

June 2020



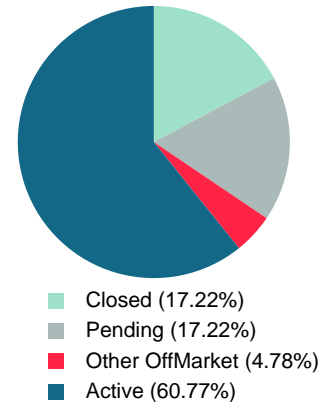
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 13, 2020 for MLS Technology Inc.

Compared Metrics	2019	June 2020	+/-%
Closed Listings	59	72	22.03%
Pending Listings	61	72	18.03%
New Listings	94	95	1.06%
Average List Price	129,992	139,081	6.99%
Average Sale Price	125,980	134,695	6.92%
Average Percent of Selling Price to List Price	96.29%	97.57%	1.33%
Average Days on Market to Sale	46.14	35.72	-22.57%
End of Month Inventory	408	254	-37.75%
Months Supply of Inventory	7.22	4.55	-37.00%



Absorption: Last 12 months, an Average of **56** Sales/Month
Active Inventory as of June 30, 2020 = **254**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2020 decreased **37.75%** to 254 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **4.55** 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 **6.92%** in June 2020 to \$134,695 versus the previous year at \$125,980.

Average Days on Market Shortens

The average number of **35.72** days that homes spent on the market before selling decreased by 10.41 days or **22.57%** in June 2020 compared to last year's same month at **46.14** DOM.

Sales Success for June 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 95 New Listings in June 2020, up **1.06%** from last year at 94. Furthermore, there were 72 Closed Listings this month versus last year at 59, a **22.03%** increase.

Closed versus Listed trends yielded a **75.8%** ratio, up from previous year's, June 2019, at **62.8%**, a **20.75%** 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®

Visit www.tulsarealtors.com to find a REALTOR® today.

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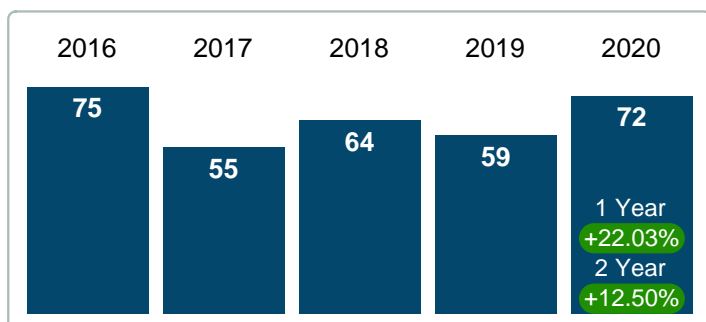
Area Delimited by County Of Muskogee



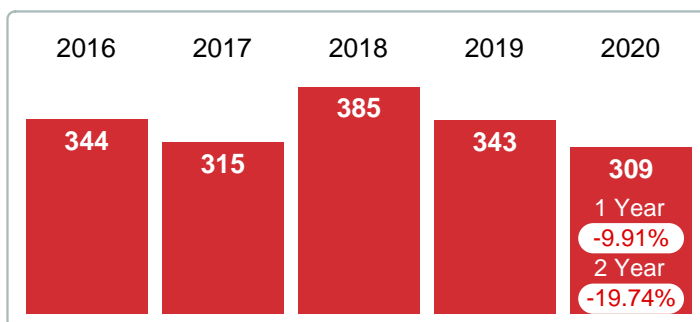
CLOSED LISTINGS

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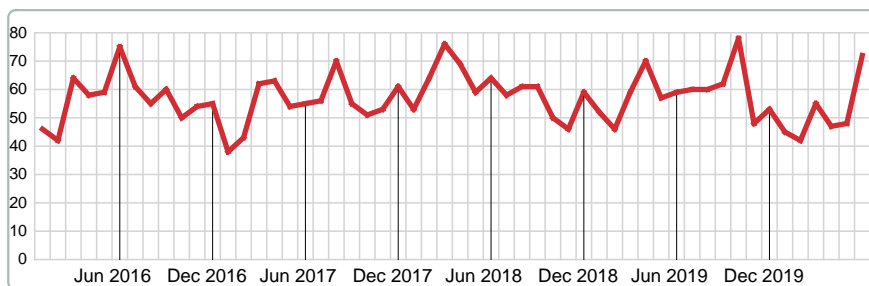
JUNE



YEAR TO DATE (YTD)

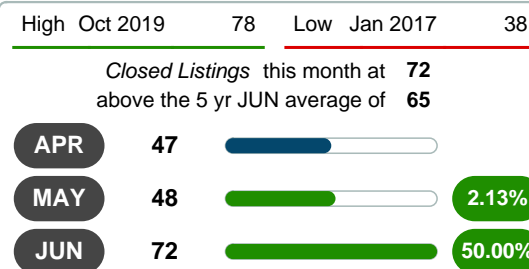


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 65



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	9.72%	61.6	6	1	0	0
\$30,001 - \$50,000	9	12.50%	29.3	5	2	2	0
\$50,001 - \$90,000	8	11.11%	27.0	2	6	0	0
\$90,001 - \$150,000	23	31.94%	40.4	2	17	4	0
\$150,001 - \$190,000	10	13.89%	30.2	1	6	3	0
\$190,001 - \$280,000	6	8.33%	21.2	0	1	5	0
\$280,001 and up	9	12.50%	33.6	1	3	3	2
Total Closed Units	72			17	36	17	2
Total Closed Volume	9,698,051	100%	35.7	1.18M	4.58M	3.16M	785.00K
Average Closed Price	\$134,695			\$69,324	\$127,107	\$185,806	\$392,500

June 2020



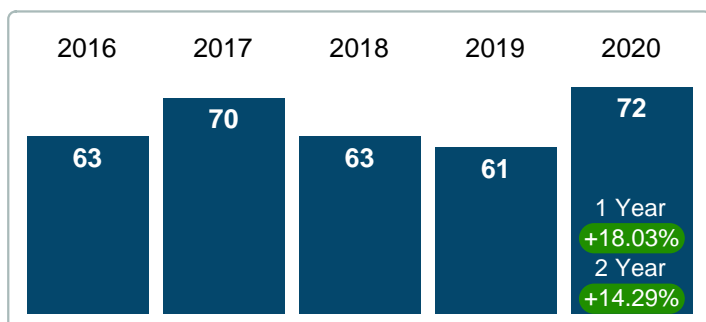
Area Delimited by County Of Muskogee



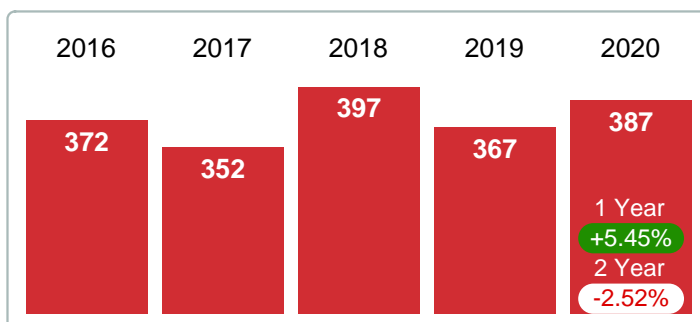
PENDING LISTINGS

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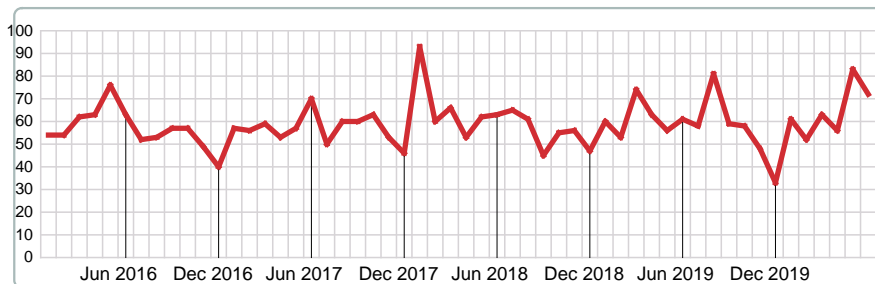
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

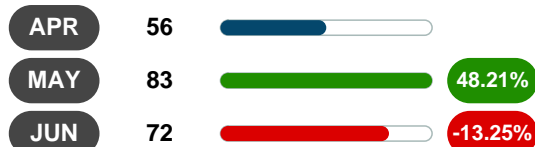


3 MONTHS

5 year JUN AVG = 66

High Jan 2018 93 Low Dec 2019 33

Pending Listings this month at 72
above the 5 yr JUN average of 66



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	6.94%	51.6	4	0	1	0
\$20,001 - \$50,000	9	12.50%	56.8	7	2	0	0
\$50,001 - \$70,000	11	15.28%	23.4	3	7	1	0
\$70,001 - \$140,000	16	22.22%	13.0	1	13	2	0
\$140,001 - \$170,000	11	15.28%	51.7	0	8	3	0
\$170,001 - \$270,000	11	15.28%	40.6	2	6	3	0
\$270,001 and up	9	12.50%	59.8	0	1	3	5
Total Pending Units	72			17	37	13	5
Total Pending Volume	10,377,749	100%	35.6	1.01M	4.82M	2.59M	1.96M
Average Listing Price	\$41,900			\$59,429	\$130,328	\$198,969	\$391,740

June 2020



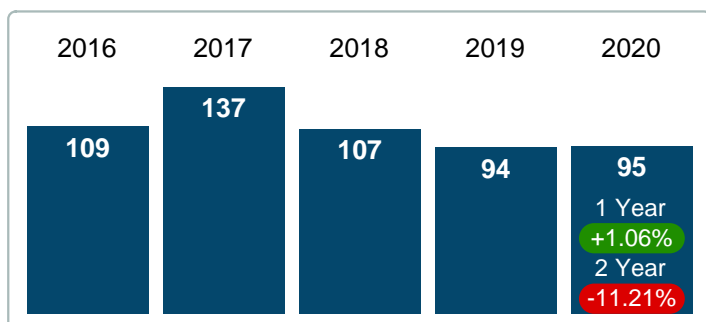
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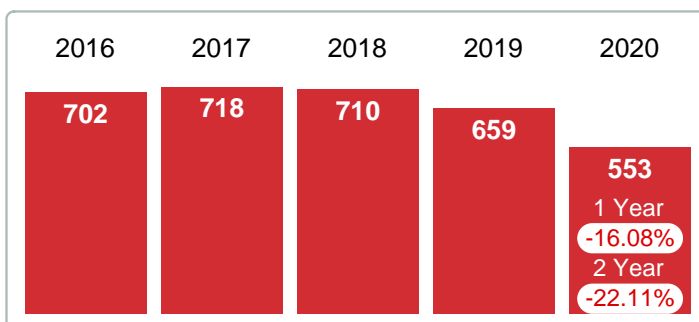
NEW LISTINGS

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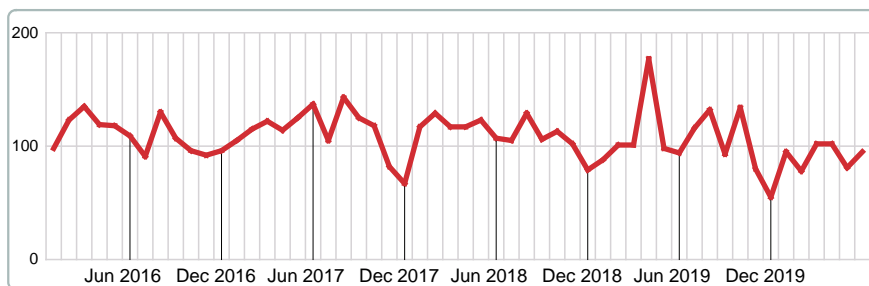
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

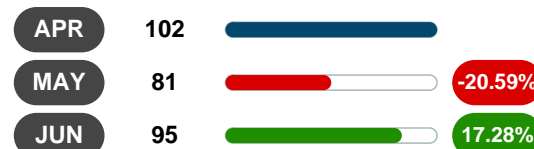


3 MONTHS

5 year JUN AVG = 108

High Apr 2019 177 Low Dec 2019 55

New Listings this month at 95
 below the 5 yr JUN average of 108



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	8	8.42%	4	3	1	0
\$30,001 - \$60,000	12	12.63%	7	3	1	1
\$60,001 - \$90,000	14	14.74%	3	8	2	1
\$90,001 - \$150,000	22	23.16%	4	13	4	1
\$150,001 - \$190,000	17	17.89%	0	14	3	0
\$190,001 - \$270,000	12	12.63%	3	3	4	2
\$270,001 and up	10	10.53%	2	2	6	0
Total New Listed Units	95		23	46	21	5
Total New Listed Volume	14,918,050	100%	2.45M	7.69M	4.09M	686.30K
Average New Listed Listing Price	\$43,800		\$106,461	\$167,179	\$194,900	\$137,260

June 2020



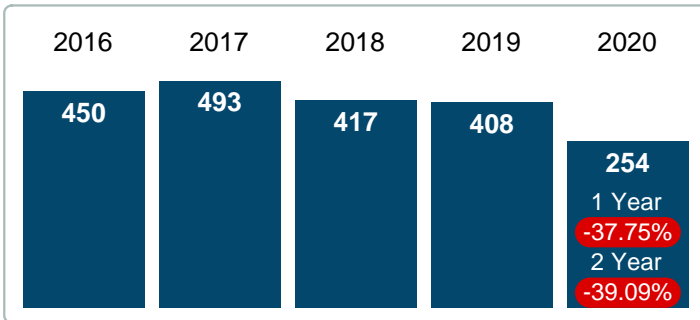
Area Delimited by County Of Muskogee



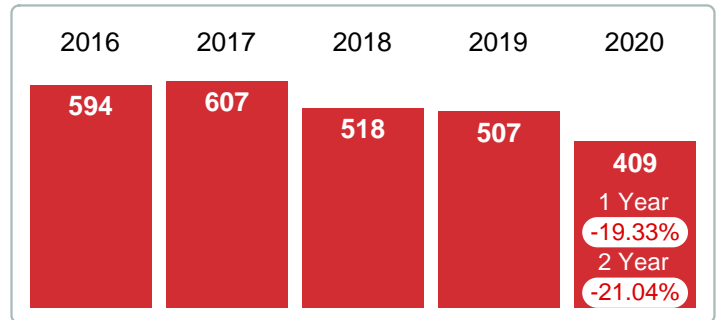
ACTIVE INVENTORY

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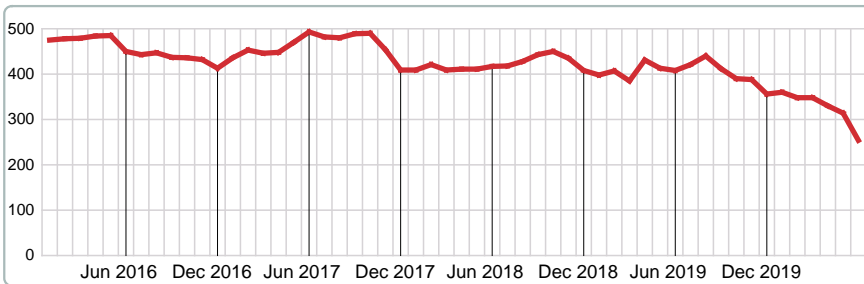
END OF JUNE



ACTIVE DURING JUNE

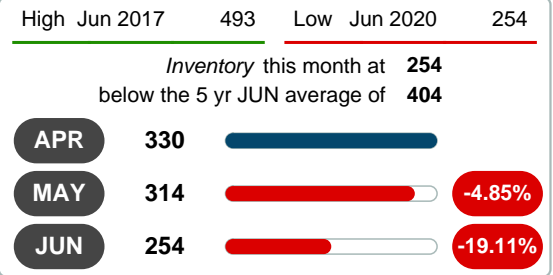


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 404



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	22.44%	146.0	57	0	0	0
\$25,001-\$50,000	27	10.63%	106.6	19	7	0	1
\$50,001-\$125,000	61	24.02%	96.5	35	18	6	2
\$125,001-\$225,000	53	20.87%	62.8	13	30	6	4
\$225,001-\$375,000	29	11.42%	89.1	11	6	11	1
\$375,001 and up	27	10.63%	118.1	8	11	7	1
Total Active Inventory by Units			254	143	72	30	9
Total Active Inventory by Volume			49,208,383	18.68M	19.54M	8.88M	2.12M
Average Active Inventory Listing Price			\$193,734	\$130,596	\$271,351	\$295,990	\$235,133

June 2020



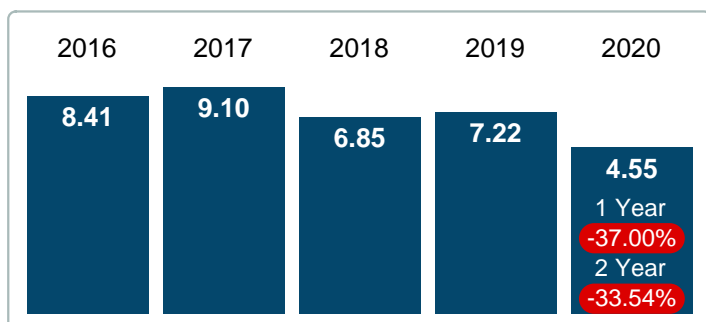
Area Delimited by County Of Muskogee



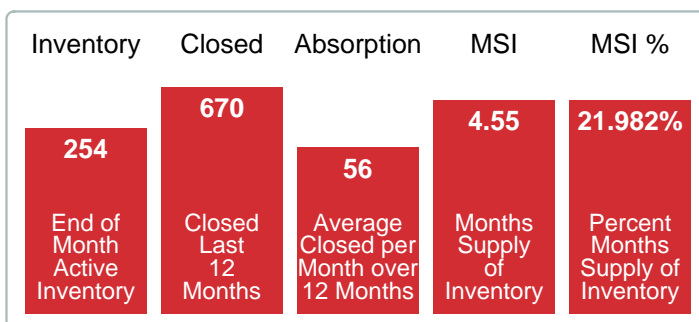
MONTHS SUPPLY of INVENTORY (MSI)

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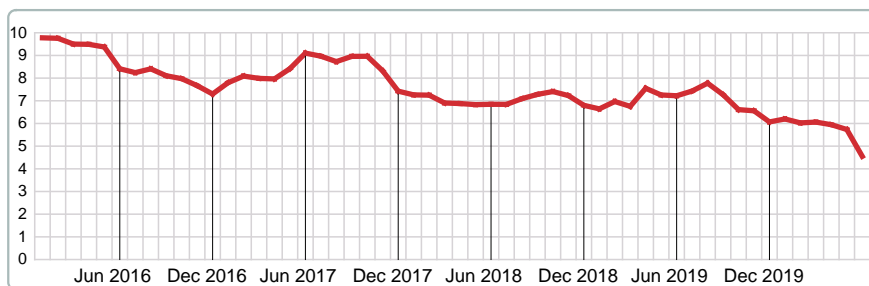
MSI FOR JUNE



INDICATORS FOR JUNE 2020

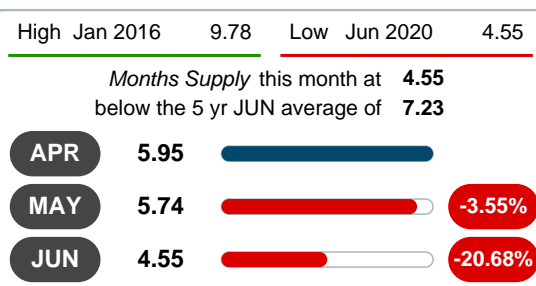


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 7.23



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	10	3.94%	8.57	15.00	0.00	0.00	0.00
\$10,001 - \$20,000	41	16.14%	14.47	23.43	0.00	0.00	0.00
\$20,001 - \$50,000	33	12.99%	4.45	5.77	3.11	0.00	6.00
\$50,001 - \$140,000	72	28.35%	2.88	8.77	1.46	1.85	12.00
\$140,001 - \$220,000	39	15.35%	3.44	10.50	3.14	1.89	18.00
\$220,001 - \$390,000	33	12.99%	4.60	18.67	2.77	3.69	1.00
\$390,001 and up	26	10.24%	28.36	48.00	33.00	36.00	4.00
Market Supply of Inventory (MSI)			4.55	11.29	2.35	2.81	4.70
Total Active Inventory by Units		100%	4.55	143	72	30	9

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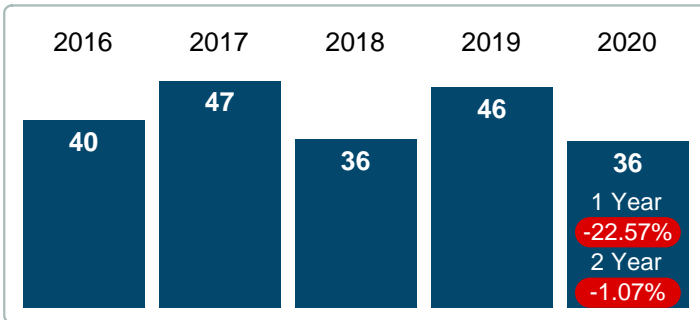
Area Delimited by County Of Muskogee



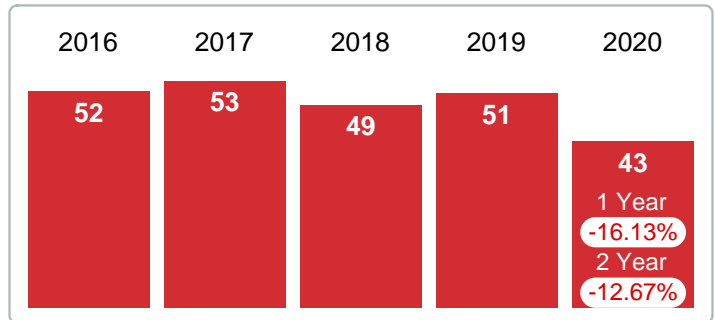
AVERAGE DAYS ON MARKET TO SALE

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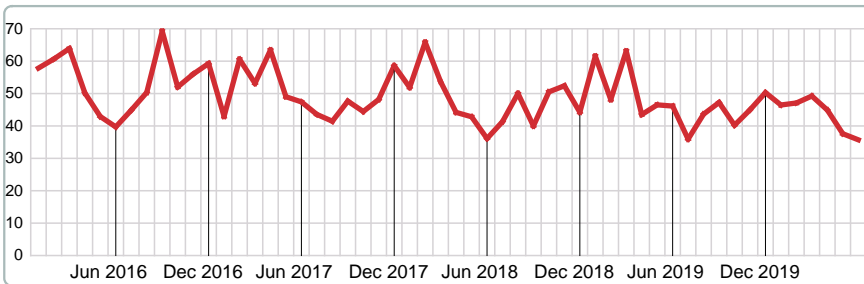
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

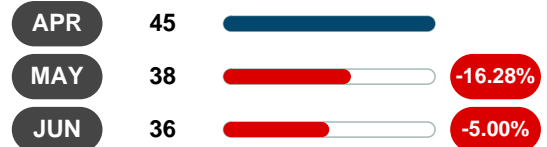


3 MONTHS

5 year JUN AVG = 41

High Sep 2016 69 Low Jun 2020 36

Average Days on Market to Sale this month at 36 below the 5 yr JUN average of 41



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	9.72%	62	70	11	0	0
\$30,001 - \$50,000	12.50%	29	32	40	14	0
\$50,001 - \$90,000	11.11%	27	30	26	0	0
\$90,001 - \$150,000	31.94%	40	111	33	38	0
\$150,001 - \$190,000	13.89%	30	39	32	23	0
\$190,001 - \$280,000	8.33%	21	0	26	20	0
\$280,001 and up	12.50%	34	42	49	14	36
Average Closed DOM		36	55	33	23	36
Total Closed Units	100%	36	17	36	17	2
Total Closed Volume		9,698,051	1.18M	4.58M	3.16M	785.00K

June 2020



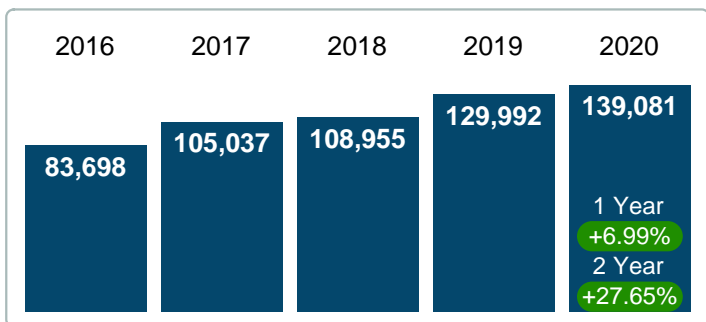
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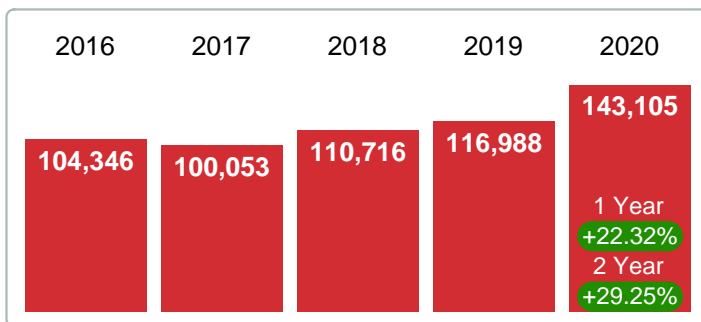
AVERAGE LIST PRICE AT CLOSING

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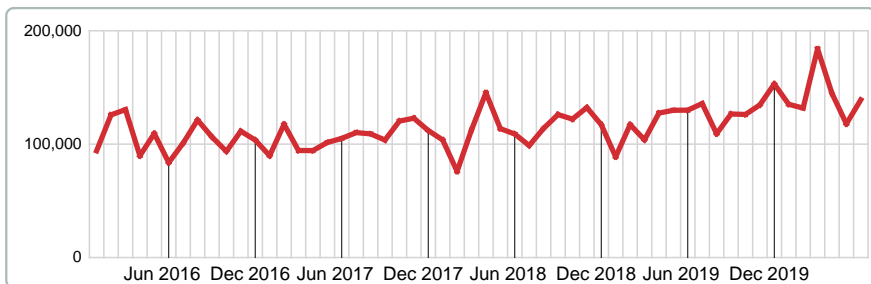
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

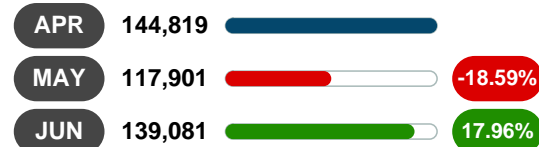


3 MONTHS

5 year JUN AVG = 113,353

High Mar 2020 184,036 Low Feb 2018 75,980

Average List Price at Closing this month at **139,081**
above the 5 yr JUN average of **113,353**



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
\$30,000 and less	9.72%	22,143	23,000	17,000	0	0
\$30,001 - \$50,000	11.11%	40,850	41,160	44,700	45,250	0
\$50,001 - \$90,000	13.89%	65,650	74,950	66,283	0	0
\$90,001 - \$150,000	29.17%	119,910	131,200	115,576	124,100	0
\$150,001 - \$190,000	13.89%	173,970	289,000	171,550	184,967	0
\$190,001 - \$280,000	8.33%	212,250	0	199,000	214,900	0
\$280,001 and up	13.89%	334,420	320,000	311,800	338,300	392,450
Average List Price		139,081	80,300	128,683	190,071	392,450
Total Closed Units	100%	139,081	17	36	17	2
Total Closed Volume		10,013,800	1.37M	4.63M	3.23M	784.90K

June 2020



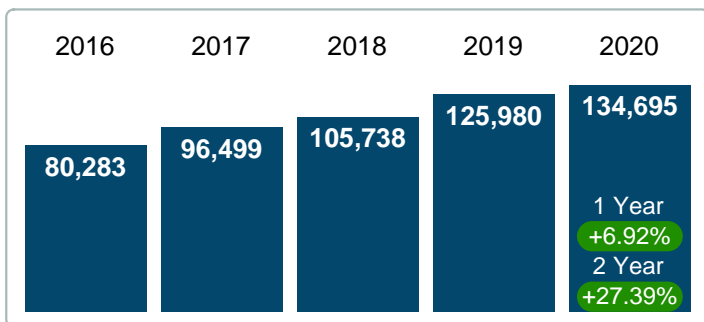
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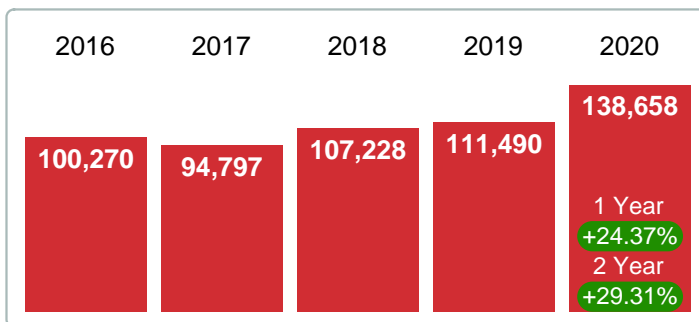
AVERAGE SOLD PRICE AT CLOSING

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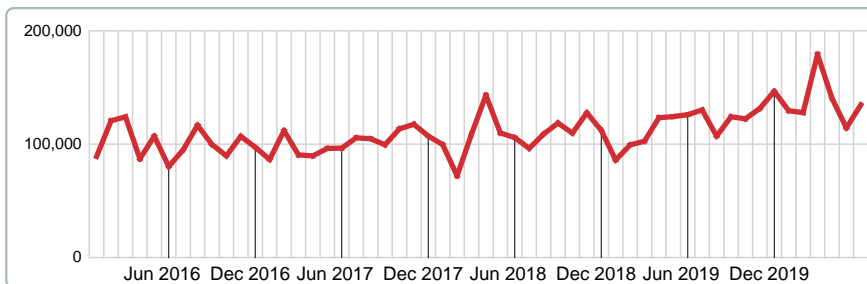
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

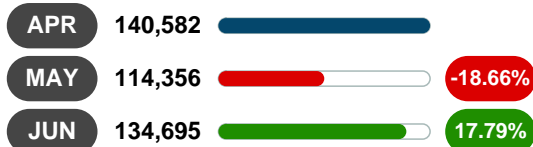


3 MONTHS

5 year JUN AVG = 108,639

High Mar 2020 179,197 Low Feb 2018 72,118

Average Sold Price at Closing this month at 134,695 above the 5 yr JUN average of 108,639



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	9.72%	20,643	21,083	18,001	0	0
\$30,001 - \$50,000	12.50%	38,278	35,900	41,000	41,500	0
\$50,001 - \$90,000	11.11%	65,931	73,750	63,325	0	0
\$90,001 - \$150,000	31.94%	119,591	125,000	117,894	124,100	0
\$150,001 - \$190,000	13.89%	174,620	190,000	169,050	180,633	0
\$190,001 - \$280,000	8.33%	205,417	0	195,000	207,500	0
\$280,001 and up	12.50%	328,033	285,000	294,133	333,300	392,500
Average Sold Price		134,695	69,324	127,107	185,806	392,500
Total Closed Units	100%	134,695	17	36	17	2
Total Closed Volume		9,698,051	1.18M	4.58M	3.16M	785.00K

June 2020



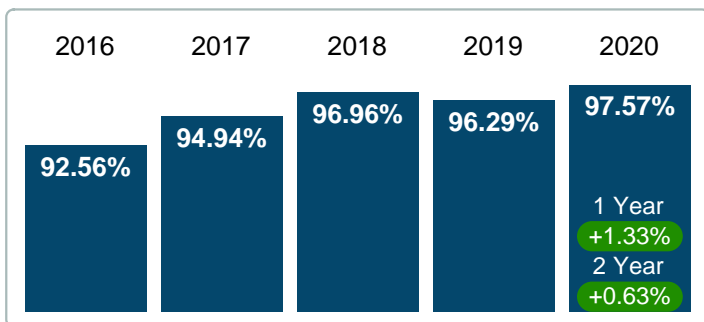
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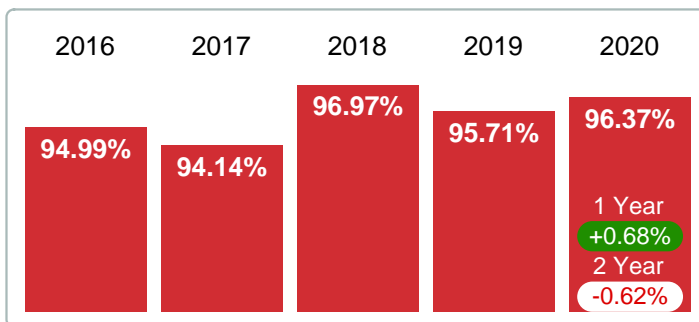
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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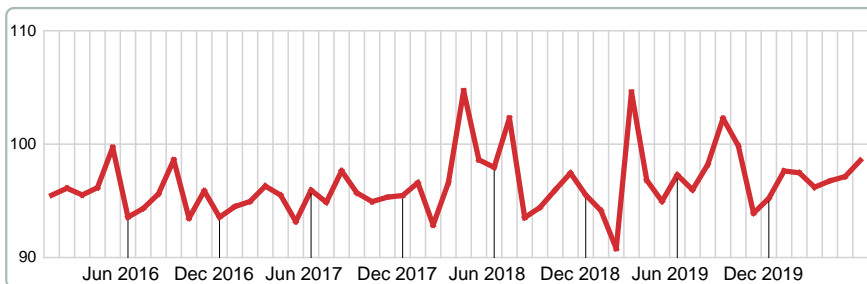
JUNE



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

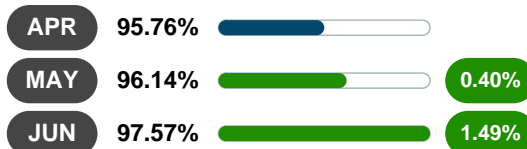


3 MONTHS

5 year JUN AVG = 95.66%

High Apr 2018 103.71% Low Feb 2019 89.79%

Average Sold/List Ratio this month at **97.57%** above the 5 yr JUN average of **95.66%**



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	9.72%	92.95%	90.80%	105.89%	0.00%	0.00%
\$30,001 \$50,000	9	12.50%	89.81%	87.05%	93.38%	93.12%	0.00%
\$50,001 \$90,000	8	11.11%	96.38%	98.40%	95.71%	0.00%	0.00%
\$90,001 \$150,000	23	31.94%	104.07%	94.99%	106.10%	100.00%	0.00%
\$150,001 \$190,000	10	13.89%	95.02%	65.74%	98.58%	97.66%	0.00%
\$190,001 \$280,000	6	8.33%	97.18%	0.00%	97.99%	97.02%	0.00%
\$280,001 and up	9	12.50%	96.46%	89.06%	94.38%	98.63%	100.01%
Average Sold/List Ratio		97.60%		89.51%	101.20%	97.66%	100.01%
Total Closed Units		72	100%	17	36	17	2
Total Closed Volume		9,698,051		1.18M	4.58M	3.16M	785.00K

June 2020



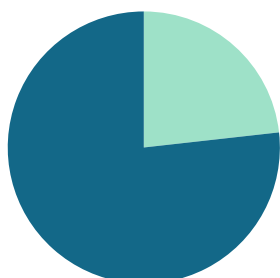
Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Jul 13, 2020 for MLS Technology Inc.

INVENTORY

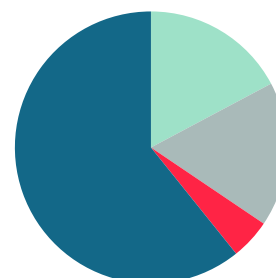


Inventory
 New Listings
95 = 23.23%
 Start Inventory
314
 Total Inventory Units
409
 Volume
\$71,192,127

Market Activity

Closed Sales
72 = 17.22%
 Pending Sales
72 = 17.22%
 Other Off Market
20 = 4.78%
 Active Inventory
254 = 60.77%

MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	59	72	22.03%	343	309	-9.91%
Pending Sales	61	72	18.03%	367	387	5.45%
New Listings	94	95	1.06%	659	553	-16.08%
Average List Price	129,992	139,081	6.99%	116,988	143,105	22.32%
Average Sale Price	125,980	134,695	6.92%	111,490	138,658	24.37%
Average Percent of Selling Price to List Price	96.29%	97.57%	1.33%	95.71%	96.37%	0.68%
Average Days on Market to Sale	46.14	35.72	-22.57%	51.18	42.93	-16.13%
Monthly Inventory	408	254	-37.75%	408	254	-37.75%
Months Supply of Inventory	7.22	4.55	-37.00%	7.22	4.55	-37.00%

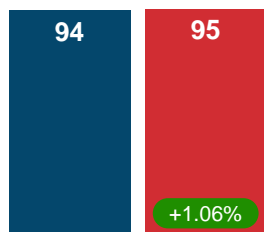
Absorption: Last 12 months, an Average of **56** Sales/Month

Inventory on June 30, 2020 = **254**

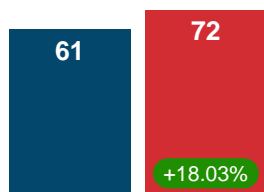
2019 **2020**

JUNE MARKET

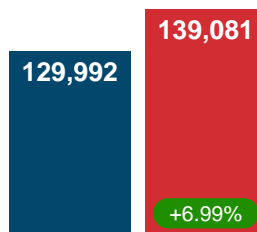
New Listings



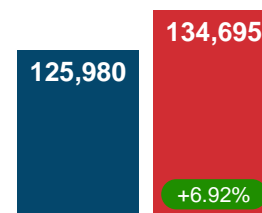
Pending Listings



List Price

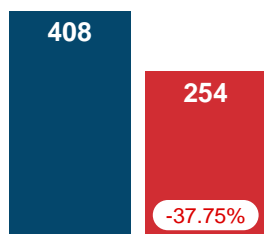


Sale Price

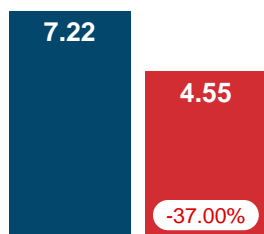


INVENTORY

Active Inventory

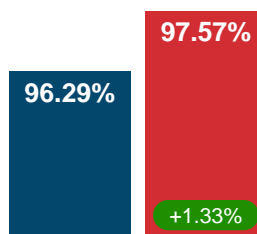


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

