



September 2020

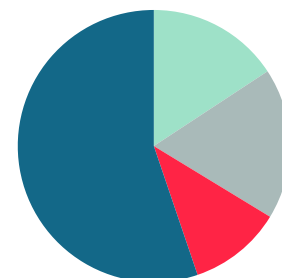
Area Delimited by County Of Muskogee



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%
Median List Price	114,500	149,900	30.92%
Median Sale Price	107,000	145,000	35.51%
Median Percent of Selling Price to List Price	97.94%	97.55%	-0.40%
Median Days on Market to Sale	40.00	19.00	-52.50%
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.

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 **35.51%** in September 2020 to \$145,000 versus the previous year at \$107,000.

Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 21.00 days or **52.50%** in September 2020 compared to last year's same month at **40.00** DOM.

Sales Success for September 2020 is Positive

Overall, with Median 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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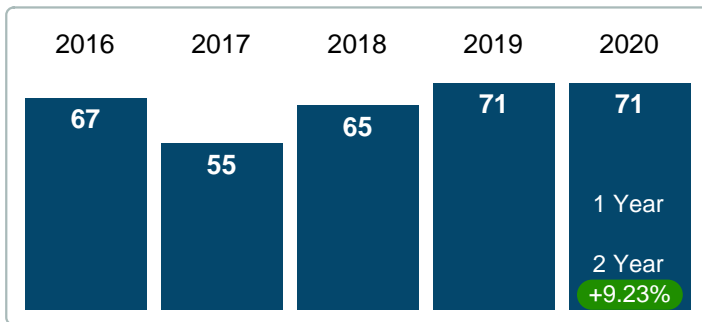
Area Delimited by County Of Muskogee



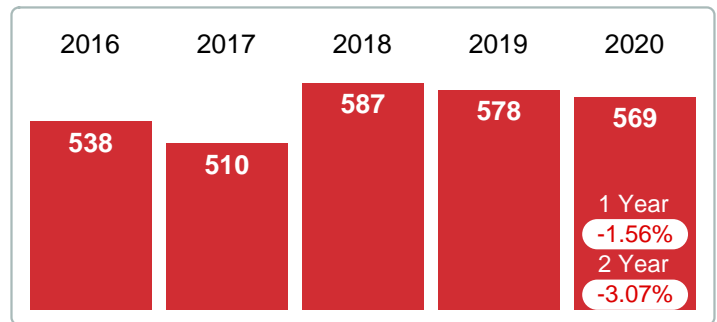
CLOSED LISTINGS

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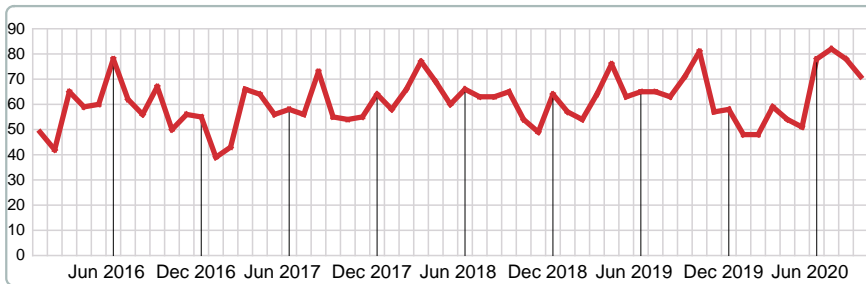
SEPTEMBER



YEAR TO DATE (YTD)

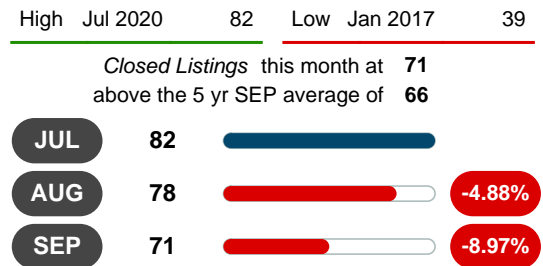


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 66



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	9.86%	12.0	6	1	0	0
\$50,001 - \$90,000	8	11.27%	28.5	2	4	2	0
\$90,001 - \$110,000	9	12.68%	35.0	6	3	0	0
\$110,001 - \$160,000	18	25.35%	23.0	3	15	0	0
\$160,001 - \$190,000	12	16.90%	14.5	0	8	3	1
\$190,001 - \$240,000	9	12.68%	12.0	1	7	1	0
\$240,001 and up	8	11.27%	50.5	1	3	4	0
Total Closed Units	71			19	41	10	1
Total Closed Volume	10,835,600	100%	19.0	1.82M	6.70M	2.13M	182.90K
Median Closed Price	\$145,000			\$94,000	\$155,000	\$199,500	\$182,900



September 2020

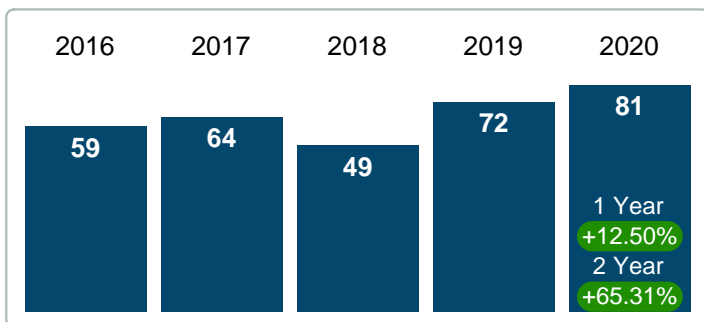
Area Delimited by County Of Muskogee



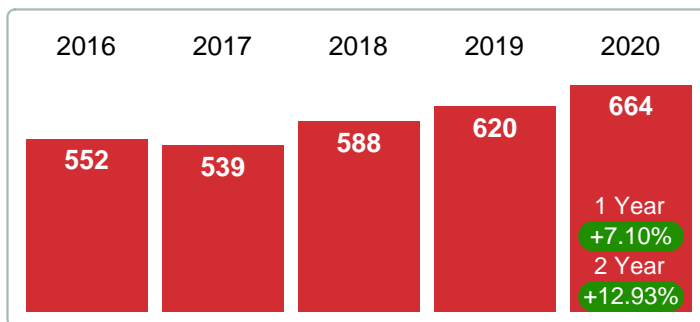
PENDING LISTINGS

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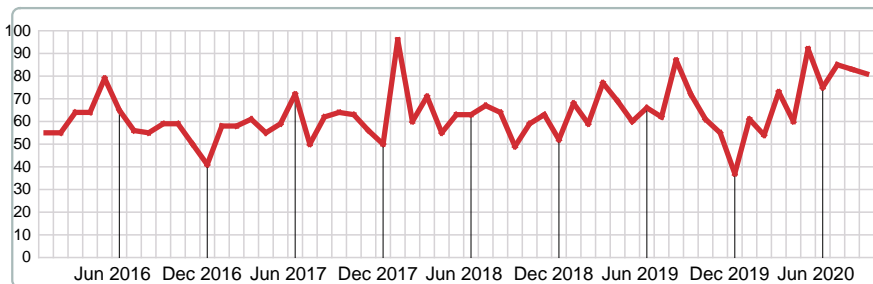
SEPTEMBER



YEAR TO DATE (YTD)

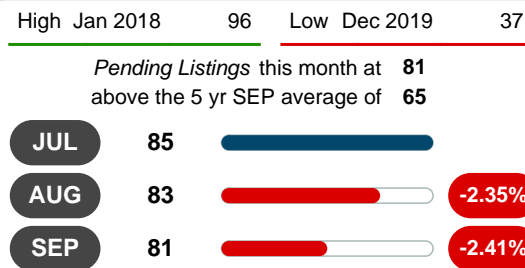


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 65



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	9.88%	80.0	7	1	0	0
\$30,001 - \$60,000	7	8.64%	3.0	3	4	0	0
\$60,001 - \$90,000	15	18.52%	23.0	7	7	1	0
\$90,001 - \$130,000	18	22.22%	14.5	1	15	2	0
\$130,001 - \$180,000	13	16.05%	24.0	1	9	2	1
\$180,001 - \$250,000	9	11.11%	7.0	2	5	1	1
\$250,001 and up	11	13.58%	36.0	4	0	7	0
Total Pending Units	81			25	41	13	2
Total Pending Volume	10,833,795	100%	23.0	2.82M	4.93M	2.77M	322.90K
Median Listing Price	\$115,000			\$69,500	\$116,500	\$255,000	\$161,450



September 2020

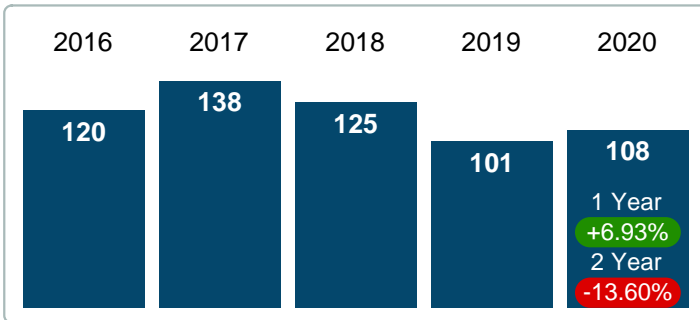
Area Delimited by County Of Muskogee



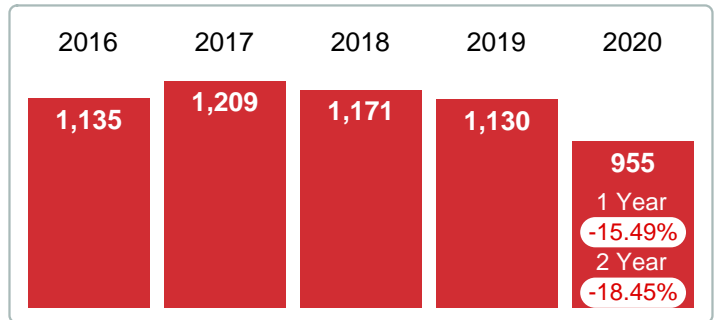
NEW LISTINGS

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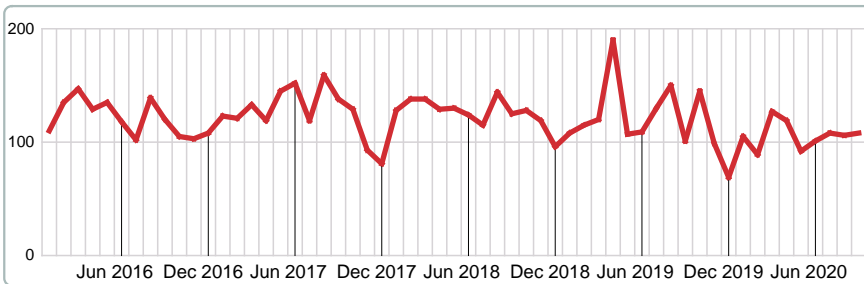
SEPTEMBER



YEAR TO DATE (YTD)

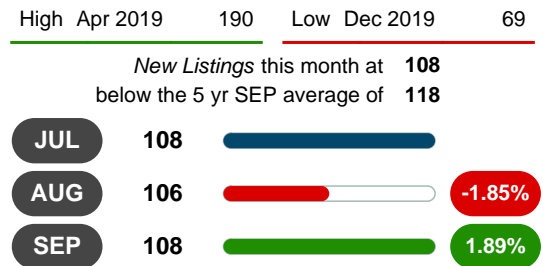


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 118



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
Median New Listed Listing Price	\$142,450		\$87,500	\$139,000	\$247,500	\$372,242



September 2020

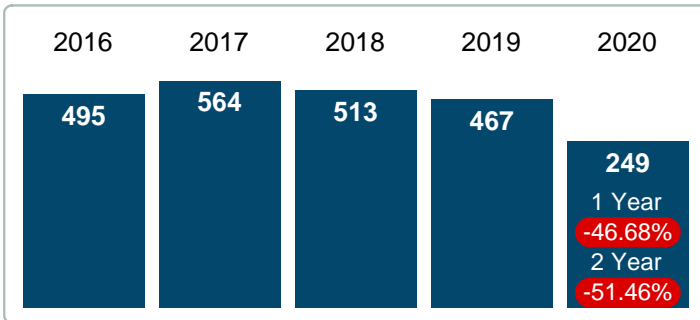
Area Delimited by County Of Muskogee



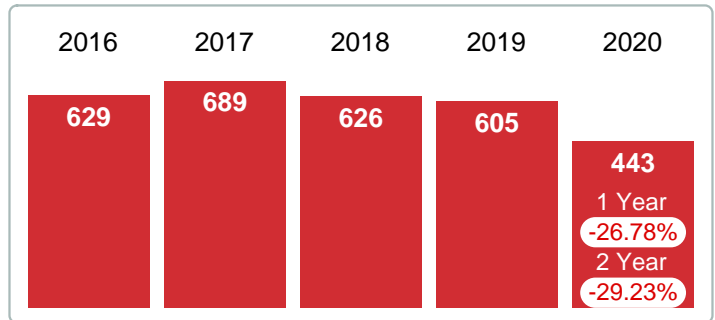
ACTIVE INVENTORY

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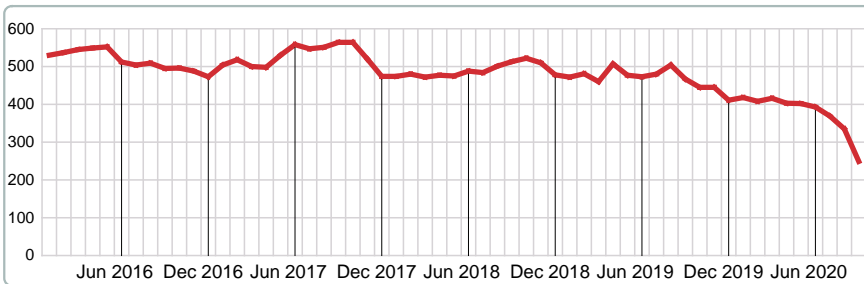
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

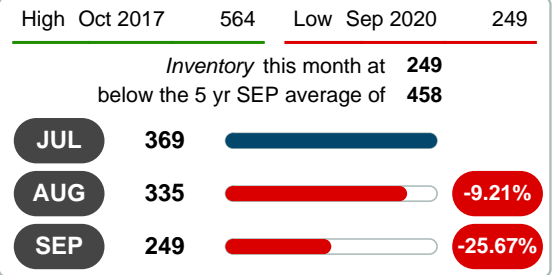


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 458



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	6	2.41%	46.0	6	0	0	0
\$10,001 - \$40,000	46	18.47%	111.0	42	2	2	0
\$40,001 - \$70,000	30	12.05%	48.5	21	7	1	1
\$70,001 - \$160,000	72	28.92%	48.0	37	29	4	2
\$160,001 - \$290,000	39	15.66%	41.0	24	9	6	0
\$290,001 - \$490,000	31	12.45%	47.0	15	8	7	1
\$490,001 and up	25	10.04%	125.0	17	4	3	1
Total Active Inventory by Units	249			162	59	23	5
Total Active Inventory by Volume	57,185,530	100%	55.0	33.81M	15.11M	6.62M	1.65M
Median Active Inventory Listing Price	\$123,700			\$86,000	\$142,000	\$195,000	\$159,900



September 2020

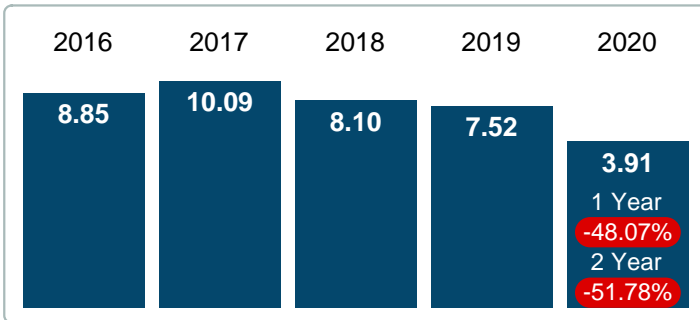
Area Delimited by County Of Muskogee



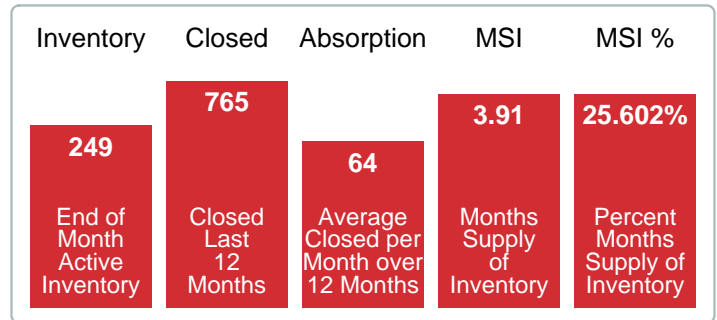
MONTHS SUPPLY of INVENTORY (MSI)

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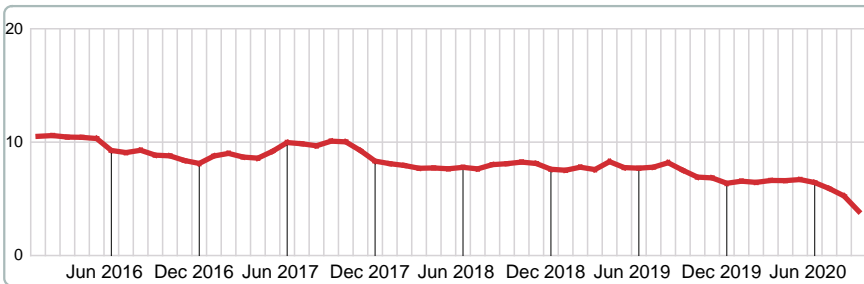
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

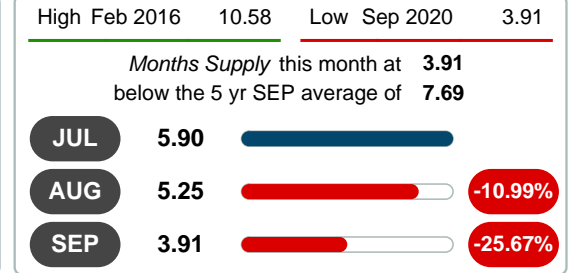


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 7.69



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

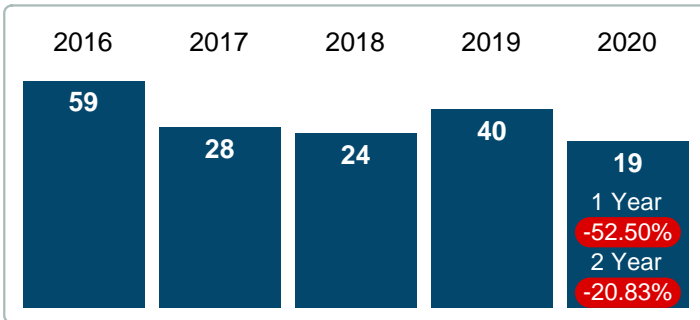
Area Delimited by County Of Muskogee



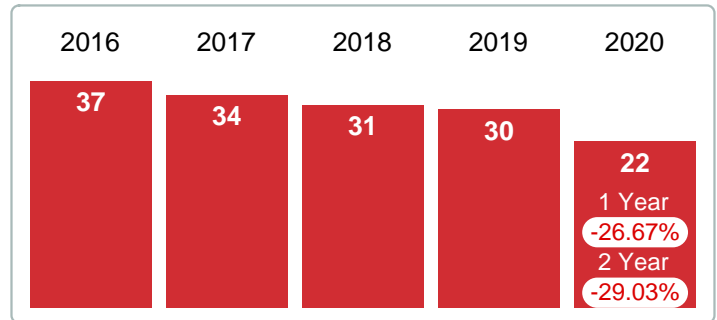
MEDIAN DAYS ON MARKET TO SALE

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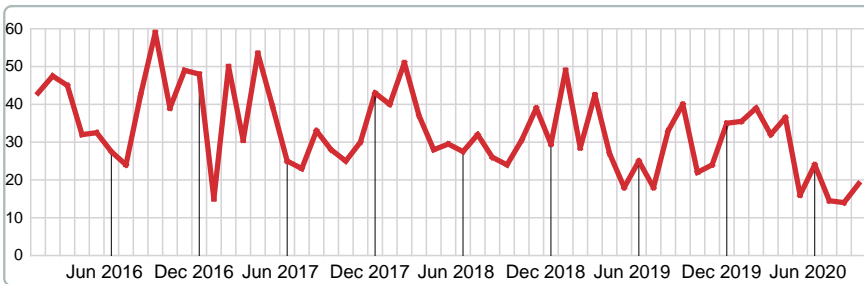
SEPTEMBER



YEAR TO DATE (YTD)

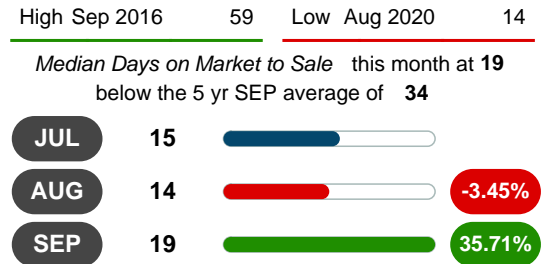


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 34



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
\$50,000 and less	9.86%	12	8	62	0	0
\$50,001 - \$90,000	11.27%	29	39	6	72	0
\$90,001 - \$110,000	12.68%	35	45	10	0	0
\$110,001 - \$160,000	25.35%	23	1	25	0	0
\$160,001 - \$190,000	16.90%	15	0	8	24	50
\$190,001 - \$240,000	12.68%	12	35	9	43	0
\$240,001 and up	11.27%	51	4	95	51	0
Median Closed DOM		19	15	14	46	50
Total Closed Units	100%	71	19	41	10	1
Total Closed Volume		10,835,600	1.82M	6.70M	2.13M	182.90K



September 2020

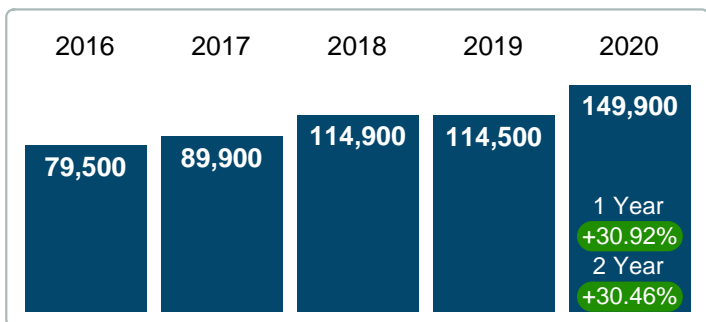
Area Delimited by County Of Muskogee



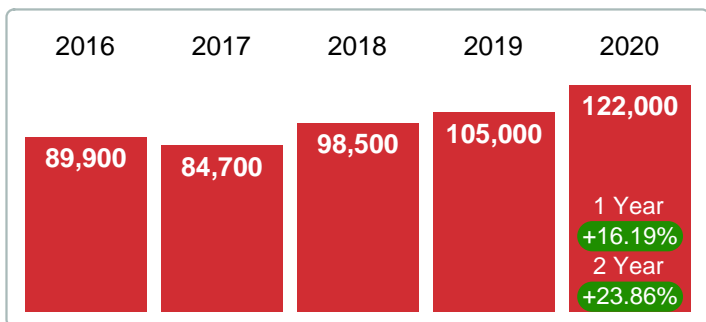
MEDIAN LIST PRICE AT CLOSING

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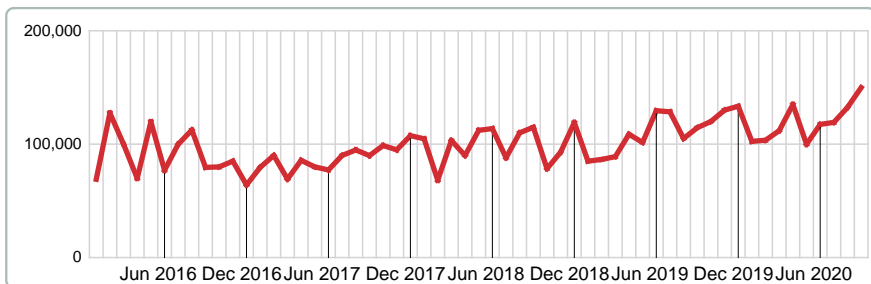
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 109,740

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

Median List Price at Closing this month at **149,900**
above the 5 yr SEP average of **109,740**

JUL	119,200	
AUG	132,400	11.07%
SEP	149,900	13.22%

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
\$50,000 and less	6	8.45%	31,500	33,000	24,500	0	0
\$50,001 - \$90,000	9	12.68%	74,900	75,000	74,900	71,000	0
\$90,001 - \$110,000	7	9.86%	100,000	100,000	103,500	0	0
\$110,001 - \$160,000	18	25.35%	137,900	120,000	139,900	0	0
\$160,001 - \$190,000	12	16.90%	172,400	185,000	169,900	169,950	182,900
\$190,001 - \$240,000	10	14.08%	202,450	0	202,450	213,750	0
\$240,001 and up	9	12.68%	349,000	315,000	449,950	319,450	0
Median List Price			149,900	100,000	155,900	213,750	182,900
Total Closed Units		100%	149,900	19	41	10	1
Total Closed Volume			11,383,900	2.10M	6.89M	2.21M	182.90K



September 2020

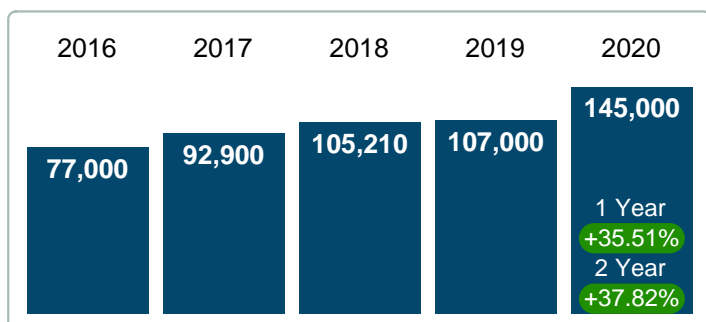
Area Delimited by County Of Muskogee



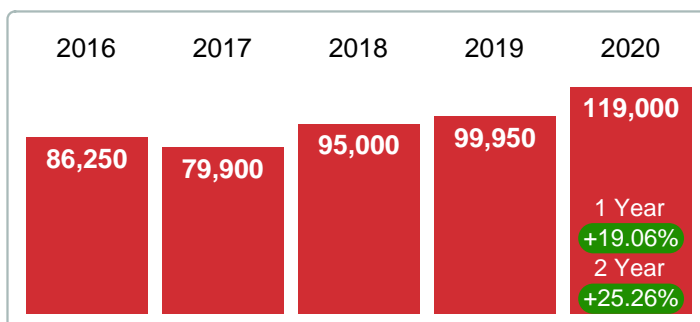
MEDIAN SOLD PRICE AT CLOSING

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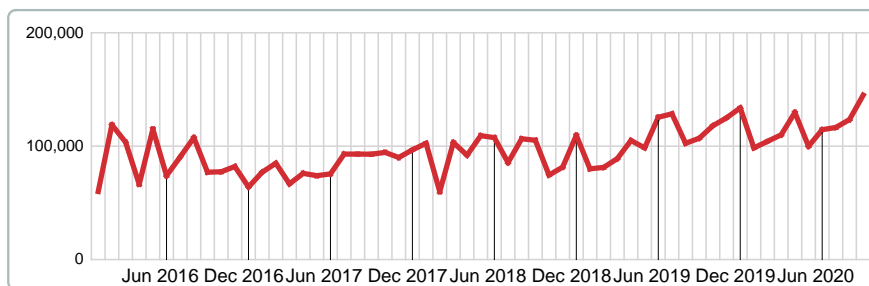
SEPTEMBER



YEAR TO DATE (YTD)

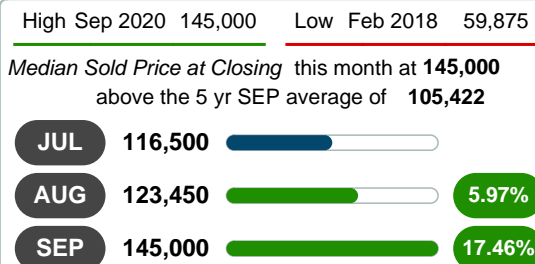


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 105,422



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
\$50,000 and less	9.86%	33,000	39,000	14,000	0	0
\$50,001 - \$90,000	11.27%	69,950	73,000	65,000	67,450	0
\$90,001 - \$110,000	12.68%	100,000	100,000	99,000	0	0
\$110,001 - \$160,000	25.35%	139,900	135,900	139,900	0	0
\$160,001 - \$190,000	16.90%	173,000	0	175,000	168,000	182,900
\$190,001 - \$240,000	12.68%	210,000	220,000	195,000	228,000	0
\$240,001 and up	11.27%	310,500	260,000	440,000	310,500	0
Median Sold Price		145,000	94,000	155,000	199,500	182,900
Total Closed Units		71	19	41	10	1
Total Closed Volume		10,835,600	1.82M	6.70M	2.13M	182.90K

September 2020



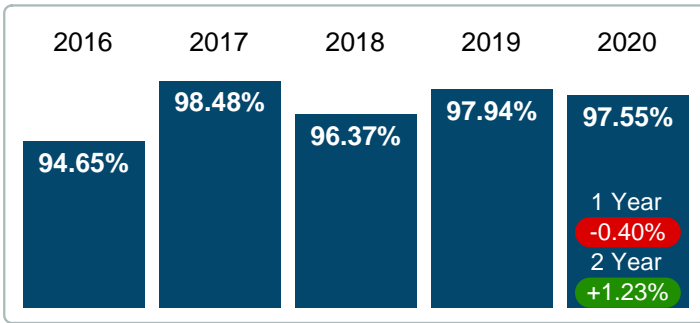
Area Delimited by County Of Muskogee



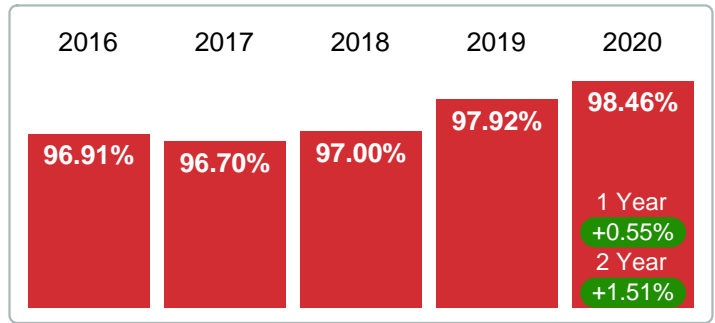
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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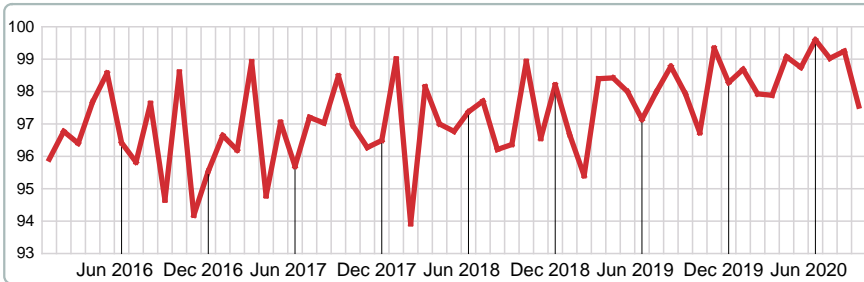
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

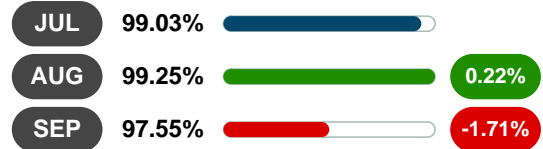


3 MONTHS

5 year SEP AVG = 97.00%

High Jun 2020 99.59% Low Feb 2018 93.92%

Median Sold/List Ratio this month at **97.55%**
above the 5 yr SEP average of **97.00%**



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
\$50,000 and less	7	9.86%	100.00%	100.00%	57.14%	0.00%	0.00%
\$50,001 - \$90,000	8	11.27%	95.98%	94.47%	96.70%	94.97%	0.00%
\$90,001 - \$110,000	9	12.68%	95.71%	91.86%	100.00%	0.00%	0.00%
\$110,001 - \$160,000	18	25.35%	99.34%	100.00%	99.26%	0.00%	0.00%
\$160,001 - \$190,000	12	16.90%	98.74%	0.00%	99.50%	97.77%	100.00%
\$190,001 - \$240,000	9	12.68%	97.55%	62.86%	97.55%	98.06%	0.00%
\$240,001 and up	8	11.27%	96.34%	92.86%	94.51%	97.35%	0.00%
Median Sold/List Ratio		97.55%		95.60%	97.77%	97.09%	100.00%
Total Closed Units		71	100%	19	41	10	1
Total Closed Volume		10,835,600		1.82M	6.70M	2.13M	182.90K



September 2020

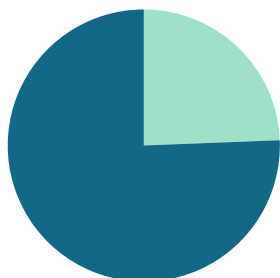
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

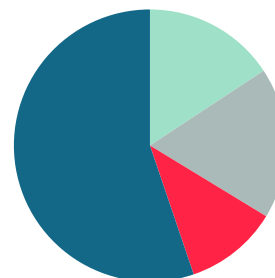


Inventory
 New Listings
108 = 24.38%
 Start Inventory
335
 Total Inventory Units
443
 Volume
\$90,044,415

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%
Median List Price	114,500	149,900	30.92%	105,000	122,000	16.19%
Median Sale Price	107,000	145,000	35.51%	99,950	119,000	19.06%
Median Percent of Selling Price to List Price	97.94%	97.55%	-0.40%	97.92%	98.46%	0.55%
Median Days on Market to Sale	40.00	19.00	-52.50%	30.00	22.00	-26.67%
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%

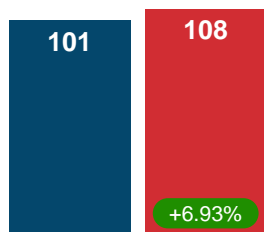
Absorption: Last 12 months, an Average of **64** Sales/Month

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

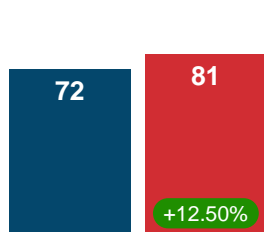
SEPTEMBER MARKET

MEDIAN PRICES

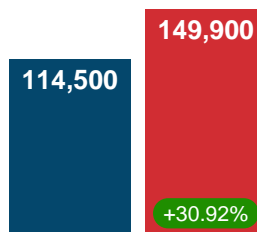
New Listings



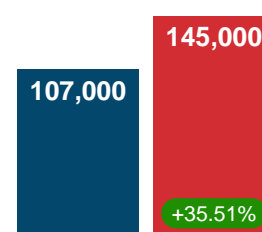
Pending Listings



List Price



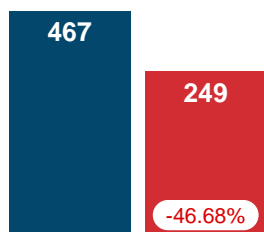
Sale Price



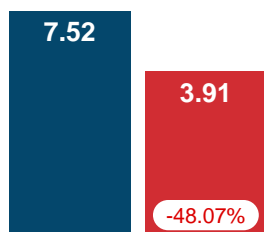
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

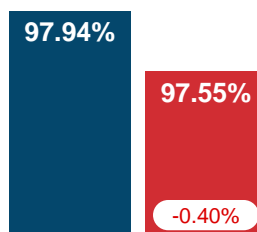
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

