



September 2020

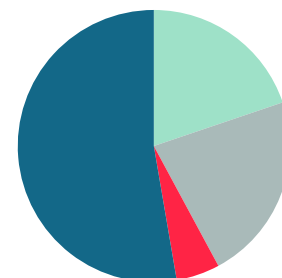
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	141	180	27.66%
Pending Listings	136	203	49.26%
New Listings	205	210	2.44%
Average List Price	187,333	238,714	27.43%
Average Sale Price	184,078	234,675	27.49%
Average Percent of Selling Price to List Price	98.17%	99.03%	0.88%
Average Days on Market to Sale	45.79	28.18	-38.46%
End of Month Inventory	784	479	-38.90%
Months Supply of Inventory	5.88	3.40	-42.09%



■ Closed (19.80%)
■ Pending (22.33%)
■ Other OffMarket (5.17%)
■ Active (52.70%)

Absorption: Last 12 months, an Average of **141** Sales/Month
Active Inventory as of September 30, 2020 = **479**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **38.90%** to 479 existing homes available for sale. Over the last 12 months this area has had an average of 141 closed sales per month. This represents an unsold inventory index of **3.40** 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 **27.49%** in September 2020 to \$234,675 versus the previous year at \$184,078.

Average Days on Market Shortens

The average number of **28.18** days that homes spent on the market before selling decreased by 17.61 days or **38.46%** in September 2020 compared to last year's same month at **45.79** DOM.

Sales Success for September 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 210 New Listings in September 2020, up **2.44%** from last year at 205. Furthermore, there were 180 Closed Listings this month versus last year at 141, a **27.66%** increase.

Closed versus Listed trends yielded a **85.7%** ratio, up from previous year's, September 2019, at **68.8%**, a **24.62%** 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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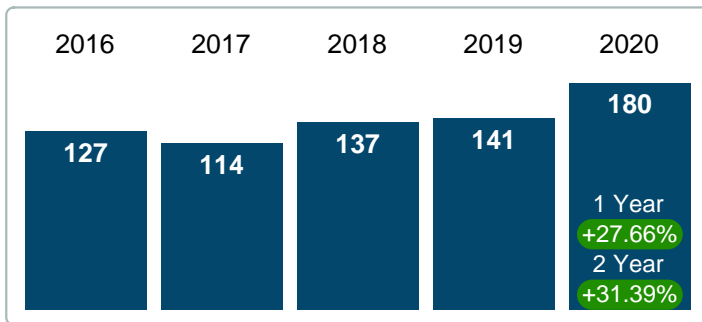
Area Delimited by County Of Wagoner



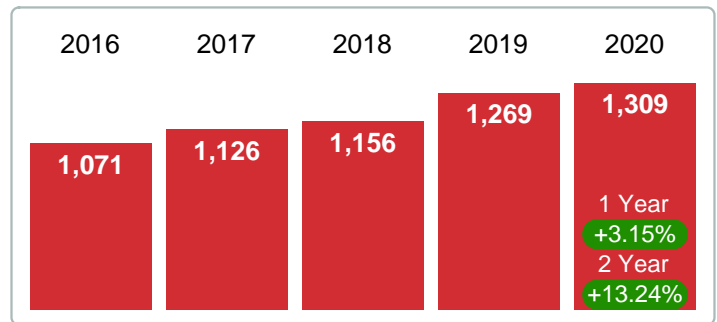
CLOSED LISTINGS

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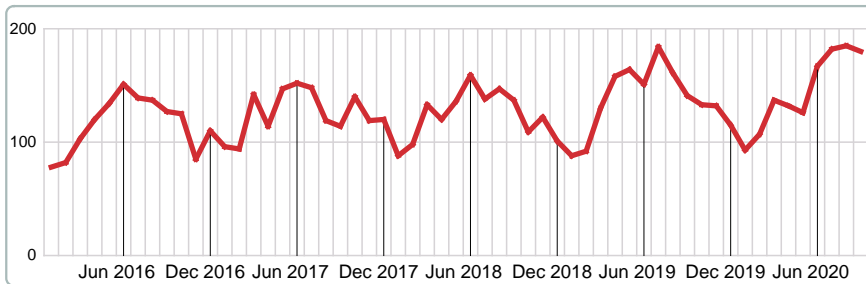
SEPTEMBER



YEAR TO DATE (YTD)

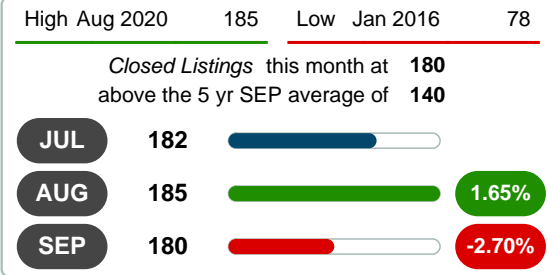


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 140



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	16	8.89%	29.4	11	4	1	0
\$125,001 - \$150,000	10	5.56%	15.8	1	6	3	0
\$150,001 - \$175,000	36	20.00%	30.1	2	28	6	0
\$175,001 - \$225,000	41	22.78%	22.6	2	29	10	0
\$225,001 - \$275,000	30	16.67%	23.2	1	16	12	1
\$275,001 - \$375,000	26	14.44%	36.3	0	12	12	2
\$375,001 and up	21	11.67%	37.8	2	5	12	2
Total Closed Units	180			19	100	56	5
Total Closed Volume	42,241,441	100%	28.2	2.87M	21.86M	15.61M	1.90M
Average Closed Price	\$234,675			\$151,227	\$218,572	\$278,760	\$380,080



September 2020

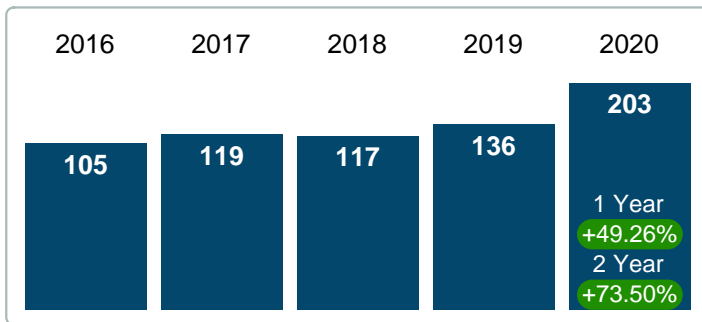
Area Delimited by County Of Wagoner



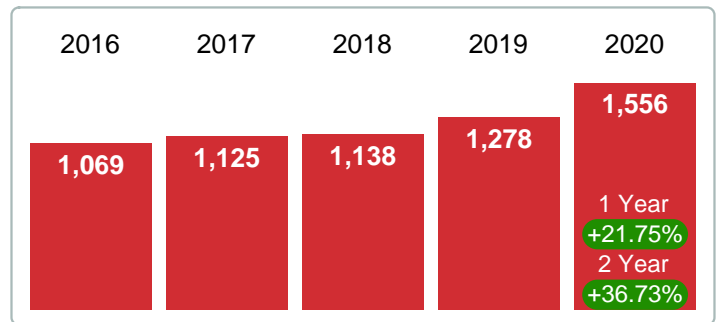
PENDING LISTINGS

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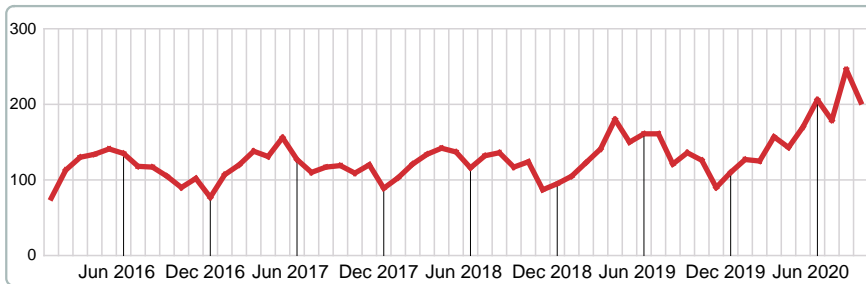
SEPTEMBER



YEAR TO DATE (YTD)

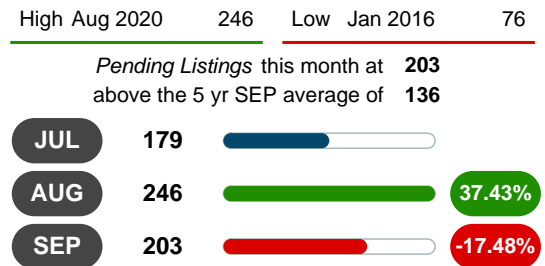


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 136



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	16	7.88%	20.0	8	8	0	0
\$75,001 - \$125,000	15	7.39%	58.9	7	6	2	0
\$125,001 - \$175,000	43	21.18%	41.0	9	31	2	1
\$175,001 - \$225,000	47	23.15%	29.9	2	30	14	1
\$225,001 - \$275,000	28	13.79%	34.3	1	16	11	0
\$275,001 - \$400,000	31	15.27%	29.8	1	15	15	0
\$400,001 and up	23	11.33%	59.1	3	6	10	4
Total Pending Units	203			31	112	54	6
Total Pending Volume	48,072,676	100%	14.2	5.76M	23.46M	16.16M	2.71M
Average Listing Price	\$235,724			\$185,676	\$209,422	\$299,188	\$450,883



September 2020

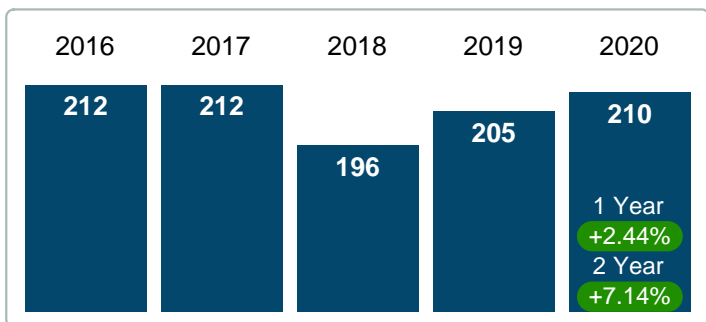
Area Delimited by County Of Wagoner



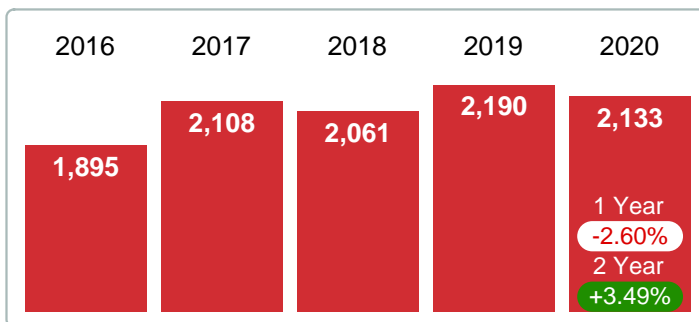
NEW LISTINGS

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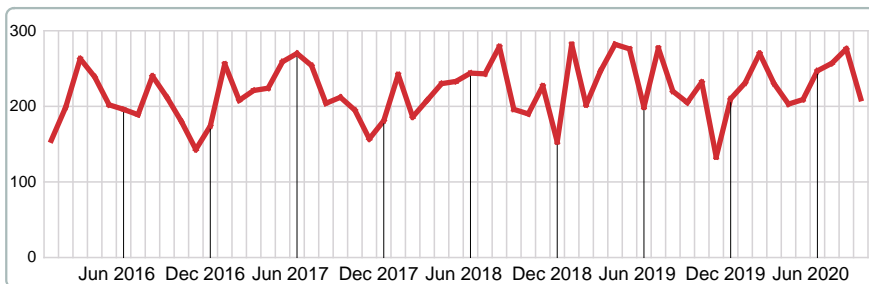
SEPTEMBER



YEAR TO DATE (YTD)

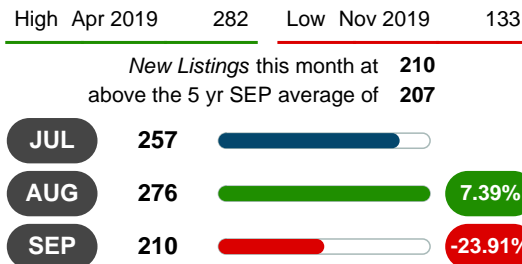


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 207



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	9.52%	8	10	2	0
\$50,001 - \$125,000	27	12.86%	17	9	1	0
\$125,001 - \$150,000	22	10.48%	4	15	3	0
\$150,001 - \$225,000	58	27.62%	6	44	7	1
\$225,001 - \$275,000	24	11.43%	2	14	8	0
\$275,001 - \$400,000	39	18.57%	3	15	19	2
\$400,001 and up	20	9.52%	4	5	9	2
Total New Listed Units	210		44	112	49	5
Total New Listed Volume	49,167,388	100%	7.95M	22.07M	17.12M	2.02M
Average New Listed Listing Price	\$208,746		\$180,771	\$197,059	\$349,430	\$404,160



September 2020

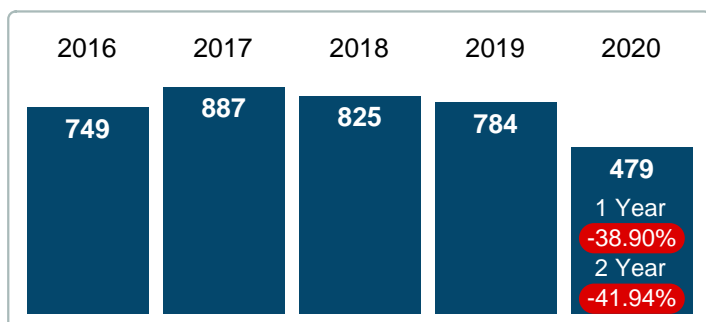
Area Delimited by County Of Wagoner



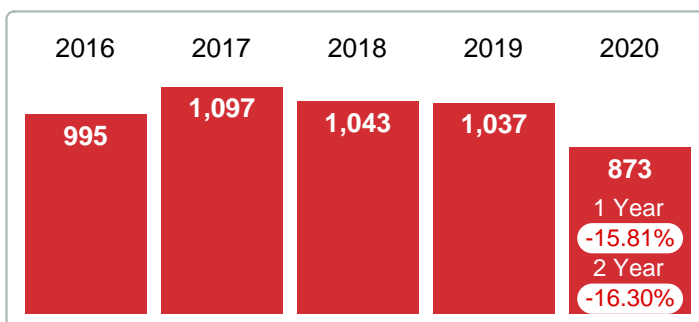
ACTIVE INVENTORY

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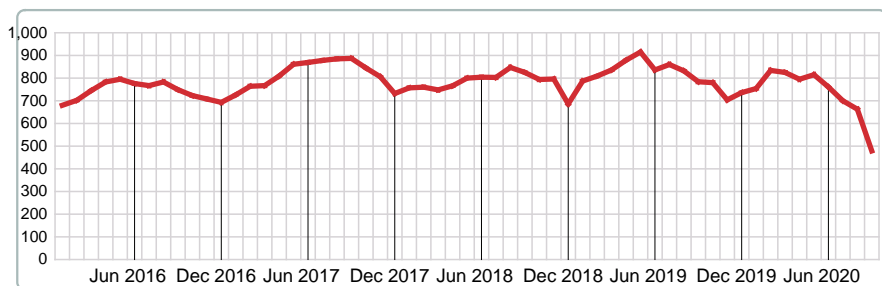
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

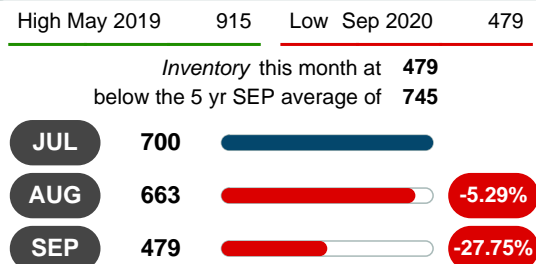


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 745



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	55	11.48%	104.2	24	24	6	1
\$25,001-\$125,000	119	24.84%	82.5	104	13	2	0
\$125,001-\$225,000	107	22.34%	61.2	39	51	17	0
\$225,001-\$325,000	80	16.70%	63.8	27	30	20	3
\$325,001-\$475,000	63	13.15%	102.8	15	18	22	8
\$475,001 and up	55	11.48%	102.9	32	4	13	6
Total Active Inventory by Units	479			241	140	80	18
Total Active Inventory by Volume	125,533,017	100%	82.1	59.82M	29.54M	26.92M	9.25M
Average Active Inventory Listing Price	\$262,073			\$248,201	\$211,008	\$336,527	\$514,077



September 2020

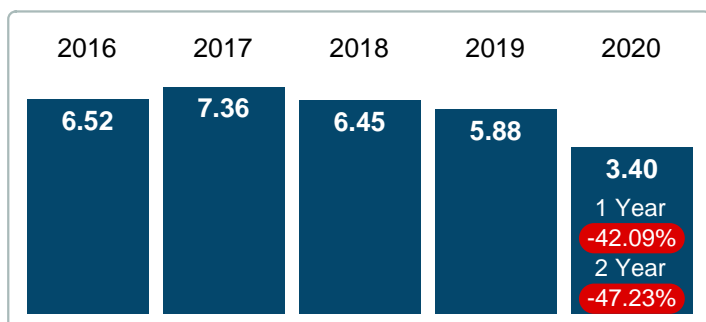
Area Delimited by County Of Wagoner



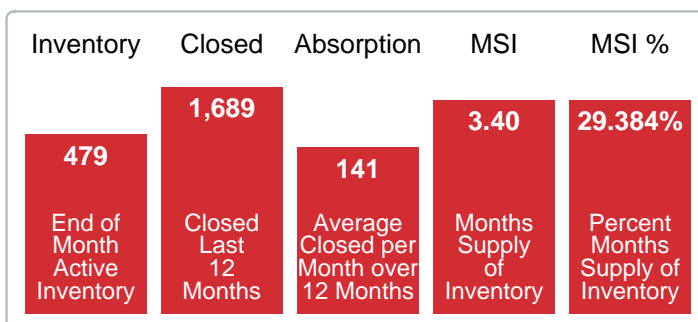
MONTHS SUPPLY of INVENTORY (MSI)

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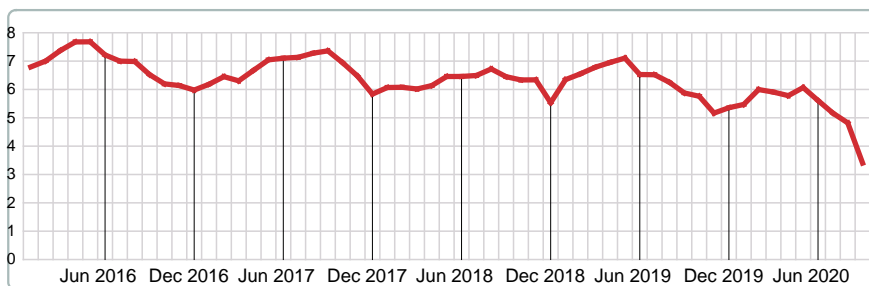
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

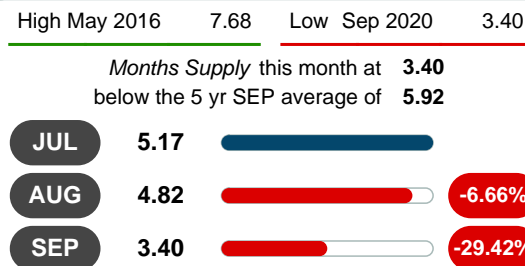


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.92



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	55	11.48%	7.86	9.29	7.78	4.50	0.00
\$25,001-\$125,000	119	24.84%	4.96	7.85	1.44	1.14	0.00
\$125,001-\$225,000	107	22.34%	1.50	9.75	0.99	1.10	0.00
\$225,001-\$325,000	80	16.70%	3.10	21.60	2.59	1.67	3.00
\$325,001-\$475,000	63	13.15%	6.75	36.00	5.84	4.89	6.00
\$475,001 and up	55	11.48%	17.37	76.80	8.00	8.21	9.00
Market Supply of Inventory (MSI)	3.40			11.00	1.78	2.19	5.27
Total Active Inventory by Units	479	100%	3.40	241	140	80	18



September 2020

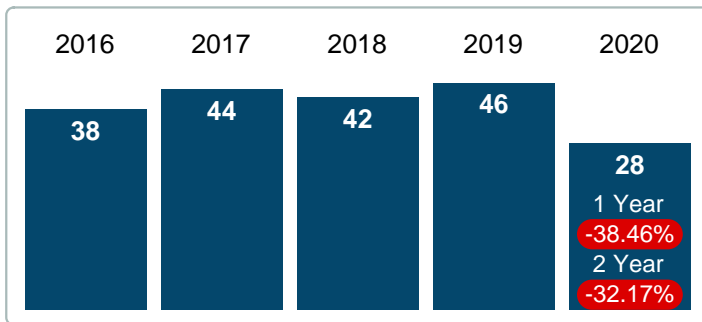
Area Delimited by County Of Wagoner



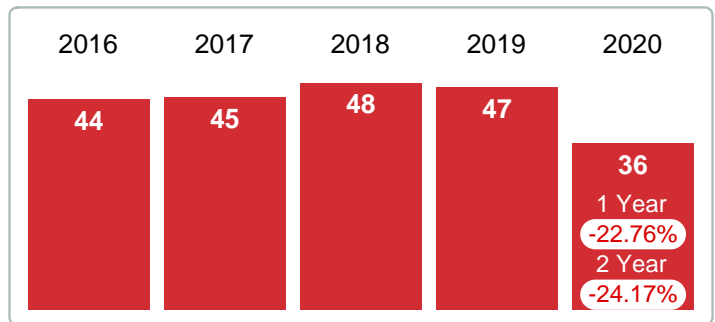
AVERAGE DAYS ON MARKET TO SALE

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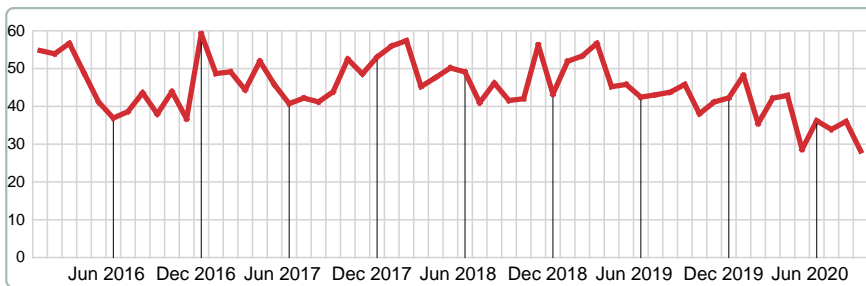
SEPTEMBER



YEAR TO DATE (YTD)

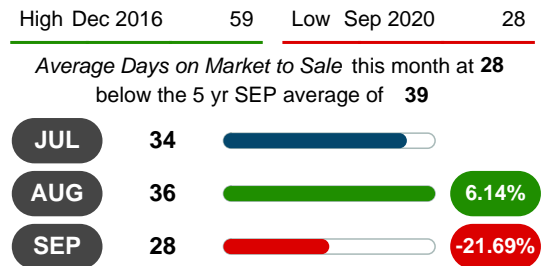


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 39



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
\$125,000 and less	8.89%	29	40	7	6	0
\$125,001 - \$150,000	5.56%	16	68	6	19	0
\$150,001 - \$175,000	20.00%	30	168	18	39	0
\$175,001 - \$225,000	22.78%	23	127	17	19	0
\$225,001 - \$275,000	16.67%	23	116	13	21	124
\$275,001 - \$375,000	14.44%	36	0	42	35	13
\$375,001 and up	11.67%	38	15	34	43	37
Average Closed DOM		28	65	19	30	45
Total Closed Units	100%	28	19	100	56	5
Total Closed Volume		42,241,441	2.87M	21.86M	15.61M	1.90M



September 2020

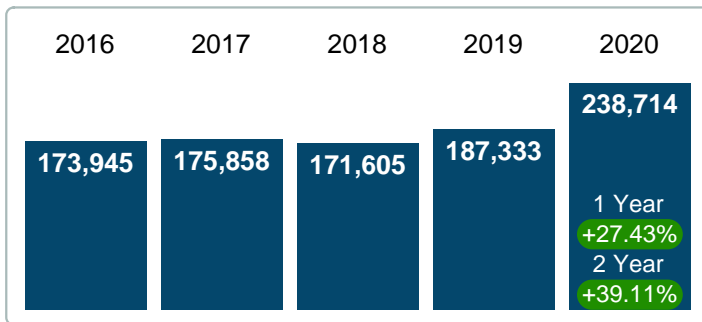
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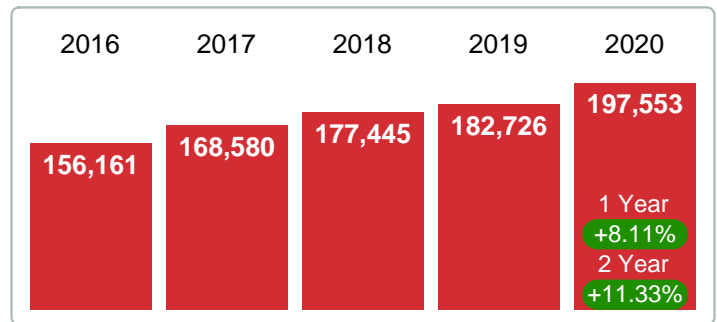
AVERAGE LIST PRICE AT CLOSING

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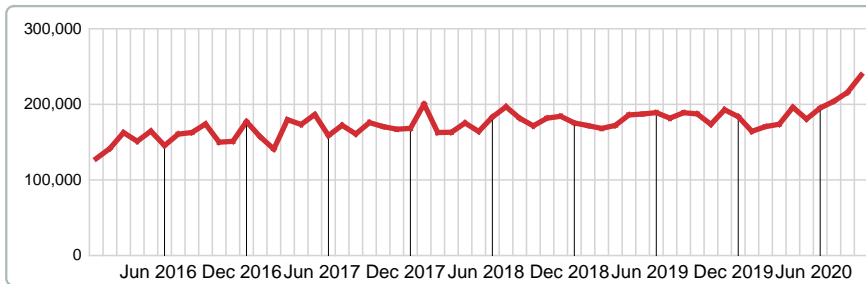
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

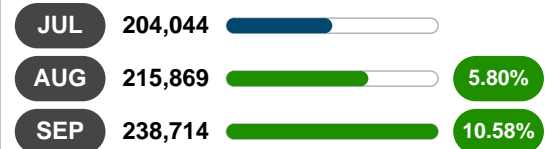


3 MONTHS

5 year SEP AVG = 189,491

High Sep 2020 238,714 Low Jan 2016 128,286

Average List Price at Closing this month at **238,714**
above the 5 yr SEP average of **189,491**



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	
\$125,000 and less	17	9.44%	79,214	64,909	98,250	115,000	0
\$125,001 - \$150,000	8	4.44%	138,675	150,000	137,855	136,633	0
\$150,001 - \$175,000	38	21.11%	166,554	175,000	165,579	170,387	0
\$175,001 - \$225,000	39	21.67%	197,054	184,450	195,644	210,500	0
\$225,001 - \$275,000	27	15.00%	247,677	289,900	250,146	251,653	239,000
\$275,001 - \$375,000	30	16.67%	309,259	0	328,167	302,189	309,900
\$375,001 and up	21	11.67%	501,586	719,950	489,780	460,117	529,000
Average List Price			238,714	174,353	219,193	282,495	383,360
Total Closed Units			180	19	100	56	5
Total Closed Volume			42,968,491	3.31M	21.92M	15.82M	1.92M



September 2020

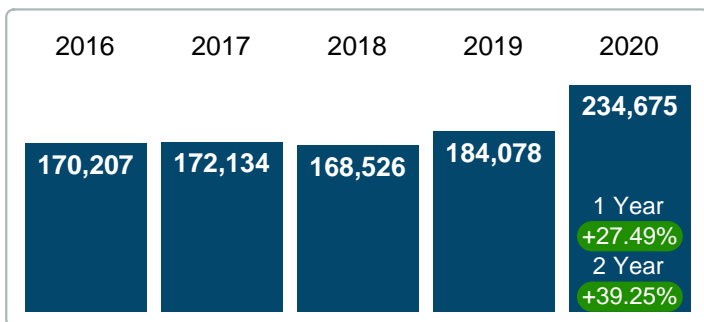
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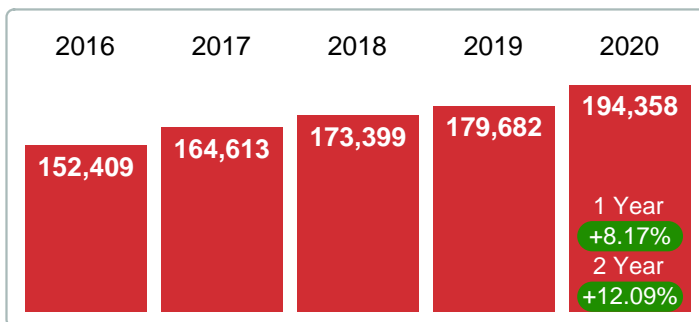
AVERAGE SOLD PRICE AT CLOSING

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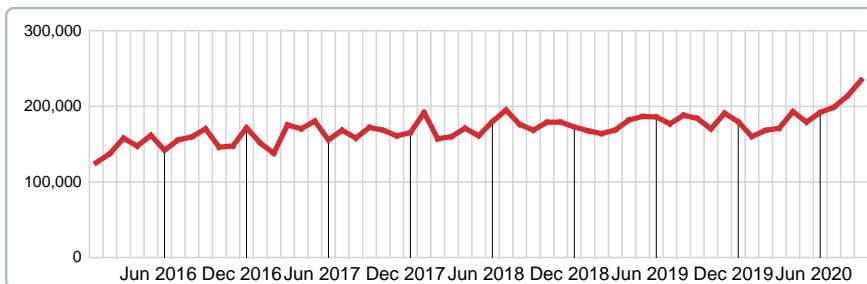
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

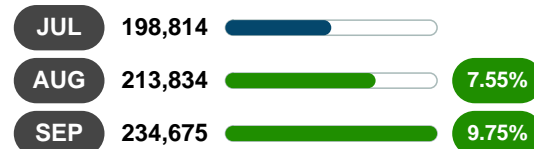


3 MONTHS

5 year SEP AVG = 185,924

High Sep 2020 234,675 Low Jan 2016 125,433

Average Sold Price at Closing this month at **234,675** above the 5 yr SEP average of **185,924**



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
\$125,000 and less	16	8.89%	73,219	60,727	95,875	120,000	0
\$125,001 - \$150,000	10	5.56%	138,548	150,000	138,022	135,783	0
\$150,001 - \$175,000	36	20.00%	165,947	159,250	165,457	170,463	0
\$175,001 - \$225,000	41	22.78%	196,369	184,450	196,787	197,540	0
\$225,001 - \$275,000	30	16.67%	249,079	265,000	248,284	249,736	238,000
\$275,001 - \$375,000	26	14.44%	312,459	0	325,446	300,308	307,450
\$375,001 and up	21	11.67%	479,186	551,456	485,600	457,042	523,750
Average Sold Price			234,675	151,227	218,572	278,760	380,080
Total Closed Units		100%	234,675	19	100	56	5
Total Closed Volume			42,241,441	2.87M	21.86M	15.61M	1.90M

September 2020

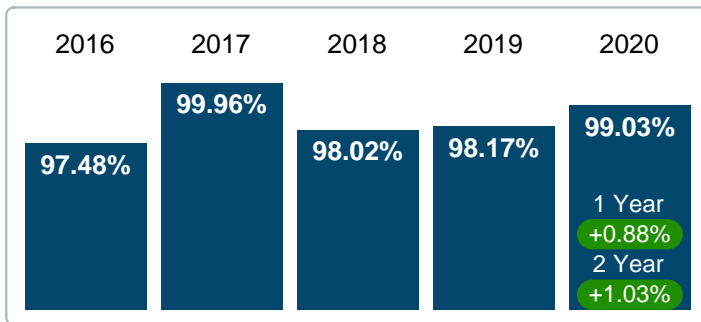
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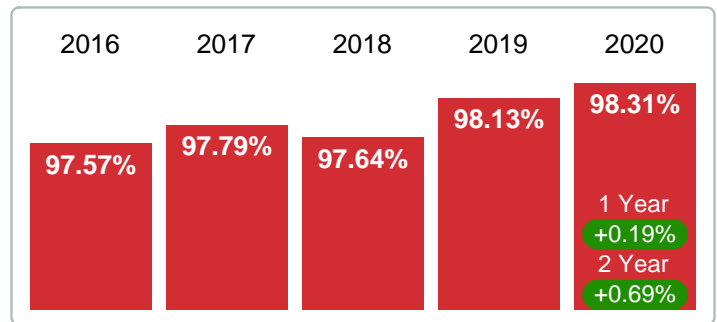
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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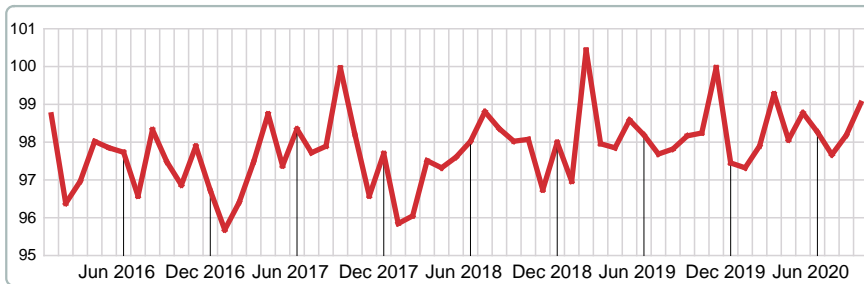
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

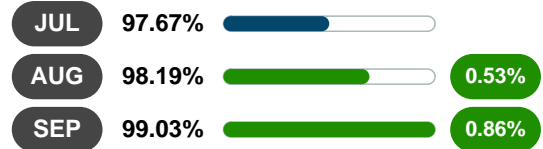


3 MONTHS

5 year SEP AVG = 98.53%

High Feb 2019 100.44% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **99.03%**
equal to 5 yr SEP average of **98.53%**



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
\$125,000 and less	16	8.89%	96.63%	95.69%	97.29%	104.35%	0.00%
\$125,001 - \$150,000	10	5.56%	99.98%	100.00%	100.29%	99.36%	0.00%
\$150,001 - \$175,000	36	20.00%	99.46%	91.00%	99.94%	100.06%	0.00%
\$175,001 - \$225,000	41	22.78%	99.32%	100.00%	100.66%	95.29%	0.00%
\$225,001 - \$275,000	30	16.67%	99.03%	91.41%	99.33%	99.22%	99.58%
\$275,001 - \$375,000	26	14.44%	99.32%	0.00%	99.25%	99.42%	99.18%
\$375,001 and up	21	11.67%	98.73%	94.18%	98.96%	99.33%	99.11%
Average Sold/List Ratio		99.00%		95.49%	99.84%	98.77%	99.23%
Total Closed Units	180	100%	99.00%	19	100	56	5
Total Closed Volume	42,241,441			2.87M	21.86M	15.61M	1.90M



September 2020

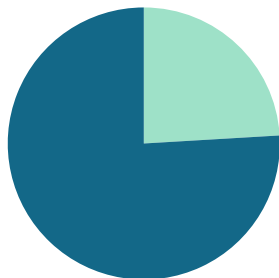
Area Delimited by County Of Wagoner



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

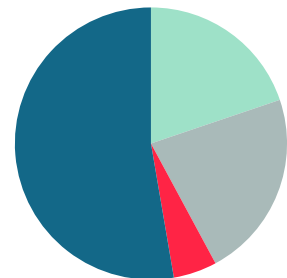


Inventory
 New Listings
210 = 24.05%
 Start Inventory
663
 Total Inventory Units
873
 Volume
\$223,130,344

Market Activity

Closed Sales
180 = 19.80%
 Pending Sales
203 = 22.33%
 Other Off Market
47 = 5.17%
 Active Inventory
479 = 52.70%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	141	180	27.66%	1,269	1,309	3.15%
Pending Sales	136	203	49.26%	1,278	1,556	21.75%
New Listings	205	210	2.44%	2,190	2,133	-2.60%
Average List Price	187,333	238,714	27.43%	182,726	197,553	8.11%
Average Sale Price	184,078	234,675	27.49%	179,682	194,358	8.17%
Average Percent of Selling Price to List Price	98.17%	99.03%	0.88%	98.13%	98.31%	0.19%
Average Days on Market to Sale	45.79	28.18	-38.46%	46.75	36.11	-22.76%
Monthly Inventory	784	479	-38.90%	784	479	-38.90%
Months Supply of Inventory	5.88	3.40	-42.09%	5.88	3.40	-42.09%

Absorption: Last 12 months, an Average of **141** Sales/Month

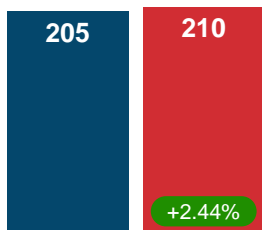
Inventory on September 30, 2020 = **479**

2019 **2020**

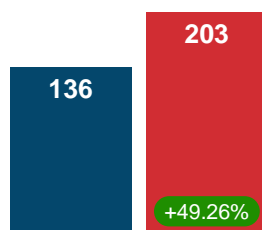
SEPTEMBER MARKET

AVERAGE PRICES

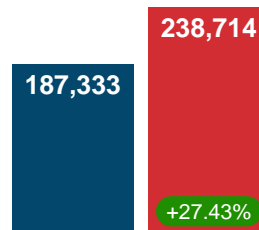
New Listings



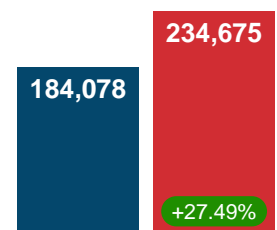
Pending Listings



List Price



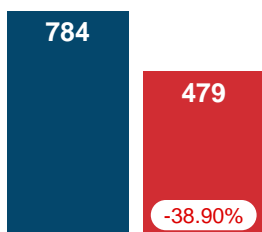
Sale Price



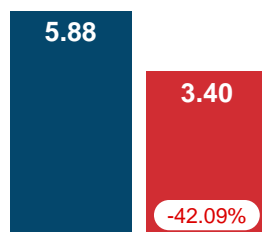
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

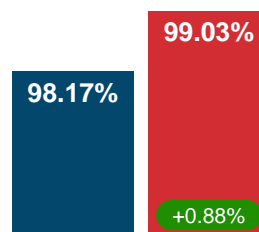
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

