

# September 2021



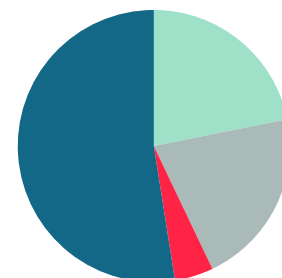
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2020	2021	+/-%
Closed Listings	56	57	1.79%
Pending Listings	62	55	-11.29%
New Listings	67	83	23.88%
Average List Price	171,454	190,058	10.85%
Average Sale Price	166,413	187,418	12.62%
Average Percent of Selling Price to List Price	96.57%	99.50%	3.03%
Average Days on Market to Sale	34.59	17.81	-48.52%
End of Month Inventory	102	137	34.31%
Months Supply of Inventory	1.87	2.28	22.20%



■ Closed (21.84%)  
■ Pending (21.07%)  
■ Other OffMarket (4.60%)  
■ Active (52.49%)

**Absorption:** Last 12 months, an Average of **60** Sales/Month  
**Active Inventory** as of September 30, 2021 = **137**

### Analysis Wrap-Up

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

The total housing inventory at the end of September 2021 rose **34.31%** to 137 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **2.28** 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 **12.62%** in September 2021 to \$187,418 versus the previous year at \$166,413.

#### Average Days on Market Shortens

The average number of **17.81** days that homes spent on the market before selling decreased by 16.78 days or **48.52%** in September 2021 compared to last year's same month at **34.59** DOM.

#### Sales Success for September 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 83 New Listings in September 2021, up **23.88%** from last year at 67. Furthermore, there were 57 Closed Listings this month versus last year at 56, a **1.79%** increase.

Closed versus Listed trends yielded a **68.7%** ratio, down from previous year's, September 2020, at **83.6%**, a **17.84%** downswing. This will certainly create pressure on an increasing 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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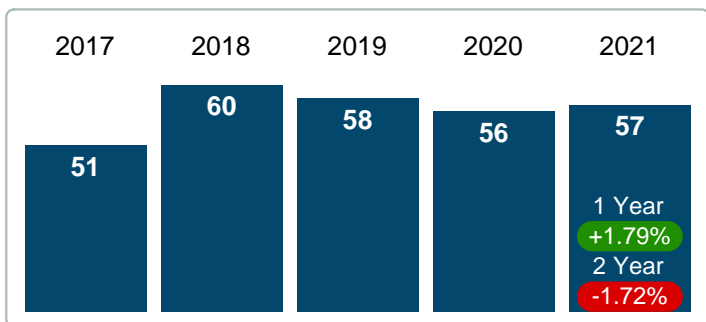
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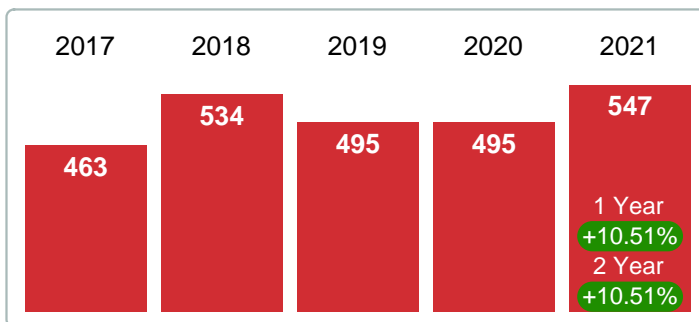
## CLOSED LISTINGS

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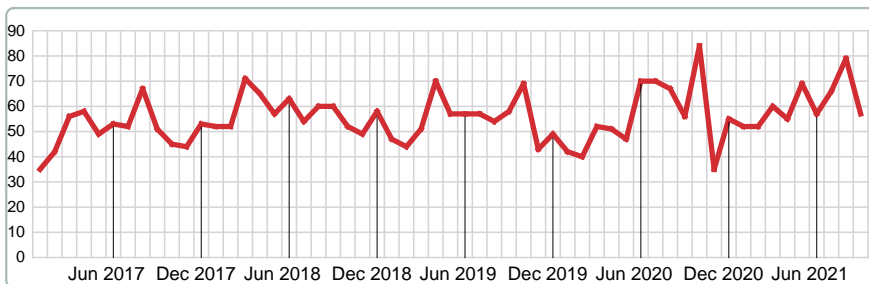
### SEPTEMBER



### YEAR TO DATE (YTD)

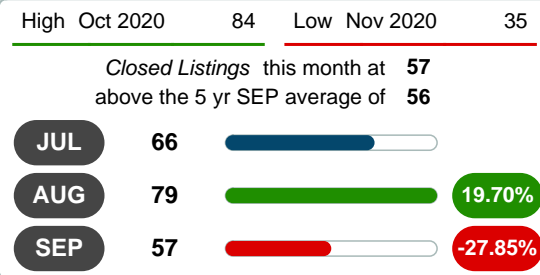


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 56



### 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	2	3.51%	56.5	1	0	0	1
\$25,001 - \$75,000	9	15.79%	20.7	2	6	1	0
\$75,001 - \$100,000	7	12.28%	17.4	1	6	0	0
\$100,001 - \$150,000	13	22.81%	13.2	3	9	1	0
\$150,001 - \$225,000	12	21.05%	8.7	0	8	4	0
\$225,001 - \$375,000	8	14.04%	12.6	1	6	0	1
\$375,001 and up	6	10.53%	36.3	0	2	3	1
<b>Total Closed Units</b>	<b>57</b>			<b>8</b>	<b>37</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>10,682,800</b>	<b>100%</b>	<b>17.8</b>	<b>807.30K</b>	<b>6.02M</b>	<b>3.15M</b>	<b>707.00K</b>
<b>Average Closed Price</b>	<b>\$187,418</b>			<b>\$100,913</b>	<b>\$162,668</b>	<b>\$349,978</b>	<b>\$235,667</b>

# September 2021



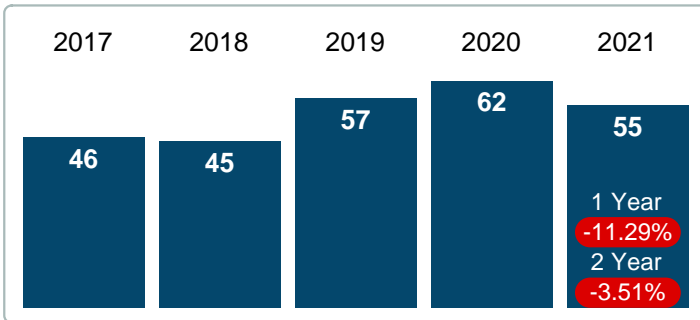
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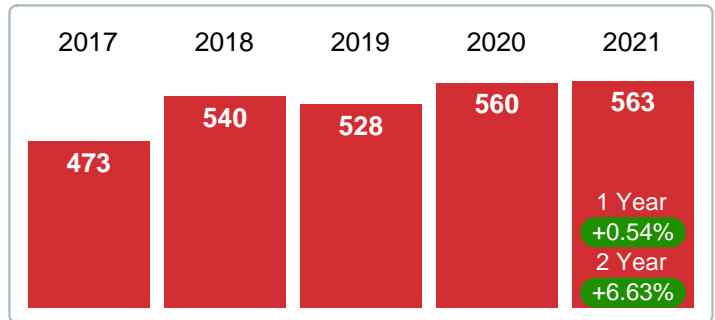
## PENDING LISTINGS

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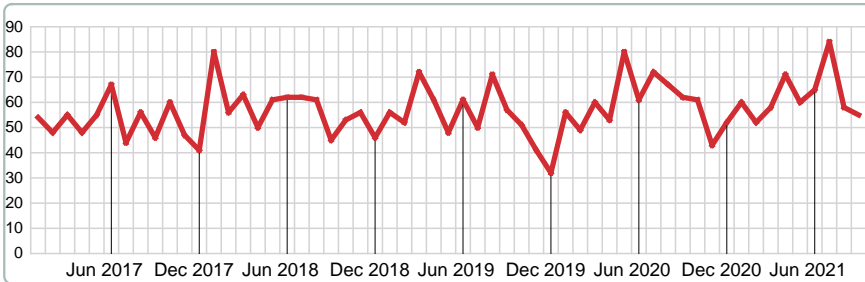
### SEPTEMBER



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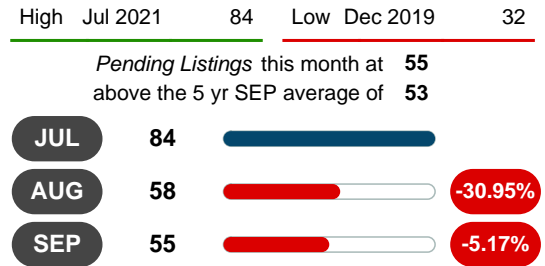


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 53



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	10.91%	22.2	3	3	0	0
\$60,001 - \$80,000	5	9.09%	39.0	2	3	0	0
\$80,001 - \$110,000	9	16.36%	45.1	4	5	0	0
\$110,001 - \$130,000	9	16.36%	18.3	0	9	0	0
\$130,001 - \$170,000	13	23.64%	50.0	0	11	2	0
\$170,001 - \$200,000	7	12.73%	12.9	0	5	2	0
\$200,001 and up	6	10.91%	20.7	0	3	3	0
<b>Total Pending Units</b>	<b>55</b>			<b>9</b>	<b>39</b>	<b>7</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,994,698</b>	<b>100%</b>	<b>32.7</b>	<b>660.90K</b>	<b>5.30M</b>	<b>2.03M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$144,244</b>			<b>\$73,433</b>	<b>\$136,003</b>	<b>\$289,957</b>	<b>\$0</b>

# September 2021



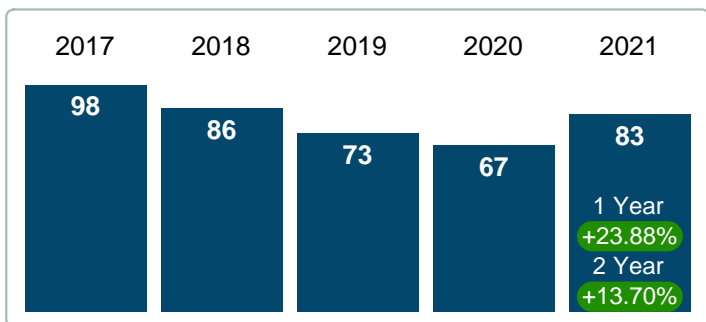
Area Delimited by County Of Muskogee - Residential Property Type



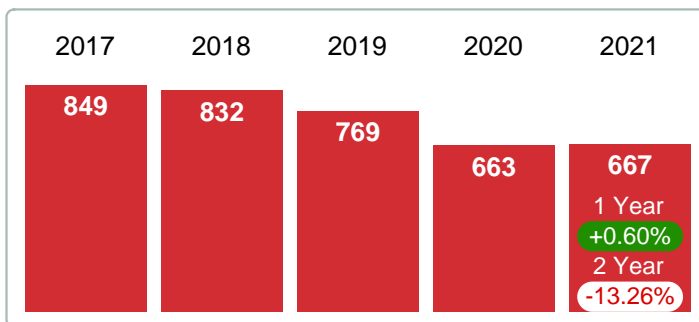
## NEW LISTINGS

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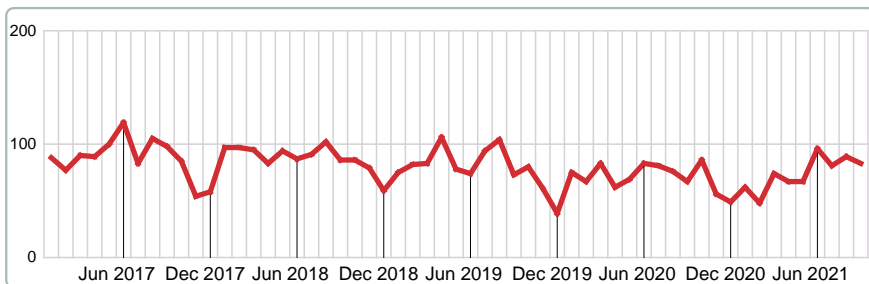
### SEPTEMBER



### YEAR TO DATE (YTD)

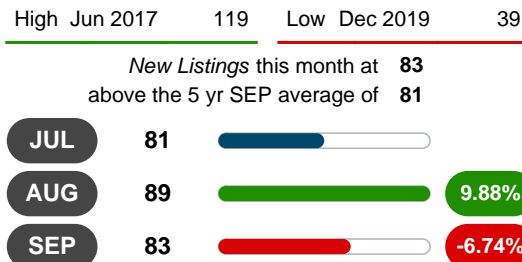


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 81



### 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	4	4.82%	2	1	1	0
\$25,001 - \$50,000	6	7.23%	0	4	2	0
\$50,001 - \$100,000	19	22.89%	4	14	1	0
\$100,001 - \$125,000	12	14.46%	2	9	1	0
\$125,001 - \$175,000	20	24.10%	0	18	2	0
\$175,001 - \$225,000	12	14.46%	0	11	1	0
\$225,001 and up	10	12.05%	0	6	4	0
<b>Total New Listed Units</b>	<b>83</b>		<b>8</b>	<b>63</b>	<b>12</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>12,096,398</b>	<b>100%</b>	<b>584.30K</b>	<b>9.03M</b>	<b>2.49M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$151,163</b>		<b>\$73,038</b>	<b>\$143,275</b>	<b>\$207,150</b>	<b>\$0</b>

# September 2021



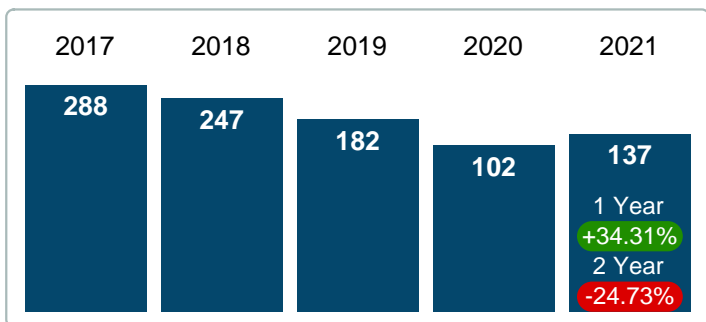
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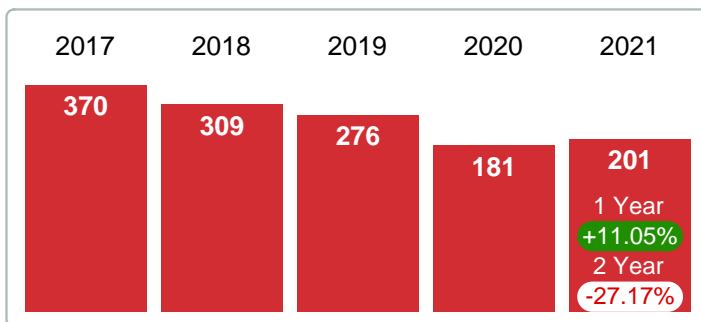
## ACTIVE INVENTORY

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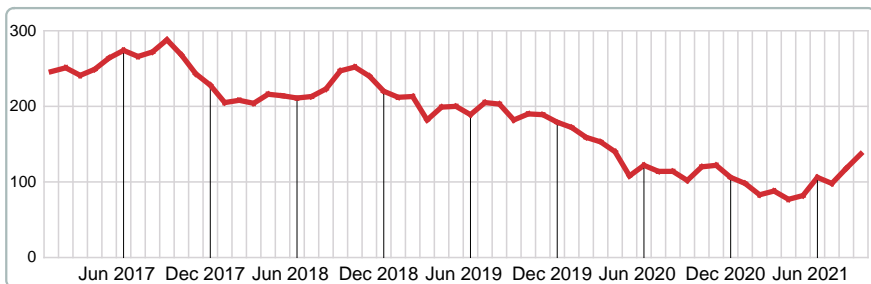
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

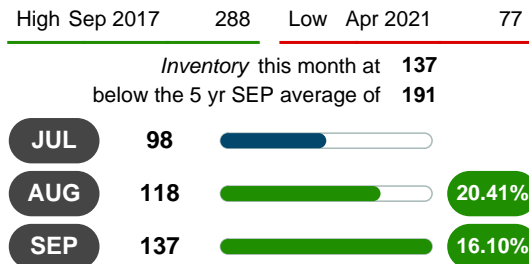


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP 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	6	4.38%	38.3	2	3	1	0
\$25,001 - \$50,000	13	9.49%	70.7	2	8	2	1
\$50,001 - \$75,000	16	11.68%	58.1	4	11	1	0
\$75,001 - \$150,000	44	32.12%	52.5	10	31	3	0
\$150,001 - \$225,000	26	18.98%	41.6	2	18	5	1
\$225,001 - \$350,000	19	13.87%	51.1	2	5	9	3
\$350,001 and up	13	9.49%	73.9	1	6	4	2
<b>Total Active Inventory by Units</b>	<b>137</b>			<b>23</b>	<b>82</b>	<b>25</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>26,477,446</b>	<b>100%</b>	<b>54.0</b>	<b>2.62M</b>	<b>13.37M</b>	<b>7.35M</b>	<b>3.13M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$193,266</b>			<b>\$114,083</b>	<b>\$163,088</b>	<b>\$294,060</b>	<b>\$446,971</b>

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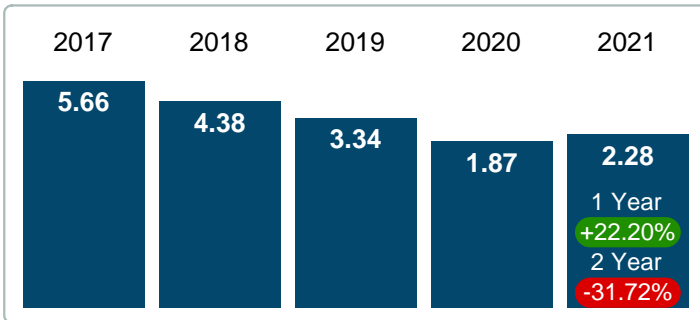
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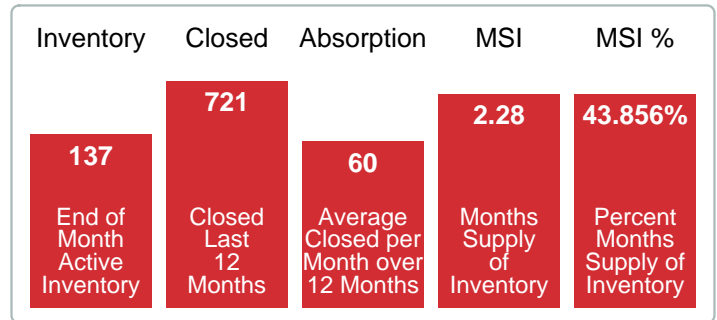
## MONTHS SUPPLY of INVENTORY (MSI)

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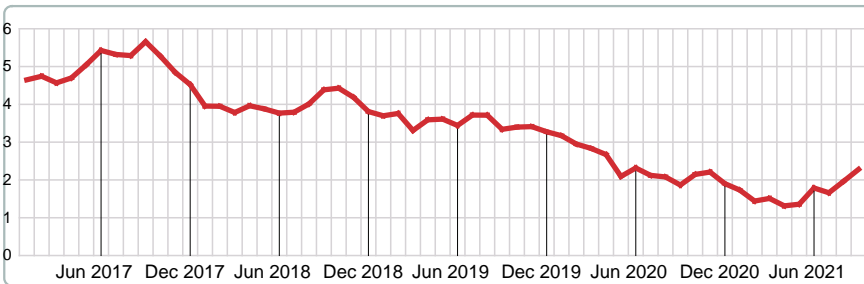
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

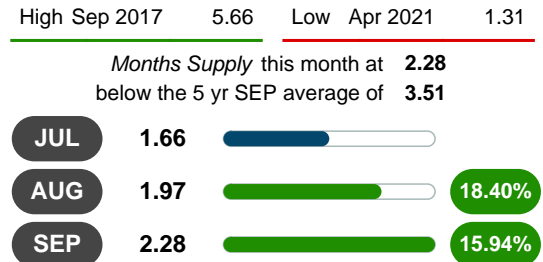


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 3.51



### 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	14	10.22%	2.67	1.44	2.55	12.00	6.00
\$40,001 - \$70,000	17	12.41%	2.52	1.41	3.69	1.71	0.00
\$70,001 - \$80,000	11	8.03%	4.55	3.69	4.80	12.00	0.00
\$80,001 - \$160,000	38	27.74%	1.73	4.17	1.65	0.73	0.00
\$160,001 - \$230,000	27	19.71%	2.40	3.00	2.48	1.76	4.80
\$230,001 - \$350,000	17	12.41%	2.08	4.80	1.14	2.35	4.80
\$350,001 and up	13	9.49%	3.06	12.00	3.27	2.09	4.80
Market Supply of Inventory (MSI)			2.28	2.63	2.20	2.04	3.82
Total Active Inventory by Units		100%	2.28	23	82	25	7

# September 2021



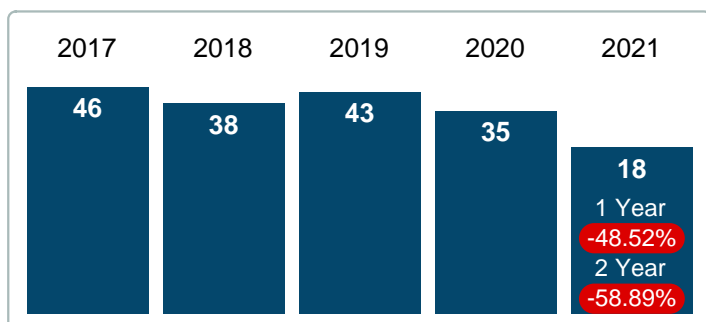
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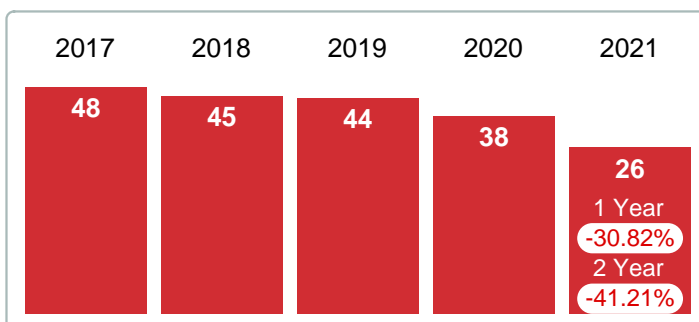
## AVERAGE DAYS ON MARKET TO SALE

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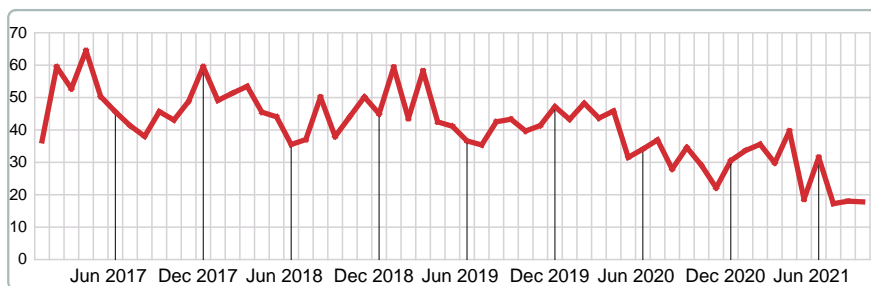
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

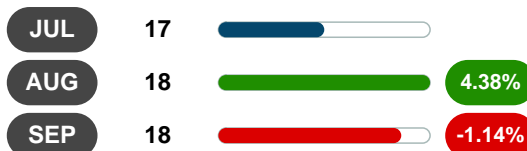


### 3 MONTHS

5 year SEP AVG = 36

High Apr 2017 64 Low Jul 2021 17

Average Days on Market to Sale this month at 18 below the 5 yr SEP 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
\$25,000 and less	3.51%	57	51	0	0	62
\$25,001 - \$75,000	15.79%	21	56	10	15	0
\$75,001 - \$100,000	12.28%	17	45	13	0	0
\$100,001 - \$150,000	22.81%	13	11	15	5	0
\$150,001 - \$225,000	21.05%	9	0	6	14	0
\$225,001 - \$375,000	14.04%	13	37	6	0	28
\$375,001 and up	10.53%	36	0	28	42	37
<b>Average Closed DOM</b>		<b>18</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>18</b>	<b>8</b>	<b>37</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,682,800</b>	<b>807.30K</b>	<b>6.02M</b>	<b>3.15M</b>	<b>707.00K</b>



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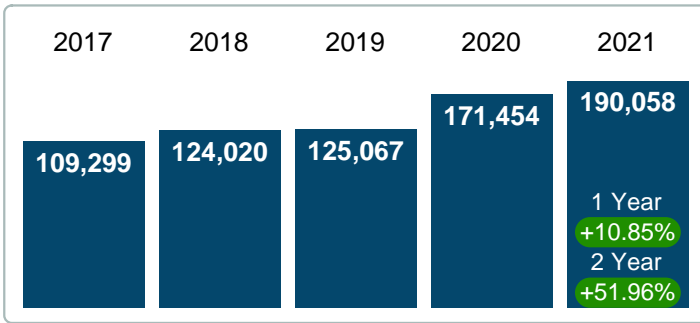
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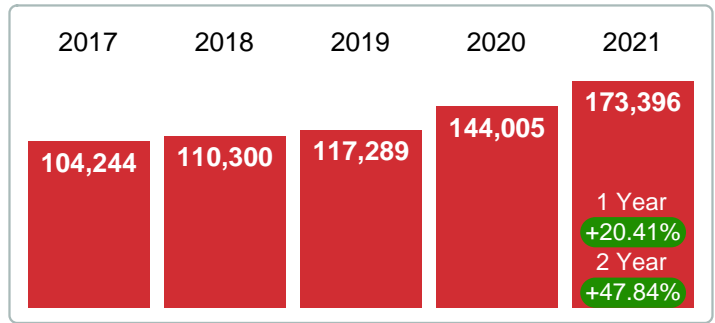
## AVERAGE LIST PRICE AT CLOSING

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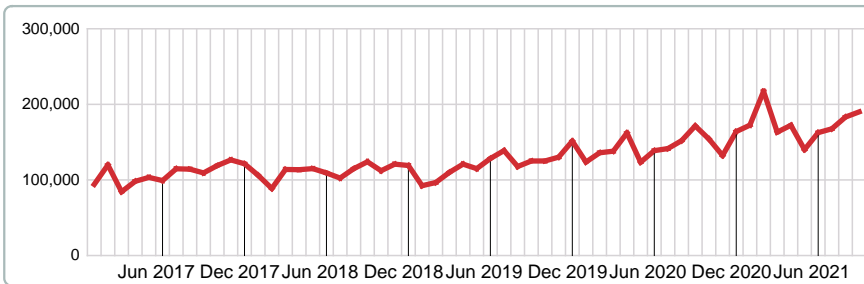
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

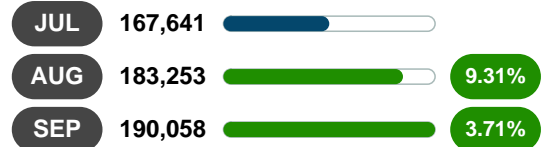


### 3 MONTHS

5 year SEP AVG = 143,979

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

Average List Price at Closing this month at **190,058**  
above the 5 yr SEP average of **143,979**



### 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	1.75%	24,900	24,900	0	0	29,800
\$25,001 - \$75,000	11	19.30%	53,736	34,950	59,400	60,000	0
\$75,001 - \$100,000	9	15.79%	94,900	99,500	89,400	0	0
\$100,001 - \$150,000	10	17.54%	127,880	109,367	123,667	134,900	0
\$150,001 - \$225,000	12	21.05%	179,275	0	172,925	192,200	0
\$225,001 - \$375,000	8	14.04%	268,038	281,500	259,817	0	299,000
\$375,001 and up	6	10.53%	631,467	0	544,500	773,300	379,900
Average List Price			190,058	100,488	163,165	364,844	236,233
Total Closed Units		100%	190,058	8	37	9	3
Total Closed Volume			10,833,300	803.90K	6.04M	3.28M	708.70K



# September 2021



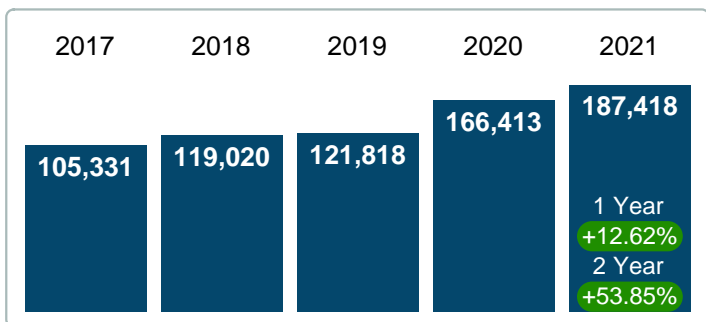
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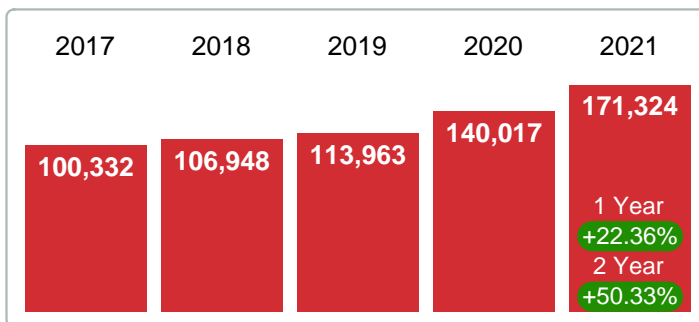
## AVERAGE SOLD PRICE AT CLOSING

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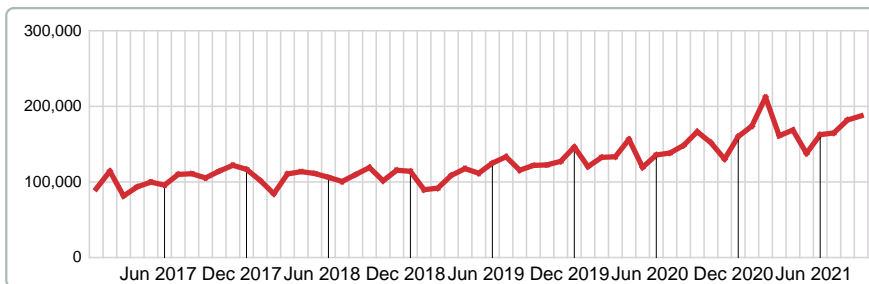
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

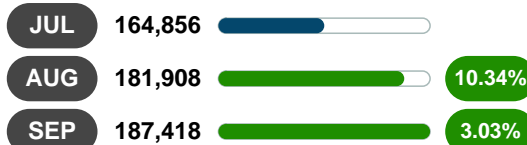


### 3 MONTHS

5 year SEP AVG = 140,000

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

Average Sold Price at Closing this month at **187,418** above the 5 yr SEP average of **140,000**



### 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	3.51%	23,450	24,900	0	0	22,000
\$25,001 - \$75,000	15.79%	51,850	31,750	57,525	58,000	0
\$75,001 - \$100,000	12.28%	92,679	99,500	91,542	0	0
\$100,001 - \$150,000	22.81%	123,192	112,633	125,411	134,900	0
\$150,001 - \$225,000	21.05%	180,917	0	176,138	190,475	0
\$225,001 - \$375,000	14.04%	267,800	281,500	259,317	0	305,000
\$375,001 and up	10.53%	600,933	0	515,300	731,667	380,000
<b>Average Sold Price</b>		<b>187,418</b>	<b>100,913</b>	<b>162,668</b>	<b>349,978</b>	<b>235,667</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>187,418</b>	<b>8</b>	<b>37</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,682,800</b>	<b>807.30K</b>	<b>6.02M</b>	<b>3.15M</b>	<b>707.00K</b>

# September 2021



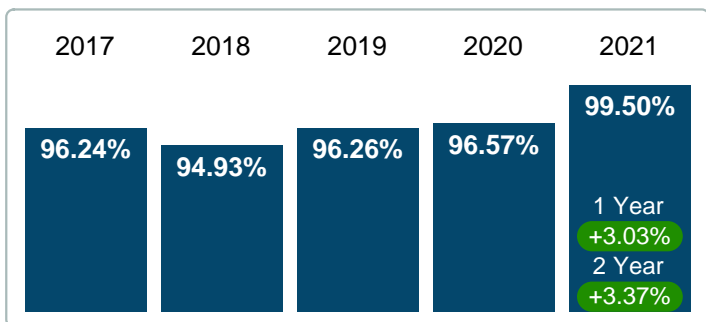
Area Delimited by County Of Muskogee - Residential Property Type



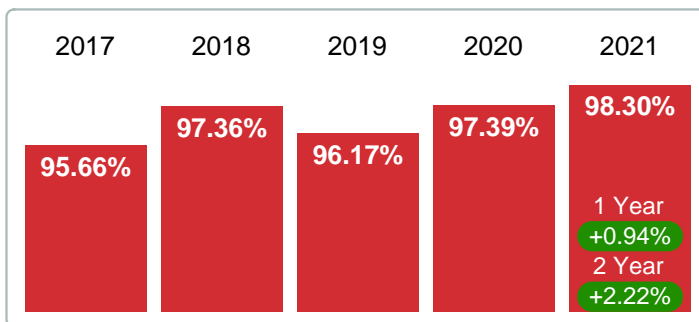
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

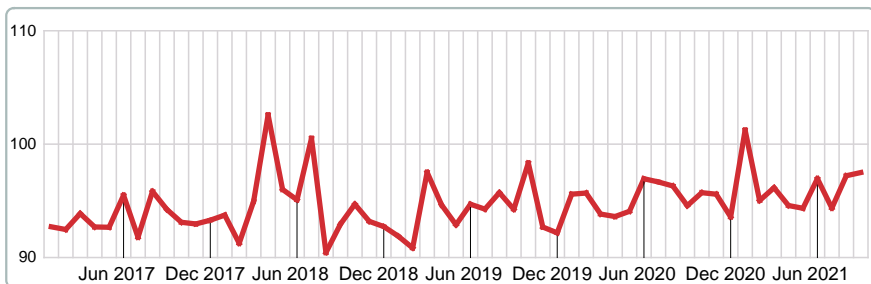
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

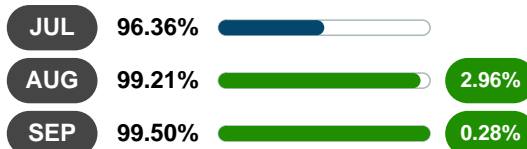


### 3 MONTHS

5 year SEP AVG = 96.70%

High Apr 2018 104.57% Low Aug 2018 92.44%

Average Sold/List Ratio this month at **99.50%** above the 5 yr SEP average of **96.70%**



### 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	2	3.51%	86.91%	100.00%	0.00%	0.00%	73.83%	
\$25,001 - \$75,000	9	15.79%	96.05%	91.41%	97.50%	96.67%	0.00%	
\$75,001 - \$100,000	7	12.28%	102.24%	100.00%	102.61%	0.00%	0.00%	
\$100,001 - \$150,000	13	22.81%	102.20%	103.21%	102.11%	100.00%	0.00%	
\$150,001 - \$225,000	12	21.05%	100.99%	0.00%	101.90%	99.18%	0.00%	
\$225,001 - \$375,000	8	14.04%	100.21%	100.00%	99.95%	0.00%	102.01%	
\$375,001 and up	6	10.53%	95.83%	0.00%	94.83%	95.10%	100.03%	
Average Sold/List Ratio		99.50%		99.05%	100.66%	97.63%	91.95%	
Total Closed Units		57	100%	99.50%	8	37	9	3
Total Closed Volume		10,682,800			807.30K	6.02M	3.15M	707.00K

# September 2021



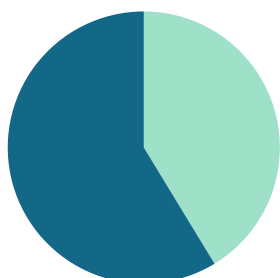
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

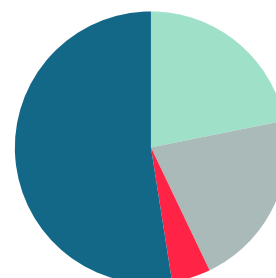


**Inventory**  
 New Listings  
**83 = 41.29%**  
 Start Inventory  
**118**  
 Total Inventory Units  
**201**  
 Volume  
**\$35,727,944**

### Market Activity

Closed Sales  
**57 = 21.84%**  
 Pending Sales  
**55 = 21.07%**  
 Other Off Market  
**12 = 4.60%**  
 Active Inventory  
**137 = 52.49%**

### MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	56	57	1.79%	495	547	10.51%
Pending Sales	62	55	-11.29%	560	563	0.54%
New Listings	67	83	23.88%	663	667	0.60%
Average List Price	171,454	190,058	10.85%	144,005	173,396	20.41%
Average Sale Price	166,413	187,418	12.62%	140,017	171,324	22.36%
Average Percent of Selling Price to List Price	96.57%	99.50%	3.03%	97.39%	98.30%	0.94%
Average Days on Market to Sale	34.59	17.81	-48.52%	37.61	26.01	-30.82%
Monthly Inventory	102	137	34.31%	102	137	34.31%
Months Supply of Inventory	1.87	2.28	22.20%	1.87	2.28	22.20%

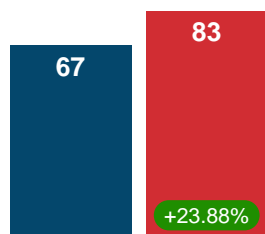
**Absorption:** Last 12 months, an Average of **60** Sales/Month

**Inventory** on September 30, 2021 = **137** 2020 2021

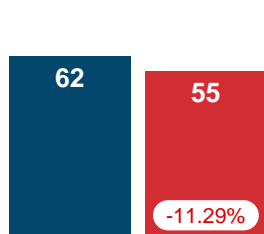
### SEPTEMBER MARKET

### AVERAGE PRICES

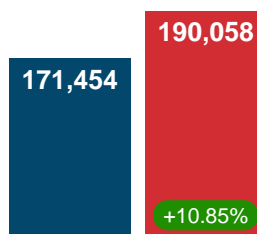
#### New Listings



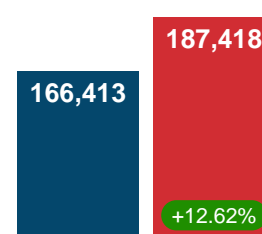
#### Pending Listings



#### List Price



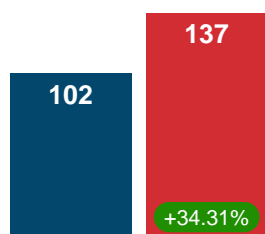
#### Sale Price



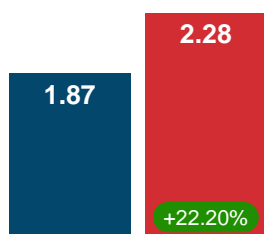
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

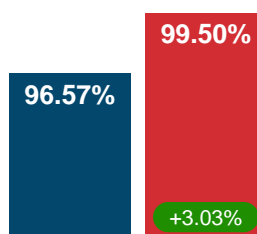
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

