

# November 2020



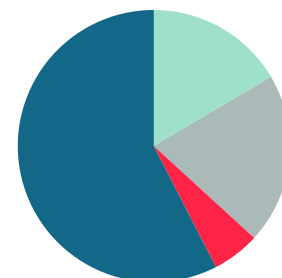
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2019	November 2020	+/-%
Closed Listings	43	35	-18.60%
Pending Listings	41	43	4.88%
New Listings	61	56	-8.20%
Average List Price	130,195	132,331	1.64%
Average Sale Price	127,236	130,273	2.39%
Average Percent of Selling Price to List Price	94.69%	97.59%	3.06%
Average Days on Market to Sale	41.37	22.14	-46.48%
End of Month Inventory	189	122	-35.45%
Months Supply of Inventory	3.41	2.21	-35.26%



■ Closed (16.51%)  
■ Pending (20.28%)  
■ Other OffMarket (5.66%)  
■ Active (57.55%)

**Absorption:** Last 12 months, an Average of **55 Sales/Month Active Inventory** as of November 30, 2020 = **122**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2020 decreased **35.45%** to 122 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **2.21** 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 **2.39%** in November 2020 to \$130,273 versus the previous year at \$127,236.

#### Average Days on Market Shortens

The average number of **22.14** days that homes spent on the market before selling decreased by 19.23 days or **46.48%** in November 2020 compared to last year's same month at **41.37** DOM.

#### Sales Success for November 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 56 New Listings in November 2020, down **8.20%** from last year at 61. Furthermore, there were 35 Closed Listings this month versus last year at 43, a **-18.60%** decrease.

Closed versus Listed trends yielded a **62.5%** ratio, down from previous year's, November 2019, at **70.5%**, a **11.34%** 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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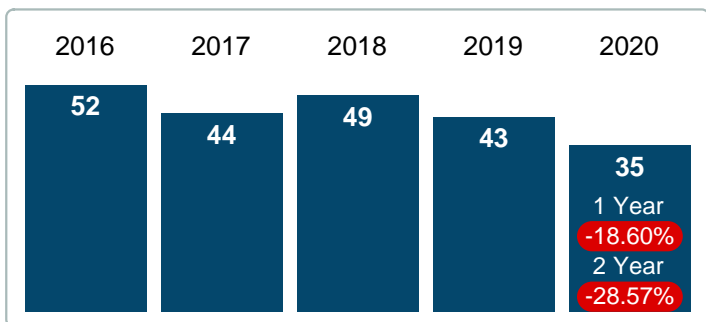
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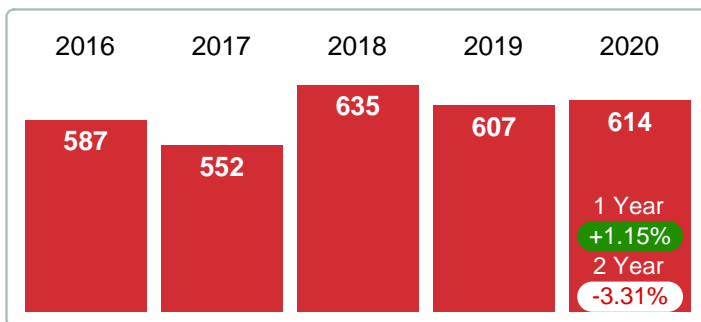
## CLOSED LISTINGS

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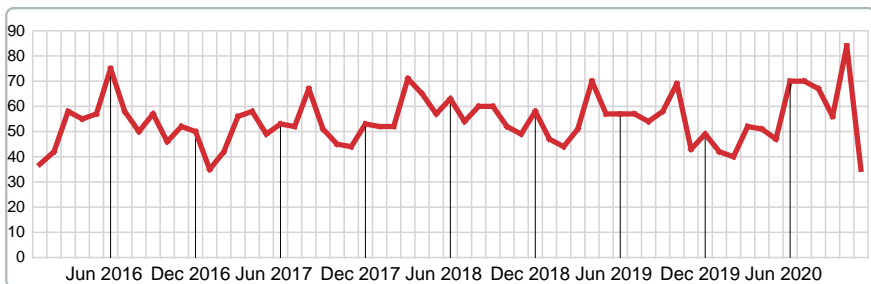
### NOVEMBER



### YEAR TO DATE (YTD)

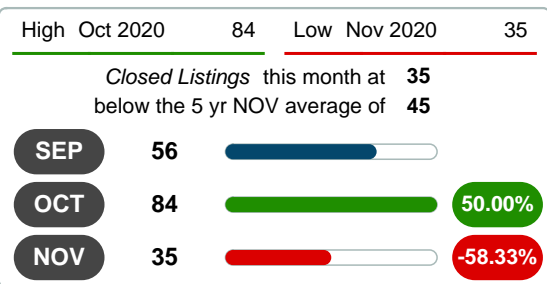


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 45



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	11.43%	38.0	1	3	0	0
\$50,001 - \$70,000	3	8.57%	13.0	1	2	0	0
\$70,001 - \$80,000	2	5.71%	22.0	1	1	0	0
\$80,001 - \$120,000	12	34.29%	16.8	3	8	1	0
\$120,001 - \$170,000	6	17.14%	37.8	0	4	1	1
\$170,001 - \$250,000	4	11.43%	3.8	0	3	1	0
\$250,001 and up	4	11.43%	24.3	0	1	3	0
<b>Total Closed Units</b>	<b>35</b>			<b>6</b>	<b>22</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>4,559,550</b>	<b>100%</b>	<b>22.1</b>	<b>442.25K</b>	<b>2.69M</b>	<b>1.30M</b>	<b>125.00K</b>
<b>Average Closed Price</b>	<b>\$130,273</b>			<b>\$73,708</b>	<b>\$122,195</b>	<b>\$217,333</b>	<b>\$125,000</b>

# November 2020



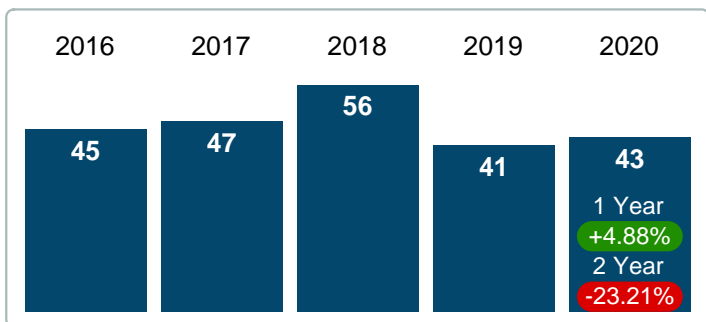
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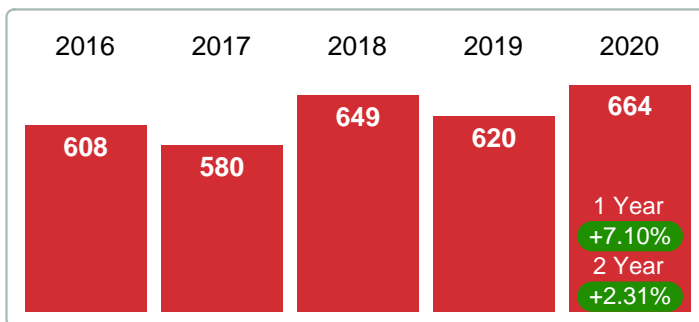
## PENDING LISTINGS

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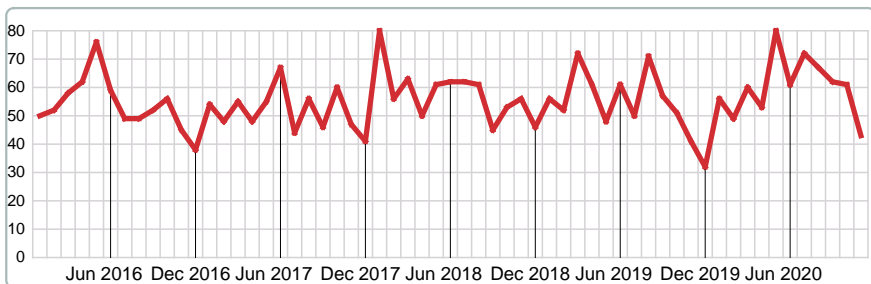
### NOVEMBER



### YEAR TO DATE (YTD)

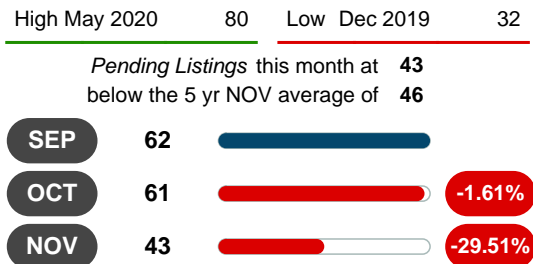


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 46



### 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	3	6.98%	60.3	2	0	1	0
\$50,001 - \$75,000	3	6.98%	35.0	0	2	0	1
\$75,001 - \$125,000	7	16.28%	20.9	0	6	1	0
\$125,001 - \$150,000	9	20.93%	46.9	2	4	2	1
\$150,001 - \$200,000	9	20.93%	31.7	0	7	1	1
\$200,001 - \$375,000	8	18.60%	37.1	0	5	3	0
\$375,001 and up	4	9.30%	49.3	0	1	3	0
<b>Total Pending Units</b>	<b>43</b>			<b>4</b>	<b>25</b>	<b>11</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>7,744,384</b>	<b>100%</b>	<b>38.1</b>	<b>366.80K</b>	<b>4.14M</b>	<b>2.90M</b>	<b>339.80K</b>
<b>Average Listing Price</b>	<b>\$182,604</b>			<b>\$91,700</b>	<b>\$165,491</b>	<b>\$263,682</b>	<b>\$113,267</b>

# November 2020



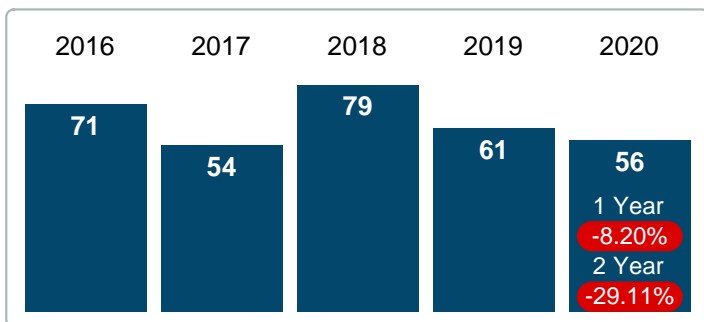
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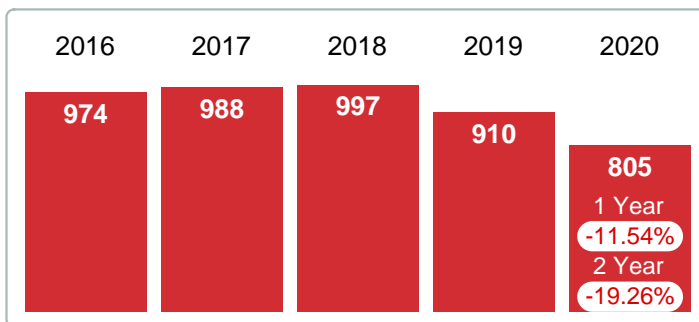
## NEW LISTINGS

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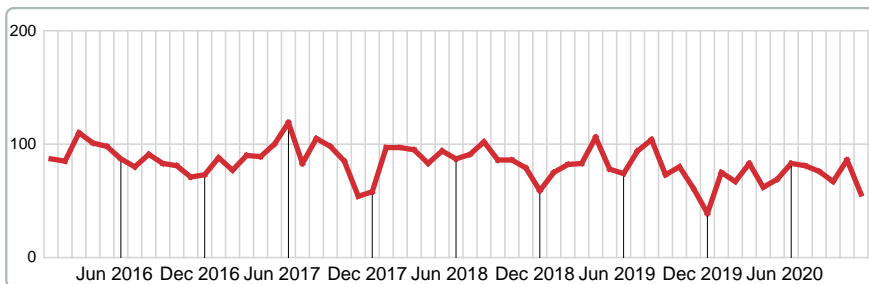
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 64

High Jun 2017 119 Low Dec 2019 39

New Listings this month at **56**  
 below the 5 yr NOV average of **64**



### 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	3	5.36%	0	2	1	0
\$50,001 - \$50,000	0	0.00%	0	0	0	0
\$50,001 - \$100,000	16	28.57%	4	8	4	0
\$100,001 - \$150,000	12	21.43%	0	8	4	0
\$150,001 - \$200,000	12	21.43%	0	10	2	0
\$200,001 - \$275,000	7	12.50%	0	2	5	0
\$275,001 and up	6	10.71%	0	3	3	0
<b>Total New Listed Units</b>	<b>56</b>		<b>4</b>	<b>33</b>	<b>19</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>8,624,983</b>	<b>100%</b>	<b>261.30K</b>	<b>4.95M</b>	<b>3.42M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$155,006</b>		<b>\$65,325</b>	<b>\$149,933</b>	<b>\$179,784</b>	<b>\$0</b>

# November 2020



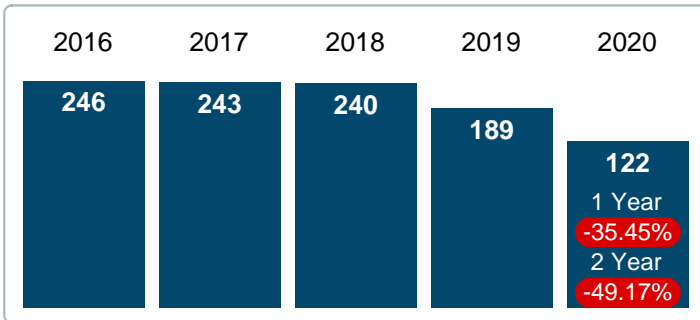
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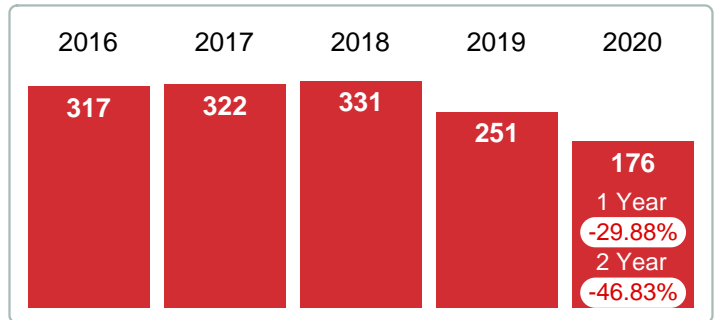
## ACTIVE INVENTORY

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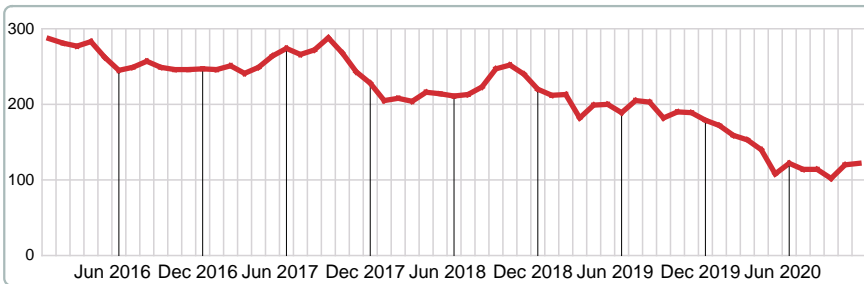
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER

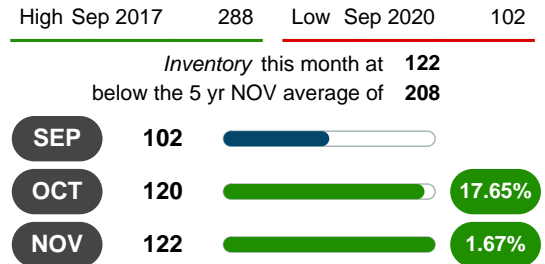


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 208



### 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	4	3.28%	63.5	0	1	3	0
\$25,001 - \$50,000	12	9.84%	65.9	3	9	0	0
\$50,001 - \$75,000	25	20.49%	52.8	11	11	3	0
\$75,001 - \$150,000	31	25.41%	61.8	4	20	7	0
\$150,001 - \$250,000	19	15.57%	46.2	3	9	7	0
\$250,001 - \$325,000	16	13.11%	51.3	1	7	8	0
\$325,001 and up	15	12.30%	100.9	0	5	8	2
<b>Total Active Inventory by Units</b>	<b>122</b>			<b>22</b>	<b>62</b>	<b>36</b>	<b>2</b>
<b>Total Active Inventory by Volume</b>	<b>24,732,913</b>	<b>100%</b>	<b>61.4</b>	<b>2.16M</b>	<b>13.22M</b>	<b>8.10M</b>	<b>1.25M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$202,729</b>			<b>\$98,400</b>	<b>\$213,265</b>	<b>\$224,886</b>	<b>\$624,900</b>

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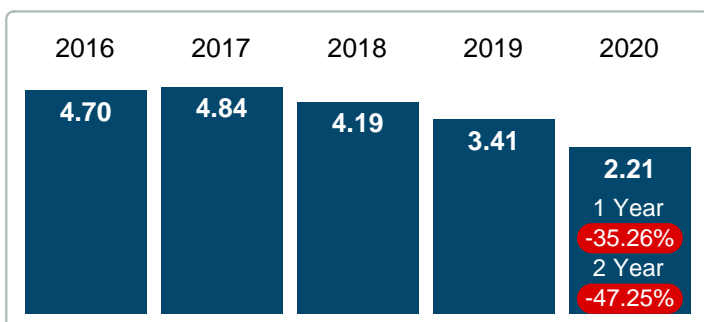
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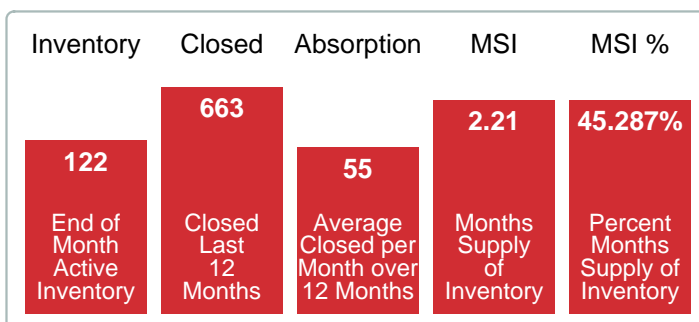
## MONTHS SUPPLY of INVENTORY (MSI)

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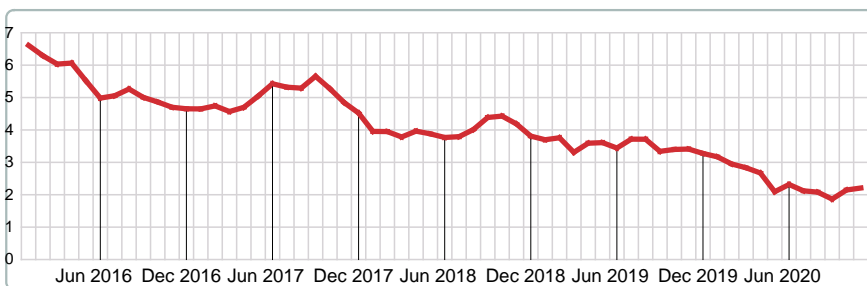
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

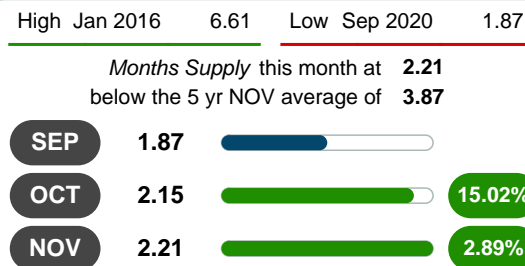


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 3.87



### 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
\$40,000 and less	12	9.84%	2.09	0.69	3.00	7.20	0.00
\$40,001 - \$60,000	11	9.02%	2.20	4.00	1.58	2.40	0.00
\$60,001 - \$80,000	18	14.75%	3.32	4.94	2.92	2.18	0.00
\$80,001 - \$160,000	34	27.87%	1.59	3.00	1.31	2.67	0.00
\$160,001 - \$260,000	18	14.75%	1.53	18.00	1.13	1.65	0.00
\$260,001 - \$340,000	16	13.11%	4.47	6.00	6.00	4.70	0.00
\$340,001 and up	13	10.66%	5.38	0.00	5.45	8.00	3.43
Market Supply of Inventory (MSI)			2.21	2.97	1.80	3.09	1.14
Total Active Inventory by Units		100%	2.21	22	62	36	2

# November 2020



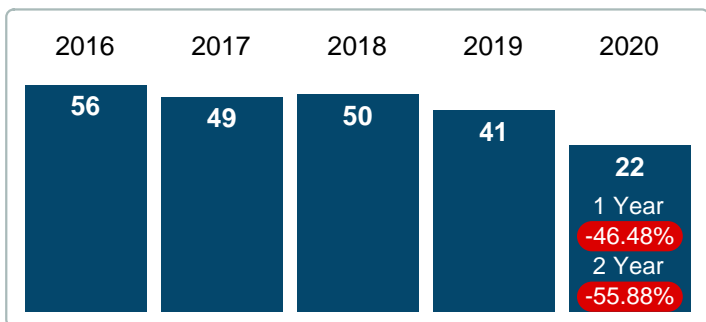
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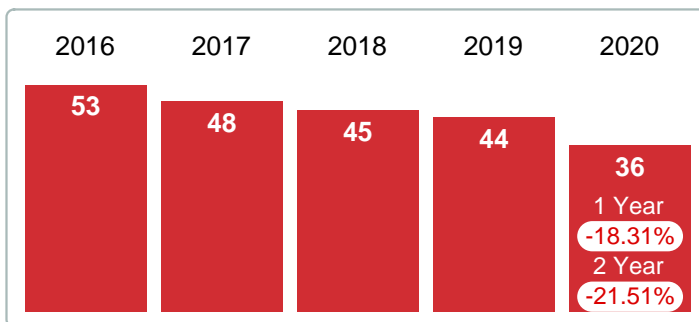
## AVERAGE DAYS ON MARKET TO SALE

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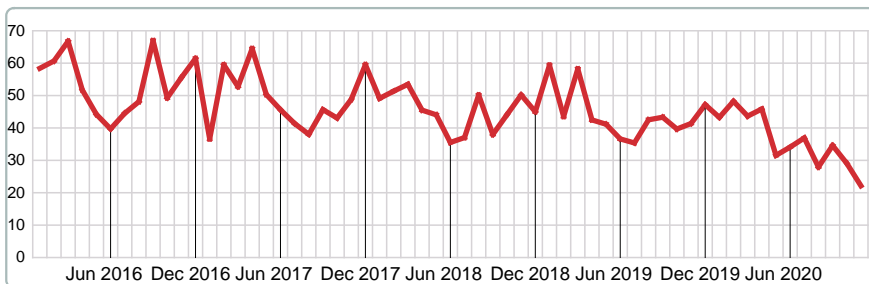
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

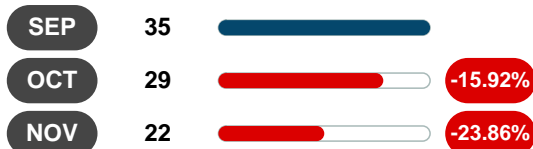


### 3 MONTHS

5 year NOV AVG = 44

High Sep 2016 67 Low Nov 2020 22

Average Days on Market to Sale this month at 22 below the 5 yr NOV average of 44



### 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
\$50,000 and less	11.43%	38	2	50	0	0
\$50,001 - \$70,000	8.57%	13	36	2	0	0
\$70,001 - \$80,000	5.71%	22	23	21	0	0
\$80,001 - \$120,000	34.29%	17	23	14	20	0
\$120,001 - \$170,000	17.14%	38	0	38	4	72
\$170,001 - \$250,000	11.43%	4	0	3	6	0
\$250,001 and up	11.43%	24	0	17	27	0
<b>Average Closed DOM</b>		<b>22</b>	<b>22</b>	<b>21</b>	<b>18</b>	<b>72</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>22</b>	<b>6</b>	<b>22</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,559,550</b>	<b>442.25K</b>	<b>2.69M</b>	<b>1.30M</b>	<b>125.00K</b>



# November 2020



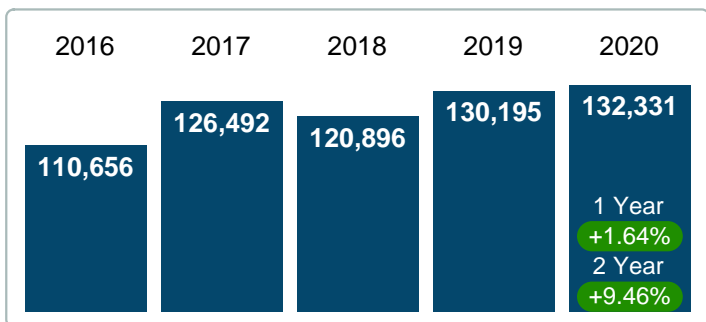
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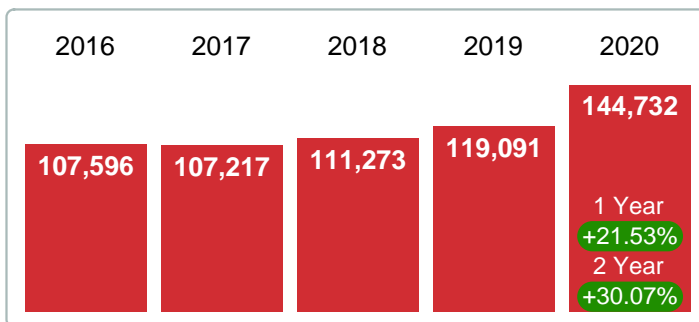
## AVERAGE LIST PRICE AT CLOSING

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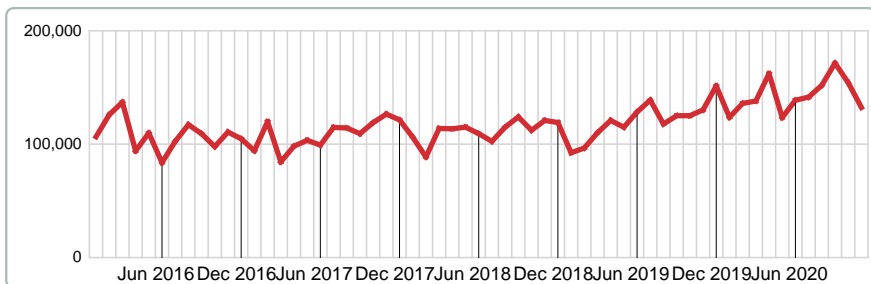
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

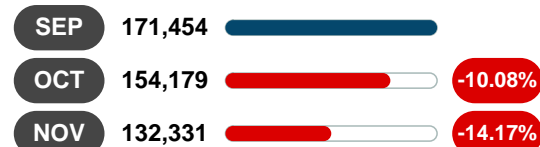


### 3 MONTHS

5 year NOV AVG = 124,114

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

Average List Price at Closing this month at **132,331** above the 5 yr NOV average of **124,114**



### 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
\$50,000 and less	8.57%	46,300	39,000	52,300	0	0
\$50,001 - \$70,000	8.57%	55,167	58,500	62,500	0	0
\$70,001 - \$80,000	8.57%	77,833	79,500	79,000	0	0
\$80,001 - \$120,000	34.29%	94,125	94,500	93,263	99,900	0
\$120,001 - \$170,000	17.14%	143,283	0	146,925	145,000	127,000
\$170,001 - \$250,000	11.43%	204,500	0	197,667	225,000	0
\$250,001 and up	11.43%	321,625	0	420,000	288,833	0
<b>Average List Price</b>		<b>132,331</b>	<b>76,750</b>	<b>123,077</b>	<b>222,733</b>	<b>127,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>132,331</b>	<b>6</b>	<b>22</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,631,600</b>	<b>460.50K</b>	<b>2.71M</b>	<b>1.34M</b>	<b>127.00K</b>



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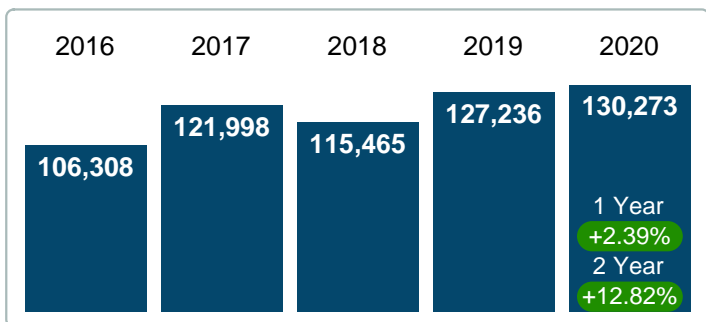
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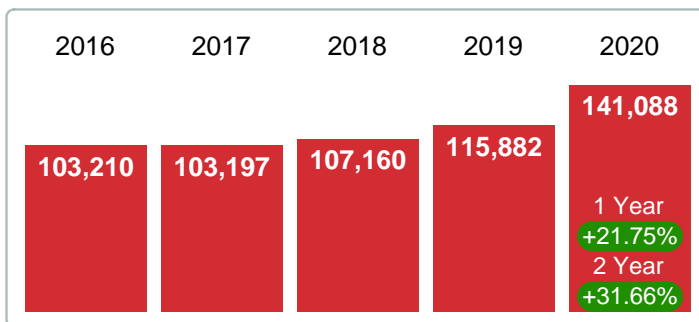
## AVERAGE SOLD PRICE AT CLOSING

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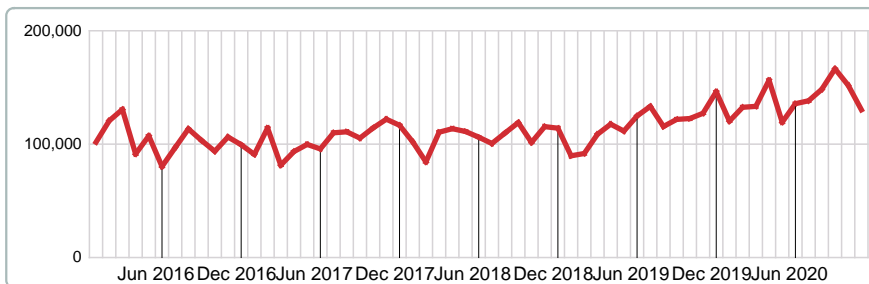
### NOVEMBER



### YEAR TO DATE (YTD)

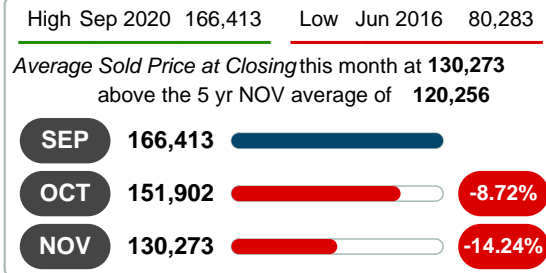


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 120,256



### 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
\$50,000 and less	11.43%	42,750	35,000	45,333	0	0
\$50,001 - \$70,000	8.57%	59,200	55,000	61,300	0	0
\$70,001 - \$80,000	5.71%	75,250	71,500	79,000	0	0
\$80,001 - \$120,000	34.29%	94,171	93,583	94,038	97,000	0
\$120,001 - \$170,000	17.14%	141,233	0	144,350	145,000	125,000
\$170,001 - \$250,000	11.43%	198,875	0	197,667	202,500	0
\$250,001 and up	11.43%	321,875	0	428,000	286,500	0
<b>Average Sold Price</b>		<b>130,273</b>	<b>73,708</b>	<b>122,195</b>	<b>217,333</b>	<b>125,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>130,273</b>	<b>6</b>	<b>22</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>4,559,550</b>	<b>442.25K</b>	<b>2.69M</b>	<b>1.30M</b>	<b>125.00K</b>

# November 2020



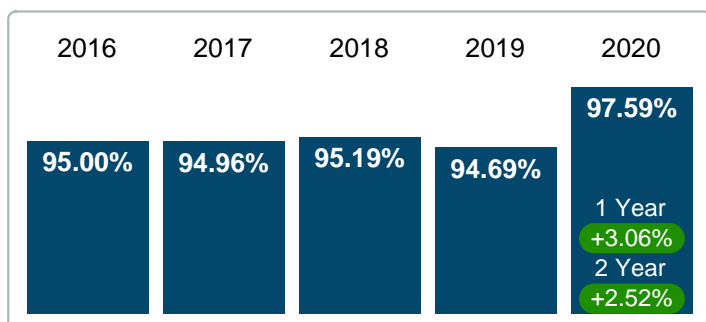
Area Delimited by County Of Muskogee - Residential Property Type



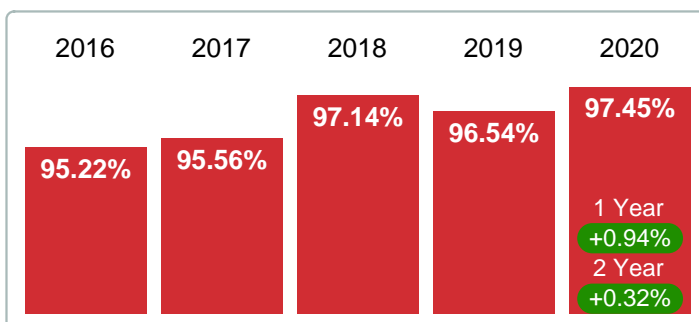
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

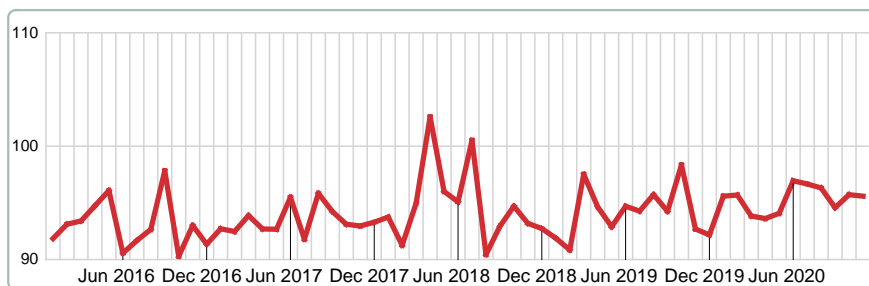
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

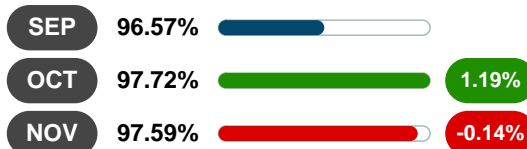


### 3 MONTHS

5 year NOV AVG = 95.49%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **97.59%**  
above the 5 yr NOV average of **95.49%**



## 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
\$50,000 and less	4	11.43%	87.32%	89.74%	86.51%	0.00%	0.00%
\$50,001 - \$70,000	3	8.57%	97.52%	94.02%	99.27%	0.00%	0.00%
\$70,001 - \$80,000	2	5.71%	94.97%	89.94%	100.00%	0.00%	0.00%
\$80,001 - \$120,000	12	34.29%	100.24%	99.60%	100.87%	97.10%	0.00%
\$120,001 - \$170,000	6	17.14%	98.61%	0.00%	98.30%	100.00%	98.43%
\$170,001 - \$250,000	4	11.43%	97.50%	0.00%	100.00%	90.00%	0.00%
\$250,001 and up	4	11.43%	99.82%	0.00%	101.90%	99.12%	0.00%
Average Sold/List Ratio		97.60%		95.41%	98.19%	97.41%	98.43%
Total Closed Units		35	100%	6	22	6	1
Total Closed Volume		4,559,550		442.25K	2.69M	1.30M	125.00K

# November 2020



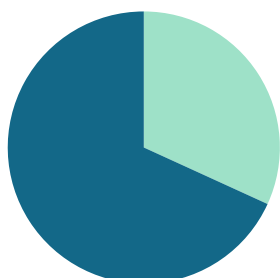
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

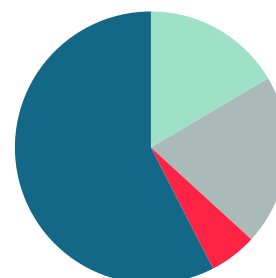


**Inventory**  
 New Listings  
**56 = 31.82%**  
 Start Inventory  
**120**  
 Total Inventory Units  
**176**  
 Volume  
**\$35,207,097**

### Market Activity

Closed Sales  
**35 = 16.51%**  
 Pending Sales  
**43 = 20.28%**  
 Other Off Market  
**12 = 5.66%**  
 Active Inventory  
**122 = 57.55%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	43	35	-18.60%	607	614	1.15%
Pending Sales	41	43	4.88%	620	664	7.10%
New Listings	61	56	-8.20%	910	805	-11.54%
Average List Price	130,195	132,331	1.64%	119,091	144,732	21.53%
Average Sale Price	127,236	130,273	2.39%	115,882	141,088	21.75%
Average Percent of Selling Price to List Price	94.69%	97.59%	3.06%	96.54%	97.45%	0.94%
Average Days on Market to Sale	41.37	22.14	-46.48%	43.53	35.56	-18.31%
Monthly Inventory	189	122	-35.45%	189	122	-35.45%
Months Supply of Inventory	3.41	2.21	-35.26%	3.41	2.21	-35.26%

**Absorption:** Last 12 months, an Average of **55** Sales/Month

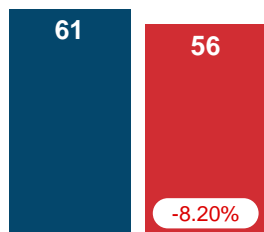
**Inventory** on November 30, 2020 = **122**

**2019** **2020**

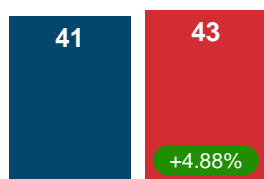
### NOVEMBER MARKET

### AVERAGE PRICES

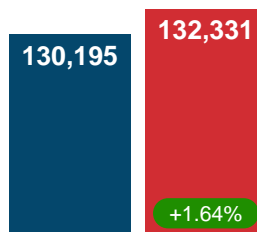
#### New Listings



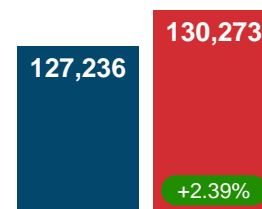
#### Pending Listings



#### List Price



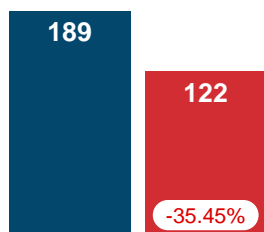
#### Sale Price



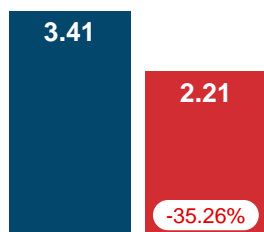
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

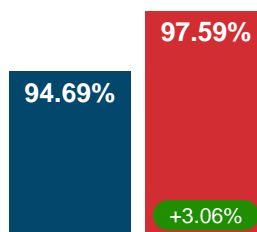
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

