



September 2020

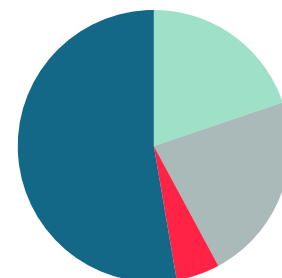
Area Delimited by County Of Wagoner



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%
Median List Price	168,015	204,450	21.69%
Median Sale Price	166,727	202,500	21.46%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	27.00	8.00	-70.37%
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.

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 **21.46%** in September 2020 to \$202,500 versus the previous year at \$166,727.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 19.00 days or **70.37%** in September 2020 compared to last year's same month at **27.00** DOM.

Sales Success for September 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 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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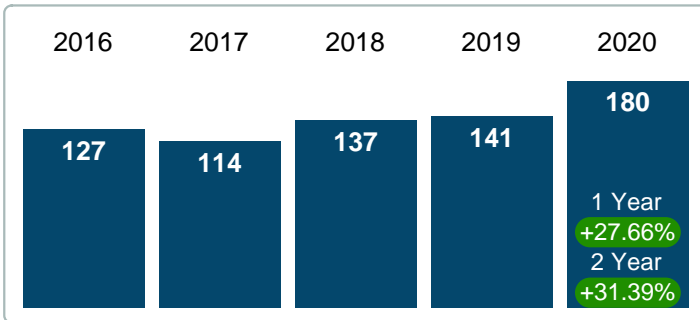
Area Delimited by County Of Wagoner



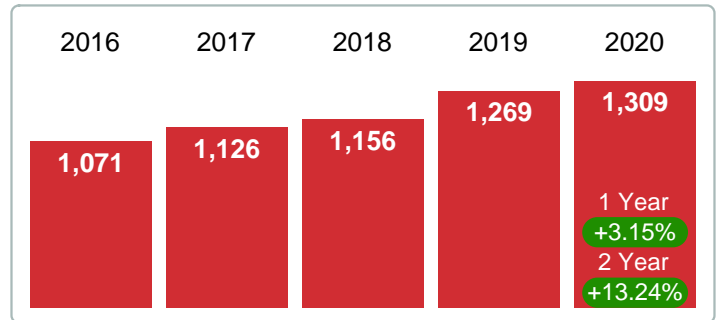
CLOSED LISTINGS

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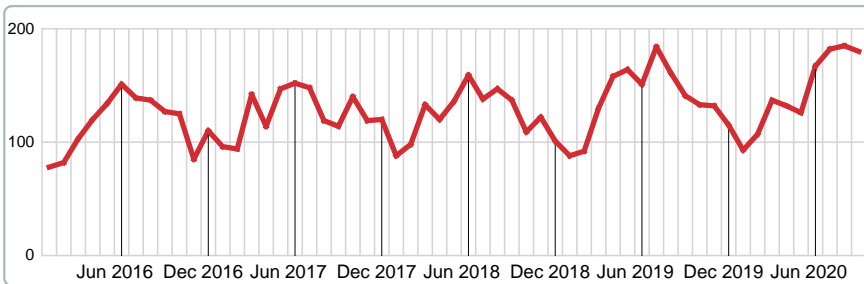
SEPTEMBER



YEAR TO DATE (YTD)

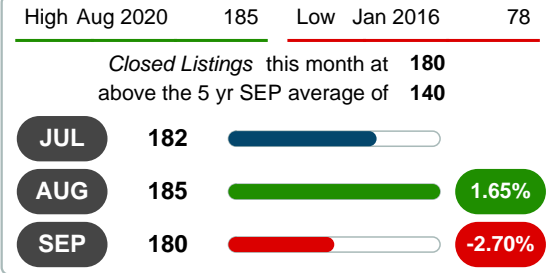


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 140



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	16	8.89%	8.5	11	4	1	0
\$125,001 - \$150,000	10	5.56%	4.5	1	6	3	0
\$150,001 - \$175,000	36	20.00%	7.0	2	28	6	0
\$175,001 - \$225,000	41	22.78%	7.0	2	29	10	0
\$225,001 - \$275,000	30	16.67%	6.5	1	16	12	1
\$275,001 - \$375,000	26	14.44%	15.0	0	12	12	2
\$375,001 and up	21	11.67%	17.0	2	5	12	2
Total Closed Units	180			19	100	56	5
Total Closed Volume	42,241,441	100%	8.0	2.87M	21.86M	15.61M	1.90M
Median Closed Price	\$202,500			\$90,000	\$193,000	\$256,103	\$319,900



September 2020

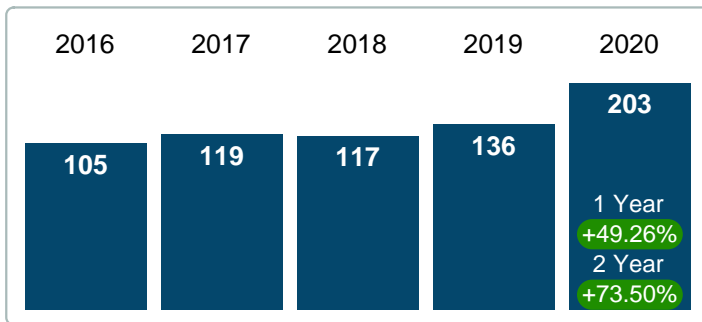
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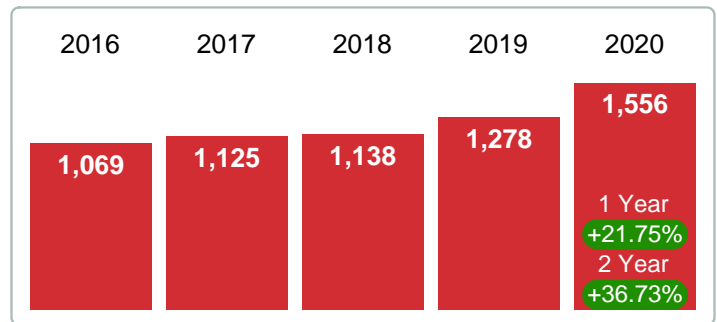
PENDING LISTINGS

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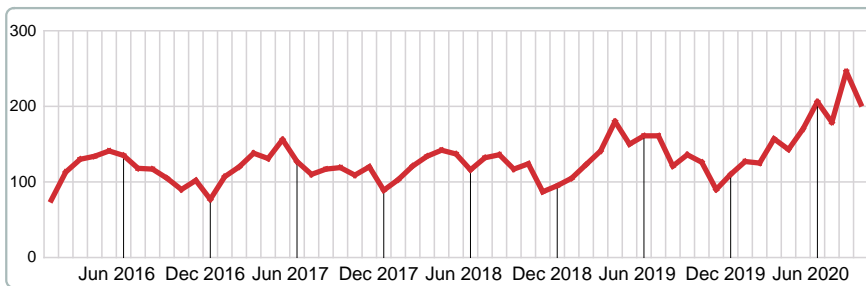
SEPTEMBER



YEAR TO DATE (YTD)

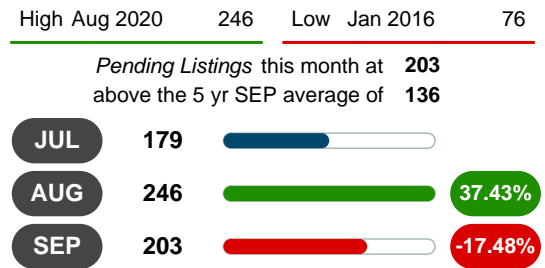


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 136



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	7.88%	17.0	8	8	0	0
\$75,001 - \$125,000	15	7.39%	17.0	7	6	2	0
\$125,001 - \$175,000	43	21.18%	9.0	9	31	2	1
\$175,001 - \$225,000	47	23.15%	12.0	2	30	14	1
\$225,001 - \$275,000	28	13.79%	16.5	1	16	11	0
\$275,001 - \$400,000	31	15.27%	4.0	1	15	15	0
\$400,001 and up	23	11.33%	39.0	3	6	10	4
Total Pending Units	203			31	112	54	6
Total Pending Volume	48,072,676	100%	14.0	5.76M	23.46M	16.16M	2.71M
Median Listing Price	\$208,922			\$134,900	\$189,900	\$268,463	\$449,700



September 2020

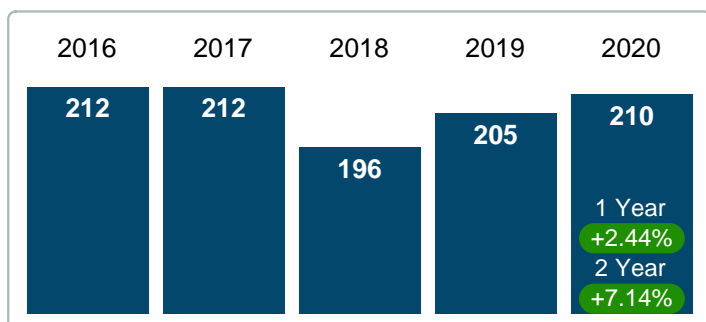
Area Delimited by County Of Wagoner



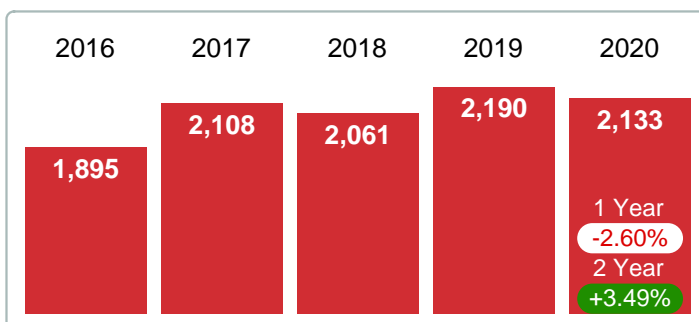
NEW LISTINGS

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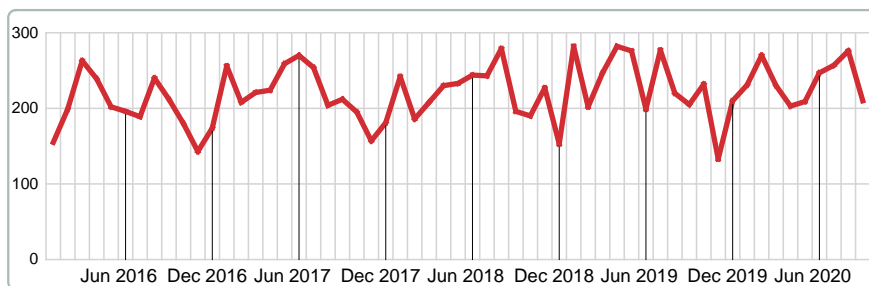
SEPTEMBER



YEAR TO DATE (YTD)

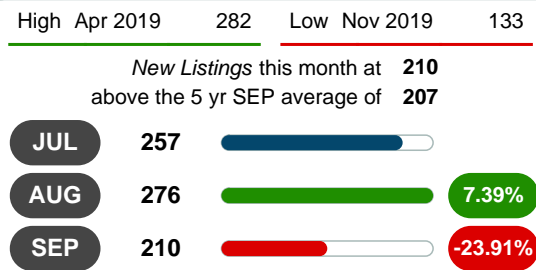


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$193,750		\$109,430	\$185,000	\$299,900	\$364,900



September 2020

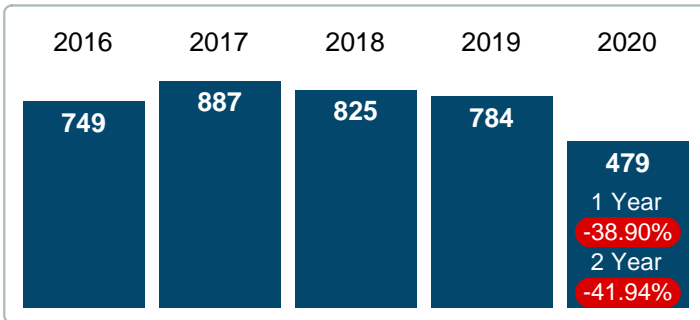
Area Delimited by County Of Wagoner



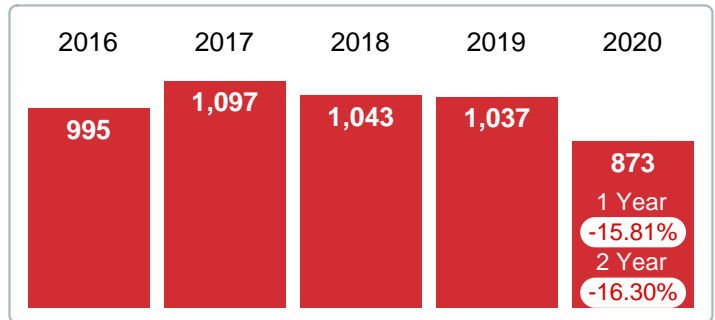
ACTIVE INVENTORY

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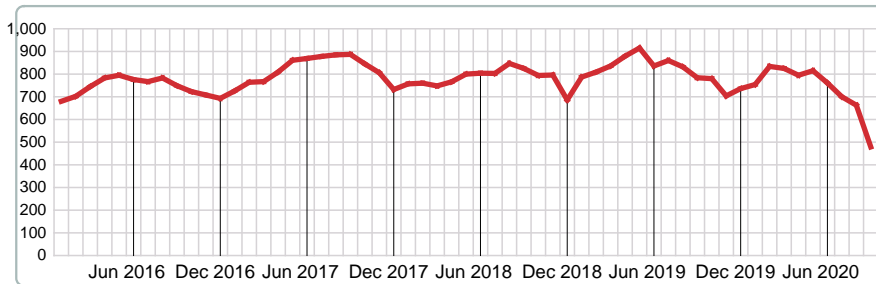
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

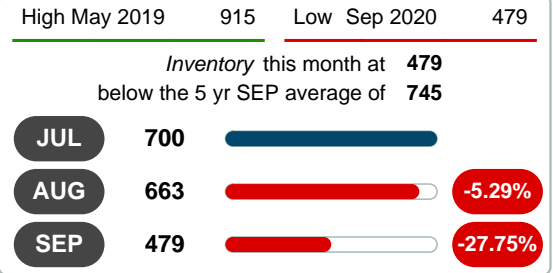


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 745



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	39.0	0	0	0	0
\$1-\$25,000	55	11.48%	97.0	24	24	6	1
\$25,001-\$125,000	119	24.84%	61.0	104	13	2	0
\$125,001-\$225,000	107	22.34%	41.0	39	51	17	0
\$225,001-\$325,000	80	16.70%	50.5	27	30	20	3
\$325,001-\$475,000	63	13.15%	95.0	15	18	22	8
\$475,001 and up	55	11.48%	58.0	32	4	13	6
Total Active Inventory by Units	479			241	140	80	18
Total Active Inventory by Volume	125,533,017	100%	61.0	59.82M	29.54M	26.92M	9.25M
Median Active Inventory Listing Price	\$179,900			\$92,000	\$187,000	\$302,400	\$411,800



September 2020

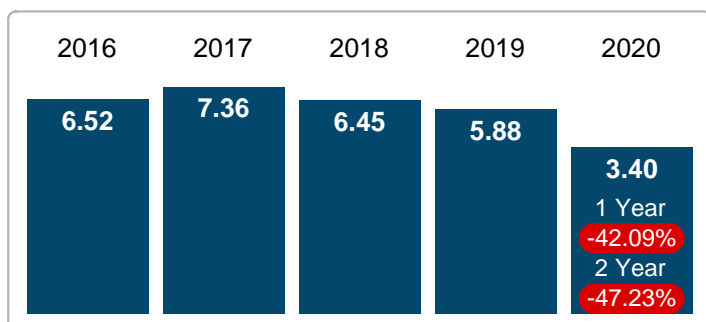
Area Delimited by County Of Wagoner



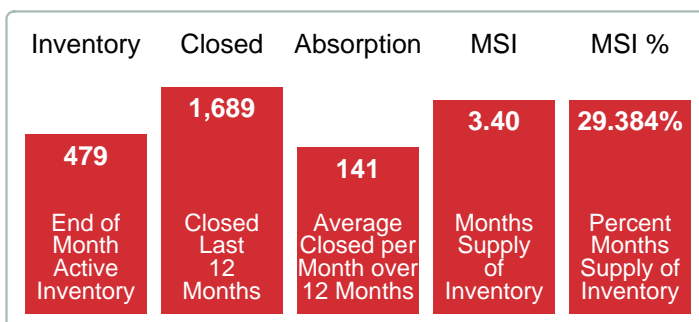
MONTHS SUPPLY of INVENTORY (MSI)

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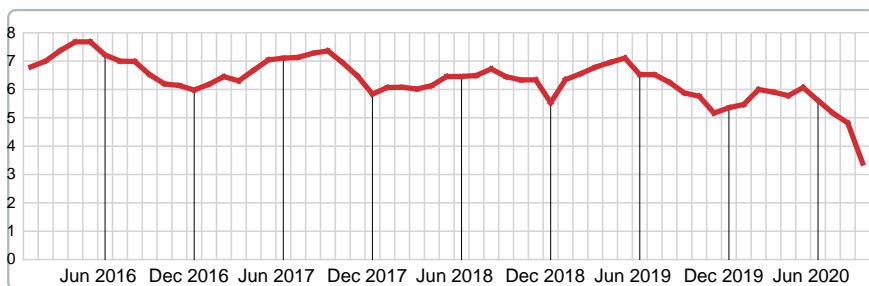
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

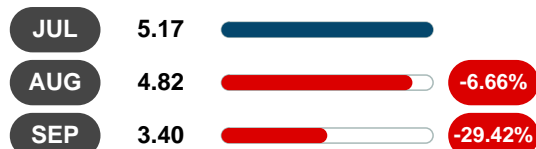


3 MONTHS

5 year SEP AVG = 5.92

High May 2016 7.68 Low Sep 2020 3.40

Months Supply this month at **3.40**
below the 5 yr SEP average of **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

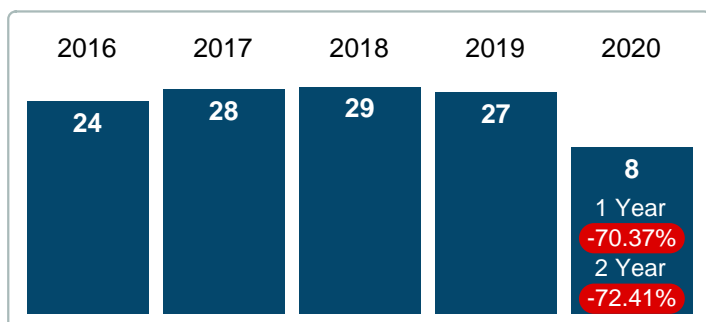
Area Delimited by County Of Wagoner



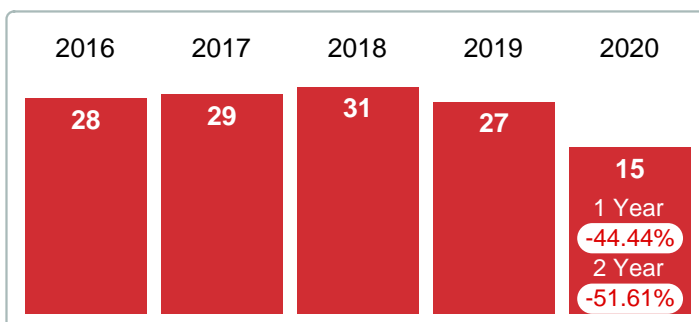
MEDIAN DAYS ON MARKET TO SALE

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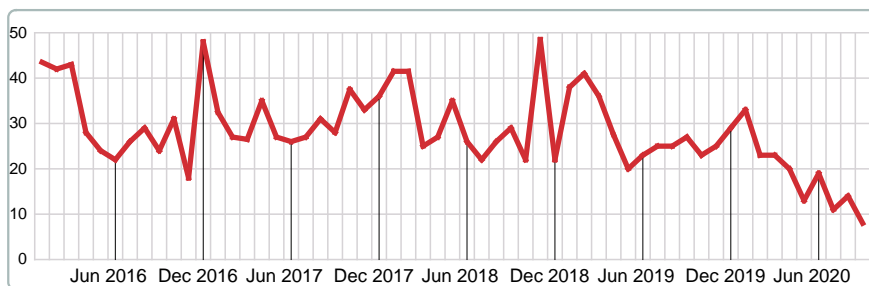
SEPTEMBER



YEAR TO DATE (YTD)

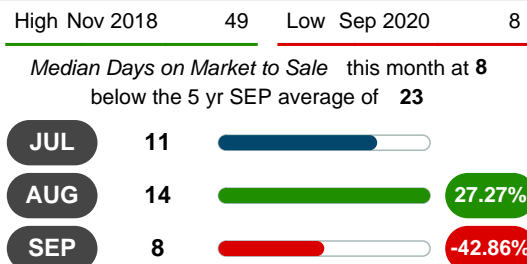


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 23



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
\$125,000 and less	8.89%	9	11	3	6	0
\$125,001 - \$150,000	5.56%	5	68	4	5	0
\$150,001 - \$175,000	20.00%	7	168	5	16	0
\$175,001 - \$225,000	22.78%	7	127	5	12	0
\$225,001 - \$275,000	16.67%	7	116	4	7	124
\$275,001 - \$375,000	14.44%	15	0	21	8	13
\$375,001 and up	11.67%	17	15	17	17	37
Median Closed DOM		8	26	5	10	16
Total Closed Units	100%	8.0	19	100	56	5
Total Closed Volume		42,241,441	2.87M	21.86M	15.61M	1.90M



September 2020

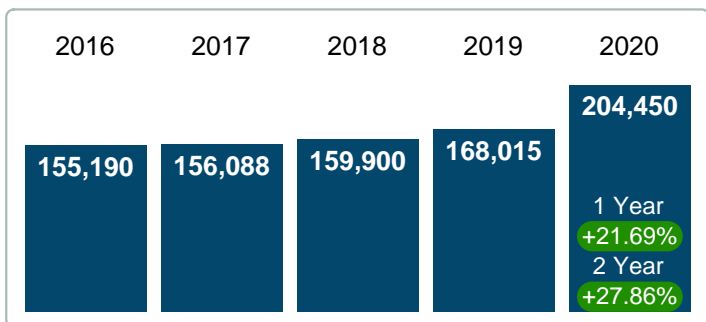
Area Delimited by County Of Wagoner



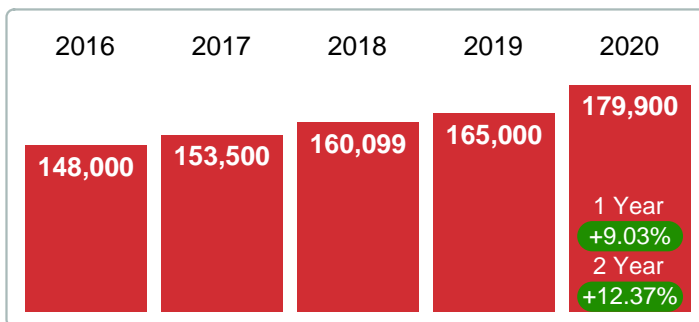
MEDIAN LIST PRICE AT CLOSING

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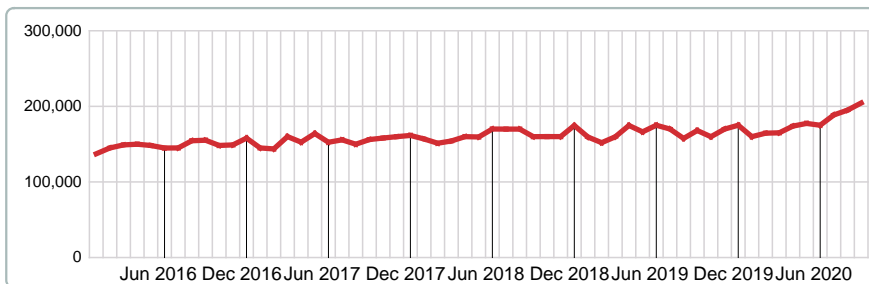
SEPTEMBER



YEAR TO DATE (YTD)

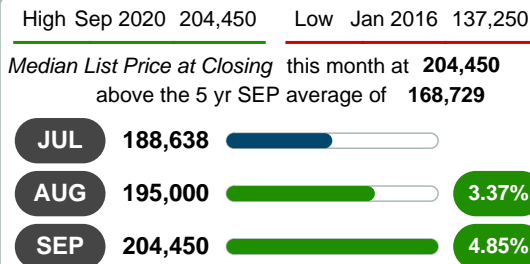


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 168,729



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
\$125,000 and less (17 units)	9.44%	85,000	52,500	97,000	115,000	0
\$125,001 - \$150,000 (8 units)	4.44%	137,500	150,000	135,000	135,000	0
\$150,001 - \$175,000 (38 units)	21.11%	166,450	175,000	165,240	169,420	0
\$175,001 - \$225,000 (39 units)	21.67%	196,575	184,450	195,000	199,900	0
\$225,001 - \$275,000 (27 units)	15.00%	244,953	0	244,477	249,450	239,000
\$275,001 - \$375,000 (30 units)	16.67%	302,465	302,400	317,107	298,950	309,900
\$375,001 and up (21 units)	11.67%	449,500	1,125,000	407,500	442,250	529,000
Median List Price		204,450	92,000	191,000	263,013	319,900
Total Closed Units		180	19	100	56	5
Total Closed Volume		42,968,491	3.31M	21.92M	15.82M	1.92M



September 2020

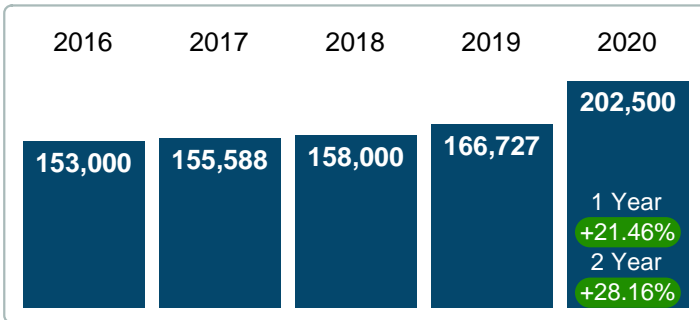
Area Delimited by County Of Wagoner



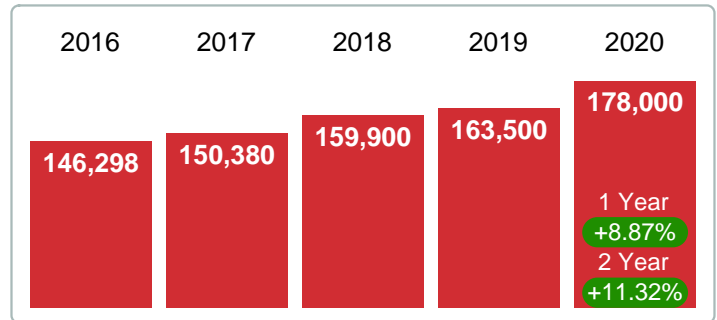
MEDIAN SOLD PRICE AT CLOSING

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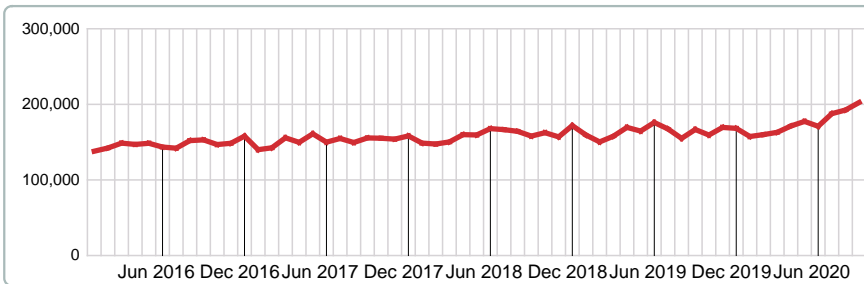
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

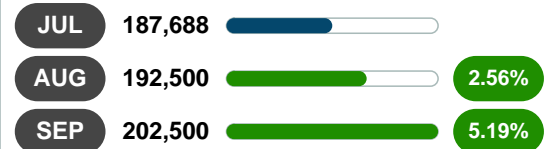


3 MONTHS

5 year SEP AVG = 167,163

High Sep 2020 202,500 Low Jan 2016 138,000

Median Sold Price at Closing this month at **202,500**
above the 5 yr SEP average of **167,163**



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
\$125,000 and less	8.89%	79,250	48,500	93,500	120,000	0
\$125,001 - \$150,000	5.56%	137,550	150,000	135,500	139,100	0
\$150,001 - \$175,000	20.00%	165,000	159,250	164,905	170,220	0
\$175,001 - \$225,000	22.78%	196,575	184,450	196,000	201,000	0
\$225,001 - \$275,000	16.67%	246,440	265,000	246,440	246,600	238,000
\$275,001 - \$375,000	14.44%	304,000	0	330,900	300,450	307,450
\$375,001 and up	11.67%	465,000	551,456	412,000	453,000	523,750
Median Sold Price		202,500	90,000	193,000	256,103	319,900
Total Closed Units	100%	202,500	19	100	56	5
Total Closed Volume		42,241,441	2.87M	21.86M	15.61M	1.90M



September 2020

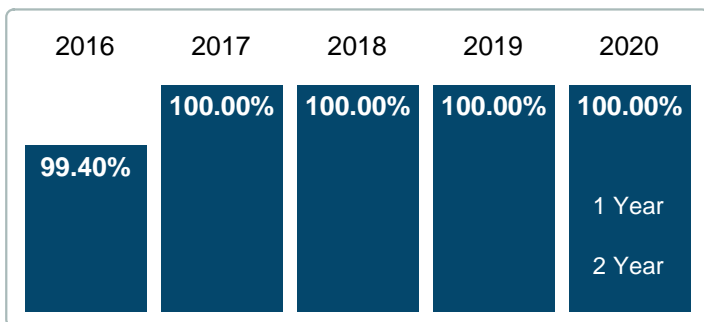
Area Delimited by County Of Wagoner



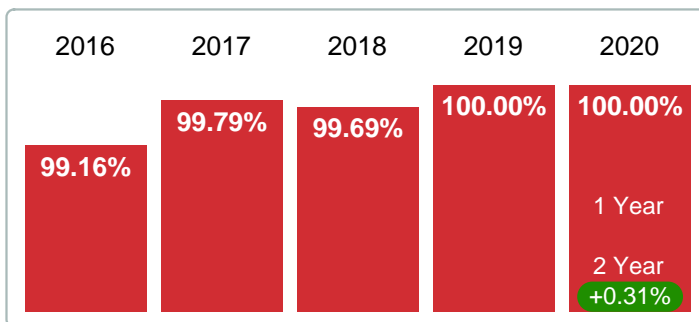
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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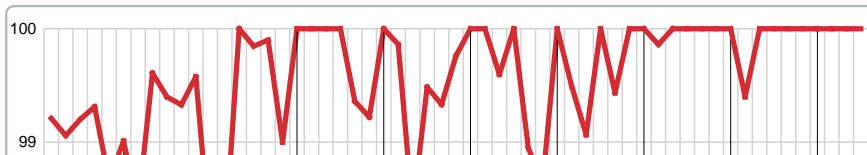
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99.88%

High Sep 2020 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at 100.00% equal to 5 yr SEP average of 99.88%

JUL 100.00%
AUG 100.00%
SEP 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
\$125,000 and less	16	8.89%	100.00%	100.00%	98.13%	104.35%	0.00%
\$125,001 - \$150,000	10	5.56%	100.45%	100.00%	101.00%	100.89%	0.00%
\$150,001 - \$175,000	36	20.00%	100.00%	91.00%	100.00%	100.00%	0.00%
\$175,001 - \$225,000	41	22.78%	100.00%	100.00%	100.00%	100.00%	0.00%
\$225,001 - \$275,000	30	16.67%	100.00%	91.41%	100.00%	100.00%	99.58%
\$275,001 - \$375,000	26	14.44%	100.00%	0.00%	100.00%	99.87%	99.18%
\$375,001 and up	21	11.67%	100.00%	94.18%	100.00%	99.75%	99.11%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	99.58%
Total Closed Units	180	100%	100.00%	19	100	56	5
Total Closed Volume	42,241,441			2.87M	21.86M	15.61M	1.90M



September 2020

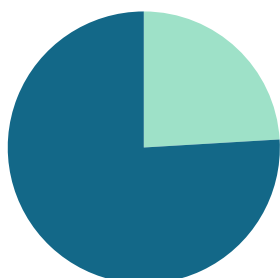
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY

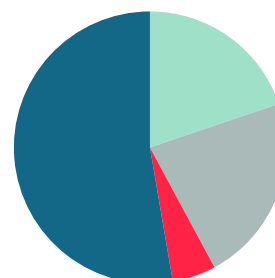


Inventory
 New Listings
210 = 24.05%
 Start Inventory
663
 Total Inventory Units
873
 Volume
\$223,130,344

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%
Median List Price	168,015	204,450	21.69%	165,000	179,900	9.03%
Median Sale Price	166,727	202,500	21.46%	163,500	178,000	8.87%
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	27.00	8.00	-70.37%	27.00	15.00	-44.44%
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

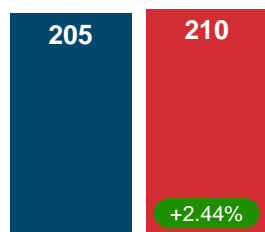
Inventory on September 30, 2020 = **479**

2019 **2020**

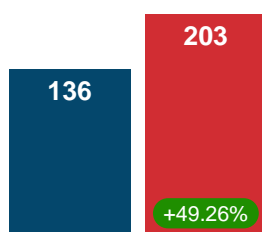
SEPTEMBER MARKET

MEDIAN PRICES

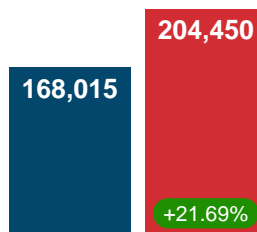
New Listings



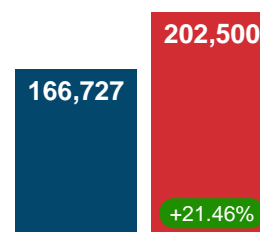
Pending Listings



List Price



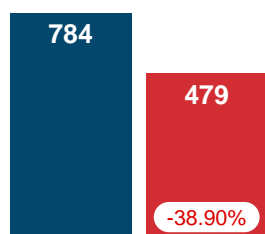
Sale Price



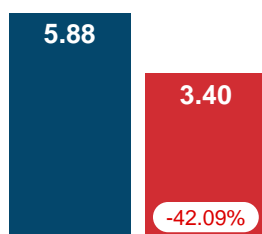
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

