

August 2020



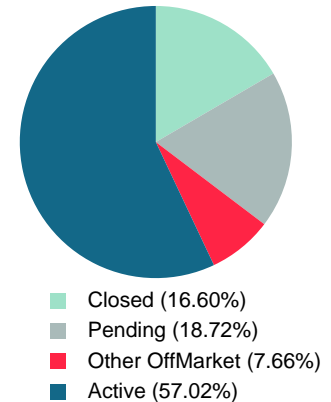
Area Delimited by County Of Muskogee



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%
Median List Price	105,000	132,400	26.10%
Median Sale Price	102,500	123,450	20.44%
Median Percent of Selling Price to List Price	98.78%	99.25%	0.48%
Median Days on Market to Sale	33.00	14.00	-57.58%
End of Month Inventory	504	268	-46.83%
Months Supply of Inventory	8.18	4.20	-48.63%



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.

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 **20.44%** in August 2020 to \$123,450 versus the previous year at \$102,500.

Median Days on Market Shortens

The median number of **14.00** days that homes spent on the market before selling decreased by 19.00 days or **57.58%** in August 2020 compared to last year's same month at **33.00** DOM.

Sales Success for August 2020 is Positive

Overall, with Median 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.

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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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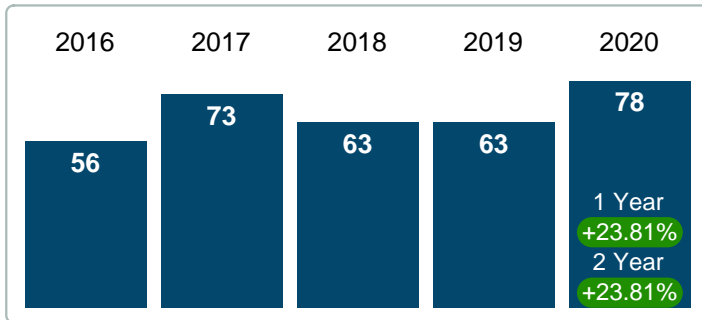
Area Delimited by County Of Muskogee



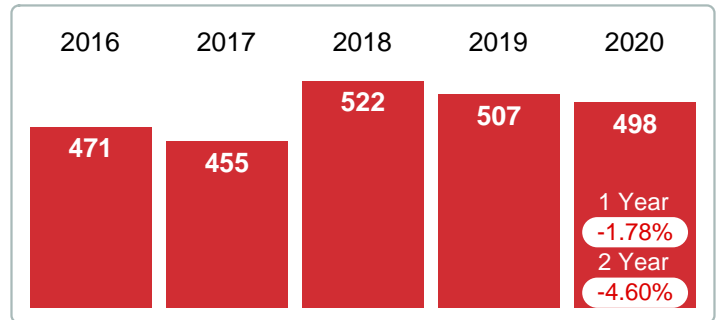
CLOSED LISTINGS

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

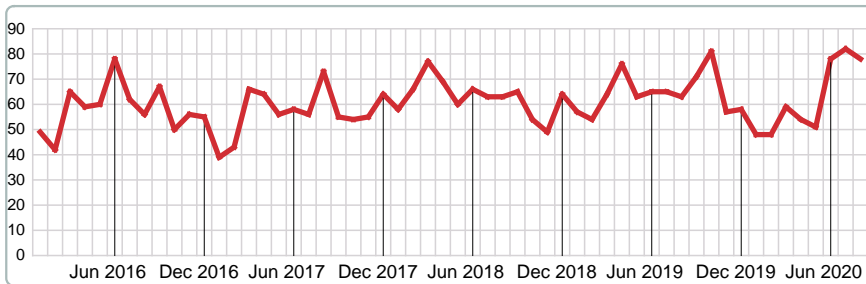
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

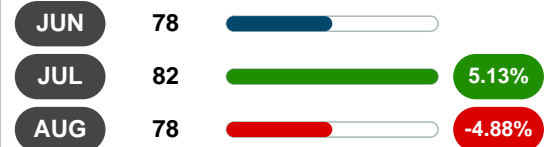


3 MONTHS

5 year AUG AVG = 67

High Jul 2020 82 Low Jan 2017 39

Closed Listings this month at **78**
above the 5 yr AUG average of **67**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	10.26%	77.5	7	0	1	0
\$20,001 - \$60,000	10	12.82%	45.5	1	7	2	0
\$60,001 - \$90,000	11	14.10%	11.0	4	7	0	0
\$90,001 - \$140,000	17	21.79%	8.0	1	15	1	0
\$140,001 - \$180,000	14	17.95%	16.5	1	10	3	0
\$180,001 - \$280,000	11	14.10%	9.0	1	6	3	1
\$280,001 and up	7	8.97%	35.0	0	3	3	1
Total Closed Units	78			15	48	13	2
Total Closed Volume	10,732,925	100%	14.0	983.90K	6.70M	2.37M	684.90K
Median Closed Price	\$123,450			\$39,000	\$127,450	\$179,900	\$342,450

August 2020



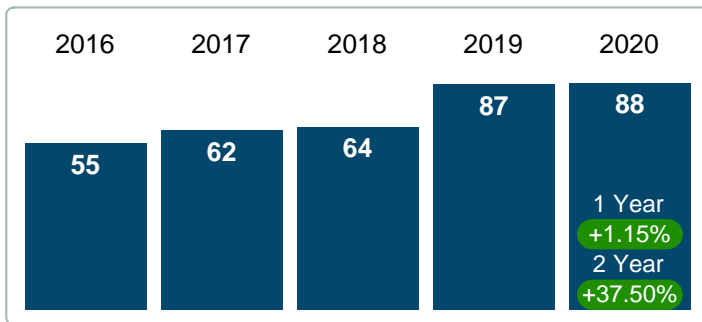
Area Delimited by County Of Muskogee



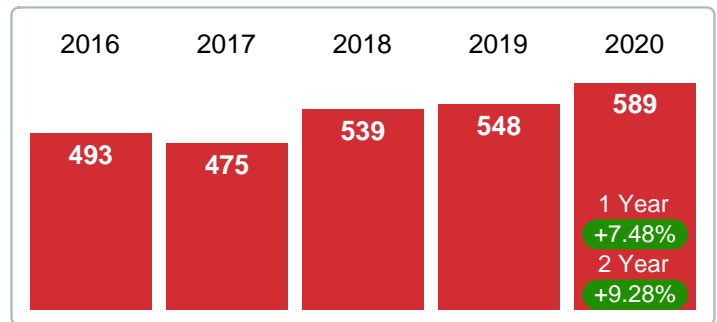
PENDING LISTINGS

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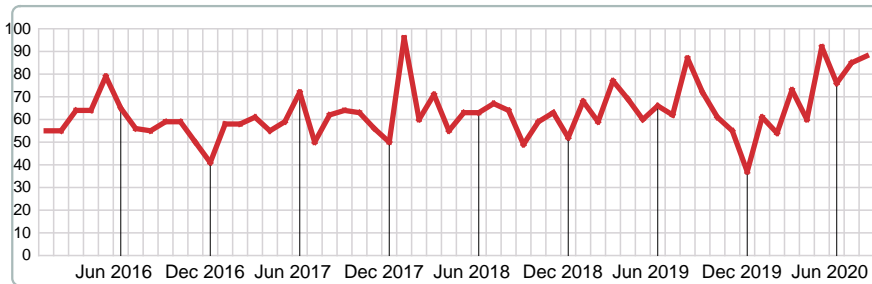
AUGUST



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	5.68%	62.0	4	1	0	0
\$30,001 - \$60,000	13	14.77%	22.0	9	4	0	0
\$60,001 - \$100,000	11	12.50%	8.0	4	5	2	0
\$100,001 - \$160,000	24	27.27%	17.5	6	15	3	0
\$160,001 - \$210,000	14	15.91%	22.5	1	8	4	1
\$210,001 - \$320,000	12	13.64%	17.5	1	7	4	0
\$320,001 and up	9	10.23%	48.0	0	4	5	0
Total Pending Units	88			25	44	18	1
Total Pending Volume	14,089,299	100%	20.0	1.95M	7.61M	4.35M	182.90K
Median Listing Price	\$140,950			\$54,900	\$152,450	\$205,000	\$182,900

August 2020



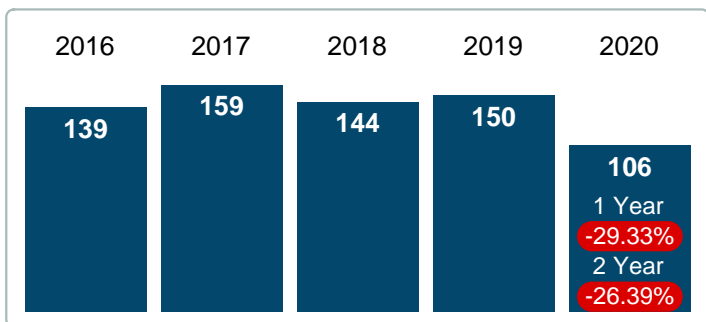
Area Delimited by County Of Muskogee



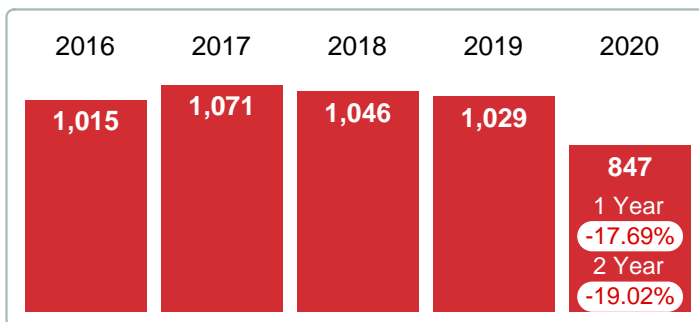
NEW LISTINGS

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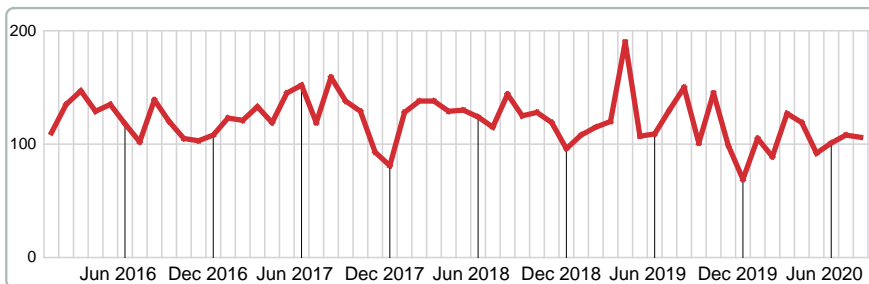
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

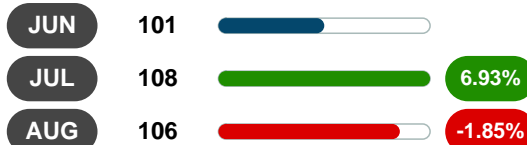


3 MONTHS

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
\$30,000 and less	9	8.49%	9	0	0	0
\$30,001 - \$60,000	10	9.43%	6	3	1	0
\$60,001 - \$80,000	15	14.15%	3	9	3	0
\$80,001 - \$140,000	29	27.36%	9	17	3	0
\$140,001 - \$210,000	19	17.92%	7	9	3	0
\$210,001 - \$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
Median New Listed Listing Price	\$118,200		\$89,000	\$129,950	\$149,000	\$0

August 2020



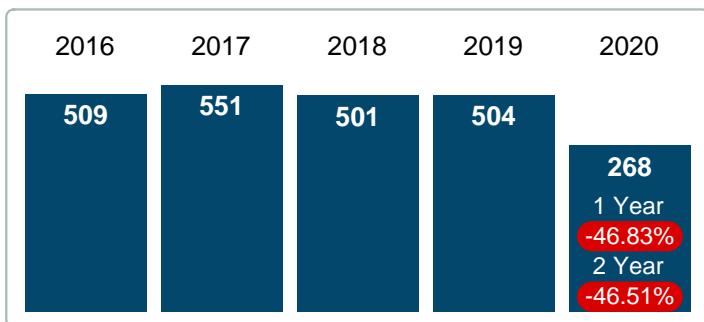
Area Delimited by County Of Muskogee



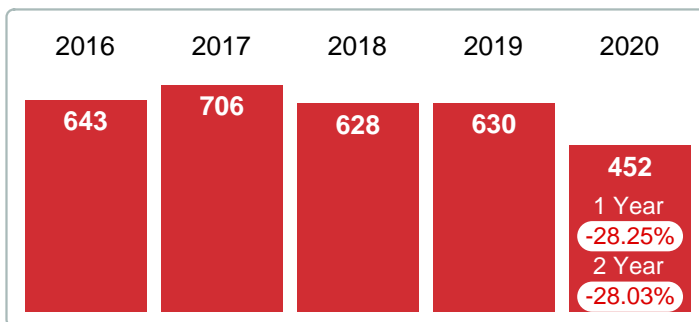
ACTIVE INVENTORY

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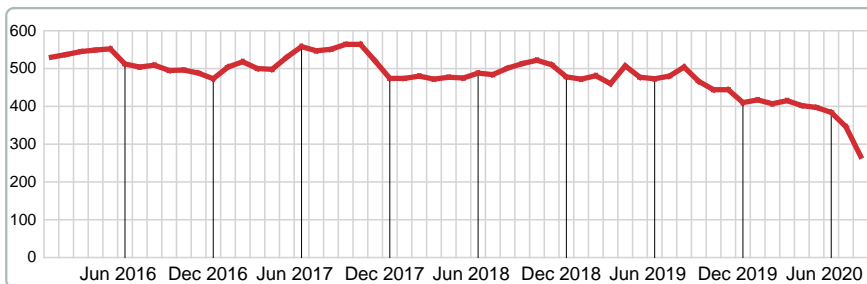
END OF AUGUST



ACTIVE DURING AUGUST

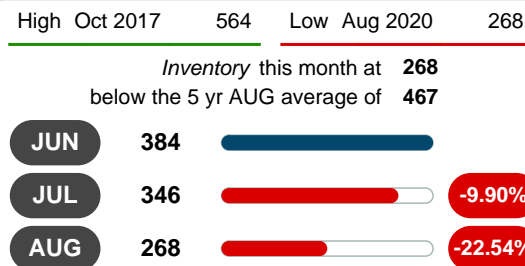


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 467



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$10,000 and less	8	2.99%	73.0	8	0	0	0	
\$10,001 - \$40,000	51	19.03%	141.0	47	2	2	0	
\$40,001 - \$70,000	31	11.57%	88.0	21	9	1	0	
\$70,001 - \$140,000	75	27.99%	48.0	38	30	5	2	
\$140,001 - \$250,000	41	15.30%	52.0	21	15	4	1	
\$250,001 - \$440,000	35	13.06%	63.0	18	6	11	0	
\$440,001 and up	27	10.07%	105.0	20	3	3	1	
Total Active Inventory by Units		268		173	65	26	4	
Total Active Inventory by Volume		56,771,390	100%	73.0	33.46M	14.75M	7.26M	1.31M
Median Active Inventory Listing Price		\$107,500			\$79,500	\$129,900	\$276,450	\$161,450

August 2020



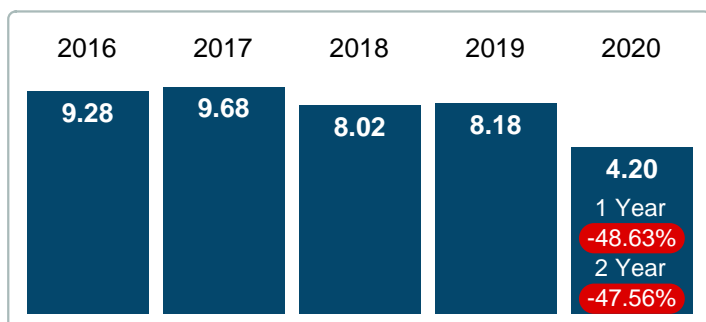
Area Delimited by County Of Muskogee



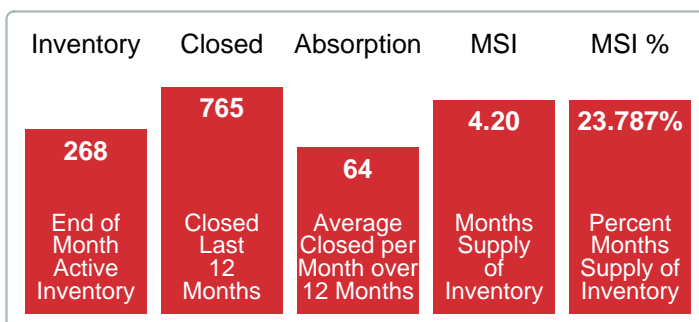
MONTHS SUPPLY of INVENTORY (MSI)

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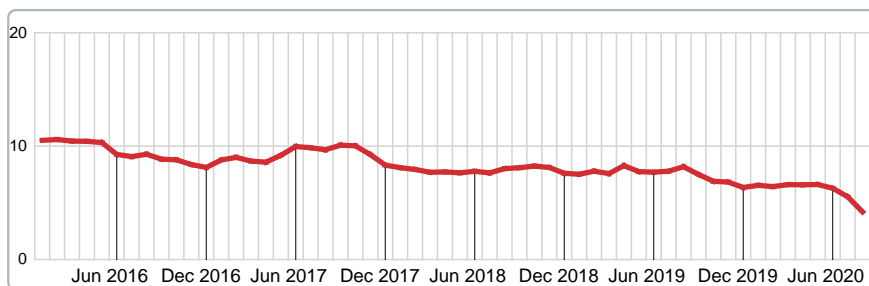
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020



5 YEAR MARKET ACTIVITY TRENDS

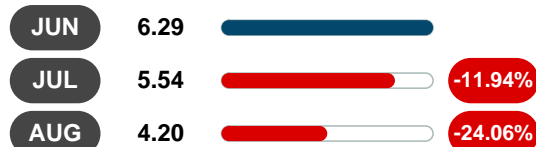


3 MONTHS

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



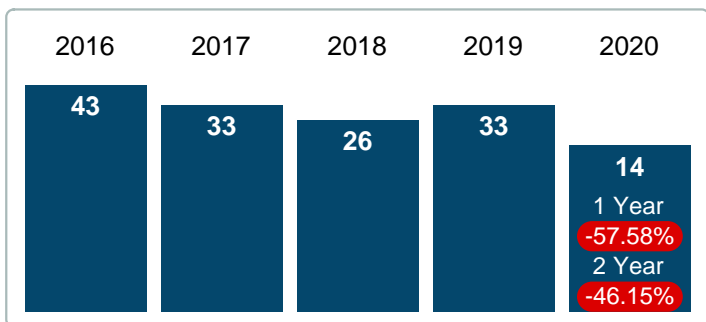
Area Delimited by County Of Muskogee



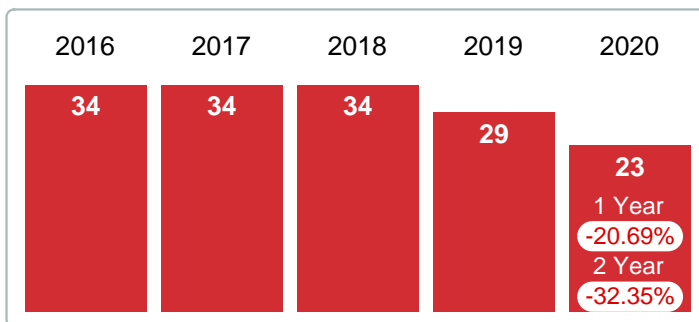
MEDIAN DAYS ON MARKET TO SALE

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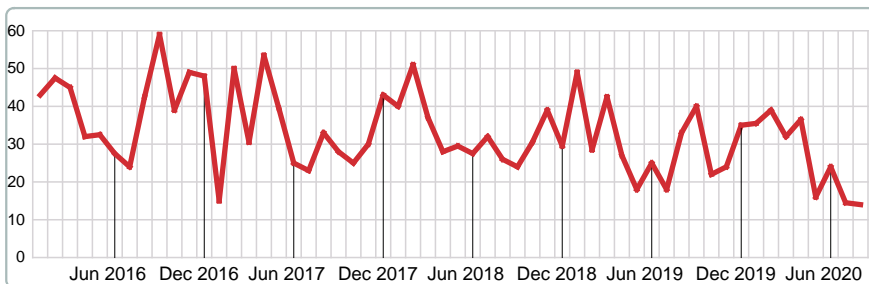
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

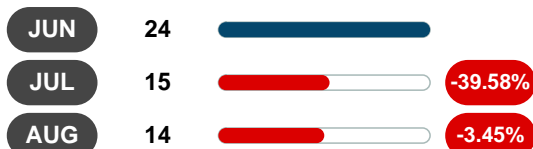


3 MONTHS

5 year AUG AVG = 30

High Sep 2016 59 Low Aug 2020 14

Median Days on Market to Sale this month at 14 below the 5 yr AUG average of 30



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
\$20,000 and less	10.26%	78	92	0	13	0
\$20,001 \$60,000	12.82%	46	47	44	69	0
\$60,001 \$90,000	14.10%	11	15	7	0	0
\$90,001 \$140,000	21.79%	8	106	8	1	0
\$140,001 \$180,000	17.95%	17	3	17	20	0
\$180,001 \$280,000	14.10%	9	14	8	4	29
\$280,001 and up	8.97%	35	0	48	25	85
Median Closed DOM		14	47	10	13	57
Total Closed Units	100%	14.0	15	48	13	2
Total Closed Volume		10,732,925	983.90K	6.70M	2.37M	684.90K

August 2020



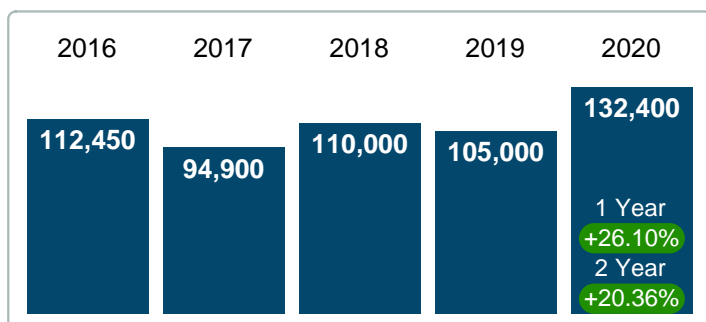
Area Delimited by County Of Muskogee



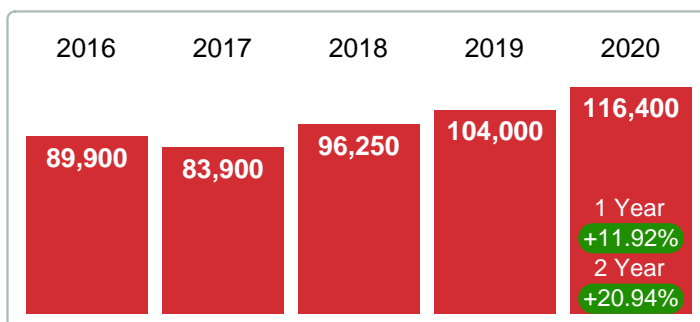
MEDIAN LIST PRICE AT CLOSING

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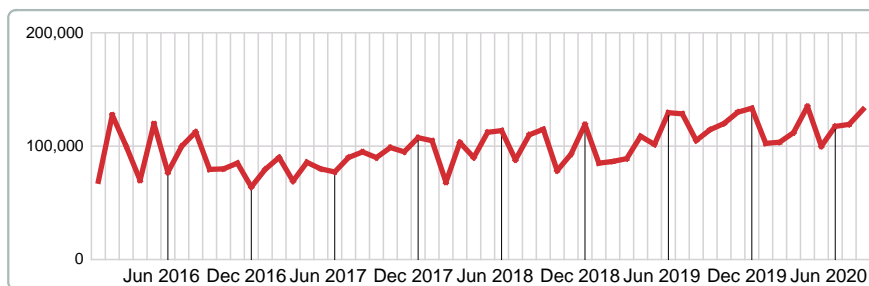
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

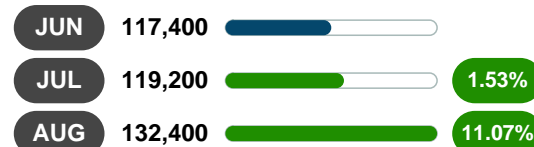


3 MONTHS

5 year AUG AVG = 110,950

High Apr 2020 134,950 Low Dec 2016 64,000

Median List Price at Closing this month at **132,400**
above the 5 yr AUG average of **110,950**



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
\$20,000 and less	8.97%	10,000	8,750	0	14,900	0
\$20,001 - \$60,000	15.38%	36,750	34,000	38,500	30,450	0
\$60,001 - \$90,000	10.26%	77,450	66,250	80,000	0	0
\$90,001 - \$140,000	21.79%	117,500	92,500	119,750	119,900	0
\$140,001 - \$180,000	17.95%	159,450	170,000	157,500	173,950	0
\$180,001 - \$280,000	15.38%	226,250	244,750	226,250	199,900	274,900
\$280,001 and up	10.26%	344,700	0	339,500	332,450	424,900
Median List Price		132,400	39,000	132,400	179,900	349,900
Total Closed Units	100%	132,400	15	48	13	2
Total Closed Volume		11,188,650	1.21M	6.90M	2.38M	699.80K

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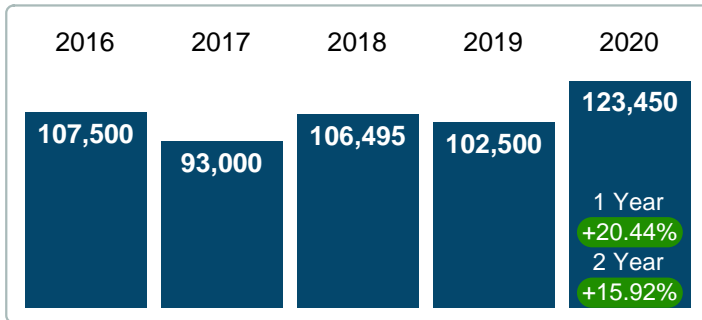
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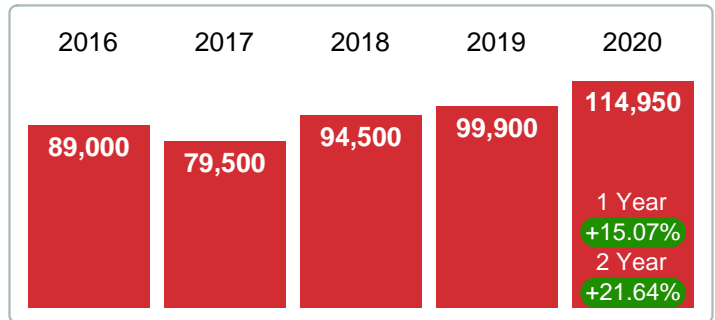
MEDIAN SOLD PRICE AT CLOSING

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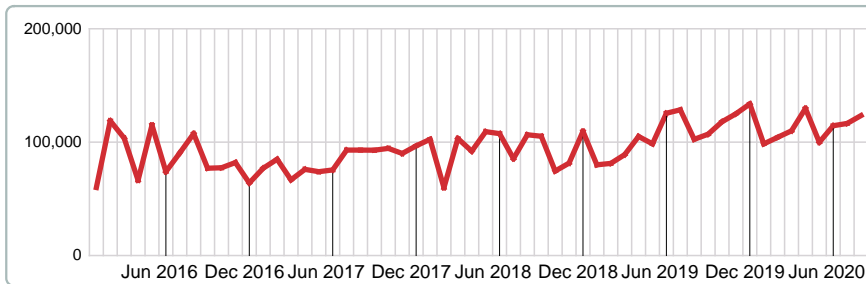
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

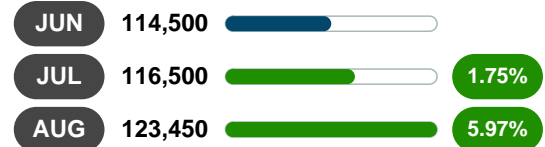


3 MONTHS

5 year AUG AVG = 106,589

High Dec 2019 133,700 Low Feb 2018 59,875

Median Sold Price at Closing this month at **123,450** above the 5 yr AUG average of **106,589**



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
\$20,000 and less	10.26%	8,500	7,000	0	10,000	0
\$20,001 - \$60,000	12.82%	36,830	39,000	30,500	48,080	0
\$60,001 - \$90,000	14.10%	75,300	76,750	75,300	0	0
\$90,001 - \$140,000	21.79%	120,000	140,000	120,000	98,000	0
\$140,001 - \$180,000	17.95%	159,500	175,250	158,250	168,000	0
\$180,001 - \$280,000	14.10%	230,000	244,750	226,750	199,900	274,900
\$280,001 and up	8.97%	337,000	0	337,000	336,000	410,000
Median Sold Price		123,450	39,000	127,450	179,900	342,450
Total Closed Units	100%	123,450	15	48	13	2
Total Closed Volume		10,732,925	983.90K	6.70M	2.37M	684.90K

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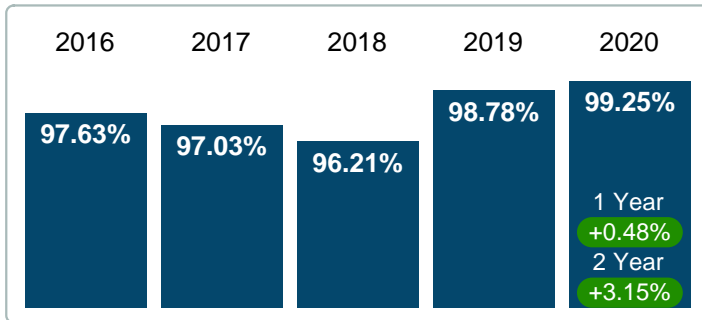
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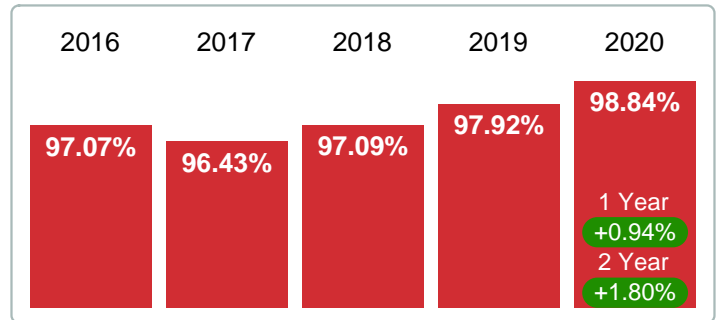
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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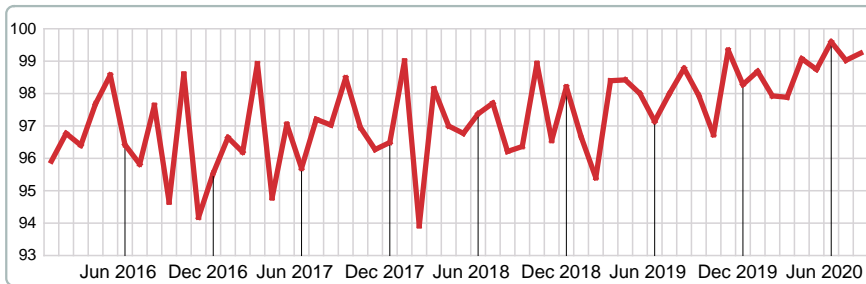
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

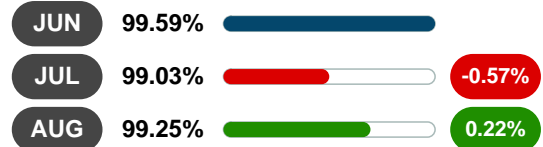


3 MONTHS

5 year AUG AVG = 97.78%

High Jun 2020 99.59% Low Feb 2018 93.92%

Median Sold/List Ratio this month at **99.25%**
above the 5 yr AUG average of **97.78%**



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
\$20,000 and less	8	10.26%	82.38%	91.43%	0.00%	67.11%	0.00%
\$20,001 \$60,000	10	12.82%	89.50%	100.00%	87.88%	161.51%	0.00%
\$60,001 \$90,000	11	14.10%	95.73%	95.14%	95.73%	0.00%	0.00%
\$90,001 \$140,000	17	21.79%	100.00%	75.68%	100.00%	98.10%	0.00%
\$140,001 \$180,000	14	17.95%	100.00%	70.24%	100.00%	100.00%	0.00%
\$180,001 \$280,000	11	14.10%	100.00%	100.00%	100.22%	100.00%	100.00%
\$280,001 and up	7	8.97%	97.74%	0.00%	99.26%	97.74%	96.49%
Median Sold/List Ratio		99.25%		91.43%	99.25%	100.00%	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

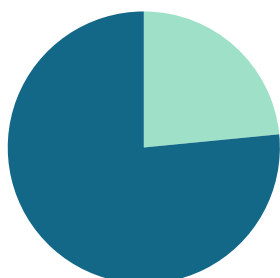
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

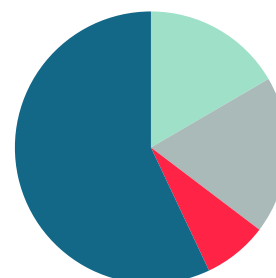


Inventory
 New Listings
106 = 23.45%
 Start Inventory
346
 Total Inventory Units
452
 Volume
\$85,511,089

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%
Median List Price	105,000	132,400	26.10%	104,000	116,400	11.92%
Median Sale Price	102,500	123,450	20.44%	99,900	114,950	15.07%
Median Percent of Selling Price to List Price	98.78%	99.25%	0.48%	97.92%	98.84%	0.94%
Median Days on Market to Sale	33.00	14.00	-57.58%	29.00	23.00	-20.69%
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

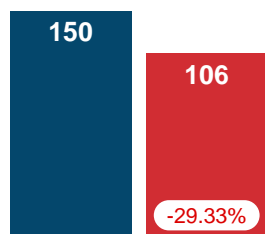
Inventory on August 31, 2020 = **268**

2019 **2020**

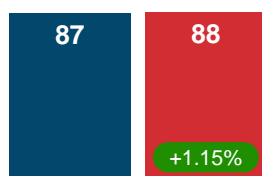
AUGUST MARKET

MEDIAN PRICES

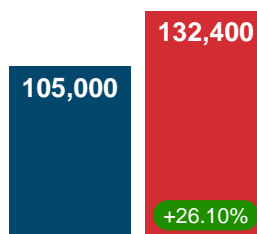
New Listings



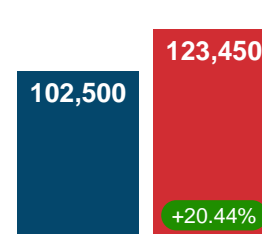
Pending Listings



List Price



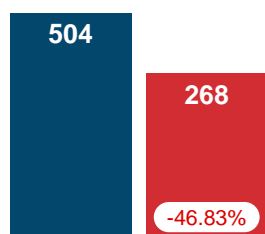
Sale Price



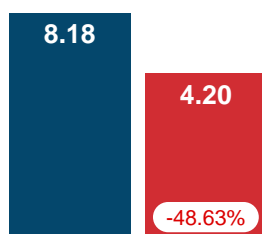
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

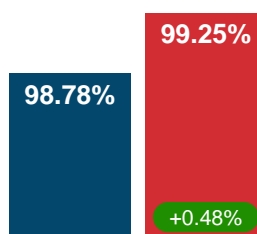
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

