

September 2020



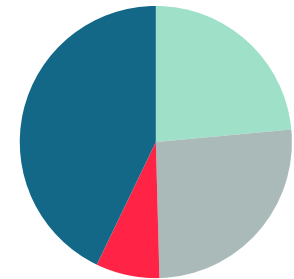
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 27, 2023 for MLS Technology Inc.

Compared Metrics	September		
	2019	2020	+/-%
Closed Listings	58	56	-3.45%
Pending Listings	57	62	8.77%
New Listings	73	67	-8.22%
Average List Price	125,067	171,454	37.09%
Average Sale Price	121,818	166,413	36.61%
Average Percent of Selling Price to List Price	96.26%	96.57%	0.33%
Average Days on Market to Sale	43.31	34.59	-20.14%
End of Month Inventory	182	102	-43.96%
Months Supply of Inventory	3.34	1.87	-44.13%



■ Closed (23.53%)
■ Pending (26.05%)
■ Other OffMarket (7.56%)
■ Active (42.86%)

Absorption: Last 12 months, an Average of **55 Sales/Month**
Active Inventory as of September 30, 2020 = **102**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2020 decreased **43.96%** to 102 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 **1.87** 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 **36.61%** in September 2020 to \$166,413 versus the previous year at \$121,818.

Average Days on Market Shortens

The average number of **34.59** days that homes spent on the market before selling decreased by 8.72 days or **20.14%** in September 2020 compared to last year's same month at **43.31** DOM.

Sales Success for September 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 67 New Listings in September 2020, down **8.22%** from last year at 73. Furthermore, there were 56 Closed Listings this month versus last year at 58, a **-3.45%** decrease.

Closed versus Listed trends yielded a **83.6%** ratio, up from previous year's, September 2019, at **79.5%**, a **5.20%** 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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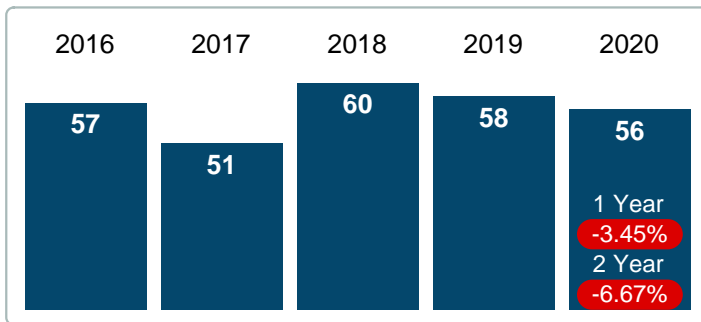
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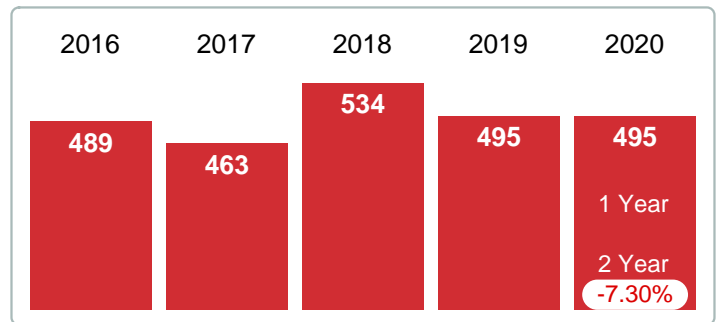
CLOSED LISTINGS

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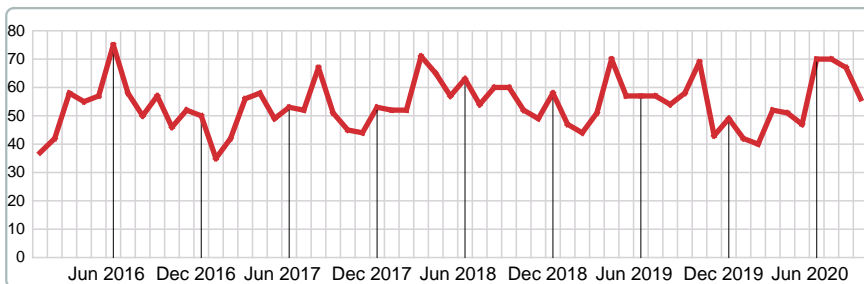
SEPTEMBER



YEAR TO DATE (YTD)

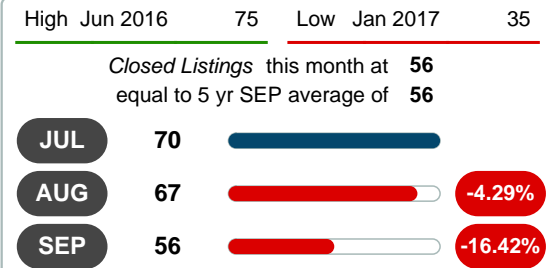


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 56



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	3	5.36%	40.0	2	1	0	0
\$50,001 - \$100,000	9	16.07%	35.7	1	6	2	0
\$100,001 - \$125,000	4	7.14%	37.3	0	4	0	0
\$125,001 - \$175,000	21	37.50%	25.7	1	17	3	0
\$175,001 - \$175,000	0	0.00%	0.0	0	0	0	0
\$175,001 - \$250,000	13	23.21%	27.2	0	11	1	1
\$250,001 and up	6	10.71%	75.7	0	2	4	0
Total Closed Units	56			4	41	10	1
Total Closed Volume	9,319,100	100%	34.6	306.40K	6.70M	2.13M	182.90K
Average Closed Price	\$166,413			\$76,600	\$163,402	\$213,030	\$182,900

September 2020



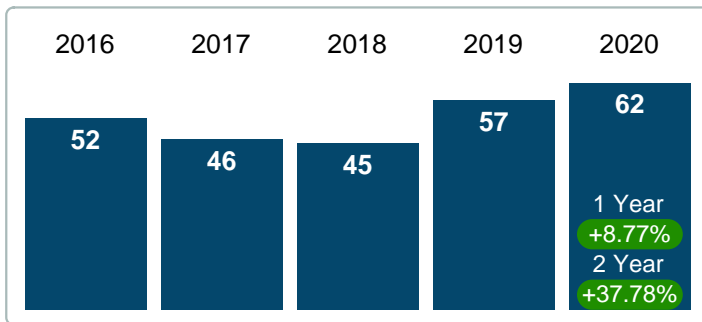
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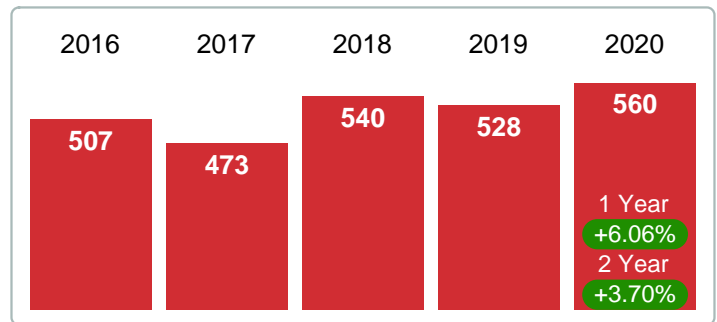
PENDING LISTINGS

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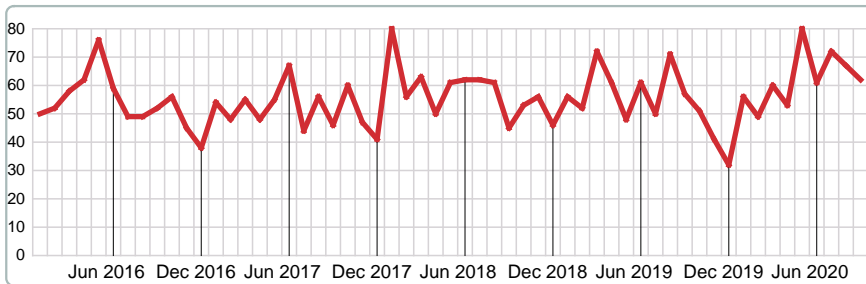
SEPTEMBER



YEAR TO DATE (YTD)

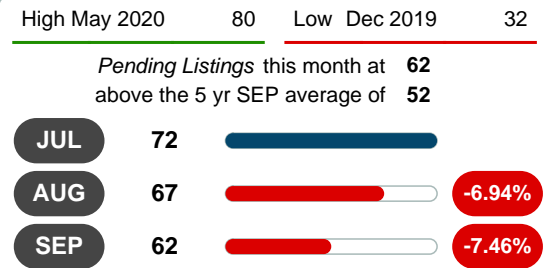


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 52



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	4	6.45%	45.3	3	1	0	0
\$50,001 - \$70,000	8	12.90%	40.6	3	5	0	0
\$70,001 - \$90,000	9	14.52%	64.4	2	6	1	0
\$90,001 - \$130,000	16	25.81%	31.4	0	14	2	0
\$130,001 - \$180,000	10	16.13%	23.4	0	8	2	0
\$180,001 - \$250,000	8	12.90%	26.1	1	5	1	1
\$250,001 and up	7	11.29%	33.3	0	0	7	0
Total Pending Units	62			9	39	13	1
Total Pending Volume	8,215,095	100%	36.5	619.30K	4.64M	2.77M	189.90K
Average Listing Price	\$133,690			\$68,811	\$118,995	\$212,700	\$189,900

September 2020



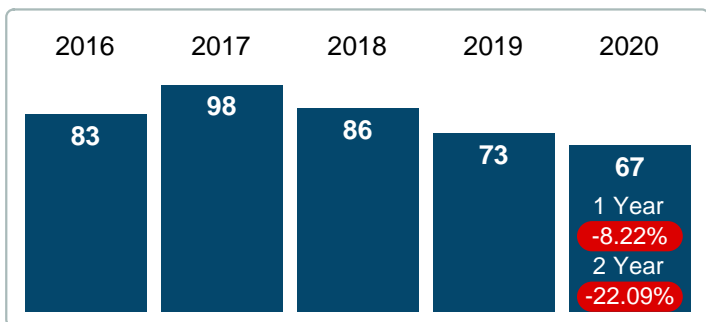
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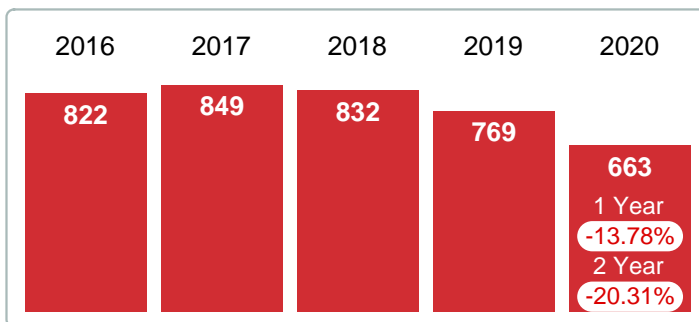
NEW LISTINGS

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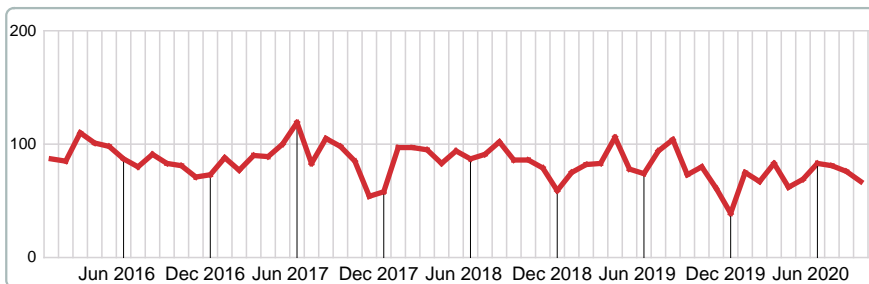
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

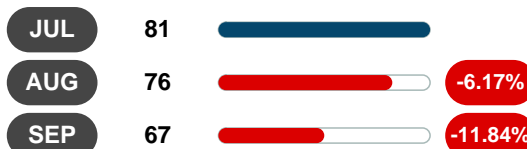


3 MONTHS

5 year SEP AVG = 81

High Jun 2017 119 Low Dec 2019 39

New Listings this month at 67 below the 5 yr SEP average of 81



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	5	7.46%	4	1	0	0
\$50,001 - \$75,000	11	16.42%	6	4	0	1
\$75,001 - \$100,000	8	11.94%	0	6	2	0
\$100,001 - \$150,000	12	17.91%	1	11	0	0
\$150,001 - \$225,000	15	22.39%	1	8	5	1
\$225,001 - \$325,000	8	11.94%	1	2	5	0
\$325,001 and up	8	11.94%	0	2	3	3
Total New Listed Units	67		13	34	15	5
Total New Listed Volume	11,804,596	100%	1.10M	4.96M	3.67M	2.06M
Average New Listed Listing Price	\$162,324		\$84,915	\$146,000	\$244,940	\$412,520

September 2020



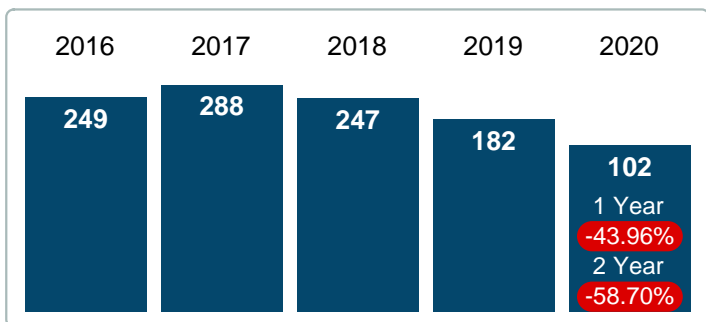
Area Delimited by County Of Muskogee - Residential Property Type



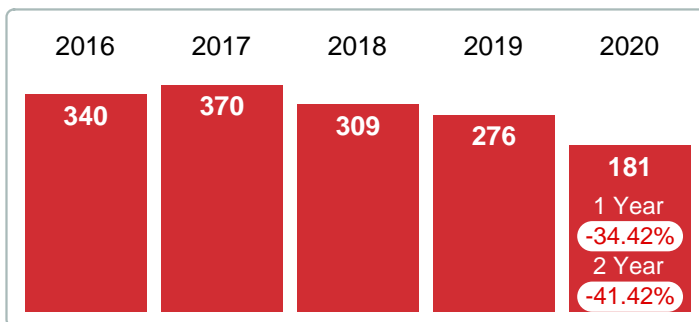
ACTIVE INVENTORY

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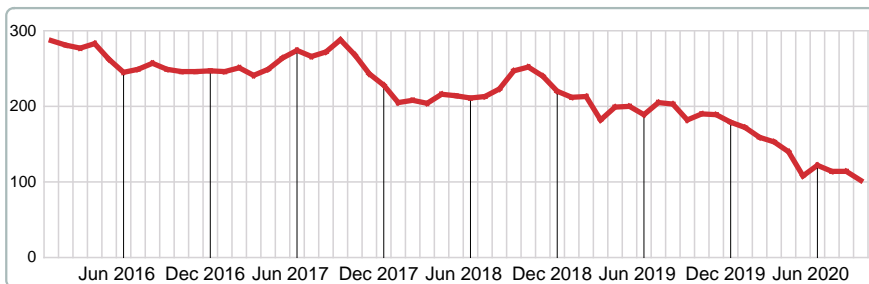
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

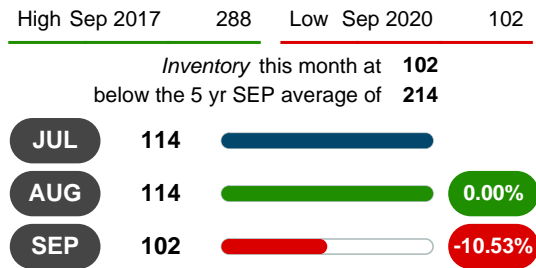


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 214



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	10	9.80%	52.0	4	4	2	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$100,000	27	26.47%	46.2	10	13	3	1
\$100,001 - \$150,000	20	19.61%	60.7	3	13	2	2
\$150,001 - \$275,000	21	20.59%	34.7	3	11	6	1
\$275,001 - \$425,000	14	13.73%	67.6	1	6	6	1
\$425,001 and up	10	9.80%	113.6	0	4	5	1
Total Active Inventory by Units	102			21	51	24	6
Total Active Inventory by Volume	24,004,953	100%	56.8	2.15M	13.38M	6.74M	1.74M
Average Active Inventory Listing Price	\$235,343			\$102,262	\$262,305	\$280,846	\$289,933

September 2020



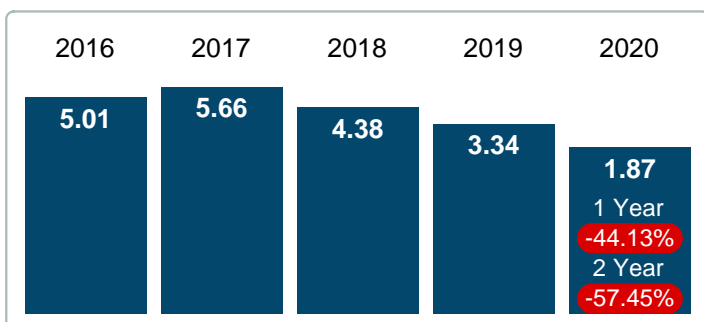
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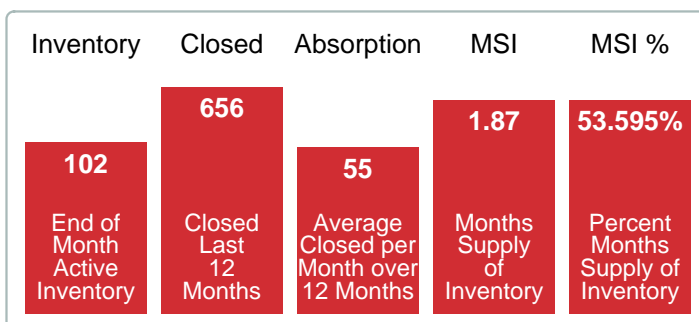
MONTHS SUPPLY of INVENTORY (MSI)

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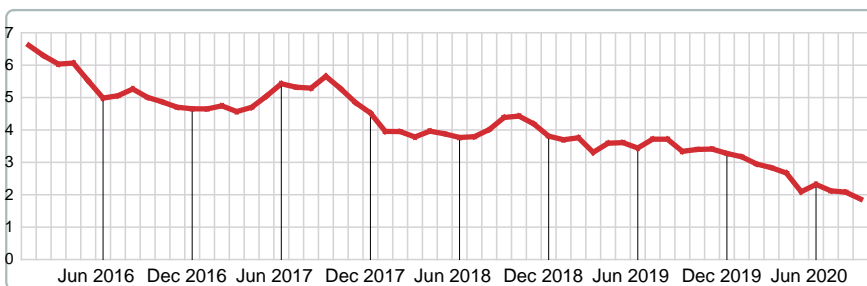
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

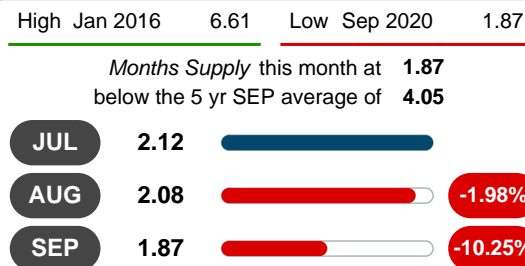


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 4.05



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
\$50,000 and less	10	9.80%	1.15	1.07	1.04	2.40	0.00
\$50,001 - \$60,000	7	6.86%	2.47	6.00	1.38	0.00	12.00
\$60,001 - \$110,000	20	19.61%	1.63	3.82	1.13	2.00	0.00
\$110,001 - \$160,000	27	26.47%	1.91	3.60	1.69	1.16	36.00
\$160,001 - \$290,000	16	15.69%	1.24	16.00	0.87	1.24	0.00
\$290,001 - \$420,000	11	10.78%	3.77	0.00	7.20	2.82	1.71
\$420,001 and up	11	10.78%	12.00	0.00	9.60	24.00	6.00
Market Supply of Inventory (MSI)			1.87	2.86	1.51	2.09	2.77
Total Active Inventory by Units		100%	102	21	51	24	6

September 2020



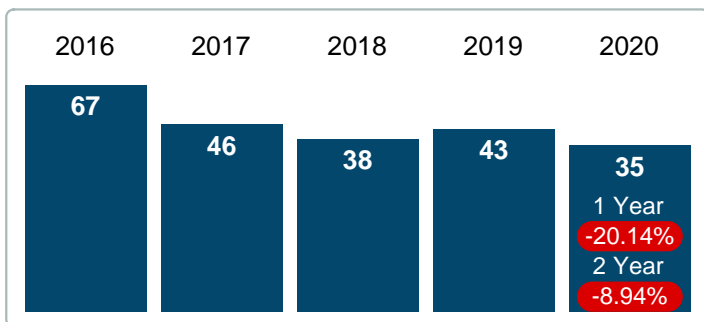
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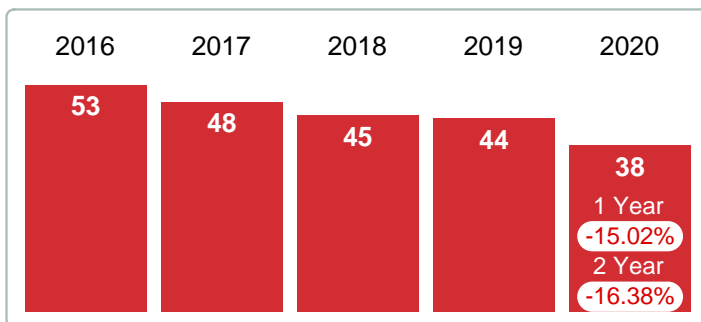
AVERAGE DAYS ON MARKET TO SALE

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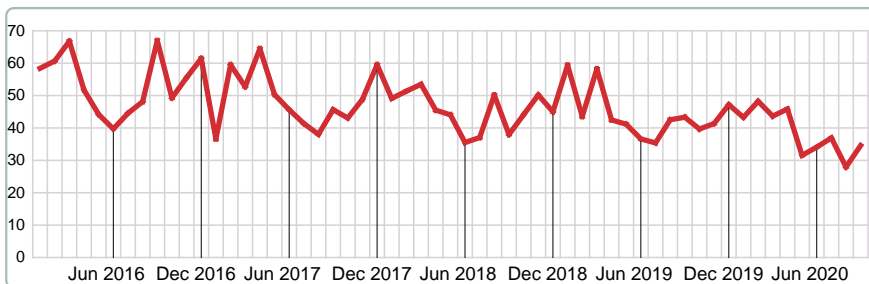
SEPTEMBER



YEAR TO DATE (YTD)

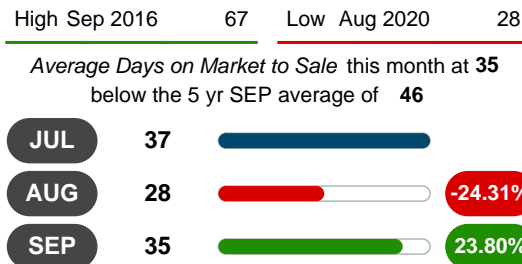


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 46



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	3	5.36%	40	29	62	0	0
\$50,001 - \$100,000	9	16.07%	36	2	29	72	0
\$100,001 - \$125,000	4	7.14%	37	0	37	0	0
\$125,001 - \$175,000	21	37.50%	26	1	26	32	0
\$175,001 - \$175,000	0	0.00%	0	0	0	0	0
\$175,001 - \$250,000	13	23.21%	27	0	24	43	50
\$250,001 and up	6	10.71%	76	0	107	60	0
Average Closed DOM	35			15	32	52	50
Total Closed Units	56	100%	35	4	41	10	1
Total Closed Volume	9,319,100			306.40K	6.70M	2.13M	182.90K

September 2020



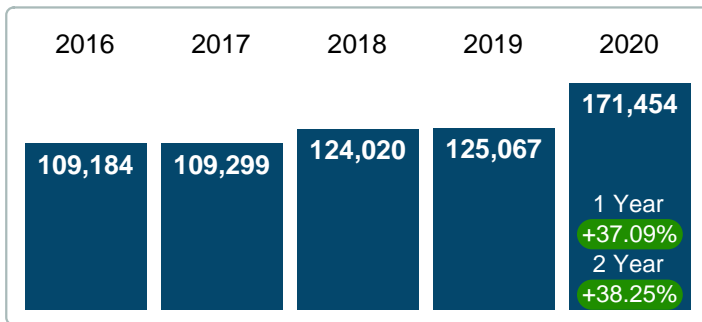
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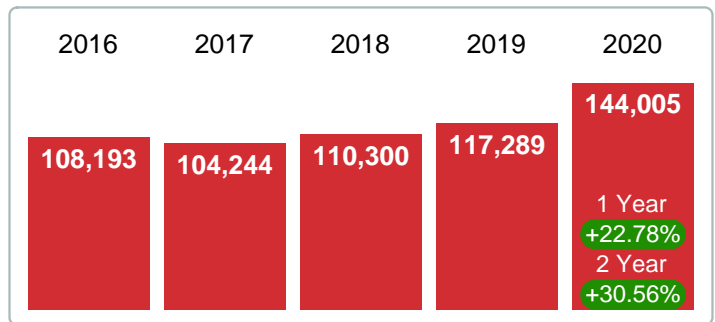
AVERAGE LIST PRICE AT CLOSING

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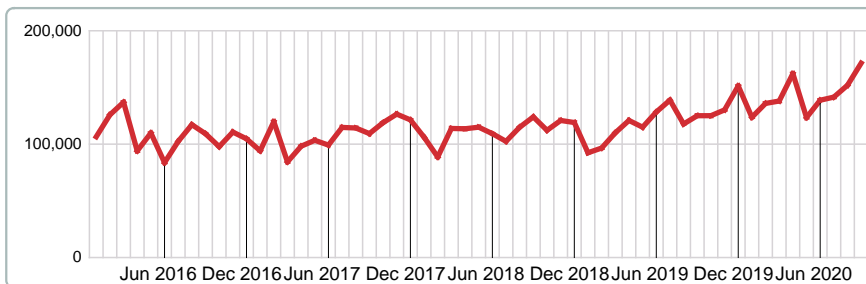
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

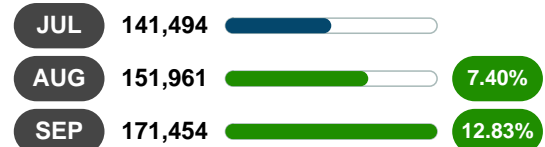


3 MONTHS

5 year SEP AVG = 127,805

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

Average List Price at Closing this month at **171,454**
above the 5 yr SEP average of **127,805**



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	3.57%	28,750	42,750	24,500	0	0
\$50,001 - \$100,000	17.86%	77,120	94,500	82,033	71,000	0
\$100,001 - \$125,000	5.36%	114,000	0	115,475	0	0
\$125,001 - \$175,000	35.71%	152,348	135,900	156,044	178,300	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$250,000	25.00%	202,179	0	205,782	232,500	182,900
\$250,001 and up	12.50%	364,750	0	499,975	324,575	0
Average List Price		171,454	78,975	168,168	220,770	182,900
Total Closed Units	100%	171,454	4	41	10	1
Total Closed Volume		9,601,400	315.90K	6.89M	2.21M	182.90K

September 2020



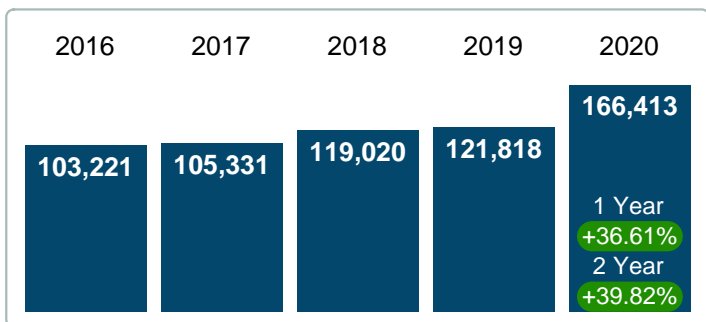
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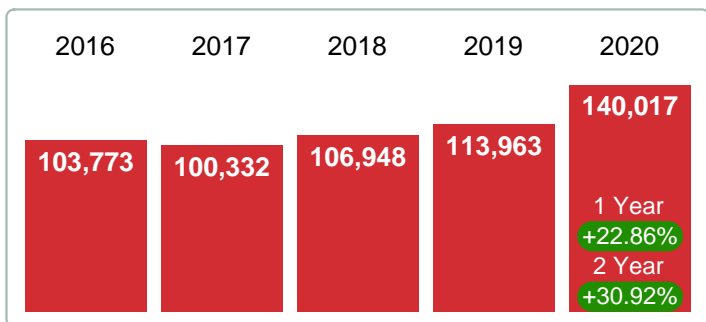
AVERAGE SOLD PRICE AT CLOSING

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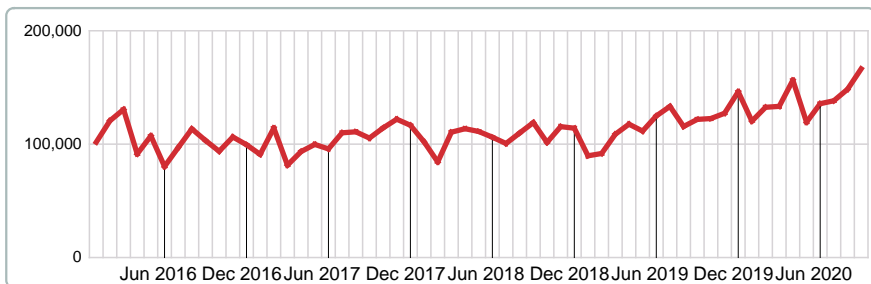
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

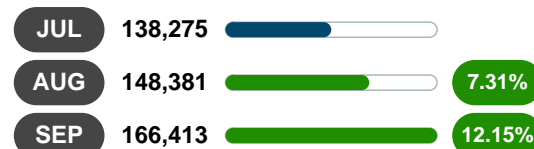


3 MONTHS

5 year SEP AVG = 123,160

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

Average Sold Price at Closing this month at **166,413** above the 5 yr SEP average of **123,160**



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	5.36%	30,667	39,000	14,000	0	0
\$50,001 - \$100,000	16.07%	76,033	92,500	76,150	67,450	0
\$100,001 - \$125,000	7.14%	115,000	0	115,000	0	0
\$125,001 - \$175,000	37.50%	154,681	135,900	153,582	167,167	0
\$175,001 - \$175,000	0.00%	0	0	0	0	0
\$175,001 - \$250,000	23.21%	202,200	0	201,609	228,000	182,900
\$250,001 and up	10.71%	367,650	0	470,000	316,475	0
Average Sold Price		166,413	76,600	163,402	213,030	182,900
Total Closed Units	100%	166,413	4	41	10	1
Total Closed Volume		9,319,100	306.40K	6.70M	2.13M	182.90K

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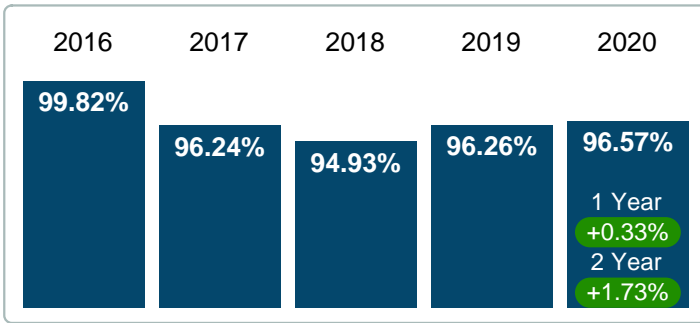
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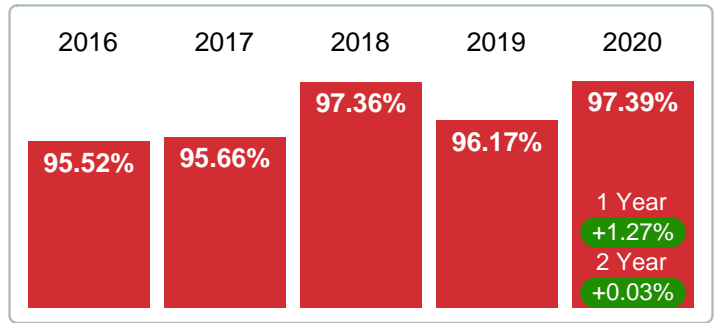
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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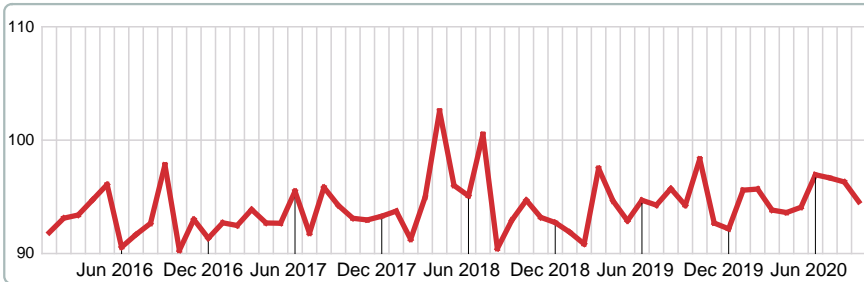
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

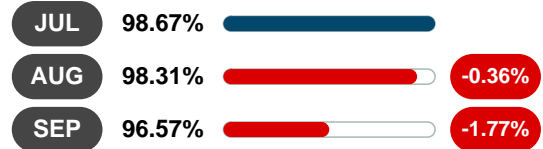


3 MONTHS

5 year SEP AVG = 96.76%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **96.57%**
equal to 5 yr SEP average of **96.76%**



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	3	5.36%	80.95%	92.86%	57.14%	0.00%	0.00%
\$50,001 - \$100,000	9	16.07%	93.87%	97.88%	92.83%	94.97%	0.00%
\$100,001 - \$125,000	4	7.14%	100.55%	0.00%	100.55%	0.00%	0.00%
\$125,001 - \$175,000	21	37.50%	97.97%	100.00%	98.53%	94.14%	0.00%
\$175,001 - \$175,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$250,000	13	23.21%	98.64%	0.00%	98.57%	98.06%	100.00%
\$250,001 and up	6	10.71%	96.41%	0.00%	94.35%	97.45%	0.00%
Average Sold/List Ratio		96.60%		95.90%	96.69%	96.02%	100.00%
Total Closed Units		56	100%	4	41	10	1
Total Closed Volume		9,319,100		306.40K	6.70M	2.13M	182.90K

September 2020



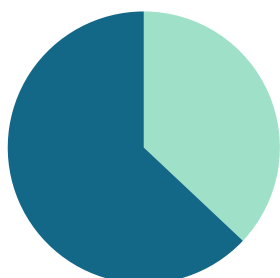
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

Report produced on Jul 27, 2023 for MLS Technology Inc.

INVENTORY

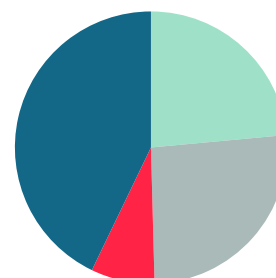


Inventory
 New Listings
67 = 37.02%
 Start Inventory
114
 Total Inventory Units
181
 Volume
\$37,408,648

Market Activity

Closed Sales
56 = 23.53%
 Pending Sales
62 = 26.05%
 Other Off Market
18 = 7.56%
 Active Inventory
102 = 42.86%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2019	2020	+/-%	2019	2020	+/-%
Closed Sales	58	56	-3.45%	495	495	0.00%
Pending Sales	57	62	8.77%	528	560	6.06%
New Listings	73	67	-8.22%	769	663	-13.78%
Average List Price	125,067	171,454	37.09%	117,289	144,005	22.78%
Average Sale Price	121,818	166,413	36.61%	113,963	140,017	22.86%
Average Percent of Selling Price to List Price	96.26%	96.57%	0.33%	96.17%	97.39%	1.27%
Average Days on Market to Sale	43.31	34.59	-20.14%	44.25	37.61	-15.02%
Monthly Inventory	182	102	-43.96%	182	102	-43.96%
Months Supply of Inventory	3.34	1.87	-44.13%	3.34	1.87	-44.13%

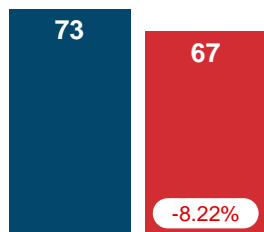
Absorption: Last 12 months, an Average of **55** Sales/Month

Inventory on September 30, 2020 = **102** 2019 2020

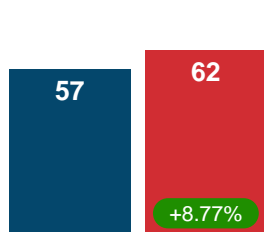
SEPTEMBER MARKET

AVERAGE PRICES

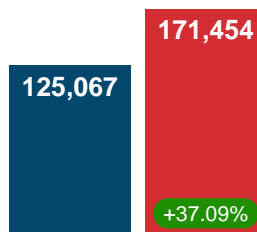
New Listings



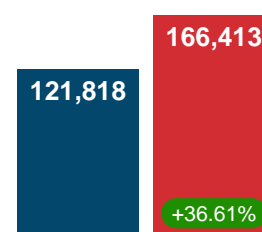
Pending Listings



List Price



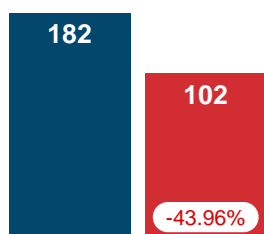
Sale Price



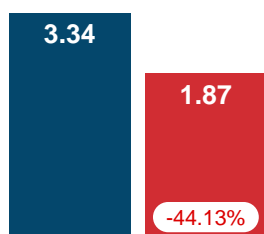
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

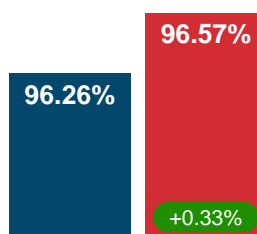
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

