

January 2020



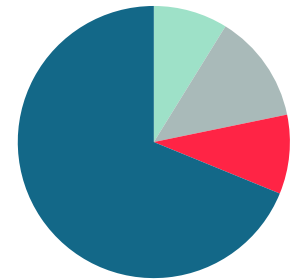
Area Delimited by County Of Muskogee



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%
Median List Price	90,250	109,000	20.78%
Median Sale Price	87,000	105,000	20.69%
Median Percent of Selling Price to List Price	96.50%	98.86%	2.45%
Median Days on Market to Sale	52.50	39.00	-25.71%
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.

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 **20.69%** in January 2020 to \$105,000 versus the previous year at \$87,000.

Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 13.50 days or **25.71%** in January 2020 compared to last year's same month at **52.50** DOM.

Sales Success for January 2020 is Positive

Overall, with Median 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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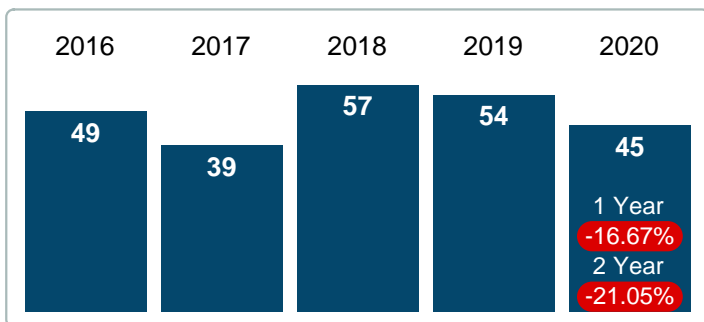
Area Delimited by County Of Muskogee



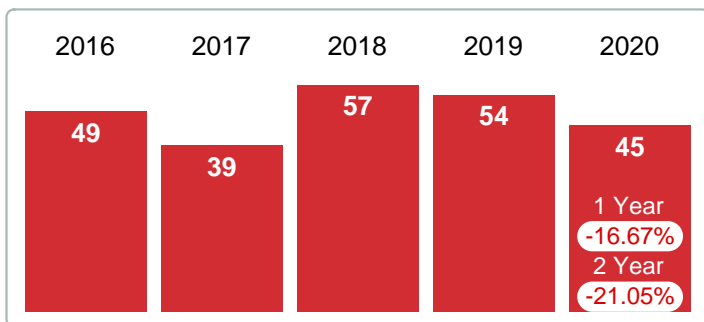
CLOSED LISTINGS

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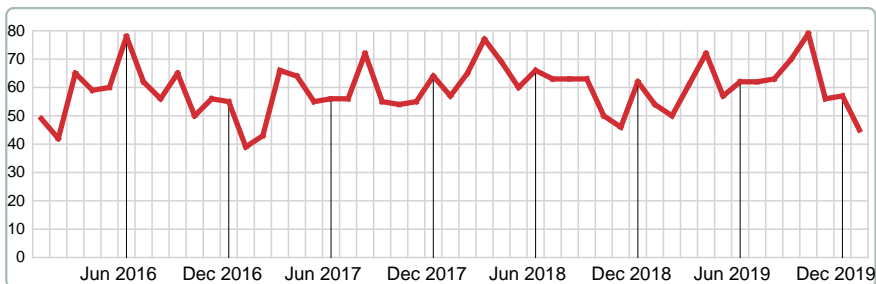
JANUARY



YEAR TO DATE (YTD)

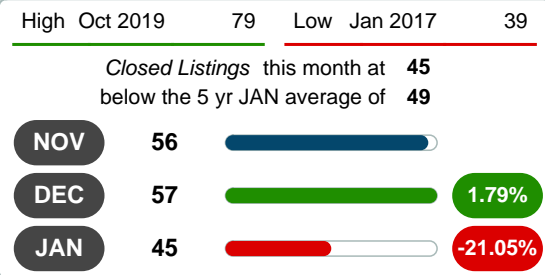


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	3	6.67%	5.0	2	1	0	0
\$40,001 - \$50,000	5	11.11%	44.0	1	3	1	0
\$50,001 - \$80,000	9	20.00%	35.0	4	3	2	0
\$80,001 - \$130,000	11	24.44%	52.0	1	8	2	0
\$130,001 - \$170,000	6	13.33%	34.0	2	4	0	0
\$170,001 - \$270,000	6	13.33%	32.5	1	3	2	0
\$270,001 and up	5	11.11%	46.0	1	0	3	1
Total Closed Units	45			12	22	10	1
Total Closed Volume	5,856,087	100%	39.0	1.41M	2.39M	1.78M	273.00K
Median Closed Price	\$105,000			\$68,000	\$105,750	\$179,900	\$273,000

January 2020

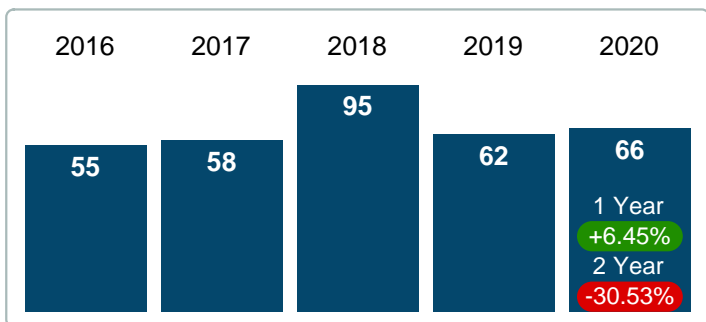
Area Delimited by County Of Muskogee



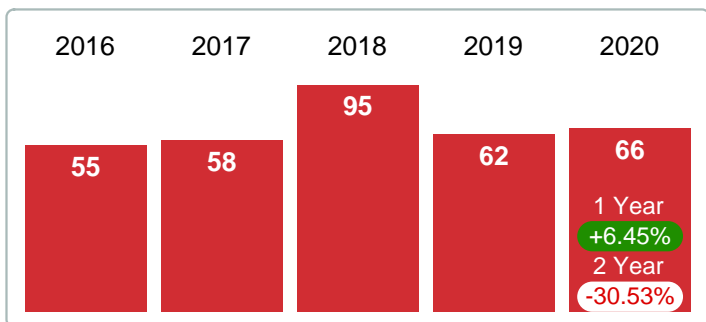
PENDING LISTINGS

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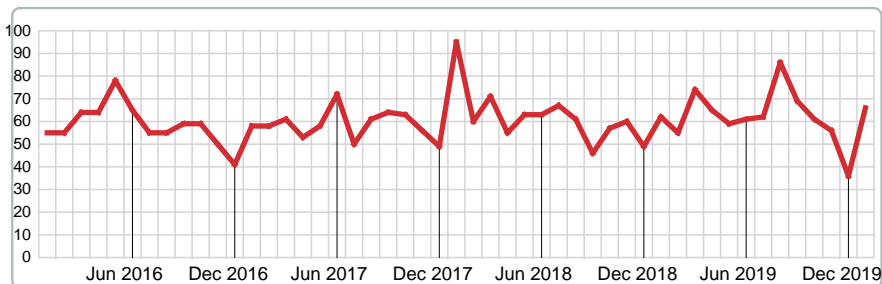
JANUARY



YEAR TO DATE (YTD)

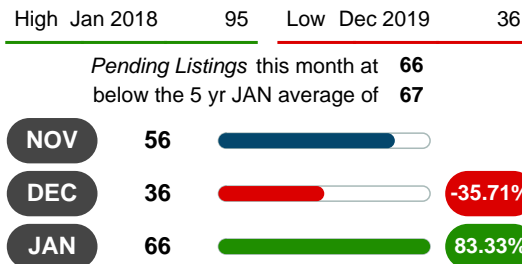


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 67



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	7.58%	49.0	4	1	0	0
\$40,001 - \$60,000	8	12.12%	32.0	4	3	0	1
\$60,001 - \$80,000	9	13.64%	68.0	1	7	1	0
\$80,001 - \$130,000	18	27.27%	55.5	1	13	4	0
\$130,001 - \$170,000	11	16.67%	29.0	0	8	3	0
\$170,001 - \$250,000	9	13.64%	28.0	1	6	2	0
\$250,001 and up	6	9.09%	50.5	1	3	1	1
Total Pending Units	66			12	41	11	2
Total Pending Volume	8,908,018	100%	50.0	1.39M	5.48M	1.62M	411.90K
Median Listing Price	\$113,700			\$45,000	\$126,945	\$133,650	\$205,950

January 2020



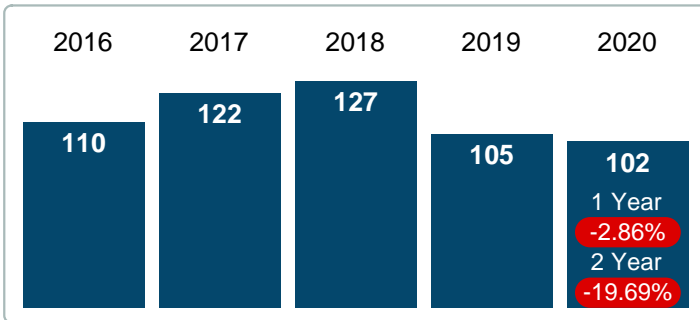
Area Delimited by County Of Muskogee



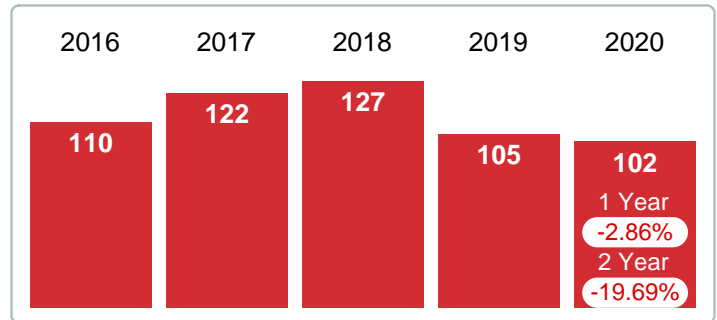
NEW LISTINGS

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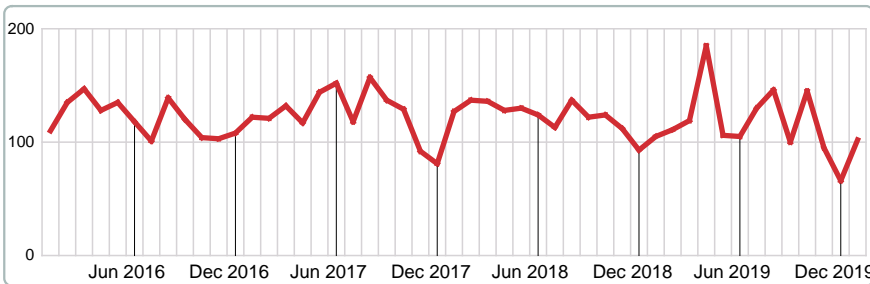
JANUARY



YEAR TO DATE (YTD)

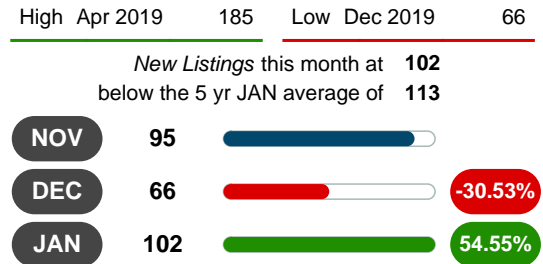


5 YEAR MARKET ACTIVITY TRENDS



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
Median New Listed Listing Price	\$91,200		\$44,000	\$127,400	\$179,900	\$299,900

January 2020



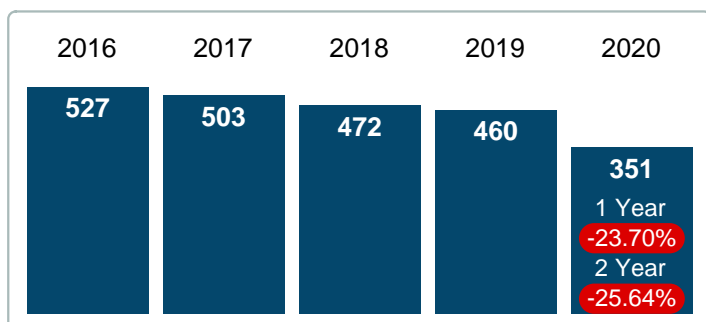
Area Delimited by County Of Muskogee



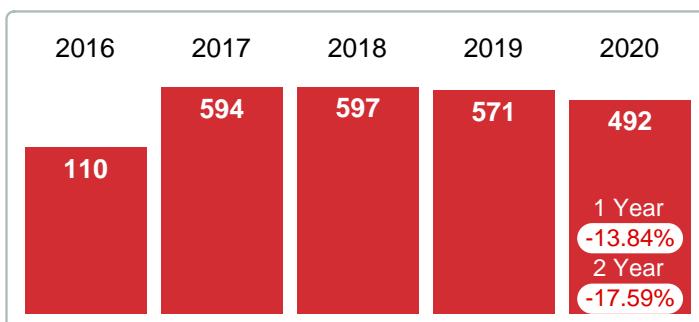
ACTIVE INVENTORY

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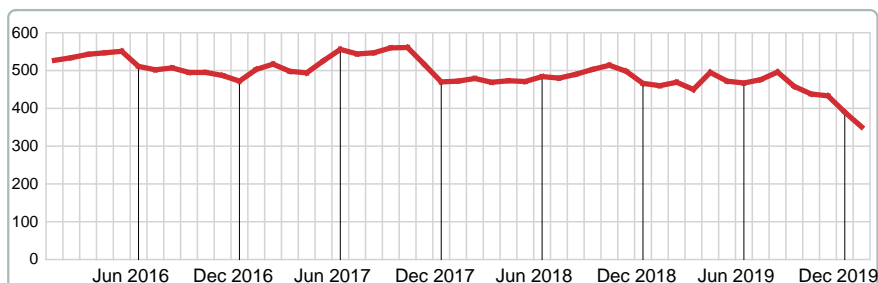
END OF JANUARY



ACTIVE DURING JANUARY

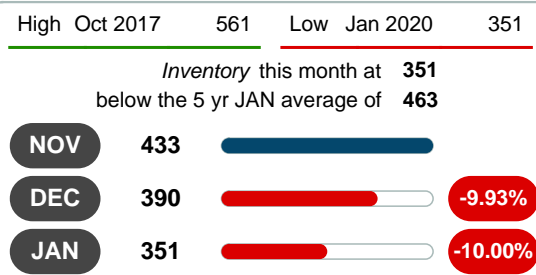


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 463



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	15	4.27%	97.0	15	0	0	0
\$10,001 - \$20,000	49	13.96%	110.0	48	1	0	0
\$20,001 - \$50,000	53	15.10%	55.0	45	7	1	0
\$50,001 - \$140,000	93	26.50%	78.0	52	33	7	1
\$140,001 - \$240,000	61	17.38%	86.0	15	31	15	0
\$240,001 - \$410,000	44	12.54%	78.0	23	7	11	3
\$410,001 and up	36	10.26%	95.5	21	7	6	2
Total Active Inventory by Units	351			219	86	40	6
Total Active Inventory by Volume	68,411,265	100%	90.0	36.47M	19.15M	10.76M	2.03M
Median Active Inventory Listing Price	\$100,000			\$54,900	\$147,900	\$222,500	\$375,000

January 2020



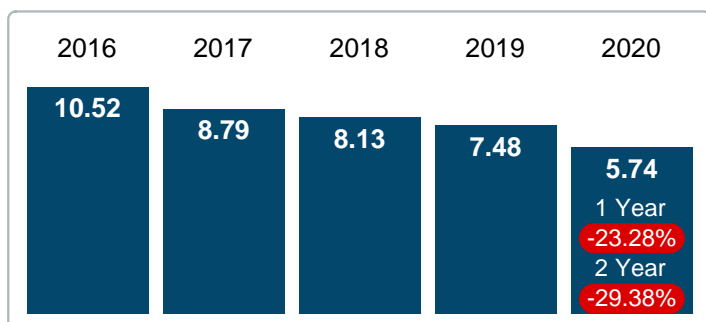
Area Delimited by County Of Muskogee



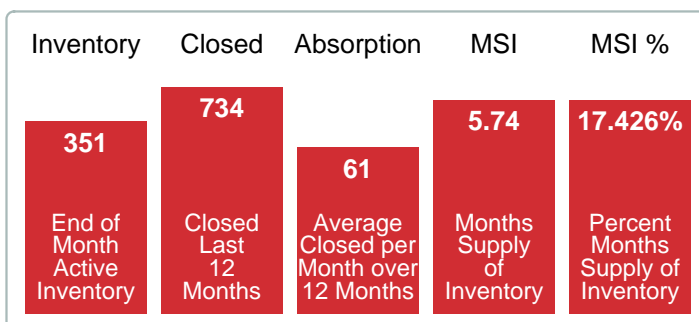
MONTHS SUPPLY of INVENTORY (MSI)

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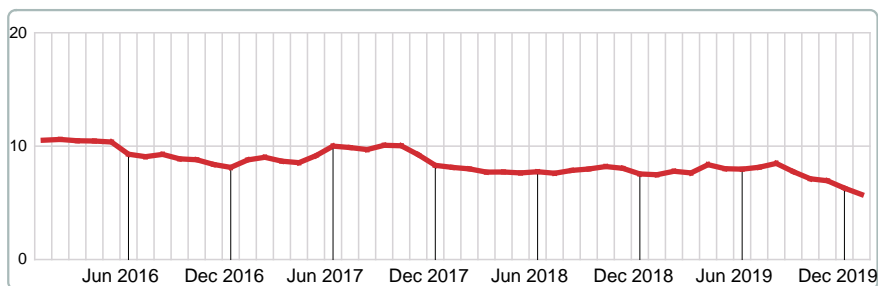
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

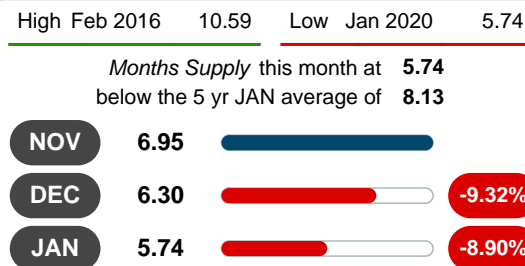


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 8.13



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

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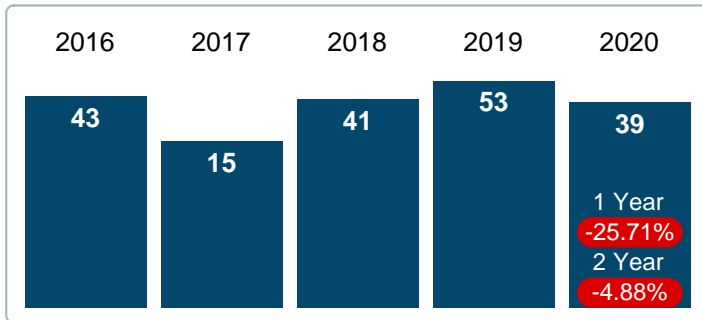
Area Delimited by County Of Muskogee



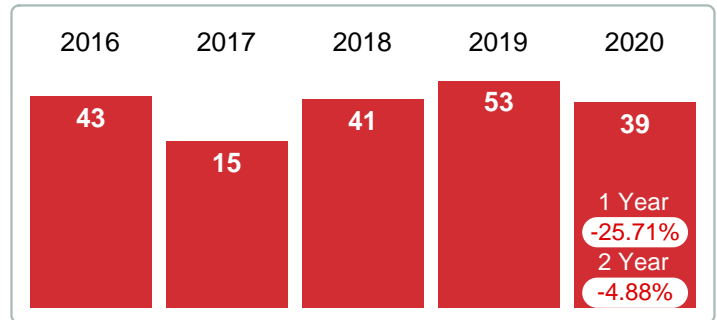
MEDIAN DAYS ON MARKET TO SALE

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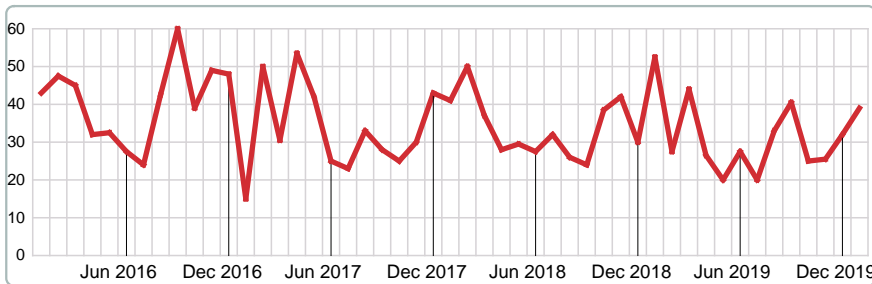
JANUARY



YEAR TO DATE (YTD)

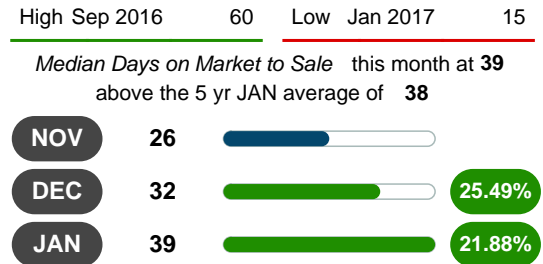


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 38



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	6.67%	5	78	5	0	0
\$40,001 \$50,000	11.11%	44	44	12	68	0
\$50,001 \$80,000	20.00%	35	40	35	68	0
\$80,001 \$130,000	24.44%	52	1	62	35	0
\$130,001 \$170,000	13.33%	34	26	76	0	0
\$170,001 \$270,000	13.33%	33	1	40	24	0
\$270,001 and up	11.11%	46	110	0	46	32
Median Closed DOM		39	26	38	45	32
Total Closed Units	100%	45	12	22	10	1
Total Closed Volume		5,856,087	1.41M	2.39M	1.78M	273.00K

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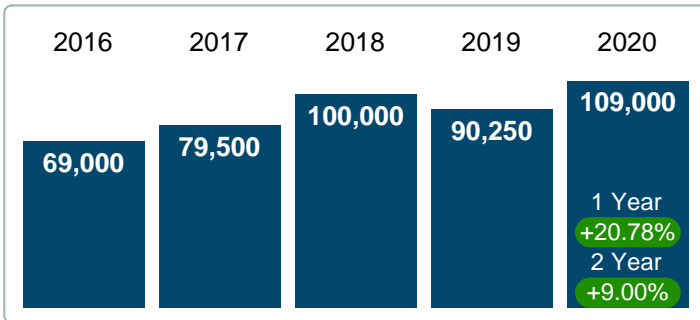
Area Delimited by County Of Muskogee



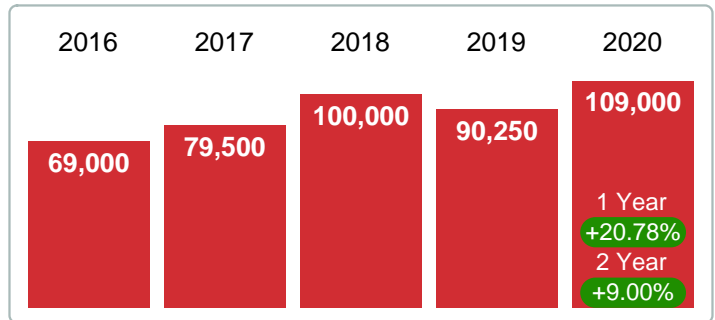
MEDIAN LIST PRICE AT CLOSING

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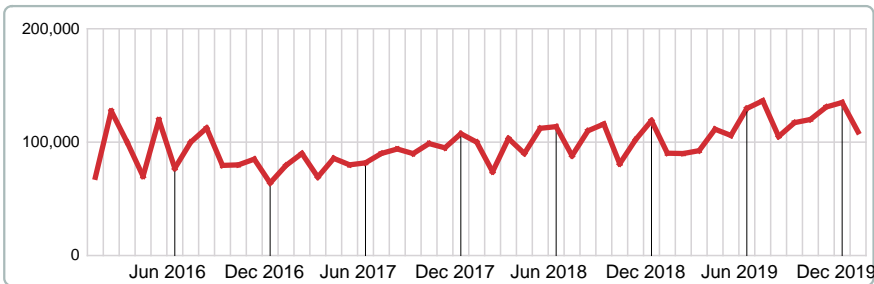
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

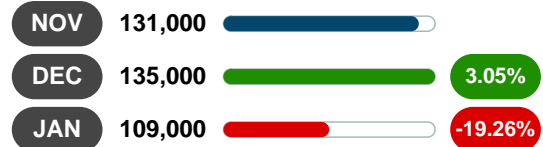


3 MONTHS

5 year JAN AVG = 89,550

High Jul 2019 136,500 Low Dec 2016 64,000

Median List Price at Closing this month at **109,000** above the 5 yr JAN average of **89,550**



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	6.67%	26,250	29,375	16,000	0	0
\$40,001 - \$50,000	6.67%	49,900	45,000	49,900	0	0
\$50,001 - \$80,000	22.22%	59,450	59,900	58,000	63,000	0
\$80,001 - \$130,000	26.67%	107,000	99,000	109,000	109,900	0
\$130,001 - \$170,000	8.89%	152,750	145,500	160,000	0	0
\$170,001 - \$270,000	17.78%	185,600	210,650	175,000	237,450	0
\$270,001 and up	11.11%	319,000	531,450	0	319,000	294,900
Median List Price		109,000	67,450	109,450	179,900	294,900
Total Closed Units	100%	109,000	12	22	10	1
Total Closed Volume		6,122,345	1.55M	2.45M	1.83M	294.90K

January 2020



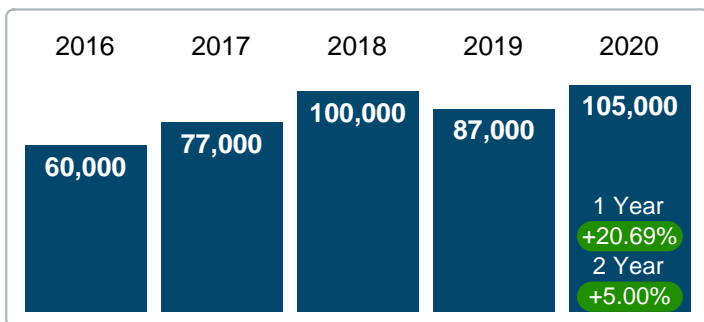
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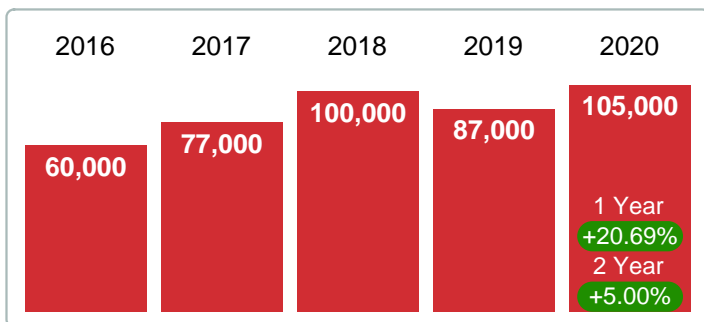
MEDIAN SOLD PRICE AT CLOSING

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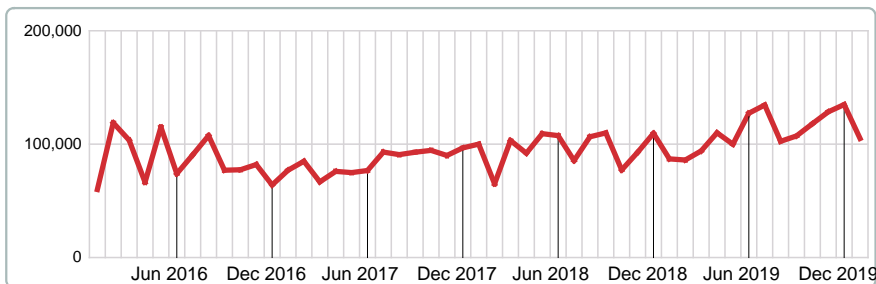
JANUARY



YEAR TO DATE (YTD)

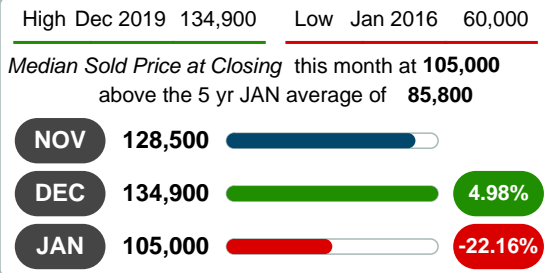


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 85,800



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	3	6.67%	25,950	26,725	16,500	0	0
\$40,001 - \$50,000	5	11.11%	48,900	45,000	49,000	48,000	0
\$50,001 - \$80,000	9	20.00%	61,000	60,450	59,000	66,000	0
\$80,001 - \$130,000	11	24.44%	105,000	87,000	105,750	111,450	0
\$130,001 - \$170,000	6	13.33%	149,750	137,196	160,000	0	0
\$170,001 - \$270,000	6	13.33%	194,000	200,000	175,000	233,450	0
\$270,001 and up	5	11.11%	309,000	500,000	0	309,000	273,000
Median Sold Price			105,000	68,000	105,750	179,900	273,000
Total Closed Units		100%	105,000	12	22	10	1
Total Closed Volume			5,856,087	1.41M	2.39M	1.78M	273.00K

January 2020



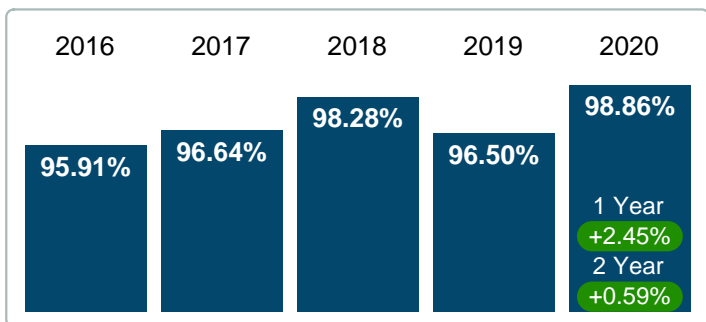
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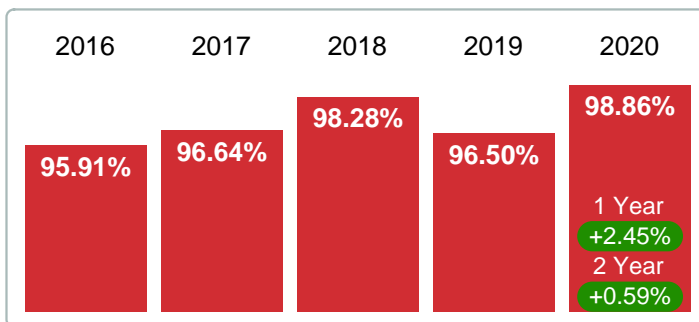
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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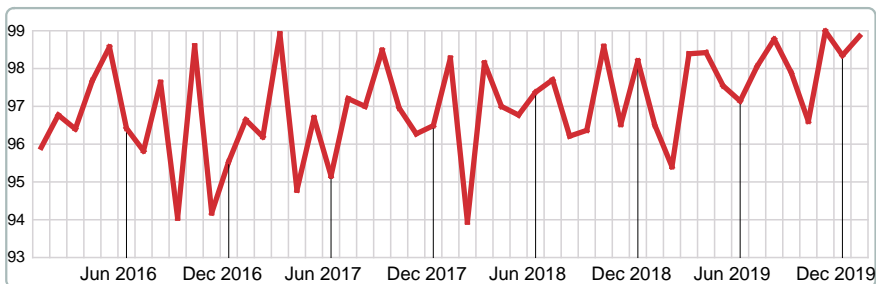
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

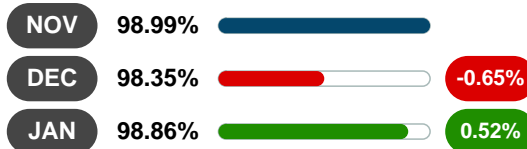


3 MONTHS

5 year JAN AVG = 97.24%

High Nov 2019 98.99% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **98.86%**
above the 5 yr JAN average of **97.24%**



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
\$40,000 and less	<div style="width: 6.67%; background-color: blue;"></div> 3	6.67%	98.86%	91.74%	103.13%	0.00%	0.00%
\$40,001 \$50,000	<div style="width: 11.11%; background-color: blue;"></div> 5	11.11%	98.20%	100.00%	98.20%	88.89%	0.00%
\$50,001 \$80,000	<div style="width: 20.00%; background-color: blue;"></div> 9	20.00%	100.00%	100.00%	100.00%	100.00%	0.00%
\$80,001 \$130,000	<div style="width: 24.44%; background-color: blue;"></div> 11	24.44%	100.00%	87.88%	98.85%	101.72%	0.00%
\$130,001 \$170,000	<div style="width: 13.33%; background-color: blue;"></div> 6	13.33%	96.51%	85.14%	97.31%	0.00%	0.00%
\$170,001 \$270,000	<div style="width: 13.33%; background-color: blue;"></div> 6	13.33%	99.50%	83.33%	100.00%	98.37%	0.00%
\$270,001 and up	<div style="width: 11.11%; background-color: blue;"></div> 5	11.11%	94.30%	94.08%	0.00%	96.87%	92.57%
Median Sold/List Ratio		98.86%		97.37%	99.50%	99.26%	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

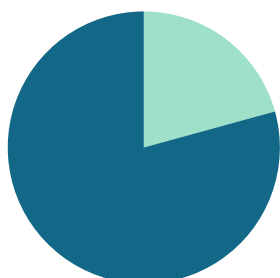
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

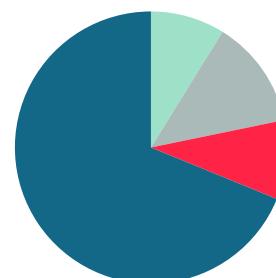


Inventory
 New Listings
102 = 20.73%
 Start Inventory
390
 Total Inventory Units
492
 Volume
\$89,887,433

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%
Median List Price	90,250	109,000	20.78%	90,250	109,000	20.78%
Median Sale Price	87,000	105,000	20.69%	87,000	105,000	20.69%
Median Percent of Selling Price to List Price	96.50%	98.86%	2.45%	96.50%	98.86%	2.45%
Median Days on Market to Sale	52.50	39.00	-25.71%	52.50	39.00	-25.71%
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

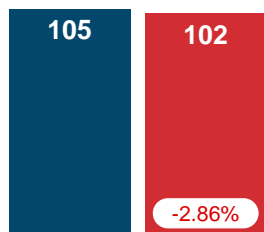
Inventory on January 31, 2020 = **351**

2019 **2020**

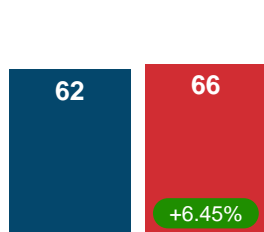
JANUARY MARKET

MEDIAN PRICES

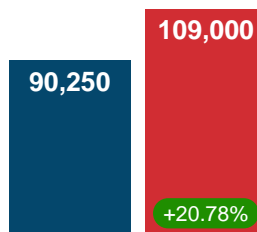
New Listings



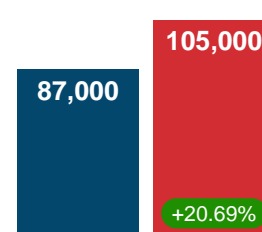
Pending Listings



List Price



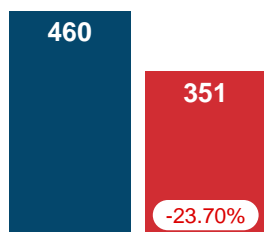
Sale Price



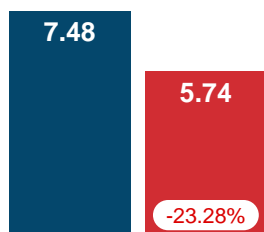
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

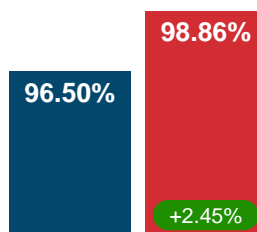
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

