



# December 2021

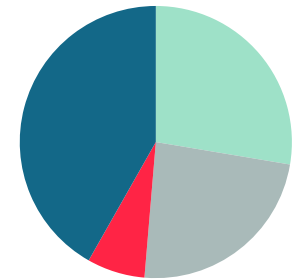
Area Delimited by County Of Wagoner



## MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	143	217	51.75%
Pending Listings	135	186	37.78%
New Listings	161	174	8.07%
Median List Price	189,900	225,000	18.48%
Median Sale Price	191,200	225,000	17.68%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	5.00	8.00	60.00%
End of Month Inventory	588	328	-44.22%
Months Supply of Inventory	3.74	1.75	-53.20%



■ Closed (27.64%)  
■ Pending (23.69%)  
■ Other OffMarket (6.88%)  
■ Active (41.78%)

**Absorption:** Last 12 months, an Average of **187** Sales/Month  
**Active Inventory** as of December 31, 2021 = **328**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2021 decreased **44.22%** to 328 existing homes available for sale. Over the last 12 months this area has had an average of 187 closed sales per month. This represents an unsold inventory index of **1.75** 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 **17.68%** in December 2021 to \$225,000 versus the previous year at \$191,200.

#### Median Days on Market Lengthens

The median number of **8.00** days that homes spent on the market before selling increased by 3.00 days or **60.00%** in December 2021 compared to last year's same month at **5.00** DOM.

#### Sales Success for December 2021 is Positive

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

There were 174 New Listings in December 2021, up **8.07%** from last year at 161. Furthermore, there were 217 Closed Listings this month versus last year at 143, a **51.75%** increase.

Closed versus Listed trends yielded a **124.7%** ratio, up from previous year's, December 2020, at **88.8%**, a **40.41%** 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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



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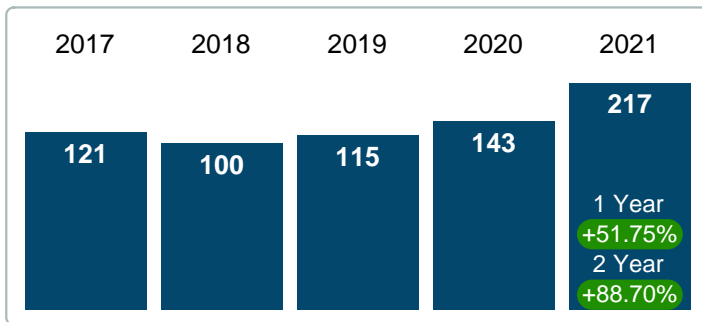
Area Delimited by County Of Wagoner



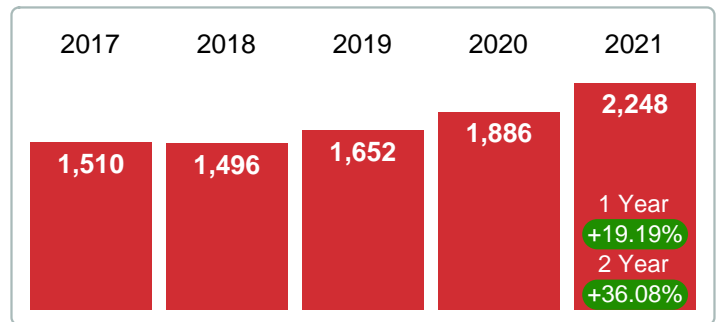
## CLOSED LISTINGS

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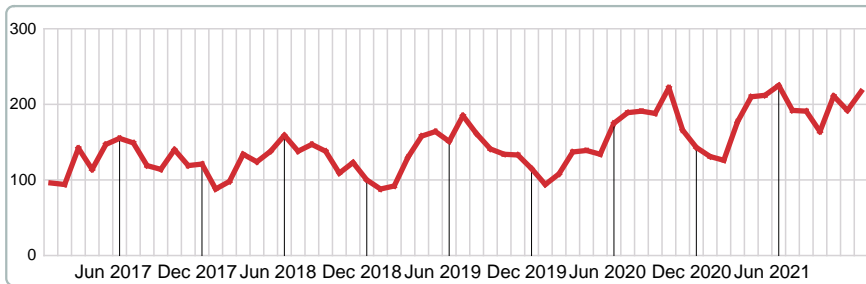
### DECEMBER



### YEAR TO DATE (YTD)

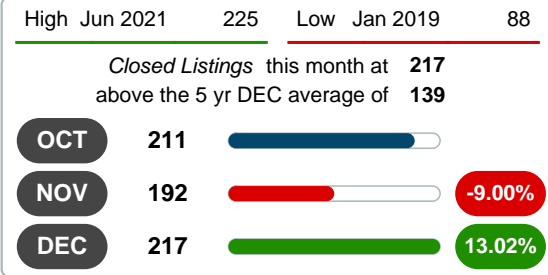


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 139



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$150,000	49	22.58%	26.0	18	27	4	0
\$150,001-\$200,000	27	12.44%	3.0	5	19	3	0
\$200,001-\$250,000	59	27.19%	5.0	2	46	10	1
\$250,001-\$300,000	25	11.52%	9.0	1	8	16	0
\$300,001-\$375,000	35	16.13%	7.0	3	16	16	0
\$375,001 and up	22	10.14%	14.0	1	8	9	4
<b>Total Closed Units</b>	<b>217</b>			<b>30</b>	<b>124</b>	<b>58</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>49,511,109</b>	<b>100%</b>	<b>8.0</b>	<b>4.63M</b>	<b>26.09M</b>	<b>16.53M</b>	<b>2.26M</b>
<b>Median Closed Price</b>	<b>\$225,000</b>			<b>\$117,500</b>	<b>\$211,708</b>	<b>\$277,500</b>	<b>\$510,000</b>



# December 2021

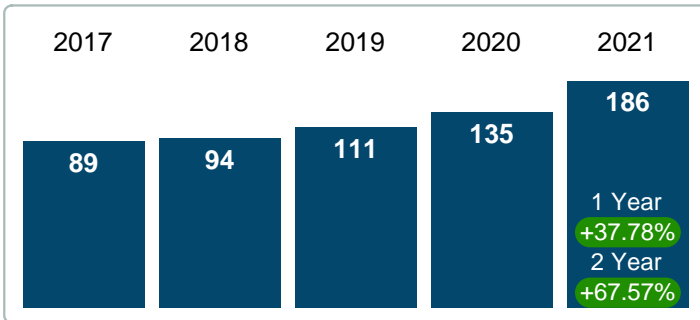
Area Delimited by County Of Wagoner



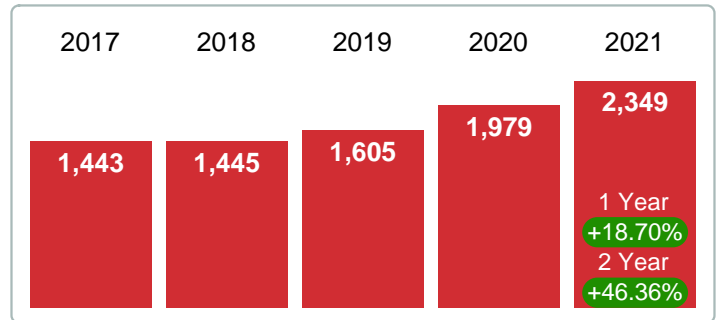
## PENDING LISTINGS

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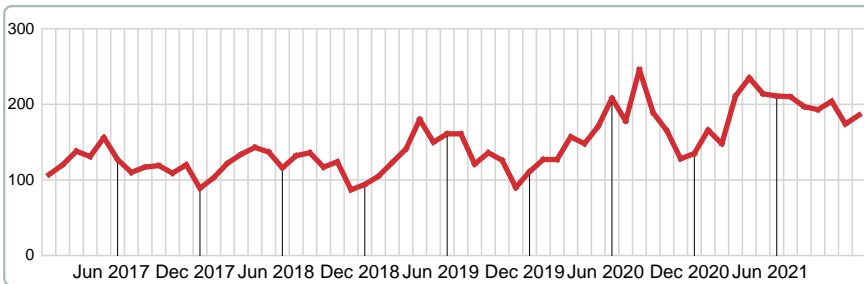
### DECEMBER



### YEAR TO DATE (YTD)

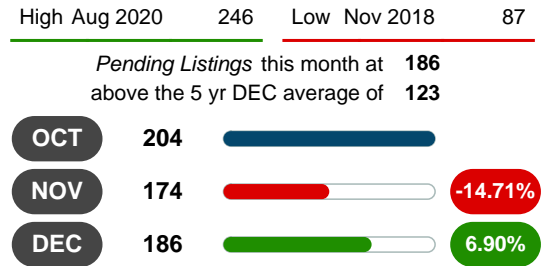


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 123



### 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	15	8.06%	36.0	8	6	1	0
\$75,001 - \$150,000	23	12.37%	57.0	8	14	1	0
\$150,001 - \$200,000	21	11.29%	14.0	3	14	4	0
\$200,001 - \$275,000	57	30.65%	7.0	4	39	14	0
\$275,001 - \$325,000	28	15.05%	35.5	1	12	15	0
\$325,001 - \$400,000	23	12.37%	0.0	3	11	9	0
\$400,001 and up	19	10.22%	40.0	2	7	6	4
<b>Total Pending Units</b>	<b>186</b>			<b>29</b>	<b>103</b>	<b>50</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>49,207,462</b>	<b>100%</b>	<b>14.0</b>	<b>7.70M</b>	<b>24.49M</b>	<b>14.87M</b>	<b>2.13M</b>
<b>Median Listing Price</b>	<b>\$237,000</b>			<b>\$149,900</b>	<b>\$217,310</b>	<b>\$287,490</b>	<b>\$504,500</b>

# December 2021



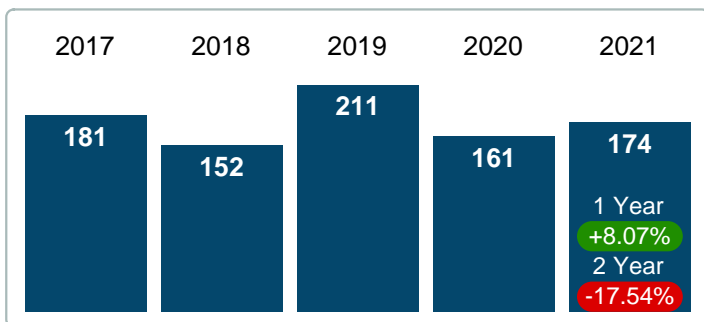
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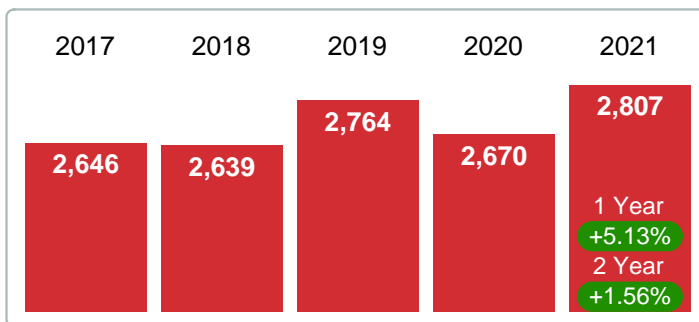
## NEW LISTINGS

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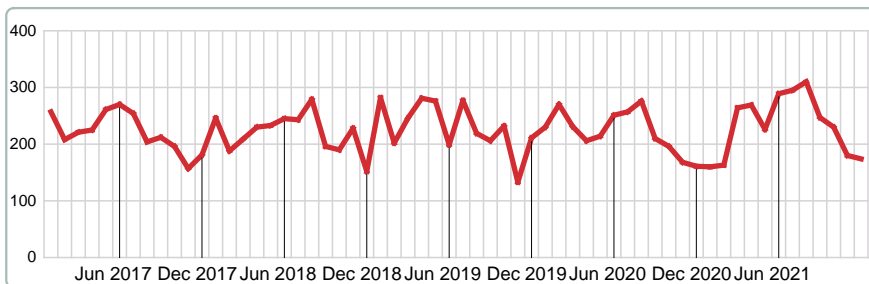
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

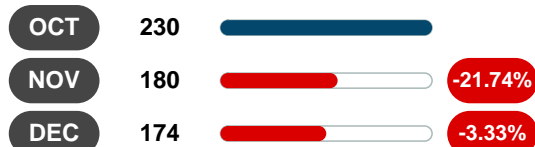


### 3 MONTHS

5 year DEC AVG = 176

High Aug 2021 310 Low Nov 2019 133

New Listings this month at 174  
below the 5 yr DEC average of 176



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$125,000	34	19.54%	14	17	3	0
\$125,001-\$200,000	33	18.97%	8	23	2	0
\$200,001-\$250,000	36	20.69%	3	24	9	0
\$250,001-\$325,000	26	14.94%	2	13	11	0
\$325,001-\$425,000	26	14.94%	5	11	10	0
\$425,001 and up	19	10.92%	5	2	11	1
<b>Total New Listed Units</b>	<b>174</b>		<b>37</b>	<b>90</b>	<b>46</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>46,437,880</b>	<b>100%</b>	<b>10.17M</b>	<b>18.38M</b>	<b>15.69M</b>	<b>2.20M</b>
<b>Median New Listed Listing Price</b>	<b>\$228,763</b>		<b>\$180,000</b>	<b>\$210,570</b>	<b>\$313,418</b>	<b>\$2,200,000</b>



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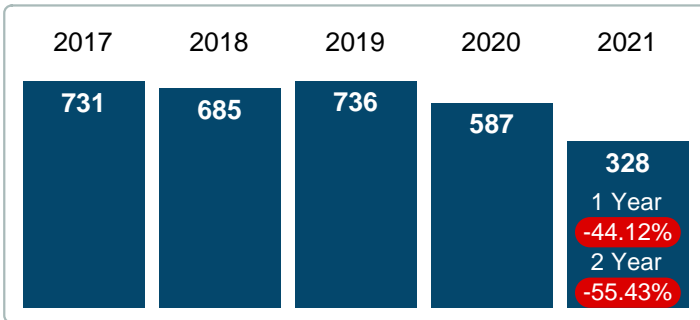
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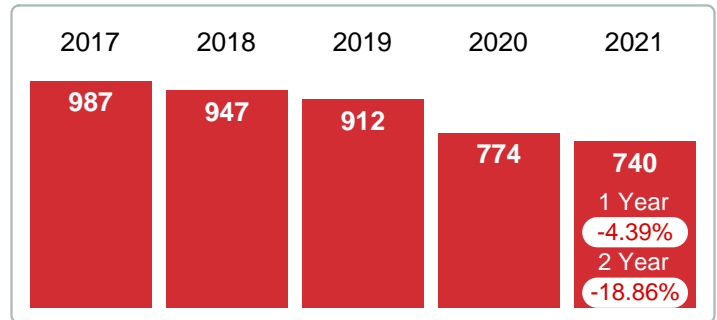
## ACTIVE INVENTORY

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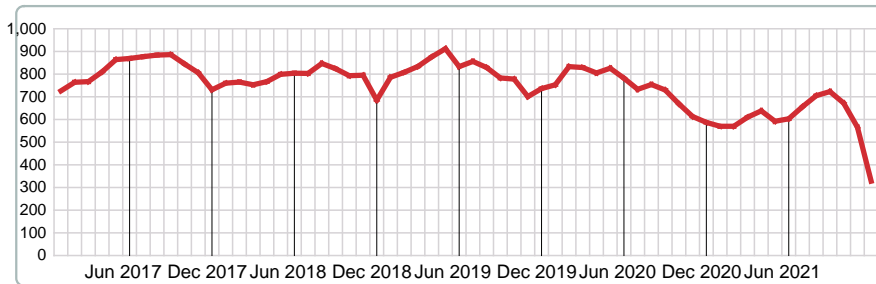
### END OF DECEMBER



### ACTIVE DURING DECEMBER

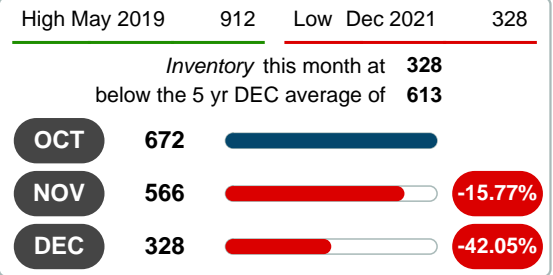


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 613



### 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%	40.0	0	0	0	0
\$1-\$75,000	69	21.04%	84.0	53	10	5	1
\$75,001-\$150,000	48	14.63%	93.0	35	9	4	0
\$150,001-\$275,000	86	26.22%	53.0	31	36	18	1
\$275,001-\$400,000	50	15.24%	81.5	16	17	16	1
\$400,001-\$650,000	41	12.50%	101.0	20	6	14	1
\$650,001 and up	34	10.37%	92.5	16	3	9	6
Total Active Inventory by Units			328	171	81	66	10
Total Active Inventory by Volume			112,662,811	58.07M	21.90M	24.19M	8.50M
Median Active Inventory Listing Price			\$225,000	\$150,000	\$220,000	\$318,500	\$695,000

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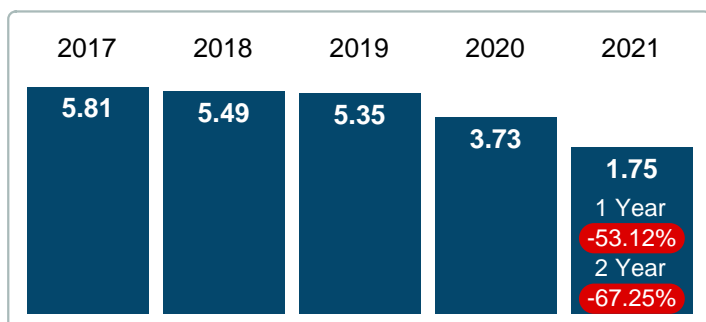
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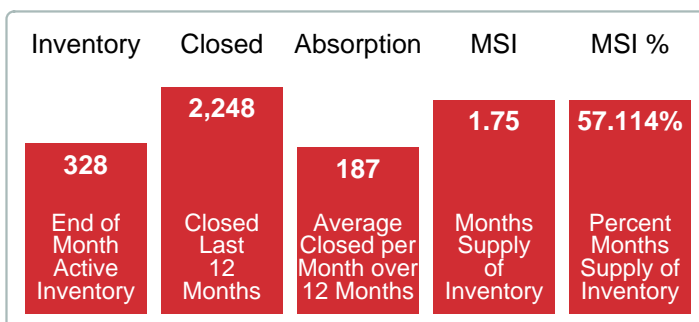
## MONTHS SUPPLY of INVENTORY (MSI)

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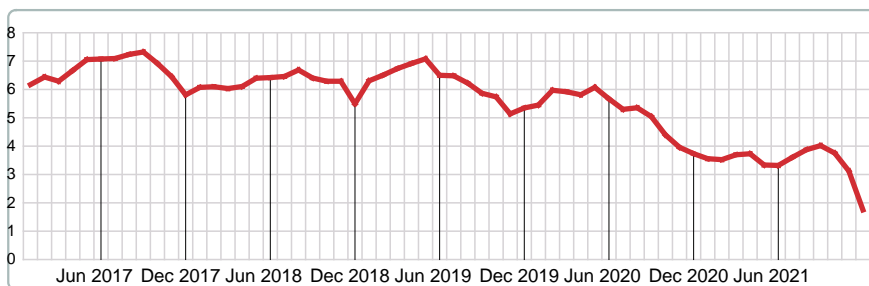
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021

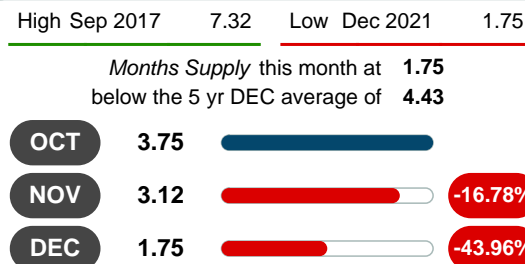


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 4.43



### 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-\$75,000	69	21.04%	3.09	4.82	1.09	2.40	12.00
\$75,001-\$150,000	48	14.63%	1.99	3.82	0.69	2.18	0.00
\$150,001-\$275,000	86	26.22%	0.99	5.10	0.58	1.00	1.20
\$275,001-\$400,000	50	15.24%	1.28	8.73	0.89	1.01	0.43
\$400,001-\$650,000	41	12.50%	3.17	40.00	1.76	2.00	0.50
\$650,001 and up	34	10.37%	16.32	32.00	9.00	10.80	14.40
Market Supply of Inventory (MSI)			1.75	5.88	0.76	1.45	1.74
Total Active Inventory by Units		100%	1.75	171	81	66	10



# December 2021

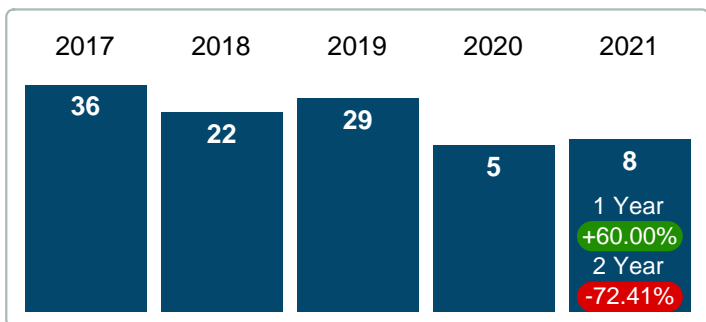
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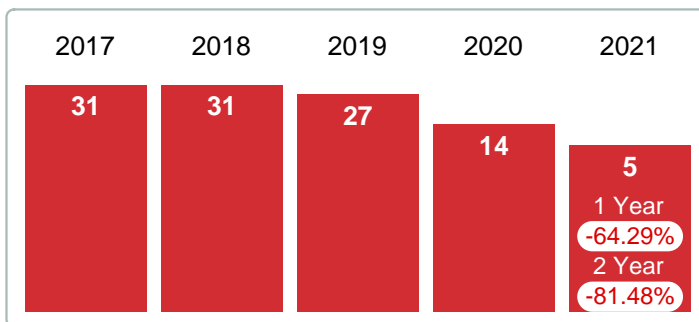
## MEDIAN DAYS ON MARKET TO SALE

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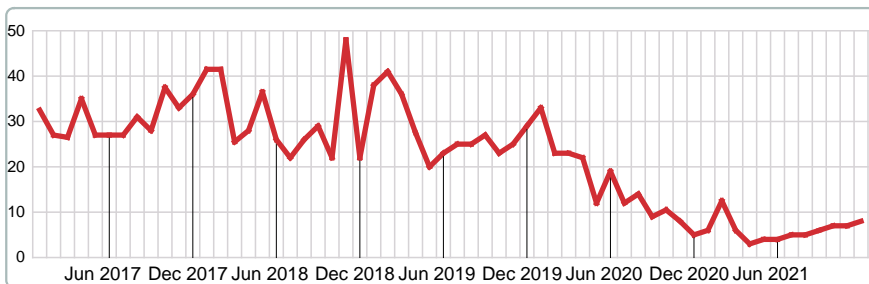
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

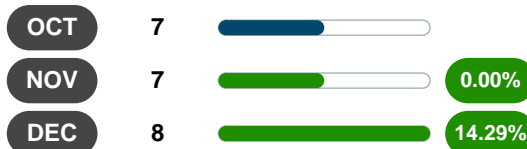


### 3 MONTHS

5 year DEC AVG = 20

High Nov 2018 48 Low Apr 2021 3

Median Days on Market to Sale this month at 8 below the 5 yr DEC average of 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
\$0 and less	0	0.00%	93	0	0	0	0
\$1-\$150,000	49	22.58%	26	25	20	78	0
\$150,001-\$200,000	27	12.44%	3	66	3	4	0
\$200,001-\$250,000	59	27.19%	5	43	4	5	5
\$250,001-\$300,000	25	11.52%	9	3	4	12	0
\$300,001-\$375,000	35	16.13%	7	63	13	3	0
\$375,001 and up	22	10.14%	14	19	15	38	7
Median Closed DOM	8		8.0	34	5	9	5
Total Closed Units	217	100%	8.0	30	124	58	5
Total Closed Volume	49,511,109			4.63M	26.09M	16.53M	2.26M



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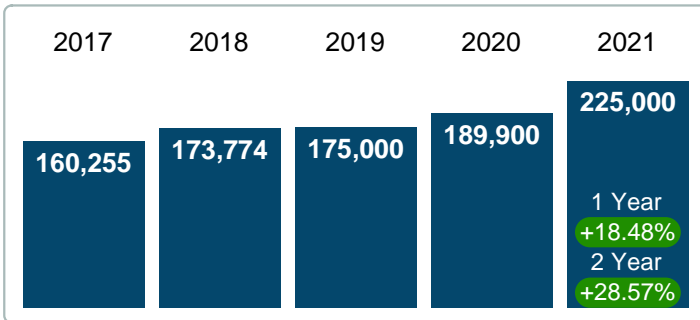
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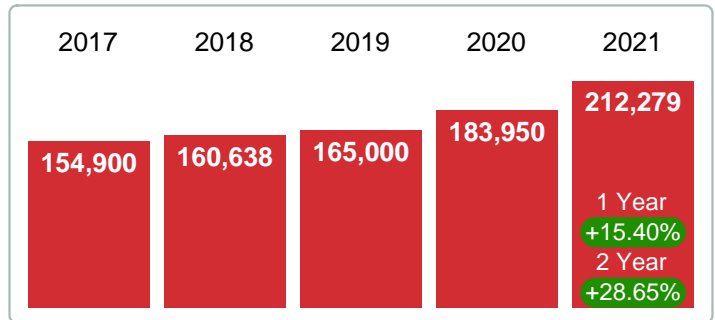
## MEDIAN LIST PRICE AT CLOSING

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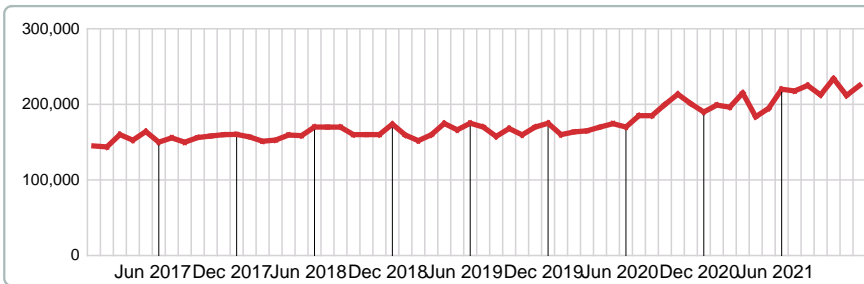
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

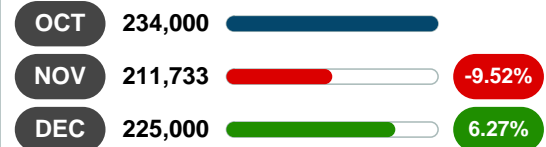


### 3 MONTHS

5 year DEC AVG = 184,786

High Oct 2021 234,000 Low Feb 2017 143,700

Median List Price at Closing this month at **225,000**  
above the 5 yr DEC average of **184,786**



### 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
\$0 and less	0	0.00%	14	0	0	0	0
\$1	48	22.12%	27,450	42,900	1,695	1,870	0
\$150,001	27	12.44%	189,900	169,750	188,950	195,000	0
\$200,001	61	28.11%	223,400	250,000	216,720	229,698	225,000
\$250,001	25	11.52%	272,900	279,900	275,000	272,775	0
\$300,001	35	16.13%	338,500	360,000	333,500	337,000	0
\$375,001 and up	21	9.68%	459,900	667,500	429,000	450,700	514,450
Median List Price			225,000	124,750	212,195	275,000	499,900
Total Closed Units		100%	225,000	30	124	58	5
Total Closed Volume			49,891,732	5.01M	26.14M	16.53M	2.22M





# December 2021

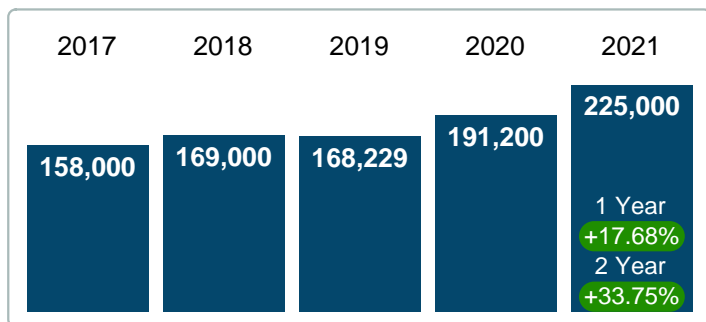
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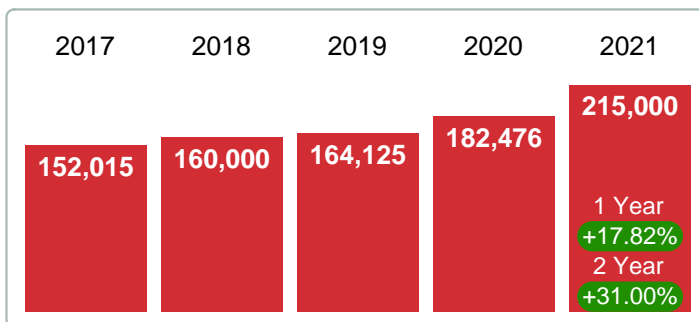
## MEDIAN SOLD PRICE AT CLOSING

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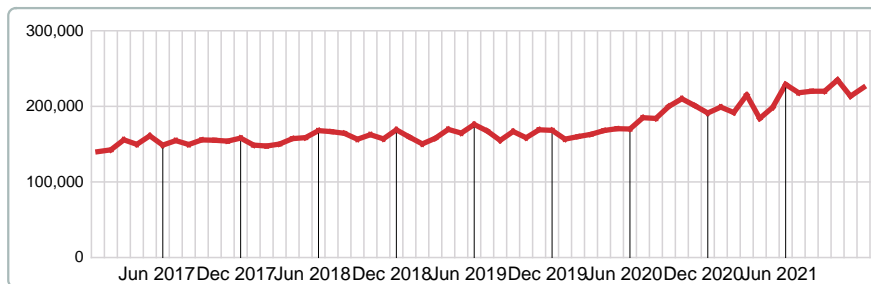
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

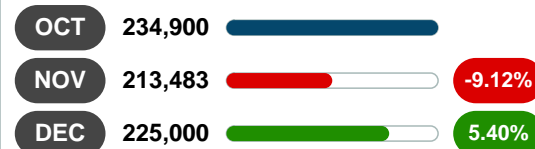


### 3 MONTHS

5 year DEC AVG = 182,286

High Oct 2021 234,900 Low Jan 2017 140,040

Median Sold Price at Closing this month at **225,000** above the 5 yr DEC average of **182,286**



### 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
\$0 and less	0	0.00%	459,900	0	0	0	0
\$1	49	22.58%	25,000	49,000	1,695	1,870	0
\$150,001	27	12.44%	193,000	175,000	191,000	197,000	0
\$200,001	59	27.19%	221,000	231,375	217,655	229,338	225,000
\$250,001	25	11.52%	273,000	281,000	279,313	269,000	0
\$300,001	35	16.13%	333,500	314,000	333,843	333,900	0
\$375,001 and up	22	10.14%	447,125	935,000	417,000	441,500	519,500
Median Sold Price			225,000	117,500	211,708	277,500	510,000
Total Closed Units		100%	217	30	124	58	5
Total Closed Volume			49,511,109	4.63M	26.09M	16.53M	2.26M



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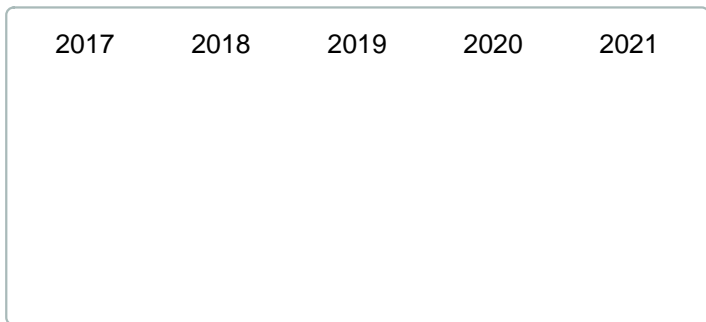
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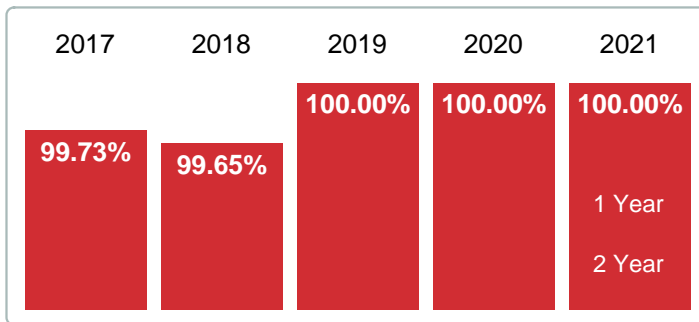
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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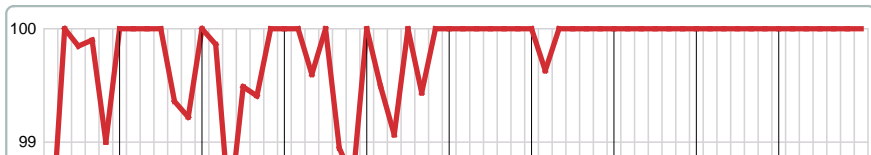
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 100.00%

High Dec 2021 100.00% Low Jan 2017 98.11%

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

OCT 100.00%  
 NOV 100.00%  
 DEC 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
\$0 and less	0	0.00%	47,125.00%	0.00%	0.00%	0.00%	0.00%
\$1	49	22.58%	100.00%	100.00%	100.00%	100.00%	0.00%
\$150,001	27	12.44%	100.00%	87.50%	100.28%	101.03%	0.00%
\$200,001	59	27.19%	100.00%	94.59%	100.00%	100.00%	100.00%
\$250,001	25	11.52%	100.00%	100.39%	100.00%	100.09%	0.00%
\$300,001	35	16.13%	100.00%	82.74%	100.00%	100.00%	0.00%
\$375,001 and up	22	10.14%	100.00%	100.00%	99.42%	100.00%	102.37%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	102.02%
Total Closed Units	217	100%	100.00%	30	124	58	5
Total Closed Volume	49,511,109			4.63M	26.09M	16.53M	2.26M



# December 2021

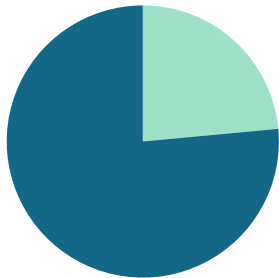
Area Delimited by County Of Wagoner



## MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

### INVENTORY

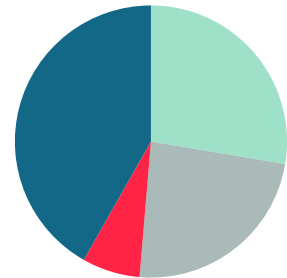


**Inventory**  
 New Listings  
**174 = 23.51%**  
 Start Inventory  
**566**  
 Total Inventory Units  
**740**  
 Volume  
**\$222,870,568**

### Market Activity

Closed Sales  
**217 = 27.64%**  
 Pending Sales  
**186 = 23.69%**  
 Other Off Market  
**54 = 6.88%**  
 Active Inventory  
**328 = 41.78%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	143	217	51.75%	1,886	2,248	19.19%
Pending Sales	135	186	37.78%	1,979	2,349	18.70%
New Listings	161	174	8.07%	2,670	2,807	5.13%
Median List Price	189,900	225,000	18.48%	183,950	212,279	15.40%
Median Sale Price	191,200	225,000	17.68%	182,476	215,000	17.82%
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	5.00	8.00	60.00%	14.00	5.00	-64.29%
Monthly Inventory	588	328	-44.22%	588	328	-44.22%
Months Supply of Inventory	3.74	1.75	-53.20%	3.74	1.75	-53.20%

**Absorption:** Last 12 months, an Average of **187** Sales/Month

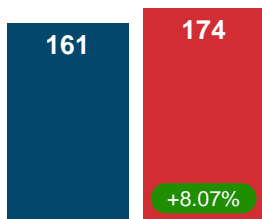
**Inventory** on December 31, 2021 = **328**

**2020** **2021**

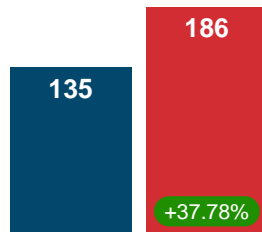
### DECEMBER MARKET

### MEDIAN PRICES

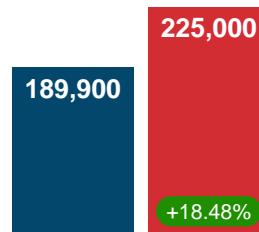
#### New Listings



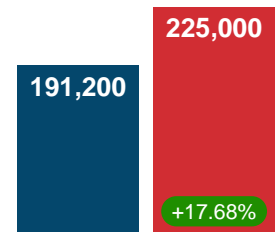
#### Pending Listings



#### List Price



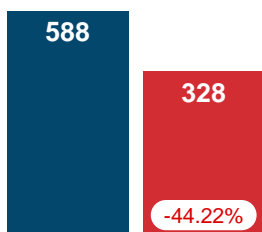
#### Sale Price



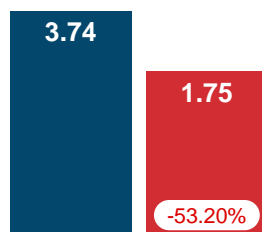
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio

+0.00%

#### Days on Market

