

# July 2020

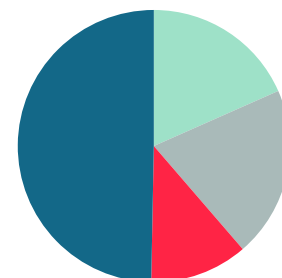
Area Delimited by County Of Wagoner



## 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%
Median List Price	170,000	186,188	9.52%
Median Sale Price	167,452	186,688	11.49%
Median Percent of Selling Price to List Price	99.86%	100.00%	0.14%
Median Days on Market to Sale	25.00	10.50	-58.00%
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.

#### 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 **11.49%** in July 2020 to \$186,688 versus the previous year at \$167,452.

#### Median Days on Market Shortens

The median number of **10.50** days that homes spent on the market before selling decreased by 14.50 days or **58.00%** in July 2020 compared to last year's same month at **25.00** DOM.

#### Sales Success for July 2020 is Positive

Overall, with Median 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

<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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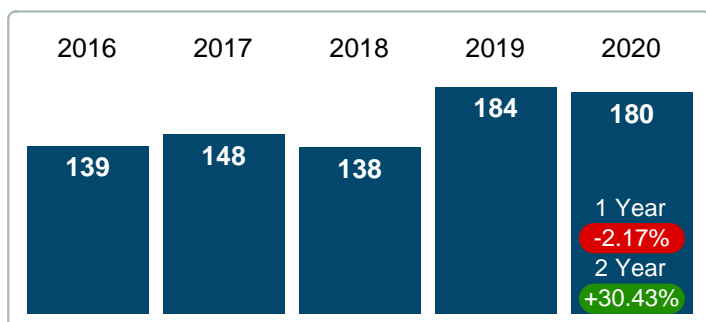
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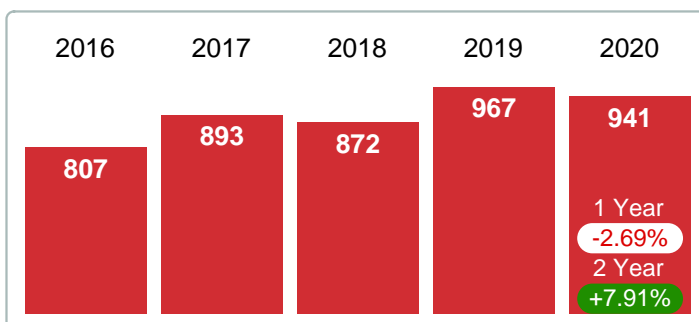
## CLOSED LISTINGS

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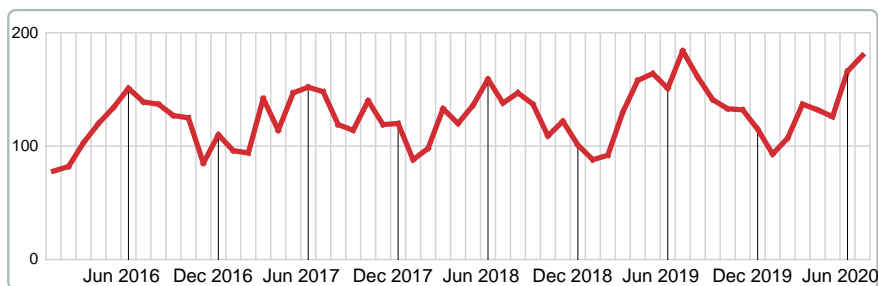
### JULY



### YEAR TO DATE (YTD)

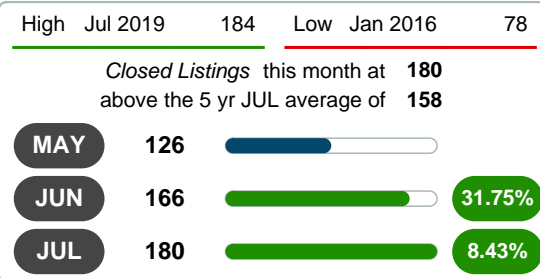


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 158



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	7.78%	78.5	14	0	0	0
\$50,001 - \$125,000	21	11.67%	8.0	11	9	1	0
\$125,001 - \$150,000	14	7.78%	8.0	1	12	1	0
\$150,001 - \$200,000	56	31.11%	6.5	3	46	7	0
\$200,001 - \$225,000	21	11.67%	11.0	0	14	7	0
\$225,001 - \$275,000	29	16.11%	6.0	1	13	13	2
\$275,001 and up	25	13.89%	23.0	2	11	10	2
<b>Total Closed Units</b>	<b>180</b>			<b>32</b>	<b>105</b>	<b>39</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>35,721,607</b>	<b>100%</b>	<b>10.5</b>	<b>2.82M</b>	<b>20.58M</b>	<b>10.04M</b>	<b>2.28M</b>
<b>Median Closed Price</b>	<b>\$186,688</b>			<b>\$65,000</b>	<b>\$178,606</b>	<b>\$239,900</b>	<b>\$325,000</b>

# July 2020



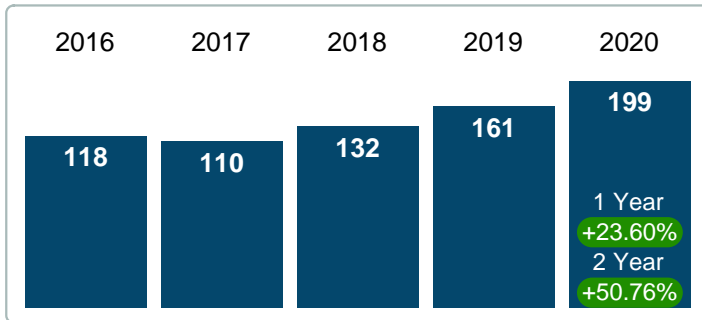
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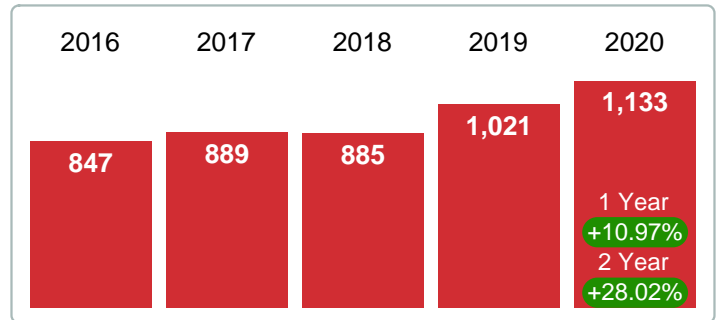
## PENDING LISTINGS

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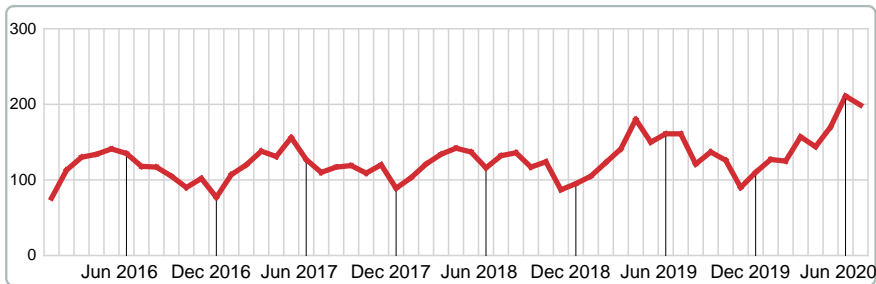
### JULY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	18	9.05%	76.0	14	4	0	0
\$75,001 - \$125,000	14	7.04%	12.5	6	6	2	0
\$125,001 - \$175,000	40	20.10%	8.5	4	30	6	0
\$175,001 - \$225,000	44	22.11%	13.5	2	32	10	0
\$225,001 - \$275,000	25	12.56%	20.0	0	12	13	0
\$275,001 - \$400,000	38	19.10%	19.0	1	19	14	4
\$400,001 and up	20	10.05%	55.0	1	4	11	4
<b>Total Pending Units</b>	<b>199</b>			<b>28</b>	<b>107</b>	<b>56</b>	<b>8</b>
<b>Total Pending Volume</b>	<b>46,718,659</b>	<b>100%</b>	<b>18.0</b>	<b>2.86M</b>	<b>23.25M</b>	<b>16.65M</b>	<b>3.96M</b>
<b>Median Listing Price</b>	<b>\$201,682</b>			<b>\$74,950</b>	<b>\$193,500</b>	<b>\$253,450</b>	<b>\$436,950</b>

# July 2020



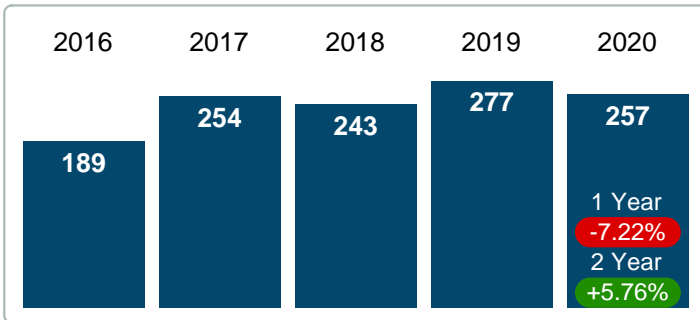
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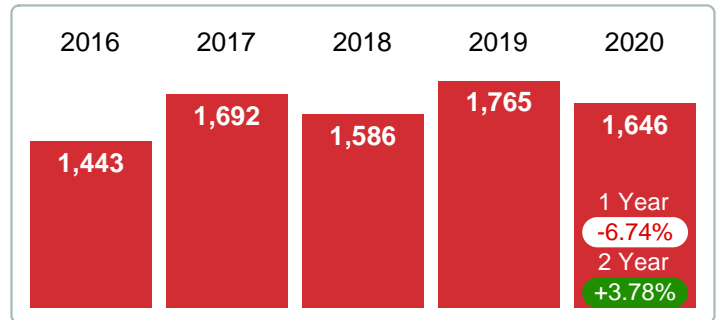
## NEW LISTINGS

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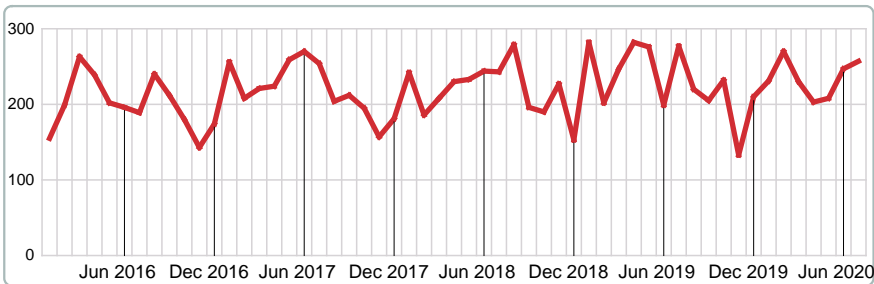
### JULY



### YEAR TO DATE (YTD)

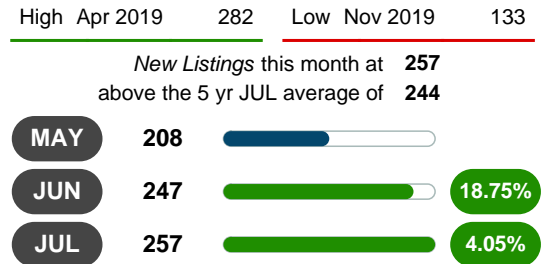


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>257</b>		<b>87</b>	<b>111</b>	<b>54</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>46,741,193</b>	<b>100%</b>	<b>7.43M</b>	<b>21.93M</b>	<b>15.35M</b>	<b>2.03M</b>
<b>Median New Listed Listing Price</b>	<b>\$174,500</b>		<b>\$43,300</b>	<b>\$189,900</b>	<b>\$269,450</b>	<b>\$349,000</b>

# July 2020



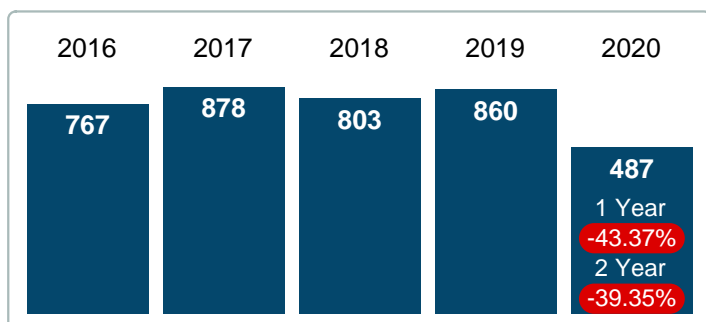
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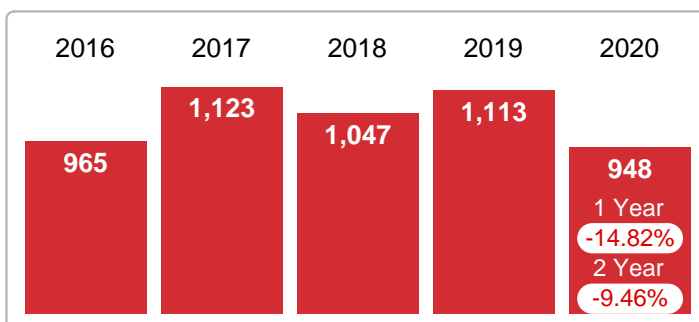
## ACTIVE INVENTORY

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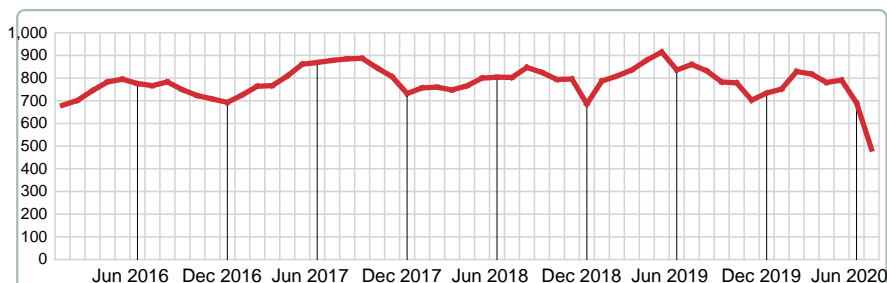
### END OF JULY



### ACTIVE DURING JULY

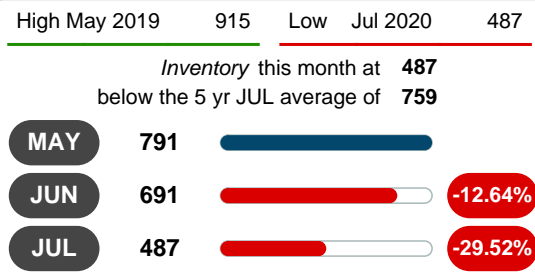


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 759



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	45	9.24%	59.0	26	16	3	0
\$25,001 - \$50,000	59	12.11%	14.0	59	0	0	0
\$50,001 - \$125,000	71	14.58%	92.0	55	14	2	0
\$125,001 - \$225,000	115	23.61%	50.0	31	63	18	3
\$225,001 - \$325,000	78	16.02%	33.0	24	22	30	2
\$325,001 - \$475,000	69	14.17%	84.0	18	21	25	5
\$475,001 and up	50	10.27%	131.5	30	5	9	6
Total Active Inventory by Units		487		243	141	87	16
Total Active Inventory by Volume		125,101,753	100%	54.93M	32.14M	29.54M	8.49M
Median Active Inventory Listing Price		\$185,000		\$89,900	\$185,000	\$299,900	\$394,700

# July 2020



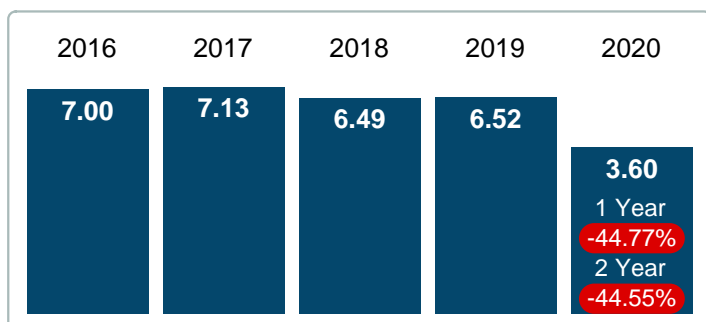
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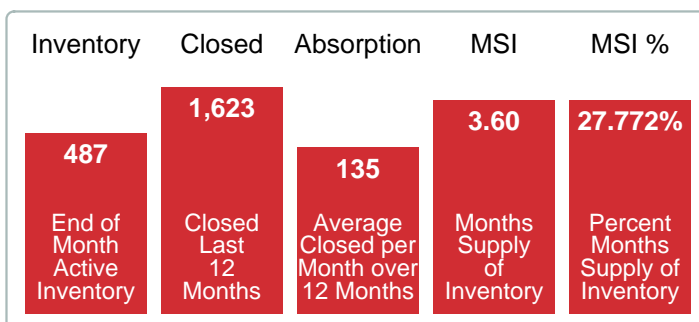
## MONTHS SUPPLY of INVENTORY (MSI)

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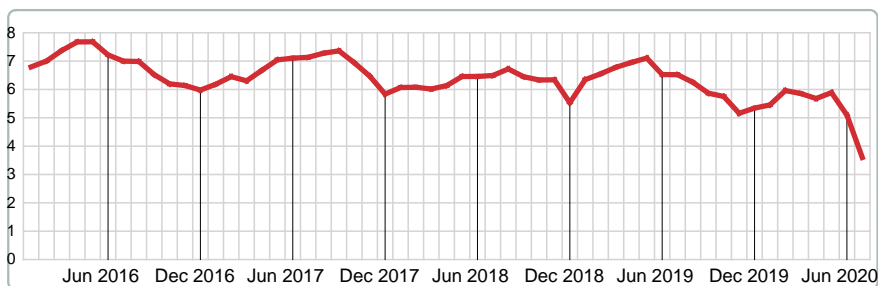
### MSI FOR JULY



### INDICATORS FOR JULY 2020

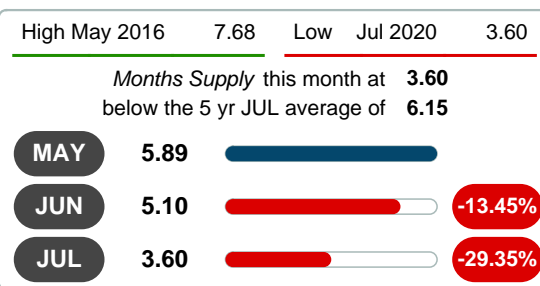


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



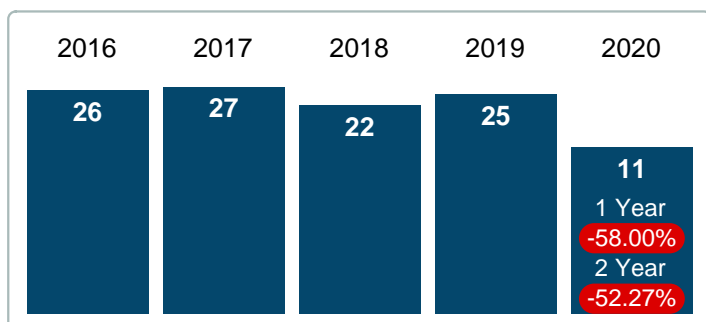
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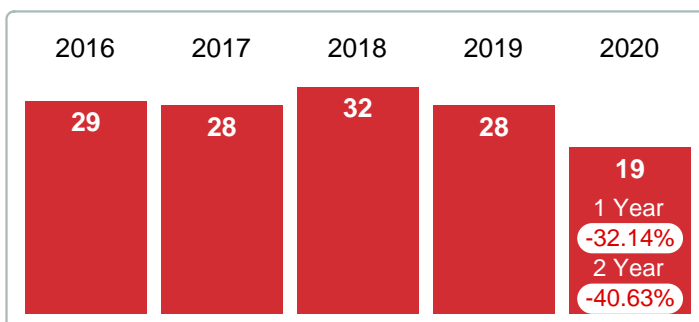
## MEDIAN DAYS ON MARKET TO SALE

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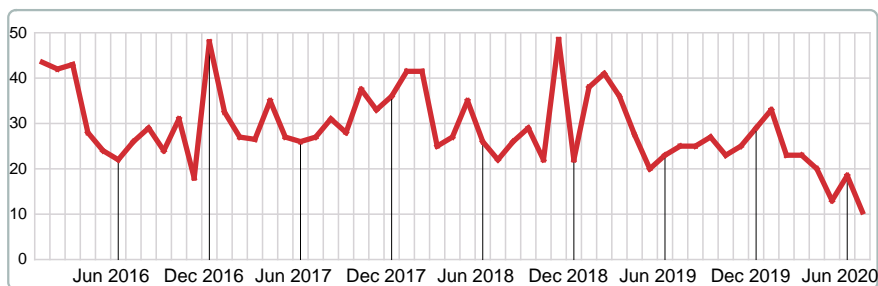
### JULY



### YEAR TO DATE (YTD)

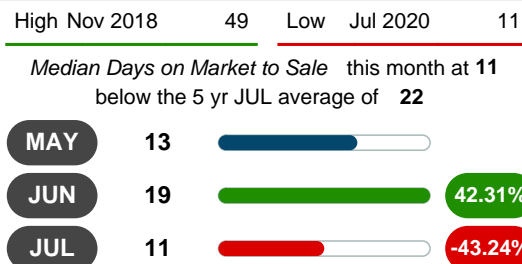


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 22



### 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	7.78%	79	79	0	0	0
\$50,001 - \$125,000	11.67%	8	15	4	55	0
\$125,001 - \$150,000	7.78%	8	94	7	74	0
\$150,001 - \$200,000	31.11%	7	105	5	12	0
\$200,001 - \$225,000	11.67%	11	0	13	4	0
\$225,001 - \$275,000	16.11%	6	108	4	6	5
\$275,001 and up	13.89%	23	54	23	24	26
Median Closed DOM		11	77	7	12	6
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



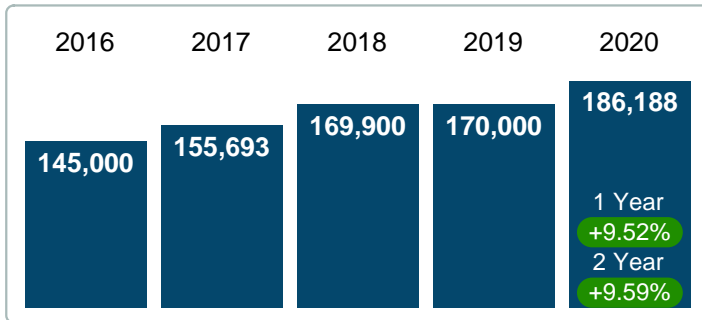
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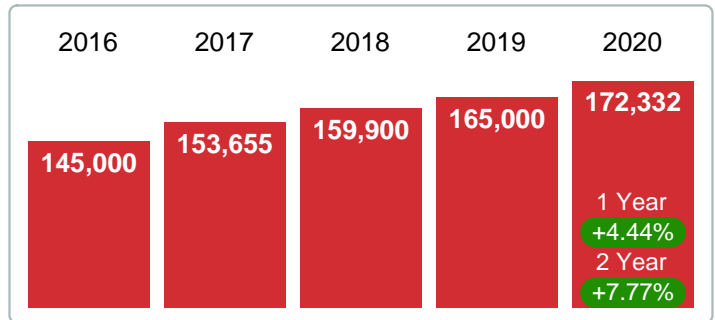
## MEDIAN LIST PRICE AT CLOSING

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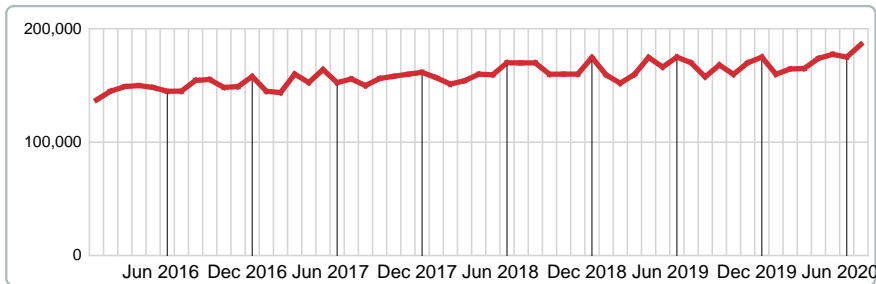
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

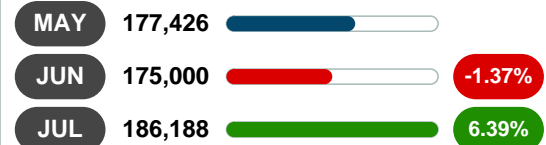


### 3 MONTHS

5 year JUL AVG = 165,356

High Jul 2020 186,188 Low Jan 2016 137,250

Median List Price at Closing this month at **186,188** above the 5 yr JUL average of **165,356**



### 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	7.22%	32,000	32,000	0	0	0
\$50,001 - \$125,000	11.67%	79,900	69,950	99,500	80,000	0
\$125,001 - \$150,000	7.78%	144,700	137,250	144,900	150,000	0
\$150,001 - \$200,000	29.44%	169,500	160,000	168,700	182,500	0
\$200,001 - \$225,000	12.78%	214,500	214,950	214,500	212,400	0
\$225,001 - \$275,000	16.67%	242,500	229,000	241,637	247,000	243,250
\$275,001 and up	14.44%	318,800	298,265	322,000	332,450	993,500
<b>Median List Price</b>		<b>186,188</b>	<b>65,000</b>	<b>179,500</b>	<b>239,900</b>	<b>323,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>186,188</b>	<b>32</b>	<b>105</b>	<b>39</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>36,603,652</b>	<b>3.14M</b>	<b>20.74M</b>	<b>10.25M</b>	<b>2.47M</b>



# July 2020



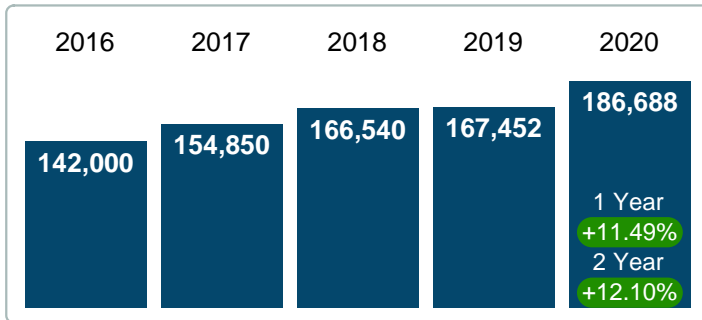
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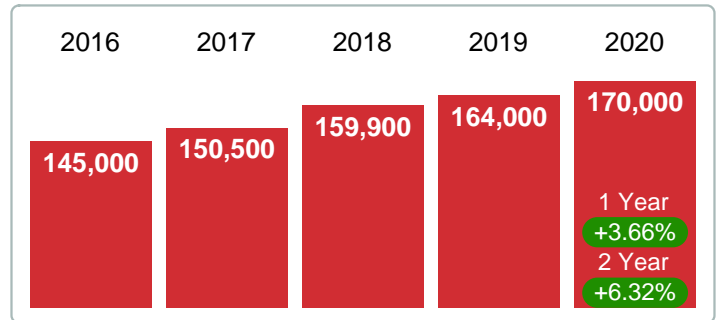
## MEDIAN SOLD PRICE AT CLOSING

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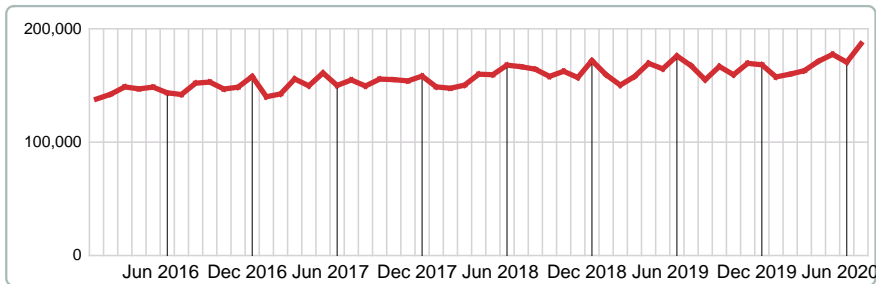
### JULY



### YEAR TO DATE (YTD)

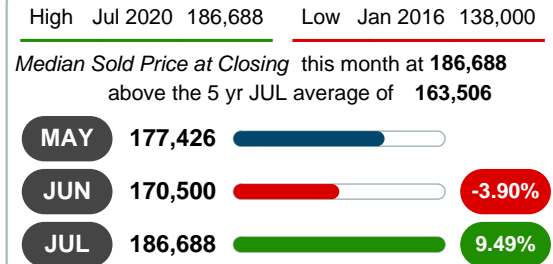


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 163,506



### 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	7.78%	31,500	31,500	0	0	0
\$50,001 - \$125,000	11.67%	73,000	70,000	96,000	65,000	0
\$125,001 - \$150,000	7.78%	145,000	135,000	145,300	145,000	0
\$150,001 - \$200,000	31.11%	171,500	195,000	170,000	180,000	0
\$200,001 - \$225,000	11.67%	214,000	0	211,000	214,300	0
\$225,001 - \$275,000	16.11%	240,000	229,000	238,000	247,000	248,750
\$275,001 and up	13.89%	322,000	289,000	322,000	327,450	891,000
Median Sold Price		186,688	65,000	178,606	239,900	325,000
Total Closed Units	100%	186,688	32	105	39	4
Total Closed Volume		35,721,607	2.82M	20.58M	10.04M	2.28M

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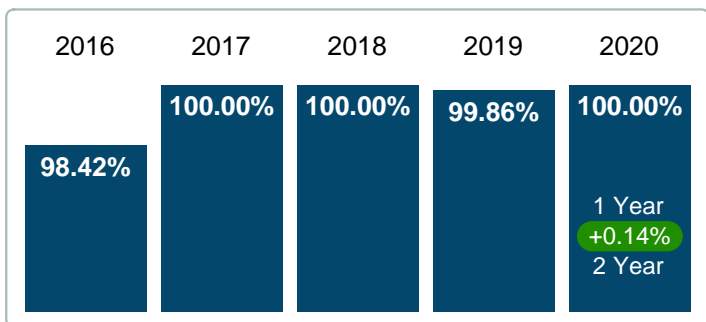
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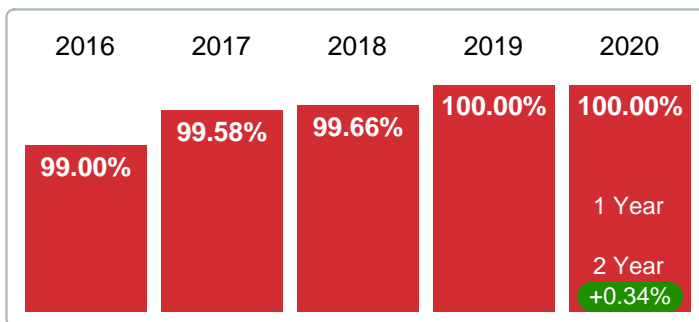
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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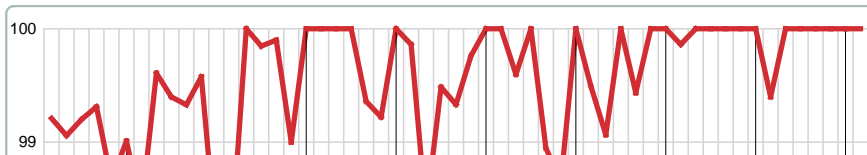
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 99.66%

High Jul 2020 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at **100.00%**  
equal to 5 yr JUL average of **99.66%**

MAY 100.00% ✓  
JUN 100.00% ✓ 0.00%  
JUL 100.00% ✓ 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	14	7.78%	95.99%	95.99%	0.00%	0.00%	0.00%
\$50,001 - \$125,000	21	11.67%	97.62%	96.67%	100.00%	81.25%	0.00%
\$125,001 - \$150,000	14	7.78%	100.00%	100.00%	100.04%	96.67%	0.00%
\$150,001 - \$200,000	56	31.11%	100.00%	88.89%	100.00%	100.00%	0.00%
\$200,001 - \$225,000	21	11.67%	100.00%	0.00%	100.00%	100.50%	0.00%
\$225,001 - \$275,000	29	16.11%	100.00%	100.00%	100.00%	100.00%	102.34%
\$275,001 and up	25	13.89%	99.49%	97.17%	100.00%	99.07%	93.59%
Median Sold/List Ratio		100.00%		95.99%	100.00%	100.00%	100.58%
Total Closed Units	180	100%	100.00%	32	105	39	4
Total Closed Volume	35,721,607			2.82M	20.58M	10.04M	2.28M

# July 2020



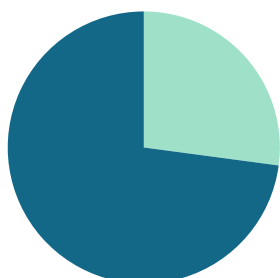
Area Delimited by County Of Wagoner



## MARKET SUMMARY

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

### INVENTORY

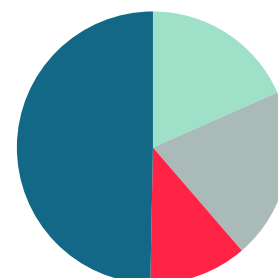


**Inventory**  
 New Listings  
**257 = 27.11%**  
 Start Inventory  
**691**  
 Total Inventory Units  
**948**  
 Volume  
**\$216,329,914**

### 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%
Median List Price	170,000	186,188	9.52%	165,000	172,332	4.44%
Median Sale Price	167,452	186,688	11.49%	164,000	170,000	3.66%
Median Percent of Selling Price to List Price	99.86%	100.00%	0.14%	100.00%	100.00%	0.00%
Median Days on Market to Sale	25.00	10.50	-58.00%	28.00	19.00	-32.14%
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

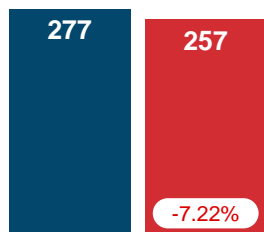
**Inventory** on July 31, 2020 = **487**

**2019** **2020**

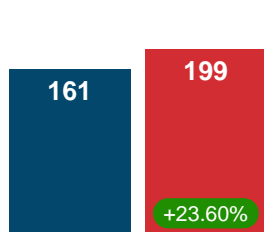
### JULY MARKET

### MEDIAN PRICES

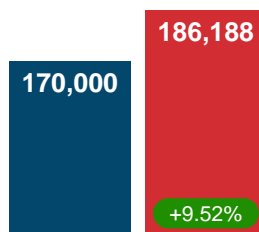
#### New Listings



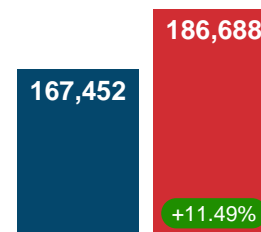
#### Pending Listings



#### List Price



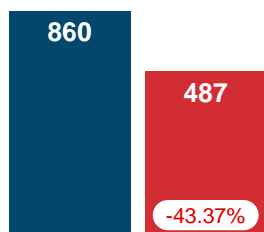
#### Sale Price



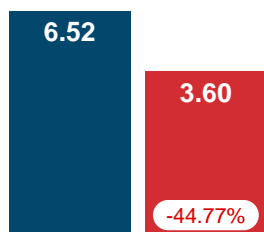
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

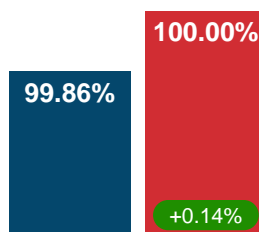
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

