

# March 2021

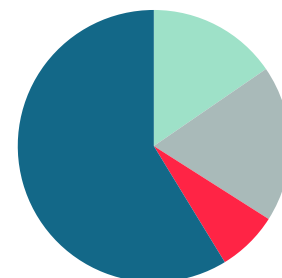
Area Delimited by County Of Muskogee



## 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%
Median List Price	111,900	145,450	29.98%
Median Sale Price	110,000	146,450	33.14%
Median Percent of Selling Price to List Price	97.89%	100.00%	2.16%
Median Days on Market to Sale	32.00	10.50	-67.19%
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.

#### 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 **33.14%** in March 2021 to \$146,450 versus the previous year at \$110,000.

#### Median Days on Market Shortens

The median number of **10.50** days that homes spent on the market before selling decreased by 21.50 days or **67.19%** in March 2021 compared to last year's same month at **32.00** DOM.

#### Sales Success for March 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 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

<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

# March 2021



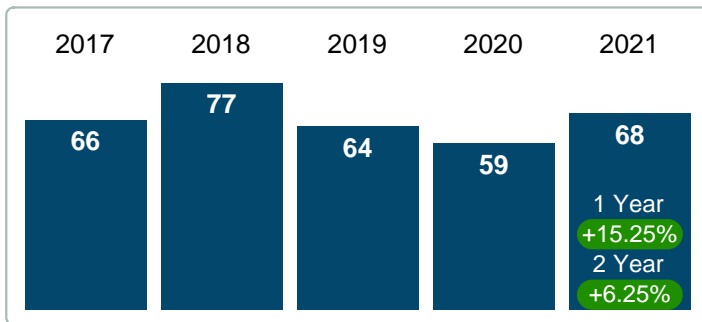
Area Delimited by County Of Muskogee



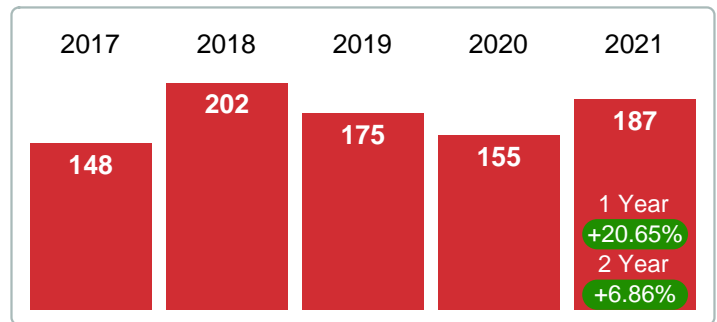
## CLOSED LISTINGS

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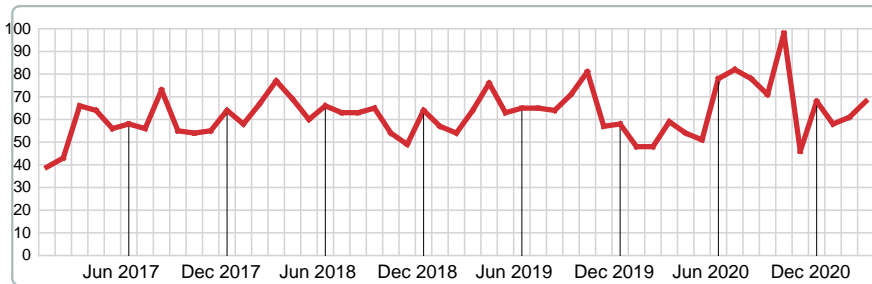
### MARCH



### YEAR TO DATE (YTD)

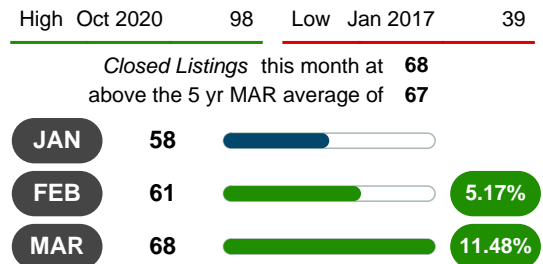


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 67



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.82%	39.0	4	2	0	0
\$40,001 - \$70,000	6	8.82%	19.5	3	2	1	0
\$70,001 - \$100,000	11	16.18%	11.0	5	5	1	0
\$100,001 - \$170,000	19	27.94%	10.0	1	14	4	0
\$170,001 - \$210,000	12	17.65%	8.5	1	9	1	1
\$210,001 - \$260,000	7	10.29%	5.0	1	4	2	0
\$260,001 and up	7	10.29%	86.0	1	1	5	0
<b>Total Closed Units</b>	<b>68</b>			<b>16</b>	<b>37</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>10,180,774</b>	<b>100%</b>	<b>10.5</b>	<b>1.47M</b>	<b>5.47M</b>	<b>3.05M</b>	<b>189.00K</b>
<b>Median Closed Price</b>	<b>\$146,450</b>			<b>\$72,500</b>	<b>\$149,900</b>	<b>\$201,500</b>	<b>\$189,000</b>

# March 2021



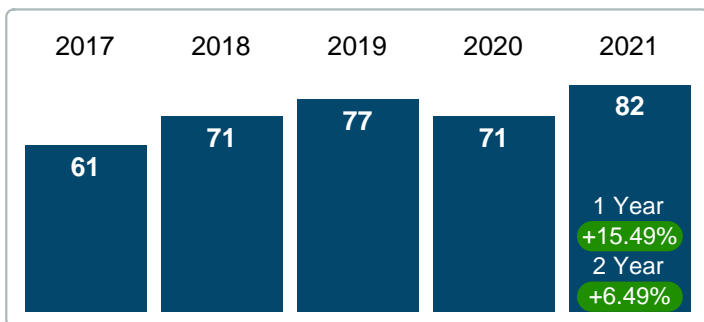
Area Delimited by County Of Muskogee



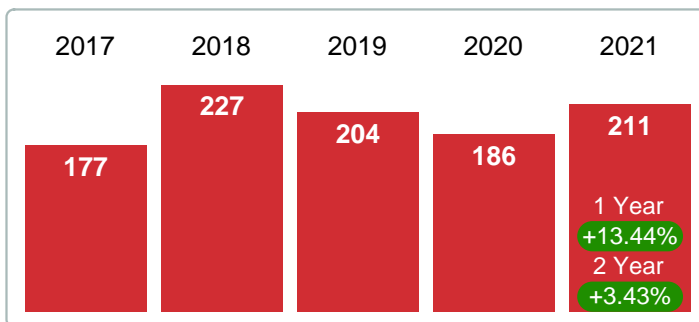
## PENDING LISTINGS

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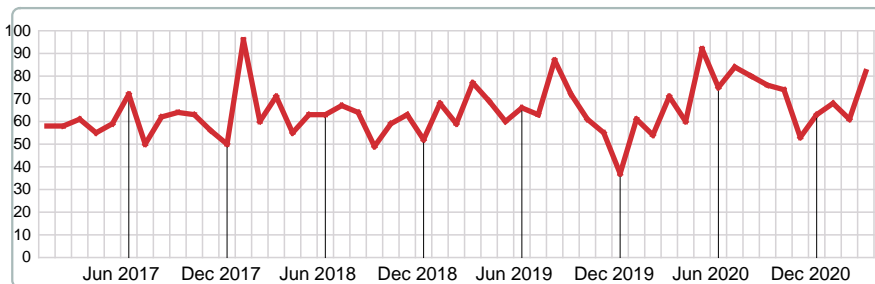
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

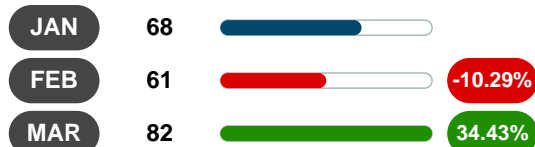


### 3 MONTHS

5 year MAR AVG = 72

High Jan 2018 96 Low Dec 2019 37

Pending Listings this month at **82**  
above the 5 yr MAR average of **72**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	7.32%	0.0	6	0	0	0
\$20,001 - \$50,000	11	13.41%	84.0	7	3	1	0
\$50,001 - \$70,000	11	13.41%	55.0	6	3	2	0
\$70,001 - \$150,000	21	25.61%	5.0	8	12	1	0
\$150,001 - \$200,000	13	15.85%	4.0	1	11	1	0
\$200,001 - \$340,000	11	13.41%	5.0	5	3	3	0
\$340,001 and up	9	10.98%	8.0	2	3	2	2
<b>Total Pending Units</b>	<b>82</b>			<b>35</b>	<b>35</b>	<b>10</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,468,896</b>	<b>100%</b>	<b>9.0</b>	<b>3.72M</b>	<b>6.05M</b>	<b>1.95M</b>	<b>739.80K</b>
<b>Median Listing Price</b>	<b>\$127,450</b>			<b>\$65,000</b>	<b>\$145,900</b>	<b>\$197,450</b>	<b>\$369,900</b>

# March 2021



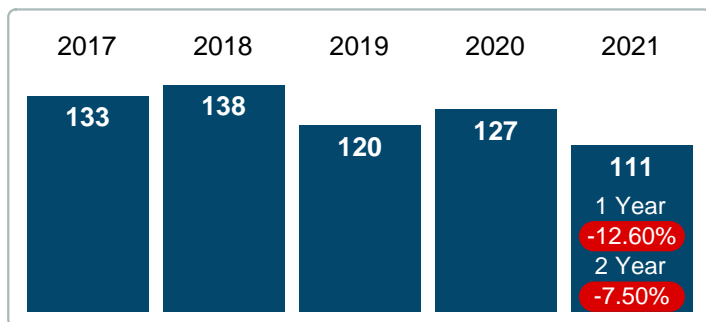
Area Delimited by County Of Muskogee



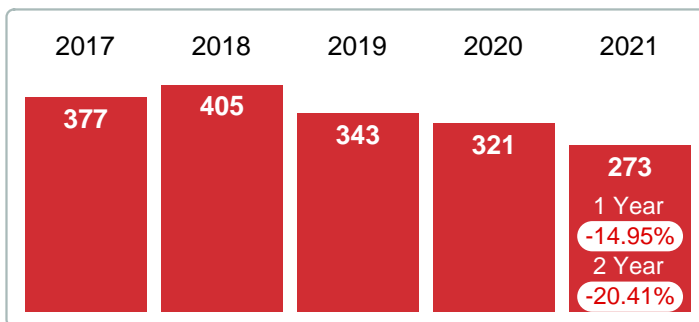
## NEW LISTINGS

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

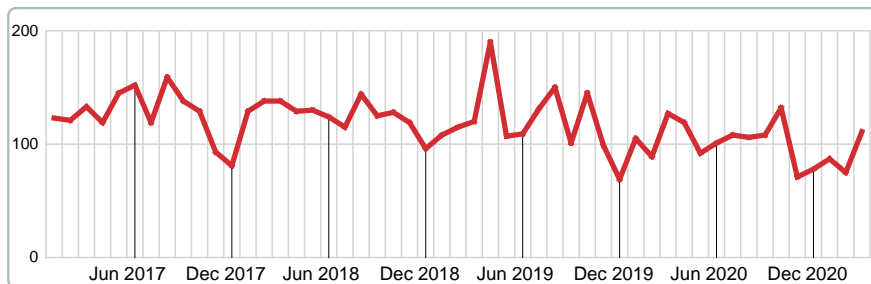
### MARCH



### 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			
\$20,000 and less	8	7.21%	8	0	0	0
\$20,001 - \$40,000	16	14.41%	12	4	0	0
\$40,001 - \$70,000	12	10.81%	10	2	0	0
\$70,001 - \$160,000	30	27.03%	7	20	2	1
\$160,001 - \$240,000	20	18.02%	8	11	1	0
\$240,001 - \$350,000	13	11.71%	5	3	5	0
\$350,001 and up	12	10.81%	5	1	5	1
<b>Total New Listed Units</b>	<b>111</b>		<b>55</b>	<b>41</b>	<b>13</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>19,234,299</b>	<b>100%</b>	<b>8.17M</b>	<b>5.85M</b>	<b>4.73M</b>	<b>479.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$119,000</b>		<b>\$67,900</b>	<b>\$129,900</b>	<b>\$329,000</b>	<b>\$239,950</b>

# March 2021



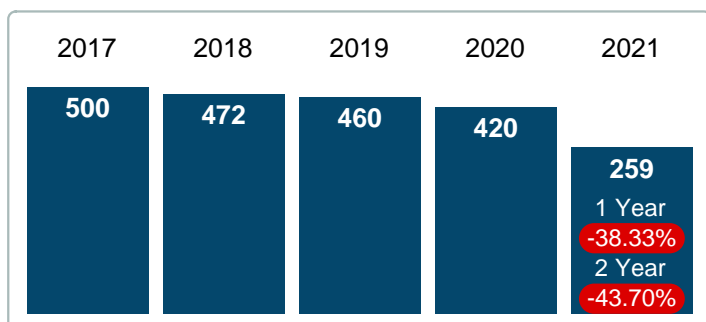
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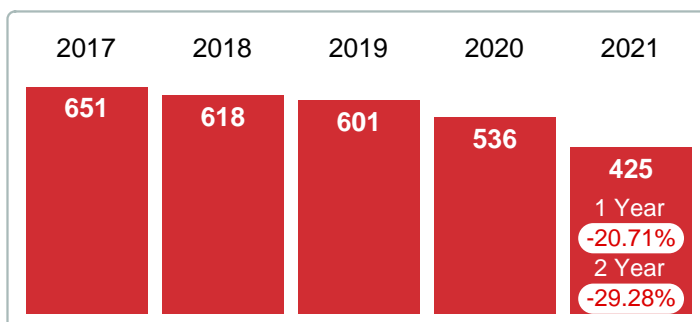
## ACTIVE INVENTORY

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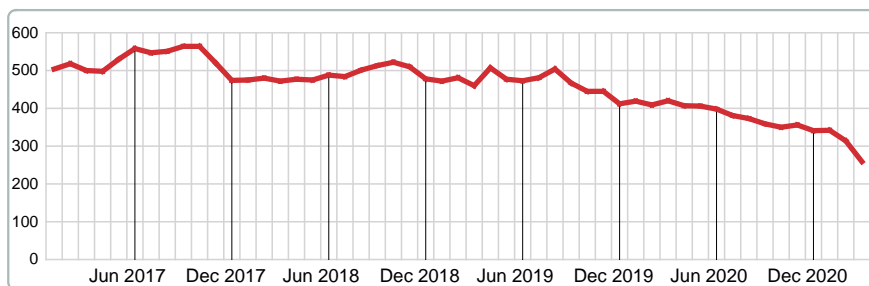
### END OF MARCH



### ACTIVE DURING MARCH

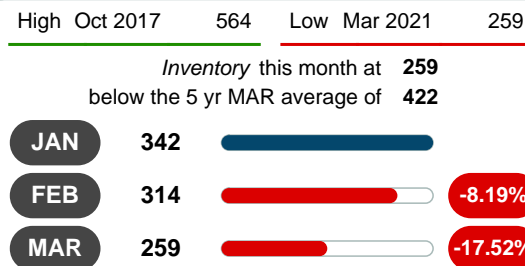


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 422



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	6	2.32%	67.5	5	0	1	0
\$10,001 - \$20,000	35	13.51%	180.0	35	0	0	0
\$20,001 - \$50,000	59	22.78%	57.0	42	15	2	0
\$50,001 - \$130,000	60	23.17%	57.0	41	15	3	1
\$130,001 - \$200,000	40	15.44%	71.0	20	17	2	1
\$200,001 - \$410,000	34	13.13%	54.0	18	8	8	0
\$410,001 and up	25	9.65%	92.0	20	0	4	1
Total Active Inventory by Units		259		181	55	20	3
Total Active Inventory by Volume		45,482,460	100%	32.43M	6.87M	5.47M	719.90K
Median Active Inventory Listing Price		\$79,500		\$69,000	\$102,500	\$244,950	\$180,000

# March 2021



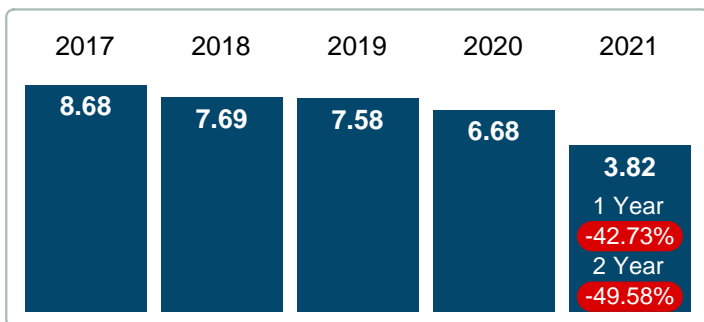
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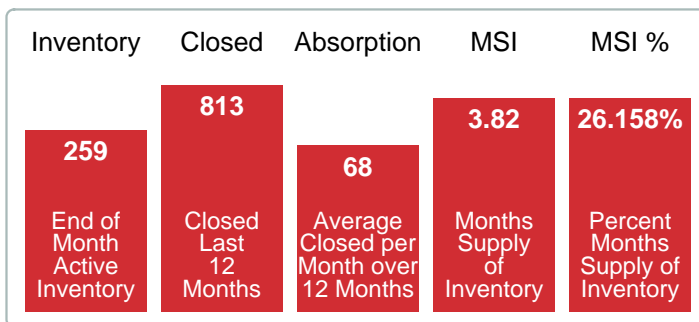
## MONTHS SUPPLY of INVENTORY (MSI)

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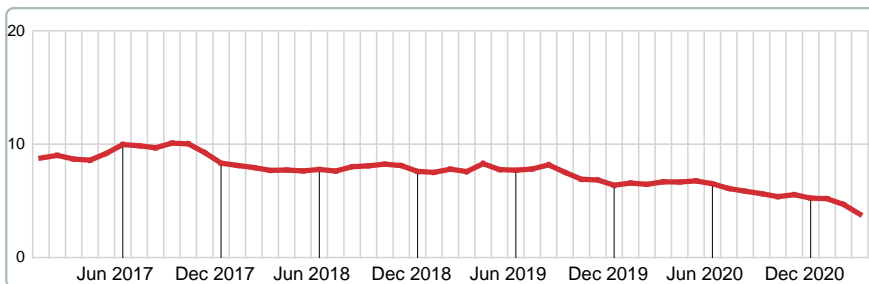
### MSI FOR MARCH



### 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



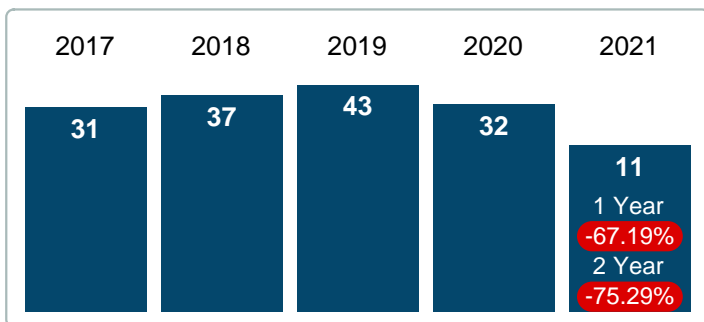
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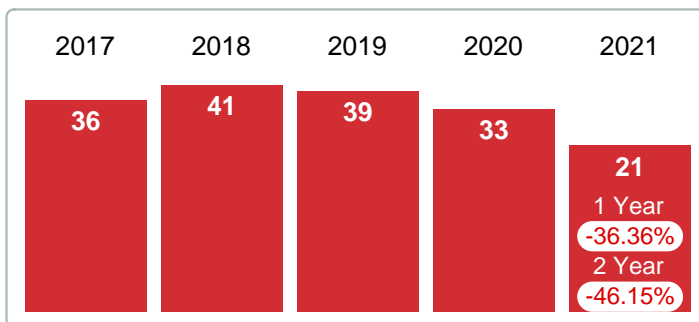
## MEDIAN DAYS ON MARKET TO SALE

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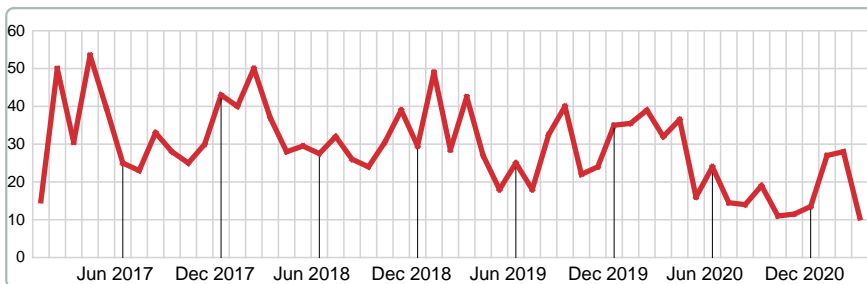
### MARCH



### YEAR TO DATE (YTD)

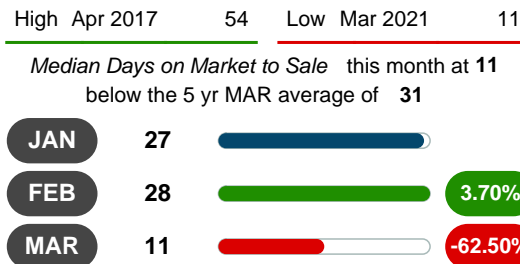


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAR AVG = 31



### 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
\$40,000 and less	8.82%	39	26	42	0	0
\$40,001 - \$70,000	8.82%	20	9	16	75	0
\$70,001 - \$100,000	16.18%	11	21	11	3	0
\$100,001 - \$170,000	27.94%	10	1	7	43	0
\$170,001 - \$210,000	17.65%	9	11	6	21	3
\$210,001 - \$260,000	10.29%	5	129	6	2	0
\$260,001 and up	10.29%	86	1	107	86	0
Median Closed DOM		11	11	8	34	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



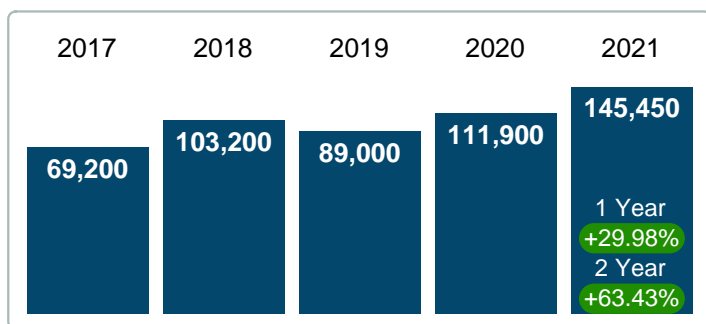
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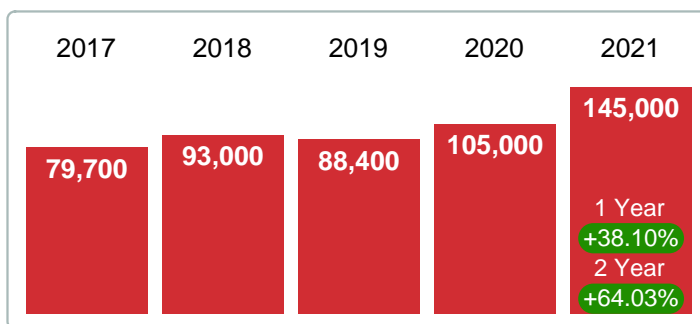
## MEDIAN LIST PRICE AT CLOSING

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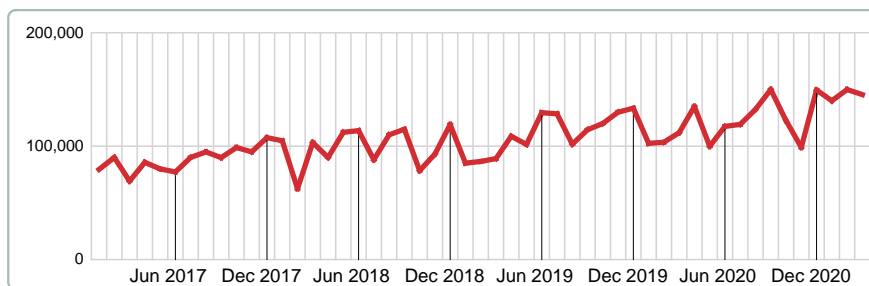
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

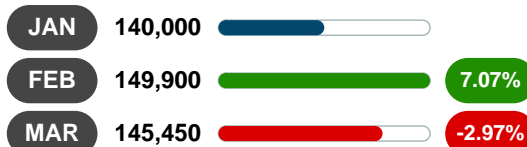


### 3 MONTHS

5 year MAR AVG = 103,750

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

Median List Price at Closing this month at **145,450**  
above the 5 yr MAR average of **103,750**



### 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
\$40,000 and less	7.35%	28,000	19,000	39,500	0	0
\$40,001 - \$70,000	13.24%	55,000	55,000	50,000	68,000	0
\$70,001 - \$100,000	11.76%	90,000	72,500	94,900	85,500	0
\$100,001 - \$170,000	32.35%	145,000	149,900	145,000	138,950	0
\$170,001 - \$210,000	14.71%	185,000	0	185,000	185,000	189,000
\$210,001 - \$260,000	10.29%	237,000	249,000	236,450	234,750	0
\$260,001 and up	10.29%	290,000	290,000	285,000	320,000	0
<b>Median List Price</b>		<b>145,450</b>	<b>66,800</b>	<b>149,900</b>	<b>202,250</b>	<b>189,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>145,450</b>	<b>16</b>	<b>37</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>10,294,349</b>	<b>1.46M</b>	<b>5.51M</b>	<b>3.13M</b>	<b>189.00K</b>



# March 2021



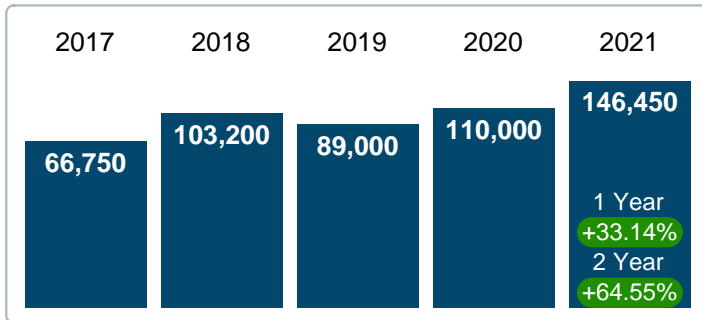
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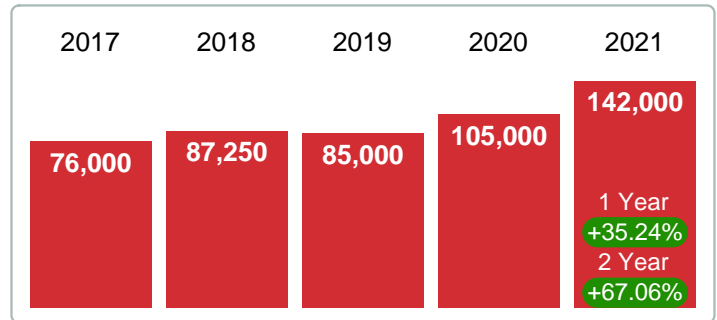
## MEDIAN SOLD PRICE AT CLOSING

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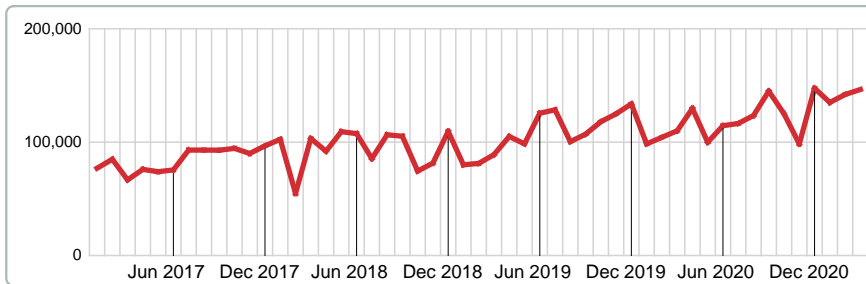
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

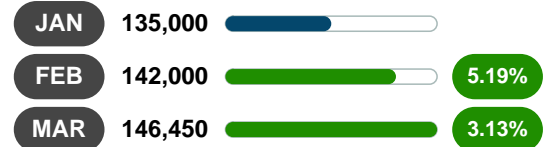


### 3 MONTHS

5 year MAR AVG = 103,080

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

Median Sold Price at Closing this month at **146,450** above the 5 yr MAR average of **103,080**



### 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
\$40,000 and less	8.82%	31,000	18,000	35,500	0	0
\$40,001 - \$70,000	8.82%	50,000	50,000	52,500	51,000	0
\$70,001 - \$100,000	16.18%	90,500	72,500	94,900	91,300	0
\$100,001 - \$170,000	27.94%	144,500	147,900	144,750	126,950	0
\$170,001 - \$210,000	17.65%	185,000	175,000	185,000	181,000	189,000
\$210,001 - \$260,000	10.29%	233,575	249,000	229,288	236,000	0
\$260,001 and up	10.29%	290,000	290,000	285,000	322,500	0
<b>Median Sold Price</b>		<b>146,450</b>	<b>72,500</b>	<b>149,900</b>	<b>201,500</b>	<b>189,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>146,450</b>	<b>16</b>	<b>37</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>10,180,774</b>	<b>1.47M</b>	<b>5.47M</b>	<b>3.05M</b>	<b>189.00K</b>

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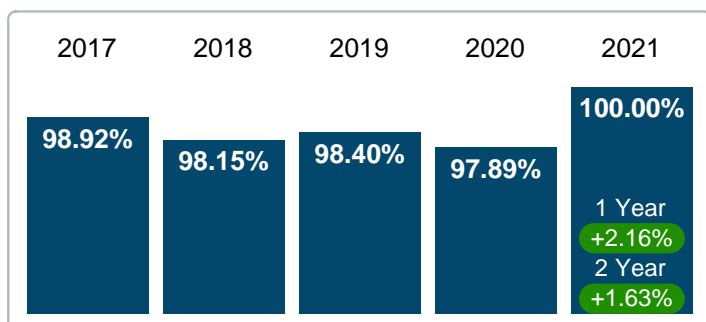
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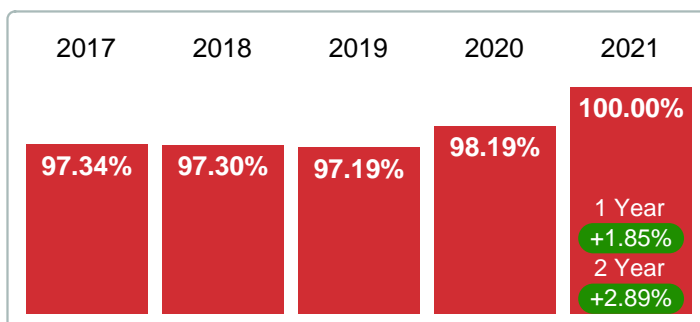
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

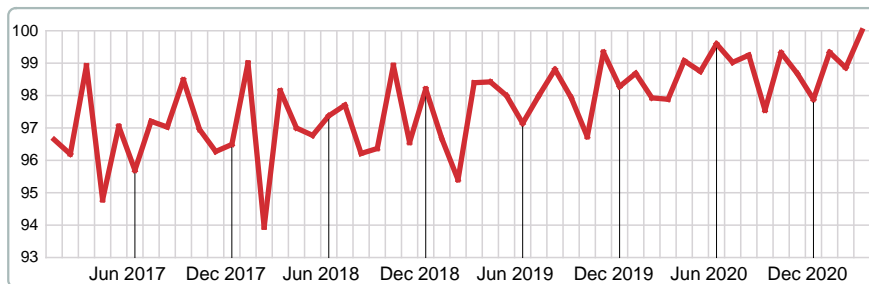
### MARCH



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

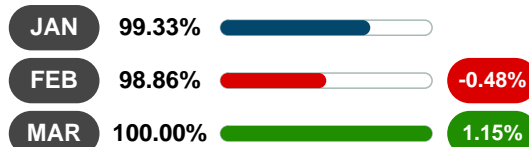


### 3 MONTHS

5 year MAR AVG = 98.67%

High Mar 2021 100.00% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr MAR average of **98.67%**



### 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
\$40,000 and less	6	8.82%	90.57%	93.21%	80.57%	0.00%	0.00%
\$40,001 - \$70,000	6	8.82%	86.44%	81.97%	98.00%	75.00%	0.00%
\$70,001 - \$100,000	11	16.18%	100.00%	100.00%	98.97%	106.78%	0.00%
\$100,001 - \$170,000	19	27.94%	100.00%	98.67%	100.00%	98.91%	0.00%
\$170,001 - \$210,000	12	17.65%	100.00%	116.67%	100.00%	97.84%	100.00%
\$210,001 - \$260,000	7	10.29%	100.00%	100.00%	98.76%	100.57%	0.00%
\$260,001 and up	7	10.29%	100.00%	100.00%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		99.33%	100.00%	100.00%	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

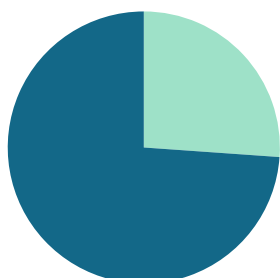
Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

### INVENTORY

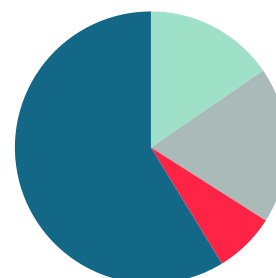


**Inventory**  
 New Listings  
**111 = 26.12%**  
 Start Inventory  
**314**  
 Total Inventory Units  
**425**  
 Volume  
**\$73,099,082**

### 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%
Median List Price	111,900	145,450	29.98%	105,000	145,000	38.10%
Median Sale Price	110,000	146,450	33.14%	105,000	142,000	35.24%
Median Percent of Selling Price to List Price	97.89%	100.00%	2.16%	98.19%	100.00%	1.85%
Median Days on Market to Sale	32.00	10.50	-67.19%	33.00	21.00	-36.36%
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

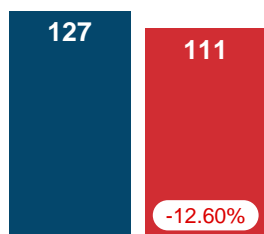
**Inventory** on March 31, 2021 = **259**

**2020** **2021**

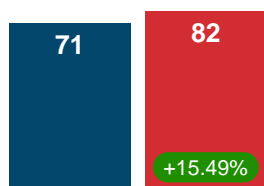
### MARCH MARKET

### MEDIAN PRICES

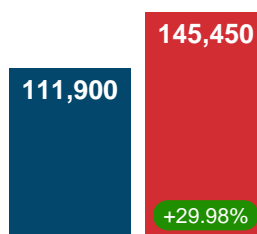
#### New Listings



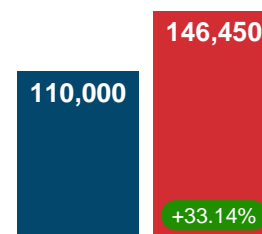
#### Pending Listings



#### List Price



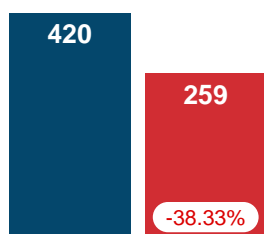
#### Sale Price



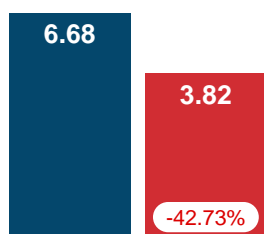
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

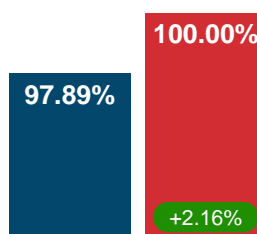
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

