

# September 2021



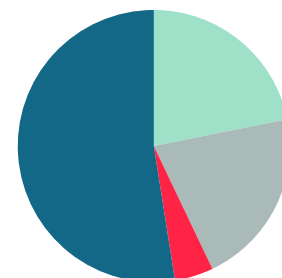
Area Delimited by County Of Muskogee - Residential Property Type



## 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%
Median List Price	160,500	134,900	-15.95%
Median Sale Price	157,750	134,900	-14.48%
Median Percent of Selling Price to List Price	97.77%	100.00%	2.28%
Median Days on Market to Sale	19.00	10.00	-47.37%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **14.48%** in September 2021 to \$134,900 versus the previous year at \$157,750.

#### Median Days on Market Shortens

The median number of **10.00** days that homes spent on the market before selling decreased by 9.00 days or **47.37%** in September 2021 compared to last year's same month at **19.00** DOM.

#### Sales Success for September 2021 is Positive

Overall, with Median Prices falling 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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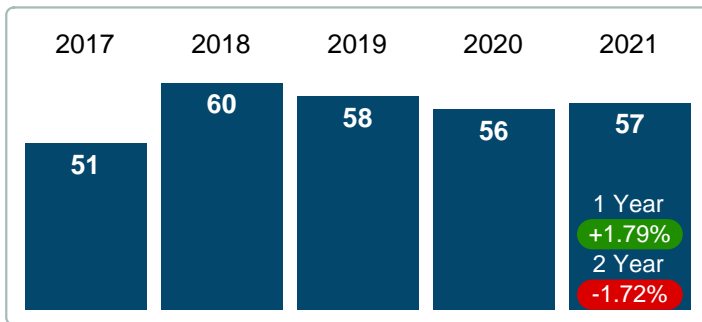
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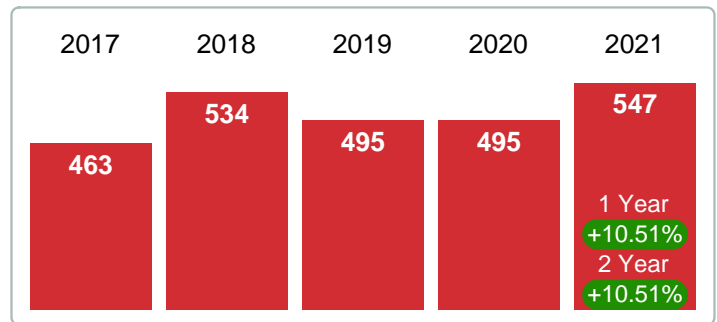
## CLOSED LISTINGS

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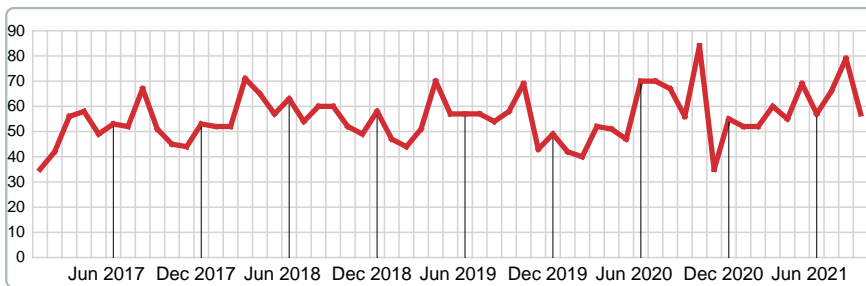
### SEPTEMBER



### YEAR TO DATE (YTD)

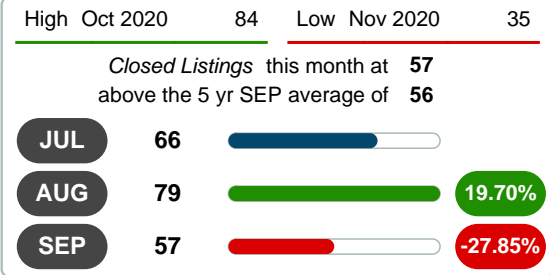


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 56



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.77%	51.0	3	1	0	1
\$40,001 - \$80,000	7	12.28%	4.0	0	6	1	0
\$80,001 - \$110,000	8	14.04%	16.0	3	5	0	0
\$110,001 - \$170,000	14	24.56%	7.5	1	11	2	0
\$170,001 - \$230,000	10	17.54%	5.0	0	7	3	0
\$230,001 - \$380,000	8	14.04%	13.0	1	5	0	2
\$380,001 and up	5	8.77%	18.0	0	2	3	0
<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>10.0</b>	<b>807.30K</b>	<b>6.02M</b>	<b>3.15M</b>	<b>707.00K</b>
<b>Median Closed Price</b>	<b>\$134,900</b>			<b>\$100,700</b>	<b>\$130,000</b>	<b>\$194,900</b>	<b>\$305,000</b>

# September 2021



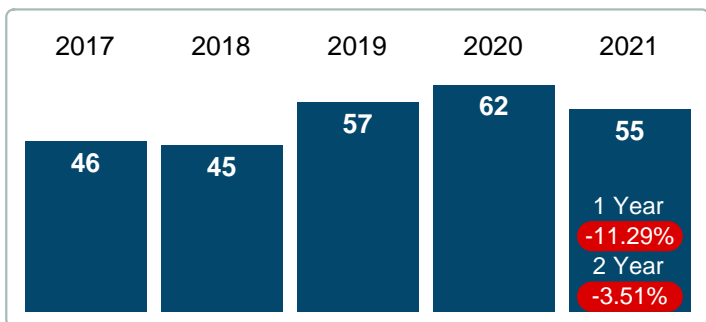
Area Delimited by County Of Muskogee - Residential Property Type



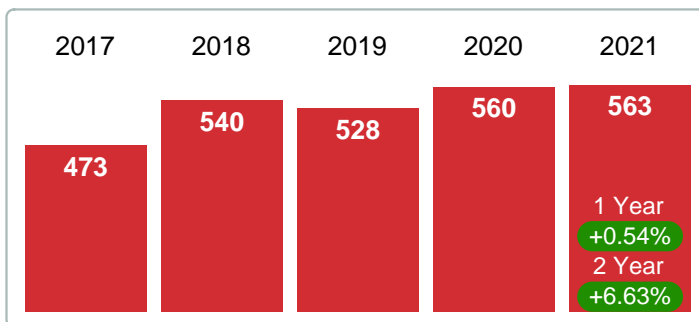
## PENDING LISTINGS

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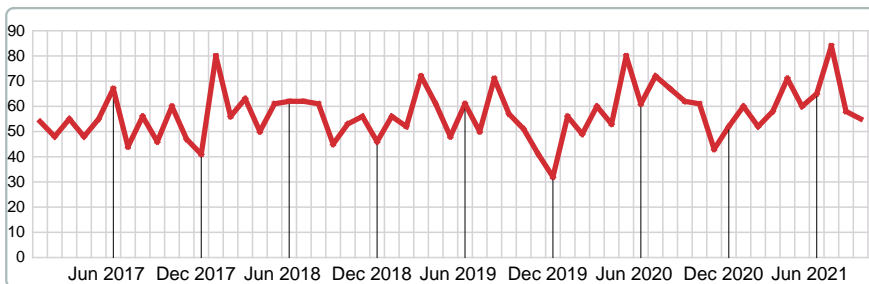
### SEPTEMBER



### YEAR TO DATE (YTD)

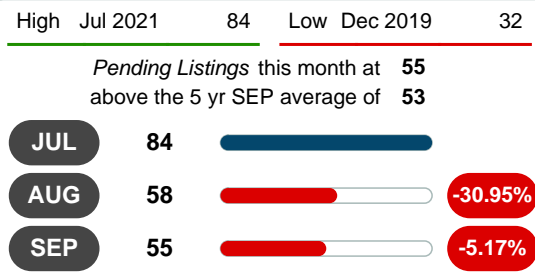


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 53



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$60,000 and less	6	10.91%	13.0	3	3	0	0
\$60,001 - \$80,000	5	9.09%	17.0	2	3	0	0
\$80,001 - \$110,000	9	16.36%	38.0	4	5	0	0
\$110,001 - \$130,000	9	16.36%	9.0	0	9	0	0
\$130,001 - \$170,000	13	23.64%	24.0	0	11	2	0
\$170,001 - \$200,000	7	12.73%	13.0	0	5	2	0
\$200,001 and up	6	10.91%	9.5	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>16.0</b>	<b>660.90K</b>	<b>5.30M</b>	<b>2.03M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$126,000</b>			<b>\$75,000</b>	<b>\$130,000</b>	<b>\$195,999</b>	<b>\$0</b>

# September 2021



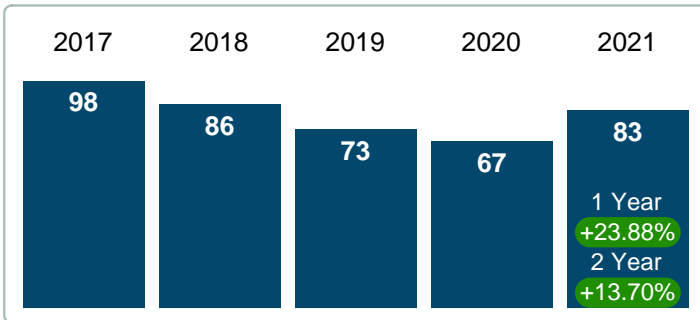
Area Delimited by County Of Muskogee - Residential Property Type



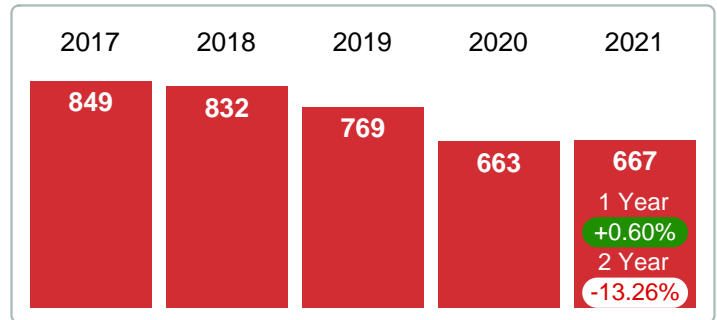
## NEW LISTINGS

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

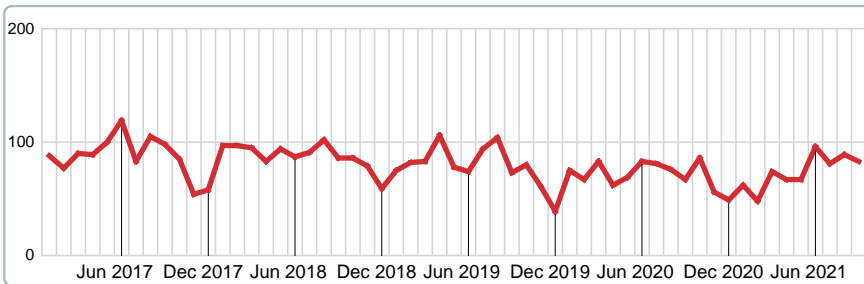
### SEPTEMBER



### YEAR TO DATE (YTD)

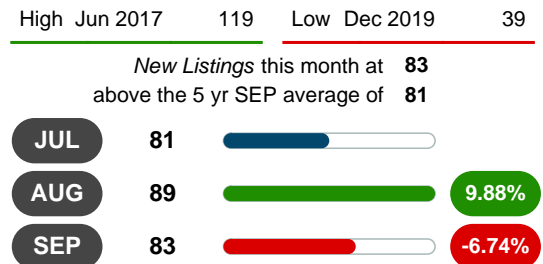


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 81



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	9.64%	2	3	3	0
\$40,001 - \$70,000	10	12.05%	1	8	1	0
\$70,001 - \$110,000	13	15.66%	4	8	1	0
\$110,001 - \$130,000	18	21.69%	1	17	0	0
\$130,001 - \$170,000	11	13.25%	0	10	1	0
\$170,001 - \$240,000	13	15.66%	0	11	2	0
\$240,001 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>Median New Listed Listing Price</b>	<b>\$126,000</b>		<b>\$73,950</b>	<b>\$129,900</b>	<b>\$172,450</b>	<b>\$0</b>

# September 2021



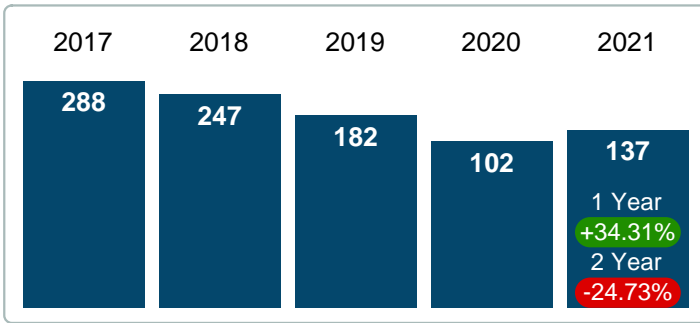
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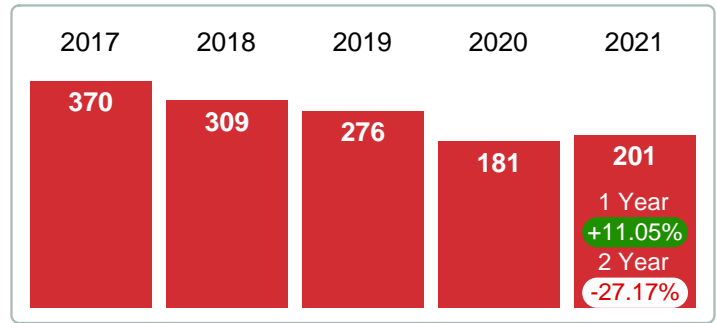
## ACTIVE INVENTORY

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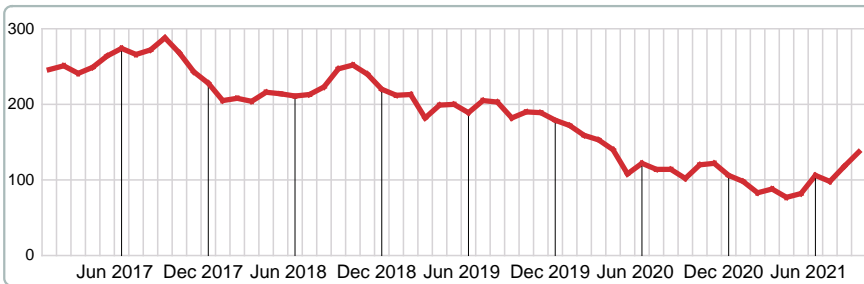
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

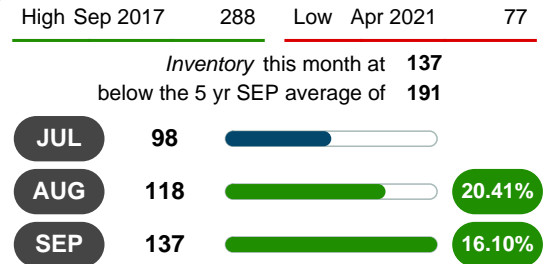


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 191



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	14	10.22%	27.5	3	7	3	1
\$40,001 - \$70,000	17	12.41%	51.0	4	12	1	0
\$70,001 - \$80,000	11	8.03%	51.0	4	6	1	0
\$80,001 - \$160,000	38	27.74%	29.0	8	28	2	0
\$160,001 - \$230,000	27	19.71%	36.0	1	19	5	2
\$230,001 - \$350,000	17	12.41%	38.0	2	4	9	2
\$350,001 and up	13	9.49%	66.0	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>37.0</b>	<b>2.62M</b>	<b>13.37M</b>	<b>7.35M</b>	<b>3.13M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$129,900</b>			<b>\$82,000</b>	<b>\$129,700</b>	<b>\$232,500</b>	<b>\$329,900</b>

# September 2021



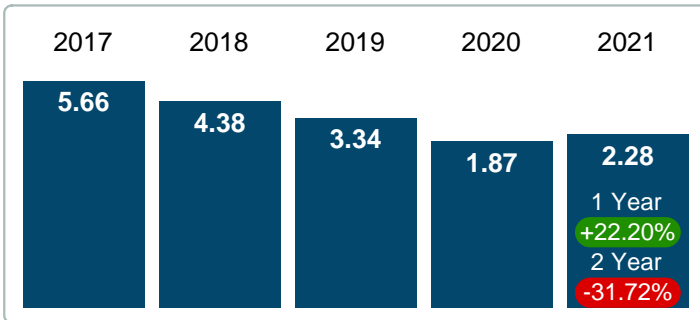
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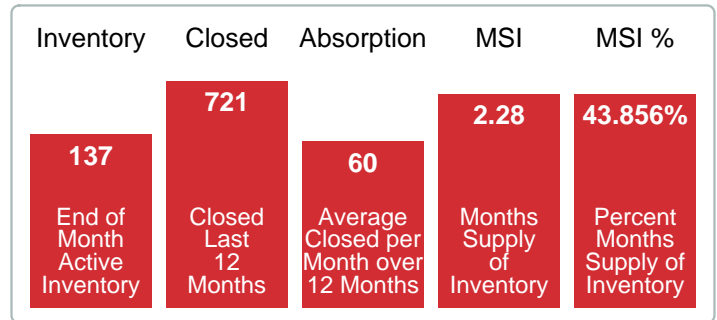
## MONTHS SUPPLY of INVENTORY (MSI)

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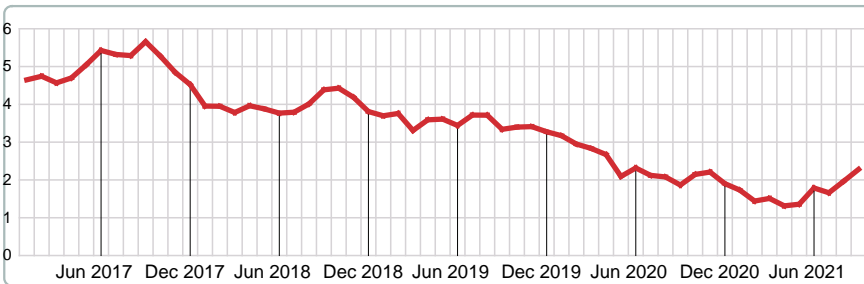
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2021

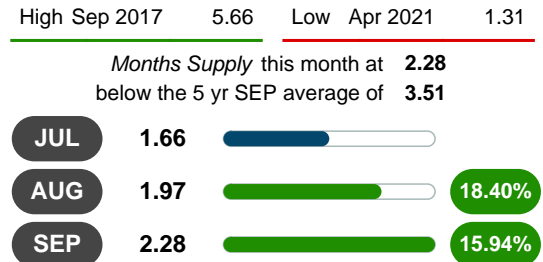


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



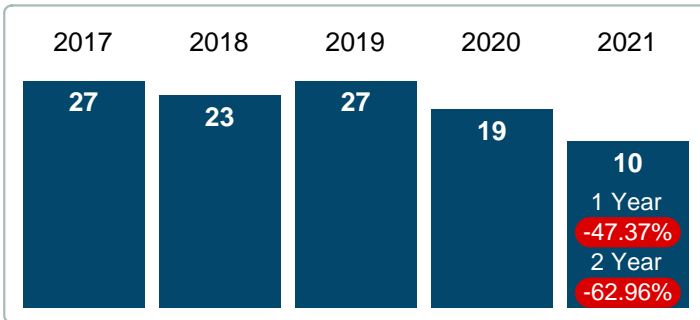
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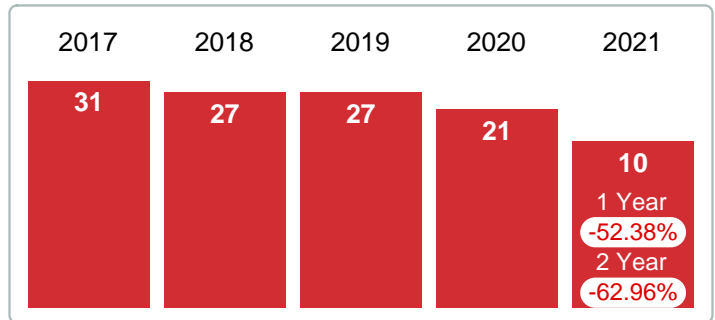
## MEDIAN DAYS ON MARKET TO SALE

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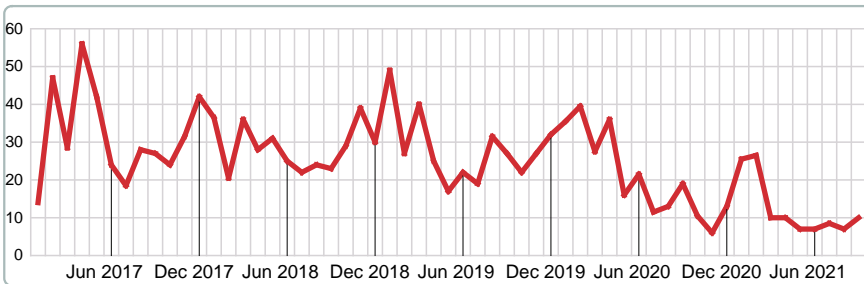
### SEPTEMBER



### YEAR TO DATE (YTD)

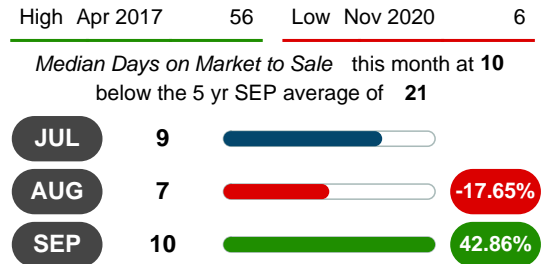


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 21



### 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
\$40,000 and less	5	8.77%	51	51	1	0	62
\$40,001 - \$80,000	7	12.28%	4	0	3	15	0
\$80,001 - \$110,000	8	14.04%	16	21	11	0	0
\$110,001 - \$170,000	14	24.56%	8	10	11	4	0
\$170,001 - \$230,000	10	17.54%	5	0	4	11	0
\$230,001 - \$380,000	8	14.04%	13	37	3	0	33
\$380,001 and up	5	8.77%	18	0	28	8	0
Median Closed DOM	10			29	5	8	37
Total Closed Units	57	100%	10.0	8	37	9	3
Total Closed Volume	10,682,800			807.30K	6.02M	3.15M	707.00K

# September 2021



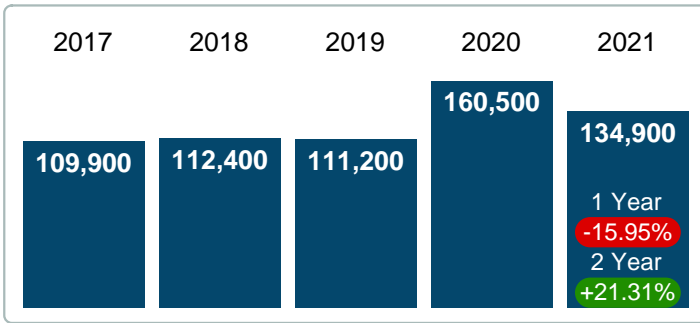
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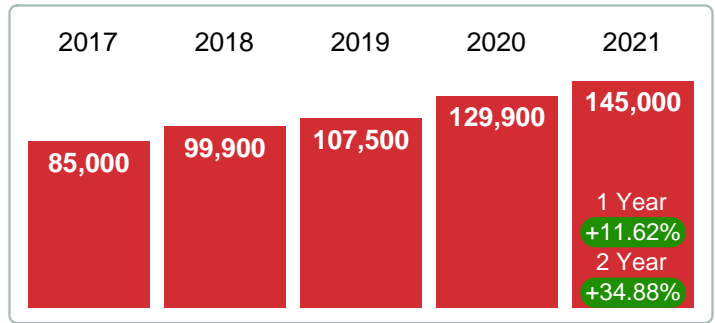
## MEDIAN LIST PRICE AT CLOSING

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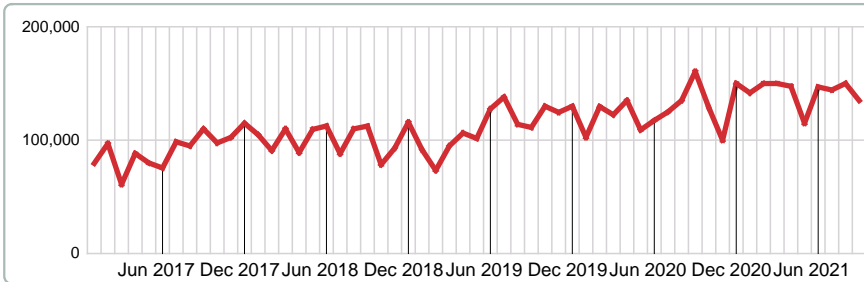
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

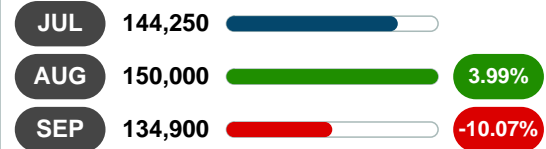


### 3 MONTHS

5 year SEP AVG = 125,780

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

Median List Price at Closing this month at **134,900**  
above the 5 yr SEP average of **125,780**



### 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
\$40,000 and less	8.77%	29,900	29,900	34,900	0	29,800
\$40,001 - \$80,000	12.28%	70,000	0	71,500	60,000	0
\$80,001 - \$110,000	15.79%	98,000	99,500	92,000	0	0
\$110,001 - \$170,000	24.56%	132,400	129,900	129,500	151,950	0
\$170,001 - \$230,000	15.79%	180,000	0	179,750	194,900	0
\$230,001 - \$380,000	14.04%	283,250	281,500	275,000	0	339,450
\$380,001 and up	8.77%	720,000	0	544,500	750,000	0
<b>Median List Price</b>		<b>134,900</b>	<b>99,100</b>	<b>129,500</b>	<b>194,900</b>	<b>299,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>134,900</b>	<b>8</b>	<b>37</b>	<b>9</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>10,833,300</b>	<b>803.90K</b>	<b>6.04M</b>	<b>3.28M</b>	<b>708.70K</b>



# September 2021



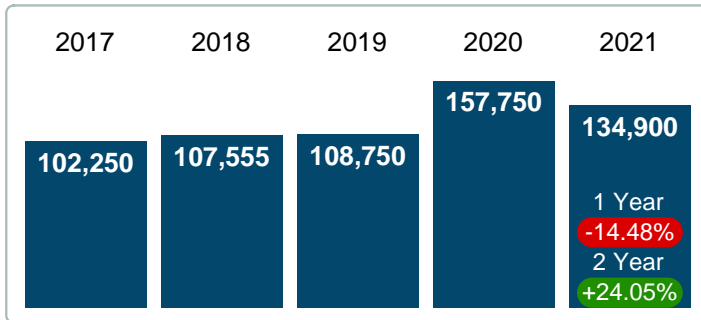
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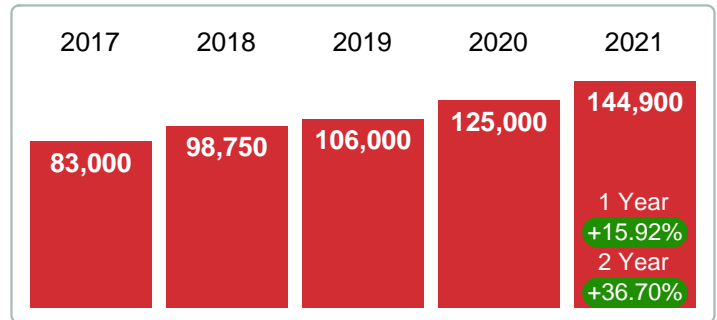
## MEDIAN SOLD PRICE AT CLOSING

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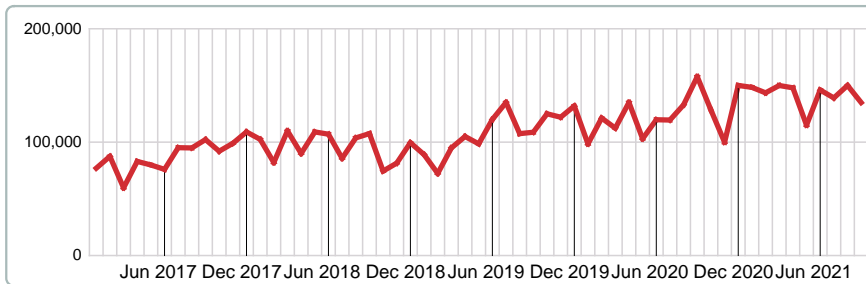
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

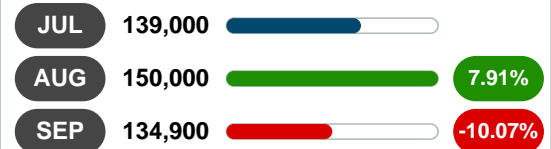


### 3 MONTHS

5 year SEP AVG = 122,241

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

Median Sold Price at Closing this month at 134,900 above the 5 yr SEP average of 122,241



### 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
\$40,000 and less	8.77%	28,500	28,500	34,900	0	22,000
\$40,001 - \$80,000	12.28%	63,750	0	66,875	58,000	0
\$80,001 - \$110,000	14.04%	98,000	101,900	97,000	0	0
\$110,001 - \$170,000	24.56%	130,500	131,000	120,000	151,950	0
\$170,001 - \$230,000	17.54%	181,750	0	180,000	194,900	0
\$230,001 - \$380,000	14.04%	280,750	281,500	269,000	0	342,500
\$380,001 and up	8.77%	720,000	0	515,300	725,000	0
<b>Median Sold Price</b>		<b>134,900</b>	<b>100,700</b>	<b>130,000</b>	<b>194,900</b>	<b>305,000</b>
<b>Total Closed Units</b>	<b>100%</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>807.30K</b>	<b>6.02M</b>	<b>3.15M</b>	<b>707.00K</b>

# September 2021



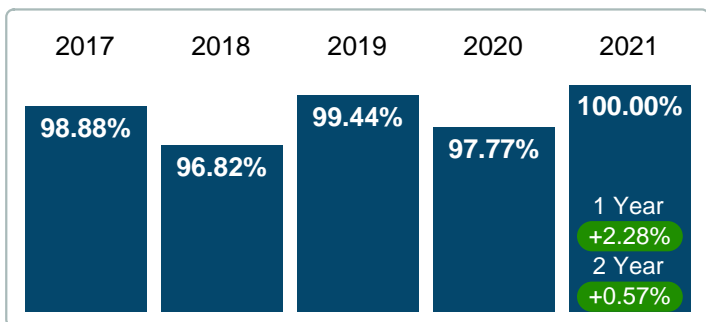
Area Delimited by County Of Muskogee - Residential Property Type



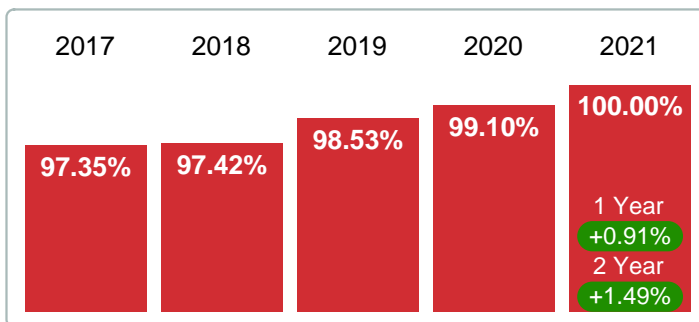
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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 = 98.58%

High Sep 2021 100.00% Low Apr 2017 95.17%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr SEP average of **98.58%**

JUL 100.00%  
AUG 100.00%  
SEP 100.00%

0.00%  
0.00%

### DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.77%	95.32%	95.32%	100.00%	0.00%	73.83%
\$40,001 - \$80,000	7	12.28%	100.00%	0.00%	100.00%	96.67%	0.00%
\$80,001 - \$110,000	8	14.04%	101.29%	103.24%	100.00%	0.00%	0.00%
\$110,001 - \$170,000	14	24.56%	100.00%	100.85%	100.00%	100.00%	0.00%
\$170,001 - \$230,000	10	17.54%	100.00%	0.00%	100.00%	98.86%	0.00%
\$230,001 - \$380,000	8	14.04%	100.01%	100.00%	100.00%	0.00%	101.02%
\$380,001 and up	5	8.77%	97.19%	0.00%	94.83%	100.00%	0.00%
Median Sold/List Ratio		100.00%		100.00%	100.00%	100.00%	100.03%
Total Closed Units		57	100%	8	37	9	3
Total Closed Volume		10,682,800		807.30K	6.02M	3.15M	707.00K

# September 2021



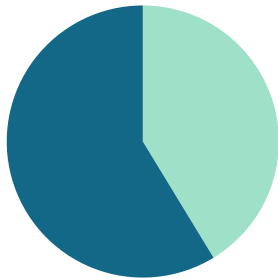
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

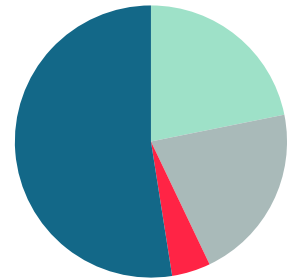


**Inventory**  
 New Listings  
**83 = 41.29%**  
 Start Inventory  
**118**  
 Total Inventory Units  
**201**  
 Volume  
**\$35,727,944**

### 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%
Median List Price	160,500	134,900	-15.95%	129,900	145,000	11.62%
Median Sale Price	157,750	134,900	-14.48%	125,000	144,900	15.92%
Median Percent of Selling Price to List Price	97.77%	100.00%	2.28%	99.10%	100.00%	0.91%
Median Days on Market to Sale	19.00	10.00	-47.37%	21.00	10.00	-52.38%
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

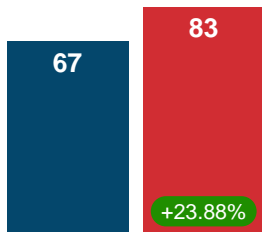
**Inventory** on September 30, 2021 = **137**

**2020** **2021**

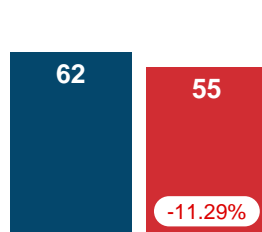
### SEPTEMBER MARKET

### MEDIAN PRICES

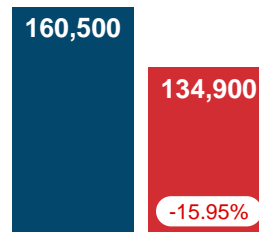
#### New Listings



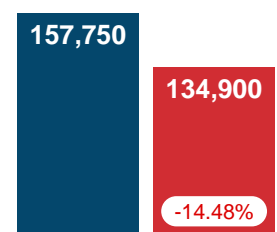
#### Pending Listings



#### List Price



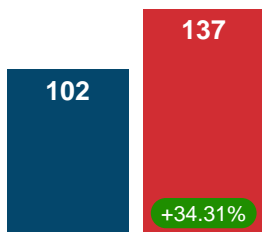
#### Sale Price



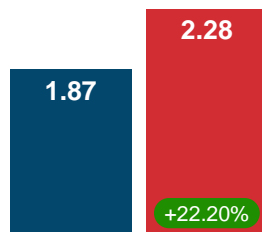
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

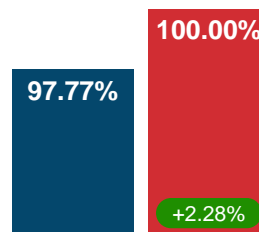
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

