

December 2020



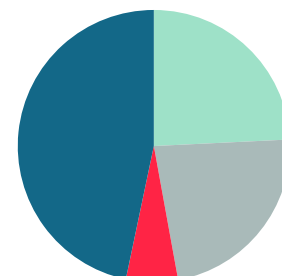
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 01, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2019	2020	+/-%
Closed Listings	49	55	12.24%
Pending Listings	32	52	62.50%
New Listings	39	49	25.64%
Average List Price	151,337	164,025	8.38%
Average Sale Price	146,208	160,011	9.44%
Average Percent of Selling Price to List Price	94.18%	95.58%	1.49%
Average Days on Market to Sale	47.18	30.53	-35.30%
End of Month Inventory	179	106	-40.78%
Months Supply of Inventory	3.27	1.90	-41.93%



■ Closed (24.23%)
■ Pending (22.91%)
■ Other OffMarket (6.17%)
■ Active (46.70%)

Absorption: Last 12 months, an Average of **56** Sales/Month
Active Inventory as of December 31, 2020 = **106**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2020 decreased **40.78%** to 106 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **1.90** 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 **9.44%** in December 2020 to \$160,011 versus the previous year at \$146,208.

Average Days on Market Shortens

The average number of **30.53** days that homes spent on the market before selling decreased by 16.66 days or **35.30%** in December 2020 compared to last year's same month at **47.18** DOM.

Sales Success for December 2020 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 49 New Listings in December 2020, up **25.64%** from last year at 39. Furthermore, there were 55 Closed Listings this month versus last year at 49, a **12.24%** increase.

Closed versus Listed trends yielded a **112.2%** ratio, down from previous year's, December 2019, at **125.6%**, a **10.66%** downswing. 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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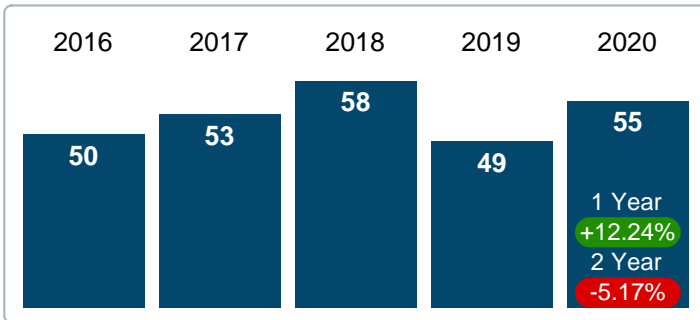
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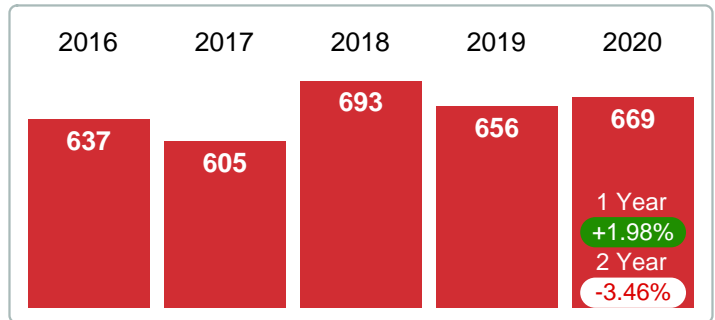
CLOSED LISTINGS

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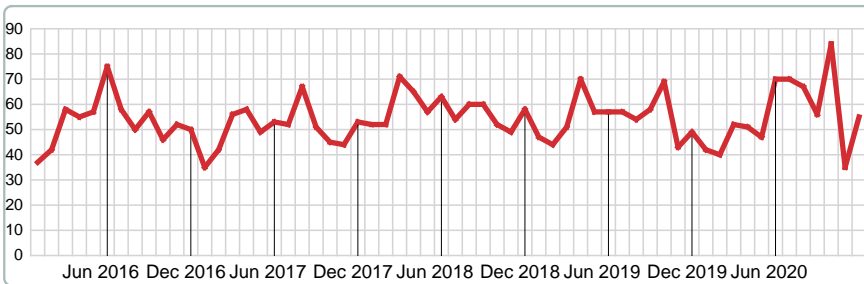
DECEMBER



YEAR TO DATE (YTD)

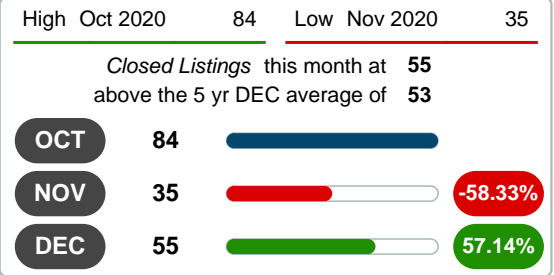


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 53



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	3	5.45%	70.0	1	1	1	0
\$25,001 - \$75,000	7	12.73%	36.3	4	2	0	1
\$75,001 - \$100,000	8	14.55%	42.6	1	7	0	0
\$100,001 - \$150,000	12	21.82%	34.1	2	8	1	1
\$150,001 - \$200,000	11	20.00%	12.5	0	9	1	1
\$200,001 - \$275,000	7	12.73%	9.3	0	2	4	1
\$275,001 and up	7	12.73%	37.6	0	4	2	1
Total Closed Units	55			8	33	9	5
Total Closed Volume	8,800,600	100%	30.5	549.90K	5.25M	2.10M	901.40K
Average Closed Price	\$160,011			\$68,738	\$159,191	\$232,889	\$180,280

December 2020



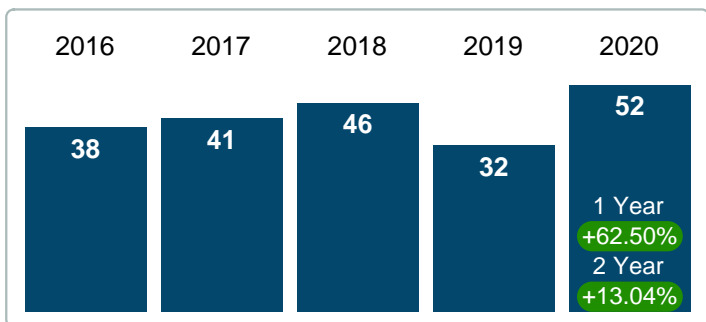
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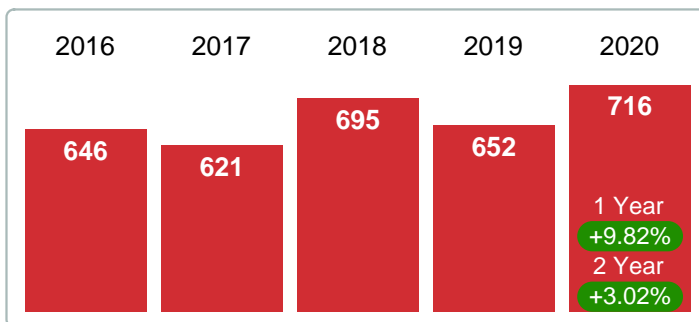
PENDING LISTINGS

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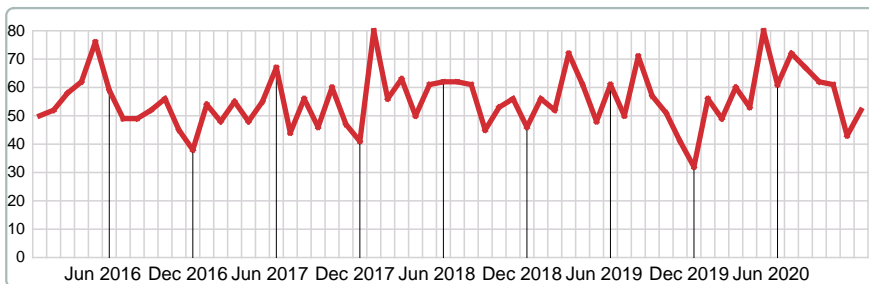
DECEMBER



YEAR TO DATE (YTD)

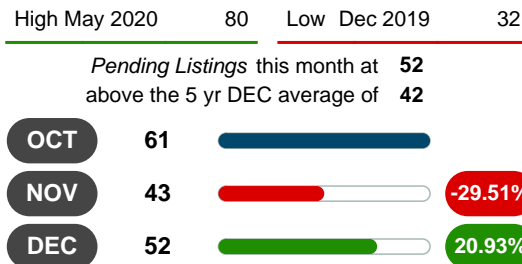


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 42



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	1.92%	10.0	1	0	0	0
\$25,001 - \$50,000	6	11.54%	27.7	3	3	0	0
\$50,001 - \$100,000	12	23.08%	43.1	2	8	2	0
\$100,001 - \$175,000	13	25.00%	16.1	0	11	2	0
\$175,001 - \$250,000	7	13.46%	35.9	0	4	3	0
\$250,001 - \$275,000	4	7.69%	22.5	0	1	3	0
\$275,001 and up	9	17.31%	56.8	1	4	4	0
Total Pending Units	52			7	31	14	0
Total Pending Volume	8,501,900	100%	34.4	562.30K	4.79M	3.15M	0.00B
Average Listing Price	\$161,606			\$80,329	\$154,645	\$224,686	\$0

December 2020



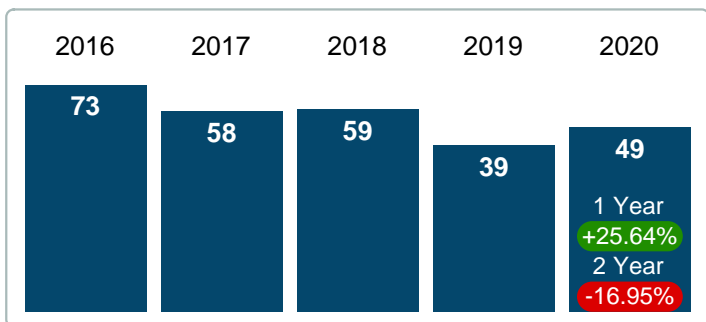
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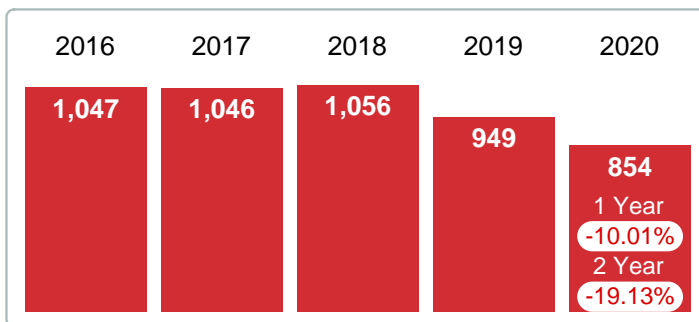
NEW LISTINGS

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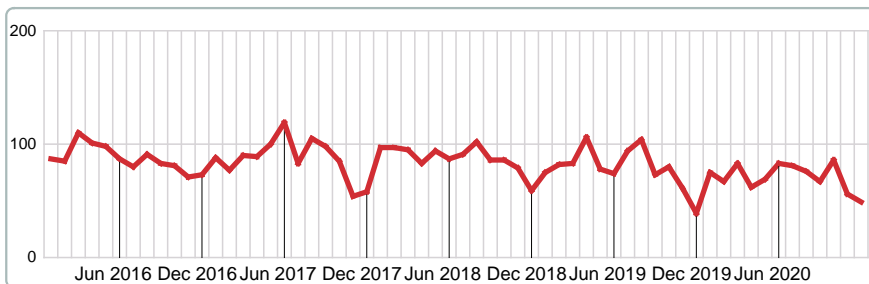
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 56

High Jun 2017 119 Low Dec 2019 39

New Listings this month at 49
below the 5 yr DEC average of 56



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	3	6.12%	1	2	0	0
\$25,001 - \$50,000	8	16.33%	2	5	1	0
\$50,001 - \$75,000	3	6.12%	1	2	0	0
\$75,001 - \$125,000	11	22.45%	1	8	2	0
\$125,001 - \$150,000	8	16.33%	0	6	1	1
\$150,001 - \$275,000	10	20.41%	0	7	3	0
\$275,001 and up	6	12.24%	0	5	1	0
Total New Listed Units	49		5	35	8	1
Total New Listed Volume	9,219,632	100%	226.90K	7.37M	1.48M	150.00K
Average New Listed Listing Price	\$213,268		\$45,380	\$210,458	\$184,588	\$150,000

December 2020



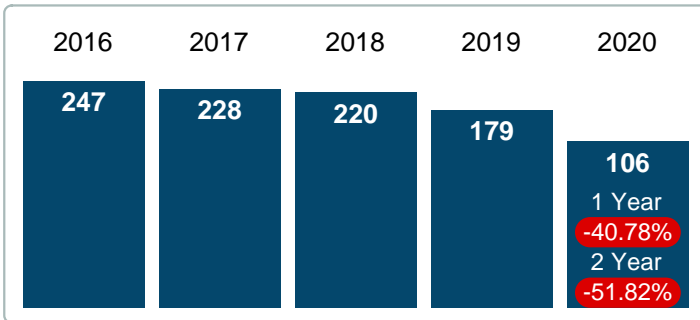
Area Delimited by County Of Muskogee - Residential Property Type



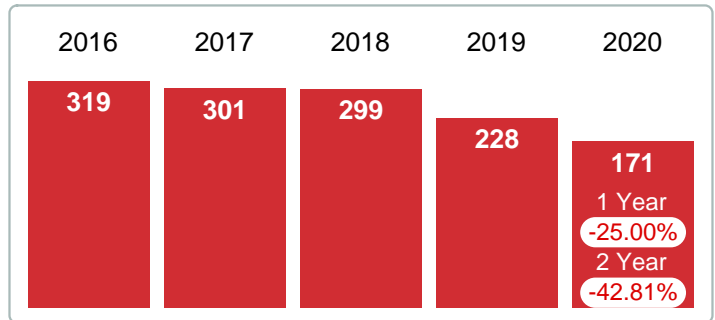
ACTIVE INVENTORY

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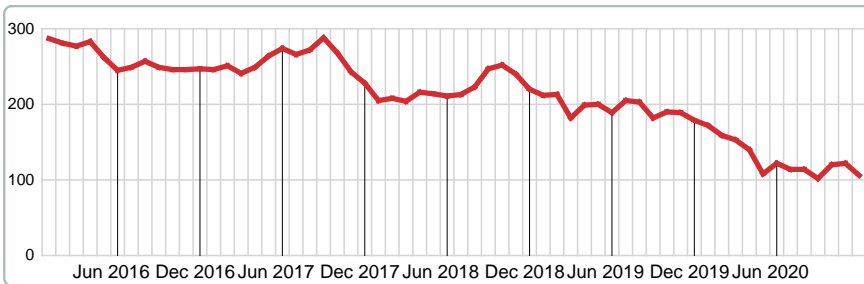
END OF DECEMBER



ACTIVE DURING DECEMBER

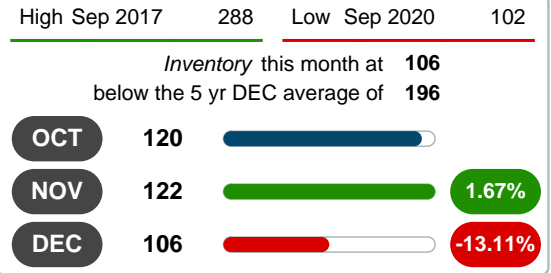


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 196



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	5.66%	66.3	0	3	3	0
\$25,001 - \$50,000	14	13.21%	71.6	2	11	1	0
\$50,001 - \$75,000	18	16.98%	64.2	8	8	2	0
\$75,001 - \$150,000	29	27.36%	67.7	5	16	7	1
\$150,001 - \$225,000	14	13.21%	72.1	2	8	4	0
\$225,001 - \$325,000	14	13.21%	51.4	1	7	6	0
\$325,001 and up	11	10.38%	100.8	0	3	6	2
Total Active Inventory by Units	106			18	56	29	3
Total Active Inventory by Volume	18,825,390	100%	69.4	1.72M	9.59M	6.11M	1.40M
Average Active Inventory Listing Price	\$177,598			\$95,694	\$171,269	\$210,759	\$466,600

December 2020



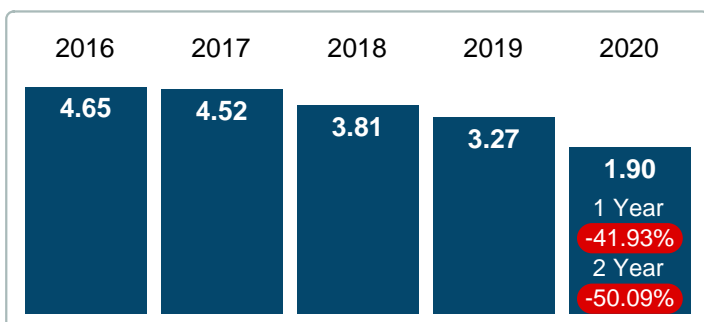
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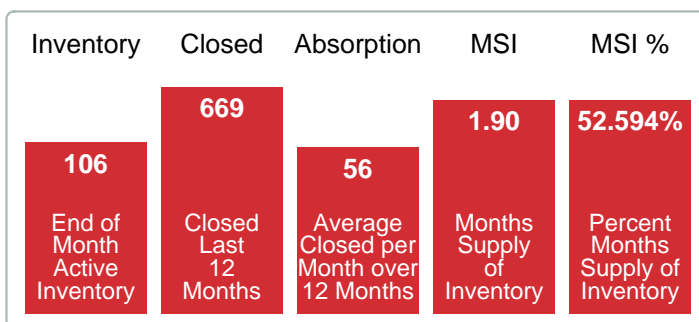
MONTHS SUPPLY of INVENTORY (MSI)

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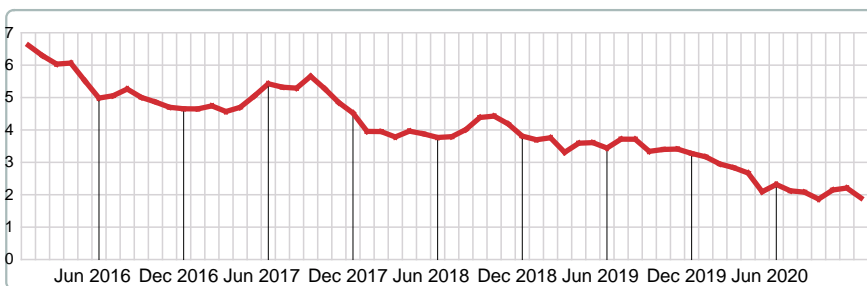
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2020



5 YEAR MARKET ACTIVITY TRENDS

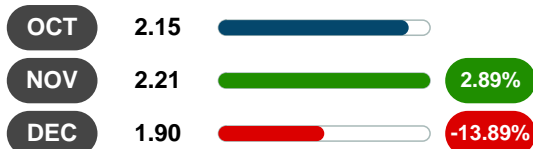


3 MONTHS

5 year DEC AVG = 3.63

High Jan 2016 6.61 Low Sep 2020 1.87

Months Supply this month at 1.90
below the 5 yr DEC average of 3.63



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	10	9.43%	2.67	0.96	3.53	12.00	0.00
\$30,001 - \$50,000	10	9.43%	2.35	0.00	5.14	2.40	0.00
\$50,001 - \$80,000	19	17.92%	2.43	4.00	1.86	2.00	0.00
\$80,001 - \$150,000	28	26.42%	1.45	3.53	1.02	2.47	4.00
\$150,001 - \$240,000	15	14.15%	1.14	12.00	0.89	1.40	0.00
\$240,001 - \$320,000	13	12.26%	2.94	6.00	4.42	2.22	0.00
\$320,001 and up	11	10.38%	3.57	0.00	2.57	5.54	3.00
Market Supply of Inventory (MSI)			1.90	2.30	1.62	2.54	1.50
Total Active Inventory by Units		100%	106	18	56	29	3

December 2020



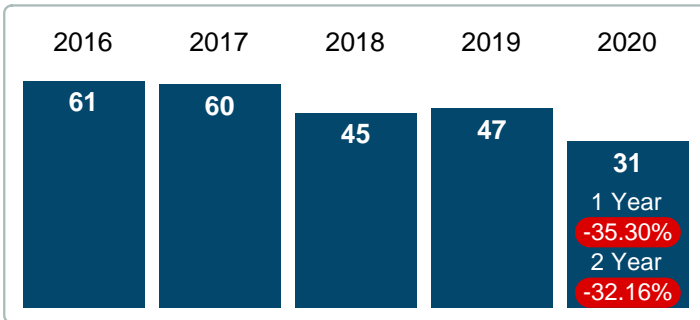
Area Delimited by County Of Muskogee - Residential Property Type



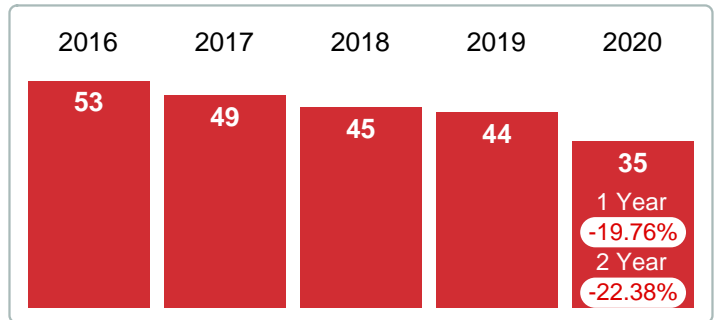
AVERAGE DAYS ON MARKET TO SALE

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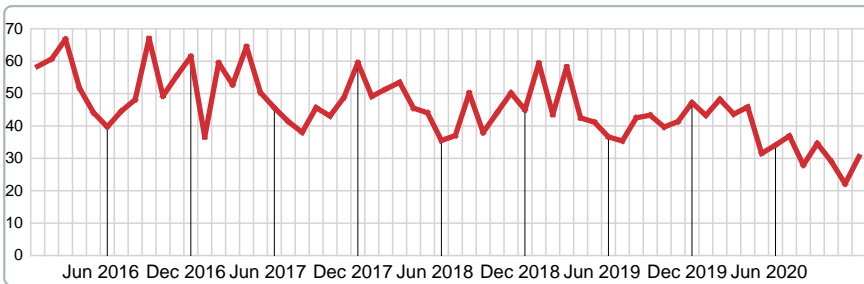
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 49

High Sep 2016 67 Low Nov 2020 22

Average Days on Market to Sale this month at 31 below the 5 yr DEC average of 49



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	3	5.45%	70	6	110	94	0
\$25,001 - \$75,000	7	12.73%	36	29	43	0	54
\$75,001 - \$100,000	8	14.55%	43	6	48	0	0
\$100,001 - \$150,000	12	21.82%	34	52	24	10	100
\$150,001 - \$200,000	11	20.00%	12	0	7	6	65
\$200,001 - \$275,000	7	12.73%	9	0	3	14	3
\$275,001 and up	7	12.73%	38	0	39	52	3
Average Closed DOM	31			29	29	30	45
Total Closed Units	55	100%	31	8	33	9	5
Total Closed Volume	8,800,600			549.90K	5.25M	2.10M	901.40K

December 2020



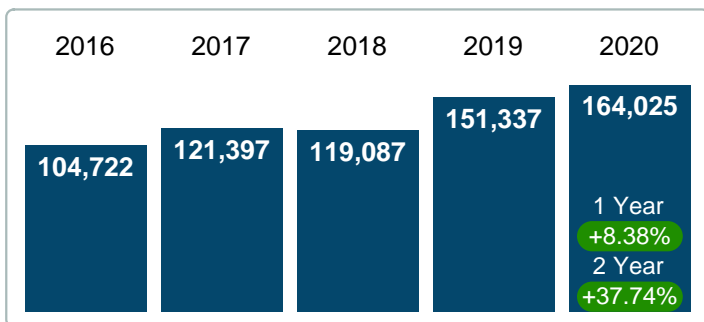
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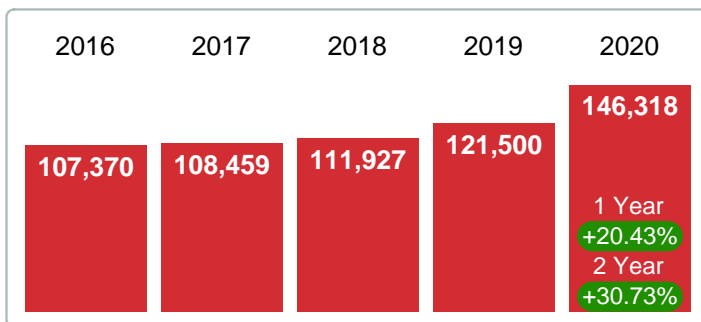
AVERAGE LIST PRICE AT CLOSING

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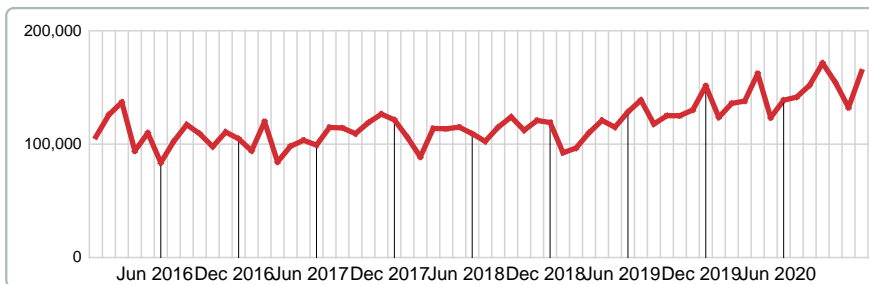
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

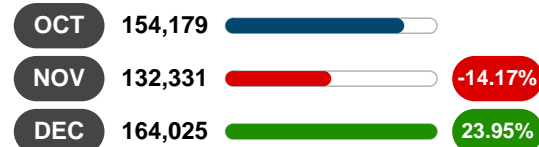


3 MONTHS

5 year DEC AVG = 132,114

High Sep 2020 171,454 Low Jun 2016 83,698

Average List Price at Closing this month at **164,025** above the 5 yr DEC average of **132,114**



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	1	1.82%	20,000	29,500	20,000	40,000	0
\$25,001 - \$75,000	10	18.18%	55,130	49,975	74,500	0	57,900
\$75,001 - \$100,000	7	12.73%	95,471	99,000	92,043	0	0
\$100,001 - \$150,000	11	20.00%	135,091	133,450	138,273	129,900	150,000
\$150,001 - \$200,000	13	23.64%	174,891	0	173,744	195,000	154,900
\$200,001 - \$275,000	5	9.09%	233,540	0	207,450	261,425	199,999
\$275,001 and up	8	14.55%	356,812	0	361,200	389,950	329,900
Average List Price			164,025	74,413	161,906	243,389	178,540
Total Closed Units		100%	164,025	8	33	9	5
Total Closed Volume			9,021,381	595.30K	5.34M	2.19M	892.70K

December 2020



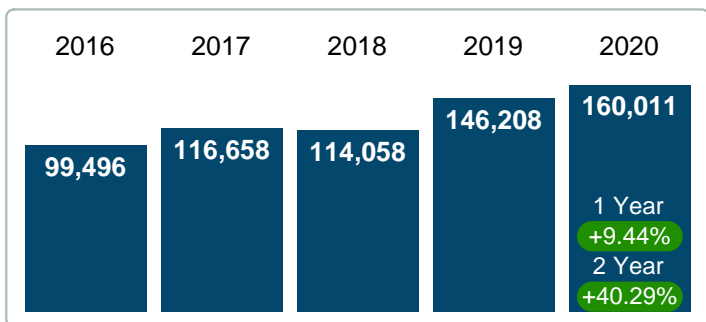
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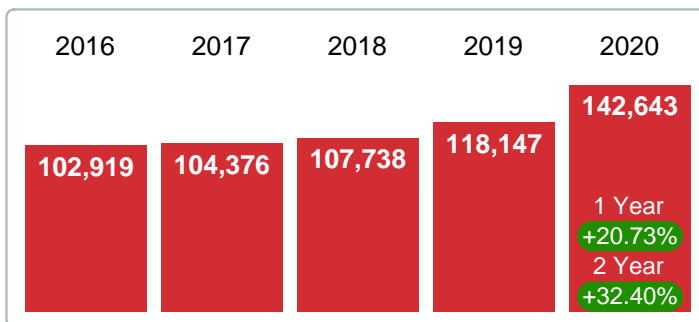
AVERAGE SOLD PRICE AT CLOSING

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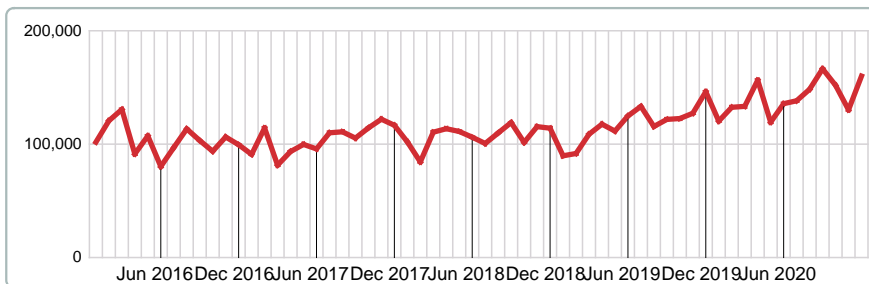
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

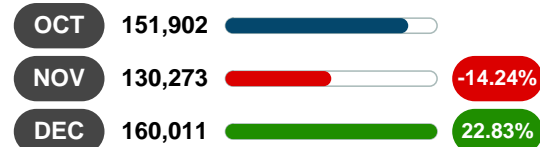


3 MONTHS

5 year DEC AVG = 127,286

High Sep 2020 166,413 Low Jun 2016 80,283

Average Sold Price at Closing this month at **160,011** above the 5 yr DEC average of **127,286**



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	3	5.45%	20,000	20,000	16,000	24,000	0
\$25,001 - \$75,000	7	12.73%	52,000	45,000	69,500	0	45,000
\$75,001 - \$100,000	8	14.55%	88,675	85,000	89,200	0	0
\$100,001 - \$150,000	12	21.82%	134,808	132,450	134,725	125,000	150,000
\$150,001 - \$200,000	11	20.00%	173,927	0	173,144	200,000	154,900
\$200,001 - \$275,000	7	12.73%	232,486	0	209,950	246,875	220,000
\$275,001 and up	7	12.73%	358,414	0	354,475	379,750	331,500
Average Sold Price			160,011	68,738	159,191	232,889	180,280
Total Closed Units		100%	160,011	8	33	9	5
Total Closed Volume			8,800,600	549.90K	5.25M	2.10M	901.40K

December 2020



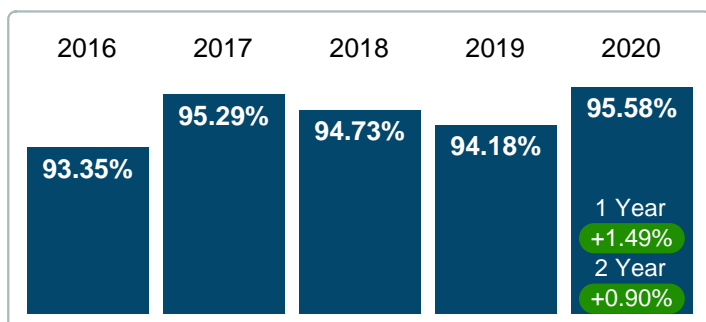
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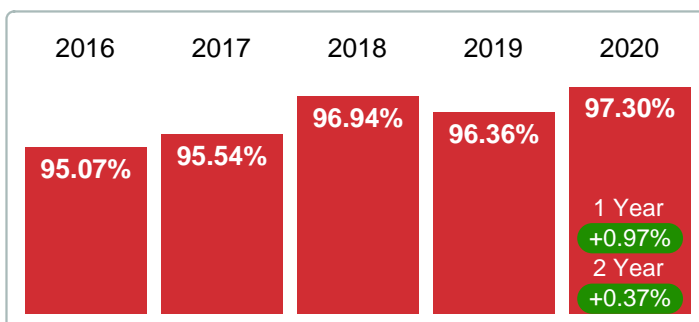
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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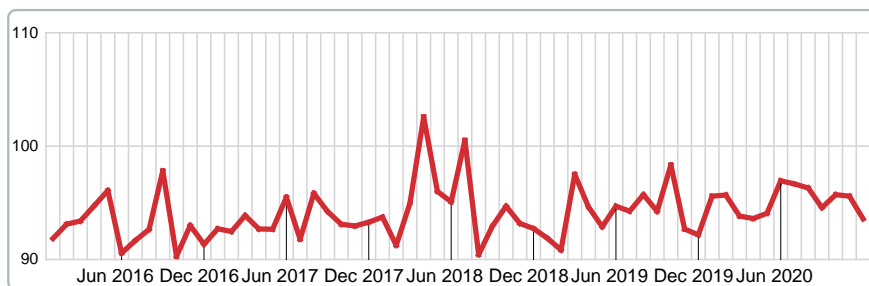
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

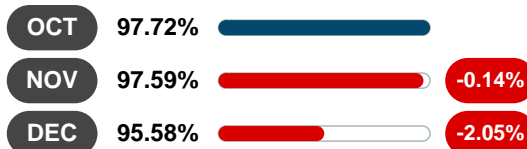


3 MONTHS

5 year DEC AVG = 94.63%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **95.58%**
above the 5 yr DEC average of **94.63%**



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	3	5.45%	69.27%	67.80%	80.00%	60.00%	0.00%	
\$25,001 - \$75,000	7	12.73%	89.44%	90.47%	93.24%	0.00%	77.72%	
\$75,001 - \$100,000	8	14.55%	95.79%	85.86%	97.21%	0.00%	0.00%	
\$100,001 - \$150,000	12	21.82%	97.94%	99.51%	97.51%	96.23%	100.00%	
\$150,001 - \$200,000	11	20.00%	100.12%	0.00%	99.86%	102.56%	100.00%	
\$200,001 - \$275,000	7	12.73%	98.92%	0.00%	101.25%	94.99%	110.00%	
\$275,001 and up	7	12.73%	98.25%	0.00%	97.91%	97.80%	100.48%	
Average Sold/List Ratio		95.60%		89.32%	97.57%	92.71%	97.64%	
Total Closed Units		55	100%	95.60%	8	33	9	5
Total Closed Volume		8,800,600			549.90K	5.25M	2.10M	901.40K

December 2020



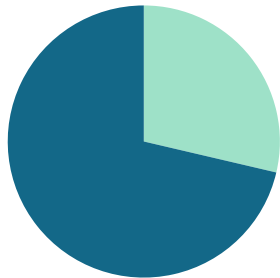
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

Report produced on Aug 01, 2023 for MLS Technology Inc.

INVENTORY

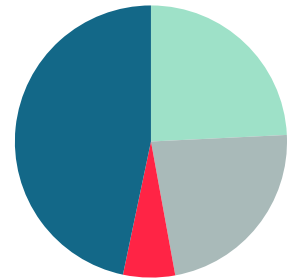


Inventory
 New Listings
49 = 28.65%
 Start Inventory
122
 Total Inventory Units
171
 Volume
\$33,952,545

Market Activity

Closed Sales
55 = 24.23%
 Pending Sales
52 = 22.91%
 Other Off Market
14 = 6.17%
 Active Inventory
106 = 46.70%

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	49	55	12.24%	656	669	1.98%
Pending Sales	32	52	62.50%	652	716	9.82%
New Listings	39	49	25.64%	949	854	-10.01%
Average List Price	151,337	164,025	8.38%	121,500	146,318	20.43%
Average Sale Price	146,208	160,011	9.44%	118,147	142,643	20.73%
Average Percent of Selling Price to List Price	94.18%	95.58%	1.49%	96.36%	97.30%	0.97%
Average Days on Market to Sale	47.18	30.53	-35.30%	43.80	35.15	-19.76%
Monthly Inventory	179	106	-40.78%	179	106	-40.78%
Months Supply of Inventory	3.27	1.90	-41.93%	3.27	1.90	-41.93%

Absorption: Last 12 months, an Average of **56** Sales/Month

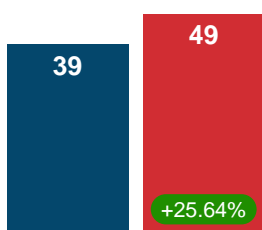
Inventory on December 31, 2020 = **106**

2019 **2020**

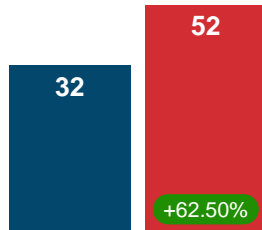
DECEMBER MARKET

AVERAGE PRICES

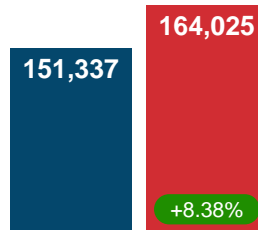
New Listings



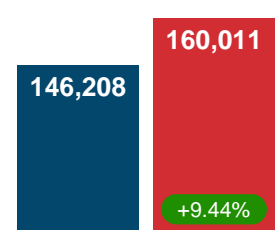
Pending Listings



List Price



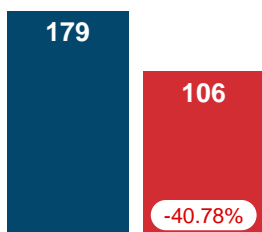
Sale Price



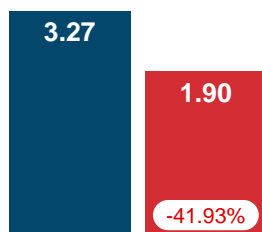
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

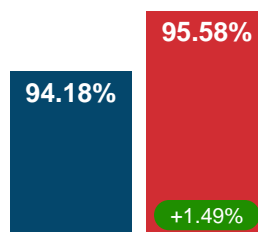
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

