

# December 2020



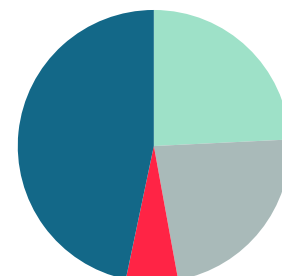
Area Delimited by County Of Muskogee - Residential Property Type



## 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%
Median List Price	129,900	150,000	15.47%
Median Sale Price	131,900	150,000	13.72%
Median Percent of Selling Price to List Price	98.62%	98.32%	-0.30%
Median Days on Market to Sale	32.00	13.00	-59.38%
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.

#### 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 **13.72%** in December 2020 to \$150,000 versus the previous year at \$131,900.

#### Median Days on Market Shortens

The median number of **13.00** days that homes spent on the market before selling decreased by 19.00 days or **59.38%** in December 2020 compared to last year's same month at **32.00** DOM.

#### Sales Success for December 2020 is Positive

Overall, with Median 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.

### 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

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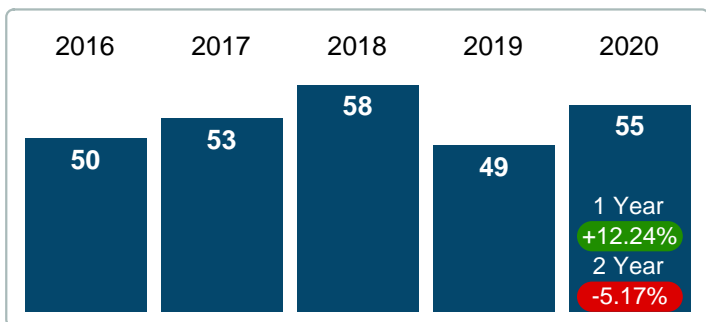
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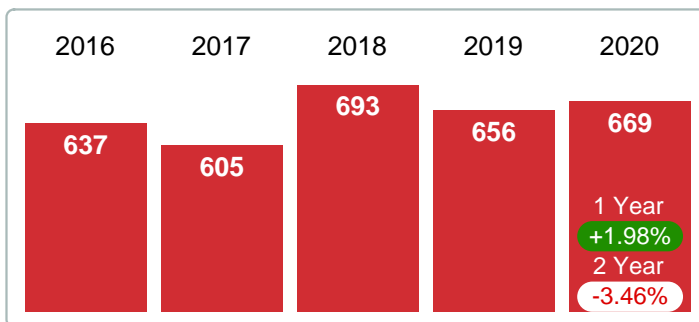
## CLOSED LISTINGS

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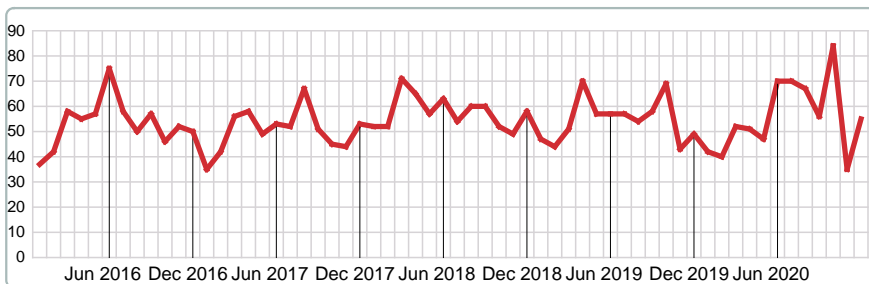
### DECEMBER



### YEAR TO DATE (YTD)

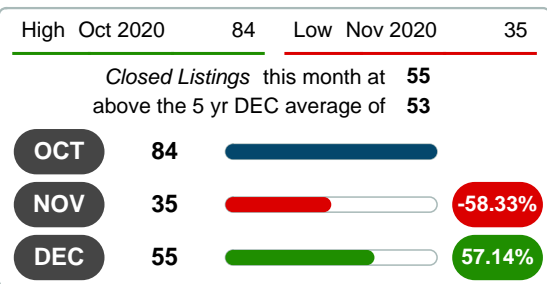


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 53



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	9.09%	35.0	3	1	1	0
\$40,001 - \$80,000	6	10.91%	47.0	2	3	0	1
\$80,001 - \$110,000	7	12.73%	21.0	1	6	0	0
\$110,001 - \$160,000	16	29.09%	13.5	2	11	1	2
\$160,001 - \$210,000	8	14.55%	7.0	0	7	1	0
\$210,001 - \$290,000	7	12.73%	9.0	0	2	4	1
\$290,001 and up	6	10.91%	44.0	0	3	2	1
<b>Total Closed Units</b>	<b>55</b>			<b>8</b>	<b>33</b>	<b>9</b>	<b>5</b>
<b>Total Closed Volume</b>	<b>8,800,600</b>	<b>100%</b>	<b>13.0</b>	<b>549.90K</b>	<b>5.25M</b>	<b>2.10M</b>	<b>901.40K</b>
<b>Median Closed Price</b>	<b>\$150,000</b>			<b>\$56,250</b>	<b>\$150,000</b>	<b>\$246,000</b>	<b>\$154,900</b>

# December 2020



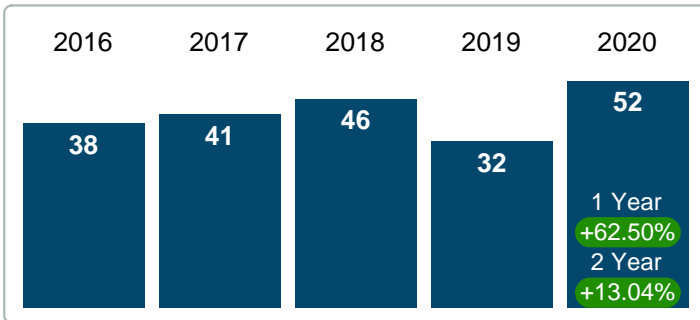
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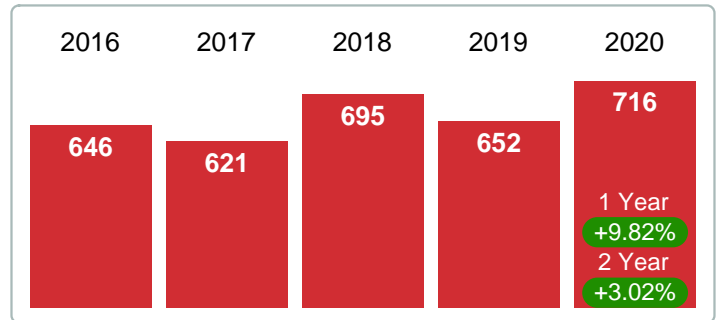
## PENDING LISTINGS

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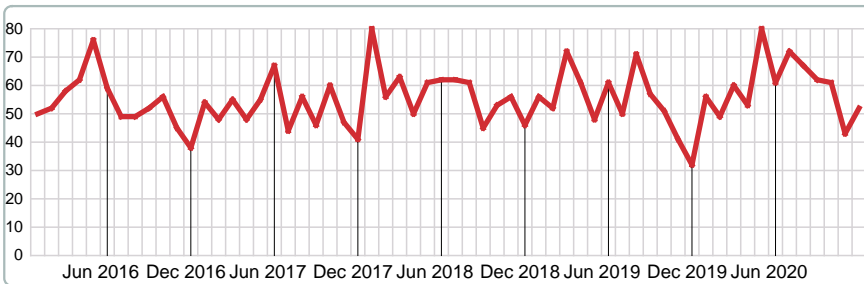
### DECEMBER



### YEAR TO DATE (YTD)

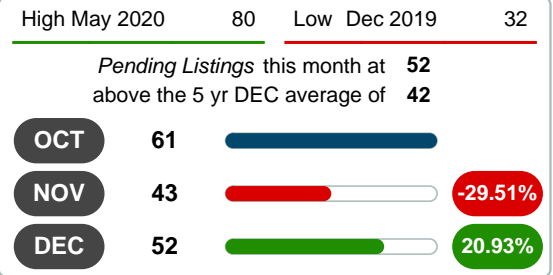


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 42



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	7.69%	24.5	2	2	0	0
\$40,001 - \$70,000	7	13.46%	40.0	4	2	1	0
\$70,001 - \$100,000	8	15.38%	43.0	0	7	1	0
\$100,001 - \$180,000	13	25.00%	8.0	0	11	2	0
\$180,001 - \$260,000	10	19.23%	42.5	0	5	5	0
\$260,001 - \$290,000	4	7.69%	38.5	1	0	3	0
\$290,001 and up	6	11.54%	47.0	0	4	2	0
<b>Total Pending Units</b>	<b>52</b>			<b>7</b>	<b>31</b>	<b>14</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>8,501,900</b>	<b>100%</b>	<b>34.0</b>	<b>562.30K</b>	<b>4.79M</b>	<b>3.15M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$139,950</b>			<b>\$50,000</b>	<b>\$139,900</b>	<b>\$249,750</b>	<b>\$0</b>

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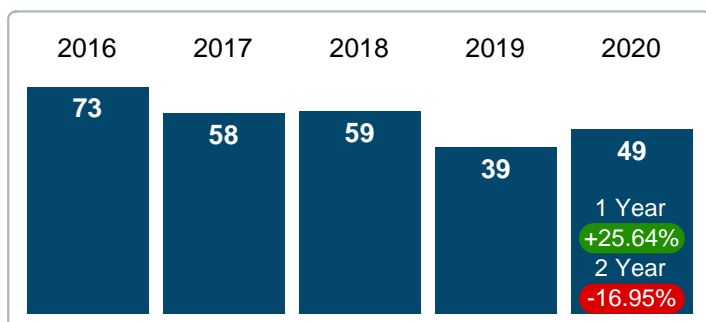
Area Delimited by County Of Muskogee - Residential Property Type



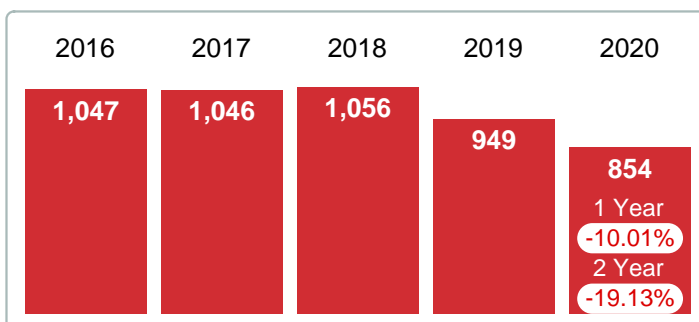
## NEW LISTINGS

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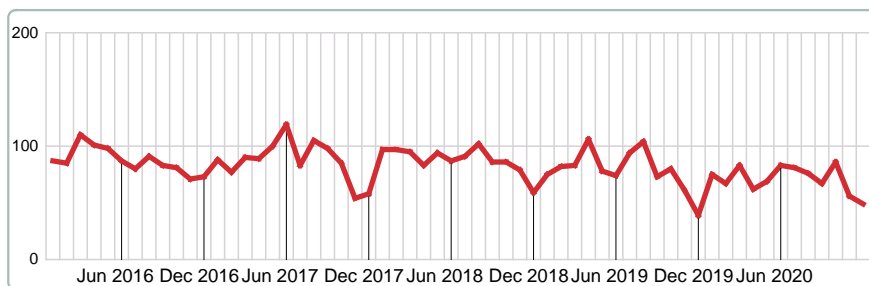
### DECEMBER



### YEAR TO DATE (YTD)

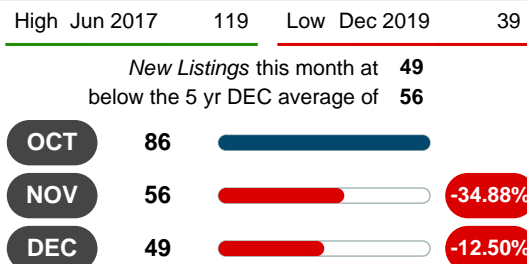


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 56



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	4.08%	1	1	0	0
\$20,001 - \$50,000	9	18.37%	2	6	1	0
\$50,001 - \$80,000	5	10.20%	1	4	0	0
\$80,001 - \$140,000	11	22.45%	1	8	2	0
\$140,001 - \$160,000	10	20.41%	0	8	1	1
\$160,001 - \$290,000	7	14.29%	0	4	3	0
\$290,001 and up	5	10.20%	0	4	1	0
<b>Total New Listed Units</b>	<b>49</b>		<b>5</b>	<b>35</b>	<b>8</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>9,219,632</b>	<b>100%</b>	<b>226.90K</b>	<b>7.37M</b>	<b>1.48M</b>	<b>150.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$123,900</b>		<b>\$50,000</b>	<b>\$129,900</b>	<b>\$187,450</b>	<b>\$150,000</b>

# December 2020



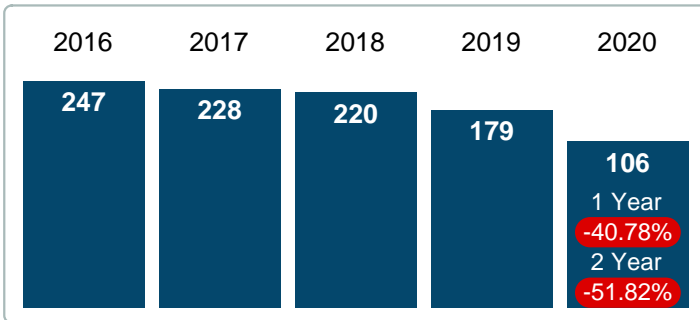
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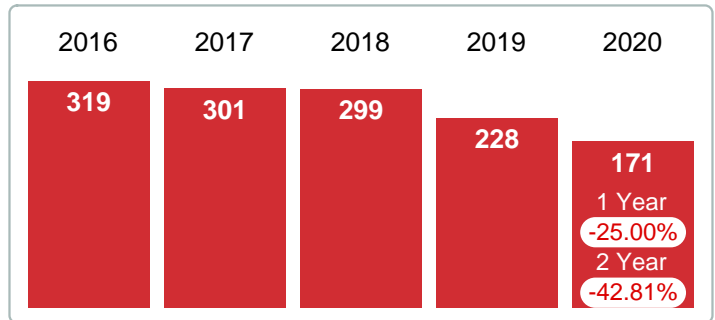
## ACTIVE INVENTORY

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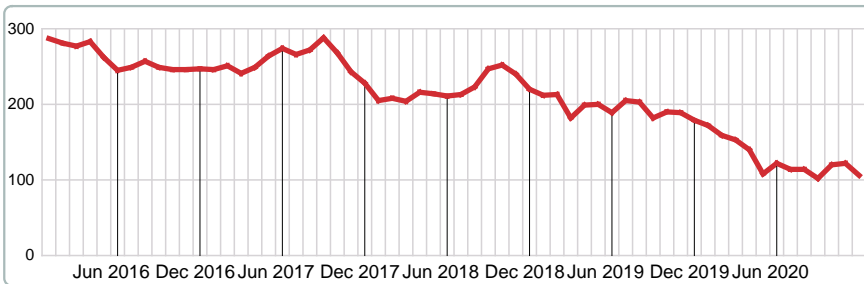
### END OF DECEMBER



### ACTIVE DURING DECEMBER

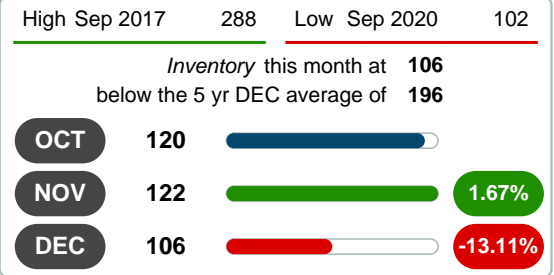


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 196



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	9.43%	63.5	2	5	3	0
\$30,001 - \$50,000	10	9.43%	51.5	0	9	1	0
\$50,001 - \$80,000	19	17.92%	55.0	8	9	2	0
\$80,001 - \$150,000	28	26.42%	62.5	5	15	7	1
\$150,001 - \$240,000	15	14.15%	58.0	2	8	5	0
\$240,001 - \$320,000	13	12.26%	52.0	1	7	5	0
\$320,001 and up	11	10.38%	91.0	0	3	6	2
<b>Total Active Inventory by Units</b>	<b>106</b>			<b>18</b>	<b>56</b>	<b>29</b>	<b>3</b>
<b>Total Active Inventory by Volume</b>	<b>18,825,390</b>	<b>100%</b>	<b>59.0</b>	<b>1.72M</b>	<b>9.59M</b>	<b>6.11M</b>	<b>1.40M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$119,900</b>			<b>\$73,750</b>	<b>\$95,630</b>	<b>\$169,500</b>	<b>\$349,900</b>

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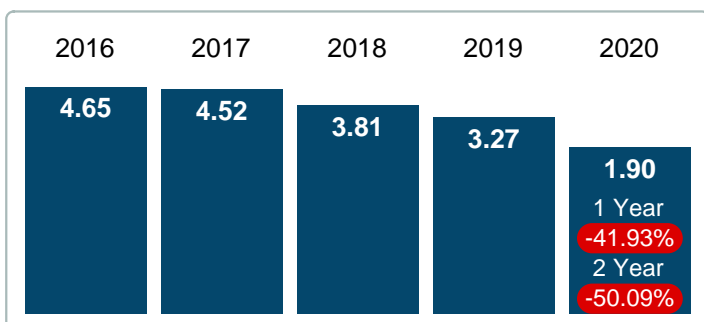
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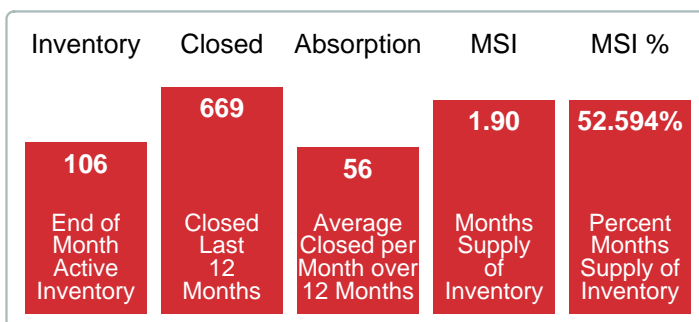
## MONTHS SUPPLY of INVENTORY (MSI)

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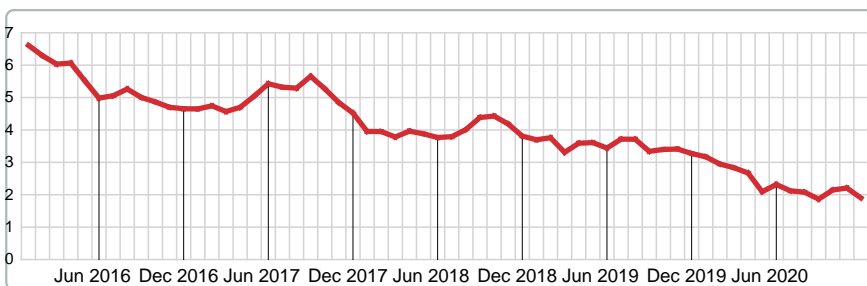
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2020

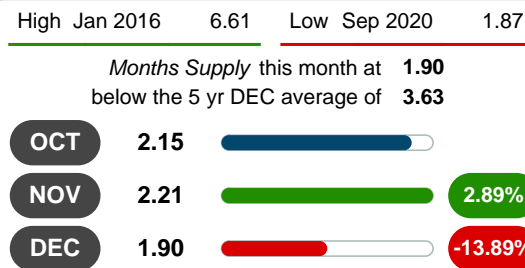


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 3.63



### 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



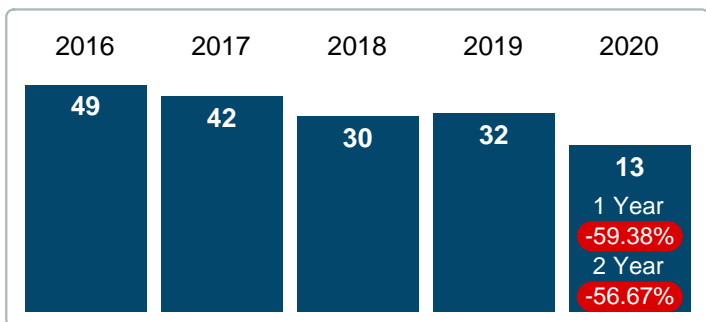
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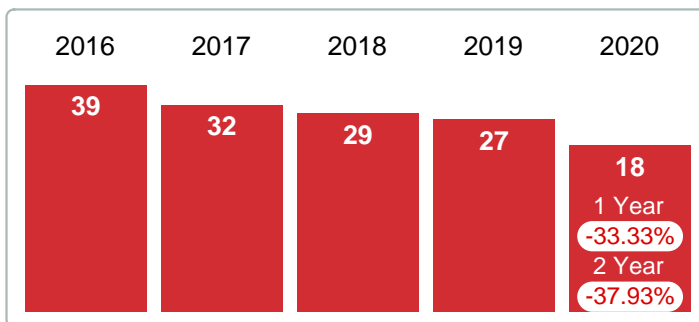
## MEDIAN DAYS ON MARKET TO SALE

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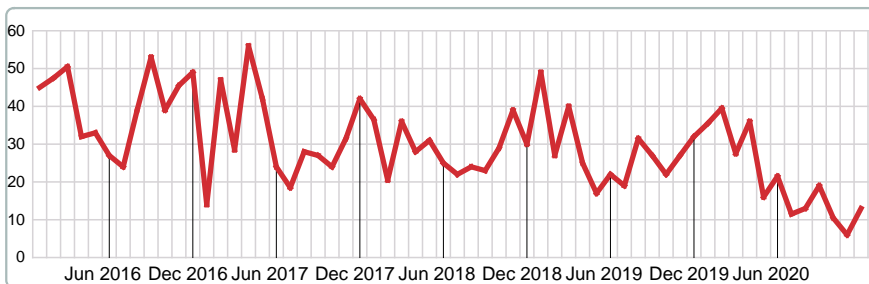
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

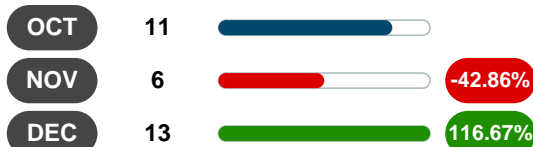


### 3 MONTHS

5 year DEC AVG = 33

High Apr 2017 56 Low Nov 2020 6

Median Days on Market to Sale this month at 13 below the 5 yr DEC average of 33



### 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
\$40,000 and less	9.09%	35	6	110	94	0
\$40,001 - \$80,000	10.91%	47	38	45	0	54
\$80,001 - \$110,000	12.73%	21	6	24	0	0
\$110,001 - \$160,000	29.09%	14	52	13	10	83
\$160,001 - \$210,000	14.55%	7	0	8	6	0
\$210,001 - \$290,000	12.73%	9	0	31	16	3
\$290,001 and up	10.91%	44	0	46	52	3
Median Closed DOM		13	19	12	22	54
Total Closed Units	100%	13.0	8	33	9	5
Total Closed Volume		8,800,600	549.90K	5.25M	2.10M	901.40K

# December 2020



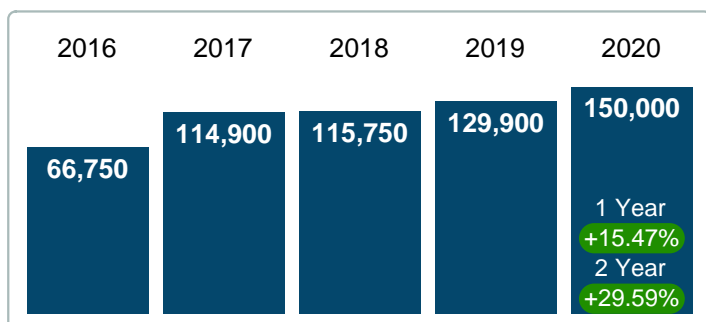
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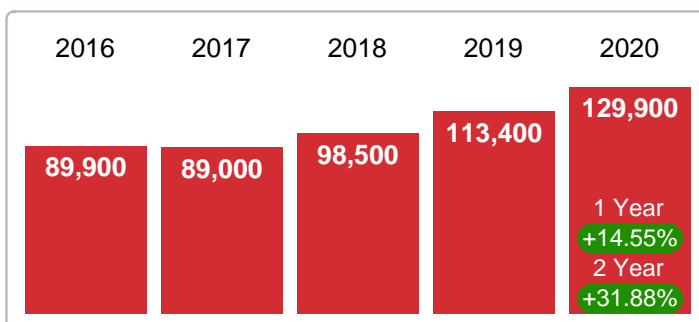
## MEDIAN LIST PRICE AT CLOSING

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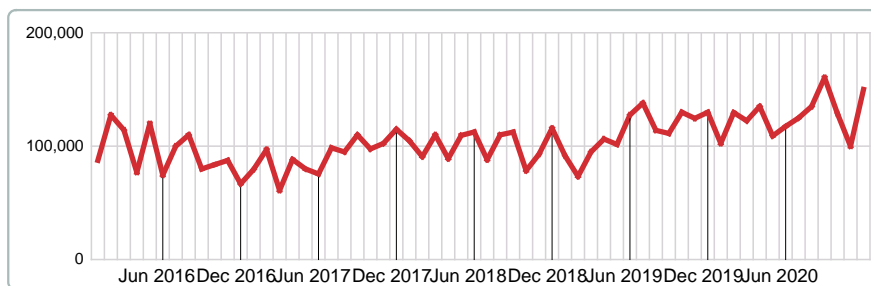
### DECEMBER



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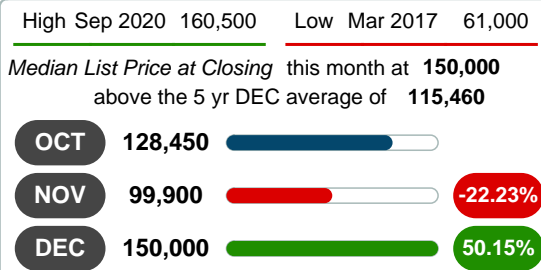


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 115,460



### 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
\$40,000 and less	5	9.09%	35,000	35,000	20,000	40,000	0
\$40,001 - \$80,000	6	10.91%	74,500	62,450	75,000	0	57,900
\$80,001 - \$110,000	7	12.73%	98,500	99,000	95,500	0	0
\$110,001 - \$160,000	15	27.27%	140,000	133,450	139,950	129,900	152,450
\$160,001 - \$210,000	10	18.18%	191,700	0	179,500	195,000	199,999
\$210,001 - \$290,000	4	7.27%	237,950	0	215,000	246,000	0
\$290,001 and up	8	14.55%	319,950	0	354,950	310,000	329,900
Median List Price			150,000	62,450	150,000	246,000	154,900
Total Closed Units		100%	150,000	8	33	9	5
Total Closed Volume			9,021,381	595.30K	5.34M	2.19M	892.70K



# December 2020



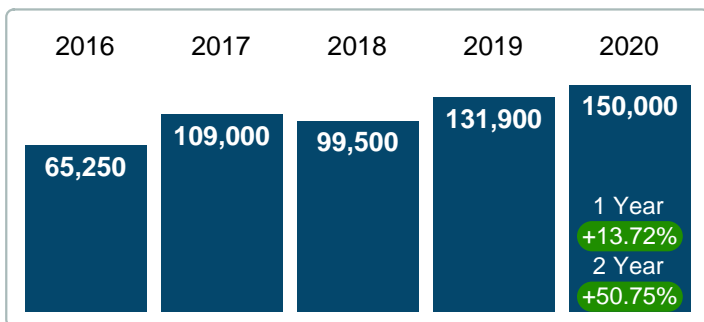
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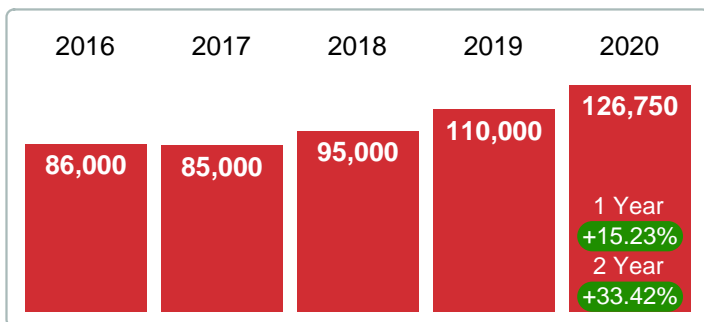
## MEDIAN SOLD PRICE AT CLOSING

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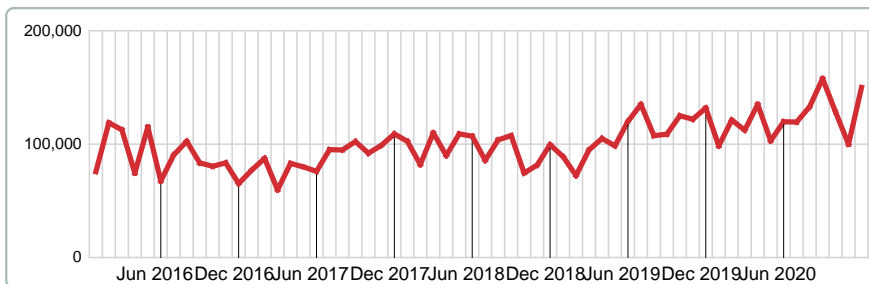
### DECEMBER



### YEAR TO DATE (YTD)

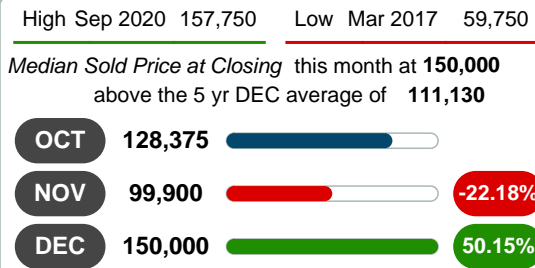


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 111,130



### 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
\$40,000 and less	5	9.09%	24,000	27,500	16,000	24,000	0
\$40,001 - \$80,000	6	10.91%	66,750	56,250	75,000	0	45,000
\$80,001 - \$110,000	7	12.73%	88,000	85,000	91,000	0	0
\$110,001 - \$160,000	16	29.09%	143,750	132,450	142,500	125,000	152,450
\$160,001 - \$210,000	8	14.55%	189,700	0	185,000	200,000	0
\$210,001 - \$290,000	7	12.73%	246,000	0	247,500	248,000	220,000
\$290,001 and up	6	10.91%	367,250	0	403,000	379,750	331,500
Median Sold Price			150,000	56,250	150,000	246,000	154,900
Total Closed Units		100%	150,000	8	33	9	5
Total Closed Volume			8,800,600	549.90K	5.25M	2.10M	901.40K

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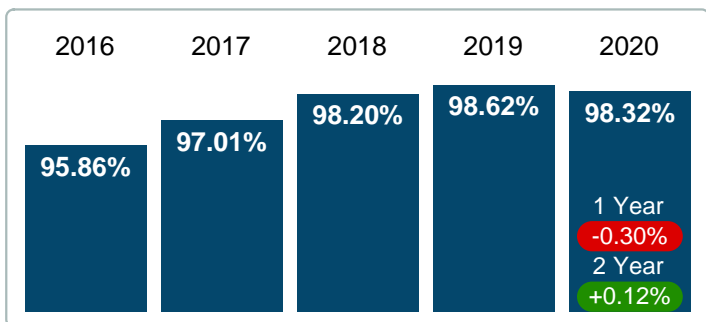
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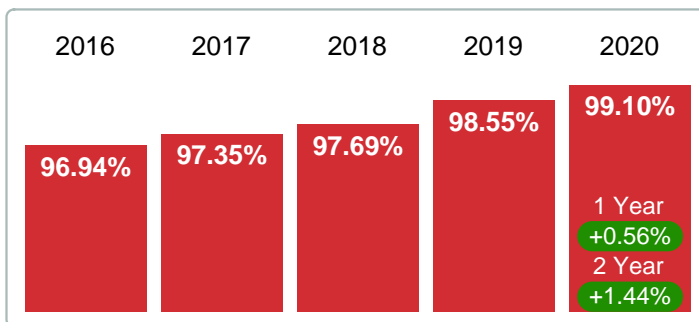
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

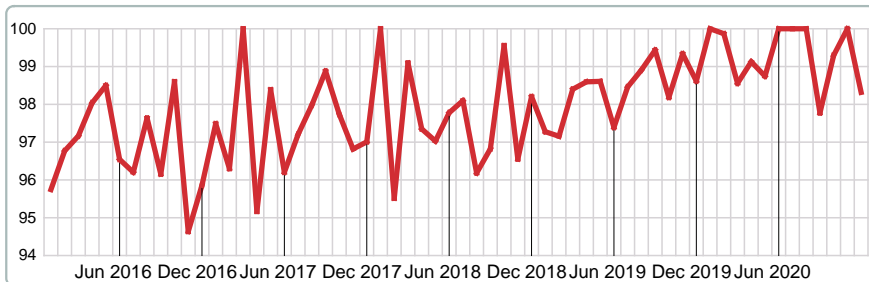
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

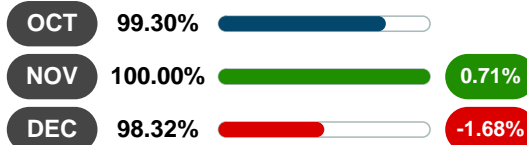


### 3 MONTHS

5 year DEC AVG = 97.60%

High Nov 2020 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **98.32%**  
equal to 5 yr DEC average of **97.60%**



### MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$40,000 and less	5	9.09%	68.75%	68.75%	80.00%	60.00%	0.00%	
\$40,001 \$80,000	6	10.91%	89.58%	89.42%	100.00%	0.00%	77.72%	
\$80,001 \$110,000	7	12.73%	95.03%	85.86%	95.49%	0.00%	0.00%	
\$110,001 \$160,000	16	29.09%	100.00%	99.51%	100.00%	96.23%	100.00%	
\$160,001 \$210,000	8	14.55%	100.59%	0.00%	100.00%	102.56%	0.00%	
\$210,001 \$290,000	7	12.73%	98.74%	0.00%	96.67%	98.30%	110.00%	
\$290,001 and up	6	10.91%	99.92%	0.00%	100.00%	97.80%	100.48%	
Median Sold/List Ratio		98.32%		89.42%	98.69%	97.87%	100.00%	
Total Closed Units		55	100%	98.32%	8	33	9	5
Total Closed Volume		8,800,600			549.90K	5.25M	2.10M	901.40K

# December 2020



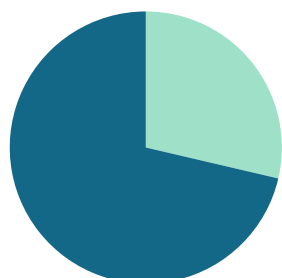
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

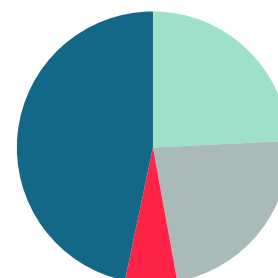


**Inventory**  
 New Listings  
**49 = 28.65%**  
 Start Inventory  
**122**  
 Total Inventory Units  
**171**  
 Volume  
**\$33,952,545**

### 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%
Median List Price	129,900	150,000	15.47%	113,400	129,900	14.55%
Median Sale Price	131,900	150,000	13.72%	110,000	126,750	15.23%
Median Percent of Selling Price to List Price	98.62%	98.32%	-0.30%	98.55%	99.10%	0.56%
Median Days on Market to Sale	32.00	13.00	-59.38%	27.00	18.00	-33.33%
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

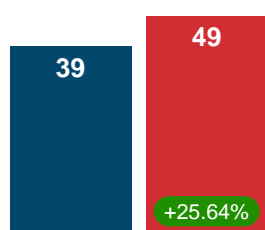
**Inventory** on December 31, 2020 = **106**

**2019** **2020**

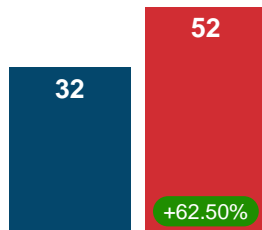
### DECEMBER MARKET

### MEDIAN PRICES

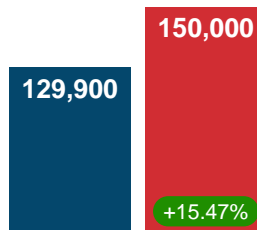
#### New Listings



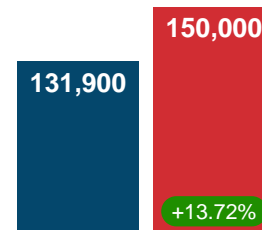
#### Pending Listings



#### List Price



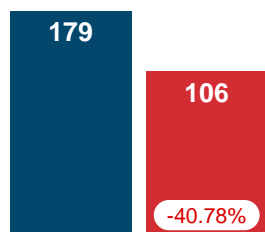
#### Sale Price



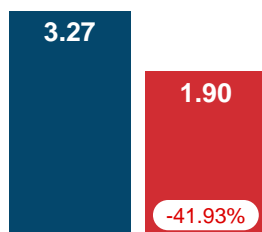
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

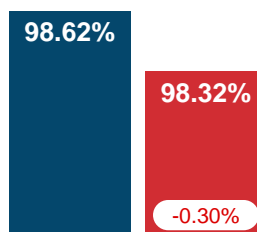
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

