

October 2020



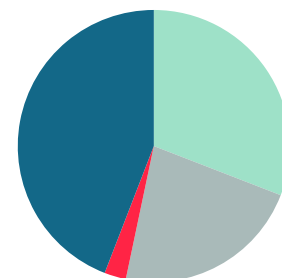
Area Delimited by County Of Muskogee - Residential Property Type



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%
Median List Price	129,905	128,450	-1.12%
Median Sale Price	125,000	128,375	2.70%
Median Percent of Selling Price to List Price	98.18%	99.30%	1.13%
Median Days on Market to Sale	22.00	10.50	-52.27%
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.

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 **2.70%** in October 2020 to \$128,375 versus the previous year at \$125,000.

Median Days on Market Shortens

The median number of **10.50** days that homes spent on the market before selling decreased by 11.50 days or **52.27%** in October 2020 compared to last year's same month at **22.00** DOM.

Sales Success for October 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 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.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

October 2020



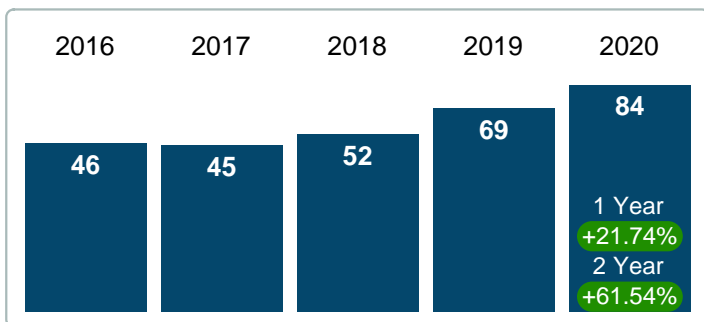
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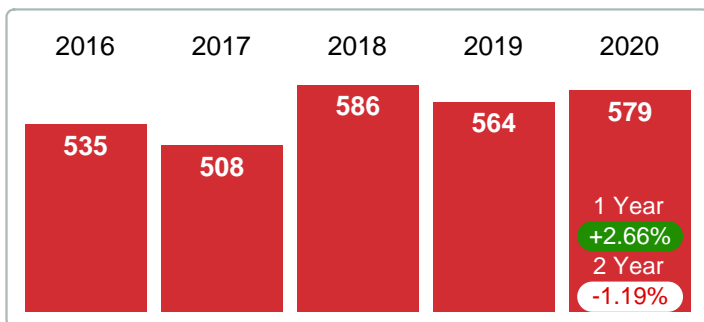
CLOSED LISTINGS

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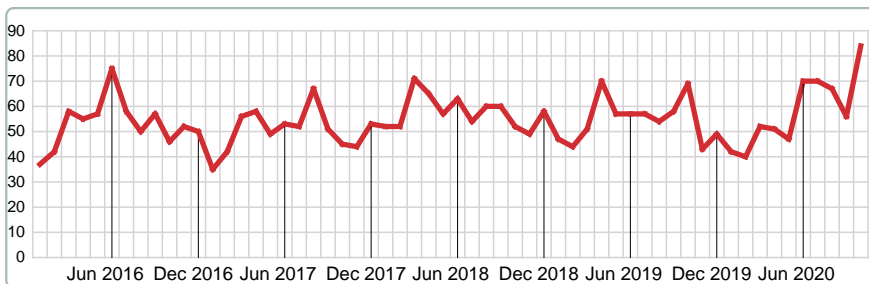
OCTOBER



YEAR TO DATE (YTD)

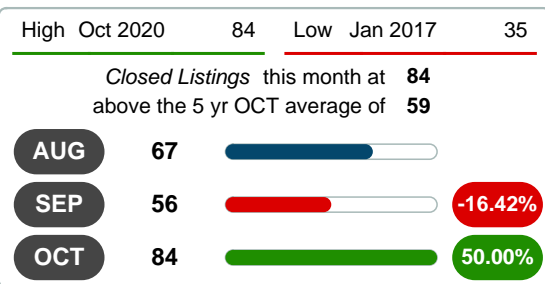


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 59



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9	10.71%	3.0	7	2	0	0
\$50,001 - \$70,000	8	9.52%	15.5	2	5	1	0
\$70,001 - \$100,000	10	11.90%	23.0	0	8	2	0
\$100,001 - \$150,000	25	29.76%	6.0	0	19	6	0
\$150,001 - \$220,000	14	16.67%	16.5	1	8	4	1
\$220,001 - \$260,000	9	10.71%	18.0	0	4	5	0
\$260,001 and up	9	10.71%	36.0	1	5	3	0
Total Closed Units	84			11	51	21	1
Total Closed Volume	12,759,740	100%	10.5	886.98K	7.61M	4.08M	182.00K
Median Closed Price	\$128,375			\$49,900	\$125,000	\$185,000	\$182,000

October 2020



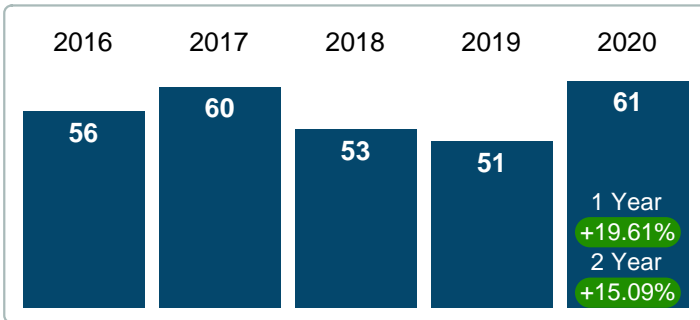
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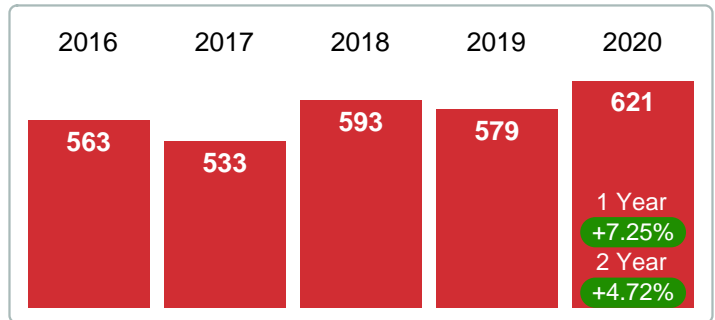
PENDING LISTINGS

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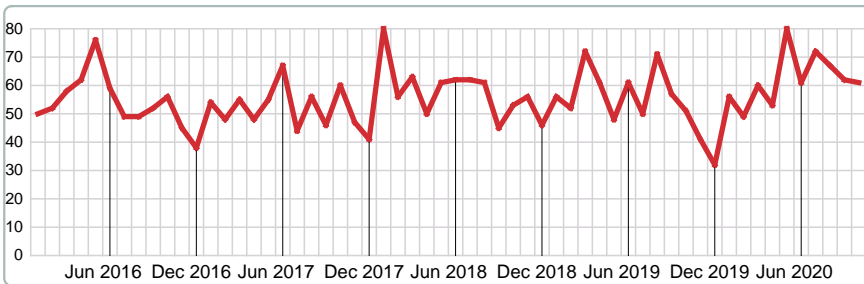
OCTOBER



YEAR TO DATE (YTD)

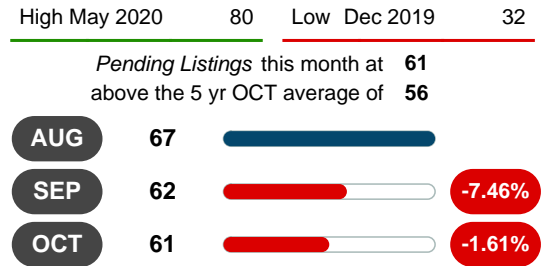


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 56



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	9.84%	4.5	3	3	0	0
\$50,001 - \$70,000	3	4.92%	36.0	1	1	1	0
\$70,001 - \$90,000	13	21.31%	6.0	2	11	0	0
\$90,001 - \$160,000	17	27.87%	8.0	3	12	1	1
\$160,001 - \$190,000	6	9.84%	5.0	0	5	1	0
\$190,001 - \$270,000	9	14.75%	6.0	0	4	4	1
\$270,001 and up	7	11.48%	54.0	0	4	2	1
Total Pending Units	61			9	40	9	3
Total Pending Volume	8,975,148	100%	8.0	631.90K	5.86M	1.81M	679.90K
Median Listing Price	\$120,000			\$75,000	\$117,450	\$195,000	\$199,999

October 2020



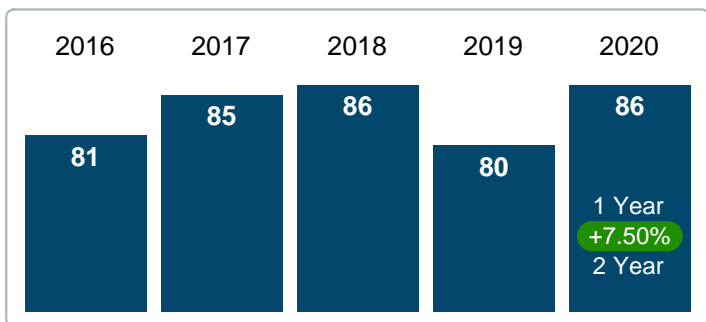
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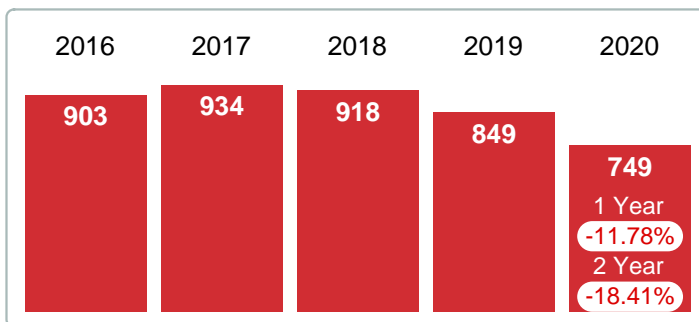
NEW LISTINGS

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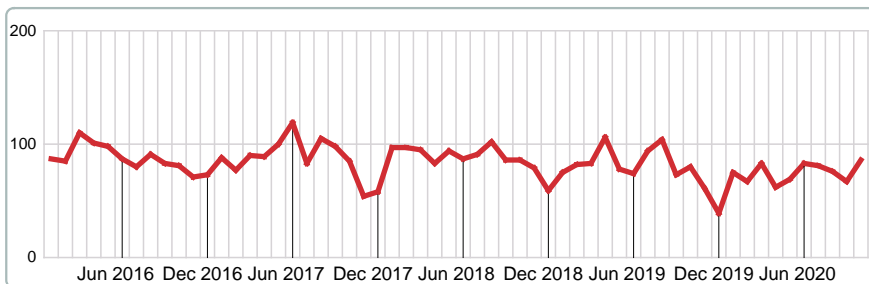
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

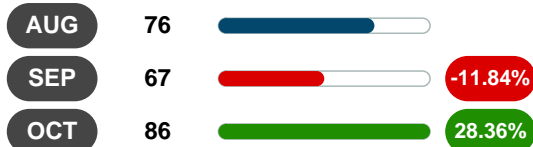


3 MONTHS

5 year OCT AVG = 84

High Jun 2017 119 Low Dec 2019 39

New Listings this month at 86
above the 5 yr OCT average of 84



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	8	9.30%	3	4	1	0
\$40,001 - \$70,000	8	9.30%	3	5	0	0
\$70,001 - \$90,000	15	17.44%	1	14	0	0
\$90,001 - \$160,000	23	26.74%	5	15	3	0
\$160,001 - \$210,000	11	12.79%	0	8	2	1
\$210,001 - \$290,000	12	13.95%	0	6	6	0
\$290,001 and up	9	10.47%	0	3	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
Median New Listed Listing Price	\$129,950		\$75,500	\$105,500	\$239,500	\$264,950

October 2020



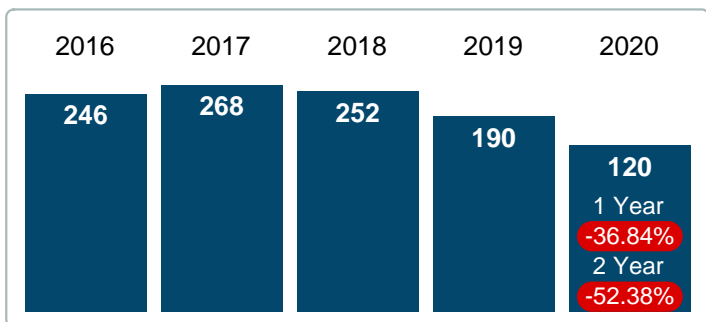
Area Delimited by County Of Muskogee - Residential Property Type



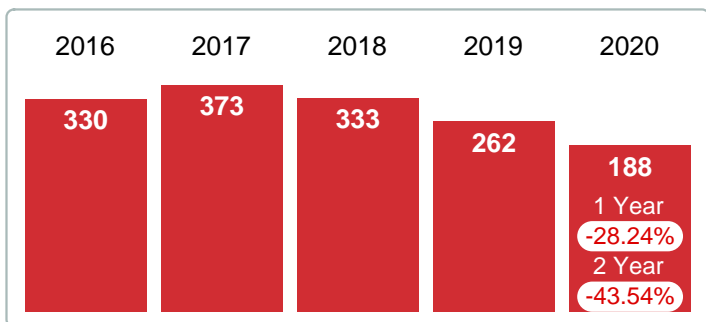
ACTIVE INVENTORY

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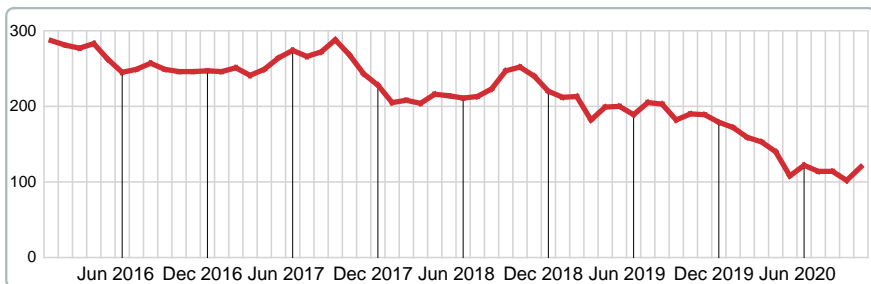
END OF OCTOBER



ACTIVE DURING OCTOBER

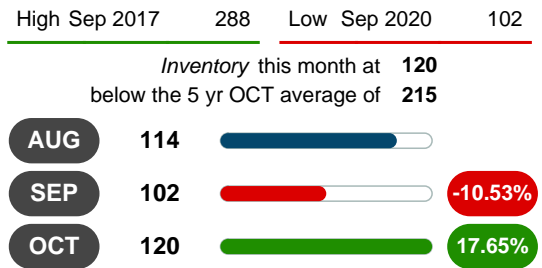


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 215



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	12	10.00%	27.0	3	6	3	0
\$40,001 - \$60,000	10	8.33%	52.0	4	5	0	1
\$60,001 - \$90,000	20	16.67%	29.0	7	12	1	0
\$90,001 - \$160,000	34	28.33%	42.0	4	22	6	2
\$160,001 - \$260,000	15	12.50%	22.0	3	7	5	0
\$260,001 - \$420,000	18	15.00%	27.5	1	6	10	1
\$420,001 and up	11	9.17%	61.0	0	5	5	1
Total Active Inventory by Units	120			22	63	30	5
Total Active Inventory by Volume	26,582,114	100%	38.0	2.27M	14.62M	8.11M	1.59M
Median Active Inventory Listing Price	\$134,950			\$72,500	\$130,000	\$264,950	\$154,900

October 2020



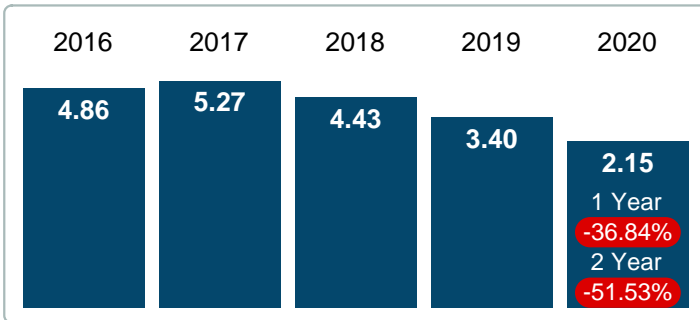
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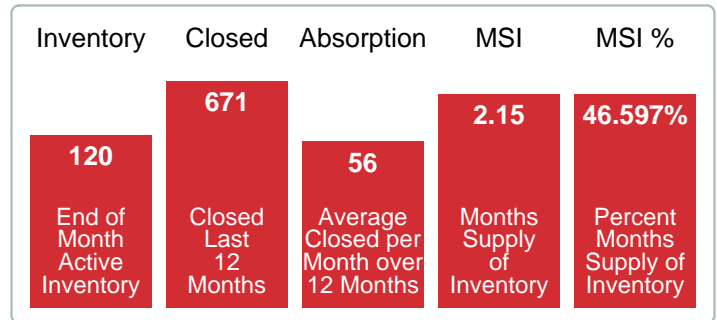
MONTHS SUPPLY of INVENTORY (MSI)

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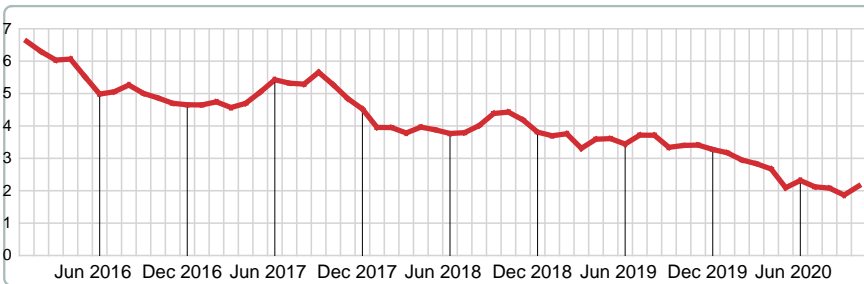
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2020

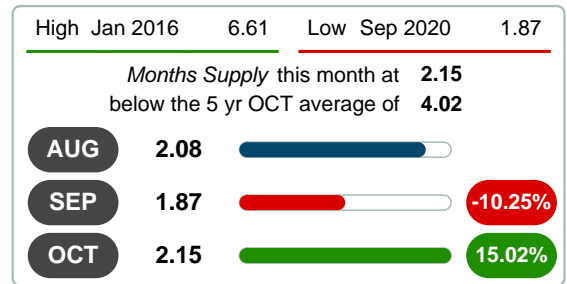


5 YEAR MARKET ACTIVITY TRENDS



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



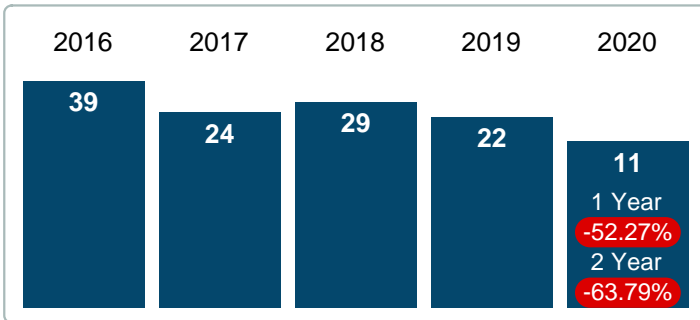
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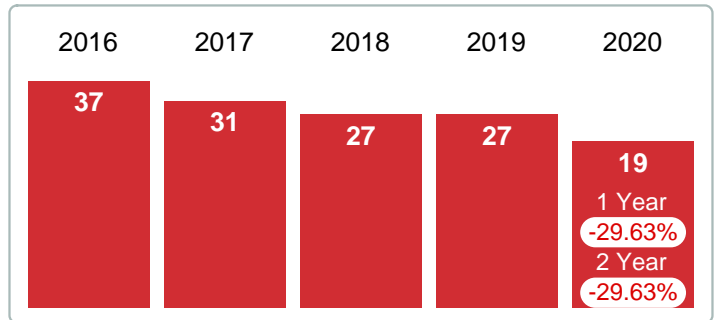
MEDIAN DAYS ON MARKET TO SALE

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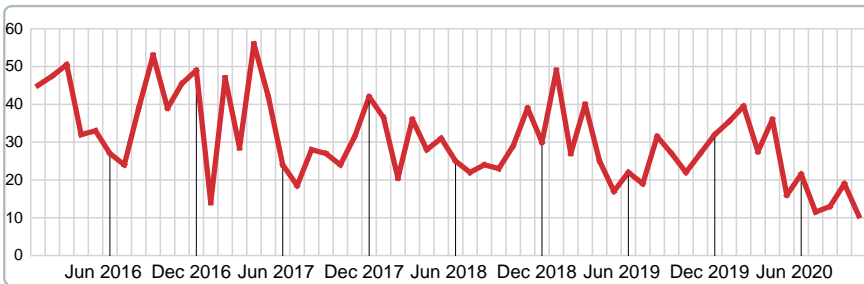
OCTOBER



YEAR TO DATE (YTD)

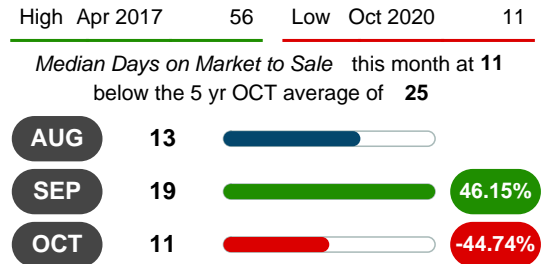


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 25



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	9	10.71%	3	3	12	0	0
\$50,001 - \$70,000	8	9.52%	16	25	23	8	0
\$70,001 - \$100,000	10	11.90%	23	0	23	22	0
\$100,001 - \$150,000	25	29.76%	6	0	6	7	0
\$150,001 - \$220,000	14	16.67%	17	34	11	19	94
\$220,001 - \$260,000	9	10.71%	18	0	11	24	0
\$260,001 and up	9	10.71%	36	7	8	93	0
Median Closed DOM	11			6	8	15	94
Total Closed Units	84		100%	11	51	21	1
Total Closed Volume	12,759,740			886.98K	7.61M	4.08M	182.00K

October 2020



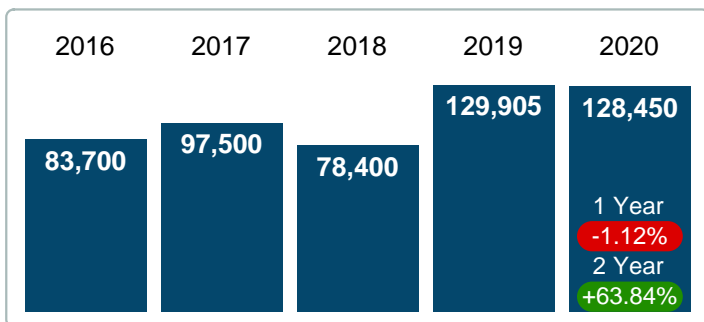
Area Delimited by County Of Muskogee - Residential Property Type



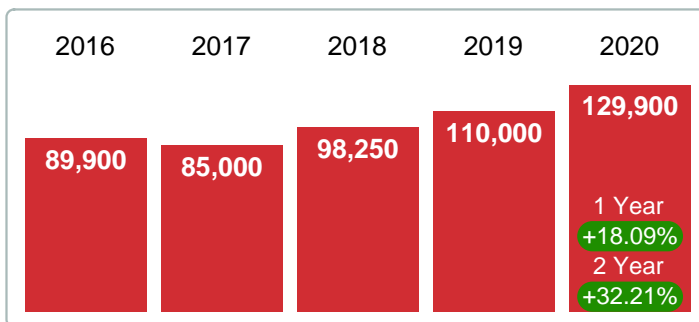
MEDIAN LIST PRICE AT CLOSING

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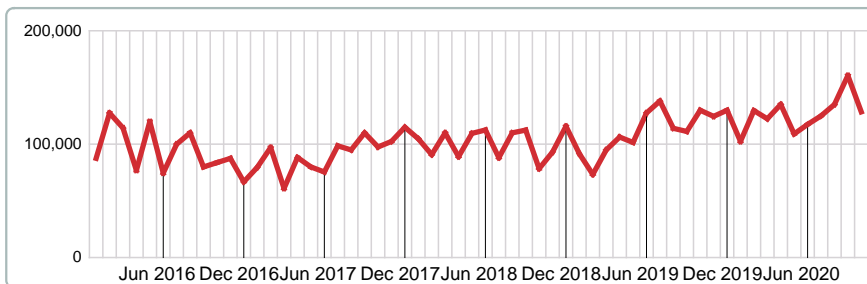
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

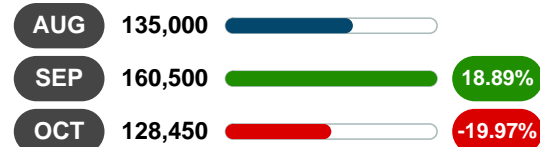


3 MONTHS

5 year OCT AVG = 103,591

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

Median List Price at Closing this month at **128,450** above the 5 yr OCT average of **103,591**



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	8.33%	29,900	29,900	37,400	0	0
\$50,001 - \$70,000	10.71%	59,900	57,400	60,575	68,000	0
\$70,001 - \$100,000	13.10%	87,500	0	87,500	86,000	0
\$100,001 - \$150,000	28.57%	122,500	0	122,500	129,900	0
\$150,001 - \$220,000	16.67%	181,000	189,900	165,000	187,000	189,900
\$220,001 - \$260,000	10.71%	249,000	0	235,000	253,750	0
\$260,001 and up	11.90%	324,700	349,500	414,750	289,900	0
Median List Price		128,450	54,900	126,750	187,000	189,900
Total Closed Units	100%	128,450	11	51	21	1
Total Closed Volume		12,951,070	922.70K	7.65M	4.19M	189.90K

October 2020



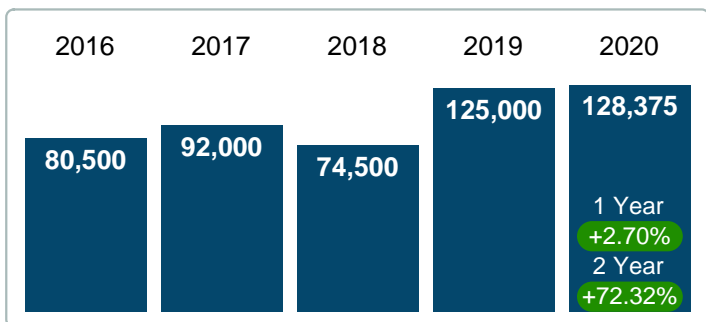
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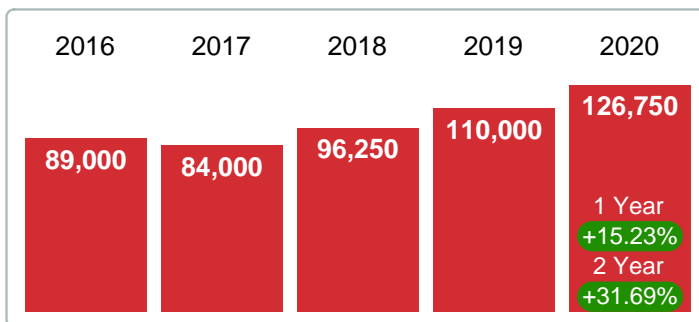
MEDIAN SOLD PRICE AT CLOSING

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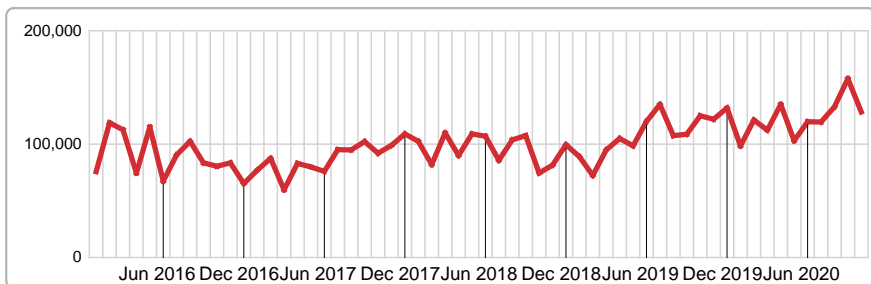
OCTOBER



YEAR TO DATE (YTD)

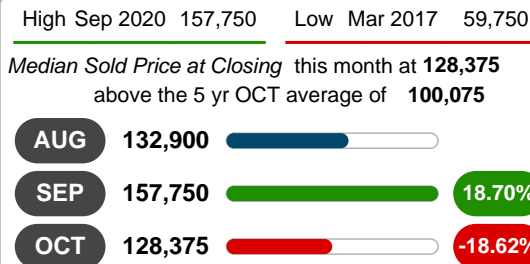


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 100,075



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	10.71%	29,900	26,500	35,950	0	0
\$50,001 - \$70,000	9.52%	61,500	62,700	58,000	62,500	0
\$70,001 - \$100,000	11.90%	84,750	0	84,750	81,500	0
\$100,001 - \$150,000	29.76%	125,000	0	125,000	129,900	0
\$150,001 - \$220,000	16.67%	183,500	189,900	165,250	190,500	182,000
\$220,001 - \$260,000	10.71%	240,000	0	230,000	245,000	0
\$260,001 and up	10.71%	349,500	349,500	350,000	299,000	0
Median Sold Price		128,375	49,900	125,000	185,000	182,000
Total Closed Units	100%	128,375	11	51	21	1
Total Closed Volume		12,759,740	886.98K	7.61M	4.08M	182.00K

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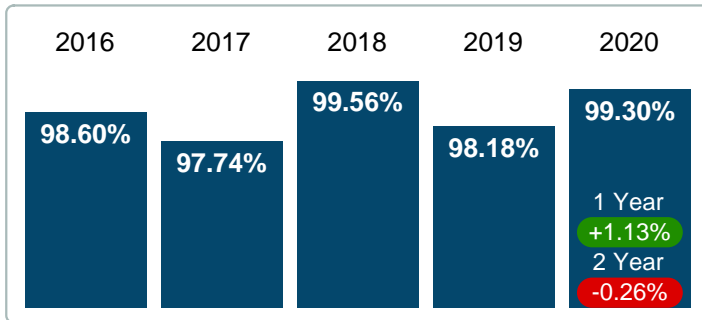
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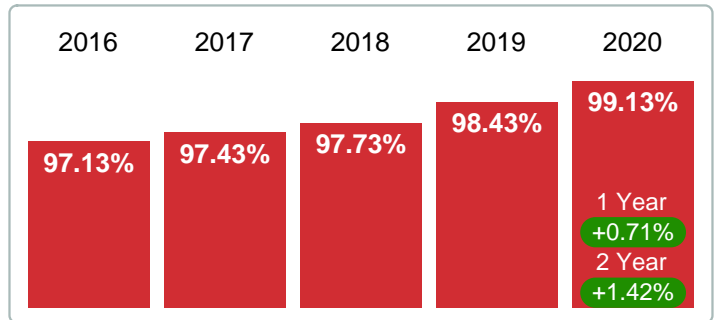
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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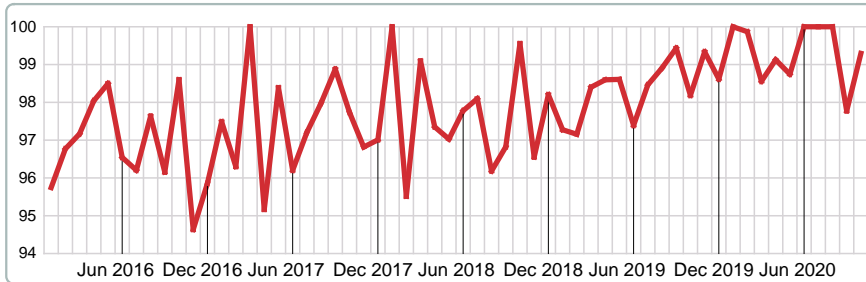
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

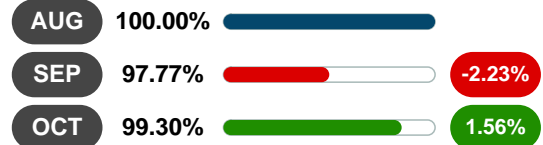


3 MONTHS

5 year OCT AVG = 98.67%

High Aug 2020 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **99.30%** equal to 5 yr OCT average of **98.67%**



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	9	10.71%	93.54%	91.07%	96.77%	0.00%	0.00%
\$50,001 - \$70,000	8	9.52%	96.02%	100.50%	92.05%	91.91%	0.00%
\$70,001 - \$100,000	10	11.90%	96.76%	0.00%	96.76%	95.69%	0.00%
\$100,001 - \$150,000	25	29.76%	100.00%	0.00%	100.00%	99.97%	0.00%
\$150,001 - \$220,000	14	16.67%	98.99%	100.00%	99.22%	97.18%	95.84%
\$220,001 - \$260,000	9	10.71%	100.00%	0.00%	100.00%	97.36%	0.00%
\$260,001 and up	9	10.71%	99.70%	100.00%	100.00%	99.20%	0.00%
Median Sold/List Ratio		99.30%		97.13%	100.00%	98.86%	95.84%
Total Closed Units		84	100%	11	51	21	1
Total Closed Volume		12,759,740		886.98K	7.61M	4.08M	182.00K

October 2020



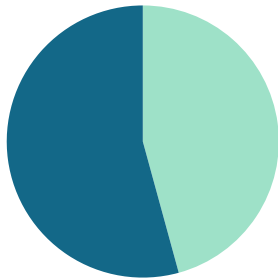
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

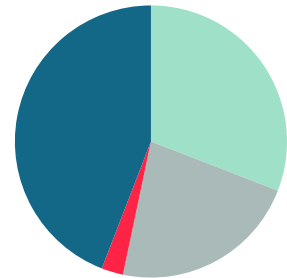


Inventory
 New Listings
86 = 45.74%
 Start Inventory
102
 Total Inventory Units
188
 Volume
\$37,282,961

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%
Median List Price	129,905	128,450	-1.12%	110,000	129,900	18.09%
Median Sale Price	125,000	128,375	2.70%	110,000	126,750	15.23%
Median Percent of Selling Price to List Price	98.18%	99.30%	1.13%	98.43%	99.13%	0.71%
Median Days on Market to Sale	22.00	10.50	-52.27%	27.00	19.00	-29.63%
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

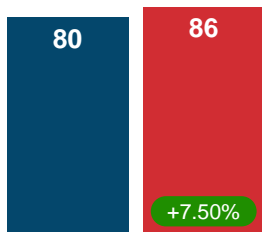
Inventory on October 31, 2020 = **120**

2019 **2020**

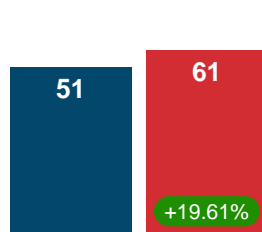
OCTOBER MARKET

MEDIAN PRICES

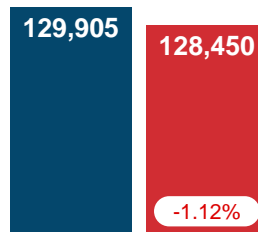
New Listings



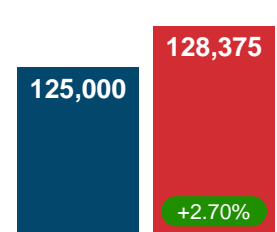
Pending Listings



List Price



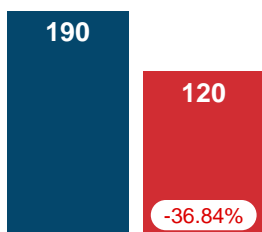
Sale Price



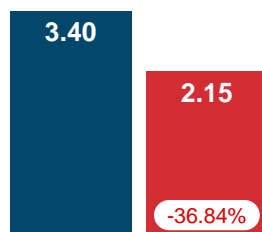
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

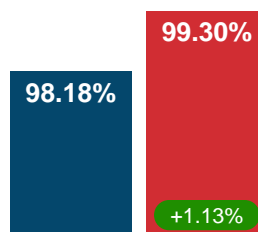
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

