

August 2019

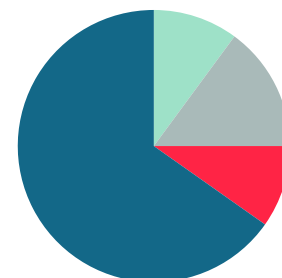
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	63	63	0.00%
Pending Listings	61	93	52.46%
New Listings	137	145	5.84%
Median List Price	110,000	105,000	-4.55%
Median Sale Price	106,495	102,500	-3.75%
Median Percent of Selling Price to List Price	96.21%	98.78%	2.66%
Median Days on Market to Sale	26.00	33.00	26.92%
End of Month Inventory	490	407	-16.94%
Months Supply of Inventory	7.86	6.96	-11.50%



■ Closed (10.10%)
■ Pending (14.90%)
■ Other OffMarket (9.78%)
■ Active (65.22%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of August 31, 2019 = **407**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **16.94%** to 407 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **6.96** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **3.75%** in August 2019 to \$102,500 versus the previous year at \$106,495.

Median Days on Market Lengthens

The median number of **33.00** days that homes spent on the market before selling increased by 7.00 days or **26.92%** in August 2019 compared to last year's same month at **26.00** DOM.

Sales Success for August 2019 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 145 New Listings in August 2019, up **5.84%** from last year at 137. Furthermore, there were 63 Closed Listings this month versus last year at 63, a **0.00%** decrease.

Closed versus Listed trends yielded a **43.4%** ratio, down from previous year's, August 2018, at **46.0%**, a **5.52%** 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.

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

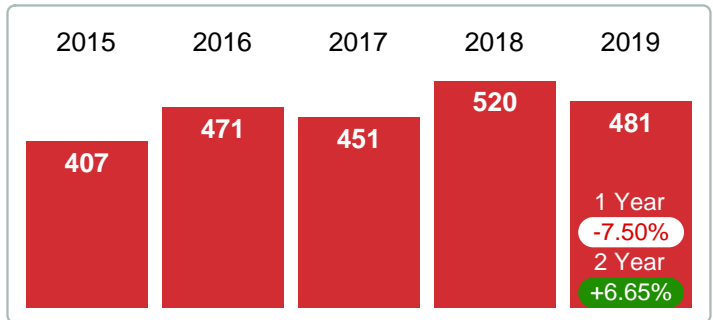
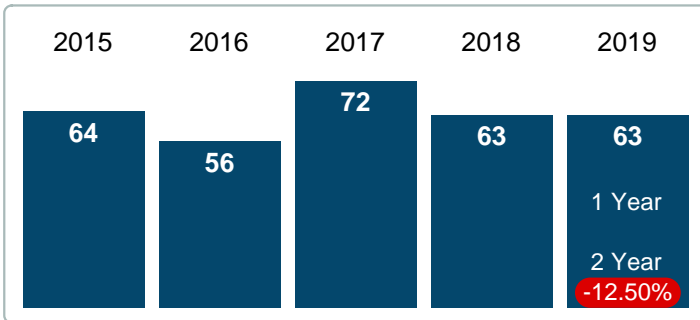


CLOSED LISTINGS

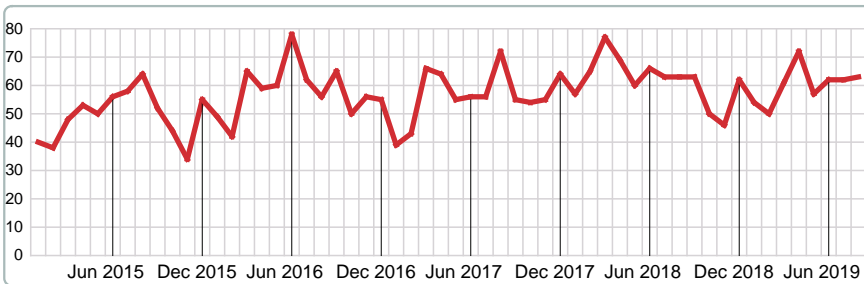
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AUGUST

YEAR TO DATE (YTD)

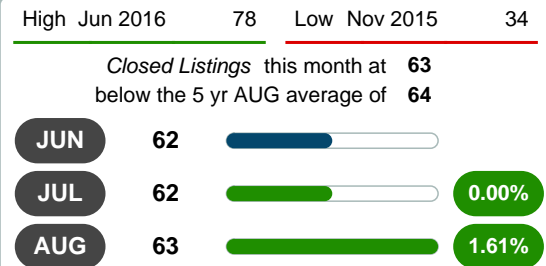


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 64



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	9.52%	47.5	4	2	0	0
\$20,001 - \$40,000	8	12.70%	43.5	6	2	0	0
\$40,001 - \$80,000	9	14.29%	32.0	4	4	1	0
\$80,001 - \$110,000	13	20.63%	7.0	3	7	2	1
\$110,001 - \$150,000	12	19.05%	63.0	1	9	2	0
\$150,001 - \$200,000	8	12.70%	11.5	0	5	3	0
\$200,001 and up	7	11.11%	20.0	0	4	3	0
Total Closed Units	63			18	33	11	1
Total Closed Volume	6,754,311	100%	33.0	902.35K	3.96M	1.80M	97.50K
Median Closed Price	\$102,500			\$38,750	\$115,100	\$175,500	\$97,500

August 2019



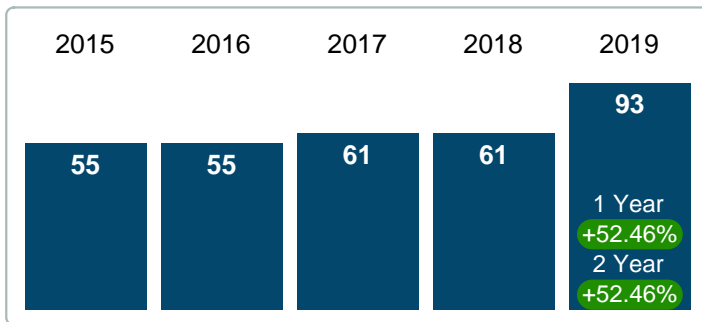
Area Delimited by County Of Muskogee



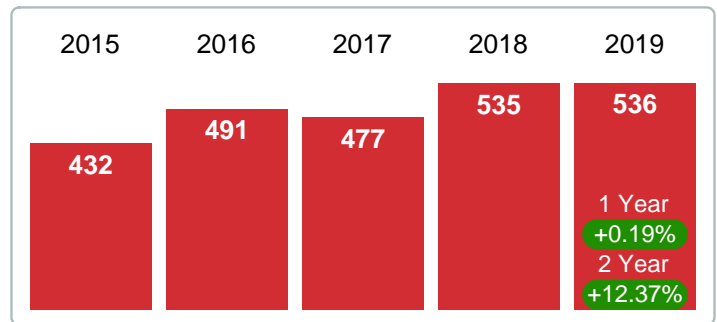
PENDING LISTINGS

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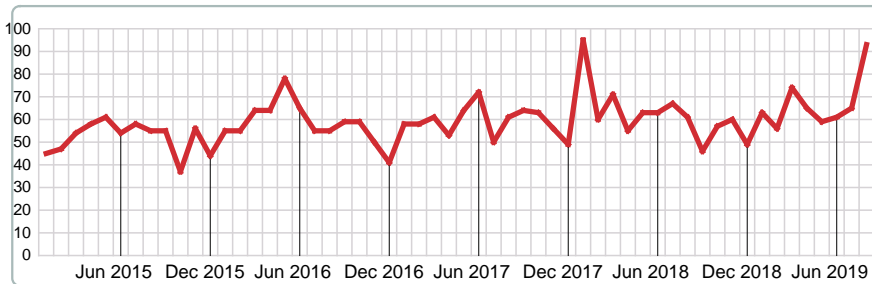
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 65

High Jan 2018 95 Low Oct 2015 37

Pending Listings this month at **93**
above the 5 yr AUG average of **65**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	9.68%	50.0	6	2	1	0
\$30,001 - \$50,000	7	7.53%	13.0	3	3	1	0
\$50,001 - \$80,000	10	10.75%	52.5	4	5	1	0
\$80,001 - \$130,000	28	30.11%	26.5	6	21	1	0
\$130,001 - \$160,000	19	20.43%	15.0	2	7	10	0
\$160,001 - \$240,000	10	10.75%	19.5	0	5	5	0
\$240,001 and up	10	10.75%	22.0	3	0	5	2
Total Pending Units	93			24	43	24	2
Total Pending Volume	11,709,721	100%	23.0	2.61M	4.66M	3.91M	529.40K
Median Listing Price	\$119,900			\$69,925	\$100,500	\$146,950	\$264,700

August 2019



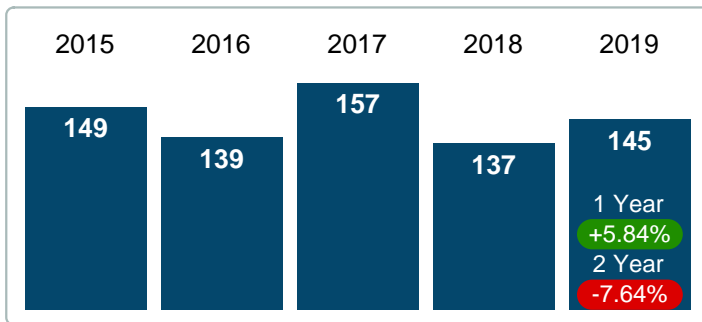
Area Delimited by County Of Muskogee



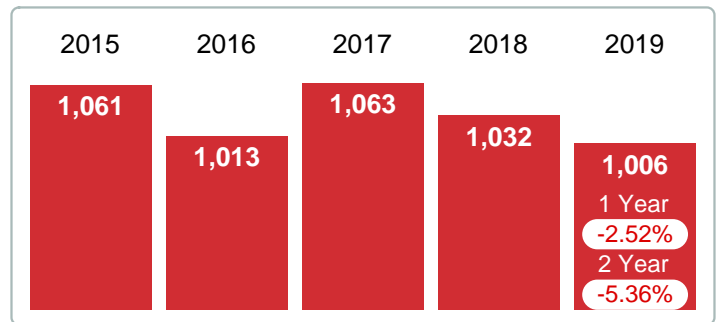
NEW LISTINGS

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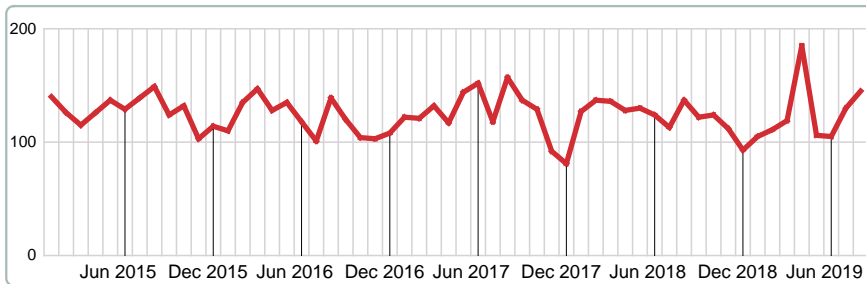
AUGUST



YEAR TO DATE (YTD)

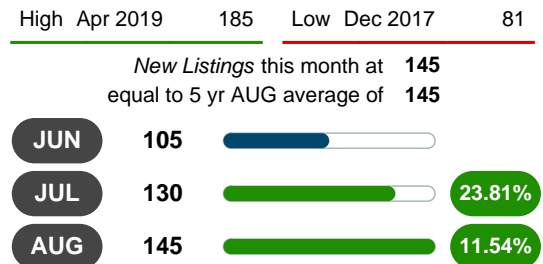


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 145



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	5	3.45%	4	0	1	0
\$10,001 - \$40,000	26	17.93%	22	3	1	0
\$40,001 - \$70,000	15	10.34%	6	7	2	0
\$70,001 - \$140,000	41	28.28%	10	23	7	1
\$140,001 - \$190,000	26	17.93%	5	13	8	0
\$190,001 - \$310,000	18	12.41%	3	6	6	3
\$310,001 and up	14	9.66%	7	2	5	0
Total New Listed Units	145		57	54	30	4
Total New Listed Volume	22,873,847	100%	8.35M	7.42M	6.23M	877.30K
Median New Listed Listing Price	\$125,000		\$59,900	\$127,000	\$157,400	\$259,700

August 2019



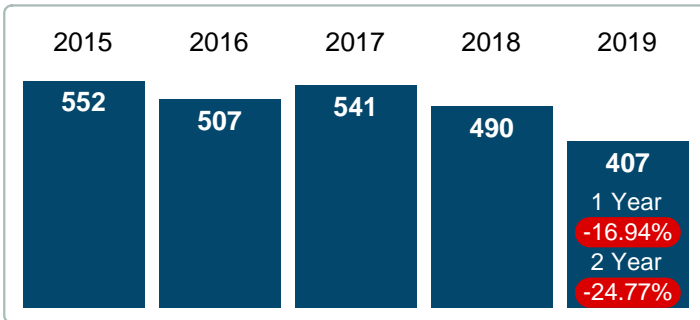
Area Delimited by County Of Muskogee



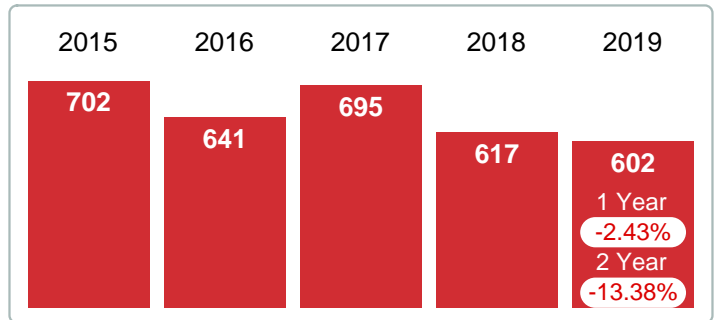
ACTIVE INVENTORY

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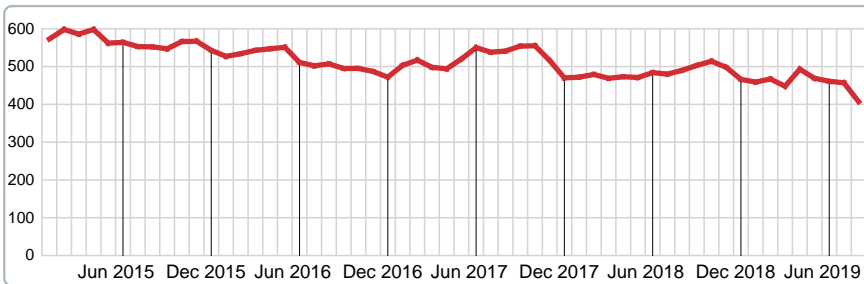
END OF AUGUST



ACTIVE DURING AUGUST

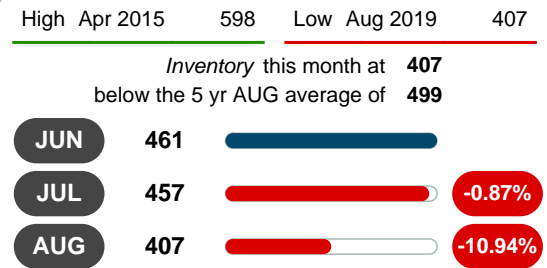


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 499



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	16	3.93%	101.0	14	1	1	0
\$10,001 - \$20,000	62	15.23%	141.0	56	6	0	0
\$20,001 - \$60,000	74	18.18%	75.0	55	16	1	2
\$60,001 - \$140,000	102	25.06%	60.0	45	41	14	2
\$140,001 - \$230,000	58	14.25%	60.0	24	18	14	2
\$230,001 - \$450,000	55	13.51%	67.0	20	15	15	5
\$450,001 and up	40	9.83%	71.0	28	5	5	2
Total Active Inventory by Units	407			242	102	50	13
Total Active Inventory by Volume	76,402,173	100%	68.0	44.04M	16.58M	11.90M	3.88M
Median Active Inventory Listing Price	\$99,500			\$59,900	\$111,900	\$189,450	\$269,900

August 2019



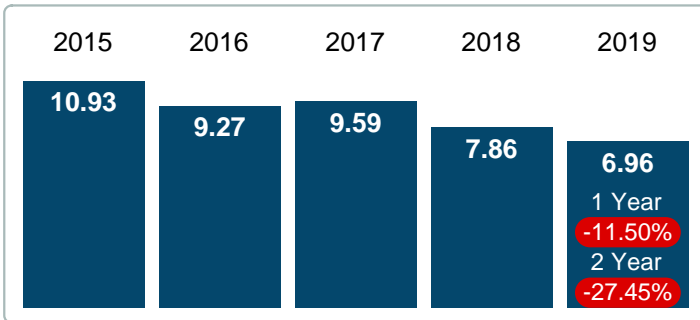
Area Delimited by County Of Muskogee



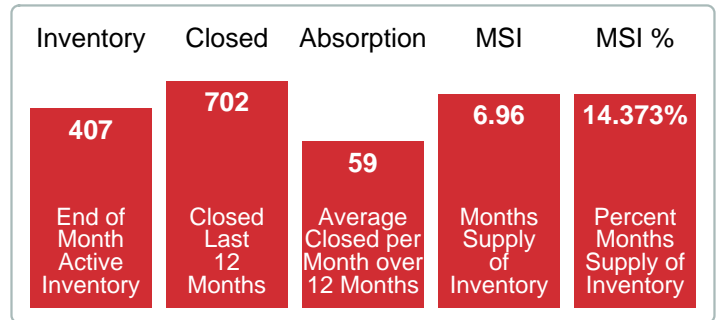
MONTHS SUPPLY of INVENTORY (MSI)

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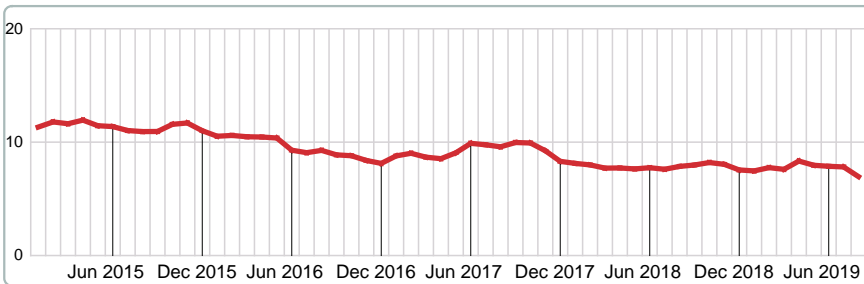
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

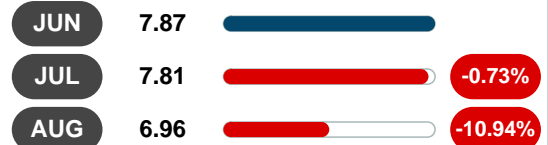


3 MONTHS

5 year AUG AVG = 8.92

High Apr 2015 11.94 Low Aug 2019 6.96

Months Supply this month at 6.96 below the 5 yr AUG average of 8.92



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
\$10,000 and less	16	3.93%	10.11	9.88	0.00	12.00	0.00
\$10,001 - \$20,000	62	15.23%	15.83	22.40	4.80	0.00	0.00
\$20,001 - \$60,000	74	18.18%	5.73	10.15	2.49	1.00	24.00
\$60,001 - \$140,000	102	25.06%	4.74	14.59	2.84	3.82	6.00
\$140,001 - \$230,000	58	14.25%	4.46	19.20	2.08	4.80	12.00
\$230,001 - \$450,000	55	13.51%	10.48	16.00	10.59	6.67	15.00
\$450,001 and up	40	9.83%	120.00	168.00	30.00	0.00	0.00
Market Supply of Inventory (MSI)			6.96	16.04	3.15	4.96	13.00
Total Active Inventory by Units		100%	6.96	242	102	50	13

August 2019



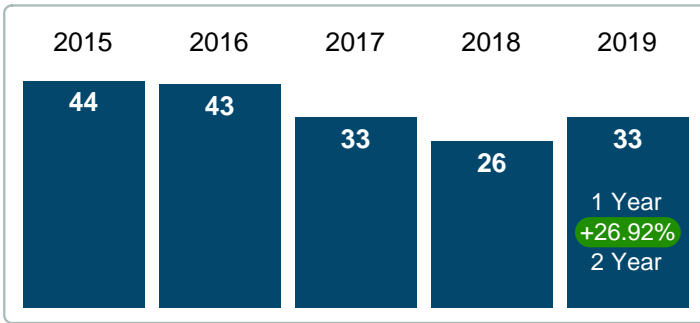
Area Delimited by County Of Muskogee



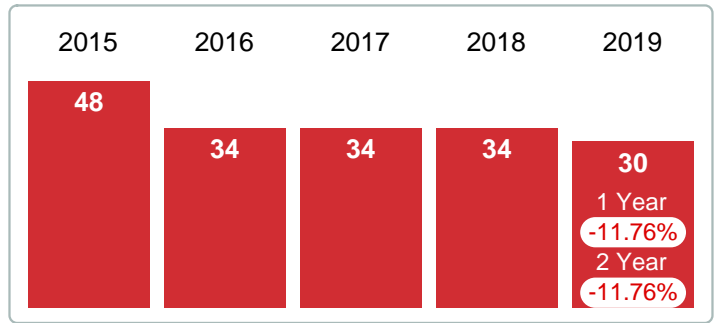
MEDIAN DAYS ON MARKET TO SALE

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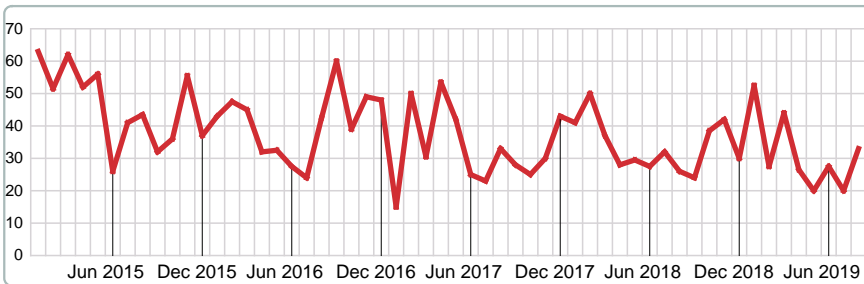
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 36

High Jan 2015 63 Low Jan 2017 15

Median Days on Market to Sale this month at 33 below the 5 yr AUG average of 36



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	
\$20,000 and less	9.52%	48	51	9	0	0	
\$20,001 - \$40,000	12.70%	44	54	13	0	0	
\$40,001 - \$80,000	14.29%	32	18	35	11	0	
\$80,001 - \$110,000	20.63%	7	13	3	110	60	
\$110,001 - \$150,000	19.05%	63	117	63	64	0	
\$150,001 - \$200,000	12.70%	12	0	3	82	0	
\$200,001 and up	11.11%	20	0	67	6	0	
Median Closed DOM		33					
Total Closed Units		63					
Total Closed Volume		6,754,311					
			33.0				
				50	17	31	60
				18	33	11	1
				902.35K	3.96M	1.80M	97.50K

August 2019



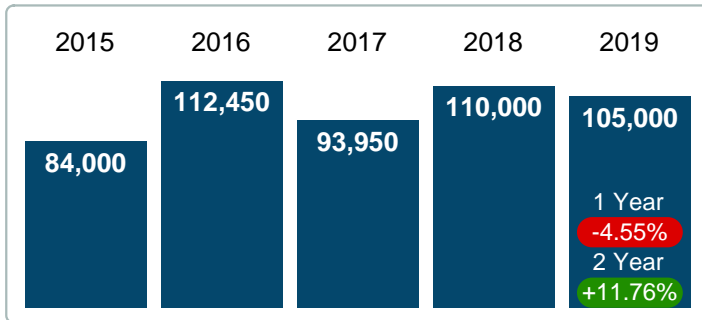
Area Delimited by County Of Muskogee



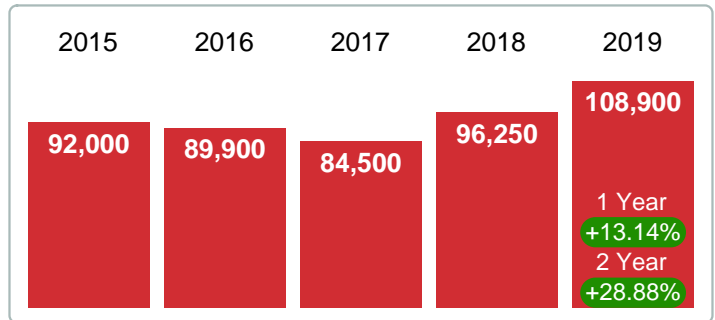
MEDIAN LIST PRICE AT CLOSING

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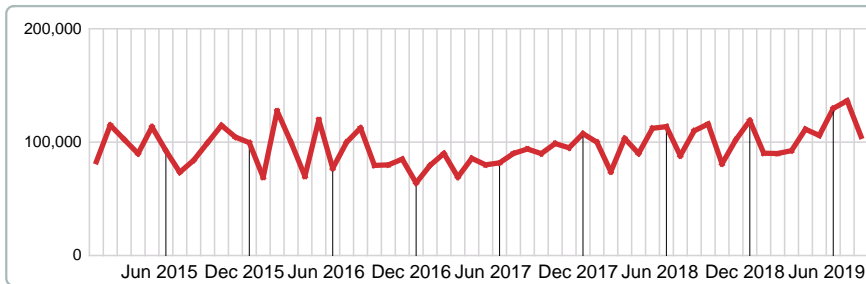
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

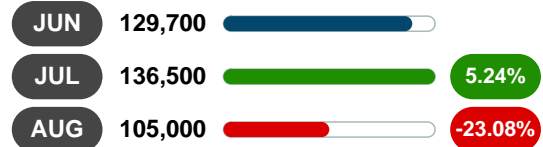


3 MONTHS

5 year AUG AVG = 101,080

High Jul 2019 136,500 Low Dec 2016 64,000

Median List Price at Closing this month at **105,000**
above the 5 yr AUG average of **101,080**



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
\$20,000 and less	9.52%	13,450	10,500	16,000	0	0
\$20,001 \$40,000	9.52%	33,750	30,000	0	40,000	0
\$40,001 \$80,000	15.87%	56,475	56,475	54,500	0	0
\$80,001 \$110,000	19.05%	94,950	92,450	96,700	89,000	97,500
\$110,001 \$150,000	20.63%	120,000	125,000	120,000	122,500	0
\$150,001 \$200,000	15.87%	176,450	155,500	169,250	187,000	0
\$200,001 and up	9.52%	263,600	0	279,500	247,700	0
Median List Price		105,000	41,650	118,000	179,900	97,500
Total Closed Units	100%	105,000	18	33	11	1
Total Closed Volume		6,921,750	982.35K	4.01M	1.83M	97.50K

August 2019



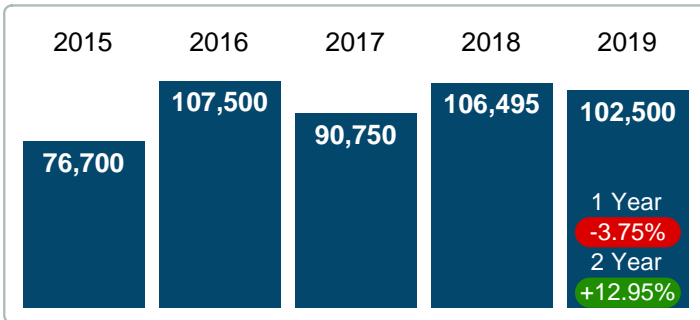
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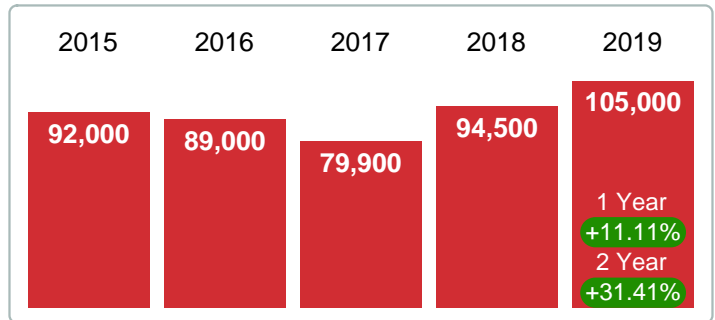
MEDIAN SOLD PRICE AT CLOSING

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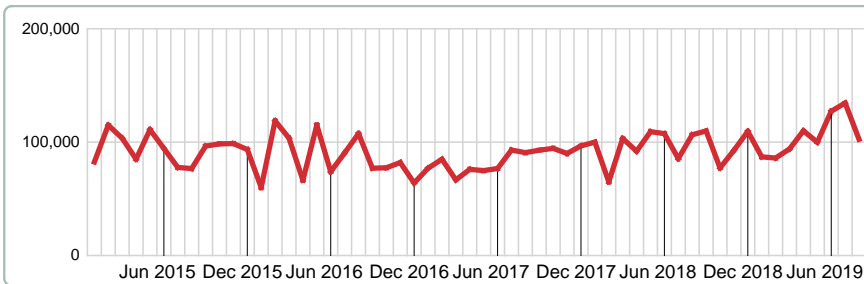
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

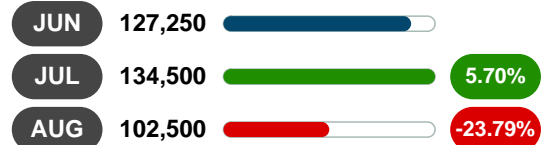


3 MONTHS

5 year AUG AVG = 96,789

High Jul 2019 134,500 Low Jan 2016 60,000

Median Sold Price at Closing this month at **102,500** above the 5 yr AUG average of **96,789**



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
\$20,000 and less	9.52%	12,750	10,250	15,500	0	0
\$20,001 - \$40,000	12.70%	33,500	33,500	35,751	0	0
\$40,001 - \$80,000	14.29%	53,250	59,125	52,450	43,300	0
\$80,001 - \$110,000	20.63%	97,500	93,500	98,410	94,750	97,500
\$110,001 - \$150,000	19.05%	121,250	130,000	119,500	122,595	0
\$150,001 - \$200,000	12.70%	174,250	0	160,000	187,000	0
\$200,001 and up	11.11%	246,510	0	247,500	246,510	0
Median Sold Price		102,500	38,750	115,100	175,500	97,500
Total Closed Units	100%	102,500	18	33	11	1
Total Closed Volume		6,754,311	902.35K	3.96M	1.80M	97.50K

August 2019



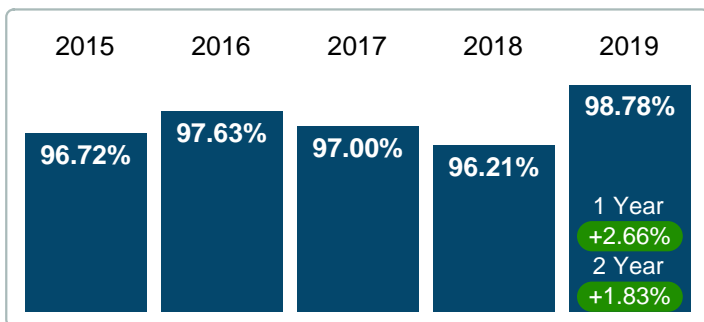
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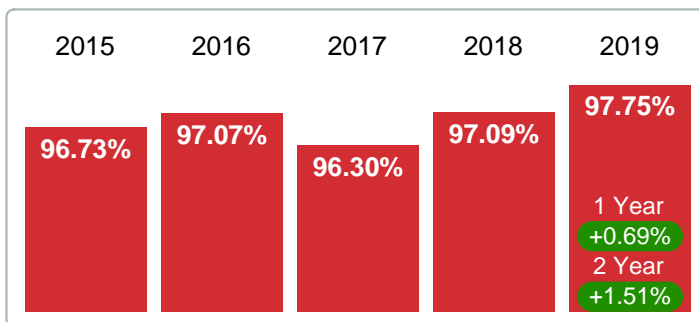
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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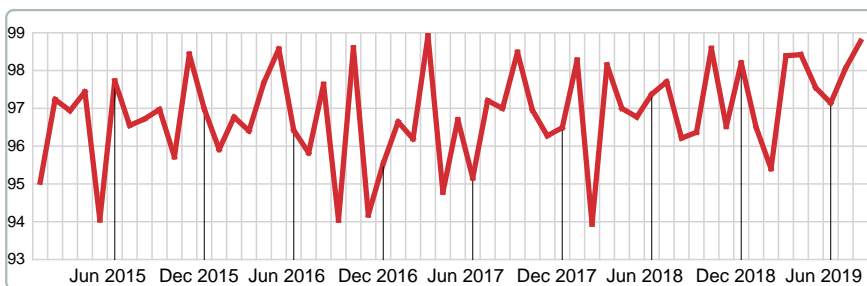
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

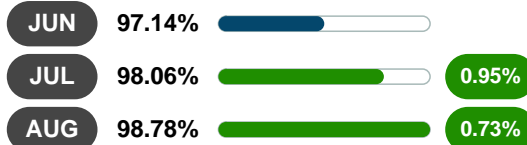


3 MONTHS

5 year AUG AVG = 97.27%

High Mar 2017 98.92% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **98.78%**
above the 5 yr AUG average of **97.27%**



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
\$20,000 and less	6	9.52%	87.43%	84.52%	103.13%	0.00%	0.00%
\$20,001 \$40,000	8	12.70%	95.43%	95.43%	119.15%	0.00%	0.00%
\$40,001 \$80,000	9	14.29%	94.63%	96.67%	88.20%	108.25%	0.00%
\$80,001 \$110,000	13	20.63%	100.00%	98.42%	100.00%	90.71%	100.00%
\$110,001 \$150,000	12	19.05%	98.79%	83.60%	100.00%	98.18%	0.00%
\$150,001 \$200,000	8	12.70%	100.00%	0.00%	100.00%	100.00%	0.00%
\$200,001 and up	7	11.11%	98.78%	0.00%	97.43%	99.52%	0.00%
Median Sold/List Ratio		98.78%		92.91%	100.00%	98.83%	100.00%
Total Closed Units		63	100%	18	33	11	1
Total Closed Volume		6,754,311		902.35K	3.96M	1.80M	97.50K

August 2019

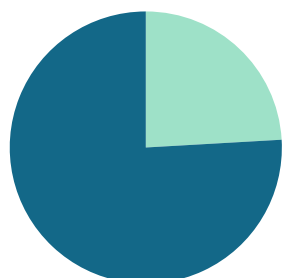
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

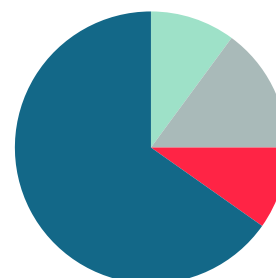


Inventory
 New Listings
145 = 24.09%
 Start Inventory
457
 Total Inventory Units
602
 Volume
\$104,215,669

Market Activity

Closed Sales
63 = 10.10%
 Pending Sales
93 = 14.90%
 Other Off Market
61 = 9.78%
 Active Inventory
407 = 65.22%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	63	63	0.00%	520	481	-7.50%
Pending Sales	61	93	52.46%	535	536	0.19%
New Listings	137	145	5.84%	1,032	1,006	-2.52%
Median List Price	110,000	105,000	-4.55%	96,250	108,900	13.14%
Median Sale Price	106,495	102,500	-3.75%	94,500	105,000	11.11%
Median Percent of Selling Price to List Price	96.21%	98.78%	2.66%	97.09%	97.75%	0.69%
Median Days on Market to Sale	26.00	33.00	26.92%	34.00	30.00	-11.76%
Monthly Inventory	490	407	-16.94%	490	407	-16.94%
Months Supply of Inventory	7.86	6.96	-11.50%	7.86	6.96	-11.50%

Absorption: Last 12 months, an Average of **59** Sales/Month

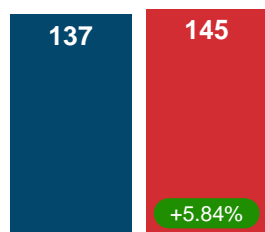
Inventory on August 31, 2019 = **407**

2018 **2019**

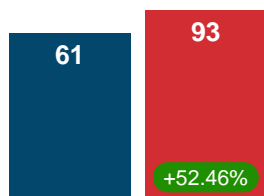
AUGUST MARKET

MEDIAN PRICES

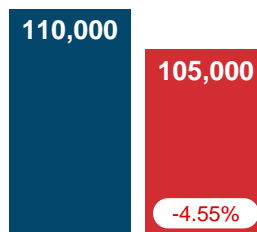
New Listings



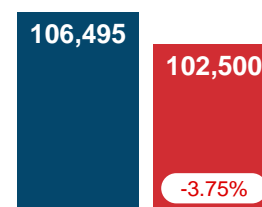
Pending Listings



List Price



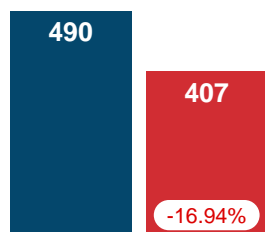
Sale Price



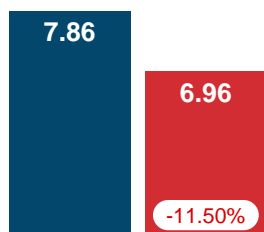
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

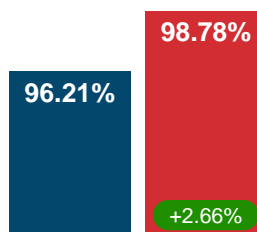
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

