

October 2020



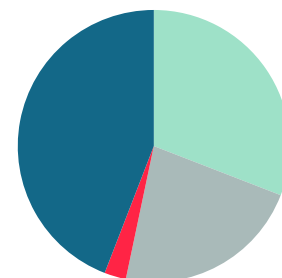
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 31, 2023 for MLS Technology Inc.

Compared Metrics	2019	October 2020	+/-%
Closed Listings	69	84	21.74%
Pending Listings	51	61	19.61%
New Listings	80	86	7.50%
Average List Price	125,094	154,179	23.25%
Average Sale Price	122,578	151,902	23.92%
Average Percent of Selling Price to List Price	100.34%	97.72%	-2.61%
Average Days on Market to Sale	39.67	29.08	-26.68%
End of Month Inventory	190	120	-36.84%
Months Supply of Inventory	3.40	2.15	-36.84%



■ Closed (30.88%)
■ Pending (22.43%)
■ Other OffMarket (2.57%)
■ Active (44.12%)

Absorption: Last 12 months, an Average of **56** Sales/Month
Active Inventory as of October 31, 2020 = **120**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2020 decreased **36.84%** to 120 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **2.15** 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 **23.92%** in October 2020 to \$151,902 versus the previous year at \$122,578.

Average Days on Market Shortens

The average number of **29.08** days that homes spent on the market before selling decreased by 10.58 days or **26.68%** in October 2020 compared to last year's same month at **39.67** DOM.

Sales Success for October 2020 is Positive

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

There were 86 New Listings in October 2020, up **7.50%** from last year at 80. Furthermore, there were 84 Closed Listings this month versus last year at 69, a **21.74%** increase.

Closed versus Listed trends yielded a **97.7%** ratio, up from previous year's, October 2019, at **86.3%**, a **13.25%** 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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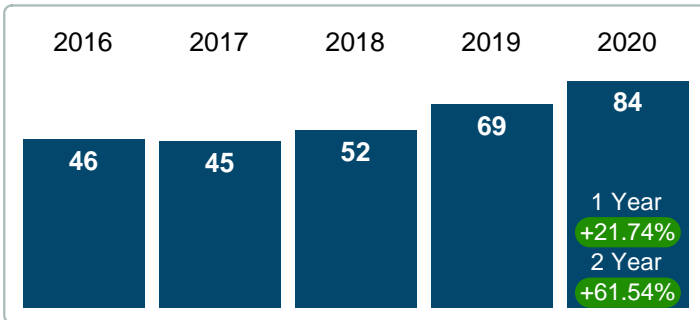
Area Delimited by County Of Muskogee - Residential Property Type



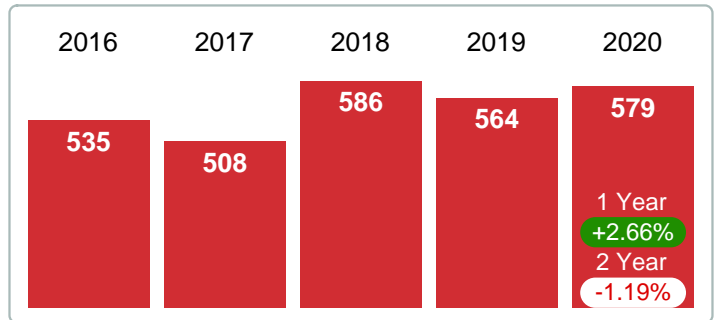
CLOSED LISTINGS

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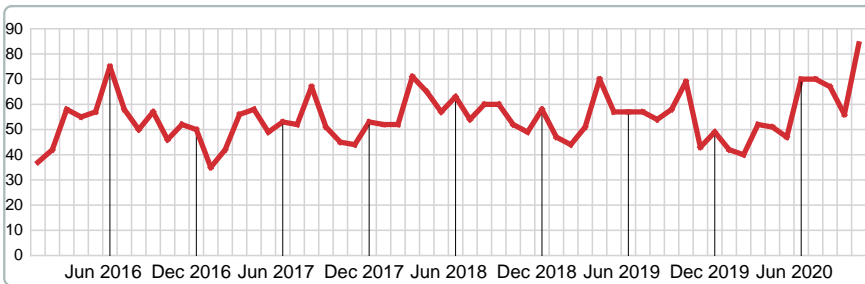
OCTOBER



YEAR TO DATE (YTD)

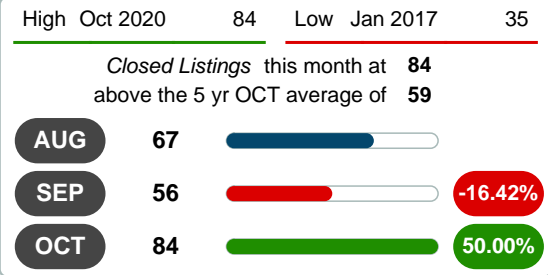


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 59



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	9	10.71%	18.9	7	2	0	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	18	21.43%	32.9	2	13	3	0
\$100,001 - \$150,000	25	29.76%	14.2	0	19	6	0
\$150,001 - \$200,000	12	14.29%	27.3	1	7	3	1
\$200,001 - \$250,000	9	10.71%	41.3	0	5	4	0
\$250,001 and up	11	13.10%	56.7	1	5	5	0
Total Closed Units	84			11	51	21	1
Total Closed Volume	12,759,740	100%	29.1	886.98K	7.61M	4.08M	182.00K
Average Closed Price	\$151,902			\$80,634	\$149,227	\$194,295	\$182,000

October 2020



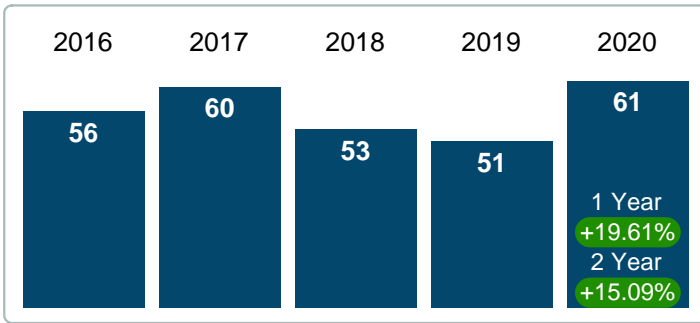
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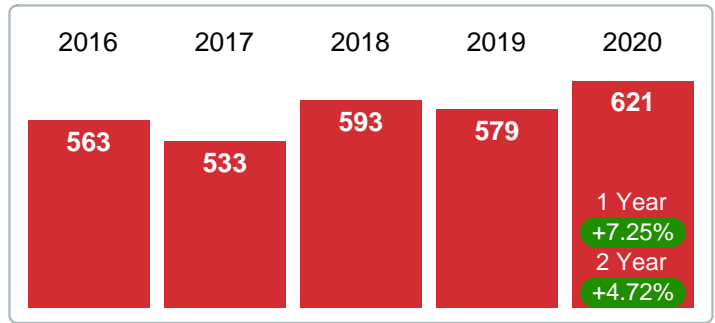
PENDING LISTINGS

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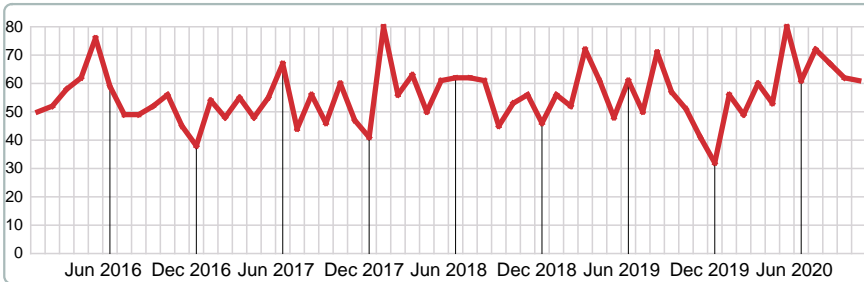
OCTOBER



YEAR TO DATE (YTD)

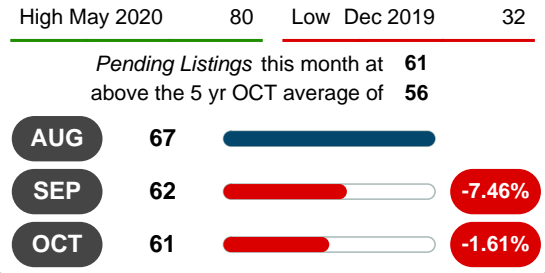


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 56



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	6	9.84%	31.7	3	3	0	0
\$50,001 - \$70,000	3	4.92%	34.3	1	1	1	0
\$70,001 - \$90,000	13	21.31%	16.0	2	11	0	0
\$90,001 - \$160,000	17	27.87%	24.0	3	12	1	1
\$160,001 - \$190,000	6	9.84%	14.8	0	5	1	0
\$190,001 - \$270,000	9	14.75%	10.4	0	4	4	1
\$270,001 and up	7	11.48%	41.6	0	4	2	1
Total Pending Units	61			9	40	9	3
Total Pending Volume	8,975,148	100%	22.7	631.90K	5.86M	1.81M	679.90K
Average Listing Price	\$147,134			\$70,211	\$146,391	\$200,856	\$226,633

October 2020



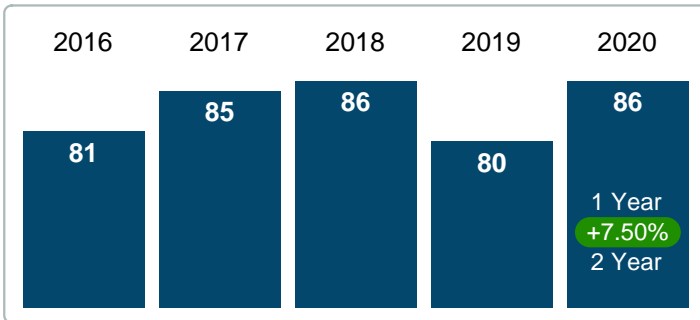
Area Delimited by County Of Muskogee - Residential Property Type



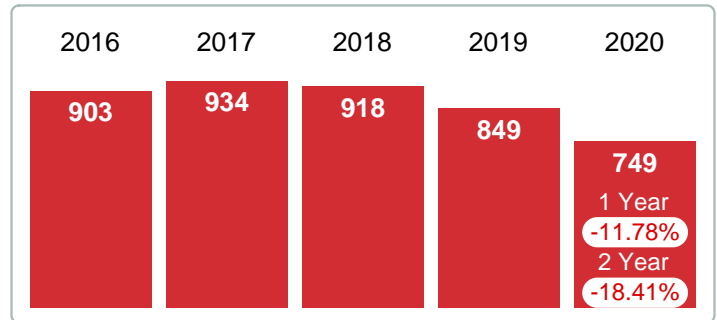
NEW LISTINGS

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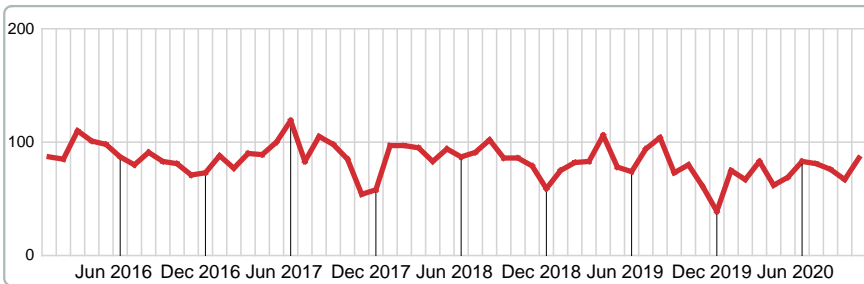
OCTOBER



YEAR TO DATE (YTD)

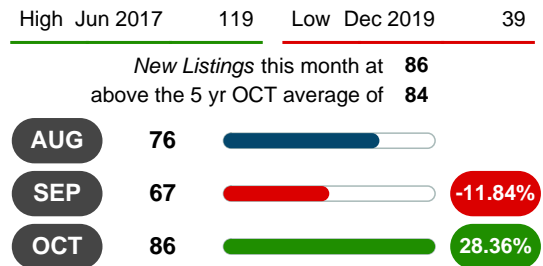


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 84



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	2	2.33%	0	1	1	0
\$25,001 - \$75,000	20	23.26%	6	14	0	0
\$75,001 - \$75,000	0	0.00%	0	0	0	0
\$75,001 - \$150,000	28	32.56%	6	19	3	0
\$150,001 - \$200,000	15	17.44%	0	12	2	1
\$200,001 - \$275,000	11	12.79%	0	5	6	0
\$275,001 and up	10	11.63%	0	4	5	1
Total New Listed Units	86		12	55	17	2
Total New Listed Volume	13,278,008	100%	941.60K	7.79M	4.02M	529.90K
Average New Listed Listing Price	\$151,171		\$78,467	\$141,615	\$236,335	\$264,950

October 2020



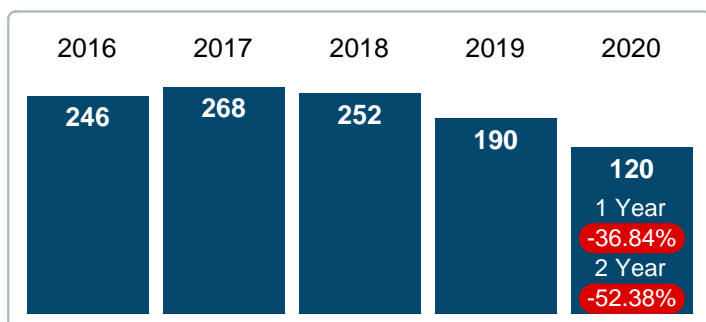
Area Delimited by County Of Muskogee - Residential Property Type



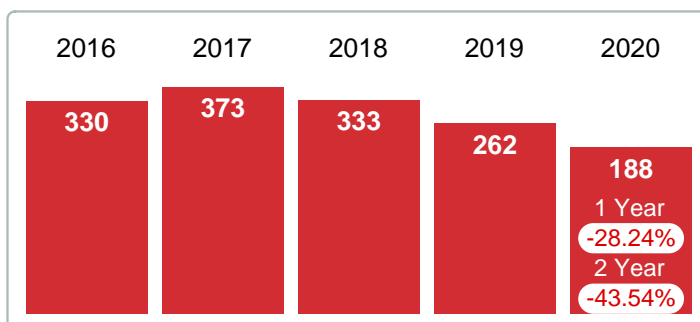
ACTIVE INVENTORY

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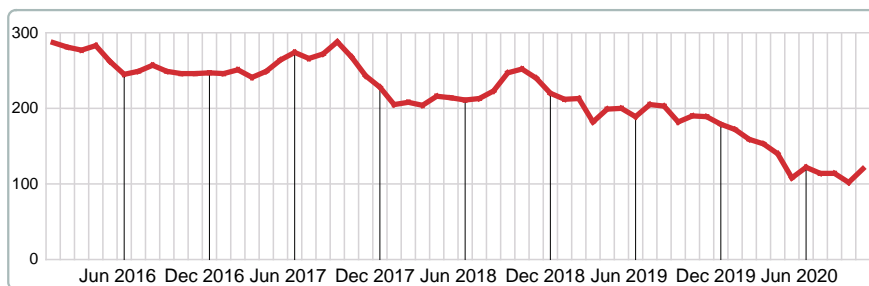
END OF OCTOBER



ACTIVE DURING OCTOBER

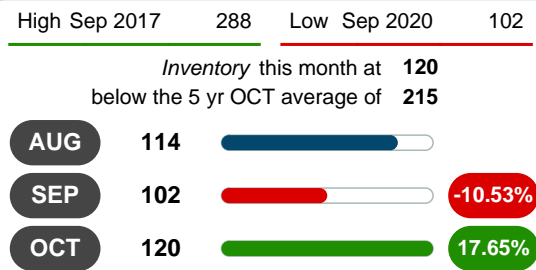


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 215



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	3	2.50%	48.3	0	1	2	0
\$25,001 - \$50,000	13	10.83%	46.4	5	7	1	0
\$50,001 - \$75,000	19	15.83%	54.6	7	11	0	1
\$75,001 - \$150,000	34	28.33%	54.5	6	21	6	1
\$150,001 - \$250,000	20	16.67%	50.7	3	11	5	1
\$250,001 - \$400,000	19	15.83%	41.8	1	6	11	1
\$400,001 and up	12	10.00%	133.6	0	6	5	1
Total Active Inventory by Units	120			22	63	30	5
Total Active Inventory by Volume	26,582,114	100%	58.7	2.27M	14.62M	8.11M	1.59M
Average Active Inventory Listing Price	\$221,518			\$103,195	\$232,013	\$270,180	\$317,920

October 2020



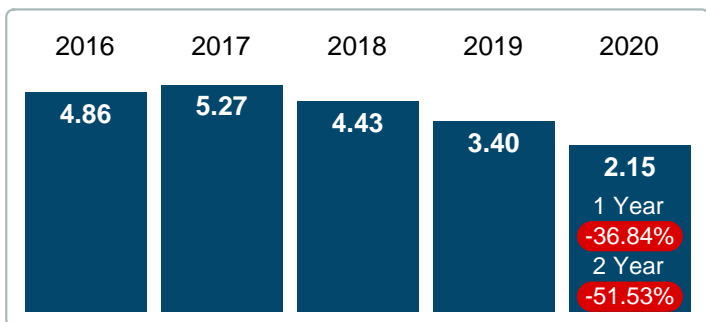
Area Delimited by County Of Muskogee - Residential Property Type



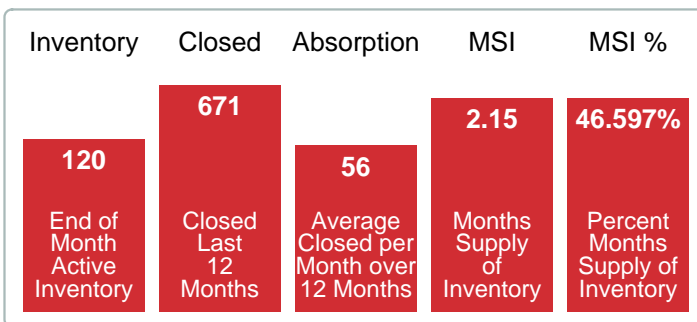
MONTHS SUPPLY of INVENTORY (MSI)

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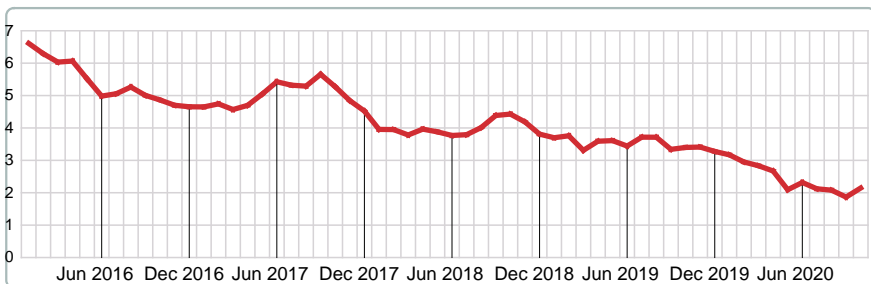
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

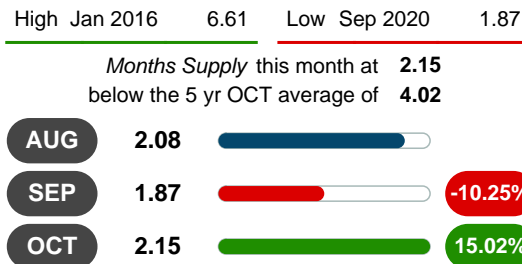


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 4.02



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	10.00%	1.92	0.97	2.25	7.20	0.00
\$40,001 - \$60,000	10	8.33%	2.03	3.43	1.62	0.00	4.00
\$60,001 - \$90,000	20	16.67%	2.76	4.67	2.57	0.92	0.00
\$90,001 - \$160,000	34	28.33%	1.75	3.69	1.43	2.12	24.00
\$160,001 - \$260,000	15	12.50%	1.24	18.00	0.98	1.11	0.00
\$260,001 - \$420,000	18	15.00%	3.72	4.00	4.50	4.29	1.09
\$420,001 and up	11	9.17%	9.43	0.00	8.57	15.00	6.00
Market Supply of Inventory (MSI)			2.15	3.00	1.80	2.52	2.86
Total Active Inventory by Units		100%	2.15	22	63	30	5

October 2020



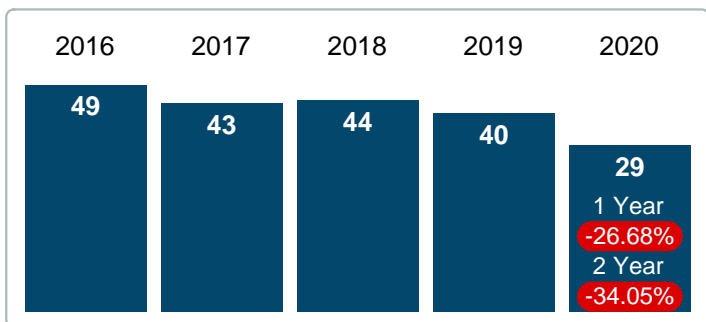
Area Delimited by County Of Muskogee - Residential Property Type



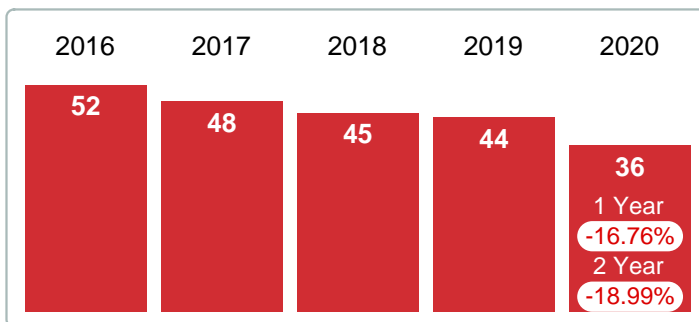
AVERAGE DAYS ON MARKET TO SALE

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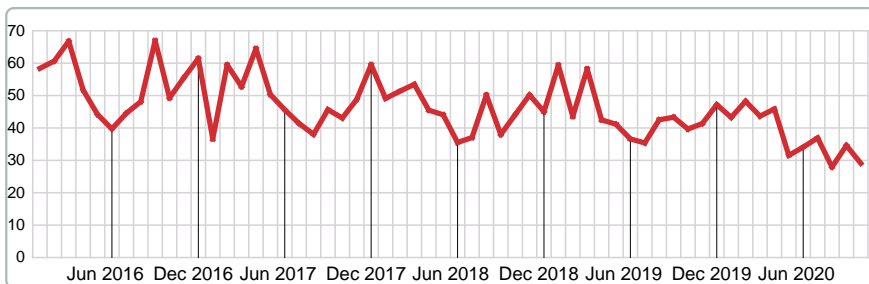
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

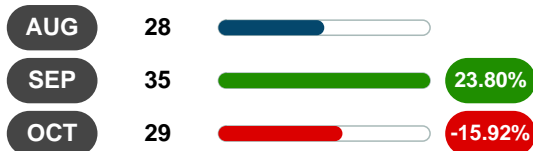


3 MONTHS

5 year OCT AVG = 41

High Sep 2016 67 Low Aug 2020 28

Average Days on Market to Sale this month at 29 below the 5 yr OCT average of 41



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	10.71%	19	21	12	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	21.43%	33	25	38	17	0
\$100,001 - \$150,000	29.76%	14	0	16	10	0
\$150,001 - \$200,000	14.29%	27	34	22	14	94
\$200,001 - \$250,000	10.71%	41	0	18	71	0
\$250,001 and up	13.10%	57	7	53	70	0
Average Closed DOM		29				
Total Closed Units	100%	29	11	51	21	1
Total Closed Volume		12,759,740	886.98K	7.61M	4.08M	182.00K

October 2020



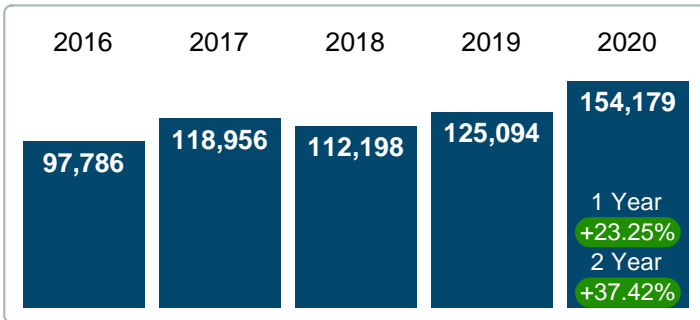
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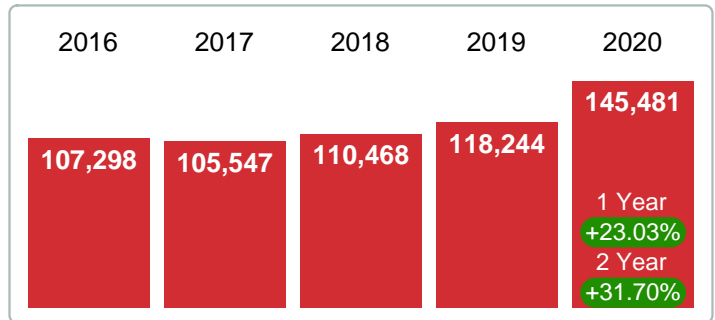
AVERAGE LIST PRICE AT CLOSING

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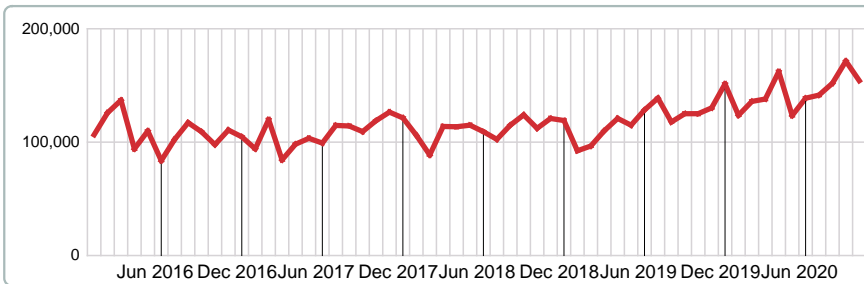
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

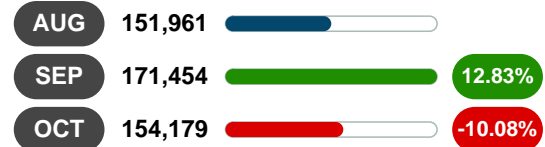


3 MONTHS

5 year OCT AVG = 121,643

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

Average List Price at Closing this month at **154,179** above the 5 yr OCT average of **121,643**



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	8.33%	31,929	36,929	37,400	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	23.81%	74,518	62,400	78,135	80,000	0
\$100,001 - \$150,000	28.57%	124,035	0	124,192	128,617	0
\$150,001 - \$200,000	16.67%	177,979	189,900	171,843	184,833	189,900
\$200,001 - \$250,000	7.14%	237,917	0	227,700	251,625	0
\$250,001 and up	15.48%	333,937	349,500	371,475	323,360	0
Average List Price		154,179	83,882	149,980	199,500	189,900
Total Closed Units	100%	154,179	11	51	21	1
Total Closed Volume		12,951,070	922.70K	7.65M	4.19M	189.90K

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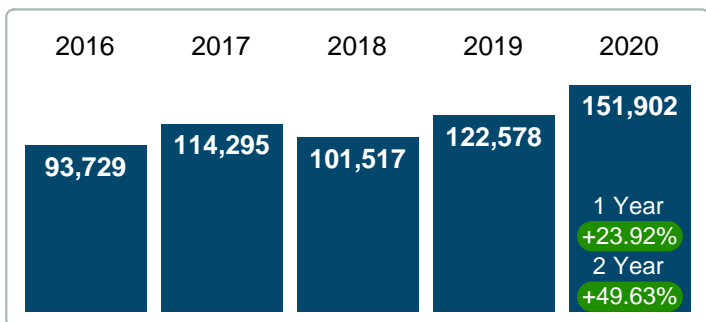
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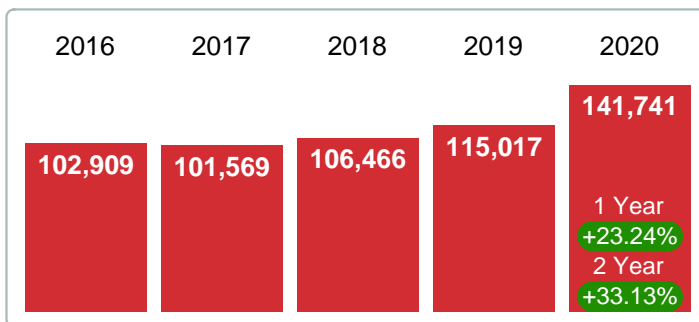
AVERAGE SOLD PRICE AT CLOSING

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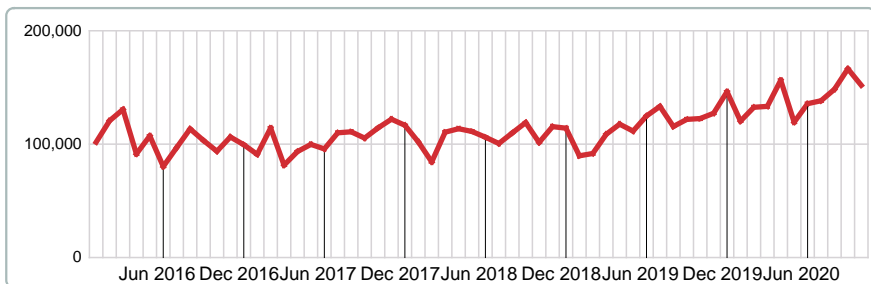
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

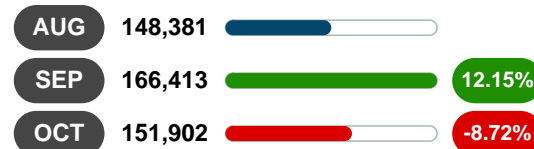


3 MONTHS

5 year OCT AVG = 116,804

High Sep 2020 166,413 Low Jun 2016 80,283

Average Sold Price at Closing this month at 151,902 above the 5 yr OCT average of 116,804



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	10.71%	32,675	31,740	35,950	0	0
\$50,001 - \$50,000	0.00%	0	0	0	0	0
\$50,001 - \$100,000	21.43%	73,278	62,700	74,470	75,167	0
\$100,001 - \$150,000	29.76%	124,706	0	123,839	127,450	0
\$150,001 - \$200,000	14.29%	176,125	189,900	170,514	182,667	182,000
\$200,001 - \$250,000	10.71%	233,222	0	230,800	236,250	0
\$250,001 and up	13.10%	346,955	349,500	374,000	319,400	0
Average Sold Price		151,902	80,634	149,227	194,295	182,000
Total Closed Units	100%	151,902	11	51	21	1
Total Closed Volume		12,759,740	886.98K	7.61M	4.08M	182.00K

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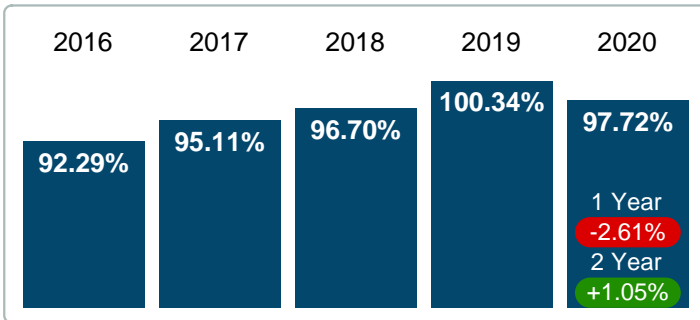
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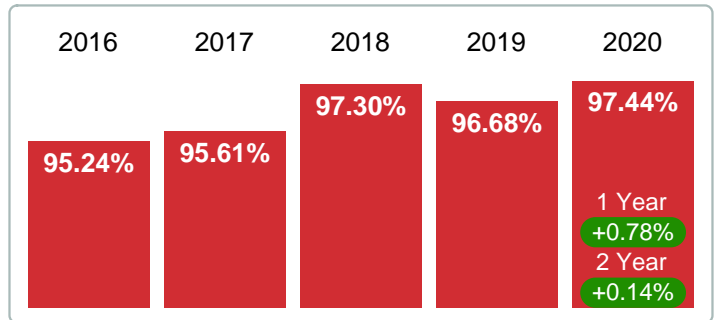
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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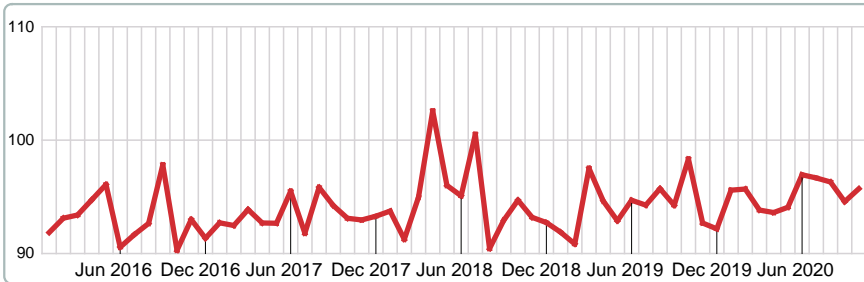
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

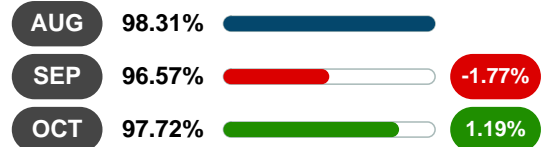


3 MONTHS

5 year OCT AVG = 96.43%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **97.72%**
above the 5 yr OCT average of **96.43%**



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	9	10.71%	91.49%	89.98%	96.77%	0.00%	0.00%	
\$50,001 - \$50,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$50,001 - \$100,000	18	21.43%	95.74%	100.50%	95.31%	94.43%	0.00%	
\$100,001 - \$150,000	25	29.76%	99.64%	0.00%	99.81%	99.09%	0.00%	
\$150,001 - \$200,000	12	14.29%	98.89%	100.00%	99.24%	98.73%	95.84%	
\$200,001 - \$250,000	9	10.71%	98.24%	0.00%	101.67%	93.95%	0.00%	
\$250,001 and up	11	13.10%	100.00%	100.00%	101.31%	98.69%	0.00%	
Average Sold/List Ratio		97.70%		93.72%	98.79%	97.30%	95.84%	
Total Closed Units		84	100%	97.70%	11	51	21	1
Total Closed Volume		12,759,740			886.98K	7.61M	4.08M	182.00K

October 2020



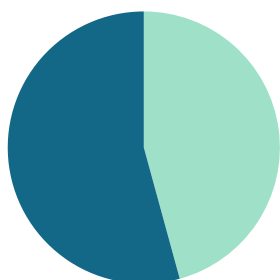
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

Report produced on Jul 31, 2023 for MLS Technology Inc.

INVENTORY

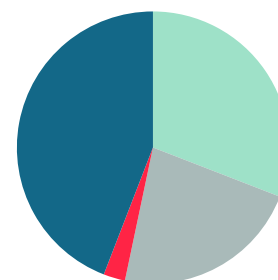


Inventory
 New Listings
86 = 45.74%
 Start Inventory
102
 Total Inventory Units
188
 Volume
\$37,282,961

Market Activity

Closed Sales
84 = 30.88%
 Pending Sales
61 = 22.43%
 Other Off Market
7 = 2.57%
 Active Inventory
120 = 44.12%

MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	69	84	21.74%	564	579	2.66%
Pending Sales	51	61	19.61%	579	621	7.25%
New Listings	80	86	7.50%	849	749	-11.78%
Average List Price	125,094	154,179	23.25%	118,244	145,481	23.03%
Average Sale Price	122,578	151,902	23.92%	115,017	141,741	23.24%
Average Percent of Selling Price to List Price	100.34%	97.72%	-2.61%	96.68%	97.44%	0.78%
Average Days on Market to Sale	39.67	29.08	-26.68%	43.69	36.37	-16.76%
Monthly Inventory	190	120	-36.84%	190	120	-36.84%
Months Supply of Inventory	3.40	2.15	-36.84%	3.40	2.15	-36.84%

Absorption: Last 12 months, an Average of **56** Sales/Month

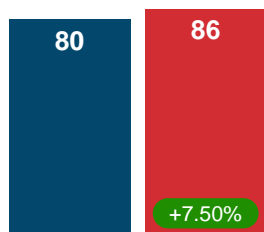
Inventory on October 31, 2020 = **120**

2019 **2020**

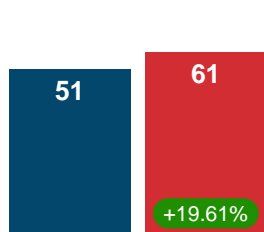
OCTOBER MARKET

AVERAGE PRICES

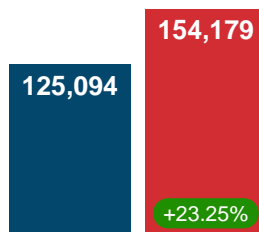
New Listings



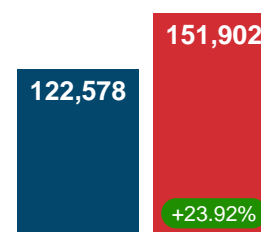
Pending Listings



List Price



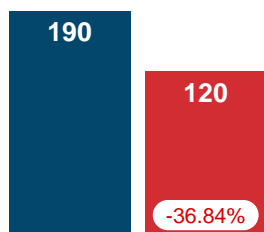
Sale Price



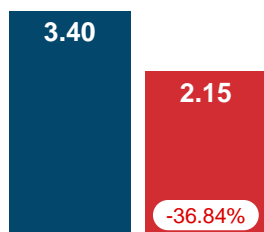
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

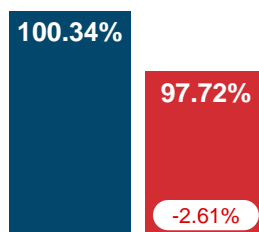
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

