

September 2023



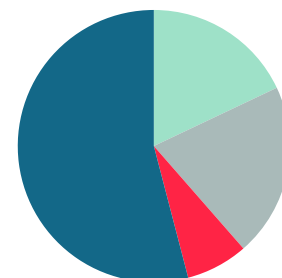
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2022	2023	+/-%
Closed Listings	130	95	-26.92%
Pending Listings	96	109	13.54%
New Listings	150	157	4.67%
Average List Price	295,146	338,463	14.68%
Average Sale Price	293,344	334,332	13.97%
Average Percent of Selling Price to List Price	98.97%	99.17%	0.21%
Average Days on Market to Sale	14.20	39.43	177.69%
End of Month Inventory	274	286	4.38%
Months Supply of Inventory	1.86	2.63	41.52%



■ Closed (17.96%)
■ Pending (20.60%)
■ Other OffMarket (7.37%)
■ Active (54.06%)

Absorption: Last 12 months, an Average of **109** Sales/Month
Active Inventory as of September 30, 2023 = **286**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2023 rose **4.38%** to 286 existing homes available for sale. Over the last 12 months this area has had an average of 109 closed sales per month. This represents an unsold inventory index of **2.63** 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 **13.97%** in September 2023 to \$334,332 versus the previous year at \$293,344.

Average Days on Market Lengthens

The average number of **39.43** days that homes spent on the market before selling increased by 25.23 days or **177.69%** in September 2023 compared to last year's same month at **14.20** DOM.

Sales Success for September 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 157 New Listings in September 2023, up **4.67%** from last year at 150. Furthermore, there were 95 Closed Listings this month versus last year at 130, a **-26.92%** decrease.

Closed versus Listed trends yielded a **60.5%** ratio, down from previous year's, September 2022, at **86.7%**, a **30.18%** downswing. This will certainly create pressure on an increasing

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Real Estate is Local

Months Supply of Inventory (MSI) in the months to come.

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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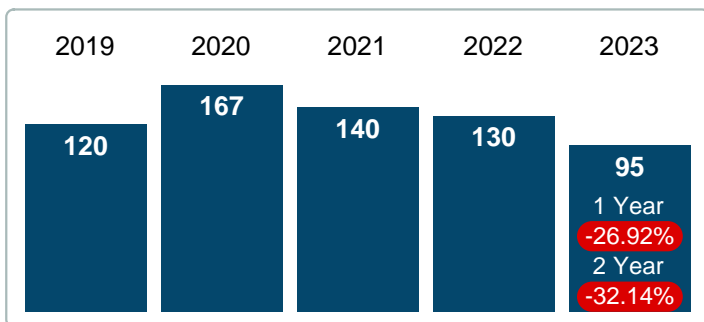
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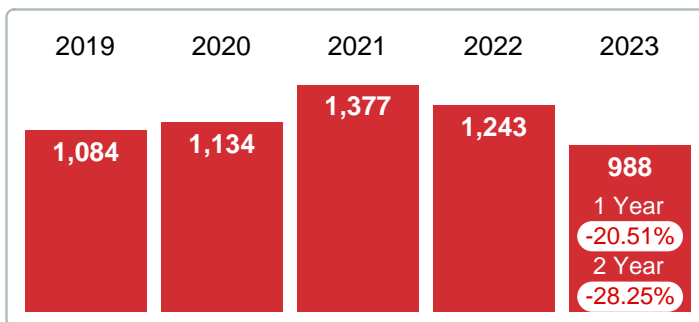
CLOSED LISTINGS

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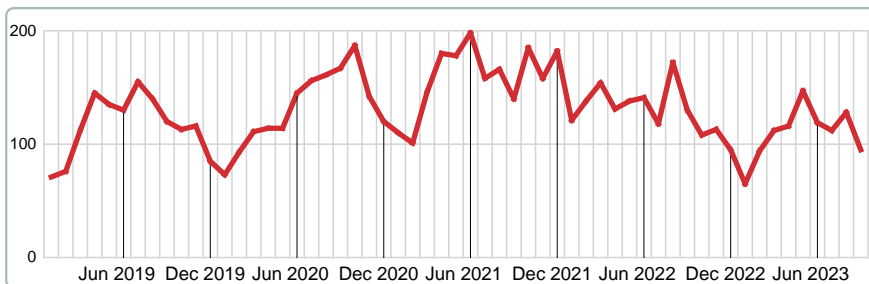
SEPTEMBER



YEAR TO DATE (YTD)

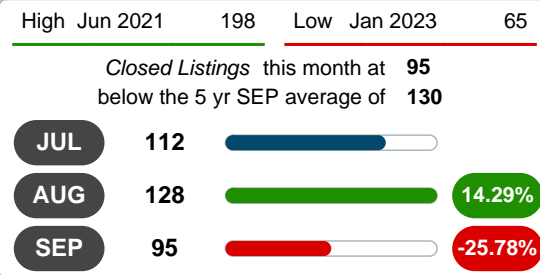


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 130



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	6	6.32%	9.3	2	4	0	0
\$175,001 - \$200,000	6	6.32%	16.0	2	4	0	0
\$200,001 - \$250,000	24	25.26%	13.6	0	18	5	1
\$250,001 - \$325,000	19	20.00%	60.8	1	15	3	0
\$325,001 - \$400,000	18	18.95%	53.1	0	8	8	2
\$400,001 - \$525,000	11	11.58%	44.3	0	4	6	1
\$525,001 and up	11	11.58%	60.7	0	2	6	3
Total Closed Units	95			5	55	28	7
Total Closed Volume	31,761,579	100%	39.4	932.00K	15.74M	11.78M	3.31M
Average Closed Price	\$334,332			\$186,400	\$286,182	\$420,641	\$473,094

September 2023



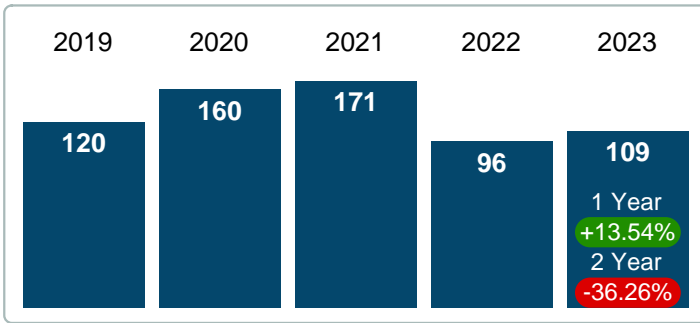
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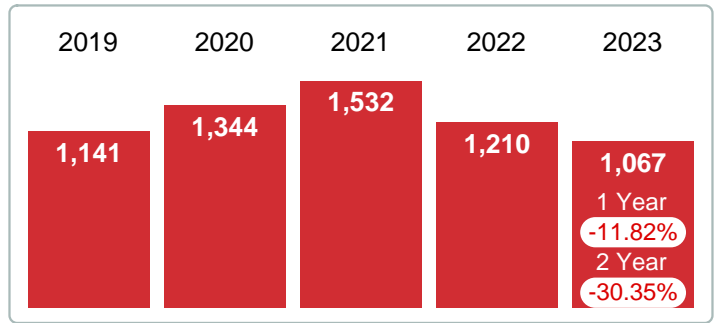
PENDING LISTINGS

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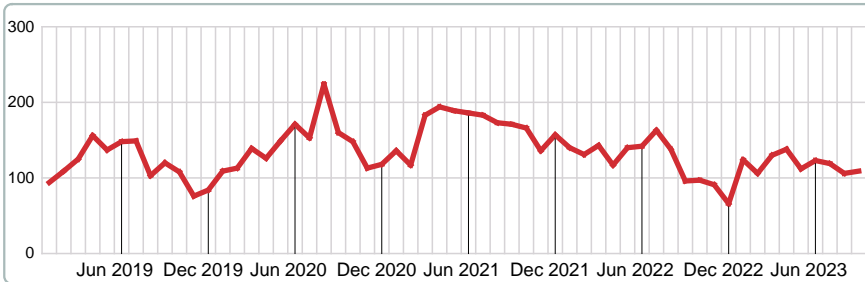
SEPTEMBER



YEAR TO DATE (YTD)

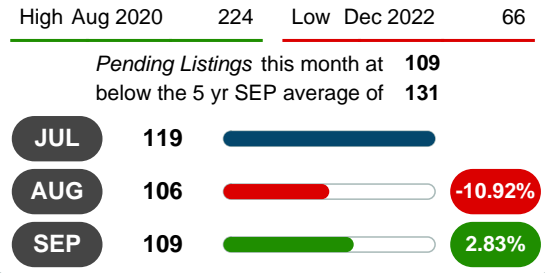


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 131



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	10	9.17%	23.9	3	6	1	0
\$150,001 - \$200,000	8	7.34%	19.6	0	8	0	0
\$200,001 - \$225,000	11	10.09%	26.5	1	9	1	0
\$225,001 - \$325,000	36	33.03%	46.7	0	26	10	0
\$325,001 - \$425,000	14	12.84%	53.5	1	5	7	1
\$425,001 - \$550,000	18	16.51%	92.2	0	11	7	0
\$550,001 and up	12	11.01%	44.3	1	0	7	4
Total Pending Units	109			6	65	33	5
Total Pending Volume	36,197,398	100%	47.9	1.56M	18.03M	13.08M	3.53M
Average Listing Price	\$350,663			\$259,817	\$277,368	\$396,497	\$705,035

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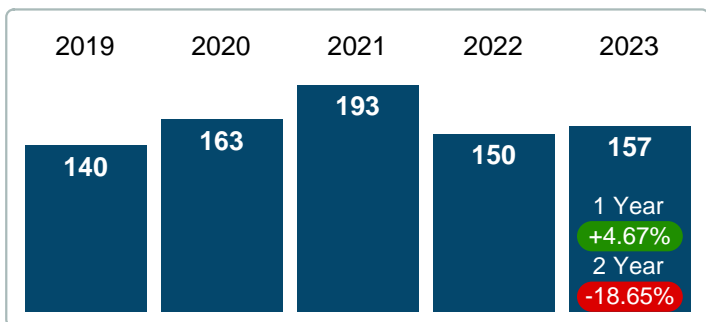
Area Delimited by County Of Wagoner - Residential Property Type



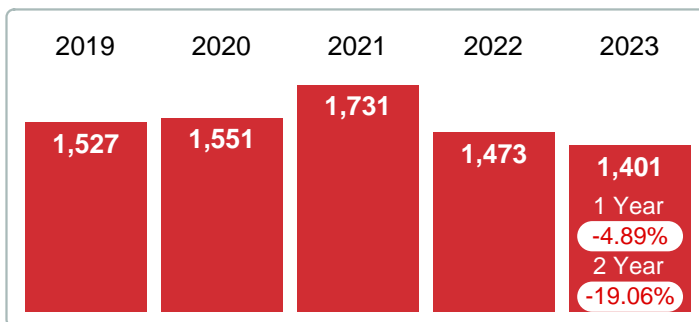
NEW LISTINGS

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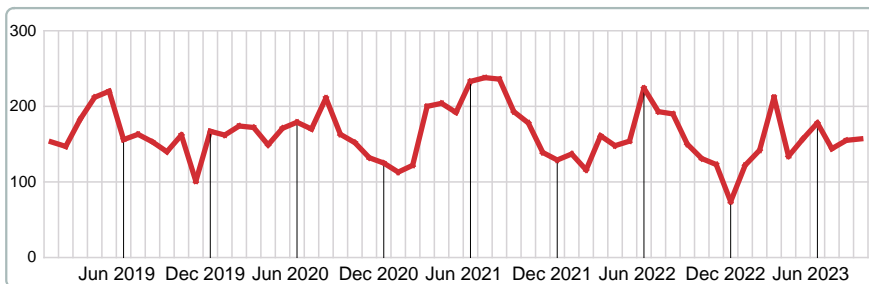
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

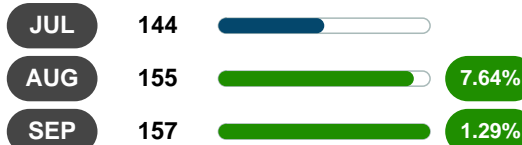


3 MONTHS

5 year SEP AVG = 161

High Jul 2021 238 Low Dec 2022 74

New Listings this month at 157
below the 5 yr SEP average of 161



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	11	7.01%	6	5	0	0
\$125,001 - \$200,000	19	12.10%	3	12	3	1
\$200,001 - \$250,000	30	19.11%	0	25	5	0
\$250,001 - \$325,000	35	22.29%	0	24	11	0
\$325,001 - \$375,000	19	12.10%	1	7	9	2
\$375,001 - \$550,000	24	15.29%	1	11	7	5
\$550,001 and up	19	12.10%	1	5	8	5
Total New Listed Units	157		12	89	43	13
Total New Listed Volume	53,440,062	100%	2.35M	28.00M	16.65M	6.45M
Average New Listed Listing Price	\$352,399		\$195,550	\$314,583	\$387,164	\$495,966

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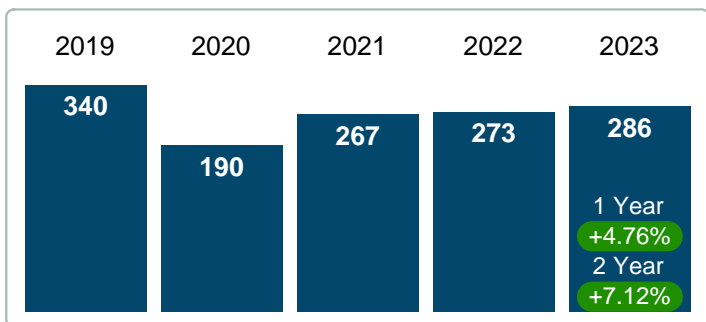
Area Delimited by County Of Wagoner - Residential Property Type



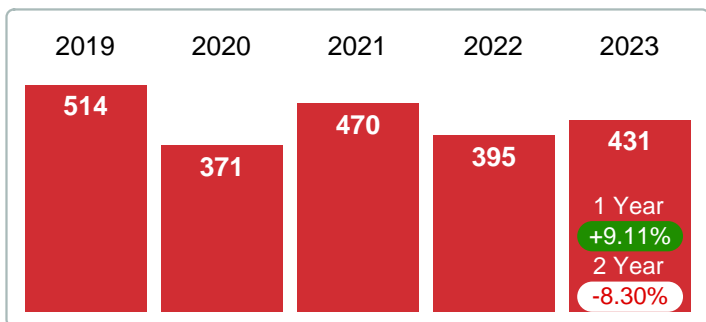
ACTIVE INVENTORY

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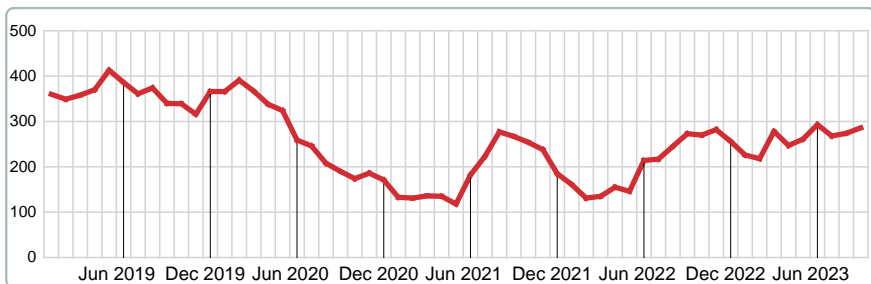
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

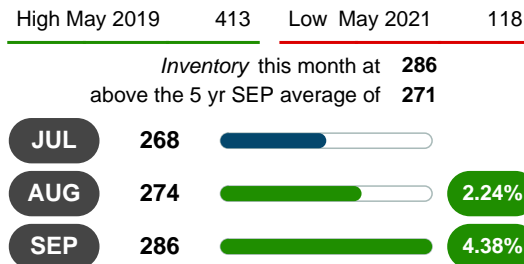


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 271



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	25	8.74%	63.6	12	11	2	0
\$150,001 - \$225,000	23	8.04%	34.6	2	17	3	1
\$225,001 - \$300,000	56	19.58%	36.8	1	44	10	1
\$300,001 - \$400,000	72	25.17%	51.8	0	32	36	4
\$400,001 - \$475,000	28	9.79%	115.7	0	16	9	3
\$475,001 - \$650,000	53	18.53%	86.2	1	11	38	3
\$650,001 and up	29	10.14%	77.6	0	8	12	9
Total Active Inventory by Units			286	16	139	110	21
Total Active Inventory by Volume			125,567,169	2.18M	57.08M	50.78M	15.52M
Average Active Inventory Listing Price			\$439,046	\$136,525	\$410,644	\$461,648	\$739,147

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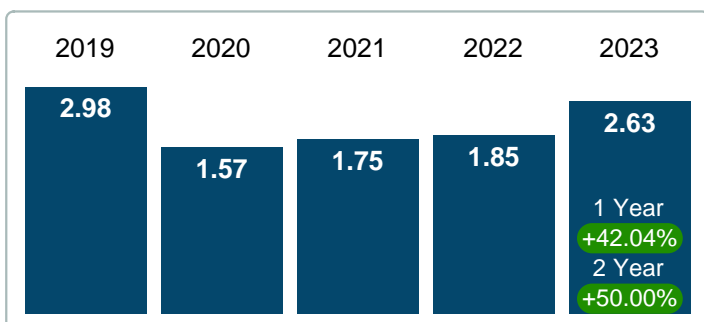
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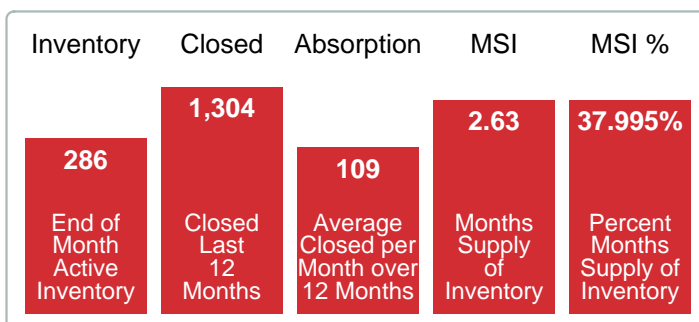
MONTHS SUPPLY of INVENTORY (MSI)

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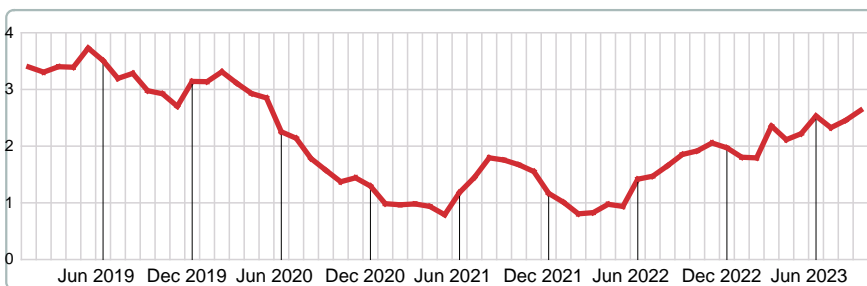
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2023

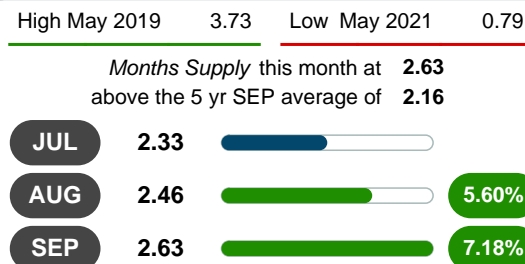


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 2.16



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
\$150,000 and less	25	8.74%	2.00	2.67	1.55	2.18	0.00
\$150,001 - \$225,000	23	8.04%	0.94	1.50	0.85	1.06	3.00
\$225,001 - \$300,000	56	19.58%	1.83	1.71	2.05	1.29	1.33
\$300,001 - \$400,000	72	25.17%	3.35	0.00	2.65	4.24	6.00
\$400,001 - \$475,000	28	9.79%	3.86	0.00	5.19	2.40	9.00
\$475,001 - \$650,000	53	18.53%	5.26	0.00	4.89	5.70	2.57
\$650,001 and up	29	10.14%	12.43	0.00	19.20	8.00	21.60
Market Supply of Inventory (MSI)			2.63	2.37	2.10	3.45	5.73
Total Active Inventory by Units		100%	2.63	16	139	110	21

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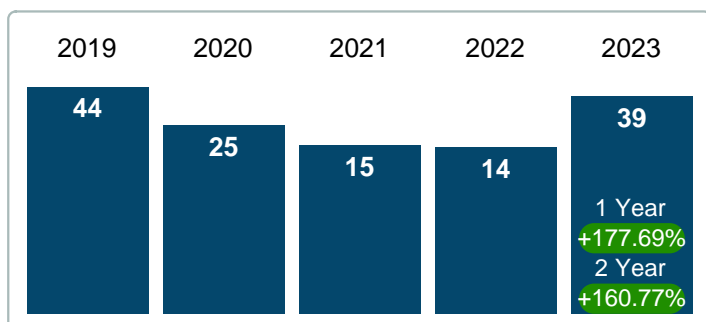
Area Delimited by County Of Wagoner - Residential Property Type



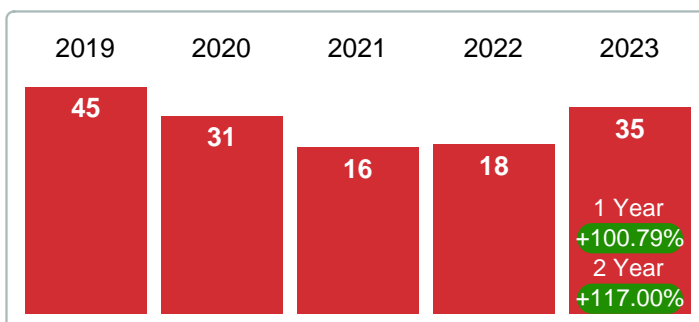
AVERAGE DAYS ON MARKET TO SALE

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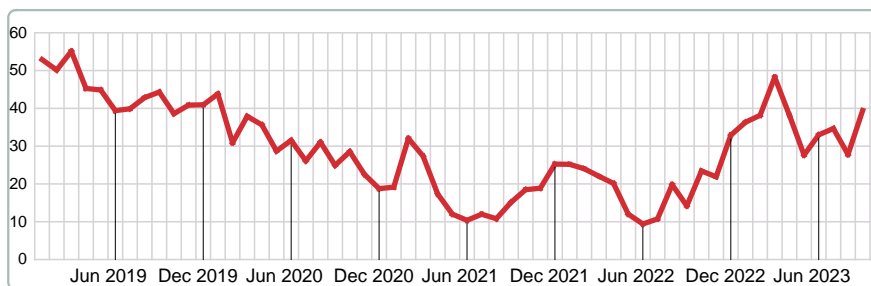
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 28

High Mar 2019 55 Low Jun 2022 9

Average Days on Market to Sale this month at 39 above the 5 yr SEP average of 28

- JUL 35
- AUG 28 (-19.83%)
- SEP 39 (41.90%)

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	
\$175,000 and less	6.32%	9	11	9	0	0	
\$175,001 - \$200,000	6.32%	16	11	19	0	0	
\$200,001 - \$250,000	25.26%	14	0	13	20	2	
\$250,001 - \$325,000	20.00%	61	21	58	87	0	
\$325,001 - \$400,000	18.95%	53	0	50	66	13	
\$400,001 - \$525,000	11.58%	44	0	33	54	32	
\$525,001 and up	11.58%	61	0	61	87	9	
Average Closed DOM		39					
Total Closed Units	95	100%	39				
Total Closed Volume	31,761,579			932.00K	15.74M	11.78M	3.31M

September 2023



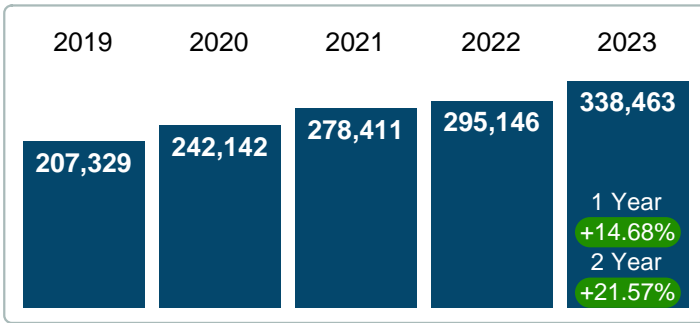
Area Delimited by County Of Wagoner - Residential Property Type



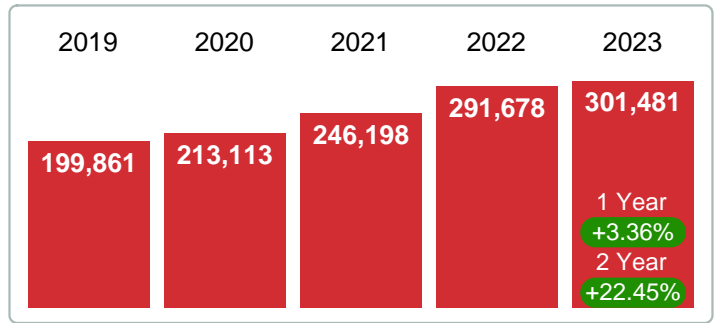
AVERAGE LIST PRICE AT CLOSING

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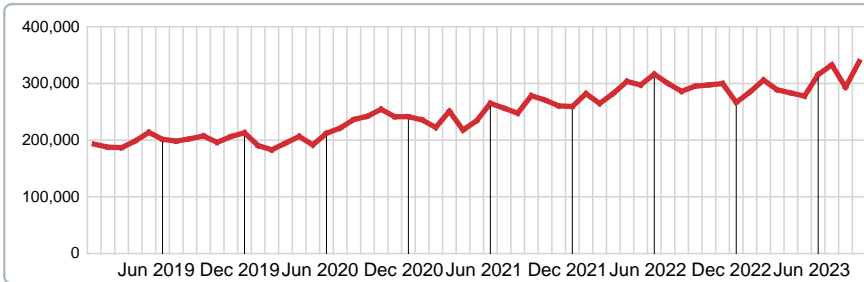
SEPTEMBER



YEAR TO DATE (YTD)

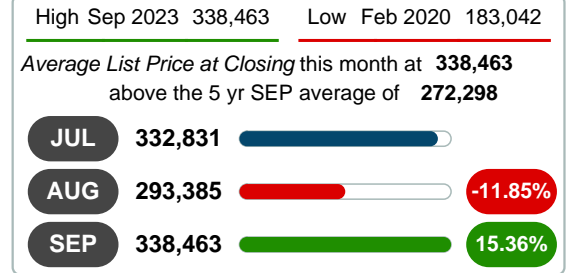


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 272,298



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
\$175,000 and less	7.37%	129,500	135,500	115,125	0	0
\$175,001 - \$200,000	7.37%	190,099	182,000	185,923	0	0
\$200,001 - \$250,000	21.05%	230,369	0	230,276	224,480	245,000
\$250,001 - \$325,000	21.05%	293,008	299,900	297,584	306,300	0
\$325,001 - \$400,000	17.89%	365,611	0	358,512	380,498	404,950
\$400,001 - \$525,000	14.74%	452,886	0	467,875	448,903	414,490
\$525,001 and up	10.53%	689,352	0	687,450	690,783	632,973
Average List Price		338,463	186,980	289,590	425,836	481,187
Total Closed Units	100%	338,463	5	55	28	7
Total Closed Volume		32,154,032	934.90K	15.93M	11.92M	3.37M

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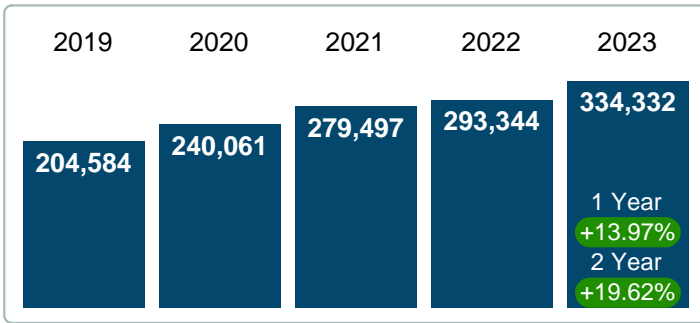
Area Delimited by County Of Wagoner - Residential Property Type



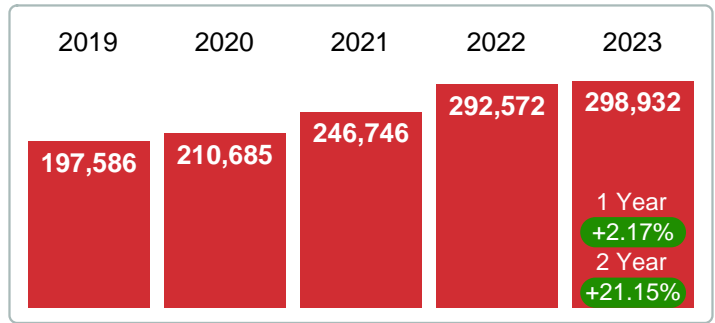
AVERAGE SOLD PRICE AT CLOSING

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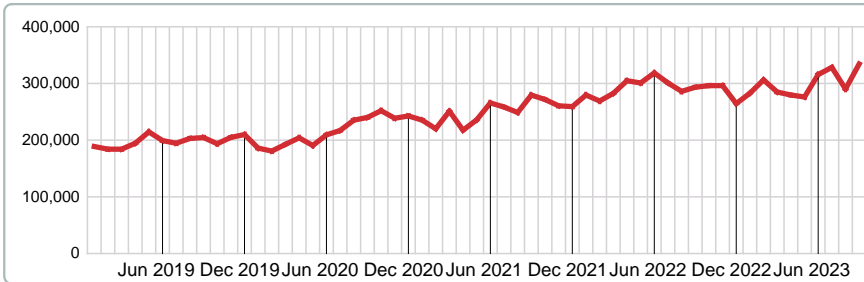
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

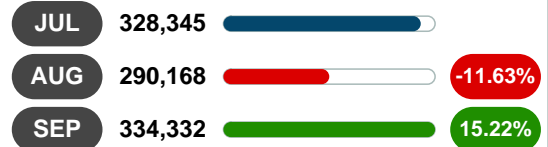


3 MONTHS

5 year SEP AVG = 270,364

High Sep 2023 334,332 Low Feb 2020 180,763

Average Sold Price at Closing this month at 334,332 above the 5 yr SEP average of 270,364



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
\$175,000 and less	6	6.32%	123,483	131,000	119,725	0	0
\$175,001 - \$200,000	6	6.32%	185,590	185,000	185,885	0	0
\$200,001 - \$250,000	24	25.26%	228,132	0	229,071	221,380	245,000
\$250,001 - \$325,000	19	20.00%	295,530	299,999	294,758	297,900	0
\$325,001 - \$400,000	18	18.95%	369,788	0	354,725	380,298	388,000
\$400,001 - \$525,000	11	11.58%	444,289	0	460,025	437,436	422,465
\$525,001 and up	11	11.58%	661,230	0	647,500	685,057	622,730
Average Sold Price			334,332	186,400	286,182	420,641	473,094
Total Closed Units		100%	334,332	5	55	28	7
Total Closed Volume			31,761,579	932.00K	15.74M	11.78M	3.31M

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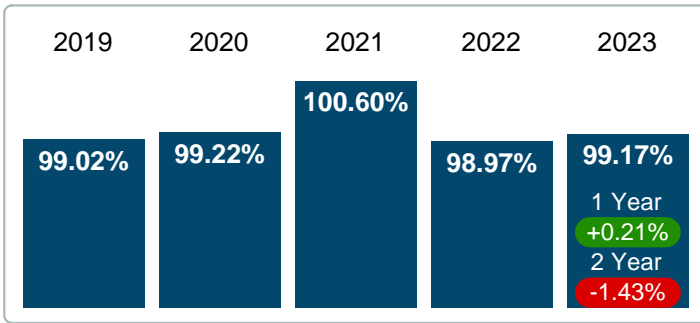
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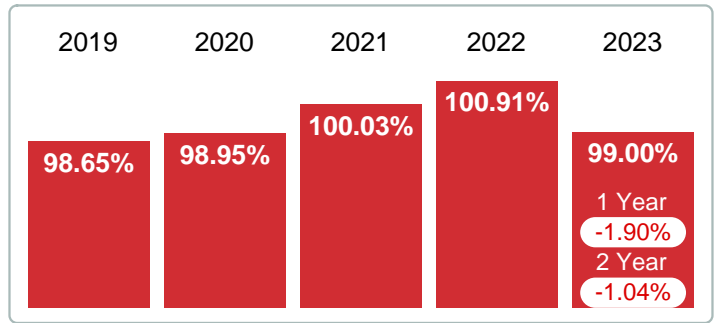
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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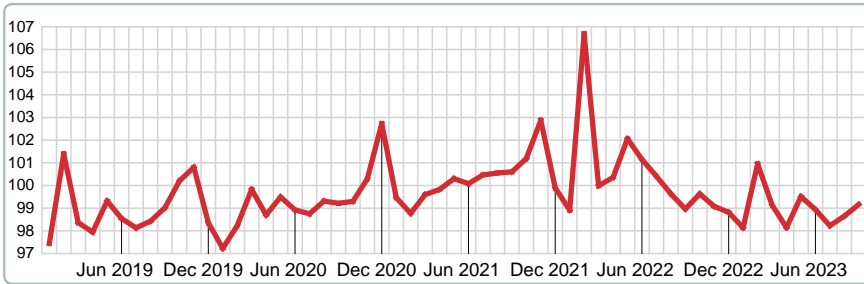
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

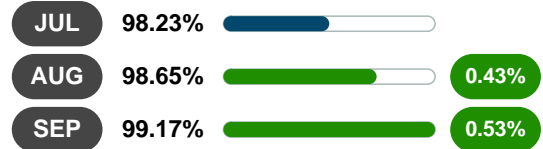


3 MONTHS

5 year SEP AVG = 99.39%

High Feb 2022 106.69% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **99.17%**
 equal to 5 yr SEP average of **99.39%**



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
\$175,000 and less	6	6.32%	100.36%	95.87%	102.61%	0.00%	0.00%
\$175,001 - \$200,000	6	6.32%	100.57%	101.80%	99.96%	0.00%	0.00%
\$200,001 - \$250,000	24	25.26%	99.43%	0.00%	99.58%	98.80%	100.00%
\$250,001 - \$325,000	19	20.00%	98.80%	100.03%	99.04%	97.22%	0.00%
\$325,001 - \$400,000	18	18.95%	99.13%	0.00%	99.06%	99.95%	96.12%
\$400,001 - \$525,000	11	11.58%	98.15%	0.00%	98.34%	97.40%	101.92%
\$525,001 and up	11	11.58%	98.89%	0.00%	95.01%	100.27%	98.74%
Average Sold/List Ratio		99.20%		99.07%	99.35%	98.97%	98.63%
Total Closed Units		95	100%	5	55	28	7
Total Closed Volume		31,761,579		932.00K	15.74M	11.78M	3.31M

September 2023



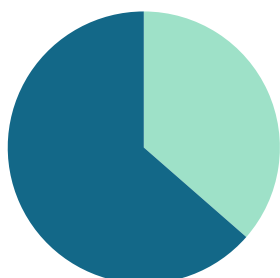
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

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

INVENTORY

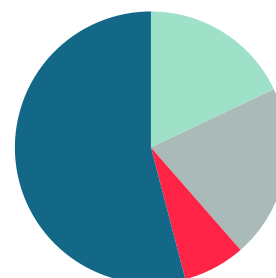


Inventory
 New Listings
157 = 36.43%
 Start Inventory
274
 Total Inventory Units
431
 Volume
\$178,106,530

Market Activity

Closed Sales
95 = 17.96%
 Pending Sales
109 = 20.60%
 Other Off Market
39 = 7.37%
 Active Inventory
286 = 54.06%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	130	95	-26.92%	1,243	988	-20.51%
Pending Sales	96	109	13.54%	1,210	1,067	-11.82%
New Listings	150	157	4.67%	1,473	1,401	-4.89%
Average List Price	295,146	338,463	14.68%	291,678	301,481	3.36%
Average Sale Price	293,344	334,332	13.97%	292,572	298,932	2.17%
Average Percent of Selling Price to List Price	98.97%	99.17%	0.21%	100.91%	99.00%	-1.90%
Average Days on Market to Sale	14.20	39.43	177.69%	17.62	35.38	100.79%
Monthly Inventory	274	286	4.38%	274	286	4.38%
Months Supply of Inventory	1.86	2.63	41.52%	1.86	2.63	41.52%

Absorption: Last 12 months, an Average of **109** Sales/Month

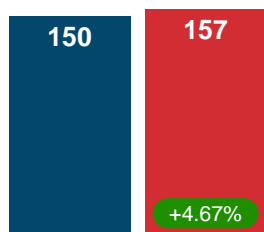
Inventory on September 30, 2023 = **286**

2022 **2023**

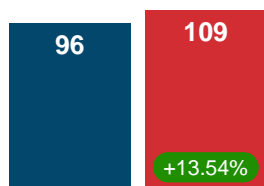
SEPTEMBER MARKET

AVERAGE PRICES

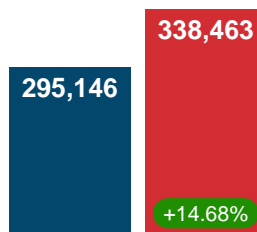
New Listings



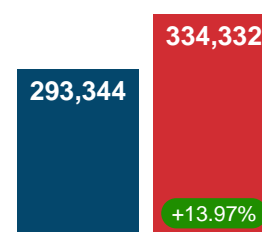
Pending Listings



List Price



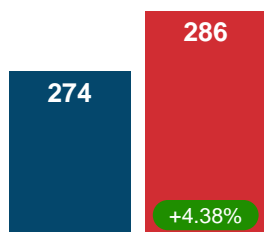
Sale Price



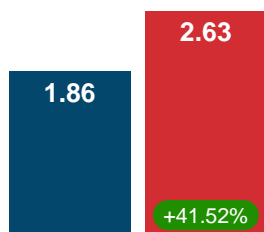
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

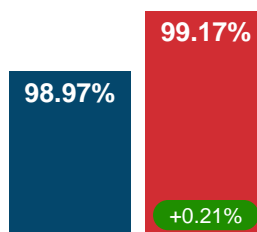
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

