

March 2020



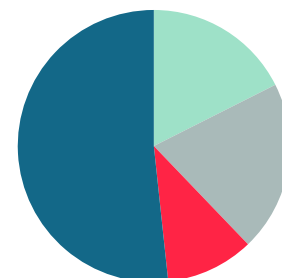
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	March 2020	+/-%
Closed Listings	51	52	1.96%
Pending Listings	72	60	-16.67%
New Listings	83	83	0.00%
Median List Price	94,900	122,363	28.94%
Median Sale Price	94,900	112,350	18.39%
Median Percent of Selling Price to List Price	98.40%	98.56%	0.16%
Median Days on Market to Sale	40.00	27.50	-31.25%
End of Month Inventory	182	153	-15.93%
Months Supply of Inventory	3.31	2.83	-14.38%



■ Closed (17.57%)
■ Pending (20.27%)
■ Other OffMarket (10.47%)
■ Active (51.69%)

Absorption: Last 12 months, an Average of **54** Sales/Month
Active Inventory as of March 31, 2020 = **153**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2020 decreased **15.93%** to 153 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 **2.83** 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 **18.39%** in March 2020 to \$112,350 versus the previous year at \$94,900.

Median Days on Market Shortens

The median number of **27.50** days that homes spent on the market before selling decreased by 12.50 days or **31.25%** in March 2020 compared to last year's same month at **40.00** DOM.

Sales Success for March 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 83 New Listings in March 2020, down **0.00%** from last year at 83. Furthermore, there were 52 Closed Listings this month versus last year at 51, a **1.96%** increase.

Closed versus Listed trends yielded a **62.7%** ratio, up from previous year's, March 2019, at **61.4%**, a **1.96%** 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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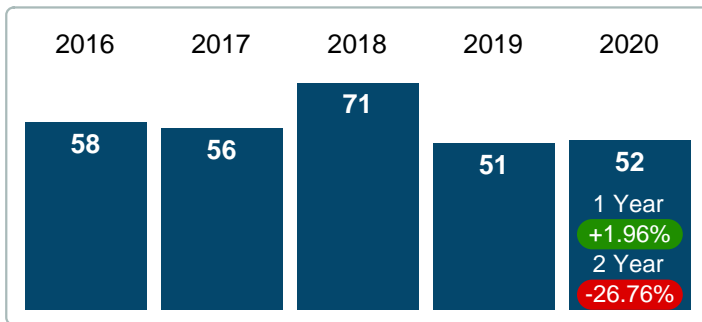
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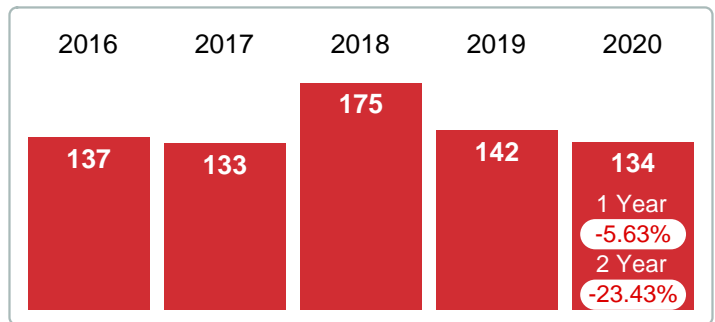
CLOSED LISTINGS

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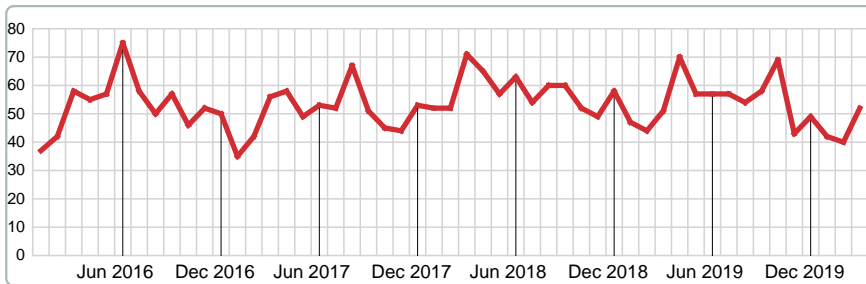
MARCH



YEAR TO DATE (YTD)

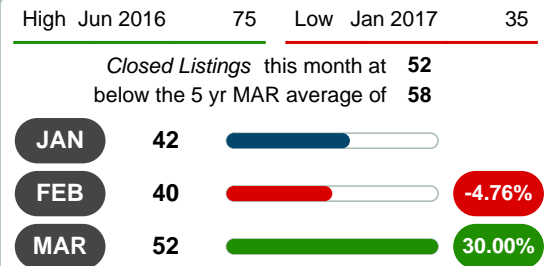


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 58



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	4	7.69%	15.5	0	3	1	0
\$30,001 - \$50,000	7	13.46%	33.0	4	3	0	0
\$50,001 - \$80,000	7	13.46%	25.0	2	5	0	0
\$80,001 - \$130,000	12	23.08%	37.5	1	11	0	0
\$130,001 - \$170,000	10	19.23%	16.5	1	5	4	0
\$170,001 - \$250,000	6	11.54%	21.0	0	3	3	0
\$250,001 and up	6	11.54%	42.0	1	2	3	0
Total Closed Units	52			9	32	11	0
Total Closed Volume	6,933,026	100%	27.5	844.00K	3.79M	2.30M	0.00B
Median Closed Price	\$112,350			\$70,000	\$107,900	\$175,000	\$0

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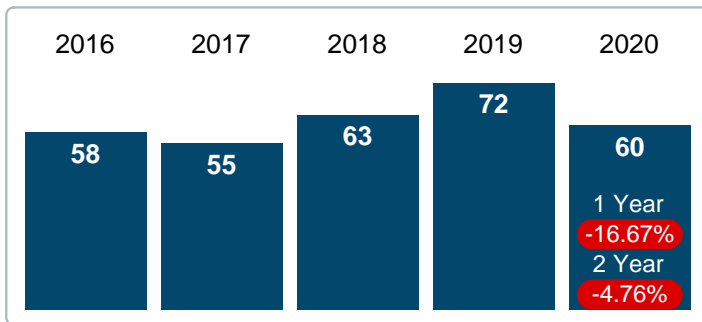
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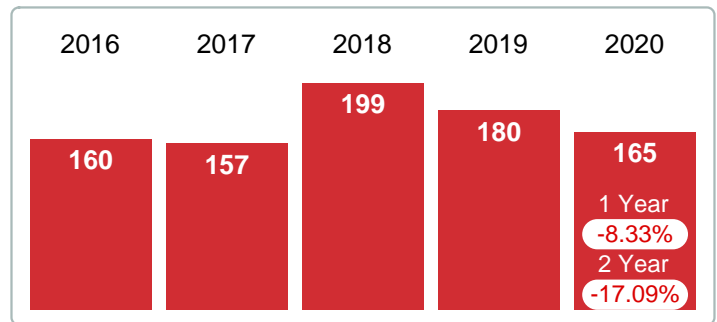
PENDING LISTINGS

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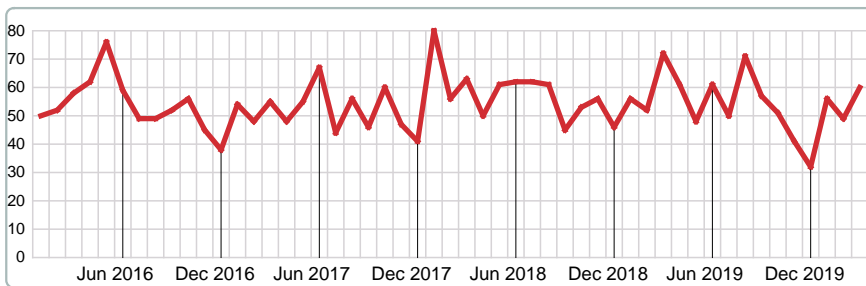
MARCH



YEAR TO DATE (YTD)

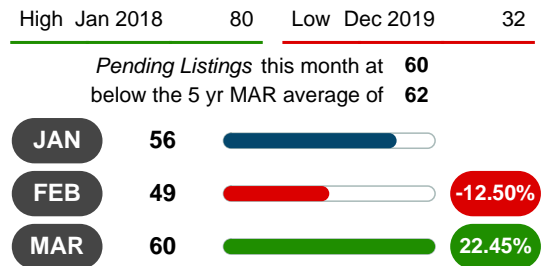


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 62



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	6	10.00%	49.0	5	0	1	0
\$30,001 - \$70,000	6	10.00%	30.0	3	3	0	0
\$70,001 - \$100,000	8	13.33%	26.0	1	6	1	0
\$100,001 - \$140,000	17	28.33%	28.0	2	10	4	1
\$140,001 - \$180,000	7	11.67%	11.0	0	6	1	0
\$180,001 - \$290,000	10	16.67%	45.5	0	6	3	1
\$290,001 and up	6	10.00%	24.5	1	2	1	2
Total Pending Units	60			12	33	11	4
Total Pending Volume	8,576,100	100%	36.0	921.30K	4.96M	1.75M	944.80K
Median Listing Price	\$128,650			\$35,000	\$134,900	\$135,000	\$269,950

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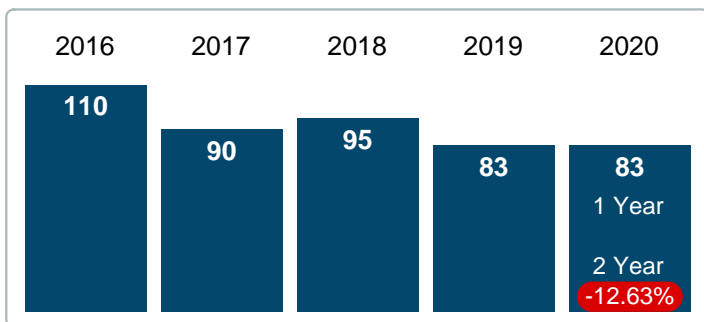
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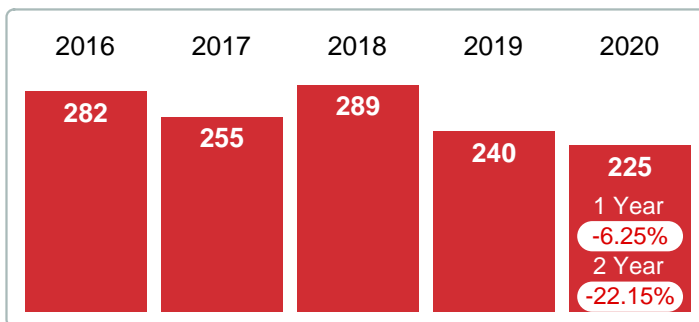
NEW LISTINGS

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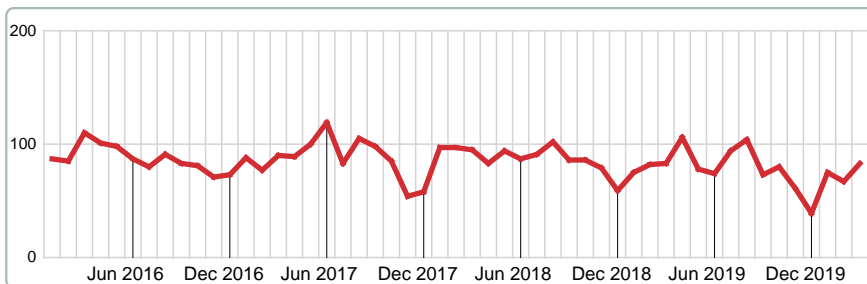
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 92

High Jun 2017 119 Low Dec 2019 39

New Listings this month at 83
below the 5 yr MAR average of 92



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	4	4.82%	3	1	0	0
\$50,001 - \$75,000	11	13.25%	2	6	3	0
\$75,001 - \$100,000	12	14.46%	3	8	1	0
\$100,001 - \$175,000	22	26.51%	3	15	4	0
\$175,001 - \$275,000	13	15.66%	0	8	5	0
\$275,001 - \$425,000	12	14.46%	0	5	2	5
\$425,001 and up	9	10.84%	0	3	4	2
Total New Listed Units	83		11	46	19	7
Total New Listed Volume	17,367,600	100%	825.45K	8.05M	5.31M	3.19M
Median New Listed Listing Price	\$157,500		\$79,900	\$140,950	\$185,000	\$375,000

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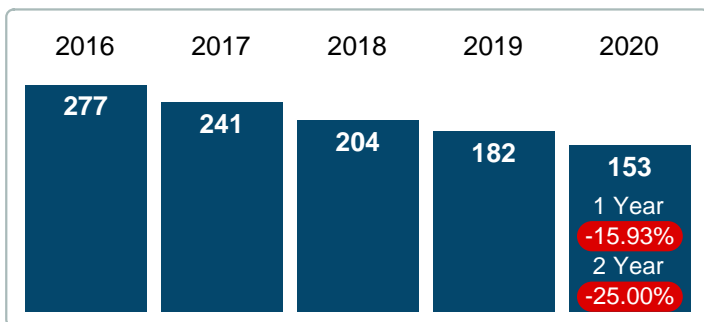
Area Delimited by County Of Muskogee - Residential Property Type



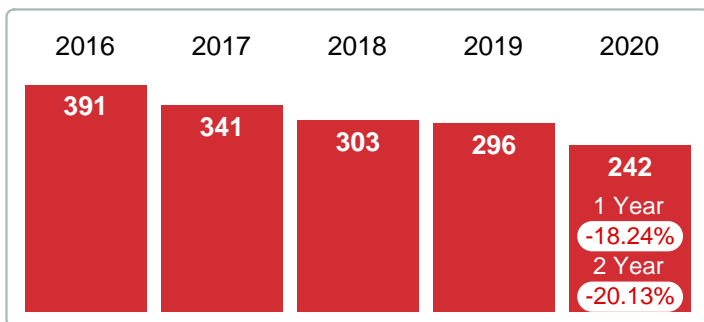
ACTIVE INVENTORY

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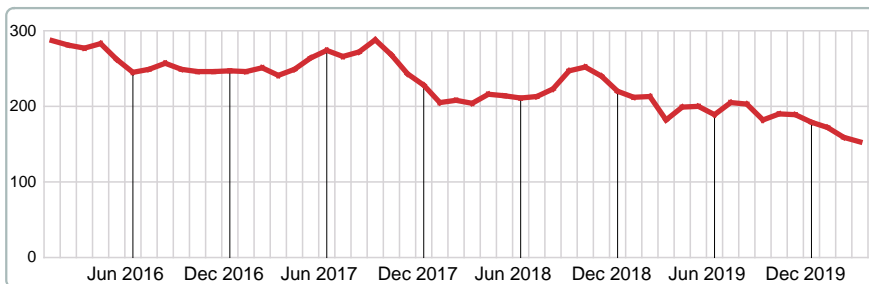
END OF MARCH



ACTIVE DURING MARCH

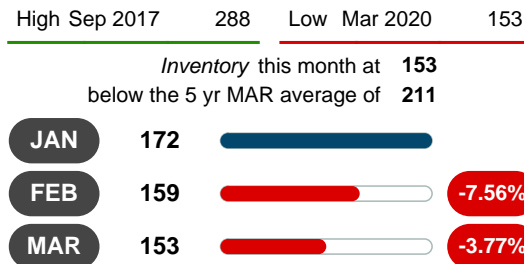


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 211



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	8	5.23%	51.5	8	0	0	0	
\$30,001 - \$60,000	25	16.34%	63.0	9	15	1	0	
\$60,001 - \$100,000	23	15.03%	29.0	7	12	4	0	
\$100,001 - \$180,000	39	25.49%	42.0	3	29	6	1	
\$180,001 - \$310,000	23	15.03%	45.0	0	13	8	2	
\$310,001 - \$470,000	19	12.42%	30.0	0	8	8	3	
\$470,001 and up	16	10.46%	34.0	0	7	6	3	
Total Active Inventory by Units		153		27	84	33	9	
Total Active Inventory by Volume		35,242,199	100%	42.0	1.56M	19.77M	10.00M	3.91M
Median Active Inventory Listing Price		\$142,500			\$52,000	\$142,250	\$270,000	\$409,900

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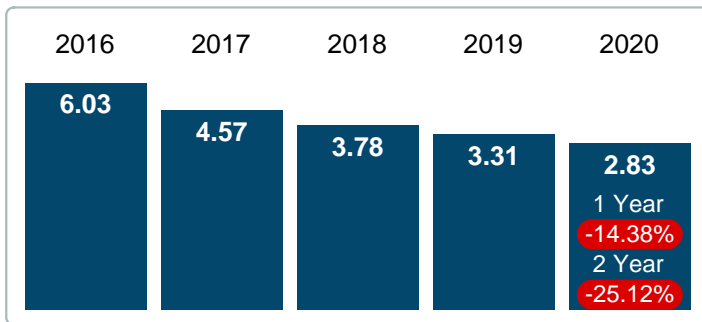
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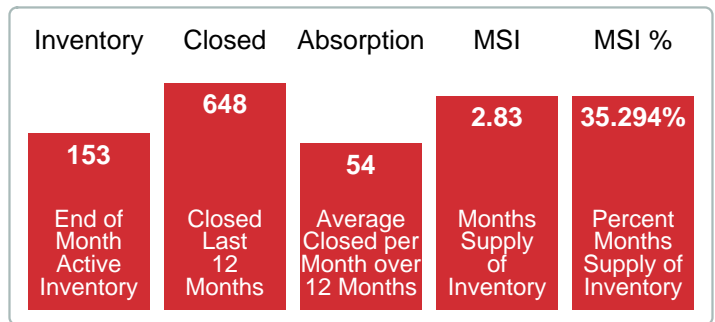
MONTHS SUPPLY of INVENTORY (MSI)

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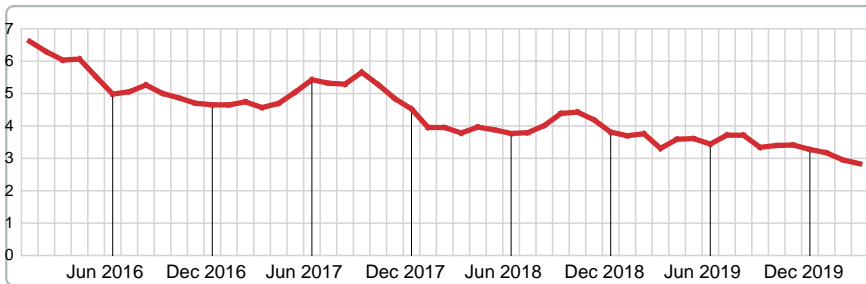
MSI FOR MARCH



INDICATORS FOR MARCH 2020

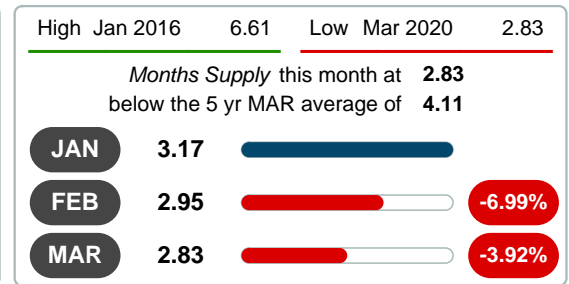


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 4.11



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	5.23%	1.30	3.31	0.00	0.00	0.00
\$30,001 - \$60,000	25	16.34%	3.66	3.86	3.83	2.40	0.00
\$60,001 - \$100,000	23	15.03%	2.11	4.00	1.52	3.69	0.00
\$100,001 - \$180,000	39	25.49%	1.98	4.00	1.99	1.47	4.00
\$180,001 - \$310,000	23	15.03%	2.68	0.00	3.63	1.96	3.00
\$310,001 - \$470,000	19	12.42%	11.40	0.00	12.00	12.00	12.00
\$470,001 and up	16	10.46%	96.00	0.00	84.00	72.00	0.00
Market Supply of Inventory (MSI)			2.83	3.56	2.47	3.07	5.40
Total Active Inventory by Units		100%	2.83	27	84	33	9

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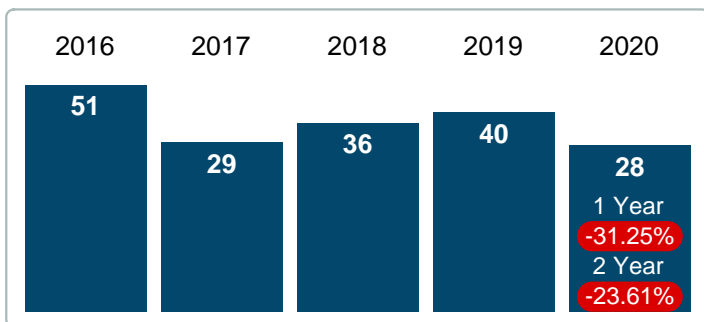
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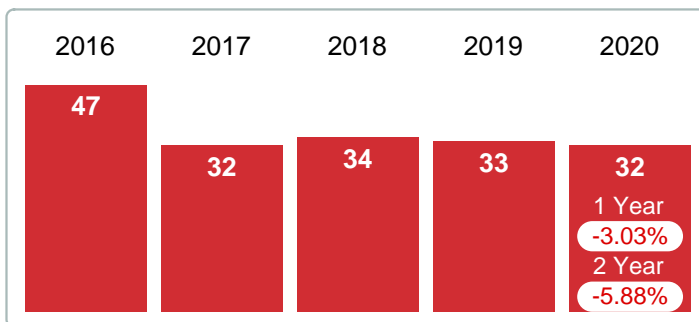
MEDIAN DAYS ON MARKET TO SALE

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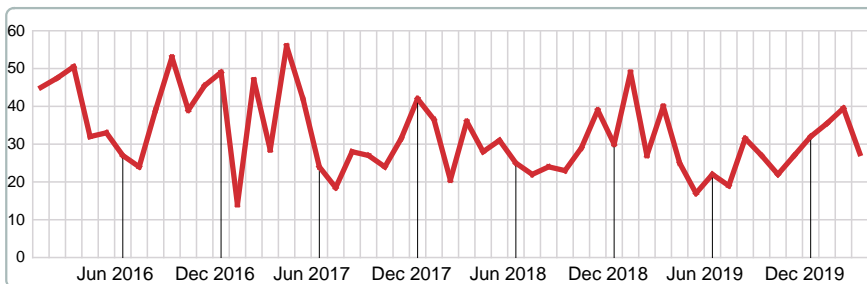
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 37

High Apr 2017 56 Low Jan 2017 14

Median Days on Market to Sale this month at 28 below the 5 yr MAR average of 37

Month	Median Days	% Change
JAN	36	
FEB	40	11.27%
MAR	28	-30.38%

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	7.69%	16	0	18	13	0
\$30,001 - \$50,000	13.46%	33	76	5	0	0
\$50,001 - \$80,000	13.46%	25	21	36	0	0
\$80,001 - \$130,000	23.08%	38	55	32	0	0
\$130,001 - \$170,000	19.23%	17	19	60	13	0
\$170,001 - \$250,000	11.54%	21	0	6	36	0
\$250,001 and up	11.54%	42	37	30	47	0
Median Closed DOM		28				
Total Closed Units	100%	27.5	9	32	11	0
Total Closed Volume		6,933,026	844.00K	3.79M	2.30M	0.00B

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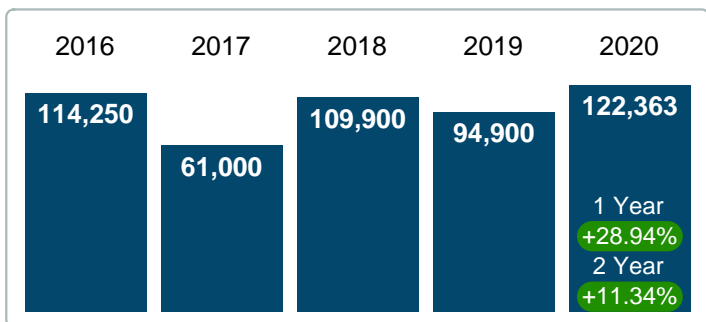
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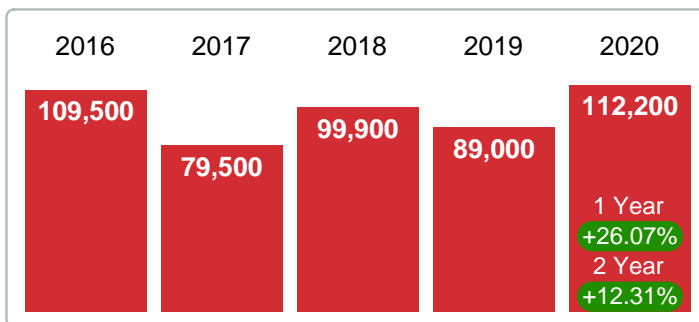
MEDIAN LIST PRICE AT CLOSING

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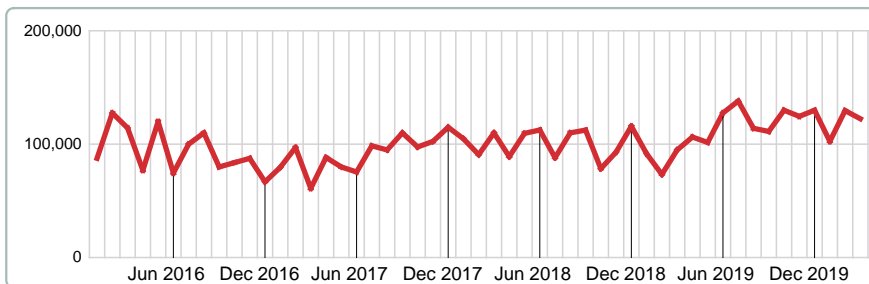
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

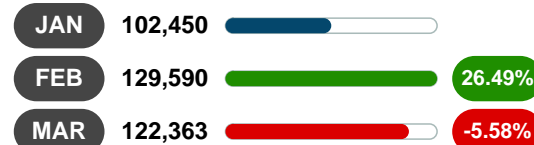


3 MONTHS

5 year MAR AVG = 100,483

High Jul 2019 138,000 Low Mar 2017 61,000

Median List Price at Closing this month at **122,363** above the 5 yr MAR average of **100,483**



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	7.69%	21,500	0	23,000	20,000	0
\$30,001 - \$50,000	11.54%	38,000	35,000	39,000	0	0
\$50,001 - \$80,000	7.69%	55,000	51,900	55,000	0	0
\$80,001 - \$130,000	26.92%	99,250	89,500	99,900	0	0
\$130,001 - \$170,000	21.15%	150,000	142,500	150,000	165,500	0
\$170,001 - \$250,000	13.46%	179,900	0	205,000	178,400	0
\$250,001 and up	11.54%	332,500	335,000	374,500	269,900	0
Median List Price		122,363	85,000	108,450	176,900	0
Total Closed Units	100%	122,363	9	32	11	0
Total Closed Volume		7,177,602	908.90K	3.91M	2.35M	0.00B

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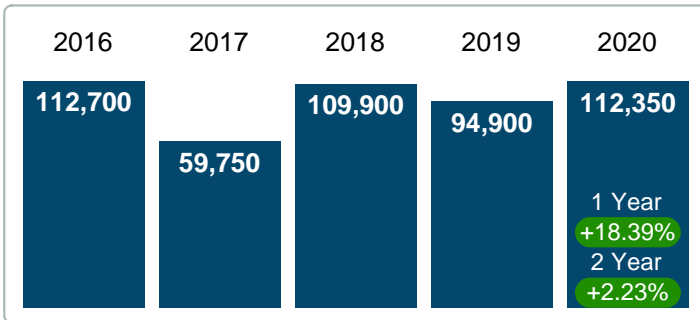
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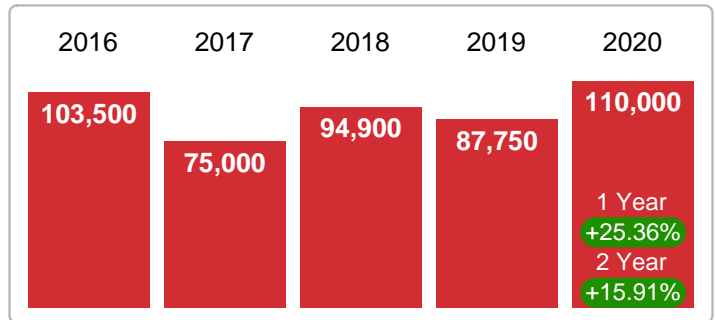
MEDIAN SOLD PRICE AT CLOSING

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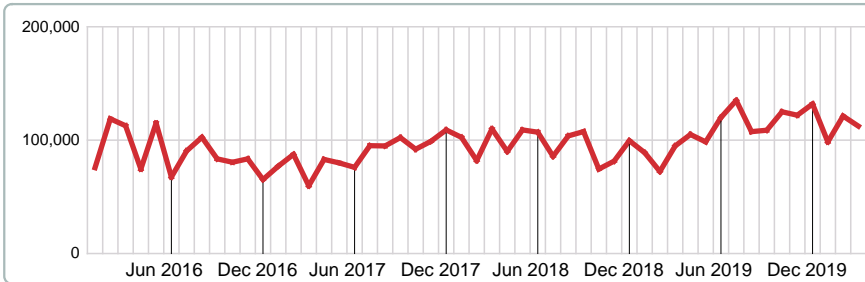
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 97,920

High Jul 2019 135,000 Low Mar 2017 59,750

Median Sold Price at Closing this month at 112,350 above the 5 yr MAR average of 97,920



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	7.69%	21,150	0	22,300	20,000	0
\$30,001 - \$50,000	13.46%	38,500	34,000	39,100	0	0
\$50,001 - \$80,000	13.46%	70,000	72,500	63,000	0	0
\$80,001 - \$130,000	23.08%	107,900	95,000	110,000	0	0
\$130,001 - \$170,000	19.23%	150,000	139,000	150,000	163,000	0
\$170,001 - \$250,000	11.54%	186,950	0	190,000	183,900	0
\$250,001 and up	11.54%	322,500	315,000	385,000	275,000	0
Median Sold Price		112,350	70,000	107,900	175,000	0
Total Closed Units	100%	112,350	9	32	11	
Total Closed Volume		6,933,026	844.00K	3.79M	2.30M	0.00B

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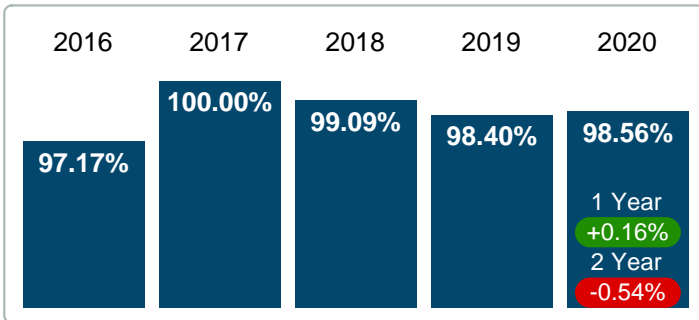
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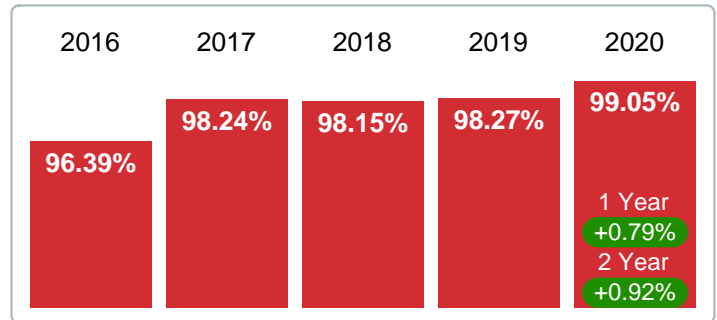
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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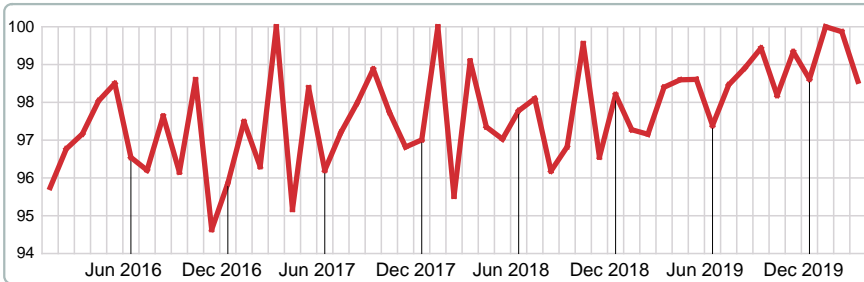
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

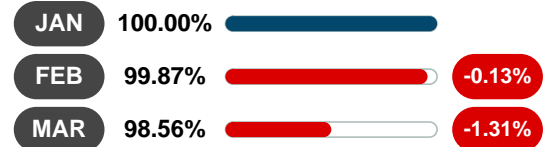


3 MONTHS

5 year MAR AVG = 98.64%

High Jan 2020 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **98.56%**
equal to 5 yr MAR average of **98.64%**



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
\$30,000 and less	4	7.69%	98.48%	0.00%	96.96%	100.00%	0.00%
\$30,001 - \$50,000	7	13.46%	96.34%	95.31%	100.26%	0.00%	0.00%
\$50,001 - \$80,000	7	13.46%	90.13%	83.22%	90.80%	0.00%	0.00%
\$80,001 - \$130,000	12	23.08%	99.91%	100.00%	99.83%	0.00%	0.00%
\$130,001 - \$170,000	10	19.23%	98.35%	97.54%	100.00%	97.50%	0.00%
\$170,001 - \$250,000	6	11.54%	98.10%	0.00%	92.68%	100.00%	0.00%
\$250,001 and up	6	11.54%	98.13%	94.03%	102.51%	96.26%	0.00%
Median Sold/List Ratio		98.56%		94.29%	99.46%	98.93%	0.00%
Total Closed Units		52	100%	9	32	11	
Total Closed Volume		6,933,026		844.00K	3.79M	2.30M	0.00B

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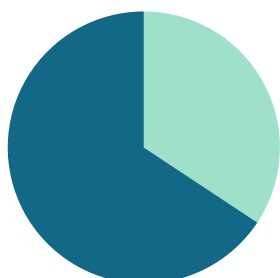
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

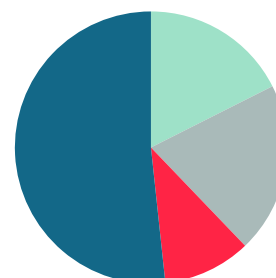


Inventory
 New Listings
83 = 34.30%
 Start Inventory
159
 Total Inventory Units
242
 Volume
\$49,493,549

Market Activity

Closed Sales
52 = 17.57%
 Pending Sales
60 = 20.27%
 Other Off Market
31 = 10.47%
 Active Inventory
153 = 51.69%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	51	52	1.96%	142	134	-5.63%
Pending Sales	72	60	-16.67%	180	165	-8.33%
New Listings	83	83	0.00%	240	225	-6.25%
Median List Price	94,900	122,363	28.94%	89,000	112,200	26.07%
Median Sale Price	94,900	112,350	18.39%	87,750	110,000	25.36%
Median Percent of Selling Price to List Price	98.40%	98.56%	0.16%	98.27%	99.05%	0.79%
Median Days on Market to Sale	40.00	27.50	-31.25%	33.00	32.00	-3.03%
Monthly Inventory	182	153	-15.93%	182	153	-15.93%
Months Supply of Inventory	3.31	2.83	-14.38%	3.31	2.83	-14.38%

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

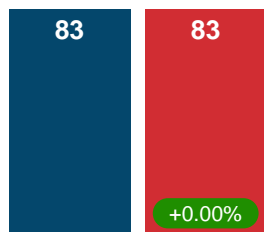
Inventory on March 31, 2020 = **153**

2019 **2020**

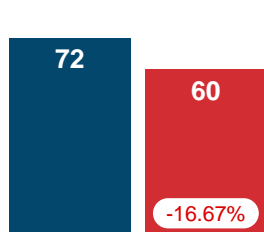
MARCH MARKET

MEDIAN PRICES

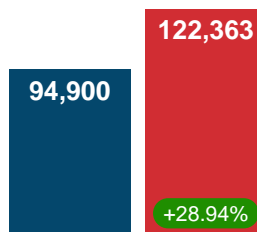
New Listings



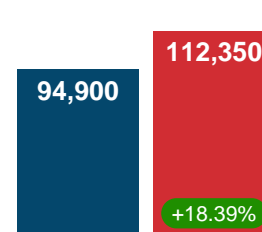
Pending Listings



List Price



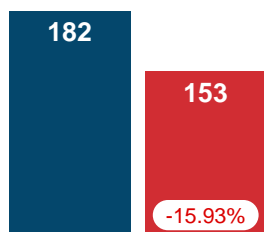
Sale Price



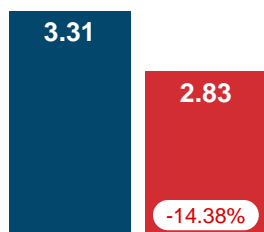
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

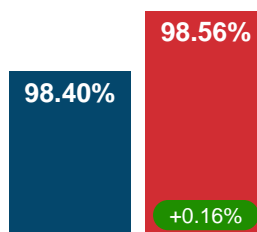
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

