

July 2021

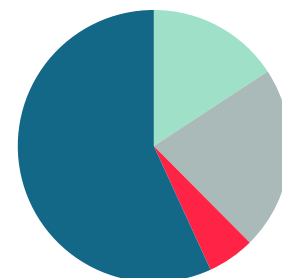
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2021 for MLS Technology Inc.

Compared Metrics	2020	July 2021	+/-%
Closed Listings	82	76	-7.32%
Pending Listings	83	105	26.51%
New Listings	108	114	5.56%
Average List Price	156,373	162,071	3.64%
Average Sale Price	145,942	159,093	9.01%
Average Percent of Selling Price to List Price	96.29%	96.40%	0.11%
Average Days on Market to Sale	41.83	29.89	-28.53%
End of Month Inventory	384	274	-28.65%
Months Supply of Inventory	6.14	3.89	-36.58%



■ Closed (15.77%)
■ Pending (21.78%)
■ Other OffMarket (5.60%)
■ Active (56.85%)

Absorption: Last 12 months, an Average of **70** Sales/Month
Active Inventory as of July 31, 2021 = **274**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2021 decreased **28.65%** to 274 existing homes available for sale. Over the last 12 months this area has had an average of 70 closed sales per month. This represents an unsold inventory index of **3.89** 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 **9.01%** in July 2021 to \$159,093 versus the previous year at \$145,942.

Average Days on Market Shortens

The average number of **29.89** days that homes spent on the market before selling decreased by 11.93 days or **28.53%** in July 2021 compared to last year's same month at **41.83** DOM.

Sales Success for July 2021 is Positive

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

There were 114 New Listings in July 2021, up **5.56%** from last year at 108. Furthermore, there were 76 Closed Listings this month versus last year at 82, a **-7.32%** decrease.

Closed versus Listed trends yielded a **66.7%** ratio, down from previous year's, July 2020, at **75.9%**, a **12.20%** downswing. 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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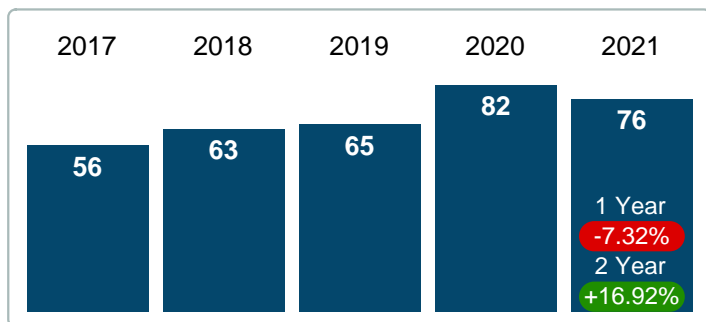
Area Delimited by County Of Muskogee



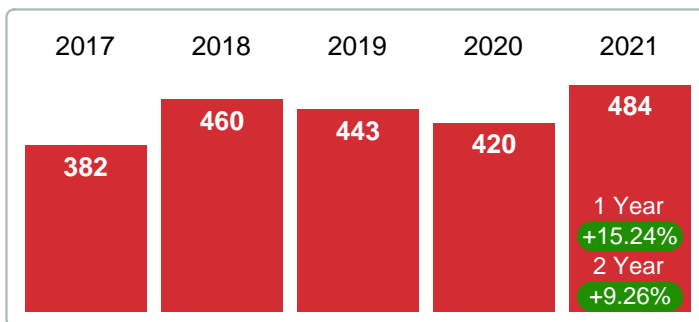
CLOSED LISTINGS

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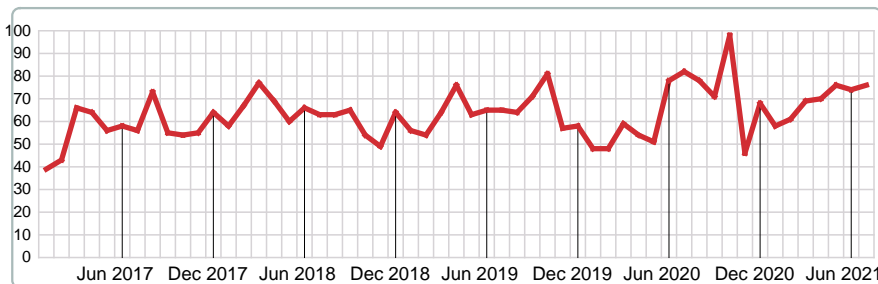
JULY



YEAR TO DATE (YTD)

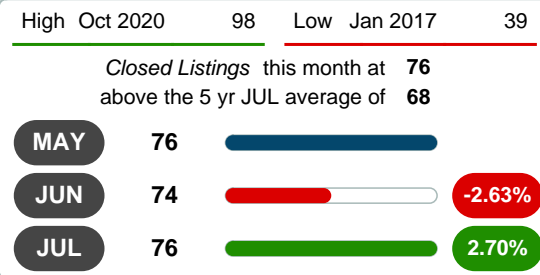


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 68



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	5	6.58%	34.8	2	3	0	0
\$25,001 - \$50,000	6	7.89%	62.7	4	2	0	0
\$50,001 - \$75,000	10	13.16%	14.3	7	3	0	0
\$75,001 - \$150,000	20	26.32%	13.4	4	13	3	0
\$150,001 - \$200,000	16	21.05%	56.5	3	10	3	0
\$200,001 - \$300,000	11	14.47%	26.5	0	5	4	2
\$300,001 and up	8	10.53%	14.5	1	2	3	2
Total Closed Units	76			21	38	13	4
Total Closed Volume	12,091,100	100%	29.9	1.91M	5.46M	2.96M	1.76M
Average Closed Price	\$159,093			\$90,976	\$143,558	\$227,838	\$440,875

July 2021



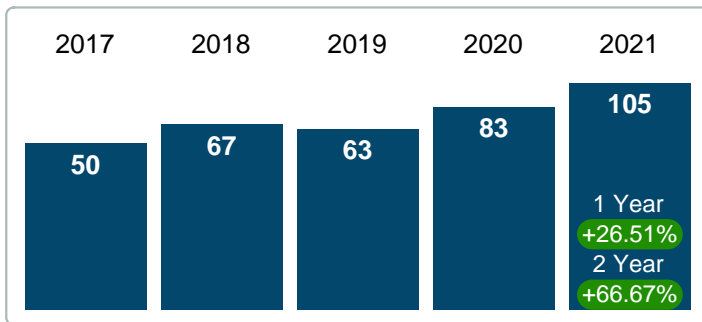
Area Delimited by County Of Muskogee



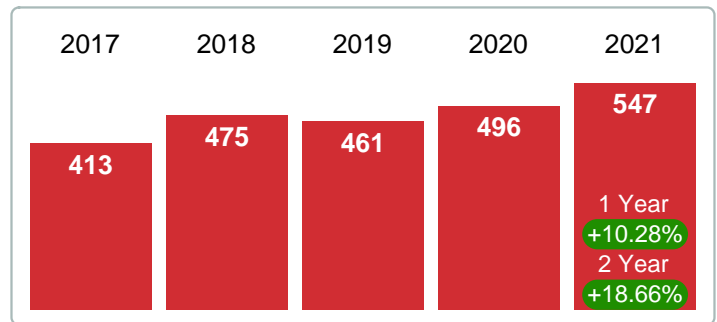
PENDING LISTINGS

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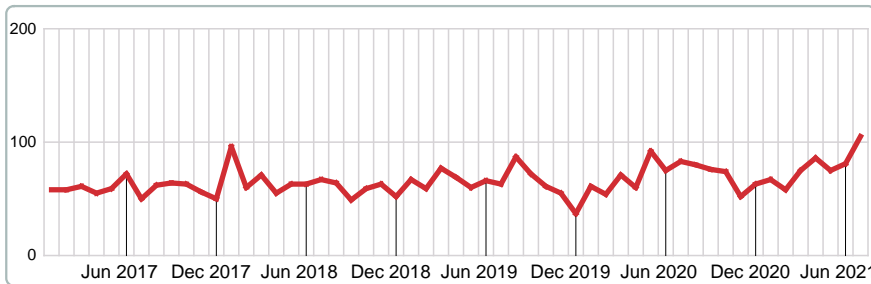
JULY



YEAR TO DATE (YTD)

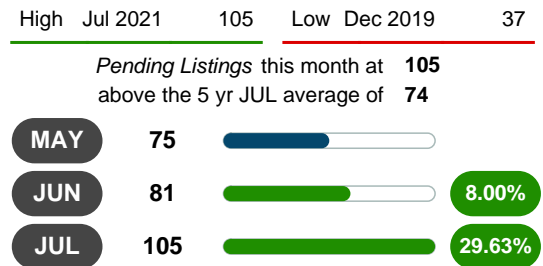


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 74



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	8.57%	49.8	6	2	0	1
\$30,001 - \$70,000	12	11.43%	21.3	7	5	0	0
\$70,001 - \$100,000	18	17.14%	30.1	7	10	1	0
\$100,001 - \$160,000	26	24.76%	31.3	1	20	5	0
\$160,001 - \$190,000	11	10.48%	19.1	4	5	2	0
\$190,001 - \$280,000	18	17.14%	25.3	3	9	6	0
\$280,001 and up	11	10.48%	48.5	2	4	4	1
Total Pending Units	105			30	55	18	2
Total Pending Volume	16,148,185	100%	47.0	3.21M	8.36M	4.17M	409.70K
Average Listing Price	\$135,613			\$106,873	\$151,984	\$231,844	\$204,850

July 2021



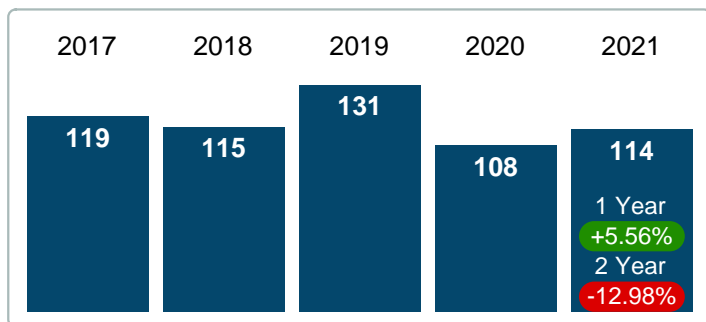
Area Delimited by County Of Muskogee



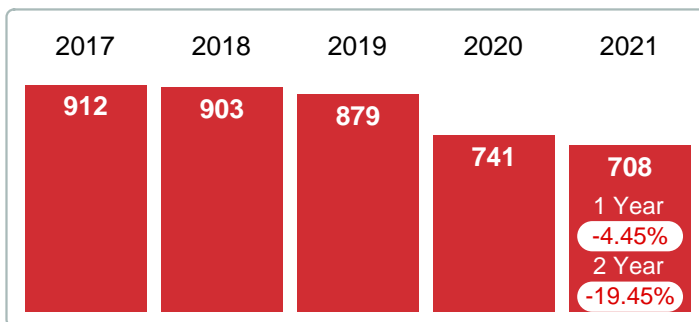
NEW LISTINGS

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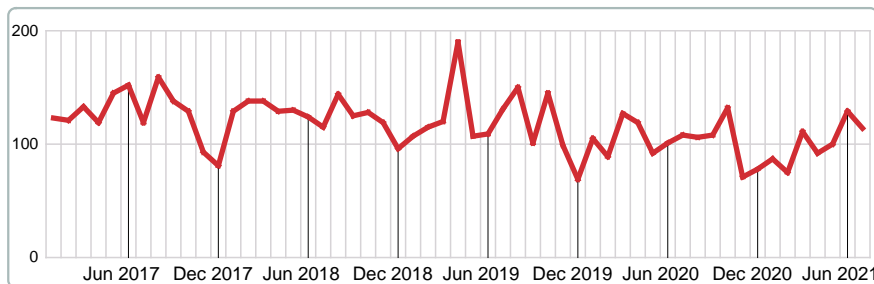
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 117

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 114
below the 5 yr JUL average of 117



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	12	10.53%	11	1	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$75,000	23	20.18%	16	7	0	0
\$75,001 - \$150,000	32	28.07%	10	21	1	0
\$150,001 - \$225,000	21	18.42%	2	16	3	0
\$225,001 - \$275,000	10	8.77%	3	3	4	0
\$275,001 and up	16	14.04%	5	5	4	2
Total New Listed Units	114		47	53	12	2
Total New Listed Volume	18,253,350	100%	6.37M	8.14M	2.90M	848.00K
Average New Listed Listing Price	\$305,000		\$135,454	\$153,523	\$241,858	\$424,000

July 2021



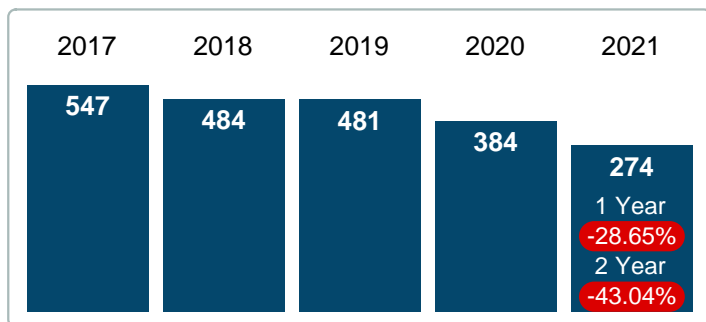
Area Delimited by County Of Muskogee



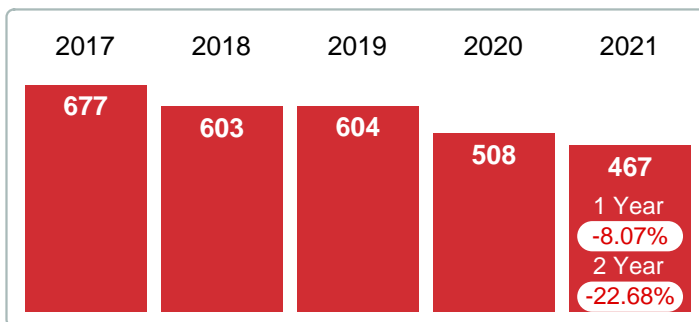
ACTIVE INVENTORY

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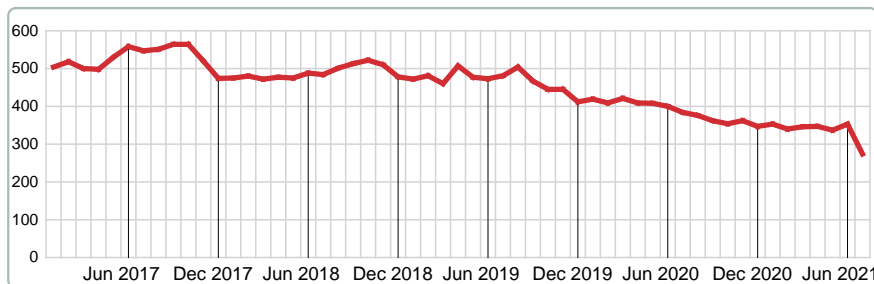
END OF JULY



ACTIVE DURING JULY

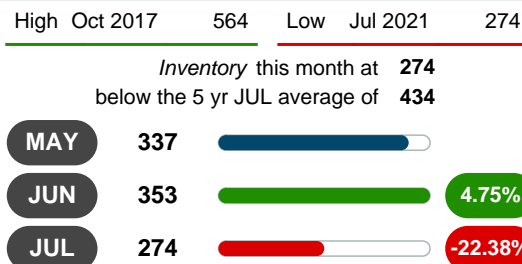


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 434



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	57	20.80%	151.0	54	3	0	0
\$25,001-\$50,000	31	11.31%	96.1	28	3	0	0
\$50,001-\$150,000	81	29.56%	74.9	49	30	2	0
\$150,001-\$225,000	35	12.77%	96.7	19	12	3	1
\$225,001-\$450,000	43	15.69%	87.0	26	6	9	2
\$450,001 and up	27	9.85%	95.7	19	1	5	2
Total Active Inventory by Units	274			195	55	19	5
Total Active Inventory by Volume	53,629,247	100%	99.8	36.47M	7.59M	7.69M	1.87M
Average Active Inventory Listing Price	\$195,727			\$187,031	\$138,054	\$404,916	\$374,380

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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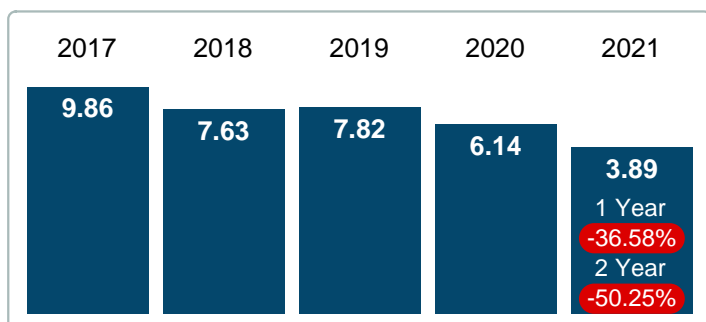
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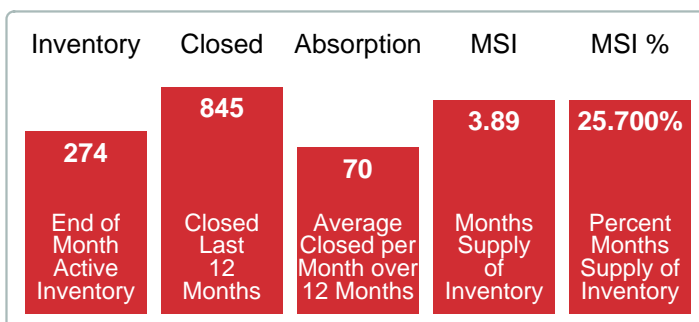
MONTHS SUPPLY of INVENTORY (MSI)

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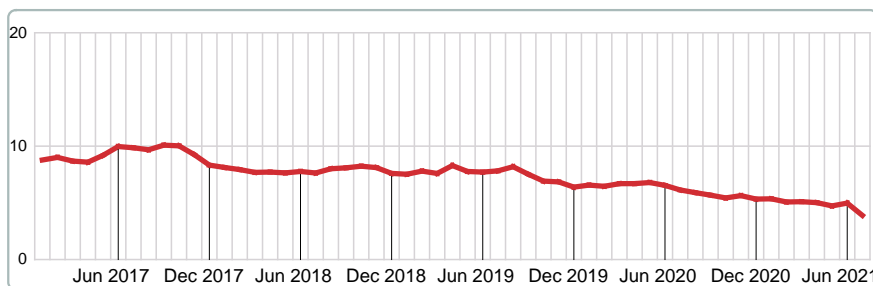
MSI FOR JULY



INDICATORS FOR JULY 2021

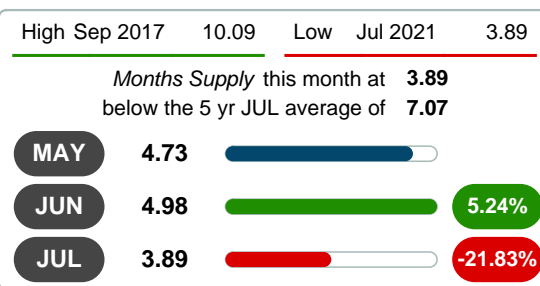


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7.07



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	5	1.82%	3.53	4.29	0.00	0.00	0.00
\$10,001 - \$20,000	38	13.87%	15.20	21.14	1.50	0.00	0.00
\$20,001 - \$60,000	52	18.98%	4.73	7.71	1.62	0.00	0.00
\$60,001 - \$160,000	77	28.10%	2.55	6.27	1.48	0.67	0.00
\$160,001 - \$240,000	38	13.87%	2.85	14.25	1.59	1.50	2.00
\$240,001 - \$450,000	37	13.50%	3.67	18.00	1.12	1.56	3.00
\$450,001 and up	27	9.85%	14.73	28.50	1.71	12.00	12.00
Market Supply of Inventory (MSI)			3.89	10.04	1.49	1.55	2.73
Total Active Inventory by Units		100%	3.89	195	55	19	5

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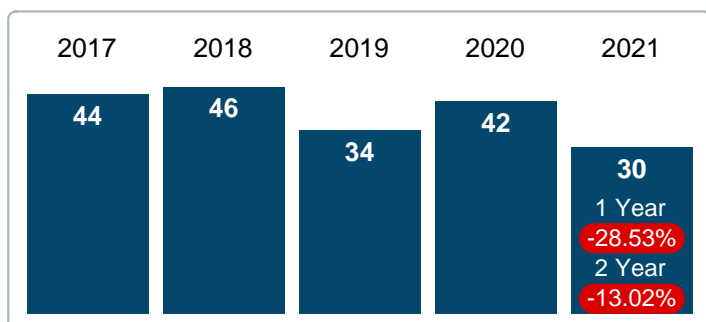
Area Delimited by County Of Muskogee



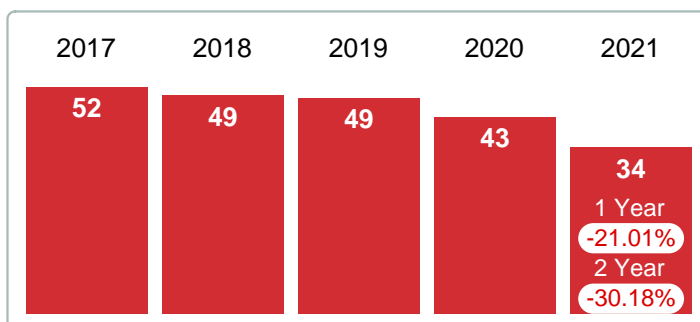
AVERAGE DAYS ON MARKET TO SALE

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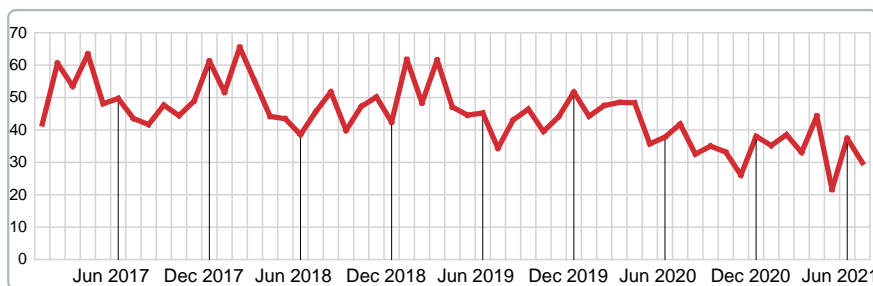
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 39

High Feb 2018 66 Low May 2021 22

Average Days on Market to Sale this month at 30 below the 5 yr JUL average of 39



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	6.58%	35	23	43	0	0
\$25,001 - \$50,000	7.89%	63	91	7	0	0
\$50,001 - \$75,000	13.16%	14	11	21	0	0
\$75,001 - \$150,000	26.32%	13	19	10	20	0
\$150,001 - \$200,000	21.05%	57	219	9	51	0
\$200,001 - \$300,000	14.47%	27	0	30	30	10
\$300,001 and up	10.53%	15	56	8	12	4
Average Closed DOM		30	61	16	29	7
Total Closed Units	100%	30	21	38	13	4
Total Closed Volume		12,091,100	1.91M	5.46M	2.96M	1.76M

July 2021



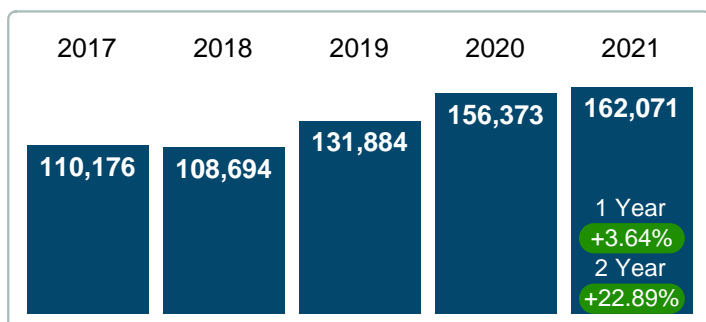
Area Delimited by County Of Muskogee



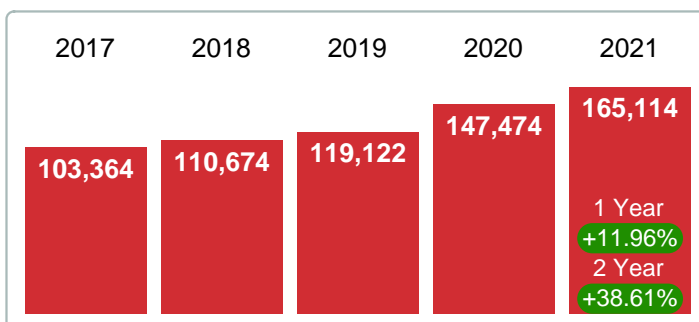
AVERAGE LIST PRICE AT CLOSING

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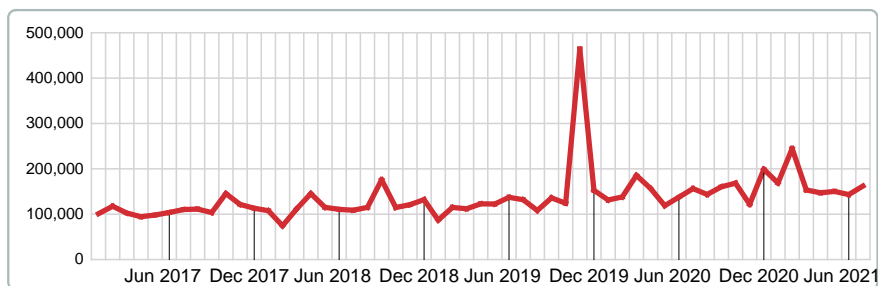
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 133,840

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

Average List Price at Closing this month at **162,071**
above the 5 yr JUL average of **133,840**

- MAY** 150,084
- JUN** 143,205 (-4.58%)
- JUL** 162,071 (13.17%)

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	2	2.63%	12,050	17,050	31,633	0	0
\$25,001 - \$50,000	9	11.84%	35,456	36,475	34,150	0	0
\$50,001 - \$75,000	10	13.16%	66,770	66,614	67,133	0	0
\$75,001 - \$150,000	20	26.32%	112,255	100,475	116,323	110,333	0
\$150,001 - \$200,000	14	18.42%	176,250	190,667	175,060	188,233	0
\$200,001 - \$300,000	12	15.79%	243,875	0	235,880	277,450	263,750
\$300,001 and up	9	11.84%	407,489	348,000	377,000	341,300	615,750
Average List Price			162,071	93,724	146,337	233,031	439,750
Total Closed Units		100%	162,071	21	38	13	4
Total Closed Volume			12,317,400	1.97M	5.56M	3.03M	1.76M

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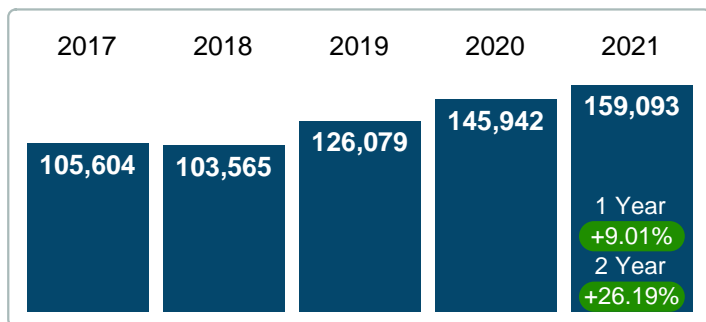
Area Delimited by County Of Muskogee



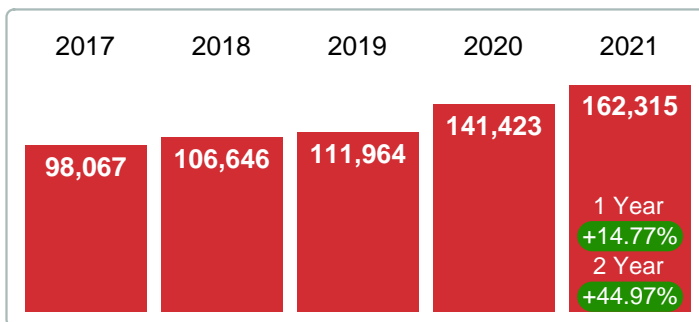
AVERAGE SOLD PRICE AT CLOSING

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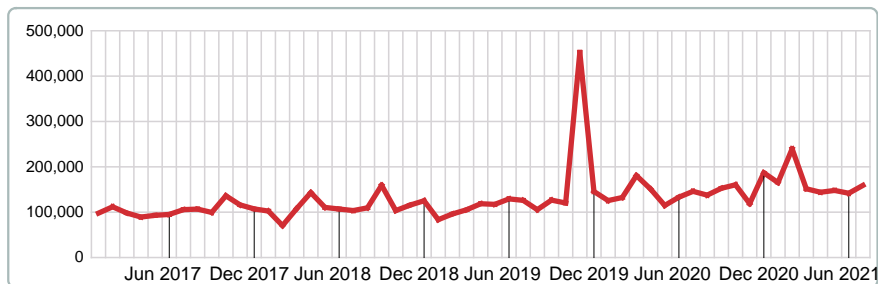
JULY



YEAR TO DATE (YTD)

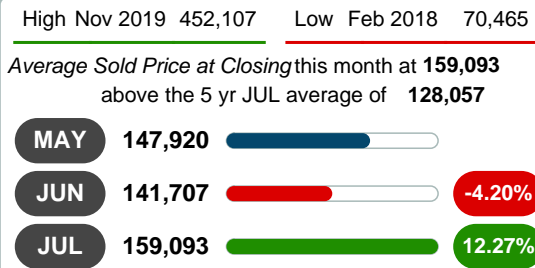


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 128,057



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	5	6.58%	16,420	11,050	20,000	0	0
\$25,001 - \$50,000	6	7.89%	34,000	34,875	32,250	0	0
\$50,001 - \$75,000	10	13.16%	64,300	64,500	63,833	0	0
\$75,001 - \$150,000	20	26.32%	109,845	101,225	113,462	105,667	0
\$150,001 - \$200,000	16	21.05%	175,700	181,500	172,680	179,967	0
\$200,001 - \$300,000	11	14.47%	255,218	0	236,680	273,000	266,000
\$300,001 and up	8	10.53%	418,313	348,000	377,000	337,667	615,750
Average Sold Price			159,093	90,976	143,558	227,838	440,875
Total Closed Units		100%	159,093	21	38	13	4
Total Closed Volume			12,091,100	1.91M	5.46M	2.96M	1.76M

July 2021



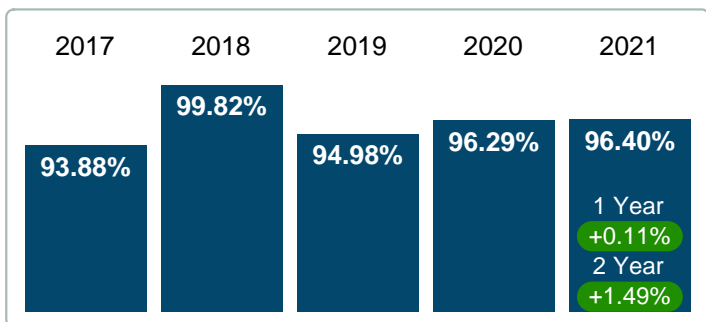
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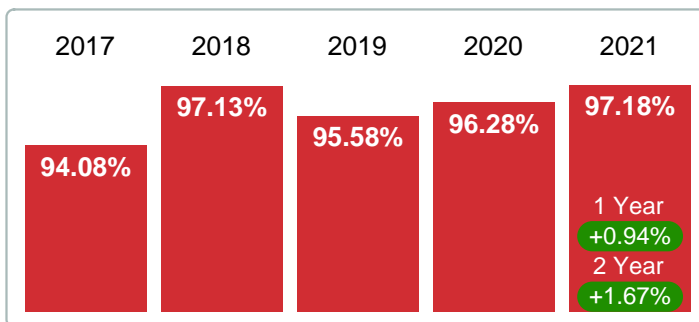
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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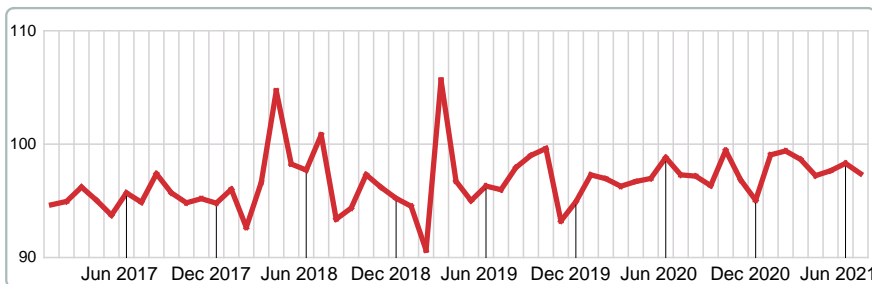
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

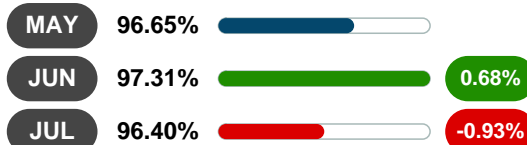


3 MONTHS

5 year JUL AVG = 96.27%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **96.40%**
equal to 5 yr JUL average of **96.27%**



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	5	6.58%	73.26%	80.00%	68.77%	0.00%	0.00%
\$25,001 \$50,000	6	7.89%	95.79%	96.32%	94.73%	0.00%	0.00%
\$50,001 \$75,000	10	13.16%	96.42%	96.78%	95.59%	0.00%	0.00%
\$75,001 \$150,000	20	26.32%	98.17%	100.93%	97.62%	96.90%	0.00%
\$150,001 \$200,000	16	21.05%	97.67%	95.25%	98.87%	96.06%	0.00%
\$200,001 \$300,000	11	14.47%	99.82%	0.00%	100.44%	98.52%	100.90%
\$300,001 and up	8	10.53%	99.59%	100.00%	100.00%	98.90%	100.00%
Average Sold/List Ratio		96.40%		95.82%	95.85%	97.67%	100.45%
Total Closed Units		76	100%	21	38	13	4
Total Closed Volume		12,091,100		1.91M	5.46M	2.96M	1.76M

July 2021



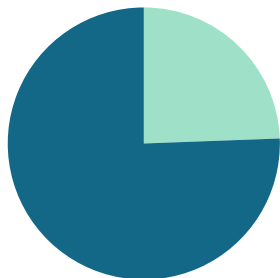
Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Aug 10, 2021 for MLS Technology Inc.

INVENTORY

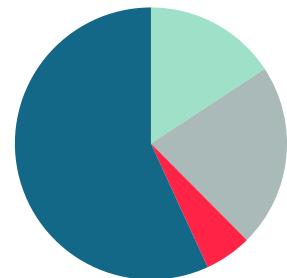


Inventory
 New Listings
114 = 24.41%
 Start Inventory
353
 Total Inventory Units
467
 Volume
\$84,167,082

Market Activity

Closed Sales
76 = 15.77%
 Pending Sales
105 = 21.78%
 Other Off Market
27 = 5.60%
 Active Inventory
274 = 56.85%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	82	76	-7.32%	420	484	15.24%
Pending Sales	83	105	26.51%	496	547	10.28%
New Listings	108	114	5.56%	741	708	-4.45%
Average List Price	156,373	162,071	3.64%	147,474	165,114	11.96%
Average Sale Price	145,942	159,093	9.01%	141,423	162,315	14.77%
Average Percent of Selling Price to List Price	96.29%	96.40%	0.11%	96.28%	97.18%	0.94%
Average Days on Market to Sale	41.83	29.89	-28.53%	43.04	34.00	-21.01%
Monthly Inventory	384	274	-28.65%	384	274	-28.65%
Months Supply of Inventory	6.14	3.89	-36.58%	6.14	3.89	-36.58%

Absorption: Last 12 months, an Average of **70** Sales/Month

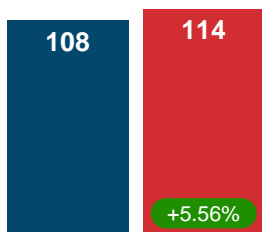
Inventory on July 31, 2021 = **274**

2020 **2021**

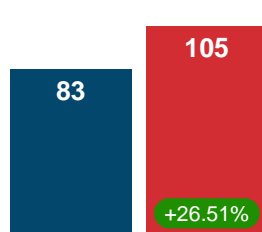
JULY MARKET

AVERAGE PRICES

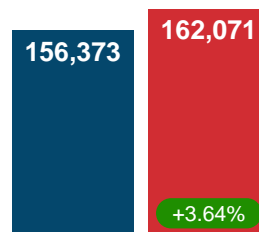
New Listings



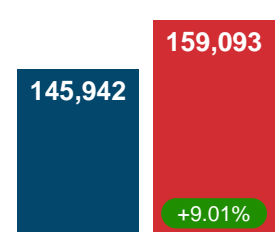
Pending Listings



List Price



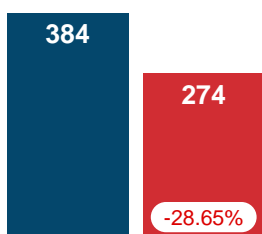
Sale Price



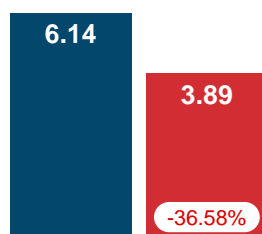
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

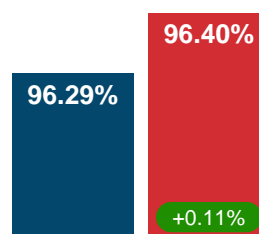
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

