

# January 2021



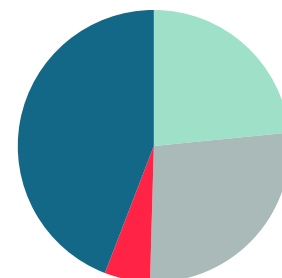
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Aug 02, 2023 for MLS Technology Inc.

Compared Metrics	2020	January 2021	+/-%
Closed Listings	42	52	23.81%
Pending Listings	56	60	7.14%
New Listings	75	62	-17.33%
Average List Price	123,703	172,466	39.42%
Average Sale Price	120,315	174,008	44.63%
Average Percent of Selling Price to List Price	97.59%	103.23%	5.79%
Average Days on Market to Sale	43.26	33.63	-22.25%
End of Month Inventory	172	98	-43.02%
Months Supply of Inventory	3.17	1.73	-45.37%



■ Closed (23.42%)  
■ Pending (27.03%)  
■ Other OffMarket (5.41%)  
■ Active (44.14%)

**Absorption:** Last 12 months, an Average of **57** Sales/Month  
**Active Inventory** as of January 31, 2021 = **98**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2021 decreased **43.02%** to 98 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **1.73** 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 **44.63%** in January 2021 to \$174,008 versus the previous year at \$120,315.

#### Average Days on Market Shortens

The average number of **33.63** days that homes spent on the market before selling decreased by 9.63 days or **22.25%** in January 2021 compared to last year's same month at **43.26** DOM.

#### Sales Success for January 2021 is Positive

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

There were 62 New Listings in January 2021, down **17.33%** from last year at 75. Furthermore, there were 52 Closed Listings this month versus last year at 42, a **23.81%** increase.

Closed versus Listed trends yielded a **83.9%** ratio, up from previous year's, January 2020, at **56.0%**, a **49.77%** upswing. 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

# January 2021



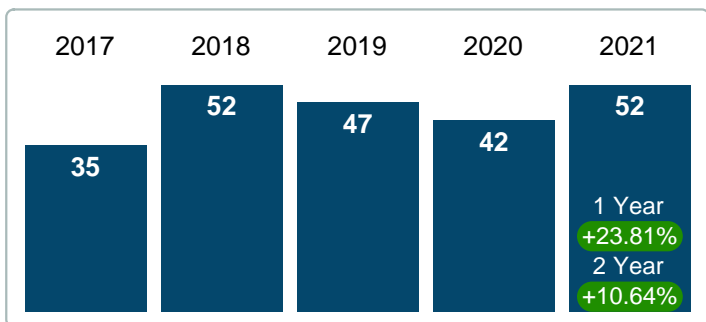
Area Delimited by County Of Muskogee - Residential Property Type



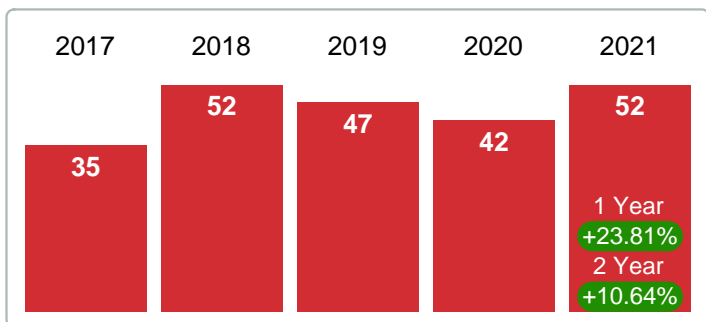
## CLOSED LISTINGS

Report produced on Aug 02, 2023 for MLS Technology Inc.

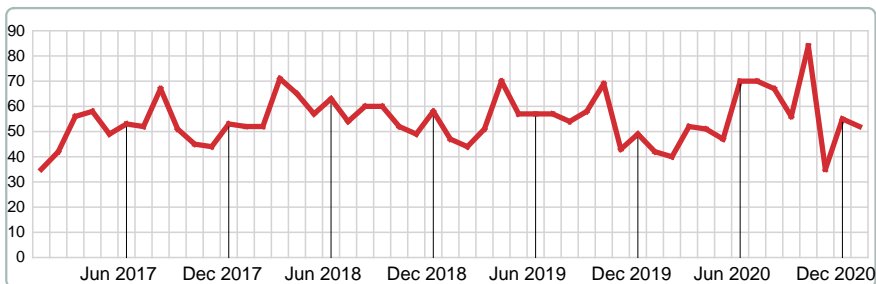
### JANUARY



### YEAR TO DATE (YTD)

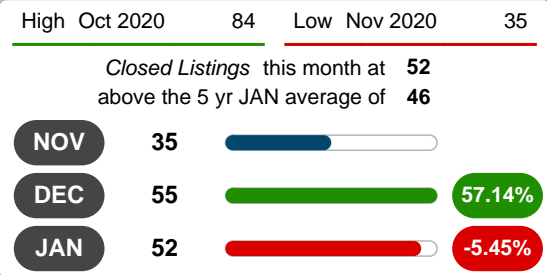


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 46



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.69%	30.3	3	1	0	0
\$50,001 - \$75,000	6	11.54%	66.5	1	3	2	0
\$75,001 - \$100,000	5	9.62%	19.2	0	4	1	0
\$100,001 - \$150,000	12	23.08%	11.5	0	9	3	0
\$150,001 - \$225,000	12	23.08%	27.9	0	8	3	1
\$225,001 - \$350,000	6	11.54%	65.5	0	2	4	0
\$350,001 and up	7	13.46%	38.1	0	4	3	0
<b>Total Closed Units</b>	<b>52</b>			<b>4</b>	<b>31</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>9,048,422</b>	<b>100%</b>	<b>33.6</b>	<b>157.00K</b>	<b>5.12M</b>	<b>3.59M</b>	<b>181.00K</b>
<b>Average Closed Price</b>	<b>\$174,008</b>			<b>\$39,250</b>	<b>\$165,143</b>	<b>\$224,438</b>	<b>\$181,000</b>

# January 2021



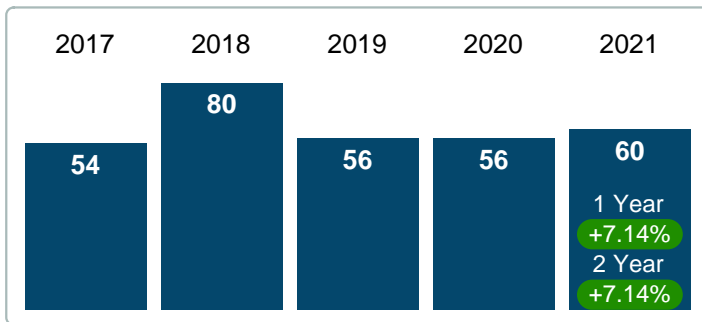
Area Delimited by County Of Muskogee - Residential Property Type



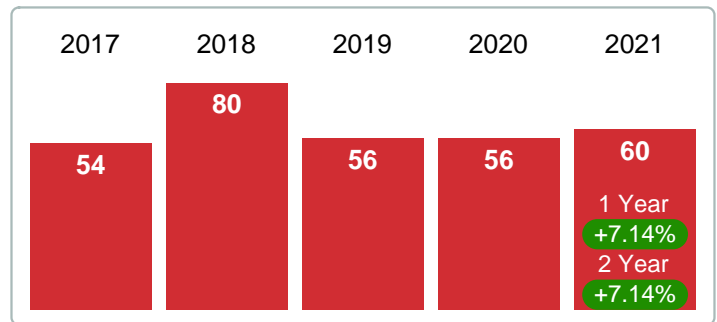
## PENDING LISTINGS

Report produced on Aug 02, 2023 for MLS Technology Inc.

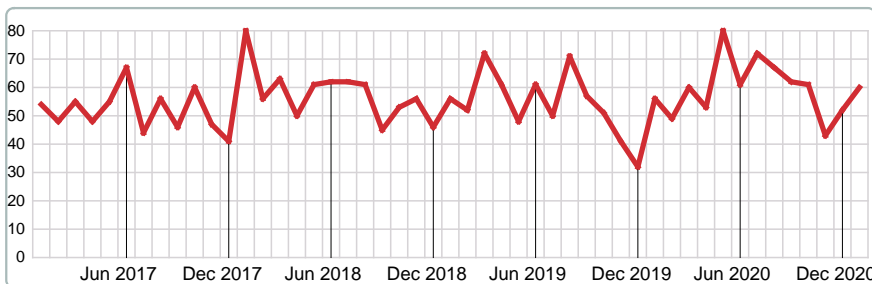
### JANUARY



### YEAR TO DATE (YTD)

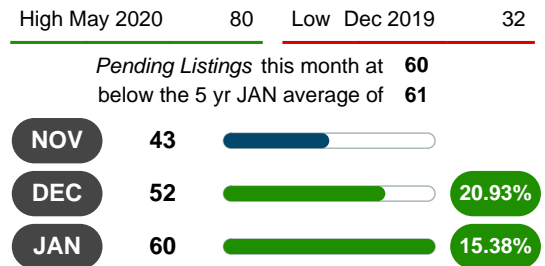


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 61



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	11.67%	54.7	0	7	0	0
\$50,001 - \$75,000	6	10.00%	61.5	4	2	0	0
\$75,001 - \$125,000	9	15.00%	27.9	1	7	1	0
\$125,001 - \$150,000	11	18.33%	48.6	1	5	4	1
\$150,001 - \$225,000	11	18.33%	22.9	0	11	0	0
\$225,001 - \$300,000	10	16.67%	48.3	1	6	2	1
\$300,001 and up	6	10.00%	35.3	1	2	3	0
<b>Total Pending Units</b>	<b>60</b>			<b>8</b>	<b>40</b>	<b>10</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>12,116,755</b>	<b>100%</b>	<b>41.9</b>	<b>1.10M</b>	<b>8.38M</b>	<b>2.24M</b>	<b>390.00K</b>
<b>Average Listing Price</b>	<b>\$202,151</b>			<b>\$137,663</b>	<b>\$209,609</b>	<b>\$224,110</b>	<b>\$195,000</b>

# January 2021



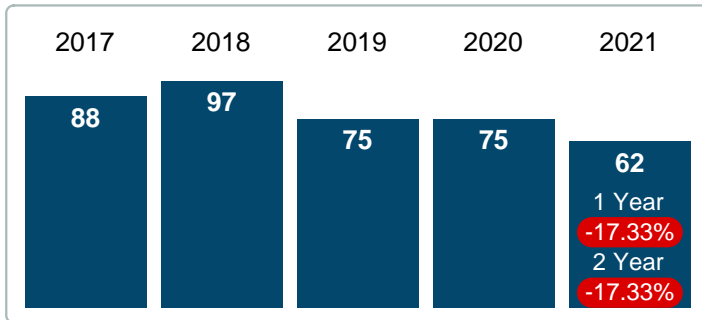
Area Delimited by County Of Muskogee - Residential Property Type



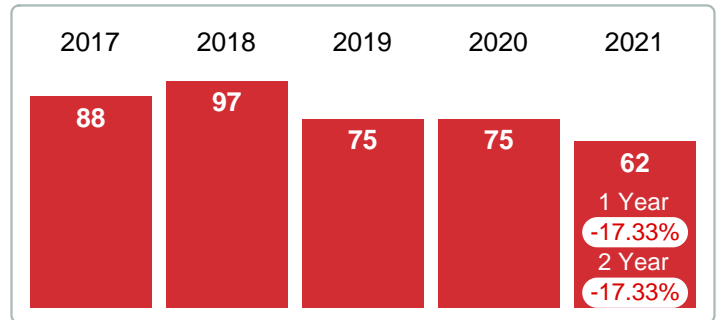
## NEW LISTINGS

Report produced on Aug 02, 2023 for MLS Technology Inc.

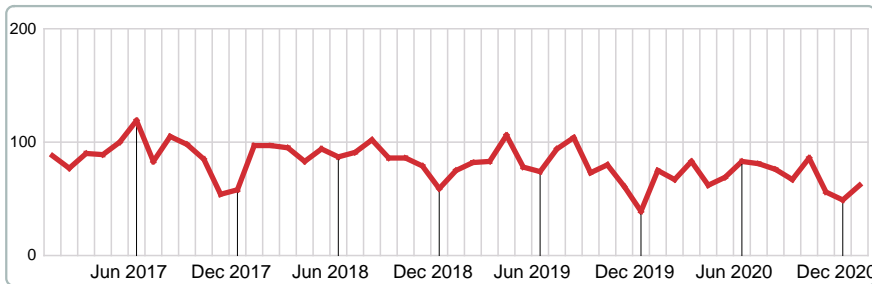
### JANUARY



### YEAR TO DATE (YTD)

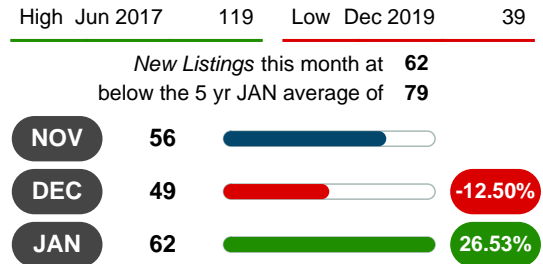


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 79



### 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	3	4.84%	0	2	1	0
\$25,001 - \$50,000	7	11.29%	3	4	0	0
\$50,001 - \$100,000	9	14.52%	4	4	1	0
\$100,001 - \$150,000	16	25.81%	2	12	2	0
\$150,001 - \$200,000	12	19.35%	0	10	1	1
\$200,001 - \$275,000	8	12.90%	0	6	1	1
\$275,001 and up	7	11.29%	1	4	2	0
<b>Total New Listed Units</b>	<b>62</b>		<b>10</b>	<b>42</b>	<b>8</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>11,575,350</b>	<b>100%</b>	<b>967.80K</b>	<b>8.69M</b>	<b>1.50M</b>	<b>420.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$158,059</b>		<b>\$96,780</b>	<b>\$206,896</b>	<b>\$187,238</b>	<b>\$210,000</b>

# January 2021



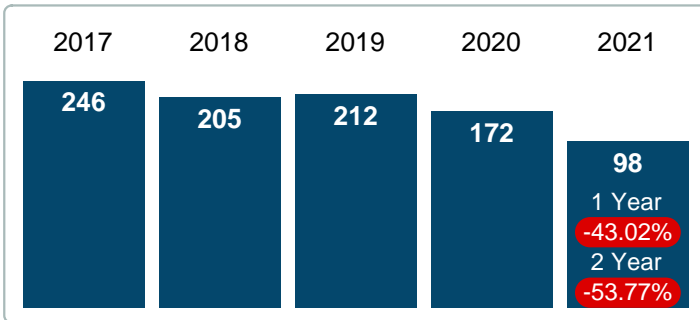
Area Delimited by County Of Muskogee - Residential Property Type



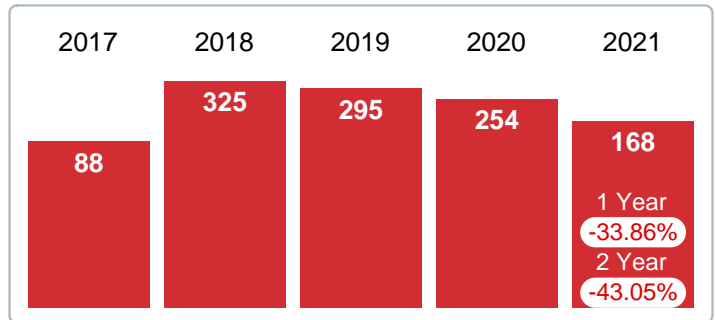
## ACTIVE INVENTORY

Report produced on Aug 02, 2023 for MLS Technology Inc.

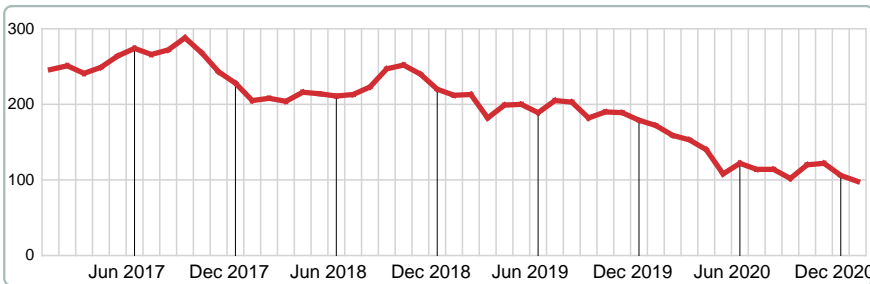
### END OF JANUARY



### ACTIVE DURING JANUARY

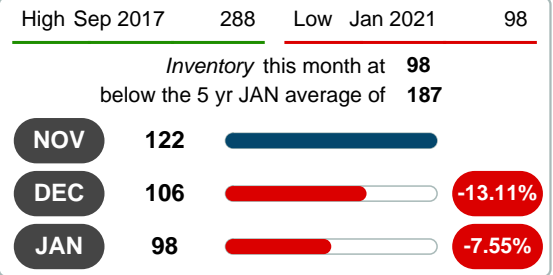


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 187



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	5	5.10%	72.0	0	2	3	0
\$25,001 - \$50,000	16	16.33%	71.5	5	10	1	0
\$50,001 - \$75,000	14	14.29%	70.6	5	7	2	0
\$75,001 - \$150,000	26	26.53%	62.0	6	17	3	0
\$150,001 - \$200,000	13	13.27%	63.2	1	7	4	1
\$200,001 - \$325,000	13	13.27%	64.6	0	8	4	1
\$325,001 and up	11	11.22%	109.2	0	4	5	2
<b>Total Active Inventory by Units</b>	<b>98</b>			<b>17</b>	<b>55</b>	<b>22</b>	<b>4</b>
<b>Total Active Inventory by Volume</b>	<b>17,317,685</b>	<b>100%</b>	<b>71.1</b>	<b>1.25M</b>	<b>9.73M</b>	<b>4.66M</b>	<b>1.67M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$176,711</b>			<b>\$73,765</b>	<b>\$176,900</b>	<b>\$212,018</b>	<b>\$417,450</b>

# January 2021



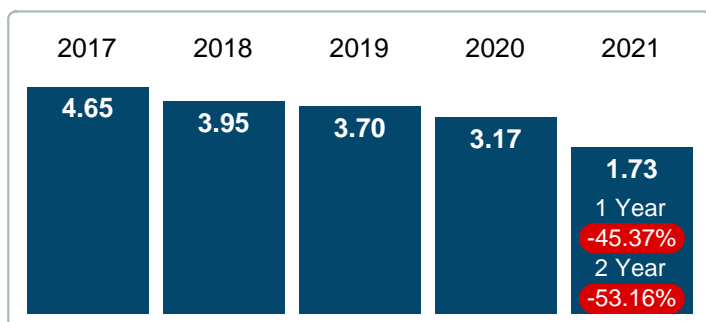
Area Delimited by County Of Muskogee - Residential Property Type



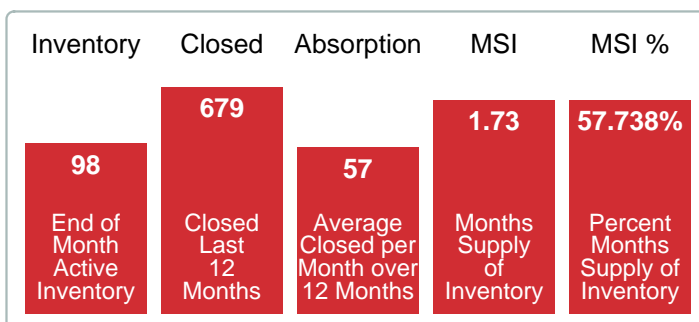
## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 02, 2023 for MLS Technology Inc.

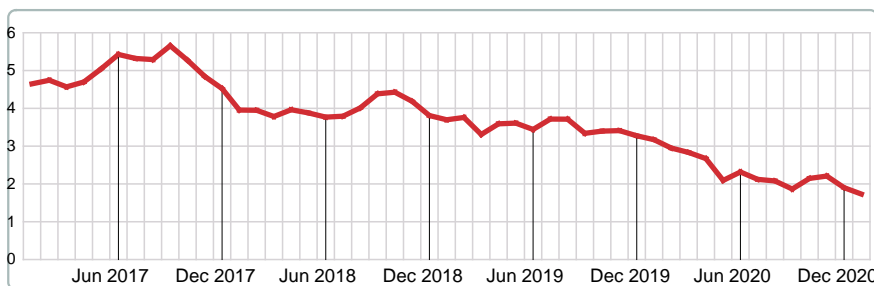
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021



### 5 YEAR MARKET ACTIVITY TRENDS

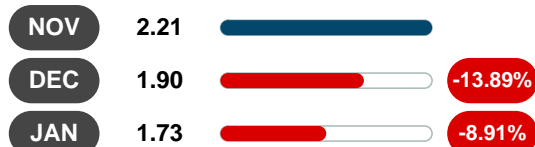


### 3 MONTHS

5 year JAN AVG = 3.44

High Sep 2017 5.66 Low Jan 2021 1.73

Months Supply this month at 1.73 below the 5 yr JAN average of 3.44



### 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
\$30,000 and less	9	9.18%	2.40	1.33	2.40	12.00	0.00
\$30,001 - \$50,000	12	12.24%	3.00	1.09	5.68	3.00	0.00
\$50,001 - \$80,000	16	16.33%	2.11	3.43	1.66	2.00	0.00
\$80,001 - \$150,000	24	24.49%	1.23	3.75	1.07	1.00	0.00
\$150,001 - \$210,000	14	14.29%	1.24	12.00	0.91	1.58	3.00
\$210,001 - \$340,000	13	13.27%	1.73	0.00	2.34	1.26	1.50
\$340,001 and up	10	10.20%	3.33	0.00	3.00	4.00	4.00
Market Supply of Inventory (MSI)			1.73	2.22	1.57	1.85	2.00
Total Active Inventory by Units		100%	1.73	17	55	22	4

# January 2021



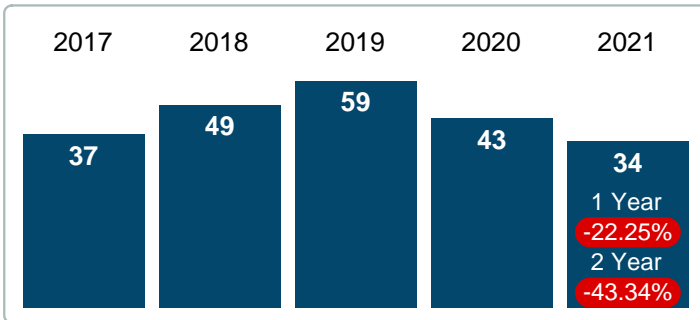
Area Delimited by County Of Muskogee - Residential Property Type



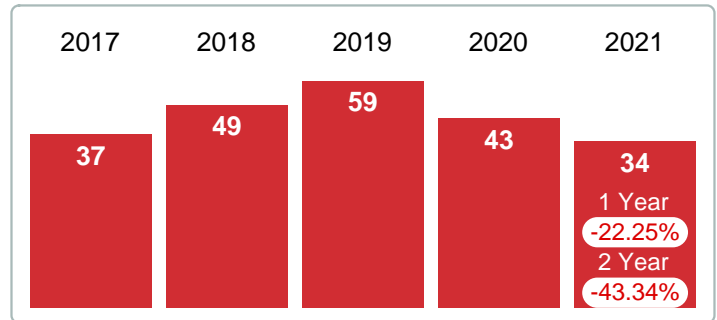
## AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 02, 2023 for MLS Technology Inc.

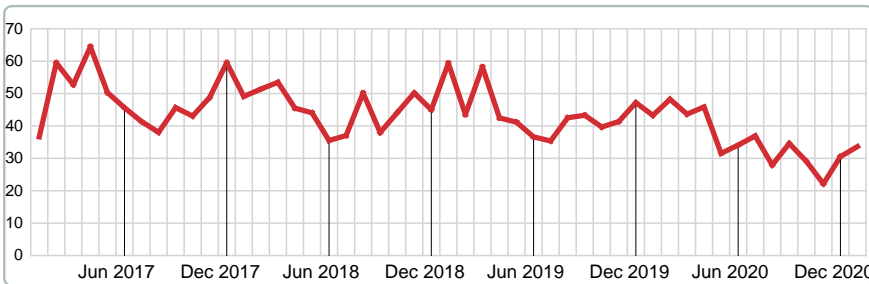
### JANUARY



### YEAR TO DATE (YTD)

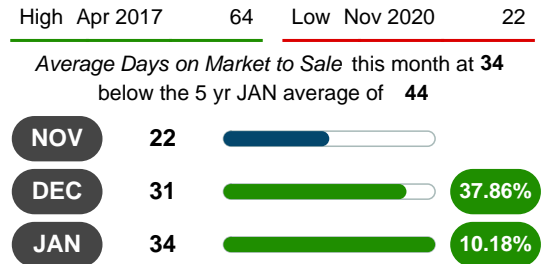


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 44



### 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
\$50,000 and less	7.69%	30	30	31	0	0
\$50,001 - \$75,000	11.54%	67	118	62	48	0
\$75,001 - \$100,000	9.62%	19	0	14	41	0
\$100,001 - \$150,000	23.08%	12	0	13	8	0
\$150,001 - \$225,000	23.08%	28	0	28	36	5
\$225,001 - \$350,000	11.54%	66	0	110	44	0
\$350,001 and up	13.46%	38	0	17	66	0
<b>Average Closed DOM</b>		<b>34</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>34</b>	<b>4</b>	<b>31</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,048,422</b>	<b>157.00K</b>	<b>5.12M</b>	<b>3.59M</b>	<b>181.00K</b>

# January 2021



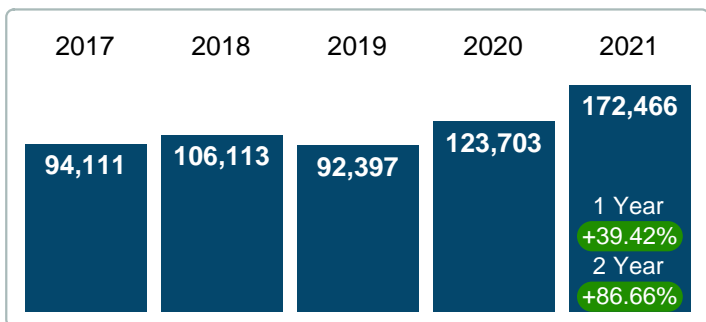
Area Delimited by County Of Muskogee - Residential Property Type



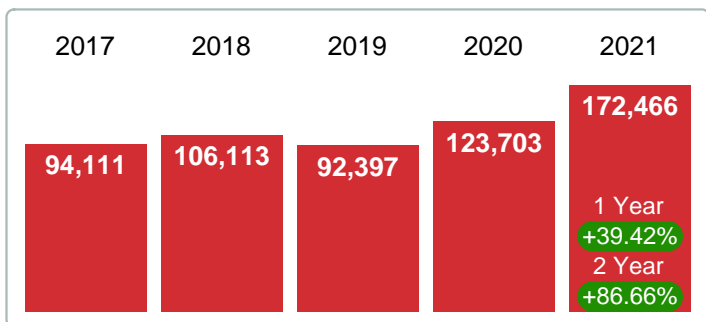
## AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 02, 2023 for MLS Technology Inc.

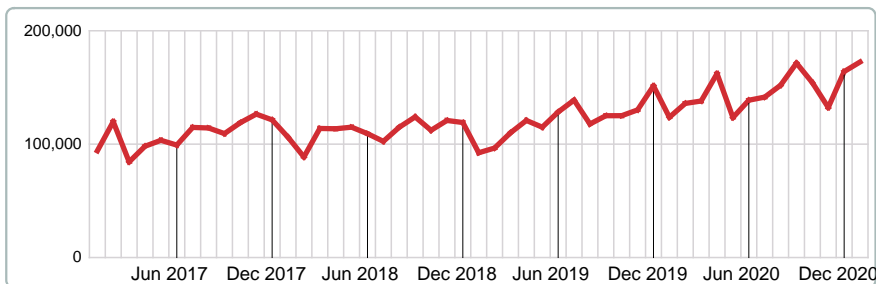
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

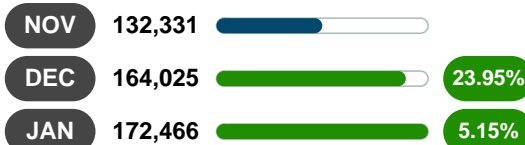


### 3 MONTHS

5 year JAN AVG = 117,758

High Jan 2021 172,466 Low Mar 2017 84,372

Average List Price at Closing this month at **172,466**  
above the 5 yr JAN average of **117,758**



### 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
\$50,000 and less <b>4</b>	7.69%	36,825	32,467	49,900	0	0
\$50,001 - \$75,000 <b>6</b>	11.54%	65,808	69,900	63,350	67,450	0
\$75,001 - \$100,000 <b>6</b>	11.54%	89,083	0	83,750	106,000	0
\$100,001 - \$150,000 <b>13</b>	25.00%	130,223	0	130,778	119,800	0
\$150,001 - \$225,000 <b>11</b>	21.15%	181,000	0	179,025	186,267	150,000
\$225,001 - \$350,000 <b>6</b>	11.54%	268,317	0	249,250	277,850	0
\$350,001 and up <b>6</b>	11.54%	432,967	0	315,975	477,967	0
<b>Average List Price</b>		172,466	41,825	159,566	231,525	150,000
<b>Total Closed Units</b>	100%	172,466	4	31	16	1
<b>Total Closed Volume</b>		8,968,250	167.30K	4.95M	3.70M	150.00K



# January 2021



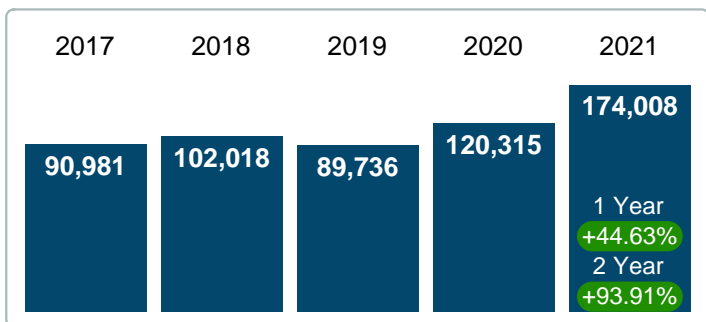
Area Delimited by County Of Muskogee - Residential Property Type



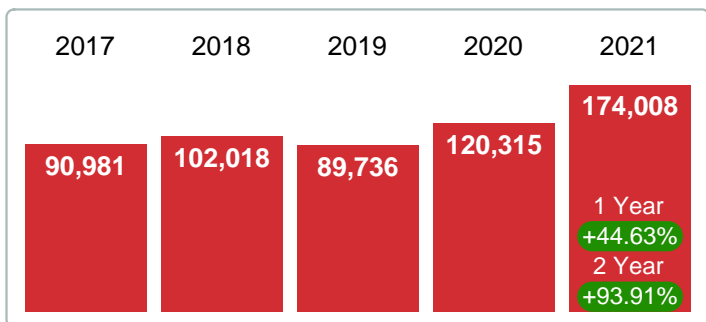
## AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 02, 2023 for MLS Technology Inc.

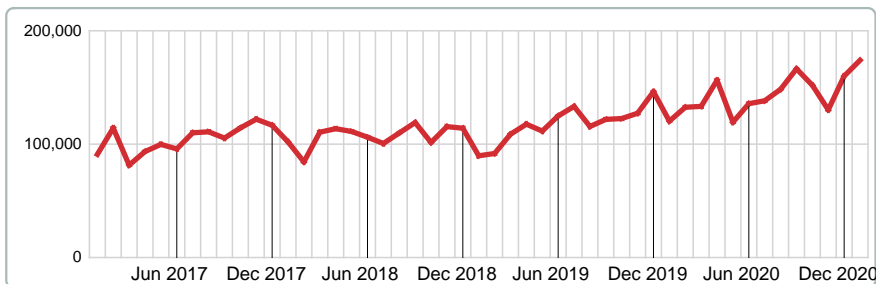
### JANUARY



### YEAR TO DATE (YTD)

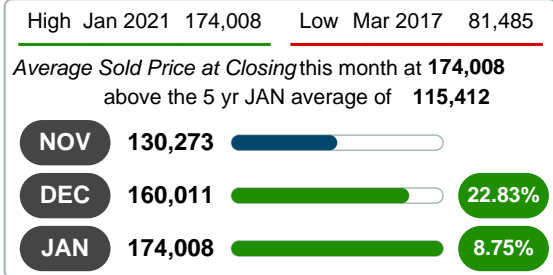


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 115,412



### 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
\$50,000 and less <span>4</span>	7.69%	32,250	29,033	41,900	0	0
\$50,001 - \$75,000 <span>6</span>	11.54%	60,383	69,900	59,867	56,400	0
\$75,001 - \$100,000 <span>5</span>	9.62%	86,720	0	83,850	98,200	0
\$100,001 - \$150,000 <span>12</span>	23.08%	127,172	0	130,118	118,333	0
\$150,001 - \$225,000 <span>12</span>	23.08%	177,364	0	175,308	181,633	181,000
\$225,001 - \$350,000 <span>6</span>	11.54%	265,517	0	249,000	273,775	0
\$350,001 and up <span>7</span>	13.46%	410,857	0	372,750	461,667	0
<b>Average Sold Price</b>		<b>174,008</b>	<b>39,250</b>	<b>165,143</b>	<b>224,438</b>	<b>181,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>174,008</b>	<b>4</b>	<b>31</b>	<b>16</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>9,048,422</b>	<b>157.00K</b>	<b>5.12M</b>	<b>3.59M</b>	<b>181.00K</b>

# January 2021



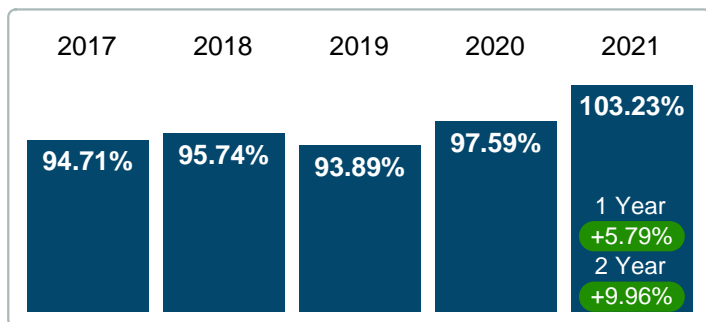
Area Delimited by County Of Muskogee - Residential Property Type



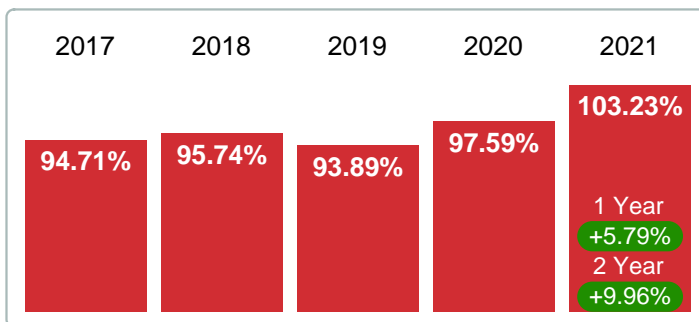
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 02, 2023 for MLS Technology Inc.

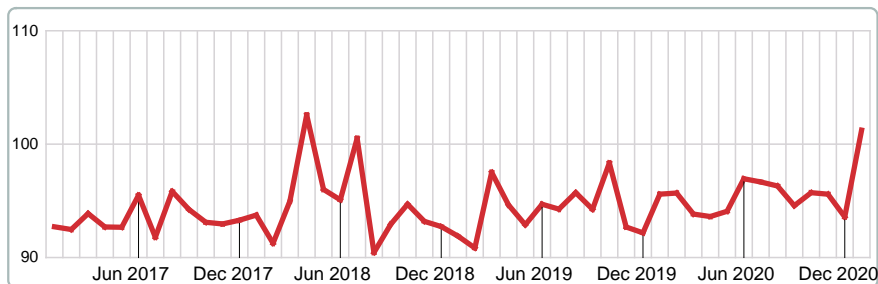
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

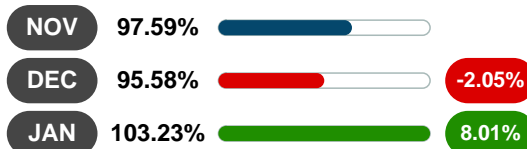


### 3 MONTHS

5 year JAN AVG = 97.03%

High Apr 2018 104.57% Low Aug 2018 92.44%

Average Sold/List Ratio this month at **103.23%**  
above the 5 yr JAN average of **97.03%**



### 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
\$50,000 and less	4	7.69%	100.16%	105.56%	83.97%	0.00%	0.00%
\$50,001 - \$75,000	6	11.54%	92.09%	100.00%	94.99%	83.80%	0.00%
\$75,001 - \$100,000	5	9.62%	98.63%	0.00%	100.13%	92.64%	0.00%
\$100,001 - \$150,000	12	23.08%	99.31%	0.00%	99.50%	98.74%	0.00%
\$150,001 - \$225,000	12	23.08%	99.64%	0.00%	97.85%	97.43%	120.67%
\$225,001 - \$350,000	6	11.54%	99.01%	0.00%	99.90%	98.57%	0.00%
\$350,001 and up	7	13.46%	134.33%	0.00%	162.90%	96.24%	0.00%
Average Sold/List Ratio		103.20%		104.17%	106.42%	95.73%	120.67%
Total Closed Units		52	100%	4	31	16	1
Total Closed Volume		9,048,422		157.00K	5.12M	3.59M	181.00K

# January 2021



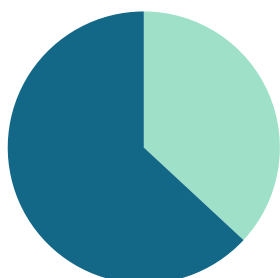
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

Report produced on Aug 02, 2023 for MLS Technology Inc.

### INVENTORY

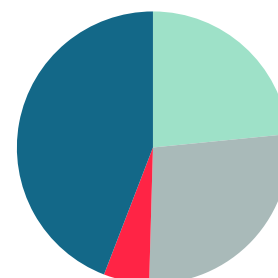


**Inventory**  
 New Listings  
**62 = 36.90%**  
 Start Inventory  
**106**  
 Total Inventory Units  
**168**  
 Volume  
**\$30,400,740**

### Market Activity

Closed Sales  
**52 = 23.42%**  
 Pending Sales  
**60 = 27.03%**  
 Other Off Market  
**12 = 5.41%**  
 Active Inventory  
**98 = 44.14%**

### MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	42	52	23.81%	42	52	23.81%
Pending Sales	56	60	7.14%	56	60	7.14%
New Listings	75	62	-17.33%	75	62	-17.33%
Average List Price	123,703	172,466	39.42%	123,703	172,466	39.42%
Average Sale Price	120,315	174,008	44.63%	120,315	174,008	44.63%
Average Percent of Selling Price to List Price	97.59%	103.23%	5.79%	97.59%	103.23%	5.79%
Average Days on Market to Sale	43.26	33.63	-22.25%	43.26	33.63	-22.25%
Monthly Inventory	172	98	-43.02%	172	98	-43.02%
Months Supply of Inventory	3.17	1.73	-45.37%	3.17	1.73	-45.37%

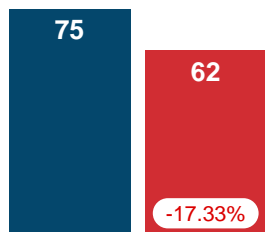
**Absorption:** Last 12 months, an Average of **57** Sales/Month

**Inventory** on January 31, 2021 = **98** 2020 2021

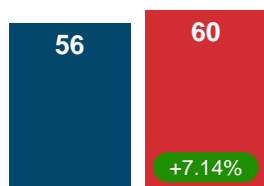
### JANUARY MARKET

### AVERAGE PRICES

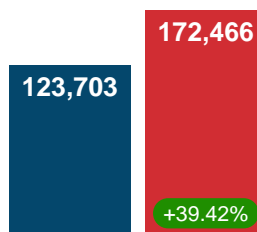
#### New Listings



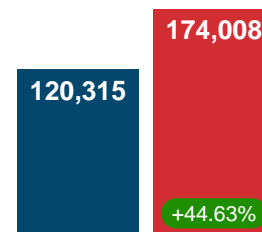
#### Pending Listings



#### List Price



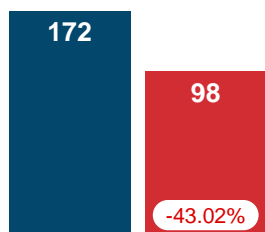
#### Sale Price



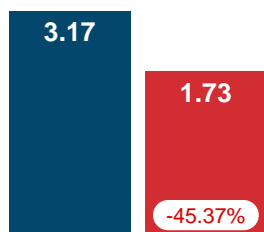
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

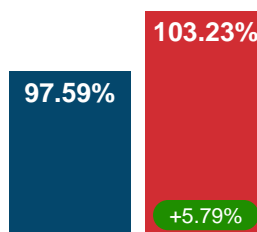
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

