

October 2020



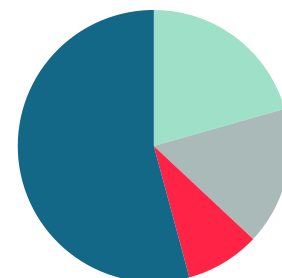
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	81	98	20.99%
Pending Listings	61	78	27.87%
New Listings	145	132	-8.97%
Median List Price	120,000	122,500	2.08%
Median Sale Price	118,000	125,000	5.93%
Median Percent of Selling Price to List Price	96.73%	99.32%	2.68%
Median Days on Market to Sale	22.00	11.00	-50.00%
End of Month Inventory	445	258	-42.02%
Months Supply of Inventory	6.92	3.96	-42.76%



■ Closed (20.59%)
■ Pending (16.39%)
■ Other OffMarket (8.82%)
■ Active (54.20%)

Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of October 31, 2020 = **258**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **42.02%** to 258 existing homes available for sale. Over the last 12 months this area has had an average of 65 closed sales per month. This represents an unsold inventory index of **3.96** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **5.93%** in October 2020 to \$125,000 versus the previous year at \$118,000.

Median Days on Market Shortens

The median number of **11.00** days that homes spent on the market before selling decreased by 11.00 days or **50.00%** in October 2020 compared to last year's same month at **22.00** DOM.

Sales Success for October 2020 is Positive

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

There were 132 New Listings in October 2020, down **8.97%** from last year at 145. Furthermore, there were 98 Closed Listings this month versus last year at 81, a **20.99%** increase.

Closed versus Listed trends yielded a **74.2%** ratio, up from previous year's, October 2019, at **55.9%**, a **32.90%** 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

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

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

October 2020



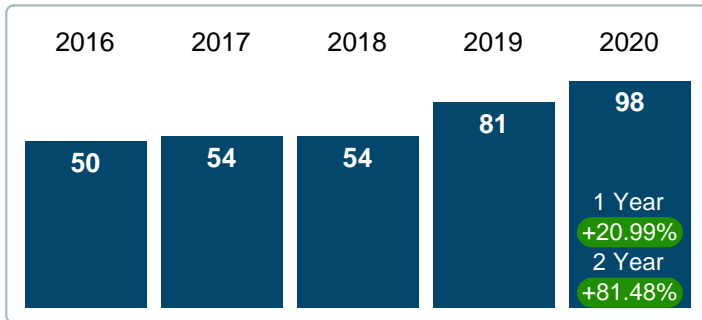
Area Delimited by County Of Muskogee



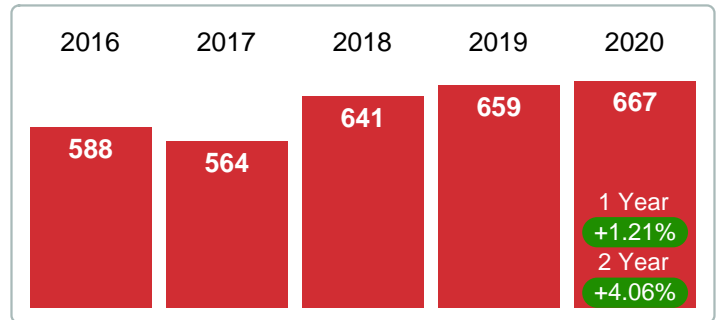
CLOSED LISTINGS

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

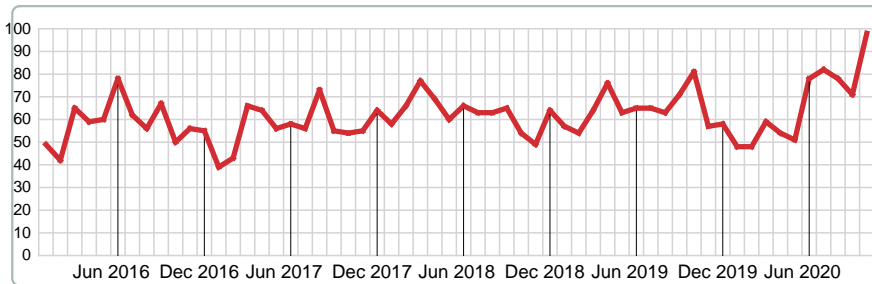
OCTOBER



YEAR TO DATE (YTD)

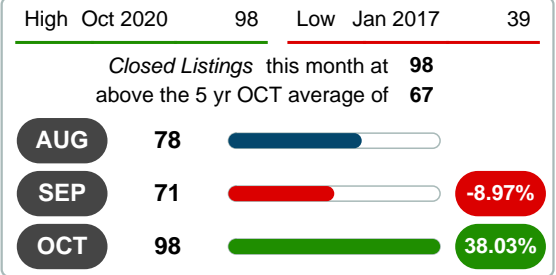


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	8.16%	20.0	7	1	0	0
\$30,001 - \$60,000	12	12.24%	4.0	8	4	0	0
\$60,001 - \$100,000	16	16.33%	19.0	3	10	3	0
\$100,001 - \$150,000	25	25.51%	6.0	0	19	6	0
\$150,001 - \$220,000	15	15.31%	14.0	2	8	4	1
\$220,001 - \$280,000	12	12.24%	21.0	2	5	5	0
\$280,001 and up	10	10.20%	41.5	3	4	3	0
Total Closed Units	98			25	51	21	1
Total Closed Volume	15,718,790	100%	11.0	3.85M	7.61M	4.08M	182.00K
Median Closed Price	\$125,000			\$49,900	\$125,000	\$185,000	\$182,000

October 2020



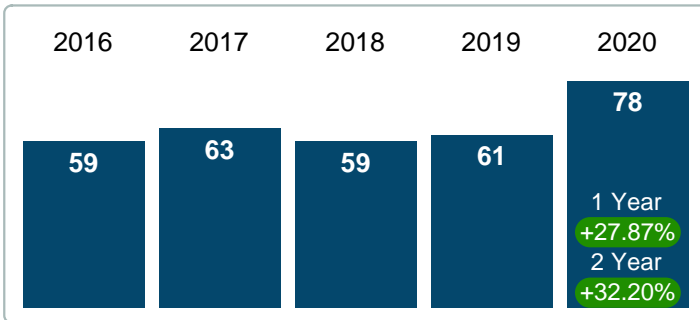
Area Delimited by County Of Muskogee



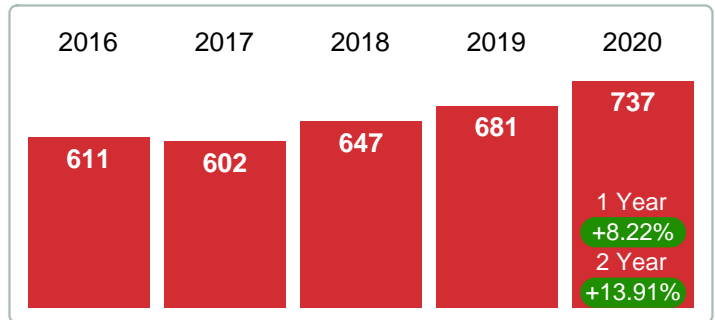
PENDING LISTINGS

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

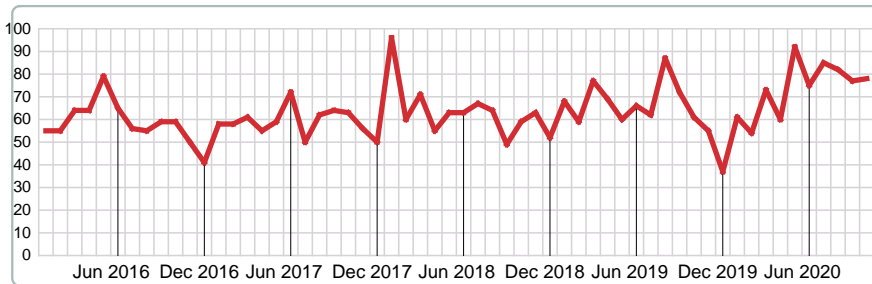
OCTOBER



YEAR TO DATE (YTD)

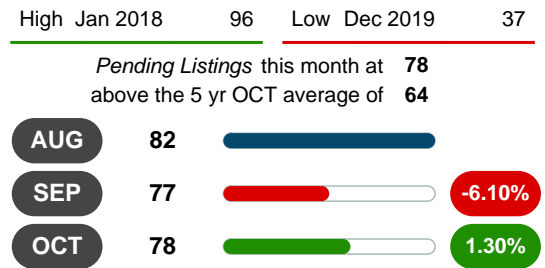


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 64



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	6	7.69%	38.5	5	1	0	0
\$30,001 - \$70,000	9	11.54%	3.0	4	4	1	0
\$70,001 - \$90,000	14	17.95%	6.0	3	11	0	0
\$90,001 - \$150,000	17	21.79%	8.0	7	8	1	1
\$150,001 - \$190,000	11	14.10%	6.0	0	9	2	0
\$190,001 - \$290,000	12	15.38%	7.0	2	4	5	1
\$290,001 and up	9	11.54%	26.0	2	5	1	1
Total Pending Units	78			23	42	10	3
Total Pending Volume	14,323,115	100%	8.0	3.00M	8.67M	1.98M	679.90K
Median Listing Price	\$119,950			\$85,000	\$117,450	\$194,500	\$199,999

October 2020



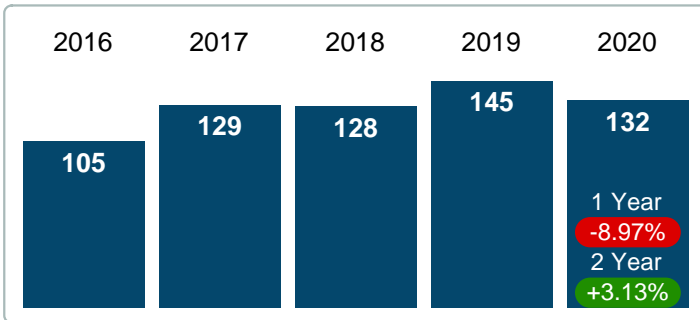
Area Delimited by County Of Muskogee



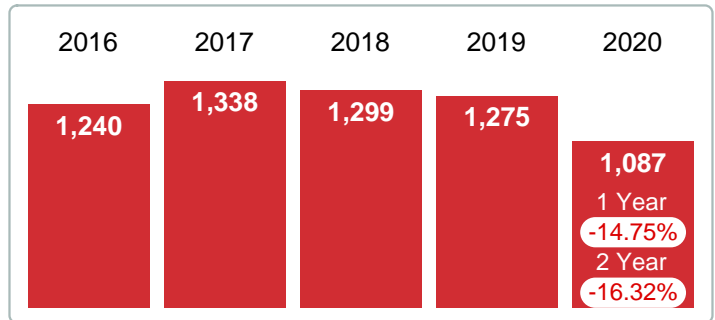
NEW LISTINGS

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

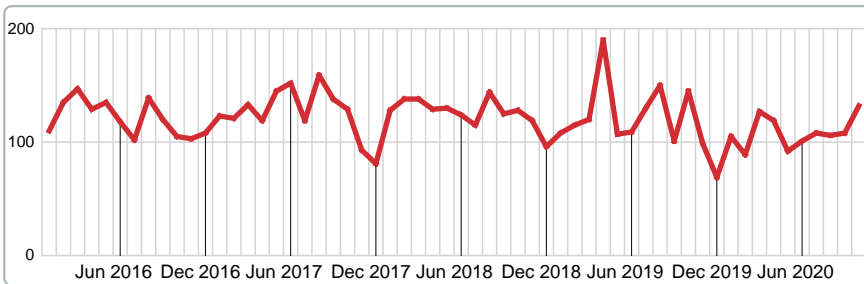
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

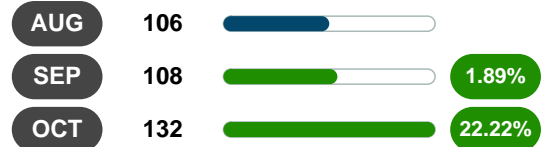


3 MONTHS

5 year OCT AVG = 128

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 132
above the 5 yr OCT average of 128



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	0.76%	1	0	0	0
\$10,001 - \$30,000	20	15.15%	19	0	1	0
\$30,001 - \$70,000	21	15.91%	13	8	0	0
\$70,001 - \$140,000	41	31.06%	15	25	1	0
\$140,001 - \$190,000	15	11.36%	2	10	3	0
\$190,001 - \$290,000	20	15.15%	3	9	7	1
\$290,001 and up	14	10.61%	5	3	5	1
Total New Listed Units	132		58	55	17	2
Total New Listed Volume	19,765,834	100%	7.21M	7.92M	4.11M	529.90K
Median New Listed Listing Price	\$105,250		\$51,500	\$110,000	\$249,500	\$264,950

October 2020



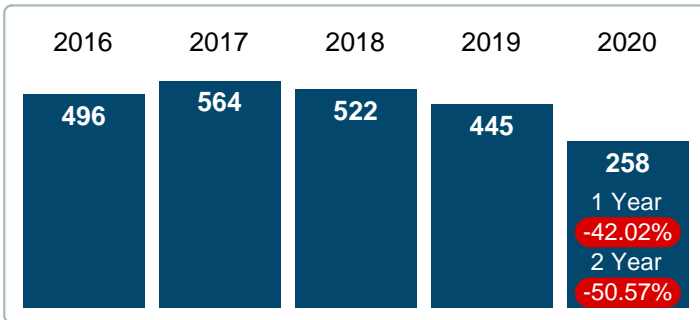
Area Delimited by County Of Muskogee



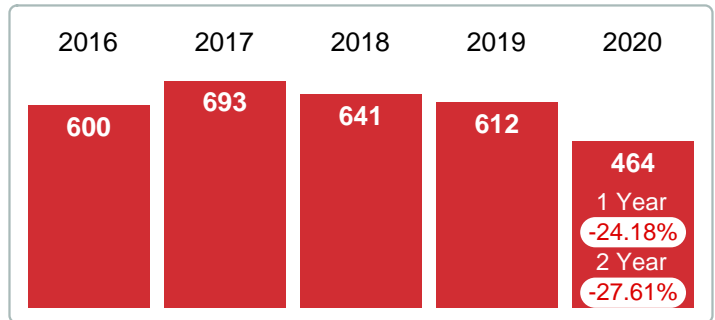
ACTIVE INVENTORY

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

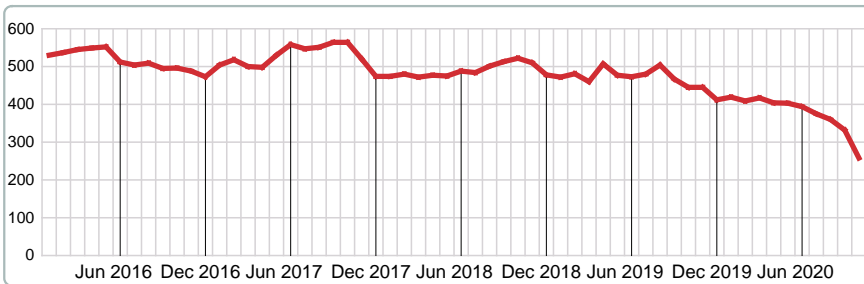
END OF OCTOBER



ACTIVE DURING OCTOBER

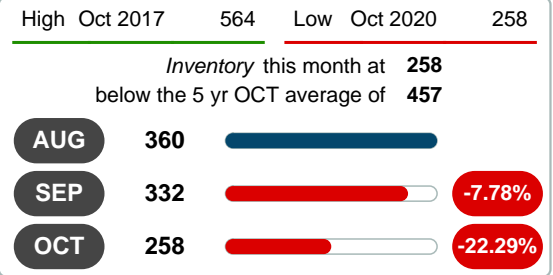


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 457



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	5	1.94%	75.0	5	0	0	0
\$10,001 - \$40,000	51	19.77%	29.0	45	3	3	0
\$40,001 - \$70,000	31	12.02%	66.0	21	9	0	1
\$70,001 - \$160,000	72	27.91%	45.0	39	28	4	1
\$160,001 - \$280,000	40	15.50%	42.0	20	13	7	0
\$280,001 - \$490,000	33	12.79%	59.0	16	5	11	1
\$490,001 and up	26	10.08%	111.5	20	3	2	1
Total Active Inventory by Units	258			166	61	27	4
Total Active Inventory by Volume	57,049,273	100%	50.0	35.79M	12.00M	7.77M	1.49M
Median Active Inventory Listing Price	\$120,000			\$89,500	\$130,000	\$270,000	\$263,571

October 2020



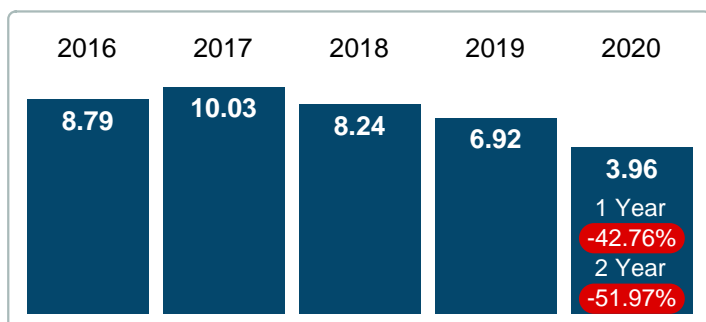
Area Delimited by County Of Muskogee



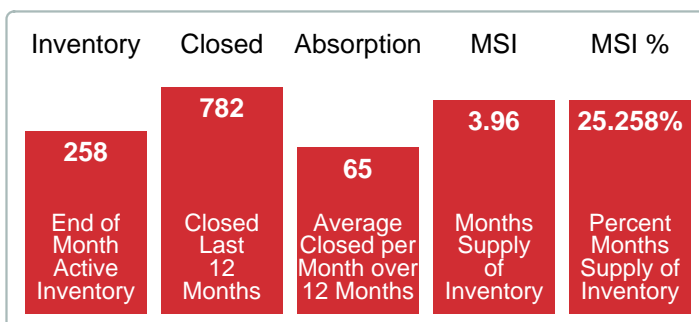
MONTHS SUPPLY of INVENTORY (MSI)

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

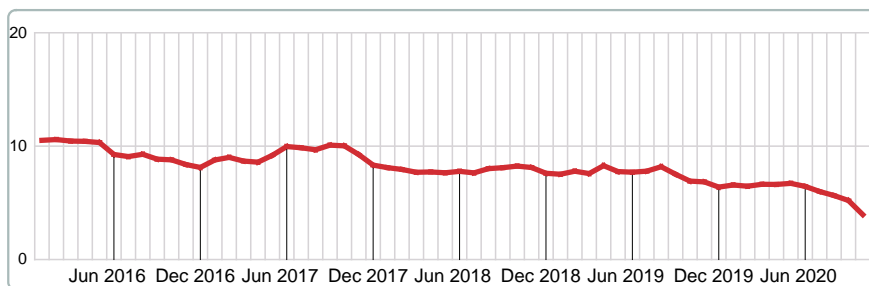
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020



5 YEAR MARKET ACTIVITY TRENDS

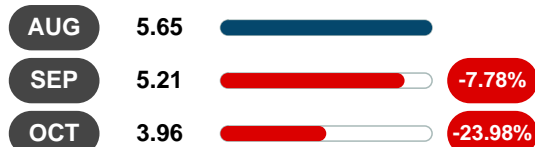


3 MONTHS

5 year OCT AVG = 7.59

High Feb 2016 10.58 Low Oct 2020 3.96

Months Supply this month at 3.96
below the 5 yr OCT average of 7.59



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	5	1.94%	5.45	6.67	0.00	0.00	0.00
\$10,001 - \$40,000	51	19.77%	6.06	8.31	1.16	9.00	0.00
\$40,001 - \$70,000	31	12.02%	3.15	5.73	1.83	0.00	4.00
\$70,001 - \$160,000	72	27.91%	2.83	10.40	1.53	1.20	12.00
\$160,001 - \$280,000	40	15.50%	2.79	17.14	1.75	1.35	0.00
\$280,001 - \$490,000	33	12.79%	6.95	21.33	3.33	6.29	1.33
\$490,001 and up	26	10.08%	17.33	18.46	18.00	8.00	0.00
Market Supply of Inventory (MSI)			3.96	10.01	1.75	2.27	2.29
Total Active Inventory by Units		100%	3.96	166	61	27	4

October 2020



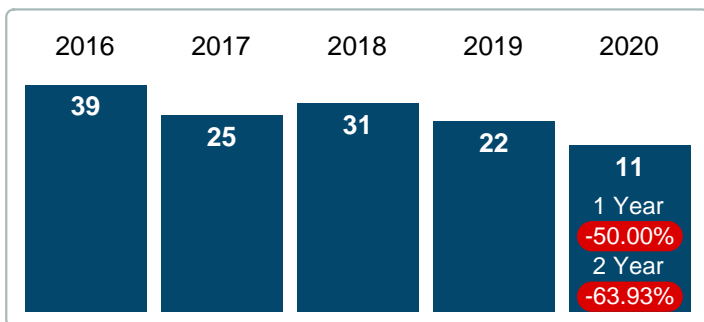
Area Delimited by County Of Muskogee



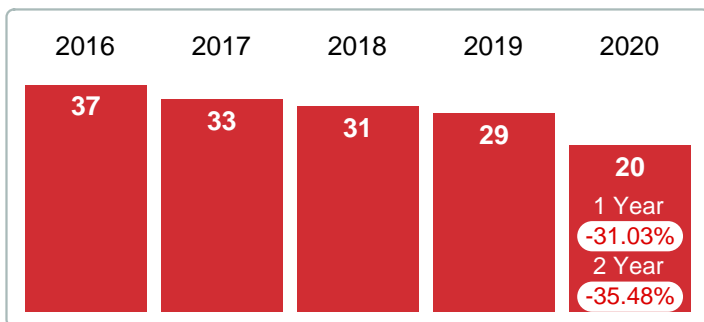
MEDIAN DAYS ON MARKET TO SALE

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

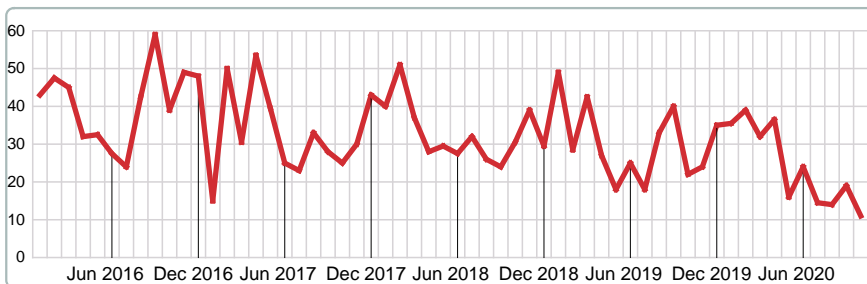
OCTOBER



YEAR TO DATE (YTD)

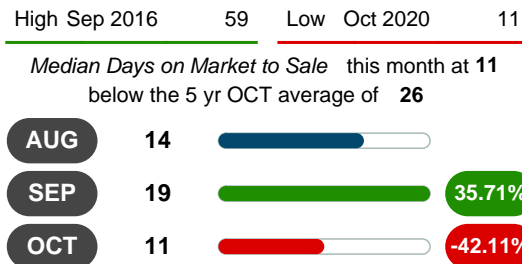


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 26



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
\$30,000 and less	8.16%	20	25	1	0	0
\$30,001 - \$60,000	12.24%	4	4	12	0	0
\$60,001 - \$100,000	16.33%	19	1	27	8	0
\$100,001 - \$150,000	25.51%	6	0	6	7	0
\$150,001 - \$220,000	15.31%	14	22	11	19	94
\$220,001 - \$280,000	12.24%	21	26	18	24	0
\$280,001 and up	10.20%	42	47	7	93	0
Median Closed DOM		11	10	8	15	94
Total Closed Units	100%	98	25	51	21	1
Total Closed Volume		15,718,790	3.85M	7.61M	4.08M	182.00K

October 2020



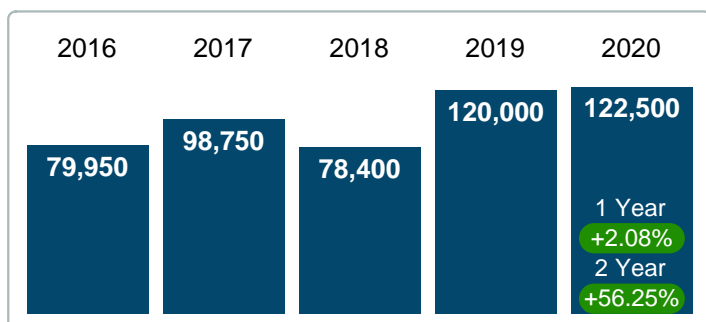
Area Delimited by County Of Muskogee



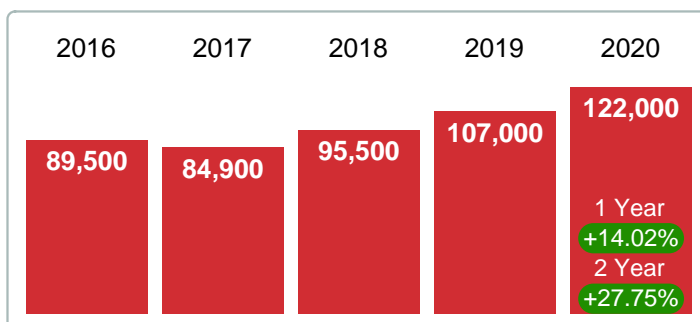
MEDIAN LIST PRICE AT CLOSING

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

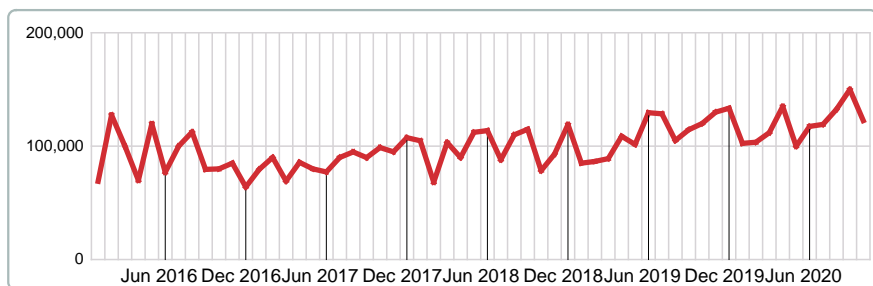
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

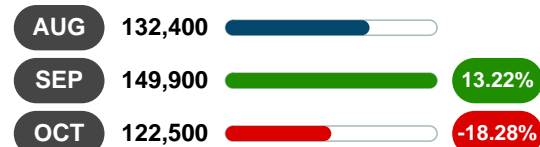


3 MONTHS

5 year OCT AVG = 99,920

High Sep 2020 149,900 Low Dec 2016 64,000

Median List Price at Closing this month at **122,500** above the 5 yr OCT average of **99,920**



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
\$30,000 and less	7.14%	17,500	17,500	29,900	0	0
\$30,001 - \$60,000	12.24%	47,000	45,000	55,000	0	0
\$60,001 - \$100,000	18.37%	79,700	70,450	79,900	72,000	0
\$100,001 - \$150,000	24.49%	122,500	0	122,500	129,900	0
\$150,001 - \$220,000	14.29%	181,000	189,900	165,000	187,000	189,900
\$220,001 - \$280,000	14.29%	255,200	260,800	242,000	258,750	0
\$280,001 and up	9.18%	350,000	350,000	480,000	299,900	0
Median List Price		122,500	54,900	126,750	187,000	189,900
Total Closed Units		98	25	51	21	1
Total Closed Volume		16,498,070	4.47M	7.65M	4.19M	189.90K

October 2020



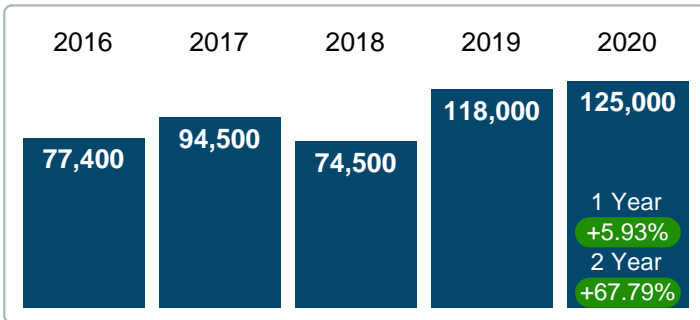
Area Delimited by County Of Muskogee



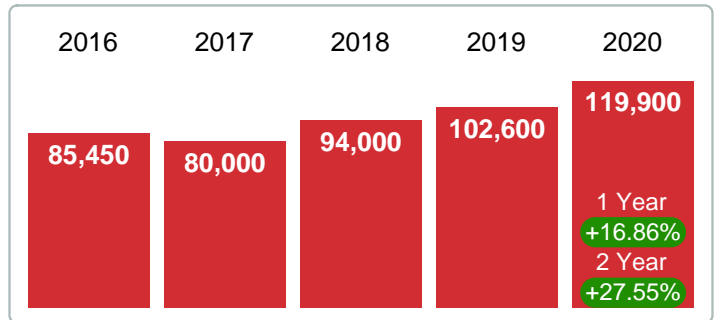
MEDIAN SOLD PRICE AT CLOSING

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

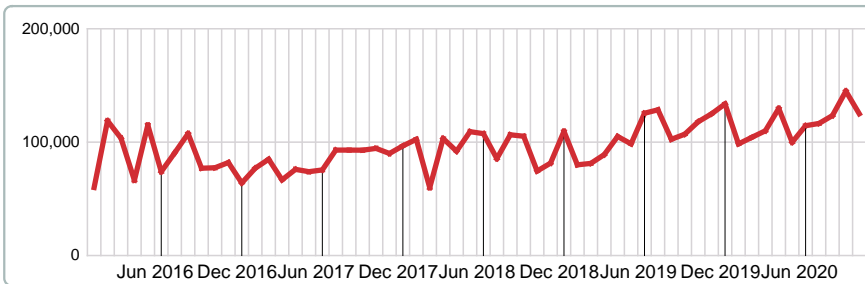
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

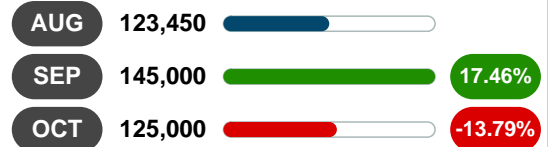


3 MONTHS

5 year OCT AVG = 97,880

High Sep 2020 145,000 Low Feb 2018 59,875

Median Sold Price at Closing this month at **125,000** above the 5 yr OCT average of **97,880**



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
\$30,000 and less	8.16%	18,439	18,378	29,900	0	0
\$30,001 - \$60,000	12.24%	47,450	42,000	55,625	0	0
\$60,001 - \$100,000	16.33%	78,251	64,900	82,000	73,000	0
\$100,001 - \$150,000	25.51%	125,000	0	125,000	129,900	0
\$150,001 - \$220,000	15.31%	182,000	172,450	165,250	190,500	182,000
\$220,001 - \$280,000	12.24%	247,000	251,150	235,000	245,000	0
\$280,001 and up	10.20%	350,000	350,000	415,000	299,000	0
Median Sold Price		125,000	49,900	125,000	185,000	182,000
Total Closed Units	100%	125,000	25	51	21	1
Total Closed Volume		15,718,790	3.85M	7.61M	4.08M	182.00K

October 2020



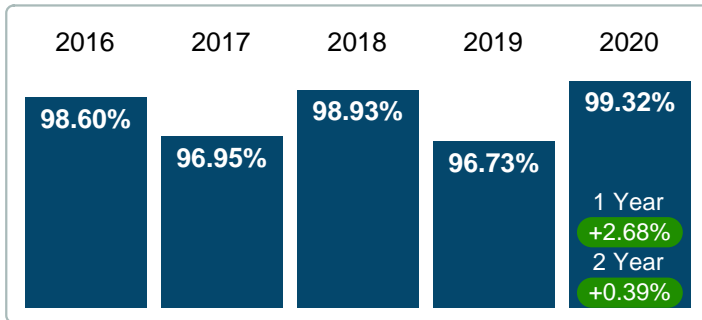
Area Delimited by County Of Muskogee



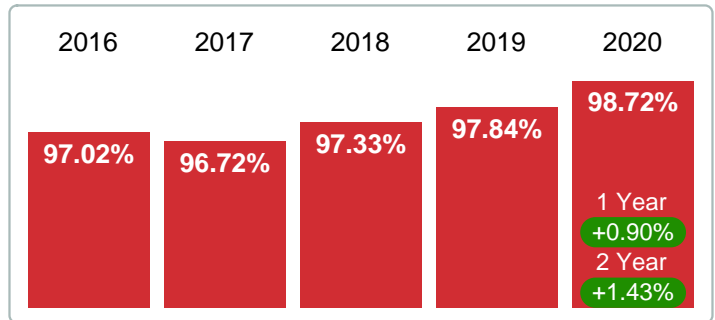
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

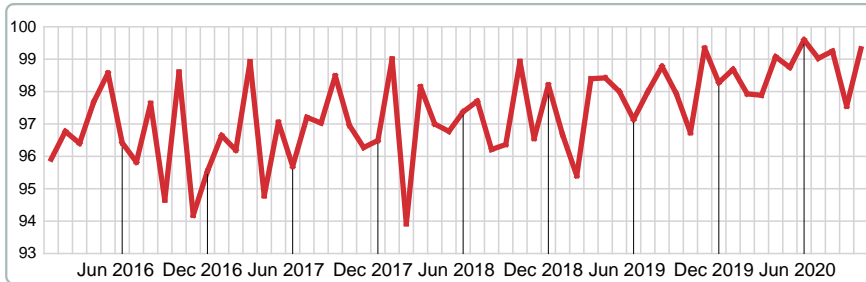
OCTOBER



YEAR TO DATE (YTD)

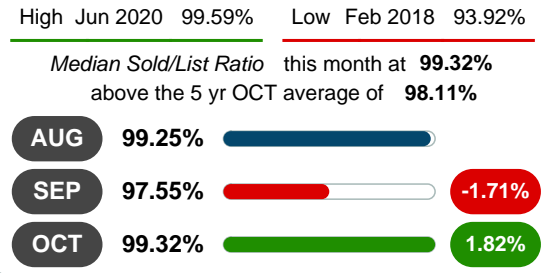


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 98.11%



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
\$30,000 and less	8	8.16%	94.08%	91.43%	100.00%	0.00%	0.00%
\$30,001 - \$60,000	12	12.24%	97.93%	97.93%	96.77%	0.00%	0.00%
\$60,001 - \$100,000	16	16.33%	96.76%	100.00%	96.20%	91.91%	0.00%
\$100,001 - \$150,000	25	25.51%	100.00%	0.00%	100.00%	99.97%	0.00%
\$150,001 - \$220,000	15	15.31%	99.05%	156.31%	99.22%	97.18%	95.84%
\$220,001 - \$280,000	12	12.24%	99.05%	96.40%	100.00%	97.36%	0.00%
\$280,001 and up	10	10.20%	99.85%	100.00%	100.07%	99.20%	0.00%
Median Sold/List Ratio		99.32%		99.25%	100.00%	98.86%	95.84%
Total Closed Units		98	100%	25	51	21	1
Total Closed Volume		15,718,790		3.85M	7.61M	4.08M	182.00K

October 2020

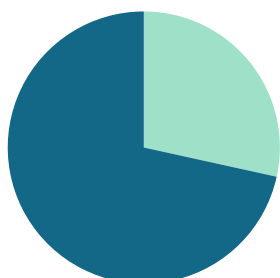
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

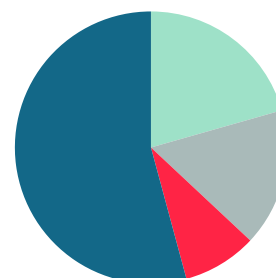


Inventory
 New Listings
132 = 28.45%
 Start Inventory
332
 Total Inventory Units
464
 Volume
\$91,004,657

Market Activity

Closed Sales
98 = 20.59%
 Pending Sales
78 = 16.39%
 Other Off Market
42 = 8.82%
 Active Inventory
258 = 54.20%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	81	98	20.99%	659	667	1.21%
Pending Sales	61	78	27.87%	681	737	8.22%
New Listings	145	132	-8.97%	1,275	1,087	-14.75%
Median List Price	120,000	122,500	2.08%	107,000	122,000	14.02%
Median Sale Price	118,000	125,000	5.93%	102,600	119,900	16.86%
Median Percent of Selling Price to List Price	96.73%	99.32%	2.68%	97.84%	98.72%	0.90%
Median Days on Market to Sale	22.00	11.00	-50.00%	29.00	20.00	-31.03%
Monthly Inventory	445	258	-42.02%	445	258	-42.02%
Months Supply of Inventory	6.92	3.96	-42.76%	6.92	3.96	-42.76%

Absorption: Last 12 months, an Average of **65** Sales/Month

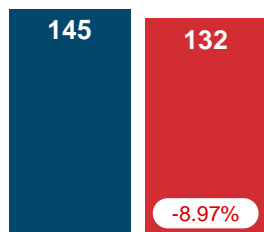
Inventory on October 31, 2020 = **258**

2019 **2020**

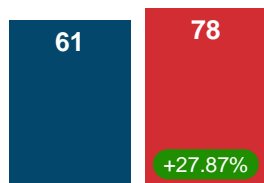
OCTOBER MARKET

MEDIAN PRICES

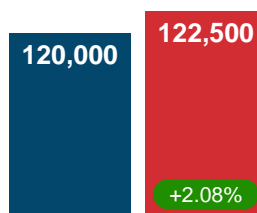
New Listings



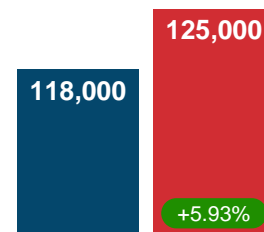
Pending Listings



List Price



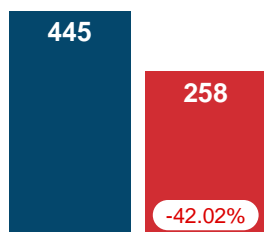
Sale Price



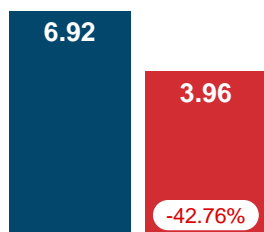
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

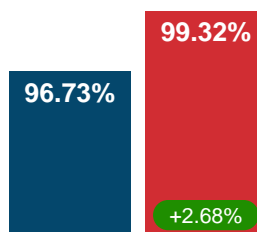
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

