

# July 2019



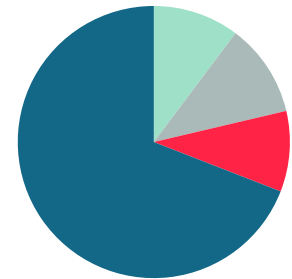
Area Delimited by County Of Muskogee



## 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%
Median List Price	88,000	136,500	55.11%
Median Sale Price	85,500	134,500	57.31%
Median Percent of Selling Price to List Price	97.70%	98.06%	0.37%
Median Days on Market to Sale	32.00	20.00	-37.50%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **57.31%** in July 2019 to \$134,500 versus the previous year at \$85,500.

#### Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 12.00 days or **37.50%** in July 2019 compared to last year's same month at **32.00** DOM.

#### Sales Success for July 2019 is Positive

Overall, with Median 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

<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 Selling Price to List 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?

Contact an experienced REALTOR®

**MLS Technology Inc. -**

**Phone:** 918-663-7500

**Email:** support@mlstechnology.com

# July 2019



Area Delimited by County Of Muskogee

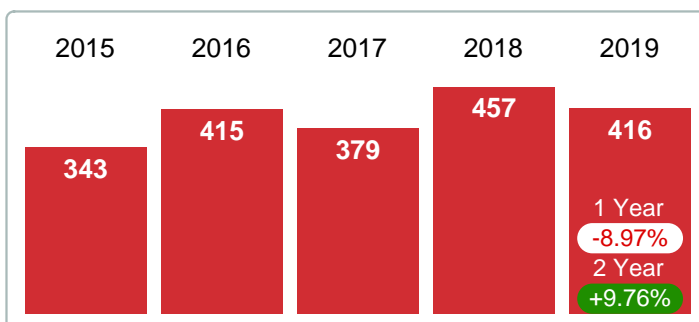
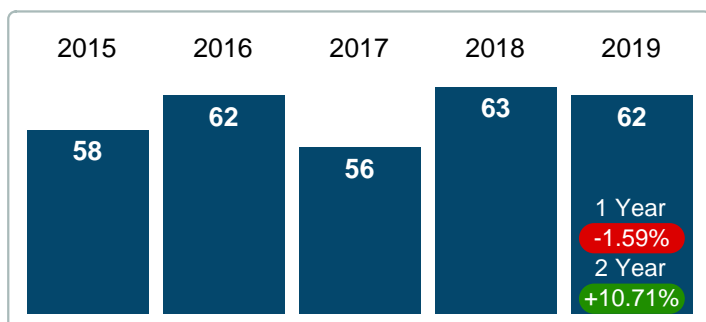


## CLOSED LISTINGS

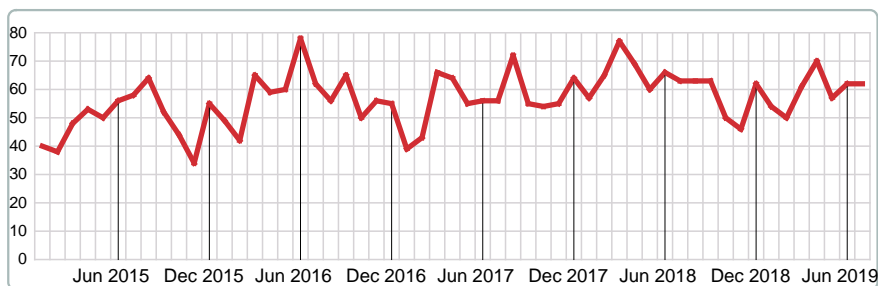
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### JULY

### YEAR TO DATE (YTD)

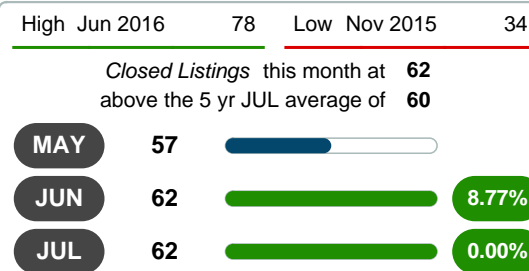


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 60



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	9.68%	46.5	3	2	0	1
\$20,001 - \$30,000	5	8.06%	43.0	2	3	0	0
\$30,001 - \$90,000	11	17.74%	33.0	5	6	0	0
\$90,001 - \$140,000	15	24.19%	22.0	1	13	1	0
\$140,001 - \$190,000	12	19.35%	8.0	1	10	1	0
\$190,001 - \$250,000	7	11.29%	18.0	0	4	2	1
\$250,001 and up	6	9.68%	14.0	2	1	2	1
<b>Total Closed Units</b>	<b>62</b>			<b>14</b>	<b>39</b>	<b>6</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>8,123,410</b>	<b>100%</b>	<b>20.0</b>	<b>1.13M</b>	<b>5.13M</b>	<b>1.26M</b>	<b>604.90K</b>
<b>Median Closed Price</b>	<b>\$134,500</b>			<b>\$32,500</b>	<b>\$135,000</b>	<b>\$228,500</b>	<b>\$223,000</b>

# July 2019



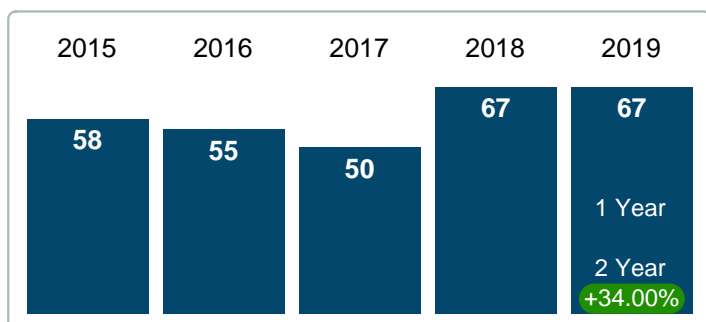
Area Delimited by County Of Muskogee



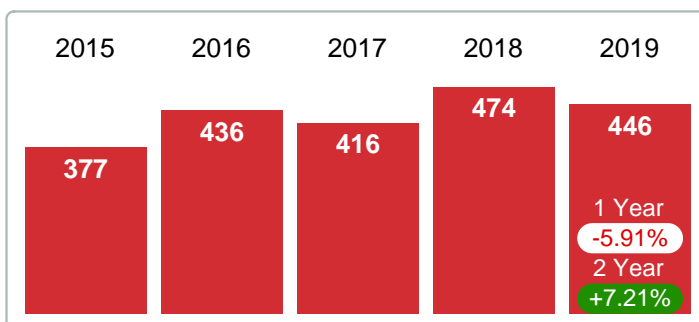
## PENDING LISTINGS

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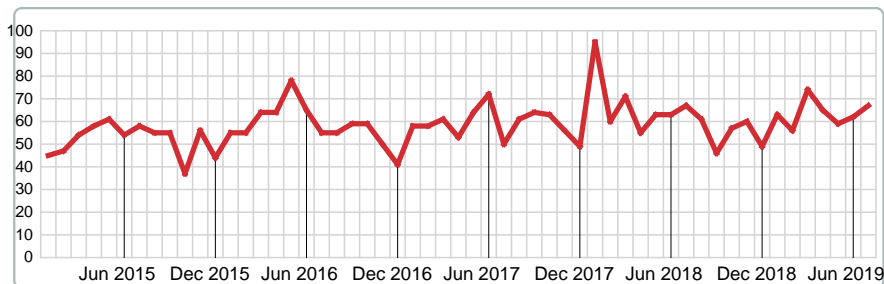
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

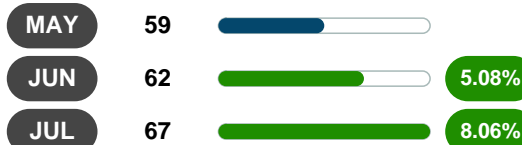


### 3 MONTHS

5 year JUL AVG = 59

High Jan 2018 95 Low Oct 2015 37

Pending Listings this month at **67**  
above the 5 yr JUL average of **59**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	8.96%	14.0	4	2	0	0
\$20,001 - \$50,000	9	13.43%	53.0	7	2	0	0
\$50,001 - \$90,000	10	14.93%	22.5	4	5	1	0
\$90,001 - \$150,000	16	23.88%	46.0	5	10	1	0
\$150,001 - \$180,000	9	13.43%	19.0	1	8	0	0
\$180,001 - \$280,000	11	16.42%	90.0	1	3	6	1
\$280,001 and up	6	8.96%	39.5	1	2	3	0
<b>Total Pending Units</b>	<b>67</b>			<b>23</b>	<b>32</b>	<b>11</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>9,346,350</b>	<b>100%</b>	<b>34.0</b>	<b>2.08M</b>	<b>4.49M</b>	<b>2.52M</b>	<b>258.90K</b>
<b>Median Listing Price</b>	<b>\$119,500</b>			<b>\$54,950</b>	<b>\$119,750</b>	<b>\$249,000</b>	<b>\$258,900</b>

# July 2019



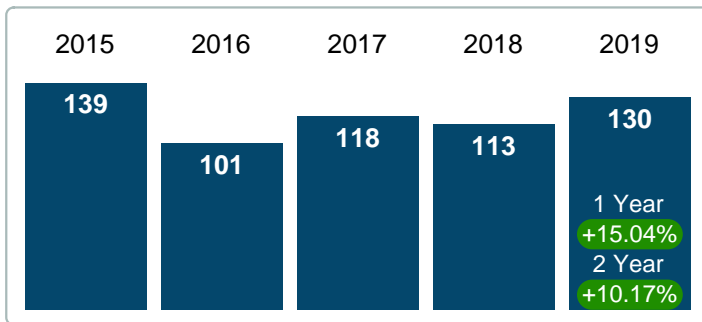
Area Delimited by County Of Muskogee



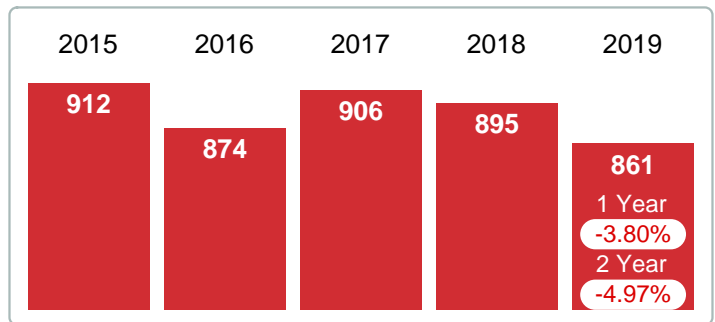
## NEW LISTINGS

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

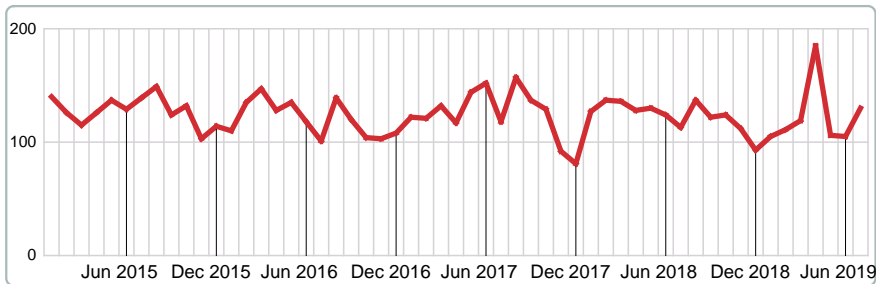
### JULY



### YEAR TO DATE (YTD)

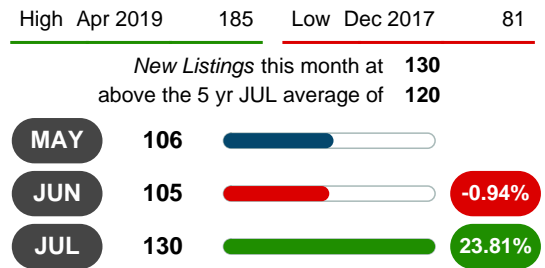


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>130</b>		<b>50</b>	<b>49</b>	<b>24</b>	<b>7</b>
<b>Total New Listed Volume</b>	<b>24,385,825</b>	<b>100%</b>	<b>8.27M</b>	<b>8.77M</b>	<b>5.34M</b>	<b>2.01M</b>
<b>Median New Listed Listing Price</b>	<b>\$119,700</b>		<b>\$74,400</b>	<b>\$116,900</b>	<b>\$189,900</b>	<b>\$289,900</b>

# July 2019



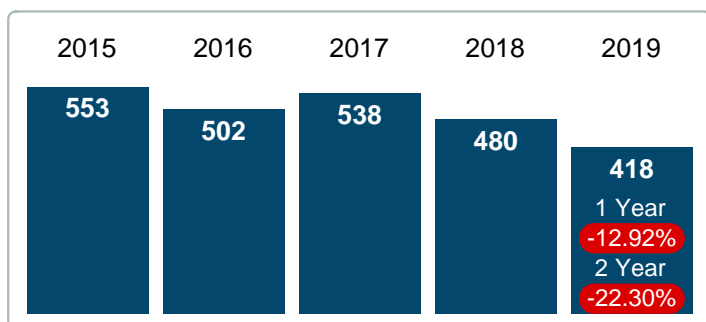
Area Delimited by County Of Muskogee



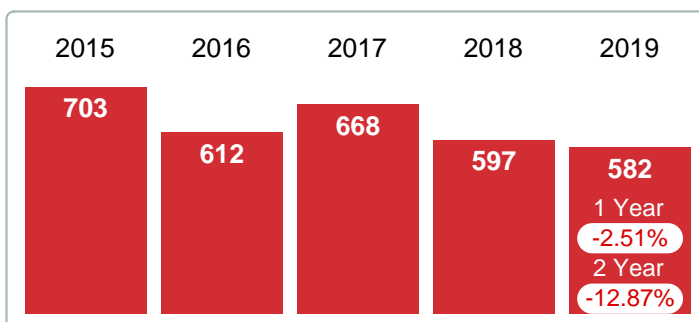
## ACTIVE INVENTORY

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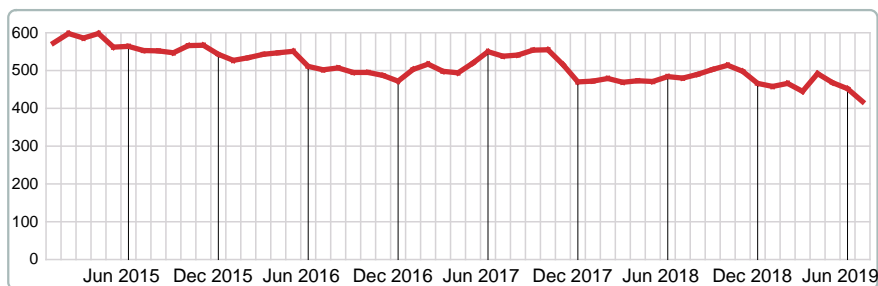
### END OF JULY



### ACTIVE DURING JULY

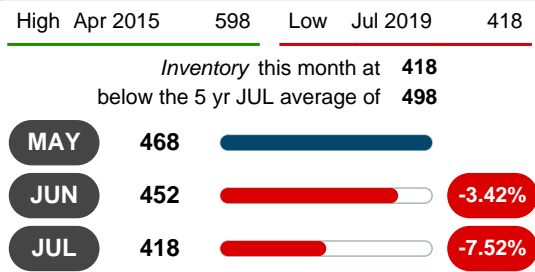


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUL AVG = 498



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	18	4.31%	89.0	17	1	0	0
\$10,001 - \$30,000	78	18.66%	110.0	64	12	1	1
\$30,001 - \$60,000	55	13.16%	86.0	41	12	1	1
\$60,001 - \$130,000	104	24.88%	58.5	41	50	12	1
\$130,001 - \$230,000	65	15.55%	64.0	24	20	19	2
\$230,001 - \$410,000	56	13.40%	67.0	22	10	18	6
\$410,001 and up	42	10.05%	70.0	28	8	4	2
<b>Total Active Inventory by Units</b>	<b>418</b>			<b>237</b>	<b>113</b>	<b>55</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>77,528,547</b>	<b>100%</b>	<b>80.5</b>	<b>44.33M</b>	<b>17.16M</b>	<b>12.74M</b>	<b>3.30M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$99,538</b>			<b>\$59,500</b>	<b>\$105,000</b>	<b>\$186,500</b>	<b>\$289,900</b>

# July 2019



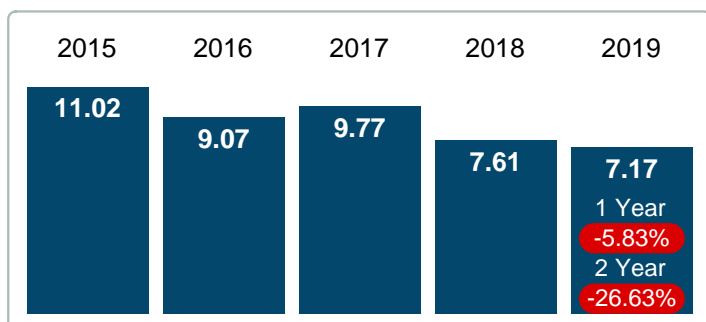
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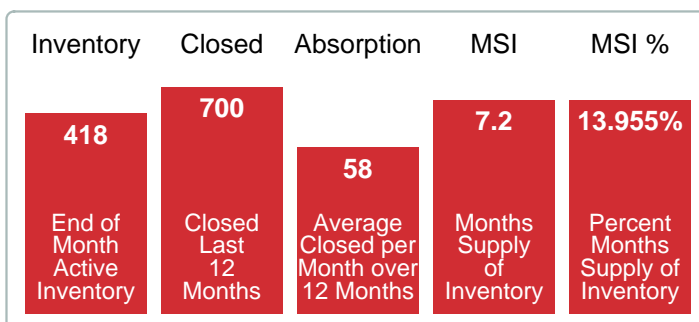
## MONTHS SUPPLY of INVENTORY (MSI)

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

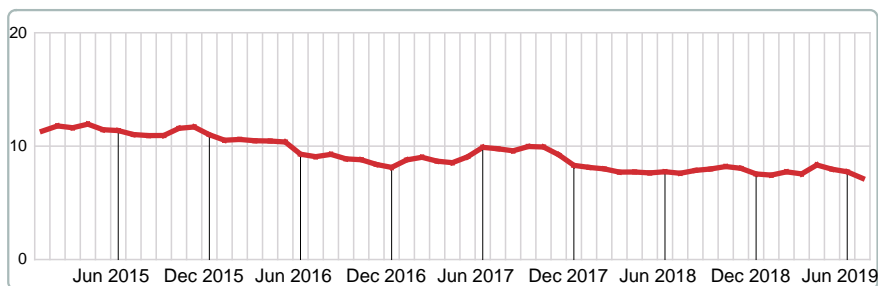
### MSI FOR JULY



### INDICATORS FOR JULY 2019

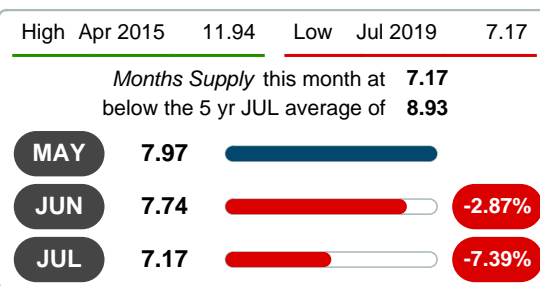


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



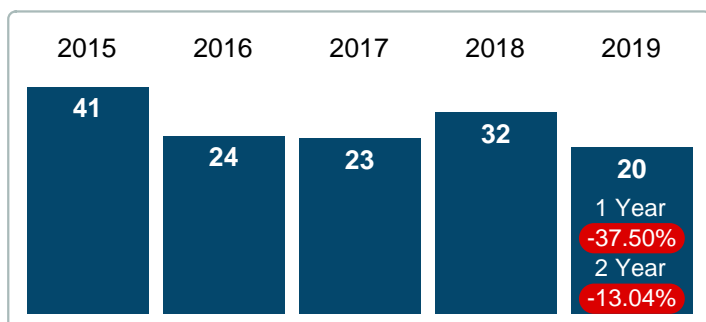
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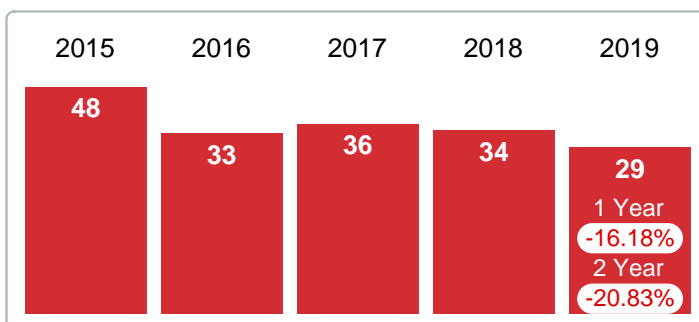
## MEDIAN DAYS ON MARKET TO SALE

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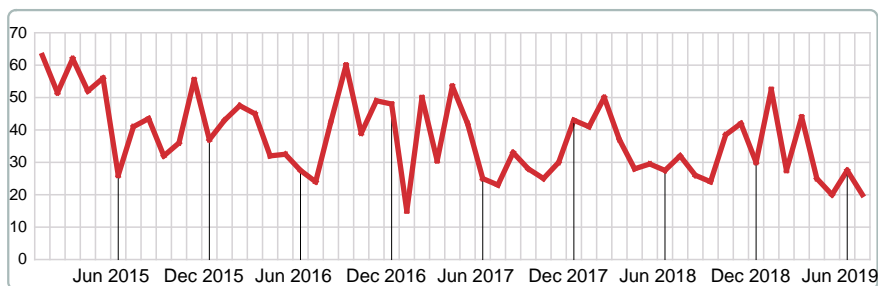
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

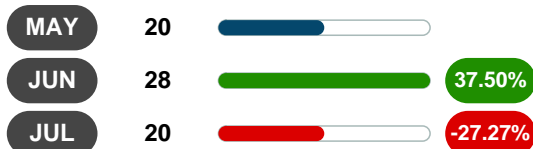


### 3 MONTHS

5 year JUL AVG = 28

High Jan 2015 63 Low Jan 2017 15

Median Days on Market to Sale this month at 20 below the 5 yr JUL average of 28



### 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	9.68%	47	11	48	0	121
\$20,001 - \$30,000	8.06%	43	61	43	0	0
\$30,001 - \$90,000	17.74%	33	33	24	0	0
\$90,001 - \$140,000	24.19%	22	80	22	162	0
\$140,001 - \$190,000	19.35%	8	8	8	93	0
\$190,001 - \$250,000	11.29%	18	0	26	5	60
\$250,001 and up	9.68%	14	32	19	8	43
Median Closed DOM		20	27	18	9	60
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



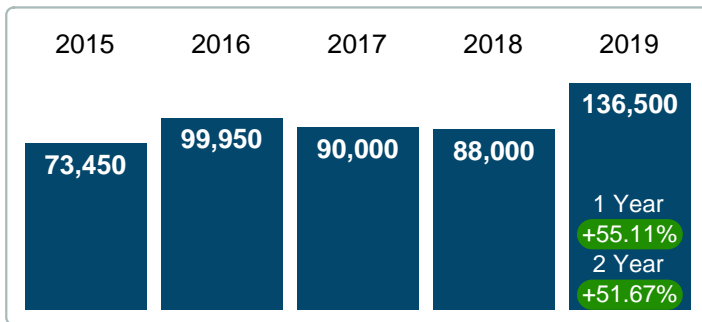
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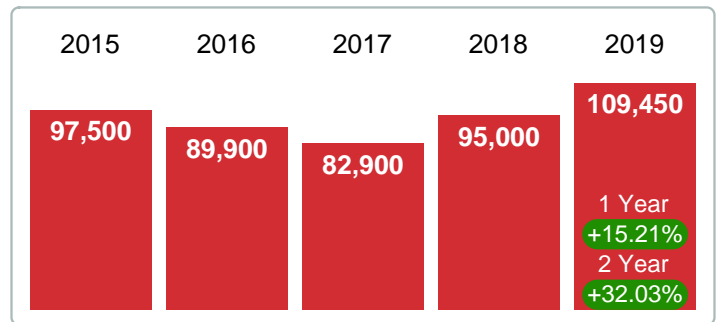
## MEDIAN LIST PRICE AT CLOSING

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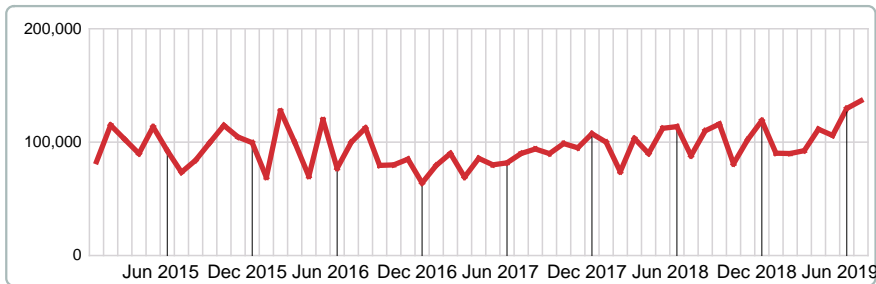
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

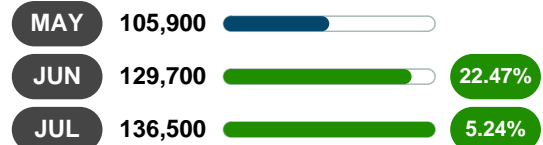


### 3 MONTHS

5 year JUL AVG = 97,580

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

Median List Price at Closing this month at **136,500**  
above the 5 yr JUL average of **97,580**



### 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	9.68%	10,700	3,500	14,900	0	6,900
\$20,001 \$30,000	8.06%	28,900	28,900	27,400	0	0
\$30,001 \$90,000	16.13%	49,500	42,500	54,700	0	0
\$90,001 \$140,000	24.19%	125,000	125,000	128,500	107,000	0
\$140,001 \$190,000	17.74%	169,900	0	169,900	169,500	0
\$190,001 \$250,000	11.29%	222,000	199,900	210,950	249,000	225,000
\$250,001 and up	12.90%	297,000	322,500	267,900	299,000	385,000
Median List Price		136,500	34,000	139,900	234,500	225,000
Total Closed Units	100%	136,500	14	39	6	3
Total Closed Volume		8,501,150	1.25M	5.34M	1.29M	616.90K



# July 2019



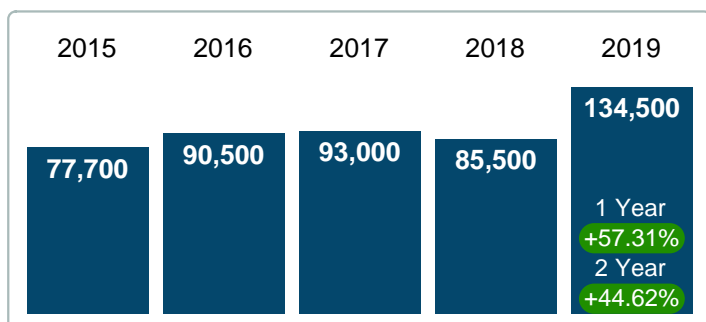
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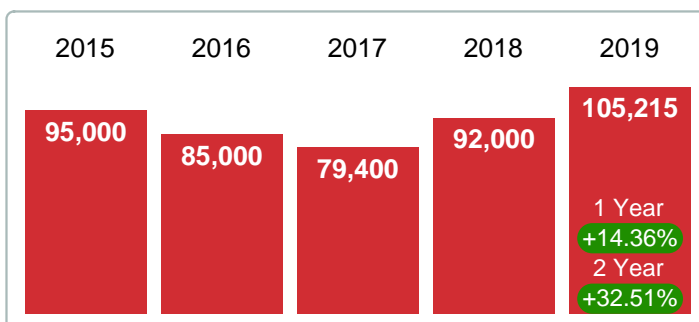
## MEDIAN SOLD PRICE AT CLOSING

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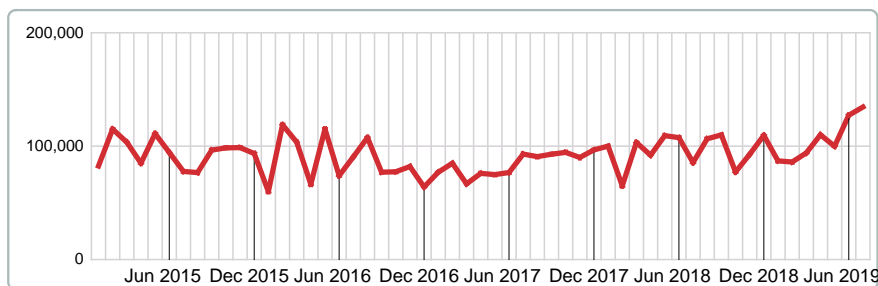
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

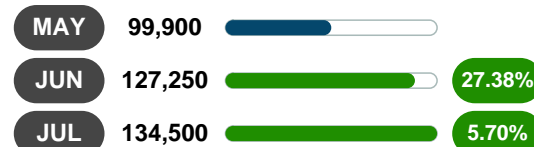


### 3 MONTHS

5 year JUL AVG = 96,240

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

Median Sold Price at Closing this month at 134,500 above the 5 yr JUL average of 96,240



### 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	6	9.68%	9,050	2,000	14,453	0	6,900
\$20,001 \$30,000	5	8.06%	28,050	27,025	29,000	0	0
\$30,001 \$90,000	11	17.74%	50,000	33,000	68,500	0	0
\$90,001 \$140,000	15	24.19%	128,500	120,000	134,000	105,000	0
\$140,001 \$190,000	12	19.35%	168,750	190,000	168,750	150,000	0
\$190,001 \$250,000	7	11.29%	225,000	0	237,500	228,500	223,000
\$250,001 and up	6	9.68%	296,450	282,450	425,000	272,450	375,000
Median Sold Price			134,500	32,500	135,000	228,500	223,000
Total Closed Units		100%	134,500	14	39	6	3
Total Closed Volume			8,123,410	1.13M	5.13M	1.26M	604.90K

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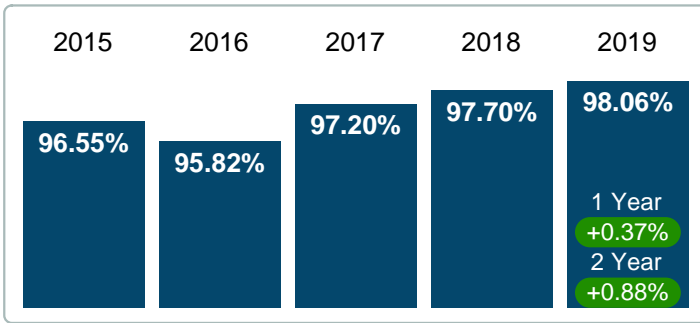
Area Delimited by County Of Muskogee



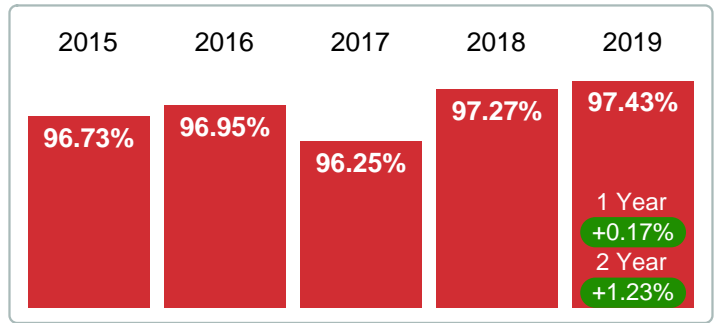
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

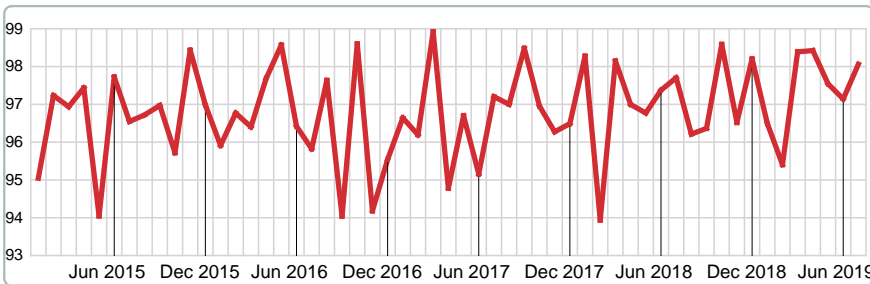
### JULY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

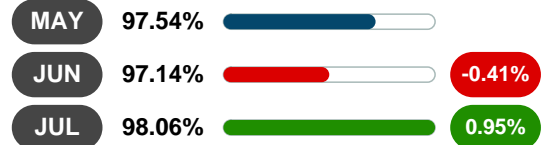


### 3 MONTHS

5 year JUL AVG = 97.07%

High Mar 2017 98.92% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **98.06%**  
above the 5 yr JUL average of **97.07%**



### 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	<div style="width: 6%; background-color: blue;"></div> 6	9.68%	89.93%	77.24%	97.00%	0.00%	100.00%
\$20,001 \$30,000	<div style="width: 5%; background-color: blue;"></div> 5	8.06%	96.99%	94.92%	96.99%	0.00%	0.00%
\$30,001 \$90,000	<div style="width: 11%; background-color: blue;"></div> 11	17.74%	98.46%	92.96%	100.00%	0.00%	0.00%
\$90,001 \$140,000	<div style="width: 15%; background-color: blue;"></div> 15	24.19%	99.00%	96.00%	99.28%	98.13%	0.00%
\$140,001 \$190,000	<div style="width: 12%; background-color: blue;"></div> 12	19.35%	97.18%	95.05%	99.44%	88.50%	0.00%
\$190,001 \$250,000	<div style="width: 7%; background-color: blue;"></div> 7	11.29%	94.55%	0.00%	93.32%	97.27%	99.11%
\$250,001 and up	<div style="width: 6%; background-color: blue;"></div> 6	9.68%	97.70%	87.76%	100.00%	99.58%	97.40%
Median Sold/List Ratio		98.06%		91.93%	99.00%	98.06%	99.11%
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



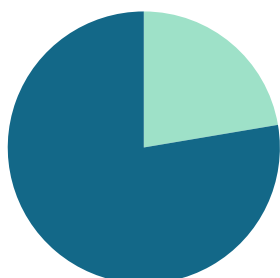
Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

### INVENTORY

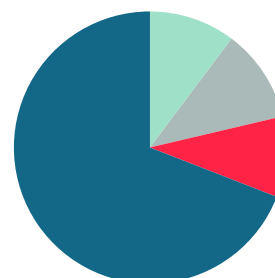


**Inventory**  
 New Listings  
**130 = 22.34%**  
 Start Inventory  
**452**  
 Total Inventory Units  
**582**  
 Volume  
**\$222,597,397**

### 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%
Median List Price	88,000	136,500	55.11%	95,000	109,450	15.21%
Median Sale Price	85,500	134,500	57.31%	92,000	105,215	14.36%
Median Percent of Selling Price to List Price	97.70%	98.06%	0.37%	97.27%	97.43%	0.17%
Median Days on Market to Sale	32.00	20.00	-37.50%	34.00	28.50	-16.18%
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

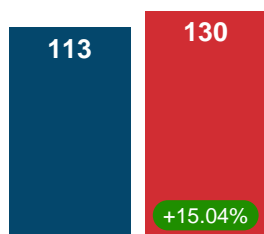
**Inventory** on July 31, 2019 = **418**

**2018** **2019**

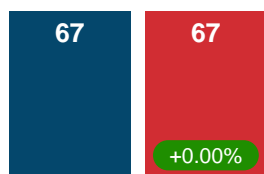
### JULY MARKET

### MEDIAN PRICES

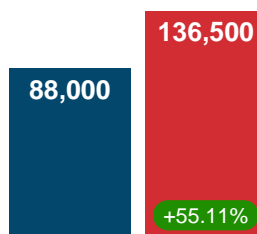
#### New Listings



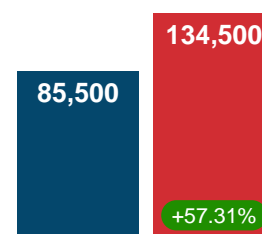
#### Pending Listings



#### List Price



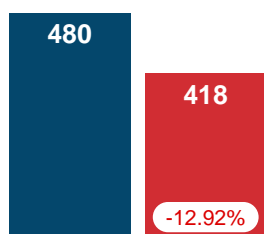
#### Sale Price



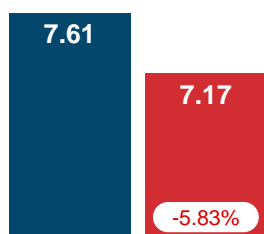
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

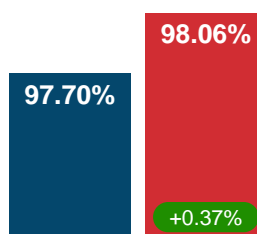
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

