

August 2020



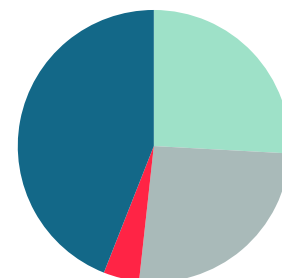
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	August 2020	+/-%
Closed Listings	54	67	24.07%
Pending Listings	71	67	-5.63%
New Listings	104	76	-26.92%
Average List Price	117,748	151,961	29.06%
Average Sale Price	115,577	148,381	28.38%
Average Percent of Selling Price to List Price	97.72%	98.31%	0.61%
Average Days on Market to Sale	42.52	27.94	-34.29%
End of Month Inventory	203	114	-43.84%
Months Supply of Inventory	3.71	2.08	-44.01%



■ Closed (25.87%)
■ Pending (25.87%)
■ Other OffMarket (4.25%)
■ Active (44.02%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of August 31, 2020 = **114**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2020 decreased **43.84%** to 114 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **2.08** 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 **28.38%** in August 2020 to \$148,381 versus the previous year at \$115,577.

Average Days on Market Shortens

The average number of **27.94** days that homes spent on the market before selling decreased by 14.58 days or **34.29%** in August 2020 compared to last year's same month at **42.52** DOM.

Sales Success for August 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 76 New Listings in August 2020, down **26.92%** from last year at 104. Furthermore, there were 67 Closed Listings this month versus last year at 54, a **24.07%** increase.

Closed versus Listed trends yielded a **88.2%** ratio, up from previous year's, August 2019, at **51.9%**, a **69.79%** 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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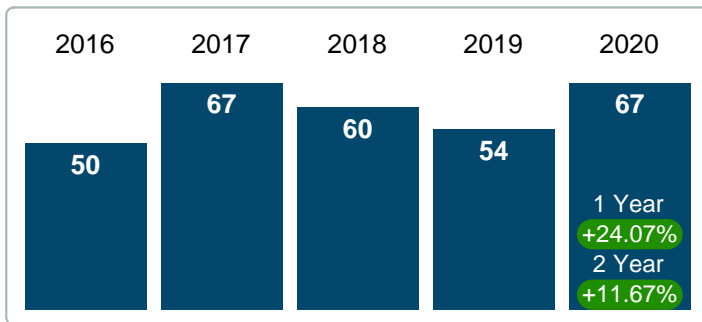
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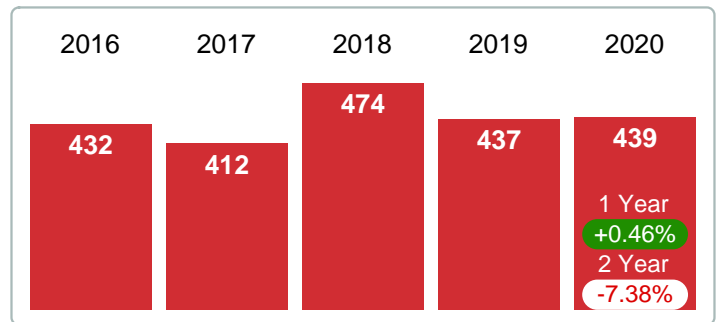
CLOSED LISTINGS

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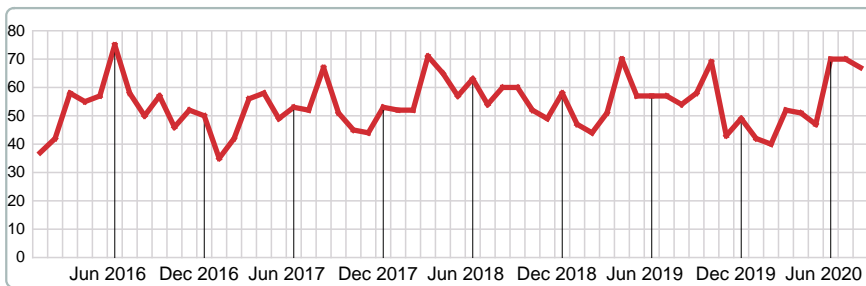
AUGUST



YEAR TO DATE (YTD)

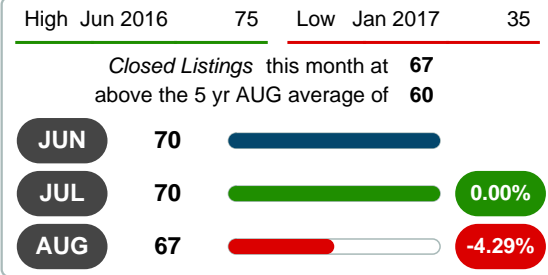


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG 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
\$30,000 and less	5	7.46%	61.6	1	3	1	0
\$30,001 - \$60,000	7	10.45%	50.1	1	4	2	0
\$60,001 - \$100,000	12	17.91%	8.8	2	9	1	0
\$100,001 - \$150,000	16	23.88%	17.7	0	15	1	0
\$150,001 - \$180,000	10	14.93%	33.6	0	8	2	0
\$180,001 - \$290,000	10	14.93%	12.2	0	6	3	1
\$290,001 and up	7	10.45%	52.4	0	3	3	1
Total Closed Units	67			4	48	13	2
Total Closed Volume	9,941,525	100%	27.9	192.50K	6.70M	2.37M	684.90K
Average Closed Price	\$148,381			\$48,125	\$139,506	\$182,143	\$342,450

August 2020



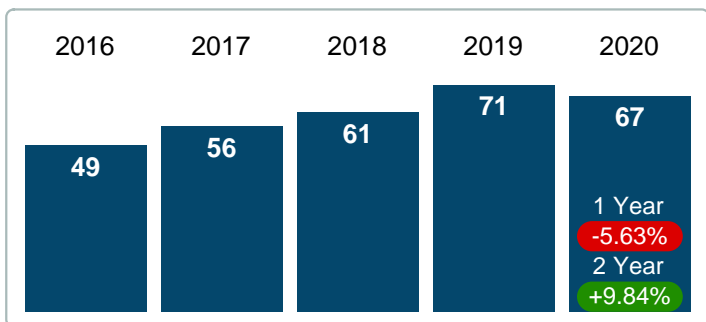
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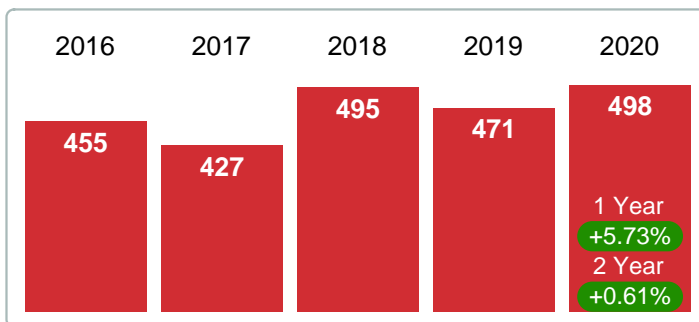
PENDING LISTINGS

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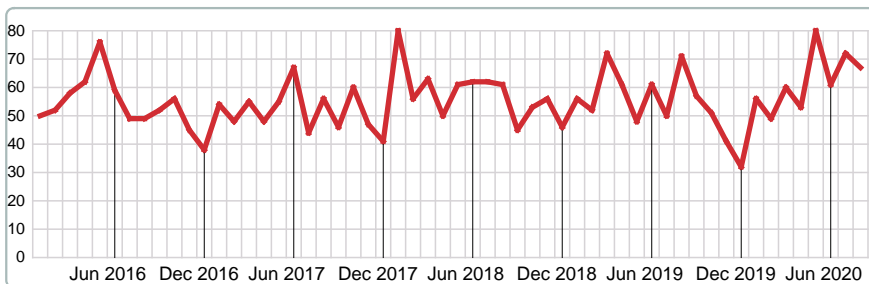
AUGUST



YEAR TO DATE (YTD)

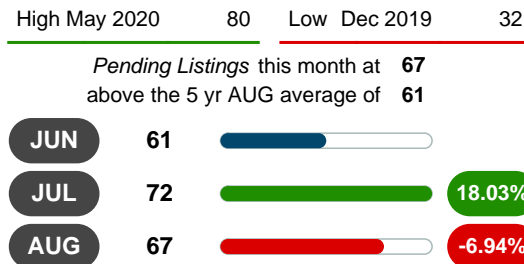


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 61



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	1	1.49%	62.0	0	1	0	0
\$25,001 - \$75,000	14	20.90%	42.4	6	6	2	0
\$75,001 - \$100,000	4	5.97%	45.5	1	3	0	0
\$100,001 - \$175,000	21	31.34%	30.6	1	16	4	0
\$175,001 - \$225,000	12	17.91%	29.0	0	8	3	1
\$225,001 - \$325,000	8	11.94%	56.9	0	4	4	0
\$325,001 and up	7	10.45%	81.9	0	3	4	0
Total Pending Units	67			8	41	17	1
Total Pending Volume	11,668,799	100%	43.6	470.30K	6.88M	4.14M	182.90K
Average Listing Price	\$172,058			\$58,788	\$167,751	\$243,400	\$182,900

August 2020



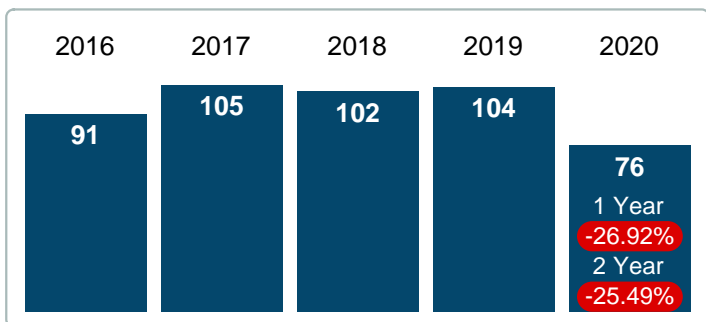
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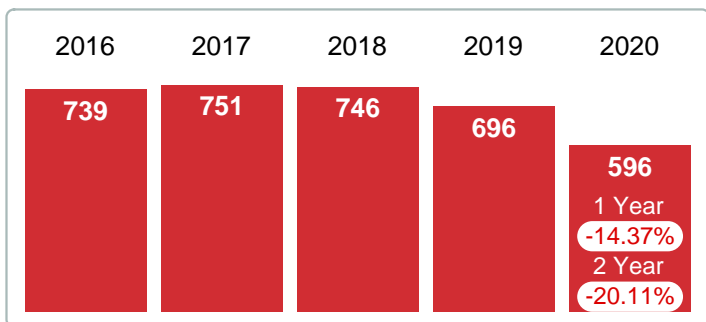
NEW LISTINGS

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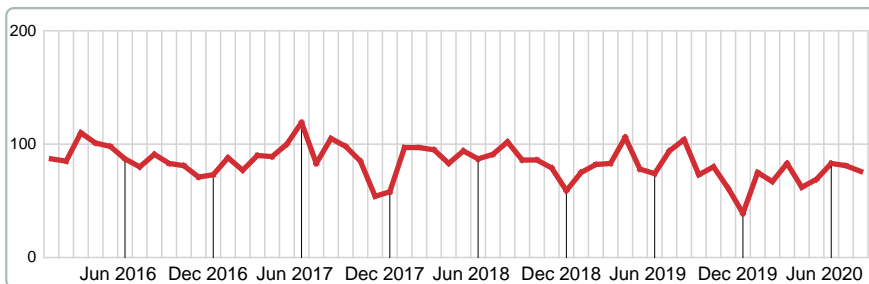
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 96

High Jun 2017 119 Low Dec 2019 39

New Listings this month at **76**
 below the 5 yr AUG average of **96**



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	9.21%	3	3	1	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$75,000	13	17.11%	3	7	3	0
\$75,001 - \$125,000	20	26.32%	5	12	3	0
\$125,001 - \$175,000	18	23.68%	1	15	2	0
\$175,001 - \$275,000	9	11.84%	1	6	2	0
\$275,001 and up	9	11.84%	0	5	4	0
Total New Listed Units	76		13	48	15	0
Total New Listed Volume	11,310,297	100%	1.07M	7.34M	2.90M	0.00B
Average New Listed Listing Price	\$157,834		\$82,669	\$152,831	\$193,313	\$0

August 2020



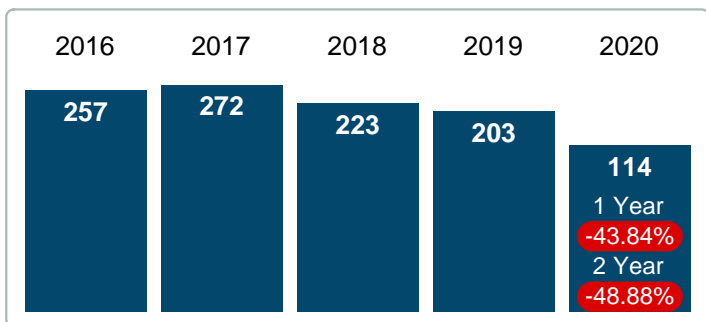
Area Delimited by County Of Muskogee - Residential Property Type



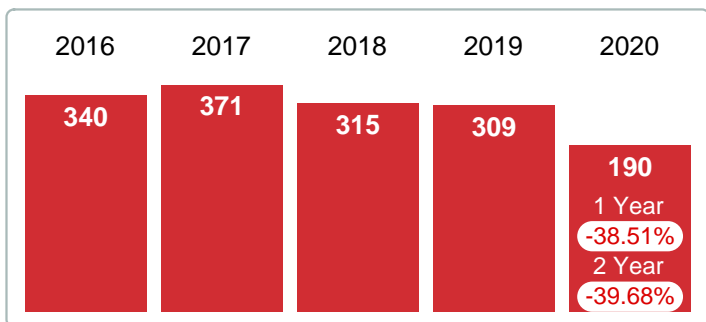
ACTIVE INVENTORY

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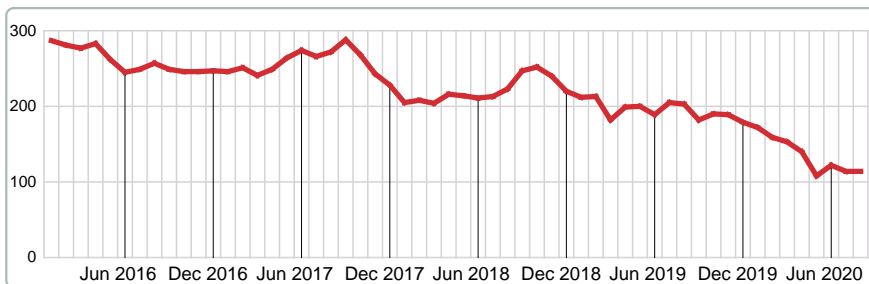
END OF AUGUST



ACTIVE DURING AUGUST

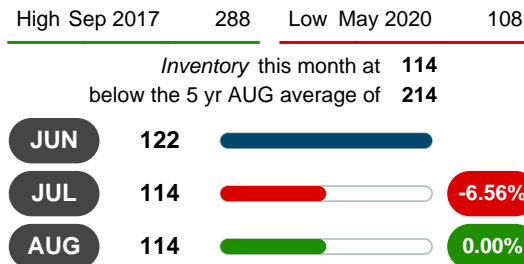


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 214



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	9.65%	57.8	5	4	2	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$75,000	16	14.04%	54.5	6	8	2	0
\$75,001 - \$150,000	45	39.47%	49.7	9	28	6	2
\$150,001 - \$275,000	15	13.16%	46.9	2	9	3	1
\$275,001 - \$400,000	12	10.53%	70.3	1	3	8	0
\$400,001 and up	15	13.16%	132.7	0	7	6	2
Total Active Inventory by Units	114			23	59	27	5
Total Active Inventory by Volume	25,604,052	100%	63.9	2.02M	14.01M	7.60M	1.97M
Average Active Inventory Listing Price	\$224,597			\$87,857	\$237,504	\$281,622	\$393,360

August 2020



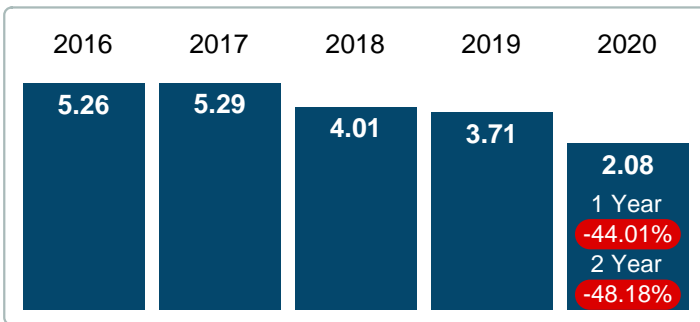
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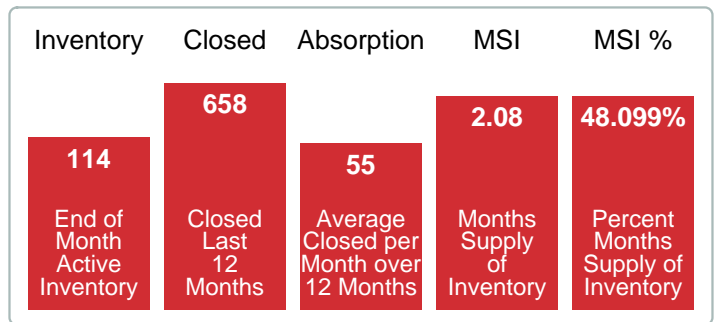
MONTHS SUPPLY of INVENTORY (MSI)

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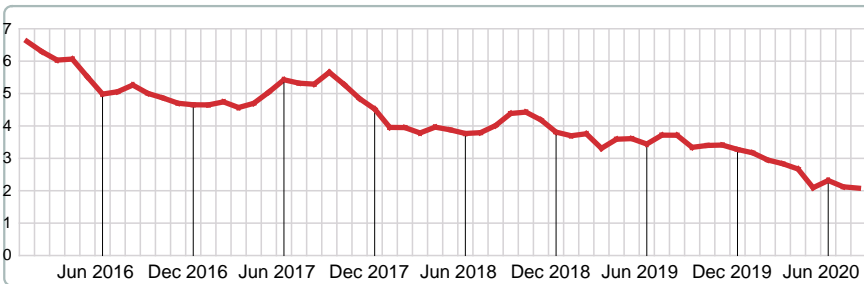
MSI FOR AUGUST



INDICATORS FOR AUGUST 2020

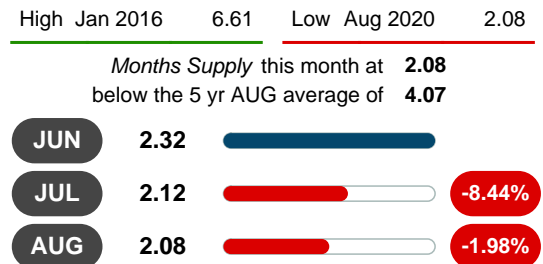


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 4.07



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
\$50,000 and less	11	9.65%	1.22	1.36	0.98	2.00	0.00
\$50,001 - \$70,000	13	11.40%	2.05	3.16	1.65	2.40	0.00
\$70,001 - \$90,000	18	15.79%	4.15	13.71	2.40	4.80	0.00
\$90,001 - \$150,000	30	26.32%	1.67	1.71	1.61	1.43	12.00
\$150,001 - \$280,000	16	14.04%	1.22	12.00	1.21	0.84	1.20
\$280,001 - \$420,000	15	13.16%	4.50	6.00	6.00	5.33	0.00
\$420,001 and up	11	9.65%	14.67	0.00	16.00	20.00	12.00
Market Supply of Inventory (MSI)			2.08	3.10	1.77	2.28	2.31
Total Active Inventory by Units		100%	2.08	23	59	27	5

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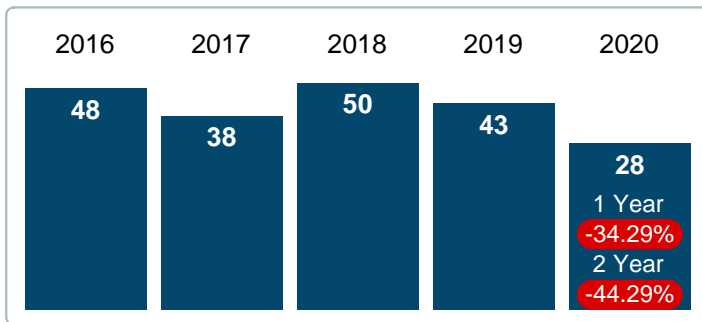
Area Delimited by County Of Muskogee - Residential Property Type



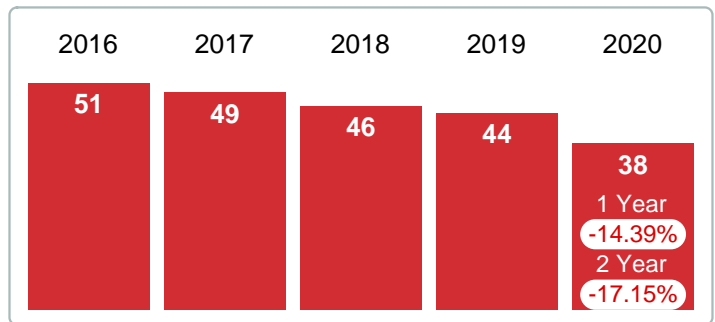
AVERAGE DAYS ON MARKET TO SALE

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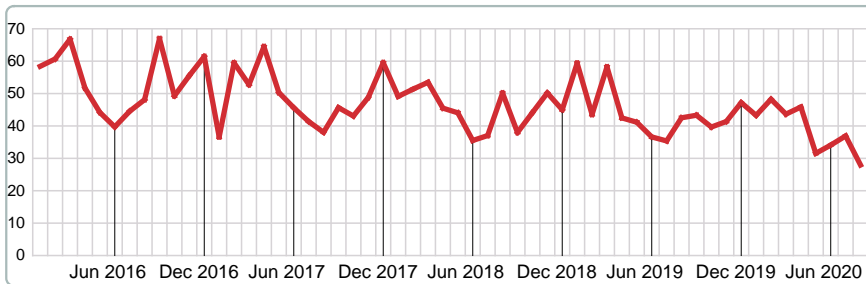
AUGUST



YEAR TO DATE (YTD)

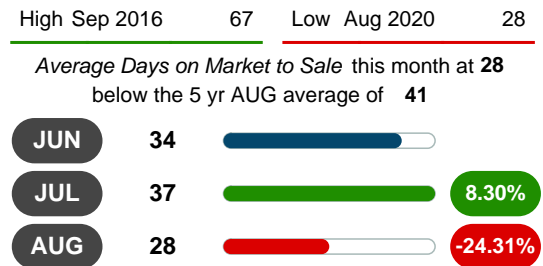


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 41



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
\$30,000 and less	7.46%	62	159	45	13	0
\$30,001 - \$60,000	10.45%	50	47	42	69	0
\$60,001 - \$100,000	17.91%	9	10	9	1	0
\$100,001 - \$150,000	23.88%	18	0	19	2	0
\$150,001 - \$180,000	14.93%	34	0	35	28	0
\$180,001 - \$290,000	14.93%	12	0	11	9	29
\$290,001 and up	10.45%	52	0	71	23	85
Average Closed DOM		28				
Total Closed Units		67				
Total Closed Volume		9,941,525				
			57	26	23	57
			4	48	13	2
			192.50K	6.70M	2.37M	684.90K

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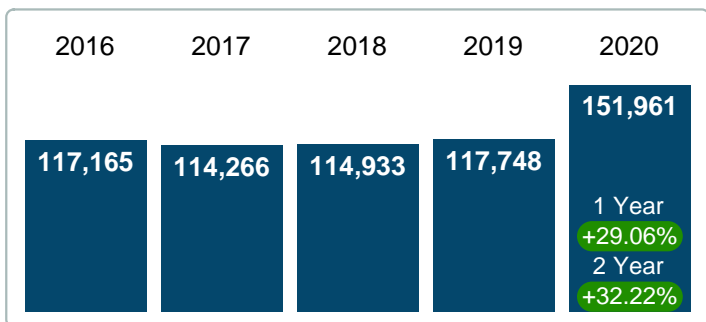
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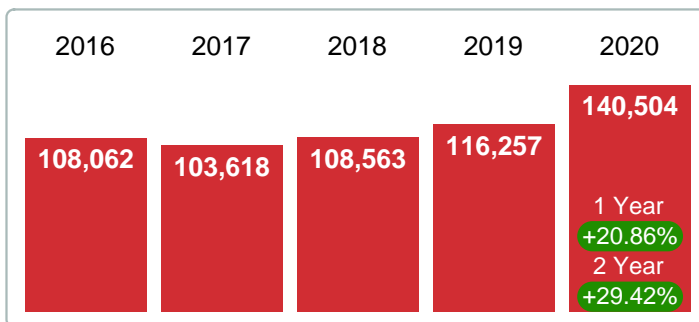
AVERAGE LIST PRICE AT CLOSING

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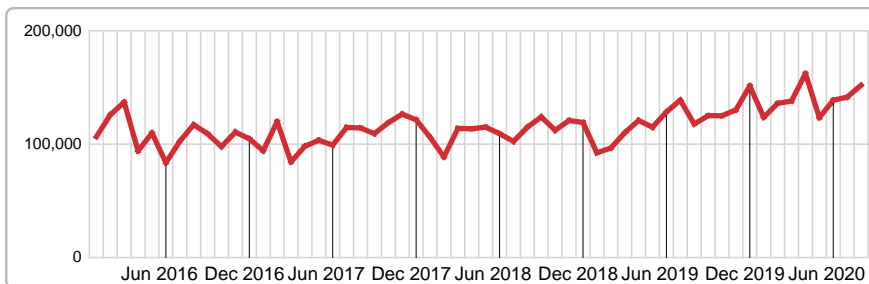
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

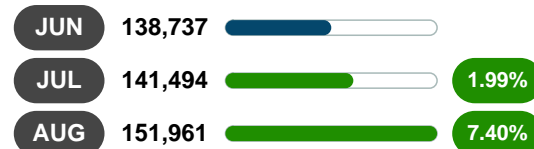


3 MONTHS

5 year AUG AVG = 123,215

High Apr 2020 162,176 Low Jun 2016 83,698

Average List Price at Closing this month at **151,961** above the 5 yr AUG average of **123,215**



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	2.99%	17,900	29,000	32,750	14,900	0
\$25,001 - \$50,000	11.94%	35,438	39,000	42,520	20,900	0
\$50,001 - \$100,000	22.39%	76,987	66,250	80,089	69,950	0
\$100,001 - \$150,000	23.88%	131,113	0	127,660	139,900	0
\$150,001 - \$175,000	10.45%	163,329	0	162,550	168,000	0
\$175,001 - \$275,000	16.42%	217,818	0	210,425	193,233	274,900
\$275,001 and up	11.94%	383,775	0	441,833	329,950	424,900
Average List Price		151,961	50,125	143,708	183,315	349,900
Total Closed Units	100%	151,961	4	48	13	2
Total Closed Volume		10,181,400	200.50K	6.90M	2.38M	699.80K

August 2020



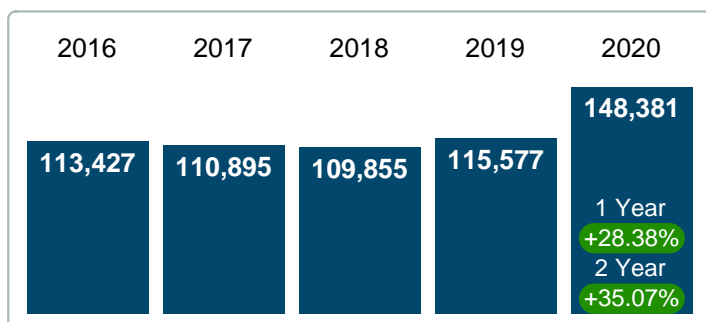
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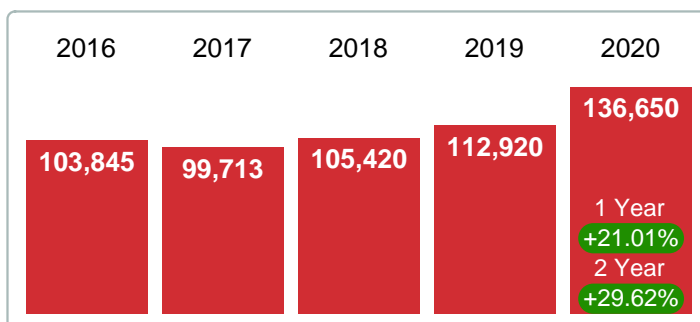
AVERAGE SOLD PRICE AT CLOSING

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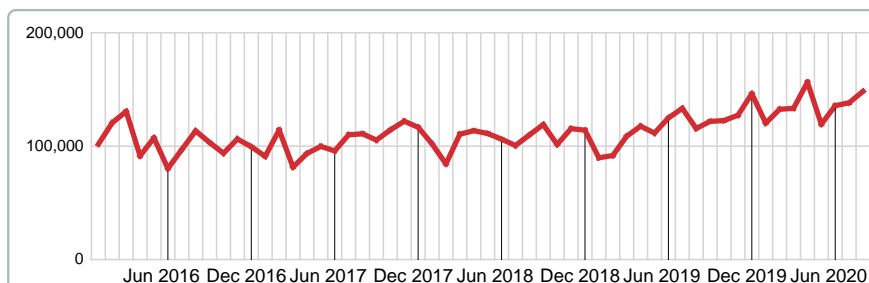
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

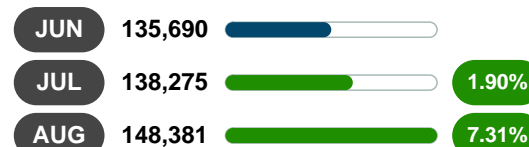


3 MONTHS

5 year AUG AVG = 119,627

High Apr 2020 156,354 Low Jun 2016 80,283

Average Sold Price at Closing this month at **148,381** above the 5 yr AUG average of **119,627**



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
\$30,000 and less	7.46%	21,800	20,000	26,333	10,000	0
\$30,001 - \$60,000	10.45%	41,310	39,000	38,502	48,080	0
\$60,001 - \$100,000	17.91%	77,979	66,750	78,250	98,000	0
\$100,001 - \$150,000	23.88%	127,241	0	126,190	143,000	0
\$150,001 - \$180,000	14.93%	165,990	0	164,000	173,950	0
\$180,001 - \$290,000	14.93%	229,986	0	224,193	226,600	274,900
\$290,001 and up	10.45%	373,143	0	403,000	331,000	410,000
Average Sold Price		148,381	48,125	139,506	182,143	342,450
Total Closed Units	100%	148,381	4	48	13	2
Total Closed Volume		9,941,525	192.50K	6.70M	2.37M	684.90K

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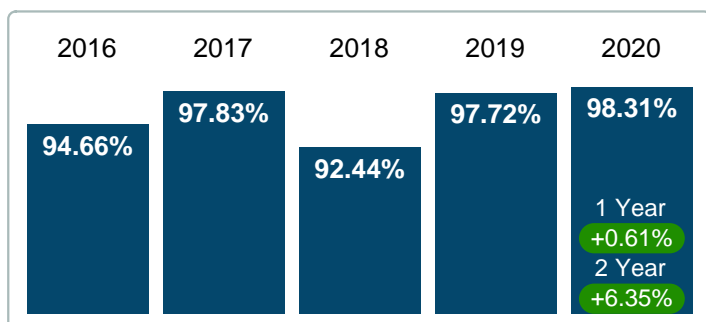
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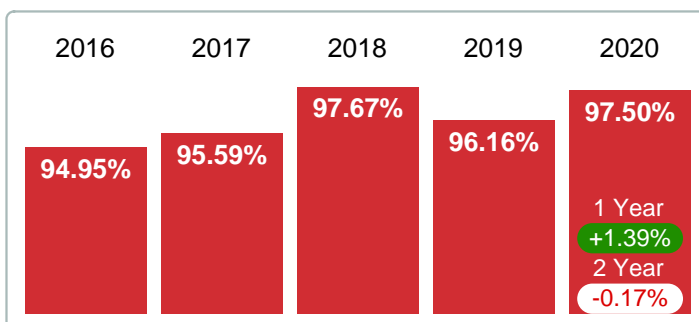
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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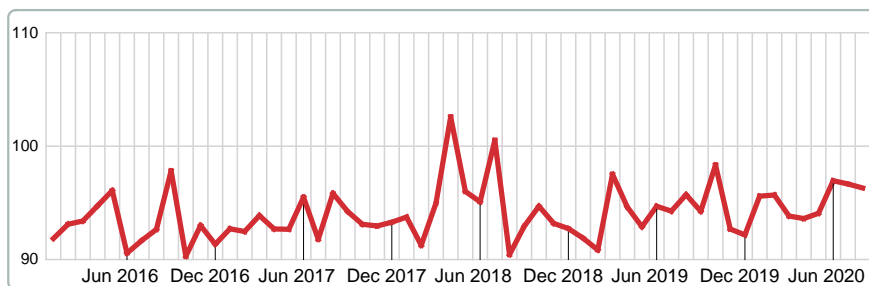
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

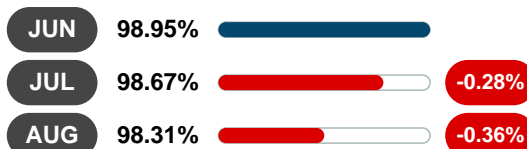


3 MONTHS

5 year AUG AVG = 96.19%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **98.31%**
above the 5 yr AUG average of **96.19%**



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
\$30,000 and less	5	7.46%	75.39%	68.97%	80.28%	67.11%	0.00%
\$30,001 - \$60,000	7	10.45%	109.75%	100.00%	86.31%	161.51%	0.00%
\$60,001 - \$100,000	12	17.91%	98.68%	100.80%	98.27%	98.10%	0.00%
\$100,001 - \$150,000	16	23.88%	99.18%	0.00%	98.98%	102.22%	0.00%
\$150,001 - \$180,000	10	14.93%	98.16%	0.00%	97.70%	100.00%	0.00%
\$180,001 - \$290,000	10	14.93%	101.87%	0.00%	103.97%	98.31%	100.00%
\$290,001 and up	7	10.45%	95.76%	0.00%	94.24%	97.03%	96.49%
Average Sold/List Ratio		98.30%		92.64%	96.74%	105.88%	98.25%
Total Closed Units		67	100%	4	48	13	2
Total Closed Volume		9,941,525		192.50K	6.70M	2.37M	684.90K

August 2020



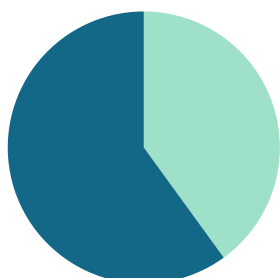
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

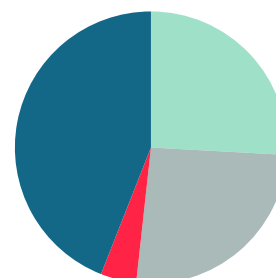


Inventory
 New Listings
76 = 40.00%
 Start Inventory
114
 Total Inventory Units
190
 Volume
\$38,891,351

Market Activity

Closed Sales
67 = 25.87%
 Pending Sales
67 = 25.87%
 Other Off Market
11 = 4.25%
 Active Inventory
114 = 44.02%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	54	67	24.07%	437	439	0.46%
Pending Sales	71	67	-5.63%	471	498	5.73%
New Listings	104	76	-26.92%	696	596	-14.37%
Average List Price	117,748	151,961	29.06%	116,257	140,504	20.86%
Average Sale Price	115,577	148,381	28.38%	112,920	136,650	21.01%
Average Percent of Selling Price to List Price	97.72%	98.31%	0.61%	96.16%	97.50%	1.39%
Average Days on Market to Sale	42.52	27.94	-34.29%	44.38	37.99	-14.39%
Monthly Inventory	203	114	-43.84%	203	114	-43.84%
Months Supply of Inventory	3.71	2.08	-44.01%	3.71	2.08	-44.01%

Absorption: Last 12 months, an Average of **55** Sales/Month

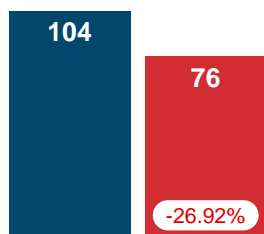
Inventory on August 31, 2020 = **114**

2019 **2020**

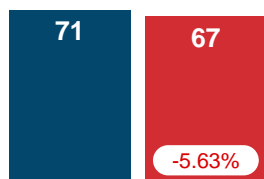
AUGUST MARKET

AVERAGE PRICES

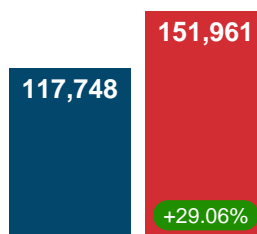
New Listings



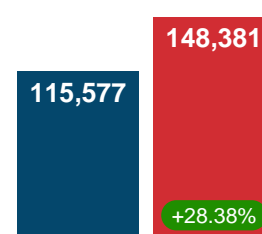
Pending Listings



List Price



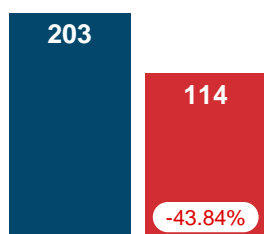
Sale Price



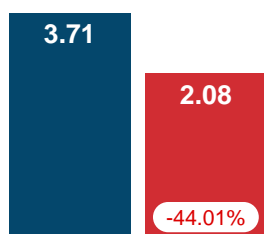
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

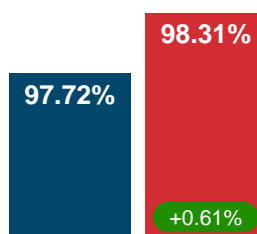
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

