

# April 2021



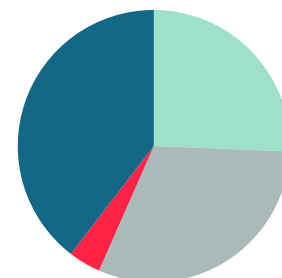
Area Delimited by County Of Wagoner



## MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	139	208	49.64%
Pending Listings	148	251	69.59%
New Listings	206	269	30.58%
Average List Price	186,289	200,248	7.49%
Average Sale Price	183,322	199,582	8.87%
Average Percent of Selling Price to List Price	98.16%	99.36%	1.23%
Average Days on Market to Sale	42.83	20.77	-51.49%
End of Month Inventory	809	321	-60.32%
Months Supply of Inventory	5.84	1.88	-67.77%



■ Closed (25.65%)  
■ Pending (30.95%)  
■ Other OffMarket (3.82%)  
■ Active (39.58%)

**Absorption:** Last 12 months, an Average of **171** Sales/Month  
**Active Inventory** as of April 30, 2021 = **321**

### Analysis Wrap-Up

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

The total housing inventory at the end of April 2021 decreased **60.32%** to 321 existing homes available for sale. Over the last 12 months this area has had an average of 171 closed sales per month. This represents an unsold inventory index of **1.88** 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 **8.87%** in April 2021 to \$199,582 versus the previous year at \$183,322.

#### Average Days on Market Shortens

The average number of **20.77** days that homes spent on the market before selling decreased by 22.05 days or **51.49%** in April 2021 compared to last year's same month at **42.83** DOM.

#### Sales Success for April 2021 is Positive

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

There were 269 New Listings in April 2021, up **30.58%** from last year at 206. Furthermore, there were 208 Closed Listings this month versus last year at 139, a **49.64%** increase.

Closed versus Listed trends yielded a **77.3%** ratio, up from previous year's, April 2020, at **67.5%**, a **14.59%** 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

# April 2021



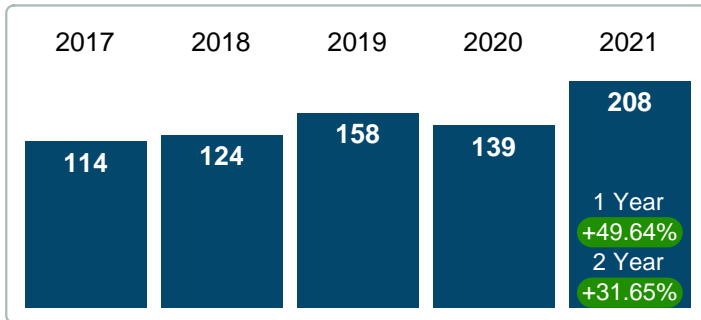
Area Delimited by County Of Wagoner



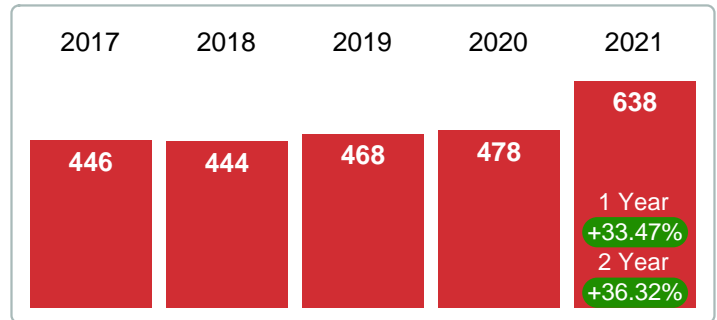
## CLOSED LISTINGS

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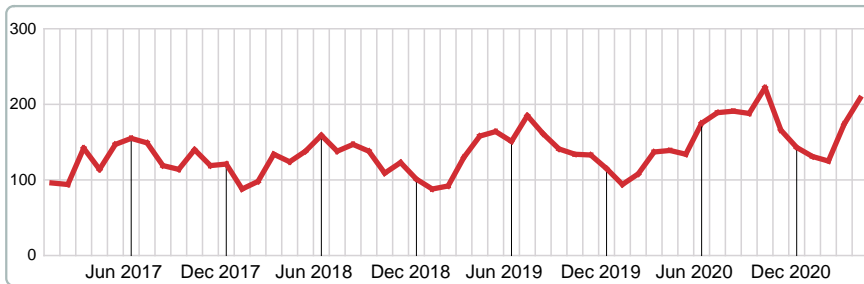
### APRIL



### YEAR TO DATE (YTD)

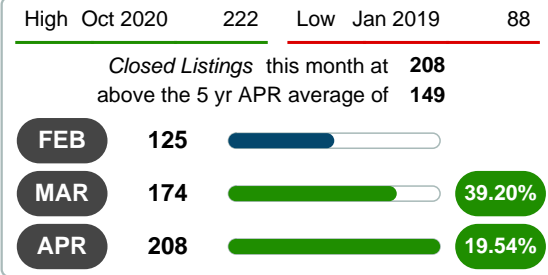


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 149



### 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	17	8.17%	35.2	8	7	2	0
\$50,001 - \$125,000	25	12.02%	43.2	14	11	0	0
\$125,001 - \$150,000	17	8.17%	15.3	2	13	2	0
\$150,001 - \$200,000	60	28.85%	10.8	2	50	8	0
\$200,001 - \$250,000	34	16.35%	14.7	0	27	7	0
\$250,001 - \$300,000	26	12.50%	15.9	0	16	10	0
\$300,001 and up	29	13.94%	28.2	4	5	15	5
<b>Total Closed Units</b>	<b>208</b>			<b>30</b>	<b>129</b>	<b>44</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>41,513,011</b>	<b>100%</b>	<b>20.8</b>	<b>3.36M</b>	<b>24.23M</b>	<b>11.92M</b>	<b>2.00M</b>
<b>Average Closed Price</b>	<b>\$199,582</b>			<b>\$111,903</b>	<b>\$187,850</b>	<b>\$270,994</b>	<b>\$399,920</b>

# April 2021



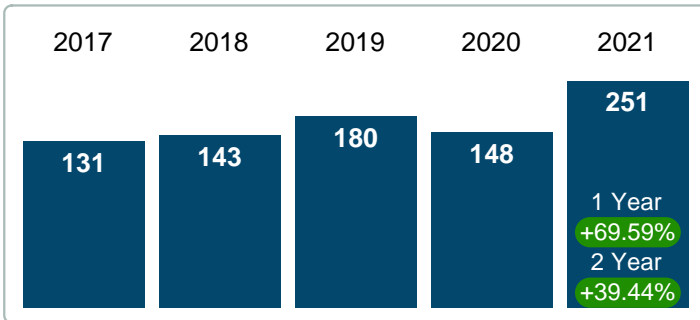
Area Delimited by County Of Wagoner



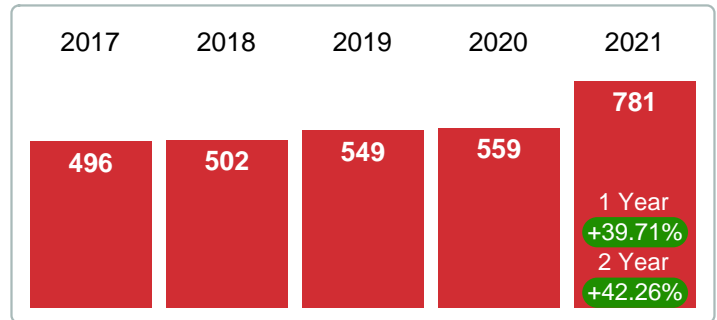
## PENDING LISTINGS

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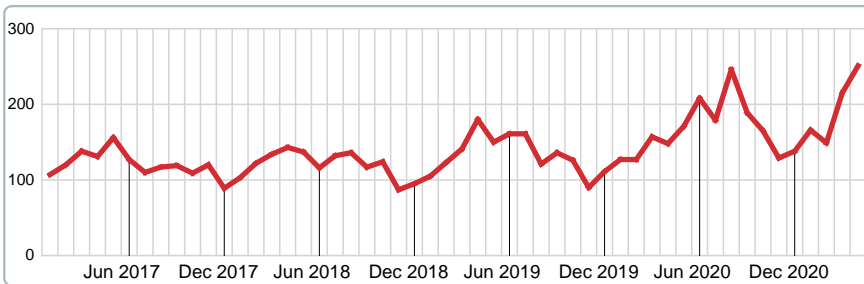
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

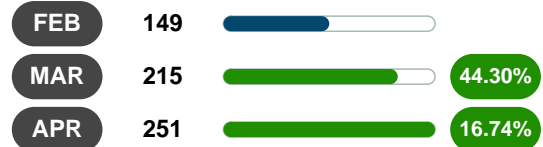


### 3 MONTHS

5 year APR AVG = 171

High Apr 2021 251 Low Nov 2018 87

Pending Listings this month at 251  
above the 5 yr APR average of 171



### 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	26	10.36%	61.5	16	9	1	0
\$75,001 - \$125,000	16	6.37%	15.6	6	9	1	0
\$125,001 - \$175,000	50	19.92%	33.2	14	34	2	0
\$175,001 - \$225,000	59	23.51%	11.4	4	43	12	0
\$225,001 - \$275,000	36	14.34%	9.2	3	16	15	2
\$275,001 - \$350,000	37	14.74%	18.2	4	16	15	2
\$350,001 and up	27	10.76%	19.7	4	9	14	0
<b>Total Pending Units</b>	<b>251</b>			<b>51</b>	<b>136</b>	<b>60</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>57,605,798</b>	<b>100%</b>	<b>5.3</b>	<b>9.88M</b>	<b>28.19M</b>	<b>18.40M</b>	<b>1.12M</b>
<b>Average Listing Price</b>	<b>\$176,487</b>			<b>\$193,816</b>	<b>\$207,298</b>	<b>\$306,747</b>	<b>\$280,950</b>

# April 2021



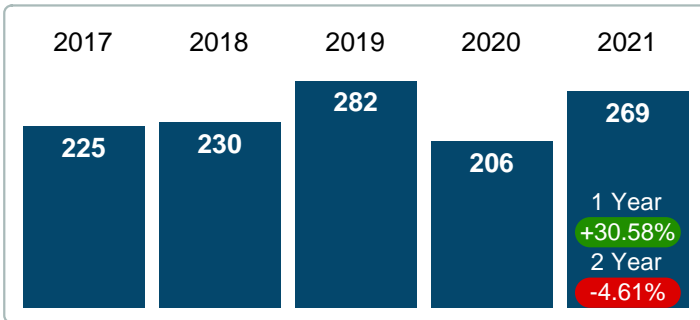
Area Delimited by County Of Wagoner



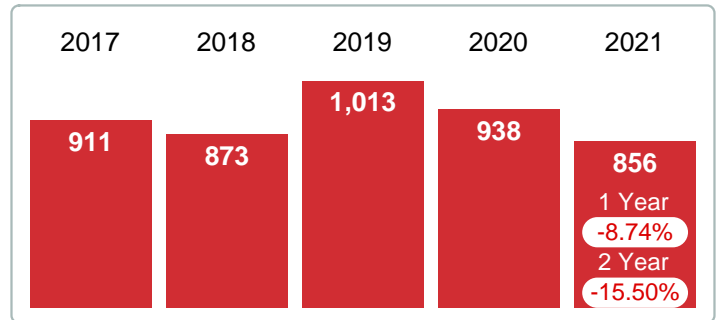
## NEW LISTINGS

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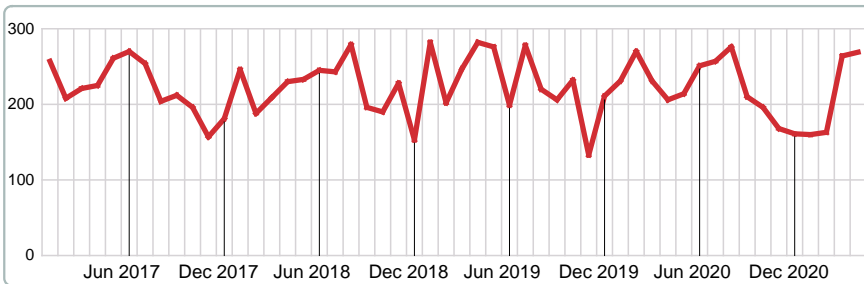
### APRIL



### YEAR TO DATE (YTD)

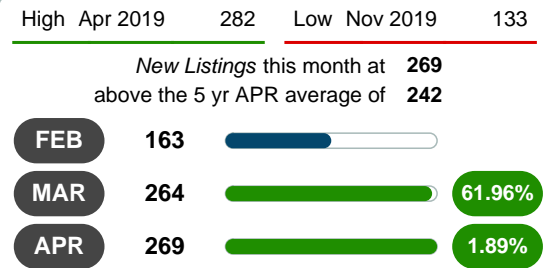


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 242



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds   3 Beds   4 Beds   5+ Beds			
\$75,000 and less	26	9.67%	15	9	2	0
\$75,001 - \$125,000	24	8.92%	17	6	1	0
\$125,001 - \$175,000	44	16.36%	9	31	4	0
\$175,001 - \$225,000	59	21.93%	10	40	9	0
\$225,001 - \$300,000	56	20.82%	8	25	21	2
\$300,001 - \$375,000	30	11.15%	3	16	9	2
\$375,001 and up	30	11.15%	10	10	7	3
<b>Total New Listed Units</b>	<b>269</b>		<b>72</b>	<b>137</b>	<b>53</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>62,417,266</b>	<b>100%</b>	<b>15.48M</b>	<b>29.86M</b>	<b>14.33M</b>	<b>2.75M</b>
<b>Average New Listed Listing Price</b>	<b>\$179,068</b>		<b>\$214,987</b>	<b>\$217,940</b>	<b>\$270,349</b>	<b>\$393,129</b>

# April 2021



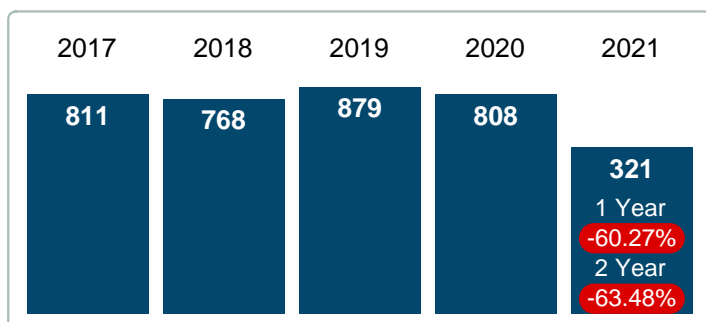
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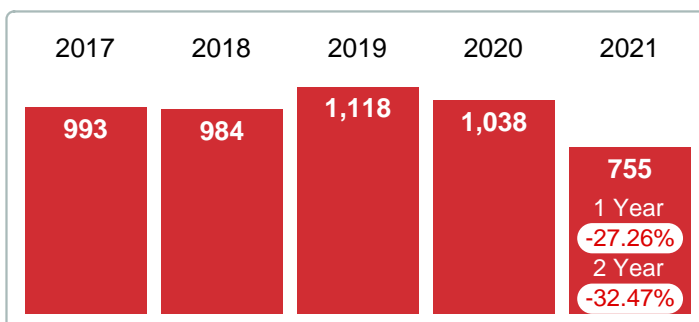
## ACTIVE INVENTORY

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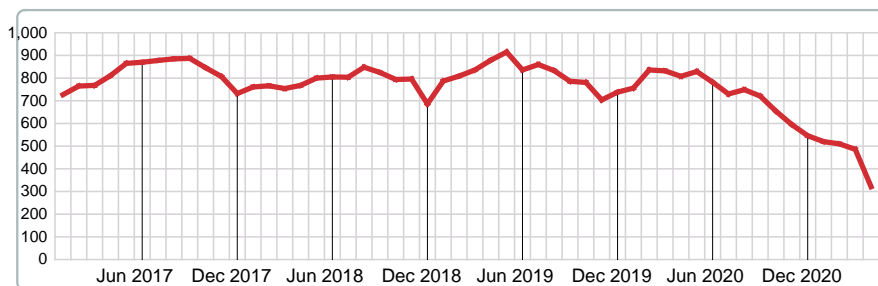
### END OF APRIL



### ACTIVE DURING APRIL

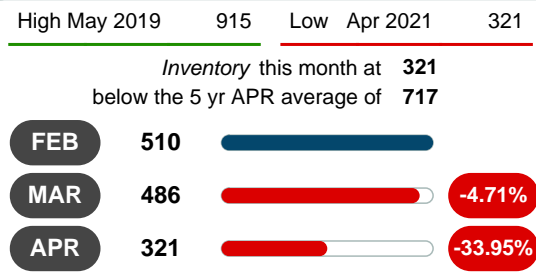


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 717



### 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	27	8.41%	111.3	25	0	2	0
\$25,001 - \$100,000	45	14.02%	121.0	39	5	0	1
\$100,001 - \$150,000	37	11.53%	98.0	25	10	2	0
\$150,001 - \$300,000	92	28.66%	72.7	50	28	14	0
\$300,001 - \$400,000	48	14.95%	66.1	14	22	9	3
\$400,001 - \$650,000	40	12.46%	108.0	19	9	9	3
\$650,001 and up	32	9.97%	161.0	23	2	5	2
<b>Total Active Inventory by Units</b>	<b>321</b>			<b>195</b>	<b>76</b>	<b>41</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>115,507,144</b>	<b>100%</b>	<b>97.9</b>	<b>70.38M</b>	<b>23.42M</b>	<b>16.96M</b>	<b>4.75M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$359,835</b>			<b>\$360,933</b>	<b>\$308,112</b>	<b>\$413,557</b>	<b>\$528,089</b>

# April 2021



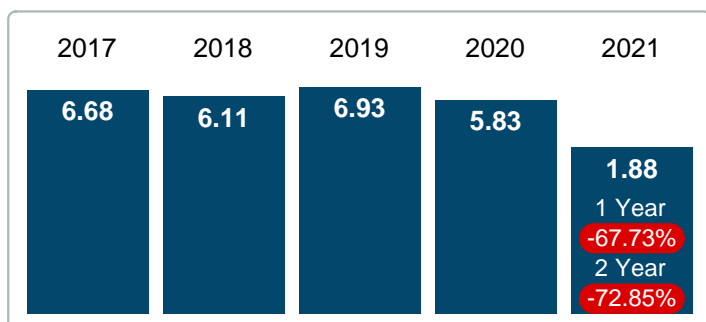
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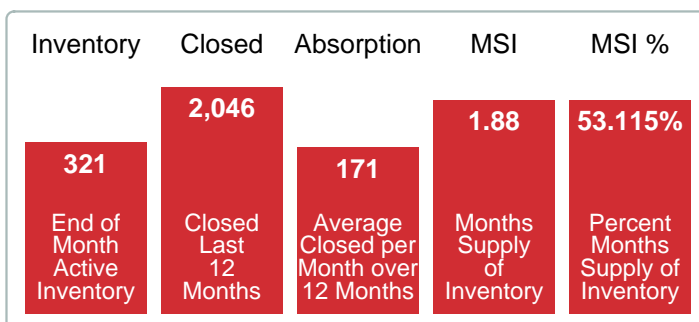
## MONTHS SUPPLY of INVENTORY (MSI)

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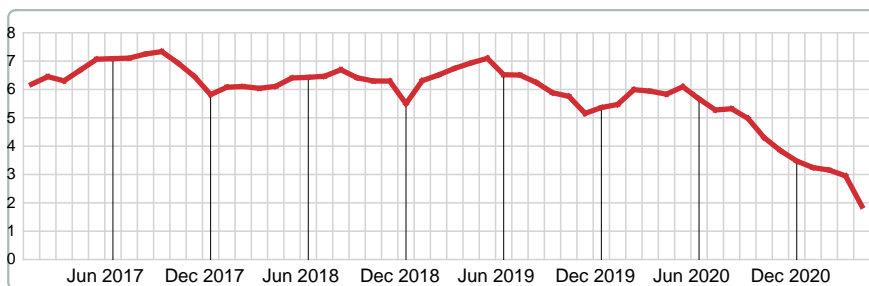
### MSI FOR APRIL



### INDICATORS FOR APRIL 2021

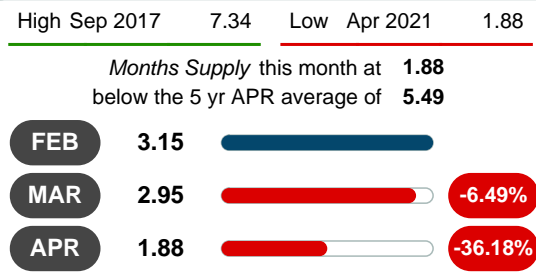


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 5.49



### 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	27	8.41%	2.63	9.09	0.00	1.20	0.00
\$25,001 - \$100,000	45	14.02%	2.44	3.06	1.00	0.00	0.00
\$100,001 - \$150,000	37	11.53%	1.78	5.77	0.71	0.92	0.00
\$150,001 - \$300,000	92	28.66%	0.99	11.11	0.45	0.58	0.00
\$300,001 - \$400,000	48	14.95%	2.69	15.27	3.07	1.13	1.71
\$400,001 - \$650,000	40	12.46%	4.66	57.00	4.70	1.74	2.57
\$650,001 and up	32	9.97%	17.45	69.00	6.00	12.00	2.67
Market Supply of Inventory (MSI)			1.88	7.52	0.78	0.97	1.71
Total Active Inventory by Units		100%	1.88	195	76	41	9

# April 2021



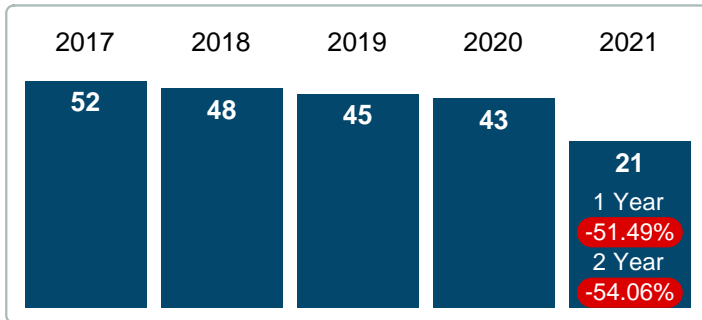
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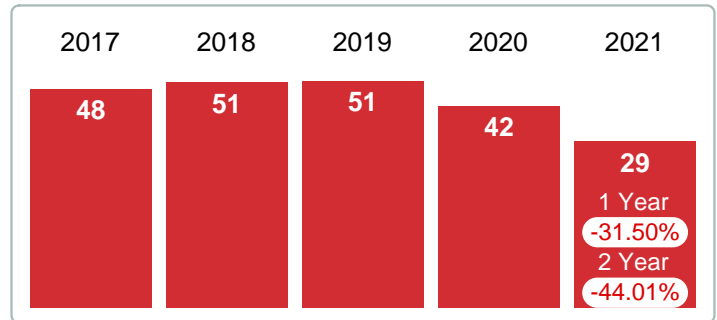
## AVERAGE DAYS ON MARKET TO SALE

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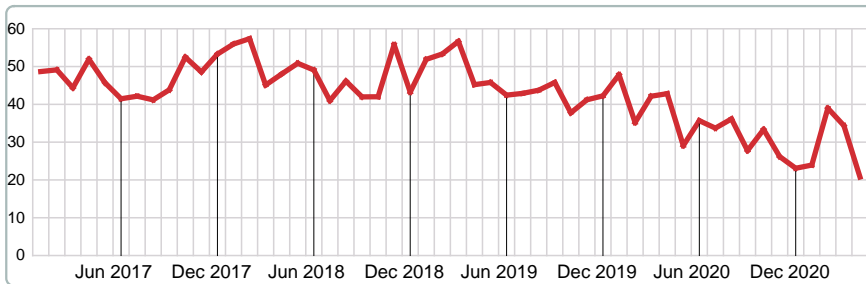
### APRIL



### YEAR TO DATE (YTD)

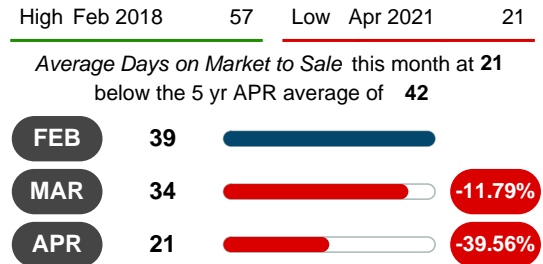


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR 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	8.17%	35	63	11	9	0
\$50,001 - \$125,000	12.02%	43	70	10	0	0
\$125,001 - \$150,000	8.17%	15	4	11	53	0
\$150,001 - \$200,000	28.85%	11	2	10	16	0
\$200,001 - \$250,000	16.35%	15	0	17	6	0
\$250,001 - \$300,000	12.50%	16	0	18	13	0
\$300,001 and up	13.94%	28	46	14	35	7
<b>Average Closed DOM</b>		<b>21</b>	<b>56</b>	<b>13</b>	<b>22</b>	<b>7</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>21</b>	<b>30</b>	<b>129</b>	<b>44</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>41,513,011</b>	<b>3.36M</b>	<b>24.23M</b>	<b>11.92M</b>	<b>2.00M</b>

# April 2021



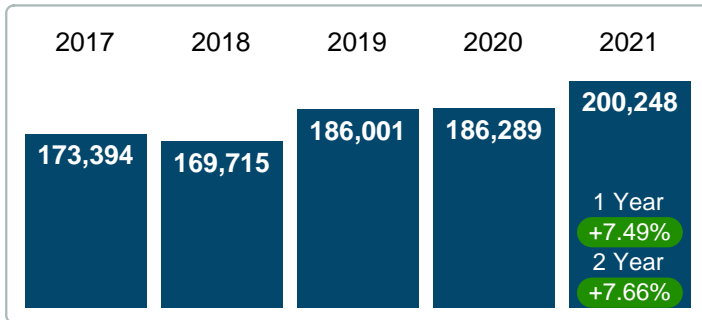
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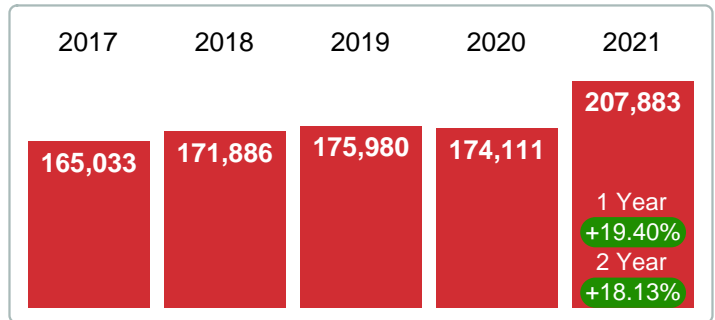
## AVERAGE LIST PRICE AT CLOSING

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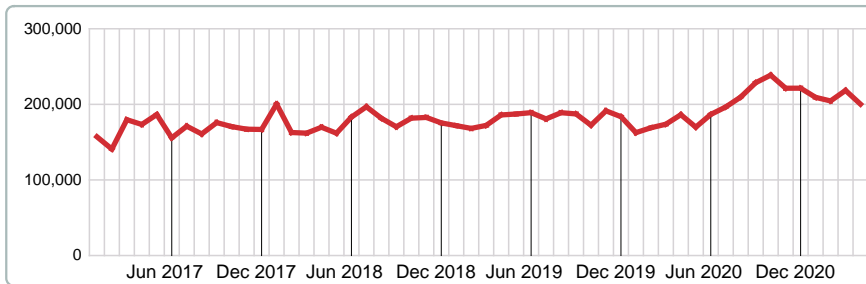
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

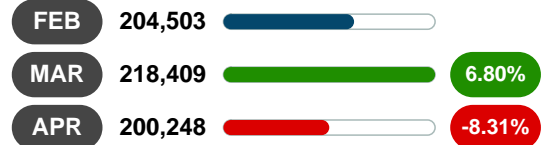


### 3 MONTHS

5 year APR AVG = 183,129

High Oct 2020 238,628 Low Feb 2017 140,848

Average List Price at Closing this month at **200,248**  
above the 5 yr APR average of **183,129**



### 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	7.21%	15,044	40,625	1,448	1,760	0
\$50,001 - \$125,000	14.42%	92,317	84,350	101,900	0	0
\$125,001 - \$150,000	9.62%	143,937	130,000	138,015	139,970	0
\$150,001 - \$200,000	26.44%	177,698	162,000	175,596	175,503	0
\$200,001 - \$250,000	15.87%	226,259	0	223,416	230,401	0
\$250,001 - \$300,000	13.46%	274,653	0	275,453	272,545	0
\$300,001 and up	12.98%	401,762	347,120	404,195	398,481	400,980
<b>Average List Price</b>		<b>200,248</b>	<b>115,946</b>	<b>187,329</b>	<b>272,794</b>	<b>400,980</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>208</b>	<b>30</b>	<b>129</b>	<b>44</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>41,651,684</b>	<b>3.48M</b>	<b>24.17M</b>	<b>12.00M</b>	<b>2.00M</b>



# April 2021



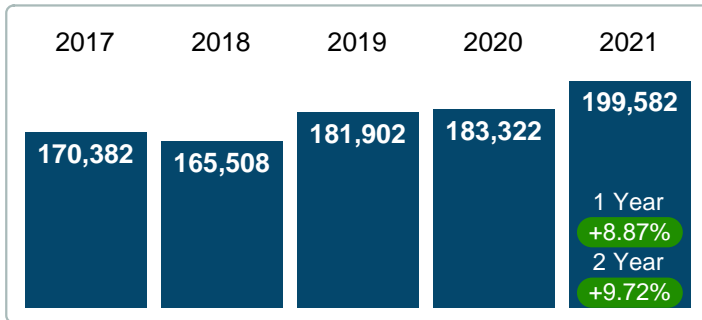
Area Delimited by County Of Wagoner



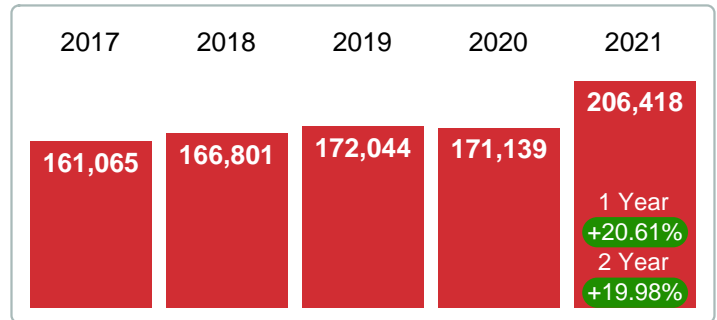
## AVERAGE SOLD PRICE AT CLOSING

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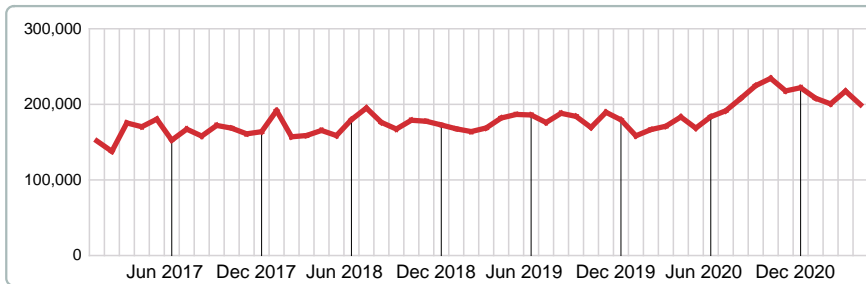
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

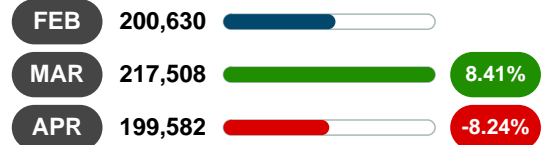


### 3 MONTHS

5 year APR AVG = 180,139

High Oct 2020 234,378 Low Feb 2017 137,834

Average Sold Price at Closing this month at **199,582** above the 5 yr APR average of **180,139**



### 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	8.17%	17,674	35,850	1,448	1,760	0
\$50,001 - \$125,000	12.02%	88,220	79,886	98,828	0	0
\$125,001 - \$150,000	8.17%	138,938	130,500	140,073	140,000	0
\$150,001 - \$200,000	28.85%	176,156	171,450	176,443	175,540	0
\$200,001 - \$250,000	16.35%	226,332	0	224,921	231,772	0
\$250,001 - \$300,000	12.50%	273,107	0	274,946	270,165	0
\$300,001 and up	13.94%	388,955	337,000	404,053	394,121	399,920
<b>Average Sold Price</b>		<b>199,582</b>	<b>111,903</b>	<b>187,850</b>	<b>270,994</b>	<b>399,920</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>208</b>	<b>30</b>	<b>129</b>	<b>44</b>	<b>5</b>
<b>Total Closed Volume</b>		<b>41,513,011</b>	<b>3.36M</b>	<b>24.23M</b>	<b>11.92M</b>	<b>2.00M</b>

# April 2021



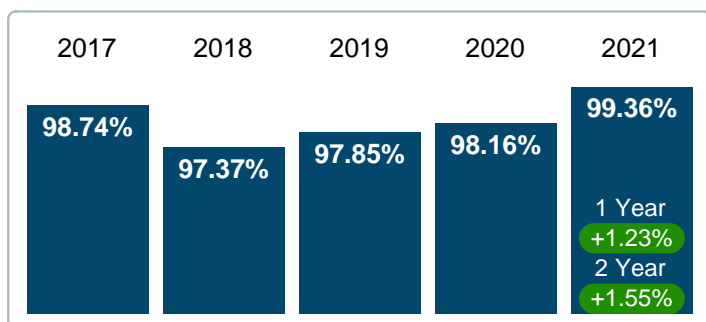
Area Delimited by County Of Wagoner



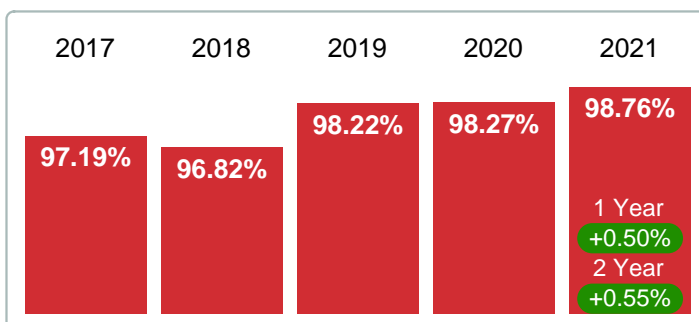
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on May 11, 2021 for MLS Technology Inc.

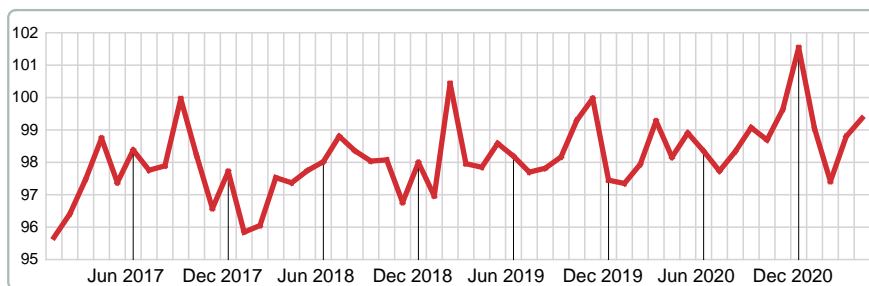
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

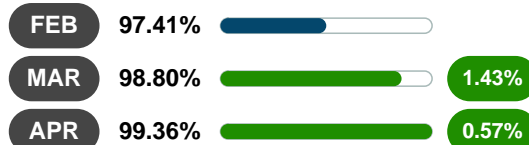


### 3 MONTHS

5 year APR AVG = 98.30%

High Dec 2020 101.54% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **99.36%**  
above the 5 yr APR average of **98.30%**



### 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	17	8.17%	94.22%	87.71%	100.00%	100.00%	0.00%
\$50,001 - \$125,000	25	12.02%	95.70%	94.66%	97.03%	0.00%	0.00%
\$125,001 - \$150,000	17	8.17%	101.42%	100.40%	101.75%	100.28%	0.00%
\$150,001 - \$200,000	60	28.85%	100.73%	105.97%	100.61%	100.15%	0.00%
\$200,001 - \$250,000	34	16.35%	100.80%	0.00%	100.84%	100.65%	0.00%
\$250,001 - \$300,000	26	12.50%	99.56%	0.00%	99.81%	99.16%	0.00%
\$300,001 and up	29	13.94%	99.65%	99.94%	100.12%	99.05%	100.79%
Average Sold/List Ratio		99.40%		94.64%	100.32%	99.63%	100.79%
Total Closed Units		208	100%	30	129	44	5
Total Closed Volume		41,513,011		3.36M	24.23M	11.92M	2.00M

# April 2021



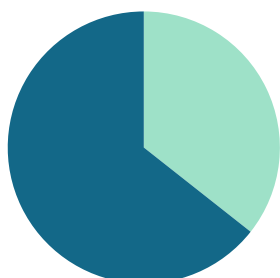
Area Delimited by County Of Wagoner



## MARKET SUMMARY

Report produced on May 11, 2021 for MLS Technology Inc.

### INVENTORY

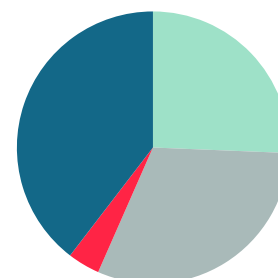


**Inventory**  
 New Listings  
**269 = 35.63%**  
 Start Inventory  
**486**  
 Total Inventory Units  
**755**  
 Volume  
**\$213,595,749**

### Market Activity

Closed Sales  
**208 = 25.65%**  
 Pending Sales  
**251 = 30.95%**  
 Other Off Market  
**31 = 3.82%**  
 Active Inventory  
**321 = 39.58%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	139	208	49.64%	478	638	33.47%
Pending Sales	148	251	69.59%	559	781	39.71%
New Listings	206	269	30.58%	938	856	-8.74%
Average List Price	186,289	200,248	7.49%	174,111	207,883	19.40%
Average Sale Price	183,322	199,582	8.87%	171,139	206,418	20.61%
Average Percent of Selling Price to List Price	98.16%	99.36%	1.23%	98.27%	98.76%	0.50%
Average Days on Market to Sale	42.83	20.77	-51.49%	41.89	28.70	-31.50%
Monthly Inventory	809	321	-60.32%	809	321	-60.32%
Months Supply of Inventory	5.84	1.88	-67.77%	5.84	1.88	-67.77%

**Absorption:** Last 12 months, an Average of 171 Sales/Month

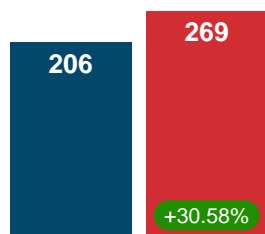
**Inventory** on April 30, 2021 = 321

2020 2021

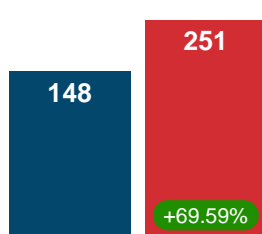
### APRIL MARKET

### AVERAGE PRICES

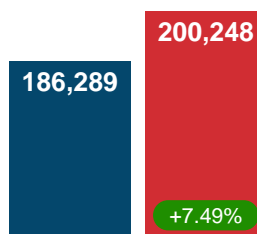
#### New Listings



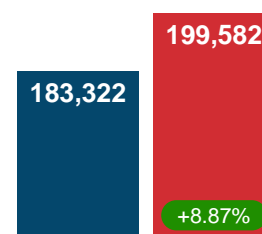
#### Pending Listings



#### List Price



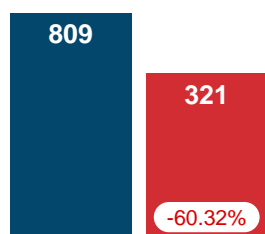
#### Sale Price



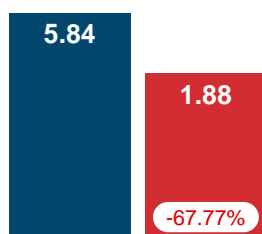
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

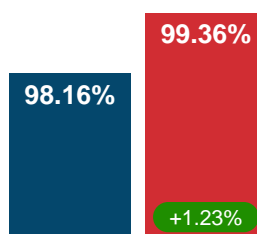
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

