

# November 2020



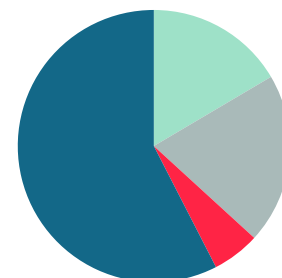
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2019	2020	+/-%
Closed Listings	43	35	-18.60%
Pending Listings	41	43	4.88%
New Listings	61	56	-8.20%
Median List Price	124,500	99,900	-19.76%
Median Sale Price	122,000	99,900	-18.11%
Median Percent of Selling Price to List Price	99.34%	100.00%	0.67%
Median Days on Market to Sale	27.00	6.00	-77.78%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **18.11%** in November 2020 to \$99,900 versus the previous year at \$122,000.

#### Median Days on Market Shortens

The median number of **6.00** days that homes spent on the market before selling decreased by 21.00 days or **77.78%** in November 2020 compared to last year's same month at **27.00** DOM.

#### Sales Success for November 2020 is Positive

Overall, with Median Prices falling 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>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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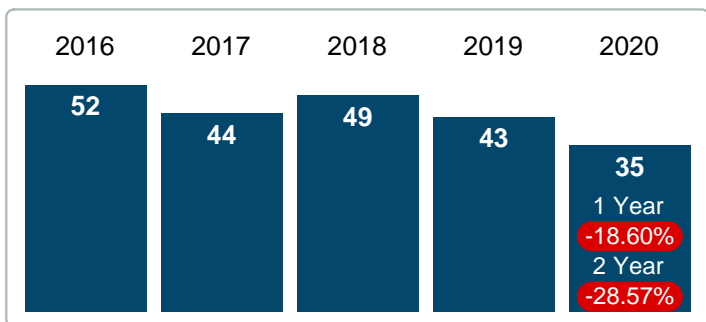
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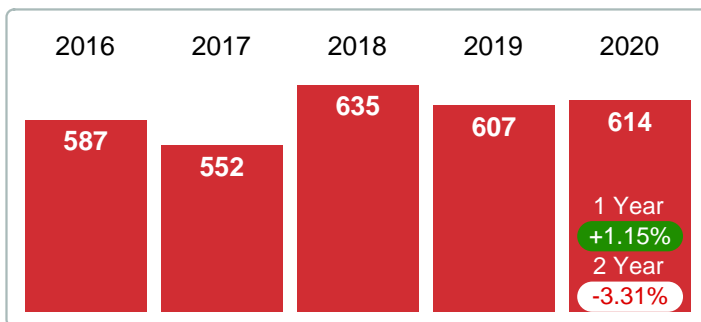
## CLOSED LISTINGS

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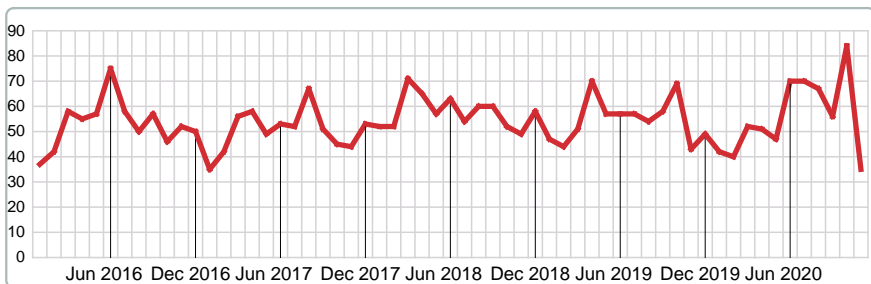
### NOVEMBER



### YEAR TO DATE (YTD)

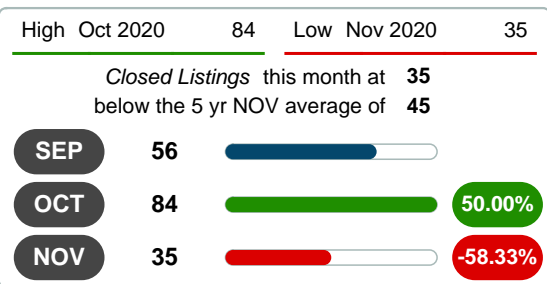


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 45



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	11.43%	11.0	1	3	0	0
\$50,001 - \$70,000	3	8.57%	2.0	1	2	0	0
\$70,001 - \$80,000	2	5.71%	22.0	1	1	0	0
\$80,001 - \$120,000	12	34.29%	6.0	3	8	1	0
\$120,001 - \$170,000	6	17.14%	20.5	0	4	1	1
\$170,001 - \$250,000	4	11.43%	3.5	0	3	1	0
\$250,001 and up	4	11.43%	14.0	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>6.0</b>	<b>442.25K</b>	<b>2.69M</b>	<b>1.30M</b>	<b>125.00K</b>
<b>Median Closed Price</b>	<b>\$99,900</b>			<b>\$76,250</b>	<b>\$95,700</b>	<b>\$226,750</b>	<b>\$125,000</b>

# November 2020



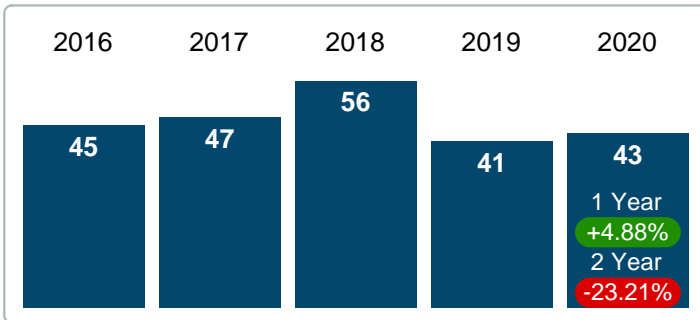
Area Delimited by County Of Muskogee - Residential Property Type



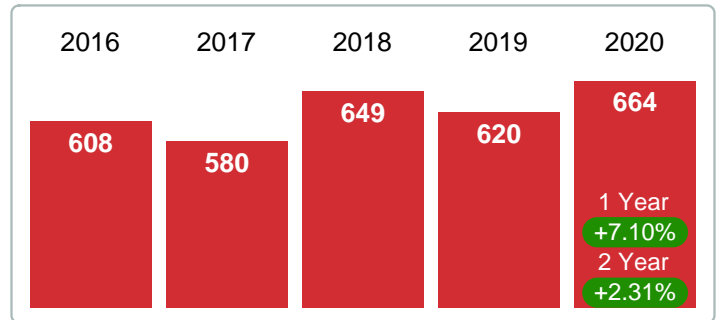
## PENDING LISTINGS

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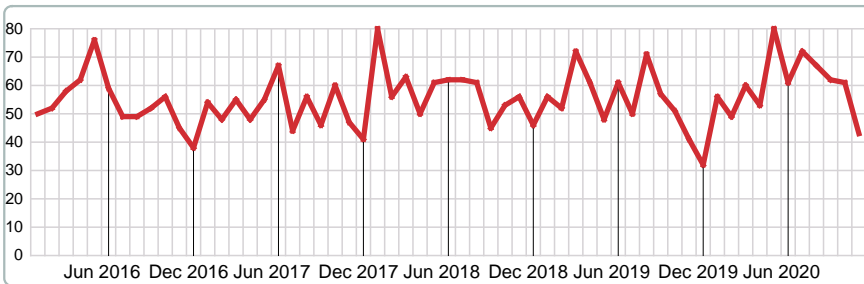
### NOVEMBER



### YEAR TO DATE (YTD)

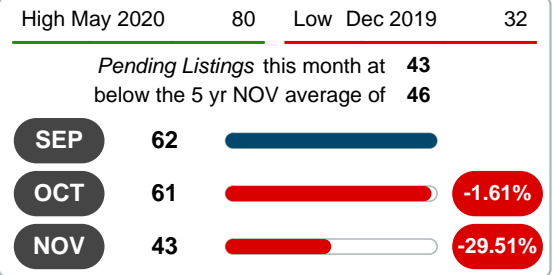


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 46



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	6.98%	49.0	2	0	1	0
\$50,001 - \$90,000	5	11.63%	19.0	0	4	0	1
\$90,001 - \$120,000	3	6.98%	21.0	0	2	1	0
\$120,001 - \$150,000	11	25.58%	24.0	2	6	2	1
\$150,001 - \$210,000	10	23.26%	5.0	0	8	1	1
\$210,001 - \$370,000	6	13.95%	24.0	0	3	3	0
\$370,001 and up	5	11.63%	42.0	0	2	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>23.0</b>	<b>366.80K</b>	<b>4.14M</b>	<b>2.90M</b>	<b>339.80K</b>
<b>Median Listing Price</b>	<b>\$150,000</b>			<b>\$88,900</b>	<b>\$151,984</b>	<b>\$246,000</b>	<b>\$127,000</b>

# November 2020



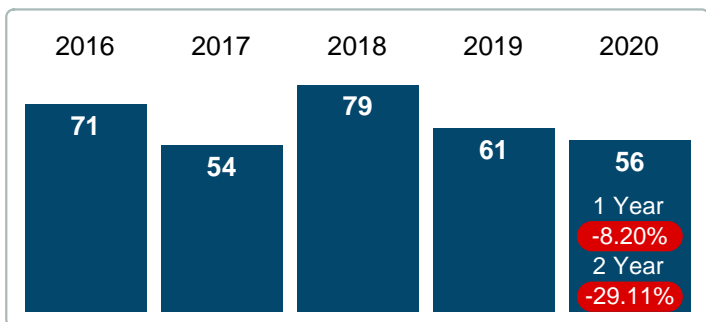
Area Delimited by County Of Muskogee - Residential Property Type



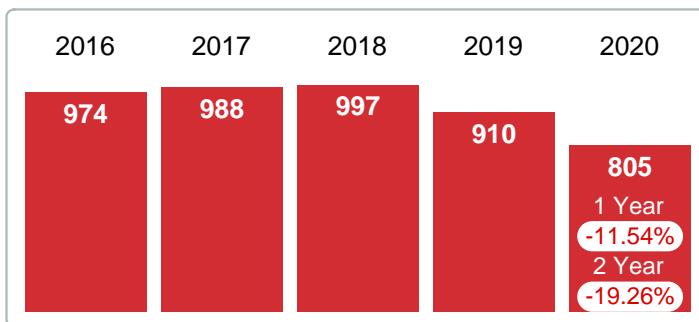
## NEW LISTINGS

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

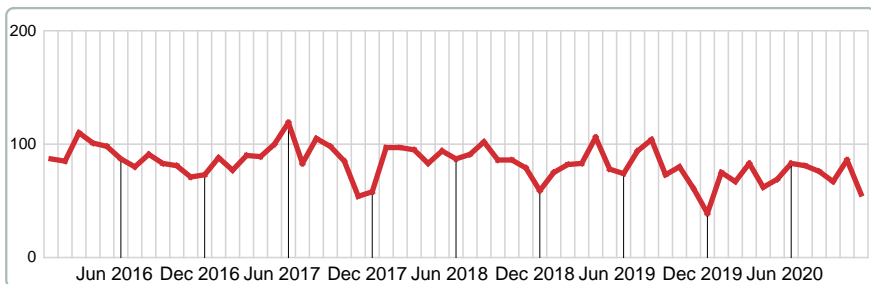
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 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 - \$60,000	6	10.71%	2	3	1	0
\$60,001 - \$110,000	12	21.43%	2	5	5	0
\$110,001 - \$160,000	13	23.21%	0	11	2	0
\$160,001 - \$200,000	9	16.07%	0	7	2	0
\$200,001 - \$270,000	7	12.50%	0	2	5	0
\$270,001 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>Median New Listed Listing Price</b>	<b>\$139,900</b>		<b>\$64,900</b>	<b>\$139,900</b>	<b>\$179,900</b>	<b>\$0</b>

# November 2020



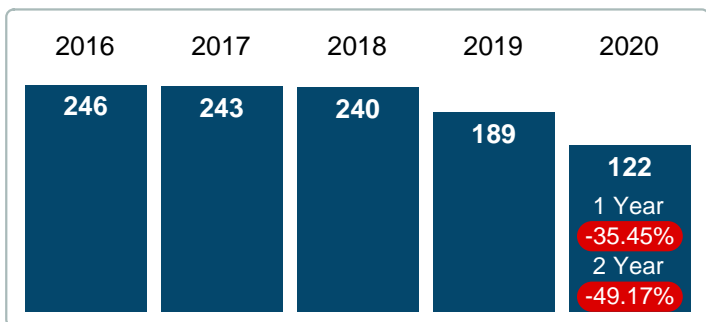
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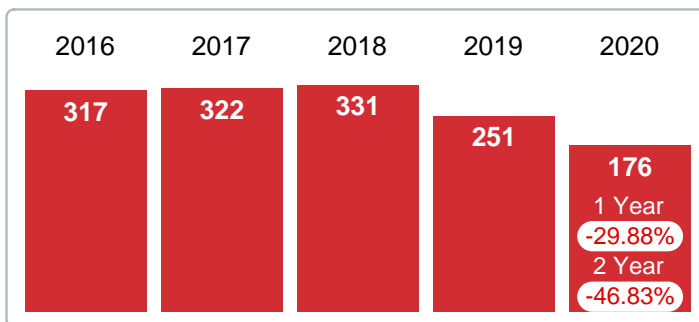
## ACTIVE INVENTORY

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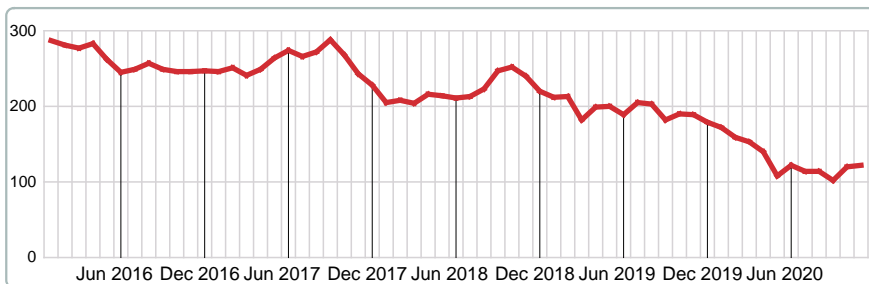
### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 208

High Sep 2017 288 Low Sep 2020 102

Inventory this month at 122  
below the 5 yr NOV average of 208



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	12	9.84%	48.0	2	7	3	0
\$40,001 - \$60,000	11	9.02%	27.0	5	5	1	0
\$60,001 - \$80,000	18	14.75%	42.5	7	9	2	0
\$80,001 - \$160,000	34	27.87%	41.5	4	22	8	0
\$160,001 - \$260,000	18	14.75%	41.5	3	8	7	0
\$260,001 - \$340,000	16	13.11%	37.0	1	6	9	0
\$340,001 and up	13	10.66%	80.0	0	5	6	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>42.5</b>	<b>2.16M</b>	<b>13.22M</b>	<b>8.10M</b>	<b>1.25M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$133,450</b>			<b>\$69,950</b>	<b>\$116,250</b>	<b>\$217,500</b>	<b>\$624,900</b>

# November 2020



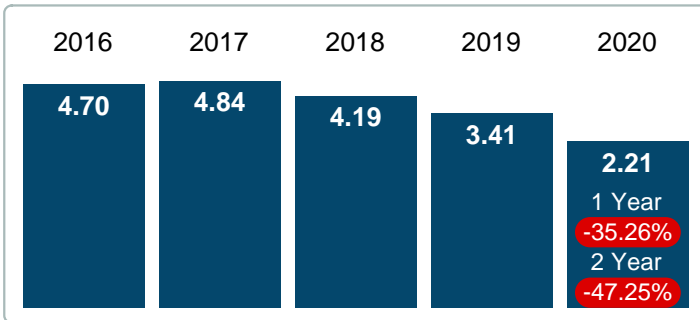
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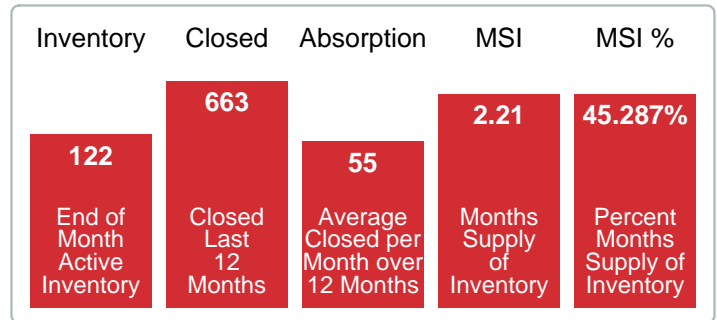
## MONTHS SUPPLY of INVENTORY (MSI)

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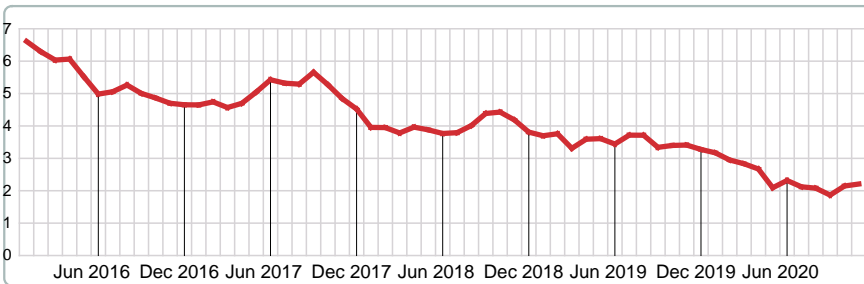
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2020

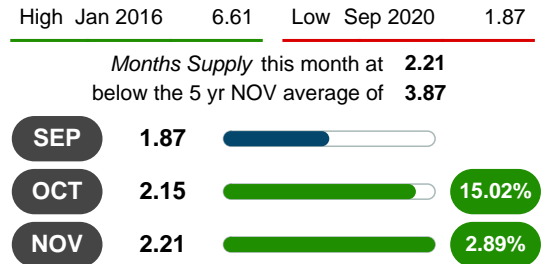


### 5 YEAR MARKET ACTIVITY TRENDS



### 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	100%	2.21	2.97	1.80	3.09	1.14
Total Active Inventory by Units	122			22	62	36	2

# November 2020



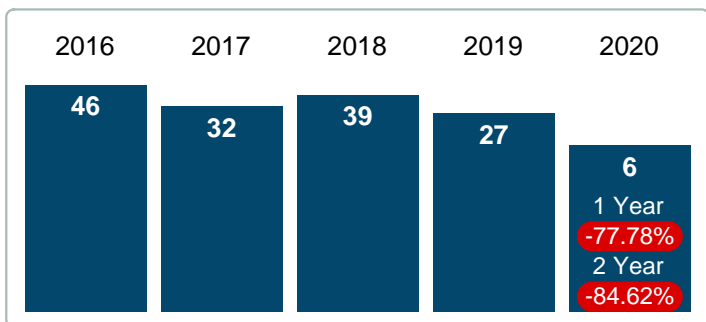
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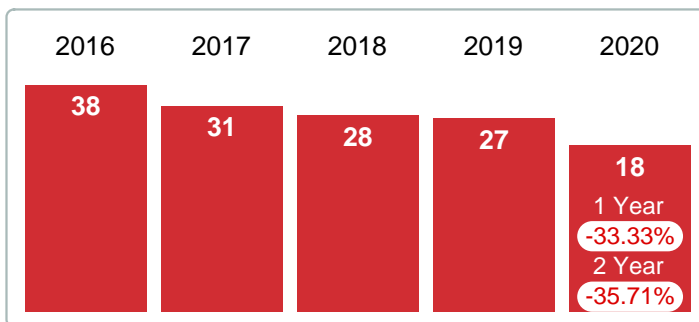
## MEDIAN DAYS ON MARKET TO SALE

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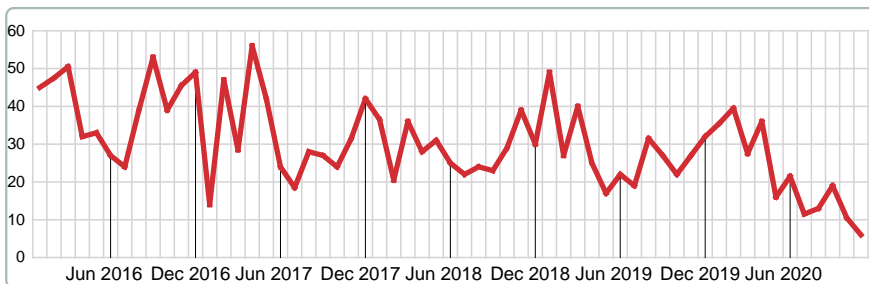
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 30

High Apr 2017 56 Low Nov 2020 6

Median Days on Market to Sale this month at 6 below the 5 yr NOV average of 30



### 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
\$50,000 and less	11.43%	11	2	19	0	0
\$50,001 - \$70,000	8.57%	2	36	2	0	0
\$70,001 - \$80,000	5.71%	22	23	21	0	0
\$80,001 - \$120,000	34.29%	6	15	5	20	0
\$120,001 - \$170,000	17.14%	21	0	21	4	72
\$170,001 - \$250,000	11.43%	4	0	3	6	0
\$250,001 and up	11.43%	14	0	17	11	0
<b>Median Closed DOM</b>		<b>6</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>6.0</b>	<b>6</b>	<b>22</b>	<b>6</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>442.25K</b>	<b>2.69M</b>	<b>1.30M</b>	<b>125.00K</b>



# November 2020



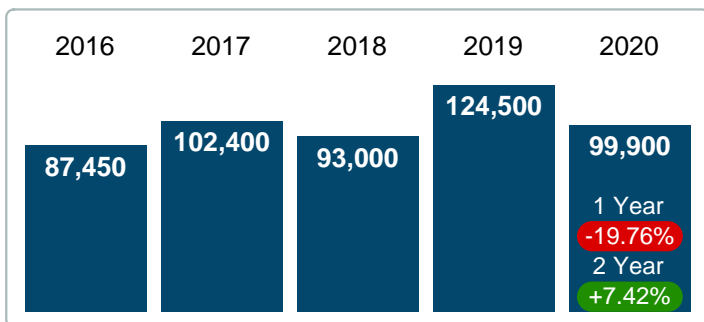
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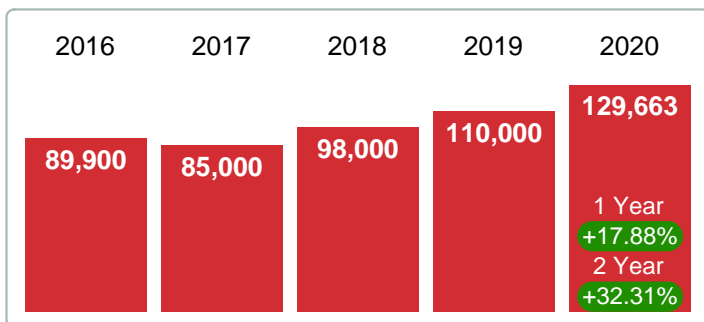
## MEDIAN LIST PRICE AT CLOSING

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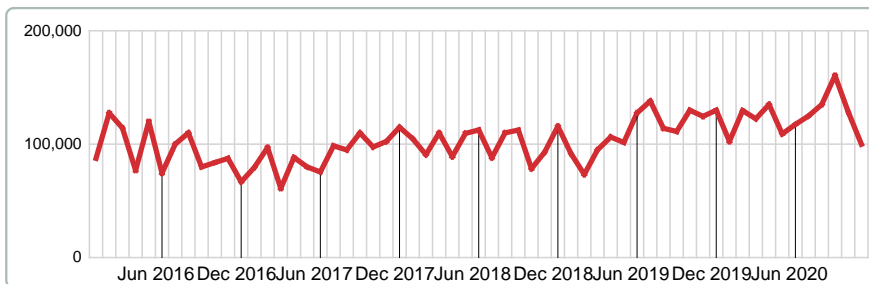
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

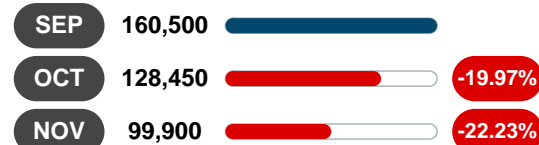


### 3 MONTHS

5 year NOV AVG = 101,450

High Sep 2020 160,500 Low Mar 2017 61,000

Median List Price at Closing this month at **99,900**  
below the 5 yr NOV average of **101,450**



### 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
\$50,000 and less	8.57%	49,900	39,000	49,950	0	0
\$50,001 - \$70,000	8.57%	55,000	58,500	53,500	0	0
\$70,001 - \$80,000	8.57%	79,000	79,500	77,000	0	0
\$80,001 - \$120,000	34.29%	89,700	89,500	88,700	99,900	0
\$120,001 - \$170,000	17.14%	141,450	0	148,900	145,000	127,000
\$170,001 - \$250,000	11.43%	207,000	0	194,500	225,000	0
\$250,001 and up	11.43%	305,750	0	420,000	279,000	0
<b>Median List Price</b>		<b>99,900</b>	<b>80,250</b>	<b>93,950</b>	<b>240,000</b>	<b>127,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>99,900</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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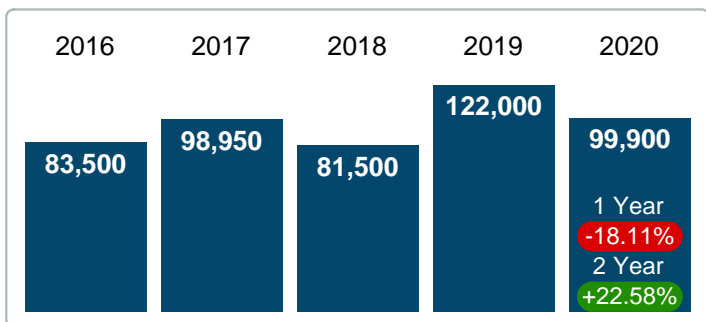
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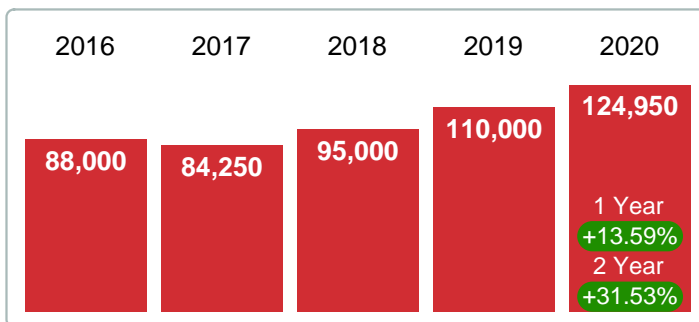
## MEDIAN SOLD PRICE AT CLOSING

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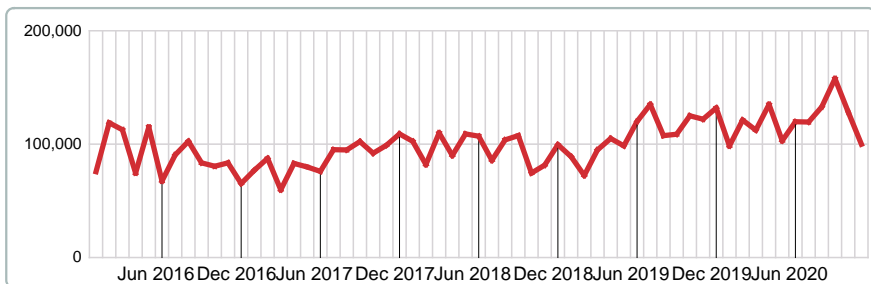
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

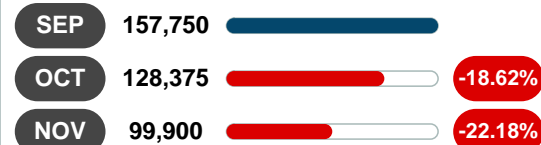


### 3 MONTHS

5 year NOV AVG = 97,170

High Sep 2020 157,750 Low Mar 2017 59,750

Median Sold Price at Closing this month at **99,900** above the 5 yr NOV average of **97,170**



### 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
\$50,000 and less	11.43%	43,000	35,000	46,000	0	0
\$50,001 - \$70,000	8.57%	55,000	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%	93,125	94,750	90,700	97,000	0
\$120,001 - \$170,000	17.14%	141,450	0	144,950	145,000	125,000
\$170,001 - \$250,000	11.43%	198,500	0	194,500	202,500	0
\$250,001 and up	11.43%	304,250	0	428,000	276,000	0
Median Sold Price		99,900	76,250	95,700	226,750	125,000
Total Closed Units	100%	35	6	22	6	1
Total Closed Volume		4,559,550	442.25K	2.69M	1.30M	125.00K

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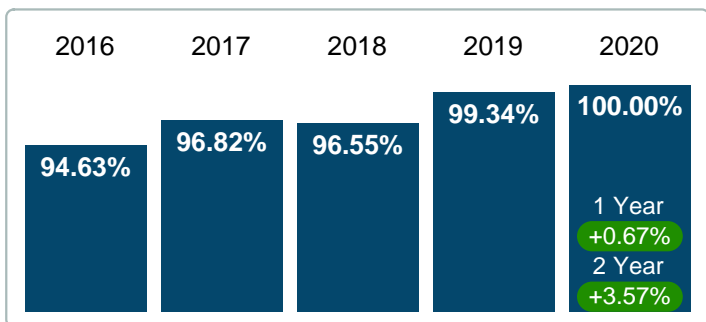
Area Delimited by County Of Muskogee - Residential Property Type



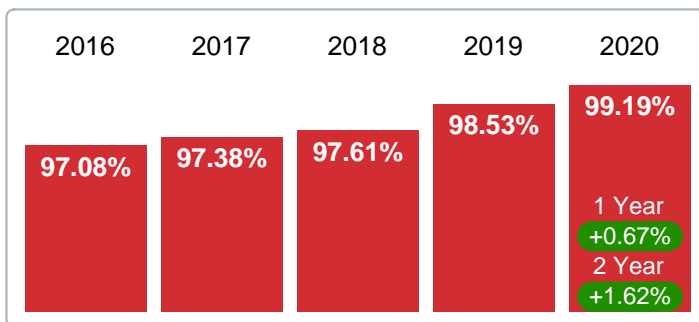
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

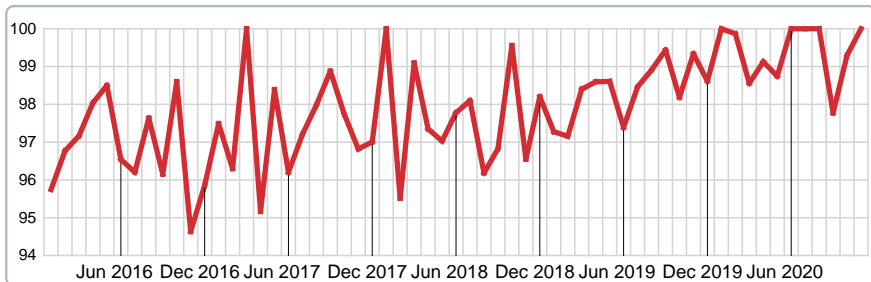
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

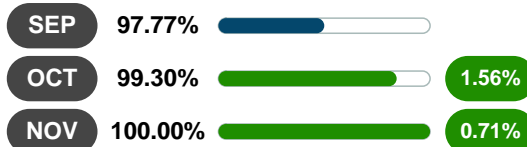


### 3 MONTHS

5 year NOV AVG = 97.47%

High Nov 2020 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **100.00%** above the 5 yr NOV average of **97.47%**



### 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
\$50,000 and less	<div style="width: 11.43%;"></div> 4	11.43%	89.10%	89.74%	88.46%	0.00%	0.00%
\$50,001 \$70,000	<div style="width: 8.57%;"></div> 3	8.57%	94.02%	94.02%	99.27%	0.00%	0.00%
\$70,001 \$80,000	<div style="width: 5.71%;"></div> 2	5.71%	94.97%	89.94%	100.00%	0.00%	0.00%
\$80,001 \$120,000	<div style="width: 34.29%;"></div> 12	34.29%	100.00%	100.00%	100.65%	97.10%	0.00%
\$120,001 \$170,000	<div style="width: 17.14%;"></div> 6	17.14%	99.21%	0.00%	99.08%	100.00%	98.43%
\$170,001 \$250,000	<div style="width: 11.43%;"></div> 4	11.43%	100.00%	0.00%	100.00%	90.00%	0.00%
\$250,001 and up	<div style="width: 11.43%;"></div> 4	11.43%	99.46%	0.00%	101.90%	98.92%	0.00%
Median Sold/List Ratio		100.00%		93.47%	100.00%	98.68%	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



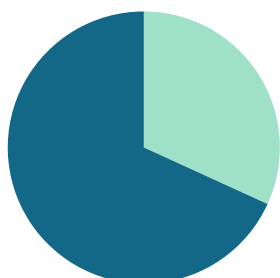
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

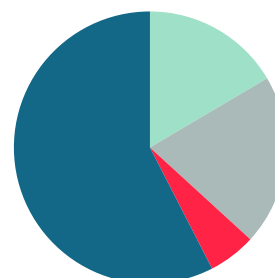


**Inventory**  
 New Listings  
**56 = 31.82%**  
 Start Inventory  
**120**  
 Total Inventory Units  
**176**  
 Volume  
**\$35,207,097**

### 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%
Median List Price	124,500	99,900	-19.76%	110,000	129,663	17.88%
Median Sale Price	122,000	99,900	-18.11%	110,000	124,950	13.59%
Median Percent of Selling Price to List Price	99.34%	100.00%	0.67%	98.53%	99.19%	0.67%
Median Days on Market to Sale	27.00	6.00	-77.78%	27.00	18.00	-33.33%
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%

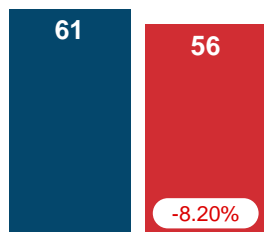
**Absorption:** Last 12 months, an Average of **55** Sales/Month

**Inventory** on November 30, 2020 = **122** 2019 2020

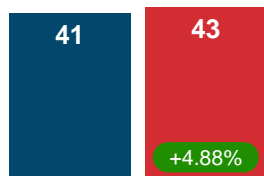
### NOVEMBER MARKET

### MEDIAN PRICES

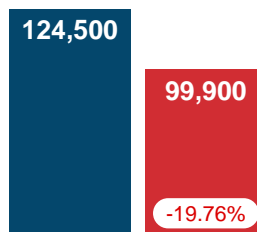
#### New Listings



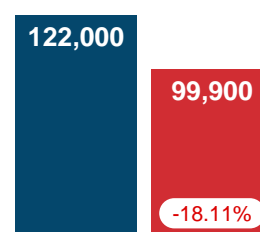
#### Pending Listings



#### List Price



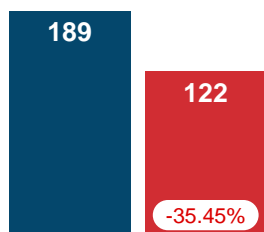
#### Sale Price



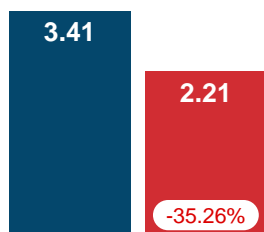
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

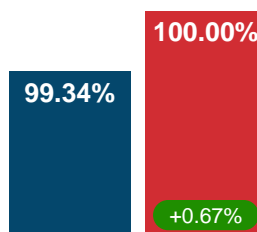
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

