

August 2021



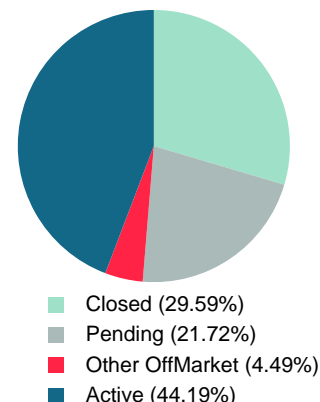
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 10, 2023 for MLS Technology Inc.

| Compared Metrics | 2020 | August 2021 | +/-% |
|---|---------|-------------|---------|
| Closed Listings | 67 | 79 | 17.91% |
| Pending Listings | 67 | 58 | -13.43% |
| New Listings | 76 | 89 | 17.11% |
| Median List Price | 135,000 | 150,000 | 11.11% |
| Median Sale Price | 132,900 | 150,000 | 12.87% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% |
| Median Days on Market to Sale | 13.00 | 7.00 | -46.15% |
| End of Month Inventory | 114 | 118 | 3.51% |
| Months Supply of Inventory | 2.08 | 1.97 | -5.40% |



Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of August 31, 2021 = **118**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of August 2021 rose **3.51%** to 118 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **1.97** 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 **12.87%** in August 2021 to \$150,000 versus the previous year at \$132,900.

Median Days on Market Shortens

The median number of **7.00** days that homes spent on the market before selling decreased by 6.00 days or **46.15%** in August 2021 compared to last year's same month at **13.00** DOM.

Sales Success for August 2021 is Positive

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

There were 89 New Listings in August 2021, up **17.11%** from last year at 76. Furthermore, there were 79 Closed Listings this month versus last year at 67, a **17.91%** increase.

Closed versus Listed trends yielded a **88.8%** ratio, up from previous year's, August 2020, at **88.2%**, a **0.69%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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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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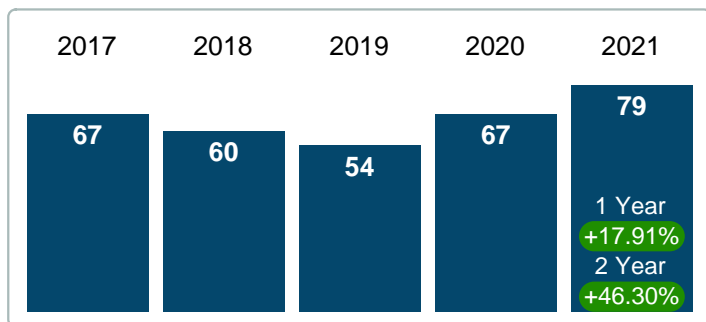
Area Delimited by County Of Muskogee - Residential Property Type



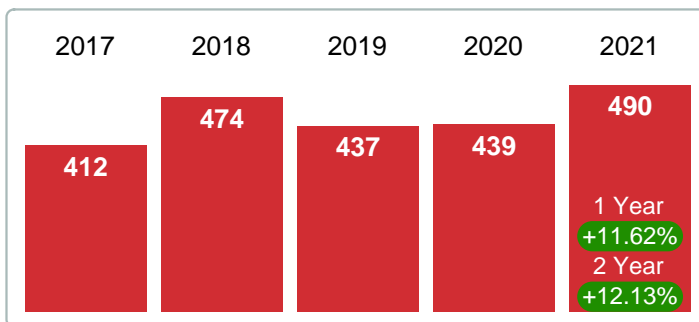
CLOSED LISTINGS

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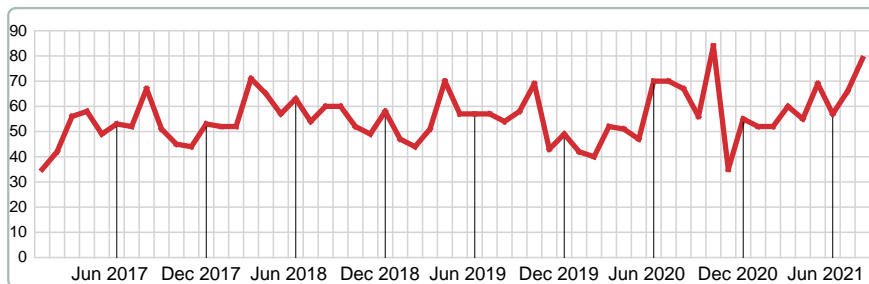
AUGUST



YEAR TO DATE (YTD)

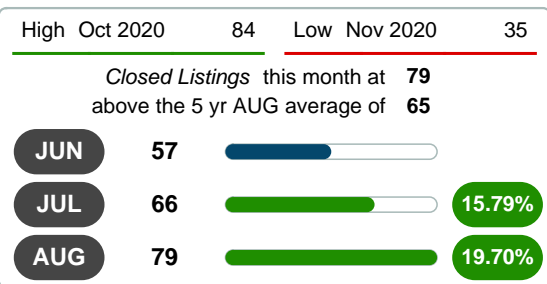


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 65



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|------------|-----------------|------------------|------------------|--------------|
| \$70,000 and less | 8 | 10.13% | 41.5 | 4 | 4 | 0 | 0 |
| \$70,001 - \$100,000 | 10 | 12.66% | 8.5 | 3 | 7 | 0 | 0 |
| \$100,001 - \$130,000 | 12 | 15.19% | 5.0 | 0 | 12 | 0 | 0 |
| \$130,001 - \$190,000 | 20 | 25.32% | 7.5 | 1 | 17 | 2 | 0 |
| \$190,001 - \$240,000 | 13 | 16.46% | 6.0 | 1 | 7 | 5 | 0 |
| \$240,001 - \$320,000 | 8 | 10.13% | 4.0 | 0 | 5 | 3 | 0 |
| \$320,001 and up | 8 | 10.13% | 4.5 | 0 | 3 | 5 | 0 |
| Total Closed Units | 79 | | | 9 | 55 | 15 | 0 |
| Total Closed Volume | 14,370,753 | 100% | 7.0 | 887.40K | 9.11M | 4.38M | 0.00B |
| Median Closed Price | \$150,000 | | | \$74,900 | \$145,000 | \$245,000 | \$0 |

August 2021



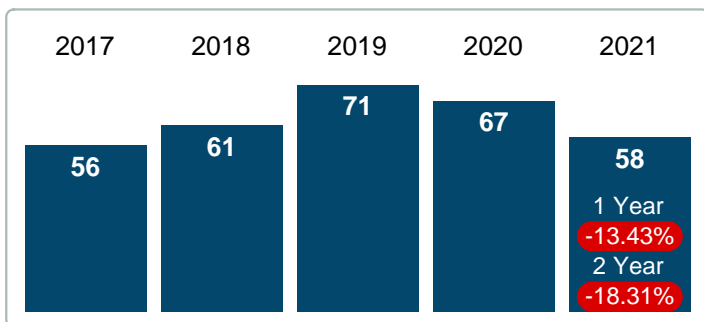
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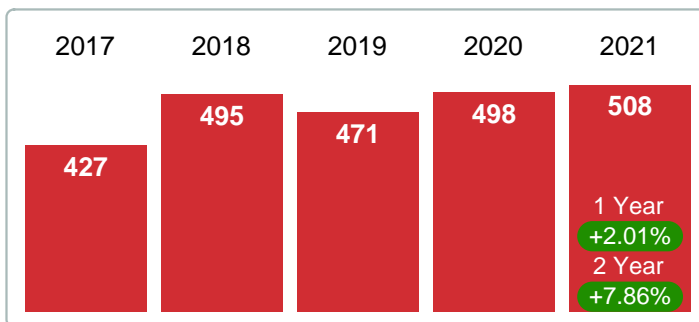
PENDING LISTINGS

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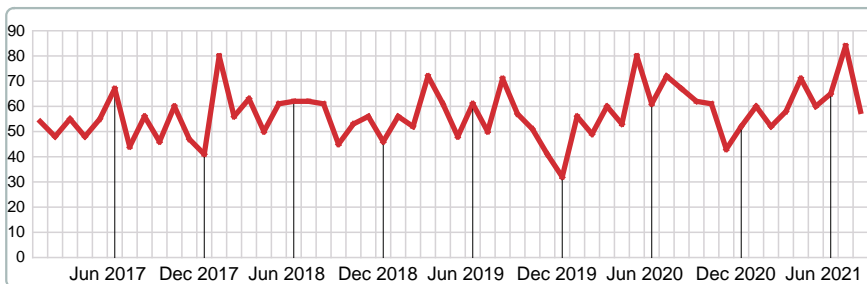
AUGUST



YEAR TO DATE (YTD)

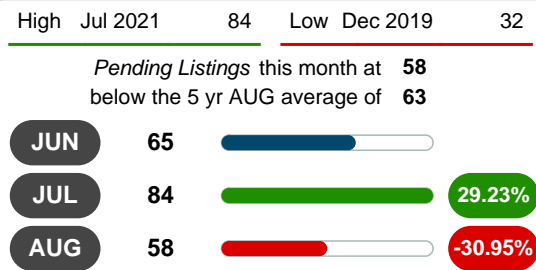


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 63



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|------------|-----------------|------------------|------------------|------------------|
| \$40,000 and less | 5 | 8.62% | 24.0 | 4 | 1 | 0 | 0 |
| \$40,001 - \$90,000 | 7 | 12.07% | 19.0 | 2 | 5 | 0 | 0 |
| \$90,001 - \$120,000 | 8 | 13.79% | 11.0 | 0 | 8 | 0 | 0 |
| \$120,001 - \$160,000 | 14 | 24.14% | 5.0 | 1 | 11 | 2 | 0 |
| \$160,001 - \$230,000 | 10 | 17.24% | 6.5 | 0 | 8 | 2 | 0 |
| \$230,001 - \$290,000 | 7 | 12.07% | 11.0 | 0 | 6 | 1 | 0 |
| \$290,001 and up | 7 | 12.07% | 18.0 | 0 | 3 | 1 | 3 |
| Total Pending Units | 58 | | | 7 | 42 | 6 | 3 |
| Total Pending Volume | 10,328,900 | 100% | 7.5 | 376.40K | 7.15M | 1.63M | 1.17M |
| Median Listing Price | \$147,450 | | | \$40,000 | \$147,450 | \$179,500 | \$379,900 |

August 2021



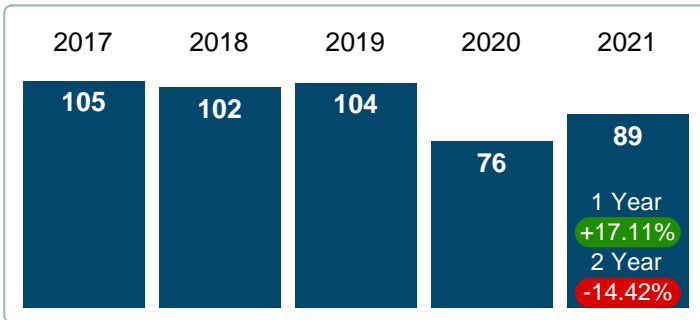
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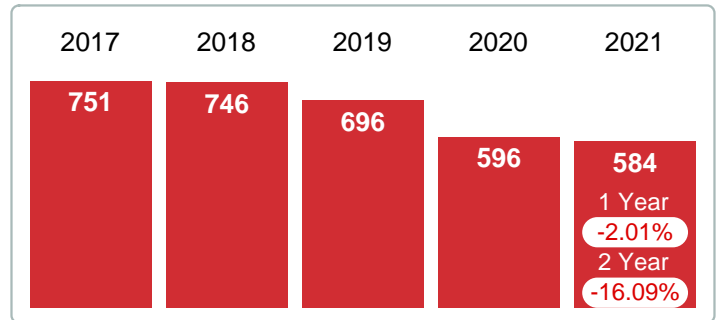
NEW LISTINGS

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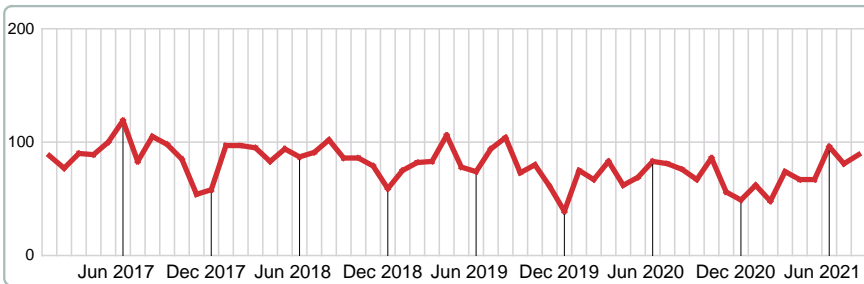
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 95

High Jun 2017 119 Low Dec 2019 39

New Listings this month at **89**
below the 5 yr AUG average of **95**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-----------------|------------------|------------------|------------------|
| \$60,000 and less | 8 | 8.99% | 3 | 4 | 0 | 1 |
| \$60,001 - \$80,000 | 13 | 14.61% | 6 | 7 | 0 | 0 |
| \$80,001 - \$120,000 | 9 | 10.11% | 1 | 7 | 1 | 0 |
| \$120,001 - \$160,000 | 23 | 25.84% | 1 | 19 | 3 | 0 |
| \$160,001 - \$220,000 | 14 | 15.73% | 0 | 10 | 3 | 1 |
| \$220,001 - \$330,000 | 13 | 14.61% | 1 | 10 | 1 | 1 |
| \$330,001 and up | 9 | 10.11% | 0 | 4 | 3 | 2 |
| Total New Listed Units | 89 | | 12 | 61 | 11 | 5 |
| Total New Listed Volume | 18,061,548 | 100% | 1.06M | 11.85M | 2.86M | 2.29M |
| Median New Listed Listing Price | \$145,000 | | \$76,250 | \$145,000 | \$179,500 | \$230,000 |

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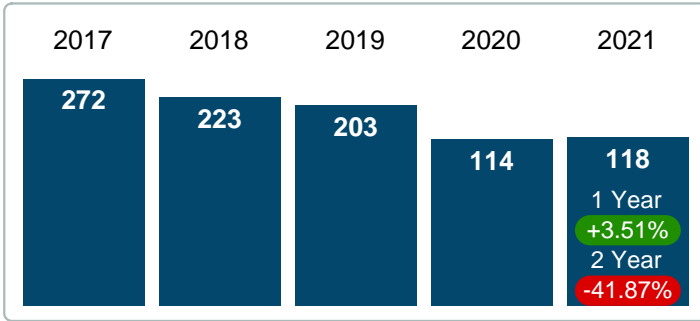
Area Delimited by County Of Muskogee - Residential Property Type



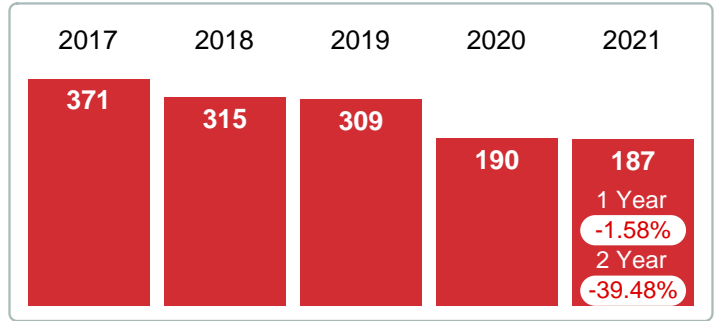
ACTIVE INVENTORY

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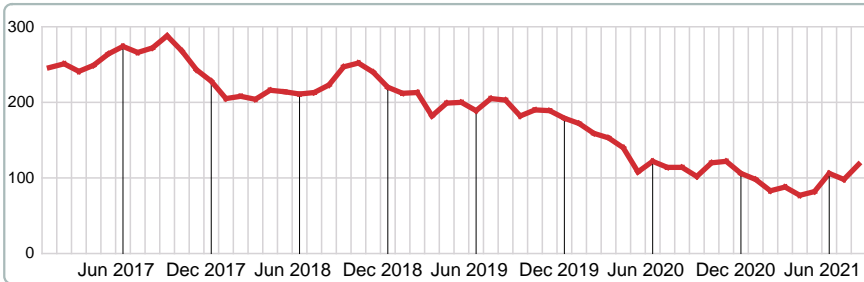
END OF AUGUST



ACTIVE DURING AUGUST

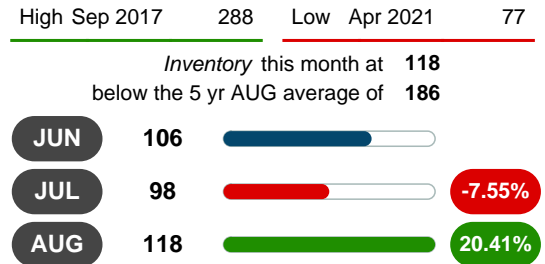


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 186



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------------|-------------|-------------|-----------------|------------------|------------------|------------------|
| \$40,000 and less | 11 | 9.32% | 39.0 | 4 | 6 | 0 | 1 |
| \$40,001 - \$70,000 | 13 | 11.02% | 50.0 | 6 | 7 | 0 | 0 |
| \$70,001 - \$90,000 | 20 | 16.95% | 33.5 | 8 | 10 | 2 | 0 |
| \$90,001 - \$160,000 | 28 | 23.73% | 47.0 | 3 | 22 | 3 | 0 |
| \$160,001 - \$230,000 | 20 | 16.95% | 24.5 | 2 | 12 | 4 | 2 |
| \$230,001 - \$360,000 | 14 | 11.86% | 30.0 | 2 | 3 | 7 | 2 |
| \$360,001 and up | 12 | 10.17% | 38.5 | 1 | 4 | 5 | 2 |
| Total Active Inventory by Units | 118 | | | 26 | 64 | 21 | 7 |
| Total Active Inventory by Volume | 23,631,546 | 100% | 36.5 | 2.83M | 10.62M | 7.05M | 3.13M |
| Median Active Inventory Listing Price | \$137,500 | | | \$81,000 | \$130,900 | \$234,900 | \$329,900 |

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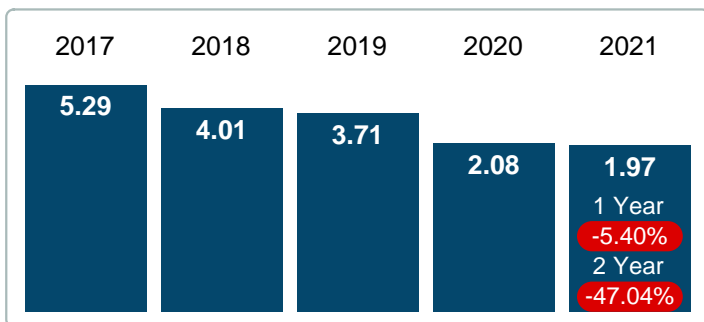
Area Delimited by County Of Muskogee - Residential Property Type



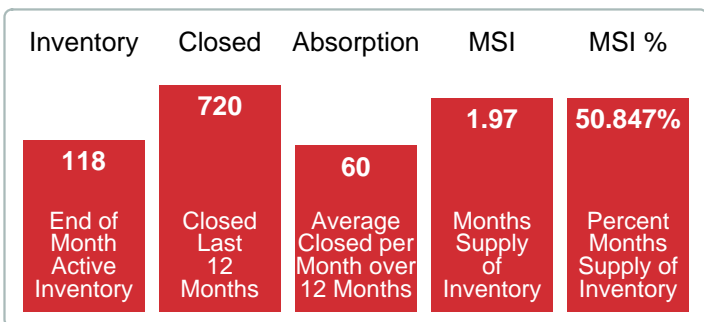
MONTHS SUPPLY of INVENTORY (MSI)

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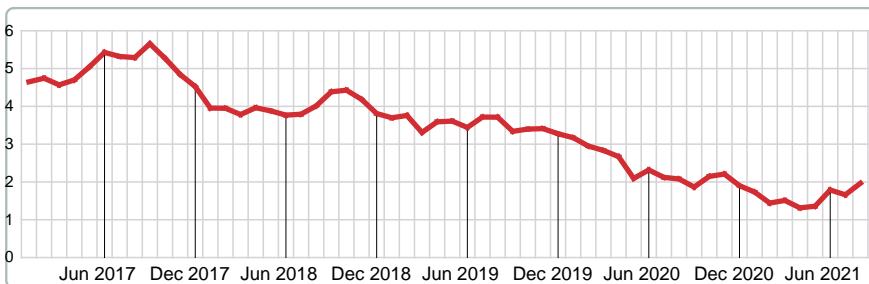
MSI FOR AUGUST



INDICATORS FOR AUGUST 2021

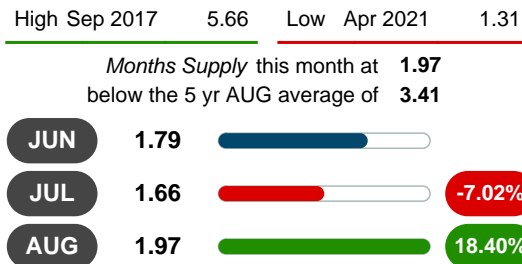


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 3.41



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 |
|---|----|--------|------|----------|--------|--------|---------|
| \$40,000 and less | 11 | 9.32% | 2.20 | 2.09 | 2.18 | 0.00 | 12.00 |
| \$40,001 - \$70,000 | 13 | 11.02% | 1.93 | 2.06 | 2.27 | 0.00 | 0.00 |
| \$70,001 - \$90,000 | 20 | 16.95% | 4.07 | 5.65 | 3.16 | 8.00 | 0.00 |
| \$90,001 - \$160,000 | 28 | 23.73% | 1.44 | 2.12 | 1.44 | 1.20 | 0.00 |
| \$160,001 - \$230,000 | 20 | 16.95% | 1.67 | 6.00 | 1.44 | 1.41 | 4.00 |
| \$230,001 - \$360,000 | 14 | 11.86% | 1.63 | 6.00 | 0.82 | 1.65 | 6.00 |
| \$360,001 and up | 12 | 10.17% | 3.60 | 12.00 | 3.00 | 3.16 | 6.00 |
| Market Supply of Inventory (MSI) | | | 1.97 | 3.09 | 1.70 | 1.70 | 4.20 |
| Total Active Inventory by Units | | 100% | 118 | 26 | 64 | 21 | 7 |

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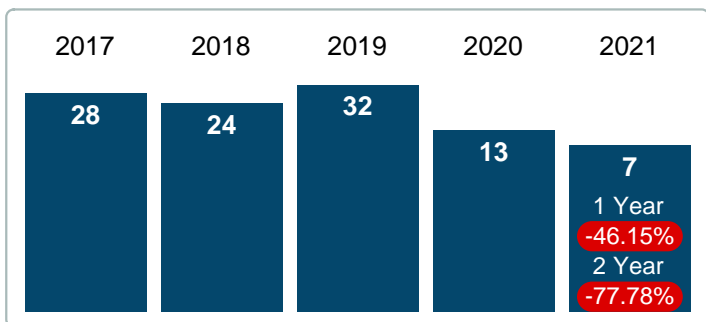
Area Delimited by County Of Muskogee - Residential Property Type



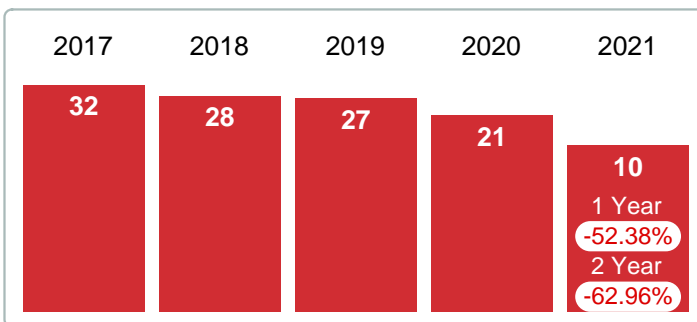
MEDIAN DAYS ON MARKET TO SALE

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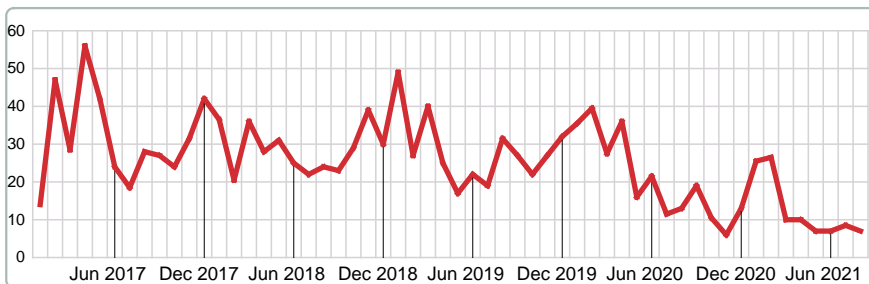
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

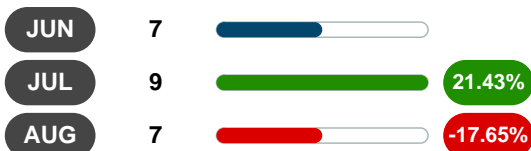


3 MONTHS

5 year AUG AVG = 21

High Apr 2017 56 Low Nov 2020 6

Median Days on Market to Sale this month at 7 below the 5 yr AUG average of 21



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 |
|--|--------|------------|----------|--------|--------|---------|
| \$70,000 and less | 10.13% | 42 | 24 | 63 | 0 | 0 |
| \$70,001 - \$100,000 | 12.66% | 9 | 7 | 10 | 0 | 0 |
| \$100,001 - \$130,000 | 15.19% | 5 | 0 | 5 | 0 | 0 |
| \$130,001 - \$190,000 | 25.32% | 8 | 105 | 6 | 8 | 0 |
| \$190,001 - \$240,000 | 16.46% | 6 | 2 | 6 | 18 | 0 |
| \$240,001 - \$320,000 | 10.13% | 4 | 0 | 5 | 3 | 0 |
| \$320,001 and up | 10.13% | 5 | 0 | 11 | 3 | 0 |
| Median Closed DOM | | 7 | 14 | 7 | 3 | 0 |
| Total Closed Units | 100% | 79 | 9 | 55 | 15 | |
| Total Closed Volume | | 14,370,753 | 887.40K | 9.11M | 4.38M | 0.00B |

August 2021



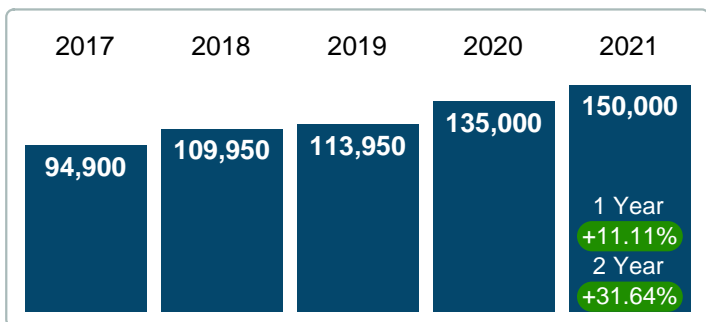
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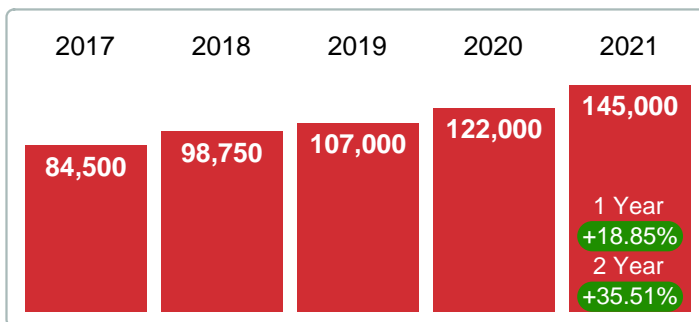
MEDIAN LIST PRICE AT CLOSING

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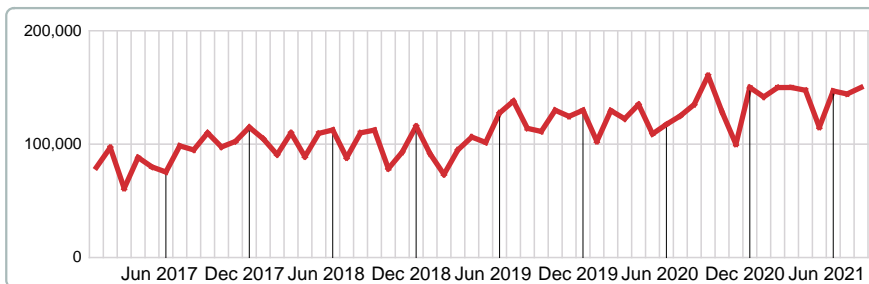
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

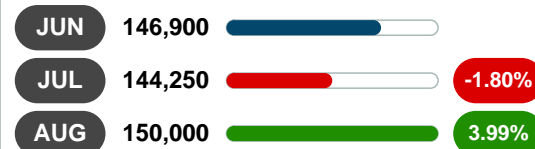


3 MONTHS

5 year AUG AVG = 120,760

High Sep 2020 160,500 Low Mar 2017 61,000

Median List Price at Closing this month at 150,000 above the 5 yr AUG average of 120,760



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 |
|---|--------|------------|----------|---------|---------|---------|
| \$70,000 and less | 10.13% | 57,450 | 57,450 | 46,950 | 0 | 0 |
| \$70,001 - \$100,000 | 13.92% | 89,900 | 85,000 | 89,900 | 0 | 0 |
| \$100,001 - \$130,000 | 11.39% | 119,000 | 0 | 119,000 | 0 | 0 |
| \$130,001 - \$190,000 | 26.58% | 149,900 | 175,000 | 149,950 | 142,000 | 0 |
| \$190,001 - \$240,000 | 18.99% | 219,500 | 240,000 | 207,375 | 227,450 | 0 |
| \$240,001 - \$320,000 | 8.86% | 284,900 | 0 | 280,000 | 299,000 | 0 |
| \$320,001 and up | 10.13% | 402,500 | 0 | 359,900 | 415,000 | 0 |
| Median List Price | | 150,000 | 74,900 | 149,900 | 240,000 | 0 |
| Total Closed Units | 100% | 150,000 | 9 | 55 | 15 | |
| Total Closed Volume | | 14,476,950 | 898.30K | 9.14M | 4.44M | 0.00B |

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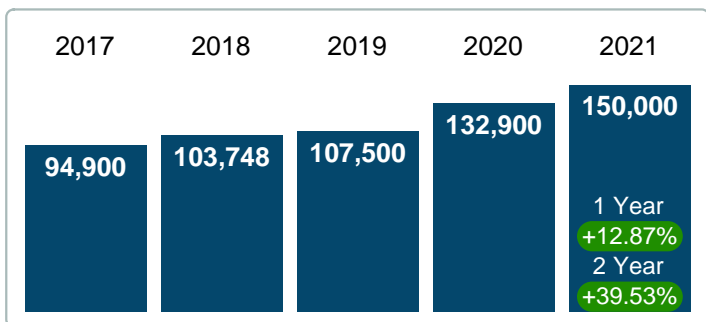
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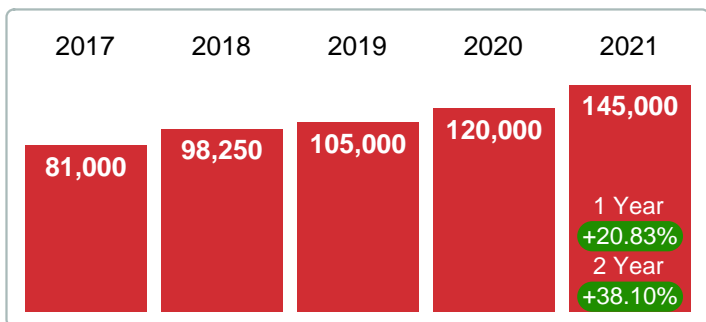
MEDIAN SOLD PRICE AT CLOSING

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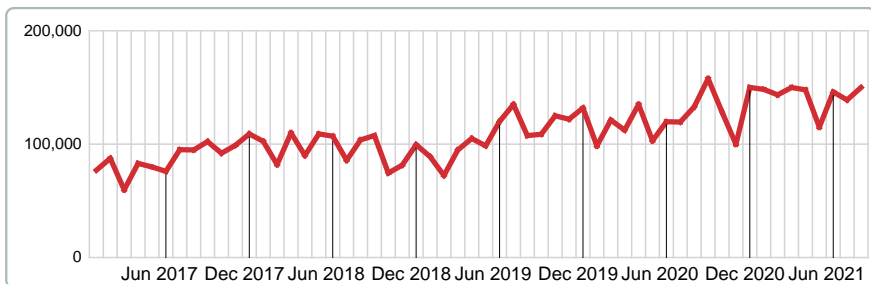
AUGUST



YEAR TO DATE (YTD)

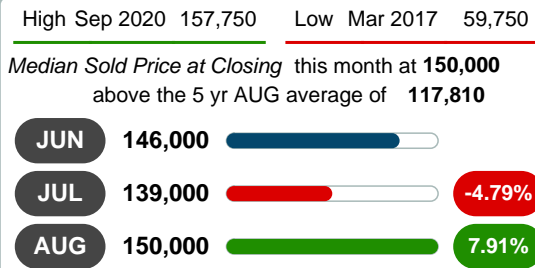


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 117,810



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 |
|---|--------|------------|----------|---------|---------|---------|
| \$70,000 and less | 10.13% | 51,250 | 51,250 | 43,360 | 0 | 0 |
| \$70,001 - \$100,000 | 12.66% | 89,950 | 84,000 | 90,000 | 0 | 0 |
| \$100,001 - \$130,000 | 15.19% | 125,000 | 0 | 125,000 | 0 | 0 |
| \$130,001 - \$190,000 | 25.32% | 155,000 | 175,000 | 160,000 | 142,000 | 0 |
| \$190,001 - \$240,000 | 16.46% | 219,000 | 240,000 | 215,000 | 219,500 | 0 |
| \$240,001 - \$320,000 | 10.13% | 266,250 | 0 | 270,000 | 262,500 | 0 |
| \$320,001 and up | 10.13% | 402,500 | 0 | 350,000 | 415,000 | 0 |
| Median Sold Price | | 150,000 | 74,900 | 145,000 | 245,000 | 0 |
| Total Closed Units | 100% | 79 | 9 | 55 | 15 | |
| Total Closed Volume | | 14,370,753 | 887.40K | 9.11M | 4.38M | 0.00B |

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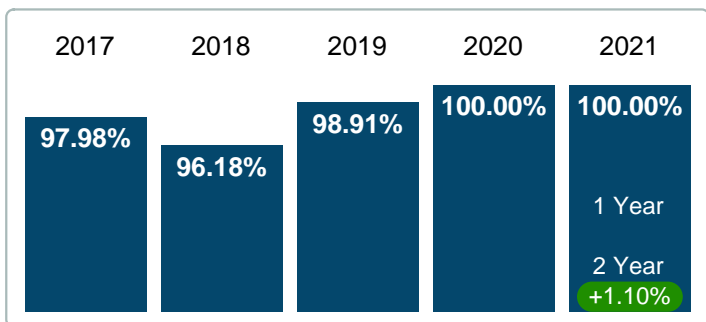
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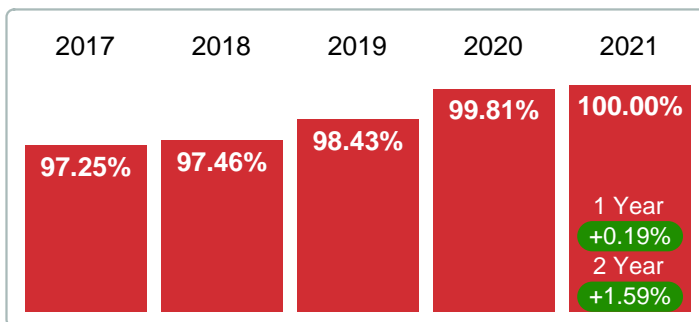
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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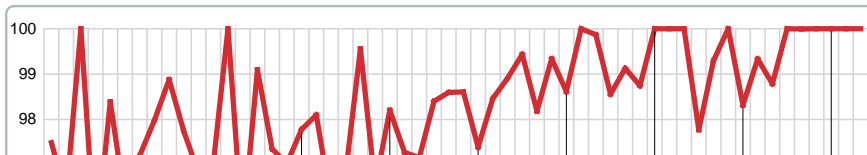
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 98.61%

High Aug 2021 100.00% Low Apr 2017 95.17%

Median Sold/List Ratio this month at **100.00%** above the 5 yr AUG average of **98.61%**

JUN 100.00%
JUL 100.00%
AUG 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range | | % | M S/L% | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|----|------------|---------|----------|---------|---------|---------|
| \$70,000 and less | 8 | 10.13% | 95.53% | 92.50% | 98.19% | 0.00% | 0.00% |
| \$70,001 - \$100,000 | 10 | 12.66% | 100.06% | 100.00% | 100.11% | 0.00% | 0.00% |
| \$100,001 - \$130,000 | 12 | 15.19% | 102.53% | 0.00% | 102.53% | 0.00% | 0.00% |
| \$130,001 - \$190,000 | 20 | 25.32% | 100.00% | 100.00% | 100.00% | 100.00% | 0.00% |
| \$190,001 - \$240,000 | 13 | 16.46% | 100.00% | 100.00% | 100.00% | 100.00% | 0.00% |
| \$240,001 - \$320,000 | 8 | 10.13% | 99.04% | 0.00% | 100.04% | 96.99% | 0.00% |
| \$320,001 and up | 8 | 10.13% | 100.00% | 0.00% | 100.00% | 100.00% | 0.00% |
| Median Sold/List Ratio | | 100.00% | | 100.00% | 100.00% | 100.00% | 0.00% |
| Total Closed Units | | 79 | 100% | 9 | 55 | 15 | |
| Total Closed Volume | | 14,370,753 | | 887.40K | 9.11M | 4.38M | 0.00B |

August 2021



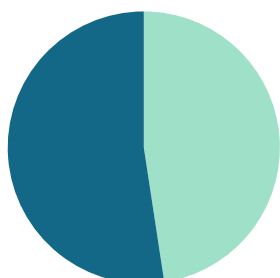
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

Report produced on Aug 10, 2023 for MLS Technology Inc.

INVENTORY

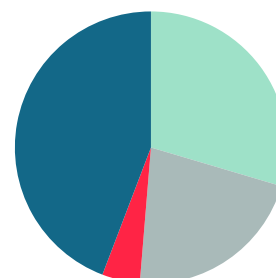


Inventory
 New Listings
89 = 47.59%
 Start Inventory
98
 Total Inventory Units
187
 Volume
\$35,528,746

Market Activity

Closed Sales
79 = 29.59%
 Pending Sales
58 = 21.72%
 Other Off Market
12 = 4.49%
 Active Inventory
118 = 44.19%

MARKET ACTIVITY



| Compared Metrics | August | | | Year to Date | | |
|---|---------|---------|---------|--------------|---------|---------|
| | 2020 | 2021 | +/-% | 2020 | 2021 | +/-% |
| Closed Sales | 67 | 79 | 17.91% | 439 | 490 | 11.62% |
| Pending Sales | 67 | 58 | -13.43% | 498 | 508 | 2.01% |
| New Listings | 76 | 89 | 17.11% | 596 | 584 | -2.01% |
| Median List Price | 135,000 | 150,000 | 11.11% | 122,000 | 145,000 | 18.85% |
| Median Sale Price | 132,900 | 150,000 | 12.87% | 120,000 | 145,000 | 20.83% |
| Median Percent of Selling Price to List Price | 100.00% | 100.00% | 0.00% | 99.81% | 100.00% | 0.19% |
| Median Days on Market to Sale | 13.00 | 7.00 | -46.15% | 21.00 | 10.00 | -52.38% |
| Monthly Inventory | 114 | 118 | 3.51% | 114 | 118 | 3.51% |
| Months Supply of Inventory | 2.08 | 1.97 | -5.40% | 2.08 | 1.97 | -5.40% |

Absorption: Last 12 months, an Average of **60** Sales/Month

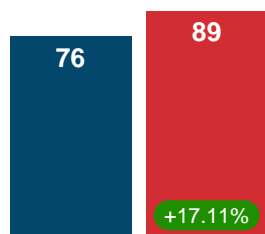
Inventory on August 31, 2021 = **118**

2020 2021

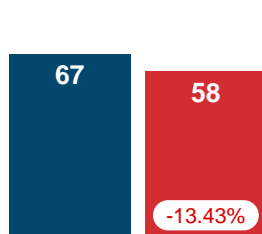
AUGUST MARKET

MEDIAN PRICES

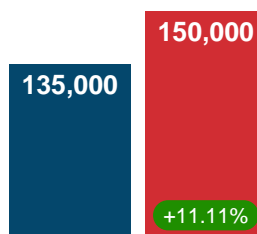
New Listings



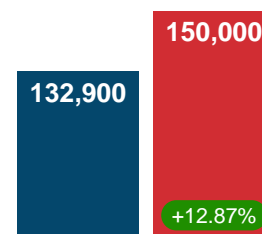
Pending Listings



List Price



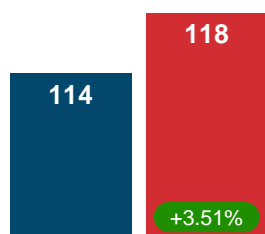
Sale Price



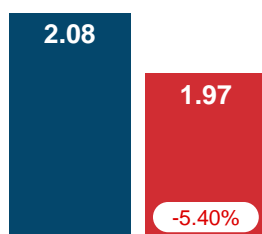
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

