

July 2020

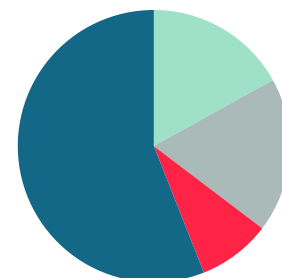
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	65	82	26.15%
Pending Listings	62	89	43.55%
New Listings	130	108	-16.92%
Median List Price	128,500	119,200	-7.24%
Median Sale Price	128,500	116,500	-9.34%
Median Percent of Selling Price to List Price	97.99%	99.03%	1.05%
Median Days on Market to Sale	18.00	14.50	-19.44%
End of Month Inventory	480	271	-43.54%
Months Supply of Inventory	7.79	4.34	-44.37%



■ Closed (16.94%)
■ Pending (18.39%)
■ Other OffMarket (8.68%)
■ Active (55.99%)

Absorption: Last 12 months, an Average of **63** Sales/Month
Active Inventory as of July 31, 2020 = **271**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **43.54%** to 271 existing homes available for sale. Over the last 12 months this area has had an average of 63 closed sales per month. This represents an unsold inventory index of **4.34** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.34%** in July 2020 to \$116,500 versus the previous year at \$128,500.

Median Days on Market Shortens

The median number of **14.50** days that homes spent on the market before selling decreased by 3.50 days or **19.44%** in July 2020 compared to last year's same month at **18.00** DOM.

Sales Success for July 2020 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 108 New Listings in July 2020, down **16.92%** from last year at 130. Furthermore, there were 82 Closed Listings this month versus last year at 65, a **26.15%** increase.

Closed versus Listed trends yielded a **75.9%** ratio, up from previous year's, July 2019, at **50.0%**, a **51.85%** 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

July 2020



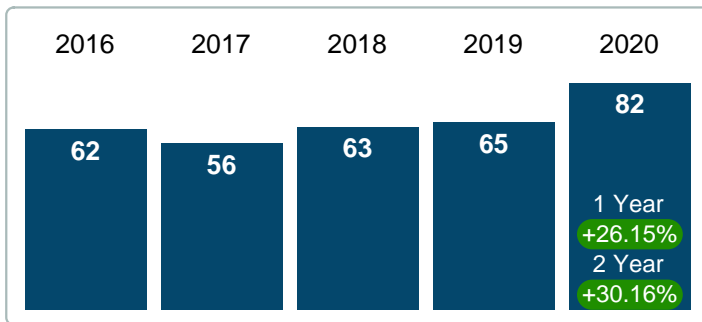
Area Delimited by County Of Muskogee



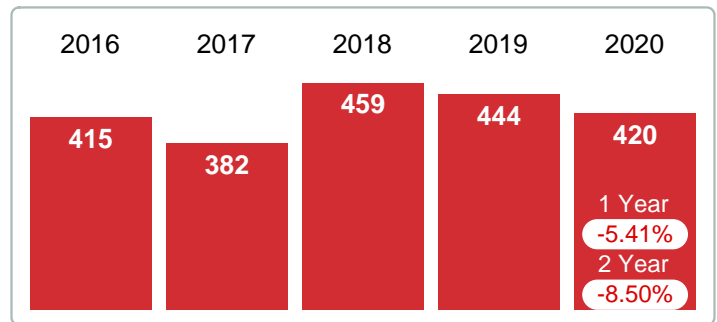
CLOSED LISTINGS

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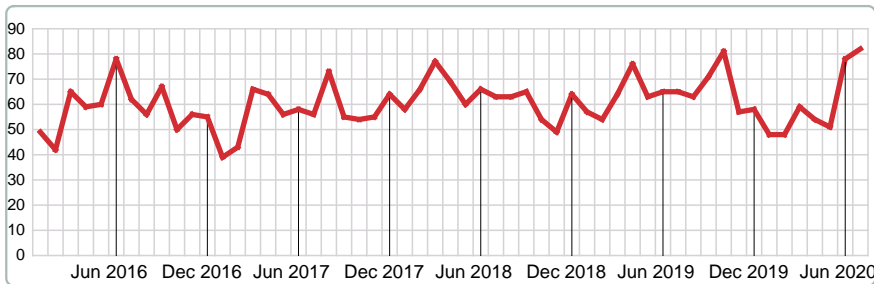
JULY



YEAR TO DATE (YTD)

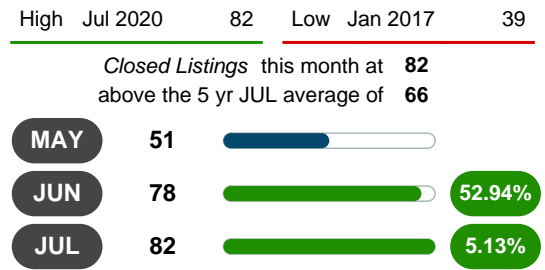


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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
\$30,000 and less	7	8.54%	58.0	6	1	0	0
\$30,001 - \$50,000	8	9.76%	50.5	2	4	1	1
\$50,001 - \$80,000	16	19.51%	13.5	6	8	2	0
\$80,001 - \$140,000	17	20.73%	7.0	2	12	3	0
\$140,001 - \$170,000	9	10.98%	11.0	0	7	2	0
\$170,001 - \$270,000	17	20.73%	14.0	2	10	4	1
\$270,001 and up	8	9.76%	37.5	3	1	2	2
Total Closed Units	82			21	43	14	4
Total Closed Volume	11,967,253	100%	14.5	3.02M	5.37M	2.54M	1.04M
Median Closed Price	\$116,500			\$62,000	\$121,000	\$148,000	\$310,000

July 2020



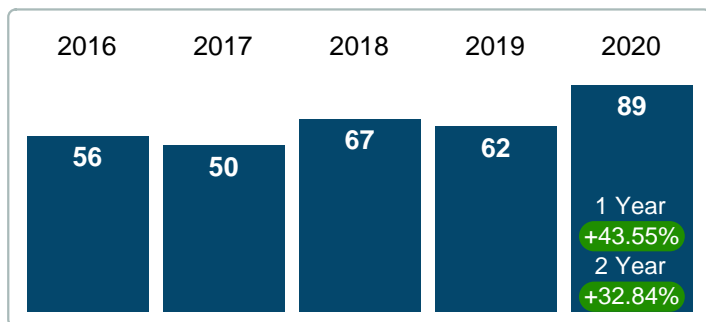
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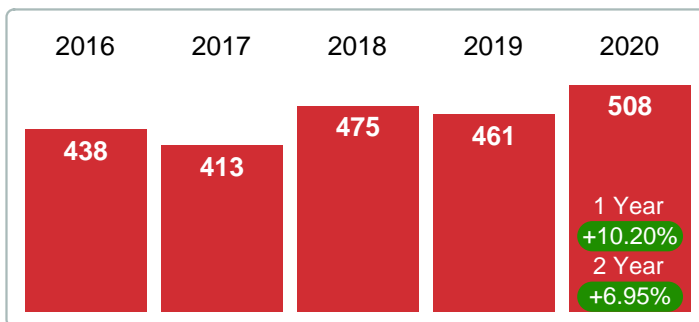
PENDING LISTINGS

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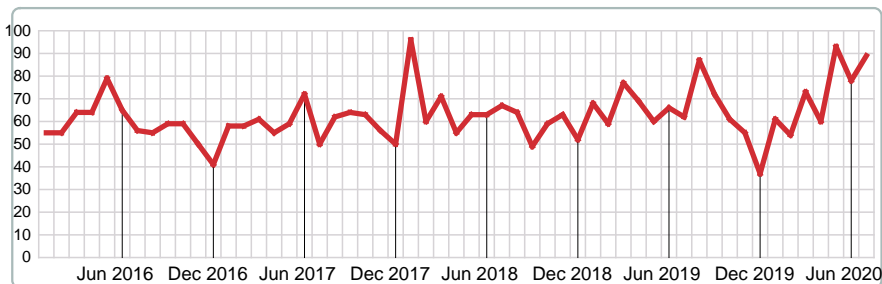
JULY



YEAR TO DATE (YTD)

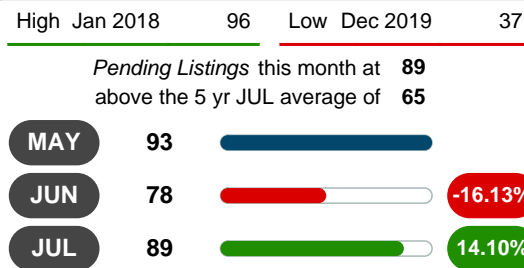


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL 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	9	10.11%	36.0	6	1	2	0
\$30,001 - \$60,000	11	12.36%	30.0	5	6	0	0
\$60,001 - \$110,000	12	13.48%	9.0	2	8	2	0
\$110,001 - \$160,000	22	24.72%	14.0	0	19	3	0
\$160,001 - \$190,000	15	16.85%	20.0	2	8	5	0
\$190,001 - \$270,000	11	12.36%	9.0	0	7	4	0
\$270,001 and up	9	10.11%	35.0	2	3	4	0
Total Pending Units	89			17	52	20	0
Total Pending Volume	12,773,425	100%	17.0	1.54M	7.69M	3.54M	0.00B
Median Listing Price	\$135,000			\$45,000	\$135,000	\$177,400	\$0

July 2020



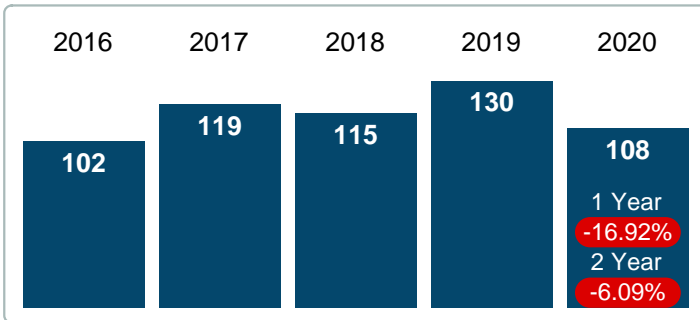
Area Delimited by County Of Muskogee



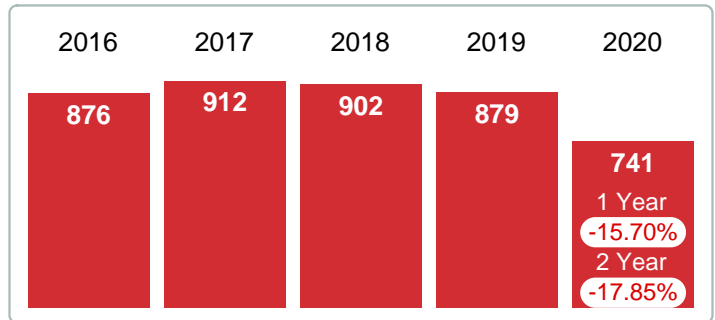
NEW LISTINGS

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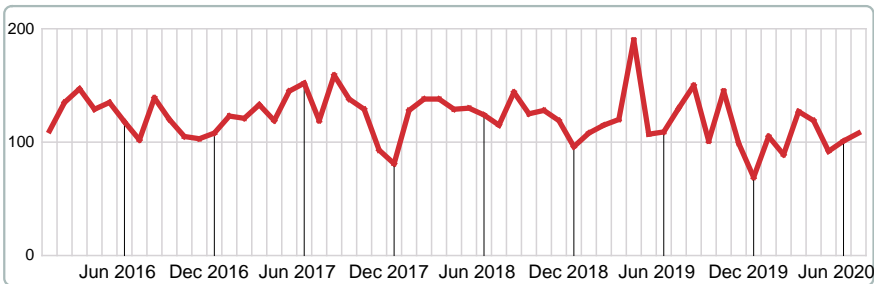
JULY



YEAR TO DATE (YTD)

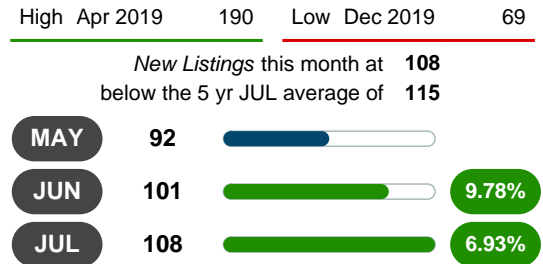


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 115



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	11	10.19%	9	0	2	0
\$30,001 - \$50,000	10	9.26%	6	4	0	0
\$50,001 - \$100,000	19	17.59%	7	10	2	0
\$100,001 - \$150,000	26	24.07%	5	16	4	1
\$150,001 - \$200,000	17	15.74%	0	13	4	0
\$200,001 - \$290,000	14	12.96%	5	6	3	0
\$290,001 and up	11	10.19%	6	1	4	0
Total New Listed Units	108		38	50	19	1
Total New Listed Volume	16,640,900	100%	5.97M	7.01M	3.53M	133.00K
Median New Listed Listing Price	\$133,950		\$66,250	\$139,900	\$175,000	\$133,000

July 2020



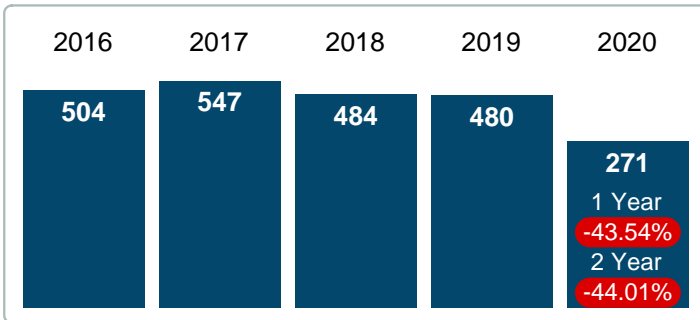
Area Delimited by County Of Muskogee



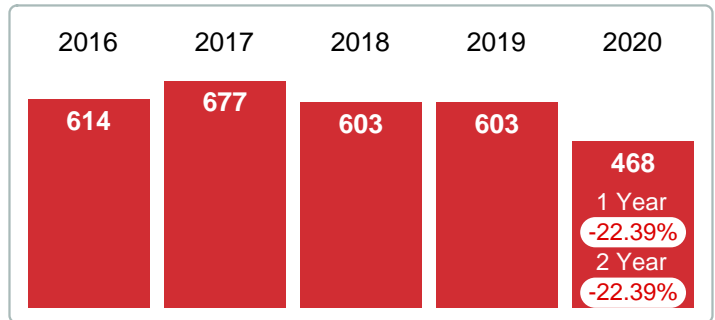
ACTIVE INVENTORY

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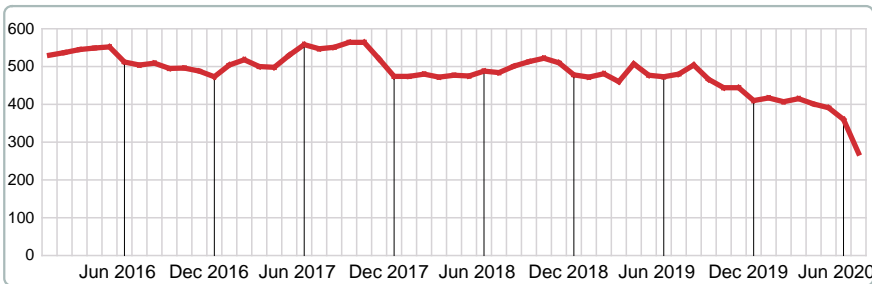
END OF JULY



ACTIVE DURING JULY

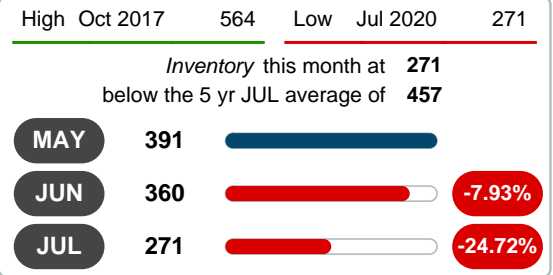


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 457



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	8	2.95%	136.0	8	0	0	0
\$10,001 - \$20,000	40	14.76%	121.0	39	0	1	0
\$20,001 - \$60,000	47	17.34%	81.0	36	9	2	0
\$60,001 - \$150,000	77	28.41%	60.0	43	27	4	3
\$150,001 - \$250,000	34	12.55%	42.5	12	16	4	2
\$250,001 - \$490,000	39	14.39%	90.0	19	6	13	1
\$490,001 and up	26	9.59%	129.0	16	4	5	1
Total Active Inventory by Units	271			173	62	29	7
Total Active Inventory by Volume	57,051,594	100%	92.0	31.47M	14.67M	8.81M	2.10M
Median Active Inventory Listing Price	\$104,000			\$68,000	\$142,250	\$289,900	\$182,900

July 2020



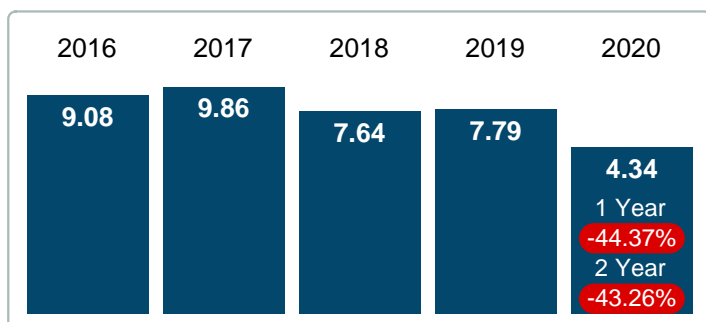
Area Delimited by County Of Muskogee



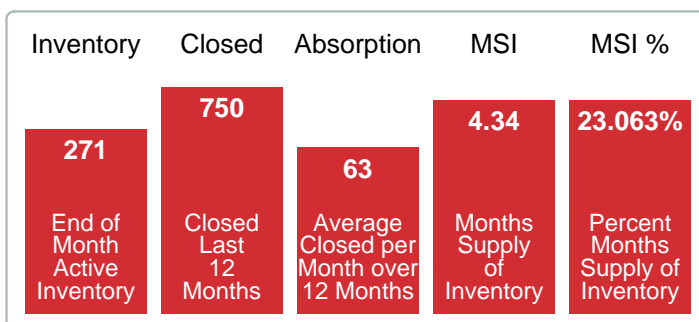
MONTHS SUPPLY of INVENTORY (MSI)

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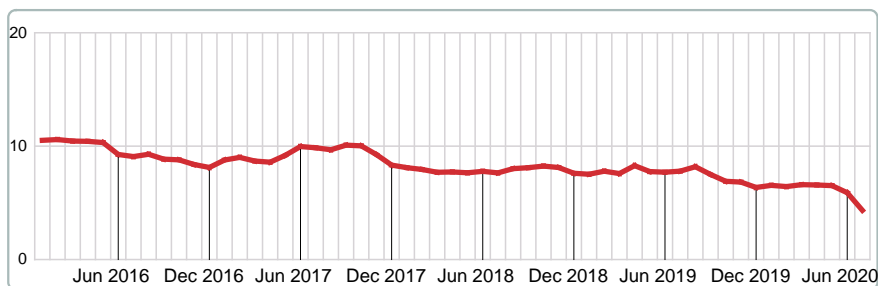
MSI FOR JULY



INDICATORS FOR JULY 2020

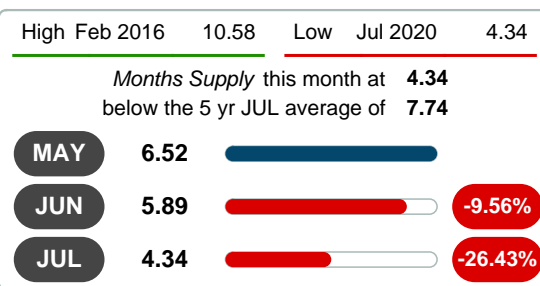


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 7.74



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	8	2.95%	8.00	16.00	0.00	0.00	0.00
\$10,001 - \$20,000	40	14.76%	12.31	18.72	0.00	12.00	0.00
\$20,001 - \$60,000	47	17.34%	4.00	6.26	1.83	2.67	0.00
\$60,001 - \$150,000	77	28.41%	2.77	7.94	1.52	0.91	12.00
\$150,001 - \$250,000	34	12.55%	3.04	16.00	2.53	1.04	8.00
\$250,001 - \$490,000	39	14.39%	6.24	19.00	3.60	5.57	0.80
\$490,001 and up	26	9.59%	20.80	14.77	0.00	30.00	0.00
Market Supply of Inventory (MSI)			4.34	10.43	1.93	2.49	3.36
Total Active Inventory by Units		100%	4.34	173	62	29	7

July 2020



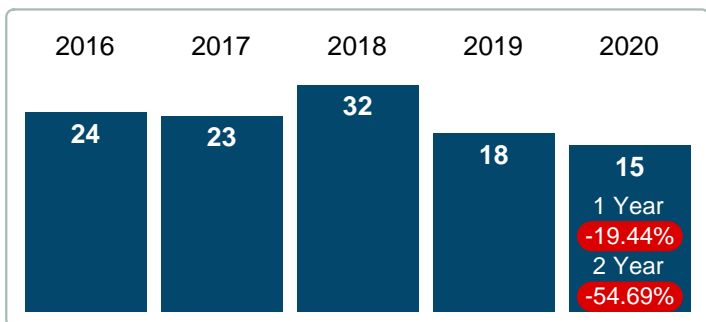
Area Delimited by County Of Muskogee



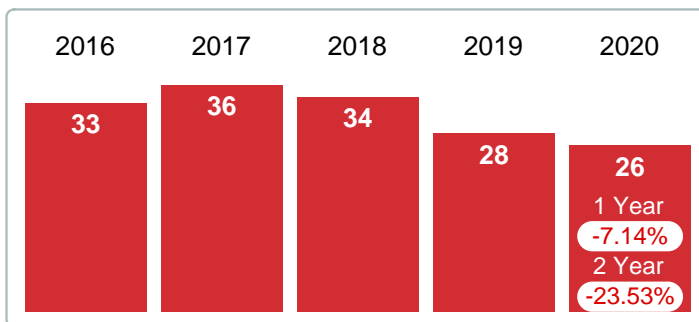
MEDIAN DAYS ON MARKET TO SALE

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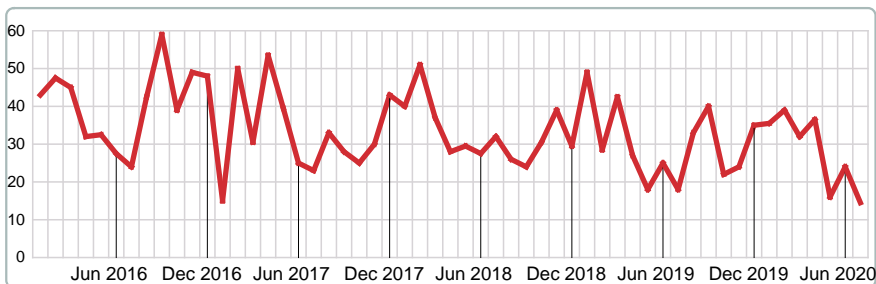
JULY



YEAR TO DATE (YTD)

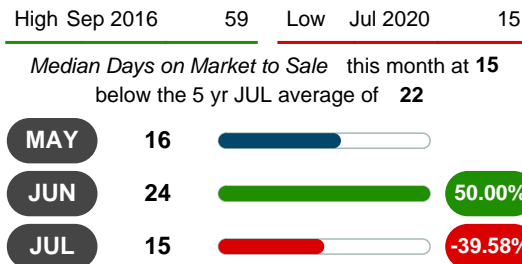


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 22



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
\$30,000 and less	8.54%	58	78	10	0	0
\$30,001 - \$50,000	9.76%	51	150	48	7	12
\$50,001 - \$80,000	19.51%	14	11	19	86	0
\$80,001 - \$140,000	20.73%	7	39	7	7	0
\$140,001 - \$170,000	10.98%	11	0	11	9	0
\$170,001 - \$270,000	20.73%	14	4	30	10	101
\$270,001 and up	9.76%	38	58	36	42	21
Median Closed DOM		15	48	11	7	23
Total Closed Units	100%	82	21	43	14	4
Total Closed Volume		11,967,253	3.02M	5.37M	2.54M	1.04M

July 2020



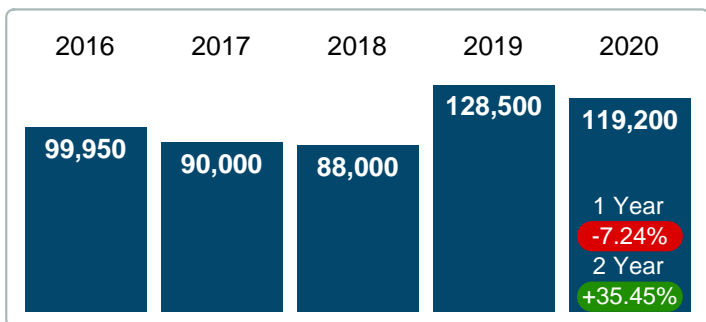
Area Delimited by County Of Muskogee



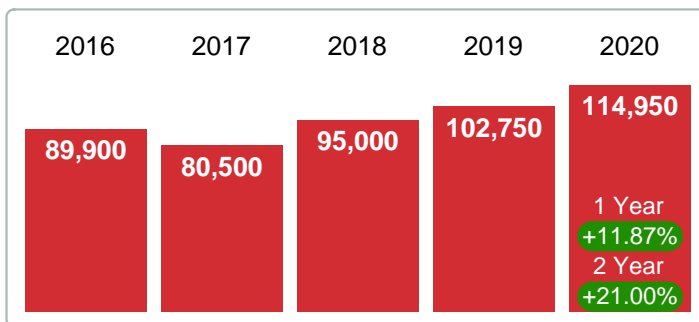
MEDIAN LIST PRICE AT CLOSING

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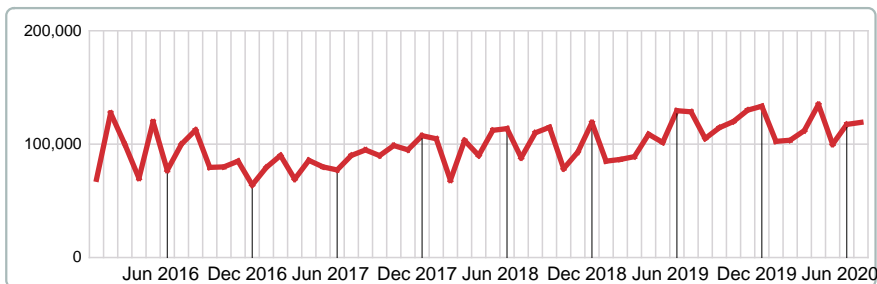
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

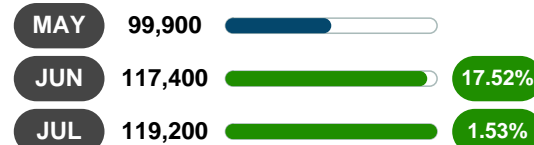


3 MONTHS

5 year JUL AVG = 105,130

High Apr 2020 134,950 Low Dec 2016 64,000

Median List Price at Closing this month at 119,200 above the 5 yr JUL average of 105,130



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
\$30,000 and less	8	21,500	21,000	22,000	0	0
\$30,001 - \$50,000	4	46,500	49,000	39,900	0	45,000
\$50,001 - \$80,000	19	60,000	69,999	59,900	69,900	0
\$80,001 - \$140,000	16	114,950	117,000	112,400	114,950	0
\$140,001 - \$170,000	10	149,000	0	149,000	149,000	0
\$170,001 - \$270,000	16	186,950	200,000	186,950	184,950	0
\$270,001 and up	9	372,900	895,000	395,000	484,500	370,000
Median List Price		119,200	69,999	129,900	149,450	329,950
Total Closed Units		82	21	43	14	4
Total Closed Volume		12,822,614	3.65M	5.46M	2.63M	1.08M

July 2020



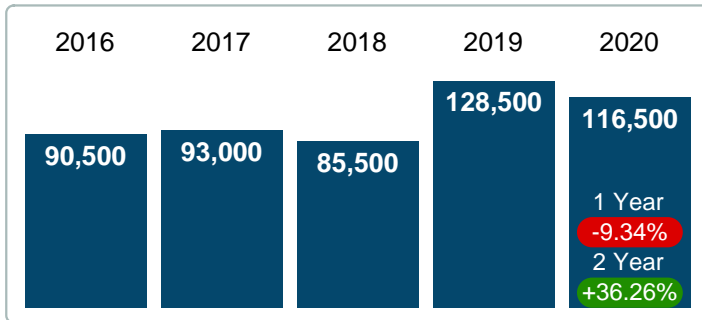
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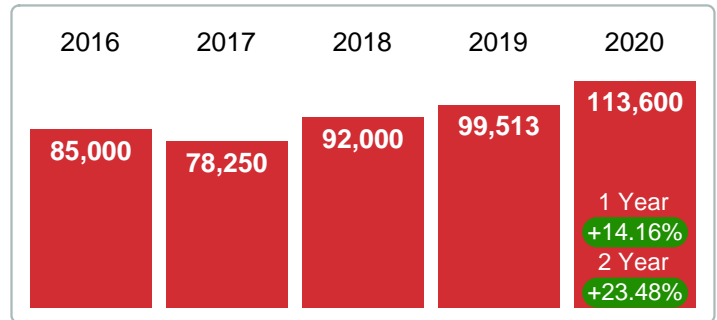
MEDIAN SOLD PRICE AT CLOSING

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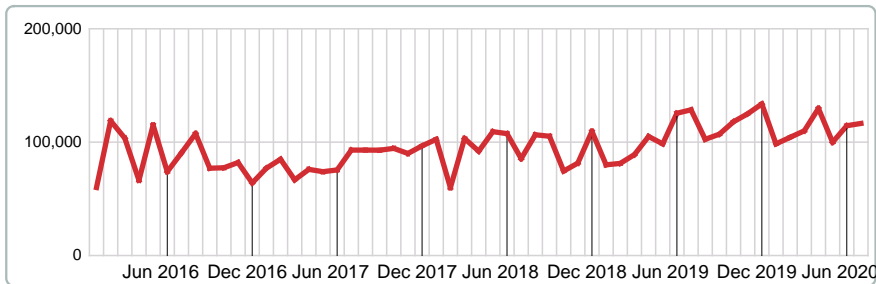
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

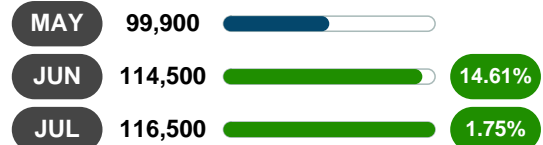


3 MONTHS

5 year JUL AVG = 102,800

High Dec 2019 133,700 Low Feb 2018 59,875

Median Sold Price at Closing this month at 116,500 above the 5 yr JUL average of 102,800



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
\$30,000 and less	8.54%	16,000	19,500	15,000	0	0
\$30,001 - \$50,000	9.76%	41,750	41,750	35,000	49,500	48,000
\$50,001 - \$80,000	19.51%	64,110	63,500	61,875	69,735	0
\$80,001 - \$140,000	20.73%	115,000	117,000	111,800	112,000	0
\$140,001 - \$170,000	10.98%	147,000	0	145,000	148,000	0
\$170,001 - \$270,000	20.73%	182,000	199,500	181,000	183,500	270,000
\$270,001 and up	9.76%	373,500	625,000	377,000	462,875	360,000
Median Sold Price		116,500	62,000	121,000	148,000	310,000
Total Closed Units	100%	82	21	43	14	4
Total Closed Volume		11,967,253	3.02M	5.37M	2.54M	1.04M

July 2020



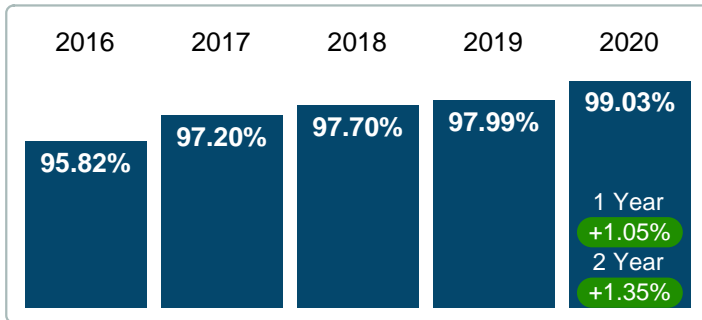
Area Delimited by County Of Muskogee



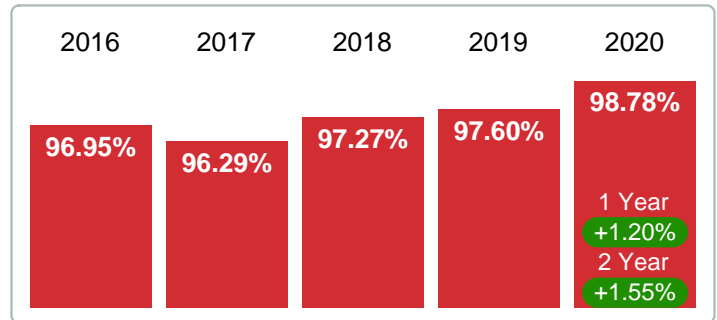
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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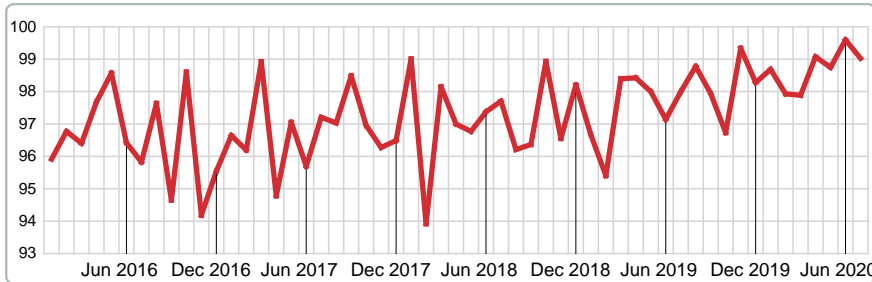
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

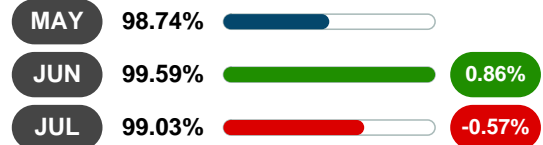


3 MONTHS

5 year JUL AVG = 97.55%

High Jun 2020 99.59% Low Feb 2018 93.92%

Median Sold/List Ratio this month at **99.03%**
above the 5 yr JUL average of **97.55%**



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
\$30,000 and less	7	8.54%	91.43%	95.71%	68.18%	0.00%	0.00%
\$30,001 \$50,000	8	9.76%	93.87%	80.22%	99.05%	90.00%	106.67%
\$50,001 \$80,000	16	19.51%	98.67%	96.20%	100.71%	93.29%	0.00%
\$80,001 \$140,000	17	20.73%	100.00%	100.00%	100.00%	98.42%	0.00%
\$140,001 \$170,000	9	10.98%	100.00%	0.00%	100.00%	99.03%	0.00%
\$170,001 \$270,000	17	20.73%	100.00%	99.71%	99.19%	100.00%	93.14%
\$270,001 and up	8	9.76%	95.24%	95.03%	95.44%	96.53%	96.93%
Median Sold/List Ratio		99.03%		97.86%	100.00%	98.24%	96.93%
Total Closed Units		82	100%	21	43	14	4
Total Closed Volume		11,967,253		3.02M	5.37M	2.54M	1.04M

July 2020



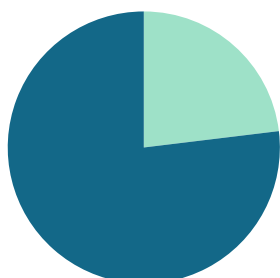
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

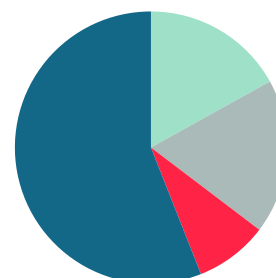


Inventory
 New Listings
108 = 23.08%
 Start Inventory
360
 Total Inventory Units
468
 Volume
\$90,630,216

Market Activity

Closed Sales
82 = 16.94%
 Pending Sales
89 = 18.39%
 Other Off Market
42 = 8.68%
 Active Inventory
271 = 55.99%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	65	82	26.15%	444	420	-5.41%
Pending Sales	62	89	43.55%	461	508	10.20%
New Listings	130	108	-16.92%	879	741	-15.70%
Median List Price	128,500	119,200	-7.24%	102,750	114,950	11.87%
Median Sale Price	128,500	116,500	-9.34%	99,513	113,600	14.16%
Median Percent of Selling Price to List Price	97.99%	99.03%	1.05%	97.60%	98.78%	1.20%
Median Days on Market to Sale	18.00	14.50	-19.44%	28.00	26.00	-7.14%
Monthly Inventory	480	271	-43.54%	480	271	-43.54%
Months Supply of Inventory	7.79	4.34	-44.37%	7.79	4.34	-44.37%

Absorption: Last 12 months, an Average of **63** Sales/Month

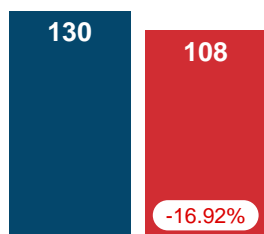
Inventory on July 31, 2020 = **271**

2019 **2020**

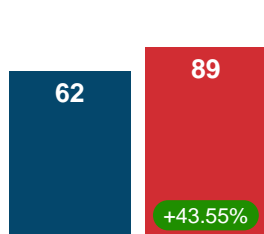
JULY MARKET

MEDIAN PRICES

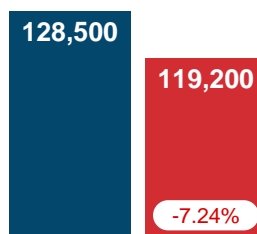
New Listings



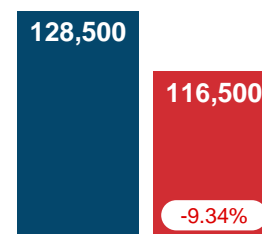
Pending Listings



List Price



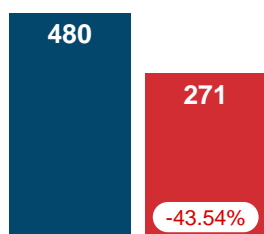
Sale Price



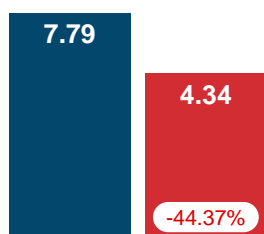
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

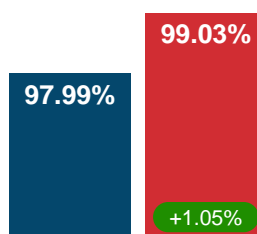
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

