

## March 2023



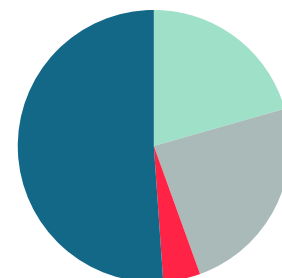
Area Delimited by County Of Wagoner - Residential Property Type



### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	March 2023	+/-%
Closed Listings	154	112	-27.27%
Pending Listings	143	130	-9.09%
New Listings	161	212	31.68%
Average List Price	282,419	288,827	2.27%
Average Sale Price	282,514	284,883	0.84%
Average Percent of Selling Price to List Price	99.99%	99.14%	-0.85%
Average Days on Market to Sale	22.05	48.23	118.78%
End of Month Inventory	137	278	102.92%
Months Supply of Inventory	0.84	2.35	180.39%



■ Closed (20.59%)  
■ Pending (23.90%)  
■ Other OffMarket (4.41%)  
■ Active (51.10%)

**Absorption:** Last 12 months, an Average of **118** Sales/Month  
**Active Inventory** as of March 31, 2023 = **278**

#### Analysis Wrap-Up

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

The total housing inventory at the end of March 2023 rose **102.92%** to 278 existing homes available for sale. Over the last 12 months this area has had an average of 118 closed sales per month. This represents an unsold inventory index of **2.35** 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 **0.84%** in March 2023 to \$284,883 versus the previous year at \$282,514.

##### Average Days on Market Lengthens

The average number of **48.23** days that homes spent on the market before selling increased by 26.19 days or **118.78%** in March 2023 compared to last year's same month at **22.05** DOM.

##### Sales Success for March 2023 is Positive

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

There were 212 New Listings in March 2023, up **31.68%** from last year at 161. Furthermore, there were 112 Closed Listings this month versus last year at 154, a **-27.27%** decrease.

Closed versus Listed trends yielded a **52.8%** ratio, down from previous year's, March 2022, at **95.7%**, a **44.77%** 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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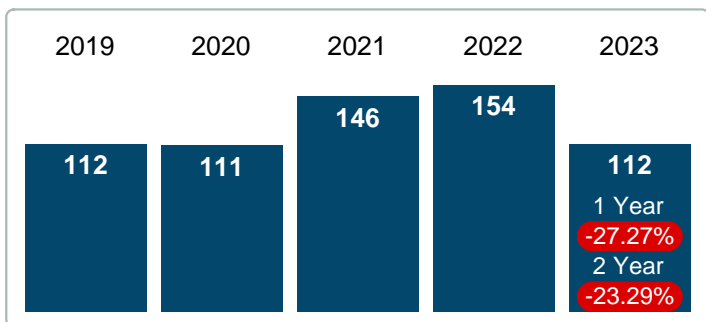
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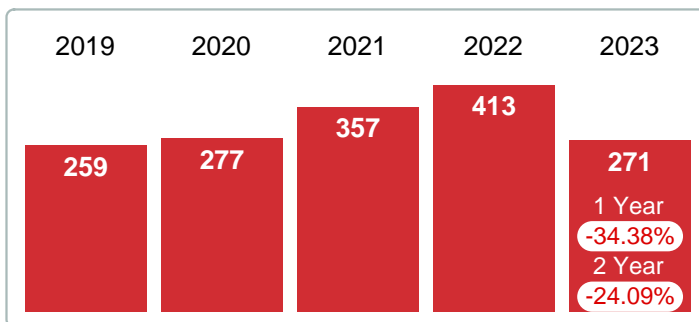
## CLOSED LISTINGS

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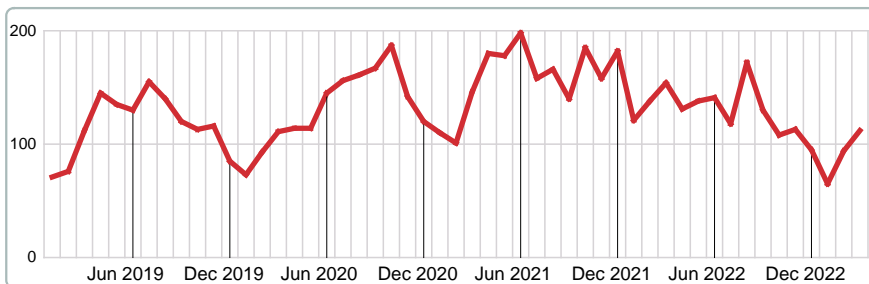
### MARCH



### YEAR TO DATE (YTD)

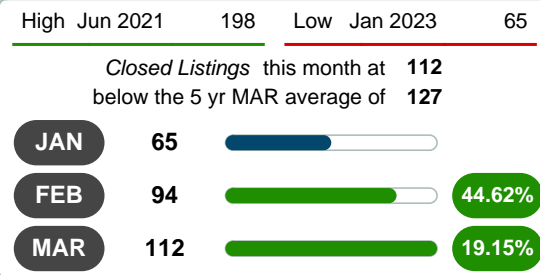


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 127



### 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	8	7.14%	34.4	4	3	1	0
\$125,001 - \$175,000	11	9.82%	42.6	0	8	3	0
\$175,001 - \$200,000	12	10.71%	31.3	0	8	4	0
\$200,001 - \$275,000	34	30.36%	39.3	0	31	3	0
\$275,001 - \$350,000	19	16.96%	40.8	0	14	4	1
\$350,001 - \$475,000	16	14.29%	56.3	0	10	5	1
\$475,001 and up	12	10.71%	105.8	0	0	12	0
<b>Total Closed Units</b>	<b>112</b>			<b>4</b>	<b>74</b>	<b>32</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>31,906,861</b>	<b>100%</b>	<b>48.2</b>	<b>355.00K</b>	<b>18.15M</b>	<b>12.71M</b>	<b>689.05K</b>
<b>Average Closed Price</b>	<b>\$284,883</b>			<b>\$88,750</b>	<b>\$245,301</b>	<b>\$397,205</b>	<b>\$344,525</b>

# March 2023



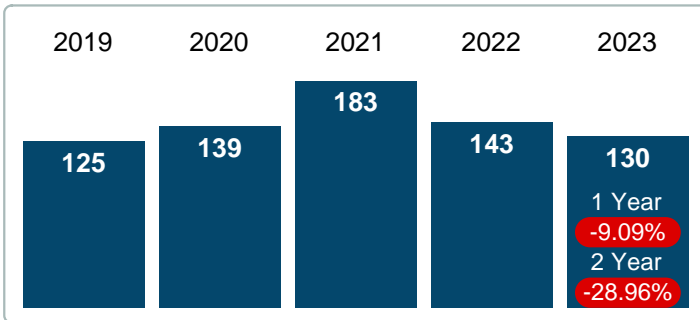
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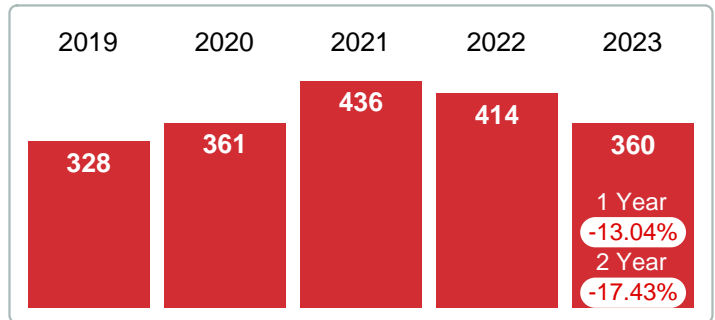
## PENDING LISTINGS

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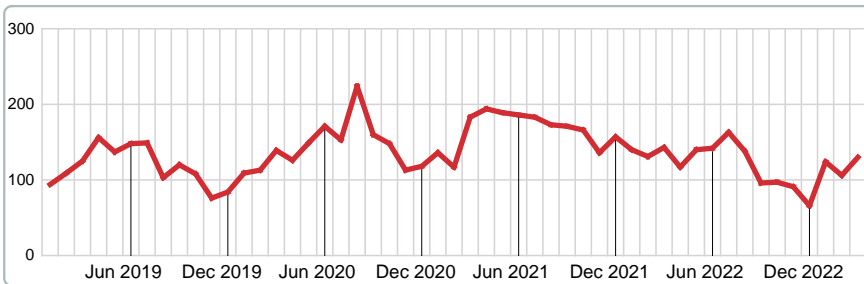
### MARCH



### YEAR TO DATE (YTD)

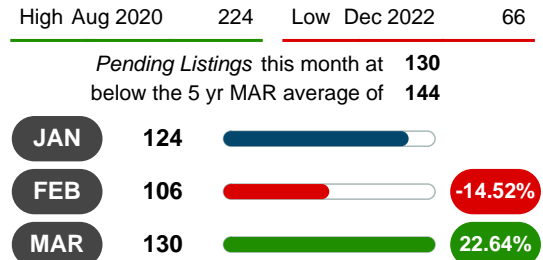


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 144



### 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	7.69%	26.0	5	5	0	0
\$125,001 - \$200,000	17	13.08%	30.7	3	11	3	0
\$200,001 - \$225,000	13	10.00%	38.0	0	12	0	1
\$225,001 - \$300,000	37	28.46%	23.3	0	26	10	1
\$300,001 - \$375,000	21	16.15%	42.3	1	14	6	0
\$375,001 - \$450,000	14	10.77%	45.3	0	6	6	2
\$450,001 and up	18	13.85%	57.9	0	5	11	2
<b>Total Pending Units</b>	<b>130</b>			<b>9</b>	<b>79</b>	<b>36</b>	<b>6</b>
<b>Total Pending Volume</b>	<b>38,783,263</b>	<b>100%</b>	<b>35.2</b>	<b>1.10M</b>	<b>21.65M</b>	<b>13.69M</b>	<b>2.34M</b>
<b>Average Listing Price</b>	<b>\$299,237</b>			<b>\$122,567</b>	<b>\$274,011</b>	<b>\$380,320</b>	<b>\$390,292</b>

# March 2023



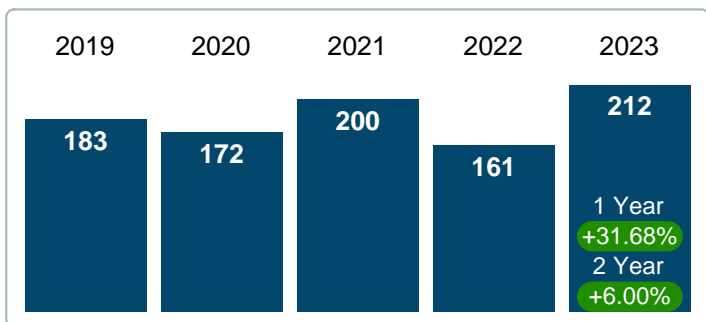
Area Delimited by County Of Wagoner - Residential Property Type



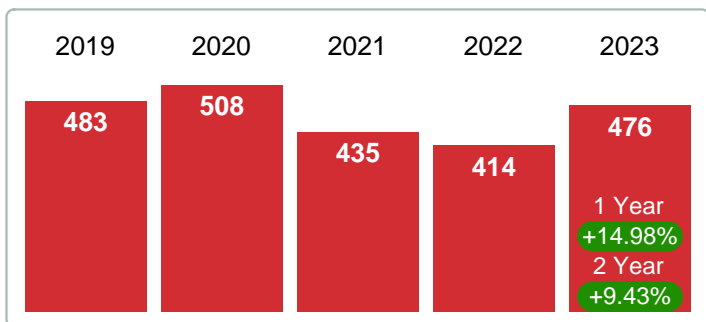
## NEW LISTINGS

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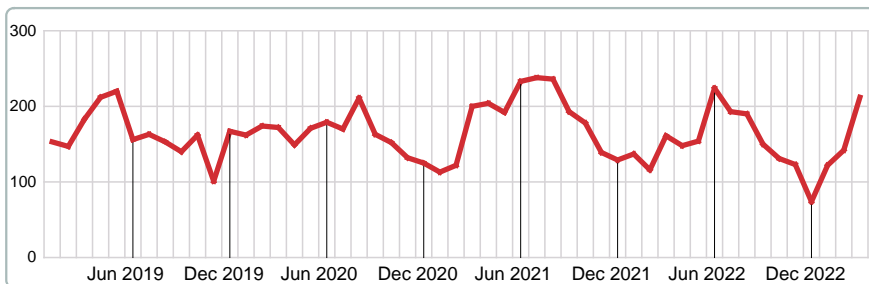
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 186

High Jul 2021 238 Low Dec 2022 74

New Listings this month at 212 above the 5 yr MAR average of 186

JAN	122	<div style="width: 67.3%;"></div>
FEB	142	<div style="width: 76.3%;"></div> 16.39%
MAR	212	<div style="width: 113.9%;"></div> 49.30%

### 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	18	8.49%	5	12	1	0
\$125,001 - \$200,000	19	8.96%	6	11	2	0
\$200,001 - \$250,000	41	19.34%	0	35	5	1
\$250,001 - \$325,000	54	25.47%	1	33	19	1
\$325,001 - \$375,000	22	10.38%	0	12	10	0
\$375,001 - \$500,000	35	16.51%	0	13	17	5
\$500,001 and up	23	10.85%	0	3	15	5
<b>Total New Listed Units</b>	<b>212</b>		<b>12</b>	<b>119</b>	<b>69</b>	<b>12</b>
<b>Total New Listed Volume</b>	<b>68,284,249</b>	<b>100%</b>	<b>1.65M</b>	<b>33.07M</b>	<b>27.91M</b>	<b>5.64M</b>
<b>Average New Listed Listing Price</b>	<b>\$284,842</b>		<b>\$137,617</b>	<b>\$277,939</b>	<b>\$404,542</b>	<b>\$470,387</b>

# March 2023



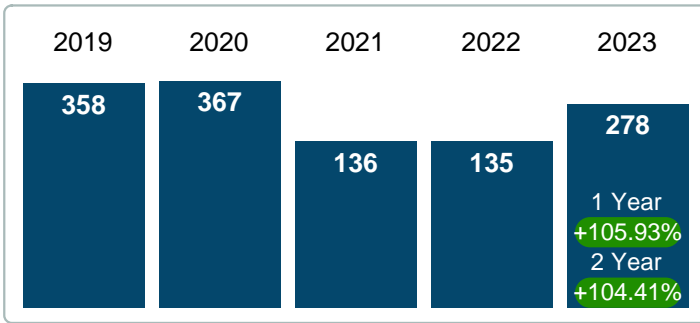
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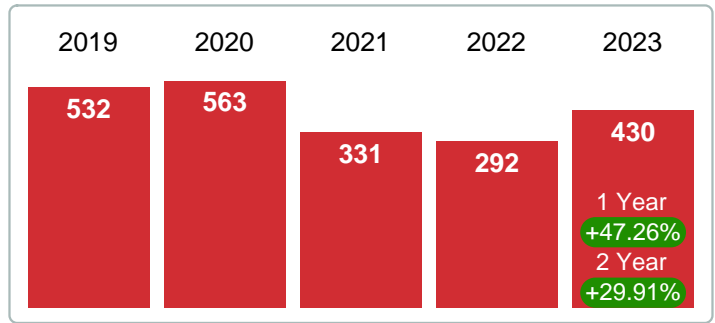
## ACTIVE INVENTORY

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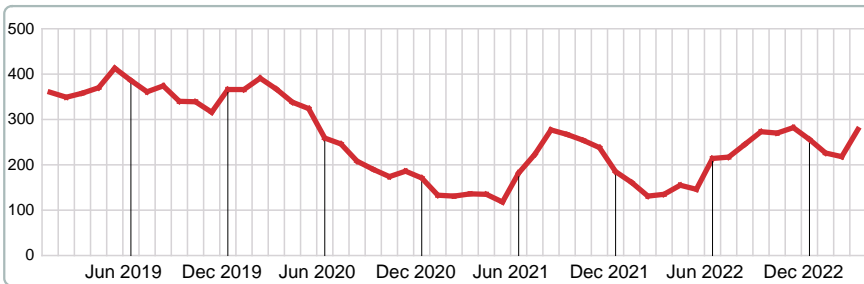
### END OF MARCH



### ACTIVE DURING MARCH

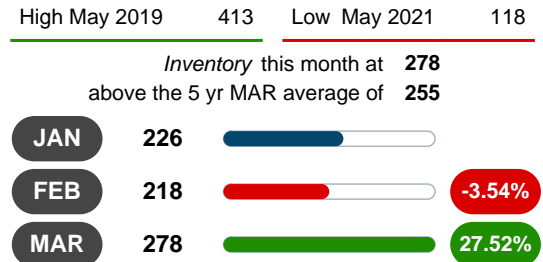


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 255



## 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	23	8.27%	53.7	9	12	1	1
\$125,001 - \$225,000	28	10.07%	48.0	4	20	4	0
\$225,001 - \$300,000	48	17.27%	32.5	2	34	12	0
\$300,001 - \$375,000	63	22.66%	62.7	0	30	32	1
\$375,001 - \$475,000	48	17.27%	67.3	1	22	21	4
\$475,001 - \$575,000	38	13.67%	97.8	0	10	25	3
\$575,001 and up	30	10.79%	44.5	0	7	15	8
<b>Total Active Inventory by Units</b>	<b>278</b>			<b>16</b>	<b>135</b>	<b>110</b>	<b>17</b>
<b>Total Active Inventory by Volume</b>	<b>106,017,695</b>	<b>100%</b>	<b>58.9</b>	<b>2.18M</b>	<b>45.06M</b>	<b>48.91M</b>	<b>9.86M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$381,359</b>			<b>\$136,350</b>	<b>\$333,808</b>	<b>\$444,667</b>	<b>\$579,924</b>

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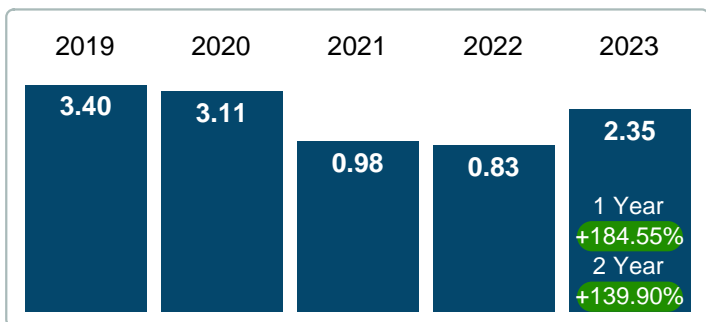
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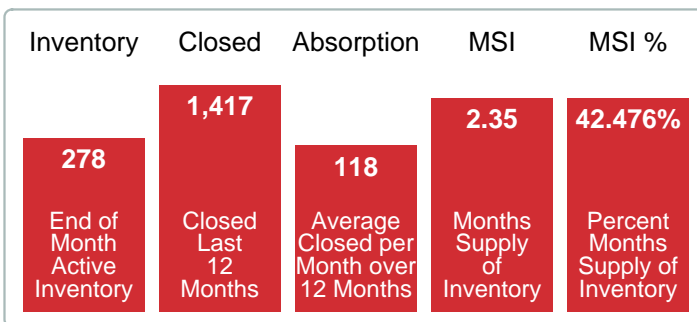
## MONTHS SUPPLY of INVENTORY (MSI)

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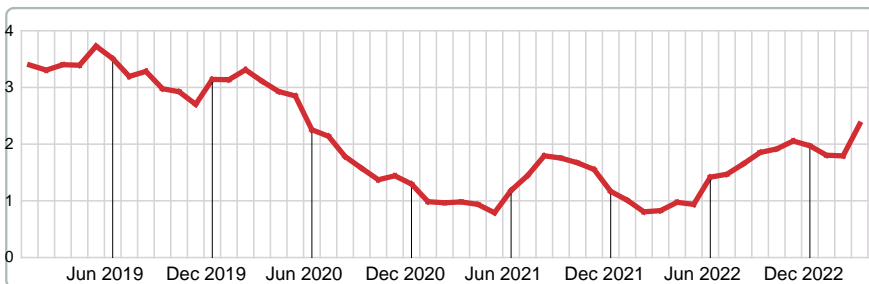
### MSI FOR MARCH



### INDICATORS FOR MARCH 2023



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 2.13

High May 2019 3.73 Low May 2021 0.79

Months Supply this month at 2.35 above the 5 yr MAR average of 2.13



### 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	23	8.27%	2.44	2.20	2.62	1.33	0.00
\$125,001 - \$225,000	28	10.07%	0.88	1.78	0.77	1.12	0.00
\$225,001 - \$300,000	48	17.27%	1.42	6.00	1.40	1.37	0.00
\$300,001 - \$375,000	63	22.66%	3.74	0.00	2.79	5.65	4.00
\$375,001 - \$475,000	48	17.27%	3.92	12.00	3.88	3.55	6.86
\$475,001 - \$575,000	38	13.67%	4.51	0.00	6.32	3.95	6.00
\$575,001 and up	30	10.79%	5.54	0.00	6.46	4.29	10.67
Market Supply of Inventory (MSI)			2.35	2.29	1.83	3.19	6.00
Total Active Inventory by Units		100%	2.35	16	135	110	17

# March 2023



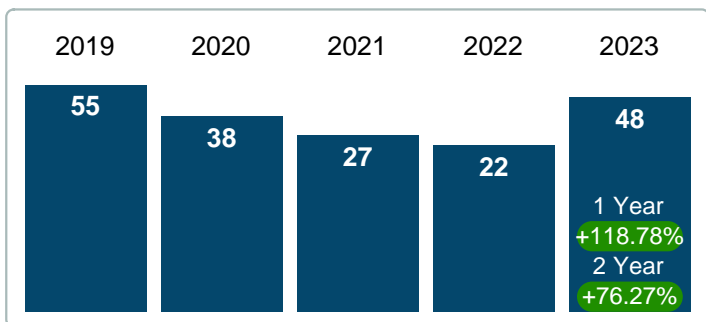
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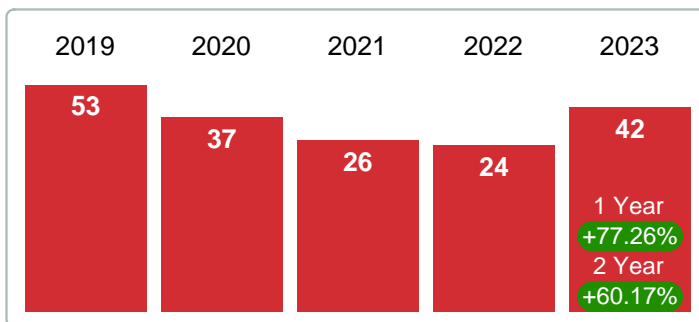
## AVERAGE DAYS ON MARKET TO SALE

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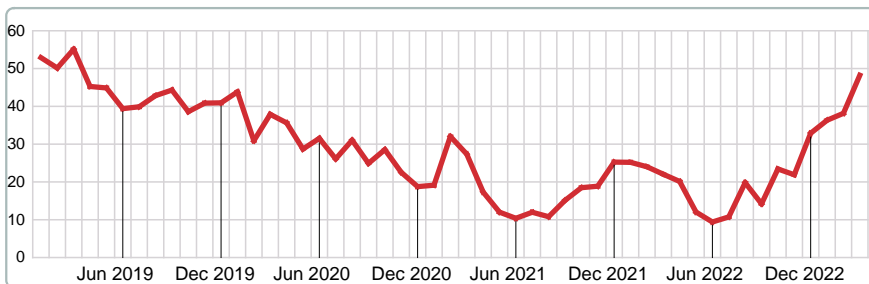
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

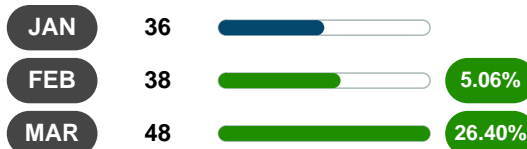


### 3 MONTHS

5 year MAR AVG = 38

High Mar 2019 55 Low Jun 2022 9

Average Days on Market to Sale this month at 48 above the 5 yr MAR average of 38



### 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	7.14%	34	40	38	2	0
\$125,001 - \$175,000	9.82%	43	0	32	71	0
\$175,001 - \$200,000	10.71%	31	0	17	61	0
\$200,001 - \$275,000	30.36%	39	0	41	18	0
\$275,001 - \$350,000	16.96%	41	0	39	10	191
\$350,001 - \$475,000	14.29%	56	0	61	57	1
\$475,001 and up	10.71%	106	0	0	106	0
Average Closed DOM		48	40	40	66	96
Total Closed Units	100%	48	4	74	32	2
Total Closed Volume		31,906,861	355.00K	18.15M	12.71M	689.05K



# March 2023



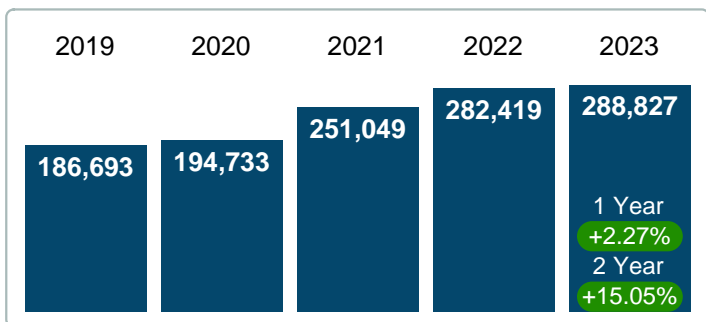
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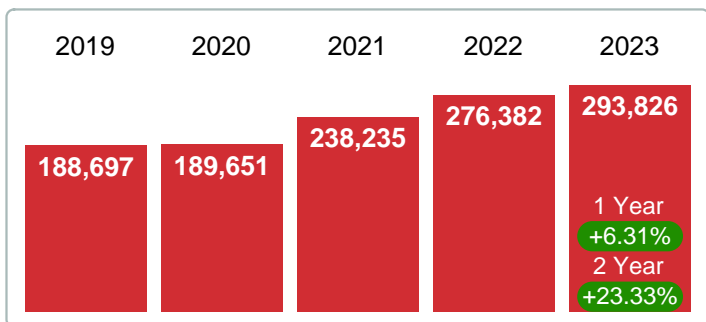
## AVERAGE LIST PRICE AT CLOSING

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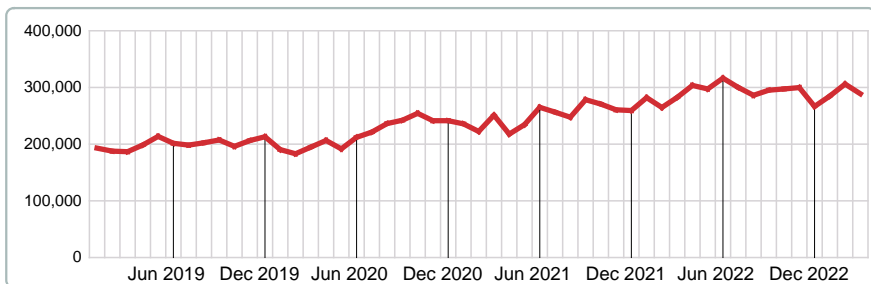
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

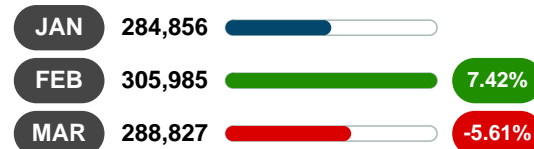


### 3 MONTHS

5 year MAR AVG = 240,744

High Jun 2022 316,385 Low Feb 2020 183,042

Average List Price at Closing this month at **288,827** above the 5 yr MAR average of **240,744**



### 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	6.25%	97,700	94,750	111,133	134,900	0
\$125,001 - \$175,000	10.71%	154,633	0	159,663	169,633	0
\$175,001 - \$200,000	8.04%	194,640	0	198,594	208,750	0
\$200,001 - \$275,000	33.04%	230,058	0	230,619	201,667	0
\$275,001 - \$350,000	17.86%	306,515	0	303,135	310,350	288,000
\$350,001 - \$475,000	11.61%	385,032	0	381,037	423,600	401,049
\$475,001 and up	12.50%	600,677	0	0	619,540	0
<b>Average List Price</b>		<b>288,827</b>	<b>94,750</b>	<b>248,688</b>	<b>402,427</b>	<b>344,525</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>288,827</b>	<b>4</b>	<b>74</b>	<b>32</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>32,348,606</b>	<b>379.00K</b>	<b>18.40M</b>	<b>12.88M</b>	<b>689.05K</b>



# March 2023



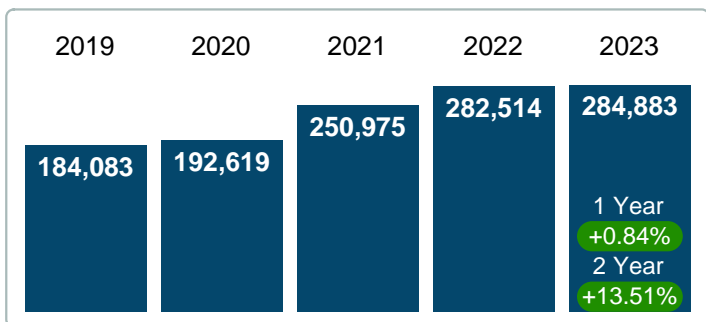
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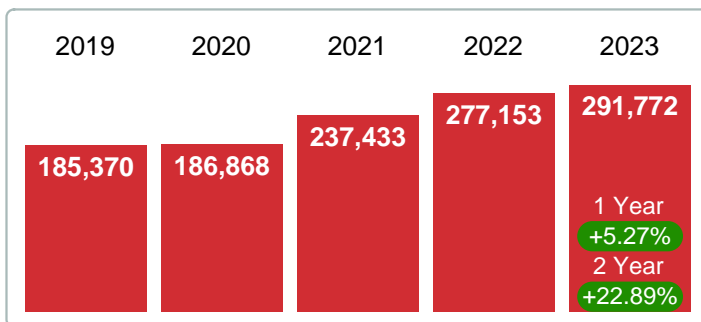
## AVERAGE SOLD PRICE AT CLOSING

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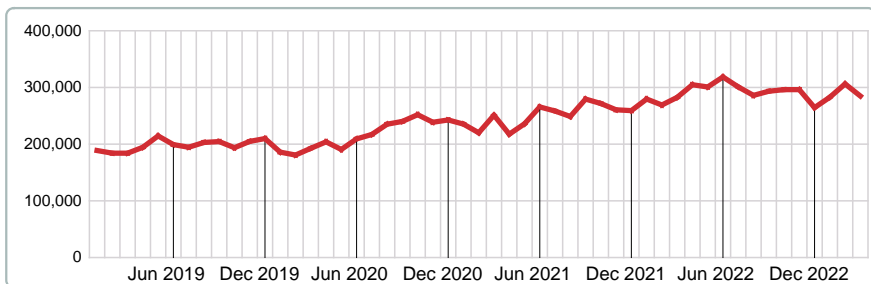
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 239,015

High Jun 2022 318,509    Low Feb 2020 180,763

Average Sold Price at Closing this month at **284,883**  
 above the 5 yr MAR average of **239,015**

Month	Average Sold Price	% Change
JAN	282,782	
FEB	306,197	+8.28%
MAR	284,883	-6.96%

### 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	8	7.14%	101,113	88,750	109,633	125,000	0
\$125,001 - \$175,000	11	9.82%	153,945	0	153,550	155,000	0
\$175,001 - \$200,000	12	10.71%	191,605	0	191,469	191,875	0
\$200,001 - \$275,000	34	30.36%	228,373	0	227,618	236,167	0
\$275,001 - \$350,000	19	16.96%	301,284	0	300,564	307,125	288,000
\$350,001 - \$475,000	16	14.29%	393,855	0	379,913	420,300	401,049
\$475,001 and up	12	10.71%	609,548	0	0	609,548	0
<b>Average Sold Price</b>			<b>284,883</b>	<b>88,750</b>	<b>245,301</b>	<b>397,205</b>	<b>344,525</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>284,883</b>	<b>4</b>	<b>74</b>	<b>32</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>31,906,861</b>	<b>355.00K</b>	<b>18.15M</b>	<b>12.71M</b>	<b>689.05K</b>

# March 2023



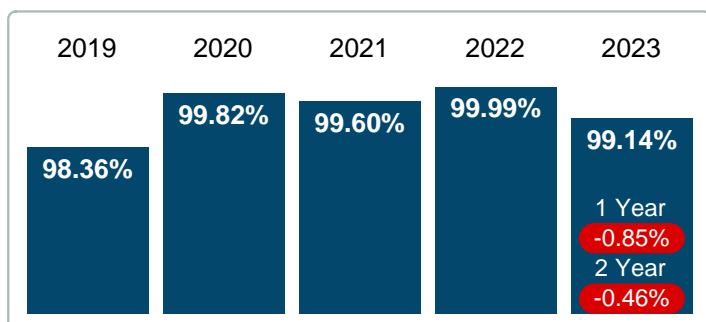
Area Delimited by County Of Wagoner - Residential Property Type



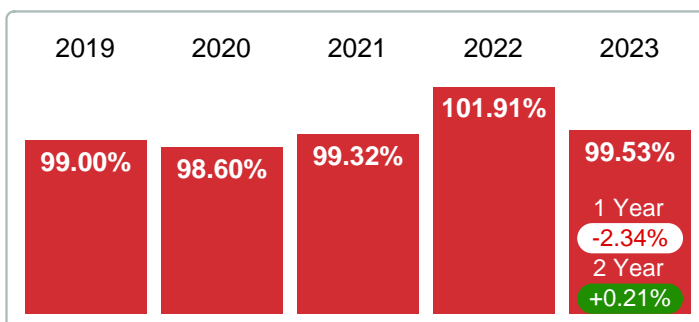
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

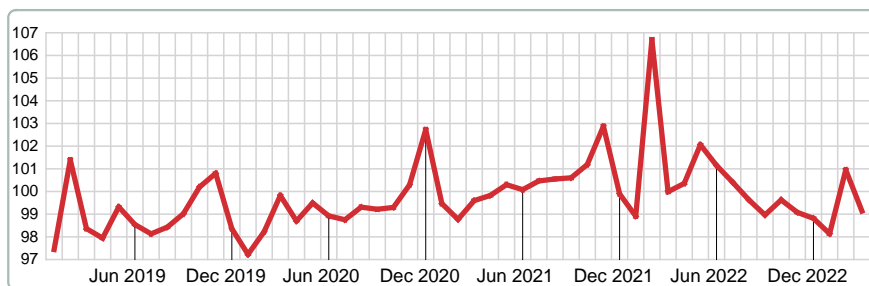
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

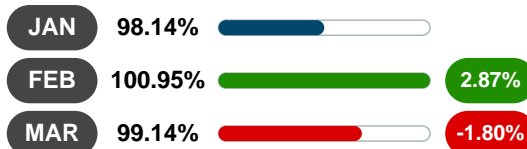


### 3 MONTHS

5 year MAR AVG = 99.38%

High Feb 2022 106.69% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **99.14%**  
equal to 5 yr MAR average of **99.38%**



## 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	8	7.14%	96.35%	95.54%	98.67%	92.66%	0.00%
\$125,001 - \$175,000	11	9.82%	95.02%	0.00%	96.29%	91.61%	0.00%
\$175,001 - \$200,000	12	10.71%	95.13%	0.00%	96.68%	92.03%	0.00%
\$200,001 - \$275,000	34	30.36%	102.24%	0.00%	98.80%	137.84%	0.00%
\$275,001 - \$350,000	19	16.96%	99.29%	0.00%	99.32%	98.99%	100.00%
\$350,001 - \$475,000	16	14.29%	99.79%	0.00%	99.93%	99.47%	100.00%
\$475,001 and up	12	10.71%	98.87%	0.00%	0.00%	98.87%	0.00%
Average Sold/List Ratio		99.10%		95.54%	98.55%	100.90%	100.00%
Total Closed Units		112	100%	4	74	32	2
Total Closed Volume		31,906,861		355.00K	18.15M	12.71M	689.05K

# March 2023



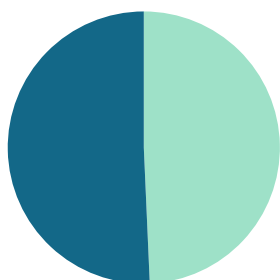
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

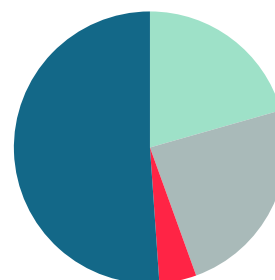
- New Listings **212 = 49.30%**
- Start Inventory **218**
- Total Inventory Units **430**
- Volume **\$154,158,458**

### Market Activity

**Market Activity**

- Closed Sales **112 = 20.59%**
- Pending Sales **130 = 23.90%**
- Other Off Market **24 = 4.41%**
- Active Inventory **278 = 51.10%**

### MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	154	112	-27.27%	413	271	-34.38%
Pending Sales	143	130	-9.09%	414	360	-13.04%
New Listings	161	212	31.68%	414	476	14.98%
Average List Price	282,419	288,827	2.27%	276,382	293,826	6.31%
Average Sale Price	282,514	284,883	0.84%	277,153	291,772	5.27%
Average Percent of Selling Price to List Price	99.99%	99.14%	-0.85%	101.91%	99.53%	-2.34%
Average Days on Market to Sale	22.05	48.23	118.78%	23.63	41.88	77.26%
Monthly Inventory	137	278	102.92%	137	278	102.92%
Months Supply of Inventory	0.84	2.35	180.39%	0.84	2.35	180.39%

**Absorption:** Last 12 months, an Average of **118** Sales/Month

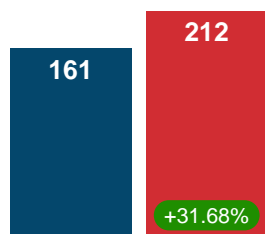
**Inventory** on March 31, 2023 = **278**

**2022** **2023**

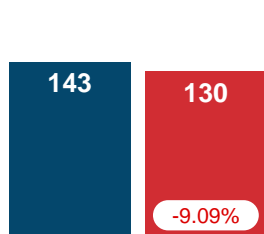
### MARCH MARKET

### AVERAGE PRICES

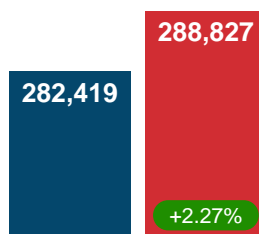
#### New Listings



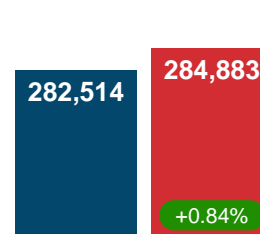
#### Pending Listings



#### List Price



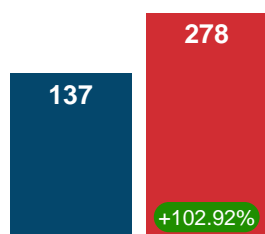
#### Sale Price



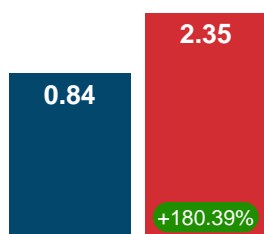
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

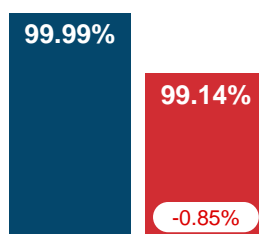
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

