

March 2021

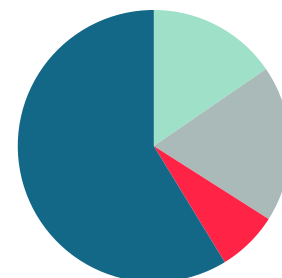
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | 2020 | March 2021 | +/-% |
|--|---------|------------|---------|
| Closed Listings | 59 | 68 | 15.25% |
| Pending Listings | 71 | 82 | 15.49% |
| New Listings | 127 | 111 | -12.60% |
| Average List Price | 185,507 | 151,387 | -18.39% |
| Average Sale Price | 180,678 | 149,717 | -17.14% |
| Average Percent of Selling Price to List Price | 95.29% | 97.67% | 2.50% |
| Average Days on Market to Sale | 48.51 | 33.31 | -31.33% |
| End of Month Inventory | 420 | 259 | -38.33% |
| Months Supply of Inventory | 6.68 | 3.82 | -42.73% |



■ Closed (15.42%)
■ Pending (18.59%)
■ Other OffMarket (7.26%)
■ Active (58.73%)

Absorption: Last 12 months, an Average of **68** Sales/Month
Active Inventory as of March 31, 2021 = **259**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **38.33%** to 259 existing homes available for sale. Over the last 12 months this area has had an average of 68 closed sales per month. This represents an unsold inventory index of **3.82** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **17.14%** in March 2021 to \$149,717 versus the previous year at \$180,678.

Average Days on Market Shortens

The average number of **33.31** days that homes spent on the market before selling decreased by 15.20 days or **31.33%** in March 2021 compared to last year's same month at **48.51** DOM.

Sales Success for March 2021 is Positive

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

There were 111 New Listings in March 2021, down **12.60%** from last year at 127. Furthermore, there were 68 Closed Listings this month versus last year at 59, a **15.25%** increase.

Closed versus Listed trends yielded a **61.3%** ratio, up from previous year's, March 2020, at **46.5%**, a **31.87%** 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 2021



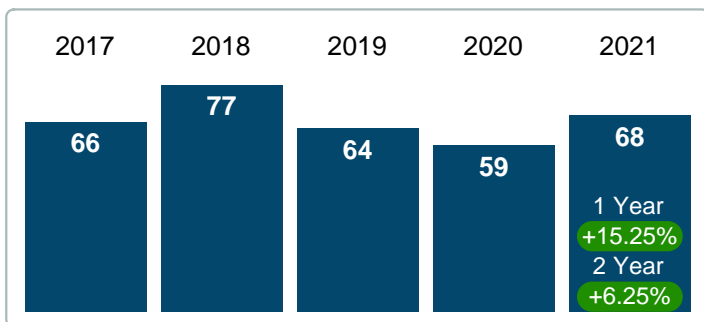
Area Delimited by County Of Muskogee



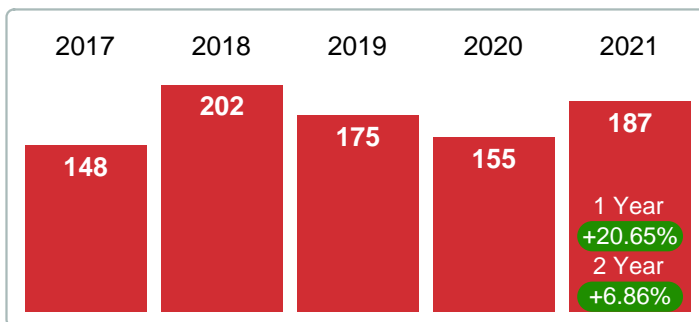
CLOSED LISTINGS

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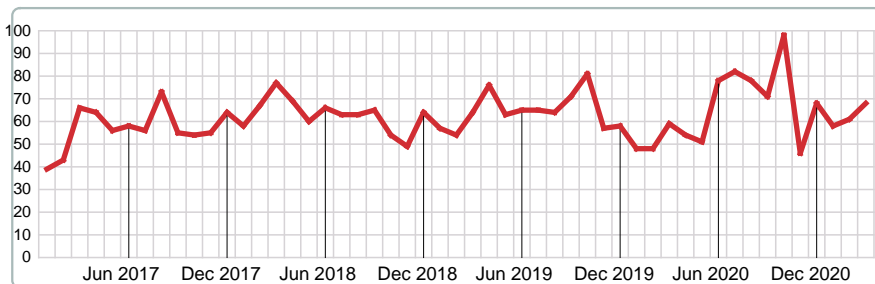
MARCH



YEAR TO DATE (YTD)

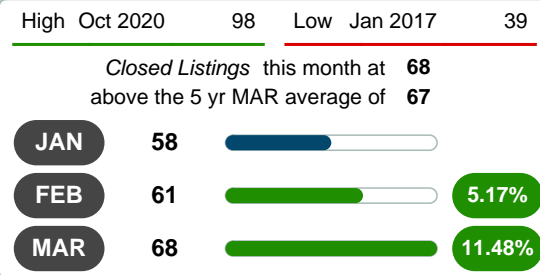


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$40,000 and less | 6 | 8.82% | 47.5 | 4 | 2 | 0 | 0 |
| \$40,001 - \$70,000 | 6 | 8.82% | 42.8 | 3 | 2 | 1 | 0 |
| \$70,001 - \$100,000 | 11 | 16.18% | 39.0 | 5 | 5 | 1 | 0 |
| \$100,001 - \$170,000 | 19 | 27.94% | 29.8 | 1 | 14 | 4 | 0 |
| \$170,001 - \$210,000 | 12 | 17.65% | 12.4 | 1 | 9 | 1 | 1 |
| \$210,001 - \$260,000 | 7 | 10.29% | 23.6 | 1 | 4 | 2 | 0 |
| \$260,001 and up | 7 | 10.29% | 59.1 | 1 | 1 | 5 | 0 |
| Total Closed Units | 68 | | | 16 | 37 | 14 | 1 |
| Total Closed Volume | 10,180,774 | 100% | 33.3 | 1.47M | 5.47M | 3.05M | 189.00K |
| Average Closed Price | \$149,717 | | | \$91,688 | \$147,907 | \$218,014 | \$189,000 |

March 2021



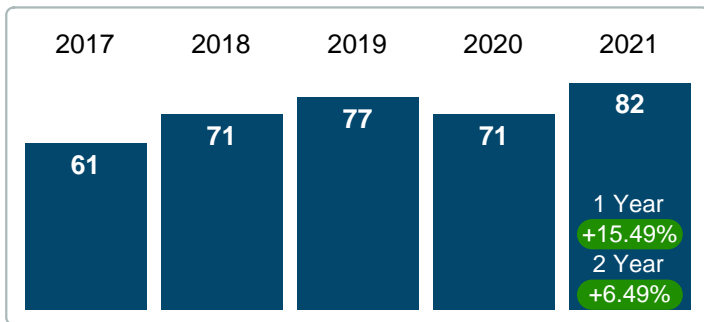
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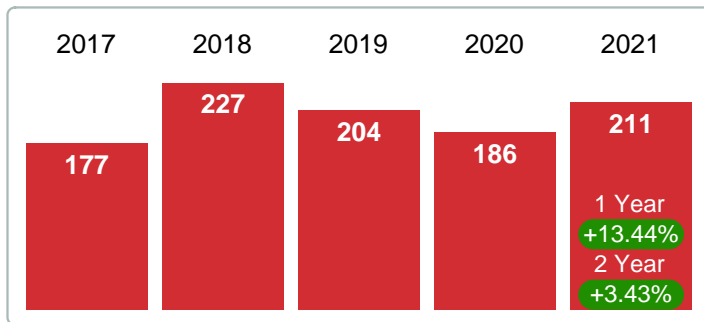
PENDING LISTINGS

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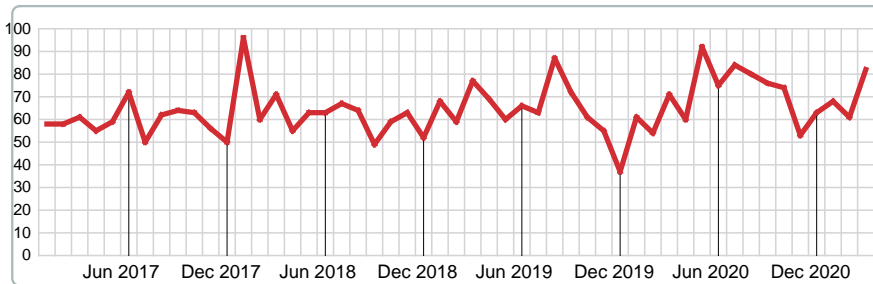
MARCH



YEAR TO DATE (YTD)

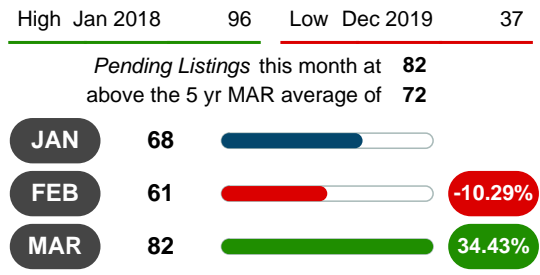


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 72



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$20,000 and less | 6 | 7.32% | 42.7 | 6 | 0 | 0 | 0 |
| \$20,001 - \$50,000 | 11 | 13.41% | 103.1 | 7 | 3 | 1 | 0 |
| \$50,001 - \$70,000 | 11 | 13.41% | 63.8 | 6 | 3 | 2 | 0 |
| \$70,001 - \$150,000 | 21 | 25.61% | 35.0 | 8 | 12 | 1 | 0 |
| \$150,001 - \$200,000 | 13 | 15.85% | 19.3 | 1 | 11 | 1 | 0 |
| \$200,001 - \$340,000 | 11 | 13.41% | 64.5 | 5 | 3 | 3 | 0 |
| \$340,001 and up | 9 | 10.98% | 50.8 | 2 | 3 | 2 | 2 |
| Total Pending Units | 82 | | | 35 | 35 | 10 | 2 |
| Total Pending Volume | 12,468,896 | 100% | 51.4 | 3.72M | 6.05M | 1.95M | 739.80K |
| Average Listing Price | \$110,700 | | | \$106,383 | \$172,971 | \$195,170 | \$369,900 |

March 2021



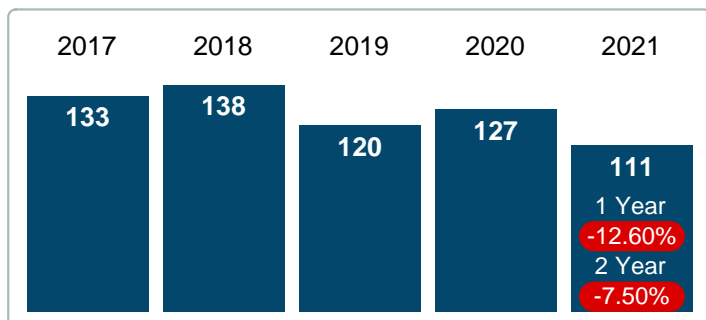
Area Delimited by County Of Muskogee



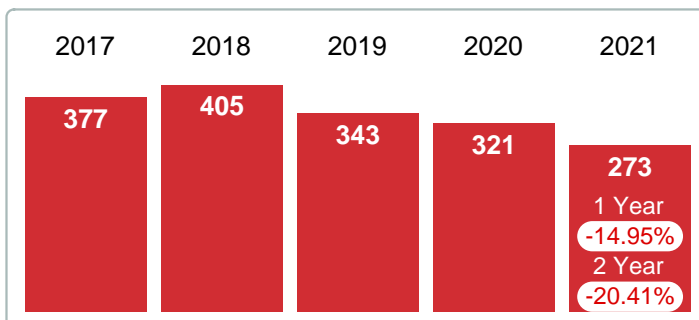
NEW LISTINGS

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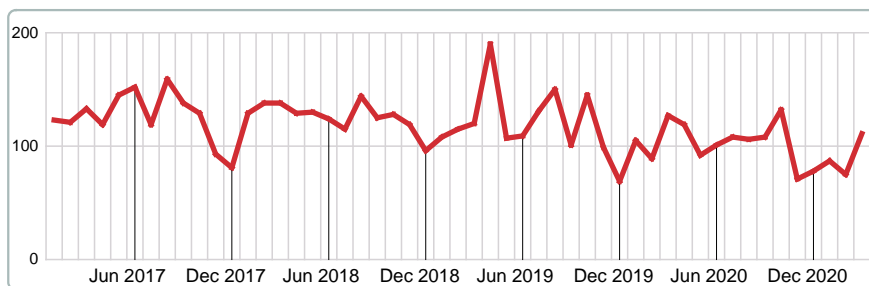
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

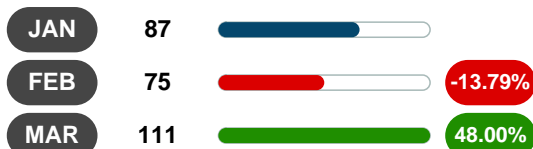


3 MONTHS

5 year MAR AVG = 126

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 111
 below the 5 yr MAR average of 126



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 | 11 | 9.91% | 11 | 0 | 0 | 0 |
| \$25,001 - \$25,000 | 0 | 0.00% | 0 | 0 | 0 | 0 |
| \$25,001 - \$75,000 | 29 | 26.13% | 20 | 9 | 0 | 0 |
| \$75,001 - \$150,000 | 25 | 22.52% | 6 | 16 | 2 | 1 |
| \$150,001 - \$225,000 | 18 | 16.22% | 7 | 11 | 0 | 0 |
| \$225,001 - \$350,000 | 16 | 14.41% | 6 | 4 | 6 | 0 |
| \$350,001 and up | 12 | 10.81% | 5 | 1 | 5 | 1 |
| Total New Listed Units | 111 | | 55 | 41 | 13 | 2 |
| Total New Listed Volume | 19,234,299 | 100% | 8.17M | 5.85M | 4.73M | 479.90K |
| Average New Listed Listing Price | \$151,475 | | \$148,596 | \$142,759 | \$363,731 | \$239,950 |

March 2021



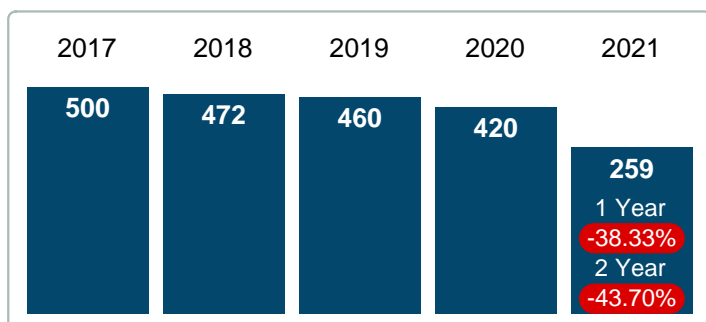
Area Delimited by County Of Muskogee



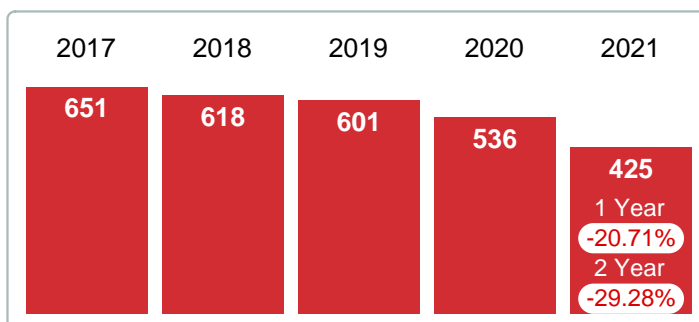
ACTIVE INVENTORY

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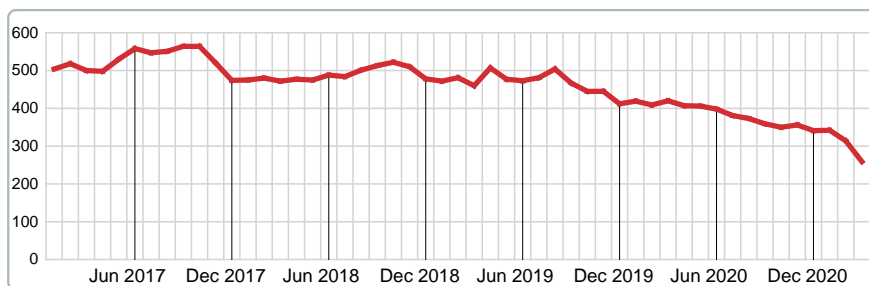
END OF MARCH



ACTIVE DURING MARCH

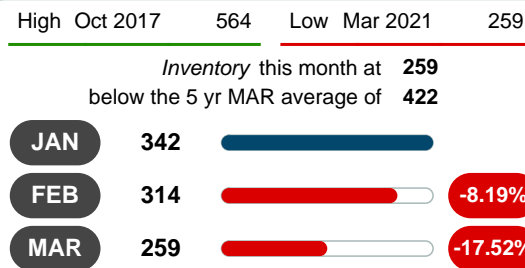


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 422



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 | 56 | 21.62% | 133.1 | 53 | 1 | 2 | 0 |
| \$25,001-\$50,000 | 44 | 16.99% | 67.5 | 29 | 14 | 1 | 0 |
| \$50,001-\$125,000 | 59 | 22.78% | 80.8 | 40 | 15 | 3 | 1 |
| \$125,001-\$200,000 | 41 | 15.83% | 88.1 | 21 | 17 | 2 | 1 |
| \$200,001-\$400,000 | 33 | 12.74% | 83.8 | 18 | 8 | 7 | 0 |
| \$400,001 and up | 26 | 10.04% | 121.7 | 20 | 0 | 5 | 1 |
| Total Active Inventory by Units | | | | 181 | 55 | 20 | 3 |
| Total Active Inventory by Volume | | | | 32.43M | 6.87M | 5.47M | 719.90K |
| Average Active Inventory Listing Price | | | | \$179,155 | \$124,908 | \$273,278 | \$239,967 |

March 2021



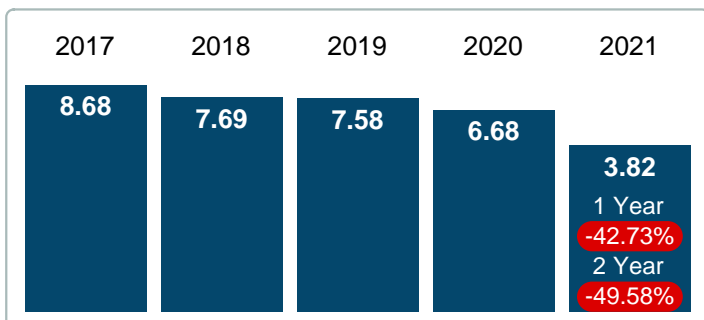
Area Delimited by County Of Muskogee



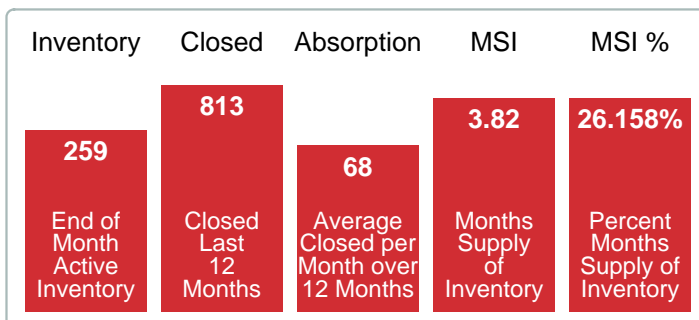
MONTHS SUPPLY of INVENTORY (MSI)

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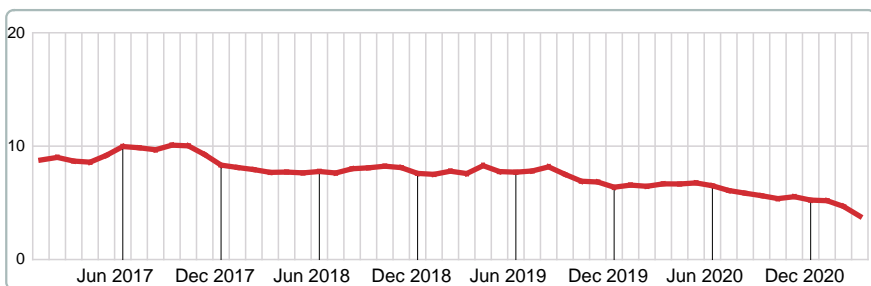
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

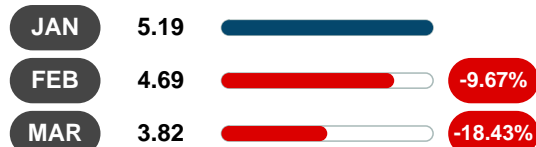


3 MONTHS

5 year MAR AVG = 6.89

High Sep 2017 10.09 Low Mar 2021 3.82

Months Supply this month at **3.82**
below the 5 yr MAR average of **6.89**



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 | 6 | 2.32% | 5.14 | 5.00 | 0.00 | 12.00 | 0.00 |
| \$10,001 - \$20,000 | 35 | 13.51% | 14.00 | 18.26 | 0.00 | 0.00 | 0.00 |
| \$20,001 - \$50,000 | 59 | 22.78% | 7.61 | 8.84 | 6.21 | 4.80 | 0.00 |
| \$50,001 - \$130,000 | 60 | 23.17% | 2.55 | 7.34 | 1.02 | 0.97 | 6.00 |
| \$130,001 - \$200,000 | 40 | 15.44% | 2.14 | 11.43 | 1.32 | 0.56 | 2.00 |
| \$200,001 - \$410,000 | 34 | 13.13% | 2.81 | 12.00 | 1.68 | 1.66 | 0.00 |
| \$410,001 and up | 25 | 9.65% | 12.00 | 24.00 | 0.00 | 8.00 | 12.00 |
| Market Supply of Inventory (MSI) | | | 3.82 | 10.44 | 1.53 | 1.60 | 1.57 |
| Total Active Inventory by Units | | 100% | 3.82 | 181 | 55 | 20 | 3 |

March 2021



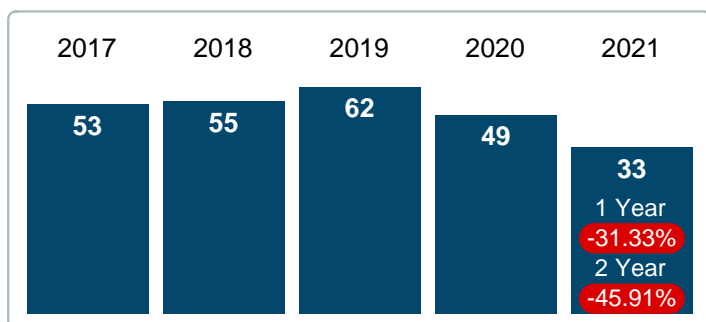
Area Delimited by County Of Muskogee



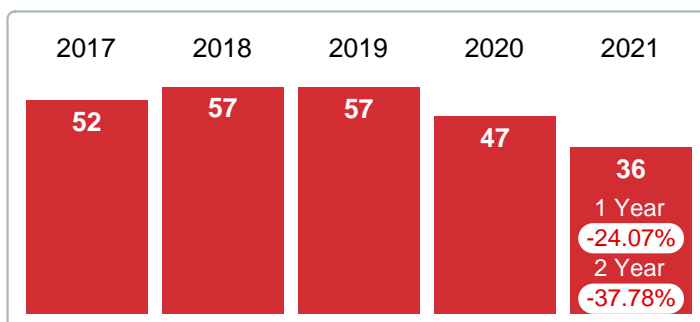
AVERAGE DAYS ON MARKET TO SALE

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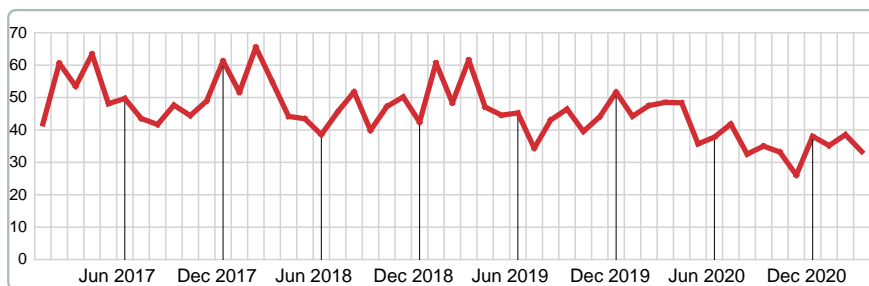
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

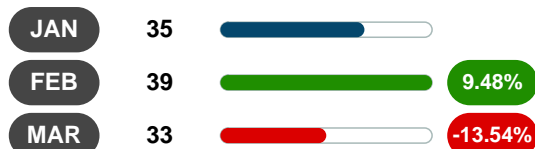


3 MONTHS

5 year MAR AVG = 50

High Feb 2018 66 Low Nov 2020 26

Average Days on Market to Sale this month at 33 below the 5 yr MAR average of 50



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 |
|---|-------------|-------------------|--------------|--------------|--------------|----------------|
| \$40,000 and less | 8.82% | 48 | 51 | 42 | 0 | 0 |
| \$40,001 - \$70,000 | 8.82% | 43 | 50 | 16 | 75 | 0 |
| \$70,001 - \$100,000 | 16.18% | 39 | 39 | 46 | 3 | 0 |
| \$100,001 - \$170,000 | 27.94% | 30 | 1 | 28 | 44 | 0 |
| \$170,001 - \$210,000 | 17.65% | 12 | 11 | 13 | 21 | 3 |
| \$210,001 - \$260,000 | 10.29% | 24 | 129 | 8 | 2 | 0 |
| \$260,001 and up | 10.29% | 59 | 1 | 107 | 61 | 0 |
| Average Closed DOM | | 33 | 43 | 27 | 42 | 3 |
| Total Closed Units | 100% | 68 | 16 | 37 | 14 | 1 |
| Total Closed Volume | | 10,180,774 | 1.47M | 5.47M | 3.05M | 189.00K |

March 2021



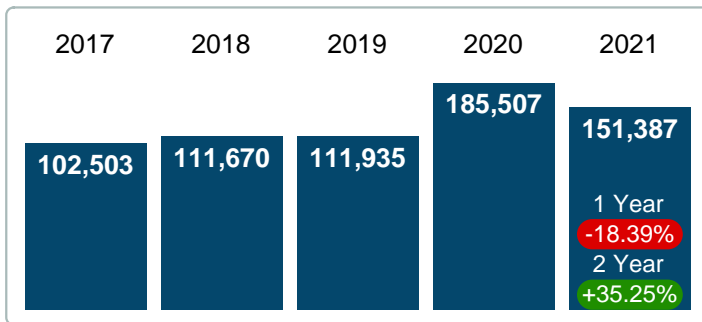
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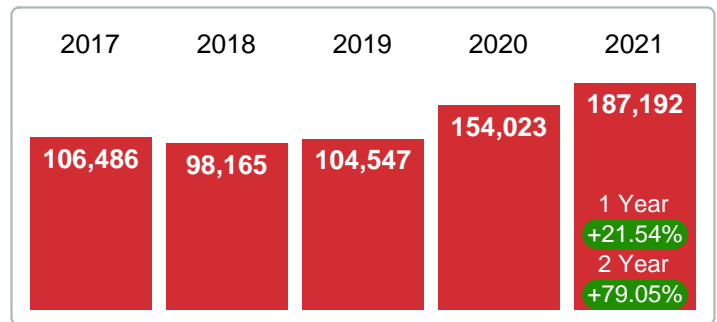
AVERAGE LIST PRICE AT CLOSING

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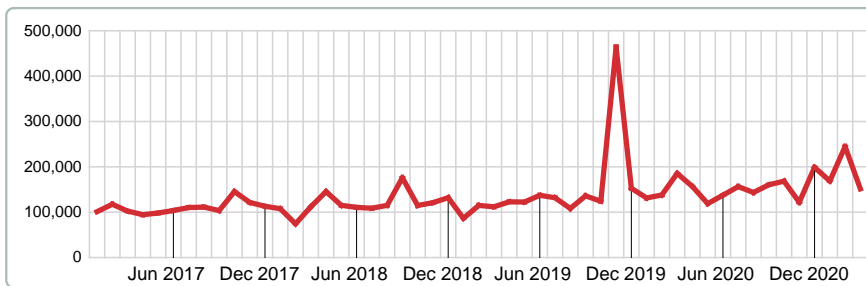
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

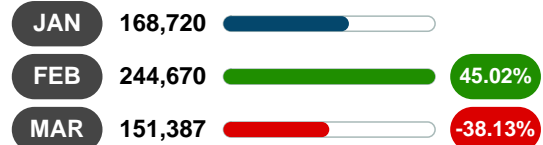


3 MONTHS

5 year MAR AVG = 132,600

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

Average List Price at Closing this month at **151,387**
above the 5 yr MAR average of **132,600**



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 |
|--|-------------|-------------------|---------------|----------------|----------------|----------------|
| \$25,000 and less | 2.94% | 9,950 | 9,950 | 0 | 0 | 0 |
| \$25,001 - \$50,000 | 8.82% | 41,233 | 47,320 | 44,833 | 0 | 0 |
| \$50,001 - \$100,000 | 20.59% | 76,129 | 73,360 | 87,300 | 76,750 | 0 |
| \$100,001 - \$150,000 | 25.00% | 135,282 | 149,900 | 137,550 | 142,825 | 0 |
| \$150,001 - \$200,000 | 20.59% | 176,939 | 150,000 | 177,683 | 185,000 | 189,000 |
| \$200,001 - \$250,000 | 11.76% | 231,975 | 249,000 | 219,550 | 234,750 | 0 |
| \$250,001 and up | 10.29% | 332,643 | 290,000 | 285,000 | 350,700 | 0 |
| Average List Price | | 151,387 | 91,388 | 148,928 | 223,771 | 189,000 |
| Total Closed Units | 100% | 151,387 | 16 | 37 | 14 | 1 |
| Total Closed Volume | | 10,294,349 | 1.46M | 5.51M | 3.13M | 189.00K |

March 2021



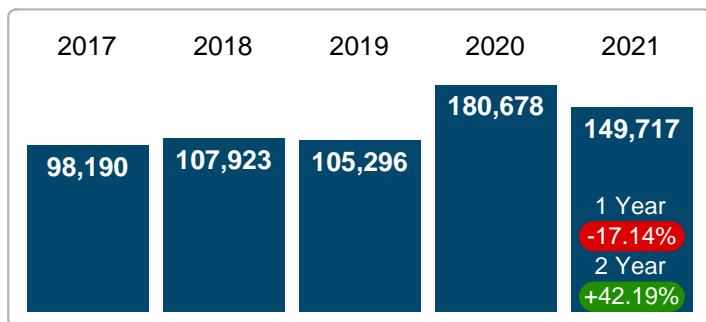
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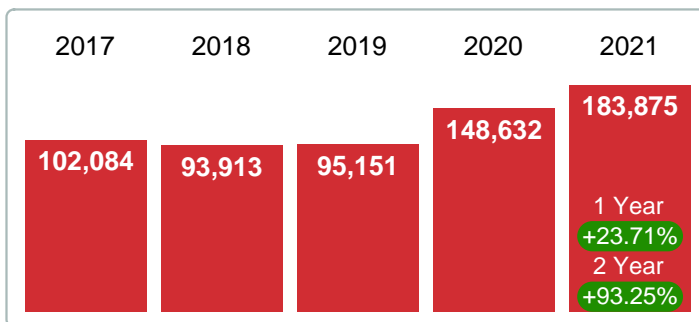
AVERAGE SOLD PRICE AT CLOSING

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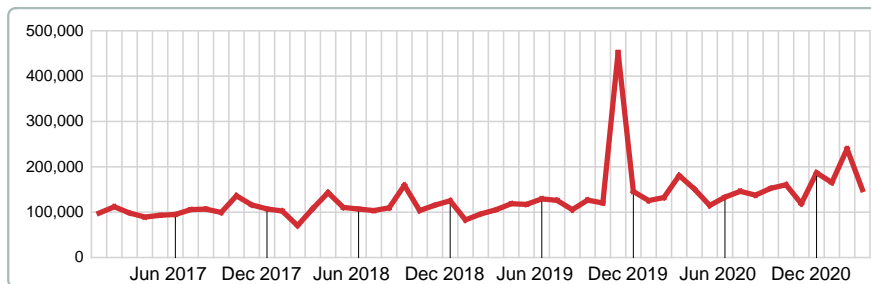
MARCH



YEAR TO DATE (YTD)

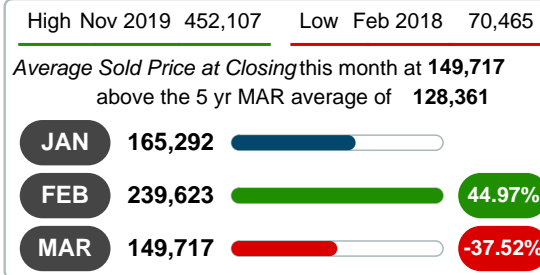


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 128,361



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 |
|--|-------------|-------------------|---------------|----------------|----------------|----------------|
| \$40,000 and less | 8.82% | 24,750 | 19,375 | 35,500 | 0 | 0 |
| \$40,001 - \$70,000 | 8.82% | 50,167 | 48,333 | 52,500 | 51,000 | 0 |
| \$70,001 - \$100,000 | 16.18% | 84,118 | 76,520 | 90,280 | 91,300 | 0 |
| \$100,001 - \$170,000 | 27.94% | 137,084 | 147,900 | 138,986 | 127,725 | 0 |
| \$170,001 - \$210,000 | 17.65% | 186,792 | 175,000 | 188,500 | 181,000 | 189,000 |
| \$210,001 - \$260,000 | 10.29% | 234,125 | 249,000 | 229,469 | 236,000 | 0 |
| \$260,001 and up | 10.29% | 331,571 | 290,000 | 285,000 | 349,200 | 0 |
| Average Sold Price | | 149,717 | 91,688 | 147,907 | 218,014 | 189,000 |
| Total Closed Units | 100% | 149,717 | 16 | 37 | 14 | 1 |
| Total Closed Volume | | 10,180,774 | 1.47M | 5.47M | 3.05M | 189.00K |

March 2021



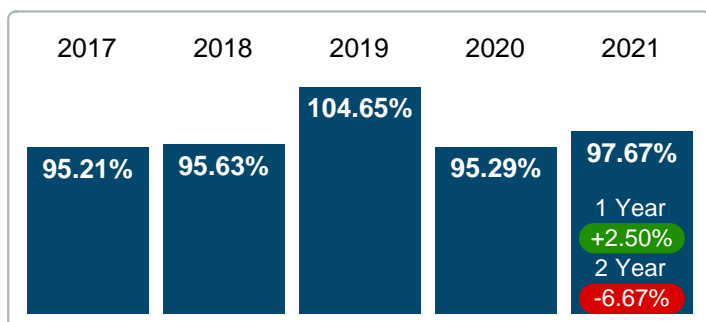
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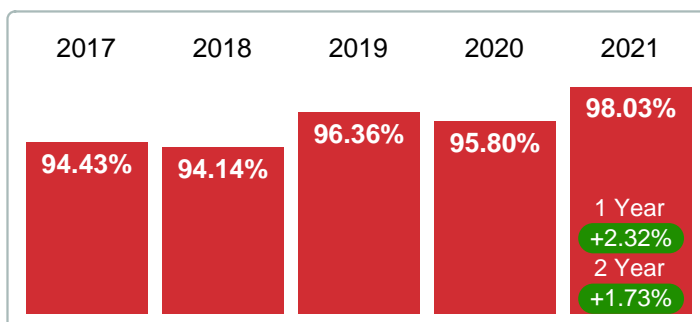
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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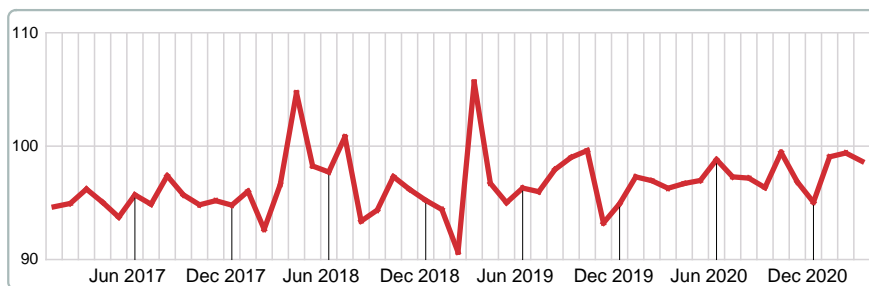
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

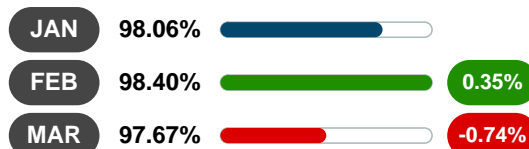


3 MONTHS

5 year MAR AVG = 97.69%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **97.67%**
equal to 5 yr MAR average of **97.69%**



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 |
|--|----|------------|---------|----------|---------|---------|---------|
| \$40,000 and less | 6 | 8.82% | 85.54% | 88.02% | 80.57% | 0.00% | 0.00% |
| \$40,001 - \$70,000 | 6 | 8.82% | 87.06% | 83.79% | 98.00% | 75.00% | 0.00% |
| \$70,001 - \$100,000 | 11 | 16.18% | 103.38% | 108.10% | 97.97% | 106.78% | 0.00% |
| \$100,001 - \$170,000 | 19 | 27.94% | 96.84% | 98.67% | 98.34% | 91.10% | 0.00% |
| \$170,001 - \$210,000 | 12 | 17.65% | 102.95% | 116.67% | 102.32% | 97.84% | 100.00% |
| \$210,001 - \$260,000 | 7 | 10.29% | 99.30% | 100.00% | 98.49% | 100.57% | 0.00% |
| \$260,001 and up | 7 | 10.29% | 99.78% | 100.00% | 100.00% | 99.69% | 0.00% |
| Average Sold/List Ratio | | 97.70% | | 97.46% | 98.34% | 95.97% | 100.00% |
| Total Closed Units | | 68 | 100% | 16 | 37 | 14 | 1 |
| Total Closed Volume | | 10,180,774 | | 1.47M | 5.47M | 3.05M | 189.00K |

March 2021



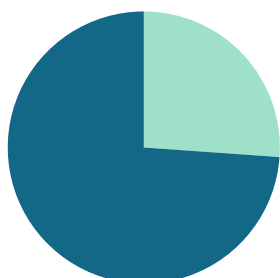
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

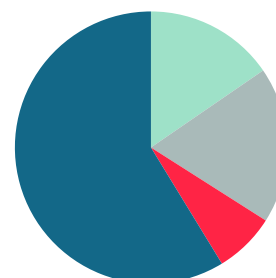


Inventory
 New Listings
111 = 26.12%
 Start Inventory
314
 Total Inventory Units
425
 Volume
\$73,099,082

Market Activity

Closed Sales
68 = 15.42%
 Pending Sales
82 = 18.59%
 Other Off Market
32 = 7.26%
 Active Inventory
259 = 58.73%

MARKET ACTIVITY



| Compared Metrics | March | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 59 | 68 | 15.25% | 155 | 187 | 20.65% |
| Pending Sales | 71 | 82 | 15.49% | 186 | 211 | 13.44% |
| New Listings | 127 | 111 | -12.60% | 321 | 273 | -14.95% |
| Average List Price | 185,507 | 151,387 | -18.39% | 154,023 | 187,192 | 21.54% |
| Average Sale Price | 180,678 | 149,717 | -17.14% | 148,632 | 183,875 | 23.71% |
| Average Percent of Selling Price to List Price | 95.29% | 97.67% | 2.50% | 95.80% | 98.03% | 2.32% |
| Average Days on Market to Sale | 48.51 | 33.31 | -31.33% | 46.88 | 35.59 | -24.07% |
| Monthly Inventory | 420 | 259 | -38.33% | 420 | 259 | -38.33% |
| Months Supply of Inventory | 6.68 | 3.82 | -42.73% | 6.68 | 3.82 | -42.73% |

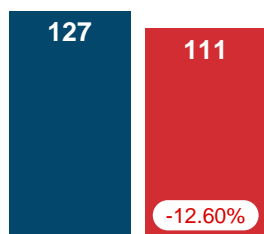
Absorption: Last 12 months, an Average of **68** Sales/Month

Inventory on March 31, 2021 = **259** 2020 2021

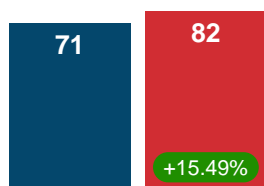
MARCH MARKET

AVERAGE PRICES

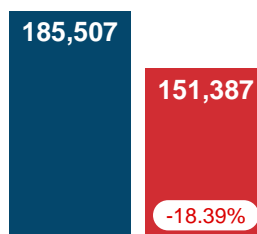
New Listings



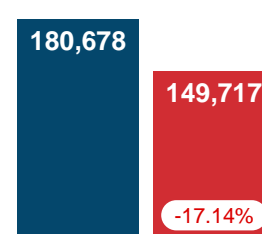
Pending Listings



List Price



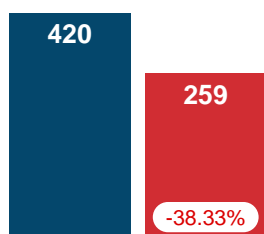
Sale Price



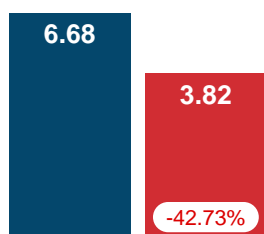
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

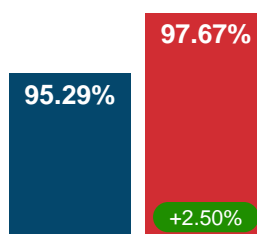
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

