

July 2021

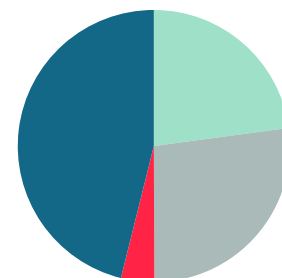
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	189	191	1.06%
Pending Listings	178	226	26.97%
New Listings	257	294	14.40%
Average List Price	196,541	225,531	14.75%
Average Sale Price	191,504	224,425	17.19%
Average Percent of Selling Price to List Price	97.73%	99.22%	1.53%
Average Days on Market to Sale	33.71	17.68	-47.57%
End of Month Inventory	730	385	-47.26%
Months Supply of Inventory	5.28	2.12	-59.80%



■ Closed (22.87%)
■ Pending (27.07%)
■ Other OffMarket (3.95%)
■ Active (46.11%)

Absorption: Last 12 months, an Average of **182** Sales/Month
Active Inventory as of July 31, 2021 = **385**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **47.26%** to 385 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 **2.12** 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 **17.19%** in July 2021 to \$224,425 versus the previous year at \$191,504.

Average Days on Market Shortens

The average number of **17.68** days that homes spent on the market before selling decreased by 16.04 days or **47.57%** in July 2021 compared to last year's same month at **33.71** DOM.

Sales Success for July 2021 is Positive

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

There were 294 New Listings in July 2021, up **14.40%** from last year at 257. Furthermore, there were 191 Closed Listings this month versus last year at 189, a **1.06%** increase.

Closed versus Listed trends yielded a **65.0%** ratio, down from previous year's, July 2020, at **73.5%**, a **11.66%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

July 2021



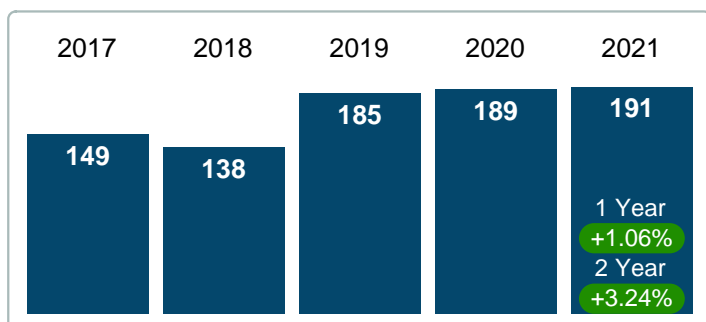
Area Delimited by County Of Wagoner



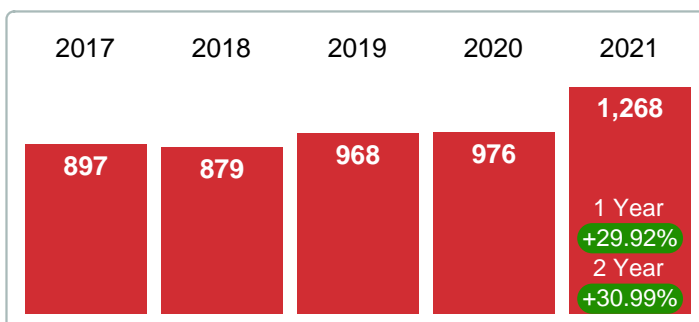
CLOSED LISTINGS

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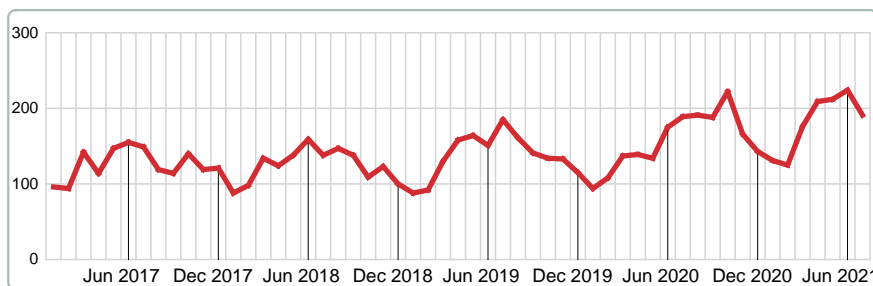
JULY



YEAR TO DATE (YTD)

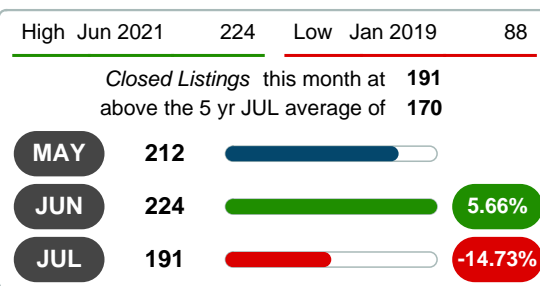


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 170



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	19	9.95%	15.7	4	11	4	0
\$50,001 - \$125,000	14	7.33%	37.1	11	3	0	0
\$125,001 - \$175,000	26	13.61%	26.4	9	15	2	0
\$175,001 - \$225,000	51	26.70%	7.7	2	38	10	1
\$225,001 - \$275,000	30	15.71%	7.1	1	18	11	0
\$275,001 - \$350,000	30	15.71%	19.2	1	19	10	0
\$350,001 and up	21	10.99%	32.8	1	5	12	3
Total Closed Units	191			29	109	49	4
Total Closed Volume	42,865,213	100%	17.7	3.71M	23.47M	13.68M	2.00M
Average Closed Price	\$224,425			\$128,096	\$215,320	\$279,225	\$499,634

July 2021



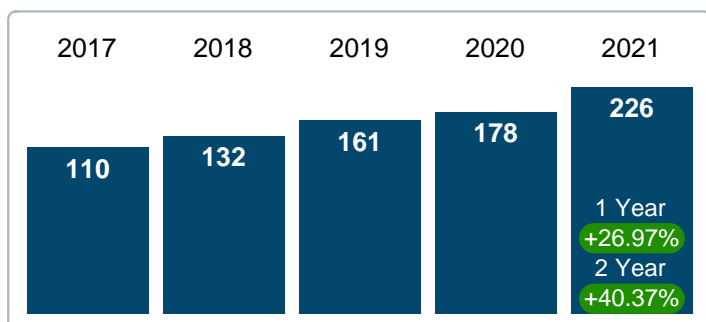
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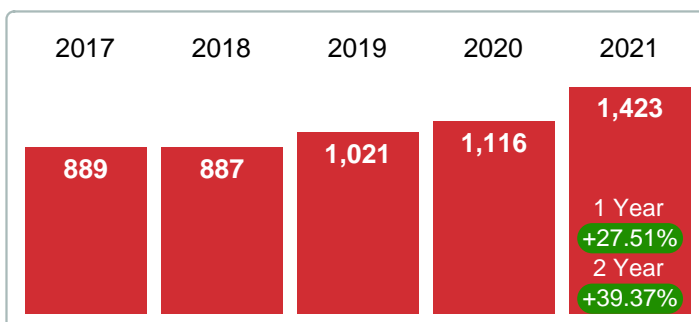
PENDING LISTINGS

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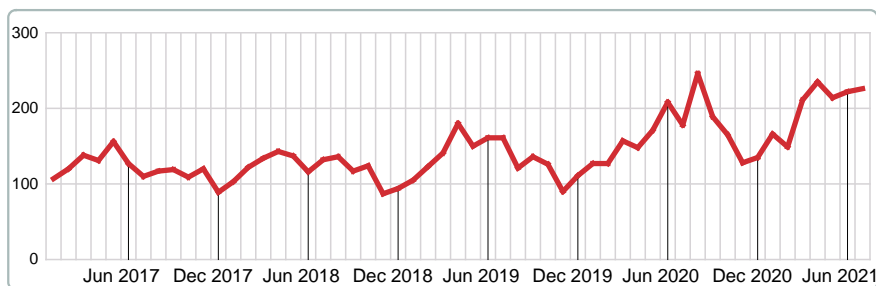
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

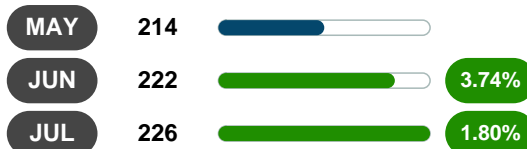


3 MONTHS

5 year JUL AVG = 161

High Aug 2020 246 Low Nov 2018 87

Pending Listings this month at **226**
above the 5 yr JUL average of **161**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	20	8.85%	36.3	13	4	3	0
\$100,001 - \$150,000	21	9.29%	44.1	11	10	0	0
\$150,001 - \$200,000	35	15.49%	15.5	6	25	4	0
\$200,001 - \$275,000	60	26.55%	8.6	1	45	14	0
\$275,001 - \$300,000	25	11.06%	15.3	0	14	11	0
\$300,001 - \$400,000	42	18.58%	28.0	3	24	14	1
\$400,001 and up	23	10.18%	20.1	2	5	14	2
Total Pending Units	226			36	127	60	3
Total Pending Volume	59,184,614	100%	12.3	6.13M	31.71M	19.36M	1.99M
Average Listing Price	\$218,724			\$170,222	\$249,693	\$322,651	\$662,179

July 2021



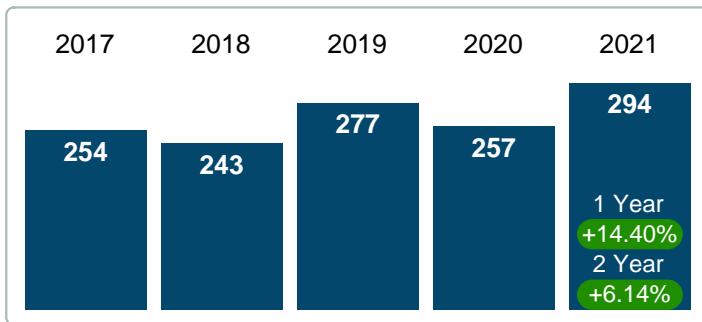
Area Delimited by County Of Wagoner



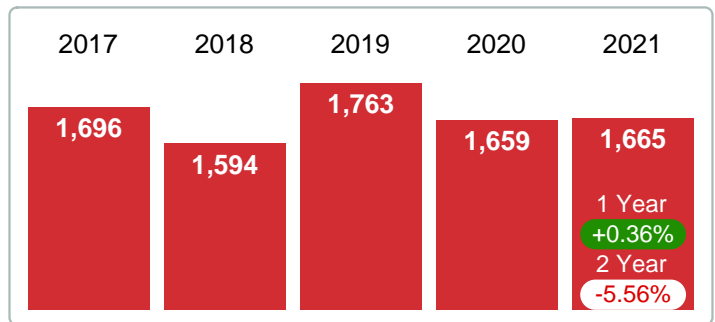
NEW LISTINGS

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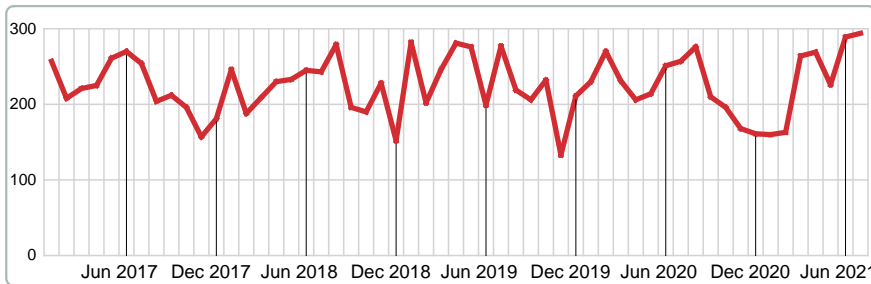
JULY



YEAR TO DATE (YTD)

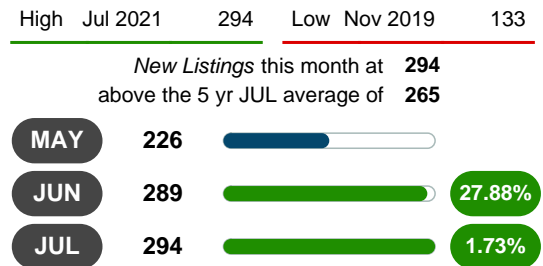


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 265



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	28	9.52%	13	12	3	0
\$75,001 - \$125,000	26	8.84%	15	7	4	0
\$125,001 - \$175,000	35	11.90%	14	18	3	0
\$175,001 - \$250,000	82	27.89%	2	58	21	1
\$250,001 - \$300,000	49	16.67%	4	26	19	0
\$300,001 - \$400,000	43	14.63%	3	19	20	1
\$400,001 and up	31	10.54%	4	4	18	5
Total New Listed Units	294		55	144	88	7
Total New Listed Volume	73,886,707	100%	10.13M	31.83M	27.57M	4.35M
Average New Listed Listing Price	\$201,215		\$184,221	\$221,064	\$313,280	\$621,805

July 2021



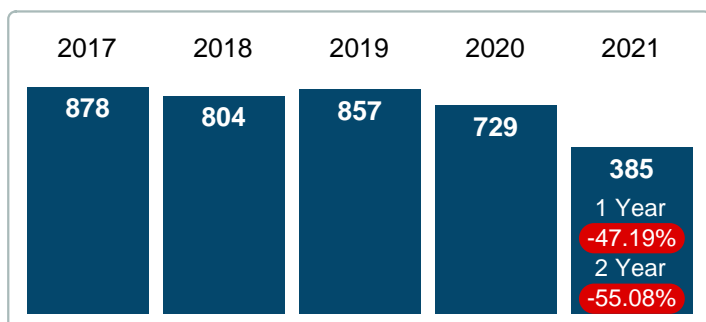
Area Delimited by County Of Wagoner



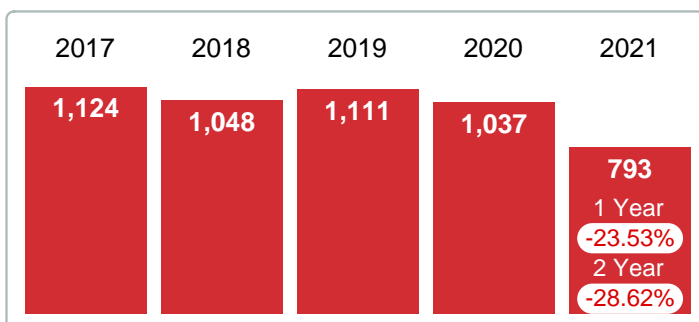
ACTIVE INVENTORY

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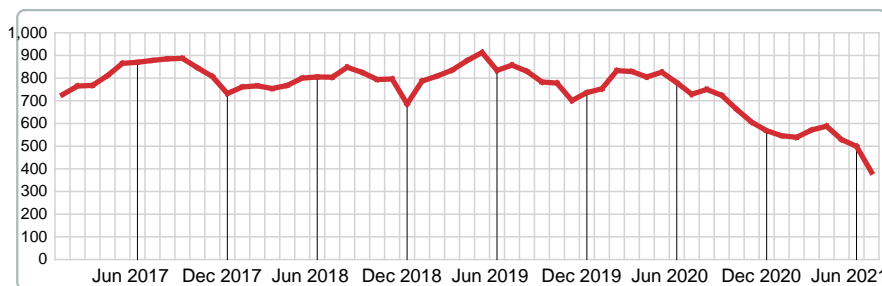
END OF JULY



ACTIVE DURING JULY

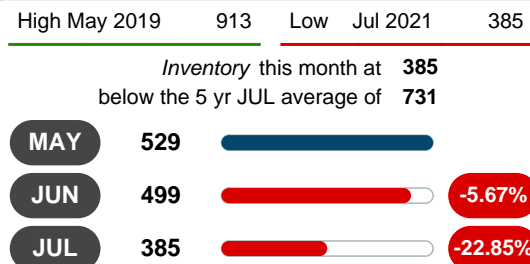


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 731



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	39	10.13%	80.5	29	8	2	0
\$25,001 - \$75,000	32	8.31%	82.1	27	4	1	0
\$75,001 - \$150,000	68	17.66%	60.7	50	9	7	2
\$150,001 - \$275,000	100	25.97%	55.2	33	43	22	2
\$275,001 - \$375,000	57	14.81%	54.1	15	21	19	2
\$375,001 - \$525,000	46	11.95%	115.9	16	12	16	2
\$525,001 and up	43	11.17%	144.5	29	4	4	6
Total Active Inventory by Units	385			199	101	71	14
Total Active Inventory by Volume	121,733,169	100%	78.0	67.84M	24.06M	22.24M	7.59M
Average Active Inventory Listing Price	\$316,190			\$340,909	\$238,235	\$313,236	\$542,200

July 2021



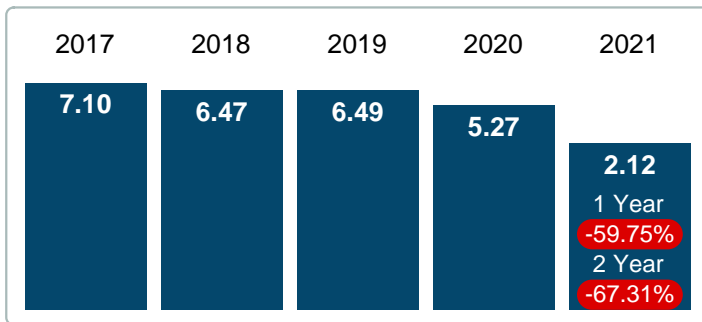
Area Delimited by County Of Wagoner



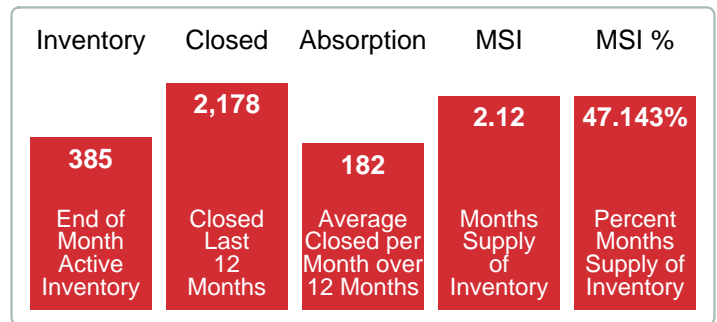
MONTHS SUPPLY of INVENTORY (MSI)

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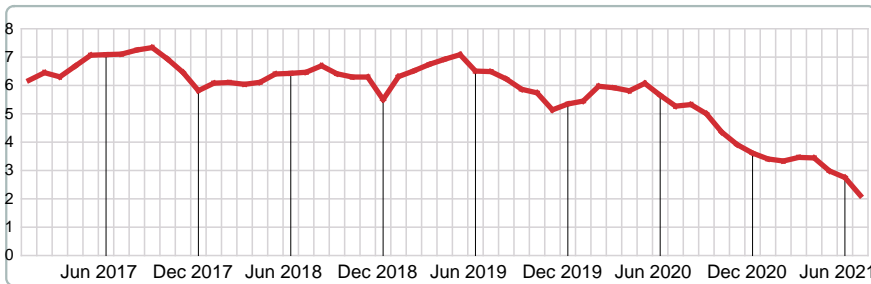
MSI FOR JULY



INDICATORS FOR JULY 2021

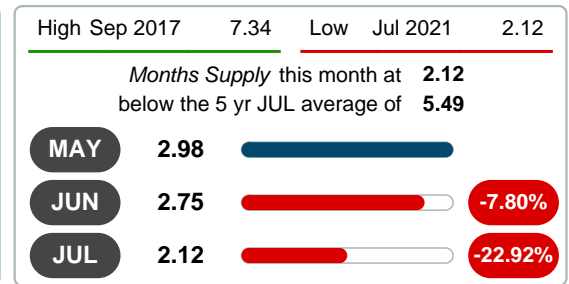


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 5.49



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	39	10.13%	3.49	9.41	1.23	1.26	0.00
\$25,001 - \$75,000	32	8.31%	3.12	3.38	2.09	3.00	0.00
\$75,001 - \$150,000	68	17.66%	2.57	6.25	0.56	3.00	24.00
\$150,001 - \$275,000	100	25.97%	1.13	6.49	0.69	1.10	1.60
\$275,001 - \$375,000	57	14.81%	2.10	15.00	1.67	1.65	1.00
\$375,001 - \$525,000	46	11.95%	3.63	19.20	3.51	2.37	1.20
\$525,001 and up	43	11.17%	7.94	31.64	3.43	1.78	5.54
Market Supply of Inventory (MSI)			2.12	7.39	0.97	1.58	2.30
Total Active Inventory by Units		100%	2.12	199	101	71	14

July 2021



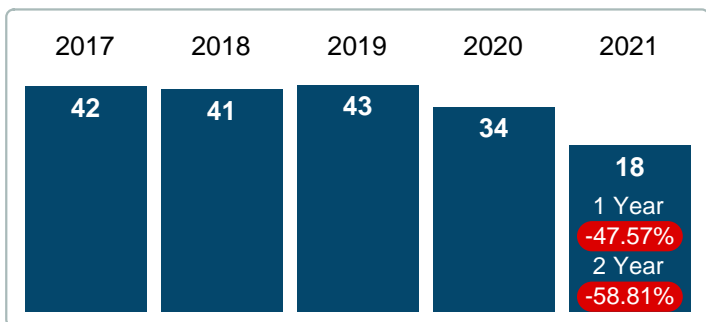
Area Delimited by County Of Wagoner



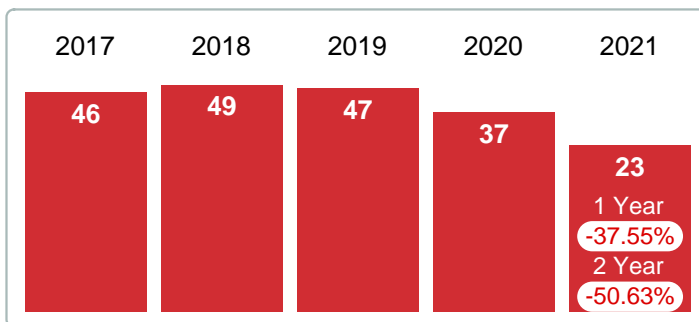
AVERAGE DAYS ON MARKET TO SALE

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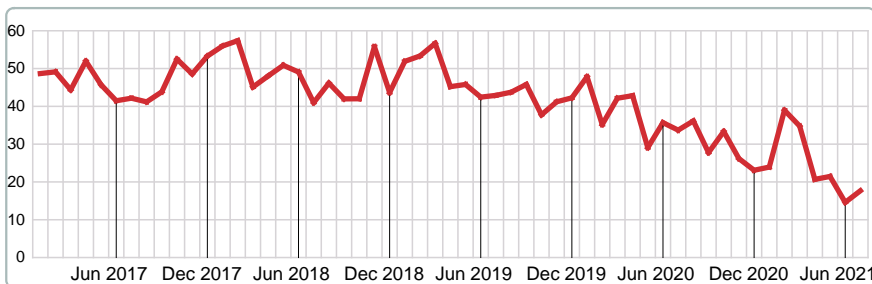
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

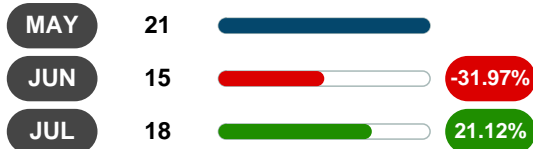


3 MONTHS

5 year JUL AVG = 35

High Feb 2018 57 Low Jun 2021 15

Average Days on Market to Sale this month at 18 below the 5 yr JUL average of 35



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	9.95%	16	11	15	23	0
\$50,001 - \$125,000	7.33%	37	42	20	0	0
\$125,001 - \$175,000	13.61%	26	51	12	25	0
\$175,001 - \$225,000	26.70%	8	27	7	5	12
\$225,001 - \$275,000	15.71%	7	11	9	4	0
\$275,001 - \$350,000	15.71%	19	170	19	5	0
\$350,001 and up	10.99%	33	174	16	35	3
Average Closed DOM		18	47	12	15	5
Total Closed Units	100%	18	29	109	49	4
Total Closed Volume		42,865,213	3.71M	23.47M	13.68M	2.00M

July 2021



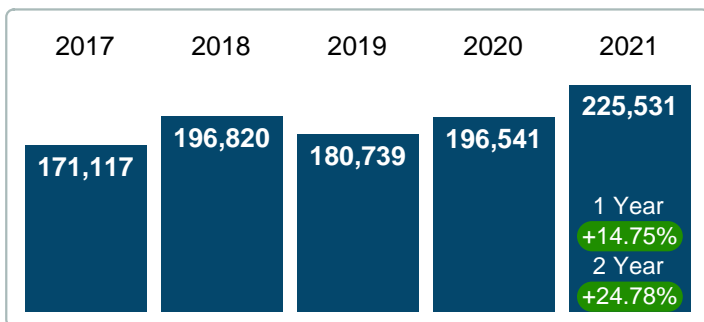
Area Delimited by County Of Wagoner



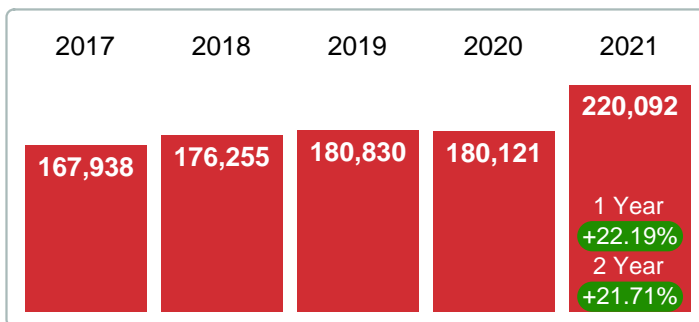
AVERAGE LIST PRICE AT CLOSING

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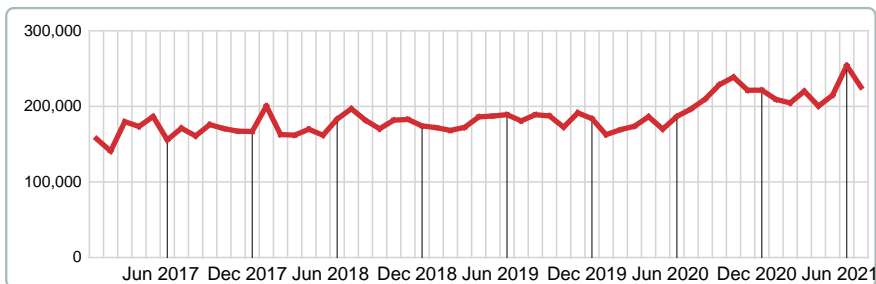
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

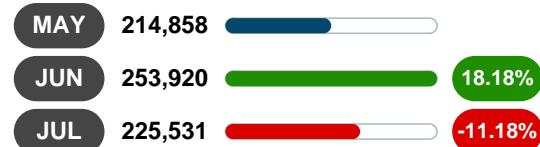


3 MONTHS

5 year JUL AVG = 194,150

High Jun 2021 253,920 Low Feb 2017 140,848

Average List Price at Closing this month at **225,531** above the 5 yr JUL average of **194,150**



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	9.95%	4,501	15,194	1,628	1,709	0
\$50,001 - \$125,000	7.33%	97,071	100,618	93,000	0	0
\$125,001 - \$175,000	14.66%	157,396	159,756	156,933	153,950	0
\$175,001 - \$225,000	21.99%	202,213	237,450	205,559	201,970	235,500
\$225,001 - \$275,000	19.90%	249,941	260,000	247,775	251,195	0
\$275,001 - \$350,000	15.18%	303,731	315,000	301,321	301,493	0
\$350,001 and up	10.99%	496,468	599,900	509,580	459,550	587,812
Average List Price		225,531	146,730	212,799	278,104	499,734
Total Closed Units	100%	225,531	29	109	49	4
Total Closed Volume		43,076,329	4.26M	23.20M	13.63M	2.00M

July 2021



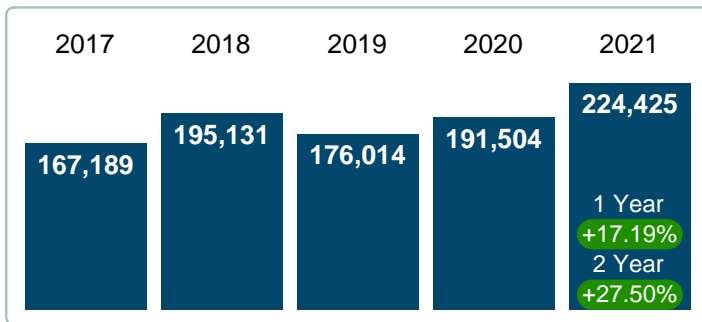
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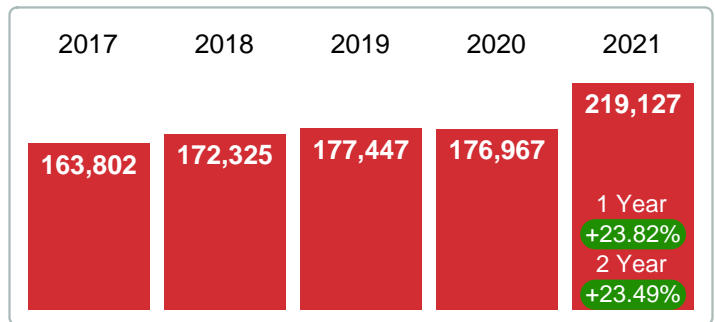
AVERAGE SOLD PRICE AT CLOSING

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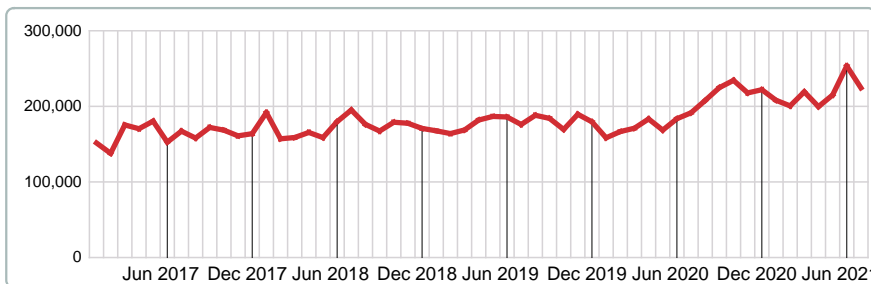
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

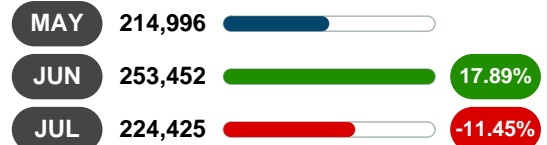


3 MONTHS

5 year JUL AVG = 190,852

High Jun 2021 253,452 Low Feb 2017 137,834

Average Sold Price at Closing this month at 224,425 above the 5 yr JUL average of 190,852



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	9.95%	3,972	12,694	1,624	1,709	0
\$50,001 - \$125,000	7.33%	88,375	87,568	91,333	0	0
\$125,001 - \$175,000	13.61%	153,106	148,083	156,467	150,500	0
\$175,001 - \$225,000	26.70%	206,218	202,500	206,135	205,400	225,000
\$225,001 - \$275,000	15.71%	251,090	258,000	250,469	251,478	0
\$275,001 - \$350,000	15.71%	305,055	305,000	305,501	304,213	0
\$350,001 and up	10.99%	493,821	400,000	536,980	459,318	591,179
Average Sold Price		224,425	128,096	215,320	279,225	499,634
Total Closed Units	100%	224,425	29	109	49	4
Total Closed Volume		42,865,213	3.71M	23.47M	13.68M	2.00M

July 2021



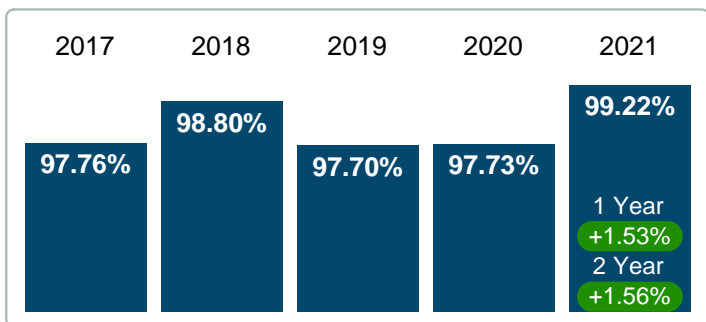
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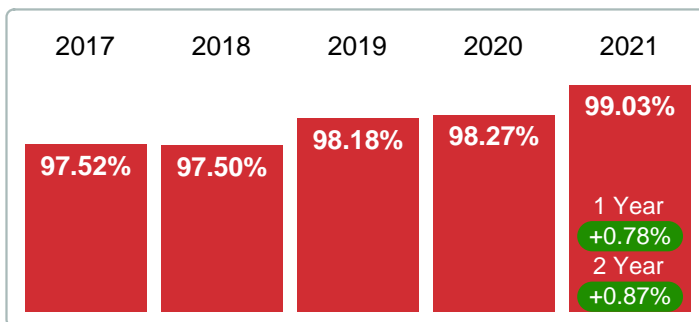
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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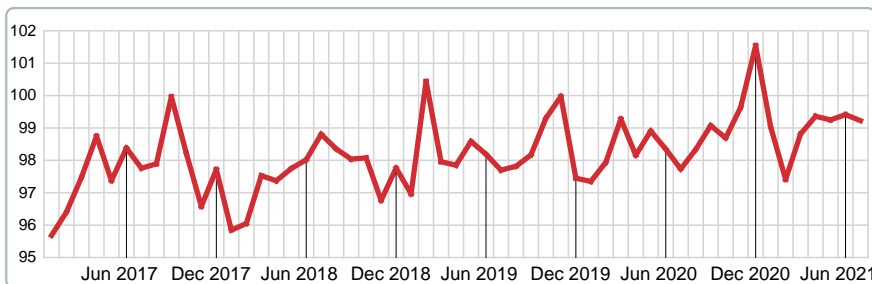
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

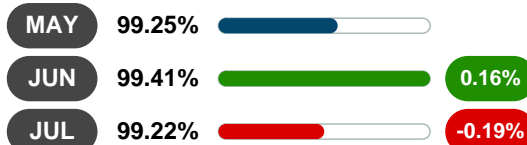


3 MONTHS

5 year JUL AVG = 98.24%

High Dec 2020 101.54% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **99.22%** above the 5 yr JUL average of **98.24%**



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	19	9.95%	97.73%	90.00%	99.72%	100.00%	0.00%
\$50,001 - \$125,000	14	7.33%	90.99%	89.06%	98.04%	0.00%	0.00%
\$125,001 - \$175,000	26	13.61%	98.17%	94.96%	100.12%	98.03%	0.00%
\$175,001 - \$225,000	51	26.70%	100.41%	87.29%	100.78%	102.13%	95.54%
\$225,001 - \$275,000	30	15.71%	100.80%	99.23%	101.21%	100.27%	0.00%
\$275,001 - \$350,000	30	15.71%	101.13%	96.83%	101.45%	100.95%	0.00%
\$350,001 and up	21	10.99%	99.52%	66.68%	104.43%	99.88%	100.84%
Average Sold/List Ratio		99.20%		90.75%	100.86%	100.58%	99.52%
Total Closed Units	191	100%	99.20%	29	109	49	4
Total Closed Volume	42,865,213			3.71M	23.47M	13.68M	2.00M

July 2021

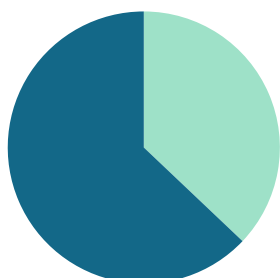
Area Delimited by County Of Wagoner



MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

INVENTORY

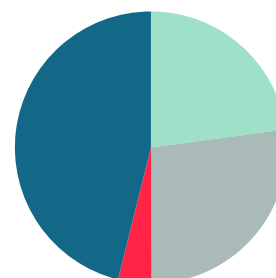


Inventory
 New Listings
294 = 37.07%
 Start Inventory
499
 Total Inventory Units
793
 Volume
\$223,908,511

Market Activity

Closed Sales
191 = 22.87%
 Pending Sales
226 = 27.07%
 Other Off Market
33 = 3.95%
 Active Inventory
385 = 46.11%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	189	191	1.06%	976	1,268	29.92%
Pending Sales	178	226	26.97%	1,116	1,423	27.51%
New Listings	257	294	14.40%	1,659	1,665	0.36%
Average List Price	196,541	225,531	14.75%	180,121	220,092	22.19%
Average Sale Price	191,504	224,425	17.19%	176,967	219,127	23.82%
Average Percent of Selling Price to List Price	97.73%	99.22%	1.53%	98.27%	99.03%	0.78%
Average Days on Market to Sale	33.71	17.68	-47.57%	37.44	23.38	-37.55%
Monthly Inventory	730	385	-47.26%	730	385	-47.26%
Months Supply of Inventory	5.28	2.12	-59.80%	5.28	2.12	-59.80%

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

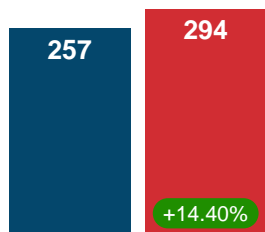
Inventory on July 31, 2021 = 385

2020 **2021**

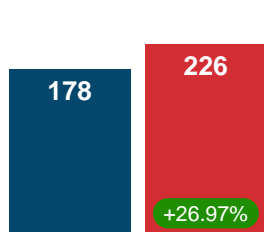
JULY MARKET

AVERAGE PRICES

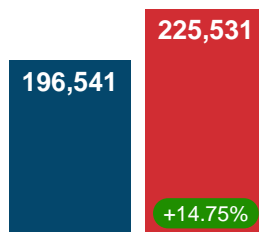
New Listings



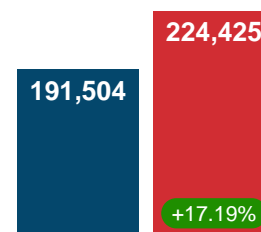
Pending Listings



List Price



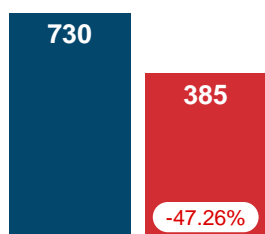
Sale Price



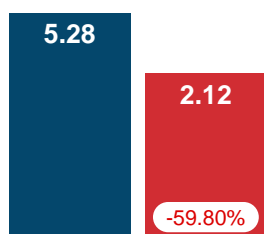
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

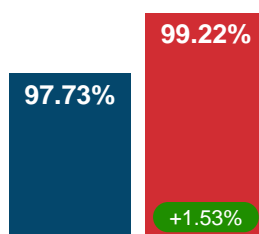
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

