



## January 2019

Area Delimited by County Of Muskogee

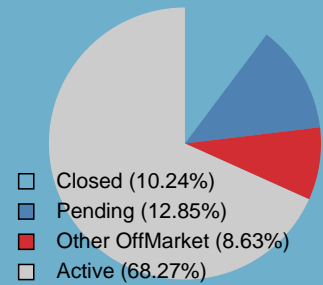


### MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	January		
	2018	2019	+/-%
Closed Listings	53	51	-3.77%
Pending Listings	93	64	-31.18%
New Listings	117	88	-24.79%
Average List Price	103,752	88,023	-15.16%
Average Sale Price	99,556	85,064	-14.56%
Average Percent of List Price to Selling Price	95.60%	92.97%	-2.75%
Average Days on Market to Sale	51.89	60.92	17.41%
End of Month Inventory	405	340	-16.05%
Months Supply of Inventory	7.20	5.69	-20.97%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **60** Sales/Month  
**Active Inventory** as of January 31, 2019 = **340**

#### Analysis Wrap-Up

##### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of January 2019 decreased **16.05%** to 340 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 **5.69** MSI for this period.

##### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **14.56%** in January 2019 to \$85,064 versus the previous year at \$99,556.

##### Average Days on Market Lengthens

The average number of **60.92** days that homes spent on the market before selling increased by 9.03 days or **17.41%** in January 2019 compared to last year's same month at **51.89** DOM.

##### Sales Success for January 2019 is Positive

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

There were 88 New Listings in January 2019, down **24.79%** from last year at 117. Furthermore, there were 51 Closed Listings this month versus last year at 53, a **-3.77%** decrease.

Closed versus Listed trends yielded a **58.0%** ratio, up from previous year's, January 2018, at **45.3%**, a **27.94%** 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.

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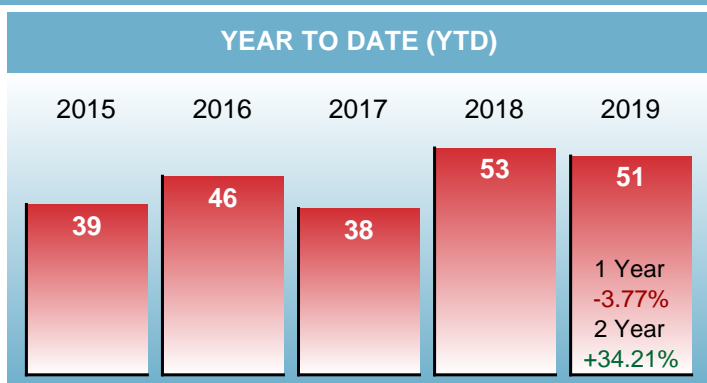
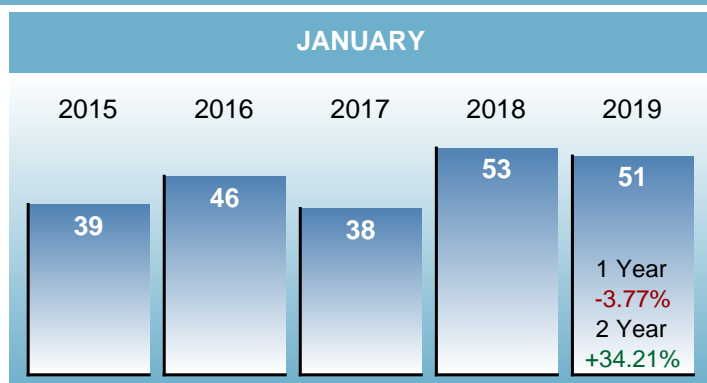
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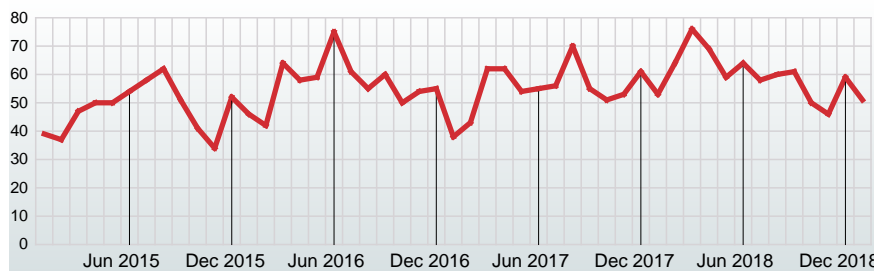


## CLOSED LISTINGS

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr JAN AVG = 45**      **3 MONTHS**

**High**  
Mar 2018 = 76

**Low**  
Nov 2015 = 34

Closed Listings this month at **51**, above the 5 yr JAN average of **45**

NOV	46
DEC	59
JAN	51

**28.26%** (Dec vs Jan)  
**-13.56%** (Jan vs Nov)

### 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	4	7.84%	85.8	4	0	0	0
\$10,001 - \$20,000	6	11.76%	104.7	3	1	2	0
\$20,001 - \$50,000	11	21.57%	60.6	6	4	1	0
\$50,001 - \$90,000	7	13.73%	31.6	2	5	0	0
\$90,001 - \$130,000	12	23.53%	59.1	1	9	2	0
\$130,001 - \$170,000	4	7.84%	79.8	0	3	1	0
\$170,001 and up	7	13.73%	31.4	1	5	1	0
<b>Total Closed Units</b>	<b>51</b>			<b>17</b>	<b>27</b>	<b>7</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>4,338,250</b>	<b>100%</b>	<b>60.9</b>	<b>751.85K</b>	<b>2.98M</b>	<b>602.25K</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$85,064</b>			<b>\$44,226</b>	<b>\$110,524</b>	<b>\$86,036</b>	<b>\$0</b>

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



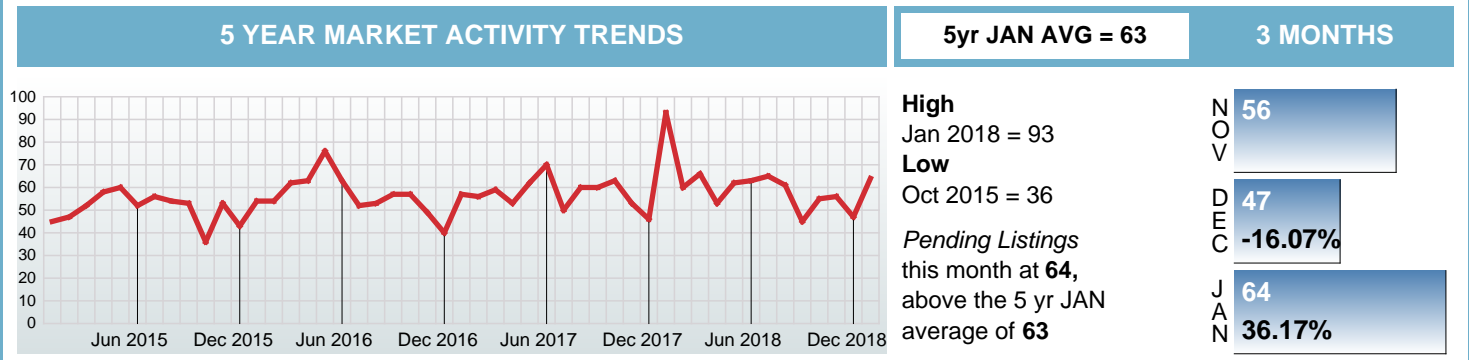
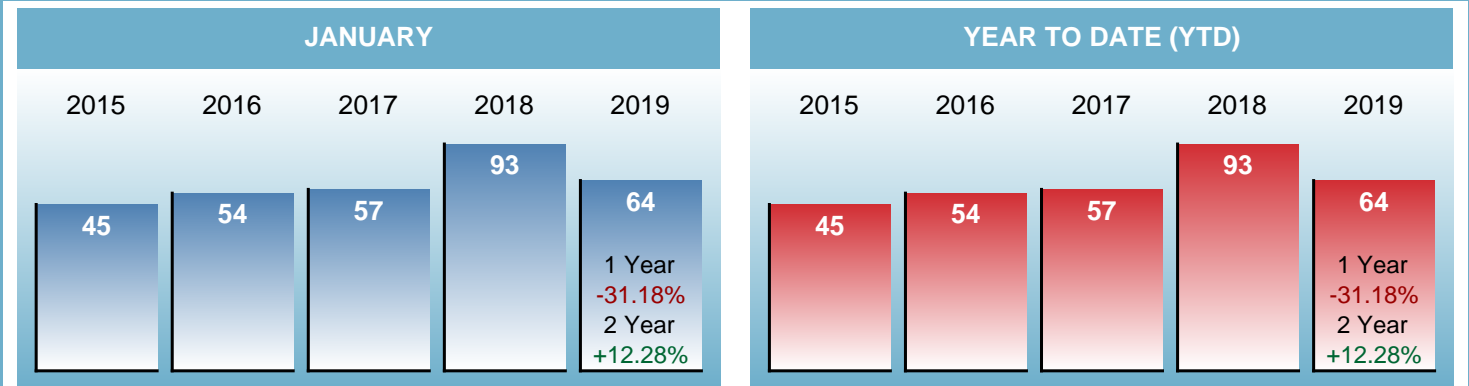
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## PENDING LISTINGS

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## 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	5	7.81%	65.4	4	1	0	0
\$10,001 - \$20,000	6	9.38%	85.8	6	0	0	0
\$20,001 - \$40,000	13	20.31%	82.8	5	6	2	0
\$40,001 - \$80,000	14	21.88%	52.8	4	7	3	0
\$80,001 - \$120,000	10	15.63%	66.2	0	7	3	0
\$120,001 - \$160,000	9	14.06%	84.3	1	6	2	0
\$160,001 and up	7	10.94%	44.9	0	3	4	0
<b>Total Pending Units</b>	<b>64</b>			<b>20</b>	<b>30</b>	<b>14</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,319,163</b>	<b>100%</b>	<b>93.2</b>	<b>703.26K</b>	<b>2.89M</b>	<b>1.73M</b>	<b>0.00B</b>
<b>Average Listing Price</b>	<b>\$29,850</b>			<b>\$35,163</b>	<b>\$96,320</b>	<b>\$123,307</b>	<b>\$0</b>

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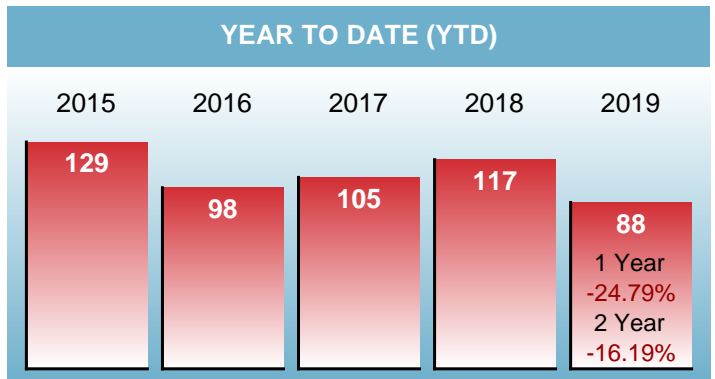
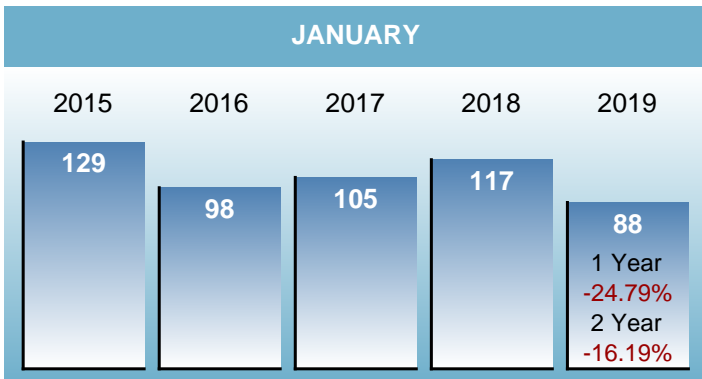
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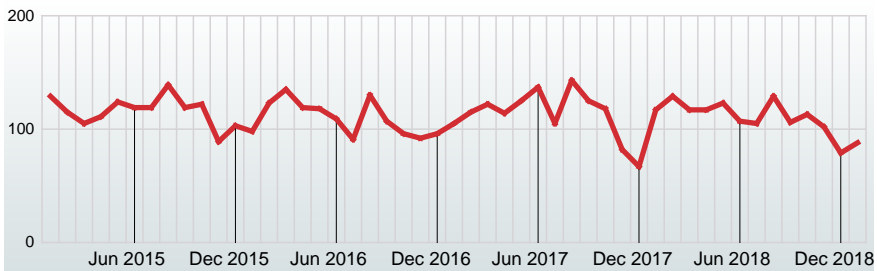


## NEW LISTINGS

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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr JAN AVG = 107**      **3 MONTHS**

**High**  
Aug 2017 = 143  
**Low**  
Dec 2017 = 67  
*New Listings*  
this month at **88**,  
below the 5 yr JAN  
average of **107**

NOV	102
DEC	79 -22.55%
JAN	88 11.39%

### 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	4	4.55%	2	1	0	1
\$10,001 - \$20,000	8	9.09%	7	1	0	0
\$20,001 - \$60,000	17	19.32%	9	5	3	0
\$60,001 - \$120,000	27	30.68%	6	15	6	0
\$120,001 - \$170,000	12	13.64%	1	6	5	0
\$170,001 - \$260,000	9	10.23%	1	6	2	0
\$260,001 and up	11	12.50%	2	3	3	3
<b>Total New Listed Units</b>	<b>88</b>		<b>28</b>	<b>37</b>	<b>19</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>12,113,492</b>	<b>100%</b>	<b>2.16M</b>	<b>6.06M</b>	<b>2.79M</b>	<b>1.10M</b>
<b>Average New Listed Listing Price</b>	<b>\$38,750</b>		<b>\$77,188</b>	<b>\$163,819</b>	<b>\$146,954</b>	<b>\$274,700</b>

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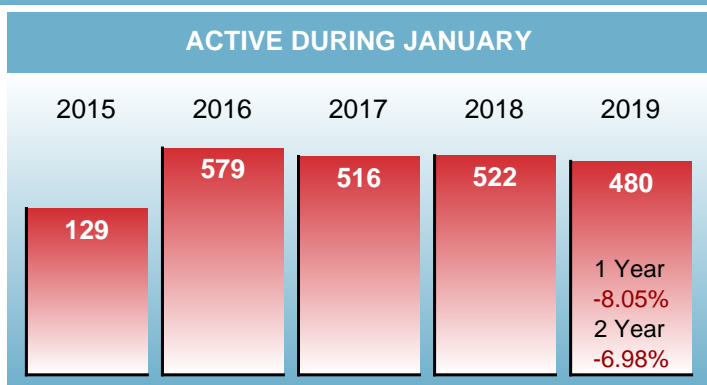
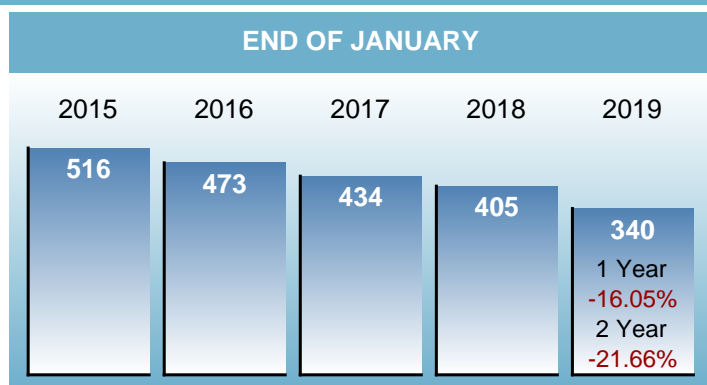
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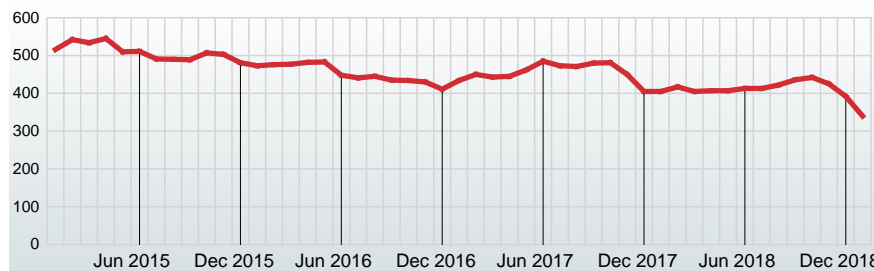


## ACTIVE INVENTORY

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr JAN AVG = 434**      **3 MONTHS**

**High**  
Apr 2015 = 545  
**Low**  
Jan 2019 = 340  
*Inventory*  
this month at **340**,  
below the 5 yr JAN  
average of **434**

**NOV** 425  
**DEC** 392  
-7.76%  
**JAN** 340  
-13.27%

### 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	47	13.82%	85.2	38	8	0	1
\$25,001-\$50,000	50	14.71%	93.4	36	9	5	0
\$50,001-\$125,000	96	28.24%	69.5	31	48	15	2
\$125,001-\$175,000	60	17.65%	87.9	16	34	10	0
\$175,001-\$325,000	51	15.00%	102.2	18	20	12	1
\$325,001 and up	36	10.59%	99.8	19	7	6	4
<b>Total Active Inventory by Units</b>	<b>340</b>			<b>158</b>	<b>126</b>	<b>48</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>63,970,492</b>	<b>100%</b>	<b>86.5</b>	<b>33.77M</b>	<b>19.35M</b>	<b>8.58M</b>	<b>2.26M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$188,149</b>			<b>\$213,734</b>	<b>\$153,608</b>	<b>\$178,812</b>	<b>\$282,875</b>

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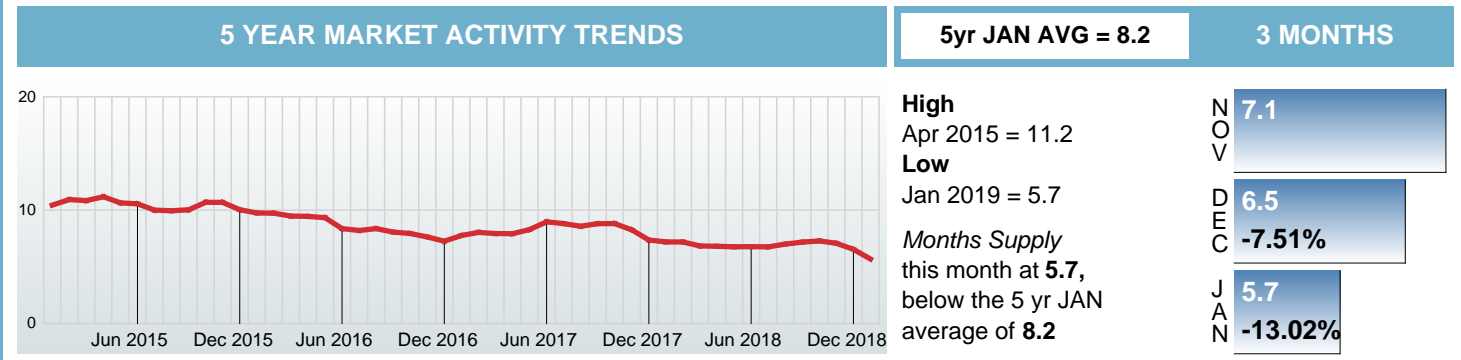
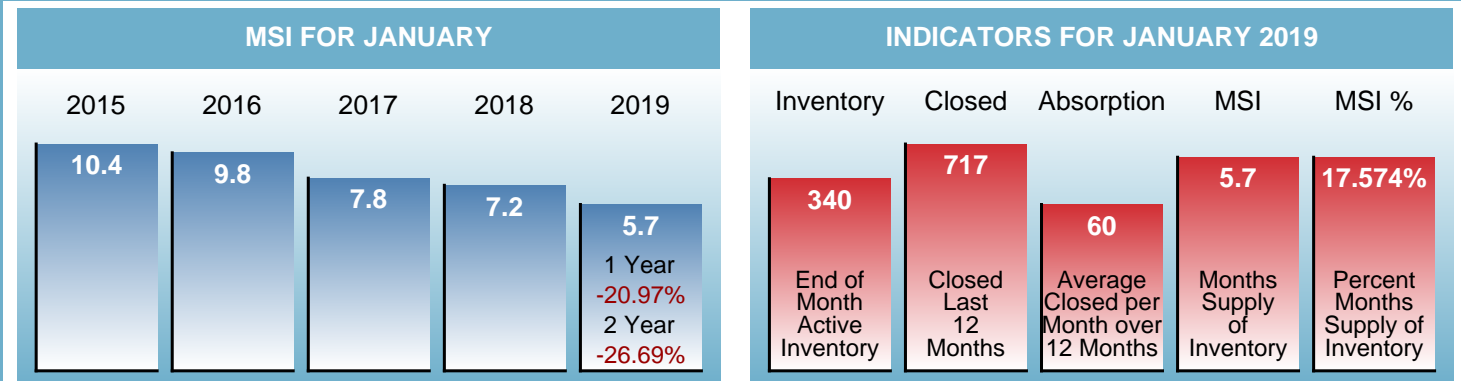
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## MONTHS SUPPLY of INVENTORY (MSI)

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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	33		9.71%	5.0	5.6	4.2	0.0	12.0
\$20,001 \$30,000	28		8.24%	6.6	10.9	2.6	18.0	0.0
\$30,001 \$70,000	66		19.41%	5.1	11.0	2.7	2.6	0.0
\$70,001 \$130,000	75		22.06%	4.4	12.0	3.0	6.0	12.0
\$130,001 \$190,000	60		17.65%	5.0	30.0	4.2	3.5	0.0
\$190,001 \$340,000	44		12.94%	7.1	34.0	4.7	4.9	4.0
\$340,001 and up	34		10.00%	40.8	228.0	14.0	24.0	48.0
Market Supply of Inventory (MSI)	5.7				12.2	3.5	4.8	6.9
Total Active Inventory by Units	340		100%	5.7	158	126	48	8

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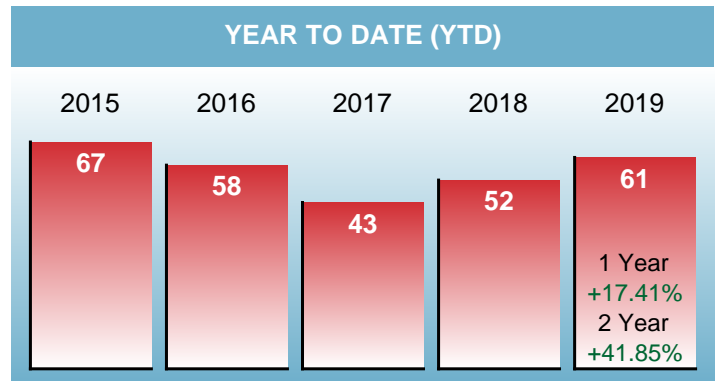
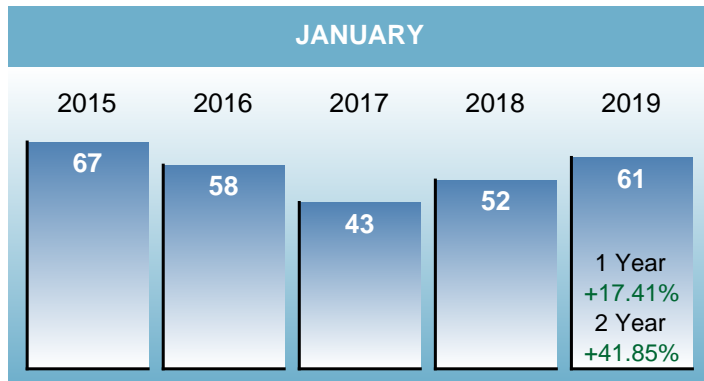
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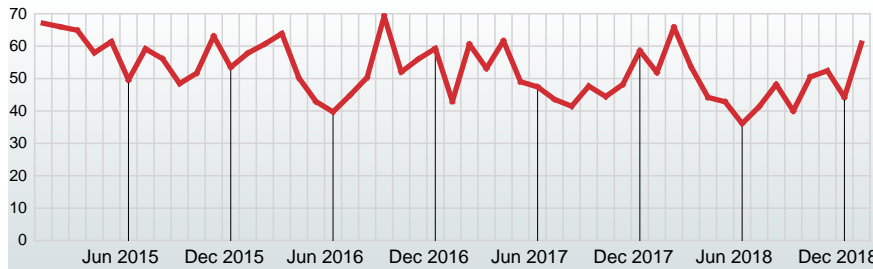


## AVERAGE DAYS ON MARKET TO SALE

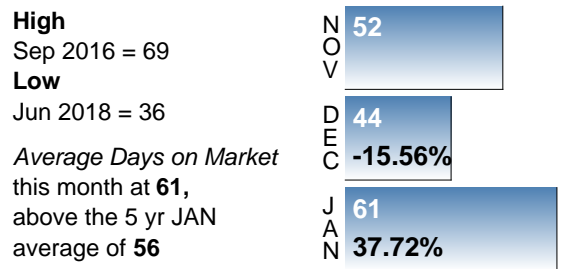
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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr JAN AVG = 56**      **3 MONTHS**



### 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	4	7.84%	85.8	85.8	0.0	0.0	0.0
\$10,001 \$20,000	6	11.76%	104.7	78.7	84.0	154.0	0.0
\$20,001 \$50,000	11	21.57%	60.6	37.2	93.0	72.0	0.0
\$50,001 \$90,000	7	13.73%	31.6	2.5	43.2	0.0	0.0
\$90,001 \$130,000	12	23.53%	59.1	16.0	65.7	51.0	0.0
\$130,001 \$170,000	4	7.84%	79.8	0.0	69.3	111.0	0.0
\$170,001 and up	7	13.73%	31.4	94.0	22.4	14.0	0.0
Average Closed DOM	60.9			53.9	58.6	86.7	0.0
Total Closed Units	51	100%	60.9	17	27	7	
Total Closed Volume	4,338,250			751.85K	2.98M	602.25K	0.00B

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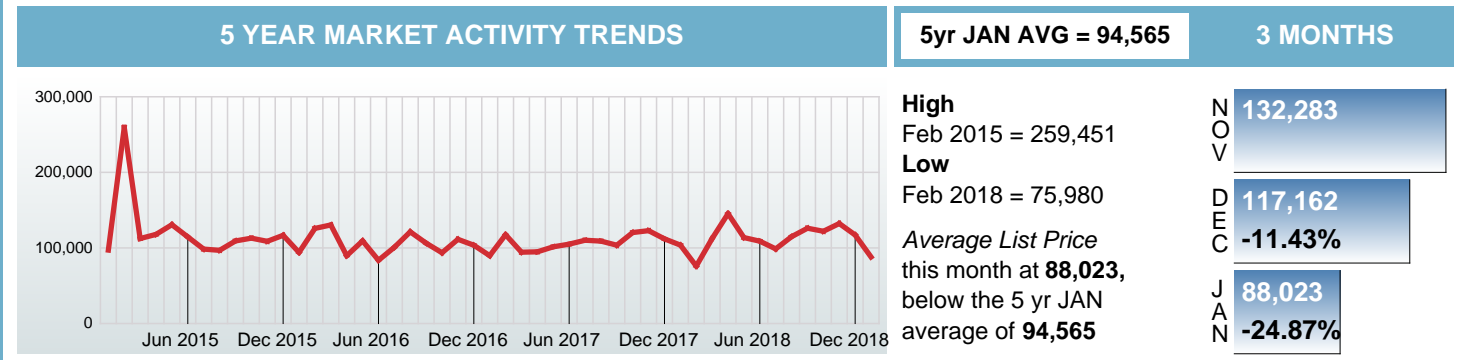
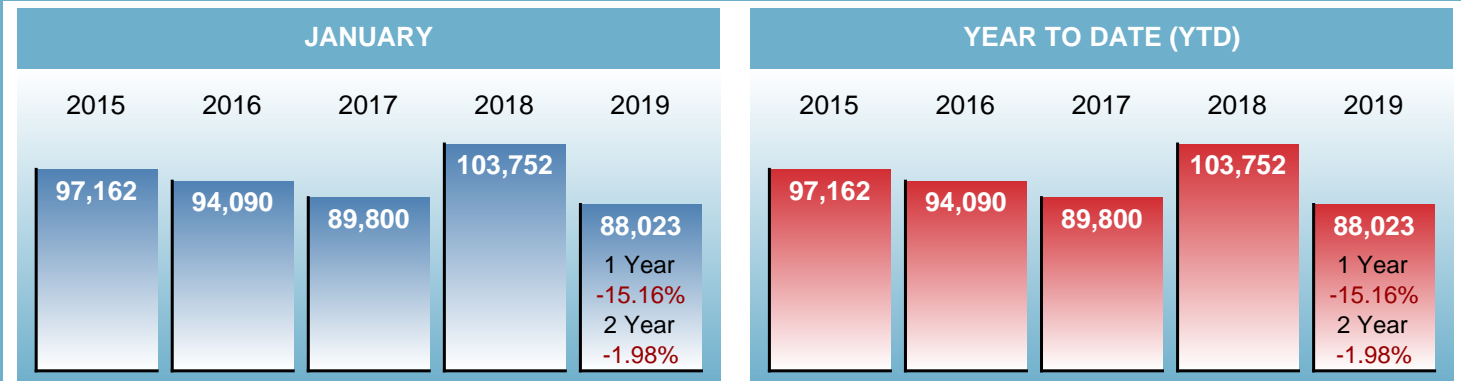
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## AVERAGE LIST PRICE AT CLOSING

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



## 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	1	1.96%	7,000	12,100	0	0	0
\$10,001 - \$20,000	6	11.76%	15,650	17,500	24,900	23,900	0
\$20,001 - \$50,000	11	21.57%	30,064	43,983	31,150	38,500	0
\$50,001 - \$90,000	9	17.65%	68,000	87,250	72,000	0	0
\$90,001 - \$130,000	12	23.53%	105,356	95,000	113,242	96,750	0
\$130,001 - \$170,000	4	7.84%	157,300	0	166,433	169,900	0
\$170,001 and up	8	15.69%	194,013	182,000	203,040	180,000	0
Average List Price	88,023			48,018	112,710	89,957	0
Total Closed Units	51	100%	88,023	17	27	7	
Total Closed Volume	4,489,175			816.30K	3.04M	629.70K	0.00B

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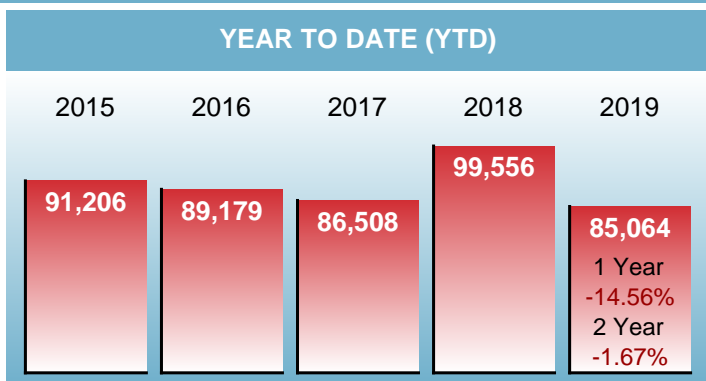
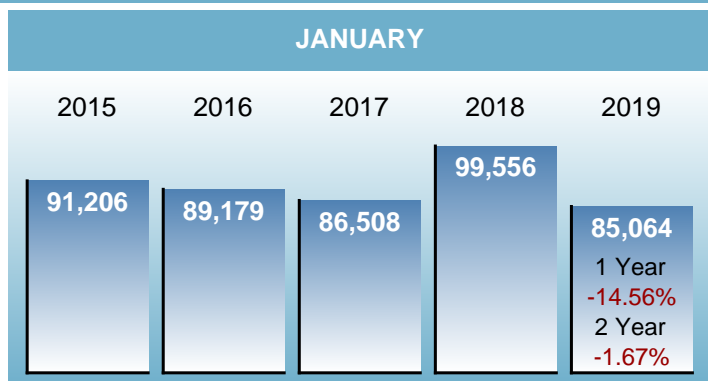
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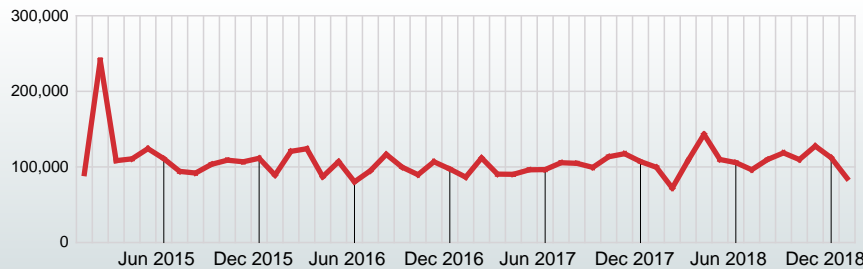
## AVERAGE SOLD PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JAN AVG = 90,303**      **3 MONTHS**



**High**  
Feb 2015 = 241,116  
**Low**  
Feb 2018 = 72,118  
*Average Sold Price*  
this month at **85,064**,  
below the 5 yr JAN  
average of **90,303**

NOV	127,626
DEC	112,177
JAN	85,064
	-12.10%
	-24.17%

### 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	4	7.84%	8,750	8,750	0	0	0
\$10,001 - \$20,000	6	11.76%	16,475	15,950	20,000	15,500	0
\$20,001 - \$50,000	11	21.57%	34,836	38,333	29,363	35,750	0
\$50,001 - \$90,000	7	13.73%	74,857	84,500	71,000	0	0
\$90,001 - \$130,000	12	23.53%	108,942	95,000	112,811	98,500	0
\$130,001 - \$170,000	4	7.84%	162,350	0	161,467	165,000	0
\$170,001 and up	7	13.73%	191,500	175,000	198,400	173,500	0
<b>Average Sold Price</b>			85,064	44,226	110,524	86,036	0
<b>Total Closed Units</b>		100%	85,064	17	27	7	
<b>Total Closed Volume</b>			4,338,250	751.85K	2.98M	602.25K	0.00B

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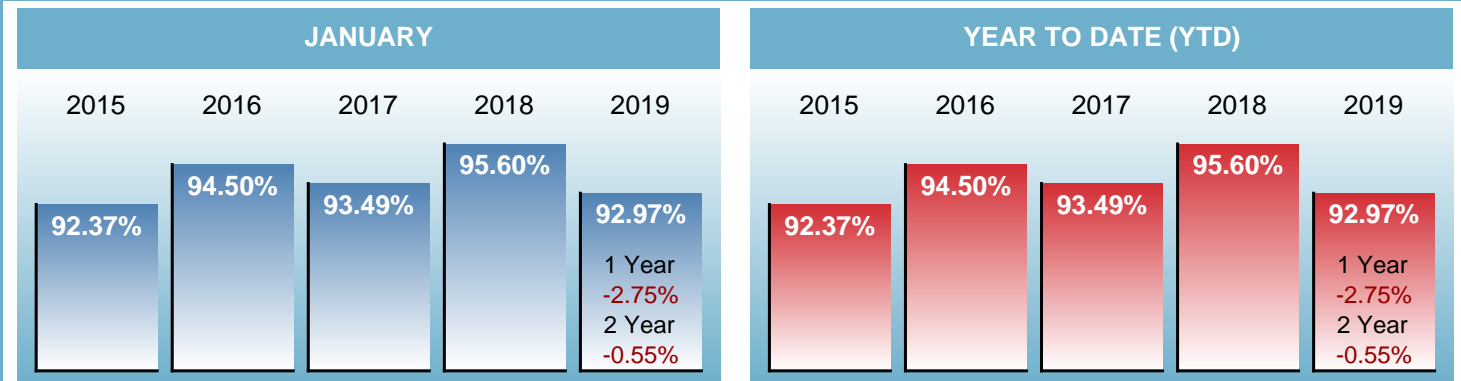
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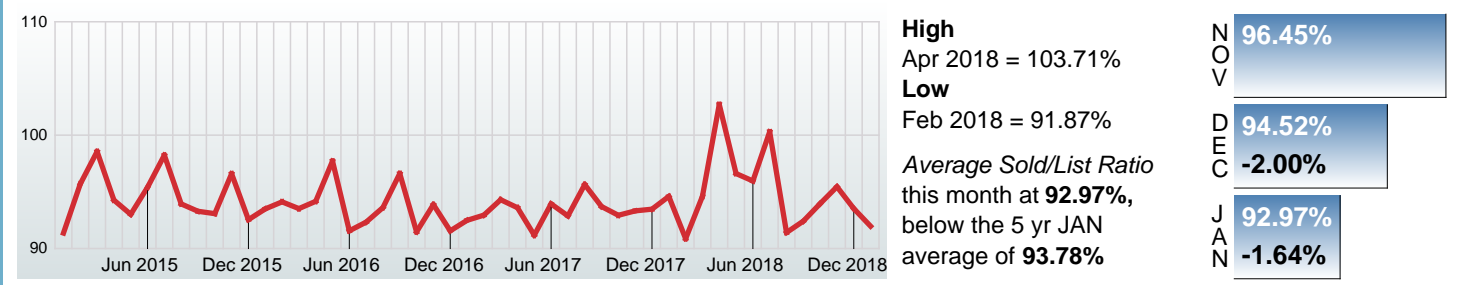
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 93.78%      3 MONTHS



### 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	4	7.84%	74.94%	74.94%	0.00%	0.00%	0.00%
\$10,001 \$20,000	6	11.76%	81.53%	92.92%	80.32%	65.05%	0.00%
\$20,001 \$50,000	11	21.57%	90.10%	86.52%	94.77%	92.86%	0.00%
\$50,001 \$90,000	7	13.73%	98.62%	96.83%	99.33%	0.00%	0.00%
\$90,001 \$130,000	12	23.53%	100.13%	100.00%	99.79%	101.76%	0.00%
\$130,001 \$170,000	4	7.84%	97.15%	0.00%	97.16%	97.12%	0.00%
\$170,001 and up	7	13.73%	97.27%	96.15%	97.67%	96.39%	0.00%
Average Sold/List Ratio		93.00%		87.50%	97.55%	88.57%	0.00%
Total Closed Units		51	100%	17	27	7	
Total Closed Volume		4,338,250	93.00%	751.85K	2.98M	602.25K	0.00B

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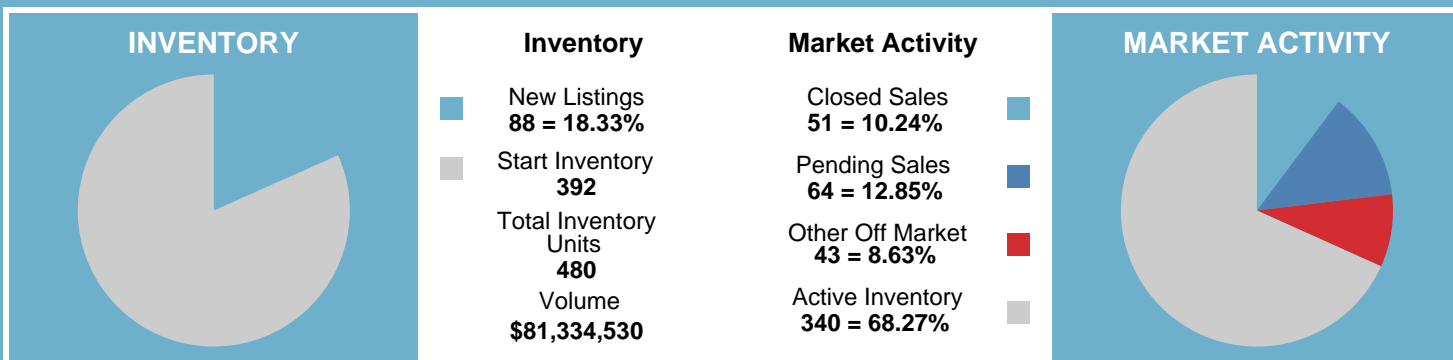
# January 2019

Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

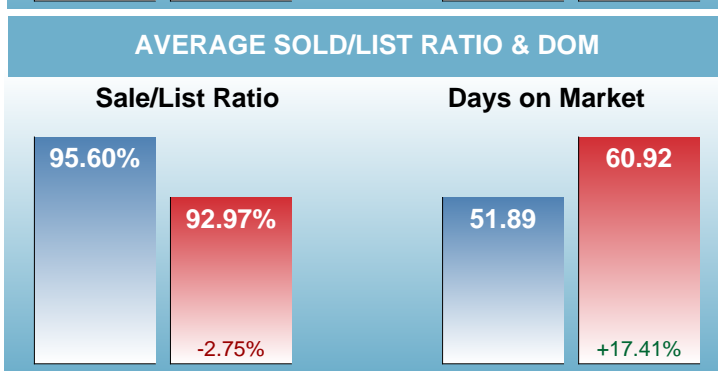
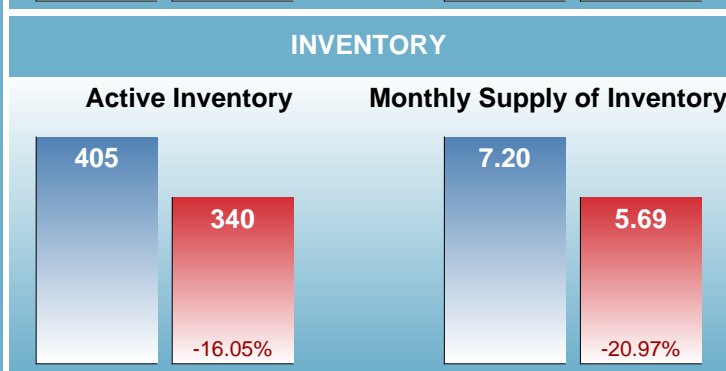
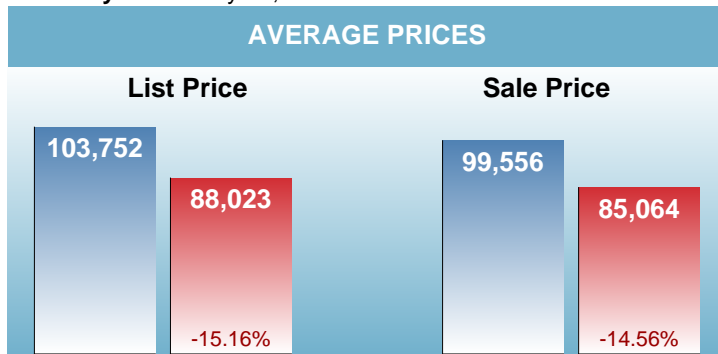
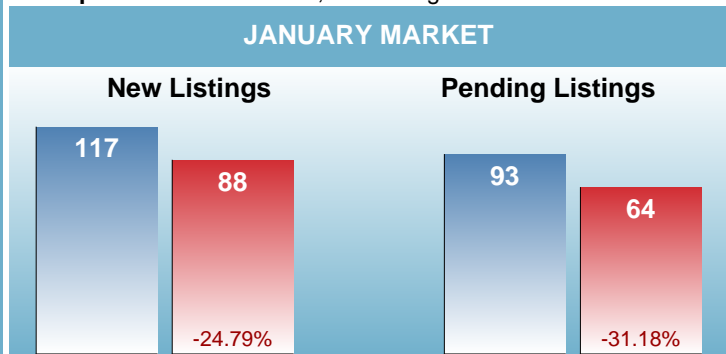


Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	53	51	-3.77%	53	51	-3.77%
Pending Sales	93	64	-31.18%	93	64	-31.18%
New Listings	117	88	-24.79%	117	88	-24.79%
Average List Price	103,752	88,023	-15.16%	103,752	88,023	-15.16%
Average Sale Price	99,556	85,064	-14.56%	99,556	85,064	-14.56%
Average Percent of Selling Price to List Price	95.60%	92.97%	-2.75%	95.60%	92.97%	-2.75%
Average Days on Market to Sale	51.89	60.92	17.41%	51.89	60.92	17.41%
Monthly Inventory	405	340	-16.05%	405	340	-16.05%
Months Supply of Inventory	7.20	5.69	-20.97%	7.20	5.69	-20.97%

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

**Inventory** on January 31, 2019 = **340**

2018 2019



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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com