



## January 2019

Area Delimited by County Of Muskogee

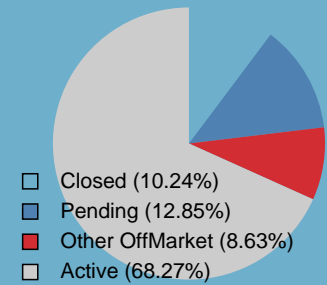


### MONTHLY INVENTORY ANALYSIS

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%
Median List Price	100,000	85,000	-15.00%
Median Sale Price	100,000	80,000	-20.00%
Median Percent of List Price to Selling Price	99.74%	96.61%	-3.14%
Median Days on Market to Sale	41.00	49.00	19.51%
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.

##### 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 **20.00%** in January 2019 to \$80,000 versus the previous year at \$100,000.

##### Median Days on Market Lengthens

The median number of **49.00** days that homes spent on the market before selling increased by 8.00 days or **19.51%** in January 2019 compared to last year's same month at **41.00** DOM.

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

Overall, with Median 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.

#### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

#### 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?

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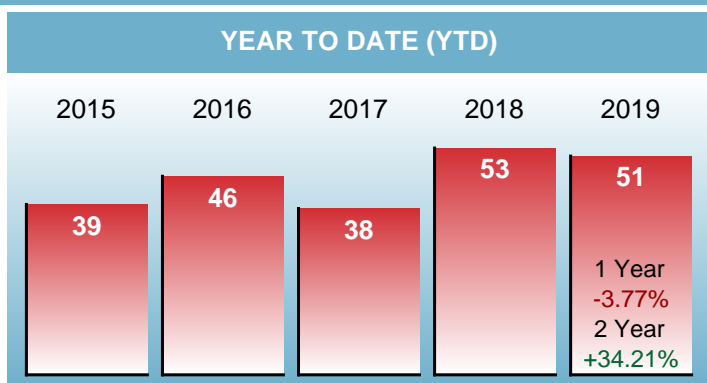
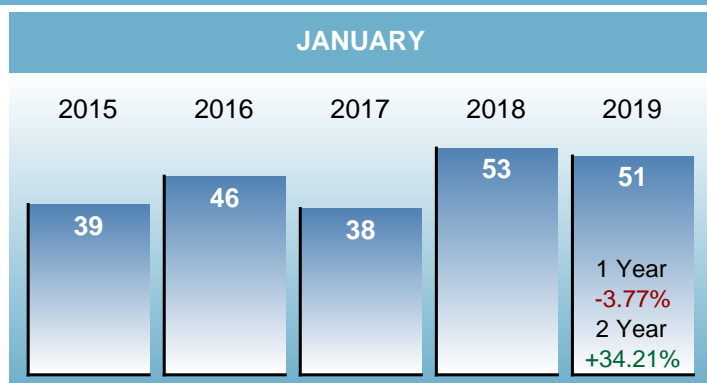
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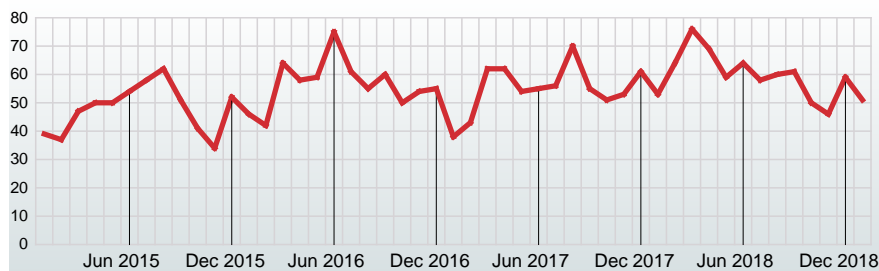
## CLOSED LISTINGS

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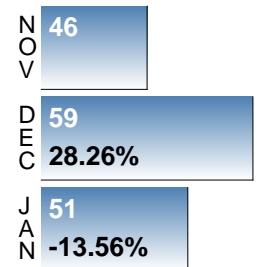


### 5 YEAR MARKET ACTIVITY TRENDS

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**



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	7.84%	81.0	4	0	0	0
\$10,001 - \$20,000	6	11.76%	113.0	3	1	2	0
\$20,001 - \$50,000	11	21.57%	56.0	6	4	1	0
\$50,001 - \$90,000	7	13.73%	22.0	2	5	0	0
\$90,001 - \$130,000	12	23.53%	43.5	1	9	2	0
\$130,001 - \$170,000	4	7.84%	80.0	0	3	1	0
\$170,001 and up	7	13.73%	16.0	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>49.0</b>	<b>751.85K</b>	<b>2.98M</b>	<b>602.25K</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$80,000</b>			<b>\$29,000</b>	<b>\$110,000</b>	<b>\$94,000</b>	<b>\$0</b>

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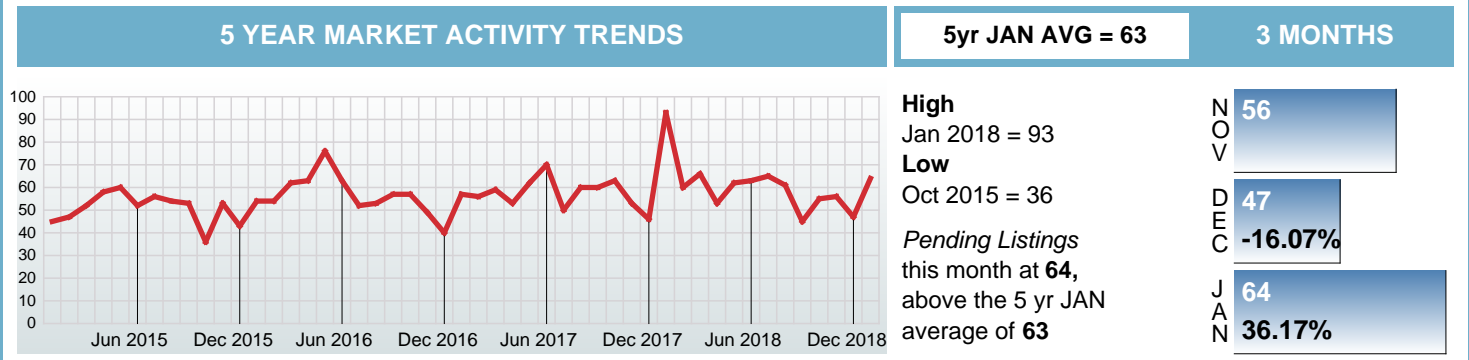
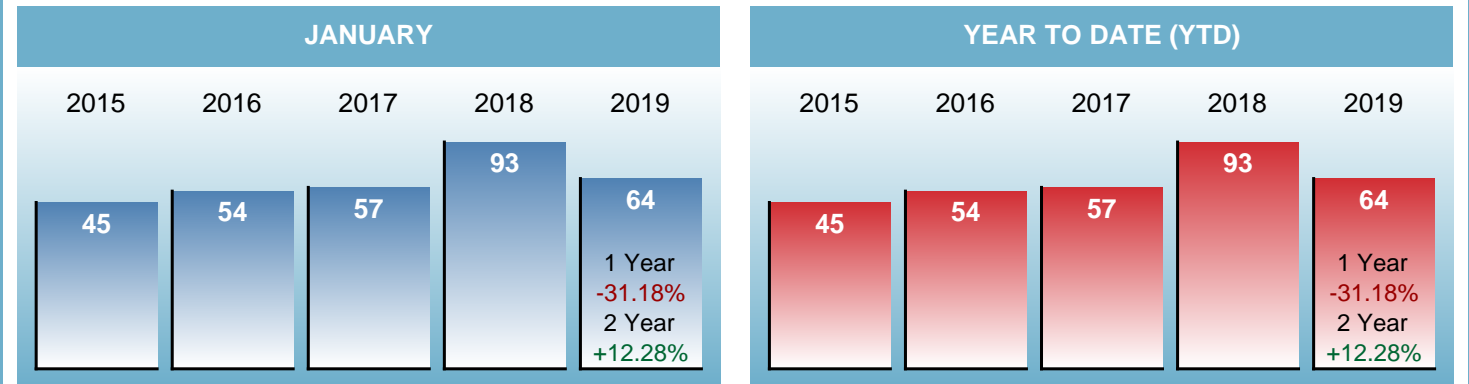
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## PENDING LISTINGS

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



## PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	5	7.81%	71.0	4	1	0	0
\$10,001 - \$20,000	6	9.38%	102.5	6	0	0	0
\$20,001 - \$40,000	13	20.31%	92.0	5	6	2	0
\$40,001 - \$80,000	14	21.88%	27.5	4	7	3	0
\$80,001 - \$120,000	10	15.63%	44.5	0	7	3	0
\$120,001 - \$160,000	9	14.06%	93.0	1	6	2	0
\$160,001 and up	7	10.94%	20.0	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>46.0</b>	<b>703.26K</b>	<b>2.89M</b>	<b>1.73M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$66,000</b>			<b>\$21,250</b>	<b>\$85,750</b>	<b>\$119,750</b>	<b>\$0</b>

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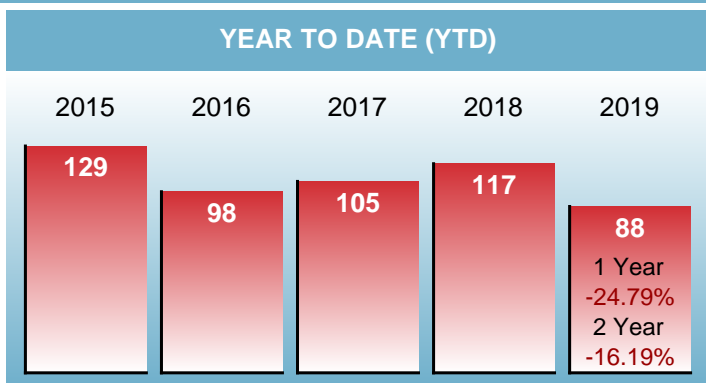
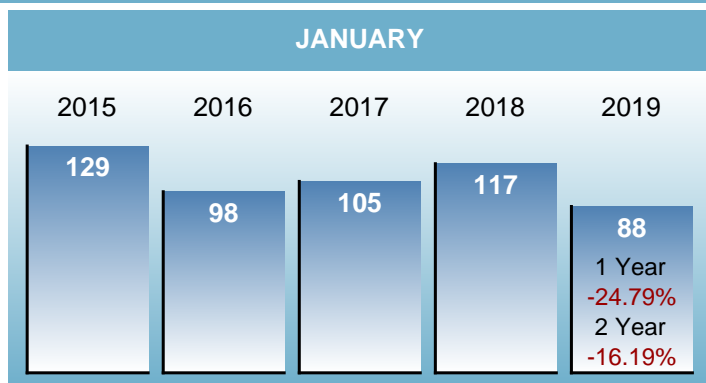
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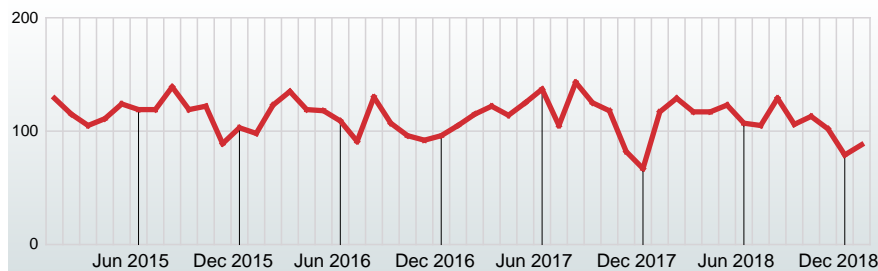


## NEW LISTINGS

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



### 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>Median New Listed Listing Price</b>	<b>\$94,950</b>		<b>\$29,250</b>	<b>\$98,500</b>	<b>\$124,990</b>	<b>\$306,950</b>

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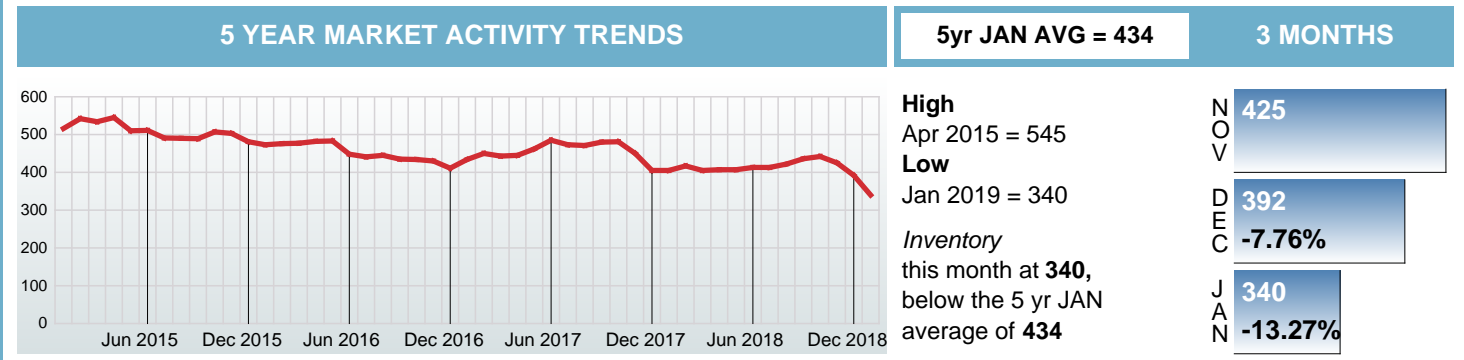
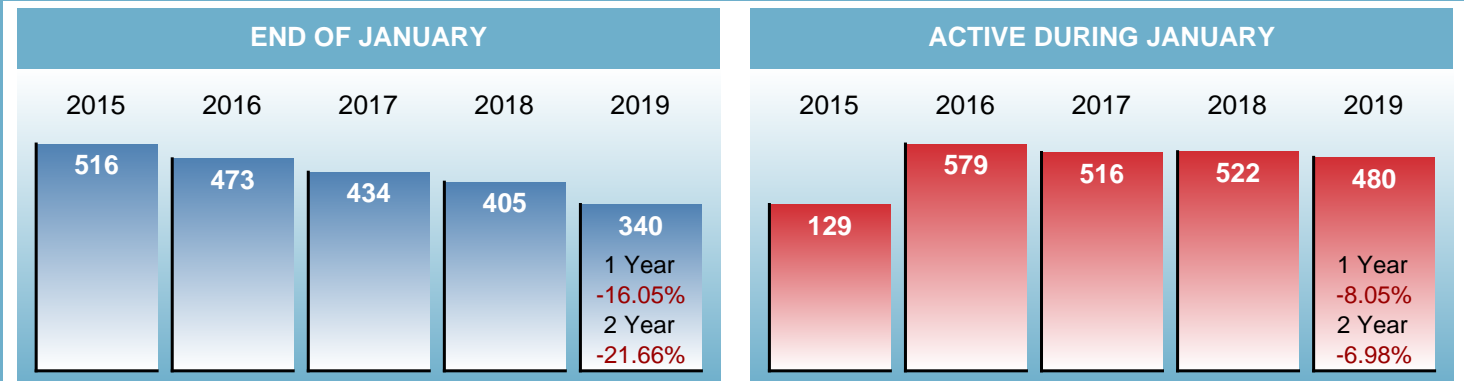
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## ACTIVE INVENTORY

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## INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	33	9.71%	78.0	26	6	0	1
\$20,001 - \$30,000	28	8.24%	80.5	19	6	3	0
\$30,001 - \$70,000	66	19.41%	92.0	43	20	3	0
\$70,001 - \$130,000	75	22.06%	62.0	19	38	16	2
\$130,001 - \$190,000	60	17.65%	78.0	15	34	11	0
\$190,001 - \$340,000	44	12.94%	105.5	17	15	11	1
\$340,001 and up	34	10.00%	96.0	19	7	4	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>82.0</b>	<b>33.77M</b>	<b>19.35M</b>	<b>8.58M</b>	<b>2.26M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$107,200</b>			<b>\$57,750</b>	<b>\$124,900</b>	<b>\$140,720</b>	<b>\$306,950</b>

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

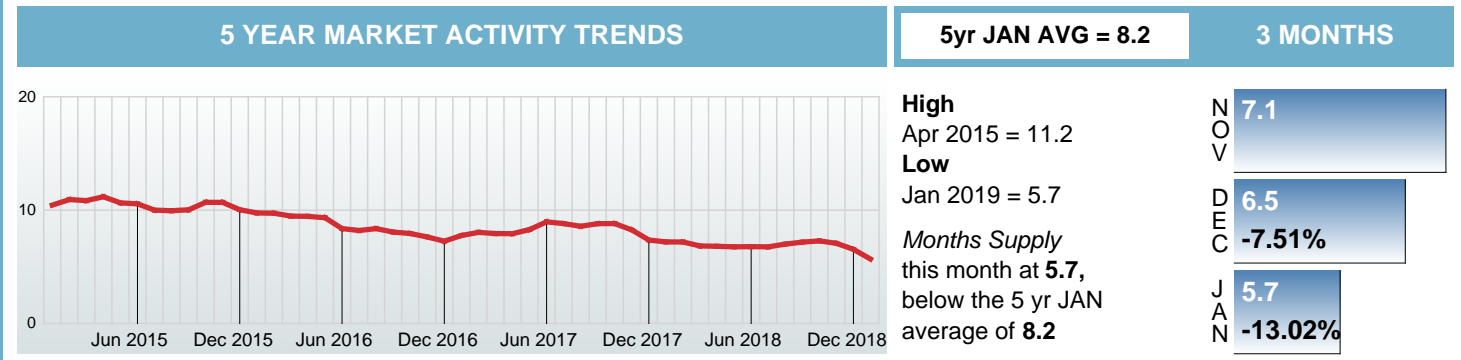
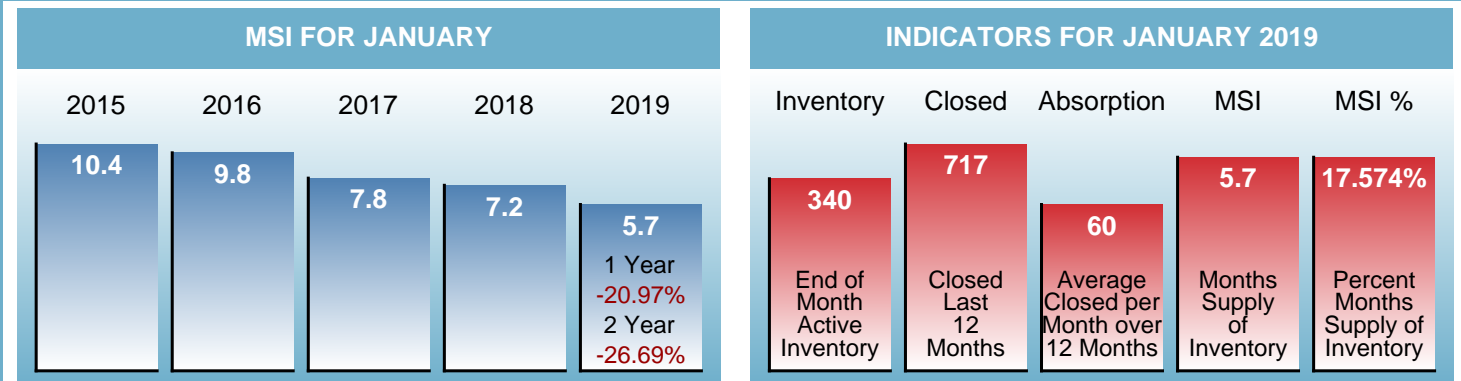
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## MONTHS SUPPLY of INVENTORY (MSI)

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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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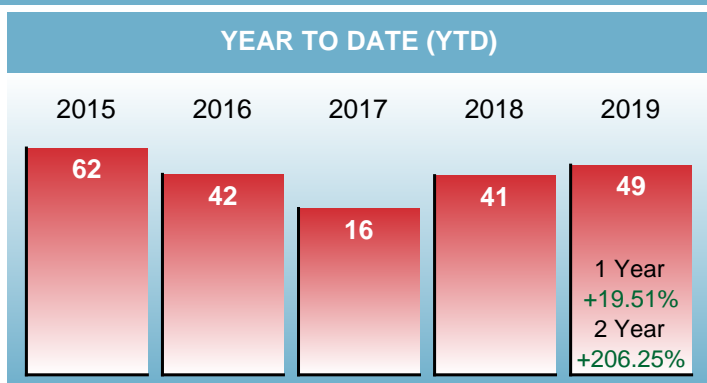
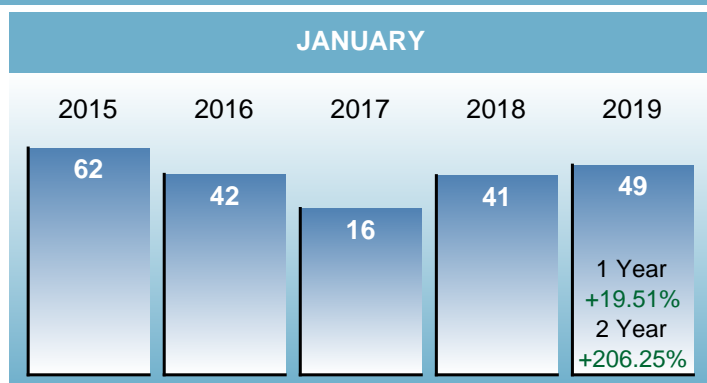
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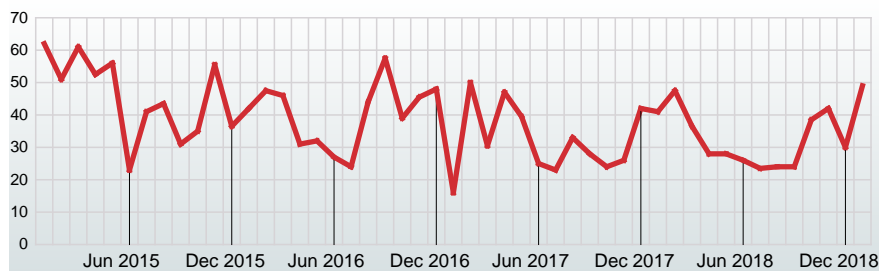


## MEDIAN DAYS ON MARKET TO SALE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr JAN AVG = 42**      **3 MONTHS**

**High**  
Jan 2015 = 62

**Low**  
Jan 2017 = 16

*Median Days on Market this month at 49, above the 5 yr JAN average of 42*

NOV	42
DEC	30 -28.57%
JAN	49 63.33%

### 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
\$10,000 and less	4	7.84%	81.0	81.0	0.0	0.0	0.0
\$10,001 \$20,000	6	11.76%	113.0	93.0	84.0	154.0	0.0
\$20,001 \$50,000	11	21.57%	56.0	29.5	116.0	72.0	0.0
\$50,001 \$90,000	7	13.73%	22.0	2.5	28.0	0.0	0.0
\$90,001 \$130,000	12	23.53%	43.5	16.0	57.0	51.0	0.0
\$130,001 \$170,000	4	7.84%	80.0	0.0	49.0	111.0	0.0
\$170,001 and up	7	13.73%	16.0	94.0	16.0	14.0	0.0
Median Closed DOM	49.0			24.0	49.0	87.0	0.0
Total Closed Units	51			17	27	7	
Total Closed Volume	4,338,250			751.85K	2.98M	602.25K	0.00B

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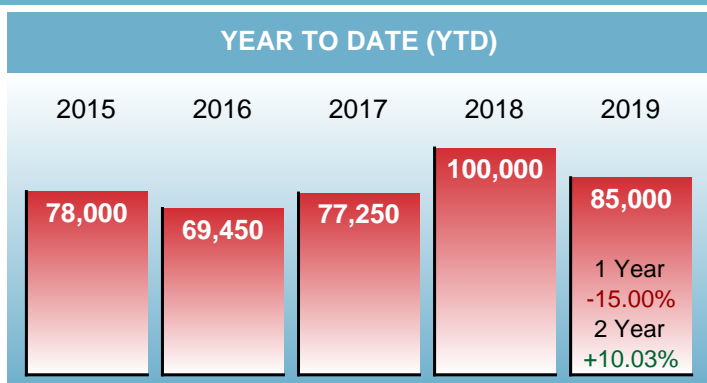
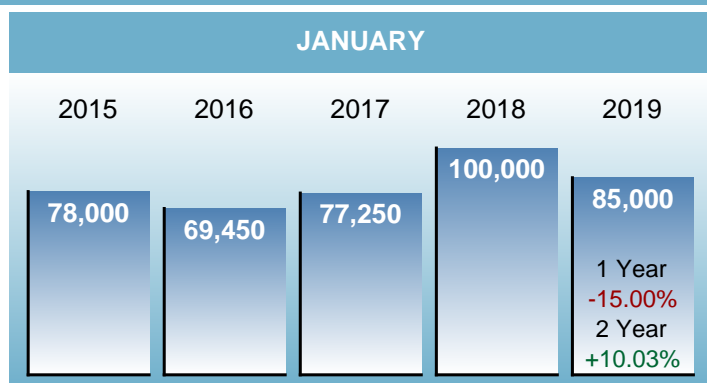
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## MEDIAN LIST PRICE AT CLOSING

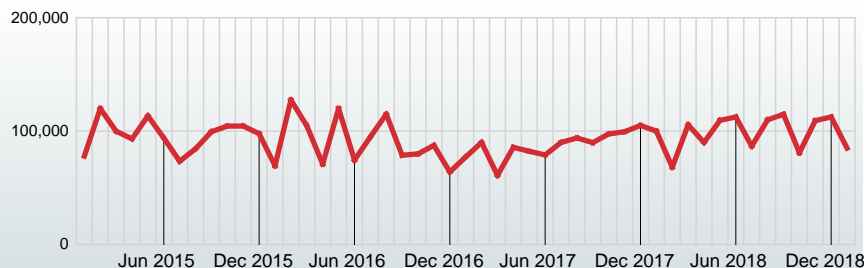
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 81,940

3 MONTHS



**High**  
Feb 2016 = 127,450  
**Low**  
Mar 2017 = 61,000  
*Median List Price*  
this month at **85,000**,  
above the 5 yr JAN  
average of **81,940**

NOV	109,250
DEC	112,500
JAN	85,000
	<b>2.97%</b>
	<b>-24.44%</b>

### 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
\$10,000 and less	1	1.96%	7,000	7,000	0	0	0
\$10,001 - \$20,000	6	11.76%	14,950	14,950	0	0	0
\$20,001 - \$50,000	11	21.57%	29,900	30,000	29,900	24,900	0
\$50,001 - \$90,000	9	17.65%	59,000	57,500	72,000	0	0
\$90,001 - \$130,000	12	23.53%	99,700	93,250	111,900	96,750	0
\$130,001 - \$170,000	4	7.84%	162,200	0	159,900	169,900	0
\$170,001 and up	8	15.69%	190,950	182,000	199,900	180,000	0
Median List Price	85,000			30,000	108,900	94,000	0
Total Closed Units	51	100%	85,000	17	27	7	
Total Closed Volume	4,489,175			816.30K	3.04M	629.70K	0.00B

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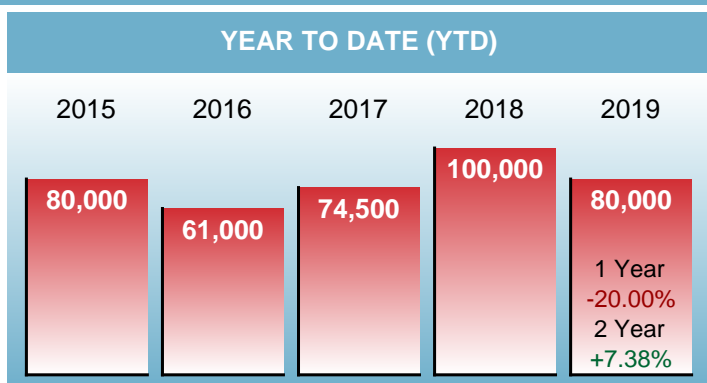
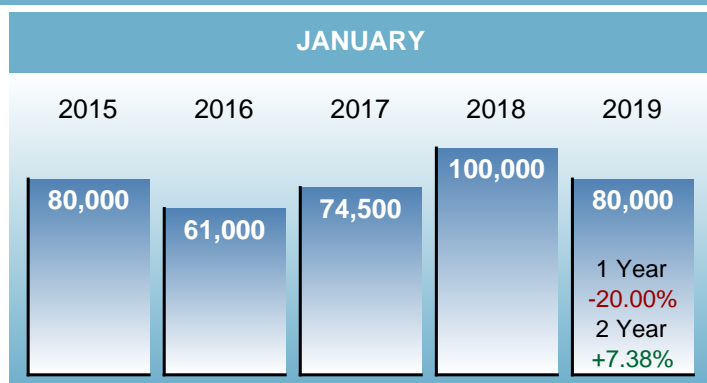
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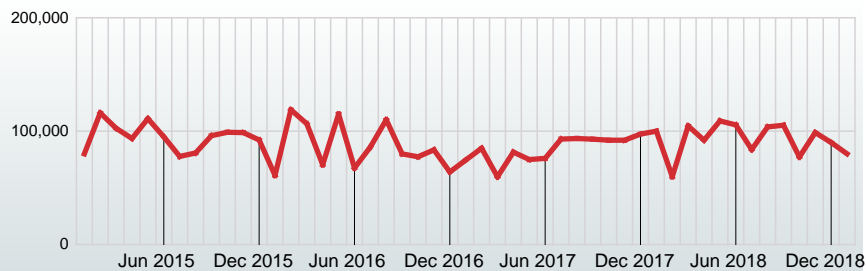
## MEDIAN SOLD PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 79,100      3 MONTHS



**High**  
Feb 2016 = 118,825  
**Low**  
Mar 2017 = 59,750  
*Median Sold Price*  
this month at **80,000**,  
above the 5 yr JAN  
average of **79,100**

NOV	98,750
DEC	90,000 -8.86%
JAN	80,000 -11.11%

### 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
\$10,000 and less	4	7.84%	9,250	9,250	0	0	0
\$10,001 - \$20,000	6	11.76%	16,000	16,000	20,000	15,500	0
\$20,001 - \$50,000	11	21.57%	30,000	40,000	28,950	35,750	0
\$50,001 - \$90,000	7	13.73%	80,000	84,500	72,000	0	0
\$90,001 - \$130,000	12	23.53%	107,450	95,000	111,000	98,500	0
\$130,001 - \$170,000	4	7.84%	162,250	0	160,000	165,000	0
\$170,001 and up	7	13.73%	190,000	175,000	200,000	173,500	0
Median Sold Price			80,000	29,000	110,000	94,000	0
Total Closed Units		100%	80,000	17	27	7	
Total Closed Volume			4,338,250	751.85K	2.98M	602.25K	0.00B

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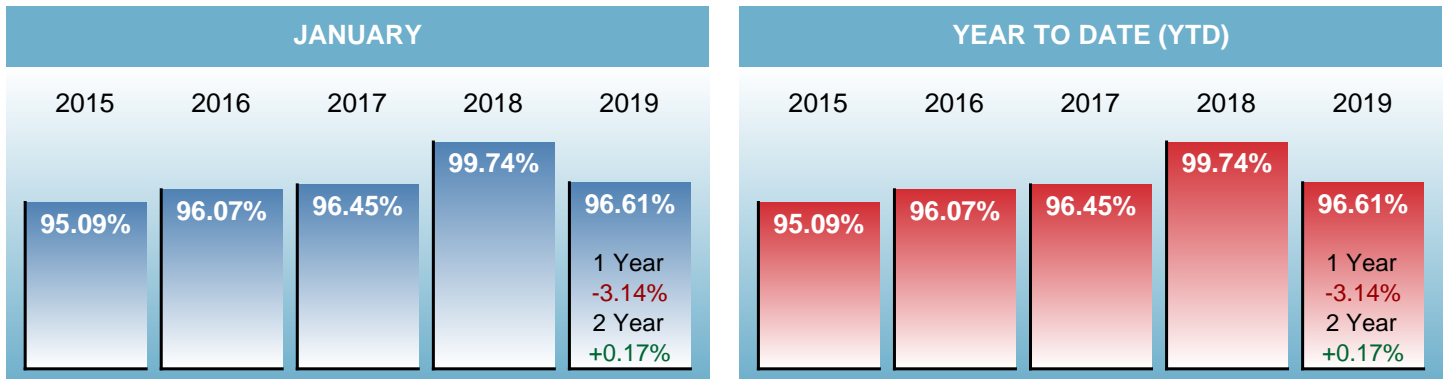
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## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

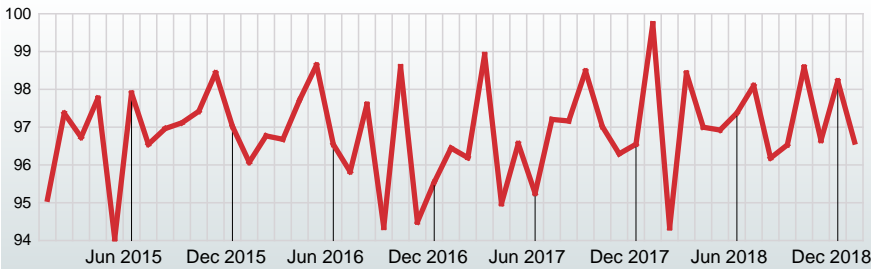
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 96.79%

3 MONTHS



**High**  
Jan 2018 = 99.74%

**Low**  
May 2015 = 94.05%

*Median Sold/List Ratio*  
this month at **96.61%**,  
equal to 5 yr JAN  
average of **96.79%**

NOV 96.65%

DEC 98.22%  
1.63%

JAN 96.61%  
-1.65%

### 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
\$10,000 and less	4	7.84%	69.90%	69.90%	0.00%	0.00%	0.00%
\$10,001 \$20,000	6	11.76%	77.66%	91.43%	80.32%	65.05%	0.00%
\$20,001 \$50,000	11	21.57%	92.14%	86.96%	96.07%	92.86%	0.00%
\$50,001 \$90,000	7	13.73%	100.00%	96.83%	100.00%	0.00%	0.00%
\$90,001 \$130,000	12	23.53%	100.00%	100.00%	100.00%	101.76%	0.00%
\$130,001 \$170,000	4	7.84%	98.56%	0.00%	100.00%	97.12%	0.00%
\$170,001 and up	7	13.73%	96.39%	96.15%	97.28%	96.39%	0.00%
Median Sold/List Ratio		96.61%		91.43%	100.00%	96.39%	0.00%
Total Closed Units	51	100%	96.61%	17	27	7	
Total Closed Volume	4,338,250			751.85K	2.98M	602.25K	0.00B

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

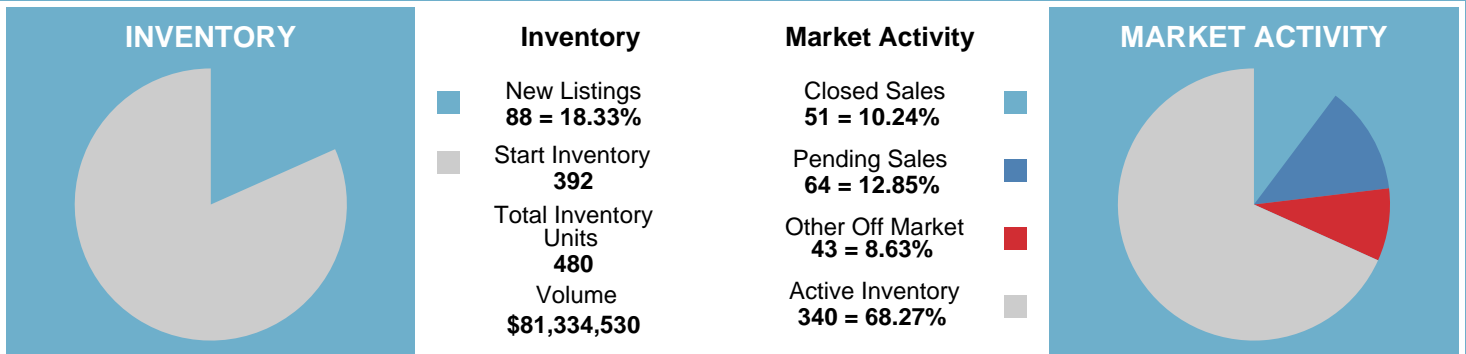
# January 2019

Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

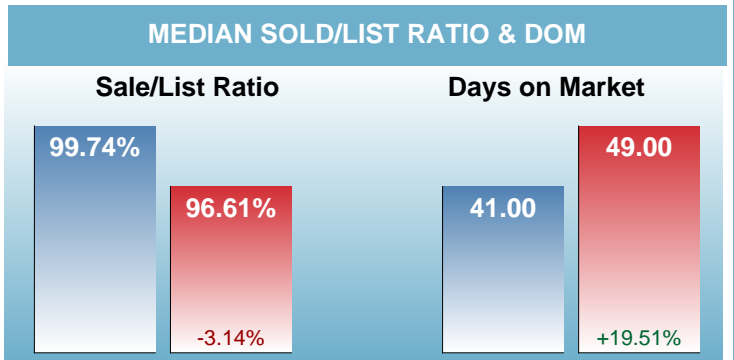
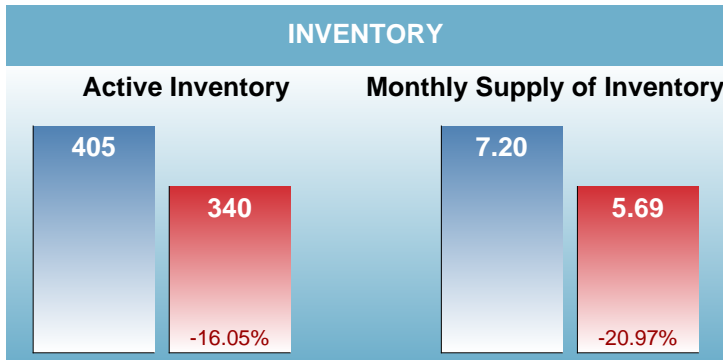
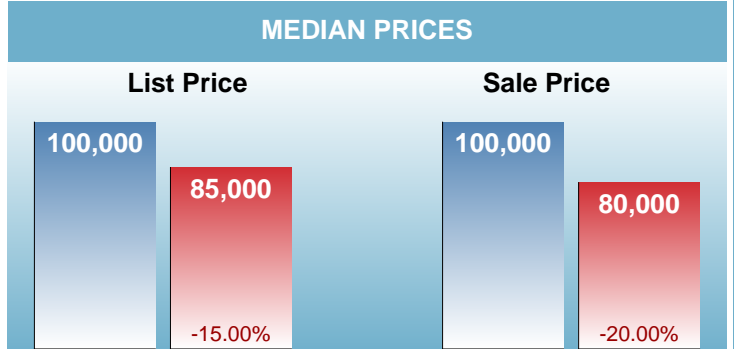
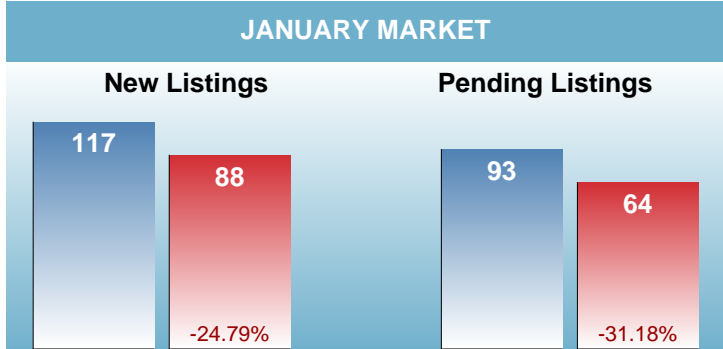


Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	53	51	-3.77%	53	51	-3.77%
Pending Sales	93	64	-31.18%	93	64	-31.18%
New Listings	117	88	-24.79%	117	88	-24.79%
Median List Price	100,000	85,000	-15.00%	100,000	85,000	-15.00%
Median Sale Price	100,000	80,000	-20.00%	100,000	80,000	-20.00%
Median Percent of Selling Price to List Price	99.74%	96.61%	-3.14%	99.74%	96.61%	-3.14%
Median Days on Market to Sale	41.00	49.00	19.51%	41.00	49.00	19.51%
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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