

October 2021



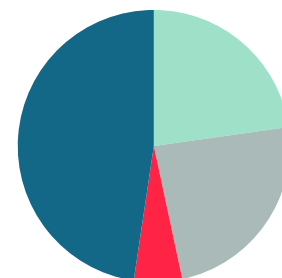
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	222	207	-6.76%
Pending Listings	165	217	31.52%
New Listings	196	230	17.35%
Average List Price	238,628	252,376	5.76%
Average Sale Price	234,378	252,765	7.84%
Average Percent of Selling Price to List Price	98.69%	100.71%	2.05%
Average Days on Market to Sale	33.34	23.36	-29.93%
End of Month Inventory	667	433	-35.08%
Months Supply of Inventory	4.39	2.43	-44.61%



■ Closed (22.77%)
■ Pending (23.87%)
■ Other OffMarket (5.72%)
■ Active (47.63%)

Absorption: Last 12 months, an Average of **178** Sales/Month
Active Inventory as of October 31, 2021 = **433**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2021 decreased **35.08%** to 433 existing homes available for sale. Over the last 12 months this area has had an average of 178 closed sales per month. This represents an unsold inventory index of **2.43** 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 **7.84%** in October 2021 to \$252,765 versus the previous year at \$234,378.

Average Days on Market Shortens

The average number of **23.36** days that homes spent on the market before selling decreased by 9.98 days or **29.93%** in October 2021 compared to last year's same month at **33.34** DOM.

Sales Success for October 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 230 New Listings in October 2021, up **17.35%** from last year at 196. Furthermore, there were 207 Closed Listings this month versus last year at 222, a **-6.76%** decrease.

Closed versus Listed trends yielded a **90.0%** ratio, down from previous year's, October 2020, at **113.3%**, a **20.54%** 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

October 2021



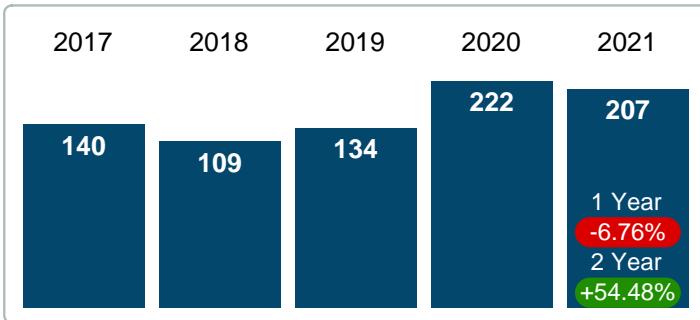
Area Delimited by County Of Wagoner



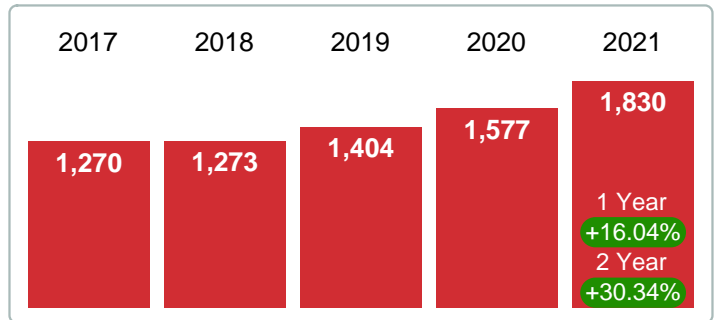
CLOSED LISTINGS

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

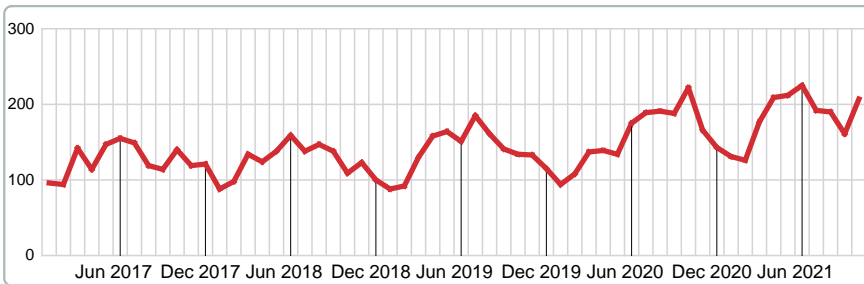
OCTOBER



YEAR TO DATE (YTD)

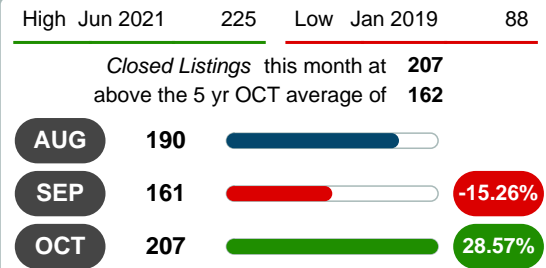


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 162



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	16	7.73%	40.7	7	7	1	1
\$75,001 - \$150,000	21	10.14%	24.5	11	8	2	0
\$150,001 - \$200,000	35	16.91%	19.8	8	22	4	1
\$200,001 - \$275,000	54	26.09%	11.9	2	38	13	1
\$275,001 - \$325,000	31	14.98%	9.0	0	15	15	1
\$325,001 - \$425,000	29	14.01%	24.8	1	8	17	3
\$425,001 and up	21	10.14%	63.6	1	6	11	3
Total Closed Units	207			30	104	63	10
Total Closed Volume	52,322,278	100%	23.4	4.08M	24.11M	20.80M	3.33M
Average Closed Price	\$252,765			\$135,950	\$231,842	\$330,126	\$333,430

October 2021



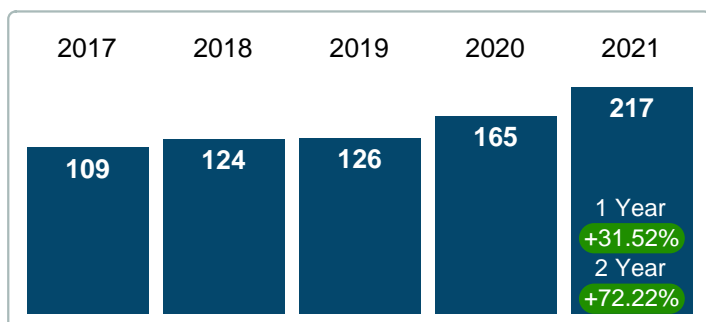
Area Delimited by County Of Wagoner



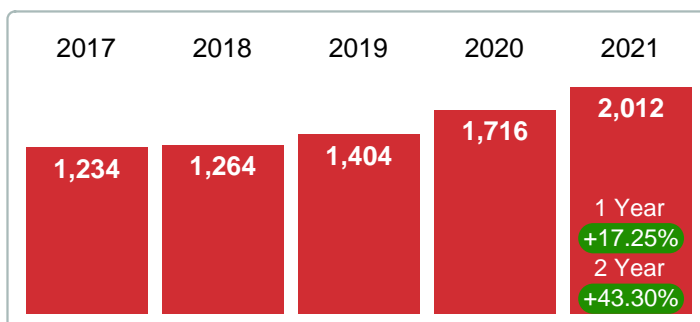
PENDING LISTINGS

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

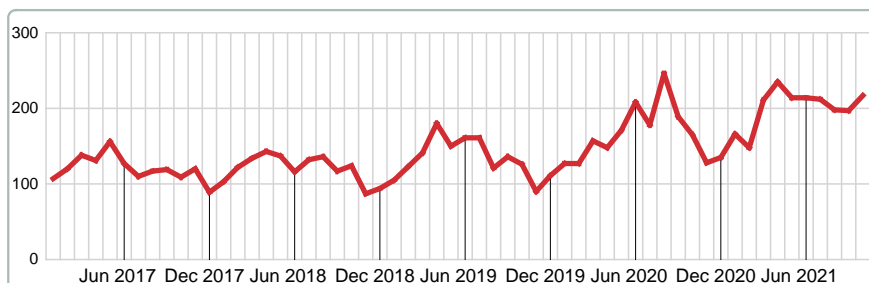
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 148

High Aug 2020 246 Low Nov 2018 87

Pending Listings this month at 217 above the 5 yr OCT average of 148



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	17	7.83%	37.5	10	4	3	0
\$50,001 - \$125,000	22	10.14%	56.2	13	7	2	0
\$125,001 - \$175,000	28	12.90%	42.0	9	17	2	0
\$175,001 - \$225,000	53	24.42%	13.0	3	43	7	0
\$225,001 - \$300,000	47	21.66%	16.3	2	27	18	0
\$300,001 - \$400,000	28	12.90%	24.2	3	13	12	0
\$400,001 and up	22	10.14%	43.4	2	7	12	1
Total Pending Units	217			42	118	56	1
Total Pending Volume	53,468,083	100%	19.0	9.07M	26.99M	16.76M	649.90K
Average Listing Price	\$198,158			\$216,037	\$228,717	\$299,214	\$649,900

October 2021



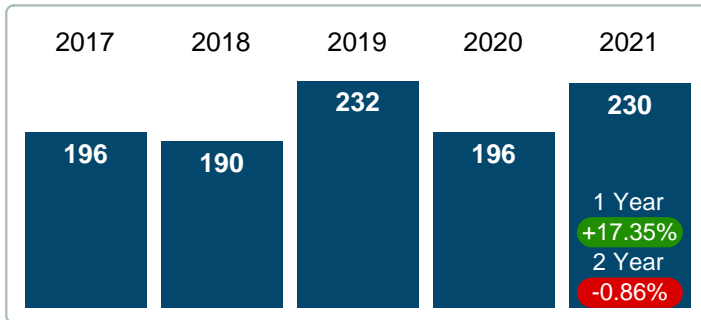
Area Delimited by County Of Wagoner



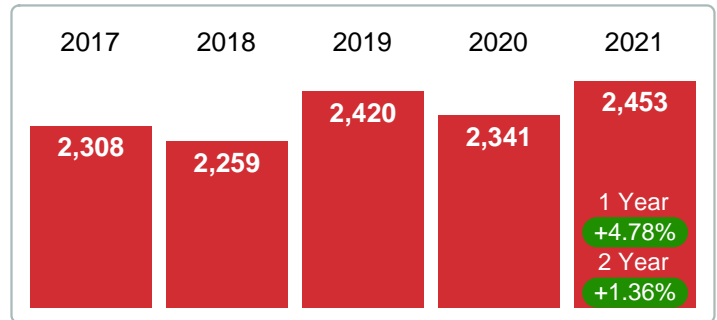
NEW LISTINGS

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

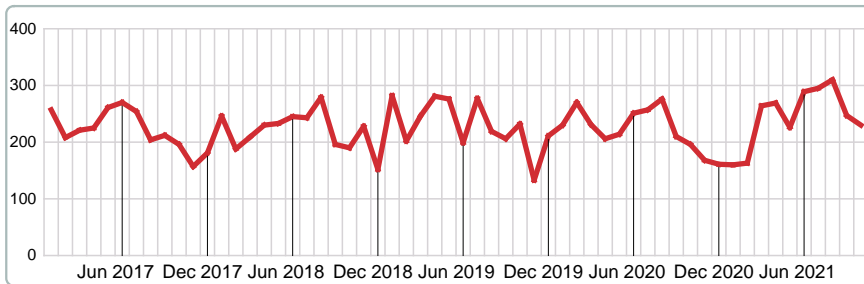
OCTOBER



YEAR TO DATE (YTD)

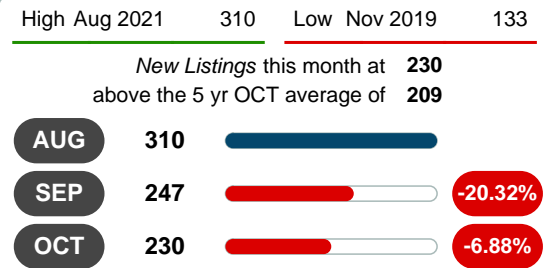


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 209



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	23	10.00%	7	11	5	0
\$25,001 - \$150,000	26	11.30%	15	11	0	0
\$150,001 - \$175,000	12	5.22%	5	6	1	0
\$175,001 - \$250,000	71	30.87%	5	55	11	0
\$250,001 - \$275,000	18	7.83%	1	9	8	0
\$275,001 - \$400,000	57	24.78%	5	24	28	0
\$400,001 and up	23	10.00%	7	0	13	3
Total New Listed Units	230		45	116	66	3
Total New Listed Volume	58,079,387	100%	12.37M	23.78M	20.11M	1.82M
Average New Listed Listing Price	\$240,982		\$274,954	\$204,962	\$304,712	\$606,633

October 2021



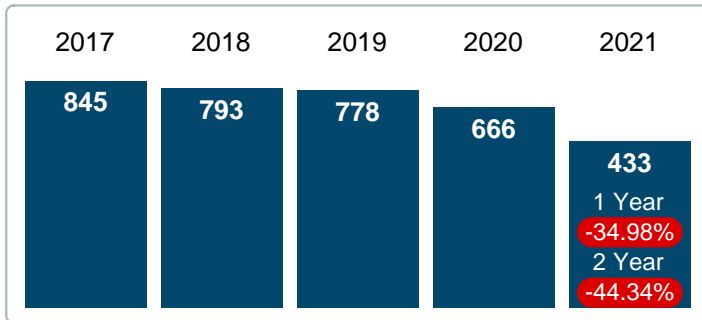
Area Delimited by County Of Wagoner



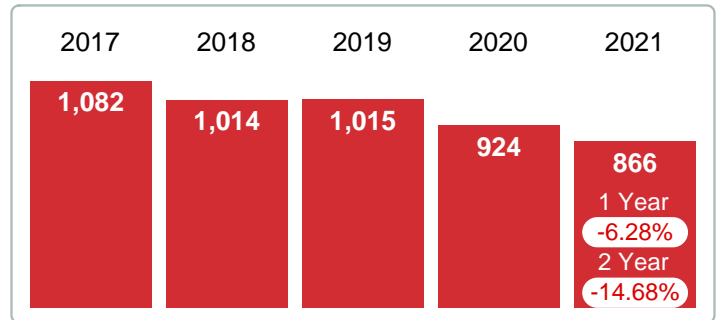
ACTIVE INVENTORY

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

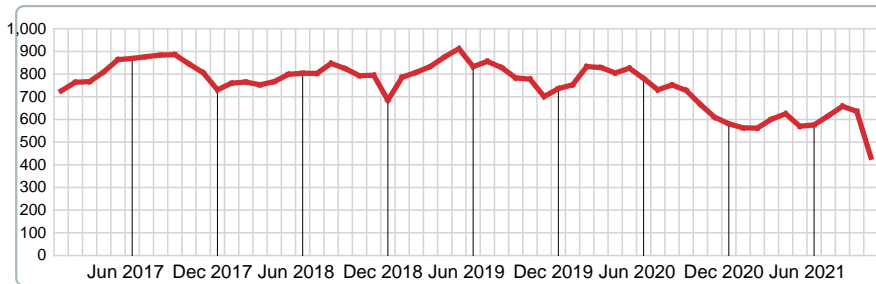
END OF OCTOBER



ACTIVE DURING OCTOBER

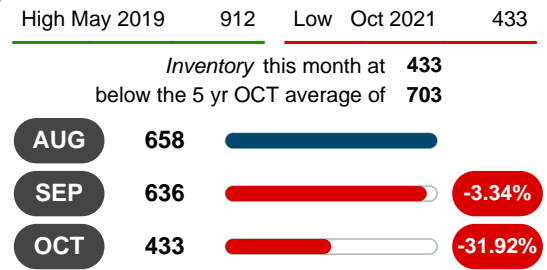


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 703



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$75,000	87	20.09%	73.5	60	19	7	1
\$75,001-\$175,000	77	17.78%	91.8	50	23	4	0
\$175,001-\$275,000	100	23.09%	59.2	30	48	21	1
\$275,001-\$375,000	65	15.01%	60.7	16	23	22	4
\$375,001-\$550,000	63	14.55%	85.3	23	16	19	5
\$550,001 and up	41	9.47%	76.6	21	4	6	10
Total Active Inventory by Units	433			200	133	79	21
Total Active Inventory by Volume	133,323,708	100%	73.5	62.82M	30.95M	25.49M	14.07M
Average Active Inventory Listing Price	\$307,907			\$314,089	\$232,703	\$322,605	\$670,026

October 2021



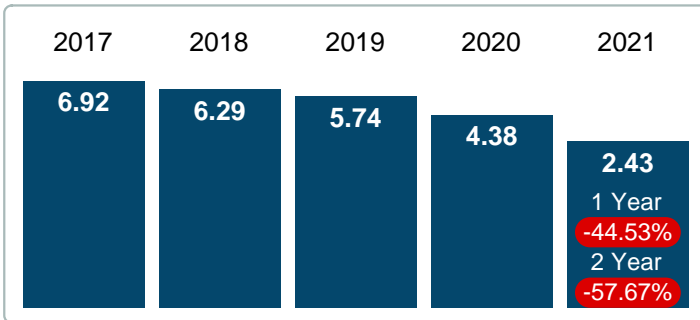
Area Delimited by County Of Wagoner



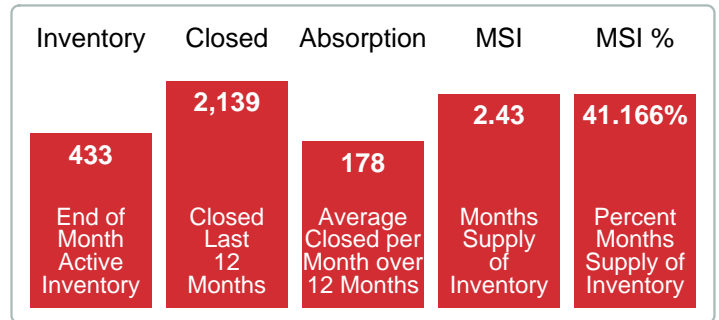
MONTHS SUPPLY of INVENTORY (MSI)

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

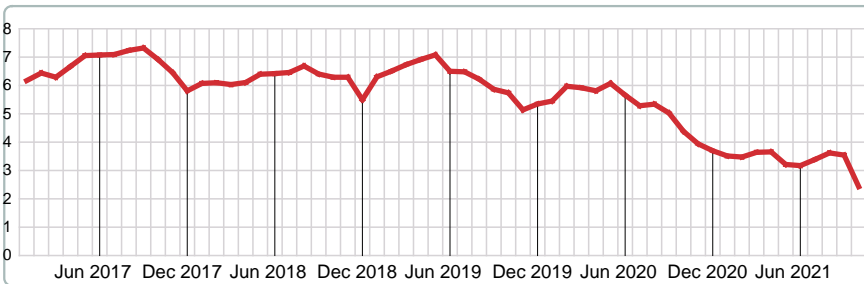
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

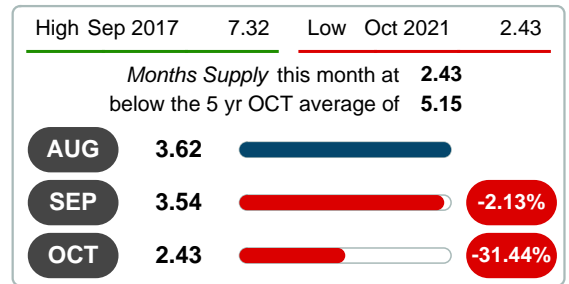


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 5.15



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	nan	0.00	0.00	0.00	0.00
\$1-\$75,000	87	20.09%	4.28	5.67	2.38	4.20	12.00
\$75,001-\$175,000	77	17.78%	1.87	4.48	0.84	1.50	0.00
\$175,001-\$275,000	100	23.09%	1.48	9.47	1.01	1.32	1.20
\$275,001-\$375,000	65	15.01%	2.15	14.77	1.51	1.86	2.00
\$375,001-\$550,000	63	14.55%	4.20	23.00	3.84	2.40	2.61
\$550,001 and up	41	9.47%	10.04	36.00	4.00	3.43	13.33
Market Supply of Inventory (MSI)			2.43	7.25	1.29	1.89	3.71
Total Active Inventory by Units		100%	2.43	200	133	79	21

October 2021



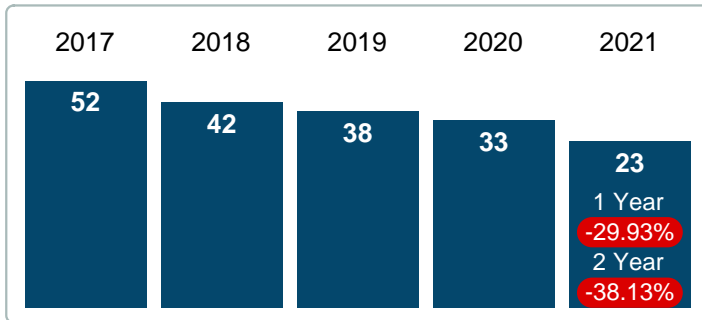
Area Delimited by County Of Wagoner



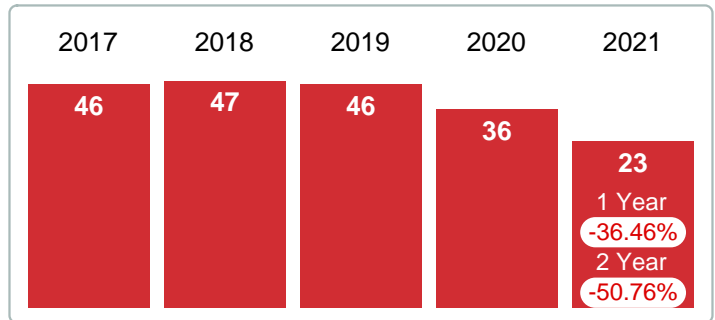
AVERAGE DAYS ON MARKET TO SALE

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

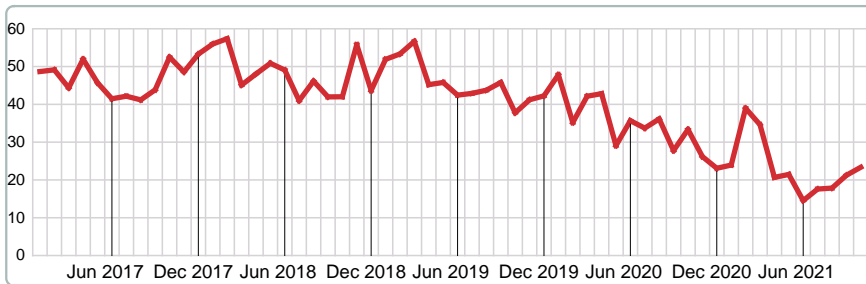
OCTOBER



YEAR TO DATE (YTD)

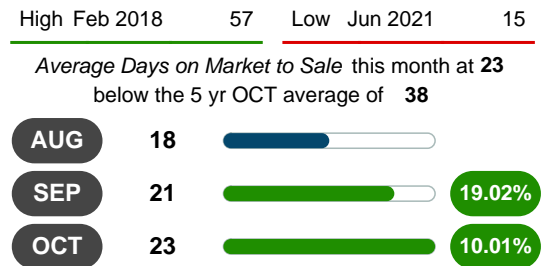


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 38



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	7.73%	41	41	46	22	21
\$75,001 - \$150,000	10.14%	25	33	15	18	0
\$150,001 - \$200,000	16.91%	20	55	9	14	4
\$200,001 - \$275,000	26.09%	12	39	9	14	56
\$275,001 - \$325,000	14.98%	9	0	7	11	9
\$325,001 - \$425,000	14.01%	25	159	26	13	43
\$425,001 and up	10.14%	64	91	11	88	70
Average Closed DOM		23	47	13	26	43
Total Closed Units	100%	23	30	104	63	10
Total Closed Volume		52,322,278	4.08M	24.11M	20.80M	3.33M

October 2021



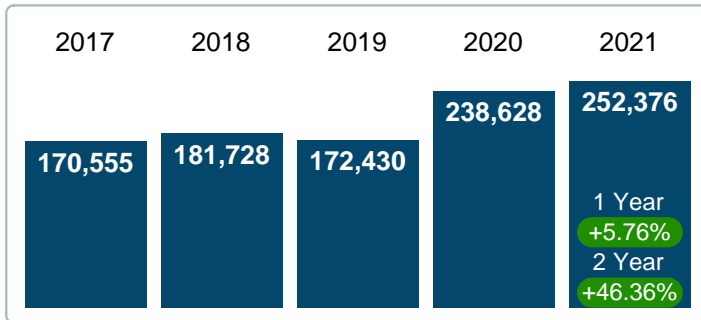
Area Delimited by County Of Wagoner



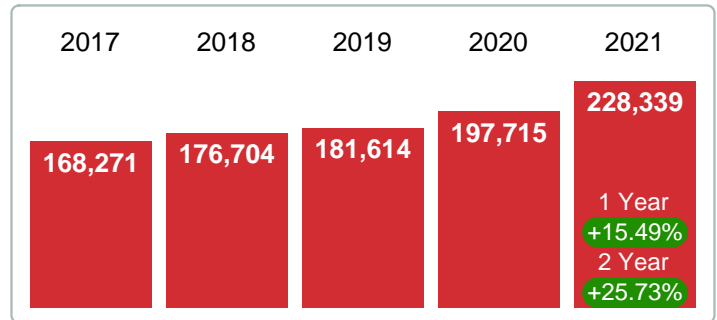
AVERAGE LIST PRICE AT CLOSING

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

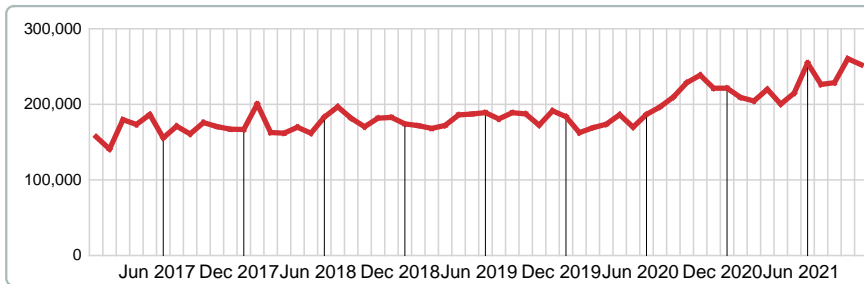
OCTOBER



YEAR TO DATE (YTD)

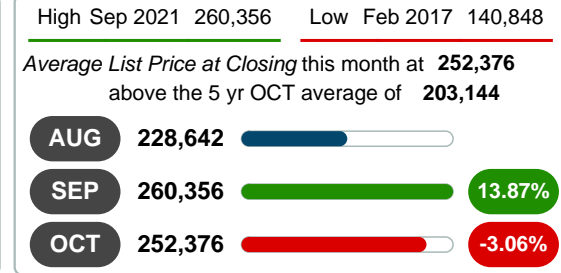


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 203,144



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	16	7.73%	34,053	58,343	12,751	2,095	
\$75,001 - \$150,000	20	9.66%	112,627	106,300	131,544	146,450	
\$150,001 - \$200,000	42	20.29%	179,736	172,363	170,391	204,475	
\$200,001 - \$275,000	48	23.19%	235,449	202,450	229,734	238,939	
\$275,001 - \$325,000	31	14.98%	296,145	0	295,447	295,076	
\$325,001 - \$425,000	32	15.46%	372,914	370,000	350,516	382,172	
\$425,001 and up	18	8.70%	526,681	485,000	506,657	512,511	
Average List Price		252,376		140,550	229,768	329,838	334,970
Total Closed Units		207	100%	252,376	30	104	63
Total Closed Volume		52,241,868			4.22M	23.90M	20.78M

October 2021



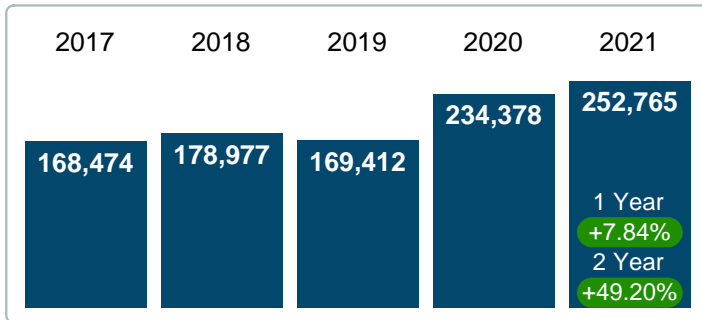
Area Delimited by County Of Wagoner



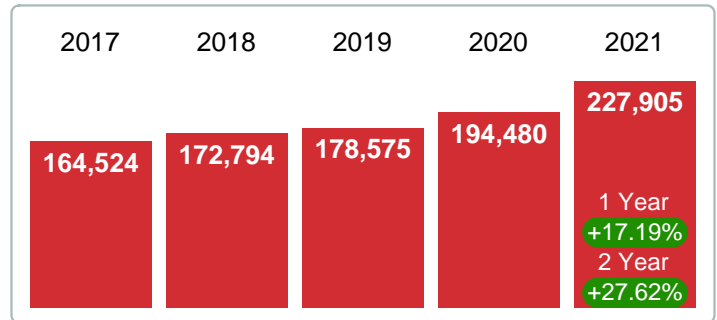
AVERAGE SOLD PRICE AT CLOSING

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

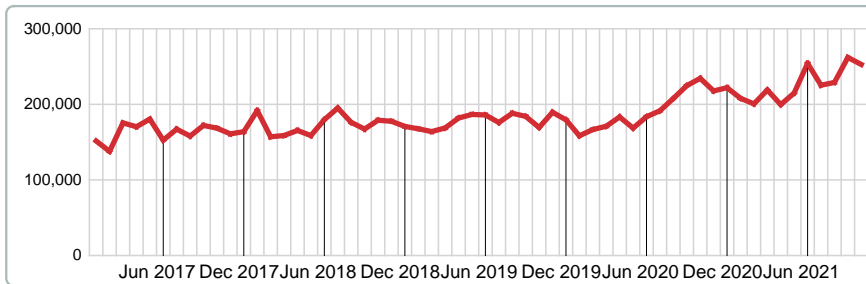
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

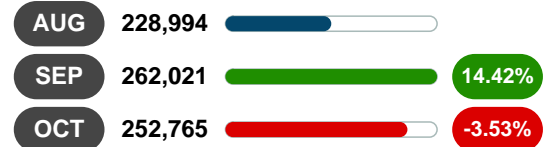


3 MONTHS

5 year OCT AVG = 200,801

High Sep 2021 262,021 Low Feb 2017 137,834

Average Sold Price at Closing this month at **252,765** above the 5 yr OCT average of **200,801**



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	7.73%	32,697	54,529	11,337	2,095	60,000
\$75,001 - \$150,000	10.14%	112,380	99,900	121,634	144,000	0
\$150,001 - \$200,000	16.91%	178,163	169,125	177,586	198,975	179,900
\$200,001 - \$275,000	26.09%	232,778	208,450	231,840	240,362	218,500
\$275,001 - \$325,000	14.98%	296,486	0	295,877	297,000	297,900
\$325,001 - \$425,000	14.01%	368,690	370,000	350,206	379,079	358,667
\$425,001 and up	10.14%	511,923	458,000	517,083	517,079	500,667
Average Sold Price		252,765	135,950	231,842	330,126	333,430
Total Closed Units	100%	252,765	30	104	63	10
Total Closed Volume		52,322,278	4.08M	24.11M	20.80M	3.33M

October 2021



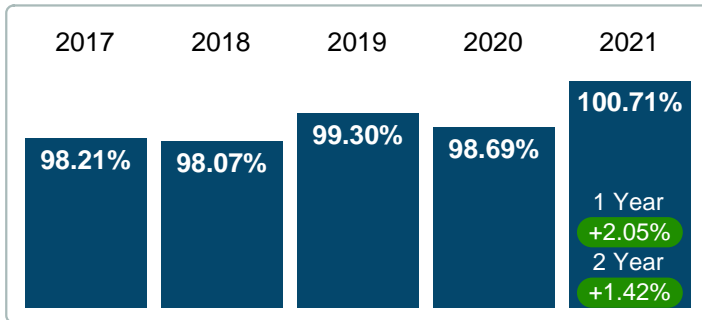
Area Delimited by County Of Wagoner



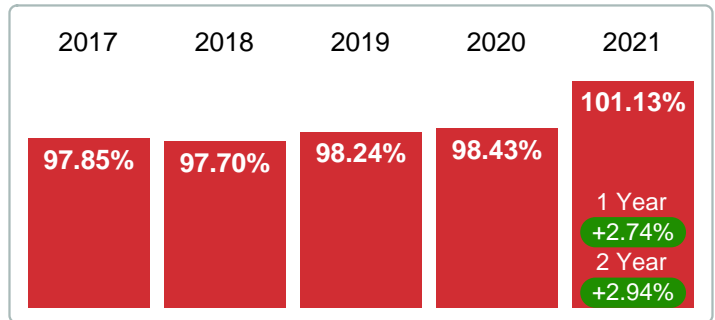
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

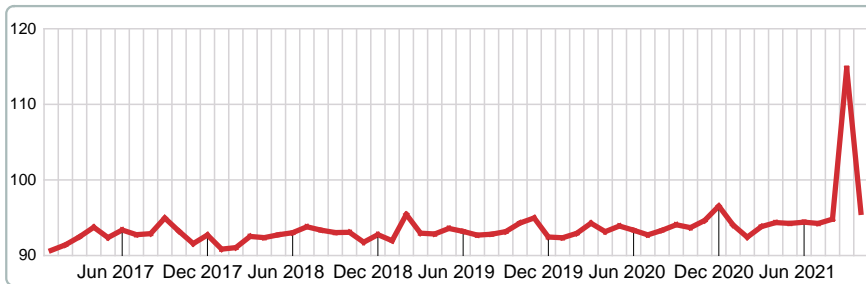
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

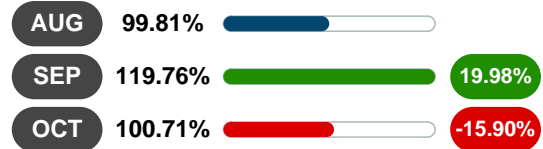


3 MONTHS

5 year OCT AVG = 99.00%

High Sep 2021 119.76% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **100.71%**
above the 5 yr OCT average of **99.00%**



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	16	7.73%	95.38%	94.06%	98.23%	100.00%	80.00%
\$75,001 - \$150,000	21	10.14%	94.45%	94.18%	93.74%	98.78%	0.00%
\$150,001 - \$200,000	35	16.91%	107.08%	98.04%	112.43%	97.48%	100.00%
\$200,001 - \$275,000	54	26.09%	101.10%	103.16%	101.20%	100.60%	99.32%
\$275,001 - \$325,000	31	14.98%	100.46%	0.00%	100.20%	100.68%	101.02%
\$325,001 - \$425,000	29	14.01%	99.64%	100.00%	99.96%	99.22%	101.05%
\$425,001 and up	21	10.14%	101.30%	94.43%	103.25%	101.41%	99.30%
Average Sold/List Ratio		100.70%		95.98%	102.68%	100.12%	98.14%
Total Closed Units		207	100%	30	104	63	10
Total Closed Volume		52,322,278		4.08M	24.11M	20.80M	3.33M

October 2021



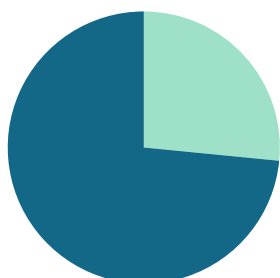
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY

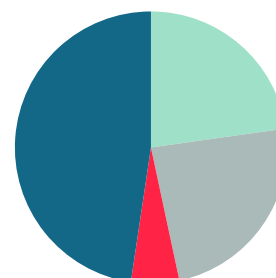


Inventory
 New Listings
230 = 26.56%
 Start Inventory
636
 Total Inventory Units
866
 Volume
\$249,241,219

Market Activity

Closed Sales
207 = 22.77%
 Pending Sales
217 = 23.87%
 Other Off Market
52 = 5.72%
 Active Inventory
433 = 47.63%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	222	207	-6.76%	1,577	1,830	16.04%
Pending Sales	165	217	31.52%	1,716	2,012	17.25%
New Listings	196	230	17.35%	2,341	2,453	4.78%
Average List Price	238,628	252,376	5.76%	197,715	228,339	15.49%
Average Sale Price	234,378	252,765	7.84%	194,480	227,905	17.19%
Average Percent of Selling Price to List Price	98.69%	100.71%	2.05%	98.43%	101.13%	2.74%
Average Days on Market to Sale	33.34	23.36	-29.93%	35.55	22.59	-36.46%
Monthly Inventory	667	433	-35.08%	667	433	-35.08%
Months Supply of Inventory	4.39	2.43	-44.61%	4.39	2.43	-44.61%

Absorption: Last 12 months, an Average of **178** Sales/Month

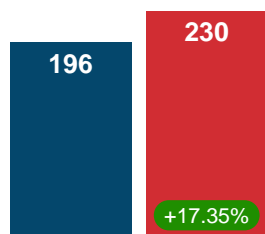
Inventory on October 31, 2021 = **433**

2020 **2021**

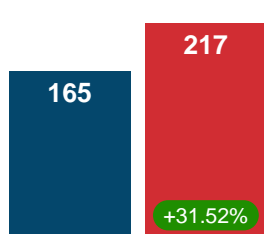
OCTOBER MARKET

AVERAGE PRICES

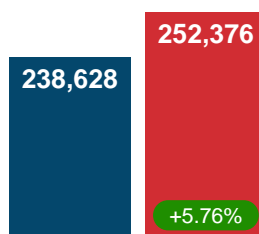
New Listings



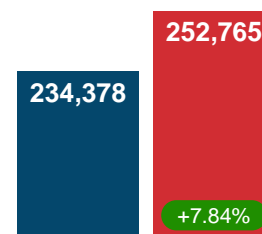
Pending Listings



List Price



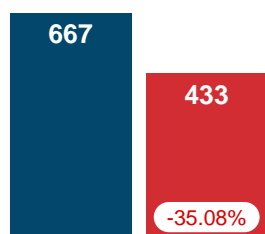
Sale Price



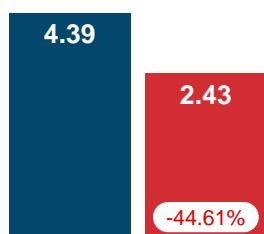
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

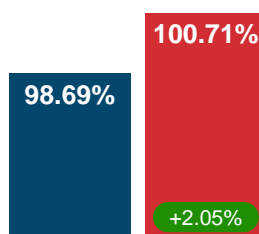
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

