

October 2021



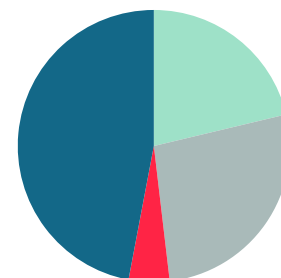
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2020	October 2021	+/-%
Closed Listings	84	57	-32.14%
Pending Listings	61	72	18.03%
New Listings	86	73	-15.12%
Average List Price	154,179	163,868	6.28%
Average Sale Price	151,902	164,144	8.06%
Average Percent of Selling Price to List Price	97.72%	101.65%	4.02%
Average Days on Market to Sale	29.08	22.02	-24.30%
End of Month Inventory	120	126	5.00%
Months Supply of Inventory	2.15	2.18	1.52%



■ Closed (21.27%)
■ Pending (26.87%)
■ Other OffMarket (4.85%)
■ Active (47.01%)

Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of October 31, 2021 = **126**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2021 rose **5.00%** to 126 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 **2.18** 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 **8.06%** in October 2021 to \$164,144 versus the previous year at \$151,902.

Average Days on Market Shortens

The average number of **22.02** days that homes spent on the market before selling decreased by 7.07 days or **24.30%** in October 2021 compared to last year's same month at **29.08** DOM.

Sales Success for October 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 73 New Listings in October 2021, down **15.12%** from last year at 86. Furthermore, there were 57 Closed Listings this month versus last year at 84, a **-32.14%** decrease.

Closed versus Listed trends yielded a **78.1%** ratio, down from previous year's, October 2020, at **97.7%**, a **20.06%** downswing. This will certainly create pressure on an increasing Month's 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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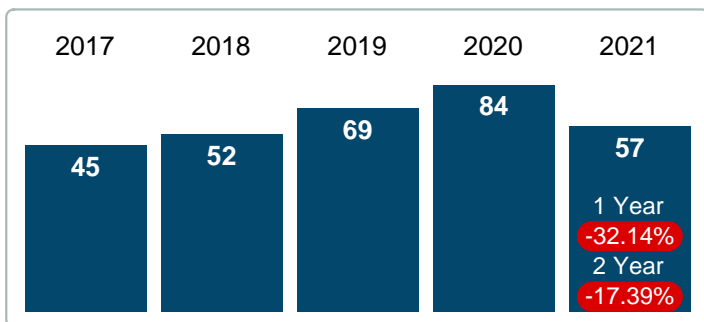
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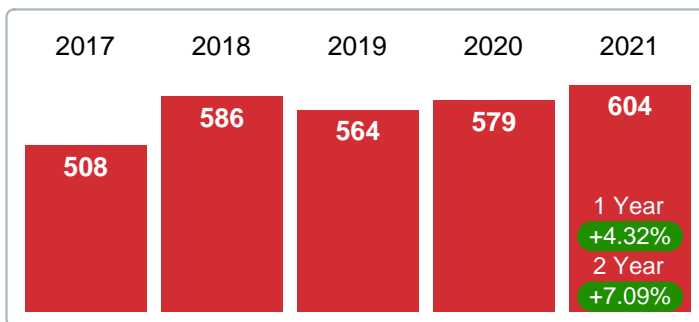
CLOSED LISTINGS

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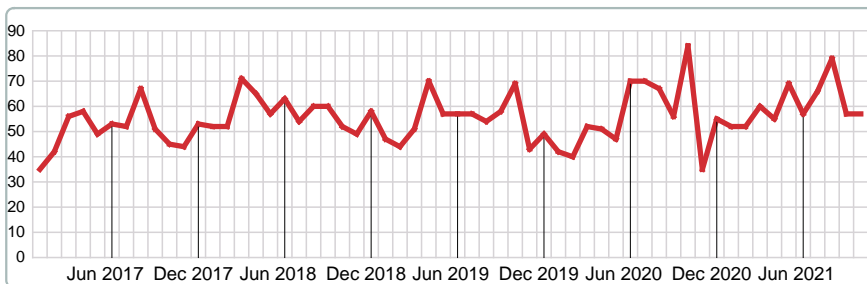
OCTOBER



YEAR TO DATE (YTD)

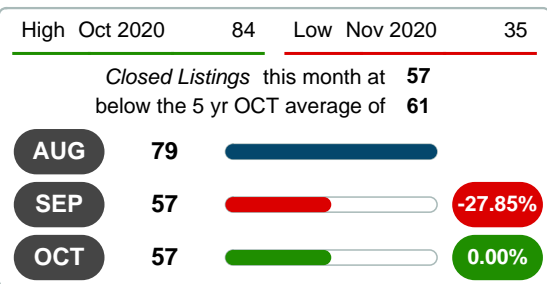


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 61



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	7.02%	23.0	3	1	0	0
\$50,001 - \$100,000	8	14.04%	24.3	3	5	0	0
\$100,001 - \$100,000	0	0.00%	0.0	0	0	0	0
\$100,001 - \$150,000	21	36.84%	16.5	1	18	2	0
\$150,001 - \$175,000	10	17.54%	23.5	0	8	2	0
\$175,001 - \$375,000	8	14.04%	34.8	0	5	2	1
\$375,001 and up	6	10.53%	18.3	0	3	2	1
Total Closed Units	57			7	40	8	2
Total Closed Volume	9,356,216	100%	22.0	460.30K	6.33M	1.81M	755.00K
Average Closed Price	\$164,144			\$65,757	\$158,247	\$226,378	\$377,500

October 2021



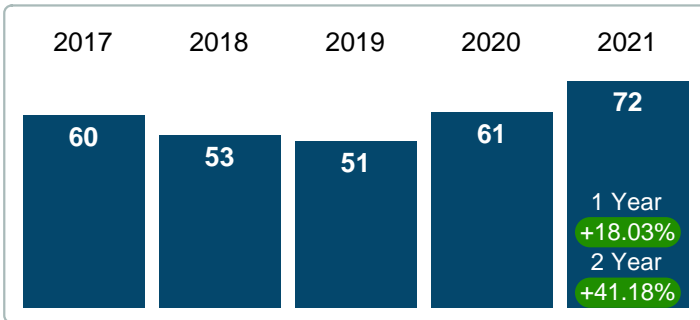
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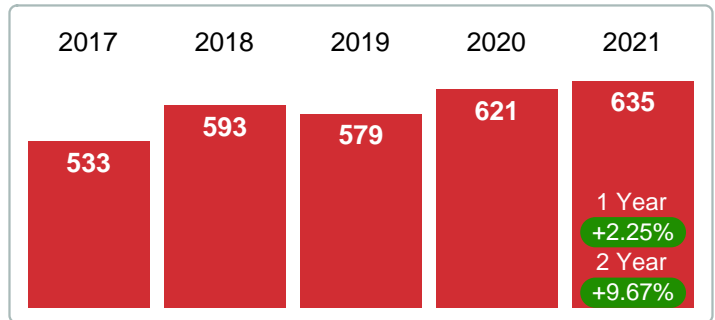
PENDING LISTINGS

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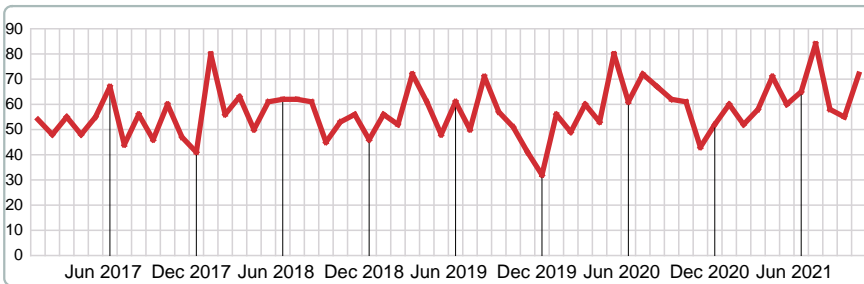
OCTOBER



YEAR TO DATE (YTD)

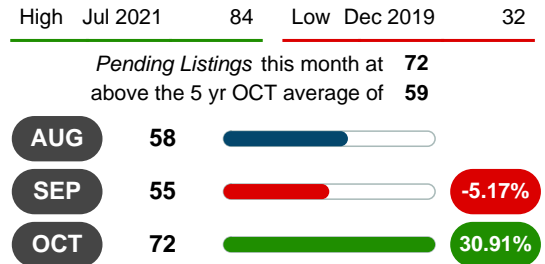


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 59



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	8.33%	20.8	3	3	0	0
\$50,001 - \$100,000	10	13.89%	13.2	5	4	1	0
\$100,001 - \$125,000	8	11.11%	24.9	2	6	0	0
\$125,001 - \$175,000	16	22.22%	46.2	1	13	2	0
\$175,001 - \$250,000	15	20.83%	30.6	0	12	2	1
\$250,001 - \$325,000	8	11.11%	30.8	0	3	5	0
\$325,001 and up	9	12.50%	15.0	0	1	7	1
Total Pending Units	72			11	42	17	2
Total Pending Volume	13,247,748	100%	28.6	916.00K	6.75M	5.06M	524.90K
Average Listing Price	\$181,660			\$83,273	\$160,737	\$297,406	\$262,450

October 2021



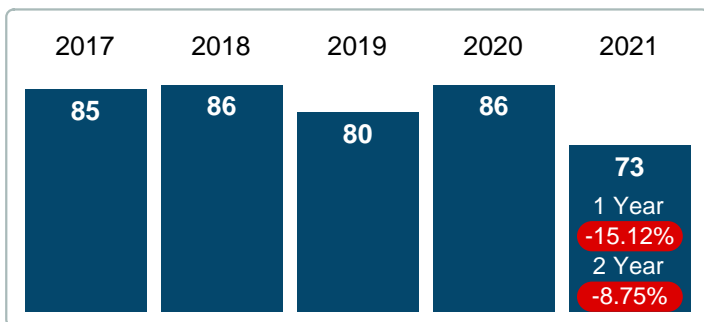
Area Delimited by County Of Muskogee - Residential Property Type



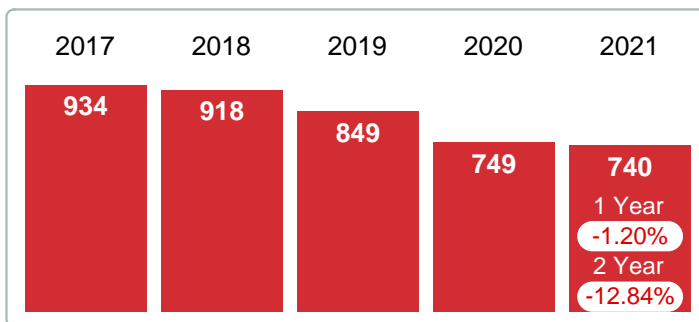
NEW LISTINGS

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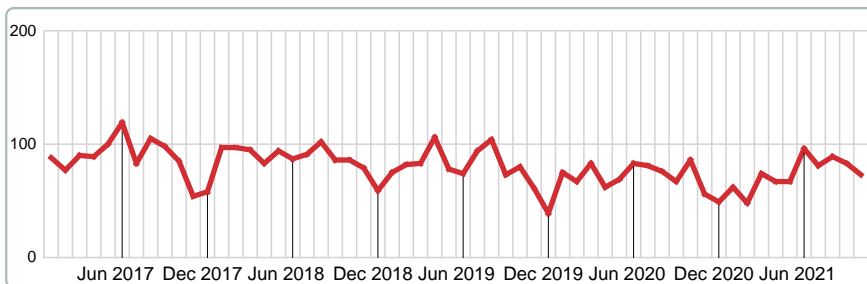
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

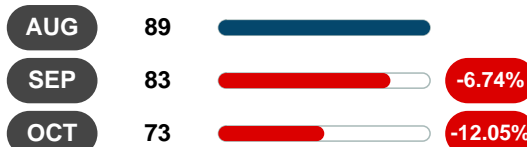


3 MONTHS

5 year OCT AVG = 82

High Jun 2017 119 Low Dec 2019 39

New Listings this month at 73
below the 5 yr OCT average of 82



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	2.74%	0	1	1	0
\$25,001 - \$75,000	11	15.07%	8	3	0	0
\$75,001 - \$100,000	10	13.70%	6	3	1	0
\$100,001 - \$175,000	23	31.51%	4	16	3	0
\$175,001 - \$250,000	8	10.96%	0	7	0	1
\$250,001 - \$375,000	11	15.07%	1	4	5	1
\$375,001 and up	8	10.96%	0	1	6	1
Total New Listed Units	73		19	35	16	3
Total New Listed Volume	14,101,100	100%	1.84M	6.04M	5.25M	970.00K
Average New Listed Listing Price	\$200,233		\$96,716	\$172,563	\$328,363	\$323,333

October 2021



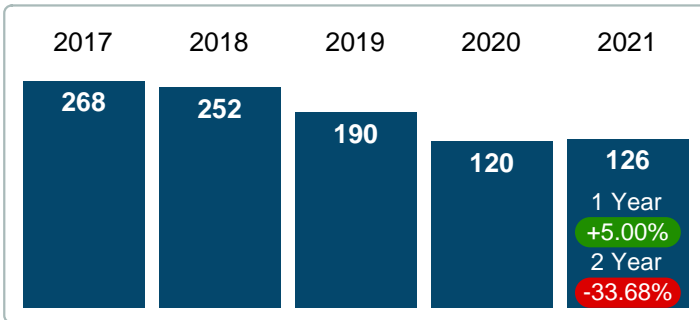
Area Delimited by County Of Muskogee - Residential Property Type



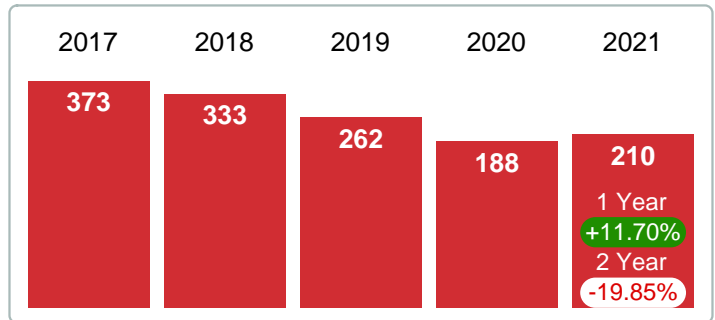
ACTIVE INVENTORY

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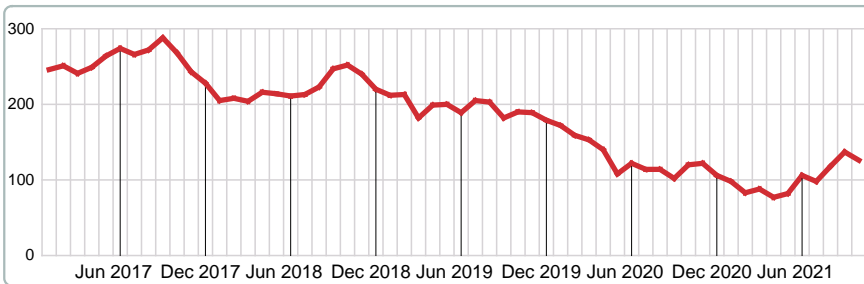
END OF OCTOBER



ACTIVE DURING OCTOBER

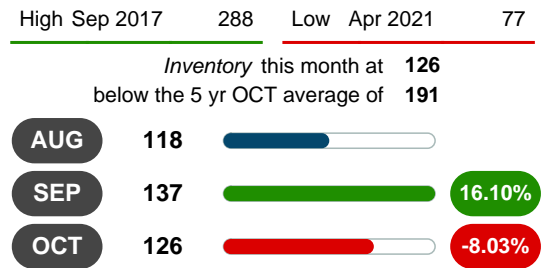


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 191



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	7	5.56%	55.6	2	4	1	0
\$25,001 - \$50,000	13	10.32%	88.6	4	6	2	1
\$50,001 - \$75,000	14	11.11%	70.9	6	8	0	0
\$75,001 - \$150,000	42	33.33%	64.4	10	27	5	0
\$150,001 - \$225,000	19	15.08%	44.6	3	10	5	1
\$225,001 - \$400,000	20	15.87%	55.6	3	9	5	3
\$400,001 and up	11	8.73%	72.9	1	3	4	3
Total Active Inventory by Units	126			29	67	22	8
Total Active Inventory by Volume	24,605,299	100%	63.5	3.37M	11.48M	6.18M	3.57M
Average Active Inventory Listing Price	\$195,280			\$116,241	\$171,404	\$280,741	\$446,738

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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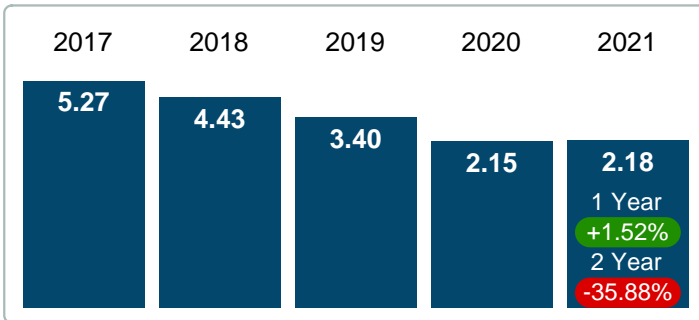
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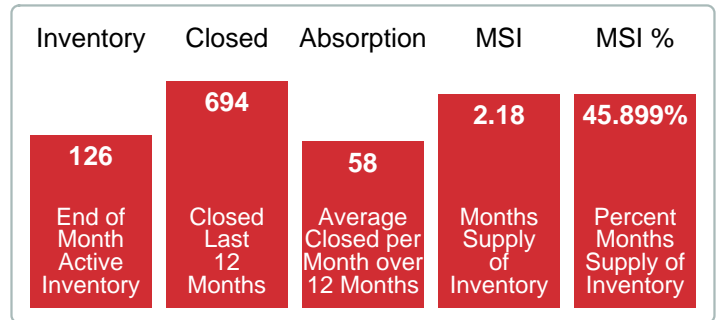
MONTHS SUPPLY of INVENTORY (MSI)

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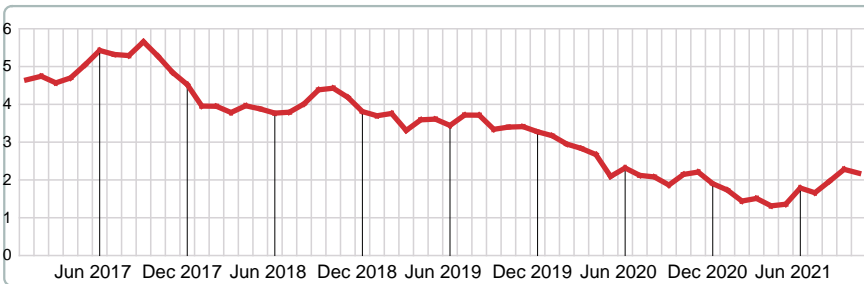
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

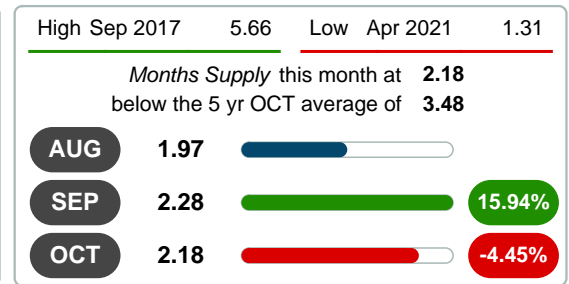


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 3.48



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	7	5.56%	2.05	1.71	2.18	4.00	0.00
\$30,001 - \$60,000	21	16.67%	3.82	3.31	4.00	4.00	12.00
\$60,001 - \$80,000	13	10.32%	2.94	2.50	2.90	0.00	0.00
\$80,001 - \$150,000	35	27.78%	1.86	3.23	1.69	1.78	0.00
\$150,001 - \$230,000	22	17.46%	1.59	12.00	1.17	1.71	4.80
\$230,001 - \$400,000	17	13.49%	1.84	9.00	1.68	1.22	3.00
\$400,001 and up	11	8.73%	4.26	12.00	3.00	3.43	9.00
Market Supply of Inventory (MSI)			2.18	3.45	1.84	1.97	4.17
Total Active Inventory by Units		100%	2.18	29	67	22	8

October 2021



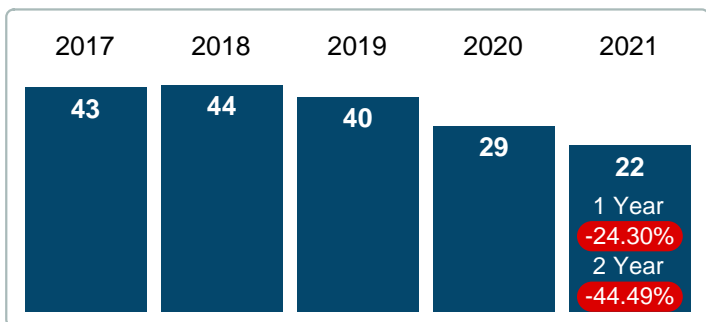
Area Delimited by County Of Muskogee - Residential Property Type



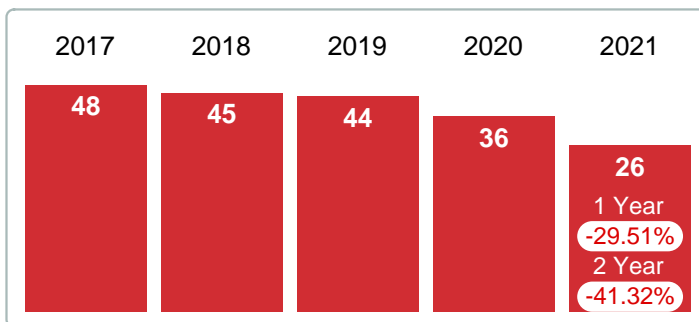
AVERAGE DAYS ON MARKET TO SALE

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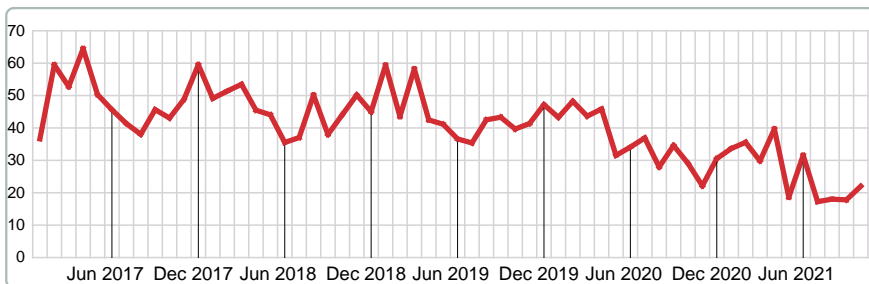
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 36

High Apr 2017 64 Low Jul 2021 17

Average Days on Market to Sale this month at 22 below the 5 yr OCT average of 36



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	7.02%	23	24	20	0	0
\$50,001 - \$100,000	14.04%	24	18	28	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$150,000	36.84%	16	7	17	13	0
\$150,001 - \$175,000	17.54%	24	0	19	42	0
\$175,001 - \$375,000	14.04%	35	0	16	65	70
\$375,001 and up	10.53%	18	0	16	2	57
Average Closed DOM		22				
Total Closed Units	100%	22	7	40	8	2
Total Closed Volume			460.30K	6.33M	1.81M	755.00K

October 2021



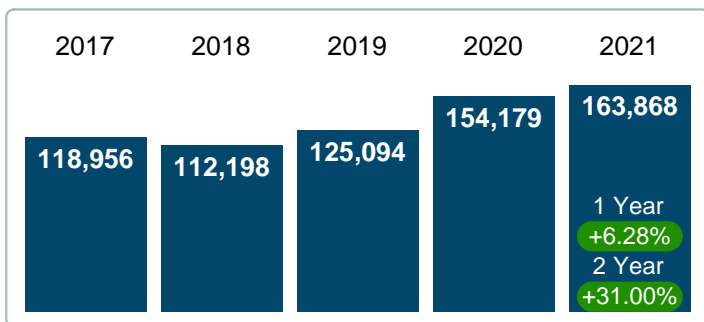
Area Delimited by County Of Muskogee - Residential Property Type



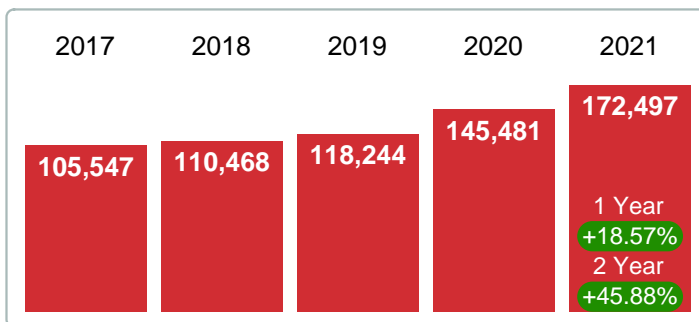
AVERAGE LIST PRICE AT CLOSING

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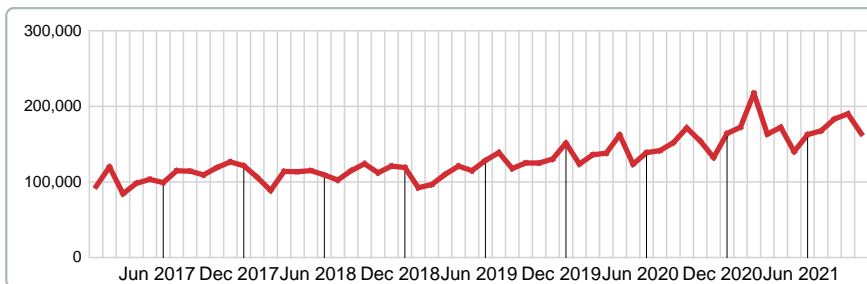
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 134,859

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

Average List Price at Closing this month at **163,868**
above the 5 yr OCT average of **134,859**

- AUG** 183,253
- SEP** 190,058 +3.71%
- OCT** 163,868 -13.78%

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	3	5.26%	35,166	40,167	39,999	0	0
\$50,001 - \$100,000	11	19.30%	81,545	89,000	78,000	0	0
\$100,001 - \$100,000	0	0.00%	0	0	0	0	0
\$100,001 - \$150,000	22	38.60%	130,173	100,000	125,767	145,000	0
\$150,001 - \$175,000	6	10.53%	162,317	0	164,850	157,500	0
\$175,001 - \$375,000	10	17.54%	220,460	0	214,180	214,450	339,900
\$375,001 and up	5	8.77%	459,140	0	349,667	428,850	489,000
Average List Price			163,868	69,643	153,312	236,450	414,450
Total Closed Units		100%	163,868	7	40	8	2
Total Closed Volume			9,340,499	487.50K	6.13M	1.89M	828.90K

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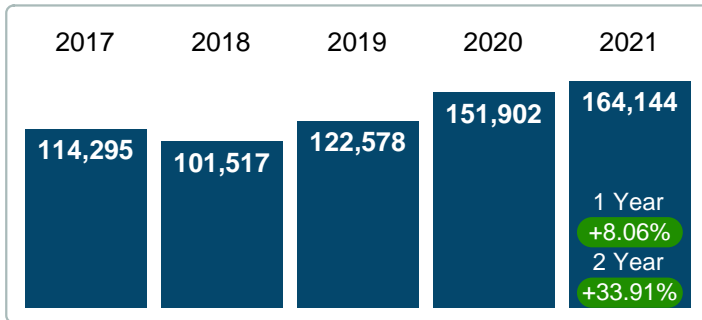
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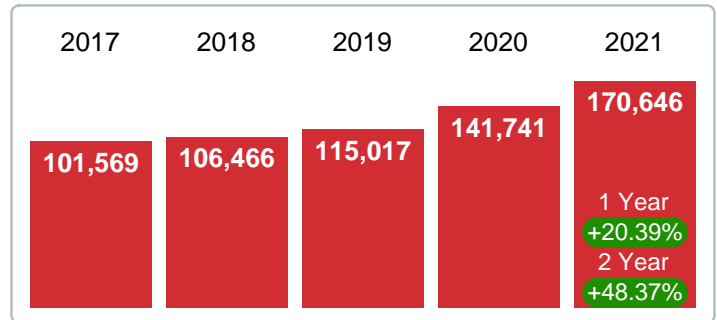
AVERAGE SOLD PRICE AT CLOSING

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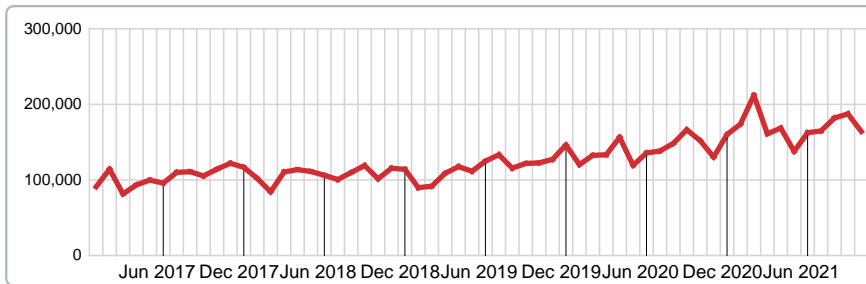
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

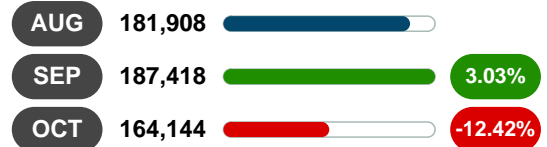


3 MONTHS

5 year OCT AVG = 130,887

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

Average Sold Price at Closing this month at **164,144** above the 5 yr OCT average of **130,887**



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	7.02%	32,000	31,000	35,000	0	0
\$50,001 - \$100,000	14.04%	77,938	87,500	72,200	0	0
\$100,001 - \$100,000	0.00%	0	0	0	0	0
\$100,001 - \$150,000	36.84%	124,129	104,800	125,333	122,963	0
\$150,001 - \$175,000	17.54%	162,350	0	162,000	163,750	0
\$175,001 - \$375,000	14.04%	223,225	0	215,180	189,950	330,000
\$375,001 and up	10.53%	431,450	0	435,333	428,850	425,000
Average Sold Price		164,144	65,757	158,247	226,378	377,500
Total Closed Units	100%	164,144	7	40	8	2
Total Closed Volume		9,356,216	460.30K	6.33M	1.81M	755.00K

October 2021



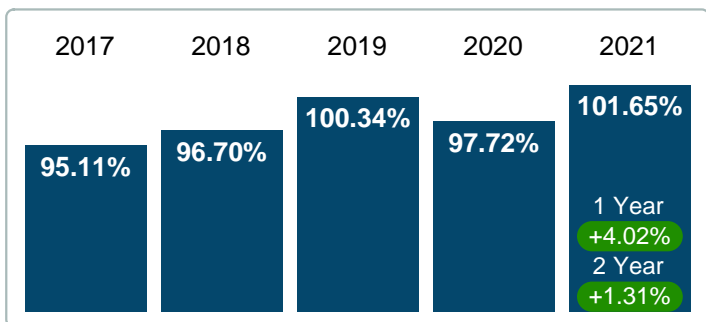
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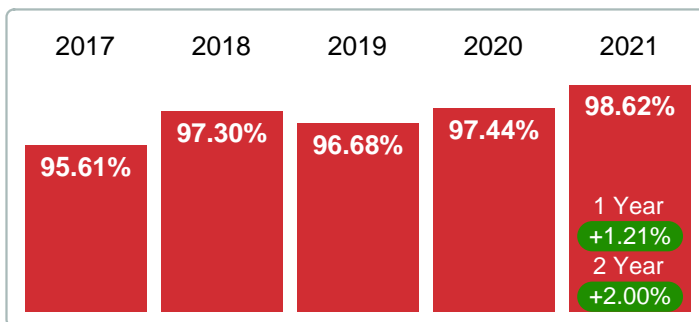
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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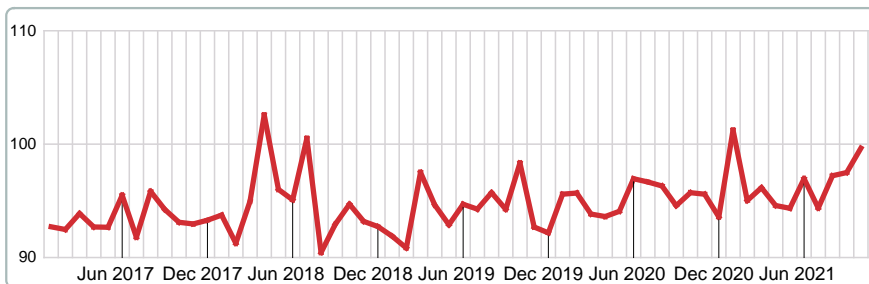
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

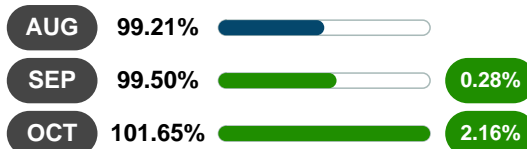


3 MONTHS

5 year OCT AVG = 98.30%

High Apr 2018 104.57% Low Aug 2018 92.44%

Average Sold/List Ratio this month at **101.65%**
above the 5 yr OCT average of **98.30%**



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	7.02%	80.50%	78.17%	87.50%	0.00%	0.00%
\$50,001 - \$100,000	8	14.04%	95.26%	97.50%	93.91%	0.00%	0.00%
\$100,001 - \$100,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$100,001 - \$150,000	21	36.84%	98.74%	104.80%	99.99%	84.50%	0.00%
\$150,001 - \$175,000	10	17.54%	99.77%	0.00%	98.70%	104.02%	0.00%
\$175,001 - \$375,000	8	14.04%	97.39%	0.00%	100.51%	89.75%	97.09%
\$375,001 and up	6	10.53%	143.24%	0.00%	190.85%	100.00%	86.91%
Average Sold/List Ratio		101.60%		90.26%	105.54%	94.57%	92.00%
Total Closed Units		57	100%	7	40	8	2
Total Closed Volume		9,356,216		460.30K	6.33M	1.81M	755.00K

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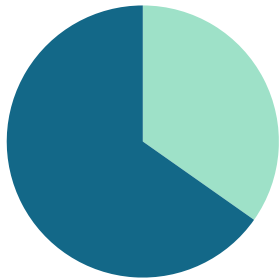
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

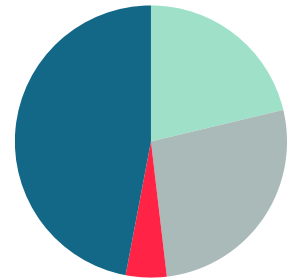


Inventory
 New Listings
73 = 34.76%
 Start Inventory
137
 Total Inventory Units
210
 Volume
\$40,578,546

Market Activity

Closed Sales
57 = 21.27%
 Pending Sales
72 = 26.87%
 Other Off Market
13 = 4.85%
 Active Inventory
126 = 47.01%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	84	57	-32.14%	579	604	4.32%
Pending Sales	61	72	18.03%	621	635	2.25%
New Listings	86	73	-15.12%	749	740	-1.20%
Average List Price	154,179	163,868	6.28%	145,481	172,497	18.57%
Average Sale Price	151,902	164,144	8.06%	141,741	170,646	20.39%
Average Percent of Selling Price to List Price	97.72%	101.65%	4.02%	97.44%	98.62%	1.21%
Average Days on Market to Sale	29.08	22.02	-24.30%	36.37	25.64	-29.51%
Monthly Inventory	120	126	5.00%	120	126	5.00%
Months Supply of Inventory	2.15	2.18	1.52%	2.15	2.18	1.52%

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

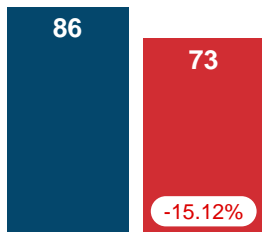
Inventory on October 31, 2021 = **126**

2020 **2021**

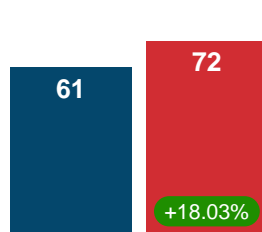
OCTOBER MARKET

AVERAGE PRICES

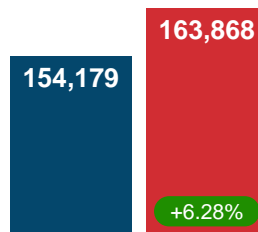
New Listings



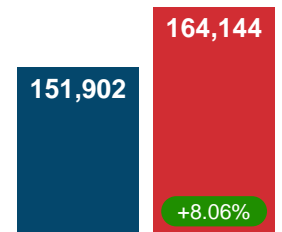
Pending Listings



List Price



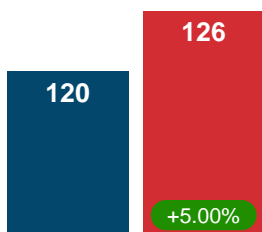
Sale Price



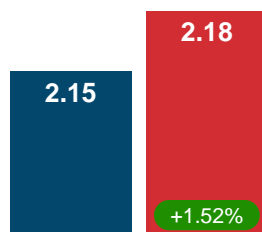
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

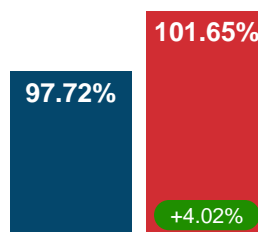
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

