

October 2020



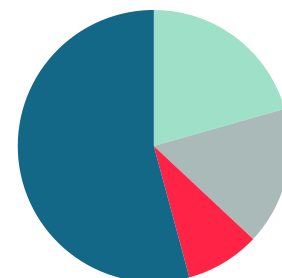
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	October 2020	+/-%
Closed Listings	81	98	20.99%
Pending Listings	61	78	27.87%
New Listings	145	132	-8.97%
Average List Price	124,127	168,348	35.63%
Average Sale Price	120,223	160,396	33.41%
Average Percent of Selling Price to List Price	98.62%	98.45%	-0.17%
Average Days on Market to Sale	39.54	33.17	-16.11%
End of Month Inventory	445	258	-42.02%
Months Supply of Inventory	6.92	3.96	-42.76%



■ Closed (20.59%)
■ Pending (16.39%)
■ Other OffMarket (8.82%)
■ Active (54.20%)

Absorption: Last 12 months, an Average of **65** Sales/Month
Active Inventory as of October 31, 2020 = **258**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **42.02%** to 258 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 **3.96** 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 **33.41%** in October 2020 to \$160,396 versus the previous year at \$120,223.

Average Days on Market Shortens

The average number of **33.17** days that homes spent on the market before selling decreased by 6.37 days or **16.11%** in October 2020 compared to last year's same month at **39.54** DOM.

Sales Success for October 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 132 New Listings in October 2020, down **8.97%** from last year at 145. Furthermore, there were 98 Closed Listings this month versus last year at 81, a **20.99%** increase.

Closed versus Listed trends yielded a **74.2%** ratio, up from previous year's, October 2019, at **55.9%**, a **32.90%** 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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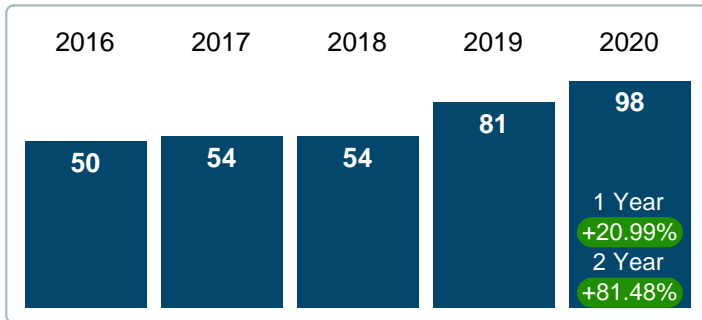
Area Delimited by County Of Muskogee



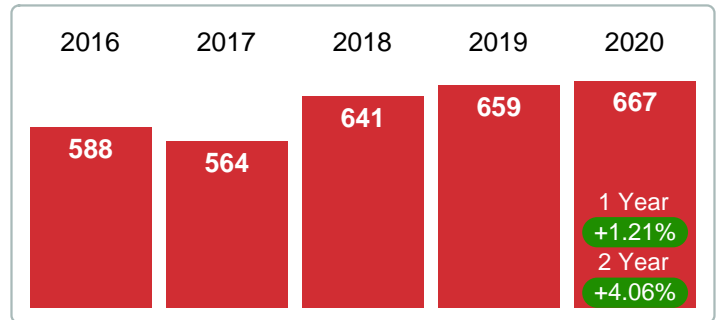
CLOSED LISTINGS

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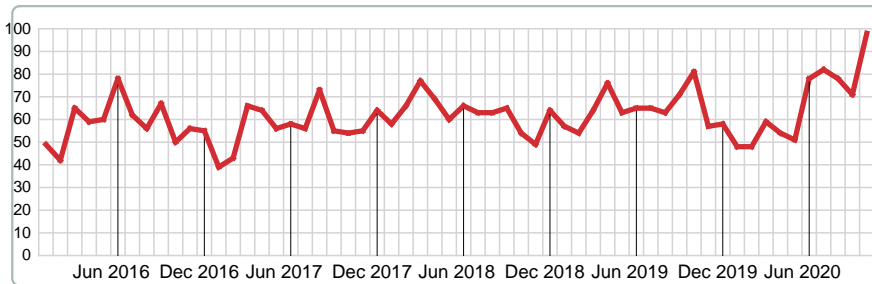
OCTOBER



YEAR TO DATE (YTD)

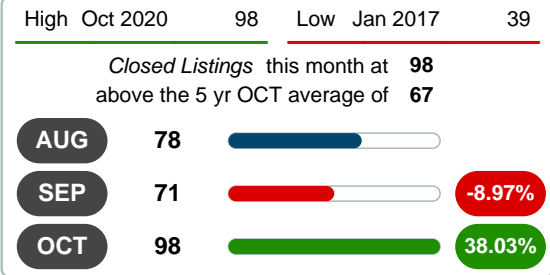


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 67



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	6	6.12%	73.7	6	0	0	0
\$25,001 - \$50,000	10	10.20%	12.6	8	2	0	0
\$50,001 - \$100,000	20	20.41%	36.0	4	13	3	0
\$100,001 - \$150,000	25	25.51%	14.2	0	19	6	0
\$150,001 - \$200,000	13	13.27%	26.0	2	7	3	1
\$200,001 - \$275,000	14	14.29%	39.9	2	6	6	0
\$275,001 and up	10	10.20%	71.1	3	4	3	0
Total Closed Units	98			25	51	21	1
Total Closed Volume	15,718,790	100%	33.2	3.85M	7.61M	4.08M	182.00K
Average Closed Price	\$160,396			\$153,841	\$149,227	\$194,295	\$182,000

October 2020



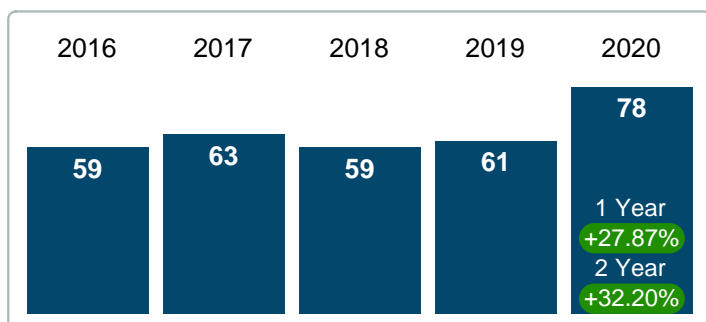
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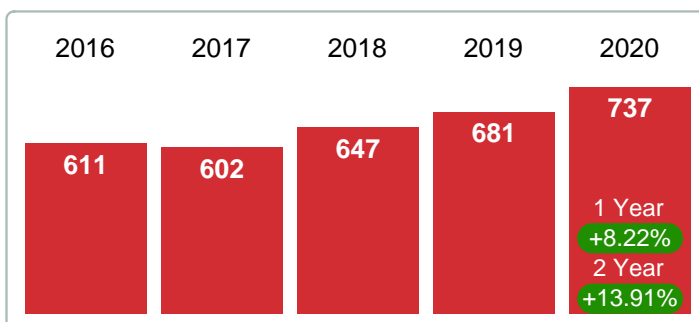
PENDING LISTINGS

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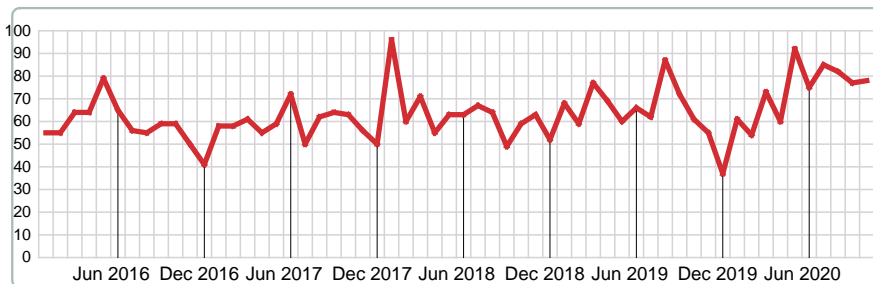
OCTOBER



YEAR TO DATE (YTD)

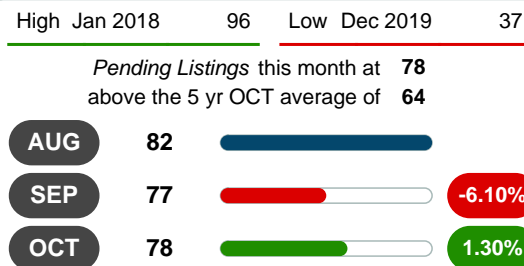


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 64



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	6	7.69%	44.0	5	1	0	0
\$30,001 - \$70,000	9	11.54%	21.7	4	4	1	0
\$70,001 - \$90,000	14	17.95%	17.6	3	11	0	0
\$90,001 - \$150,000	17	21.79%	20.0	7	8	1	1
\$150,001 - \$190,000	11	14.10%	17.0	0	9	2	0
\$190,001 - \$290,000	12	15.38%	14.6	2	4	5	1
\$290,001 and up	9	11.54%	63.6	2	5	1	1
Total Pending Units	78			23	42	10	3
Total Pending Volume	14,323,115	100%	9.8	3.00M	8.67M	1.98M	679.90K
Average Listing Price	\$142,275			\$130,231	\$206,445	\$197,720	\$226,633

October 2020



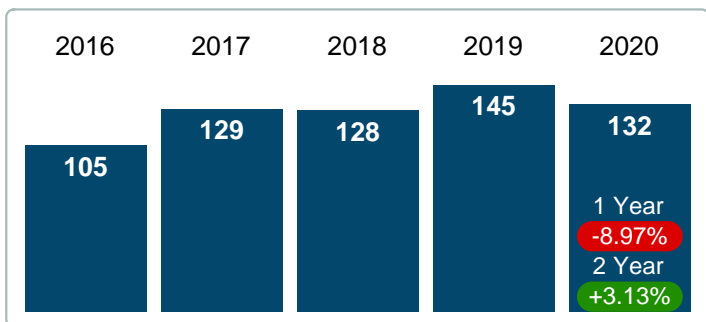
Area Delimited by County Of Muskogee



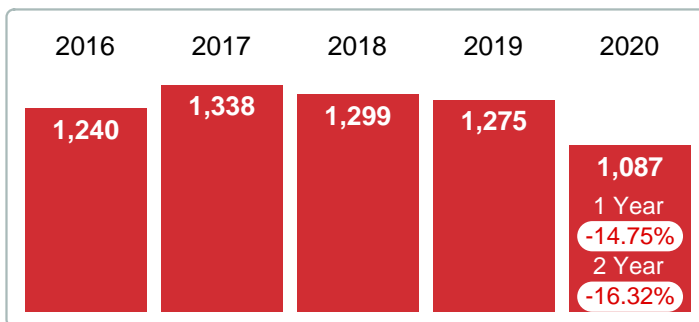
NEW LISTINGS

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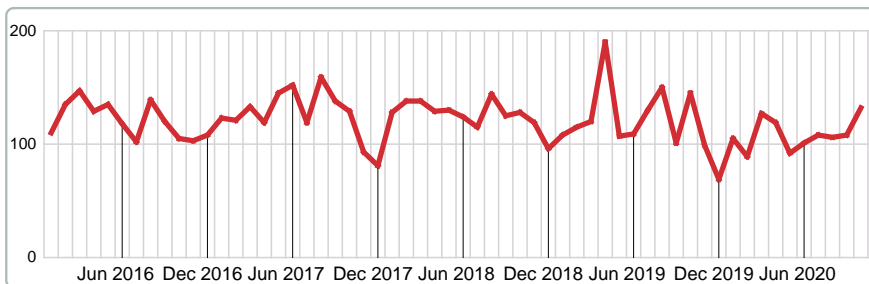
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

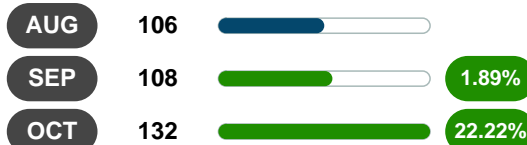


3 MONTHS

5 year OCT AVG = 128

High Apr 2019 190 Low Dec 2019 69

New Listings this month at 132
above the 5 yr OCT average of 128



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	19	14.39%	18	0	1	0
\$25,001-\$75,000	30	22.73%	16	14	0	0
\$75,001-\$125,000	26	19.70%	10	16	0	0
\$125,001-\$175,000	20	15.15%	6	11	3	0
\$175,001-\$275,000	22	16.67%	3	10	8	1
\$275,001 and up	15	11.36%	5	4	5	1
Total New Listed Units	132		58	55	17	2
Total New Listed Volume	19,765,834	100%	7.21M	7.92M	4.11M	529.90K
Average New Listed Listing Price	\$160,783		\$124,326	\$143,951	\$241,629	\$264,950

October 2020



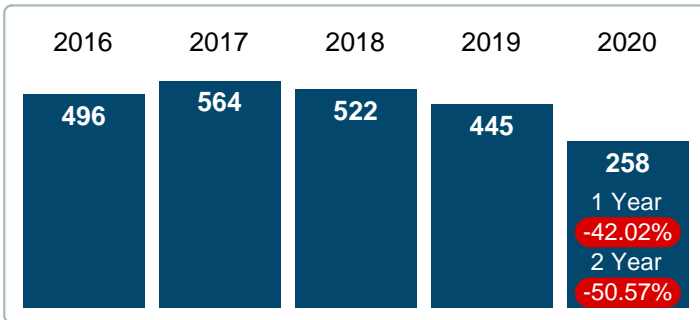
Area Delimited by County Of Muskogee



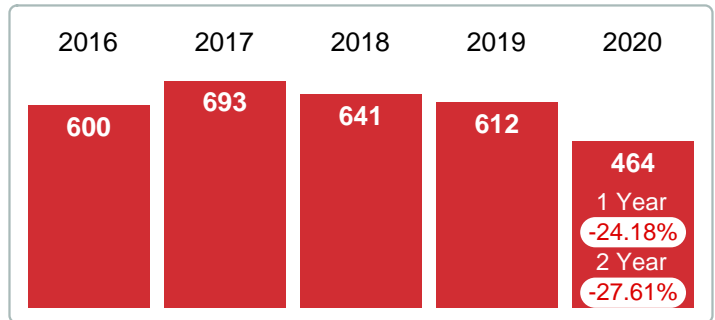
ACTIVE INVENTORY

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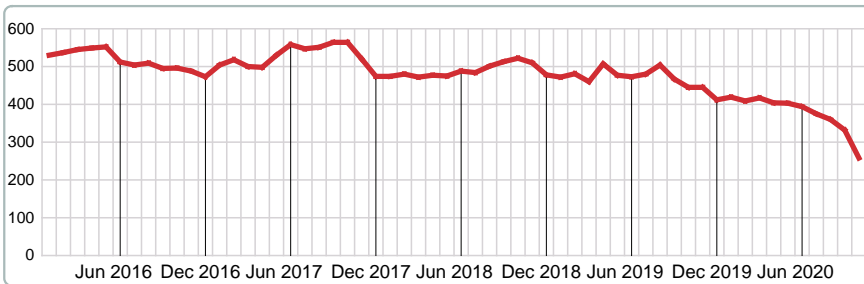
END OF OCTOBER



ACTIVE DURING OCTOBER

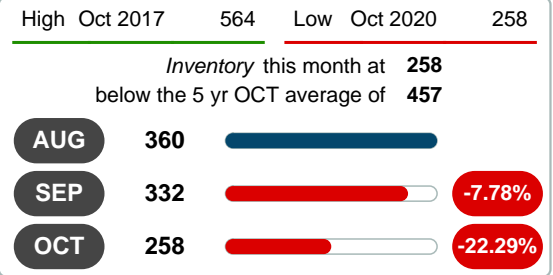


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 457



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	37	14.34%	70.1	35	0	2	0
\$25,001-\$75,000	60	23.26%	62.2	41	17	1	1
\$75,001-\$150,000	57	22.09%	59.6	33	20	4	0
\$150,001-\$275,000	44	17.05%	56.1	20	16	7	1
\$275,001-\$475,000	34	13.18%	73.0	17	5	11	1
\$475,001 and up	26	10.08%	122.2	20	3	2	1
Total Active Inventory by Units	258			166	61	27	4
Total Active Inventory by Volume	57,049,273	100%	69.2	35.79M	12.00M	7.77M	1.49M
Average Active Inventory Listing Price	\$221,121			\$215,626	\$196,693	\$287,781	\$371,736

October 2020



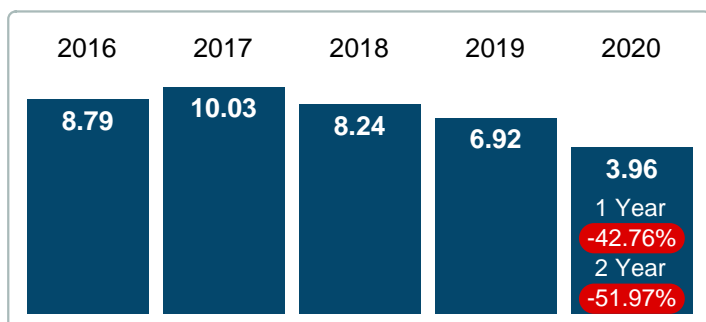
Area Delimited by County Of Muskogee



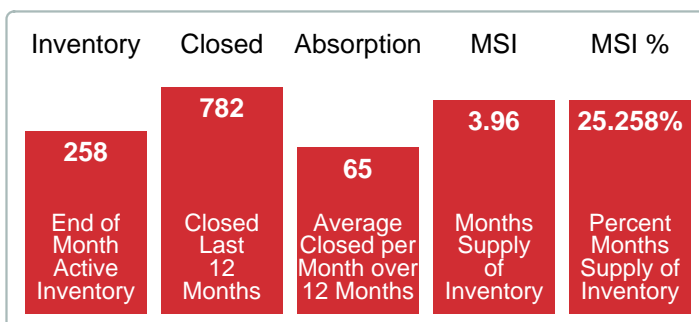
MONTHS SUPPLY of INVENTORY (MSI)

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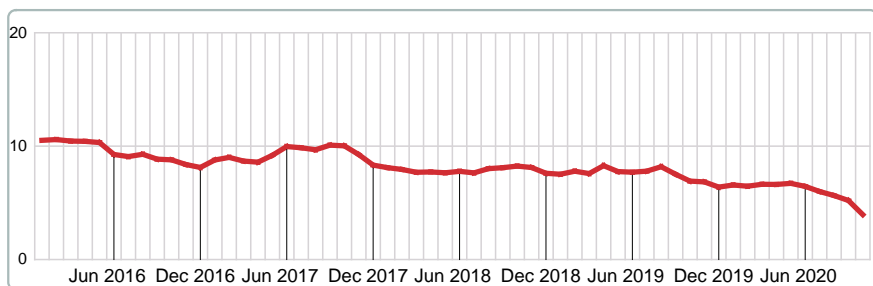
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020



5 YEAR MARKET ACTIVITY TRENDS

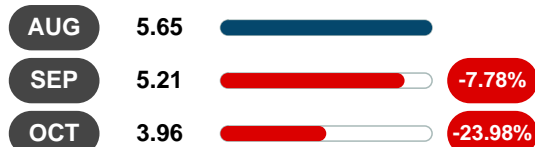


3 MONTHS

5 year OCT AVG = 7.59

High Feb 2016 10.58 Low Oct 2020 3.96

Months Supply this month at 3.96 below the 5 yr OCT average of 7.59



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	1.94%	5.45	6.67	0.00	0.00	0.00
\$10,001 - \$40,000	51	19.77%	6.06	8.31	1.16	9.00	0.00
\$40,001 - \$70,000	31	12.02%	3.15	5.73	1.83	0.00	4.00
\$70,001 - \$160,000	72	27.91%	2.83	10.40	1.53	1.20	12.00
\$160,001 - \$280,000	40	15.50%	2.79	17.14	1.75	1.35	0.00
\$280,001 - \$490,000	33	12.79%	6.95	21.33	3.33	6.29	1.33
\$490,001 and up	26	10.08%	17.33	18.46	18.00	8.00	0.00
Market Supply of Inventory (MSI)			3.96	10.01	1.75	2.27	2.29
Total Active Inventory by Units		100%	3.96	166	61	27	4

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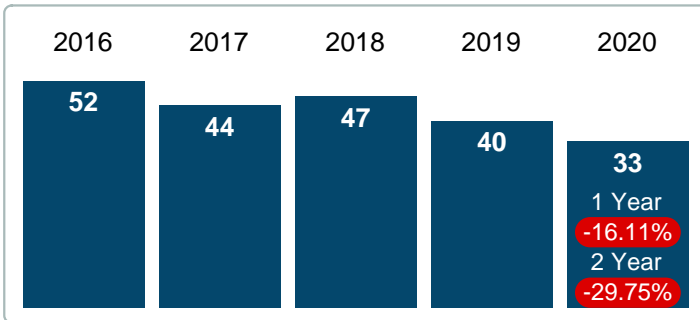
Area Delimited by County Of Muskogee



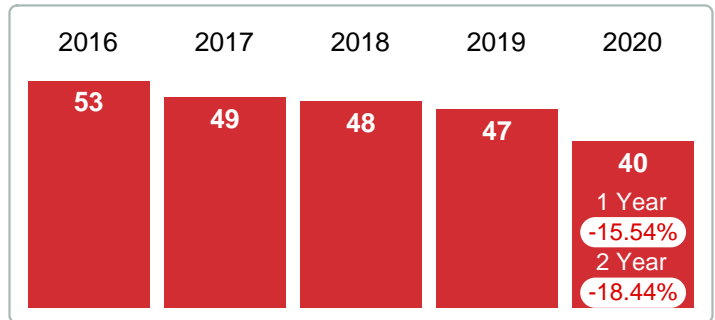
AVERAGE DAYS ON MARKET TO SALE

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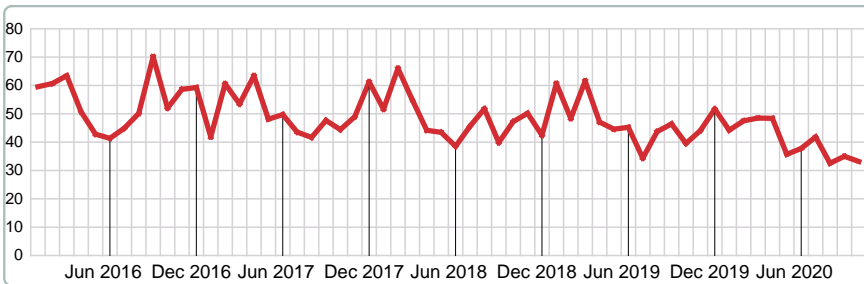
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 43

High Sep 2016 70 Low Aug 2020 33

Average Days on Market to Sale this month at 33 below the 5 yr OCT average of 43



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	6.12%	74	74	0	0	0
\$25,001 - \$50,000	10.20%	13	13	12	0	0
\$50,001 - \$100,000	20.41%	36	44	38	17	0
\$100,001 - \$150,000	25.51%	14	0	16	10	0
\$150,001 - \$200,000	13.27%	26	22	22	14	94
\$200,001 - \$275,000	14.29%	40	26	27	58	0
\$275,001 and up	10.20%	71	76	48	97	0
Average Closed DOM		33	42	26	37	94
Total Closed Units	100%	98	25	51	21	1
Total Closed Volume		15,718,790	3.85M	7.61M	4.08M	182.00K

October 2020



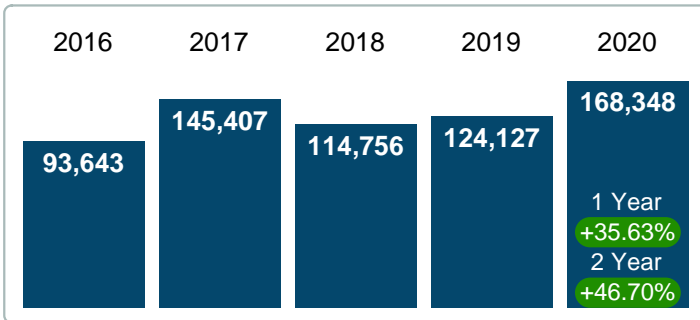
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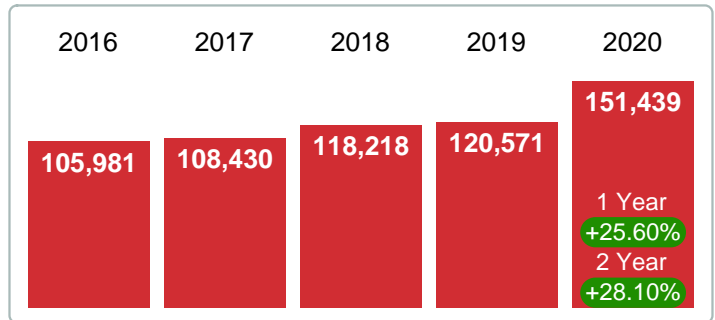
AVERAGE LIST PRICE AT CLOSING

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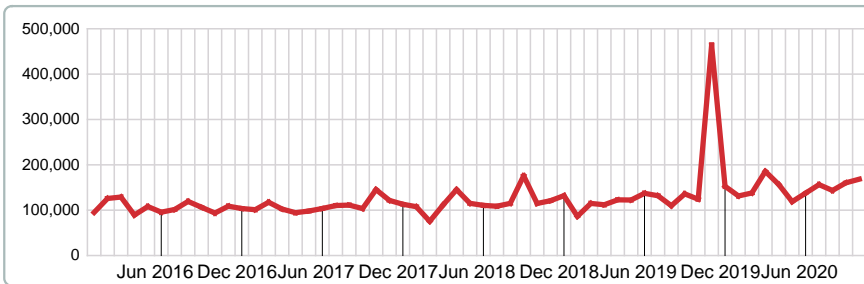
OCTOBER



YEAR TO DATE (YTD)

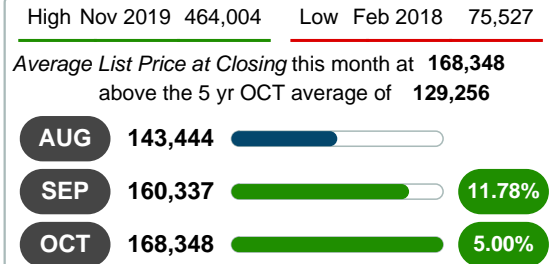


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 129,256



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	5.10%	15,680	18,050	0	0	0
\$25,001 - \$50,000	9.18%	38,900	44,400	37,400	0	0
\$50,001 - \$100,000	23.47%	75,033	71,825	78,135	80,000	0
\$100,001 - \$150,000	24.49%	124,035	0	124,192	128,617	0
\$150,001 - \$200,000	14.29%	177,979	131,400	171,843	184,833	189,900
\$200,001 - \$275,000	14.29%	251,677	260,800	234,729	255,750	0
\$275,001 and up	9.18%	594,644	978,167	396,875	362,933	0
Average List Price		168,348	178,788	149,980	199,500	189,900
Total Closed Units	100%	168,348	25	51	21	1
Total Closed Volume		16,498,070	4.47M	7.65M	4.19M	189.90K

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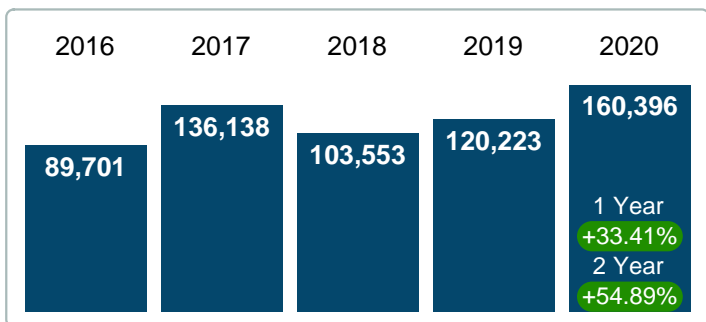
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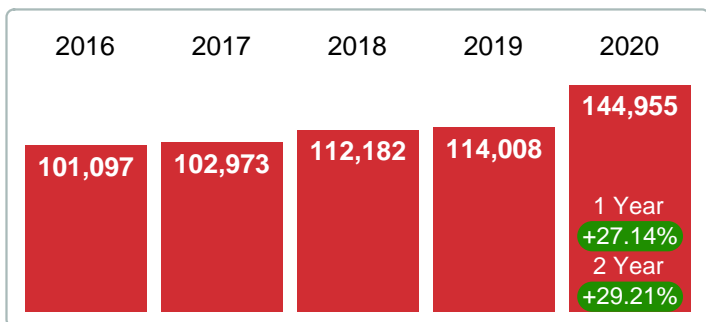
AVERAGE SOLD PRICE AT CLOSING

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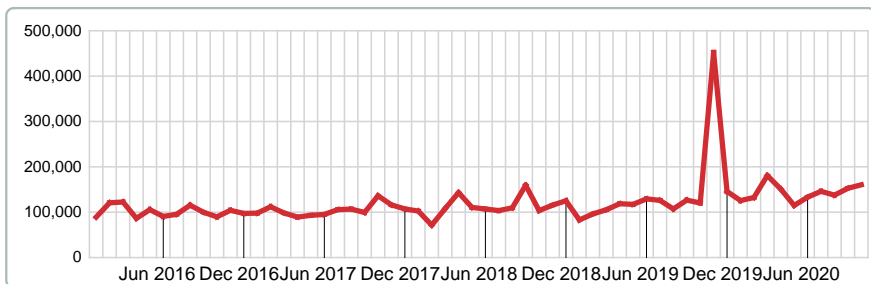
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

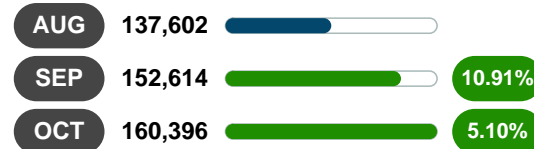


3 MONTHS

5 year OCT AVG = 122,002

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

Average Sold Price at Closing this month at **160,396** above the 5 yr OCT average of **122,002**



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	6.12%	17,188	17,188	0	0	0
\$25,001 - \$50,000	10.20%	39,320	40,163	35,950	0	0
\$50,001 - \$100,000	20.41%	73,426	68,725	74,470	75,167	0
\$100,001 - \$150,000	25.51%	124,706	0	123,839	127,450	0
\$150,001 - \$200,000	13.27%	174,500	172,450	170,514	182,667	182,000
\$200,001 - \$275,000	14.29%	241,736	251,150	236,500	243,833	0
\$275,001 and up	10.20%	498,350	766,500	401,250	359,667	0
Average Sold Price		160,396	153,841	149,227	194,295	182,000
Total Closed Units	100%	98	25	51	21	1
Total Closed Volume		15,718,790	3.85M	7.61M	4.08M	182.00K

October 2020



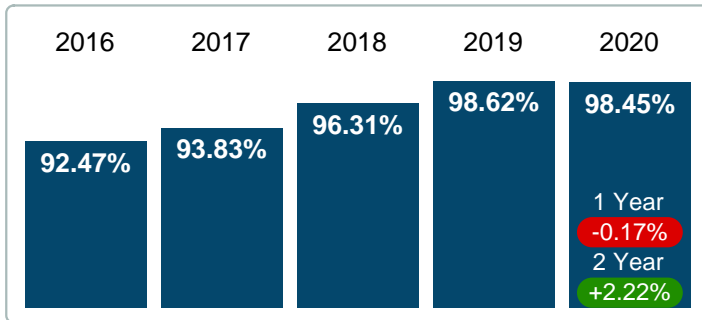
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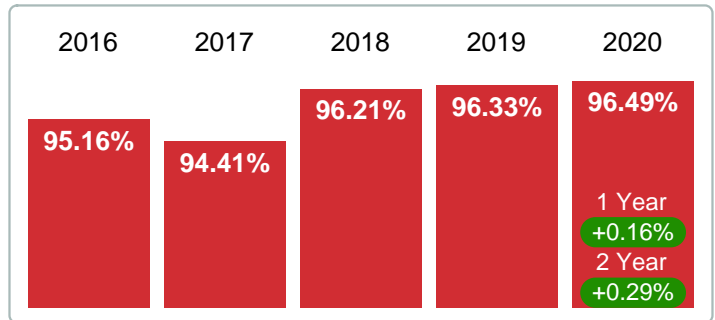
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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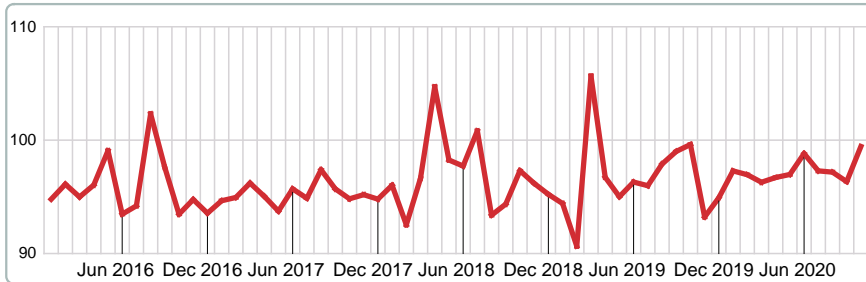
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

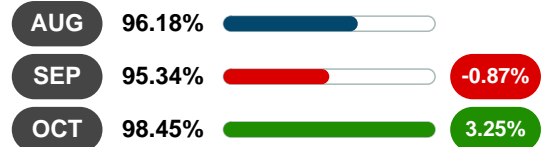


3 MONTHS

5 year OCT AVG = 95.93%

High Mar 2019 104.65% Low Feb 2019 89.65%

Average Sold/List Ratio this month at **98.45%**
above the 5 yr OCT average of **95.93%**



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	6	6.12%	96.55%	96.55%	0.00%	0.00%	0.00%
\$25,001 - \$50,000	10	10.20%	92.54%	91.49%	96.77%	0.00%	0.00%
\$50,001 - \$100,000	20	20.41%	95.21%	95.47%	95.31%	94.43%	0.00%
\$100,001 - \$150,000	25	25.51%	99.64%	0.00%	99.81%	99.09%	0.00%
\$150,001 - \$200,000	13	13.27%	107.64%	156.31%	99.24%	98.73%	95.84%
\$200,001 - \$275,000	14	14.29%	97.95%	96.40%	101.09%	95.34%	0.00%
\$275,001 and up	10	10.20%	97.72%	90.53%	102.09%	99.07%	0.00%
Average Sold/List Ratio		98.40%		98.80%	98.79%	97.30%	95.84%
Total Closed Units		98	100%	25	51	21	1
Total Closed Volume		15,718,790		3.85M	7.61M	4.08M	182.00K

October 2020

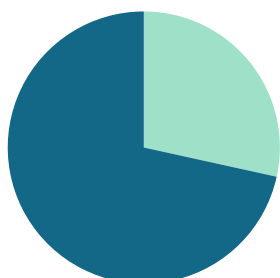
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

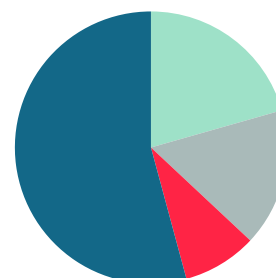


Inventory
 New Listings
132 = 28.45%
 Start Inventory
332
 Total Inventory Units
464
 Volume
\$91,004,657

Market Activity

Closed Sales
98 = 20.59%
 Pending Sales
78 = 16.39%
 Other Off Market
42 = 8.82%
 Active Inventory
258 = 54.20%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	81	98	20.99%	659	667	1.21%
Pending Sales	61	78	27.87%	681	737	8.22%
New Listings	145	132	-8.97%	1,275	1,087	-14.75%
Average List Price	124,127	168,348	35.63%	120,571	151,439	25.60%
Average Sale Price	120,223	160,396	33.41%	114,008	144,955	27.14%
Average Percent of Selling Price to List Price	98.62%	98.45%	-0.17%	96.33%	96.49%	0.16%
Average Days on Market to Sale	39.54	33.17	-16.11%	46.78	39.51	-15.54%
Monthly Inventory	445	258	-42.02%	445	258	-42.02%
Months Supply of Inventory	6.92	3.96	-42.76%	6.92	3.96	-42.76%

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

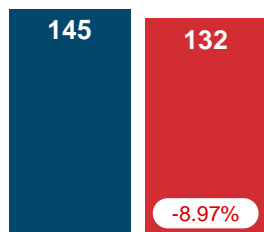
Inventory on October 31, 2020 = **258**

2019 **2020**

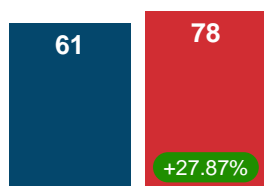
OCTOBER MARKET

AVERAGE PRICES

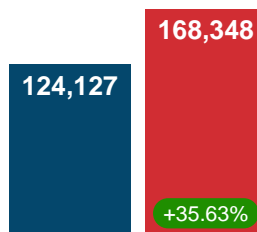
New Listings



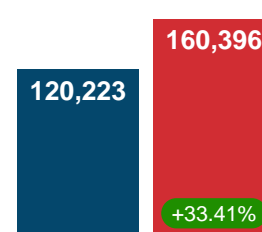
Pending Listings



List Price



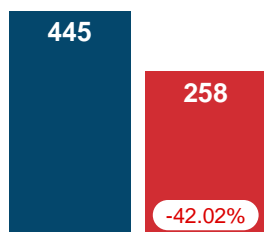
Sale Price



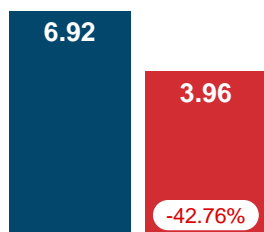
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

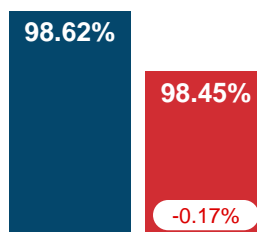
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

