

# October 2021



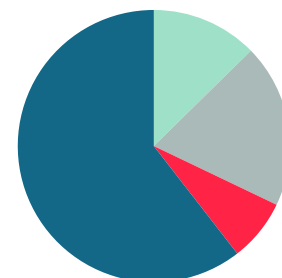
Area Delimited by County Of Muskogee



## 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%
Median List Price	122,500	134,500	9.80%
Median Sale Price	125,000	130,000	4.00%
Median Percent of Selling Price to List Price	99.32%	99.65%	0.33%
Median Days on Market to Sale	11.00	9.00	-18.18%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **4.00%** in October 2021 to \$130,000 versus the previous year at \$125,000.

#### Median Days on Market Shortens

The median number of **9.00** days that homes spent on the market before selling decreased by 2.00 days or **18.18%** in October 2021 compared to last year's same month at **11.00** DOM.

#### Sales Success for October 2021 is Positive

Overall, with Median Prices going up 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# October 2021



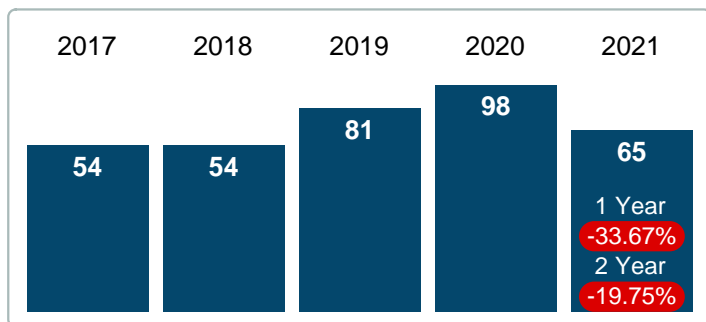
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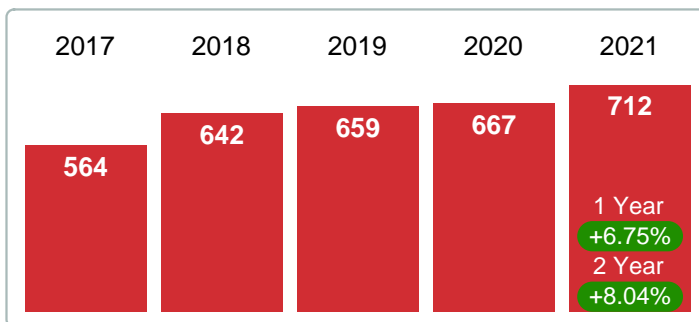
## CLOSED LISTINGS

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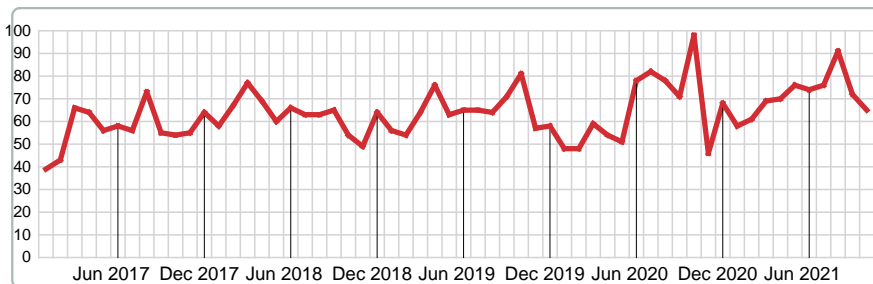
### OCTOBER



### YEAR TO DATE (YTD)

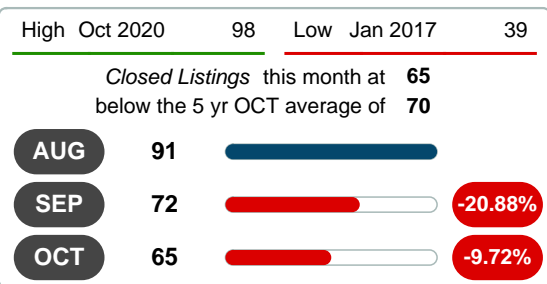


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 70



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.23%	22.0	5	1	0	0
\$40,001 - \$90,000	8	12.31%	10.0	3	5	0	0
\$90,001 - \$110,000	8	12.31%	12.5	3	4	1	0
\$110,001 - \$150,000	18	27.69%	7.0	3	14	1	0
\$150,001 - \$170,000	11	16.92%	8.0	1	8	2	0
\$170,001 - \$330,000	8	12.31%	20.5	0	5	2	1
\$330,001 and up	6	9.23%	5.5	0	3	2	1
<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>9.0</b>	<b>1.12M</b>	<b>6.33M</b>	<b>1.81M</b>	<b>755.00K</b>
<b>Median Closed Price</b>	<b>\$130,000</b>			<b>\$73,000</b>	<b>\$134,750</b>	<b>\$179,950</b>	<b>\$377,500</b>

# October 2021



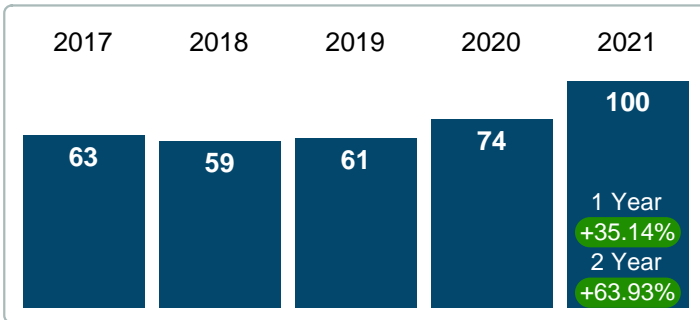
Area Delimited by County Of Muskogee



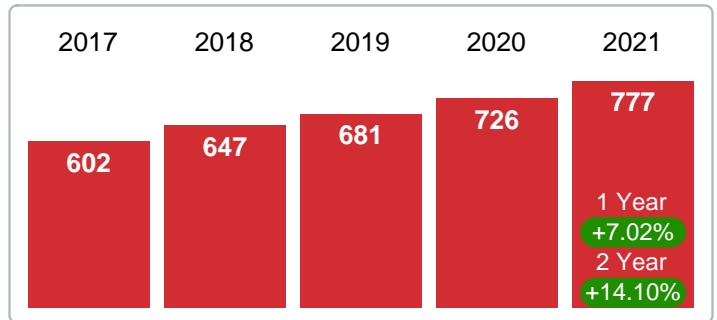
## PENDING LISTINGS

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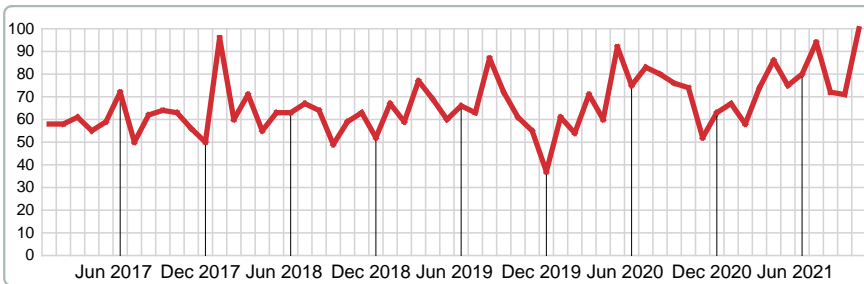
### OCTOBER



### YEAR TO DATE (YTD)

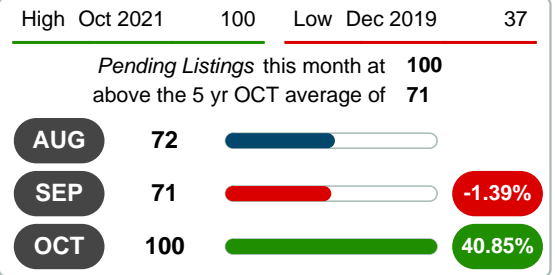


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 71



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	4.00%	11.5	3	1	0	0
\$25,001 - \$75,000	19	19.00%	18.0	13	5	1	0
\$75,001 - \$125,000	16	16.00%	7.5	6	10	0	0
\$125,001 - \$175,000	24	24.00%	27.5	4	17	3	0
\$175,001 - \$225,000	11	11.00%	21.0	0	10	0	1
\$225,001 - \$325,000	15	15.00%	26.0	1	7	7	0
\$325,001 and up	11	11.00%	14.0	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>19.0</b>	<b>4.00M</b>	<b>8.15M</b>	<b>5.23M</b>	<b>524.90K</b>
<b>Median Listing Price</b>	<b>\$154,900</b>			<b>\$67,500</b>	<b>\$149,900</b>	<b>\$309,500</b>	<b>\$262,450</b>

# October 2021



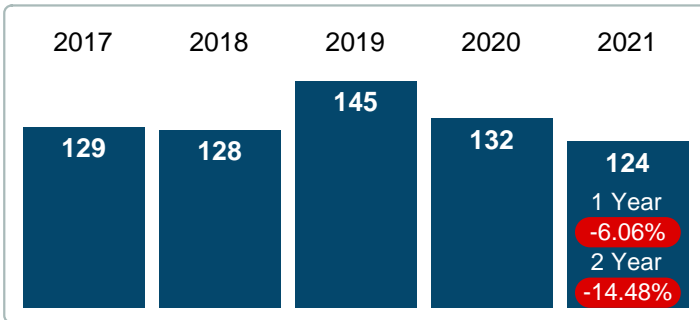
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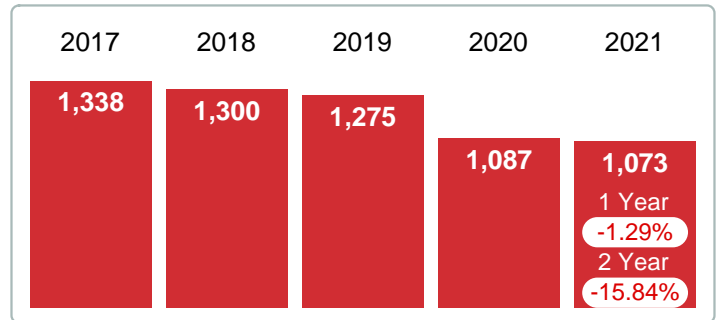
## NEW LISTINGS

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

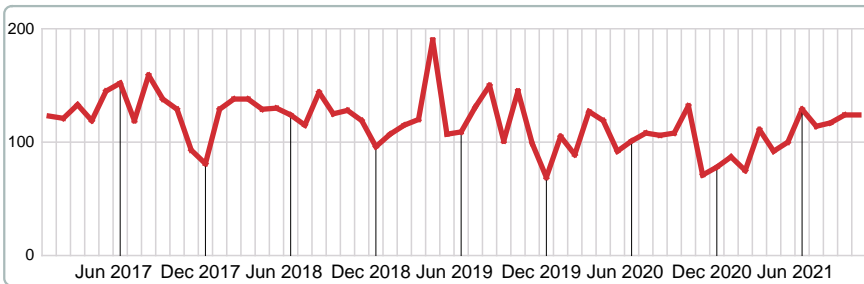
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

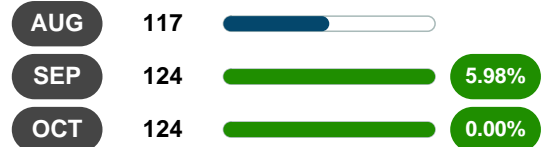


### 3 MONTHS

5 year OCT AVG = 132

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 124  
below the 5 yr OCT average of 132



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	0.81%	1	0	0	0
\$10,001 - \$30,000	30	24.19%	27	2	1	0
\$30,001 - \$40,000	9	7.26%	8	1	0	0
\$40,001 - \$130,000	35	28.23%	23	10	2	0
\$130,001 - \$210,000	21	16.94%	5	13	2	1
\$210,001 - \$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>Median New Listed Listing Price</b>	<b>\$98,950</b>		<b>\$39,225</b>	<b>\$149,900</b>	<b>\$324,900</b>	<b>\$335,500</b>

# October 2021



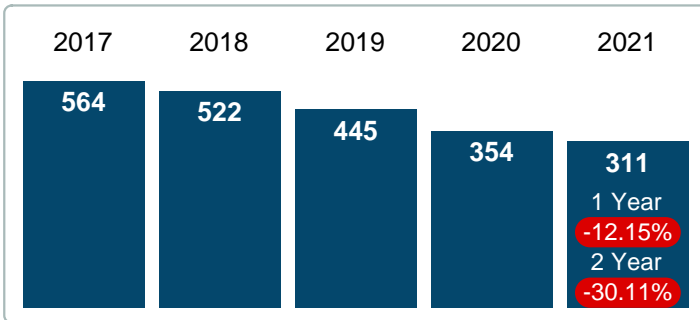
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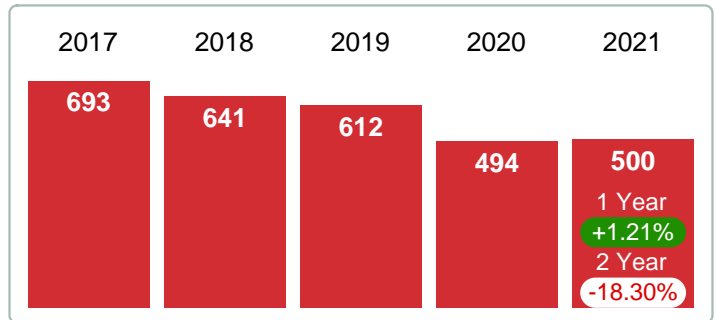
## ACTIVE INVENTORY

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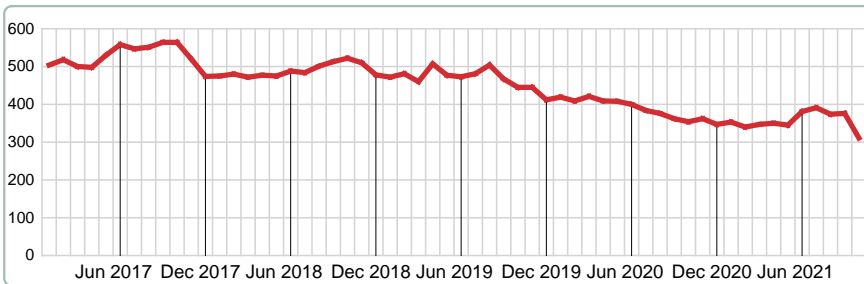
### END OF OCTOBER



### ACTIVE DURING OCTOBER

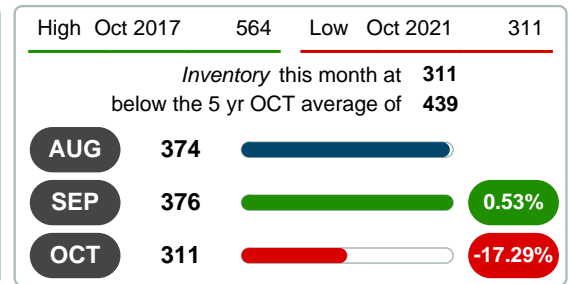


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 439



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	1.29%	71.5	4	0	0	0
\$10,001 - \$30,000	65	20.90%	74.0	61	3	1	0
\$30,001 - \$50,000	40	12.86%	47.0	31	6	2	1
\$50,001 - \$130,000	84	27.01%	66.0	50	29	5	0
\$130,001 - \$230,000	48	15.43%	54.5	23	19	4	2
\$230,001 - \$440,000	38	12.22%	74.0	27	5	4	2
\$440,001 and up	32	10.29%	80.5	20	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>67.0</b>	<b>40.99M</b>	<b>12.00M</b>	<b>6.14M</b>	<b>3.62M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$85,000</b>			<b>\$62,750</b>	<b>\$113,750</b>	<b>\$189,900</b>	<b>\$332,700</b>

# October 2021



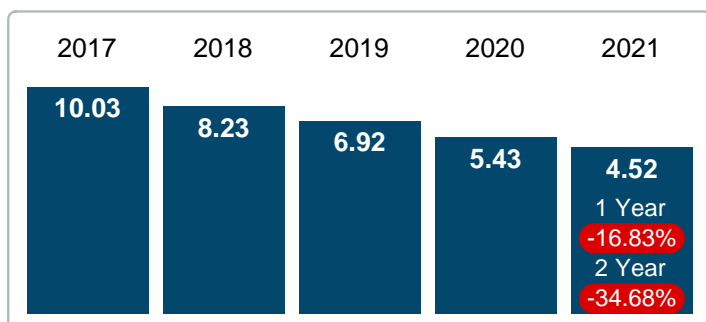
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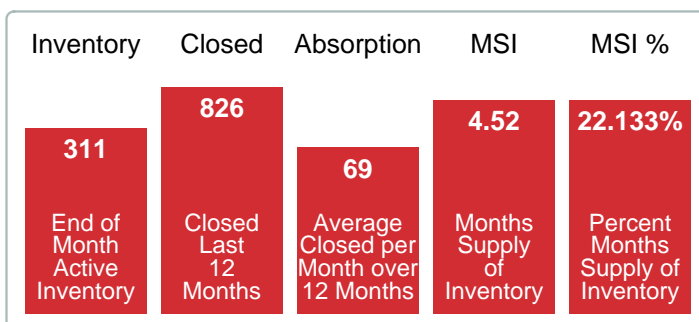
## MONTHS SUPPLY of INVENTORY (MSI)

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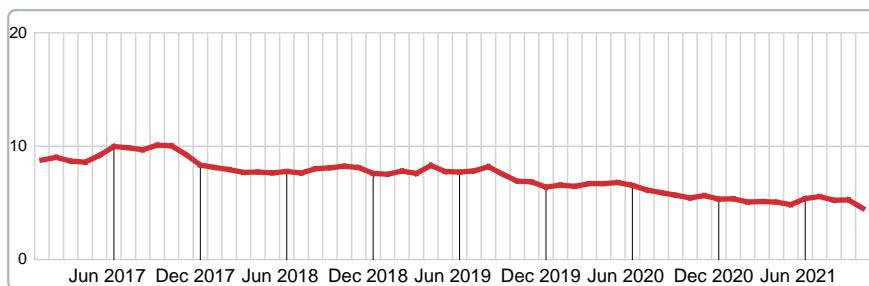
### MSI FOR OCTOBER



### INDICATORS FOR OCTOBER 2021



### 5 YEAR MARKET ACTIVITY TRENDS

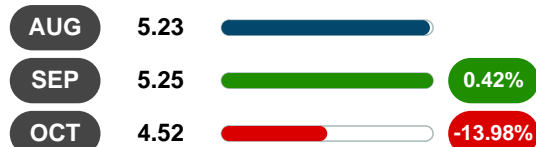


### 3 MONTHS

5 year OCT AVG = 7.03

High Sep 2017 10.09 Low Oct 2021 4.52

Months Supply this month at 4.52 below the 5 yr OCT average of 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

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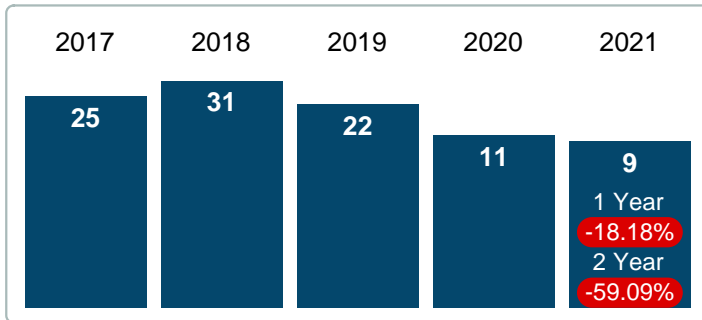
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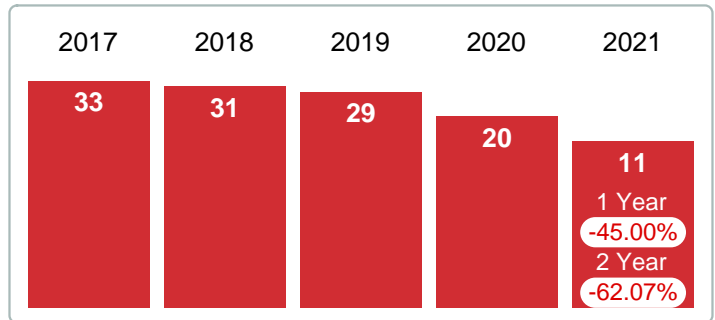
## MEDIAN DAYS ON MARKET TO SALE

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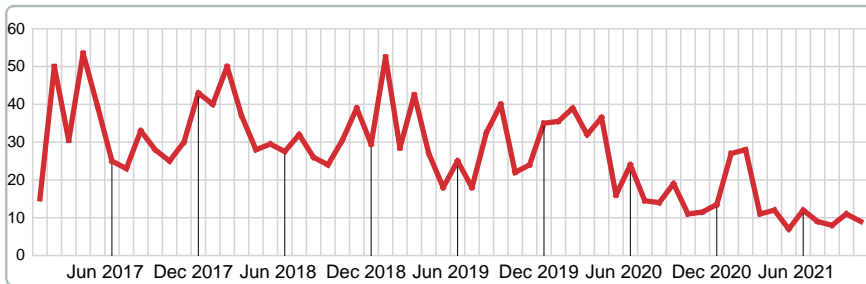
### OCTOBER



### YEAR TO DATE (YTD)

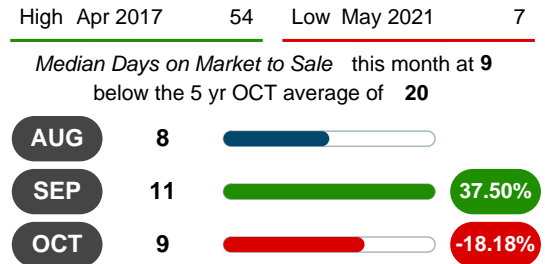


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 20



### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9.23%	22	24	20	0	0
\$40,001 - \$90,000	12.31%	10	4	10	0	0
\$90,001 - \$110,000	12.31%	13	7	13	19	0
\$110,001 - \$150,000	27.69%	7	2	8	7	0
\$150,001 - \$170,000	16.92%	8	5	10	42	0
\$170,001 - \$330,000	12.31%	21	0	3	65	70
\$330,001 and up	9.23%	6	0	6	2	57
<b>Median Closed DOM</b>		<b>9</b>	<b>6</b>	<b>10</b>	<b>13</b>	<b>64</b>
<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>1.12M</b>	<b>6.33M</b>	<b>1.81M</b>	<b>755.00K</b>

# October 2021



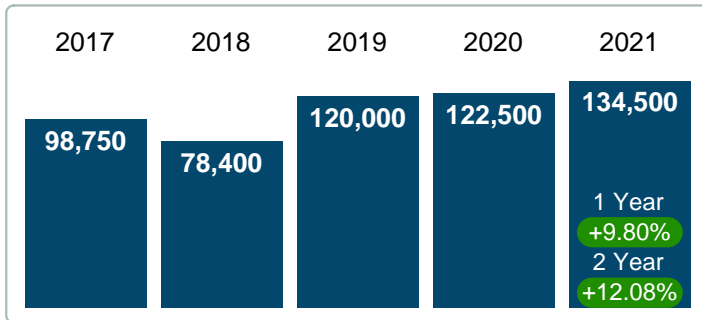
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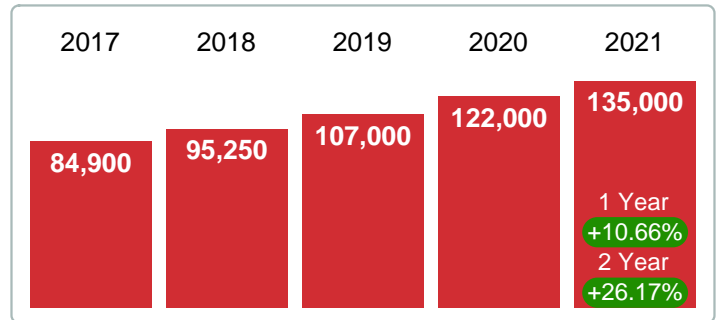
## MEDIAN LIST PRICE AT CLOSING

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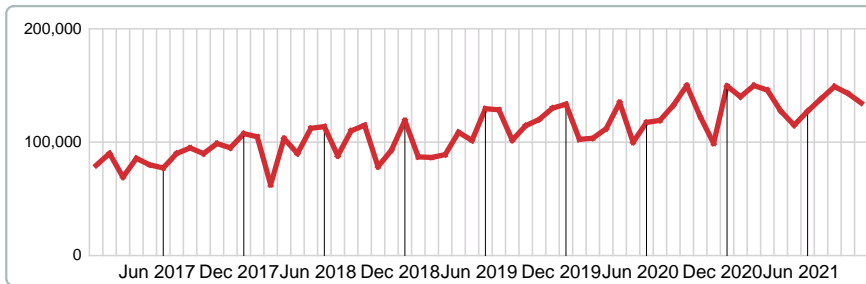
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

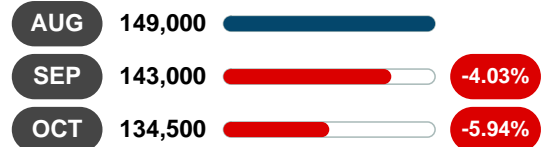


### 3 MONTHS

5 year OCT AVG = 110,830

High Feb 2021 149,900 Low Feb 2018 62,500

Median List Price at Closing this month at **134,500**  
above the 5 yr OCT average of **110,830**



### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	7.69%	37,000	31,250	39,999	0	0
\$40,001 - \$90,000	7	10.77%	65,000	55,000	65,000	0	0
\$90,001 - \$110,000	8	12.31%	99,500	98,250	102,500	0	0
\$110,001 - \$150,000	23	35.38%	130,000	112,500	130,000	150,000	0
\$150,001 - \$170,000	7	10.77%	165,000	170,000	160,000	165,000	0
\$170,001 - \$330,000	9	13.85%	189,900	0	189,000	214,450	0
\$330,001 and up	6	9.23%	459,350	0	474,500	428,850	414,450
Median List Price			134,500	95,000	135,500	177,450	414,450
Total Closed Units		100%	134,500	15	40	8	2
Total Closed Volume			10,047,499	1.19M	6.13M	1.89M	828.90K



# October 2021



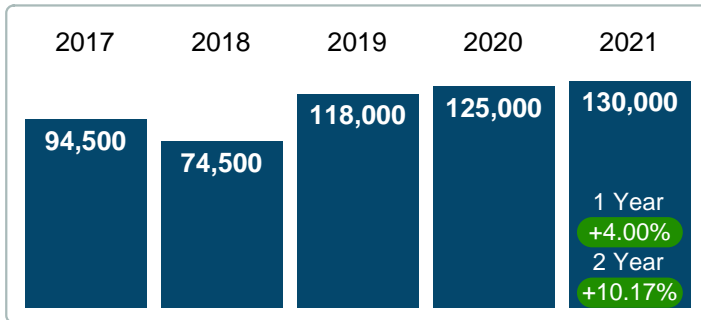
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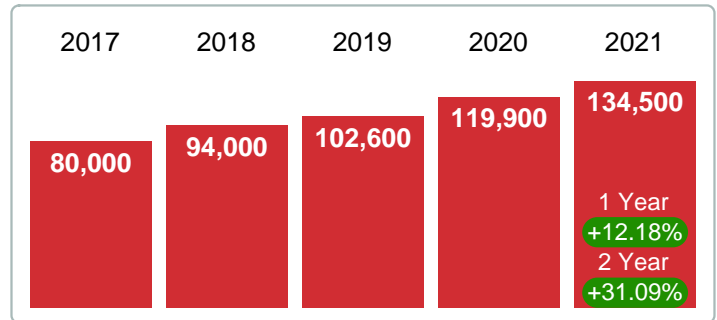
## MEDIAN SOLD PRICE AT CLOSING

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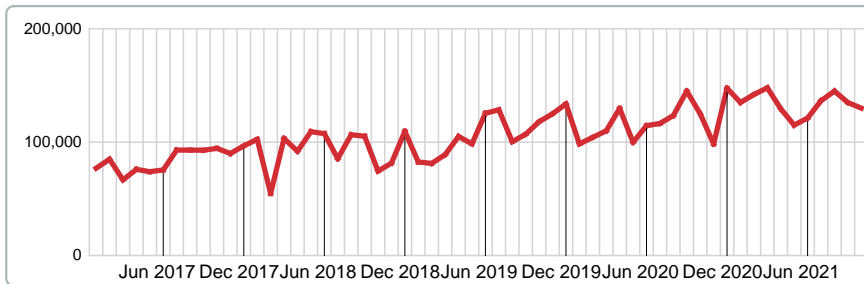
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

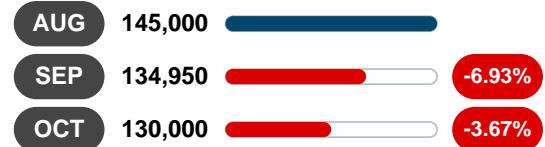


### 3 MONTHS

5 year OCT AVG = 108,400

High Mar 2021 147,900 Low Feb 2018 54,750

Median Sold Price at Closing this month at 130,000 above the 5 yr OCT average of 108,400



### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9.23%	25,000	25,000	35,000	0	0
\$40,001 - \$90,000	12.31%	66,000	65,000	67,000	0	0
\$90,001 - \$110,000	12.31%	105,463	100,000	108,000	105,925	0
\$110,001 - \$150,000	27.69%	129,870	112,500	130,000	140,000	0
\$150,001 - \$170,000	16.92%	165,000	170,000	162,500	163,750	0
\$170,001 - \$330,000	12.31%	207,500	0	225,000	189,950	330,000
\$330,001 and up	9.23%	427,500	0	430,000	428,850	425,000
<b>Median Sold Price</b>		<b>130,000</b>	<b>73,000</b>	<b>134,750</b>	<b>179,950</b>	<b>377,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>130,000</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



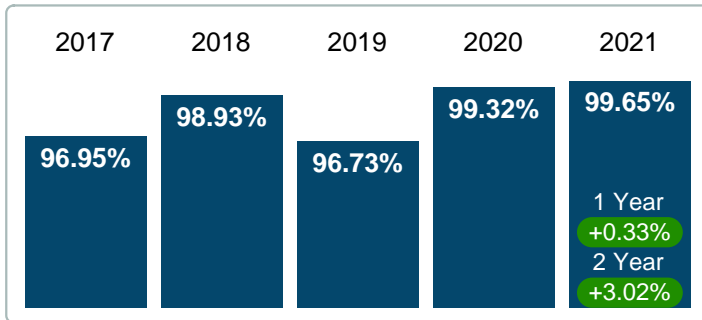
Area Delimited by County Of Muskogee



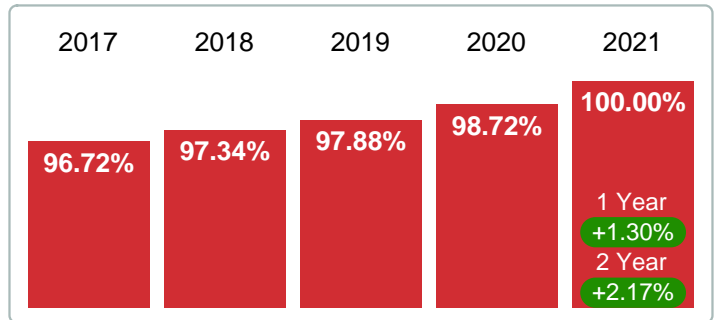
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

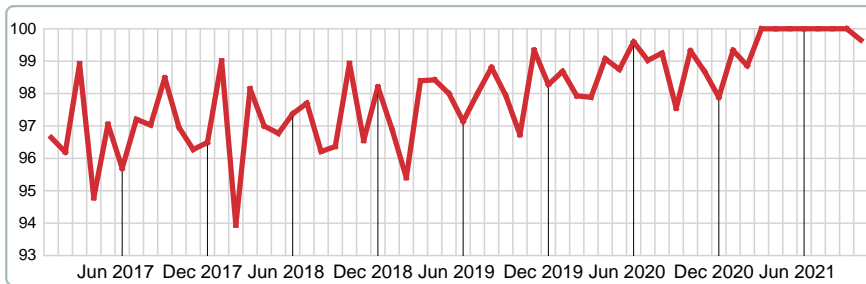
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

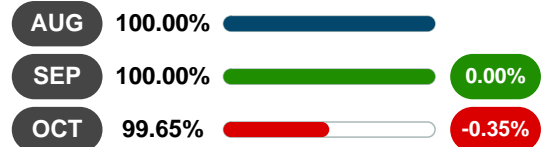


### 3 MONTHS

5 year OCT AVG = 98.32%

High Sep 2021 100.00% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **99.65%**  
above the 5 yr OCT average of **98.32%**



## MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.23%	82.39%	77.28%	87.50%	0.00%	0.00%
\$40,001 - \$90,000	8	12.31%	86.48%	81.82%	89.47%	0.00%	0.00%
\$90,001 - \$110,000	8	12.31%	98.17%	104.80%	96.03%	75.66%	0.00%
\$110,001 - \$150,000	18	27.69%	100.00%	100.00%	99.83%	93.33%	0.00%
\$150,001 - \$170,000	11	16.92%	100.00%	100.00%	100.00%	104.02%	0.00%
\$170,001 - \$330,000	8	12.31%	98.90%	0.00%	100.00%	89.75%	97.09%
\$330,001 and up	6	9.23%	100.00%	0.00%	100.00%	100.00%	86.91%
Median Sold/List Ratio		99.65%		95.71%	99.83%	100.00%	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



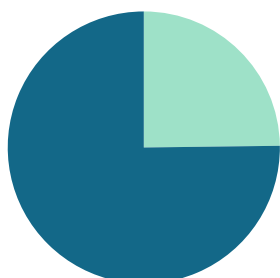
Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

### INVENTORY

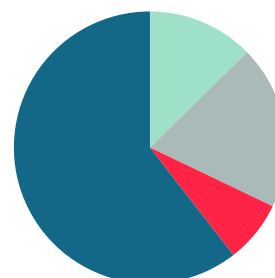


**Inventory**  
 New Listings  
**124 = 24.80%**  
 Start Inventory  
**376**  
 Total Inventory Units  
**500**  
 Volume  
**\$94,134,945**

### 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%
Median List Price	122,500	134,500	9.80%	122,000	135,000	10.66%
Median Sale Price	125,000	130,000	4.00%	119,900	134,500	12.18%
Median Percent of Selling Price to List Price	99.32%	99.65%	0.33%	98.72%	100.00%	1.30%
Median Days on Market to Sale	11.00	9.00	-18.18%	20.00	11.00	-45.00%
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

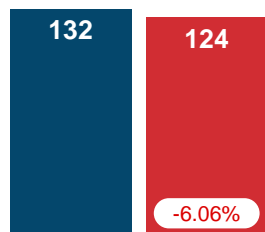
**Inventory** on October 31, 2021 = **311**

**2020** **2021**

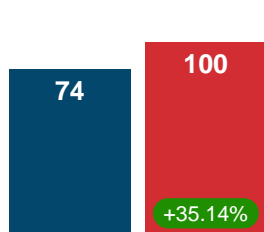
### OCTOBER MARKET

### MEDIAN PRICES

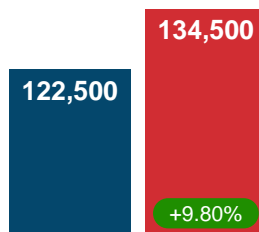
#### New Listings



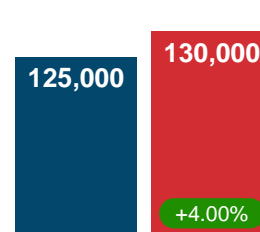
#### Pending Listings



#### List Price



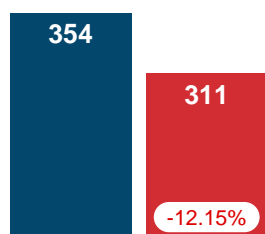
#### Sale Price



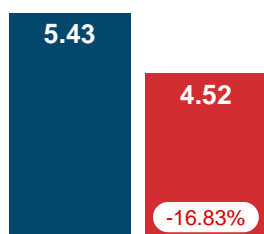
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

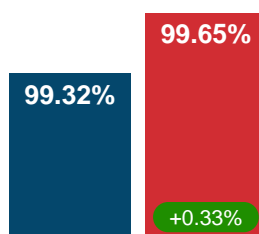
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

