

# June 2023



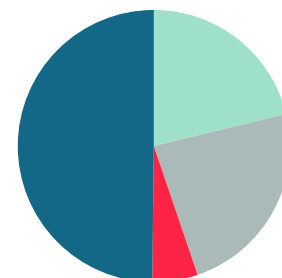
Area Delimited by County Of Wagoner - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2023 for MLS Technology Inc.

Compared Metrics	2022	June 2023	+/-%
Closed Listings	141	118	-16.31%
Pending Listings	142	131	-7.75%
New Listings	224	178	-20.54%
Average List Price	316,385	318,145	0.56%
Average Sale Price	318,509	318,316	-0.06%
Average Percent of Selling Price to List Price	101.15%	99.35%	-1.78%
Average Days on Market to Sale	9.40	32.19	242.60%
End of Month Inventory	217	277	27.65%
Months Supply of Inventory	1.44	2.39	66.64%



■ Closed (21.22%)  
■ Pending (23.56%)  
■ Other OffMarket (5.40%)  
■ Active (49.82%)

**Absorption:** Last 12 months, an Average of **116** Sales/Month  
**Active Inventory** as of June 30, 2023 = **277**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2023 rose **27.65%** to 277 existing homes available for sale. Over the last 12 months this area has had an average of 116 closed sales per month. This represents an unsold inventory index of **2.39** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.06%** in June 2023 to \$318,316 versus the previous year at \$318,509.

#### Average Days on Market Lengthens

The average number of **32.19** days that homes spent on the market before selling increased by 22.80 days or **242.60%** in June 2023 compared to last year's same month at **9.40** DOM.

#### Sales Success for June 2023 is Positive

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

There were 178 New Listings in June 2023, down **20.54%** from last year at 224. Furthermore, there were 118 Closed Listings this month versus last year at 141, a **-16.31%** decrease.

Closed versus Listed trends yielded a **66.3%** ratio, up from previous year's, June 2022, at **62.9%**, a **5.32%** 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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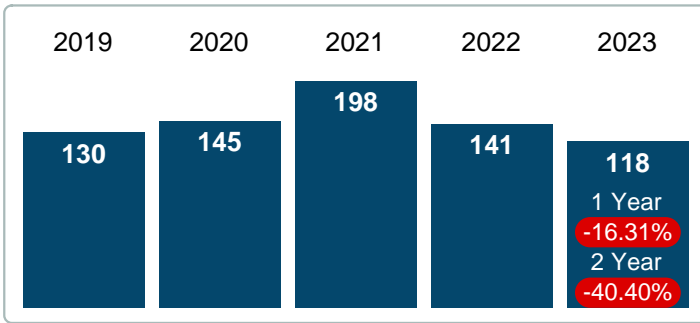
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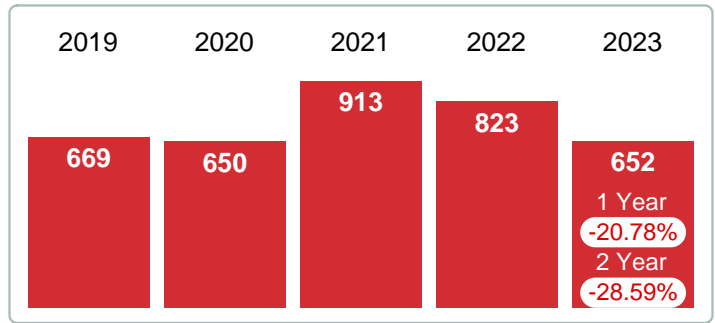
## CLOSED LISTINGS

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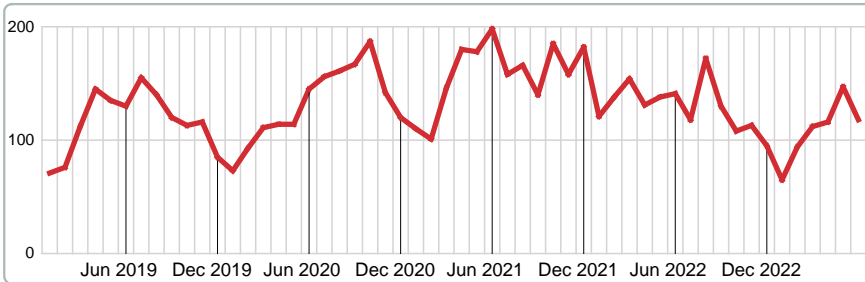
### JUNE



### YEAR TO DATE (YTD)

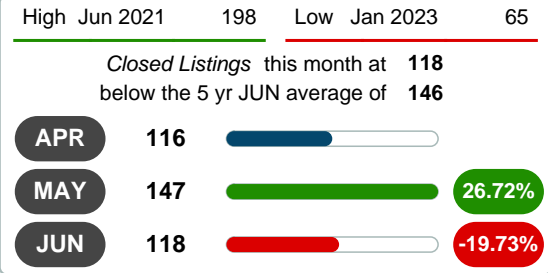


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 146



### 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	10	8.47%	21.4	4	6	0	0
\$150,001 - \$200,000	13	11.02%	7.0	2	11	0	0
\$200,001 - \$225,000	16	13.56%	28.2	1	15	0	0
\$225,001 - \$300,000	29	24.58%	23.8	1	15	13	0
\$300,001 - \$400,000	22	18.64%	33.1	0	9	13	0
\$400,001 - \$525,000	16	13.56%	70.1	1	7	7	1
\$525,001 and up	12	10.17%	42.0	0	2	7	3
<b>Total Closed Units</b>	<b>118</b>			<b>9</b>	<b>65</b>	<b>40</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>37,561,281</b>	<b>100%</b>	<b>32.2</b>	<b>1.60M</b>	<b>16.98M</b>	<b>15.68M</b>	<b>3.30M</b>
<b>Average Closed Price</b>	<b>\$318,316</b>			<b>\$178,129</b>	<b>\$261,240</b>	<b>\$392,051</b>	<b>\$823,875</b>

# June 2023



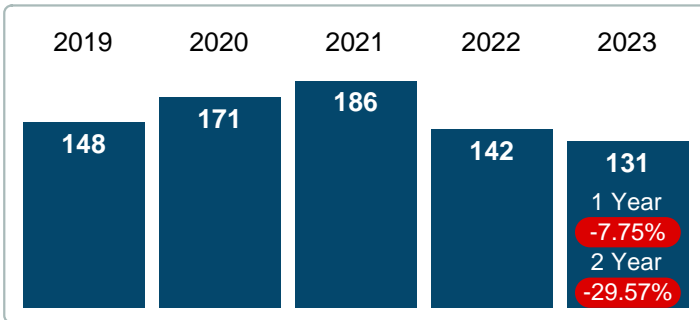
Area Delimited by County Of Wagoner - Residential Property Type



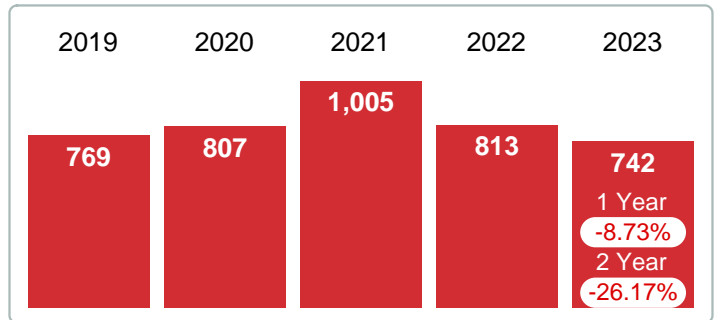
## PENDING LISTINGS

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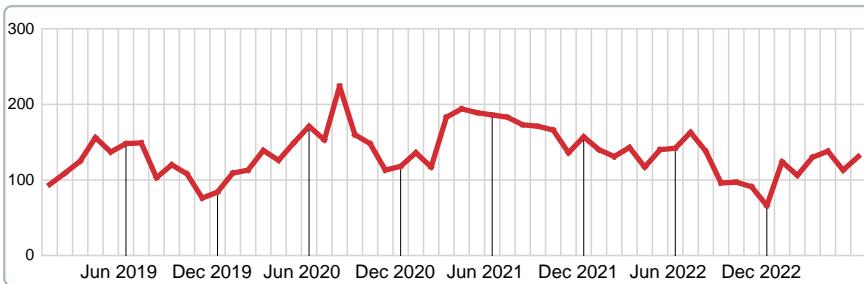
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 156

High Aug 2020 224 Low Dec 2022 66

Pending Listings this month at 131 below the 5 yr JUN average of 156



### 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	9.92%	50.0	5	7	1	0
\$125,001 - \$175,000	12	9.16%	33.3	2	9	1	0
\$175,001 - \$225,000	18	13.74%	15.7	1	15	2	0
\$225,001 - \$300,000	36	27.48%	27.3	1	26	6	3
\$300,001 - \$375,000	22	16.79%	48.5	0	12	9	1
\$375,001 - \$475,000	17	12.98%	52.3	1	7	9	0
\$475,001 and up	13	9.92%	49.9	0	5	5	3
<b>Total Pending Units</b>	<b>131</b>			<b>10</b>	<b>81</b>	<b>33</b>	<b>7</b>
<b>Total Pending Volume</b>	<b>38,649,956</b>	<b>100%</b>	<b>34.0</b>	<b>1.36M</b>	<b>21.57M</b>	<b>12.15M</b>	<b>3.57M</b>
<b>Average Listing Price</b>	<b>\$333,327</b>			<b>\$136,170</b>	<b>\$266,310</b>	<b>\$368,163</b>	<b>\$509,686</b>

# June 2023



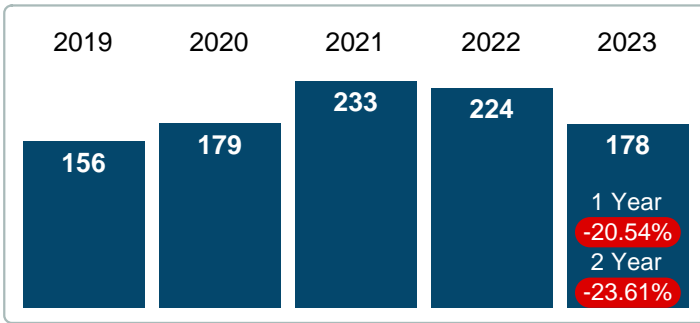
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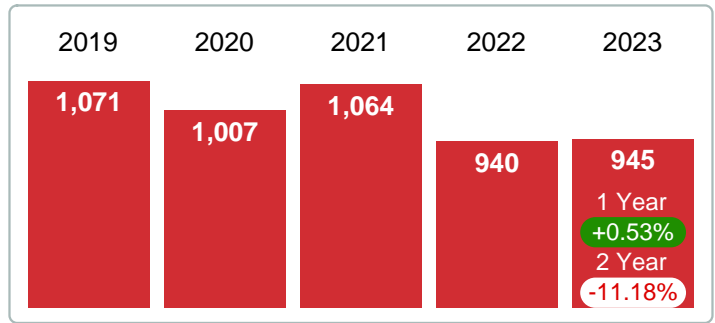
## NEW LISTINGS

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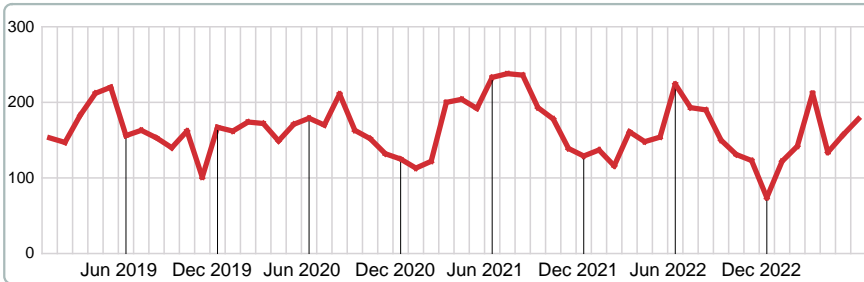
### JUNE



### YEAR TO DATE (YTD)

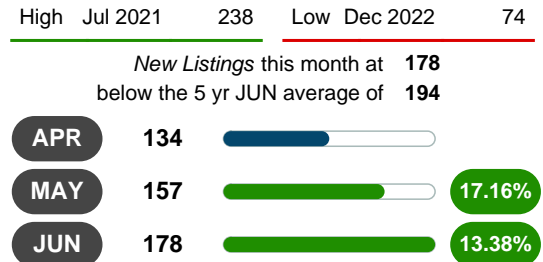


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 194



### 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	12	6.74%	5	6	1	0
\$125,001 - \$200,000	26	14.61%	5	16	5	0
\$200,001 - \$225,000	16	8.99%	0	15	1	0
\$225,001 - \$300,000	48	26.97%	0	37	8	3
\$300,001 - \$375,000	30	16.85%	0	15	14	1
\$375,001 - \$500,000	24	13.48%	0	13	9	2
\$500,001 and up	22	12.36%	0	3	12	7
<b>Total New Listed Units</b>	<b>178</b>		<b>10</b>	<b>105</b>	<b>50</b>	<b>13</b>
<b>Total New Listed Volume</b>	<b>58,850,423</b>	<b>100%</b>	<b>1.14M</b>	<b>28.45M</b>	<b>19.80M</b>	<b>9.45M</b>
<b>Average New Listed Listing Price</b>	<b>\$506,255</b>		<b>\$114,310</b>	<b>\$270,952</b>	<b>\$396,050</b>	<b>\$727,298</b>

# June 2023



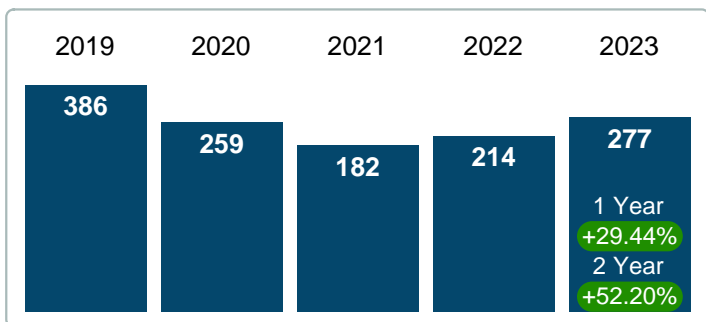
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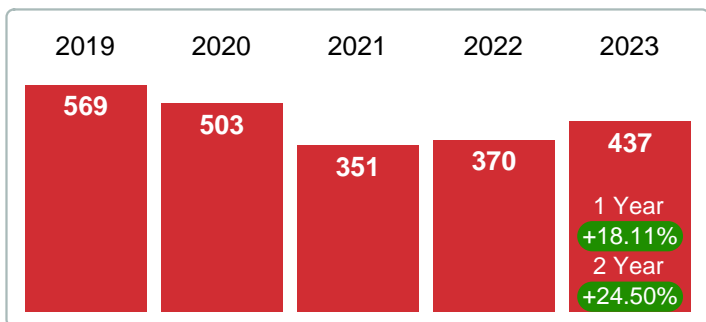
## ACTIVE INVENTORY

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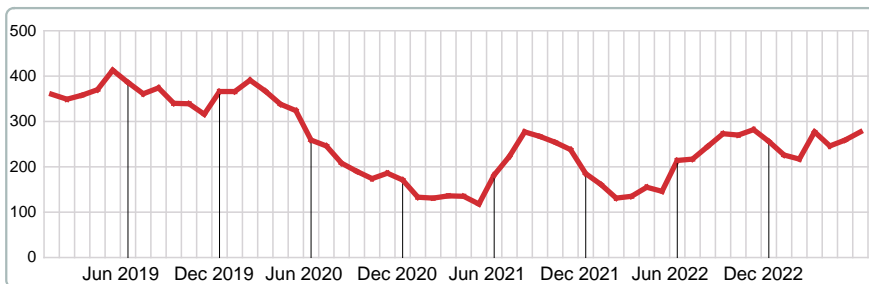
### END OF JUNE



### ACTIVE DURING JUNE

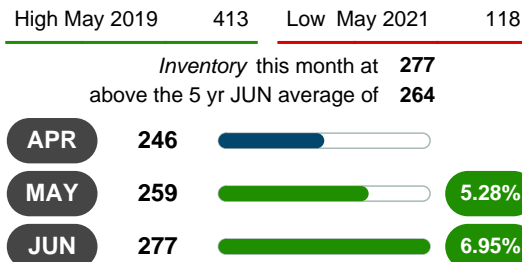


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 264



### 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	25	9.03%	55.9	10	11	4	0
\$175,001 - \$250,000	36	13.00%	27.6	1	29	6	0
\$250,001 - \$300,000	36	13.00%	36.5	1	26	7	2
\$300,001 - \$400,000	74	26.71%	56.4	0	34	38	2
\$400,001 - \$500,000	43	15.52%	107.3	1	23	17	2
\$500,001 - \$650,000	36	13.00%	102.8	0	9	25	2
\$650,001 and up	27	9.75%	73.9	0	7	11	9
<b>Total Active Inventory by Units</b>	<b>277</b>			<b>13</b>	<b>139</b>	<b>108</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>122,788,163</b>	<b>100%</b>	<b>65.7</b>	<b>1.98M</b>	<b>56.65M</b>	<b>50.14M</b>	<b>14.01M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$443,279</b>			<b>\$152,623</b>	<b>\$407,550</b>	<b>\$464,280</b>	<b>\$824,252</b>

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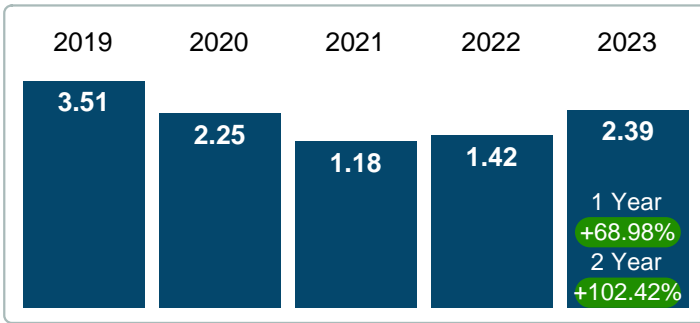
Area Delimited by County Of Wagoner - Residential Property Type



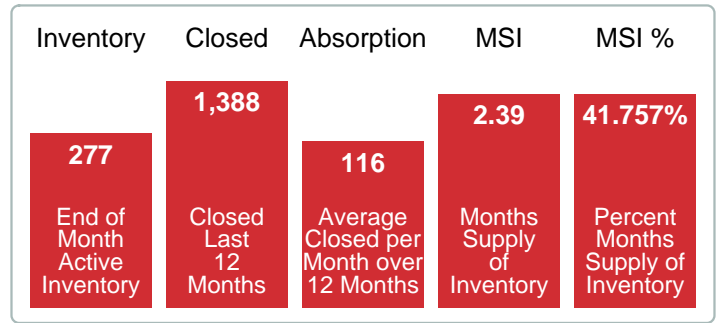
## MONTHS SUPPLY of INVENTORY (MSI)

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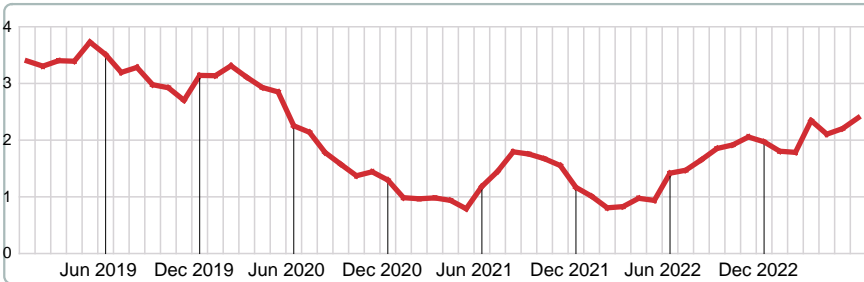
### MSI FOR JUNE



### INDICATORS FOR JUNE 2023

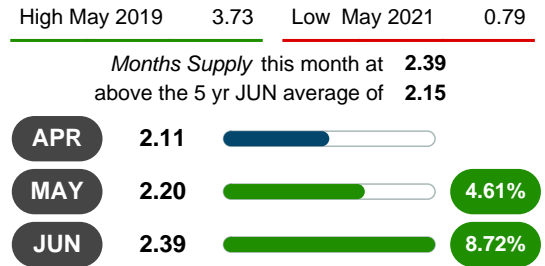


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 2.15



### 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	25	9.03%	1.23	1.69	0.87	2.40	0.00
\$175,001 - \$250,000	36	13.00%	0.98	1.50	0.97	1.03	0.00
\$250,001 - \$300,000	36	13.00%	2.16	4.00	2.50	1.25	4.80
\$300,001 - \$400,000	74	26.71%	3.42	0.00	2.74	4.61	3.00
\$400,001 - \$500,000	43	15.52%	4.23	12.00	5.02	3.34	4.80
\$500,001 - \$650,000	36	13.00%	4.70	0.00	6.00	4.69	2.40
\$650,001 and up	27	9.75%	11.17	0.00	21.00	6.95	21.60
Market Supply of Inventory (MSI)			2.39	1.77	1.94	3.24	5.37
Total Active Inventory by Units		100%	277	13	139	108	17

# June 2023



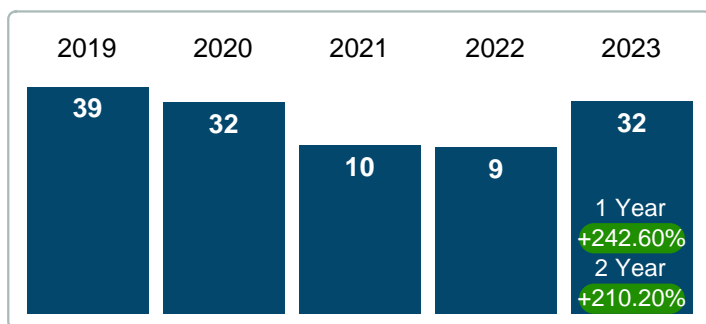
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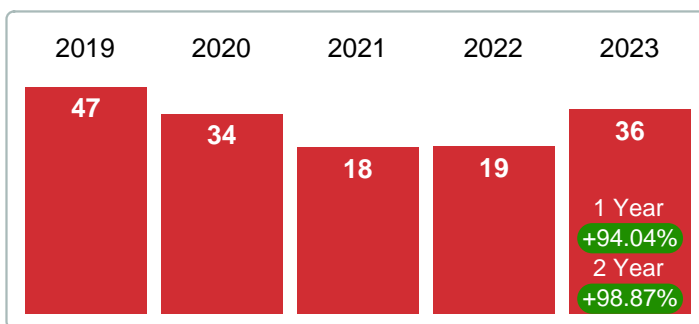
## AVERAGE DAYS ON MARKET TO SALE

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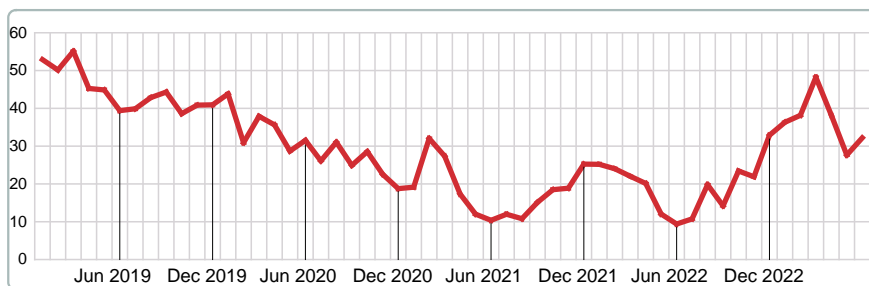
### JUNE



### YEAR TO DATE (YTD)

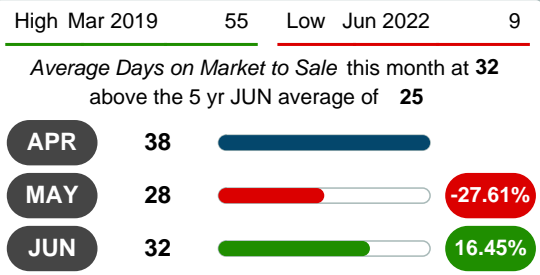


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 25



### 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	8.47%	21	10	29	0	0
\$150,001 - \$200,000	11.02%	7	21	5	0	0
\$200,001 - \$225,000	13.56%	28	19	29	0	0
\$225,001 - \$300,000	24.58%	24	3	17	33	0
\$300,001 - \$400,000	18.64%	33	0	40	28	0
\$400,001 - \$525,000	13.56%	70	26	111	43	22
\$525,001 and up	10.17%	42	0	10	63	16
<b>Average Closed DOM</b>		<b>32</b>	<b>14</b>	<b>32</b>	<b>38</b>	<b>17</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>32</b>	<b>9</b>	<b>65</b>	<b>40</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>37,561,281</b>	<b>1.60M</b>	<b>16.98M</b>	<b>15.68M</b>	<b>3.30M</b>



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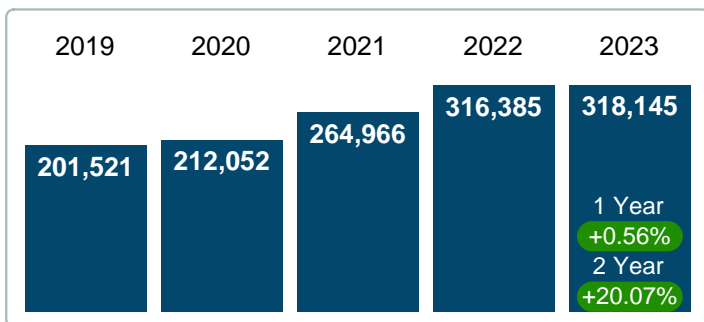
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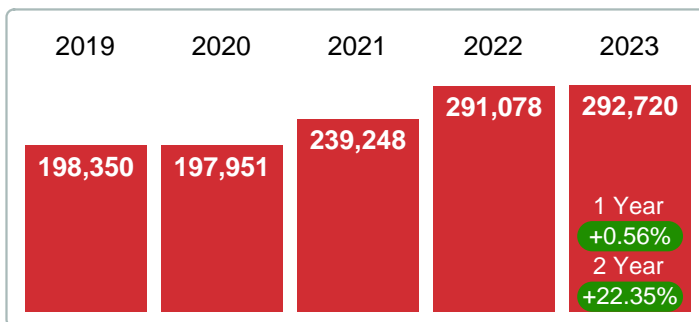
## AVERAGE LIST PRICE AT CLOSING

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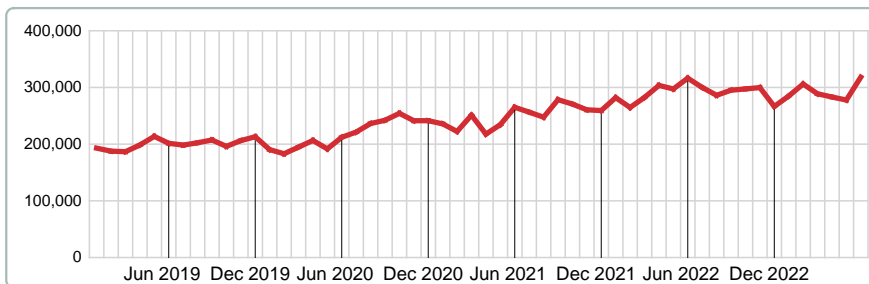
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

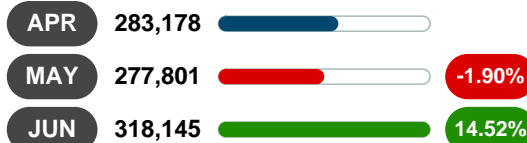


### 3 MONTHS

5 year JUN AVG = 262,614

High Jun 2023 318,145 Low Feb 2020 183,042

Average List Price at Closing this month at **318,145**  
above the 5 yr JUN average of **262,614**



### 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	10	106,740	94,725	114,750	0	0
\$150,001 - \$200,000	12	179,733	194,700	179,309	0	0
\$200,001 - \$225,000	13	217,071	215,000	225,055	0	0
\$225,001 - \$300,000	33	258,947	260,000	254,566	268,681	0
\$300,001 - \$400,000	22	339,396	0	336,347	341,506	0
\$400,001 - \$525,000	19	463,576	419,000	453,208	468,479	452,000
\$525,001 and up	9	741,672	0	499,875	625,929	926,317
<b>Average List Price</b>		<b>318,145</b>	<b>184,700</b>	<b>262,378</b>	<b>389,832</b>	<b>807,738</b>
<b>Total Closed Units</b>		<b>118</b>	<b>9</b>	<b>65</b>	<b>40</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>37,541,078</b>	<b>1.66M</b>	<b>17.05M</b>	<b>15.59M</b>	<b>3.23M</b>



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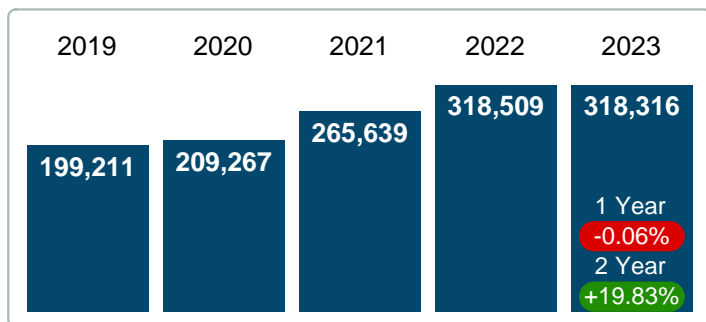
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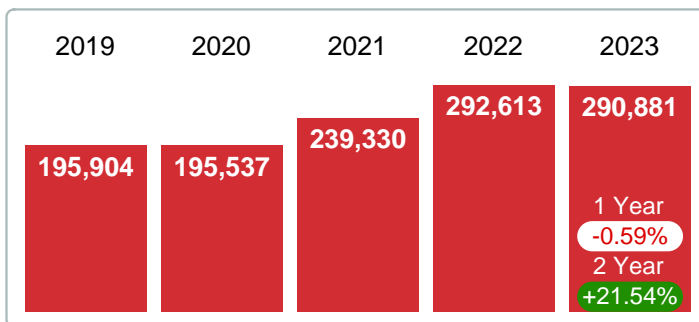
## AVERAGE SOLD PRICE AT CLOSING

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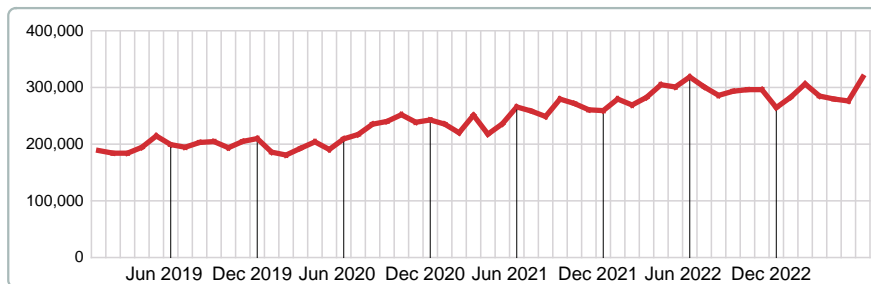
### JUNE



### YEAR TO DATE (YTD)

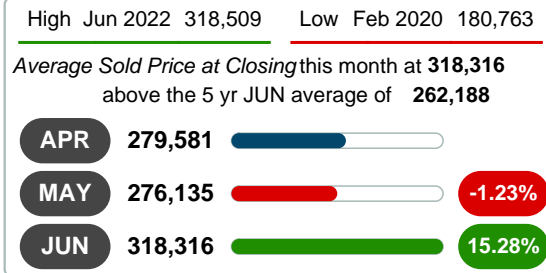


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 262,188



### 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	100,700	87,000	109,833	0	0
\$150,001 - \$200,000	13	182,185	192,450	180,318	0	0
\$200,001 - \$225,000	16	216,696	205,264	217,458	0	0
\$225,001 - \$300,000	29	262,322	260,000	257,061	268,571	0
\$300,001 - \$400,000	22	335,758	0	335,243	336,114	0
\$400,001 - \$525,000	16	454,126	405,000	449,888	465,614	452,500
\$525,001 and up	12	704,893	0	526,946	651,690	947,667
<b>Average Sold Price</b>		<b>318,316</b>	<b>178,129</b>	<b>261,240</b>	<b>392,051</b>	<b>823,875</b>
<b>Total Closed Units</b>		<b>118</b>	<b>9</b>	<b>65</b>	<b>40</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>37,561,281</b>	<b>1.60M</b>	<b>16.98M</b>	<b>15.68M</b>	<b>3.30M</b>

# June 2023



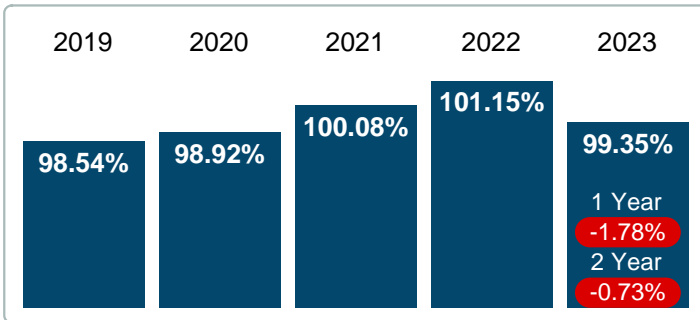
Area Delimited by County Of Wagoner - Residential Property Type



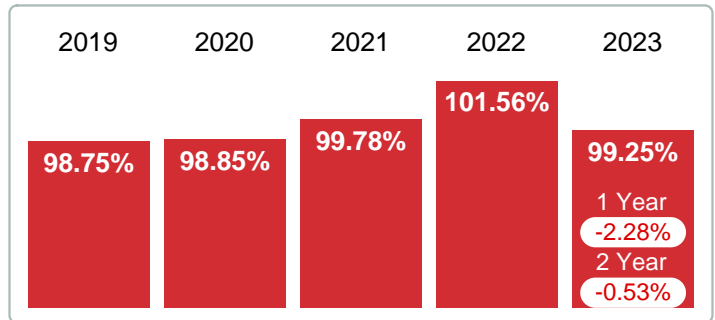
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 13, 2023 for MLS Technology Inc.

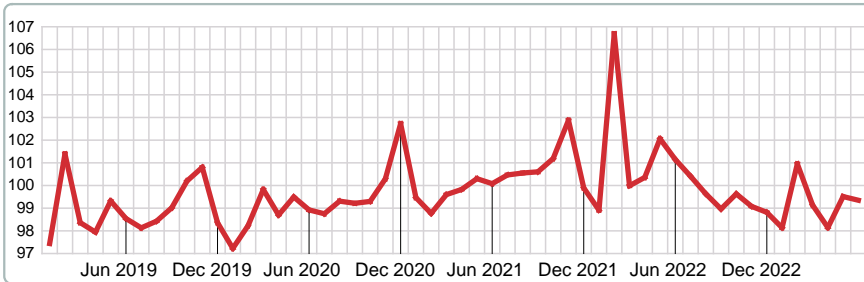
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 99.61%

High Feb 2022 106.69% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **99.35%**  
below the 5 yr JUN average of **99.61%**



## 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	10	8.47%	93.63%	90.50%	95.71%	0.00%	0.00%	
\$150,001 - \$200,000	13	11.02%	100.40%	98.81%	100.68%	0.00%	0.00%	
\$200,001 - \$225,000	16	13.56%	96.78%	95.47%	96.87%	0.00%	0.00%	
\$225,001 - \$300,000	29	24.58%	100.48%	100.00%	100.96%	99.97%	0.00%	
\$300,001 - \$400,000	22	18.64%	98.97%	0.00%	99.68%	98.49%	0.00%	
\$400,001 - \$525,000	16	13.56%	99.27%	96.66%	99.31%	99.49%	100.11%	
\$525,001 and up	12	10.17%	104.46%	0.00%	105.42%	104.78%	103.06%	
Average Sold/List Ratio		99.30%		94.64%	99.27%	100.24%	102.32%	
Total Closed Units		118	100%	99.30%	9	65	40	4
Total Closed Volume		37,561,281			1.60M	16.98M	15.68M	3.30M

# June 2023



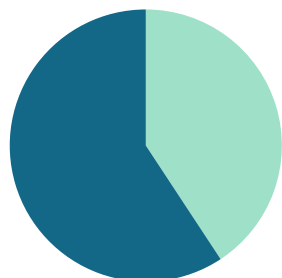
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 13, 2023 for MLS Technology Inc.

### INVENTORY

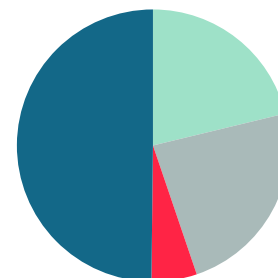


**Inventory**  
 New Listings  
**178 = 40.73%**  
 Start Inventory  
**259**  
 Total Inventory Units  
**437**  
 Volume  
**\$171,109,564**

### Market Activity

Closed Sales  
**118 = 21.22%**  
 Pending Sales  
**131 = 23.56%**  
 Other Off Market  
**30 = 5.40%**  
 Active Inventory  
**277 = 49.82%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	141	118	-16.31%	823	652	-20.78%
Pending Sales	142	131	-7.75%	813	742	-8.73%
New Listings	224	178	-20.54%	940	945	0.53%
Average List Price	316,385	318,145	0.56%	291,078	292,720	0.56%
Average Sale Price	318,509	318,316	-0.06%	292,613	290,881	-0.59%
Average Percent of Selling Price to List Price	101.15%	99.35%	-1.78%	101.56%	99.25%	-2.28%
Average Days on Market to Sale	9.40	32.19	242.60%	18.69	36.26	94.04%
Monthly Inventory	217	277	27.65%	217	277	27.65%
Months Supply of Inventory	1.44	2.39	66.64%	1.44	2.39	66.64%

**Absorption:** Last 12 months, an Average of **116** Sales/Month

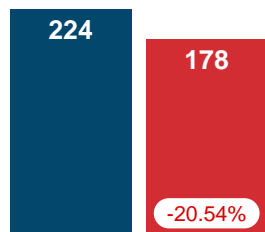
**Inventory** on June 30, 2023 = **277**

**2022** **2023**

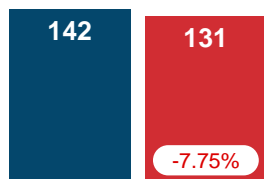
### JUNE MARKET

### AVERAGE PRICES

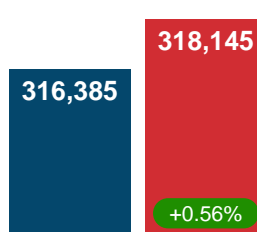
#### New Listings



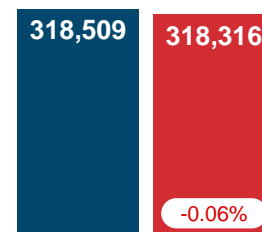
#### Pending Listings



#### List Price



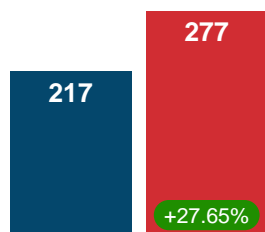
#### Sale Price



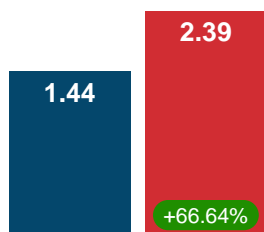
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

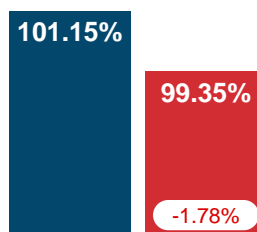
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

