

# July 2020

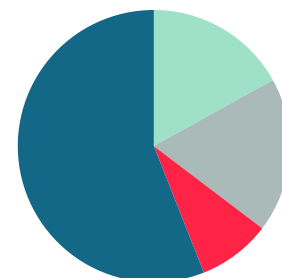
Area Delimited by County Of Muskogee



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	65	82	26.15%
Pending Listings	62	89	43.55%
New Listings	130	108	-16.92%
Average List Price	131,884	156,373	18.57%
Average Sale Price	126,079	145,942	15.75%
Average Percent of Selling Price to List Price	94.98%	96.29%	1.38%
Average Days on Market to Sale	34.37	41.83	21.71%
End of Month Inventory	480	271	-43.54%
Months Supply of Inventory	7.79	4.34	-44.37%



■ Closed (16.94%)  
■ Pending (18.39%)  
■ Other OffMarket (8.68%)  
■ Active (55.99%)

**Absorption:** Last 12 months, an Average of **63** Sales/Month  
**Active Inventory** as of July 31, 2020 = **271**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **43.54%** to 271 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **4.34** 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 **15.75%** in July 2020 to \$145,942 versus the previous year at \$126,079.

#### Average Days on Market Lengthens

The average number of **41.83** days that homes spent on the market before selling increased by 7.46 days or **21.71%** in July 2020 compared to last year's same month at **34.37** DOM.

#### Sales Success for July 2020 is Positive

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

There were 108 New Listings in July 2020, down **16.92%** from last year at 130. Furthermore, there were 82 Closed Listings this month versus last year at 65, a **26.15%** increase.

Closed versus Listed trends yielded a **75.9%** ratio, up from previous year's, July 2019, at **50.0%**, a **51.85%** 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

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

### 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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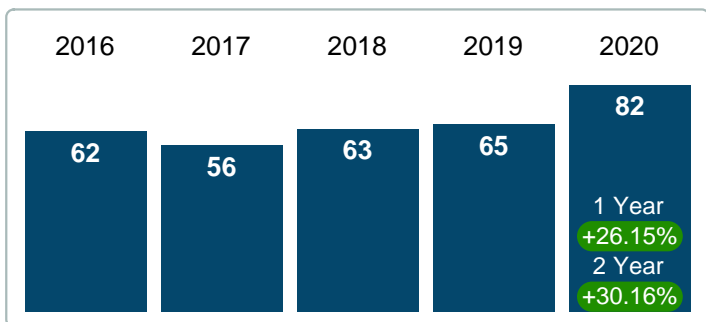
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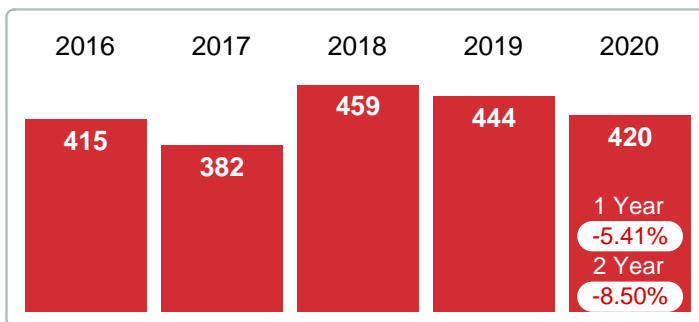
## CLOSED LISTINGS

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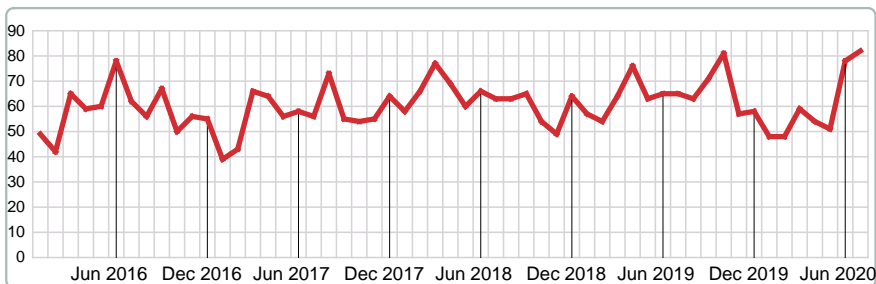
### JULY



### YEAR TO DATE (YTD)

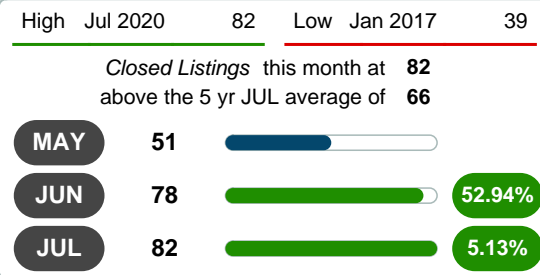


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 66



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	8.54%	63.0	6	1	0	0
\$30,001 - \$50,000	8	9.76%	64.1	2	4	1	1
\$50,001 - \$80,000	16	19.51%	39.8	6	8	2	0
\$80,001 - \$140,000	17	20.73%	25.1	2	12	3	0
\$140,001 - \$170,000	9	10.98%	33.8	0	7	2	0
\$170,001 - \$270,000	17	20.73%	39.4	2	10	4	1
\$270,001 and up	8	9.76%	55.0	3	1	2	2
<b>Total Closed Units</b>	<b>82</b>			<b>21</b>	<b>43</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>	<b>11,967,253</b>	<b>100%</b>	<b>41.8</b>	<b>3.02M</b>	<b>5.37M</b>	<b>2.54M</b>	<b>1.04M</b>
<b>Average Closed Price</b>	<b>\$145,942</b>			<b>\$143,727</b>	<b>\$124,878</b>	<b>\$181,516</b>	<b>\$259,500</b>

# July 2020



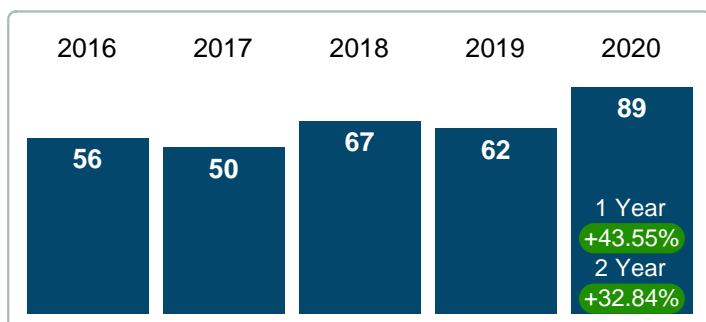
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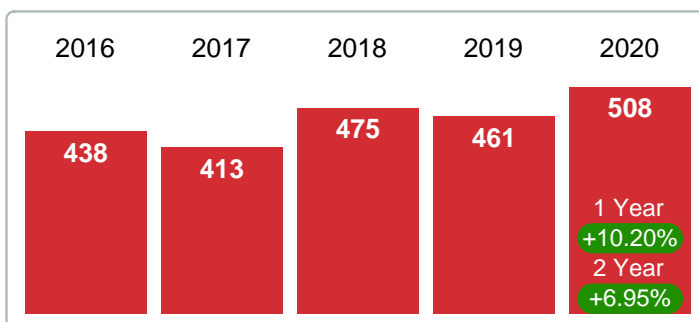
## PENDING LISTINGS

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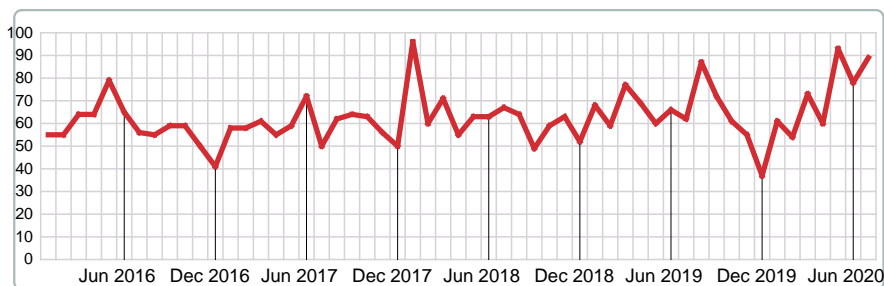
### JULY



### YEAR TO DATE (YTD)

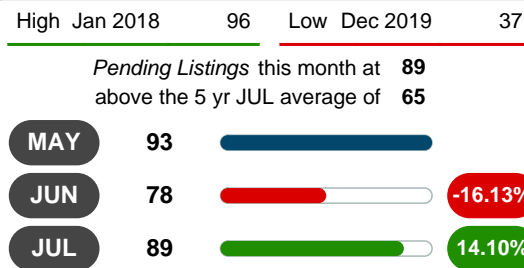


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 65



### 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	9	10.11%	50.4	6	1	2	0
\$30,001 - \$60,000	11	12.36%	36.6	5	6	0	0
\$60,001 - \$110,000	12	13.48%	20.8	2	8	2	0
\$110,001 - \$160,000	22	24.72%	27.8	0	19	3	0
\$160,001 - \$190,000	15	16.85%	28.7	2	8	5	0
\$190,001 - \$270,000	11	12.36%	35.2	0	7	4	0
\$270,001 and up	9	10.11%	46.8	2	3	4	0
<b>Total Pending Units</b>	<b>89</b>			<b>17</b>	<b>52</b>	<b>20</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>12,773,425</b>	<b>100%</b>	<b>29.9</b>	<b>1.54M</b>	<b>7.69M</b>	<b>3.54M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$106,838</b>			<b>\$90,635</b>	<b>\$147,939</b>	<b>\$176,990</b>	<b>\$0</b>

# July 2020



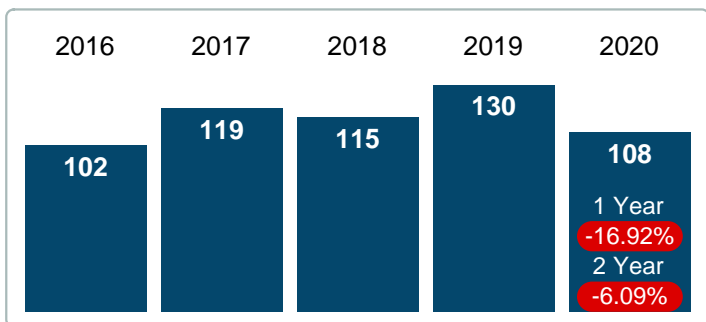
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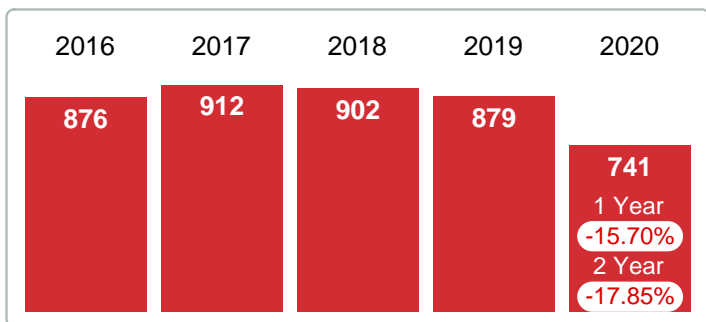
## NEW LISTINGS

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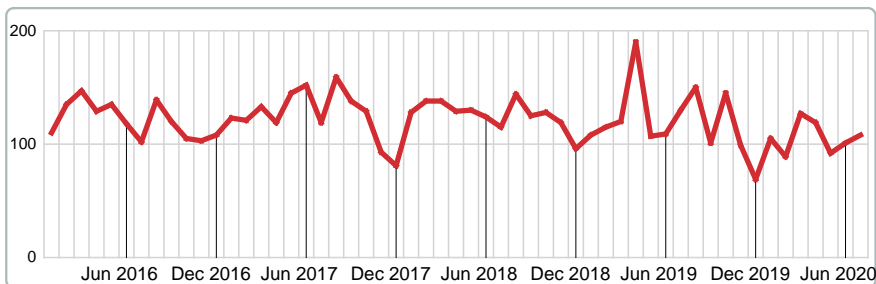
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

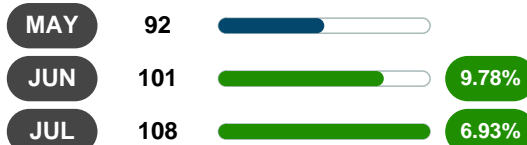


### 3 MONTHS

5 year JUL AVG = 115

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 108  
below the 5 yr JUL average of 115



### 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	11	10.19%	9	0	2	0
\$30,001 - \$50,000	10	9.26%	6	4	0	0
\$50,001 - \$100,000	19	17.59%	7	10	2	0
\$100,001 - \$150,000	26	24.07%	5	16	4	1
\$150,001 - \$200,000	17	15.74%	0	13	4	0
\$200,001 - \$290,000	14	12.96%	5	6	3	0
\$290,001 and up	11	10.19%	6	1	4	0
<b>Total New Listed Units</b>	<b>108</b>		<b>38</b>	<b>50</b>	<b>19</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>16,640,900</b>	<b>100%</b>	<b>5.97M</b>	<b>7.01M</b>	<b>3.53M</b>	<b>133.00K</b>
<b>Average New Listed Listing Price</b>	<b>\$143,225</b>		<b>\$157,016</b>	<b>\$140,138</b>	<b>\$186,021</b>	<b>\$133,000</b>

# July 2020



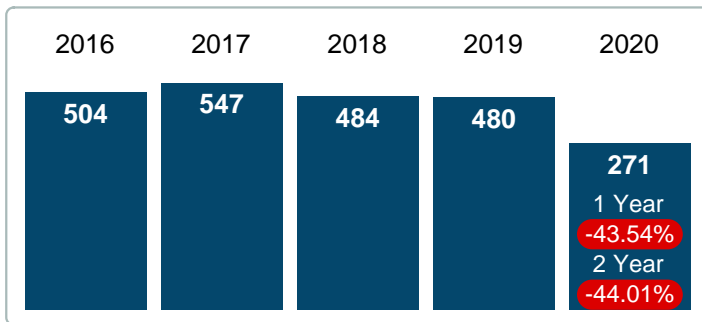
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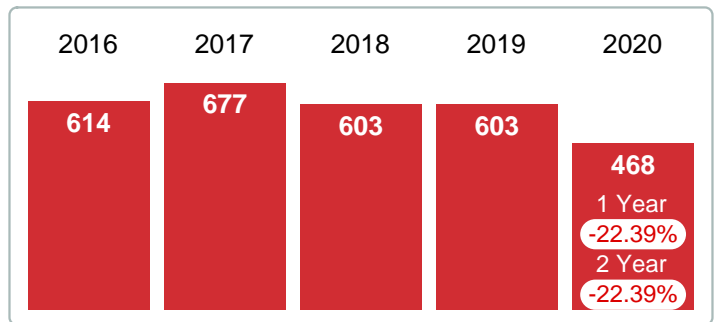
## ACTIVE INVENTORY

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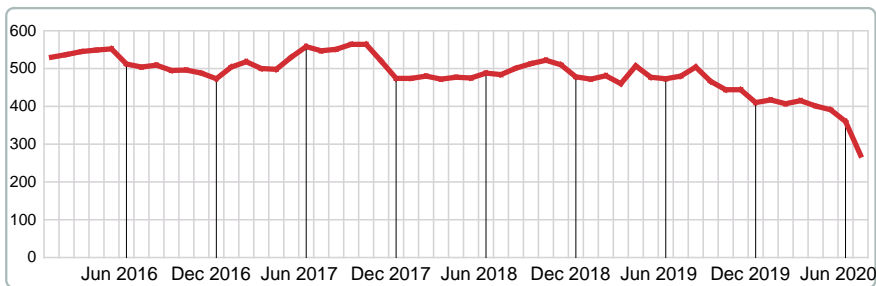
### END OF JULY



### ACTIVE DURING JULY

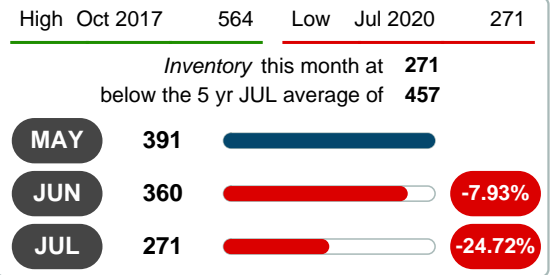


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 457



### 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	57	21.03%	142.2	54	1	2	0
\$25,001-\$50,000	24	8.86%	75.6	20	3	1	0
\$50,001-\$150,000	91	33.58%	79.9	52	32	4	3
\$150,001-\$250,000	34	12.55%	62.9	12	16	4	2
\$250,001-\$475,000	37	13.65%	83.4	17	6	13	1
\$475,001 and up	28	10.33%	128.3	18	4	5	1
<b>Total Active Inventory by Units</b>	<b>271</b>			<b>173</b>	<b>62</b>	<b>29</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>57,051,594</b>	<b>100%</b>	<b>96.0</b>	<b>31.47M</b>	<b>14.67M</b>	<b>8.81M</b>	<b>2.10M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$210,522</b>			<b>\$181,892</b>	<b>\$236,620</b>	<b>\$303,903</b>	<b>\$300,086</b>

# July 2020



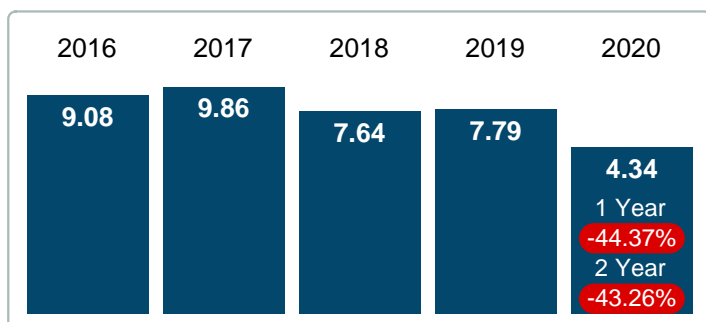
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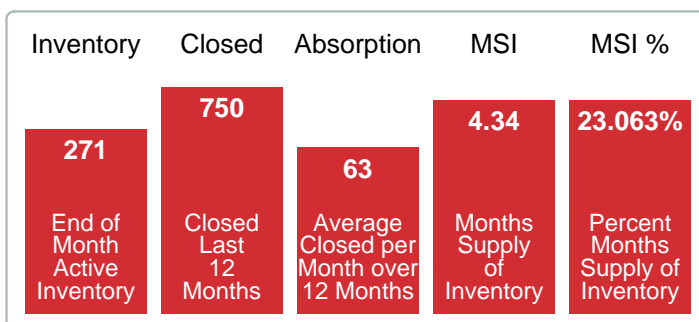
## MONTHS SUPPLY of INVENTORY (MSI)

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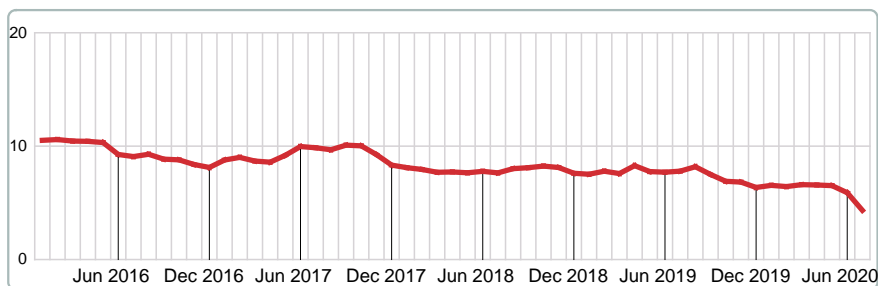
### MSI FOR JULY



### INDICATORS FOR JULY 2020

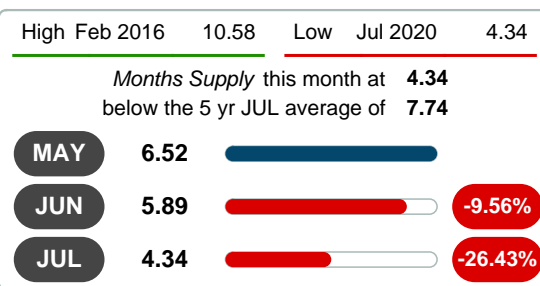


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 7.74



### 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	2.95%	8.00	16.00	0.00	0.00	0.00
\$10,001 - \$20,000	40	14.76%	12.31	18.72	0.00	12.00	0.00
\$20,001 - \$60,000	47	17.34%	4.00	6.26	1.83	2.67	0.00
\$60,001 - \$150,000	77	28.41%	2.77	7.94	1.52	0.91	12.00
\$150,001 - \$250,000	34	12.55%	3.04	16.00	2.53	1.04	8.00
\$250,001 - \$490,000	39	14.39%	6.24	19.00	3.60	5.57	0.80
\$490,001 and up	26	9.59%	20.80	14.77	0.00	30.00	0.00
Market Supply of Inventory (MSI)			4.34	10.43	1.93	2.49	3.36
Total Active Inventory by Units		100%	4.34	173	62	29	7

# July 2020



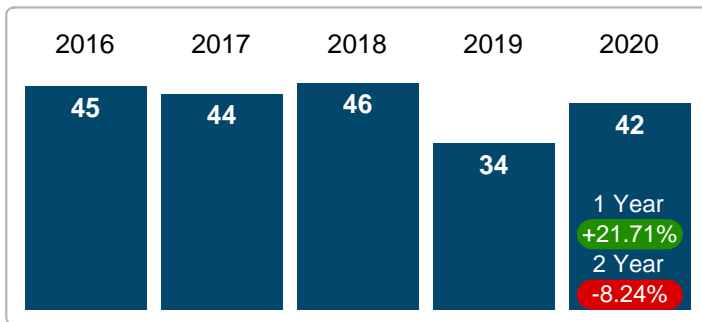
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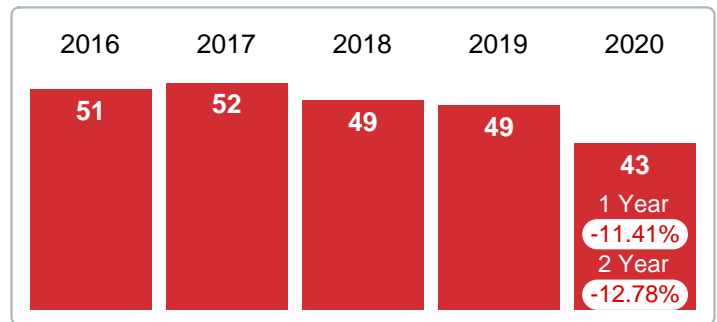
## AVERAGE DAYS ON MARKET TO SALE

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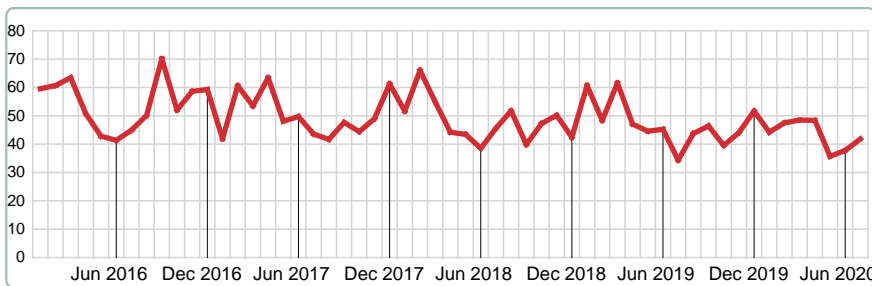
### JULY



### YEAR TO DATE (YTD)

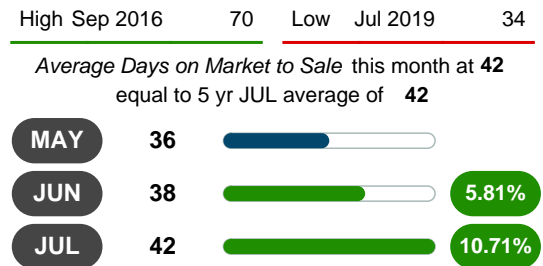


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 42



### 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
\$30,000 and less	8.54%	63	72	10	0	0
\$30,001 - \$50,000	9.76%	64	150	49	7	12
\$50,001 - \$80,000	19.51%	40	23	41	86	0
\$80,001 - \$140,000	20.73%	25	39	21	32	0
\$140,001 - \$170,000	10.98%	34	0	41	9	0
\$170,001 - \$270,000	20.73%	39	4	45	29	101
\$270,001 and up	9.76%	55	93	36	42	21
<b>Average Closed DOM</b>		<b>42</b>	<b>59</b>	<b>36</b>	<b>35</b>	<b>39</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>42</b>	<b>21</b>	<b>43</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>11,967,253</b>	<b>3.02M</b>	<b>5.37M</b>	<b>2.54M</b>	<b>1.04M</b>

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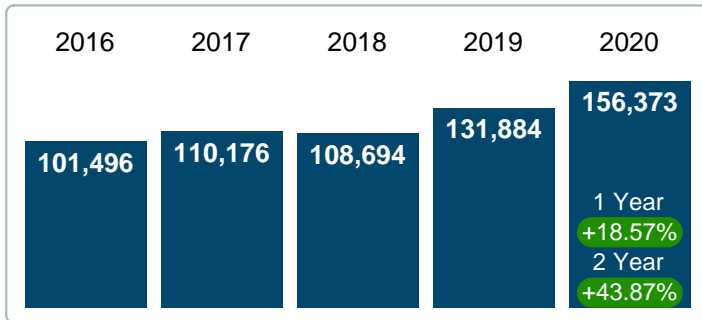
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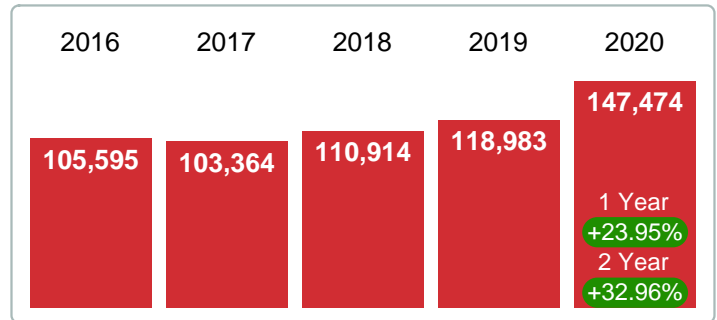
## AVERAGE LIST PRICE AT CLOSING

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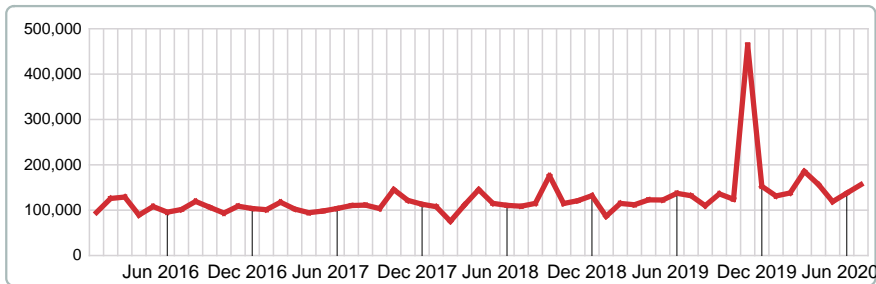
### JULY



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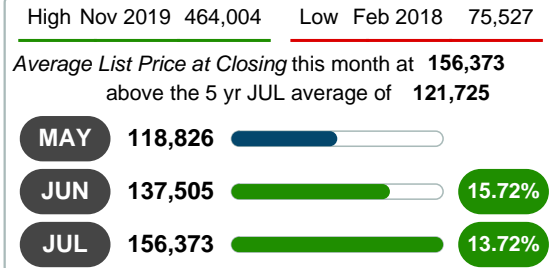


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 121,725



### 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
\$25,000 and less	6	7.32%	19,900	26,625	22,000	0	0
\$25,001 \$50,000	6	7.32%	40,467	38,941	36,175	55,000	45,000
\$50,001 \$75,000	16	19.51%	61,207	66,480	61,269	74,700	0
\$75,001 \$125,000	15	18.29%	103,593	104,667	108,944	124,133	0
\$125,001 \$175,000	17	20.73%	149,871	175,000	147,864	159,600	0
\$175,001 \$250,000	12	14.63%	198,225	225,000	199,867	183,500	0
\$250,001 and up	10	12.20%	500,070	781,633	395,000	403,667	344,267
Average List Price			156,373	173,979	126,922	188,114	269,450
Total Closed Units		100%	156,373	21	43	14	4
Total Closed Volume			12,822,614	3.65M	5.46M	2.63M	1.08M



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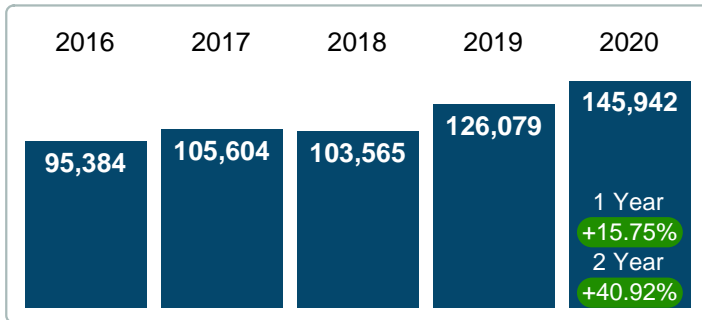
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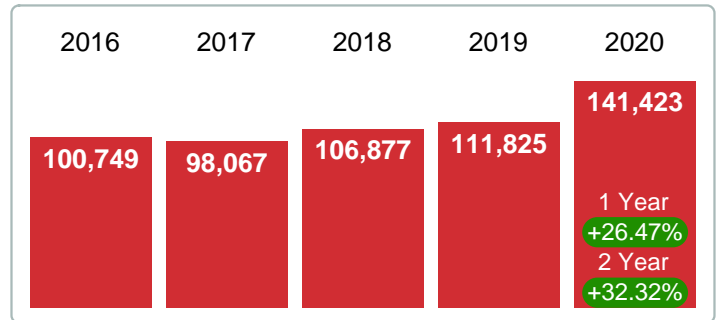
## AVERAGE SOLD PRICE AT CLOSING

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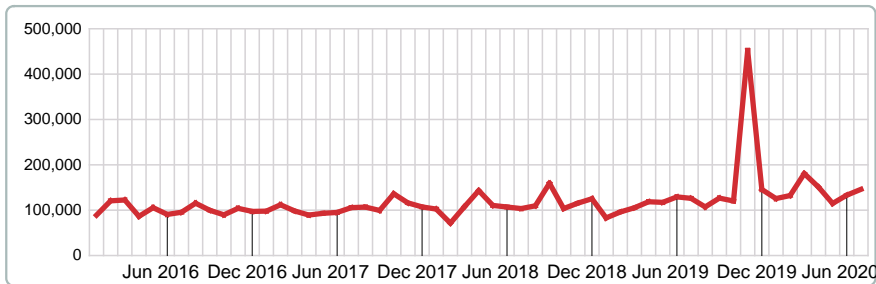
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

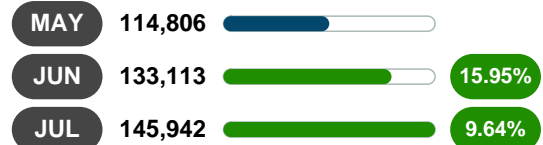


### 3 MONTHS

5 year JUL AVG = 115,315

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

Average Sold Price at Closing this month at **145,942**  
above the 5 yr JUL average of **115,315**



### 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
\$30,000 and less	8.54%	19,540	20,296	15,000	0	0
\$30,001 - \$50,000	9.76%	40,657	41,750	36,064	49,500	48,000
\$50,001 - \$80,000	19.51%	63,211	63,333	61,488	69,735	0
\$80,001 - \$140,000	20.73%	113,841	117,000	113,442	113,333	0
\$140,001 - \$170,000	10.98%	148,889	0	149,143	148,000	0
\$170,001 - \$270,000	20.73%	199,753	199,500	193,630	197,625	270,000
\$270,001 and up	9.76%	477,844	600,000	377,000	462,875	360,000
<b>Average Sold Price</b>		<b>145,942</b>	<b>143,727</b>	<b>124,878</b>	<b>181,516</b>	<b>259,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>145,942</b>	<b>21</b>	<b>43</b>	<b>14</b>	<b>4</b>
<b>Total Closed Volume</b>		<b>11,967,253</b>	<b>3.02M</b>	<b>5.37M</b>	<b>2.54M</b>	<b>1.04M</b>

# July 2020



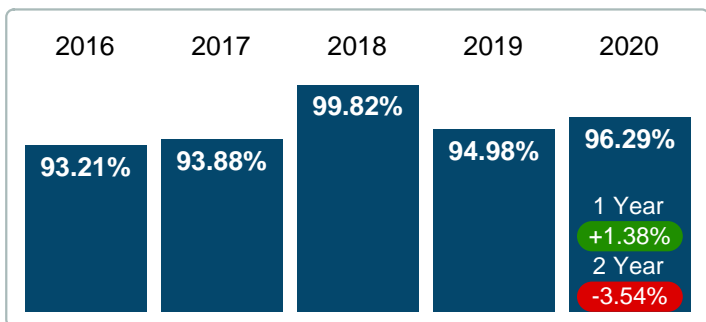
Area Delimited by County Of Muskogee



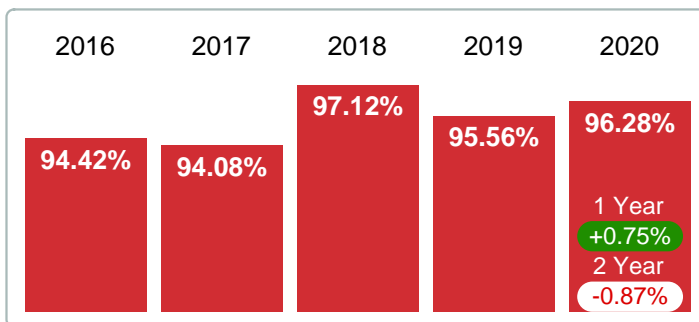
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

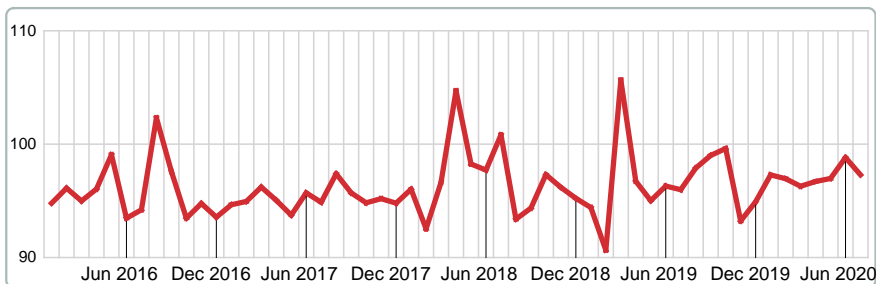
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

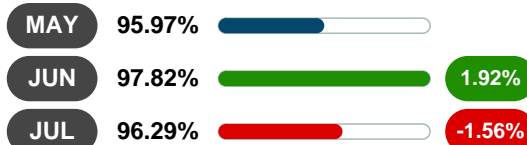


### 3 MONTHS

5 year JUL AVG = 95.64%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **96.29%** equal to 5 yr JUL average of **95.64%**



### 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
\$30,000 and less	7	8.54%	85.52%	88.41%	68.18%	0.00%	0.00%
\$30,001 \$50,000	8	9.76%	98.93%	80.22%	108.58%	90.00%	106.67%
\$50,001 \$80,000	16	19.51%	96.58%	92.74%	100.30%	93.29%	0.00%
\$80,001 \$140,000	17	20.73%	97.76%	100.00%	98.74%	92.34%	0.00%
\$140,001 \$170,000	9	10.98%	98.99%	0.00%	98.98%	99.03%	0.00%
\$170,001 \$270,000	17	20.73%	98.61%	99.71%	98.41%	99.92%	93.14%
\$270,001 and up	8	9.76%	91.40%	82.94%	95.44%	96.53%	96.93%
Average Sold/List Ratio		96.30%		90.26%	99.12%	96.03%	98.42%
Total Closed Units		82	100%	21	43	14	4
Total Closed Volume		11,967,253		3.02M	5.37M	2.54M	1.04M

# July 2020



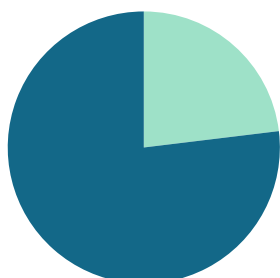
Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

### INVENTORY

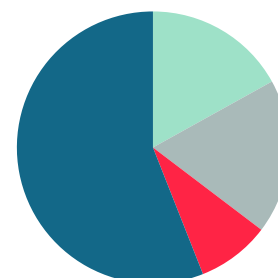


**Inventory**  
 New Listings  
**108 = 23.08%**  
 Start Inventory  
**360**  
 Total Inventory Units  
**468**  
 Volume  
**\$90,630,216**

### Market Activity

Closed Sales  
**82 = 16.94%**  
 Pending Sales  
**89 = 18.39%**  
 Other Off Market  
**42 = 8.68%**  
 Active Inventory  
**271 = 55.99%**

### MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	65	82	26.15%	444	420	-5.41%
Pending Sales	62	89	43.55%	461	508	10.20%
New Listings	130	108	-16.92%	879	741	-15.70%
Average List Price	131,884	156,373	18.57%	118,983	147,474	23.95%
Average Sale Price	126,079	145,942	15.75%	111,825	141,423	26.47%
Average Percent of Selling Price to List Price	94.98%	96.29%	1.38%	95.56%	96.28%	0.75%
Average Days on Market to Sale	34.37	41.83	21.71%	48.58	43.04	-11.41%
Monthly Inventory	480	271	-43.54%	480	271	-43.54%
Months Supply of Inventory	7.79	4.34	-44.37%	7.79	4.34	-44.37%

**Absorption:** Last 12 months, an Average of **63** Sales/Month

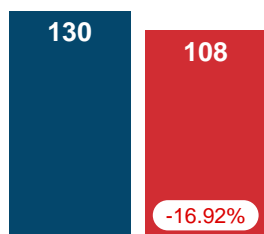
**Inventory** on July 31, 2020 = **271**

**2019** **2020**

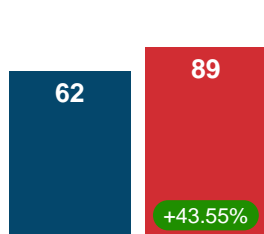
### JULY MARKET

### AVERAGE PRICES

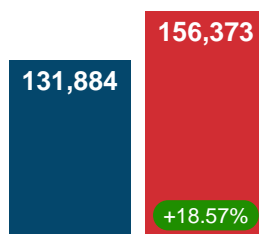
#### New Listings



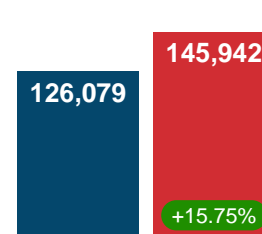
#### Pending Listings



#### List Price



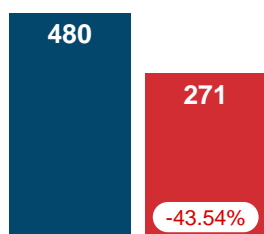
#### Sale Price



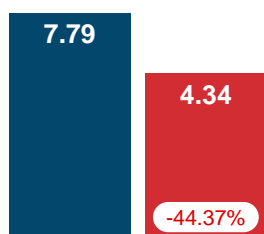
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

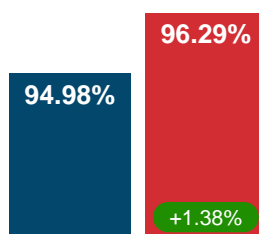
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

