

# May 2021



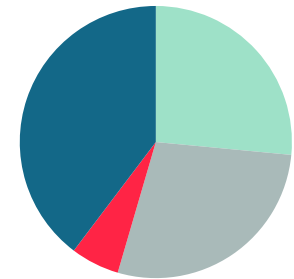
Area Delimited by County Of Wagoner



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	134	211	57.46%
Pending Listings	171	223	30.41%
New Listings	214	226	5.61%
Average List Price	169,850	213,943	25.96%
Average Sale Price	168,543	214,082	27.02%
Average Percent of Selling Price to List Price	98.90%	99.24%	0.34%
Average Days on Market to Sale	29.08	21.55	-25.90%
End of Month Inventory	830	316	-61.93%
Months Supply of Inventory	6.10	1.79	-70.73%



■ Closed (26.51%)  
■ Pending (28.02%)  
■ Other OffMarket (5.78%)  
■ Active (39.70%)

**Absorption:** Last 12 months, an Average of **177** Sales/Month  
**Active Inventory** as of May 31, 2021 = **316**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2021 decreased **61.93%** to 316 existing homes available for sale. Over the last 12 months this area has had an average of 177 closed sales per month. This represents an unsold inventory index of **1.79** 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 **27.02%** in May 2021 to \$214,082 versus the previous year at \$168,543.

#### Average Days on Market Shortens

The average number of **21.55** days that homes spent on the market before selling decreased by 7.53 days or **25.90%** in May 2021 compared to last year's same month at **29.08** DOM.

#### Sales Success for May 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 226 New Listings in May 2021, up **5.61%** from last year at 214. Furthermore, there were 211 Closed Listings this month versus last year at 134, a **57.46%** increase.

Closed versus Listed trends yielded a **93.4%** ratio, up from previous year's, May 2020, at **62.6%**, a **49.10%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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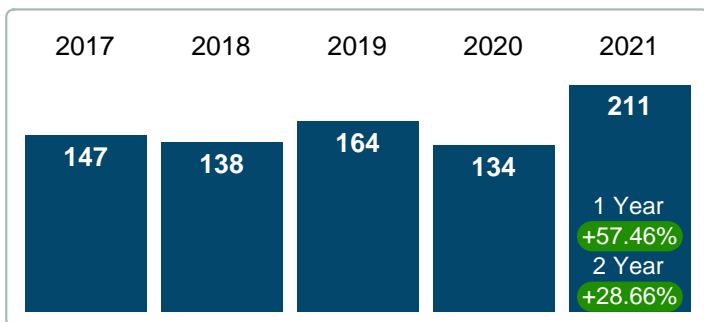
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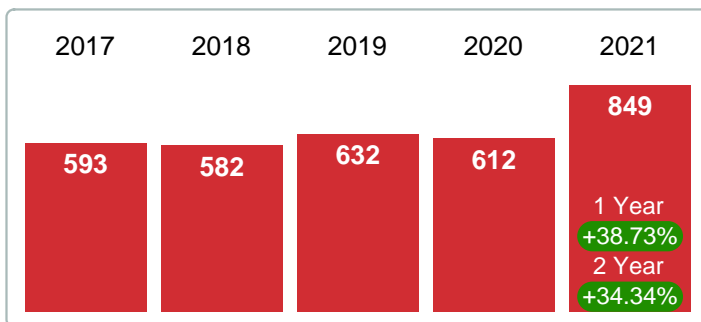
## CLOSED LISTINGS

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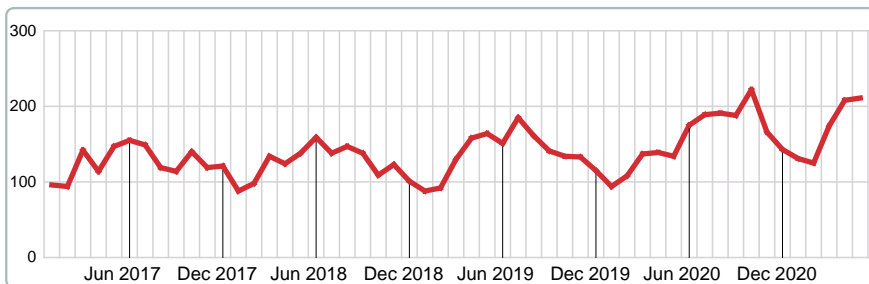
### MAY



### YEAR TO DATE (YTD)

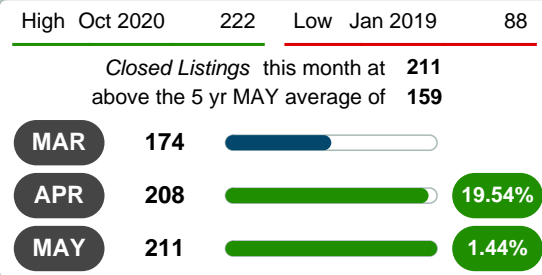


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 159



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	20	9.48%	77.0	13	6	1	0
\$75,001 - \$125,000	18	8.53%	11.7	5	12	1	0
\$125,001 - \$150,000	19	9.00%	12.6	5	13	1	0
\$150,001 - \$200,000	52	24.64%	20.0	6	42	4	0
\$200,001 - \$250,000	48	22.75%	7.6	3	29	15	1
\$250,001 - \$350,000	33	15.64%	15.5	0	16	13	4
\$350,001 and up	21	9.95%	30.5	2	7	11	1
<b>Total Closed Units</b>	<b>211</b>			<b>34</b>	<b>125</b>	<b>46</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>45,171,291</b>	<b>100%</b>	<b>21.5</b>	<b>4.29M</b>	<b>24.92M</b>	<b>14.17M</b>	<b>1.79M</b>
<b>Average Closed Price</b>	<b>\$214,082</b>			<b>\$126,055</b>	<b>\$199,389</b>	<b>\$308,002</b>	<b>\$298,947</b>

# May 2021



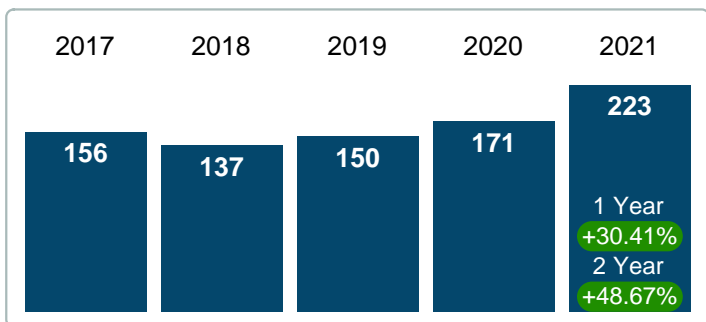
Area Delimited by County Of Wagoner



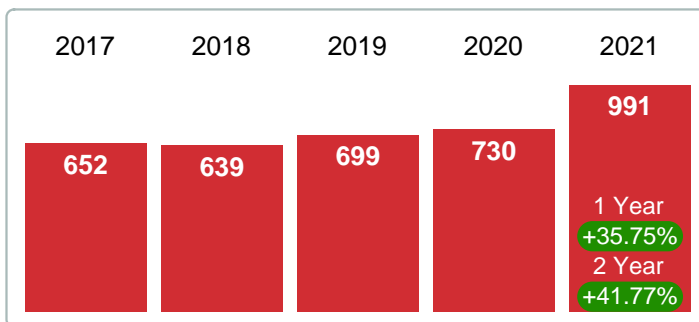
## PENDING LISTINGS

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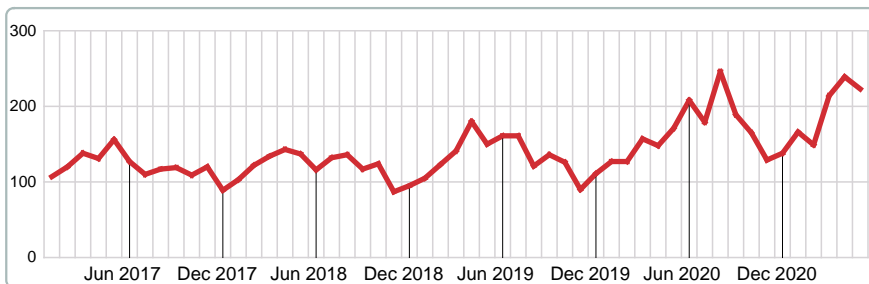
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 167

High Aug 2020 246 Low Nov 2018 87

Pending Listings this month at **223**  
above the 5 yr MAY average of **167**



### 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	19	8.52%	33.0	10	8	1	0
\$100,001 - \$150,000	18	8.07%	29.0	8	8	2	0
\$150,001 - \$175,000	22	9.87%	8.6	1	18	3	0
\$175,001 - \$250,000	74	33.18%	9.1	4	51	19	0
\$250,001 - \$325,000	38	17.04%	18.9	2	21	14	1
\$325,001 - \$400,000	27	12.11%	17.5	1	13	12	1
\$400,001 and up	25	11.21%	71.1	3	9	8	5
<b>Total Pending Units</b>	<b>223</b>			<b>29</b>	<b>128</b>	<b>59</b>	<b>7</b>
<b>Total Pending Volume</b>	<b>59,436,416</b>	<b>100%</b>	<b>12.3</b>	<b>5.49M</b>	<b>32.49M</b>	<b>18.16M</b>	<b>3.30M</b>
<b>Average Listing Price</b>	<b>\$212,978</b>			<b>\$189,238</b>	<b>\$253,826</b>	<b>\$307,742</b>	<b>\$471,719</b>

# May 2021



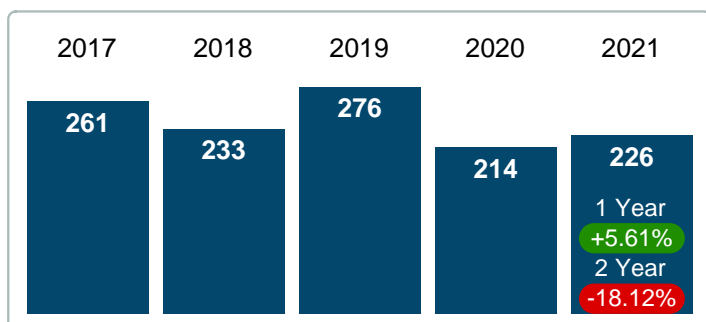
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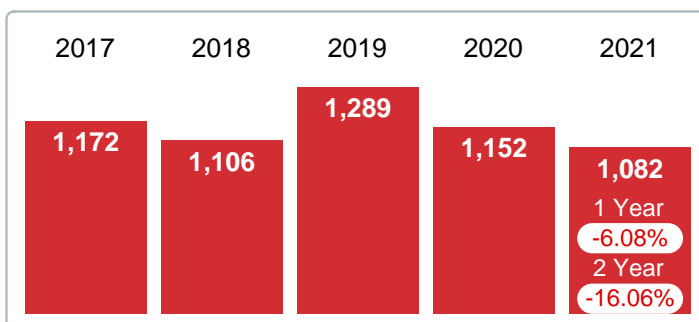
## NEW LISTINGS

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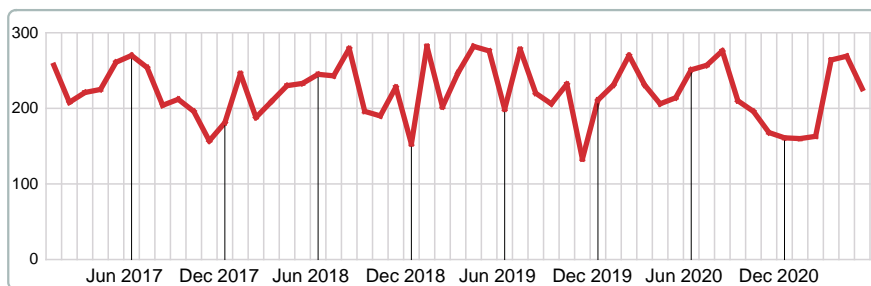
### MAY



### YEAR TO DATE (YTD)

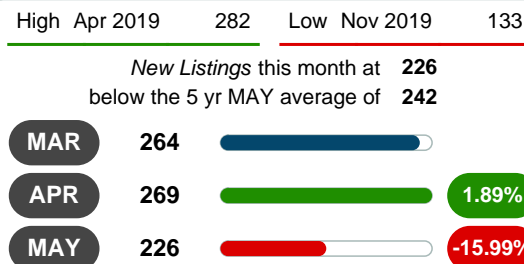


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 242



### 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	24	10.62%	13	11	0	0
\$50,001 - \$150,000	25	11.06%	15	9	1	0
\$150,001 - \$175,000	27	11.95%	1	22	4	0
\$175,001 - \$225,000	50	22.12%	2	37	11	0
\$225,001 - \$300,000	42	18.58%	3	25	13	1
\$300,001 - \$400,000	32	14.16%	1	13	17	1
\$400,001 and up	26	11.50%	4	9	9	4
<b>Total New Listed Units</b>	<b>226</b>		<b>39</b>	<b>126</b>	<b>55</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>53,837,920</b>	<b>100%</b>	<b>6.05M</b>	<b>28.07M</b>	<b>16.58M</b>	<b>3.13M</b>
<b>Average New Listed Listing Price</b>	<b>\$224,843</b>		<b>\$155,125</b>	<b>\$222,775</b>	<b>\$301,523</b>	<b>\$522,439</b>

# May 2021



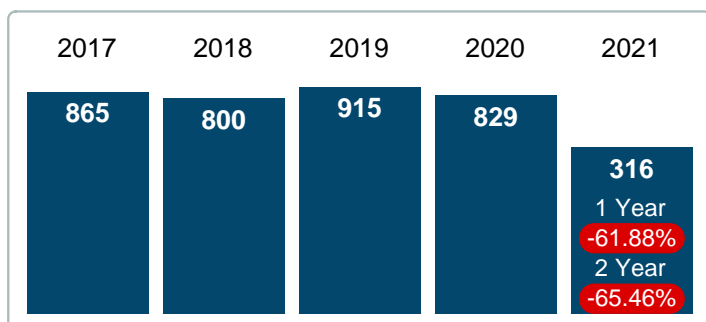
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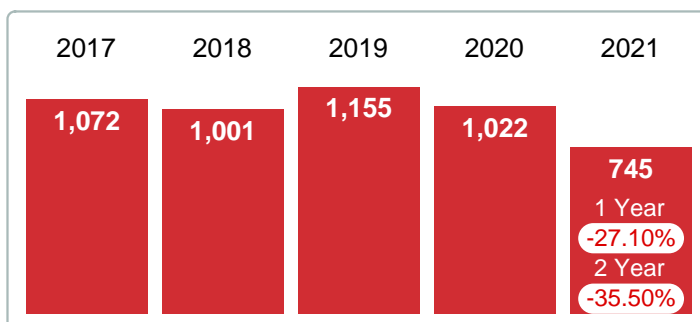
## ACTIVE INVENTORY

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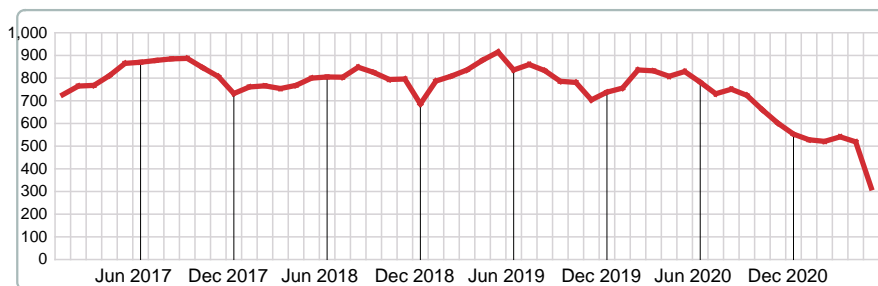
### END OF MAY



### ACTIVE DURING MAY

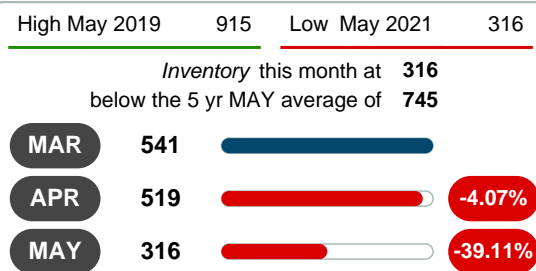


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 745



### 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	33	10.44%	91.6	28	5	0	0
\$25,001 - \$75,000	28	8.86%	113.8	24	4	0	0
\$75,001 - \$150,000	45	14.24%	123.7	36	6	2	1
\$150,001 - \$275,000	88	27.85%	56.8	38	36	13	1
\$275,001 - \$400,000	51	16.14%	75.5	15	23	11	2
\$400,001 - \$575,000	38	12.03%	112.6	15	8	13	2
\$575,001 and up	33	10.44%	152.3	24	4	3	2
<b>Total Active Inventory by Units</b>	<b>316</b>			<b>180</b>	<b>86</b>	<b>42</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>106,782,766</b>	<b>100%</b>	<b>94.7</b>	<b>63.95M</b>	<b>22.28M</b>	<b>16.66M</b>	<b>3.89M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$337,920</b>			<b>\$355,286</b>	<b>\$259,096</b>	<b>\$396,707</b>	<b>\$485,913</b>

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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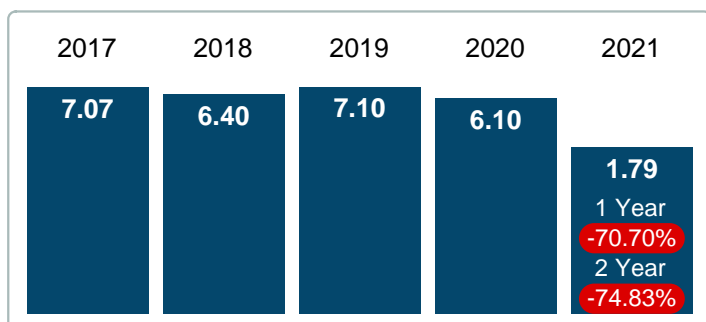
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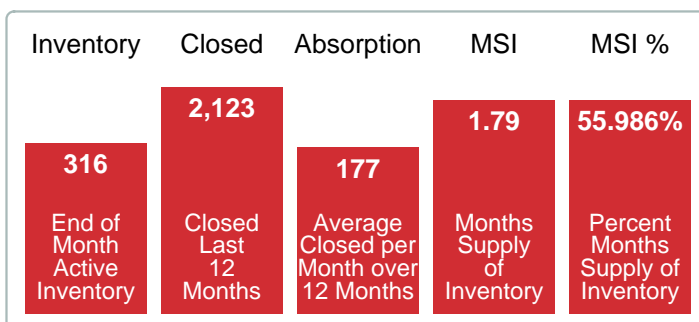
## MONTHS SUPPLY of INVENTORY (MSI)

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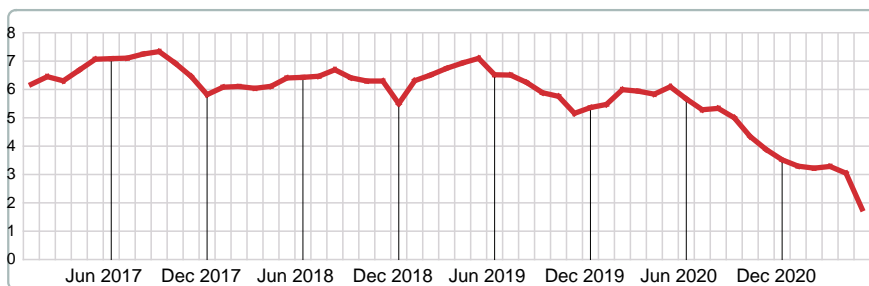
### MSI FOR MAY



### INDICATORS FOR MAY 2021

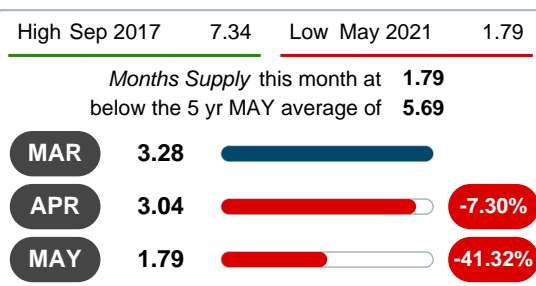


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 5.69



### 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	33	10.44%	3.27	10.18	0.86	0.00	0.00
\$25,001 - \$75,000	28	8.86%	2.26	2.36	2.29	0.00	0.00
\$75,001 - \$150,000	45	14.24%	1.62	4.50	0.34	0.89	12.00
\$150,001 - \$275,000	88	27.85%	1.00	8.00	0.59	0.65	0.71
\$275,001 - \$400,000	51	16.14%	1.87	12.00	1.96	0.91	0.89
\$400,001 - \$575,000	38	12.03%	4.51	36.00	4.36	2.60	1.71
\$575,001 and up	33	10.44%	10.70	57.60	6.86	2.40	2.40
Market Supply of Inventory (MSI)			1.79	6.49	0.85	0.98	1.39
Total Active Inventory by Units		100%	1.79	180	86	42	8

# May 2021



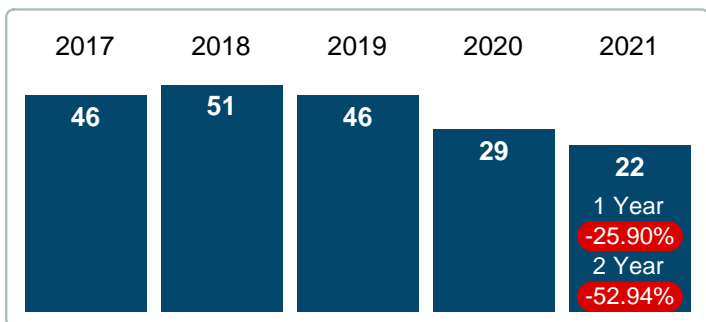
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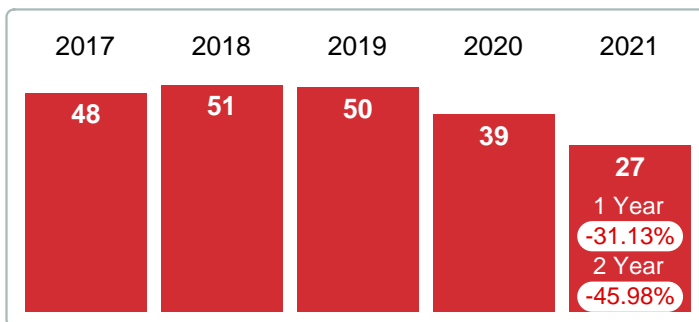
## AVERAGE DAYS ON MARKET TO SALE

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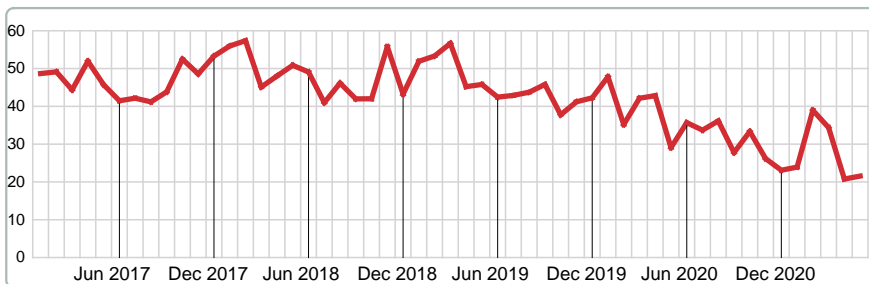
### MAY



### YEAR TO DATE (YTD)

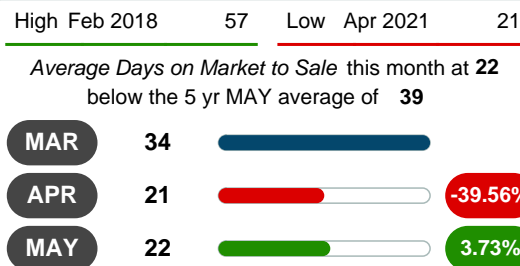


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 39



### 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
\$75,000 and less	9.48%	77	111	13	15	0
\$75,001 - \$125,000	8.53%	12	22	8	6	0
\$125,001 - \$150,000	9.00%	13	19	11	3	0
\$150,001 - \$200,000	24.64%	20	79	13	3	0
\$200,001 - \$250,000	22.75%	8	16	8	6	7
\$250,001 - \$350,000	15.64%	16	0	13	14	33
\$350,001 and up	9.95%	31	143	13	24	1
<b>Average Closed DOM</b>		<b>22</b>	<b>72</b>	<b>11</b>	<b>12</b>	<b>23</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>22</b>	<b>34</b>	<b>125</b>	<b>46</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>45,171,291</b>	<b>4.29M</b>	<b>24.92M</b>	<b>14.17M</b>	<b>1.79M</b>

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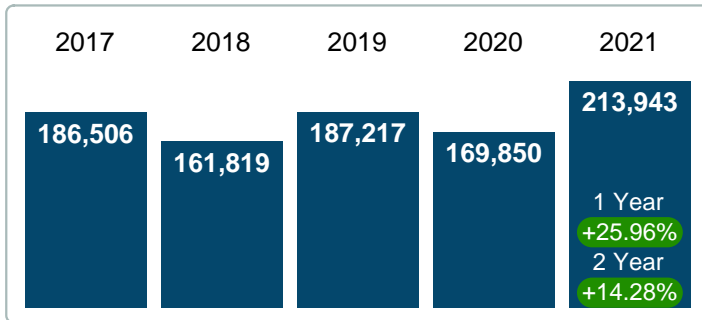
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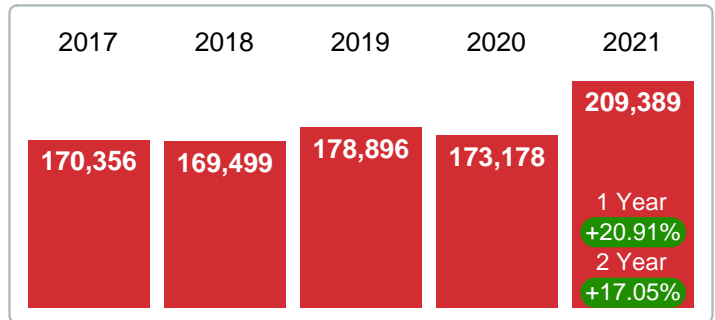
## AVERAGE LIST PRICE AT CLOSING

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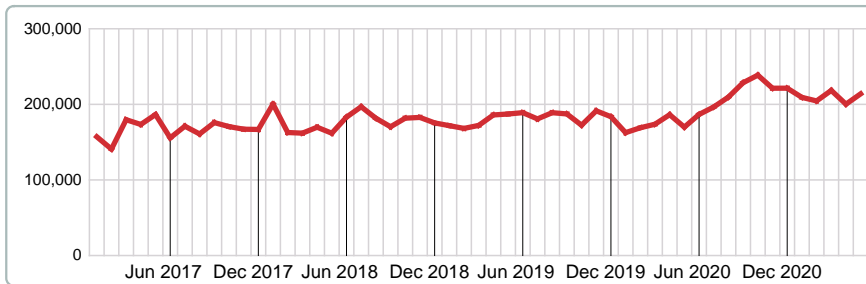
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

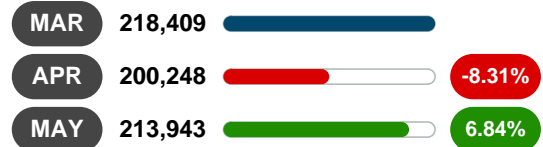


### 3 MONTHS

5 year MAY AVG = 183,867

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

Average List Price at Closing this month at **213,943**  
above the 5 yr MAY average of **183,867**



### 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		
\$75,000 and less	19	9.00%	25,228	36,200	15,308	1,795	0	
\$75,001 - \$125,000	18	8.53%	99,453	100,480	104,583	90,000	0	
\$125,001 - \$150,000	20	9.48%	138,305	138,600	140,465	120,000	0	
\$150,001 - \$200,000	61	28.91%	179,880	171,233	176,856	188,686	0	
\$200,001 - \$250,000	37	17.54%	223,642	241,600	213,540	226,253	238,000	
\$250,001 - \$350,000	35	16.59%	296,862	0	301,960	299,448	287,225	
\$350,001 and up	21	9.95%	498,515	553,950	451,288	525,518	411,283	
<b>Average List Price</b>		213,943		133,120	198,271	305,084	299,697	
<b>Total Closed Units</b>		211	100%	213,943	34	125	46	6
<b>Total Closed Volume</b>		45,142,040			4.53M	24.78M	14.03M	1.80M



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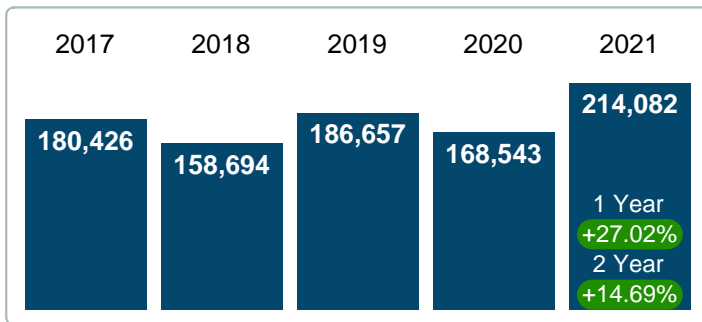
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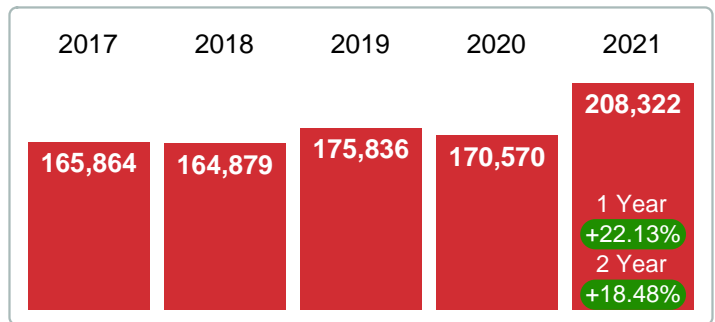
## AVERAGE SOLD PRICE AT CLOSING

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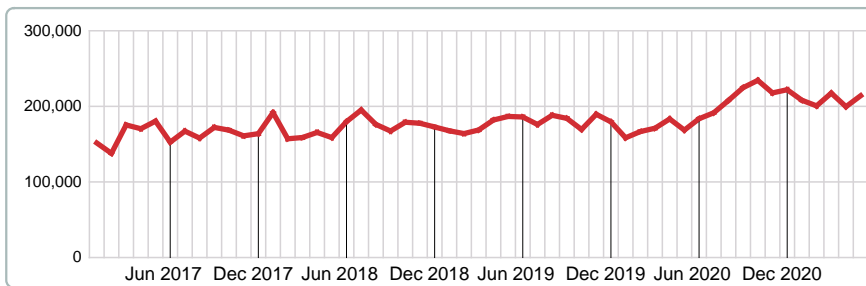
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

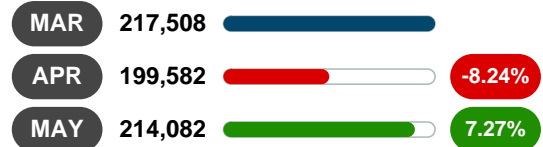


### 3 MONTHS

5 year MAY AVG = 181,680

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

Average Sold Price at Closing this month at **214,082** above the 5 yr MAY average of **181,680**



### 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
\$75,000 and less	20	9.48%	25,002	32,407	12,824	1,795	0
\$75,001 - \$125,000	18	8.53%	96,342	94,900	98,638	76,000	0
\$125,001 - \$150,000	19	9.00%	137,532	132,820	139,654	133,500	0
\$150,001 - \$200,000	52	24.64%	177,836	164,775	178,595	189,461	0
\$200,001 - \$250,000	48	22.75%	223,623	234,500	218,961	229,037	245,000
\$250,001 - \$350,000	33	15.64%	299,200	0	302,936	299,171	284,350
\$350,001 and up	21	9.95%	498,524	516,906	449,959	534,018	411,283
Average Sold Price			214,082	126,055	199,389	308,002	298,947
Total Closed Units		100%	214,082	34	125	46	6
Total Closed Volume			45,171,291	4.29M	24.92M	14.17M	1.79M

# May 2021



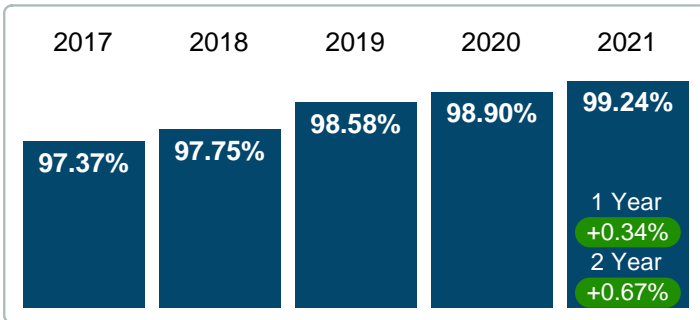
Area Delimited by County Of Wagoner



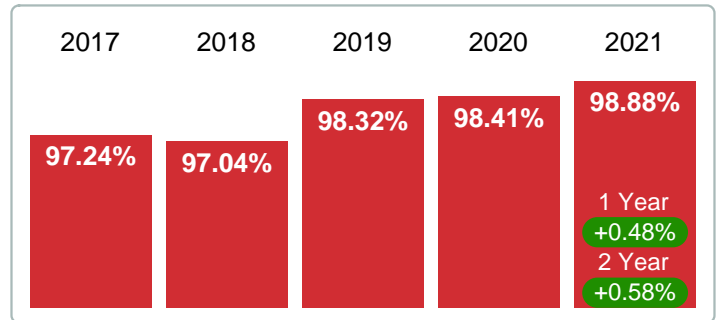
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

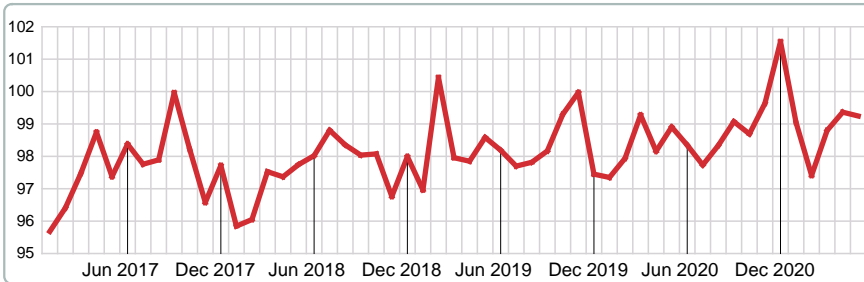
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

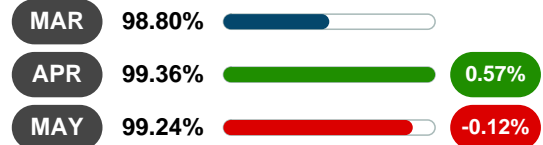


### 3 MONTHS

5 year MAY AVG = 98.37%

High Dec 2020 101.54% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **99.24%**  
above the 5 yr MAY average of **98.37%**



### 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
\$75,000 and less	<b>20</b>	9.48%	92.23%	89.40%	97.07%	100.00%	0.00%
\$75,001 - \$125,000	<b>18</b>	8.53%	93.73%	94.71%	94.09%	84.44%	0.00%
\$125,001 - \$150,000	<b>19</b>	9.00%	99.27%	95.85%	99.66%	111.25%	0.00%
\$150,001 - \$200,000	<b>52</b>	24.64%	100.53%	96.37%	101.14%	100.40%	0.00%
\$200,001 - \$250,000	<b>48</b>	22.75%	101.95%	98.08%	102.66%	101.28%	102.94%
\$250,001 - \$350,000	<b>33</b>	15.64%	100.02%	0.00%	100.34%	99.93%	99.07%
\$350,001 and up	<b>21</b>	9.95%	100.04%	93.35%	99.93%	101.33%	100.00%
Average Sold/List Ratio		99.20%		93.36%	100.30%	100.66%	99.87%
Total Closed Units	211	100%	99.20%	34	125	46	6
Total Closed Volume	45,171,291			4.29M	24.92M	14.17M	1.79M

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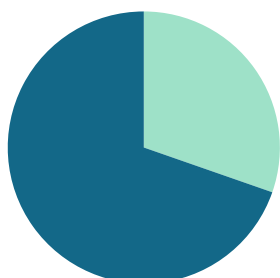
Area Delimited by County Of Wagoner



## MARKET SUMMARY

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

### INVENTORY

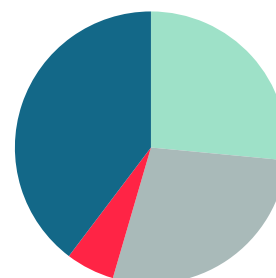


**Inventory**  
 New Listings  
**226 = 30.34%**  
 Start Inventory  
**519**  
 Total Inventory Units  
**745**  
 Volume  
**\$215,980,874**

### Market Activity

Closed Sales  
**211 = 26.51%**  
 Pending Sales  
**223 = 28.02%**  
 Other Off Market  
**46 = 5.78%**  
 Active Inventory  
**316 = 39.70%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	134	211	57.46%	612	849	38.73%
Pending Sales	171	223	30.41%	730	991	35.75%
New Listings	214	226	5.61%	1,152	1,082	-6.08%
Average List Price	169,850	213,943	25.96%	173,178	209,389	20.91%
Average Sale Price	168,543	214,082	27.02%	170,570	208,322	22.13%
Average Percent of Selling Price to List Price	98.90%	99.24%	0.34%	98.41%	98.88%	0.48%
Average Days on Market to Sale	29.08	21.55	-25.90%	39.09	26.92	-31.13%
Monthly Inventory	830	316	-61.93%	830	316	-61.93%
Months Supply of Inventory	6.10	1.79	-70.73%	6.10	1.79	-70.73%

**Absorption:** Last 12 months, an Average of 177 Sales/Month

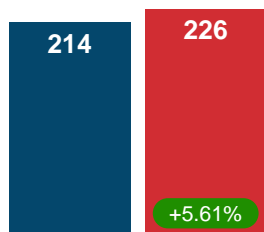
**Inventory on May 31, 2021 = 316**

2020 2021

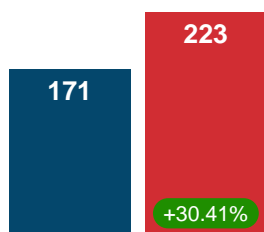
### MAY MARKET

### AVERAGE PRICES

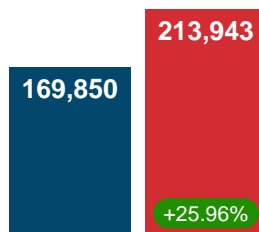
#### New Listings



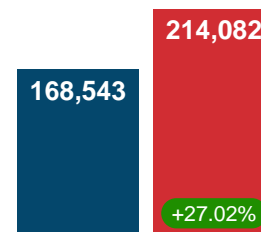
#### Pending Listings



#### List Price



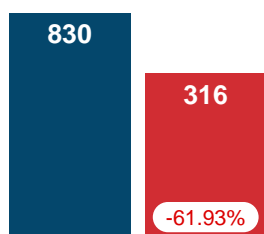
#### Sale Price



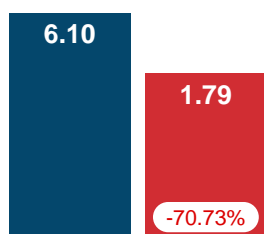
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

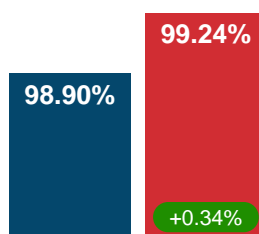
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

