

September 2020



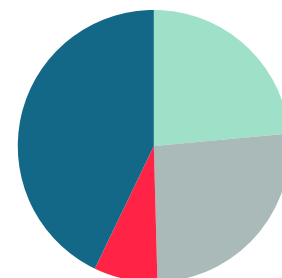
Area Delimited by County Of Muskogee - Residential Property Type



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%
Median List Price	111,200	160,500	44.33%
Median Sale Price	108,750	157,750	45.06%
Median Percent of Selling Price to List Price	99.44%	97.77%	-1.67%
Median Days on Market to Sale	27.00	19.00	-29.63%
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.

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 **45.06%** in September 2020 to \$157,750 versus the previous year at \$108,750.

Median Days on Market Shortens

The median number of **19.00** days that homes spent on the market before selling decreased by 8.00 days or **29.63%** in September 2020 compared to last year's same month at **27.00** DOM.

Sales Success for September 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 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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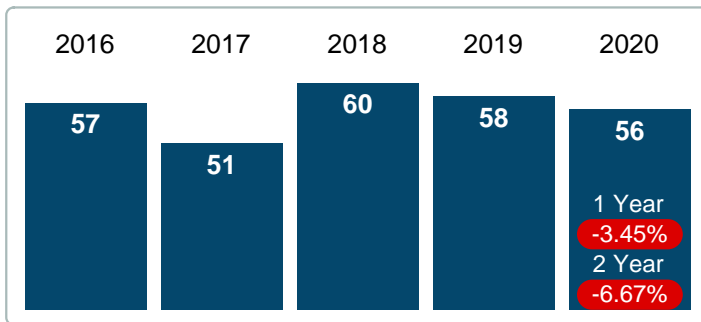
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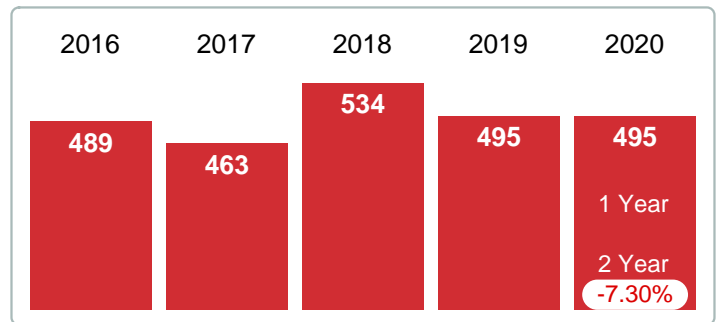
CLOSED LISTINGS

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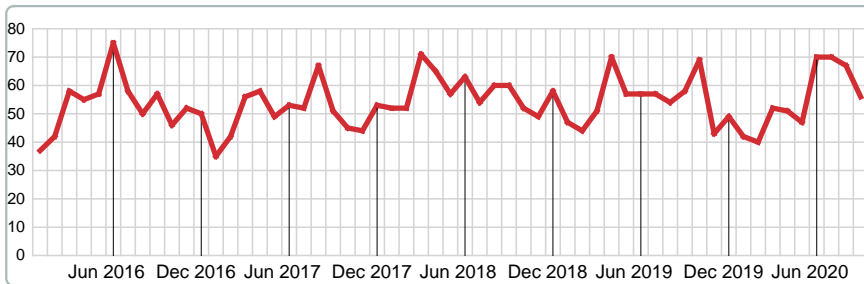
SEPTEMBER



YEAR TO DATE (YTD)

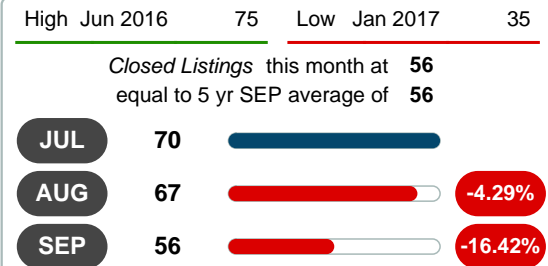


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	3	5.36%	57.0	2	1	0	0
\$50,001 - \$100,000	9	16.07%	8.0	1	6	2	0
\$100,001 - \$125,000	4	7.14%	29.5	0	4	0	0
\$125,001 - \$175,000	21	37.50%	21.0	1	17	3	0
\$175,001 - \$175,000	0	0.00%	21.0	0	0	0	0
\$175,001 - \$250,000	13	23.21%	9.0	0	11	1	1
\$250,001 and up	6	10.71%	74.0	0	2	4	0
Total Closed Units	56			4	41	10	1
Total Closed Volume	9,319,100	100%	19.0	306.40K	6.70M	2.13M	182.90K
Median Closed Price	\$157,750			\$68,750	\$155,000	\$199,500	\$182,900

September 2020



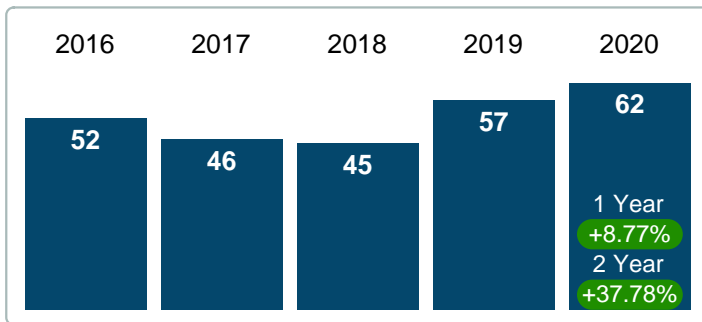
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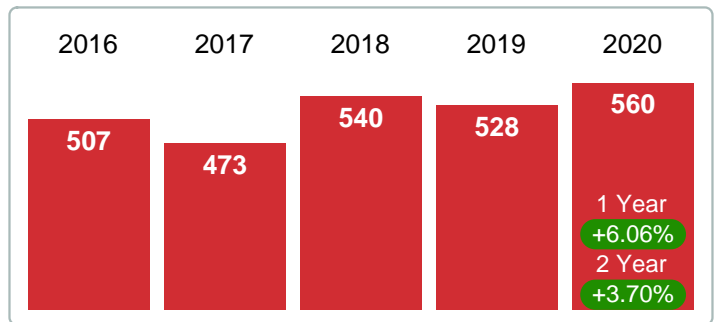
PENDING LISTINGS

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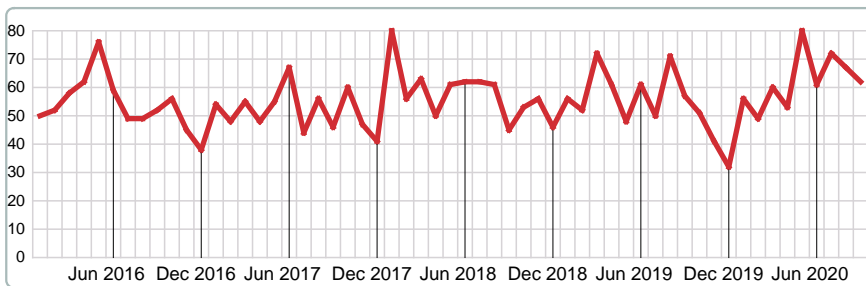
SEPTEMBER



YEAR TO DATE (YTD)

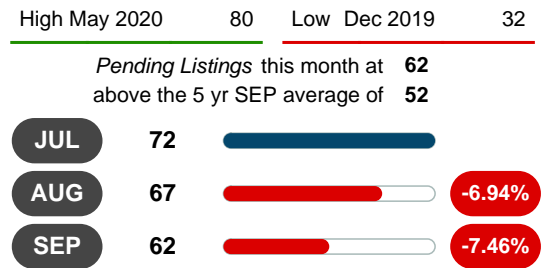


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 52



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	4	6.45%	2.0	3	1	0	0
\$50,001 - \$70,000	8	12.90%	19.5	3	5	0	0
\$70,001 - \$90,000	9	14.52%	37.0	2	6	1	0
\$90,001 - \$130,000	16	25.81%	14.5	0	14	2	0
\$130,001 - \$180,000	10	16.13%	22.0	0	8	2	0
\$180,001 - \$250,000	8	12.90%	7.5	1	5	1	1
\$250,001 and up	7	11.29%	24.0	0	0	7	0
Total Pending Units	62			9	39	13	1
Total Pending Volume	8,215,095	100%	19.5	619.30K	4.64M	2.77M	189.90K
Median Listing Price	\$115,750			\$59,900	\$115,000	\$255,000	\$189,900

September 2020



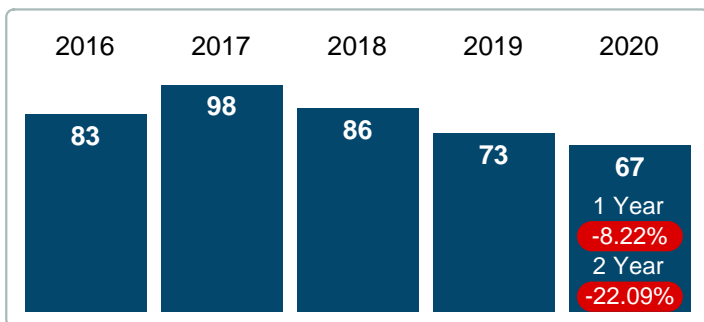
Area Delimited by County Of Muskogee - Residential Property Type



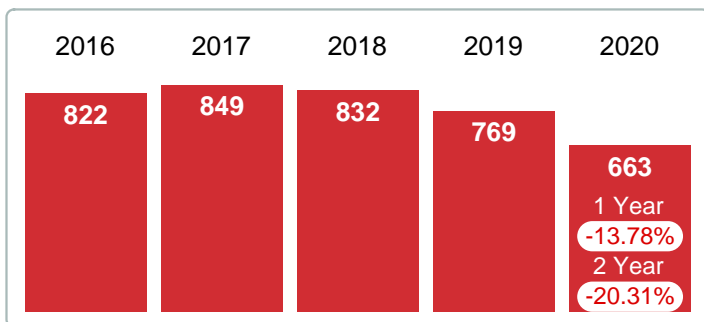
NEW LISTINGS

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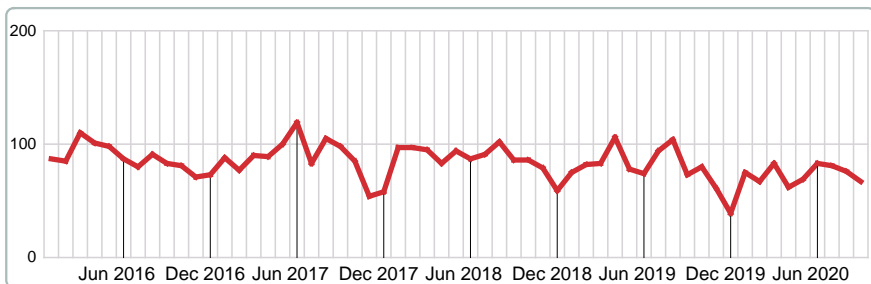
SEPTEMBER



YEAR TO DATE (YTD)

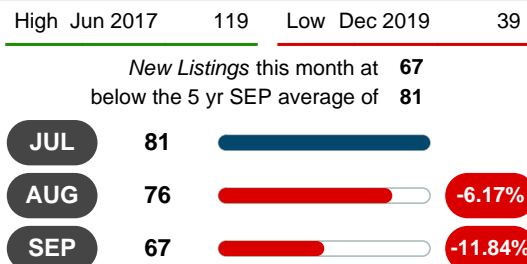


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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 - \$70,000	8	11.94%	4	3	0	1
\$70,001 - \$100,000	11	16.42%	2	7	2	0
\$100,001 - \$160,000	16	23.88%	1	13	1	1
\$160,001 - \$240,000	12	17.91%	1	6	5	0
\$240,001 - \$340,000	8	11.94%	1	2	5	0
\$340,001 and up	7	10.45%	0	2	2	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
Median New Listed Listing Price	\$139,900		\$58,500	\$130,875	\$240,000	\$349,900

September 2020



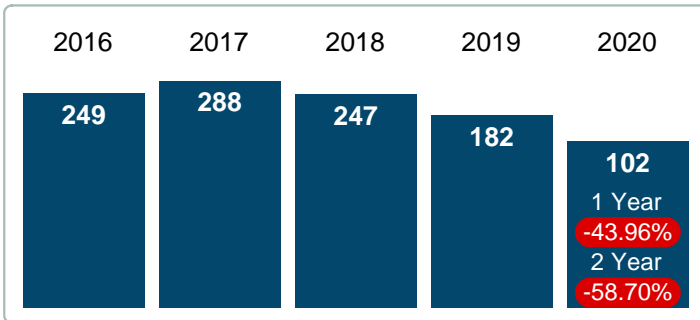
Area Delimited by County Of Muskogee - Residential Property Type



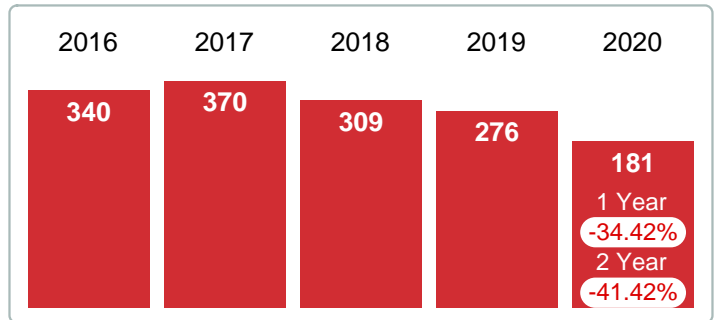
ACTIVE INVENTORY

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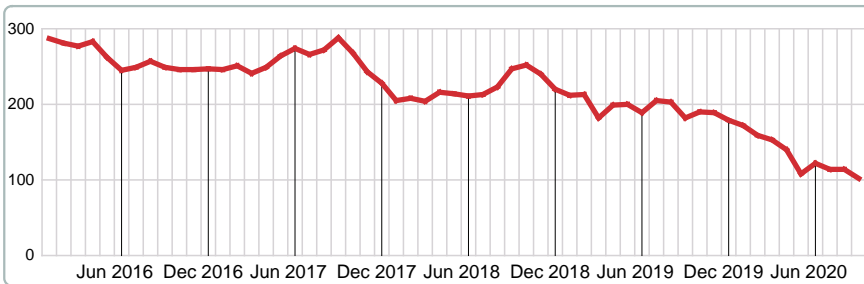
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

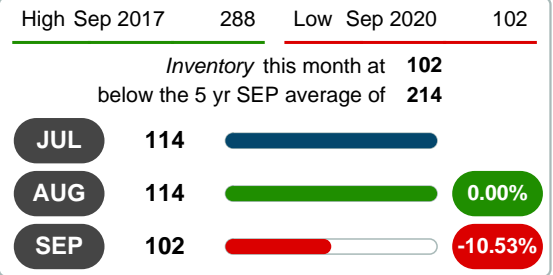


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 214



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$50,000 and less	10	9.80%	52.5	4	4	2	0	
\$50,001 - \$60,000	7	6.86%	36.0	3	3	0	1	
\$60,001 - \$110,000	20	19.61%	42.0	7	10	3	0	
\$110,001 - \$160,000	27	26.47%	36.0	3	18	3	3	
\$160,001 - \$290,000	16	15.69%	21.5	4	6	6	0	
\$290,001 - \$420,000	11	10.78%	48.0	0	6	4	1	
\$420,001 and up	11	10.78%	92.0	0	4	6	1	
Total Active Inventory by Units		102		21	51	24	6	
Total Active Inventory by Volume		24,004,953	100%	42.0	2.15M	13.38M	6.74M	1.74M
Median Active Inventory Listing Price		\$143,450			\$75,000	\$139,999	\$200,000	\$152,450

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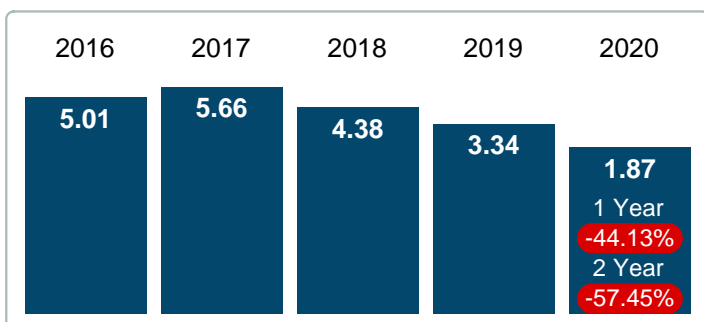
Area Delimited by County Of Muskogee - Residential Property Type



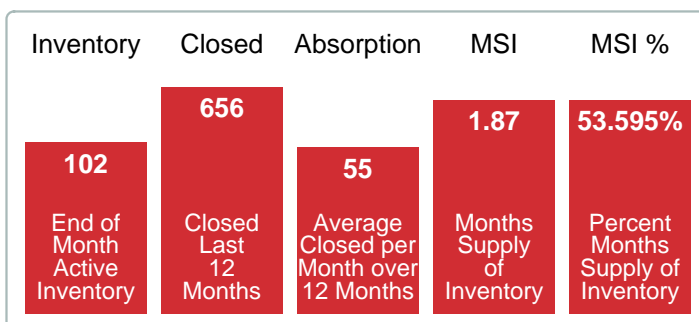
MONTHS SUPPLY of INVENTORY (MSI)

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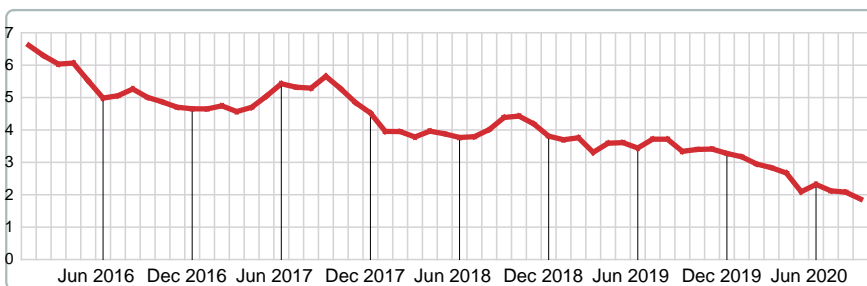
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2020

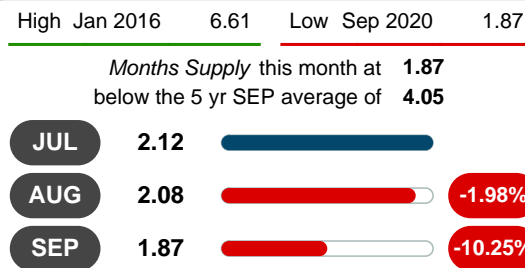


5 YEAR MARKET ACTIVITY TRENDS



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



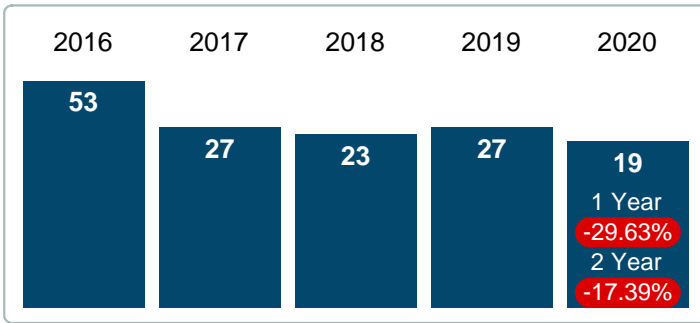
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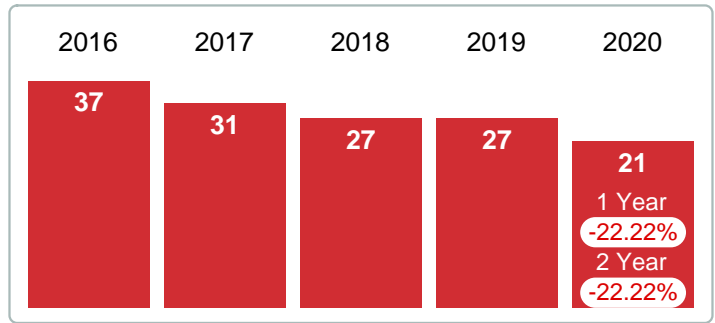
MEDIAN DAYS ON MARKET TO SALE

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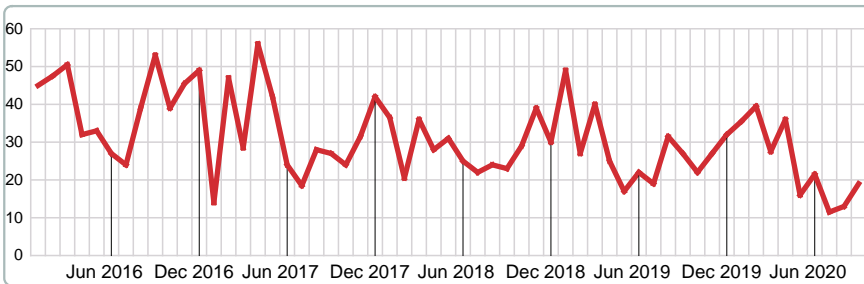
SEPTEMBER



YEAR TO DATE (YTD)

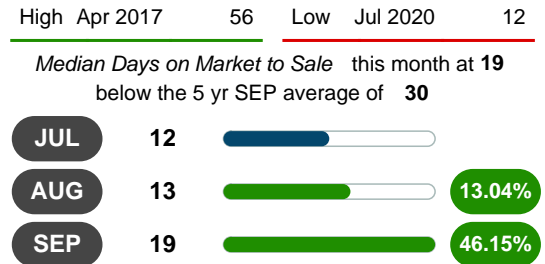


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 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	5.36%	57	29	62	0	0
\$50,001 - \$100,000	16.07%	8	2	6	72	0
\$100,001 - \$125,000	7.14%	30	0	30	0	0
\$125,001 - \$175,000	37.50%	21	1	21	24	0
\$175,001 - \$175,000	0.00%	21	0	0	0	0
\$175,001 - \$250,000	23.21%	9	0	8	43	50
\$250,001 and up	10.71%	74	0	107	51	0
Median Closed DOM		19	2	14	46	50
Total Closed Units	100%	19.0	4	41	10	1
Total Closed Volume		9,319,100	306.40K	6.70M	2.13M	182.90K

September 2020



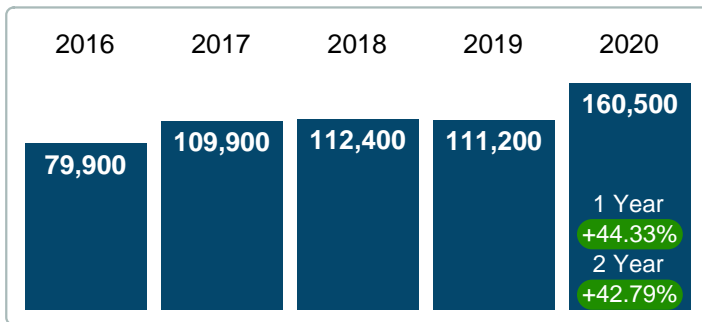
Area Delimited by County Of Muskogee - Residential Property Type



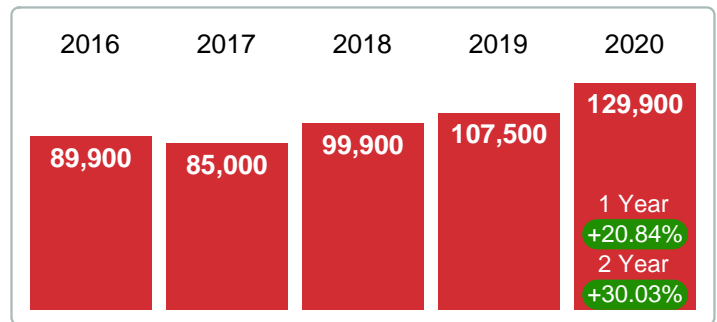
MEDIAN LIST PRICE AT CLOSING

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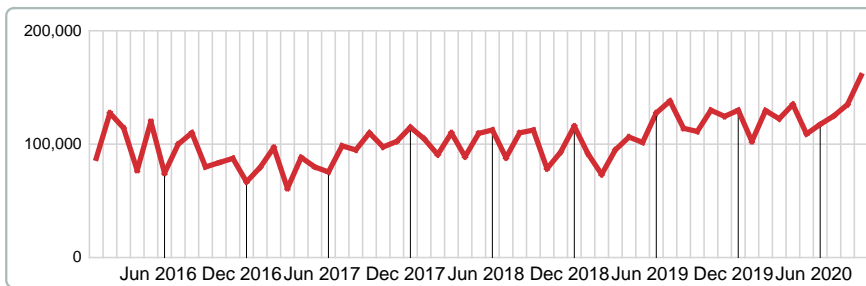
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

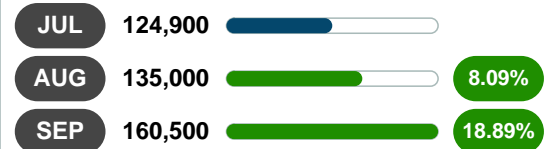


3 MONTHS

5 year SEP AVG = 114,780

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

Median List Price at Closing this month at **160,500**
above the 5 yr SEP average of **114,780**



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	3.57%	28,750	33,000	24,500	0	0
\$50,001 - \$100,000	17.86%	74,900	73,500	79,700	71,000	0
\$100,001 - \$125,000	5.36%	110,000	0	110,000	0	0
\$125,001 - \$175,000	35.71%	152,450	135,900	150,000	169,950	0
\$175,001 - \$175,000	0.00%	152,450	0	0	0	0
\$175,001 - \$250,000	25.00%	197,450	0	199,900	213,750	182,900
\$250,001 and up	12.50%	349,000	0	449,950	319,450	0
Median List Price		160,500	73,500	155,900	213,750	182,900
Total Closed Units	100%	160,500	4	41	10	1
Total Closed Volume		9,601,400	315.90K	6.89M	2.21M	182.90K

September 2020



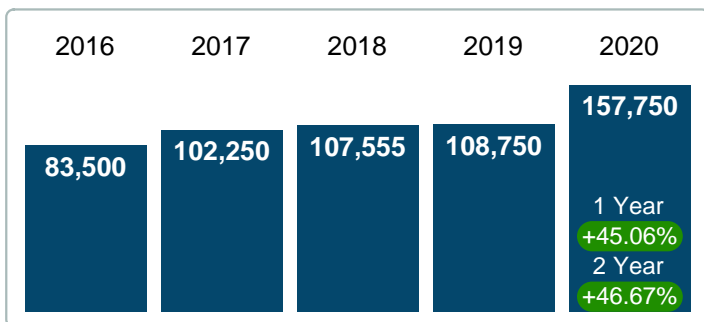
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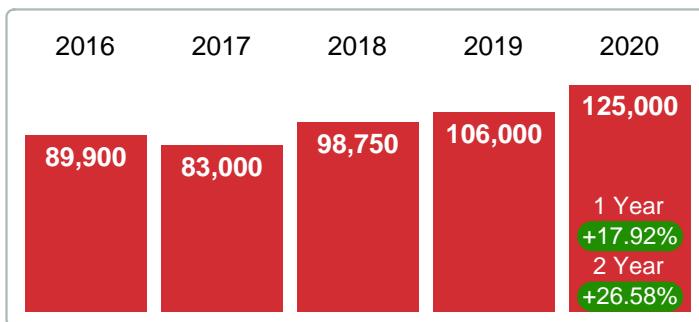
MEDIAN SOLD PRICE AT CLOSING

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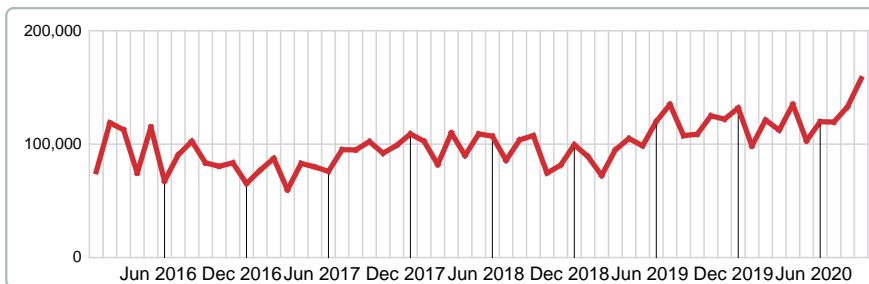
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

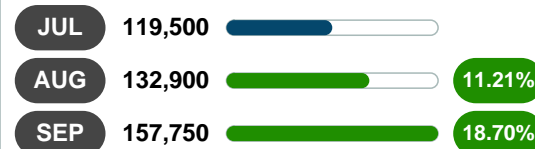


3 MONTHS

5 year SEP AVG = 111,961

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

Median Sold Price at Closing this month at **157,750** above the 5 yr SEP average of **111,961**



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	5.36%	33,000	39,000	14,000	0	0
\$50,001 - \$100,000	16.07%	75,000	92,500	78,500	67,450	0
\$100,001 - \$125,000	7.14%	115,000	0	115,000	0	0
\$125,001 - \$175,000	37.50%	155,000	135,900	155,000	168,000	0
\$175,001 - \$175,000	0.00%	155,000	0	0	0	0
\$175,001 - \$250,000	23.21%	195,000	0	195,000	228,000	182,900
\$250,001 and up	10.71%	357,950	0	470,000	310,500	0
Median Sold Price		157,750	68,750	155,000	199,500	182,900
Total Closed Units		56	4	41	10	1
Total Closed Volume		9,319,100	306.40K	6.70M	2.13M	182.90K

September 2020



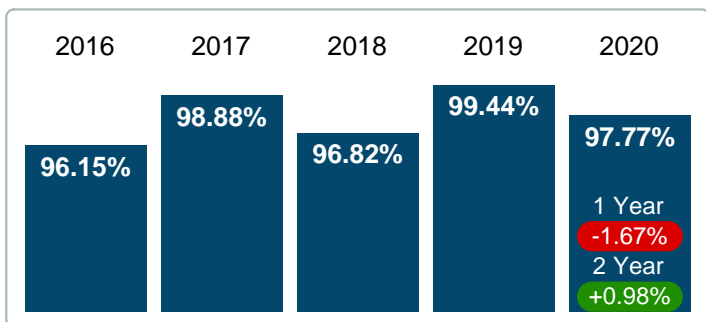
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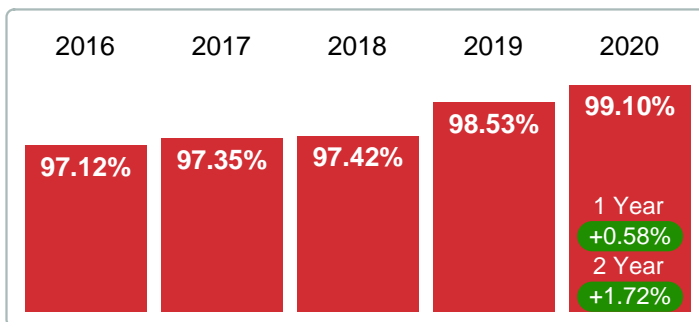
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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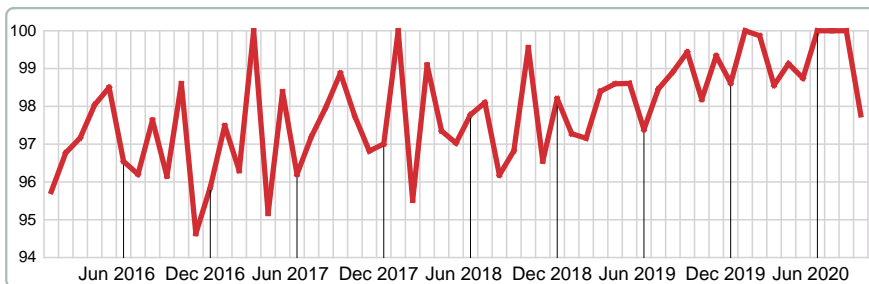
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

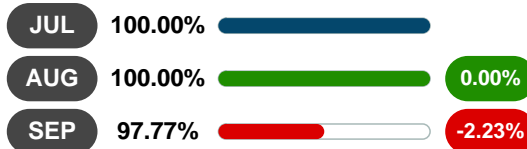


3 MONTHS

5 year SEP AVG = 97.81%

High Aug 2020 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **97.77%**
 equal to 5 yr SEP average of **97.81%**



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	3	5.36%	85.71%	92.86%	57.14%	0.00%	0.00%
\$50,001 - \$100,000	9	16.07%	96.41%	97.88%	96.70%	94.97%	0.00%
\$100,001 - \$125,000	4	7.14%	97.59%	0.00%	97.59%	0.00%	0.00%
\$125,001 - \$175,000	21	37.50%	99.26%	100.00%	99.42%	97.77%	0.00%
\$175,001 - \$175,000	0	0.00%	99.26%	0.00%	0.00%	0.00%	0.00%
\$175,001 - \$250,000	13	23.21%	97.55%	0.00%	97.55%	98.06%	100.00%
\$250,001 and up	6	10.71%	97.09%	0.00%	94.35%	97.35%	0.00%
Median Sold/List Ratio		97.77%		98.94%	97.77%	97.09%	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



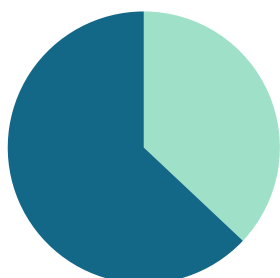
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

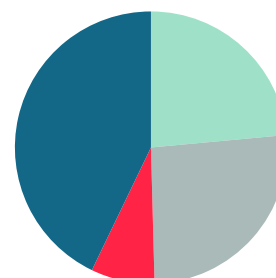


Inventory
 New Listings
67 = 37.02%
 Start Inventory
114
 Total Inventory Units
181
 Volume
\$37,408,648

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%
Median List Price	111,200	160,500	44.33%	107,500	129,900	20.84%
Median Sale Price	108,750	157,750	45.06%	106,000	125,000	17.92%
Median Percent of Selling Price to List Price	99.44%	97.77%	-1.67%	98.53%	99.10%	0.58%
Median Days on Market to Sale	27.00	19.00	-29.63%	27.00	21.00	-22.22%
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%

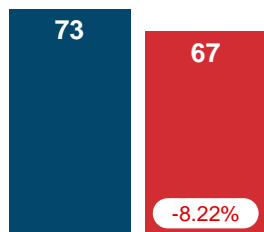
Absorption: Last 12 months, an Average of **55** Sales/Month

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

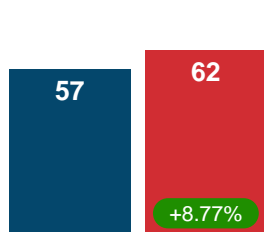
SEPTEMBER MARKET

MEDIAN PRICES

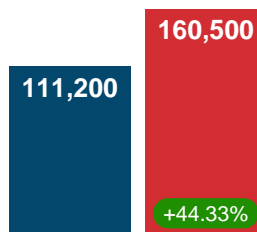
New Listings



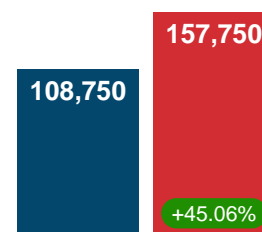
Pending Listings



List Price



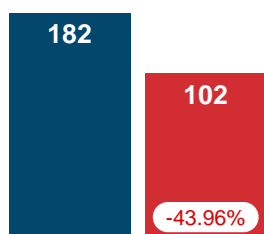
Sale Price



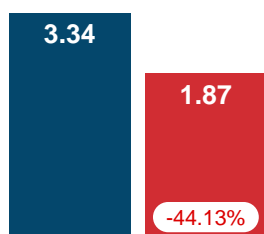
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

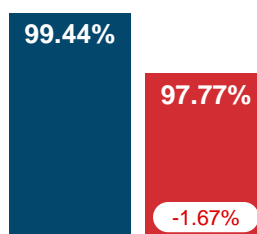
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

