

August 2023



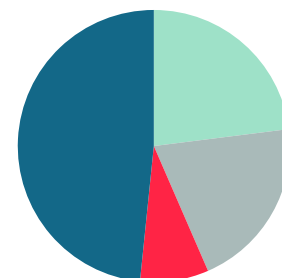
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2022	August 2023	+/-%
Closed Listings	172	127	-26.16%
Pending Listings	138	113	-18.12%
New Listings	190	155	-18.42%
Average List Price	286,191	294,223	2.81%
Average Sale Price	286,050	290,980	1.72%
Average Percent of Selling Price to List Price	99.63%	98.64%	-1.00%
Average Days on Market to Sale	19.81	26.90	35.79%
End of Month Inventory	246	267	8.54%
Months Supply of Inventory	1.66	2.39	44.23%



■ Closed (23.01%)
■ Pending (20.47%)
■ Other OffMarket (8.15%)
■ Active (48.37%)

Absorption: Last 12 months, an Average of **112** Sales/Month
Active Inventory as of August 31, 2023 = **267**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2023 rose **8.54%** to 267 existing homes available for sale. Over the last 12 months this area has had an average of 112 closed sales per month. This represents an unsold inventory index of **2.39** 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 **1.72%** in August 2023 to \$290,980 versus the previous year at \$286,050.

Average Days on Market Lengthens

The average number of **26.90** days that homes spent on the market before selling increased by 7.09 days or **35.79%** in August 2023 compared to last year's same month at **19.81** DOM.

Sales Success for August 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 155 New Listings in August 2023, down **18.42%** from last year at 190. Furthermore, there were 127 Closed Listings this month versus last year at 172, a **-26.16%** decrease.

Closed versus Listed trends yielded a **81.9%** ratio, down from previous year's, August 2022, at **90.5%**, a **9.49%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

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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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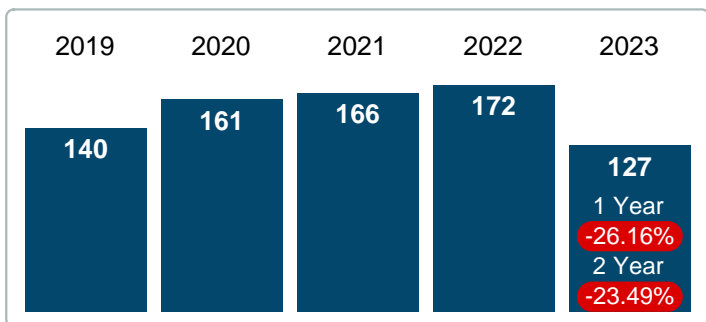
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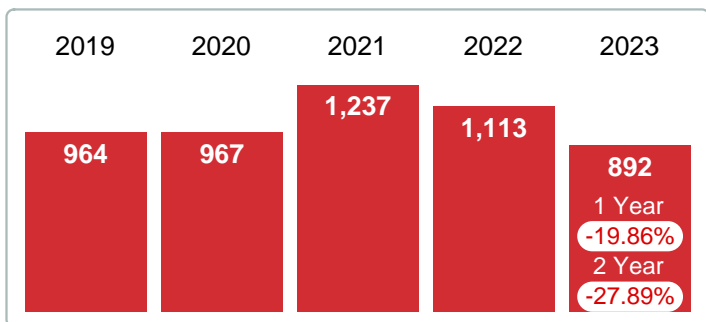
CLOSED LISTINGS

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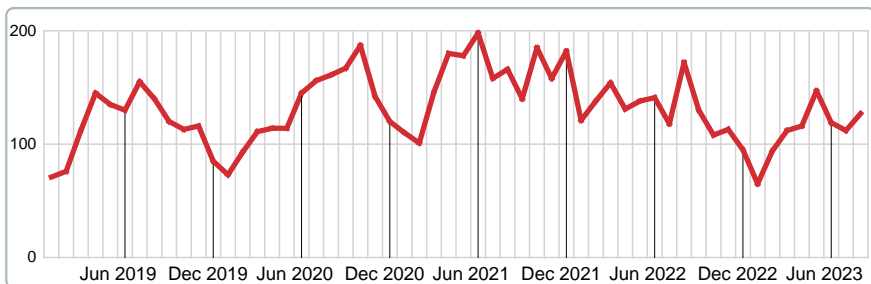
AUGUST



YEAR TO DATE (YTD)

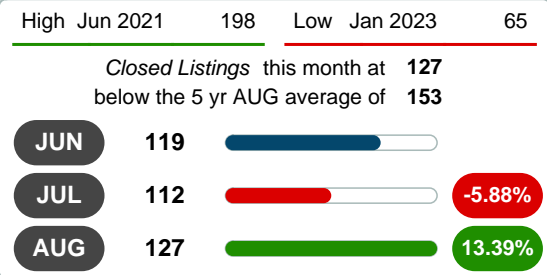


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 153



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	8.66%	55.0	4	7	0	0
\$125,001 - \$175,000	11	8.66%	24.0	4	6	1	0
\$175,001 - \$225,000	21	16.54%	13.8	0	19	2	0
\$225,001 - \$300,000	36	28.35%	19.9	1	25	8	2
\$300,001 - \$350,000	16	12.60%	43.8	0	9	7	0
\$350,001 - \$500,000	19	14.96%	28.9	1	11	7	0
\$500,001 and up	13	10.24%	22.2	0	5	7	1
Total Closed Units	127			10	82	32	3
Total Closed Volume	36,954,469	100%	26.9	1.43M	22.07M	12.13M	1.33M
Average Closed Price	\$290,980			\$142,850	\$269,130	\$379,120	\$441,805

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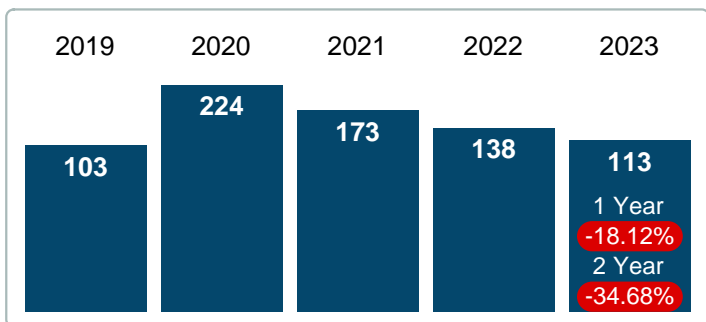
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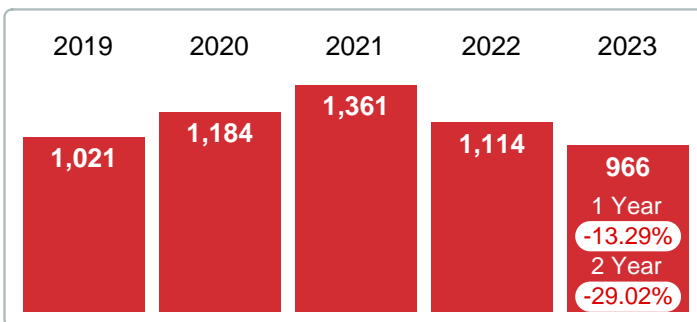
PENDING LISTINGS

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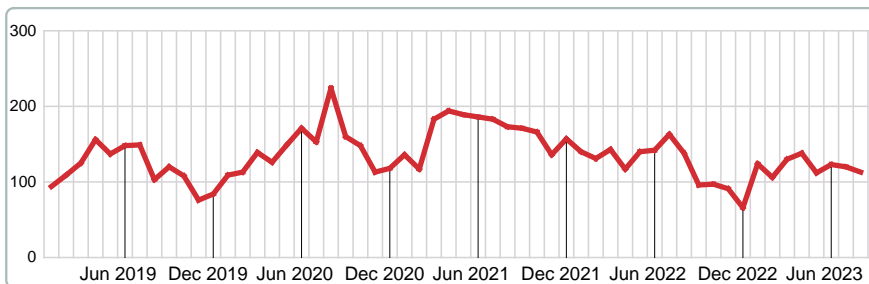
AUGUST



YEAR TO DATE (YTD)

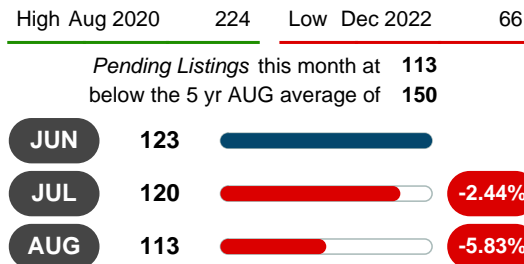


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 150



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	9	7.96%	27.4	5	3	1	0
\$175,001 - \$225,000	17	15.04%	18.5	1	14	2	0
\$225,001 - \$250,000	12	10.62%	26.3	0	8	3	1
\$250,001 - \$325,000	28	24.78%	45.0	1	21	6	0
\$325,001 - \$375,000	11	9.73%	62.0	0	5	5	1
\$375,001 - \$525,000	23	20.35%	51.7	0	8	13	2
\$525,001 and up	13	11.50%	60.2	0	3	6	4
Total Pending Units	113			7	62	36	8
Total Pending Volume	38,149,106	100%	20.9	1.17M	18.56M	14.44M	3.97M
Average Listing Price	\$334,745			\$167,843	\$299,375	\$401,090	\$496,715

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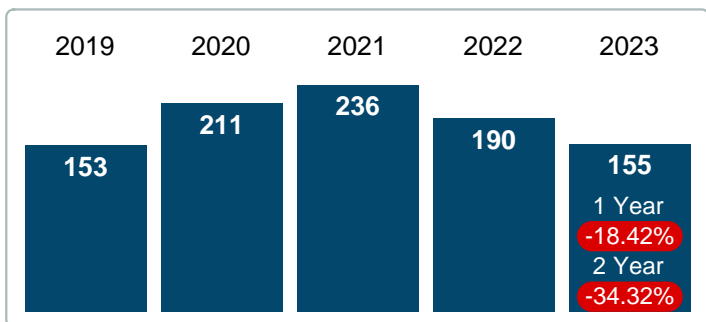
Area Delimited by County Of Wagoner - Residential Property Type



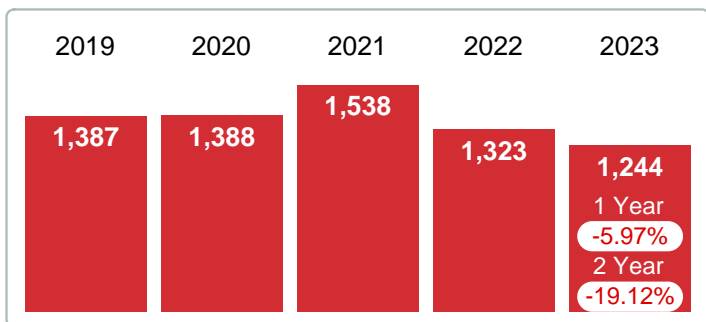
NEW LISTINGS

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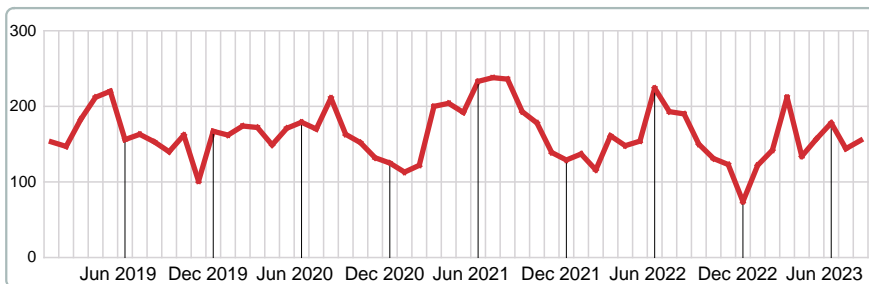
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 189

High Jul 2021 238 Low Dec 2022 74

New Listings this month at 155
 below the 5 yr AUG average of 189



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	13	8.39%	7				5				1				0			
\$175,001 - \$225,000	18	11.61%	1				15				2				0			
\$225,001 - \$250,000	20	12.90%	0				17				2				1			
\$250,001 - \$350,000	47	30.32%	1				26				20				0			
\$350,001 - \$450,000	23	14.84%	0				12				10				1			
\$450,001 - \$550,000	17	10.97%	0				4				13				0			
\$550,001 and up	17	10.97%	0				3				7				7			
Total New Listed Units	155		9				82				55				9			
Total New Listed Volume	56,731,729		1.23M				24.25M				23.23M				8.02M			
Average New Listed Listing Price	\$392,602		\$136,511				\$295,777				\$422,340				\$891,191			

August 2023



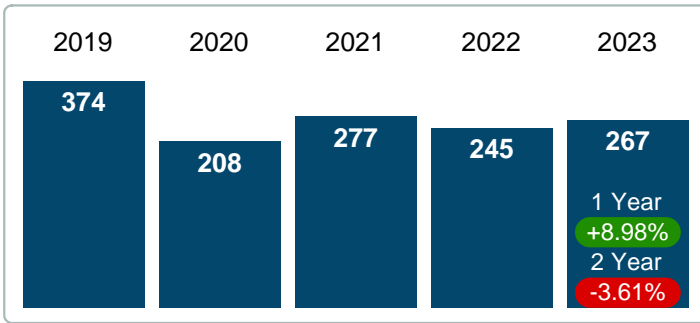
Area Delimited by County Of Wagoner - Residential Property Type



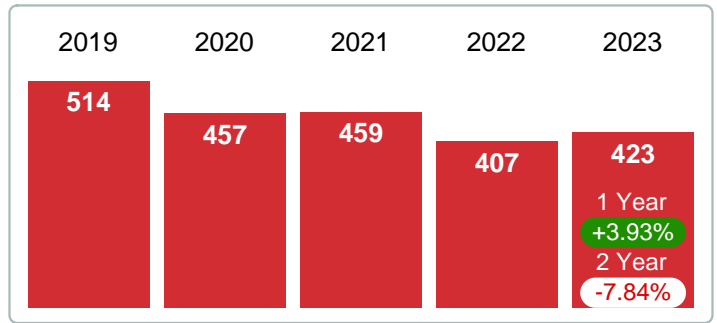
ACTIVE INVENTORY

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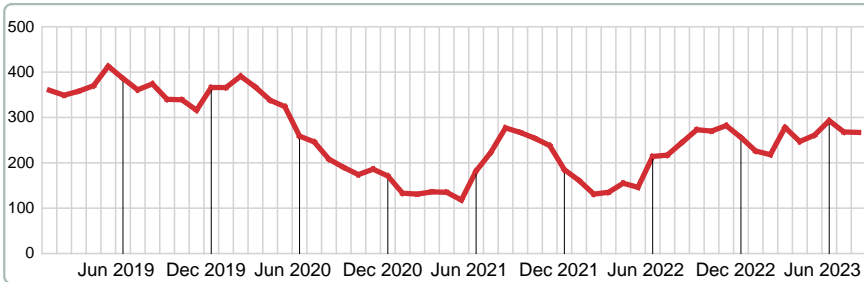
END OF AUGUST



ACTIVE DURING AUGUST

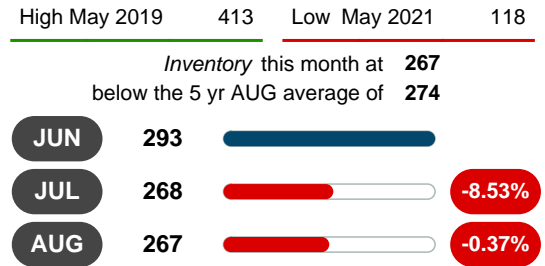


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 274



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	23	8.61%	72.1	9	11	3	0
\$175,001 - \$250,000	33	12.36%	38.4	2	29	2	0
\$250,001 - \$325,000	41	15.36%	49.6	1	26	12	2
\$325,001 - \$425,000	63	23.60%	82.6	1	28	32	2
\$425,001 - \$500,000	41	15.36%	81.1	1	16	24	0
\$500,001 - \$625,000	35	13.11%	84.4	0	10	24	1
\$625,001 and up	31	11.61%	84.5	0	6	14	11
Total Active Inventory by Units	267			14	126	111	16
Total Active Inventory by Volume	122,588,466	100%	71.4	2.46M	51.86M	53.10M	15.17M
Average Active Inventory Listing Price	\$459,133			\$175,614	\$411,575	\$478,385	\$948,169

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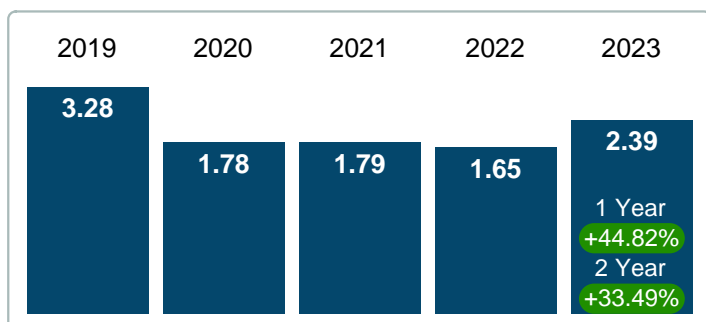
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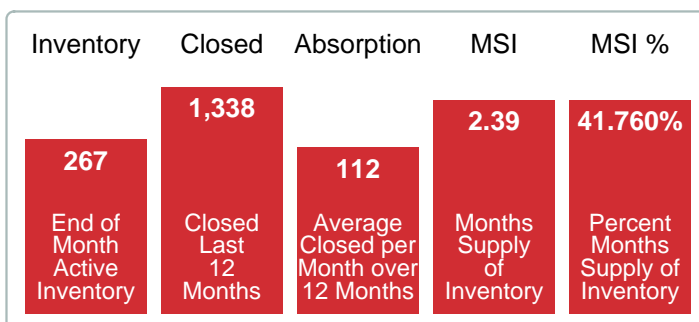
MONTHS SUPPLY of INVENTORY (MSI)

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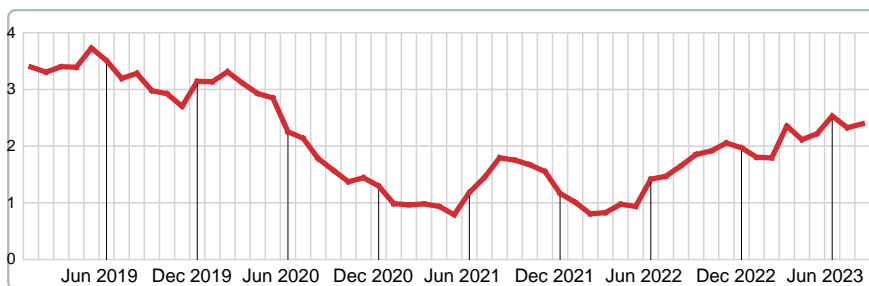
MSI FOR AUGUST



INDICATORS FOR AUGUST 2023

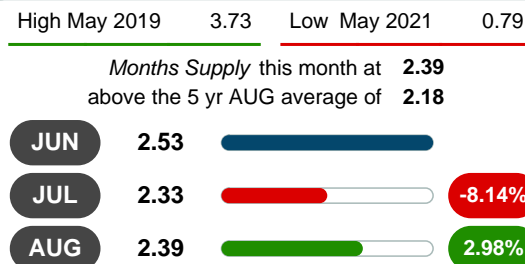


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 2.18



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	8.61%	1.24	1.61	0.98	1.80	0.00
\$175,001 - \$250,000	12.36%	0.95	3.00	1.03	0.36	0.00
\$250,001 - \$325,000	15.36%	1.76	3.00	1.74	1.64	2.67
\$325,001 - \$425,000	23.60%	3.65	4.00	3.05	4.36	4.00
\$425,001 - \$500,000	15.36%	5.79	0.00	5.82	5.88	0.00
\$500,001 - \$625,000	13.11%	4.42	0.00	6.67	4.43	1.00
\$625,001 and up	11.61%	12.40	0.00	12.00	9.33	22.00
Market Supply of Inventory (MSI)		2.39	2.05	1.85	3.37	4.57
Total Active Inventory by Units	100%	267	14	126	111	16

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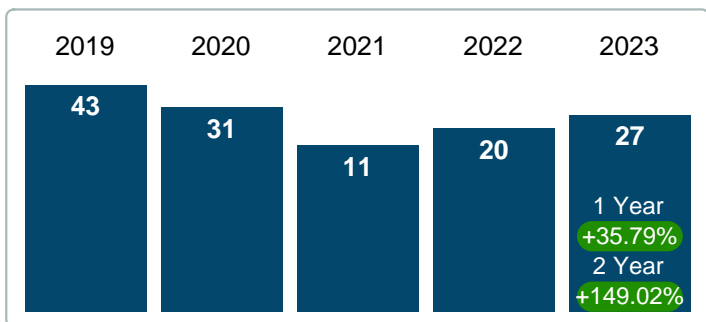
Area Delimited by County Of Wagoner - Residential Property Type



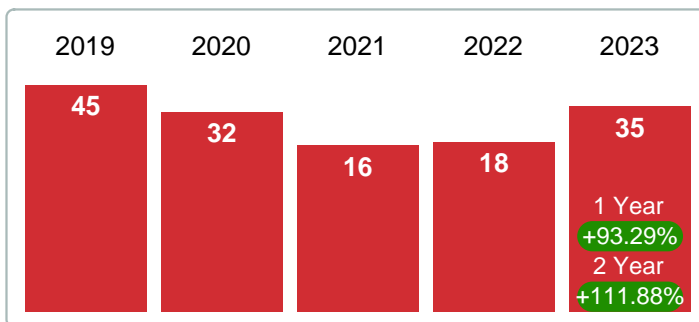
AVERAGE DAYS ON MARKET TO SALE

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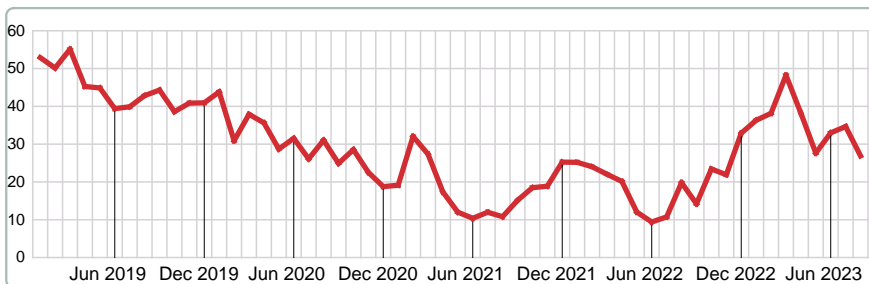
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 26

High Mar 2019 55 Low Jun 2022 9

Average Days on Market to Sale this month at 27 above the 5 yr AUG average of 26

- JUN 33 ▬
- JUL 35 ▬ **5.06%**
- AUG 27 ▬ **-22.40%**

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 11	8.66%	55	85	38	0	0
\$125,001 - \$175,000 11	8.66%	24	52	7	15	0
\$175,001 - \$225,000 21	16.54%	14	0	14	9	0
\$225,001 - \$300,000 36	28.35%	20	21	16	25	53
\$300,001 - \$350,000 16	12.60%	44	0	37	53	0
\$350,001 - \$500,000 19	14.96%	29	6	28	33	0
\$500,001 and up 13	10.24%	22	0	29	18	19
Average Closed DOM		27	58	21	30	41
Total Closed Units	100%	127	10	82	32	3
Total Closed Volume		36,954,469	1.43M	22.07M	12.13M	1.33M

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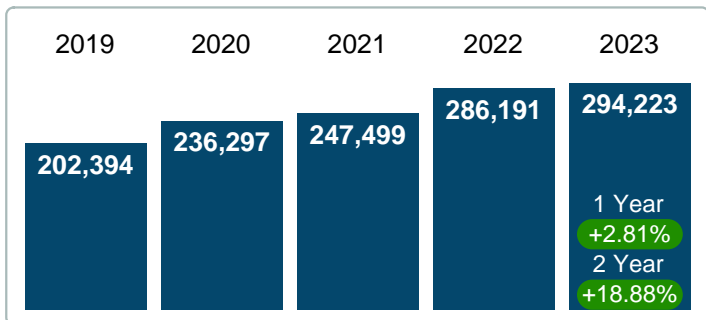
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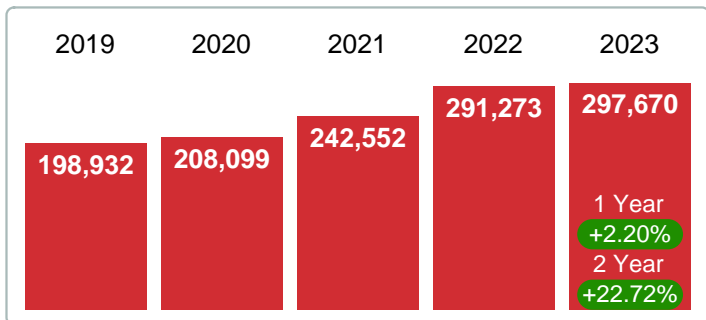
AVERAGE LIST PRICE AT CLOSING

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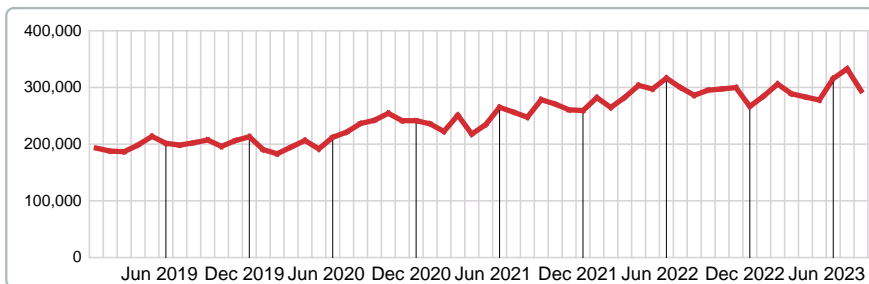
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

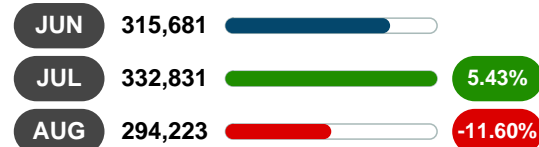


3 MONTHS

5 year AUG AVG = 253,321

High Jul 2023 332,831 Low Feb 2020 183,042

Average List Price at Closing this month at **294,223** above the 5 yr AUG average of **253,321**



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	7.87%	73,840	66,350	87,286	0	0
\$125,001 - \$175,000	7.87%	152,380	184,250	154,967	169,900	0
\$175,001 - \$225,000	17.32%	204,392	0	207,006	194,750	0
\$225,001 - \$300,000	29.13%	258,879	236,500	255,662	259,825	305,500
\$300,001 - \$350,000	12.60%	328,693	0	327,022	329,270	0
\$350,001 - \$500,000	15.75%	408,504	395,000	402,721	406,536	0
\$500,001 and up	9.45%	633,317	0	596,440	623,286	749,000
Average List Price		294,223	163,390	270,985	379,739	453,333
Total Closed Units	100%	294,223	10	82	32	3
Total Closed Volume		37,366,327	1.63M	22.22M	12.15M	1.36M

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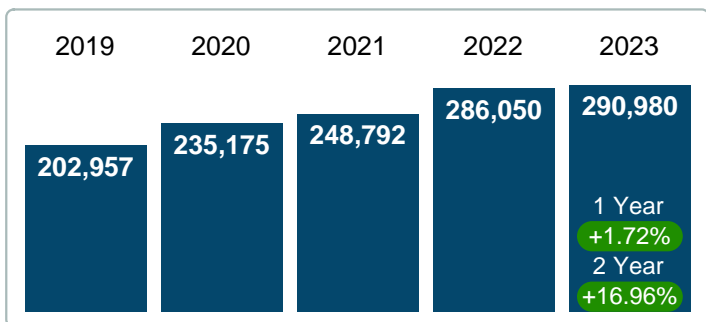
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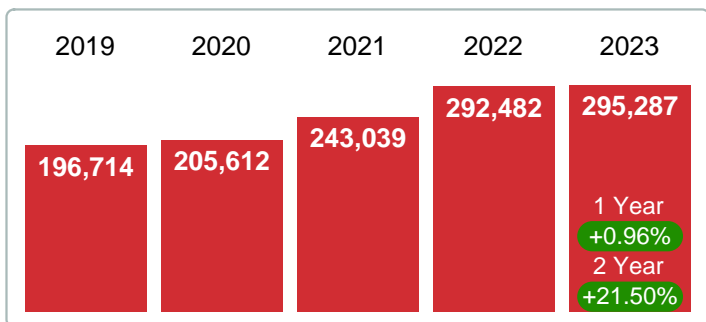
AVERAGE SOLD PRICE AT CLOSING

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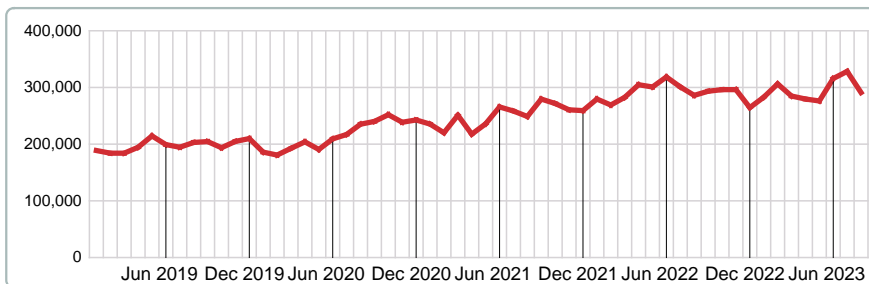
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

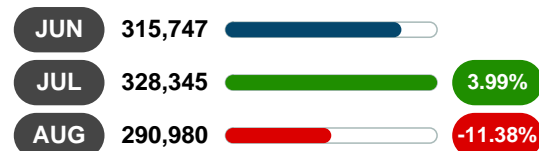


3 MONTHS

5 year AUG AVG = 252,791

High Jul 2023 328,345 Low Feb 2020 180,763

Average Sold Price at Closing this month at **290,980** above the 5 yr AUG average of **252,791**



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	8.66%	75,818	57,875	86,071	0	0
\$125,001 - \$175,000	8.66%	153,528	146,875	155,552	168,000	0
\$175,001 - \$225,000	16.54%	202,858	0	202,180	209,300	0
\$225,001 - \$300,000	28.35%	257,768	229,500	255,394	260,488	290,708
\$300,001 - \$350,000	12.60%	326,256	0	325,533	327,184	0
\$350,001 - \$500,000	14.96%	399,813	380,000	402,459	398,486	0
\$500,001 and up	10.24%	621,188	0	589,956	625,952	744,000
Average Sold Price		290,980	142,850	269,130	379,120	441,805
Total Closed Units	100%	290,980	10	82	32	3
Total Closed Volume		36,954,469	1.43M	22.07M	12.13M	1.33M

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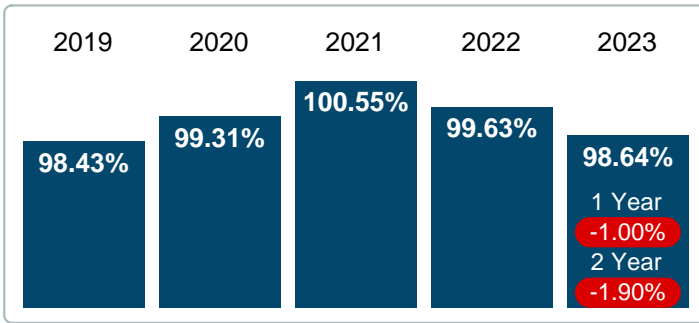
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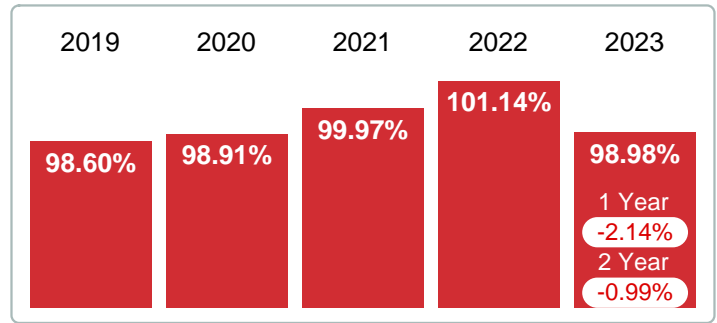
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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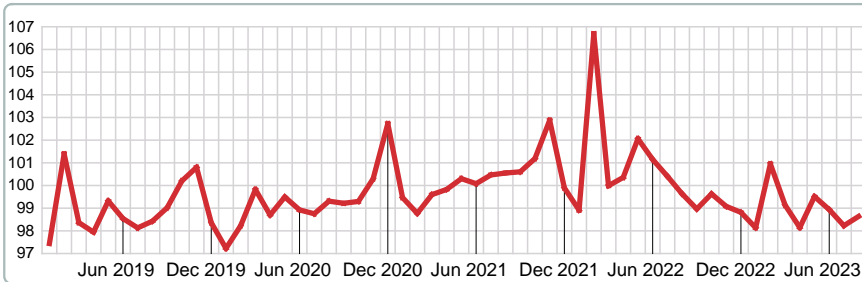
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

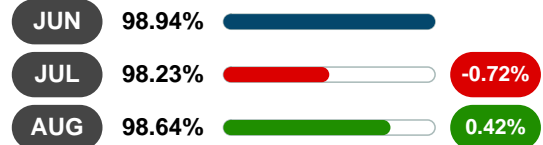


3 MONTHS

5 year AUG AVG = 99.31%

High Feb 2022 106.69% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **98.64%** equal to 5 yr AUG average of **99.31%**



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	8.66%	94.34%	84.68%	99.87%	0.00%	0.00%
\$125,001 - \$175,000	11	8.66%	95.44%	86.11%	101.10%	98.88%	0.00%
\$175,001 - \$225,000	21	16.54%	98.66%	0.00%	97.72%	107.56%	0.00%
\$225,001 - \$300,000	36	28.35%	99.69%	97.04%	99.93%	100.37%	95.32%
\$300,001 - \$350,000	16	12.60%	99.51%	0.00%	99.57%	99.42%	0.00%
\$350,001 - \$500,000	19	14.96%	99.08%	96.20%	100.02%	98.01%	0.00%
\$500,001 and up	13	10.24%	100.32%	0.00%	99.22%	101.26%	99.33%
Average Sold/List Ratio		98.60%		87.64%	99.43%	100.24%	96.66%
Total Closed Units		127	100%	10	82	32	3
Total Closed Volume		36,954,469		1.43M	22.07M	12.13M	1.33M

August 2023



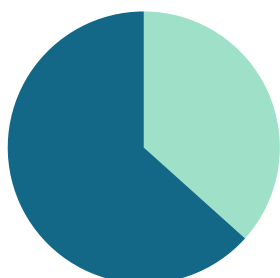
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

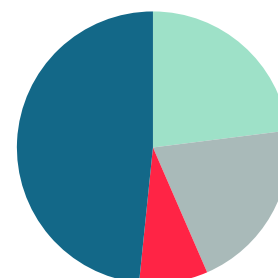


Inventory
 New Listings
155 = 36.64%
 Start Inventory
268
 Total Inventory Units
423
 Volume
\$179,500,729

Market Activity

Closed Sales
127 = 23.01%
 Pending Sales
113 = 20.47%
 Other Off Market
45 = 8.15%
 Active Inventory
267 = 48.37%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	172	127	-26.16%	1,113	892	-19.86%
Pending Sales	138	113	-18.12%	1,114	966	-13.29%
New Listings	190	155	-18.42%	1,323	1,244	-5.97%
Average List Price	286,191	294,223	2.81%	291,273	297,670	2.20%
Average Sale Price	286,050	290,980	1.72%	292,482	295,287	0.96%
Average Percent of Selling Price to List Price	99.63%	98.64%	-1.00%	101.14%	98.98%	-2.14%
Average Days on Market to Sale	19.81	26.90	35.79%	18.02	34.83	93.29%
Monthly Inventory	246	267	8.54%	246	267	8.54%
Months Supply of Inventory	1.66	2.39	44.23%	1.66	2.39	44.23%

Absorption: Last 12 months, an Average of 112 Sales/Month

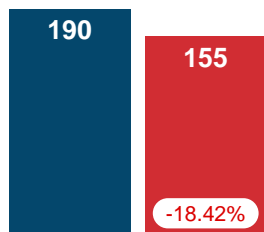
Inventory on August 31, 2023 = 267

2022 2023

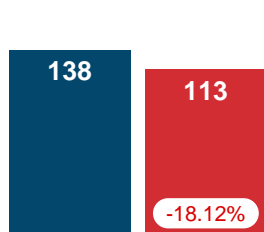
AUGUST MARKET

AVERAGE PRICES

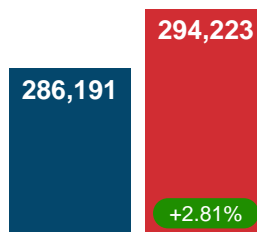
New Listings



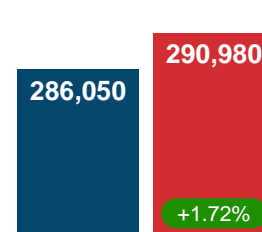
Pending Listings



List Price



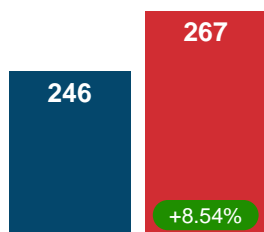
Sale Price



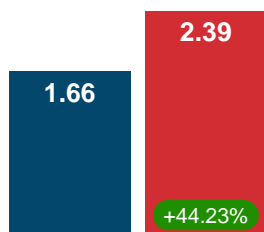
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

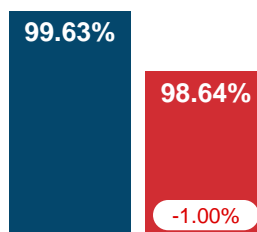
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

