

# July 2021

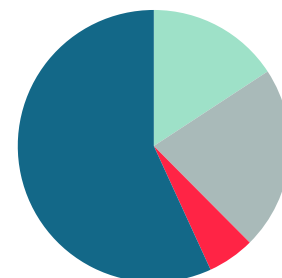
Area Delimited by County Of Muskogee



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	82	76	-7.32%
Pending Listings	83	105	26.51%
New Listings	108	114	5.56%
Median List Price	119,200	138,250	15.98%
Median Sale Price	116,500	136,500	17.17%
Median Percent of Selling Price to List Price	99.03%	100.00%	0.98%
Median Days on Market to Sale	14.50	9.00	-37.93%
End of Month Inventory	384	274	-28.65%
Months Supply of Inventory	6.14	3.89	-36.58%



■ Closed (15.77%)  
■ Pending (21.78%)  
■ Other OffMarket (5.60%)  
■ Active (56.85%)

**Absorption:** Last 12 months, an Average of **70** Sales/Month  
**Active Inventory** as of July 31, 2021 = **274**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **28.65%** to 274 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **3.89** 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 **17.17%** in July 2021 to \$136,500 versus the previous year at \$116,500.

#### Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 5.50 days or **37.93%** in July 2021 compared to last year's same month at **14.50** DOM.

#### Sales Success for July 2021 is Positive

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

There were 114 New Listings in July 2021, up **5.56%** from last year at 108. Furthermore, there were 76 Closed Listings this month versus last year at 82, a **-7.32%** decrease.

Closed versus Listed trends yielded a **66.7%** ratio, down from previous year's, July 2020, at **75.9%**, a **12.20%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

### What's in this Issue

<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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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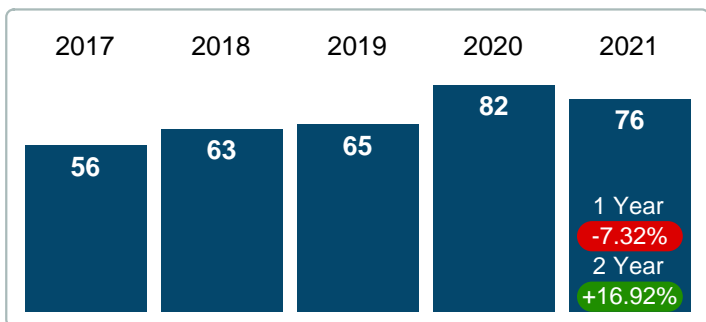
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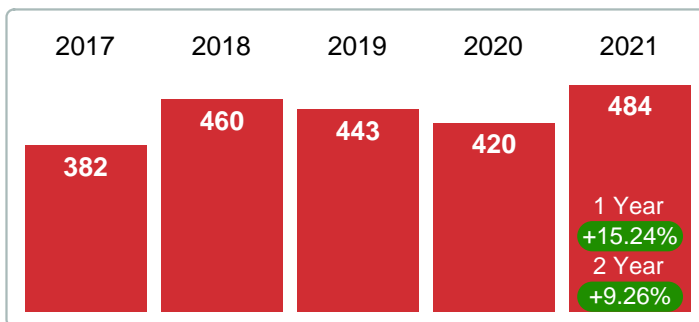
## CLOSED LISTINGS

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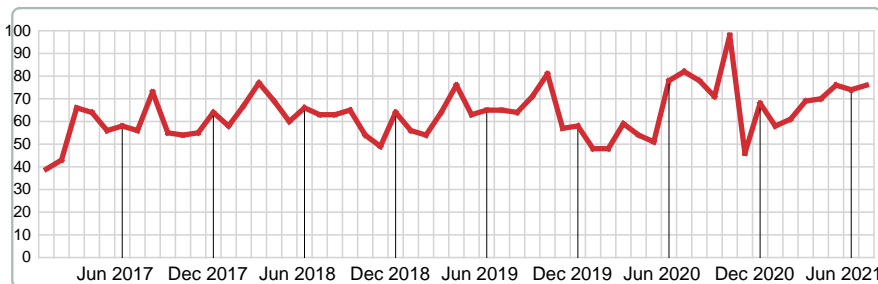
### JULY



### YEAR TO DATE (YTD)

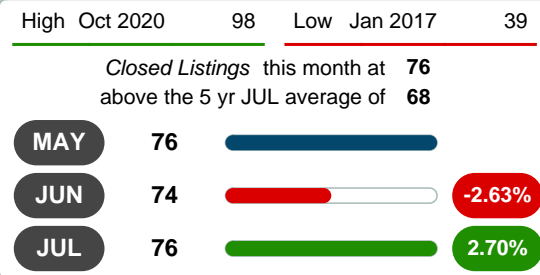


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 68



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	9.21%	43.0	4	3	0	0
\$30,001 - \$60,000	7	9.21%	9.0	4	3	0	0
\$60,001 - \$90,000	10	13.16%	12.0	6	3	1	0
\$90,001 - \$170,000	21	27.63%	7.0	3	16	2	0
\$170,001 - \$210,000	13	17.11%	15.0	3	7	3	0
\$210,001 - \$300,000	10	13.16%	15.5	0	4	4	2
\$300,001 and up	8	10.53%	6.5	1	2	3	2
<b>Total Closed Units</b>	<b>76</b>			<b>21</b>	<b>38</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>12,091,100</b>	<b>100%</b>	<b>9.0</b>	<b>1.91M</b>	<b>5.46M</b>	<b>2.96M</b>	<b>1.76M</b>
<b>Median Closed Price</b>	<b>\$136,500</b>			<b>\$68,500</b>	<b>\$139,000</b>	<b>\$240,000</b>	<b>\$443,750</b>

# July 2021



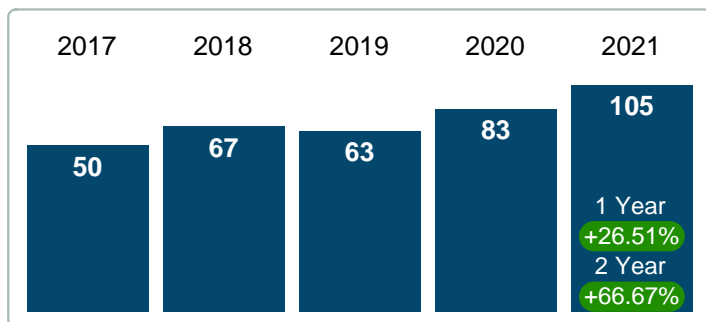
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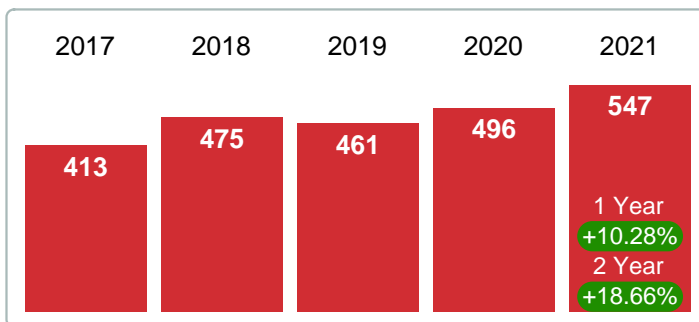
## PENDING LISTINGS

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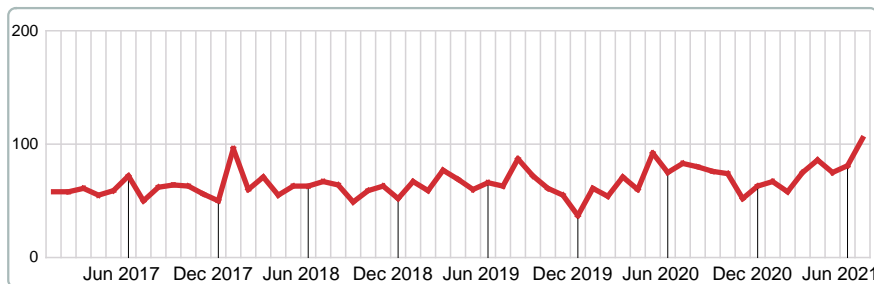
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

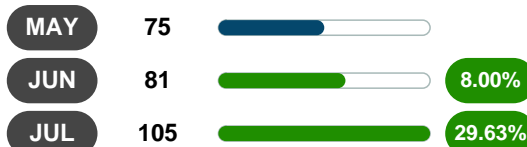


### 3 MONTHS

5 year JUL AVG = 74

High Jul 2021 105 Low Dec 2019 37

Pending Listings this month at 105  
above the 5 yr JUL average of 74



### 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	9	8.57%	28.0	6	2	0	1
\$30,001 - \$70,000	12	11.43%	9.5	7	5	0	0
\$70,001 - \$100,000	18	17.14%	19.0	7	10	1	0
\$100,001 - \$160,000	26	24.76%	14.5	1	20	5	0
\$160,001 - \$190,000	11	10.48%	6.0	4	5	2	0
\$190,001 - \$280,000	18	17.14%	13.0	3	9	6	0
\$280,001 and up	11	10.48%	9.0	2	4	4	1
<b>Total Pending Units</b>	<b>105</b>			<b>30</b>	<b>55</b>	<b>18</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>16,148,185</b>	<b>100%</b>	<b>13.0</b>	<b>3.21M</b>	<b>8.36M</b>	<b>4.17M</b>	<b>409.70K</b>
<b>Median Listing Price</b>	<b>\$145,000</b>			<b>\$77,500</b>	<b>\$140,000</b>	<b>\$207,400</b>	<b>\$204,850</b>

# July 2021



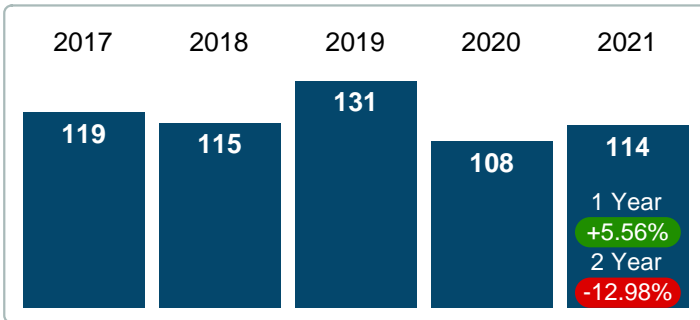
Area Delimited by County Of Muskogee



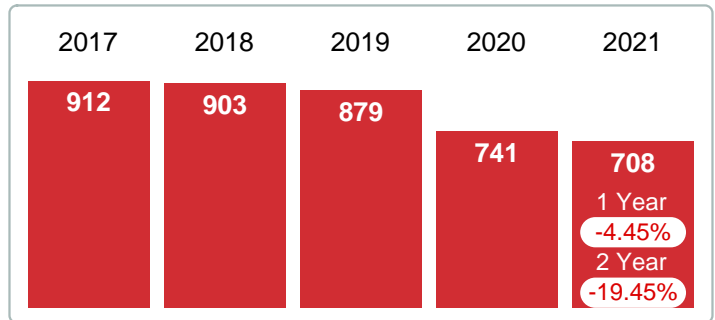
## NEW LISTINGS

Report produced on Aug 10, 2021 for MLS Technology Inc.

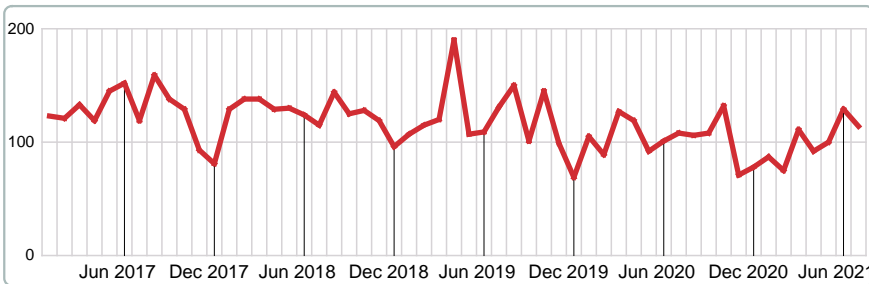
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 117

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 114  
below the 5 yr JUL average of 117



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	7.02%	8	0	0	0
\$20,001 - \$40,000	13	11.40%	10	3	0	0
\$40,001 - \$80,000	15	13.16%	9	6	0	0
\$80,001 - \$160,000	34	29.82%	10	23	1	0
\$160,001 - \$220,000	18	15.79%	2	13	3	0
\$220,001 - \$290,000	12	10.53%	3	5	4	0
\$290,001 and up	14	12.28%	5	3	4	2
<b>Total New Listed Units</b>	<b>114</b>		<b>47</b>	<b>53</b>	<b>12</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>18,253,350</b>	<b>100%</b>	<b>6.37M</b>	<b>8.14M</b>	<b>2.90M</b>	<b>848.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$122,800</b>		<b>\$52,000</b>	<b>\$140,000</b>	<b>\$242,400</b>	<b>\$424,000</b>

# July 2021



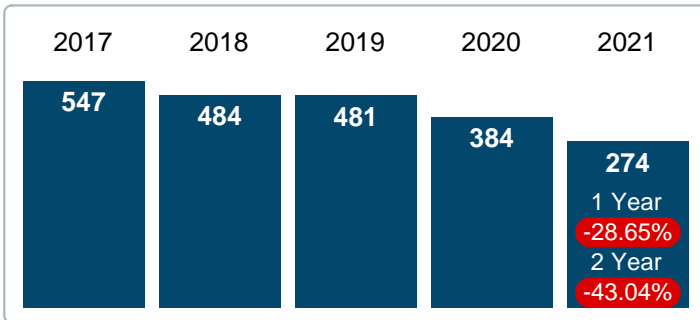
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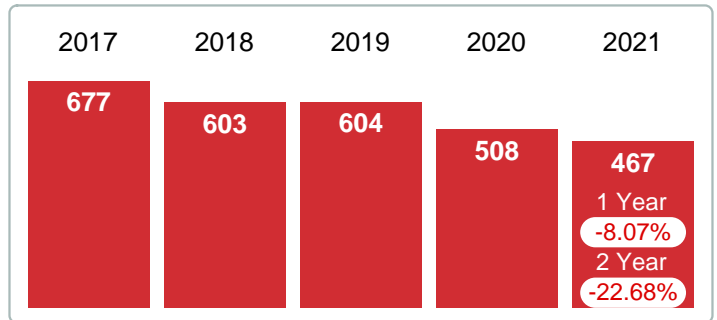
## ACTIVE INVENTORY

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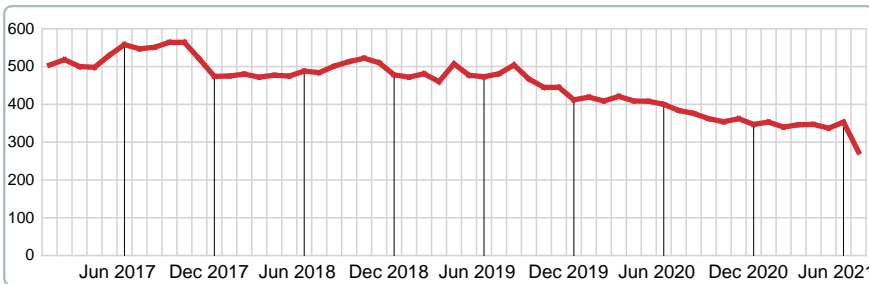
### END OF JULY



### ACTIVE DURING JULY

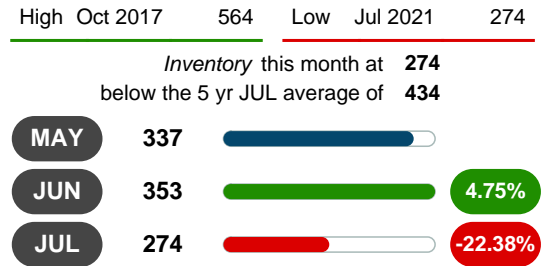


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 434



### 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	5	1.82%	101.0	5	0	0	0
\$10,001 - \$20,000	38	13.87%	152.0	37	1	0	0
\$20,001 - \$60,000	52	18.98%	89.0	45	7	0	0
\$60,001 - \$160,000	77	28.10%	60.0	46	29	2	0
\$160,001 - \$240,000	38	13.87%	52.5	19	13	5	1
\$240,001 - \$450,000	37	13.50%	56.0	24	4	7	2
\$450,001 and up	27	9.85%	82.0	19	1	5	2
Total Active Inventory by Units				274			
Total Active Inventory by Volume				53,629,247	100%	69.0	
Median Active Inventory Listing Price				\$99,250			
				195	55	19	5
				36.47M	7.59M	7.69M	1.87M
				\$75,000	\$119,000	\$298,900	\$355,000

# July 2021



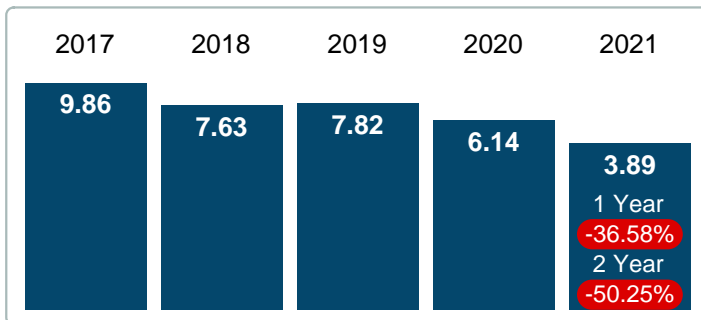
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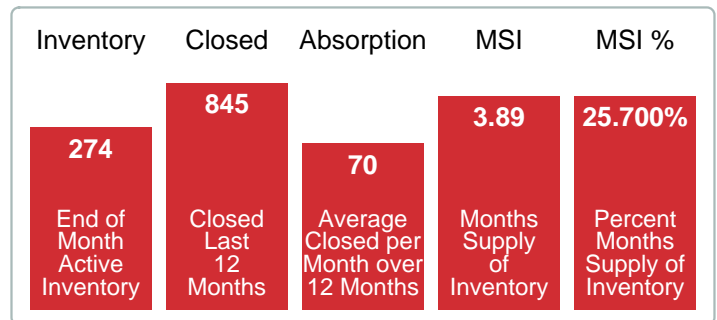
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 10, 2021 for MLS Technology Inc.

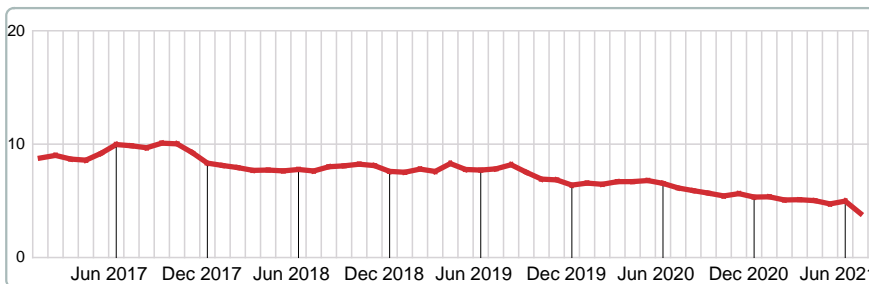
### MSI FOR JULY



### INDICATORS FOR JULY 2021

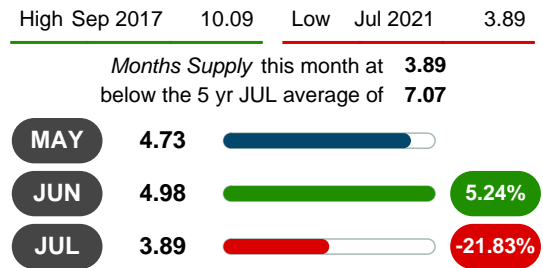


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 7.07



### 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	5	1.82%	3.53	4.29	0.00	0.00	0.00
\$10,001 - \$20,000	38	13.87%	15.20	21.14	1.50	0.00	0.00
\$20,001 - \$60,000	52	18.98%	4.73	7.71	1.62	0.00	0.00
\$60,001 - \$160,000	77	28.10%	2.55	6.27	1.48	0.67	0.00
\$160,001 - \$240,000	38	13.87%	2.85	14.25	1.59	1.50	2.00
\$240,001 - \$450,000	37	13.50%	3.67	18.00	1.12	1.56	3.00
\$450,001 and up	27	9.85%	14.73	28.50	1.71	12.00	12.00
Market Supply of Inventory (MSI)			3.89	10.04	1.49	1.55	2.73
Total Active Inventory by Units		100%	3.89	195	55	19	5

# July 2021



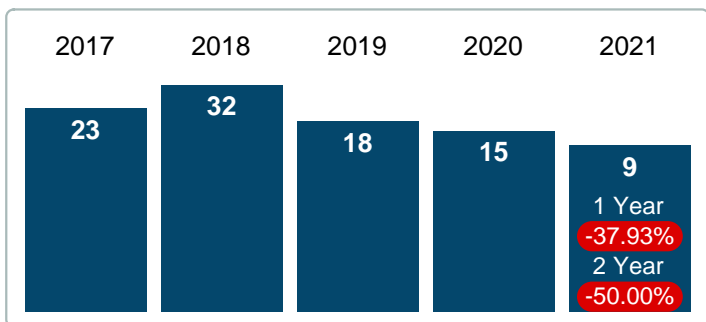
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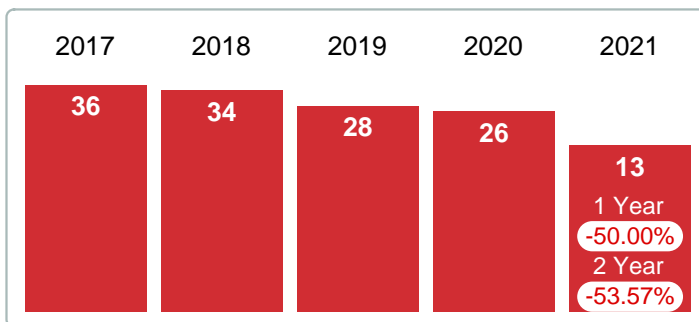
## MEDIAN DAYS ON MARKET TO SALE

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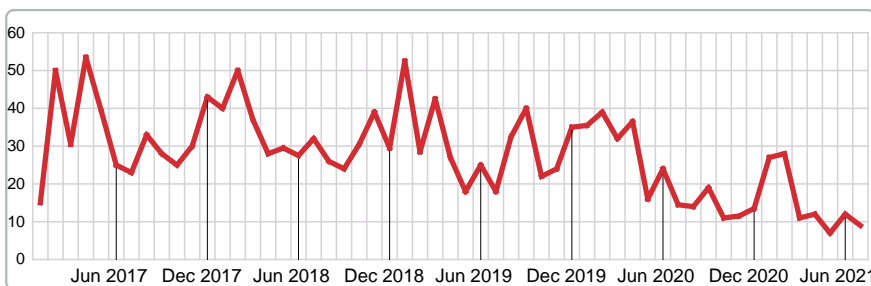
### JULY



### YEAR TO DATE (YTD)

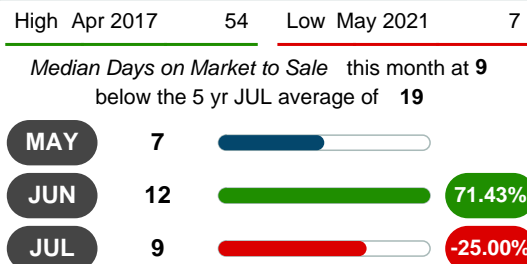


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 19



### 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
\$30,000 and less	9.21%	43	34	51	0	0
\$30,001 - \$60,000	9.21%	9	17	5	0	0
\$60,001 - \$90,000	13.16%	12	9	13	26	0
\$90,001 - \$170,000	27.63%	7	15	7	18	0
\$170,001 - \$210,000	17.11%	15	251	14	8	0
\$210,001 - \$300,000	13.16%	16	0	23	34	10
\$300,001 and up	10.53%	7	56	8	7	4
Median Closed DOM		9	24	8	18	6
Total Closed Units	100%	9.0	21	38	13	4
Total Closed Volume		12,091,100	1.91M	5.46M	2.96M	1.76M

# July 2021



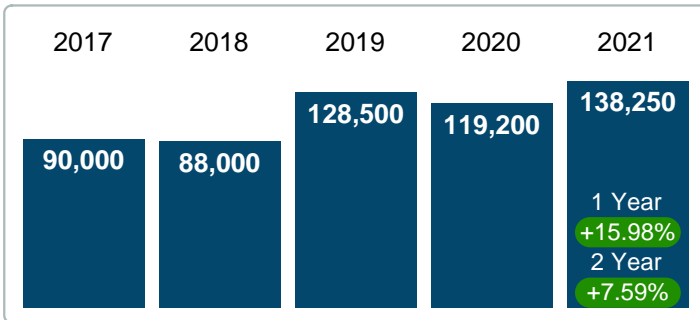
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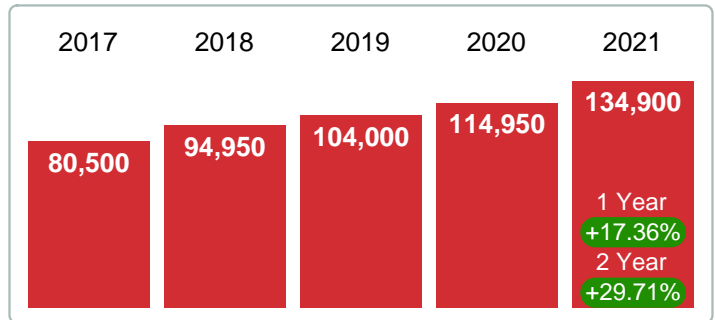
## MEDIAN LIST PRICE AT CLOSING

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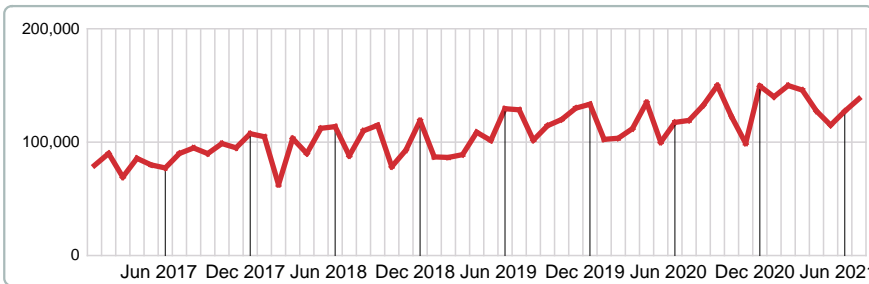
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

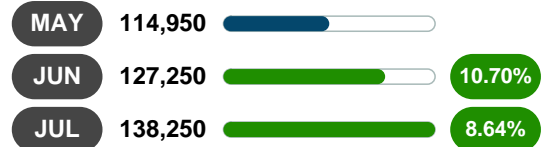


### 3 MONTHS

5 year JUL AVG = 112,790

High Feb 2021 149,900 Low Feb 2018 62,500

Median List Price at Closing this month at **138,250**  
above the 5 yr JUL average of **112,790**



### 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
\$30,000 and less	7.89%	28,500	28,500	24,950	0	0
\$30,001 - \$60,000	10.53%	44,950	48,950	40,750	0	0
\$60,001 - \$90,000	15.79%	75,000	72,500	79,900	84,000	0
\$90,001 - \$170,000	26.32%	129,950	99,500	137,500	123,500	0
\$170,001 - \$210,000	17.11%	190,000	192,500	190,000	179,900	0
\$210,001 - \$300,000	10.53%	257,450	0	255,000	259,900	263,750
\$300,001 and up	11.84%	359,000	348,000	377,000	319,950	615,750
<b>Median List Price</b>		<b>138,250</b>	<b>70,000</b>	<b>138,250</b>	<b>240,000</b>	<b>444,000</b>
<b>Total Closed Units</b>		<b>76</b>	<b>21</b>	<b>38</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>12,317,400</b>	<b>1.97M</b>	<b>5.56M</b>	<b>3.03M</b>	<b>1.76M</b>



# July 2021



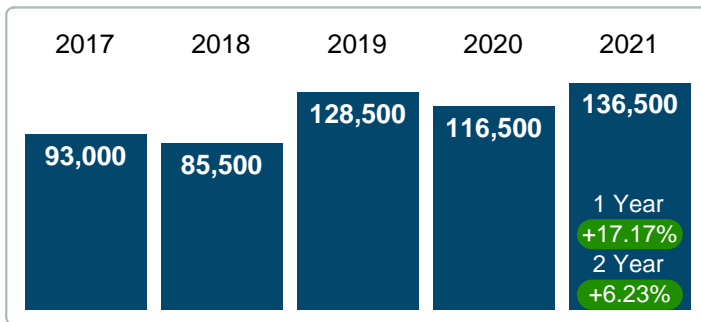
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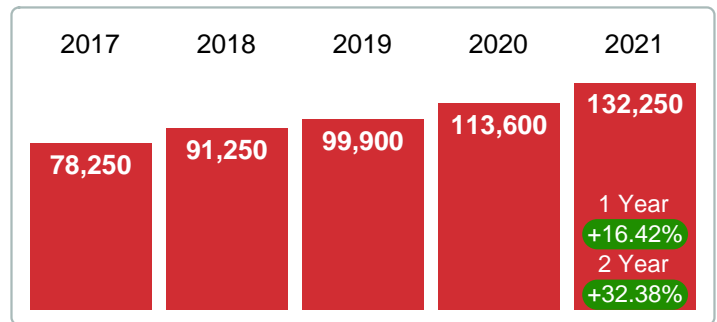
## MEDIAN SOLD PRICE AT CLOSING

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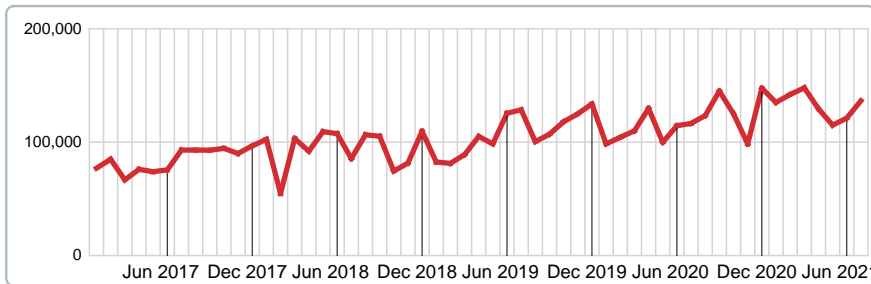
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

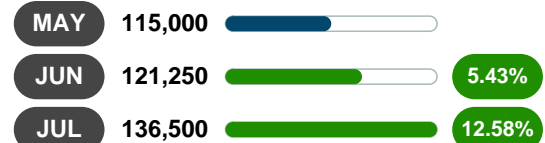


### 3 MONTHS

5 year JUL AVG = 112,000

High Mar 2021 147,900 Low Feb 2018 54,750

Median Sold Price at Closing this month at **136,500** above the 5 yr JUL average of **112,000**



### 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
\$30,000 and less	9.21%	19,000	23,000	19,000	0	0
\$30,001 - \$60,000	9.21%	48,000	49,050	33,000	0	0
\$60,001 - \$90,000	13.16%	73,250	71,750	71,500	82,000	0
\$90,001 - \$170,000	27.63%	127,500	97,500	131,500	117,500	0
\$170,001 - \$210,000	17.11%	185,000	185,000	185,000	180,000	0
\$210,001 - \$300,000	13.16%	257,000	0	240,950	276,000	266,000
\$300,001 and up	10.53%	374,000	348,000	377,000	319,000	615,750
<b>Median Sold Price</b>		<b>136,500</b>	<b>68,500</b>	<b>139,000</b>	<b>240,000</b>	<b>443,750</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>136,500</b>	<b>21</b>	<b>38</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>12,091,100</b>	<b>1.91M</b>	<b>5.46M</b>	<b>2.96M</b>	<b>1.76M</b>

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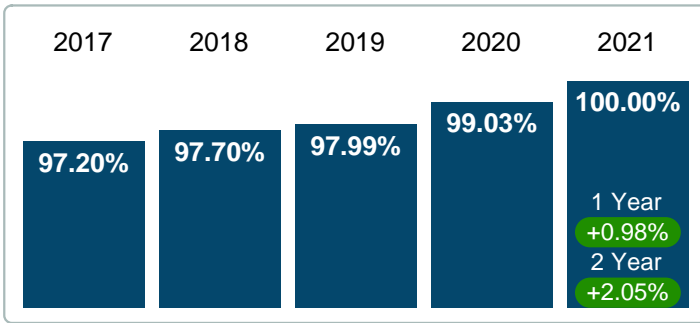
Area Delimited by County Of Muskogee



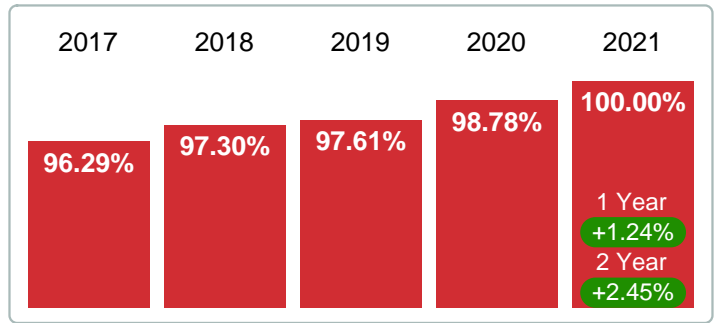
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 10, 2021 for MLS Technology Inc.

### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 98.39%

High Jul 2021 100.00% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **100.00%** above the 5 yr JUL average of **98.39%**

MAY 100.00%  
JUN 100.00%  
JUL 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	9.21%	95.00%	99.12%	60.20%	0.00%	0.00%
\$30,001 - \$60,000	7	9.21%	99.06%	91.82%	99.06%	0.00%	0.00%
\$60,001 - \$90,000	10	13.16%	100.00%	100.00%	100.00%	97.62%	0.00%
\$90,001 - \$170,000	21	27.63%	100.00%	100.00%	100.00%	96.55%	0.00%
\$170,001 - \$210,000	13	17.11%	100.00%	96.10%	100.05%	100.00%	0.00%
\$210,001 - \$300,000	10	13.16%	100.00%	0.00%	100.00%	99.44%	100.90%
\$300,001 and up	8	10.53%	100.00%	100.00%	100.00%	100.00%	100.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.00%
Total Closed Units		76	100%	21	38	13	4
Total Closed Volume		12,091,100		1.91M	5.46M	2.96M	1.76M

# July 2021



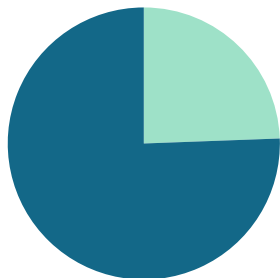
Area Delimited by County Of Muskogee



## MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

### INVENTORY

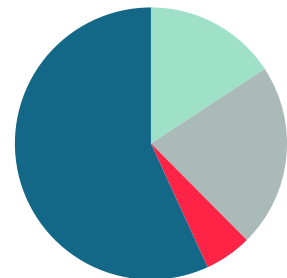


**Inventory**  
 New Listings  
**114 = 24.41%**  
 Start Inventory  
**353**  
 Total Inventory Units  
**467**  
 Volume  
**\$84,167,082**

### Market Activity

Closed Sales  
**76 = 15.77%**  
 Pending Sales  
**105 = 21.78%**  
 Other Off Market  
**27 = 5.60%**  
 Active Inventory  
**274 = 56.85%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	82	76	-7.32%	420	484	15.24%
Pending Sales	83	105	26.51%	496	547	10.28%
New Listings	108	114	5.56%	741	708	-4.45%
Median List Price	119,200	138,250	15.98%	114,950	134,900	17.36%
Median Sale Price	116,500	136,500	17.17%	113,600	132,250	16.42%
Median Percent of Selling Price to List Price	99.03%	100.00%	0.98%	98.78%	100.00%	1.24%
Median Days on Market to Sale	14.50	9.00	-37.93%	26.00	13.00	-50.00%
Monthly Inventory	384	274	-28.65%	384	274	-28.65%
Months Supply of Inventory	6.14	3.89	-36.58%	6.14	3.89	-36.58%

**Absorption:** Last 12 months, an Average of **70** Sales/Month

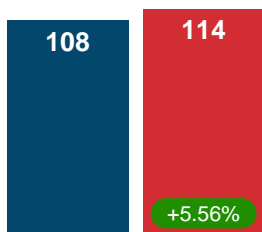
**Inventory** on July 31, 2021 = **274**

**2020** **2021**

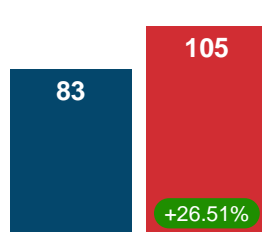
### JULY MARKET

### MEDIAN PRICES

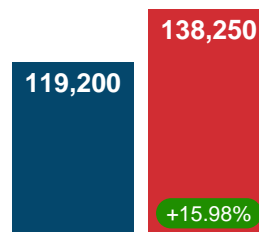
#### New Listings



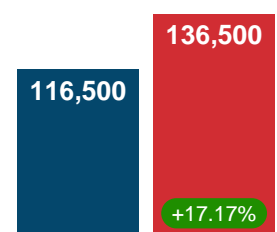
#### Pending Listings



#### List Price



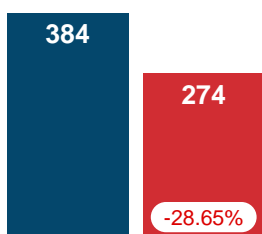
#### Sale Price



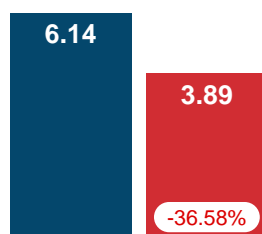
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

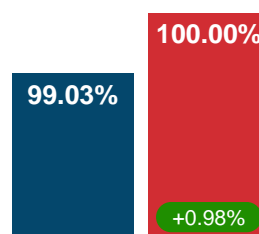
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

