



September 2021

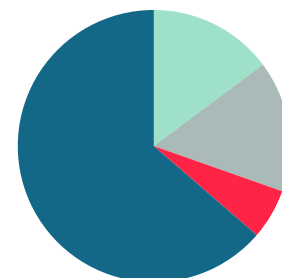
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	71	72	1.41%
Pending Listings	76	76	0.00%
New Listings	108	124	14.81%
Average List Price	160,337	188,329	17.46%
Average Sale Price	152,614	182,060	19.29%
Average Percent of Selling Price to List Price	95.34%	97.63%	2.40%
Average Days on Market to Sale	35.00	27.13	-22.50%
End of Month Inventory	362	310	-14.36%
Months Supply of Inventory	5.68	4.33	-23.74%



■ Closed (14.78%)
■ Pending (15.61%)
■ Other OffMarket (5.95%)
■ Active (63.66%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of September 30, 2021 = **310**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2021 decreased **14.36%** to 310 existing homes available for sale. Over the last 12 months this area has had an average of 72 closed sales per month. This represents an unsold inventory index of **4.33** 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 **19.29%** in September 2021 to \$182,060 versus the previous year at \$152,614.

Average Days on Market Shortens

The average number of **27.13** days that homes spent on the market before selling decreased by 7.88 days or **22.50%** in September 2021 compared to last year's same month at **35.00** DOM.

Sales Success for September 2021 is Positive

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

There were 124 New Listings in September 2021, up **14.81%** from last year at 108. Furthermore, there were 72 Closed Listings this month versus last year at 71, a **1.41%** increase.

Closed versus Listed trends yielded a **58.1%** ratio, down from previous year's, September 2020, at **65.7%**, a **11.68%** downswing. 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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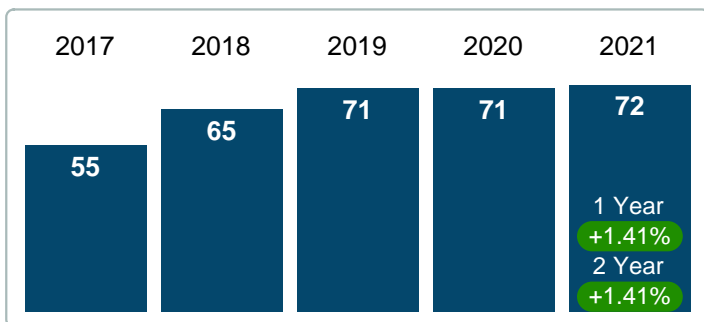
Area Delimited by County Of Muskogee



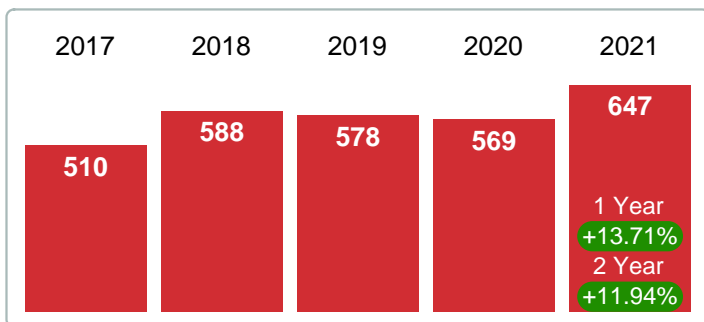
CLOSED LISTINGS

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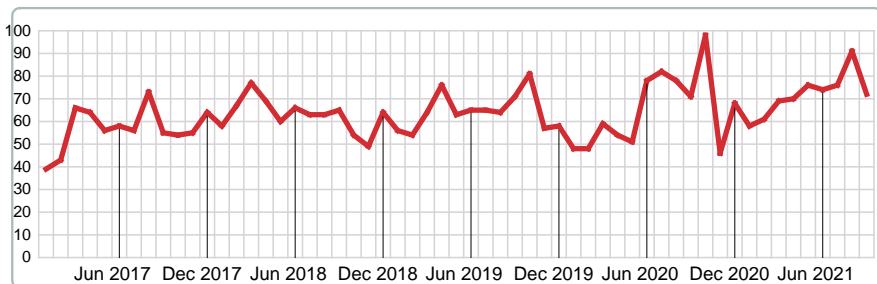
SEPTEMBER



YEAR TO DATE (YTD)

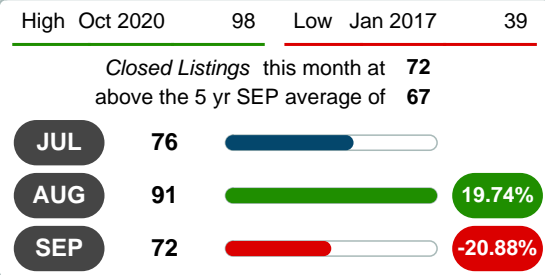


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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
\$25,000 and less	4	5.56%	53.0	3	0	0	1
\$25,001 - \$50,000	7	9.72%	29.6	5	2	0	0
\$50,001 - \$100,000	13	18.06%	17.4	2	10	1	0
\$100,001 - \$150,000	14	19.44%	19.6	4	9	1	0
\$150,001 - \$225,000	16	22.22%	35.9	4	8	4	0
\$225,001 - \$375,000	10	13.89%	10.6	3	6	0	1
\$375,001 and up	8	11.11%	44.0	2	2	3	1
Total Closed Units	72			23	37	9	3
Total Closed Volume	13,108,300	100%	27.1	3.23M	6.02M	3.15M	707.00K
Average Closed Price	\$182,060			\$140,557	\$162,668	\$349,978	\$235,667



September 2021

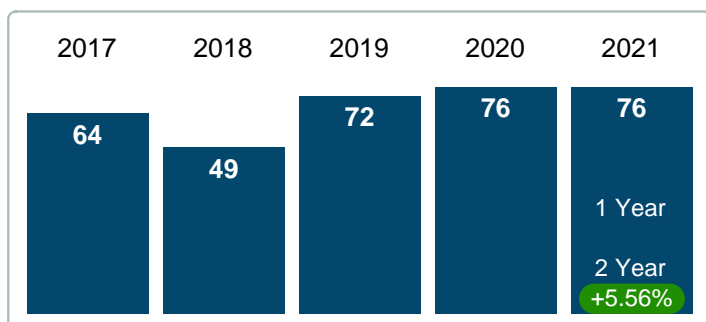
Area Delimited by County Of Muskogee



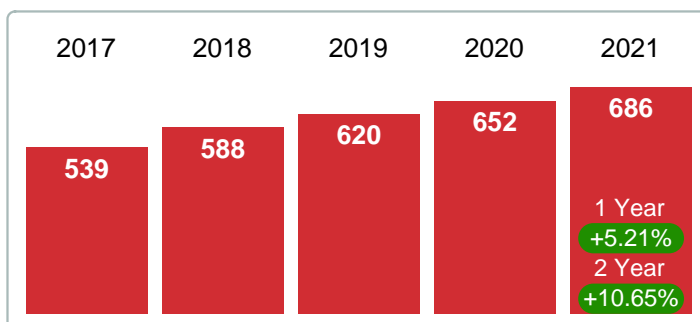
PENDING LISTINGS

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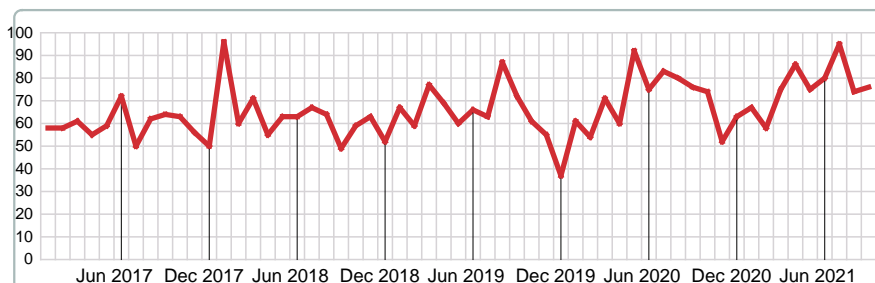
SEPTEMBER



YEAR TO DATE (YTD)

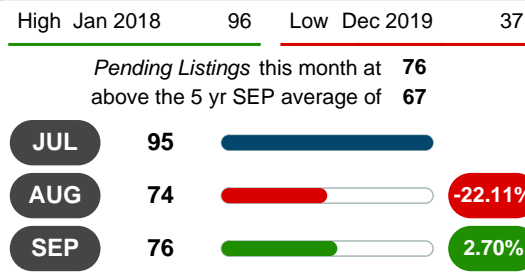


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 67



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	4	5.26%	127.8	4	0	0	0
\$25,001 - \$75,000	12	15.79%	41.7	7	5	0	0
\$75,001 - \$100,000	12	15.79%	35.9	6	6	0	0
\$100,001 - \$125,000	9	11.84%	38.0	1	8	0	0
\$125,001 - \$175,000	18	23.68%	42.3	2	14	2	0
\$175,001 - \$250,000	13	17.11%	35.2	3	7	3	0
\$250,001 and up	8	10.53%	59.4	4	1	3	0
Total Pending Units	76			27	41	8	0
Total Pending Volume	11,803,979	100%	64.4	4.06M	5.53M	2.21M	0.00B
Average Listing Price	\$223,380			\$150,544	\$134,807	\$276,525	\$0



September 2021

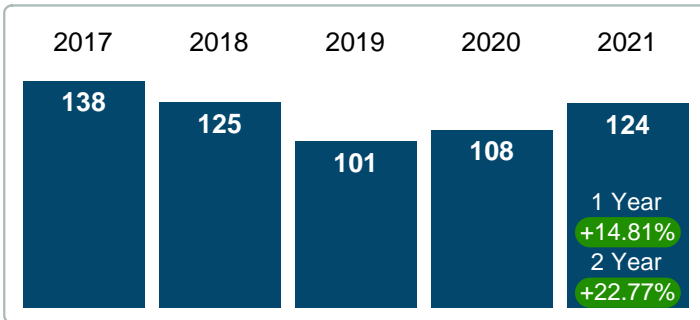
Area Delimited by County Of Muskogee



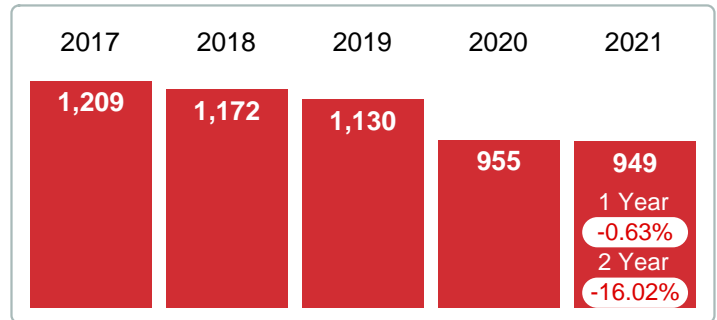
NEW LISTINGS

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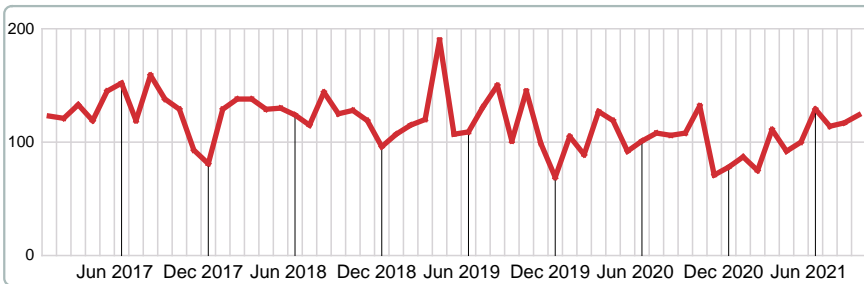
SEPTEMBER



YEAR TO DATE (YTD)

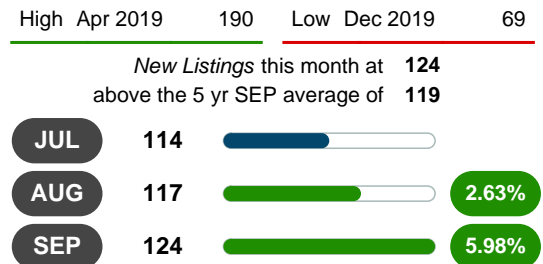


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 119



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	7	5.65%	5	1	1	0
\$25,001 - \$50,000	12	9.68%	7	3	2	0
\$50,001 - \$100,000	24	19.35%	11	12	1	0
\$100,001 - \$150,000	33	26.61%	7	24	2	0
\$150,001 - \$200,000	19	15.32%	4	12	3	0
\$200,001 - \$375,000	17	13.71%	6	8	3	0
\$375,001 and up	12	9.68%	9	2	1	0
Total New Listed Units	124		49	62	13	0
Total New Listed Volume	22,463,348	100%	10.75M	9.07M	2.65M	0.00B
Average New Listed Listing Price	\$412,500		\$219,295	\$146,316	\$203,561	\$0



September 2021

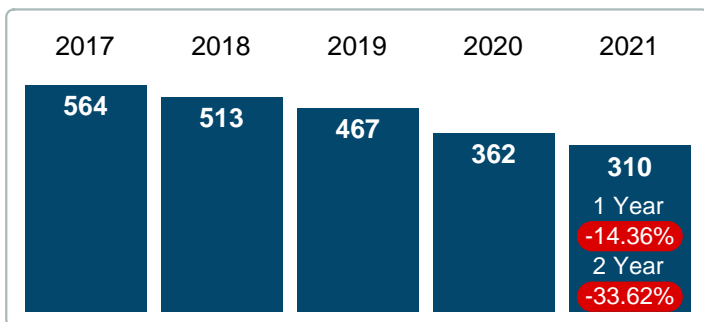
Area Delimited by County Of Muskogee



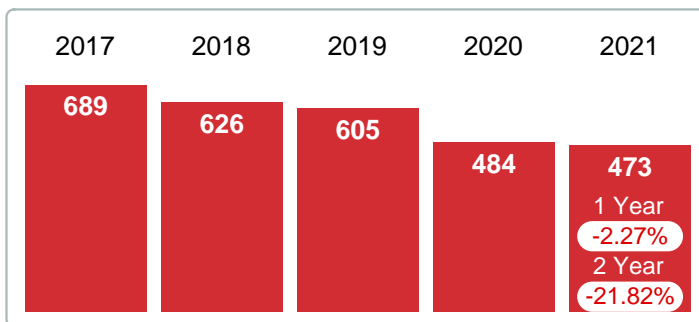
ACTIVE INVENTORY

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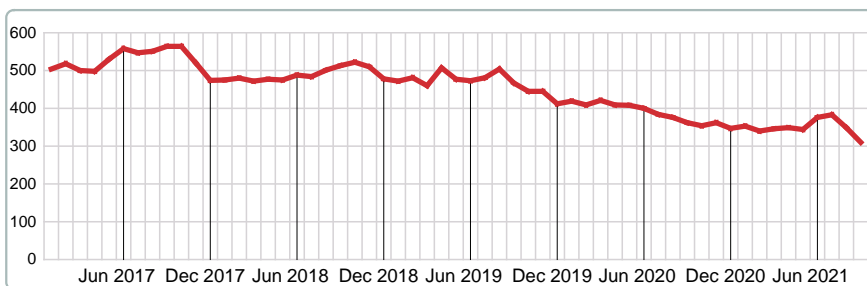
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

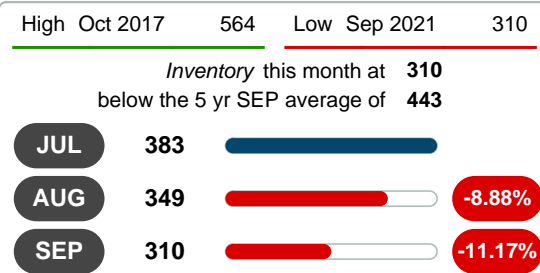


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 443



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	58	18.71%	174.3	54	3	1	0
\$25,001-\$50,000	36	11.61%	89.4	26	7	2	1
\$50,001-\$125,000	79	25.48%	69.8	46	29	4	0
\$125,001-\$225,000	62	20.00%	63.7	24	31	6	1
\$225,001-\$450,000	45	14.52%	70.0	25	8	9	3
\$450,001 and up	30	9.68%	92.0	21	3	4	2
Total Active Inventory by Units	310			196	81	26	7
Total Active Inventory by Volume	65,164,948	100%	92.6	40.92M	13.52M	7.51M	3.21M
Average Active Inventory Listing Price	\$210,210			\$208,778	\$166,970	\$289,019	\$457,914

September 2021



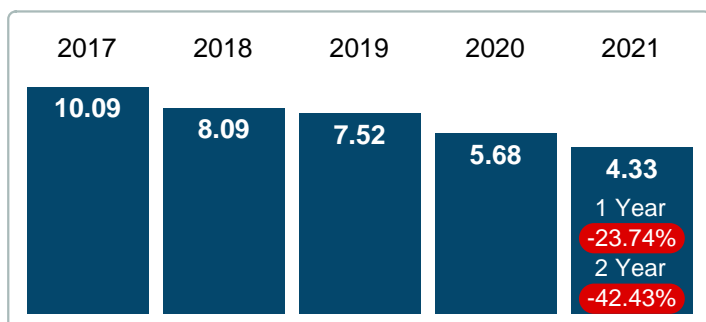
Area Delimited by County Of Muskogee



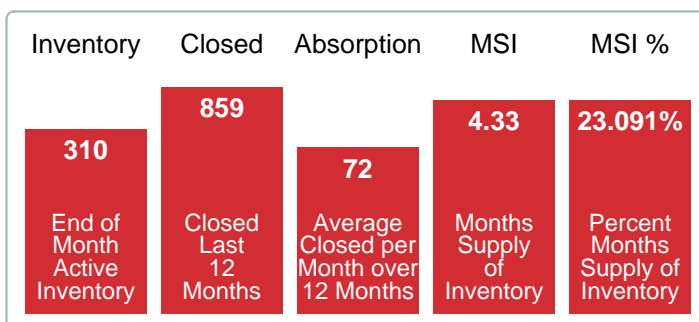
MONTHS SUPPLY of INVENTORY (MSI)

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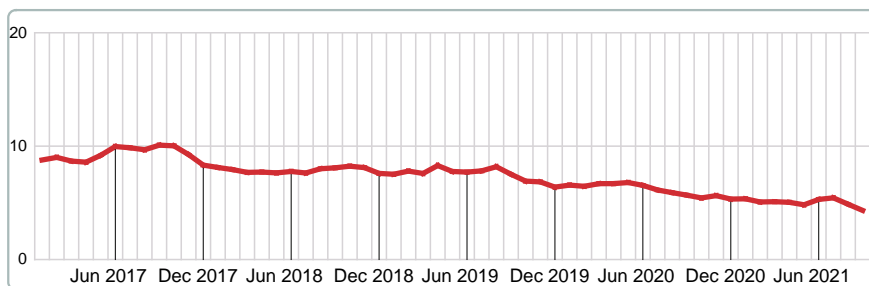
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

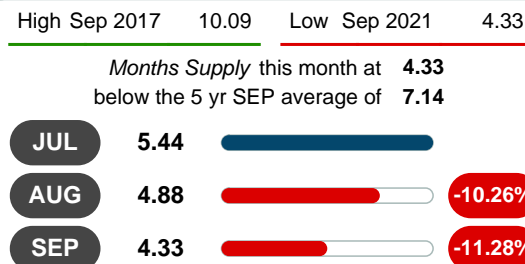


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 7.14



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	0.97%	2.40	2.77	0.00	0.00	0.00
\$10,001 - \$30,000	62	20.00%	11.45	18.32	1.57	6.00	0.00
\$30,001 - \$60,000	41	13.23%	5.02	5.90	3.38	4.00	12.00
\$60,001 - \$140,000	79	25.48%	3.40	5.92	2.47	2.14	0.00
\$140,001 - \$240,000	56	18.06%	2.73	10.56	1.81	1.75	3.43
\$240,001 - \$450,000	39	12.58%	3.69	14.40	1.53	1.62	3.00
\$450,001 and up	30	9.68%	12.41	28.00	4.50	4.80	12.00
Market Supply of Inventory (MSI)			4.33	9.68	2.18	2.11	3.82
Total Active Inventory by Units		100%	4.33	196	81	26	7



September 2021

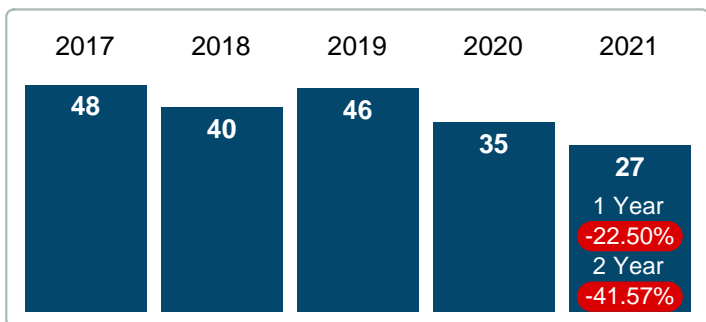
Area Delimited by County Of Muskogee



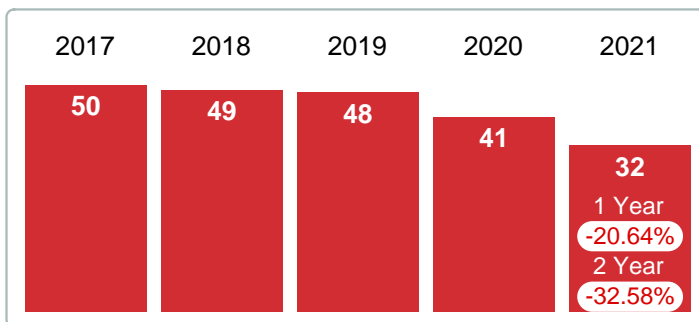
AVERAGE DAYS ON MARKET TO SALE

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

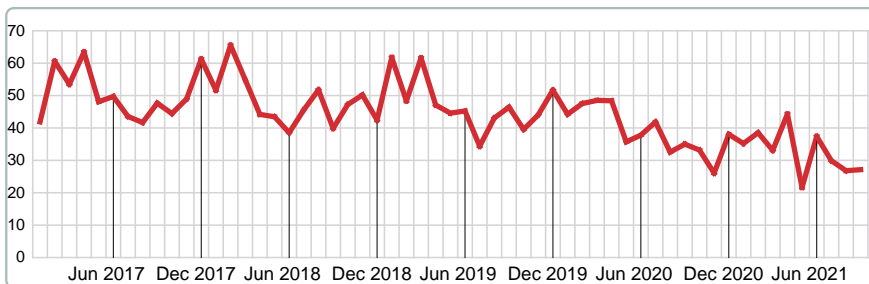
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

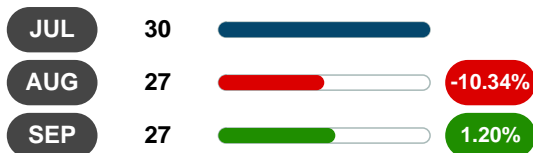


3 MONTHS

5 year SEP AVG = 39

High Feb 2018 66 Low May 2021 22

Average Days on Market to Sale this month at 27 below the 5 yr SEP average of 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	5.56%	53	50	0	0	62
\$25,001 - \$50,000	9.72%	30	41	2	0	0
\$50,001 - \$100,000	18.06%	17	39	13	15	0
\$100,001 - \$150,000	19.44%	20	34	15	5	0
\$150,001 - \$225,000	22.22%	36	118	6	14	0
\$225,001 - \$375,000	13.89%	11	14	6	0	28
\$375,001 and up	11.11%	44	67	28	42	37
Average Closed DOM		27				
Total Closed Units	100%	72	23	37	9	3
Total Closed Volume		13,108,300	3.23M	6.02M	3.15M	707.00K

September 2021

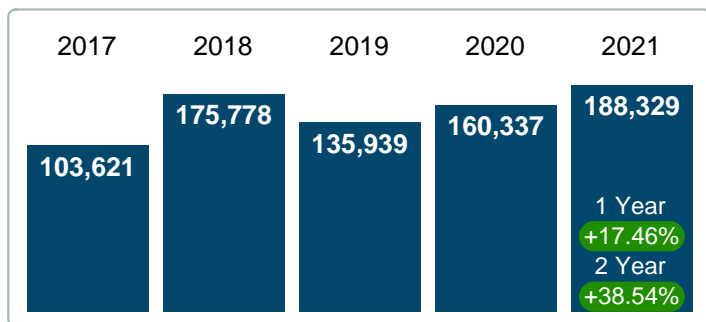
Area Delimited by County Of Muskogee



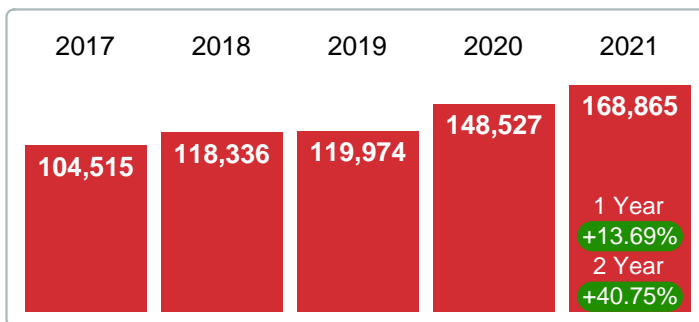
AVERAGE LIST PRICE AT CLOSING

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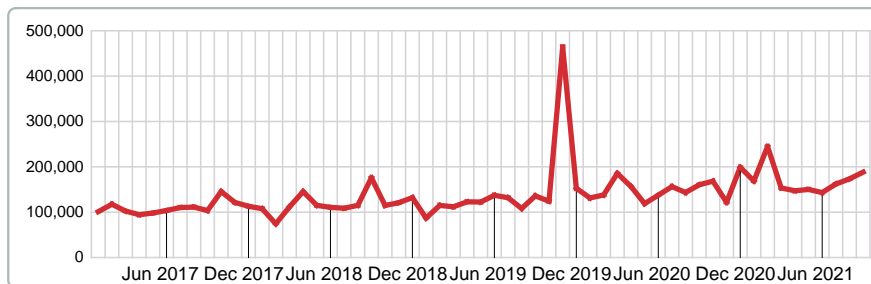
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 152,801

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

Average List Price at Closing this month at **188,329**
above the 5 yr SEP average of **152,801**

Month	Price	% Change
JUL	162,071	
AUG	173,410	7.00%
SEP	188,329	8.60%

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	4.17%	16,467	16,467	0	0	29,800
\$25,001 - \$50,000	8	11.11%	35,638	34,380	41,700	0	0
\$50,001 - \$100,000	16	22.22%	83,569	87,250	80,940	60,000	0
\$100,001 - \$150,000	12	16.67%	131,567	119,525	123,667	134,900	0
\$150,001 - \$225,000	14	19.44%	179,371	187,475	172,925	192,200	0
\$225,001 - \$375,000	10	13.89%	263,430	305,500	259,817	0	299,000
\$375,001 and up	9	12.50%	573,756	495,000	544,500	773,300	379,900
Average List Price			188,329	153,491	163,165	364,844	236,233
Total Closed Units		100%	188,329	23	37	9	3
Total Closed Volume			13,559,700	3.53M	6.04M	3.28M	708.70K



September 2021

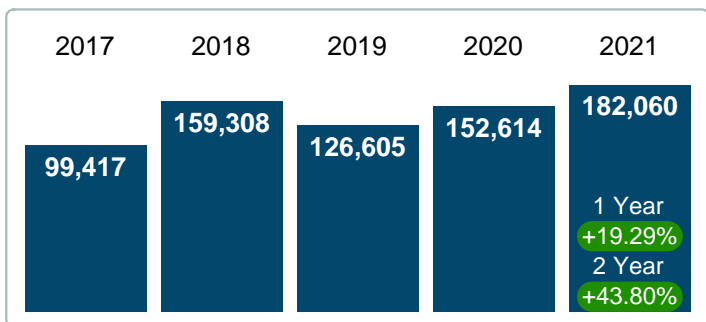
Area Delimited by County Of Muskogee



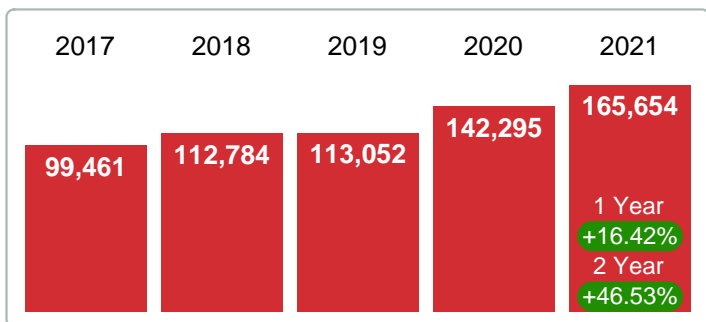
AVERAGE SOLD PRICE AT CLOSING

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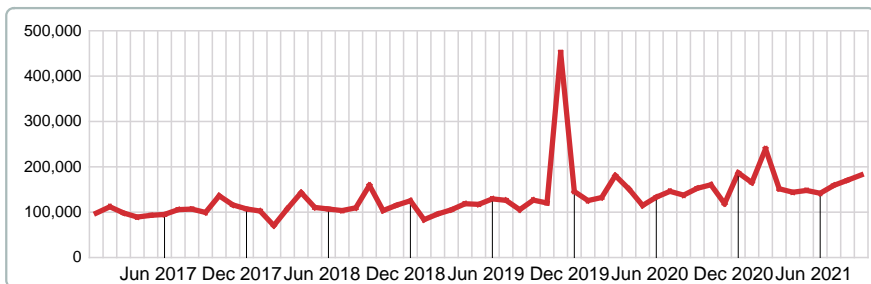
SEPTEMBER



YEAR TO DATE (YTD)

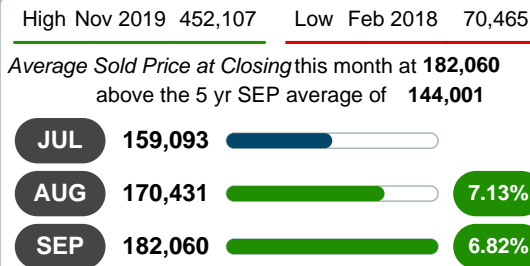


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 144,001



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	4	5.56%	16,475	14,633	0	0	22,000
\$25,001 - \$50,000	7	9.72%	35,057	32,400	41,700	0	0
\$50,001 - \$100,000	13	18.06%	79,500	82,250	81,100	58,000	0
\$100,001 - \$150,000	14	19.44%	123,321	115,725	125,411	134,900	0
\$150,001 - \$225,000	16	22.22%	176,688	164,000	176,138	190,475	0
\$225,001 - \$375,000	10	13.89%	274,240	293,833	259,317	0	305,000
\$375,001 and up	8	11.11%	558,450	431,000	515,300	731,667	380,000
Average Sold Price			182,060	140,557	162,668	349,978	235,667
Total Closed Units		100%	182,060	23	37	9	3
Total Closed Volume			13,108,300	3.23M	6.02M	3.15M	707.00K

September 2021



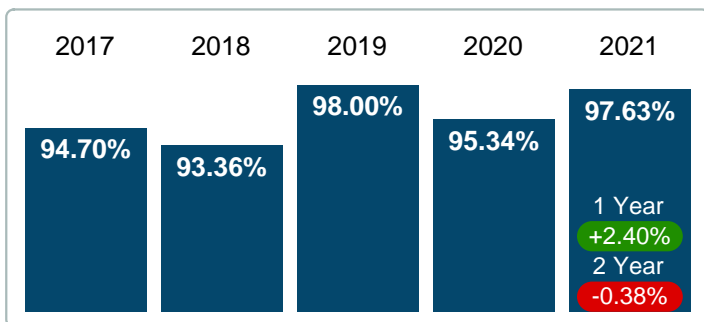
Area Delimited by County Of Muskogee



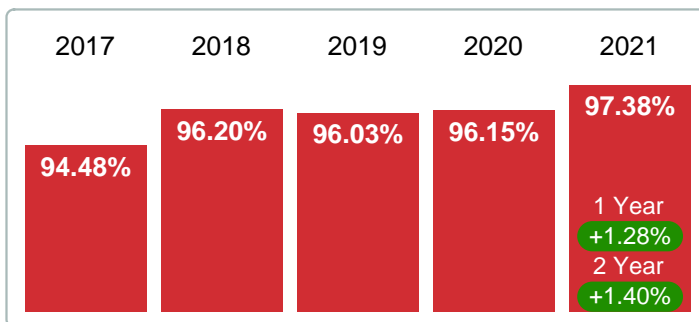
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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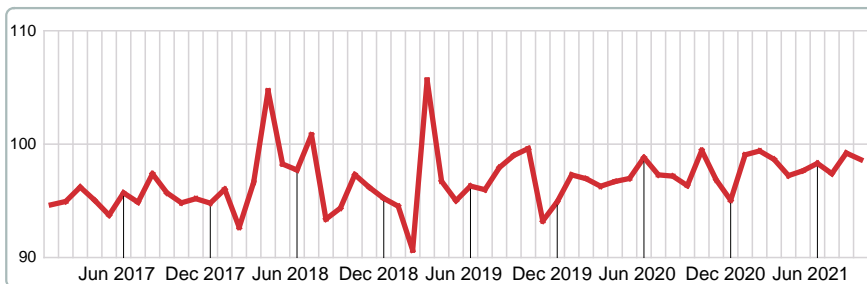
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

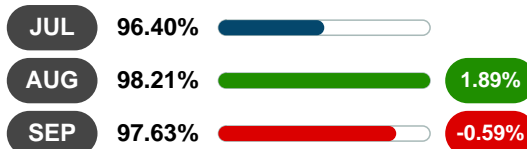


3 MONTHS

5 year SEP AVG = 95.81%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **97.63%**
above the 5 yr SEP average of **95.81%**



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	4	5.56%	87.35%	91.85%	0.00%	0.00%	73.83%
\$25,001 - \$50,000	7	9.72%	96.11%	94.56%	100.00%	0.00%	0.00%
\$50,001 - \$100,000	13	18.06%	98.77%	93.33%	100.07%	96.67%	0.00%
\$100,001 - \$150,000	14	19.44%	100.86%	98.24%	102.11%	100.00%	0.00%
\$150,001 - \$225,000	16	22.22%	98.11%	89.48%	101.90%	99.18%	0.00%
\$225,001 - \$375,000	10	13.89%	99.26%	96.97%	99.95%	0.00%	102.01%
\$375,001 and up	8	11.11%	93.62%	87.00%	94.83%	95.10%	100.03%
Average Sold/List Ratio		97.60%		93.51%	100.66%	97.63%	91.95%
Total Closed Units		72	100%	23	37	9	3
Total Closed Volume		13,108,300		3.23M	6.02M	3.15M	707.00K



September 2021

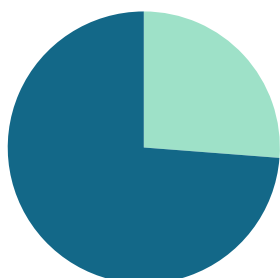
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

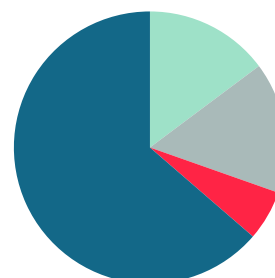


Inventory
 New Listings
124 = 26.22%
 Start Inventory
349
 Total Inventory Units
473
 Volume
\$93,815,927

Market Activity

Closed Sales
72 = 14.78%
 Pending Sales
76 = 15.61%
 Other Off Market
29 = 5.95%
 Active Inventory
310 = 63.66%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	71	72	1.41%	569	647	13.71%
Pending Sales	76	76	0.00%	652	686	5.21%
New Listings	108	124	14.81%	955	949	-0.63%
Average List Price	160,337	188,329	17.46%	148,527	168,865	13.69%
Average Sale Price	152,614	182,060	19.29%	142,295	165,654	16.42%
Average Percent of Selling Price to List Price	95.34%	97.63%	2.40%	96.15%	97.38%	1.28%
Average Days on Market to Sale	35.00	27.13	-22.50%	40.60	32.22	-20.64%
Monthly Inventory	362	310	-14.36%	362	310	-14.36%
Months Supply of Inventory	5.68	4.33	-23.74%	5.68	4.33	-23.74%

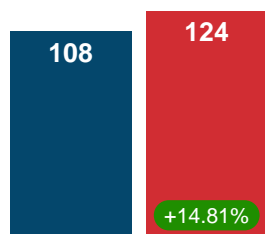
Absorption: Last 12 months, an Average of **72** Sales/Month

Inventory on September 30, 2021 = **310** 2020 2021

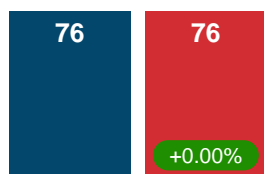
SEPTEMBER MARKET

AVERAGE PRICES

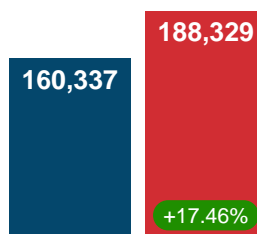
New Listings



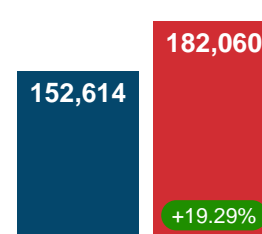
Pending Listings



List Price



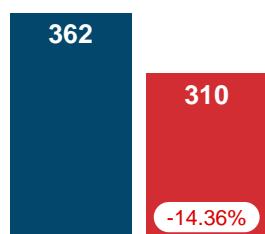
Sale Price



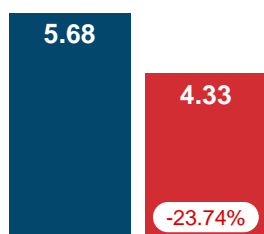
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

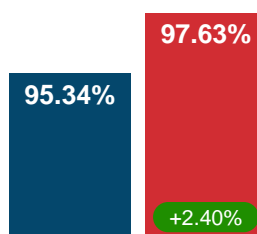
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

