

# January 2022



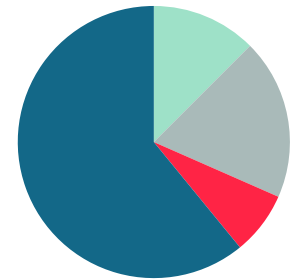
Area Delimited by County Of Muskogee



## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 11, 2022 for MLS Technology Inc.

Compared Metrics	2021	January 2022	+/-%
Closed Listings	59	55	-6.78%
Pending Listings	67	84	25.37%
New Listings	87	120	37.93%
Average List Price	167,555	150,875	-9.96%
Average Sale Price	168,592	146,274	-13.24%
Average Percent of Selling Price to List Price	102.50%	94.85%	-7.46%
Average Days on Market to Sale	34.61	41.16	18.93%
End of Month Inventory	353	268	-24.08%
Months Supply of Inventory	5.35	3.72	-30.41%



■ Closed (12.50%)  
■ Pending (19.09%)  
■ Other OffMarket (7.50%)  
■ Active (60.91%)

**Absorption:** Last 12 months, an Average of **72** Sales/Month  
**Active Inventory** as of January 31, 2022 = **268**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2022 decreased **24.08%** to 268 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 **3.72** MSI for this period.

#### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **13.24%** in January 2022 to \$146,274 versus the previous year at \$168,592.

#### Average Days on Market Lengthens

The average number of **41.16** days that homes spent on the market before selling increased by 6.55 days or **18.93%** in January 2022 compared to last year's same month at **34.61** DOM.

#### Sales Success for January 2022 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 120 New Listings in January 2022, up **37.93%** from last year at 87. Furthermore, there were 55 Closed Listings this month versus last year at 59, a **-6.78%** decrease.

Closed versus Listed trends yielded a **45.8%** ratio, down from previous year's, January 2021, at **67.8%**, a **32.42%** downswing. 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>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®

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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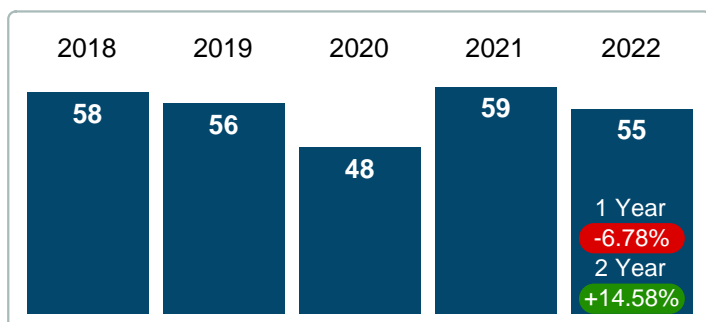
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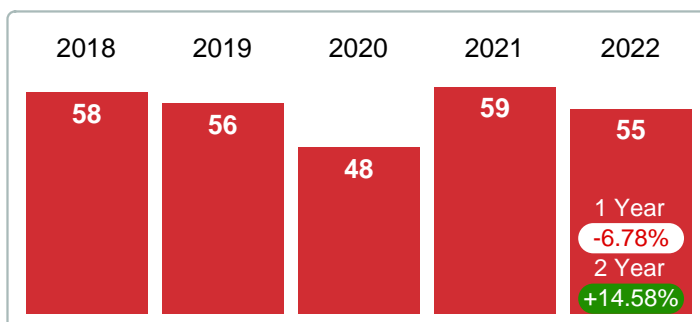
## CLOSED LISTINGS

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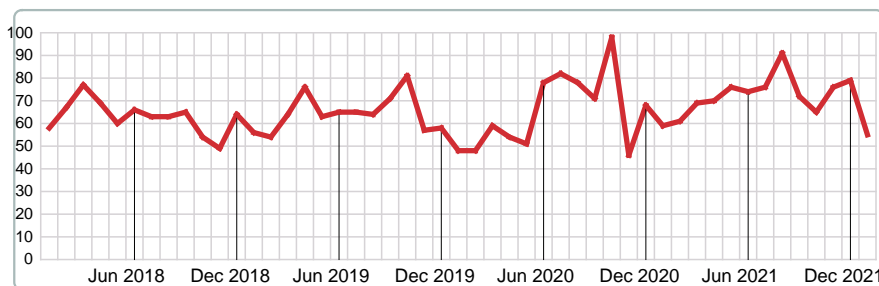
### JANUARY



### YEAR TO DATE (YTD)

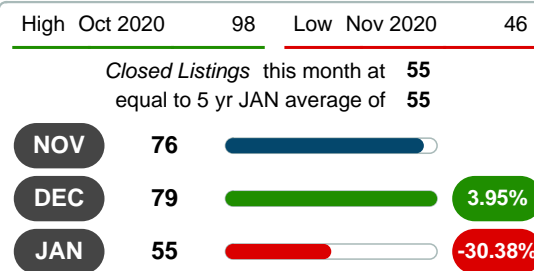


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 55



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	7.27%	81.0	3	1	0	0
\$20,001 - \$50,000	8	14.55%	31.8	4	2	2	0
\$50,001 - \$90,000	8	14.55%	61.1	2	3	3	0
\$90,001 - \$160,000	12	21.82%	28.5	1	7	4	0
\$160,001 - \$200,000	9	16.36%	18.4	0	6	3	0
\$200,001 - \$270,000	9	16.36%	35.4	2	6	1	0
\$270,001 and up	5	9.09%	74.0	1	1	3	0
<b>Total Closed Units</b>	<b>55</b>			<b>13</b>	<b>26</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>8,045,050</b>	<b>100%</b>	<b>41.2</b>	<b>1.69M</b>	<b>3.82M</b>	<b>2.53M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$146,274</b>			<b>\$130,319</b>	<b>\$147,088</b>	<b>\$157,913</b>	<b>\$0</b>

# January 2022



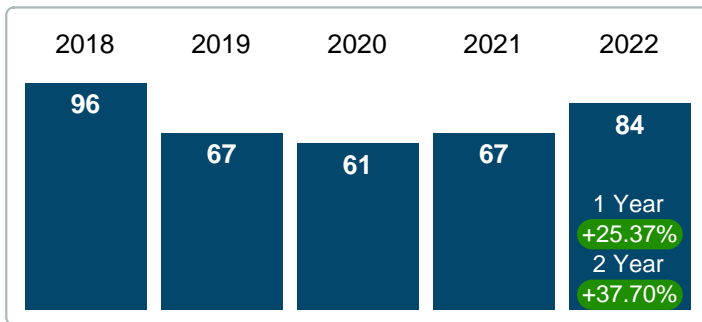
Area Delimited by County Of Muskogee



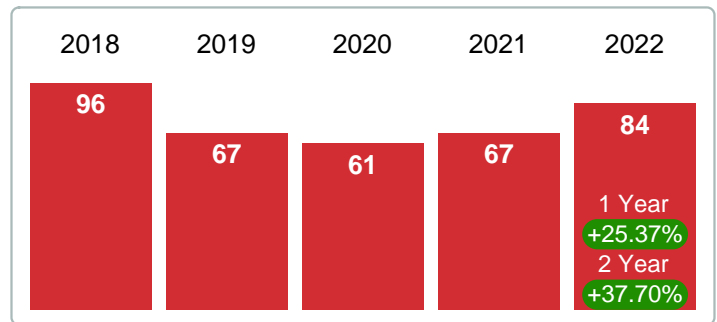
## PENDING LISTINGS

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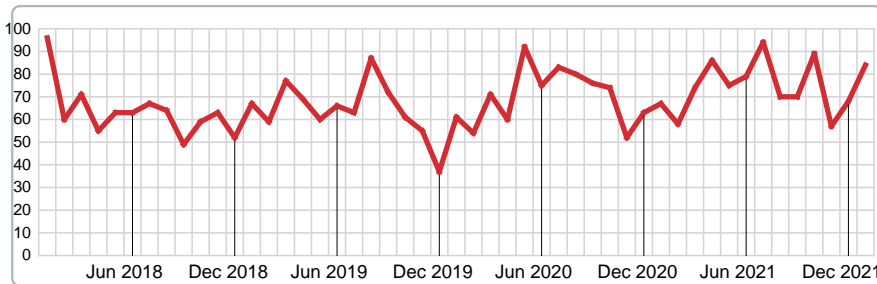
### JANUARY



### YEAR TO DATE (YTD)

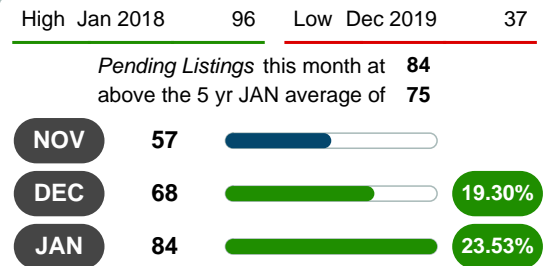


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 75



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	9.52%	109.8	7	1	0	0
\$30,001 - \$60,000	8	9.52%	43.0	5	1	1	1
\$60,001 - \$80,000	11	13.10%	51.8	5	6	0	0
\$80,001 - \$150,000	26	30.95%	42.8	7	18	1	0
\$150,001 - \$220,000	12	14.29%	41.8	3	7	1	1
\$220,001 - \$390,000	10	11.90%	34.2	4	2	3	1
\$390,001 and up	9	10.71%	83.4	4	1	4	0
<b>Total Pending Units</b>	<b>84</b>			<b>35</b>	<b>36</b>	<b>10</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>16,704,573</b>	<b>100%</b>	<b>8.8</b>	<b>7.63M</b>	<b>4.97M</b>	<b>3.56M</b>	<b>549.00K</b>
<b>Average Listing Price</b>	<b>\$99,380</b>			<b>\$217,999</b>	<b>\$138,028</b>	<b>\$355,660</b>	<b>\$183,000</b>

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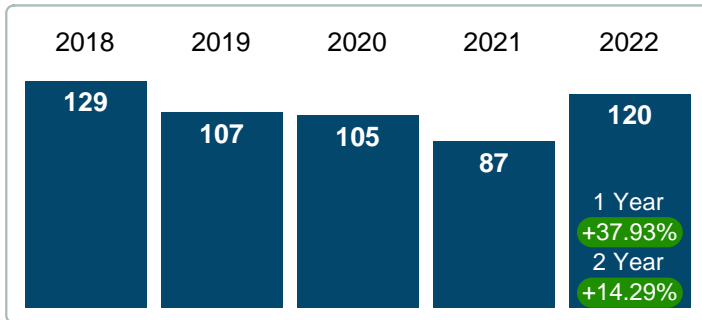
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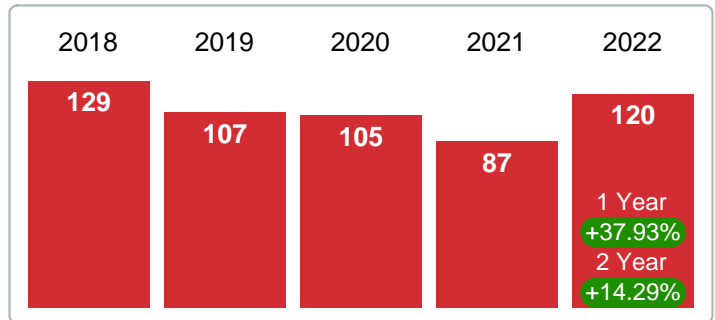
## NEW LISTINGS

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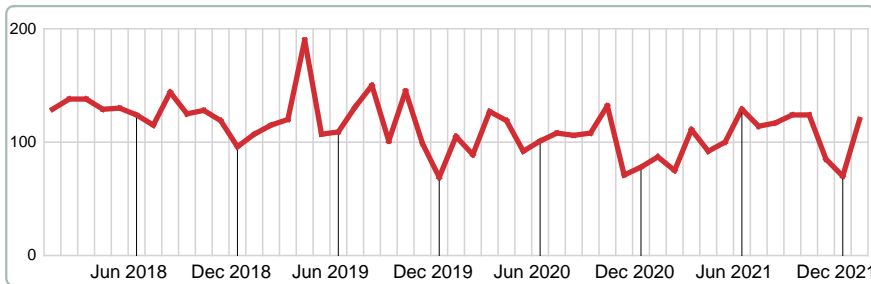
### JANUARY



### YEAR TO DATE (YTD)

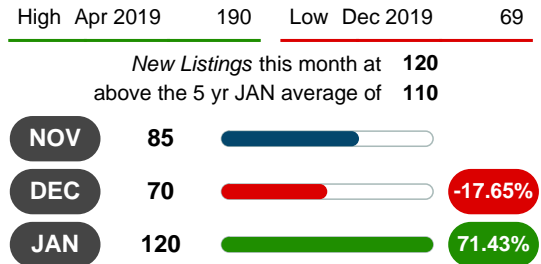


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 110



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$40,000	27	22.50%	26	1	0	0
\$40,001 - \$80,000	17	14.17%	11	6	0	0
\$80,001 - \$150,000	32	26.67%	9	21	2	0
\$150,001 - \$260,000	16	13.33%	4	10	1	1
\$260,001 - \$440,000	16	13.33%	2	5	5	4
\$440,001 and up	12	10.00%	7	2	3	0
<b>Total New Listed Units</b>	<b>120</b>		<b>59</b>	<b>45</b>	<b>11</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>22,274,161</b>	<b>100%</b>	<b>9.75M</b>	<b>7.29M</b>	<b>3.75M</b>	<b>1.48M</b>
<b>Average New Listed Listing Price</b>	<b>\$90,667</b>		<b>\$165,324</b>	<b>\$162,077</b>	<b>\$340,800</b>	<b>\$295,558</b>

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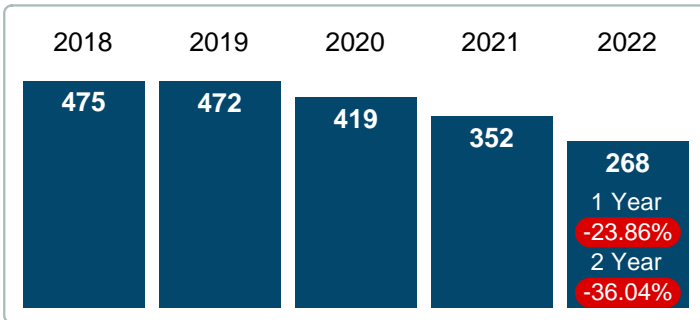
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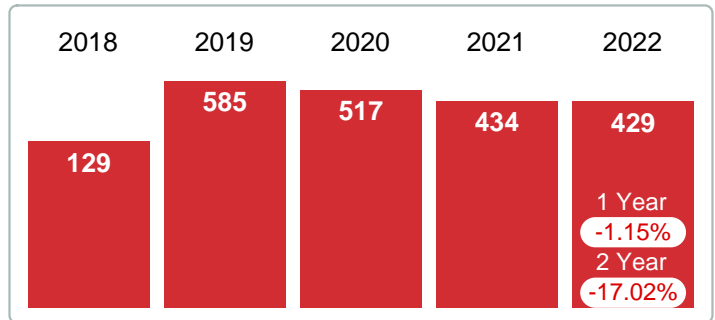
## ACTIVE INVENTORY

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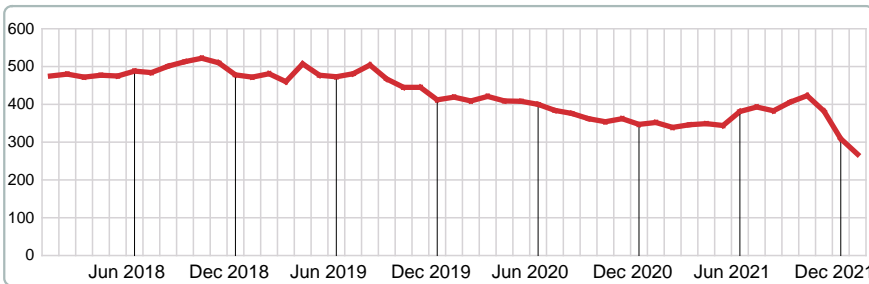
### END OF JANUARY



### ACTIVE DURING JANUARY

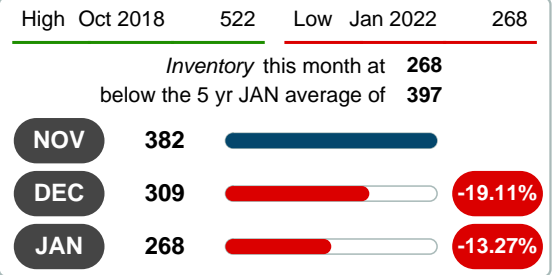


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 397



### 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	51	19.03%	103.2	51	0	0	0
\$25,001-\$50,000	41	15.30%	88.1	37	3	1	0
\$50,001-\$125,000	69	25.75%	98.5	44	21	4	0
\$125,001-\$250,000	46	17.16%	65.0	24	19	3	0
\$250,001-\$375,000	32	11.94%	70.3	12	10	6	4
\$375,001 and up	29	10.82%	112.1	20	5	3	1
<b>Total Active Inventory by Units</b>	<b>268</b>			<b>188</b>	<b>58</b>	<b>17</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>49,323,937</b>	<b>100%</b>	<b>90.2</b>	<b>31.08M</b>	<b>11.81M</b>	<b>4.61M</b>	<b>1.82M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$184,045</b>			<b>\$165,335</b>	<b>\$203,639</b>	<b>\$271,218</b>	<b>\$363,838</b>

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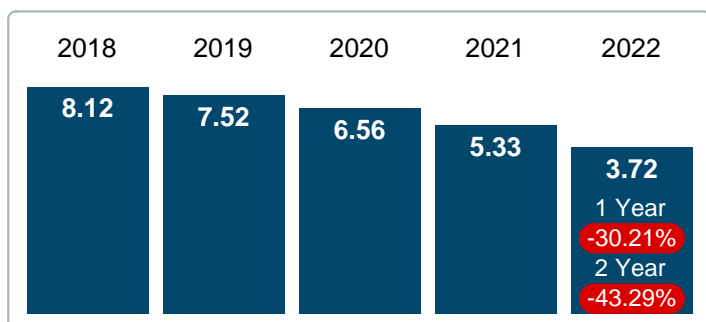
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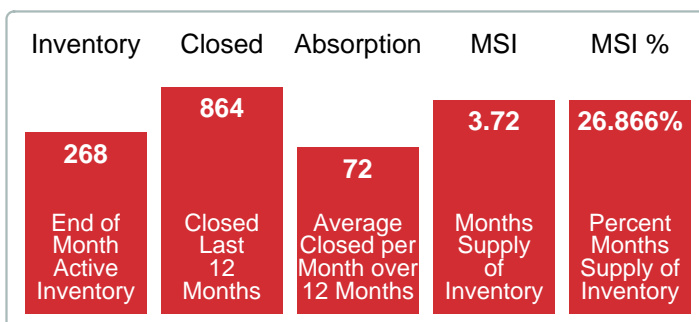
## MONTHS SUPPLY of INVENTORY (MSI)

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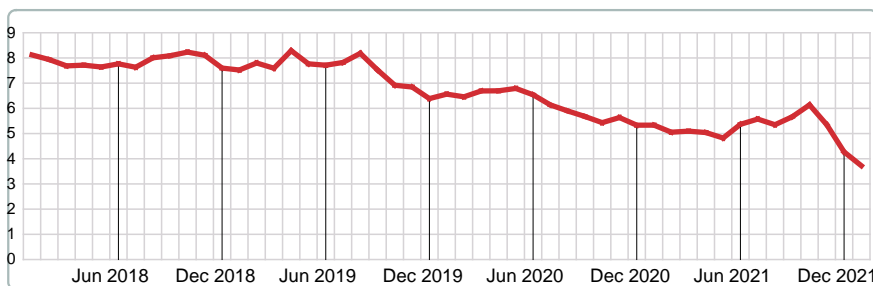
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2022

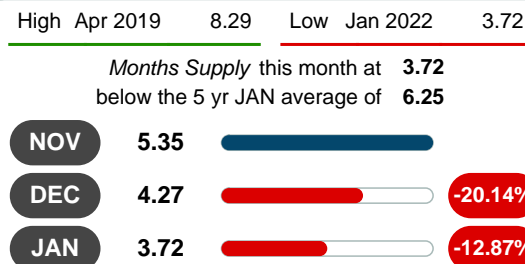


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 6.25



### 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	1	0.37%	0.86	1.09	0.00	0.00	0.00
\$10,001 - \$30,000	59	22.01%	9.19	15.82	0.00	4.00	0.00
\$30,001 - \$50,000	32	11.94%	5.91	8.09	1.89	0.00	0.00
\$50,001 - \$140,000	76	28.36%	2.99	5.82	1.57	1.78	0.00
\$140,001 - \$260,000	40	14.93%	1.73	7.74	1.10	0.64	0.00
\$260,001 - \$390,000	32	11.94%	4.52	13.09	4.00	1.89	8.00
\$390,001 and up	28	10.45%	8.20	20.73	5.45	2.57	2.40
Market Supply of Inventory (MSI)			3.72	8.95	1.55	1.43	3.16
Total Active Inventory by Units		100%	3.72	188	58	17	5

# January 2022



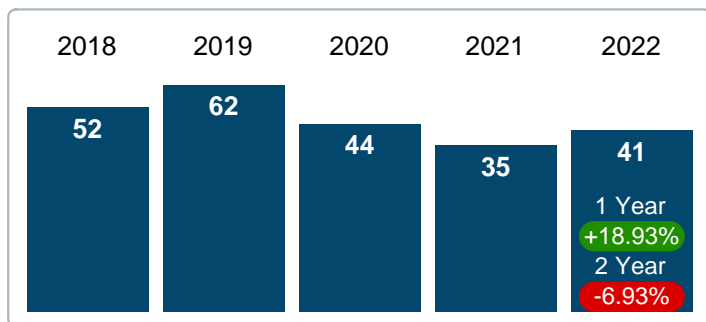
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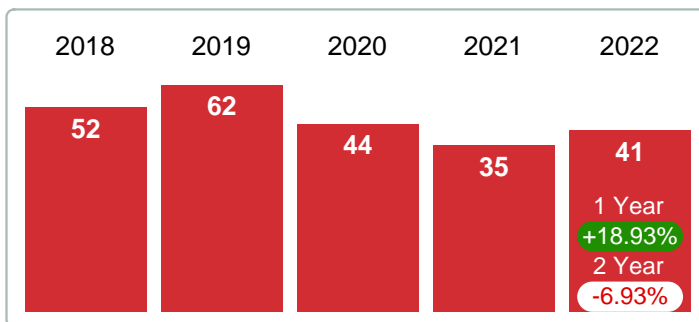
## AVERAGE DAYS ON MARKET TO SALE

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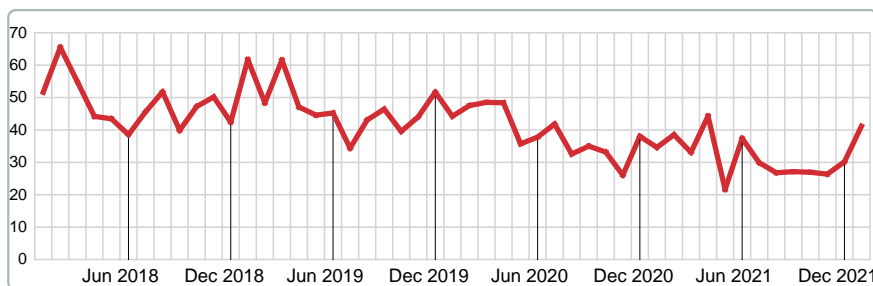
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

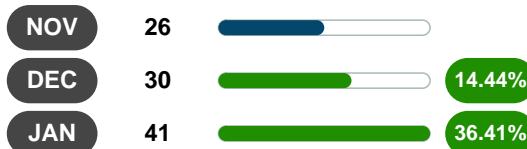


### 3 MONTHS

5 year JAN AVG = 47

High Feb 2018 66 Low May 2021 22

Average Days on Market to Sale this month at 41 below the 5 yr JAN average of 47



### 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
\$20,000 and less	7.27%	81	100	23	0	0
\$20,001 - \$50,000	14.55%	32	36	14	41	0
\$50,001 - \$90,000	14.55%	61	82	8	100	0
\$90,001 - \$160,000	21.82%	29	18	29	31	0
\$160,001 - \$200,000	16.36%	18	0	24	8	0
\$200,001 - \$270,000	16.36%	35	127	6	33	0
\$270,001 and up	9.09%	74	131	63	59	0
<b>Average Closed DOM</b>		<b>41</b>	<b>78</b>	<b>20</b>	<b>46</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>41</b>	<b>13</b>	<b>26</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>1.69M</b>	<b>3.82M</b>	<b>2.53M</b>	<b>0.00B</b>

# January 2022



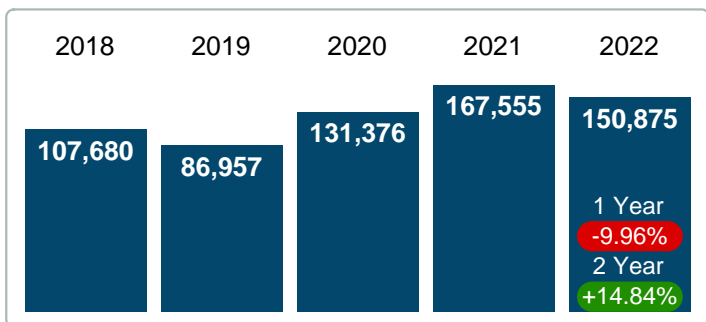
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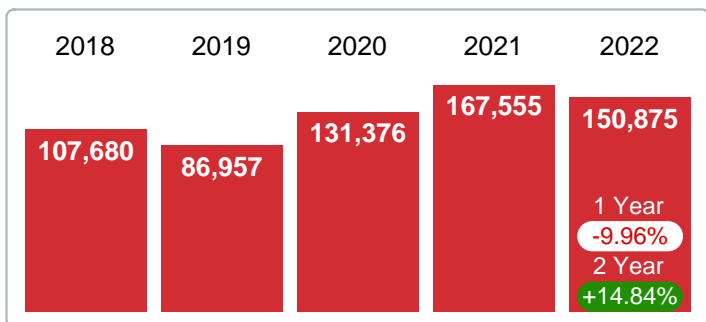
## AVERAGE LIST PRICE AT CLOSING

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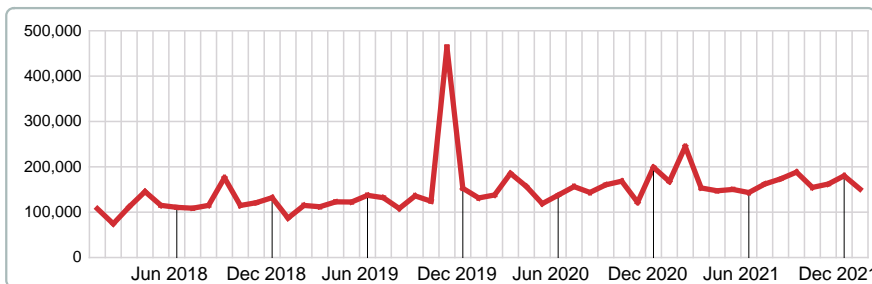
### JANUARY



### YEAR TO DATE (YTD)

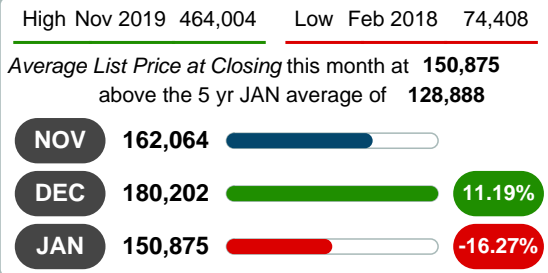


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 128,888



### 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	7.27%	11,025	16,525	10,000	0	0
\$25,001 - \$50,000	16.36%	40,489	42,500	37,500	41,950	0
\$50,001 - \$75,000	3.64%	57,950	57,950	46,000	84,950	0
\$75,001 - \$150,000	25.45%	108,350	159,900	112,763	111,225	0
\$150,001 - \$200,000	20.00%	170,327	0	177,186	173,100	0
\$200,001 - \$250,000	14.55%	216,788	212,500	221,133	235,000	0
\$250,001 and up	12.73%	378,414	542,500	360,000	314,967	0
<b>Average List Price</b>		<b>150,875</b>	<b>135,915</b>	<b>152,315</b>	<b>160,688</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>150,875</b>	<b>13</b>	<b>26</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>			<b>1.77M</b>	<b>3.96M</b>	<b>2.57M</b>	<b>0.00B</b>



# January 2022



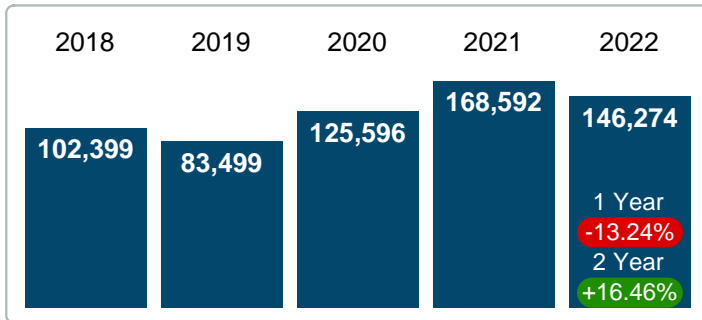
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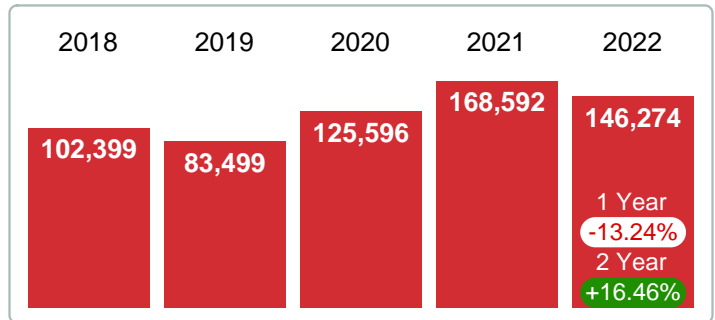
## AVERAGE SOLD PRICE AT CLOSING

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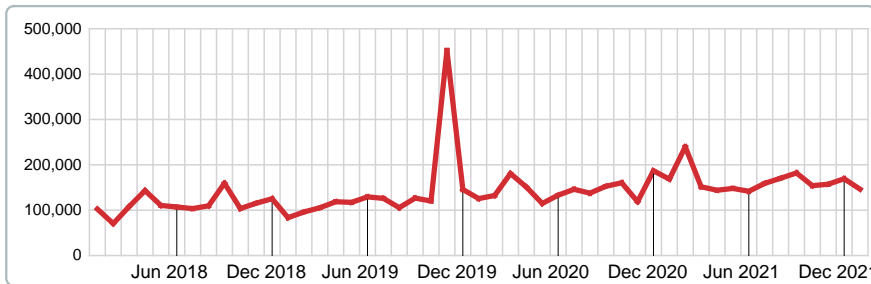
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

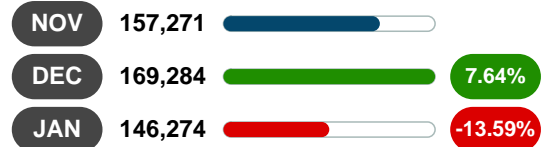


### 3 MONTHS

5 year JAN AVG = 125,272

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

Average Sold Price at Closing this month at **146,274**  
above the 5 yr JAN average of **125,272**



### 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
\$20,000 and less	7.27%	9,275	9,700	8,000	0	0
\$20,001 - \$50,000	14.55%	35,888	36,150	38,250	33,000	0
\$50,001 - \$90,000	14.55%	67,788	54,250	72,367	72,233	0
\$90,001 - \$160,000	21.82%	126,183	143,000	122,186	128,975	0
\$160,001 - \$200,000	16.36%	177,100	0	174,733	181,833	0
\$200,001 - \$270,000	16.36%	224,772	244,475	217,333	230,000	0
\$270,001 and up	9.09%	409,500	780,000	315,000	317,500	0
<b>Average Sold Price</b>		<b>146,274</b>	<b>130,319</b>	<b>147,088</b>	<b>157,913</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>146,274</b>	<b>13</b>	<b>26</b>	<b>16</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>8,045,050</b>	<b>1.69M</b>	<b>3.82M</b>	<b>2.53M</b>	<b>0.00B</b>

# January 2022



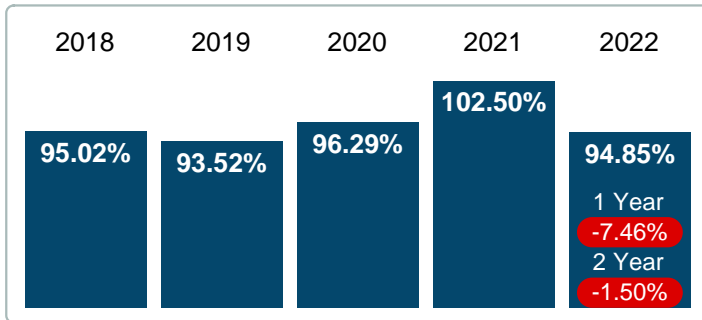
Area Delimited by County Of Muskogee



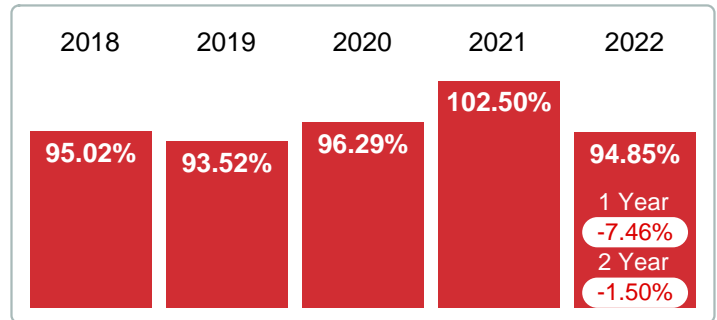
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Feb 11, 2022 for MLS Technology Inc.

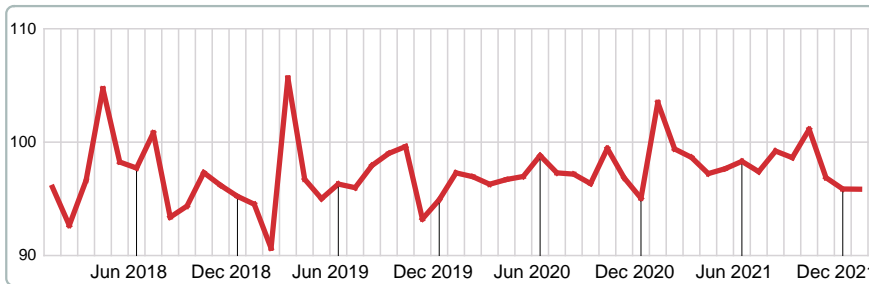
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

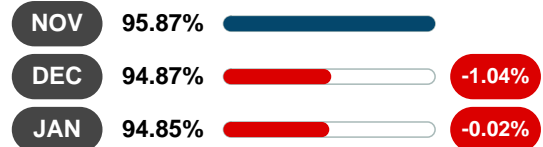


### 3 MONTHS

5 year JAN AVG = 96.44%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **94.85%**  
below the 5 yr JAN average of **96.44%**



### 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
\$20,000 and less	4	7.27%	82.01%	82.67%	80.00%	0.00%	0.00%
\$20,001 \$50,000	8	14.55%	89.81%	89.82%	101.67%	77.95%	0.00%
\$50,001 \$90,000	8	14.55%	90.26%	93.69%	101.29%	76.94%	0.00%
\$90,001 \$160,000	12	21.82%	98.93%	89.43%	96.38%	105.76%	0.00%
\$160,001 \$200,000	9	16.36%	98.81%	0.00%	97.70%	101.04%	0.00%
\$200,001 \$270,000	9	16.36%	98.31%	98.07%	98.46%	97.87%	0.00%
\$270,001 and up	5	9.09%	97.37%	98.11%	87.50%	100.41%	0.00%
Average Sold/List Ratio		94.80%		90.64%	97.17%	94.50%	0.00%
Total Closed Units		55	100%	13	26	16	
Total Closed Volume		8,045,050		1.69M	3.82M	2.53M	0.00B

# January 2022

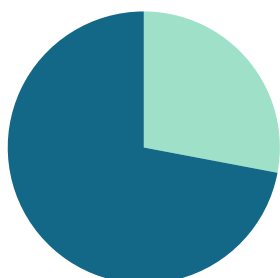
Area Delimited by County Of Muskogee



## MARKET SUMMARY

Report produced on Feb 11, 2022 for MLS Technology Inc.

### INVENTORY

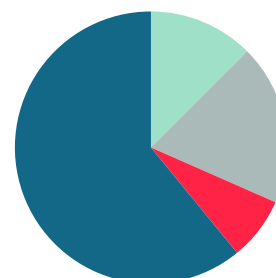


**Inventory**  
 New Listings  
**120 = 27.97%**  
 Start Inventory  
**309**  
 Total Inventory Units  
**429**  
 Volume  
**\$77,687,159**

### Market Activity

Closed Sales  
**55 = 12.50%**  
 Pending Sales  
**84 = 19.09%**  
 Other Off Market  
**33 = 7.50%**  
 Active Inventory  
**268 = 60.91%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	59	55	-6.78%	59	55	-6.78%
Pending Sales	67	84	25.37%	67	84	25.37%
New Listings	87	120	37.93%	87	120	37.93%
Average List Price	167,555	150,875	-9.96%	167,555	150,875	-9.96%
Average Sale Price	168,592	146,274	-13.24%	168,592	146,274	-13.24%
Average Percent of Selling Price to List Price	102.50%	94.85%	-7.46%	102.50%	94.85%	-7.46%
Average Days on Market to Sale	34.61	41.16	18.93%	34.61	41.16	18.93%
Monthly Inventory	353	268	-24.08%	353	268	-24.08%
Months Supply of Inventory	5.35	3.72	-30.41%	5.35	3.72	-30.41%

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

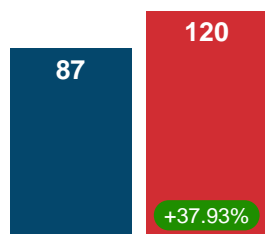
**Inventory** on January 31, 2022 = **268**

**2021** **2022**

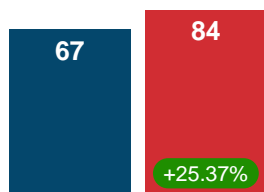
### JANUARY MARKET

### AVERAGE PRICES

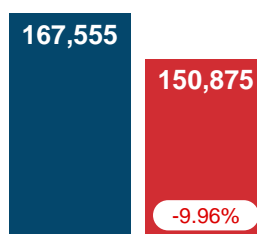
#### New Listings



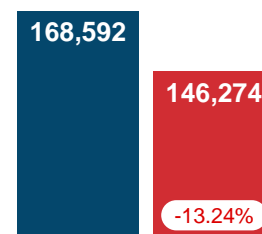
#### Pending Listings



#### List Price



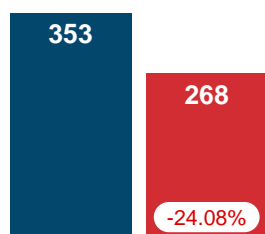
#### Sale Price



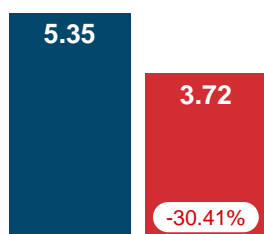
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

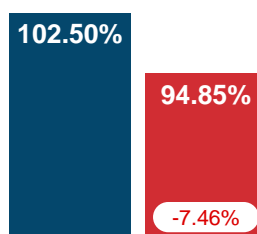
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

