

August 2021



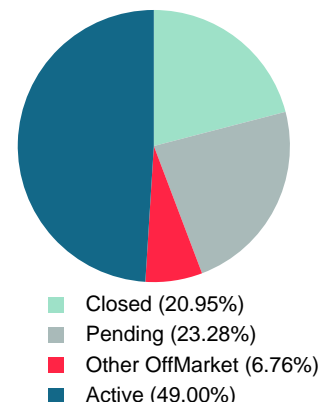
Area Delimited by County Of Wagoner



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%
Median List Price	185,000	225,000	21.62%
Median Sale Price	184,000	220,000	19.57%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	14.00	5.00	-64.29%
End of Month Inventory	754	442	-41.38%
Months Supply of Inventory	5.35	2.43	-54.56%



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.

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 **19.57%** in August 2021 to \$220,000 versus the previous year at \$184,000.

Median Days on Market Shortens

The median number of **5.00** days that homes spent on the market before selling decreased by 9.00 days or **64.29%** in August 2021 compared to last year's same month at **14.00** DOM.

Sales Success for August 2021 is Positive

Overall, with Median 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.

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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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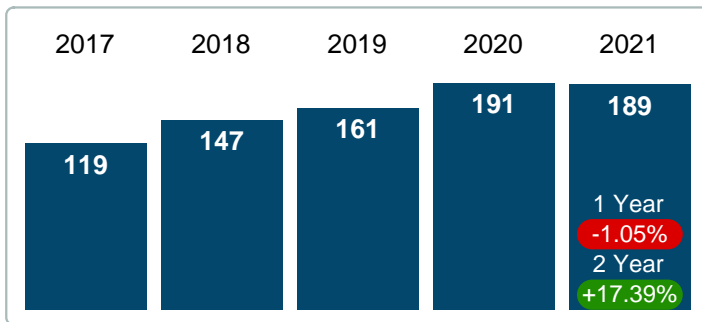
Area Delimited by County Of Wagoner



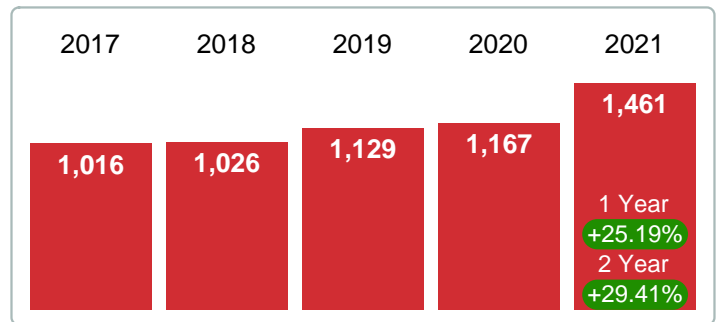
CLOSED LISTINGS

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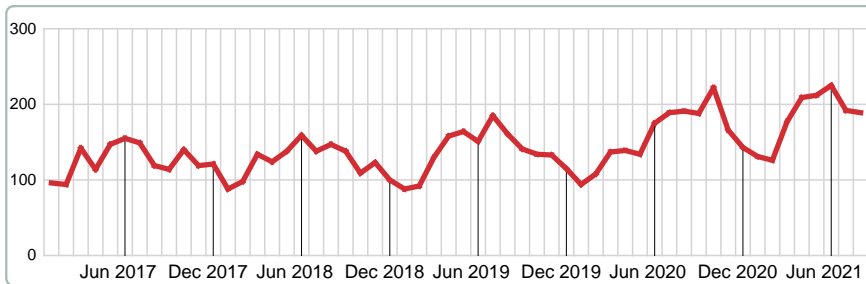
AUGUST



YEAR TO DATE (YTD)

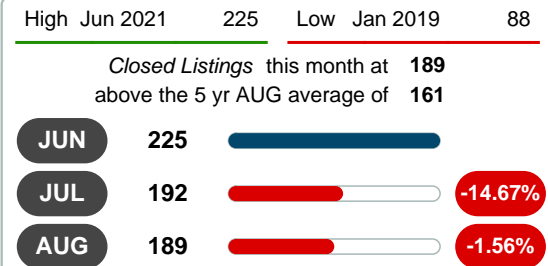


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 161



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	19	10.05%	15.0	11	6	2	0
\$75,001 - \$150,000	22	11.64%	7.0	11	9	2	0
\$150,001 - \$175,000	10	5.29%	4.0	1	9	0	0
\$175,001 - \$250,000	66	34.92%	4.0	5	45	16	0
\$250,001 - \$300,000	29	15.34%	5.0	0	24	5	0
\$300,001 - \$350,000	23	12.17%	6.0	1	11	10	1
\$350,001 and up	20	10.58%	5.0	2	6	9	3
Total Closed Units	189			31	110	44	4
Total Closed Volume	43,208,885	100%	5.0	3.94M	25.01M	12.07M	2.19M
Median Closed Price	\$220,000			\$122,500	\$222,500	\$268,088	\$540,000

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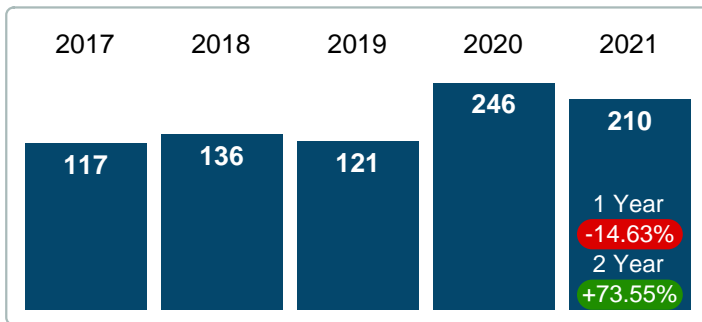
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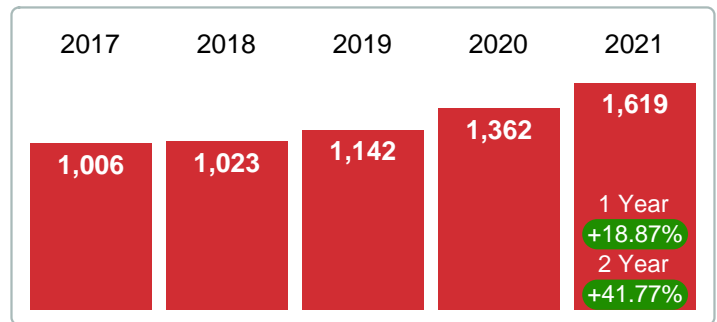
PENDING LISTINGS

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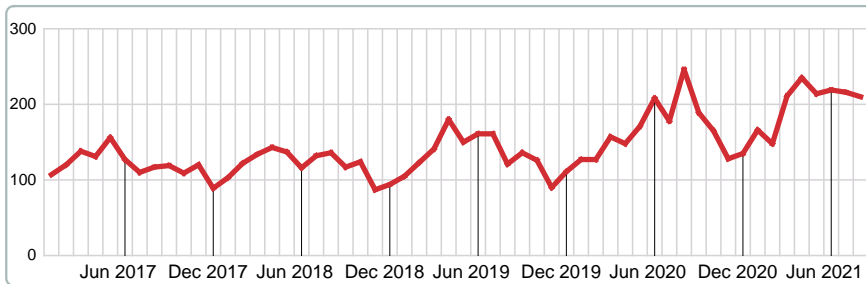
AUGUST



YEAR TO DATE (YTD)

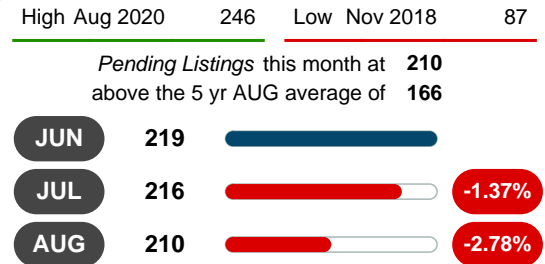


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 166



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	21	10.00%	28.0	11	9	1	0
\$100,001 - \$125,000	11	5.24%	21.0	5	4	1	1
\$125,001 - \$175,000	31	14.76%	10.0	10	17	4	0
\$175,001 - \$250,000	64	30.48%	7.0	3	47	14	0
\$250,001 - \$325,000	34	16.19%	6.0	0	16	17	1
\$325,001 - \$425,000	25	11.90%	9.0	1	7	10	7
\$425,001 and up	24	11.43%	21.0	1	2	17	4
Total Pending Units	210			31	102	64	13
Total Pending Volume	52,113,746	100%	8.0	3.98M	21.43M	21.52M	5.19M
Median Listing Price	\$215,000			\$125,000	\$205,000	\$303,850	\$370,750

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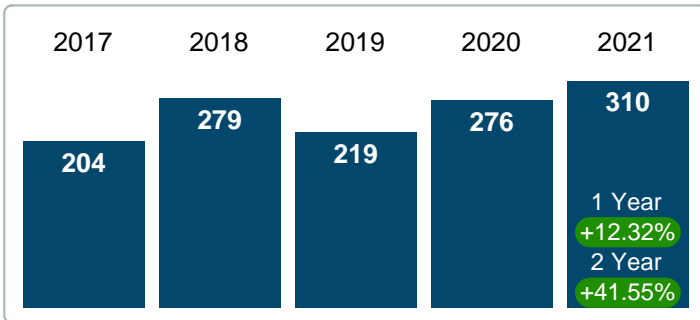
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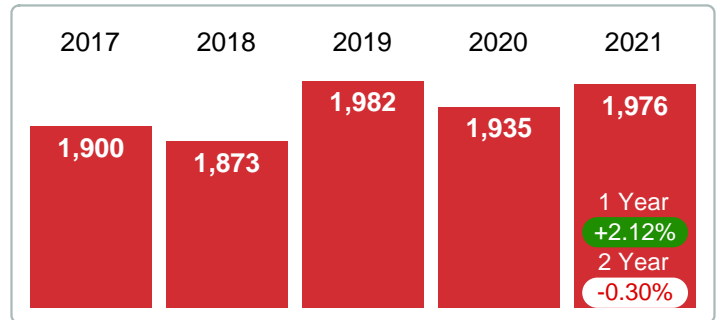
NEW LISTINGS

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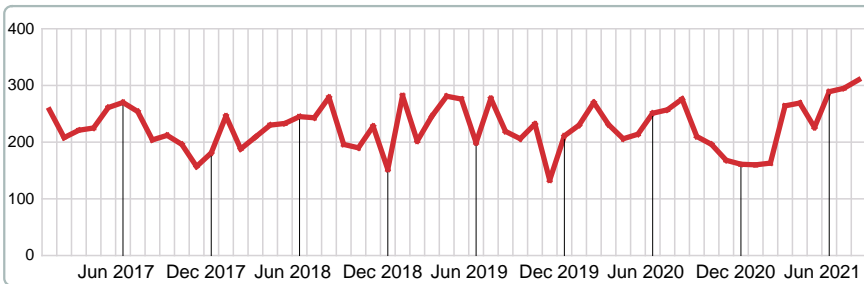
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

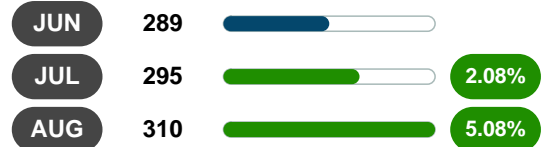


3 MONTHS

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
Total New Listed Units	310		87	122	83	18
Total New Listed Volume	94,801,232	100%	29.77M	27.53M	27.79M	9.71M
Median New Listed Listing Price	\$229,000		\$149,000	\$209,750	\$295,490	\$382,000

August 2021



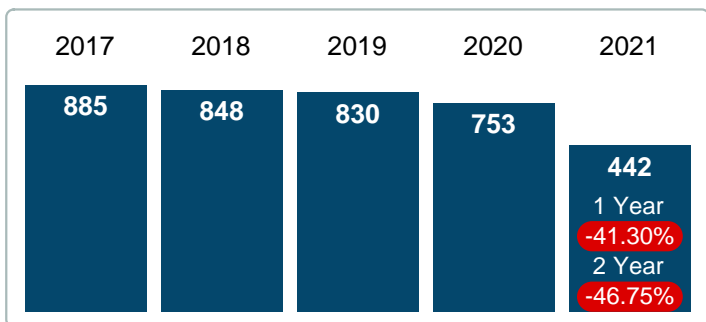
Area Delimited by County Of Wagoner



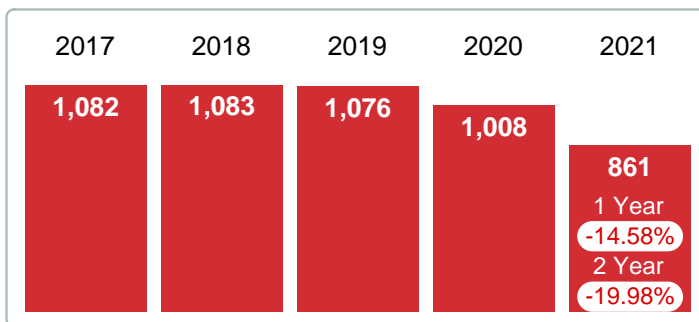
ACTIVE INVENTORY

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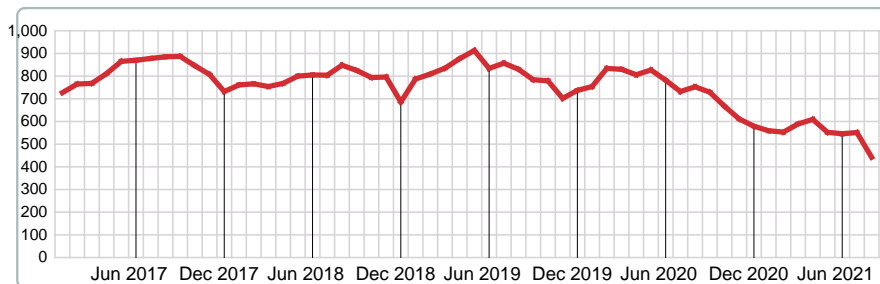
END OF AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	35	7.92%	35.0	25	9	1	0
\$25,001 - \$100,000	63	14.25%	60.0	56	4	1	2
\$100,001 - \$175,000	68	15.38%	41.5	46	16	6	0
\$175,001 - \$275,000	104	23.53%	30.5	29	47	26	2
\$275,001 - \$350,000	63	14.25%	34.0	11	23	25	4
\$350,001 - \$500,000	65	14.71%	53.0	26	14	23	2
\$500,001 and up	44	9.95%	33.5	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
Median Active Inventory Listing Price			\$225,000	\$149,000	\$219,000	\$292,240	\$460,000

August 2021



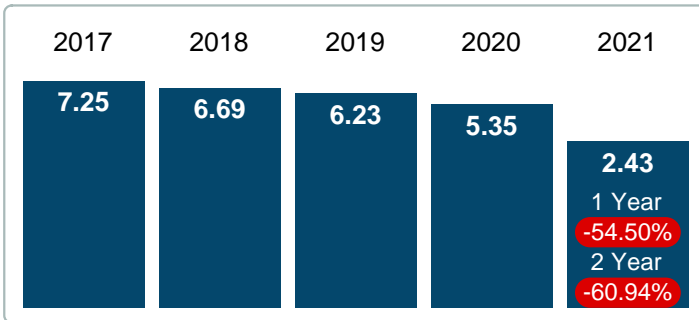
Area Delimited by County Of Wagoner



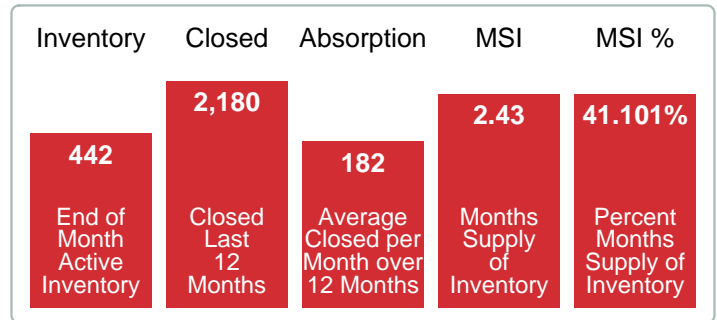
MONTHS SUPPLY of INVENTORY (MSI)

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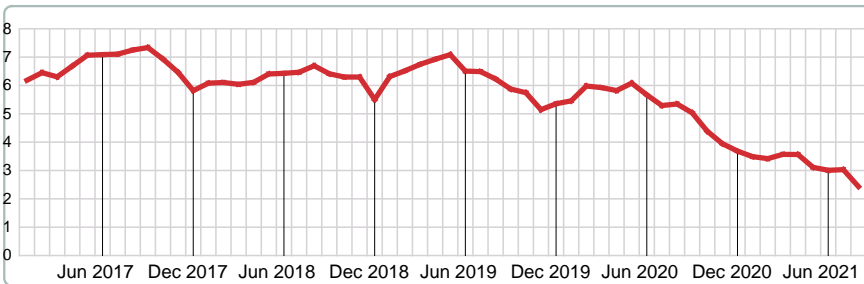
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

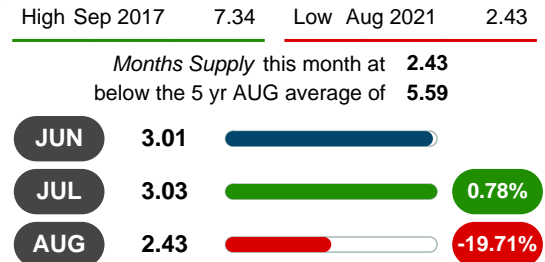


5 YEAR MARKET ACTIVITY TRENDS



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%	2.43	216	119	88	19

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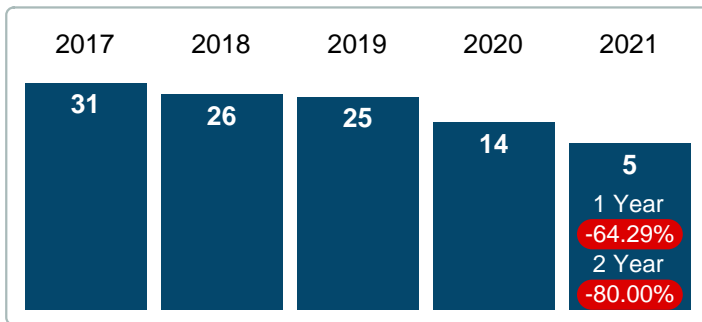
Area Delimited by County Of Wagoner



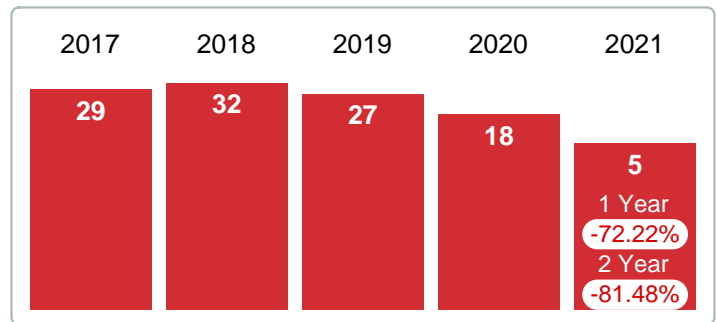
MEDIAN DAYS ON MARKET TO SALE

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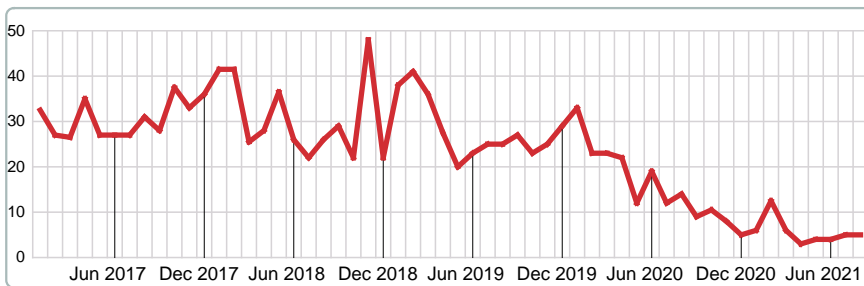
AUGUST



YEAR TO DATE (YTD)

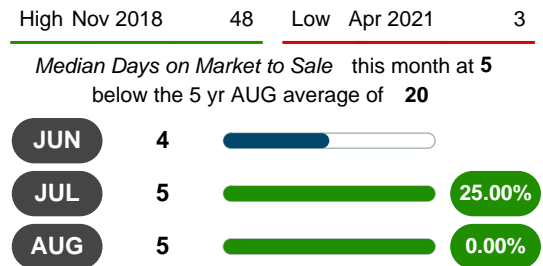


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 20



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
\$75,000 and less	10.05%	15	15	17	33	0
\$75,001 - \$150,000	11.64%	7	10	4	24	0
\$150,001 - \$175,000	5.29%	4	123	4	0	0
\$175,001 - \$250,000	34.92%	4	28	4	3	0
\$250,001 - \$300,000	15.34%	5	0	6	5	0
\$300,001 - \$350,000	12.17%	6	133	4	5	26
\$350,001 and up	10.58%	5	12	3	8	14
Median Closed DOM		5	21	4	6	19
Total Closed Units	100%	5.0	31	110	44	4
Total Closed Volume			3.94M	25.01M	12.07M	2.19M

August 2021



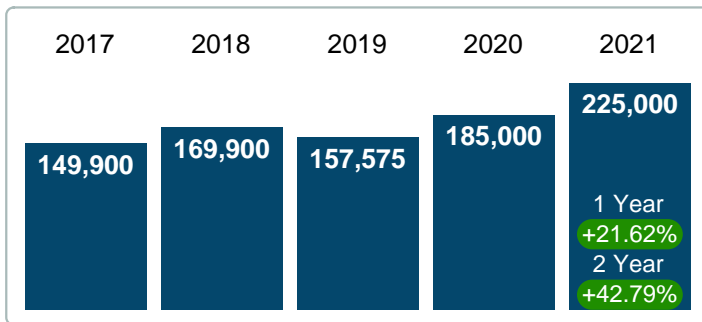
Area Delimited by County Of Wagoner



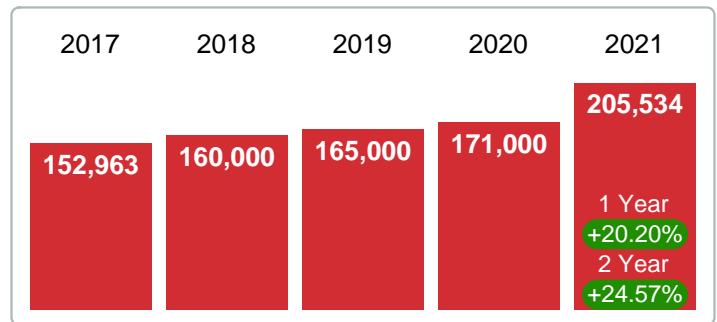
MEDIAN LIST PRICE AT CLOSING

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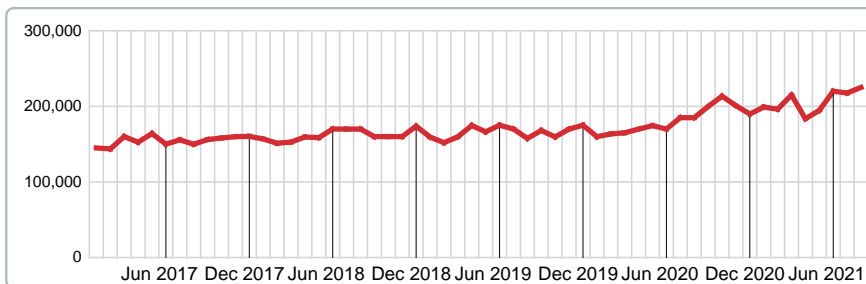
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

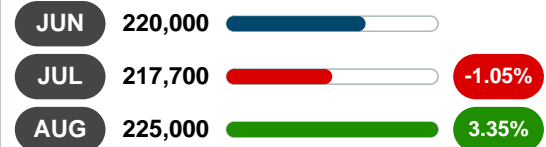


3 MONTHS

5 year AUG AVG = 177,475

High Aug 2021 225,000 Low Feb 2017 143,700

Median List Price at Closing this month at **225,000**
above the 5 yr AUG average of **177,475**



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
\$75,000 and less	8.47%	5,998	35,500	1,798	1,845	0
\$75,001 - \$150,000	13.23%	135,000	119,900	139,450	140,950	0
\$150,001 - \$175,000	6.88%	167,000	165,000	166,450	175,000	0
\$175,001 - \$250,000	35.45%	215,000	194,950	215,000	229,900	0
\$250,001 - \$300,000	14.29%	280,000	0	281,900	276,750	0
\$300,001 - \$350,000	11.64%	318,950	339,000	319,900	314,500	334,900
\$350,001 and up	10.05%	425,000	407,500	425,000	413,500	545,000
Median List Price		225,000	125,000	222,450	271,700	540,000
Total Closed Units	100%	225,000	31	110	44	4
Total Closed Volume		43,141,942	4.18M	24.75M	12.03M	2.18M

August 2021



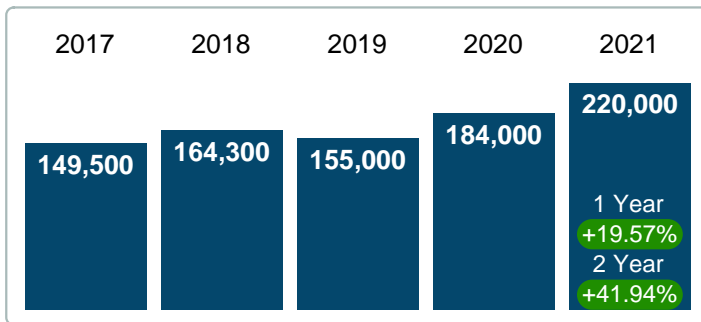
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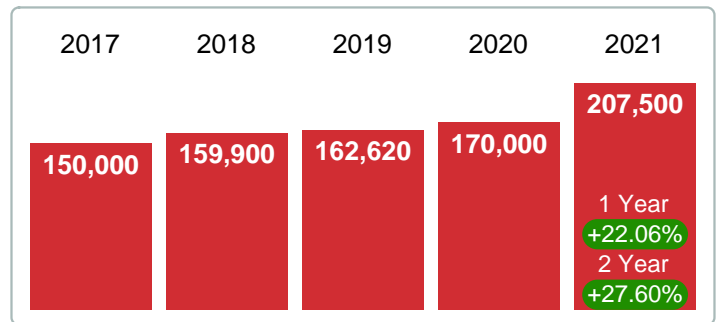
MEDIAN SOLD PRICE AT CLOSING

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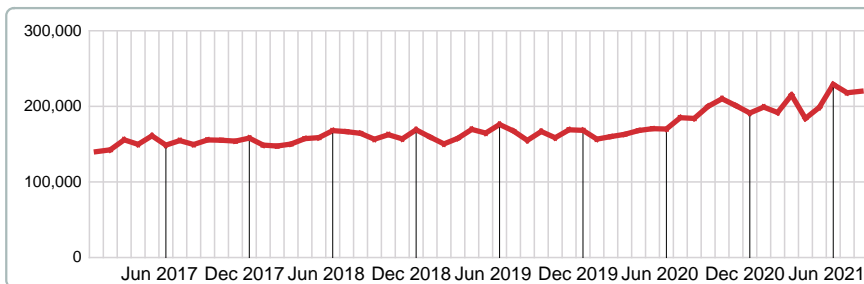
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

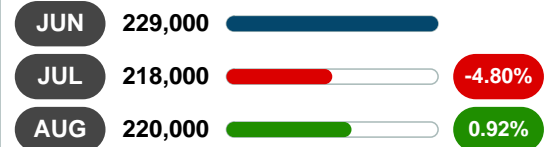


3 MONTHS

5 year AUG AVG = 174,560

High Jun 2021 229,000 Low Jan 2017 140,040

Median Sold Price at Closing this month at **220,000** above the 5 yr AUG average of **174,560**



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
\$75,000 and less	10.05%	15,000	37,500	1,763	1,748	0
\$75,001 - \$150,000	11.64%	135,450	125,000	137,000	142,000	0
\$150,001 - \$175,000	5.29%	169,000	160,000	172,000	0	0
\$175,001 - \$250,000	34.92%	209,391	185,000	215,000	215,500	0
\$250,001 - \$300,000	15.34%	275,000	0	275,000	273,500	0
\$300,001 - \$350,000	12.17%	318,982	325,000	319,900	315,775	338,900
\$350,001 and up	10.58%	414,250	400,000	400,000	413,500	545,000
Median Sold Price		220,000	122,500	222,500	268,088	540,000
Total Closed Units		189	31	110	44	4
Total Closed Volume		43,208,885	3.94M	25.01M	12.07M	2.19M

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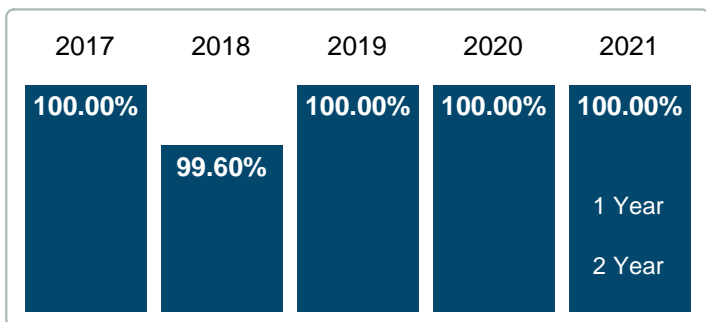
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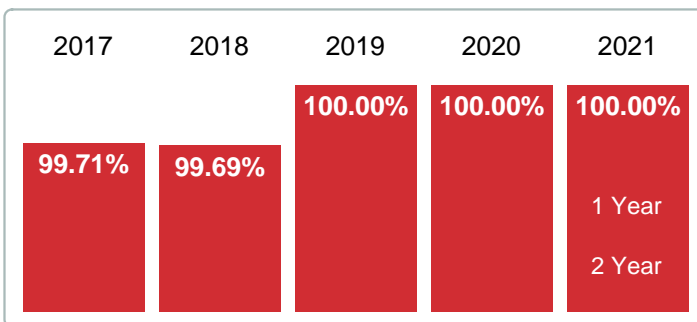
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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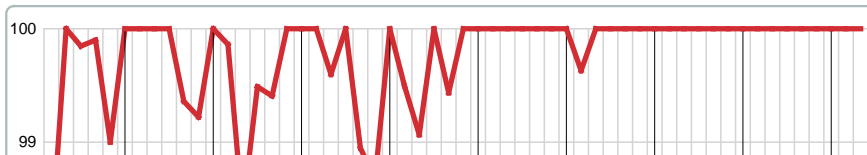
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 99.92%

High Aug 2021 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at 100.00% equal to 5 yr AUG average of 99.92%

JUN 100.00%
 JUL 100.00%
 AUG 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
\$75,000 and less	19	10.05%	100.00%	100.00%	100.00%	95.11%	0.00%
\$75,001 - \$150,000	22	11.64%	100.00%	100.00%	100.00%	100.80%	0.00%
\$150,001 - \$175,000	10	5.29%	101.04%	94.12%	102.07%	0.00%	0.00%
\$175,001 - \$250,000	66	34.92%	101.08%	94.79%	102.22%	100.00%	0.00%
\$250,001 - \$300,000	29	15.34%	100.00%	0.00%	100.00%	100.00%	0.00%
\$300,001 - \$350,000	23	12.17%	100.00%	95.87%	100.00%	100.00%	101.19%
\$350,001 and up	20	10.58%	100.00%	98.19%	99.67%	100.00%	100.00%
Median Sold/List Ratio		100.00%		97.14%	100.00%	100.00%	100.00%
Total Closed Units		189	100%	31	110	44	4
Total Closed Volume		43,208,885		3.94M	25.01M	12.07M	2.19M

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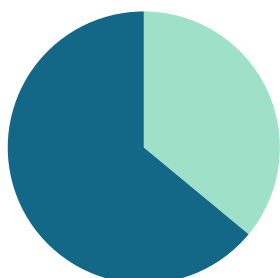
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY

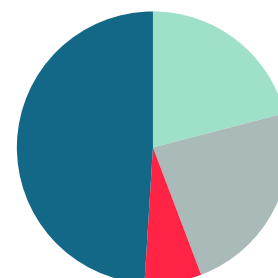


Inventory
 New Listings
310 = 36.00%
 Start Inventory
551
 Total Inventory Units
861
 Volume
\$257,168,074

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%
Median List Price	185,000	225,000	21.62%	171,000	205,534	20.20%
Median Sale Price	184,000	220,000	19.57%	170,000	207,500	22.06%
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	14.00	5.00	-64.29%	18.00	5.00	-72.22%
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

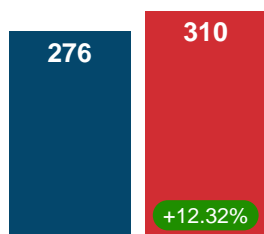
Inventory on August 31, 2021 = **442**

2020 **2021**

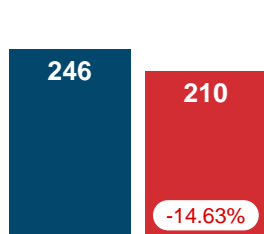
AUGUST MARKET

MEDIAN PRICES

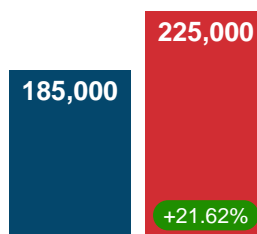
New Listings



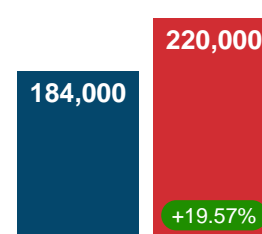
Pending Listings



List Price



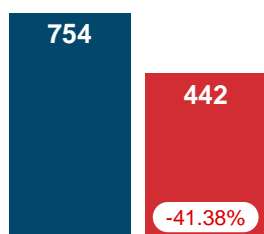
Sale Price



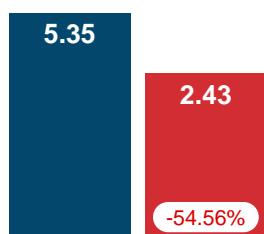
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

