

# May 2020

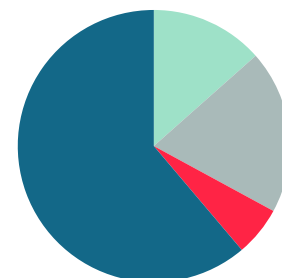
Area Delimited by County Of Wagoner



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	163	130	-20.25%
Pending Listings	149	188	26.17%
New Listings	276	211	-23.55%
Average List Price	187,691	173,144	-7.75%
Average Sale Price	187,127	171,818	-8.18%
Average Percent of Selling Price to List Price	98.58%	98.94%	0.37%
Average Days on Market to Sale	46.07	28.98	-37.08%
End of Month Inventory	911	591	-35.13%
Months Supply of Inventory	7.15	4.42	-38.20%



■ Closed (13.46%)  
■ Pending (19.46%)  
■ Other OffMarket (5.90%)  
■ Active (61.18%)

**Absorption:** Last 12 months, an Average of **134** Sales/Month  
**Active Inventory** as of May 31, 2020 = **591**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **35.13%** to 591 existing homes available for sale. Over the last 12 months this area has had an average of 134 closed sales per month. This represents an unsold inventory index of **4.42** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **8.18%** in May 2020 to \$171,818 versus the previous year at \$187,127.

#### Average Days on Market Shortens

The average number of **28.98** days that homes spent on the market before selling decreased by 17.08 days or **37.08%** in May 2020 compared to last year's same month at **46.07** DOM.

#### Sales Success for May 2020 is Positive

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

There were 211 New Listings in May 2020, down **23.55%** from last year at 276. Furthermore, there were 130 Closed Listings this month versus last year at 163, a **-20.25%** decrease.

Closed versus Listed trends yielded a **61.6%** ratio, up from previous year's, May 2019, at **59.1%**, a **4.32%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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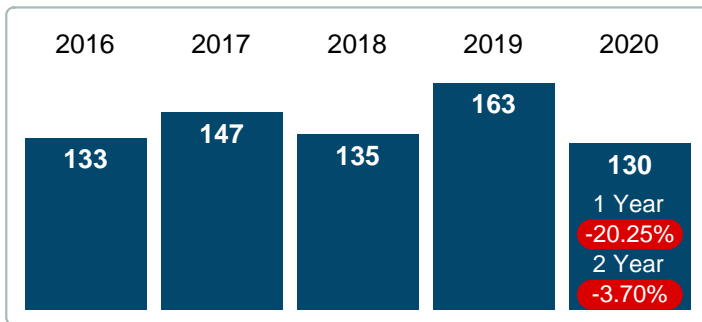
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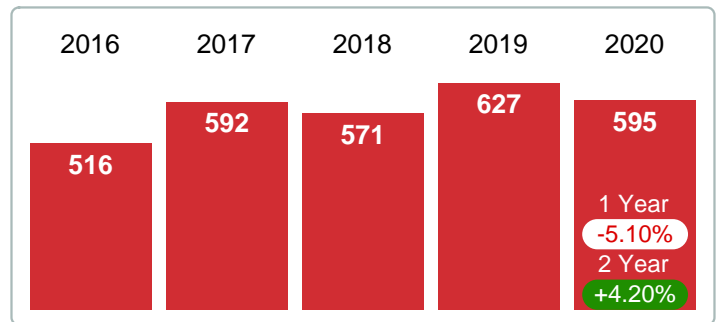
## CLOSED LISTINGS

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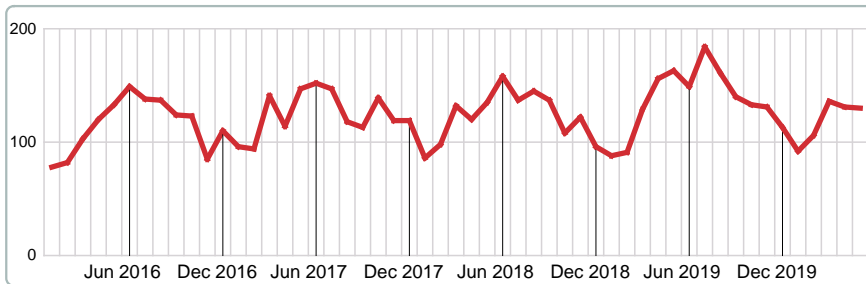
### MAY



### YEAR TO DATE (YTD)

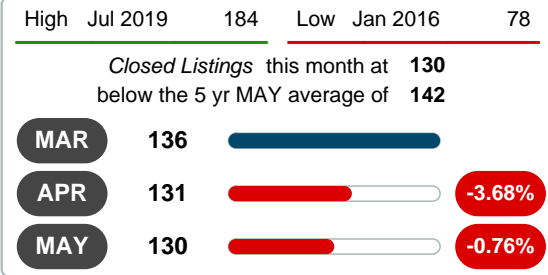


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 142



### 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	10.77%	37.6	6	6	2	0
\$50,001 - \$125,000	15	11.54%	16.8	4	8	3	0
\$125,001 - \$150,000	13	10.00%	22.7	0	13	0	0
\$150,001 - \$175,000	23	17.69%	33.7	1	16	6	0
\$175,001 - \$200,000	24	18.46%	27.1	1	15	8	0
\$200,001 - \$250,000	24	18.46%	32.4	0	11	13	0
\$250,001 and up	17	13.08%	28.9	0	8	9	0
<b>Total Closed Units</b>	<b>130</b>			<b>12</b>	<b>77</b>	<b>41</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>22,336,305</b>	<b>100%</b>	<b>29.0</b>	<b>842.75K</b>	<b>13.07M</b>	<b>8.43M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$171,818</b>			<b>\$70,229</b>	<b>\$169,678</b>	<b>\$205,569</b>	<b>\$0</b>

# May 2020



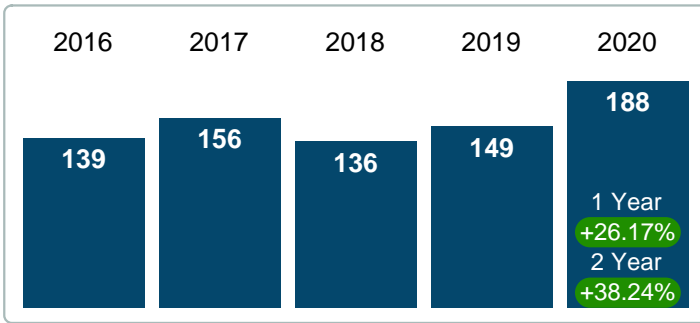
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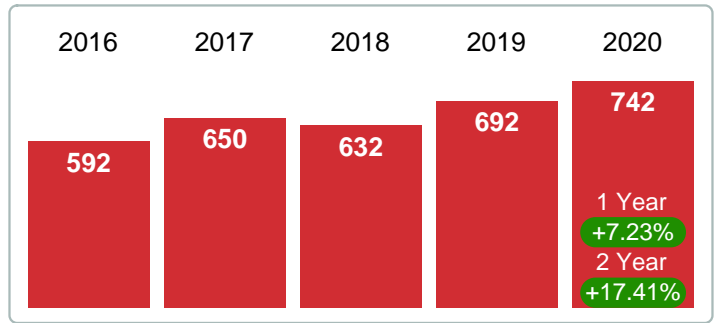
## PENDING LISTINGS

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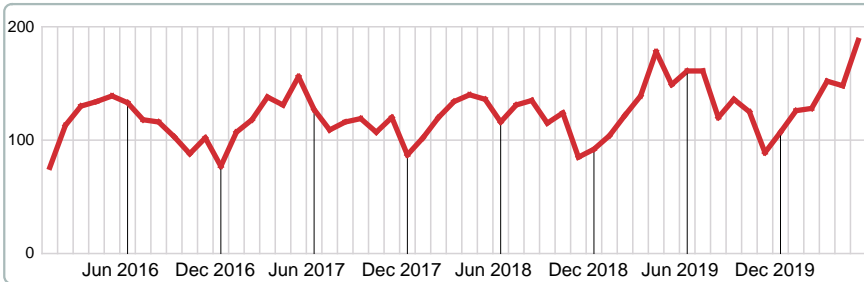
### MAY



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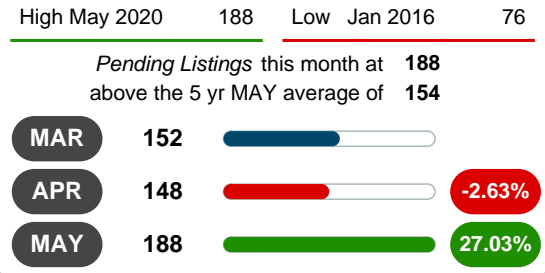


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 154



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	5.32%	63.2	8	1	1	0
\$50,001 - \$125,000	29	15.43%	52.6	15	12	2	0
\$125,001 - \$150,000	27	14.36%	40.3	5	19	3	0
\$150,001 - \$175,000	27	14.36%	36.4	2	23	2	0
\$175,001 - \$225,000	48	25.53%	29.4	2	35	10	1
\$225,001 - \$275,000	23	12.23%	29.5	2	12	9	0
\$275,001 and up	24	12.77%	36.0	2	11	9	2
<b>Total Pending Units</b>	<b>188</b>			<b>36</b>	<b>113</b>	<b>36</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>34,677,027</b>	<b>100%</b>	<b>14.4</b>	<b>4.12M</b>	<b>21.11M</b>	<b>8.53M</b>	<b>912.90K</b>
<b>Average Listing Price</b>	<b>\$190,297</b>			<b>\$114,334</b>	<b>\$186,852</b>	<b>\$237,051</b>	<b>\$304,300</b>

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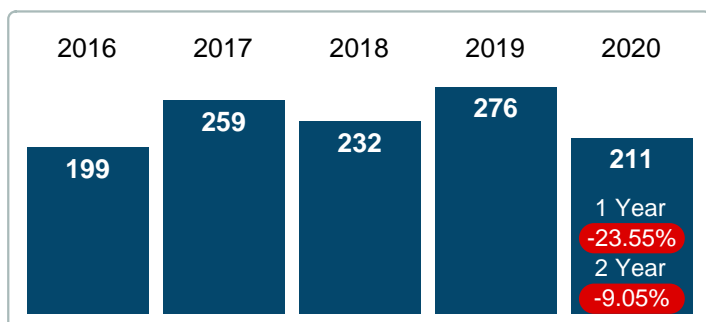
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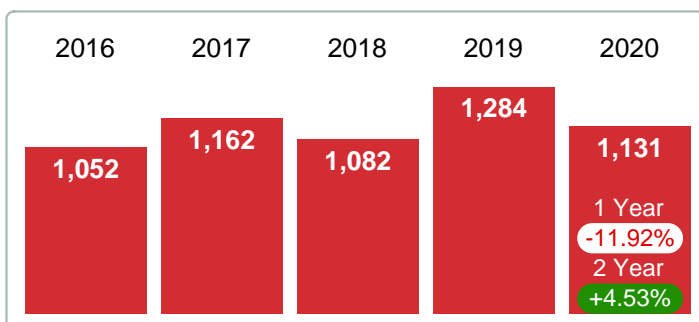
## NEW LISTINGS

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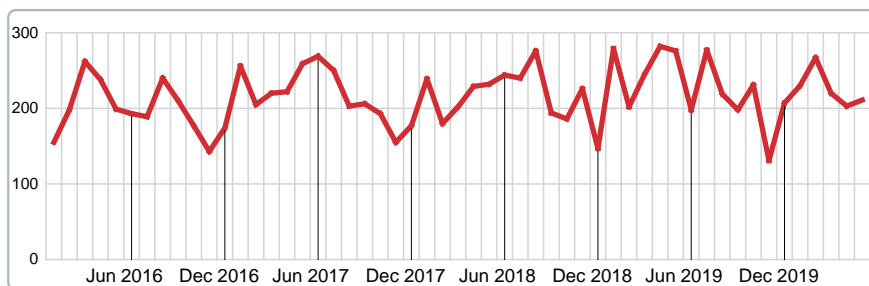
### MAY



### YEAR TO DATE (YTD)

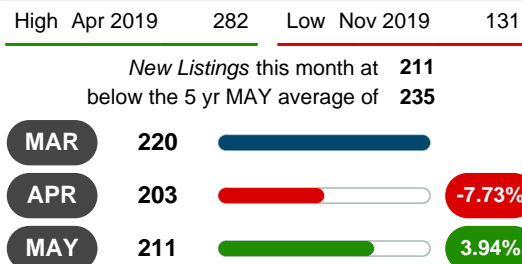


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 235



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	20	9.48%	15	3	2	0
\$50,001 - \$125,000	25	11.85%	8	16	1	0
\$125,001 - \$150,000	20	9.48%	5	14	1	0
\$150,001 - \$200,000	54	25.59%	3	45	6	0
\$200,001 - \$250,000	34	16.11%	0	19	13	2
\$250,001 - \$350,000	31	14.69%	7	12	10	2
\$350,001 and up	27	12.80%	5	8	8	6
<b>Total New Listed Units</b>	<b>211</b>		<b>43</b>	<b>117</b>	<b>41</b>	<b>10</b>
<b>Total New Listed Volume</b>	<b>48,934,889</b>	<b>100%</b>	<b>7.88M</b>	<b>24.90M</b>	<b>10.57M</b>	<b>5.59M</b>
<b>Average New Listed Listing Price</b>	<b>\$192,026</b>		<b>\$183,188</b>	<b>\$212,795</b>	<b>\$257,901</b>	<b>\$558,680</b>

# May 2020



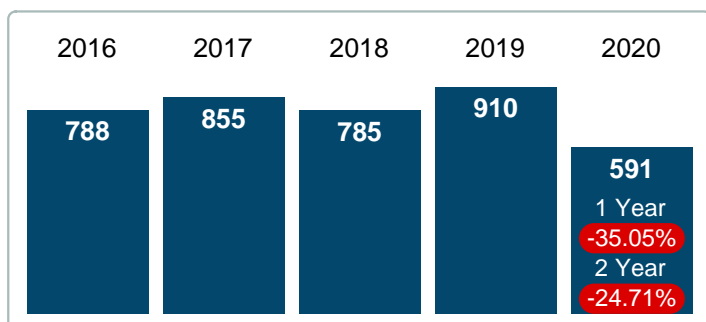
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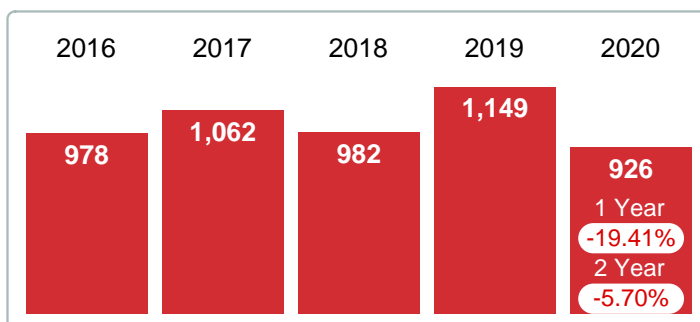
## ACTIVE INVENTORY

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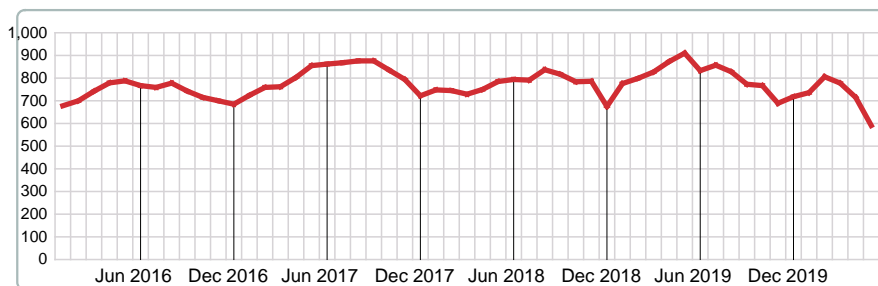
### END OF MAY



### ACTIVE DURING MAY

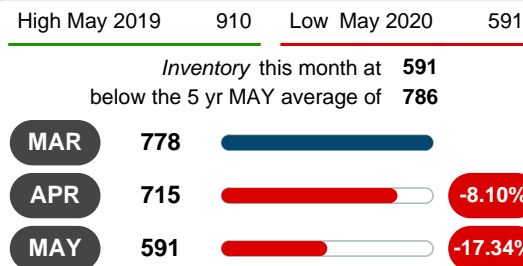


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 786



### 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	36	6.09%	102.4	31	4	1	0
\$25,001 - \$50,000	89	15.06%	108.9	81	7	1	0
\$50,001 - \$100,000	58	9.81%	102.4	47	9	2	0
\$100,001 - \$200,000	184	31.13%	98.1	68	93	21	2
\$200,001 - \$300,000	87	14.72%	56.9	16	37	29	5
\$300,001 - \$475,000	75	12.69%	73.8	15	25	26	9
\$475,001 and up	62	10.49%	95.9	34	9	11	8
Total Active Inventory by Units	591			292	184	91	24
Total Active Inventory by Volume	150,881,946	100%	91.0	66.25M	41.81M	29.51M	13.31M
Average Active Inventory Listing Price	\$255,299			\$226,881	\$227,241	\$324,317	\$554,477

# May 2020



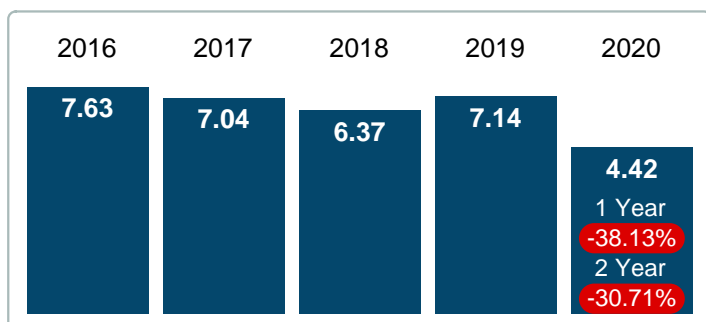
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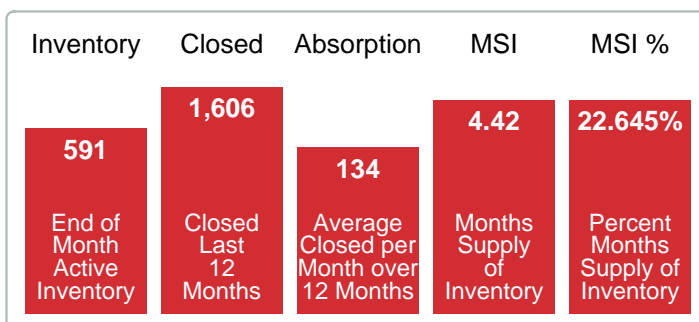
## MONTHS SUPPLY of INVENTORY (MSI)

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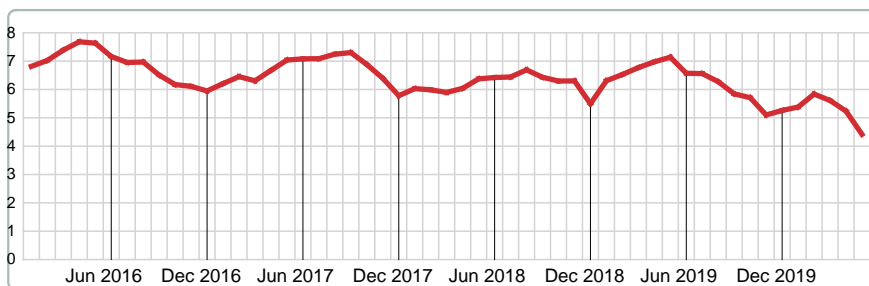
### MSI FOR MAY



### INDICATORS FOR MAY 2020

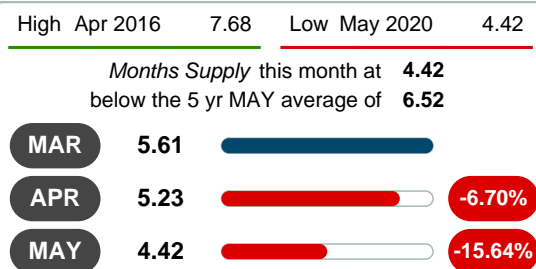


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 6.52



### 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
\$30,000 and less	6.94%	3.64	12.00	0.70	0.40	0.00
\$30,001 - \$50,000	14.21%	21.45	26.06	7.64	12.00	0.00
\$50,001 - \$110,000	11.34%	4.76	9.56	1.85	1.71	0.00
\$110,001 - \$200,000	29.61%	2.78	14.77	1.95	1.61	4.80
\$200,001 - \$310,000	15.57%	3.11	13.50	2.68	2.34	6.00
\$310,001 - \$490,000	12.69%	7.56	16.00	10.00	4.29	15.43
\$490,001 and up	9.64%	27.36	93.00	19.20	13.33	13.71
Market Supply of Inventory (MSI)		4.42	16.00	2.41	2.48	9.93
Total Active Inventory by Units	100%	4.42	292	184	91	24

# May 2020



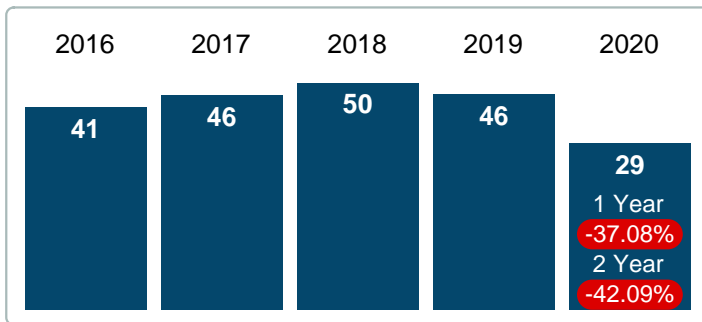
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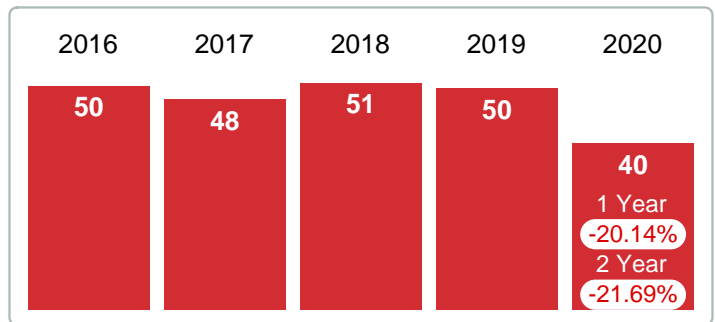
## AVERAGE DAYS ON MARKET TO SALE

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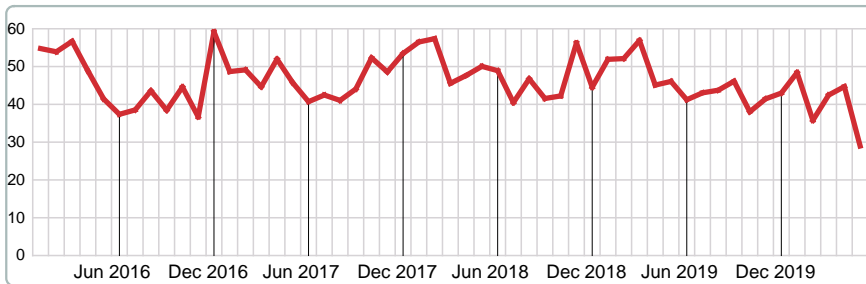
### MAY



### YEAR TO DATE (YTD)

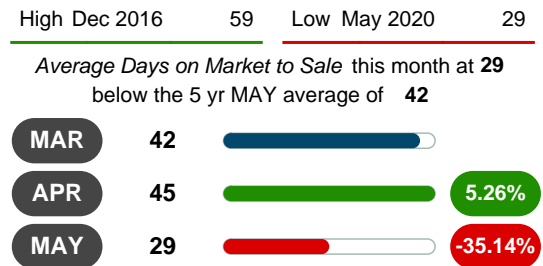


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY 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	10.77%	38	40	46	4	0
\$50,001 - \$125,000	11.54%	17	11	21	14	0
\$125,001 - \$150,000	10.00%	23	0	23	0	0
\$150,001 - \$175,000	17.69%	34	7	28	53	0
\$175,001 - \$200,000	18.46%	27	43	24	31	0
\$200,001 - \$250,000	18.46%	32	0	18	45	0
\$250,001 and up	13.08%	29	0	37	22	0
Average Closed DOM		29	28	26	34	0
Total Closed Units	100%	29	12	77	41	
Total Closed Volume		22,336,305	842.75K	13.07M	8.43M	0.00B



# May 2020



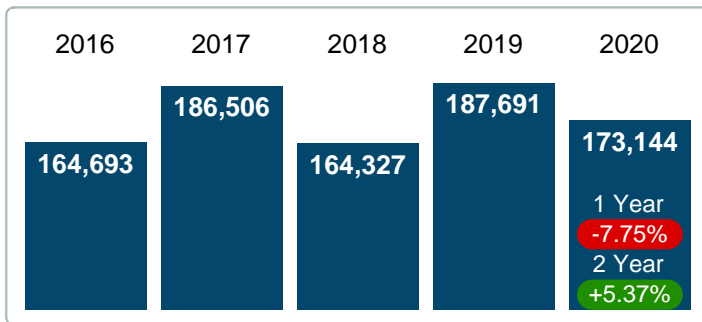
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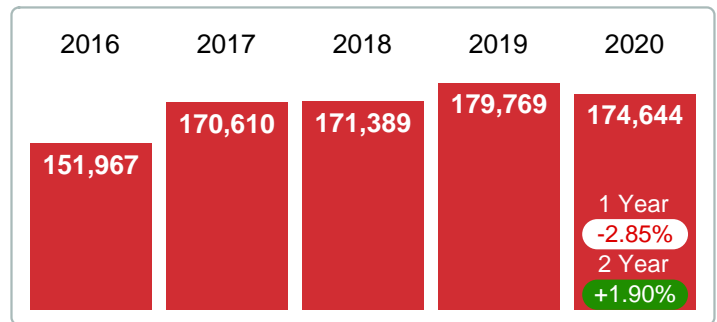
## AVERAGE LIST PRICE AT CLOSING

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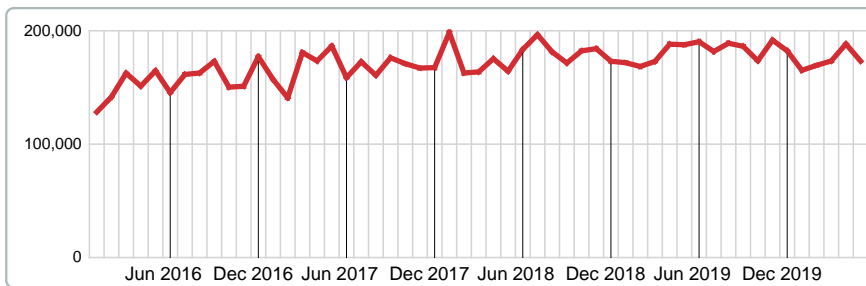
### MAY



### YEAR TO DATE (YTD)

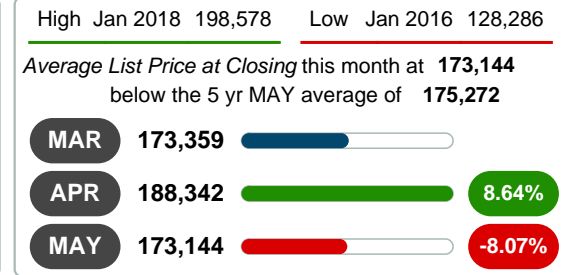


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 175,272



### 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	14	10.77%	21,543	34,317	15,506	1,335	0
\$50,001 - \$125,000	17	13.08%	99,541	83,125	94,963	116,667	0
\$125,001 - \$150,000	9	6.92%	141,586	0	141,475	0	0
\$150,001 - \$175,000	26	20.00%	164,726	174,000	163,499	167,651	0
\$175,001 - \$200,000	23	17.69%	190,002	190,000	189,112	190,145	0
\$200,001 - \$250,000	24	18.46%	220,871	0	221,780	219,663	0
\$250,001 and up	17	13.08%	310,991	0	319,684	303,265	0
<b>Average List Price</b>			<b>173,144</b>	<b>75,200</b>	<b>170,670</b>	<b>206,457</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>173,144</b>	<b>12</b>	<b>77</b>	<b>41</b>	
<b>Total Closed Volume</b>			<b>22,508,765</b>	<b>902.40K</b>	<b>13.14M</b>	<b>8.46M</b>	<b>0.00B</b>



# May 2020



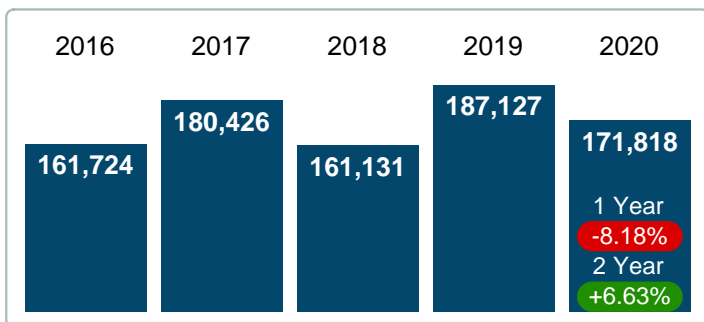
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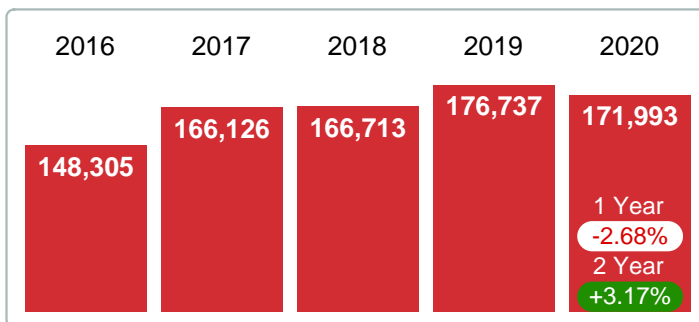
## AVERAGE SOLD PRICE AT CLOSING

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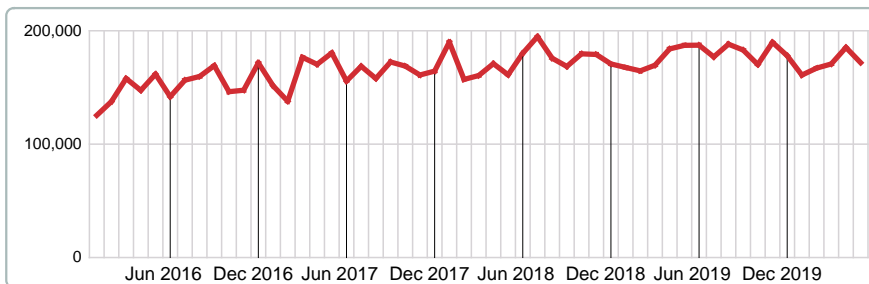
### MAY



### YEAR TO DATE (YTD)

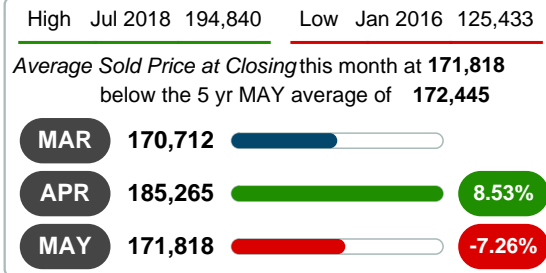


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 172,445



### 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	10.77%	20,354	30,250	16,798	1,335	0
\$50,001 - \$125,000	11.54%	93,687	77,813	94,663	112,251	0
\$125,001 - \$150,000	10.00%	140,160	0	140,160	0	0
\$150,001 - \$175,000	17.69%	164,356	170,000	162,511	168,334	0
\$175,001 - \$200,000	18.46%	189,332	180,000	189,379	190,412	0
\$200,001 - \$250,000	18.46%	217,844	0	219,184	216,710	0
\$250,001 and up	13.08%	310,092	0	316,647	304,265	0
<b>Average Sold Price</b>		<b>171,818</b>	<b>70,229</b>	<b>169,678</b>	<b>205,569</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>130</b>	<b>12</b>	<b>77</b>	<b>41</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>22,336,305</b>	<b>842.75K</b>	<b>13.07M</b>	<b>8.43M</b>	<b>0.00B</b>

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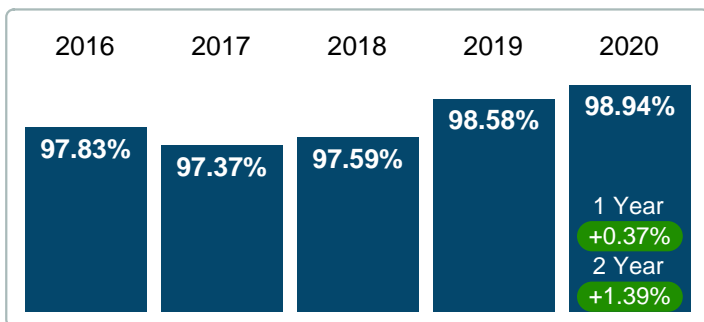
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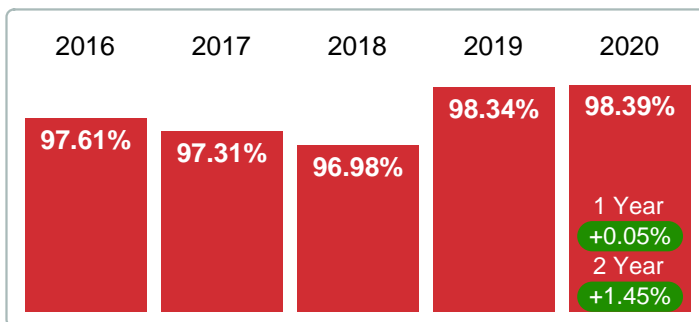
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

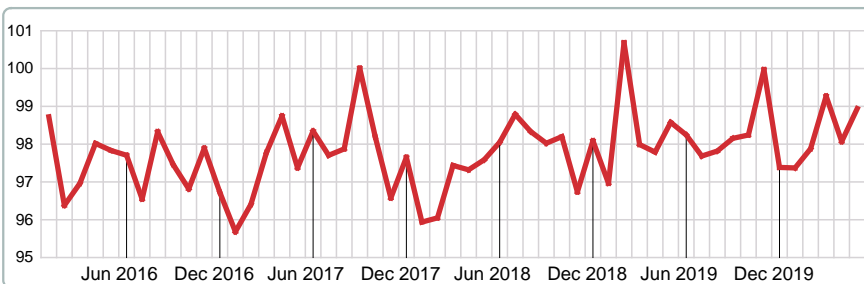
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

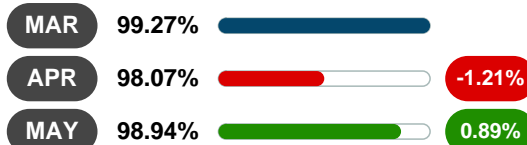


### 3 MONTHS

5 year MAY AVG = 98.06%

High Feb 2019 100.68% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **98.94%** above the 5 yr MAY average of **98.06%**



### 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	10.77%	97.41%	89.68%	104.28%	100.00%	0.00%
\$50,001 - \$125,000	15	11.54%	96.89%	93.21%	98.89%	96.47%	0.00%
\$125,001 - \$150,000	13	10.00%	99.31%	0.00%	99.31%	0.00%	0.00%
\$150,001 - \$175,000	23	17.69%	99.63%	97.70%	99.45%	100.44%	0.00%
\$175,001 - \$200,000	24	18.46%	99.94%	94.74%	100.17%	100.17%	0.00%
\$200,001 - \$250,000	24	18.46%	98.75%	0.00%	98.88%	98.64%	0.00%
\$250,001 and up	17	13.08%	99.64%	0.00%	98.88%	100.32%	0.00%
Average Sold/List Ratio		98.90%		91.95%	99.75%	99.48%	0.00%
Total Closed Units		130	100%	12	77	41	
Total Closed Volume		22,336,305		842.75K	13.07M	8.43M	0.00B

# May 2020



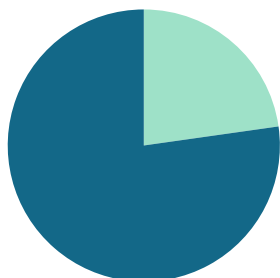
Area Delimited by County Of Wagoner



## MARKET SUMMARY

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

### INVENTORY

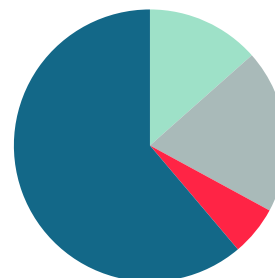


**Inventory**  
 New Listings  
**211 = 22.76%**  
 Start Inventory  
**716**  
 Total Inventory Units  
**927**  
 Volume  
**\$214,919,883**

### Market Activity

Closed Sales  
**130 = 13.46%**  
 Pending Sales  
**188 = 19.46%**  
 Other Off Market  
**57 = 5.90%**  
 Active Inventory  
**591 = 61.18%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	163	130	-20.25%	627	595	-5.10%
Pending Sales	149	188	26.17%	692	742	7.23%
New Listings	276	211	-23.55%	1,284	1,131	-11.92%
Average List Price	187,691	173,144	-7.75%	179,769	174,644	-2.85%
Average Sale Price	187,127	171,818	-8.18%	176,737	171,993	-2.68%
Average Percent of Selling Price to List Price	98.58%	98.94%	0.37%	98.34%	98.39%	0.05%
Average Days on Market to Sale	46.07	28.98	-37.08%	49.75	39.73	-20.14%
Monthly Inventory	911	591	-35.13%	911	591	-35.13%
Months Supply of Inventory	7.15	4.42	-38.20%	7.15	4.42	-38.20%

**Absorption:** Last 12 months, an Average of **134** Sales/Month

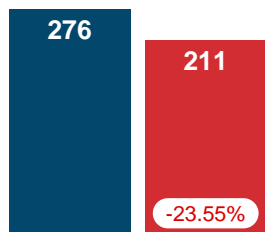
**Inventory** on May 31, 2020 = **591**

**2019** **2020**

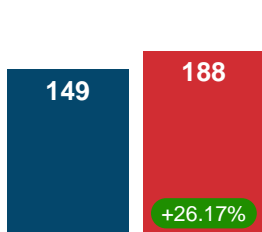
### MAY MARKET

### AVERAGE PRICES

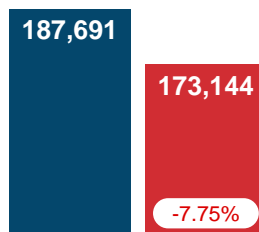
#### New Listings



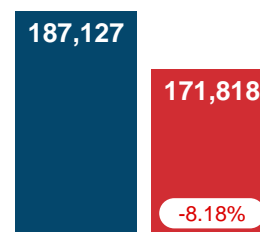
#### Pending Listings



#### List Price



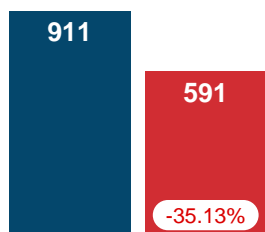
#### Sale Price



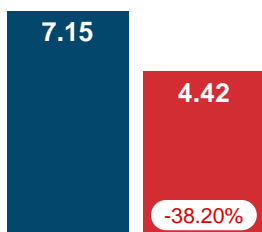
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

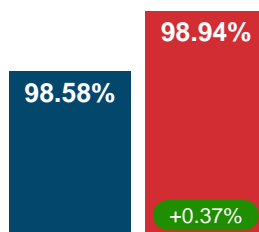
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

