



November 2020

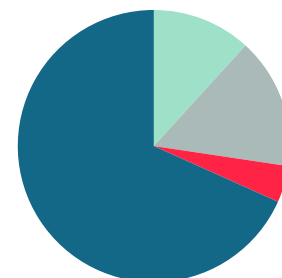
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

| Compared Metrics | November | | |
|---|----------|--------|---------|
| | 2019 | 2020 | +/-% |
| Closed Listings | 57 | 46 | -19.30% |
| Pending Listings | 55 | 61 | 10.91% |
| New Listings | 99 | 71 | -28.28% |
| Median List Price | 130,000 | 98,950 | -23.88% |
| Median Sale Price | 125,000 | 98,450 | -21.24% |
| Median Percent of Selling Price to List Price | 99.34% | 98.68% | -0.66% |
| Median Days on Market to Sale | 24.00 | 11.50 | -52.08% |
| End of Month Inventory | 445 | 267 | -40.00% |
| Months Supply of Inventory | 6.85 | 4.16 | -39.30% |



■ Closed (11.76%)
■ Pending (15.60%)
■ Other OffMarket (4.35%)
■ Active (68.29%)

Absorption: Last 12 months, an Average of **64** Sales/Month
Active Inventory as of November 30, 2020 = **267**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **40.00%** to 267 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 **4.16** 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 **21.24%** in November 2020 to \$98,450 versus the previous year at \$125,000.

Median Days on Market Shortens

The median number of **11.50** days that homes spent on the market before selling decreased by 12.50 days or **52.08%** in November 2020 compared to last year's same month at **24.00** DOM.

Sales Success for November 2020 is Positive

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

There were 71 New Listings in November 2020, down **28.28%** from last year at 99. Furthermore, there were 46 Closed Listings this month versus last year at 57, a **-19.30%** decrease.

Closed versus Listed trends yielded a **64.8%** ratio, up from previous year's, November 2019, at **57.6%**, a **12.53%** 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 |
| Median Days on Market to Sale | 7 |
| Median List Price at Closing | 8 |
| Median Sale Price at Closing | 9 |
| Median 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

November 2020

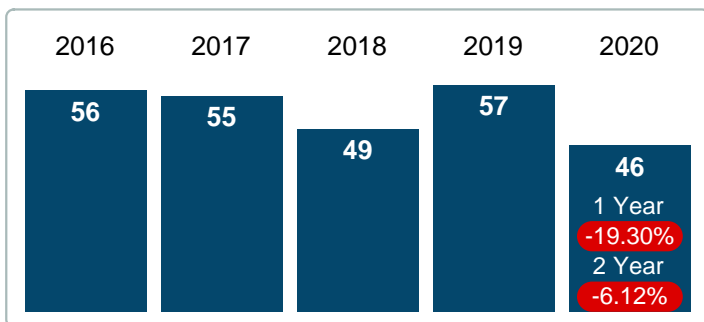
Area Delimited by County Of Muskogee



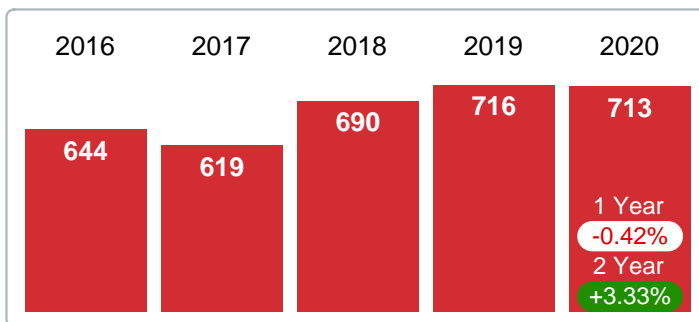
CLOSED LISTINGS

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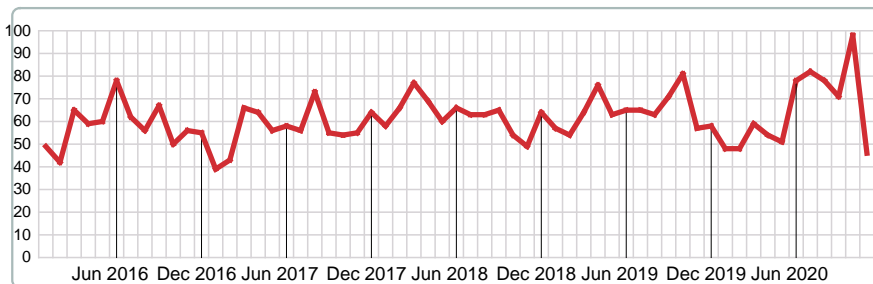
NOVEMBER



YEAR TO DATE (YTD)

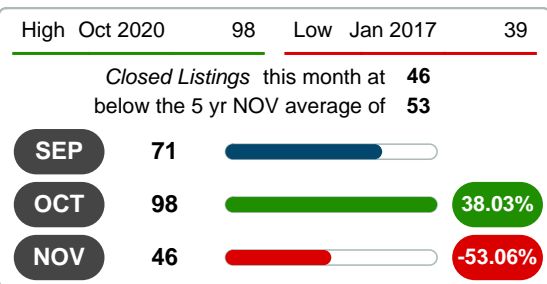


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 53



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 | 4 | 8.70% | 31.0 | 4 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 5 | 10.87% | 19.0 | 2 | 3 | 0 | 0 |
| \$50,001 - \$80,000 | 6 | 13.04% | 11.5 | 3 | 3 | 0 | 0 |
| \$80,001 - \$120,000 | 13 | 28.26% | 6.0 | 4 | 8 | 1 | 0 |
| \$120,001 - \$160,000 | 8 | 17.39% | 26.0 | 2 | 4 | 1 | 1 |
| \$160,001 - \$210,000 | 5 | 10.87% | 3.0 | 2 | 2 | 1 | 0 |
| \$210,001 and up | 5 | 10.87% | 11.0 | 0 | 2 | 3 | 0 |
| Total Closed Units | 46 | | | 17 | 22 | 6 | 1 |
| Total Closed Volume | 5,467,300 | 100% | 11.5 | 1.35M | 2.69M | 1.30M | 125.00K |
| Median Closed Price | \$98,450 | | | \$71,500 | \$95,700 | \$226,750 | \$125,000 |



November 2020

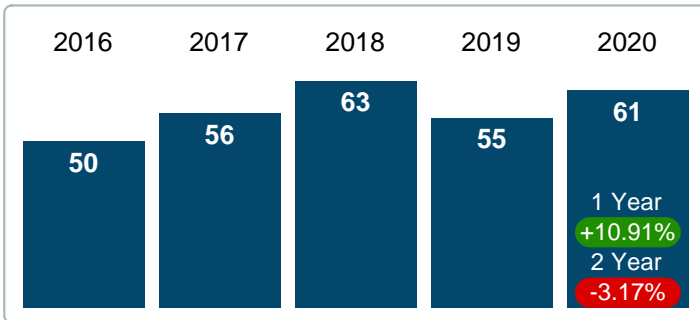
Area Delimited by County Of Muskogee



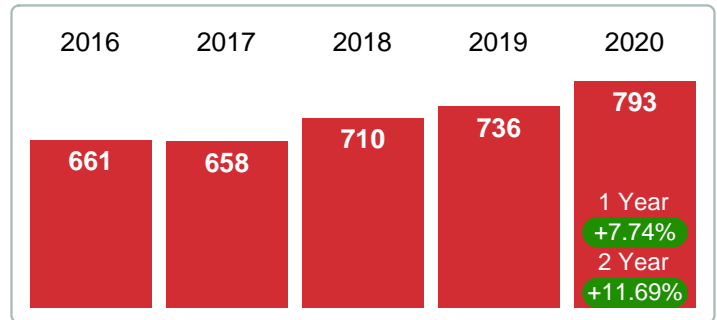
PENDING LISTINGS

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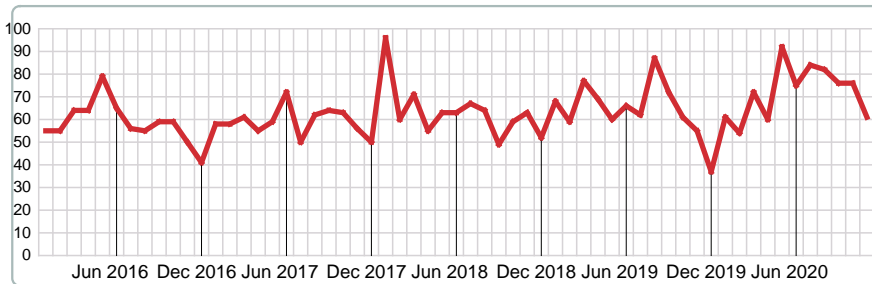
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

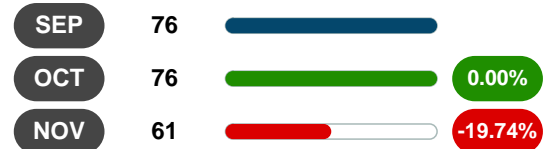


3 MONTHS

5 year NOV AVG = 57

High Jan 2018 96 Low Dec 2019 37

Pending Listings this month at **61**
above the 5 yr NOV average of **57**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | MDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$40,000 and less | 5 | 8.20% | 65.0 | 4 | 0 | 1 | 0 |
| \$40,001 - \$80,000 | 8 | 13.11% | 25.5 | 4 | 3 | 0 | 1 |
| \$80,001 - \$120,000 | 9 | 14.75% | 21.0 | 4 | 4 | 1 | 0 |
| \$120,001 - \$150,000 | 13 | 21.31% | 24.0 | 3 | 7 | 2 | 1 |
| \$150,001 - \$210,000 | 11 | 18.03% | 5.0 | 0 | 8 | 2 | 1 |
| \$210,001 - \$430,000 | 8 | 13.11% | 22.5 | 0 | 4 | 4 | 0 |
| \$430,001 and up | 7 | 11.48% | 42.0 | 4 | 1 | 2 | 0 |
| Total Pending Units | 61 | | | 19 | 27 | 12 | 3 |
| Total Pending Volume | 12,953,509 | 100% | 24.0 | 5.17M | 4.37M | 3.07M | 339.80K |
| Median Listing Price | \$140,000 | | | \$105,500 | \$150,000 | \$215,500 | \$127,000 |



November 2020

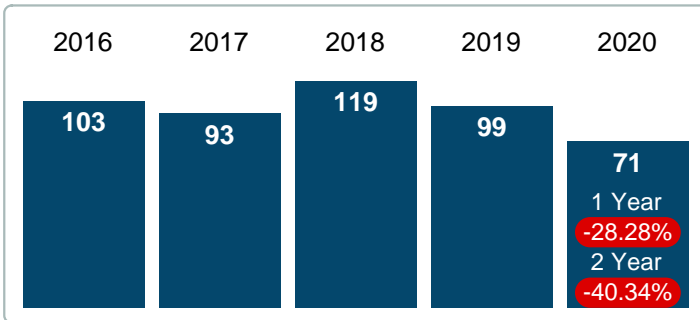
Area Delimited by County Of Muskogee



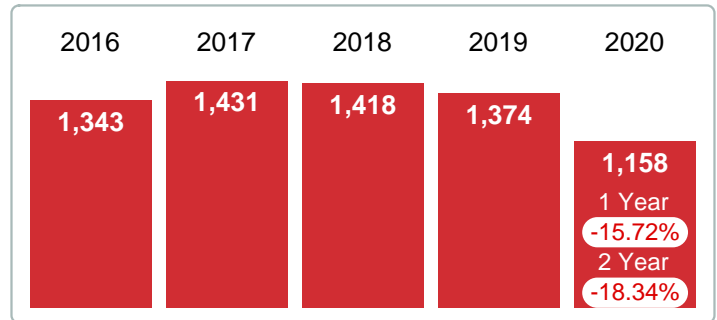
NEW LISTINGS

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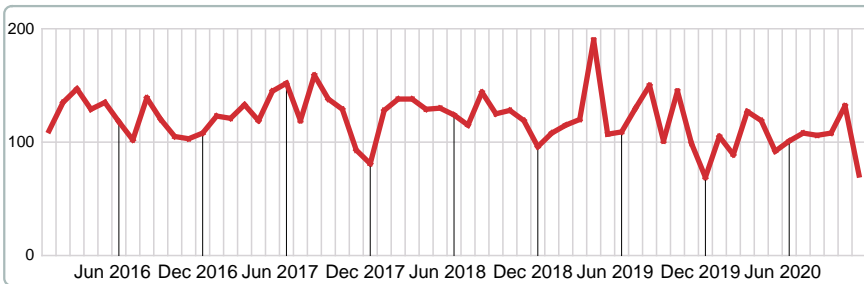
NOVEMBER



YEAR TO DATE (YTD)

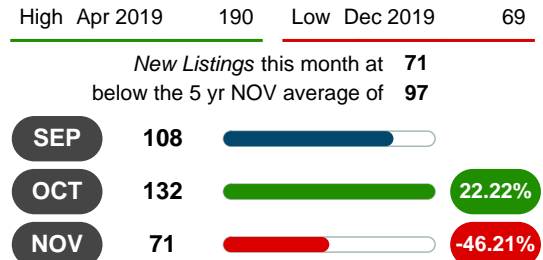


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 97



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 | 6 | 8.45% | 6 | 0 | 0 | 0 |
| \$30,001 - \$60,000 | 10 | 14.08% | 4 | 4 | 2 | 0 |
| \$60,001 - \$70,000 | 4 | 5.63% | 1 | 2 | 1 | 0 |
| \$70,001 - \$150,000 | 26 | 36.62% | 7 | 13 | 6 | 0 |
| \$150,001 - \$190,000 | 9 | 12.68% | 0 | 7 | 2 | 0 |
| \$190,001 - \$260,000 | 6 | 8.45% | 1 | 3 | 2 | 0 |
| \$260,001 and up | 10 | 14.08% | 0 | 4 | 6 | 0 |
| Total New Listed Units | 71 | | 19 | 33 | 19 | 0 |
| Total New Listed Volume | 9,561,209 | 100% | 1.12M | 4.97M | 3.47M | 0.00B |
| Median New Listed Listing Price | \$115,000 | | \$60,000 | \$139,900 | \$179,900 | \$0 |



November 2020

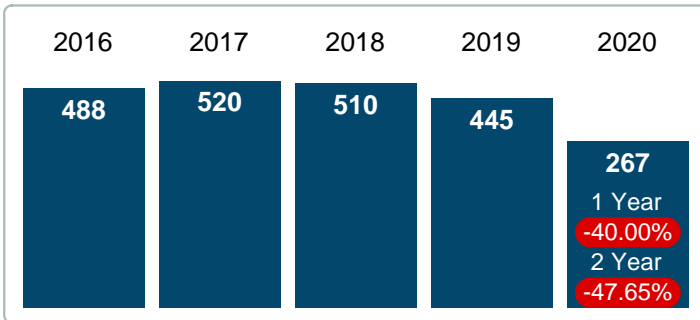
Area Delimited by County Of Muskogee



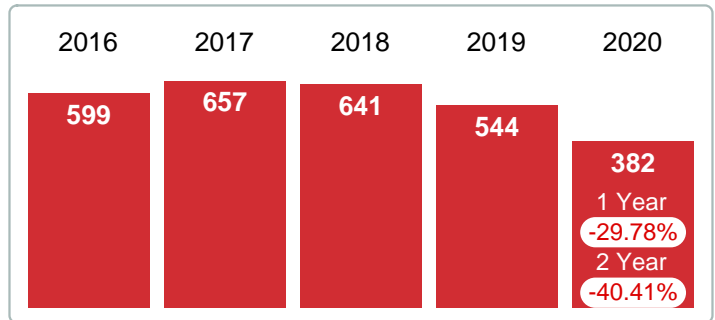
ACTIVE INVENTORY

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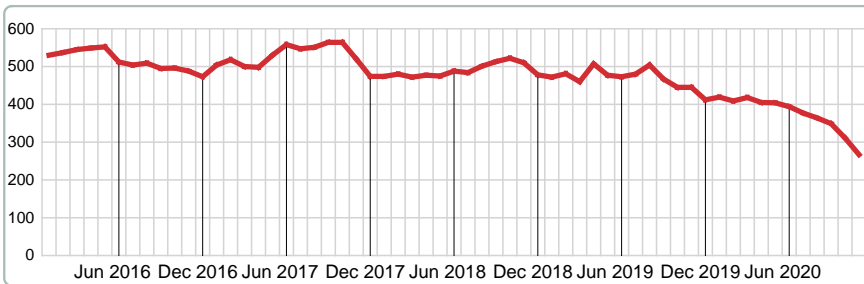
END OF NOVEMBER



ACTIVE DURING NOVEMBER

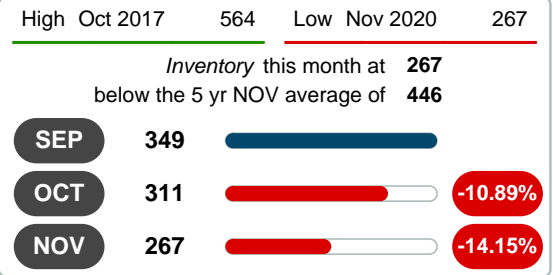


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 446



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 | 3 | 1.12% | 75.0 | 3 | 0 | 0 | 0 |
| \$10,001 - \$40,000 | 56 | 20.97% | 59.0 | 48 | 5 | 3 | 0 |
| \$40,001 - \$70,000 | 37 | 13.86% | 68.0 | 25 | 10 | 2 | 0 |
| \$70,001 - \$160,000 | 72 | 26.97% | 53.5 | 36 | 29 | 7 | 0 |
| \$160,001 - \$260,000 | 37 | 13.86% | 45.0 | 15 | 14 | 7 | 1 |
| \$260,001 - \$380,000 | 33 | 12.36% | 69.0 | 14 | 7 | 11 | 1 |
| \$380,001 and up | 29 | 10.86% | 103.0 | 20 | 4 | 4 | 1 |
| Total Active Inventory by Units | 267 | | | 161 | 69 | 34 | 3 |
| Total Active Inventory by Volume | 53,888,384 | 100% | 61.0 | 29.84M | 14.67M | 7.94M | 1.45M |
| Median Active Inventory Listing Price | \$102,500 | | | \$75,000 | \$135,000 | \$234,750 | \$349,900 |

November 2020



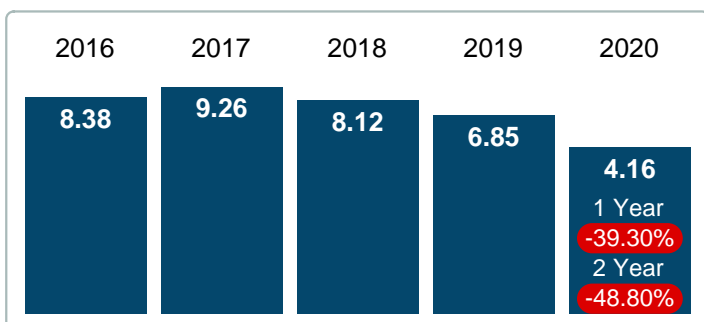
Area Delimited by County Of Muskogee



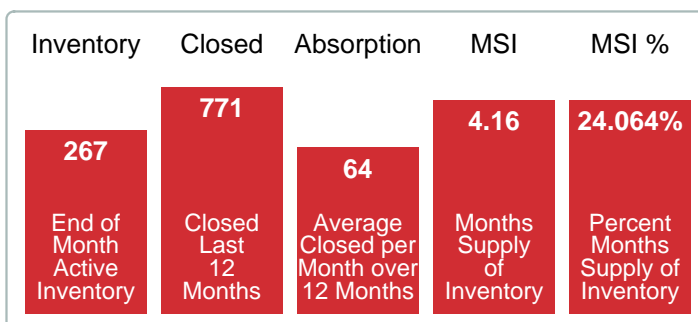
MONTHS SUPPLY of INVENTORY (MSI)

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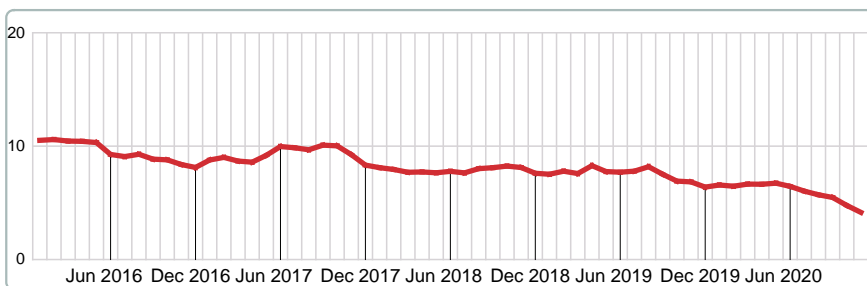
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

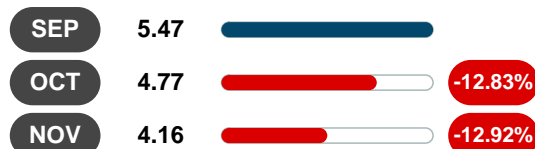


3 MONTHS

5 year NOV AVG = 7.35

High Feb 2016 10.58 Low Nov 2020 4.16

Months Supply this month at 4.16 below the 5 yr NOV average of 7.35



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 | 3 | 1.12% | 3.00 | 3.60 | 0.00 | 0.00 | 0.00 |
| \$10,001 - \$40,000 | 56 | 20.97% | 7.07 | 9.14 | 2.22 | 9.00 | 0.00 |
| \$40,001 - \$70,000 | 37 | 13.86% | 3.79 | 6.82 | 2.03 | 2.00 | 0.00 |
| \$70,001 - \$160,000 | 72 | 26.97% | 2.80 | 8.82 | 1.60 | 2.10 | 0.00 |
| \$160,001 - \$260,000 | 37 | 13.86% | 2.88 | 12.00 | 1.98 | 1.65 | 4.00 |
| \$260,001 - \$380,000 | 33 | 12.36% | 6.49 | 21.00 | 5.25 | 4.71 | 1.33 |
| \$380,001 and up | 29 | 10.86% | 15.13 | 30.00 | 6.86 | 12.00 | 3.00 |
| Market Supply of Inventory (MSI) | | | 4.16 | 9.81 | 2.00 | 2.91 | 1.71 |
| Total Active Inventory by Units | | 100% | 4.16 | 161 | 69 | 34 | 3 |



November 2020

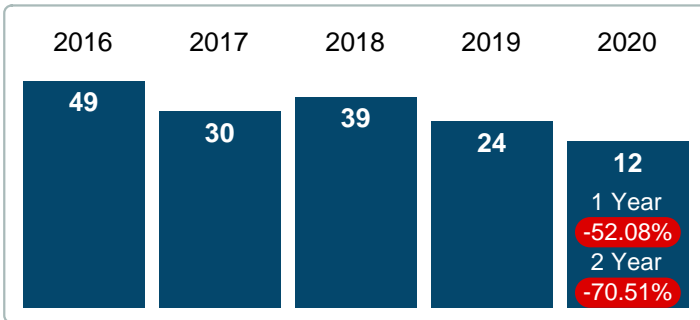
Area Delimited by County Of Muskogee



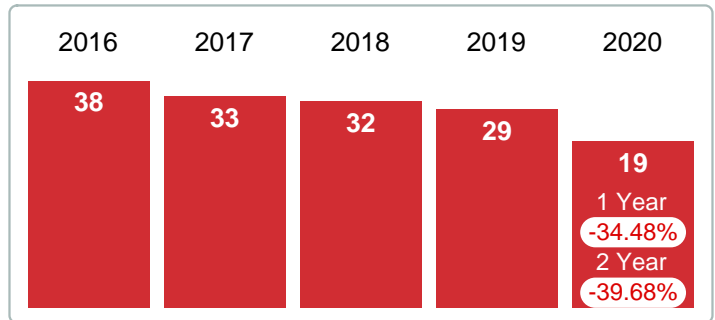
MEDIAN DAYS ON MARKET TO SALE

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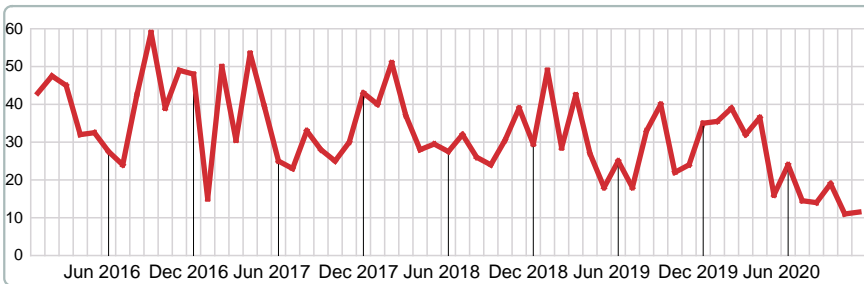
NOVEMBER



YEAR TO DATE (YTD)

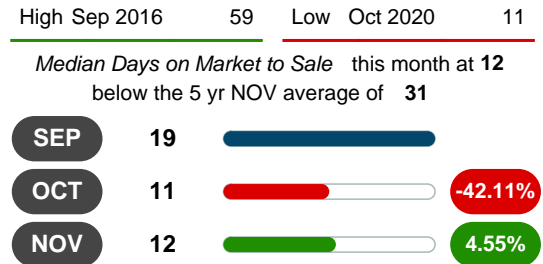


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 31



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 | 8.70% | 31 | 31 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 10.87% | 19 | 91 | 19 | 0 | 0 |
| \$50,001 - \$80,000 | 13.04% | 12 | 23 | 2 | 0 | 0 |
| \$80,001 - \$120,000 | 28.26% | 6 | 11 | 5 | 20 | 0 |
| \$120,001 - \$160,000 | 17.39% | 26 | 46 | 21 | 4 | 72 |
| \$160,001 - \$210,000 | 10.87% | 3 | 7 | 3 | 6 | 0 |
| \$210,001 and up | 10.87% | 11 | 0 | 11 | 11 | 0 |
| Median Closed DOM | | 12 | 15 | 5 | 9 | 72 |
| Total Closed Units | 100% | 46 | 17 | 22 | 6 | 1 |
| Total Closed Volume | | 5,467,300 | 1.35M | 2.69M | 1.30M | 125.00K |



November 2020

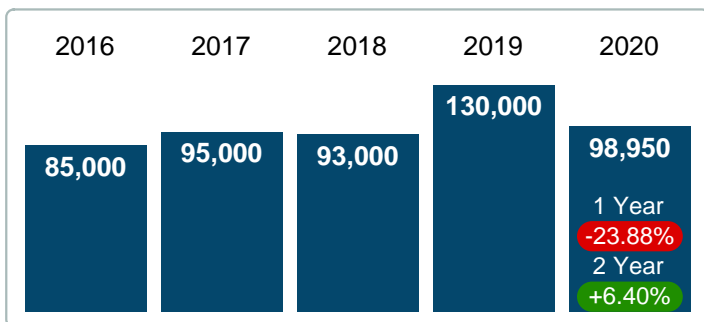
Area Delimited by County Of Muskogee



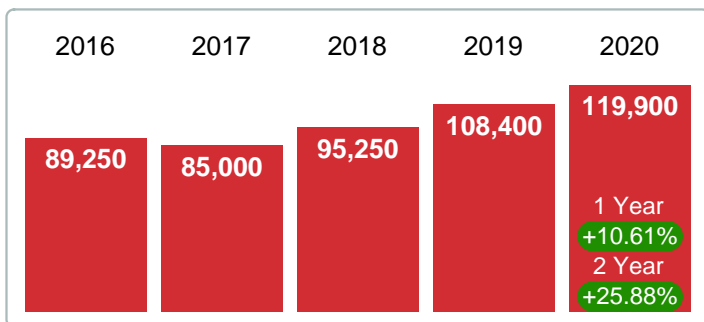
MEDIAN LIST PRICE AT CLOSING

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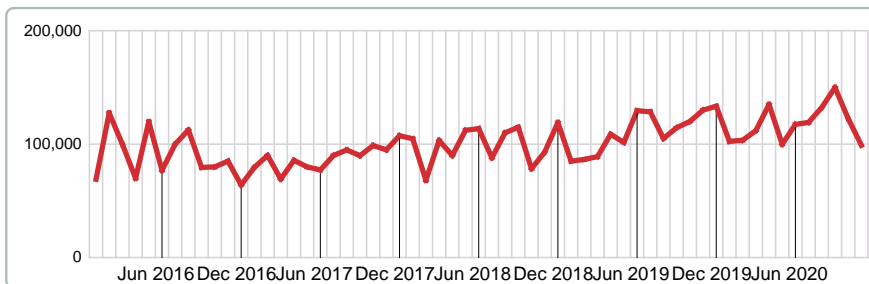
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

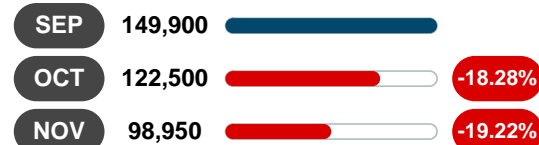


3 MONTHS

5 year NOV AVG = 100,390

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

Median List Price at Closing this month at **98,950**
below the 5 yr NOV average of **100,390**



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 | 6.52% | 5,000 | 5,000 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 10.87% | 44,900 | 39,000 | 49,950 | 0 | 0 |
| \$50,001 - \$80,000 | 15.22% | 69,500 | 69,500 | 65,000 | 0 | 0 |
| \$80,001 - \$120,000 | 28.26% | 89,900 | 101,250 | 88,700 | 99,900 | 0 |
| \$120,001 - \$160,000 | 15.22% | 139,500 | 139,500 | 148,900 | 145,000 | 127,000 |
| \$160,001 - \$210,000 | 10.87% | 179,000 | 175,000 | 186,750 | 0 | 0 |
| \$210,001 and up | 13.04% | 267,000 | 0 | 319,750 | 267,000 | 0 |
| Median List Price | | 98,950 | 79,500 | 93,950 | 240,000 | 127,000 |
| Total Closed Units | 100% | 98,950 | 17 | 22 | 6 | 1 |
| Total Closed Volume | | 5,601,489 | 1.43M | 2.71M | 1.34M | 127.00K |



November 2020

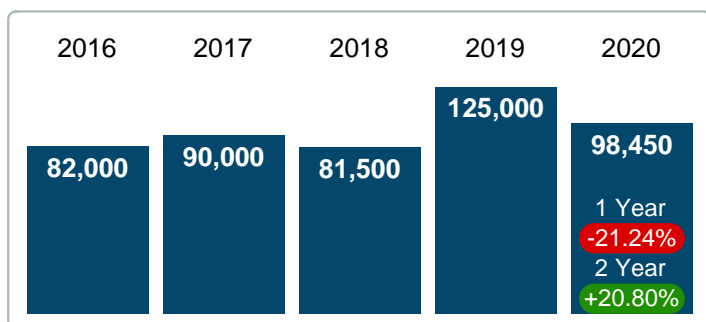
Area Delimited by County Of Muskogee



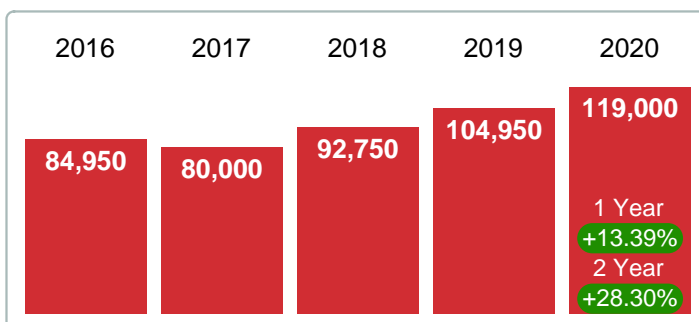
MEDIAN SOLD PRICE AT CLOSING

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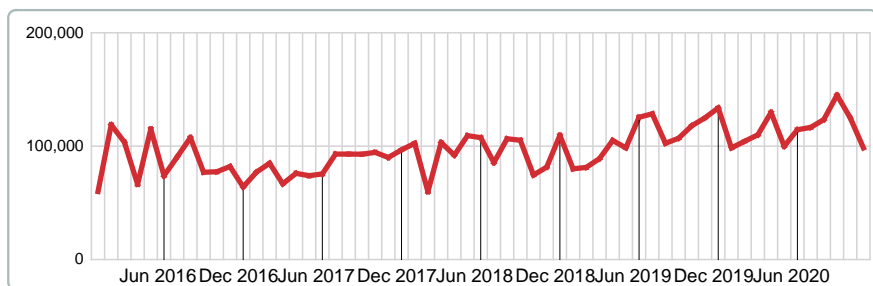
NOVEMBER



YEAR TO DATE (YTD)

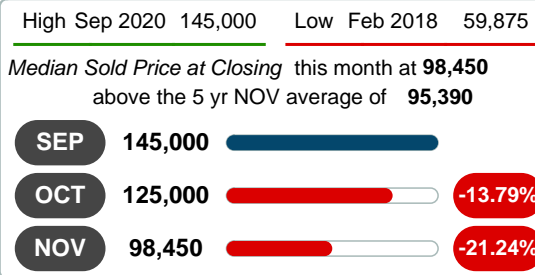


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 95,390



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 | 8.70% | 7,000 | 7,000 | 0 | 0 | 0 |
| \$30,001 - \$50,000 | 10.87% | 42,900 | 38,950 | 46,000 | 0 | 0 |
| \$50,001 - \$80,000 | 13.04% | 68,750 | 67,500 | 70,000 | 0 | 0 |
| \$80,001 - \$120,000 | 28.26% | 94,750 | 99,875 | 90,700 | 97,000 | 0 |
| \$120,001 - \$160,000 | 17.39% | 141,450 | 141,000 | 144,950 | 145,000 | 125,000 |
| \$160,001 - \$210,000 | 10.87% | 193,000 | 177,425 | 186,750 | 202,500 | 0 |
| \$210,001 and up | 10.87% | 276,000 | 0 | 323,750 | 276,000 | 0 |
| Median Sold Price | | 98,450 | 71,500 | 95,700 | 226,750 | 125,000 |
| Total Closed Units | 100% | 98,450 | 17 | 22 | 6 | 1 |
| Total Closed Volume | | 5,467,300 | 1.35M | 2.69M | 1.30M | 125.00K |

November 2020



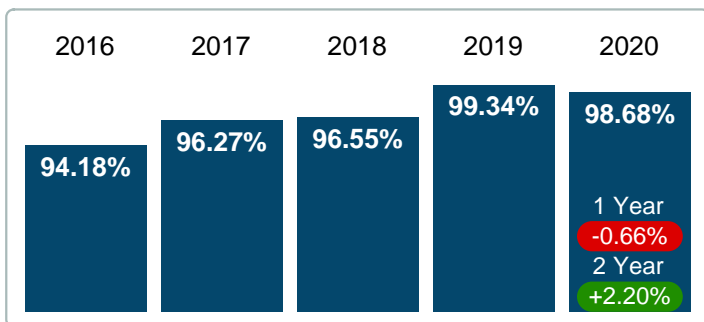
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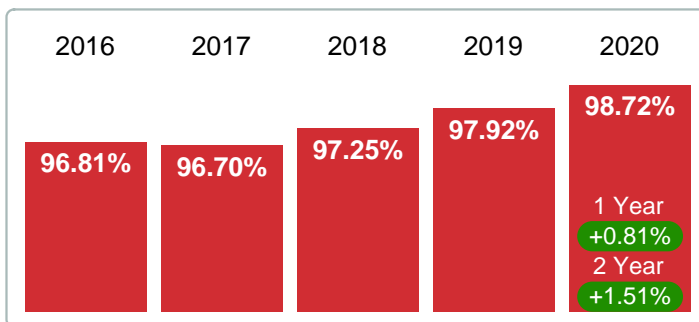
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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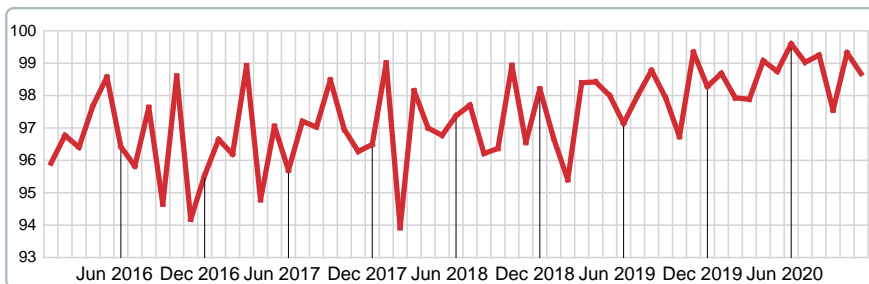
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

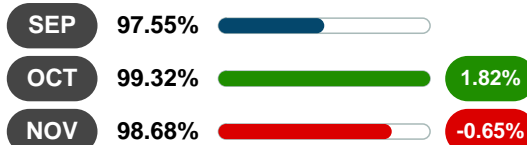


3 MONTHS

5 year NOV AVG = 97.00%

High Jun 2020 99.59% Low Feb 2018 93.92%

Median Sold/List Ratio this month at **98.68%**
 above the 5 yr NOV 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 |
|--|----|-----------|---------|----------|---------|---------|---------|
| \$30,000 and less | 4 | 8.70% | 82.50% | 82.50% | 0.00% | 0.00% | 0.00% |
| \$30,001 - \$50,000 | 5 | 10.87% | 89.74% | 92.64% | 88.46% | 0.00% | 0.00% |
| \$50,001 - \$80,000 | 6 | 13.04% | 95.57% | 94.02% | 100.00% | 0.00% | 0.00% |
| \$80,001 - \$120,000 | 13 | 28.26% | 100.00% | 100.00% | 100.65% | 97.10% | 0.00% |
| \$120,001 - \$160,000 | 8 | 17.39% | 98.29% | 90.17% | 99.08% | 100.00% | 98.43% |
| \$160,001 - \$210,000 | 5 | 10.87% | 100.00% | 96.39% | 100.00% | 90.00% | 0.00% |
| \$210,001 and up | 5 | 10.87% | 100.00% | 0.00% | 100.95% | 98.92% | 0.00% |
| Median Sold/List Ratio | | 98.68% | | 94.02% | 100.00% | 98.68% | 98.43% |
| Total Closed Units | | 46 | 100% | 17 | 22 | 6 | 1 |
| Total Closed Volume | | 5,467,300 | | 1.35M | 2.69M | 1.30M | 125.00K |



November 2020

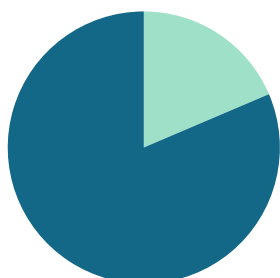
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

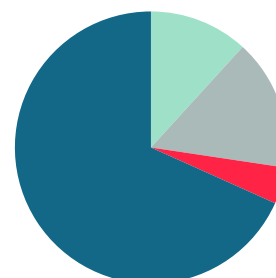


Inventory
 New Listings
71 = 18.59%
 Start Inventory
311
 Total Inventory Units
382
 Volume
\$75,960,982

Market Activity

Closed Sales
46 = 11.76%
 Pending Sales
61 = 15.60%
 Other Off Market
17 = 4.35%
 Active Inventory
267 = 68.29%

MARKET ACTIVITY



| Compared Metrics | November | | | Year to Date | | |
|---|----------|--------|---------|--------------|---------|---------|
| | 2019 | 2020 | +/-% | 2019 | 2020 | +/-% |
| Closed Sales | 57 | 46 | -19.30% | 716 | 713 | -0.42% |
| Pending Sales | 55 | 61 | +10.91% | 736 | 793 | +7.74% |
| New Listings | 99 | 71 | -28.28% | 1,374 | 1,158 | -15.72% |
| Median List Price | 130,000 | 98,950 | -23.88% | 108,400 | 119,900 | +10.61% |
| Median Sale Price | 125,000 | 98,450 | -21.24% | 104,950 | 119,000 | +13.39% |
| Median Percent of Selling Price to List Price | 99.34% | 98.68% | -0.66% | 97.92% | 98.72% | +0.81% |
| Median Days on Market to Sale | 24.00 | 11.50 | -52.08% | 29.00 | 19.00 | -34.48% |
| Monthly Inventory | 445 | 267 | -40.00% | 445 | 267 | -40.00% |
| Months Supply of Inventory | 6.85 | 4.16 | -39.30% | 6.85 | 4.16 | -39.30% |

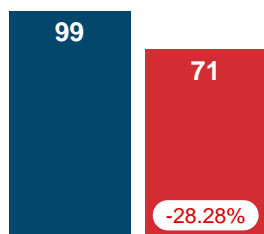
Absorption: Last 12 months, an Average of **64** Sales/Month

Inventory on November 30, 2020 = **267** 2019 2020

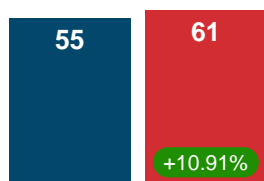
NOVEMBER MARKET

MEDIAN PRICES

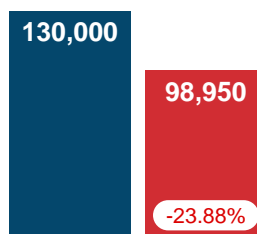
New Listings



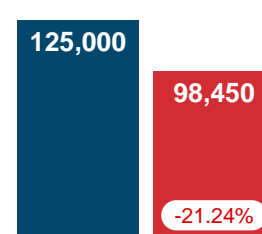
Pending Listings



List Price



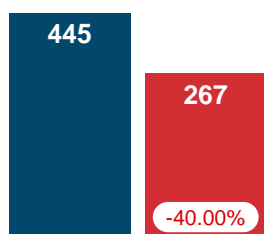
Sale Price



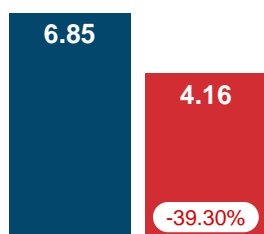
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

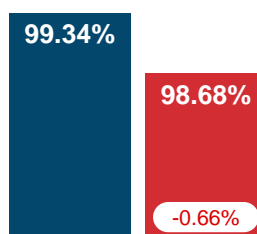
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

