

# April 2020



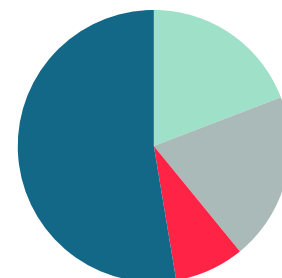
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	2019	April 2020	+/-%
Closed Listings	70	51	-27.14%
Pending Listings	61	53	-13.11%
New Listings	106	62	-41.51%
Average List Price	120,905	162,176	34.14%
Average Sale Price	117,623	156,354	32.93%
Average Percent of Selling Price to List Price	96.64%	95.61%	-1.06%
Average Days on Market to Sale	42.49	45.84	7.90%
End of Month Inventory	199	140	-29.65%
Months Supply of Inventory	3.59	2.67	-25.62%



■ Closed (19.17%)  
■ Pending (19.92%)  
■ Other OffMarket (8.27%)  
■ Active (52.63%)

**Absorption:** Last 12 months, an Average of **52** Sales/Month  
**Active Inventory** as of April 30, 2020 = **140**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2020 decreased **29.65%** to 140 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **2.67** 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 **32.93%** in April 2020 to \$156,354 versus the previous year at \$117,623.

#### Average Days on Market Lengthens

The average number of **45.84** days that homes spent on the market before selling increased by 3.36 days or **7.90%** in April 2020 compared to last year's same month at **42.49** DOM.

#### Sales Success for April 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 62 New Listings in April 2020, down **41.51%** from last year at 106. Furthermore, there were 51 Closed Listings this month versus last year at 70, a **-27.14%** decrease.

Closed versus Listed trends yielded a **82.3%** ratio, up from previous year's, April 2019, at **66.0%**, a **24.56%** 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

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</b>

### 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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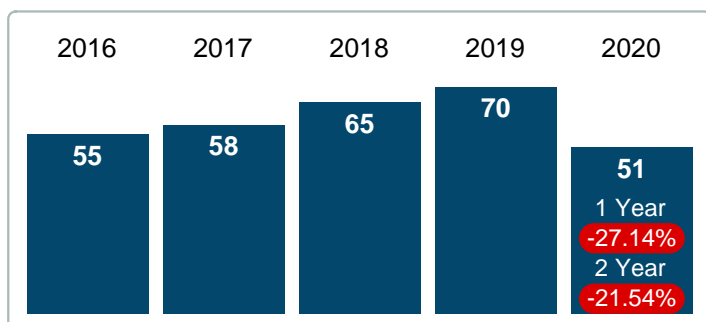
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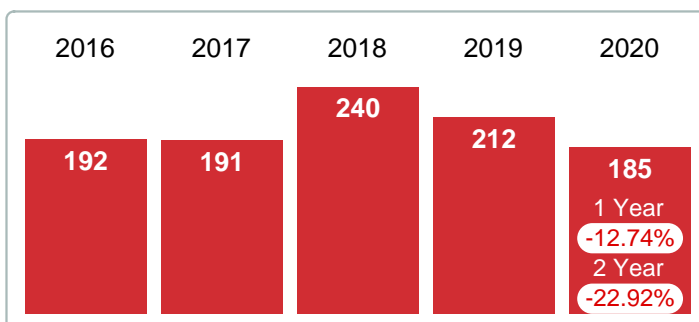
## CLOSED LISTINGS

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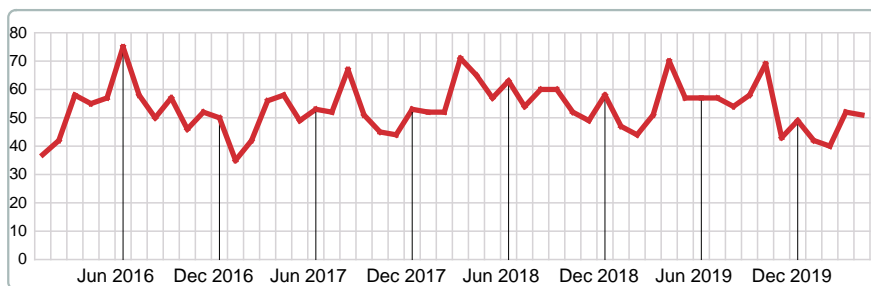
### APRIL



### YEAR TO DATE (YTD)

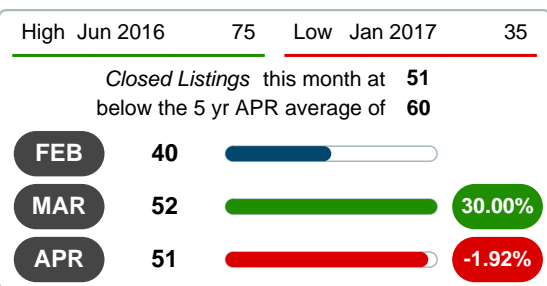


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 60



### 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	4	7.84%	62.3	4	0	0	0
\$25,001 - \$75,000	5	9.80%	37.4	3	2	0	0
\$75,001 - \$100,000	5	9.80%	49.0	1	3	1	0
\$100,001 - \$150,000	15	29.41%	34.9	1	11	2	1
\$150,001 - \$200,000	11	21.57%	49.3	0	7	4	0
\$200,001 - \$250,000	4	7.84%	36.3	0	2	1	1
\$250,001 and up	7	13.73%	63.9	1	2	3	1
<b>Total Closed Units</b>	<b>51</b>			<b>10</b>	<b>27</b>	<b>11</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>7,974,064</b>	<b>100%</b>	<b>45.8</b>	<b>1.11M</b>	<b>3.97M</b>	<b>2.27M</b>	<b>627.00K</b>
<b>Average Closed Price</b>	<b>\$156,354</b>			<b>\$110,750</b>	<b>\$146,941</b>	<b>\$206,560</b>	<b>\$209,000</b>

# April 2020



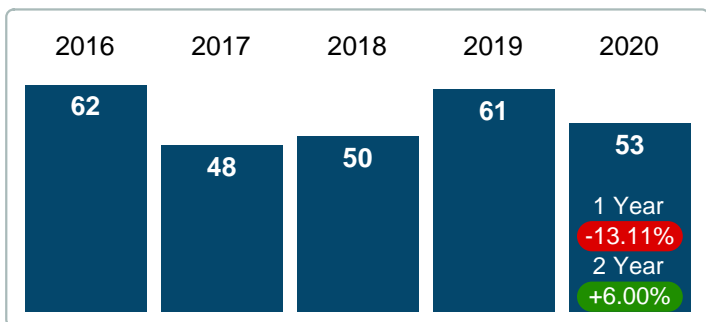
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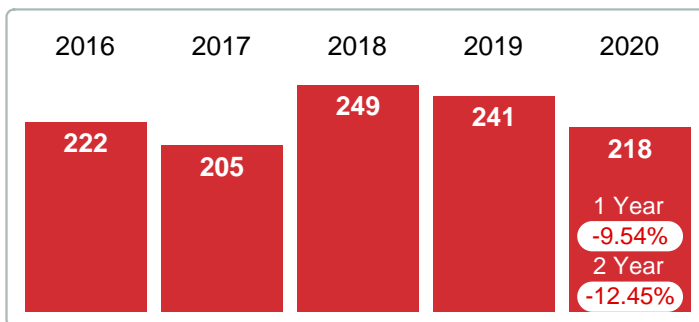
## PENDING LISTINGS

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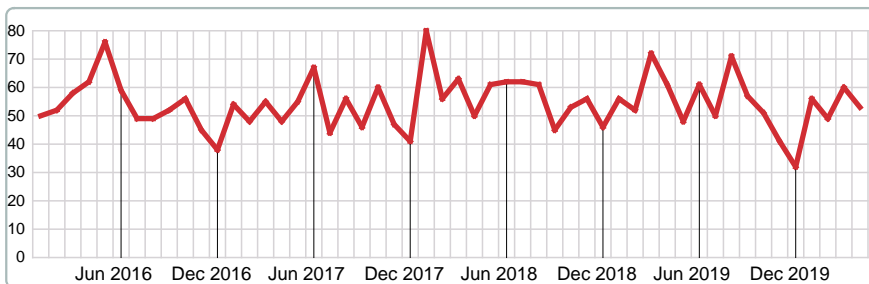
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 55

High Jan 2018 80 Low Dec 2019 32

Pending Listings this month at 53 below the 5 yr APR average of 55

- FEB 49
- MAR 60 (22.45%)
- APR 53 (-11.67%)

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	9.43%	54.6	4	1	0	0
\$40,001 - \$70,000	6	11.32%	80.8	2	4	0	0
\$70,001 - \$90,000	3	5.66%	40.0	1	1	1	0
\$90,001 - \$130,000	18	33.96%	28.6	3	15	0	0
\$130,001 - \$150,000	8	15.09%	50.5	1	5	2	0
\$150,001 - \$230,000	7	13.21%	41.0	0	4	3	0
\$230,001 and up	6	11.32%	66.5	0	4	1	1
<b>Total Pending Units</b>	<b>53</b>			<b>11</b>	<b>34</b>	<b>7</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>7,458,400</b>	<b>100%</b>	<b>46.8</b>	<b>732.15K</b>	<b>5.07M</b>	<b>1.17M</b>	<b>479.90K</b>
<b>Average Listing Price</b>	<b>\$140,725</b>			<b>\$66,559</b>	<b>\$149,163</b>	<b>\$167,829</b>	<b>\$479,900</b>

# April 2020



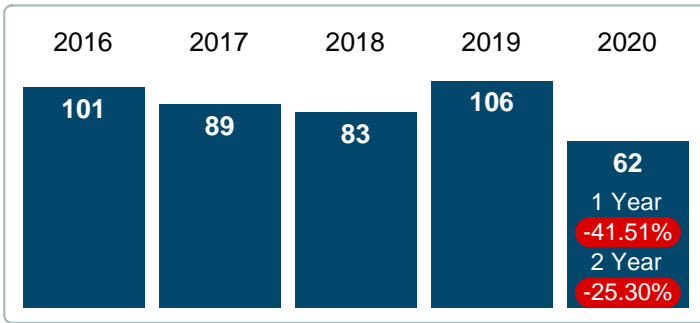
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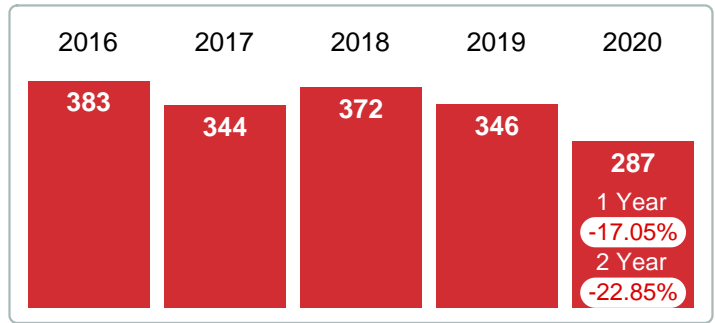
## NEW LISTINGS

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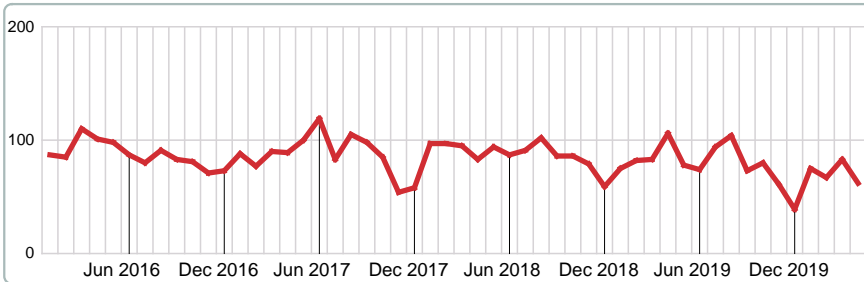
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

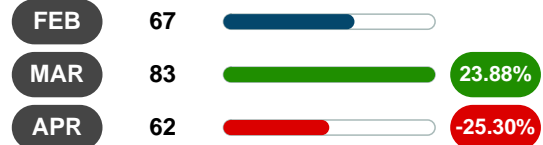


### 3 MONTHS

5 year APR AVG = 88

High Jun 2017 119 Low Dec 2019 39

New Listings this month at **62**  
below the 5 yr APR average of **88**



### 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	9.68%	3	3	0	0
\$30,001 - \$60,000	6	9.68%	3	2	1	0
\$60,001 - \$100,000	11	17.74%	3	7	1	0
\$100,001 - \$140,000	15	24.19%	1	12	2	0
\$140,001 - \$190,000	11	17.74%	0	9	2	0
\$190,001 - \$290,000	6	9.68%	0	3	3	0
\$290,001 and up	7	11.29%	1	4	2	0
<b>Total New Listed Units</b>	<b>62</b>		<b>11</b>	<b>40</b>	<b>11</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>9,057,398</b>	<b>100%</b>	<b>856.20K</b>	<b>5.85M</b>	<b>2.35M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$135,936</b>		<b>\$77,836</b>	<b>\$146,347</b>	<b>\$213,391</b>	<b>\$0</b>

# April 2020



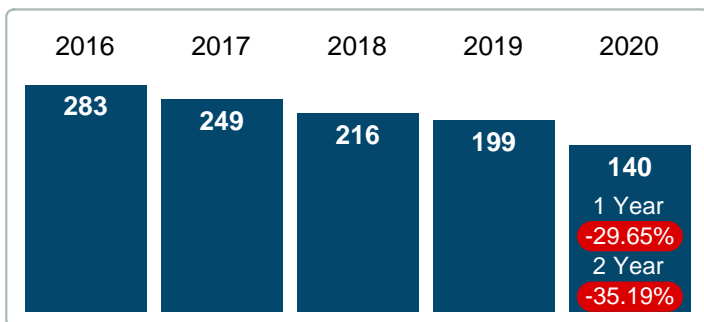
Area Delimited by County Of Muskogee - Residential Property Type



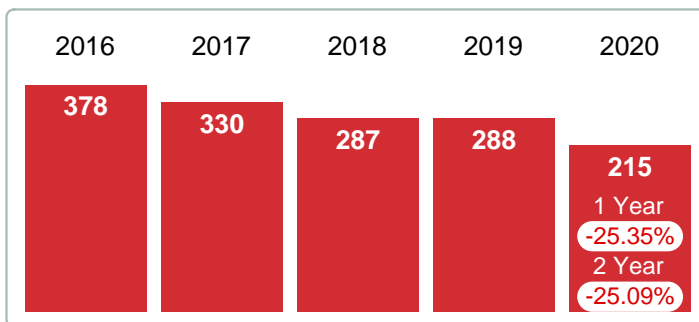
## ACTIVE INVENTORY

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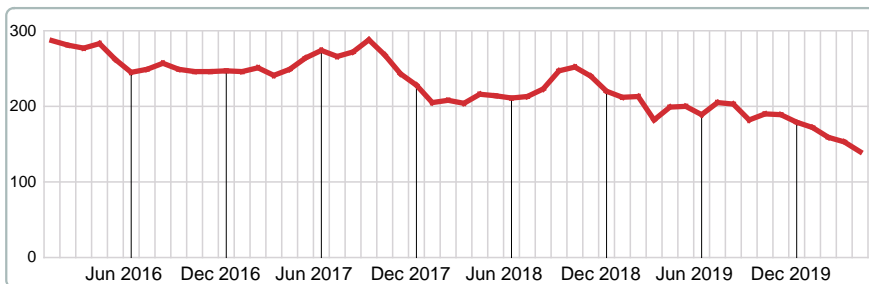
### END OF APRIL



### ACTIVE DURING APRIL

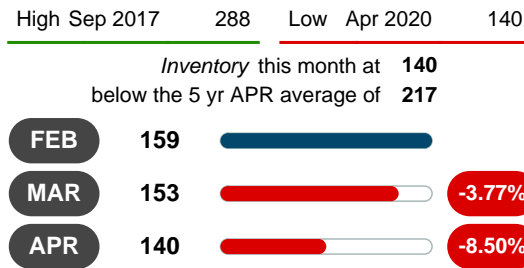


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 217



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	6	4.29%	17.7	4	2	0	0
\$25,001 - \$50,000	16	11.43%	97.6	9	6	1	0
\$50,001 - \$75,000	21	15.00%	53.0	8	11	2	0
\$75,001 - \$175,000	42	30.00%	55.2	3	30	8	1
\$175,001 - \$275,000	21	15.00%	58.7	0	14	7	0
\$275,001 - \$475,000	20	14.29%	72.9	1	7	7	5
\$475,001 and up	14	10.00%	70.1	0	6	6	2
<b>Total Active Inventory by Units</b>	<b>140</b>			<b>25</b>	<b>76</b>	<b>31</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>31,522,197</b>	<b>100%</b>	<b>62.7</b>	<b>1.54M</b>	<b>17.65M</b>	<b>8.90M</b>	<b>3.43M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$225,159</b>			<b>\$61,432</b>	<b>\$232,224</b>	<b>\$287,190</b>	<b>\$429,313</b>

# April 2020



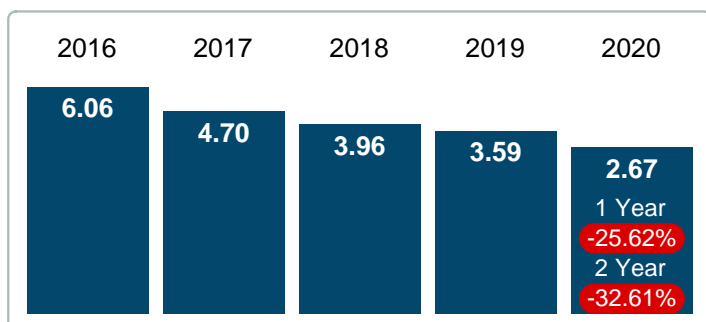
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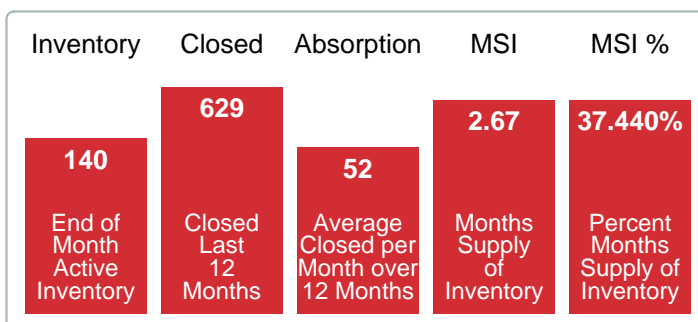
## MONTHS SUPPLY of INVENTORY (MSI)

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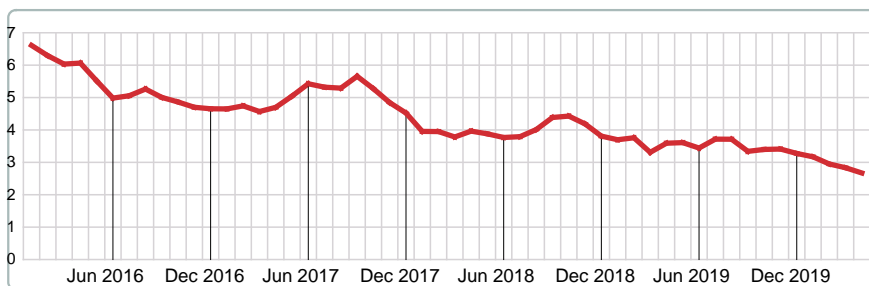
### MSI FOR APRIL



### INDICATORS FOR APRIL 2020

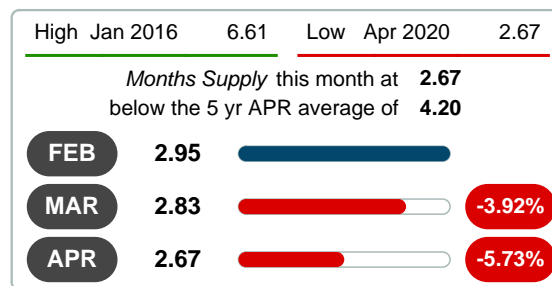


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 4.20



### 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
\$30,000 and less	9	6.43%	1.54	2.80	0.71	0.00	0.00
\$30,001 - \$50,000	13	9.29%	3.32	3.43	3.43	3.00	0.00
\$50,001 - \$90,000	26	18.57%	2.69	5.71	1.81	4.50	0.00
\$90,001 - \$170,000	34	24.29%	1.63	0.00	1.67	1.75	3.00
\$170,001 - \$290,000	25	17.86%	2.68	12.00	3.69	1.68	1.33
\$290,001 - \$480,000	19	13.57%	7.35	4.00	8.40	6.00	12.00
\$480,001 and up	14	10.00%	84.00	0.00	0.00	72.00	0.00
Market Supply of Inventory (MSI)	2.67			3.37	2.34	2.88	4.57
Total Active Inventory by Units	140	100%	2.67	25	76	31	8

# April 2020



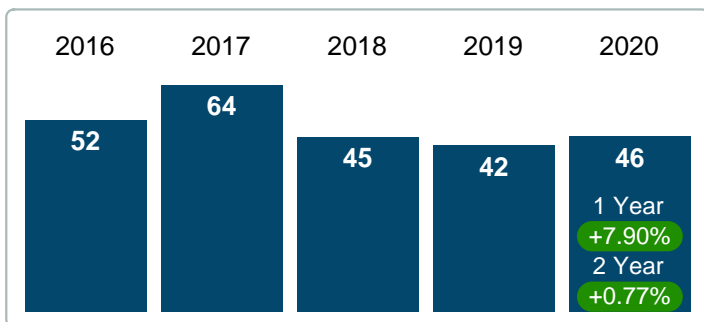
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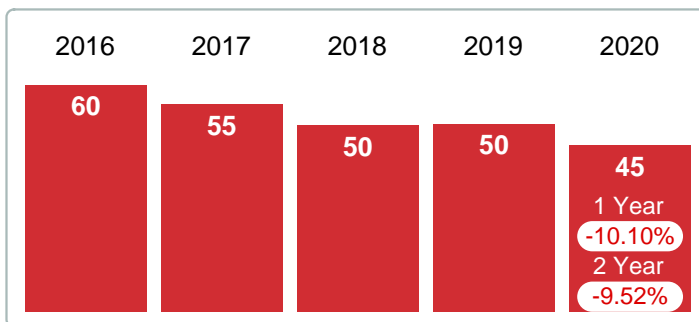
## AVERAGE DAYS ON MARKET TO SALE

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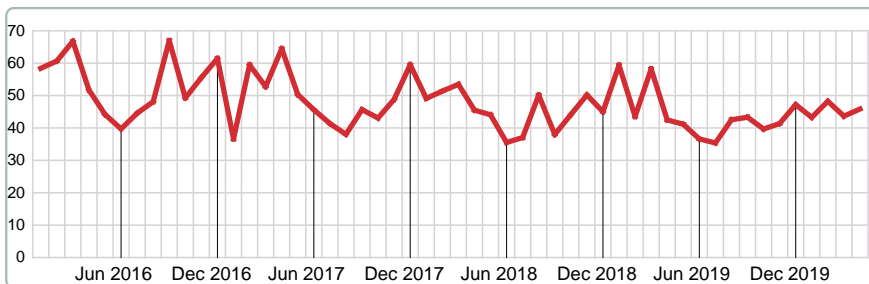
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 50

High Sep 2016 67 Low Jul 2019 35

Average Days on Market to Sale this month at 46 below the 5 yr APR average of 50



### 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	7.84%	62	62	0	0	0
\$25,001 - \$75,000	9.80%	37	24	57	0	0
\$75,001 - \$100,000	9.80%	49	37	19	150	0
\$100,001 - \$150,000	29.41%	35	28	24	40	157
\$150,001 - \$200,000	21.57%	49	0	42	63	0
\$200,001 - \$250,000	7.84%	36	0	9	112	16
\$250,001 and up	13.73%	64	175	69	44	2
<b>Average Closed DOM</b>		<b>46</b>	<b>56</b>	<b>32</b>	<b>66</b>	<b>58</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>46</b>	<b>10</b>	<b>27</b>	<b>11</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>7,974,064</b>	<b>1.11M</b>	<b>3.97M</b>	<b>2.27M</b>	<b>627.00K</b>



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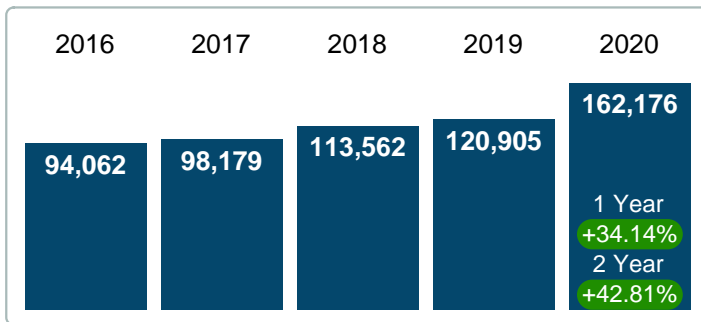
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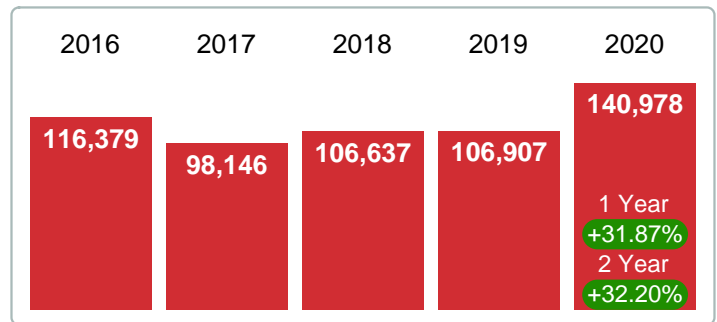
## AVERAGE LIST PRICE AT CLOSING

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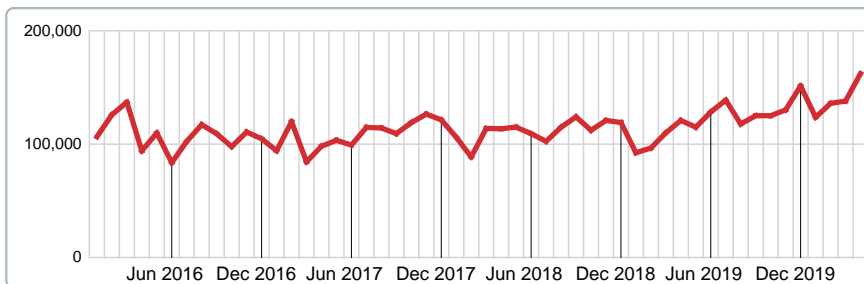
### APRIL



### YEAR TO DATE (YTD)

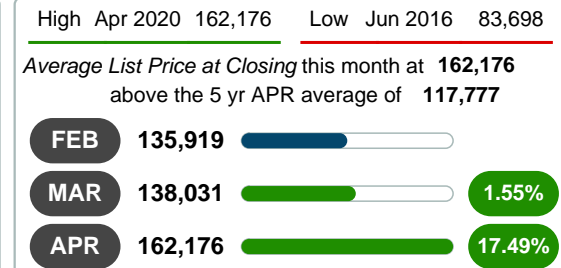


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 117,777



### 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	7.84%	18,950	20,200	0	0	0
\$25,001 - \$75,000	9.80%	51,380	42,967	61,500	0	0
\$75,001 - \$100,000	7.84%	88,750	84,500	90,167	115,000	0
\$100,001 - \$150,000	29.41%	124,000	115,000	129,464	129,950	105,000
\$150,001 - \$200,000	19.61%	172,760	0	172,086	207,250	0
\$200,001 - \$250,000	9.80%	229,100	0	235,750	236,500	240,000
\$250,001 and up	15.69%	356,275	750,000	260,950	336,967	299,900
<b>Average List Price</b>		<b>162,176</b>	<b>115,920</b>	<b>148,726</b>	<b>222,845</b>	<b>214,967</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>162,176</b>	<b>10</b>	<b>27</b>	<b>11</b>	<b>3</b>
<b>Total Closed Volume</b>		<b>8,271,000</b>	<b>1.16M</b>	<b>4.02M</b>	<b>2.45M</b>	<b>644.90K</b>



# April 2020



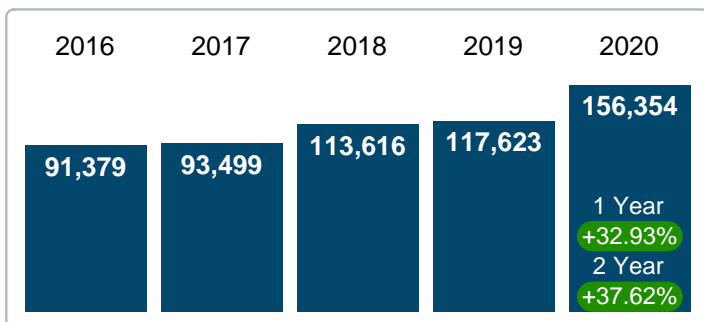
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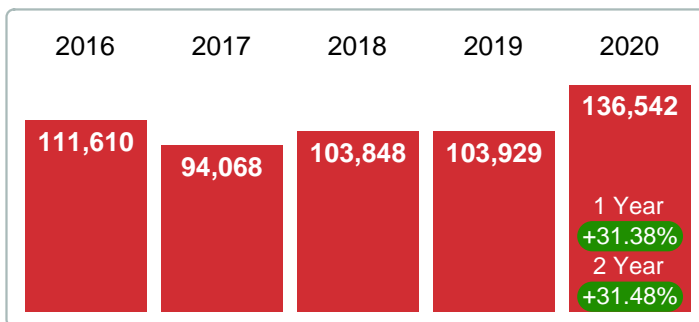
## AVERAGE SOLD PRICE AT CLOSING

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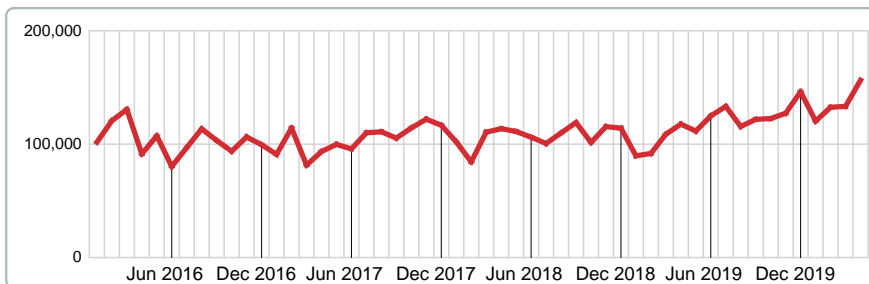
### APRIL



### YEAR TO DATE (YTD)

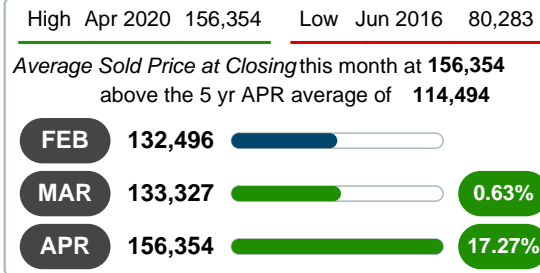


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 114,494



### 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	4	7.84%	16,000	16,000	0	0	0
\$25,001 - \$75,000	5	9.80%	47,400	42,167	55,250	0	0
\$75,001 - \$100,000	5	9.80%	87,600	80,000	89,333	90,000	0
\$100,001 - \$150,000	15	29.41%	123,727	107,000	127,400	121,250	105,000
\$150,001 - \$200,000	11	21.57%	178,600	0	174,086	186,500	0
\$200,001 - \$250,000	4	7.84%	223,000	0	223,500	205,000	240,000
\$250,001 and up	7	13.73%	360,366	730,000	260,950	329,555	282,000
<b>Average Sold Price</b>			<b>156,354</b>	<b>110,750</b>	<b>146,941</b>	<b>206,560</b>	<b>209,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>156,354</b>	<b>10</b>	<b>27</b>	<b>11</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>7,974,064</b>	<b>1.11M</b>	<b>3.97M</b>	<b>2.27M</b>	<b>627.00K</b>

# April 2020



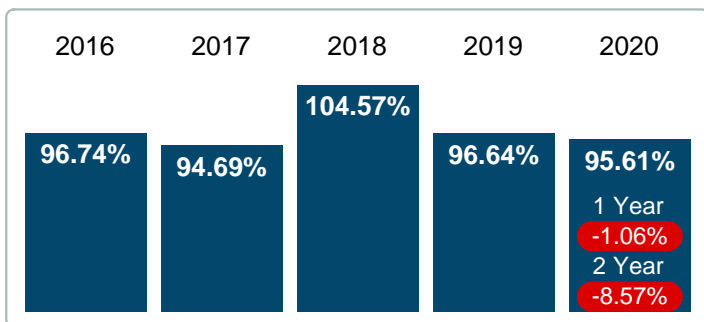
Area Delimited by County Of Muskogee - Residential Property Type



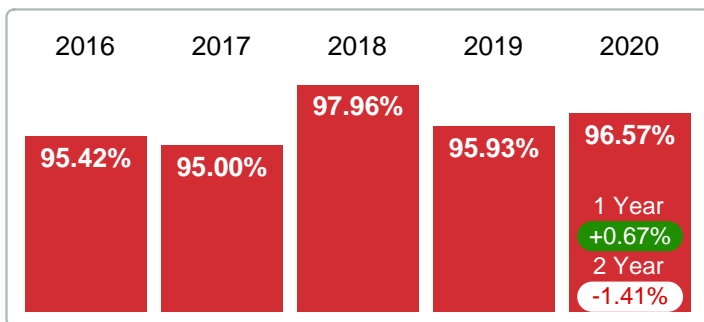
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 26, 2023 for MLS Technology Inc.

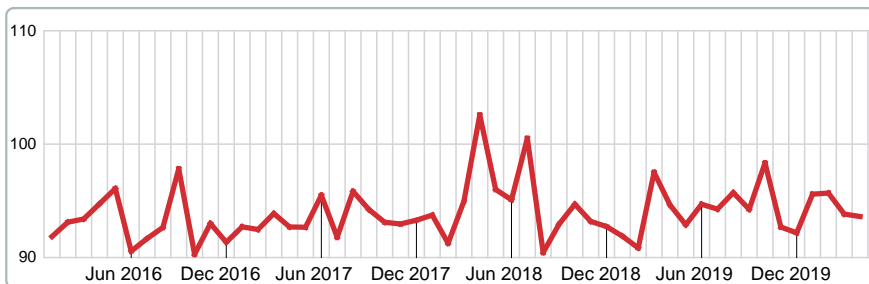
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

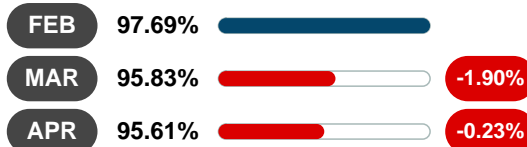


### 3 MONTHS

5 year APR AVG = 97.65%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **95.61%**  
below the 5 yr APR average of **97.65%**



### 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	4	7.84%	79.03%	79.03%	0.00%	0.00%	0.00%	
\$25,001 - \$75,000	5	9.80%	97.97%	102.94%	90.53%	0.00%	0.00%	
\$75,001 - \$100,000	5	9.80%	94.09%	94.67%	99.17%	78.26%	0.00%	
\$100,001 - \$150,000	15	29.41%	97.62%	93.04%	98.61%	93.33%	100.00%	
\$150,001 - \$200,000	11	21.57%	97.66%	0.00%	101.24%	91.40%	0.00%	
\$200,001 - \$250,000	4	7.84%	94.32%	0.00%	95.30%	86.68%	100.00%	
\$250,001 and up	7	13.73%	97.71%	97.33%	100.00%	97.53%	94.03%	
Average Sold/List Ratio		95.60%		91.00%	98.61%	91.80%	98.01%	
Total Closed Units		51	100%	95.60%	10	27	11	3
Total Closed Volume		7,974,064			1.11M	3.97M	2.27M	627.00K

# April 2020



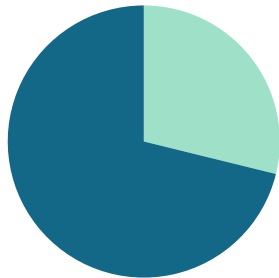
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY

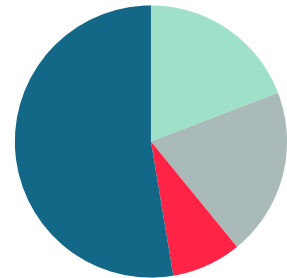


**Inventory**  
 New Listings  
**62 = 28.84%**  
 Start Inventory  
**153**  
 Total Inventory Units  
**215**  
 Volume  
**\$44,299,597**

### Market Activity

Closed Sales  
**51 = 19.17%**  
 Pending Sales  
**53 = 19.92%**  
 Other Off Market  
**22 = 8.27%**  
 Active Inventory  
**140 = 52.63%**

### MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	70	51	-27.14%	212	185	-12.74%
Pending Sales	61	53	-13.11%	241	218	-9.54%
New Listings	106	62	-41.51%	346	287	-17.05%
Average List Price	120,905	162,176	+34.14%	106,907	140,978	+31.87%
Average Sale Price	117,623	156,354	+32.93%	103,929	136,542	+31.38%
Average Percent of Selling Price to List Price	96.64%	95.61%	-1.06%	95.93%	96.57%	+0.67%
Average Days on Market to Sale	42.49	45.84	+7.90%	50.23	45.16	-10.10%
Monthly Inventory	199	140	-29.65%	199	140	-29.65%
Months Supply of Inventory	3.59	2.67	-25.62%	3.59	2.67	-25.62%

**Absorption:** Last 12 months, an Average of **52** Sales/Month

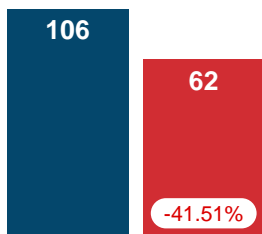
**Inventory** on April 30, 2020 = **140**

**2019** **2020**

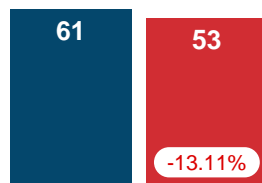
### APRIL MARKET

### AVERAGE PRICES

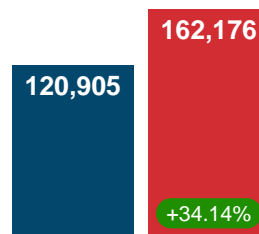
#### New Listings



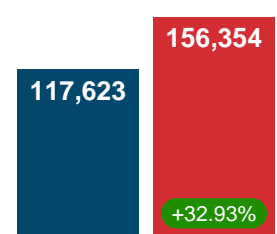
#### Pending Listings



#### List Price



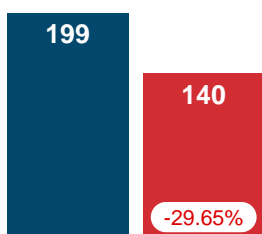
#### Sale Price



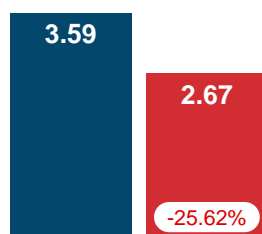
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

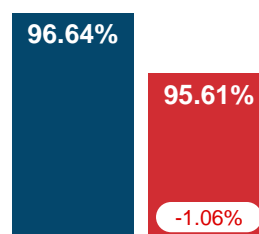
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

