

# August 2020



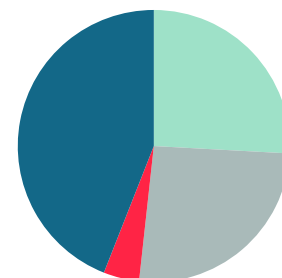
Area Delimited by County Of Muskogee - Residential Property Type



## 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%
Median List Price	113,950	135,000	18.47%
Median Sale Price	107,500	132,900	23.63%
Median Percent of Selling Price to List Price	98.91%	100.00%	1.10%
Median Days on Market to Sale	31.50	13.00	-58.73%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **23.63%** in August 2020 to \$132,900 versus the previous year at \$107,500.

#### Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 18.50 days or **58.73%** in August 2020 compared to last year's same month at **31.50** DOM.

#### Sales Success for August 2020 is Positive

Overall, with Median 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.

### 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>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median 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

# August 2020



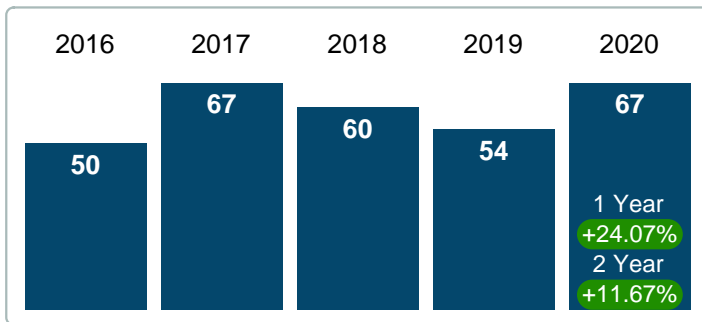
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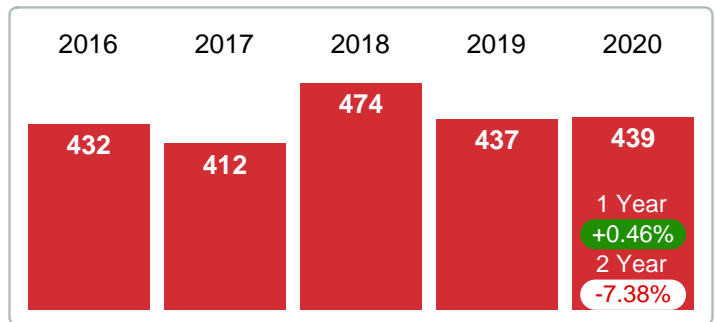
## CLOSED LISTINGS

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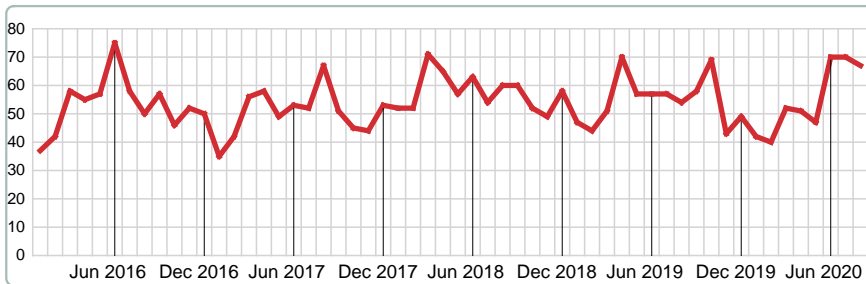
### AUGUST



### YEAR TO DATE (YTD)

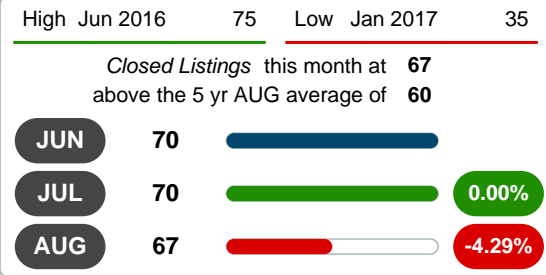


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 60



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	7.46%	44.0	1	3	1	0
\$30,001 - \$60,000	7	10.45%	47.0	1	4	2	0
\$60,001 - \$100,000	12	17.91%	6.5	2	9	1	0
\$100,001 - \$150,000	16	23.88%	8.5	0	15	1	0
\$150,001 - \$180,000	10	14.93%	25.5	0	8	2	0
\$180,001 - \$290,000	10	14.93%	8.0	0	6	3	1
\$290,001 and up	7	10.45%	35.0	0	3	3	1
<b>Total Closed Units</b>	<b>67</b>			<b>4</b>	<b>48</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>9,941,525</b>	<b>100%</b>	<b>13.0</b>	<b>192.50K</b>	<b>6.70M</b>	<b>2.37M</b>	<b>684.90K</b>
<b>Median Closed Price</b>	<b>\$132,900</b>			<b>\$51,250</b>	<b>\$127,450</b>	<b>\$179,900</b>	<b>\$342,450</b>

# August 2020



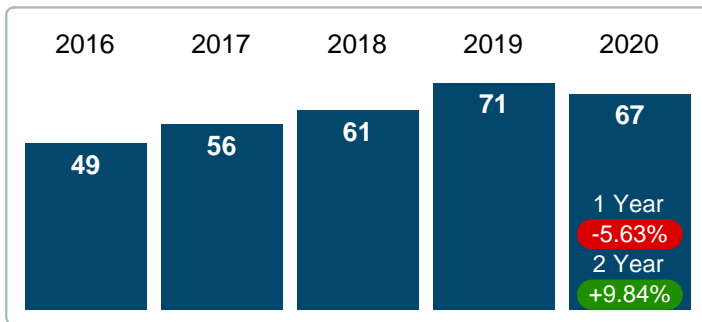
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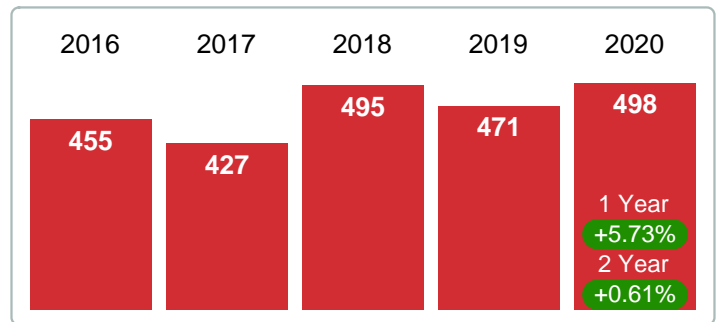
## PENDING LISTINGS

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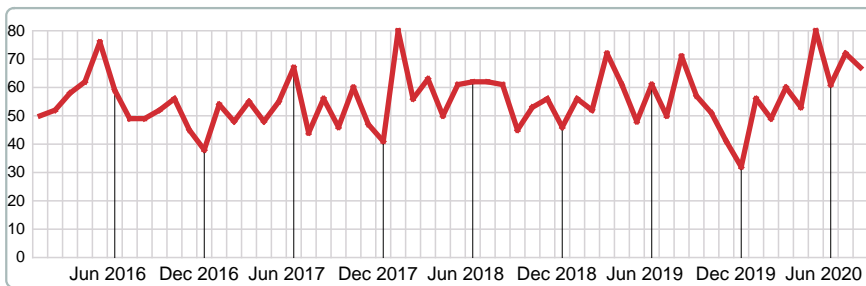
### AUGUST



### YEAR TO DATE (YTD)

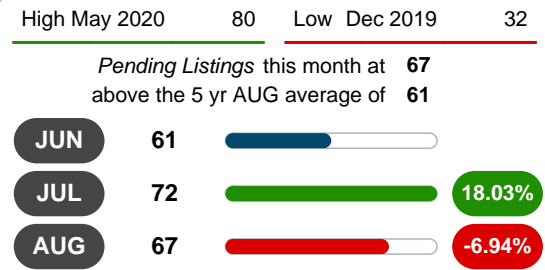


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 61



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.96%	52.0	4	2	0	0
\$40,001 - \$70,000	6	8.96%	15.0	2	3	1	0
\$70,001 - \$110,000	13	19.40%	8.0	1	9	3	0
\$110,001 - \$180,000	15	22.39%	21.0	1	12	2	0
\$180,001 - \$220,000	10	14.93%	31.0	0	6	3	1
\$220,001 - \$340,000	10	14.93%	19.5	0	6	4	0
\$340,001 and up	7	10.45%	53.0	0	3	4	0
<b>Total Pending Units</b>	<b>67</b>			<b>8</b>	<b>41</b>	<b>17</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>11,668,799</b>	<b>100%</b>	<b>18.0</b>	<b>470.30K</b>	<b>6.88M</b>	<b>4.14M</b>	<b>182.90K</b>
<b>Median Listing Price</b>	<b>\$150,000</b>			<b>\$44,000</b>	<b>\$150,000</b>	<b>\$195,000</b>	<b>\$182,900</b>

# August 2020



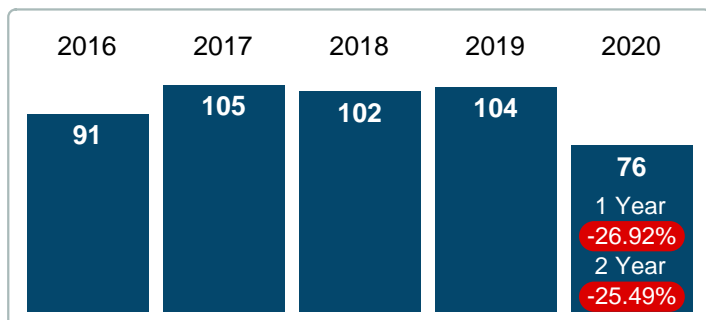
Area Delimited by County Of Muskogee - Residential Property Type



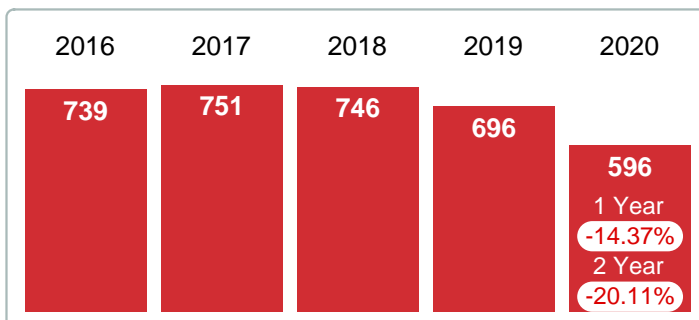
## NEW LISTINGS

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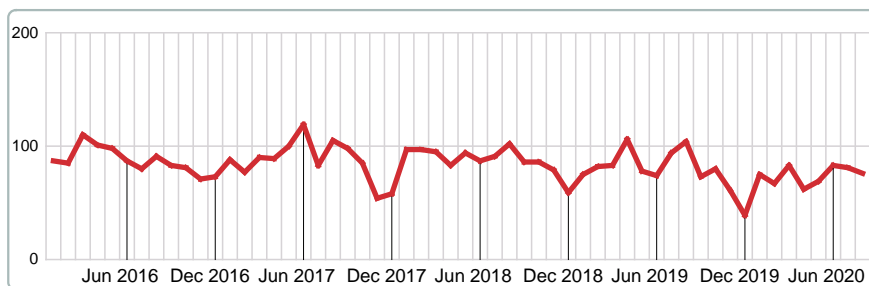
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

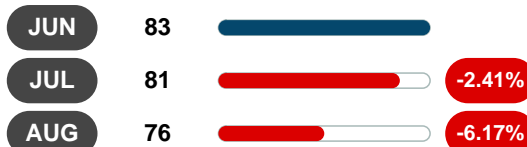


### 3 MONTHS

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		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	9.21%	3	3	1	0
\$50,001 - \$70,000	8	10.53%	3	3	2	0
\$70,001 - \$90,000	13	17.11%	4	8	1	0
\$90,001 - \$140,000	19	25.00%	1	15	3	0
\$140,001 - \$180,000	11	14.47%	1	8	2	0
\$180,001 - \$290,000	10	13.16%	1	6	3	0
\$290,001 and up	8	10.53%	0	5	3	0
<b>Total New Listed Units</b>	<b>76</b>		<b>13</b>	<b>48</b>	<b>15</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>11,310,297</b>	<b>100%</b>	<b>1.07M</b>	<b>7.34M</b>	<b>2.90M</b>	<b>0.00B</b>
<b>Median New Listed Listing Price</b>	<b>\$118,200</b>		<b>\$79,500</b>	<b>\$129,900</b>	<b>\$149,000</b>	<b>\$0</b>

# August 2020



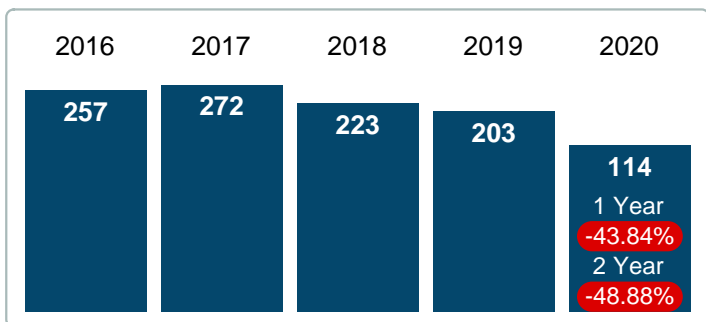
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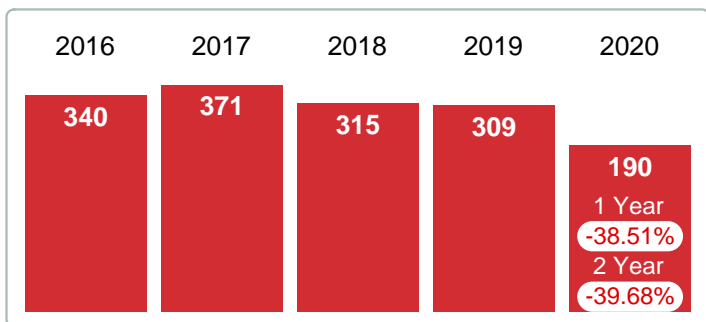
## ACTIVE INVENTORY

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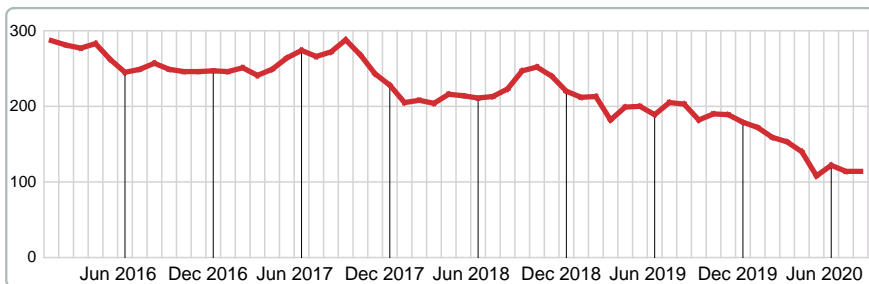
### END OF AUGUST



### ACTIVE DURING AUGUST

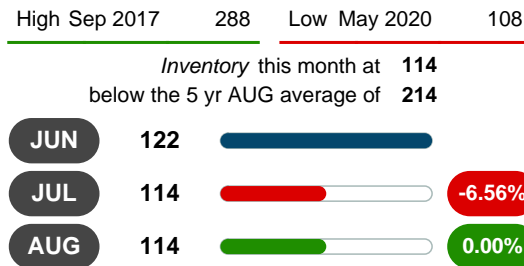


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 214



## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	11	9.65%	46.0	5	4	2	0
\$50,001 - \$70,000	13	11.40%	47.0	5	7	1	0
\$70,001 - \$90,000	18	15.79%	34.0	8	8	2	0
\$90,001 - \$150,000	30	26.32%	26.5	2	21	5	2
\$150,001 - \$280,000	16	14.04%	31.5	2	9	4	1
\$280,001 - \$420,000	15	13.16%	61.0	1	6	8	0
\$420,001 and up	11	9.65%	169.0	0	4	5	2
<b>Total Active Inventory by Units</b>	<b>114</b>			<b>23</b>	<b>59</b>	<b>27</b>	<b>5</b>
<b>Total Active Inventory by Volume</b>	<b>25,604,052</b>	<b>100%</b>	<b>43.0</b>	<b>2.02M</b>	<b>14.01M</b>	<b>7.60M</b>	<b>1.97M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$128,450</b>			<b>\$79,500</b>	<b>\$129,900</b>	<b>\$279,000</b>	<b>\$189,900</b>

# August 2020



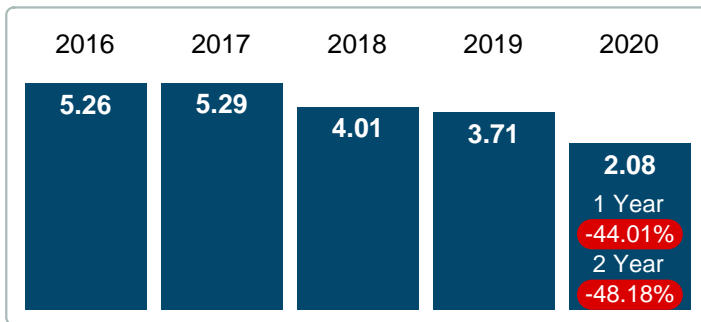
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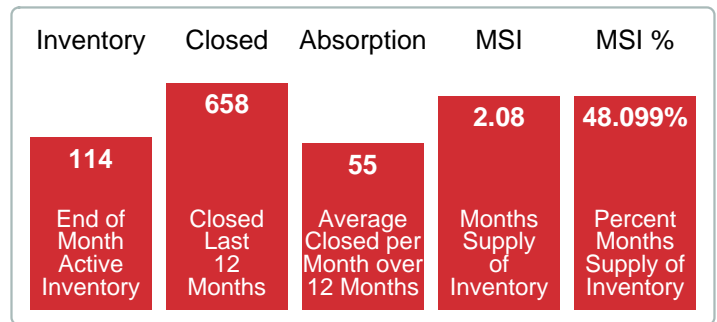
## MONTHS SUPPLY of INVENTORY (MSI)

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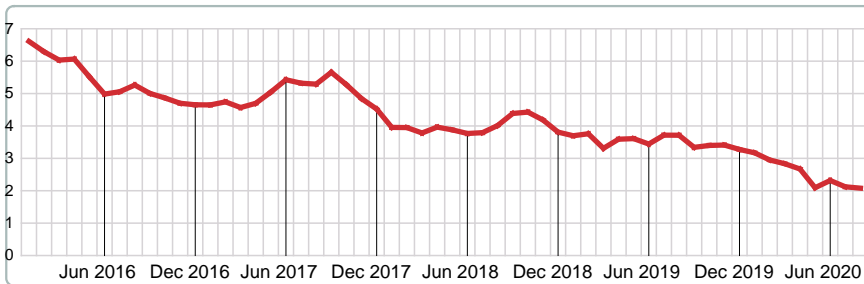
### MSI FOR AUGUST



### INDICATORS FOR AUGUST 2020

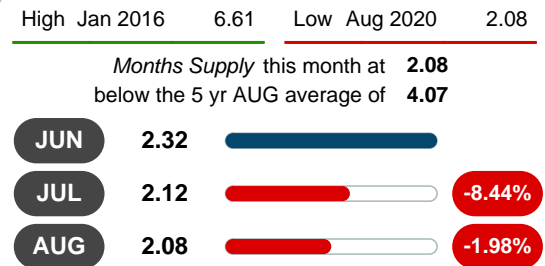


### 5 YEAR MARKET ACTIVITY TRENDS



### 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

# August 2020



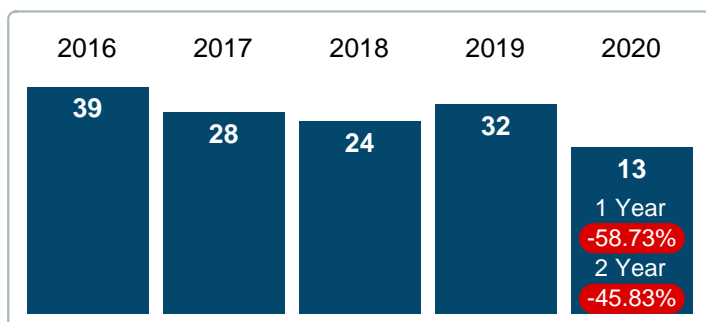
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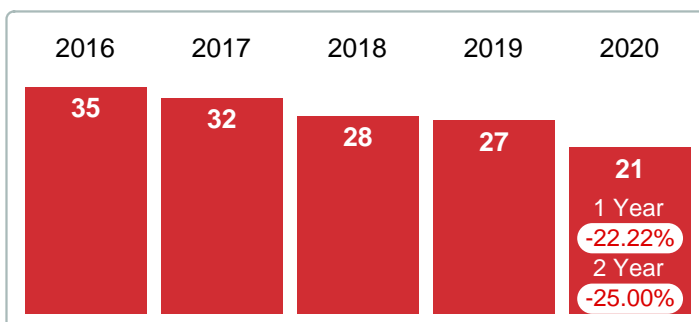
## MEDIAN DAYS ON MARKET TO SALE

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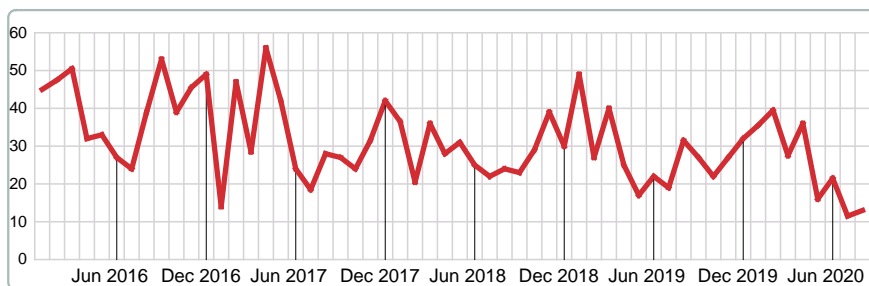
### AUGUST



### YEAR TO DATE (YTD)

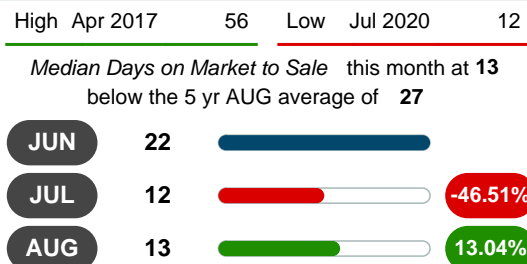


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 27



### 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	5	7.46%	44	159	44	13	0
\$30,001 - \$60,000	7	10.45%	47	47	46	69	0
\$60,001 - \$100,000	12	17.91%	7	10	7	1	0
\$100,001 - \$150,000	16	23.88%	9	0	9	2	0
\$150,001 - \$180,000	10	14.93%	26	0	26	28	0
\$180,001 - \$290,000	10	14.93%	8	0	8	4	29
\$290,001 and up	7	10.45%	35	0	48	25	85
Median Closed DOM	13			33	10	13	57
Total Closed Units	67	100%	13.0	4	48	13	2
Total Closed Volume	9,941,525			192.50K	6.70M	2.37M	684.90K

# August 2020



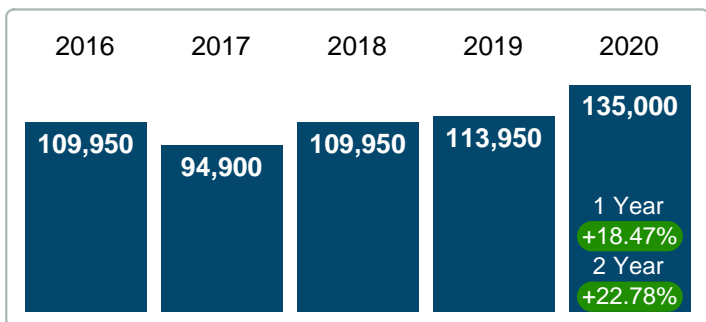
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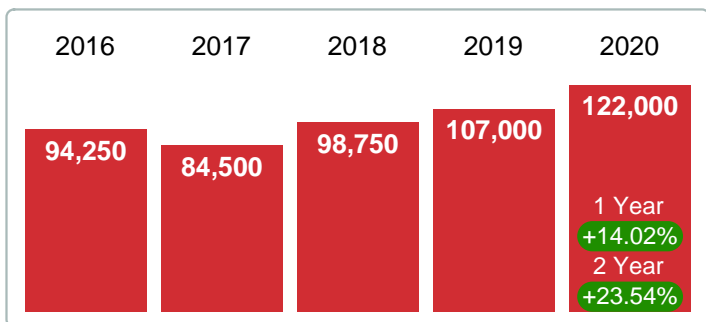
## MEDIAN LIST PRICE AT CLOSING

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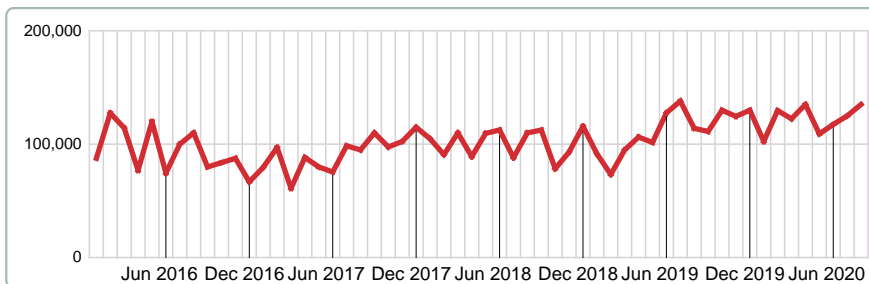
### AUGUST



### YEAR TO DATE (YTD)

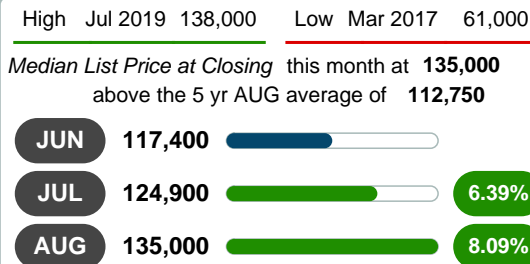


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 112,750



### 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	3	20,900	29,000	0	17,900	0
\$30,001 - \$60,000	10	39,500	39,000	38,500	40,000	0
\$60,001 - \$100,000	12	81,500	66,250	83,000	99,900	0
\$100,001 - \$150,000	16	134,950	0	134,900	139,900	0
\$150,001 - \$180,000	9	168,000	0	159,900	173,950	0
\$180,001 - \$290,000	9	223,500	0	226,250	199,900	274,900
\$290,001 and up	8	344,700	0	339,500	332,450	424,900
<b>Median List Price</b>		<b>135,000</b>	<b>50,750</b>	<b>132,400</b>	<b>179,900</b>	<b>349,900</b>
<b>Total Closed Units</b>		<b>67</b>	<b>4</b>	<b>48</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>10,181,400</b>	<b>200.50K</b>	<b>6.90M</b>	<b>2.38M</b>	<b>699.80K</b>



# August 2020



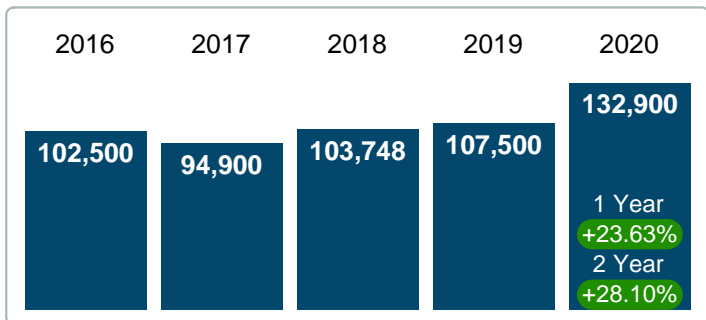
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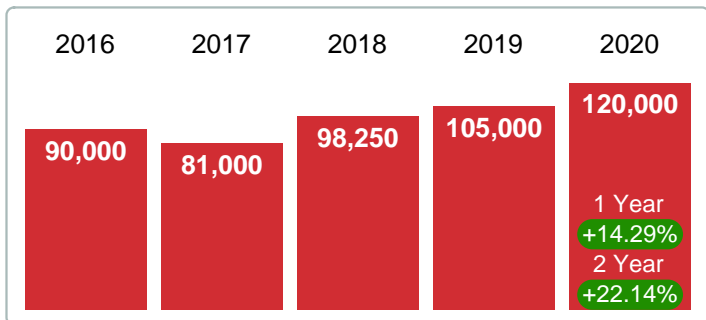
## MEDIAN SOLD PRICE AT CLOSING

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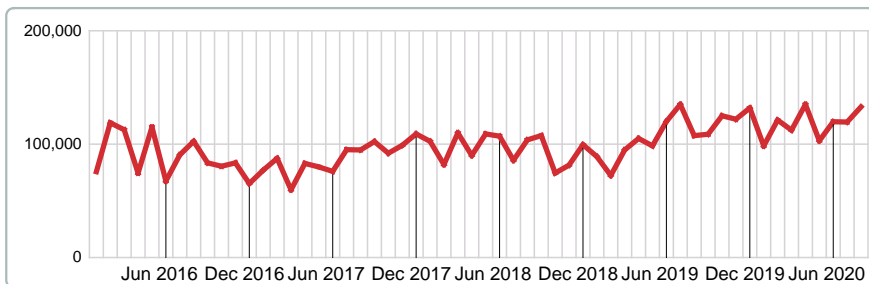
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

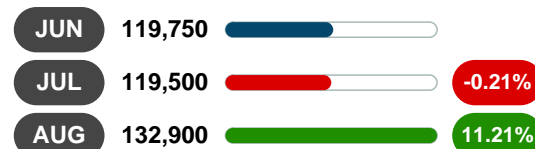


### 3 MONTHS

5 year AUG AVG = 108,310

High Apr 2020 135,000 Low Mar 2017 59,750

Median Sold Price at Closing this month at **132,900** above the 5 yr AUG average of **108,310**



### 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	7.46%	25,000	20,000	25,000	10,000	0
\$30,001 - \$60,000	10.45%	38,500	39,000	38,000	48,080	0
\$60,001 - \$100,000	17.91%	75,700	66,750	76,100	98,000	0
\$100,001 - \$150,000	23.88%	127,450	0	124,900	143,000	0
\$150,001 - \$180,000	14.93%	164,000	0	159,500	173,950	0
\$180,001 - \$290,000	14.93%	226,750	0	226,750	199,900	274,900
\$290,001 and up	10.45%	337,000	0	337,000	336,000	410,000
<b>Median Sold Price</b>		<b>132,900</b>	<b>51,250</b>	<b>127,450</b>	<b>179,900</b>	<b>342,450</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>132,900</b>	<b>4</b>	<b>48</b>	<b>13</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>9,941,525</b>	<b>192.50K</b>	<b>6.70M</b>	<b>2.37M</b>	<b>684.90K</b>

# August 2020



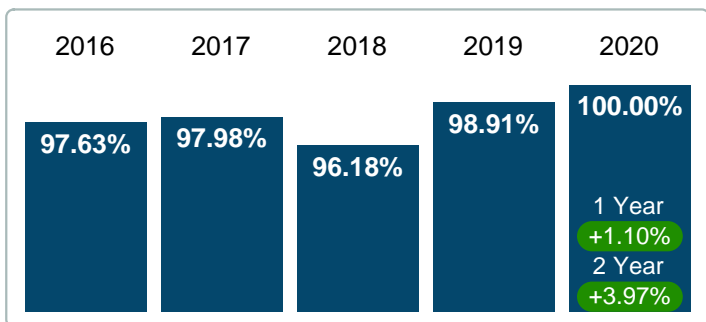
Area Delimited by County Of Muskogee - Residential Property Type



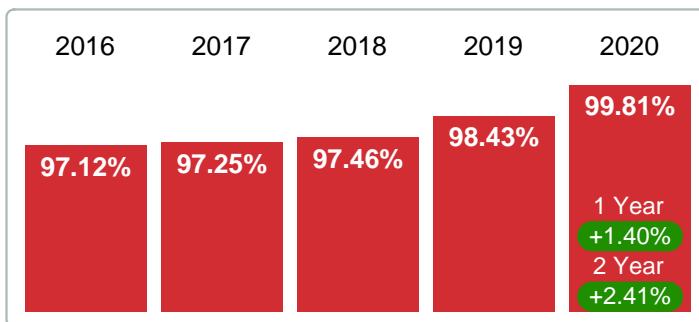
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 98.14%

High Aug 2020 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **100.00%**  
above the 5 yr AUG average of **98.14%**

JUN 100.00%  
JUL 100.00%  
AUG 100.00%

0.00%  
0.00%

### 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	5	7.46%	73.10%	68.97%	79.87%	67.11%	0.00%
\$30,001 - \$60,000	7	10.45%	94.83%	100.00%	89.50%	161.51%	0.00%
\$60,001 - \$100,000	12	17.91%	100.00%	100.80%	100.00%	98.10%	0.00%
\$100,001 - \$150,000	16	23.88%	100.00%	0.00%	100.00%	102.22%	0.00%
\$150,001 - \$180,000	10	14.93%	100.00%	0.00%	98.41%	100.00%	0.00%
\$180,001 - \$290,000	10	14.93%	100.00%	0.00%	100.22%	100.00%	100.00%
\$290,001 and up	7	10.45%	97.74%	0.00%	99.26%	97.74%	96.49%
Median Sold/List Ratio		100.00%		100.00%	99.25%	100.00%	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



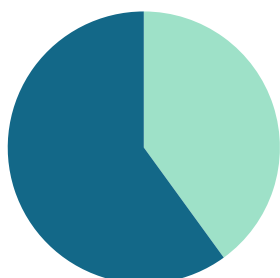
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

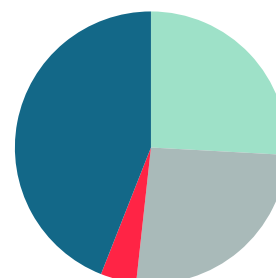


**Inventory**  
 New Listings  
**76 = 40.00%**  
 Start Inventory  
**114**  
 Total Inventory Units  
**190**  
 Volume  
**\$38,891,351**

### 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%
Median List Price	113,950	135,000	18.47%	107,000	122,000	14.02%
Median Sale Price	107,500	132,900	23.63%	105,000	120,000	14.29%
Median Percent of Selling Price to List Price	98.91%	100.00%	1.10%	98.43%	99.81%	1.40%
Median Days on Market to Sale	31.50	13.00	-58.73%	27.00	21.00	-22.22%
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

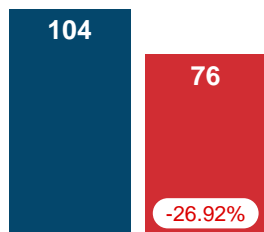
**Inventory** on August 31, 2020 = **114**

**2019** **2020**

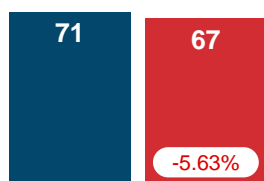
### AUGUST MARKET

### MEDIAN PRICES

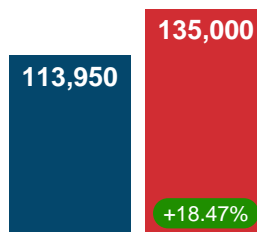
#### New Listings



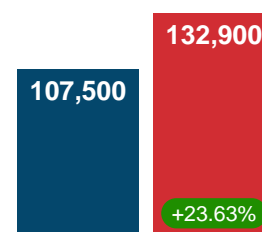
#### Pending Listings



#### List Price



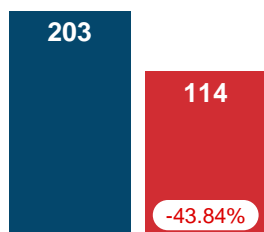
#### Sale Price



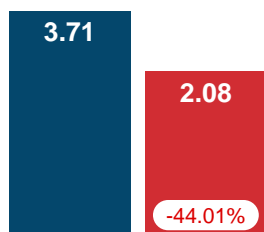
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

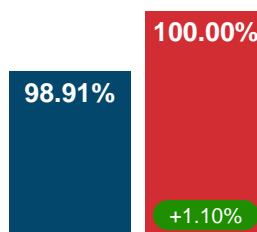
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

