

# June 2021



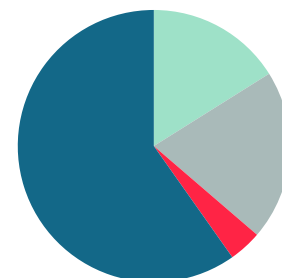
Area Delimited by County Of Muskogee



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 12, 2021 for MLS Technology Inc.

Compared Metrics	2020	June 2021	+/-%
Closed Listings	78	74	-5.13%
Pending Listings	75	93	24.00%
New Listings	101	129	27.72%
Average List Price	137,505	143,205	4.15%
Average Sale Price	133,113	141,707	6.46%
Average Percent of Selling Price to List Price	97.82%	97.31%	-0.52%
Average Days on Market to Sale	37.78	37.38	-1.07%
End of Month Inventory	400	275	-31.25%
Months Supply of Inventory	6.54	3.88	-40.70%



■ Closed (16.09%)  
■ Pending (20.22%)  
■ Other OffMarket (3.91%)  
■ Active (59.78%)

**Absorption:** Last 12 months, an Average of **71** Sales/Month  
**Active Inventory** as of June 30, 2021 = **275**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2021 decreased **31.25%** to 275 existing homes available for sale. Over the last 12 months this area has had an average of 71 closed sales per month. This represents an unsold inventory index of **3.88** 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 **6.46%** in June 2021 to \$141,707 versus the previous year at \$133,113.

#### Average Days on Market Shortens

The average number of **37.38** days that homes spent on the market before selling decreased by 0.40 days or **1.07%** in June 2021 compared to last year's same month at **37.78** DOM.

#### Sales Success for June 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 129 New Listings in June 2021, up **27.72%** from last year at 101. Furthermore, there were 74 Closed Listings this month versus last year at 78, a **-5.13%** decrease.

Closed versus Listed trends yielded a **57.4%** ratio, down from previous year's, June 2020, at **77.2%**, a **25.72%** downswing. 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

# June 2021



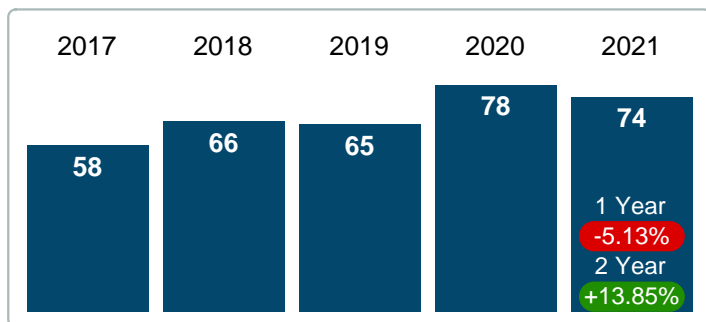
Area Delimited by County Of Muskogee



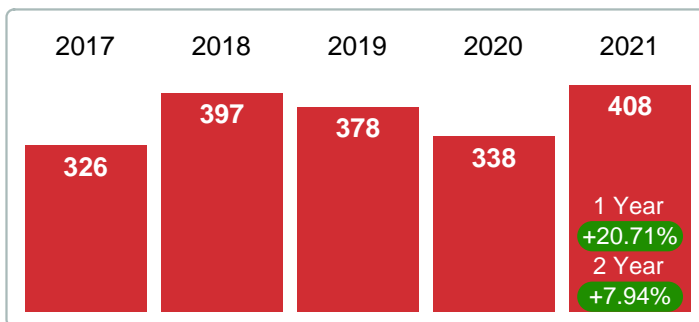
## CLOSED LISTINGS

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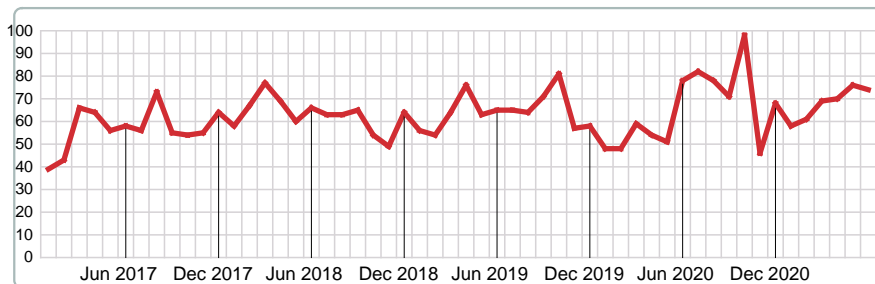
### JUNE



### YEAR TO DATE (YTD)

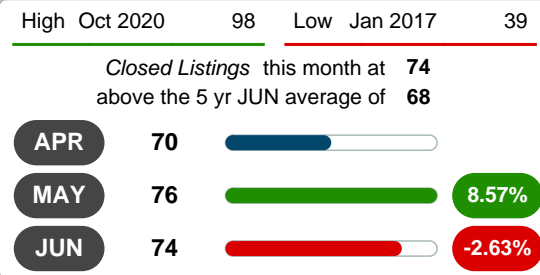


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN 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
\$20,000 and less	6	8.11%	103.0	5	1	0	0
\$20,001 - \$30,000	9	12.16%	60.7	5	4	0	0
\$30,001 - \$70,000	12	16.22%	28.1	8	4	0	0
\$70,001 - \$150,000	17	22.97%	37.4	5	10	2	0
\$150,001 - \$210,000	11	14.86%	5.5	1	9	1	0
\$210,001 - \$280,000	11	14.86%	30.3	2	5	4	0
\$280,001 and up	8	10.81%	29.4	0	2	5	1
<b>Total Closed Units</b>	<b>74</b>			<b>26</b>	<b>35</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>10,486,350</b>	<b>100%</b>	<b>37.4</b>	<b>1.81M</b>	<b>4.83M</b>	<b>3.46M</b>	<b>389.90K</b>
<b>Average Closed Price</b>	<b>\$141,707</b>			<b>\$69,492</b>	<b>\$138,087</b>	<b>\$288,050</b>	<b>\$389,900</b>

# June 2021



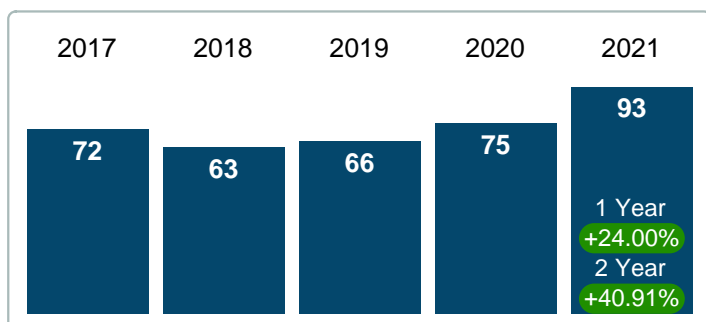
Area Delimited by County Of Muskogee



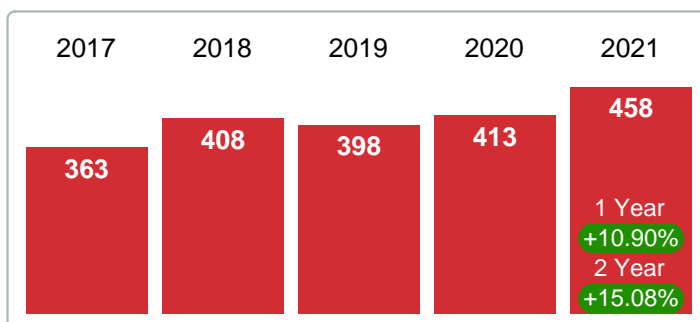
## PENDING LISTINGS

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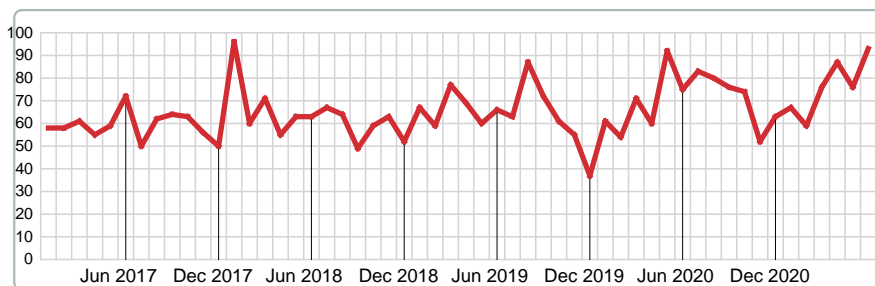
### JUNE



### YEAR TO DATE (YTD)

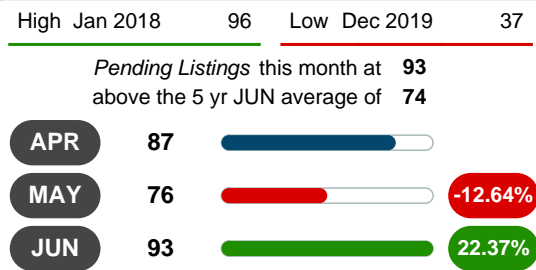


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN 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
\$25,000 and less	4	4.30%	50.0	3	1	0	0
\$25,001 - \$50,000	13	13.98%	58.0	10	3	0	0
\$50,001 - \$75,000	9	9.68%	21.6	6	2	1	0
\$75,001 - \$175,000	29	31.18%	13.6	7	18	4	0
\$175,001 - \$225,000	14	15.05%	49.8	2	8	4	0
\$225,001 - \$375,000	13	13.98%	24.5	2	6	4	1
\$375,001 and up	11	11.83%	27.9	2	2	6	1
<b>Total Pending Units</b>	<b>93</b>			<b>32</b>	<b>40</b>	<b>19</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>16,647,850</b>	<b>100%</b>	<b>61.8</b>	<b>3.39M</b>	<b>6.76M</b>	<b>5.53M</b>	<b>967.50K</b>
<b>Average Listing Price</b>	<b>\$183,800</b>			<b>\$106,075</b>	<b>\$168,894</b>	<b>\$291,063</b>	<b>\$483,750</b>

# June 2021



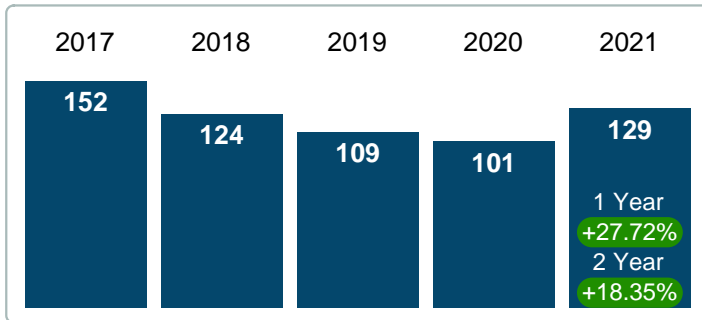
Area Delimited by County Of Muskogee



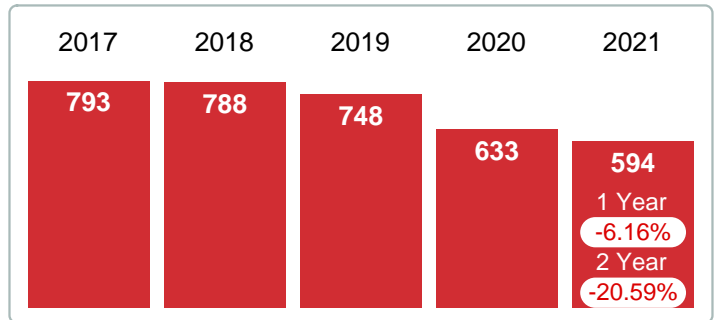
## NEW LISTINGS

Report produced on Jul 12, 2021 for MLS Technology Inc.

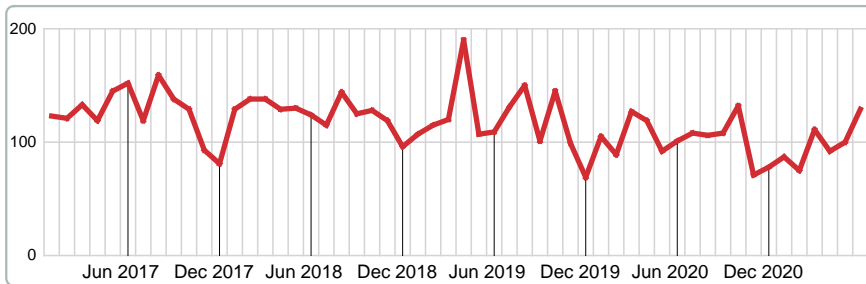
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 123

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 129  
above the 5 yr JUN average of 123



### 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	11	8.53%	9	2	0	0
\$25,001 - \$50,000	8	6.20%	6	2	0	0
\$50,001 - \$75,000	14	10.85%	9	5	0	0
\$75,001 - \$175,000	47	36.43%	15	27	4	1
\$175,001 - \$225,000	17	13.18%	1	10	6	0
\$225,001 - \$375,000	15	11.63%	6	5	4	0
\$375,001 and up	17	13.18%	4	2	8	3
<b>Total New Listed Units</b>	<b>129</b>		<b>50</b>	<b>53</b>	<b>22</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>24,934,035</b>	<b>100%</b>	<b>7.97M</b>	<b>7.87M</b>	<b>7.43M</b>	<b>1.66M</b>
<b>Average New Listed Listing Price</b>	<b>\$193,500</b>		<b>\$159,467</b>	<b>\$148,536</b>	<b>\$337,591</b>	<b>\$415,325</b>

# June 2021



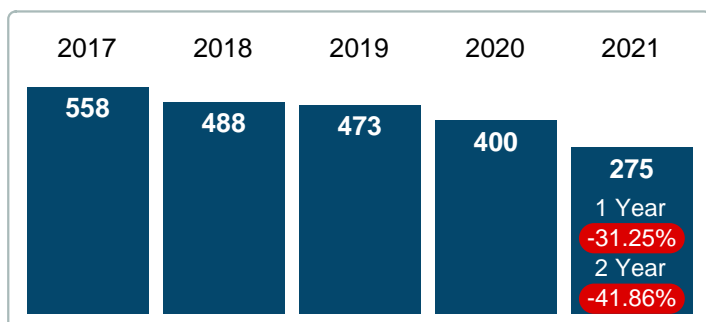
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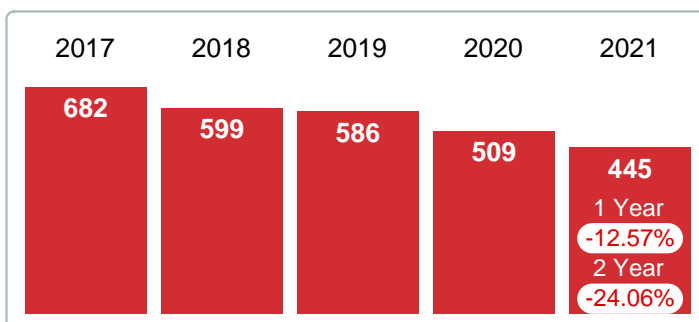
## ACTIVE INVENTORY

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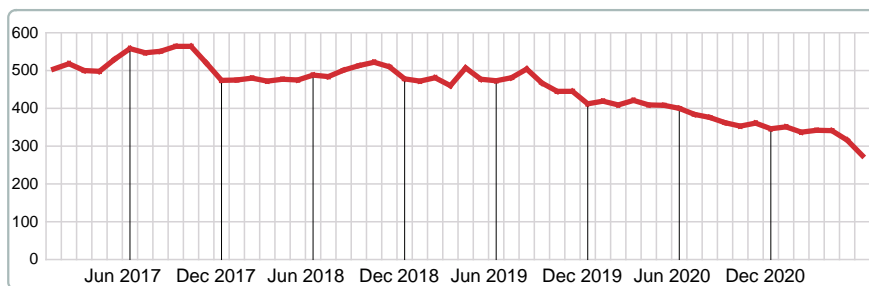
### END OF JUNE



### ACTIVE DURING JUNE

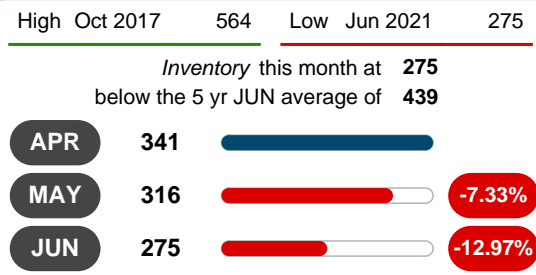


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 439



### 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	55	20.00%	140.4	51	4	0	0
\$25,001-\$50,000	26	9.45%	127.0	23	2	0	1
\$50,001-\$150,000	94	34.18%	72.2	53	36	5	0
\$150,001-\$225,000	37	13.45%	90.8	24	8	4	1
\$225,001-\$450,000	36	13.09%	94.3	24	6	5	1
\$450,001 and up	27	9.82%	86.2	17	1	6	3
<b>Total Active Inventory by Units</b>	<b>275</b>			<b>192</b>	<b>57</b>	<b>20</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>53,371,485</b>	<b>100%</b>	<b>97.8</b>	<b>35.72M</b>	<b>7.74M</b>	<b>7.59M</b>	<b>2.32M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$194,078</b>			<b>\$186,033</b>	<b>\$135,868</b>	<b>\$379,570</b>	<b>\$386,217</b>

# June 2021



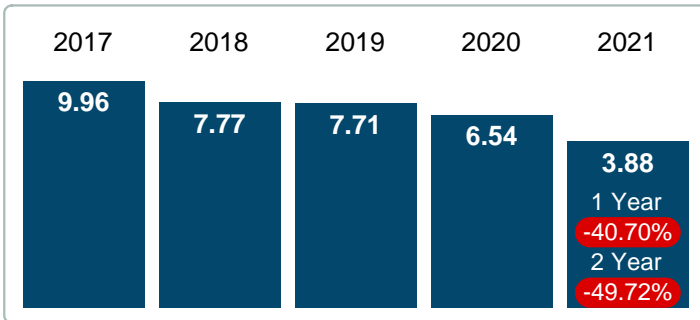
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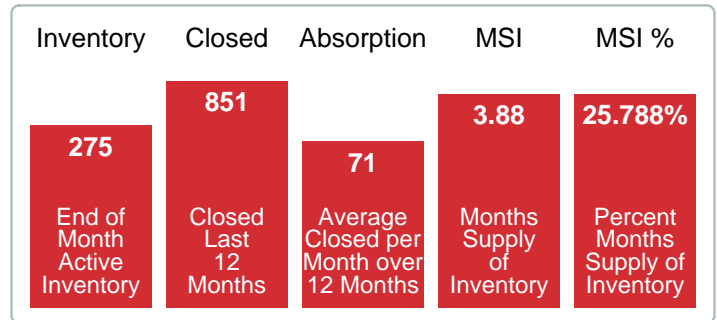
## MONTHS SUPPLY of INVENTORY (MSI)

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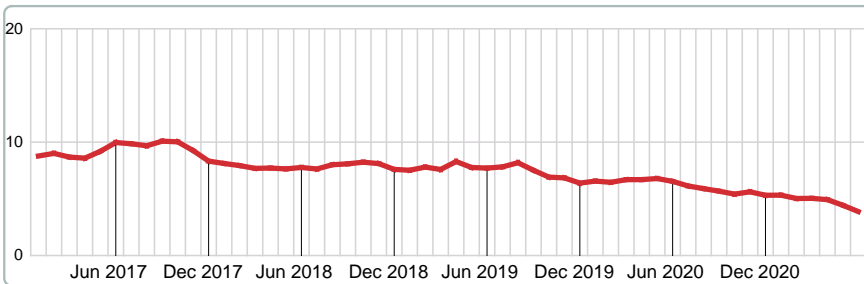
### MSI FOR JUNE



### INDICATORS FOR JUNE 2021



### 5 YEAR MARKET ACTIVITY TRENDS

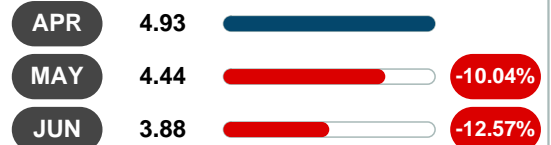


### 3 MONTHS

5 year JUN AVG = 7.17

High Sep 2017 10.09 Low Jun 2021 3.88

Months Supply this month at **3.88**  
below the 5 yr JUN average of **7.17**



### 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	1.45%	3.00	3.69	0.00	0.00	0.00
\$10,001 - \$30,000	59	21.45%	10.41	15.43	2.61	0.00	0.00
\$30,001 - \$70,000	38	13.82%	3.23	4.97	1.68	0.00	6.00
\$70,001 - \$150,000	74	26.91%	3.07	7.38	1.87	1.71	0.00
\$150,001 - \$230,000	38	13.82%	2.44	19.20	0.84	1.33	1.71
\$230,001 - \$450,000	35	12.73%	3.31	16.00	1.30	1.11	1.33
\$450,001 and up	27	9.82%	14.09	20.40	1.71	12.00	0.00
Market Supply of Inventory (MSI)			3.88	9.89	1.53	1.62	3.27
Total Active Inventory by Units		100%	3.88	192	57	20	6

# June 2021



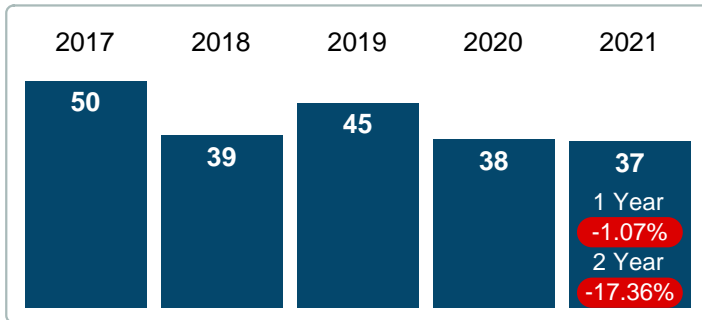
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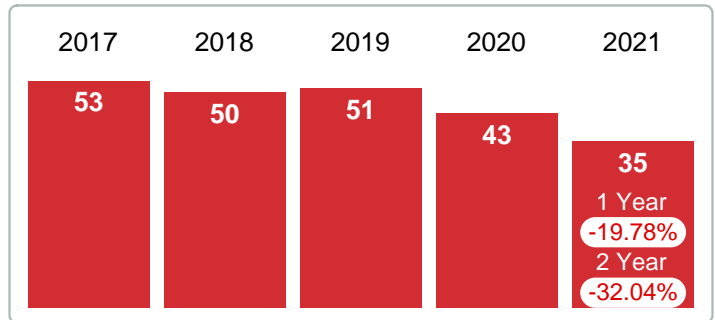
## AVERAGE DAYS ON MARKET TO SALE

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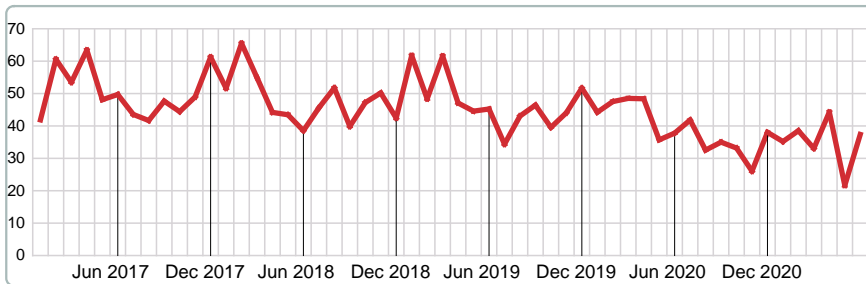
### JUNE



### YEAR TO DATE (YTD)

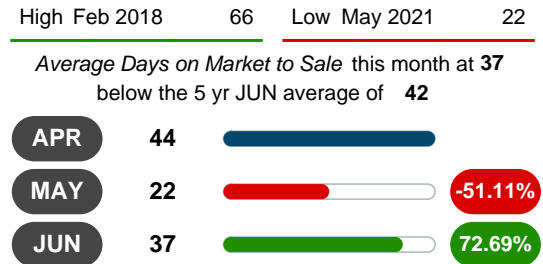


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 42



### 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
\$20,000 and less	8.11%	103	79	225	0	0
\$20,001 - \$30,000	12.16%	61	79	38	0	0
\$30,001 - \$70,000	16.22%	28	27	30	0	0
\$70,001 - \$150,000	22.97%	37	24	46	28	0
\$150,001 - \$210,000	14.86%	6	14	5	6	0
\$210,001 - \$280,000	14.86%	30	39	38	16	0
\$280,001 and up	10.81%	29	0	17	40	1
<b>Average Closed DOM</b>		<b>37</b>	<b>47</b>	<b>35</b>	<b>27</b>	<b>1</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>37</b>	<b>26</b>	<b>35</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>10,486,350</b>	<b>1.81M</b>	<b>4.83M</b>	<b>3.46M</b>	<b>389.90K</b>

# June 2021



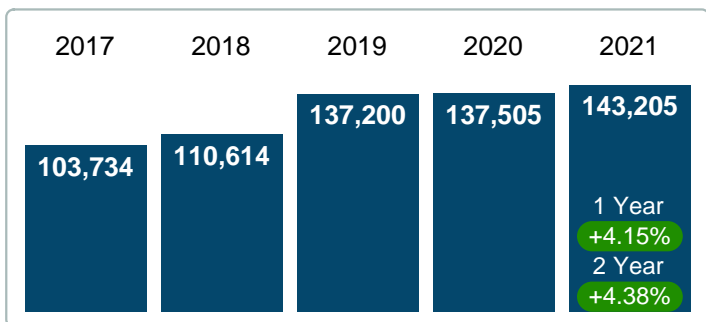
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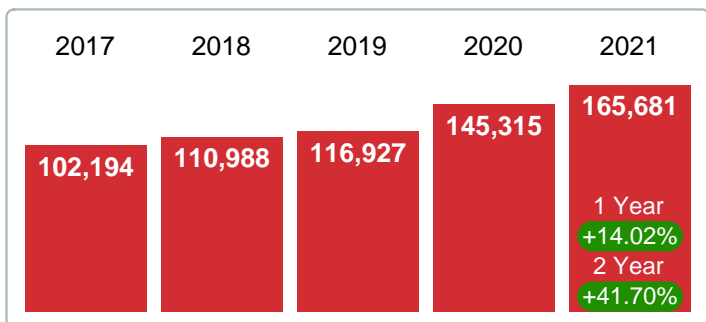
## AVERAGE LIST PRICE AT CLOSING

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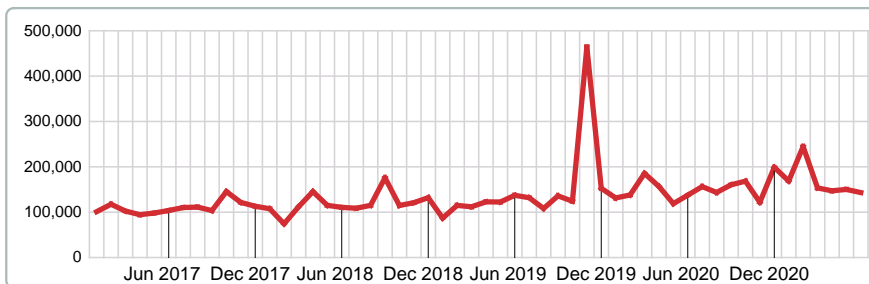
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

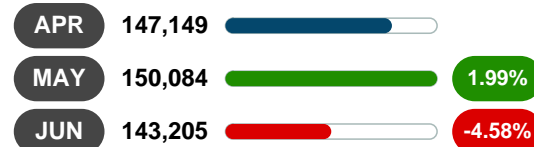


### 3 MONTHS

5 year JUN AVG = 126,452

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

Average List Price at Closing this month at **143,205**  
above the 5 yr JUN average of **126,452**



### 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
\$20,000 and less	6.76%	15,480	15,480	22,900	0	0
\$20,001 \$30,000	9.46%	25,829	30,760	25,875	0	0
\$30,001 \$70,000	20.27%	51,780	57,288	57,250	0	0
\$70,001 \$150,000	22.97%	112,265	97,380	114,680	132,400	0
\$150,001 \$210,000	17.57%	178,523	200,000	169,311	178,000	0
\$210,001 \$280,000	10.81%	240,963	282,500	236,560	222,225	0
\$280,001 and up	12.16%	378,367	0	309,500	421,280	389,900
<b>Average List Price</b>		<b>143,205</b>	<b>74,669</b>	<b>137,937</b>	<b>286,508</b>	<b>389,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>143,205</b>	<b>26</b>	<b>35</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>10,597,199</b>	<b>1.94M</b>	<b>4.83M</b>	<b>3.44M</b>	<b>389.90K</b>



# June 2021



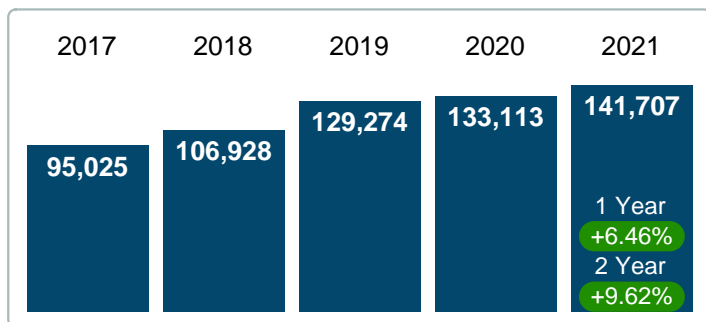
Area Delimited by County Of Muskogee



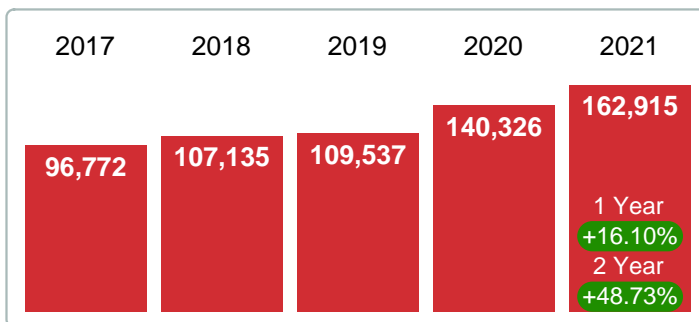
## AVERAGE SOLD PRICE AT CLOSING

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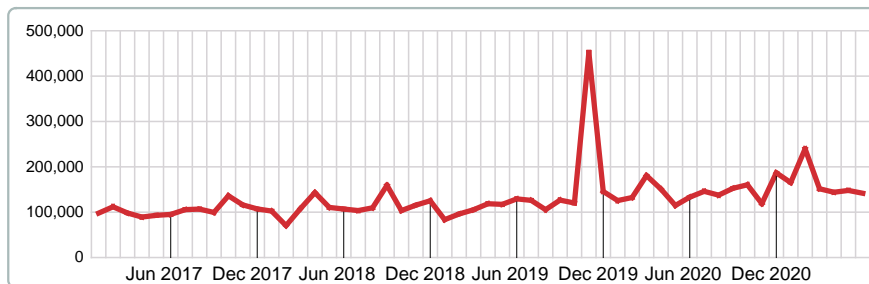
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

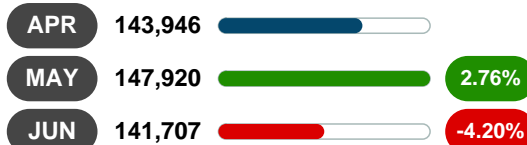


### 3 MONTHS

5 year JUN AVG = 121,209

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

Average Sold Price at Closing this month at **141,707** above the 5 yr JUN average of **121,209**



### 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
\$20,000 and less	8.11%	15,583	15,100	18,000	0	0
\$20,001 - \$30,000	12.16%	26,100	26,380	25,750	0	0
\$30,001 - \$70,000	16.22%	53,104	53,113	53,088	0	0
\$70,001 - \$150,000	22.97%	108,641	91,900	114,250	122,450	0
\$150,001 - \$210,000	14.86%	172,764	185,000	171,711	170,000	0
\$210,001 - \$280,000	14.86%	238,591	265,000	240,560	222,925	0
\$280,001 and up	10.81%	393,613	0	304,500	430,000	389,900
<b>Average Sold Price</b>		<b>141,707</b>	<b>69,492</b>	<b>138,087</b>	<b>288,050</b>	<b>389,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>141,707</b>	<b>26</b>	<b>35</b>	<b>12</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>10,486,350</b>	<b>1.81M</b>	<b>4.83M</b>	<b>3.46M</b>	<b>389.90K</b>

# June 2021



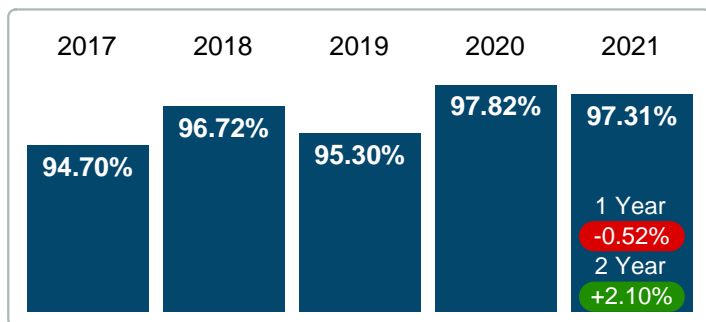
Area Delimited by County Of Muskogee



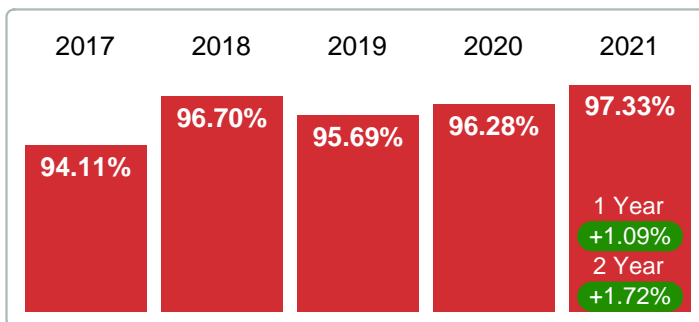
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 12, 2021 for MLS Technology Inc.

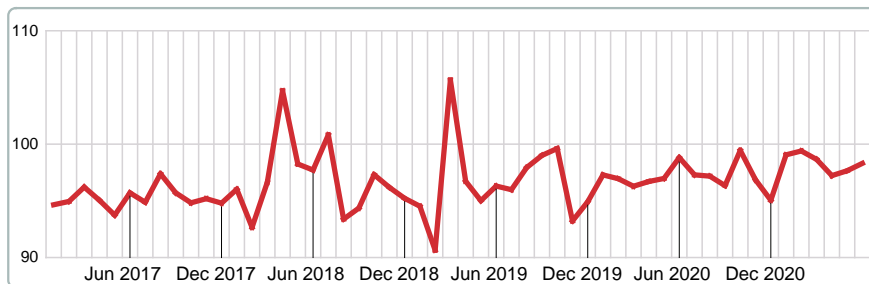
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

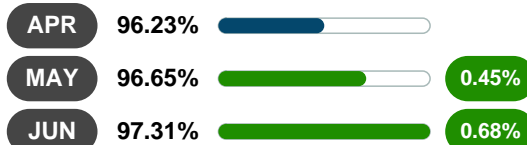


### 3 MONTHS

5 year JUN AVG = 96.37%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **97.31%**  
above the 5 yr JUN average of **96.37%**



### 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
\$20,000 and less	6	8.11%	93.48%	96.46%	78.60%	0.00%	0.00%
\$20,001 \$30,000	9	12.16%	92.62%	86.94%	99.71%	0.00%	0.00%
\$30,001 \$70,000	12	16.22%	93.46%	93.73%	92.93%	0.00%	0.00%
\$70,001 \$150,000	17	22.97%	98.40%	95.35%	100.97%	93.13%	0.00%
\$150,001 \$210,000	11	14.86%	100.05%	92.50%	101.40%	95.51%	0.00%
\$210,001 \$280,000	11	14.86%	99.92%	93.82%	102.01%	100.36%	0.00%
\$280,001 and up	8	10.81%	101.52%	0.00%	98.48%	103.04%	100.00%
Average Sold/List Ratio		97.30%		93.22%	99.39%	99.87%	100.00%
Total Closed Units		74	100%	26	35	12	1
Total Closed Volume		10,486,350		1.81M	4.83M	3.46M	389.90K

# June 2021



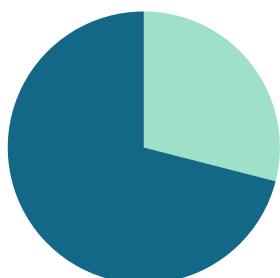
Area Delimited by County Of Muskogee



## MARKET SUMMARY

Report produced on Jul 12, 2021 for MLS Technology Inc.

### INVENTORY

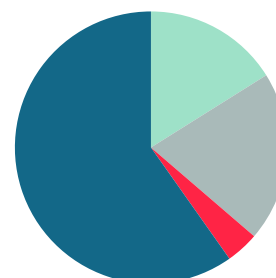


**Inventory**  
 New Listings  
**129 = 28.99%**  
 Start Inventory  
**316**  
 Total Inventory Units  
**445**  
 Volume  
**\$81,102,534**

### Market Activity

Closed Sales  
**74 = 16.09%**  
 Pending Sales  
**93 = 20.22%**  
 Other Off Market  
**18 = 3.91%**  
 Active Inventory  
**275 = 59.78%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	78	74	-5.13%	338	408	20.71%
Pending Sales	75	93	24.00%	413	458	10.90%
New Listings	101	129	27.72%	633	594	-6.16%
Average List Price	137,505	143,205	4.15%	145,315	165,681	14.02%
Average Sale Price	133,113	141,707	6.46%	140,326	162,915	16.10%
Average Percent of Selling Price to List Price	97.82%	97.31%	-0.52%	96.28%	97.33%	1.09%
Average Days on Market to Sale	37.78	37.38	-1.07%	43.33	34.76	-19.78%
Monthly Inventory	400	275	-31.25%	400	275	-31.25%
Months Supply of Inventory	6.54	3.88	-40.70%	6.54	3.88	-40.70%

**Absorption:** Last 12 months, an Average of **71** Sales/Month

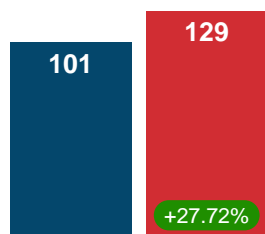
**Inventory** on June 30, 2021 = **275**

**2020** **2021**

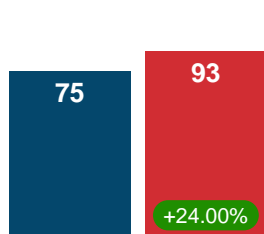
### JUNE MARKET

### AVERAGE PRICES

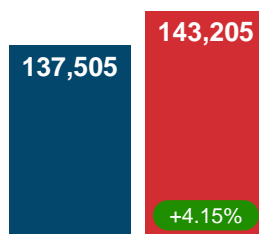
#### New Listings



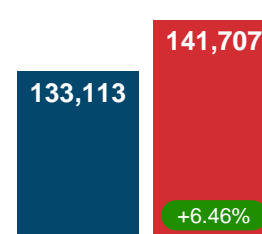
#### Pending Listings



#### List Price



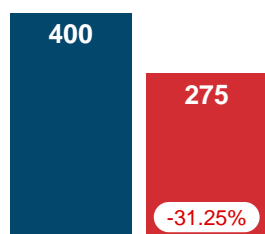
#### Sale Price



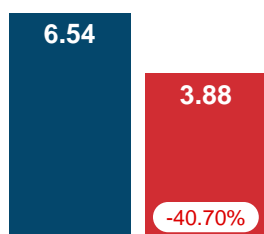
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

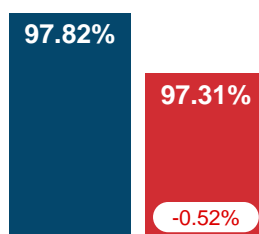
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

