



September 2021

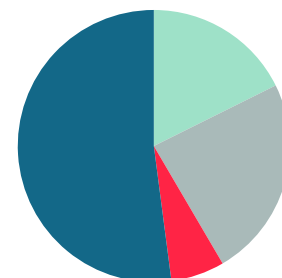
Area Delimited by County Of Wagoner



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2021 for MLS Technology Inc.

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	188	158	-15.96%
Pending Listings	189	214	13.23%
New Listings	210	247	17.62%
Average List Price	228,622	262,072	14.63%
Average Sale Price	224,755	263,788	17.37%
Average Percent of Selling Price to List Price	99.07%	120.14%	21.27%
Average Days on Market to Sale	27.77	21.15	-23.86%
End of Month Inventory	729	466	-36.08%
Months Supply of Inventory	5.04	2.60	-48.38%



■ Closed (17.65%)
■ Pending (23.91%)
■ Other OffMarket (6.37%)
■ Active (52.07%)

Absorption: Last 12 months, an Average of **179** Sales/Month
Active Inventory as of September 30, 2021 = **466**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **36.08%** to 466 existing homes available for sale. Over the last 12 months this area has had an average of 179 closed sales per month. This represents an unsold inventory index of **2.60** 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 **17.37%** in September 2021 to \$263,788 versus the previous year at \$224,755.

Average Days on Market Shortens

The average number of **21.15** days that homes spent on the market before selling decreased by 6.63 days or **23.86%** in September 2021 compared to last year's same month at **27.77** DOM.

Sales Success for September 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 247 New Listings in September 2021, up **17.62%** from last year at 210. Furthermore, there were 158 Closed Listings this month versus last year at 188, a **-15.96%** decrease.

Closed versus Listed trends yielded a **64.0%** ratio, down from previous year's, September 2020, at **89.5%**, a **28.55%** downswing. This will certainly create pressure on a decreasing

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Real Estate is Local

Month's Supply of Inventory (MSI) in the months to come.

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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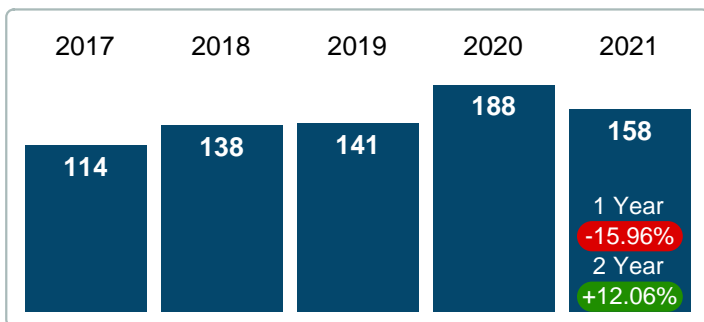
Area Delimited by County Of Wagoner



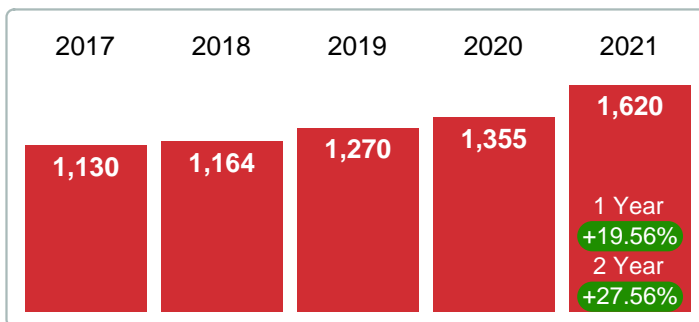
CLOSED LISTINGS

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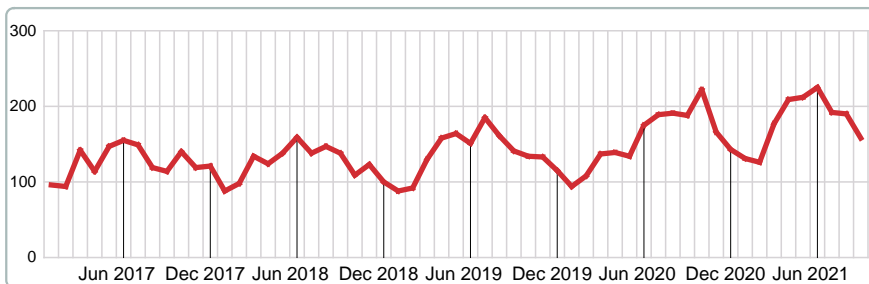
SEPTEMBER



YEAR TO DATE (YTD)

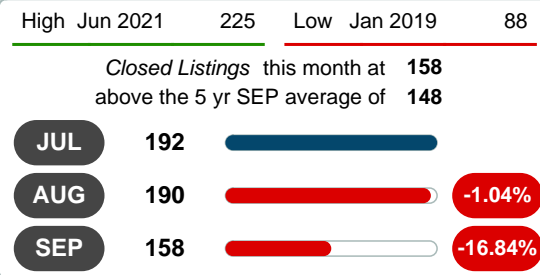


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 148



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	15	9.49%	42.5	9	6	0	0
\$75,001 - \$150,000	21	13.29%	37.5	11	9	1	0
\$150,001 - \$175,000	6	3.80%	27.7	3	3	0	0
\$175,001 - \$275,000	53	33.54%	9.0	4	40	9	0
\$275,001 - \$325,000	25	15.82%	20.9	0	18	7	0
\$325,001 - \$400,000	19	12.03%	16.2	0	10	5	4
\$400,001 and up	19	12.03%	23.3	1	5	11	2
Total Closed Units	158			28	91	33	6
Total Closed Volume	41,678,546	100%	21.1	4.97M	22.04M	12.16M	2.50M
Average Closed Price	\$263,788			\$177,496	\$242,210	\$368,623	\$417,167



September 2021

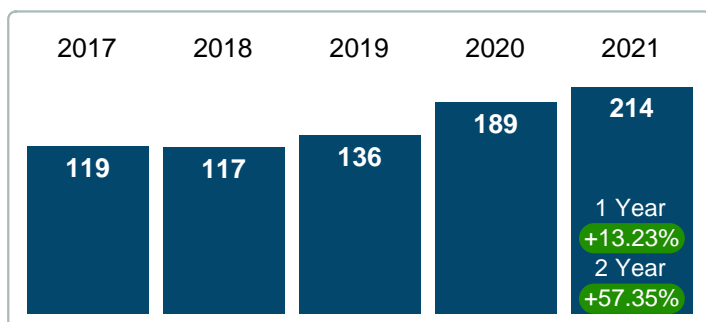
Area Delimited by County Of Wagoner



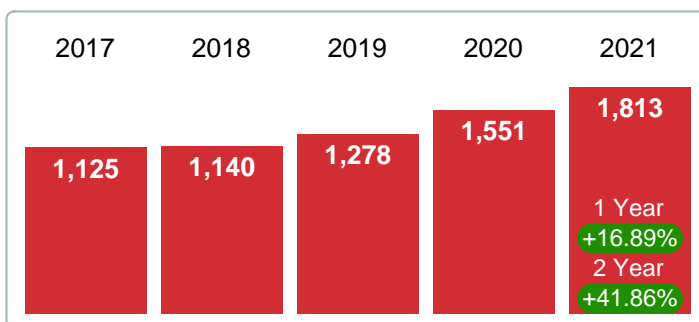
PENDING LISTINGS

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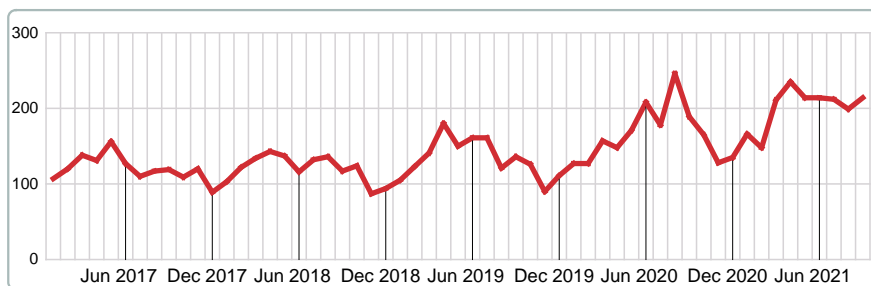
SEPTEMBER



YEAR TO DATE (YTD)

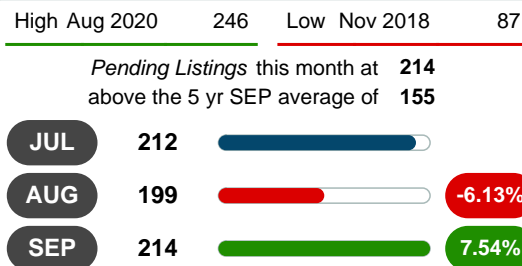


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 155



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	8.88%	56.2	11	6	1	1
\$100,001 - \$150,000	21	9.81%	23.0	14	6	1	0
\$150,001 - \$175,000	18	8.41%	33.9	2	14	2	0
\$175,001 - \$250,000	63	29.44%	22.8	5	42	14	2
\$250,001 - \$300,000	42	19.63%	21.0	2	23	16	1
\$300,001 - \$350,000	20	9.35%	31.2	2	10	6	2
\$350,001 and up	31	14.49%	68.7	2	10	17	2
Total Pending Units	214			38	111	57	8
Total Pending Volume	53,322,986	100%	15.8	6.68M	26.32M	17.90M	2.42M
Average Listing Price	\$315,950			\$175,682	\$237,156	\$314,107	\$302,338



September 2021

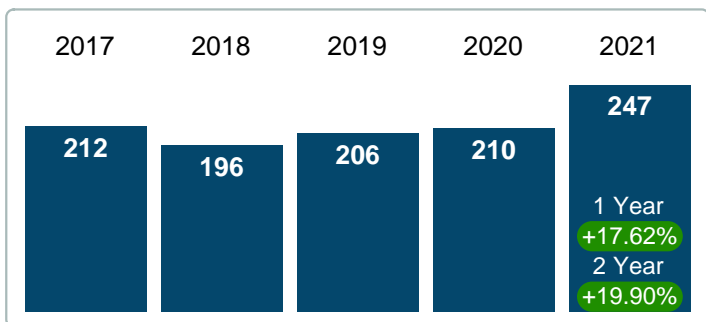
Area Delimited by County Of Wagoner



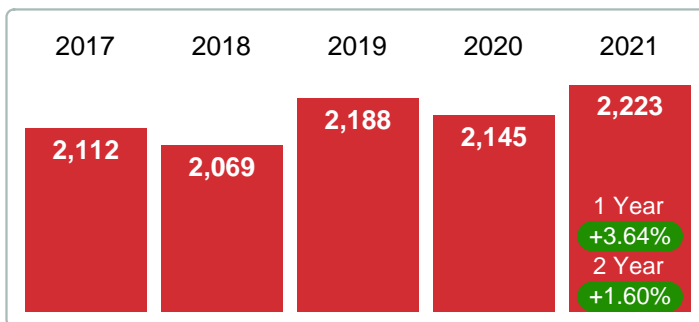
NEW LISTINGS

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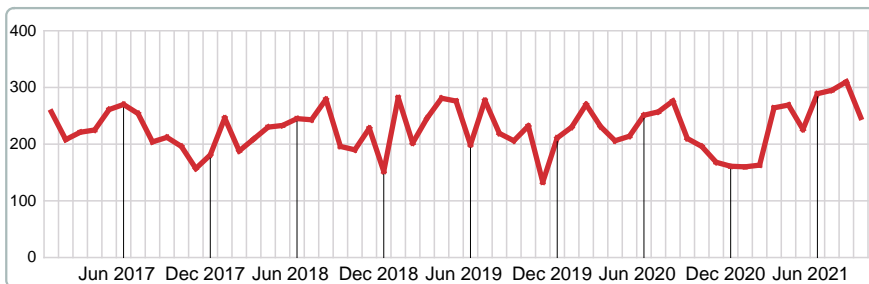
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

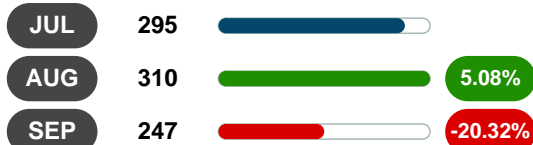


3 MONTHS

5 year SEP AVG = 214

High Aug 2021 310 Low Nov 2019 133

New Listings this month at 247
above the 5 yr SEP average of 214



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	16	6.48%	6	8	2	0
\$25,001 - \$125,000	29	11.74%	20	6	1	2
\$125,001 - \$175,000	29	11.74%	7	20	2	0
\$175,001 - \$250,000	68	27.53%	9	48	10	1
\$250,001 - \$350,000	47	19.03%	2	27	18	0
\$350,001 - \$475,000	30	12.15%	3	10	15	2
\$475,001 and up	28	11.34%	10	9	5	4
Total New Listed Units	247		57	128	53	9
Total New Listed Volume	72,402,637	100%	20.12M	30.91M	17.13M	4.24M
Average New Listed Listing Price	\$235,175		\$353,014	\$241,516	\$323,194	\$470,833



September 2021

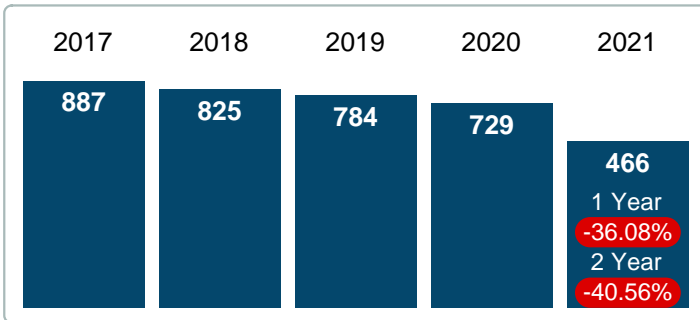
Area Delimited by County Of Wagoner



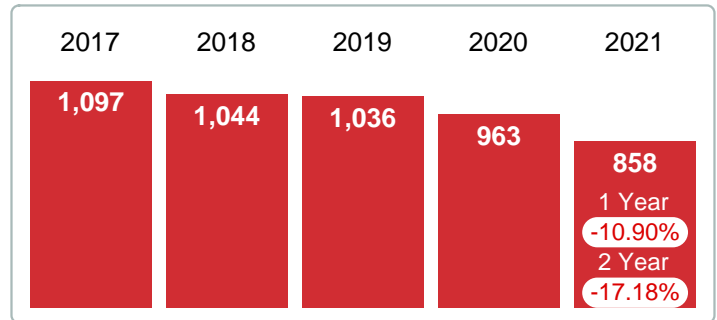
ACTIVE INVENTORY

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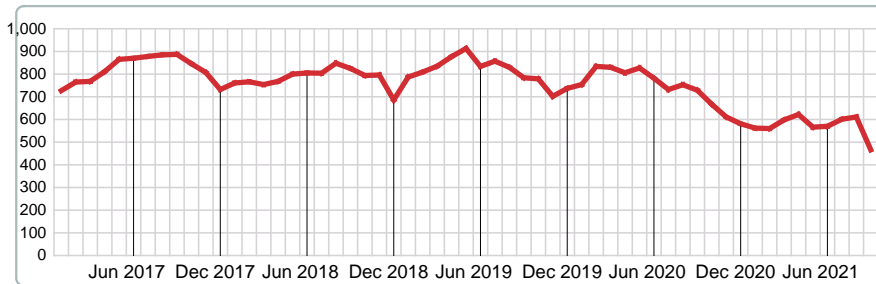
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

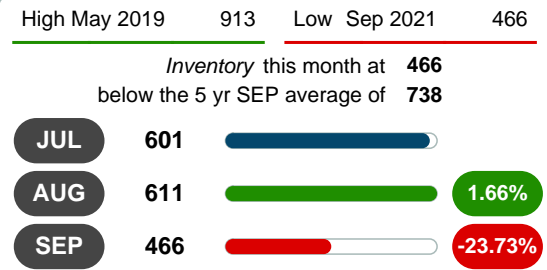


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 738



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	8.37%	61.2	25	11	3	0
\$25,001 - \$100,000	59	12.66%	84.9	50	6	2	1
\$100,001 - \$175,000	69	14.81%	69.5	37	26	6	0
\$175,001 - \$275,000	113	24.25%	56.3	31	58	23	1
\$275,001 - \$375,000	74	15.88%	66.1	17	20	31	6
\$375,001 - \$550,000	66	14.16%	75.3	21	19	23	3
\$550,001 and up	46	9.87%	59.8	23	8	5	10
Total Active Inventory by Units	466			204	148	93	21
Total Active Inventory by Volume	147,340,030	100%	66.9	65.45M	37.08M	30.23M	14.58M
Average Active Inventory Listing Price	\$316,180			\$320,855	\$250,512	\$325,026	\$694,400



September 2021

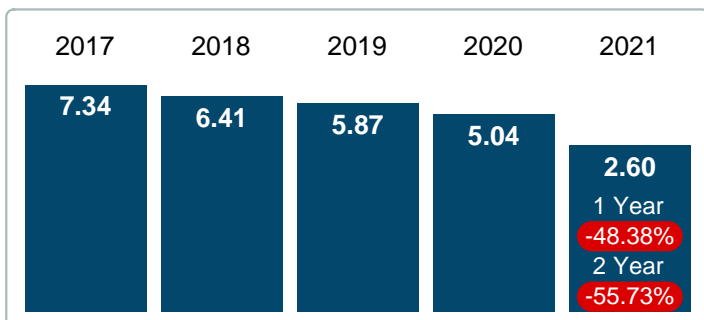
Area Delimited by County Of Wagoner



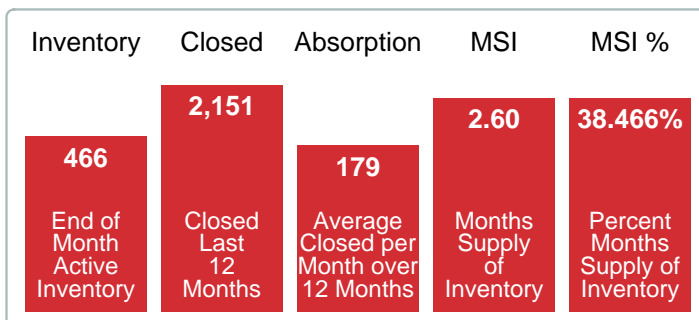
MONTHS SUPPLY of INVENTORY (MSI)

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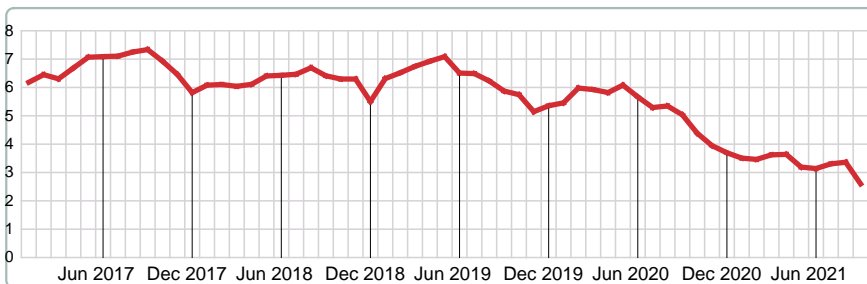
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

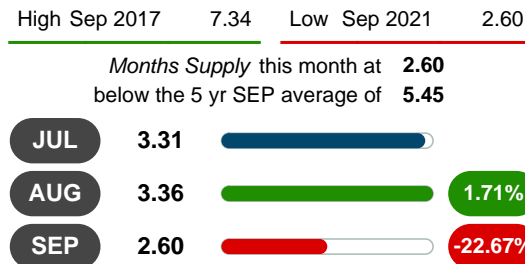


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 5.45



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	8.37%	3.47	7.69	1.67	2.12	0.00
\$25,001 - \$100,000	59	12.66%	3.91	4.92	1.33	4.80	0.00
\$100,001 - \$175,000	69	14.81%	1.86	4.63	0.99	2.12	0.00
\$175,001 - \$275,000	113	24.25%	1.66	10.33	1.23	1.35	1.20
\$275,001 - \$375,000	74	15.88%	2.53	15.69	1.36	2.68	3.27
\$375,001 - \$550,000	66	14.16%	4.63	19.38	4.75	3.25	1.44
\$550,001 and up	46	9.87%	10.82	30.67	9.60	2.86	10.91
Market Supply of Inventory (MSI)			2.60	7.46	1.42	2.21	3.60
Total Active Inventory by Units		100%	2.60	204	148	93	21



September 2021

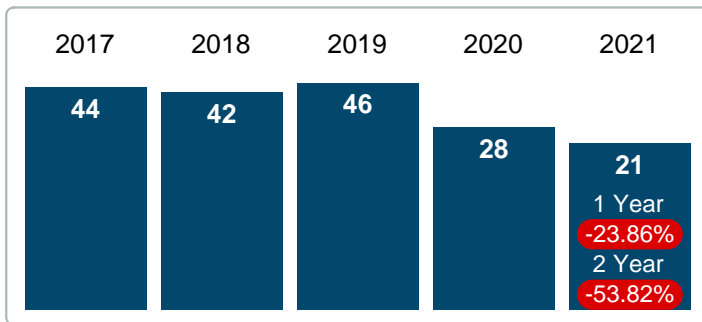
Area Delimited by County Of Wagoner



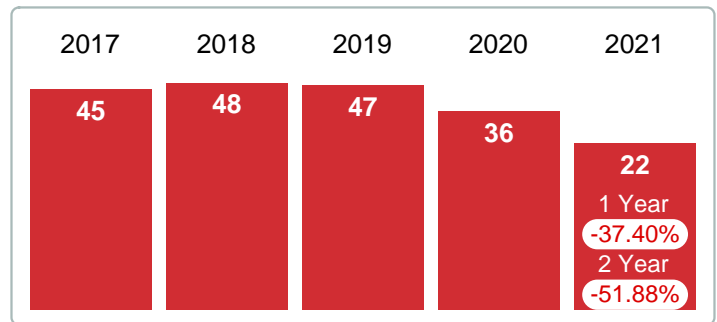
AVERAGE DAYS ON MARKET TO SALE

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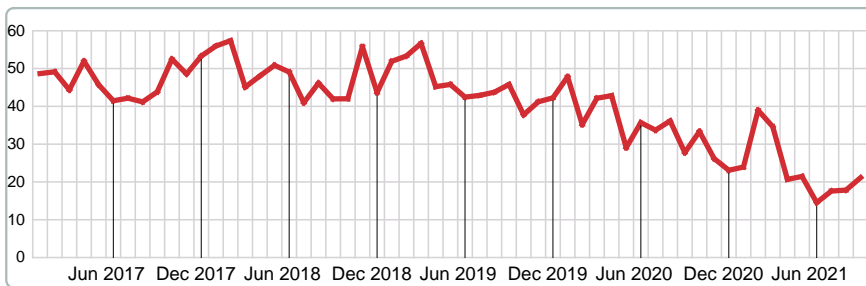
SEPTEMBER



YEAR TO DATE (YTD)

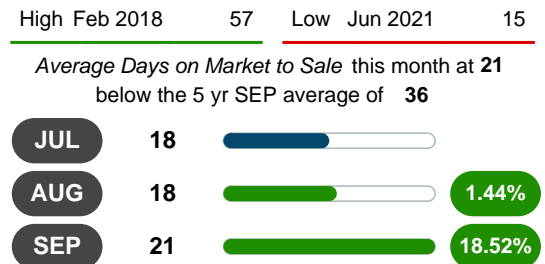


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 36



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	9.49%	43	44	40	0	0
\$75,001 - \$150,000	13.29%	37	59	11	38	0
\$150,001 - \$175,000	3.80%	28	22	33	0	0
\$175,001 - \$275,000	33.54%	9	27	6	14	0
\$275,001 - \$325,000	15.82%	21	0	19	25	0
\$325,001 - \$400,000	12.03%	16	0	21	2	21
\$400,001 and up	12.03%	23	31	29	16	46
Average Closed DOM		21	45	15	16	29
Total Closed Units	100%	21	28	91	33	6
Total Closed Volume		41,678,546	4.97M	22.04M	12.16M	2.50M



September 2021

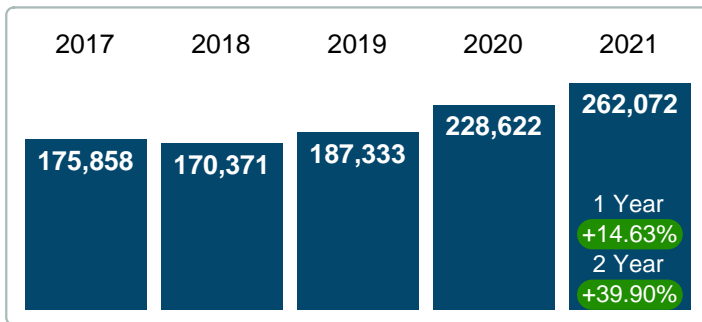
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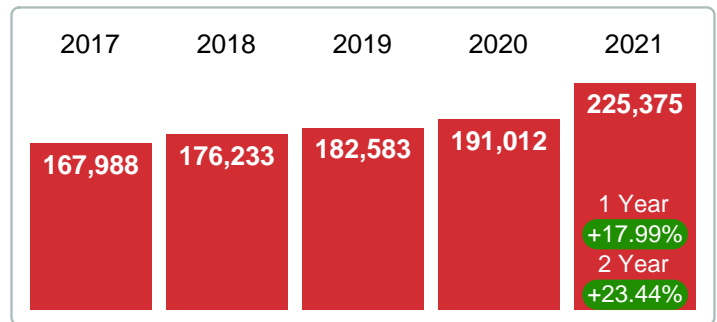
AVERAGE LIST PRICE AT CLOSING

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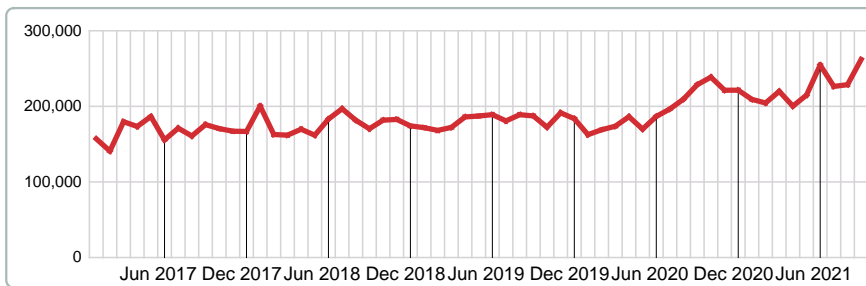
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

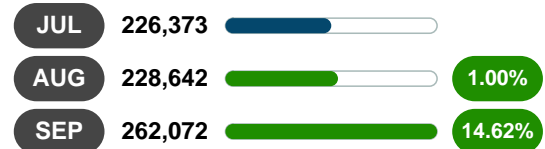


3 MONTHS

5 year SEP AVG = 204,851

High Sep 2021 262,072 Low Feb 2017 140,848

Average List Price at Closing this month at **262,072**
above the 5 yr SEP average of **204,851**



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	15	9.49%	21,272	33,728	8,838	0	
\$75,001 - \$150,000	24	15.19%	127,196	121,845	133,656	125,000	
\$150,001 - \$175,000	6	3.80%	164,583	158,166	157,333	0	
\$175,001 - \$275,000	51	32.28%	213,976	174,475	209,661	220,700	
\$275,001 - \$325,000	24	15.19%	294,833	0	291,014	295,411	
\$325,001 - \$400,000	19	12.03%	361,289	0	361,973	356,752	
\$400,001 and up	19	12.03%	641,834	2,000,000	583,760	566,014	
Average List Price		262,072		172,009	240,562	369,366	418,483
Total Closed Units		158	100%	28	91	33	6
Total Closed Volume		41,407,396		4.82M	21.89M	12.19M	2.51M



September 2021

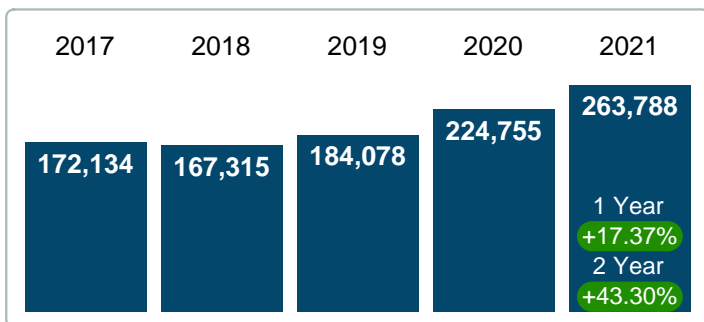
Area Delimited by County Of Wagoner



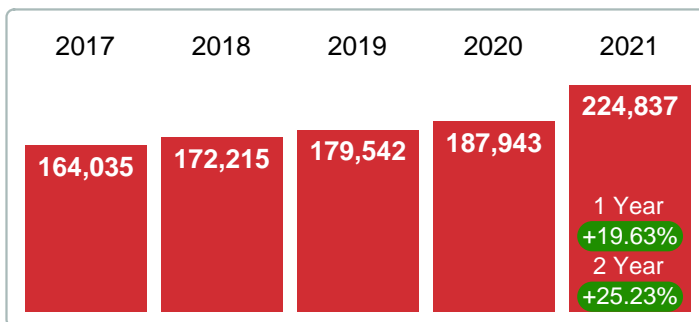
AVERAGE SOLD PRICE AT CLOSING

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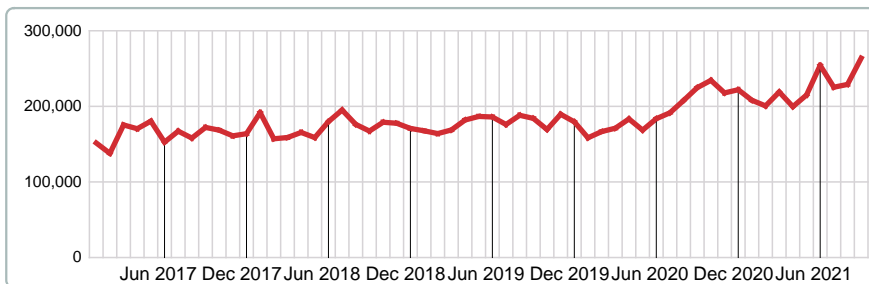
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

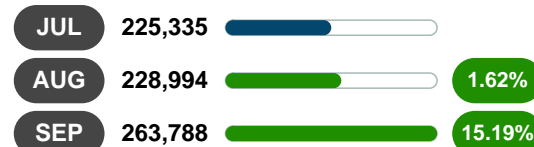


3 MONTHS

5 year SEP AVG = 202,414

High Sep 2021 263,788 Low Feb 2017 137,834

Average Sold Price at Closing this month at **263,788**
above the 5 yr SEP average of **202,414**



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	15	9.49%	23,095	33,156	8,005	0	
\$75,001 - \$150,000	21	13.29%	126,876	120,273	134,378	132,000	
\$150,001 - \$175,000	6	3.80%	166,000	169,500	162,500	0	
\$175,001 - \$275,000	53	33.54%	213,639	222,500	211,824	217,767	
\$275,001 - \$325,000	25	15.82%	292,942	0	291,962	295,461	
\$325,001 - \$400,000	19	12.03%	363,987	0	367,099	356,752	
\$400,001 and up	19	12.03%	637,346	1,950,000	579,380	565,515	
Average Sold Price		263,788		177,496	242,210	368,623	417,167
Total Closed Units		158	100%	263,788	28	91	33
Total Closed Volume		41,678,546			4.97M	22.04M	12.16M



September 2021

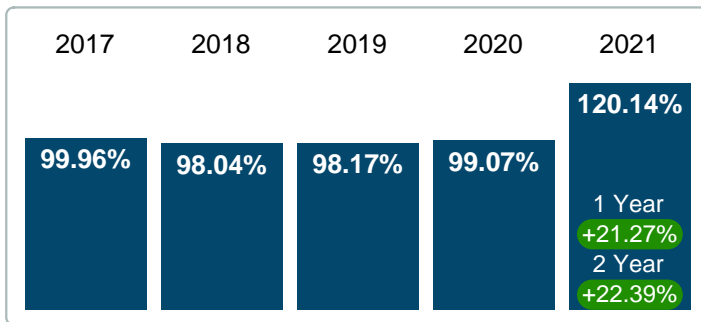
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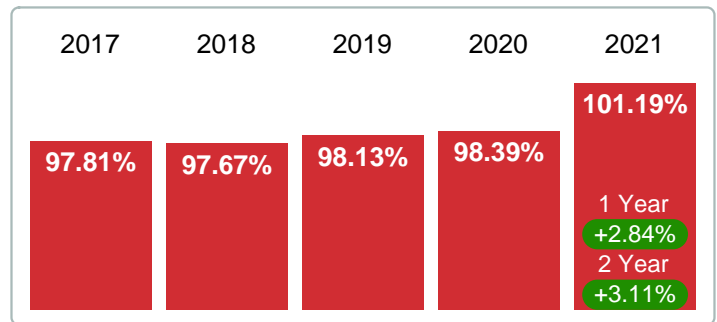
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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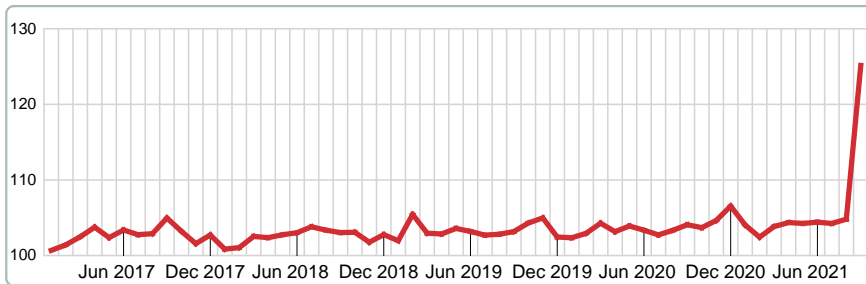
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

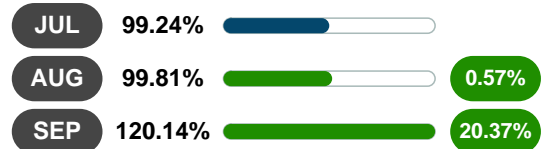


3 MONTHS

5 year SEP AVG = 103.08%

High Sep 2021 120.14% Low Jan 2017 95.68%

Average Sold/List Ratio this month at **120.14%** above the 5 yr SEP average of **103.08%**



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	15	9.49%	280.27%	401.68%	98.15%	0.00%	0.00%
\$75,001 - \$150,000	21	13.29%	99.70%	98.50%	100.51%	105.60%	0.00%
\$150,001 - \$175,000	6	3.80%	105.38%	107.36%	103.40%	0.00%	0.00%
\$175,001 - \$275,000	53	33.54%	108.25%	199.36%	101.20%	99.09%	0.00%
\$275,001 - \$325,000	25	15.82%	100.34%	0.00%	100.47%	99.99%	0.00%
\$325,001 - \$400,000	19	12.03%	100.76%	0.00%	101.45%	100.00%	100.00%
\$400,001 and up	19	12.03%	99.61%	97.50%	99.36%	99.96%	99.38%
Average Sold/List Ratio		120.10%		211.27%	100.79%	99.91%	99.79%
Total Closed Units	158	100%	120.10%	28	91	33	6
Total Closed Volume	41,678,546			4.97M	22.04M	12.16M	2.50M



September 2021

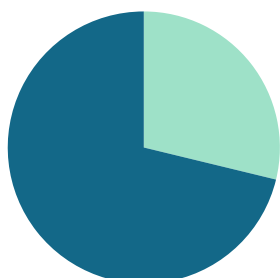
Area Delimited by County Of Wagoner



MARKET SUMMARY

Report produced on Oct 12, 2021 for MLS Technology Inc.

INVENTORY

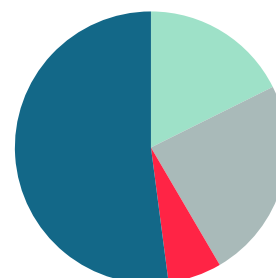


Inventory
 New Listings
247 = 28.79%
 Start Inventory
611
 Total Inventory Units
858
 Volume
\$251,162,410

Market Activity

Closed Sales
158 = 17.65%
 Pending Sales
214 = 23.91%
 Other Off Market
57 = 6.37%
 Active Inventory
466 = 52.07%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	188	158	-15.96%	1,355	1,620	19.56%
Pending Sales	189	214	13.23%	1,551	1,813	16.89%
New Listings	210	247	17.62%	2,145	2,223	3.64%
Average List Price	228,622	262,072	14.63%	191,012	225,375	17.99%
Average Sale Price	224,755	263,788	17.37%	187,943	224,837	19.63%
Average Percent of Selling Price to List Price	99.07%	120.14%	21.27%	98.39%	101.19%	2.84%
Average Days on Market to Sale	27.77	21.15	-23.86%	35.91	22.48	-37.40%
Monthly Inventory	729	466	-36.08%	729	466	-36.08%
Months Supply of Inventory	5.04	2.60	-48.38%	5.04	2.60	-48.38%

Absorption: Last 12 months, an Average of **179** Sales/Month

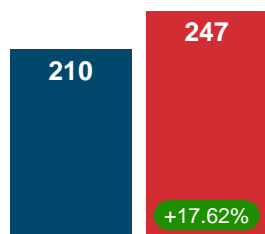
Inventory on September 30, 2021 = **466**

2020 **2021**

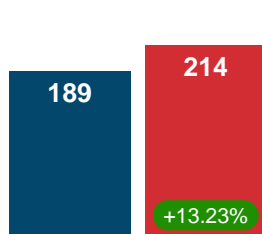
SEPTEMBER MARKET

AVERAGE PRICES

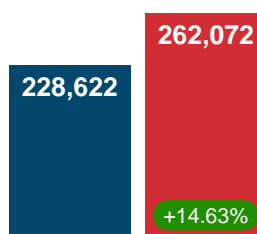
New Listings



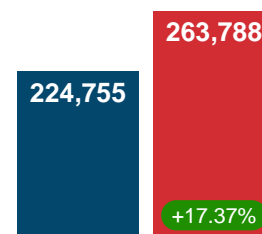
Pending Listings



List Price



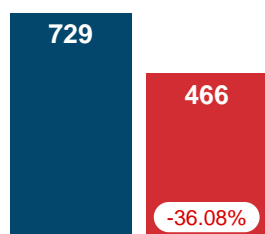
Sale Price



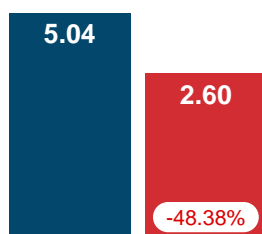
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

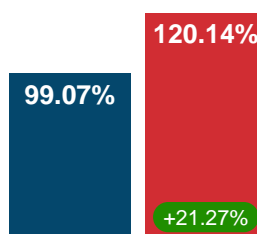
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

