

August 2020



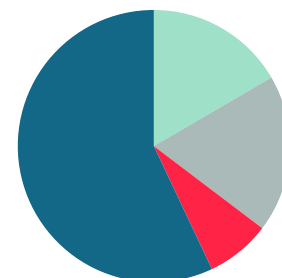
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	63	78	23.81%
Pending Listings	87	88	1.15%
New Listings	150	106	-29.33%
Average List Price	109,869	143,444	30.56%
Average Sale Price	107,211	137,602	28.35%
Average Percent of Selling Price to List Price	96.89%	96.18%	-0.73%
Average Days on Market to Sale	43.73	32.55	-25.56%
End of Month Inventory	504	268	-46.83%
Months Supply of Inventory	8.18	4.20	-48.63%



■ Closed (16.60%)
■ Pending (18.72%)
■ Other OffMarket (7.66%)
■ Active (57.02%)

Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of August 31, 2020 = **268**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **46.83%** to 268 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **4.20** 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 **28.35%** in August 2020 to \$137,602 versus the previous year at \$107,211.

Average Days on Market Shortens

The average number of **32.55** days that homes spent on the market before selling decreased by 11.18 days or **25.56%** in August 2020 compared to last year's same month at **43.73** DOM.

Sales Success for August 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 106 New Listings in August 2020, down **29.33%** from last year at 150. Furthermore, there were 78 Closed Listings this month versus last year at 63, a **23.81%** increase.

Closed versus Listed trends yielded a **73.6%** ratio, up from previous year's, August 2019, at **42.0%**, a **75.20%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average Percent of Selling Price to List Price	10
Market Summary	11

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

August 2020



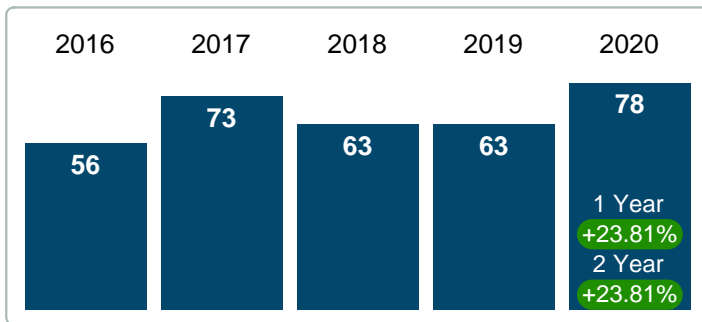
Area Delimited by County Of Muskogee



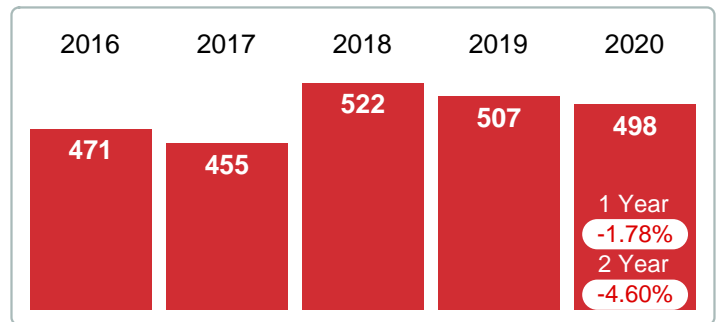
CLOSED LISTINGS

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

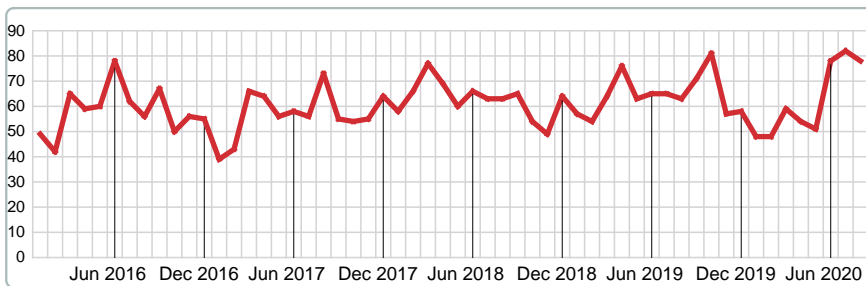
AUGUST



YEAR TO DATE (YTD)

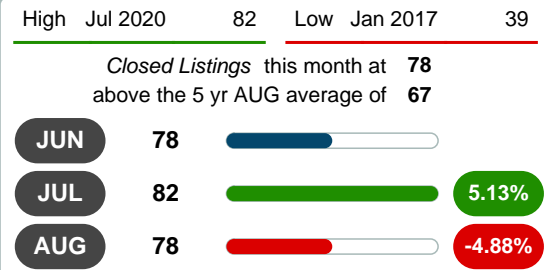


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	10.26%	79.0	7	0	1	0
\$20,001 - \$60,000	10	12.82%	48.7	1	7	2	0
\$60,001 - \$90,000	11	14.10%	16.5	4	7	0	0
\$90,001 - \$140,000	17	21.79%	22.4	1	15	1	0
\$140,001 - \$180,000	14	17.95%	25.4	1	10	3	0
\$180,001 - \$280,000	11	14.10%	12.4	1	6	3	1
\$280,001 and up	7	8.97%	52.4	0	3	3	1
Total Closed Units	78			15	48	13	2
Total Closed Volume	10,732,925	100%	32.6	983.90K	6.70M	2.37M	684.90K
Average Closed Price	\$137,602			\$65,593	\$139,506	\$182,143	\$342,450

August 2020



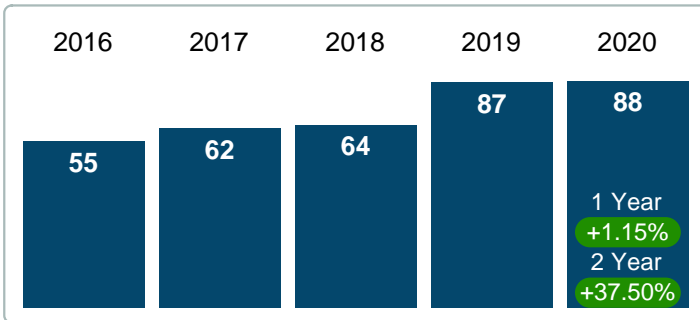
Area Delimited by County Of Muskogee



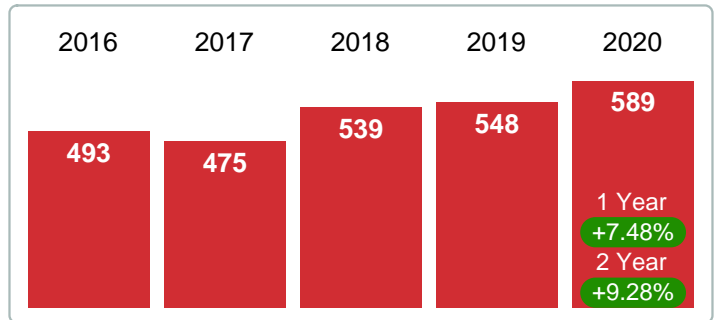
PENDING LISTINGS

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

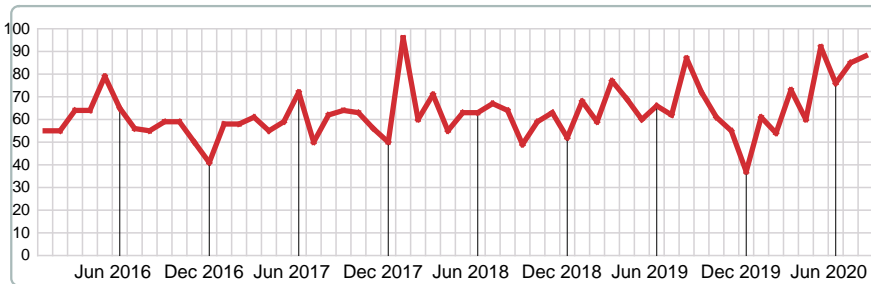
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 71

High Jan 2018 96 Low Dec 2019 37

Pending Listings this month at **88**
above the 5 yr AUG average of **71**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	5.68%	74.0	4	1	0	0
\$30,001 - \$60,000	13	14.77%	25.9	9	4	0	0
\$60,001 - \$100,000	11	12.50%	50.8	4	5	2	0
\$100,001 - \$160,000	24	27.27%	42.5	6	15	3	0
\$160,001 - \$210,000	14	15.91%	33.5	1	8	4	1
\$210,001 - \$320,000	12	13.64%	42.0	1	7	4	0
\$320,001 and up	9	10.23%	66.4	0	4	5	0
Total Pending Units	88			25	44	18	1
Total Pending Volume	14,089,299	100%	62.9	1.95M	7.61M	4.35M	182.90K
Average Listing Price	\$99,000			\$77,912	\$172,859	\$241,822	\$182,900

August 2020



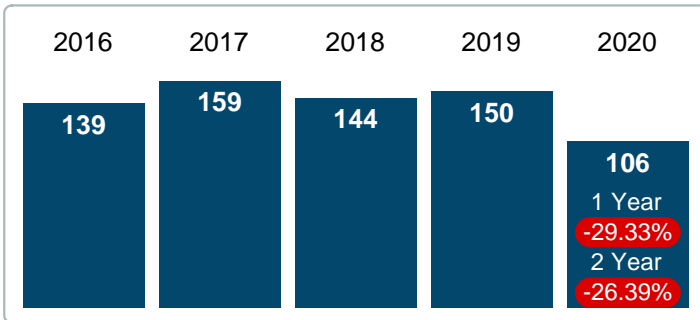
Area Delimited by County Of Muskogee



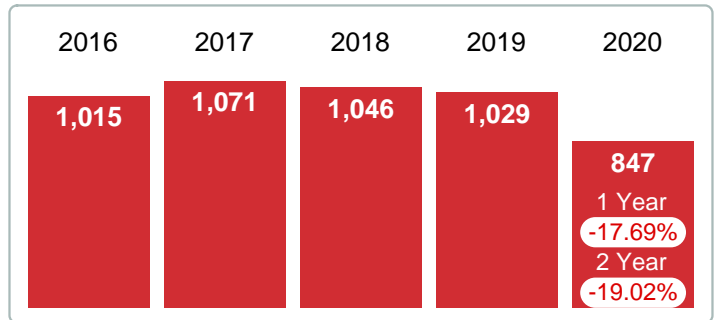
NEW LISTINGS

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

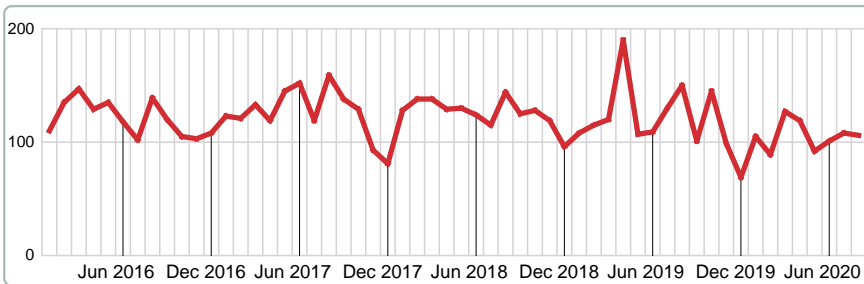
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 140

High Apr 2019 190 Low Dec 2019 69

New Listings this month at **106**
 below the 5 yr AUG average of **140**



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	9	8.49%	9	0	0	0
\$25,001 - \$50,000	9	8.49%	5	3	1	0
\$50,001 - \$75,000	12	11.32%	3	7	2	0
\$75,001 - \$125,000	25	23.58%	9	12	4	0
\$125,001 - \$200,000	27	25.47%	8	16	3	0
\$200,001 - \$350,000	13	12.26%	4	7	2	0
\$350,001 and up	11	10.38%	5	3	3	0
Total New Listed Units	106		43	48	15	0
Total New Listed Volume	17,302,846	100%	6.96M	7.36M	2.98M	0.00B
Average New Listed Listing Price	\$223,500		\$161,969	\$153,260	\$198,780	\$0

August 2020



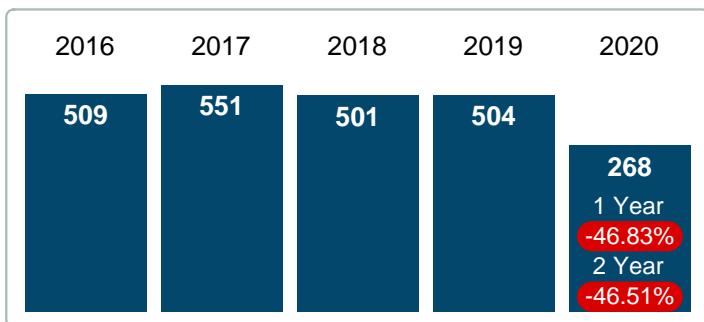
Area Delimited by County Of Muskogee



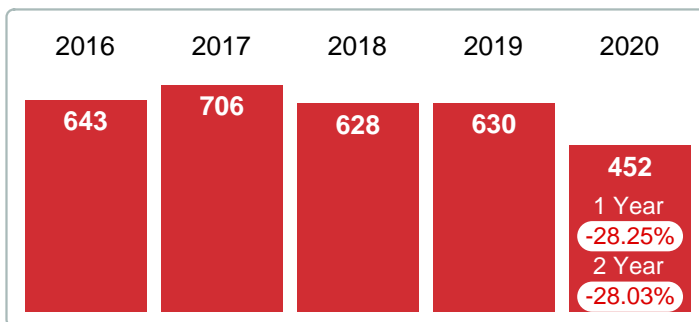
ACTIVE INVENTORY

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

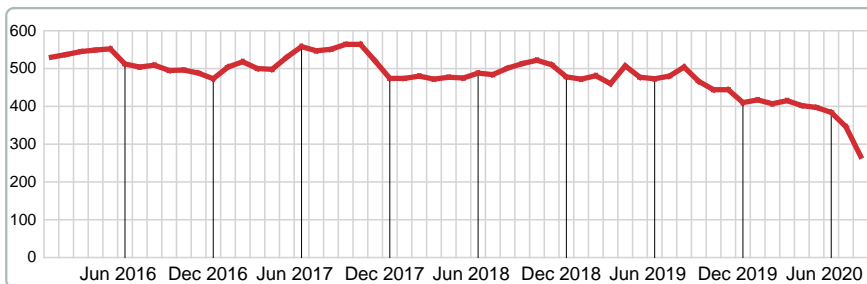
END OF AUGUST



ACTIVE DURING AUGUST

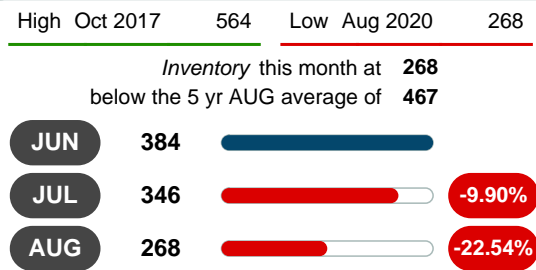


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 467



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	45	16.79%	115.6	45	0	0	0
\$25,001-\$75,000	55	20.52%	90.3	39	13	3	0
\$75,001-\$125,000	46	17.16%	57.2	24	17	4	1
\$125,001-\$250,000	60	22.39%	69.2	27	26	5	2
\$250,001-\$425,000	32	11.94%	84.7	17	4	11	0
\$425,001 and up	30	11.19%	123.9	21	5	3	1
Total Active Inventory by Units	268			173	65	26	4
Total Active Inventory by Volume	56,771,390	100%	87.2	33.46M	14.75M	7.26M	1.31M
Average Active Inventory Listing Price	\$211,834			\$193,404	\$226,878	\$279,142	\$326,925

August 2020



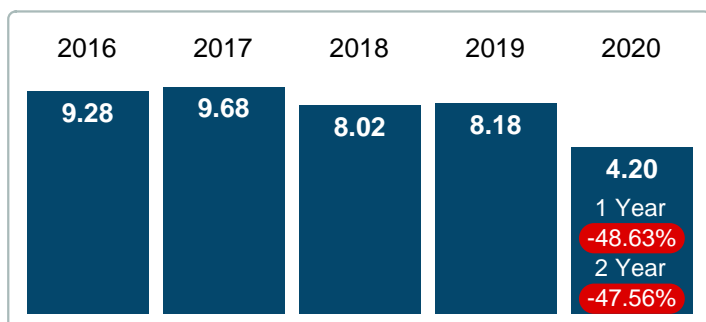
Area Delimited by County Of Muskogee



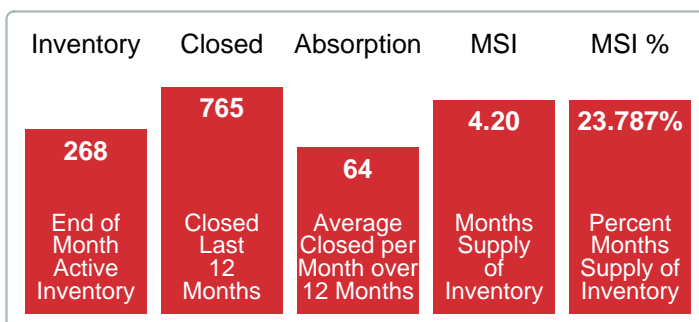
MONTHS SUPPLY of INVENTORY (MSI)

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

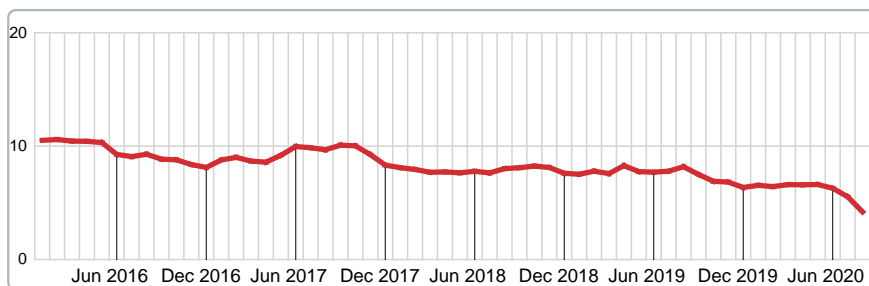
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020



5 YEAR MARKET ACTIVITY TRENDS

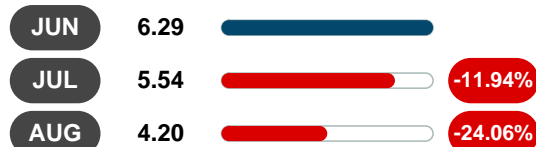


3 MONTHS

5 year AUG AVG = 7.87

High Feb 2016 10.58 Low Aug 2020 4.20

Months Supply this month at **4.20**
below the 5 yr AUG average of **7.87**



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	8	2.99%	6.40	12.00	0.00	0.00	0.00
\$10,001 - \$40,000	51	19.03%	6.00	8.95	0.73	4.80	0.00
\$40,001 - \$70,000	31	11.57%	3.15	5.86	1.74	1.20	0.00
\$70,001 - \$140,000	75	27.99%	3.57	10.13	2.13	1.62	24.00
\$140,001 - \$250,000	41	15.30%	2.73	21.00	1.65	0.87	3.00
\$250,001 - \$440,000	35	13.06%	5.19	18.00	3.43	4.26	0.00
\$440,001 and up	27	10.07%	19.06	18.46	18.00	18.00	0.00
Market Supply of Inventory (MSI)			4.20	10.59	1.95	2.20	1.85
Total Active Inventory by Units		100%	4.20	173	65	26	4

August 2020



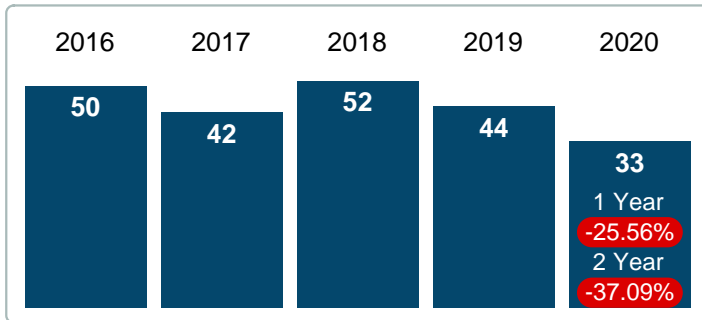
Area Delimited by County Of Muskogee



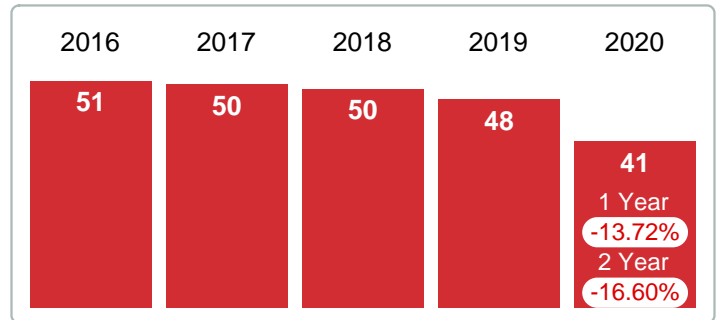
AVERAGE DAYS ON MARKET TO SALE

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

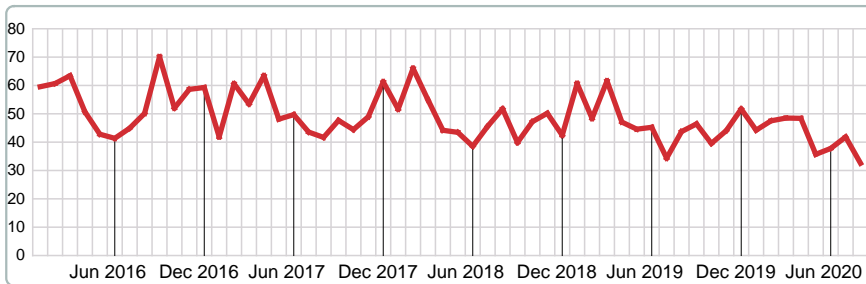
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

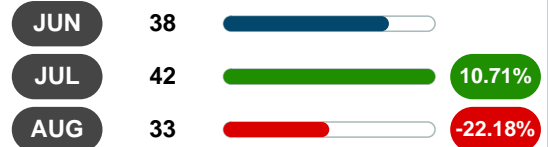


3 MONTHS

5 year AUG AVG = 44

High Sep 2016 70 Low Aug 2020 33

Average Days on Market to Sale this month at 33 below the 5 yr AUG average of 44



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
\$20,000 and less	10.26%	79	88	0	13	0
\$20,001 \$60,000	12.82%	49	47	43	69	0
\$60,001 \$90,000	14.10%	17	26	11	0	0
\$90,001 \$140,000	21.79%	22	106	18	1	0
\$140,001 \$180,000	17.95%	25	3	30	19	0
\$180,001 \$280,000	14.10%	12	14	11	9	29
\$280,001 and up	8.97%	52	0	71	23	85
Average Closed DOM		33	60	26	23	57
Total Closed Units	100%	33	15	48	13	2
Total Closed Volume		10,732,925	983.90K	6.70M	2.37M	684.90K

August 2020



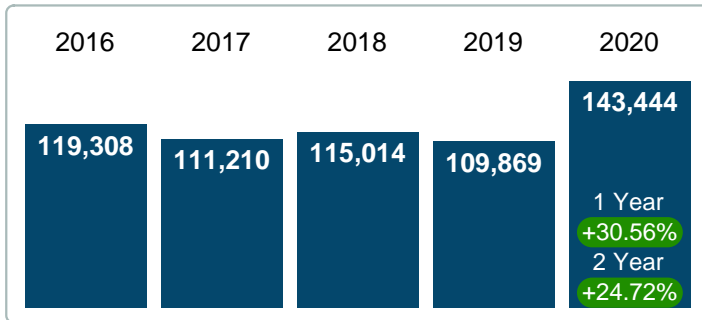
Area Delimited by County Of Muskogee



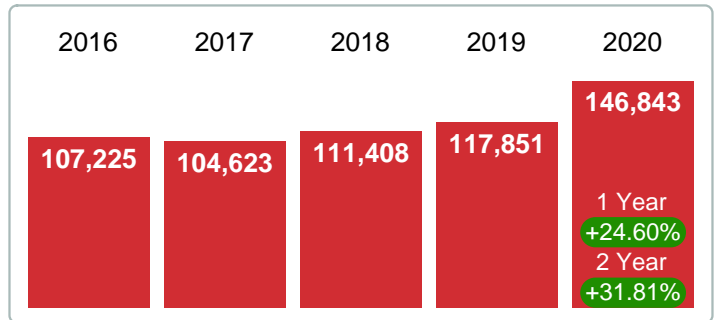
AVERAGE LIST PRICE AT CLOSING

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

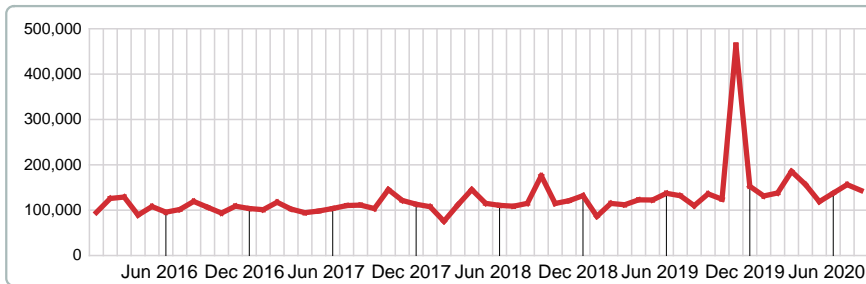
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

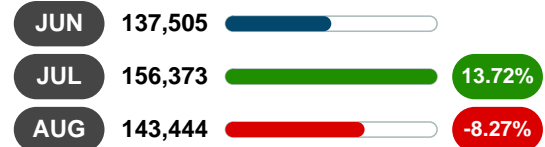


3 MONTHS

5 year AUG AVG = 119,769

High Nov 2019 464,004 Low Feb 2018 75,527

Average List Price at Closing this month at **143,444**
above the 5 yr AUG average of **119,769**



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
\$20,000 and less	8.97%	11,486	13,500	0	14,900	0
\$20,001 - \$60,000	15.38%	38,250	39,000	39,729	30,450	0
\$60,001 - \$90,000	10.26%	75,288	98,750	74,543	0	0
\$90,001 - \$140,000	21.79%	118,194	185,000	121,267	99,900	0
\$140,001 - \$180,000	17.95%	160,829	249,500	163,920	162,600	0
\$180,001 - \$280,000	15.38%	226,321	244,750	219,067	231,600	274,900
\$280,001 and up	10.26%	383,775	0	441,833	341,600	424,900
Average List Price		143,444	80,517	143,708	183,315	349,900
Total Closed Units	100%	143,444	15	48	13	2
Total Closed Volume		11,188,650	1.21M	6.90M	2.38M	699.80K

August 2020



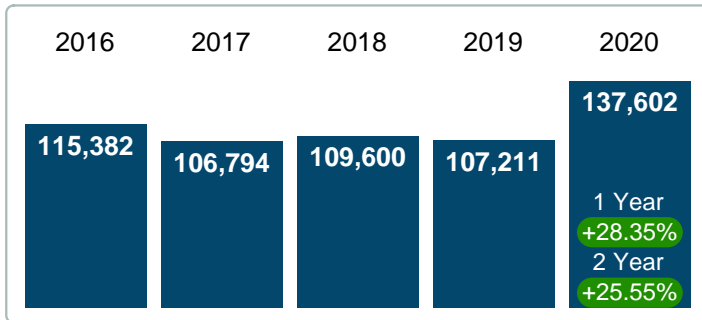
Area Delimited by County Of Muskogee



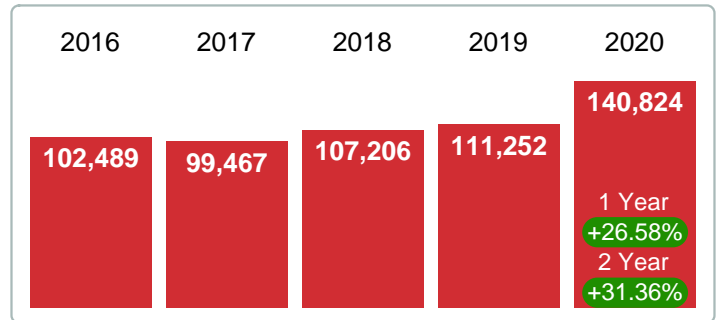
AVERAGE SOLD PRICE AT CLOSING

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

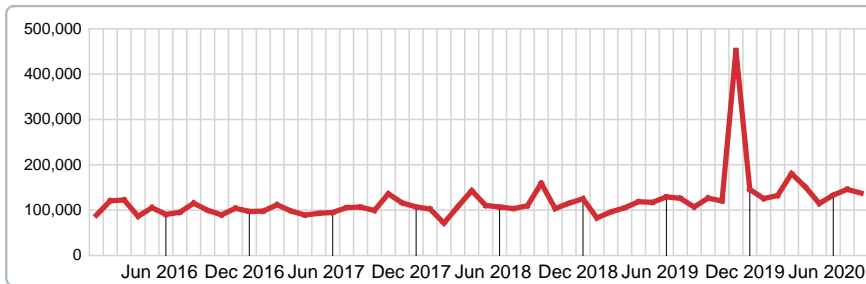
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

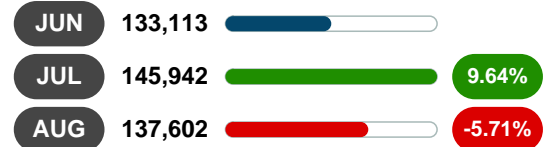


3 MONTHS

5 year AUG AVG = 115,318

High Nov 2019 452,107 Low Feb 2018 71,524

Average Sold Price at Closing this month at **137,602** above the 5 yr AUG average of **115,318**



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
\$20,000 and less	10.26%	10,988	11,129	0	10,000	0
\$20,001 - \$60,000	12.82%	36,817	39,000	33,287	48,080	0
\$60,001 - \$90,000	14.10%	73,841	76,750	72,179	0	0
\$90,001 - \$140,000	21.79%	119,703	140,000	119,797	98,000	0
\$140,001 - \$180,000	17.95%	162,361	175,250	160,690	163,633	0
\$180,001 - \$280,000	14.10%	231,328	244,750	224,193	226,600	274,900
\$280,001 and up	8.97%	373,143	0	403,000	331,000	410,000
Average Sold Price		137,602	65,593	139,506	182,143	342,450
Total Closed Units	100%	137,602	15	48	13	2
Total Closed Volume		10,732,925	983.90K	6.70M	2.37M	684.90K

August 2020



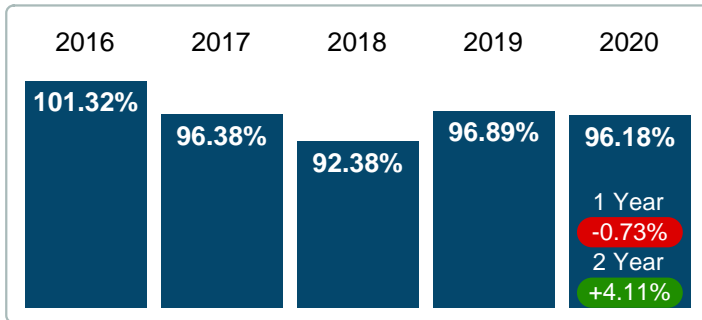
Area Delimited by County Of Muskogee



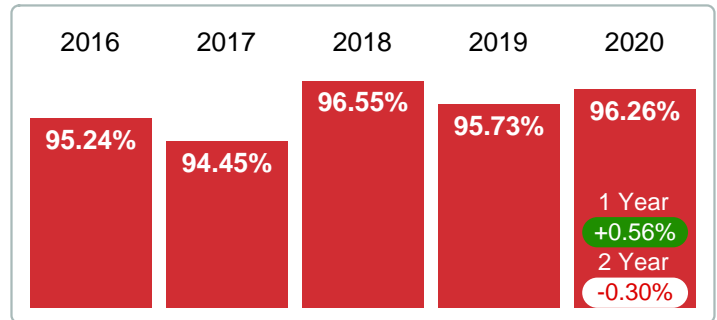
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

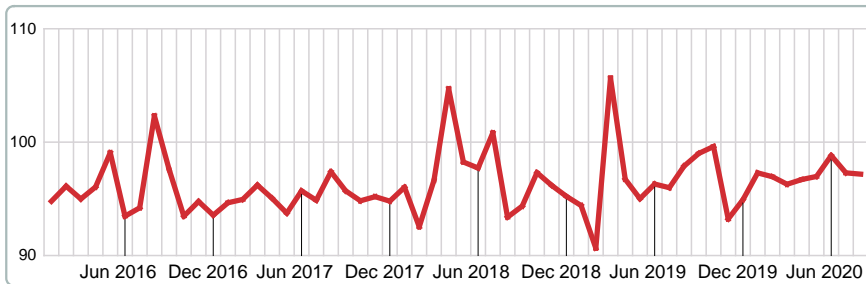
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

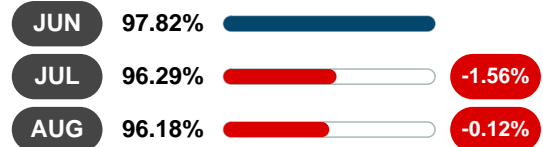


3 MONTHS

5 year AUG AVG = 96.63%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **96.18%**
 below the 5 yr AUG average of **96.63%**



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
\$20,000 and less	8	10.26%	82.76%	84.99%	0.00%	67.11%	0.00%
\$20,001 - \$60,000	10	12.82%	100.91%	100.00%	83.73%	161.51%	0.00%
\$60,001 - \$90,000	11	14.10%	93.57%	86.20%	97.78%	0.00%	0.00%
\$90,001 - \$140,000	17	21.79%	97.55%	75.68%	98.98%	98.10%	0.00%
\$140,001 - \$180,000	14	17.95%	96.72%	70.24%	98.16%	100.74%	0.00%
\$180,001 - \$280,000	11	14.10%	101.70%	100.00%	103.97%	98.31%	100.00%
\$280,001 and up	7	8.97%	95.76%	0.00%	94.24%	97.03%	96.49%
Average Sold/List Ratio		96.20%		85.71%	96.74%	105.88%	98.25%
Total Closed Units		78	100%	15	48	13	2
Total Closed Volume		10,732,925		983.90K	6.70M	2.37M	684.90K

August 2020



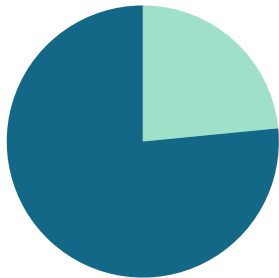
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

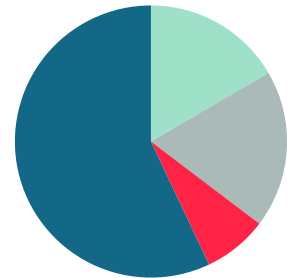


Inventory
 New Listings
106 = 23.45%
 Start Inventory
346
 Total Inventory Units
452
 Volume
\$85,511,089

Market Activity

Closed Sales
78 = 16.60%
 Pending Sales
88 = 18.72%
 Other Off Market
36 = 7.66%
 Active Inventory
268 = 57.02%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	63	78	23.81%	507	498	-1.78%
Pending Sales	87	88	1.15%	548	589	7.48%
New Listings	150	106	-29.33%	1,029	847	-17.69%
Average List Price	109,869	143,444	30.56%	117,851	146,843	24.60%
Average Sale Price	107,211	137,602	28.35%	111,252	140,824	26.58%
Average Percent of Selling Price to List Price	96.89%	96.18%	-0.73%	95.73%	96.26%	0.56%
Average Days on Market to Sale	43.73	32.55	-25.56%	47.98	41.40	-13.72%
Monthly Inventory	504	268	-46.83%	504	268	-46.83%
Months Supply of Inventory	8.18	4.20	-48.63%	8.18	4.20	-48.63%

Absorption: Last 12 months, an Average of **64** Sales/Month

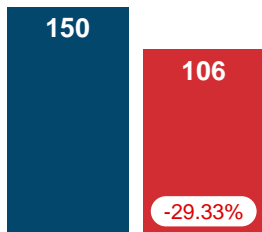
Inventory on August 31, 2020 = **268**

2019 **2020**

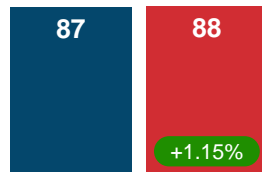
AUGUST MARKET

AVERAGE PRICES

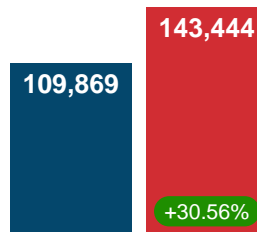
New Listings



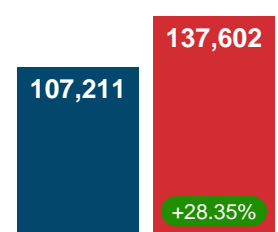
Pending Listings



List Price



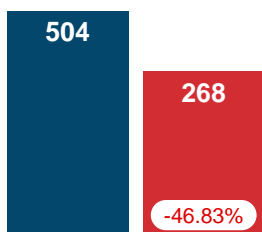
Sale Price



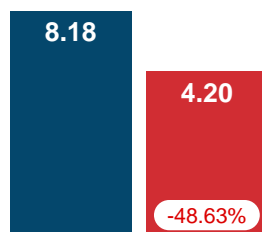
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

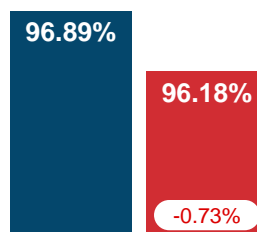
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

