

August 2020



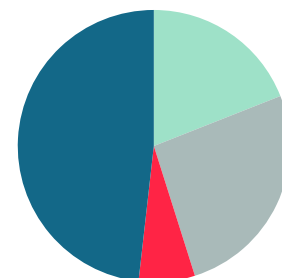
Area Delimited by County Of Wagoner



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%
Median List Price	157,575	195,000	23.75%
Median Sale Price	155,000	192,500	24.19%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	25.00	14.00	-44.00%
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.

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 **24.19%** in August 2020 to \$192,500 versus the previous year at \$155,000.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 11.00 days or **44.00%** in August 2020 compared to last year's same month at **25.00** DOM.

Sales Success for August 2020 is Positive

Overall, with Median 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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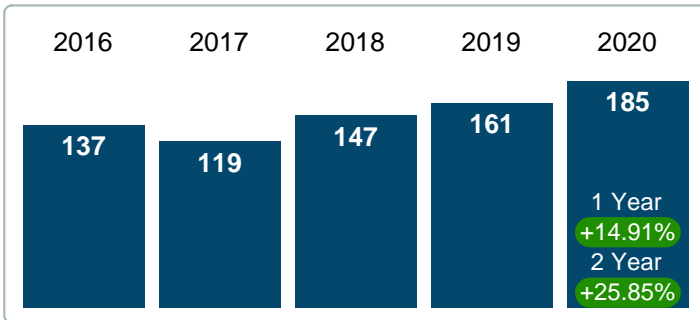
Area Delimited by County Of Wagoner



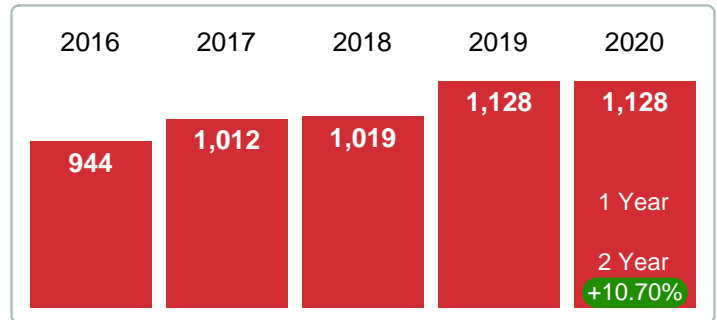
CLOSED LISTINGS

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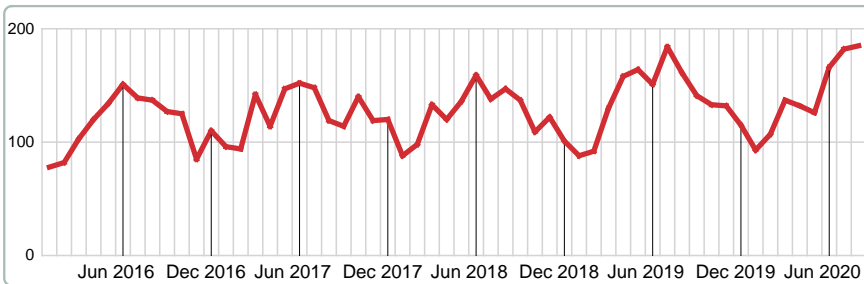
AUGUST



YEAR TO DATE (YTD)

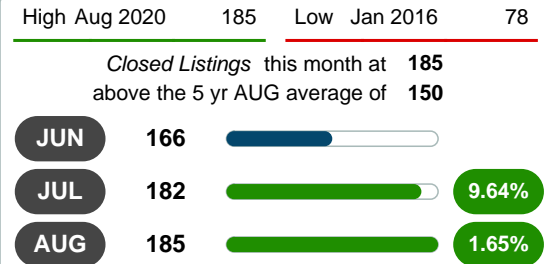


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 150



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	6.49%	58.0	12	0	0	0
\$50,001 - \$125,000	26	14.05%	34.0	14	10	2	0
\$125,001 - \$150,000	20	10.81%	11.0	5	11	4	0
\$150,001 - \$200,000	43	23.24%	5.0	1	33	7	2
\$200,001 - \$275,000	40	21.62%	18.5	2	21	16	1
\$275,001 - \$350,000	21	11.35%	10.0	0	9	8	4
\$350,001 and up	23	12.43%	16.0	0	6	15	2
Total Closed Units	185			34	90	52	9
Total Closed Volume	39,559,310	100%	14.0	2.70M	18.44M	15.39M	3.03M
Median Closed Price	\$192,500			\$70,750	\$183,500	\$255,250	\$337,500

August 2020



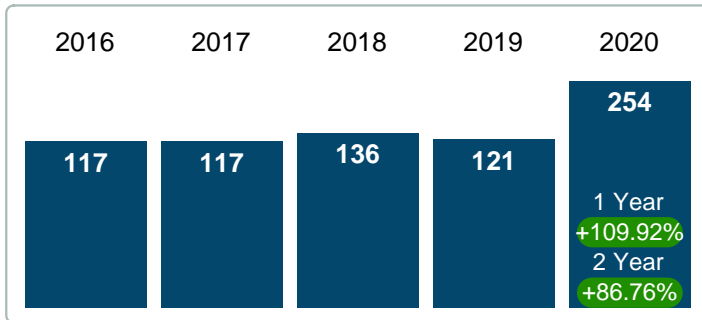
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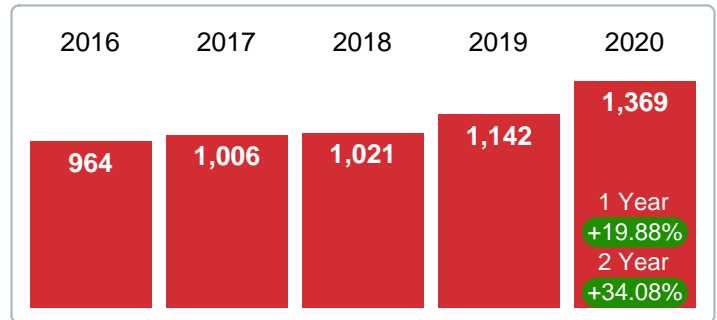
PENDING LISTINGS

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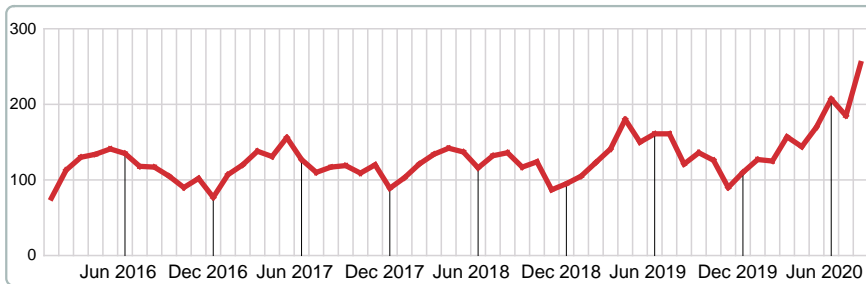
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	17	6.69%	18.0	12	4	1	0
\$75,001 - \$150,000	36	14.17%	7.0	8	25	3	0
\$150,001 - \$150,000	0	0.00%	7.0	0	0	0	0
\$150,001 - \$225,000	100	39.37%	6.0	4	72	23	1
\$225,001 - \$275,000	35	13.78%	7.0	1	15	17	2
\$275,001 - \$350,000	35	13.78%	16.0	2	17	12	4
\$350,001 and up	31	12.20%	13.0	1	8	17	5
Total Pending Units	254			28	141	73	12
Total Pending Volume	57,209,194	100%	9.0	3.20M	28.14M	20.09M	5.79M
Median Listing Price	\$199,250			\$82,450	\$169,900	\$249,900	\$331,562

August 2020



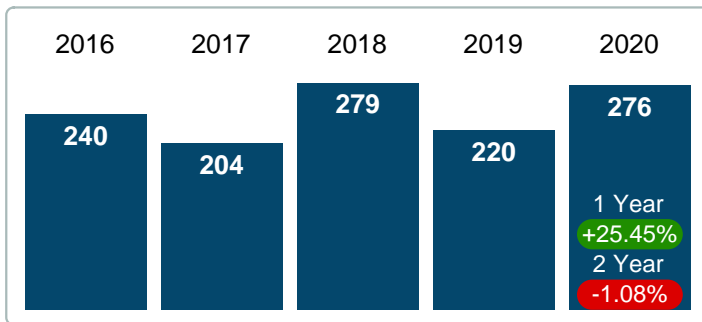
Area Delimited by County Of Wagoner



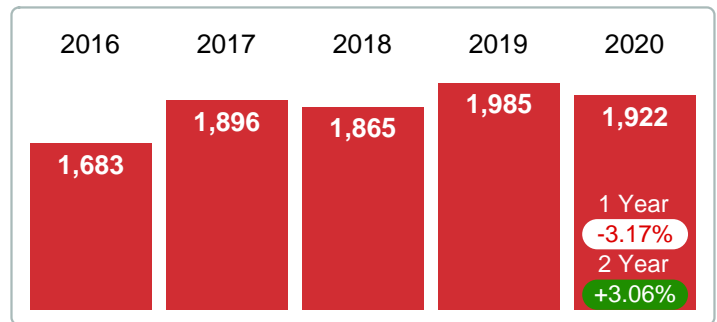
NEW LISTINGS

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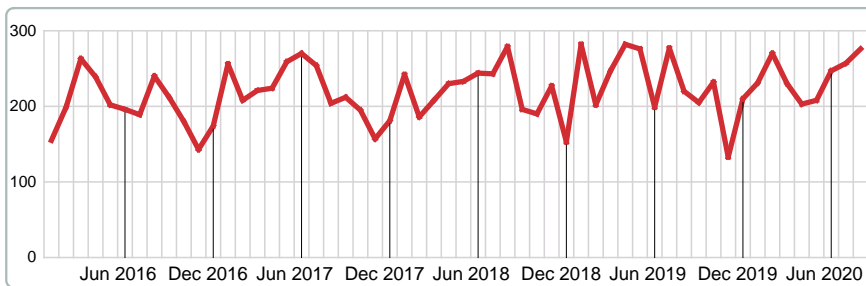
AUGUST



YEAR TO DATE (YTD)

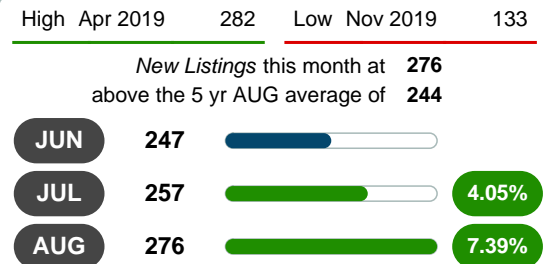


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$204,900		\$152,000	\$180,000	\$248,250	\$329,900

August 2020



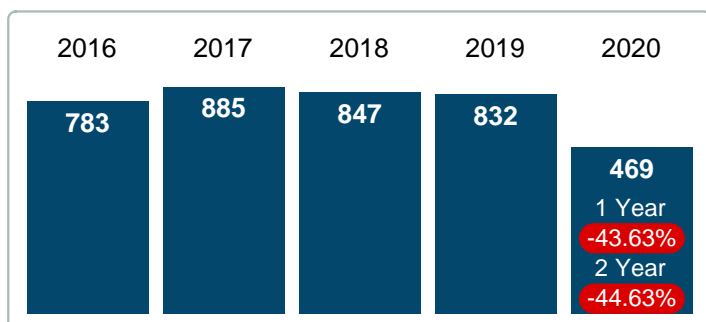
Area Delimited by County Of Wagoner



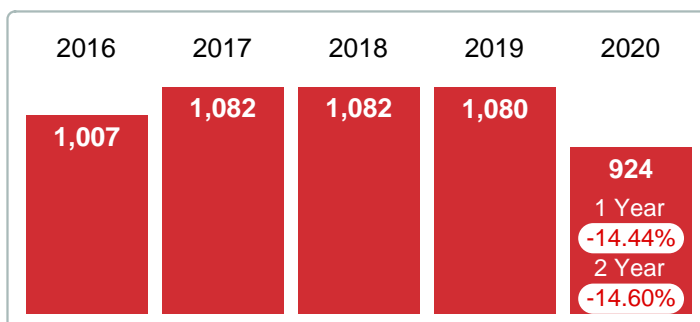
ACTIVE INVENTORY

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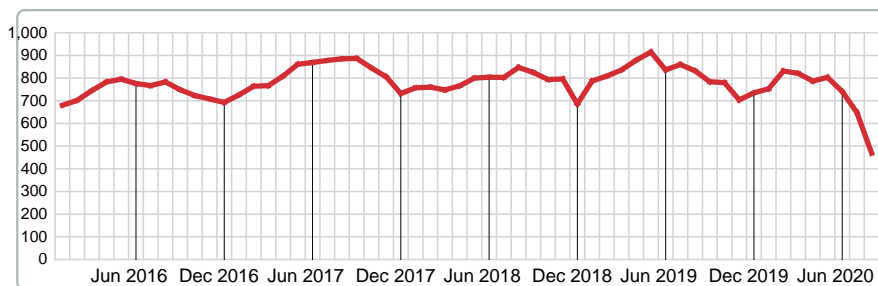
END OF AUGUST



ACTIVE DURING AUGUST

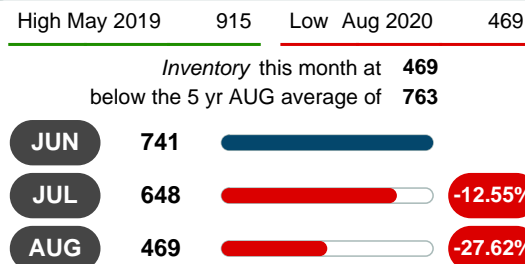


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 763



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	13.0	0	0	0	0
\$1-\$50,000	107	22.81%	53.0	81	21	4	1
\$50,001-\$125,000	57	12.15%	67.0	47	8	2	0
\$125,001-\$225,000	110	23.45%	41.5	43	49	17	1
\$225,001-\$325,000	75	15.99%	54.0	23	27	23	2
\$325,001-\$500,000	72	15.35%	68.5	24	20	22	6
\$500,001 and up	48	10.23%	90.0	31	4	9	4
Total Active Inventory by Units	469			249	129	77	14
Total Active Inventory by Volume	126,821,832	100%	54.0	64.28M	29.55M	26.52M	6.47M
Median Active Inventory Listing Price	\$189,500			\$121,900	\$195,000	\$298,189	\$427,800

August 2020



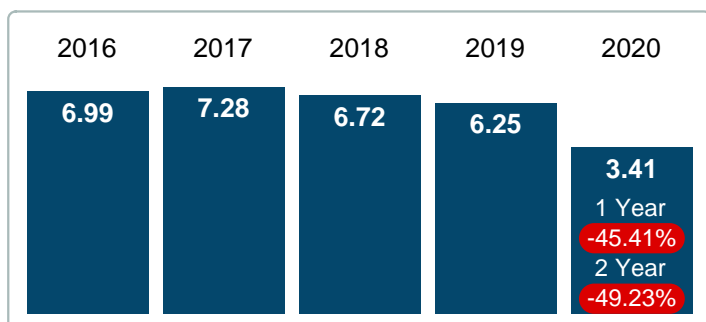
Area Delimited by County Of Wagoner



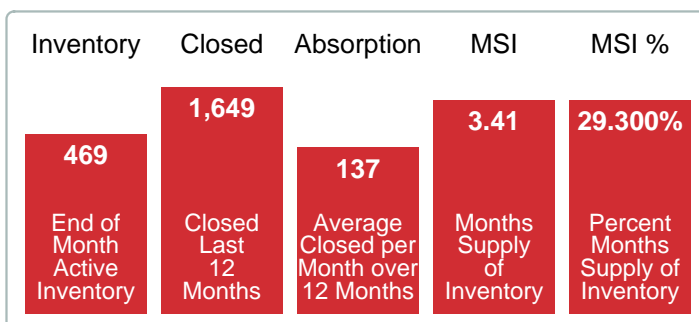
MONTHS SUPPLY of INVENTORY (MSI)

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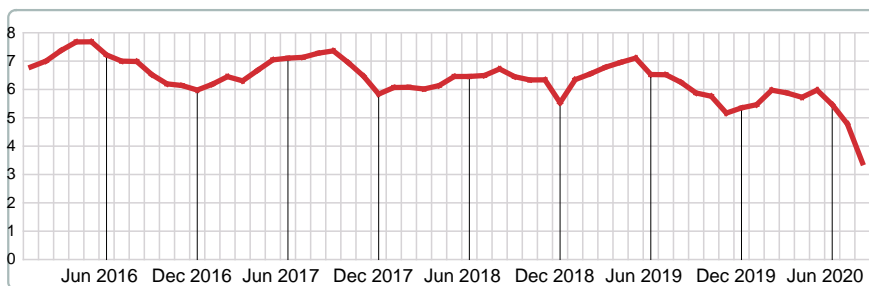
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

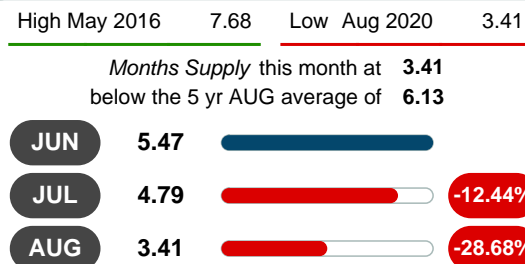


5 YEAR MARKET ACTIVITY TRENDS



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



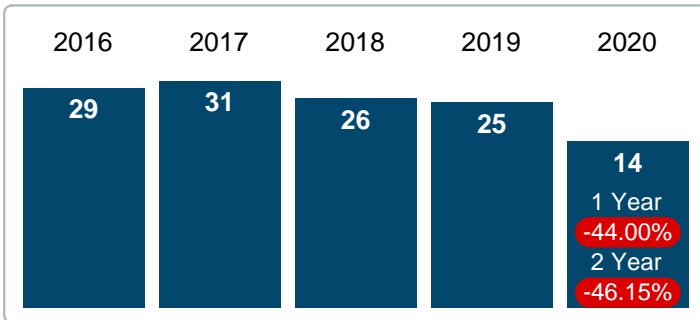
Area Delimited by County Of Wagoner



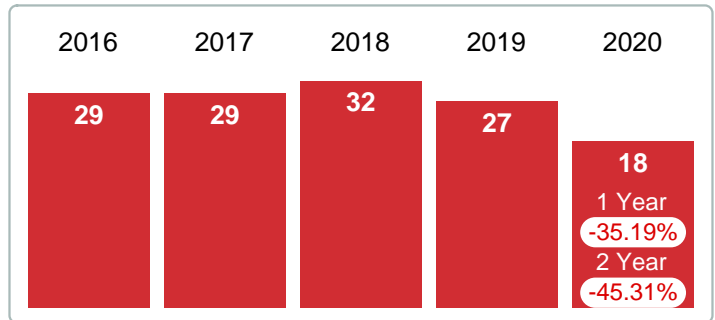
MEDIAN DAYS ON MARKET TO SALE

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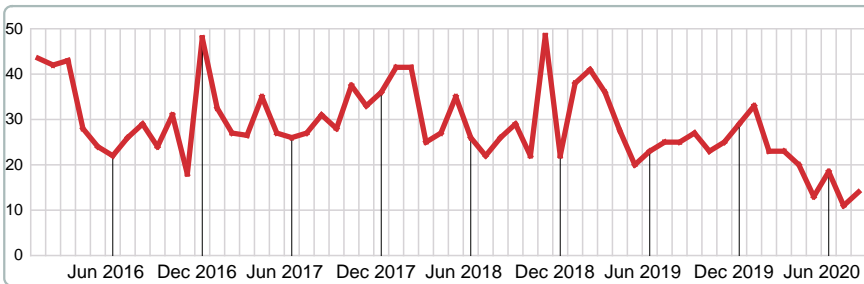
AUGUST



YEAR TO DATE (YTD)

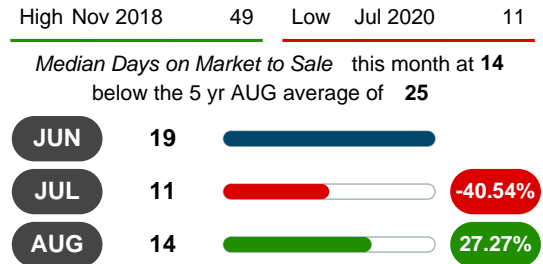


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 25



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
\$50,000 and less	6.49%	58	58	0	0	0
\$50,001 - \$125,000	14.05%	34	58	10	97	0
\$125,001 - \$150,000	10.81%	11	85	4	11	0
\$150,001 - \$200,000	23.24%	5	37	5	14	30
\$200,001 - \$275,000	21.62%	19	92	14	16	36
\$275,001 - \$350,000	11.35%	10	0	10	14	5
\$350,001 and up	12.43%	16	0	52	11	80
Median Closed DOM		14	58	8	14	11
Total Closed Units	100%	14.0	34	90	52	9
Total Closed Volume		39,559,310	2.70M	18.44M	15.39M	3.03M

August 2020



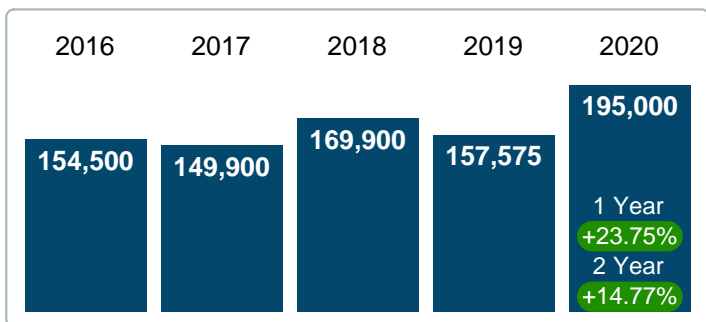
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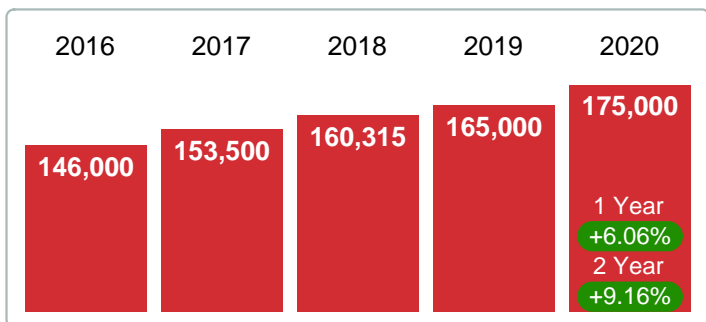
MEDIAN LIST PRICE AT CLOSING

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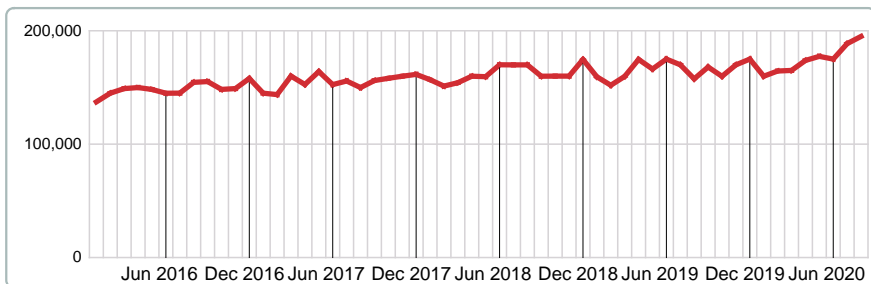
AUGUST



YEAR TO DATE (YTD)

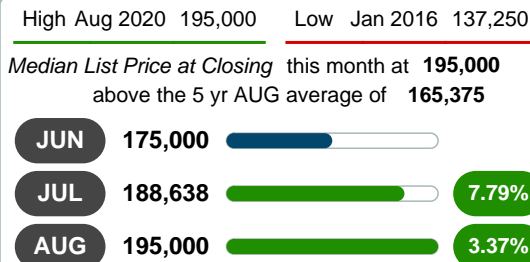


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 165,375



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
\$50,000 and less	12	6.49%	28,750	0	0	0
\$50,001 - \$125,000	28	15.14%	79,950	106,750	92,000	0
\$125,001 - \$150,000	18	9.73%	140,000	145,000	130,450	0
\$150,001 - \$200,000	42	22.70%	0	173,000	182,000	182,500
\$200,001 - \$275,000	40	21.62%	222,450	216,500	241,098	224,900
\$275,001 - \$350,000	22	11.89%	280,000	282,500	297,400	339,900
\$350,001 and up	23	12.43%	0	405,500	439,450	399,900
Median List Price		195,000	77,000	184,450	254,250	339,900
Total Closed Units		185	34	90	52	9
Total Closed Volume		39,935,845	2.91M	18.58M	15.39M	3.06M

August 2020



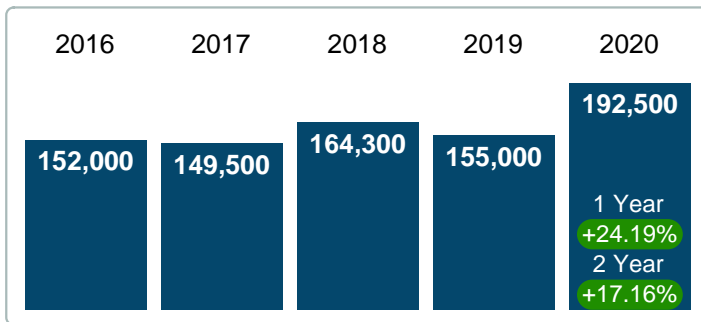
Area Delimited by County Of Wagoner



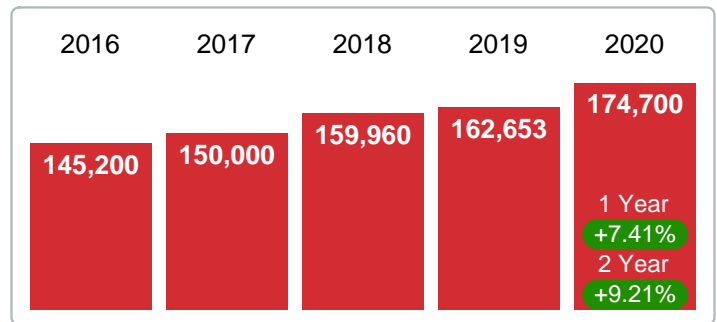
MEDIAN SOLD PRICE AT CLOSING

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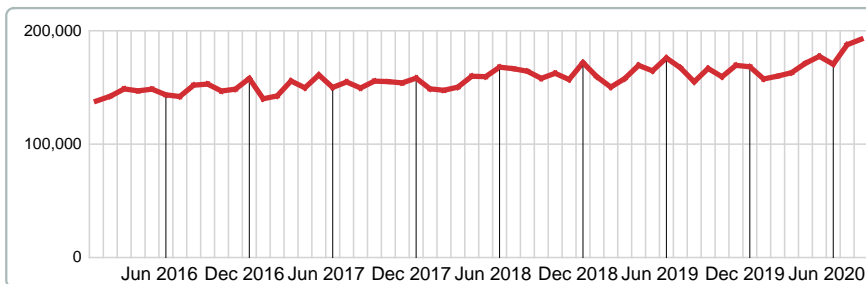
AUGUST



YEAR TO DATE (YTD)

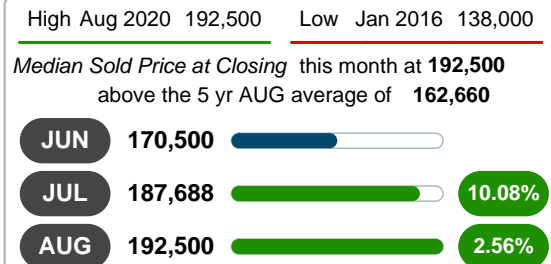


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 162,660



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
\$50,000 and less	6.49%	25,950	25,950	0	0	0
\$50,001 - \$125,000	14.05%	80,750	80,000	95,750	82,000	0
\$125,001 - \$150,000	10.81%	135,000	130,000	144,900	132,450	0
\$150,001 - \$200,000	23.24%	175,000	180,000	175,000	182,000	178,500
\$200,001 - \$275,000	21.62%	229,950	252,000	216,000	241,049	220,000
\$275,001 - \$350,000	11.35%	292,000	0	282,000	291,000	339,750
\$350,001 and up	12.43%	430,000	0	413,000	430,000	547,500
Median Sold Price		192,500	70,750	183,500	255,250	337,500
Total Closed Units	100%	185	34	90	52	9
Total Closed Volume		39,559,310	2.70M	18.44M	15.39M	3.03M

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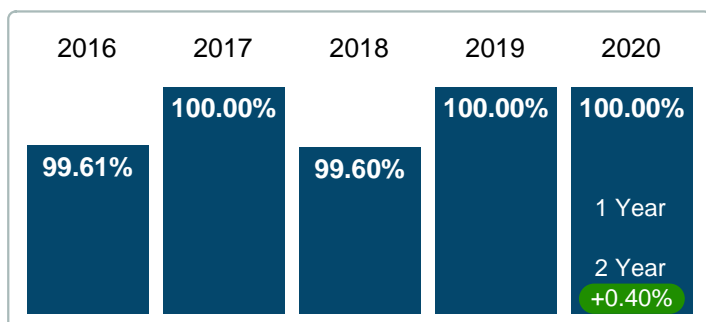
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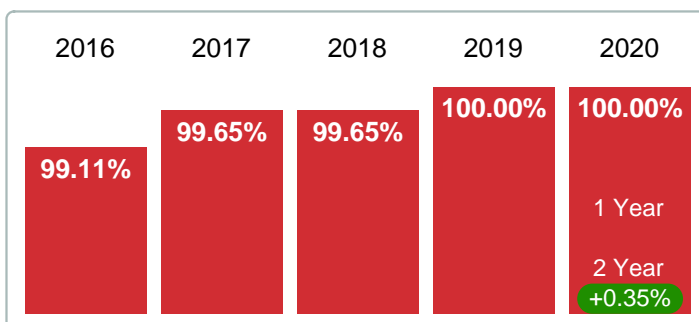
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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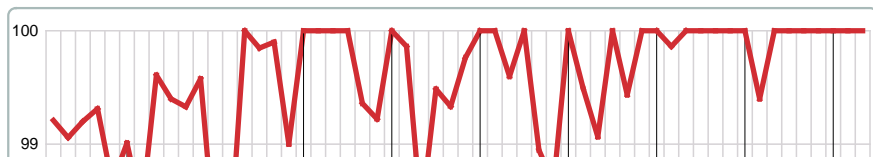
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.84%

High Aug 2020 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr AUG average of **99.84%**

JUN 100.00%
JUL 100.00%
AUG 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	12	6.49%	94.80%	94.80%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	26	14.05%	96.34%	94.61%	100.00%	88.07%	0.00%
\$125,001 - \$150,000	20	10.81%	100.00%	96.37%	100.00%	101.53%	0.00%
\$150,001 - \$200,000	43	23.24%	100.00%	87.80%	100.00%	100.00%	97.84%
\$200,001 - \$275,000	40	21.62%	100.00%	96.87%	100.00%	100.00%	97.82%
\$275,001 - \$350,000	21	11.35%	100.00%	0.00%	100.00%	101.15%	99.65%
\$350,001 and up	23	12.43%	100.00%	0.00%	100.00%	100.00%	100.19%
Median Sold/List Ratio		100.00%		95.29%	100.00%	100.00%	99.29%
Total Closed Units	185	100%	100.00%	34	90	52	9
Total Closed Volume	39,559,310			2.70M	18.44M	15.39M	3.03M

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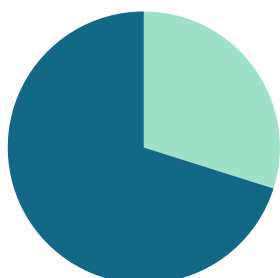
Area Delimited by County Of Wagoner



MARKET SUMMARY

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INVENTORY

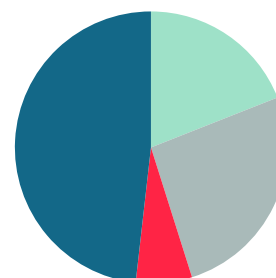


Inventory
 New Listings
276 = 29.87%
 Start Inventory
648
 Total Inventory Units
924
 Volume
\$231,016,706

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%
Median List Price	157,575	195,000	23.75%	165,000	175,000	6.06%
Median Sale Price	155,000	192,500	24.19%	162,653	174,700	7.41%
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	25.00	14.00	-44.00%	27.00	17.50	-35.19%
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

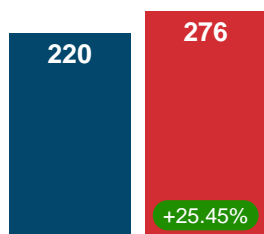
Inventory on August 31, 2020 = **469**

2019 **2020**

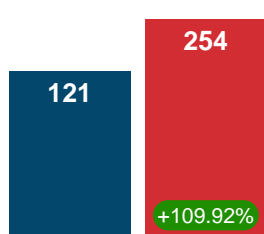
AUGUST MARKET

MEDIAN PRICES

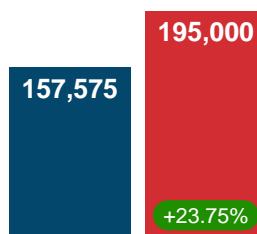
New Listings



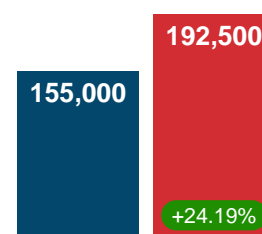
Pending Listings



List Price



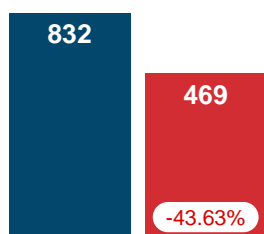
Sale Price



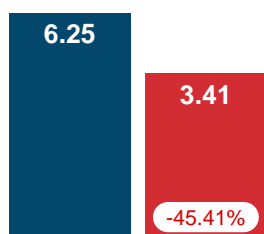
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

