

January 2021

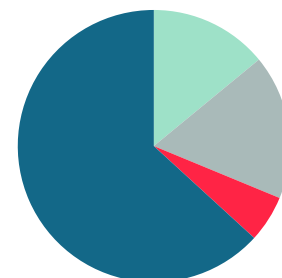
Area Delimited by County Of Muskogee



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%
Median List Price	102,450	140,000	36.65%
Median Sale Price	98,450	135,000	37.13%
Median Percent of Selling Price to List Price	98.69%	99.33%	0.66%
Median Days on Market to Sale	35.50	27.00	-23.94%
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.

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 **37.13%** in January 2021 to \$135,000 versus the previous year at \$98,450.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 8.50 days or **23.94%** in January 2021 compared to last year's same month at **35.50** DOM.

Sales Success for January 2021 is Positive

Overall, with Median 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

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

January 2021

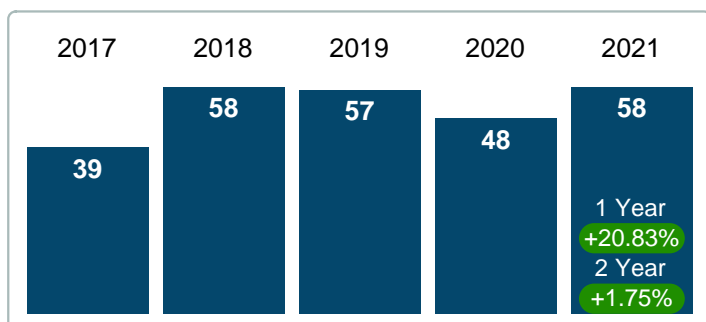
Area Delimited by County Of Muskogee



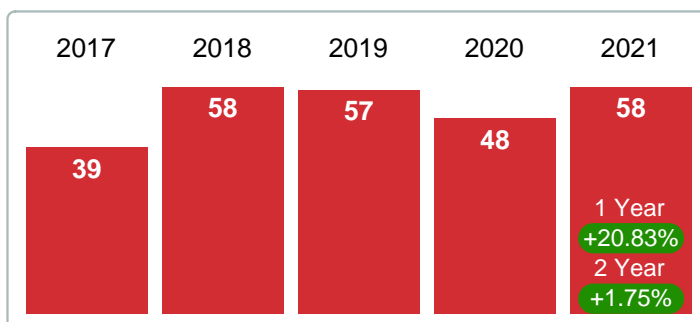
CLOSED LISTINGS

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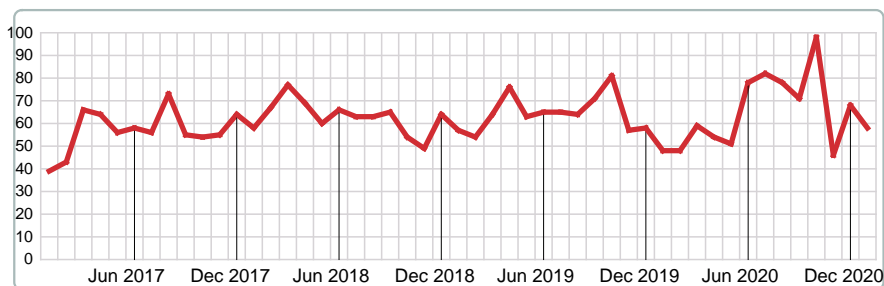
JANUARY



YEAR TO DATE (YTD)

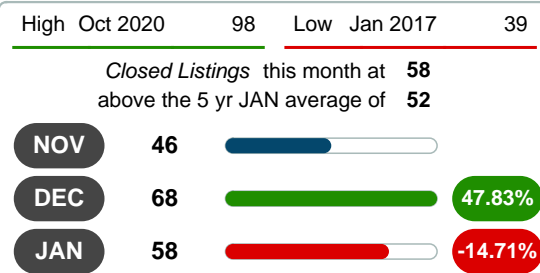


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 52



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.90%	35.0	3	1	0	0
\$50,001 - \$70,000	8	13.79%	55.5	3	3	2	0
\$70,001 - \$110,000	9	15.52%	5.0	1	5	3	0
\$110,001 - \$150,000	12	20.69%	10.0	3	8	1	0
\$150,001 - \$210,000	10	17.24%	30.5	0	6	3	1
\$210,001 - \$360,000	10	17.24%	47.5	1	5	4	0
\$360,001 and up	5	8.62%	22.0	0	2	3	0
Total Closed Units	58			11	30	16	1
Total Closed Volume	9,586,922	100%	27.0	1.06M	4.76M	3.59M	181.00K
Median Closed Price	\$135,000			\$70,000	\$138,500	\$189,950	\$181,000

January 2021



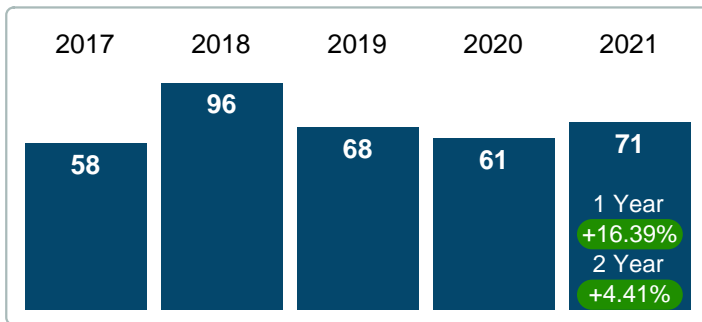
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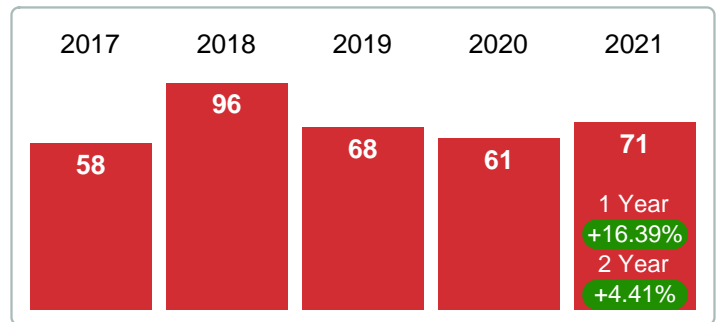
PENDING LISTINGS

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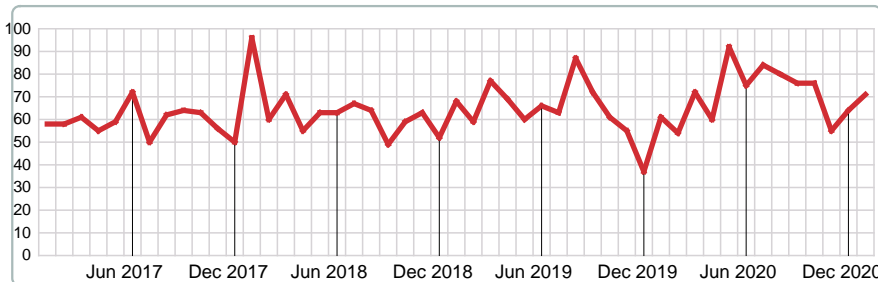
JANUARY



YEAR TO DATE (YTD)

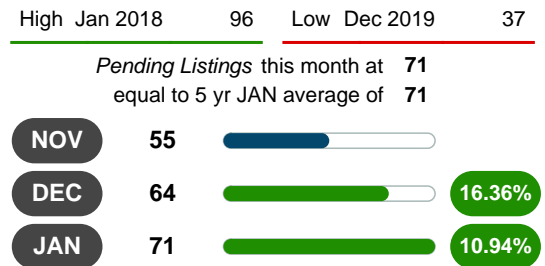


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 71



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	9.86%	45.0	2	4	1	0
\$30,001 - \$50,000	5	7.04%	49.0	1	4	0	0
\$50,001 - \$110,000	14	19.72%	59.5	6	6	2	0
\$110,001 - \$160,000	19	26.76%	34.0	3	10	5	1
\$160,001 - \$230,000	10	14.08%	8.0	0	9	1	0
\$230,001 - \$260,000	5	7.04%	17.0	1	3	0	1
\$260,001 and up	11	15.49%	86.0	2	5	4	0
Total Pending Units	71			15	41	13	2
Total Pending Volume	13,063,155	100%	36.0	1.78M	8.42M	2.47M	390.00K
Median Listing Price	\$142,000			\$75,000	\$149,900	\$145,000	\$195,000

January 2021



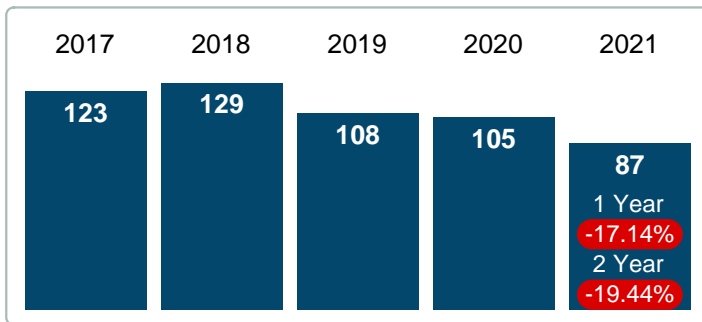
Area Delimited by County Of Muskogee



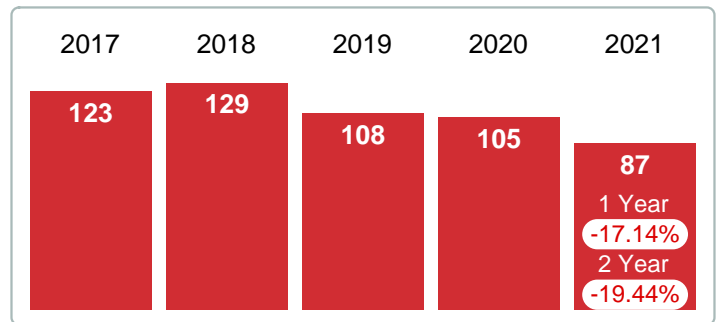
NEW LISTINGS

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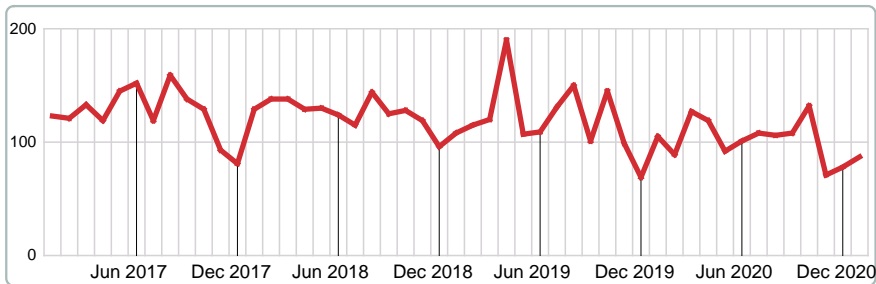
JANUARY



YEAR TO DATE (YTD)

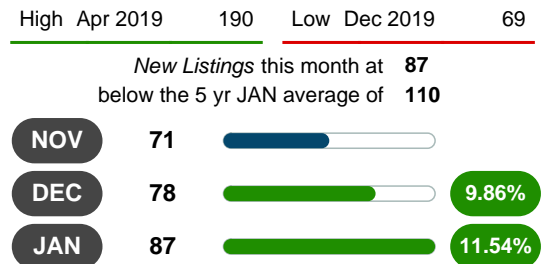


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	87		35	42	8	2
Total New Listed Volume	15,687,700	100%	5.00M	8.77M	1.50M	420.00K
Median New Listed Listing Price	\$140,000		\$80,000	\$161,000	\$150,000	\$210,000

January 2021



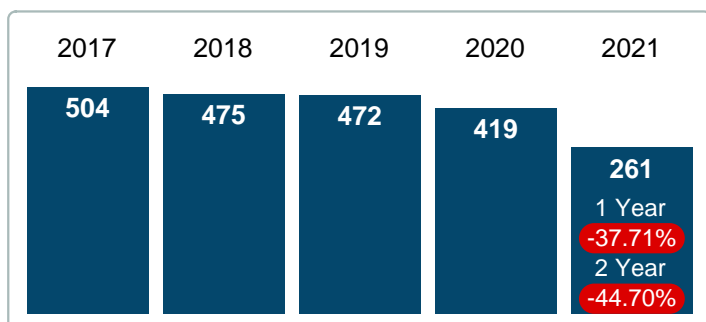
Area Delimited by County Of Muskogee



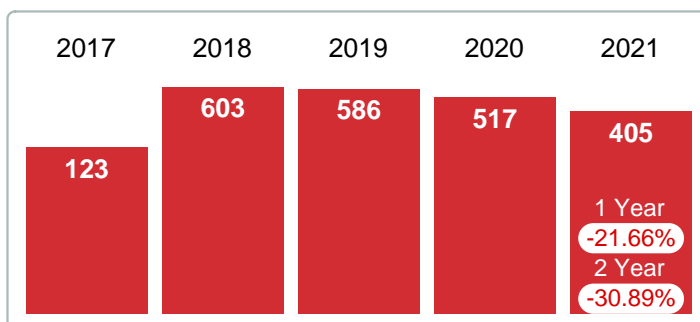
ACTIVE INVENTORY

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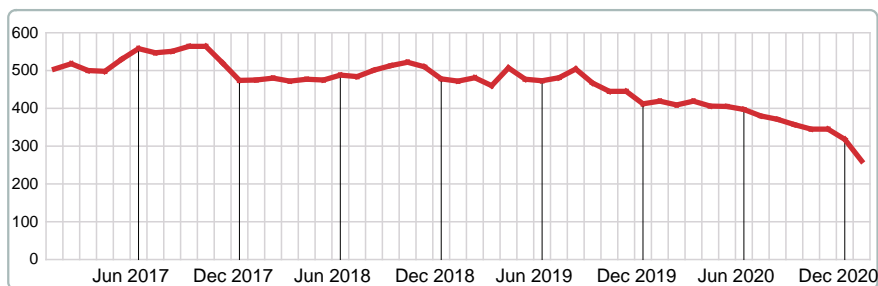
END OF JANUARY



ACTIVE DURING JANUARY

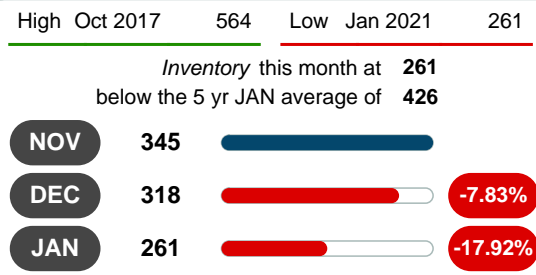


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 426



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	1.53%	107.0	3	0	1	0
\$10,001 - \$20,000	37	14.18%	121.0	35	2	0	0
\$20,001 - \$60,000	56	21.46%	56.0	38	15	3	0
\$60,001 - \$140,000	60	22.99%	83.5	44	13	3	0
\$140,001 - \$240,000	45	17.24%	68.0	18	21	5	1
\$240,001 - \$380,000	32	12.26%	122.5	14	10	7	1
\$380,001 and up	27	10.34%	137.0	22	2	2	1
Total Active Inventory by Units				174	63	21	3
Total Active Inventory by Volume				30.27M	11.19M	4.85M	1.43M
Median Active Inventory Listing Price				\$74,750	\$145,000	\$215,000	\$349,900

January 2021



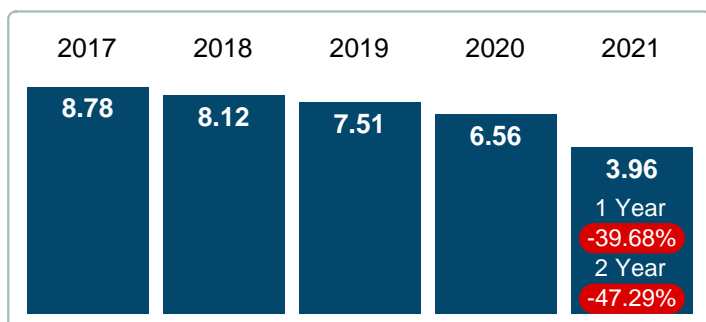
Area Delimited by County Of Muskogee



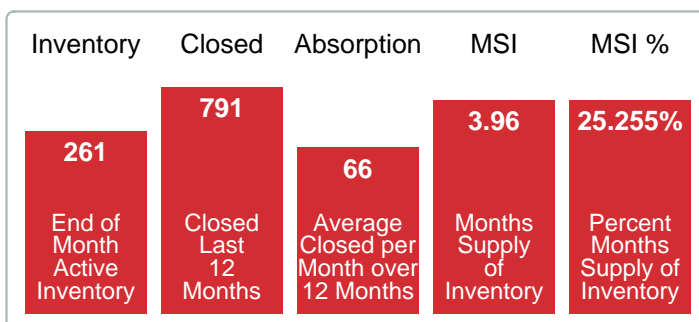
MONTHS SUPPLY of INVENTORY (MSI)

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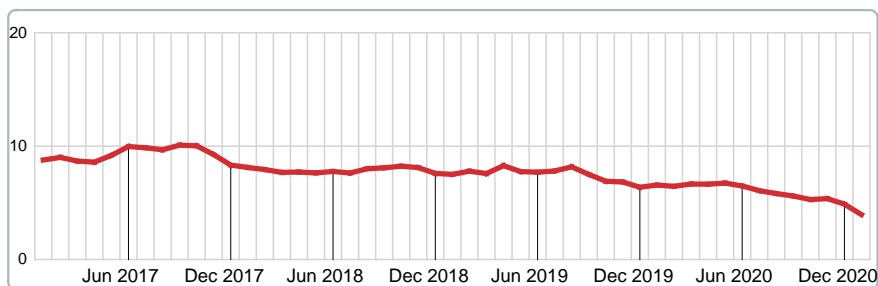
MSI FOR JANUARY



INDICATORS FOR JANUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

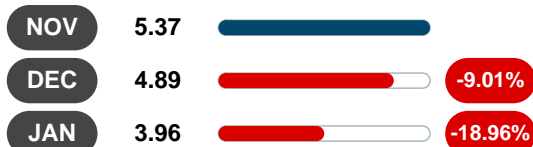


3 MONTHS

5 year JAN AVG = 6.99

High Sep 2017 10.09 Low Jan 2021 3.96

Months Supply this month at 3.96
below the 5 yr JAN average of 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



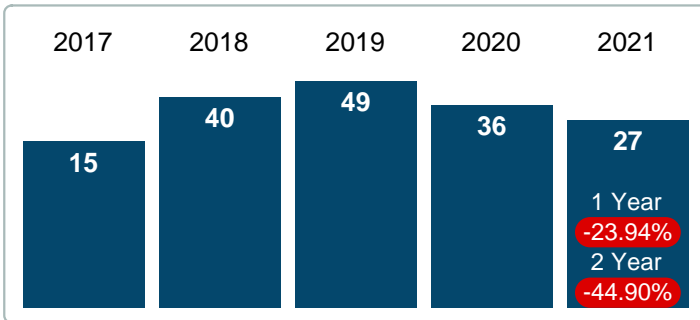
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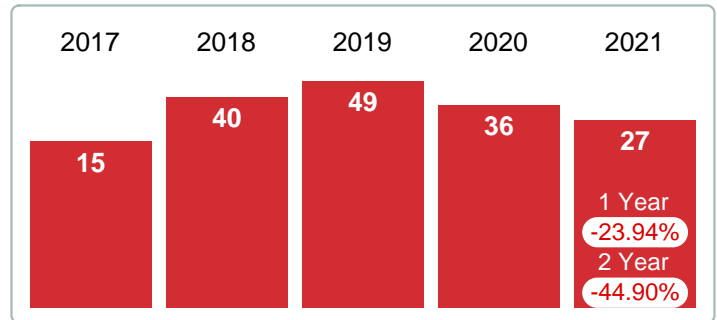
MEDIAN DAYS ON MARKET TO SALE

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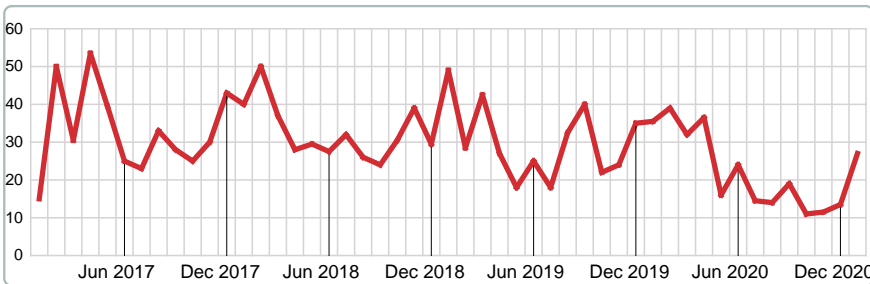
JANUARY



YEAR TO DATE (YTD)

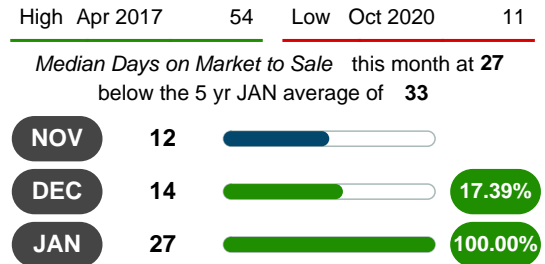


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 33



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
\$50,000 and less	6.90%	35	39	31	0	0
\$50,001 - \$70,000	13.79%	56	84	44	48	0
\$70,001 - \$110,000	15.52%	5	26	4	18	0
\$110,001 - \$150,000	20.69%	10	16	8	4	0
\$150,001 - \$210,000	17.24%	31	0	25	33	5
\$210,001 - \$360,000	17.24%	48	47	26	49	0
\$360,001 and up	8.62%	22	0	21	91	0
Median Closed DOM		27	41	17	41	5
Total Closed Units	100%	27.0	11	30	16	1
Total Closed Volume		9,586,922	1.06M	4.76M	3.59M	181.00K

January 2021



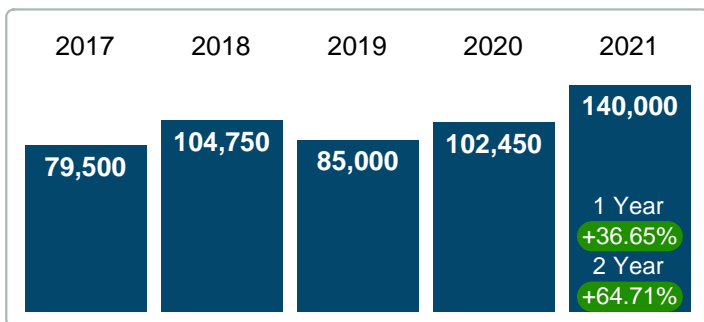
Area Delimited by County Of Muskogee



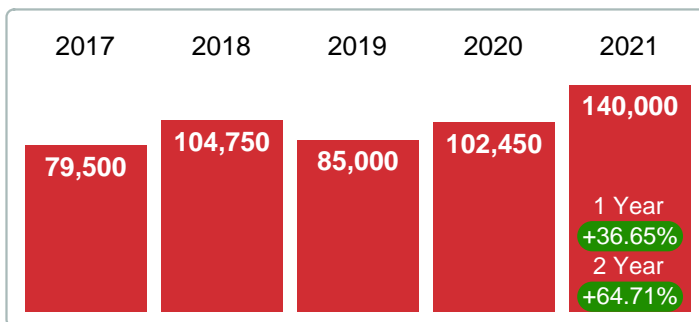
MEDIAN LIST PRICE AT CLOSING

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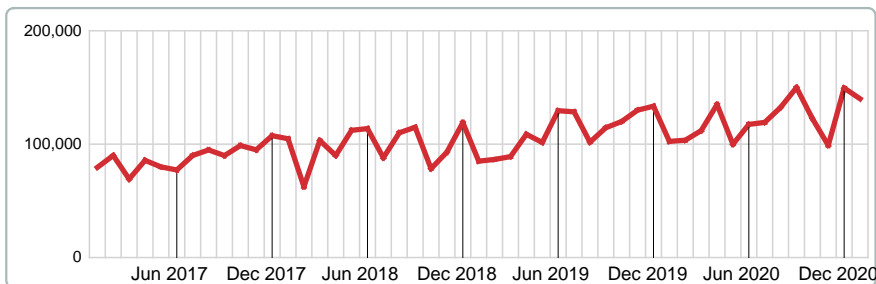
JANUARY



YEAR TO DATE (YTD)

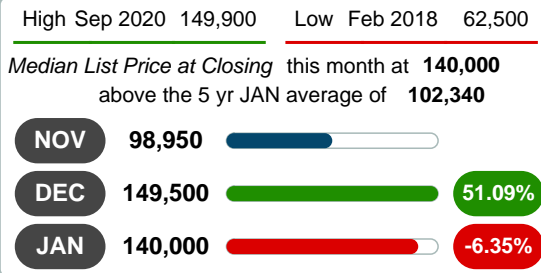


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 102,340



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
\$50,000 and less	6.90%	42,950	37,900	49,900	0	0
\$50,001 - \$70,000	12.07%	65,000	62,200	63,500	67,450	0
\$70,001 - \$110,000	17.24%	86,250	80,000	85,000	106,000	0
\$110,001 - \$150,000	22.41%	139,900	125,000	136,950	150,000	150,000
\$150,001 - \$210,000	15.52%	170,000	0	159,750	189,900	0
\$210,001 - \$360,000	15.52%	259,000	318,000	229,700	271,000	0
\$360,001 and up	10.34%	407,400	0	379,000	429,000	0
Median List Price		140,000	75,000	140,650	191,950	150,000
Total Closed Units	100%	140,000	11	30	16	1
Total Closed Volume		9,785,750	1.08M	4.85M	3.70M	150.00K

January 2021



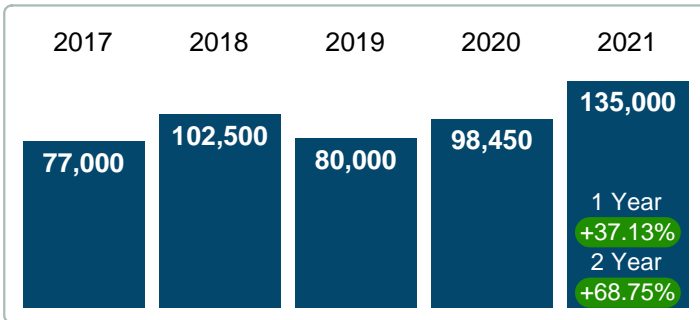
Area Delimited by County Of Muskogee



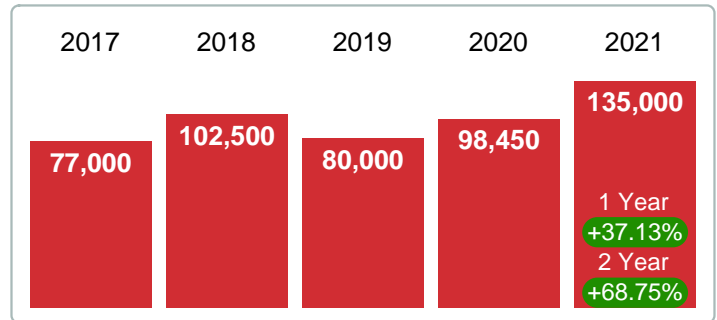
MEDIAN SOLD PRICE AT CLOSING

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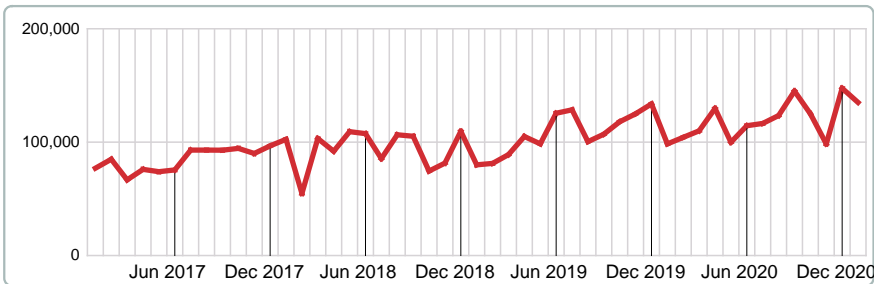
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

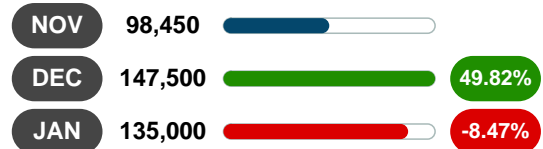


3 MONTHS

5 year JAN AVG = 98,590

High Dec 2020 147,500 Low Feb 2018 54,750

Median Sold Price at Closing this month at 135,000 above the 5 yr JAN average of 98,590



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		
\$50,000 and less	4	6.90%	34,500	28,000	41,900	0		
\$50,001 - \$70,000	8	13.79%	58,900	69,900	60,000	56,400		
\$70,001 - \$110,000	9	15.52%	87,500	75,000	85,000	102,000		
\$110,001 - \$150,000	12	20.69%	134,250	126,500	134,250	150,000		
\$150,001 - \$210,000	10	17.24%	165,581	0	155,950	189,900		
\$210,001 - \$360,000	10	17.24%	260,750	318,000	239,000	263,750		
\$360,001 and up	5	8.62%	396,000	0	385,500	400,000		
Median Sold Price		135,000		70,000	138,500	189,950	181,000	
Total Closed Units		58	100%	135,000	11	30	16	1
Total Closed Volume		9,586,922		1.06M	4.76M	3.59M	181.00K	

January 2021



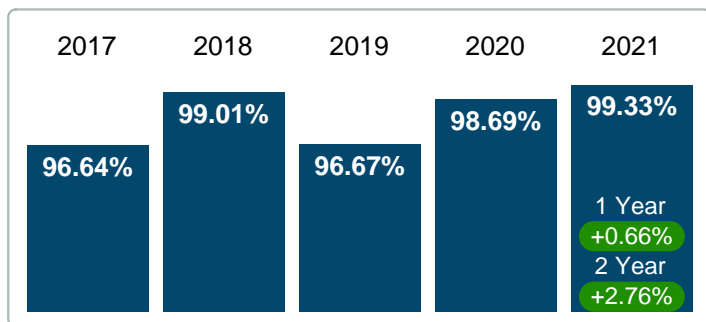
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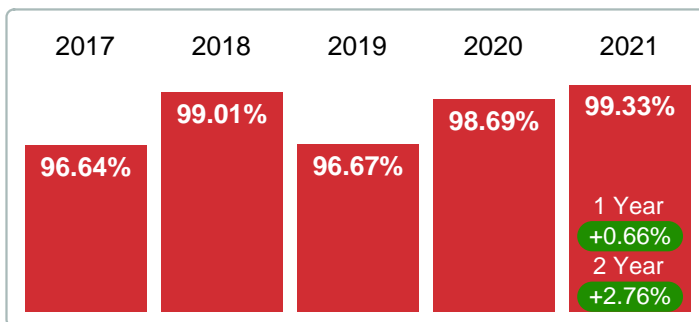
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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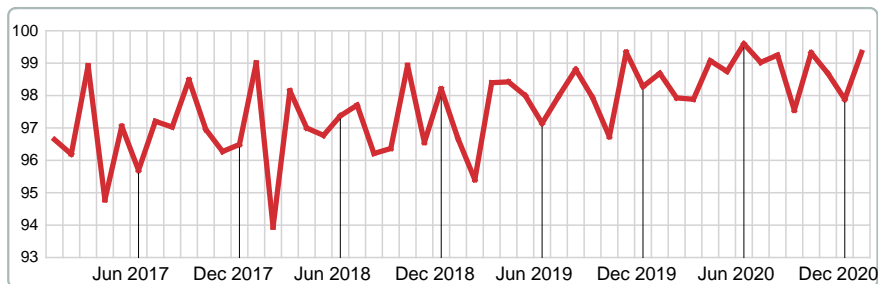
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

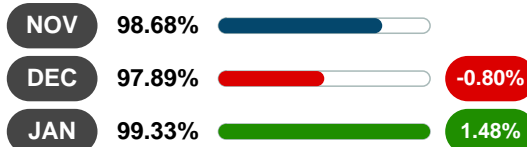


3 MONTHS

5 year JAN AVG = 98.07%

High Jun 2020 99.59% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **99.33%**
above the 5 yr JAN average of **98.07%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	<div style="width: 6.90%;"></div> 4	6.90%	84.69%	85.42%	83.97%	0.00%	0.00%	
\$50,001 - \$70,000	<div style="width: 13.79%;"></div> 8	13.79%	94.00%	99.08%	99.21%	83.80%	0.00%	
\$70,001 - \$110,000	<div style="width: 15.52%;"></div> 9	15.52%	100.00%	100.00%	100.00%	93.72%	0.00%	
\$110,001 - \$150,000	<div style="width: 20.69%;"></div> 12	20.69%	100.00%	100.00%	100.19%	100.00%	0.00%	
\$150,001 - \$210,000	<div style="width: 17.24%;"></div> 10	17.24%	97.78%	0.00%	97.29%	97.94%	120.67%	
\$210,001 - \$360,000	<div style="width: 17.24%;"></div> 10	17.24%	99.90%	100.00%	99.79%	99.73%	0.00%	
\$360,001 and up	<div style="width: 8.62%;"></div> 5	8.62%	96.61%	0.00%	98.30%	96.32%	0.00%	
Median Sold/List Ratio		99.33%		100.00%	99.85%	97.13%	120.67%	
Total Closed Units		58	100%	99.33%	11	30	16	1
Total Closed Volume		9,586,922			1.06M	4.76M	3.59M	181.00K

January 2021

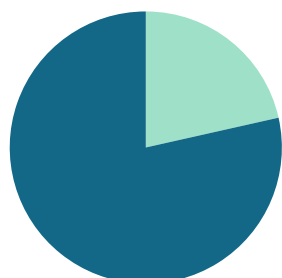
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

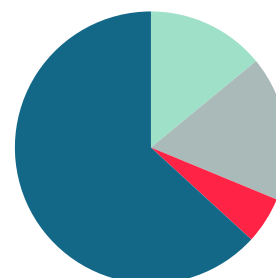


Inventory
 New Listings
87 = 21.48%
 Start Inventory
318
 Total Inventory Units
405
 Volume
\$74,194,836

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%
Median List Price	102,450	140,000	36.65%	102,450	140,000	36.65%
Median Sale Price	98,450	135,000	37.13%	98,450	135,000	37.13%
Median Percent of Selling Price to List Price	98.69%	99.33%	0.66%	98.69%	99.33%	0.66%
Median Days on Market to Sale	35.50	27.00	-23.94%	35.50	27.00	-23.94%
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

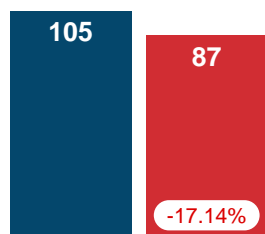
Inventory on January 31, 2021 = **261**

2020 **2021**

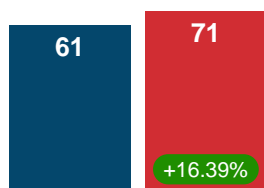
JANUARY MARKET

MEDIAN PRICES

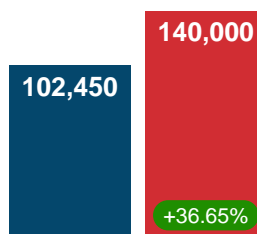
New Listings



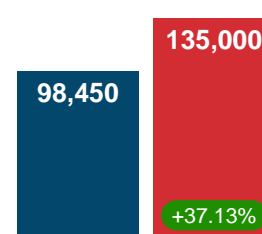
Pending Listings



List Price



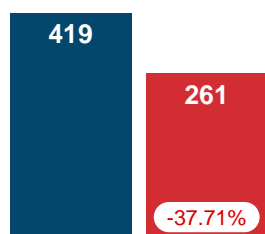
Sale Price



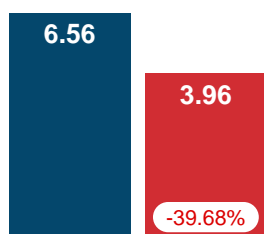
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

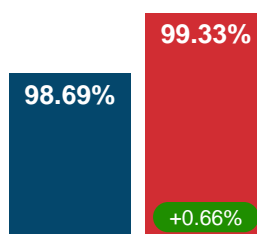
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

