

October 2021



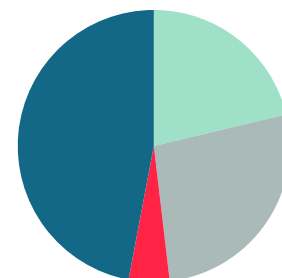
Area Delimited by County Of Muskogee - Residential Property Type



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%
Median List Price	128,450	139,000	8.21%
Median Sale Price	128,375	135,000	5.16%
Median Percent of Selling Price to List Price	99.30%	99.65%	0.36%
Median Days on Market to Sale	10.50	10.00	-4.76%
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.

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 **5.16%** in October 2021 to \$135,000 versus the previous year at \$128,375.

Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 0.50 days or **4.76%** in October 2021 compared to last year's same month at **10.50** DOM.

Sales Success for October 2021 is Positive

Overall, with Median 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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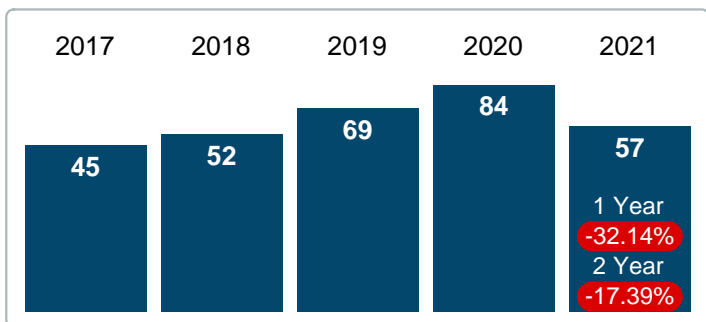
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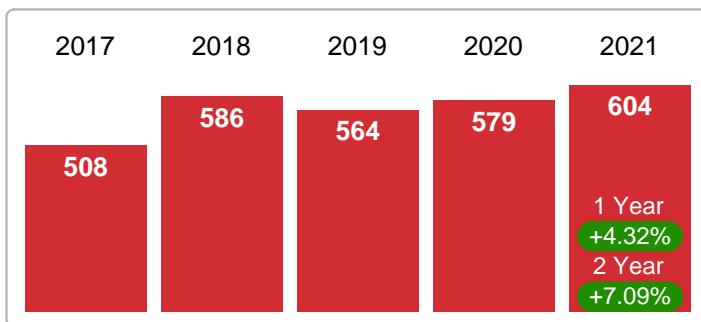
CLOSED LISTINGS

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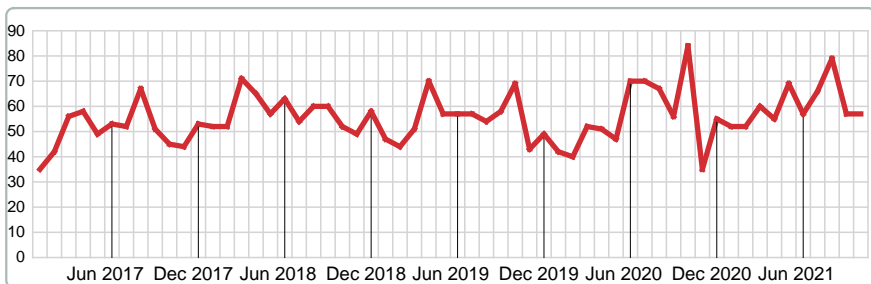
OCTOBER



YEAR TO DATE (YTD)

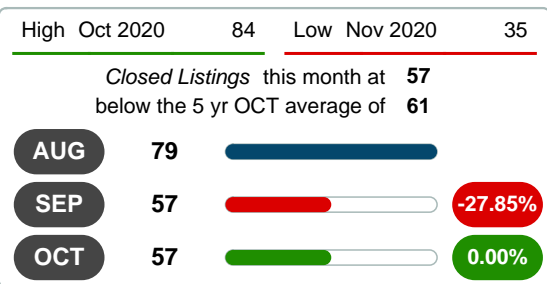


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 61



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	5	8.77%	24.0	3	2	0	0
\$60,001 - \$100,000	7	12.28%	10.0	3	4	0	0
\$100,001 - \$120,000	8	14.04%	9.0	1	6	1	0
\$120,001 - \$150,000	13	22.81%	9.0	0	12	1	0
\$150,001 - \$180,000	11	19.30%	8.0	0	9	2	0
\$180,001 - \$370,000	7	12.28%	36.0	0	4	2	1
\$370,001 and up	6	10.53%	5.5	0	3	2	1
Total Closed Units	57			7	40	8	2
Total Closed Volume	9,356,216	100%	10.0	460.30K	6.33M	1.81M	755.00K
Median Closed Price	\$135,000			\$65,000	\$134,750	\$179,950	\$377,500

October 2021



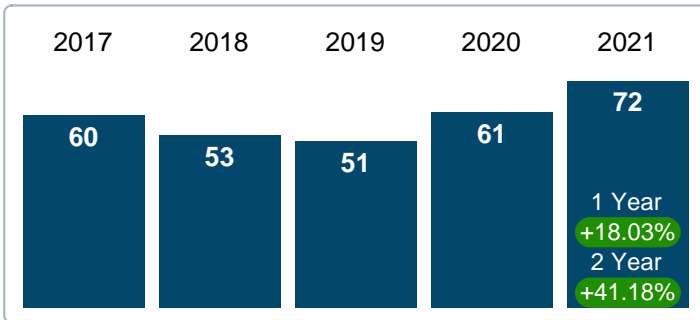
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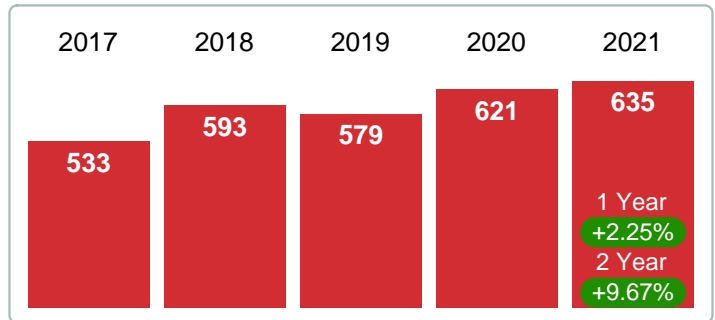
PENDING LISTINGS

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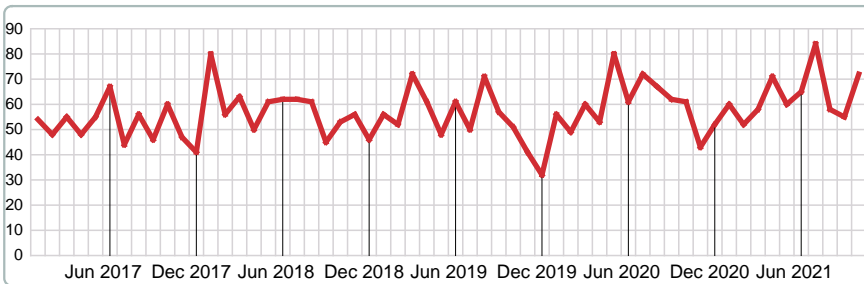
OCTOBER



YEAR TO DATE (YTD)

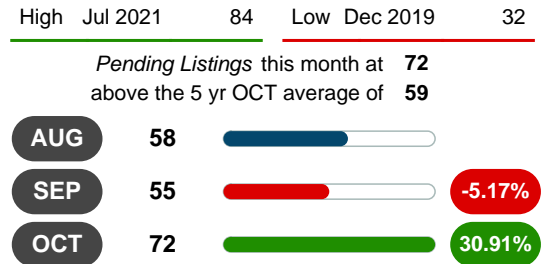


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	8.33%	19.5	3	3	0	0
\$50,001 - \$100,000	10	13.89%	10.5	5	4	1	0
\$100,001 - \$125,000	8	11.11%	16.0	2	6	0	0
\$125,001 - \$175,000	16	22.22%	35.0	1	13	2	0
\$175,001 - \$250,000	15	20.83%	21.0	0	12	2	1
\$250,001 - \$325,000	8	11.11%	22.0	0	3	5	0
\$325,001 and up	9	12.50%	4.0	0	1	7	1
Total Pending Units	72			11	42	17	2
Total Pending Volume	13,247,748	100%	20.0	916.00K	6.75M	5.06M	524.90K
Median Listing Price	\$168,900			\$84,900	\$163,750	\$319,999	\$262,450

October 2021



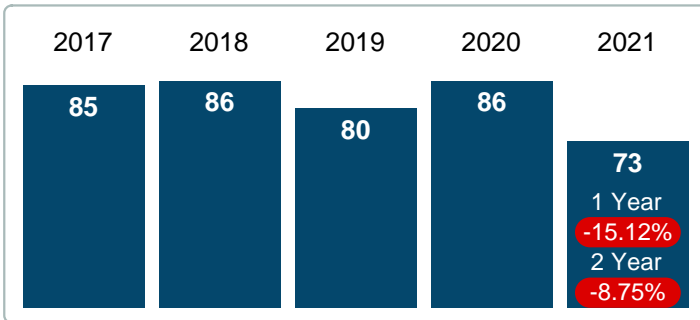
Area Delimited by County Of Muskogee - Residential Property Type



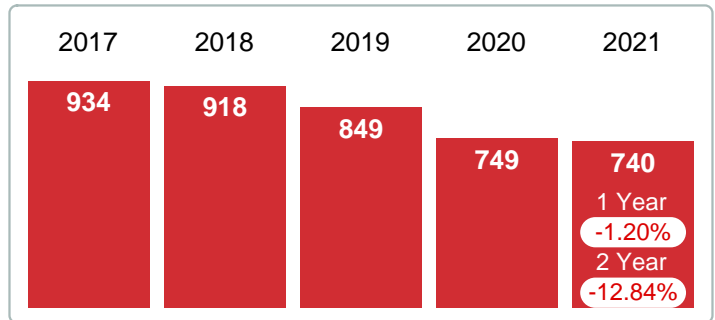
NEW LISTINGS

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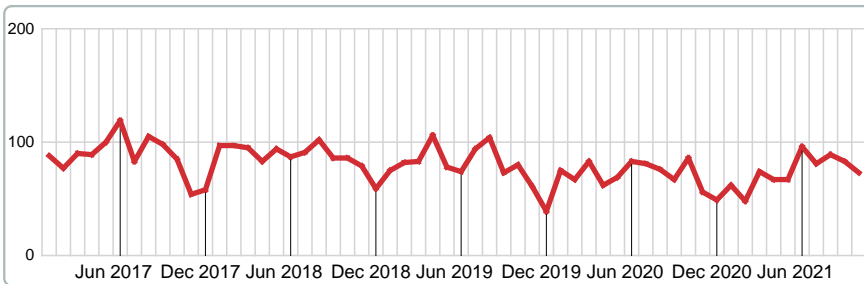
OCTOBER



YEAR TO DATE (YTD)

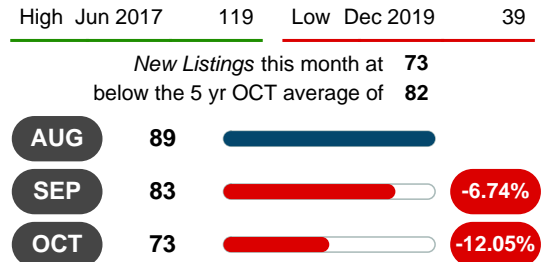


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 82



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
Median New Listed Listing Price	\$152,500		\$84,900	\$152,500	\$324,900	\$335,500

October 2021



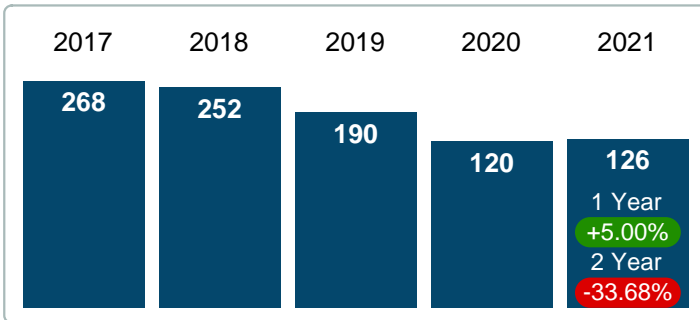
Area Delimited by County Of Muskogee - Residential Property Type



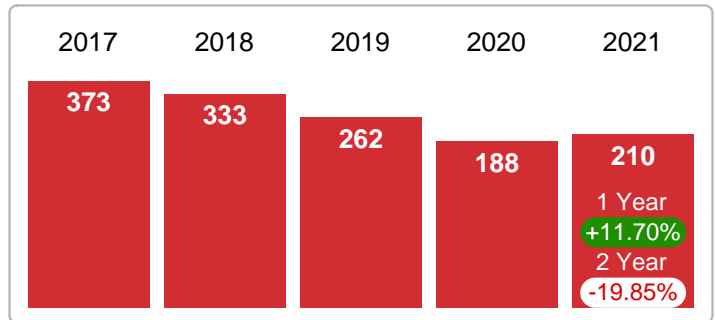
ACTIVE INVENTORY

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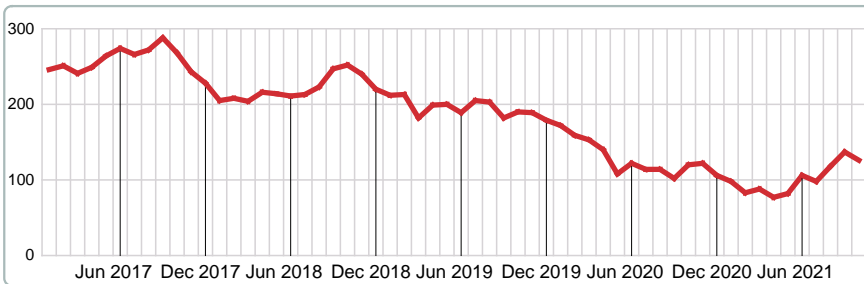
END OF OCTOBER



ACTIVE DURING OCTOBER

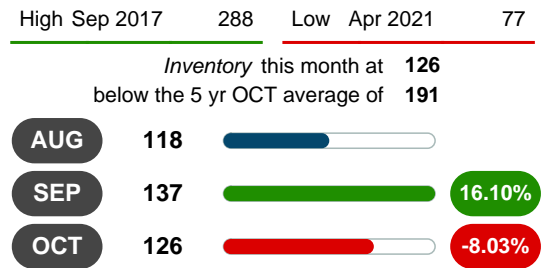


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 191



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	5.56%	41.0	2	4	1	0
\$30,001 - \$60,000	21	16.67%	58.0	8	10	2	1
\$60,001 - \$80,000	13	10.32%	82.0	5	7	1	0
\$80,001 - \$150,000	35	27.78%	43.0	7	24	4	0
\$150,001 - \$230,000	22	17.46%	38.0	3	12	5	2
\$230,001 - \$400,000	17	13.49%	32.0	3	7	5	2
\$400,001 and up	11	8.73%	68.0	1	3	4	3
Total Active Inventory by Units	126			29	67	22	8
Total Active Inventory by Volume	24,605,299	100%	49.0	3.37M	11.48M	6.18M	3.57M
Median Active Inventory Listing Price	\$122,200			\$80,000	\$121,800	\$177,250	\$332,700

October 2021



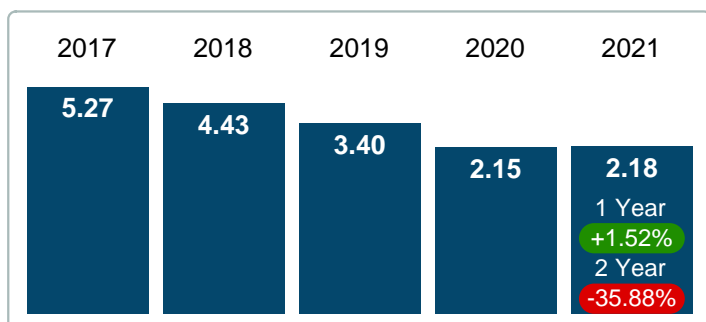
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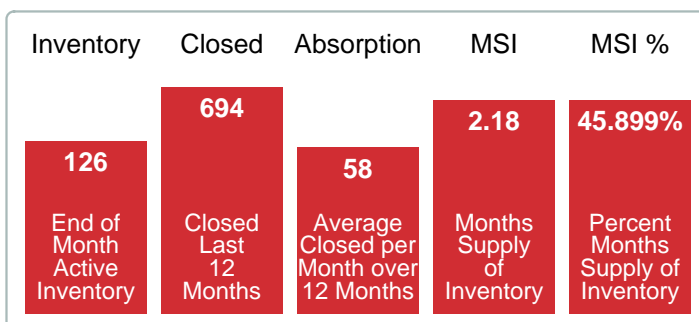
MONTHS SUPPLY of INVENTORY (MSI)

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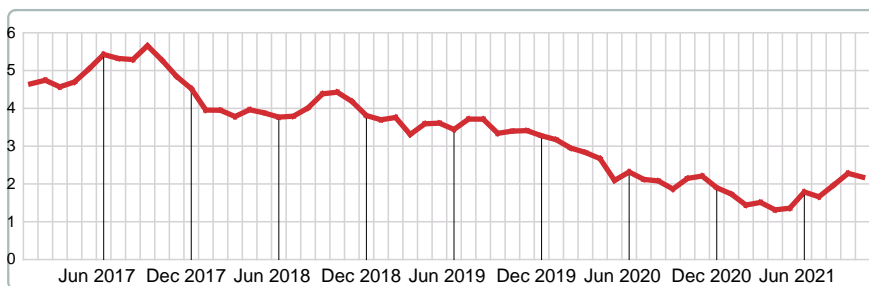
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2021

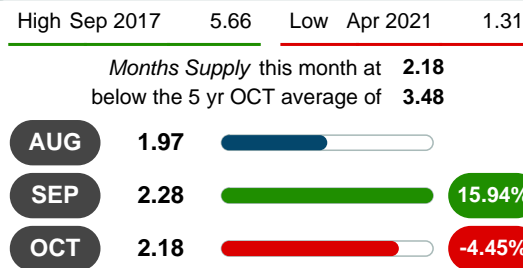


5 YEAR MARKET ACTIVITY TRENDS



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



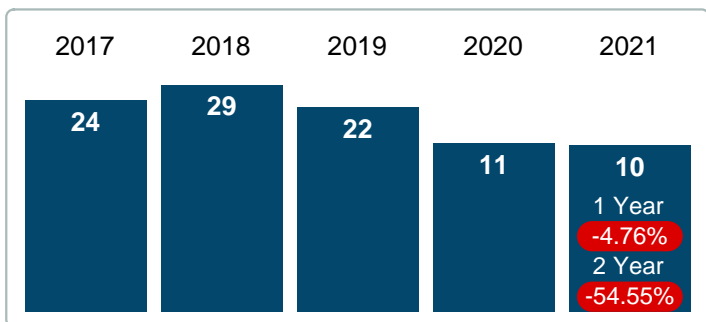
Area Delimited by County Of Muskogee - Residential Property Type



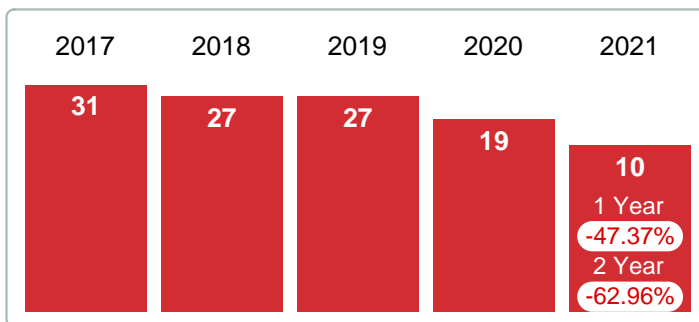
MEDIAN DAYS ON MARKET TO SALE

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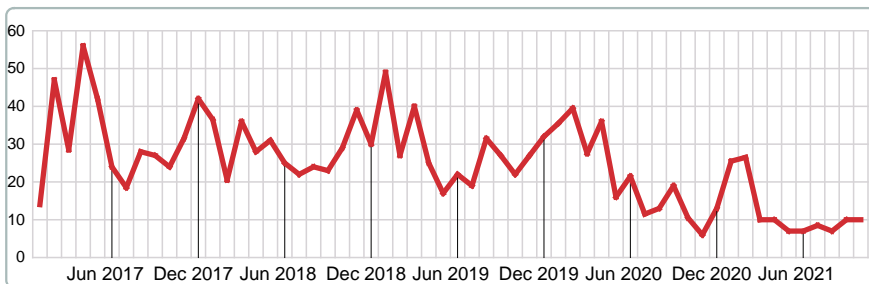
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

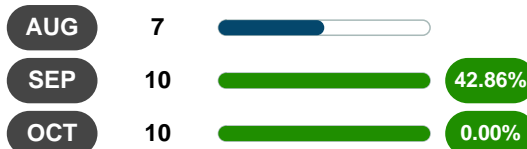


3 MONTHS

5 year OCT AVG = 19

High Apr 2017 56 Low Nov 2020 6

Median Days on Market to Sale this month at 10 below the 5 yr OCT average of 19



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
\$60,000 and less	8.77%	24	24	55	0	0
\$60,001 - \$100,000	12.28%	10	4	10	0	0
\$100,001 - \$120,000	14.04%	9	7	8	19	0
\$120,001 - \$150,000	22.81%	9	0	13	7	0
\$150,001 - \$180,000	19.30%	8	0	8	42	0
\$180,001 - \$370,000	12.28%	36	0	3	65	70
\$370,001 and up	10.53%	6	0	6	2	57
Median Closed DOM		10	7	10	13	64
Total Closed Units	100%	57	7	40	8	2
Total Closed Volume		9,356,216	460.30K	6.33M	1.81M	755.00K

October 2021



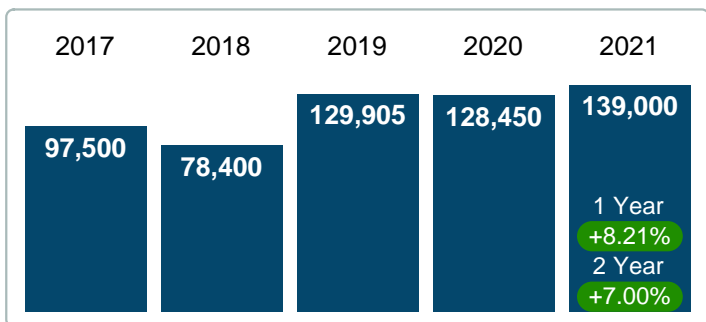
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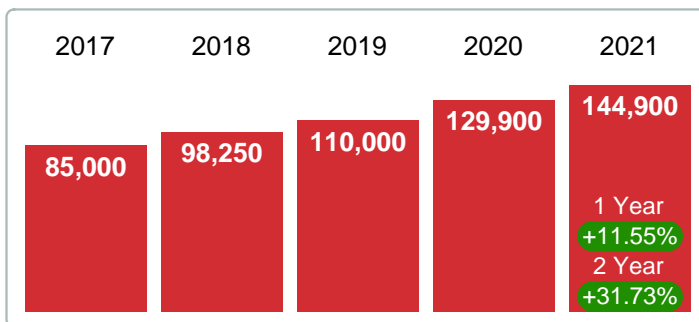
MEDIAN LIST PRICE AT CLOSING

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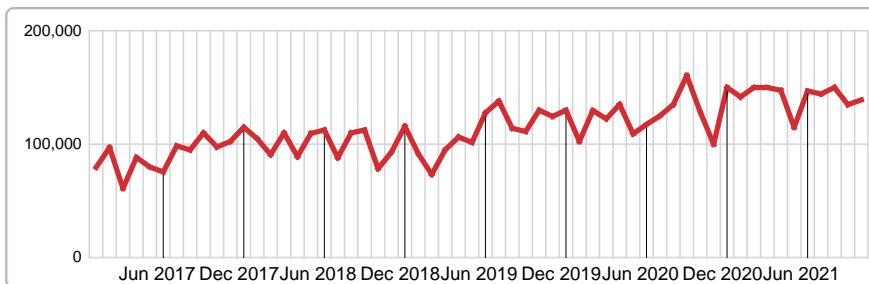
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

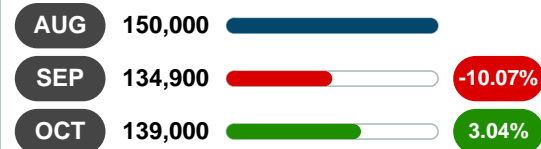


3 MONTHS

5 year OCT AVG = 114,651

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

Median List Price at Closing this month at **139,000**
above the 5 yr OCT average of **114,651**



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
\$60,000 and less	8.77%	40,000	40,000	50,000	0	0
\$60,001 - \$100,000	15.79%	95,000	96,250	90,000	0	0
\$100,001 - \$120,000	12.28%	114,900	0	114,900	0	0
\$120,001 - \$150,000	26.32%	139,000	0	135,500	150,000	0
\$150,001 - \$180,000	12.28%	165,000	0	162,500	165,000	0
\$180,001 - \$370,000	15.79%	205,000	0	197,000	214,450	339,900
\$370,001 and up	8.77%	468,700	0	474,500	428,850	489,000
Median List Price		139,000	74,500	135,500	177,450	414,450
Total Closed Units	100%	139,000	7	40	8	2
Total Closed Volume		9,340,499	487.50K	6.13M	1.89M	828.90K

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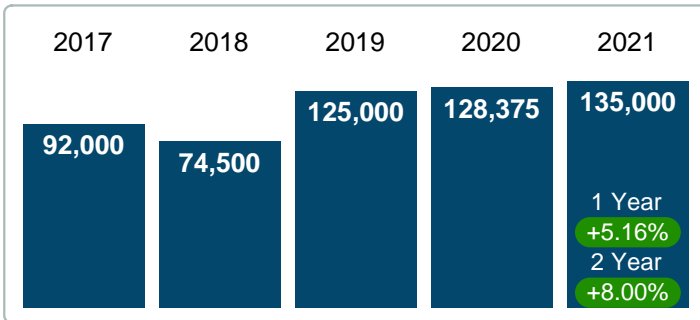
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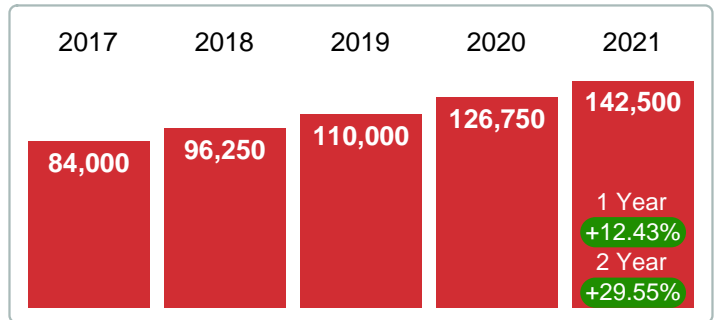
MEDIAN SOLD PRICE AT CLOSING

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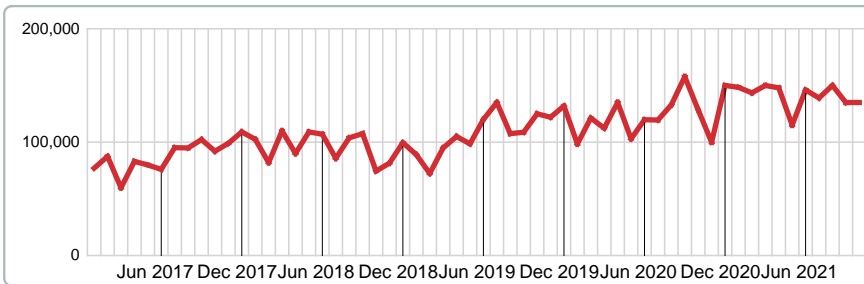
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

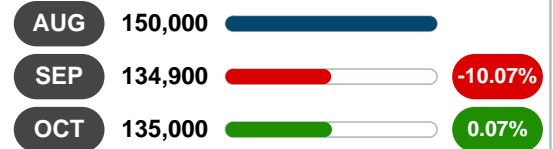


3 MONTHS

5 year OCT AVG = 110,975

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

Median Sold Price at Closing this month at **135,000**
 above the 5 yr OCT average of **110,975**



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
\$60,000 and less	5	8.77%	35,000	25,000	45,000	0	0
\$60,001 - \$100,000	7	12.28%	85,000	97,500	76,000	0	0
\$100,001 - \$120,000	8	14.04%	108,000	104,800	110,000	105,925	0
\$120,001 - \$150,000	13	22.81%	133,800	0	131,900	140,000	0
\$150,001 - \$180,000	11	19.30%	165,000	0	165,000	163,750	0
\$180,001 - \$370,000	7	12.28%	225,000	0	234,500	189,950	330,000
\$370,001 and up	6	10.53%	427,500	0	430,000	428,850	425,000
Median Sold Price			135,000	65,000	134,750	179,950	377,500
Total Closed Units		100%	135,000	7	40	8	2
Total Closed Volume			9,356,216	460.30K	6.33M	1.81M	755.00K

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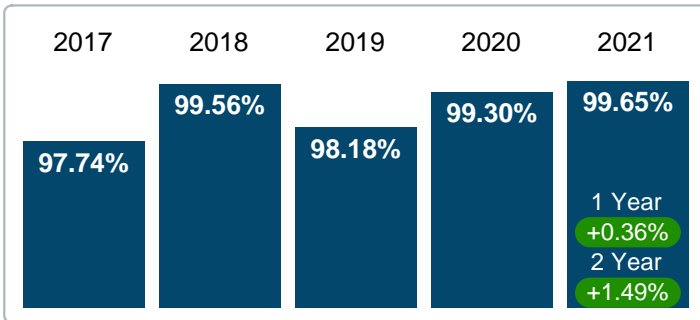
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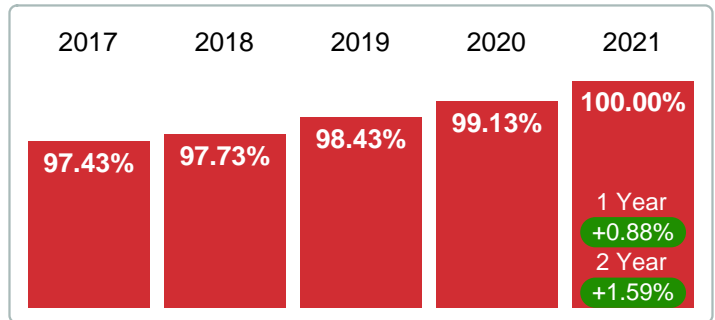
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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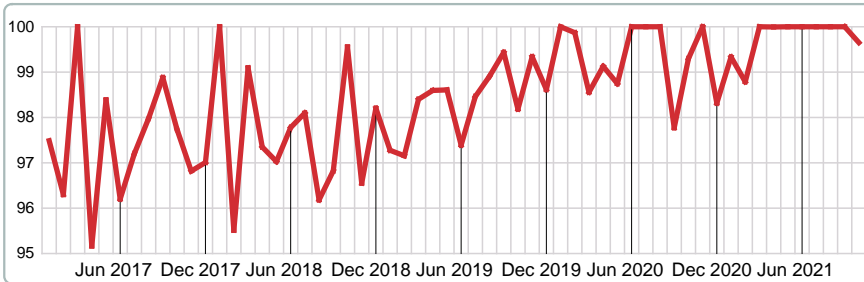
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

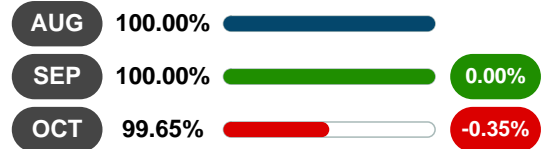


3 MONTHS

5 year OCT AVG = 98.88%

High Sep 2021 100.00% Low Apr 2017 95.17%

Median Sold/List Ratio this month at **99.65%**
above the 5 yr OCT average of **98.88%**



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
\$60,000 and less	5	8.77%	84.62%	81.82%	86.06%	0.00%	0.00%
\$60,001 - \$100,000	7	12.28%	100.00%	100.00%	96.28%	0.00%	0.00%
\$100,001 - \$120,000	8	14.04%	97.29%	104.80%	97.29%	75.66%	0.00%
\$120,001 - \$150,000	13	22.81%	99.65%	0.00%	99.83%	93.33%	0.00%
\$150,001 - \$180,000	11	19.30%	100.00%	0.00%	100.00%	104.02%	0.00%
\$180,001 - \$370,000	7	12.28%	100.00%	0.00%	100.00%	89.75%	97.09%
\$370,001 and up	6	10.53%	100.00%	0.00%	100.00%	100.00%	86.91%
Median Sold/List Ratio		99.65%		90.20%	99.83%	100.00%	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

October 2021



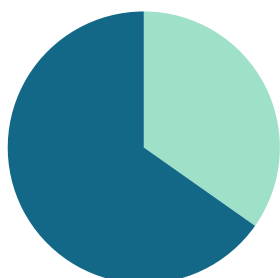
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

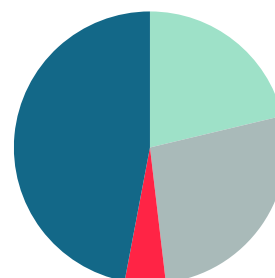


Inventory
 New Listings
73 = 34.76%
 Start Inventory
137
 Total Inventory Units
210
 Volume
\$40,578,546

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%
Median List Price	128,450	139,000	8.21%	129,900	144,900	11.55%
Median Sale Price	128,375	135,000	5.16%	126,750	142,500	12.43%
Median Percent of Selling Price to List Price	99.30%	99.65%	0.36%	99.13%	100.00%	0.88%
Median Days on Market to Sale	10.50	10.00	-4.76%	19.00	10.00	-47.37%
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

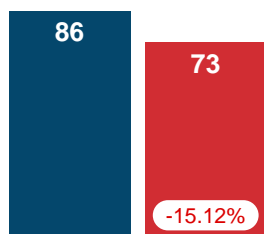
Inventory on October 31, 2021 = **126**

2020 **2021**

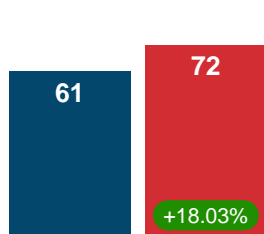
OCTOBER MARKET

MEDIAN PRICES

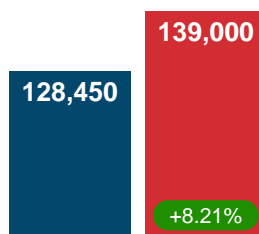
New Listings



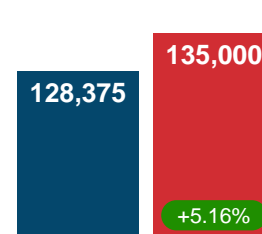
Pending Listings



List Price



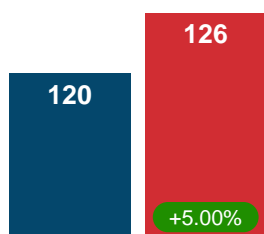
Sale Price



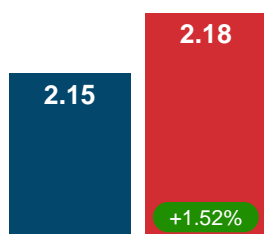
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

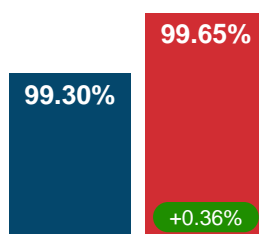
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

