

February 2020

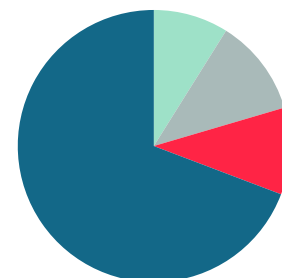
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	February 2020	+/-%
Closed Listings	50	44	-12.00%
Pending Listings	55	57	3.64%
New Listings	111	89	-19.82%
Average List Price	119,273	144,565	21.21%
Average Sale Price	98,866	138,573	40.16%
Average Percent of Selling Price to List Price	88.76%	95.67%	7.79%
Average Days on Market to Sale	47.36	47.52	0.34%
End of Month Inventory	469	342	-27.08%
Months Supply of Inventory	7.78	5.61	-27.88%



■ Closed (8.91%)
■ Pending (11.54%)
■ Other OffMarket (10.32%)
■ Active (69.23%)

Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of February 29, 2020 = **342**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2020 decreased **27.08%** to 342 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **5.61** 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 **40.16%** in February 2020 to \$138,573 versus the previous year at \$98,866.

Average Days on Market Lengthens

The average number of **47.52** days that homes spent on the market before selling increased by 0.16 days or **0.34%** in February 2020 compared to last year's same month at **47.36** DOM.

Sales Success for February 2020 is Positive

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

There were 89 New Listings in February 2020, down **19.82%** from last year at 111. Furthermore, there were 44 Closed Listings this month versus last year at 50, a **-12.00%** decrease.

Closed versus Listed trends yielded a **49.4%** ratio, up from previous year's, February 2019, at **45.0%**, a **9.75%** 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
Average Days on Market to Sale	7
Average List Price at Closing	8
Average Sale Price at Closing	9
Average 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

February 2020



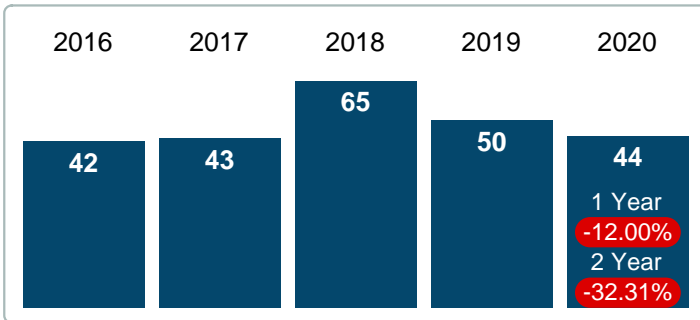
Area Delimited by County Of Muskogee



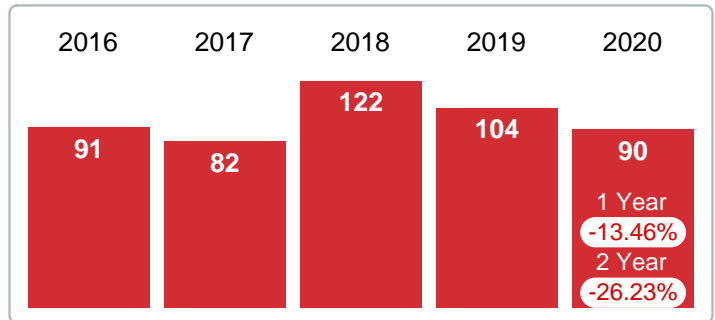
CLOSED LISTINGS

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

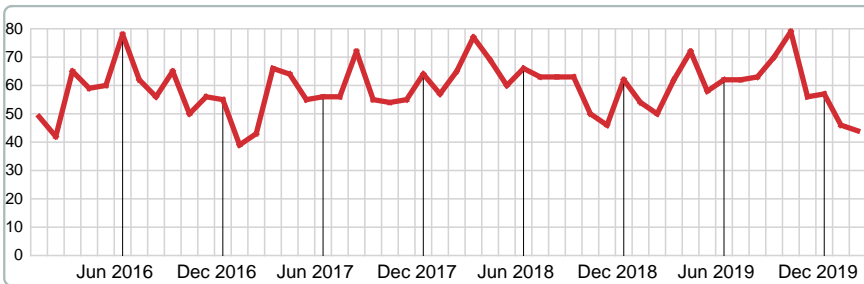
FEBRUARY



YEAR TO DATE (YTD)

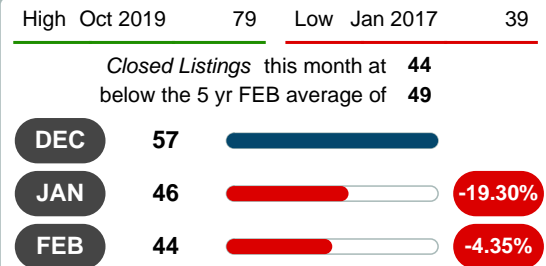


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	6.82%	56.0	3	0	0	0
\$20,001 - \$40,000	4	9.09%	27.8	4	0	0	0
\$40,001 - \$70,000	9	20.45%	44.9	5	3	0	1
\$70,001 - \$140,000	11	25.00%	63.4	0	8	3	0
\$140,001 - \$210,000	7	15.91%	33.3	1	5	1	0
\$210,001 - \$250,000	5	11.36%	37.4	0	4	1	0
\$250,001 and up	5	11.36%	58.2	1	2	1	1
Total Closed Units	44			14	22	6	2
Total Closed Volume	6,097,202	100%	47.5	1.29M	3.37M	1.05M	384.75K
Average Closed Price	\$138,573			\$92,171	\$153,171	\$175,383	\$192,375

February 2020



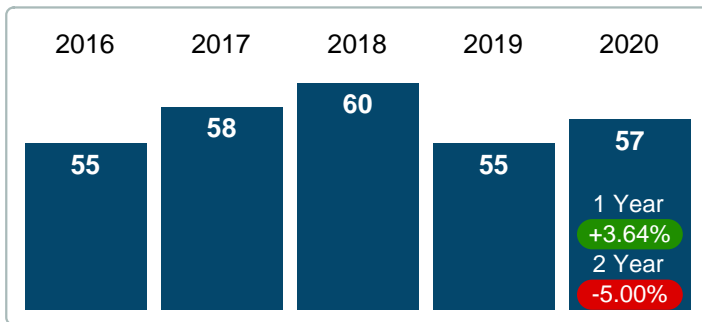
Area Delimited by County Of Muskogee



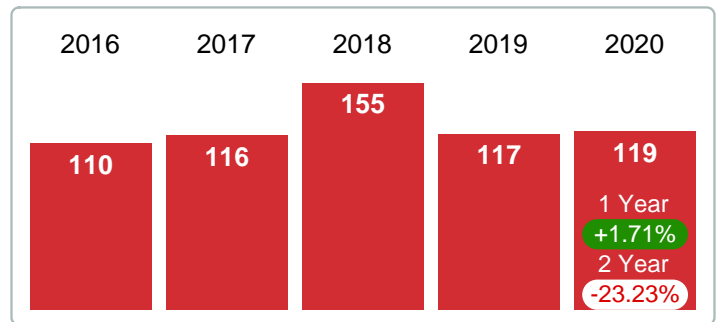
PENDING LISTINGS

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

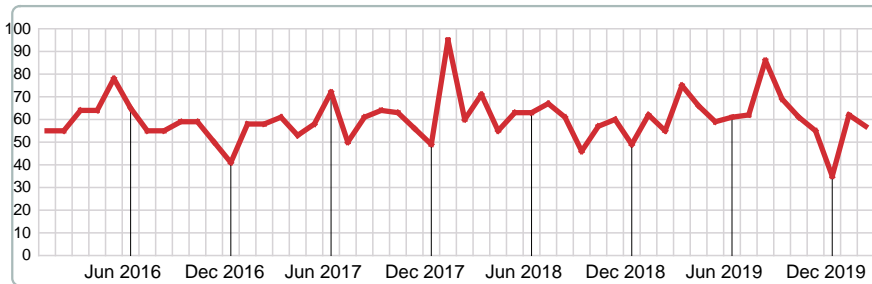
FEBRUARY



YEAR TO DATE (YTD)

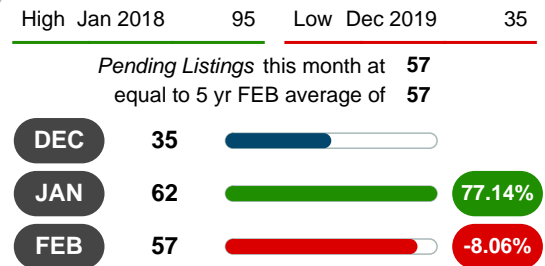


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 57



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	5	8.77%	23.8	2	3	0	0
\$30,001 - \$50,000	7	12.28%	27.0	3	4	0	0
\$50,001 - \$90,000	10	17.54%	34.2	5	5	0	0
\$90,001 - \$160,000	12	21.05%	33.5	2	8	2	0
\$160,001 - \$210,000	10	17.54%	29.9	0	4	6	0
\$210,001 - \$270,000	7	12.28%	46.4	0	4	3	0
\$270,001 and up	6	10.53%	49.2	2	1	3	0
Total Pending Units	57			14	29	14	0
Total Pending Volume	10,960,879	100%	10.0	4.07M	3.60M	3.29M	0.00B
Average Listing Price	\$135,696			\$290,800	\$124,172	\$234,907	\$0

February 2020



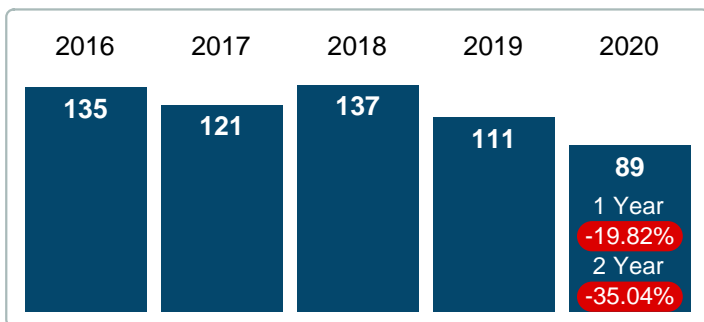
Area Delimited by County Of Muskogee



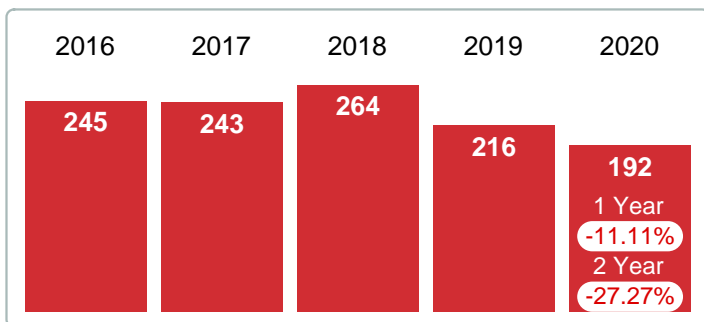
NEW LISTINGS

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

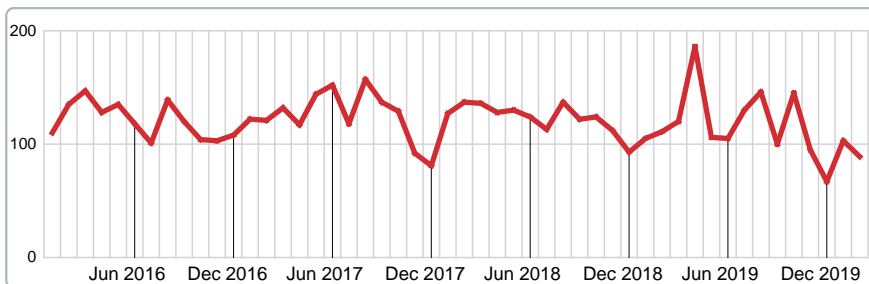
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 119

High Apr 2019 186 Low Dec 2019 67

New Listings this month at **89**
below the 5 yr FEB average of **119**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	7.87%	6	1	0	0
\$20,001 - \$60,000	10	11.24%	8	2	0	0
\$60,001 - \$90,000	13	14.61%	8	4	1	0
\$90,001 - \$170,000	25	28.09%	4	16	4	1
\$170,001 - \$260,000	11	12.36%	2	6	2	1
\$260,001 - \$420,000	14	15.73%	5	5	3	1
\$420,001 and up	9	10.11%	4	3	1	1
Total New Listed Units	89		37	37	11	4
Total New Listed Volume	19,177,500	100%	8.65M	6.71M	2.60M	1.22M
Average New Listed Listing Price	\$90,000		\$233,814	\$181,289	\$236,309	\$304,825

February 2020



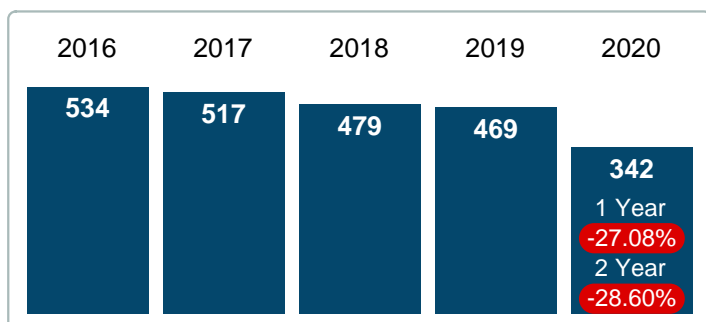
Area Delimited by County Of Muskogee



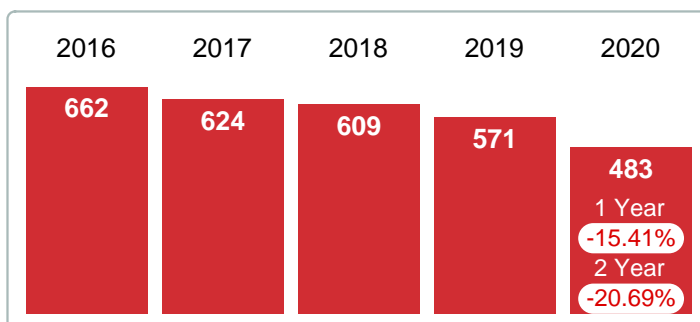
ACTIVE INVENTORY

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

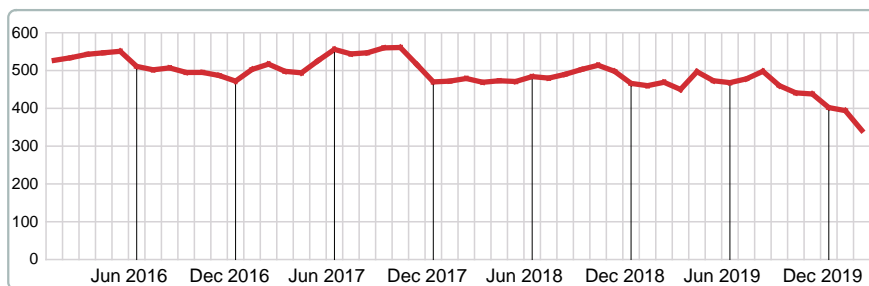
END OF FEBRUARY



ACTIVE DURING FEBRUARY

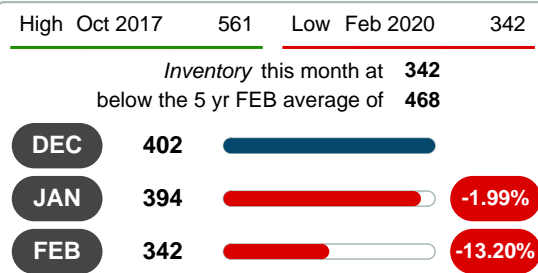


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 468



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	76	22.22%	108.8	74	1	1	0
\$25,001-\$50,000	38	11.11%	100.7	31	7	0	0
\$50,001-\$125,000	78	22.81%	78.1	46	25	6	1
\$125,001-\$250,000	73	21.35%	78.8	23	41	7	2
\$250,001-\$400,000	40	11.70%	84.7	21	7	10	2
\$400,001 and up	37	10.82%	95.4	22	10	2	3
Total Active Inventory by Units			342	217	91	26	8
Total Active Inventory by Volume			67,581,013	37.51M	20.91M	6.67M	2.49M
Average Active Inventory Listing Price			\$197,605	\$172,845	\$229,792	\$256,462	\$311,813

February 2020



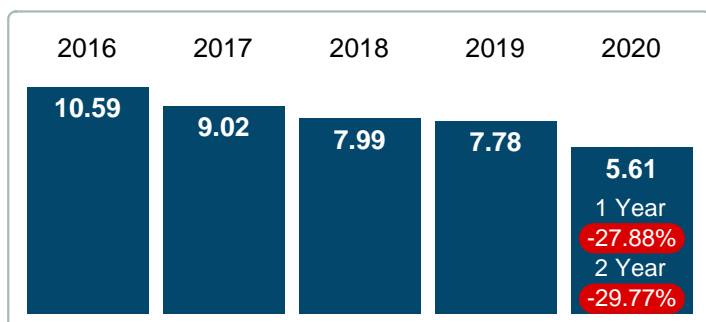
Area Delimited by County Of Muskogee



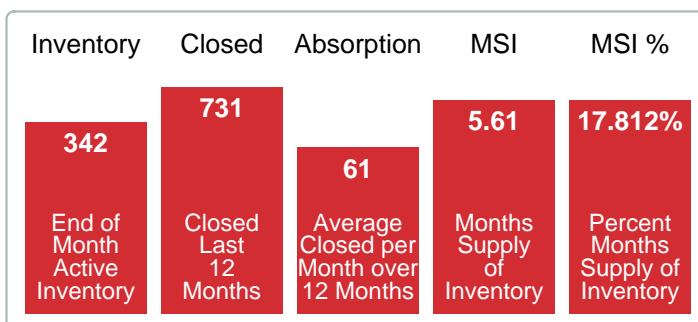
MONTHS SUPPLY of INVENTORY (MSI)

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

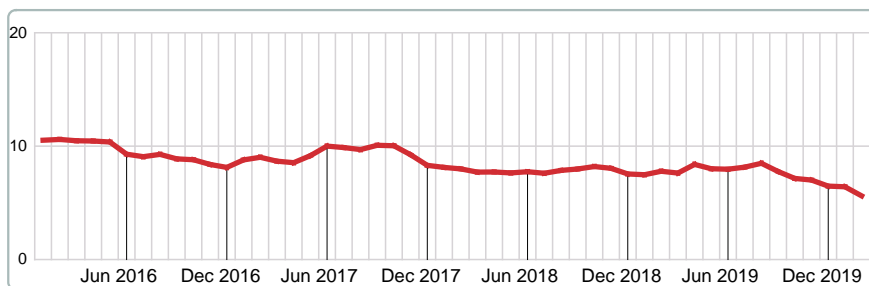
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2020

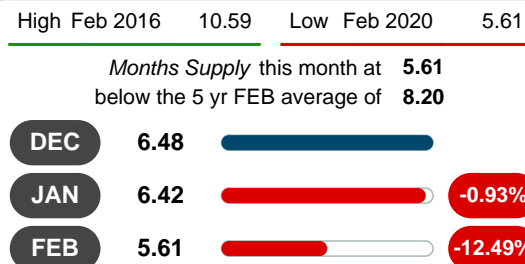


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 8.20



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	15	4.39%	11.25	18.00	0.00	0.00	0.00
\$10,001 - \$20,000	51	14.91%	15.30	23.52	0.80	0.00	0.00
\$20,001 - \$50,000	48	14.04%	5.65	8.34	2.47	0.00	0.00
\$50,001 - \$140,000	97	28.36%	3.59	10.20	2.14	1.79	3.00
\$140,001 - \$260,000	54	15.79%	3.56	16.62	3.08	1.33	4.00
\$260,001 - \$420,000	42	12.28%	9.00	13.26	10.67	5.45	6.00
\$420,001 and up	35	10.23%	38.18	33.00	54.00	0.00	24.00
Market Supply of Inventory (MSI)			5.61	13.42	2.83	2.38	4.80
Total Active Inventory by Units		100%	5.61	217	91	26	8

February 2020



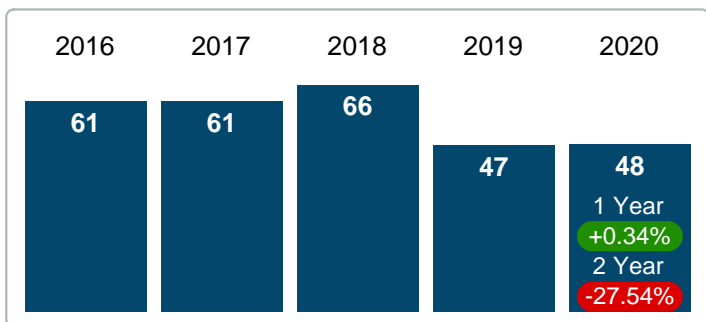
Area Delimited by County Of Muskogee



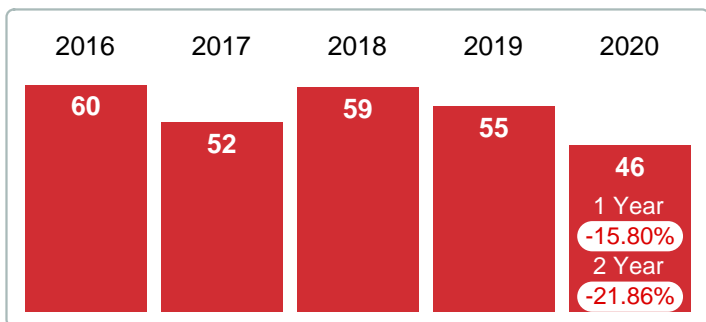
AVERAGE DAYS ON MARKET TO SALE

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

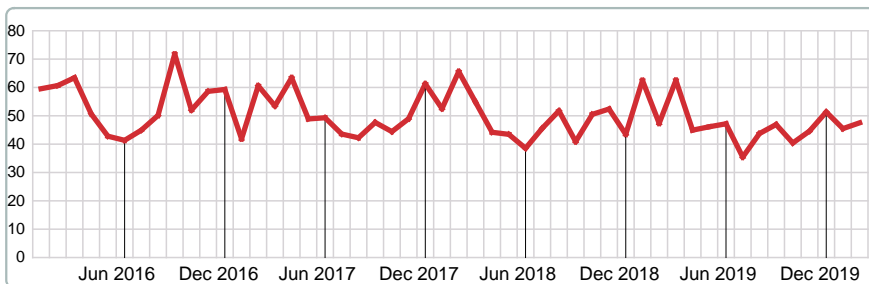
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 56

High Sep 2016 72 Low Jul 2019 35

Average Days on Market to Sale this month at 48 below the 5 yr FEB average of 56



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
\$20,000 and less	6.82%	56	56	0	0	0
\$20,001 - \$40,000	9.09%	28	28	0	0	0
\$40,001 - \$70,000	20.45%	45	36	68	0	20
\$70,001 - \$140,000	25.00%	63	0	57	80	0
\$140,001 - \$210,000	15.91%	33	18	39	20	0
\$210,001 - \$250,000	11.36%	37	0	44	12	0
\$250,001 and up	11.36%	58	112	11	66	92
Average Closed DOM		48	42	48	56	56
Total Closed Units	100%	44	14	22	6	2
Total Closed Volume		6,097,202	1.29M	3.37M	1.05M	384.75K

February 2020



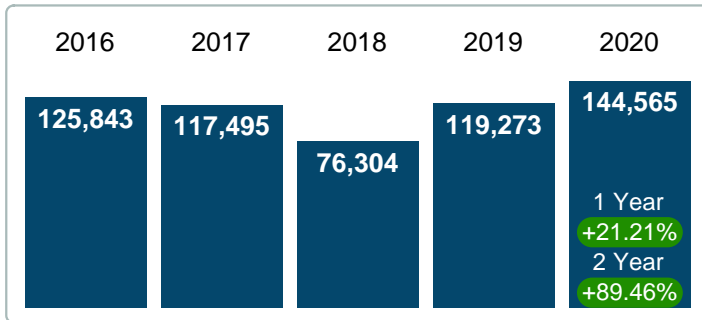
Area Delimited by County Of Muskogee



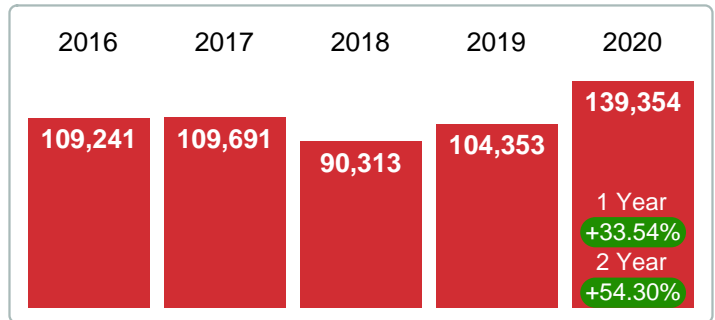
AVERAGE LIST PRICE AT CLOSING

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

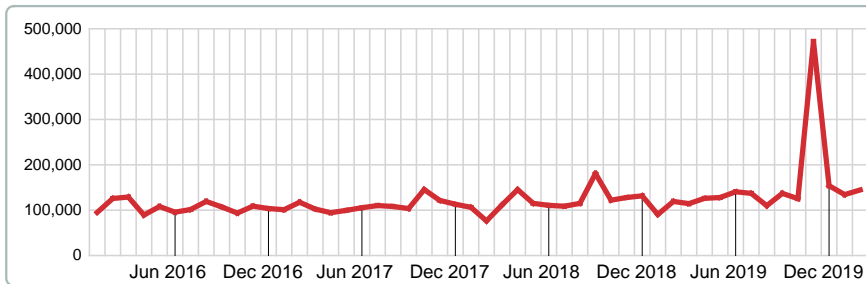
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

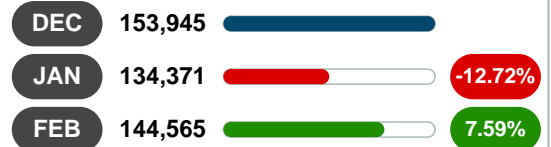


3 MONTHS

5 year FEB AVG = 116,696

High Nov 2019 471,807 Low Feb 2018 76,304

Average List Price at Closing this month at **144,565**
above the 5 yr FEB average of **116,696**



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
\$20,000 and less	3	6.82%	16,967	16,967	0	0	0
\$20,001 - \$40,000	3	6.82%	25,300	29,975	0	0	0
\$40,001 - \$70,000	8	18.18%	56,400	63,180	69,800	0	46,900
\$70,001 - \$140,000	13	29.55%	106,327	0	105,419	129,633	0
\$140,001 - \$210,000	5	11.36%	172,820	215,000	175,440	185,900	0
\$210,001 - \$250,000	7	15.91%	224,829	0	233,450	221,000	0
\$250,001 and up	5	11.36%	392,540	735,000	292,000	268,700	365,000
Average List Price			144,565	102,621	156,716	177,417	205,950
Total Closed Units		100%	144,565	14	22	6	2
Total Closed Volume			6,360,851	1.44M	3.45M	1.06M	411.90K

February 2020



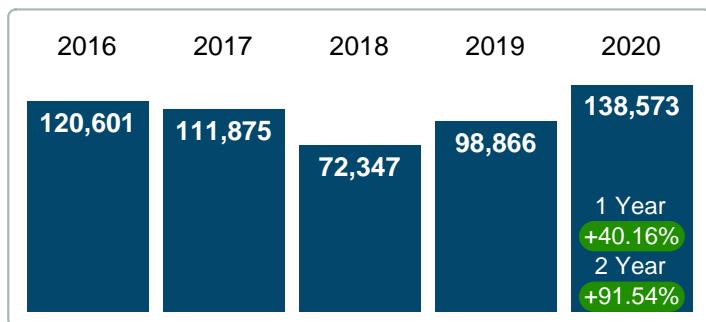
Area Delimited by County Of Muskogee



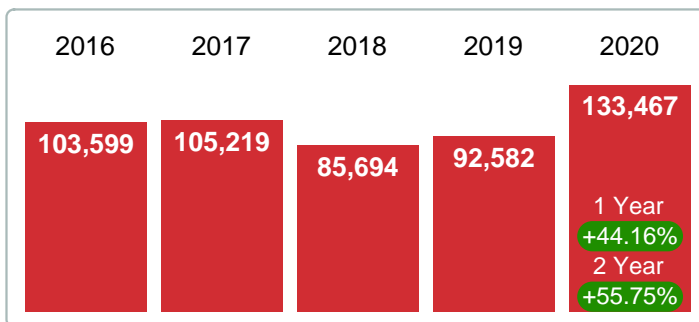
AVERAGE SOLD PRICE AT CLOSING

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

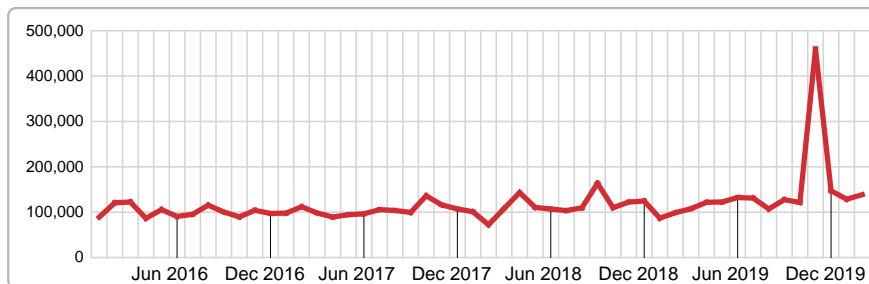
FEBRUARY



YEAR TO DATE (YTD)

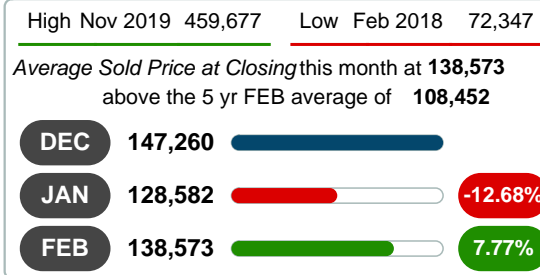


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year FEB AVG = 108,452



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
\$20,000 and less	3	6.82%	15,167	15,167	0	0	0
\$20,001 - \$40,000	4	9.09%	28,350	28,350	0	0	0
\$40,001 - \$70,000	9	20.45%	56,750	54,700	64,167	0	44,750
\$70,001 - \$140,000	11	25.00%	109,905	0	103,944	125,800	0
\$140,001 - \$210,000	7	15.91%	177,514	188,000	173,740	185,900	0
\$210,001 - \$250,000	5	11.36%	225,600	0	226,750	221,000	0
\$250,001 and up	5	11.36%	369,600	670,000	285,000	268,000	340,000
Average Sold Price			138,573	92,171	153,171	175,383	192,375
Total Closed Units		100%	138,573	14	22	6	2
Total Closed Volume			6,097,202	1.29M	3.37M	1.05M	384.75K

February 2020



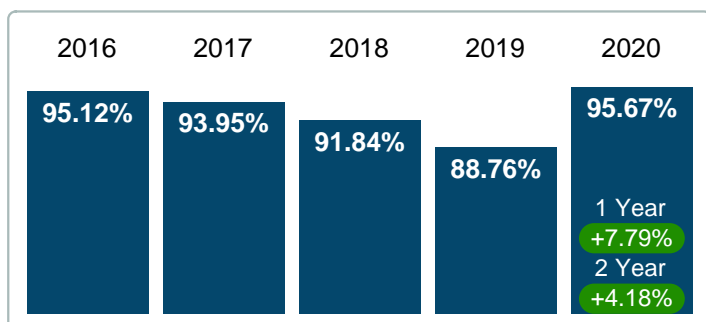
Area Delimited by County Of Muskogee



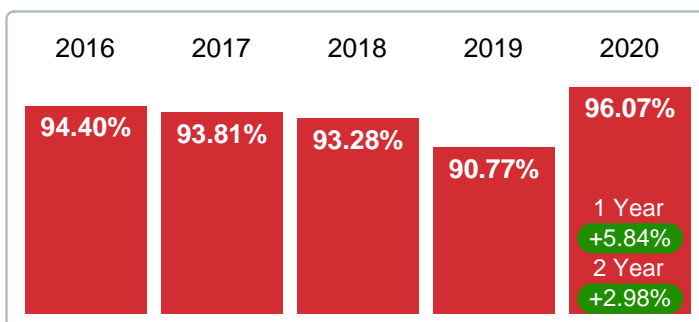
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

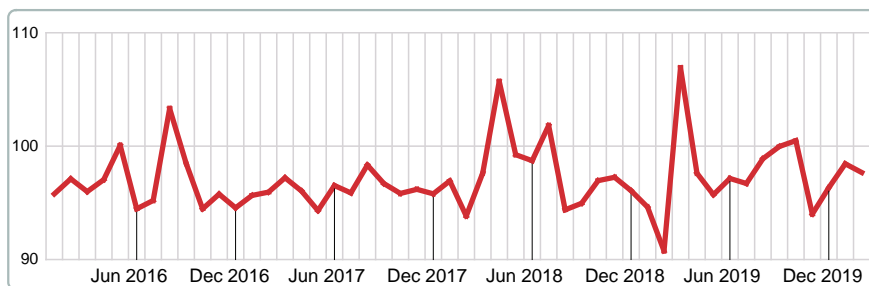
FEBRUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

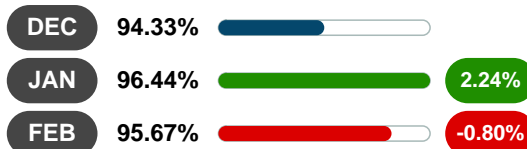


3 MONTHS

5 year FEB AVG = 93.07%

High Mar 2019 104.92% Low Feb 2019 88.76%

Average Sold/List Ratio this month at **95.67%**
above the 5 yr FEB average of **93.07%**



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
\$20,000 and less	3	6.82%	90.56%	90.56%	0.00%	0.00%	0.00%
\$20,001 - \$40,000	4	9.09%	96.08%	96.08%	0.00%	0.00%	0.00%
\$40,001 - \$70,000	9	20.45%	90.55%	88.54%	92.27%	0.00%	95.42%
\$70,001 - \$140,000	11	25.00%	98.68%	0.00%	99.25%	97.15%	0.00%
\$140,001 - \$210,000	7	15.91%	97.73%	87.44%	99.34%	100.00%	0.00%
\$210,001 - \$250,000	5	11.36%	97.76%	0.00%	97.21%	100.00%	0.00%
\$250,001 and up	5	11.36%	96.07%	91.16%	98.16%	99.74%	93.15%
Average Sold/List Ratio		95.70%		91.23%	97.85%	98.53%	94.28%
Total Closed Units		44	100%	14	22	6	2
Total Closed Volume		6,097,202		1.29M	3.37M	1.05M	384.75K

February 2020

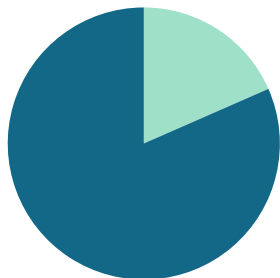
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

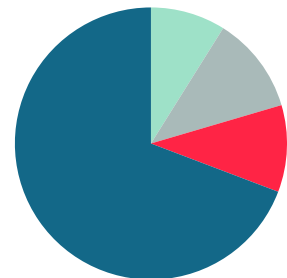


Inventory
 New Listings
89 = 18.43%
 Start Inventory
394
 Total Inventory Units
483
 Volume
\$93,088,962

Market Activity

Closed Sales
44 = 8.91%
 Pending Sales
57 = 11.54%
 Other Off Market
51 = 10.32%
 Active Inventory
342 = 69.23%

MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	50	44	-12.00%	104	90	-13.46%
Pending Sales	55	57	3.64%	117	119	1.71%
New Listings	111	89	-19.82%	216	192	-11.11%
Average List Price	119,273	144,565	21.21%	104,353	139,354	33.54%
Average Sale Price	98,866	138,573	40.16%	92,582	133,467	44.16%
Average Percent of Selling Price to List Price	88.76%	95.67%	7.79%	90.77%	96.07%	5.84%
Average Days on Market to Sale	47.36	47.52	0.34%	55.20	46.48	-15.80%
Monthly Inventory	469	342	-27.08%	469	342	-27.08%
Months Supply of Inventory	7.78	5.61	-27.88%	7.78	5.61	-27.88%

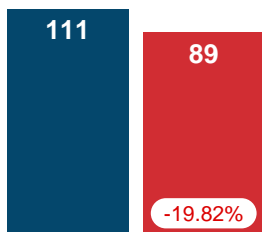
Absorption: Last 12 months, an Average of **61** Sales/Month

Inventory on February 29, 2020 = **342** 2019 2020

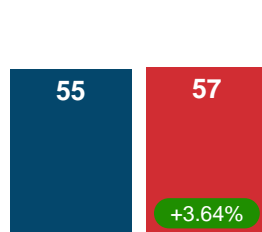
FEBRUARY MARKET

AVERAGE PRICES

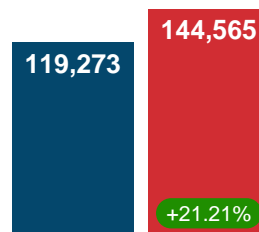
New Listings



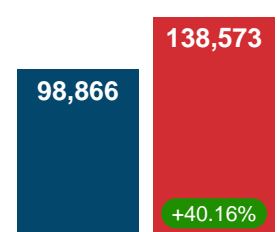
Pending Listings



List Price



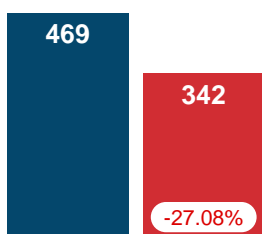
Sale Price



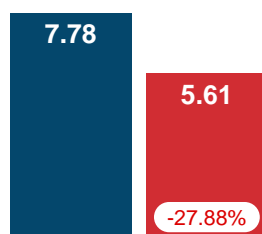
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

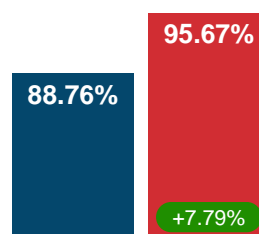
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

