



April 2020

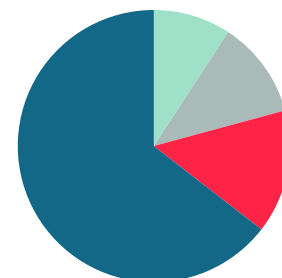
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

Report produced on May 11, 2020 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	72	47	-34.72%
Pending Listings	66	59	-10.61%
New Listings	186	111	-40.32%
Average List Price	126,078	144,819	14.86%
Average Sale Price	121,778	140,582	15.44%
Average Percent of Selling Price to List Price	95.61%	95.76%	0.15%
Average Days on Market to Sale	44.94	44.91	-0.07%
End of Month Inventory	497	329	-33.80%
Months Supply of Inventory	8.39	5.64	-32.76%



■ Closed (9.22%)
■ Pending (11.57%)
■ Other OffMarket (14.71%)
■ Active (64.51%)

Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of April 30, 2020 = **329**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **33.80%** to 329 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 **5.64** 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 **15.44%** in April 2020 to \$140,582 versus the previous year at \$121,778.

Average Days on Market Shortens

The average number of **44.91** days that homes spent on the market before selling decreased by 0.03 days or **0.07%** in April 2020 compared to last year's same month at **44.94** DOM.

Sales Success for April 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 111 New Listings in April 2020, down **40.32%** from last year at 186. Furthermore, there were 47 Closed Listings this month versus last year at 72, a **-34.72%** decrease.

Closed versus Listed trends yielded a **42.3%** ratio, up from previous year's, April 2019, at **38.7%**, a **9.38%** upswing. This will certainly create pressure on a decreasing 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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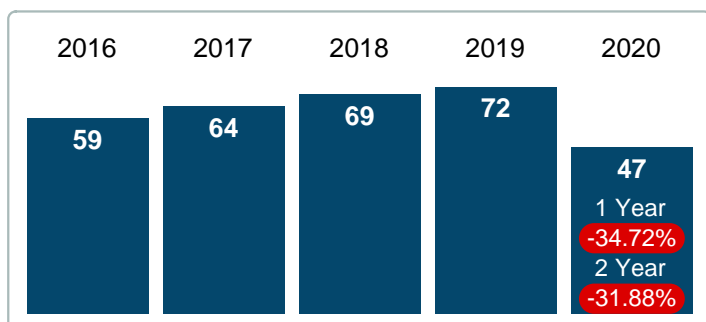
Area Delimited by County Of Muskogee



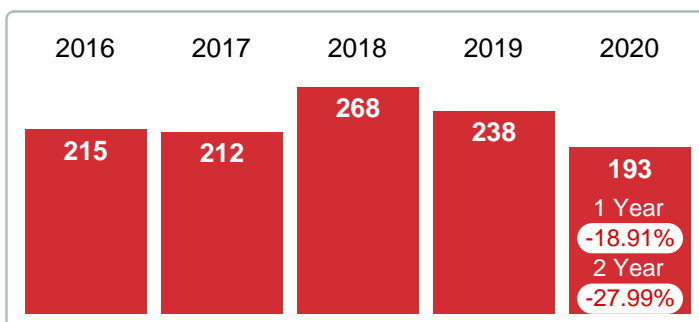
CLOSED LISTINGS

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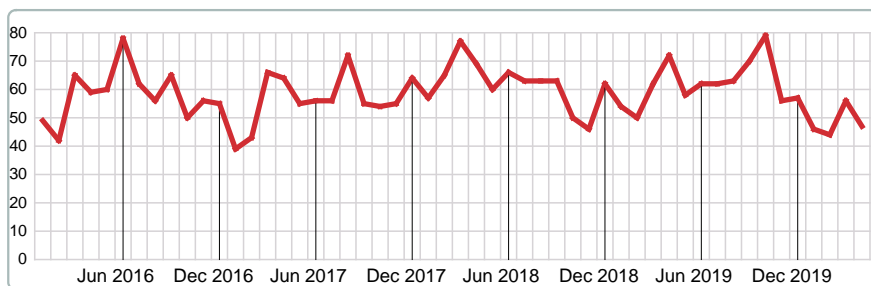
APRIL



YEAR TO DATE (YTD)

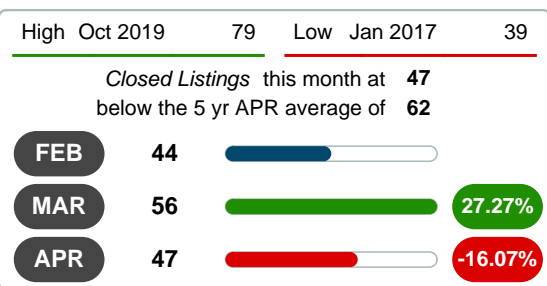


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 62



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.51%	54.8	4	0	0	0
\$40,001 - \$80,000	6	12.77%	58.0	4	2	0	0
\$80,001 - \$100,000	5	10.64%	66.2	1	3	1	0
\$100,001 - \$150,000	15	31.91%	34.9	1	11	2	1
\$150,001 - \$190,000	7	14.89%	26.3	0	6	1	0
\$190,001 - \$260,000	5	10.64%	66.2	0	2	2	1
\$260,001 and up	5	10.64%	35.0	0	1	3	1
Total Closed Units	47			10	25	9	3
Total Closed Volume	6,607,364	100%	44.9	508.80K	3.58M	1.89M	627.00K
Average Closed Price	\$140,582			\$50,880	\$143,216	\$210,129	\$209,000

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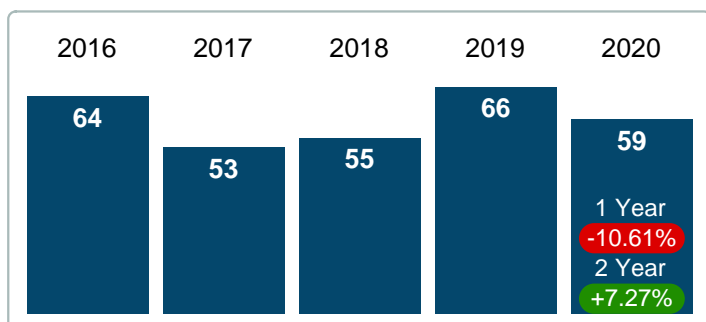
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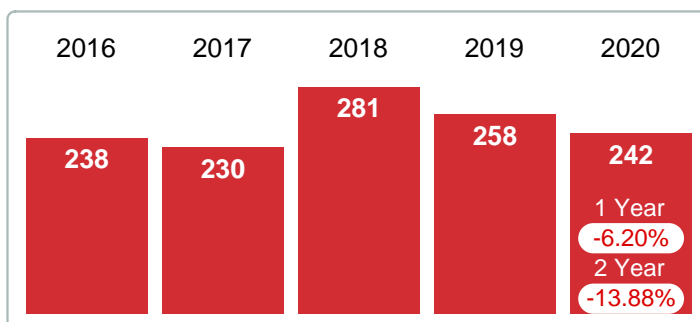
PENDING LISTINGS

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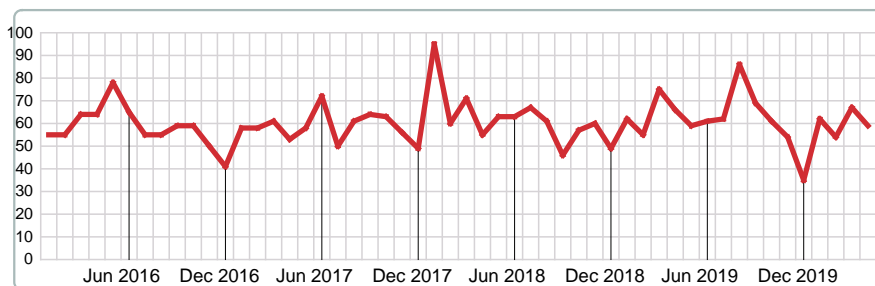
APRIL



YEAR TO DATE (YTD)

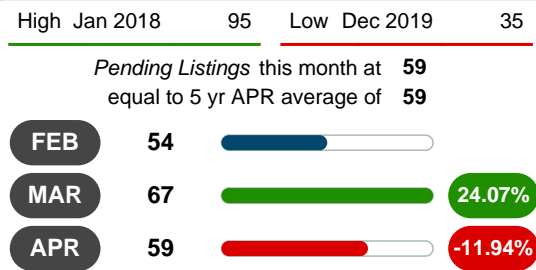


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR 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
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 - \$60,000	14	23.73%	74.1	11	3	0	0
\$60,001 - \$90,000	6	10.17%	53.8	2	2	2	0
\$90,001 - \$120,000	14	23.73%	25.3	3	11	0	0
\$120,001 - \$150,000	11	18.64%	46.5	1	8	2	0
\$150,001 - \$280,000	8	13.56%	54.5	0	4	4	0
\$280,001 and up	6	10.17%	54.3	1	4	0	1
Total Pending Units	59			18	32	8	1
Total Pending Volume	7,854,700	100%	82.0	1.18M	4.95M	1.25M	479.90K
Average Listing Price	\$98,700			\$65,558	\$154,533	\$156,213	\$479,900

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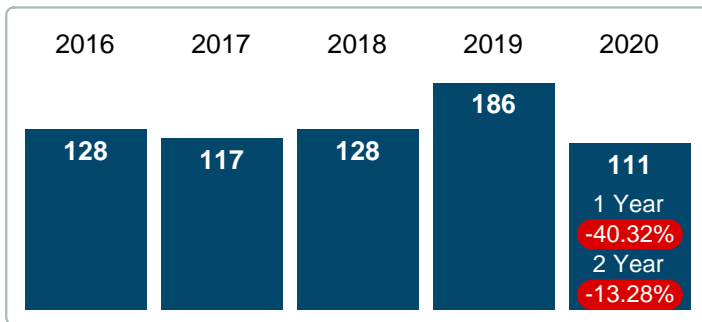
Area Delimited by County Of Muskogee



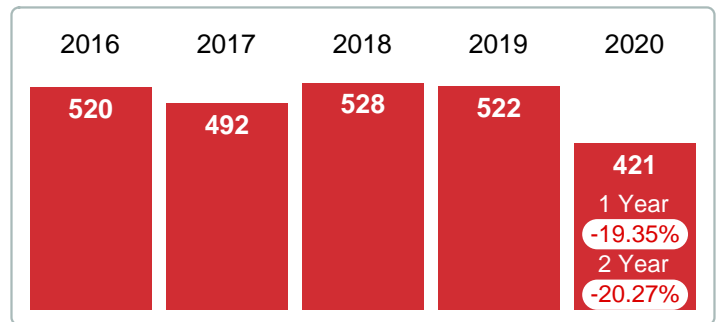
NEW LISTINGS

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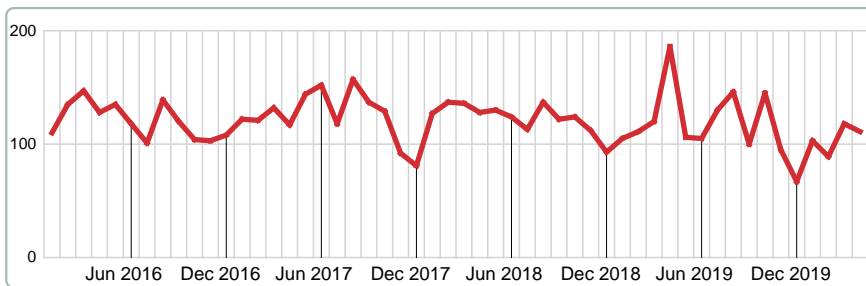
APRIL



YEAR TO DATE (YTD)

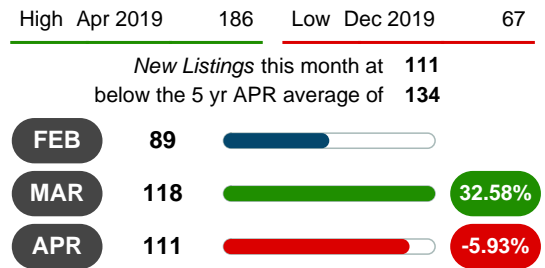


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 134



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	2.70%	2	1	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$40,000	35	31.53%	34	1	0	0
\$40,001 - \$110,000	27	24.32%	13	12	2	0
\$110,001 - \$160,000	21	18.92%	7	11	3	0
\$160,001 - \$270,000	13	11.71%	3	7	3	0
\$270,001 and up	12	10.81%	5	4	3	0
Total New Listed Units	111		64	36	11	0
Total New Listed Volume	13,802,973	100%	6.02M	5.38M	2.40M	0.00B
Average New Listed Listing Price	\$0		\$94,137	\$149,306	\$218,473	\$0

April 2020



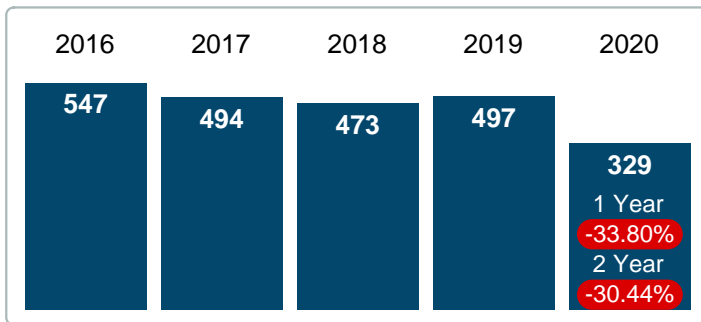
Area Delimited by County Of Muskogee



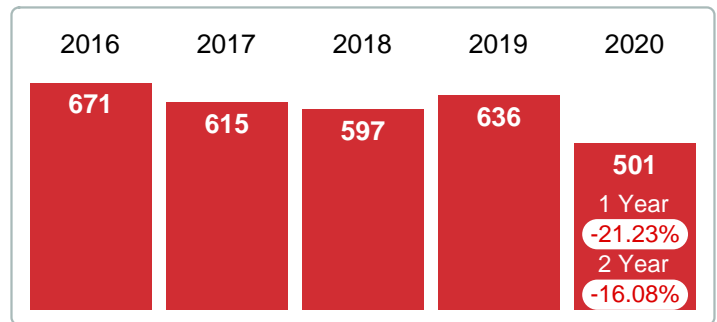
ACTIVE INVENTORY

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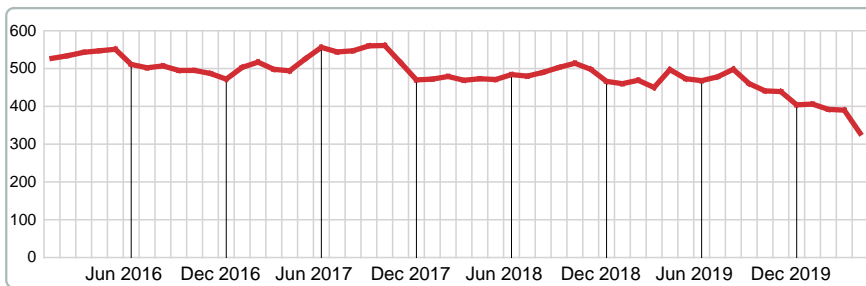
END OF APRIL



ACTIVE DURING APRIL

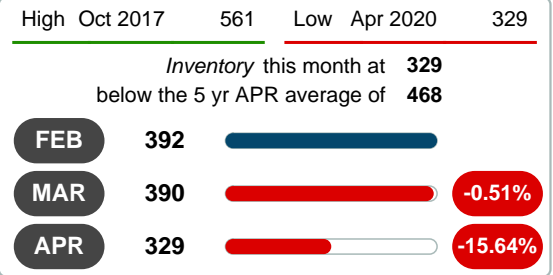


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 468



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	73	22.19%	86.5	71	2	0	0
\$25,001-\$50,000	33	10.03%	87.7	28	5	0	0
\$50,001-\$125,000	82	24.92%	79.7	44	28	10	0
\$125,001-\$275,000	68	20.67%	64.8	28	29	10	1
\$275,001-\$475,000	40	12.16%	75.6	19	8	8	5
\$475,001 and up	33	10.03%	101.5	21	6	3	3
Total Active Inventory by Units				211	78	31	9
Total Active Inventory by Volume				37.29M	18.19M	7.93M	4.04M
Average Active Inventory Listing Price				\$176,738	\$233,203	\$255,906	\$448,611

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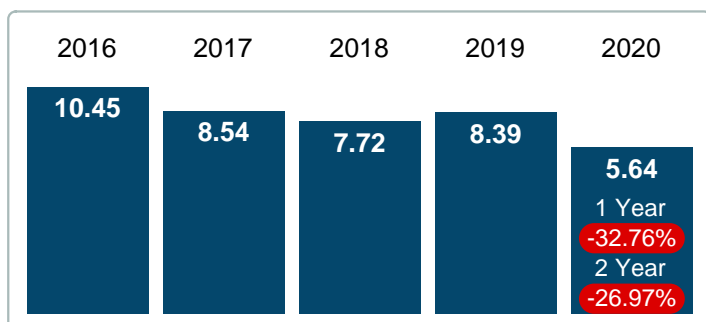
Area Delimited by County Of Muskogee



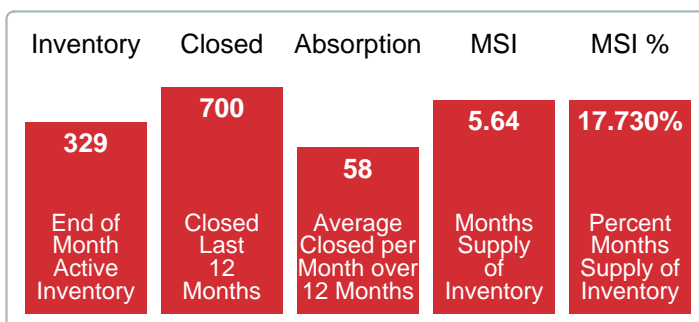
MONTHS SUPPLY of INVENTORY (MSI)

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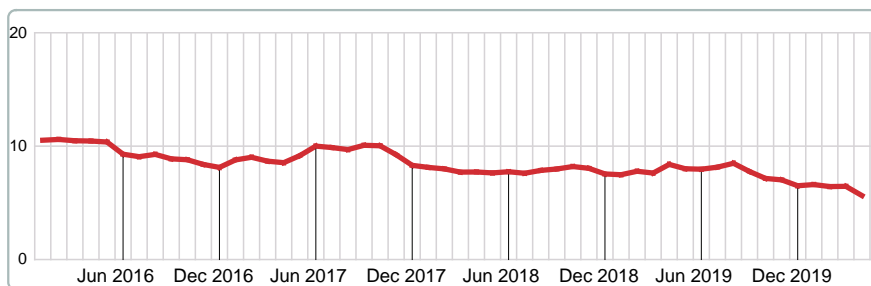
MSI FOR APRIL



INDICATORS FOR APRIL 2020

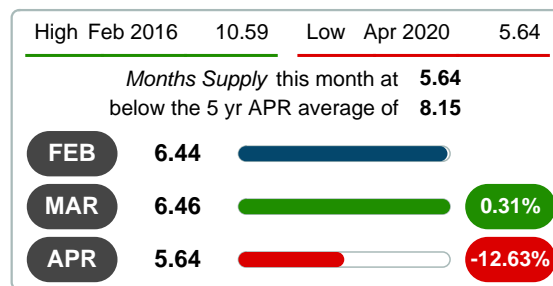


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 8.15



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
\$10,000 and less	13	3.95%	9.75	14.40	3.00	0.00	0.00
\$10,001 - \$20,000	49	14.89%	17.82	32.00	0.86	0.00	0.00
\$20,001 - \$50,000	44	13.37%	5.56	8.51	1.88	0.00	0.00
\$50,001 - \$140,000	93	28.27%	3.60	9.84	1.87	3.30	0.00
\$140,001 - \$270,000	55	16.72%	3.65	20.00	2.80	1.96	1.71
\$270,001 - \$470,000	41	12.46%	9.28	16.00	9.60	4.57	8.57
\$470,001 and up	34	10.33%	34.00	26.40	72.00	36.00	0.00
Market Supply of Inventory (MSI)			5.64	13.99	2.51	2.98	5.14
Total Active Inventory by Units		100%	5.64	211	78	31	9

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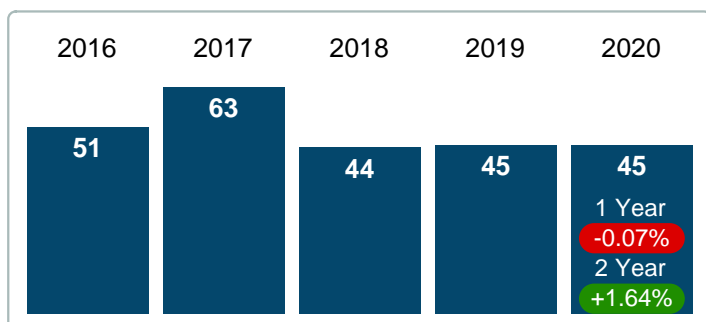
Area Delimited by County Of Muskogee



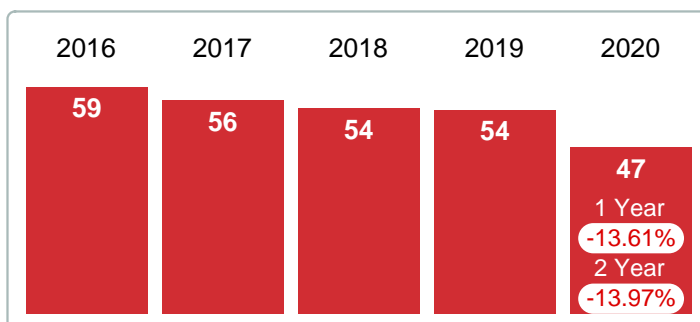
AVERAGE DAYS ON MARKET TO SALE

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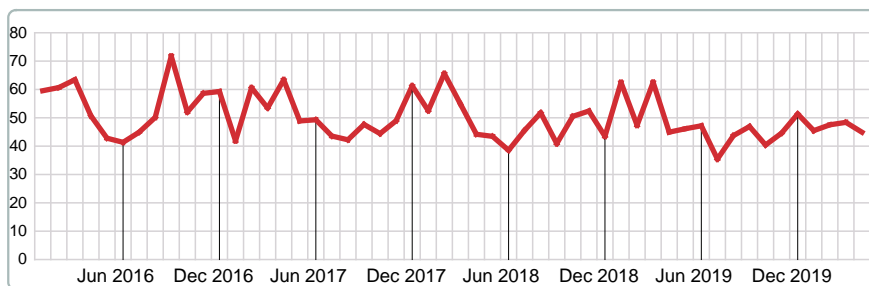
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

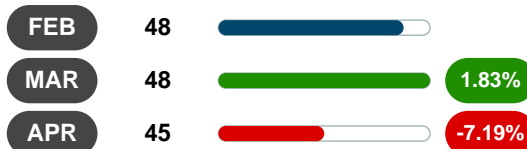


3 MONTHS

5 year APR AVG = 50

High Sep 2016 72 Low Jul 2019 35

Average Days on Market to Sale this month at 45 below the 5 yr APR average of 50



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
\$40,000 and less	8.51%	55	55	0	0	0
\$40,001 - \$80,000	12.77%	58	59	57	0	0
\$80,001 - \$100,000	10.64%	66	123	19	150	0
\$100,001 - \$150,000	31.91%	35	28	24	40	157
\$150,001 - \$190,000	14.89%	26	0	30	2	0
\$190,001 - \$260,000	10.64%	66	0	53	105	16
\$260,001 and up	10.64%	35	0	41	44	2
Average Closed DOM		45	60	30	64	58
Total Closed Units	100%	47	10	25	9	3
Total Closed Volume		6,607,364	508.80K	3.58M	1.89M	627.00K

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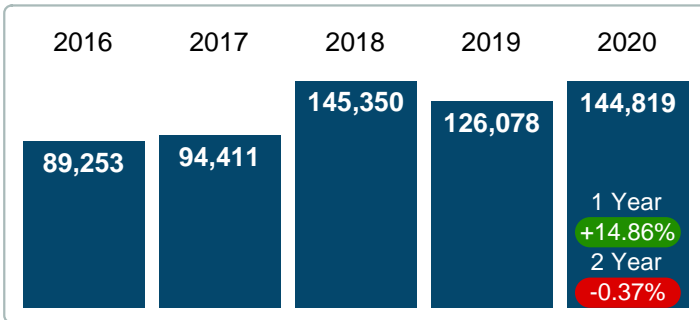
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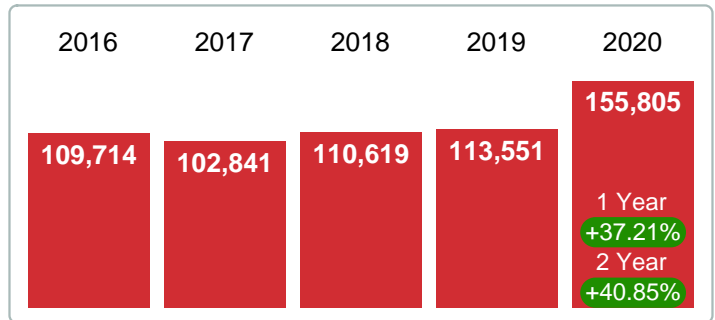
AVERAGE LIST PRICE AT CLOSING

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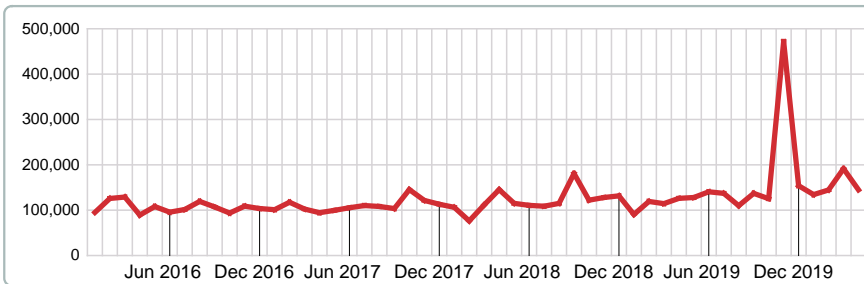
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

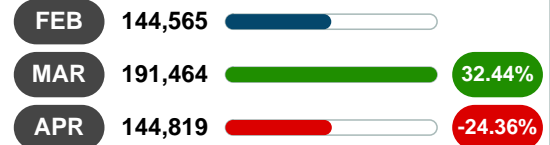


3 MONTHS

5 year APR AVG = 119,982

High Nov 2019 471,807 Low Feb 2018 76,304

Average List Price at Closing this month at **144,819**
above the 5 yr APR average of **119,982**



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
\$40,000 and less	8.51%	22,825	22,825	0	0	0
\$40,001 - \$80,000	10.64%	57,580	62,350	61,500	0	0
\$80,001 - \$100,000	10.64%	89,600	93,000	90,167	115,000	0
\$100,001 - \$150,000	31.91%	124,000	115,000	129,464	129,950	105,000
\$150,001 - \$190,000	17.02%	167,950	0	169,933	165,000	0
\$190,001 - \$260,000	8.51%	233,125	0	262,250	217,750	240,000
\$260,001 and up	12.77%	307,200	0	264,900	336,967	299,900
Average List Price		144,819	54,870	145,064	220,700	214,967
Total Closed Units	100%	144,819	10	25	9	3
Total Closed Volume		6,806,500	548.70K	3.63M	1.99M	644.90K

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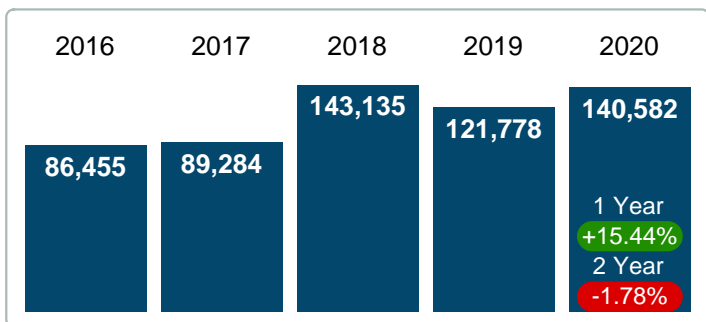
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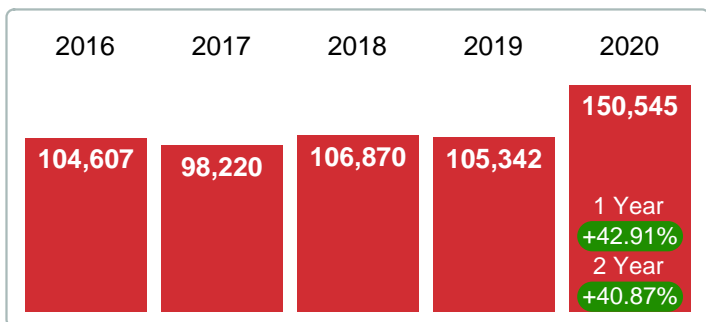
AVERAGE SOLD PRICE AT CLOSING

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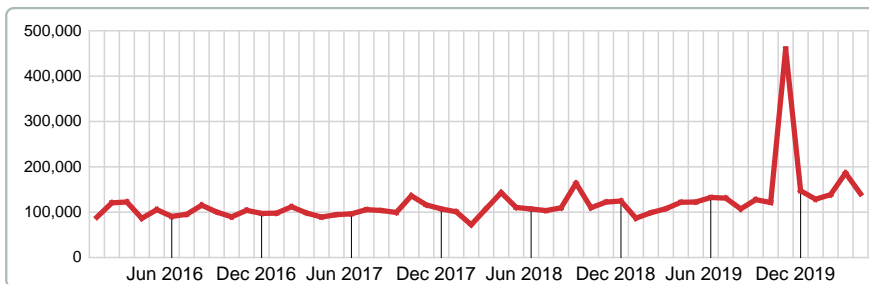
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

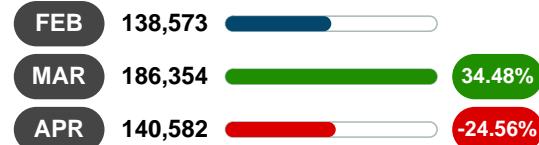


3 MONTHS

5 year APR AVG = 116,247

High Nov 2019 459,677 Low Feb 2018 72,347

Average Sold Price at Closing this month at **140,582** above the 5 yr APR average of **116,247**



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
\$40,000 and less	8.51%	19,250	19,250	0	0	0
\$40,001 - \$80,000	12.77%	58,050	59,450	55,250	0	0
\$80,001 - \$100,000	10.64%	89,000	87,000	89,333	90,000	0
\$100,001 - \$150,000	31.91%	123,727	107,000	127,400	121,250	105,000
\$150,001 - \$190,000	14.89%	171,229	0	172,267	165,000	0
\$190,001 - \$260,000	10.64%	229,400	0	251,000	202,500	240,000
\$260,001 and up	10.64%	307,113	0	264,900	329,555	282,000
Average Sold Price		140,582	50,880	143,216	210,129	209,000
Total Closed Units	100%	140,582	10	25	9	3
Total Closed Volume		6,607,364	508.80K	3.58M	1.89M	627.00K

April 2020



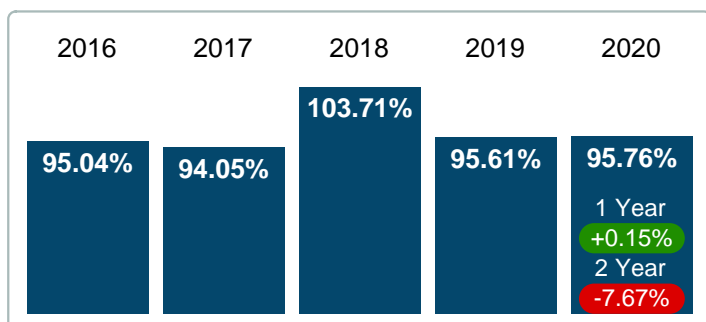
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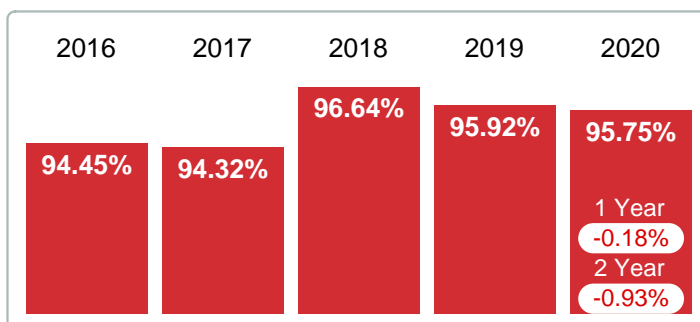
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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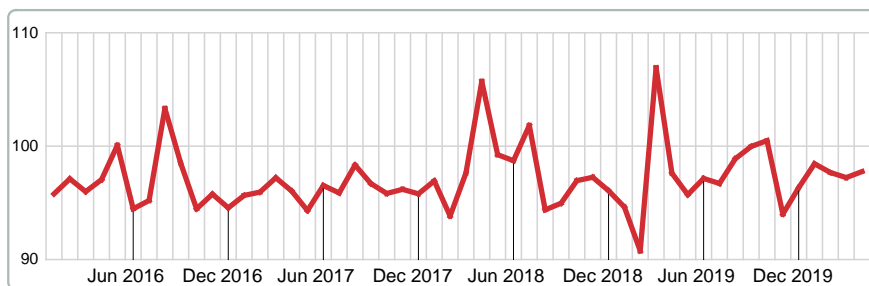
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

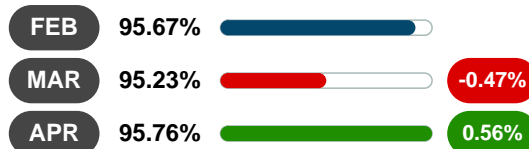


3 MONTHS

5 year APR AVG = 96.83%

High Mar 2019 104.92% Low Feb 2019 88.76%

Average Sold/List Ratio this month at **95.76%**
below the 5 yr APR average of **96.83%**



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
\$40,000 and less	4	8.51%	82.24%	82.24%	0.00%	0.00%	0.00%
\$40,001 - \$80,000	6	12.77%	93.98%	95.70%	90.53%	0.00%	0.00%
\$80,001 - \$100,000	5	10.64%	93.86%	93.55%	99.17%	78.26%	0.00%
\$100,001 - \$150,000	15	31.91%	97.62%	93.04%	98.61%	93.33%	100.00%
\$150,001 - \$190,000	7	14.89%	101.24%	0.00%	101.45%	100.00%	0.00%
\$190,001 - \$260,000	5	10.64%	95.75%	0.00%	95.79%	93.59%	100.00%
\$260,001 and up	5	10.64%	97.32%	0.00%	100.00%	97.53%	94.03%
Average Sold/List Ratio		95.80%		89.84%	98.54%	93.85%	98.01%
Total Closed Units		47	100%	10	25	9	3
Total Closed Volume		6,607,364		508.80K	3.58M	1.89M	627.00K

April 2020

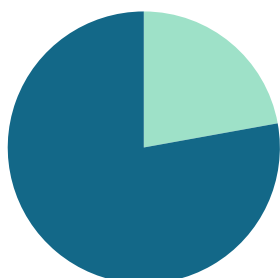
Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on May 11, 2020 for MLS Technology Inc.

INVENTORY

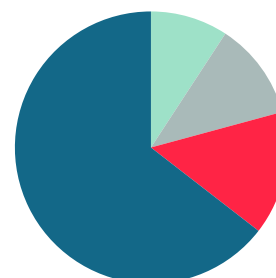


Inventory
 New Listings
111 = 22.16%
 Start Inventory
390
 Total Inventory Units
501
 Volume
\$91,951,164

Market Activity

Closed Sales
47 = 9.22%
 Pending Sales
59 = 11.57%
 Other Off Market
75 = 14.71%
 Active Inventory
329 = 64.51%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	72	47	-34.72%	238	193	-18.91%
Pending Sales	66	59	-10.61%	258	242	-6.20%
New Listings	186	111	-40.32%	522	421	-19.35%
Average List Price	126,078	144,819	+14.86%	113,551	155,805	+37.21%
Average Sale Price	121,778	140,582	+15.44%	105,342	150,545	+42.91%
Average Percent of Selling Price to List Price	95.61%	95.76%	+0.15%	95.92%	95.75%	-0.18%
Average Days on Market to Sale	44.94	44.91	-0.07%	54.00	46.65	-13.61%
Monthly Inventory	497	329	-33.80%	497	329	-33.80%
Months Supply of Inventory	8.39	5.64	-32.76%	8.39	5.64	-32.76%

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

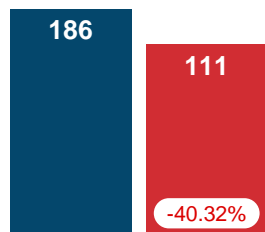
Inventory on April 30, 2020 = **329**

2019 **2020**

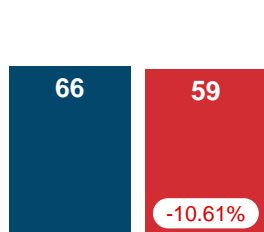
APRIL MARKET

AVERAGE PRICES

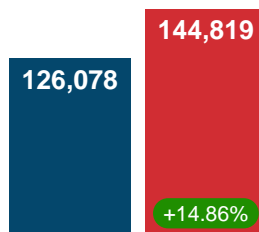
New Listings



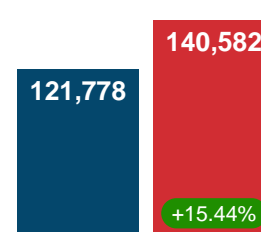
Pending Listings



List Price



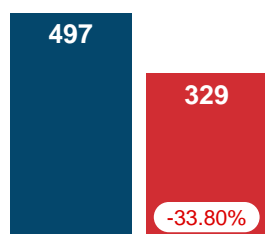
Sale Price



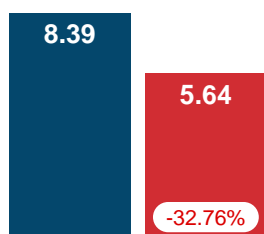
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

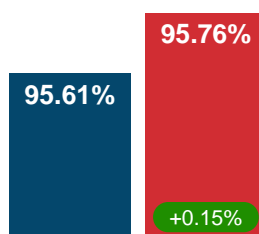
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

