



December 2018

Area Delimited by County Of Muskogee

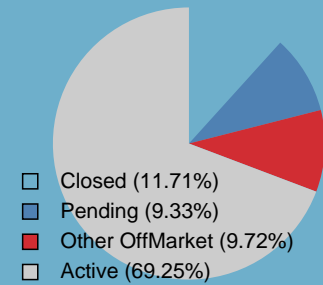


MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2019 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	61	59	-3.28%
Pending Listings	46	47	2.17%
New Listings	67	79	17.91%
Average List Price	112,017	117,162	4.59%
Average Sale Price	107,133	112,177	4.71%
Average Percent of List Price to Selling Price	94.47%	94.52%	0.05%
Average Days on Market to Sale	58.59	44.24	-24.50%
End of Month Inventory	405	349	-13.83%
Months Supply of Inventory	7.36	5.82	-20.90%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of December 31, 2018 = **349**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **13.83%** to 349 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **5.82** 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 **4.71%** in December 2018 to \$112,177 versus the previous year at \$107,133.

Average Days on Market Shortens

The average number of **44.24** days that homes spent on the market before selling decreased by 14.35 days or **24.50%** in December 2018 compared to last year's same month at **58.59** DOM.

Sales Success for December 2018 is Positive

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

There were 79 New Listings in December 2018, up **17.91%** from last year at 67. Furthermore, there were 59 Closed Listings this month versus last year at 61, a **-3.28%** decrease.

Closed versus Listed trends yielded a **74.7%** ratio, down from previous year's, December 2017, at **91.0%**, a **17.97%** downswing. 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.

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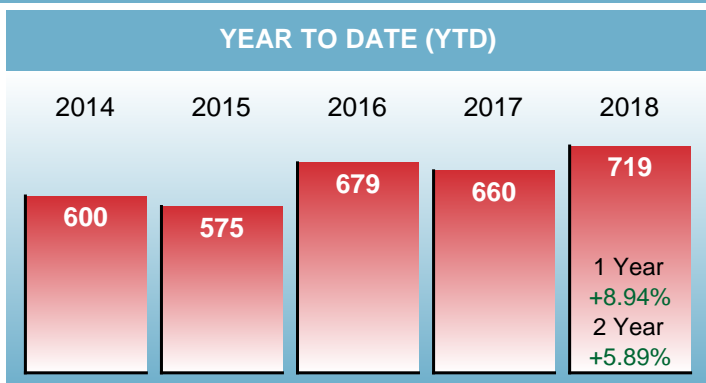
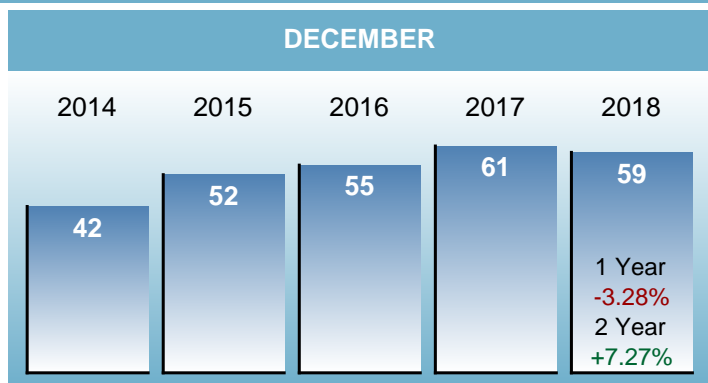
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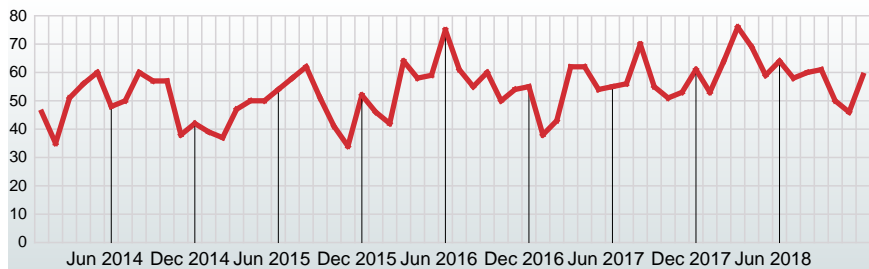


CLOSED LISTINGS

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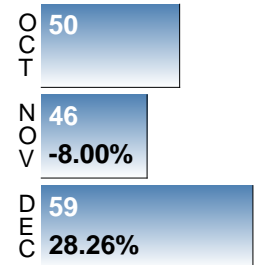


5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 54 **3 MONTHS**

High
Mar 2018 = 76
Low
Nov 2015 = 34
Closed Listings
this month at **59**,
above the 5 yr DEC
average of **54**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 - \$30,000	10	16.95%	41.3	5	4	1	0
\$30,001 - \$60,000	11	18.64%	63.5	3	6	2	0
\$60,001 - \$130,000	15	25.42%	52.7	1	8	6	0
\$130,001 - \$160,000	8	13.56%	31.4	0	7	1	0
\$160,001 - \$250,000	9	15.25%	34.0	1	7	1	0
\$250,001 and up	6	10.17%	25.3	0	1	3	2
Total Closed Units	59			10	33	14	2
Total Closed Volume	6,618,445	100%	44.2	484.20K	3.71M	1.83M	595.00K
Average Closed Price	\$112,177			\$48,420	\$112,453	\$130,593	\$297,500

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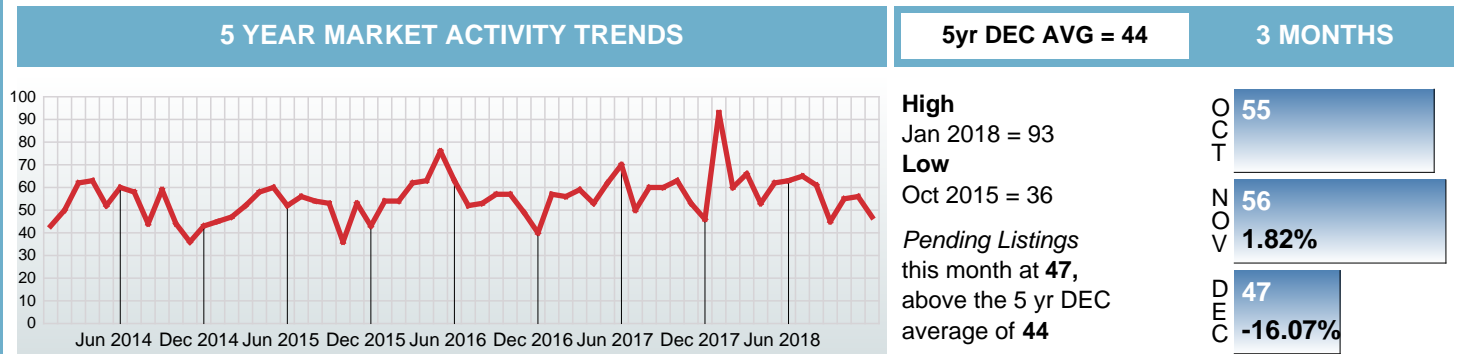
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PENDING LISTINGS

Report produced on Jan 11, 2019 for MLS Technology Inc.



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	2.13%	75.0	1	0	0	0
\$10,001 - \$30,000	8	17.02%	75.6	4	4	0	0
\$30,001 - \$50,000	7	14.89%	48.4	2	2	3	0
\$50,001 - \$130,000	13	27.66%	45.7	4	6	3	0
\$130,001 - \$170,000	5	10.64%	73.4	0	3	2	0
\$170,001 - \$250,000	8	17.02%	24.3	0	7	1	0
\$250,001 and up	5	10.64%	58.4	1	1	3	0
Total Pending Units	47			12	23	12	0
Total Pending Volume	5,308,600	100%	46.6	747.80K	2.81M	1.75M	0.00B
Average Listing Price	\$94,133			\$62,317	\$122,039	\$146,158	\$0

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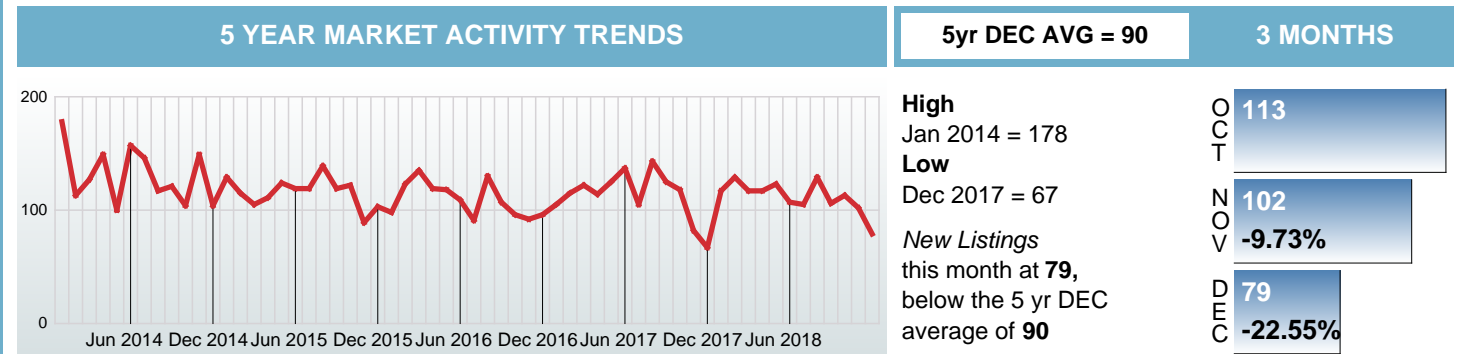
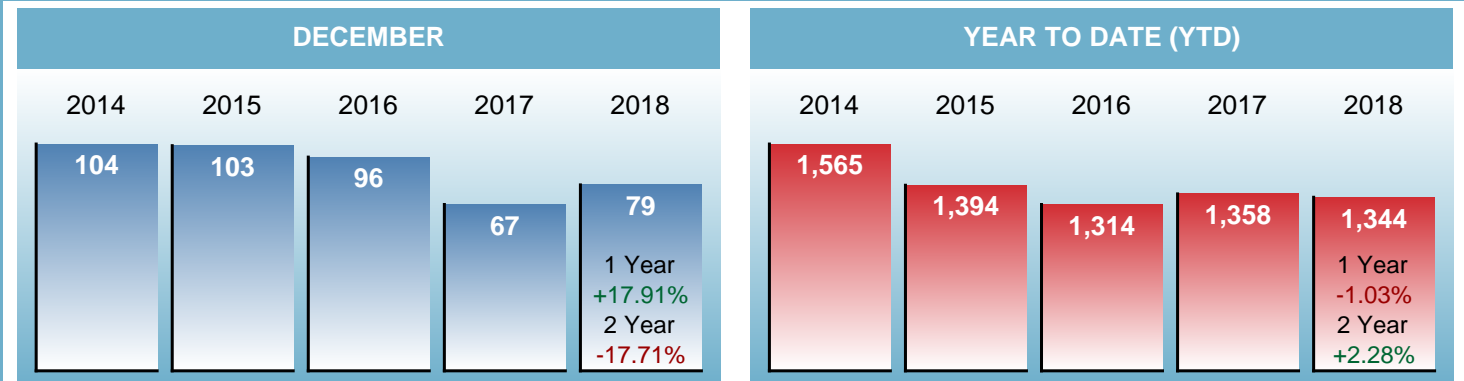
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NEW LISTINGS

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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	5.06%	4	0	0	0
\$20,001 - \$50,000	13	16.46%	7	5	1	0
\$50,001 - \$90,000	13	16.46%	2	9	2	0
\$90,001 - \$130,000	16	20.25%	7	6	3	0
\$130,001 - \$180,000	15	18.99%	4	10	1	0
\$180,001 - \$270,000	11	13.92%	4	3	4	0
\$270,001 and up	7	8.86%	3	1	2	1
Total New Listed Units	79		31	34	13	1
Total New Listed Volume	11,257,050	100%	4.57M	4.04M	2.26M	389.90K
Average New Listed Listing Price	\$88,375		\$147,432	\$118,710	\$173,892	\$389,900

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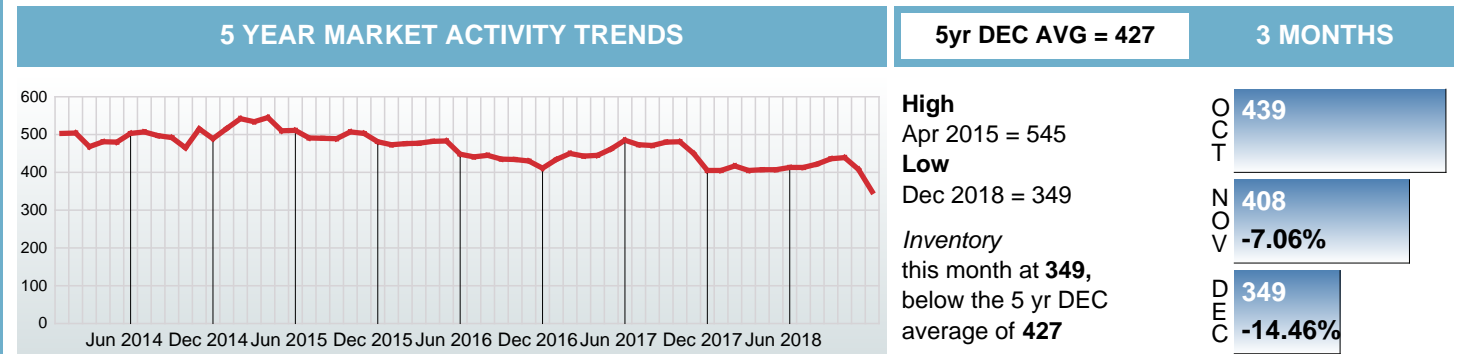
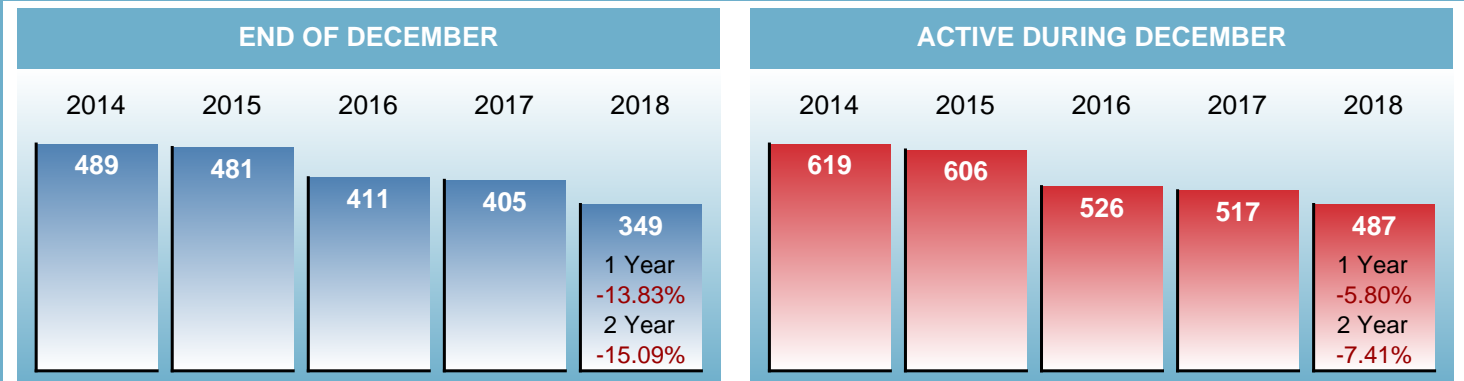
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ACTIVE INVENTORY

Report produced on Jan 11, 2019 for MLS Technology Inc.



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	51	14.61%	96.7	42	7	2	0
\$25,001-\$50,000	54	15.47%	79.5	37	14	3	0
\$50,001-\$125,000	97	27.79%	72.4	33	48	13	3
\$125,001-\$175,000	62	17.77%	76.8	16	38	8	0
\$175,001-\$325,000	51	14.61%	91.8	17	18	15	1
\$325,001 and up	34	9.74%	93.7	21	6	5	2
Total Active Inventory by Units	349			166	131	46	6
Total Active Inventory by Volume	63,294,504	100%	82.7	35.99M	17.54M	8.16M	1.61M
Average Active Inventory Listing Price	\$181,360			\$216,825	\$133,872	\$177,307	\$268,050

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



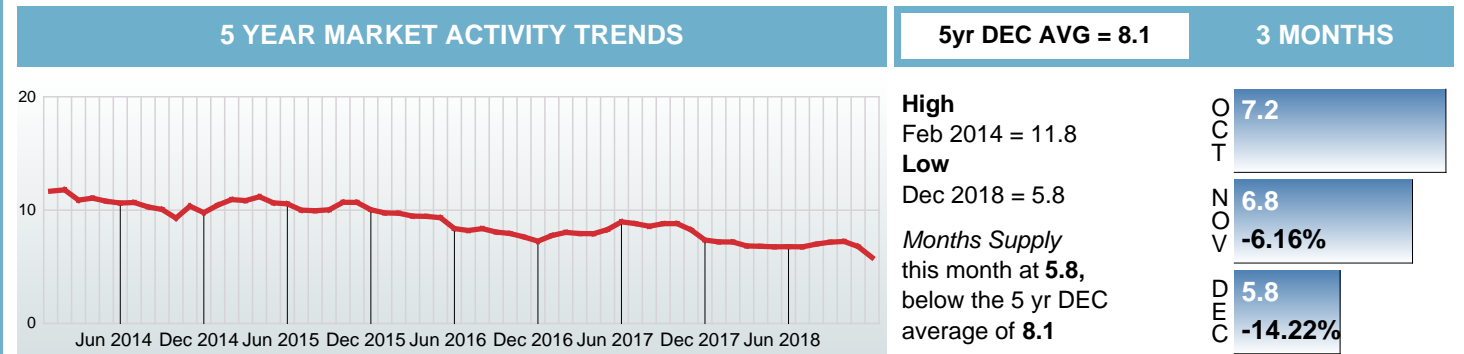
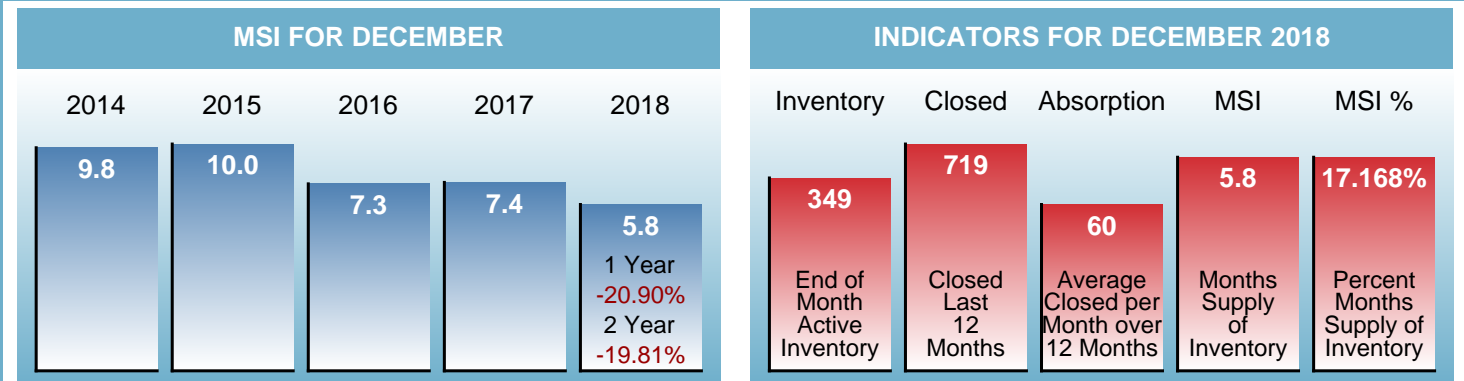
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MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jan 11, 2019 for MLS Technology Inc.



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
\$20,000 and less	34		9.74%	5.2	7.0	1.9	0.0	0.0
\$20,001 - \$30,000	31		8.88%	7.8	12.0	3.9	24.0	0.0
\$30,001 - \$60,000	56		16.05%	5.8	13.0	2.7	2.2	0.0
\$60,001 - \$130,000	93		26.65%	4.6	10.7	3.3	5.3	12.0
\$130,001 - \$180,000	52		14.90%	4.8	30.0	4.7	1.3	0.0
\$180,001 - \$320,000	48		13.75%	6.5	48.0	3.9	5.5	6.0
\$320,001 and up	35		10.03%	26.3	88.0	10.3	15.0	12.0
Market Supply of Inventory (MSI)	5.8				13.5	3.7	4.3	5.1
Total Active Inventory by Units	349		100%	5.8	166	131	46	6

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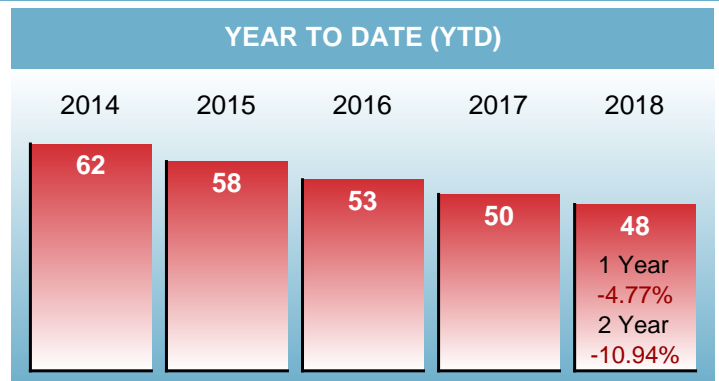
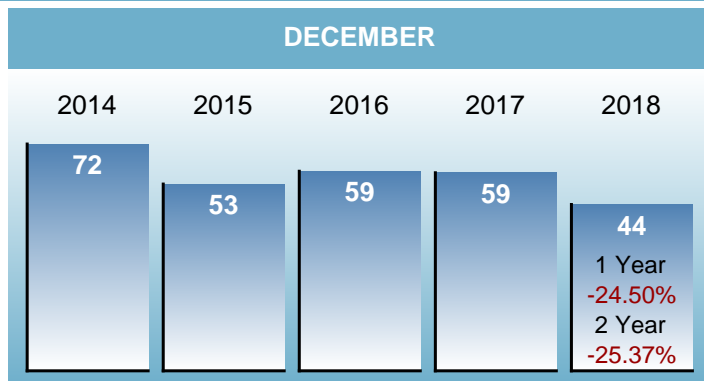
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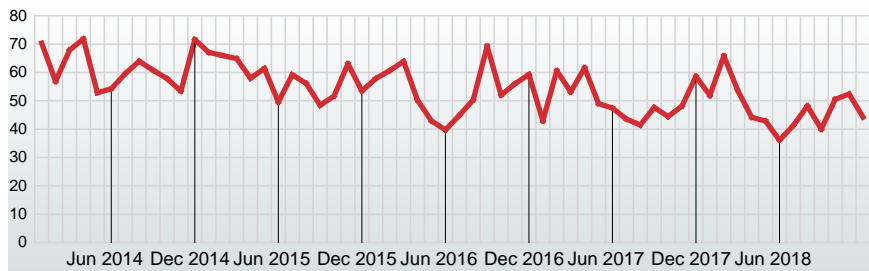


AVERAGE DAYS ON MARKET TO SALE

Report produced on Jan 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 57 **3 MONTHS**

High Apr 2014 = 72	OCT 51
Low Jun 2018 = 36	NOV 52
<i>Average Days on Market</i> this month at 44 , below the 5 yr DEC average of 57	DEC 44 -15.56%

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
\$10,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$10,001 - \$30,000	10	16.95%	41.3	7.2	76.3	72.0	0.0
\$30,001 - \$60,000	11	18.64%	63.5	71.0	67.7	39.5	0.0
\$60,001 - \$130,000	15	25.42%	52.7	30.0	47.8	63.0	0.0
\$130,001 - \$160,000	8	13.56%	31.4	0.0	17.4	129.0	0.0
\$160,001 - \$250,000	9	15.25%	34.0	35.0	38.0	5.0	0.0
\$250,001 and up	6	10.17%	25.3	0.0	28.0	17.0	36.5
Average Closed DOM			44.2	31.4	45.7	51.0	36.5
Total Closed Units		100%	44.2	10	33	14	2
Total Closed Volume			6,618,445	484.20K	3.71M	1.83M	595.00K

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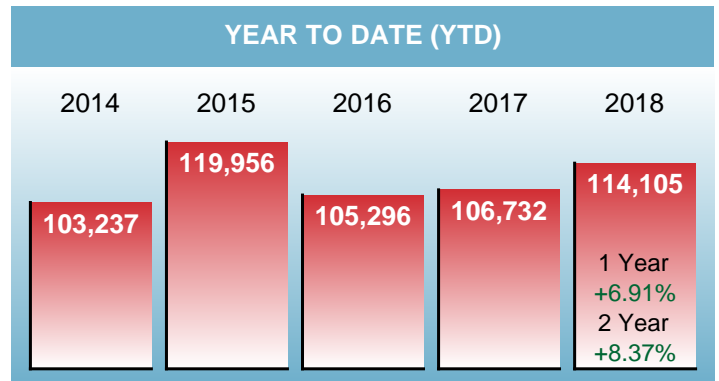
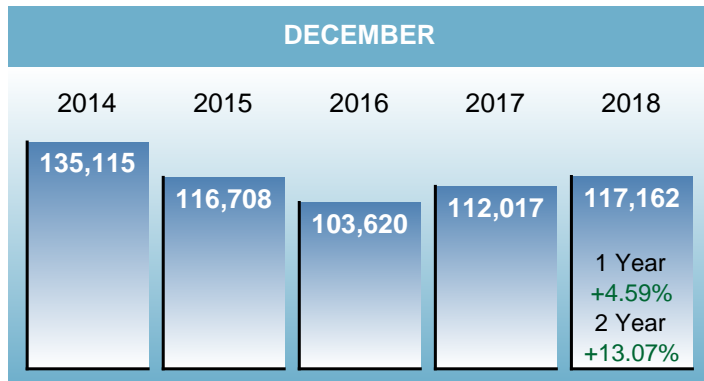
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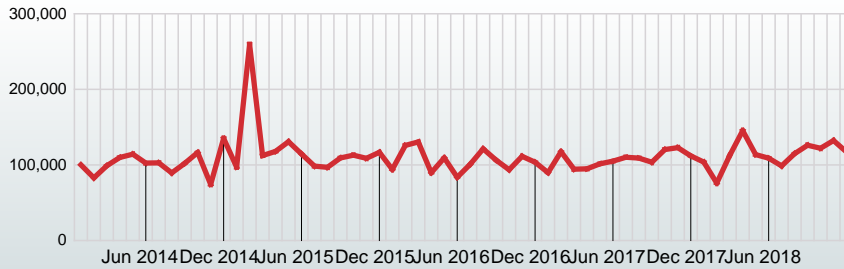
AVERAGE LIST PRICE AT CLOSING

Report produced on Jan 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 116,924 **3 MONTHS**



High
Feb 2015 = 259,451
Low
Nov 2014 = 74,288
Average List Price
this month at **117,162**,
above the 5 yr DEC
average of **116,924**

OCT	122,076
NOV	132,283
DEC	117,162
	8.36%
	-11.43%

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
\$10,000 and less	0	0.00%	0	0	0	0	0
\$10,001 \$30,000	9	15.25%	19,461	18,050	21,625	29,900	0
\$30,001 \$60,000	11	18.64%	46,664	43,267	56,083	42,500	0
\$60,001 \$130,000	15	25.42%	92,173	64,000	93,175	107,283	0
\$130,001 \$160,000	7	11.86%	149,114	0	157,900	132,500	0
\$160,001 \$250,000	11	18.64%	187,355	210,000	186,714	209,900	0
\$250,001 and up	6	10.17%	289,467	0	294,900	270,667	314,950
Average List Price	117,162			49,405	117,442	136,643	314,950
Total Closed Units	59	100%	117,162	10	33	14	2
Total Closed Volume	6,912,550			494.05K	3.88M	1.91M	629.90K

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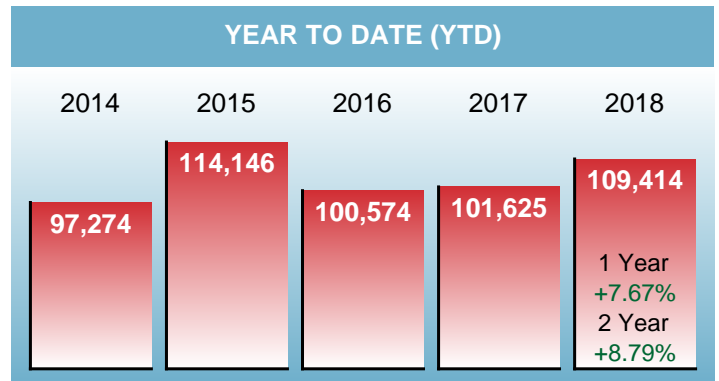
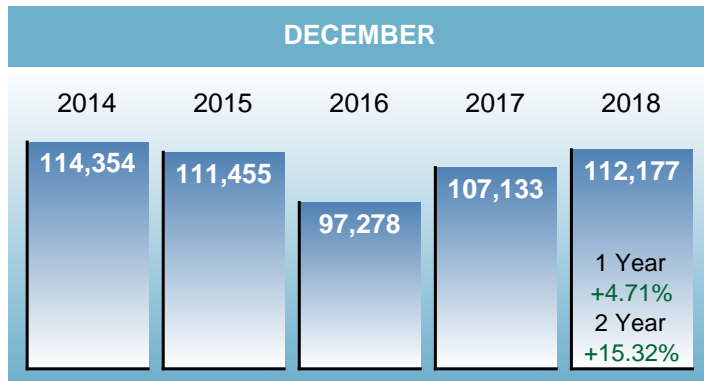
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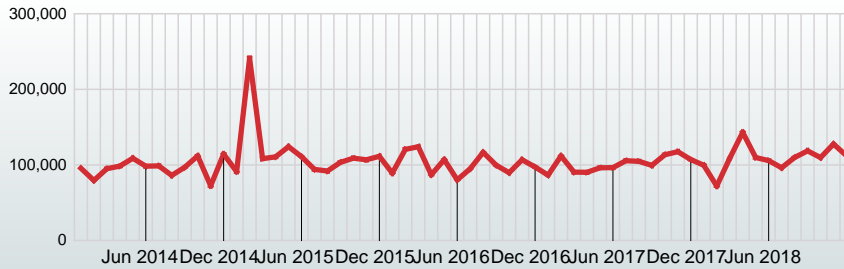
AVERAGE SOLD PRICE AT CLOSING

Report produced on Jan 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 108,479 **3 MONTHS**



High
Feb 2015 = 241,116
Low
Feb 2018 = 72,118
Average Sold Price
this month at **112,177**,
above the 5 yr DEC
average of **108,479**

OCT	109,749
NOV	127,626
DEC	112,177 -12.10%

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
\$10,000 and less	0	0.00%	0	0	0	0	0
\$10,001 - \$30,000	10	16.95%	18,715	16,700	18,438	29,900	0
\$30,001 - \$60,000	11	18.64%	43,018	42,233	45,917	35,500	0
\$60,001 - \$130,000	15	25.42%	92,567	64,000	91,700	98,483	0
\$130,001 - \$160,000	8	13.56%	150,712	0	153,314	132,500	0
\$160,001 - \$250,000	9	15.25%	189,656	210,000	184,986	202,000	0
\$250,001 and up	6	10.17%	276,167	0	260,000	267,333	297,500
Average Sold Price			112,177	48,420	112,453	130,593	297,500
Total Closed Units		100%	112,177	10	33	14	2
Total Closed Volume			6,618,445	484.20K	3.71M	1.83M	595.00K

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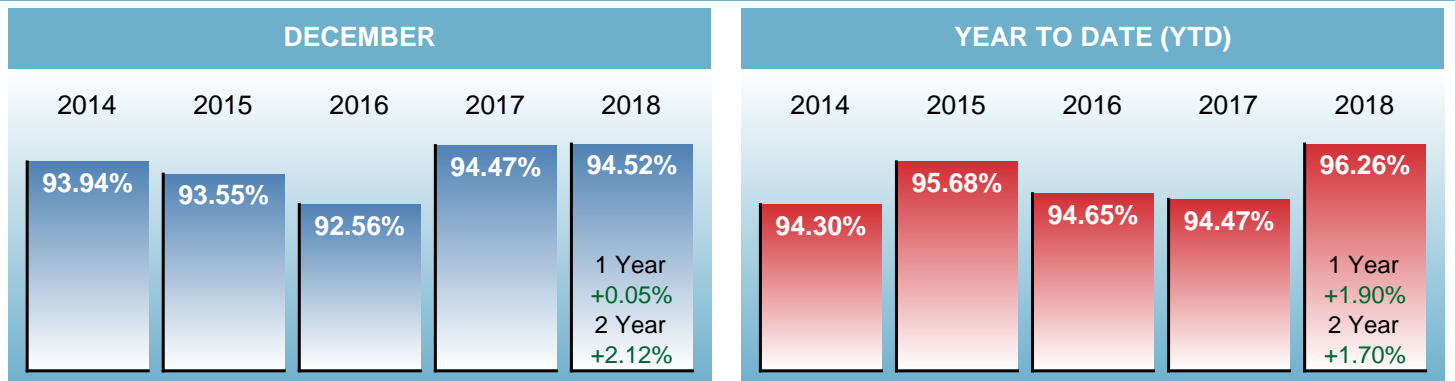
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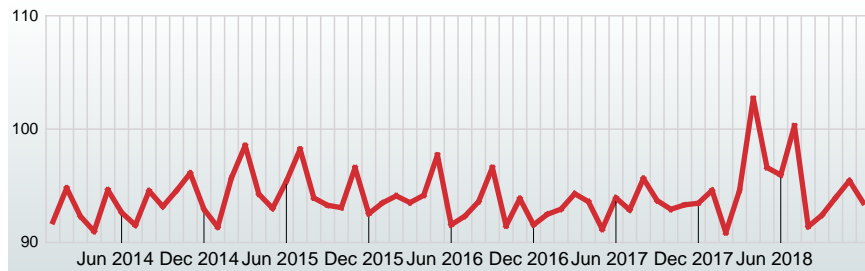


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2019 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 93.81% **3 MONTHS**

High
Apr 2018 = 103.71%

Low
Feb 2018 = 91.87%

Average Sold/List Ratio
this month at **94.52%**,
above the 5 yr DEC
average of **93.81%**

OCT	94.96%
NOV	96.45%
DEC	94.52%
	-2.00%

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
\$10,000 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$30,000	10	16.95%	91.84%	94.19%	86.87%	100.00%	0.00%
\$30,001 - \$60,000	11	18.64%	86.97%	97.70%	82.73%	83.61%	0.00%
\$60,001 - \$130,000	15	25.42%	97.10%	100.00%	98.82%	94.32%	0.00%
\$130,001 - \$160,000	8	13.56%	97.59%	0.00%	97.25%	100.00%	0.00%
\$160,001 - \$250,000	9	15.25%	98.90%	100.00%	99.13%	96.24%	0.00%
\$250,001 and up	6	10.17%	95.73%	0.00%	88.17%	98.79%	94.93%
Average Sold/List Ratio		94.50%		96.40%	93.85%	94.70%	94.93%
Total Closed Units	59	100%	94.50%	10	33	14	2
Total Closed Volume	6,618,445			484.20K	3.71M	1.83M	595.00K

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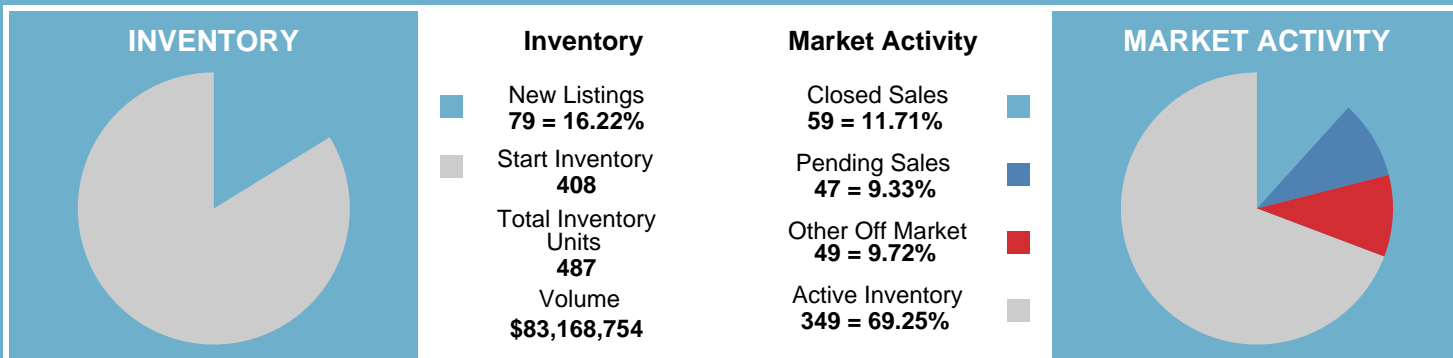
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MARKET SUMMARY

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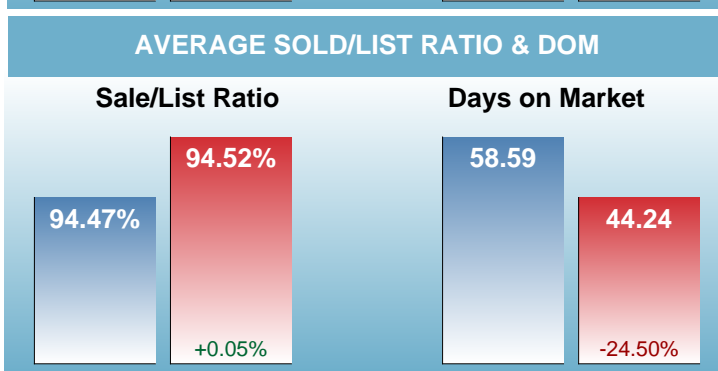
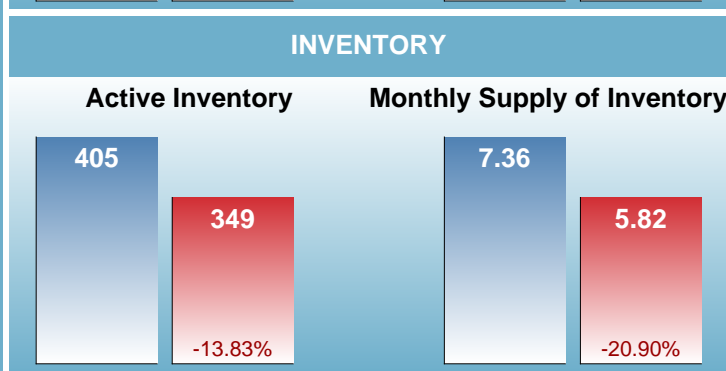
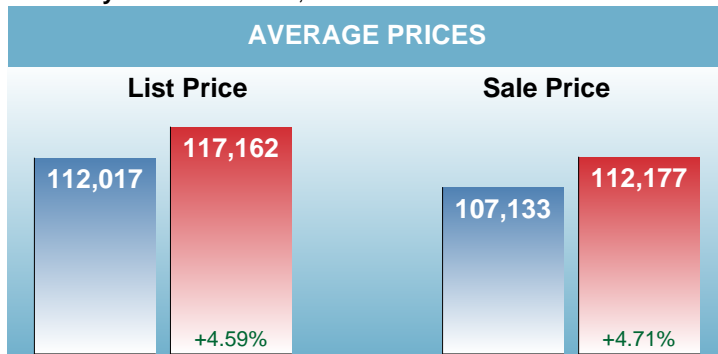
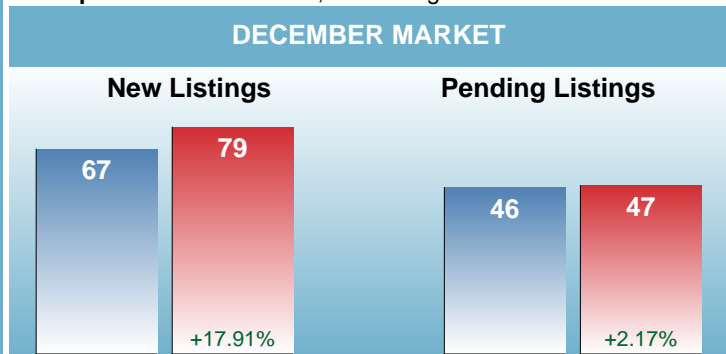


Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	61	59	-3.28%	660	719	8.94%
Pending Sales	46	47	2.17%	689	726	5.37%
New Listings	67	79	17.91%	1,358	1,344	-1.03%
Average List Price	112,017	117,162	4.59%	106,732	114,105	6.91%
Average Sale Price	107,133	112,177	4.71%	101,625	109,414	7.67%
Average Percent of Selling Price to List Price	94.47%	94.52%	0.05%	94.47%	96.26%	1.90%
Average Days on Market to Sale	58.59	44.24	-24.50%	49.95	47.56	-4.77%
Monthly Inventory	405	349	-13.83%	405	349	-13.83%
Months Supply of Inventory	7.36	5.82	-20.90%	7.36	5.82	-20.90%

Absorption: Last 12 months, an Average of **60** Sales/Month

Inventory on December 31, 2018 = **349**

2017	2018
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Phone: 918-663-7500

Email: support@mlstechnology.com