

March 2022



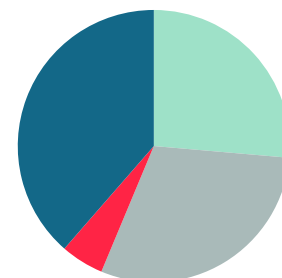
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2021	March 2022	+/-%
Closed Listings	60	67	11.67%
Pending Listings	58	76	31.03%
New Listings	74	89	20.27%
Average List Price	163,224	148,169	-9.22%
Average Sale Price	161,121	146,254	-9.23%
Average Percent of Selling Price to List Price	98.16%	98.19%	0.03%
Average Days on Market to Sale	29.83	29.67	-0.54%
End of Month Inventory	165	98	-40.61%
Months Supply of Inventory	2.83	1.66	-41.44%



■ Closed (26.38%)
■ Pending (29.92%)
■ Other OffMarket (5.12%)
■ Active (38.58%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of March 31, 2022 = **98**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2022 decreased **40.61%** to 98 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **1.66** 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 **9.23%** in March 2022 to \$146,254 versus the previous year at \$161,121.

Average Days on Market Shortens

The average number of **29.67** days that homes spent on the market before selling decreased by 0.16 days or **0.54%** in March 2022 compared to last year's same month at **29.83** DOM.

Sales Success for March 2022 is Positive

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

There were 89 New Listings in March 2022, up **20.27%** from last year at 74. Furthermore, there were 67 Closed Listings this month versus last year at 60, a **11.67%** increase.

Closed versus Listed trends yielded a **75.3%** ratio, down from previous year's, March 2021, at **81.1%**, a **7.15%** downswing. This will certainly create pressure on a decreasing Monthly 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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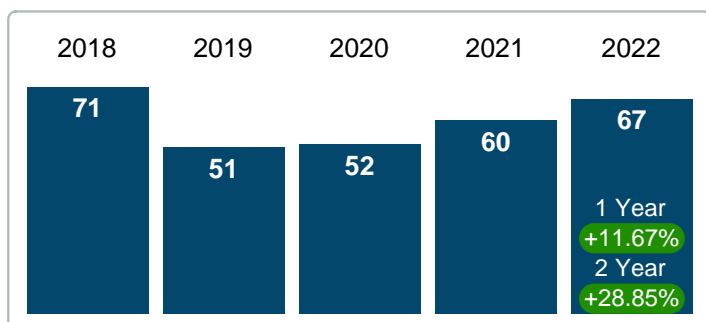
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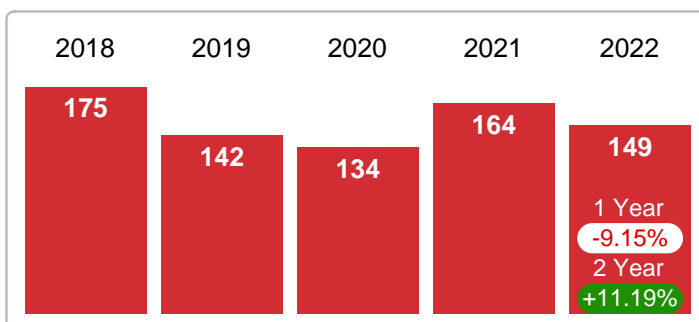
CLOSED LISTINGS

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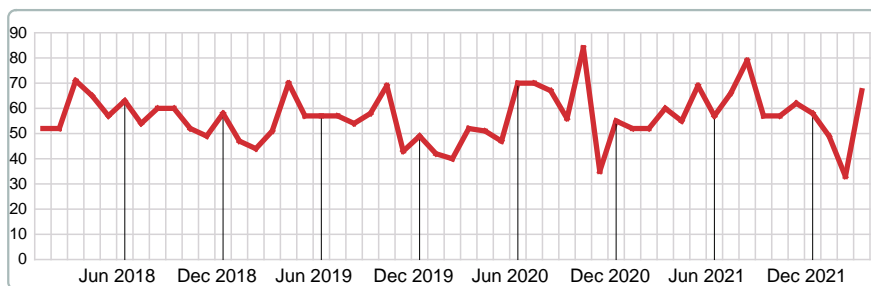
MARCH



YEAR TO DATE (YTD)

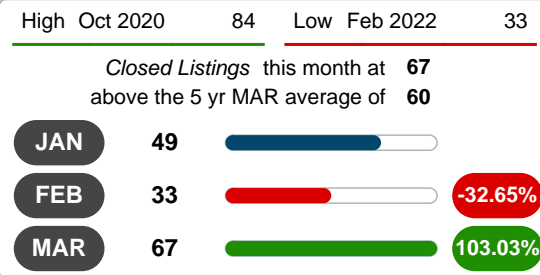


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	10.45%	60.4	4	2	1	0
\$50,001 - \$70,000	5	7.46%	4.6	1	4	0	0
\$70,001 - \$100,000	13	19.40%	39.4	5	7	1	0
\$100,001 - \$140,000	13	19.40%	26.8	0	10	3	0
\$140,001 - \$180,000	13	19.40%	23.4	1	10	1	1
\$180,001 - \$300,000	9	13.43%	22.8	1	7	1	0
\$300,001 and up	7	10.45%	24.7	0	1	4	2
Total Closed Units	67			12	41	11	3
Total Closed Volume	9,799,010	100%	29.7	995.75K	5.64M	2.37M	797.00K
Average Closed Price	\$146,254			\$82,979	\$137,492	\$215,373	\$265,667

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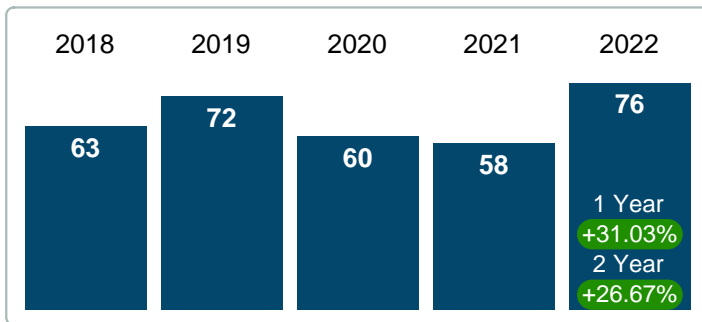
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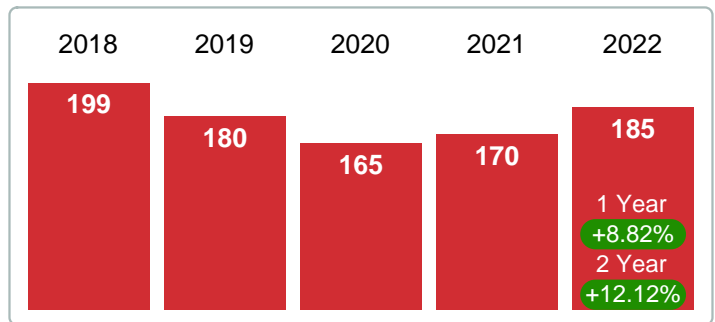
PENDING LISTINGS

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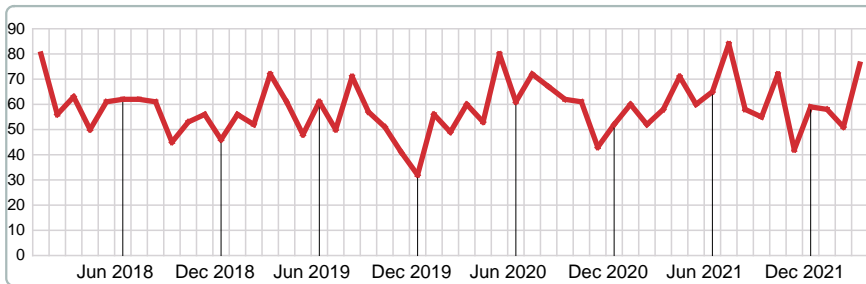
MARCH



YEAR TO DATE (YTD)

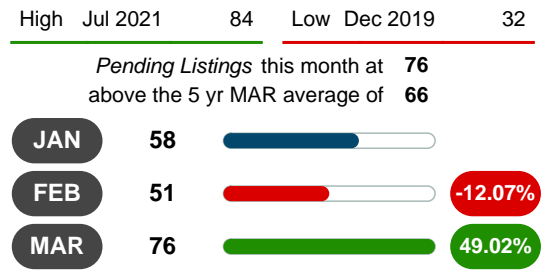


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.89%	45.0	2	2	2	0
\$50,001 - \$80,000	11	14.47%	11.6	6	4	1	0
\$80,001 - \$110,000	7	9.21%	26.7	1	6	0	0
\$110,001 - \$170,000	24	31.58%	36.3	2	20	2	0
\$170,001 - \$240,000	11	14.47%	11.8	0	7	4	0
\$240,001 - \$350,000	13	17.11%	36.7	0	7	4	2
\$350,001 and up	4	5.26%	24.0	0	1	2	1
Total Pending Units	76			11	47	15	3
Total Pending Volume	13,136,247	100%	82.3	894.60K	7.59M	3.36M	1.30M
Average Listing Price	\$123,500			\$81,327	\$161,405	\$223,673	\$433,500

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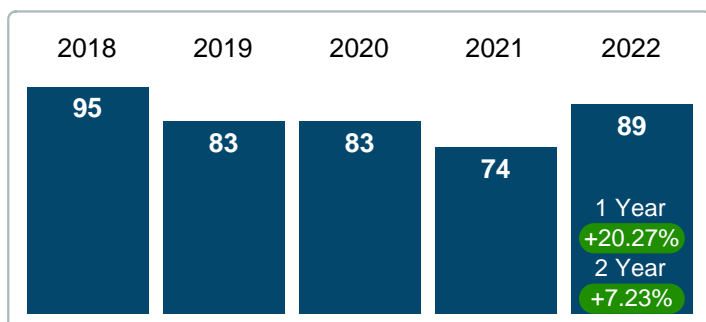
Area Delimited by County Of Muskogee - Residential Property Type



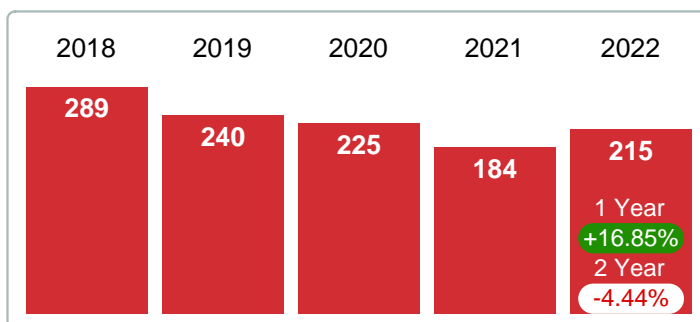
NEW LISTINGS

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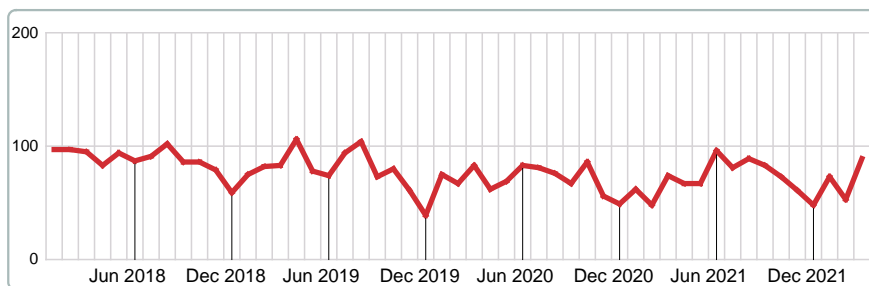
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

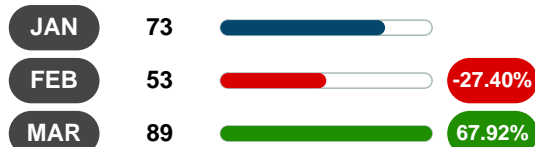


3 MONTHS

5 year MAR AVG = 85

High Apr 2019 106 Low Dec 2019 39

New Listings this month at **89**
above the 5 yr MAR average of **85**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	8.99%	4	2	2	0
\$50,001 - \$70,000	12	13.48%	7	3	2	0
\$70,001 - \$120,000	13	14.61%	1	12	0	0
\$120,001 - \$180,000	19	21.35%	3	15	1	0
\$180,001 - \$240,000	17	19.10%	2	11	4	0
\$240,001 - \$360,000	11	12.36%	1	5	4	1
\$360,001 and up	9	10.11%	0	2	5	2
Total New Listed Units	89		18	50	18	3
Total New Listed Volume	16,898,109	100%	1.84M	8.43M	5.24M	1.39M
Average New Listed Listing Price	\$139,500		\$102,083	\$168,654	\$290,994	\$463,333

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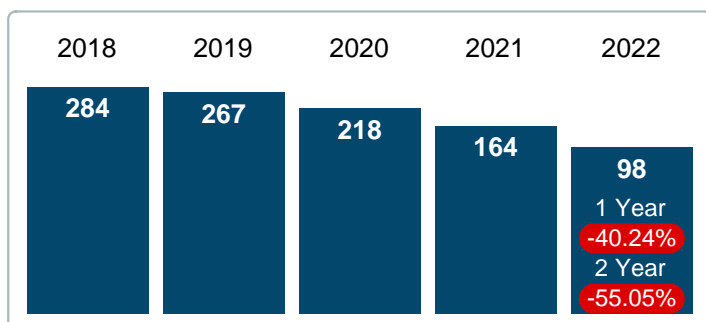
Area Delimited by County Of Muskogee - Residential Property Type



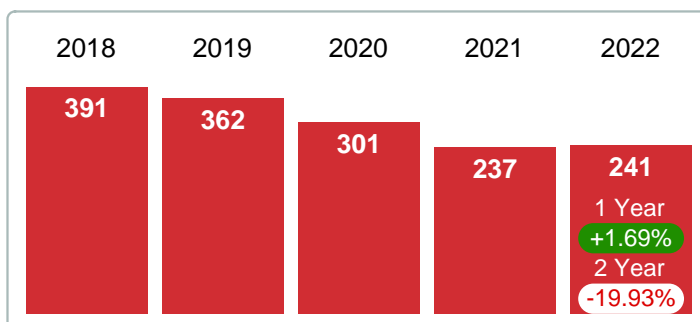
ACTIVE INVENTORY

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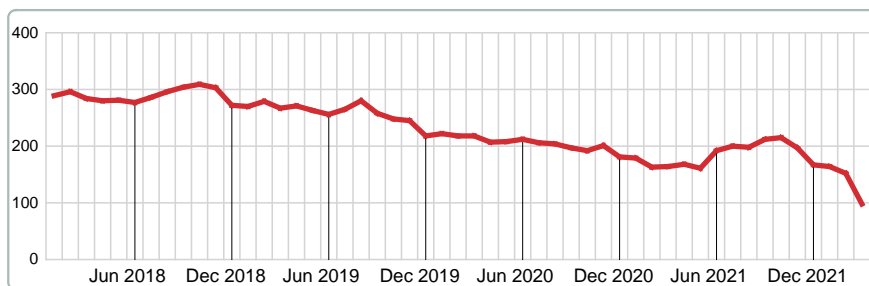
END OF MARCH



ACTIVE DURING MARCH

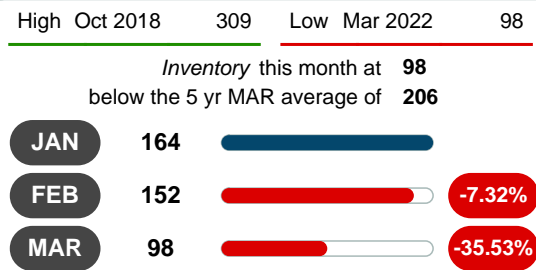


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 206



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	8	8.16%	60.0	2	3	3	0
\$50,001 - \$75,000	14	14.29%	55.0	6	7	1	0
\$75,001 - \$100,000	9	9.18%	79.0	3	6	0	0
\$100,001 - \$175,000	22	22.45%	47.4	4	17	1	0
\$175,001 - \$250,000	22	22.45%	30.8	3	14	5	0
\$250,001 - \$425,000	14	14.29%	47.8	2	7	4	1
\$425,001 and up	9	9.18%	111.9	0	5	3	1
Total Active Inventory by Units	98			20	59	17	2
Total Active Inventory by Volume	20,329,908	100%	54.7	2.49M	11.93M	4.97M	930.00K
Average Active Inventory Listing Price	\$207,448			\$124,705	\$202,268	\$292,471	\$465,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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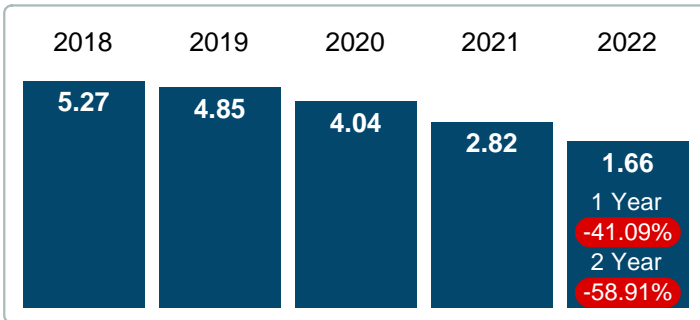
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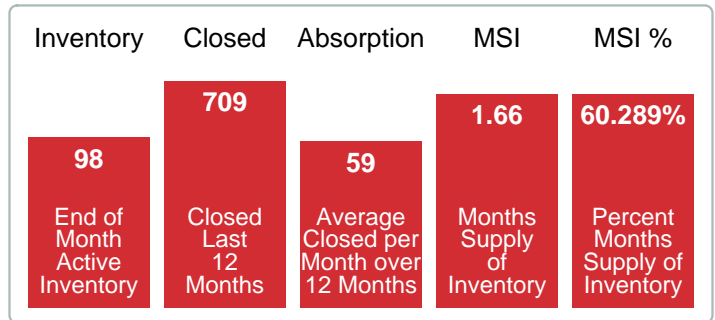
MONTHS SUPPLY of INVENTORY (MSI)

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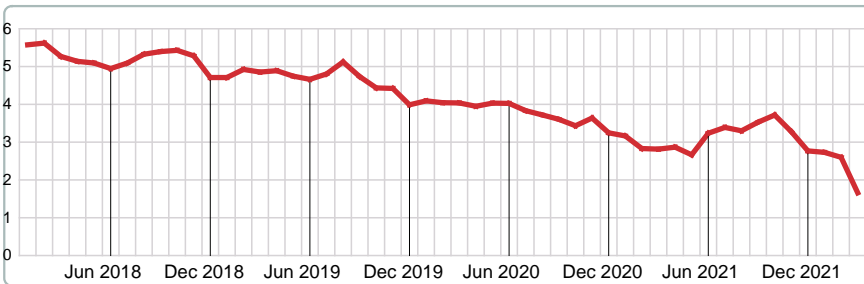
MSI FOR MARCH



INDICATORS FOR MARCH 2022

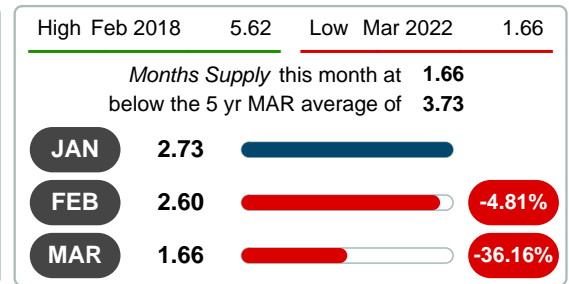


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 3.73



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
\$50,000 and less	8	8.16%	1.12	0.71	0.88	4.50	0.00
\$50,001 - \$75,000	14	14.29%	2.37	2.32	2.33	3.00	0.00
\$75,001 - \$100,000	9	9.18%	1.50	1.80	1.57	0.00	0.00
\$100,001 - \$175,000	22	22.45%	1.09	2.82	1.06	0.36	0.00
\$175,001 - \$250,000	22	22.45%	2.08	7.20	1.93	1.88	0.00
\$250,001 - \$425,000	14	14.29%	1.89	24.00	2.33	1.17	1.09
\$425,001 and up	9	9.18%	5.14	0.00	8.57	3.27	4.00
Market Supply of Inventory (MSI)			1.66	2.22	1.59	1.52	1.09
Total Active Inventory by Units		100%	1.66	20	59	17	2

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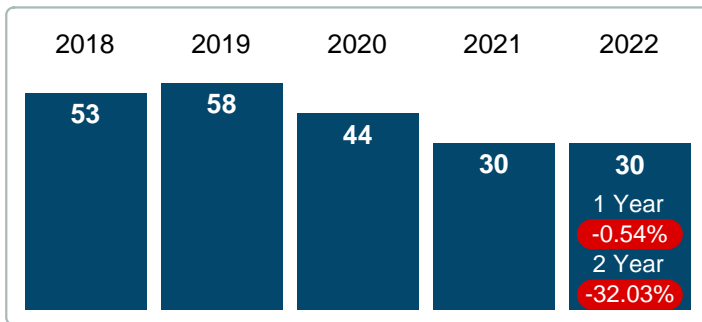
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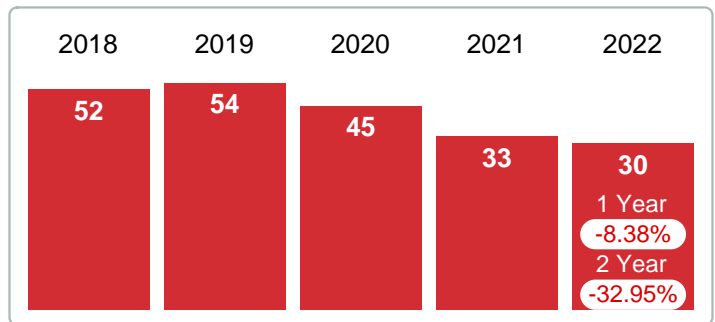
AVERAGE DAYS ON MARKET TO SALE

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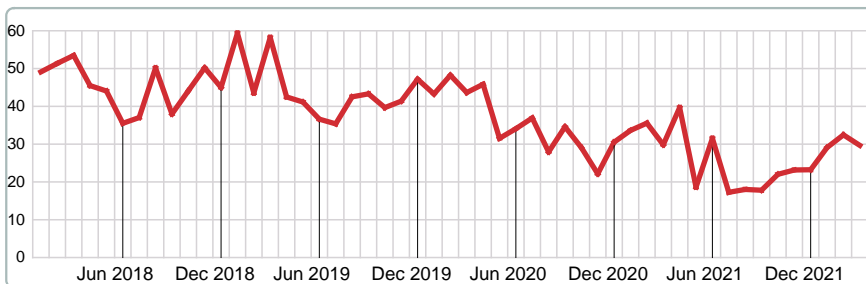
MARCH



YEAR TO DATE (YTD)

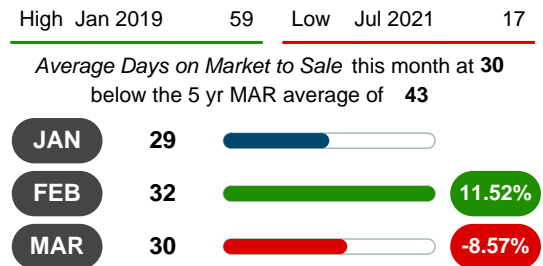


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 43



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
\$50,000 and less	10.45%	60	42	60	137	0
\$50,001 - \$70,000	7.46%	5	2	5	0	0
\$70,001 - \$100,000	19.40%	39	45	32	61	0
\$100,001 - \$140,000	19.40%	27	0	19	52	0
\$140,001 - \$180,000	19.40%	23	24	17	110	3
\$180,001 - \$300,000	13.43%	23	6	28	6	0
\$300,001 and up	10.45%	25	0	3	40	6
Average Closed DOM		30				
Total Closed Units	100%	67	12	41	11	3
Total Closed Volume		9,799,010	995.75K	5.64M	2.37M	797.00K

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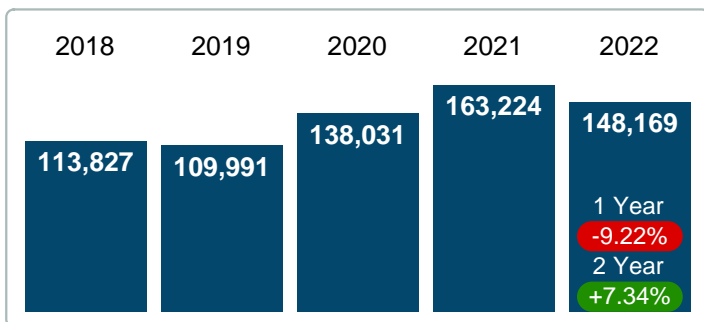
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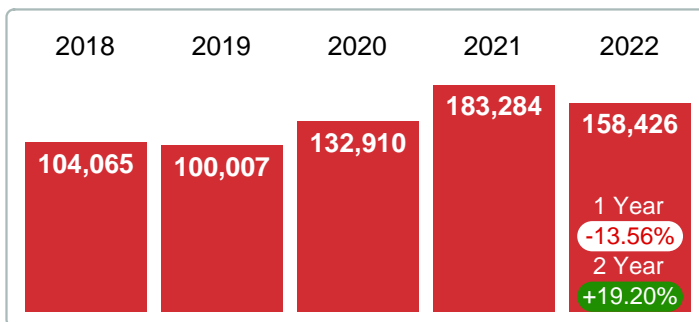
AVERAGE LIST PRICE AT CLOSING

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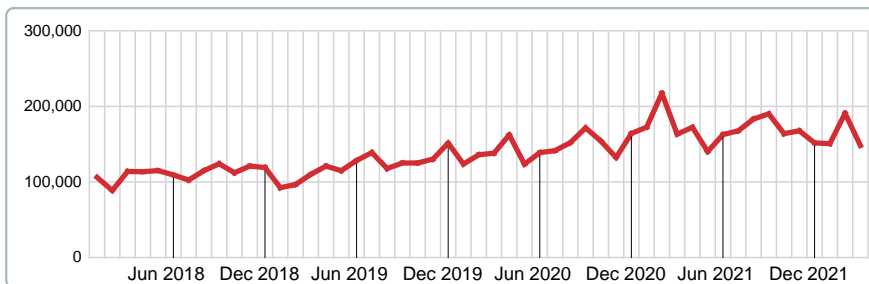
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

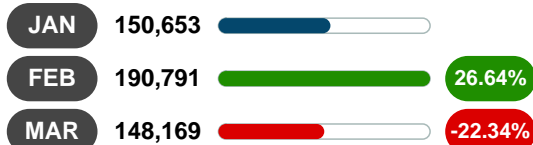


3 MONTHS

5 year MAR AVG = 134,648

High Feb 2021 217,247 Low Feb 2018 88,688

Average List Price at Closing this month at **148,169**
above the 5 yr MAR average of **134,648**



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
\$50,000 and less	8.96%	33,533	39,000	43,350	21,500	0
\$50,001 - \$70,000	7.46%	59,460	47,000	66,700	0	0
\$70,001 - \$100,000	23.88%	87,214	83,500	86,361	95,000	0
\$100,001 - \$140,000	19.40%	125,162	0	118,920	118,967	0
\$140,001 - \$180,000	17.91%	162,308	165,000	155,920	159,900	164,500
\$180,001 - \$300,000	13.43%	253,856	249,900	232,986	283,000	0
\$300,001 and up	8.96%	362,317	0	299,900	374,850	337,250
Average List Price		148,169	86,283	137,493	219,609	279,667
Total Closed Units	100%	148,169	12	41	11	3
Total Closed Volume		9,927,322	1.04M	5.64M	2.42M	839.00K

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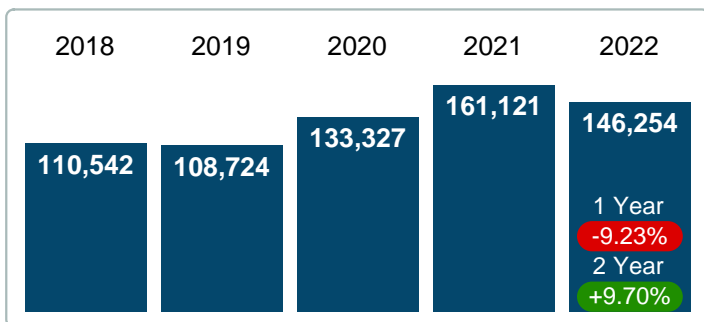
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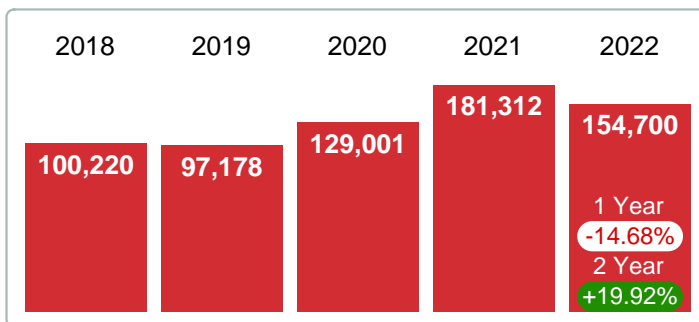
AVERAGE SOLD PRICE AT CLOSING

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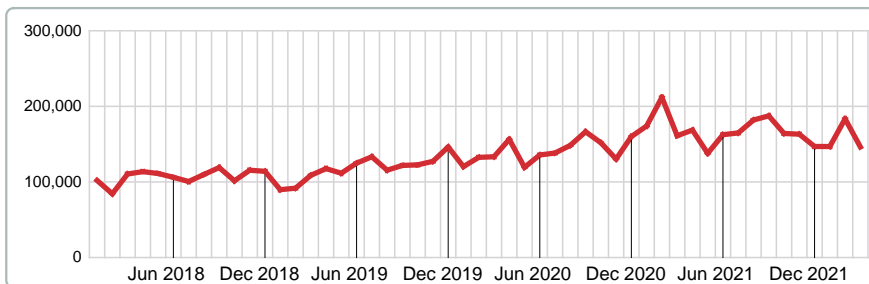
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

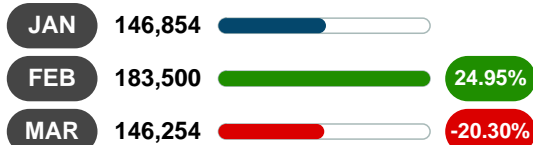


3 MONTHS

5 year MAR AVG = 131,994

High Feb 2021 211,913 Low Feb 2018 84,328

Average Sold Price at Closing this month at **146,254** above the 5 yr MAR average of **131,994**



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
\$50,000 and less	10.45%	33,357	34,250	37,500	21,500	0
\$50,001 - \$70,000	7.46%	60,630	51,250	62,975	0	0
\$70,001 - \$100,000	19.40%	84,956	82,120	84,903	99,500	0
\$100,001 - \$140,000	19.40%	119,549	0	121,214	114,000	0
\$140,001 - \$180,000	19.40%	155,946	147,000	155,340	161,900	165,000
\$180,001 - \$300,000	13.43%	243,144	249,900	234,771	295,000	0
\$300,001 and up	10.45%	341,171	0	307,000	362,300	316,000
Average Sold Price		146,254	82,979	137,492	215,373	265,667
Total Closed Units	100%	146,254	12	41	11	3
Total Closed Volume		9,799,010	995.75K	5.64M	2.37M	797.00K

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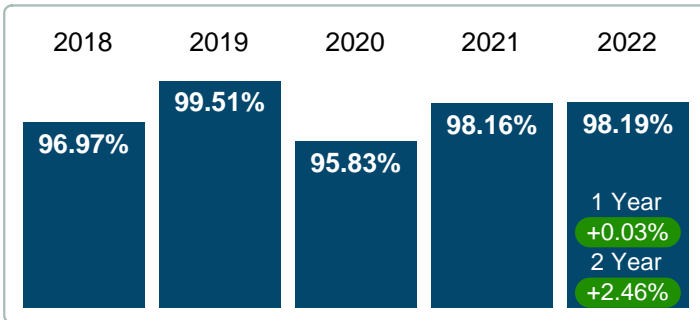
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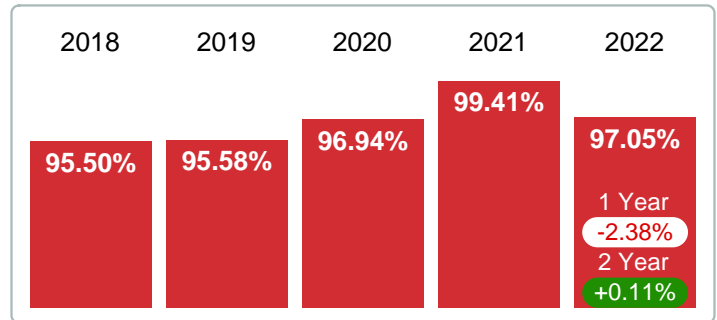
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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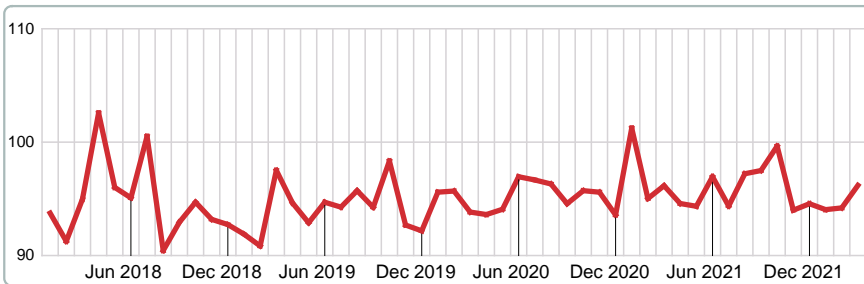
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

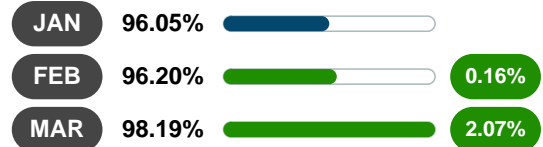


3 MONTHS

5 year MAR AVG = 97.73%

High Apr 2018 104.57% Low Aug 2018 92.44%

Average Sold/List Ratio this month at **98.19%**
equal to 5 yr MAR average of **97.73%**



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
\$50,000 and less	7	10.45%	88.86%	86.66%	87.68%	100.00%	0.00%
\$50,001 - \$70,000	5	7.46%	97.70%	109.04%	94.87%	0.00%	0.00%
\$70,001 - \$100,000	13	19.40%	98.79%	98.25%	98.33%	104.74%	0.00%
\$100,001 - \$140,000	13	19.40%	100.67%	0.00%	102.02%	96.18%	0.00%
\$140,001 - \$180,000	13	19.40%	99.12%	89.09%	99.79%	101.25%	100.30%
\$180,001 - \$300,000	9	13.43%	101.20%	100.00%	100.94%	104.24%	0.00%
\$300,001 and up	7	10.45%	96.57%	0.00%	102.37%	96.53%	93.75%
Average Sold/List Ratio		98.20%		94.67%	99.27%	98.62%	95.93%
Total Closed Units		67	100%	12	41	11	3
Total Closed Volume		9,799,010		995.75K	5.64M	2.37M	797.00K

March 2022



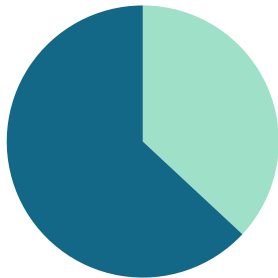
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

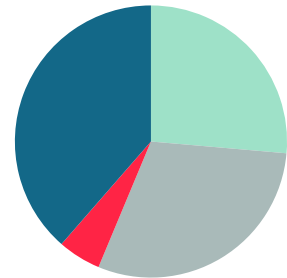


Inventory
 New Listings
89 = 36.93%
 Start Inventory
152
 Total Inventory Units
241
 Volume
\$43,998,577

Market Activity

Closed Sales
67 = 26.38%
 Pending Sales
76 = 29.92%
 Other Off Market
13 = 5.12%
 Active Inventory
98 = 38.58%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2021	2022	+/-%	2021	2022	+/-%
Closed Sales	60	67	11.67%	164	149	-9.15%
Pending Sales	58	76	31.03%	170	185	8.82%
New Listings	74	89	20.27%	184	215	16.85%
Average List Price	163,224	148,169	-9.22%	183,284	158,426	-13.56%
Average Sale Price	161,121	146,254	-9.23%	181,312	154,700	-14.68%
Average Percent of Selling Price to List Price	98.16%	98.19%	0.03%	99.41%	97.05%	-2.38%
Average Days on Market to Sale	29.83	29.67	-0.54%	32.85	30.10	-8.38%
Monthly Inventory	165	98	-40.61%	165	98	-40.61%
Months Supply of Inventory	2.83	1.66	-41.44%	2.83	1.66	-41.44%

Absorption: Last 12 months, an Average of **59** Sales/Month

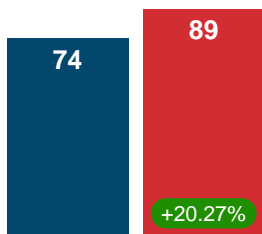
Inventory on March 31, 2022 = **98**

2021 **2022**

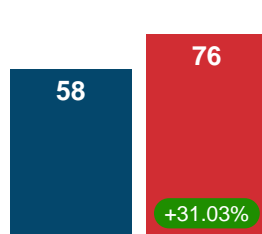
MARCH MARKET

AVERAGE PRICES

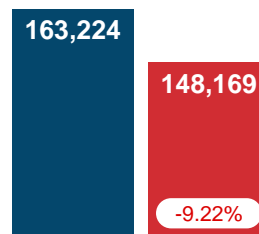
New Listings



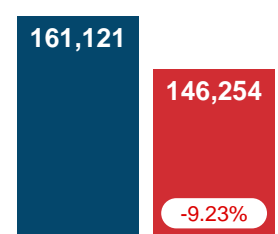
Pending Listings



List Price



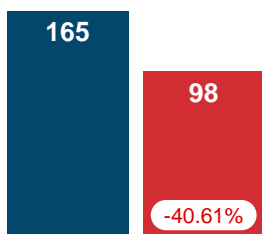
Sale Price



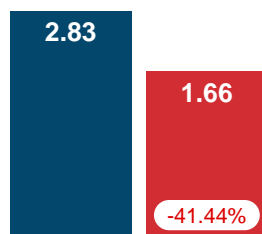
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

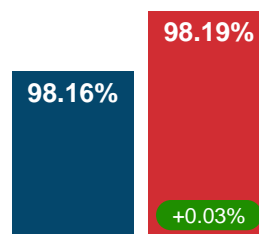
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

