



# December 2021

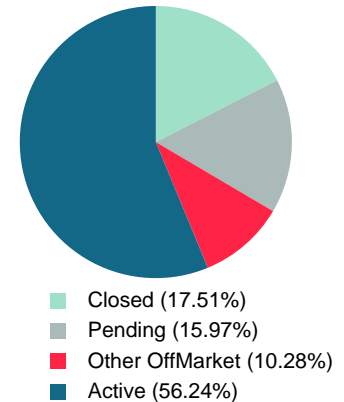
Area Delimited by County Of Muskogee



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	68	80	17.65%
Pending Listings	63	73	15.87%
New Listings	78	70	-10.26%
Average List Price	198,910	178,262	-10.38%
Average Sale Price	186,810	167,480	-10.35%
Average Percent of Selling Price to List Price	94.05%	94.93%	0.93%
Average Days on Market to Sale	38.03	31.44	-17.33%
End of Month Inventory	347	257	-25.94%
Months Supply of Inventory	5.33	3.55	-33.36%



**Absorption:** Last 12 months, an Average of **72** Sales/Month  
**Active Inventory** as of December 31, 2021 = **257**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2021 decreased **25.94%** to 257 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 **3.55** 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 **10.35%** in December 2021 to \$167,480 versus the previous year at \$186,810.

#### Average Days on Market Shortens

The average number of **31.44** days that homes spent on the market before selling decreased by 6.59 days or **17.33%** in December 2021 compared to last year's same month at **38.03** DOM.

#### Sales Success for December 2021 is Positive

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

There were 70 New Listings in December 2021, down **10.26%** from last year at 78. Furthermore, there were 80 Closed Listings this month versus last year at 68, a **17.65%** increase.

Closed versus Listed trends yielded a **114.3%** ratio, up from previous year's, December 2020, at **87.2%**, a **31.09%** upswing. 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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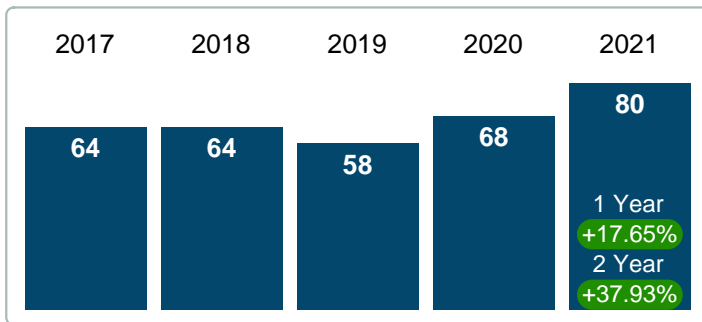
Area Delimited by County Of Muskogee



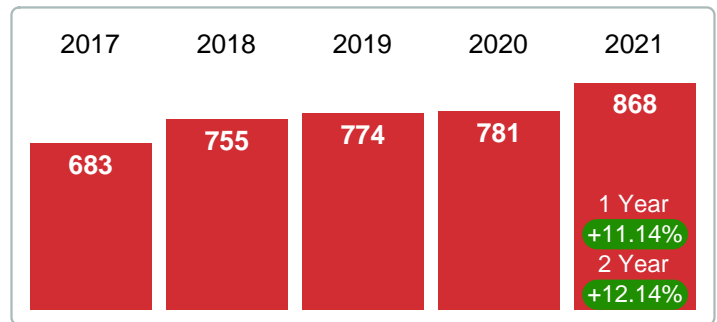
## CLOSED LISTINGS

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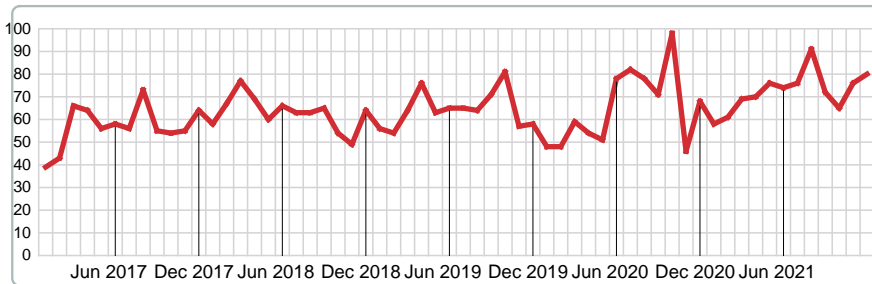
### DECEMBER



### YEAR TO DATE (YTD)

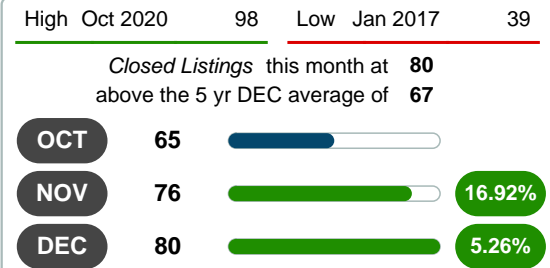


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 67



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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	12	15.00%	26.3	9	3	0	0
\$25,001-\$75,000	14	17.50%	40.7	7	6	1	0
\$75,001-\$150,000	24	30.00%	31.0	11	12	1	0
\$150,001-\$225,000	9	11.25%	5.2	2	7	0	0
\$225,001-\$300,000	15	18.75%	40.7	2	7	5	1
\$300,001 and up	6	7.50%	37.8	3	1	1	1
<b>Total Closed Units</b>	<b>80</b>			<b>34</b>	<b>36</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>13,398,400</b>	<b>100%</b>	<b>31.4</b>	<b>5.81M</b>	<b>5.10M</b>	<b>1.83M</b>	<b>655.00K</b>
<b>Average Closed Price</b>	<b>\$167,480</b>			<b>\$170,954</b>	<b>\$141,724</b>	<b>\$228,613</b>	<b>\$327,500</b>

# December 2021



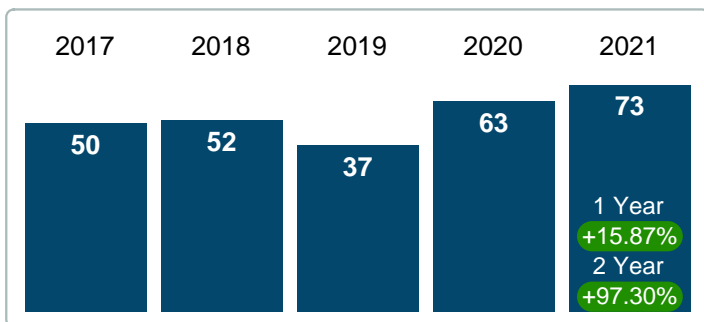
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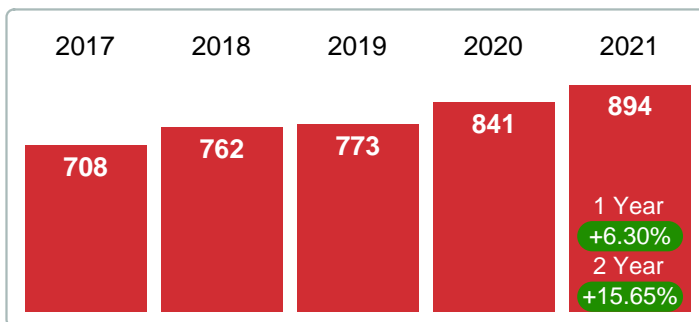
## PENDING LISTINGS

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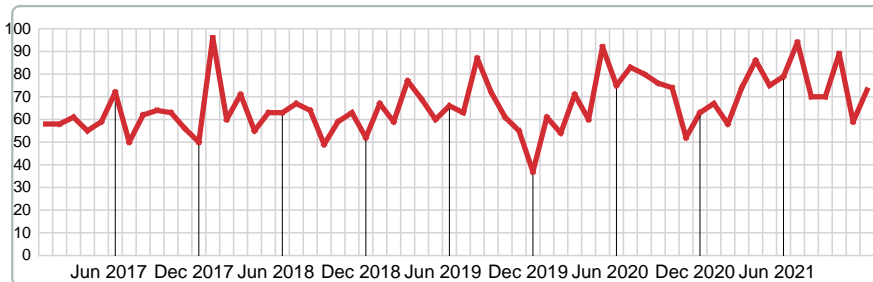
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

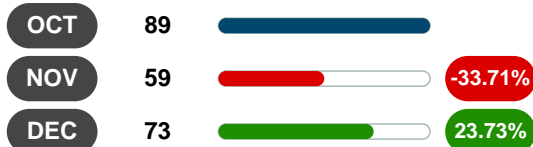


### 3 MONTHS

5 year DEC AVG = 55

High Jan 2018 96 Low Dec 2019 37

Pending Listings this month at 73 above the 5 yr DEC average of 55



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	10.96%	50.8	3	4	1	0
\$40,001 - \$80,000	9	12.33%	45.1	3	5	1	0
\$80,001 - \$100,000	9	12.33%	49.6	2	6	1	0
\$100,001 - \$170,000	17	23.29%	39.7	1	11	5	0
\$170,001 - \$210,000	12	16.44%	38.3	0	9	3	0
\$210,001 - \$330,000	10	13.70%	14.4	2	6	2	0
\$330,001 and up	8	10.96%	45.6	4	2	2	0
<b>Total Pending Units</b>	<b>73</b>			<b>15</b>	<b>43</b>	<b>15</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>12,345,198</b>	<b>100%</b>	<b>40.8</b>	<b>3.40M</b>	<b>6.29M</b>	<b>2.65M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$149,864</b>			<b>\$226,747</b>	<b>\$146,323</b>	<b>\$176,807</b>	<b>\$0</b>



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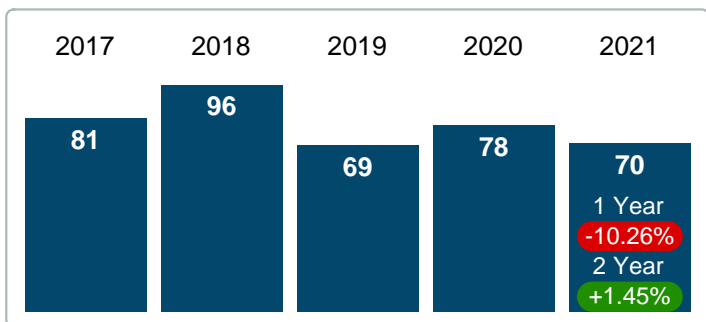
Area Delimited by County Of Muskogee



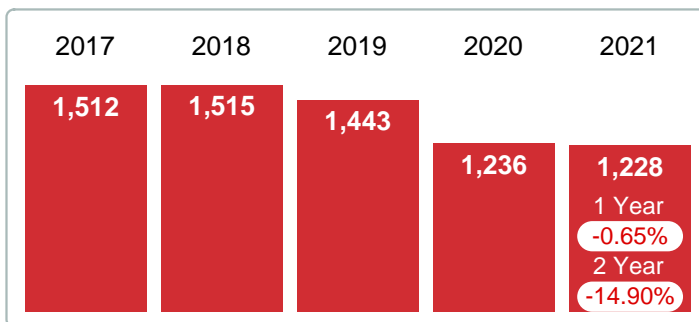
## NEW LISTINGS

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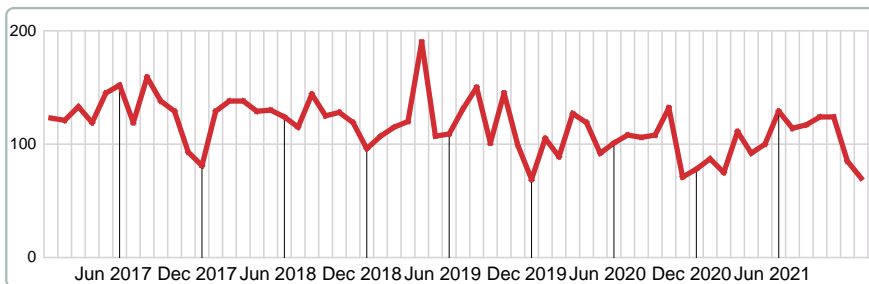
### DECEMBER



### YEAR TO DATE (YTD)

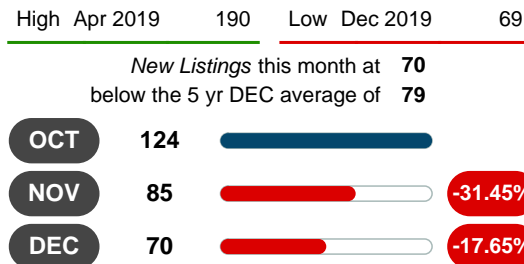


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 79



### 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	4	5.71%	3	1	0	0
\$25,001 - \$50,000	12	17.14%	8	3	1	0
\$50,001 - \$75,000	6	8.57%	4	2	0	0
\$75,001 - \$175,000	21	30.00%	6	12	3	0
\$175,001 - \$225,000	12	17.14%	2	9	1	0
\$225,001 - \$325,000	9	12.86%	3	6	0	0
\$325,001 and up	6	8.57%	3	1	2	0
<b>Total New Listed Units</b>	<b>70</b>		<b>29</b>	<b>34</b>	<b>7</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>11,430,697</b>	<b>100%</b>	<b>4.08M</b>	<b>5.91M</b>	<b>1.44M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$250,000</b>		<b>\$140,752</b>	<b>\$173,756</b>	<b>\$205,886</b>	<b>\$0</b>



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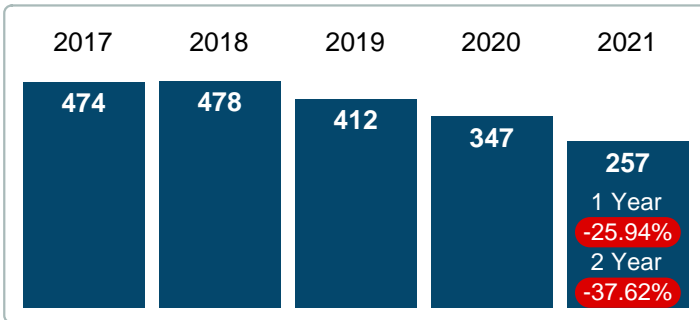
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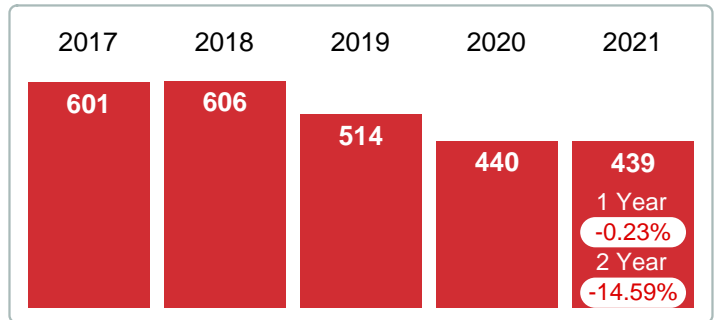
## ACTIVE INVENTORY

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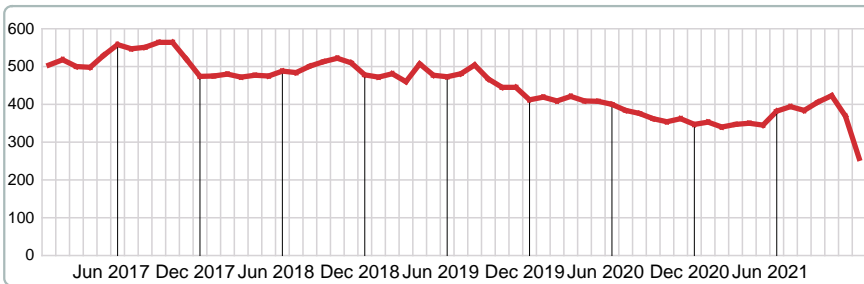
### END OF DECEMBER



### ACTIVE DURING DECEMBER

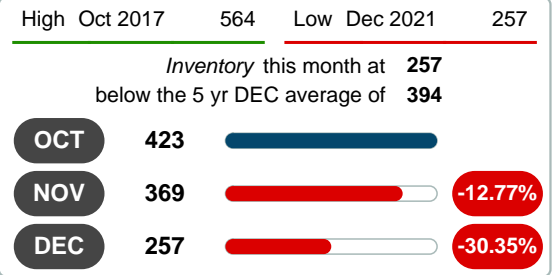


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 394



### 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	42	16.34%	127.5	39	3	0	0
\$25,001-\$50,000	42	16.34%	75.8	34	4	3	1
\$50,001-\$125,000	70	27.24%	106.0	46	20	4	0
\$125,001-\$200,000	44	17.12%	84.4	21	16	6	1
\$200,001-\$375,000	31	12.06%	78.8	17	8	5	1
\$375,001 and up	28	10.89%	128.3	18	4	5	1
<b>Total Active Inventory by Units</b>				175	55	23	4
<b>Total Active Inventory by Volume</b>				30.52M	9.76M	5.46M	1.08M
<b>Average Active Inventory Listing Price</b>				\$174,402	\$177,416	\$237,396	\$269,850

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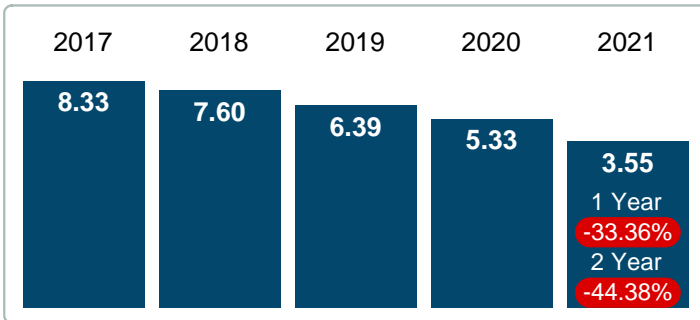
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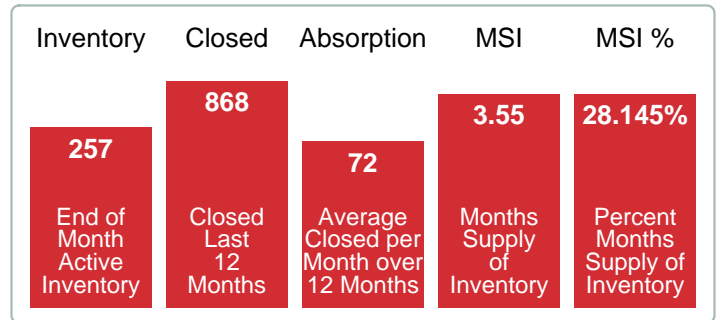
## MONTHS SUPPLY of INVENTORY (MSI)

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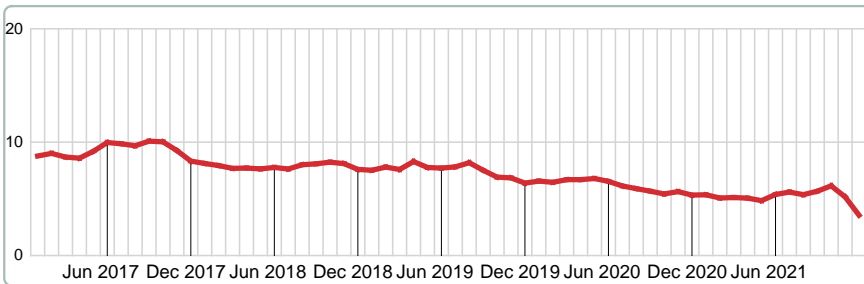
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

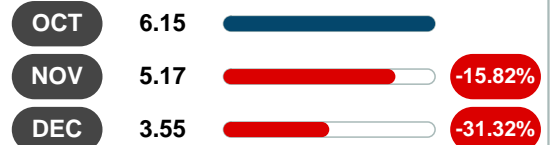


### 3 MONTHS

5 year DEC AVG = 6.24

High Sep 2017 10.09 Low Dec 2021 3.55

Months Supply this month at 3.55 below the 5 yr DEC average of 6.24



### 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	1.17%	3.27	2.67	0.00	0.00	0.00
\$10,001 \$30,000	46	17.90%	7.26	11.47	0.89	6.00	0.00
\$30,001 \$60,000	46	17.90%	5.63	7.86	1.82	3.43	0.00
\$60,001 \$130,000	64	24.90%	3.20	5.77	1.75	3.75	0.00
\$130,001 \$210,000	41	15.95%	2.09	8.00	1.07	1.82	3.00
\$210,001 \$390,000	30	11.67%	2.17	9.60	1.20	1.06	1.50
\$390,001 and up	27	10.51%	7.71	21.60	4.00	3.20	2.40
Market Supply of Inventory (MSI)			3.55	8.37	1.45	1.93	2.40
Total Active Inventory by Units		100%	3.55	175	55	23	4



# December 2021

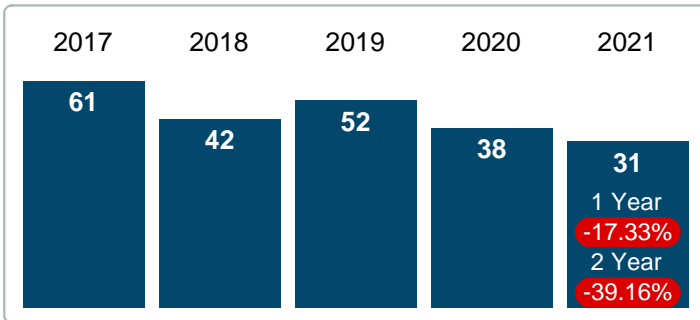
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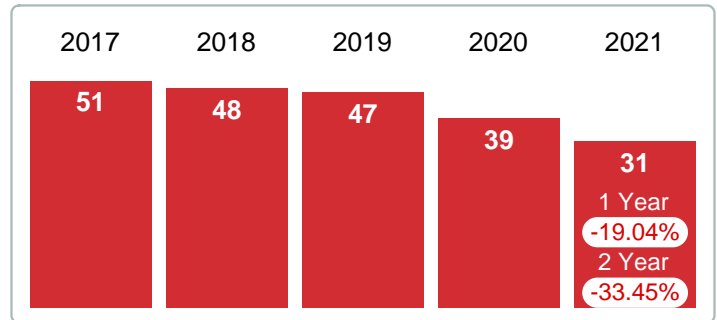
## AVERAGE DAYS ON MARKET TO SALE

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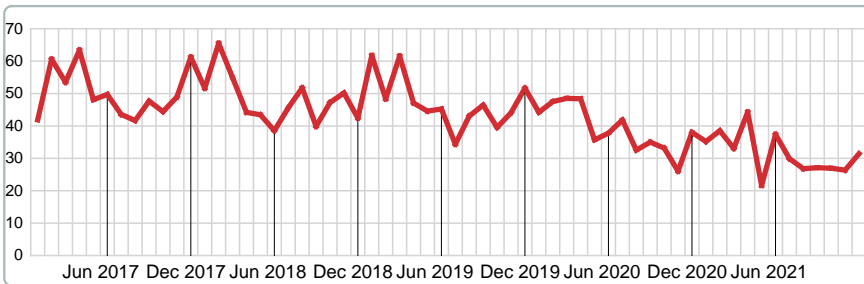
### DECEMBER



### YEAR TO DATE (YTD)

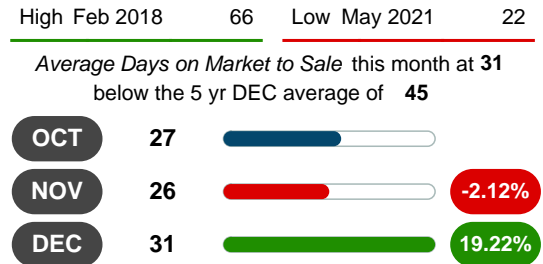


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 45



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	12	15.00%	26	25	31	0	0
\$25,001-\$75,000	14	17.50%	41	47	31	56	0
\$75,001-\$150,000	24	30.00%	31	33	29	36	0
\$150,001-\$225,000	9	11.25%	5	2	6	0	0
\$225,001-\$300,000	15	18.75%	41	121	22	35	39
\$300,001 and up	6	7.50%	38	40	23	45	40
Average Closed DOM			31	38	23	39	40
Total Closed Units		100%	31	34	36	8	2
Total Closed Volume			13,398,400	5.81M	5.10M	1.83M	655.00K





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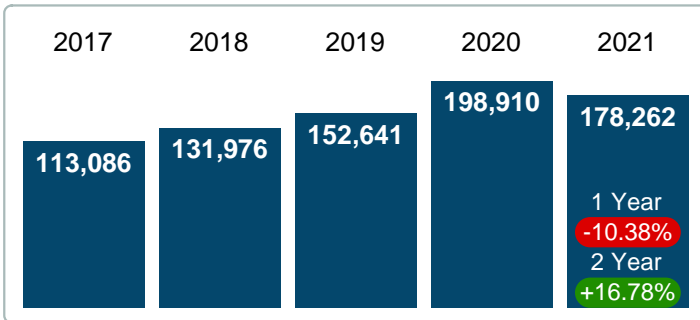
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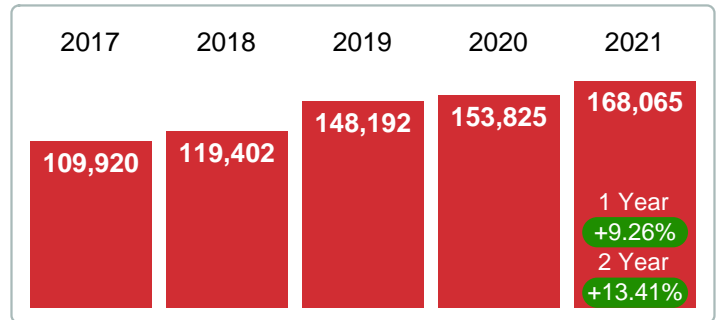
## AVERAGE LIST PRICE AT CLOSING

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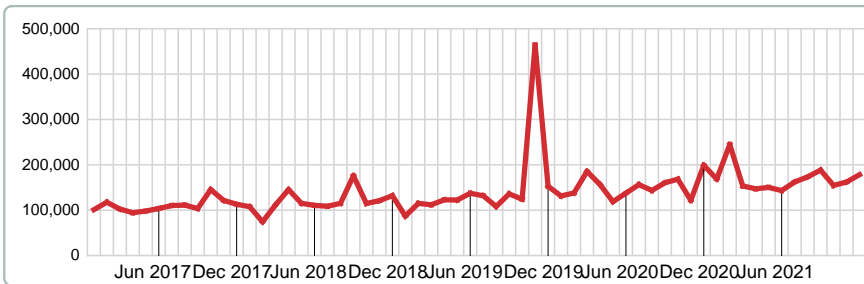
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

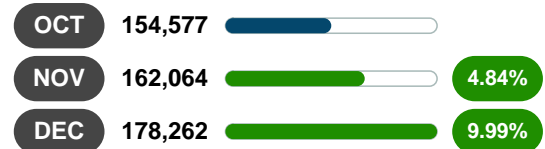


### 3 MONTHS

5 year DEC AVG = 154,975

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

Average List Price at Closing this month at **178,262**  
above the 5 yr DEC average of **154,975**



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	9	11.25%	19,789	22,833	20,166	0	0
\$25,001-\$75,000	16	20.00%	40,959	50,643	42,142	40,000	0
\$75,001-\$150,000	20	25.00%	112,800	139,771	118,275	169,900	0
\$150,001-\$225,000	12	15.00%	175,565	207,500	179,457	0	0
\$225,001-\$300,000	16	20.00%	258,525	270,000	258,943	271,760	230,000
\$300,001 and up	7	8.75%	704,042	1,136,599	399,000	350,000	449,500
Average List Price			178,262	190,067	144,457	239,837	339,750
Total Closed Units		100%	178,262	34	36	8	2
Total Closed Volume			14,260,930	6.46M	5.20M	1.92M	679.50K





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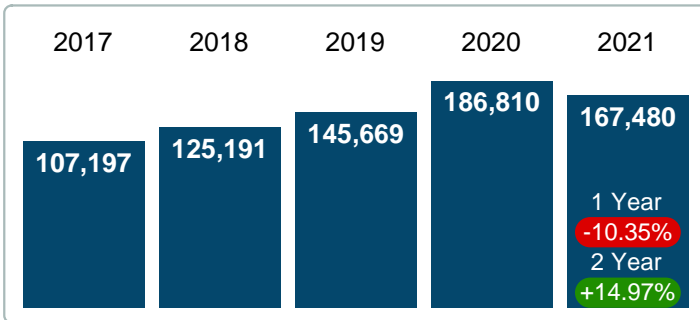
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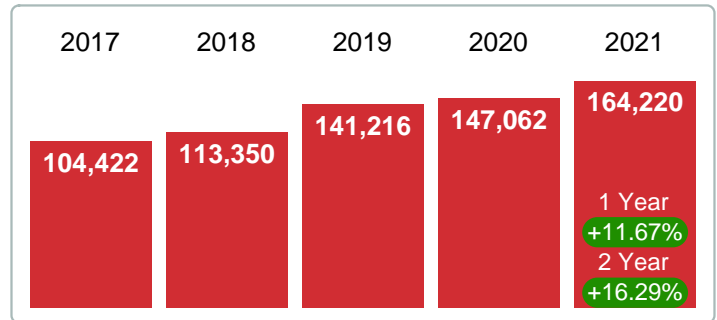
## AVERAGE SOLD PRICE AT CLOSING

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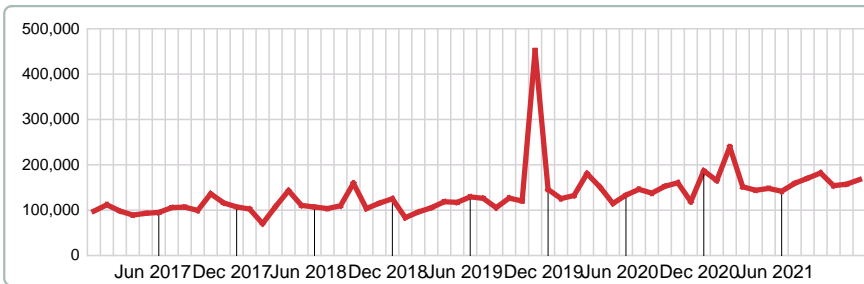
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

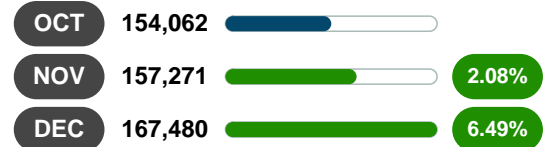


### 3 MONTHS

5 year DEC AVG = 146,470

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

Average Sold Price at Closing this month at **167,480**  
above the 5 yr DEC average of **146,470**



### 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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$25,000	12	15.00%	19,650	20,778	16,267	0	0
\$25,001-\$75,000	14	17.50%	43,921	47,864	41,642	30,000	0
\$75,001-\$150,000	24	30.00%	116,604	116,400	114,008	150,000	0
\$150,001-\$225,000	9	11.25%	181,267	187,500	179,486	0	0
\$225,001-\$300,000	15	18.75%	258,520	260,000	258,414	262,780	235,000
\$300,001 and up	6	7.50%	706,667	1,038,333	370,000	335,000	420,000
<b>Average Sold Price</b>			<b>167,480</b>	<b>170,954</b>	<b>141,724</b>	<b>228,613</b>	<b>327,500</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>167,480</b>	<b>34</b>	<b>36</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>13,398,400</b>	<b>5.81M</b>	<b>5.10M</b>	<b>1.83M</b>	<b>655.00K</b>

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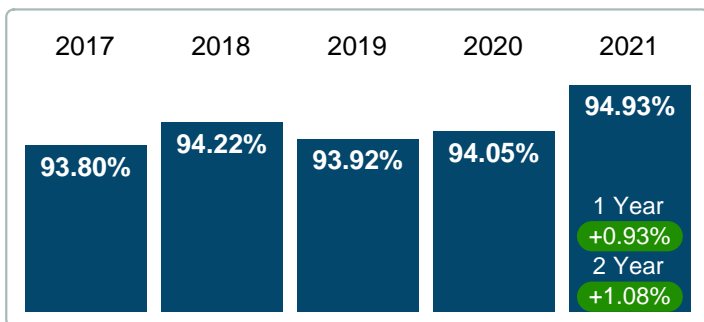
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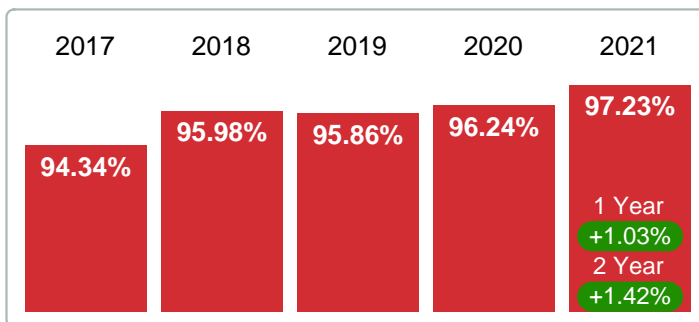
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

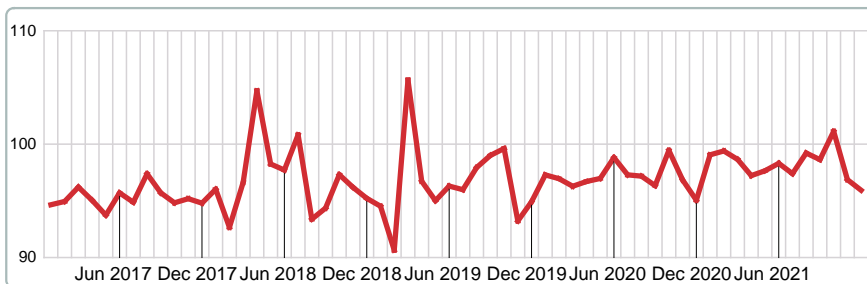
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

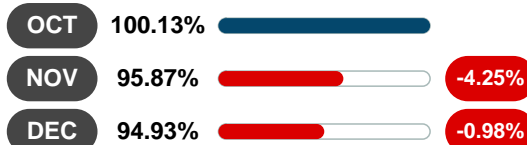


### 3 MONTHS

5 year DEC AVG = 94.18%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **94.93%**  
above the 5 yr DEC average of **94.18%**



### 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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$25,000	12	15.00%	90.01%	92.24%	83.33%	0.00%	0.00%
\$25,001-\$75,000	14	17.50%	98.23%	93.60%	107.49%	75.00%	0.00%
\$75,001-\$150,000	24	30.00%	92.39%	87.48%	97.23%	88.29%	0.00%
\$150,001-\$225,000	9	11.25%	98.29%	92.00%	100.09%	0.00%	0.00%
\$225,001-\$300,000	15	18.75%	98.60%	96.55%	99.77%	97.07%	102.17%
\$300,001 and up	6	7.50%	93.05%	92.15%	92.73%	95.71%	93.44%
Average Sold/List Ratio		94.90%		91.21%	98.71%	93.04%	97.81%
Total Closed Units	80	100%	94.90%	34	36	8	2
Total Closed Volume	13,398,400			5.81M	5.10M	1.83M	655.00K



# December 2021

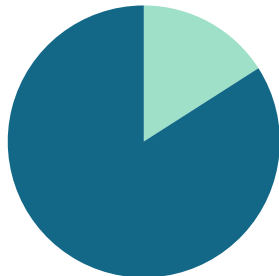
Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

### INVENTORY



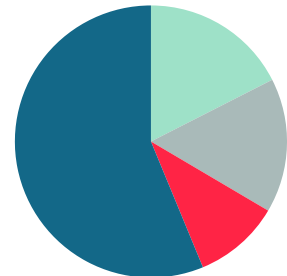
**Inventory**

- New Listings **70 = 15.95%**
- Start Inventory **369**
- Total Inventory Units **439**
- Volume **\$81,128,675**

### Market Activity

- Closed Sales **80 = 17.51%**
- Pending Sales **73 = 15.97%**
- Other Off Market **47 = 10.28%**
- Active Inventory **257 = 56.24%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	68	80	17.65%	781	868	11.14%
Pending Sales	63	73	15.87%	841	894	6.30%
New Listings	78	70	-10.26%	1,236	1,228	-0.65%
Average List Price	198,910	178,262	-10.38%	153,825	168,065	9.26%
Average Sale Price	186,810	167,480	-10.35%	147,062	164,220	11.67%
Average Percent of Selling Price to List Price	94.05%	94.93%	0.93%	96.24%	97.23%	1.03%
Average Days on Market to Sale	38.03	31.44	-17.33%	38.59	31.24	-19.04%
Monthly Inventory	347	257	-25.94%	347	257	-25.94%
Months Supply of Inventory	5.33	3.55	-33.36%	5.33	3.55	-33.36%

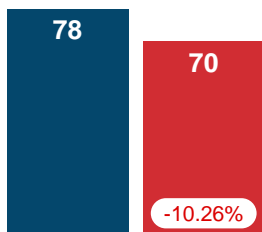
**Absorption:** Last 12 months, an Average of **72** Sales/Month

**Inventory** on December 31, 2021 = **257** 2020 2021

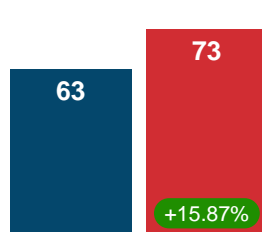
### DECEMBER MARKET

### AVERAGE PRICES

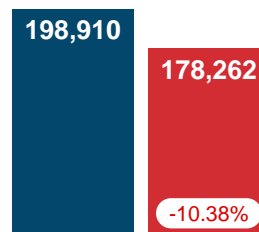
#### New Listings



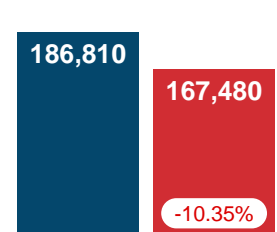
#### Pending Listings



#### List Price



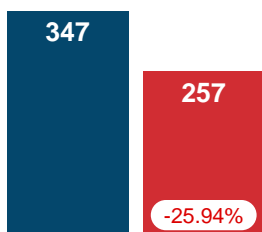
#### Sale Price



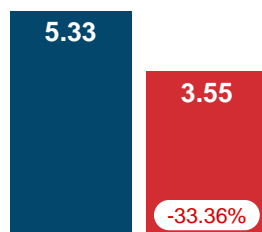
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

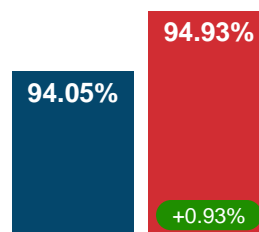
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

