

# September 2023



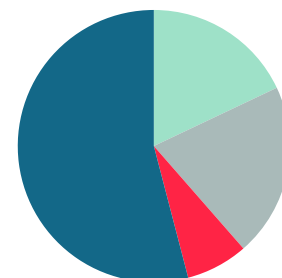
Area Delimited by County Of Wagoner - Residential Property Type



## 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%
Median List Price	259,500	309,900	19.42%
Median Sale Price	256,500	304,900	18.87%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	21.00	200.00%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **18.87%** in September 2023 to \$304,900 versus the previous year at \$256,500.

#### Median Days on Market Lengthens

The median number of **21.00** days that homes spent on the market before selling increased by 14.00 days or **200.00%** in September 2023 compared to last year's same month at **7.00** DOM.

#### Sales Success for September 2023 is Positive

Overall, with Median 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 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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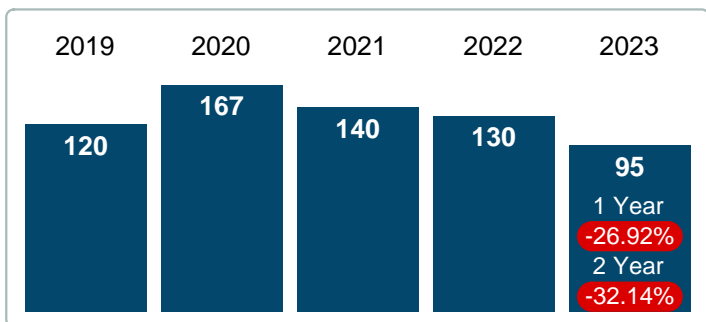
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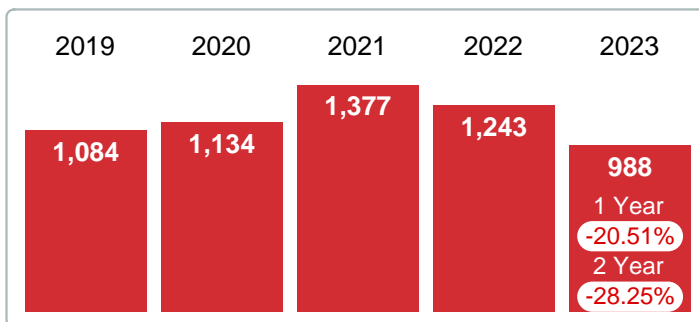
## CLOSED LISTINGS

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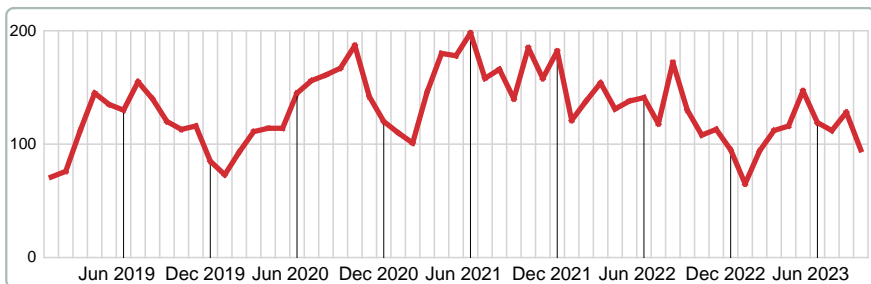
### SEPTEMBER



### YEAR TO DATE (YTD)

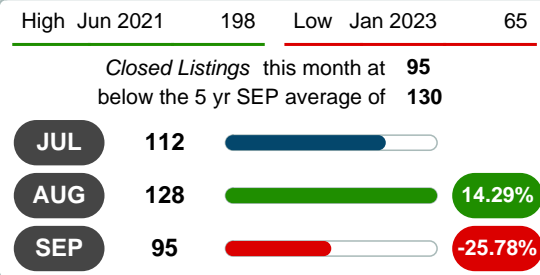


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 130



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	6	6.32%	9.0	2	4	0	0
\$175,001 - \$200,000	6	6.32%	12.5	2	4	0	0
\$200,001 - \$250,000	24	25.26%	4.5	0	18	5	1
\$250,001 - \$325,000	19	20.00%	46.0	1	15	3	0
\$325,001 - \$400,000	18	18.95%	39.5	0	8	8	2
\$400,001 - \$525,000	11	11.58%	32.0	0	4	6	1
\$525,001 and up	11	11.58%	22.0	0	2	6	3
<b>Total Closed Units</b>	<b>95</b>			<b>5</b>	<b>55</b>	<b>28</b>	<b>7</b>
<b>Total Closed Volume</b>	<b>31,761,579</b>	<b>100%</b>	<b>21.0</b>	<b>932.00K</b>	<b>15.74M</b>	<b>11.78M</b>	<b>3.31M</b>
<b>Median Closed Price</b>	<b>\$304,900</b>			<b>\$185,000</b>	<b>\$260,000</b>	<b>\$396,250</b>	<b>\$422,465</b>

# September 2023



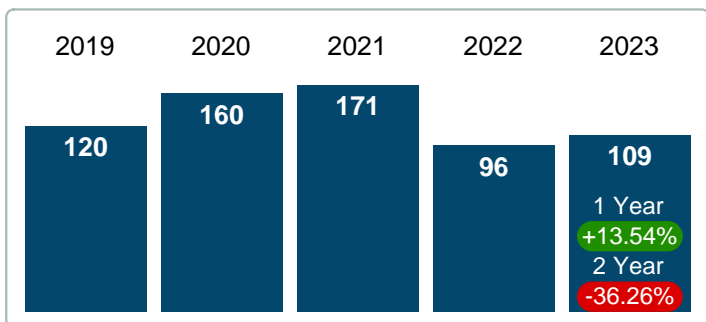
Area Delimited by County Of Wagoner - Residential Property Type



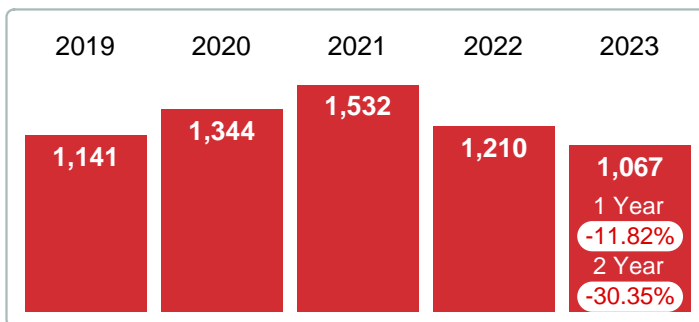
## PENDING LISTINGS

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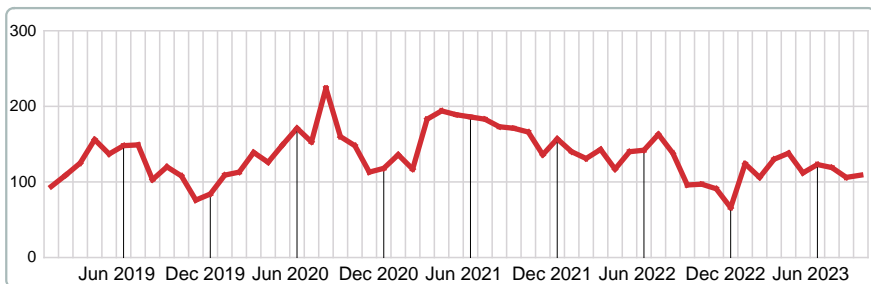
### SEPTEMBER



### YEAR TO DATE (YTD)

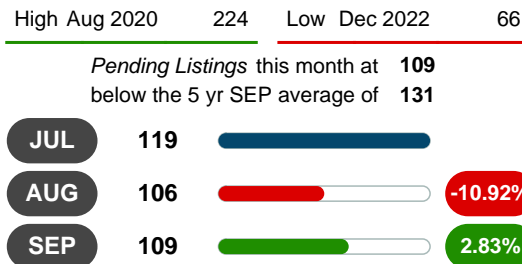


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 131



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	10	9.17%	11.0	3	6	1	0
\$150,001 - \$200,000	8	7.34%	19.0	0	8	0	0
\$200,001 - \$225,000	11	10.09%	22.0	1	9	1	0
\$225,001 - \$325,000	36	33.03%	23.0	0	26	10	0
\$325,001 - \$425,000	14	12.84%	36.0	1	5	7	1
\$425,001 - \$550,000	18	16.51%	81.5	0	11	7	0
\$550,001 and up	12	11.01%	11.0	1	0	7	4
<b>Total Pending Units</b>	<b>109</b>			<b>6</b>	<b>65</b>	<b>33</b>	<b>5</b>
<b>Total Pending Volume</b>	<b>36,197,398</b>	<b>100%</b>	<b>25.0</b>	<b>1.56M</b>	<b>18.03M</b>	<b>13.08M</b>	<b>3.53M</b>
<b>Median Listing Price</b>	<b>\$295,000</b>			<b>\$177,450</b>	<b>\$249,000</b>	<b>\$340,000</b>	<b>\$579,000</b>

# September 2023



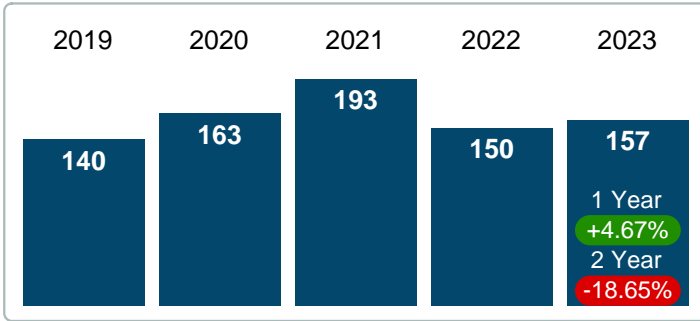
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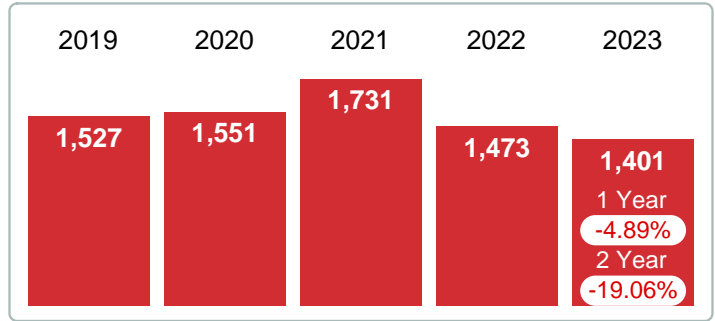
## NEW LISTINGS

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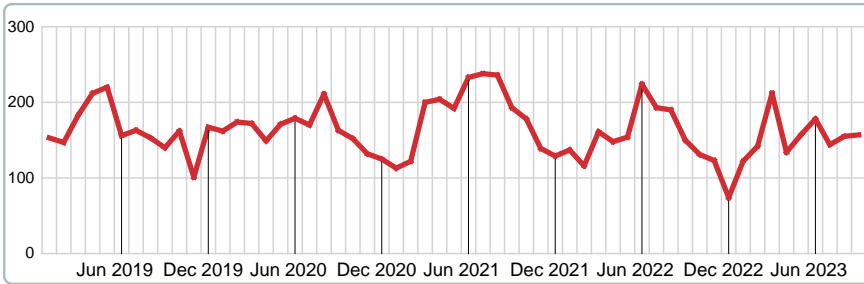
### SEPTEMBER



### YEAR TO DATE (YTD)

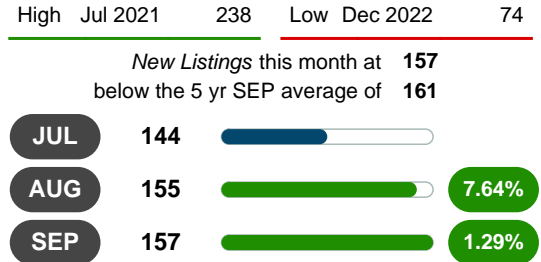


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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
<b>Total New Listed Units</b>	<b>157</b>		<b>12</b>	<b>89</b>	<b>43</b>	<b>13</b>
<b>Total New Listed Volume</b>	<b>53,440,062</b>	<b>100%</b>	<b>2.35M</b>	<b>28.00M</b>	<b>16.65M</b>	<b>6.45M</b>
<b>Median New Listed Listing Price</b>	<b>\$295,000</b>		<b>\$127,000</b>	<b>\$260,000</b>	<b>\$345,000</b>	<b>\$449,999</b>

# September 2023



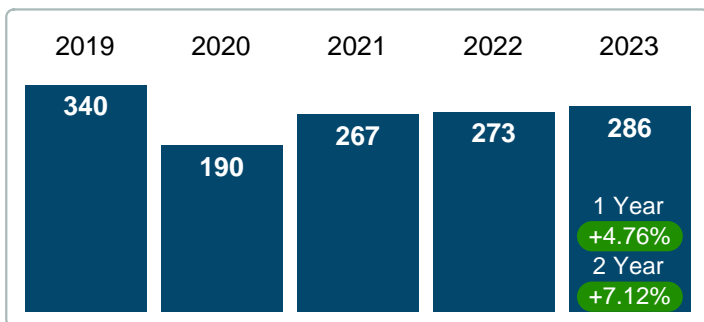
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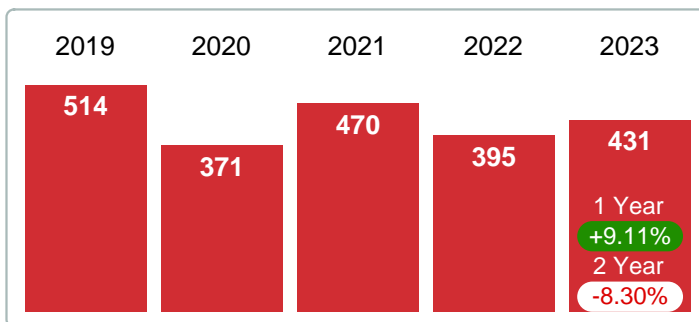
## ACTIVE INVENTORY

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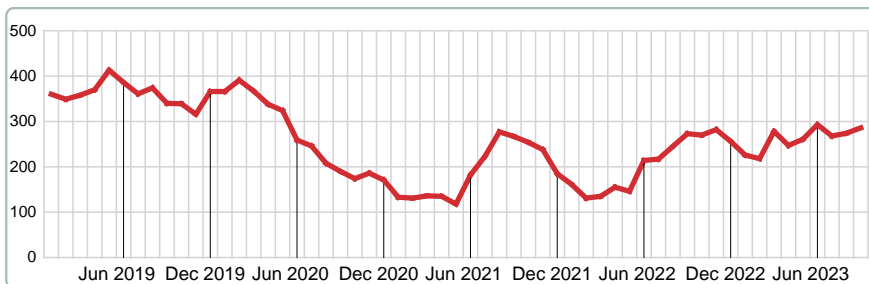
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

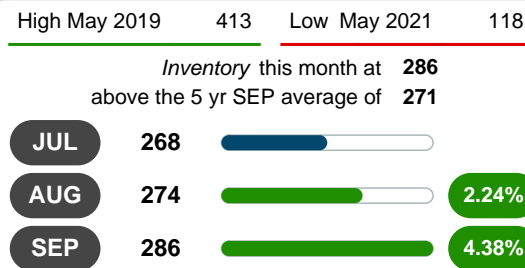


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 271



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	25	8.74%	22.0	12	11	2	0
\$150,001 - \$225,000	23	8.04%	16.0	2	17	3	1
\$225,001 - \$300,000	56	19.58%	29.0	1	44	10	1
\$300,001 - \$400,000	72	25.17%	33.5	0	32	36	4
\$400,001 - \$475,000	28	9.79%	109.5	0	16	9	3
\$475,001 - \$650,000	53	18.53%	70.0	1	11	38	3
\$650,001 and up	29	10.14%	65.0	0	8	12	9
Total Active Inventory by Units		286		16	139	110	21
Total Active Inventory by Volume		125,567,169	100%	2.18M	57.08M	50.78M	15.52M
Median Active Inventory Listing Price		\$351,000		\$105,850	\$290,000	\$439,950	\$554,900

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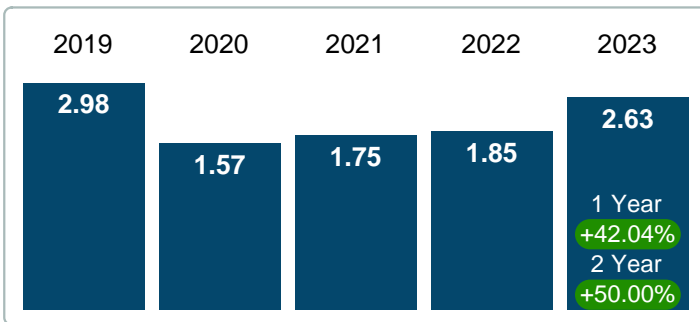
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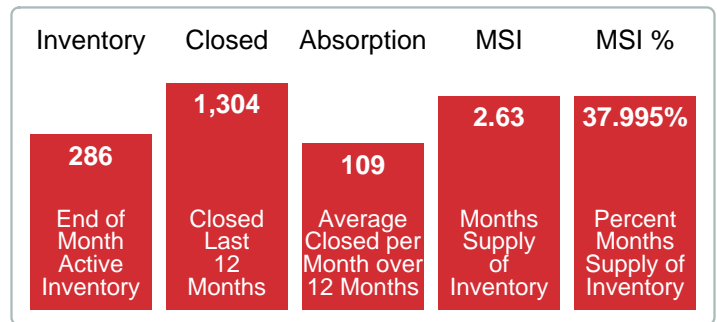
## MONTHS SUPPLY of INVENTORY (MSI)

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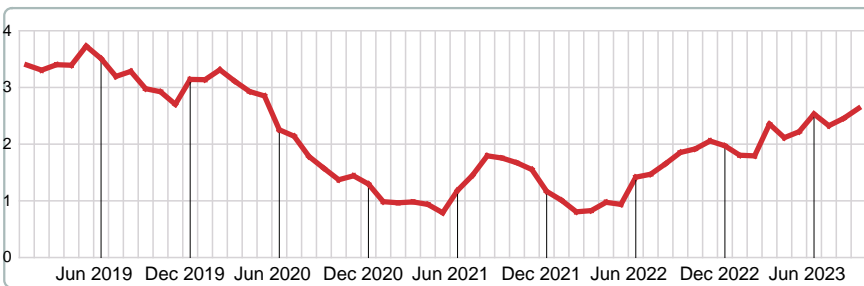
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2023

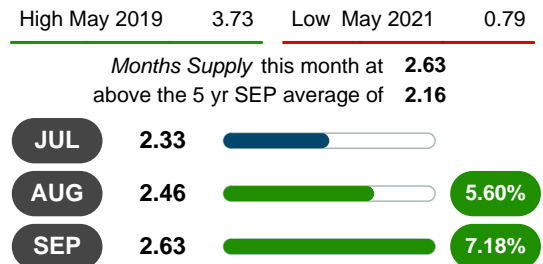


### 5 YEAR MARKET ACTIVITY TRENDS



### 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%	286	16	139	110	21

# September 2023



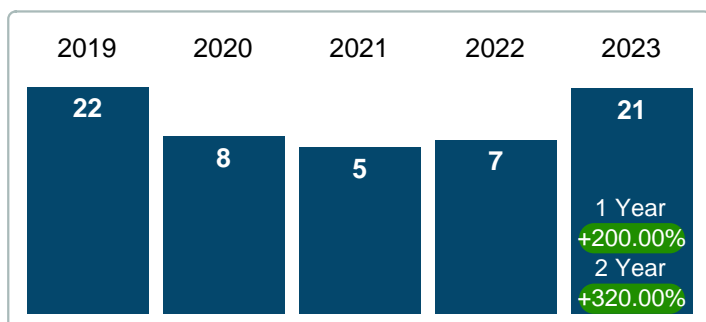
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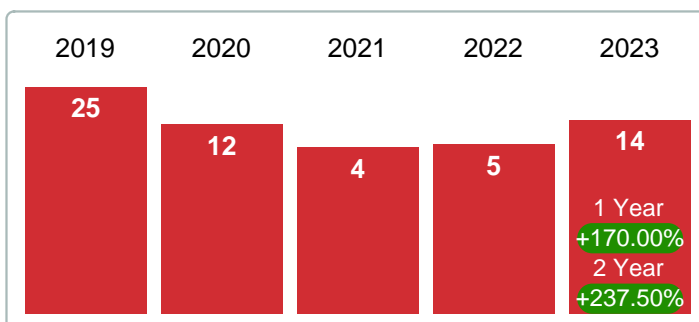
## MEDIAN DAYS ON MARKET TO SALE

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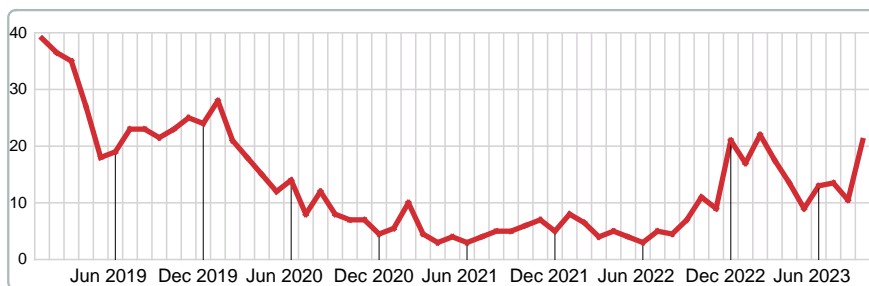
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 13

High Jan 2019 39 Low Jun 2022 3

Median Days on Market to Sale this month at 21 above the 5 yr SEP average of 13



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	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%	13	11	13	0	0
\$200,001 - \$250,000	25.26%	5	0	4	20	2
\$250,001 - \$325,000	20.00%	46	21	46	62	0
\$325,001 - \$400,000	18.95%	40	0	35	73	13
\$400,001 - \$525,000	11.58%	32	0	18	47	32
\$525,001 and up	11.58%	22	0	61	90	3
Median Closed DOM		21	18	18	53	3
Total Closed Units	100%	21.0	5	55	28	7
Total Closed Volume		31,761,579	932.00K	15.74M	11.78M	3.31M



# September 2023



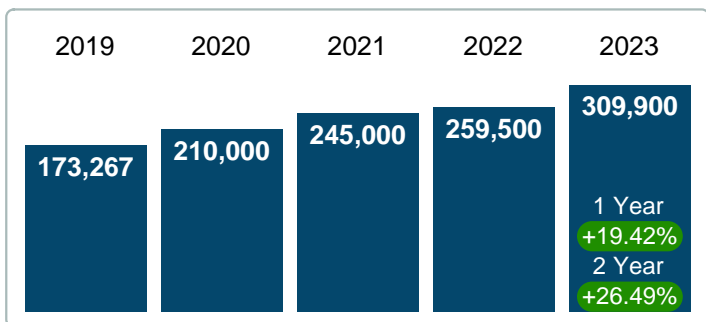
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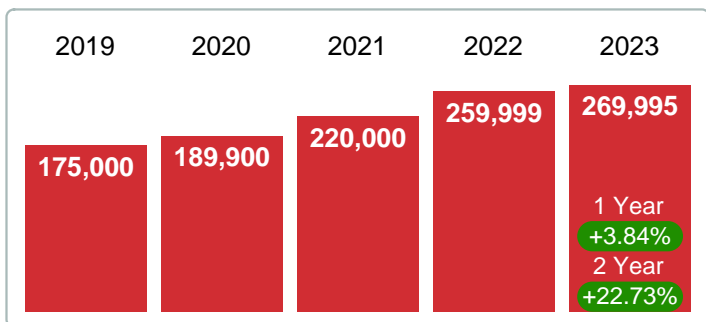
## MEDIAN LIST PRICE AT CLOSING

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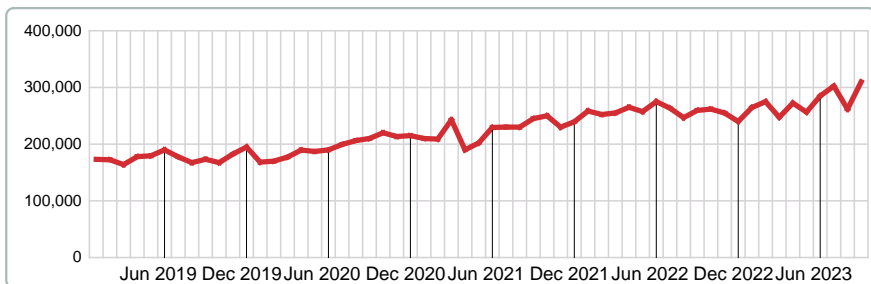
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 239,533

High Sep 2023 309,900    Low Mar 2019 163,950

Median List Price at Closing this month at **309,900**  
above the 5 yr SEP average of **239,533**

- JUL 302,450
- AUG 261,700 (-13.47%)
- SEP 309,900 (18.42%)

### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	7	7.37%	125,000	162,000	125,000	0	0
\$175,001 - \$200,000	7	7.37%	189,390	189,000	189,390	198,000	0
\$200,001 - \$250,000	20	21.05%	228,100	0	225,000	232,250	245,000
\$250,001 - \$325,000	20	21.05%	298,450	299,900	293,500	310,000	0
\$325,001 - \$400,000	17	17.89%	374,900	0	337,450	389,601	374,900
\$400,001 - \$525,000	14	14.74%	449,450	0	468,900	449,900	424,745
\$525,001 and up	10	10.53%	601,960	0	687,450	584,900	614,900
Median List Price			309,900	175,000	269,000	394,945	435,000
Total Closed Units		100%	309,900	5	55	28	7
Total Closed Volume			32,154,032	934.90K	15.93M	11.92M	3.37M



# September 2023



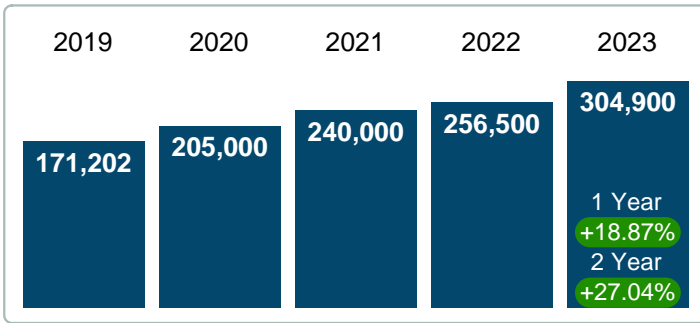
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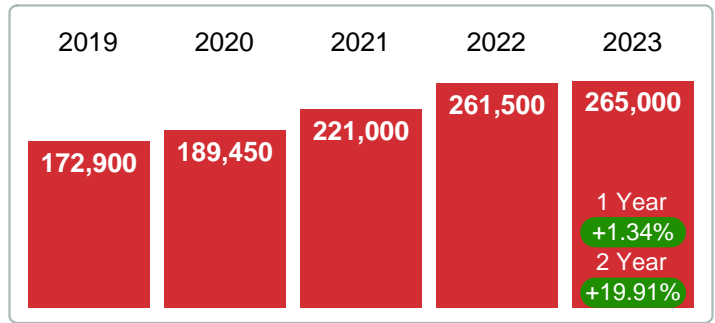
## MEDIAN SOLD PRICE AT CLOSING

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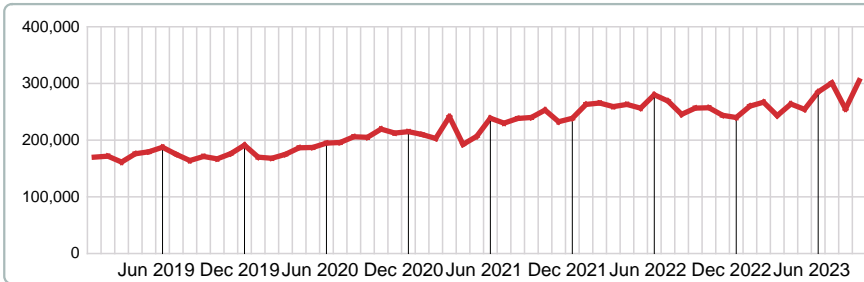
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

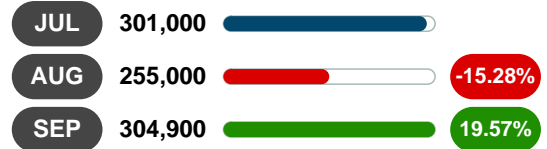


### 3 MONTHS

5 year SEP AVG = 235,520

High Sep 2023 304,900 Low Mar 2019 161,328

Median Sold Price at Closing this month at **304,900** above the 5 yr SEP average of **235,520**



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	6	6.32%	130,750	131,000	130,750	0	0
\$175,001 - \$200,000	6	6.32%	185,000	185,000	187,145	0	0
\$200,001 - \$250,000	24	25.26%	226,100	0	226,100	224,900	245,000
\$250,001 - \$325,000	19	20.00%	299,999	299,999	299,900	300,000	0
\$325,001 - \$400,000	18	18.95%	376,000	0	346,450	389,945	388,000
\$400,001 - \$525,000	11	11.58%	429,000	0	470,750	428,000	422,465
\$525,001 and up	11	11.58%	613,291	0	647,500	594,589	614,900
Median Sold Price			304,900	185,000	260,000	396,250	422,465
Total Closed Units		100%	304,900	5	55	28	7
Total Closed Volume			31,761,579	932.00K	15.74M	11.78M	3.31M

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Area Delimited by County Of Wagoner - Residential Property Type

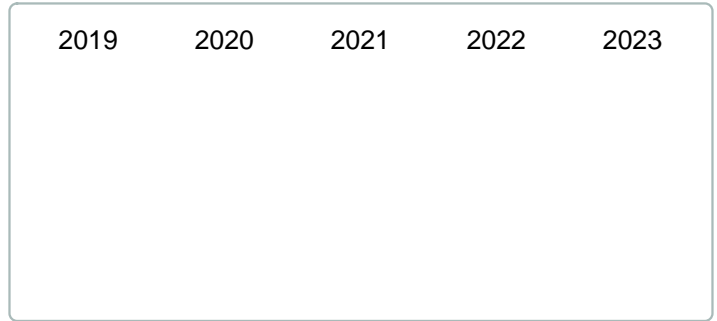
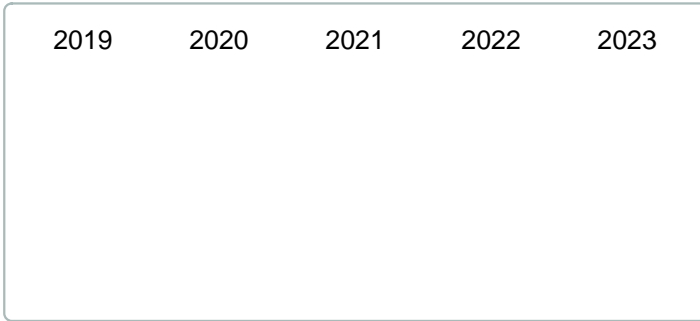


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### SEPTEMBER

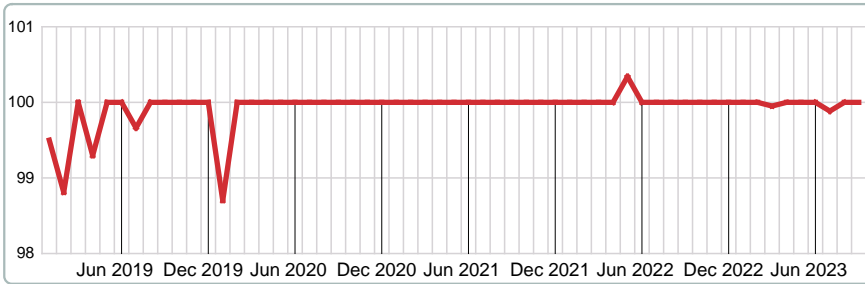
### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

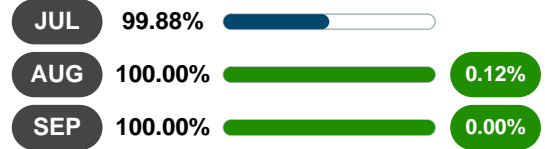
### 3 MONTHS

5 year SEP AVG = 100.00%



High May 2022 100.34% Low Jan 2020 98.70%

Median Sold/List Ratio this month at **100.00%**  
equal to 5 yr SEP average of **100.00%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$175,000 and less	6	6.32%	99.46%	95.87%	99.46%	0.00%	0.00%
\$175,001 - \$200,000	6	6.32%	100.00%	101.80%	100.00%	0.00%	0.00%
\$200,001 - \$250,000	24	25.26%	100.00%	0.00%	100.00%	98.08%	100.00%
\$250,001 - \$325,000	19	20.00%	99.97%	100.03%	100.00%	96.77%	0.00%
\$325,001 - \$400,000	18	18.95%	100.00%	0.00%	100.00%	100.00%	96.12%
\$400,001 - \$525,000	11	11.58%	98.18%	0.00%	98.70%	97.20%	101.92%
\$525,001 and up	11	11.58%	100.00%	0.00%	95.01%	101.05%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	99.70%	100.00%
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



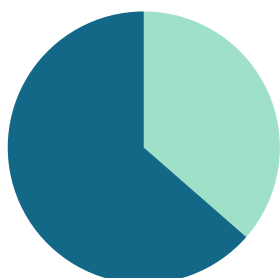
Area Delimited by County Of Wagoner - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

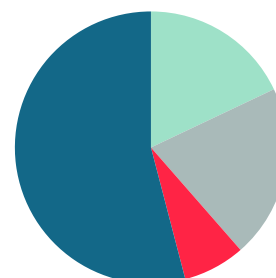


**Inventory**  
 New Listings  
**157 = 36.43%**  
 Start Inventory  
**274**  
 Total Inventory Units  
**431**  
 Volume  
**\$178,106,530**

### 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%
Median List Price	259,500	309,900	19.42%	259,999	269,995	3.84%
Median Sale Price	256,500	304,900	18.87%	261,500	265,000	1.34%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	21.00	200.00%	5.00	13.50	170.00%
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

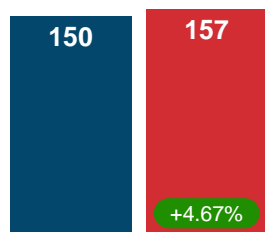
**Inventory** on September 30, 2023 = **286**

**2022** **2023**

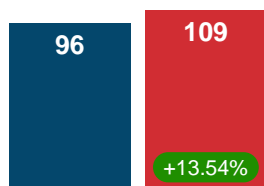
### SEPTEMBER MARKET

### MEDIAN PRICES

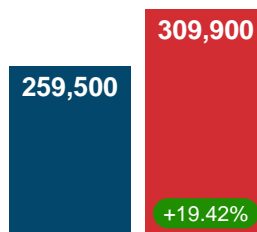
#### New Listings



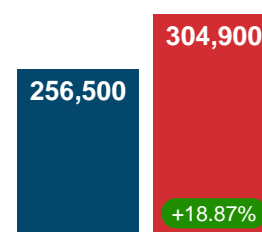
#### Pending Listings



#### List Price



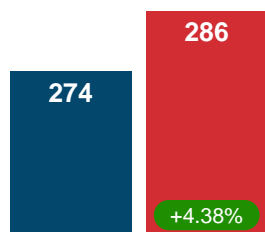
#### Sale Price



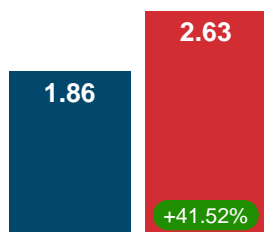
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

