



November 2020

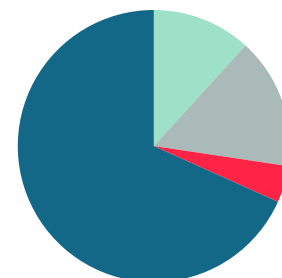
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	57	46	-19.30%
Pending Listings	55	61	10.91%
New Listings	99	71	-28.28%
Average List Price	464,004	121,772	-73.76%
Average Sale Price	452,107	118,854	-73.71%
Average Percent of Selling Price to List Price	92.23%	95.85%	3.93%
Average Days on Market to Sale	44.07	26.04	-40.90%
End of Month Inventory	445	267	-40.00%
Months Supply of Inventory	6.85	4.16	-39.30%



■ Closed (11.76%)
■ Pending (15.60%)
■ Other OffMarket (4.35%)
■ Active (68.29%)

Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of November 30, 2020 = **267**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **40.00%** to 267 existing homes available for sale. Over the last 12 months this area has had an average of 64 closed sales per month. This represents an unsold inventory index of **4.16** 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 **73.71%** in November 2020 to \$118,854 versus the previous year at \$452,107.

Average Days on Market Shortens

The average number of **26.04** days that homes spent on the market before selling decreased by 18.03 days or **40.90%** in November 2020 compared to last year's same month at **44.07** DOM.

Sales Success for November 2020 is Positive

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

There were 71 New Listings in November 2020, down **28.28%** from last year at 99. Furthermore, there were 46 Closed Listings this month versus last year at 57, a **-19.30%** decrease.

Closed versus Listed trends yielded a **64.8%** ratio, up from previous year's, November 2019, at **57.6%**, a **12.53%** 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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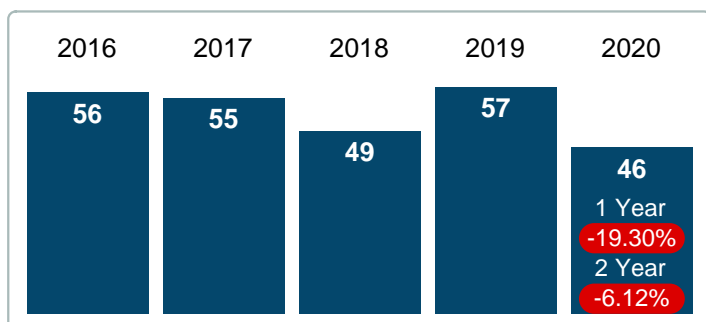
Area Delimited by County Of Muskogee



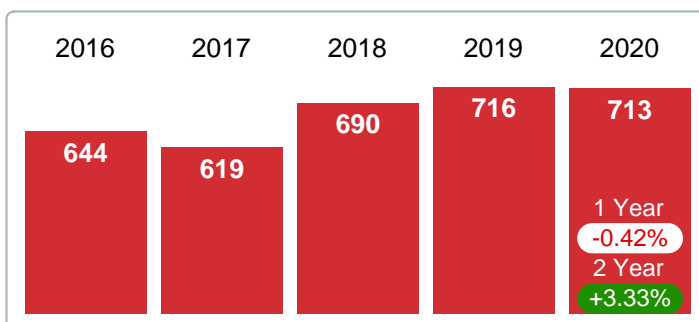
CLOSED LISTINGS

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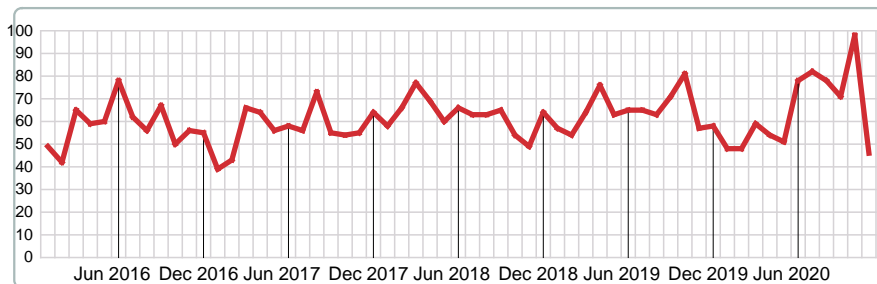
NOVEMBER



YEAR TO DATE (YTD)

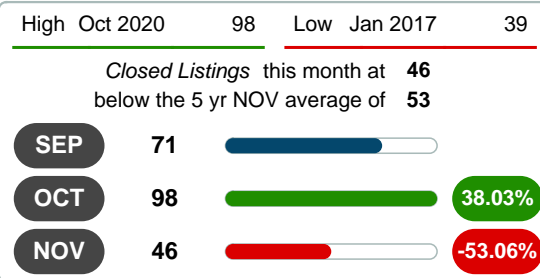


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 53



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	4	8.70%	32.8	4	0	0	0
\$30,001 - \$50,000	5	10.87%	66.2	2	3	0	0
\$50,001 - \$80,000	6	13.04%	14.0	3	3	0	0
\$80,001 - \$120,000	13	28.26%	15.9	4	8	1	0
\$120,001 - \$160,000	8	17.39%	39.9	2	4	1	1
\$160,001 - \$210,000	5	10.87%	5.0	2	2	1	0
\$210,001 and up	5	10.87%	20.2	0	2	3	0
Total Closed Units	46			17	22	6	1
Total Closed Volume	5,467,300	100%	26.0	1.35M	2.69M	1.30M	125.00K
Average Closed Price	\$118,854			\$79,412	\$122,195	\$217,333	\$125,000



November 2020

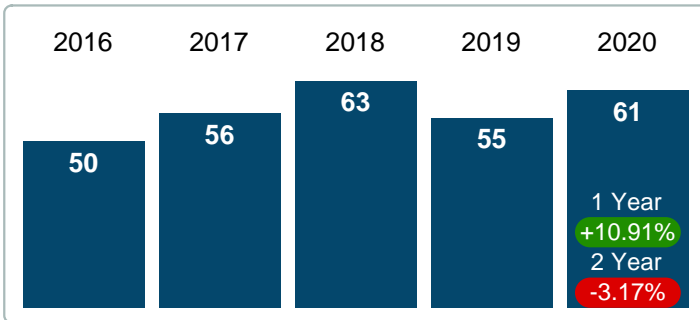
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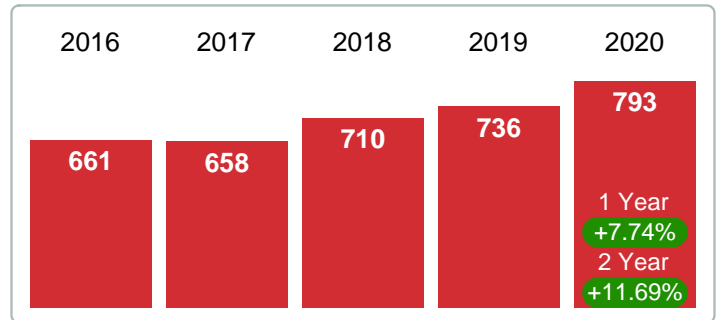
PENDING LISTINGS

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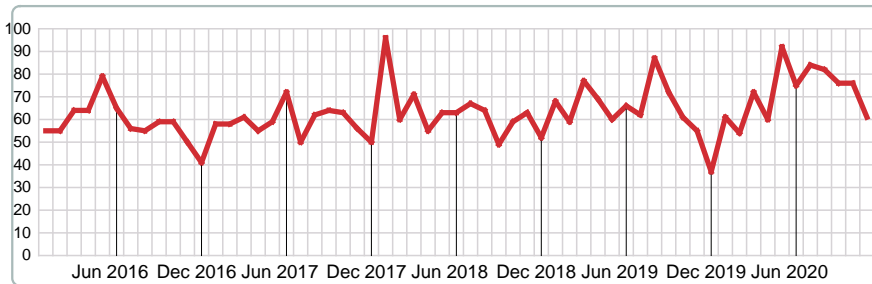
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

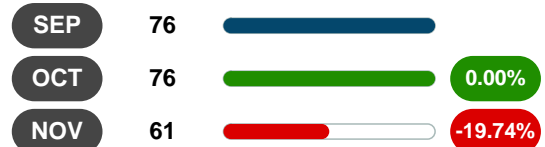


3 MONTHS

5 year NOV AVG = 57

High Jan 2018 96 Low Dec 2019 37

Pending Listings this month at **61**
above the 5 yr NOV average of **57**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.20%	59.4	4	0	1	0
\$40,001 - \$80,000	8	13.11%	45.8	4	3	0	1
\$80,001 - \$120,000	9	14.75%	31.6	4	4	1	0
\$120,001 - \$150,000	13	21.31%	41.2	3	7	2	1
\$150,001 - \$210,000	11	18.03%	29.5	0	8	2	1
\$210,001 - \$430,000	8	13.11%	38.0	0	4	4	0
\$430,001 and up	7	11.48%	57.3	4	1	2	0
Total Pending Units	61			19	27	12	3
Total Pending Volume	12,953,509	100%	115.0	5.17M	4.37M	3.07M	339.80K
Average Listing Price	\$96,700			\$272,180	\$161,936	\$255,833	\$113,267



November 2020

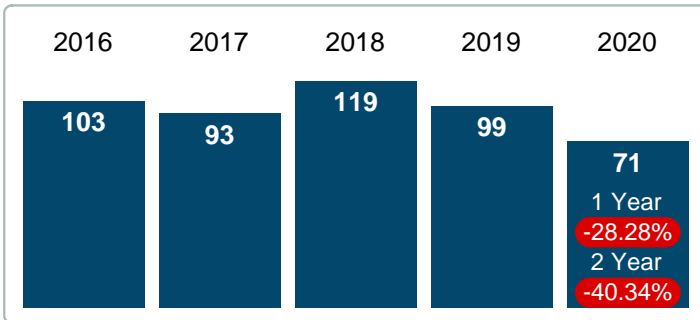
Area Delimited by County Of Muskogee



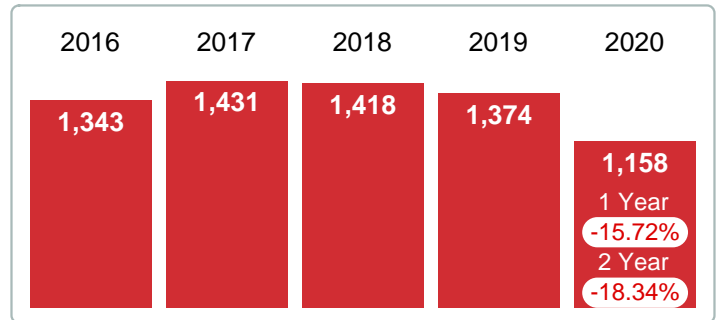
NEW LISTINGS

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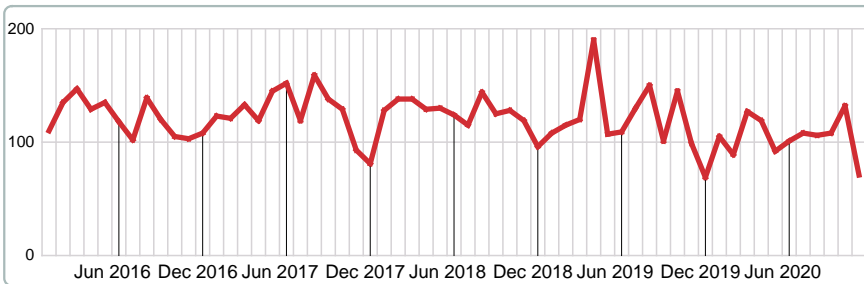
NOVEMBER



YEAR TO DATE (YTD)

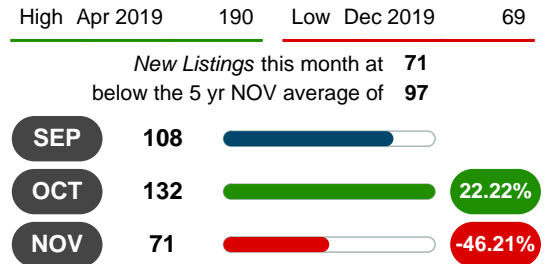


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 97



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	6	8.45%	6	0	0	0
\$30,001 - \$60,000	10	14.08%	4	4	2	0
\$60,001 - \$70,000	4	5.63%	1	2	1	0
\$70,001 - \$150,000	26	36.62%	7	13	6	0
\$150,001 - \$190,000	9	12.68%	0	7	2	0
\$190,001 - \$260,000	6	8.45%	1	3	2	0
\$260,001 and up	10	14.08%	0	4	6	0
Total New Listed Units	71		19	33	19	0
Total New Listed Volume	9,561,209	100%	1.12M	4.97M	3.47M	0.00B
Average New Listed Listing Price	\$55,000		\$58,837	\$150,561	\$182,884	\$0



November 2020

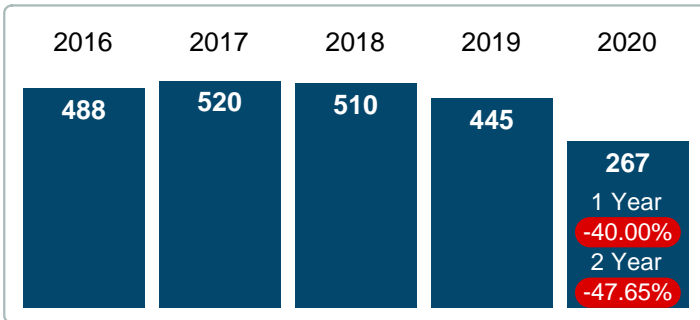
Area Delimited by County Of Muskogee



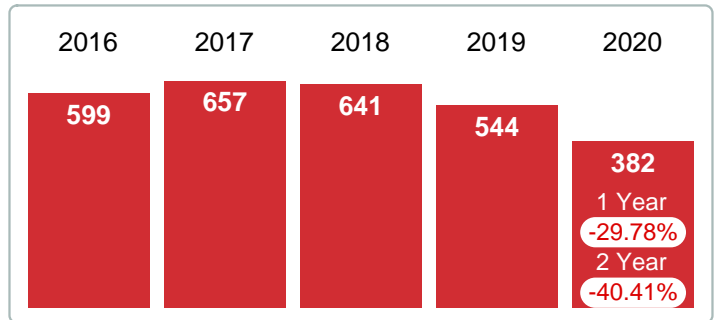
ACTIVE INVENTORY

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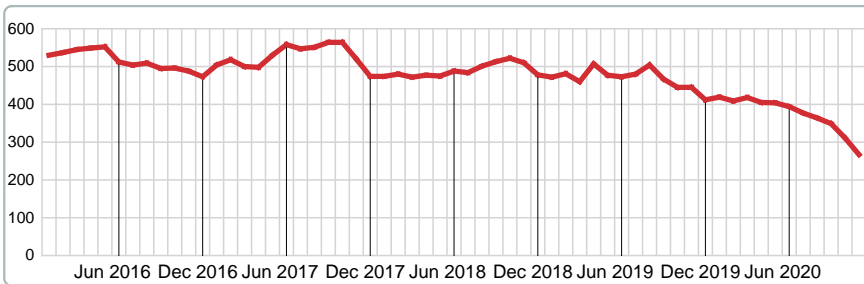
END OF NOVEMBER



ACTIVE DURING NOVEMBER

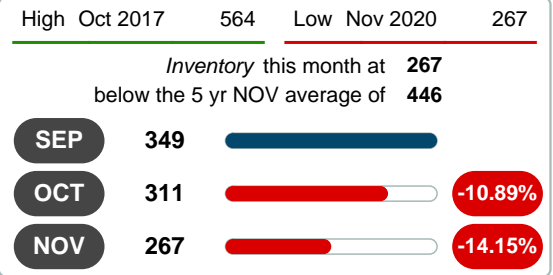


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 446



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	39	14.61%	85.2	37	0	2	0
\$25,001-\$50,000	30	11.24%	65.4	20	9	1	0
\$50,001-\$150,000	93	34.83%	78.2	54	31	8	0
\$150,001-\$250,000	40	14.98%	61.7	15	17	7	1
\$250,001-\$375,000	35	13.11%	74.1	14	8	12	1
\$375,001 and up	30	11.24%	145.4	21	4	4	1
Total Active Inventory by Units	267			161	69	34	3
Total Active Inventory by Volume	53,888,384	100%	82.3	29.84M	14.67M	7.94M	1.45M
Average Active Inventory Listing Price	\$201,829			\$185,318	\$212,572	\$233,382	\$483,266

November 2020



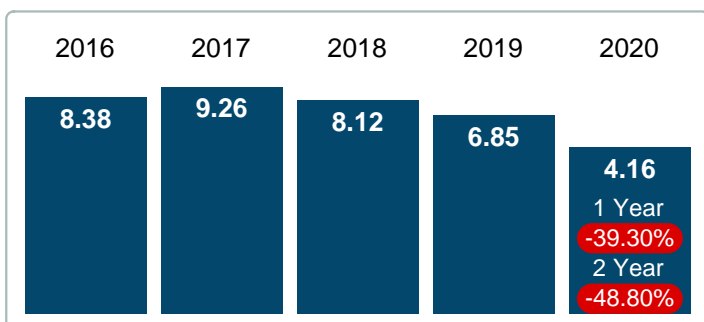
Area Delimited by County Of Muskogee



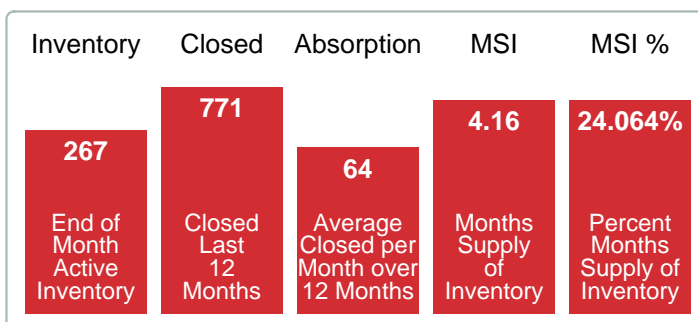
MONTHS SUPPLY of INVENTORY (MSI)

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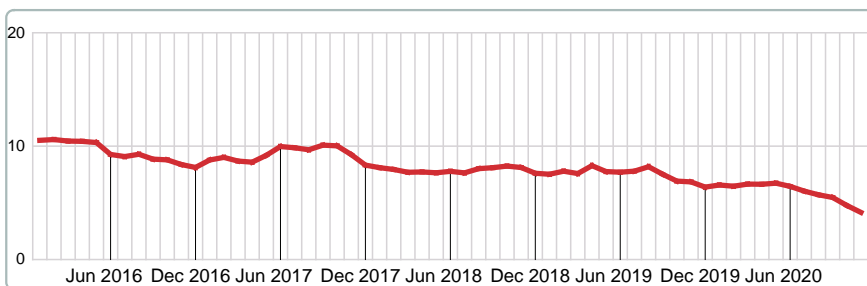
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

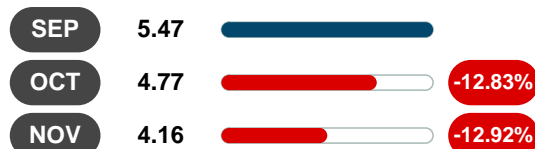


3 MONTHS

5 year NOV AVG = 7.35

High Feb 2016 10.58 Low Nov 2020 4.16

Months Supply this month at 4.16 below the 5 yr NOV average of 7.35



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	3	1.12%	3.00	3.60	0.00	0.00	0.00
\$10,001 - \$40,000	56	20.97%	7.07	9.14	2.22	9.00	0.00
\$40,001 - \$70,000	37	13.86%	3.79	6.82	2.03	2.00	0.00
\$70,001 - \$160,000	72	26.97%	2.80	8.82	1.60	2.10	0.00
\$160,001 - \$260,000	37	13.86%	2.88	12.00	1.98	1.65	4.00
\$260,001 - \$380,000	33	12.36%	6.49	21.00	5.25	4.71	1.33
\$380,001 and up	29	10.86%	15.13	30.00	6.86	12.00	3.00
Market Supply of Inventory (MSI)			4.16	9.81	2.00	2.91	1.71
Total Active Inventory by Units		100%	4.16	161	69	34	3



November 2020

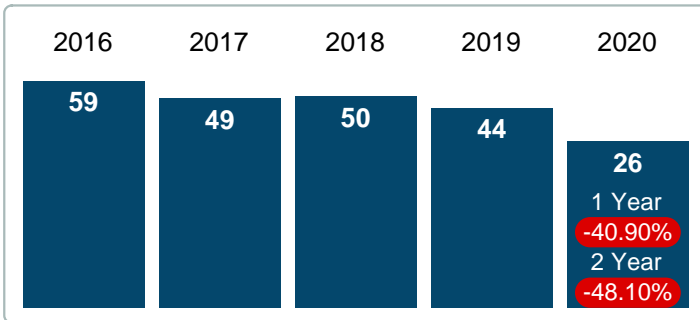
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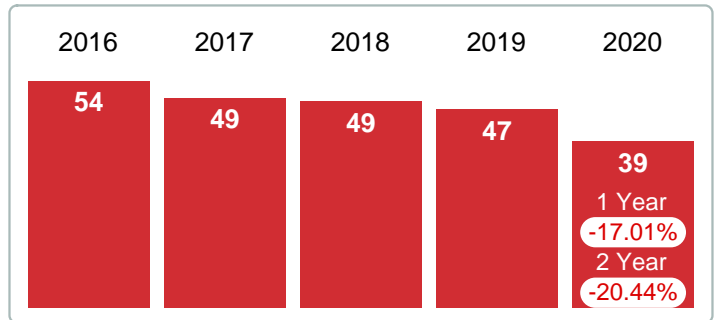
AVERAGE DAYS ON MARKET TO SALE

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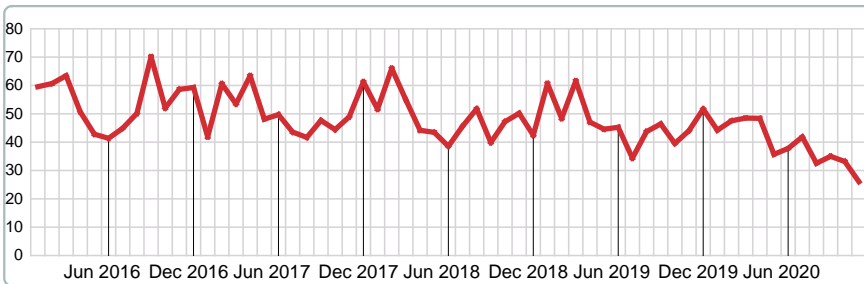
NOVEMBER



YEAR TO DATE (YTD)

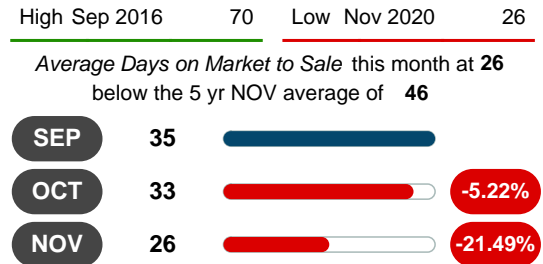


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 46



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	8.70%	33	33	0	0	0
\$30,001 - \$50,000	10.87%	66	91	50	0	0
\$50,001 - \$80,000	13.04%	14	20	8	0	0
\$80,001 - \$120,000	28.26%	16	19	14	20	0
\$120,001 - \$160,000	17.39%	40	46	38	4	72
\$160,001 - \$210,000	10.87%	5	7	3	6	0
\$210,001 and up	10.87%	20	0	11	27	0
Average Closed DOM		26	33	21	18	72
Total Closed Units	100%	26	17	22	6	1
Total Closed Volume		5,467,300	1.35M	2.69M	1.30M	125.00K

November 2020



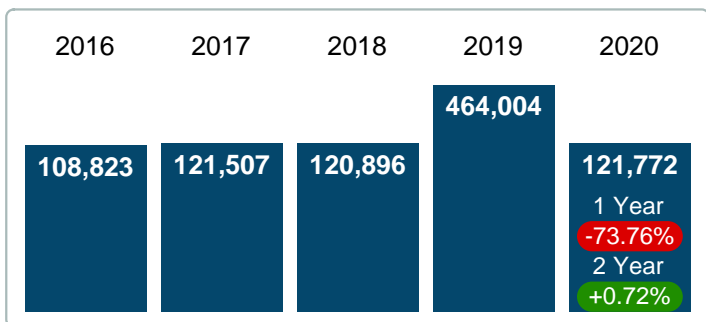
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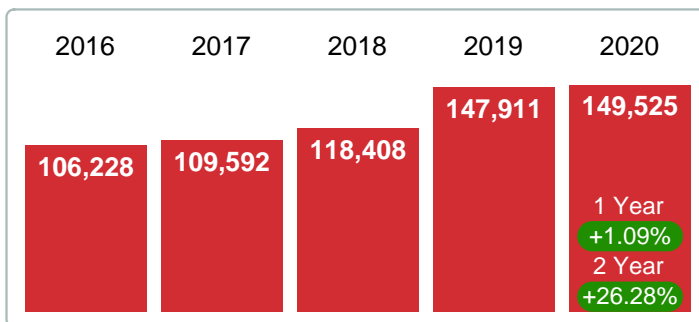
AVERAGE LIST PRICE AT CLOSING

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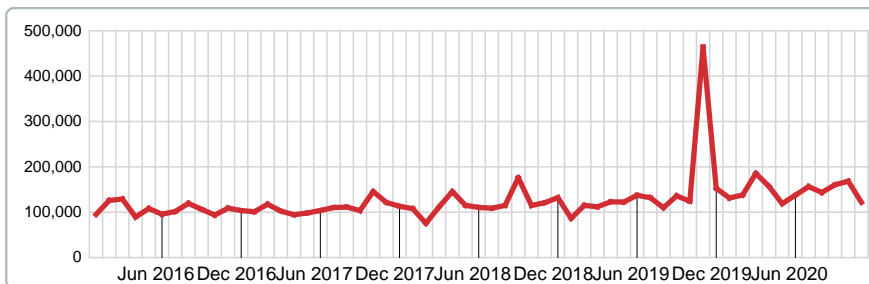
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 187,400

High Nov 2019 464,004 Low Feb 2018 75,527

Average List Price at Closing this month at **121,772**
below the 5 yr NOV average of **187,400**

- SEP: 160,337
- OCT: 168,348 (+5.00%)
- NOV: 121,772 (-27.67%)

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	6.52%	6,330	12,747	0	0	0
\$30,001 - \$50,000	10.87%	43,160	41,950	52,300	0	0
\$50,001 - \$80,000	15.22%	66,929	69,167	68,000	0	0
\$80,001 - \$120,000	28.26%	96,115	100,875	93,263	99,900	0
\$120,001 - \$160,000	15.22%	142,743	157,250	146,925	145,000	127,000
\$160,001 - \$210,000	10.87%	183,700	185,000	186,750	225,000	0
\$210,001 and up	13.04%	288,500	0	319,750	288,833	0
Average List Price		121,772	84,141	123,077	222,733	127,000
Total Closed Units	100%	121,772	17	22	6	1
Total Closed Volume		5,601,489	1.43M	2.71M	1.34M	127.00K

November 2020



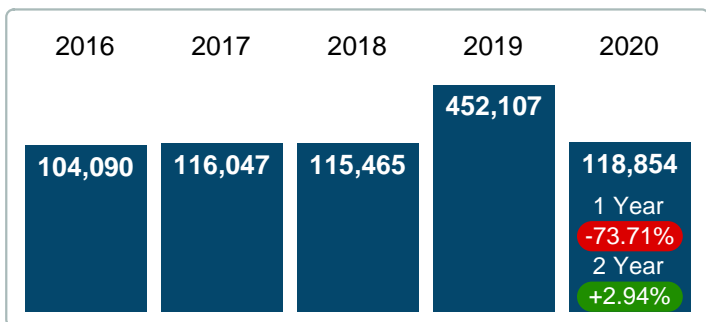
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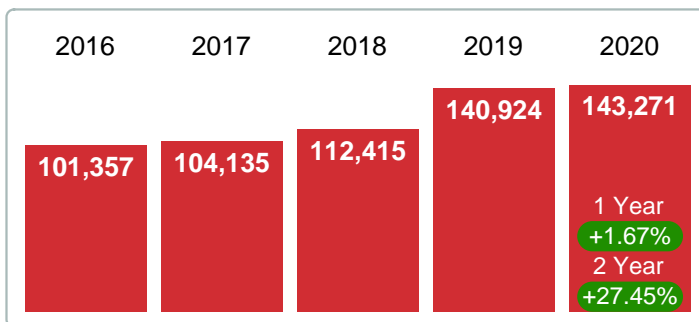
AVERAGE SOLD PRICE AT CLOSING

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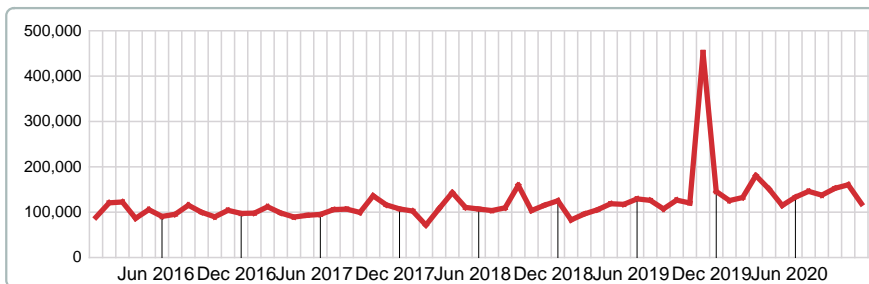
NOVEMBER



YEAR TO DATE (YTD)

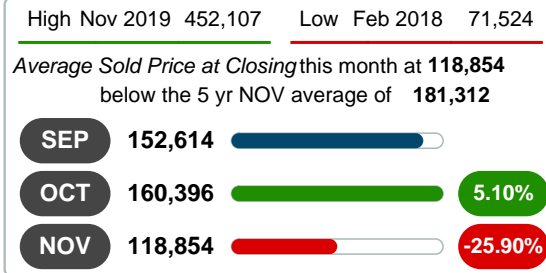


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 181,312



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	8.70%	10,125	10,125	0	0	0
\$30,001 - \$50,000	10.87%	42,780	38,950	45,333	0	0
\$50,001 - \$80,000	13.04%	65,933	64,667	67,200	0	0
\$80,001 - \$120,000	28.26%	96,158	100,188	94,038	97,000	0
\$120,001 - \$160,000	17.39%	141,175	141,000	144,350	145,000	125,000
\$160,001 - \$210,000	10.87%	186,170	177,425	186,750	202,500	0
\$210,001 and up	10.87%	301,400	0	323,750	286,500	0
Average Sold Price		118,854	79,412	122,195	217,333	125,000
Total Closed Units	100%	118,854	17	22	6	1
Total Closed Volume		5,467,300	1.35M	2.69M	1.30M	125.00K

November 2020



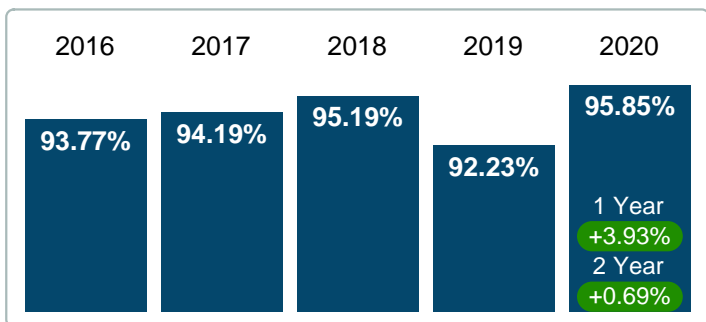
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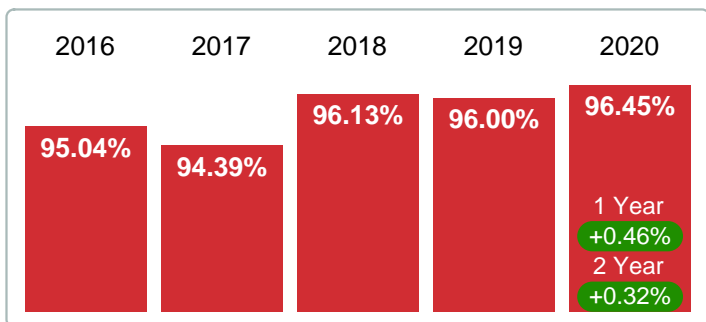
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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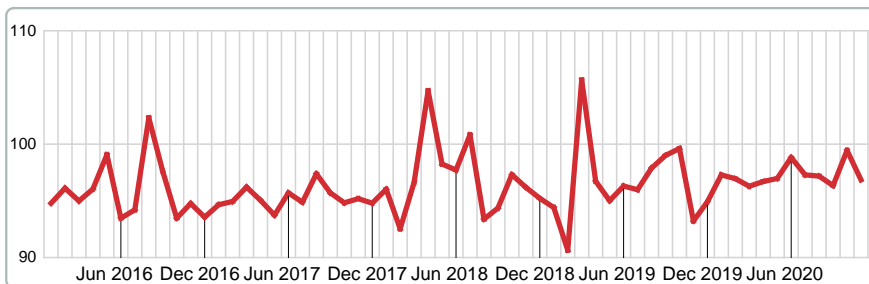
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

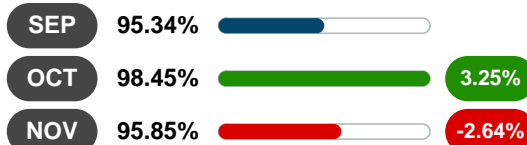


3 MONTHS

5 year NOV AVG = 94.24%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **95.85%** above the 5 yr NOV average of **94.24%**



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	4	8.70%	81.92%	81.92%	0.00%	0.00%	0.00%
\$30,001 - \$50,000	5	10.87%	88.96%	92.64%	86.51%	0.00%	0.00%
\$50,001 - \$80,000	6	13.04%	96.60%	93.69%	99.51%	0.00%	0.00%
\$80,001 - \$120,000	13	28.26%	100.22%	99.70%	100.87%	97.10%	0.00%
\$120,001 - \$160,000	8	17.39%	96.50%	90.17%	98.30%	100.00%	98.43%
\$160,001 - \$210,000	5	10.87%	96.56%	96.39%	100.00%	90.00%	0.00%
\$210,001 and up	5	10.87%	99.85%	0.00%	100.95%	99.12%	0.00%
Average Sold/List Ratio		95.80%		92.11%	98.19%	97.41%	98.43%
Total Closed Units		46	100%	17	22	6	1
Total Closed Volume		5,467,300		1.35M	2.69M	1.30M	125.00K



November 2020

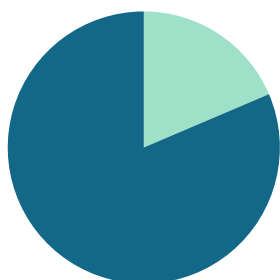
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

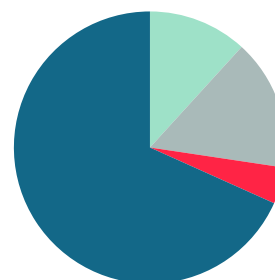


Inventory
 New Listings
71 = 18.59%
 Start Inventory
311
 Total Inventory Units
382
 Volume
\$75,960,982

Market Activity

Closed Sales
46 = 11.76%
 Pending Sales
61 = 15.60%
 Other Off Market
17 = 4.35%
 Active Inventory
267 = 68.29%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	57	46	-19.30%	716	713	-0.42%
Pending Sales	55	61	10.91%	736	793	7.74%
New Listings	99	71	-28.28%	1,374	1,158	-15.72%
Average List Price	464,004	121,772	-73.76%	147,911	149,525	1.09%
Average Sale Price	452,107	118,854	-73.71%	140,924	143,271	1.67%
Average Percent of Selling Price to List Price	92.23%	95.85%	3.93%	96.00%	96.45%	0.46%
Average Days on Market to Sale	44.07	26.04	-40.90%	46.56	38.64	-17.01%
Monthly Inventory	445	267	-40.00%	445	267	-40.00%
Months Supply of Inventory	6.85	4.16	-39.30%	6.85	4.16	-39.30%

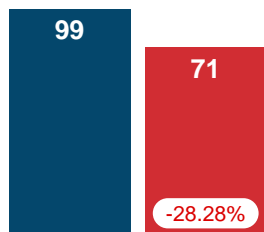
Absorption: Last 12 months, an Average of **64** Sales/Month

Inventory on November 30, 2020 = **267** 2019 2020

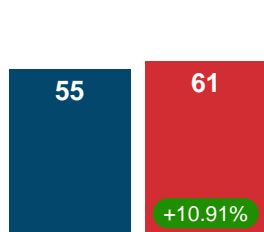
NOVEMBER MARKET

AVERAGE PRICES

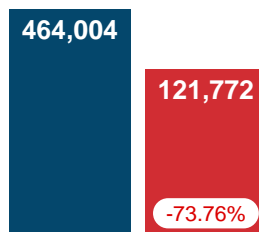
New Listings



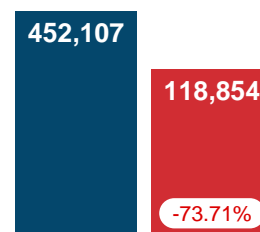
Pending Listings



List Price



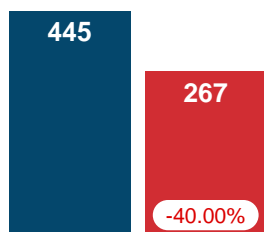
Sale Price



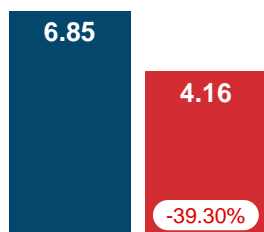
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

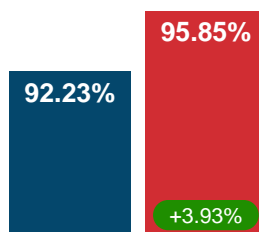
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

