



December 2020

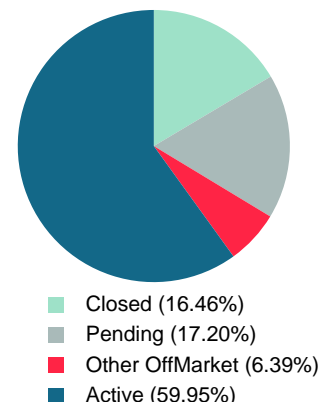
Area Delimited by County Of Muskogee



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%
Median List Price	133,450	149,000	11.65%
Median Sale Price	133,700	145,000	8.45%
Median Percent of Selling Price to List Price	98.28%	97.88%	-0.40%
Median Days on Market to Sale	35.00	13.00	-62.86%
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.

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 **8.45%** in December 2020 to \$145,000 versus the previous year at \$133,700.

Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 22.00 days or **62.86%** in December 2020 compared to last year's same month at **35.00** DOM.

Sales Success for December 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 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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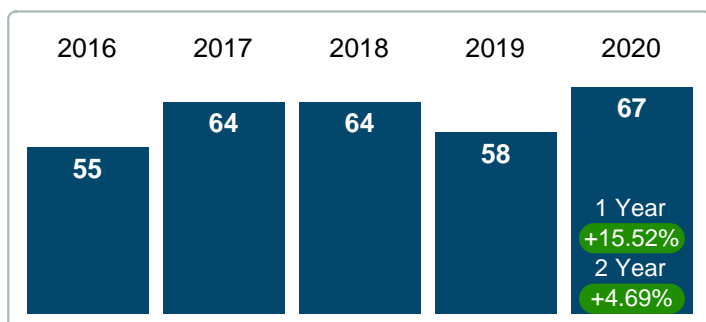
Area Delimited by County Of Muskogee



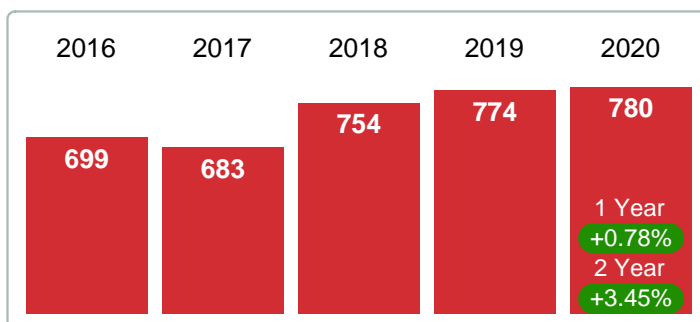
CLOSED LISTINGS

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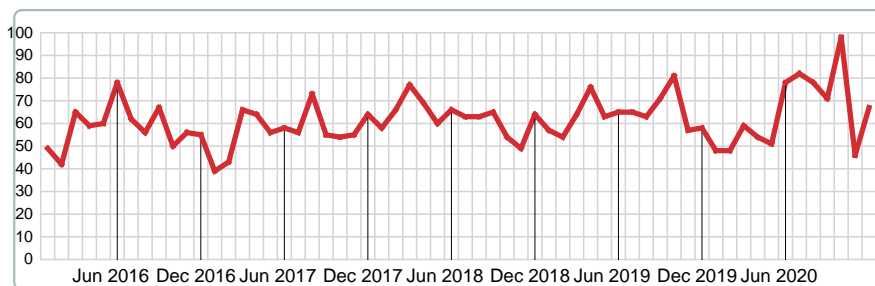
DECEMBER



YEAR TO DATE (YTD)

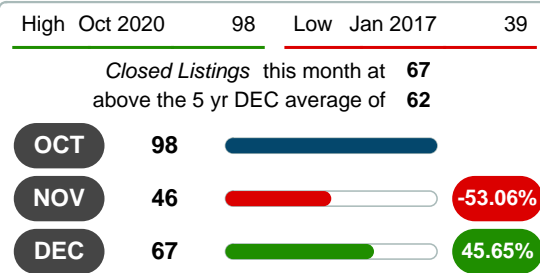


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 62



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	7	10.45%	35.0	5	1	1	0
\$40,001 - \$80,000	8	11.94%	47.0	4	3	0	1
\$80,001 - \$110,000	10	14.93%	23.5	4	6	0	0
\$110,001 - \$160,000	17	25.37%	13.0	3	11	1	2
\$160,001 - \$210,000	9	13.43%	6.0	1	7	1	0
\$210,001 - \$330,000	9	13.43%	9.0	1	3	4	1
\$330,001 and up	7	10.45%	46.0	3	2	1	1
Total Closed Units	67			21	33	8	5
Total Closed Volume	12,436,599	100%	13.0	4.45M	5.25M	1.83M	901.40K
Median Closed Price	\$145,000			\$100,000	\$150,000	\$235,500	\$154,900

December 2020



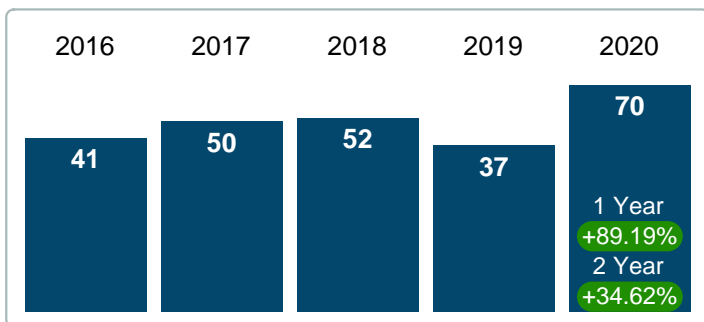
Area Delimited by County Of Muskogee



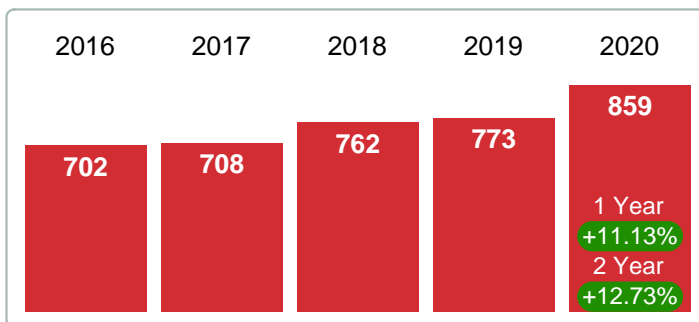
PENDING LISTINGS

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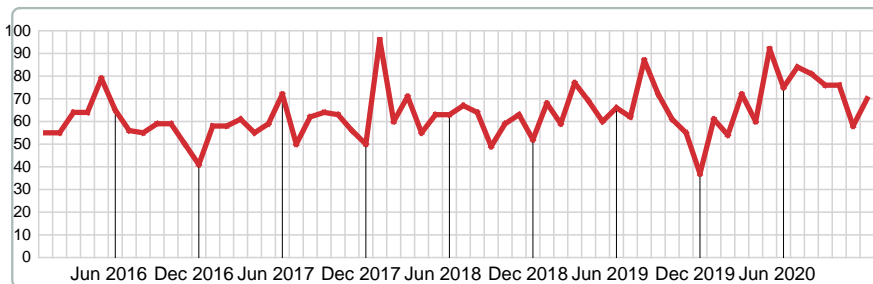
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

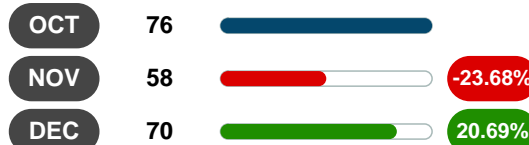


3 MONTHS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	5.71%	6.5	3	1	0	0
\$30,001 - \$60,000	12	17.14%	40.0	7	5	0	0
\$60,001 - \$80,000	7	10.00%	53.0	2	3	1	1
\$80,001 - \$150,000	18	25.71%	8.5	2	13	3	0
\$150,001 - \$250,000	12	17.14%	39.0	1	8	3	0
\$250,001 - \$310,000	10	14.29%	32.5	2	3	5	0
\$310,001 and up	7	10.00%	57.0	2	3	2	0
Total Pending Units	70			19	36	14	1
Total Pending Volume	11,245,400	100%	37.0	2.68M	5.34M	3.15M	79.90K
Median Listing Price	\$127,450			\$60,000	\$136,950	\$249,750	\$79,900



December 2020

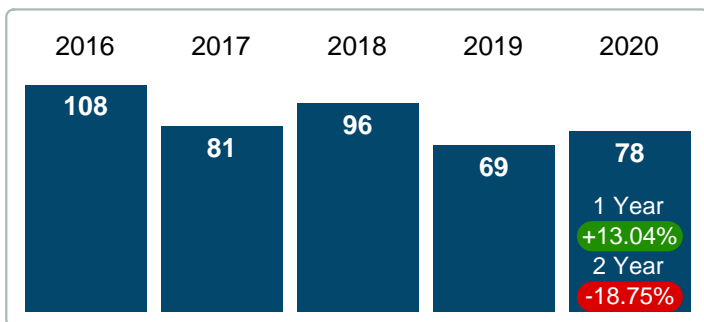
Area Delimited by County Of Muskogee



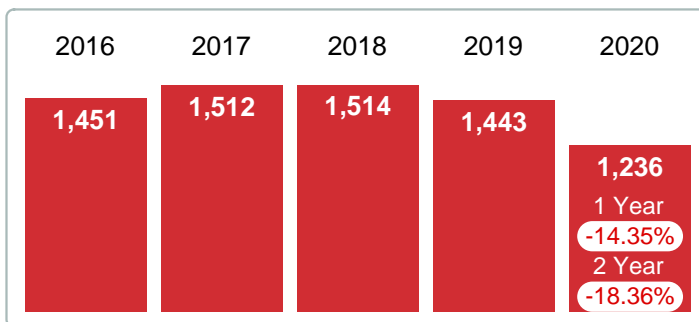
NEW LISTINGS

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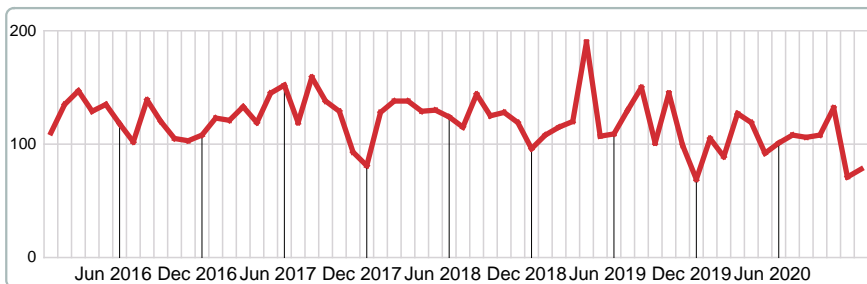
DECEMBER



YEAR TO DATE (YTD)

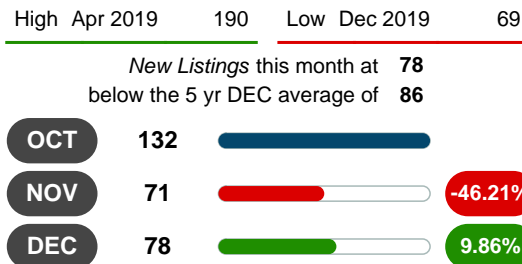


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 86



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	2.56%	1	0	1	0
\$10,001 - \$20,000	7	8.97%	6	1	0	0
\$20,001 - \$60,000	20	25.64%	13	6	1	0
\$60,001 - \$140,000	18	23.08%	3	12	2	1
\$140,001 - \$210,000	13	16.67%	3	9	1	0
\$210,001 - \$390,000	11	14.10%	2	5	4	0
\$390,001 and up	7	8.97%	5	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
Median New Listed Listing Price	\$98,500		\$50,000	\$129,900	\$145,000	\$79,900



December 2020

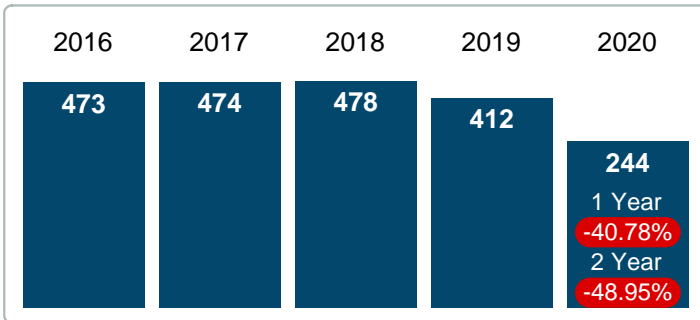
Area Delimited by County Of Muskogee



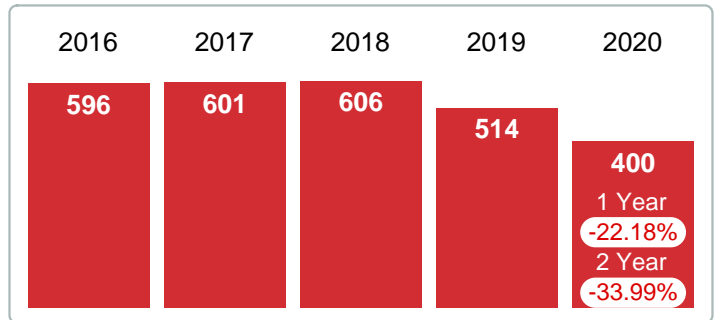
ACTIVE INVENTORY

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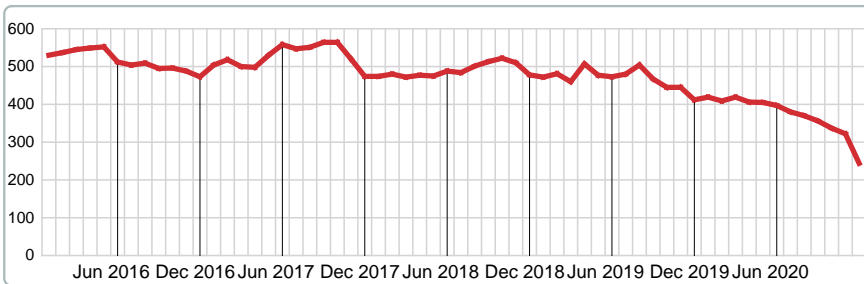
END OF DECEMBER



ACTIVE DURING DECEMBER

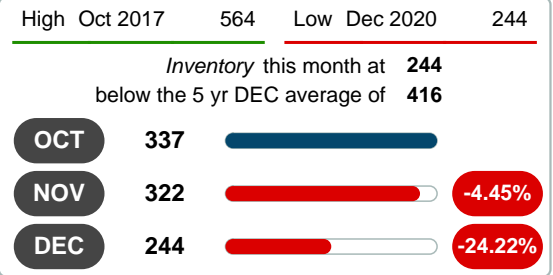


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 416



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	5	2.05%	46.0	4	0	1	0
\$10,001 - \$20,000	35	14.34%	90.0	33	1	1	0
\$20,001 - \$60,000	49	20.08%	72.0	33	12	4	0
\$60,001 - \$140,000	62	25.41%	73.5	38	18	6	0
\$140,001 - \$240,000	37	15.16%	84.0	19	13	5	0
\$240,001 - \$390,000	31	12.70%	92.0	13	8	9	1
\$390,001 and up	25	10.25%	120.0	22	1	1	1
Total Active Inventory by Units	244			162	53	27	2
Total Active Inventory by Volume	46,278,261	100%	86.5	30.05M	9.41M	5.57M	1.25M
Median Active Inventory Listing Price	\$89,450			\$75,000	\$99,500	\$145,000	\$624,900

December 2020



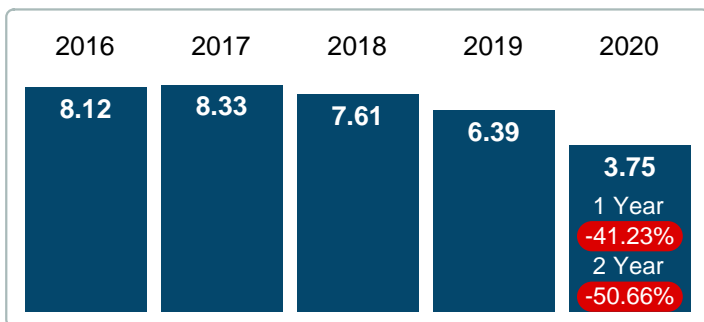
Area Delimited by County Of Muskogee



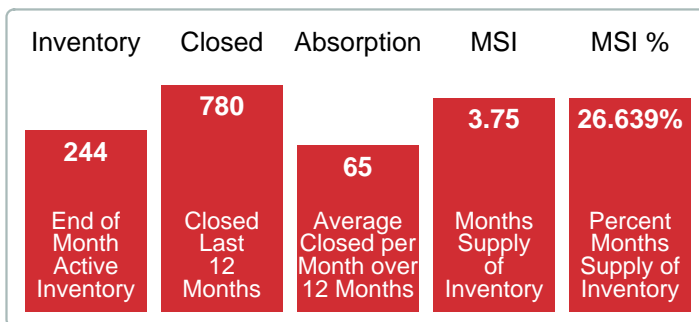
MONTHS SUPPLY of INVENTORY (MSI)

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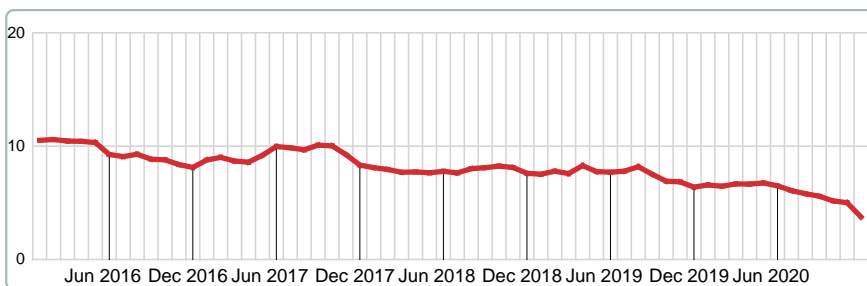
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

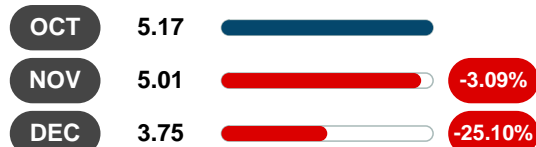


3 MONTHS

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



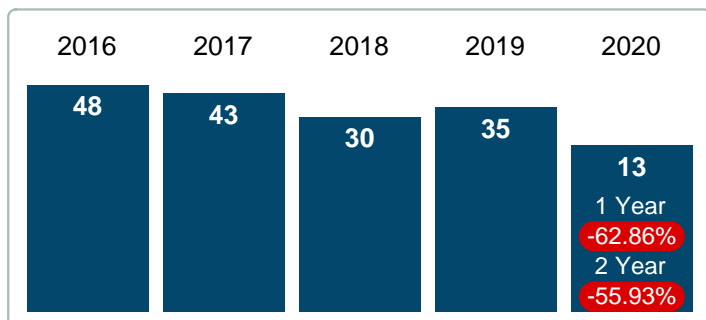
Area Delimited by County Of Muskogee



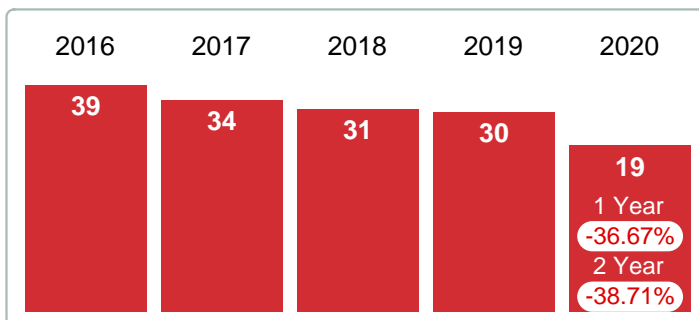
MEDIAN DAYS ON MARKET TO SALE

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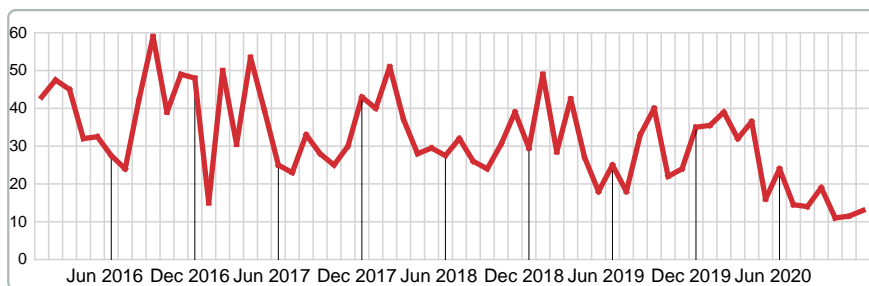
DECEMBER



YEAR TO DATE (YTD)

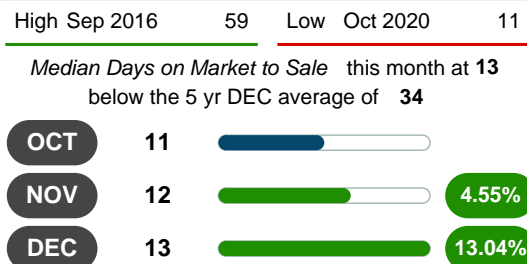


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 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
\$40,000 and less	10.45%	35	13	110	94	0
\$40,001 - \$80,000	11.94%	47	38	45	0	54
\$80,001 - \$110,000	14.93%	24	38	24	0	0
\$110,001 - \$160,000	25.37%	13	11	13	10	83
\$160,001 - \$210,000	13.43%	6	1	8	6	0
\$210,001 - \$330,000	13.43%	9	20	4	16	3
\$330,001 and up	10.45%	46	165	49	42	3
Median Closed DOM		13				
Total Closed Units	100%	13.0	20	12	16	54
Total Closed Volume			4.45M	5.25M	1.83M	901.40K

December 2020



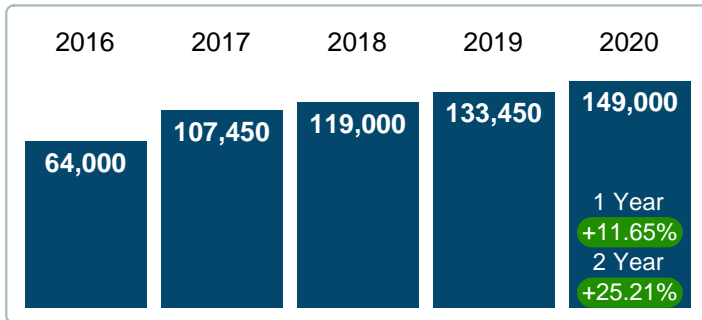
Area Delimited by County Of Muskogee



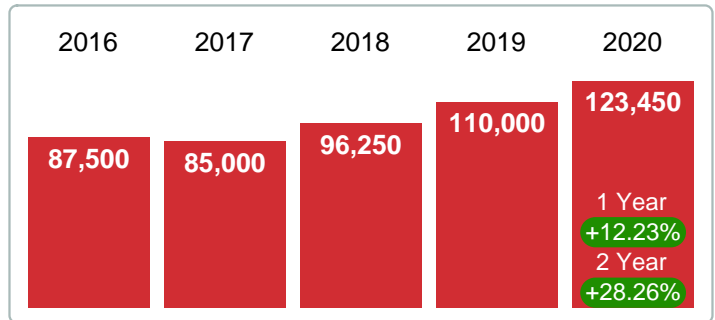
MEDIAN LIST PRICE AT CLOSING

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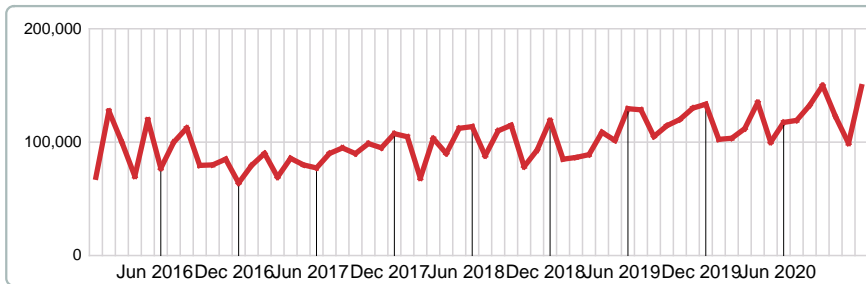
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 114,580

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

Median List Price at Closing this month at **149,000**
above the 5 yr DEC average of **114,580**



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
\$40,000 and less	10.45%	30,000	30,000	20,000	40,000	0
\$40,001 - \$80,000	10.45%	74,000	49,900	75,000	0	57,900
\$80,001 - \$110,000	13.43%	98,500	99,000	95,500	0	0
\$110,001 - \$160,000	26.87%	139,950	120,000	139,950	129,900	152,450
\$160,001 - \$210,000	16.42%	189,000	183,000	179,500	195,000	199,999
\$210,001 - \$330,000	11.94%	297,450	0	295,000	272,950	329,900
\$330,001 and up	10.45%	469,900	888,162	424,900	469,900	0
Median List Price		149,000	104,000	150,000	237,950	154,900
Total Closed Units	100%	149,000	21	33	8	5
Total Closed Volume		13,256,004	5.10M	5.34M	1.92M	892.70K



December 2020

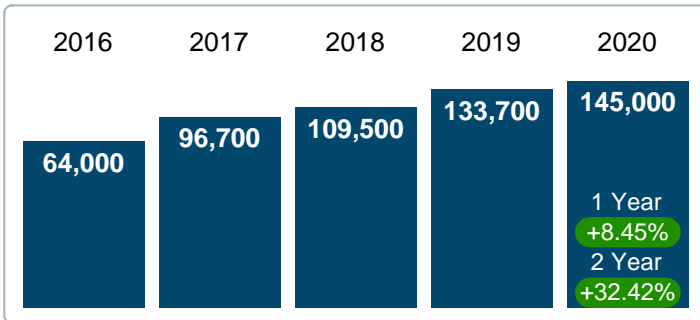
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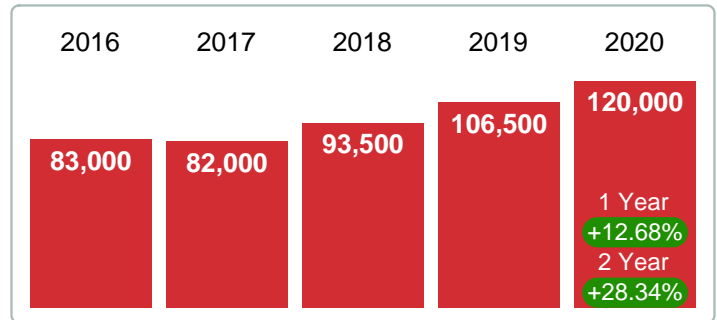
MEDIAN SOLD PRICE AT CLOSING

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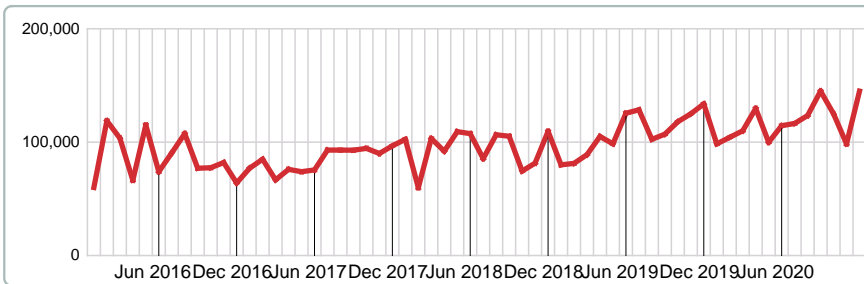
DECEMBER



YEAR TO DATE (YTD)

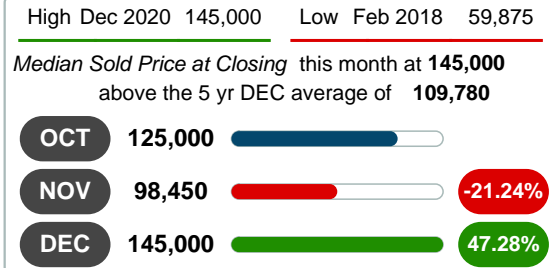


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 109,780



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
\$40,000 and less	10.45%	24,000	27,500	16,000	24,000	0
\$40,001 - \$80,000	11.94%	66,750	58,000	75,000	0	45,000
\$80,001 - \$110,000	14.93%	94,500	102,000	91,000	0	0
\$110,001 - \$160,000	25.37%	145,000	145,000	142,500	125,000	152,450
\$160,001 - \$210,000	13.43%	185,000	183,000	185,000	200,000	0
\$210,001 - \$330,000	13.43%	250,000	300,000	280,000	248,000	220,000
\$330,001 and up	10.45%	450,000	799,999	421,450	450,000	331,500
Median Sold Price		145,000	100,000	150,000	235,500	154,900
Total Closed Units	100%	67	21	33	8	5
Total Closed Volume		12,436,599	4.45M	5.25M	1.83M	901.40K

December 2020



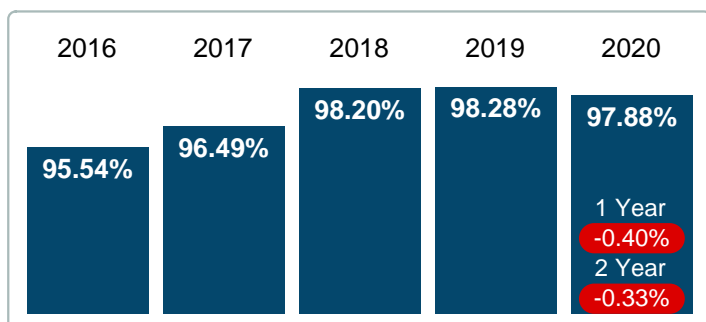
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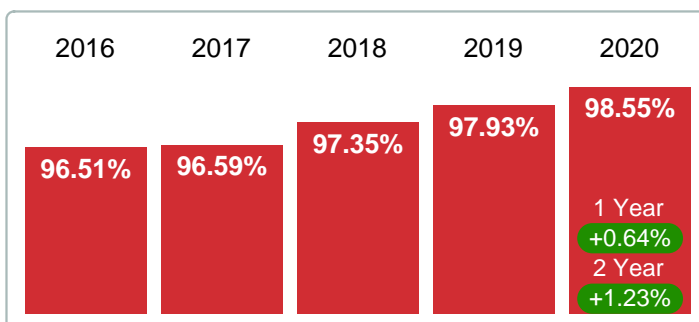
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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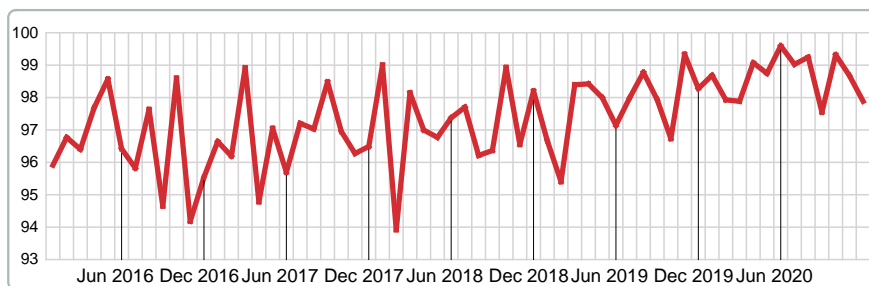
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

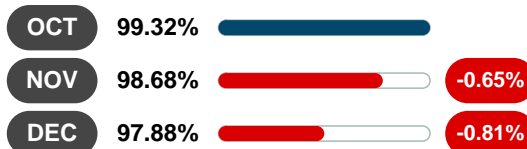


3 MONTHS

5 year DEC AVG = 97.28%

High Jun 2020 99.59% Low Feb 2018 93.92%

Median Sold/List Ratio this month at **97.88%**
 above the 5 yr DEC average of **97.28%**



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
\$40,000 and less	7	10.45%	68.75%	68.75%	80.00%	60.00%	0.00%
\$40,001 - \$80,000	8	11.94%	89.58%	89.42%	100.00%	0.00%	77.72%
\$80,001 - \$110,000	10	14.93%	94.75%	86.68%	95.49%	0.00%	0.00%
\$110,001 - \$160,000	17	25.37%	100.00%	100.00%	100.00%	96.23%	100.00%
\$160,001 - \$210,000	9	13.43%	100.00%	100.00%	100.00%	102.56%	0.00%
\$210,001 - \$330,000	9	13.43%	99.84%	81.10%	100.00%	98.85%	110.00%
\$330,001 and up	7	10.45%	95.77%	86.96%	99.16%	95.77%	100.48%
Median Sold/List Ratio		97.88%		87.50%	98.69%	97.05%	100.00%
Total Closed Units		67	100%	21	33	8	5
Total Closed Volume		12,436,599		4.45M	5.25M	1.83M	901.40K

December 2020



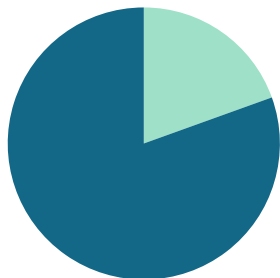
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

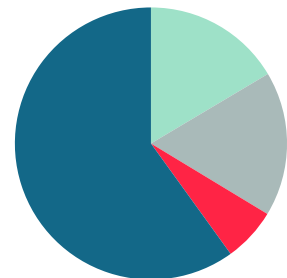


Inventory
 New Listings
78 = 19.50%
 Start Inventory
322
 Total Inventory Units
400
 Volume
\$78,903,120

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%
Median List Price	133,450	149,000	11.65%	110,000	123,450	12.23%
Median Sale Price	133,700	145,000	8.45%	106,500	120,000	12.68%
Median Percent of Selling Price to List Price	98.28%	97.88%	-0.40%	97.93%	98.55%	0.64%
Median Days on Market to Sale	35.00	13.00	-62.86%	30.00	19.00	-36.67%
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

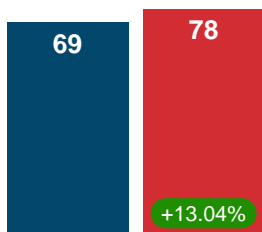
Inventory on December 31, 2020 = **244**

2019 **2020**

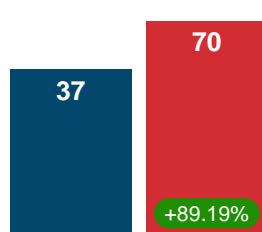
DECEMBER MARKET

MEDIAN PRICES

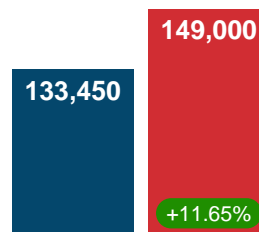
New Listings



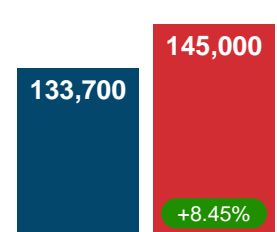
Pending Listings



List Price



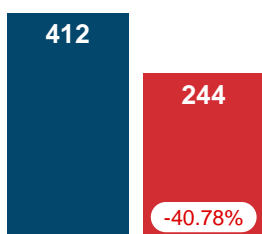
Sale Price



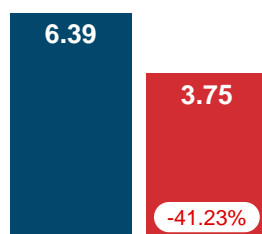
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

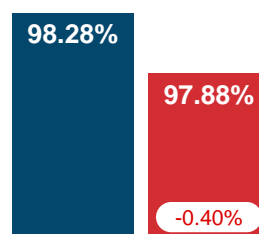
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

