

# October 2021

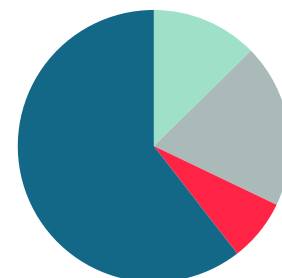
Area Delimited by County Of Muskogee



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	98	65	-33.67%
Pending Listings	74	100	35.14%
New Listings	132	124	-6.06%
Average List Price	168,348	154,577	-8.18%
Average Sale Price	160,396	154,062	-3.95%
Average Percent of Selling Price to List Price	98.45%	100.13%	1.71%
Average Days on Market to Sale	33.17	26.94	-18.80%
End of Month Inventory	354	311	-12.15%
Months Supply of Inventory	5.43	4.52	-16.83%



■ Closed (12.65%)  
■ Pending (19.46%)  
■ Other OffMarket (7.39%)  
■ Active (60.51%)

**Absorption:** Last 12 months, an Average of **69** Sales/Month  
**Active Inventory** as of October 31, 2021 = **311**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2021 decreased **12.15%** to 311 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **4.52** 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 **3.95%** in October 2021 to \$154,062 versus the previous year at \$160,396.

#### Average Days on Market Shortens

The average number of **26.94** days that homes spent on the market before selling decreased by 6.24 days or **18.80%** in October 2021 compared to last year's same month at **33.17** DOM.

#### Sales Success for October 2021 is Positive

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

There were 124 New Listings in October 2021, down **6.06%** from last year at 132. Furthermore, there were 65 Closed Listings this month versus last year at 98, a **-33.67%** decrease.

Closed versus Listed trends yielded a **52.4%** ratio, down from previous year's, October 2020, at **74.2%**, a **29.39%** 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

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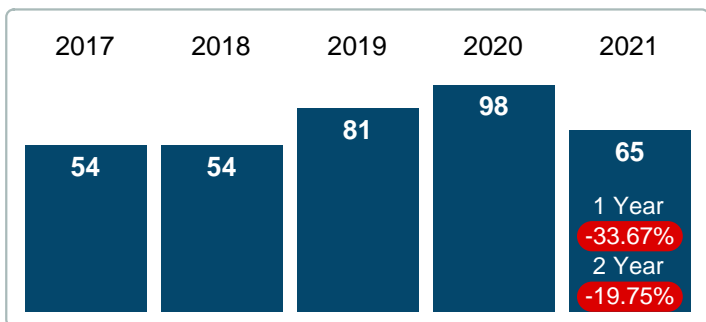
Area Delimited by County Of Muskogee



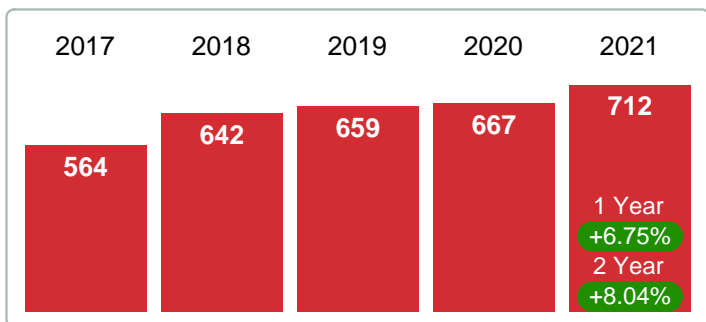
## CLOSED LISTINGS

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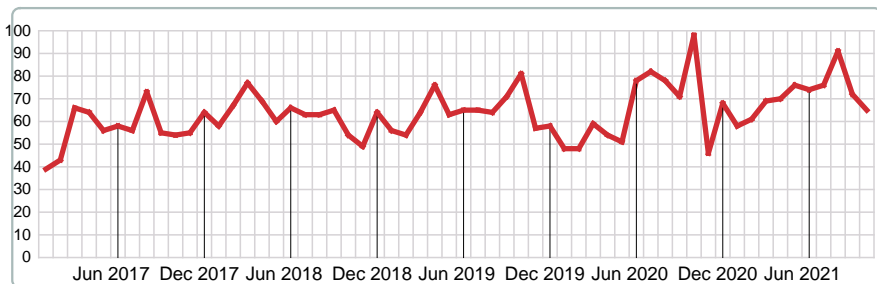
### OCTOBER



### YEAR TO DATE (YTD)

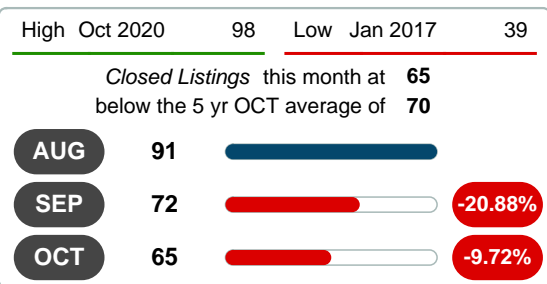


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 70



### 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	6.15%	108.8	4	0	0	0
\$25,001 - \$75,000	8	12.31%	20.4	4	4	0	0
\$75,001 - \$100,000	4	6.15%	22.0	2	2	0	0
\$100,001 - \$150,000	24	36.92%	18.2	4	18	2	0
\$150,001 - \$150,000	0	0.00%	0.0	0	0	0	0
\$150,001 - \$325,000	18	27.69%	24.9	1	13	4	0
\$325,001 and up	7	10.77%	25.7	0	3	2	2
<b>Total Closed Units</b>	<b>65</b>			<b>15</b>	<b>40</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>10,014,016</b>	<b>100%</b>	<b>26.9</b>	<b>1.12M</b>	<b>6.33M</b>	<b>1.81M</b>	<b>755.00K</b>
<b>Average Closed Price</b>	<b>\$154,062</b>			<b>\$74,540</b>	<b>\$158,247</b>	<b>\$226,378</b>	<b>\$377,500</b>

# October 2021



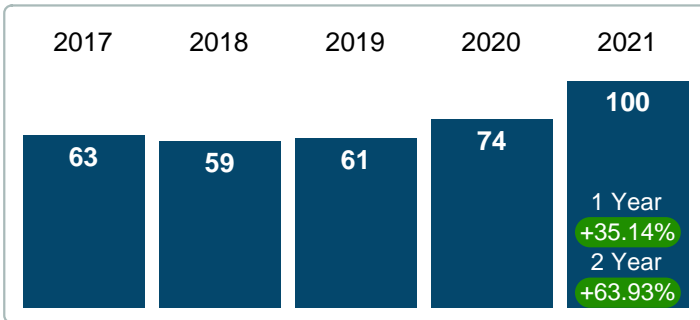
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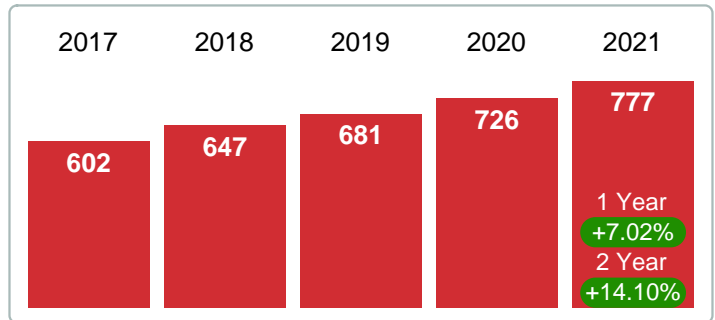
## PENDING LISTINGS

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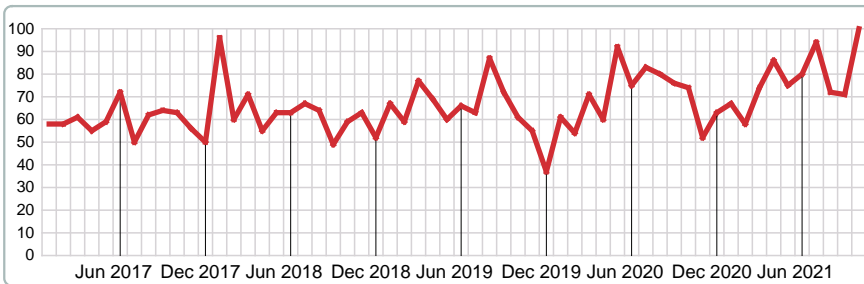
### OCTOBER



### YEAR TO DATE (YTD)

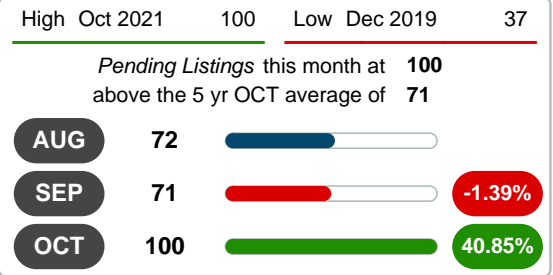


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 71



### 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	4.00%	29.8	3	1	0	0
\$25,001 - \$75,000	19	19.00%	36.2	13	5	1	0
\$75,001 - \$125,000	16	16.00%	17.1	6	10	0	0
\$125,001 - \$175,000	24	24.00%	36.9	4	17	3	0
\$175,001 - \$225,000	11	11.00%	27.6	0	10	0	1
\$225,001 - \$325,000	15	15.00%	36.6	1	7	7	0
\$325,001 and up	11	11.00%	22.6	2	1	7	1
<b>Total Pending Units</b>	<b>100</b>			<b>29</b>	<b>51</b>	<b>18</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>17,907,698</b>	<b>100%</b>	<b>38.7</b>	<b>4.00M</b>	<b>8.15M</b>	<b>5.23M</b>	<b>524.90K</b>
<b>Average Listing Price</b>	<b>\$227,678</b>			<b>\$137,936</b>	<b>\$159,838</b>	<b>\$290,606</b>	<b>\$262,450</b>

# October 2021



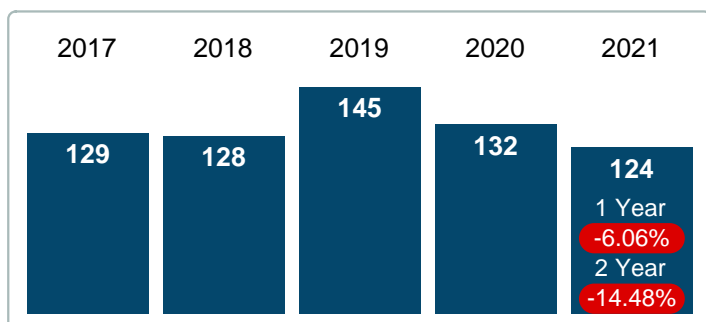
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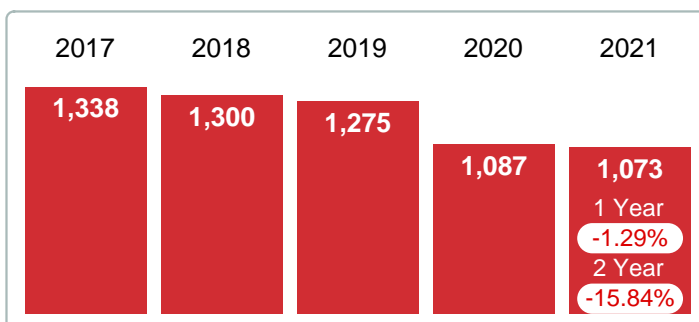
## NEW LISTINGS

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

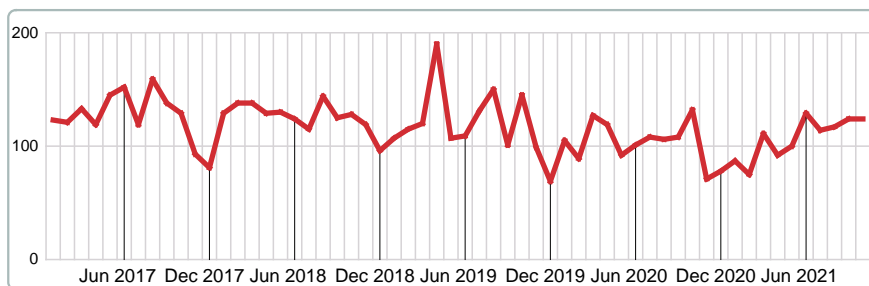
### OCTOBER



### YEAR TO DATE (YTD)

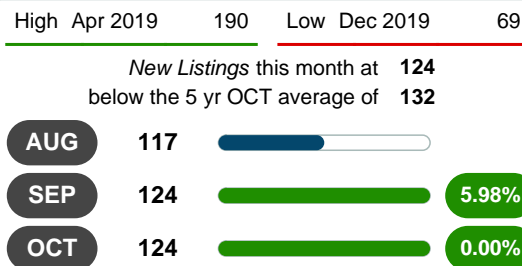


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 132



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	23	18.55%	21	1	1	0
\$25,001-\$25,000	0	0.00%	0	0	0	0
\$25,001-\$125,000	51	41.13%	37	12	2	0
\$125,001-\$200,000	22	17.74%	6	13	2	1
\$200,001-\$350,000	16	12.90%	3	8	4	1
\$350,001 and up	12	9.68%	3	1	7	1
<b>Total New Listed Units</b>	<b>124</b>		<b>70</b>	<b>35</b>	<b>16</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>18,907,200</b>	<b>100%</b>	<b>5.95M</b>	<b>6.53M</b>	<b>5.46M</b>	<b>970.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$250,140</b>		<b>\$84,981</b>	<b>\$186,560</b>	<b>\$341,181</b>	<b>\$323,333</b>

# October 2021



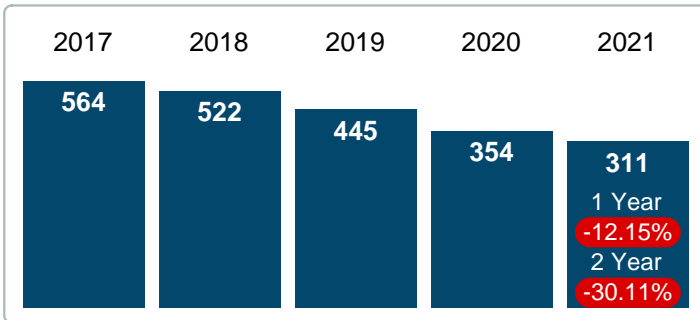
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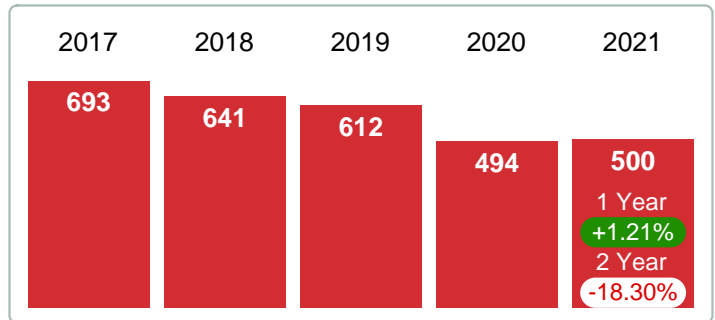
## ACTIVE INVENTORY

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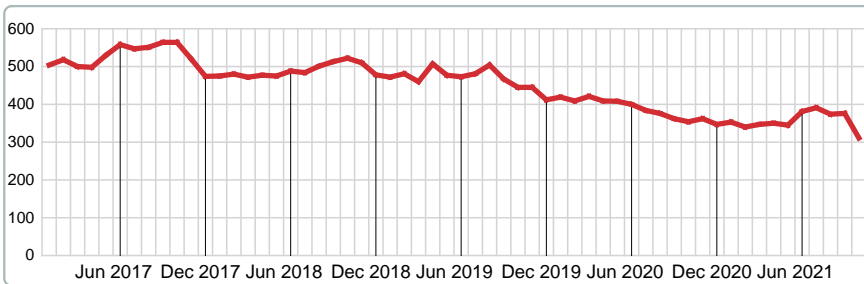
### END OF OCTOBER



### ACTIVE DURING OCTOBER

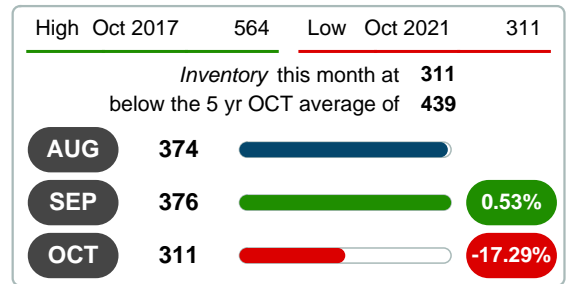


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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	64	20.58%	111.9	60	3	1	0
\$25,001-\$50,000	45	14.47%	70.1	36	6	2	1
\$50,001-\$125,000	80	25.72%	84.5	48	27	5	0
\$125,001-\$225,000	49	15.76%	81.0	25	19	4	1
\$225,001-\$425,000	40	12.86%	101.4	26	7	4	3
\$425,001 and up	33	10.61%	91.7	21	4	5	3
<b>Total Active Inventory by Units</b>	<b>311</b>			<b>216</b>	<b>66</b>	<b>21</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>62,752,849</b>	<b>100%</b>	<b>90.4</b>	<b>40.99M</b>	<b>12.00M</b>	<b>6.14M</b>	<b>3.62M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$201,778</b>			<b>\$189,761</b>	<b>\$181,874</b>	<b>\$292,400</b>	<b>\$452,550</b>

# October 2021



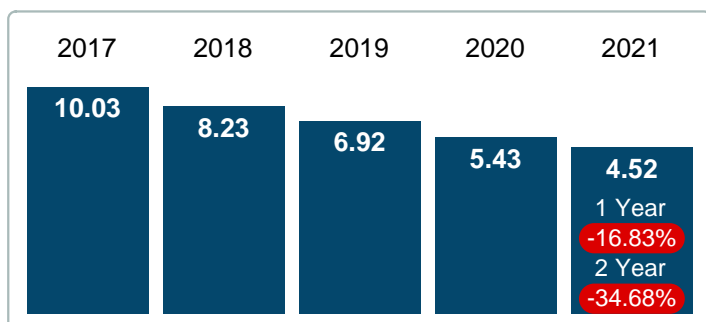
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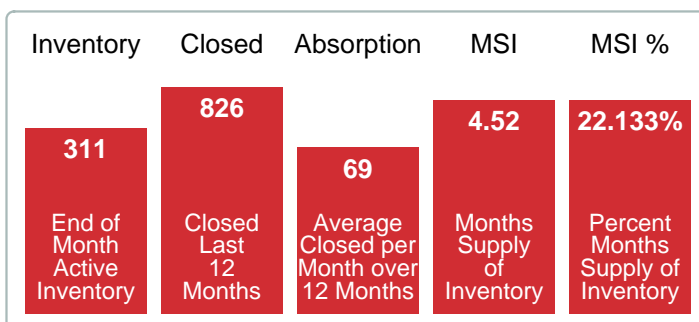
## MONTHS SUPPLY of INVENTORY (MSI)

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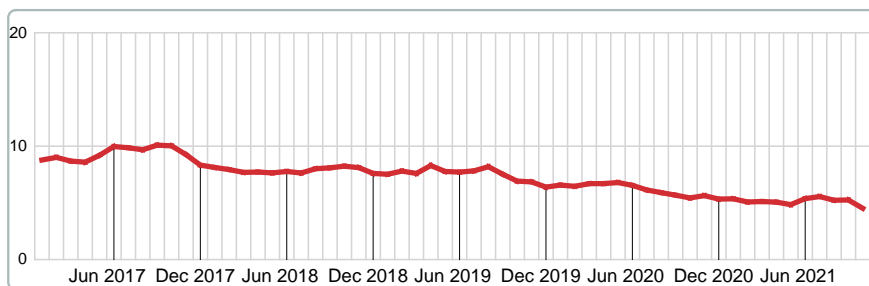
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021

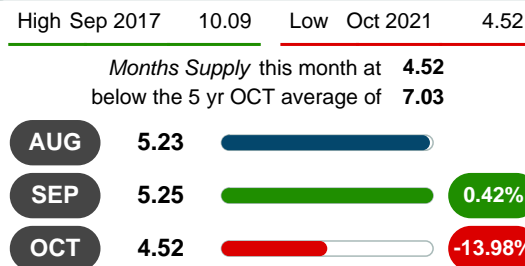


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 7.03



### 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	1.29%	3.43	4.00	0.00	0.00	0.00
\$10,001 - \$30,000	65	20.90%	12.58	20.33	1.64	6.00	0.00
\$30,001 - \$50,000	40	12.86%	8.28	9.79	4.00	24.00	12.00
\$50,001 - \$130,000	84	27.01%	3.69	6.52	2.23	2.61	0.00
\$130,001 - \$230,000	48	15.43%	2.25	9.86	1.28	1.09	4.00
\$230,001 - \$440,000	38	12.22%	3.40	17.05	1.11	0.92	2.67
\$440,001 and up	32	10.29%	13.24	30.00	6.86	5.45	12.00
Market Supply of Inventory (MSI)	4.52			11.12	1.82	1.87	4.17
Total Active Inventory by Units	311	100%	4.52	216	66	21	8

# October 2021



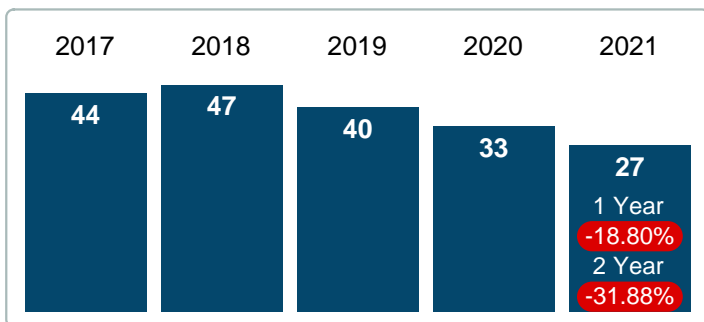
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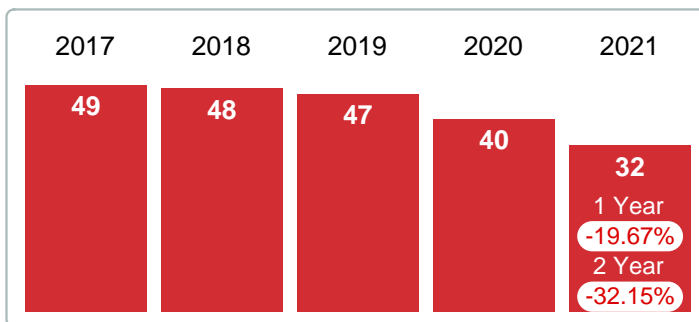
## AVERAGE DAYS ON MARKET TO SALE

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

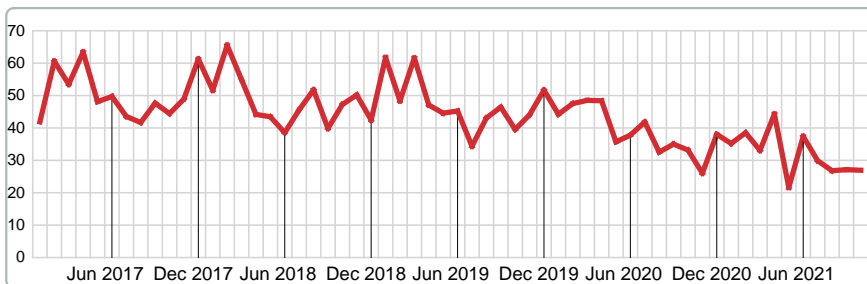
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 38

High Feb 2018 66 Low May 2021 22

Average Days on Market to Sale this month at 27 below the 5 yr OCT average of 38

Month	DOM	% Change
AUG	27	
SEP	27	1.20%
OCT	27	-0.69%

### 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	6.15%	109	109	0	0	0
\$25,001 - \$75,000	12.31%	20	10	31	0	0
\$75,001 - \$100,000	6.15%	22	26	19	0	0
\$100,001 - \$150,000	36.92%	18	25	17	13	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$325,000	27.69%	25	5	18	54	0
\$325,001 and up	10.77%	26	0	16	2	64
<b>Average Closed DOM</b>		<b>27</b>	<b>42</b>	<b>19</b>	<b>31</b>	<b>64</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>27</b>	<b>15</b>	<b>40</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,014,016</b>	<b>1.12M</b>	<b>6.33M</b>	<b>1.81M</b>	<b>755.00K</b>

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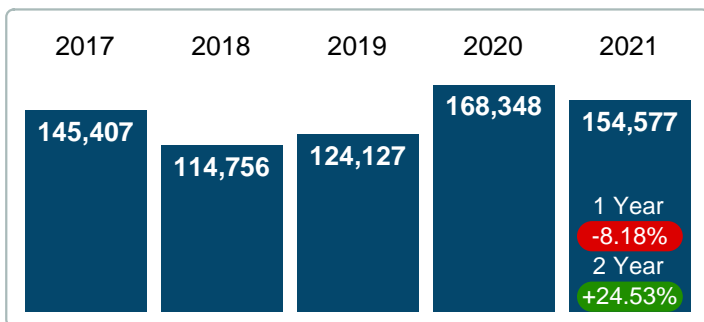
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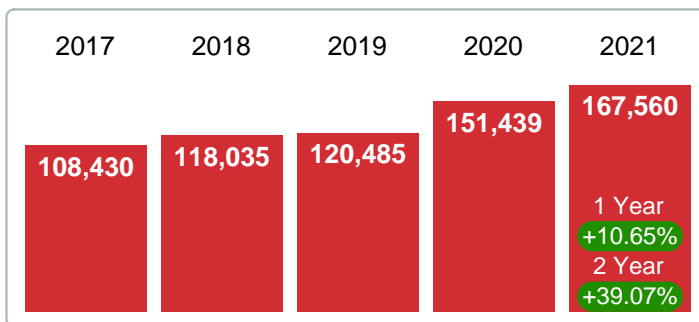
## AVERAGE LIST PRICE AT CLOSING

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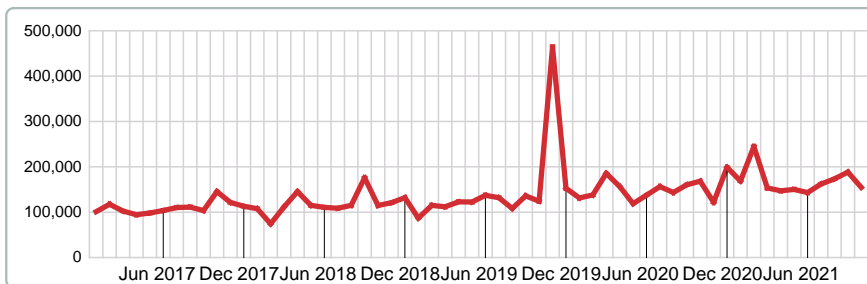
### OCTOBER



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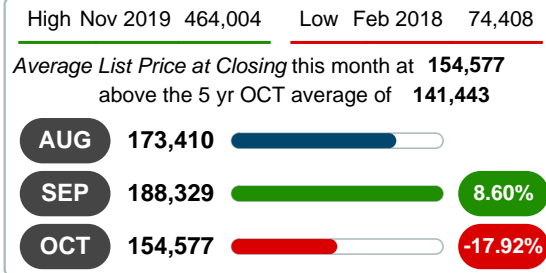


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 141,443



## 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	1.54%	17,500	30,000	0	0	0
\$25,001 - \$75,000	15.38%	50,800	68,625	57,500	0	0
\$75,001 - \$100,000	10.77%	96,643	96,250	100,000	0	0
\$100,001 - \$150,000	38.46%	128,052	109,375	125,767	145,000	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$325,000	24.62%	188,038	170,000	183,823	185,975	0
\$325,001 and up	9.23%	439,267	0	349,667	428,850	414,450
<b>Average List Price</b>		<b>154,577</b>	<b>79,633</b>	<b>153,312</b>	<b>236,450</b>	<b>414,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>154,577</b>	<b>15</b>	<b>40</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,047,499</b>	<b>1.19M</b>	<b>6.13M</b>	<b>1.89M</b>	<b>828.90K</b>



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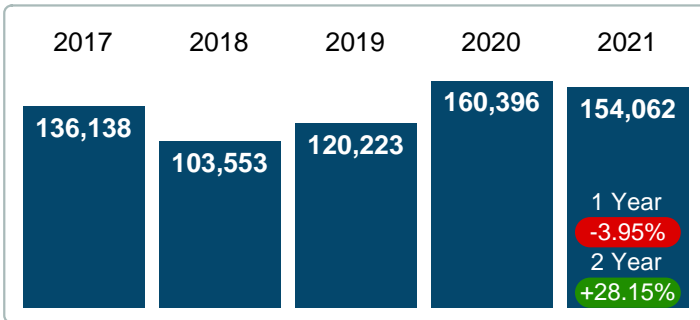
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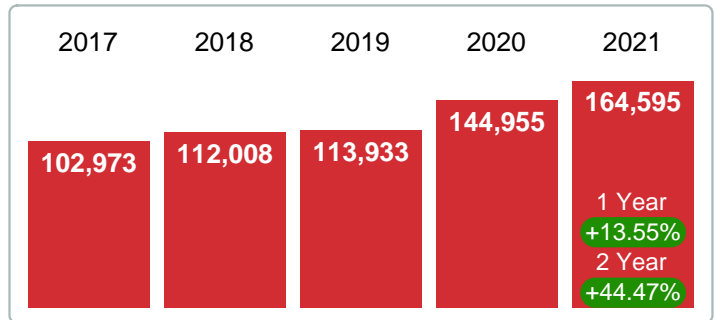
## AVERAGE SOLD PRICE AT CLOSING

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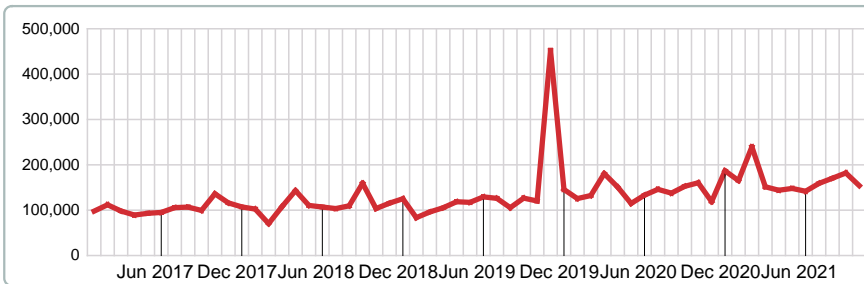
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

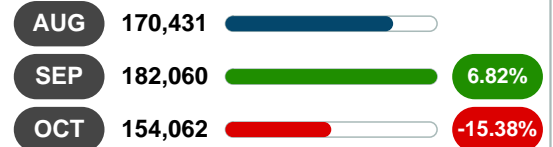


### 3 MONTHS

5 year OCT AVG = 134,874

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

Average Sold Price at Closing this month at 154,062 above the 5 yr OCT average of 134,874



### 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	6.15%	22,438	22,438	0	0	0
\$25,001 - \$75,000	12.31%	54,944	54,638	55,250	0	0
\$75,001 - \$100,000	6.15%	93,125	98,750	87,500	0	0
\$100,001 - \$150,000	36.92%	122,676	110,575	125,333	122,963	0
\$150,001 - \$150,000	0.00%	0	0	0	0	0
\$150,001 - \$325,000	27.69%	180,517	170,000	182,454	176,850	0
\$325,001 and up	10.77%	416,957	0	435,333	428,850	377,500
<b>Average Sold Price</b>		<b>154,062</b>	<b>74,540</b>	<b>158,247</b>	<b>226,378</b>	<b>377,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>154,062</b>	<b>15</b>	<b>40</b>	<b>8</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,014,016</b>	<b>1.12M</b>	<b>6.33M</b>	<b>1.81M</b>	<b>755.00K</b>

# October 2021



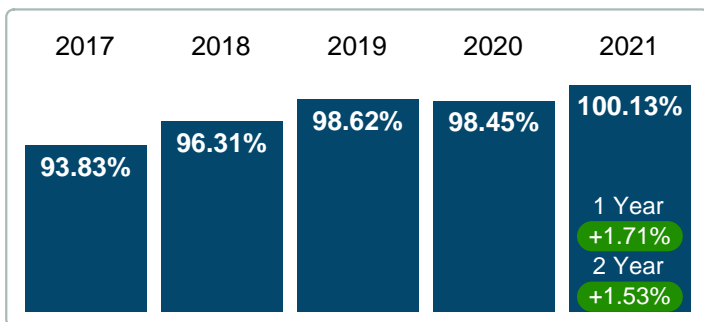
Area Delimited by County Of Muskogee



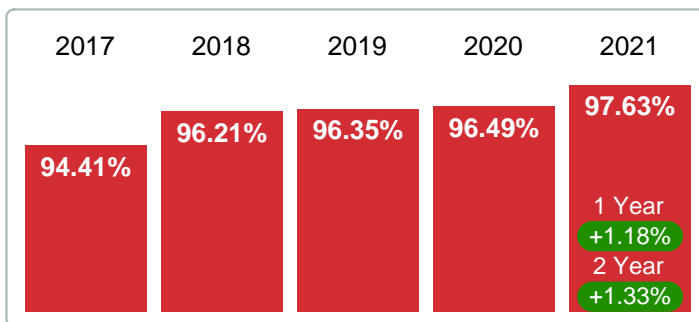
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

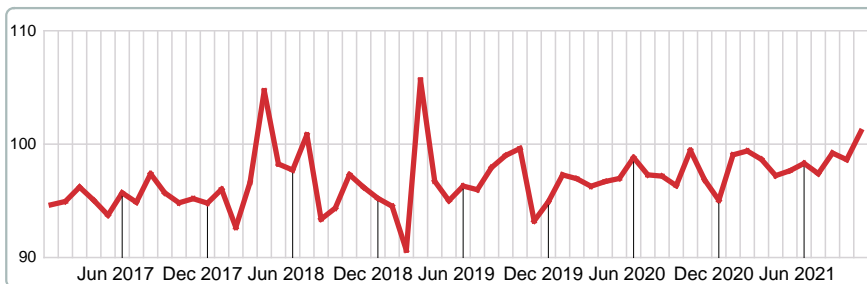
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

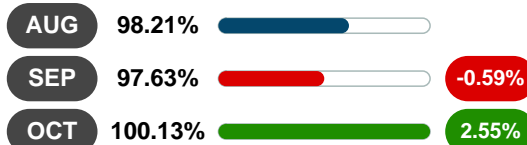


### 3 MONTHS

5 year OCT AVG = 97.46%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **100.13%**  
above the 5 yr OCT average of **97.46%**



### 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	6.15%	78.99%	78.99%	0.00%	0.00%	0.00%
\$25,001 - \$75,000	8	12.31%	87.74%	80.02%	95.47%	0.00%	0.00%
\$75,001 - \$100,000	4	6.15%	95.11%	102.63%	87.59%	0.00%	0.00%
\$100,001 - \$150,000	24	36.92%	98.90%	101.20%	99.99%	84.50%	0.00%
\$150,001 - \$150,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$150,001 - \$325,000	18	27.69%	98.87%	100.00%	99.40%	96.88%	0.00%
\$325,001 and up	7	10.77%	136.65%	0.00%	190.85%	100.00%	92.00%
Average Sold/List Ratio		100.10%		89.74%	105.54%	94.57%	92.00%
Total Closed Units		65	100%	15	40	8	2
Total Closed Volume		10,014,016		1.12M	6.33M	1.81M	755.00K

# October 2021



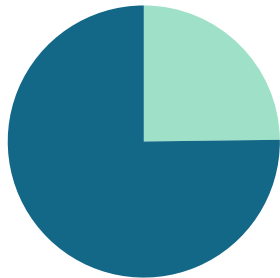
Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

### INVENTORY

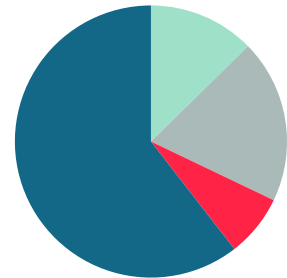


**Inventory**  
 New Listings  
**124 = 24.80%**  
 Start Inventory  
**376**  
 Total Inventory Units  
**500**  
 Volume  
**\$94,134,945**

### Market Activity

Closed Sales  
**65 = 12.65%**  
 Pending Sales  
**100 = 19.46%**  
 Other Off Market  
**38 = 7.39%**  
 Active Inventory  
**311 = 60.51%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	98	65	-33.67%	667	712	6.75%
Pending Sales	74	100	35.14%	726	777	7.02%
New Listings	132	124	-6.06%	1,087	1,073	-1.29%
Average List Price	168,348	154,577	-8.18%	151,439	167,560	10.65%
Average Sale Price	160,396	154,062	-3.95%	144,955	164,595	13.55%
Average Percent of Selling Price to List Price	98.45%	100.13%	1.71%	96.49%	97.63%	1.18%
Average Days on Market to Sale	33.17	26.94	-18.80%	39.51	31.74	-19.67%
Monthly Inventory	354	311	-12.15%	354	311	-12.15%
Months Supply of Inventory	5.43	4.52	-16.83%	5.43	4.52	-16.83%

**Absorption:** Last 12 months, an Average of **69** Sales/Month

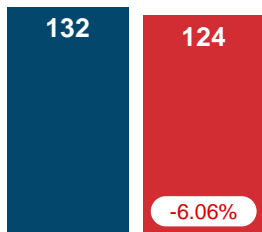
**Inventory** on October 31, 2021 = **311**

**2020** **2021**

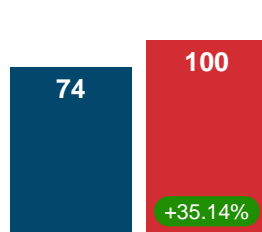
### OCTOBER MARKET

### AVERAGE PRICES

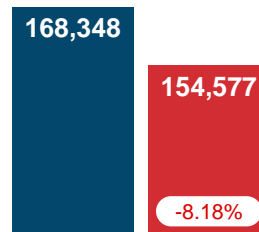
#### New Listings



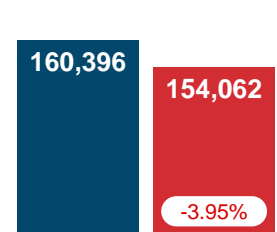
#### Pending Listings



#### List Price



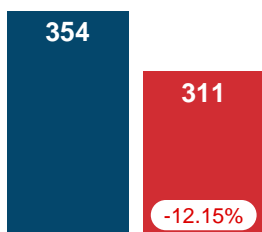
#### Sale Price



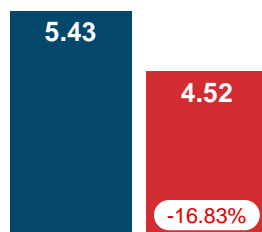
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

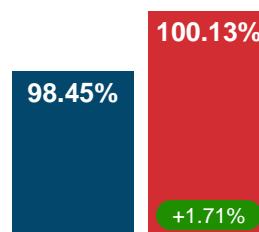
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

