

February 2021

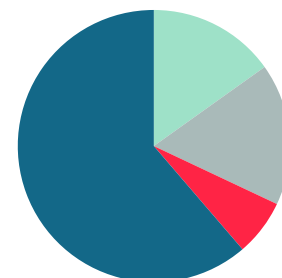
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	February 2021	+/-%
Closed Listings	48	61	27.08%
Pending Listings	52	68	30.77%
New Listings	89	75	-15.73%
Average List Price	137,970	244,670	77.34%
Average Sale Price	132,278	239,623	81.15%
Average Percent of Selling Price to List Price	95.95%	98.40%	2.55%
Average Days on Market to Sale	47.52	38.52	-18.93%
End of Month Inventory	411	247	-39.90%
Months Supply of Inventory	6.49	3.69	-43.19%



■ Closed (15.14%)
■ Pending (16.87%)
■ Other OffMarket (6.70%)
■ Active (61.29%)

Absorption: Last 12 months, an Average of **67** Sales/Month
Active Inventory as of February 28, 2021 = **247**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2021 decreased **39.90%** to 247 existing homes available for sale. Over the last 12 months this area has had an average of 67 closed sales per month. This represents an unsold inventory index of **3.69** MSI for this period.

Average Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **81.15%** in February 2021 to \$239,623 versus the previous year at \$132,278.

Average Days on Market Shortens

The average number of **38.52** days that homes spent on the market before selling decreased by 9.00 days or **18.93%** in February 2021 compared to last year's same month at **47.52** DOM.

Sales Success for February 2021 is Positive

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

There were 75 New Listings in February 2021, down **15.73%** from last year at 89. Furthermore, there were 61 Closed Listings this month versus last year at 48, a **27.08%** increase.

Closed versus Listed trends yielded a **81.3%** ratio, up from previous year's, February 2020, at **53.9%**, a **50.81%** 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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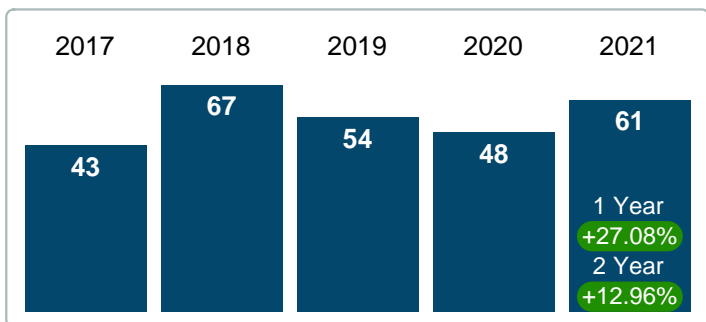
Area Delimited by County Of Muskogee



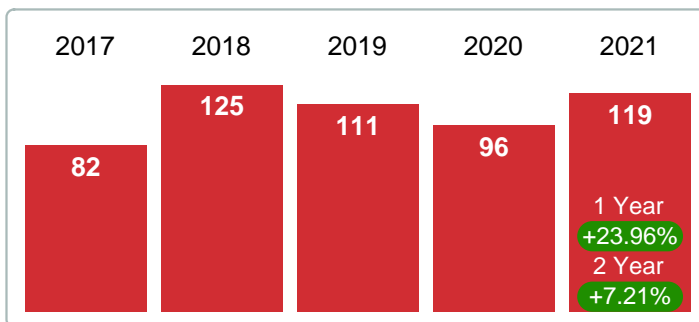
CLOSED LISTINGS

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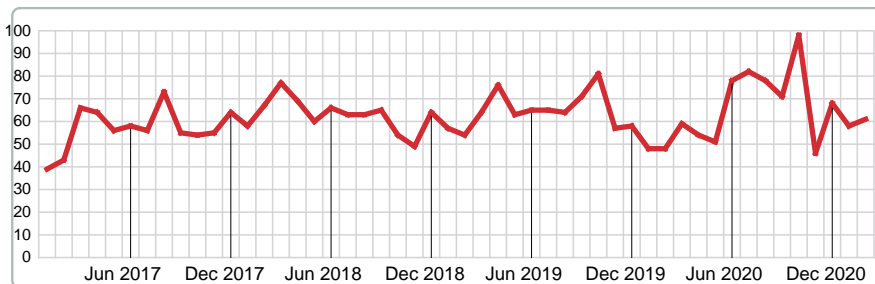
FEBRUARY



YEAR TO DATE (YTD)

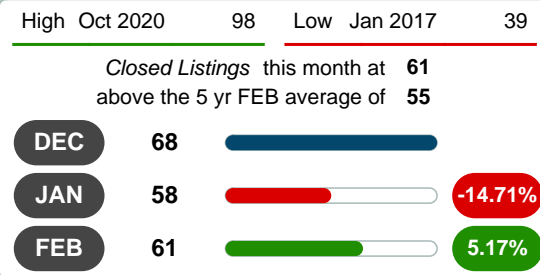


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB 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
\$25,000 and less	4	6.56%	25.5	1	3	0	0
\$25,001 - \$50,000	11	18.03%	56.0	7	4	0	0
\$50,001 - \$100,000	7	11.48%	34.0	1	5	1	0
\$100,001 - \$175,000	13	21.31%	33.2	3	9	1	0
\$175,001 - \$250,000	9	14.75%	33.9	1	5	3	0
\$250,001 - \$375,000	10	16.39%	41.1	1	5	4	0
\$375,001 and up	7	11.48%	35.3	4	1	2	0
Total Closed Units	61			18	32	11	0
Total Closed Volume	14,616,973	100%	38.5	4.82M	7.02M	2.78M	0.00B
Average Closed Price	\$239,623			\$267,578	\$219,424	\$252,636	\$0

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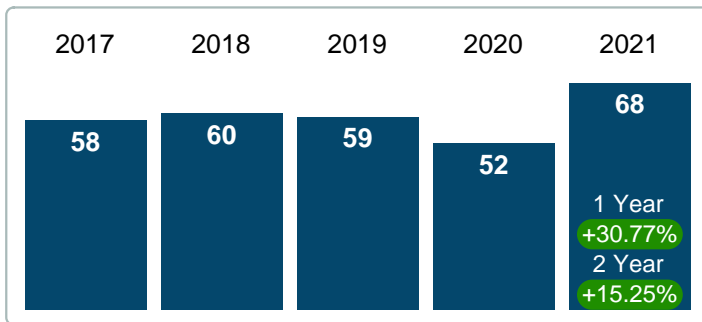
Area Delimited by County Of Muskogee



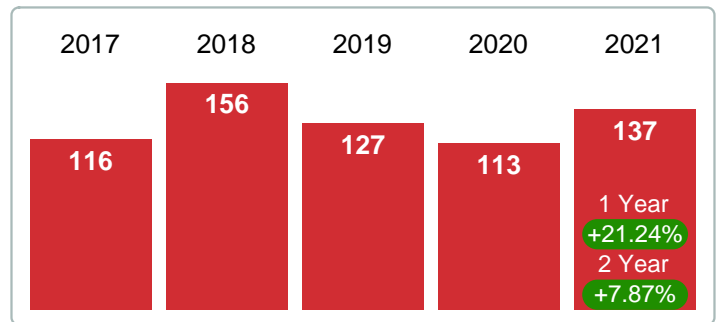
PENDING LISTINGS

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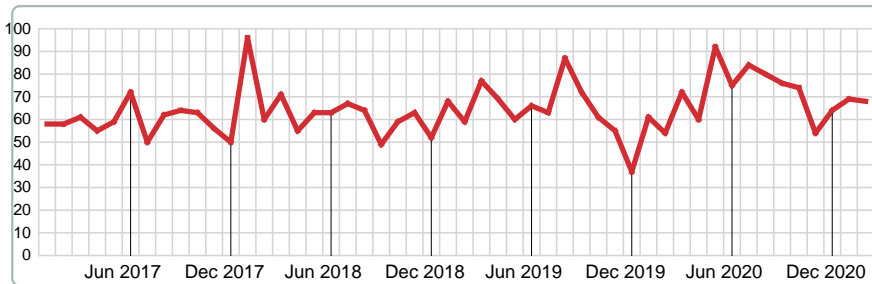
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 59

High Jan 2018 96 Low Dec 2019 37

Pending Listings this month at **68**
above the 5 yr FEB average of **59**



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	5	7.35%	43.0	2	3	0	0
\$50,001 - \$75,000	10	14.71%	44.1	7	2	1	0
\$75,001 - \$125,000	10	14.71%	38.5	2	6	2	0
\$125,001 - \$175,000	17	25.00%	42.5	1	14	2	0
\$175,001 - \$200,000	7	10.29%	25.9	0	3	2	2
\$200,001 - \$300,000	12	17.65%	39.2	2	5	5	0
\$300,001 and up	7	10.29%	70.3	1	2	3	1
Total Pending Units	68			15	35	15	3
Total Pending Volume	13,025,609	100%	72.3	3.18M	5.72M	3.30M	818.90K
Average Listing Price	\$637,450			\$212,280	\$163,497	\$220,007	\$272,967

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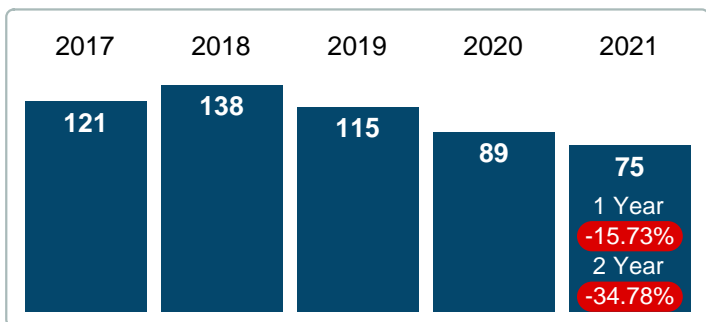
Area Delimited by County Of Muskogee



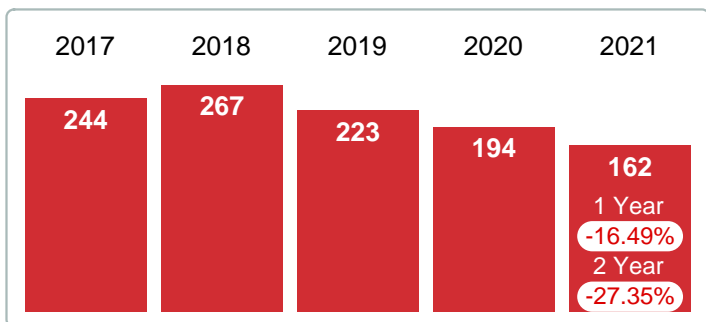
NEW LISTINGS

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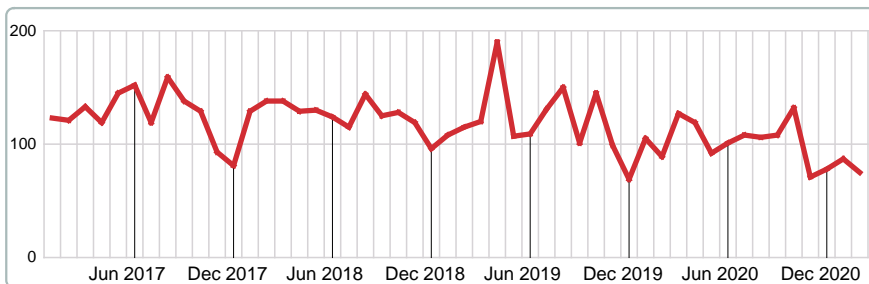
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 108

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 75
 below the 5 yr FEB average of 108



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	9	12.00%	9	0	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$75,000	20	26.67%	10	9	1	0
\$75,001 - \$150,000	16	21.33%	9	7	0	0
\$150,001 - \$200,000	12	16.00%	1	8	2	1
\$200,001 - \$275,000	9	12.00%	1	3	5	0
\$275,001 and up	9	12.00%	6	1	1	1
Total New Listed Units	75		36	28	9	2
Total New Listed Volume	12,457,700	100%	5.59M	4.23M	2.00M	638.90K
Average New Listed Listing Price	\$260,000		\$155,331	\$150,950	\$222,256	\$319,450

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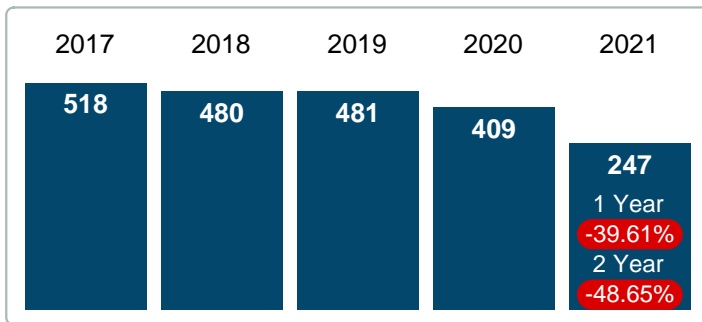
Area Delimited by County Of Muskogee



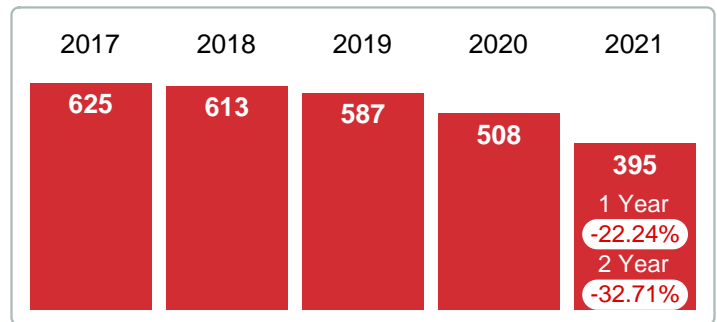
ACTIVE INVENTORY

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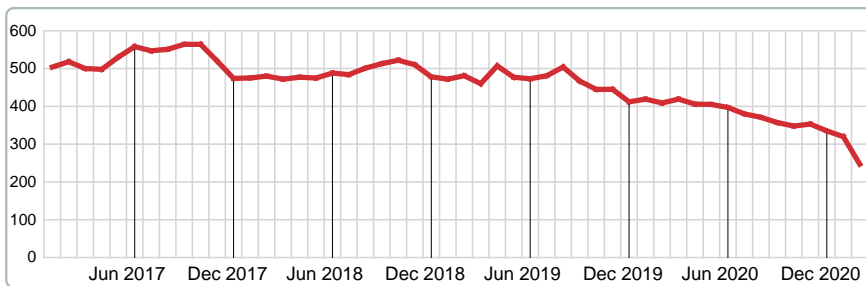
END OF FEBRUARY



ACTIVE DURING FEBRUARY

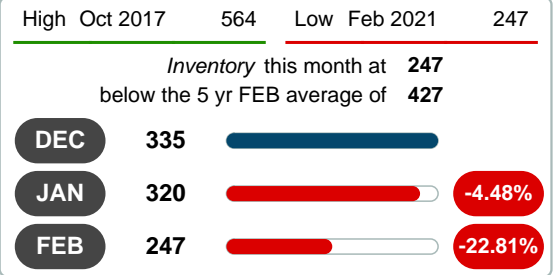


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 427



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	54	21.86%	117.2	51	1	2	0
\$25,001-\$50,000	40	16.19%	79.5	25	13	2	0
\$50,001-\$125,000	56	22.67%	91.1	42	10	4	0
\$125,001-\$200,000	41	16.60%	88.5	24	14	3	0
\$200,001-\$375,000	30	12.15%	114.2	18	7	4	1
\$375,001 and up	26	10.53%	153.6	23	1	2	0
Total Active Inventory by Units			247	183	46	17	1
Total Active Inventory by Volume			42,976,074	32.90M	6.53M	3.19M	349.90K
Average Active Inventory Listing Price			\$173,992	\$179,801	\$141,928	\$187,879	\$349,900

February 2021



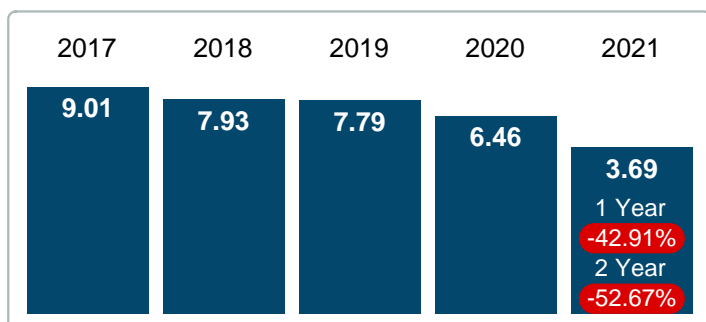
Area Delimited by County Of Muskogee



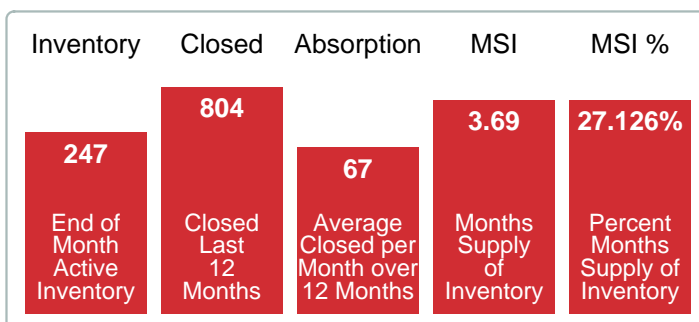
MONTHS SUPPLY of INVENTORY (MSI)

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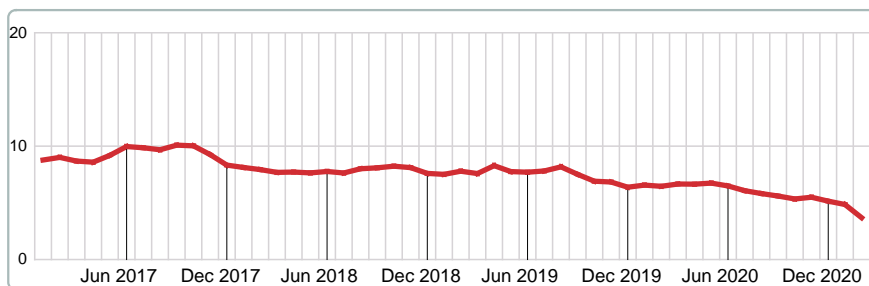
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2021



5 YEAR MARKET ACTIVITY TRENDS

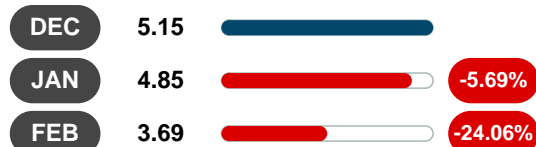


3 MONTHS

5 year FEB AVG = 6.98

High Sep 2017 10.09 Low Feb 2021 3.69

Months Supply this month at **3.69**
below the 5 yr FEB average of **6.98**



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	2.43%	5.54	5.45	0.00	12.00	0.00
\$10,001 - \$20,000	36	14.57%	13.09	18.00	0.00	0.00	0.00
\$20,001 - \$50,000	52	21.05%	6.43	7.12	5.42	7.20	0.00
\$50,001 - \$130,000	58	23.48%	2.48	8.12	0.66	1.50	0.00
\$130,001 - \$200,000	39	15.79%	2.16	13.20	1.17	0.75	0.00
\$200,001 - \$380,000	31	12.55%	2.93	14.25	1.68	0.94	1.20
\$380,001 and up	25	10.12%	8.33	20.31	1.09	2.67	0.00
Market Supply of Inventory (MSI)			3.69	10.56	1.29	1.39	0.55
Total Active Inventory by Units		100%	3.69	183	46	17	1

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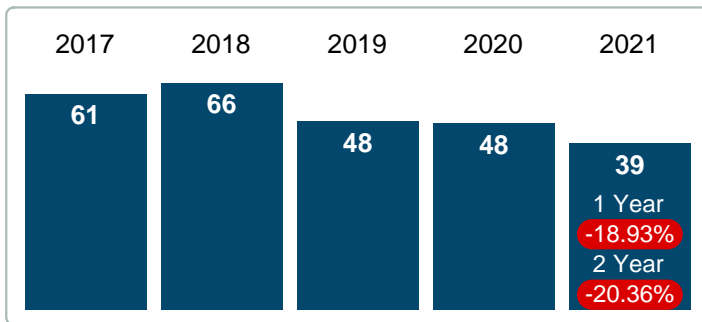
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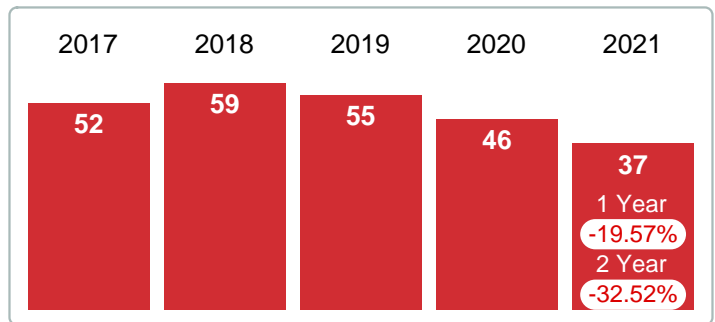
AVERAGE DAYS ON MARKET TO SALE

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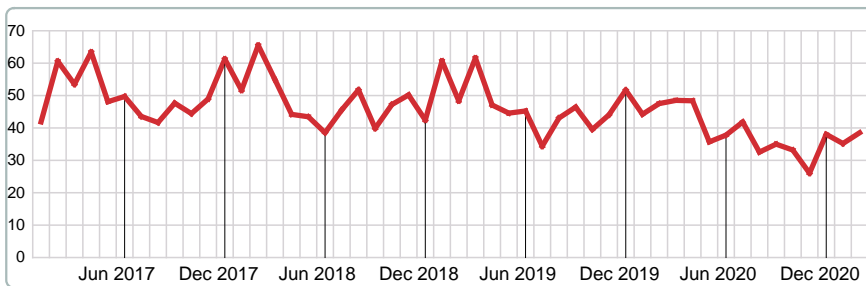
FEBRUARY



YEAR TO DATE (YTD)

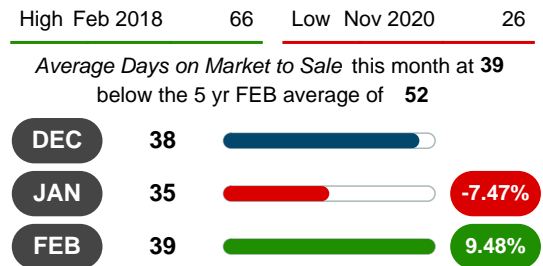


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 52



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		
\$25,000 and less	4	6.56%	26	3	33	0	0	
\$25,001 - \$50,000	11	18.03%	56	68	36	0	0	
\$50,001 - \$100,000	7	11.48%	34	31	40	8	0	
\$100,001 - \$175,000	13	21.31%	33	38	35	2	0	
\$175,001 - \$250,000	9	14.75%	34	118	23	25	0	
\$250,001 - \$375,000	10	16.39%	41	37	33	52	0	
\$375,001 and up	7	11.48%	35	12	4	97	0	
Average Closed DOM		39		46	32	44	0	
Total Closed Units		61	100%	39	18	32	11	
Total Closed Volume		14,616,973			4.82M	7.02M	2.78M	0.00B

February 2021



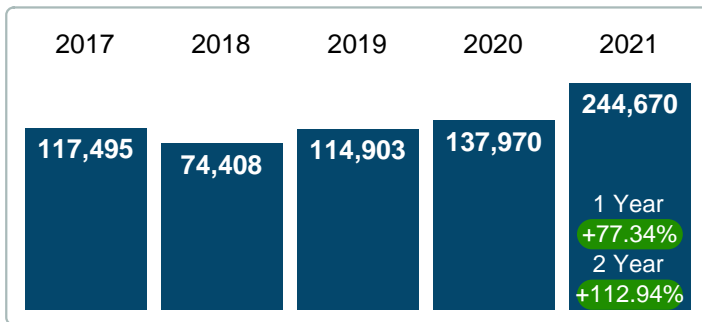
Area Delimited by County Of Muskogee



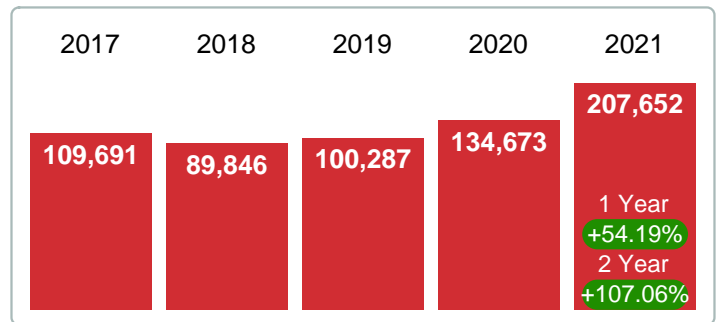
AVERAGE LIST PRICE AT CLOSING

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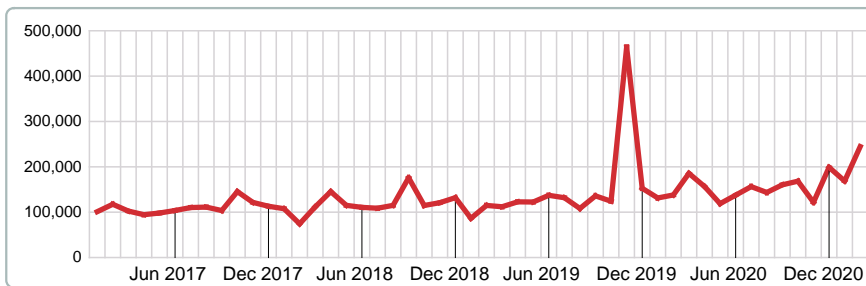
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

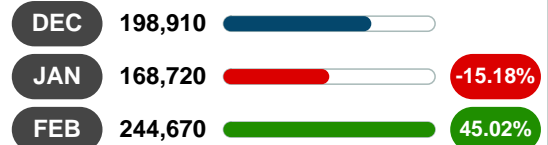


3 MONTHS

5 year FEB AVG = 137,889

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

Average List Price at Closing this month at **244,670**
above the 5 yr FEB average of **137,889**



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	4	6.56%	19,225	16,000	24,600	0	
\$25,001 - \$50,000	8	13.11%	38,413	50,771	31,475	0	
\$50,001 - \$100,000	10	16.39%	74,270	69,900	78,200	94,900	
\$100,001 - \$175,000	13	21.31%	137,954	127,267	141,844	135,000	
\$175,001 - \$250,000	8	13.11%	207,538	290,000	203,080	214,967	
\$250,001 - \$375,000	12	19.67%	302,233	259,000	312,580	291,225	
\$375,001 and up	6	9.84%	1,119,576	878,125	776,055	389,450	
Average List Price		244,670		271,367	225,677	256,236	0
Total Closed Units		61	100%	244,670	18	32	11
Total Closed Volume		14,924,855			4.88M	7.22M	2.82M

February 2021



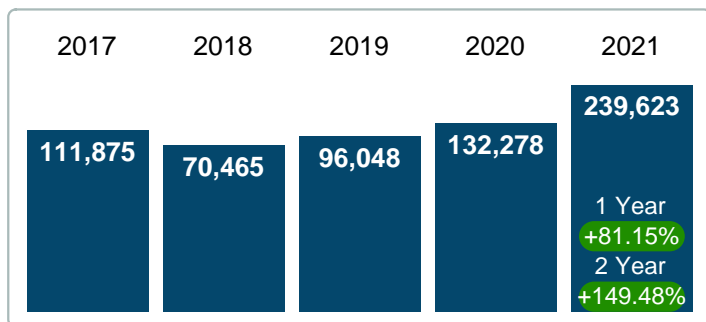
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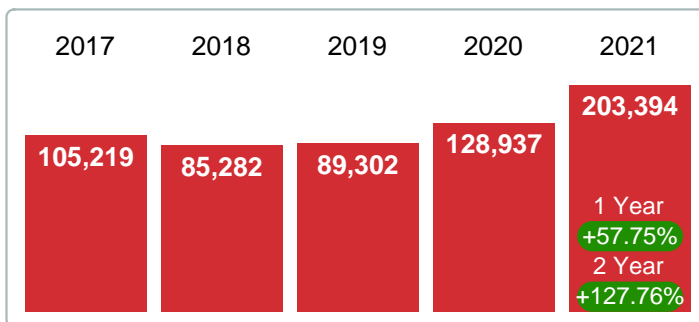
AVERAGE SOLD PRICE AT CLOSING

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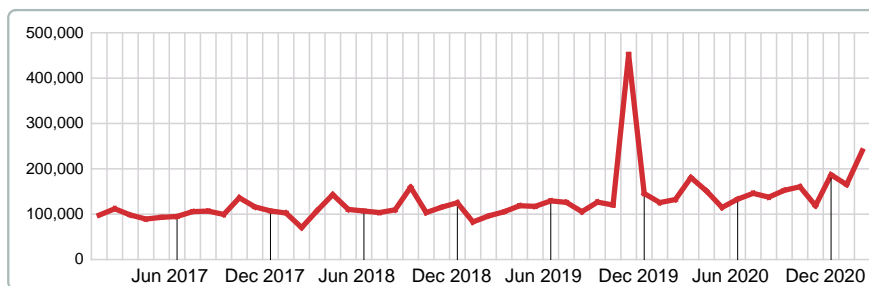
FEBRUARY



YEAR TO DATE (YTD)

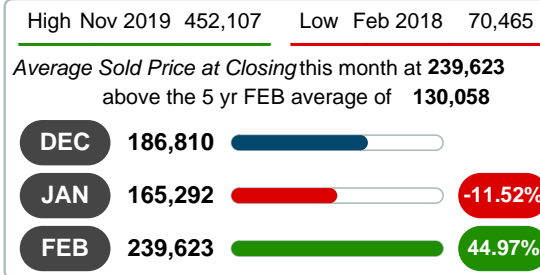


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 130,058



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	
\$25,000 and less	4	6.56%	19,000	16,000	20,000	0	
\$25,001 - \$50,000	11	18.03%	41,546	47,786	30,626	0	
\$50,001 - \$100,000	7	11.48%	76,516	65,000	74,623	97,500	
\$100,001 - \$175,000	13	21.31%	134,792	125,967	137,711	135,000	
\$175,001 - \$250,000	9	14.75%	212,795	235,000	203,331	221,167	
\$250,001 - \$375,000	10	16.39%	293,890	259,000	311,980	280,000	
\$375,001 and up	7	11.48%	991,714	882,250	2,650,000	381,500	
Average Sold Price		239,623		267,578	219,424	252,636	0
Total Closed Units		61	100%	239,623	18	32	11
Total Closed Volume		14,616,973			4.82M	7.02M	2.78M

February 2021



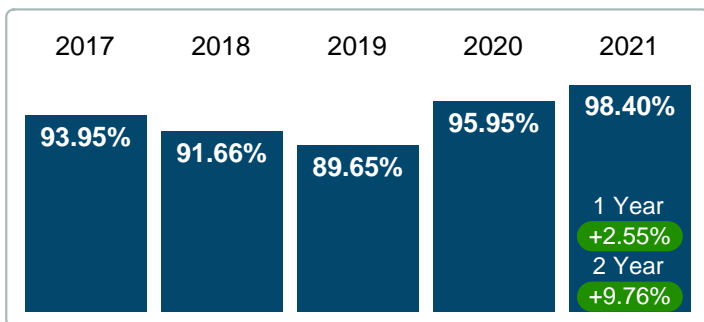
Area Delimited by County Of Muskogee



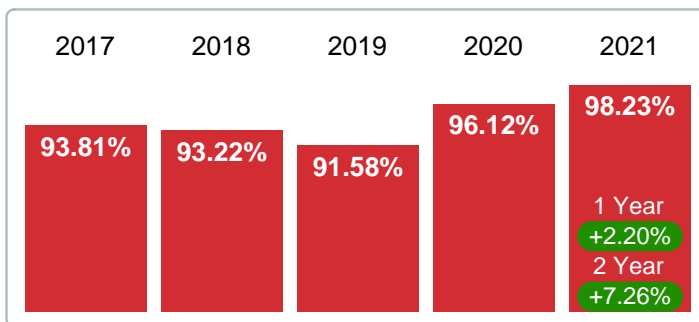
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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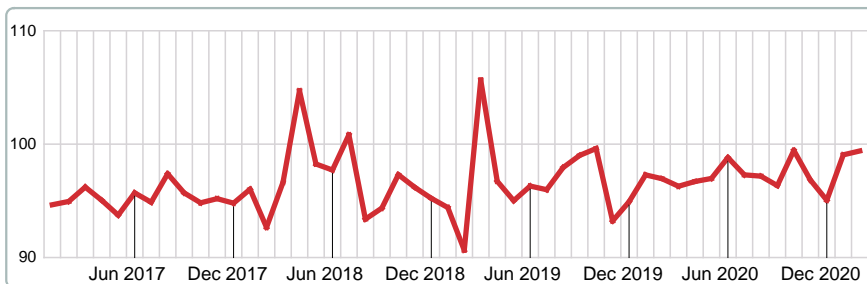
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

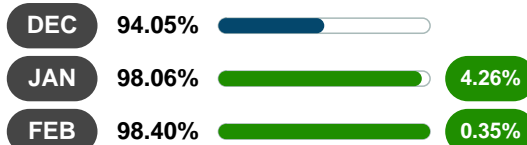


3 MONTHS

5 year FEB AVG = 93.92%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **98.40%**
above the 5 yr FEB average of **93.92%**



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
\$25,000 and less	4	6.56%	90.41%	100.00%	87.22%	0.00%	0.00%
\$25,001 - \$50,000	11	18.03%	100.87%	102.73%	97.63%	0.00%	0.00%
\$50,001 - \$100,000	7	11.48%	97.17%	92.99%	96.90%	102.74%	0.00%
\$100,001 - \$175,000	13	21.31%	97.86%	98.96%	97.25%	100.00%	0.00%
\$175,001 - \$250,000	9	14.75%	99.23%	81.03%	100.19%	103.70%	0.00%
\$250,001 - \$375,000	10	16.39%	98.65%	100.00%	99.73%	96.96%	0.00%
\$375,001 and up	7	11.48%	99.86%	101.92%	95.46%	97.96%	0.00%
Average Sold/List Ratio		98.40%		99.87%	97.09%	99.78%	0.00%
Total Closed Units		61	100%	18	32	11	
Total Closed Volume		14,616,973		4.82M	7.02M	2.78M	0.00B

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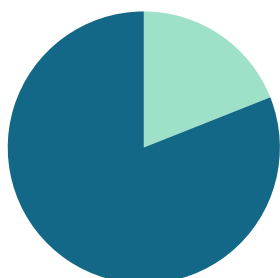
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

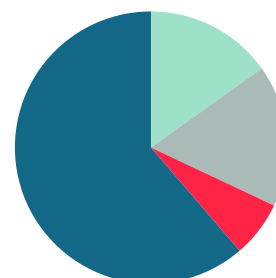


Inventory
 New Listings
75 = 18.99%
 Start Inventory
320
 Total Inventory Units
395
 Volume
\$73,962,187

Market Activity

Closed Sales
61 = 15.14%
 Pending Sales
68 = 16.87%
 Other Off Market
27 = 6.70%
 Active Inventory
247 = 61.29%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	48	61	27.08%	96	119	23.96%
Pending Sales	52	68	30.77%	113	137	21.24%
New Listings	89	75	-15.73%	194	162	-16.49%
Average List Price	137,970	244,670	77.34%	134,673	207,652	54.19%
Average Sale Price	132,278	239,623	81.15%	128,937	203,394	57.75%
Average Percent of Selling Price to List Price	95.95%	98.40%	2.55%	96.12%	98.23%	2.20%
Average Days on Market to Sale	47.52	38.52	-18.93%	45.88	36.90	-19.57%
Monthly Inventory	411	247	-39.90%	411	247	-39.90%
Months Supply of Inventory	6.49	3.69	-43.19%	6.49	3.69	-43.19%

Absorption: Last 12 months, an Average of **67** Sales/Month

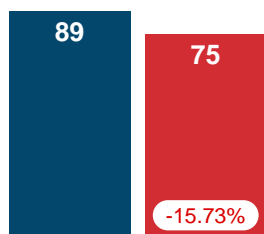
Inventory on February 28, 2021 = **247**

2020 **2021**

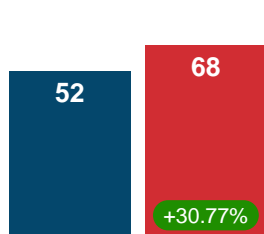
FEBRUARY MARKET

AVERAGE PRICES

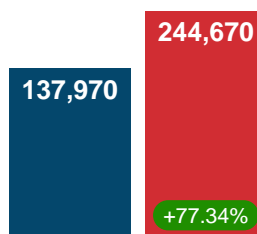
New Listings



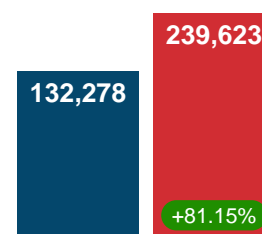
Pending Listings



List Price



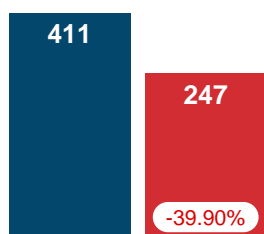
Sale Price



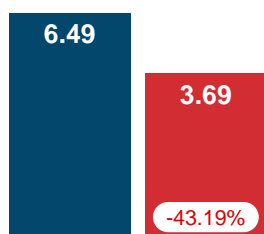
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

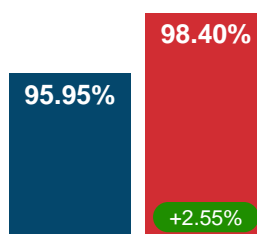
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

