

March 2022



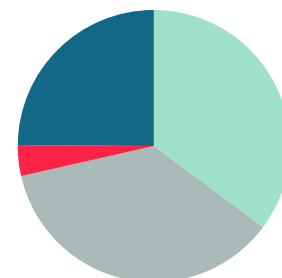
Area Delimited by County Of Wagoner - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	March 2022	+/-%
Closed Listings	146	154	5.48%
Pending Listings	184	159	-13.59%
New Listings	201	161	-19.90%
Average List Price	251,049	282,419	12.50%
Average Sale Price	250,975	282,514	12.57%
Average Percent of Selling Price to List Price	99.60%	99.99%	0.39%
Average Days on Market to Sale	27.36	22.05	-19.43%
End of Month Inventory	396	109	-72.47%
Months Supply of Inventory	2.86	0.67	-76.63%



■ Closed (35.16%)
■ Pending (36.30%)
■ Other OffMarket (3.65%)
■ Active (24.89%)

Absorption: Last 12 months, an Average of **163** Sales/Month
Active Inventory as of March 31, 2022 = **109**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **72.47%** to 109 existing homes available for sale. Over the last 12 months this area has had an average of 163 closed sales per month. This represents an unsold inventory index of **0.67** 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 **12.57%** in March 2022 to \$282,514 versus the previous year at \$250,975.

Average Days on Market Shortens

The average number of **22.05** days that homes spent on the market before selling decreased by 5.32 days or **19.43%** in March 2022 compared to last year's same month at **27.36** DOM.

Sales Success for March 2022 is Positive

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

There were 161 New Listings in March 2022, down **19.90%** from last year at 201. Furthermore, there were 154 Closed Listings this month versus last year at 146, a **5.48%** increase.

Closed versus Listed trends yielded a **95.7%** ratio, up from previous year's, March 2021, at **72.6%**, a **31.69%** 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

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

March 2022



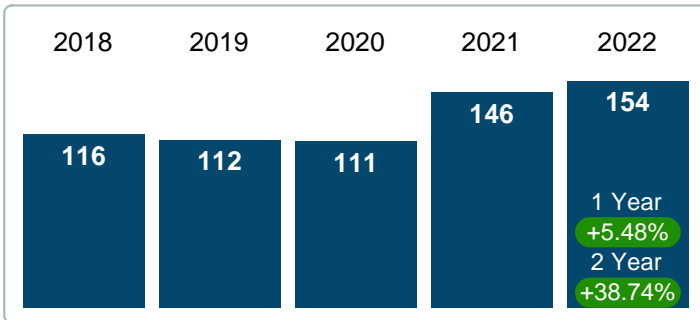
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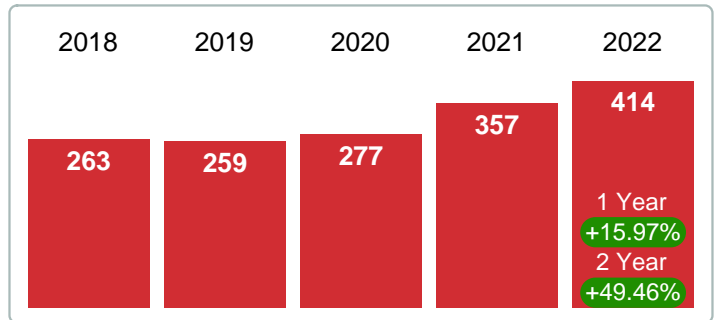
CLOSED LISTINGS

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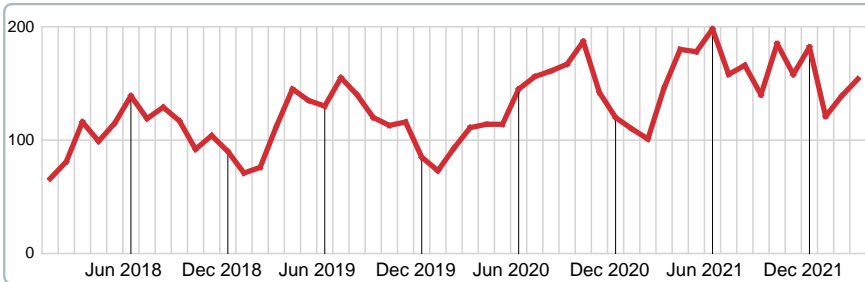
MARCH



YEAR TO DATE (YTD)

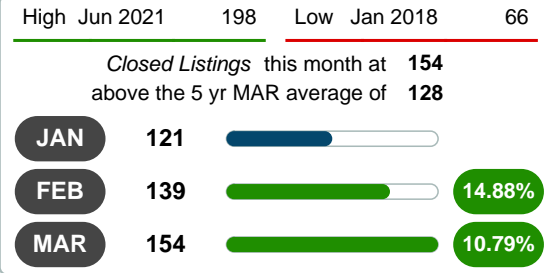


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 128



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$150,000 and less	16	10.39%	25.8	6	8	2	0
\$150,001 - \$175,000	9	5.84%	28.3	0	6	3	0
\$175,001 - \$200,000	14	9.09%	8.2	1	12	1	0
\$200,001 - \$275,000	49	31.82%	16.8	2	36	11	0
\$275,001 - \$350,000	30	19.48%	19.7	0	17	11	2
\$350,001 - \$450,000	22	14.29%	16.2	1	5	15	1
\$450,001 and up	14	9.09%	60.0	1	5	5	3
Total Closed Units	154			11	89	48	6
Total Closed Volume	43,507,127	100%	22.0	2.15M	22.73M	15.93M	2.70M
Average Closed Price	\$282,514			\$195,273	\$255,381	\$331,963	\$449,333

March 2022



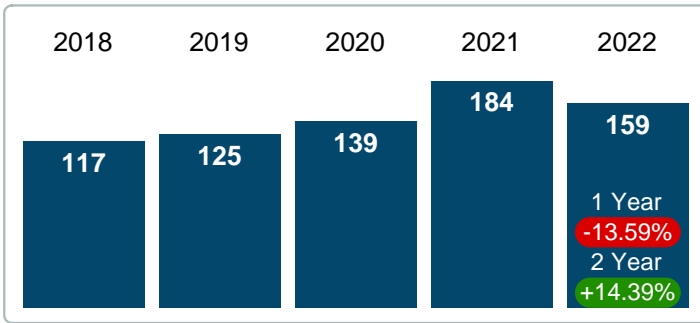
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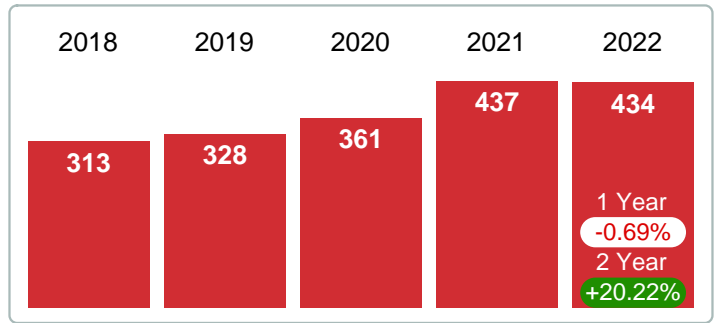
PENDING LISTINGS

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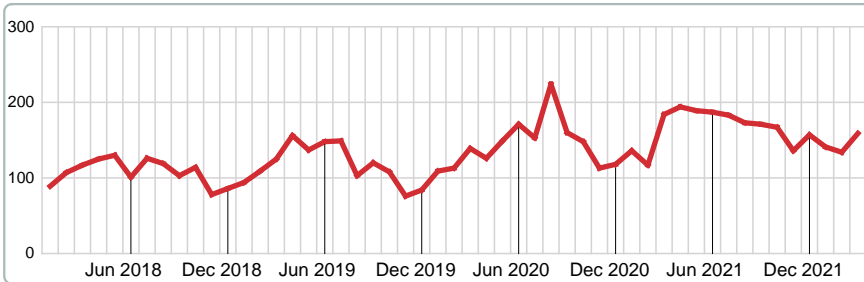
MARCH



YEAR TO DATE (YTD)

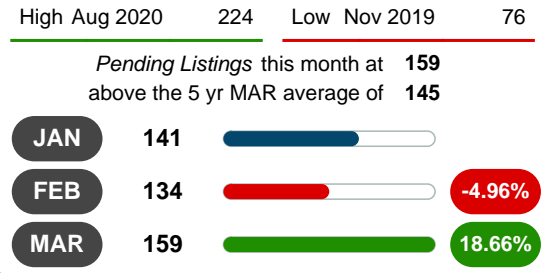


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 145



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$125,000 and less	16	10.06%	30.6	6	9	1	0
\$125,001 - \$150,000	13	8.18%	24.3	2	9	2	0
\$150,001 - \$200,000	24	15.09%	15.3	1	20	3	0
\$200,001 - \$275,000	34	21.38%	11.6	0	25	9	0
\$275,001 - \$350,000	32	20.13%	30.7	0	22	9	1
\$350,001 - \$475,000	25	15.72%	18.5	0	9	14	2
\$475,001 and up	15	9.43%	56.9	0	6	8	1
Total Pending Units	159			9	100	46	4
Total Pending Volume	46,334,568	100%	35.8	867.70K	25.85M	17.19M	2.43M
Average Listing Price	\$292,986			\$96,411	\$258,472	\$373,680	\$607,600

March 2022



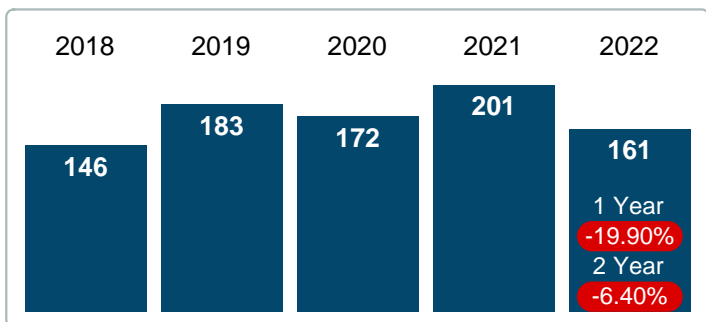
Area Delimited by County Of Wagoner - Residential Property Type



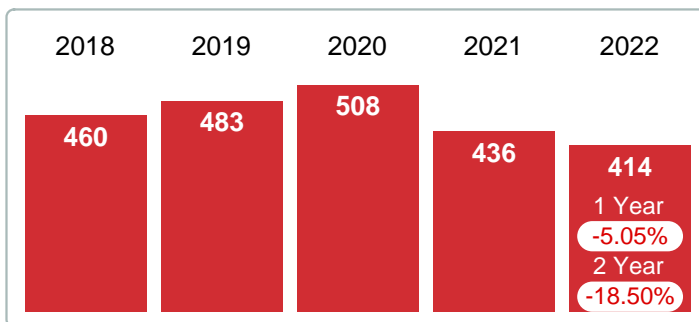
NEW LISTINGS

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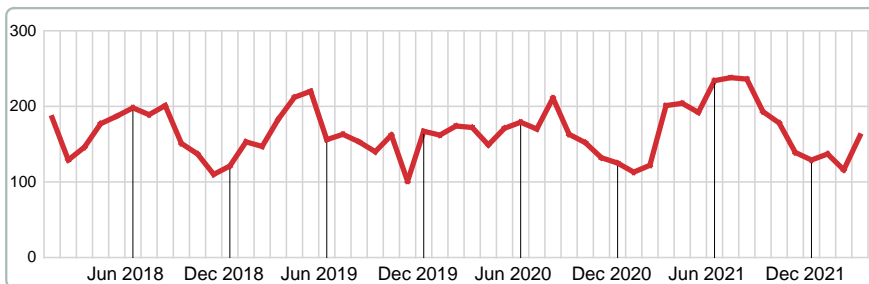
MARCH



YEAR TO DATE (YTD)

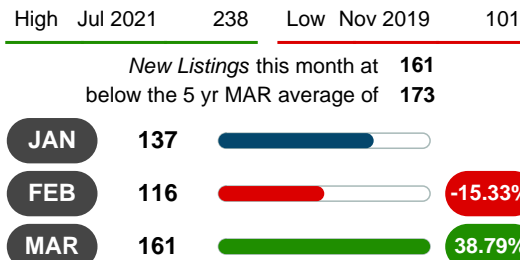


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 173



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	12	7.45%	9	3	0	0
\$75,001 - \$150,000	24	14.91%	7	15	2	0
\$150,001 - \$200,000	24	14.91%	2	20	2	0
\$200,001 - \$275,000	35	21.74%	0	27	8	0
\$275,001 - \$350,000	29	18.01%	0	23	6	0
\$350,001 - \$475,000	20	12.42%	1	4	14	1
\$475,001 and up	17	10.56%	1	6	7	3
Total New Listed Units	161		20	98	39	4
Total New Listed Volume	44,821,974	100%	2.65M	23.64M	14.22M	4.31M
Average New Listed Listing Price	\$295,934		\$132,305	\$241,266	\$364,712	\$1,077,000

March 2022



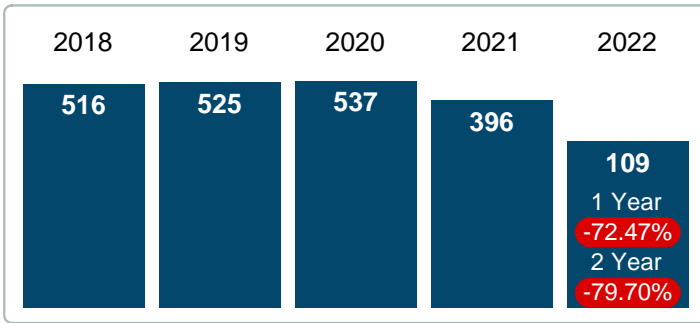
Area Delimited by County Of Wagoner - Residential Property Type



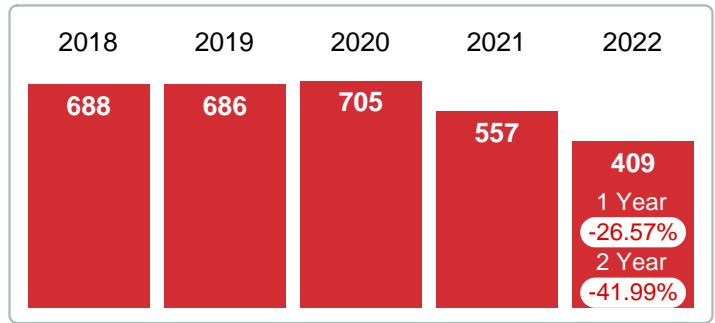
ACTIVE INVENTORY

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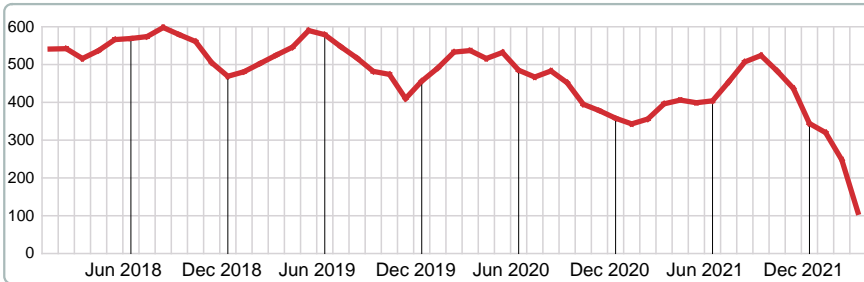
END OF MARCH



ACTIVE DURING MARCH

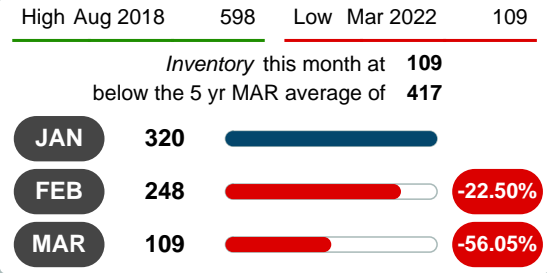


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 417



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	8	7.34%	10.8	6	2	0	0
\$75,001 - \$150,000	16	14.68%	48.3	6	9	1	0
\$150,001 - \$200,000	16	14.68%	55.4	2	11	2	1
\$200,001 - \$325,000	28	25.69%	37.3	1	16	9	2
\$325,001 - \$450,000	14	12.84%	75.2	0	7	6	1
\$450,001 - \$700,000	17	15.60%	62.2	2	4	7	4
\$700,001 and up	10	9.17%	87.8	0	5	1	4
Total Active Inventory by Units	109			17	54	26	12
Total Active Inventory by Volume	41,234,340	100%	53.0	2.58M	19.32M	10.26M	9.08M
Average Active Inventory Listing Price	\$378,297			\$151,818	\$357,762	\$394,561	\$756,308

March 2022



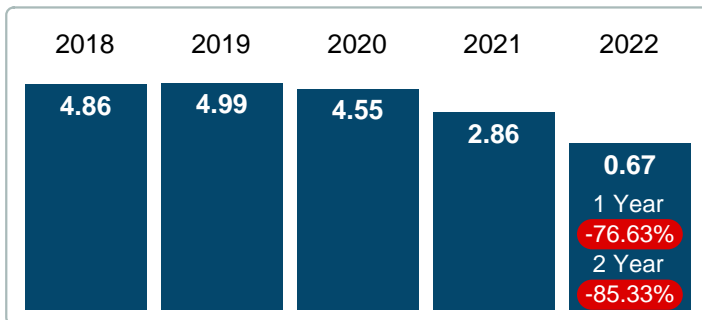
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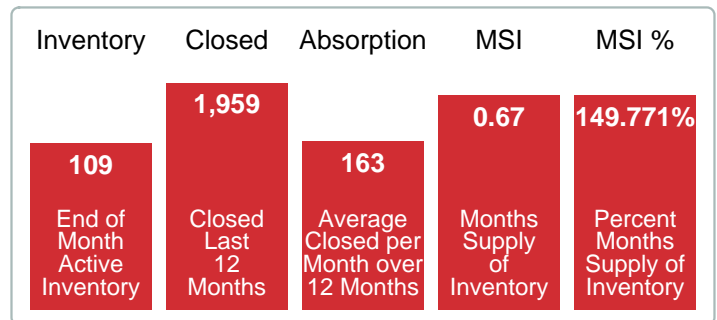
MONTHS SUPPLY of INVENTORY (MSI)

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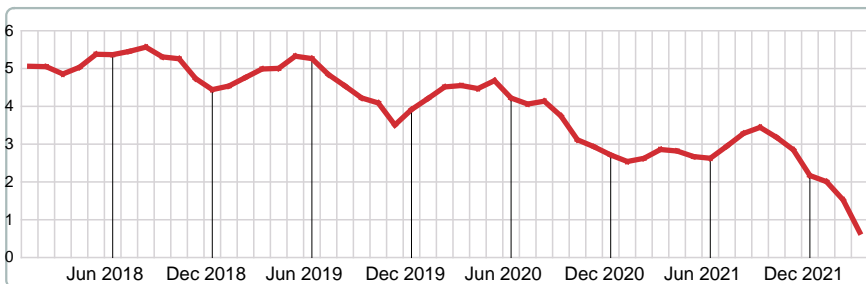
MSI FOR MARCH



INDICATORS FOR MARCH 2022



5 YEAR MARKET ACTIVITY TRENDS

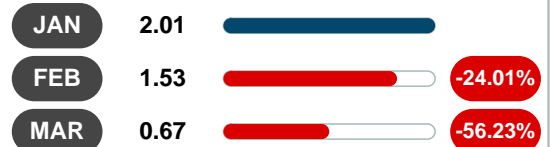


3 MONTHS

5 year MAR AVG = 3.58

High Aug 2018 5.57 Low Mar 2022 0.67

Months Supply this month at **0.67**
below the 5 yr MAR average of **3.58**



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
\$75,000 and less	8	7.34%	1.85	2.48	1.26	0.00	0.00
\$75,001 - \$150,000	16	14.68%	0.91	1.76	0.72	0.67	0.00
\$150,001 - \$200,000	16	14.68%	0.50	1.20	0.43	0.46	12.00
\$200,001 - \$325,000	28	25.69%	0.37	0.67	0.33	0.38	1.60
\$325,001 - \$450,000	14	12.84%	0.60	0.00	0.69	0.57	0.44
\$450,001 - \$700,000	17	15.60%	1.74	24.00	1.26	1.40	2.67
\$700,001 and up	10	9.17%	7.50	0.00	30.00	1.50	8.00
Market Supply of Inventory (MSI)		0.67		1.76	0.53	0.56	2.09
Total Active Inventory by Units		109	100%	17	54	26	12

March 2022



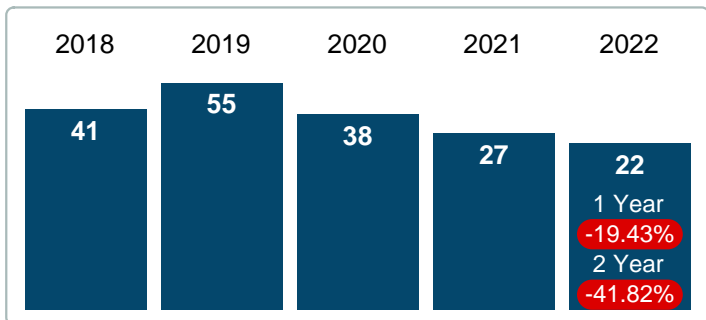
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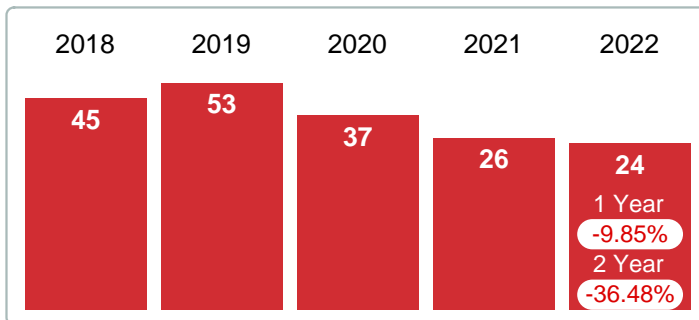
AVERAGE DAYS ON MARKET TO SALE

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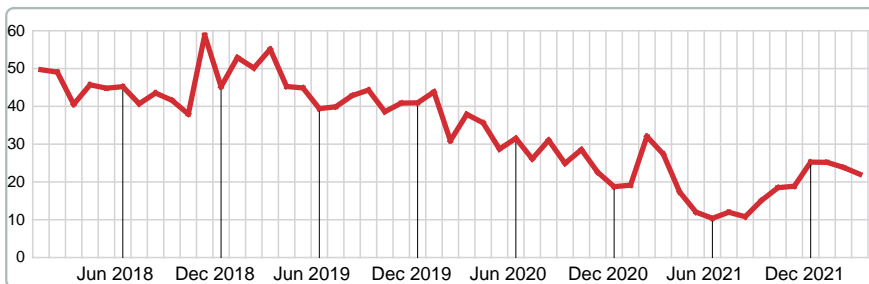
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

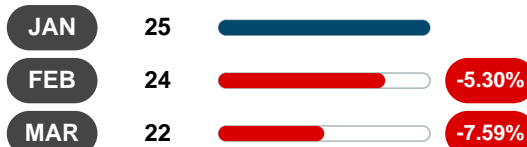


3 MONTHS

5 year MAR AVG = 37

High Nov 2018 59 Low Jun 2021 10

Average Days on Market to Sale this month at 22 below the 5 yr MAR average of 37



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
\$150,000 and less	10.39%	26	16	18	88	0
\$150,001 - \$175,000	5.84%	28	0	29	26	0
\$175,001 - \$200,000	9.09%	8	31	7	1	0
\$200,001 - \$275,000	31.82%	17	3	11	38	0
\$275,001 - \$350,000	19.48%	20	0	21	21	3
\$350,001 - \$450,000	14.29%	16	6	10	19	11
\$450,001 and up	9.09%	60	110	40	73	56
Average Closed DOM		22	22	16	32	31
Total Closed Units	100%	22	11	89	48	6
Total Closed Volume		43,507,127	2.15M	22.73M	15.93M	2.70M

March 2022



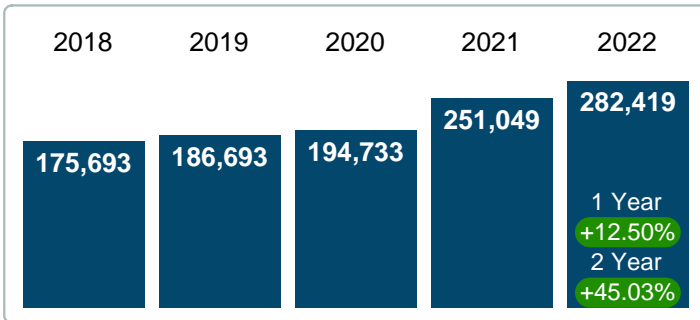
Area Delimited by County Of Wagoner - Residential Property Type



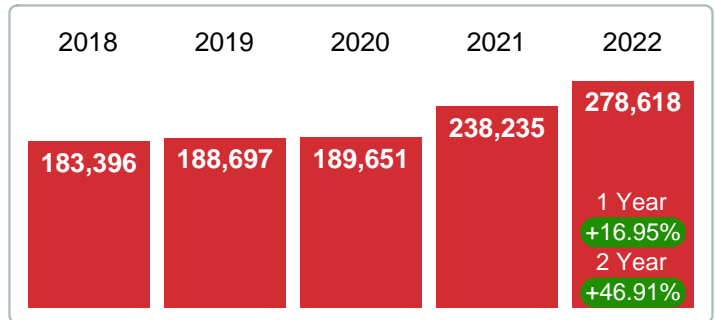
AVERAGE LIST PRICE AT CLOSING

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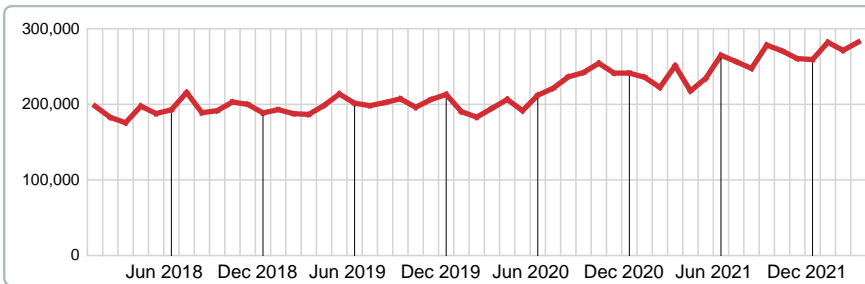
MARCH



YEAR TO DATE (YTD)

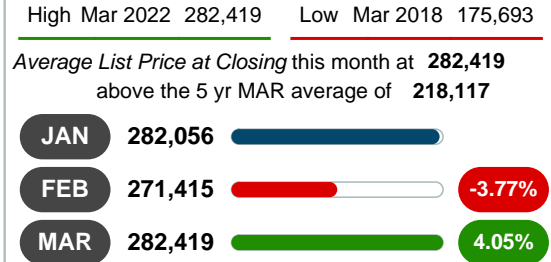


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 218,117



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
\$150,000 and less	18	113,628	103,483	116,700	96,950	0
\$150,001 - \$175,000	5	167,780	0	170,633	162,267	0
\$175,001 - \$200,000	20	189,375	195,000	186,067	200,000	0
\$200,001 - \$275,000	45	236,830	225,000	232,023	241,953	0
\$275,001 - \$350,000	31	307,811	0	308,190	303,265	299,950
\$350,001 - \$450,000	21	398,438	395,000	410,760	395,240	409,900
\$450,001 and up	14	589,586	524,500	549,800	651,940	548,633
Average List Price		282,419	198,673	253,765	334,717	442,617
Total Closed Units		154	11	89	48	6
Total Closed Volume		43,492,578	2.19M	22.59M	16.07M	2.66M

March 2022



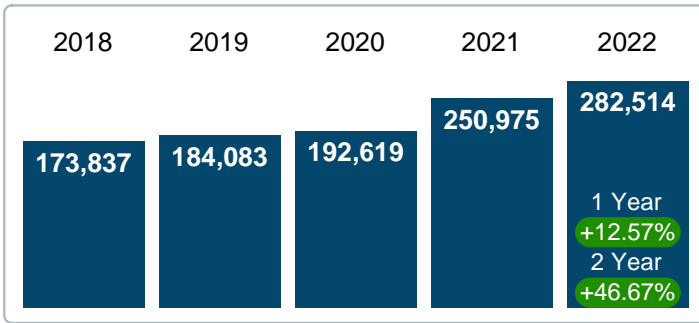
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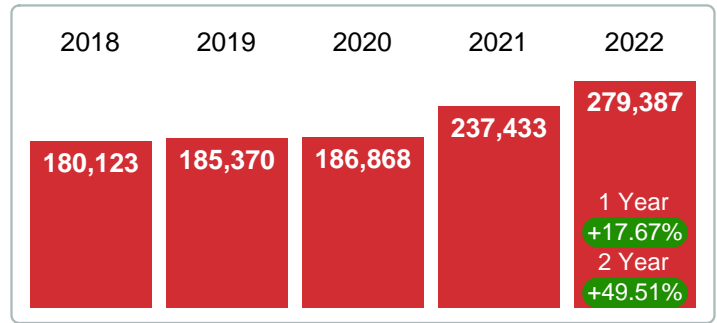
AVERAGE SOLD PRICE AT CLOSING

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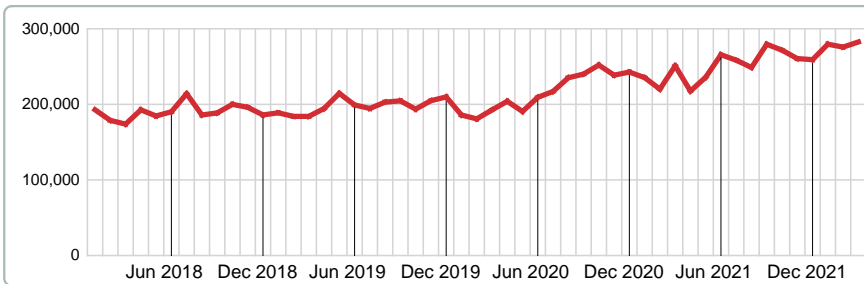
MARCH



YEAR TO DATE (YTD)

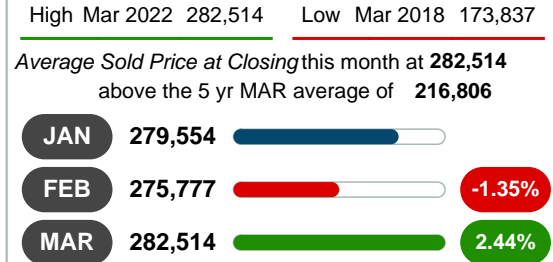


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 216,806



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
\$150,000 and less	10.39%	106,981	95,417	117,413	99,950	0
\$150,001 - \$175,000	5.84%	167,267	0	169,067	163,667	0
\$175,001 - \$200,000	9.09%	191,386	193,000	190,533	200,000	0
\$200,001 - \$275,000	31.82%	236,151	228,750	234,419	243,163	0
\$275,001 - \$350,000	19.48%	306,360	0	308,365	303,055	307,500
\$350,001 - \$450,000	14.29%	396,374	395,000	414,000	389,015	420,000
\$450,001 and up	9.09%	580,586	530,000	547,500	639,940	553,667
Average Sold Price		282,514	195,273	255,381	331,963	449,333
Total Closed Units	100%	282,514	11	89	48	6
Total Closed Volume		43,507,127	2.15M	22.73M	15.93M	2.70M

March 2022



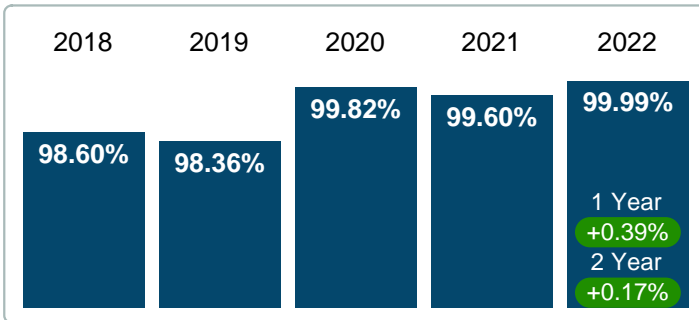
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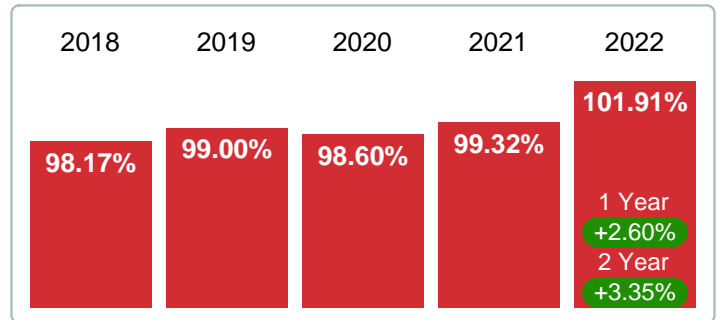
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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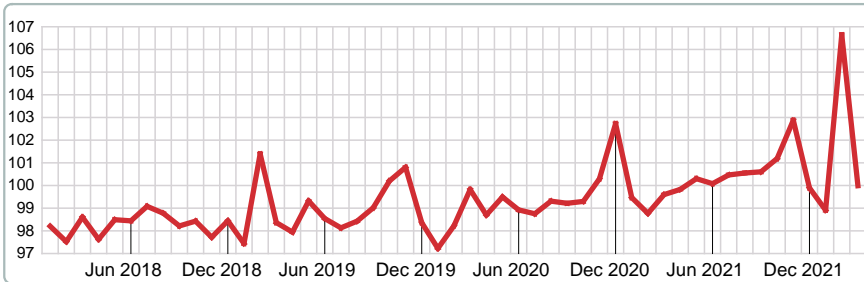
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

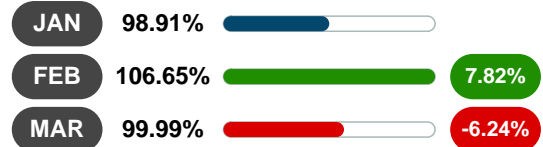


3 MONTHS

5 year MAR AVG = 99.28%

High Feb 2022 106.65% Low Jan 2020 97.23%

Average Sold/List Ratio this month at **99.99%**
above the 5 yr MAR average of **99.28%**



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
\$150,000 and less	16	10.39%	95.58%	87.45%	100.00%	102.24%	0.00%
\$150,001 - \$175,000	9	5.84%	100.10%	0.00%	99.20%	101.90%	0.00%
\$175,001 - \$200,000	14	9.09%	102.03%	98.97%	102.46%	100.00%	0.00%
\$200,001 - \$275,000	49	31.82%	101.05%	101.66%	101.14%	100.67%	0.00%
\$275,001 - \$350,000	30	19.48%	100.21%	0.00%	100.13%	99.90%	102.63%
\$350,001 - \$450,000	22	14.29%	99.49%	100.00%	100.84%	98.80%	102.46%
\$450,001 and up	14	9.09%	99.53%	101.05%	99.63%	98.24%	101.02%
Average Sold/List Ratio		100.00%		93.46%	100.79%	99.78%	101.80%
Total Closed Units	154	100%	100.00%	11	89	48	6
Total Closed Volume	43,507,127			2.15M	22.73M	15.93M	2.70M

March 2022



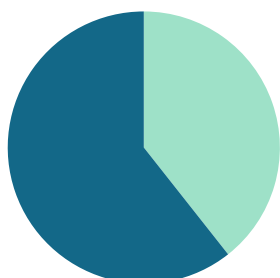
Area Delimited by County Of Wagoner - Residential Property Type



MARKET SUMMARY

Report produced on Apr 11, 2022 for MLS Technology Inc.

INVENTORY

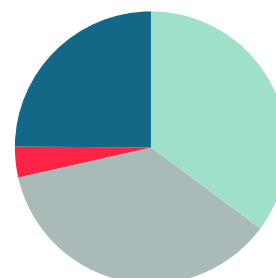


Inventory
 New Listings
161 = 39.36%
 Start Inventory
248
 Total Inventory Units
409
 Volume
\$128,171,710

Market Activity

Closed Sales
154 = 35.16%
 Pending Sales
159 = 36.30%
 Other Off Market
16 = 3.65%
 Active Inventory
109 = 24.89%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	146	154	5.48%	357	414	15.97%
Pending Sales	184	159	-13.59%	437	434	-0.69%
New Listings	201	161	-19.90%	436	414	-5.05%
Average List Price	251,049	282,419	12.50%	238,235	278,618	16.95%
Average Sale Price	250,975	282,514	12.57%	237,433	279,387	17.67%
Average Percent of Selling Price to List Price	99.60%	99.99%	0.39%	99.32%	101.91%	2.60%
Average Days on Market to Sale	27.36	22.05	-19.43%	26.15	23.57	-9.85%
Monthly Inventory	396	109	-72.47%	396	109	-72.47%
Months Supply of Inventory	2.86	0.67	-76.63%	2.86	0.67	-76.63%

Absorption: Last 12 months, an Average of **163** Sales/Month

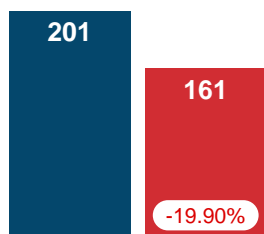
Inventory on March 31, 2022 = **109**

2021 **2022**

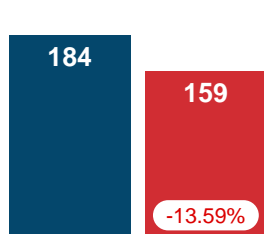
MARCH MARKET

AVERAGE PRICES

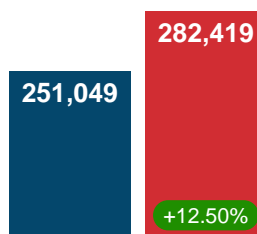
New Listings



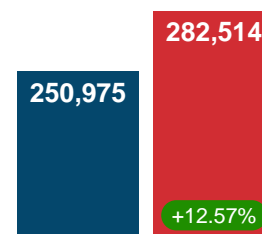
Pending Listings



List Price



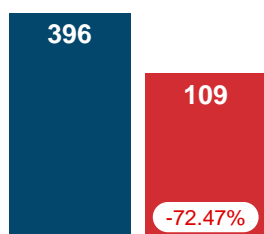
Sale Price



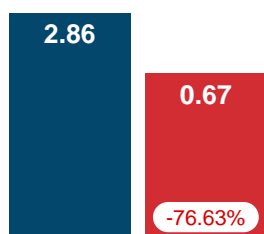
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

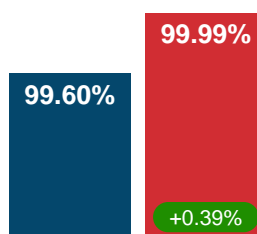
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

