

October 2020

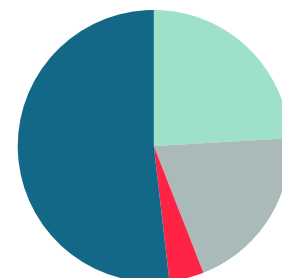
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	134	211	57.46%
Pending Listings	126	175	38.89%
New Listings	232	196	-15.52%
Median List Price	159,633	217,900	36.50%
Median Sale Price	158,465	217,593	37.31%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	23.00	9.00	-60.87%
End of Month Inventory	780	454	-41.79%
Months Supply of Inventory	5.76	3.08	-46.50%



■ Closed (24.09%)
■ Pending (19.98%)
■ Other OffMarket (4.11%)
■ Active (51.83%)

Absorption: Last 12 months, an Average of **147** Sales/Month
Active Inventory as of October 31, 2020 = **454**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **41.79%** to 454 existing homes available for sale. Over the last 12 months this area has had an average of 147 closed sales per month. This represents an unsold inventory index of **3.08** 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 **37.31%** in October 2020 to \$217,593 versus the previous year at \$158,465.

Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 14.00 days or **60.87%** in October 2020 compared to last year's same month at **23.00** DOM.

Sales Success for October 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 196 New Listings in October 2020, down **15.52%** from last year at 232. Furthermore, there were 211 Closed Listings this month versus last year at 134, a **57.46%** increase.

Closed versus Listed trends yielded a **107.7%** ratio, up from previous year's, October 2019, at **57.8%**, a **86.38%** upswing. 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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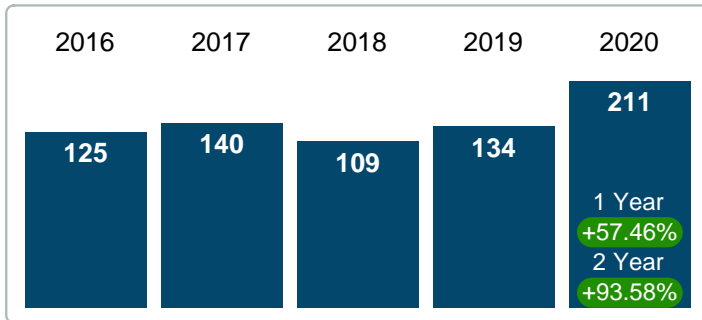
Area Delimited by County Of Wagoner



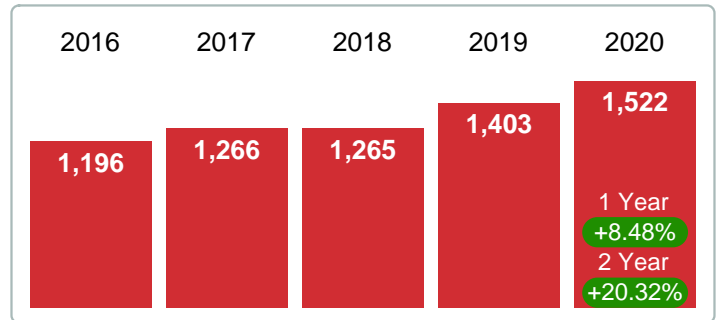
CLOSED LISTINGS

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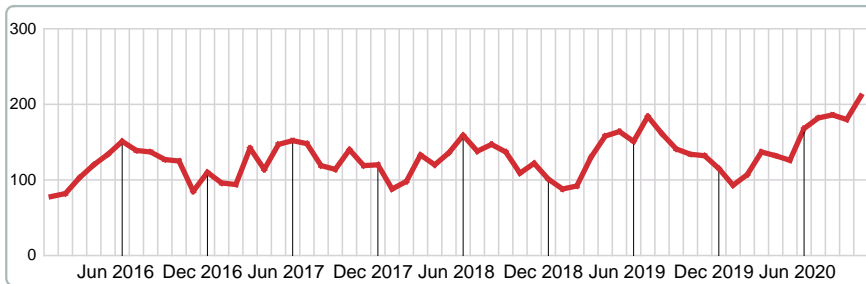
OCTOBER



YEAR TO DATE (YTD)

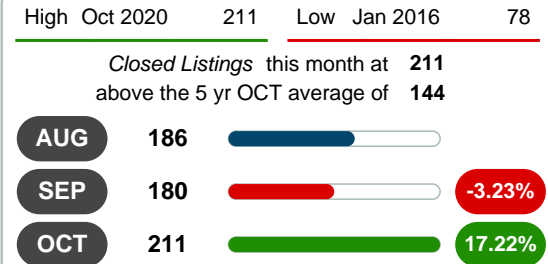


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 144



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	17	8.06%	22.0	9	7	1	0
\$100,001 - \$150,000	20	9.48%	14.0	6	13	1	0
\$150,001 - \$175,000	30	14.22%	6.0	4	21	4	1
\$175,001 - \$225,000	50	23.70%	5.5	1	29	19	1
\$225,001 - \$300,000	40	18.96%	7.0	2	20	17	1
\$300,001 - \$375,000	29	13.74%	16.0	1	11	15	2
\$375,001 and up	25	11.85%	35.0	4	4	10	7
Total Closed Units	211			27	105	67	12
Total Closed Volume	52,016,564	100%	9.0	5.13M	21.77M	19.06M	6.05M
Median Closed Price	\$217,593			\$145,000	\$191,000	\$245,000	\$454,050

October 2020



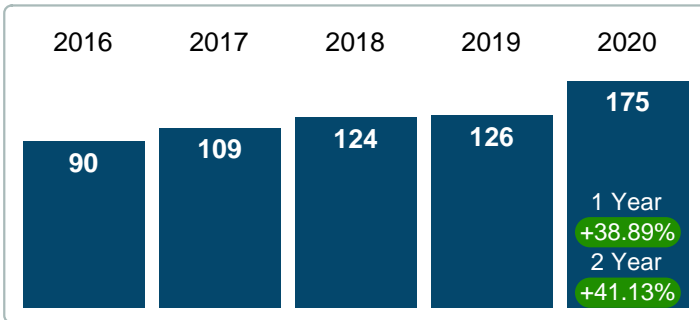
Area Delimited by County Of Wagoner



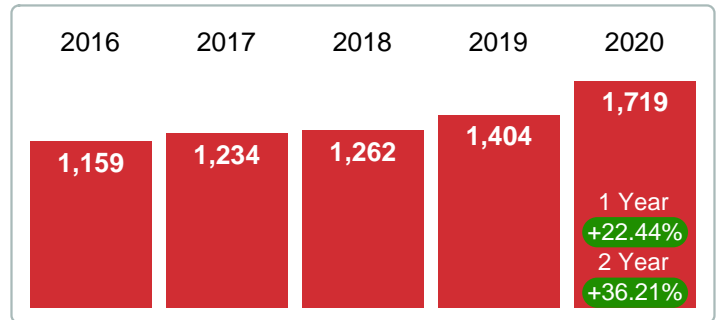
PENDING LISTINGS

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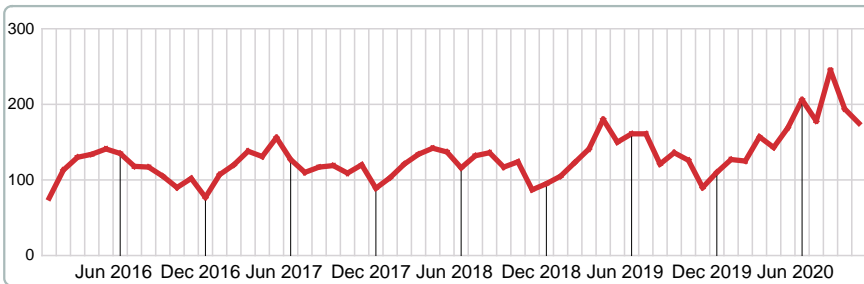
OCTOBER



YEAR TO DATE (YTD)

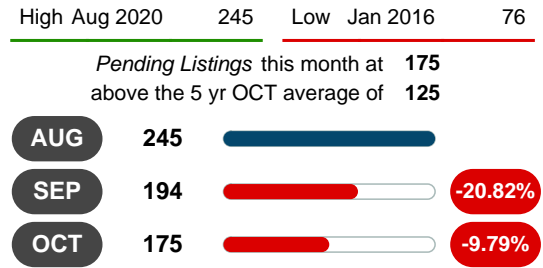


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 125



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	10.29%	31.0	12	5	1	0
\$75,001 - \$125,000	8	4.57%	6.0	1	7	0	0
\$125,001 - \$175,000	38	21.71%	8.5	4	33	1	0
\$175,001 - \$225,000	42	24.00%	4.5	1	30	11	0
\$225,001 - \$275,000	25	14.29%	7.0	2	15	8	0
\$275,001 - \$350,000	20	11.43%	18.0	2	8	8	2
\$350,001 and up	24	13.71%	27.5	2	9	11	2
Total Pending Units	175			24	107	40	4
Total Pending Volume	39,381,106	100%	8.0	3.73M	21.84M	12.11M	1.71M
Median Listing Price	\$205,000			\$79,500	\$189,500	\$266,582	\$346,000

October 2020



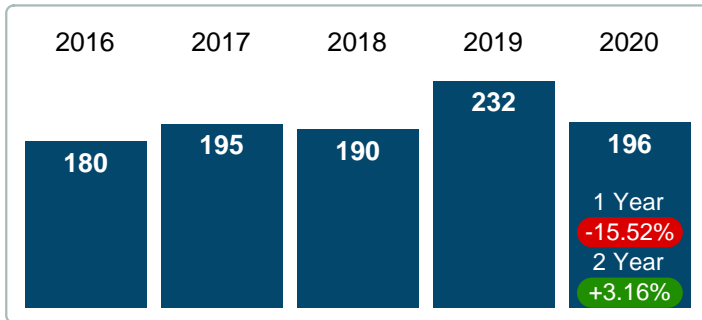
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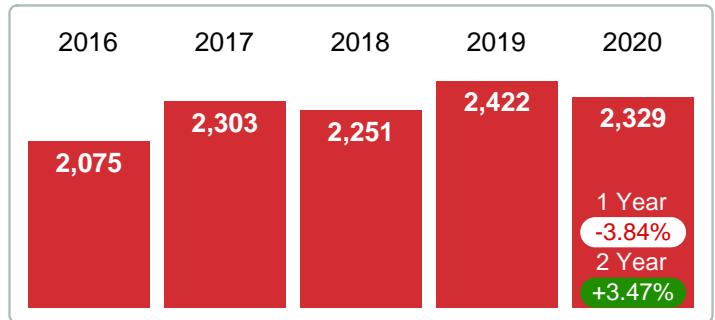
NEW LISTINGS

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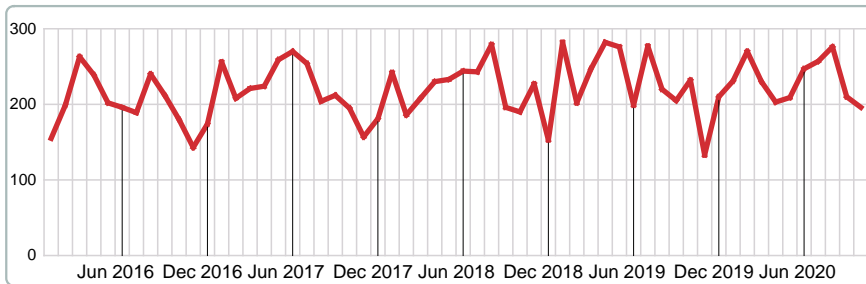
OCTOBER



YEAR TO DATE (YTD)

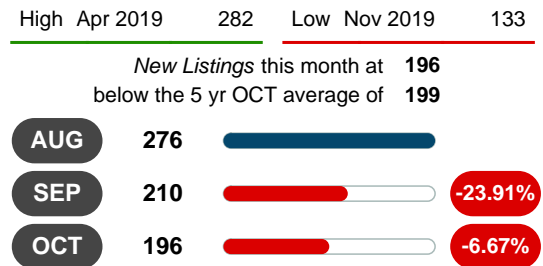


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 199



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	15	7.65%	7	8	0	0
\$50,001 - \$125,000	25	12.76%	18	6	1	0
\$125,001 - \$175,000	33	16.84%	7	26	0	0
\$175,001 - \$225,000	46	23.47%	2	33	9	2
\$225,001 - \$250,000	26	13.27%	2	15	9	0
\$250,001 - \$375,000	31	15.82%	4	12	13	2
\$375,001 and up	20	10.20%	6	5	7	2
Total New Listed Units	196		46	105	39	6
Total New Listed Volume	44,692,872	100%	10.10M	21.15M	11.48M	1.96M
Median New Listed Listing Price	\$201,500		\$120,000	\$189,900	\$255,000	\$346,000

October 2020



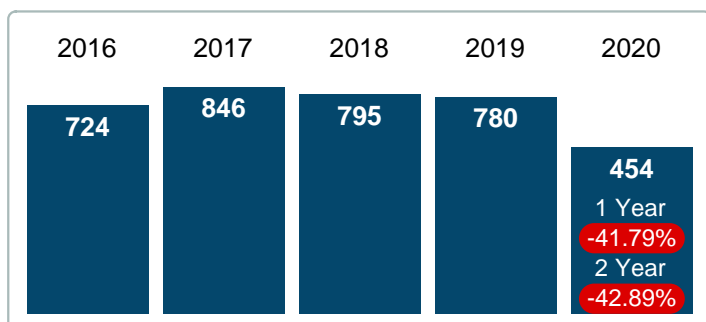
Area Delimited by County Of Wagoner



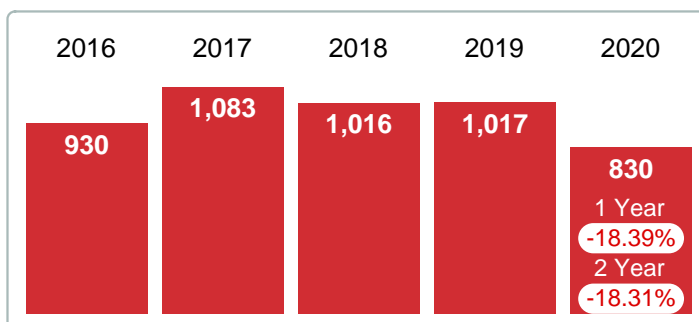
ACTIVE INVENTORY

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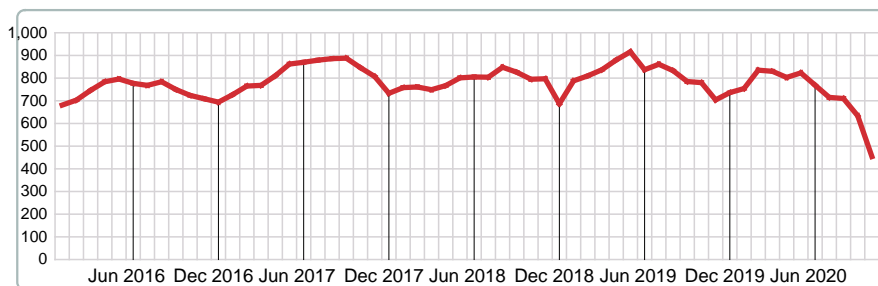
END OF OCTOBER



ACTIVE DURING OCTOBER

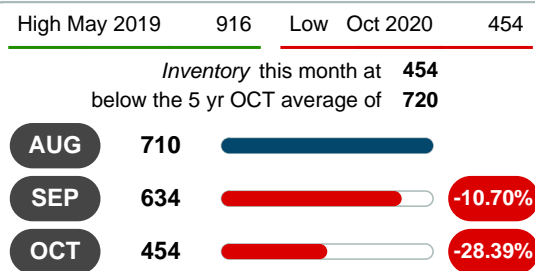


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 720



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%	27.5	0	0	0	0
\$1-\$25,000	57	12.56%	109.0	25	26	5	1
\$25,001-\$100,000	108	23.79%	92.0	98	8	2	0
\$100,001-\$225,000	110	24.23%	50.5	48	49	10	3
\$225,001-\$325,000	75	16.52%	44.0	28	29	17	1
\$325,001-\$475,000	52	11.45%	109.0	13	18	16	5
\$475,001 and up	52	11.45%	67.5	37	3	9	3
Total Active Inventory by Units		454		249	133	59	13
Total Active Inventory by Volume		116,952,357	100%	64.11M	28.07M	20.29M	4.49M
Median Active Inventory Listing Price		\$165,000		\$110,000	\$180,000	\$299,000	\$349,900

October 2020



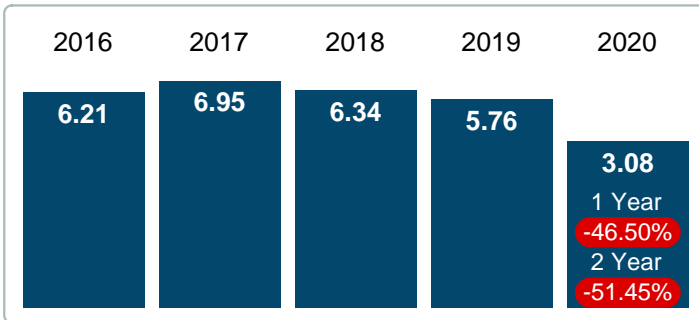
Area Delimited by County Of Wagoner



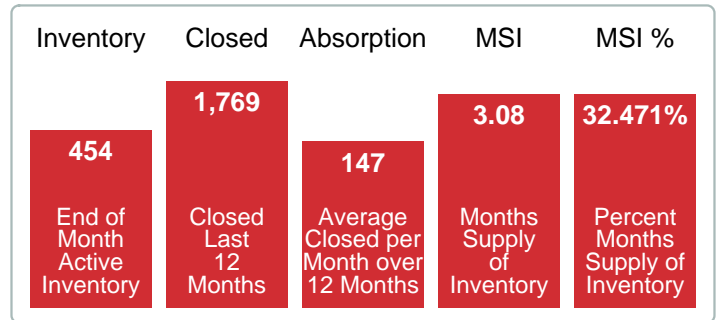
MONTHS SUPPLY of INVENTORY (MSI)

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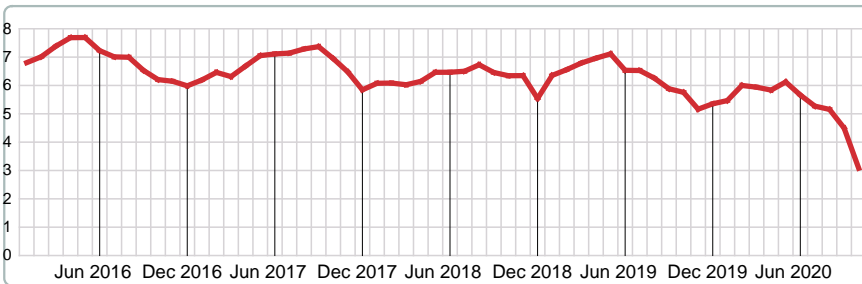
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

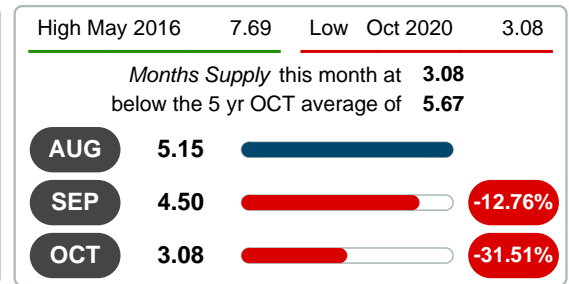


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.67



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-\$25,000	57	12.56%	9.00	9.68	9.45	5.00	0.00
\$25,001-\$100,000	108	23.79%	6.26	8.71	1.55	2.40	0.00
\$100,001-\$225,000	110	24.23%	1.38	7.29	0.88	0.59	5.14
\$225,001-\$325,000	75	16.52%	2.61	18.67	2.22	1.29	1.00
\$325,001-\$475,000	52	11.45%	4.73	22.29	4.80	3.15	3.16
\$475,001 and up	52	11.45%	12.73	63.43	6.00	4.50	3.00
Market Supply of Inventory (MSI)			3.08	10.79	1.64	1.51	3.12
Total Active Inventory by Units		100%	3.08	249	133	59	13

October 2020



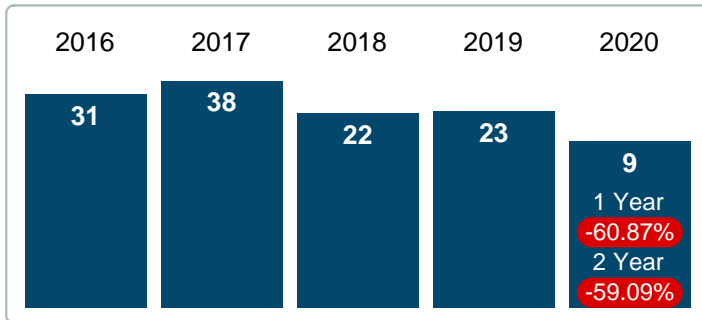
Area Delimited by County Of Wagoner



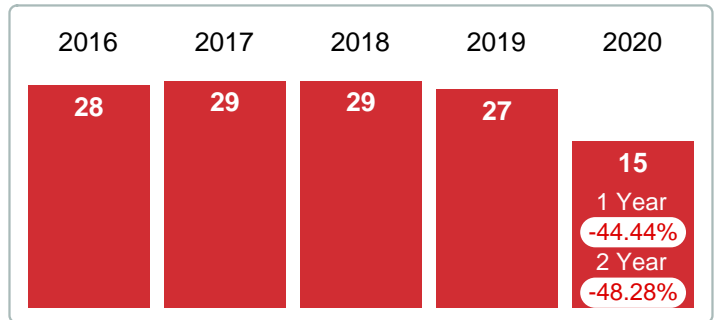
MEDIAN DAYS ON MARKET TO SALE

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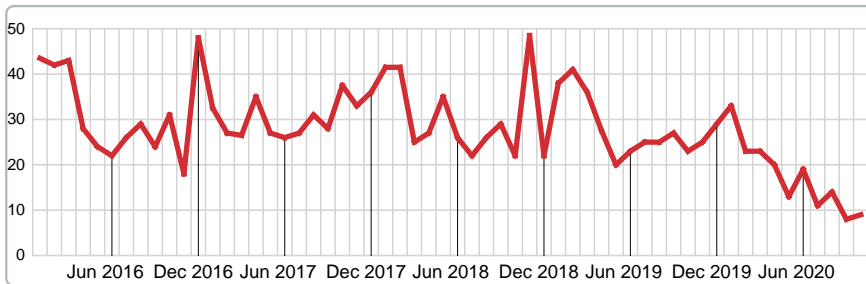
OCTOBER



YEAR TO DATE (YTD)

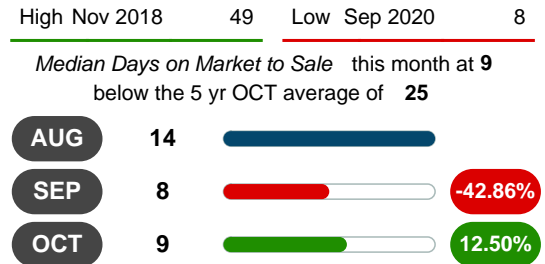


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT 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
\$100,000 and less	8.06%	22	34	15	4	0
\$100,001 - \$150,000	9.48%	14	62	6	30	0
\$150,001 - \$175,000	14.22%	6	81	4	17	4
\$175,001 - \$225,000	23.70%	6	8	4	5	98
\$225,001 - \$300,000	18.96%	7	69	5	21	7
\$300,001 - \$375,000	13.74%	16	56	6	21	1
\$375,001 and up	11.85%	35	64	4	18	94
Median Closed DOM		9	42	4	14	64
Total Closed Units	100%	9.0	27	105	67	12
Total Closed Volume		52,016,564	5.13M	21.77M	19.06M	6.05M

October 2020

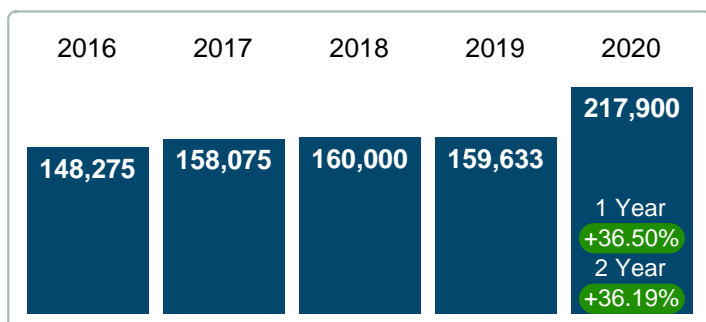
Area Delimited by County Of Wagoner



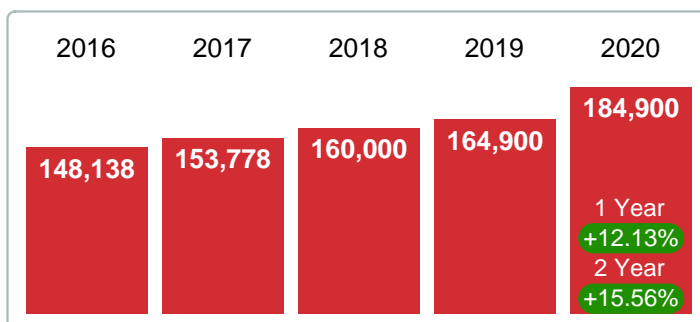
MEDIAN LIST PRICE AT CLOSING

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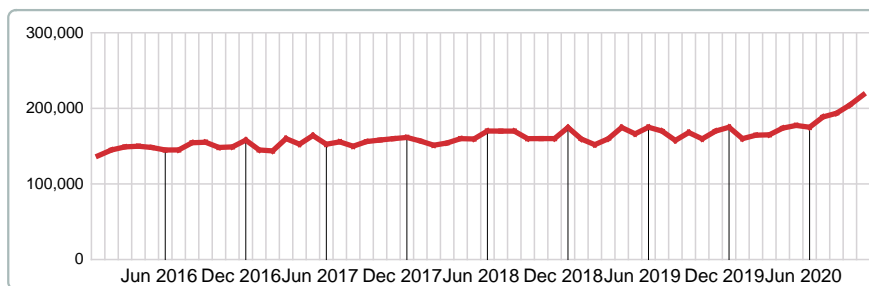
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 168,777

High Oct 2020 217,900 Low Jan 2016 137,250

Median List Price at Closing this month at **217,900**
above the 5 yr OCT average of **168,777**

- AUG** 193,500
- SEP** 204,450 5.66%
- OCT** 217,900 6.58%

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
\$100,000 and less	17	8.06%	70,000	64,900	89,500	89,000	0
\$100,001 - \$150,000	22	10.43%	135,950	125,860	142,500	135,500	0
\$150,001 - \$175,000	26	12.32%	165,745	175,000	164,798	172,152	172,000
\$175,001 - \$225,000	52	24.64%	205,320	199,900	197,000	207,961	219,900
\$225,001 - \$300,000	41	19.43%	241,500	246,500	244,057	245,700	239,900
\$300,001 - \$375,000	27	12.80%	329,900	0	329,500	327,450	348,450
\$375,001 and up	26	12.32%	475,500	500,000	404,017	449,925	549,977
Median List Price			217,900	134,900	192,078	241,500	446,750
Total Closed Units		100%	217,900	27	105	67	12
Total Closed Volume			52,960,101	5.64M	21.88M	19.15M	6.29M

October 2020



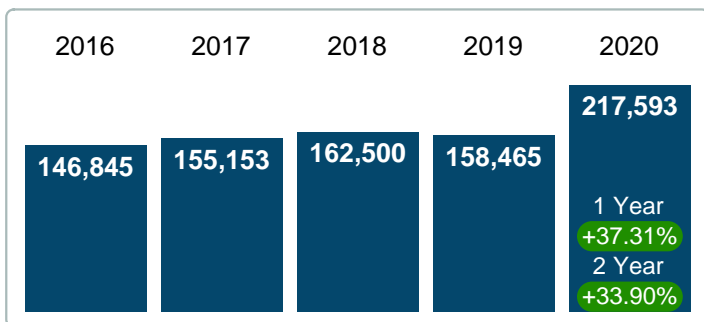
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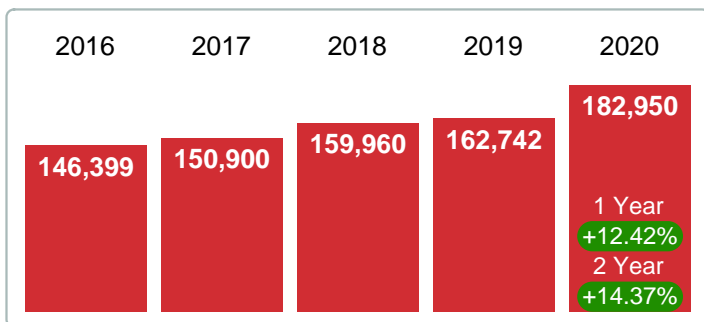
MEDIAN SOLD PRICE AT CLOSING

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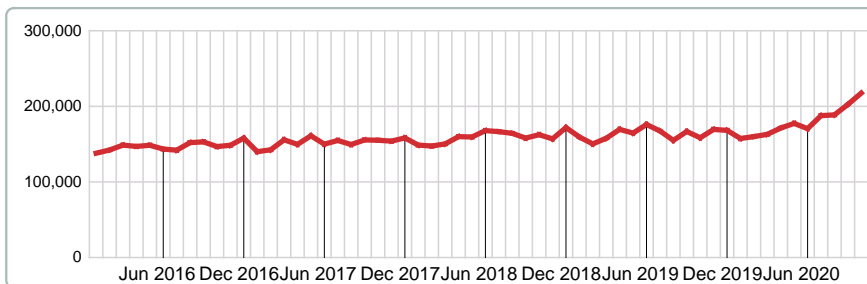
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

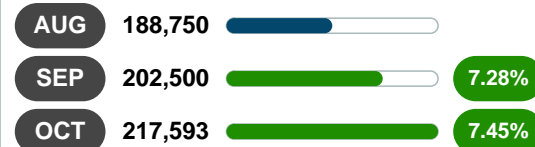


3 MONTHS

5 year OCT AVG = 168,111

High Oct 2020 217,593 Low Jan 2016 138,000

Median Sold Price at Closing this month at 217,593 above the 5 yr OCT average of 168,111



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
\$100,000 and less	8.06%	70,000	62,500	76,000	84,000	0
\$100,001 - \$150,000	9.48%	140,750	123,930	145,000	139,000	0
\$150,001 - \$175,000	14.22%	165,250	161,250	165,500	170,005	155,000
\$175,001 - \$225,000	23.70%	203,000	185,000	200,000	205,683	202,000
\$225,001 - \$300,000	18.96%	240,500	235,000	240,191	245,000	241,000
\$300,001 - \$375,000	13.74%	330,000	310,000	330,000	330,000	330,500
\$375,001 and up	11.85%	474,000	495,000	394,017	455,072	549,977
Median Sold Price		217,593	145,000	191,000	245,000	454,050
Total Closed Units	100%	217,593	27	105	67	12
Total Closed Volume		52,016,564	5.13M	21.77M	19.06M	6.05M

October 2020



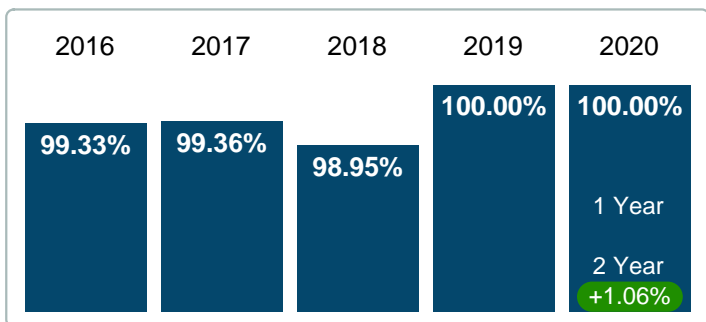
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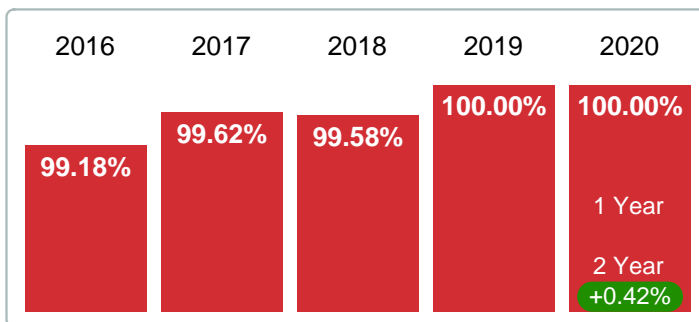
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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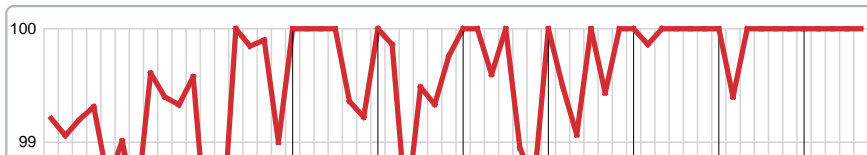
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.53%

High Oct 2020 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at 100.00% equal to 5 yr OCT average of 99.53%

AUG 100.00%
SEP 100.00%
OCT 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
\$100,000 and less	17	8.06%	96.30%	96.30%	98.42%	94.38%	0.00%
\$100,001 - \$150,000	20	9.48%	100.00%	98.84%	100.00%	100.00%	0.00%
\$150,001 - \$175,000	30	14.22%	100.00%	89.57%	100.00%	99.36%	90.12%
\$175,001 - \$225,000	50	23.70%	100.00%	88.10%	100.00%	100.00%	91.86%
\$225,001 - \$300,000	40	18.96%	100.00%	95.67%	100.00%	100.00%	100.46%
\$300,001 - \$375,000	29	13.74%	100.00%	77.99%	100.00%	100.00%	95.20%
\$375,001 and up	25	11.85%	99.16%	87.11%	98.74%	100.00%	100.00%
Median Sold/List Ratio		100.00%		95.56%	100.00%	100.00%	99.36%
Total Closed Units		211	100%	27	105	67	12
Total Closed Volume		52,016,564		5.13M	21.77M	19.06M	6.05M

October 2020

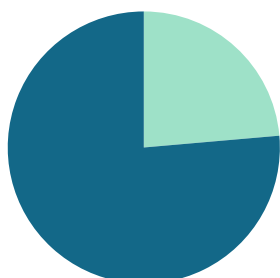
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY

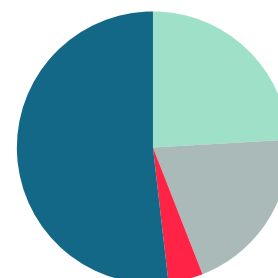


Inventory
 New Listings
196 = 23.61%
 Start Inventory
634
 Total Inventory Units
830
 Volume
\$207,020,191

Market Activity

Closed Sales
211 = 24.09%
 Pending Sales
175 = 19.98%
 Other Off Market
36 = 4.11%
 Active Inventory
454 = 51.83%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	134	211	57.46%	1,403	1,522	8.48%
Pending Sales	126	175	38.89%	1,404	1,719	22.44%
New Listings	232	196	-15.52%	2,422	2,329	-3.84%
Median List Price	159,633	217,900	36.50%	164,900	184,900	12.13%
Median Sale Price	158,465	217,593	37.31%	162,742	182,950	12.42%
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	23.00	9.00	-60.87%	27.00	15.00	-44.44%
Monthly Inventory	780	454	-41.79%	780	454	-41.79%
Months Supply of Inventory	5.76	3.08	-46.50%	5.76	3.08	-46.50%

Absorption: Last 12 months, an Average of **147** Sales/Month

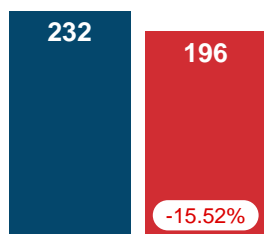
Inventory on October 31, 2020 = **454**

2019 **2020**

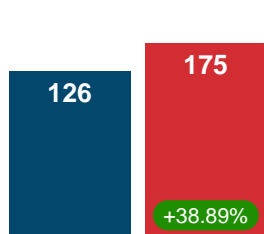
OCTOBER MARKET

MEDIAN PRICES

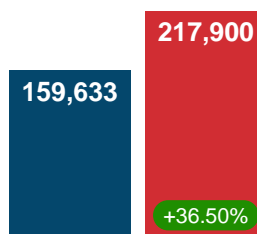
New Listings



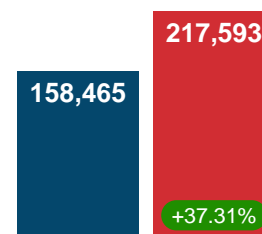
Pending Listings



List Price



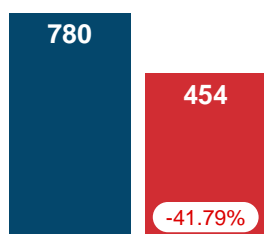
Sale Price



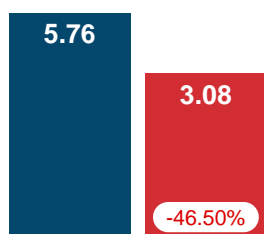
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

