

January 2020

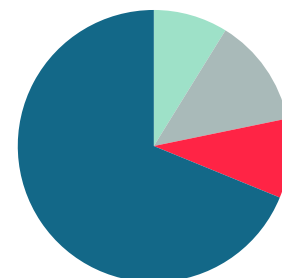
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	54	45	-16.67%
Pending Listings	62	66	6.45%
New Listings	105	102	-2.86%
Average List Price	90,538	136,052	50.27%
Average Sale Price	86,764	130,135	49.99%
Average Percent of Selling Price to List Price	92.63%	96.36%	4.04%
Average Days on Market to Sale	62.46	46.47	-25.61%
End of Month Inventory	460	351	-23.70%
Months Supply of Inventory	7.48	5.74	-23.28%



■ Closed (8.82%)
■ Pending (12.94%)
■ Other OffMarket (9.41%)
■ Active (68.82%)

Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of January 31, 2020 = **351**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **23.70%** to 351 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **5.74** 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 **49.99%** in January 2020 to \$130,135 versus the previous year at \$86,764.

Average Days on Market Shortens

The average number of **46.47** days that homes spent on the market before selling decreased by 16.00 days or **25.61%** in January 2020 compared to last year's same month at **62.46** DOM.

Sales Success for January 2020 is Positive

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

There were 102 New Listings in January 2020, down **2.86%** from last year at 105. Furthermore, there were 45 Closed Listings this month versus last year at 54, a **-16.67%** decrease.

Closed versus Listed trends yielded a **44.1%** ratio, down from previous year's, January 2019, at **51.4%**, a **14.22%** downswing. 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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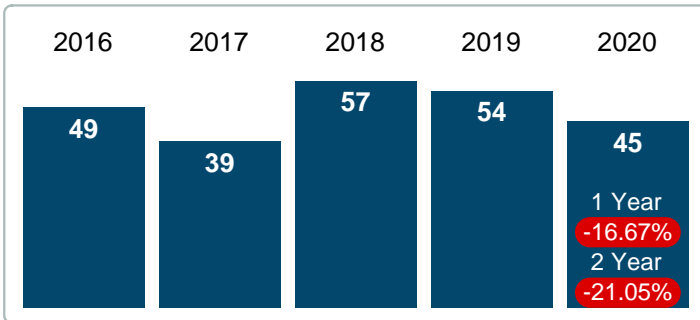
Area Delimited by County Of Muskogee



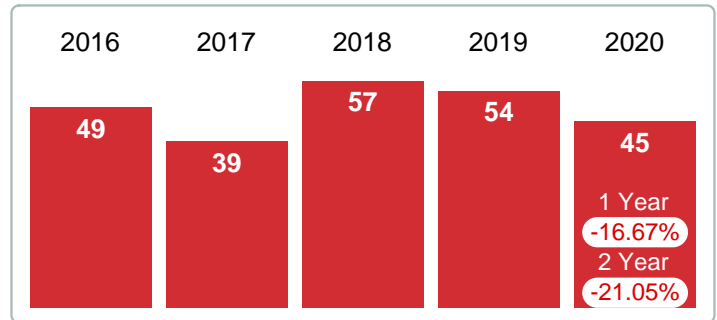
CLOSED LISTINGS

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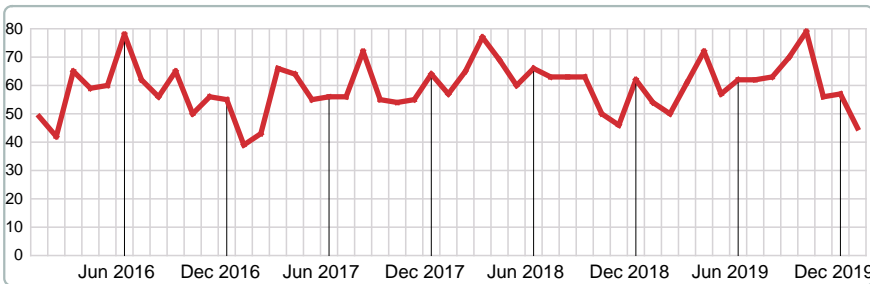
JANUARY



YEAR TO DATE (YTD)

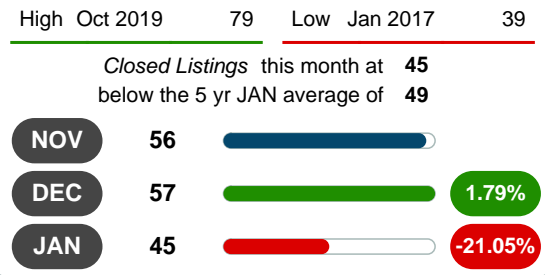


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 49



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	3	6.67%	53.3	2	1	0	0
\$40,001 - \$50,000	5	11.11%	38.8	1	3	1	0
\$50,001 - \$80,000	9	20.00%	49.4	4	3	2	0
\$80,001 - \$130,000	11	24.44%	44.2	1	8	2	0
\$130,001 - \$170,000	6	13.33%	59.2	2	4	0	0
\$170,001 - \$270,000	6	13.33%	28.8	1	3	2	0
\$270,001 and up	5	11.11%	55.6	1	0	3	1
Total Closed Units	45			12	22	10	1
Total Closed Volume	5,856,087	100%	46.5	1.41M	2.39M	1.78M	273.00K
Average Closed Price	\$130,135			\$117,554	\$108,529	\$178,480	\$273,000

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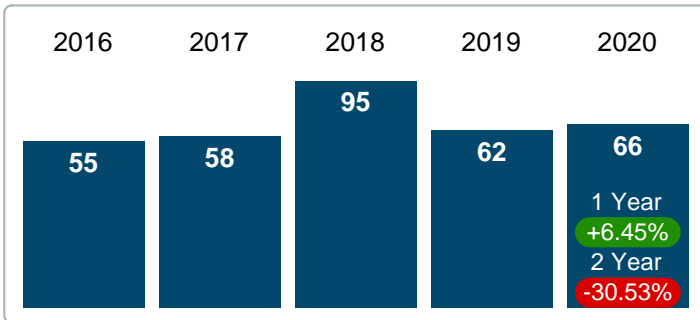
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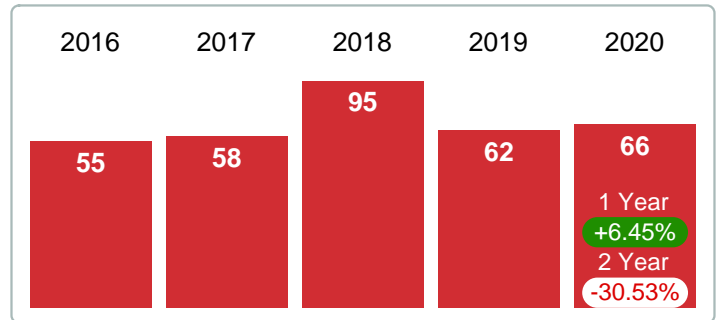
PENDING LISTINGS

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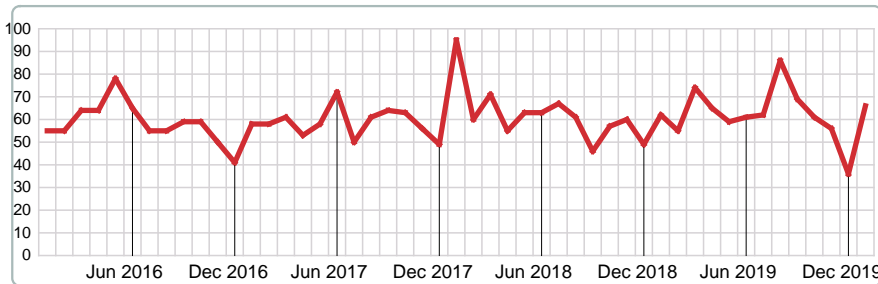
JANUARY



YEAR TO DATE (YTD)

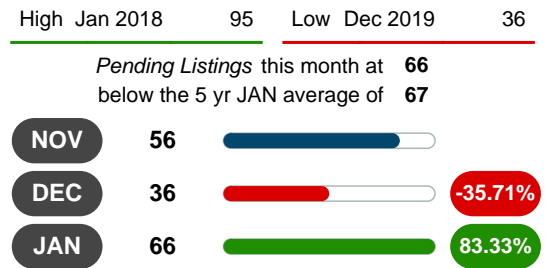


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	7.58%	51.8	4	1	0	0
\$40,001 - \$60,000	8	12.12%	52.6	4	3	0	1
\$60,001 - \$80,000	9	13.64%	72.3	1	7	1	0
\$80,001 - \$130,000	18	27.27%	63.3	1	13	4	0
\$130,001 - \$170,000	11	16.67%	57.1	0	8	3	0
\$170,001 - \$250,000	9	13.64%	55.4	1	6	2	0
\$250,001 and up	6	9.09%	62.0	1	3	1	1
Total Pending Units	66			12	41	11	2
Total Pending Volume	8,908,018	100%	51.9	1.39M	5.48M	1.62M	411.90K
Average Listing Price	\$91,735			\$115,908	\$133,670	\$147,705	\$205,950

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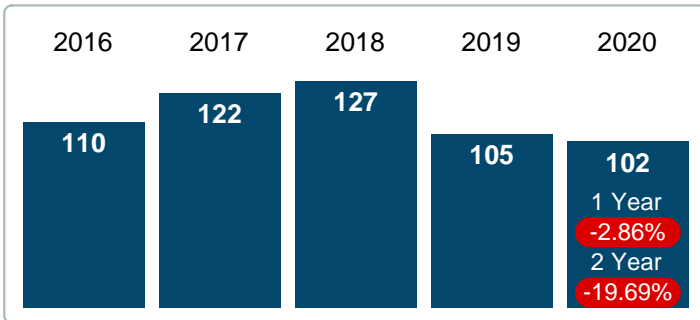
Area Delimited by County Of Muskogee



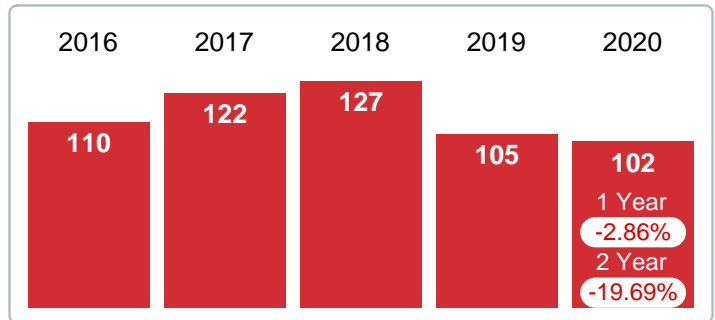
NEW LISTINGS

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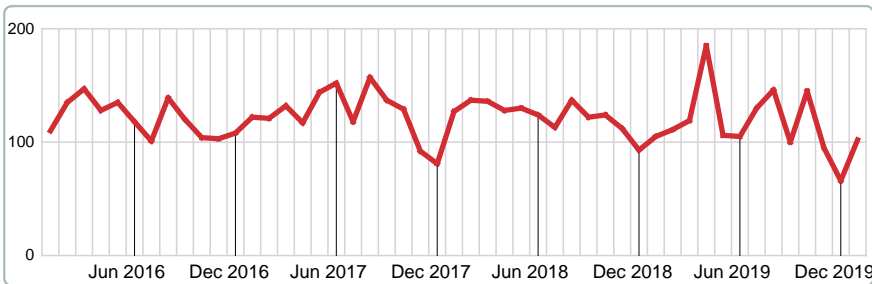
JANUARY



YEAR TO DATE (YTD)

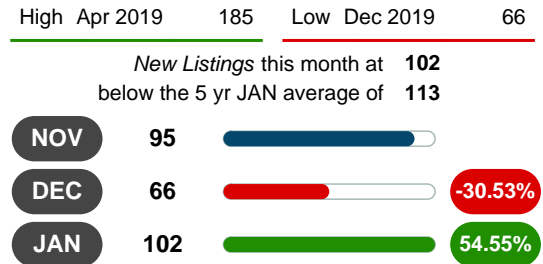


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 113



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	10	9.80%	9	1	0	0
\$20,001 - \$30,000	8	7.84%	8	0	0	0
\$30,001 - \$50,000	12	11.76%	8	4	0	0
\$50,001 - \$120,000	31	30.39%	13	16	2	0
\$120,001 - \$180,000	17	16.67%	1	12	4	0
\$180,001 - \$310,000	14	13.73%	2	6	5	1
\$310,001 and up	10	9.80%	4	6	0	0
Total New Listed Units	102		45	45	11	1
Total New Listed Volume	15,143,728	100%	4.34M	8.53M	1.97M	299.90K
Average New Listed Listing Price	\$112,500		\$96,551	\$189,578	\$178,909	\$299,900

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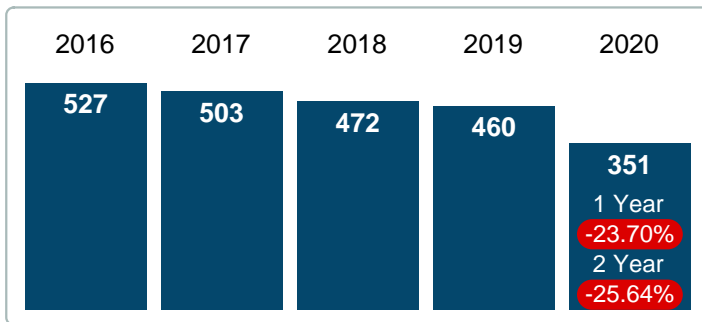
Area Delimited by County Of Muskogee



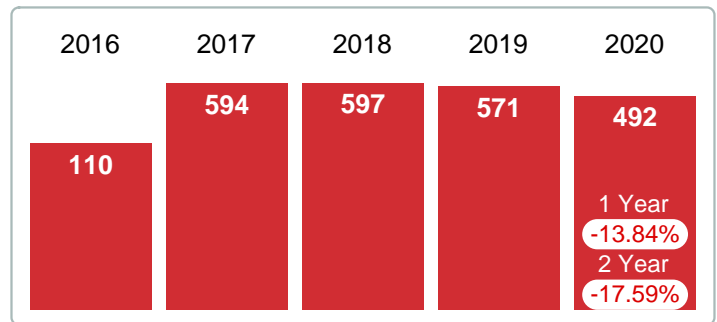
ACTIVE INVENTORY

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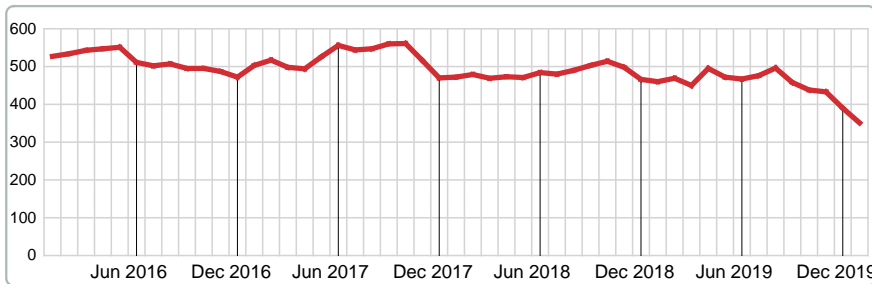
END OF JANUARY



ACTIVE DURING JANUARY

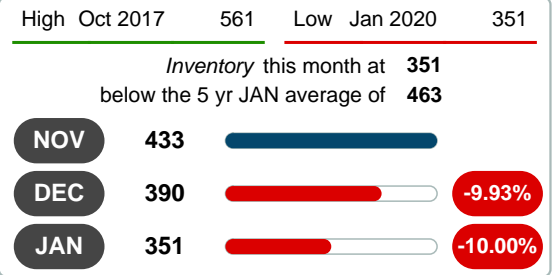


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 463



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	76	21.65%	97.6	75	1	0	0
\$25,001-\$50,000	41	11.68%	69.5	33	7	1	0
\$50,001-\$125,000	80	22.79%	75.6	48	25	6	1
\$125,001-\$225,000	69	19.66%	81.3	19	36	14	0
\$225,001-\$400,000	49	13.96%	80.5	23	10	13	3
\$400,001 and up	36	10.26%	102.7	21	7	6	2
Total Active Inventory by Units			351	219	86	40	6
Total Active Inventory by Volume			68,411,265	36.47M	19.15M	10.76M	2.03M
Average Active Inventory Listing Price			\$194,904	\$166,509	\$222,670	\$269,057	\$338,967

January 2020



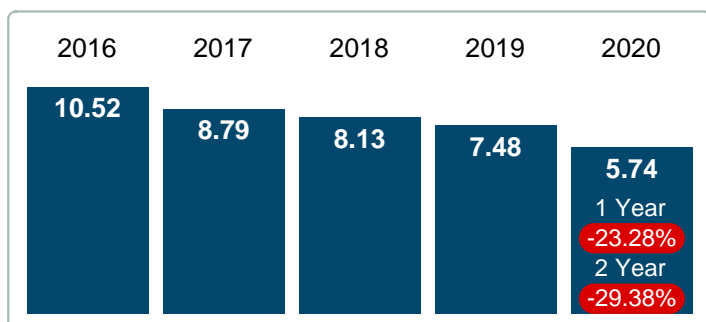
Area Delimited by County Of Muskogee



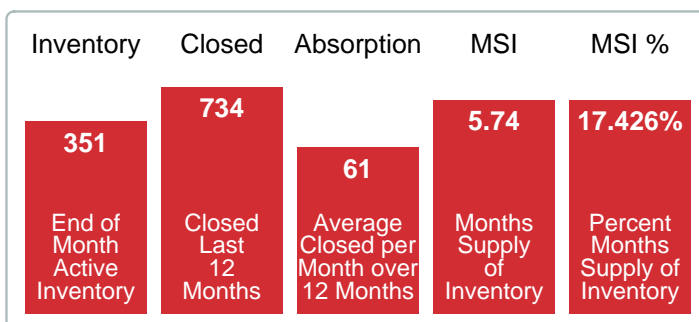
MONTHS SUPPLY of INVENTORY (MSI)

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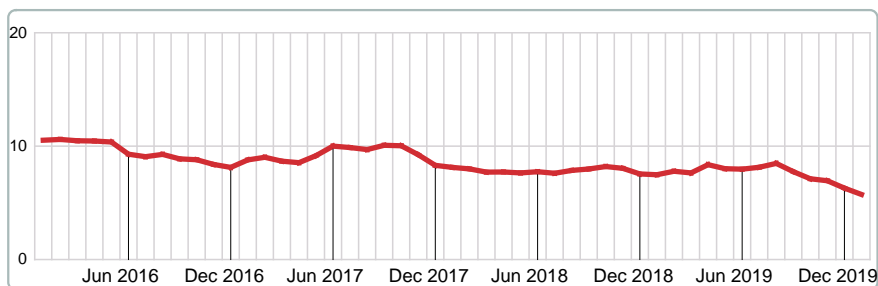
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020



5 YEAR MARKET ACTIVITY TRENDS

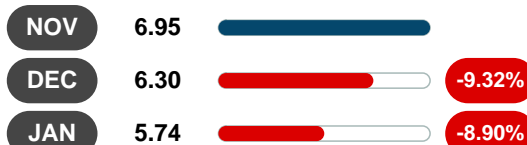


3 MONTHS

5 year JAN AVG = 8.13

High Feb 2016 10.59 Low Jan 2020 5.74

Months Supply this month at 5.74 below the 5 yr JAN average of 8.13



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	15	4.27%	9.00	12.86	0.00	0.00	0.00
\$10,001 - \$20,000	49	13.96%	15.47	26.18	0.75	0.00	0.00
\$20,001 - \$50,000	53	15.10%	6.17	10.00	2.15	1.33	0.00
\$50,001 - \$140,000	93	26.50%	3.40	10.23	1.84	1.79	2.40
\$140,001 - \$240,000	61	17.38%	4.60	11.25	3.80	4.50	0.00
\$240,001 - \$410,000	44	12.54%	7.04	13.80	5.60	3.88	6.00
\$410,001 and up	36	10.26%	39.27	36.00	28.00	0.00	24.00
Market Supply of Inventory (MSI)			5.74	13.55	2.65	3.66	3.79
Total Active Inventory by Units		100%	5.74	219	86	40	6

January 2020



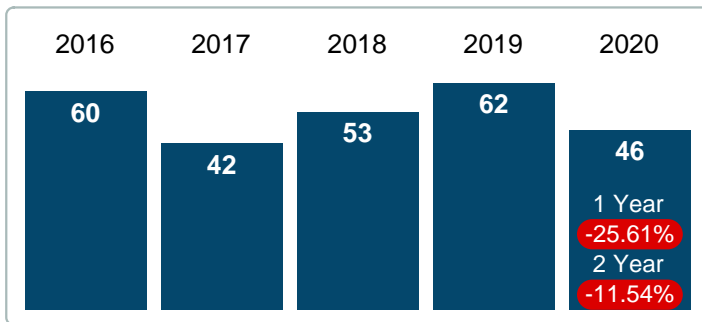
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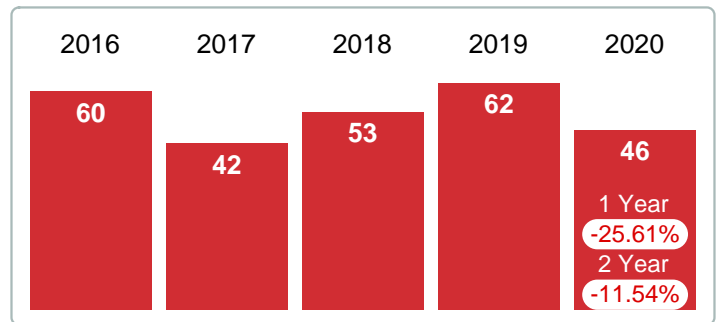
AVERAGE DAYS ON MARKET TO SALE

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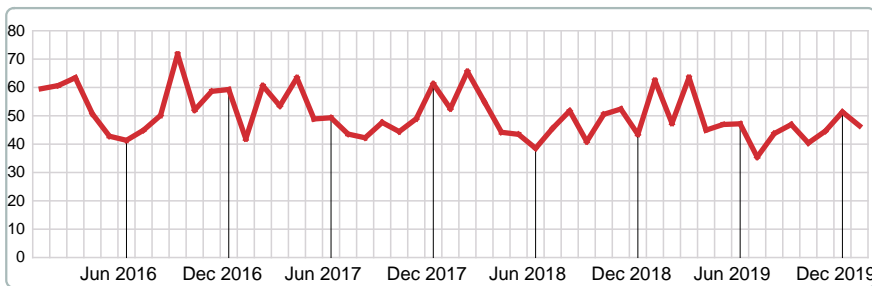
JANUARY



YEAR TO DATE (YTD)

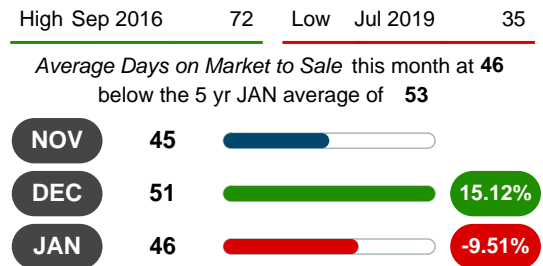


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 53



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	6.67%	53	78	5	0	0
\$40,001 - \$50,000	11.11%	39	44	27	68	0
\$50,001 - \$80,000	20.00%	49	40	49	68	0
\$80,001 - \$130,000	24.44%	44	1	52	35	0
\$130,001 - \$170,000	13.33%	59	26	76	0	0
\$170,001 - \$270,000	13.33%	29	1	42	24	0
\$270,001 and up	11.11%	56	110	0	45	32
Average Closed DOM		46				
Total Closed Units	100%	46	12	22	10	1
Total Closed Volume		5,856,087	1.41M	2.39M	1.78M	273.00K

January 2020



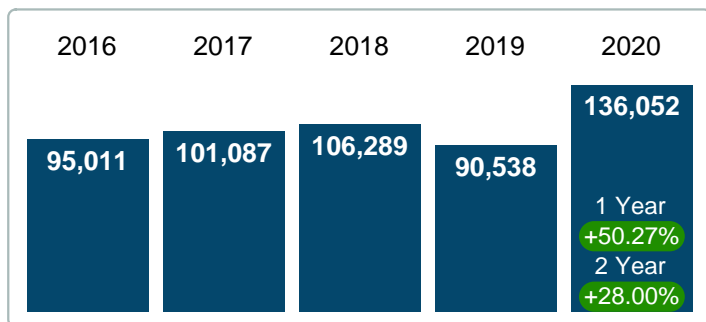
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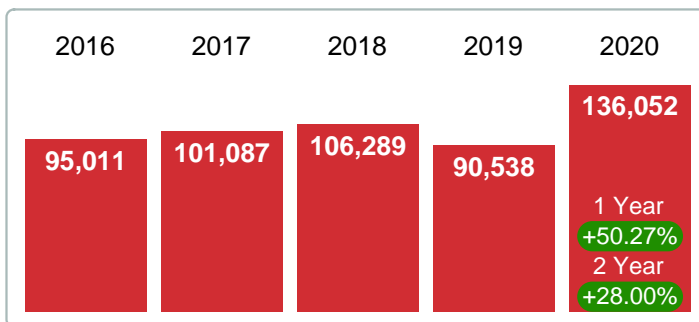
AVERAGE LIST PRICE AT CLOSING

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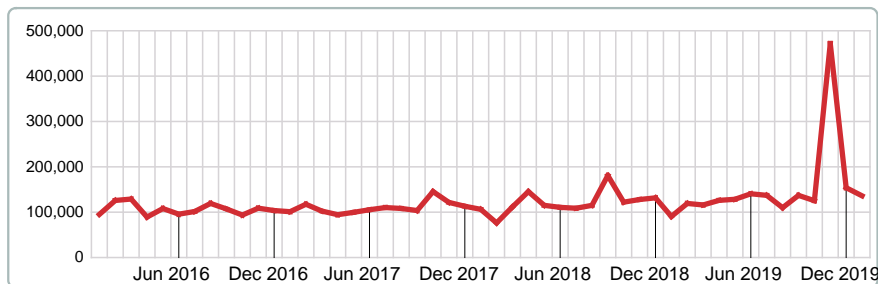
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

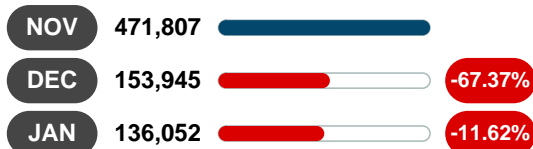


3 MONTHS

5 year JAN AVG = 105,796

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

Average List Price at Closing this month at **136,052** above the 5 yr JAN average of **105,796**



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	6.67%	24,917	29,375	16,000	0	0
\$40,001 \$50,000	6.67%	48,267	45,000	51,567	54,000	0
\$50,001 \$80,000	22.22%	60,760	62,425	68,967	66,000	0
\$80,001 \$130,000	26.67%	108,412	99,000	111,531	109,900	0
\$130,001 \$170,000	8.89%	153,000	163,400	160,375	0	0
\$170,001 \$270,000	17.78%	201,125	240,000	179,267	237,450	0
\$270,001 and up	11.11%	354,650	531,450	0	315,633	294,900
Average List Price		136,052	129,225	111,325	182,760	294,900
Total Closed Units	100%	136,052	12	22	10	1
Total Closed Volume		6,122,345	1.55M	2.45M	1.83M	294.90K

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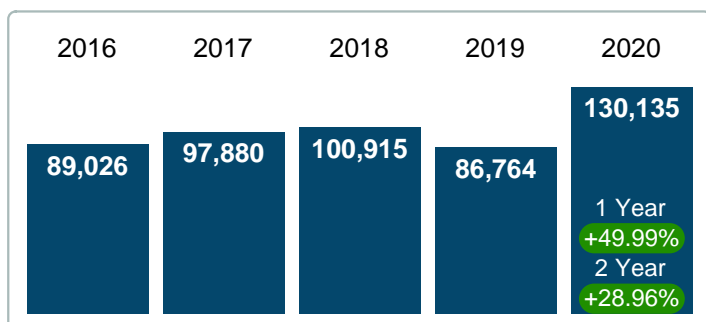
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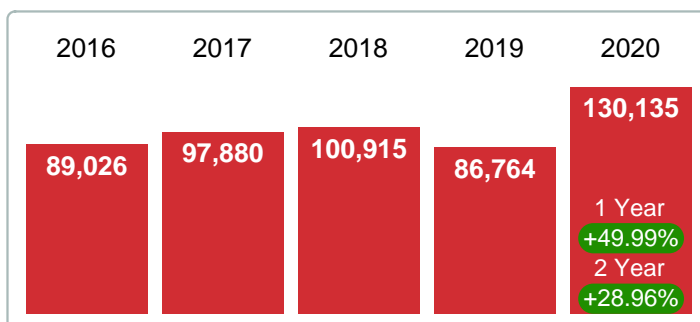
AVERAGE SOLD PRICE AT CLOSING

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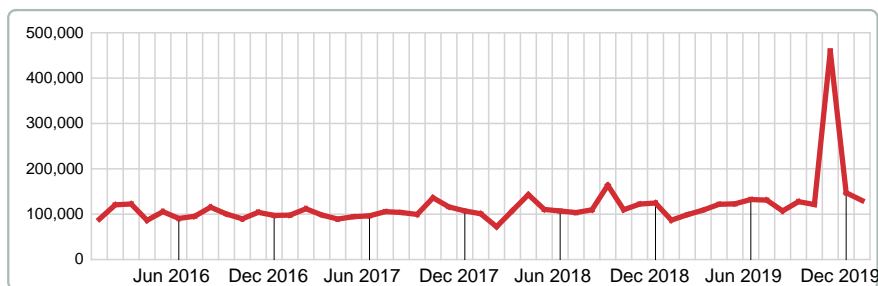
JANUARY



YEAR TO DATE (YTD)

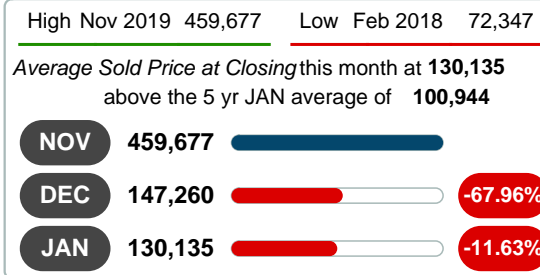


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 100,944



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	3	6.67%	23,317	26,725	16,500	0	0
\$40,001 - \$50,000	5	11.11%	48,160	45,000	49,267	48,000	0
\$50,001 - \$80,000	9	20.00%	64,422	62,700	65,667	66,000	0
\$80,001 - \$130,000	11	24.44%	106,613	87,000	107,856	111,450	0
\$130,001 - \$170,000	6	13.33%	149,982	137,196	156,375	0	0
\$170,001 - \$270,000	6	13.33%	200,817	200,000	179,333	233,450	0
\$270,001 and up	5	11.11%	337,600	500,000	0	305,000	273,000
Average Sold Price			130,135	117,554	108,529	178,480	273,000
Total Closed Units		100%	130,135	12	22	10	1
Total Closed Volume			5,856,087	1.41M	2.39M	1.78M	273.00K

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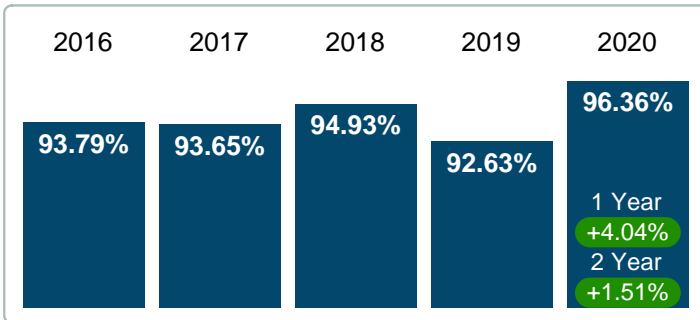
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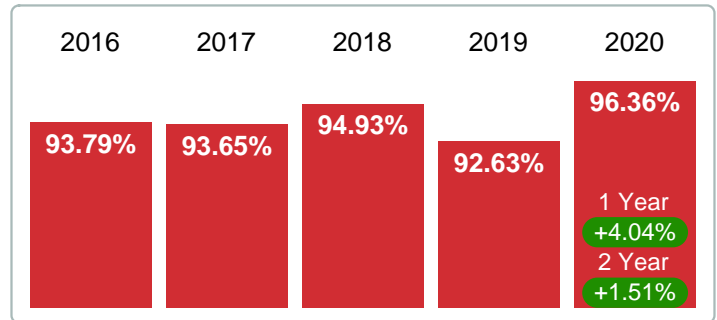
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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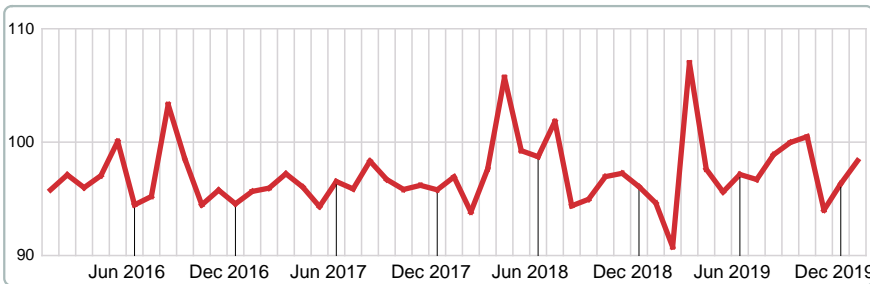
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

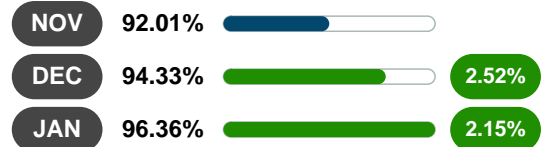


3 MONTHS

5 year JAN AVG = 94.27%

High Mar 2019 105.00% Low Feb 2019 88.76%

Average Sold/List Ratio this month at **96.36%**
above the 5 yr JAN average of **94.27%**



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	3	6.67%	95.53%	91.74%	103.13%	0.00%	0.00%
\$40,001 \$50,000	5	11.11%	95.23%	100.00%	95.76%	88.89%	0.00%
\$50,001 \$80,000	9	20.00%	98.98%	100.46%	96.33%	100.00%	0.00%
\$80,001 \$130,000	11	24.44%	96.89%	87.88%	96.80%	101.72%	0.00%
\$130,001 \$170,000	6	13.33%	93.40%	85.14%	97.54%	0.00%	0.00%
\$170,001 \$270,000	6	13.33%	96.71%	83.33%	100.07%	98.37%	0.00%
\$270,001 and up	5	11.11%	95.27%	94.08%	0.00%	96.56%	92.57%
Average Sold/List Ratio		96.40%		93.41%	97.46%	97.87%	92.57%
Total Closed Units		45	100%	12	22	10	1
Total Closed Volume		5,856,087		1.41M	2.39M	1.78M	273.00K

January 2020

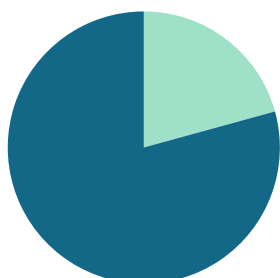
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

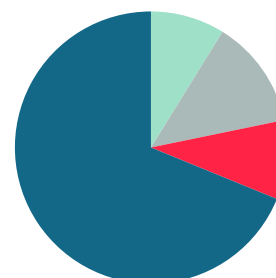


Inventory
 New Listings
102 = 20.73%
 Start Inventory
390
 Total Inventory Units
492
 Volume
\$89,887,433

Market Activity

Closed Sales
45 = 8.82%
 Pending Sales
66 = 12.94%
 Other Off Market
48 = 9.41%
 Active Inventory
351 = 68.82%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	54	45	-16.67%	54	45	-16.67%
Pending Sales	62	66	6.45%	62	66	6.45%
New Listings	105	102	-2.86%	105	102	-2.86%
Average List Price	90,538	136,052	50.27%	90,538	136,052	50.27%
Average Sale Price	86,764	130,135	49.99%	86,764	130,135	49.99%
Average Percent of Selling Price to List Price	92.63%	96.36%	4.04%	92.63%	96.36%	4.04%
Average Days on Market to Sale	62.46	46.47	-25.61%	62.46	46.47	-25.61%
Monthly Inventory	460	351	-23.70%	460	351	-23.70%
Months Supply of Inventory	7.48	5.74	-23.28%	7.48	5.74	-23.28%

Absorption: Last 12 months, an Average of **61** Sales/Month

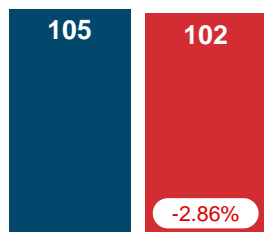
Inventory on January 31, 2020 = **351**

2019 **2020**

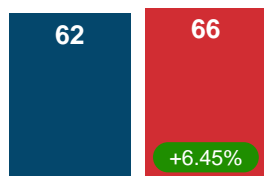
JANUARY MARKET

AVERAGE PRICES

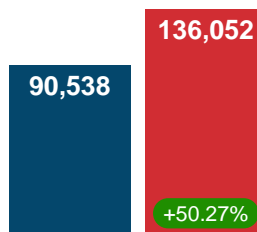
New Listings



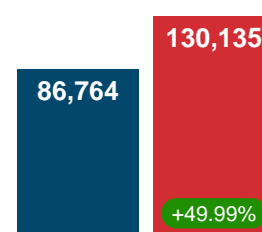
Pending Listings



List Price



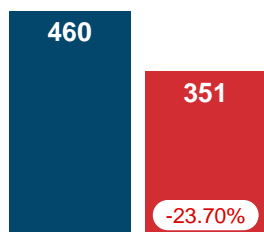
Sale Price



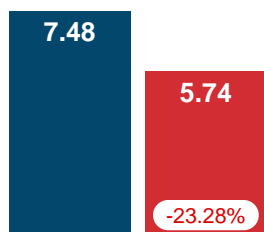
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

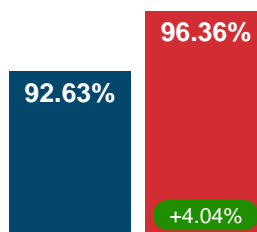
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

