

May 2020



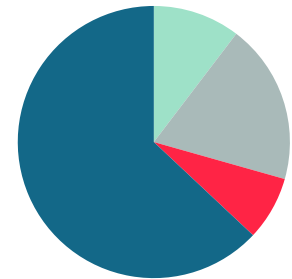
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	May 2020	+/-%
Closed Listings	58	49	-15.52%
Pending Listings	59	90	52.54%
New Listings	106	88	-16.98%
Average List Price	127,970	117,230	-8.39%
Average Sale Price	122,453	113,553	-7.27%
Average Percent of Selling Price to List Price	93.72%	95.98%	2.41%
Average Days on Market to Sale	46.14	36.98	-19.85%
End of Month Inventory	473	298	-37.00%
Months Supply of Inventory	8.01	5.18	-35.36%



■ Closed (10.36%)
■ Pending (19.03%)
■ Other OffMarket (7.61%)
■ Active (63.00%)

Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of May 31, 2020 = **298**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2020 decreased **37.00%** to 298 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **5.18** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.27%** in May 2020 to \$113,553 versus the previous year at \$122,453.

Average Days on Market Shortens

The average number of **36.98** days that homes spent on the market before selling decreased by 9.16 days or **19.85%** in May 2020 compared to last year's same month at **46.14** DOM.

Sales Success for May 2020 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 88 New Listings in May 2020, down **16.98%** from last year at 106. Furthermore, there were 49 Closed Listings this month versus last year at 58, a **-15.52%** decrease.

Closed versus Listed trends yielded a **55.7%** ratio, up from previous year's, May 2019, at **54.7%**, a **1.76%** 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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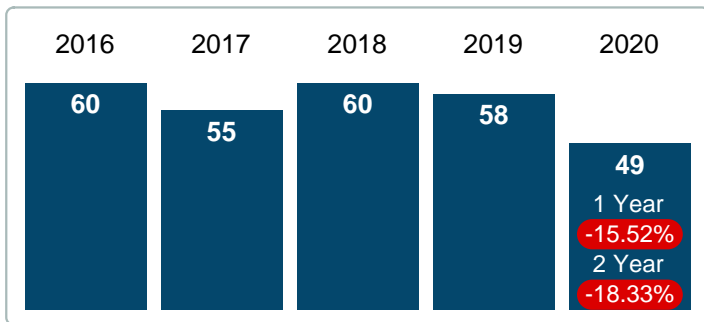
Area Delimited by County Of Muskogee



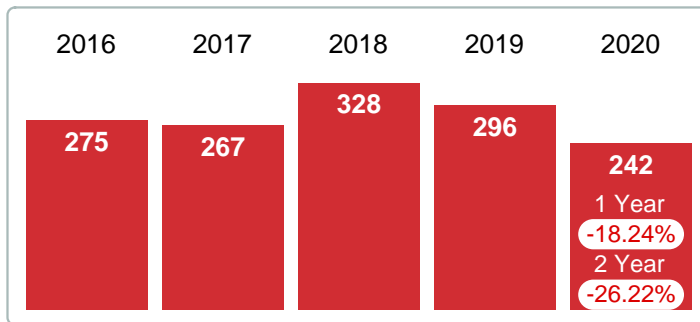
CLOSED LISTINGS

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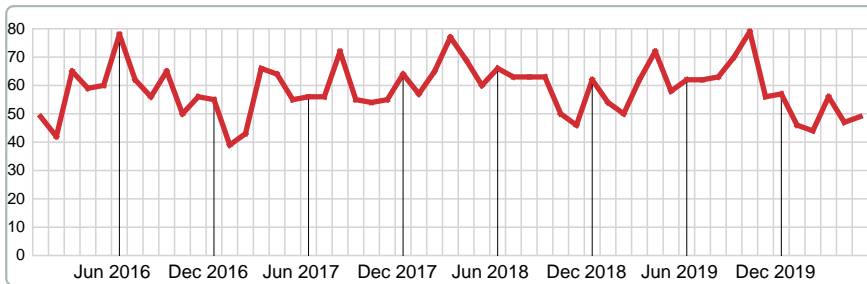
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 56

High Oct 2019 79 Low Jan 2017 39

Closed Listings this month at 49
below the 5 yr MAY average of 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 - \$60,000	10	20.41%	59.3	7	3	0	0
\$60,001 - \$80,000	8	16.33%	30.5	2	4	2	0
\$80,001 - \$120,000	12	24.49%	21.1	1	10	1	0
\$120,001 - \$140,000	6	12.24%	17.5	2	3	1	0
\$140,001 - \$180,000	8	16.33%	43.9	0	5	3	0
\$180,001 and up	5	10.20%	53.2	0	3	1	1
Total Closed Units	49			12	28	8	1
Total Closed Volume	5,564,105	100%	37.0	641.41K	3.37M	1.13M	425.00K
Average Closed Price	\$113,553			\$53,450	\$120,386	\$140,863	\$425,000

May 2020



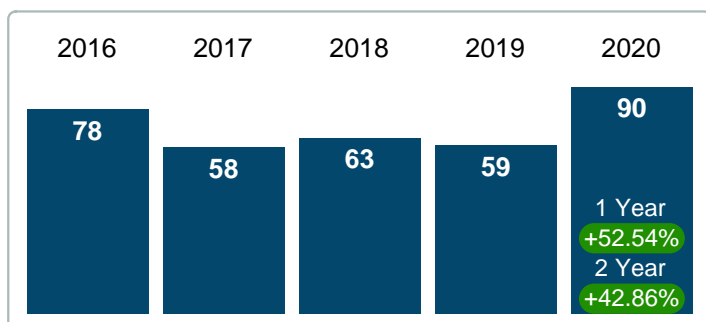
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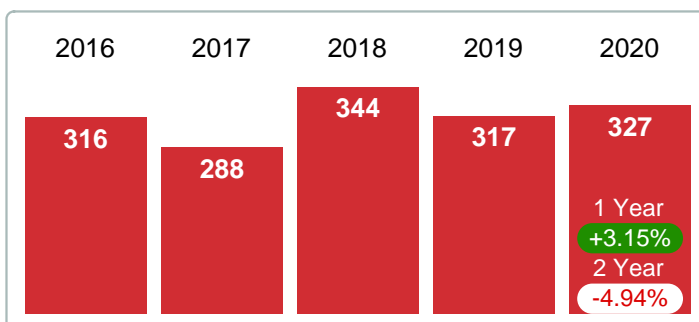
PENDING LISTINGS

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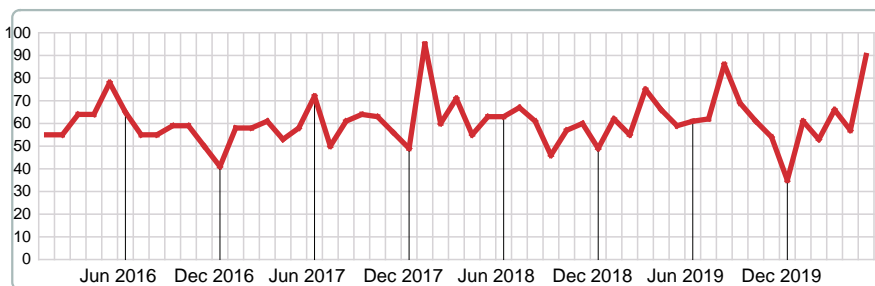
MAY



YEAR TO DATE (YTD)

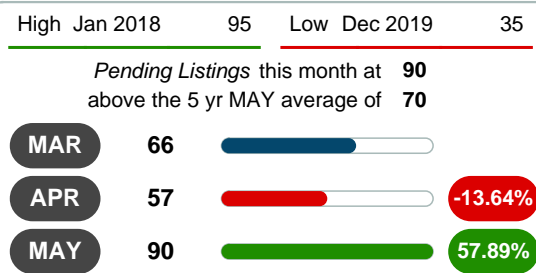


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 70



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	7	7.78%	44.6	4	3	0	0
\$30,001 - \$50,000	9	10.00%	42.9	4	3	1	1
\$50,001 - \$100,000	17	18.89%	27.4	4	11	2	0
\$100,001 - \$150,000	24	26.67%	28.5	4	15	5	0
\$150,001 - \$180,000	12	13.33%	35.3	0	11	1	0
\$180,001 - \$290,000	11	12.22%	41.3	2	3	6	0
\$290,001 and up	10	11.11%	30.9	4	1	3	2
Total Pending Units	90			22	47	18	3
Total Pending Volume	13,122,799	100%	40.2	3.29M	5.66M	3.34M	829.90K
Average Listing Price	\$73,980			\$149,773	\$120,474	\$185,311	\$276,633

May 2020



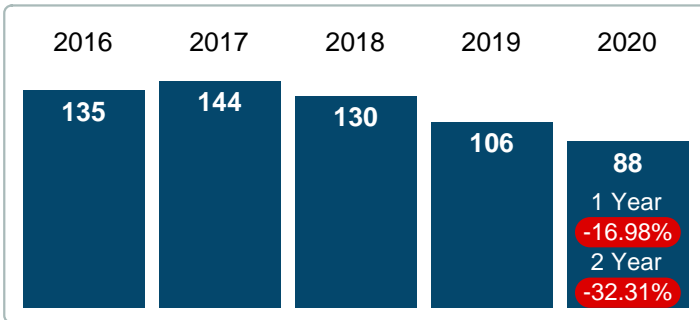
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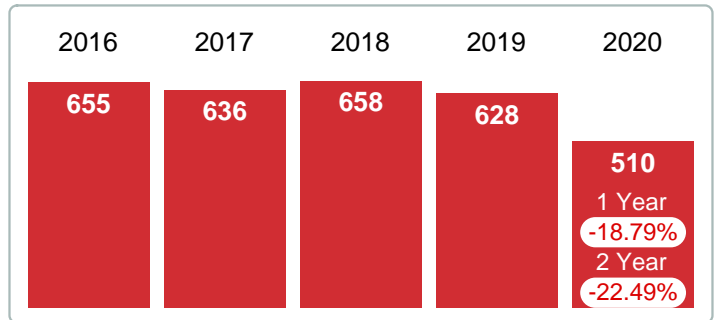
NEW LISTINGS

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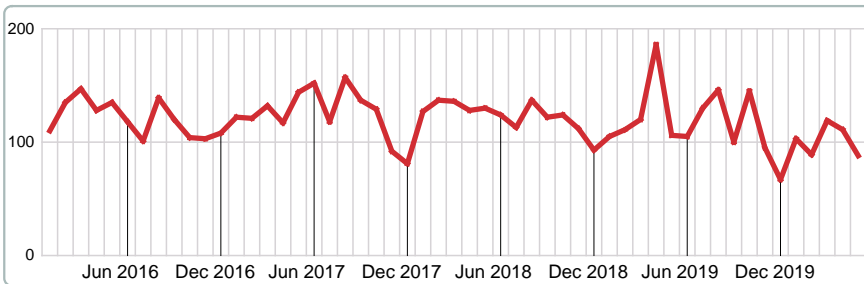
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

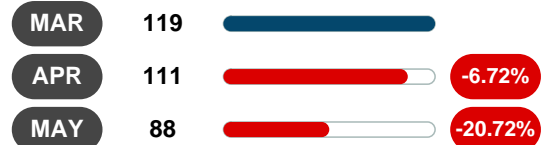


3 MONTHS

5 year MAY AVG = 121

High Apr 2019 186 Low Dec 2019 67

New Listings this month at **88**
 below the 5 yr MAY average of **121**



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	6	6.82%	5	1	0	0
\$20,001 - \$50,000	8	9.09%	4	2	1	1
\$50,001 - \$110,000	19	21.59%	5	13	1	0
\$110,001 - \$160,000	22	25.00%	4	16	2	0
\$160,001 - \$240,000	12	13.64%	1	6	5	0
\$240,001 - \$380,000	13	14.77%	3	1	7	2
\$380,001 and up	8	9.09%	6	0	1	1
Total New Listed Units	88		28	39	17	4
Total New Listed Volume	18,829,535	100%	8.67M	4.71M	4.35M	1.10M
Average New Listed Listing Price	\$127,500		\$309,691	\$120,781	\$255,759	\$274,950

May 2020



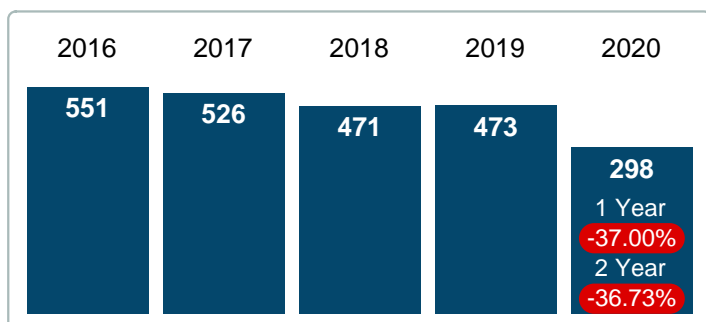
Area Delimited by County Of Muskogee



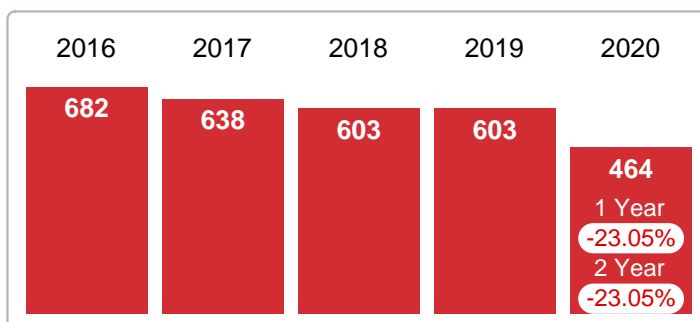
ACTIVE INVENTORY

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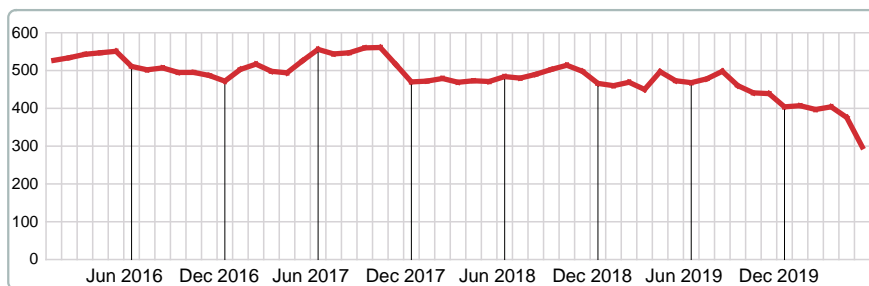
END OF MAY



ACTIVE DURING MAY

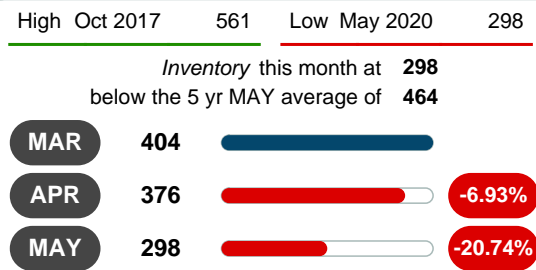


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 464



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	69	23.15%	111.4	68	1	0	0
\$25,001-\$50,000	28	9.40%	108.1	22	5	1	0
\$50,001-\$150,000	87	29.19%	88.7	48	32	6	1
\$150,001-\$275,000	45	15.10%	82.9	18	19	7	1
\$275,001-\$475,000	35	11.74%	91.0	17	6	8	4
\$475,001 and up	34	11.41%	95.1	21	6	5	2
Total Active Inventory by Units	298			194	69	27	8
Total Active Inventory by Volume	64,119,939	100%	95.9	35.31M	17.09M	8.31M	3.41M
Average Active Inventory Listing Price	\$215,168			\$182,014	\$247,623	\$307,915	\$426,188

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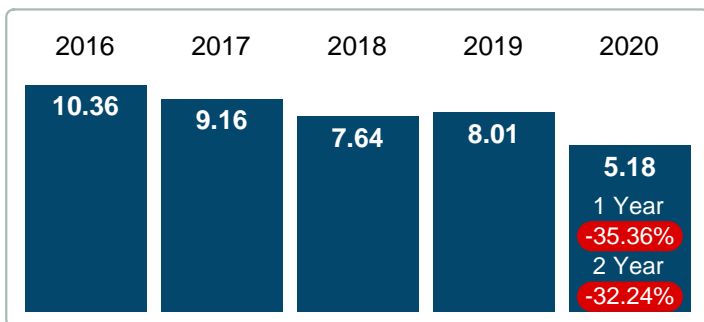
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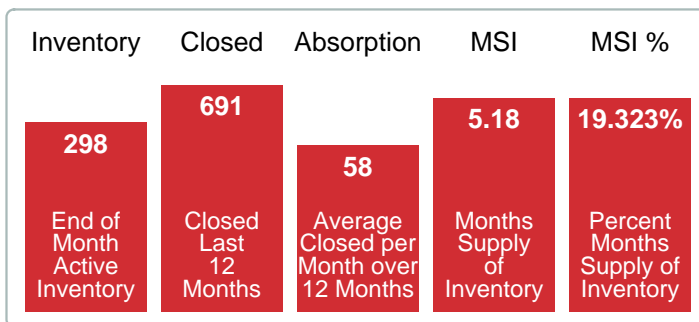
MONTHS SUPPLY of INVENTORY (MSI)

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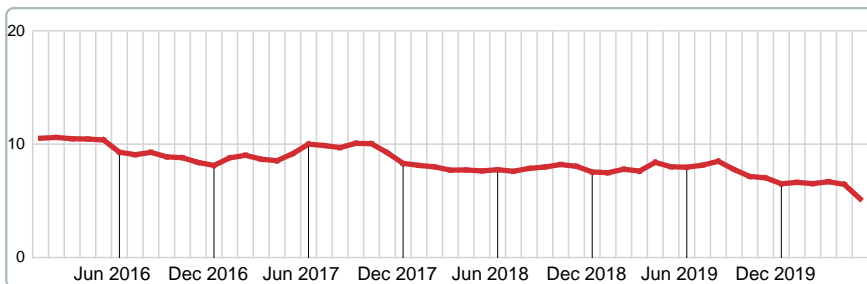
MSI FOR MAY



INDICATORS FOR MAY 2020

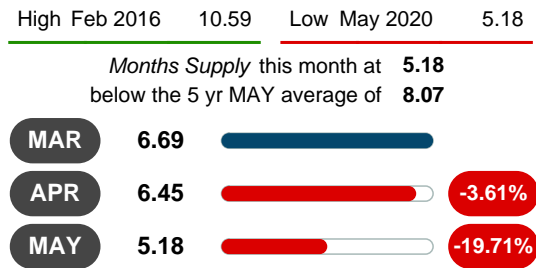


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 8.07



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	13	4.36%	11.14	19.50	0.00	0.00	0.00
\$10,001 - \$20,000	45	15.10%	16.88	27.79	1.00	0.00	0.00
\$20,001 - \$50,000	39	13.09%	5.09	7.33	2.00	2.00	0.00
\$50,001 - \$150,000	87	29.19%	2.98	8.86	1.66	1.50	2.40
\$150,001 - \$280,000	46	15.44%	3.63	16.62	2.89	1.85	1.50
\$280,001 - \$490,000	38	12.75%	11.40	28.00	7.20	5.60	8.00
\$490,001 and up	30	10.07%	32.73	20.40	0.00	60.00	0.00
Market Supply of Inventory (MSI)			5.18	13.08	2.26	2.61	4.36
Total Active Inventory by Units		100%	5.18	194	69	27	8

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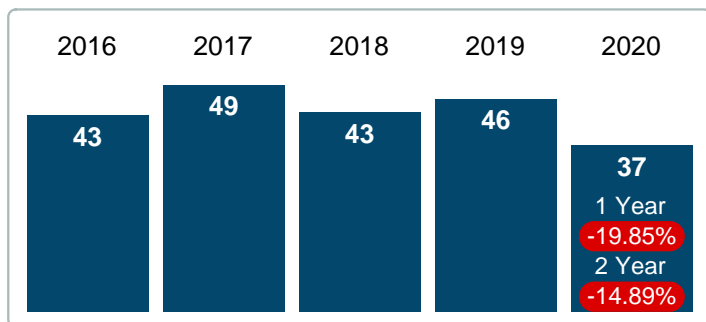
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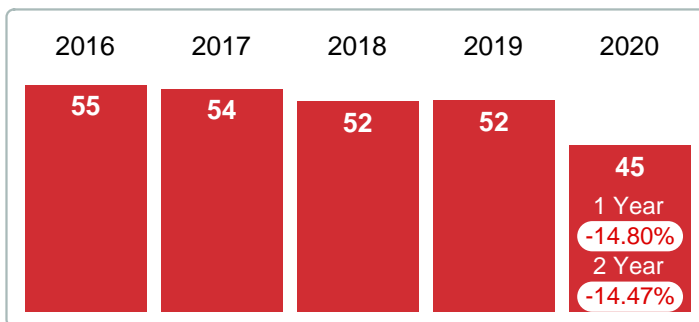
AVERAGE DAYS ON MARKET TO SALE

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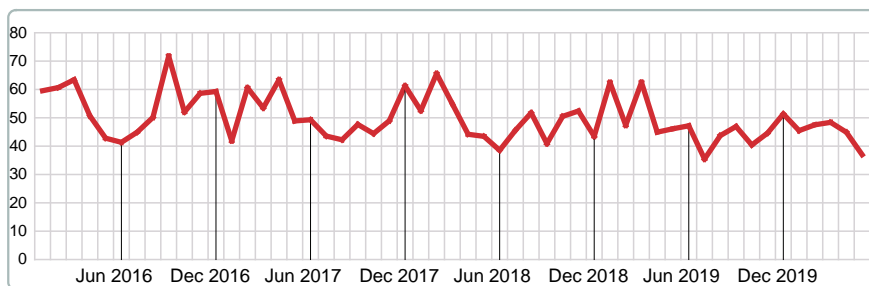
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 44

High Sep 2016 72 Low Jul 2019 35

Average Days on Market to Sale this month at 37 below the 5 yr MAY average of 44

Month	Value	Change
MAR	48	
APR	45	-7.19%
MAY	37	-17.67%

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
\$10,000 and less	0.00%	0	0	0	0	0
\$10,001 - \$60,000	20.41%	59	61	55	0	0
\$60,001 - \$80,000	16.33%	31	36	39	9	0
\$80,001 - \$120,000	24.49%	21	6	24	4	0
\$120,001 - \$140,000	12.24%	18	4	28	13	0
\$140,001 - \$180,000	16.33%	44	0	58	20	0
\$180,001 and up	10.20%	53	0	21	127	77
Average Closed DOM		37	43	36	28	77
Total Closed Units	100%	37	12	28	8	1
Total Closed Volume		5,564,105	641.41K	3.37M	1.13M	425.00K

May 2020



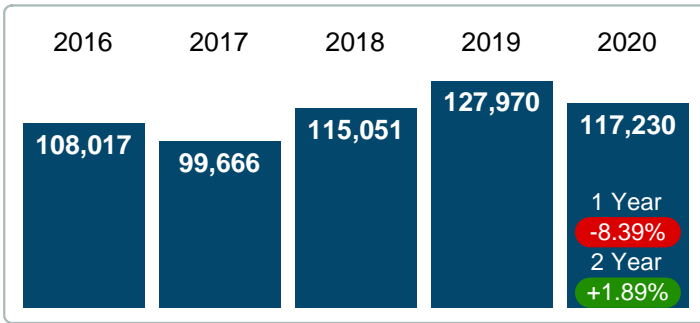
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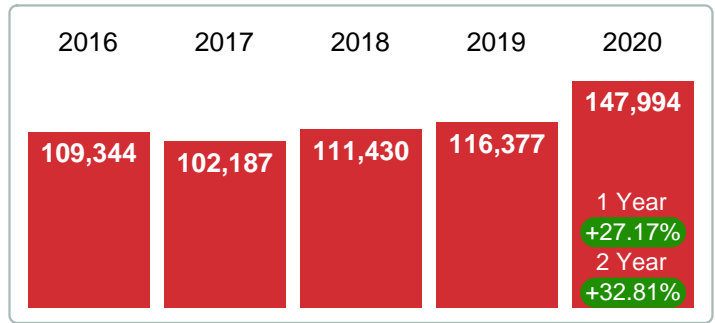
AVERAGE LIST PRICE AT CLOSING

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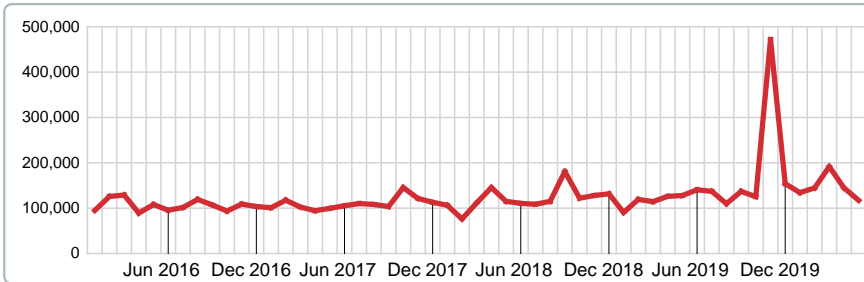
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

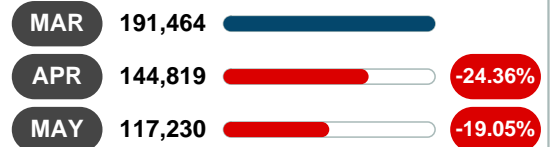


3 MONTHS

5 year MAY AVG = 113,587

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

Average List Price at Closing this month at 117,230 above the 5 yr MAY average of 113,587



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
\$10,000 and less	0	0.00%	0	0	0	0
\$10,001 - \$60,000	9	18.37%	22,986	53,167	0	0
\$60,001 - \$80,000	8	16.33%	73,750	68,550	74,950	0
\$80,001 - \$120,000	14	28.57%	92,850	102,560	114,900	0
\$120,001 - \$140,000	5	10.20%	129,500	134,600	140,000	0
\$140,001 - \$180,000	7	14.29%	0	160,860	155,467	0
\$180,001 and up	6	12.24%	0	255,667	298,500	479,900
Average List Price		117,230	55,021	122,657	146,213	479,900
Total Closed Units		49	12	28	8	1
Total Closed Volume		5,744,250	660.25K	3.43M	1.17M	479.90K

May 2020



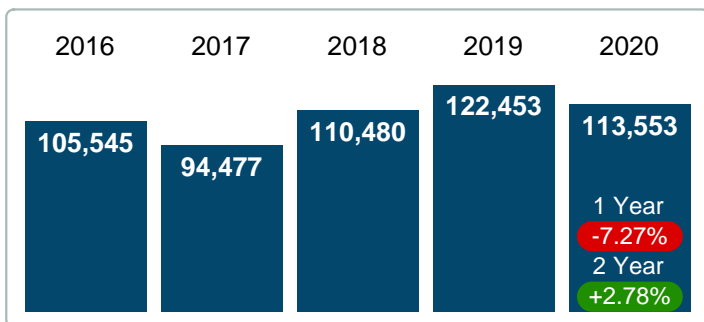
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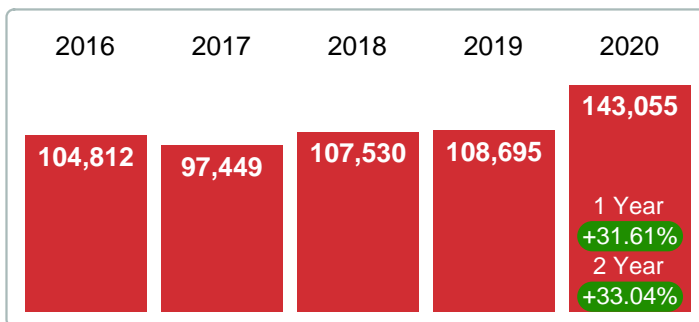
AVERAGE SOLD PRICE AT CLOSING

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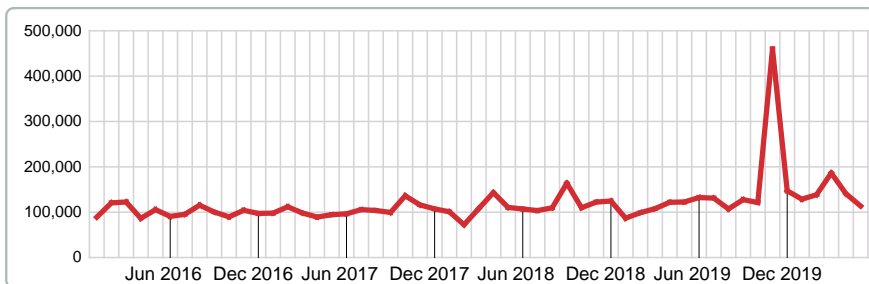
MAY



YEAR TO DATE (YTD)

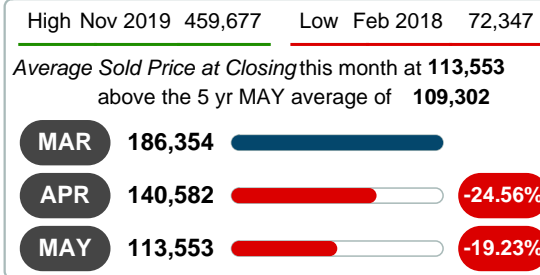


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAY AVG = 109,302



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
\$10,000 and less	0	0.00%	0	0	0	0	0
\$10,001 - \$60,000	10	20.41%	27,446	21,079	42,300	0	0
\$60,001 - \$80,000	8	16.33%	69,788	70,000	68,325	72,500	0
\$80,001 - \$120,000	12	24.49%	101,538	92,850	101,070	114,900	0
\$120,001 - \$140,000	6	12.24%	130,650	130,500	130,967	130,000	0
\$140,001 - \$180,000	8	16.33%	153,688	0	155,800	150,167	0
\$180,001 and up	5	10.20%	299,900	0	262,667	286,500	425,000
Average Sold Price			113,553	53,450	120,386	140,863	425,000
Total Closed Units		100%	113,553	12	28	8	1
Total Closed Volume			5,564,105	641.41K	3.37M	1.13M	425.00K

May 2020



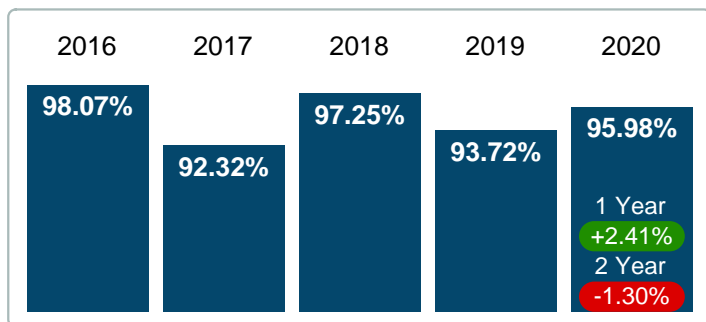
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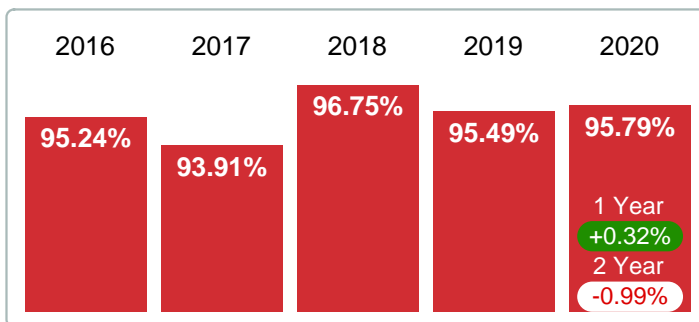
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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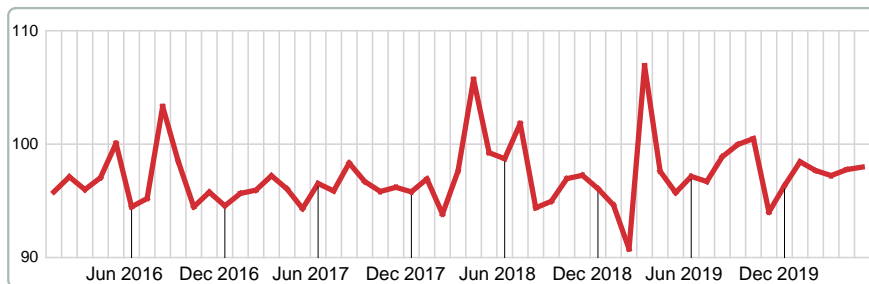
MAY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

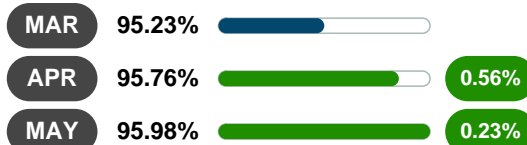


3 MONTHS

5 year MAY AVG = 95.47%

High Mar 2019 104.92% Low Feb 2019 88.76%

Average Sold/List Ratio this month at **95.98%** above the 5 yr MAY average of **95.47%**



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
\$10,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$60,000	10	20.41%	88.19%	92.67%	77.75%	0.00%	0.00%
\$60,001 - \$80,000	8	16.33%	98.04%	96.12%	99.65%	96.73%	0.00%
\$80,001 - \$120,000	12	24.49%	98.74%	100.00%	98.49%	100.00%	0.00%
\$120,001 - \$140,000	6	12.24%	97.77%	100.90%	97.32%	92.86%	0.00%
\$140,001 - \$180,000	8	16.33%	97.06%	0.00%	97.14%	96.93%	0.00%
\$180,001 and up	5	10.20%	97.74%	0.00%	101.39%	95.98%	88.56%
Average Sold/List Ratio		96.00%		95.23%	96.38%	96.63%	88.56%
Total Closed Units		49	100%	12	28	8	1
Total Closed Volume		5,564,105		641.41K	3.37M	1.13M	425.00K

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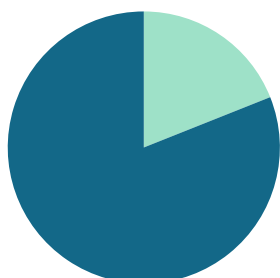
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

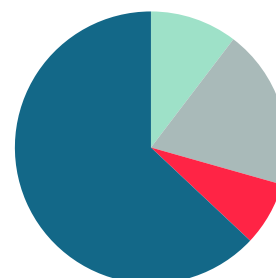


Inventory
 New Listings
88 = 18.97%
 Start Inventory
376
 Total Inventory Units
464
 Volume
\$92,552,038

Market Activity

Closed Sales
49 = 10.36%
 Pending Sales
90 = 19.03%
 Other Off Market
36 = 7.61%
 Active Inventory
298 = 63.00%

MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	58	49	-15.52%	296	242	-18.24%
Pending Sales	59	90	52.54%	317	327	3.15%
New Listings	106	88	-16.98%	628	510	-18.79%
Average List Price	127,970	117,230	-8.39%	116,377	147,994	27.17%
Average Sale Price	122,453	113,553	-7.27%	108,695	143,055	31.61%
Average Percent of Selling Price to List Price	93.72%	95.98%	2.41%	95.49%	95.79%	0.32%
Average Days on Market to Sale	46.14	36.98	-19.85%	52.46	44.69	-14.80%
Monthly Inventory	473	298	-37.00%	473	298	-37.00%
Months Supply of Inventory	8.01	5.18	-35.36%	8.01	5.18	-35.36%

Absorption: Last 12 months, an Average of **58** Sales/Month

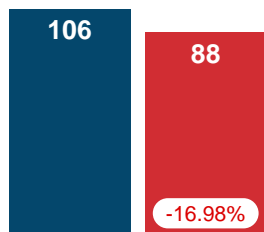
Inventory on May 31, 2020 = **298**

2019 **2020**

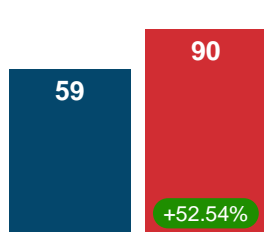
MAY MARKET

AVERAGE PRICES

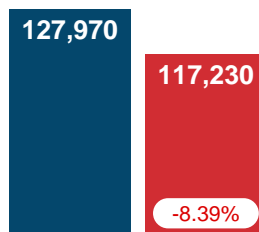
New Listings



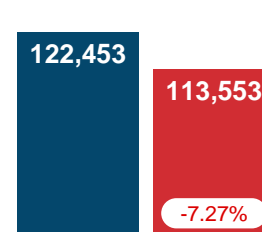
Pending Listings



List Price



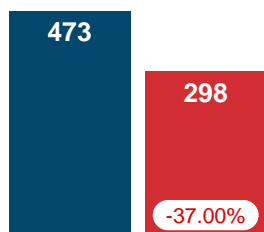
Sale Price



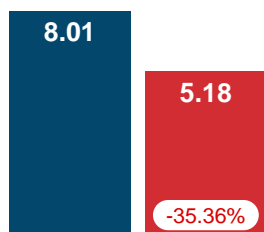
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

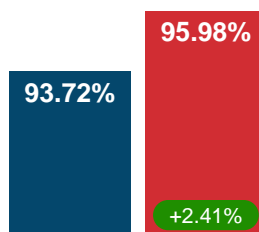
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

