

May 2021

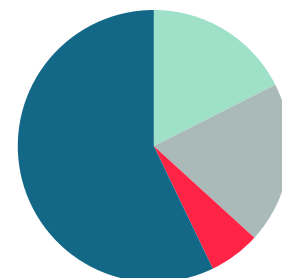
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	May 2021	+/-%
Closed Listings	51	75	47.06%
Pending Listings	92	82	-10.87%
New Listings	92	100	8.70%
Average List Price	118,826	147,571	24.19%
Average Sale Price	114,806	145,379	26.63%
Average Percent of Selling Price to List Price	95.97%	96.61%	0.66%
Average Days on Market to Sale	35.71	21.63	-39.43%
End of Month Inventory	408	244	-40.20%
Months Supply of Inventory	6.79	3.43	-49.51%



■ Closed (17.56%)
■ Pending (19.20%)
■ Other OffMarket (6.09%)
■ Active (57.14%)

Absorption: Last 12 months, an Average of **71** Sales/Month
Active Inventory as of May 31, 2021 = **244**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2021 decreased **40.20%** to 244 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **3.43** 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 **26.63%** in May 2021 to \$145,379 versus the previous year at \$114,806.

Average Days on Market Shortens

The average number of **21.63** days that homes spent on the market before selling decreased by 14.08 days or **39.43%** in May 2021 compared to last year's same month at **35.71** DOM.

Sales Success for May 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 100 New Listings in May 2021, up **8.70%** from last year at 92. Furthermore, there were 75 Closed Listings this month versus last year at 51, a **47.06%** increase.

Closed versus Listed trends yielded a **75.0%** ratio, up from previous year's, May 2020, at **55.4%**, a **35.29%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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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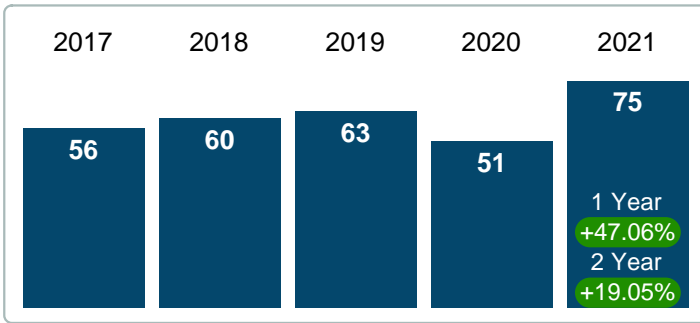
Area Delimited by County Of Muskogee



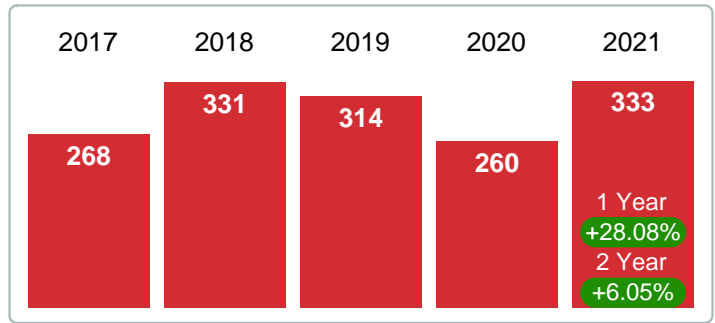
CLOSED LISTINGS

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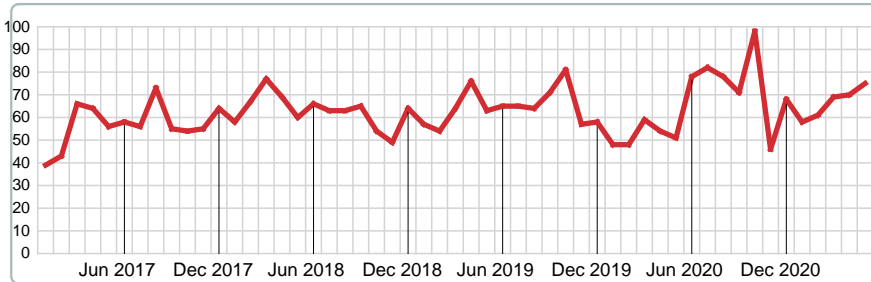
MAY



YEAR TO DATE (YTD)

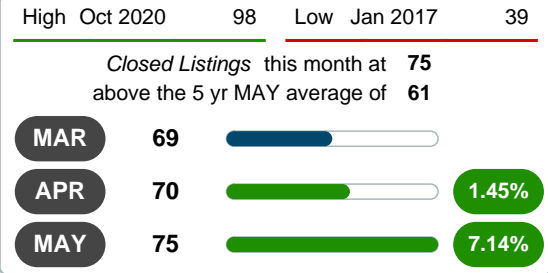


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 61



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	8	10.67%	40.1	2	5	0	1
\$40,001 - \$60,000	6	8.00%	19.0	3	2	1	0
\$60,001 - \$80,000	13	17.33%	15.4	8	5	0	0
\$80,001 - \$130,000	19	25.33%	21.8	4	13	1	1
\$130,001 - \$180,000	11	14.67%	12.9	1	8	2	0
\$180,001 - \$260,000	10	13.33%	22.8	2	5	3	0
\$260,001 and up	8	10.67%	25.3	1	5	1	1
Total Closed Units	75			21	43	8	3
Total Closed Volume	10,903,434	100%	21.6	2.71M	6.02M	1.61M	562.90K
Average Closed Price	\$145,379			\$129,035	\$139,998	\$201,363	\$187,633

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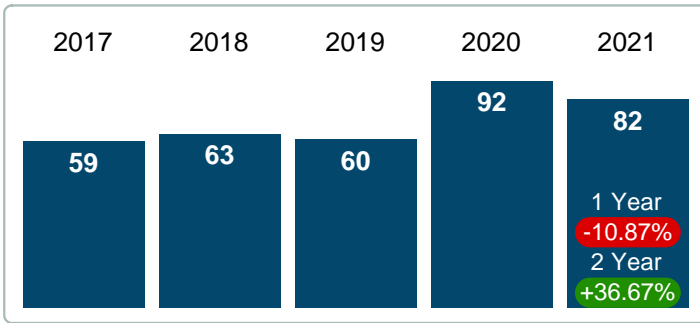
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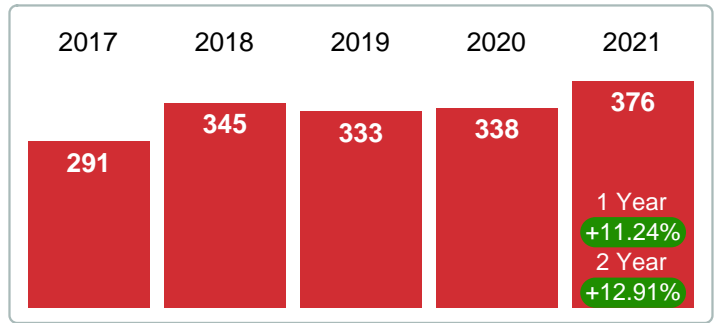
PENDING LISTINGS

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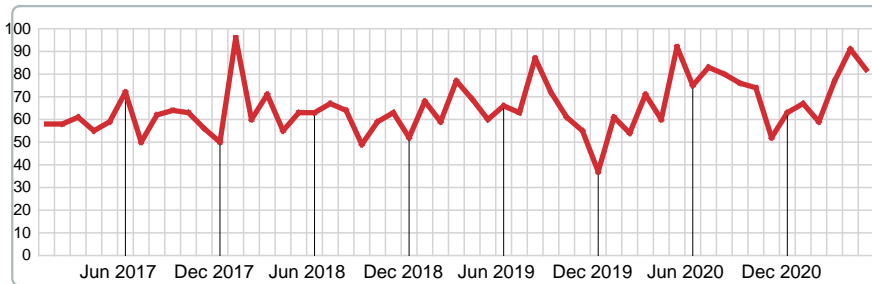
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 71

High Jan 2018 96 Low Dec 2019 37

Pending Listings this month at **82**
above the 5 yr MAY average of **71**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	8.54%	73.6	4	3	0	0
\$25,001 - \$50,000	9	10.98%	95.9	5	4	0	0
\$50,001 - \$100,000	14	17.07%	24.7	5	9	0	0
\$100,001 - \$175,000	20	24.39%	23.8	5	14	1	0
\$175,001 - \$225,000	11	13.41%	26.7	0	7	4	0
\$225,001 - \$325,000	11	13.41%	18.4	1	4	4	2
\$325,001 and up	10	12.20%	51.1	4	2	3	1
Total Pending Units	82			24	43	12	3
Total Pending Volume	14,746,199	100%	44.0	3.86M	6.09M	3.64M	1.15M
Average Listing Price	\$249,414			\$161,033	\$141,709	\$303,450	\$382,167

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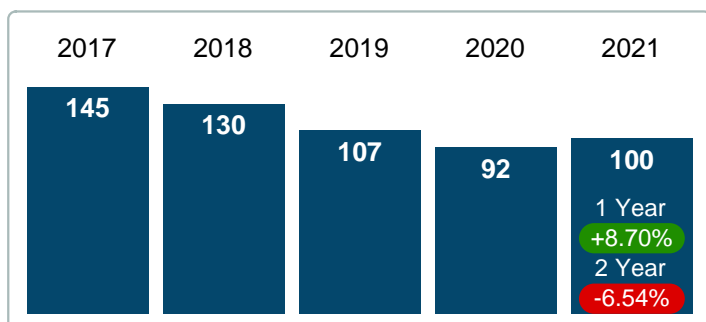
Area Delimited by County Of Muskogee



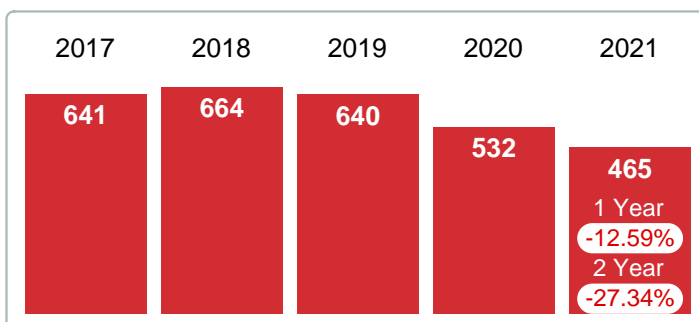
NEW LISTINGS

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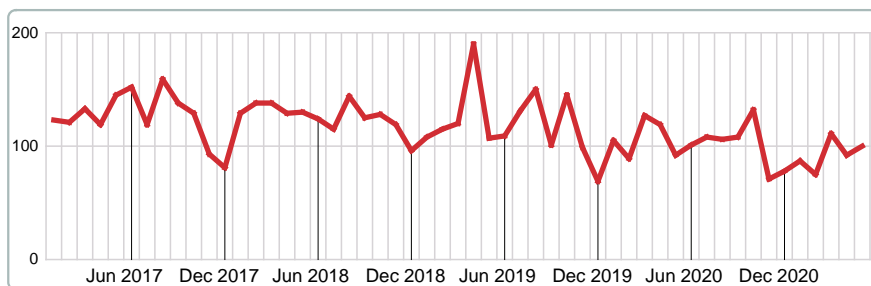
MAY



YEAR TO DATE (YTD)

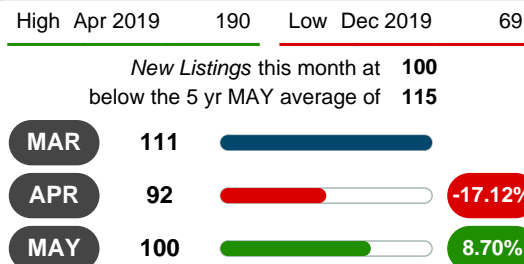


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 115



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	10	10.00%	9	1	0	0
\$30,001 - \$60,000	9	9.00%	5	2	1	1
\$60,001 - \$110,000	19	19.00%	12	7	0	0
\$110,001 - \$170,000	22	22.00%	7	13	2	0
\$170,001 - \$270,000	17	17.00%	3	7	6	1
\$270,001 - \$400,000	15	15.00%	6	4	3	2
\$400,001 and up	8	8.00%	3	2	2	1
Total New Listed Units	100		45	36	14	5
Total New Listed Volume	21,496,250	100%	8.92M	6.56M	4.47M	1.54M
Average New Listed Listing Price	\$132,000		\$198,198	\$182,346	\$319,600	\$307,700

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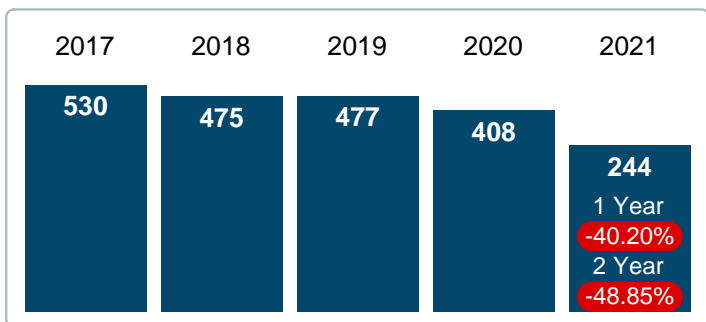
Area Delimited by County Of Muskogee



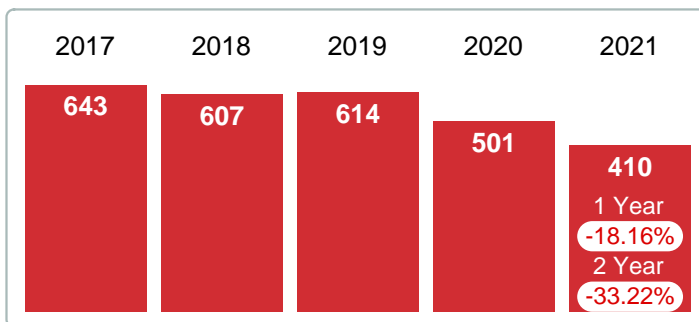
ACTIVE INVENTORY

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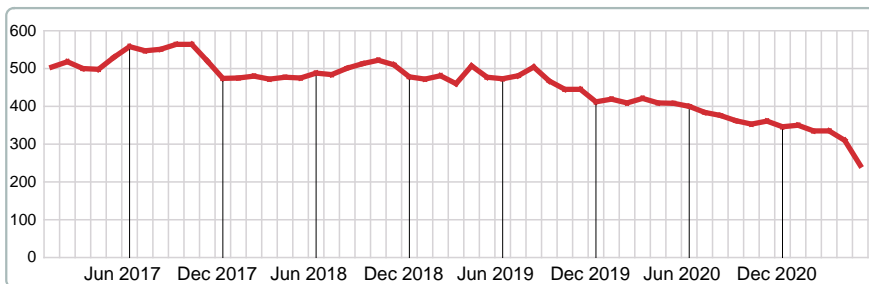
END OF MAY



ACTIVE DURING MAY

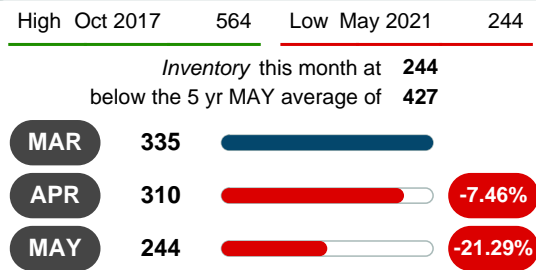


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 427



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	52	21.31%	138.0	51	1	0	0
\$25,001-\$50,000	36	14.75%	102.2	29	5	1	1
\$50,001-\$150,000	64	26.23%	83.7	42	17	5	0
\$150,001-\$225,000	33	13.52%	85.5	21	9	3	0
\$225,001-\$400,000	35	14.34%	88.4	21	8	4	2
\$400,001 and up	24	9.84%	97.9	17	2	5	0
Total Active Inventory by Units	244			181	42	18	3
Total Active Inventory by Volume	45,997,199	100%	100.3	31.96M	7.29M	5.96M	781.90K
Average Active Inventory Listing Price	\$188,513			\$176,576	\$173,632	\$331,250	\$260,633

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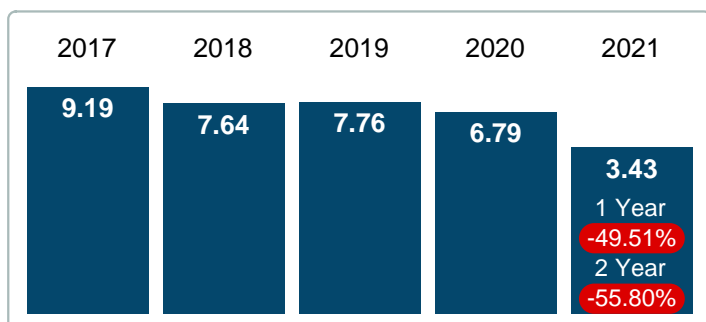
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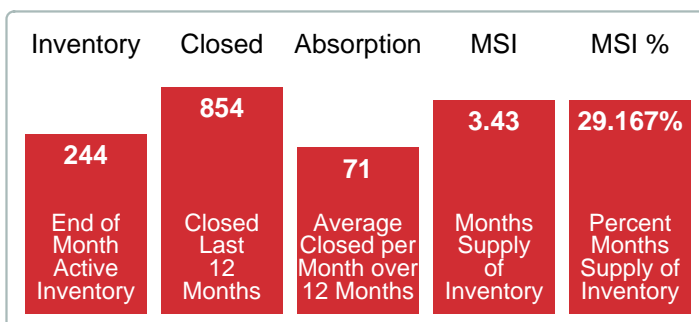
MONTHS SUPPLY of INVENTORY (MSI)

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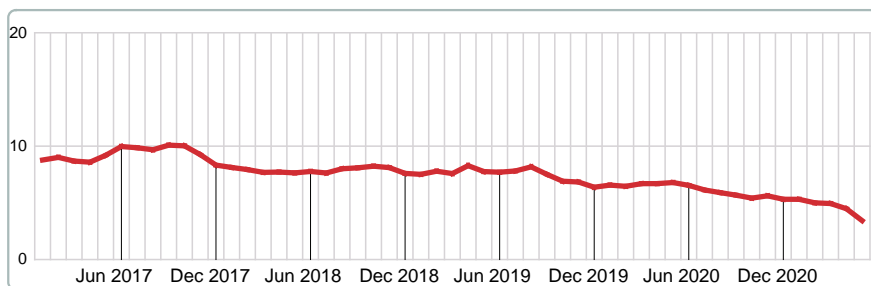
MSI FOR MAY



INDICATORS FOR MAY 2021

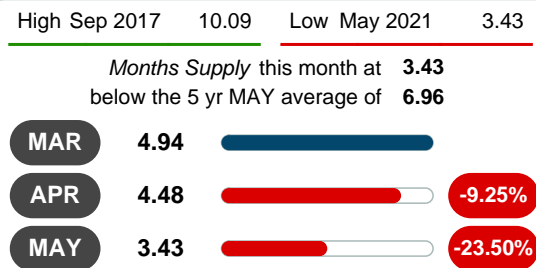


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 6.96



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	3	1.23%	2.25	3.00	0.00	0.00	0.00
\$10,001 - \$20,000	33	13.52%	13.66	18.29	1.71	0.00	0.00
\$20,001 - \$50,000	52	21.31%	6.18	9.31	1.76	2.00	4.00
\$50,001 - \$150,000	64	26.23%	2.04	5.42	0.87	1.30	0.00
\$150,001 - \$240,000	37	15.16%	2.27	16.24	0.93	1.12	0.00
\$240,001 - \$400,000	31	12.70%	3.58	15.20	2.40	0.77	3.43
\$400,001 and up	24	9.84%	9.00	18.55	2.00	10.00	0.00
Market Supply of Inventory (MSI)			3.43	9.57	1.12	1.42	1.57
Total Active Inventory by Units		100%	3.43	181	42	18	3

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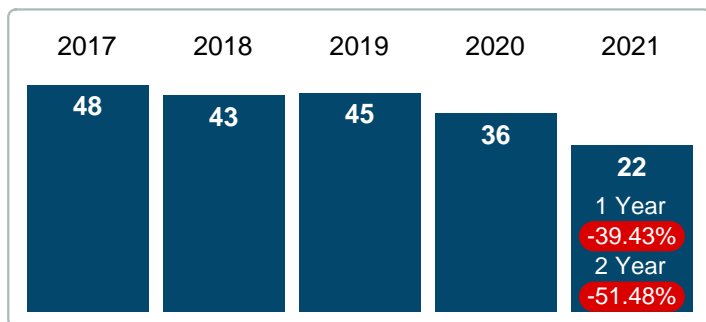
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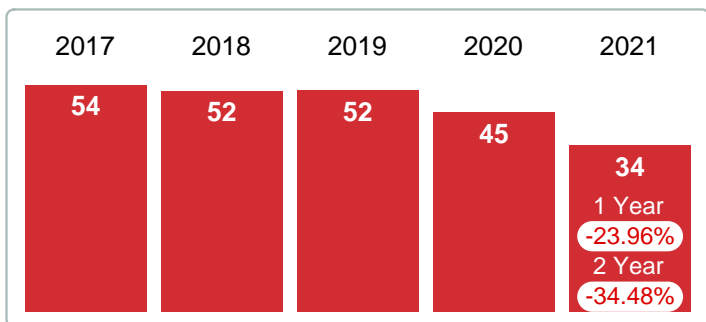
AVERAGE DAYS ON MARKET TO SALE

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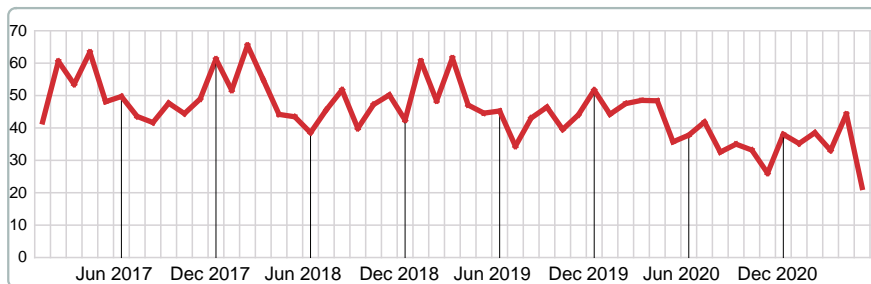
MAY



YEAR TO DATE (YTD)

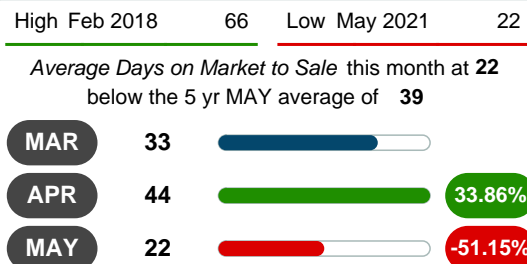


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 39



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	10.67%	40	75	33	0	7
\$40,001 - \$60,000	8.00%	19	22	11	26	0
\$60,001 - \$80,000	17.33%	15	17	13	0	0
\$80,001 - \$130,000	25.33%	22	76	6	13	23
\$130,001 - \$180,000	14.67%	13	1	14	14	0
\$180,001 - \$260,000	13.33%	23	68	14	8	0
\$260,001 and up	10.67%	25	60	26	5	7
Average Closed DOM		22	40	15	12	12
Total Closed Units	100%	22	21	43	8	3
Total Closed Volume		10,903,434	2.71M	6.02M	1.61M	562.90K

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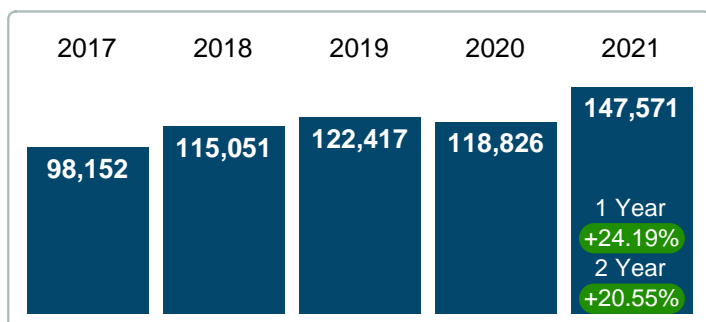
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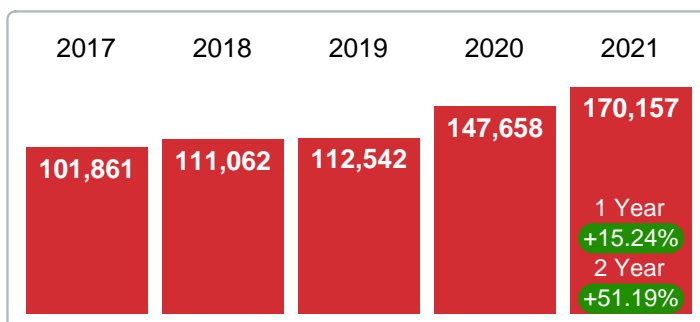
AVERAGE LIST PRICE AT CLOSING

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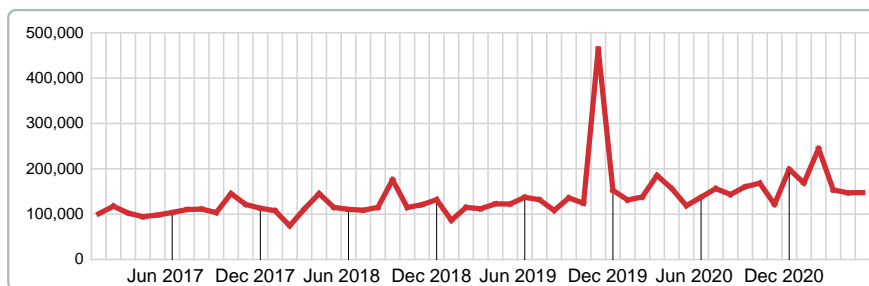
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

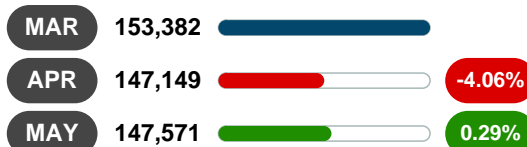


3 MONTHS

5 year MAY AVG = 120,404

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

Average List Price at Closing this month at **147,571**
above the 5 yr MAY average of **120,404**



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
\$40,000 and less	6	8.00%	31,567	39,000	35,560	0	32,500
\$40,001 \$60,000	5	6.67%	54,580	59,167	62,000	64,500	0
\$60,001 \$80,000	16	21.33%	74,063	75,513	77,780	0	0
\$80,001 \$130,000	19	25.33%	108,656	98,850	113,774	100,000	90,000
\$130,001 \$180,000	11	14.67%	161,191	175,000	159,150	167,450	0
\$180,001 \$260,000	9	12.00%	206,533	221,000	201,180	222,633	0
\$260,001 and up	9	12.00%	413,800	875,000	344,460	410,000	449,900
Average List Price			147,571	130,810	143,515	197,163	190,800
Total Closed Units		100%	147,571	21	43	8	3
Total Closed Volume			11,067,860	2.75M	6.17M	1.58M	572.40K

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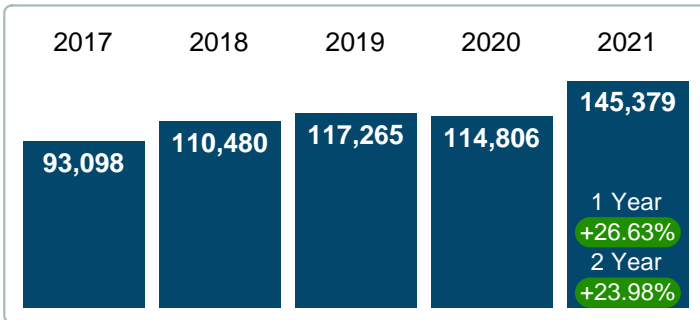
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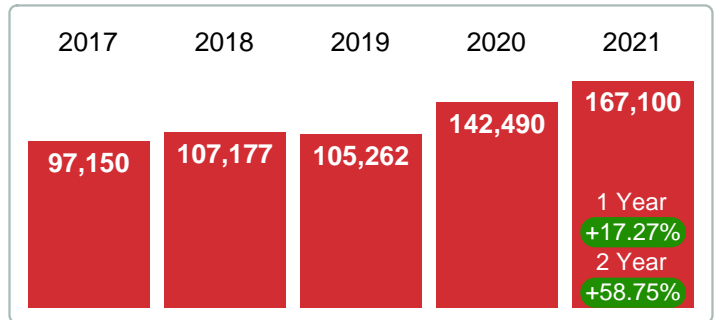
AVERAGE SOLD PRICE AT CLOSING

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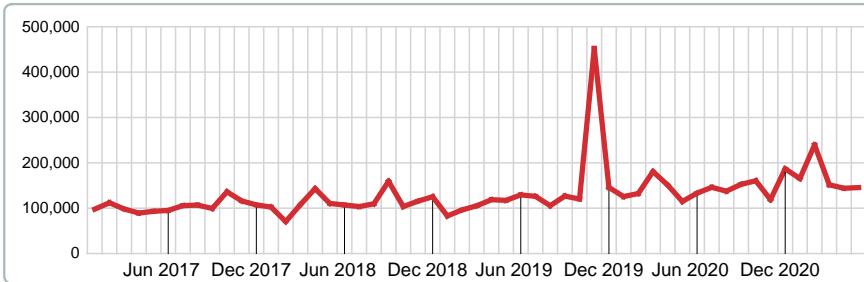
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

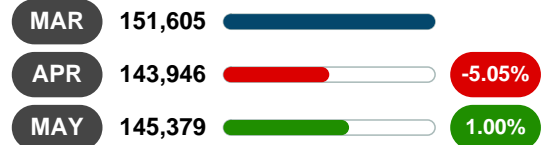


3 MONTHS

5 year MAY AVG = 116,206

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

Average Sold Price at Closing this month at **145,379** above the 5 yr MAY average of **116,206**



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	10.67%	28,638	29,500	29,020	0	25,000
\$40,001 - \$60,000	8.00%	57,000	55,333	58,000	60,000	0
\$60,001 - \$80,000	17.33%	72,635	74,469	69,700	0	0
\$80,001 - \$130,000	25.33%	108,805	97,975	114,415	100,000	88,000
\$130,001 - \$180,000	14.67%	160,536	175,000	157,000	167,450	0
\$180,001 - \$260,000	13.33%	217,608	223,542	204,600	235,333	0
\$260,001 and up	10.67%	422,350	875,000	328,780	410,000	449,900
Average Sold Price		145,379	129,035	139,998	201,363	187,633
Total Closed Units	100%	145,379	21	43	8	3
Total Closed Volume		10,903,434	2.71M	6.02M	1.61M	562.90K

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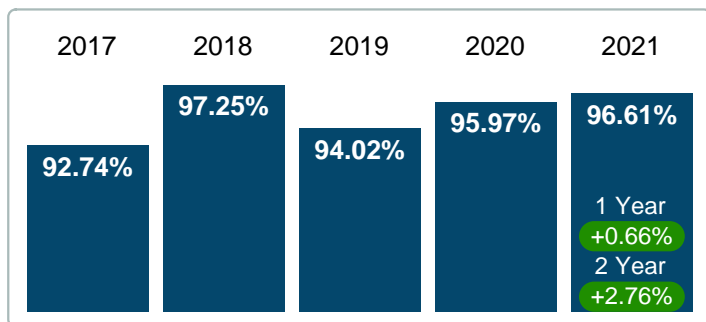
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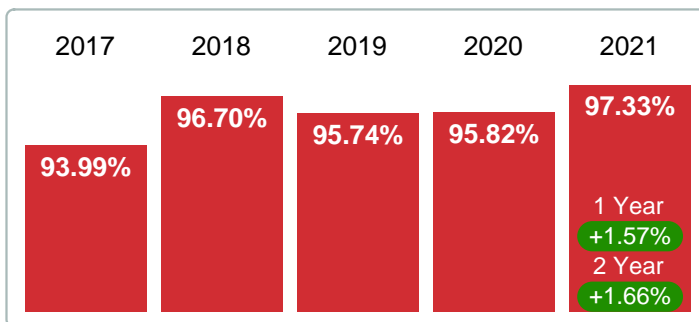
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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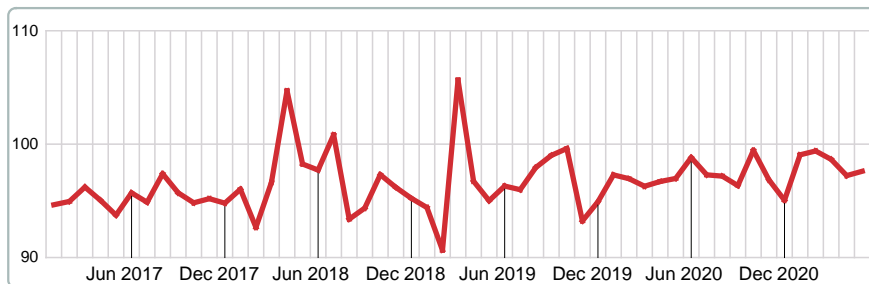
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

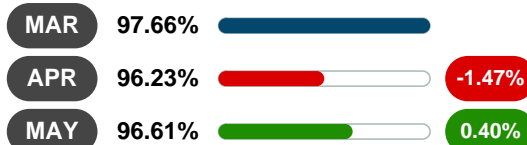


3 MONTHS

5 year MAY AVG = 95.32%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **96.61%** above the 5 yr MAY average of **95.32%**



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	8	10.67%	79.75%	75.69%	81.93%	0.00%	76.92%
\$40,001 - \$60,000	6	8.00%	93.63%	93.69%	93.85%	93.02%	0.00%
\$60,001 - \$80,000	13	17.33%	95.22%	98.68%	89.69%	0.00%	0.00%
\$80,001 - \$130,000	19	25.33%	100.21%	98.98%	100.79%	100.00%	97.78%
\$130,001 - \$180,000	11	14.67%	99.23%	100.00%	98.95%	100.00%	0.00%
\$180,001 - \$260,000	10	13.33%	103.60%	104.40%	101.73%	106.20%	0.00%
\$260,001 and up	8	10.67%	97.06%	100.00%	95.29%	100.00%	100.00%
Average Sold/List Ratio		96.60%		96.51%	96.11%	101.45%	91.57%
Total Closed Units		75	100%	21	43	8	3
Total Closed Volume		10,903,434		2.71M	6.02M	1.61M	562.90K

May 2021



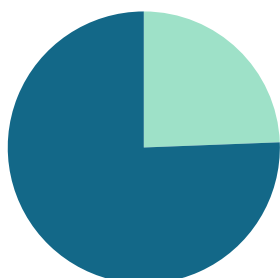
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

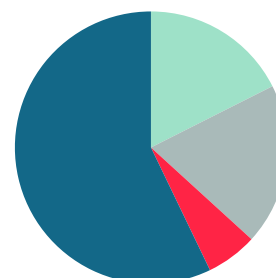


Inventory
 New Listings
100 = 24.39%
 Start Inventory
310
 Total Inventory Units
410
 Volume
\$75,388,258

Market Activity

Closed Sales
75 = 17.56%
 Pending Sales
82 = 19.20%
 Other Off Market
26 = 6.09%
 Active Inventory
244 = 57.14%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	51	75	47.06%	260	333	28.08%
Pending Sales	92	82	-10.87%	338	376	11.24%
New Listings	92	100	8.70%	532	465	-12.59%
Average List Price	118,826	147,571	24.19%	147,658	170,157	15.24%
Average Sale Price	114,806	145,379	26.63%	142,490	167,100	17.27%
Average Percent of Selling Price to List Price	95.97%	96.61%	0.66%	95.82%	97.33%	1.57%
Average Days on Market to Sale	35.71	21.63	-39.43%	45.00	34.22	-23.96%
Monthly Inventory	408	244	-40.20%	408	244	-40.20%
Months Supply of Inventory	6.79	3.43	-49.51%	6.79	3.43	-49.51%

Absorption: Last 12 months, an Average of **71** Sales/Month

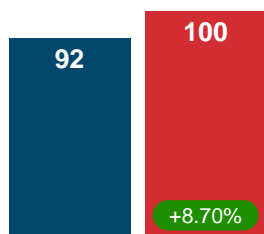
Inventory on May 31, 2021 = **244**

2020 **2021**

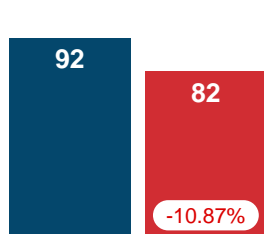
MAY MARKET

AVERAGE PRICES

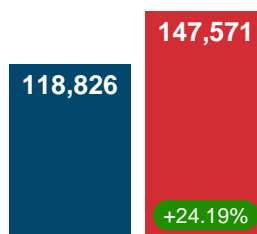
New Listings



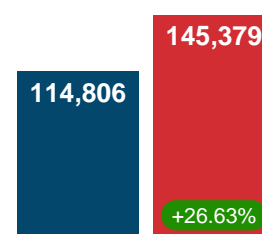
Pending Listings



List Price



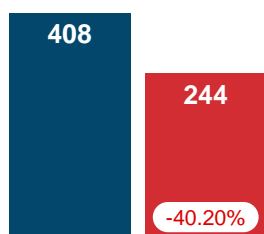
Sale Price



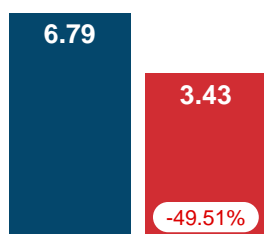
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

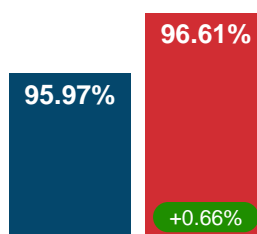
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

