

August 2021



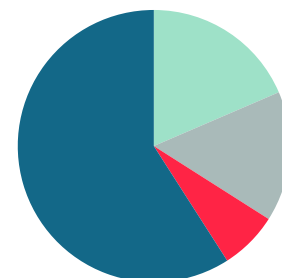
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

Report produced on Sep 13, 2021 for MLS Technology Inc.

Compared Metrics	2020	August 2021	+/-%
Closed Listings	78	91	16.67%
Pending Listings	80	76	-5.00%
New Listings	106	117	10.38%
Median List Price	132,400	149,000	12.54%
Median Sale Price	123,450	145,000	17.46%
Median Percent of Selling Price to List Price	99.25%	100.00%	0.76%
Median Days on Market to Sale	14.00	8.00	-42.86%
End of Month Inventory	376	290	-22.87%
Months Supply of Inventory	5.90	4.06	-31.23%



■ Closed (18.53%)
■ Pending (15.48%)
■ Other OffMarket (6.92%)
■ Active (59.06%)

Absorption: Last 12 months, an Average of **72** Sales/Month
Active Inventory as of August 31, 2021 = **290**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2021 decreased **22.87%** to 290 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 **4.06** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **17.46%** in August 2021 to \$145,000 versus the previous year at \$123,450.

Median Days on Market Shortens

The median number of **8.00** days that homes spent on the market before selling decreased by 6.00 days or **42.86%** in August 2021 compared to last year's same month at **14.00** DOM.

Sales Success for August 2021 is Positive

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

There were 117 New Listings in August 2021, up **10.38%** from last year at 106. Furthermore, there were 91 Closed Listings this month versus last year at 78, a **16.67%** increase.

Closed versus Listed trends yielded a **77.8%** ratio, up from previous year's, August 2020, at **73.6%**, a **5.70%** 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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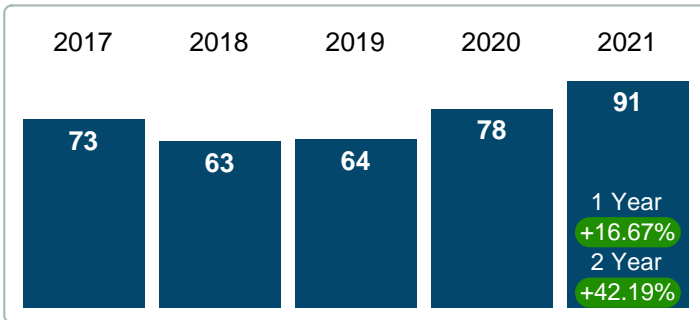
Area Delimited by County Of Muskogee



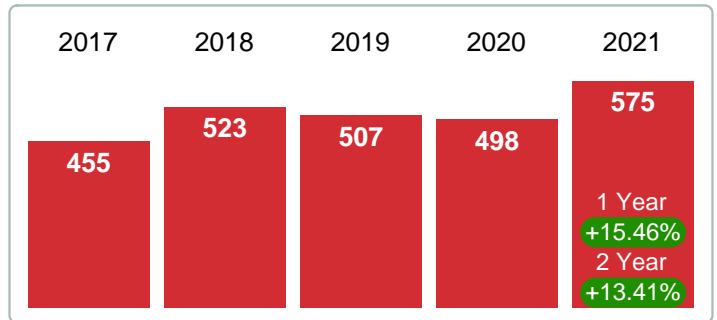
CLOSED LISTINGS

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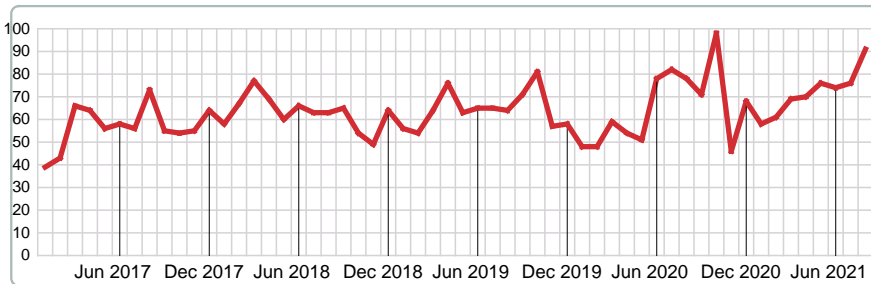
AUGUST



YEAR TO DATE (YTD)

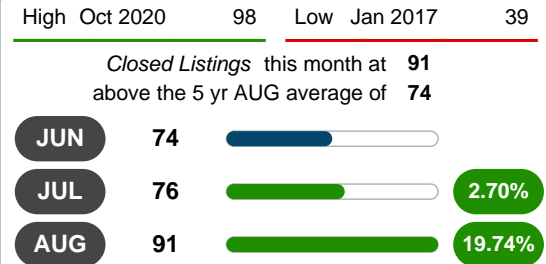


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 74



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	8.79%	92.5	6	2	0	0
\$40,001 - \$80,000	11	12.09%	14.0	8	3	0	0
\$80,001 - \$120,000	14	15.38%	7.0	3	11	0	0
\$120,001 - \$170,000	20	21.98%	5.0	0	18	2	0
\$170,001 - \$230,000	16	17.58%	6.0	1	12	3	0
\$230,001 - \$320,000	12	13.19%	4.0	1	6	5	0
\$320,001 and up	10	10.99%	8.5	2	3	5	0
Total Closed Units	91			21	55	15	0
Total Closed Volume	15,509,253	100%	8.0	2.03M	9.11M	4.38M	0.00B
Median Closed Price	\$145,000			\$60,000	\$145,000	\$245,000	\$0

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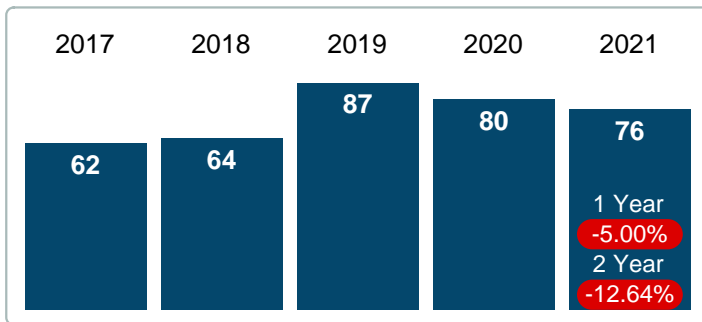
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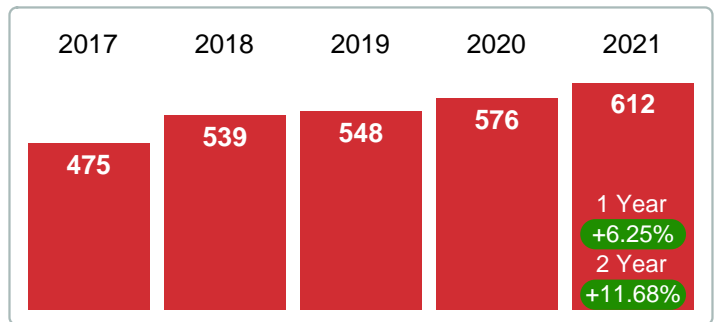
PENDING LISTINGS

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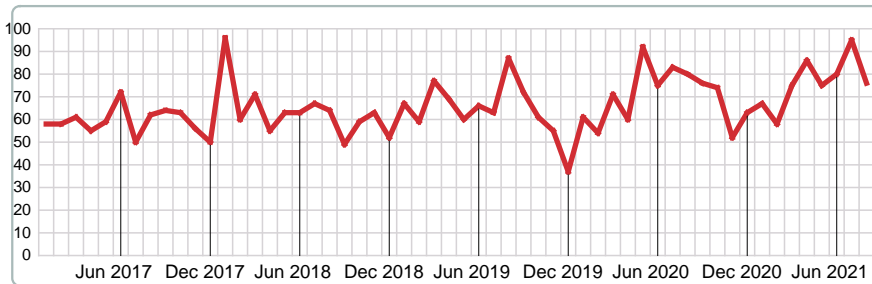
AUGUST



YEAR TO DATE (YTD)

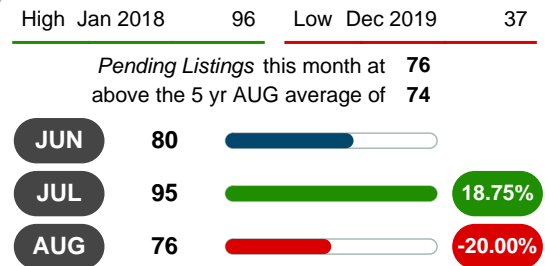


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 74



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%	35.5	7	1	0	0
\$40,001 - \$90,000	9	11.84%	33.0	3	6	0	0
\$90,001 - \$110,000	6	7.89%	6.5	3	3	0	0
\$110,001 - \$160,000	22	28.95%	5.0	3	17	2	0
\$160,001 - \$230,000	13	17.11%	12.0	1	9	3	0
\$230,001 - \$290,000	9	11.84%	11.0	1	6	1	1
\$290,001 and up	9	11.84%	19.0	2	3	1	3
Total Pending Units	76			20	45	7	4
Total Pending Volume	13,006,200	100%	10.5	2.23M	7.56M	1.81M	1.41M
Median Listing Price	\$145,000			\$86,750	\$145,000	\$175,000	\$339,450

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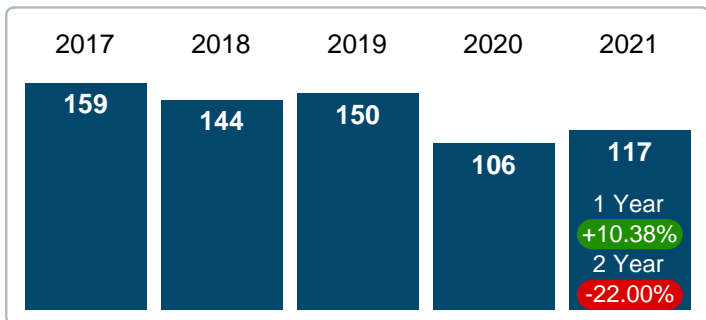
Area Delimited by County Of Muskogee



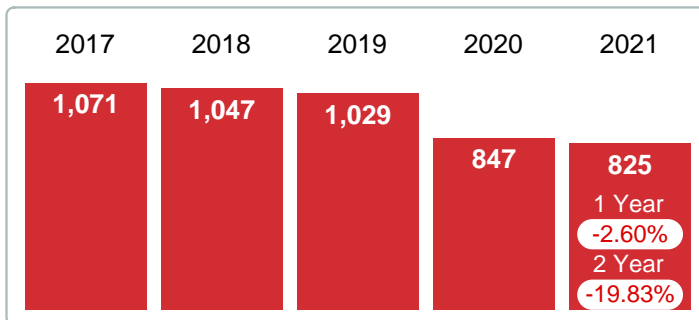
NEW LISTINGS

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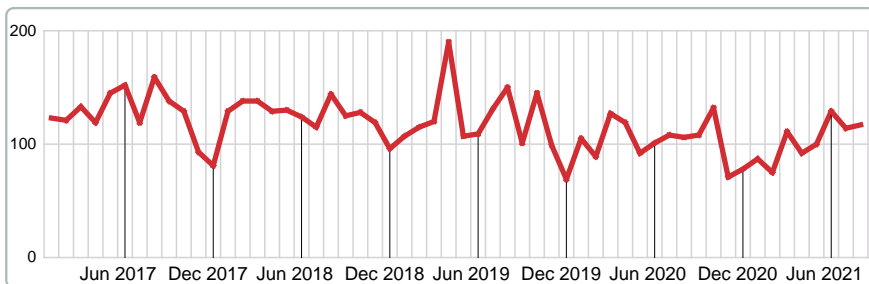
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 135

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 117 below the 5 yr AUG average of 135



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	8	6.84%	8	0	0	0
\$30,001 - \$70,000	15	12.82%	8	6	0	1
\$70,001 - \$110,000	19	16.24%	8	10	1	0
\$110,001 - \$160,000	27	23.08%	2	22	3	0
\$160,001 - \$230,000	20	17.09%	4	12	3	1
\$230,001 - \$380,000	16	13.68%	4	8	2	2
\$380,001 and up	12	10.26%	5	4	2	1
Total New Listed Units	117		39	62	11	5
Total New Listed Volume	27,339,895	100%	9.76M	12.37M	2.90M	2.31M
Median New Listed Listing Price	\$140,000		\$80,000	\$144,000	\$184,500	\$240,000

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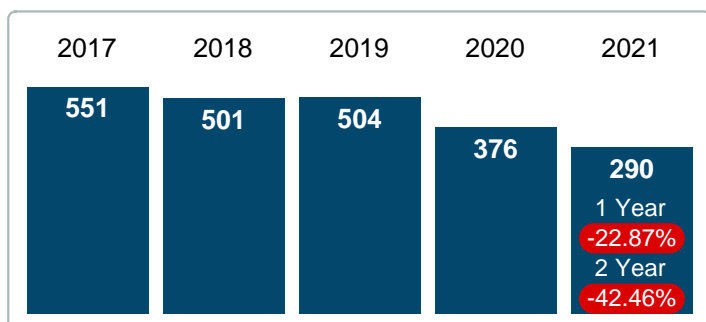
Area Delimited by County Of Muskogee



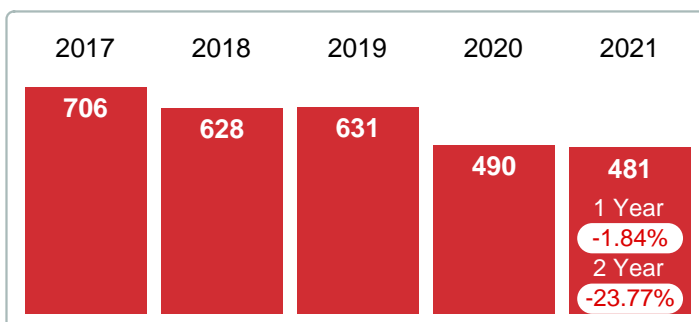
ACTIVE INVENTORY

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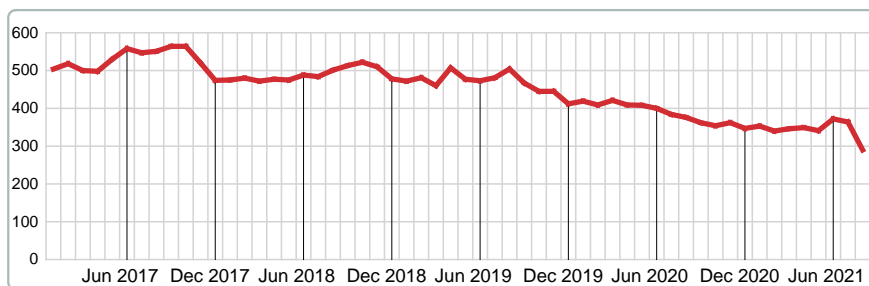
END OF AUGUST



ACTIVE DURING AUGUST

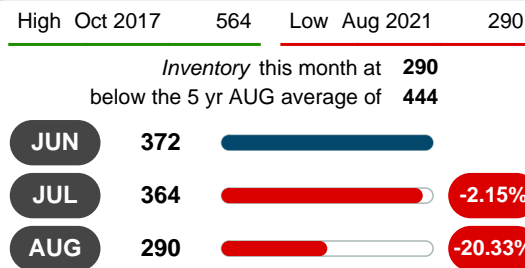


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 444



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	6	2.07%	51.0	6	0	0	0
\$10,001 - \$30,000	58	20.00%	147.0	56	2	0	0
\$30,001 - \$70,000	44	15.17%	50.0	32	11	0	1
\$70,001 - \$150,000	73	25.17%	55.0	33	35	5	0
\$150,001 - \$240,000	44	15.17%	49.5	20	16	7	1
\$240,001 - \$500,000	37	12.76%	68.0	26	3	6	2
\$500,001 and up	28	9.66%	76.0	19	3	4	2
Total Active Inventory by Units	290			192	70	22	6
Total Active Inventory by Volume	61,550,730	100%	68.0	39.42M	11.78M	7.39M	2.97M
Median Active Inventory Listing Price	\$100,000			\$75,000	\$127,400	\$237,400	\$344,700

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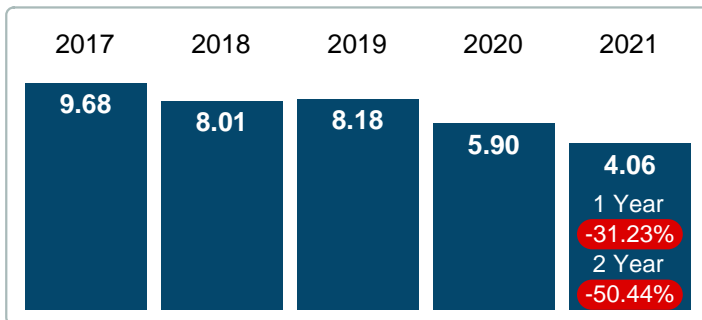
Area Delimited by County Of Muskogee



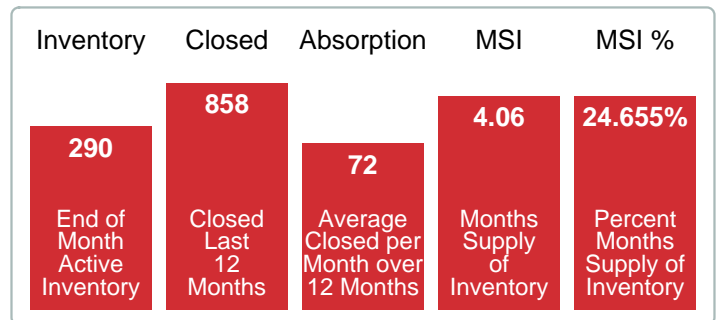
MONTHS SUPPLY of INVENTORY (MSI)

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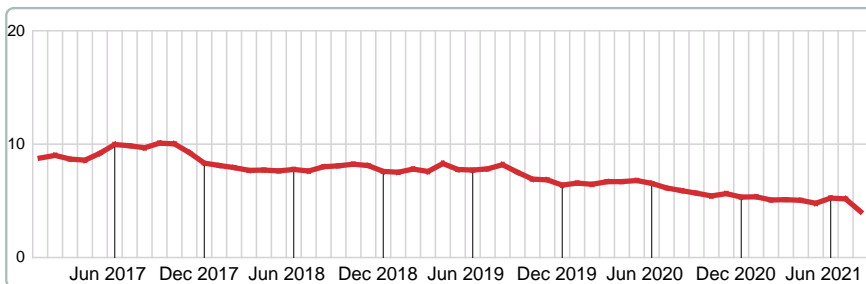
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

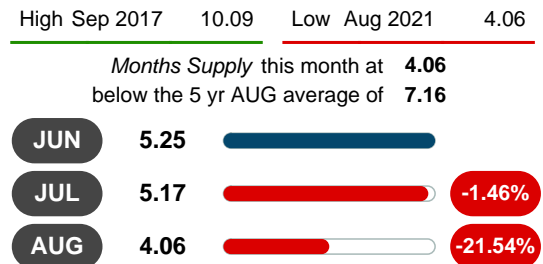


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 7.16



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	6	2.07%	5.14	6.00	0.00	0.00	0.00
\$10,001 - \$30,000	58	20.00%	10.88	18.16	1.00	0.00	0.00
\$30,001 - \$70,000	44	15.17%	4.00	4.99	2.87	0.00	12.00
\$70,001 - \$150,000	73	25.17%	3.00	5.74	2.23	1.88	0.00
\$150,001 - \$240,000	44	15.17%	2.55	12.63	1.38	2.00	1.71
\$240,001 - \$500,000	37	12.76%	3.36	17.33	0.73	1.22	4.00
\$500,001 and up	28	9.66%	19.76	32.57	9.00	12.00	12.00
Market Supply of Inventory (MSI)			4.06	9.64	1.87	1.77	3.60
Total Active Inventory by Units		100%	4.06	192	70	22	6

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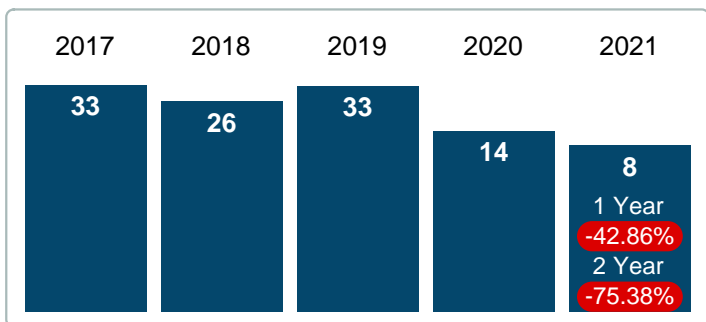
Area Delimited by County Of Muskogee



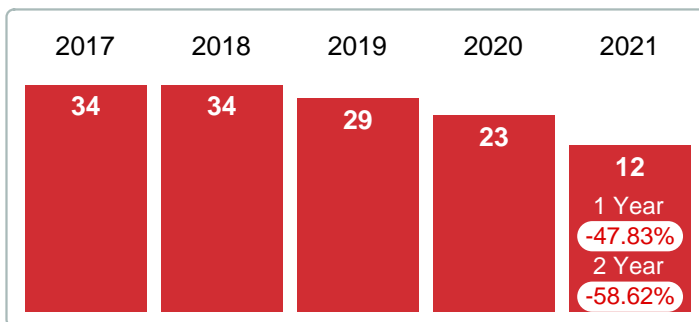
MEDIAN DAYS ON MARKET TO SALE

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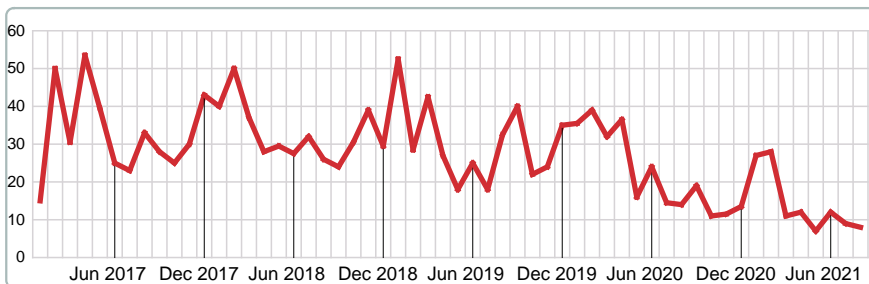
AUGUST



YEAR TO DATE (YTD)

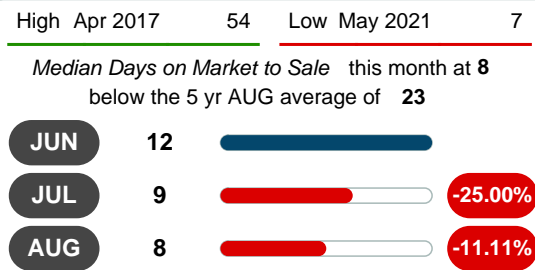


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 23



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
\$40,000 and less	8.79%	93	96	83	0	0
\$40,001 - \$80,000	12.09%	14	21	14	0	0
\$80,001 - \$120,000	15.38%	7	26	7	0	0
\$120,001 - \$170,000	21.98%	5	0	5	8	0
\$170,001 - \$230,000	17.58%	6	105	6	18	0
\$230,001 - \$320,000	13.19%	4	2	7	3	0
\$320,001 and up	10.99%	9	116	11	3	0
Median Closed DOM		8	43	7	3	0
Total Closed Units	100%	8.0	21	55	15	
Total Closed Volume		15,509,253	2.03M	9.11M	4.38M	0.00B

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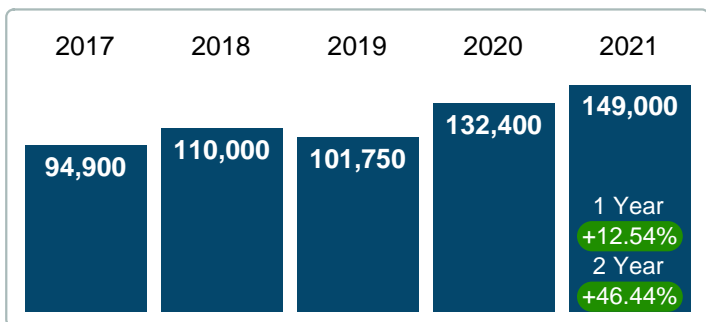
Area Delimited by County Of Muskogee



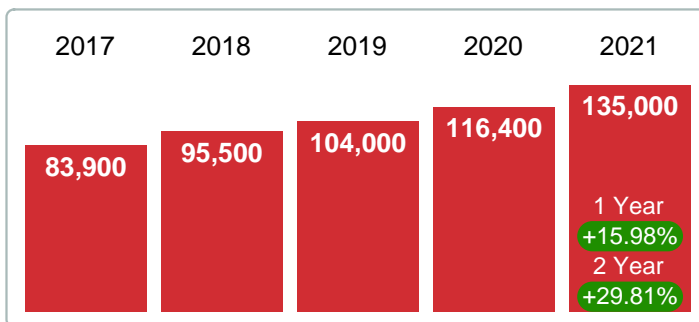
MEDIAN LIST PRICE AT CLOSING

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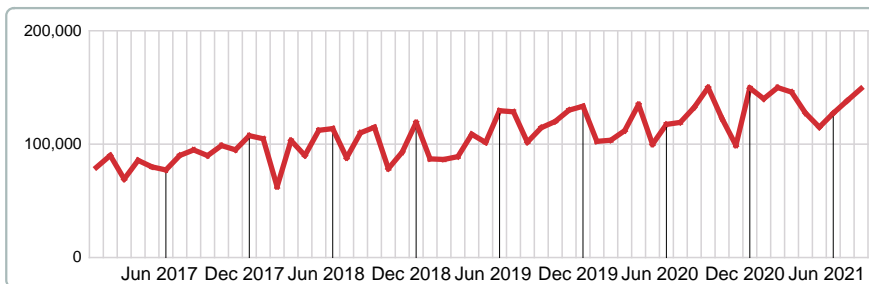
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

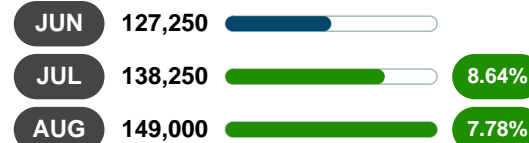


3 MONTHS

5 year AUG AVG = 117,610

High Feb 2021 149,900 Low Feb 2018 62,500

Median List Price at Closing this month at **149,000**
above the 5 yr AUG average of **117,610**



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
\$40,000 and less	8.79%	20,950	26,750	20,950	0	0
\$40,001 - \$80,000	12.09%	69,000	66,200	69,900	0	0
\$80,001 - \$120,000	17.58%	99,400	92,000	99,900	0	0
\$120,001 - \$170,000	20.88%	145,000	0	145,000	142,000	0
\$170,001 - \$230,000	16.48%	199,000	175,000	195,000	219,500	0
\$230,001 - \$320,000	13.19%	249,950	240,000	265,000	240,000	0
\$320,001 and up	10.99%	402,500	432,950	359,900	415,000	0
Median List Price		149,000	67,900	149,900	240,000	0
Total Closed Units		91	21	55	15	0
Total Closed Volume		15,780,350	2.20M	9.14M	4.44M	0.00B

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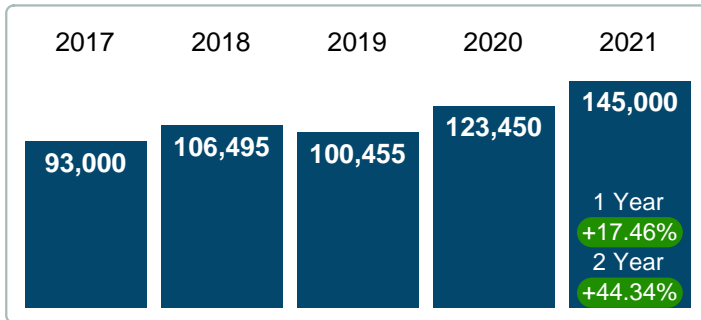
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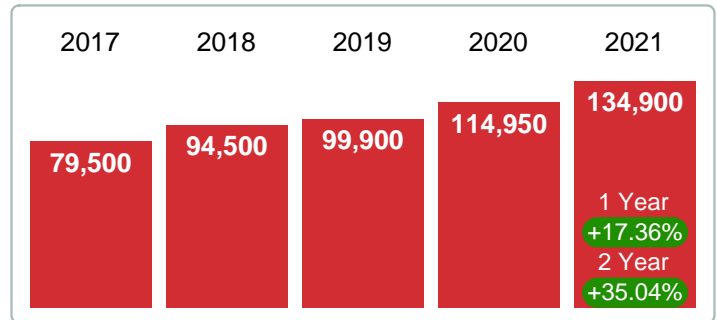
MEDIAN SOLD PRICE AT CLOSING

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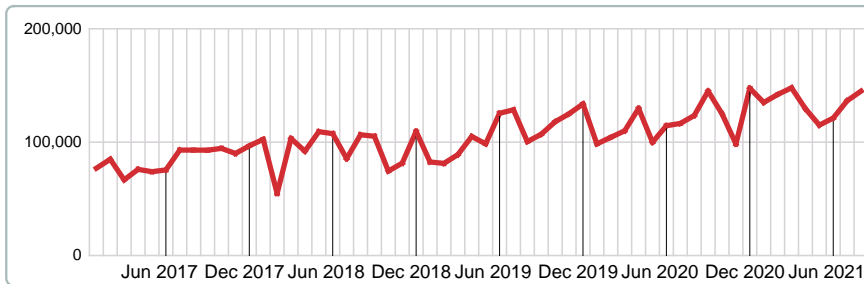
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

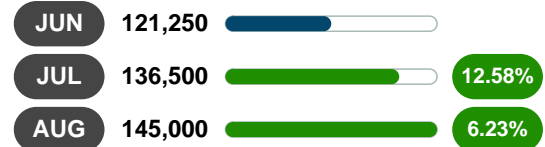


3 MONTHS

5 year AUG AVG = 113,680

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

Median Sold Price at Closing this month at **145,000** above the 5 yr AUG average of **113,680**



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
\$40,000 and less	8.79%	20,500	24,250	20,500	0	0
\$40,001 - \$80,000	12.09%	62,720	59,000	69,000	0	0
\$80,001 - \$120,000	15.38%	99,450	94,000	100,000	0	0
\$120,001 - \$170,000	21.98%	138,500	0	138,500	142,000	0
\$170,001 - \$230,000	17.58%	200,450	175,000	191,000	215,000	0
\$230,001 - \$320,000	13.19%	245,000	240,000	257,500	245,000	0
\$320,001 and up	10.99%	390,000	365,000	350,000	415,000	0
Median Sold Price		145,000	60,000	145,000	245,000	0
Total Closed Units		91	21	55	15	0
Total Closed Volume		15,509,253	2.03M	9.11M	4.38M	0.00B

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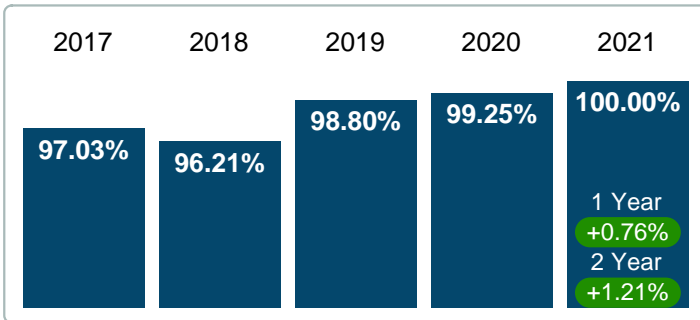
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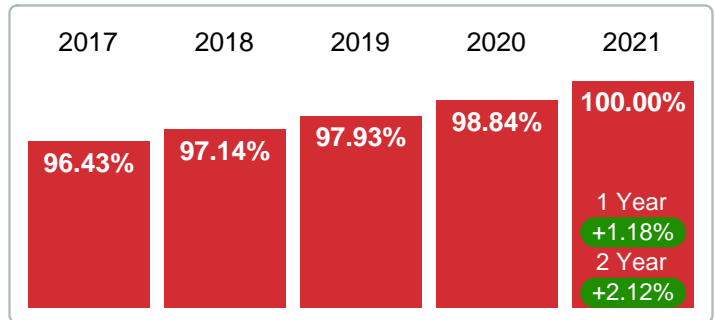
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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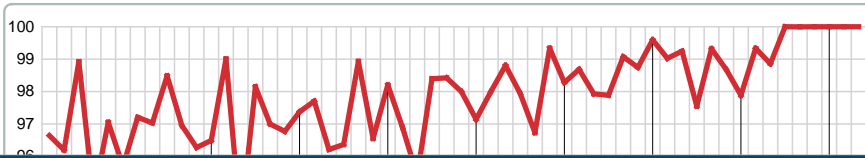
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 98.26%

High Aug 2021 100.00% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **100.00%**
above the 5 yr AUG average of **98.26%**

JUN 100.00%
JUL 100.00%
AUG 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
\$40,000 and less	8	8.79%	96.89%	96.10%	98.19%	0.00%	0.00%
\$40,001 - \$80,000	11	12.09%	94.68%	93.85%	100.00%	0.00%	0.00%
\$80,001 - \$120,000	14	15.38%	100.26%	98.82%	100.40%	0.00%	0.00%
\$120,001 - \$170,000	20	21.98%	100.00%	0.00%	100.03%	100.00%	0.00%
\$170,001 - \$230,000	16	17.58%	100.00%	100.00%	100.00%	100.00%	0.00%
\$230,001 - \$320,000	12	13.19%	99.02%	100.00%	99.04%	96.99%	0.00%
\$320,001 and up	10	10.99%	100.00%	85.02%	100.00%	100.00%	0.00%
Median Sold/List Ratio		100.00%		95.43%	100.00%	100.00%	0.00%
Total Closed Units		91	100%	21	55	15	
Total Closed Volume		15,509,253		2.03M	9.11M	4.38M	0.00B

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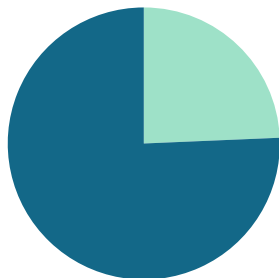
Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Sep 13, 2021 for MLS Technology Inc.

INVENTORY

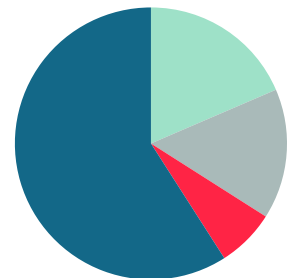


Inventory
 New Listings
117 = 24.32%
 Start Inventory
364
 Total Inventory Units
481
 Volume
\$95,012,677

Market Activity

Closed Sales
91 = 18.53%
 Pending Sales
76 = 15.48%
 Other Off Market
34 = 6.92%
 Active Inventory
290 = 59.06%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	78	91	16.67%	498	575	15.46%
Pending Sales	80	76	-5.00%	576	612	6.25%
New Listings	106	117	10.38%	847	825	-2.60%
Median List Price	132,400	149,000	12.54%	116,400	135,000	15.98%
Median Sale Price	123,450	145,000	17.46%	114,950	134,900	17.36%
Median Percent of Selling Price to List Price	99.25%	100.00%	0.76%	98.84%	100.00%	1.18%
Median Days on Market to Sale	14.00	8.00	-42.86%	23.00	12.00	-47.83%
Monthly Inventory	376	290	-22.87%	376	290	-22.87%
Months Supply of Inventory	5.90	4.06	-31.23%	5.90	4.06	-31.23%

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

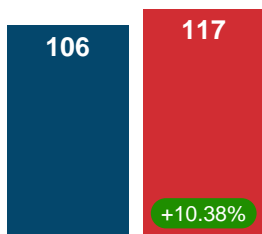
Inventory on August 31, 2021 = **290**

2020 **2021**

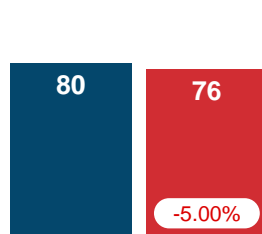
AUGUST MARKET

MEDIAN PRICES

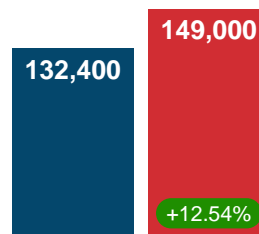
New Listings



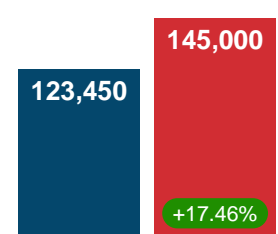
Pending Listings



List Price



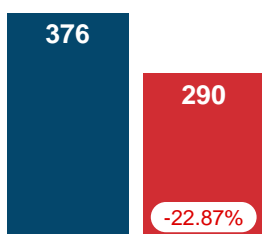
Sale Price



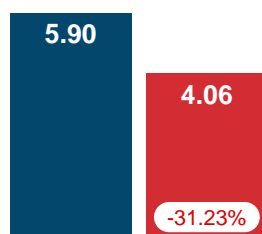
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

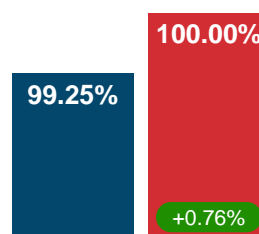
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

