

# August 2021

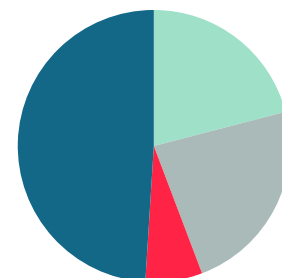
Area Delimited by County Of Wagoner



## MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	191	189	-1.05%
Pending Listings	246	210	-14.63%
New Listings	276	310	12.32%
Average List Price	209,645	228,264	8.88%
Average Sale Price	207,794	228,618	10.02%
Average Percent of Selling Price to List Price	98.34%	99.81%	1.50%
Average Days on Market to Sale	36.14	17.93	-50.38%
End of Month Inventory	754	442	-41.38%
Months Supply of Inventory	5.35	2.43	-54.56%



■ Closed (20.95%)  
■ Pending (23.28%)  
■ Other OffMarket (6.76%)  
■ Active (49.00%)

**Absorption:** Last 12 months, an Average of **182** Sales/Month  
**Active Inventory** as of August 31, 2021 = **442**

### Analysis Wrap-Up

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

The total housing inventory at the end of August 2021 decreased **41.38%** to 442 existing homes available for sale. Over the last 12 months this area has had an average of 182 closed sales per month. This represents an unsold inventory index of **2.43** 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 **10.02%** in August 2021 to \$228,618 versus the previous year at \$207,794.

#### Average Days on Market Shortens

The average number of **17.93** days that homes spent on the market before selling decreased by 18.20 days or **50.38%** in August 2021 compared to last year's same month at **36.14** DOM.

#### Sales Success for August 2021 is Positive

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

There were 310 New Listings in August 2021, up **12.32%** from last year at 276. Furthermore, there were 189 Closed Listings this month versus last year at 191, a **-1.05%** decrease.

Closed versus Listed trends yielded a **61.0%** ratio, down from previous year's, August 2020, at **69.2%**, a **11.90%** downswing. 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

# August 2021



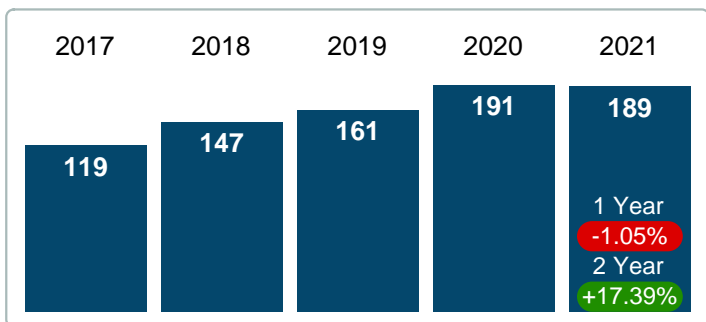
Area Delimited by County Of Wagoner



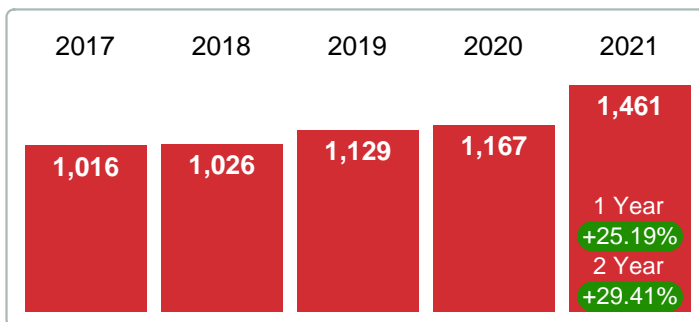
## CLOSED LISTINGS

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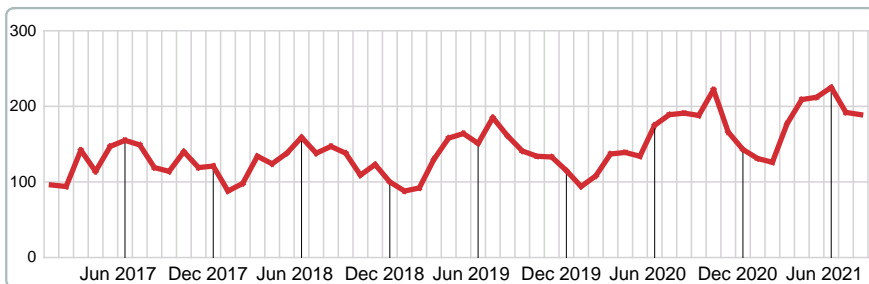
### AUGUST



### YEAR TO DATE (YTD)

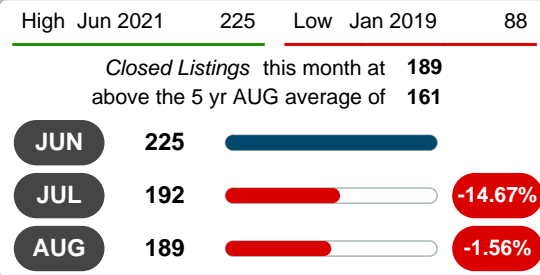


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 161



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	19	10.05%	48.3	11	6	2	0
\$75,001 - \$150,000	22	11.64%	22.7	11	9	2	0
\$150,001 - \$175,000	10	5.29%	17.8	1	9	0	0
\$175,001 - \$250,000	66	34.92%	11.9	5	45	16	0
\$250,001 - \$300,000	29	15.34%	12.5	0	24	5	0
\$300,001 - \$350,000	23	12.17%	17.3	1	11	10	1
\$350,001 and up	20	10.58%	12.4	2	6	9	3
<b>Total Closed Units</b>	<b>189</b>			<b>31</b>	<b>110</b>	<b>44</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>43,208,885</b>	<b>100%</b>	<b>17.9</b>	<b>3.94M</b>	<b>25.01M</b>	<b>12.07M</b>	<b>2.19M</b>
<b>Average Closed Price</b>	<b>\$228,618</b>			<b>\$127,246</b>	<b>\$227,340</b>	<b>\$274,318</b>	<b>\$546,725</b>

# August 2021



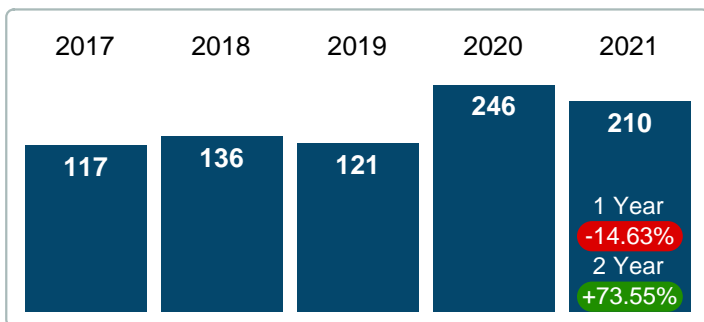
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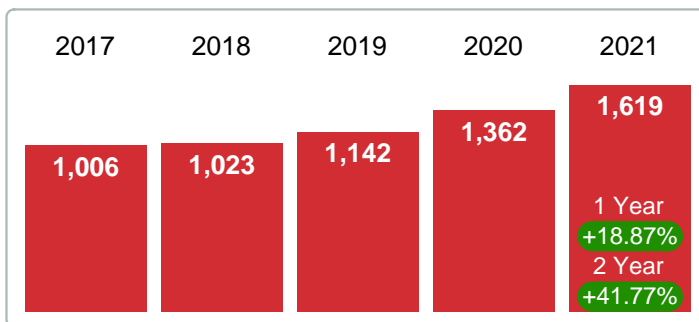
## PENDING LISTINGS

Report produced on Sep 13, 2021 for MLS Technology Inc.

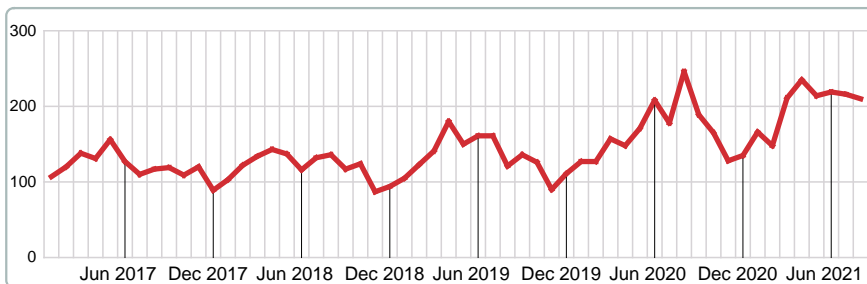
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 166

High Aug 2020 246 Low Nov 2018 87

Pending Listings this month at **210**  
above the 5 yr AUG average of **166**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	21	10.00%	32.8	11	9	1	0
\$100,001 - \$125,000	11	5.24%	28.1	5	4	1	1
\$125,001 - \$175,000	31	14.76%	30.5	10	17	4	0
\$175,001 - \$250,000	64	30.48%	13.8	3	47	14	0
\$250,001 - \$325,000	34	16.19%	13.4	0	16	17	1
\$325,001 - \$425,000	25	11.90%	37.4	1	7	10	7
\$425,001 and up	24	11.43%	41.9	1	2	17	4
<b>Total Pending Units</b>	<b>210</b>			<b>31</b>	<b>102</b>	<b>64</b>	<b>13</b>
<b>Total Pending Volume</b>	<b>52,113,746</b>	<b>100%</b>	<b>20.6</b>	<b>3.98M</b>	<b>21.43M</b>	<b>21.52M</b>	<b>5.19M</b>
<b>Average Listing Price</b>	<b>\$188,392</b>			<b>\$128,412</b>	<b>\$210,061</b>	<b>\$336,216</b>	<b>\$399,146</b>

# August 2021



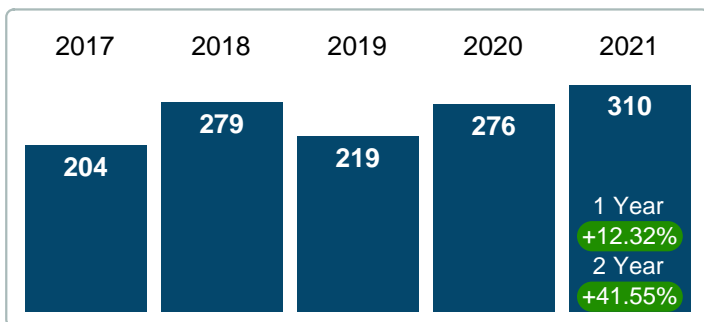
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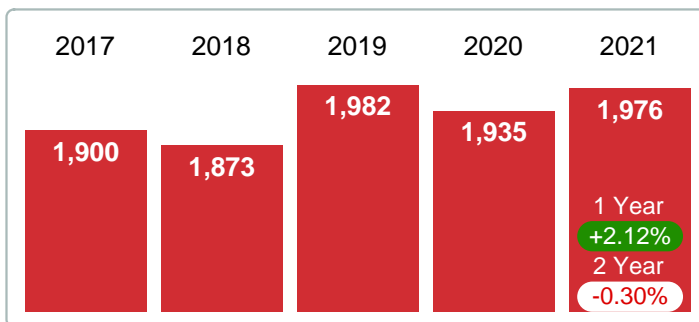
## NEW LISTINGS

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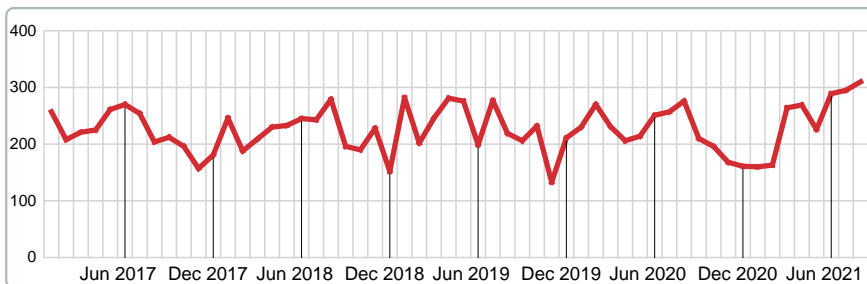
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 258

High Aug 2021 310 Low Nov 2019 133

New Listings this month at **310**  
above the 5 yr AUG average of **258**



### 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	32	10.32%	22	8	1	1
\$75,001 - \$125,000	25	8.06%	20	5	0	0
\$125,001 - \$175,000	37	11.94%	13	21	3	0
\$175,001 - \$275,000	96	30.97%	11	59	26	0
\$275,001 - \$350,000	49	15.81%	0	19	24	6
\$350,001 - \$475,000	37	11.94%	11	4	17	5
\$475,001 and up	34	10.97%	10	6	12	6
<b>Total New Listed Units</b>	<b>310</b>		<b>87</b>	<b>122</b>	<b>83</b>	<b>18</b>
<b>Total New Listed Volume</b>	<b>94,801,232</b>	<b>100%</b>	<b>29.77M</b>	<b>27.53M</b>	<b>27.79M</b>	<b>9.71M</b>
<b>Average New Listed Listing Price</b>	<b>\$190,521</b>		<b>\$342,199</b>	<b>\$225,673</b>	<b>\$334,810</b>	<b>\$539,366</b>

# August 2021



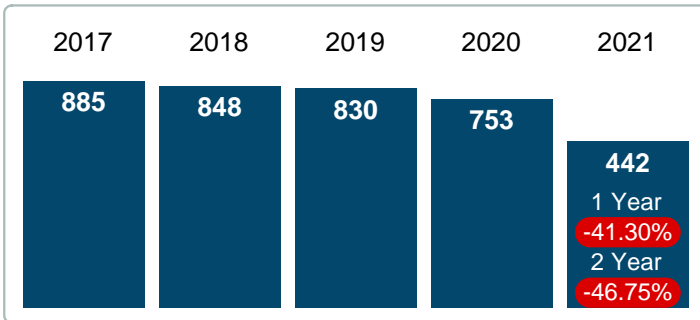
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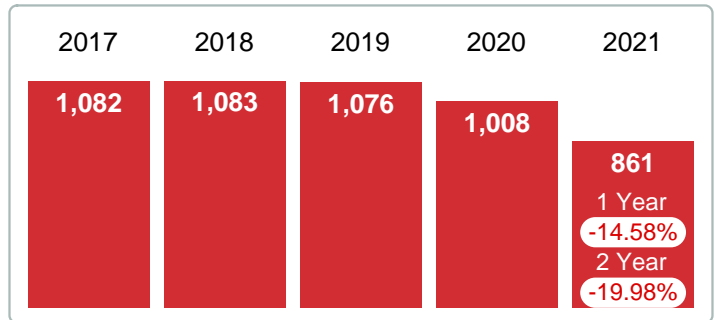
## ACTIVE INVENTORY

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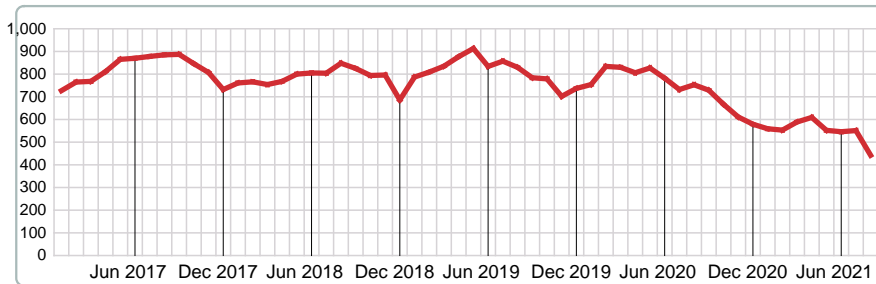
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS

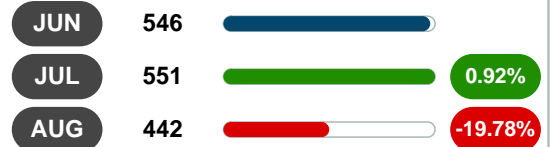


### 3 MONTHS

5 year AUG AVG = 752

High May 2019 913 Low Aug 2021 442

Inventory this month at 442  
below the 5 yr AUG average of 752



### 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	35	7.92%	54.9	25	9	1	0
\$25,001 - \$100,000	63	14.25%	79.8	56	4	1	2
\$100,001 - \$175,000	68	15.38%	59.3	46	16	6	0
\$175,001 - \$275,000	104	23.53%	50.1	29	47	26	2
\$275,001 - \$350,000	63	14.25%	47.8	11	23	25	4
\$350,001 - \$500,000	65	14.71%	91.6	26	14	23	2
\$500,001 and up	44	9.95%	78.2	23	6	6	9
Total Active Inventory by Units			442	216	119	88	19
Total Active Inventory by Volume			134,901,931	64.25M	29.69M	28.91M	12.05M
Average Active Inventory Listing Price			\$305,208	\$297,470	\$249,458	\$328,539	\$634,289

# August 2021



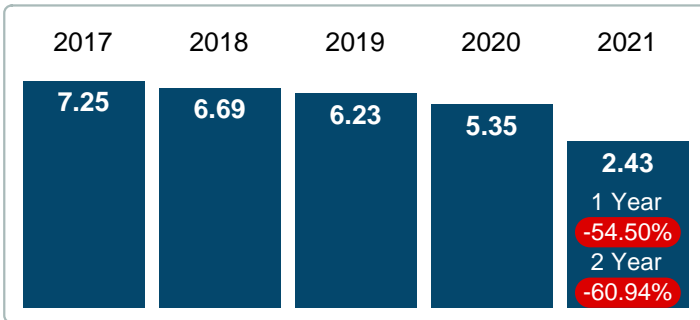
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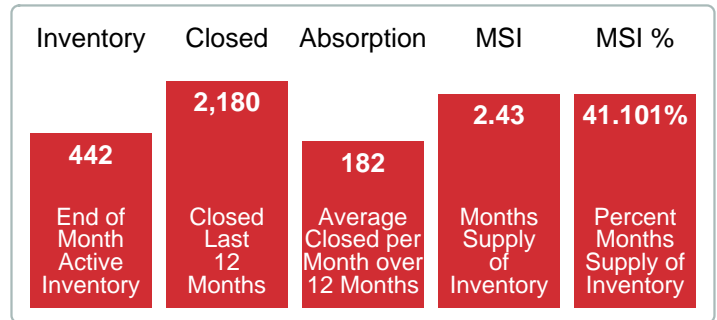
## MONTHS SUPPLY of INVENTORY (MSI)

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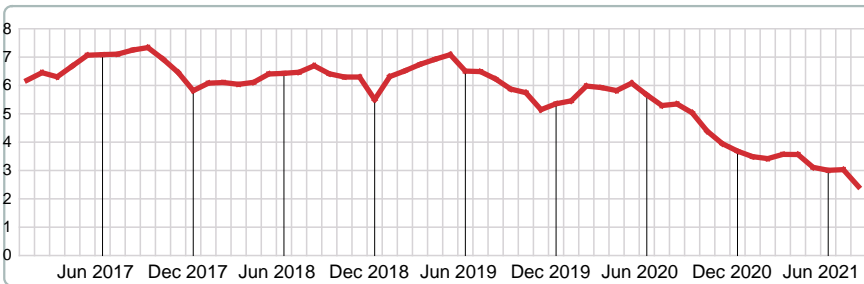
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2021

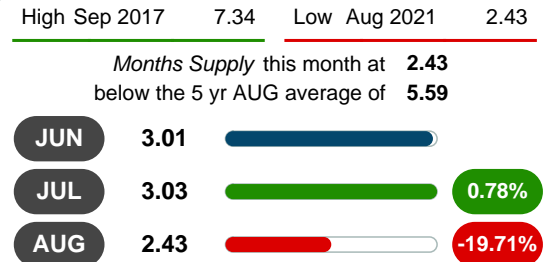


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 5.59



### 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	35	7.92%	3.13	8.57	1.37	0.60	0.00
\$25,001 - \$100,000	63	14.25%	4.04	5.33	0.86	2.40	0.00
\$100,001 - \$175,000	68	15.38%	1.74	6.34	0.57	1.67	0.00
\$175,001 - \$275,000	104	23.53%	1.50	9.94	0.99	1.44	2.18
\$275,001 - \$350,000	63	14.25%	2.58	10.15	1.97	2.52	2.29
\$350,001 - \$500,000	65	14.71%	4.08	28.36	2.63	2.82	1.33
\$500,001 and up	44	9.95%	7.33	23.00	4.80	2.57	6.35
Market Supply of Inventory (MSI)			2.43	8.13	1.13	1.99	3.30
Total Active Inventory by Units		100%	442	216	119	88	19

# August 2021



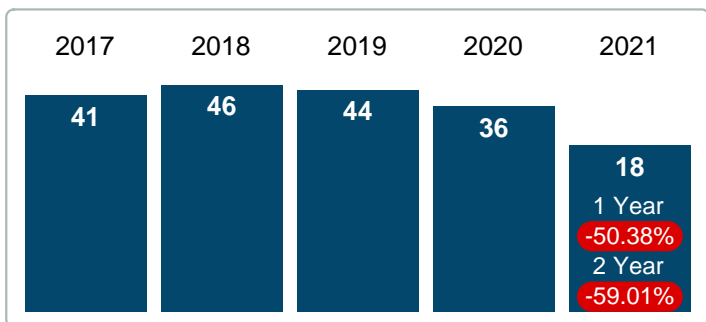
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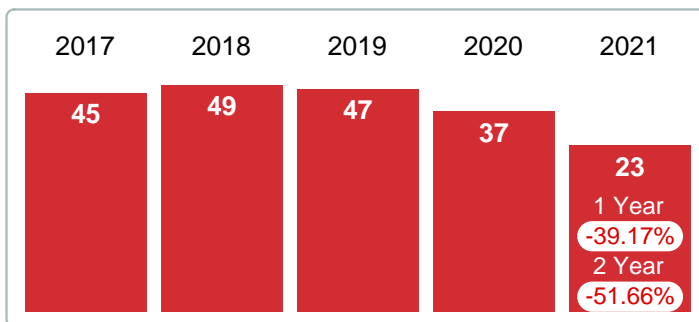
## AVERAGE DAYS ON MARKET TO SALE

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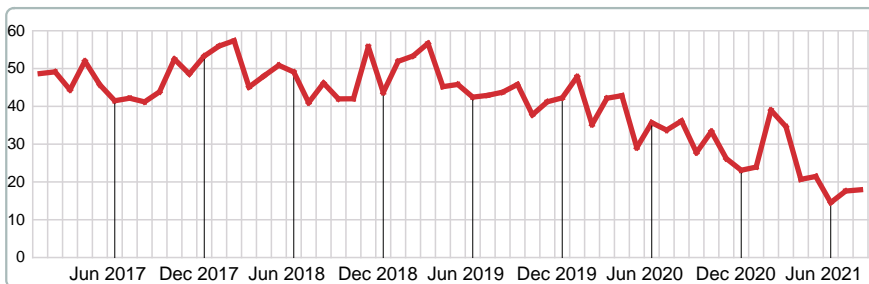
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

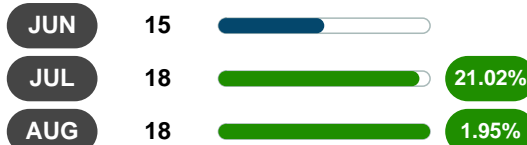


### 3 MONTHS

5 year AUG AVG = 37

High Feb 2018 57 Low Jun 2021 15

Average Days on Market to Sale this month at 18 below the 5 yr AUG average of 37



### 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
\$75,000 and less	10.05%	48	67	20	33	0
\$75,001 - \$150,000	11.64%	23	36	6	24	0
\$150,001 - \$175,000	5.29%	18	123	6	0	0
\$175,001 - \$250,000	34.92%	12	73	7	7	0
\$250,001 - \$300,000	15.34%	13	0	14	6	0
\$300,001 - \$350,000	12.17%	17	133	13	10	26
\$350,001 and up	10.58%	12	12	5	17	14
Average Closed DOM		18	57	9	11	17
Total Closed Units	100%	189	31	110	44	4
Total Closed Volume		43,208,885	3.94M	25.01M	12.07M	2.19M

# August 2021



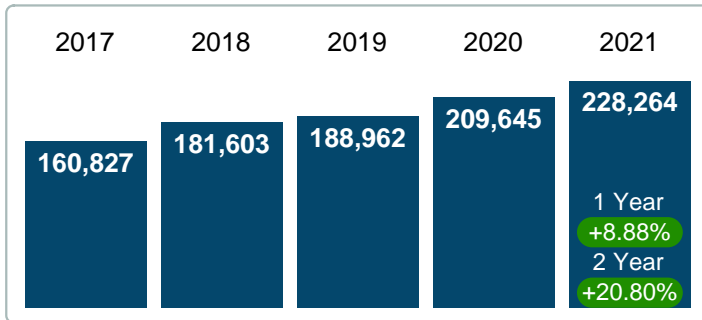
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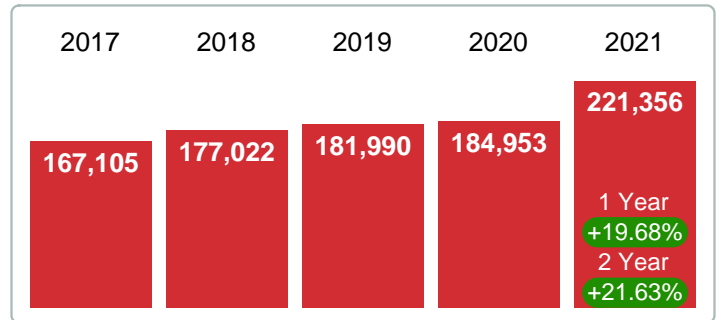
## AVERAGE LIST PRICE AT CLOSING

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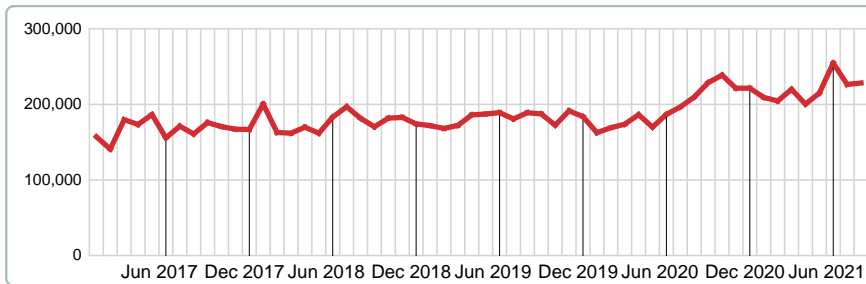
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

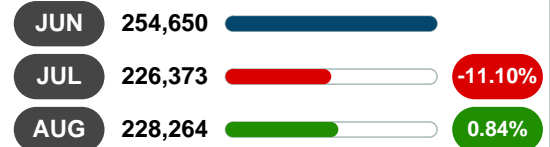


### 3 MONTHS

5 year AUG AVG = 193,860

High Jun 2021 254,650 Low Feb 2017 140,848

Average List Price at Closing this month at **228,264**  
above the 5 yr AUG average of **193,860**



### 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		
\$75,000 and less	16	8.47%	19,771	45,198	12,228	1,845	0	
\$75,001 - \$150,000	25	13.23%	123,548	123,882	132,922	140,950	0	
\$150,001 - \$175,000	13	6.88%	167,492	170,000	166,133	0	0	
\$175,001 - \$250,000	67	35.45%	213,490	199,970	208,302	217,038	0	
\$250,001 - \$300,000	27	14.29%	279,879	0	273,240	274,215	0	
\$300,001 - \$350,000	22	11.64%	323,654	339,000	319,754	317,750	334,900	
\$350,001 and up	19	10.05%	451,503	407,500	421,927	413,722	616,000	
<b>Average List Price</b>		228,264		134,959	224,955	273,415	545,725	
<b>Total Closed Units</b>		189	100%	228,264	31	110	44	4
<b>Total Closed Volume</b>		43,141,942			4.18M	24.75M	12.03M	2.18M



# August 2021



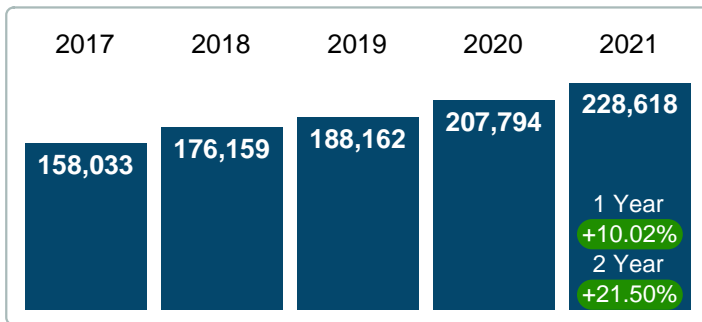
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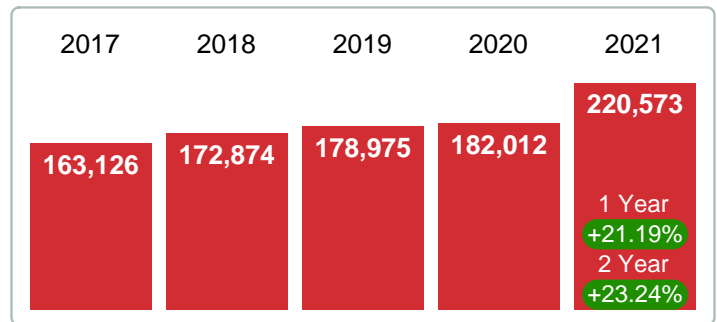
## AVERAGE SOLD PRICE AT CLOSING

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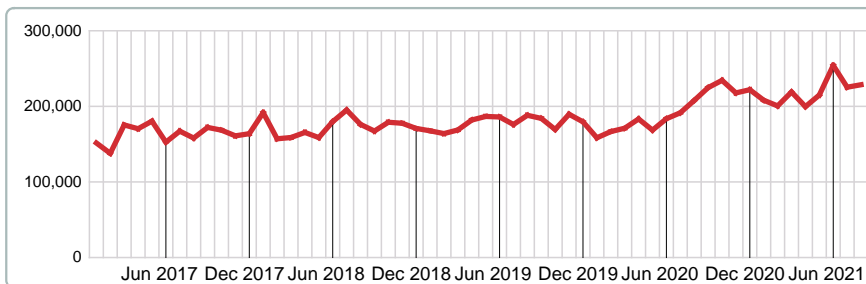
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

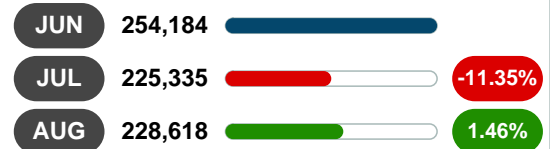


### 3 MONTHS

5 year AUG AVG = 191,753

High Jun 2021 254,184 Low Feb 2017 137,834

Average Sold Price at Closing this month at **228,618**  
above the 5 yr AUG average of **191,753**



### 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
\$75,000 and less	10.05%	26,581	39,216	11,694	1,748	0
\$75,001 - \$150,000	11.64%	126,168	118,300	132,267	142,000	0
\$150,001 - \$175,000	5.29%	166,340	160,000	167,044	0	0
\$175,001 - \$250,000	34.92%	211,884	185,390	212,868	217,394	0
\$250,001 - \$300,000	15.34%	275,705	0	275,719	275,635	0
\$300,001 - \$350,000	12.17%	319,923	325,000	320,854	316,493	338,900
\$350,001 and up	10.58%	446,338	400,000	419,610	417,900	616,000
<b>Average Sold Price</b>		<b>228,618</b>	<b>127,246</b>	<b>227,340</b>	<b>274,318</b>	<b>546,725</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>228,618</b>	<b>31</b>	<b>110</b>	<b>44</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>43,208,885</b>	<b>3.94M</b>	<b>25.01M</b>	<b>12.07M</b>	<b>2.19M</b>

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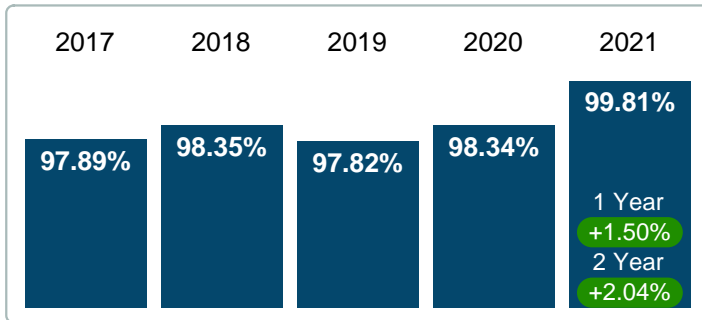
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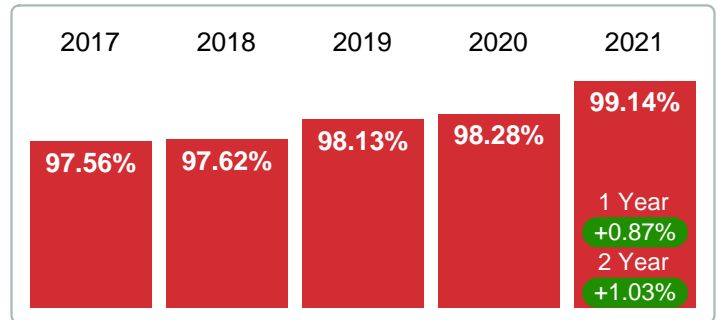
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Sep 13, 2021 for MLS Technology Inc.

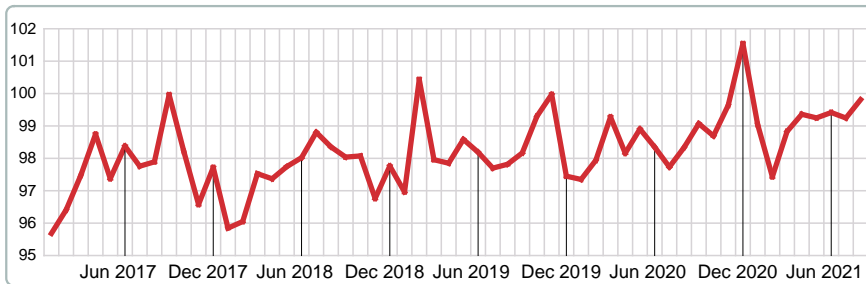
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

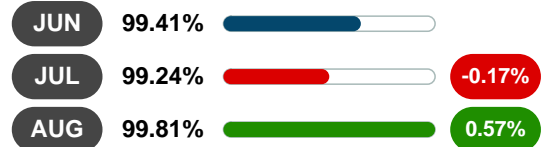


### 3 MONTHS

5 year AUG AVG = 98.44%

High Dec 2020 101.54% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **99.81%**  
above the 5 yr AUG average of **98.44%**



## 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
\$75,000 and less	19	10.05%	94.46%	92.76%	97.37%	95.11%	0.00%
\$75,001 - \$150,000	22	11.64%	97.93%	96.03%	99.62%	100.80%	0.00%
\$150,001 - \$175,000	10	5.29%	100.04%	94.12%	100.70%	0.00%	0.00%
\$175,001 - \$250,000	66	34.92%	101.20%	93.26%	102.39%	100.36%	0.00%
\$250,001 - \$300,000	29	15.34%	101.01%	0.00%	101.13%	100.47%	0.00%
\$300,001 - \$350,000	23	12.17%	100.03%	95.87%	100.47%	99.86%	101.19%
\$350,001 and up	20	10.58%	100.26%	98.19%	99.91%	101.04%	100.00%
Average Sold/List Ratio		99.80%		94.50%	101.15%	100.18%	100.30%
Total Closed Units	189	100%	99.80%	31	110	44	4
Total Closed Volume	43,208,885			3.94M	25.01M	12.07M	2.19M

# August 2021



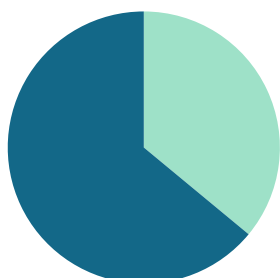
Area Delimited by County Of Wagoner



## MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

### INVENTORY

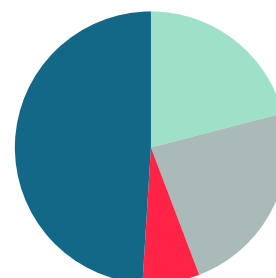


**Inventory**  
 New Listings  
**310 = 36.00%**  
 Start Inventory  
**551**  
 Total Inventory Units  
**861**  
 Volume  
**\$257,168,074**

### Market Activity

Closed Sales  
**189 = 20.95%**  
 Pending Sales  
**210 = 23.28%**  
 Other Off Market  
**61 = 6.76%**  
 Active Inventory  
**442 = 49.00%**

### MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	191	189	-1.05%	1,167	1,461	25.19%
Pending Sales	246	210	-14.63%	1,362	1,619	18.87%
New Listings	276	310	12.32%	1,935	1,976	2.12%
Average List Price	209,645	228,264	8.88%	184,953	221,356	19.68%
Average Sale Price	207,794	228,618	10.02%	182,012	220,573	21.19%
Average Percent of Selling Price to List Price	98.34%	99.81%	1.50%	98.28%	99.14%	0.87%
Average Days on Market to Sale	36.14	17.93	-50.38%	37.22	22.64	-39.17%
Monthly Inventory	754	442	-41.38%	754	442	-41.38%
Months Supply of Inventory	5.35	2.43	-54.56%	5.35	2.43	-54.56%

**Absorption:** Last 12 months, an Average of **182** Sales/Month

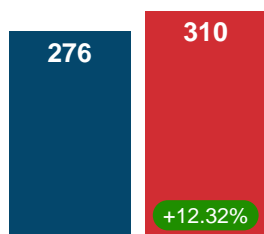
**Inventory** on August 31, 2021 = **442**

**2020** **2021**

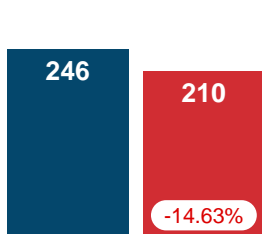
### AUGUST MARKET

### AVERAGE PRICES

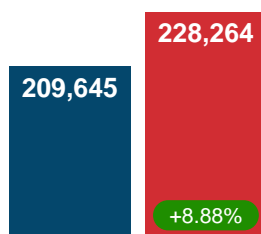
#### New Listings



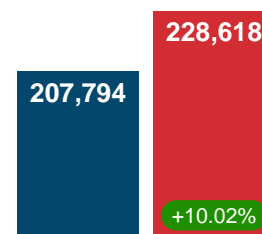
#### Pending Listings



#### List Price



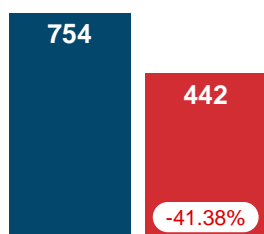
#### Sale Price



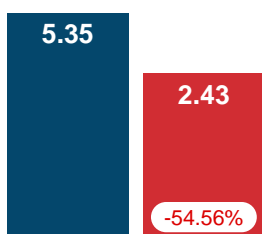
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

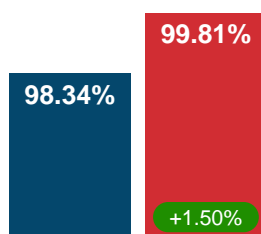
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

