

# July 2023



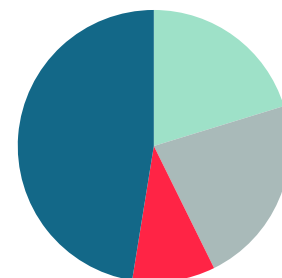
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 11, 2023 for MLS Technology Inc.

Compared Metrics	2022	July 2023	+/-%
Closed Listings	118	111	-5.93%
Pending Listings	163	123	-24.54%
New Listings	193	144	-25.39%
Average List Price	300,037	331,875	10.61%
Average Sale Price	300,948	327,285	8.75%
Average Percent of Selling Price to List Price	100.41%	98.20%	-2.20%
Average Days on Market to Sale	10.75	34.93	224.78%
End of Month Inventory	220	260	18.18%
Months Supply of Inventory	1.49	2.26	51.53%



■ Closed (20.26%)  
■ Pending (22.45%)  
■ Other OffMarket (9.85%)  
■ Active (47.45%)

**Absorption:** Last 12 months, an Average of **115** Sales/Month  
**Active Inventory** as of July 31, 2023 = **260**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2023 rose **18.18%** to 260 existing homes available for sale. Over the last 12 months this area has had an average of 115 closed sales per month. This represents an unsold inventory index of **2.26** 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 **8.75%** in July 2023 to \$327,285 versus the previous year at \$300,948.

#### Average Days on Market Lengthens

The average number of **34.93** days that homes spent on the market before selling increased by 24.17 days or **224.78%** in July 2023 compared to last year's same month at **10.75** DOM.

#### Sales Success for July 2023 is Positive

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

There were 144 New Listings in July 2023, down **25.39%** from last year at 193. Furthermore, there were 111 Closed Listings this month versus last year at 118, a **-5.93%** decrease.

Closed versus Listed trends yielded a **77.1%** ratio, up from previous year's, July 2022, at **61.1%**, a **26.08%** upswing. 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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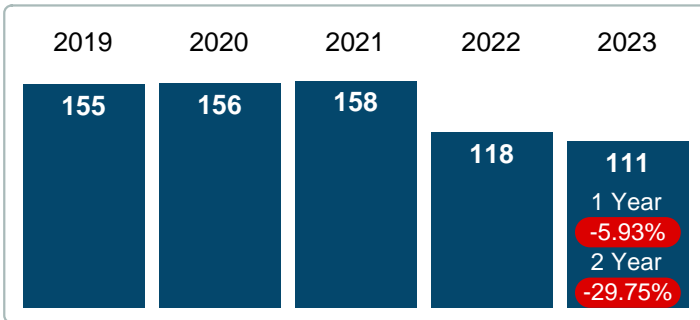
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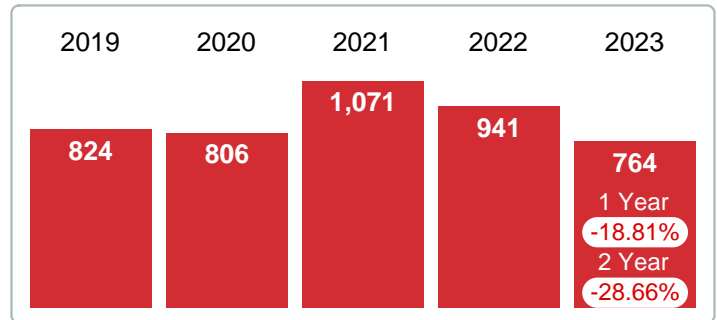
## CLOSED LISTINGS

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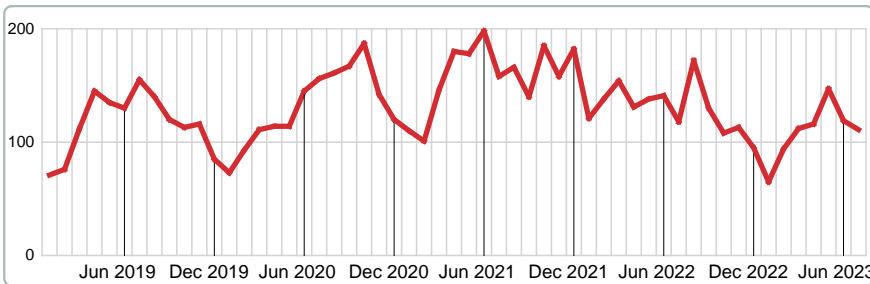
### JULY



### YEAR TO DATE (YTD)

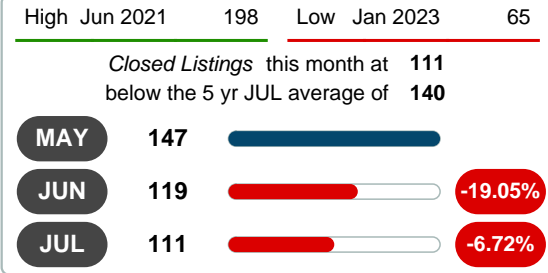


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 140



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	11	9.91%	43.1	3	7	1	0
\$150,001 - \$200,000	10	9.01%	5.7	1	8	1	0
\$200,001 - \$250,000	18	16.22%	12.1	0	13	2	3
\$250,001 - \$325,000	27	24.32%	21.4	1	18	7	1
\$325,001 - \$400,000	18	16.22%	60.8	0	6	11	1
\$400,001 - \$550,000	15	13.51%	49.9	0	4	10	1
\$550,001 and up	12	10.81%	58.9	0	3	6	3
<b>Total Closed Units</b>	<b>111</b>			<b>5</b>	<b>59</b>	<b>38</b>	<b>9</b>
<b>Total Closed Volume</b>	<b>36,328,635</b>	<b>100%</b>	<b>34.9</b>	<b>780.20K</b>	<b>16.43M</b>	<b>15.49M</b>	<b>3.63M</b>
<b>Average Closed Price</b>	<b>\$327,285</b>			<b>\$156,040</b>	<b>\$278,531</b>	<b>\$407,595</b>	<b>\$402,944</b>

# July 2023



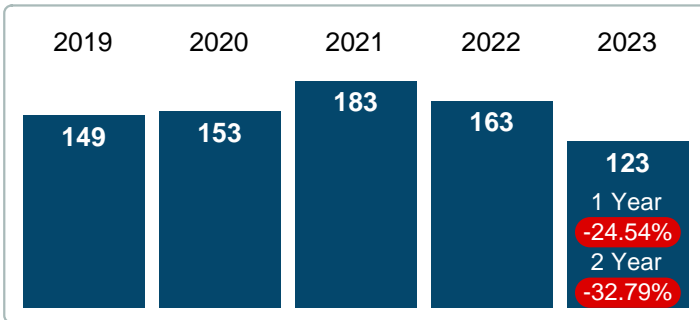
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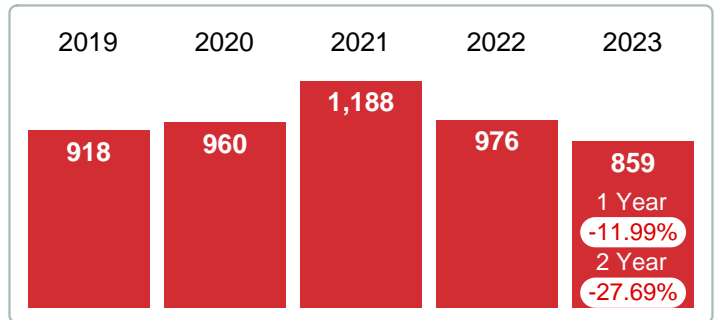
## PENDING LISTINGS

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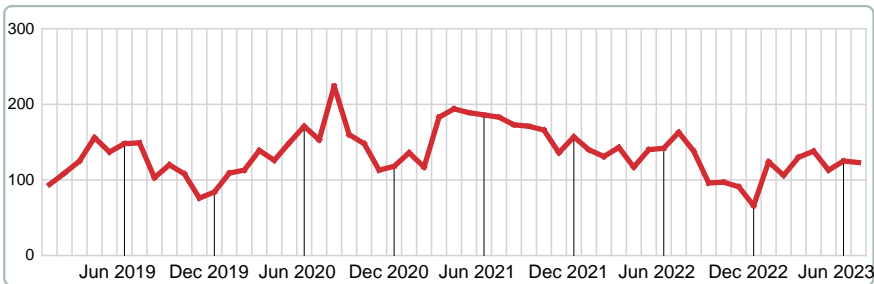
### JULY



### YEAR TO DATE (YTD)

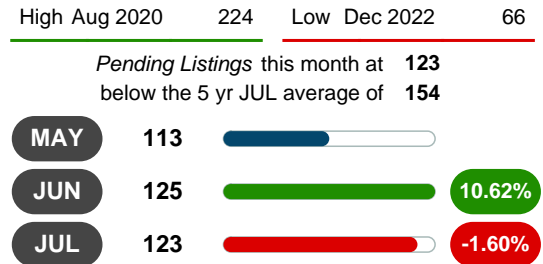


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 154



### 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	11	8.94%	34.3	4	7	0	0
\$150,001 - \$200,000	17	13.82%	25.2	1	12	4	0
\$200,001 - \$225,000	14	11.38%	13.9	0	13	1	0
\$225,001 - \$275,000	28	22.76%	26.1	1	22	5	0
\$275,001 - \$350,000	23	18.70%	41.3	0	17	5	1
\$350,001 - \$475,000	17	13.82%	26.8	1	7	8	1
\$475,001 and up	13	10.57%	87.0	0	4	8	1
<b>Total Pending Units</b>	<b>123</b>			<b>7</b>	<b>82</b>	<b>31</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>36,377,035</b>	<b>100%</b>	<b>32.7</b>	<b>1.20M</b>	<b>21.42M</b>	<b>12.30M</b>	<b>1.46M</b>
<b>Average Listing Price</b>	<b>\$212,129</b>			<b>\$171,057</b>	<b>\$261,188</b>	<b>\$396,862</b>	<b>\$486,497</b>

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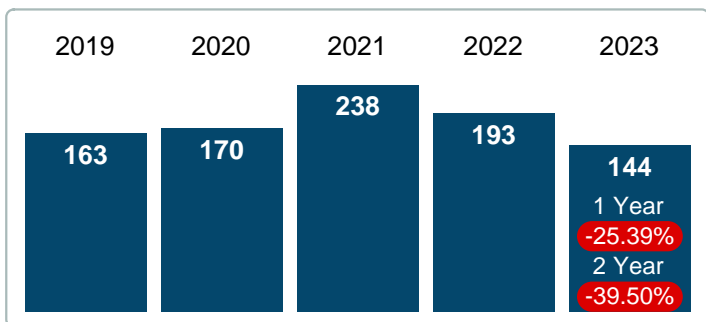
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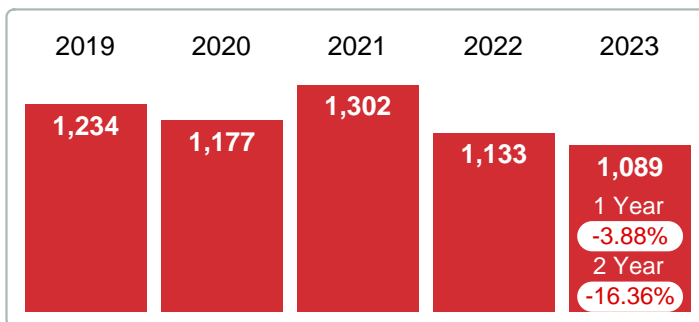
## NEW LISTINGS

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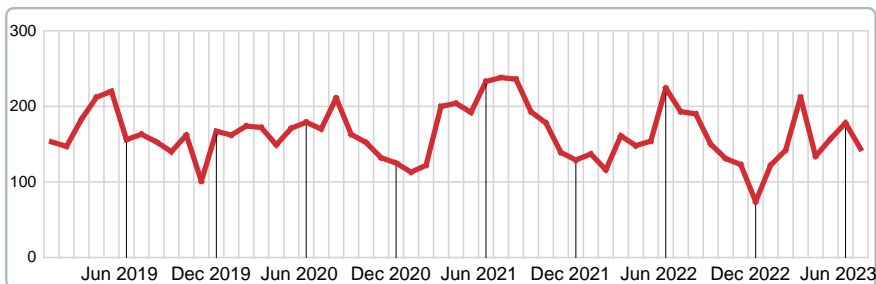
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 182

High Jul 2021 238 Low Dec 2022 74

New Listings this month at 144 below the 5 yr JUL average of 182



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	10	6.94%	3	6	1	0
\$175,001 - \$200,000	14	9.72%	1	12	1	0
\$200,001 - \$250,000	29	20.14%	0	25	4	0
\$250,001 - \$325,000	37	25.69%	1	25	11	0
\$325,001 - \$425,000	21	14.58%	1	12	6	2
\$425,001 - \$550,000	19	13.19%	0	4	14	1
\$550,001 and up	14	9.72%	0	3	8	3
<b>Total New Listed Units</b>	<b>144</b>		<b>6</b>	<b>87</b>	<b>45</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>48,088,705</b>	<b>100%</b>	<b>1.30M</b>	<b>24.35M</b>	<b>19.13M</b>	<b>3.32M</b>
<b>Average New Listed Listing Price</b>	<b>\$259,500</b>		<b>\$216,000</b>	<b>\$279,856</b>	<b>\$425,009</b>	<b>\$553,300</b>

# July 2023



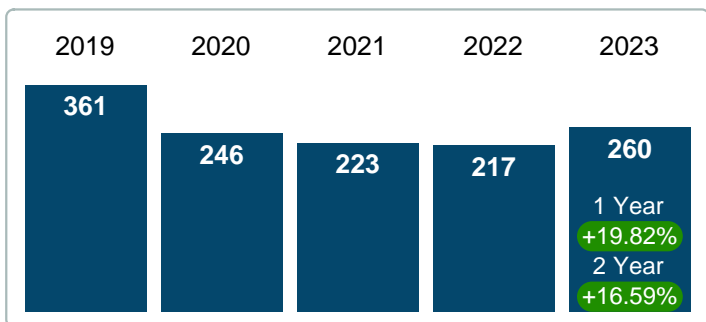
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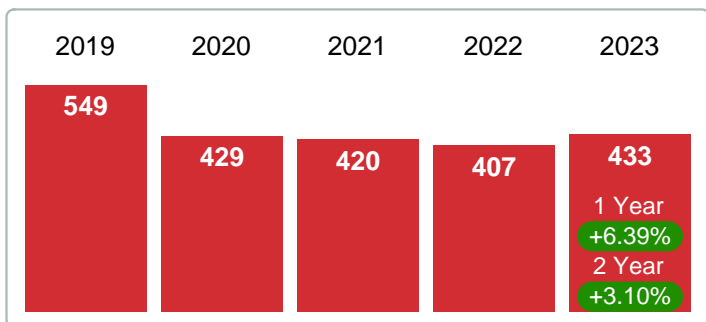
## ACTIVE INVENTORY

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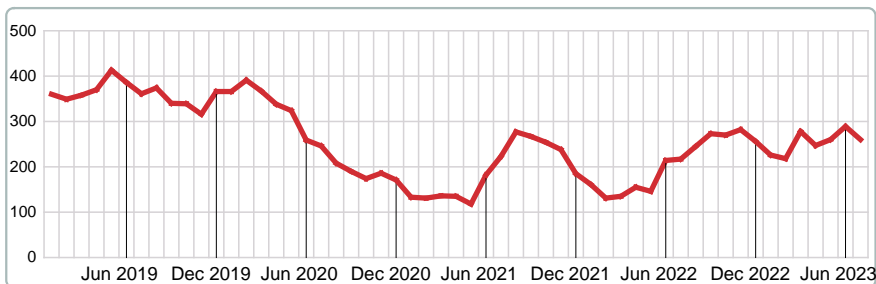
### END OF JULY



### ACTIVE DURING JULY

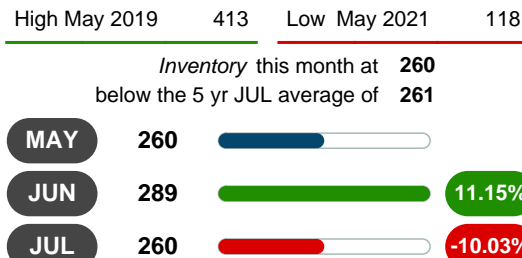


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 261



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	19	7.31%	83.1	8	8	3	0
\$175,001 - \$275,000	34	13.08%	39.8	2	27	5	0
\$275,001 - \$325,000	39	15.00%	46.1	1	21	16	1
\$325,001 - \$425,000	68	26.15%	85.1	0	30	33	5
\$425,001 - \$500,000	32	12.31%	111.2	1	12	18	1
\$500,001 - \$650,000	39	15.00%	112.0	0	10	26	3
\$650,001 and up	29	11.15%	80.8	0	7	12	10
<b>Total Active Inventory by Units</b>	<b>260</b>			<b>12</b>	<b>115</b>	<b>113</b>	<b>20</b>
<b>Total Active Inventory by Volume</b>	<b>121,726,240</b>	<b>100%</b>	<b>79.9</b>	<b>2.05M</b>	<b>50.83M</b>	<b>53.16M</b>	<b>15.69M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$468,178</b>			<b>\$170,558</b>	<b>\$441,972</b>	<b>\$470,481</b>	<b>\$784,425</b>

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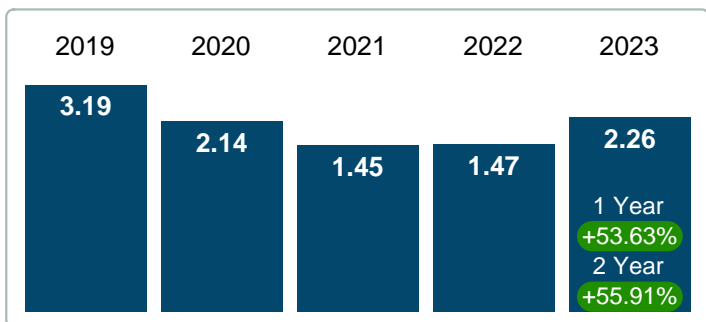
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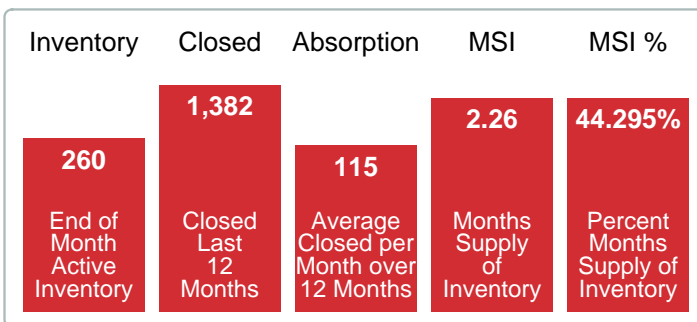
## MONTHS SUPPLY of INVENTORY (MSI)

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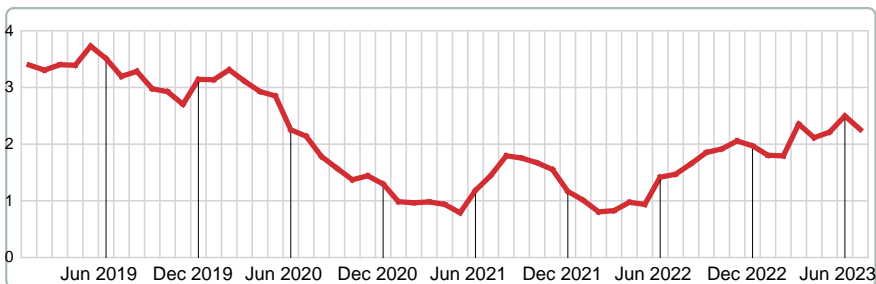
### MSI FOR JULY



### INDICATORS FOR JULY 2023

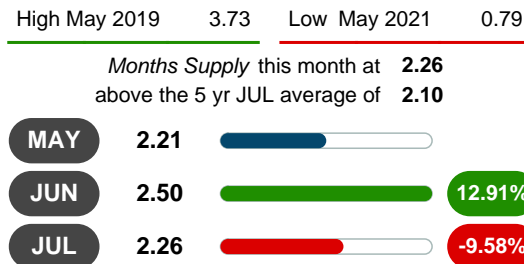


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 2.10



### 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
\$175,000 and less	19	7.31%	0.95	1.39	0.64	1.80	0.00
\$175,001 - \$275,000	34	13.08%	0.78	2.00	0.78	0.65	0.00
\$275,001 - \$325,000	39	15.00%	2.50	6.00	2.23	2.91	2.00
\$325,001 - \$425,000	68	26.15%	3.76	0.00	3.08	4.45	8.57
\$425,001 - \$500,000	32	12.31%	4.47	0.00	4.50	4.32	3.00
\$500,001 - \$650,000	39	15.00%	4.68	0.00	6.00	4.73	2.57
\$650,001 and up	29	11.15%	12.00	0.00	16.80	7.58	24.00
Market Supply of Inventory (MSI)			2.26	1.66	1.62	3.37	5.58
Total Active Inventory by Units		100%	2.26	12	115	113	20

# July 2023



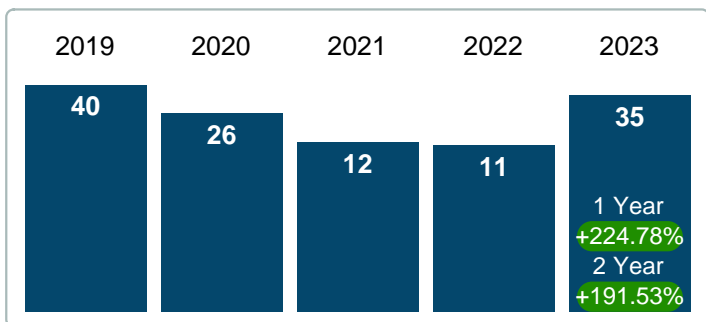
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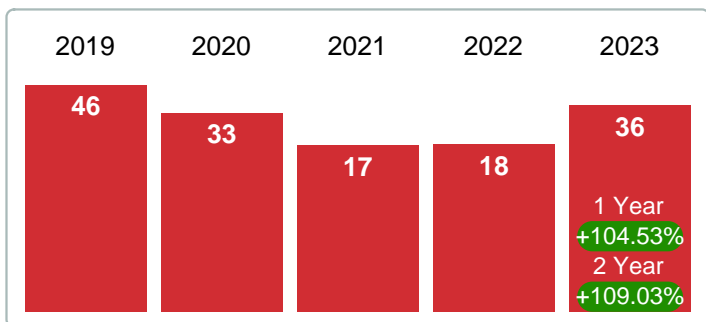
## AVERAGE DAYS ON MARKET TO SALE

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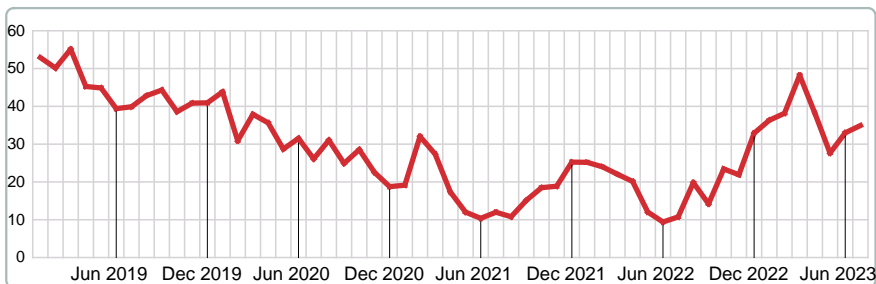
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 25

High Mar 2019 55 Low Jun 2022 9

Average Days on Market to Sale this month at 35 above the 5 yr JUL average of 25

- MAY 28
- JUN 33  19.33%
- JUL 35  5.87%

### 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	9.91%	43	13	61	9	0
\$150,001 - \$200,000	9.01%	6	6	6	2	0
\$200,001 - \$250,000	16.22%	12	0	8	19	27
\$250,001 - \$325,000	24.32%	21	30	22	17	25
\$325,001 - \$400,000	16.22%	61	0	40	73	51
\$400,001 - \$550,000	13.51%	50	0	49	53	18
\$550,001 and up	10.81%	59	0	59	86	6
Average Closed DOM		35	15	27	53	21
Total Closed Units	100%	35	5	59	38	9
Total Closed Volume		36,328,635	780.20K	16.43M	15.49M	3.63M

# July 2023



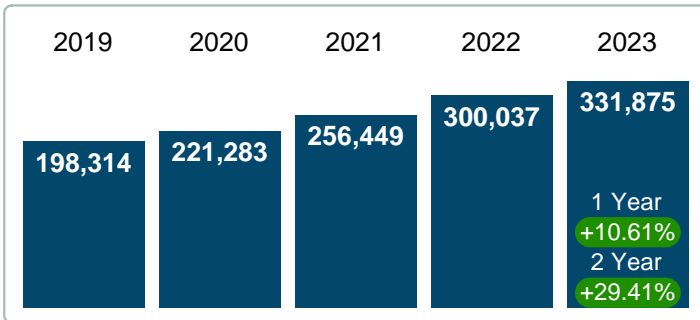
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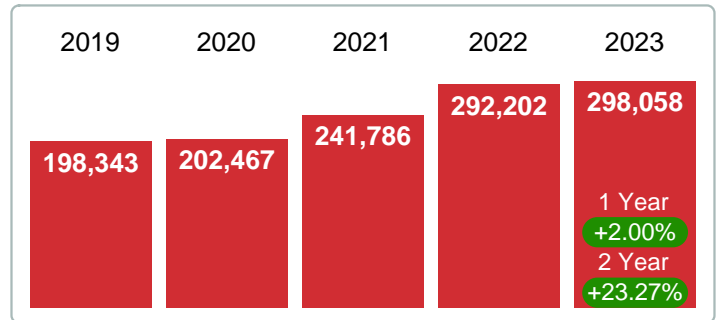
## AVERAGE LIST PRICE AT CLOSING

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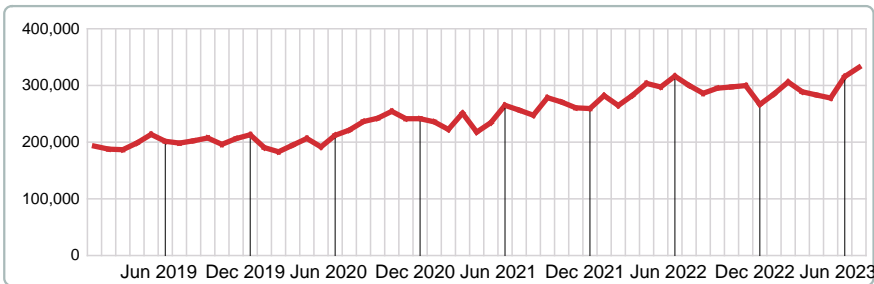
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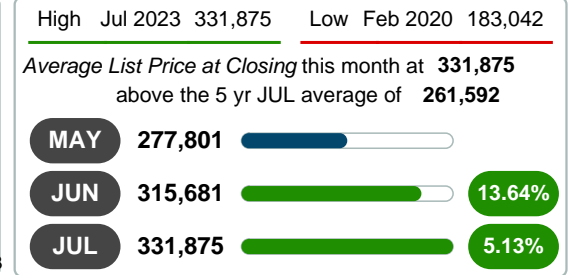


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 261,592



### 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	9	8.11%	117,911	116,600	123,757	165,000	0
\$150,001 - \$200,000	11	9.91%	181,091	179,900	190,588	190,000	0
\$200,001 - \$250,000	18	16.22%	226,939	0	225,569	228,500	244,300
\$250,001 - \$325,000	28	25.23%	287,106	275,000	284,188	301,956	275,000
\$325,001 - \$400,000	17	15.32%	372,564	0	374,550	372,935	389,000
\$400,001 - \$550,000	16	14.41%	464,825	0	474,950	464,240	524,900
\$550,001 and up	12	10.81%	657,521	0	719,667	662,067	574,650
Average List Price			331,875	160,940	283,812	411,652	405,083
Total Closed Units		100%	331,875	5	59	38	9
Total Closed Volume			36,838,106	804.70K	16.74M	15.64M	3.65M



# July 2023



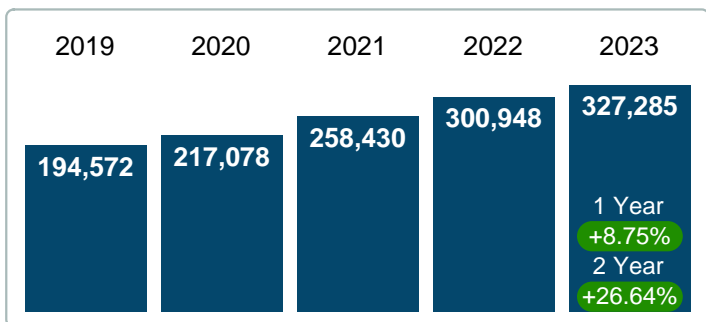
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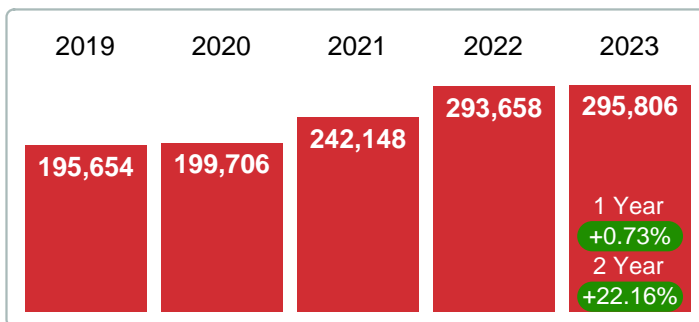
## AVERAGE SOLD PRICE AT CLOSING

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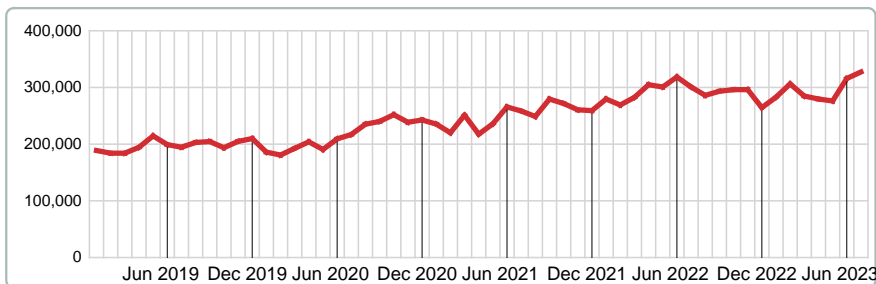
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

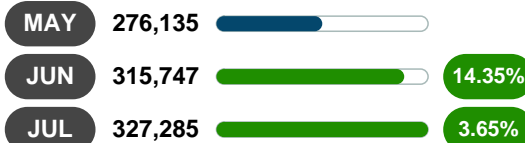


### 3 MONTHS

5 year JUL AVG = 259,663

High Jul 2023 327,285 Low Feb 2020 180,763

Average Sold Price at Closing this month at **327,285** above the 5 yr JUL average of **259,663**



### 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	9.91%	114,200	112,067	111,429	140,000	0
\$150,001 - \$200,000	9.01%	184,890	179,000	184,113	197,000	0
\$200,001 - \$250,000	16.22%	224,861	0	223,731	223,500	230,667
\$250,001 - \$325,000	24.32%	286,540	265,000	282,533	300,856	280,000
\$325,001 - \$400,000	16.22%	368,096	0	370,333	366,635	370,750
\$400,001 - \$550,000	13.51%	467,334	0	469,838	462,066	510,000
\$550,001 and up	10.81%	650,309	0	695,000	657,495	591,248
<b>Average Sold Price</b>		<b>327,285</b>	<b>156,040</b>	<b>278,531</b>	<b>407,595</b>	<b>402,944</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>327,285</b>	<b>5</b>	<b>59</b>	<b>38</b>	<b>9</b>
<b>Total Closed Volume</b>		<b>36,328,635</b>	<b>780.20K</b>	<b>16.43M</b>	<b>15.49M</b>	<b>3.63M</b>

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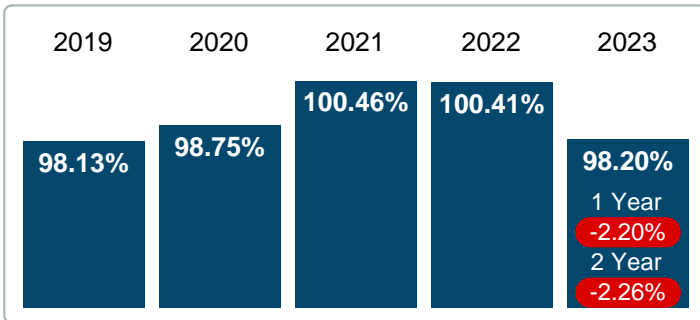
Area Delimited by County Of Wagoner - Residential Property Type



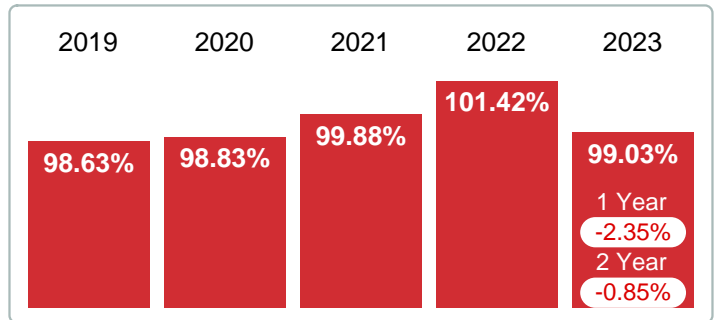
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 11, 2023 for MLS Technology Inc.

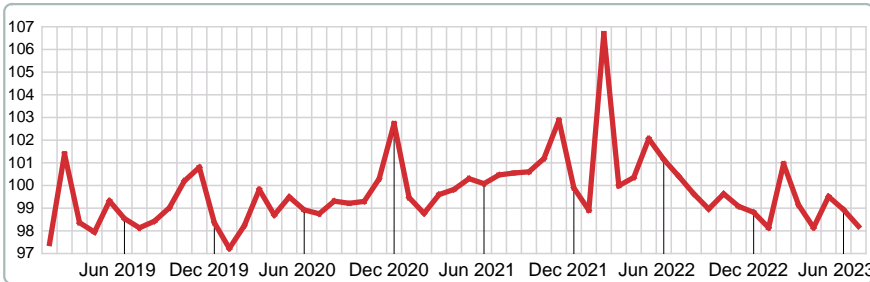
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

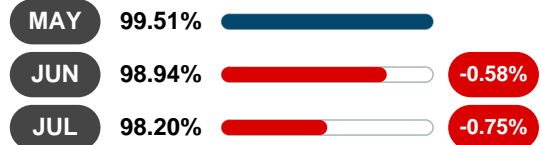


### 3 MONTHS

5 year JUL AVG = 99.19%

High Feb 2022 106.69% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **98.20%**  
below the 5 yr JUL average of **99.19%**



## 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	11	9.91%	91.60%	96.34%	90.53%	84.85%	0.00%
\$150,001 - \$200,000	10	9.01%	97.70%	99.50%	96.73%	103.68%	0.00%
\$200,001 - \$250,000	18	16.22%	98.34%	0.00%	99.24%	98.00%	94.67%
\$250,001 - \$325,000	27	24.32%	99.51%	96.36%	99.53%	99.57%	101.82%
\$325,001 - \$400,000	18	16.22%	98.40%	0.00%	98.88%	98.43%	95.31%
\$400,001 - \$550,000	15	13.51%	99.35%	0.00%	99.05%	99.69%	97.16%
\$550,001 and up	12	10.81%	99.76%	0.00%	97.12%	99.49%	102.92%
Average Sold/List Ratio		98.20%		96.98%	97.80%	98.90%	98.56%
Total Closed Units	111	100%	98.20%	5	59	38	9
Total Closed Volume	36,328,635			780.20K	16.43M	15.49M	3.63M

# July 2023



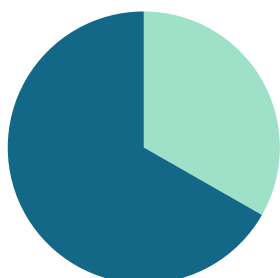
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 11, 2023 for MLS Technology Inc.

### INVENTORY

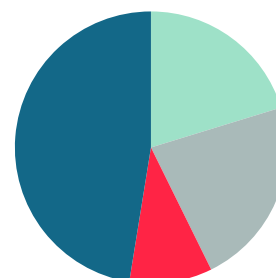


**Inventory**  
 New Listings  
**144 = 33.26%**  
 Start Inventory  
**289**  
 Total Inventory Units  
**433**  
 Volume  
**\$173,919,131**

### Market Activity

Closed Sales  
**111 = 20.26%**  
 Pending Sales  
**123 = 22.45%**  
 Other Off Market  
**54 = 9.85%**  
 Active Inventory  
**260 = 47.45%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	118	111	-5.93%	941	764	-18.81%
Pending Sales	163	123	-24.54%	976	859	-11.99%
New Listings	193	144	-25.39%	1,133	1,089	-3.88%
Average List Price	300,037	331,875	10.61%	292,202	298,058	2.00%
Average Sale Price	300,948	327,285	8.75%	293,658	295,806	0.73%
Average Percent of Selling Price to List Price	100.41%	98.20%	-2.20%	101.42%	99.03%	-2.35%
Average Days on Market to Sale	10.75	34.93	224.78%	17.69	36.19	104.53%
Monthly Inventory	220	260	18.18%	220	260	18.18%
Months Supply of Inventory	1.49	2.26	51.53%	1.49	2.26	51.53%

**Absorption:** Last 12 months, an Average of 115 Sales/Month

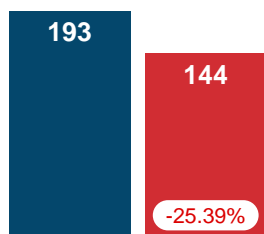
**Inventory on July 31, 2023 = 260**

**2022 2023**

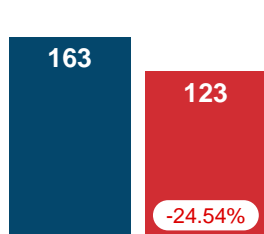
### JULY MARKET

### AVERAGE PRICES

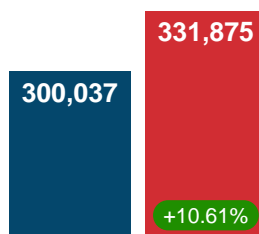
#### New Listings



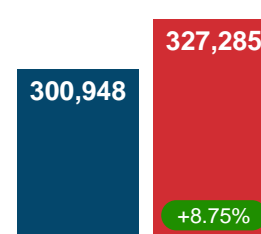
#### Pending Listings



#### List Price



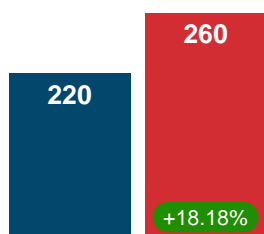
#### Sale Price



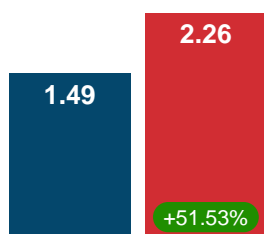
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

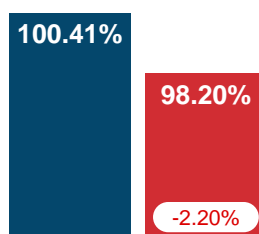
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

