

July 2019

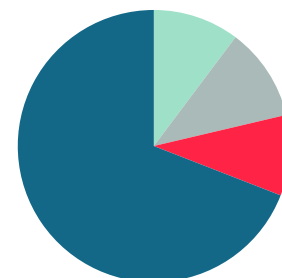
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 12, 2019 for MLS Technology Inc.

Compared Metrics	2018	July 2019	+/-%
Closed Listings	63	62	-1.59%
Pending Listings	67	67	0.00%
New Listings	113	130	15.04%
Average List Price	108,694	137,115	26.15%
Average Sale Price	103,565	131,023	26.51%
Average Percent of Selling Price to List Price	99.82%	94.71%	-5.12%
Average Days on Market to Sale	45.59	35.45	-22.23%
End of Month Inventory	480	418	-12.92%
Months Supply of Inventory	7.61	7.17	-5.83%



■ Closed (10.25%)
■ Pending (11.07%)
■ Other OffMarket (9.59%)
■ Active (69.09%)

Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of July 31, 2019 = **418**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2019 decreased **12.92%** to 418 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **7.17** 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 **26.51%** in July 2019 to \$131,023 versus the previous year at \$103,565.

Average Days on Market Shortens

The average number of **35.45** days that homes spent on the market before selling decreased by 10.14 days or **22.23%** in July 2019 compared to last year's same month at **45.59** DOM.

Sales Success for July 2019 is Positive

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

There were 130 New Listings in July 2019, up **15.04%** from last year at 113. Furthermore, there were 62 Closed Listings this month versus last year at 63, a **-1.59%** decrease.

Closed versus Listed trends yielded a **47.7%** ratio, down from previous year's, July 2018, at **55.8%**, a **14.46%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

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

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

July 2019



Area Delimited by County Of Muskogee

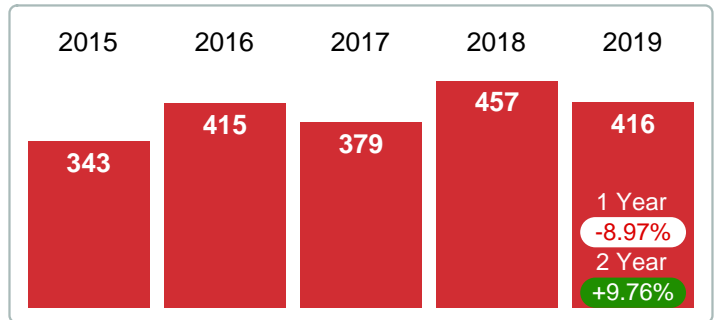
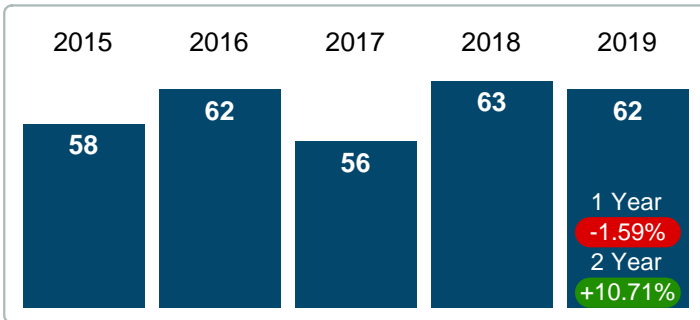


CLOSED LISTINGS

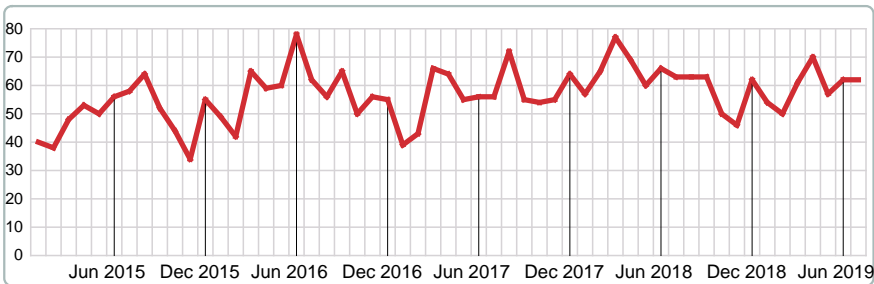
Report produced on Aug 12, 2019 for MLS Technology Inc.

JULY

YEAR TO DATE (YTD)

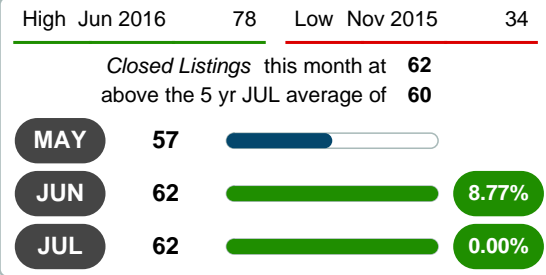


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 60



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	9.68%	52.3	3	2	0	1
\$20,001 - \$30,000	5	8.06%	46.0	2	3	0	0
\$30,001 - \$90,000	11	17.74%	27.5	5	6	0	0
\$90,001 - \$140,000	15	24.19%	44.0	1	13	1	0
\$140,001 - \$190,000	12	19.35%	27.8	1	10	1	0
\$190,001 - \$250,000	7	11.29%	31.0	0	4	2	1
\$250,001 and up	6	9.68%	23.5	2	1	2	1
Total Closed Units	62			14	39	6	3
Total Closed Volume	8,123,410	100%	35.5	1.13M	5.13M	1.26M	604.90K
Average Closed Price	\$131,023			\$81,029	\$131,467	\$209,483	\$201,633

July 2019



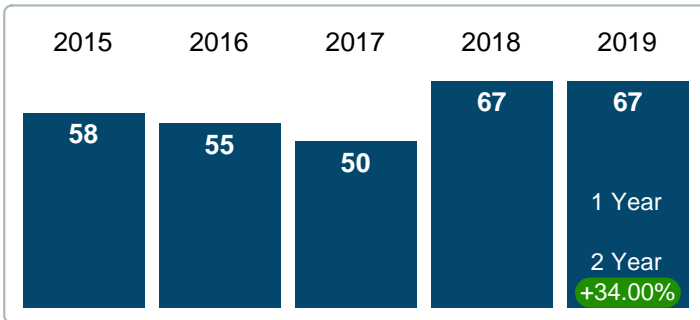
Area Delimited by County Of Muskogee



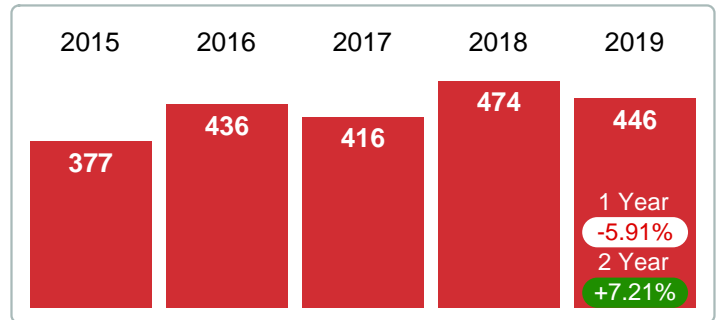
PENDING LISTINGS

Report produced on Aug 12, 2019 for MLS Technology Inc.

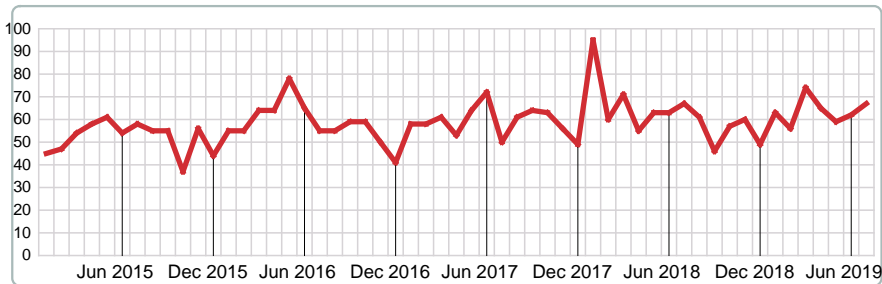
JULY



YEAR TO DATE (YTD)

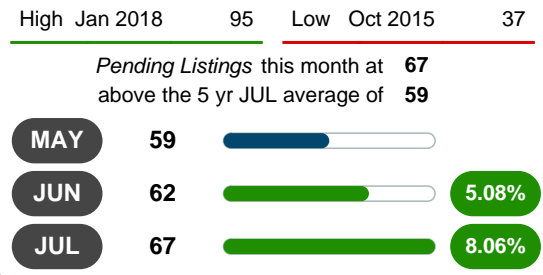


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	8.96%	26.8	4	2	0	0
\$20,001 - \$50,000	9	13.43%	55.3	7	2	0	0
\$50,001 - \$90,000	10	14.93%	26.3	4	5	1	0
\$90,001 - \$150,000	16	23.88%	59.6	5	10	1	0
\$150,001 - \$180,000	9	13.43%	50.9	1	8	0	0
\$180,001 - \$280,000	11	16.42%	73.3	1	3	6	1
\$280,001 and up	6	8.96%	35.8	1	2	3	0
Total Pending Units	67			23	32	11	1
Total Pending Volume	9,346,350	100%	39.8	2.08M	4.49M	2.52M	258.90K
Average Listing Price	\$106,817			\$90,285	\$140,200	\$229,500	\$258,900

July 2019



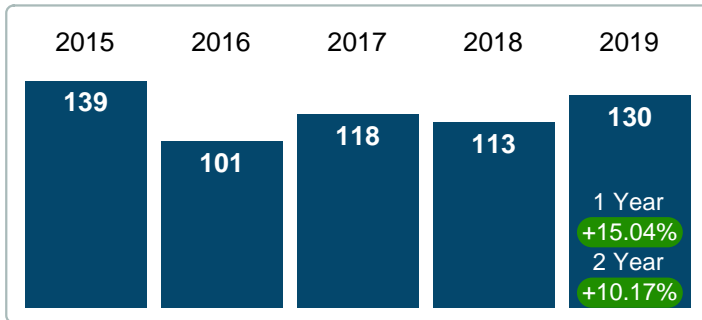
Area Delimited by County Of Muskogee



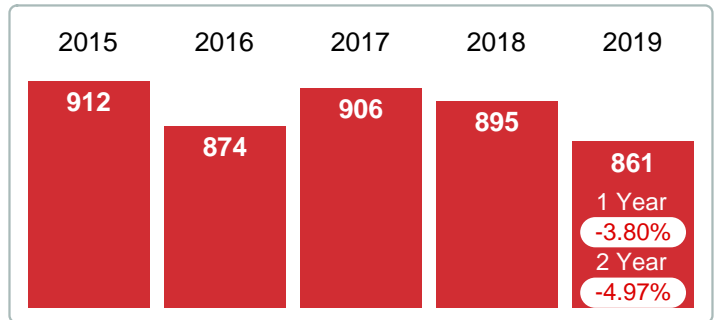
NEW LISTINGS

Report produced on Aug 12, 2019 for MLS Technology Inc.

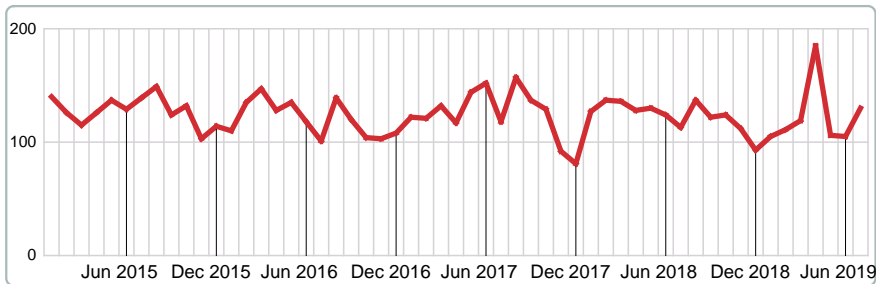
JULY



YEAR TO DATE (YTD)

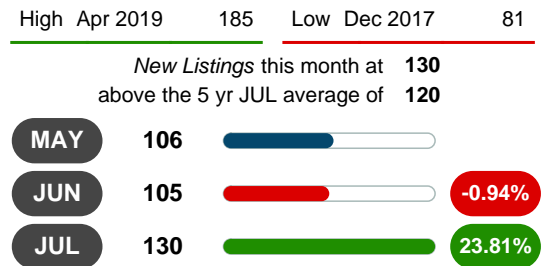


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 120



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	8	6.15%	6	2	0	0
\$20,001 - \$60,000	21	16.15%	17	3	0	1
\$60,001 - \$80,000	12	9.23%	5	3	4	0
\$80,001 - \$160,000	40	30.77%	10	27	3	0
\$160,001 - \$230,000	18	13.85%	1	6	9	2
\$230,001 - \$340,000	19	14.62%	5	5	7	2
\$340,001 and up	12	9.23%	6	3	1	2
Total New Listed Units	130		50	49	24	7
Total New Listed Volume	24,385,825	100%	8.27M	8.77M	5.34M	2.01M
Average New Listed Listing Price	\$70,663		\$165,311	\$179,075	\$222,450	\$286,686

July 2019



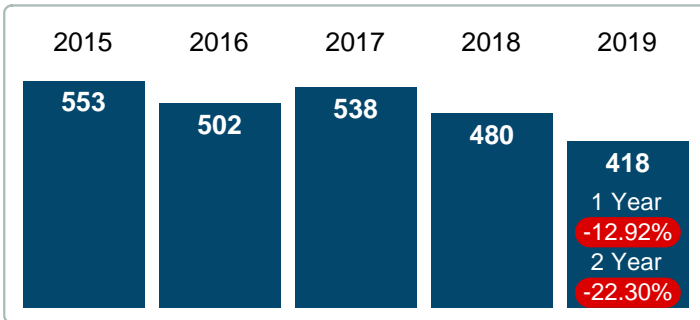
Area Delimited by County Of Muskogee



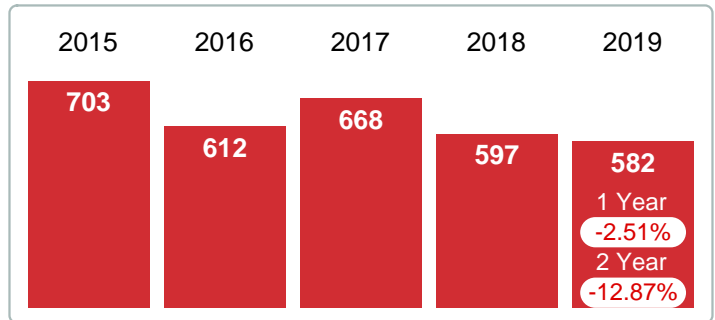
ACTIVE INVENTORY

Report produced on Aug 12, 2019 for MLS Technology Inc.

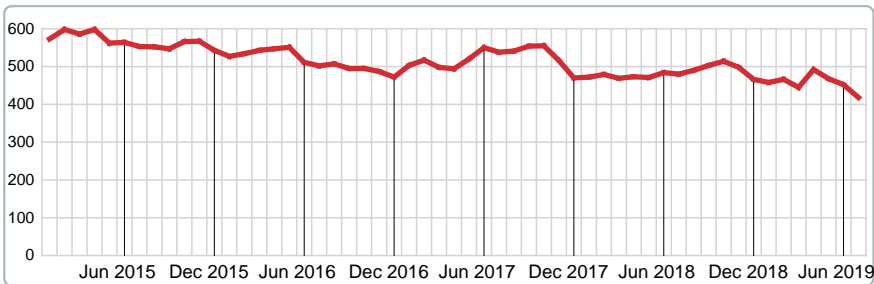
END OF JULY



ACTIVE DURING JULY

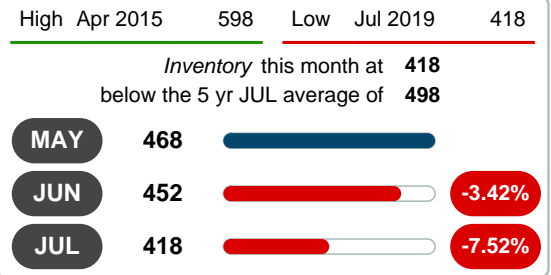


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 498



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	83	19.86%	109.6	73	8	1	1
\$25,001-\$50,000	49	11.72%	86.1	38	11	0	0
\$50,001-\$125,000	115	27.51%	69.3	47	54	12	2
\$125,001-\$225,000	72	17.22%	78.1	29	21	20	2
\$225,001-\$400,000	57	13.64%	70.4	22	11	18	6
\$400,001 and up	42	10.05%	81.5	28	8	4	2
Total Active Inventory by Units	418			237	113	55	13
Total Active Inventory by Volume	77,528,547	100%	82.2	44.33M	17.16M	12.74M	3.30M
Average Active Inventory Listing Price	\$185,475			\$187,037	\$151,897	\$231,551	\$253,923

July 2019



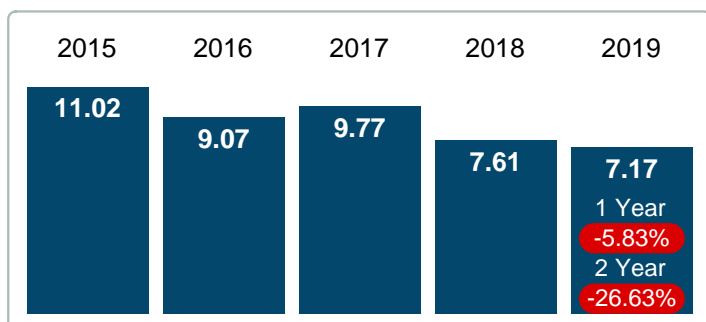
Area Delimited by County Of Muskogee



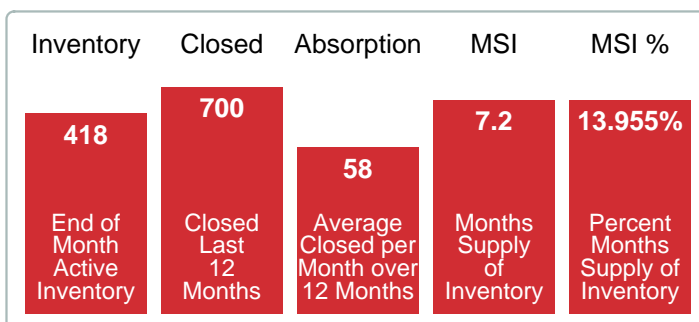
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Aug 12, 2019 for MLS Technology Inc.

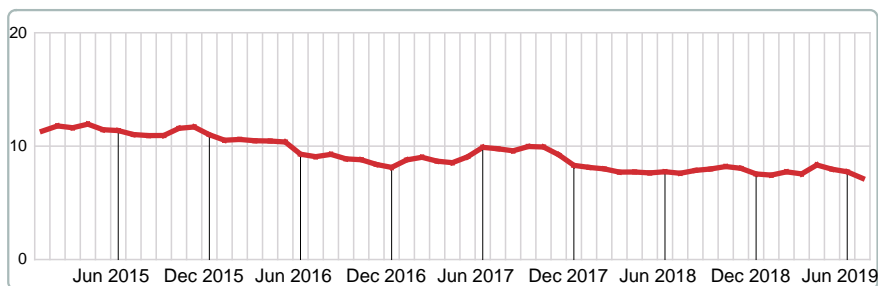
MSI FOR JULY



INDICATORS FOR JULY 2019

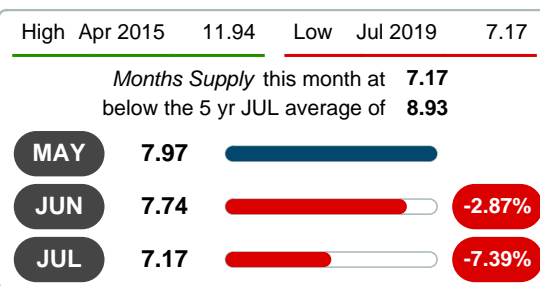


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 8.93



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	18	4.31%	10.80	12.00	12.00	0.00	0.00
\$10,001 - \$30,000	78	18.66%	10.64	17.86	3.43	4.00	0.00
\$30,001 - \$60,000	55	13.16%	5.89	10.25	2.77	1.09	12.00
\$60,001 - \$130,000	104	24.88%	5.60	15.38	4.00	3.79	4.00
\$130,001 - \$230,000	65	15.55%	4.08	16.00	1.86	5.43	12.00
\$230,001 - \$410,000	56	13.40%	11.02	17.60	7.06	9.00	14.40
\$410,001 and up	42	10.05%	100.80	168.00	32.00	0.00	0.00
Market Supply of Inventory (MSI)			7.17	16.25	3.44	5.55	13.00
Total Active Inventory by Units		100%	7.17	237	113	55	13

July 2019



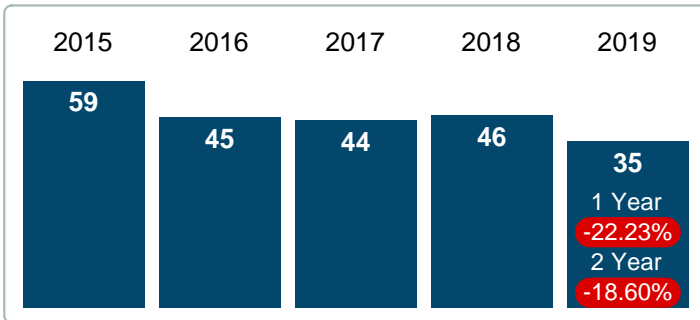
Area Delimited by County Of Muskogee



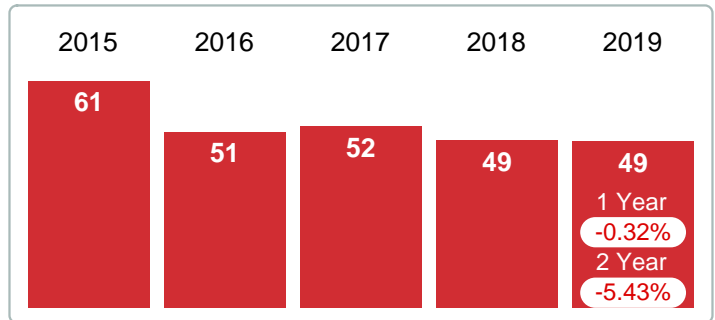
AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 12, 2019 for MLS Technology Inc.

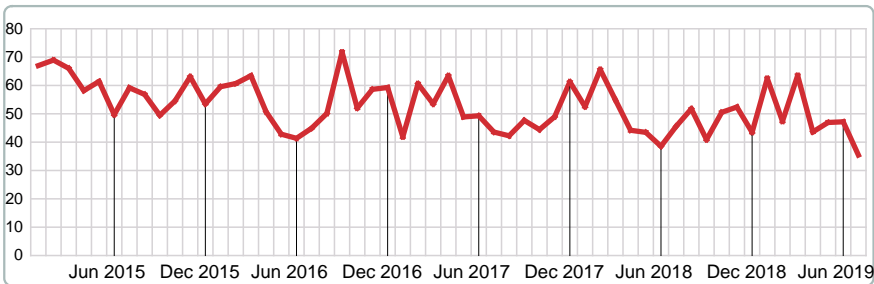
JULY



YEAR TO DATE (YTD)

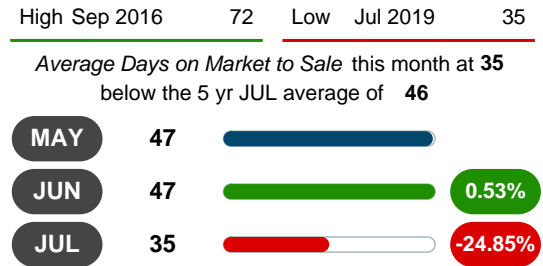


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 46



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
\$20,000 and less	9.68%	52	32	48	0	121
\$20,001 \$30,000	8.06%	46	61	36	0	0
\$30,001 \$90,000	17.74%	27	29	26	0	0
\$90,001 \$140,000	24.19%	44	80	32	162	0
\$140,001 \$190,000	19.35%	28	8	23	93	0
\$190,001 \$250,000	11.29%	31	0	37	5	60
\$250,001 and up	9.68%	24	32	19	8	43
Average Closed DOM		36	37	30	47	75
Total Closed Units	100%	62	14	39	6	3
Total Closed Volume		8,123,410	1.13M	5.13M	1.26M	604.90K

July 2019



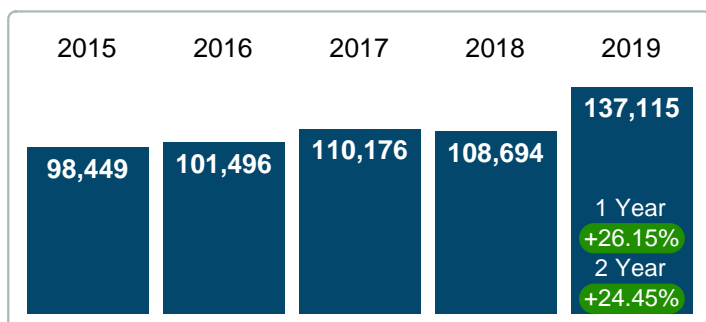
Area Delimited by County Of Muskogee



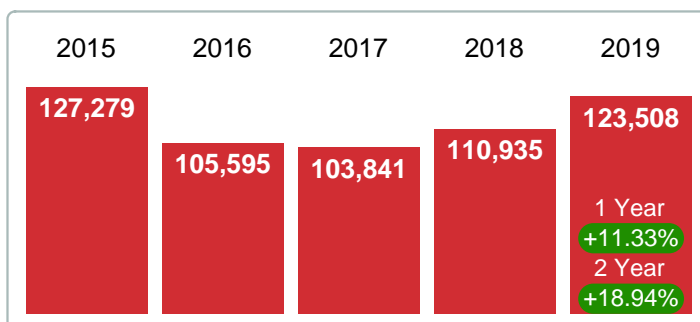
AVERAGE LIST PRICE AT CLOSING

Report produced on Aug 12, 2019 for MLS Technology Inc.

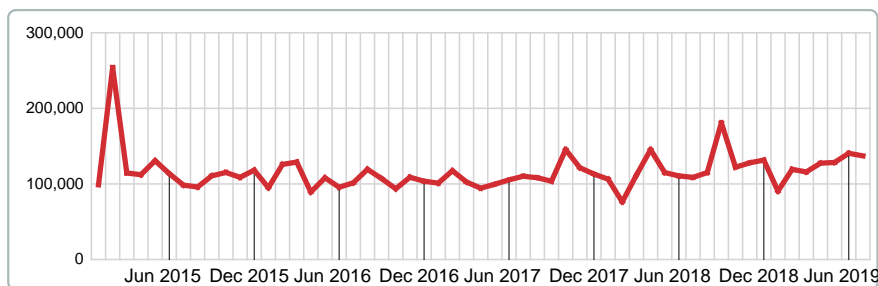
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUL AVG = 111,186

High Feb 2015 253,926 Low Feb 2018 76,304

Average List Price at Closing this month at **137,115**
above the 5 yr JUL average of **111,186**

MAY	128,434	<div style="width: 80%;"></div>
JUN	140,549	<div style="width: 100%;"></div> 9.43%
JUL	137,115	<div style="width: 90%;"></div> -2.44%

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
\$20,000 and less 6	9.68%	9,325	6,417	14,900	0	6,900
\$20,001 \$30,000 5	8.06%	28,140	28,500	33,933	0	0
\$30,001 \$90,000 10	16.13%	53,120	41,260	68,467	0	0
\$90,001 \$140,000 15	24.19%	122,927	125,000	127,446	107,000	0
\$140,001 \$190,000 11	17.74%	165,436	199,900	170,130	169,500	0
\$190,001 \$250,000 7	11.29%	223,543	0	253,200	234,500	225,000
\$250,001 and up 8	12.90%	318,100	322,500	425,000	274,000	385,000
Average List Price		137,115	89,461	136,879	215,583	205,633
Total Closed Units		62	14	39	6	3
Total Closed Volume		8,501,150	1.25M	5.34M	1.29M	616.90K

July 2019



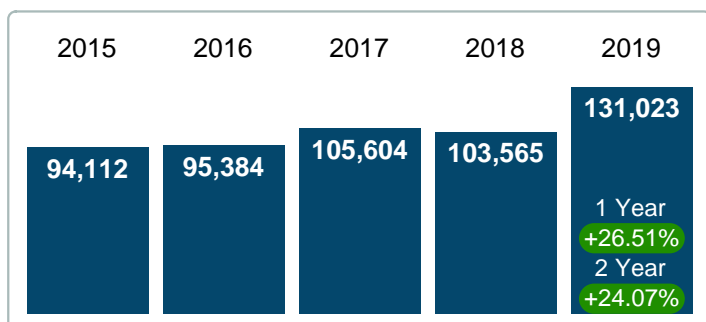
Area Delimited by County Of Muskogee



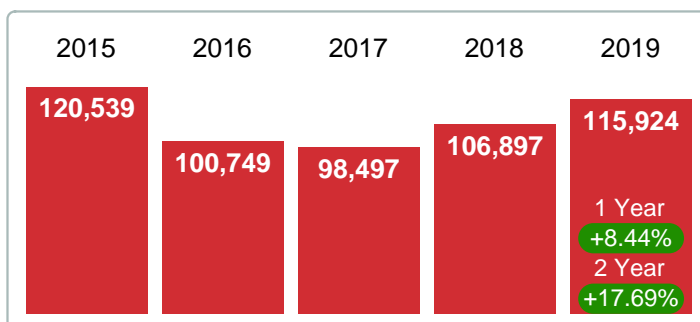
AVERAGE SOLD PRICE AT CLOSING

Report produced on Aug 12, 2019 for MLS Technology Inc.

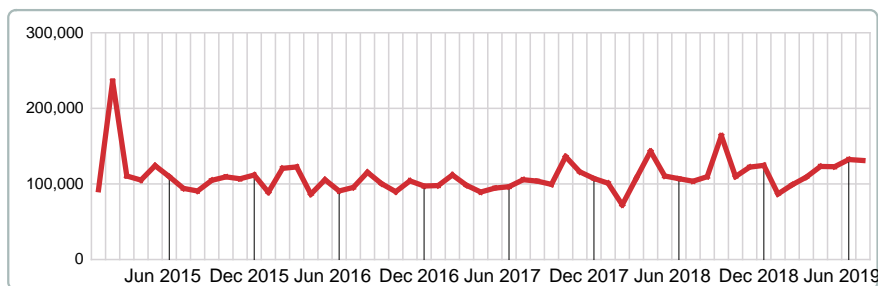
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

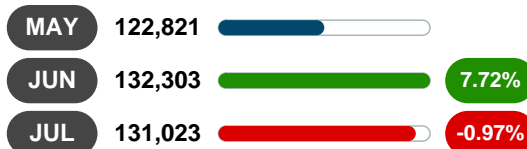


3 MONTHS

5 year JUL AVG = 105,938

High Feb 2015 235,889 Low Feb 2018 72,347

Average Sold Price at Closing this month at 131,023 above the 5 yr JUL average of 105,938



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
\$20,000 and less	9.68%	8,376	4,817	14,453	0	6,900
\$20,001 \$30,000	8.06%	27,570	27,025	27,933	0	0
\$30,001 \$90,000	17.74%	52,171	38,200	63,813	0	0
\$90,001 \$140,000	24.19%	123,262	120,000	124,917	105,000	0
\$140,001 \$190,000	19.35%	164,933	190,000	163,920	150,000	0
\$190,001 \$250,000	11.29%	231,929	0	235,875	228,500	223,000
\$250,001 and up	9.68%	318,300	282,450	425,000	272,450	375,000
Average Sold Price		131,023	81,029	131,467	209,483	201,633
Total Closed Units	100%	131,023	14	39	6	3
Total Closed Volume		8,123,410	1.13M	5.13M	1.26M	604.90K

July 2019



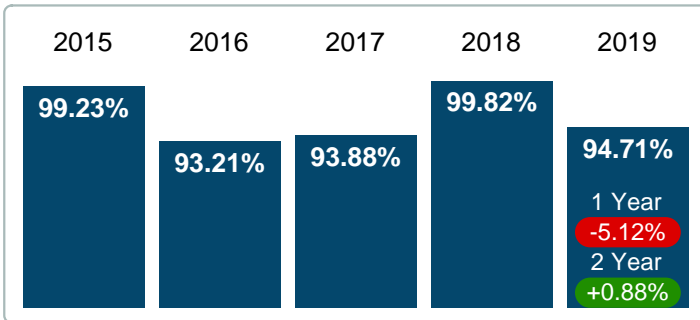
Area Delimited by County Of Muskogee



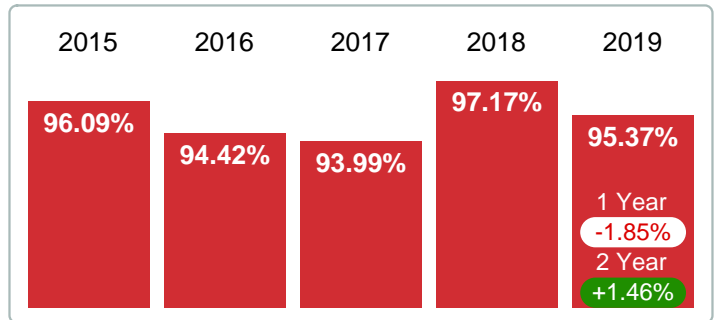
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Aug 12, 2019 for MLS Technology Inc.

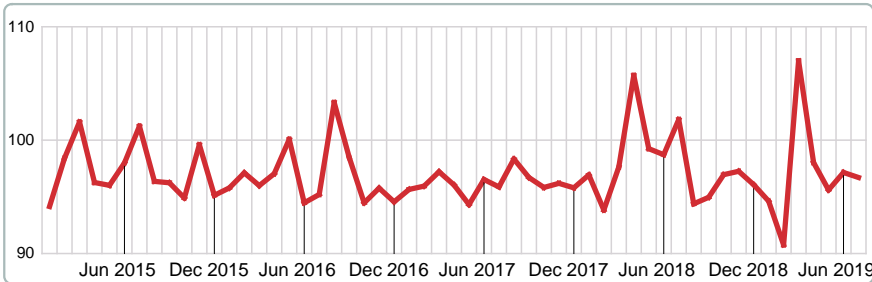
JULY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

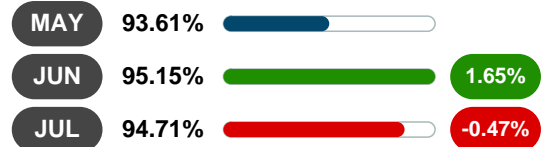


3 MONTHS

5 year JUL AVG = 96.17%

High Mar 2019 105.00% Low Feb 2019 88.76%

Average Sold/List Ratio this month at **94.71%**
below the 5 yr JUL average of **96.17%**



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
\$20,000 and less	6	9.68%	88.06%	78.13%	97.00%	0.00%	100.00%
\$20,001 \$30,000	5	8.06%	90.13%	94.92%	86.93%	0.00%	0.00%
\$30,001 \$90,000	11	17.74%	94.17%	94.61%	93.80%	0.00%	0.00%
\$90,001 \$140,000	15	24.19%	97.94%	96.00%	98.07%	98.13%	0.00%
\$140,001 \$190,000	12	19.35%	95.73%	95.05%	96.52%	88.50%	0.00%
\$190,001 \$250,000	7	11.29%	95.28%	0.00%	93.33%	97.27%	99.11%
\$250,001 and up	6	9.68%	95.35%	87.76%	100.00%	99.58%	97.40%
Average Sold/List Ratio		94.70%		90.27%	95.67%	96.72%	98.84%
Total Closed Units		62	100%	14	39	6	3
Total Closed Volume		8,123,410		1.13M	5.13M	1.26M	604.90K

July 2019



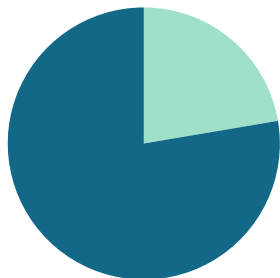
Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Aug 12, 2019 for MLS Technology Inc.

INVENTORY

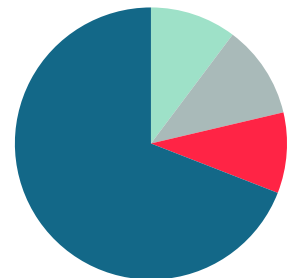


Inventory
 New Listings
130 = 22.34%
 Start Inventory
452
 Total Inventory Units
582
 Volume
\$222,597,397

Market Activity

Closed Sales
62 = 10.25%
 Pending Sales
67 = 11.07%
 Other Off Market
58 = 9.59%
 Active Inventory
418 = 69.09%

MARKET ACTIVITY



Compared Metrics	July			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	63	62	-1.59%	457	416	-8.97%
Pending Sales	67	67	0.00%	474	446	-5.91%
New Listings	113	130	15.04%	895	861	-3.80%
Average List Price	108,694	137,115	26.15%	110,935	123,508	11.33%
Average Sale Price	103,565	131,023	26.51%	106,897	115,924	8.44%
Average Percent of Selling Price to List Price	99.82%	94.71%	-5.12%	97.17%	95.37%	-1.85%
Average Days on Market to Sale	45.59	35.45	-22.23%	49.35	49.19	-0.32%
Monthly Inventory	480	418	-12.92%	480	418	-12.92%
Months Supply of Inventory	7.61	7.17	-5.83%	7.61	7.17	-5.83%

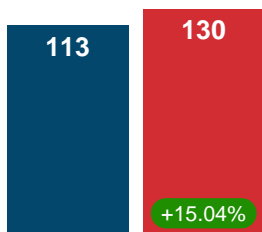
Absorption: Last 12 months, an Average of **58** Sales/Month

Inventory on July 31, 2019 = **418**

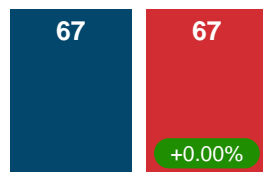
2018 **2019**

JULY MARKET

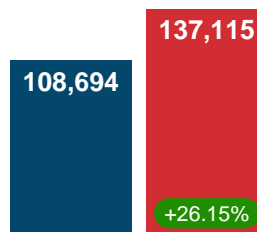
New Listings



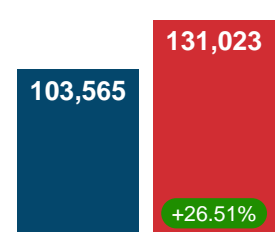
Pending Listings



List Price

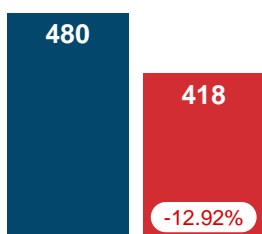


Sale Price

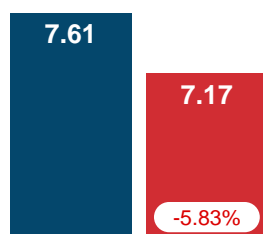


INVENTORY

Active Inventory

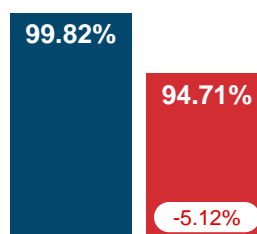


Monthly Supply of Inventory



AVERAGE SOLD/LIST RATIO & DOM

Sale/List Ratio



Days on Market

