

February 2021

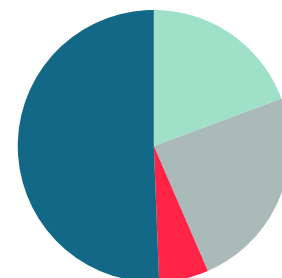
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	108	125	15.74%
Pending Listings	125	156	24.80%
New Listings	267	163	-38.95%
Average List Price	169,005	204,503	21.00%
Average Sale Price	166,616	200,630	20.41%
Average Percent of Selling Price to List Price	97.94%	97.41%	-0.54%
Average Days on Market to Sale	35.19	38.97	10.75%
End of Month Inventory	839	327	-61.03%
Months Supply of Inventory	6.01	2.02	-66.37%



■ Closed (19.35%)
■ Pending (24.15%)
■ Other OffMarket (5.88%)
■ Active (50.62%)

Absorption: Last 12 months, an Average of **162** Sales/Month
Active Inventory as of February 28, 2021 = **327**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **61.03%** to 327 existing homes available for sale. Over the last 12 months this area has had an average of 162 closed sales per month. This represents an unsold inventory index of **2.02** 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 **20.41%** in February 2021 to \$200,630 versus the previous year at \$166,616.

Average Days on Market Lengthens

The average number of **38.97** days that homes spent on the market before selling increased by 3.78 days or **10.75%** in February 2021 compared to last year's same month at **35.19** DOM.

Sales Success for February 2021 is Positive

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

There were 163 New Listings in February 2021, down **38.95%** from last year at 267. Furthermore, there were 125 Closed Listings this month versus last year at 108, a **15.74%** increase.

Closed versus Listed trends yielded a **76.7%** ratio, up from previous year's, February 2020, at **40.4%**, a **89.59%** 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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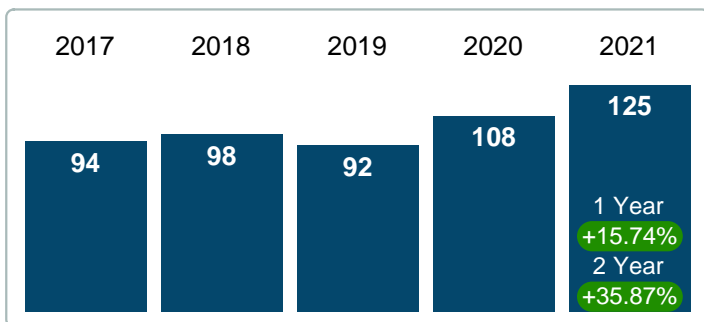
Area Delimited by County Of Wagoner



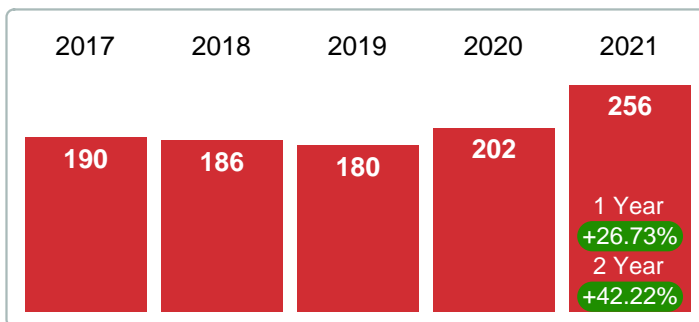
CLOSED LISTINGS

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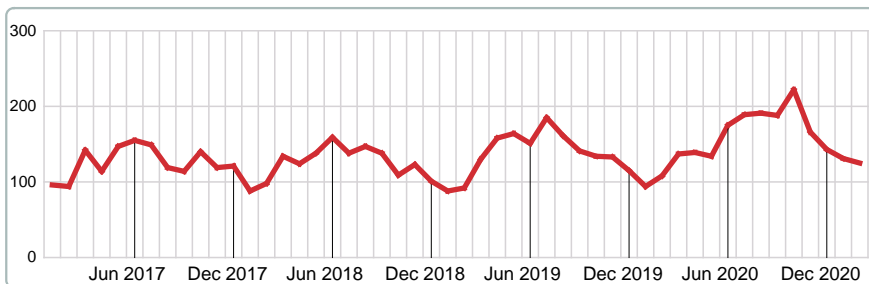
FEBRUARY



YEAR TO DATE (YTD)

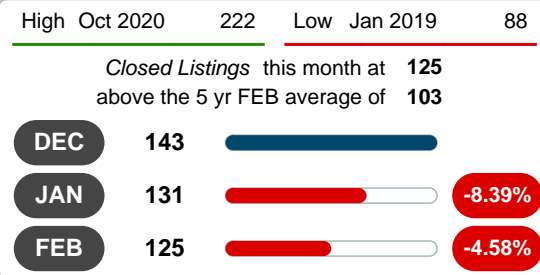


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 103



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	12	9.60%	69.6	4	8	0	0
\$50,001 - \$100,000	14	11.20%	35.1	8	5	1	0
\$100,001 - \$150,000	14	11.20%	35.6	5	7	2	0
\$150,001 - \$200,000	28	22.40%	31.1	4	21	2	1
\$200,001 - \$250,000	27	21.60%	25.9	3	16	8	0
\$250,001 - \$325,000	17	13.60%	37.8	1	8	8	0
\$325,001 and up	13	10.40%	64.3	1	2	8	2
Total Closed Units	125			26	67	29	3
Total Closed Volume	25,078,803	100%	39.0	4.05M	11.78M	8.14M	1.11M
Average Closed Price	\$200,630			\$155,688	\$175,853	\$280,651	\$369,967

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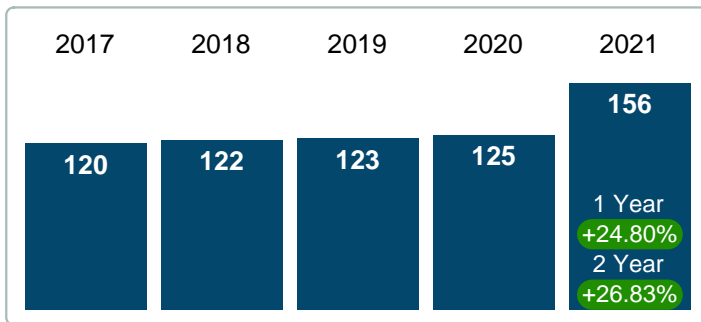
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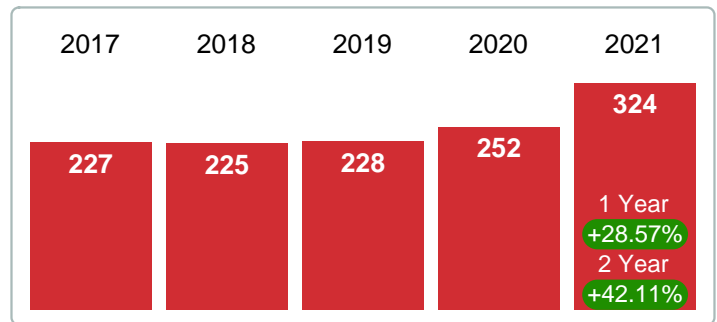
PENDING LISTINGS

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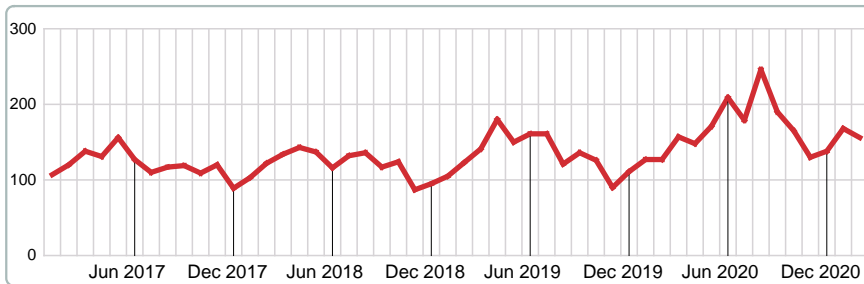
FEBRUARY



YEAR TO DATE (YTD)

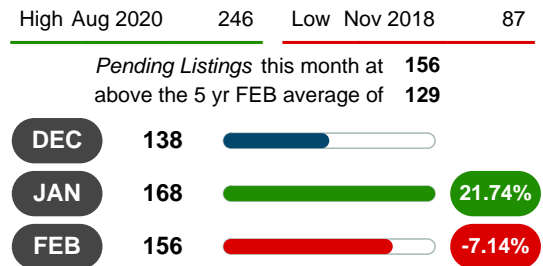


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 129



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	14	8.97%	63.3	8	4	2	0
\$50,001 - \$100,000	18	11.54%	71.6	12	4	2	0
\$100,001 - \$150,000	19	12.18%	24.6	3	14	2	0
\$150,001 - \$225,000	31	19.87%	24.6	3	24	4	0
\$225,001 - \$300,000	40	25.64%	31.3	4	23	12	1
\$300,001 - \$350,000	15	9.62%	40.0	2	5	5	3
\$350,001 and up	19	12.18%	67.3	2	6	10	1
Total Pending Units	156			34	80	37	5
Total Pending Volume	33,383,632	100%	39.9	4.60M	16.52M	10.54M	1.73M
Average Listing Price	\$185,722			\$135,312	\$206,496	\$284,807	\$345,100

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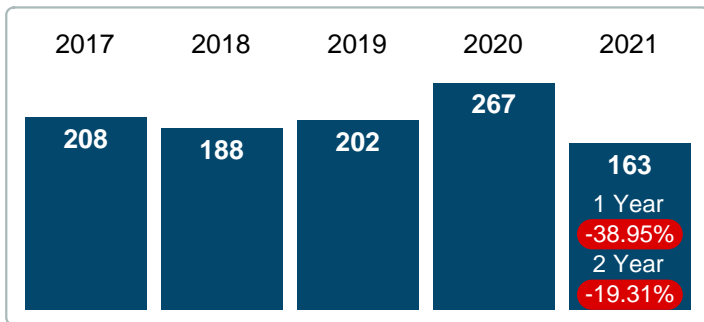
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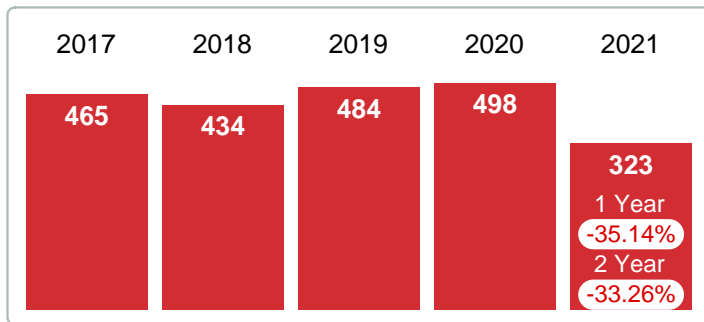
NEW LISTINGS

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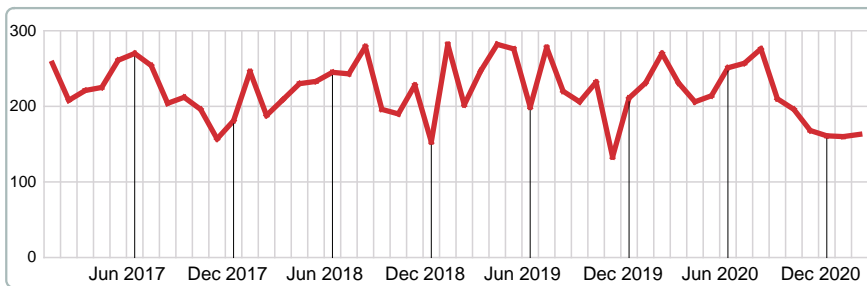
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 206

High Apr 2019 282 Low Nov 2019 133

New Listings this month at **163**
 below the 5 yr FEB average of **206**



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	16	9.82%	11	3	2	0
\$50,001 - \$125,000	22	13.50%	11	10	1	0
\$125,001 - \$150,000	15	9.20%	5	10	0	0
\$150,001 - \$225,000	38	23.31%	1	33	4	0
\$225,001 - \$300,000	33	20.25%	1	20	11	1
\$300,001 - \$400,000	22	13.50%	3	10	6	3
\$400,001 and up	17	10.43%	9	1	6	1
Total New Listed Units	163		41	87	30	5
Total New Listed Volume	44,132,911	100%	15.45M	17.83M	8.82M	2.04M
Average New Listed Listing Price	\$176,397		\$376,745	\$204,918	\$294,018	\$407,600

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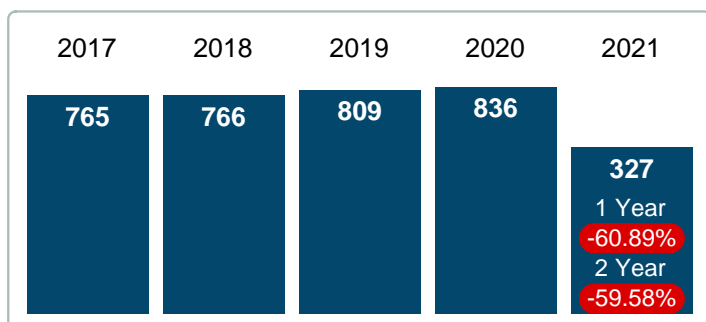
Area Delimited by County Of Wagoner



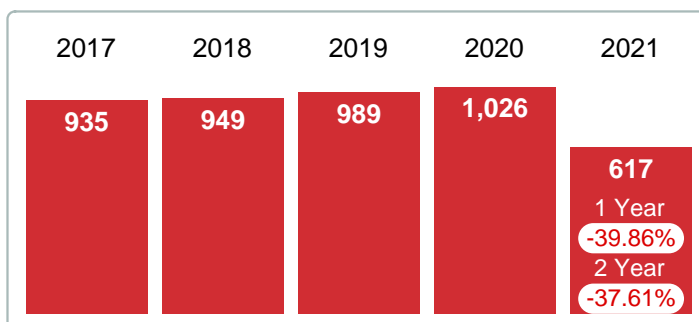
ACTIVE INVENTORY

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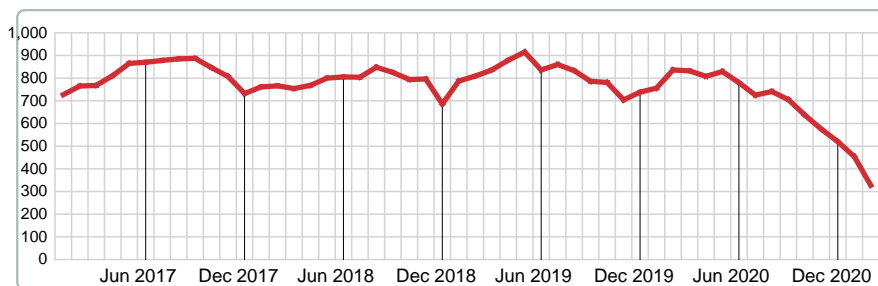
END OF FEBRUARY



ACTIVE DURING FEBRUARY

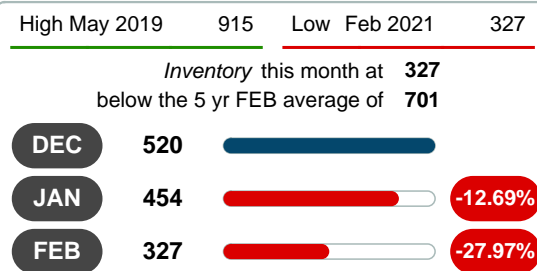


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 701



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	25	7.65%	114.8	23	0	2	0
\$25,001 - \$75,000	38	11.62%	126.3	37	0	1	0
\$75,001 - \$125,000	35	10.70%	102.7	26	8	1	0
\$125,001 - \$250,000	98	29.97%	91.2	47	48	3	0
\$250,001 - \$350,000	50	15.29%	96.3	13	26	6	5
\$350,001 - \$600,000	49	14.98%	102.3	23	8	17	1
\$600,001 and up	32	9.79%	137.3	23	3	5	1
Total Active Inventory by Units			327	192	93	35	7
Total Active Inventory by Volume			107,252,889	64.20M	25.46M	14.93M	2.66M
Average Active Inventory Listing Price			\$327,990	\$334,397	\$273,769	\$426,437	\$380,414

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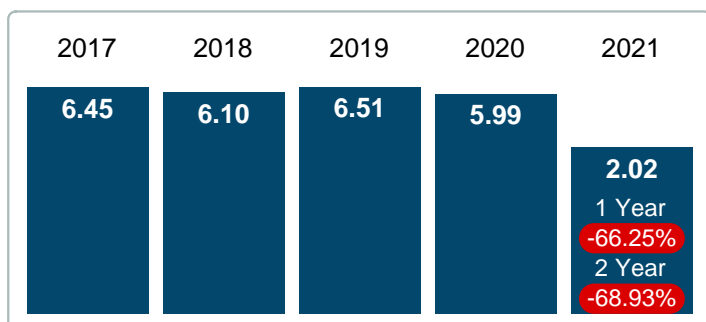
Area Delimited by County Of Wagoner



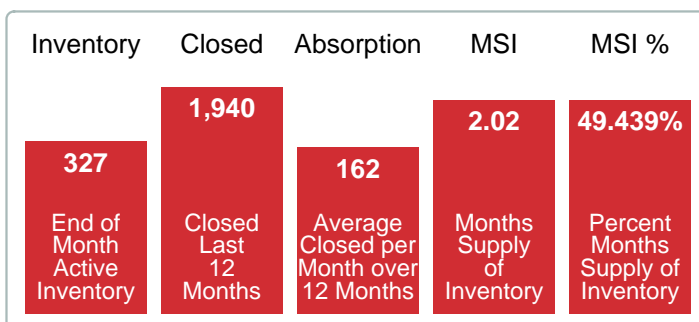
MONTHS SUPPLY of INVENTORY (MSI)

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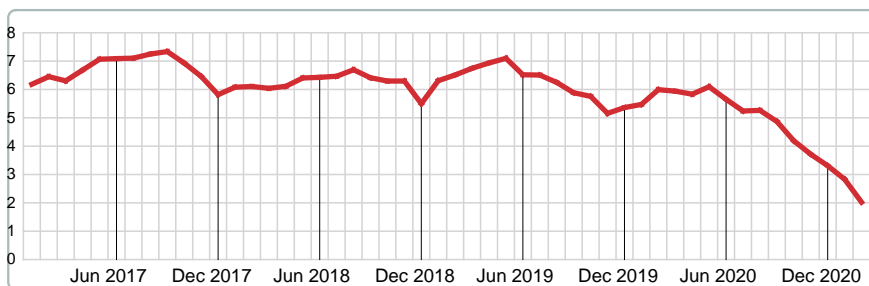
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

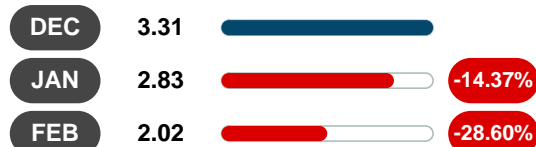


3 MONTHS

5 year FEB AVG = 5.42

High Sep 2017 7.34 Low Feb 2021 2.02

Months Supply this month at 2.02 below the 5 yr FEB average of 5.42



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	25	7.65%	2.31	8.63	0.00	1.04	0.00
\$25,001 - \$75,000	38	11.62%	3.33	4.19	0.00	2.40	0.00
\$75,001 - \$125,000	35	10.70%	2.88	5.38	1.32	0.80	0.00
\$125,001 - \$250,000	98	29.97%	1.11	8.42	0.78	0.15	0.00
\$250,001 - \$350,000	50	15.29%	2.08	13.00	2.23	0.59	4.00
\$350,001 - \$600,000	49	14.98%	3.79	27.60	2.34	2.37	0.67
\$600,001 and up	32	9.79%	13.71	46.00	6.00	7.50	1.50
Market Supply of Inventory (MSI)			2.02	7.92	1.01	0.85	1.56
Total Active Inventory by Units		100%	2.02	192	93	35	7

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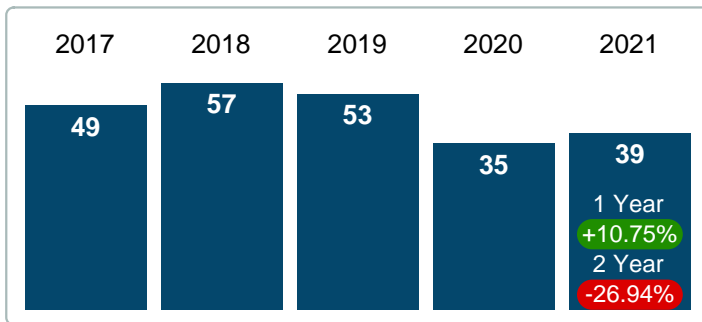
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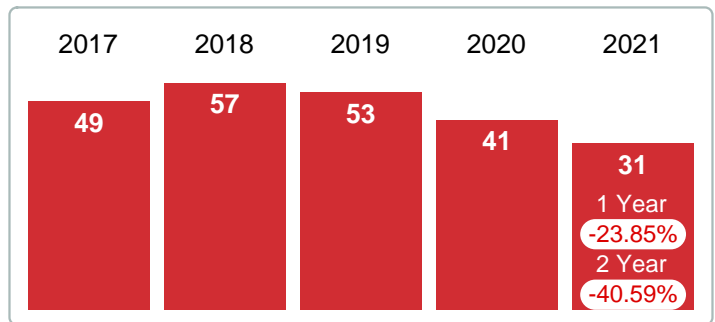
AVERAGE DAYS ON MARKET TO SALE

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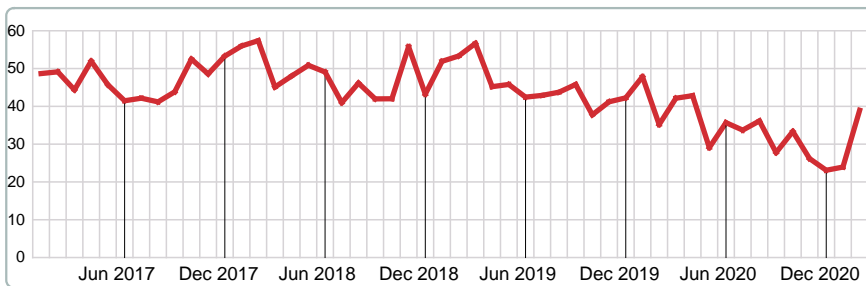
FEBRUARY



YEAR TO DATE (YTD)

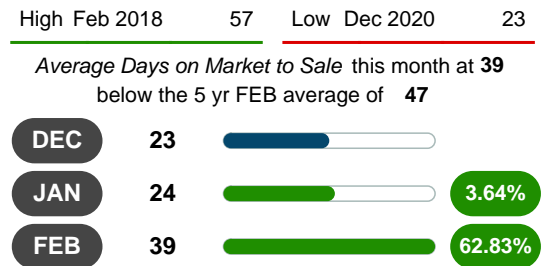


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 47



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	9.60%	70	142	34	0	0
\$50,001 - \$100,000	11.20%	35	22	49	72	0
\$100,001 - \$150,000	11.20%	36	44	12	96	0
\$150,001 - \$200,000	22.40%	31	59	25	15	79
\$200,001 - \$250,000	21.60%	26	110	14	18	0
\$250,001 - \$325,000	13.60%	38	1	48	33	0
\$325,001 and up	10.40%	64	150	58	56	60
Average Closed DOM		39	65	28	40	66
Total Closed Units	100%	39	26	67	29	3
Total Closed Volume		25,078,803	4.05M	11.78M	8.14M	1.11M

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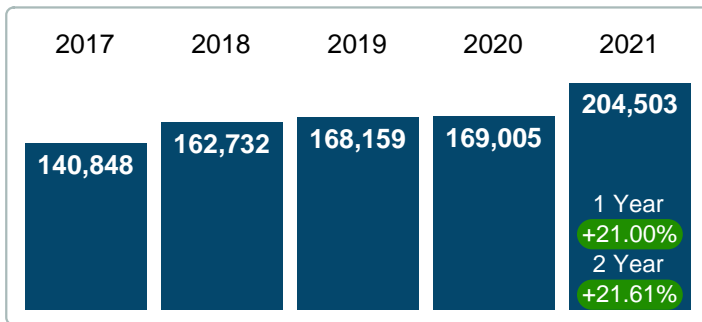
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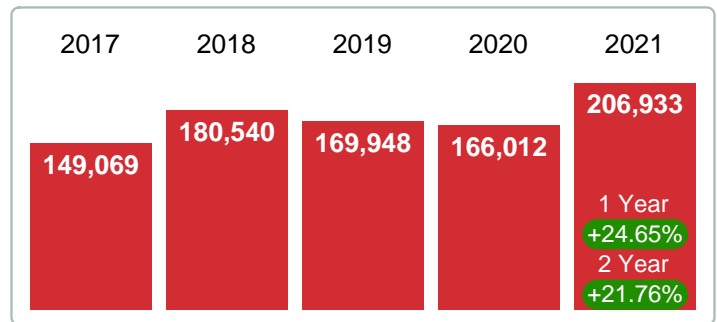
AVERAGE LIST PRICE AT CLOSING

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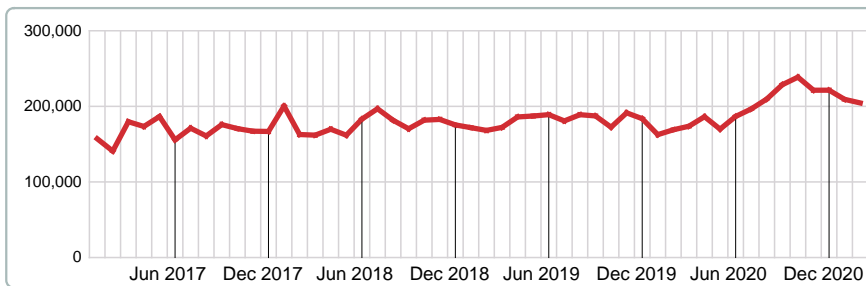
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

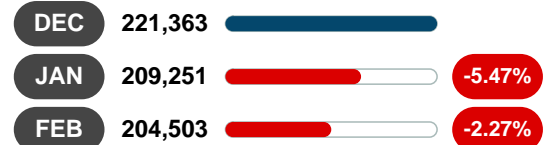


3 MONTHS

5 year FEB AVG = 169,049

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

Average List Price at Closing this month at **204,503**
above the 5 yr FEB average of **169,049**



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	9.60%	15,623	33,050	6,909	0	0
\$50,001 - \$100,000	10.40%	79,415	77,613	87,400	79,500	0
\$100,001 - \$150,000	12.80%	130,267	134,100	124,911	142,200	0
\$150,001 - \$200,000	23.20%	181,304	166,863	180,980	174,950	199,900
\$200,001 - \$250,000	19.20%	229,914	250,000	228,002	229,988	0
\$250,001 - \$325,000	15.20%	290,891	225,000	295,713	286,336	0
\$325,001 and up	9.60%	496,336	1,260,000	362,400	421,470	457,500
Average List Price		204,503	166,387	177,698	283,315	371,633
Total Closed Units	100%	204,503	26	67	29	3
Total Closed Volume		25,562,855	4.33M	11.91M	8.22M	1.11M



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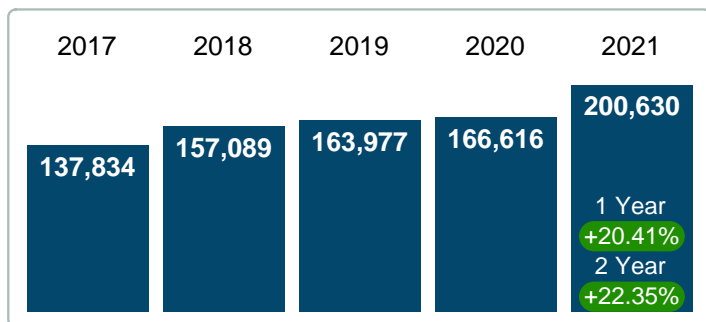
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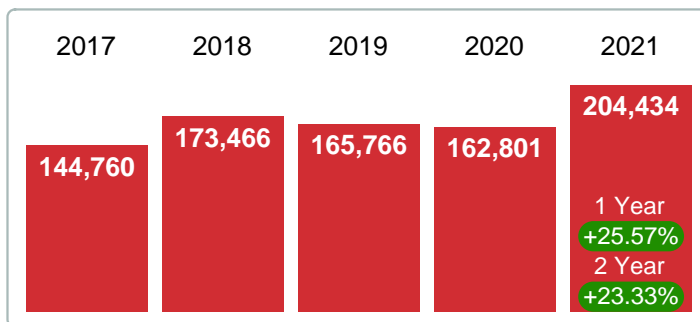
AVERAGE SOLD PRICE AT CLOSING

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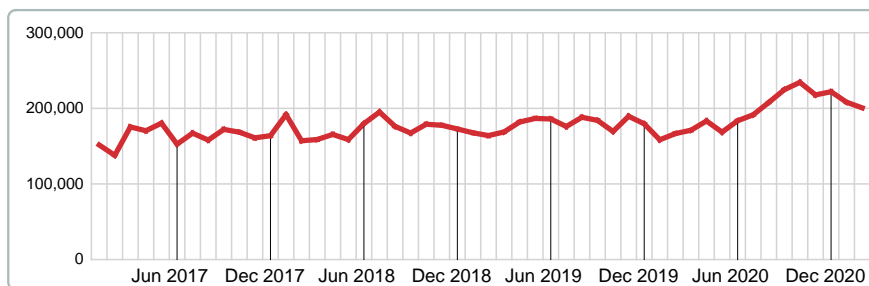
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

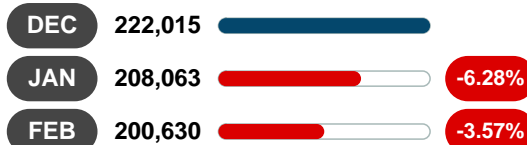


3 MONTHS

5 year FEB AVG = 165,229

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

Average Sold Price at Closing this month at **200,630**
above the 5 yr FEB average of **165,229**



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	9.60%	11,948	22,250	6,796	0	0
\$50,001 - \$100,000	11.20%	74,982	73,688	77,350	73,500	0
\$100,001 - \$150,000	11.20%	128,979	129,280	126,557	136,700	0
\$150,001 - \$200,000	22.40%	176,925	161,250	179,237	172,500	199,900
\$200,001 - \$250,000	21.60%	226,927	216,667	228,377	227,875	0
\$250,001 - \$325,000	13.60%	287,651	273,000	289,025	288,109	0
\$325,001 and up	10.40%	469,923	1,155,000	362,450	414,887	455,000
Average Sold Price		200,630	155,688	175,853	280,651	369,967
Total Closed Units	100%	200,630	26	67	29	3
Total Closed Volume		25,078,803	4.05M	11.78M	8.14M	1.11M

February 2021

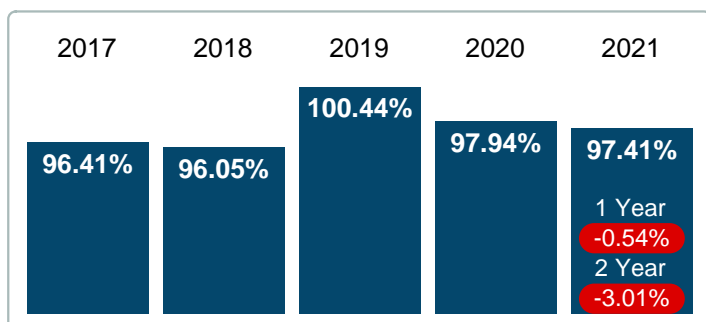
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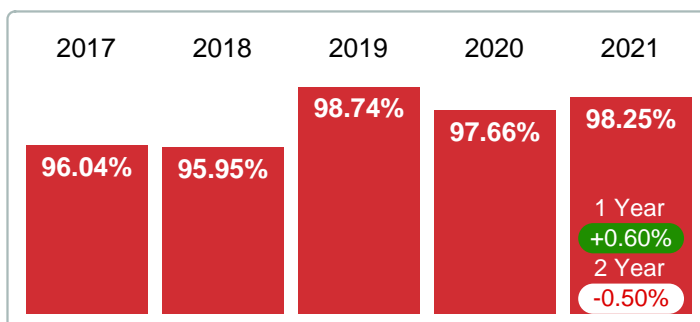
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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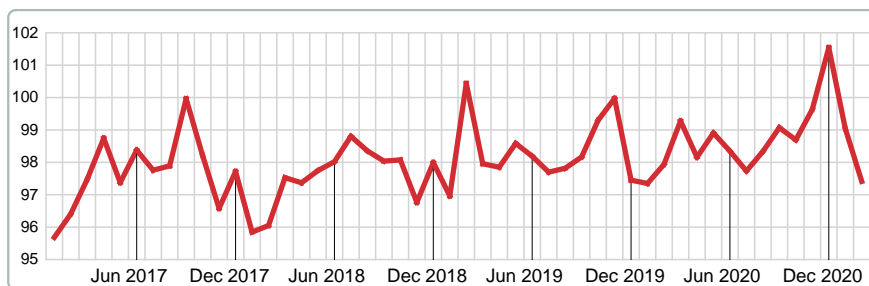
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

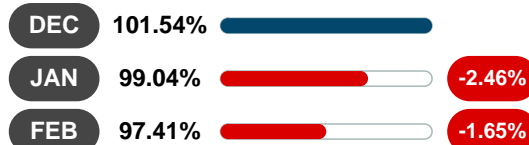


3 MONTHS

5 year FEB AVG = 97.65%

High Dec 2020 101.54% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **97.41%**
below the 5 yr FEB average of **97.65%**



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	12	9.60%	89.62%	69.35%	99.75%	0.00%	0.00%
\$50,001 - \$100,000	14	11.20%	92.57%	95.03%	88.66%	92.45%	0.00%
\$100,001 - \$150,000	14	11.20%	98.86%	96.38%	101.35%	96.32%	0.00%
\$150,001 - \$200,000	28	22.40%	98.79%	96.84%	99.12%	98.60%	100.00%
\$200,001 - \$250,000	27	21.60%	98.67%	89.07%	100.20%	99.21%	0.00%
\$250,001 - \$325,000	17	13.60%	100.48%	121.33%	97.80%	100.56%	0.00%
\$325,001 and up	13	10.40%	98.65%	91.67%	100.01%	99.00%	99.42%
Average Sold/List Ratio		97.40%		91.81%	98.78%	99.05%	99.61%
Total Closed Units		125	100%	26	67	29	3
Total Closed Volume		25,078,803		4.05M	11.78M	8.14M	1.11M

February 2021

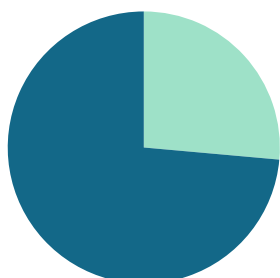
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY



Inventory

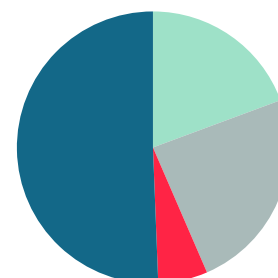
- New Listings **163 = 26.42%**
- Start Inventory **454**
- Total Inventory Units **617**
- Volume **\$179,246,370**

Market Activity

Market Activity

- Closed Sales **125 = 19.35%**
- Pending Sales **156 = 24.15%**
- Other Off Market **38 = 5.88%**
- Active Inventory **327 = 50.62%**

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	108	125	15.74%	202	256	26.73%
Pending Sales	125	156	24.80%	252	324	28.57%
New Listings	267	163	-38.95%	498	323	-35.14%
Average List Price	169,005	204,503	21.00%	166,012	206,933	24.65%
Average Sale Price	166,616	200,630	20.41%	162,801	204,434	25.57%
Average Percent of Selling Price to List Price	97.94%	97.41%	-0.54%	97.66%	98.25%	0.60%
Average Days on Market to Sale	35.19	38.97	10.75%	41.07	31.27	-23.85%
Monthly Inventory	839	327	-61.03%	839	327	-61.03%
Months Supply of Inventory	6.01	2.02	-66.37%	6.01	2.02	-66.37%

Absorption: Last 12 months, an Average of **162** Sales/Month

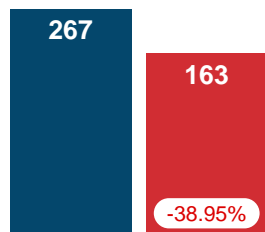
Inventory on February 28, 2021 = **327**

2020 **2021**

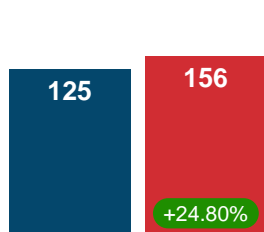
FEBRUARY MARKET

AVERAGE PRICES

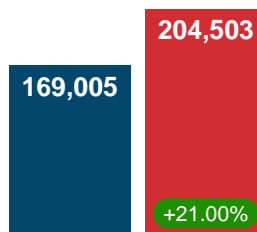
New Listings



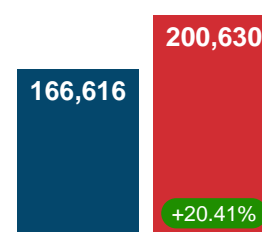
Pending Listings



List Price



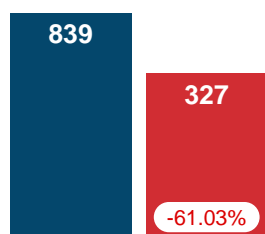
Sale Price



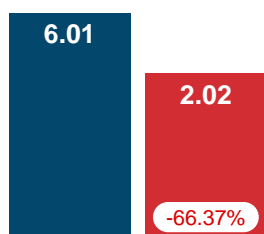
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

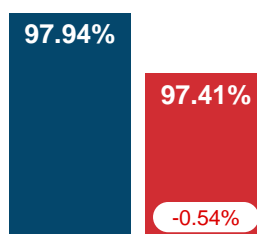
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

