



September 2021

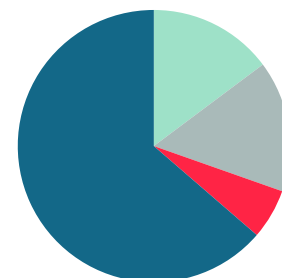
Area Delimited by County Of Muskogee



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% |
| Median List Price | 149,900 | 143,000 | -4.60% |
| Median Sale Price | 145,000 | 134,950 | -6.93% |
| Median Percent of Selling Price to List Price | 97.55% | 100.00% | 2.51% |
| Median Days on Market to Sale | 19.00 | 11.00 | -42.11% |
| 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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **6.93%** in September 2021 to \$134,950 versus the previous year at \$145,000.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 8.00 days or **42.11%** in September 2021 compared to last year's same month at **19.00** DOM.

Sales Success for September 2021 is Positive

Overall, with Median Prices falling 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

September 2021



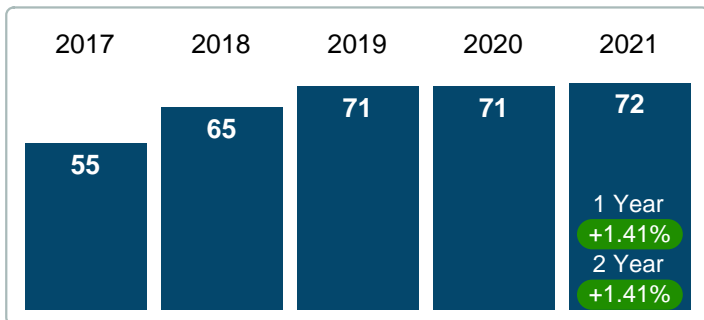
Area Delimited by County Of Muskogee



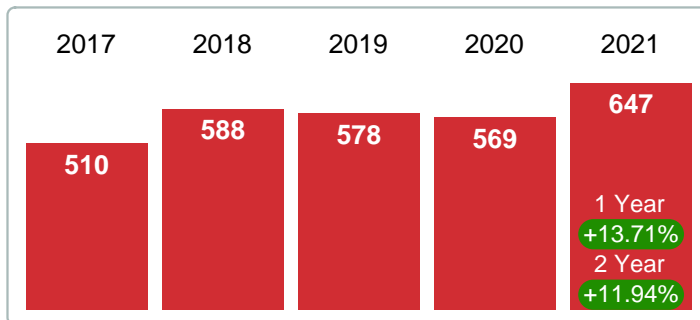
CLOSED LISTINGS

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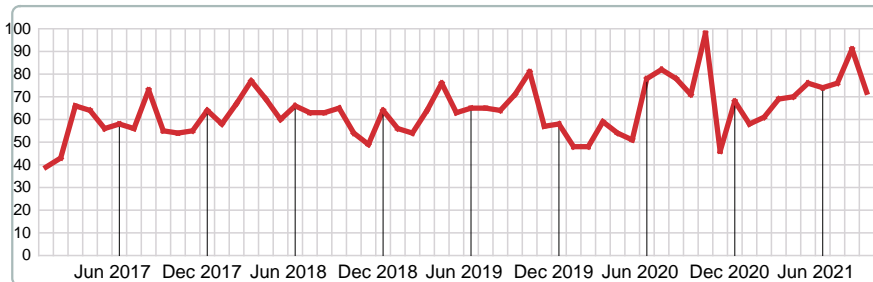
SEPTEMBER



YEAR TO DATE (YTD)

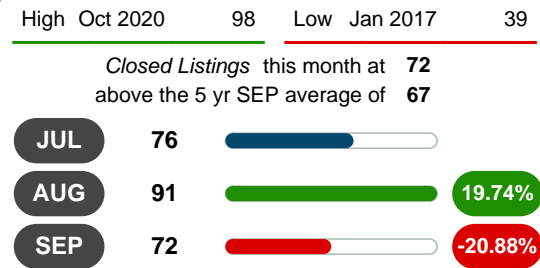


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$30,000 and less | 5 | 6.94% | 51.0 | 4 | 0 | 0 | 1 |
| \$30,001 - \$70,000 | 11 | 15.28% | 18.0 | 5 | 5 | 1 | 0 |
| \$70,001 - \$110,000 | 10 | 13.89% | 8.5 | 3 | 7 | 0 | 0 |
| \$110,001 - \$170,000 | 18 | 25.00% | 10.5 | 5 | 11 | 2 | 0 |
| \$170,001 - \$230,000 | 11 | 15.28% | 6.0 | 1 | 7 | 3 | 0 |
| \$230,001 - \$380,000 | 10 | 13.89% | 7.5 | 3 | 5 | 0 | 2 |
| \$380,001 and up | 7 | 9.72% | 18.0 | 2 | 2 | 3 | 0 |
| Total Closed Units | 72 | | | 23 | 37 | 9 | 3 |
| Total Closed Volume | 13,108,300 | 100% | 11.0 | 3.23M | 6.02M | 3.15M | 707.00K |
| Median Closed Price | \$134,950 | | | \$105,000 | \$130,000 | \$194,900 | \$305,000 |



September 2021

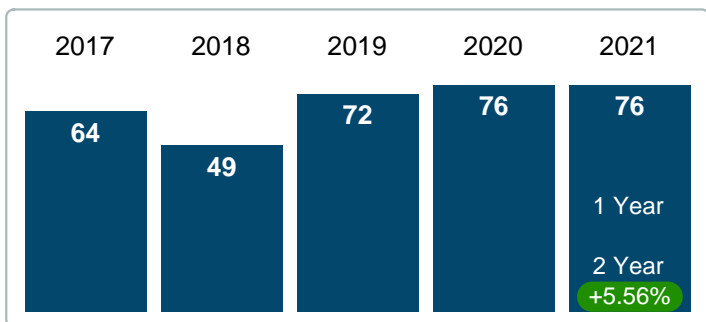
Area Delimited by County Of Muskogee



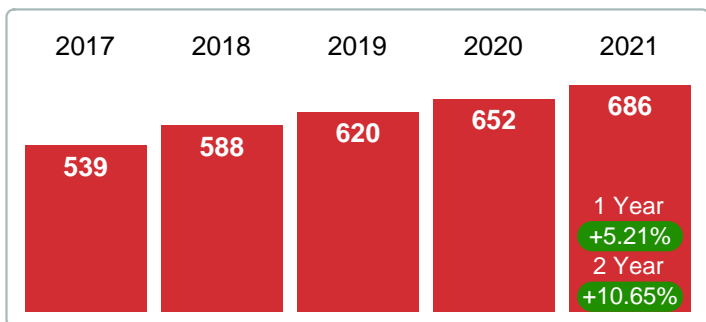
PENDING LISTINGS

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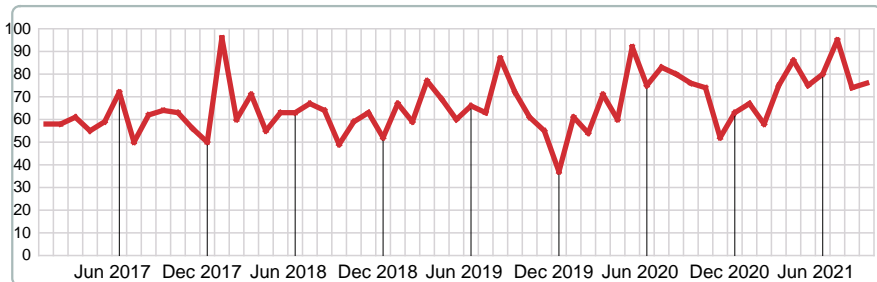
SEPTEMBER



YEAR TO DATE (YTD)

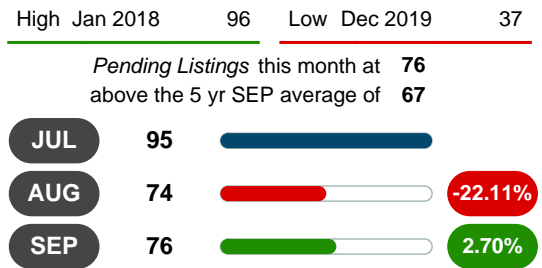


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|-----------------|------------------|------------------|--------------|
| \$40,000 and less | 8 | 10.53% | 46.0 | 6 | 2 | 0 | 0 |
| \$40,001 - \$80,000 | 9 | 11.84% | 17.0 | 5 | 4 | 0 | 0 |
| \$80,001 - \$100,000 | 11 | 14.47% | 38.0 | 6 | 5 | 0 | 0 |
| \$100,001 - \$140,000 | 20 | 26.32% | 11.0 | 2 | 17 | 1 | 0 |
| \$140,001 - \$180,000 | 9 | 11.84% | 24.0 | 1 | 7 | 1 | 0 |
| \$180,001 - \$250,000 | 11 | 14.47% | 11.0 | 3 | 5 | 3 | 0 |
| \$250,001 and up | 8 | 10.53% | 20.0 | 4 | 1 | 3 | 0 |
| Total Pending Units | 76 | | | 27 | 41 | 8 | 0 |
| Total Pending Volume | 11,803,979 | 100% | 19.0 | 4.06M | 5.53M | 2.21M | 0.00B |
| Median Listing Price | \$128,000 | | | \$97,900 | \$130,000 | \$192,950 | \$0 |



September 2021

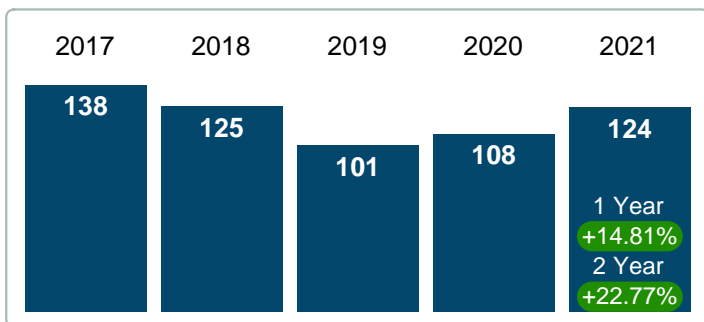
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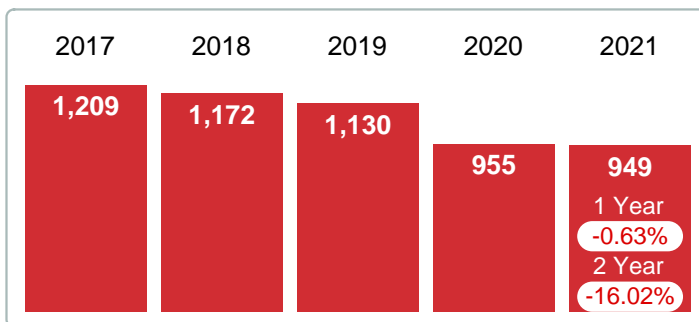
NEW LISTINGS

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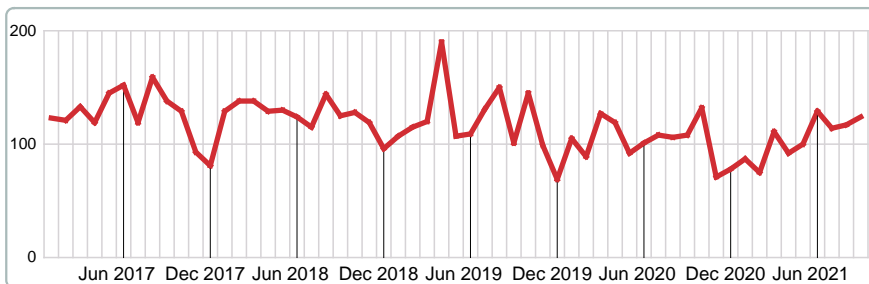
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

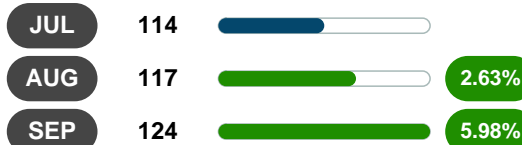


3 MONTHS

5 year SEP AVG = 119

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 124
above the 5 yr SEP average of 119



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 | 9 | 7.26% | 7 | 1 | 1 | 0 |
| \$30,001 - \$60,000 | 14 | 11.29% | 8 | 4 | 2 | 0 |
| \$60,001 - \$110,000 | 21 | 16.94% | 8 | 12 | 1 | 0 |
| \$110,001 - \$150,000 | 32 | 25.81% | 7 | 23 | 2 | 0 |
| \$150,001 - \$210,000 | 20 | 16.13% | 4 | 13 | 3 | 0 |
| \$210,001 - \$370,000 | 15 | 12.10% | 5 | 7 | 3 | 0 |
| \$370,001 and up | 13 | 10.48% | 10 | 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 |
| Median New Listed Listing Price | \$129,900 | | \$120,000 | \$129,900 | \$169,900 | \$0 |



September 2021

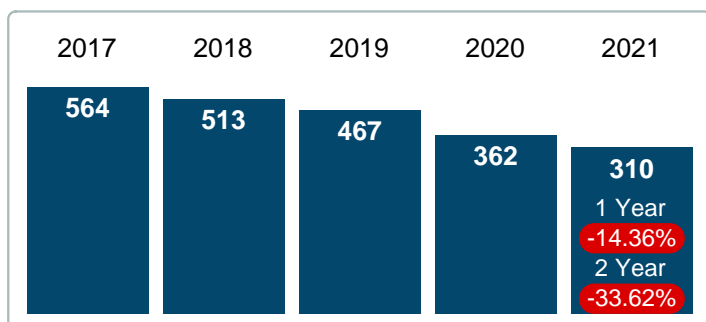
Area Delimited by County Of Muskogee



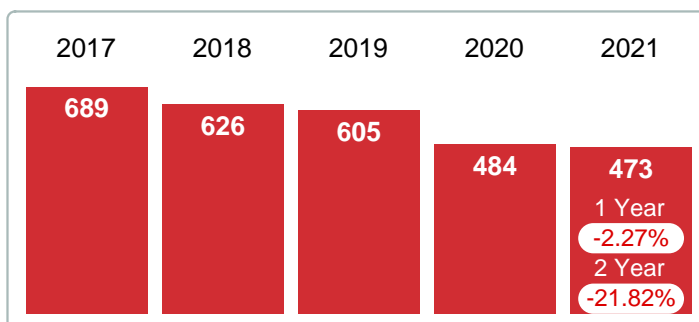
ACTIVE INVENTORY

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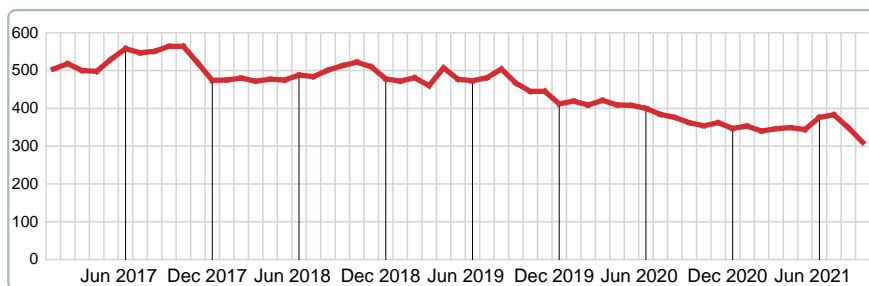
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

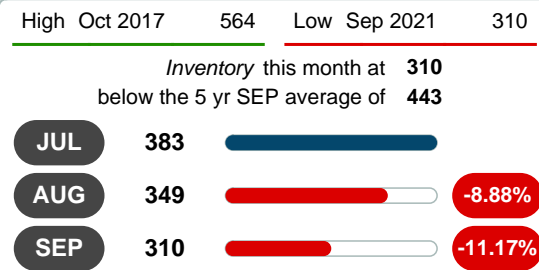


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 443



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|------------|-------|----------|-----------|-----------|-----------|
| \$10,000 and less | 3 | 0.97% | 83.0 | 3 | 0 | 0 | 0 |
| \$10,001 - \$30,000 | 62 | 20.00% | 141.0 | 58 | 3 | 1 | 0 |
| \$30,001 - \$60,000 | 41 | 13.23% | 64.0 | 29 | 9 | 2 | 1 |
| \$60,001 - \$140,000 | 79 | 25.48% | 41.0 | 39 | 35 | 5 | 0 |
| \$140,001 - \$240,000 | 56 | 18.06% | 39.5 | 22 | 25 | 7 | 2 |
| \$240,001 - \$450,000 | 39 | 12.58% | 45.0 | 24 | 6 | 7 | 2 |
| \$450,001 and up | 30 | 9.68% | 74.0 | 21 | 3 | 4 | 2 |
| Total Active Inventory by Units | | 310 | | 196 | 81 | 26 | 7 |
| Total Active Inventory by Volume | | 65,164,948 | 100% | 40.92M | 13.52M | 7.51M | 3.21M |
| Median Active Inventory Listing Price | | \$102,500 | | \$68,750 | \$129,900 | \$216,200 | \$339,900 |

September 2021



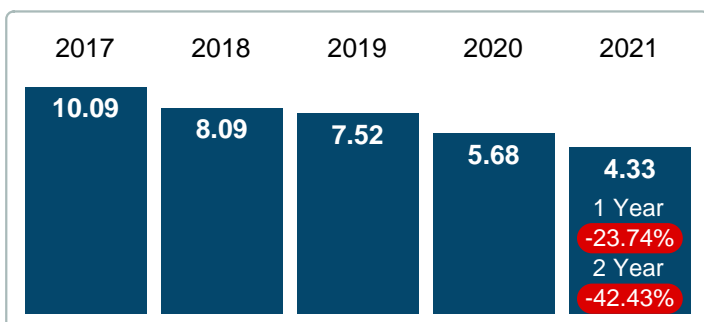
Area Delimited by County Of Muskogee



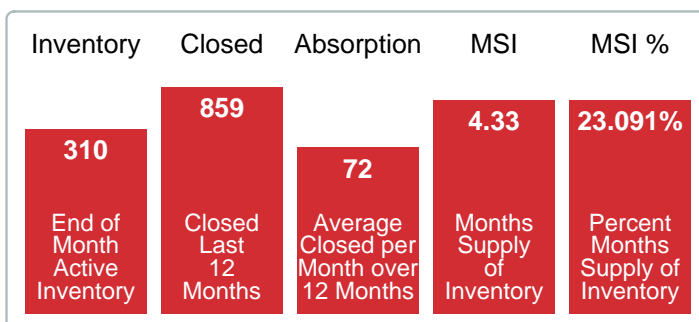
MONTHS SUPPLY of INVENTORY (MSI)

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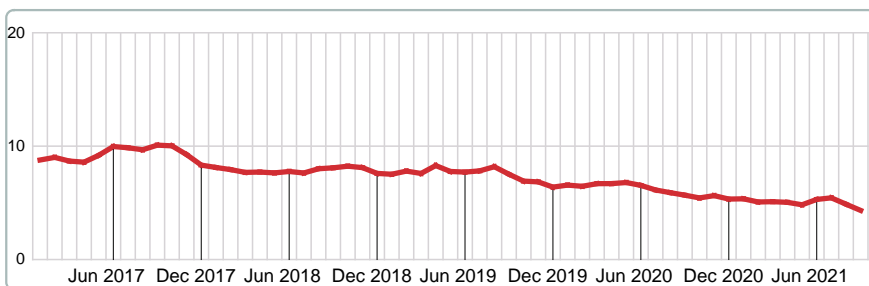
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2021

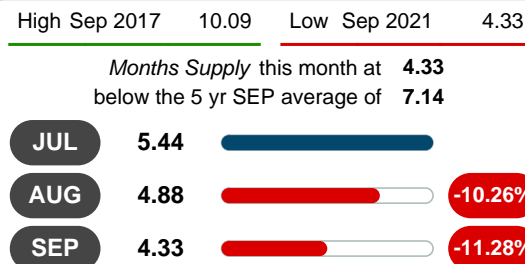


5 YEAR MARKET ACTIVITY TRENDS



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 | 310 | 100% | 4.33 | 196 | 81 | 26 | 7 |

September 2021



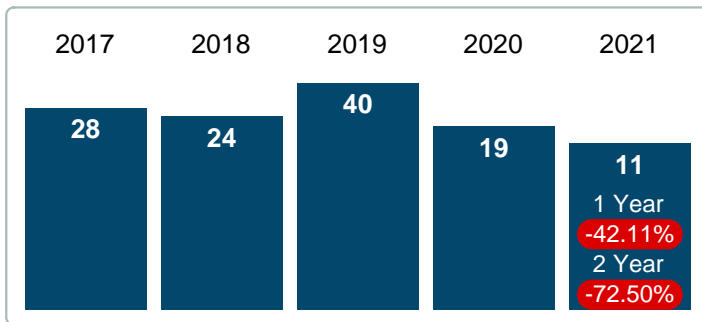
Area Delimited by County Of Muskogee



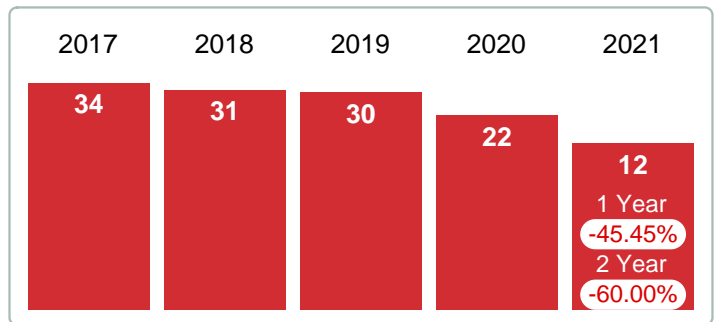
MEDIAN DAYS ON MARKET TO SALE

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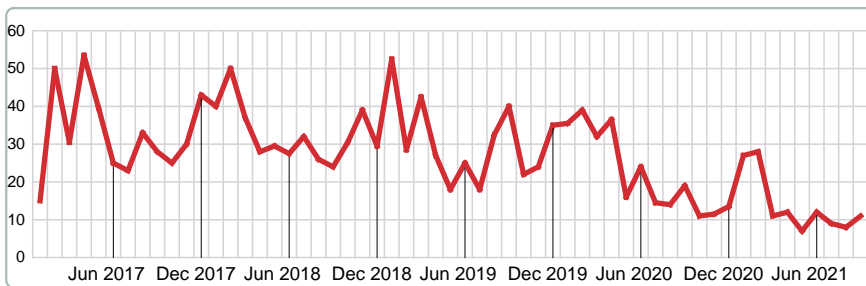
SEPTEMBER



YEAR TO DATE (YTD)

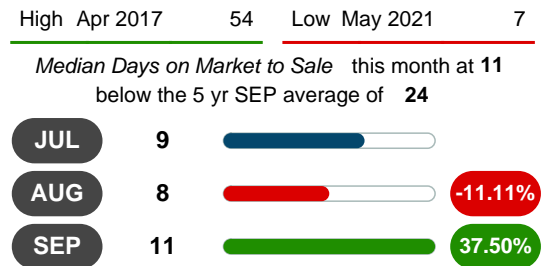


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 24



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 |
|--|-------------|-------------------|--------------|--------------|--------------|----------------|
| \$30,000 and less | 6.94% | 51 | 44 | 0 | 0 | 62 |
| \$30,001 - \$70,000 | 15.28% | 18 | 32 | 2 | 15 | 0 |
| \$70,001 - \$110,000 | 13.89% | 9 | 21 | 6 | 0 | 0 |
| \$110,001 - \$170,000 | 25.00% | 11 | 104 | 11 | 4 | 0 |
| \$170,001 - \$230,000 | 15.28% | 6 | 93 | 4 | 11 | 0 |
| \$230,001 - \$380,000 | 13.89% | 8 | 4 | 3 | 0 | 33 |
| \$380,001 and up | 9.72% | 18 | 67 | 28 | 8 | 0 |
| Median Closed DOM | | 11 | 36 | 5 | 8 | 37 |
| Total Closed Units | 100% | 11.0 | 23 | 37 | 9 | 3 |
| Total Closed Volume | | 13,108,300 | 3.23M | 6.02M | 3.15M | 707.00K |



September 2021

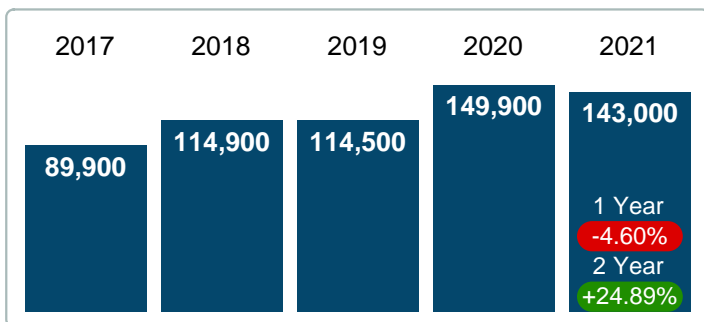
Area Delimited by County Of Muskogee



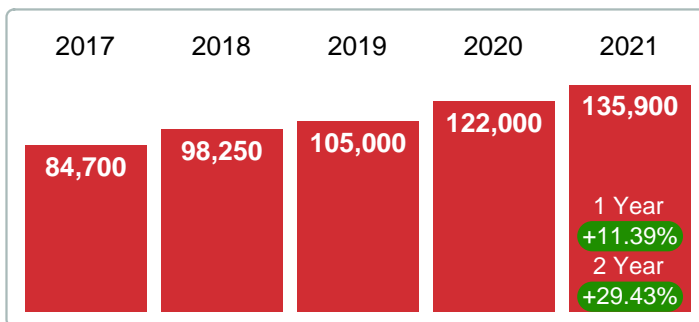
MEDIAN LIST PRICE AT CLOSING

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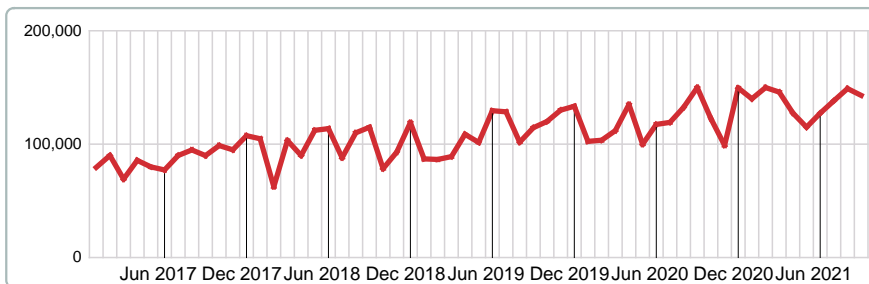
SEPTEMBER



YEAR TO DATE (YTD)

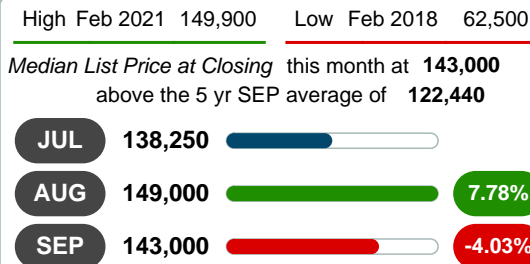


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 122,440



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 |
|---|----|--------|------------|----------|---------|---------|---------|
| \$30,000 and less | 5 | 6.94% | 24,900 | 23,700 | 0 | 0 | 29,800 |
| \$30,001 - \$70,000 | 9 | 12.50% | 40,000 | 34,750 | 51,750 | 60,000 | 0 |
| \$70,001 - \$110,000 | 13 | 18.06% | 89,000 | 99,100 | 87,500 | 0 | 0 |
| \$110,001 - \$170,000 | 16 | 22.22% | 136,950 | 150,000 | 129,500 | 151,950 | 0 |
| \$170,001 - \$230,000 | 11 | 15.28% | 180,000 | 179,950 | 179,750 | 194,900 | 0 |
| \$230,001 - \$380,000 | 10 | 13.89% | 278,250 | 250,000 | 275,000 | 0 | 339,450 |
| \$380,001 and up | 8 | 11.11% | 545,000 | 490,000 | 544,500 | 750,000 | 0 |
| Median List Price | | | 143,000 | 99,500 | 129,500 | 194,900 | 299,000 |
| Total Closed Units | | 100% | 143,000 | 23 | 37 | 9 | 3 |
| Total Closed Volume | | | 13,559,700 | 3.53M | 6.04M | 3.28M | 708.70K |



September 2021

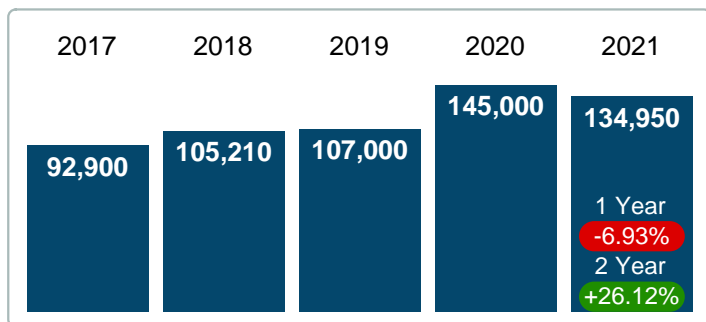
Area Delimited by County Of Muskogee



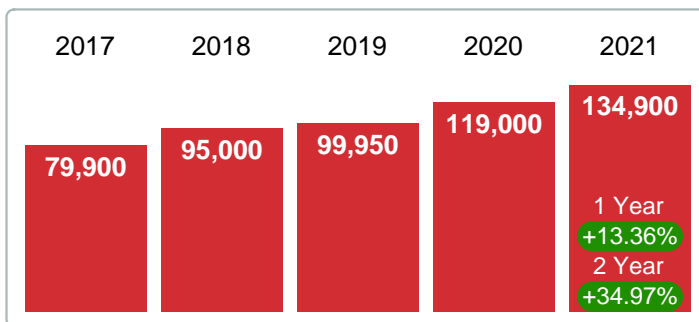
MEDIAN SOLD PRICE AT CLOSING

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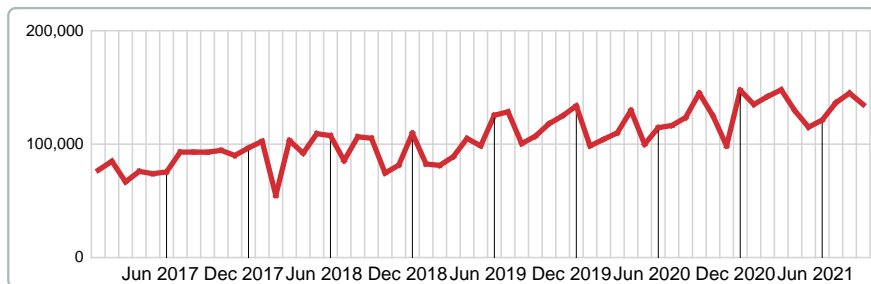
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

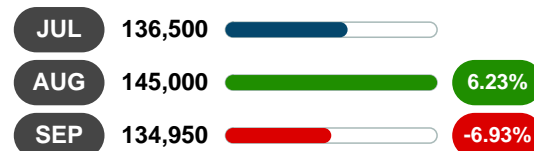


3 MONTHS

5 year SEP AVG = 117,012

High Mar 2021 147,900 Low Feb 2018 54,750

Median Sold Price at Closing this month at 134,950 above the 5 yr SEP average of 117,012



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 |
|---|----|--------|------------|----------|---------|---------|---------|
| \$30,000 and less | 5 | 6.94% | 22,000 | 20,950 | 0 | 0 | 22,000 |
| \$30,001 - \$70,000 | 11 | 15.28% | 48,500 | 33,500 | 55,000 | 58,000 | 0 |
| \$70,001 - \$110,000 | 10 | 13.89% | 97,500 | 101,900 | 89,750 | 0 | 0 |
| \$110,001 - \$170,000 | 18 | 25.00% | 132,950 | 154,500 | 120,000 | 151,950 | 0 |
| \$170,001 - \$230,000 | 11 | 15.28% | 180,000 | 175,000 | 180,000 | 194,900 | 0 |
| \$230,001 - \$380,000 | 10 | 13.89% | 280,750 | 281,500 | 269,000 | 0 | 342,500 |
| \$380,001 and up | 7 | 9.72% | 545,600 | 431,000 | 515,300 | 725,000 | 0 |
| Median Sold Price | | | 134,950 | 105,000 | 130,000 | 194,900 | 305,000 |
| 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



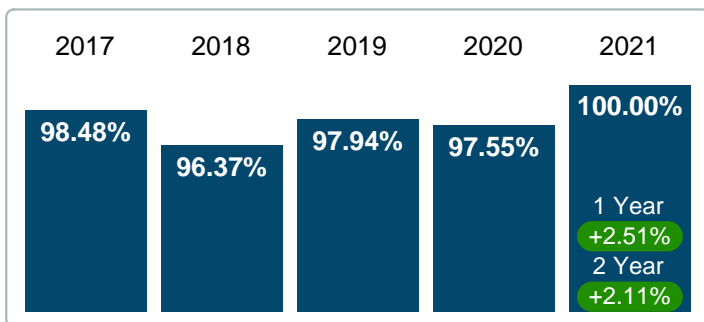
Area Delimited by County Of Muskogee



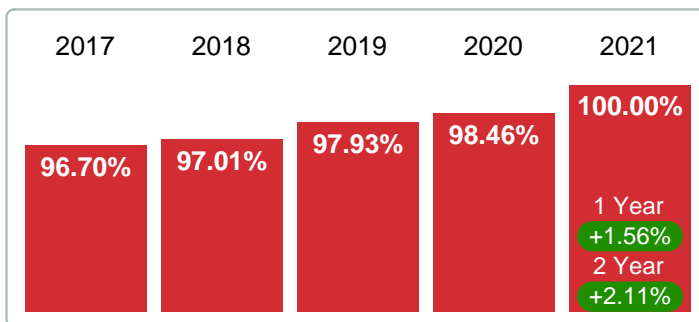
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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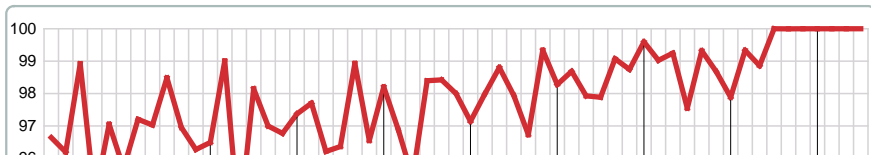
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 98.07%

High Sep 2021 100.00% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr SEP average of **98.07%**

JUL 100.00%
AUG 100.00%
SEP 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range | | % | M S/L% | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|------------|---------|----------|---------|---------|---------|
| \$30,000 and less | 5 | 6.94% | 95.32% | 97.66% | 0.00% | 0.00% | 73.83% |
| \$30,001 - \$70,000 | 11 | 15.28% | 97.10% | 92.86% | 100.00% | 96.67% | 0.00% |
| \$70,001 - \$110,000 | 10 | 13.89% | 101.29% | 103.24% | 100.00% | 0.00% | 0.00% |
| \$110,001 - \$170,000 | 18 | 25.00% | 100.00% | 89.43% | 100.00% | 100.00% | 0.00% |
| \$170,001 - \$230,000 | 11 | 15.28% | 100.00% | 94.65% | 100.00% | 98.86% | 0.00% |
| \$230,001 - \$380,000 | 10 | 13.89% | 100.00% | 100.00% | 100.00% | 0.00% | 101.02% |
| \$380,001 and up | 7 | 9.72% | 94.40% | 87.00% | 94.83% | 100.00% | 0.00% |
| Median Sold/List Ratio | | 100.00% | | 95.32% | 100.00% | 100.00% | 100.03% |
| 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

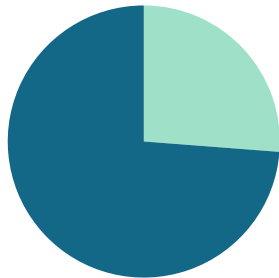
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

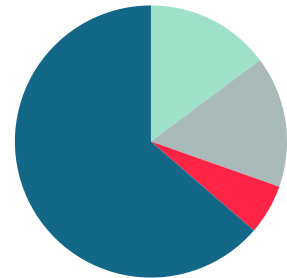


Inventory
 New Listings
124 = 26.22%
 Start Inventory
349
 Total Inventory Units
473
 Volume
\$93,815,927

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

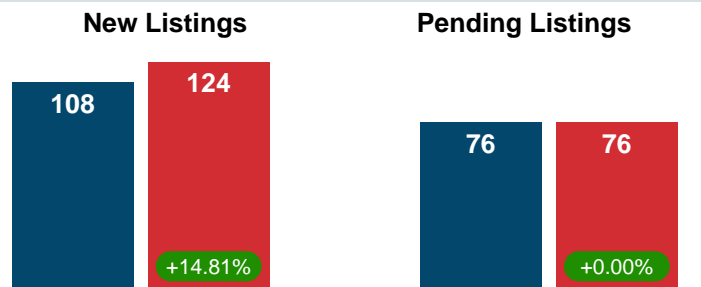


| Compared Metrics | September | | | Year to Date | | |
|---|-----------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 71 | 72 | 1.41% | 569 | 647 | 13.71% |
| Pending Sales | 76 | 76 | 0.00% | 652 | 686 | 5.21% |
| New Listings | 108 | 124 | 14.81% | 955 | 949 | -0.63% |
| Median List Price | 149,900 | 143,000 | -4.60% | 122,000 | 135,900 | 11.39% |
| Median Sale Price | 145,000 | 134,950 | -6.93% | 119,000 | 134,900 | 13.36% |
| Median Percent of Selling Price to List Price | 97.55% | 100.00% | 2.51% | 98.46% | 100.00% | 1.56% |
| Median Days on Market to Sale | 19.00 | 11.00 | -42.11% | 22.00 | 12.00 | -45.45% |
| 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% |

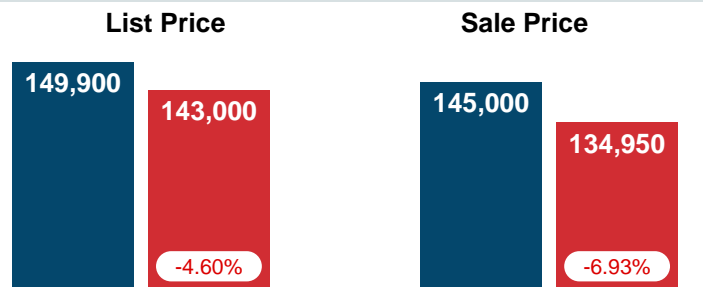
Absorption: Last 12 months, an Average of **72** Sales/Month

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

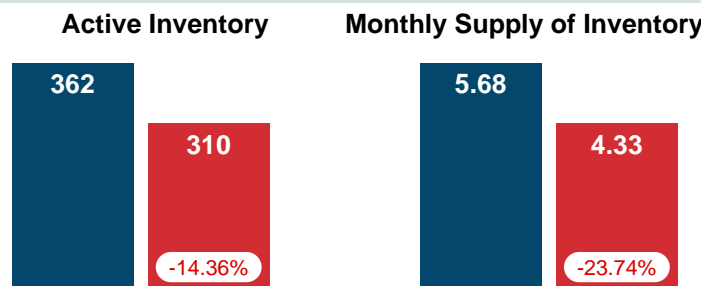
SEPTEMBER MARKET



MEDIAN PRICES



INVENTORY



MEDIAN SOLD/LIST RATIO & DOM

