

# January 2021



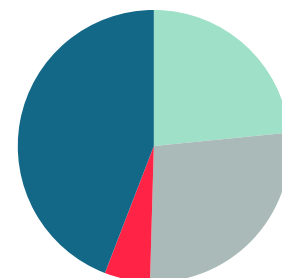
Area Delimited by County Of Muskogee - Residential Property Type



## 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%
Median List Price	102,450	141,650	38.26%
Median Sale Price	98,450	148,330	50.67%
Median Percent of Selling Price to List Price	100.00%	99.33%	-0.67%
Median Days on Market to Sale	35.50	25.50	-28.17%
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.

#### 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 **50.67%** in January 2021 to \$148,330 versus the previous year at \$98,450.

#### Median Days on Market Shortens

The median number of **25.50** days that homes spent on the market before selling decreased by 10.00 days or **28.17%** in January 2021 compared to last year's same month at **35.50** DOM.

#### Sales Success for January 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 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>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

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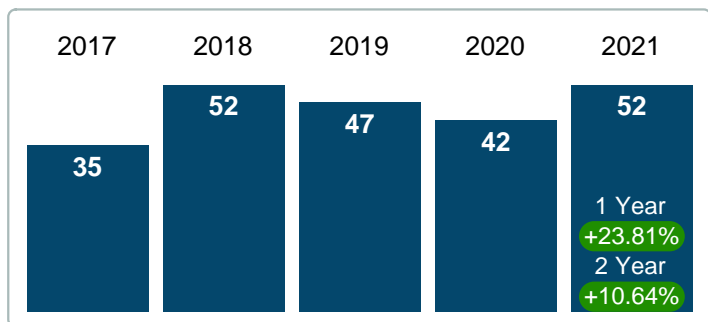
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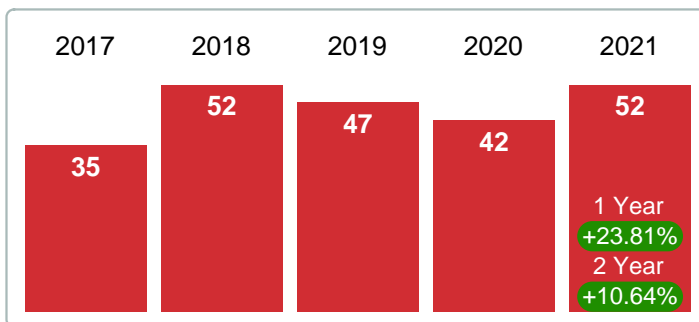
## CLOSED LISTINGS

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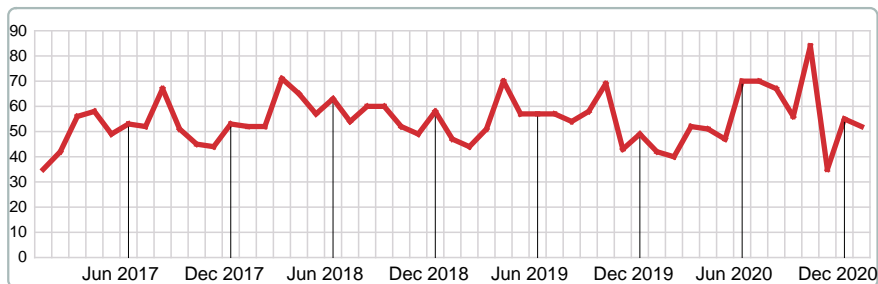
### JANUARY



### YEAR TO DATE (YTD)

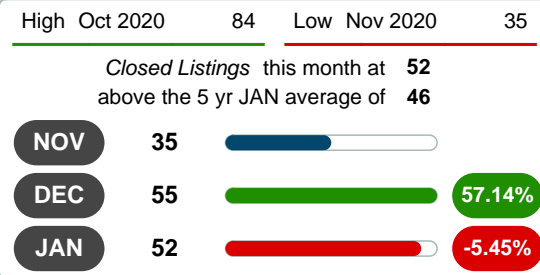


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 46



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	7.69%	35.0	3	1	0	0
\$50,001 - \$80,000	7	13.46%	44.0	1	4	2	0
\$80,001 - \$120,000	8	15.38%	4.0	0	5	3	0
\$120,001 - \$160,000	12	23.08%	9.0	0	11	1	0
\$160,001 - \$230,000	8	15.38%	26.5	0	4	3	1
\$230,001 - \$360,000	8	15.38%	48.5	0	4	4	0
\$360,001 and up	5	9.62%	22.0	0	2	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>25.5</b>	<b>157.00K</b>	<b>5.12M</b>	<b>3.59M</b>	<b>181.00K</b>
<b>Median Closed Price</b>	<b>\$148,330</b>			<b>\$34,500</b>	<b>\$142,000</b>	<b>\$189,950</b>	<b>\$181,000</b>

# January 2021



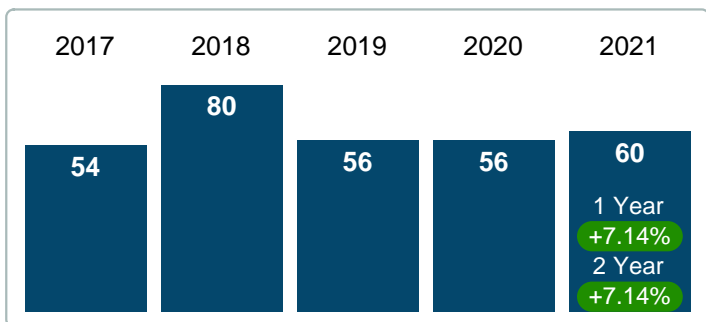
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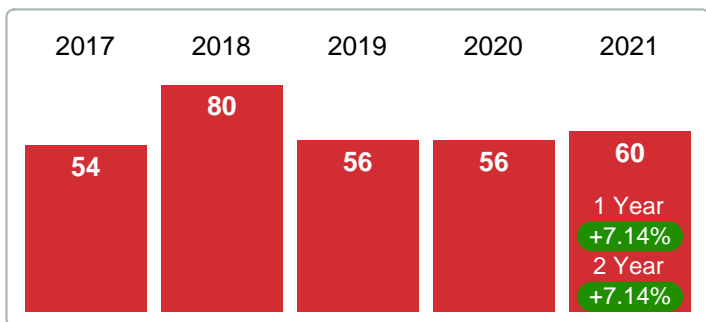
## PENDING LISTINGS

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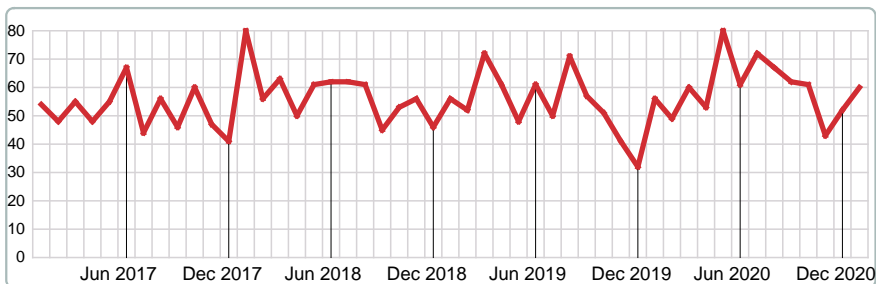
### JANUARY



### YEAR TO DATE (YTD)

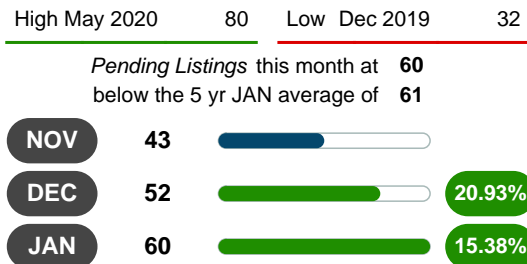


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 61



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	11.67%	45.0	0	7	0	0
\$50,001 - \$80,000	6	10.00%	60.0	4	2	0	0
\$80,001 - \$130,000	9	15.00%	10.0	1	7	1	0
\$130,001 - \$170,000	16	26.67%	36.5	1	10	4	1
\$170,001 - \$230,000	7	11.67%	6.0	0	6	1	0
\$230,001 - \$320,000	10	16.67%	17.5	1	6	2	1
\$320,001 and up	5	8.33%	5.0	1	2	2	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>24.0</b>	<b>1.10M</b>	<b>8.38M</b>	<b>2.24M</b>	<b>390.00K</b>
<b>Median Listing Price</b>	<b>\$147,450</b>			<b>\$94,450</b>	<b>\$149,950</b>	<b>\$187,450</b>	<b>\$195,000</b>

# January 2021



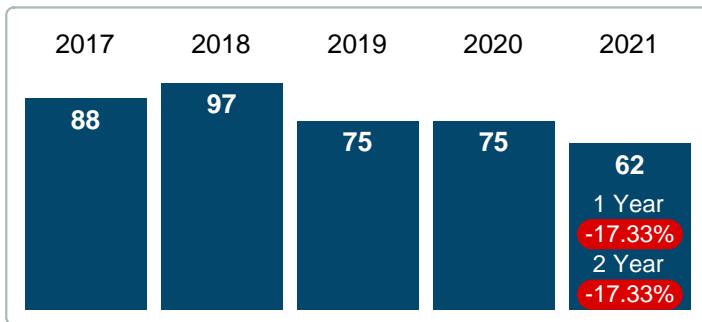
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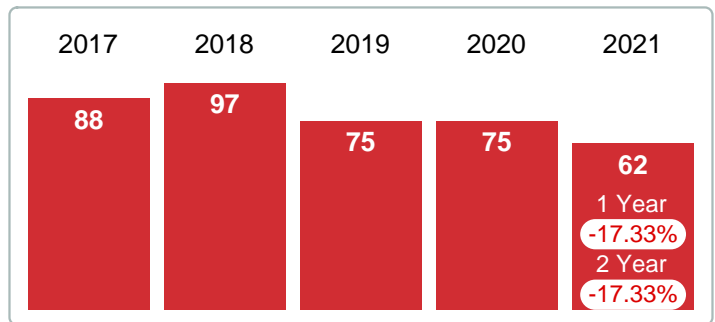
## NEW LISTINGS

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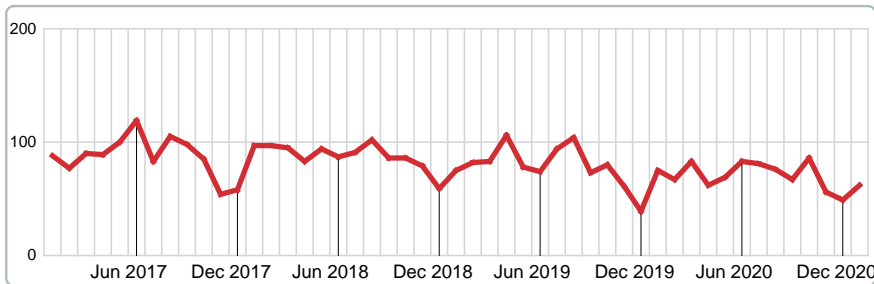
### JANUARY



### YEAR TO DATE (YTD)

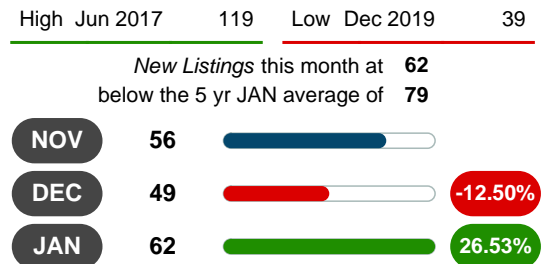


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
\$30,000 and less	5	8.06%	1	3	1	0
\$30,001 - \$60,000	8	12.90%	4	4	0	0
\$60,001 - \$110,000	7	11.29%	2	4	1	0
\$110,001 - \$170,000	19	30.65%	2	14	3	0
\$170,001 - \$210,000	8	12.90%	0	7	0	1
\$210,001 - \$280,000	8	12.90%	0	6	1	1
\$280,001 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>Median New Listed Listing Price</b>	<b>\$146,250</b>		<b>\$61,350</b>	<b>\$149,950</b>	<b>\$150,000</b>	<b>\$210,000</b>

# January 2021



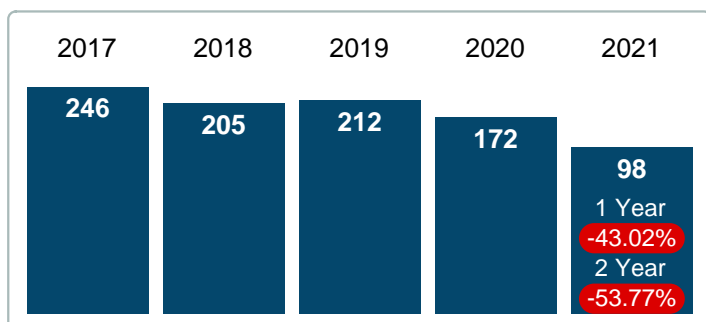
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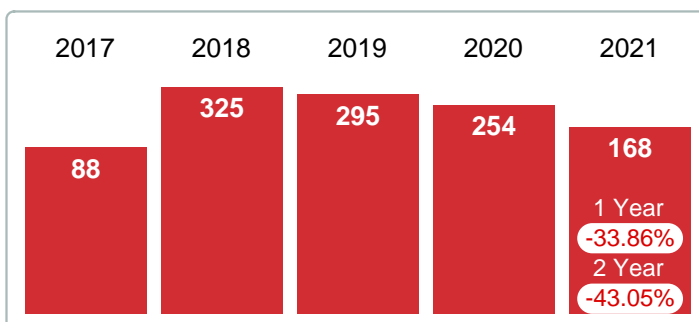
## ACTIVE INVENTORY

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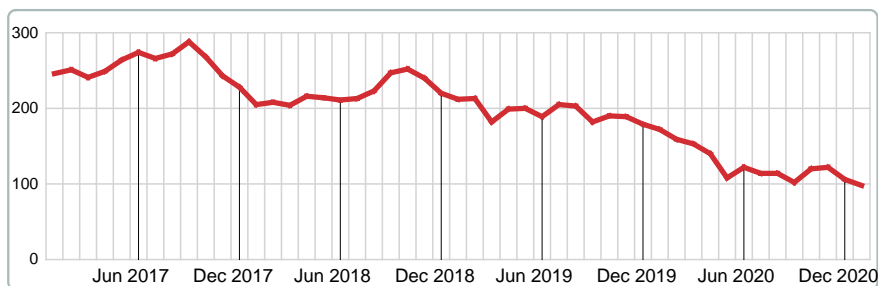
### END OF JANUARY



### ACTIVE DURING JANUARY

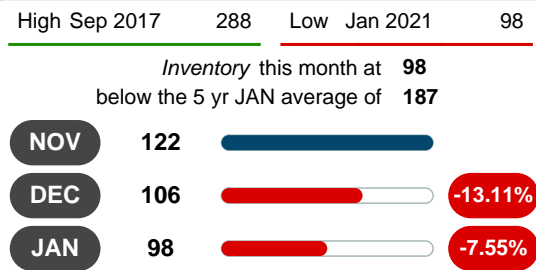


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 187



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	9.18%	41.0	3	3	3	0
\$30,001 - \$50,000	12	12.24%	49.5	2	9	1	0
\$50,001 - \$80,000	16	16.33%	79.0	6	8	2	0
\$80,001 - \$150,000	24	24.49%	47.0	5	16	3	0
\$150,001 - \$210,000	14	14.29%	78.0	1	7	5	1
\$210,001 - \$340,000	13	13.27%	54.0	0	8	4	1
\$340,001 and up	10	10.20%	111.5	0	4	4	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>56.0</b>	<b>1.25M</b>	<b>9.73M</b>	<b>4.66M</b>	<b>1.67M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$124,400</b>			<b>\$69,900</b>	<b>\$140,000</b>	<b>\$167,250</b>	<b>\$294,950</b>

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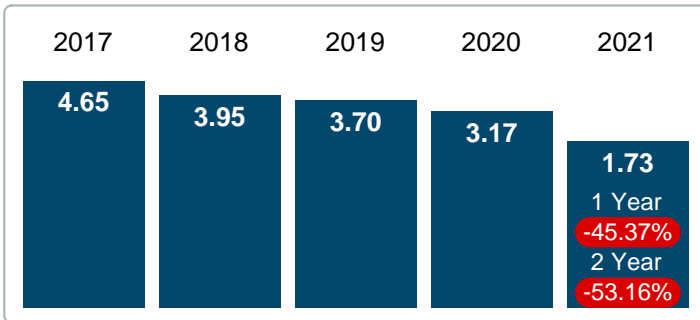
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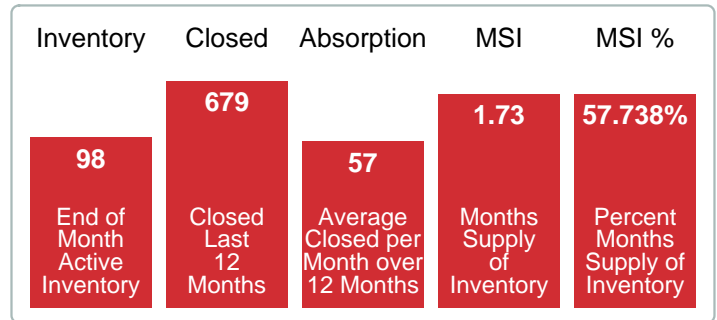
## MONTHS SUPPLY of INVENTORY (MSI)

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

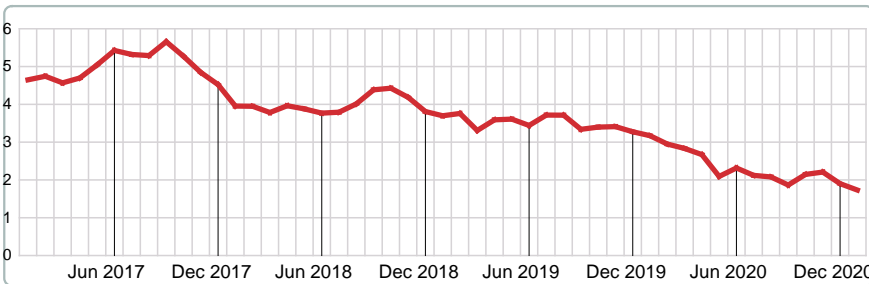
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2021

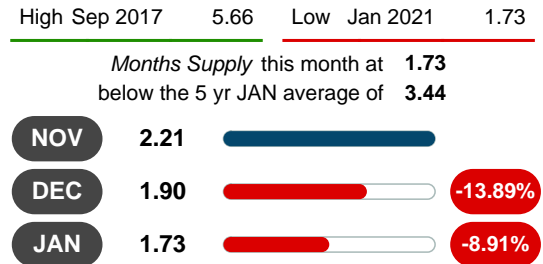


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JAN AVG = 3.44



### 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



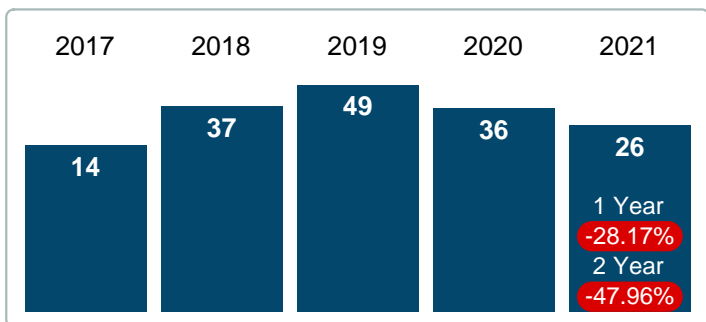
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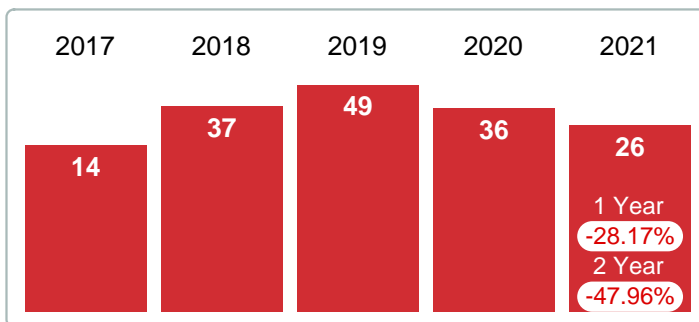
## MEDIAN DAYS ON MARKET TO SALE

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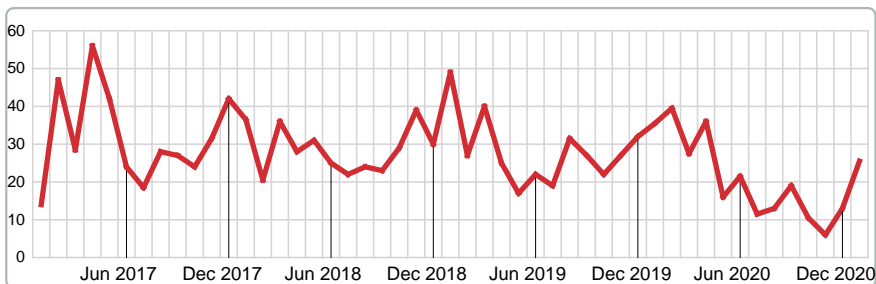
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

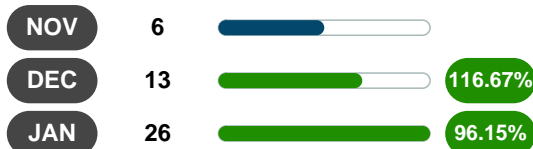


### 3 MONTHS

5 year JAN AVG = 32

High Apr 2017 56 Low Nov 2020 6

Median Days on Market to Sale this month at 26 below the 5 yr JAN average of 32



### 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
\$50,000 and less	7.69%	35	39	31	0	0
\$50,001 - \$80,000	13.46%	44	118	24	48	0
\$80,001 - \$120,000	15.38%	4	0	3	18	0
\$120,001 - \$160,000	23.08%	9	0	10	4	0
\$160,001 - \$230,000	15.38%	27	0	16	33	5
\$230,001 - \$360,000	15.38%	49	0	45	49	0
\$360,001 and up	9.62%	22	0	21	91	0
Median Closed DOM		26	40	13	41	5
Total Closed Units	100%	25.5	4	31	16	1
Total Closed Volume		9,048,422	157.00K	5.12M	3.59M	181.00K

# January 2021



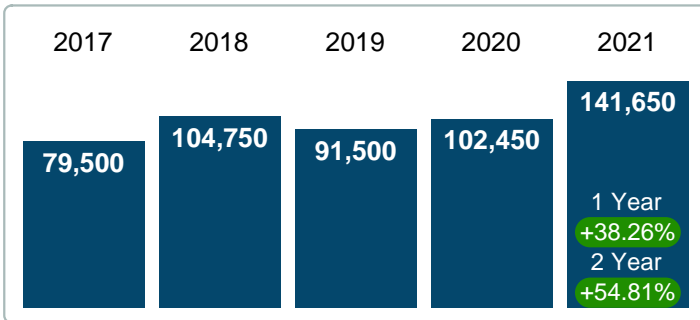
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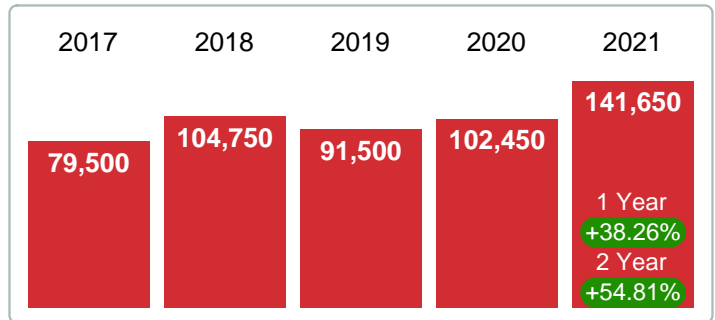
## MEDIAN LIST PRICE AT CLOSING

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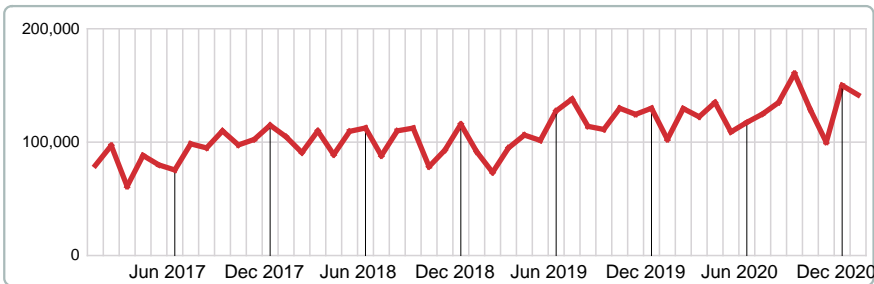
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

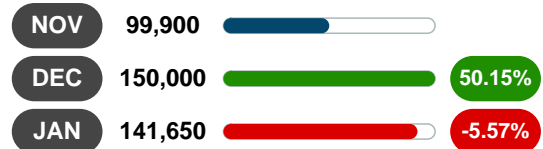


### 3 MONTHS

5 year JAN AVG = 103,970

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

Median List Price at Closing this month at **141,650**  
above the 5 yr JAN average of **103,970**



### 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
\$50,000 and less	7.69%	42,950	37,900	49,900	0	0
\$50,001 - \$80,000	13.46%	69,900	69,900	66,700	67,450	0
\$80,001 - \$120,000	17.31%	100,000	0	93,750	106,000	0
\$120,001 - \$160,000	23.08%	141,650	0	140,650	150,000	150,000
\$160,001 - \$230,000	15.38%	191,950	0	195,000	189,900	0
\$230,001 - \$360,000	11.54%	260,750	0	249,250	271,000	0
\$360,001 and up	11.54%	407,400	0	379,000	429,000	0
Median List Price		141,650	42,950	140,000	191,950	150,000
Total Closed Units	100%	141,650	4	31	16	1
Total Closed Volume		8,968,250	167.30K	4.95M	3.70M	150.00K



# January 2021



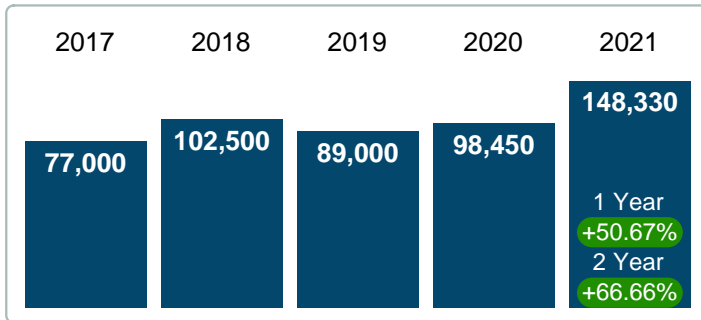
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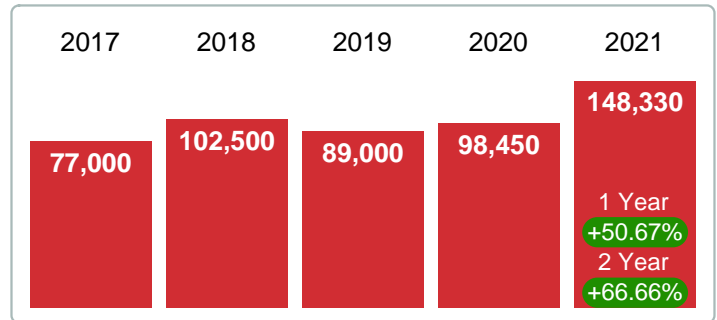
## MEDIAN SOLD PRICE AT CLOSING

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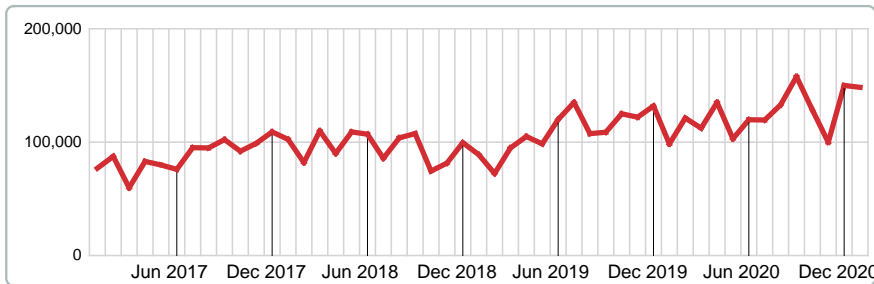
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

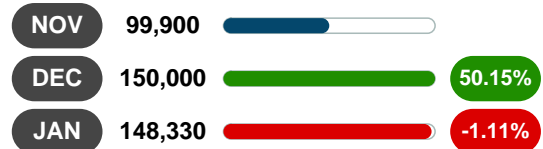


### 3 MONTHS

5 year JAN AVG = 103,056

High Sep 2020 157,750 Low Mar 2017 59,750

Median Sold Price at Closing this month at **148,330**  
above the 5 yr JAN average of **103,056**



### 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
\$50,000 and less	7.69%	34,500	28,000	41,900	0	0
\$50,001 - \$80,000	13.46%	60,000	69,900	61,500	56,400	0
\$80,001 - \$120,000	15.38%	100,100	0	87,500	102,000	0
\$120,001 - \$160,000	23.08%	144,330	0	142,000	150,000	0
\$160,001 - \$230,000	15.38%	188,450	0	199,750	189,900	181,000
\$230,001 - \$360,000	15.38%	263,750	0	309,500	263,750	0
\$360,001 and up	9.62%	396,000	0	385,500	400,000	0
<b>Median Sold Price</b>		<b>148,330</b>	<b>34,500</b>	<b>142,000</b>	<b>189,950</b>	<b>181,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>148,330</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



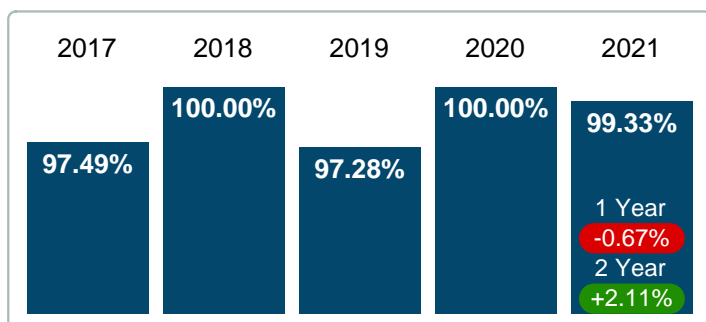
Area Delimited by County Of Muskogee - Residential Property Type



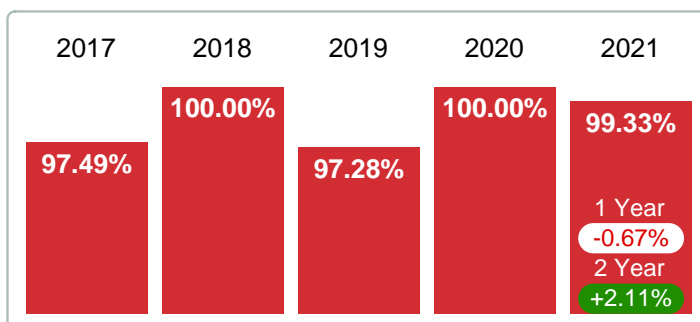
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

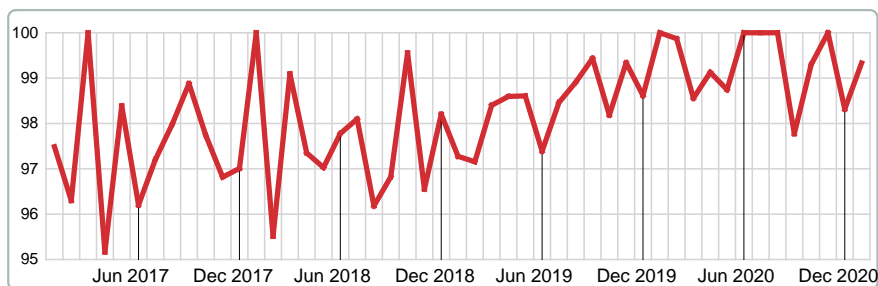
### JANUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

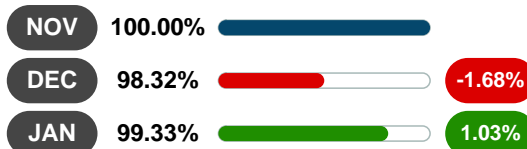


### 3 MONTHS

5 year JAN AVG = 98.82%

High Nov 2020 100.00% Low Apr 2017 95.17%

Median Sold/List Ratio this month at **99.33%**  
equal to 5 yr JAN average of **98.82%**



### 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
\$50,000 and less	4	7.69%	84.69%	85.42%	83.97%	0.00%	0.00%
\$50,001 - \$80,000	7	13.46%	99.21%	100.00%	99.56%	83.80%	0.00%
\$80,001 - \$120,000	8	15.38%	100.00%	0.00%	100.00%	93.72%	0.00%
\$120,001 - \$160,000	12	23.08%	100.00%	0.00%	100.00%	100.00%	0.00%
\$160,001 - \$230,000	8	15.38%	98.41%	0.00%	98.31%	97.94%	120.67%
\$230,001 - \$360,000	8	15.38%	99.90%	0.00%	99.90%	99.73%	0.00%
\$360,001 and up	5	9.62%	96.61%	0.00%	98.30%	96.32%	0.00%
Median Sold/List Ratio		99.33%		92.71%	99.91%	97.13%	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



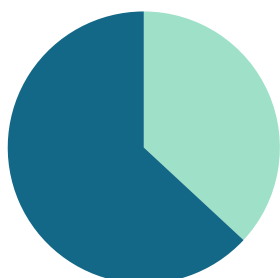
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

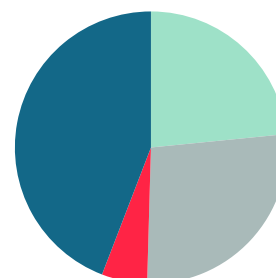


**Inventory**  
 New Listings  
**62 = 36.90%**  
 Start Inventory  
**106**  
 Total Inventory Units  
**168**  
 Volume  
**\$30,400,740**

### 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%
Median List Price	102,450	141,650	38.26%	102,450	141,650	38.26%
Median Sale Price	98,450	148,330	50.67%	98,450	148,330	50.67%
Median Percent of Selling Price to List Price	100.00%	99.33%	-0.67%	100.00%	99.33%	-0.67%
Median Days on Market to Sale	35.50	25.50	-28.17%	35.50	25.50	-28.17%
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

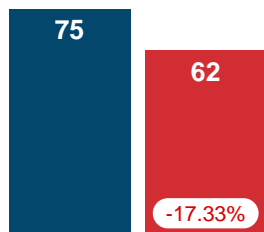
**Inventory** on January 31, 2021 = **98**

**2020** **2021**

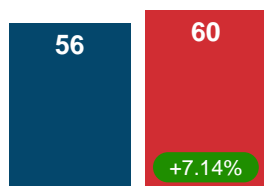
### JANUARY MARKET

### MEDIAN PRICES

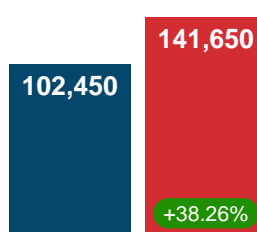
#### New Listings



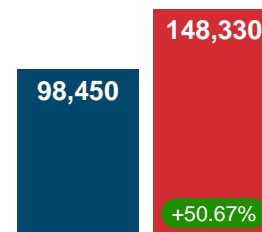
#### Pending Listings



#### List Price



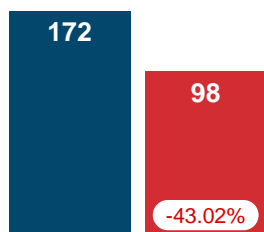
#### Sale Price



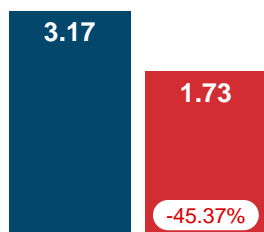
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

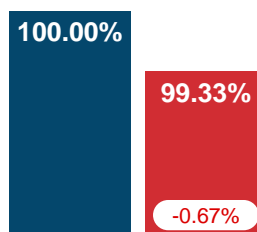
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

