

July 2020



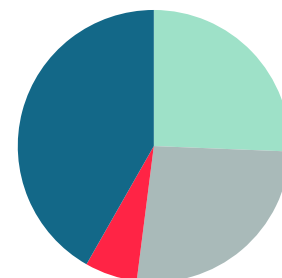
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	July 2020	+/-%
Closed Listings	57	70	22.81%
Pending Listings	50	72	44.00%
New Listings	94	81	-13.83%
Average List Price	138,832	141,494	1.92%
Average Sale Price	133,292	138,275	3.74%
Average Percent of Selling Price to List Price	96.27%	98.67%	2.49%
Average Days on Market to Sale	35.37	36.91	4.37%
End of Month Inventory	205	114	-44.39%
Months Supply of Inventory	3.72	2.12	-42.92%



■ Closed (25.64%)
■ Pending (26.37%)
■ Other OffMarket (6.23%)
■ Active (41.76%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of July 31, 2020 = **114**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2020 decreased **44.39%** to 114 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 **2.12** 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 **3.74%** in July 2020 to \$138,275 versus the previous year at \$133,292.

Average Days on Market Lengthens

The average number of **36.91** days that homes spent on the market before selling increased by 1.55 days or **4.37%** in July 2020 compared to last year's same month at **35.37** DOM.

Sales Success for July 2020 is Positive

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

There were 81 New Listings in July 2020, down **13.83%** from last year at 94. Furthermore, there were 70 Closed Listings this month versus last year at 57, a **22.81%** increase.

Closed versus Listed trends yielded a **86.4%** ratio, up from previous year's, July 2019, at **60.6%**, a **42.52%** 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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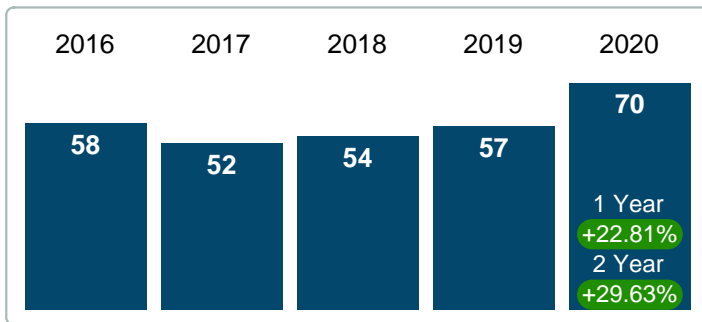
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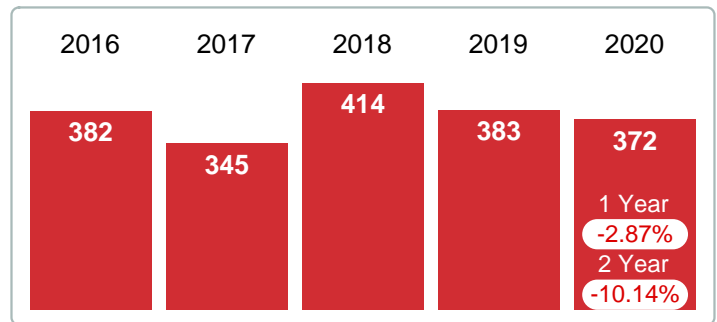
CLOSED LISTINGS

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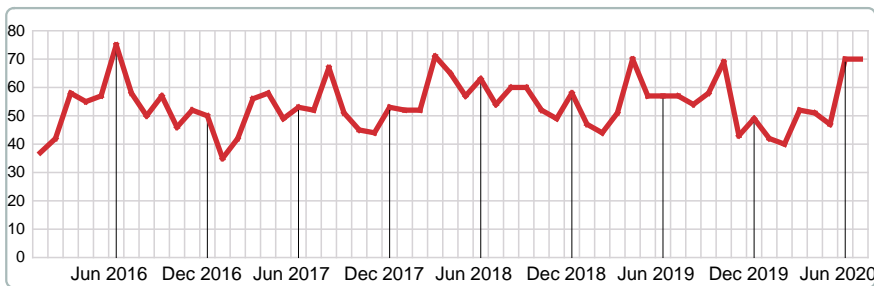
JULY



YEAR TO DATE (YTD)

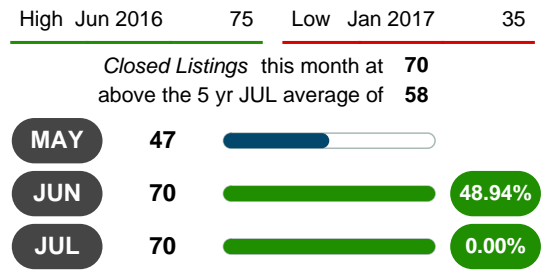


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 58



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	6	8.57%	34.7	2	4	0	0
\$40,001 - \$60,000	10	14.29%	49.8	3	5	1	1
\$60,001 - \$100,000	10	14.29%	39.5	1	7	2	0
\$100,001 - \$140,000	14	20.00%	25.4	2	9	3	0
\$140,001 - \$170,000	9	12.86%	33.8	0	7	2	0
\$170,001 - \$250,000	14	20.00%	40.0	1	10	3	0
\$250,001 and up	7	10.00%	37.7	0	1	3	3
Total Closed Units	70			9	43	14	4
Total Closed Volume	9,679,253	100%	36.9	730.28K	5.37M	2.54M	1.04M
Average Closed Price	\$138,275			\$81,142	\$124,878	\$181,516	\$259,500

July 2020



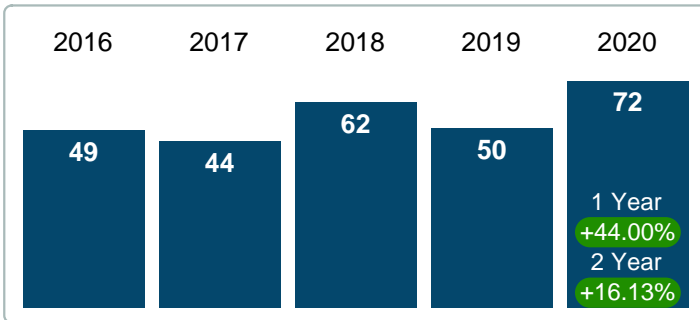
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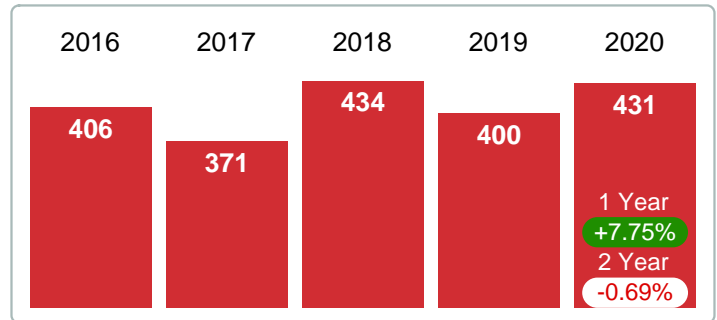
PENDING LISTINGS

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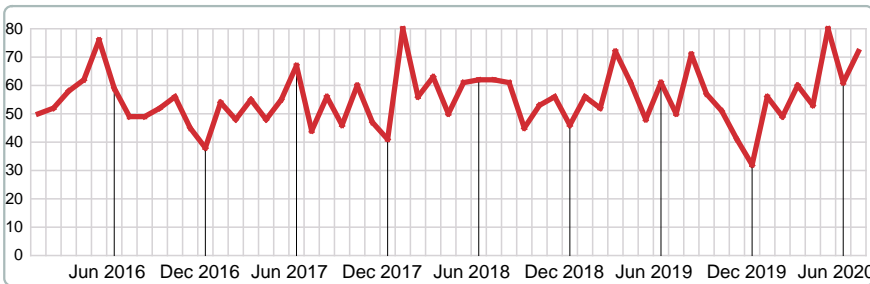
JULY



YEAR TO DATE (YTD)

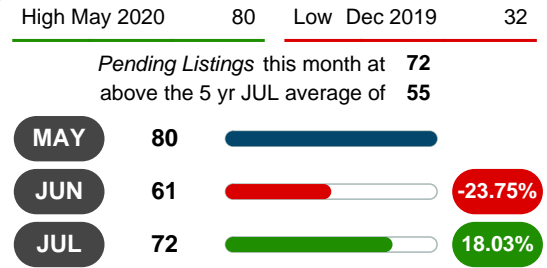


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 55



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	3	4.17%	29.7	0	1	2	0
\$25,001 - \$75,000	12	16.67%	35.3	3	8	1	0
\$75,001 - \$125,000	11	15.28%	14.9	0	9	2	0
\$125,001 - \$150,000	10	13.89%	27.2	0	9	1	0
\$150,001 - \$175,000	13	18.06%	17.1	0	10	3	0
\$175,001 - \$250,000	14	19.44%	27.4	0	9	5	0
\$250,001 and up	9	12.50%	49.8	1	4	4	0
Total Pending Units	72			4	50	18	0
Total Pending Volume	11,196,925	100%	27.8	502.00K	7.47M	3.22M	0.00B
Average Listing Price	\$155,513			\$125,500	\$149,401	\$179,161	\$0

July 2020



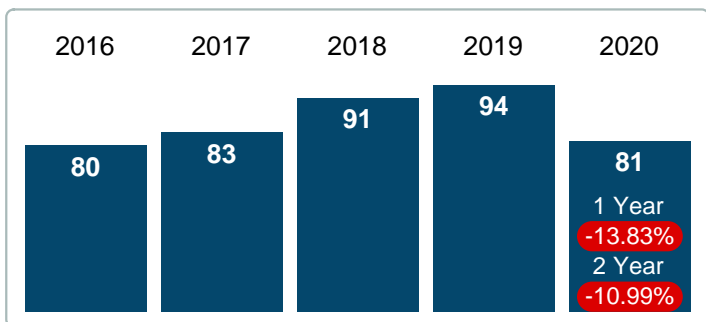
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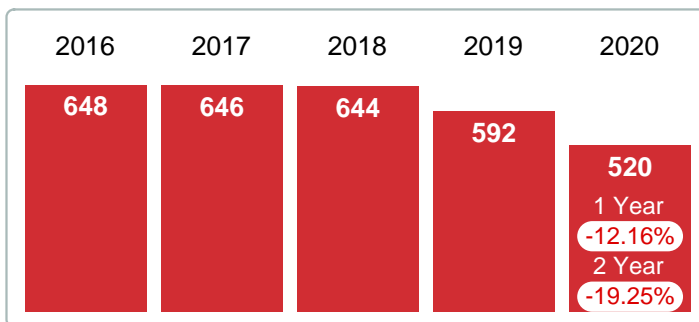
NEW LISTINGS

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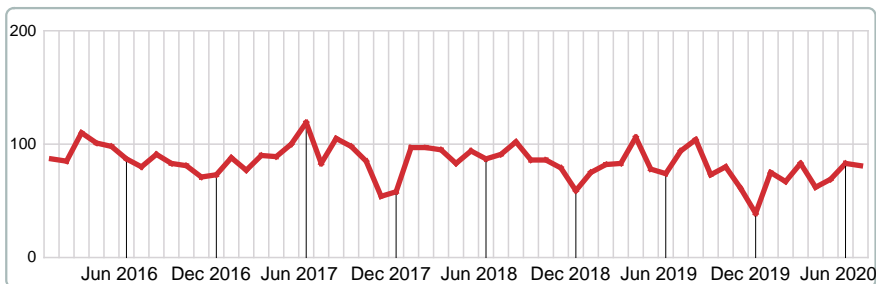
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 86

High Jun 2017 119 Low Dec 2019 39

New Listings this month at **81**
below the 5 yr JUL average of **86**



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	3.70%	0	1	2	0
\$25,001 - \$75,000	12	14.81%	5	7	0	0
\$75,001 - \$100,000	10	12.35%	1	7	2	0
\$100,001 - \$150,000	22	27.16%	2	15	4	1
\$150,001 - \$175,000	8	9.88%	0	6	2	0
\$175,001 - \$275,000	17	20.99%	1	13	3	0
\$275,001 and up	9	11.11%	2	1	6	0
Total New Listed Units	81		11	50	19	1
Total New Listed Volume	11,998,700	100%	1.38M	6.97M	3.51M	127.00K
Average New Listed Listing Price	\$154,180		\$125,627	\$139,498	\$184,995	\$127,000

July 2020



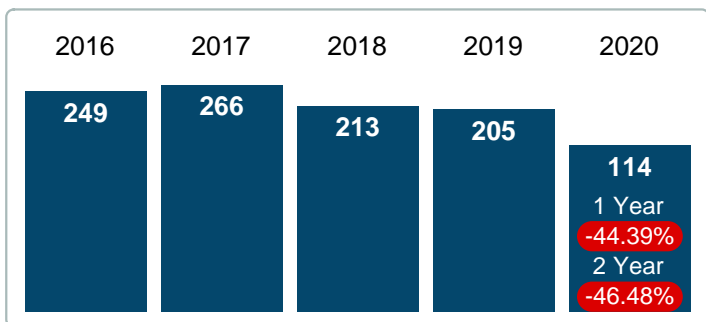
Area Delimited by County Of Muskogee - Residential Property Type



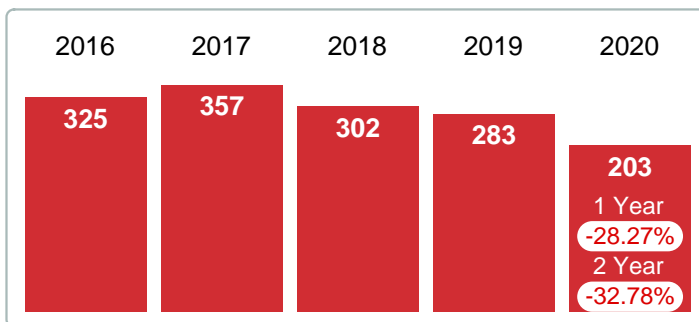
ACTIVE INVENTORY

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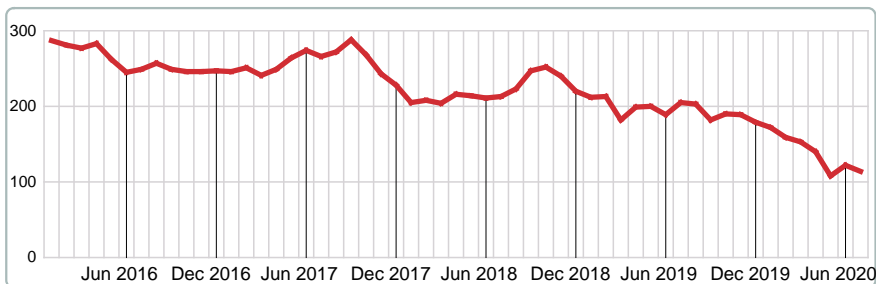
END OF JULY



ACTIVE DURING JULY

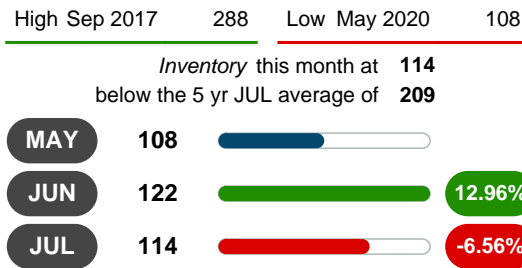


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 209



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	5	4.39%	68.6	2	2	1	0
\$25,001 - \$75,000	20	17.54%	62.4	10	9	1	0
\$75,001 - \$100,000	12	10.53%	70.9	3	8	1	0
\$100,001 - \$175,000	28	24.56%	46.1	2	19	4	3
\$175,001 - \$275,000	20	17.54%	48.9	1	10	7	2
\$275,001 - \$475,000	17	14.91%	72.9	1	6	10	0
\$475,001 and up	12	10.53%	142.5	0	4	6	2
Total Active Inventory by Units			114	19	58	30	7
Total Active Inventory by Volume			27,581,054	1.47M	14.40M	9.43M	2.28M
Average Active Inventory Listing Price			\$241,939	\$77,432	\$248,247	\$314,227	\$326,386

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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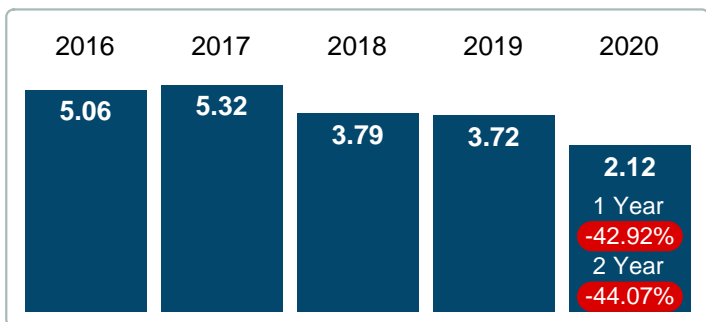
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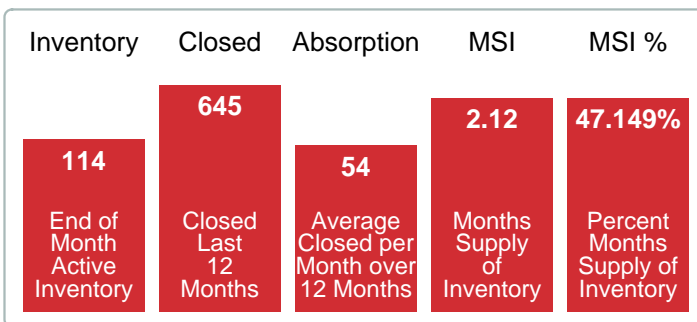
MONTHS SUPPLY of INVENTORY (MSI)

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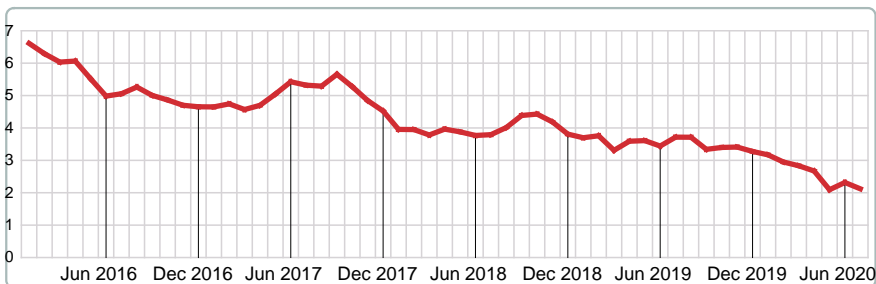
MSI FOR JULY



INDICATORS FOR JULY 2020

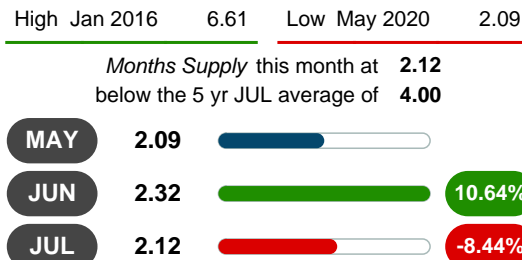


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 4.00



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	8	7.02%	1.60	1.71	1.33	3.00	0.00
\$30,001 - \$70,000	15	13.16%	1.45	2.15	1.35	0.00	0.00
\$70,001 - \$110,000	16	14.04%	1.61	4.00	1.30	1.85	0.00
\$110,001 - \$190,000	30	26.32%	1.57	3.27	1.39	0.79	30.00
\$190,001 - \$290,000	18	15.79%	2.84	6.00	3.60	2.74	0.00
\$290,001 - \$480,000	15	13.16%	5.29	0.00	6.55	7.71	0.00
\$480,001 and up	12	10.53%	48.00	0.00	0.00	36.00	0.00
Market Supply of Inventory (MSI)			2.12	2.43	1.80	2.57	3.36
Total Active Inventory by Units		100%	2.12	19	58	30	7

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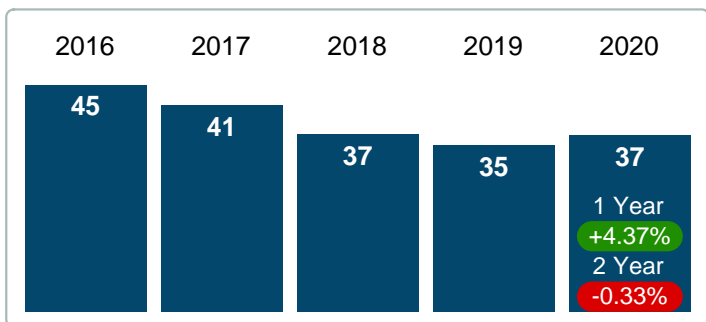
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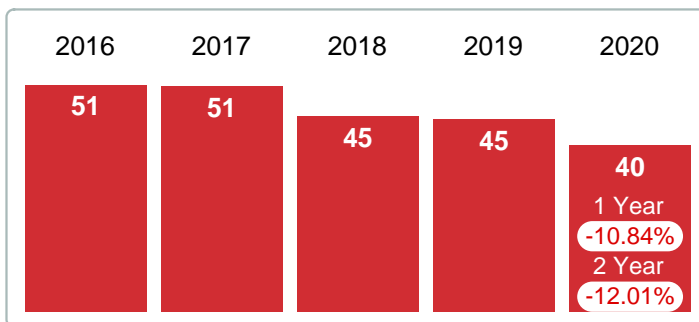
AVERAGE DAYS ON MARKET TO SALE

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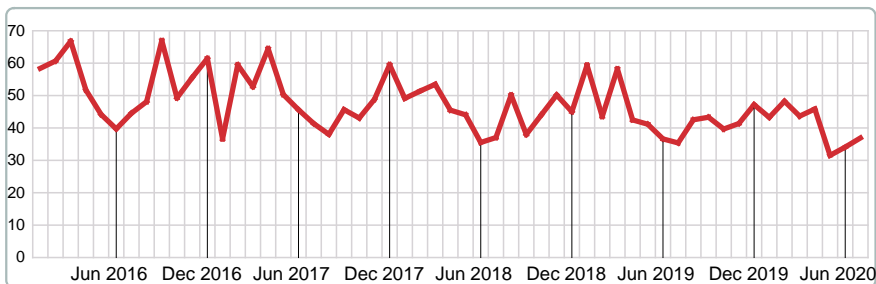
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

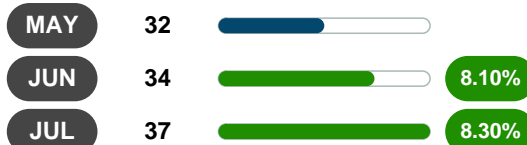


3 MONTHS

5 year JUL AVG = 39

High Sep 2016 67 Low May 2020 32

Average Days on Market to Sale this month at 37 below the 5 yr JUL average of 39



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	8.57%	35	50	27	0	0
\$40,001 - \$60,000	14.29%	50	53	64	7	12
\$60,001 - \$100,000	14.29%	40	48	25	86	0
\$100,001 - \$140,000	20.00%	25	39	20	32	0
\$140,001 - \$170,000	12.86%	34	0	41	9	0
\$170,001 - \$250,000	20.00%	40	2	45	37	0
\$250,001 and up	10.00%	38	0	36	28	48
Average Closed DOM		37	43	36	35	39
Total Closed Units	100%	70	9	43	14	4
Total Closed Volume		9,679,253	730.28K	5.37M	2.54M	1.04M

July 2020



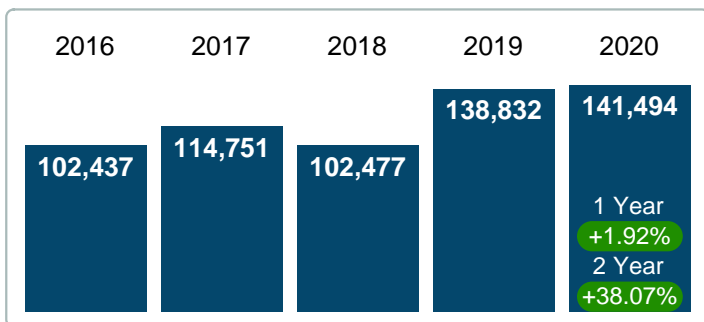
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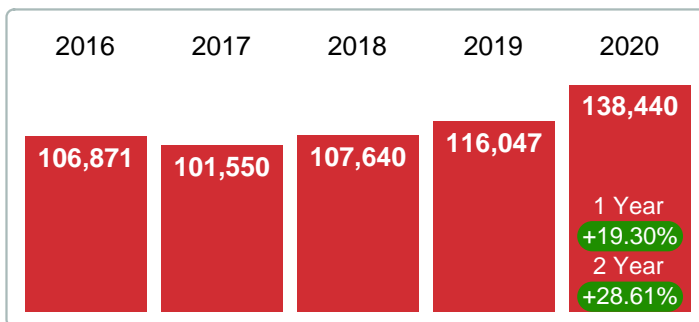
AVERAGE LIST PRICE AT CLOSING

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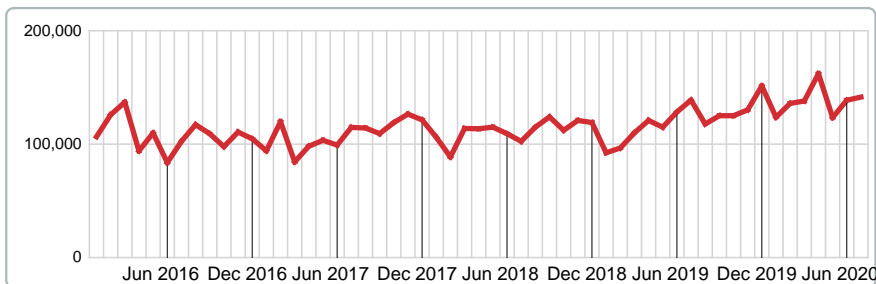
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

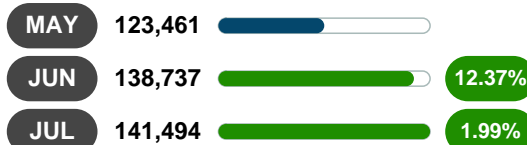


3 MONTHS

5 year JUL AVG = 119,998

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

Average List Price at Closing this month at **141,494** above the 5 yr JUL average of **119,998**



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	6	8.57%	27,117	25,500	27,925	0	
\$40,001 - \$60,000	11	15.71%	54,105	51,833	55,980	45,000	
\$60,001 - \$100,000	9	12.86%	79,322	69,999	79,179	74,700	
\$100,001 - \$140,000	13	18.57%	119,623	117,000	121,244	124,133	
\$140,001 - \$170,000	10	14.29%	149,640	0	150,714	149,450	
\$170,001 - \$250,000	14	20.00%	194,679	225,000	197,060	182,300	
\$250,001 and up	7	10.00%	379,400	0	395,000	403,667	
Average List Price		141,494		81,722	126,922	188,114	269,450
Total Closed Units		70	100%	141,494	9	43	14
Total Closed Volume		9,904,549		735.50K	5.46M	2.63M	1.08M

July 2020



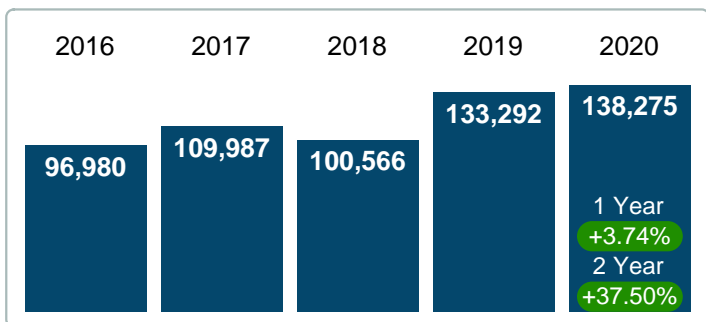
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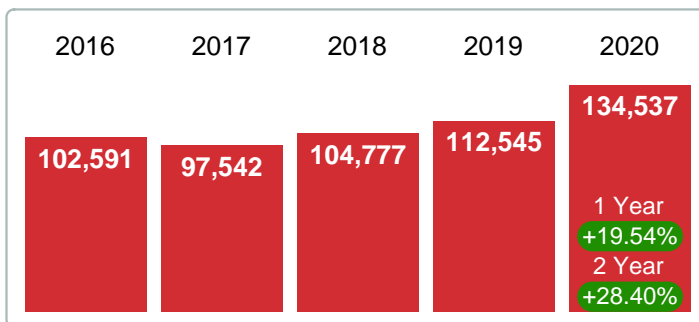
AVERAGE SOLD PRICE AT CLOSING

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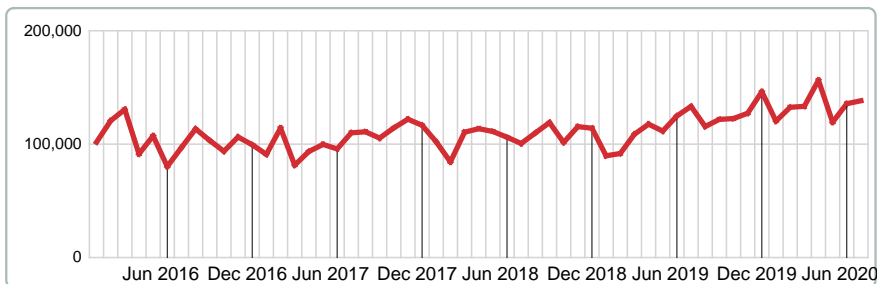
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

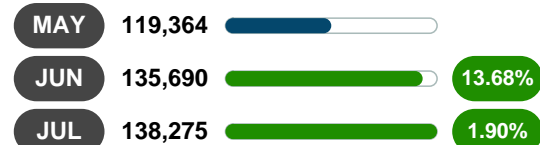


3 MONTHS

5 year JUL AVG = 115,820

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

Average Sold Price at Closing this month at **138,275** above the 5 yr JUL average of **115,820**



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	8.57%	28,630	28,389	28,751	0	0
\$40,001 - \$60,000	14.29%	50,790	48,667	52,880	49,500	48,000
\$60,001 - \$100,000	14.29%	77,122	68,500	80,464	69,735	0
\$100,001 - \$140,000	20.00%	117,414	117,000	118,867	113,333	0
\$140,001 - \$170,000	12.86%	148,889	0	149,143	148,000	0
\$170,001 - \$250,000	20.00%	192,950	225,000	193,630	180,000	0
\$250,001 and up	10.00%	363,321	0	377,000	392,083	330,000
Average Sold Price		138,275	81,142	124,878	181,516	259,500
Total Closed Units		70	9	43	14	4
Total Closed Volume		9,679,253	730.28K	5.37M	2.54M	1.04M

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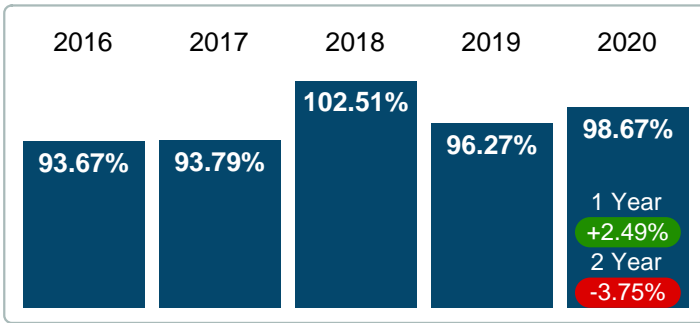
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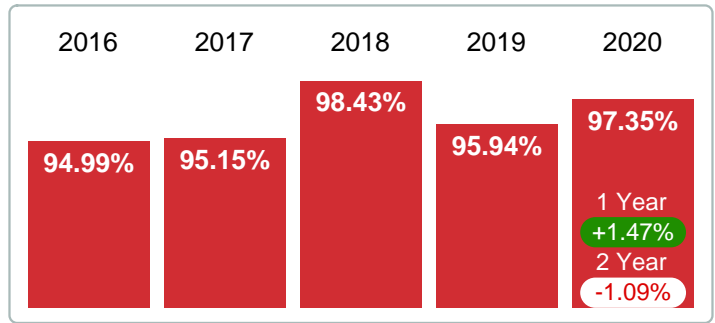
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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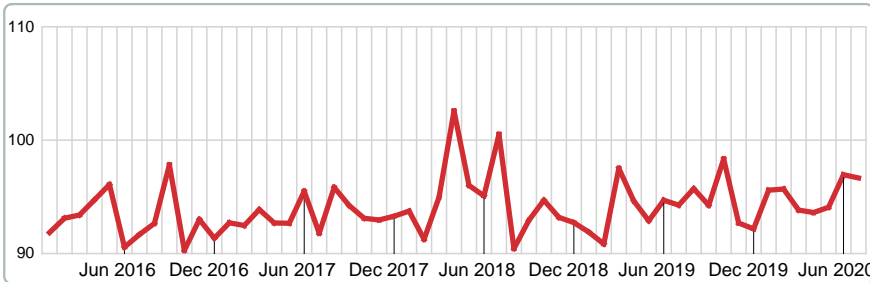
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 96.98%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **98.67%** above the 5 yr JUL average of **96.98%**



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	6	8.57%	108.26%	113.75%	105.51%	0.00%	0.00%
\$40,001 - \$60,000	10	14.29%	95.03%	93.67%	94.52%	90.00%	106.67%
\$60,001 - \$100,000	10	14.29%	99.73%	97.86%	101.84%	93.29%	0.00%
\$100,001 - \$140,000	14	20.00%	97.09%	100.00%	98.03%	92.34%	0.00%
\$140,001 - \$170,000	9	12.86%	98.99%	0.00%	98.98%	99.03%	0.00%
\$170,001 - \$250,000	14	20.00%	98.59%	100.00%	98.41%	98.72%	0.00%
\$250,001 and up	7	10.00%	97.00%	0.00%	95.44%	98.86%	95.66%
Average Sold/List Ratio		98.70%		100.71%	99.12%	96.03%	98.42%
Total Closed Units		70	100%	9	43	14	4
Total Closed Volume		9,679,253		730.28K	5.37M	2.54M	1.04M

July 2020



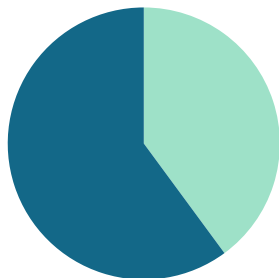
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

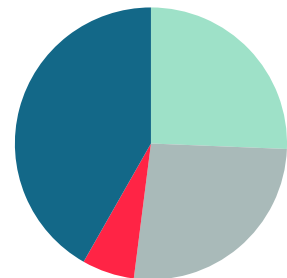


Inventory
 New Listings
81 = 39.90%
 Start Inventory
122
 Total Inventory Units
203
 Volume
\$43,448,278

Market Activity

Closed Sales
70 = 25.64%
 Pending Sales
72 = 26.37%
 Other Off Market
17 = 6.23%
 Active Inventory
114 = 41.76%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	57	70	22.81%	383	372	-2.87%
Pending Sales	50	72	44.00%	400	431	7.75%
New Listings	94	81	-13.83%	592	520	-12.16%
Average List Price	138,832	141,494	1.92%	116,047	138,440	19.30%
Average Sale Price	133,292	138,275	3.74%	112,545	134,537	19.54%
Average Percent of Selling Price to List Price	96.27%	98.67%	2.49%	95.94%	97.35%	1.47%
Average Days on Market to Sale	35.37	36.91	4.37%	44.64	39.80	-10.84%
Monthly Inventory	205	114	-44.39%	205	114	-44.39%
Months Supply of Inventory	3.72	2.12	-42.92%	3.72	2.12	-42.92%

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

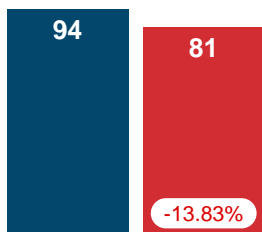
Inventory on July 31, 2020 = **114**

2019 **2020**

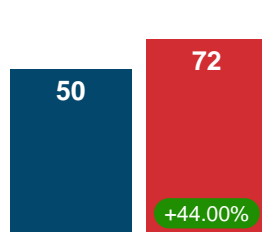
JULY MARKET

AVERAGE PRICES

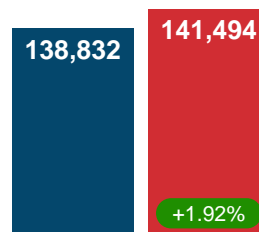
New Listings



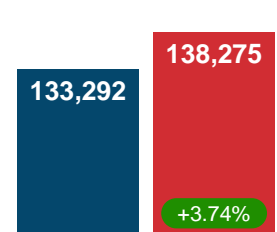
Pending Listings



List Price



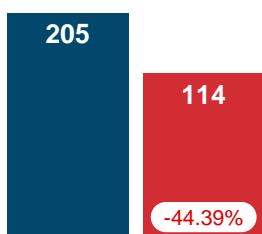
Sale Price



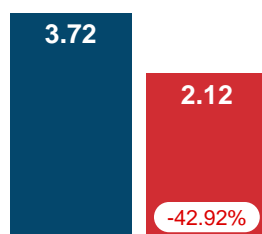
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

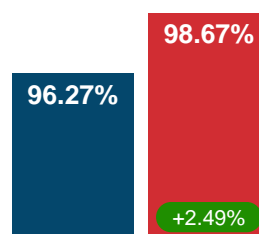
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

