

January 2020



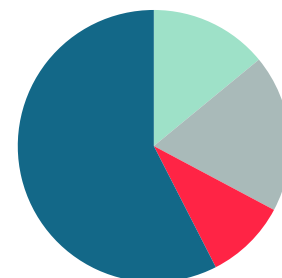
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	January 2020	+/-%
Closed Listings	47	42	-10.64%
Pending Listings	56	56	0.00%
New Listings	75	75	0.00%
Average List Price	92,397	123,703	33.88%
Average Sale Price	89,736	120,315	34.08%
Average Percent of Selling Price to List Price	93.89%	97.59%	3.94%
Average Days on Market to Sale	59.36	43.26	-27.12%
End of Month Inventory	212	172	-18.87%
Months Supply of Inventory	3.70	3.17	-14.26%



■ Closed (14.05%)
■ Pending (18.73%)
■ Other OffMarket (9.70%)
■ Active (57.53%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of January 31, 2020 = **172**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2020 decreased **18.87%** to 172 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **3.17** 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 **34.08%** in January 2020 to \$120,315 versus the previous year at \$89,736.

Average Days on Market Shortens

The average number of **43.26** days that homes spent on the market before selling decreased by 16.10 days or **27.12%** in January 2020 compared to last year's same month at **59.36** DOM.

Sales Success for January 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 75 New Listings in January 2020, down **0.00%** from last year at 75. Furthermore, there were 42 Closed Listings this month versus last year at 47, a **-10.64%** decrease.

Closed versus Listed trends yielded a **56.0%** ratio, down from previous year's, January 2019, at **62.7%**, a **10.64%** 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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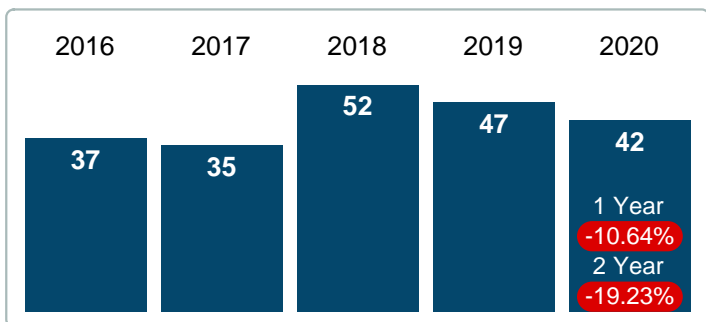
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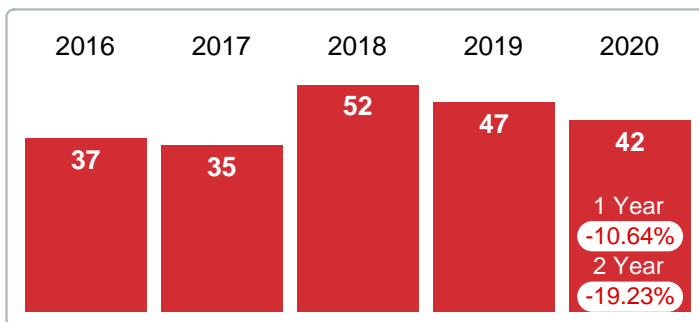
CLOSED LISTINGS

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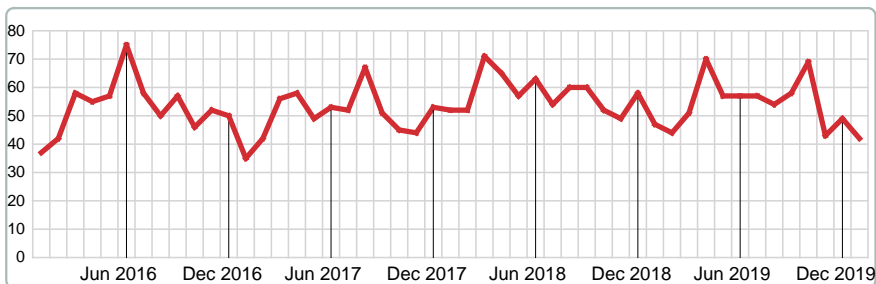
JANUARY



YEAR TO DATE (YTD)

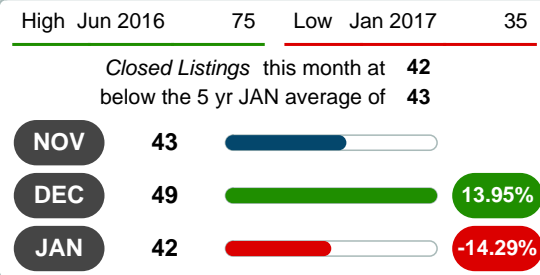


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 43



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	2	4.76%	7.0	0	2	0	0
\$40,001 - \$50,000	5	11.90%	38.8	1	3	1	0
\$50,001 - \$70,000	8	19.05%	41.3	3	3	2	0
\$70,001 - \$120,000	11	26.19%	42.5	1	9	1	0
\$120,001 - \$170,000	7	16.67%	67.4	1	5	1	0
\$170,001 - \$230,000	4	9.52%	40.3	0	3	1	0
\$230,001 and up	5	11.90%	35.8	0	0	4	1
Total Closed Units	42			6	25	10	1
Total Closed Volume	5,053,245	100%	43.3	435.30K	2.56M	1.78M	273.00K
Average Closed Price	\$120,315			\$72,550	\$102,406	\$178,480	\$273,000

January 2020



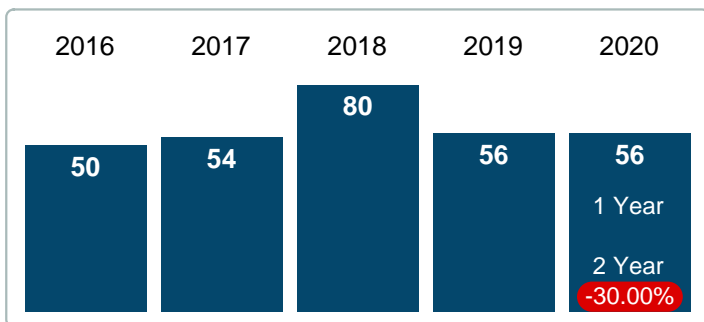
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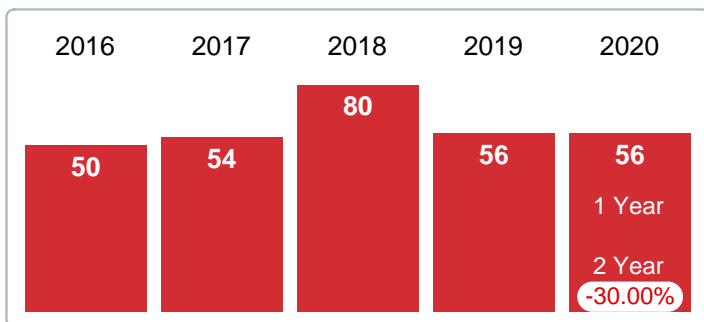
PENDING LISTINGS

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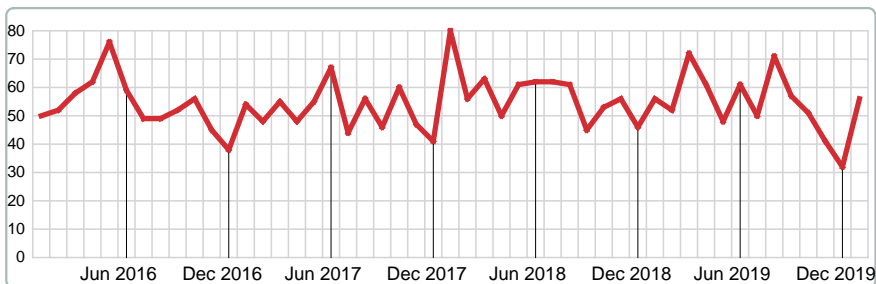
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 59

High Jan 2018 80 Low Dec 2019 32

Pending Listings this month at 56 below the 5 yr JAN average of 59

- NOV 41
- DEC 32 (-21.95%)
- JAN 56 (75.00%)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	5	8.93%	25.6	4	0	0	1
\$50,001 - \$60,000	4	7.14%	43.3	0	4	0	0
\$60,001 - \$80,000	8	14.29%	80.5	1	6	1	0
\$80,001 - \$130,000	17	30.36%	66.6	1	12	4	0
\$130,001 - \$160,000	9	16.07%	65.9	0	6	3	0
\$160,001 - \$250,000	8	14.29%	53.8	0	6	2	0
\$250,001 and up	5	8.93%	67.4	1	2	1	1
Total Pending Units	56			7	36	11	2
Total Pending Volume	7,648,918	100%	60.5	1.04M	4.57M	1.62M	411.90K
Average Listing Price	\$138,136			\$148,557	\$127,010	\$147,705	\$205,950

January 2020



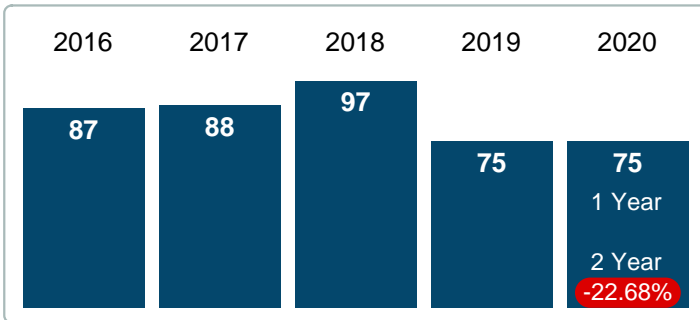
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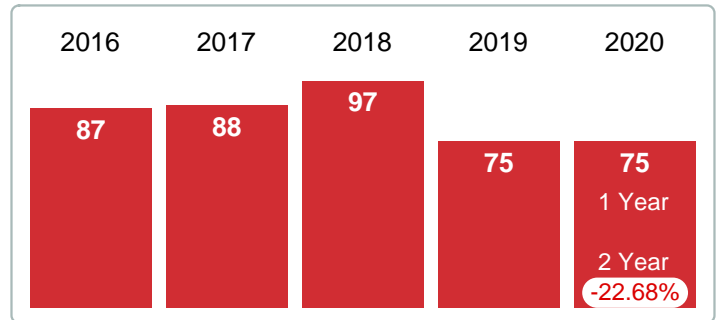
NEW LISTINGS

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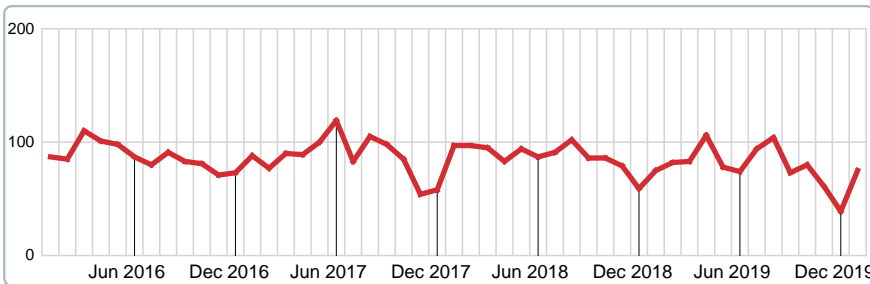
JANUARY



YEAR TO DATE (YTD)

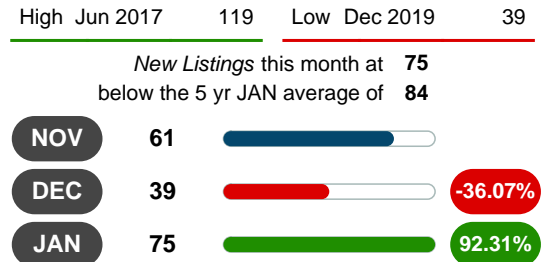


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 84



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	7	9.33%	6	1	0	0
\$30,001 - \$40,000	7	9.33%	3	4	0	0
\$40,001 - \$80,000	15	20.00%	7	7	1	0
\$80,001 - \$140,000	17	22.67%	0	15	2	0
\$140,001 - \$170,000	10	13.33%	1	7	2	0
\$170,001 - \$270,000	11	14.67%	0	7	4	0
\$270,001 and up	8	10.67%	0	5	2	1
Total New Listed Units	75		17	46	11	1
Total New Listed Volume	11,415,028	100%	773.30K	8.39M	1.95M	299.90K
Average New Listed Listing Price	\$119,908		\$45,488	\$182,342	\$177,645	\$299,900

January 2020



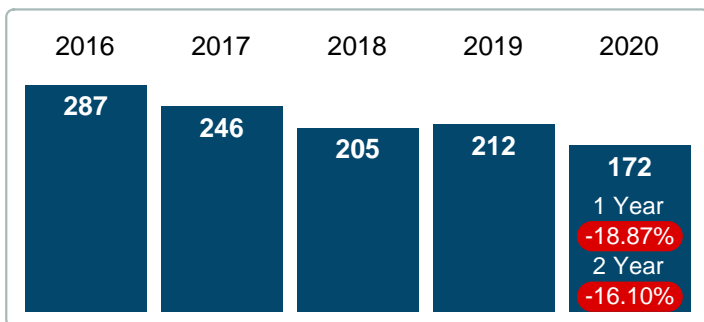
Area Delimited by County Of Muskogee - Residential Property Type



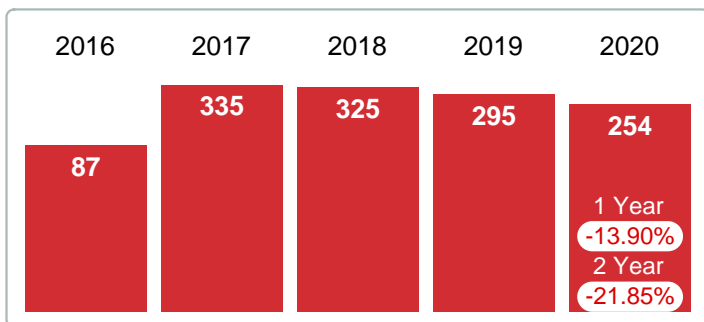
ACTIVE INVENTORY

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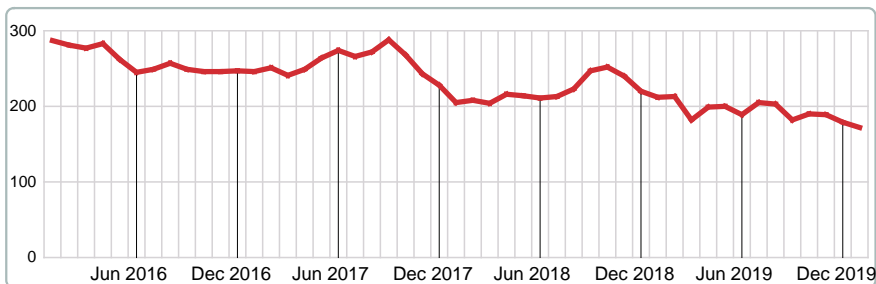
END OF JANUARY



ACTIVE DURING JANUARY

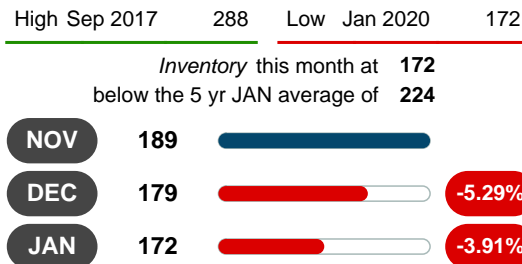


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 224



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	10	5.81%	37.3	7	2	1	0
\$25,001 - \$50,000	21	12.21%	53.2	11	9	1	0
\$50,001 - \$75,000	19	11.05%	52.1	7	11	1	0
\$75,001 - \$150,000	49	28.49%	72.7	6	30	12	1
\$150,001 - \$200,000	29	16.86%	74.1	0	21	8	0
\$200,001 - \$375,000	29	16.86%	79.8	1	10	16	2
\$375,001 and up	15	8.72%	102.1	0	8	5	2
Total Active Inventory by Units	172			32	91	44	5
Total Active Inventory by Volume	33,646,928	100%	70.0	2.01M	19.26M	10.76M	1.61M
Average Active Inventory Listing Price	\$195,622			\$62,716	\$211,661	\$244,641	\$322,940

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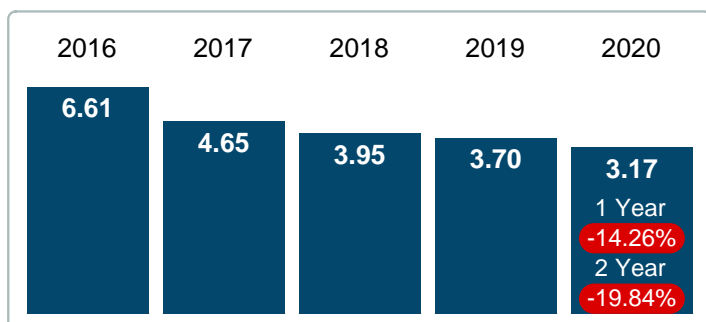
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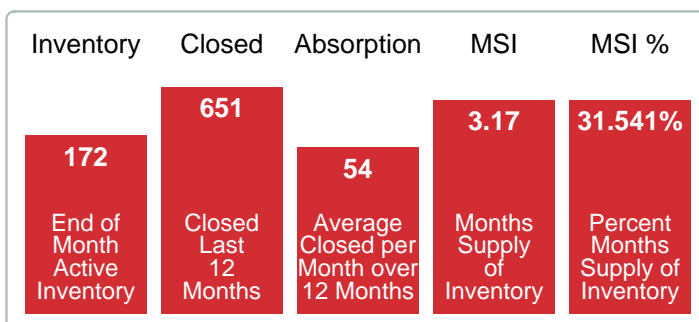
MONTHS SUPPLY of INVENTORY (MSI)

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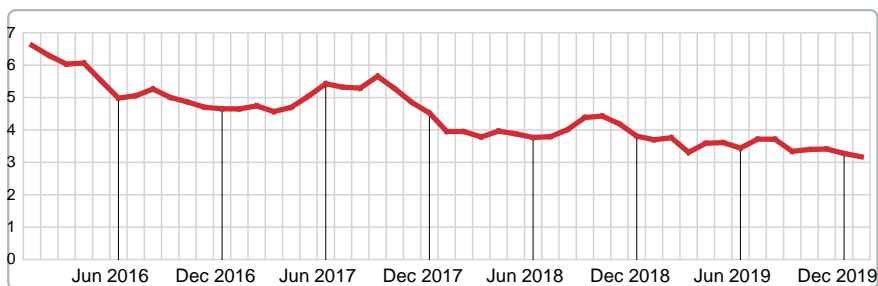
MSI FOR JANUARY



INDICATORS FOR JANUARY 2020

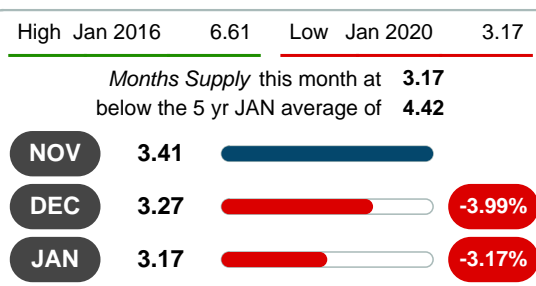


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 4.42



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	15	8.72%	2.25	4.13	0.84	4.00	0.00
\$30,001 - \$50,000	16	9.30%	3.62	3.50	4.36	1.71	0.00
\$50,001 - \$90,000	28	16.28%	2.55	4.00	1.71	8.40	0.00
\$90,001 - \$160,000	44	25.58%	2.26	8.00	2.14	1.53	3.00
\$160,001 - \$220,000	28	16.28%	4.54	0.00	4.56	5.14	0.00
\$220,001 - \$370,000	23	13.37%	3.83	6.00	4.80	3.71	1.50
\$370,001 and up	18	10.47%	36.00	0.00	32.00	84.00	18.00
Market Supply of Inventory (MSI)			3.17	4.27	2.66	4.03	3.00
Total Active Inventory by Units		100%	3.17	32	91	44	5

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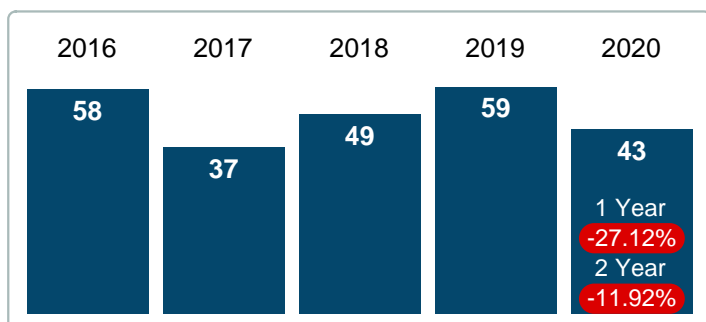
Area Delimited by County Of Muskogee - Residential Property Type



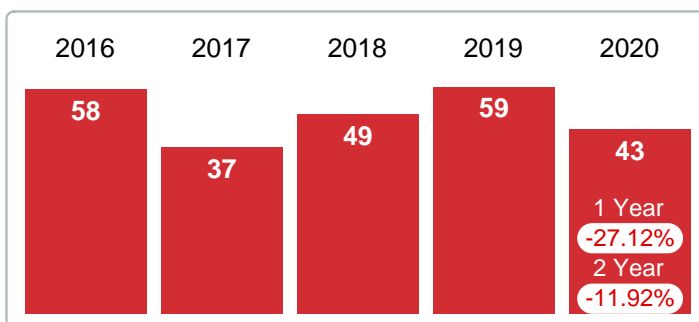
AVERAGE DAYS ON MARKET TO SALE

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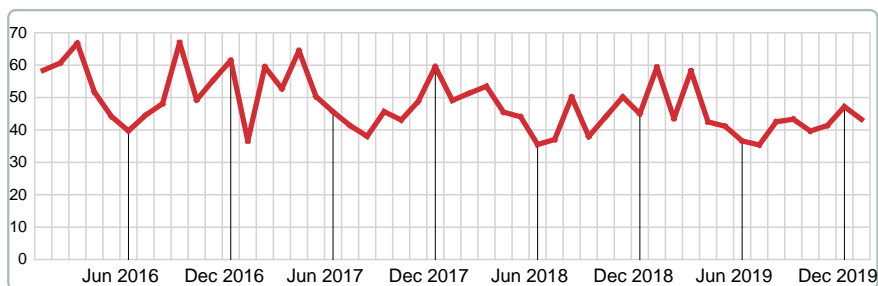
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

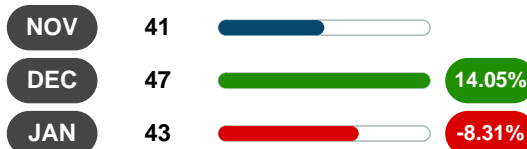


3 MONTHS

5 year JAN AVG = 49

High Sep 2016 67 Low Jul 2019 35

Average Days on Market to Sale this month at 43 below the 5 yr JAN 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
\$40,000 and less	2	4.76%	7	0	7	0	0
\$40,001 - \$50,000	5	11.90%	39	44	27	68	0
\$50,001 - \$70,000	8	19.05%	41	27	38	68	0
\$70,001 - \$120,000	11	26.19%	42	81	41	18	0
\$120,001 - \$170,000	7	16.67%	67	13	81	52	0
\$170,001 - \$230,000	4	9.52%	40	0	42	36	0
\$230,001 and up	5	11.90%	36	0	0	37	32
Average Closed DOM			43	36	44	46	32
Total Closed Units		100%	43	6	25	10	1
Total Closed Volume			5,053,245	435.30K	2.56M	1.78M	273.00K

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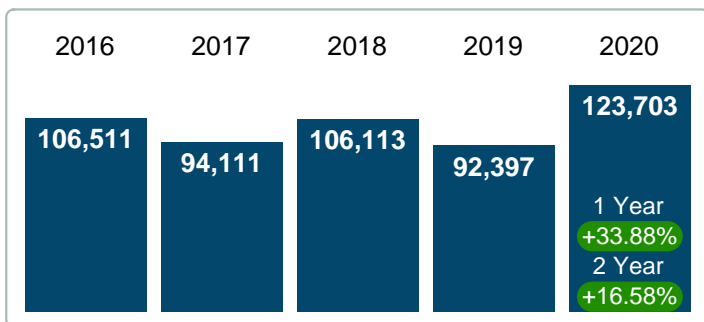
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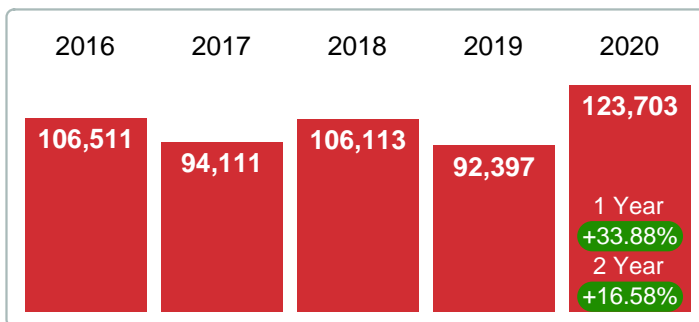
AVERAGE LIST PRICE AT CLOSING

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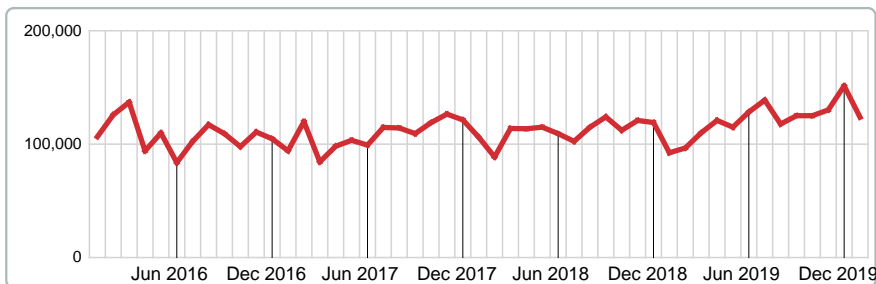
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 104,567

High Dec 2019 151,337 Low Jun 2016 83,698

Average List Price at Closing this month at **123,703**
above the 5 yr JAN average of **104,567**

- NOV 130,195
- DEC 151,337 **+16.24%**
- JAN 123,703 **-18.26%**

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
\$40,000 and less	4.76%	23,000	0	23,000	0	0
\$40,001 - \$50,000	7.14%	48,267	45,000	51,567	54,000	0
\$50,001 - \$70,000	23.81%	59,130	58,233	58,567	66,000	0
\$70,001 - \$120,000	23.81%	98,560	75,000	105,578	89,900	0
\$120,001 - \$170,000	16.67%	142,621	145,500	153,689	129,900	0
\$170,001 - \$230,000	11.90%	188,540	0	179,267	229,900	0
\$230,001 and up	11.90%	297,360	0	0	297,975	294,900
Average List Price		123,703	73,367	105,314	182,760	294,900
Total Closed Units	100%	123,703	6	25	10	1
Total Closed Volume		5,195,545	440.20K	2.63M	1.83M	294.90K

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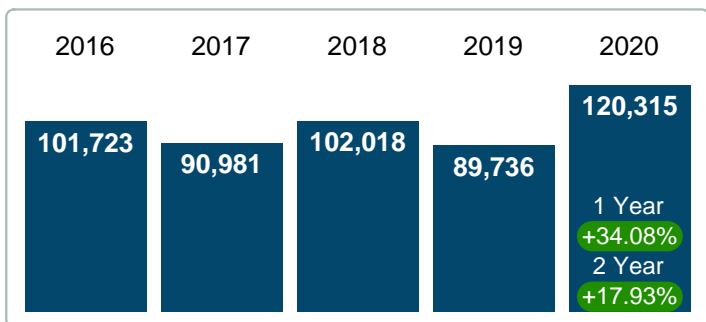
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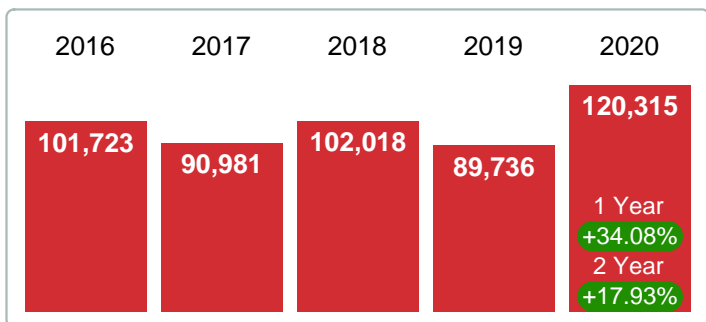
AVERAGE SOLD PRICE AT CLOSING

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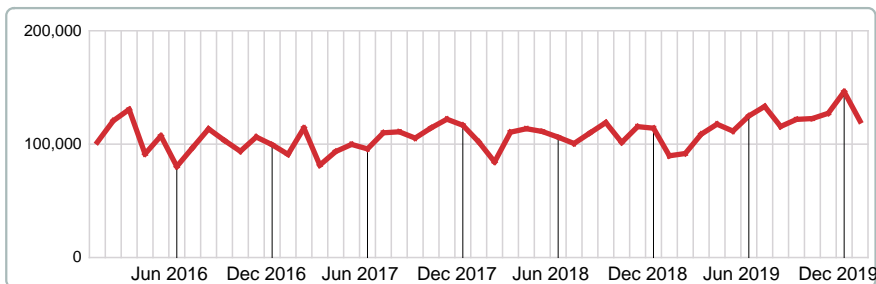
JANUARY



YEAR TO DATE (YTD)

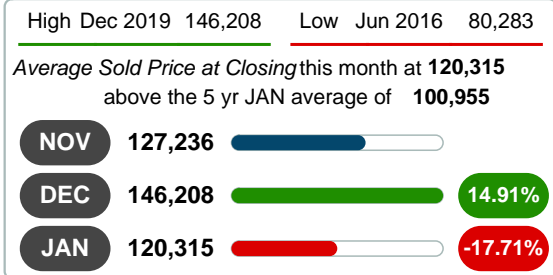


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 100,955



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
\$40,000 and less	4.76%	22,650	0	22,650	0	0
\$40,001 - \$50,000	11.90%	48,160	45,000	49,267	48,000	0
\$50,001 - \$70,000	19.05%	60,438	58,600	58,567	66,000	0
\$70,001 - \$120,000	26.19%	97,173	75,000	100,100	93,000	0
\$120,001 - \$170,000	16.67%	145,978	139,500	150,489	129,900	0
\$170,001 - \$230,000	9.52%	191,975	0	179,333	229,900	0
\$230,001 and up	11.90%	285,000	0	0	288,000	273,000
Average Sold Price		120,315	72,550	102,406	178,480	273,000
Total Closed Units	100%	120,315	6	25	10	1
Total Closed Volume		5,053,245	435.30K	2.56M	1.78M	273.00K

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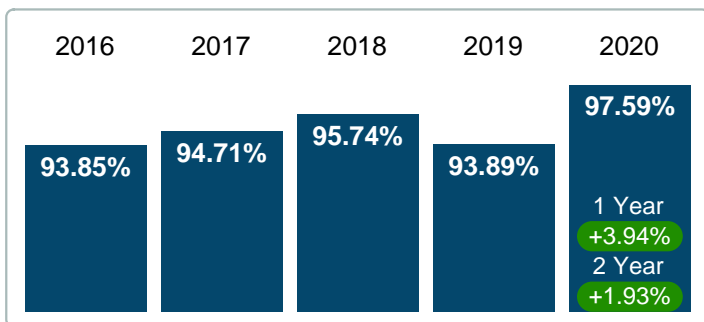
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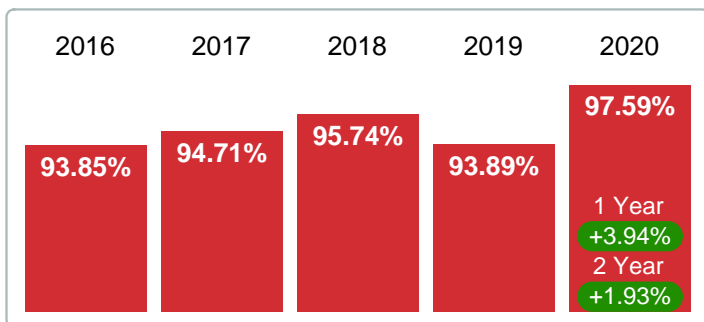
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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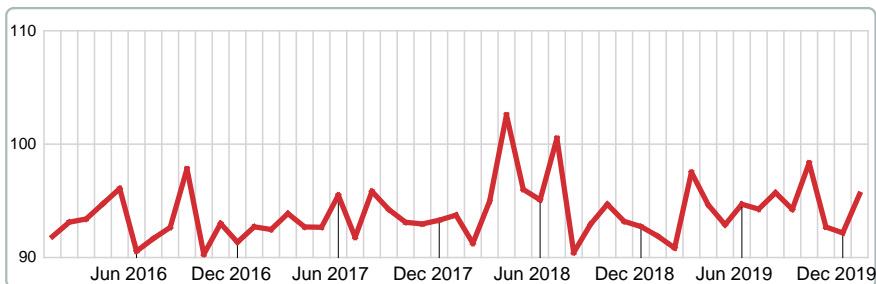
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

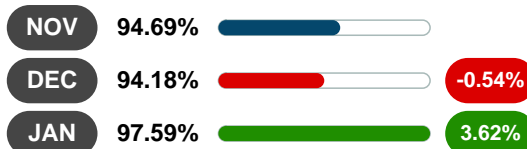


3 MONTHS

5 year JAN AVG = 95.15%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **97.59%**
above the 5 yr JAN average of **95.15%**



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	
\$40,000 and less	<div style="width: 5%;"></div> 2	4.76%	99.56%	0.00%	99.56%	0.00%	0.00%	
\$40,001 \$50,000	<div style="width: 12%;"></div> 5	11.90%	95.23%	100.00%	95.76%	88.89%	0.00%	
\$50,001 \$70,000	<div style="width: 19%;"></div> 8	19.05%	100.23%	100.61%	100.00%	100.00%	0.00%	
\$70,001 \$120,000	<div style="width: 27%;"></div> 11	26.19%	96.03%	100.00%	94.77%	103.45%	0.00%	
\$120,001 \$170,000	<div style="width: 17%;"></div> 7	16.67%	98.00%	95.88%	98.03%	100.00%	0.00%	
\$170,001 \$230,000	<div style="width: 10%;"></div> 4	9.52%	100.05%	0.00%	100.07%	100.00%	0.00%	
\$230,001 and up	<div style="width: 12%;"></div> 5	11.90%	95.80%	0.00%	0.00%	96.60%	92.57%	
Average Sold/List Ratio		97.60%		99.62%	97.19%	97.87%	92.57%	
Total Closed Units		42	100%	97.60%	6	25	10	1
Total Closed Volume		5,053,245			435.30K	2.56M	1.78M	273.00K

January 2020



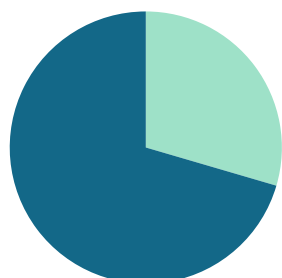
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

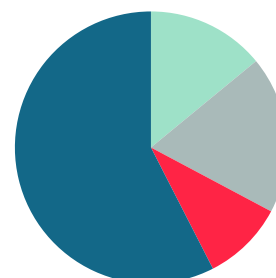


Inventory
 New Listings
75 = 29.53%
 Start Inventory
179
 Total Inventory Units
254
 Volume
\$45,749,903

Market Activity

Closed Sales
42 = 14.05%
 Pending Sales
56 = 18.73%
 Other Off Market
29 = 9.70%
 Active Inventory
172 = 57.53%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	47	42	-10.64%	47	42	-10.64%
Pending Sales	56	56	0.00%	56	56	0.00%
New Listings	75	75	0.00%	75	75	0.00%
Average List Price	92,397	123,703	33.88%	92,397	123,703	33.88%
Average Sale Price	89,736	120,315	34.08%	89,736	120,315	34.08%
Average Percent of Selling Price to List Price	93.89%	97.59%	3.94%	93.89%	97.59%	3.94%
Average Days on Market to Sale	59.36	43.26	-27.12%	59.36	43.26	-27.12%
Monthly Inventory	212	172	-18.87%	212	172	-18.87%
Months Supply of Inventory	3.70	3.17	-14.26%	3.70	3.17	-14.26%

Absorption: Last 12 months, an Average of **54** Sales/Month

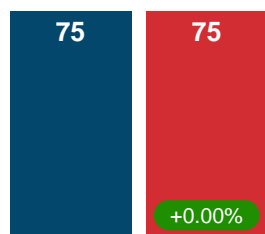
Inventory on January 31, 2020 = **172**

2019 **2020**

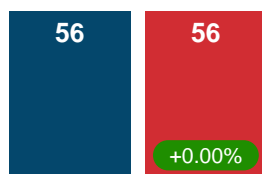
JANUARY MARKET

AVERAGE PRICES

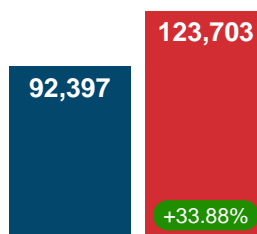
New Listings



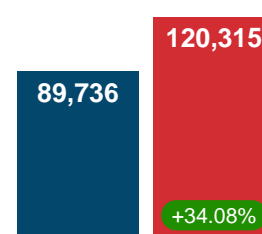
Pending Listings



List Price



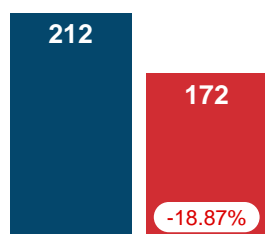
Sale Price



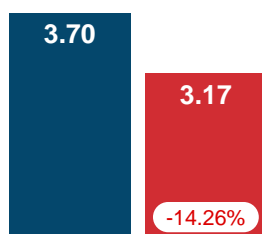
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

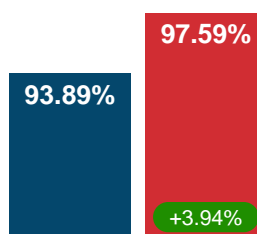
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

