

March 2021



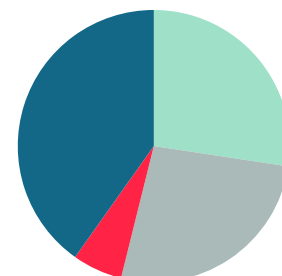
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	March 2021	+/-%
Closed Listings	52	60	15.38%
Pending Listings	60	58	-3.33%
New Listings	83	74	-10.84%
Average List Price	138,031	163,224	18.25%
Average Sale Price	133,327	161,121	20.85%
Average Percent of Selling Price to List Price	95.83%	98.16%	2.43%
Average Days on Market to Sale	43.65	29.83	-31.66%
End of Month Inventory	153	88	-42.48%
Months Supply of Inventory	2.83	1.51	-46.68%



■ Closed (27.40%)
■ Pending (26.48%)
■ Other OffMarket (5.94%)
■ Active (40.18%)

Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of March 31, 2021 = **88**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2021 decreased **42.48%** to 88 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **1.51** 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 **20.85%** in March 2021 to \$161,121 versus the previous year at \$133,327.

Average Days on Market Shortens

The average number of **29.83** days that homes spent on the market before selling decreased by 13.82 days or **31.66%** in March 2021 compared to last year's same month at **43.65** DOM.

Sales Success for March 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 74 New Listings in March 2021, down **10.84%** from last year at 83. Furthermore, there were 60 Closed Listings this month versus last year at 52, a **15.38%** increase.

Closed versus Listed trends yielded a **81.1%** ratio, up from previous year's, March 2020, at **62.7%**, a **29.42%** upswing. 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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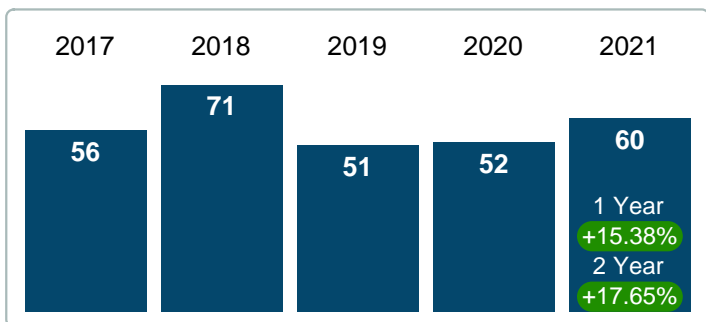
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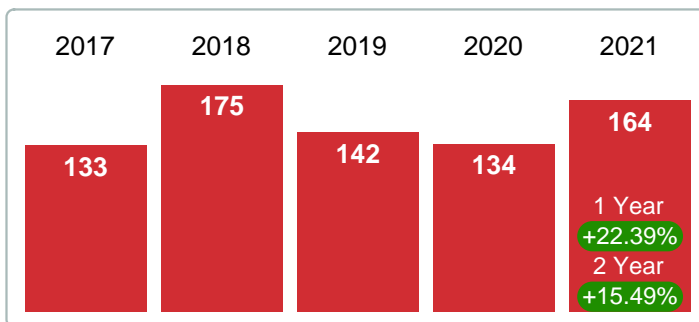
CLOSED LISTINGS

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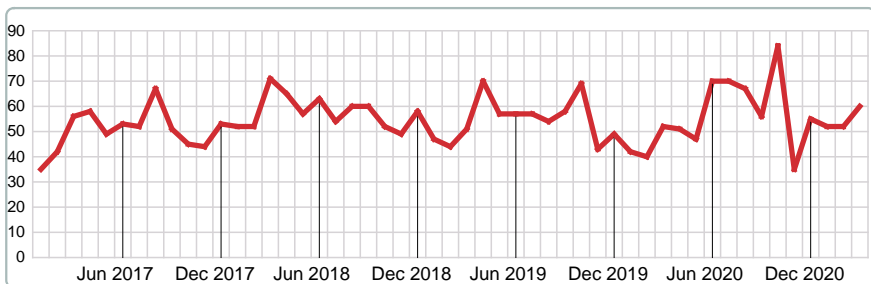
MARCH



YEAR TO DATE (YTD)

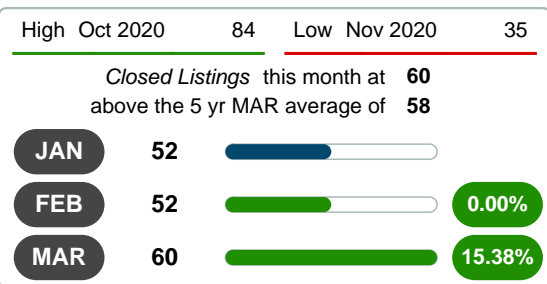


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 58



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	6	10.00%	16.2	3	3	0	0
\$50,001 - \$75,000	5	8.33%	57.8	2	2	1	0
\$75,001 - \$125,000	11	18.33%	32.7	0	8	3	0
\$125,001 - \$175,000	15	25.00%	24.3	1	12	2	0
\$175,001 - \$200,000	7	11.67%	10.0	0	5	1	1
\$200,001 - \$250,000	9	15.00%	19.9	1	6	2	0
\$250,001 and up	7	11.67%	61.4	0	2	5	0
Total Closed Units	60			7	38	14	1
Total Closed Volume	9,667,274	100%	29.8	673.50K	5.75M	3.05M	189.00K
Average Closed Price	\$161,121			\$96,214	\$151,384	\$218,014	\$189,000

March 2021



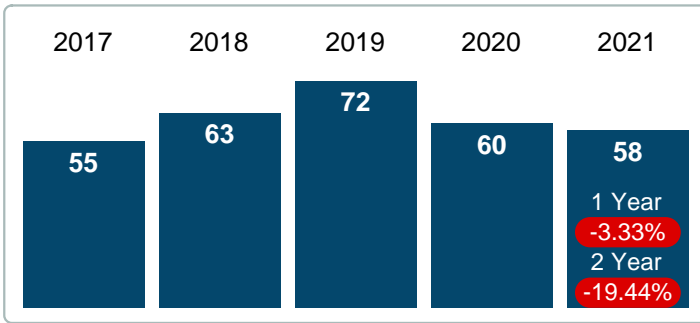
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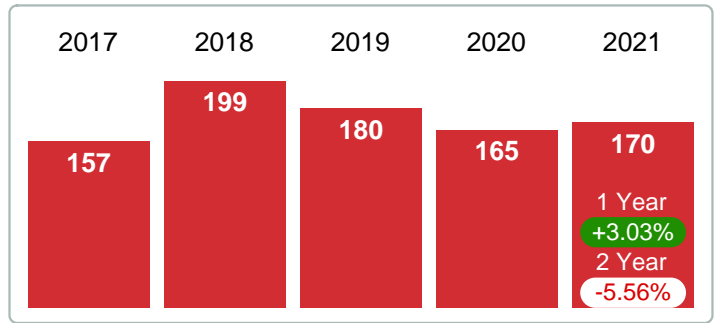
PENDING LISTINGS

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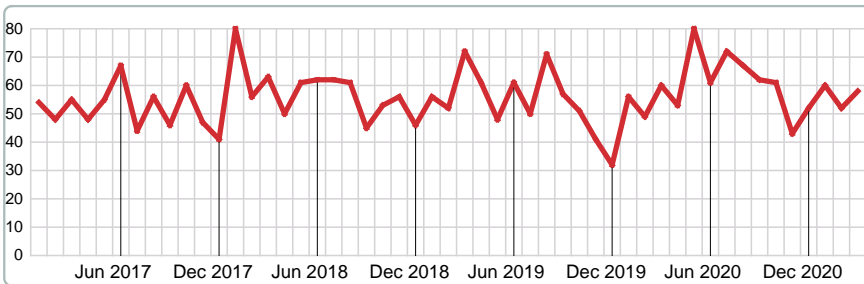
MARCH



YEAR TO DATE (YTD)

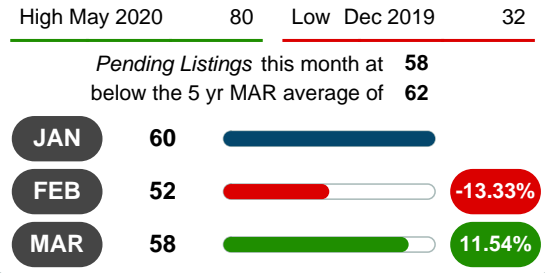


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR 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
\$25,000 and less	2	3.45%	29.5	1	0	1	0
\$25,001 - \$50,000	6	10.34%	78.8	3	3	0	0
\$50,001 - \$75,000	11	18.97%	60.6	5	4	2	0
\$75,001 - \$150,000	13	22.41%	18.9	4	8	1	0
\$150,001 - \$200,000	12	20.69%	18.5	1	11	0	0
\$200,001 - \$325,000	6	10.34%	81.3	1	3	2	0
\$325,001 and up	8	13.79%	51.1	0	3	3	2
Total Pending Units	58			15	32	9	2
Total Pending Volume	9,536,999	100%	44.6	1.27M	5.77M	1.76M	739.80K
Average Listing Price	\$168,982			\$84,440	\$180,275	\$195,756	\$369,900

March 2021



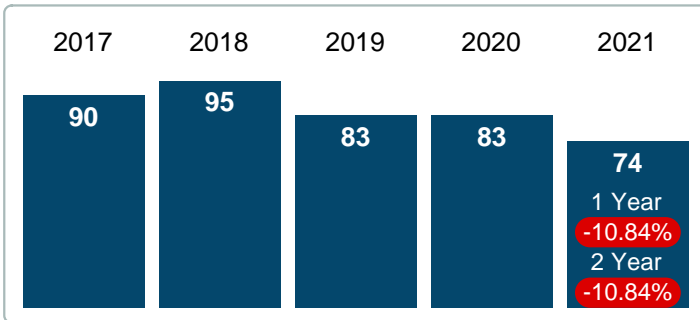
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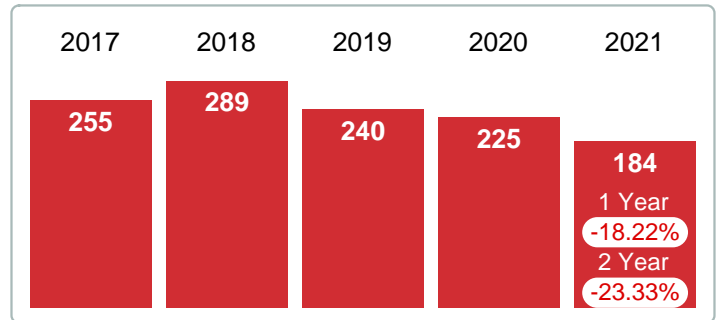
NEW LISTINGS

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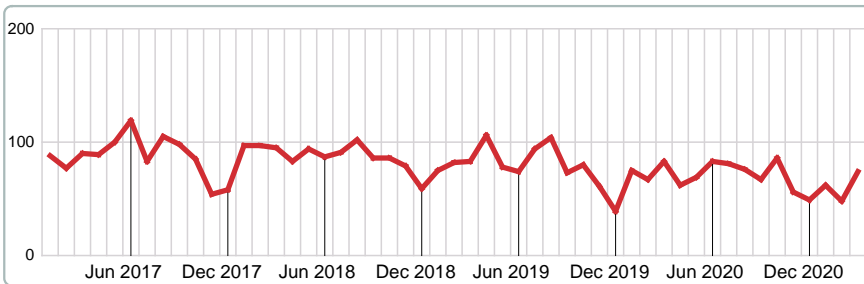
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 85

High Jun 2017 119 Low Dec 2019 39

New Listings this month at **74**
below the 5 yr MAR average of **85**



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	4.05%	2	1	0	0
\$25,001 - \$50,000	8	10.81%	5	3	0	0
\$50,001 - \$100,000	17	22.97%	6	9	1	1
\$100,001 - \$150,000	15	20.27%	2	12	1	0
\$150,001 - \$225,000	14	18.92%	3	11	0	0
\$225,001 - \$325,000	7	9.46%	0	2	5	0
\$325,001 and up	10	13.51%	0	3	6	1
Total New Listed Units	74		18	41	13	2
Total New Listed Volume	12,406,698	100%	1.47M	5.83M	4.63M	479.90K
Average New Listed Listing Price	\$164,641		\$81,522	\$142,219	\$356,031	\$239,950

March 2021



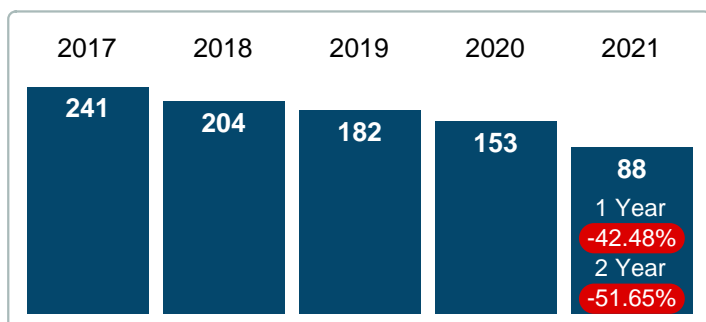
Area Delimited by County Of Muskogee - Residential Property Type



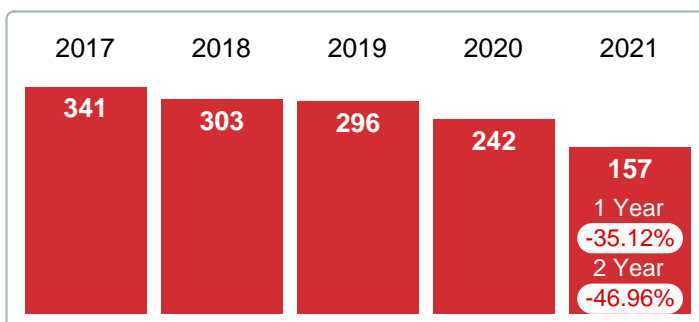
ACTIVE INVENTORY

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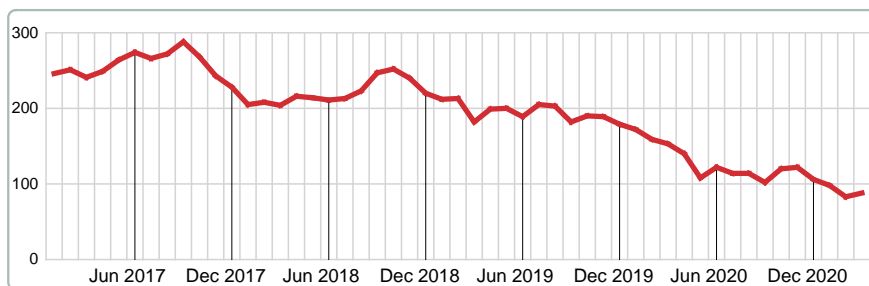
END OF MARCH



ACTIVE DURING MARCH

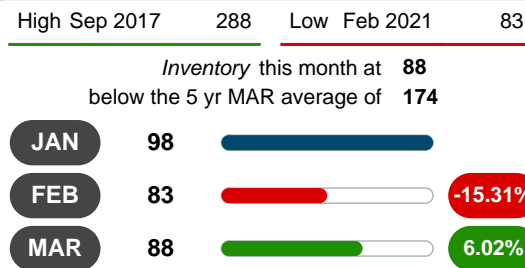


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 174



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	3.41%	72.0	2	0	1	0
\$20,001 - \$40,000	16	18.18%	63.5	5	11	0	0
\$40,001 - \$70,000	14	15.91%	75.9	6	7	1	0
\$70,001 - \$120,000	22	25.00%	48.0	8	11	2	1
\$120,001 - \$170,000	11	12.50%	45.6	1	9	1	0
\$170,001 - \$310,000	13	14.77%	50.4	2	5	5	1
\$310,001 and up	9	10.23%	18.6	0	2	6	1
Total Active Inventory by Units	88			24	45	16	3
Total Active Inventory by Volume	12,096,558	100%	53.1	1.70M	4.92M	4.69M	779.90K
Average Active Inventory Listing Price	\$137,461			\$71,033	\$109,279	\$293,394	\$259,967

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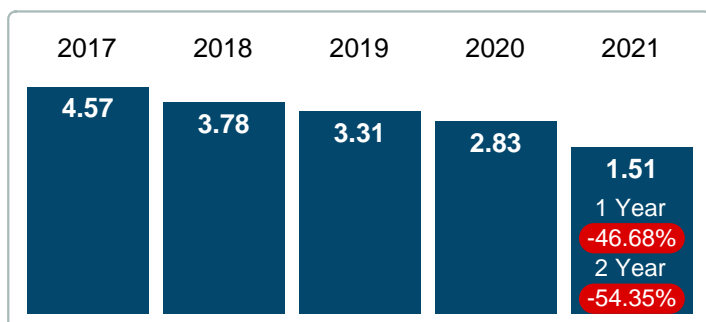
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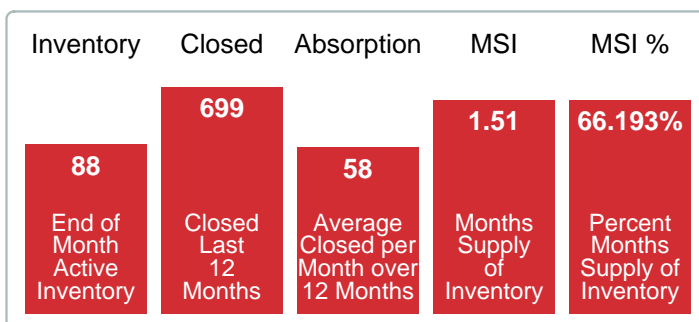
MONTHS SUPPLY of INVENTORY (MSI)

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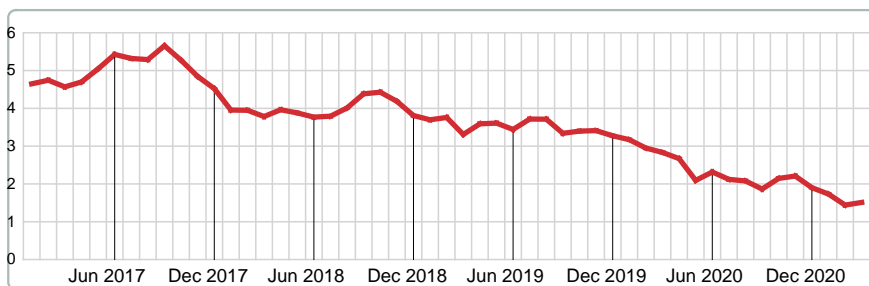
MSI FOR MARCH



INDICATORS FOR MARCH 2021



5 YEAR MARKET ACTIVITY TRENDS

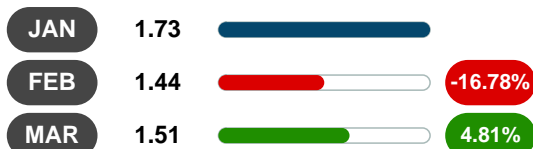


3 MONTHS

5 year MAR AVG = 3.20

High Sep 2017 5.66 Low Feb 2021 1.44

Months Supply this month at 1.51 below the 5 yr MAR average of 3.20



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
\$20,000 and less	3	3.41%	1.80	2.18	0.00	12.00	0.00
\$20,001 - \$40,000	16	18.18%	4.27	2.73	6.60	0.00	0.00
\$40,001 - \$70,000	14	15.91%	1.95	2.67	1.83	1.09	0.00
\$70,001 - \$120,000	22	25.00%	1.73	5.65	1.18	1.04	12.00
\$120,001 - \$170,000	11	12.50%	0.80	1.71	0.83	0.46	0.00
\$170,001 - \$310,000	13	14.77%	0.88	4.80	0.61	0.94	1.20
\$310,001 and up	9	10.23%	2.08	0.00	1.20	3.27	1.71
Market Supply of Inventory (MSI)			1.51	3.13	1.24	1.28	1.57
Total Active Inventory by Units		100%	1.51	24	45	16	3

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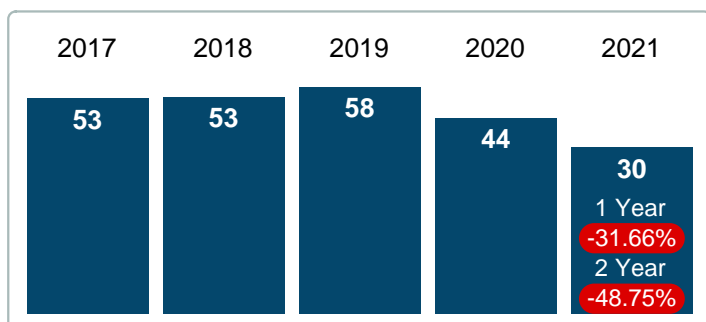
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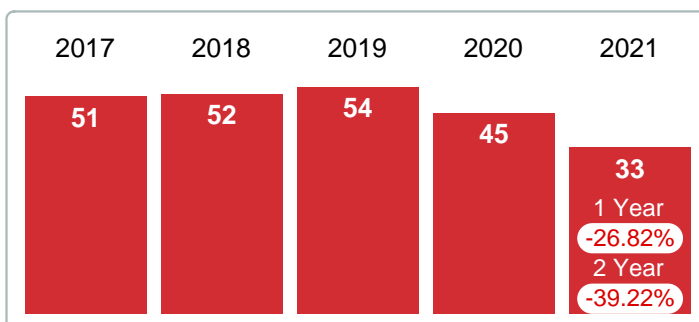
AVERAGE DAYS ON MARKET TO SALE

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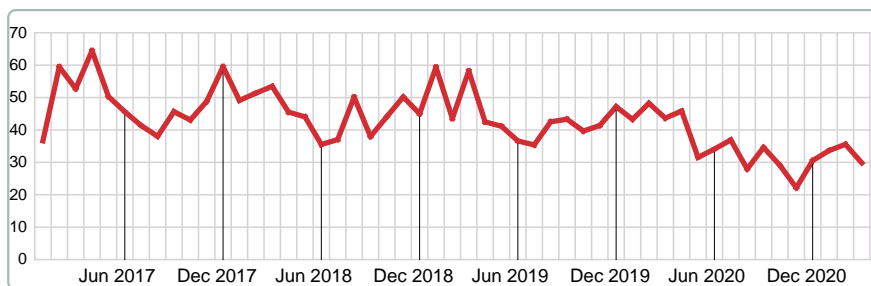
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

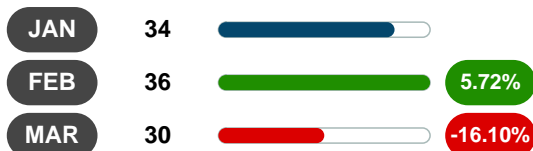


3 MONTHS

5 year MAR AVG = 48

High Apr 2017 64 Low Nov 2020 22

Average Days on Market to Sale this month at 30 below the 5 yr MAR average of 48



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	10.00%	16	4	28	0	0
\$50,001 - \$75,000	8.33%	58	29	79	75	0
\$75,001 - \$125,000	18.33%	33	0	32	34	0
\$125,001 - \$175,000	25.00%	24	1	24	39	0
\$175,001 - \$200,000	11.67%	10	0	9	21	3
\$200,001 - \$250,000	15.00%	20	129	8	2	0
\$250,001 and up	11.67%	61	0	62	61	0
Average Closed DOM		30				
Total Closed Units	100%	30	7	38	14	1
Total Closed Volume		9,667,274	673.50K	5.75M	3.05M	189.00K

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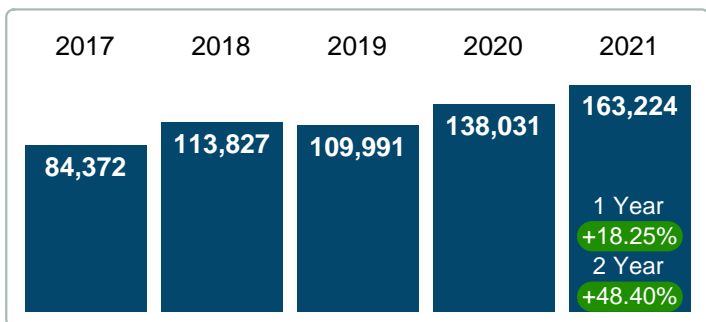
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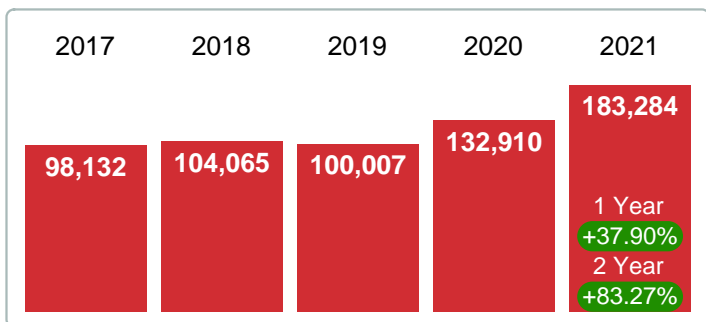
AVERAGE LIST PRICE AT CLOSING

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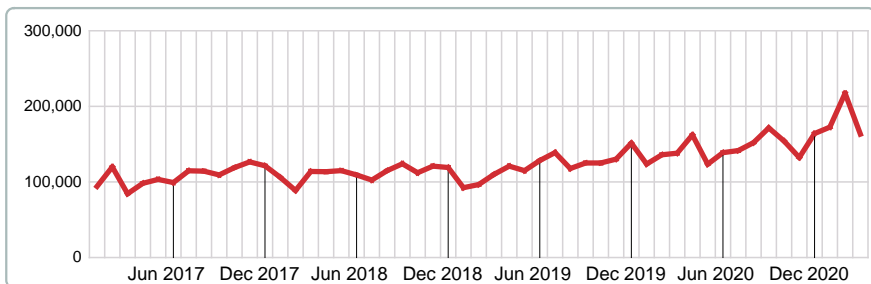
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

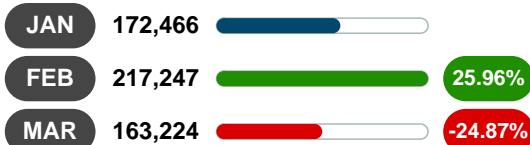


3 MONTHS

5 year MAR AVG = 121,889

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

Average List Price at Closing this month at **163,224**
above the 5 yr MAR average of **121,889**



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	8.33%	43,880	51,200	44,833	0	0
\$50,001 - \$75,000	10.00%	65,583	59,900	68,500	68,000	0
\$75,001 - \$125,000	15.00%	104,511	0	107,638	126,300	0
\$125,001 - \$175,000	28.33%	151,082	149,900	153,433	138,950	0
\$175,001 - \$200,000	13.33%	186,031	0	186,850	185,000	189,000
\$200,001 - \$250,000	13.33%	231,975	249,000	219,550	234,750	0
\$250,001 and up	11.67%	332,500	0	287,000	350,700	0
Average List Price		163,224	96,043	152,614	223,771	189,000
Total Closed Units	100%	163,224	7	38	14	1
Total Closed Volume		9,793,449	672.30K	5.80M	3.13M	189.00K

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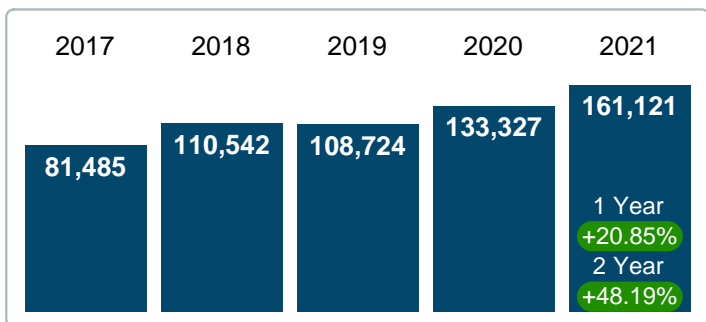
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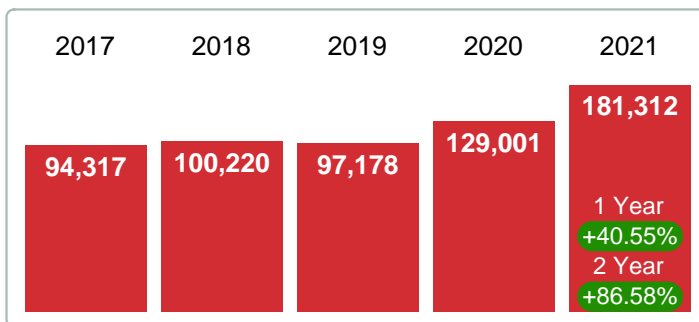
AVERAGE SOLD PRICE AT CLOSING

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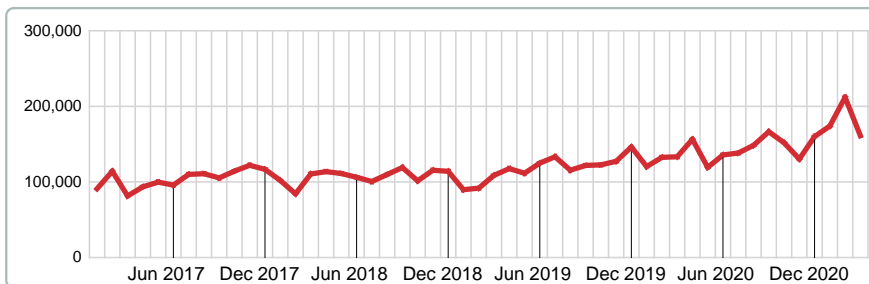
MARCH



YEAR TO DATE (YTD)

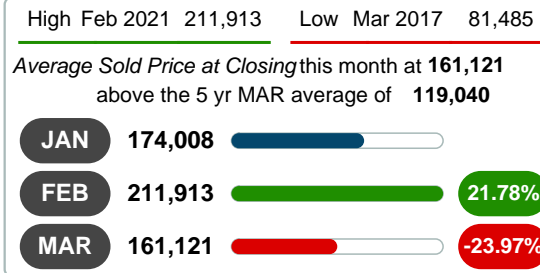


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 119,040



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	10.00%	41,000	43,333	38,667	0	0
\$50,001 - \$75,000	8.33%	66,420	73,300	67,250	51,000	0
\$75,001 - \$125,000	18.33%	104,591	0	103,538	107,400	0
\$125,001 - \$175,000	25.00%	151,253	147,900	153,408	140,000	0
\$175,001 - \$200,000	11.67%	185,714	0	186,000	181,000	189,000
\$200,001 - \$250,000	15.00%	228,764	249,000	222,979	236,000	0
\$250,001 and up	11.67%	330,143	0	282,500	349,200	0
Average Sold Price		161,121	96,214	151,384	218,014	189,000
Total Closed Units	100%	161,121	7	38	14	1
Total Closed Volume		9,667,274	673.50K	5.75M	3.05M	189.00K

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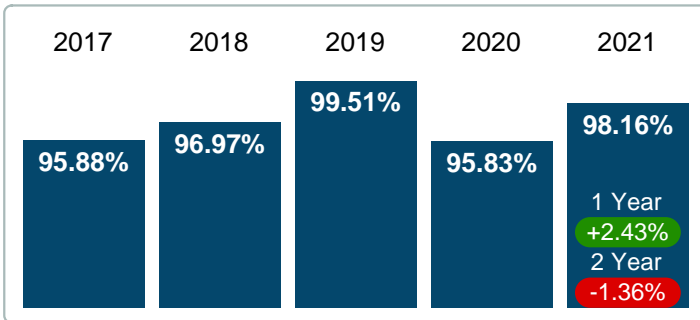
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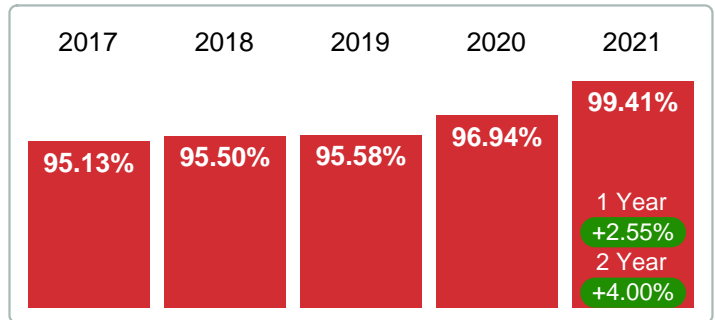
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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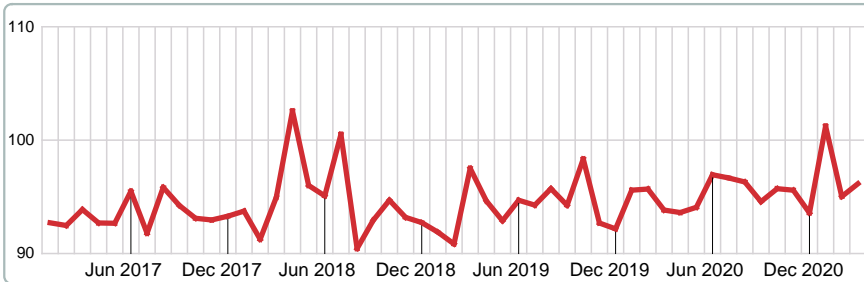
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

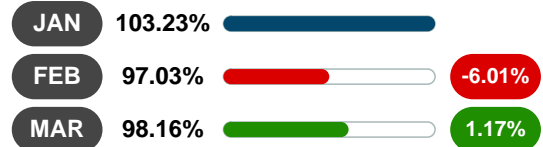


3 MONTHS

5 year MAR AVG = 97.27%

High Apr 2018 104.57% Low Aug 2018 92.44%

Average Sold/List Ratio this month at **98.16%** above the 5 yr MAR average of **97.27%**



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	6	10.00%	86.93%	86.82%	87.05%	0.00%	0.00%
\$50,001 - \$75,000	5	8.33%	104.46%	125.65%	98.00%	75.00%	0.00%
\$75,001 - \$125,000	11	18.33%	94.62%	0.00%	96.37%	89.97%	0.00%
\$125,001 - \$175,000	15	25.00%	99.98%	98.67%	99.98%	100.63%	0.00%
\$175,001 - \$200,000	7	11.67%	99.37%	0.00%	99.55%	97.84%	100.00%
\$200,001 - \$250,000	9	15.00%	101.58%	100.00%	102.18%	100.57%	0.00%
\$250,001 and up	7	11.67%	99.33%	0.00%	98.44%	99.69%	0.00%
Average Sold/List Ratio		98.20%		101.49%	98.30%	95.97%	100.00%
Total Closed Units		60	100%	7	38	14	1
Total Closed Volume		9,667,274		673.50K	5.75M	3.05M	189.00K

March 2021



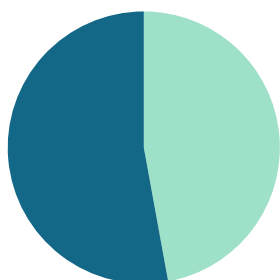
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

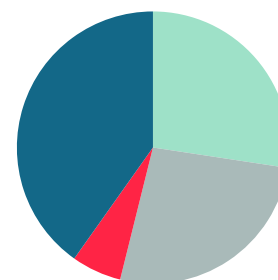


Inventory
 New Listings
74 = 47.13%
 Start Inventory
83
 Total Inventory Units
157
 Volume
\$23,888,634

Market Activity

Closed Sales
60 = 27.40%
 Pending Sales
58 = 26.48%
 Other Off Market
13 = 5.94%
 Active Inventory
88 = 40.18%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	52	60	15.38%	134	164	22.39%
Pending Sales	60	58	-3.33%	165	170	3.03%
New Listings	83	74	-10.84%	225	184	-18.22%
Average List Price	138,031	163,224	18.25%	132,910	183,284	37.90%
Average Sale Price	133,327	161,121	20.85%	129,001	181,312	40.55%
Average Percent of Selling Price to List Price	95.83%	98.16%	2.43%	96.94%	99.41%	2.55%
Average Days on Market to Sale	43.65	29.83	-31.66%	44.90	32.85	-26.82%
Monthly Inventory	153	88	-42.48%	153	88	-42.48%
Months Supply of Inventory	2.83	1.51	-46.68%	2.83	1.51	-46.68%

Absorption: Last 12 months, an Average of **58** Sales/Month

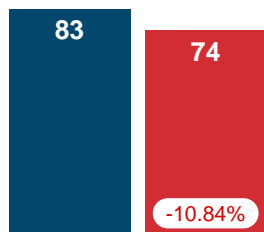
Inventory on March 31, 2021 = **88**

2020 **2021**

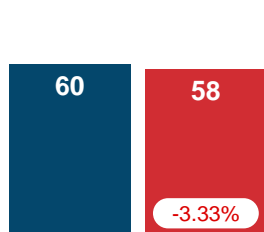
MARCH MARKET

AVERAGE PRICES

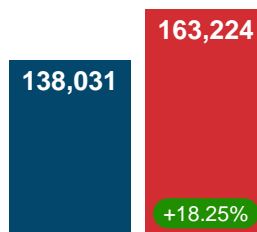
New Listings



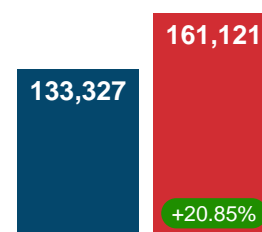
Pending Listings



List Price



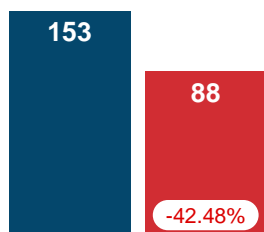
Sale Price



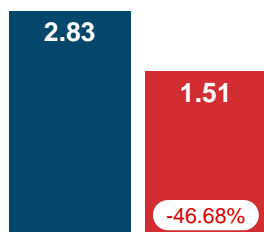
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

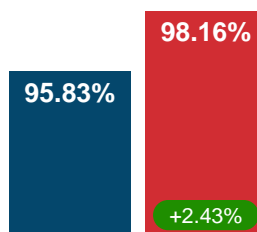
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

