



December 2020

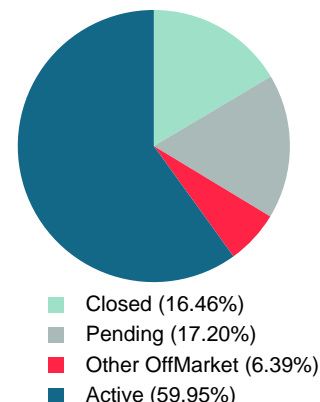
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2021 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	58	67	15.52%
Pending Listings	37	70	89.19%
New Listings	69	78	13.04%
Average List Price	152,641	197,851	29.62%
Average Sale Price	145,669	185,621	27.43%
Average Percent of Selling Price to List Price	93.92%	93.98%	0.07%
Average Days on Market to Sale	51.67	38.25	-25.97%
End of Month Inventory	412	244	-40.78%
Months Supply of Inventory	6.39	3.75	-41.23%



Absorption: Last 12 months, an Average of **65 Sales/Month**
Active Inventory as of December 31, 2020 = **244**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **40.78%** to 244 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 **3.75** 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 **27.43%** in December 2020 to \$185,621 versus the previous year at \$145,669.

Average Days on Market Shortens

The average number of **38.25** days that homes spent on the market before selling decreased by 13.42 days or **25.97%** in December 2020 compared to last year's same month at **51.67** DOM.

Sales Success for December 2020 is Positive

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

There were 78 New Listings in December 2020, up **13.04%** from last year at 69. Furthermore, there were 67 Closed Listings this month versus last year at 58, a **15.52%** increase.

Closed versus Listed trends yielded a **85.9%** ratio, up from previous year's, December 2019, at **84.1%**, a **2.19%** 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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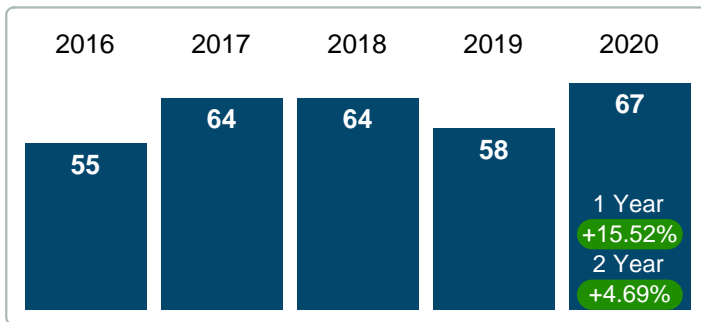
Area Delimited by County Of Muskogee



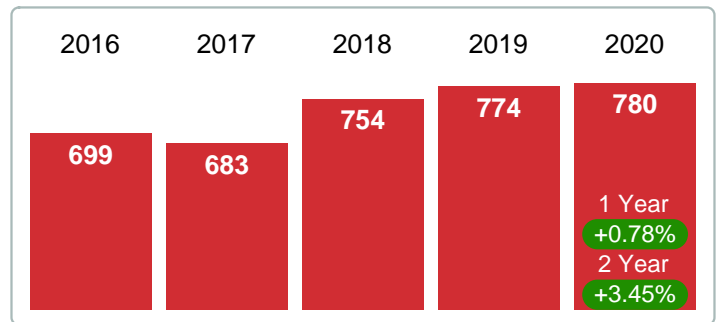
CLOSED LISTINGS

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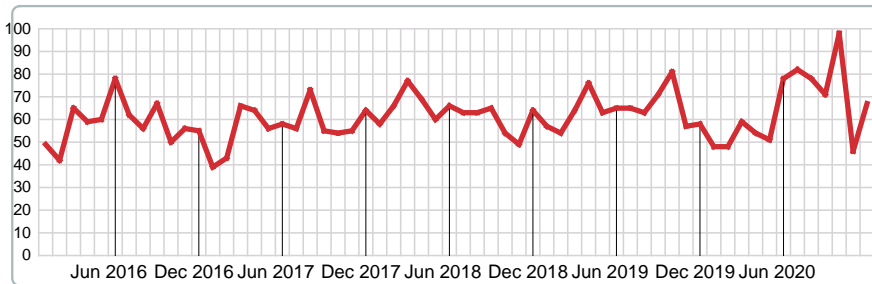
DECEMBER



YEAR TO DATE (YTD)

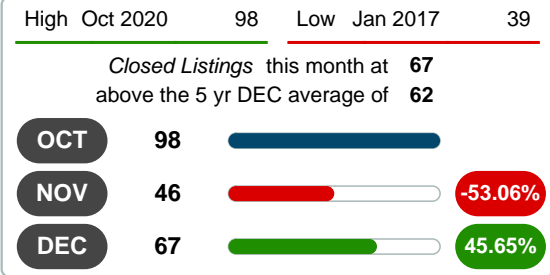


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 62



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	4	5.97%	65.5	2	1	1	0
\$25,001 - \$75,000	10	14.93%	44.8	7	2	0	1
\$75,001 - \$100,000	9	13.43%	38.8	2	7	0	0
\$100,001 - \$150,000	14	20.90%	48.1	4	8	1	1
\$150,001 - \$200,000	13	19.40%	10.9	2	9	1	1
\$200,001 - \$325,000	10	14.93%	18.2	1	4	4	1
\$325,001 and up	7	10.45%	72.3	3	2	1	1
Total Closed Units	67			21	33	8	5
Total Closed Volume	12,436,599	100%	38.3	4.45M	5.25M	1.83M	901.40K
Average Closed Price	\$185,621			\$212,019	\$159,191	\$228,688	\$180,280



December 2020

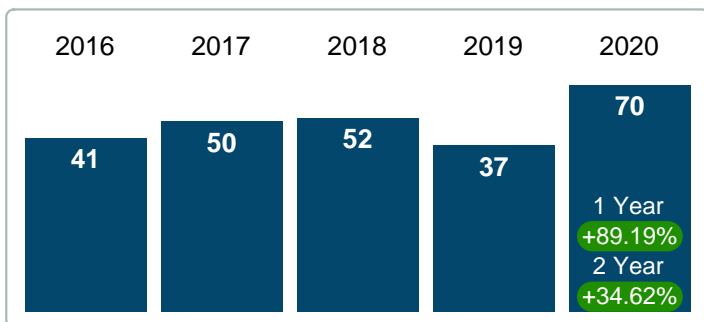
Area Delimited by County Of Muskogee



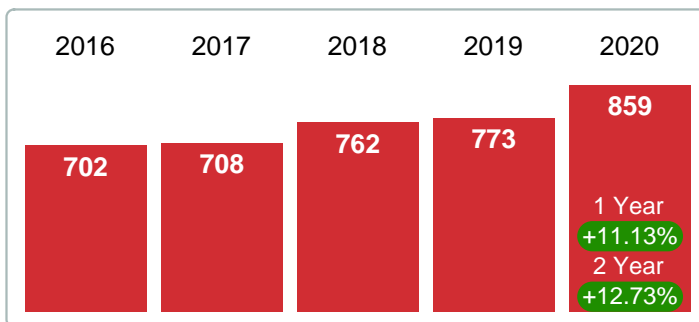
PENDING LISTINGS

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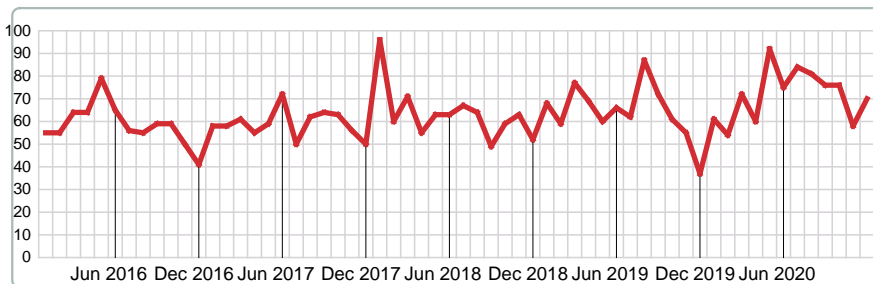
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 50

High Jan 2018 96 Low Dec 2019 37

Pending Listings this month at **70**
above the 5 yr DEC average of **50**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	4.29%	10.0	3	0	0	0
\$25,001 - \$50,000	9	12.86%	27.9	3	6	0	0
\$50,001 - \$75,000	10	14.29%	73.6	6	3	1	0
\$75,001 - \$150,000	19	27.14%	21.5	2	13	3	1
\$150,001 - \$250,000	12	17.14%	29.5	1	8	3	0
\$250,001 - \$300,000	10	14.29%	41.8	2	3	5	0
\$300,001 and up	7	10.00%	72.0	2	3	2	0
Total Pending Units	70			19	36	14	1
Total Pending Volume	11,245,400	100%	62.5	2.68M	5.34M	3.15M	79.90K
Average Listing Price	\$354,225			\$141,084	\$148,314	\$224,686	\$79,900



December 2020

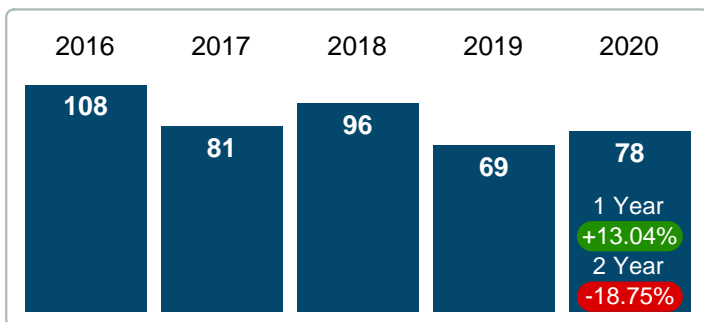
Area Delimited by County Of Muskogee



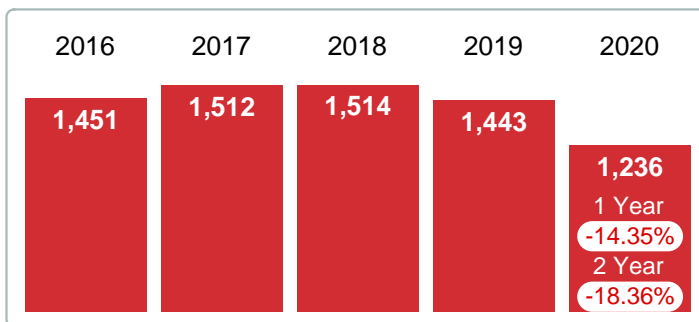
NEW LISTINGS

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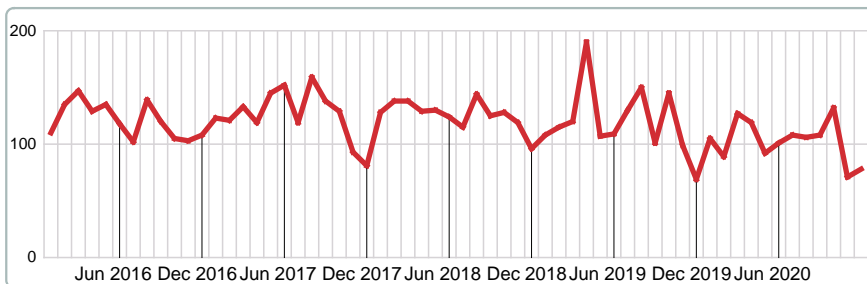
DECEMBER



YEAR TO DATE (YTD)

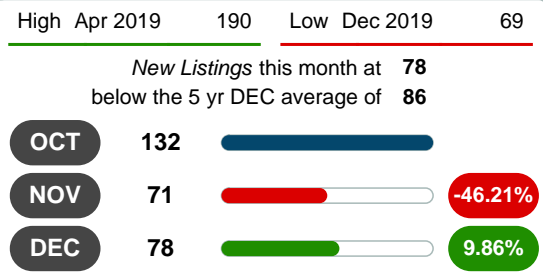


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 86



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	16	20.51%	13	2	1	0
\$25,001-\$50,000	10	12.82%	4	5	1	0
\$50,001-\$125,000	18	23.08%	5	10	2	1
\$125,001-\$200,000	16	20.51%	4	11	1	0
\$200,001-\$375,000	10	12.82%	1	5	4	0
\$375,001 and up	8	10.26%	6	2	0	0
Total New Listed Units	78		33	35	9	1
Total New Listed Volume	14,866,605	100%	5.93M	7.37M	1.48M	79.90K
Average New Listed Listing Price	\$223,500		\$179,809	\$210,530	\$164,939	\$79,900

December 2020



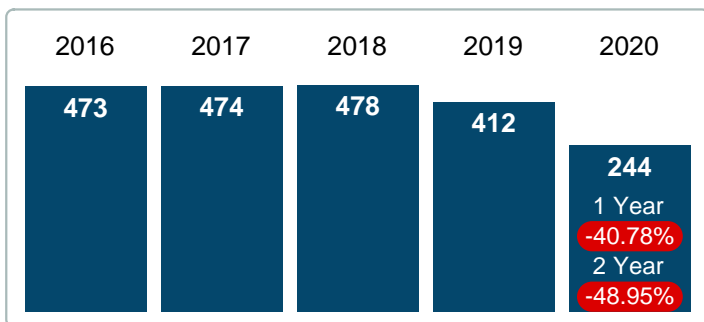
Area Delimited by County Of Muskogee



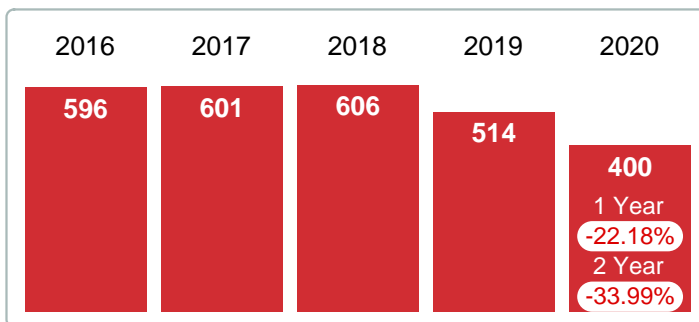
ACTIVE INVENTORY

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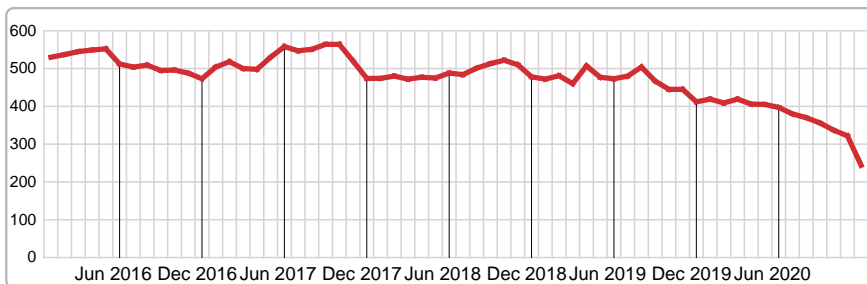
END OF DECEMBER



ACTIVE DURING DECEMBER

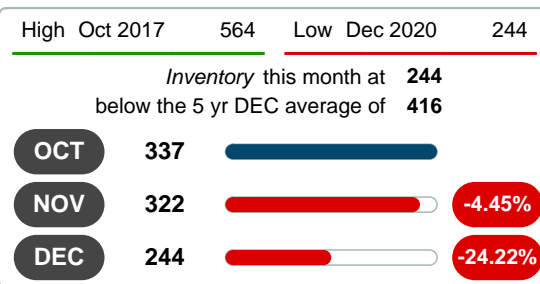


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 416



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	50	20.49%	87.0	45	2	3	0
\$25,001-\$50,000	27	11.07%	83.1	17	8	2	0
\$50,001-\$125,000	65	26.64%	85.4	39	20	6	0
\$125,001-\$225,000	44	18.03%	88.0	25	14	5	0
\$225,001-\$375,000	28	11.48%	88.0	12	7	8	1
\$375,001 and up	30	12.30%	129.8	24	2	3	1
Total Active Inventory by Units			244	162	53	27	2
Total Active Inventory by Volume			46,278,261	30.05M	9.41M	5.57M	1.25M
Average Active Inventory Listing Price			\$189,665	\$185,499	\$177,545	\$206,213	\$624,900

December 2020



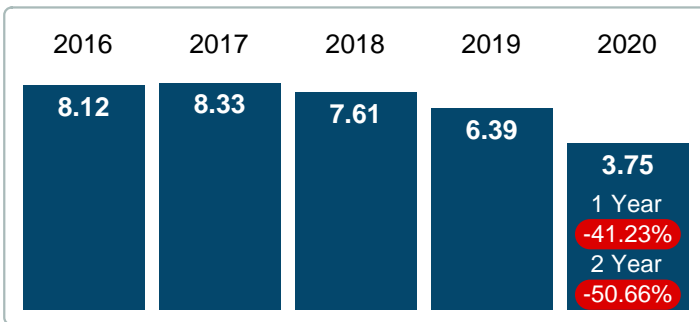
Area Delimited by County Of Muskogee



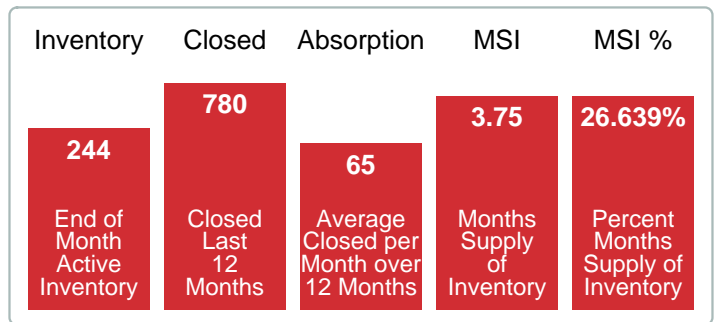
MONTHS SUPPLY of INVENTORY (MSI)

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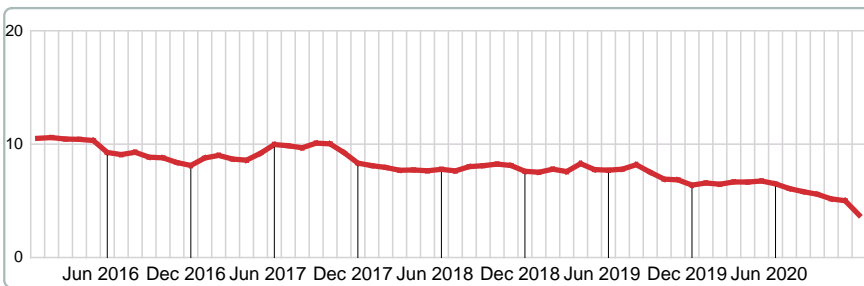
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

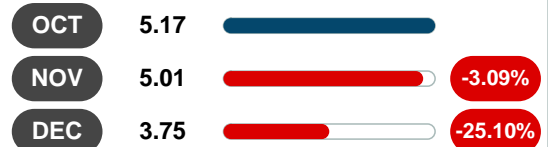


3 MONTHS

5 year DEC AVG = 6.84

High Feb 2016 10.58 Low Dec 2020 3.75

Months Supply this month at 3.75 below the 5 yr DEC average of 6.84



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	2.05%	4.62	4.36	0.00	12.00	0.00
\$10,001 - \$20,000	35	14.34%	12.35	15.84	1.50	12.00	0.00
\$20,001 - \$60,000	49	20.08%	4.49	5.74	2.77	6.86	0.00
\$60,001 - \$140,000	62	25.41%	2.58	7.13	1.16	2.00	0.00
\$140,001 - \$240,000	37	15.16%	2.14	15.20	1.16	1.15	0.00
\$240,001 - \$390,000	31	12.70%	4.71	14.18	4.00	3.18	1.20
\$390,001 and up	25	10.25%	10.71	24.00	1.33	2.40	4.00
Market Supply of Inventory (MSI)			3.75	9.44	1.54	2.38	1.00
Total Active Inventory by Units		100%	3.75	162	53	27	2

December 2020



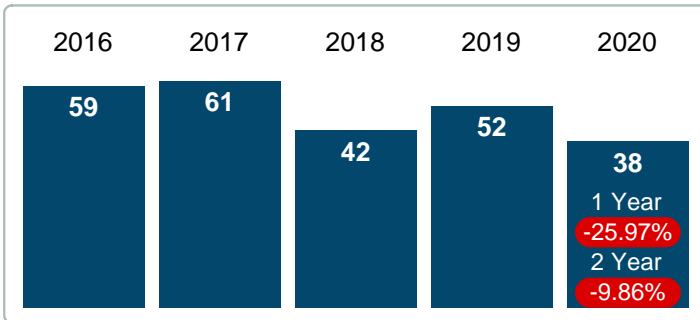
Area Delimited by County Of Muskogee



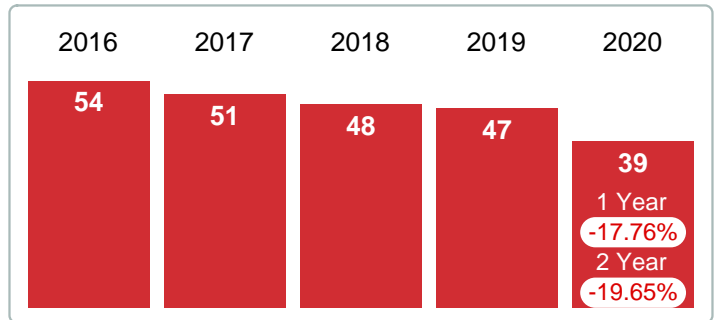
AVERAGE DAYS ON MARKET TO SALE

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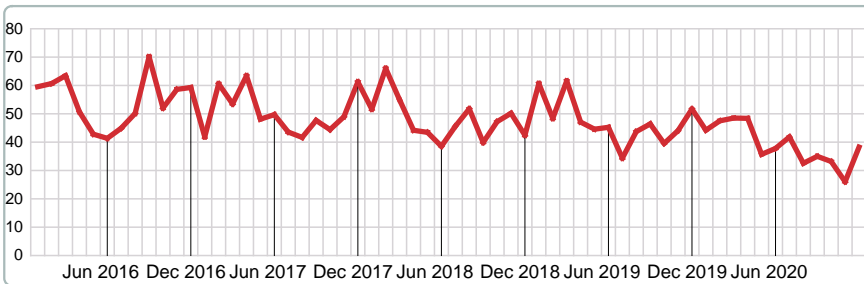
DECEMBER



YEAR TO DATE (YTD)

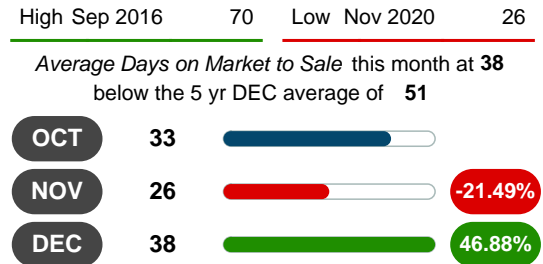


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 51



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
\$25,000 and less	5.97%	66	29	110	94	0
\$25,001 - \$75,000	14.93%	45	44	43	0	54
\$75,001 - \$100,000	13.43%	39	7	48	0	0
\$100,001 - \$150,000	20.90%	48	92	24	10	100
\$150,001 - \$200,000	19.40%	11	3	7	6	65
\$200,001 - \$325,000	14.93%	18	20	16	24	3
\$325,001 and up	10.45%	72	121	49	42	3
Average Closed DOM		38				
Total Closed Units	100%	38	21	33	8	5
Total Closed Volume		12,436,599	4.45M	5.25M	1.83M	901.40K

December 2020

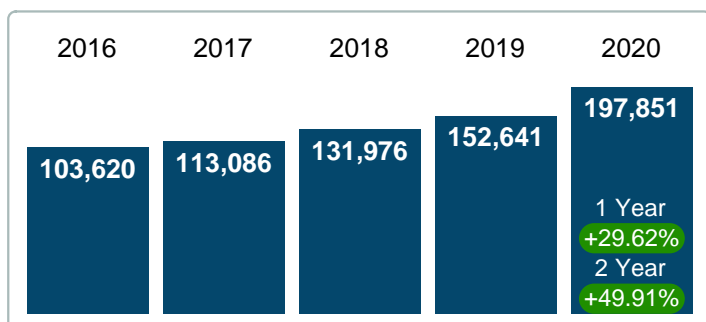
Area Delimited by County Of Muskogee



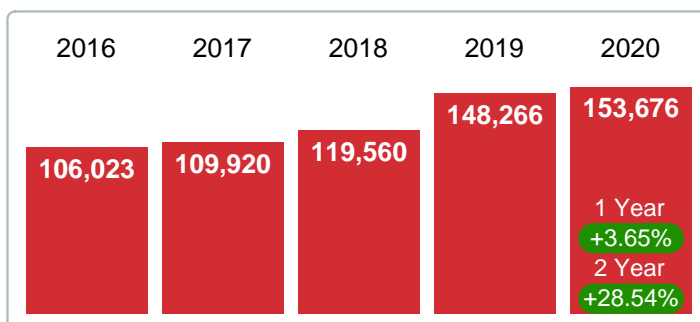
AVERAGE LIST PRICE AT CLOSING

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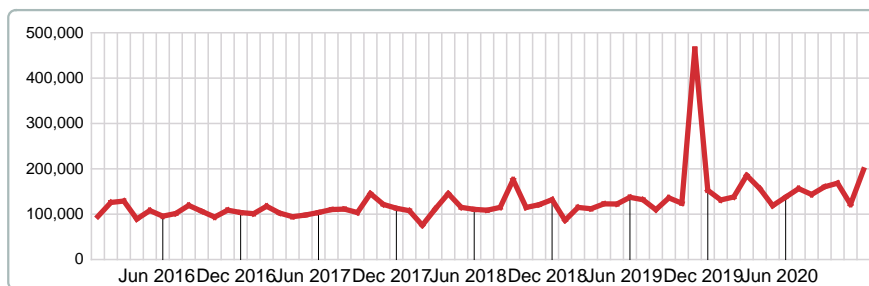
DECEMBER



YEAR TO DATE (YTD)

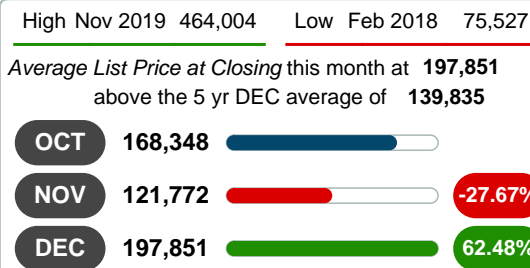


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 139,835



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
\$25,000 and less	2.99%	16,250	21,000	20,000	40,000	0
\$25,001 - \$75,000	17.91%	52,600	53,114	74,500	0	57,900
\$75,001 - \$100,000	11.94%	95,038	109,450	92,043	0	0
\$100,001 - \$150,000	20.90%	130,707	122,725	138,273	129,900	150,000
\$150,001 - \$200,000	22.39%	173,905	167,500	173,744	195,000	154,900
\$200,001 - \$325,000	11.94%	262,837	369,900	252,475	271,450	199,999
\$325,001 and up	11.94%	661,353	1,090,441	424,900	469,900	329,900
Average List Price		197,851	242,849	161,906	240,075	178,540
Total Closed Units	100%	197,851	21	33	8	5
Total Closed Volume		13,256,004	5.10M	5.34M	1.92M	892.70K



December 2020

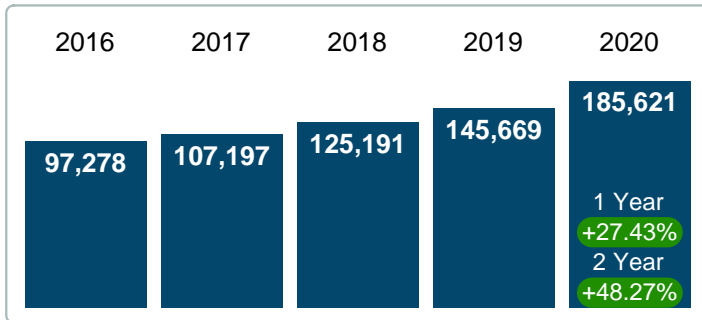
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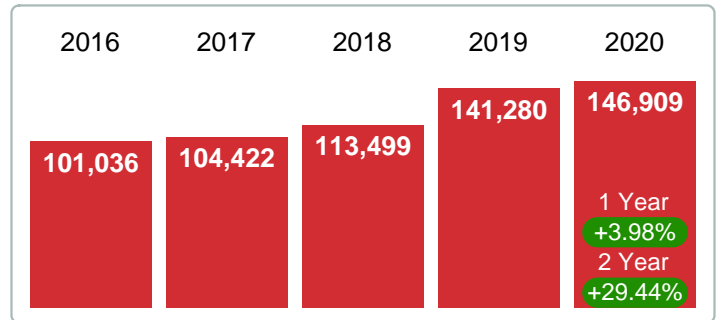
AVERAGE SOLD PRICE AT CLOSING

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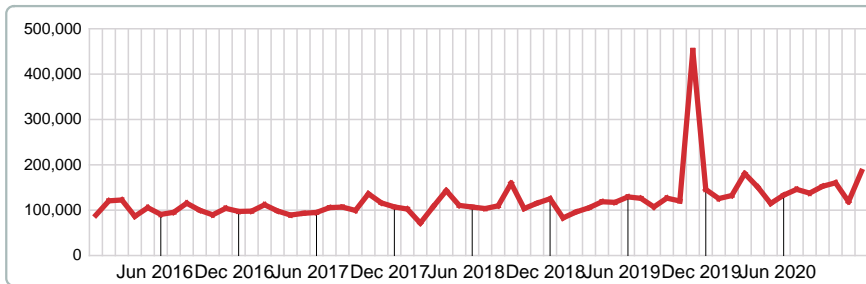
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 132,191

High Nov 2019 452,107 Low Feb 2018 71,524

Average Sold Price at Closing this month at **185,621** above the 5 yr DEC average of **132,191**



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
\$25,000 and less	5.97%	16,750	13,500	16,000	24,000	0
\$25,001 - \$75,000	14.93%	51,550	47,357	69,500	0	45,000
\$75,001 - \$100,000	13.43%	89,933	92,500	89,200	0	0
\$100,001 - \$150,000	20.90%	130,479	118,475	134,725	125,000	150,000
\$150,001 - \$200,000	19.40%	172,938	167,500	173,144	200,000	154,900
\$200,001 - \$325,000	14.93%	254,540	300,000	248,725	257,625	220,000
\$325,001 and up	10.45%	632,057	933,333	421,450	450,000	331,500
Average Sold Price		185,621	212,019	159,191	228,688	180,280
Total Closed Units	100%	185,621	21	33	8	5
Total Closed Volume		12,436,599	4.45M	5.25M	1.83M	901.40K

December 2020



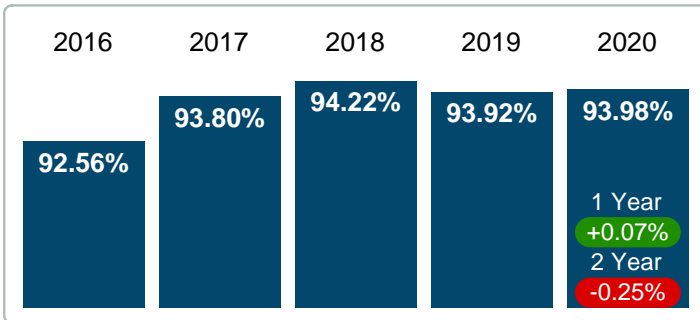
Area Delimited by County Of Muskogee



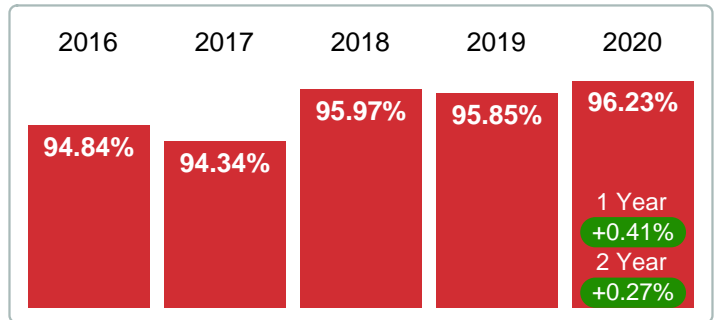
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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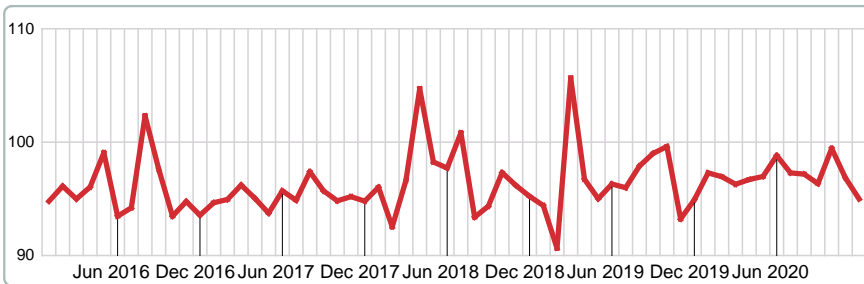
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

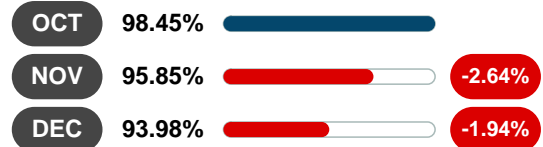


3 MONTHS

5 year DEC AVG = 93.70%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **93.98%**
equal to 5 yr DEC average of **93.70%**



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
\$25,000 and less	4	5.97%	65.95%	61.90%	80.00%	60.00%	0.00%
\$25,001 - \$75,000	10	14.93%	90.08%	90.94%	93.24%	0.00%	77.72%
\$75,001 - \$100,000	9	13.43%	94.41%	84.63%	97.21%	0.00%	0.00%
\$100,001 - \$150,000	14	20.90%	97.34%	96.63%	97.51%	96.23%	100.00%
\$150,001 - \$200,000	13	19.40%	100.10%	100.00%	99.86%	102.56%	100.00%
\$200,001 - \$325,000	10	14.93%	96.80%	81.10%	98.96%	95.27%	110.00%
\$325,001 and up	7	10.45%	92.93%	85.31%	99.16%	95.77%	100.48%
Average Sold/List Ratio		94.00%		88.25%	97.57%	91.95%	97.64%
Total Closed Units		67	100%	21	33	8	5
Total Closed Volume		12,436,599		4.45M	5.25M	1.83M	901.40K

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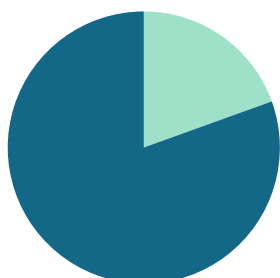
Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Jan 11, 2021 for MLS Technology Inc.

INVENTORY

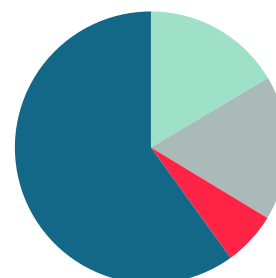


Inventory
 New Listings
78 = 19.50%
 Start Inventory
322
 Total Inventory Units
400
 Volume
\$78,903,120

Market Activity

Closed Sales
67 = 16.46%
 Pending Sales
70 = 17.20%
 Other Off Market
26 = 6.39%
 Active Inventory
244 = 59.95%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	58	67	15.52%	774	780	0.78%
Pending Sales	37	70	89.19%	773	859	11.13%
New Listings	69	78	13.04%	1,443	1,236	-14.35%
Average List Price	152,641	197,851	29.62%	148,266	153,676	3.65%
Average Sale Price	145,669	185,621	27.43%	141,280	146,909	3.98%
Average Percent of Selling Price to List Price	93.92%	93.98%	0.07%	95.85%	96.23%	0.41%
Average Days on Market to Sale	51.67	38.25	-25.97%	46.94	38.61	-17.76%
Monthly Inventory	412	244	-40.78%	412	244	-40.78%
Months Supply of Inventory	6.39	3.75	-41.23%	6.39	3.75	-41.23%

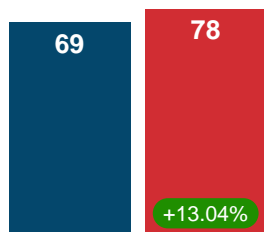
Absorption: Last 12 months, an Average of **65** Sales/Month

Inventory on December 31, 2020 = **244** 2019 2020

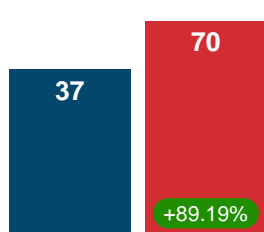
DECEMBER MARKET

AVERAGE PRICES

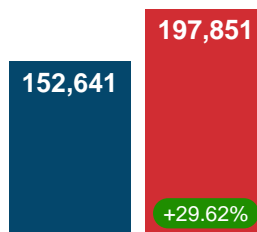
New Listings



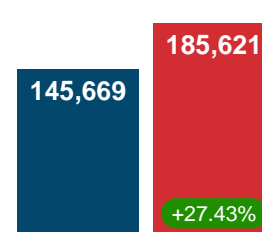
Pending Listings



List Price



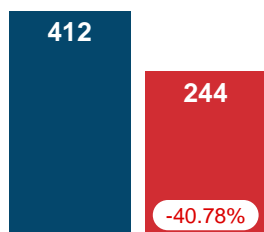
Sale Price



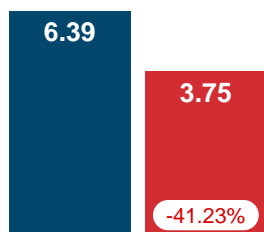
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

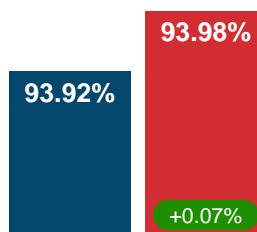
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

