

October 2021



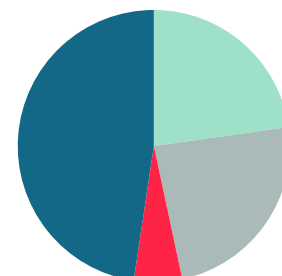
Area Delimited by County Of Wagoner



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%
Median List Price	213,450	234,900	10.05%
Median Sale Price	210,000	235,931	12.35%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.50	7.00	-33.33%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **12.35%** in October 2021 to \$235,931 versus the previous year at \$210,000.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 3.50 days or **33.33%** in October 2021 compared to last year's same month at **10.50** DOM.

Sales Success for October 2021 is Positive

Overall, with Median 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
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median 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



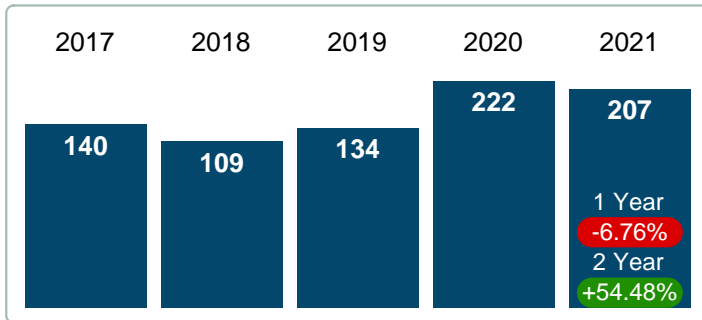
Area Delimited by County Of Wagoner



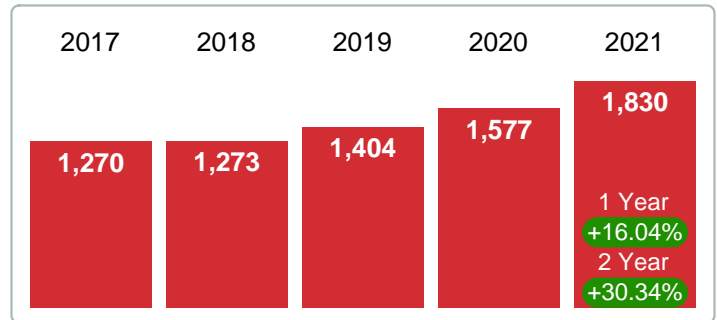
CLOSED LISTINGS

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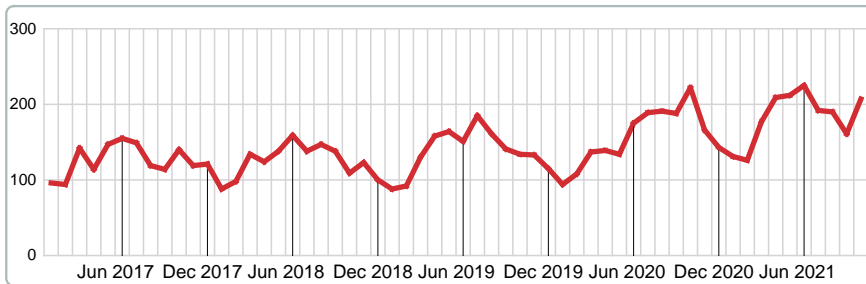
OCTOBER



YEAR TO DATE (YTD)

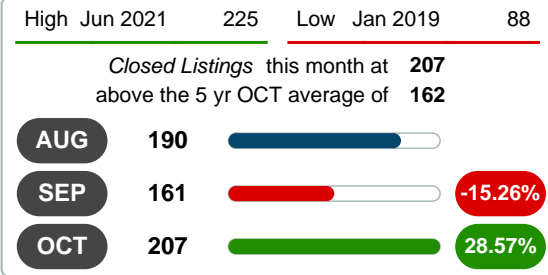


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 162



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	7.73%	40.5	7	7	1	1
\$75,001 - \$150,000	21	10.14%	11.0	11	8	2	0
\$150,001 - \$200,000	35	16.91%	5.0	8	22	4	1
\$200,001 - \$275,000	54	26.09%	4.0	2	38	13	1
\$275,001 - \$325,000	31	14.98%	3.0	0	15	15	1
\$325,001 - \$425,000	29	14.01%	9.0	1	8	17	3
\$425,001 and up	21	10.14%	20.0	1	6	11	3
Total Closed Units	207			30	104	63	10
Total Closed Volume	52,322,278	100%	7.0	4.08M	24.11M	20.80M	3.33M
Median Closed Price	\$235,931			\$112,500	\$220,793	\$309,950	\$354,500

October 2021



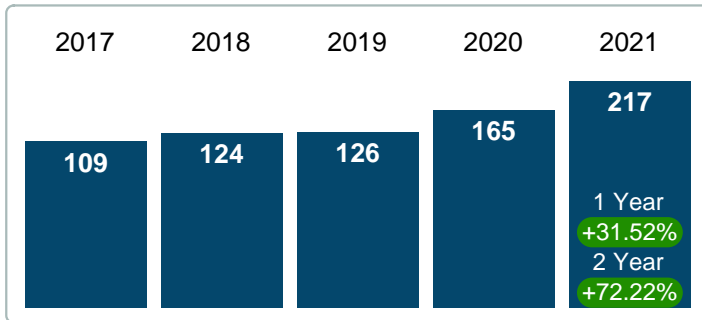
Area Delimited by County Of Wagoner



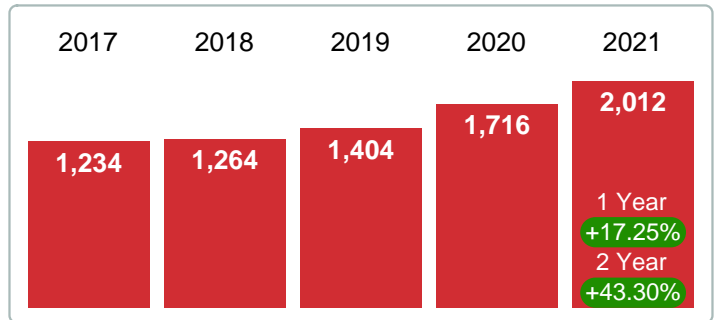
PENDING LISTINGS

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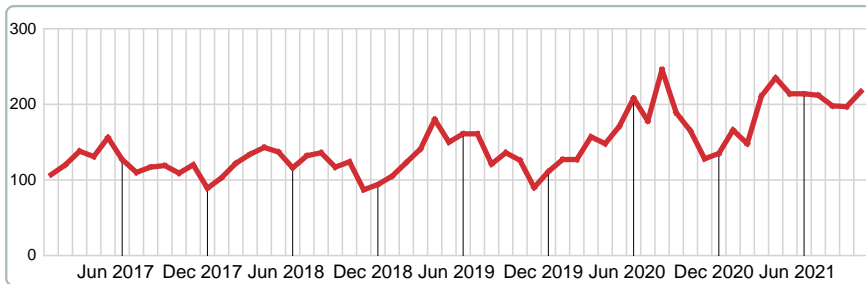
OCTOBER



YEAR TO DATE (YTD)

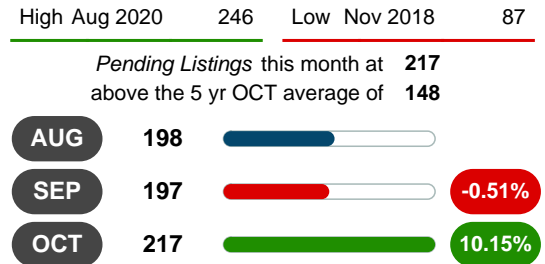


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 148



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	17	7.83%	12.0	10	4	3	0
\$50,001 - \$125,000	22	10.14%	24.0	13	7	2	0
\$125,001 - \$175,000	28	12.90%	24.5	9	17	2	0
\$175,001 - \$225,000	53	24.42%	4.0	3	43	7	0
\$225,001 - \$300,000	47	21.66%	8.0	2	27	18	0
\$300,001 - \$400,000	28	12.90%	9.5	3	13	12	0
\$400,001 and up	22	10.14%	19.0	2	7	12	1
Total Pending Units	217			42	118	56	1
Total Pending Volume	53,468,083	100%	9.0	9.07M	26.99M	16.76M	649.90K
Median Listing Price	\$211,880			\$104,900	\$209,950	\$289,260	\$649,900

October 2021



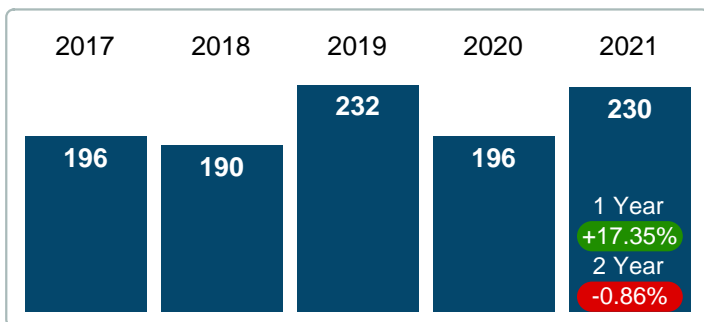
Area Delimited by County Of Wagoner



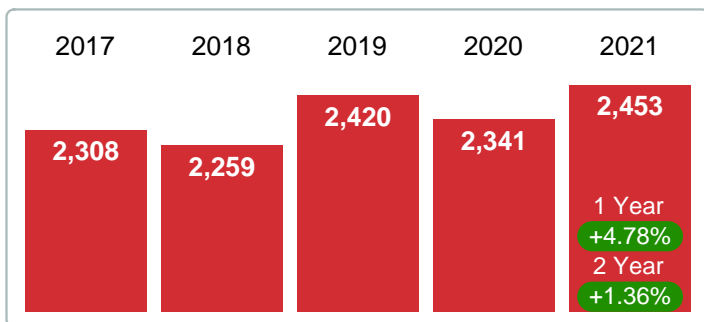
NEW LISTINGS

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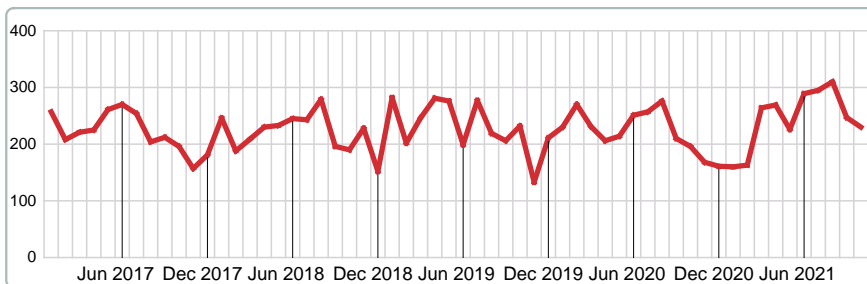
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

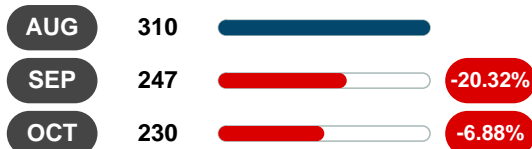


3 MONTHS

5 year OCT AVG = 209

High Aug 2021 310 Low Nov 2019 133

New Listings this month at **230**
above the 5 yr OCT average of **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
Median New Listed Listing Price	\$229,222		\$159,000	\$210,915	\$286,990	\$649,900

October 2021



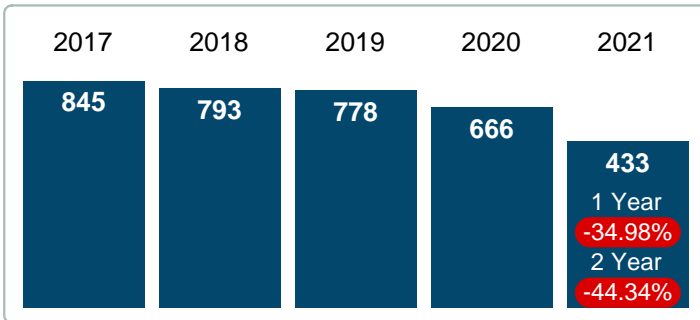
Area Delimited by County Of Wagoner



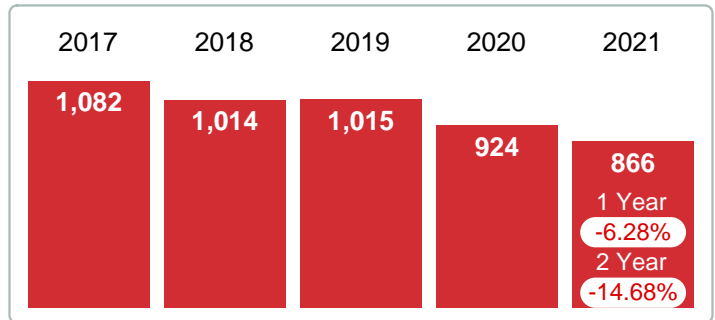
ACTIVE INVENTORY

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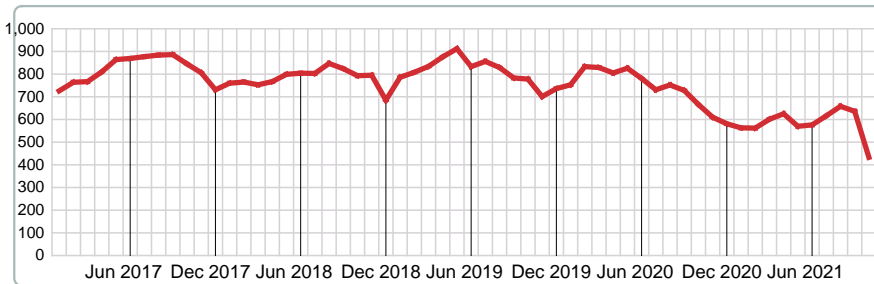
END OF OCTOBER



ACTIVE DURING OCTOBER

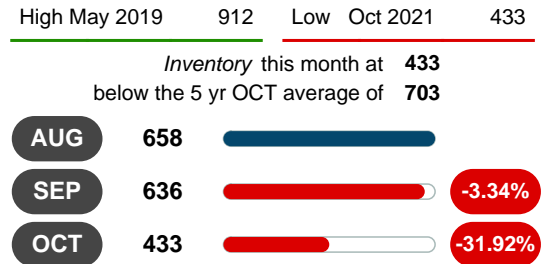


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 703



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	19.0	0	0	0	0
\$1-\$75,000	87	20.09%	59.0	60	19	7	1
\$75,001-\$175,000	77	17.78%	82.0	50	23	4	0
\$175,001-\$275,000	100	23.09%	41.5	30	48	21	1
\$275,001-\$375,000	65	15.01%	38.0	16	23	22	4
\$375,001-\$550,000	63	14.55%	66.0	23	16	19	5
\$550,001 and up	41	9.47%	62.0	21	4	6	10
Total Active Inventory by Units			433	200	133	79	21
Total Active Inventory by Volume			133,323,708	62.82M	30.95M	25.49M	14.07M
Median Active Inventory Listing Price			\$227,500	\$150,000	\$212,970	\$286,990	\$519,000

October 2021



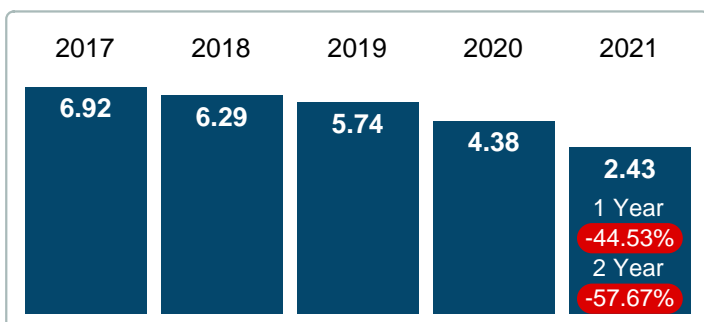
Area Delimited by County Of Wagoner



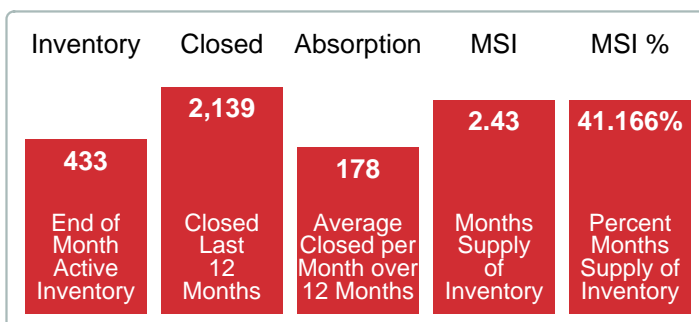
MONTHS SUPPLY of INVENTORY (MSI)

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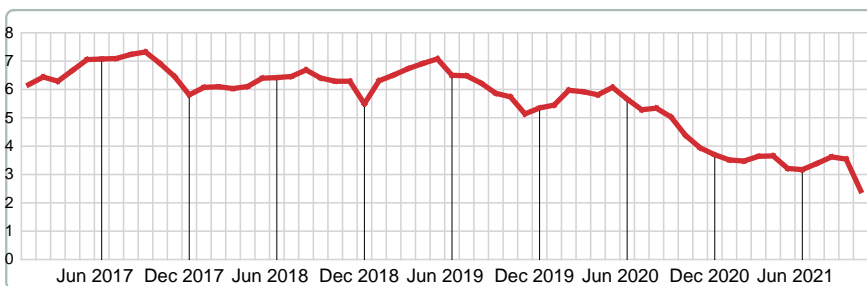
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

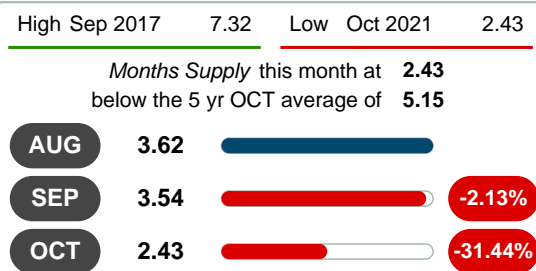


5 YEAR MARKET ACTIVITY TRENDS



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%	433	200	133	79	21

October 2021



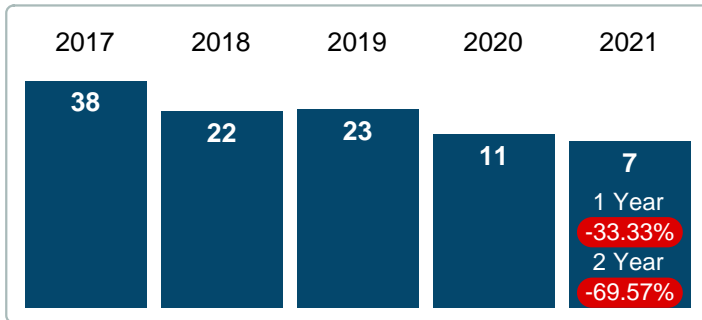
Area Delimited by County Of Wagoner



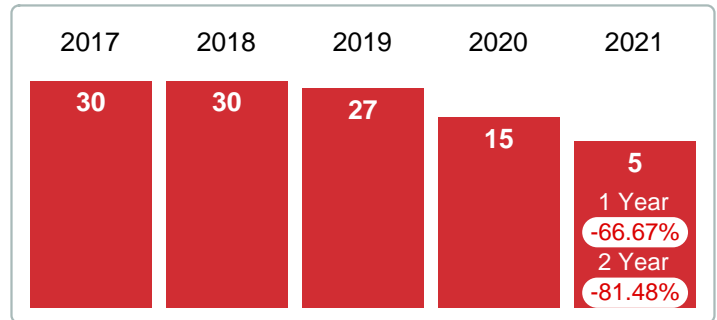
MEDIAN DAYS ON MARKET TO SALE

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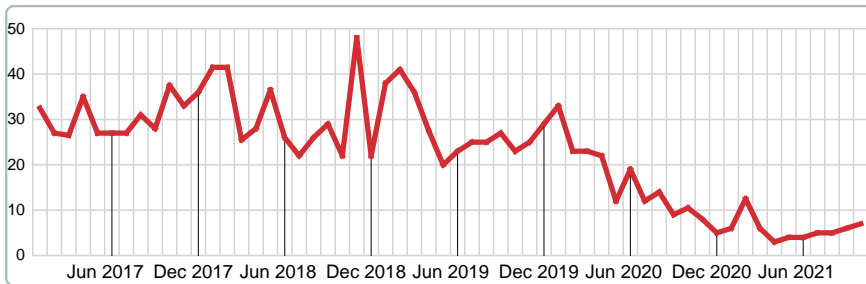
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

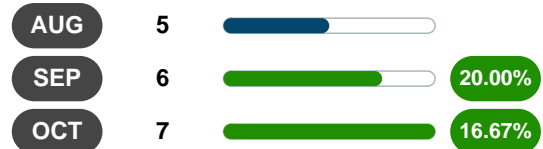


3 MONTHS

5 year OCT AVG = 20

High Nov 2018 48 Low Apr 2021 3

Median Days on Market to Sale this month at 7 below the 5 yr OCT average of 20



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7.73%	41	31	52	22	21
\$75,001 - \$150,000	10.14%	11	23	7	18	0
\$150,001 - \$200,000	16.91%	5	3	6	13	4
\$200,001 - \$275,000	26.09%	4	39	3	7	56
\$275,001 - \$325,000	14.98%	3	0	1	5	9
\$325,001 - \$425,000	14.01%	9	159	11	9	20
\$425,001 and up	10.14%	20	91	7	26	65
Median Closed DOM		7	27	5	8	21
Total Closed Units	100%	7.0	30	104	63	10
Total Closed Volume		52,322,278	4.08M	24.11M	20.80M	3.33M

October 2021



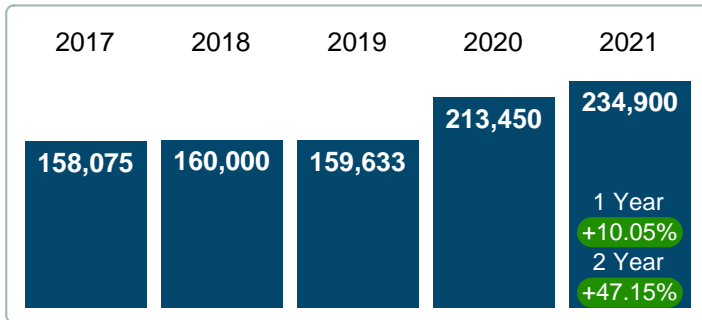
Area Delimited by County Of Wagoner



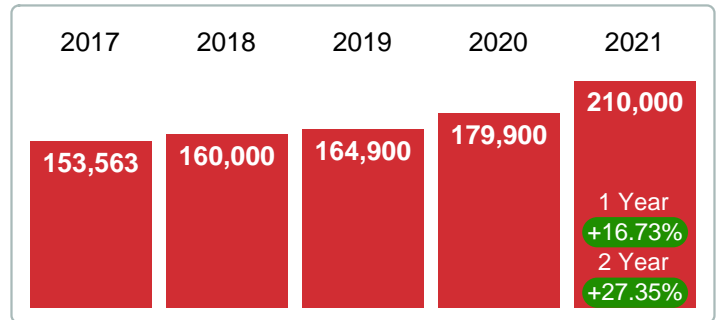
MEDIAN LIST PRICE AT CLOSING

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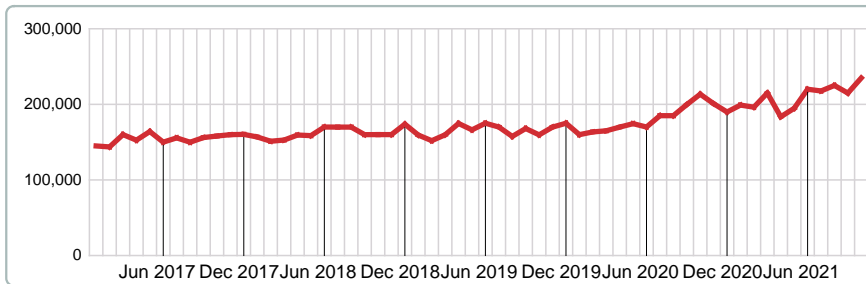
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

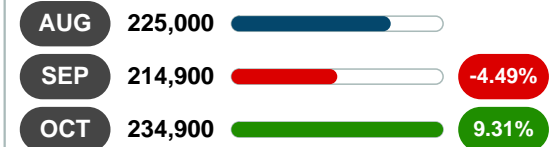


3 MONTHS

5 year OCT AVG = 185,212

High Oct 2021 234,900 Low Feb 2017 143,700

Median List Price at Closing this month at **234,900** above the 5 yr OCT average of **185,212**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7.73%	31,000	67,500	1,575	2,095	75,000
\$75,001 - \$150,000	9.66%	115,000	110,000	119,500	133,000	0
\$150,001 - \$200,000	20.29%	179,900	170,000	181,250	199,450	179,900
\$200,001 - \$275,000	23.19%	232,000	214,900	230,000	244,650	220,000
\$275,001 - \$325,000	14.98%	289,990	0	288,772	300,000	294,900
\$325,001 - \$425,000	15.46%	365,325	370,000	344,800	399,900	350,000
\$425,001 and up	8.70%	499,745	485,000	535,000	499,500	455,000
Median List Price		234,900	117,450	220,793	309,950	350,000
Total Closed Units	100%	234,900	30	104	63	10
Total Closed Volume		52,241,868	4.22M	23.90M	20.78M	3.35M

October 2021



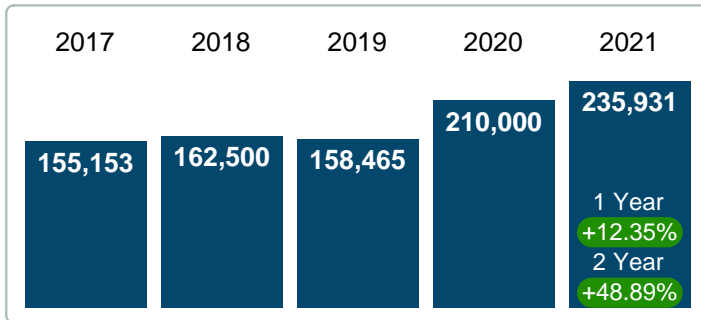
Area Delimited by County Of Wagoner



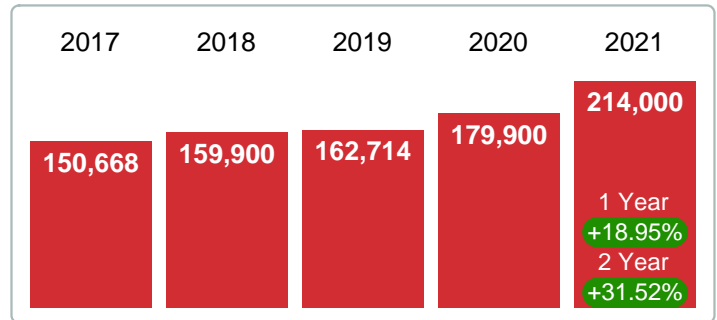
MEDIAN SOLD PRICE AT CLOSING

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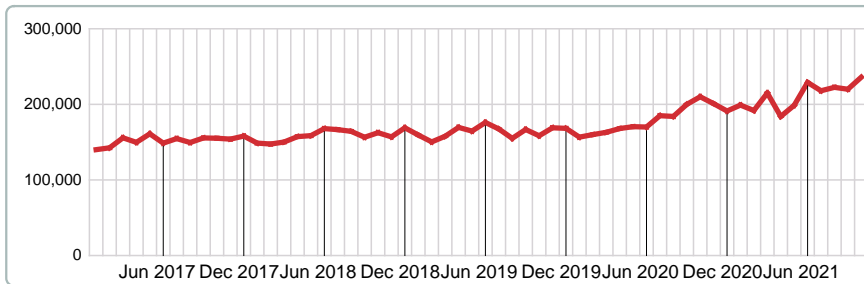
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

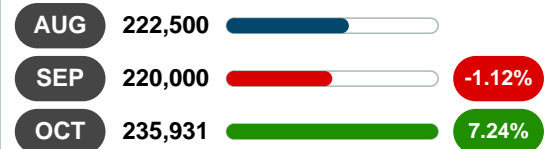


3 MONTHS

5 year OCT AVG = 184,410

High Oct 2021 235,931 Low Jan 2017 140,040

Median Sold Price at Closing this month at 235,931 above the 5 yr OCT average of 184,410



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7.73%	29,500	59,500	1,575	2,095	60,000
\$75,001 - \$150,000	10.14%	115,000	101,500	121,500	144,000	0
\$150,001 - \$200,000	16.91%	176,000	162,500	175,500	198,950	179,900
\$200,001 - \$275,000	26.09%	229,750	208,450	229,750	239,300	218,500
\$275,001 - \$325,000	14.98%	289,990	0	287,772	301,500	297,900
\$325,001 - \$425,000	14.01%	364,900	370,000	341,900	385,240	359,000
\$425,001 and up	10.14%	505,000	458,000	517,500	525,000	455,000
Median Sold Price		235,931	112,500	220,793	309,950	354,500
Total Closed Units	100%	207	30	104	63	10
Total Closed Volume		52,322,278	4.08M	24.11M	20.80M	3.33M

October 2021



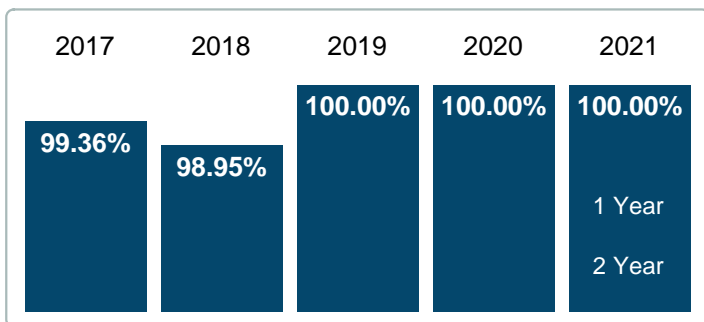
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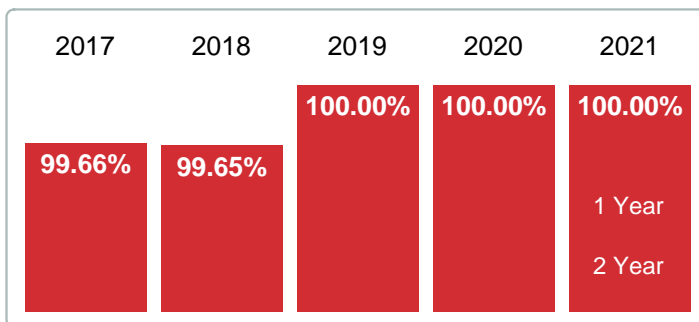
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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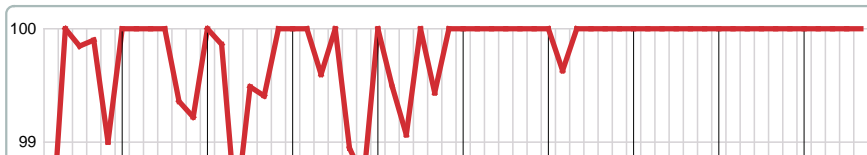
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 99.66%

High Oct 2021 100.00% Low Jan 2017 98.11%

Median Sold/List Ratio this month at **100.00%**
equal to 5 yr OCT average of **99.66%**

AUG 100.00% ✓
SEP 100.00% ✓
OCT 100.00% ✓

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	16	7.73%	100.00%	95.57%	100.00%	100.00%	80.00%
\$75,001 - \$150,000	21	10.14%	96.77%	96.67%	97.20%	98.78%	0.00%
\$150,001 - \$200,000	35	16.91%	100.00%	96.97%	100.98%	99.75%	100.00%
\$200,001 - \$275,000	54	26.09%	100.00%	103.16%	101.15%	100.00%	99.32%
\$275,001 - \$325,000	31	14.98%	100.00%	0.00%	100.00%	100.04%	101.02%
\$325,001 - \$425,000	29	14.01%	100.00%	100.00%	100.00%	100.00%	100.58%
\$425,001 and up	21	10.14%	100.00%	94.43%	99.95%	100.00%	100.00%
Median Sold/List Ratio		100.00%		96.97%	100.00%	100.00%	100.00%
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



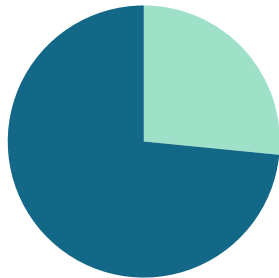
Area Delimited by County Of Wagoner



MARKET SUMMARY

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

INVENTORY

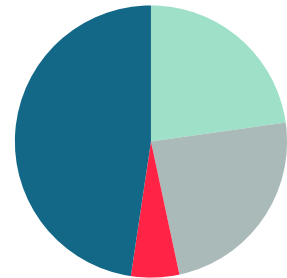


Inventory
 New Listings
230 = 26.56%
 Start Inventory
636
 Total Inventory Units
866
 Volume
\$249,241,219

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%
Median List Price	213,450	234,900	10.05%	179,900	210,000	16.73%
Median Sale Price	210,000	235,931	12.35%	179,900	214,000	18.95%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	100.00%	100.00%	0.00%
Median Days on Market to Sale	10.50	7.00	-33.33%	15.00	5.00	-66.67%
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

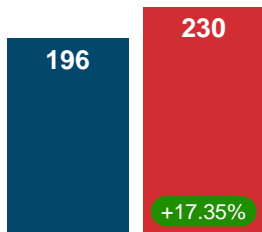
Inventory on October 31, 2021 = **433**

2020 **2021**

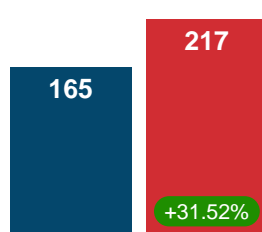
OCTOBER MARKET

MEDIAN PRICES

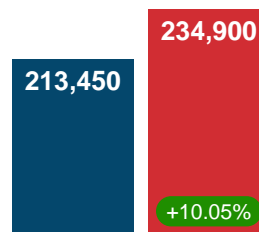
New Listings



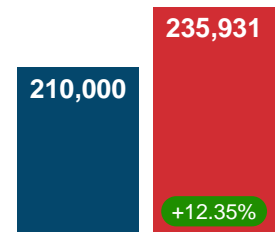
Pending Listings



List Price



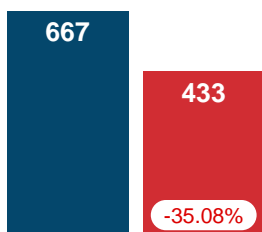
Sale Price



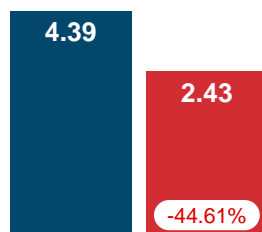
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

