

# July 2021



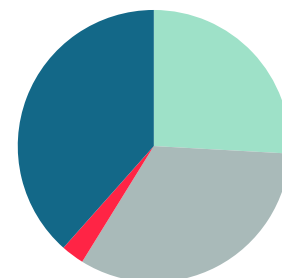
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	July 2021	+/-%
Closed Listings	70	66	-5.71%
Pending Listings	72	84	16.67%
New Listings	81	81	0.00%
Average List Price	141,494	167,641	18.48%
Average Sale Price	138,275	164,856	19.22%
Average Percent of Selling Price to List Price	98.67%	96.36%	-2.33%
Average Days on Market to Sale	36.91	17.26	-53.25%
End of Month Inventory	114	98	-14.04%
Months Supply of Inventory	2.12	1.66	-21.68%



■ Closed (25.88%)  
■ Pending (32.94%)  
■ Other OffMarket (2.75%)  
■ Active (38.43%)

**Absorption:** Last 12 months, an Average of **59** Sales/Month  
**Active Inventory** as of July 31, 2021 = **98**

### Analysis Wrap-Up

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

The total housing inventory at the end of July 2021 decreased **14.04%** to 98 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **1.66** 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 **19.22%** in July 2021 to \$164,856 versus the previous year at \$138,275.

#### Average Days on Market Shortens

The average number of **17.26** days that homes spent on the market before selling decreased by 19.66 days or **53.25%** in July 2021 compared to last year's same month at **36.91** DOM.

#### Sales Success for July 2021 is Positive

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

There were 81 New Listings in July 2021, down **0.00%** from last year at 81. Furthermore, there were 66 Closed Listings this month versus last year at 70, a **-5.71%** decrease.

Closed versus Listed trends yielded a **81.5%** ratio, down from previous year's, July 2020, at **86.4%**, a **5.71%** 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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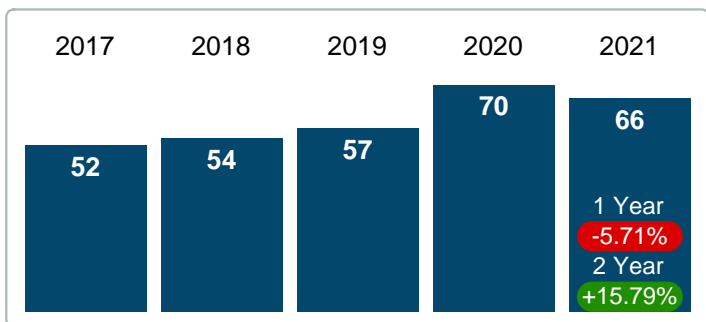
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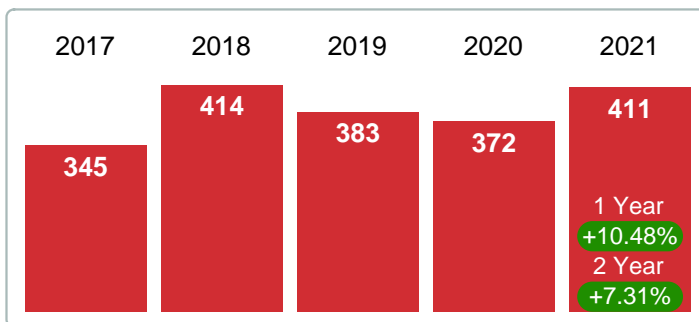
## CLOSED LISTINGS

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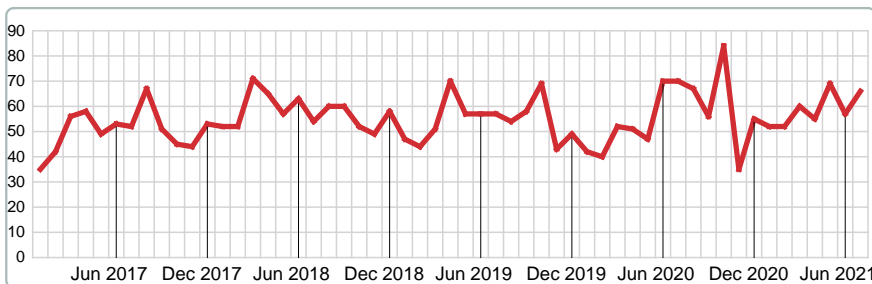
### JULY



### YEAR TO DATE (YTD)

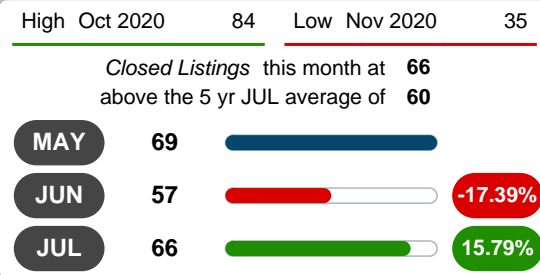


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 60



### 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	6.06%	37.3	1	3	0	0
\$25,001 - \$50,000	4	6.06%	22.3	2	2	0	0
\$50,001 - \$75,000	9	13.64%	10.4	6	3	0	0
\$75,001 - \$175,000	24	36.36%	9.9	2	18	4	0
\$175,001 - \$225,000	9	13.64%	26.1	0	7	2	0
\$225,001 - \$300,000	9	13.64%	30.4	0	3	4	2
\$300,001 and up	7	10.61%	8.6	0	2	3	2
<b>Total Closed Units</b>	<b>66</b>			<b>11</b>	<b>38</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>10,880,500</b>	<b>100%</b>	<b>17.3</b>	<b>699.90K</b>	<b>5.46M</b>	<b>2.96M</b>	<b>1.76M</b>
<b>Average Closed Price</b>	<b>\$164,856</b>			<b>\$63,627</b>	<b>\$143,558</b>	<b>\$227,838</b>	<b>\$440,875</b>

# July 2021



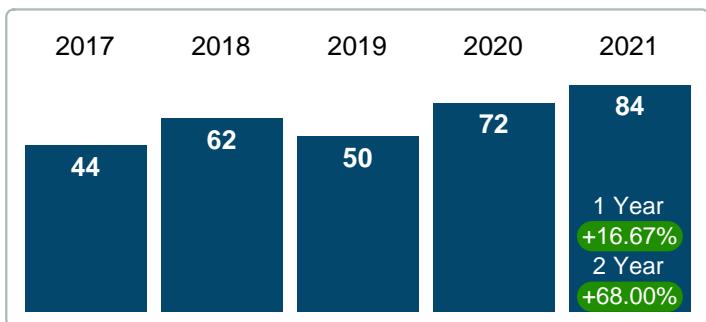
Area Delimited by County Of Muskogee - Residential Property Type



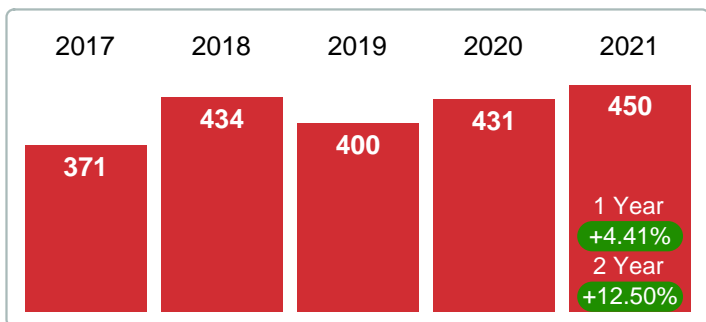
## PENDING LISTINGS

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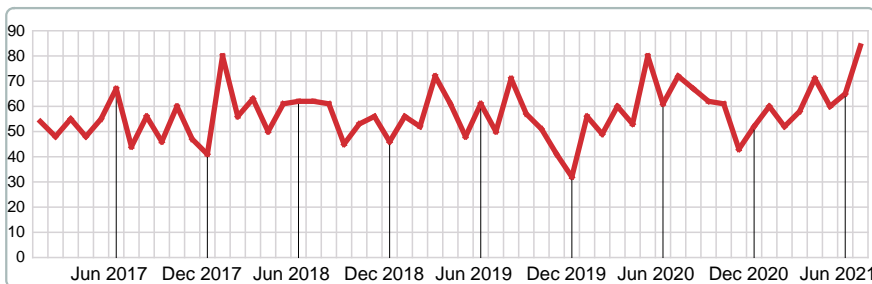
### JULY



### YEAR TO DATE (YTD)

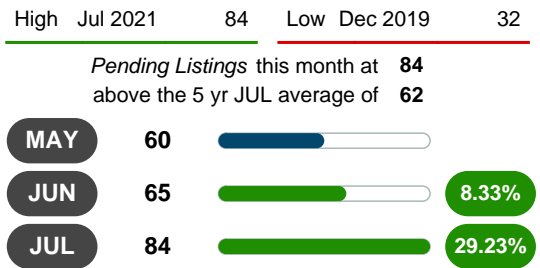


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 62



### 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	6	7.14%	48.2	1	4	0	1
\$50,001 - \$75,000	7	8.33%	23.0	3	4	0	0
\$75,001 - \$100,000	13	15.48%	27.8	3	9	1	0
\$100,001 - \$150,000	20	23.81%	32.2	0	17	3	0
\$150,001 - \$200,000	18	21.43%	14.6	2	12	4	0
\$200,001 - \$275,000	10	11.90%	23.7	1	4	5	0
\$275,001 and up	10	11.90%	16.2	1	5	4	0
<b>Total Pending Units</b>	<b>84</b>			<b>11</b>	<b>55</b>	<b>17</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>13,813,700</b>	<b>100%</b>	<b>25.2</b>	<b>1.40M</b>	<b>8.36M</b>	<b>4.02M</b>	<b>29.80K</b>
<b>Average Listing Price</b>	<b>\$163,522</b>			<b>\$127,409</b>	<b>\$151,984</b>	<b>\$236,665</b>	<b>\$29,800</b>

# July 2021



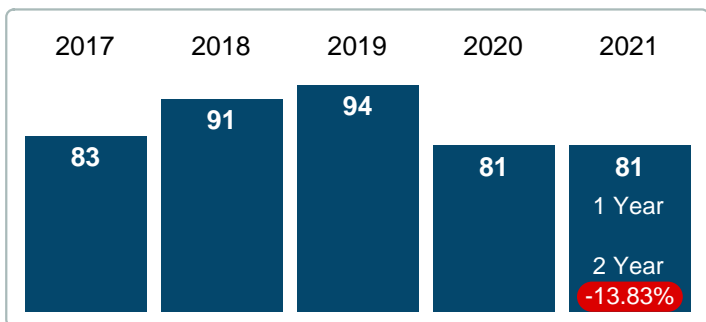
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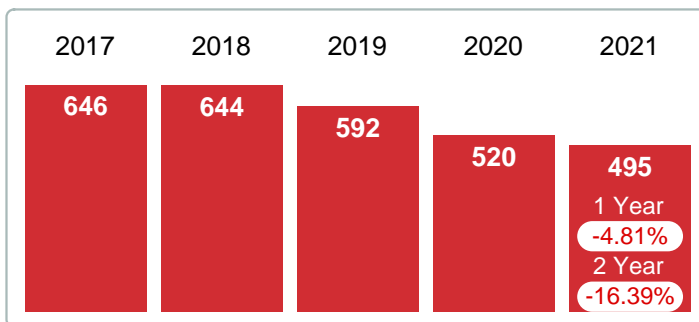
## NEW LISTINGS

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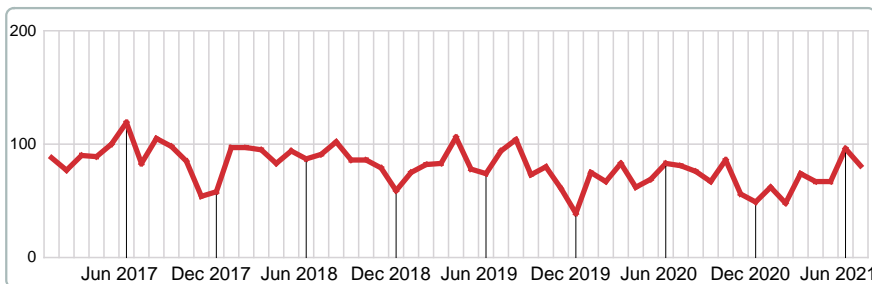
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

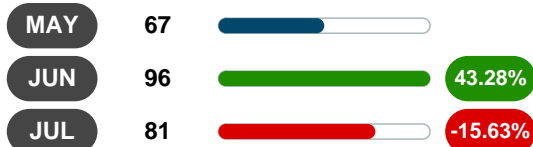


### 3 MONTHS

5 year JUL AVG = 86

High Jun 2017 119 Low Dec 2019 39

New Listings this month at **81**  
 below the 5 yr JUL average of **86**



### 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	2	2.47%	1	1	0	0
\$25,001 - \$75,000	12	14.81%	5	7	0	0
\$75,001 - \$100,000	12	14.81%	4	8	0	0
\$100,001 - \$150,000	15	18.52%	1	13	1	0
\$150,001 - \$225,000	21	25.93%	2	16	3	0
\$225,001 - \$275,000	9	11.11%	1	3	5	0
\$275,001 and up	10	12.35%	0	5	3	2
<b>Total New Listed Units</b>	<b>81</b>		<b>14</b>	<b>53</b>	<b>12</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>13,068,100</b>	<b>100%</b>	<b>1.36M</b>	<b>8.08M</b>	<b>2.82M</b>	<b>804.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$161,495</b>		<b>\$96,864</b>	<b>\$152,511</b>	<b>\$235,408</b>	<b>\$402,000</b>

# July 2021



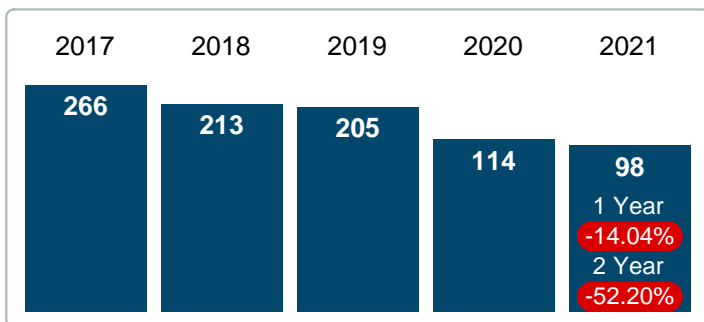
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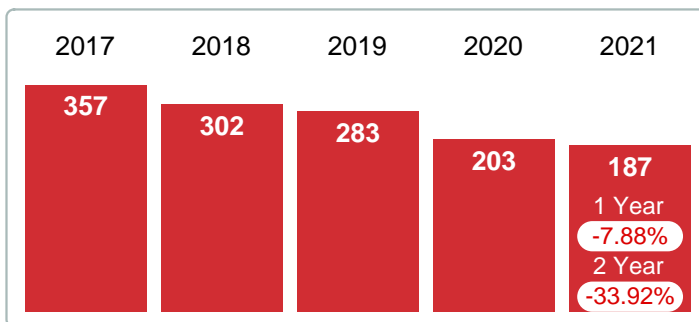
## ACTIVE INVENTORY

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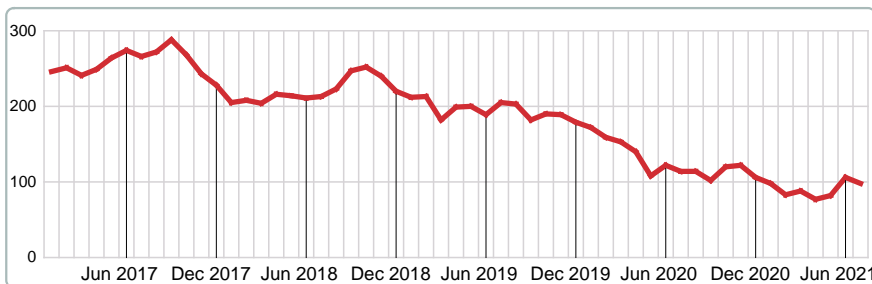
### END OF JULY



### ACTIVE DURING JULY

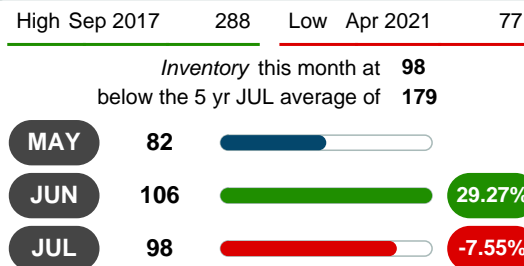


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 179



### 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%	52.8	3	2	0	0
\$25,001 - \$50,000	9	9.18%	63.8	6	3	0	0
\$50,001 - \$75,000	10	10.20%	67.4	3	7	0	0
\$75,001 - \$150,000	34	34.69%	66.1	10	21	3	0
\$150,001 - \$225,000	16	16.33%	41.3	3	8	4	1
\$225,001 - \$350,000	13	13.27%	32.4	1	3	7	2
\$350,001 and up	11	11.22%	46.4	1	3	4	3
<b>Total Active Inventory by Units</b>	<b>98</b>			<b>27</b>	<b>47</b>	<b>18</b>	<b>6</b>
<b>Total Active Inventory by Volume</b>	<b>17,467,198</b>	<b>100%</b>	<b>54.6</b>	<b>2.76M</b>	<b>6.34M</b>	<b>6.19M</b>	<b>2.17M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$178,237</b>			<b>\$102,385</b>	<b>\$134,791</b>	<b>\$344,161</b>	<b>\$362,117</b>

# July 2021



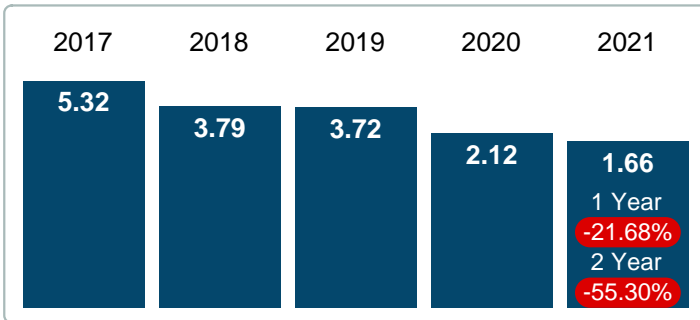
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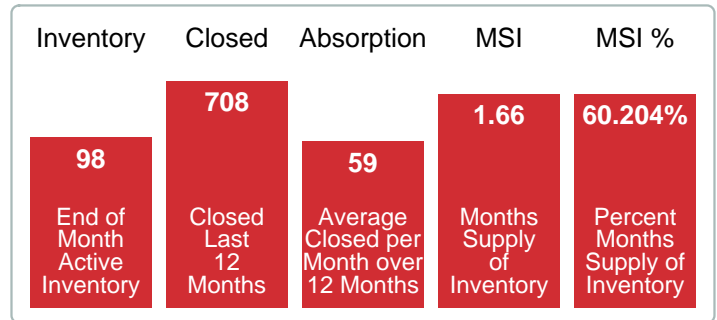
## MONTHS SUPPLY of INVENTORY (MSI)

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

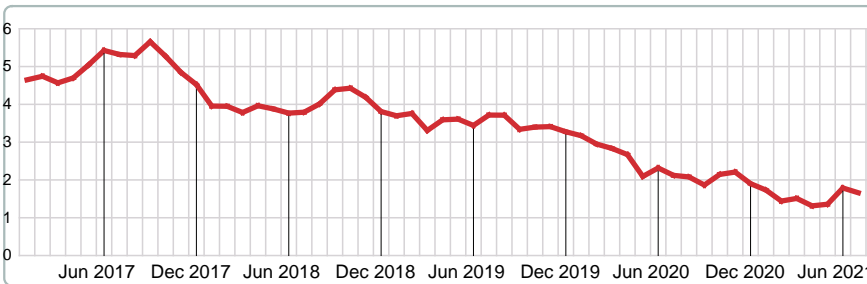
### MSI FOR JULY



### INDICATORS FOR JULY 2021

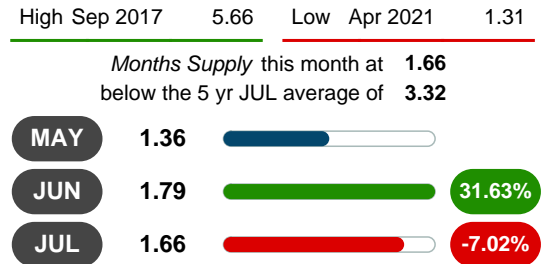


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 3.32



### 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	10	10.20%	1.76	3.36	0.97	0.00	0.00
\$40,001 - \$70,000	12	12.24%	1.76	1.82	2.15	0.00	0.00
\$70,001 - \$80,000	5	5.10%	2.07	1.00	2.25	12.00	0.00
\$80,001 - \$160,000	33	33.67%	1.53	5.68	1.24	1.13	0.00
\$160,001 - \$230,000	15	15.31%	1.31	12.00	1.03	1.03	2.00
\$230,001 - \$360,000	13	13.27%	1.59	4.00	0.90	1.68	4.80
\$360,001 and up	10	10.20%	3.33	12.00	1.50	3.43	7.20
Market Supply of Inventory (MSI)			1.66	3.38	1.27	1.48	3.27
Total Active Inventory by Units		100%	1.66	27	47	18	6

# July 2021



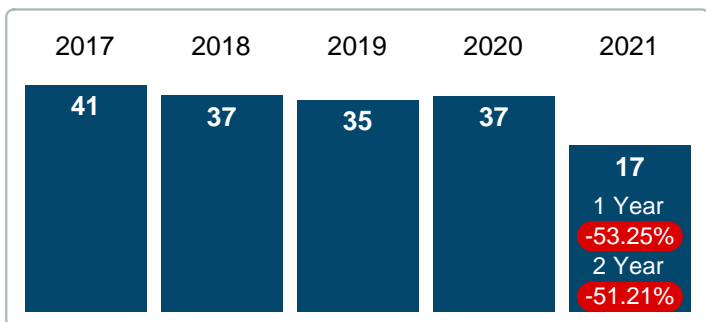
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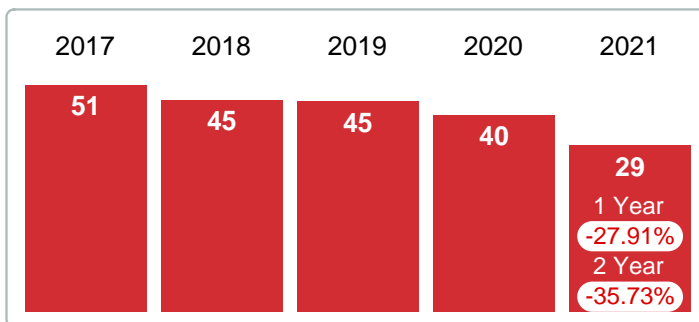
## AVERAGE DAYS ON MARKET TO SALE

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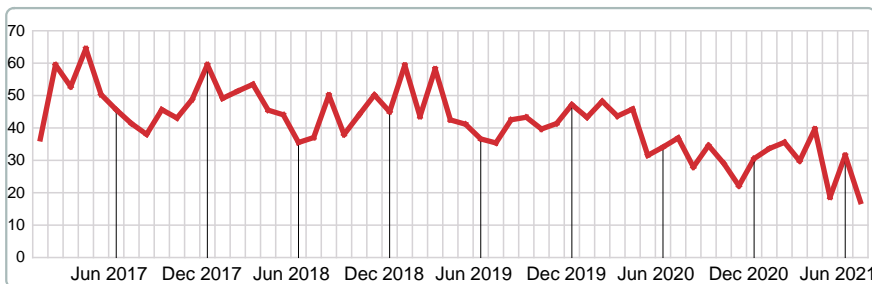
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

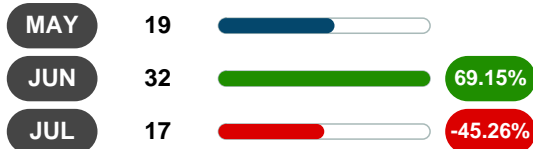


### 3 MONTHS

5 year JUL AVG = 34

High Apr 2017 64 Low Jul 2021 17

Average Days on Market to Sale this month at 17 below the 5 yr JUL average of 34



### 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	6.06%	37	20	43	0	0
\$25,001 - \$50,000	6.06%	22	38	7	0	0
\$50,001 - \$75,000	13.64%	10	5	21	0	0
\$75,001 - \$175,000	36.36%	10	8	9	16	0
\$175,001 - \$225,000	13.64%	26	0	12	76	0
\$225,001 - \$300,000	13.64%	30	0	45	30	10
\$300,001 and up	10.61%	9	0	8	12	4
<b>Average Closed DOM</b>		<b>17</b>	<b>13</b>	<b>16</b>	<b>29</b>	<b>7</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>17</b>	<b>11</b>	<b>38</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>10,880,500</b>	<b>699.90K</b>	<b>5.46M</b>	<b>2.96M</b>	<b>1.76M</b>

# July 2021



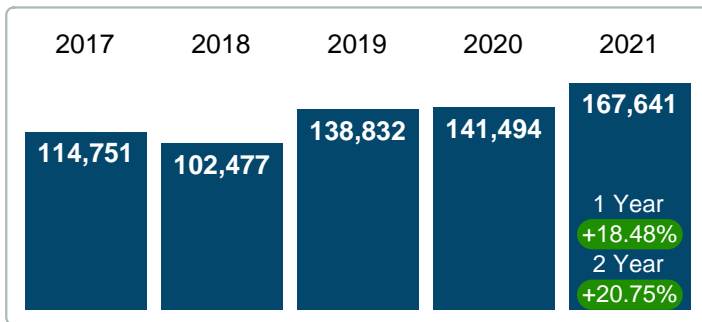
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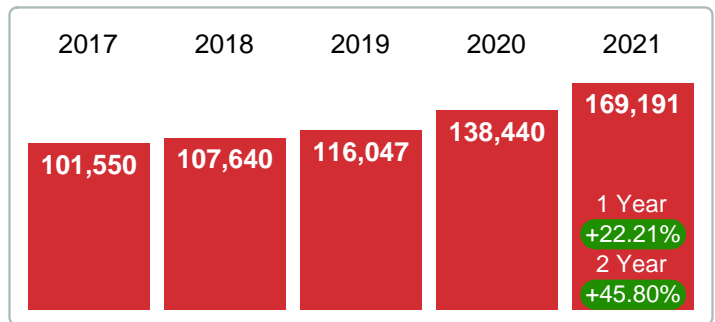
## AVERAGE LIST PRICE AT CLOSING

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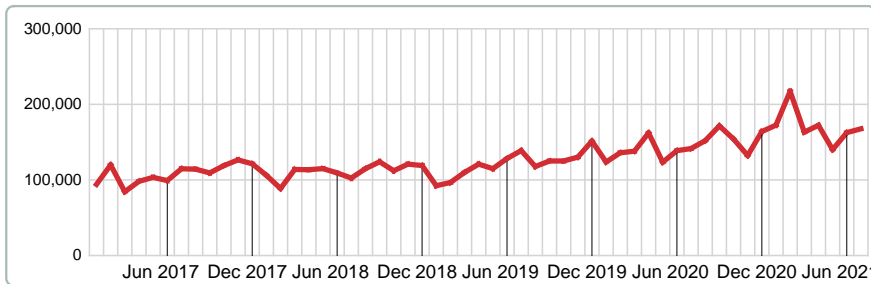
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

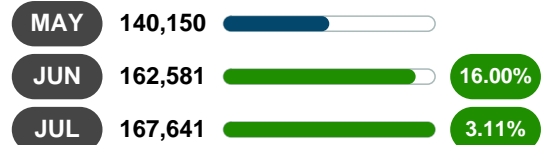


### 3 MONTHS

5 year JUL AVG = 133,039

High Feb 2021 217,247 Low Mar 2017 84,372

Average List Price at Closing this month at **167,641**  
above the 5 yr JUL average of **133,039**



### 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	1.52%	20,000	30,000	31,633	0	0
\$25,001 - \$50,000	10.61%	37,443	44,450	34,150	0	0
\$50,001 - \$75,000	13.64%	65,856	65,217	67,133	0	0
\$75,001 - \$175,000	36.36%	126,142	102,450	128,700	126,475	0
\$175,001 - \$225,000	13.64%	194,556	0	194,457	194,900	0
\$225,001 - \$300,000	12.12%	261,463	0	254,800	277,450	263,750
\$300,001 and up	12.12%	414,925	0	377,000	341,300	615,750
<b>Average List Price</b>		<b>167,641</b>	<b>65,009</b>	<b>146,337</b>	<b>233,031</b>	<b>439,750</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>167,641</b>	<b>11</b>	<b>38</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>11,064,300</b>	<b>715.10K</b>	<b>5.56M</b>	<b>3.03M</b>	<b>1.76M</b>



# July 2021



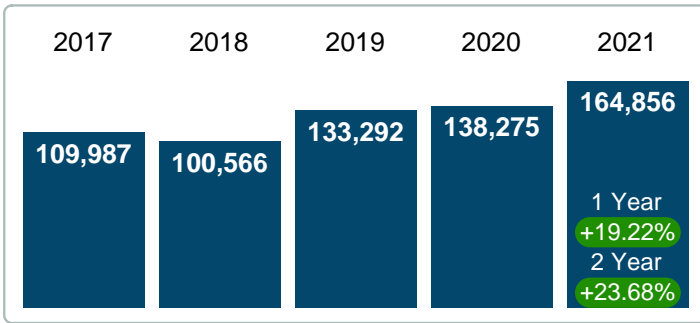
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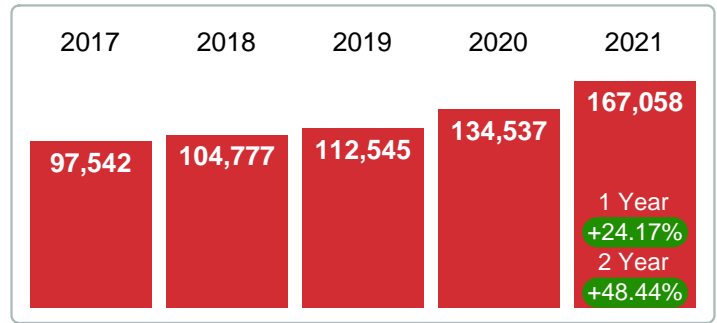
## AVERAGE SOLD PRICE AT CLOSING

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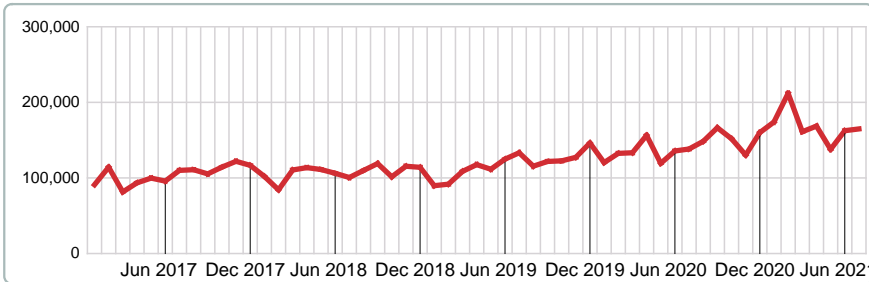
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

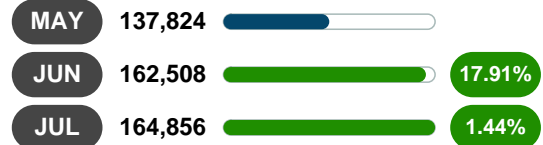


### 3 MONTHS

5 year JUL AVG = 129,395

High Feb 2021 211,913 Low Mar 2017 81,485

Average Sold Price at Closing this month at **164,856** above the 5 yr JUL average of **129,395**



### 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	6.06%	19,500	18,000	20,000	0	0
\$25,001 - \$50,000	6.06%	36,875	41,500	32,250	0	0
\$50,001 - \$75,000	13.64%	64,222	64,417	63,833	0	0
\$75,001 - \$175,000	36.36%	124,346	106,200	126,667	122,975	0
\$175,001 - \$225,000	13.64%	189,867	0	191,971	182,500	0
\$225,001 - \$300,000	13.64%	265,044	0	253,800	273,000	266,000
\$300,001 and up	10.61%	428,357	0	377,000	337,667	615,750
<b>Average Sold Price</b>		<b>164,856</b>	<b>63,627</b>	<b>143,558</b>	<b>227,838</b>	<b>440,875</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>164,856</b>	<b>11</b>	<b>38</b>	<b>13</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>10,880,500</b>	<b>699.90K</b>	<b>5.46M</b>	<b>2.96M</b>	<b>1.76M</b>

# July 2021



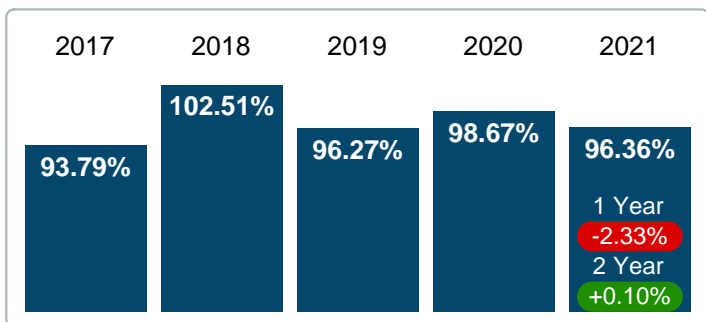
Area Delimited by County Of Muskogee - Residential Property Type



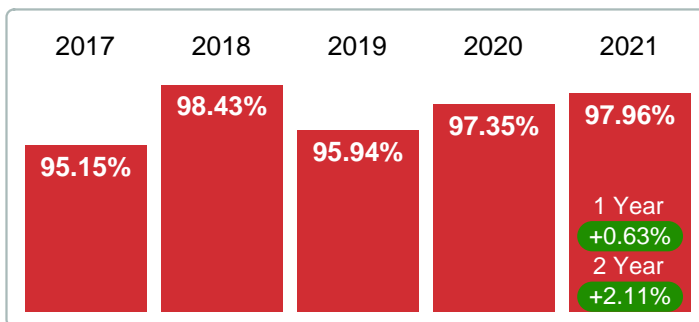
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

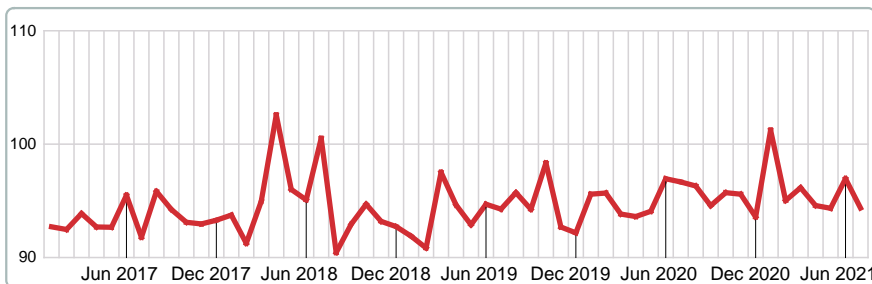
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

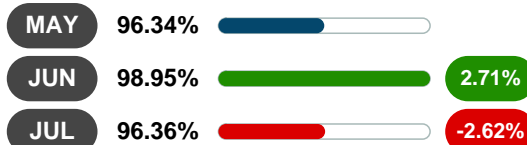


### 3 MONTHS

5 year JUL AVG = 97.52%

High Apr 2018 104.57% Low Aug 2018 92.44%

Average Sold/List Ratio this month at **96.36%**  
below the 5 yr JUL average of **97.52%**



### 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	6.06%	66.58%	60.00%	68.77%	0.00%	0.00%
\$25,001 - \$50,000	4	6.06%	94.13%	93.52%	94.73%	0.00%	0.00%
\$50,001 - \$75,000	9	13.64%	97.51%	98.46%	95.59%	0.00%	0.00%
\$75,001 - \$175,000	24	36.36%	98.68%	104.13%	98.29%	97.68%	0.00%
\$175,001 - \$225,000	9	13.64%	97.77%	0.00%	98.82%	94.10%	0.00%
\$225,001 - \$300,000	9	13.64%	99.41%	0.00%	99.61%	98.52%	100.90%
\$300,001 and up	7	10.61%	99.53%	0.00%	100.00%	98.90%	100.00%
Average Sold/List Ratio		96.40%		95.10%	95.85%	97.67%	100.45%
Total Closed Units		66	100%	11	38	13	4
Total Closed Volume		10,880,500		699.90K	5.46M	2.96M	1.76M

# July 2021



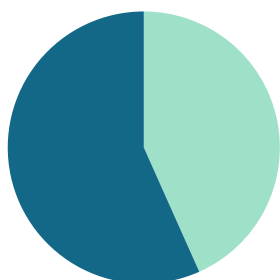
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

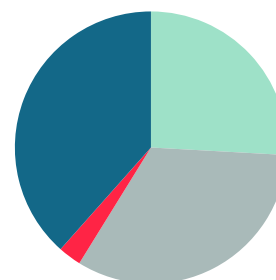


**Inventory**  
 New Listings  
**81 = 43.32%**  
 Start Inventory  
**106**  
 Total Inventory Units  
**187**  
 Volume  
**\$32,252,398**

### Market Activity

Closed Sales  
**66 = 25.88%**  
 Pending Sales  
**84 = 32.94%**  
 Other Off Market  
**7 = 2.75%**  
 Active Inventory  
**98 = 38.43%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	70	66	-5.71%	372	411	10.48%
Pending Sales	72	84	16.67%	431	450	4.41%
New Listings	81	81	0.00%	520	495	-4.81%
Average List Price	141,494	167,641	18.48%	138,440	169,191	22.21%
Average Sale Price	138,275	164,856	19.22%	134,537	167,058	24.17%
Average Percent of Selling Price to List Price	98.67%	96.36%	-2.33%	97.35%	97.96%	0.63%
Average Days on Market to Sale	36.91	17.26	-53.25%	39.80	28.69	-27.91%
Monthly Inventory	114	98	-14.04%	114	98	-14.04%
Months Supply of Inventory	2.12	1.66	-21.68%	2.12	1.66	-21.68%

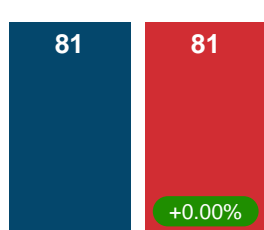
**Absorption:** Last 12 months, an Average of **59** Sales/Month

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

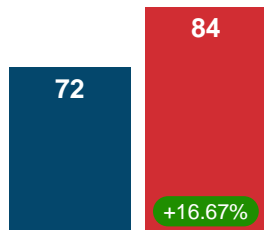
**2020** **2021**

### JULY MARKET

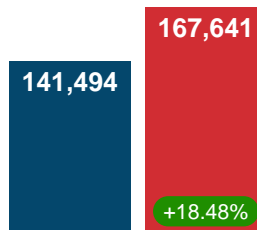
#### New Listings



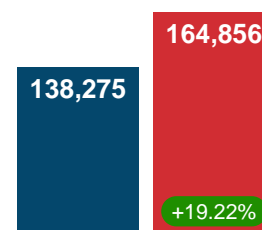
#### Pending Listings



#### List Price

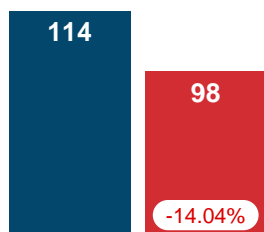


#### Sale Price

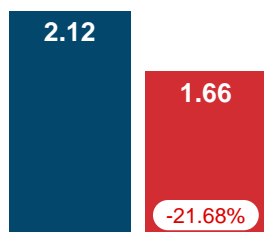


### INVENTORY

#### Active Inventory

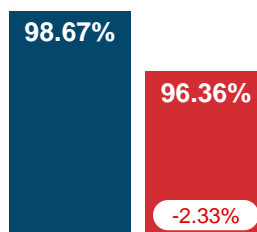


#### Monthly Supply of Inventory



### AVERAGE SOLD/LIST RATIO & DOM

#### Sale/List Ratio



#### Days on Market

