

April 2021

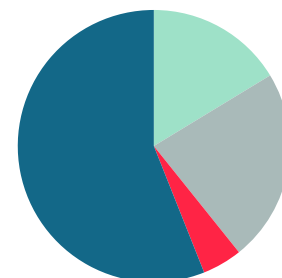
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2021 for MLS Technology Inc.

Compared Metrics	2020	April 2021	+/-%
Closed Listings	54	69	27.78%
Pending Listings	60	97	61.67%
New Listings	119	92	-22.69%
Average List Price	156,620	146,891	-6.21%
Average Sale Price	151,007	143,714	-4.83%
Average Percent of Selling Price to List Price	95.71%	96.21%	0.53%
Average Days on Market to Sale	48.39	44.86	-7.30%
End of Month Inventory	408	237	-41.91%
Months Supply of Inventory	6.68	3.43	-48.64%



■ Closed (16.31%)
■ Pending (22.93%)
■ Other OffMarket (4.73%)
■ Active (56.03%)

Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of April 30, 2021 = **237**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2021 decreased **41.91%** to 237 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **3.43** 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 **4.83%** in April 2021 to \$143,714 versus the previous year at \$151,007.

Average Days on Market Shortens

The average number of **44.86** days that homes spent on the market before selling decreased by 3.53 days or **7.30%** in April 2021 compared to last year's same month at **48.39** DOM.

Sales Success for April 2021 is Positive

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

There were 92 New Listings in April 2021, down **22.69%** from last year at 119. Furthermore, there were 69 Closed Listings this month versus last year at 54, a **27.78%** increase.

Closed versus Listed trends yielded a **75.0%** ratio, up from previous year's, April 2020, at **45.4%**, a **65.28%** upswing. 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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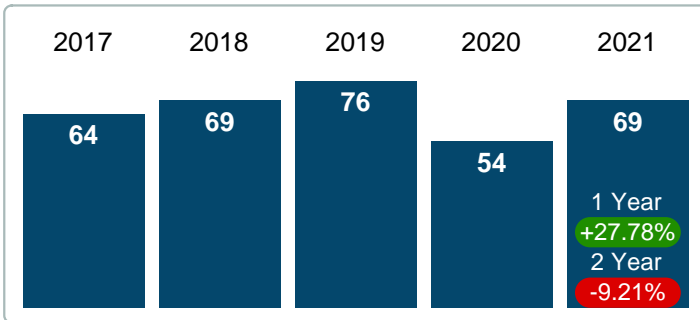
Area Delimited by County Of Muskogee



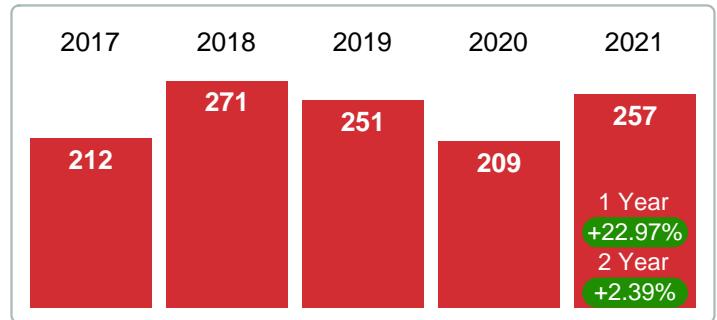
CLOSED LISTINGS

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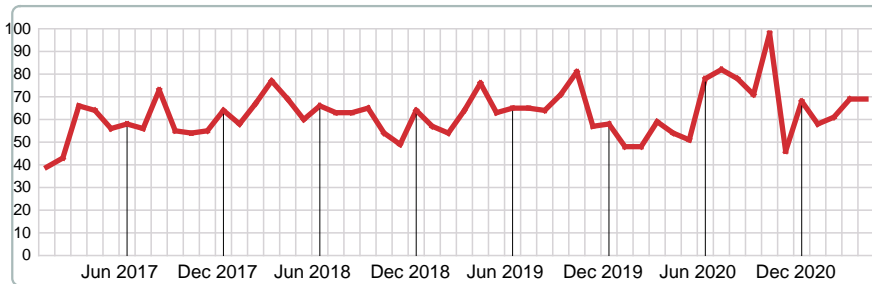
APRIL



YEAR TO DATE (YTD)

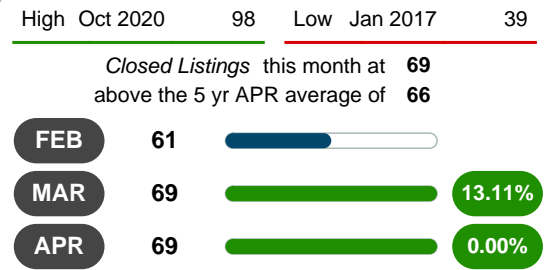


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	4.35%	138.3	1	0	2	0
\$10,001 - \$50,000	15	21.74%	52.1	10	3	2	0
\$50,001 - \$80,000	7	10.14%	51.3	5	2	0	0
\$80,001 - \$150,000	17	24.64%	34.2	5	10	2	0
\$150,001 - \$180,000	10	14.49%	18.7	0	9	1	0
\$180,001 - \$300,000	11	15.94%	41.0	2	4	4	1
\$300,001 and up	6	8.70%	53.5	0	3	2	1
Total Closed Units	69			23	31	13	2
Total Closed Volume	9,916,237	100%	44.9	1.57M	5.67M	2.15M	529.50K
Average Closed Price	\$143,714			\$68,109	\$182,886	\$165,442	\$264,750

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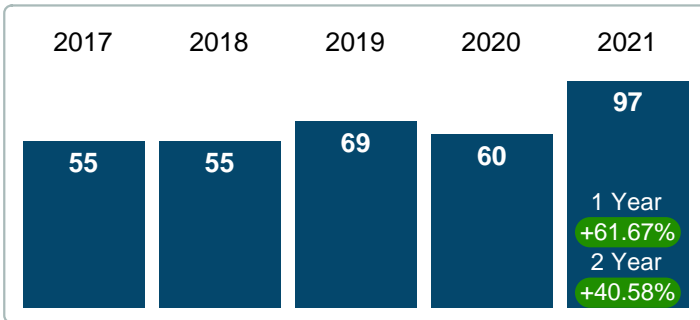
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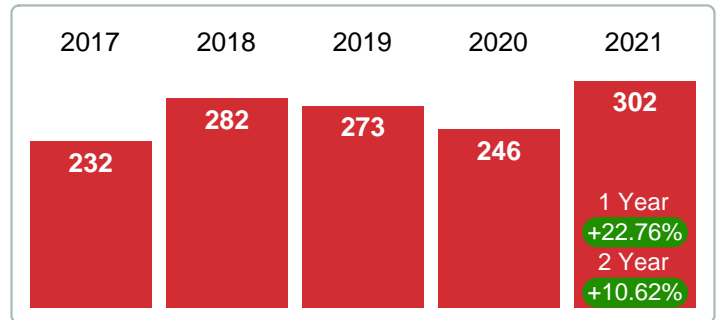
PENDING LISTINGS

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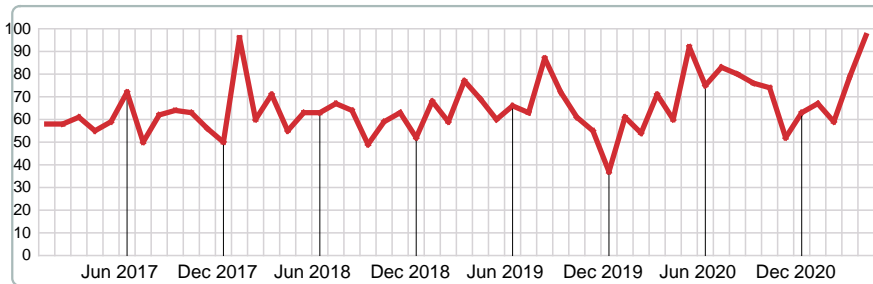
APRIL



YEAR TO DATE (YTD)

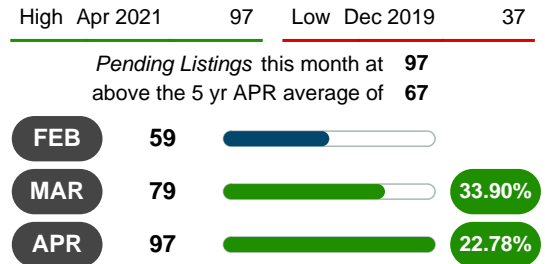


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$30,000 and less	9	9.28%	65.3	4	4	1	0
\$30,001 - \$60,000	11	11.34%	36.3	8	2	0	1
\$60,001 - \$80,000	19	19.59%	16.9	13	6	0	0
\$80,001 - \$120,000	20	20.62%	52.7	6	9	4	1
\$120,001 - \$170,000	15	15.46%	21.9	0	13	2	0
\$170,001 - \$240,000	11	11.34%	23.6	3	4	4	0
\$240,001 and up	12	12.37%	56.0	2	4	5	1
Total Pending Units	97			36	42	16	3
Total Pending Volume	12,493,660	100%	59.0	3.28M	5.33M	3.31M	572.40K
Average Listing Price	\$117,875			\$91,114	\$126,816	\$207,181	\$190,800

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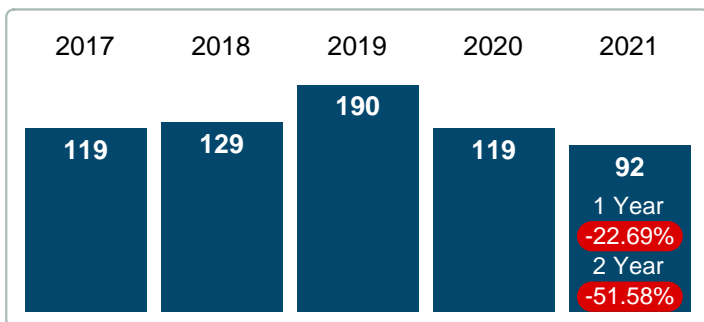
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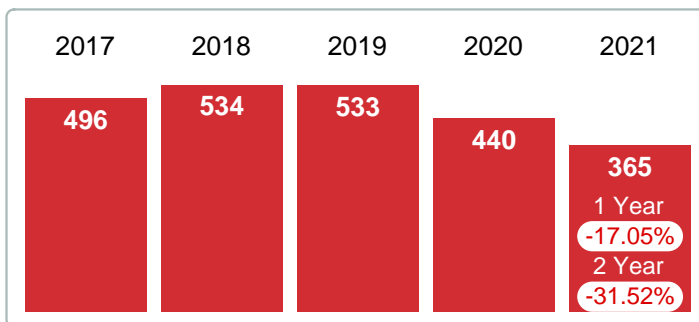
NEW LISTINGS

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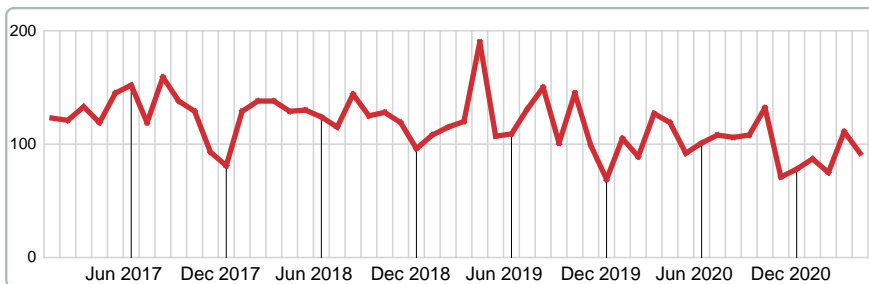
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

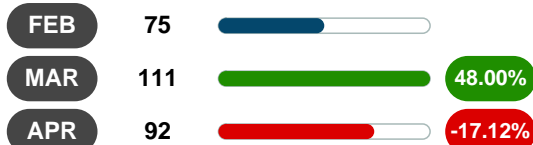


3 MONTHS

5 year APR AVG = 130

High Apr 2019 190 Low Dec 2019 69

New Listings this month at **92**
below the 5 yr APR average of **130**



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	7.61%	5	2	0	0
\$25,001 - \$50,000	11	11.96%	7	3	0	1
\$50,001 - \$75,000	16	17.39%	10	6	0	0
\$75,001 - \$150,000	20	21.74%	4	13	3	0
\$150,001 - \$175,000	11	11.96%	3	7	1	0
\$175,001 - \$325,000	17	18.48%	2	10	5	0
\$325,001 and up	10	10.87%	5	2	3	0
Total New Listed Units	92		36	43	12	1
Total New Listed Volume	15,799,060	100%	5.90M	6.76M	3.10M	32.50K
Average New Listed Listing Price	\$249,000		\$163,881	\$157,318	\$258,517	\$32,500

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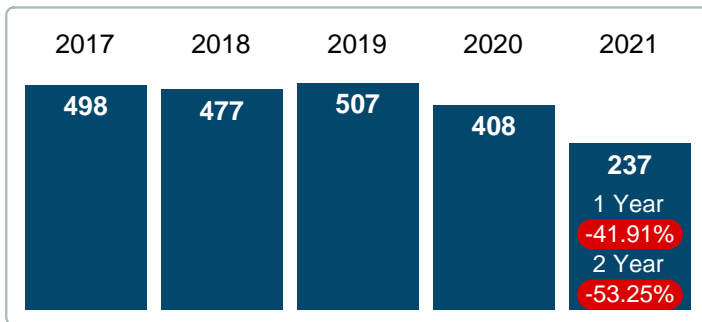
Area Delimited by County Of Muskogee



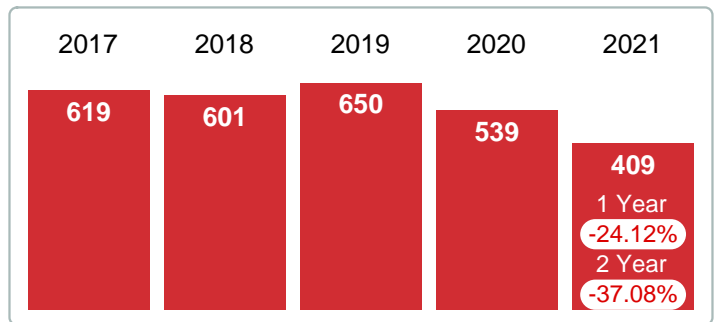
ACTIVE INVENTORY

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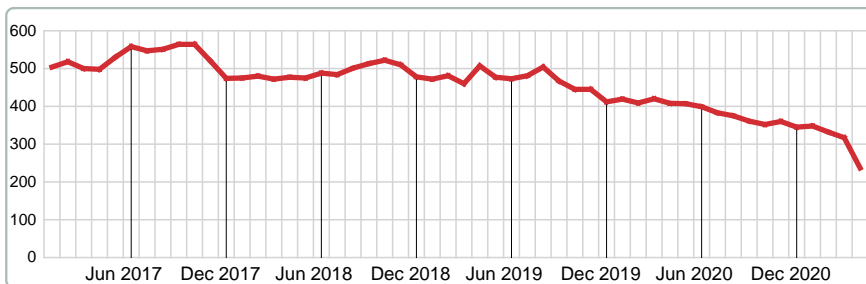
END OF APRIL



ACTIVE DURING APRIL

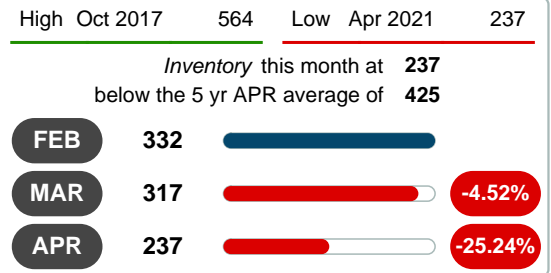


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 425



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	53	22.36%	134.0	51	2	0	0
\$25,001-\$25,000	0	0.00%	0.0	0	0	0	0
\$25,001-\$125,000	86	36.29%	101.8	61	23	2	0
\$125,001-\$200,000	44	18.57%	87.7	24	17	3	0
\$200,001-\$475,000	29	12.24%	96.3	18	7	4	0
\$475,001 and up	25	10.55%	114.5	20	1	4	0
Total Active Inventory by Units			237	174	50	13	0
Total Active Inventory by Volume			43,772,849	32.18M	7.26M	4.34M	0.00B
Average Active Inventory Listing Price			\$184,696	\$184,923	\$145,172	\$333,662	\$0

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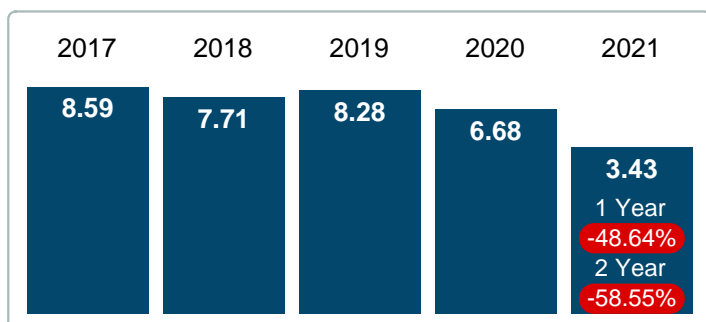
Area Delimited by County Of Muskogee



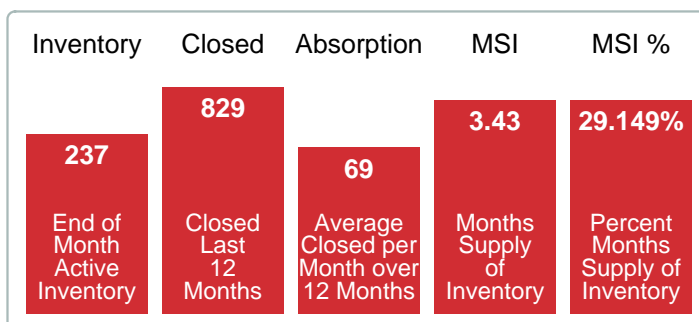
MONTHS SUPPLY of INVENTORY (MSI)

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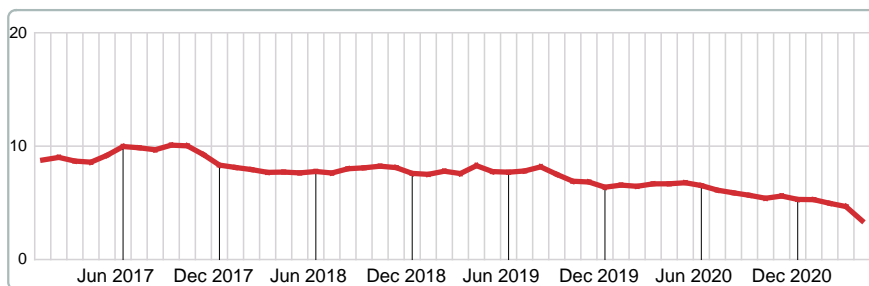
MSI FOR APRIL



INDICATORS FOR APRIL 2021

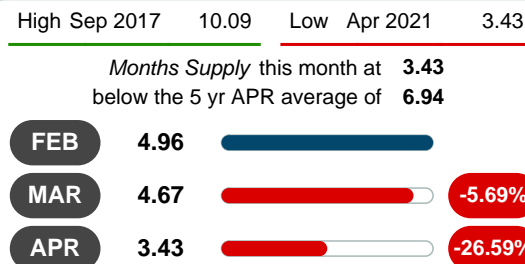


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 6.94



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	4	1.69%	3.00	4.00	0.00	0.00	0.00
\$10,001 - \$20,000	33	13.92%	11.65	15.23	0.00	0.00	0.00
\$20,001 - \$40,000	42	17.72%	8.84	12.00	5.74	0.00	0.00
\$40,001 - \$140,000	67	28.27%	2.27	5.27	1.07	0.57	0.00
\$140,001 - \$210,000	37	15.61%	2.19	18.00	1.10	0.90	0.00
\$210,001 - \$490,000	31	13.08%	2.51	12.00	1.47	0.81	0.00
\$490,001 and up	23	9.70%	16.24	27.00	2.40	12.00	0.00
Market Supply of Inventory (MSI)			3.43	9.58	1.37	1.03	0.00
Total Active Inventory by Units		100%	3.43	174	50	13	0

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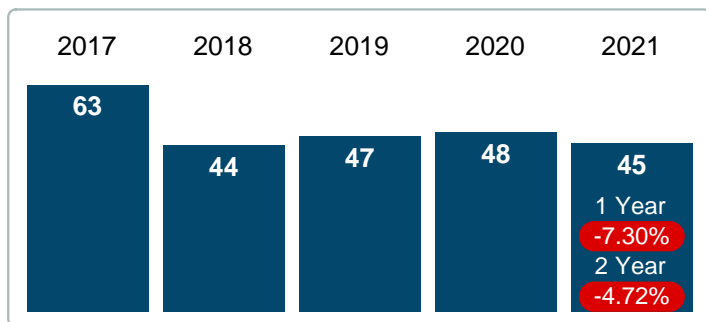
Area Delimited by County Of Muskogee



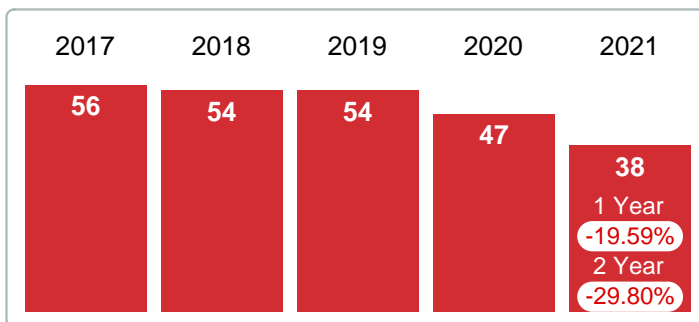
AVERAGE DAYS ON MARKET TO SALE

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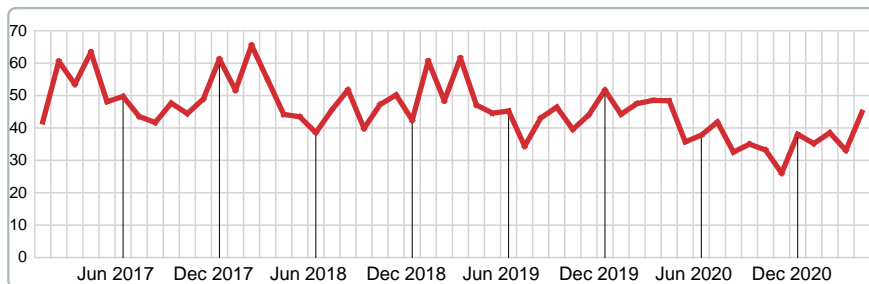
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 50

High Feb 2018 66 Low Nov 2020 26

Average Days on Market to Sale this month at 45 below the 5 yr APR average of 50



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
\$10,000 and less	4.35%	138	135	0	140	0
\$10,001 - \$50,000	21.74%	52	51	55	52	0
\$50,001 - \$80,000	10.14%	51	47	62	0	0
\$80,001 - \$150,000	24.64%	34	51	31	5	0
\$150,001 - \$180,000	14.49%	19	0	9	104	0
\$180,001 - \$300,000	15.94%	41	3	10	98	12
\$300,001 and up	8.70%	54	0	48	7	164
Average Closed DOM		45	50	28	70	88
Total Closed Units	100%	45	23	31	13	2
Total Closed Volume		9,916,237	1.57M	5.67M	2.15M	529.50K

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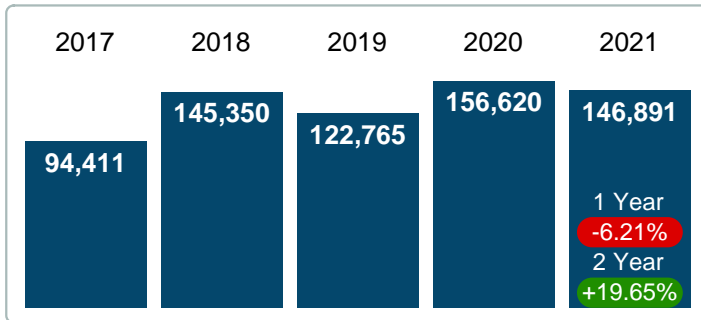
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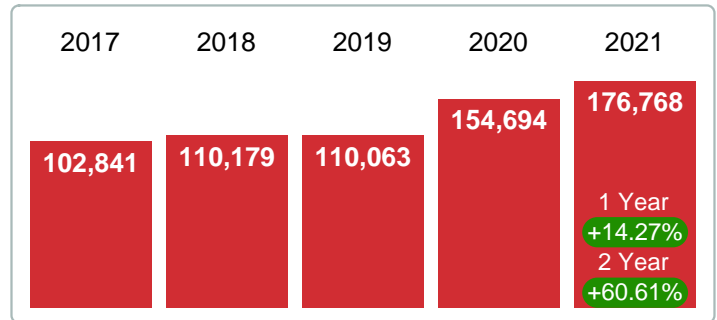
AVERAGE LIST PRICE AT CLOSING

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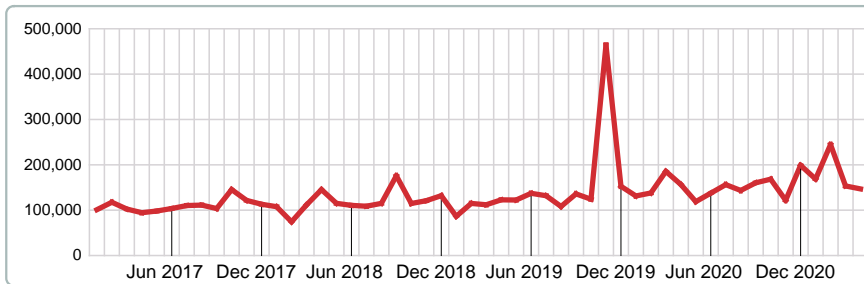
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

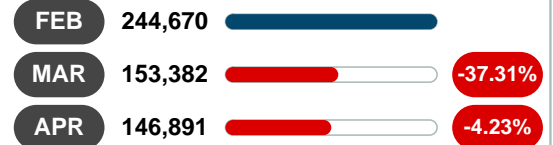


3 MONTHS

5 year APR AVG = 133,207

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

Average List Price at Closing this month at **146,891**
above the 5 yr APR average of **133,207**



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	
\$10,000 and less	3	4.35%	6,083	9,500	0	4,375	
\$10,001 - \$50,000	14	20.29%	29,743	27,540	39,333	39,000	
\$50,001 - \$80,000	9	13.04%	64,356	63,880	62,400	0	
\$80,001 - \$150,000	16	23.19%	122,619	112,660	123,670	125,950	
\$150,001 - \$180,000	10	14.49%	163,610	0	165,133	144,900	
\$180,001 - \$300,000	10	14.49%	216,740	220,500	208,475	258,750	
\$300,001 and up	7	10.14%	479,457	0	656,333	354,900	
Average List Price		146,891		69,939	186,084	171,412	264,950
Total Closed Units		69	100%	23	31	13	2
Total Closed Volume		10,135,449		1.61M	5.77M	2.23M	529.90K

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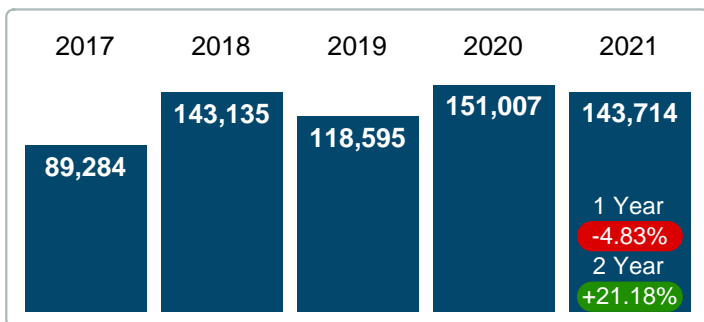
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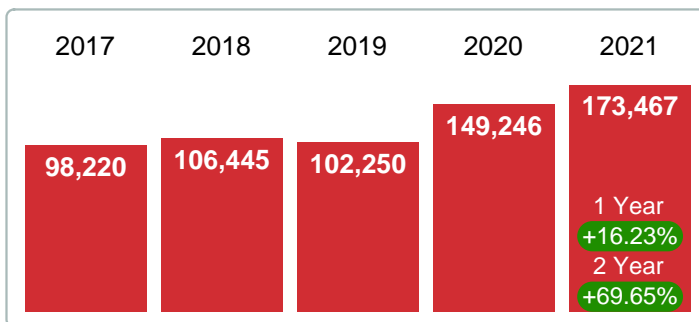
AVERAGE SOLD PRICE AT CLOSING

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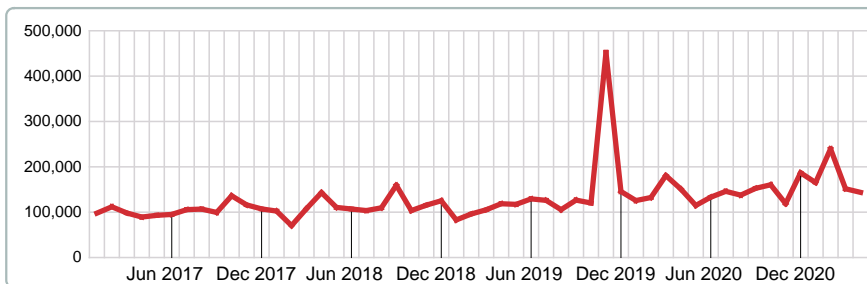
APRIL



YEAR TO DATE (YTD)

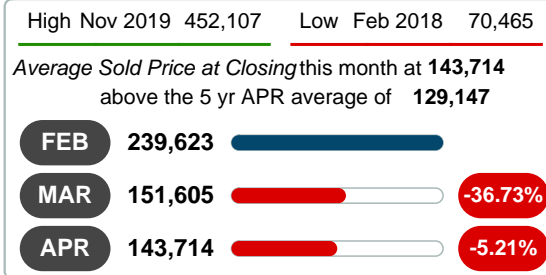


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 129,147



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
\$10,000 and less	4.35%	5,750	8,500	0	4,375	0
\$10,001 - \$50,000	21.74%	28,793	26,690	34,000	31,500	0
\$50,001 - \$80,000	10.14%	58,214	59,900	54,000	0	0
\$80,001 - \$150,000	24.64%	118,710	110,222	121,646	125,250	0
\$150,001 - \$180,000	14.49%	163,513	0	164,181	157,500	0
\$180,001 - \$300,000	15.94%	222,308	220,250	207,223	248,125	183,500
\$300,001 and up	8.70%	493,500	0	645,500	339,250	346,000
Average Sold Price		143,714	68,109	182,886	165,442	264,750
Total Closed Units	100%	143,714	23	31	13	2
Total Closed Volume		9,916,237	1.57M	5.67M	2.15M	529.50K

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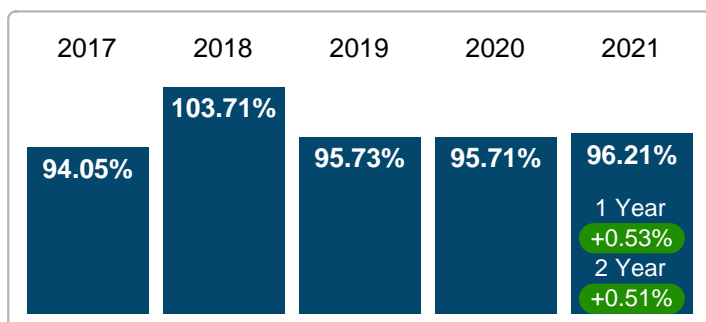
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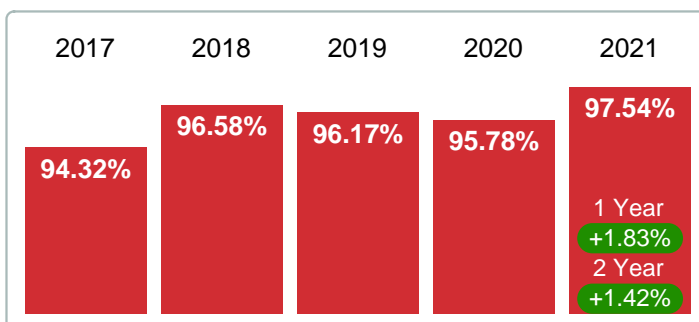
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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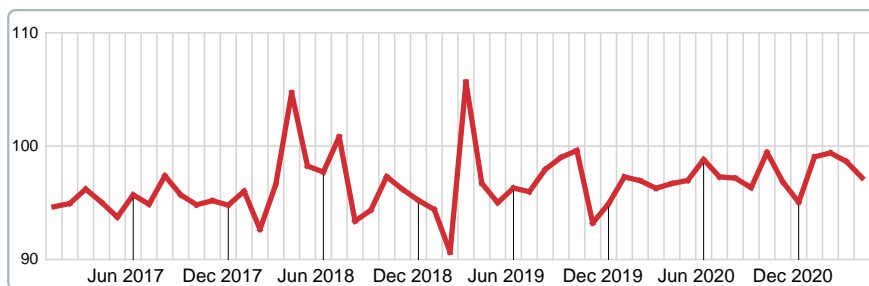
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

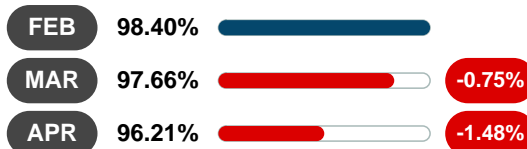


3 MONTHS

5 year APR AVG = 97.08%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **96.21%**
below the 5 yr APR average of **97.08%**



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
\$10,000 and less	3	4.35%	96.49%	89.47%	0.00%	100.00%	0.00%
\$10,001 - \$50,000	15	21.74%	90.21%	94.68%	86.32%	73.72%	0.00%
\$50,001 - \$80,000	7	10.14%	91.79%	93.81%	86.74%	0.00%	0.00%
\$80,001 - \$150,000	17	24.64%	98.44%	97.53%	98.69%	99.46%	0.00%
\$150,001 - \$180,000	10	14.49%	100.38%	0.00%	99.45%	108.70%	0.00%
\$180,001 - \$300,000	11	15.94%	98.68%	99.63%	99.41%	96.66%	101.94%
\$300,001 and up	6	8.70%	98.47%	0.00%	100.21%	95.66%	98.89%
Average Sold/List Ratio		96.20%		95.31%	97.19%	94.85%	100.41%
Total Closed Units		69	100%	23	31	13	2
Total Closed Volume		9,916,237		1.57M	5.67M	2.15M	529.50K

April 2021



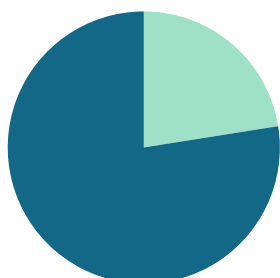
Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on May 11, 2021 for MLS Technology Inc.

INVENTORY

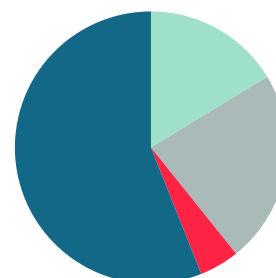


Inventory
 New Listings
92 = 22.49%
 Start Inventory
317
 Total Inventory Units
409
 Volume
\$69,512,818

Market Activity

Closed Sales
69 = 16.31%
 Pending Sales
97 = 22.93%
 Other Off Market
20 = 4.73%
 Active Inventory
237 = 56.03%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	54	69	27.78%	209	257	22.97%
Pending Sales	60	97	61.67%	246	302	22.76%
New Listings	119	92	-22.69%	440	365	-17.05%
Average List Price	156,620	146,891	-6.21%	154,694	176,768	14.27%
Average Sale Price	151,007	143,714	-4.83%	149,246	173,467	16.23%
Average Percent of Selling Price to List Price	95.71%	96.21%	0.53%	95.78%	97.54%	1.83%
Average Days on Market to Sale	48.39	44.86	-7.30%	47.27	38.01	-19.59%
Monthly Inventory	408	237	-41.91%	408	237	-41.91%
Months Supply of Inventory	6.68	3.43	-48.64%	6.68	3.43	-48.64%

Absorption: Last 12 months, an Average of **69** Sales/Month

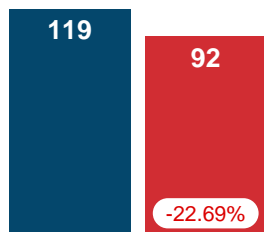
Inventory on April 30, 2021 = **237**

2020 **2021**

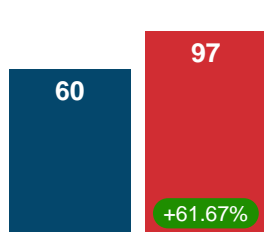
APRIL MARKET

AVERAGE PRICES

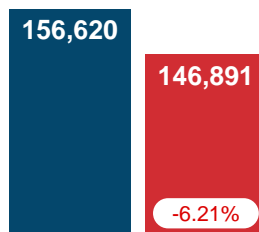
New Listings



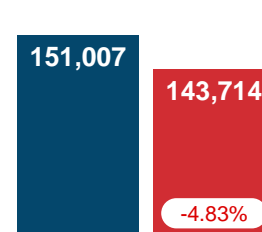
Pending Listings



List Price



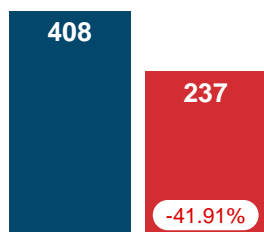
Sale Price



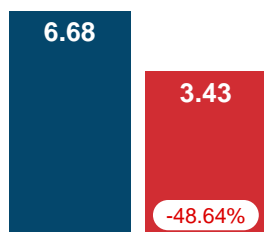
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

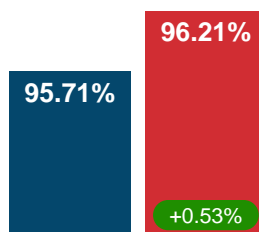
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

