

June 2021



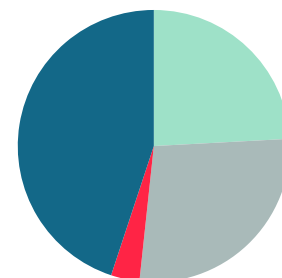
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	June 2021	+/-%
Closed Listings	70	57	-18.57%
Pending Listings	61	65	6.56%
New Listings	83	96	15.66%
Average List Price	138,737	162,581	17.19%
Average Sale Price	135,690	162,508	19.76%
Average Percent of Selling Price to List Price	98.95%	98.95%	0.01%
Average Days on Market to Sale	34.09	31.53	-7.51%
End of Month Inventory	122	106	-13.11%
Months Supply of Inventory	2.32	1.79	-22.88%



■ Closed (24.15%)
■ Pending (27.54%)
■ Other OffMarket (3.39%)
■ Active (44.92%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of June 30, 2021 = **106**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2021 decreased **13.11%** to 106 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 **1.79** 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 **19.76%** in June 2021 to \$162,508 versus the previous year at \$135,690.

Average Days on Market Shortens

The average number of **31.53** days that homes spent on the market before selling decreased by 2.56 days or **7.51%** in June 2021 compared to last year's same month at **34.09** DOM.

Sales Success for June 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 96 New Listings in June 2021, up **15.66%** from last year at 83. Furthermore, there were 57 Closed Listings this month versus last year at 70, a **-18.57%** decrease.

Closed versus Listed trends yielded a **59.4%** ratio, down from previous year's, June 2020, at **84.3%**, a **29.60%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

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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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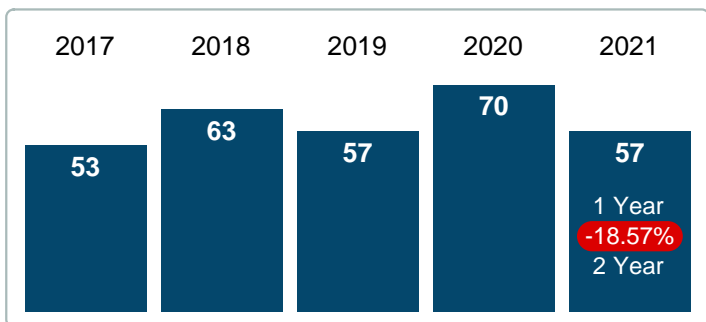
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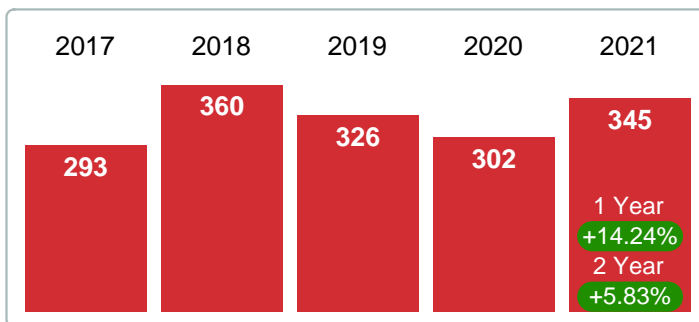
CLOSED LISTINGS

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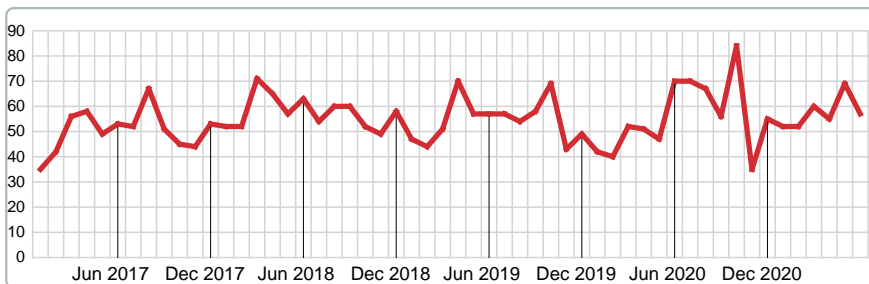
JUNE



YEAR TO DATE (YTD)

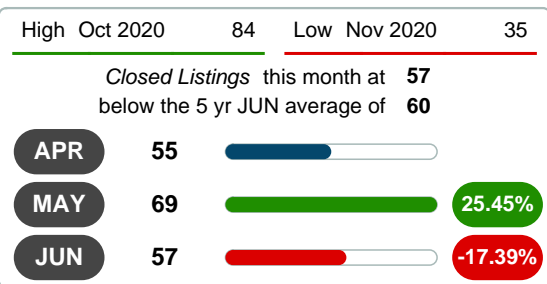


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN 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	5	8.77%	62.2	2	3	0	0
\$25,001 - \$50,000	7	12.28%	57.3	3	4	0	0
\$50,001 - \$100,000	8	14.04%	7.1	2	6	0	0
\$100,001 - \$150,000	9	15.79%	53.0	1	6	2	0
\$150,001 - \$200,000	10	17.54%	6.0	1	8	1	0
\$200,001 - \$300,000	11	19.30%	23.6	0	7	4	0
\$300,001 and up	7	12.28%	33.0	0	1	5	1
Total Closed Units	57			9	35	12	1
Total Closed Volume	9,262,950	100%	31.5	583.40K	4.83M	3.46M	389.90K
Average Closed Price	\$162,508			\$64,822	\$138,087	\$288,050	\$389,900

June 2021



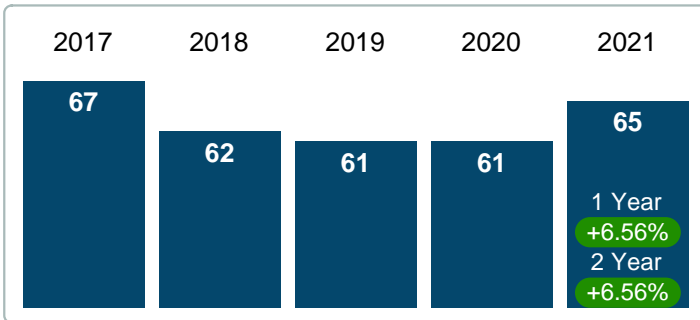
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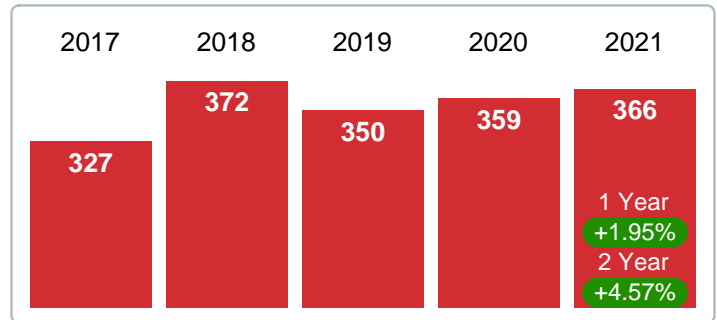
PENDING LISTINGS

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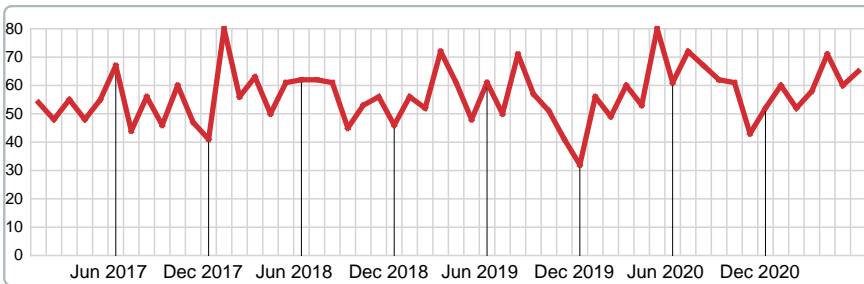
JUNE



YEAR TO DATE (YTD)

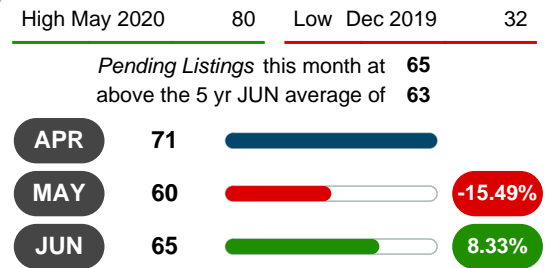


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 63



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.54%	16.0	0	1	0	0
\$25,001 - \$50,000	8	12.31%	33.6	5	3	0	0
\$50,001 - \$75,000	9	13.85%	21.6	6	2	1	0
\$75,001 - \$175,000	19	29.23%	16.1	2	15	2	0
\$175,001 - \$225,000	11	16.92%	8.2	0	8	3	0
\$225,001 - \$375,000	9	13.85%	25.7	0	5	4	0
\$375,001 and up	8	12.31%	22.9	0	2	5	1
Total Pending Units	65			13	36	15	1
Total Pending Volume	12,019,050	100%	19.4	747.50K	6.17M	4.49M	612.50K
Average Listing Price	\$187,290			\$57,500	\$171,468	\$299,080	\$612,500

June 2021



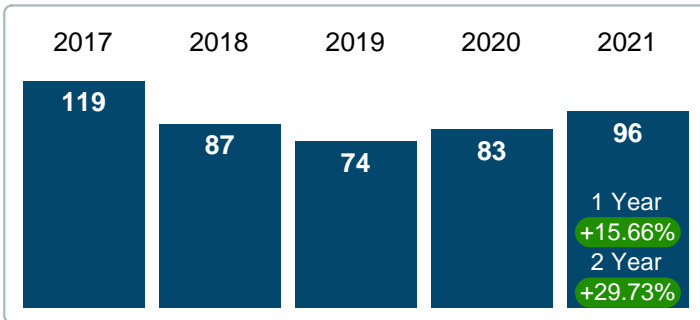
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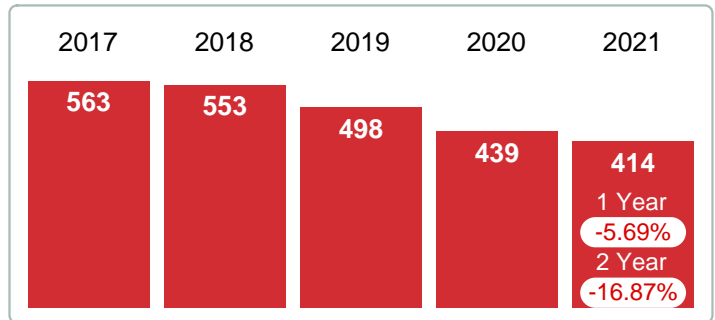
NEW LISTINGS

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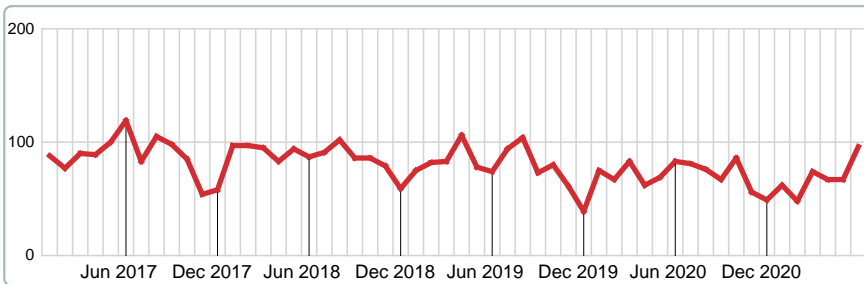
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YEAR TO DATE (YTD)

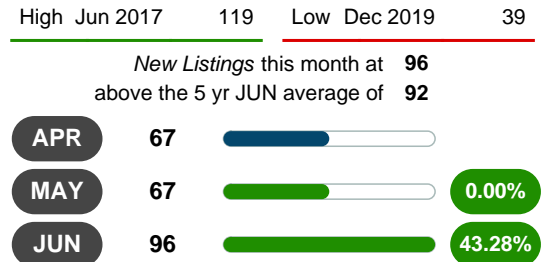


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 92



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	7.29%	3	4	0	0
\$50,001 - \$75,000	12	12.50%	7	5	0	0
\$75,001 - \$100,000	12	12.50%	4	8	0	0
\$100,001 - \$175,000	27	28.13%	0	21	5	1
\$175,001 - \$225,000	13	13.54%	0	8	5	0
\$225,001 - \$375,000	12	12.50%	2	6	4	0
\$375,001 and up	13	13.54%	1	1	8	3
Total New Listed Units	96		17	53	22	4
Total New Listed Volume	18,516,999	100%	1.97M	7.78M	7.11M	1.65M
Average New Listed Listing Price	\$175,849		\$115,953	\$146,858	\$323,227	\$412,825

June 2021



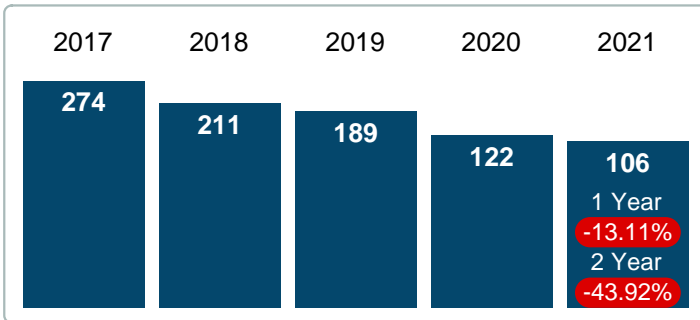
Area Delimited by County Of Muskogee - Residential Property Type



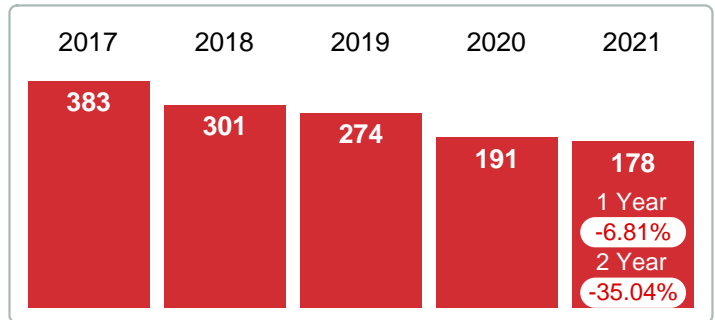
ACTIVE INVENTORY

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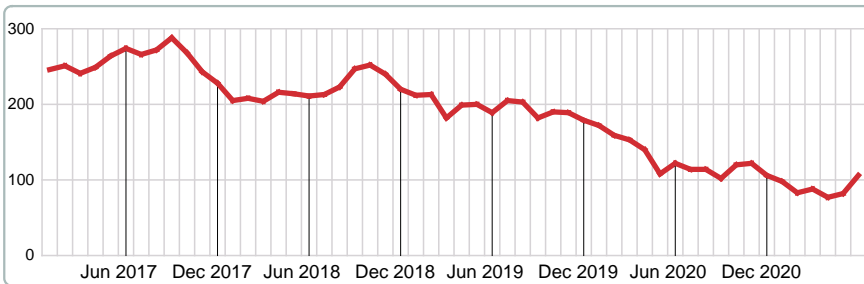
END OF JUNE



ACTIVE DURING JUNE

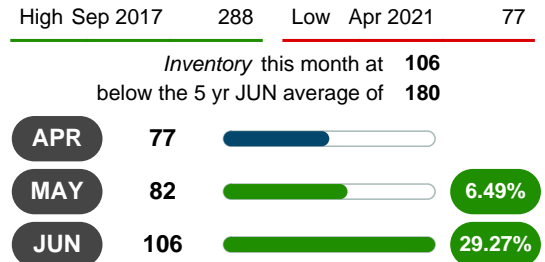


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 180



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	4.72%	67.0	2	3	0	0
\$25,001 - \$50,000	8	7.55%	103.0	5	2	0	1
\$50,001 - \$75,000	13	12.26%	45.5	5	8	0	0
\$75,001 - \$150,000	40	37.74%	52.9	8	26	6	0
\$150,001 - \$225,000	16	15.09%	38.8	3	7	5	1
\$225,001 - \$375,000	13	12.26%	36.6	2	5	4	2
\$375,001 and up	11	10.38%	27.9	1	1	7	2
Total Active Inventory by Units	106			26	52	22	6
Total Active Inventory by Volume	19,184,298	100%	49.7	2.87M	7.13M	7.55M	1.64M
Average Active Inventory Listing Price	\$180,984			\$110,300	\$137,031	\$343,291	\$273,083

June 2021



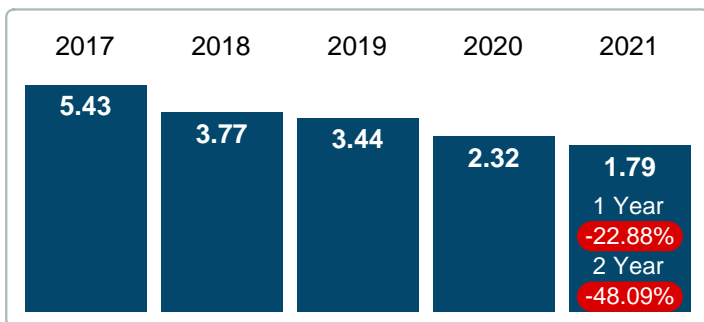
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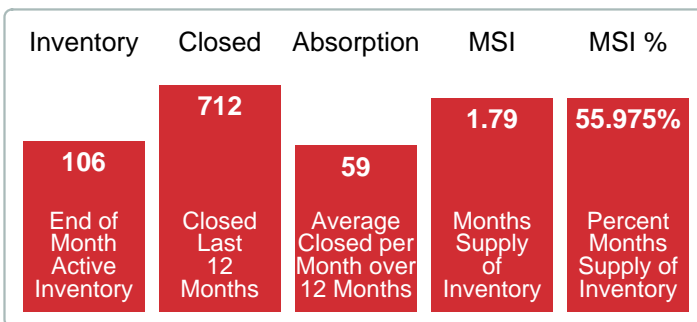
MONTHS SUPPLY of INVENTORY (MSI)

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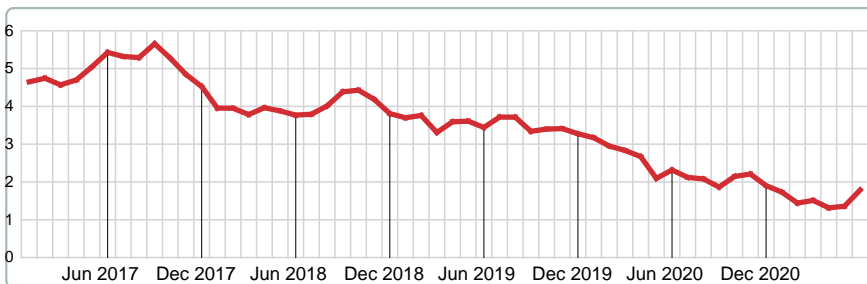
MSI FOR JUNE



INDICATORS FOR JUNE 2021



5 YEAR MARKET ACTIVITY TRENDS

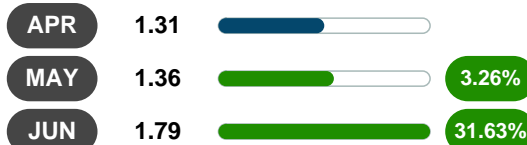


3 MONTHS

5 year JUN AVG = 3.35

High Sep 2017 5.66 Low Apr 2021 1.31

Months Supply this month at 1.79 below the 5 yr JUN average of 3.35



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	9.43%	1.79	2.88	1.00	0.00	12.00
\$40,001 - \$70,000	14	13.21%	1.89	2.25	2.18	0.00	0.00
\$70,001 - \$90,000	14	13.21%	3.11	4.00	2.53	8.00	0.00
\$90,001 - \$150,000	28	26.42%	1.69	2.82	1.62	1.50	0.00
\$150,001 - \$220,000	16	15.09%	1.18	12.00	0.68	2.00	1.71
\$220,001 - \$370,000	13	12.26%	1.47	6.00	1.36	0.92	4.00
\$370,001 and up	11	10.38%	3.88	12.00	0.75	6.00	8.00
Market Supply of Inventory (MSI)			1.79	3.32	1.39	1.80	3.27
Total Active Inventory by Units		100%	106	26	52	22	6

June 2021



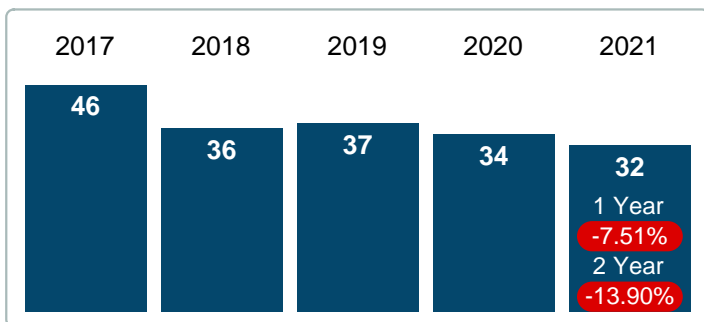
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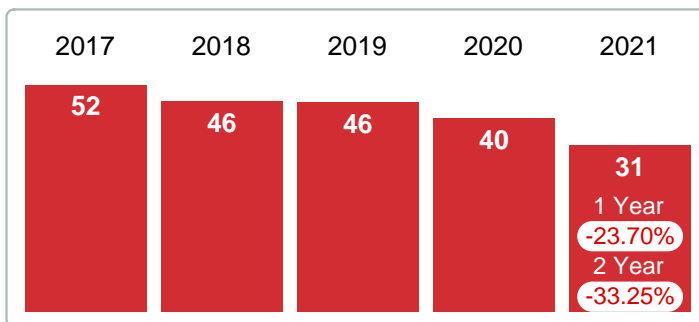
AVERAGE DAYS ON MARKET TO SALE

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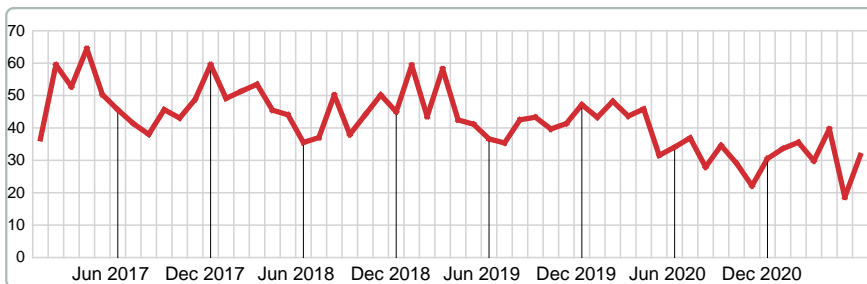
JUNE



YEAR TO DATE (YTD)

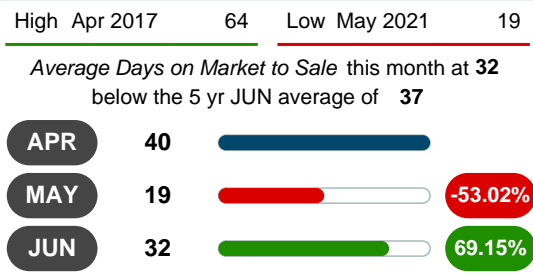


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 37



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	8.77%	62	42	76	0	0
\$25,001 - \$50,000	12.28%	57	49	64	0	0
\$50,001 - \$100,000	14.04%	7	1	9	0	0
\$100,001 - \$150,000	15.79%	53	1	70	28	0
\$150,001 - \$200,000	17.54%	6	14	5	6	0
\$200,001 - \$300,000	19.30%	24	0	28	16	0
\$300,001 and up	12.28%	33	0	29	40	1
Average Closed DOM		32	27	35	27	1
Total Closed Units	100%	32	9	35	12	1
Total Closed Volume		9,262,950	583.40K	4.83M	3.46M	389.90K

June 2021



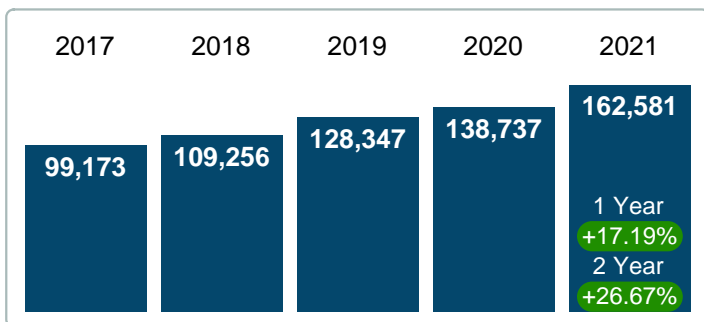
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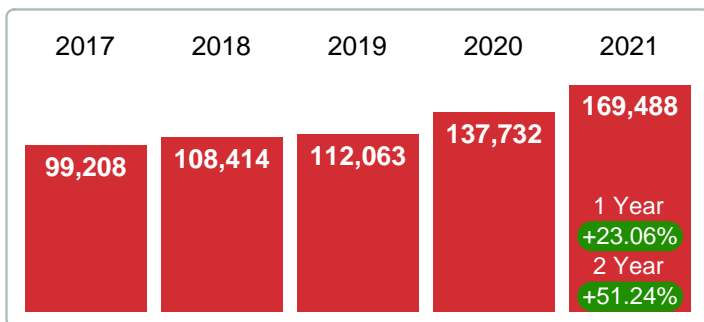
AVERAGE LIST PRICE AT CLOSING

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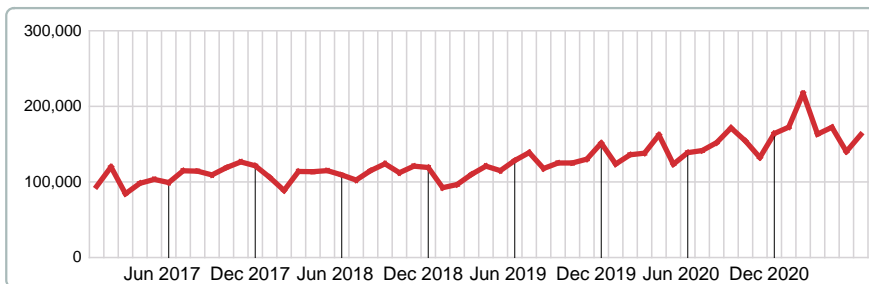
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

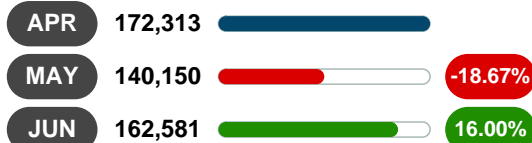


3 MONTHS

5 year JUN AVG = 127,619

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

Average List Price at Closing this month at **162,581**
above the 5 yr JUN average of **127,619**



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	8.77%	22,960	22,450	23,300	0	0
\$25,001 - \$50,000	10.53%	34,650	33,800	41,125	0	0
\$50,001 - \$100,000	15.79%	71,222	65,000	75,500	0	0
\$100,001 - \$150,000	15.79%	134,956	135,000	135,800	132,400	0
\$150,001 - \$200,000	19.30%	172,891	200,000	165,488	178,000	0
\$200,001 - \$300,000	17.54%	236,070	0	238,814	222,225	0
\$300,001 and up	12.28%	403,757	0	330,000	421,280	389,900
Average List Price		162,581	67,922	137,937	286,508	389,900
Total Closed Units	100%	162,581	9	35	12	1
Total Closed Volume		9,267,099	611.30K	4.83M	3.44M	389.90K

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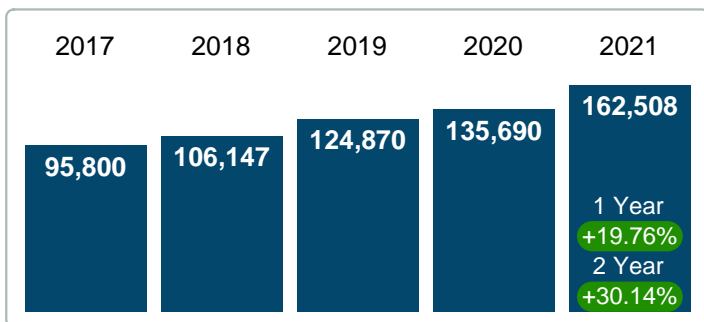
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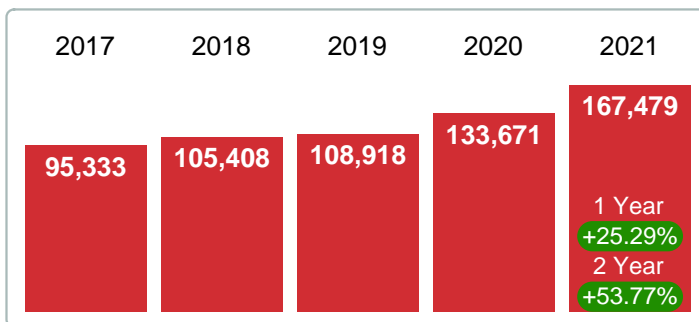
AVERAGE SOLD PRICE AT CLOSING

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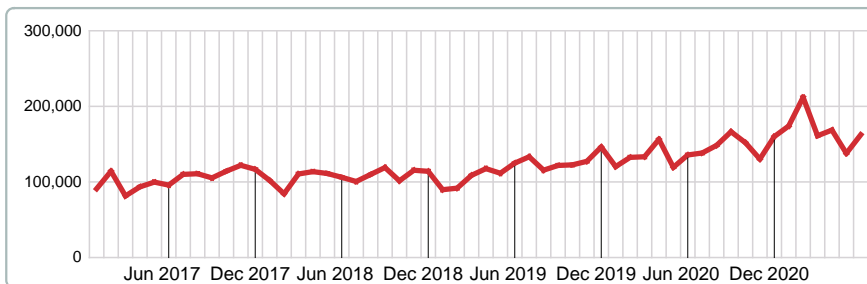
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

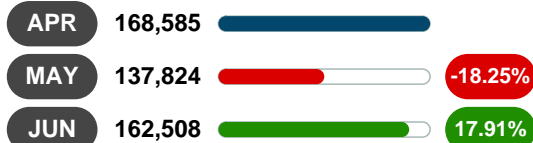


3 MONTHS

5 year JUN AVG = 125,003

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

Average Sold Price at Closing this month at **162,508** above the 5 yr JUN average of **125,003**



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	8.77%	22,000	22,500	21,667	0	0
\$25,001 - \$50,000	12.28%	34,593	31,633	36,813	0	0
\$50,001 - \$100,000	14.04%	74,450	61,750	78,683	0	0
\$100,001 - \$150,000	15.79%	130,156	135,000	131,917	122,450	0
\$150,001 - \$200,000	17.54%	169,740	185,000	167,800	170,000	0
\$200,001 - \$300,000	19.30%	235,136	0	242,114	222,925	0
\$300,001 and up	12.28%	408,557	0	320,000	430,000	389,900
Average Sold Price		162,508	64,822	138,087	288,050	389,900
Total Closed Units	100%	162,508	9	35	12	1
Total Closed Volume		9,262,950	583.40K	4.83M	3.46M	389.90K

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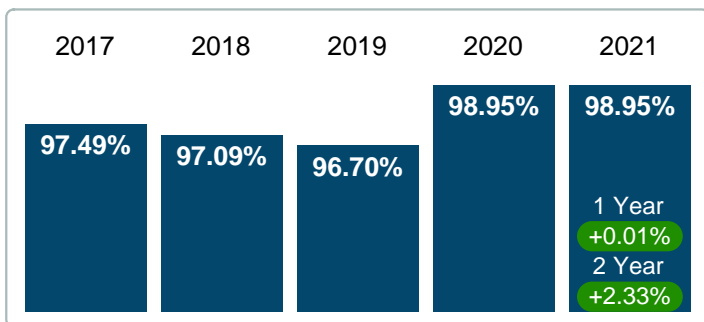
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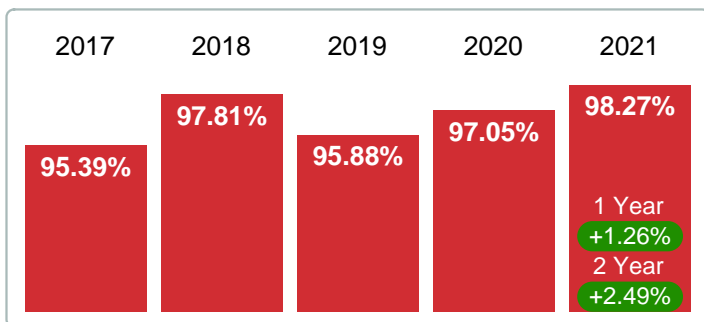
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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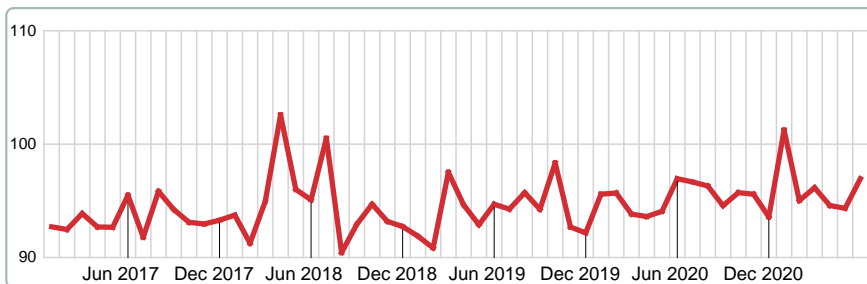
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

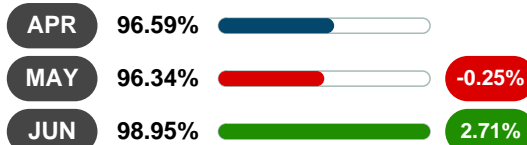


3 MONTHS

5 year JUN AVG = 97.84%

High Apr 2018 104.57% Low Aug 2018 92.44%

Average Sold/List Ratio this month at **98.95%** above the 5 yr JUN average of **97.84%**



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	5	8.77%	95.82%	100.25%	92.87%	0.00%	0.00%
\$25,001 - \$50,000	7	12.28%	92.82%	93.45%	92.35%	0.00%	0.00%
\$50,001 - \$100,000	8	14.04%	102.29%	95.00%	104.72%	0.00%	0.00%
\$100,001 - \$150,000	9	15.79%	96.54%	100.00%	97.10%	93.13%	0.00%
\$150,001 - \$200,000	10	17.54%	99.90%	92.50%	101.38%	95.51%	0.00%
\$200,001 - \$300,000	11	19.30%	101.19%	0.00%	101.66%	100.36%	0.00%
\$300,001 and up	7	12.28%	101.74%	0.00%	96.97%	103.04%	100.00%
Average Sold/List Ratio		99.00%		95.93%	99.39%	99.87%	100.00%
Total Closed Units		57	100%	9	35	12	1
Total Closed Volume		9,262,950		583.40K	4.83M	3.46M	389.90K

June 2021



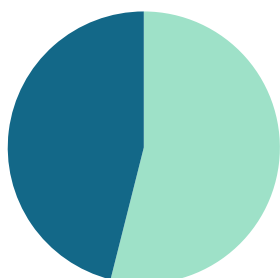
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

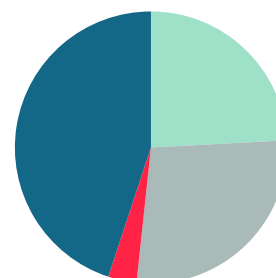


Inventory
 New Listings
96 = 53.93%
 Start Inventory
82
 Total Inventory Units
178
 Volume
\$32,349,348

Market Activity

Closed Sales
57 = 24.15%
 Pending Sales
65 = 27.54%
 Other Off Market
8 = 3.39%
 Active Inventory
106 = 44.92%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	70	57	-18.57%	302	345	14.24%
Pending Sales	61	65	6.56%	359	366	1.95%
New Listings	83	96	15.66%	439	414	-5.69%
Average List Price	138,737	162,581	17.19%	137,732	169,488	23.06%
Average Sale Price	135,690	162,508	19.76%	133,671	167,479	25.29%
Average Percent of Selling Price to List Price	98.95%	98.95%	0.01%	97.05%	98.27%	1.26%
Average Days on Market to Sale	34.09	31.53	-7.51%	40.47	30.88	-23.70%
Monthly Inventory	122	106	-13.11%	122	106	-13.11%
Months Supply of Inventory	2.32	1.79	-22.88%	2.32	1.79	-22.88%

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

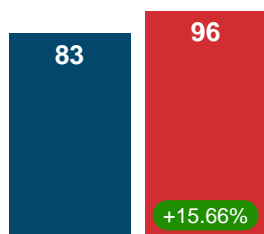
Inventory on June 30, 2021 = **106**

2020 **2021**

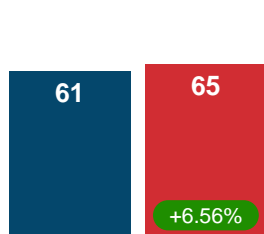
JUNE MARKET

AVERAGE PRICES

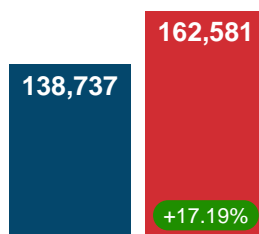
New Listings



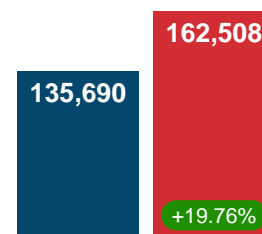
Pending Listings



List Price



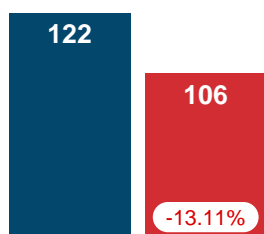
Sale Price



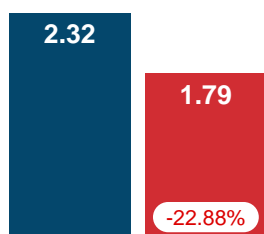
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

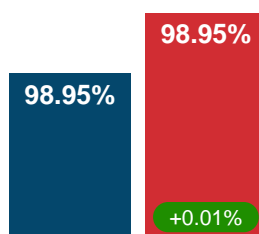
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

