



# November 2021

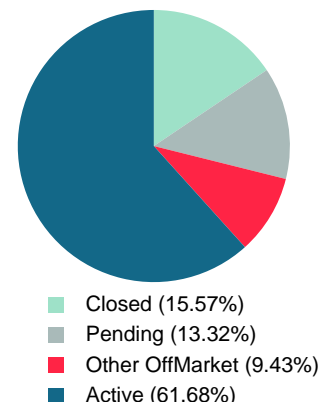
Area Delimited by County Of Muskogee



## MONTHLY INVENTORY ANALYSIS

Report produced on Dec 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	November 2021	+/-%
Closed Listings	46	76	65.22%
Pending Listings	52	65	25.00%
New Listings	71	85	19.72%
Average List Price	121,772	162,064	33.09%
Average Sale Price	118,854	157,271	32.32%
Average Percent of Selling Price to List Price	95.85%	95.87%	0.02%
Average Days on Market to Sale	26.04	26.37	1.25%
End of Month Inventory	362	301	-16.85%
Months Supply of Inventory	5.63	4.22	-25.11%



**Absorption:** Last 12 months, an Average of **71** Sales/Month  
**Active Inventory** as of November 30, 2021 = **301**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2021 decreased **16.85%** to 301 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 **4.22** 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 **32.32%** in November 2021 to \$157,271 versus the previous year at \$118,854.

#### Average Days on Market Lengthens

The average number of **26.37** days that homes spent on the market before selling increased by 0.32 days or **1.25%** in November 2021 compared to last year's same month at **26.04** DOM.

#### Sales Success for November 2021 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 85 New Listings in November 2021, up **19.72%** from last year at 71. Furthermore, there were 76 Closed Listings this month versus last year at 46, a **65.22%** increase.

Closed versus Listed trends yielded a **89.4%** ratio, up from previous year's, November 2020, at **64.8%**, a **38.01%** upswing. This will certainly create pressure on a decreasing Monthly ½s 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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<sup>®</sup>

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<sup>®</sup> 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<sup>®</sup>

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com



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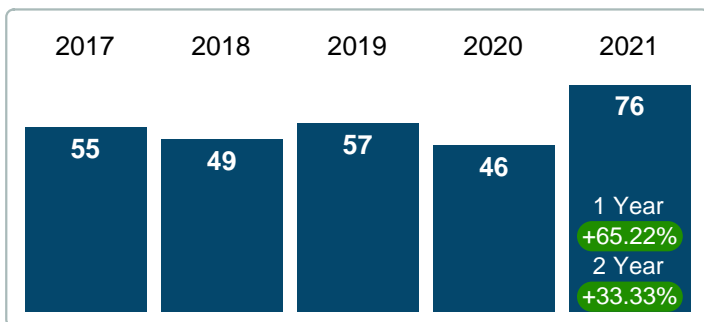
Area Delimited by County Of Muskogee



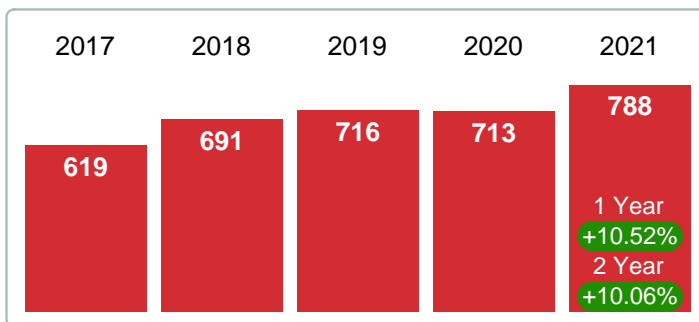
## CLOSED LISTINGS

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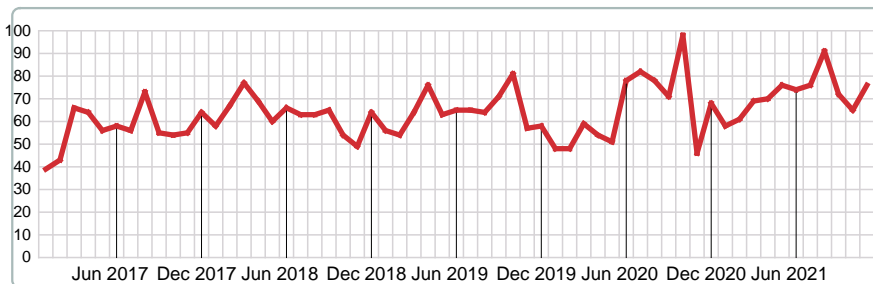
### NOVEMBER



### YEAR TO DATE (YTD)

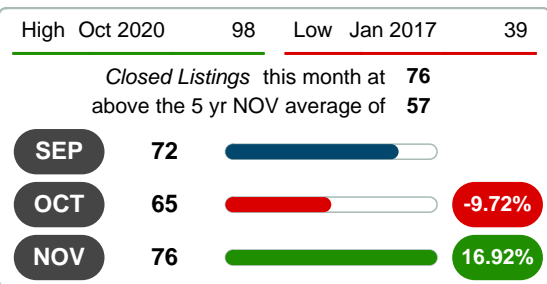


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 57



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	6.58%	21.6	4	1	0	0
\$25,001 - \$50,000	8	10.53%	31.9	5	2	1	0
\$50,001 - \$100,000	12	15.79%	25.2	7	5	0	0
\$100,001 - \$150,000	18	23.68%	25.2	2	16	0	0
\$150,001 - \$200,000	16	21.05%	32.1	2	9	4	1
\$200,001 - \$300,000	10	13.16%	30.8	0	5	5	0
\$300,001 and up	7	9.21%	9.1	2	0	5	0
<b>Total Closed Units</b>	<b>76</b>			<b>22</b>	<b>38</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>11,952,599</b>	<b>100%</b>	<b>26.4</b>	<b>2.44M</b>	<b>5.32M</b>	<b>4.01M</b>	<b>185.00K</b>
<b>Average Closed Price</b>	<b>\$157,271</b>			<b>\$111,064</b>	<b>\$139,961</b>	<b>\$267,047</b>	<b>\$185,000</b>



# November 2021

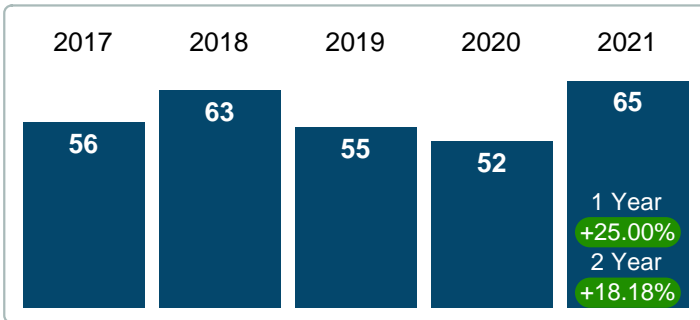
Area Delimited by County Of Muskogee



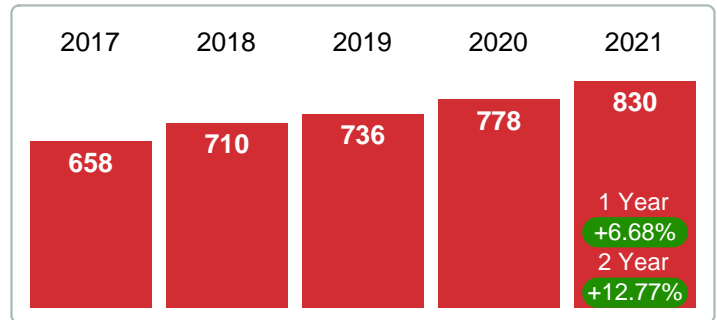
## PENDING LISTINGS

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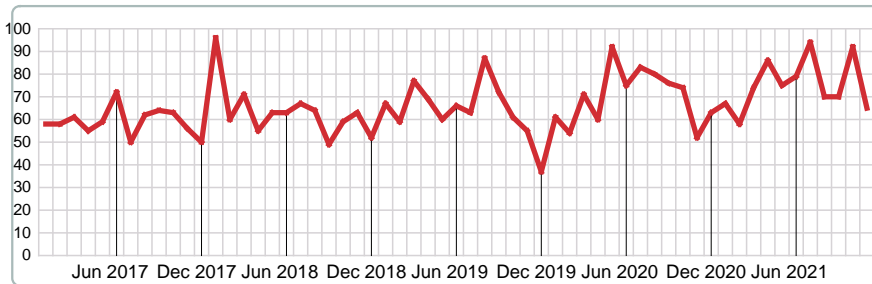
### NOVEMBER



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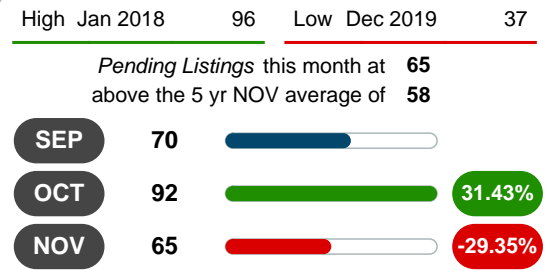


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 58



### 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	8	12.31%	45.4	8	0	0	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$100,000	16	24.62%	62.1	9	5	2	0
\$100,001 - \$175,000	15	23.08%	40.4	4	10	1	0
\$175,001 - \$250,000	11	16.92%	30.4	1	6	2	2
\$250,001 - \$325,000	8	12.31%	91.4	3	4	1	0
\$325,001 and up	7	10.77%	41.9	2	1	2	2
<b>Total Pending Units</b>	<b>65</b>			<b>27</b>	<b>26</b>	<b>8</b>	<b>4</b>
<b>Total Pending Volume</b>	<b>12,814,500</b>	<b>100%</b>	<b>48.2</b>	<b>5.18M</b>	<b>4.48M</b>	<b>1.73M</b>	<b>1.42M</b>
<b>Average Listing Price</b>	<b>\$238,300</b>			<b>\$192,000</b>	<b>\$172,438</b>	<b>\$216,200</b>	<b>\$354,375</b>



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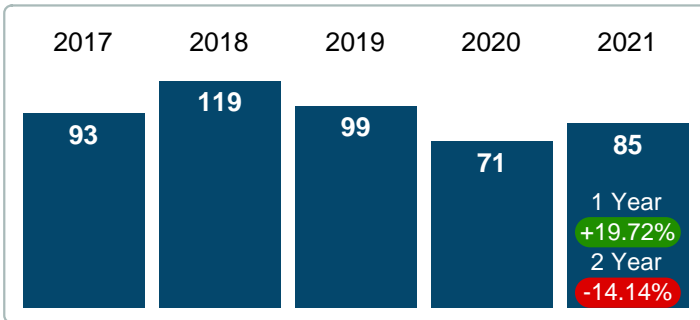
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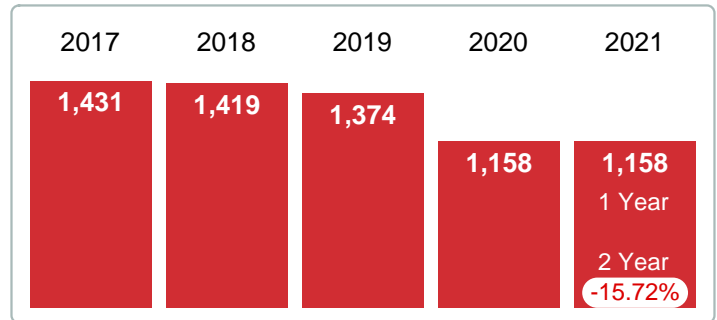
## NEW LISTINGS

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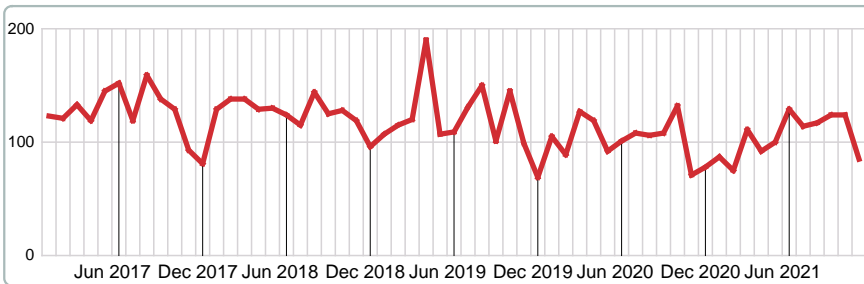
### NOVEMBER



### YEAR TO DATE (YTD)

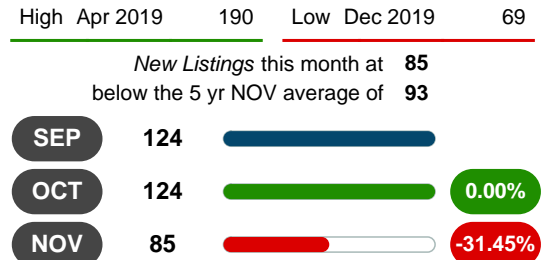


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 93



### 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	8	9.41%	6	2	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$75,000	21	24.71%	13	6	2	0
\$75,001 - \$150,000	21	24.71%	7	9	5	0
\$150,001 - \$200,000	8	9.41%	2	5	1	0
\$200,001 - \$300,000	19	22.35%	5	9	5	0
\$300,001 and up	8	9.41%	2	2	4	0
<b>Total New Listed Units</b>	<b>85</b>		<b>35</b>	<b>33</b>	<b>17</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>12,990,149</b>	<b>100%</b>	<b>4.50M</b>	<b>4.99M</b>	<b>3.50M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$349,167</b>		<b>\$128,496</b>	<b>\$151,164</b>	<b>\$206,141</b>	<b>\$0</b>



# November 2021

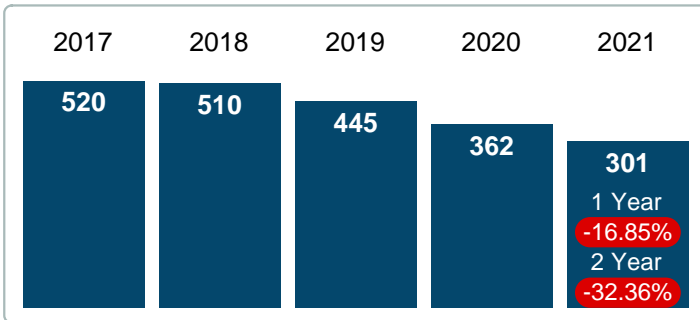
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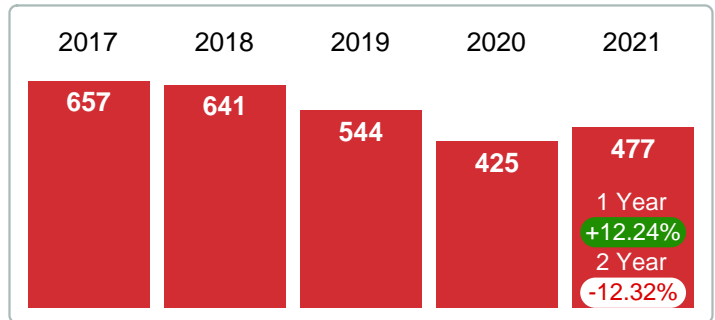
## ACTIVE INVENTORY

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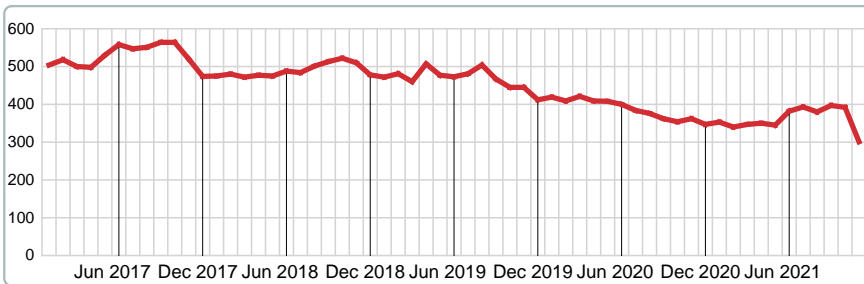
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

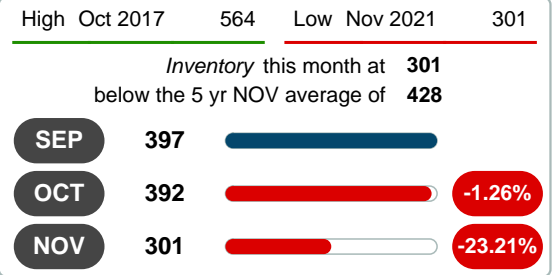


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 428



### 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	59	19.60%	129.6	53	6	0	0
\$25,001-\$50,000	49	16.28%	72.0	37	9	2	1
\$50,001-\$125,000	82	27.24%	85.3	48	28	6	0
\$125,001-\$200,000	42	13.95%	91.4	17	18	7	0
\$200,001-\$375,000	36	11.96%	81.0	21	7	6	2
\$375,001 and up	33	10.96%	109.5	24	4	5	0
<b>Total Active Inventory by Units</b>	<b>301</b>			<b>200</b>	<b>72</b>	<b>26</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>56,030,845</b>	<b>100%</b>	<b>94.8</b>	<b>36.20M</b>	<b>12.23M</b>	<b>6.89M</b>	<b>700.40K</b>
<b>Average Active Inventory Listing Price</b>	<b>\$186,149</b>			<b>\$181,022</b>	<b>\$169,892</b>	<b>\$265,150</b>	<b>\$233,467</b>



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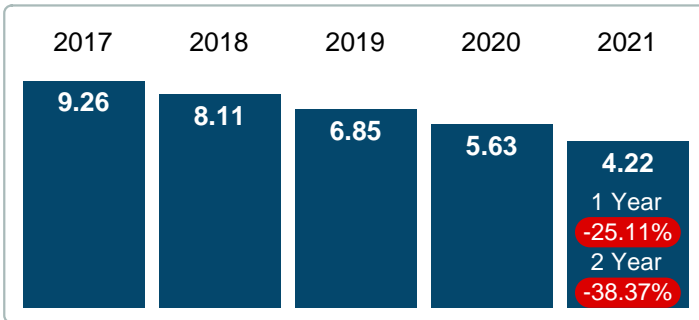
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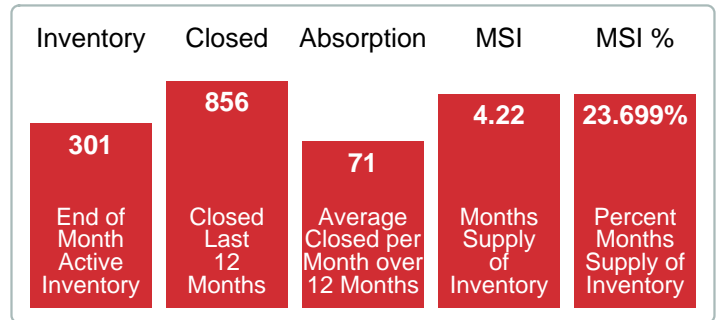
## MONTHS SUPPLY of INVENTORY (MSI)

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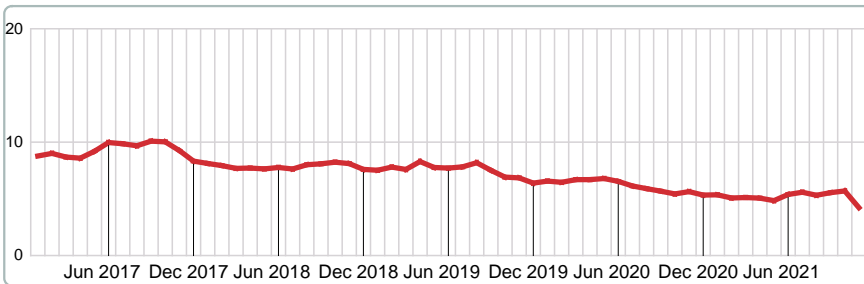
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2021

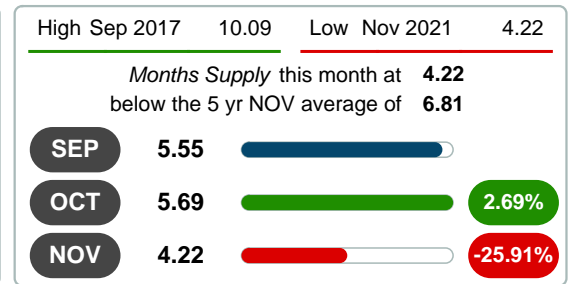


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 6.81



### 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	2	0.66%	2.00	2.40	0.00	0.00	0.00
\$10,001 - \$30,000	69	22.92%	12.55	19.26	3.50	6.00	0.00
\$30,001 - \$50,000	37	12.29%	7.40	7.90	6.00	6.00	12.00
\$50,001 - \$120,000	74	24.58%	3.81	5.93	2.36	3.75	0.00
\$120,001 - \$200,000	50	16.61%	2.24	8.40	1.29	2.59	0.00
\$200,001 - \$390,000	36	11.96%	2.51	13.26	1.12	1.04	2.67
\$390,001 and up	33	10.96%	8.80	26.18	3.43	3.75	0.00
Market Supply of Inventory (MSI)			4.22	10.08	1.92	2.17	1.57
Total Active Inventory by Units		100%	4.22	200	72	26	3



# November 2021

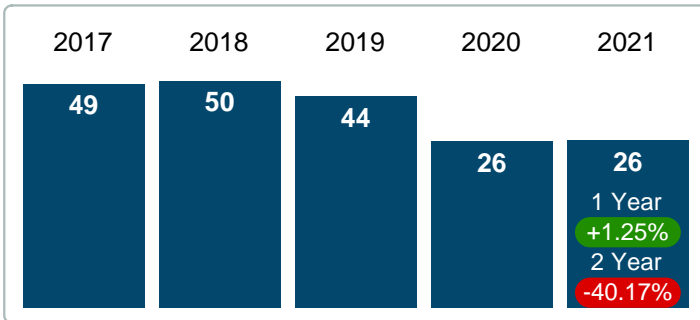
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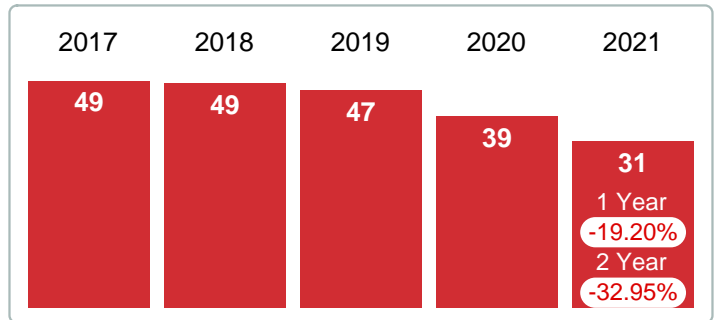
## AVERAGE DAYS ON MARKET TO SALE

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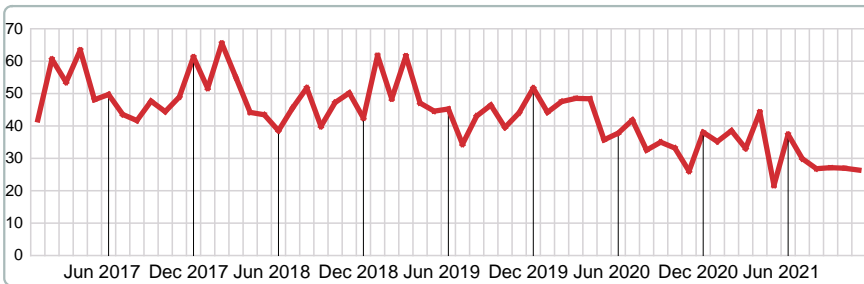
### NOVEMBER



### YEAR TO DATE (YTD)

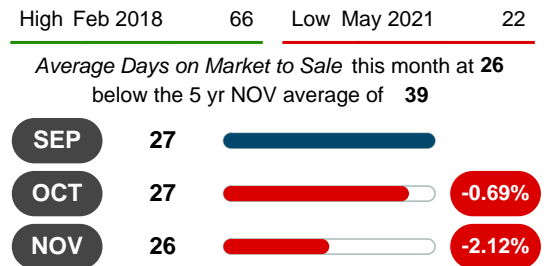


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV 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
\$25,000 and less	6.58%	22	16	44	0	0
\$25,001 - \$50,000	10.53%	32	46	6	15	0
\$50,001 - \$100,000	15.79%	25	34	13	0	0
\$100,001 - \$150,000	23.68%	25	6	28	0	0
\$150,001 - \$200,000	21.05%	32	90	18	38	17
\$200,001 - \$300,000	13.16%	31	0	14	47	0
\$300,001 and up	9.21%	9	13	0	8	0
<b>Average Closed DOM</b>		<b>26</b>	<b>34</b>	<b>21</b>	<b>29</b>	<b>17</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>26</b>	<b>22</b>	<b>38</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>11,952,599</b>	<b>2.44M</b>	<b>5.32M</b>	<b>4.01M</b>	<b>185.00K</b>



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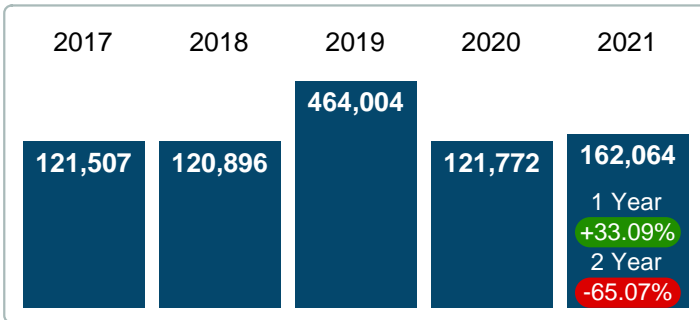
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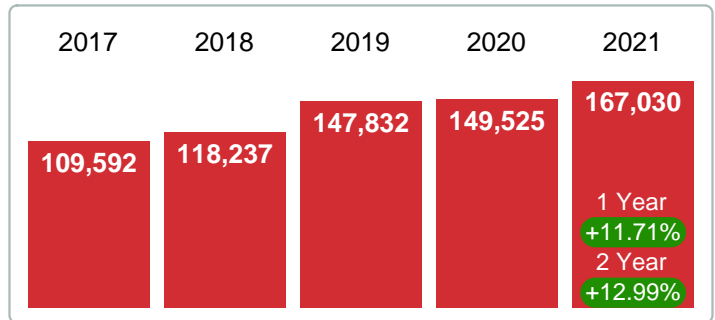
## AVERAGE LIST PRICE AT CLOSING

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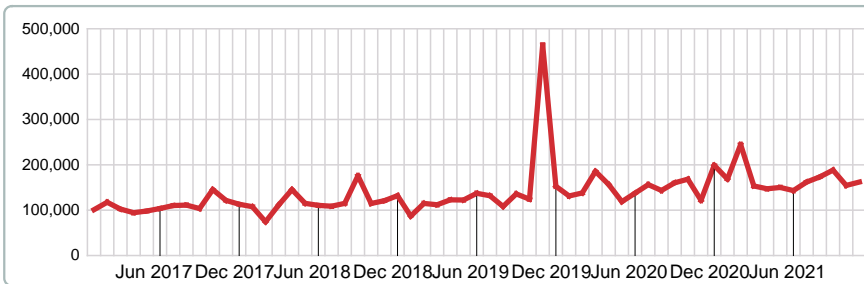
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 198,048

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

Average List Price at Closing this month at **162,064**  
below the 5 yr NOV average of **198,048**



### 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	3.95%	18,000	20,000	44,000	0	0
\$25,001 - \$50,000	11.84%	40,172	45,130	37,450	54,000	0
\$50,001 - \$100,000	15.79%	77,825	80,414	82,580	0	0
\$100,001 - \$150,000	25.00%	127,284	125,500	130,131	0	0
\$150,001 - \$200,000	19.74%	176,827	207,700	175,111	176,475	185,000
\$200,001 - \$300,000	10.53%	247,075	0	251,940	286,280	0
\$300,001 and up	13.16%	392,000	518,500	0	383,800	0
<b>Average List Price</b>		<b>162,064</b>	<b>116,907</b>	<b>143,411</b>	<b>274,020</b>	<b>185,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>162,064</b>	<b>22</b>	<b>38</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>12,316,848</b>	<b>2.57M</b>	<b>5.45M</b>	<b>4.11M</b>	<b>185.00K</b>





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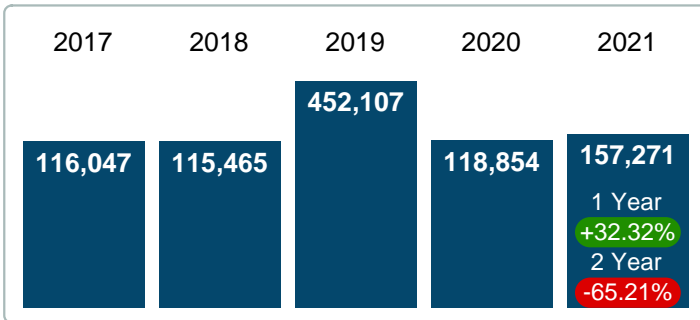
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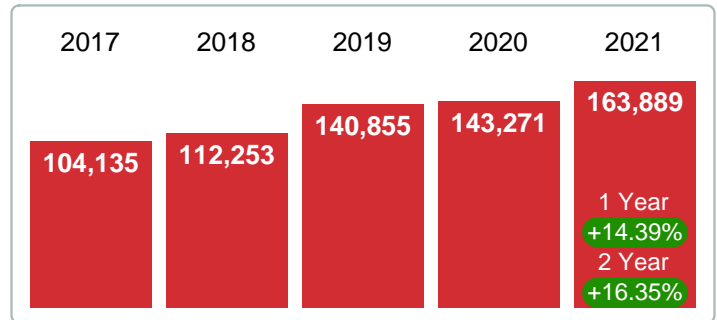
## AVERAGE SOLD PRICE AT CLOSING

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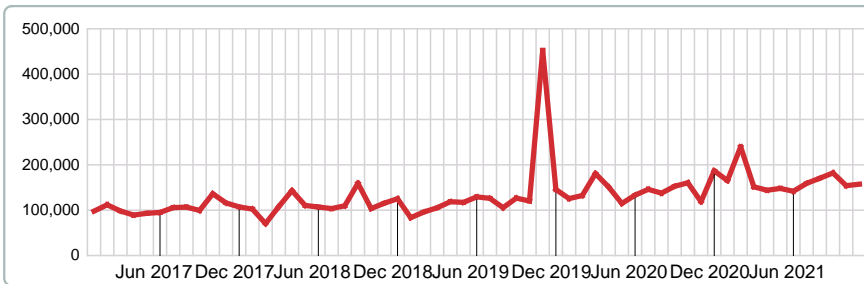
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

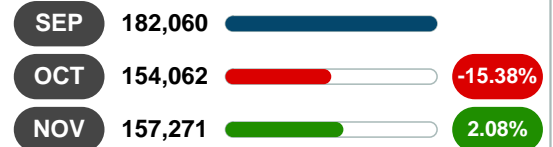


### 3 MONTHS

5 year NOV AVG = 191,949

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

Average Sold Price at Closing this month at 157,271 below the 5 yr NOV average of 191,949



### 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
\$25,000 and less	6.58%	20,350	19,188	25,000	0	0
\$25,001 - \$50,000	10.53%	39,519	41,230	32,500	45,000	0
\$50,001 - \$100,000	15.79%	74,542	73,500	76,000	0	0
\$100,001 - \$150,000	23.68%	128,350	123,500	128,956	0	0
\$150,001 - \$200,000	21.05%	176,831	181,000	174,478	178,000	185,000
\$200,001 - \$300,000	13.16%	256,990	0	242,980	271,000	0
\$300,001 and up	9.21%	418,671	518,500	0	378,740	0
<b>Average Sold Price</b>		<b>157,271</b>	<b>111,064</b>	<b>139,961</b>	<b>267,047</b>	<b>185,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>157,271</b>	<b>22</b>	<b>38</b>	<b>15</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>11,952,599</b>	<b>2.44M</b>	<b>5.32M</b>	<b>4.01M</b>	<b>185.00K</b>

# November 2021



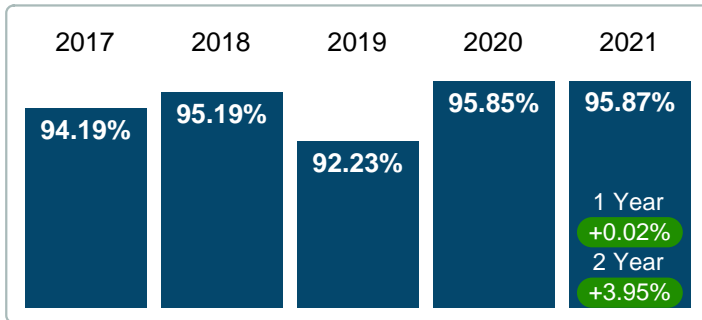
Area Delimited by County Of Muskogee



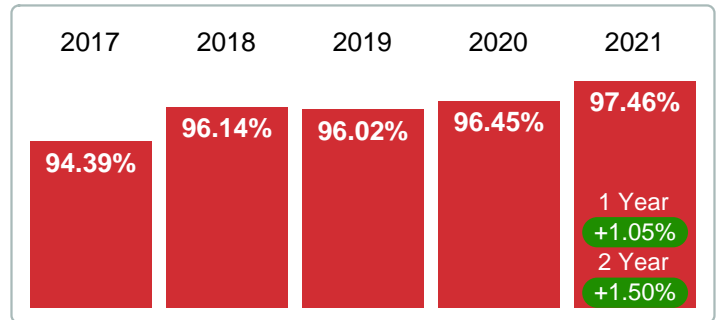
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Dec 13, 2021 for MLS Technology Inc.

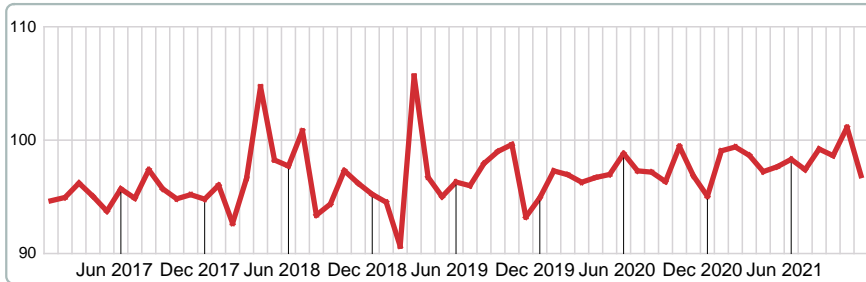
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

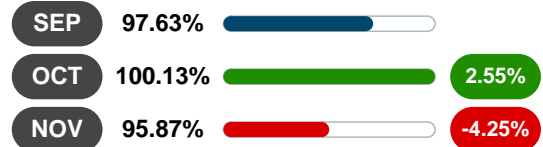


### 3 MONTHS

5 year NOV AVG = 94.66%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **95.87%**  
above the 5 yr NOV average of **94.66%**



### 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
\$25,000 and less	5	6.58%	87.94%	95.72%	56.82%	0.00%	0.00%
\$25,001 - \$50,000	8	10.53%	89.97%	92.59%	86.72%	83.33%	0.00%
\$50,001 - \$100,000	12	15.79%	92.48%	93.12%	91.60%	0.00%	0.00%
\$100,001 - \$150,000	18	23.68%	99.22%	98.56%	99.31%	0.00%	0.00%
\$150,001 - \$200,000	16	21.05%	98.64%	88.90%	99.58%	101.05%	100.00%
\$200,001 - \$300,000	10	13.16%	95.99%	0.00%	96.81%	95.17%	0.00%
\$300,001 and up	7	9.21%	98.95%	100.00%	0.00%	98.53%	0.00%
Average Sold/List Ratio		95.90%		94.21%	96.25%	97.07%	100.00%
Total Closed Units		76	100%	22	38	15	1
Total Closed Volume		11,952,599		2.44M	5.32M	4.01M	185.00K



# November 2021

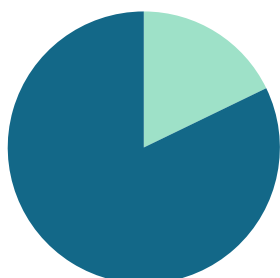
Area Delimited by County Of Muskogee



## MARKET SUMMARY

Report produced on Dec 13, 2021 for MLS Technology Inc.

### INVENTORY



**Inventory**

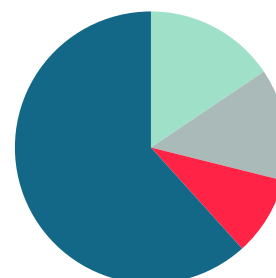
- New Listings **85 = 17.82%**
- Start Inventory **392**
- Total Inventory Units **477**
- Volume **\$88,005,443**

### Market Activity

**Market Activity**

- Closed Sales **76 = 15.57%**
- Pending Sales **65 = 13.32%**
- Other Off Market **46 = 9.43%**
- Active Inventory **301 = 61.68%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	46	76	65.22%	713	788	10.52%
Pending Sales	52	65	25.00%	778	830	6.68%
New Listings	71	85	19.72%	1,158	1,158	0.00%
Average List Price	121,772	162,064	33.09%	149,525	167,030	11.71%
Average Sale Price	118,854	157,271	32.32%	143,271	163,889	14.39%
Average Percent of Selling Price to List Price	95.85%	95.87%	0.02%	96.45%	97.46%	1.05%
Average Days on Market to Sale	26.04	26.37	1.25%	38.64	31.22	-19.20%
Monthly Inventory	362	301	-16.85%	362	301	-16.85%
Months Supply of Inventory	5.63	4.22	-25.11%	5.63	4.22	-25.11%

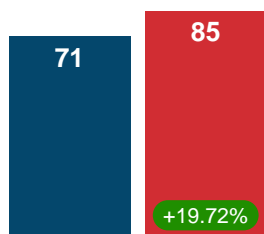
**Absorption:** Last 12 months, an Average of **71** Sales/Month

**Inventory** on November 30, 2021 = **301** 2020 2021

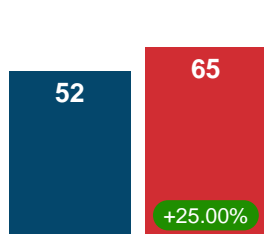
### NOVEMBER MARKET

### AVERAGE PRICES

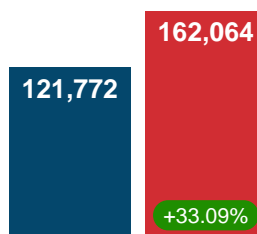
#### New Listings



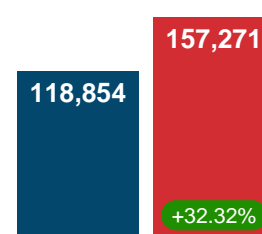
#### Pending Listings



#### List Price



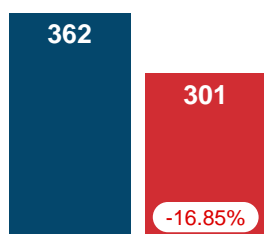
#### Sale Price



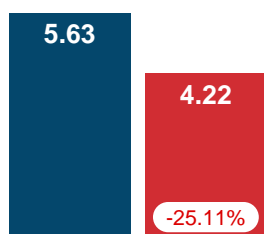
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

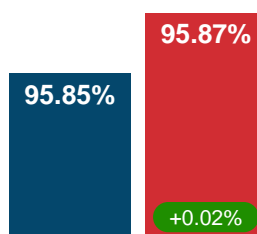
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

