

August 2020

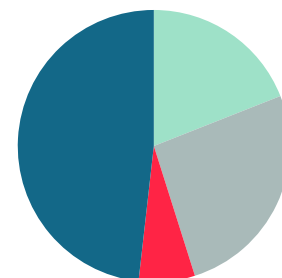
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	August 2020	+/-%
Closed Listings	161	185	14.91%
Pending Listings	121	254	109.92%
New Listings	220	276	25.45%
Average List Price	188,962	215,869	14.24%
Average Sale Price	188,162	213,834	13.64%
Average Percent of Selling Price to List Price	97.82%	98.19%	0.38%
Average Days on Market to Sale	43.75	35.99	-17.73%
End of Month Inventory	832	469	-43.63%
Months Supply of Inventory	6.25	3.41	-45.41%



■ Closed (19.01%)
■ Pending (26.10%)
■ Other OffMarket (6.68%)
■ Active (48.20%)

Absorption: Last 12 months, an Average of **137** Sales/Month
Active Inventory as of August 31, 2020 = **469**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **43.63%** to 469 existing homes available for sale. Over the last 12 months this area has had an average of 137 closed sales per month. This represents an unsold inventory index of **3.41** 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 **13.64%** in August 2020 to \$213,834 versus the previous year at \$188,162.

Average Days on Market Shortens

The average number of **35.99** days that homes spent on the market before selling decreased by 7.76 days or **17.73%** in August 2020 compared to last year's same month at **43.75** DOM.

Sales Success for August 2020 is Positive

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

There were 276 New Listings in August 2020, up **25.45%** from last year at 220. Furthermore, there were 185 Closed Listings this month versus last year at 161, a **14.91%** increase.

Closed versus Listed trends yielded a **67.0%** ratio, down from previous year's, August 2019, at **73.2%**, a **8.41%** downswing. This will certainly create pressure on a decreasing 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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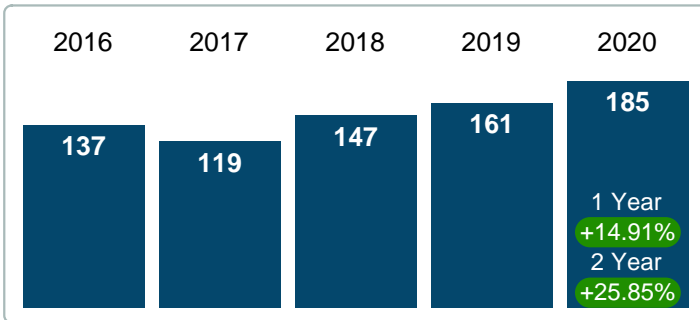
Area Delimited by County Of Wagoner



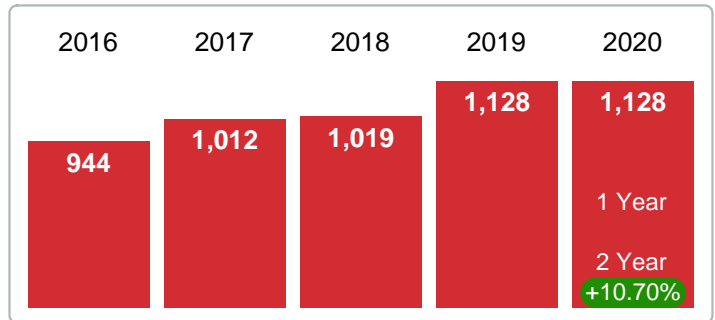
CLOSED LISTINGS

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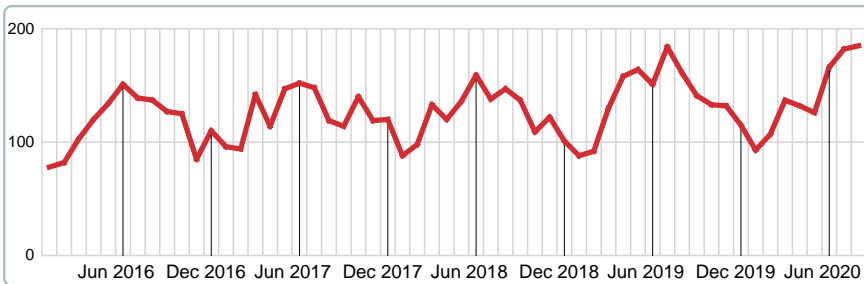
AUGUST



YEAR TO DATE (YTD)

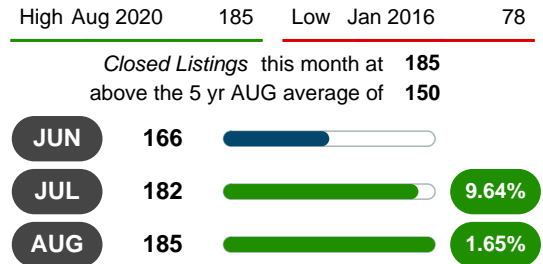


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 150



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	6.49%	64.6	12	0	0	0
\$50,001 - \$125,000	26	14.05%	52.3	14	10	2	0
\$125,001 - \$150,000	20	10.81%	27.7	5	11	4	0
\$150,001 - \$200,000	43	23.24%	23.3	1	33	7	2
\$200,001 - \$275,000	40	21.62%	35.5	2	21	16	1
\$275,001 - \$350,000	21	11.35%	21.7	0	9	8	4
\$350,001 and up	23	12.43%	47.6	0	6	15	2
Total Closed Units	185			34	90	52	9
Total Closed Volume	39,559,310	100%	36.0	2.70M	18.44M	15.39M	3.03M
Average Closed Price	\$213,834			\$79,385	\$204,863	\$296,045	\$336,469

August 2020



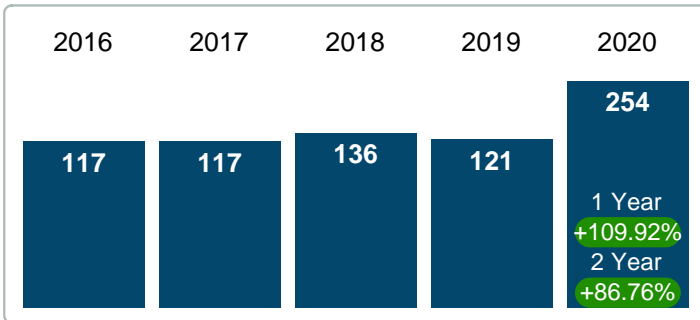
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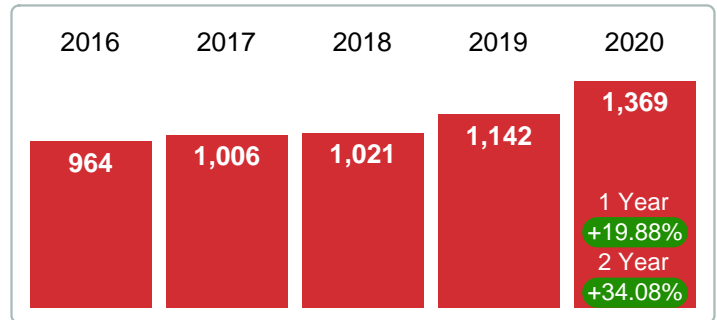
PENDING LISTINGS

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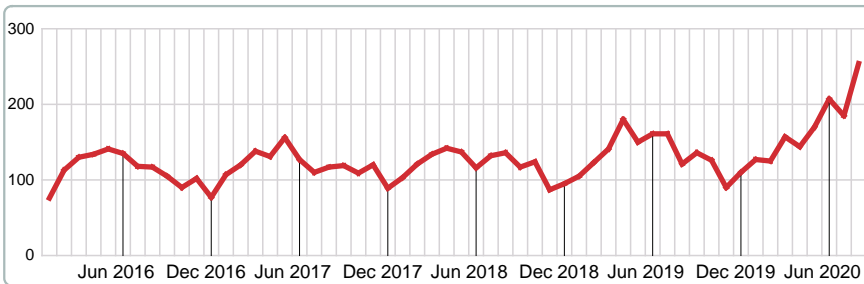
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 149

High Aug 2020 254 Low Jan 2016 76

Pending Listings this month at 254
above the 5 yr AUG average of 149



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	6.69%	28.8	12	4	1	0
\$75,001 - \$150,000	36	14.17%	38.6	8	25	3	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$225,000	100	39.37%	32.8	4	72	23	1
\$225,001 - \$275,000	35	13.78%	22.1	1	15	17	2
\$275,001 - \$350,000	35	13.78%	33.9	2	17	12	4
\$350,001 and up	31	12.20%	35.3	1	8	17	5
Total Pending Units	254			28	141	73	12
Total Pending Volume	57,209,194	100%	19.4	3.20M	28.14M	20.09M	5.79M
Average Listing Price	\$203,145			\$114,211	\$199,566	\$275,162	\$482,142

August 2020



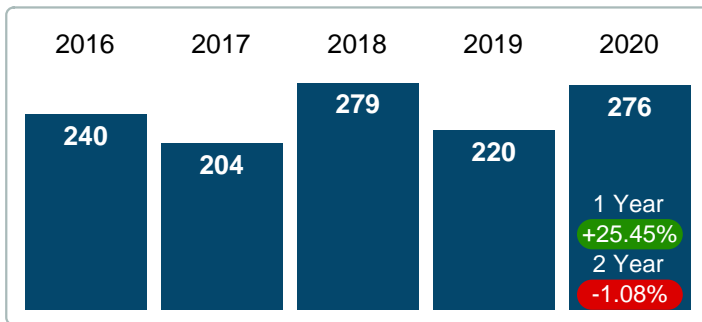
Area Delimited by County Of Wagoner



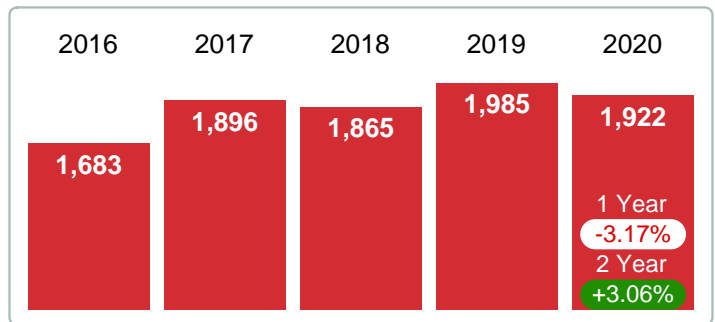
NEW LISTINGS

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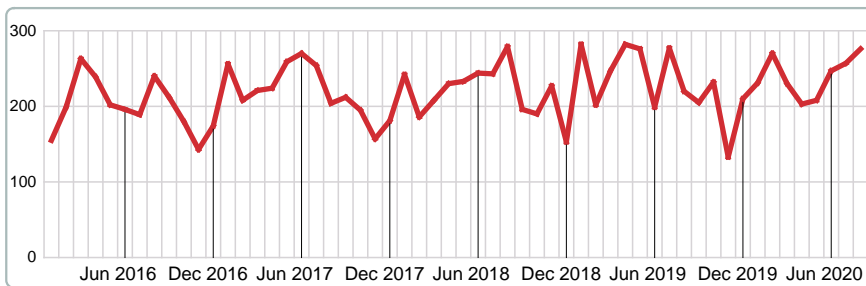
AUGUST



YEAR TO DATE (YTD)

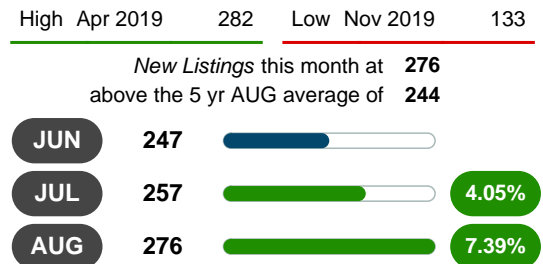


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 244



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	29	10.51%	17	9	2	1
\$75,001 - \$125,000	19	6.88%	7	9	3	0
\$125,001 - \$150,000	23	8.33%	6	17	0	0
\$150,001 - \$225,000	86	31.16%	10	54	22	0
\$225,001 - \$300,000	53	19.20%	3	25	21	4
\$300,001 - \$425,000	35	12.68%	6	17	8	4
\$425,001 and up	31	11.23%	12	1	16	2
Total New Listed Units	276		61	132	72	11
Total New Listed Volume	72,095,575	100%	21.08M	26.11M	21.18M	3.73M
Average New Listed Listing Price	\$234,698		\$345,580	\$197,783	\$294,141	\$339,057

August 2020



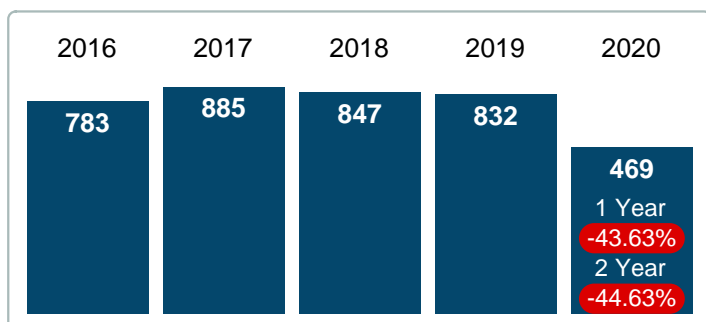
Area Delimited by County Of Wagoner



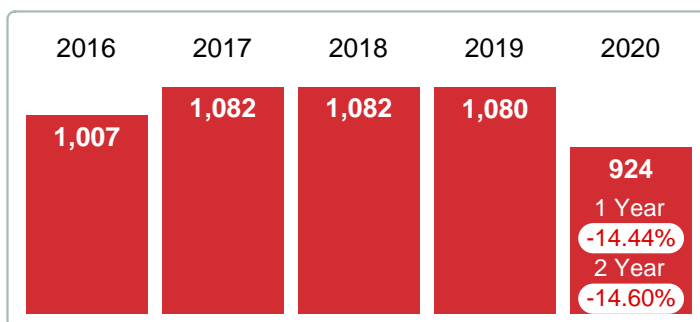
ACTIVE INVENTORY

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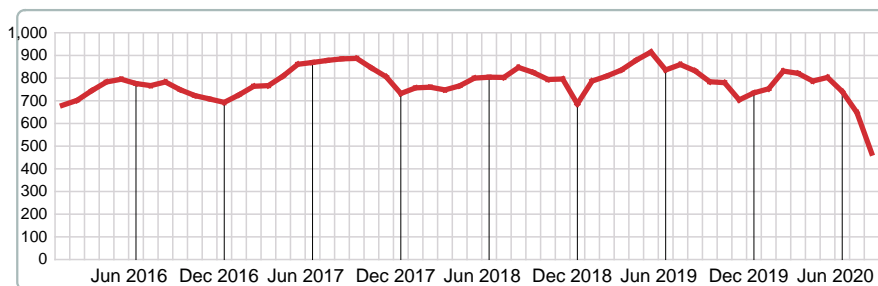
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

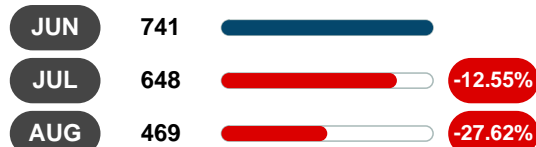


3 MONTHS

5 year AUG AVG = 763

High May 2019 915 Low Aug 2020 469

Inventory this month at 469
below the 5 yr AUG average of 763



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$50,000	107	22.81%	70.9	81	21	4	1
\$50,001-\$125,000	57	12.15%	90.0	47	8	2	0
\$125,001-\$225,000	110	23.45%	57.4	43	49	17	1
\$225,001-\$325,000	75	15.99%	60.3	23	27	23	2
\$325,001-\$500,000	72	15.35%	80.4	24	20	22	6
\$500,001 and up	48	10.23%	105.2	31	4	9	4
Total Active Inventory by Units	469			249	129	77	14
Total Active Inventory by Volume	126,821,832	100%	73.3	64.28M	29.55M	26.52M	6.47M
Average Active Inventory Listing Price	\$270,409			\$258,161	\$229,042	\$344,399	\$462,471

August 2020



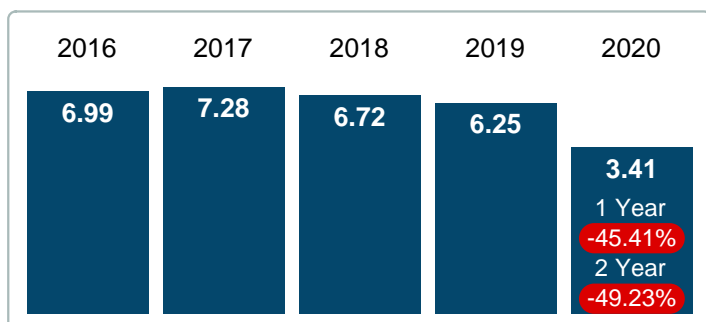
Area Delimited by County Of Wagoner



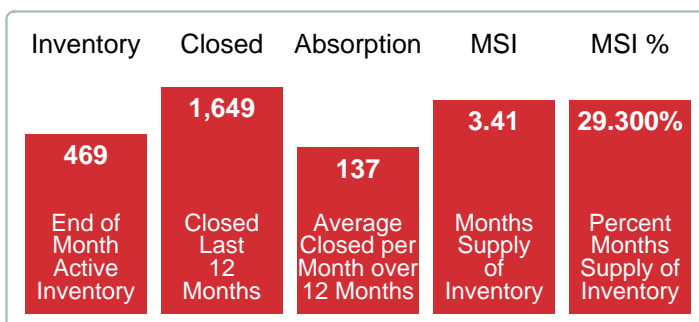
MONTHS SUPPLY of INVENTORY (MSI)

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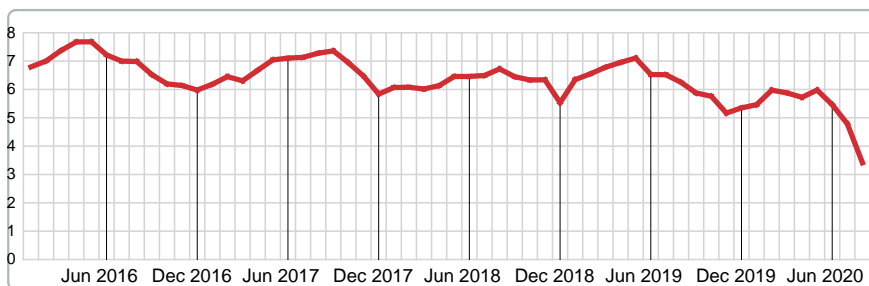
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

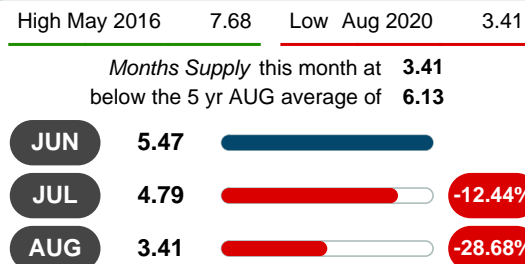


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 6.13



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
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$50,000	107	22.81%	7.88	10.57	5.04	2.29	0.00
\$50,001-\$125,000	57	12.15%	3.05	5.64	0.92	1.20	0.00
\$125,001-\$225,000	110	23.45%	1.56	11.22	0.97	1.06	2.40
\$225,001-\$325,000	75	15.99%	3.19	17.25	2.57	2.11	2.67
\$325,001-\$500,000	72	15.35%	8.23	57.60	7.74	4.89	4.80
\$500,001 and up	48	10.23%	20.57	93.00	12.00	9.00	6.00
Market Supply of Inventory (MSI)	3.41			11.36	1.68	2.15	4.54
Total Active Inventory by Units	469	100%	3.41	249	129	77	14

August 2020



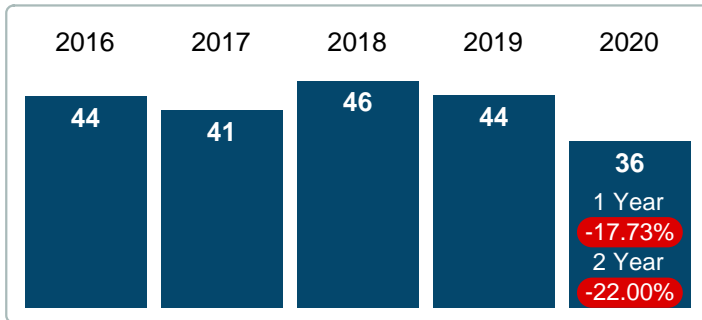
Area Delimited by County Of Wagoner



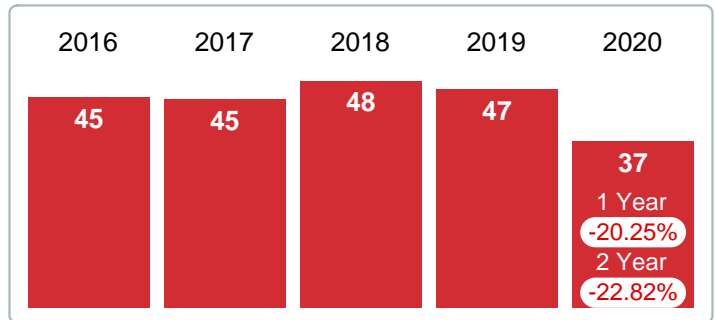
AVERAGE DAYS ON MARKET TO SALE

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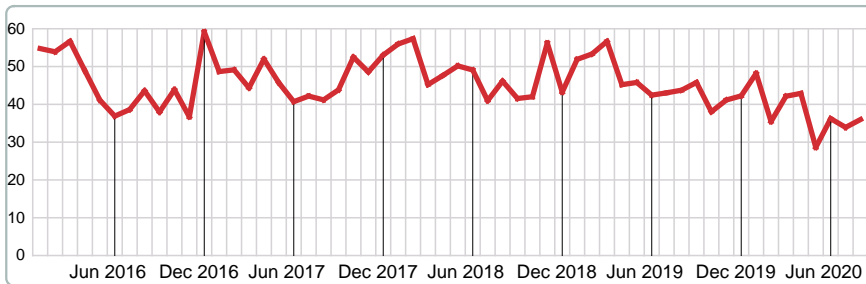
AUGUST



YEAR TO DATE (YTD)

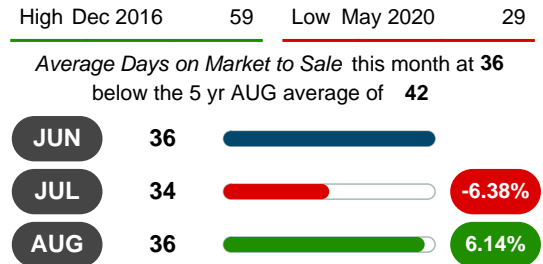


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 42



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
\$50,000 and less	6.49%	65	65	0	0	0
\$50,001 - \$125,000	14.05%	52	66	24	97	0
\$125,001 - \$150,000	10.81%	28	66	14	17	0
\$150,001 - \$200,000	23.24%	23	37	20	33	30
\$200,001 - \$275,000	21.62%	35	92	32	33	36
\$275,001 - \$350,000	11.35%	22	0	19	33	5
\$350,001 and up	12.43%	48	0	57	40	80
Average Closed DOM		36				
Total Closed Units	100%	36	34	90	52	9
Total Closed Volume		39,559,310	2.70M	18.44M	15.39M	3.03M

August 2020



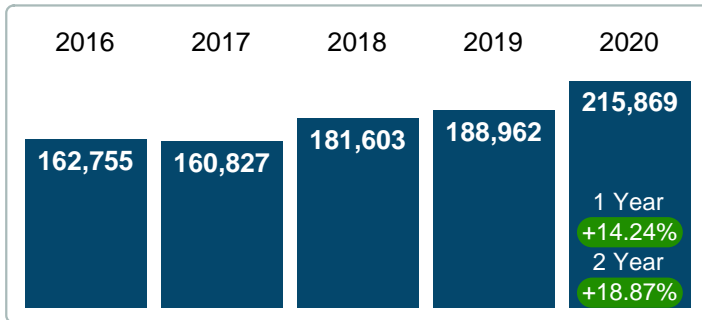
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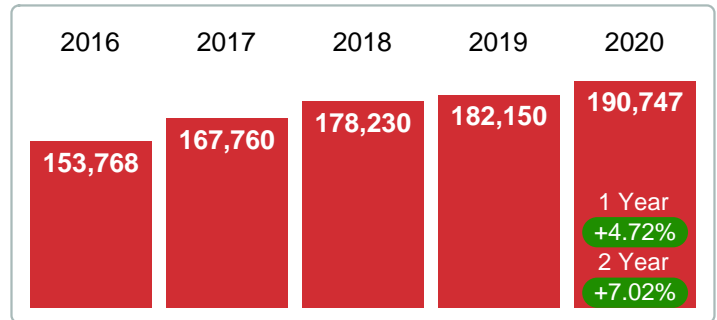
AVERAGE LIST PRICE AT CLOSING

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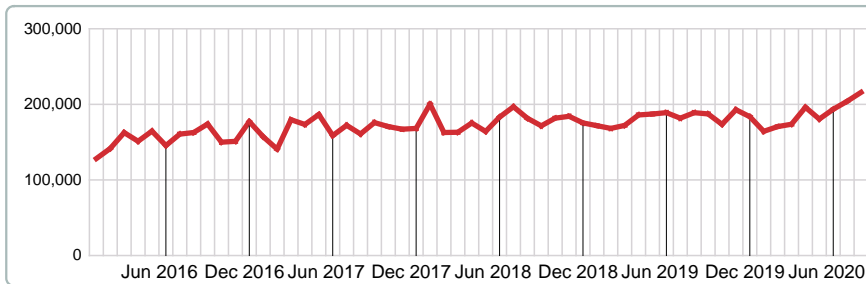
AUGUST



YEAR TO DATE (YTD)

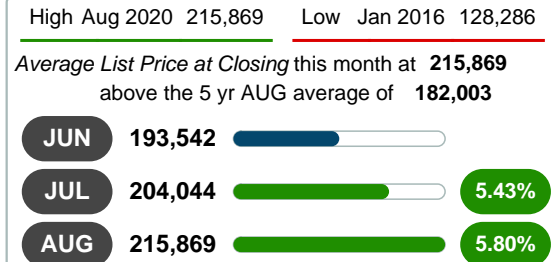


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 182,003



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
\$50,000 and less	12	6.49%	25,575	0	0	0
\$50,001 - \$125,000	28	15.14%	85,593	95,950	92,000	0
\$125,001 - \$150,000	18	9.73%	135,960	141,564	132,675	0
\$150,001 - \$200,000	42	22.70%	205,000	174,432	180,159	182,500
\$200,001 - \$275,000	40	21.62%	259,950	223,921	240,554	224,900
\$275,001 - \$350,000	22	11.89%	0	293,444	296,718	344,506
\$350,001 and up	23	12.43%	0	493,850	479,420	544,450
Average List Price		215,869	85,585	206,438	295,956	339,647
Total Closed Units	185	100%	34	90	52	9
Total Closed Volume	39,935,845		2.91M	18.58M	15.39M	3.06M

August 2020



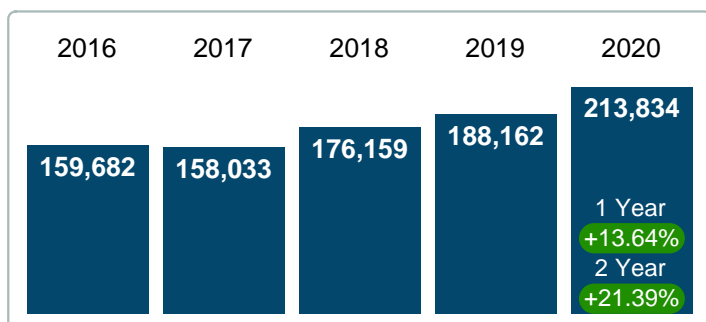
Area Delimited by County Of Wagoner



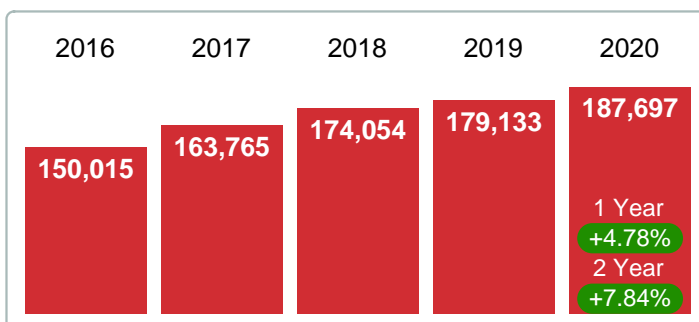
AVERAGE SOLD PRICE AT CLOSING

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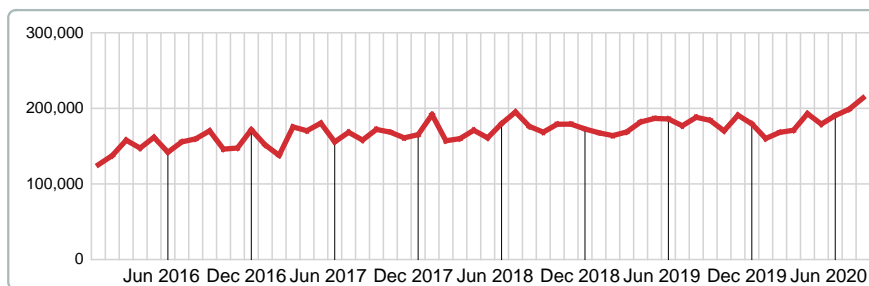
AUGUST



YEAR TO DATE (YTD)

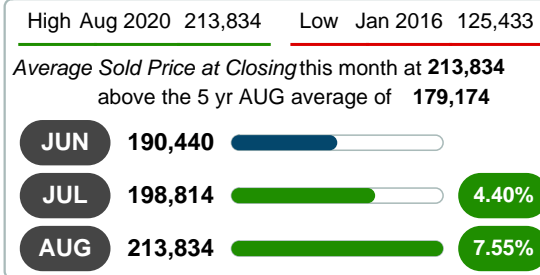


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 179,174



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
\$50,000 and less	6.49%	22,467	22,467	0	0	0
\$50,001 - \$125,000	14.05%	83,154	78,107	90,450	82,000	0
\$125,001 - \$150,000	10.81%	137,030	130,400	140,800	134,950	0
\$150,001 - \$200,000	23.24%	175,352	180,000	173,698	181,588	178,500
\$200,001 - \$275,000	21.62%	231,844	252,000	222,082	242,878	220,000
\$275,001 - \$350,000	11.35%	304,205	0	292,983	299,405	339,056
\$350,001 and up	12.43%	486,299	0	491,958	475,875	547,500
Average Sold Price		213,834	79,385	204,863	296,045	336,469
Total Closed Units	100%	213,834	34	90	52	9
Total Closed Volume		39,559,310	2.70M	18.44M	15.39M	3.03M

August 2020



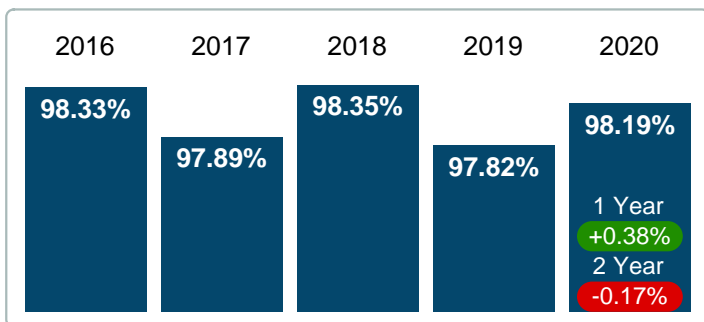
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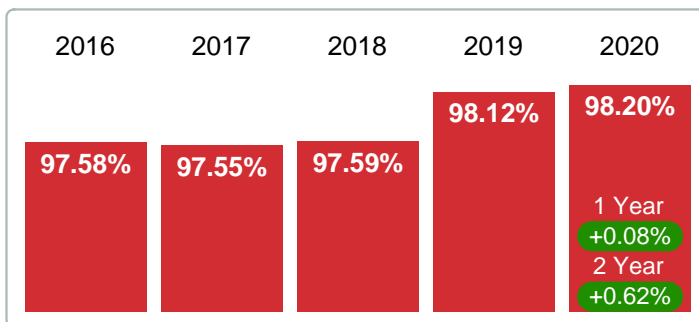
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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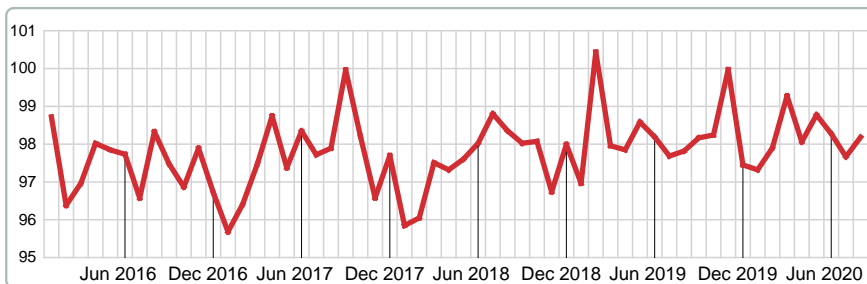
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

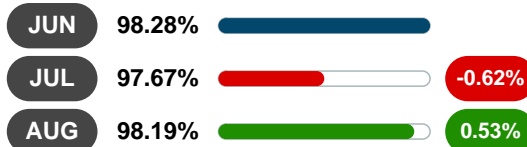


3 MONTHS

5 year AUG AVG = 98.12%

High Feb 2019 100.44% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **98.19%**
equal to 5 yr AUG average of **98.12%**



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
\$50,000 and less	12	6.49%	90.23%	90.23%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	26	14.05%	93.42%	92.55%	95.72%	88.07%	0.00%
\$125,001 - \$150,000	20	10.81%	99.21%	96.07%	99.74%	101.67%	0.00%
\$150,001 - \$200,000	43	23.24%	99.49%	87.80%	99.68%	100.75%	97.84%
\$200,001 - \$275,000	40	21.62%	99.86%	96.87%	99.35%	101.02%	97.82%
\$275,001 - \$350,000	21	11.35%	100.00%	0.00%	99.90%	100.87%	98.51%
\$350,001 and up	23	12.43%	99.82%	0.00%	99.86%	99.76%	100.19%
Average Sold/List Ratio		98.20%		92.36%	99.20%	100.15%	98.66%
Total Closed Units		185	100%	34	90	52	9
Total Closed Volume		39,559,310		2.70M	18.44M	15.39M	3.03M

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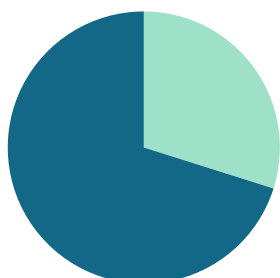
Area Delimited by County Of Wagoner



MARKET SUMMARY

Report produced on Sep 11, 2020 for MLS Technology Inc.

INVENTORY

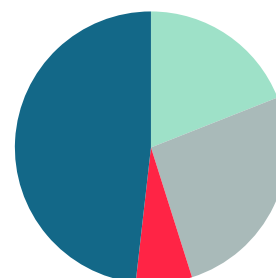


Inventory
 New Listings
276 = 29.87%
 Start Inventory
648
 Total Inventory Units
924
 Volume
\$231,016,706

Market Activity

Closed Sales
185 = 19.01%
 Pending Sales
254 = 26.10%
 Other Off Market
65 = 6.68%
 Active Inventory
469 = 48.20%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	161	185	14.91%	1,128	1,128	0.00%
Pending Sales	121	254	109.92%	1,142	1,369	19.88%
New Listings	220	276	25.45%	1,985	1,922	-3.17%
Average List Price	188,962	215,869	14.24%	182,150	190,747	4.72%
Average Sale Price	188,162	213,834	13.64%	179,133	187,697	4.78%
Average Percent of Selling Price to List Price	97.82%	98.19%	0.38%	98.12%	98.20%	0.08%
Average Days on Market to Sale	43.75	35.99	-17.73%	46.87	37.38	-20.25%
Monthly Inventory	832	469	-43.63%	832	469	-43.63%
Months Supply of Inventory	6.25	3.41	-45.41%	6.25	3.41	-45.41%

Absorption: Last 12 months, an Average of **137** Sales/Month

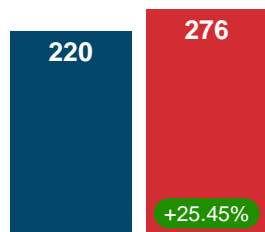
Inventory on August 31, 2020 = **469**

2019 **2020**

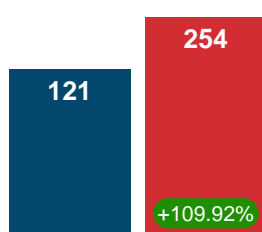
AUGUST MARKET

AVERAGE PRICES

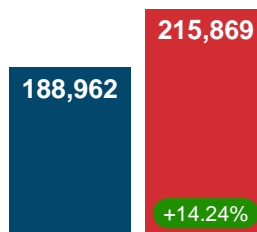
New Listings



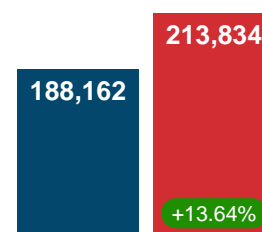
Pending Listings



List Price



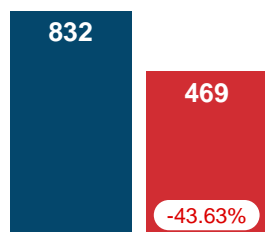
Sale Price



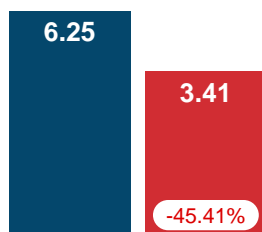
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

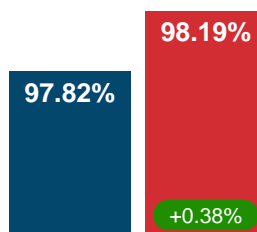
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

