

# May 2020

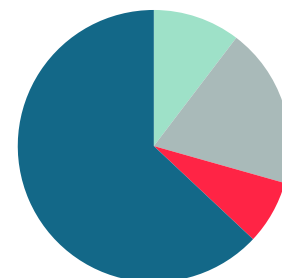
Area Delimited by County Of Muskogee



## 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%
Median List Price	105,700	99,900	-5.49%
Median Sale Price	100,700	99,900	-0.79%
Median Percent of Selling Price to List Price	97.77%	98.74%	1.00%
Median Days on Market to Sale	19.00	17.00	-10.53%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **0.79%** in May 2020 to \$99,900 versus the previous year at \$100,700.

#### Median Days on Market Shortens

The median number of **17.00** days that homes spent on the market before selling decreased by 2.00 days or **10.53%** in May 2020 compared to last year's same month at **19.00** DOM.

#### Sales Success for May 2020 is Positive

Overall, with Median 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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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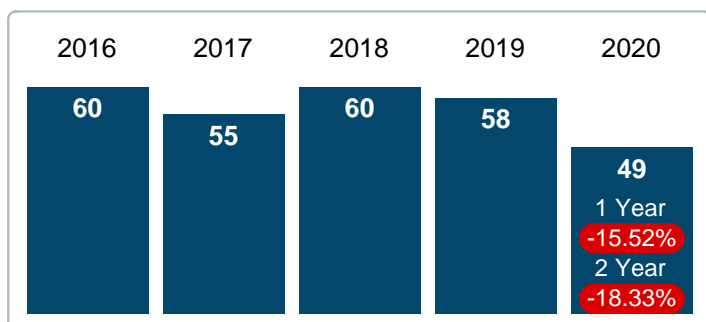
Area Delimited by County Of Muskogee



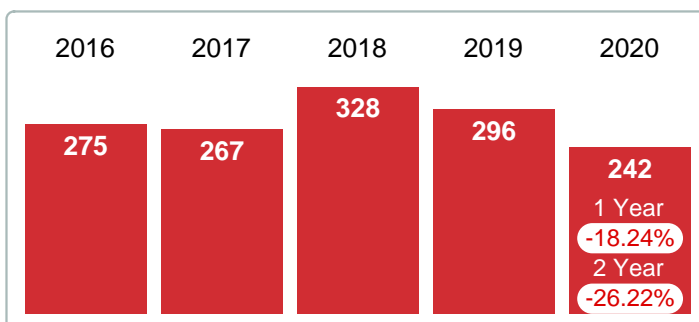
## CLOSED LISTINGS

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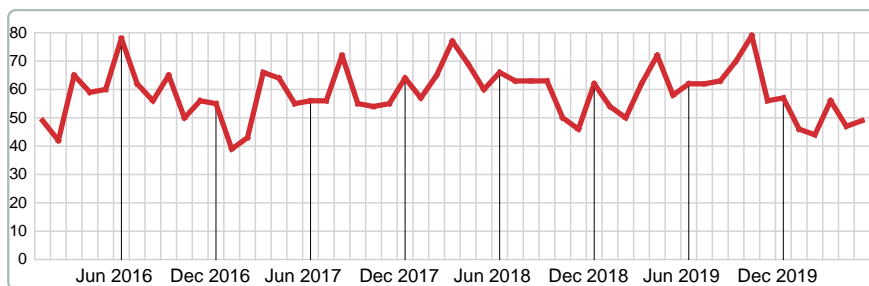
### MAY



### YEAR TO DATE (YTD)

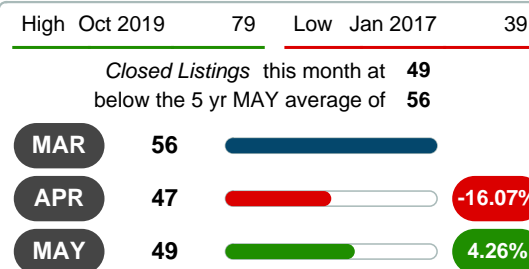


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 56



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	38.0	7	3	0	0
\$60,001 - \$80,000	8	16.33%	12.0	2	4	2	0
\$80,001 - \$120,000	12	24.49%	9.0	1	10	1	0
\$120,001 - \$140,000	6	12.24%	5.0	2	3	1	0
\$140,001 - \$180,000	8	16.33%	23.5	0	5	3	0
\$180,001 and up	5	10.20%	48.0	0	3	1	1
<b>Total Closed Units</b>	<b>49</b>			<b>12</b>	<b>28</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>5,564,105</b>	<b>100%</b>	<b>17.0</b>	<b>641.41K</b>	<b>3.37M</b>	<b>1.13M</b>	<b>425.00K</b>
<b>Median Closed Price</b>	<b>\$99,900</b>			<b>\$33,750</b>	<b>\$108,950</b>	<b>\$136,000</b>	<b>\$425,000</b>

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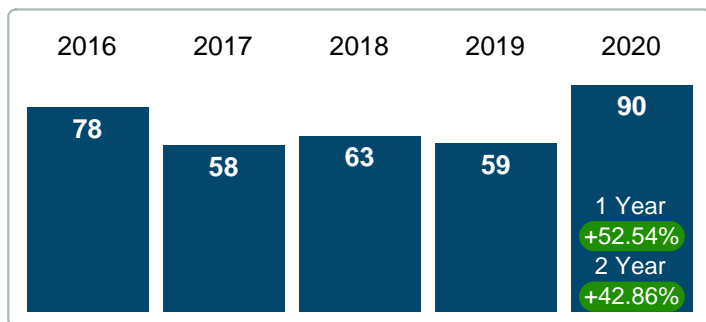
Area Delimited by County Of Muskogee



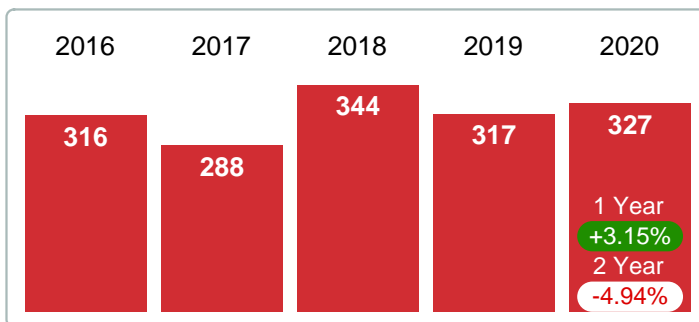
## PENDING LISTINGS

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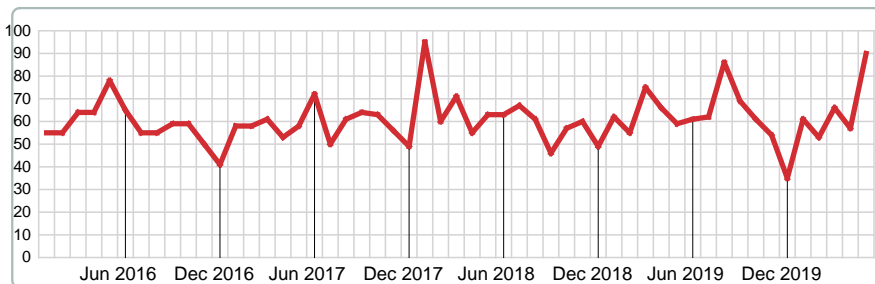
### MAY



### YEAR TO DATE (YTD)

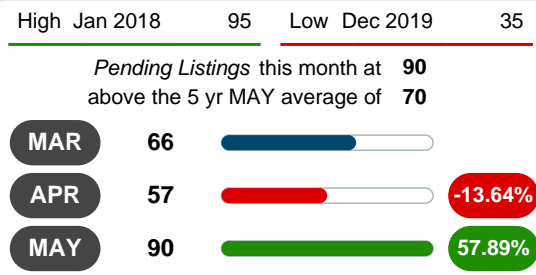


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 70



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	7.78%	23.0	4	3	0	0
\$30,001 - \$50,000	9	10.00%	28.0	4	3	1	1
\$50,001 - \$100,000	17	18.89%	25.0	4	11	2	0
\$100,001 - \$150,000	24	26.67%	8.0	4	15	5	0
\$150,001 - \$180,000	12	13.33%	19.5	0	11	1	0
\$180,001 - \$290,000	11	12.22%	33.0	2	3	6	0
\$290,001 and up	10	11.11%	34.0	4	1	3	2
<b>Total Pending Units</b>	<b>90</b>			<b>22</b>	<b>47</b>	<b>18</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>13,122,799</b>	<b>100%</b>	<b>19.0</b>	<b>3.29M</b>	<b>5.66M</b>	<b>3.34M</b>	<b>829.90K</b>
<b>Median Listing Price</b>	<b>\$119,950</b>			<b>\$87,450</b>	<b>\$118,900</b>	<b>\$184,950</b>	<b>\$375,000</b>

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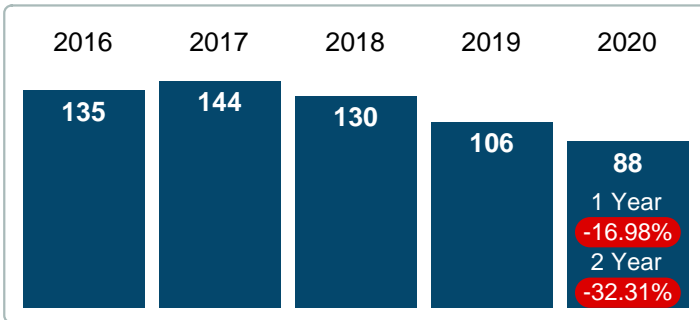
Area Delimited by County Of Muskogee



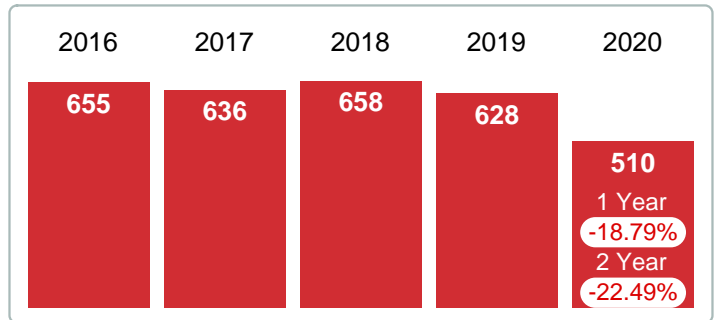
## NEW LISTINGS

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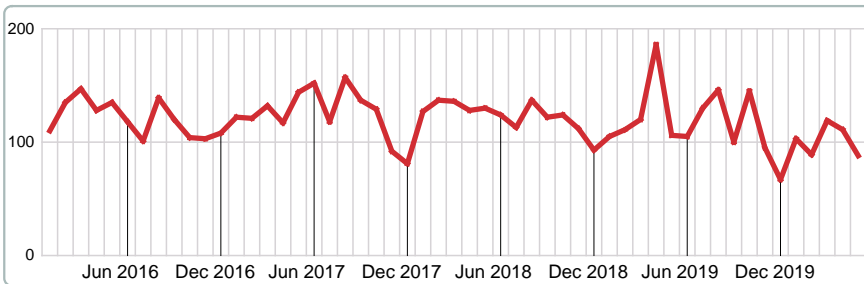
### MAY



### YEAR TO DATE (YTD)

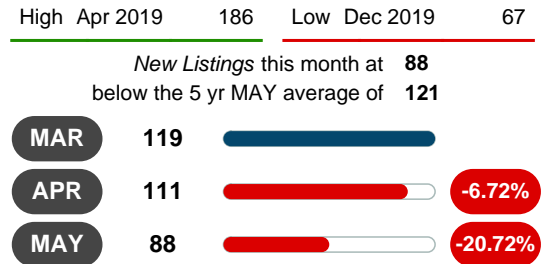


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 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			
<b>Total New Listed Units</b>	<b>88</b>		<b>28</b>				<b>39</b>				<b>17</b>				<b>4</b>			
<b>Total New Listed Volume</b>	<b>18,829,535</b>		<b>8.67M</b>				<b>4.71M</b>				<b>4.35M</b>				<b>1.10M</b>			
<b>Median New Listed Listing Price</b>	<b>\$134,950</b>		<b>\$97,250</b>				<b>\$120,000</b>				<b>\$199,500</b>				<b>\$322,450</b>			

# May 2020



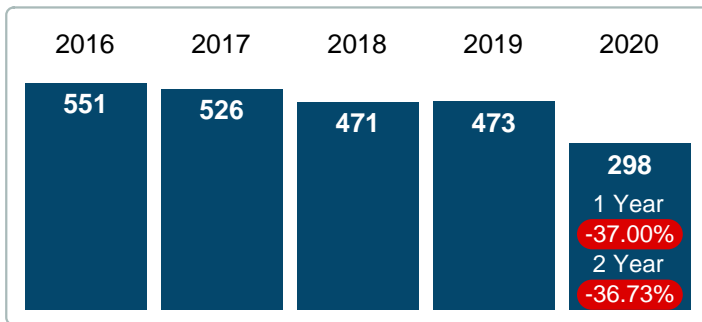
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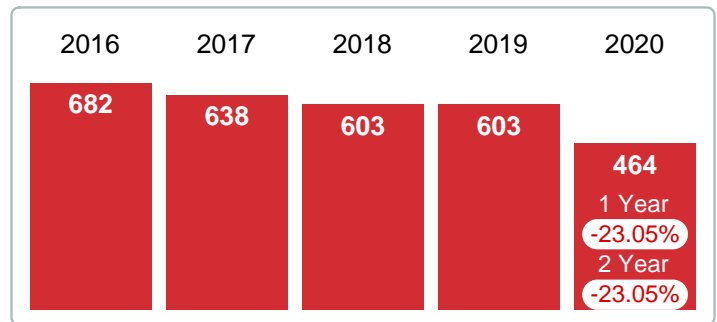
## ACTIVE INVENTORY

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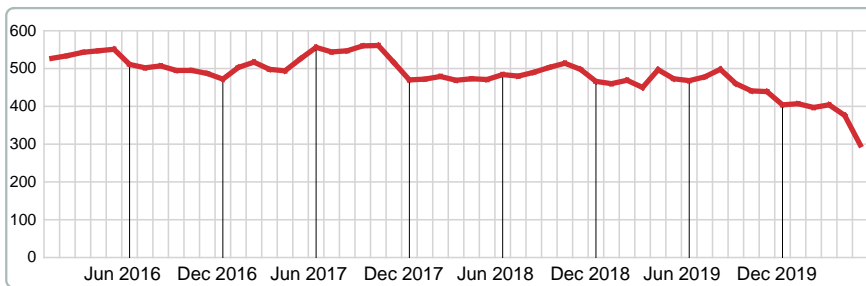
### END OF MAY



### ACTIVE DURING MAY

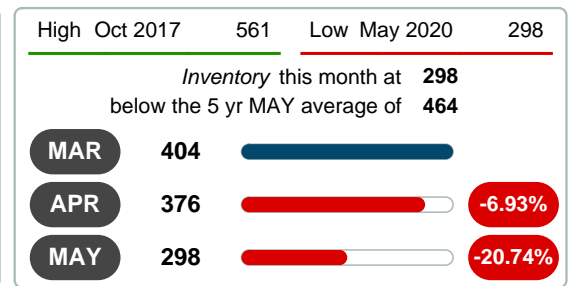


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 464



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	13	4.36%	117.0	13	0	0	0
\$10,001 - \$20,000	45	15.10%	60.0	44	1	0	0
\$20,001 - \$50,000	39	13.09%	93.0	33	5	1	0
\$50,001 - \$150,000	87	29.19%	74.0	48	32	6	1
\$150,001 - \$280,000	46	15.44%	80.5	18	19	8	1
\$280,001 - \$490,000	38	12.75%	78.0	21	6	7	4
\$490,001 and up	30	10.07%	91.0	17	6	5	2
<b>Total Active Inventory by Units</b>	<b>298</b>			<b>194</b>	<b>69</b>	<b>27</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>64,119,939</b>	<b>100%</b>	<b>77.0</b>	<b>35.31M</b>	<b>17.09M</b>	<b>8.31M</b>	<b>3.41M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$99,500</b>			<b>\$58,000</b>	<b>\$145,000</b>	<b>\$258,500</b>	<b>\$334,950</b>

# May 2020



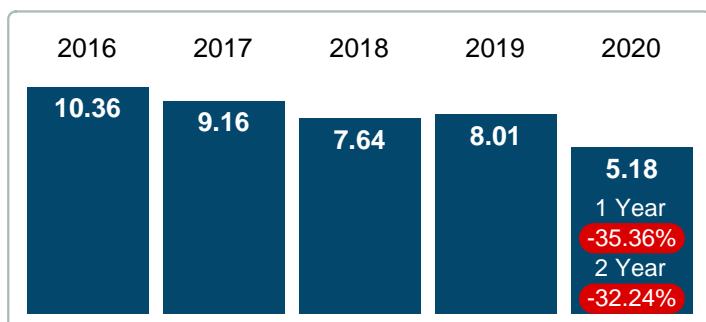
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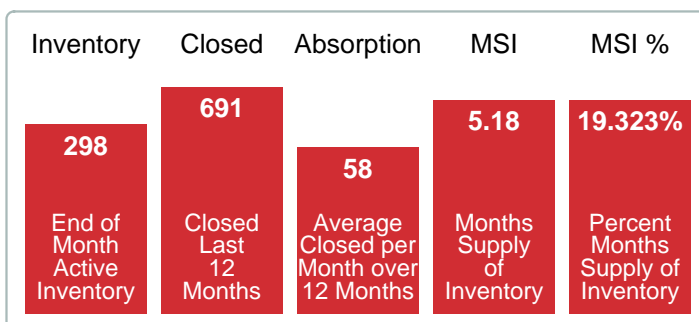
## MONTHS SUPPLY of INVENTORY (MSI)

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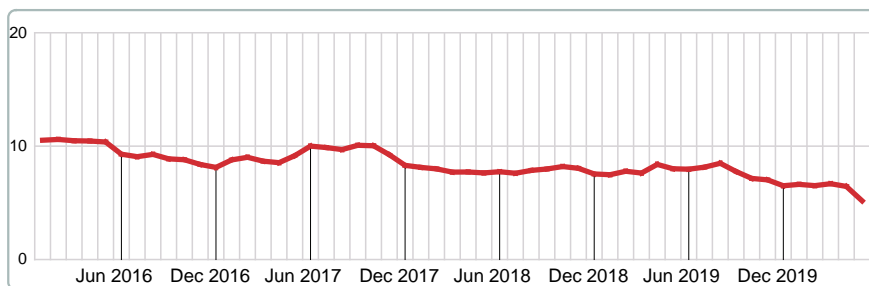
### MSI FOR MAY



### INDICATORS FOR MAY 2020

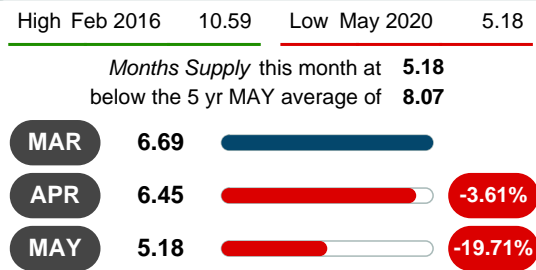


### 5 YEAR MARKET ACTIVITY TRENDS



### 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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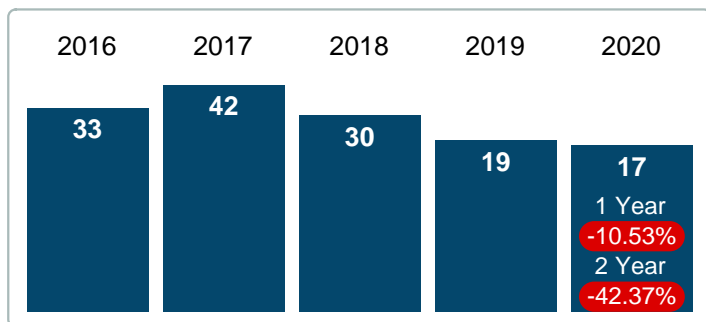
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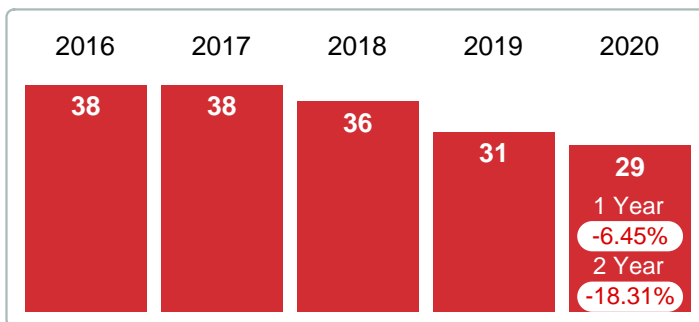
## MEDIAN DAYS ON MARKET TO SALE

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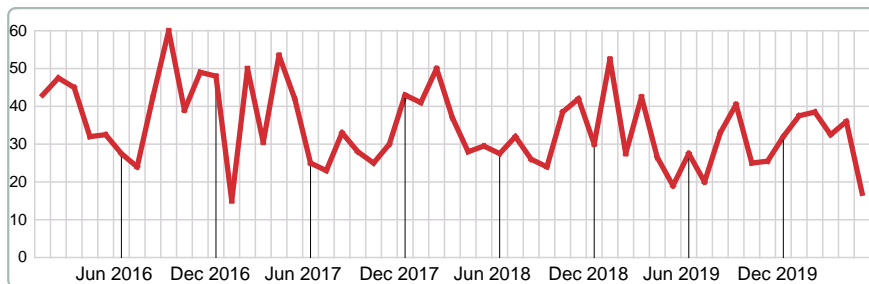
### MAY



### YEAR TO DATE (YTD)

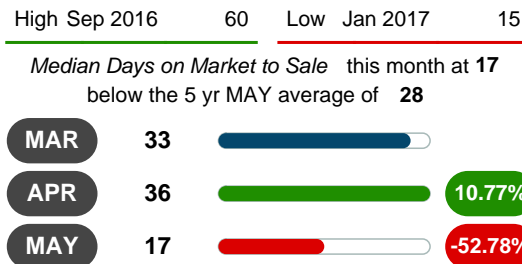


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 28



### 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
\$10,000 and less	0.00%	91	0	0	0	0
\$10,001 - \$60,000	20.41%	38	27	68	0	0
\$60,001 - \$80,000	16.33%	12	36	17	9	0
\$80,001 - \$120,000	24.49%	9	6	11	4	0
\$120,001 - \$140,000	12.24%	5	4	3	13	0
\$140,001 - \$180,000	16.33%	24	0	28	19	0
\$180,001 and up	10.20%	48	0	12	127	77
<b>Median Closed DOM</b>		<b>17</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>17.0</b>	<b>12</b>	<b>28</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,564,105</b>	<b>641.41K</b>	<b>3.37M</b>	<b>1.13M</b>	<b>425.00K</b>

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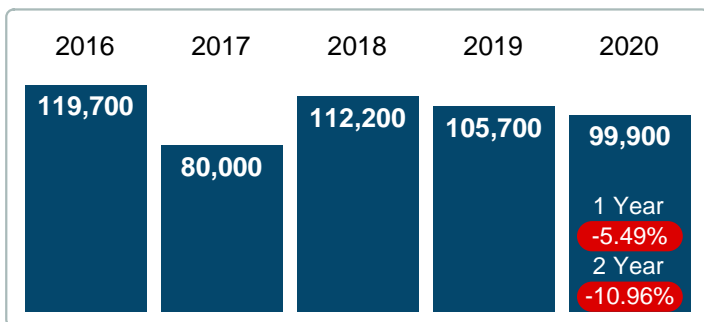
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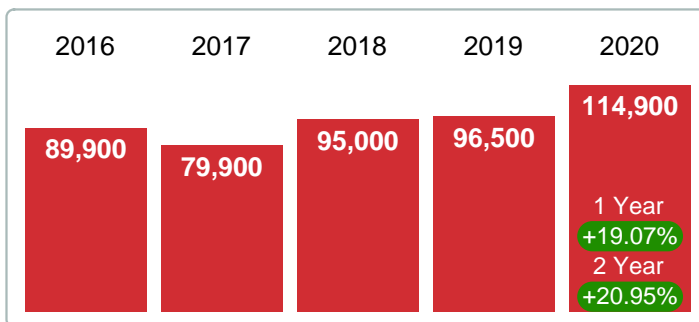
## MEDIAN LIST PRICE AT CLOSING

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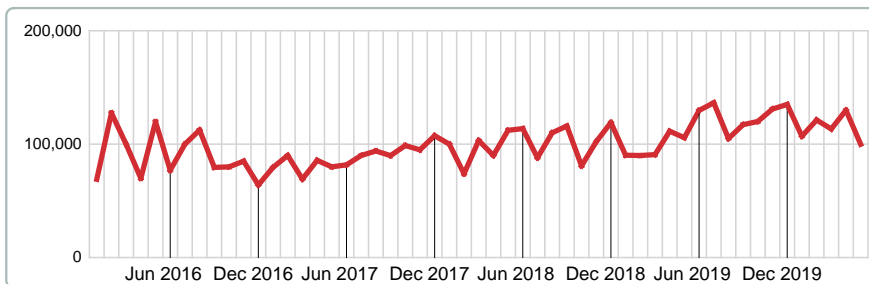
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

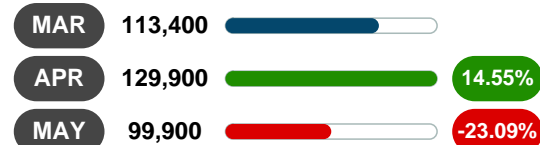


### 3 MONTHS

5 year MAY AVG = 103,500

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

Median List Price at Closing this month at **99,900**  
 below the 5 yr MAY average of **103,500**



### 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
\$10,000 and less	0.00%	48	0	0	0	0
\$10,001 - \$60,000	18.37%	25,000	17,500	49,000	0	0
\$60,001 - \$80,000	16.33%	69,700	62,500	69,500	74,950	0
\$80,001 - \$120,000	28.57%	99,900	92,850	99,900	114,900	0
\$120,001 - \$140,000	10.20%	139,900	140,000	134,000	140,000	0
\$140,001 - \$180,000	14.29%	155,500	0	156,700	148,500	0
\$180,001 and up	12.24%	271,750	0	219,000	298,500	479,900
<b>Median List Price</b>		<b>99,900</b>	<b>35,750</b>	<b>111,950</b>	<b>141,500</b>	<b>479,900</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>99,900</b>	<b>12</b>	<b>28</b>	<b>8</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>5,744,250</b>	<b>660.25K</b>	<b>3.43M</b>	<b>1.17M</b>	<b>479.90K</b>



# May 2020



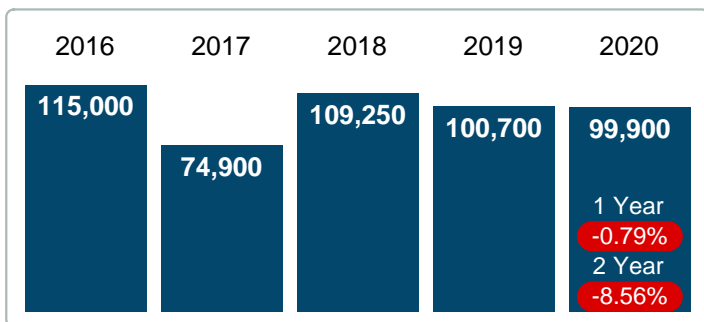
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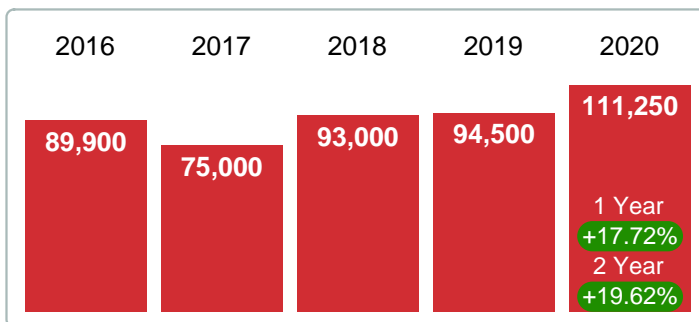
## MEDIAN SOLD PRICE AT CLOSING

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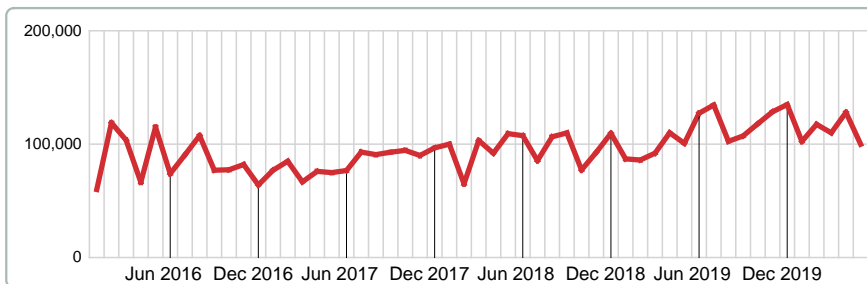
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

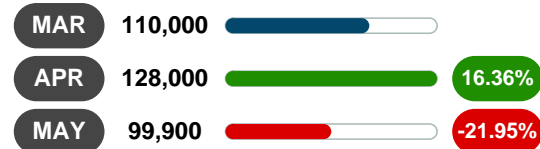


### 3 MONTHS

5 year MAY AVG = 99,950

High Dec 2019 134,900 Low Jan 2016 60,000

Median Sold Price at Closing this month at 99,900 below the 5 yr MAY average of 99,950



### 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
\$10,000 and less	0	0.00%	271,750	0	0	0	0
\$10,001 - \$60,000	10	20.41%	20,500	16,000	50,000	0	0
\$60,001 - \$80,000	8	16.33%	69,900	70,000	69,700	72,500	0
\$80,001 - \$120,000	12	24.49%	99,900	92,850	99,900	114,900	0
\$120,001 - \$140,000	6	12.24%	130,000	130,500	130,000	130,000	0
\$140,001 - \$180,000	8	16.33%	151,750	0	155,000	148,500	0
\$180,001 and up	5	10.20%	286,500	0	231,000	286,500	425,000
Median Sold Price			99,900	33,750	108,950	136,000	425,000
Total Closed Units		100%	99,900	12	28	8	1
Total Closed Volume			5,564,105	641.41K	3.37M	1.13M	425.00K

# May 2020



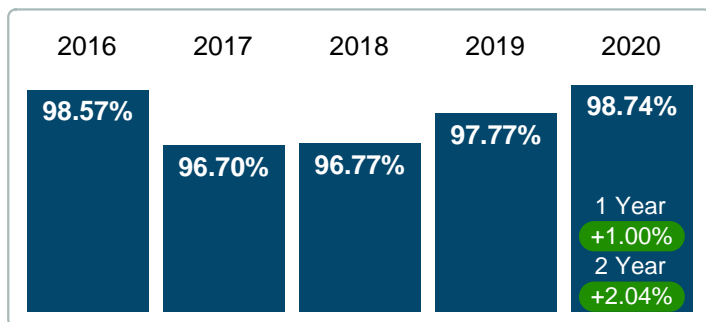
Area Delimited by County Of Muskogee



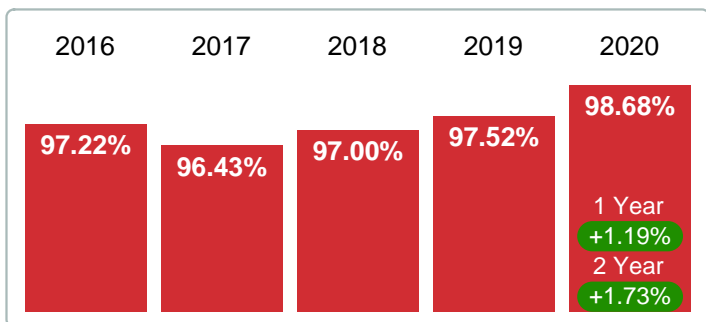
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

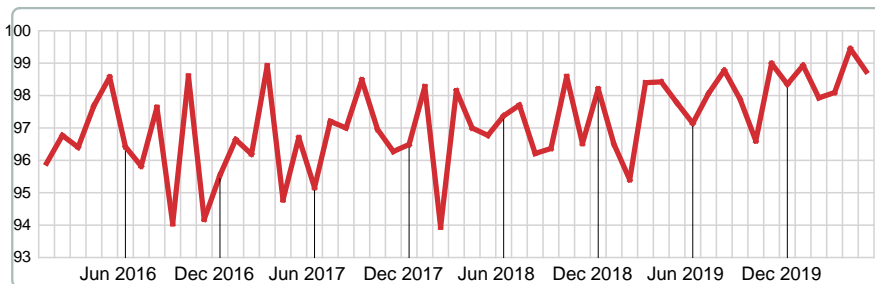
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

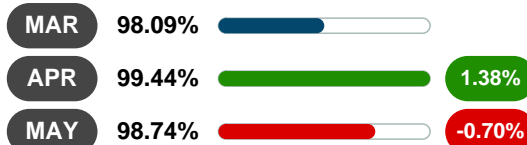


### 3 MONTHS

5 year MAY AVG = 97.71%

High Apr 2020 99.44% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **98.74%**  
above the 5 yr MAY average of **97.71%**



### 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
\$10,000 and less	0	0.00%	26.50%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$60,000	10	20.41%	88.09%	100.00%	84.39%	0.00%	0.00%
\$60,001 - \$80,000	8	16.33%	100.00%	96.12%	100.00%	96.73%	0.00%
\$80,001 - \$120,000	12	24.49%	100.00%	100.00%	100.00%	100.00%	0.00%
\$120,001 - \$140,000	6	12.24%	97.74%	100.90%	97.01%	92.86%	0.00%
\$140,001 - \$180,000	8	16.33%	98.73%	0.00%	98.16%	99.30%	0.00%
\$180,001 and up	5	10.20%	95.98%	0.00%	98.19%	95.98%	88.56%
Median Sold/List Ratio		98.74%		100.00%	98.54%	97.64%	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

# May 2020

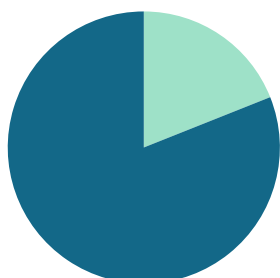
Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

### INVENTORY

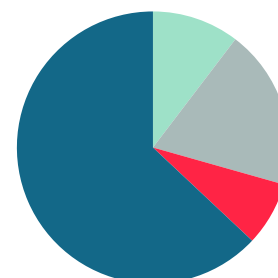


**Inventory**  
 New Listings  
**88 = 18.97%**  
 Start Inventory  
**376**  
 Total Inventory Units  
**464**  
 Volume  
**\$92,552,038**

### 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%
Median List Price	105,700	99,900	-5.49%	96,500	114,900	19.07%
Median Sale Price	100,700	99,900	-0.79%	94,500	111,250	17.72%
Median Percent of Selling Price to List Price	97.77%	98.74%	1.00%	97.52%	98.68%	1.19%
Median Days on Market to Sale	19.00	17.00	-10.53%	31.00	29.00	-6.45%
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

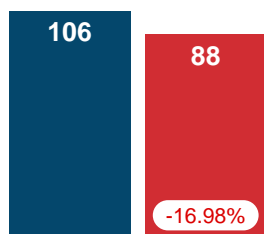
**Inventory** on May 31, 2020 = **298**

**2019** **2020**

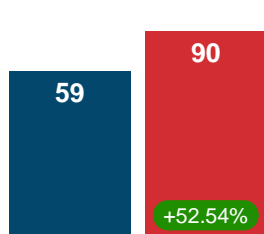
### MAY MARKET

### MEDIAN PRICES

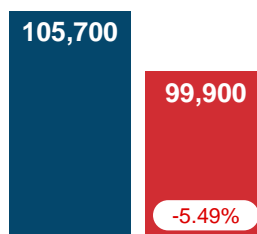
#### New Listings



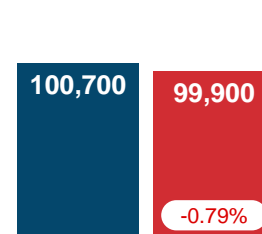
#### Pending Listings



#### List Price



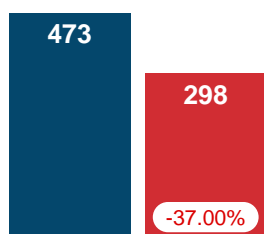
#### Sale Price



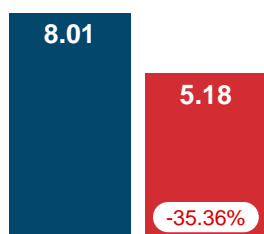
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

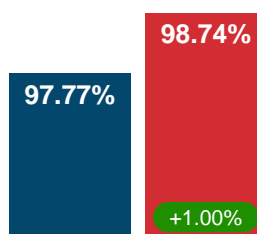
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

