



September 2020

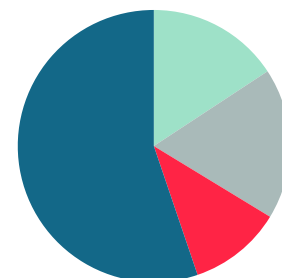
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

Report produced on Oct 12, 2020 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	71	71	0.00%
Pending Listings	72	81	12.50%
New Listings	101	108	6.93%
Average List Price	135,939	160,337	17.95%
Average Sale Price	126,605	152,614	20.54%
Average Percent of Selling Price to List Price	98.00%	95.34%	-2.71%
Average Days on Market to Sale	46.42	35.00	-24.61%
End of Month Inventory	467	249	-46.68%
Months Supply of Inventory	7.52	3.91	-48.07%



■ Closed (15.74%)
■ Pending (17.96%)
■ Other OffMarket (11.09%)
■ Active (55.21%)

Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of September 30, 2020 = **249**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **46.68%** to 249 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 **3.91** 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 **20.54%** in September 2020 to \$152,614 versus the previous year at \$126,605.

Average Days on Market Shortens

The average number of **35.00** days that homes spent on the market before selling decreased by 11.42 days or **24.61%** in September 2020 compared to last year's same month at **46.42** DOM.

Sales Success for September 2020 is Positive

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

There were 108 New Listings in September 2020, up **6.93%** from last year at 101. Furthermore, there were 71 Closed Listings this month versus last year at 71, a **0.00%** decrease.

Closed versus Listed trends yielded a **65.7%** ratio, down from previous year's, September 2019, at **70.3%**, a **6.48%** downswing. 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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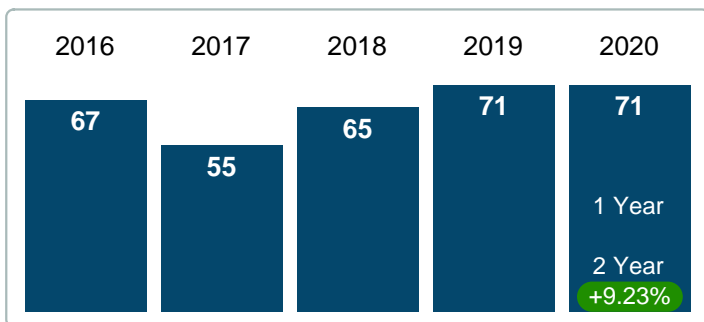
Area Delimited by County Of Muskogee



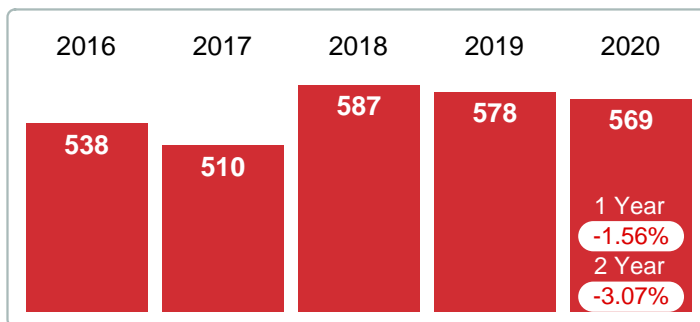
CLOSED LISTINGS

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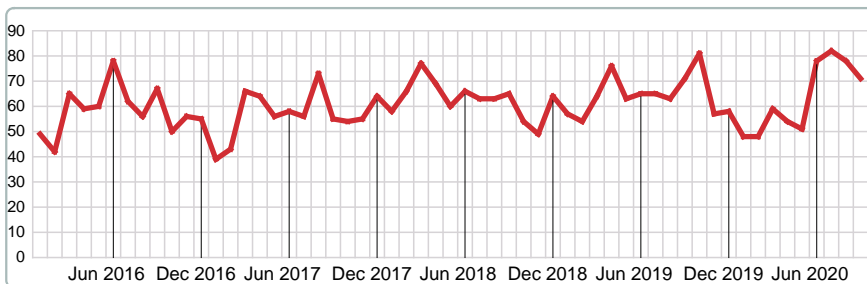
SEPTEMBER



YEAR TO DATE (YTD)

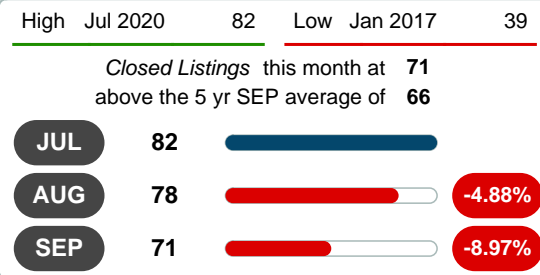


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	9.86%	21.7	6	1	0	0
\$50,001 - \$75,000	6	8.45%	36.7	1	3	2	0
\$75,001 - \$100,000	8	11.27%	51.4	5	3	0	0
\$100,001 - \$150,000	16	22.54%	33.5	5	11	0	0
\$150,001 - \$175,000	13	18.31%	24.5	0	10	3	0
\$175,001 - \$225,000	11	15.49%	16.5	1	9	0	1
\$225,001 and up	10	14.08%	66.5	1	4	5	0
Total Closed Units	71			19	41	10	1
Total Closed Volume	10,835,600	100%	35.0	1.82M	6.70M	2.13M	182.90K
Average Closed Price	\$152,614			\$95,942	\$163,402	\$213,030	\$182,900



September 2020

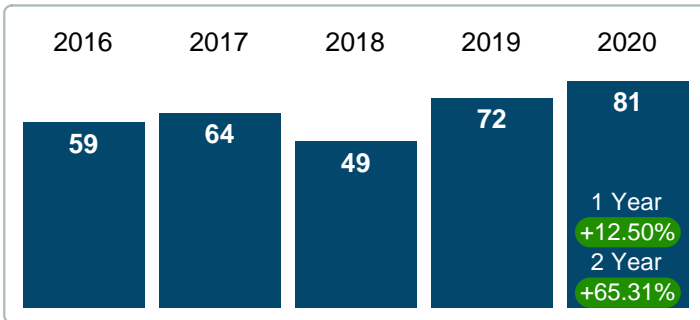
Area Delimited by County Of Muskogee



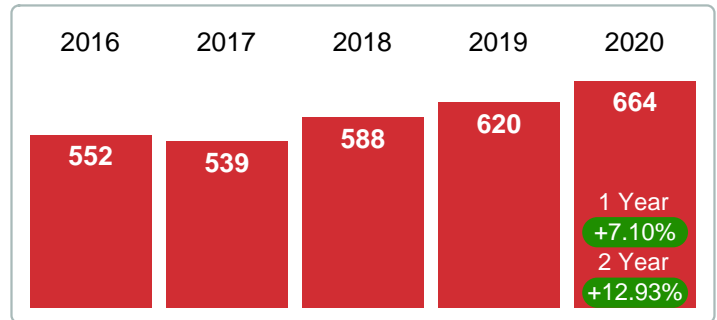
PENDING LISTINGS

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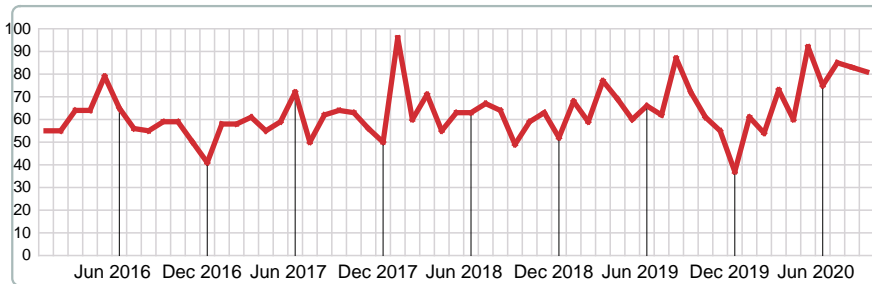
SEPTEMBER



YEAR TO DATE (YTD)

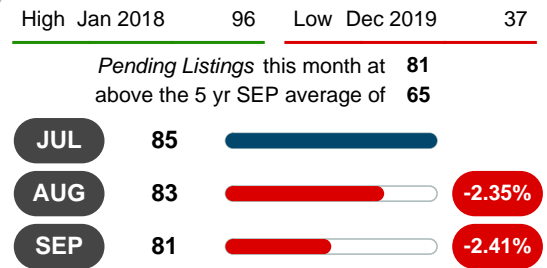


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 65



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	8	9.88%	81.0	7	1	0	0
\$30,001 - \$60,000	7	8.64%	40.7	3	4	0	0
\$60,001 - \$90,000	15	18.52%	49.1	7	7	1	0
\$90,001 - \$130,000	18	22.22%	31.3	1	15	2	0
\$130,001 - \$180,000	13	16.05%	26.1	1	9	2	1
\$180,001 - \$250,000	9	11.11%	23.2	2	5	1	1
\$250,001 and up	11	13.58%	40.3	4	0	7	0
Total Pending Units	81			25	41	13	2
Total Pending Volume	10,833,795	100%	28.0	2.82M	4.93M	2.77M	322.90K
Average Listing Price	\$71,000			\$112,660	\$120,227	\$212,700	\$161,450



September 2020

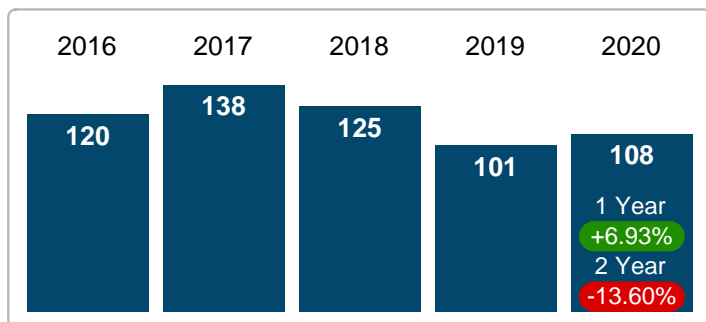
Area Delimited by County Of Muskogee



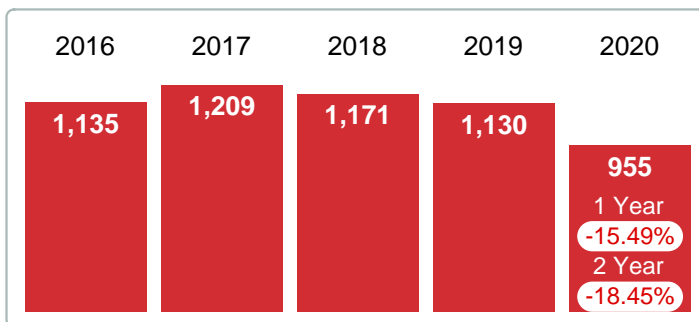
NEW LISTINGS

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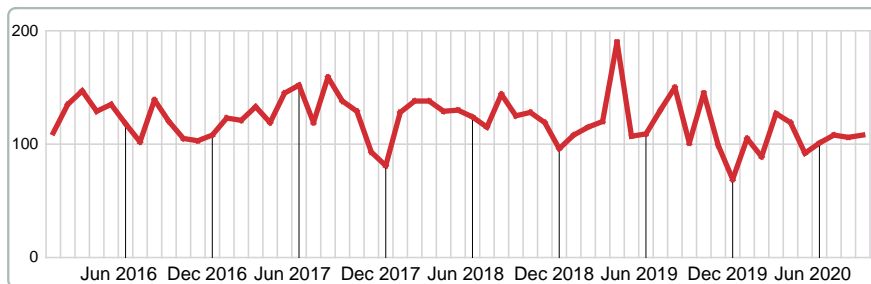
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 118

High Apr 2019 190 Low Dec 2019 69

New Listings this month at **108**
 below the 5 yr SEP average of **118**



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	7.41%	7	1	0	0
\$30,001 - \$60,000	13	12.04%	11	2	0	0
\$60,001 - \$90,000	16	14.81%	10	5	0	1
\$90,001 - \$180,000	31	28.70%	7	20	3	1
\$180,001 - \$250,000	14	12.96%	7	3	4	0
\$250,001 - \$420,000	15	13.89%	6	3	5	1
\$420,001 and up	11	10.19%	6	1	2	2
Total New Listed Units	108		54	35	14	5
Total New Listed Volume	20,910,751	100%	10.11M	5.17M	3.54M	2.10M
Average New Listed Listing Price	\$30,000		\$187,141	\$147,686	\$252,800	\$419,388



September 2020

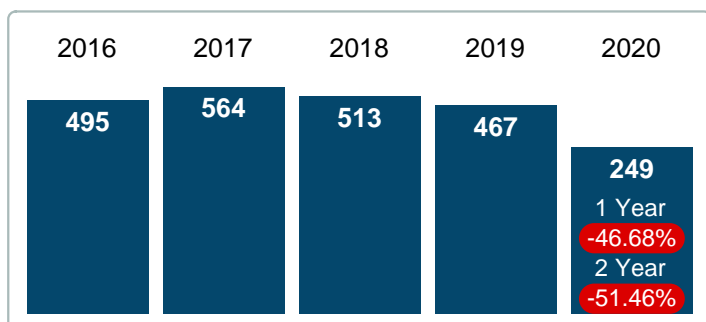
Area Delimited by County Of Muskogee



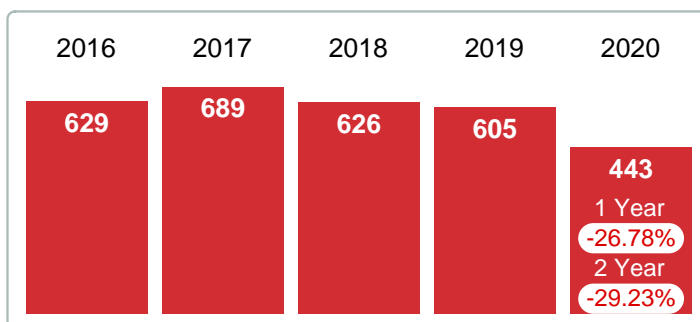
ACTIVE INVENTORY

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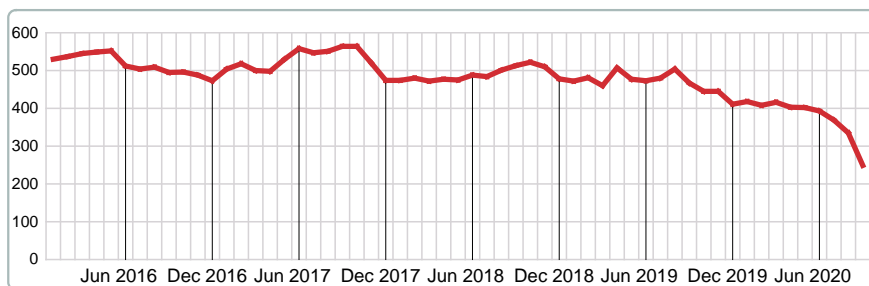
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

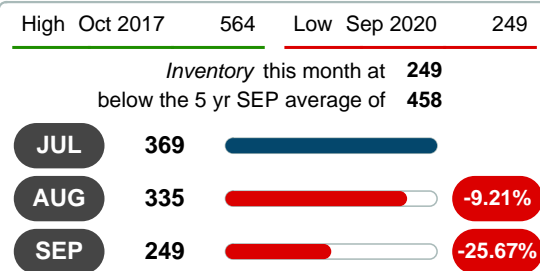


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 458



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	40	16.06%	115.7	39	0	1	0
\$25,001-\$75,000	51	20.48%	72.3	37	11	2	1
\$75,001-\$150,000	56	22.49%	68.0	28	23	4	1
\$150,001-\$275,000	42	16.87%	62.9	23	13	5	1
\$275,001-\$475,000	34	13.65%	67.0	18	8	7	1
\$475,001 and up	26	10.44%	119.8	17	4	4	1
Total Active Inventory by Units	249			162	59	23	5
Total Active Inventory by Volume	57,185,530	100%	81.0	33.81M	15.11M	6.62M	1.65M
Average Active Inventory Listing Price	\$229,661			\$208,734	\$256,080	\$287,609	\$329,388

September 2020



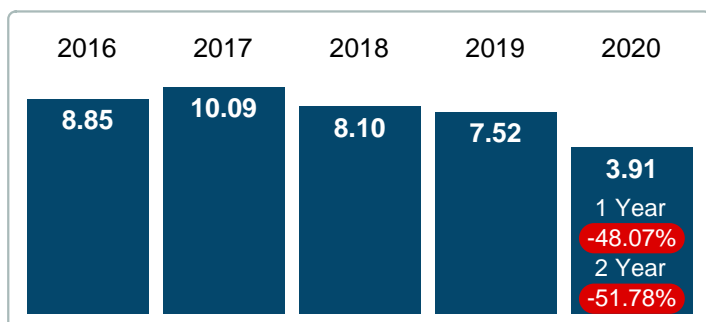
Area Delimited by County Of Muskogee



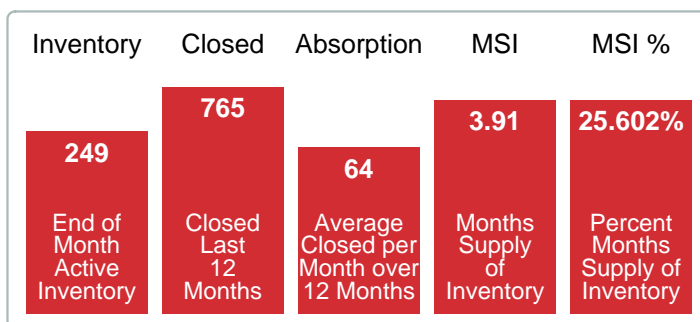
MONTHS SUPPLY of INVENTORY (MSI)

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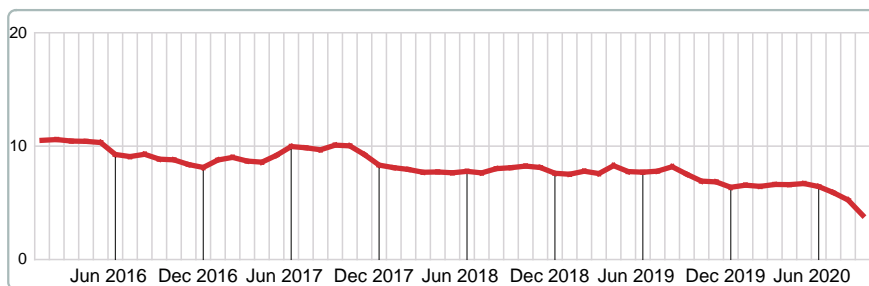
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

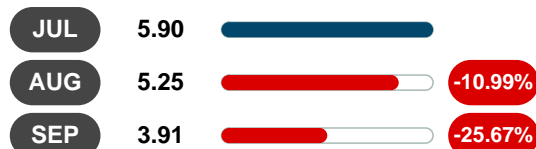


3 MONTHS

5 year SEP AVG = 7.69

High Feb 2016 10.58 Low Sep 2020 3.91

Months Supply this month at 3.91
below the 5 yr SEP average of 7.69



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	6	2.41%	6.55	9.00	0.00	0.00	0.00
\$10,001 - \$40,000	46	18.47%	5.36	8.00	0.71	4.80	0.00
\$40,001 - \$70,000	30	12.05%	3.10	5.60	1.47	1.09	4.00
\$70,001 - \$160,000	72	28.92%	2.83	9.45	1.63	1.12	12.00
\$160,001 - \$290,000	39	15.66%	2.77	16.94	1.30	1.24	0.00
\$290,001 - \$490,000	31	12.45%	8.27	36.00	7.38	4.67	1.33
\$490,001 and up	25	10.04%	18.75	17.00	24.00	18.00	0.00
Market Supply of Inventory (MSI)			3.91	9.87	1.75	2.00	2.31
Total Active Inventory by Units		100%	3.91	162	59	23	5



September 2020

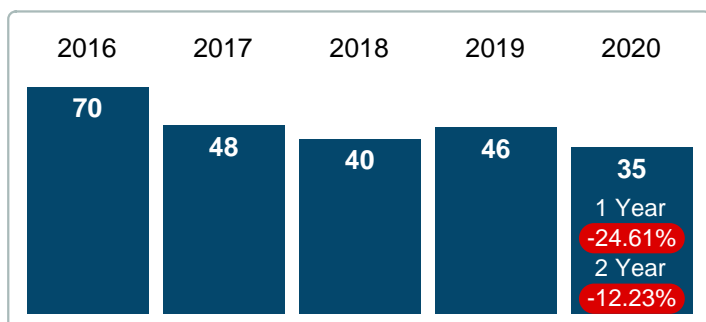
Area Delimited by County Of Muskogee



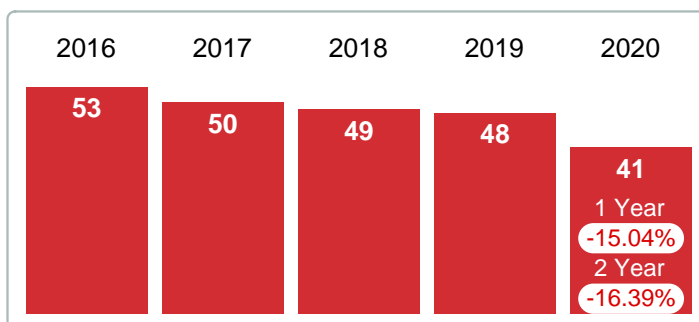
AVERAGE DAYS ON MARKET TO SALE

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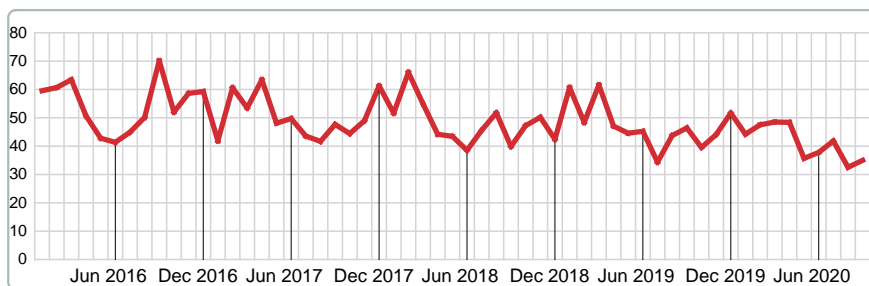
SEPTEMBER



YEAR TO DATE (YTD)

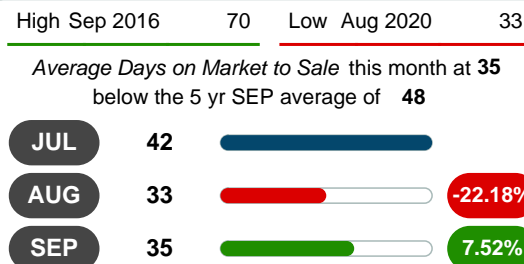


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 48



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
\$50,000 and less	9.86%	22	15	62	0	0
\$50,001 - \$75,000	8.45%	37	19	19	72	0
\$75,001 - \$100,000	11.27%	51	59	39	0	0
\$100,001 - \$150,000	22.54%	34	34	33	0	0
\$150,001 - \$175,000	18.31%	25	0	22	32	0
\$175,001 - \$225,000	15.49%	17	35	11	0	50
\$225,001 and up	14.08%	67	4	95	57	0
Average Closed DOM		35	32	32	52	50
Total Closed Units	100%	35	19	41	10	1
Total Closed Volume		10,835,600	1.82M	6.70M	2.13M	182.90K



September 2020

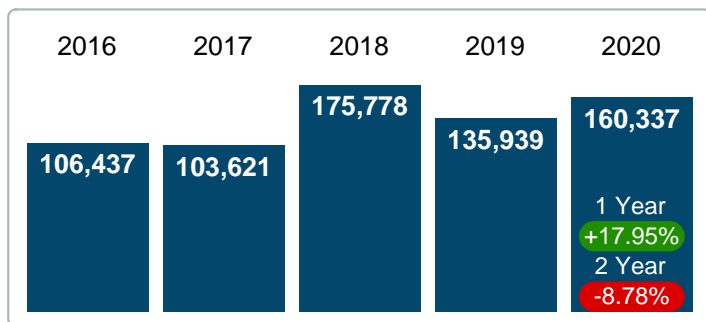
Area Delimited by County Of Muskogee



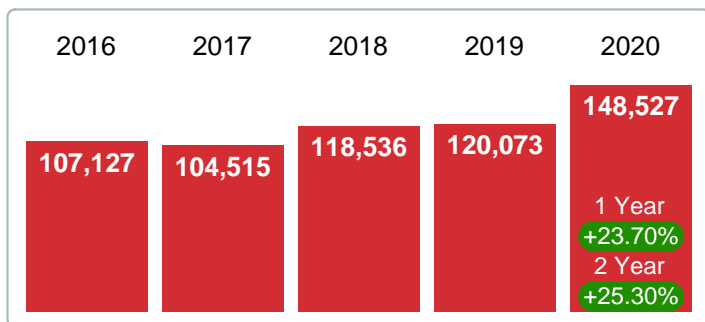
AVERAGE LIST PRICE AT CLOSING

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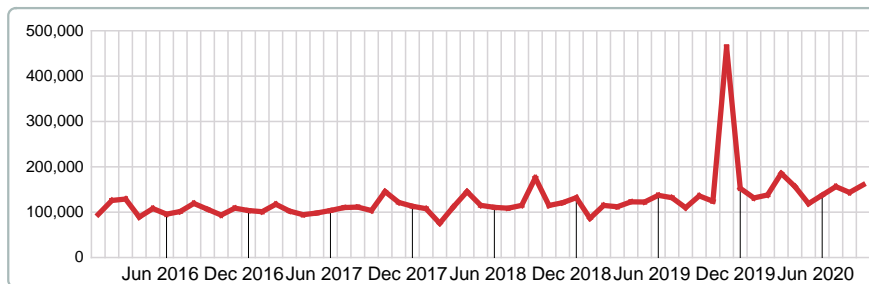
SEPTEMBER



YEAR TO DATE (YTD)

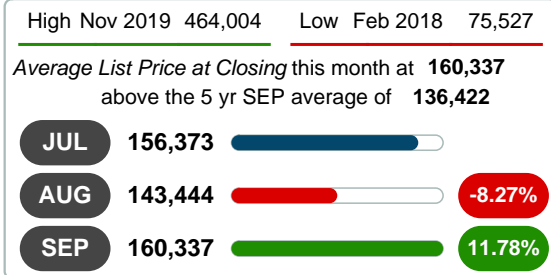


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 136,422



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
\$50,000 and less	8.45%	32,917	37,583	24,500	0	0
\$50,001 - \$75,000	9.86%	67,757	75,000	68,267	71,000	0
\$75,001 - \$100,000	8.45%	91,900	101,200	95,800	0	0
\$100,001 - \$150,000	25.35%	128,706	132,380	132,109	0	0
\$150,001 - \$175,000	14.08%	164,525	0	166,145	178,300	0
\$175,001 - \$225,000	18.31%	195,623	350,000	196,522	0	182,900
\$225,001 and up	15.49%	332,332	280,000	373,713	306,160	0
Average List Price		160,337	110,442	168,168	220,770	182,900
Total Closed Units	100%	160,337	19	41	10	1
Total Closed Volume		11,383,900	2.10M	6.89M	2.21M	182.90K



September 2020

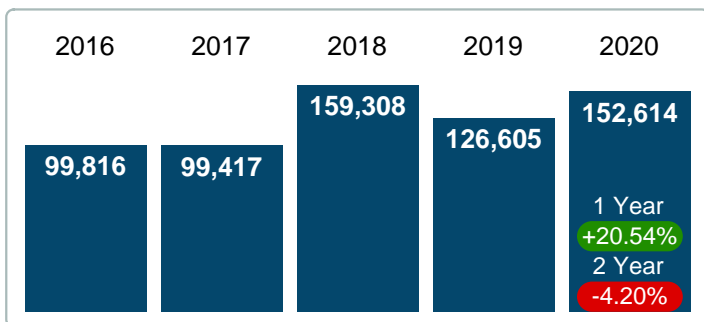
Area Delimited by County Of Muskogee



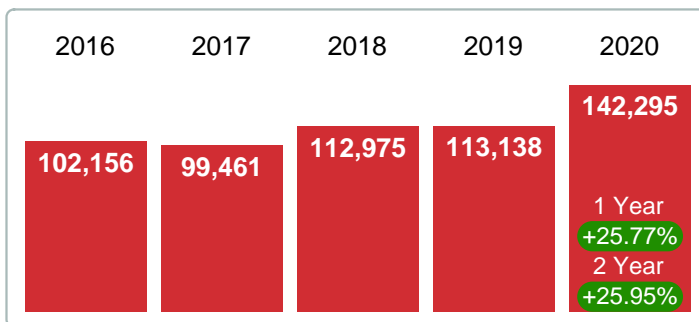
AVERAGE SOLD PRICE AT CLOSING

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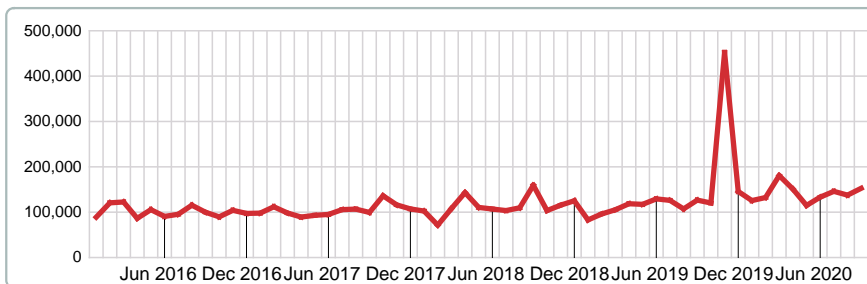
SEPTEMBER



YEAR TO DATE (YTD)

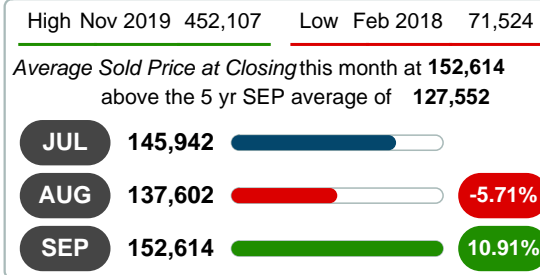


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 127,552



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
\$50,000 and less	7	9.86%	32,429	35,500	14,000	0	0
\$50,001 - \$75,000	6	8.45%	64,650	70,000	61,000	67,450	0
\$75,001 - \$100,000	8	11.27%	92,050	92,500	91,300	0	0
\$100,001 - \$150,000	16	22.54%	127,181	119,480	130,682	0	0
\$150,001 - \$175,000	13	18.31%	164,223	0	163,340	167,167	0
\$175,001 - \$225,000	11	15.49%	195,418	220,000	194,078	0	182,900
\$225,001 and up	10	14.08%	316,490	260,000	352,750	298,780	0
Average Sold Price			152,614	95,942	163,402	213,030	182,900
Total Closed Units		100%	152,614	19	41	10	1
Total Closed Volume			10,835,600	1.82M	6.70M	2.13M	182.90K

September 2020



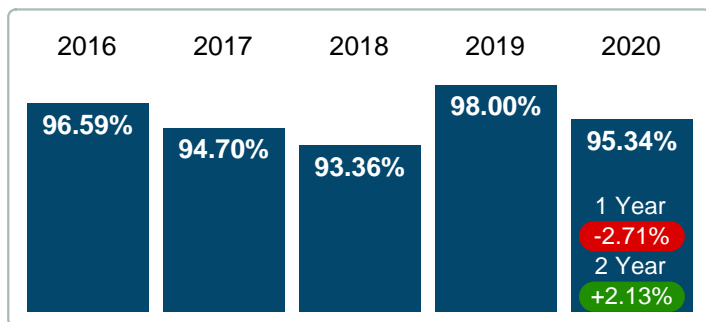
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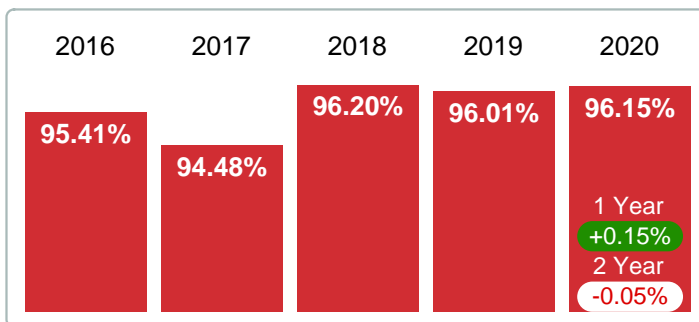
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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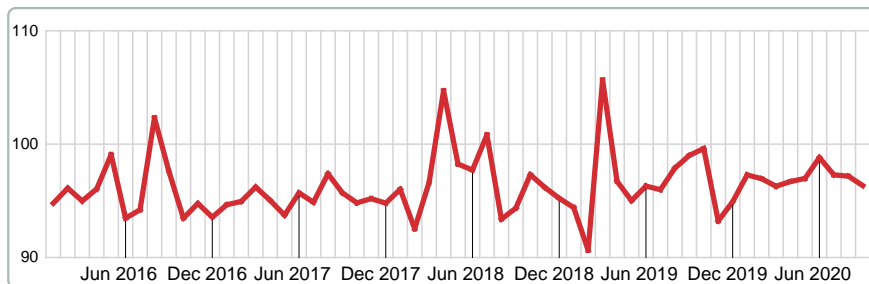
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

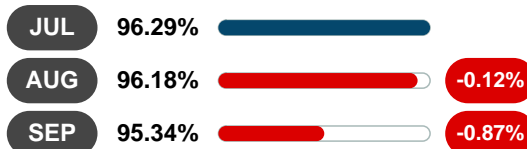


3 MONTHS

5 year SEP AVG = 95.60%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **95.34%**
below the 5 yr SEP average of **95.60%**



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
\$50,000 and less	7	9.86%	90.41%	95.95%	57.14%	0.00%	0.00%
\$50,001 - \$75,000	6	8.45%	92.20%	93.33%	89.98%	94.97%	0.00%
\$75,001 - \$100,000	8	11.27%	93.47%	92.15%	95.68%	0.00%	0.00%
\$100,001 - \$150,000	16	22.54%	97.03%	91.88%	99.37%	0.00%	0.00%
\$150,001 - \$175,000	13	18.31%	97.43%	0.00%	98.42%	94.14%	0.00%
\$175,001 - \$225,000	11	15.49%	96.07%	62.86%	99.32%	0.00%	100.00%
\$225,001 and up	10	14.08%	95.98%	92.86%	94.77%	97.57%	0.00%
Average Sold/List Ratio		95.30%		91.84%	96.69%	96.02%	100.00%
Total Closed Units	71	100%	95.30%	19	41	10	1
Total Closed Volume	10,835,600			1.82M	6.70M	2.13M	182.90K



September 2020

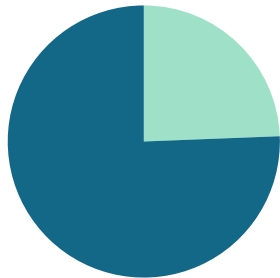
Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Oct 12, 2020 for MLS Technology Inc.

INVENTORY

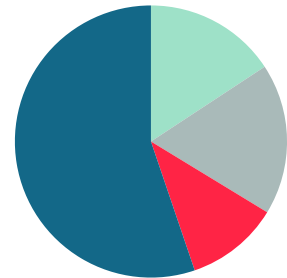


Inventory
 New Listings
108 = 24.38%
 Start Inventory
335
 Total Inventory Units
443
 Volume
\$90,044,415

Market Activity

Closed Sales
71 = 15.74%
 Pending Sales
81 = 17.96%
 Other Off Market
50 = 11.09%
 Active Inventory
249 = 55.21%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	71	71	0.00%	578	569	-1.56%
Pending Sales	72	81	12.50%	620	664	7.10%
New Listings	101	108	6.93%	1,130	955	-15.49%
Average List Price	135,939	160,337	17.95%	120,073	148,527	23.70%
Average Sale Price	126,605	152,614	20.54%	113,138	142,295	25.77%
Average Percent of Selling Price to List Price	98.00%	95.34%	-2.71%	96.01%	96.15%	0.15%
Average Days on Market to Sale	46.42	35.00	-24.61%	47.79	40.60	-15.04%
Monthly Inventory	467	249	-46.68%	467	249	-46.68%
Months Supply of Inventory	7.52	3.91	-48.07%	7.52	3.91	-48.07%

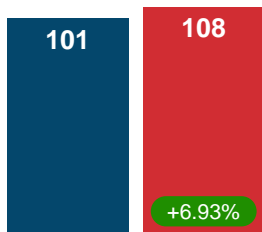
Absorption: Last 12 months, an Average of **64** Sales/Month

Inventory on September 30, 2020 = **249** 2019 2020

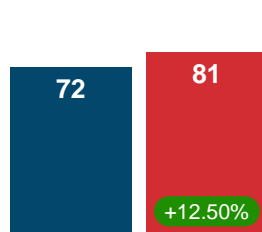
SEPTEMBER MARKET

AVERAGE PRICES

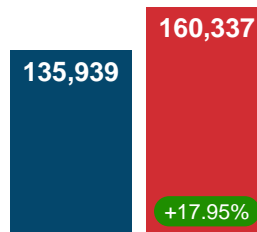
New Listings



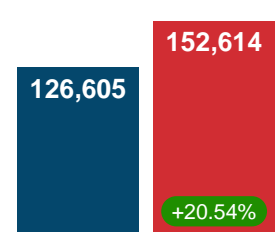
Pending Listings



List Price



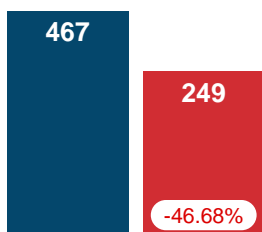
Sale Price



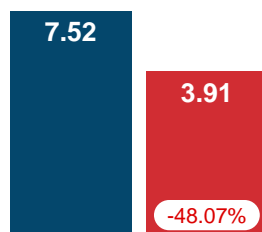
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

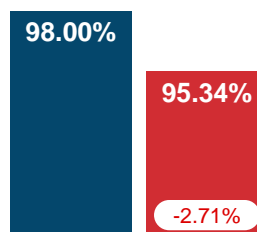
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

