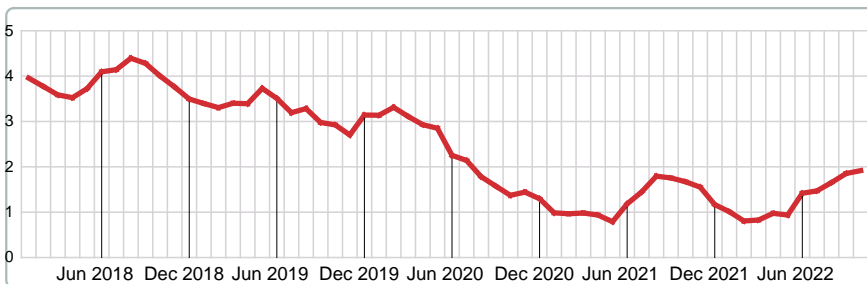
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2022

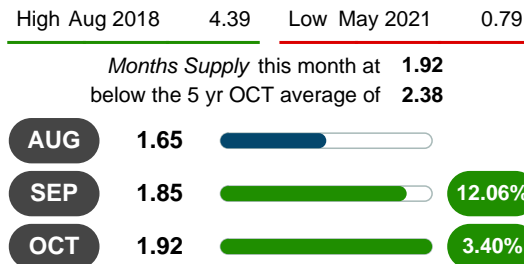


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 2.38



### 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	19	7.04%	1.78	2.45	1.04	2.67	12.00
\$125,001 - \$200,000	33	12.22%	1.32	1.24	1.12	2.40	6.00
\$200,001 - \$225,000	20	7.41%	1.22	0.00	1.12	2.25	6.00
\$225,001 - \$350,000	97	35.93%	1.76	2.18	1.77	1.53	7.50
\$350,001 - \$450,000	40	14.81%	2.34	2.40	2.08	2.68	1.50
\$450,001 - \$550,000	35	12.96%	3.47	0.00	5.09	3.17	1.60
\$550,001 and up	26	9.63%	3.95	0.00	1.89	3.75	8.73
Market Supply of Inventory (MSI)			1.92	1.85	1.61	2.29	4.85
Total Active Inventory by Units		100%	1.92	16	139	96	19

# October 2022



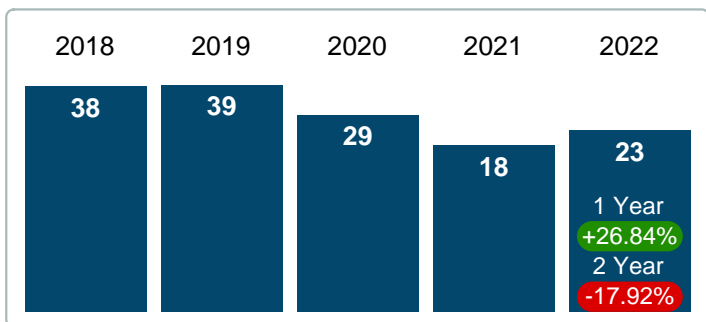
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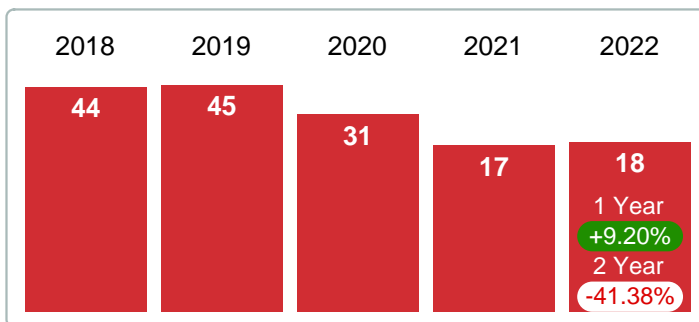
## AVERAGE DAYS ON MARKET TO SALE

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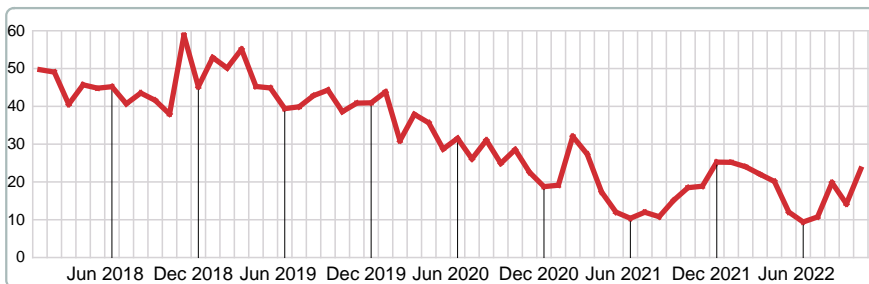
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 29

High Nov 2018 59 Low Jun 2022 9

Average Days on Market to Sale this month at 23 below the 5 yr OCT average of 29



### 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	10.19%	21	20	22	0	0
\$125,001 - \$200,000	12.04%	24	16	23	43	0
\$200,001 - \$225,000	7.41%	8	0	8	0	0
\$225,001 - \$300,000	30.56%	21	0	21	19	0
\$300,001 - \$350,000	16.67%	29	0	28	33	18
\$350,001 - \$475,000	10.19%	18	13	15	26	0
\$475,001 and up	12.96%	37	0	73	28	58
<b>Average Closed DOM</b>		23	19	22	27	38
<b>Total Closed Units</b>	100%	23	8	69	29	2
<b>Total Closed Volume</b>		31,982,177	1.00M	17.70M	12.41M	870.00K



# October 2022



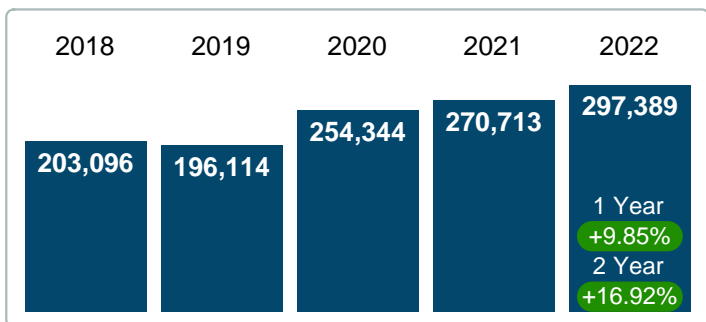
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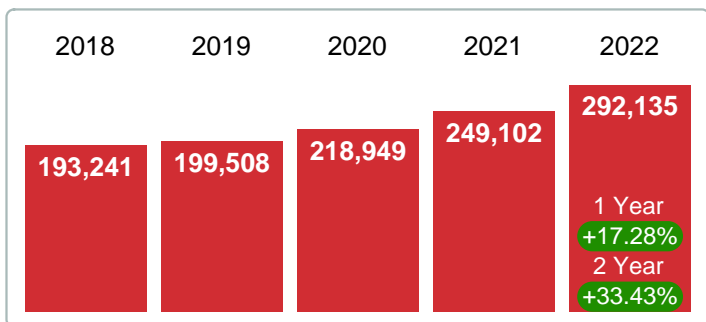
## AVERAGE LIST PRICE AT CLOSING

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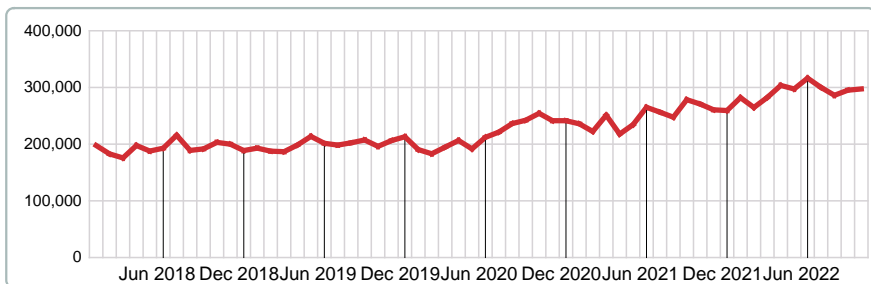
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

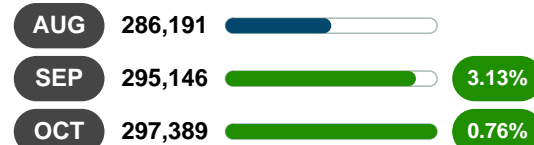


### 3 MONTHS

5 year OCT AVG = 244,331

High Jun 2022 316,385 Low Mar 2018 175,693

Average List Price at Closing this month at **297,389**  
above the 5 yr OCT average of **244,331**



### 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	10.19%	75,036	78,483	70,900	0	0
\$125,001 - \$200,000	11.11%	175,258	159,900	178,018	195,000	0
\$200,001 - \$225,000	6.48%	212,000	0	222,329	0	0
\$225,001 - \$300,000	33.33%	255,972	0	252,045	265,315	0
\$300,001 - \$350,000	14.81%	326,437	0	321,791	338,867	320,000
\$350,001 - \$475,000	11.11%	404,840	369,000	403,783	424,119	0
\$475,001 and up	12.96%	600,676	0	702,000	586,406	555,000
<b>Average List Price</b>		<b>297,389</b>	<b>124,975</b>	<b>261,027</b>	<b>421,805</b>	<b>437,500</b>
<b>Total Closed Units</b>	<b>108</b>	<b>100%</b>	<b>8</b>	<b>69</b>	<b>29</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>32,118,035</b>		<b>999.80K</b>	<b>18.01M</b>	<b>12.23M</b>	<b>875.00K</b>



# October 2022



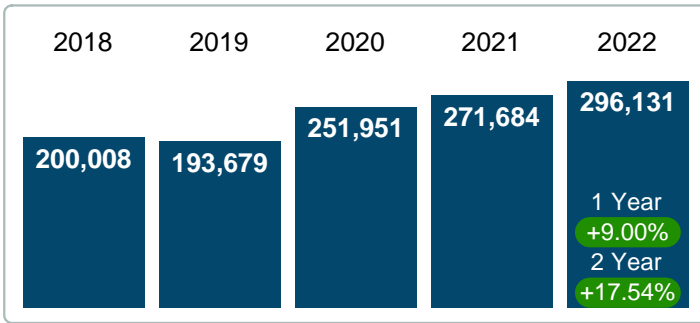
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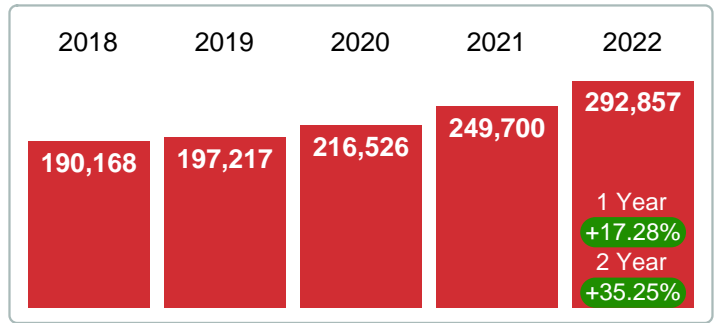
## AVERAGE SOLD PRICE AT CLOSING

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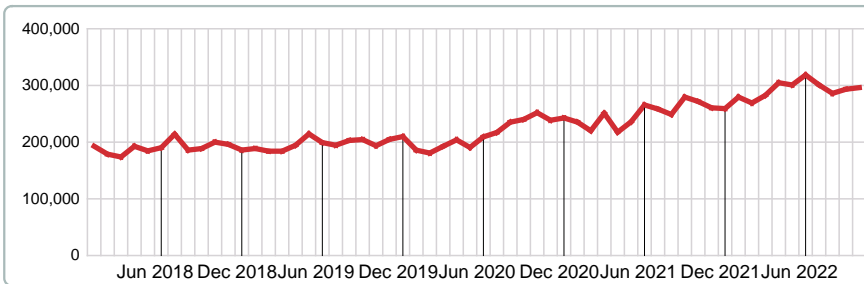
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

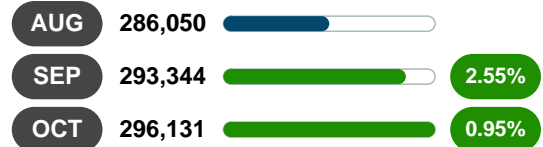


### 3 MONTHS

5 year OCT AVG = 242,691

High Jun 2022 318,509 Low Mar 2018 173,837

Average Sold Price at Closing this month at **296,131** above the 5 yr OCT average of **242,691**



### 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	10.19%	79,136	77,667	80,900	0	0
\$125,001 - \$200,000	12.04%	176,385	168,000	177,273	175,000	0
\$200,001 - \$225,000	7.41%	212,704	0	212,704	0	0
\$225,001 - \$300,000	30.56%	252,363	0	249,911	261,472	0
\$300,001 - \$350,000	16.67%	323,968	0	319,175	333,417	320,000
\$350,001 - \$475,000	10.19%	399,680	369,000	393,168	417,119	0
\$475,001 and up	12.96%	611,512	0	637,750	612,333	550,000
<b>Average Sold Price</b>		<b>296,131</b>	<b>125,375</b>	<b>256,511</b>	<b>427,929</b>	<b>435,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>296,131</b>	<b>8</b>	<b>69</b>	<b>29</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>31,982,177</b>	<b>1.00M</b>	<b>17.70M</b>	<b>12.41M</b>	<b>870.00K</b>

# October 2022



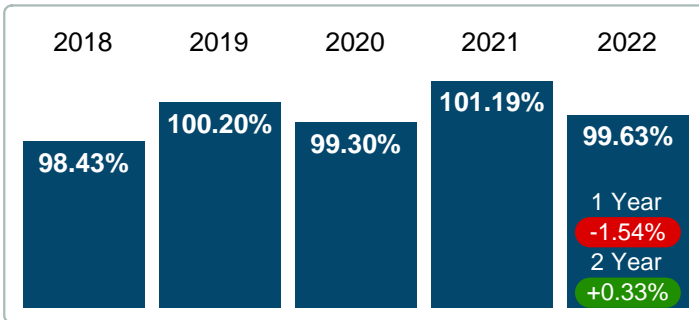
Area Delimited by County Of Wagoner - Residential Property Type



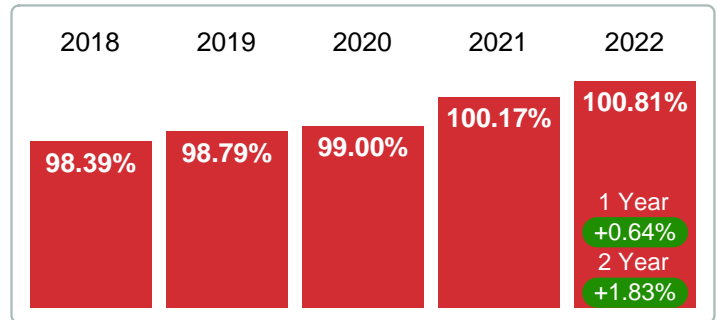
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

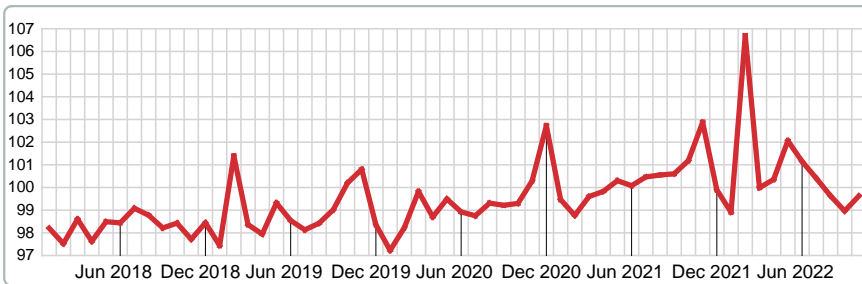
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

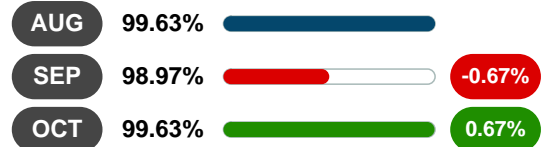


### 3 MONTHS

5 year OCT AVG = 99.75%

High Feb 2022 106.69% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **99.63%**  
equal to 5 yr OCT average of **99.75%**



## 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	11	10.19%	104.91%	96.48%	115.03%	0.00%	0.00%	
\$125,001 - \$200,000	13	12.04%	99.64%	105.07%	100.04%	89.74%	0.00%	
\$200,001 - \$225,000	8	7.41%	96.05%	0.00%	96.05%	0.00%	0.00%	
\$225,001 - \$300,000	33	30.56%	99.09%	0.00%	99.21%	98.64%	0.00%	
\$300,001 - \$350,000	18	16.67%	99.02%	0.00%	99.23%	98.48%	100.00%	
\$350,001 - \$475,000	11	10.19%	97.96%	100.00%	97.39%	98.29%	0.00%	
\$475,001 and up	14	12.96%	100.90%	0.00%	90.91%	102.88%	99.10%	
Average Sold/List Ratio		99.60%		97.99%	99.73%	99.86%	99.55%	
Total Closed Units		108	100%	99.60%	8	69	29	2
Total Closed Volume		31,982,177			1.00M	17.70M	12.41M	870.00K

# October 2022



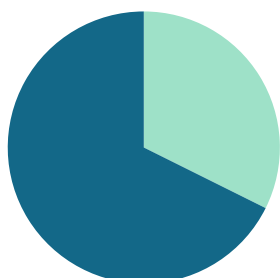
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

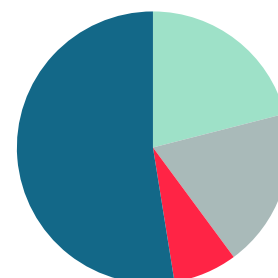


**Inventory**  
 New Listings  
**131 = 32.35%**  
 Start Inventory  
**274**  
 Total Inventory Units  
**405**  
 Volume  
**\$141,638,270**

### Market Activity

Closed Sales  
**108 = 21.01%**  
 Pending Sales  
**97 = 18.87%**  
 Other Off Market  
**39 = 7.59%**  
 Active Inventory  
**270 = 52.53%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	185	108	-41.62%	1,562	1,351	-13.51%
Pending Sales	166	97	-41.57%	1,698	1,307	-23.03%
New Listings	178	131	-26.40%	1,909	1,604	-15.98%
Average List Price	270,713	297,389	+9.85%	249,102	292,135	+17.28%
Average Sale Price	271,684	296,131	+9.00%	249,700	292,857	+17.28%
Average Percent of Selling Price to List Price	101.19%	99.63%	-1.54%	100.17%	100.81%	+0.64%
Average Days on Market to Sale	18.48	23.44	+26.84%	16.56	18.09	+9.20%
Monthly Inventory	254	270	+6.30%	254	270	+6.30%
Months Supply of Inventory	1.67	1.92	+14.66%	1.67	1.92	+14.66%

**Absorption:** Last 12 months, an Average of **141** Sales/Month

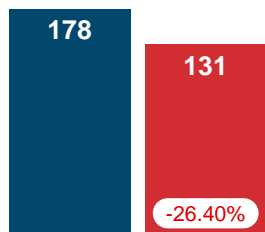
**Inventory** on October 31, 2022 = **270**

**2021** **2022**

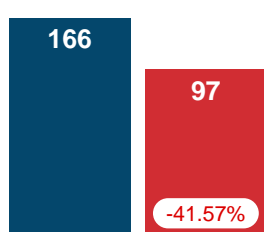
### OCTOBER MARKET

### AVERAGE PRICES

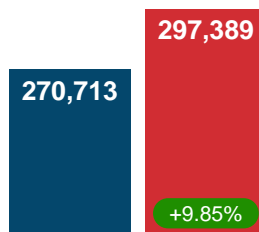
#### New Listings



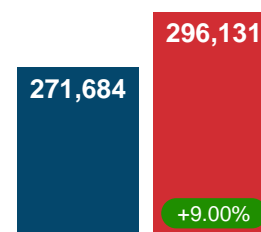
#### Pending Listings



#### List Price



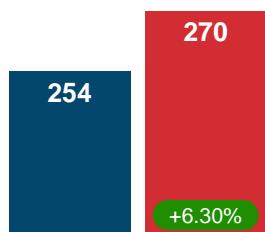
#### Sale Price



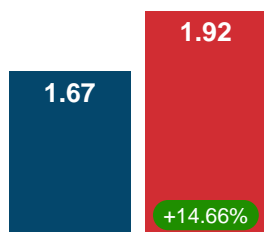
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

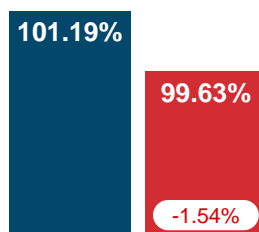
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

