

# January 2021

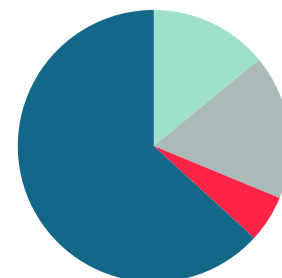
Area Delimited by County Of Muskogee



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	January 2021	+/-%
Closed Listings	48	58	20.83%
Pending Listings	61	71	16.39%
New Listings	105	87	-17.14%
Average List Price	131,376	168,720	28.43%
Average Sale Price	125,596	165,292	31.61%
Average Percent of Selling Price to List Price	96.29%	98.06%	1.84%
Average Days on Market to Sale	44.23	35.19	-20.44%
End of Month Inventory	419	261	-37.71%
Months Supply of Inventory	6.56	3.96	-39.68%



■ Closed (14.04%)  
■ Pending (17.19%)  
■ Other OffMarket (5.57%)  
■ Active (63.20%)

**Absorption:** Last 12 months, an Average of **66** Sales/Month  
**Active Inventory** as of January 31, 2021 = **261**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2021 decreased **37.71%** to 261 existing homes available for sale. Over the last 12 months this area has had an average of 66 closed sales per month. This represents an unsold inventory index of **3.96** 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 **31.61%** in January 2021 to \$165,292 versus the previous year at \$125,596.

#### Average Days on Market Shortens

The average number of **35.19** days that homes spent on the market before selling decreased by 9.04 days or **20.44%** in January 2021 compared to last year's same month at **44.23** DOM.

#### Sales Success for January 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 87 New Listings in January 2021, down **17.14%** from last year at 105. Furthermore, there were 58 Closed Listings this month versus last year at 48, a **20.83%** increase.

Closed versus Listed trends yielded a **66.7%** ratio, up from previous year's, January 2020, at **45.7%**, a **45.83%** 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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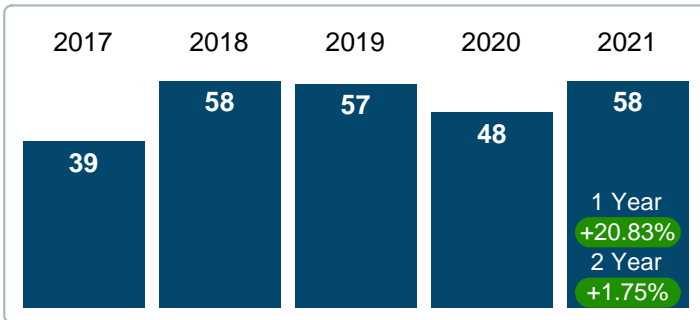
Area Delimited by County Of Muskogee



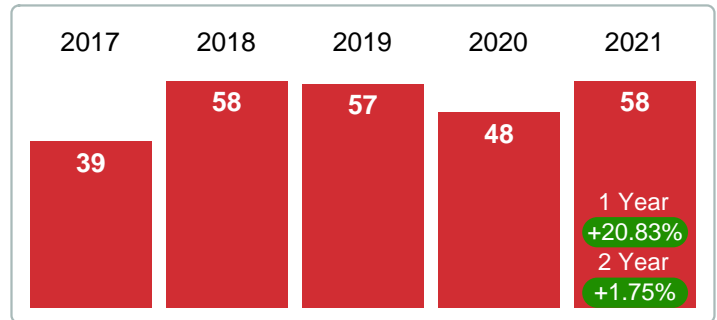
## CLOSED LISTINGS

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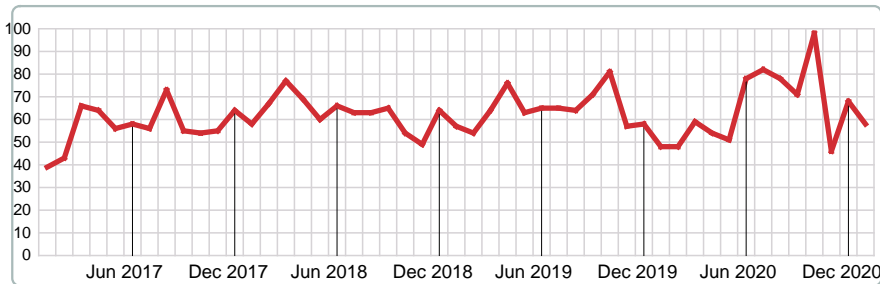
### JANUARY



### YEAR TO DATE (YTD)

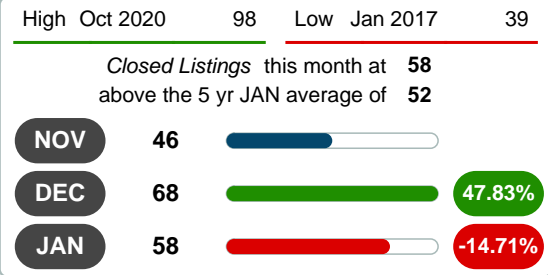


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 52



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.90%	30.3	3	1	0	0
\$50,001 - \$75,000	9	15.52%	62.8	4	3	2	0
\$75,001 - \$100,000	5	8.62%	19.2	0	4	1	0
\$100,001 - \$150,000	15	25.86%	14.5	3	9	3	0
\$150,001 - \$200,000	10	17.24%	30.4	0	6	3	1
\$200,001 - \$350,000	9	15.52%	52.3	1	4	4	0
\$350,001 and up	6	10.34%	44.3	0	3	3	0
<b>Total Closed Units</b>	<b>58</b>			<b>11</b>	<b>30</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>9,586,922</b>	<b>100%</b>	<b>35.2</b>	<b>1.06M</b>	<b>4.76M</b>	<b>3.59M</b>	<b>181.00K</b>
<b>Average Closed Price</b>	<b>\$165,292</b>			<b>\$95,955</b>	<b>\$158,647</b>	<b>\$224,438</b>	<b>\$181,000</b>

# January 2021



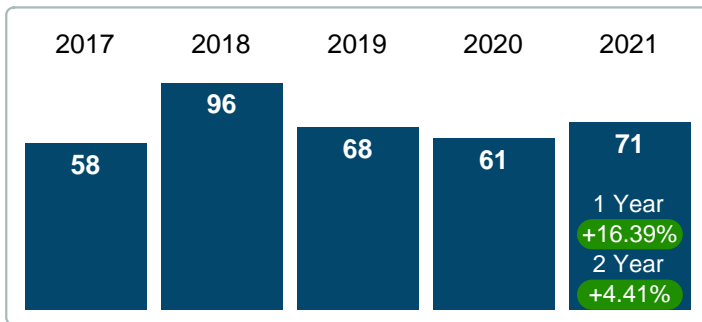
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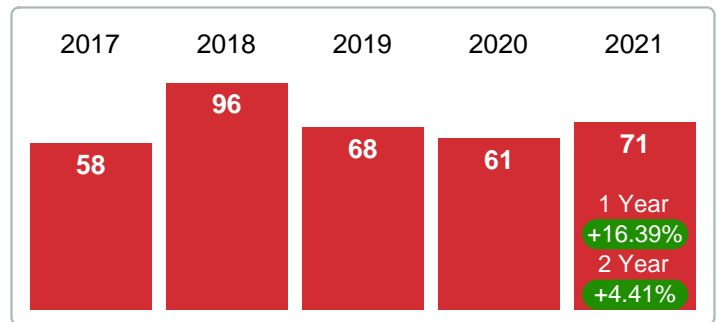
## PENDING LISTINGS

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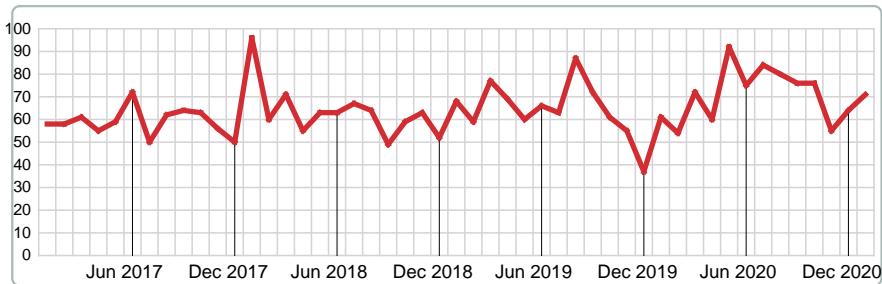
### JANUARY



### YEAR TO DATE (YTD)

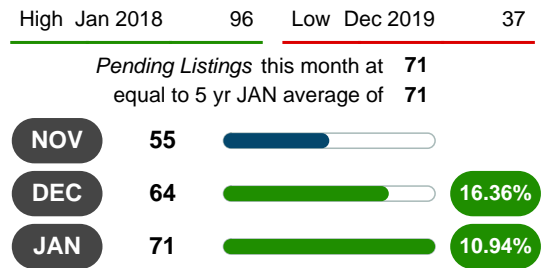


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 71



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	9.86%	61.6	2	4	1	0
\$30,001 - \$50,000	5	7.04%	52.4	1	4	0	0
\$50,001 - \$110,000	14	19.72%	65.9	6	6	2	0
\$110,001 - \$160,000	19	26.76%	41.6	3	10	5	1
\$160,001 - \$230,000	10	14.08%	19.4	0	9	1	0
\$230,001 - \$260,000	5	7.04%	35.2	1	3	0	1
\$260,001 and up	11	15.49%	57.8	2	5	4	0
<b>Total Pending Units</b>	<b>71</b>			<b>15</b>	<b>41</b>	<b>13</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>13,063,155</b>	<b>100%</b>	<b>95.3</b>	<b>1.78M</b>	<b>8.42M</b>	<b>2.47M</b>	<b>390.00K</b>
<b>Average Listing Price</b>	<b>\$107,450</b>			<b>\$118,647</b>	<b>\$205,460</b>	<b>\$189,969</b>	<b>\$195,000</b>

# January 2021



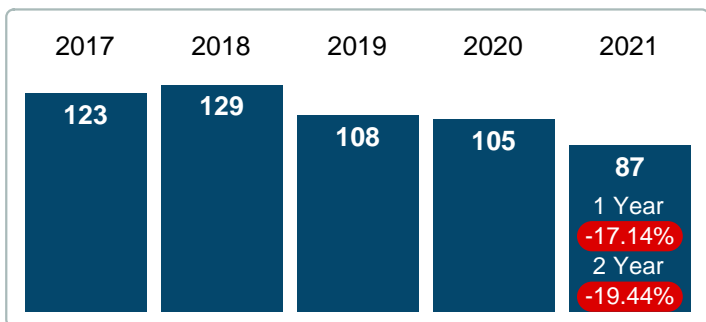
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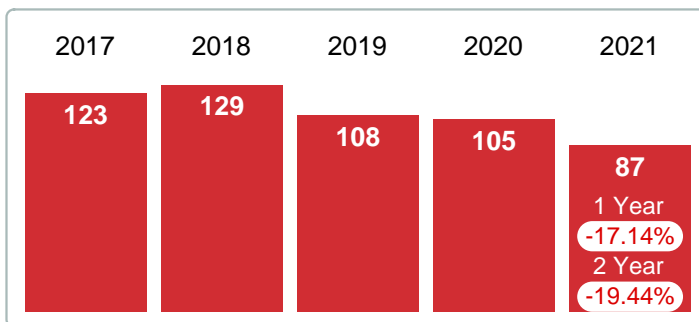
## NEW LISTINGS

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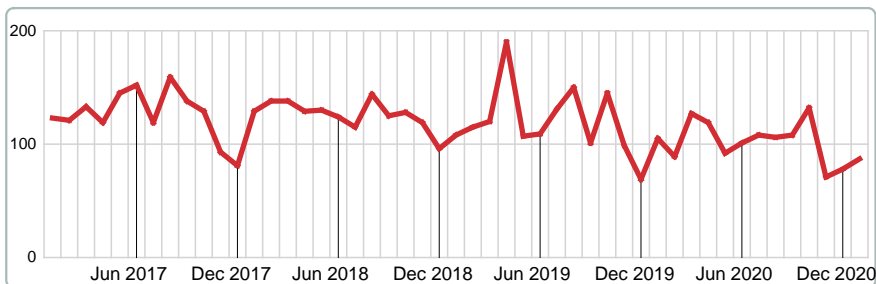
### JANUARY



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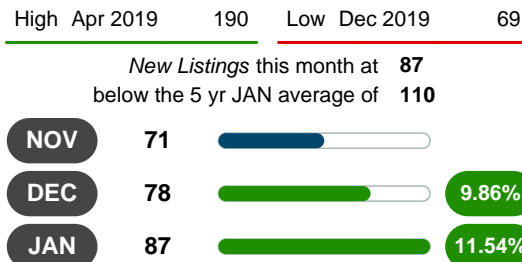


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 110



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	8.05%	3	3	1	0
\$30,001 - \$50,000	9	10.34%	6	3	0	0
\$50,001 - \$100,000	17	19.54%	12	4	1	0
\$100,001 - \$160,000	20	22.99%	7	11	2	0
\$160,001 - \$210,000	14	16.09%	1	11	1	1
\$210,001 - \$320,000	12	13.79%	2	7	2	1
\$320,001 and up	8	9.20%	4	3	1	0
<b>Total New Listed Units</b>	<b>87</b>		<b>35</b>	<b>42</b>	<b>8</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>15,687,700</b>	<b>100%</b>	<b>5.00M</b>	<b>8.77M</b>	<b>1.50M</b>	<b>420.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$0</b>		<b>\$142,724</b>	<b>\$208,915</b>	<b>\$187,238</b>	<b>\$210,000</b>

# January 2021



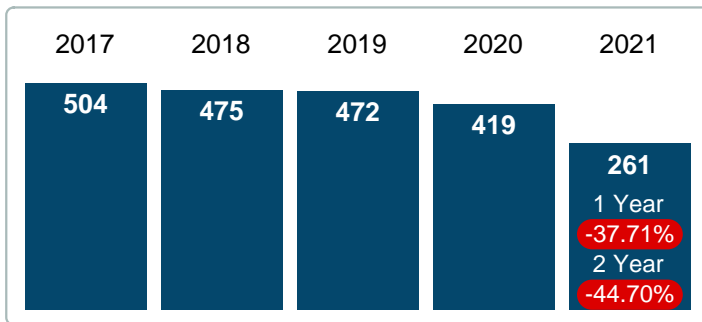
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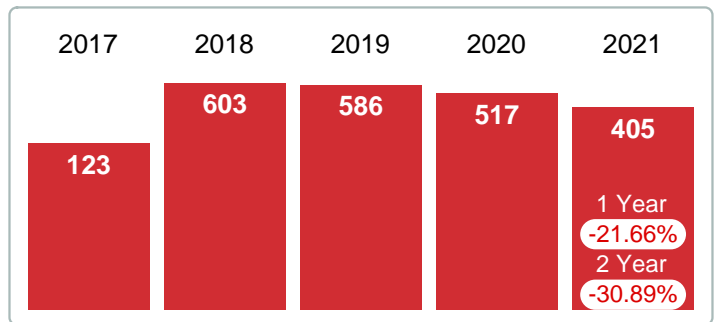
## ACTIVE INVENTORY

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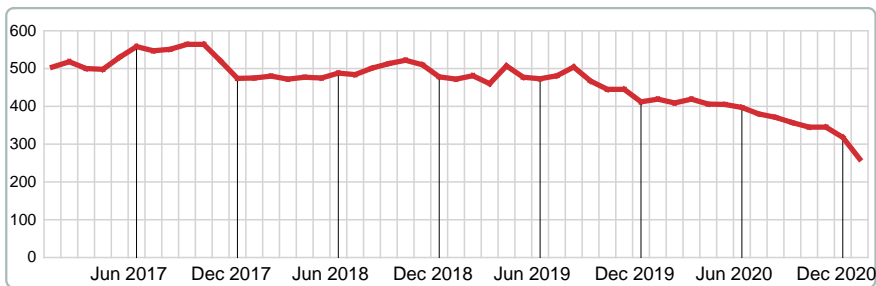
### END OF JANUARY



### ACTIVE DURING JANUARY

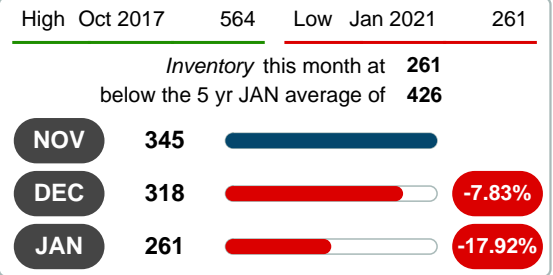


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 426



### 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-\$25,000	50	19.16%	109.4	45	3	2	0
\$25,001-\$50,000	38	14.56%	83.0	25	11	2	0
\$50,001-\$125,000	60	22.99%	86.9	42	15	3	0
\$125,001-\$225,000	51	19.54%	81.1	25	21	4	1
\$225,001-\$375,000	34	13.03%	110.0	14	11	8	1
\$375,001 and up	28	10.73%	129.7	23	2	2	1
<b>Total Active Inventory by Units</b>				174	63	21	3
<b>Total Active Inventory by Volume</b>				30.27M	11.19M	4.85M	1.43M
<b>Average Active Inventory Listing Price</b>				\$173,958	\$177,597	\$230,917	\$476,600

# January 2021



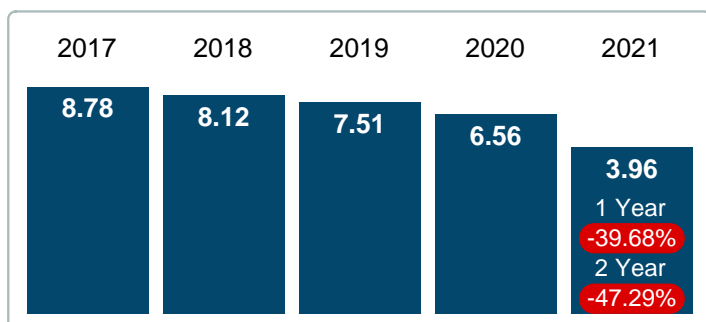
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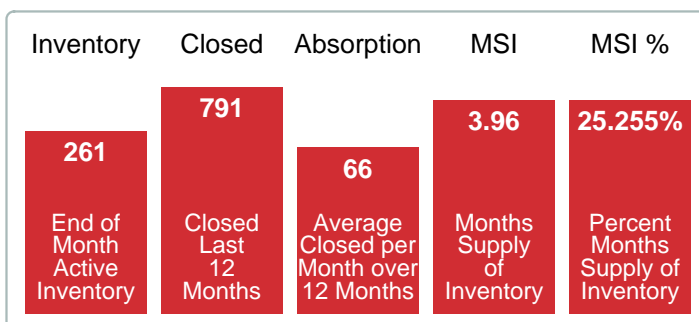
## MONTHS SUPPLY of INVENTORY (MSI)

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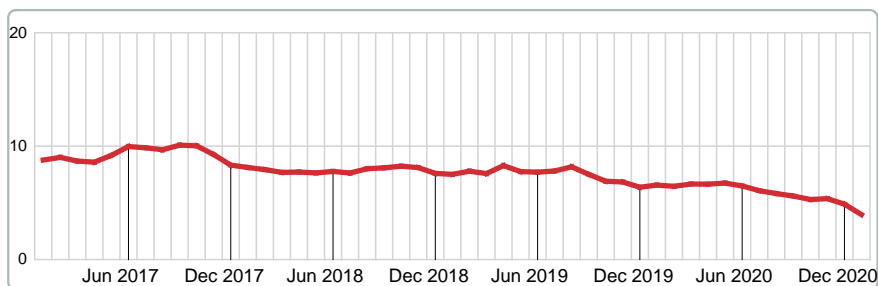
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

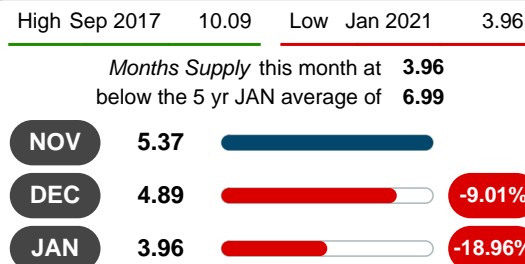


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 6.99



### 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
\$10,000 and less	4	1.53%	3.69	3.27	0.00	12.00	0.00
\$10,001 - \$20,000	37	14.18%	13.06	16.15	3.43	0.00	0.00
\$20,001 - \$60,000	56	21.46%	5.33	6.81	3.75	4.50	0.00
\$60,001 - \$140,000	60	22.99%	2.49	8.12	0.83	1.03	0.00
\$140,001 - \$240,000	45	17.24%	2.51	15.43	1.81	1.09	1.71
\$240,001 - \$380,000	32	12.26%	4.63	14.00	4.44	2.40	1.33
\$380,001 and up	27	10.34%	10.45	26.40	2.40	3.00	4.00
Market Supply of Inventory (MSI)			3.96	10.19	1.80	1.76	1.50
Total Active Inventory by Units		100%	3.96	174	63	21	3

# January 2021



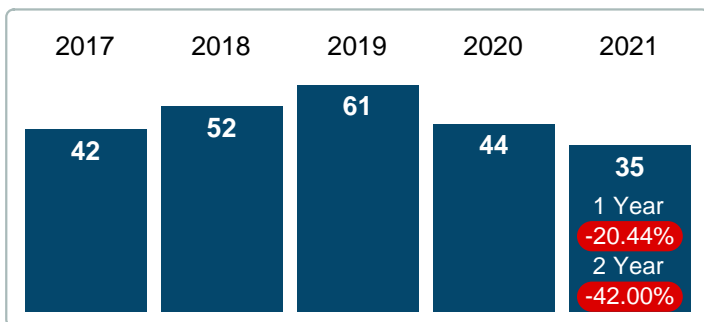
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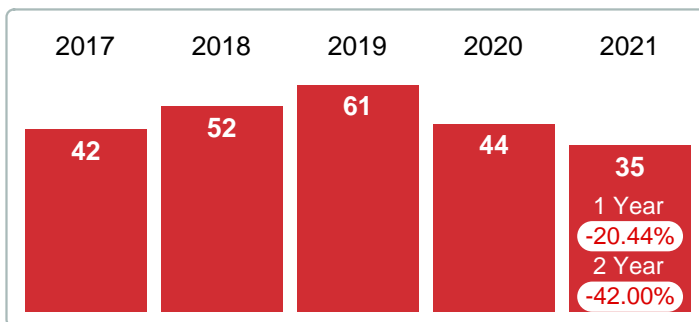
## AVERAGE DAYS ON MARKET TO SALE

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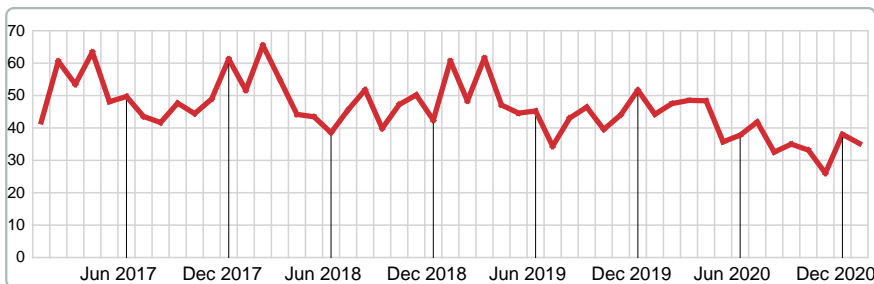
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

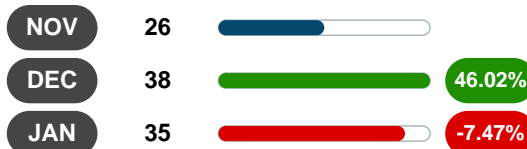


### 3 MONTHS

5 year JAN AVG = 47

High Feb 2018 66 Low Nov 2020 26

Average Days on Market to Sale this month at 35 below the 5 yr JAN average of 47



### 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	
\$50,000 and less	4	6.90%	30	30	31	0	
\$50,001 - \$75,000	9	15.52%	63	71	62	48	
\$75,001 - \$100,000	5	8.62%	19	0	14	41	
\$100,001 - \$150,000	15	25.86%	15	27	13	8	
\$150,001 - \$200,000	10	17.24%	30	0	32	36	
\$200,001 - \$350,000	9	15.52%	52	47	63	44	
\$350,001 and up	6	10.34%	44	0	23	66	
<b>Average Closed DOM</b>		35		46	30	40	
<b>Total Closed Units</b>		58	100%	35	11	30	16
<b>Total Closed Volume</b>		9,586,922		1.06M	4.76M	3.59M	181.00K

# January 2021



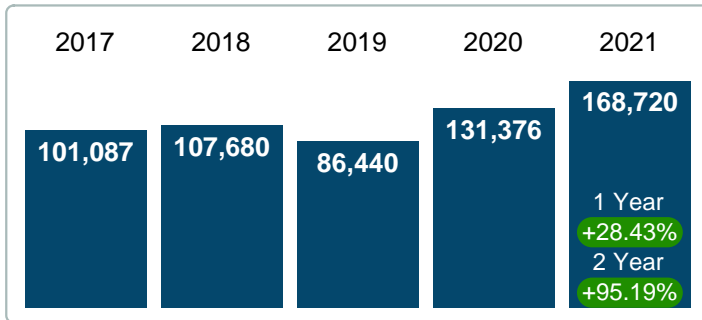
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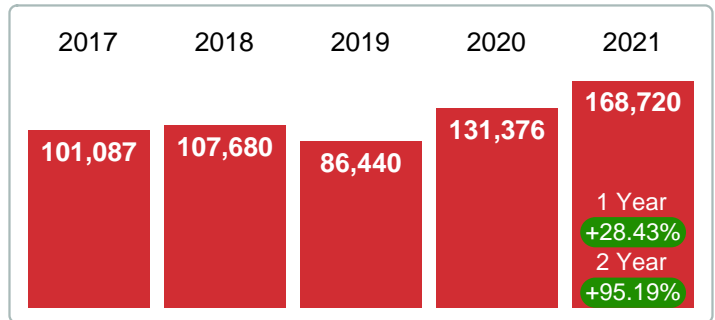
## AVERAGE LIST PRICE AT CLOSING

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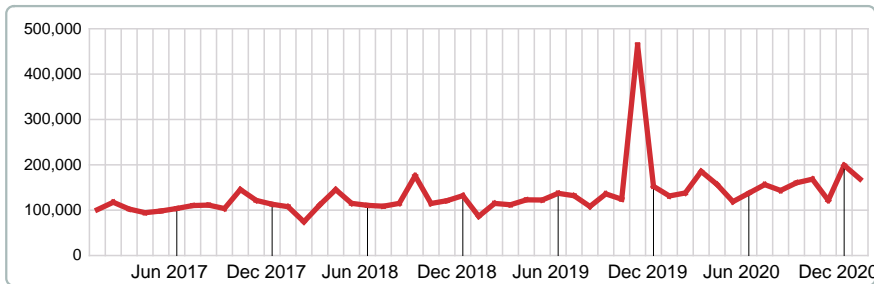
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

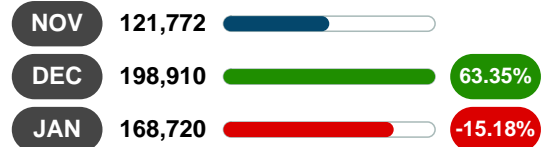


### 3 MONTHS

5 year JAN AVG = 119,061

High Nov 2019 464,004 Low Feb 2018 74,408

Average List Price at Closing this month at **168,720**  
above the 5 yr JAN average of **119,061**



### 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
\$50,000 and less	6.90%	36,825	32,467	49,900	0	0
\$50,001 - \$75,000	13.79%	65,544	71,100	63,350	67,450	0
\$75,001 - \$100,000	10.34%	86,583	0	83,750	106,000	0
\$100,001 - \$150,000	27.59%	129,869	128,333	130,778	119,800	0
\$150,001 - \$200,000	15.52%	172,911	0	166,233	186,267	150,000
\$200,001 - \$350,000	15.52%	262,522	318,000	233,325	277,850	0
\$350,001 and up	10.34%	432,967	0	387,967	477,967	0
<b>Average List Price</b>		<b>168,720</b>	<b>98,618</b>	<b>161,552</b>	<b>231,525</b>	<b>150,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>168,720</b>	<b>11</b>	<b>30</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,785,750</b>	<b>1.08M</b>	<b>4.85M</b>	<b>3.70M</b>	<b>150.00K</b>



# January 2021



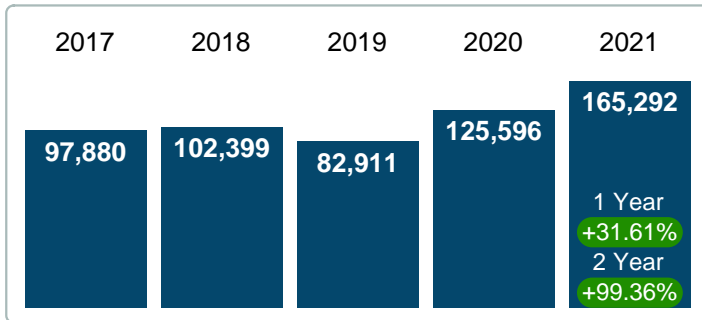
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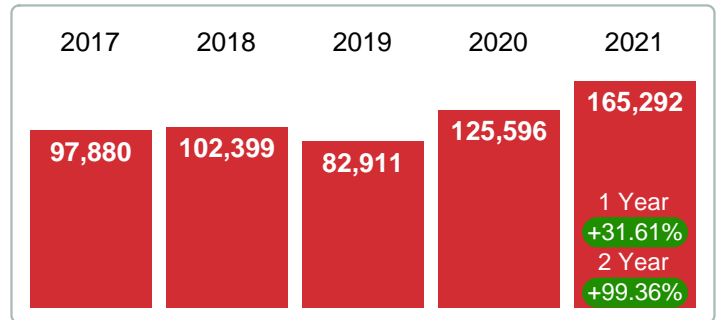
## AVERAGE SOLD PRICE AT CLOSING

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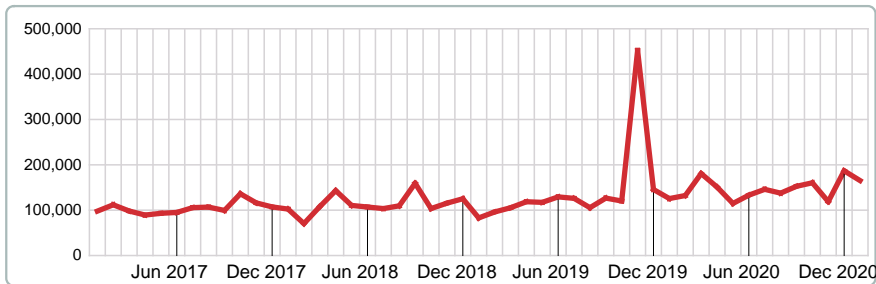
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

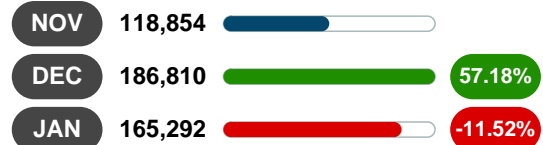


### 3 MONTHS

5 year JAN AVG = 114,816

High Nov 2019 452,107 Low Feb 2018 70,465

Average Sold Price at Closing this month at **165,292**  
above the 5 yr JAN average of **114,816**



### 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
\$50,000 and less	6.90%	32,250	29,033	41,900	0	0
\$50,001 - \$75,000	15.52%	62,367	67,225	59,867	56,400	0
\$75,001 - \$100,000	8.62%	86,720	0	83,850	98,200	0
\$100,001 - \$150,000	25.86%	127,171	127,167	130,118	118,333	0
\$150,001 - \$200,000	17.24%	169,596	0	161,677	181,633	181,000
\$200,001 - \$350,000	15.52%	260,389	318,000	232,600	273,775	0
\$350,001 and up	10.34%	419,333	0	377,000	461,667	0
<b>Average Sold Price</b>		<b>165,292</b>	<b>95,955</b>	<b>158,647</b>	<b>224,438</b>	<b>181,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>165,292</b>	<b>11</b>	<b>30</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,586,922</b>	<b>1.06M</b>	<b>4.76M</b>	<b>3.59M</b>	<b>181.00K</b>

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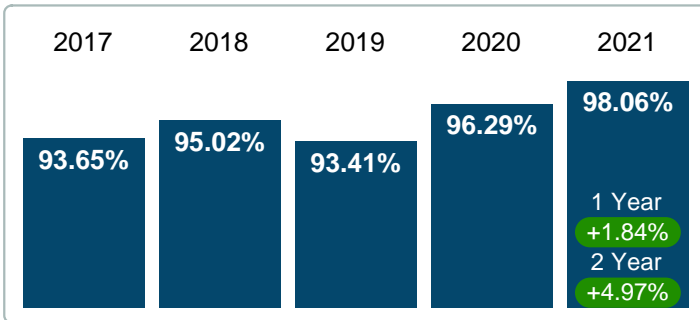
Area Delimited by County Of Muskogee



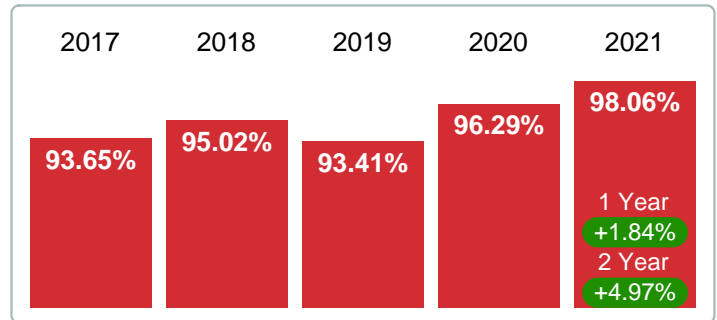
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

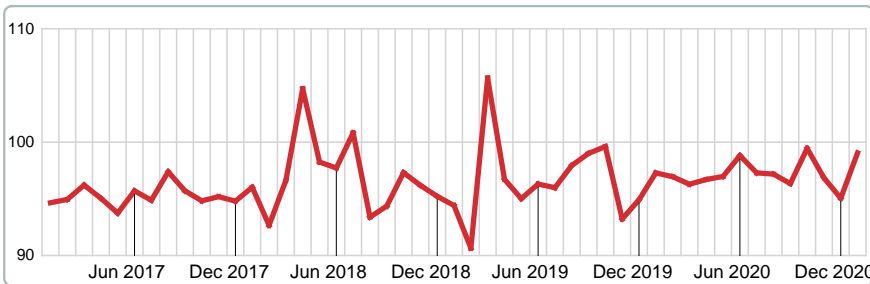
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

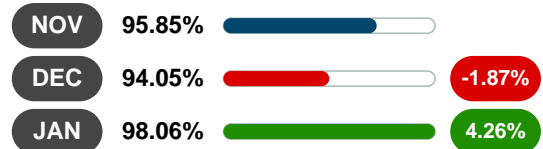


### 3 MONTHS

5 year JAN AVG = 95.29%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **98.06%**  
above the 5 yr JAN average of **95.29%**



### 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
\$50,000 and less	4	6.90%	100.16%	105.56%	83.97%	0.00%	0.00%
\$50,001 - \$75,000	9	15.52%	92.67%	95.36%	94.99%	83.80%	0.00%
\$75,001 - \$100,000	5	8.62%	98.63%	0.00%	100.13%	92.64%	0.00%
\$100,001 - \$150,000	15	25.86%	99.29%	99.21%	99.50%	98.74%	0.00%
\$150,001 - \$200,000	10	17.24%	99.68%	0.00%	97.32%	97.43%	120.67%
\$200,001 - \$350,000	9	15.52%	99.22%	100.00%	99.67%	98.57%	0.00%
\$350,001 and up	6	10.34%	96.72%	0.00%	97.20%	96.24%	0.00%
Average Sold/List Ratio		98.10%		99.61%	97.97%	95.73%	120.67%
Total Closed Units		58	100%	11	30	16	1
Total Closed Volume		9,586,922		1.06M	4.76M	3.59M	181.00K

# January 2021

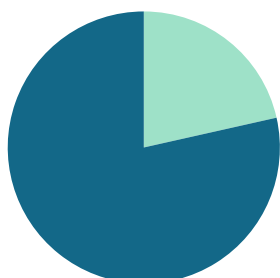
Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

### INVENTORY

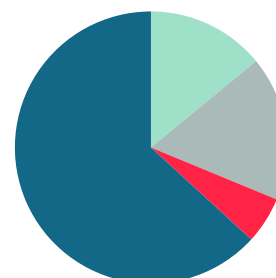


**Inventory**  
 New Listings  
**87 = 21.48%**  
 Start Inventory  
**318**  
 Total Inventory Units  
**405**  
 Volume  
**\$74,194,836**

### Market Activity

Closed Sales  
**58 = 14.04%**  
 Pending Sales  
**71 = 17.19%**  
 Other Off Market  
**23 = 5.57%**  
 Active Inventory  
**261 = 63.20%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	48	58	20.83%	48	58	20.83%
Pending Sales	61	71	16.39%	61	71	16.39%
New Listings	105	87	-17.14%	105	87	-17.14%
Average List Price	131,376	168,720	28.43%	131,376	168,720	28.43%
Average Sale Price	125,596	165,292	31.61%	125,596	165,292	31.61%
Average Percent of Selling Price to List Price	96.29%	98.06%	1.84%	96.29%	98.06%	1.84%
Average Days on Market to Sale	44.23	35.19	-20.44%	44.23	35.19	-20.44%
Monthly Inventory	419	261	-37.71%	419	261	-37.71%
Months Supply of Inventory	6.56	3.96	-39.68%	6.56	3.96	-39.68%

**Absorption:** Last 12 months, an Average of **66** Sales/Month

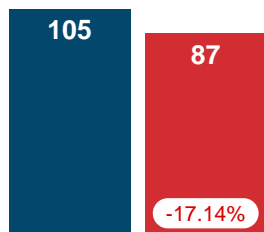
**Inventory** on January 31, 2021 = **261**

**2020** **2021**

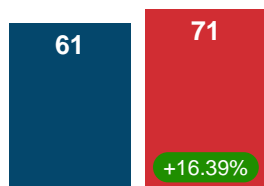
### JANUARY MARKET

### AVERAGE PRICES

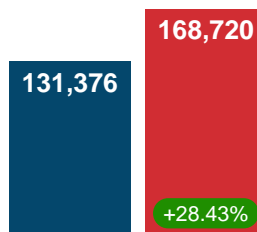
#### New Listings



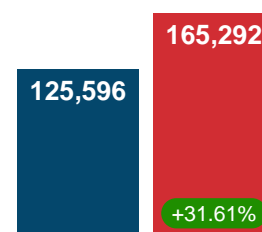
#### Pending Listings



#### List Price



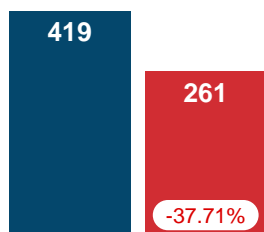
#### Sale Price



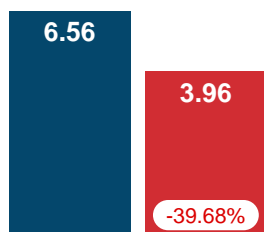
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

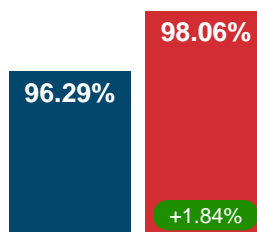
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

