

July 2020



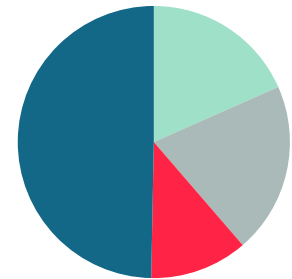
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	184	180	-2.17%
Pending Listings	161	199	23.60%
New Listings	277	257	-7.22%
Average List Price	181,715	203,354	11.91%
Average Sale Price	176,963	198,453	12.14%
Average Percent of Selling Price to List Price	97.69%	97.78%	0.10%
Average Days on Market to Sale	43.04	32.83	-23.73%
End of Month Inventory	860	487	-43.37%
Months Supply of Inventory	6.52	3.60	-44.77%



■ Closed (18.37%)
■ Pending (20.31%)
■ Other OffMarket (11.63%)
■ Active (49.69%)

Absorption: Last 12 months, an Average of **135** Sales/Month
Active Inventory as of July 31, 2020 = **487**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **43.37%** to 487 existing homes available for sale. Over the last 12 months this area has had an average of 135 closed sales per month. This represents an unsold inventory index of **3.60** 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 **12.14%** in July 2020 to \$198,453 versus the previous year at \$176,963.

Average Days on Market Shortens

The average number of **32.83** days that homes spent on the market before selling decreased by 10.22 days or **23.73%** in July 2020 compared to last year's same month at **43.04** DOM.

Sales Success for July 2020 is Positive

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

There were 257 New Listings in July 2020, down **7.22%** from last year at 277. Furthermore, there were 180 Closed Listings this month versus last year at 184, a **-2.17%** decrease.

Closed versus Listed trends yielded a **70.0%** ratio, up from previous year's, July 2019, at **66.4%**, a **5.44%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

July 2020



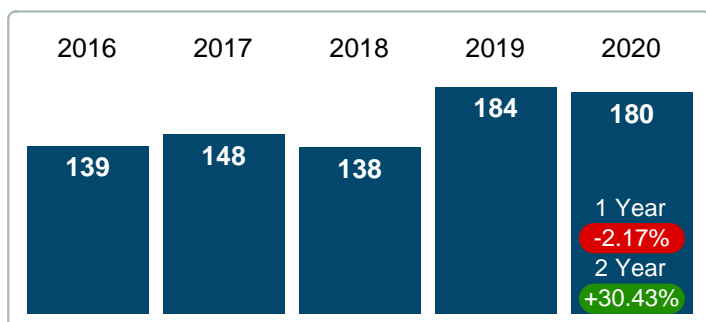
Area Delimited by County Of Wagoner



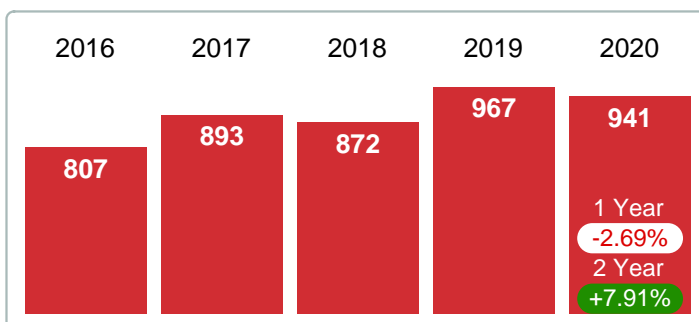
CLOSED LISTINGS

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

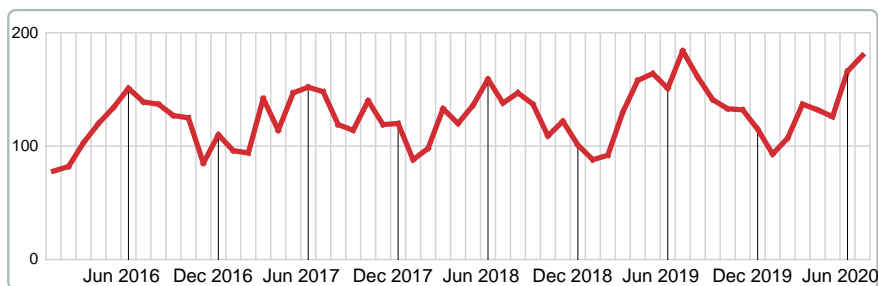
JULY



YEAR TO DATE (YTD)

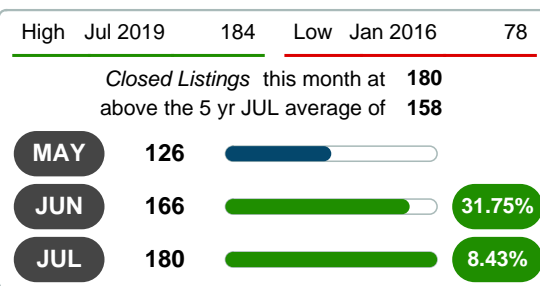


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 158



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	14	7.78%	82.1	14	0	0	0
\$50,001 - \$125,000	21	11.67%	43.6	11	9	1	0
\$125,001 - \$150,000	14	7.78%	19.4	1	12	1	0
\$150,001 - \$200,000	56	31.11%	22.7	3	46	7	0
\$200,001 - \$225,000	21	11.67%	26.5	0	14	7	0
\$225,001 - \$275,000	29	16.11%	23.8	1	13	13	2
\$275,001 and up	25	13.89%	42.2	2	11	10	2
Total Closed Units	180			32	105	39	4
Total Closed Volume	35,721,607	100%	32.8	2.82M	20.58M	10.04M	2.28M
Average Closed Price	\$198,453			\$88,075	\$196,033	\$257,442	\$569,875

July 2020



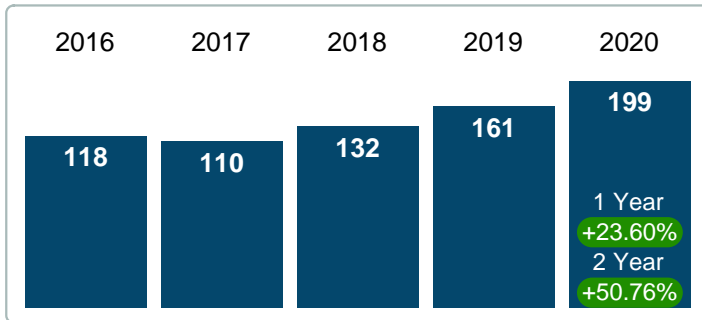
Area Delimited by County Of Wagoner



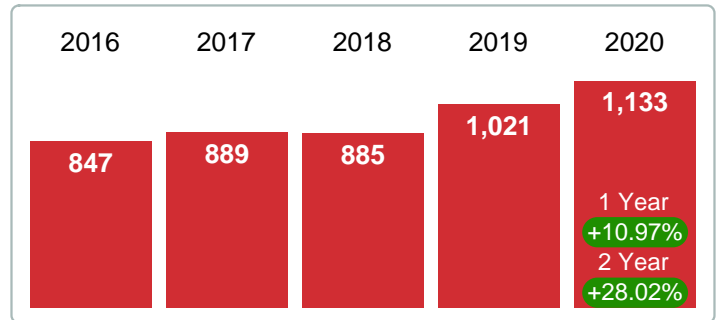
PENDING LISTINGS

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

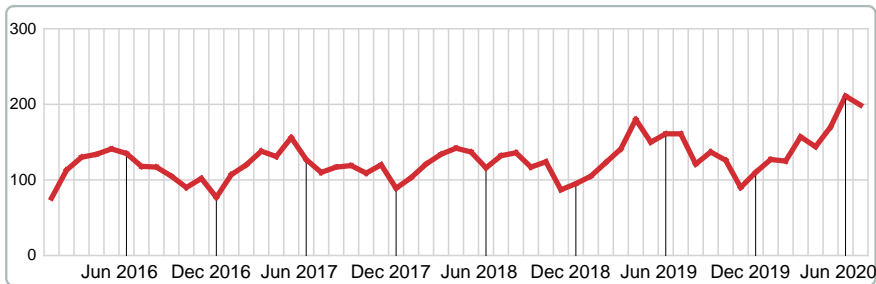
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 144

High Jun 2020 211 Low Jan 2016 76

Pending Listings this month at 199
above the 5 yr JUL average of 144



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	18	9.05%	72.0	14	4	0	0
\$75,001 - \$125,000	14	7.04%	45.0	6	6	2	0
\$125,001 - \$175,000	40	20.10%	28.7	4	30	6	0
\$175,001 - \$225,000	44	22.11%	32.8	2	32	10	0
\$225,001 - \$275,000	25	12.56%	45.1	0	12	13	0
\$275,001 - \$400,000	38	19.10%	42.0	1	19	14	4
\$400,001 and up	20	10.05%	70.4	1	4	11	4
Total Pending Units	199			28	107	56	8
Total Pending Volume	46,718,659	100%	23.8	2.86M	23.25M	16.65M	3.96M
Average Listing Price	\$232,127			\$102,161	\$217,265	\$297,342	\$494,963

July 2020



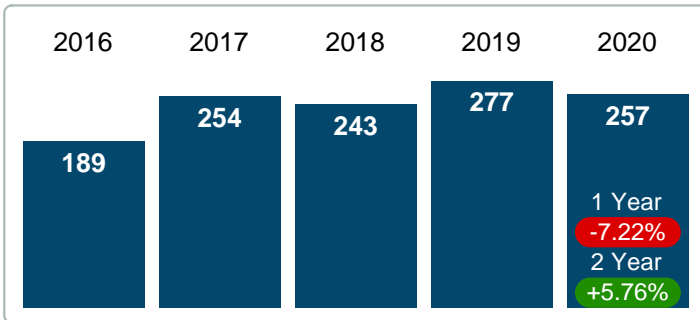
Area Delimited by County Of Wagoner



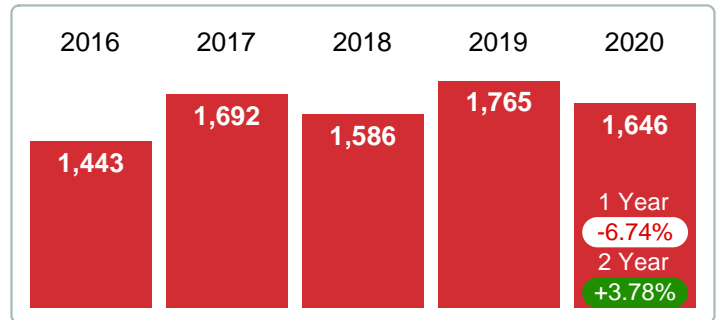
NEW LISTINGS

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

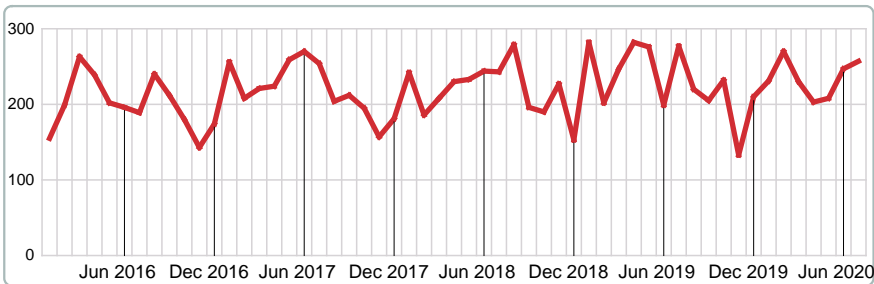
JULY



YEAR TO DATE (YTD)

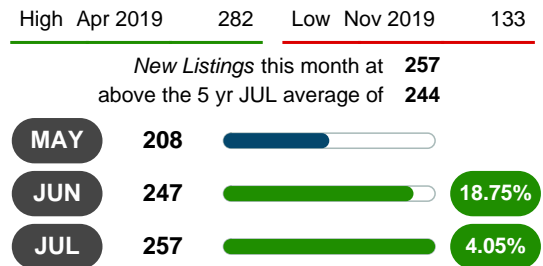


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 244



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	14	5.45%	6	7	1	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$125,000	76	29.57%	63	11	2	0
\$125,001 - \$200,000	66	25.68%	10	47	9	0
\$200,001 - \$275,000	42	16.34%	3	24	15	0
\$275,001 - \$325,000	27	10.51%	2	13	11	1
\$325,001 and up	32	12.45%	3	9	16	4
Total New Listed Units	257		87	111	54	5
Total New Listed Volume	46,741,193	100%	7.43M	21.93M	15.35M	2.03M
Average New Listed Listing Price	\$240,502		\$85,401	\$197,557	\$284,346	\$405,555

July 2020



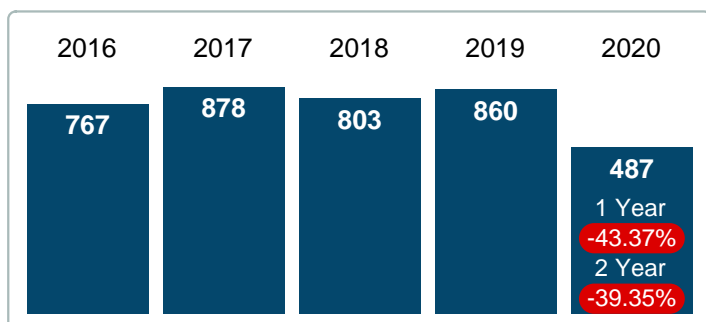
Area Delimited by County Of Wagoner



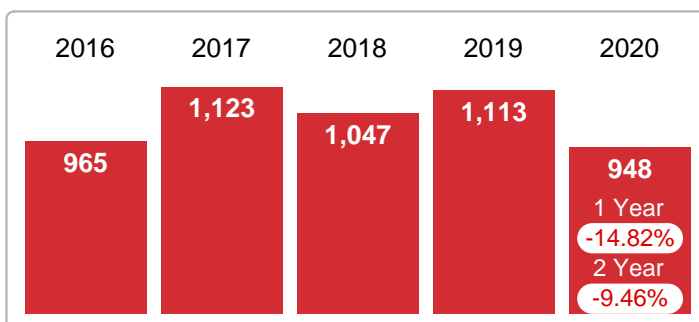
ACTIVE INVENTORY

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

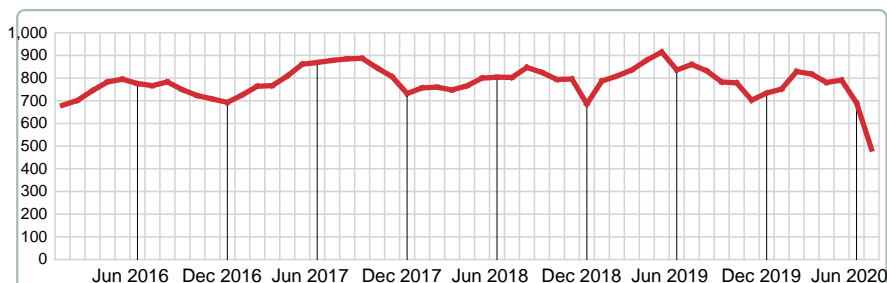
END OF JULY



ACTIVE DURING JULY

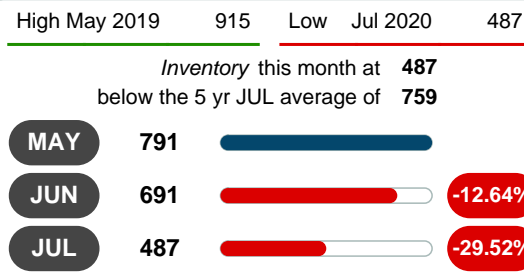


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 759



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	45	9.24%	81.4	26	16	3	0
\$25,001 - \$50,000	59	12.11%	32.7	59	0	0	0
\$50,001 - \$125,000	71	14.58%	90.9	55	14	2	0
\$125,001 - \$225,000	115	23.61%	71.1	31	63	18	3
\$225,001 - \$325,000	78	16.02%	53.9	24	22	30	2
\$325,001 - \$475,000	69	14.17%	88.5	18	21	25	5
\$475,001 and up	50	10.27%	127.6	30	5	9	6
Total Active Inventory by Units			487	243	141	87	16
Total Active Inventory by Volume			125,101,753	54.93M	32.14M	29.54M	8.49M
Average Active Inventory Listing Price			\$256,882	\$226,063	\$227,948	\$339,555	\$530,405

July 2020



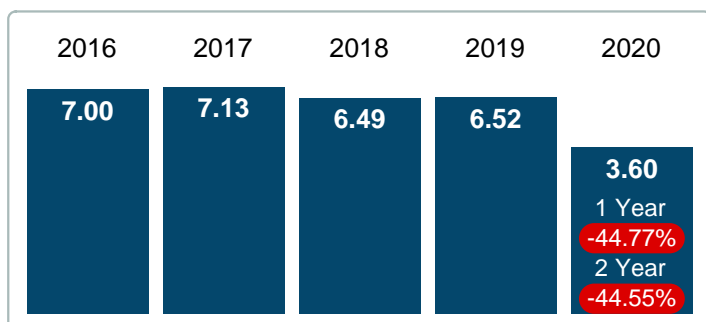
Area Delimited by County Of Wagoner



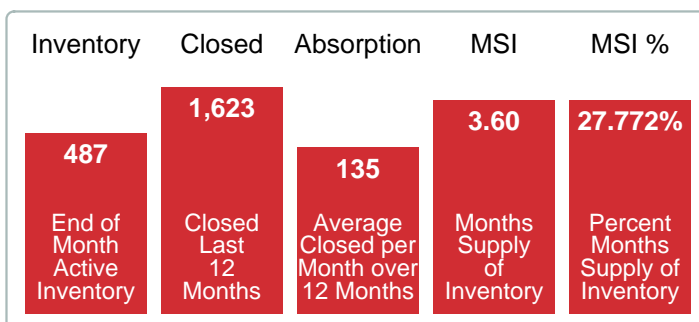
MONTHS SUPPLY of INVENTORY (MSI)

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

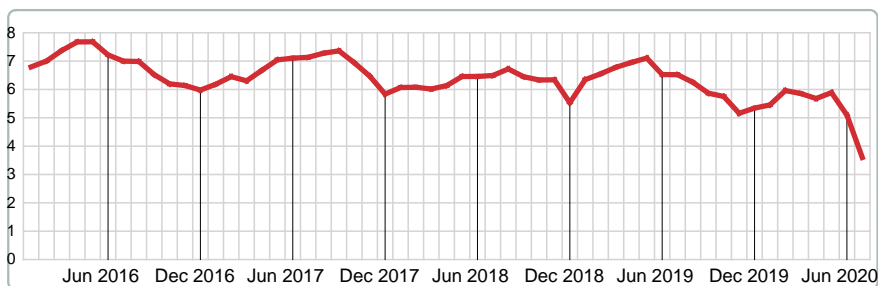
MSI FOR JULY



INDICATORS FOR JULY 2020

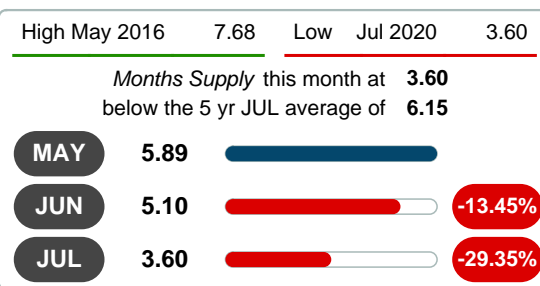


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 6.15



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
\$25,000 and less	45	9.24%	5.57	9.75	4.17	1.89	0.00
\$25,001 - \$50,000	59	12.11%	10.89	13.62	0.00	0.00	0.00
\$50,001 - \$125,000	71	14.58%	3.61	6.80	1.47	0.96	0.00
\$125,001 - \$225,000	115	23.61%	1.64	9.07	1.25	1.13	9.00
\$225,001 - \$325,000	78	16.02%	3.53	19.20	2.20	3.00	2.40
\$325,001 - \$475,000	69	14.17%	9.86	36.00	9.00	7.50	6.00
\$475,001 and up	50	10.27%	18.18	90.00	12.00	6.35	10.29
Market Supply of Inventory (MSI)			3.60	11.81	1.82	2.51	6.19
Total Active Inventory by Units		100%	3.60	243	141	87	16

July 2020

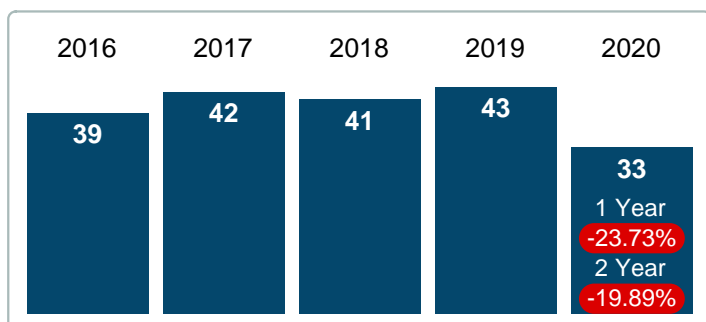
Area Delimited by County Of Wagoner



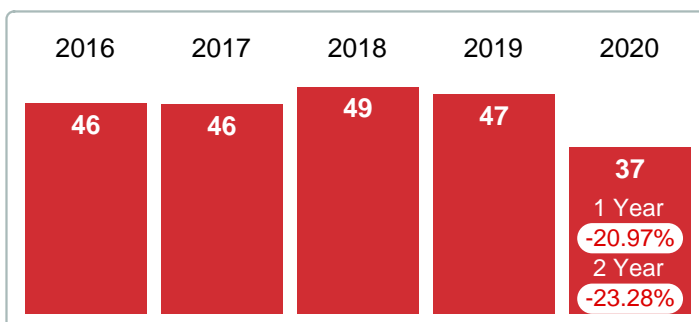
AVERAGE DAYS ON MARKET TO SALE

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

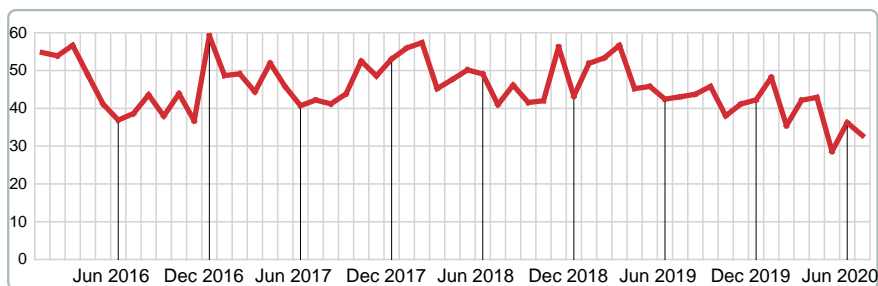
JULY



YEAR TO DATE (YTD)

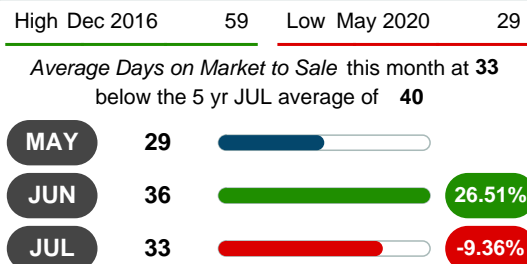


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 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
\$50,000 and less	7.78%	82	82	0	0	0
\$50,001 - \$125,000	11.67%	44	49	35	55	0
\$125,001 - \$150,000	7.78%	19	94	9	74	0
\$150,001 - \$200,000	31.11%	23	86	19	17	0
\$200,001 - \$225,000	11.67%	26	0	26	27	0
\$225,001 - \$275,000	16.11%	24	108	28	16	5
\$275,001 and up	13.89%	42	54	40	46	26
Average Closed DOM		33	71	24	28	15
Total Closed Units	100%	33	32	105	39	4
Total Closed Volume		35,721,607	2.82M	20.58M	10.04M	2.28M

July 2020



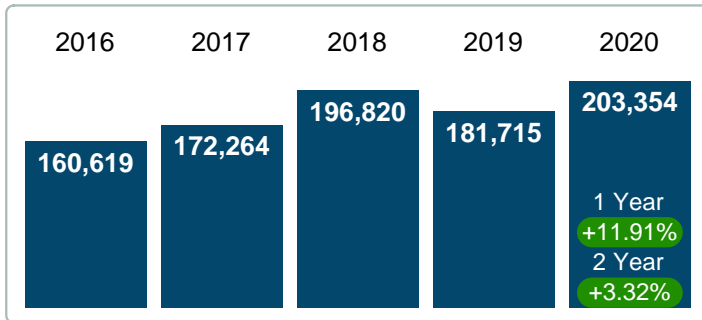
Area Delimited by County Of Wagoner



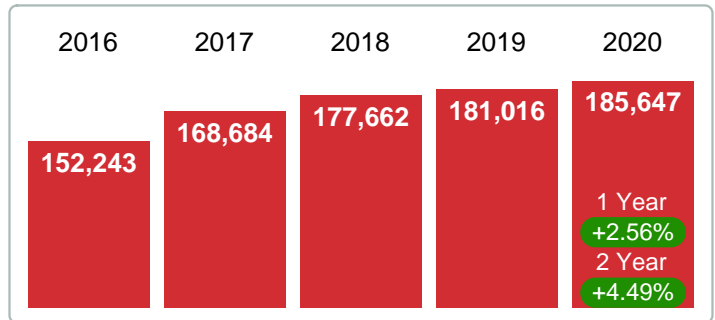
AVERAGE LIST PRICE AT CLOSING

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

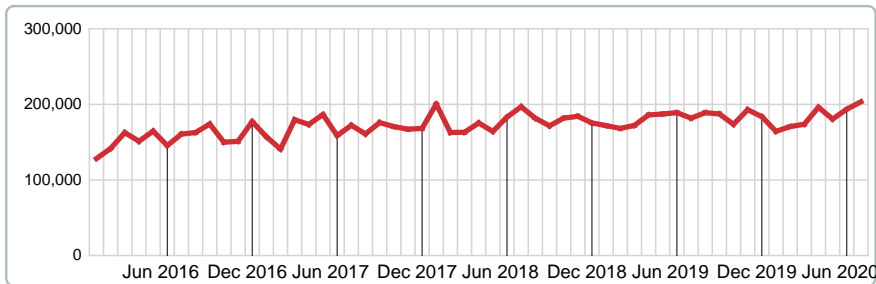
JULY



YEAR TO DATE (YTD)

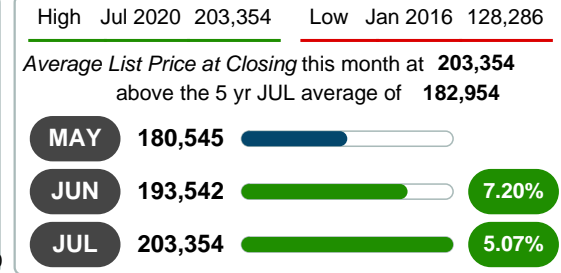


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 182,954



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	13	7.22%	31,069	33,100	0	0	0
\$50,001 - \$125,000	21	11.67%	86,695	89,891	96,878	80,000	0
\$125,001 - \$150,000	14	7.78%	142,779	135,000	141,192	150,000	0
\$150,001 - \$200,000	53	29.44%	173,269	242,722	173,564	178,271	0
\$200,001 - \$225,000	23	12.78%	211,965	0	215,043	210,857	0
\$225,001 - \$275,000	30	16.67%	245,777	229,000	245,748	247,169	243,250
\$275,001 and up	26	14.44%	421,096	297,800	361,811	408,770	993,500
Average List Price			203,354	98,124	197,480	262,943	618,375
Total Closed Units		100%	203,354	32	105	39	4
Total Closed Volume			36,603,652	3.14M	20.74M	10.25M	2.47M

July 2020

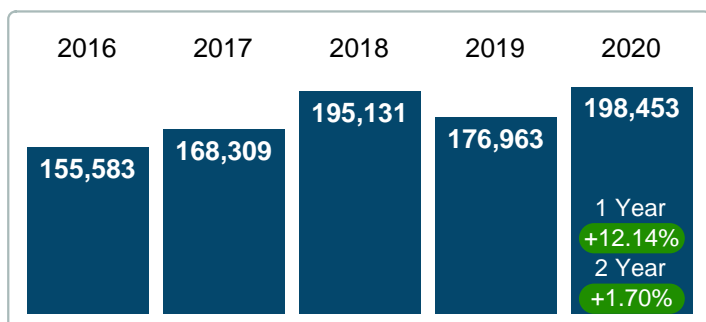
Area Delimited by County Of Wagoner



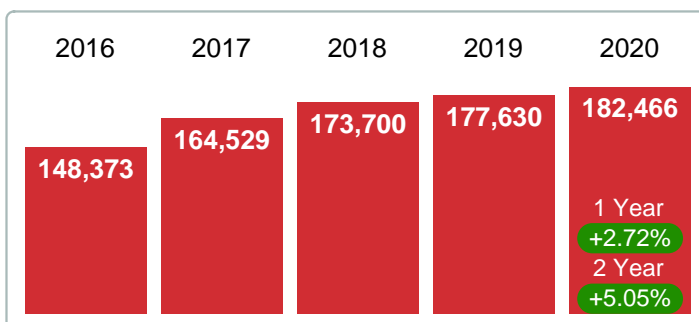
AVERAGE SOLD PRICE AT CLOSING

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

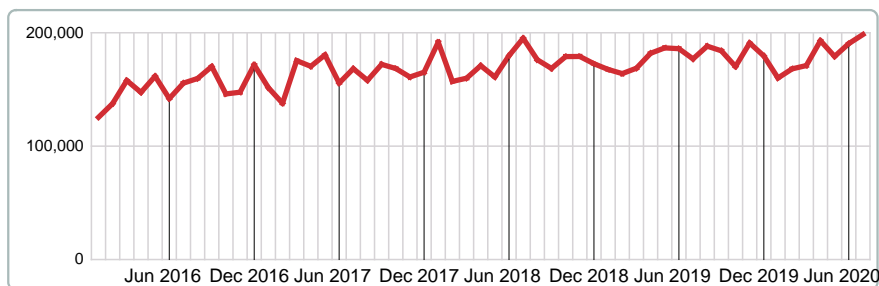
JULY



YEAR TO DATE (YTD)

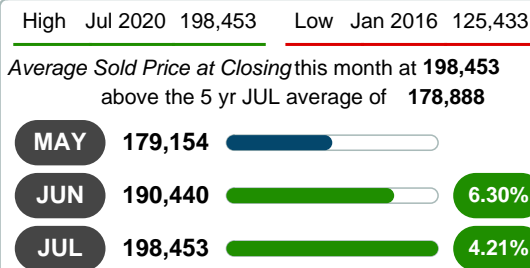


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 178,888



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	14	7.78%	29,857	29,857	0	0	0
\$50,001 - \$125,000	21	11.67%	85,617	79,405	95,500	65,000	0
\$125,001 - \$150,000	14	7.78%	141,979	135,000	142,308	145,000	0
\$150,001 - \$200,000	56	31.11%	174,570	194,988	173,248	174,504	0
\$200,001 - \$225,000	21	11.67%	211,881	0	211,815	212,014	0
\$225,001 - \$275,000	29	16.11%	245,667	229,000	244,235	247,908	248,750
\$275,001 and up	25	13.89%	406,727	289,000	355,126	390,180	891,000
Average Sold Price			198,453	88,075	196,033	257,442	569,875
Total Closed Units		100%	180	32	105	39	4
Total Closed Volume			35,721,607	2.82M	20.58M	10.04M	2.28M

July 2020



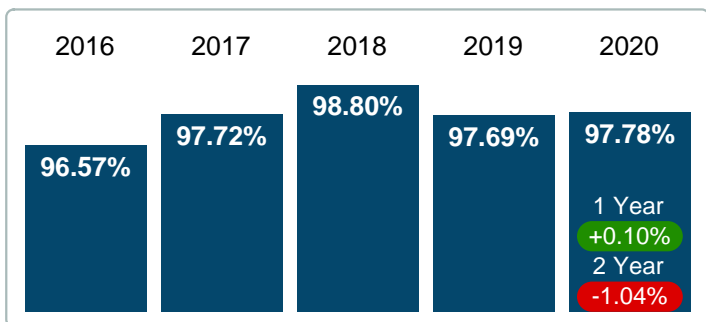
Area Delimited by County Of Wagoner



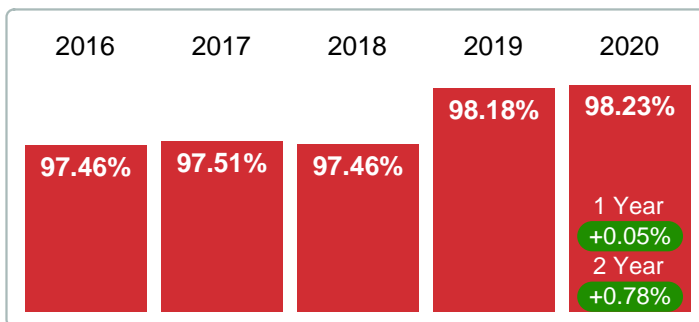
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

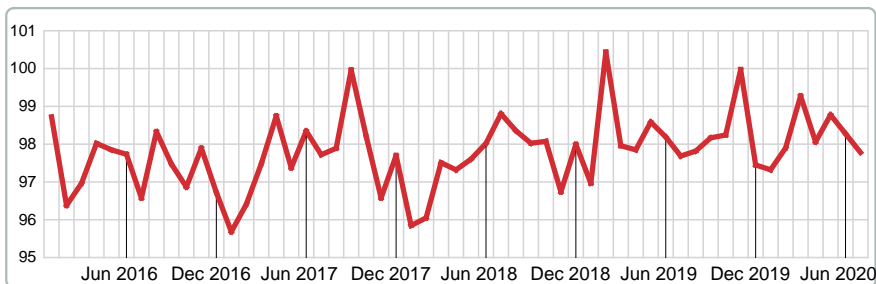
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

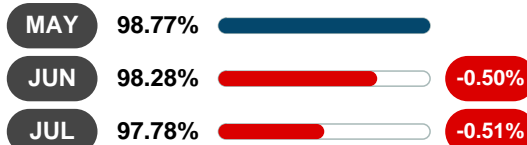


3 MONTHS

5 year JUL AVG = 97.71%

High Feb 2019 100.44% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **97.78%**
equal to 5 yr JUL average of **97.71%**



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	14	7.78%	90.14%	90.14%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	21	11.67%	94.07%	91.66%	98.42%	81.25%	0.00%
\$125,001 - \$150,000	14	7.78%	100.53%	100.00%	100.90%	96.67%	0.00%
\$150,001 - \$200,000	56	31.11%	98.72%	82.58%	99.90%	97.94%	0.00%
\$200,001 - \$225,000	21	11.67%	99.26%	0.00%	98.63%	100.54%	0.00%
\$225,001 - \$275,000	29	16.11%	100.02%	100.00%	99.39%	100.30%	102.34%
\$275,001 and up	25	13.89%	97.67%	97.17%	99.04%	97.09%	93.59%
Average Sold/List Ratio		97.80%		91.01%	99.56%	98.51%	97.96%
Total Closed Units	180	100%	97.80%	32	105	39	4
Total Closed Volume	35,721,607			2.82M	20.58M	10.04M	2.28M

July 2020



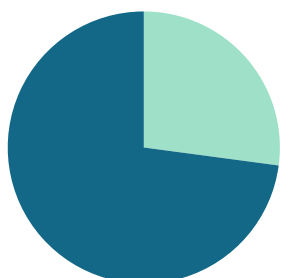
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY

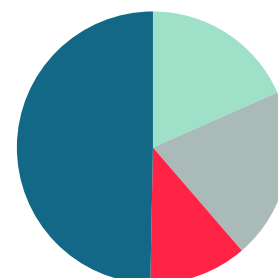


Inventory
 New Listings
257 = 27.11%
 Start Inventory
691
 Total Inventory Units
948
 Volume
\$216,329,914

Market Activity

Closed Sales
180 = 18.37%
 Pending Sales
199 = 20.31%
 Other Off Market
114 = 11.63%
 Active Inventory
487 = 49.69%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	184	180	-2.17%	967	941	-2.69%
Pending Sales	161	199	23.60%	1,021	1,133	10.97%
New Listings	277	257	-7.22%	1,765	1,646	-6.74%
Average List Price	181,715	203,354	11.91%	181,016	185,647	2.56%
Average Sale Price	176,963	198,453	12.14%	177,630	182,466	2.72%
Average Percent of Selling Price to List Price	97.69%	97.78%	0.10%	98.18%	98.23%	0.05%
Average Days on Market to Sale	43.04	32.83	-23.73%	47.39	37.45	-20.97%
Monthly Inventory	860	487	-43.37%	860	487	-43.37%
Months Supply of Inventory	6.52	3.60	-44.77%	6.52	3.60	-44.77%

Absorption: Last 12 months, an Average of **135** Sales/Month

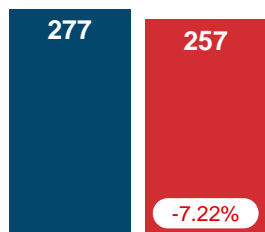
Inventory on July 31, 2020 = **487**

2019 **2020**

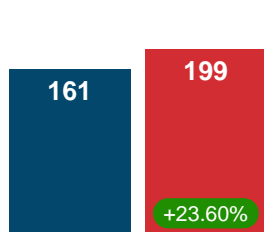
JULY MARKET

AVERAGE PRICES

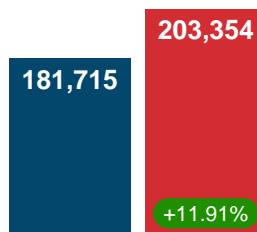
New Listings



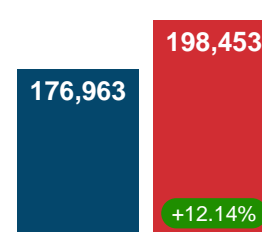
Pending Listings



List Price



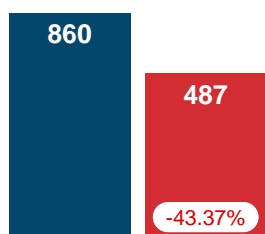
Sale Price



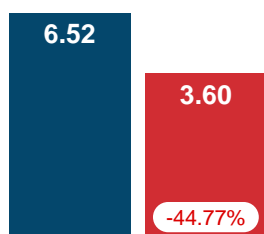
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

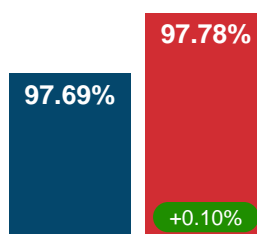
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

