

January 2021

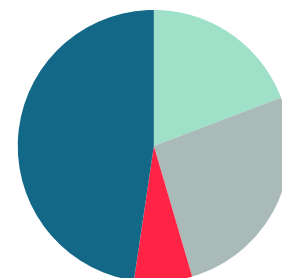
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	94	131	39.36%
Pending Listings	127	179	40.94%
New Listings	231	160	-30.74%
Average List Price	162,572	209,251	28.71%
Average Sale Price	158,417	208,063	31.34%
Average Percent of Selling Price to List Price	97.35%	99.04%	1.74%
Average Days on Market to Sale	47.83	23.93	-49.97%
End of Month Inventory	756	325	-57.01%
Months Supply of Inventory	5.47	2.03	-62.93%



■ Closed (19.21%)
■ Pending (26.25%)
■ Other OffMarket (6.89%)
■ Active (47.65%)

Absorption: Last 12 months, an Average of **160** Sales/Month
Active Inventory as of January 31, 2021 = **325**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2021 decreased **57.01%** to 325 existing homes available for sale. Over the last 12 months this area has had an average of 160 closed sales per month. This represents an unsold inventory index of **2.03** 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 **31.34%** in January 2021 to \$208,063 versus the previous year at \$158,417.

Average Days on Market Shortens

The average number of **23.93** days that homes spent on the market before selling decreased by 23.90 days or **49.97%** in January 2021 compared to last year's same month at **47.83** DOM.

Sales Success for January 2021 is Positive

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

There were 160 New Listings in January 2021, down **30.74%** from last year at 231. Furthermore, there were 131 Closed Listings this month versus last year at 94, a **39.36%** increase.

Closed versus Listed trends yielded a **81.9%** ratio, up from previous year's, January 2020, at **40.7%**, a **101.20%** 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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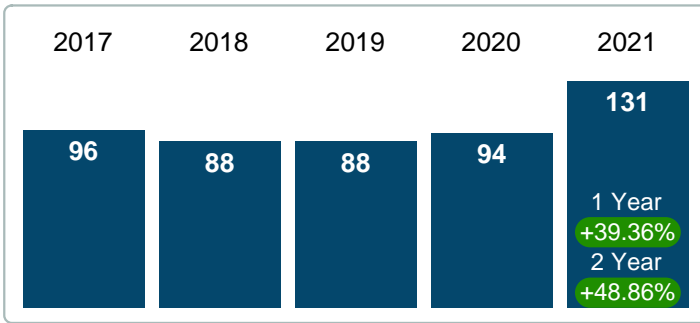
Area Delimited by County Of Wagoner



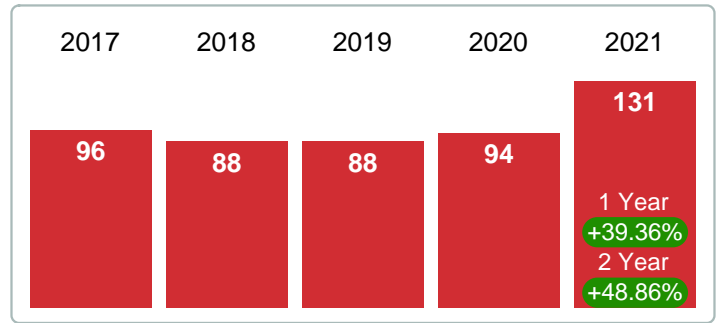
CLOSED LISTINGS

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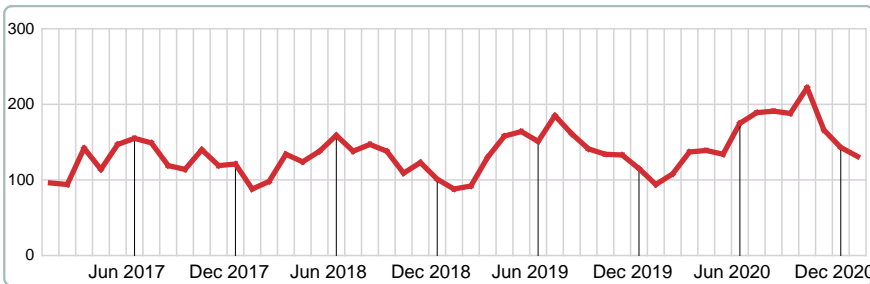
JANUARY



YEAR TO DATE (YTD)

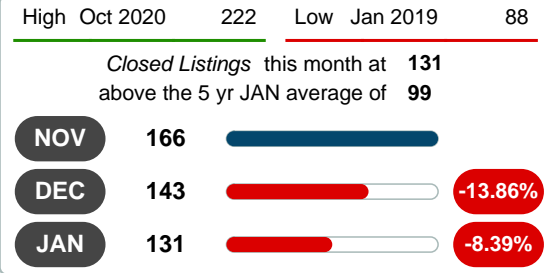


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 99



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	11	8.40%	38.6	1	7	3	0
\$25,001 - \$125,000	17	12.98%	29.4	10	6	1	0
\$125,001 - \$150,000	7	5.34%	22.0	0	5	2	0
\$150,001 - \$200,000	32	24.43%	17.5	0	27	4	1
\$200,001 - \$275,000	32	24.43%	16.3	2	20	10	0
\$275,001 - \$375,000	17	12.98%	26.0	1	9	6	1
\$375,001 and up	15	11.45%	35.4	2	3	8	2
Total Closed Units	131			16	77	34	4
Total Closed Volume	27,256,306	100%	23.9	2.36M	14.75M	8.69M	1.45M
Average Closed Price	\$208,063			\$147,588	\$191,561	\$255,608	\$363,510

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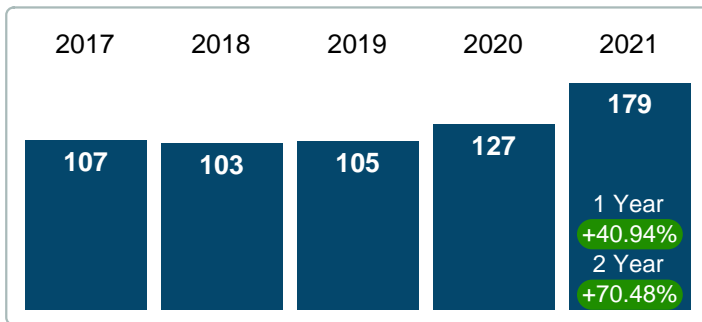
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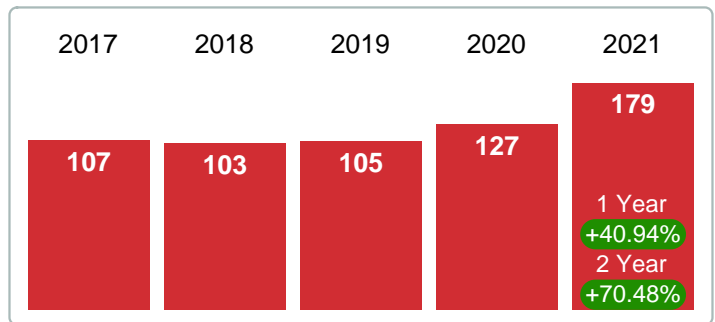
PENDING LISTINGS

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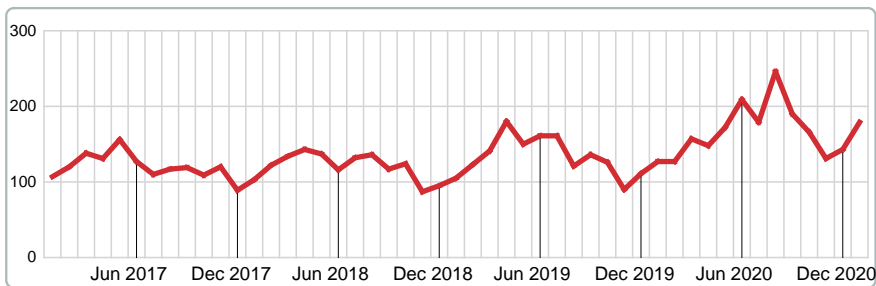
JANUARY



YEAR TO DATE (YTD)

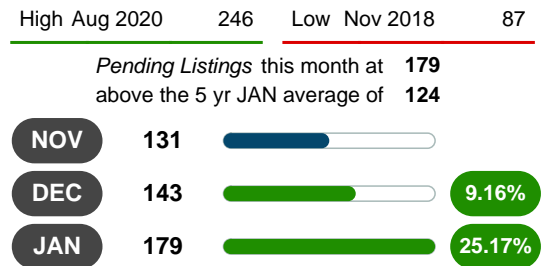


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 124



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	13	7.26%	54.2	2	8	3	0
\$25,001 - \$100,000	26	14.53%	59.3	18	8	0	0
\$100,001 - \$150,000	25	13.97%	48.3	6	16	3	0
\$150,001 - \$200,000	38	21.23%	26.3	3	30	5	0
\$200,001 - \$250,000	34	18.99%	29.2	1	26	6	1
\$250,001 - \$325,000	23	12.85%	41.4	0	15	7	1
\$325,001 and up	20	11.17%	55.8	1	10	6	3
Total Pending Units	179			31	113	30	5
Total Pending Volume	37,545,348	100%	11.6	3.19M	24.76M	7.39M	2.21M
Average Listing Price	\$150,810			\$102,857	\$219,097	\$246,394	\$441,403

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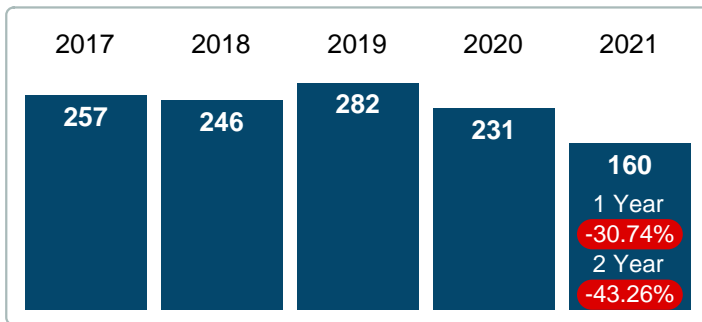
Area Delimited by County Of Wagoner



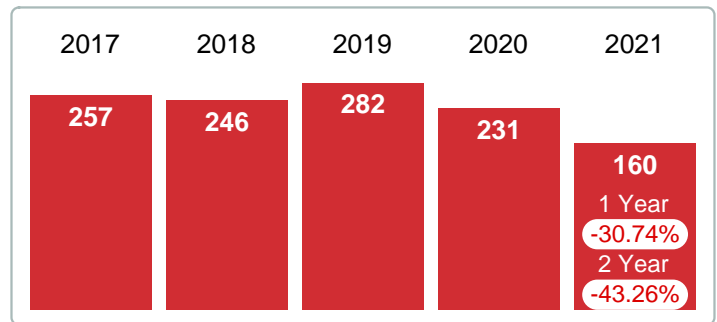
NEW LISTINGS

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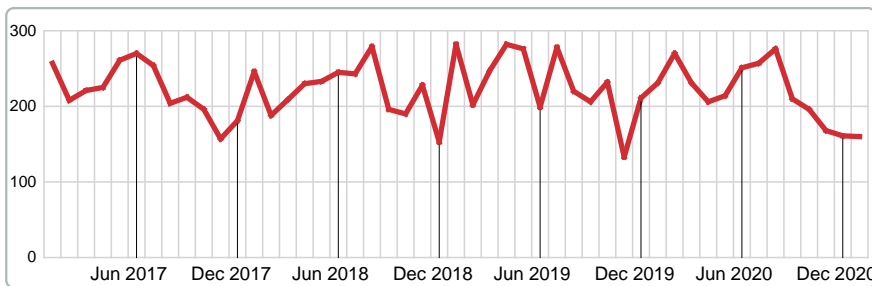
JANUARY



YEAR TO DATE (YTD)

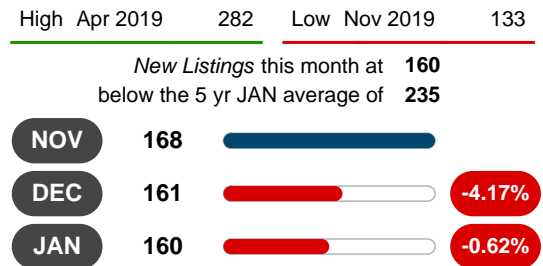


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 235



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	10.00%	6	7	3	0
\$50,001 - \$100,000	18	11.25%	13	4	1	0
\$100,001 - \$150,000	26	16.25%	9	15	2	0
\$150,001 - \$200,000	33	20.63%	6	25	2	0
\$200,001 - \$250,000	26	16.25%	3	18	5	0
\$250,001 - \$350,000	24	15.00%	2	12	7	3
\$350,001 and up	17	10.63%	7	4	3	3
Total New Listed Units	160		46	85	23	6
Total New Listed Volume	36,160,294	100%	12.03M	16.30M	5.14M	2.69M
Average New Listed Listing Price	\$173,835		\$261,487	\$191,749	\$223,573	\$448,519

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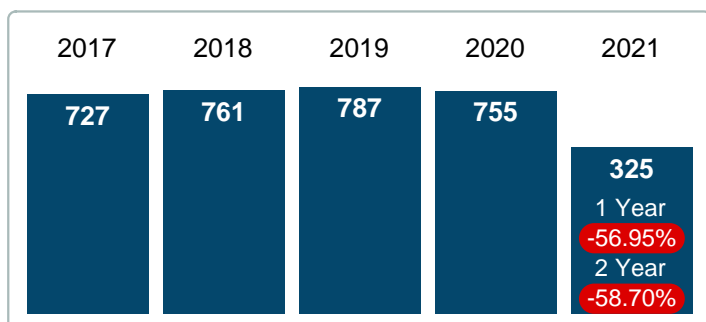
Area Delimited by County Of Wagoner



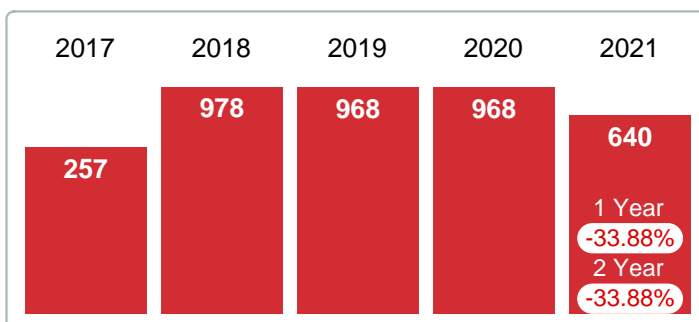
ACTIVE INVENTORY

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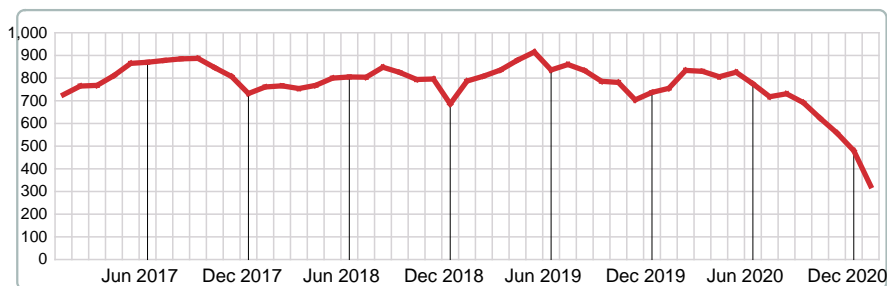
END OF JANUARY



ACTIVE DURING JANUARY

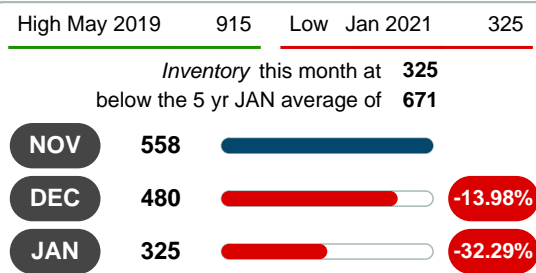


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 671



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	26	8.00%	108.3	20	6	0	0
\$25,001 - \$75,000	42	12.92%	133.1	40	1	1	0
\$75,001 - \$125,000	39	12.00%	110.7	30	8	1	0
\$125,001 - \$250,000	90	27.69%	91.8	49	31	9	1
\$250,001 - \$375,000	55	16.92%	90.2	19	21	12	3
\$375,001 - \$650,000	42	12.92%	140.5	24	2	13	3
\$650,001 and up	31	9.54%	160.5	23	3	5	0
Total Active Inventory by Units	325			205	72	41	7
Total Active Inventory by Volume	105,470,036	100%	113.3	69.64M	16.78M	16.66M	2.39M
Average Active Inventory Listing Price	\$324,523			\$339,716	\$233,076	\$406,379	\$340,757

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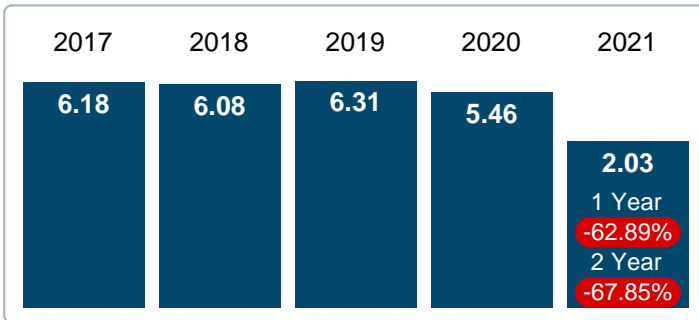
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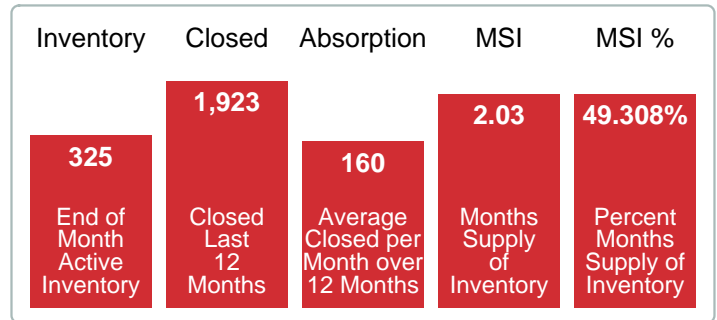
MONTHS SUPPLY of INVENTORY (MSI)

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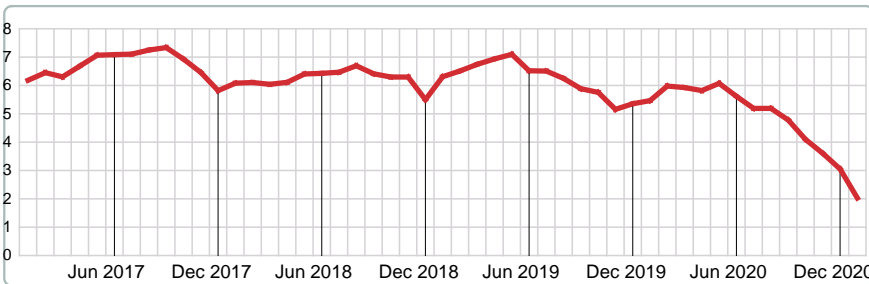
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021

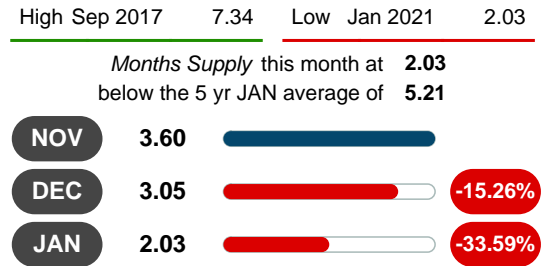


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 5.21



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	26	8.00%	2.42	7.50	1.00	0.00	0.00
\$25,001 - \$75,000	42	12.92%	3.82	4.66	0.52	2.00	0.00
\$75,001 - \$125,000	39	12.00%	3.21	6.55	1.28	0.75	0.00
\$125,001 - \$250,000	90	27.69%	1.02	9.80	0.50	0.45	0.92
\$250,001 - \$375,000	55	16.92%	2.10	20.73	1.68	1.06	2.12
\$375,001 - \$650,000	42	12.92%	4.13	26.18	0.83	2.33	2.40
\$650,001 and up	31	9.54%	17.71	55.20	9.00	15.00	0.00
Market Supply of Inventory (MSI)			2.03	8.88	0.78	1.00	1.58
Total Active Inventory by Units		100%	2.03	205	72	41	7

January 2021

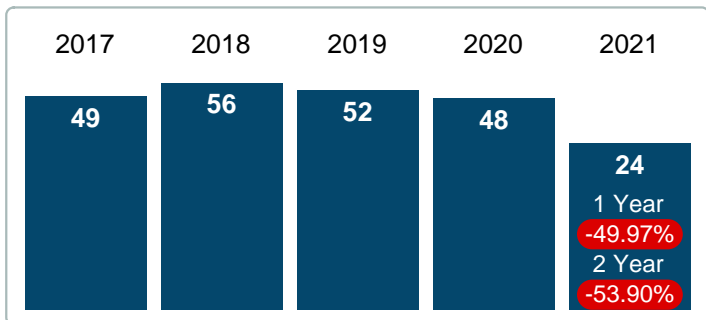
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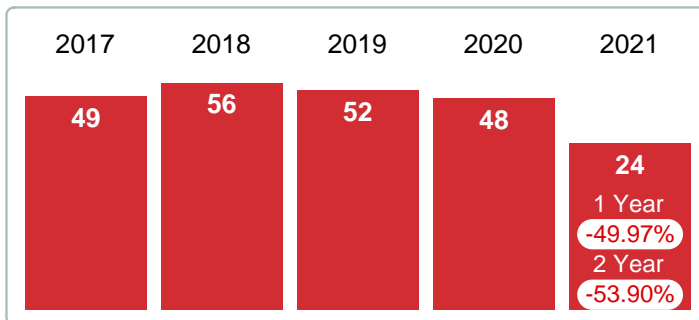
AVERAGE DAYS ON MARKET TO SALE

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

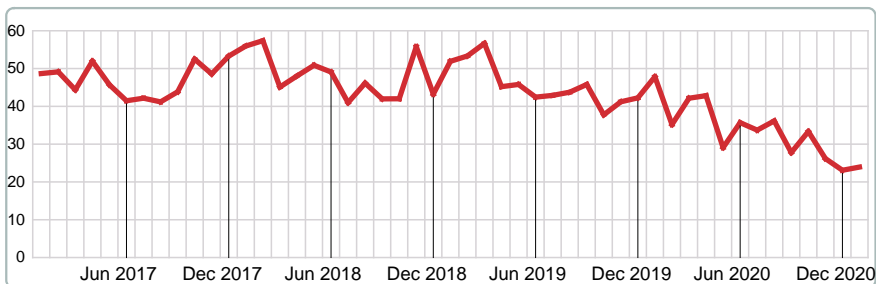
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 46

High Feb 2018 57 Low Dec 2020 23

Average Days on Market to Sale this month at 24 below the 5 yr JAN average of 46



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
\$25,000 and less	8.40%	39	208	29	4	0
\$25,001 - \$125,000	12.98%	29	36	17	38	0
\$125,001 - \$150,000	5.34%	22	0	17	36	0
\$150,001 - \$200,000	24.43%	18	0	19	8	12
\$200,001 - \$275,000	24.43%	16	92	9	16	0
\$275,001 - \$375,000	12.98%	26	62	29	19	10
\$375,001 and up	11.45%	35	18	31	50	1
Average Closed DOM		24	53	19	24	6
Total Closed Units	100%	24	16	77	34	4
Total Closed Volume		27,256,306	2.36M	14.75M	8.69M	1.45M

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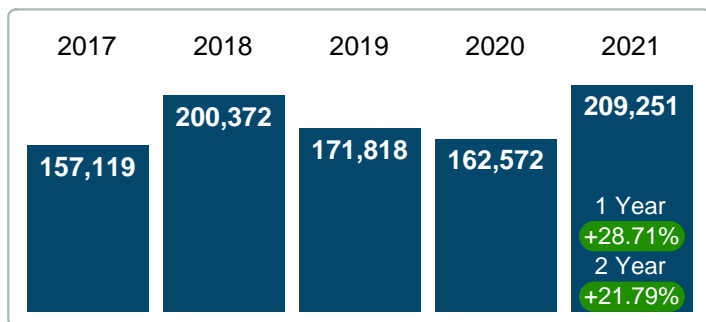
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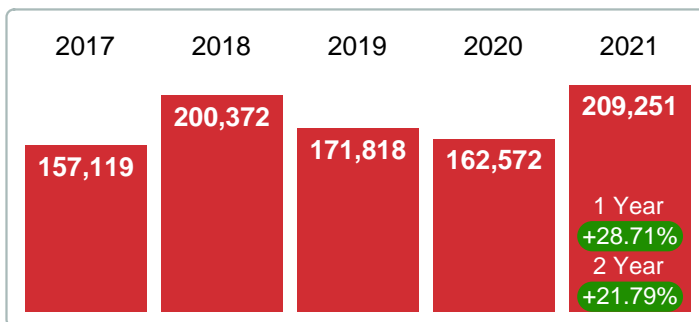
AVERAGE LIST PRICE AT CLOSING

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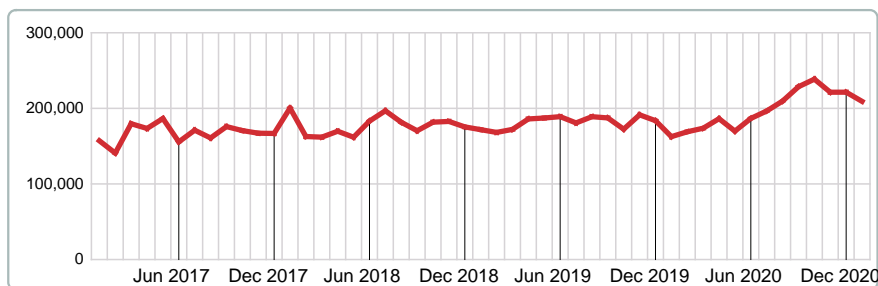
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

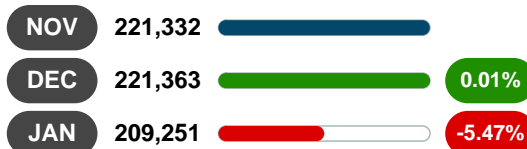


3 MONTHS

5 year JAN AVG = 180,226

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

Average List Price at Closing this month at **209,251**
above the 5 yr JAN average of **180,226**



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
\$25,000 and less	11	8.40%	1,767	4,600	1,464	1,530	0
\$25,001 - \$125,000	15	11.45%	84,613	75,770	109,067	122,000	0
\$125,001 - \$150,000	9	6.87%	139,600	0	139,320	147,450	0
\$150,001 - \$200,000	33	25.19%	177,806	0	175,458	187,556	195,000
\$200,001 - \$275,000	30	22.90%	227,347	248,750	227,887	223,017	0
\$275,001 - \$375,000	20	15.27%	321,071	355,000	314,377	317,539	320,000
\$375,001 and up	13	9.92%	442,880	432,500	429,000	425,275	467,520
Average List Price			209,251	154,988	191,854	256,156	362,510
Total Closed Units		100%	209,251	16	77	34	4
Total Closed Volume			27,411,912	2.48M	14.77M	8.71M	1.45M

January 2021

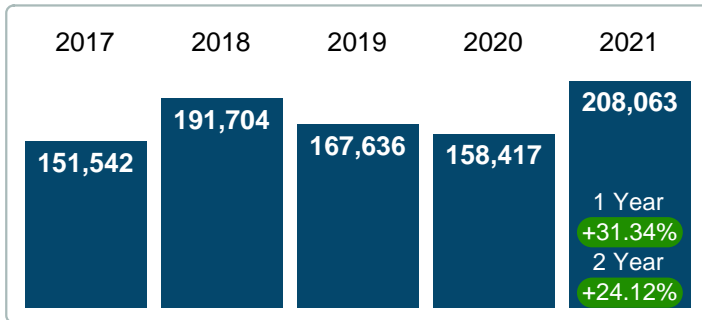
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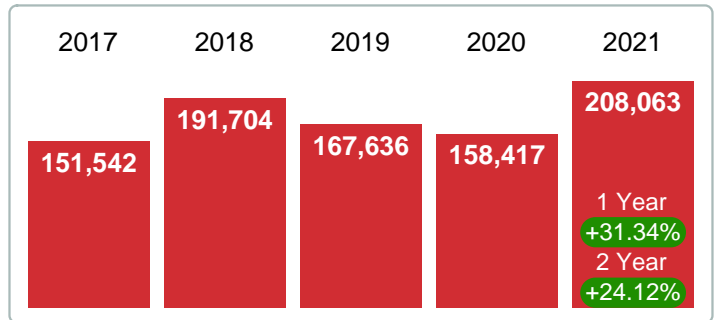
AVERAGE SOLD PRICE AT CLOSING

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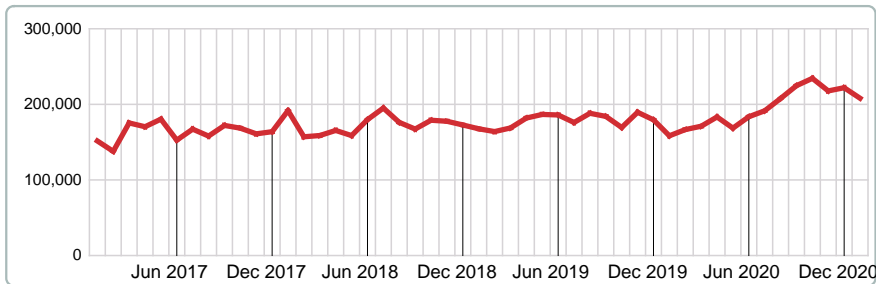
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

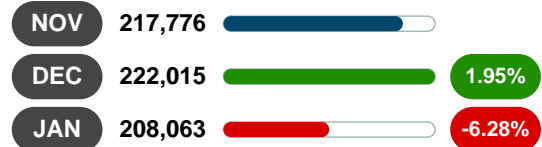


3 MONTHS

5 year JAN AVG = 175,473

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

Average Sold Price at Closing this month at **208,063** above the 5 yr JAN average of **175,473**



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
\$25,000 and less	8.40%	1,767	4,600	1,464	1,530	0
\$25,001 - \$125,000	12.98%	85,576	72,180	101,667	123,000	0
\$125,001 - \$150,000	5.34%	139,843	0	137,380	146,000	0
\$150,001 - \$200,000	24.43%	176,509	0	174,739	185,330	189,000
\$200,001 - \$275,000	24.43%	227,351	242,500	228,222	222,577	0
\$275,001 - \$375,000	12.98%	317,268	325,000	317,293	313,818	330,000
\$375,001 and up	11.45%	432,408	412,500	435,000	427,634	467,520
Average Sold Price		208,063	147,588	191,561	255,608	363,510
Total Closed Units	100%	208,063	16	77	34	4
Total Closed Volume		27,256,306	2.36M	14.75M	8.69M	1.45M

January 2021

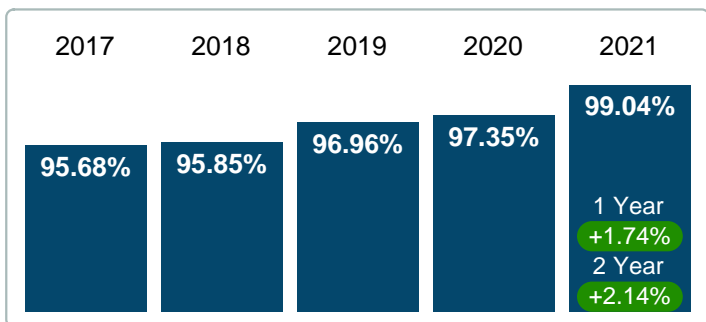
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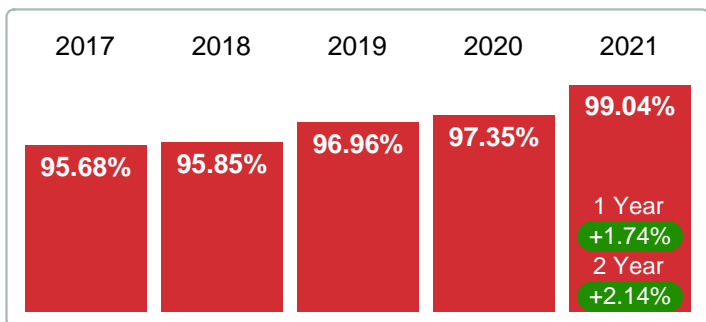
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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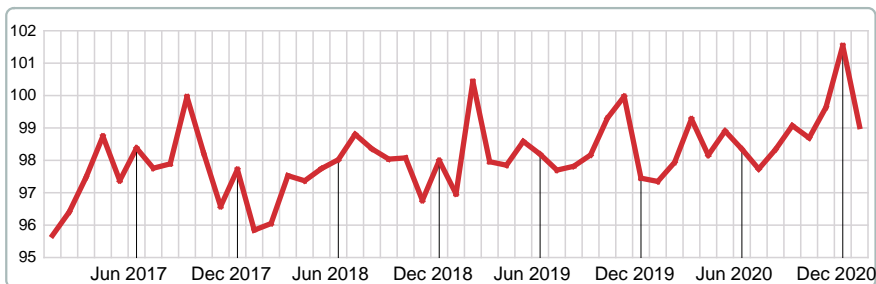
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

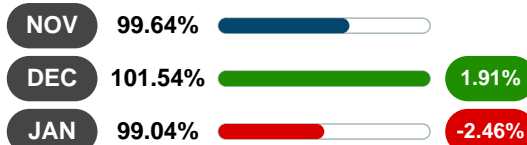


3 MONTHS

5 year JAN AVG = 96.98%

High Dec 2020 101.54% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **99.04%**
above the 5 yr JAN average of **96.98%**



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
\$25,000 and less	11	8.40%	100.00%	100.00%	100.00%	100.00%	0.00%
\$25,001 - \$125,000	17	12.98%	94.49%	94.75%	92.99%	100.82%	0.00%
\$125,001 - \$150,000	7	5.34%	98.78%	0.00%	98.67%	99.03%	0.00%
\$150,001 - \$200,000	32	24.43%	99.48%	0.00%	99.67%	98.87%	96.92%
\$200,001 - \$275,000	32	24.43%	99.96%	97.62%	100.25%	99.84%	0.00%
\$275,001 - \$375,000	17	12.98%	99.70%	91.55%	100.85%	98.76%	103.13%
\$375,001 and up	15	11.45%	99.98%	95.45%	101.08%	100.70%	100.00%
Average Sold/List Ratio		99.00%		95.33%	99.46%	99.73%	100.01%
Total Closed Units		131	100%	16	77	34	4
Total Closed Volume		27,256,306		2.36M	14.75M	8.69M	1.45M

January 2021

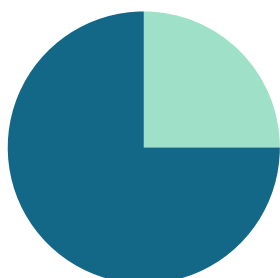
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY

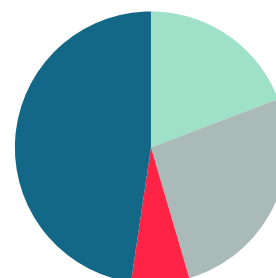


Inventory
 New Listings
160 = 25.00%
 Start Inventory
480
 Total Inventory Units
640
 Volume
\$171,887,755

Market Activity

Closed Sales
131 = 19.21%
 Pending Sales
179 = 26.25%
 Other Off Market
47 = 6.89%
 Active Inventory
325 = 47.65%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	94	131	39.36%	94	131	39.36%
Pending Sales	127	179	40.94%	127	179	40.94%
New Listings	231	160	-30.74%	231	160	-30.74%
Average List Price	162,572	209,251	28.71%	162,572	209,251	28.71%
Average Sale Price	158,417	208,063	31.34%	158,417	208,063	31.34%
Average Percent of Selling Price to List Price	97.35%	99.04%	1.74%	97.35%	99.04%	1.74%
Average Days on Market to Sale	47.83	23.93	-49.97%	47.83	23.93	-49.97%
Monthly Inventory	756	325	-57.01%	756	325	-57.01%
Months Supply of Inventory	5.47	2.03	-62.93%	5.47	2.03	-62.93%

Absorption: Last 12 months, an Average of **160** Sales/Month

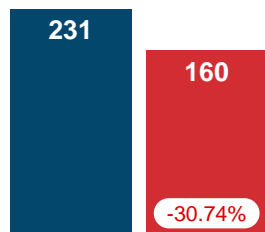
Inventory on January 31, 2021 = **325**

2020 **2021**

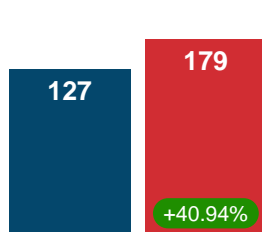
JANUARY MARKET

AVERAGE PRICES

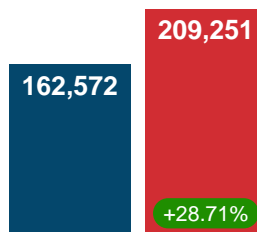
New Listings



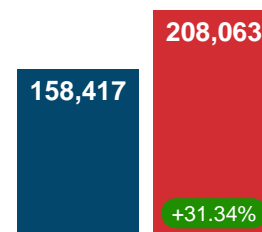
Pending Listings



List Price



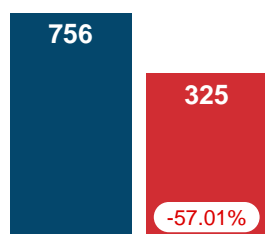
Sale Price



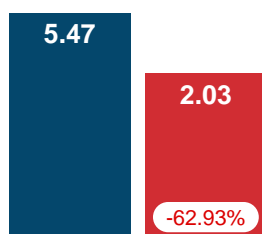
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

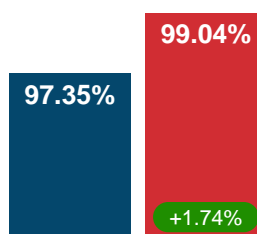
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

