

March 2019

Area Delimited by County Of Muskogee

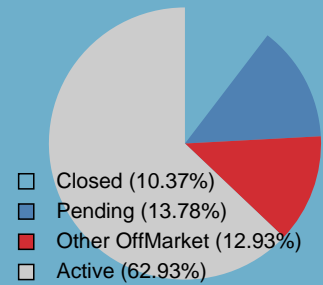


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		
	2018	2019	+/-%
Closed Listings	77	61	-20.78%
Pending Listings	71	81	14.08%
New Listings	136	119	-12.50%
Average List Price	111,670	115,899	3.79%
Average Sale Price	107,923	109,013	1.01%
Average Percent of List Price to Selling Price	95.63%	105.00%	9.79%
Average Days on Market to Sale	54.90	63.51	15.69%
End of Month Inventory	469	370	-21.11%
Months Supply of Inventory	7.71	6.28	-18.54%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of March 31, 2019 = **370**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **21.11%** to 370 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 **6.28** 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 **1.01%** in March 2019 to \$109,013 versus the previous year at \$107,923.

Average Days on Market Lengthens

The average number of **63.51** days that homes spent on the market before selling increased by 8.61 days or **15.69%** in March 2019 compared to last year's same month at **54.90** DOM.

Sales Success for March 2019 is Positive

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

There were 119 New Listings in March 2019, down **12.50%** from last year at 136. Furthermore, there were 61 Closed Listings this month versus last year at 77, a **-20.78%** decrease.

Closed versus Listed trends yielded a **51.3%** ratio, down from previous year's, March 2018, at **56.6%**, a **9.46%** 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

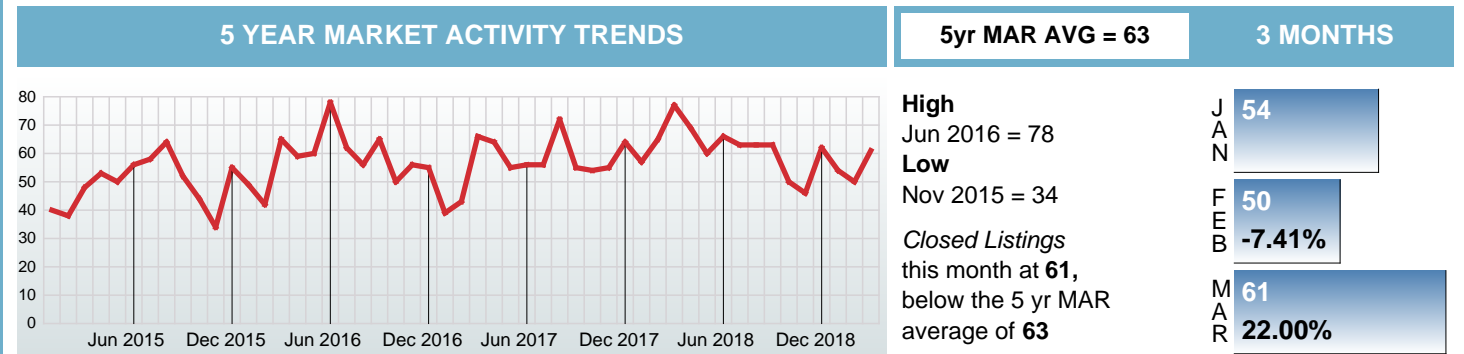
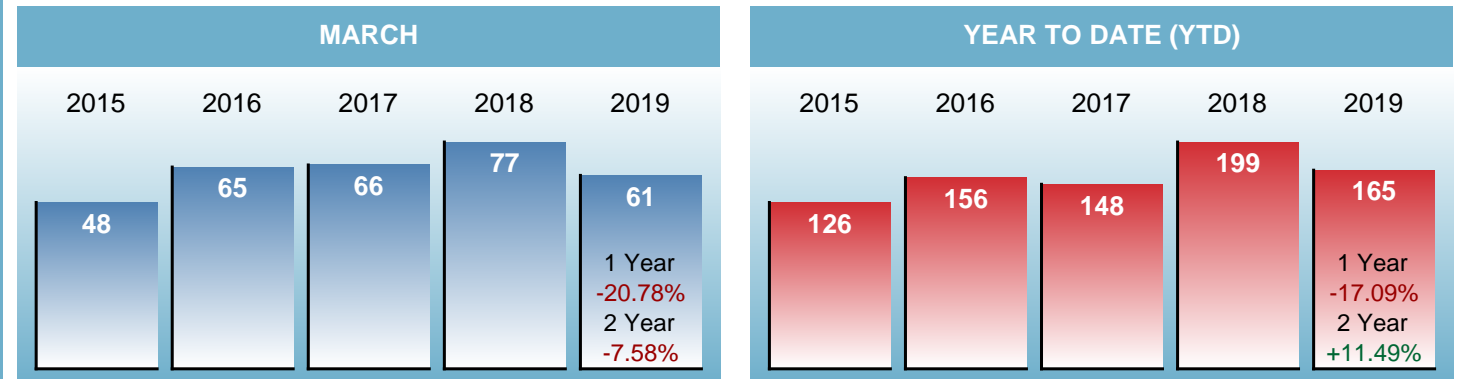
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CLOSED LISTINGS

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



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	7	11.48%	64.7	6	1	0	0
\$20,001 - \$40,000	6	9.84%	70.2	4	2	0	0
\$40,001 - \$70,000	7	11.48%	52.1	4	3	0	0
\$70,001 - \$120,000	18	29.51%	62.3	3	9	6	0
\$120,001 - \$140,000	8	13.11%	87.8	0	6	2	0
\$140,001 - \$200,000	7	11.48%	62.0	1	4	2	0
\$200,001 and up	8	13.11%	47.3	2	2	4	0
Total Closed Units	61			20	27	14	0
Total Closed Volume	6,649,807	100%	63.5	1.48M	2.96M	2.22M	0.00B
Average Closed Price	\$109,013			\$73,765	\$109,489	\$158,450	\$0

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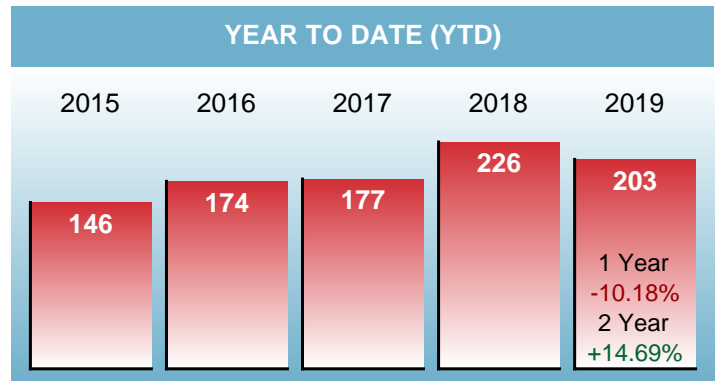
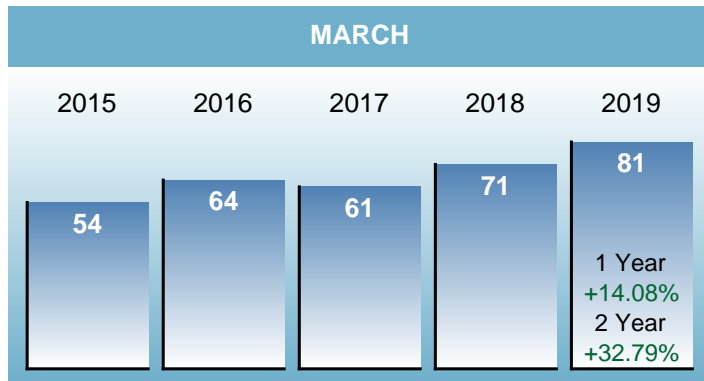
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PENDING LISTINGS

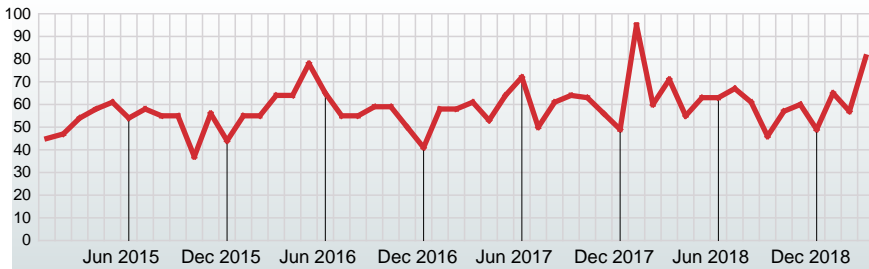
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 66

3 MONTHS



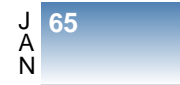
High

Jan 2018 = 95

Low

Oct 2015 = 37

Pending Listings this month at **81**, above the 5 yr MAR average of **66**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	11.11%	67.8	4	5	0	0
\$30,001 - \$40,000	5	6.17%	72.8	3	2	0	0
\$40,001 - \$80,000	18	22.22%	53.3	9	9	0	0
\$80,001 - \$130,000	17	20.99%	48.2	1	11	5	0
\$130,001 - \$180,000	13	16.05%	30.7	0	12	1	0
\$180,001 - \$220,000	10	12.35%	60.9	2	7	1	0
\$220,001 and up	9	11.11%	28.8	1	4	3	1
Total Pending Units	81			20	50	10	1
Total Pending Volume	9,910,749	100%	62.5	1.57M	6.50M	1.60M	249.50K
Average Listing Price	\$70,288			\$78,285	\$129,987	\$159,620	\$249,500

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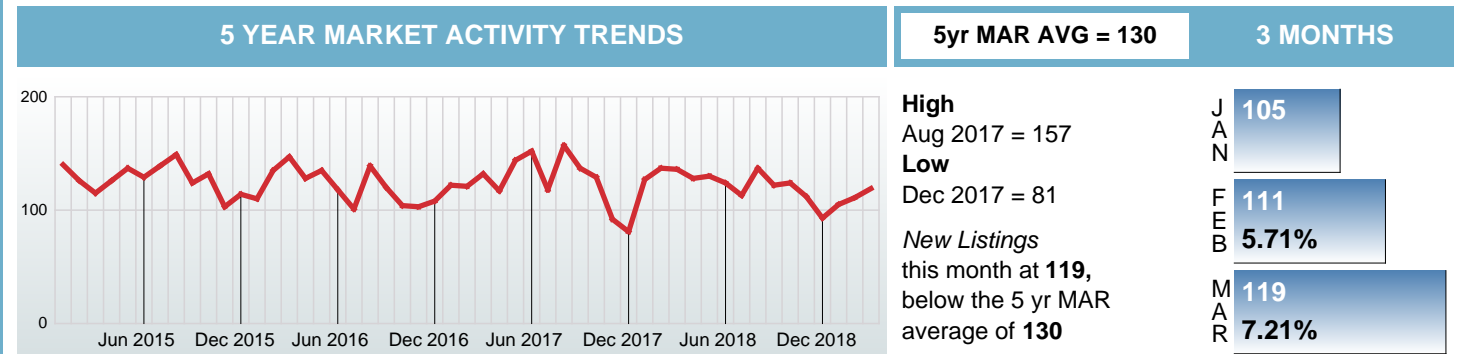
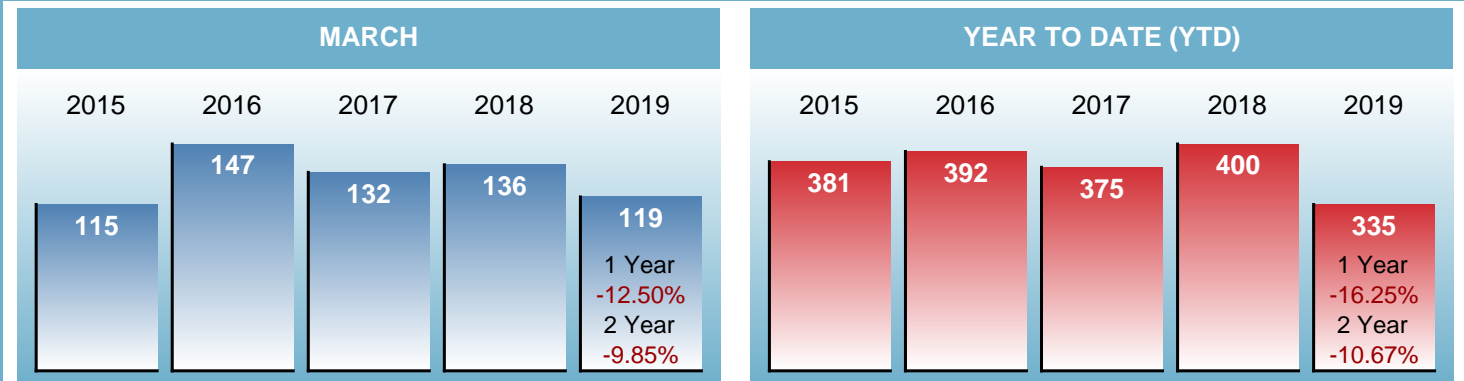
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NEW LISTINGS

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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	11	9.24%	5	6	0	0
\$30,001 - \$70,000	15	12.61%	6	9	0	0
\$70,001 - \$110,000	14	11.76%	3	9	1	1
\$110,001 - \$170,000	34	28.57%	8	21	5	0
\$170,001 - \$240,000	16	13.45%	4	8	4	0
\$240,001 - \$490,000	17	14.29%	5	4	6	2
\$490,001 and up	12	10.08%	9	1	2	0
Total New Listed Units	119		40	58	18	3
Total New Listed Volume	25,685,148	100%	12.33M	7.96M	4.74M	655.90K
Average New Listed Listing Price	\$0		\$308,298	\$137,233	\$263,214	\$218,633

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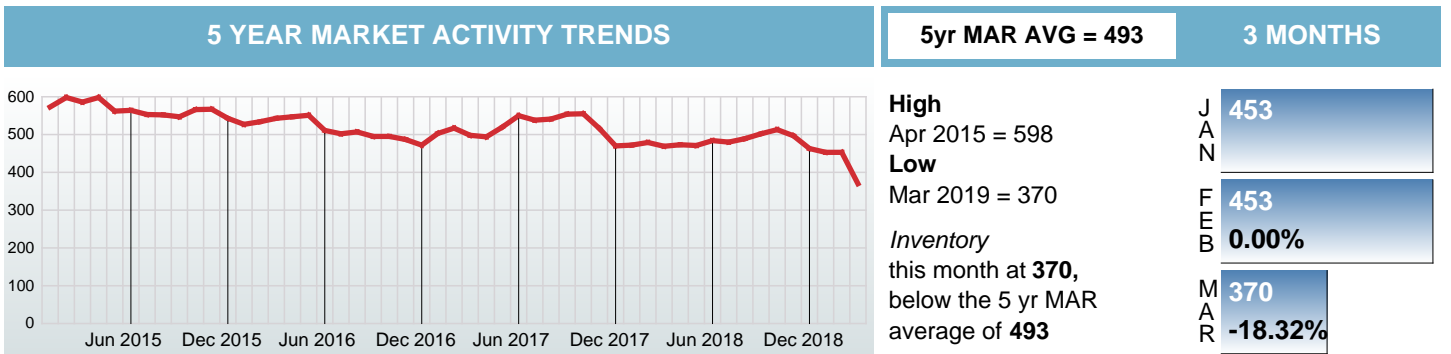
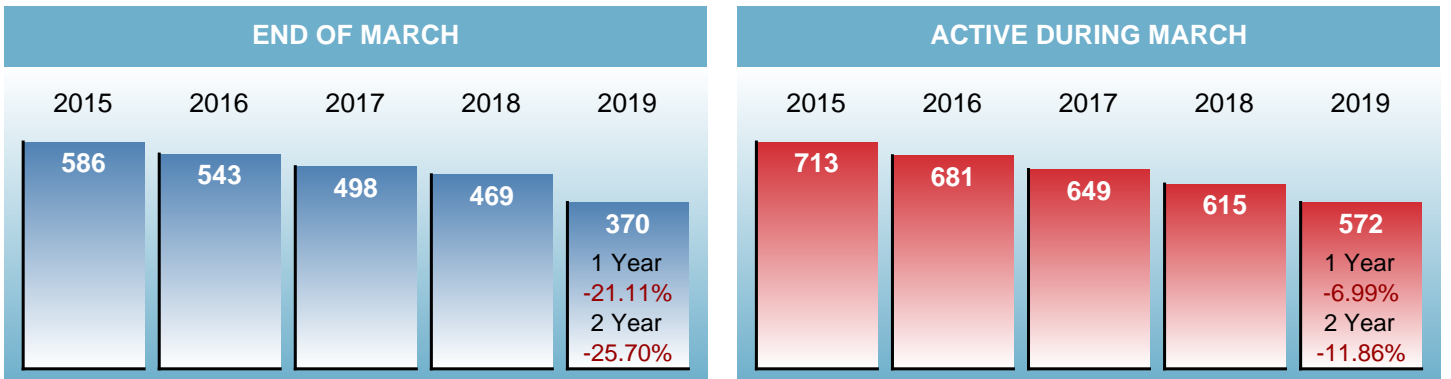
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ACTIVE INVENTORY

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	45	12.16%	97.3	38	6	0	1
\$25,001 - \$50,000	40	10.81%	102.3	32	6	2	0
\$50,001 - \$75,000	34	9.19%	81.8	17	16	1	0
\$75,001 - \$150,000	105	28.38%	78.1	42	45	16	2
\$150,001 - \$250,000	61	16.49%	60.4	26	22	13	0
\$250,001 - \$375,000	44	11.89%	89.1	17	8	16	3
\$375,001 and up	41	11.08%	64.9	34	3	3	1
Total Active Inventory by Units	370			206	106	51	7
Total Active Inventory by Volume	83,271,061	100%	80.3	54.88M	15.61M	11.21M	1.57M
Average Active Inventory Listing Price	\$225,057			\$266,418	\$147,262	\$219,819	\$224,071

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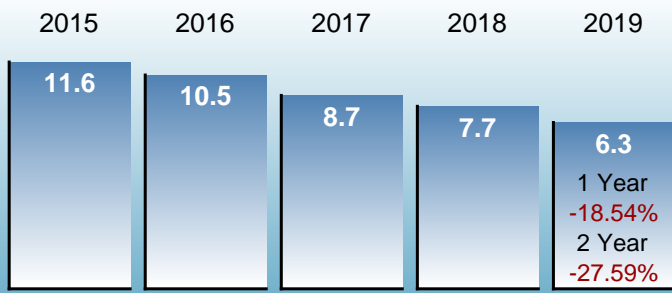
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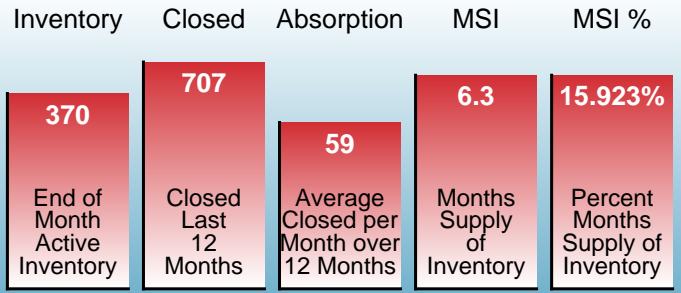
MONTHS SUPPLY of INVENTORY (MSI)

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

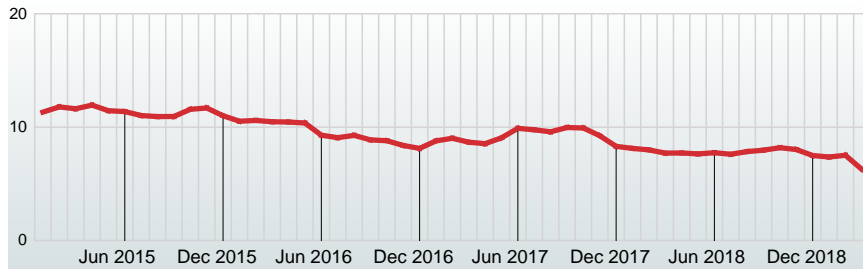
MSI FOR MARCH



INDICATORS FOR MARCH 2019



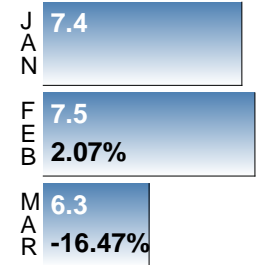
5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 9.0

3 MONTHS

High
Apr 2015 = 11.9
Low
Mar 2019 = 6.3
Months Supply
this month at **6.3**,
below the 5 yr MAR
average of **9.0**



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	29	7.84%	5.3	6.4	2.6	0.0	12.0
\$20,001 \$50,000	56	15.14%	5.3	10.4	1.7	2.0	0.0
\$50,001 \$90,000	55	14.86%	4.4	8.6	3.2	2.6	6.0
\$90,001 \$160,000	90	24.32%	5.0	19.8	3.3	3.4	0.0
\$160,001 \$250,000	55	14.86%	6.2	32.0	3.2	5.6	0.0
\$250,001 \$390,000	47	12.70%	15.2	34.3	7.4	13.7	12.0
\$390,001 and up	38	10.27%	65.1	93.0	18.0	36.0	0.0
Market Supply of Inventory (MSI)	6.3			14.2	3.2	5.0	7.0
Total Active Inventory by Units	370	100%	6.3	206	106	51	7

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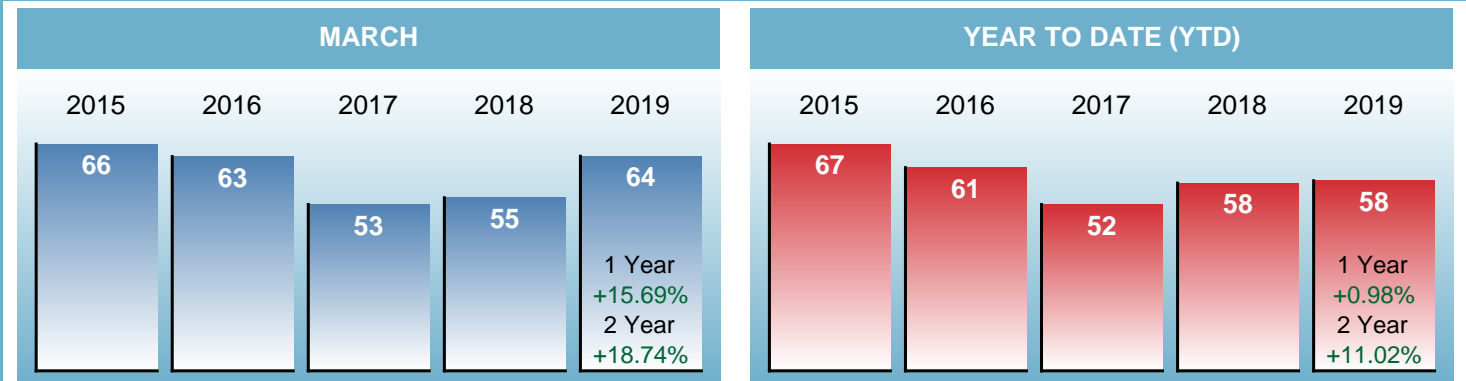
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AVERAGE DAYS ON MARKET TO SALE

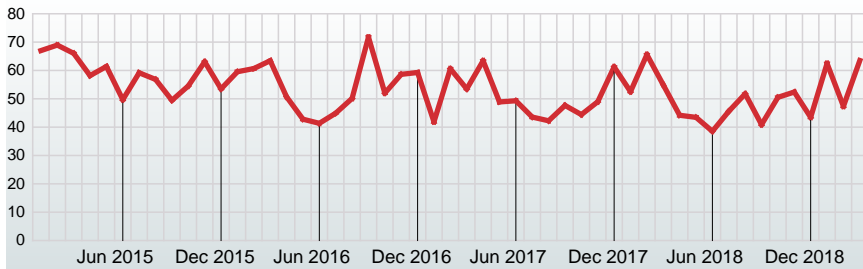
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 60

3 MONTHS



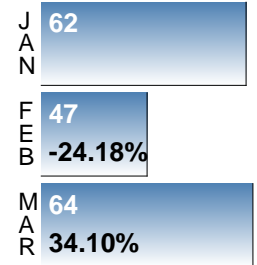
High

Sep 2016 = 72

Low

Jun 2018 = 39

Average Days on Market this month at **64**, above the 5 yr MAR average of **60**



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	7	11.48%	64.7	66.3	55.0	0.0	0.0
\$20,001 \$40,000	6	9.84%	70.2	79.8	51.0	0.0	0.0
\$40,001 \$70,000	7	11.48%	52.1	69.3	29.3	0.0	0.0
\$70,001 \$120,000	18	29.51%	62.3	98.3	50.7	61.7	0.0
\$120,001 \$140,000	8	13.11%	87.8	0.0	111.2	17.5	0.0
\$140,001 \$200,000	7	11.48%	62.0	91.0	68.5	34.5	0.0
\$200,001 and up	8	13.11%	47.3	57.5	16.5	57.5	0.0
Average Closed DOM	63.5			74.8	62.0	50.3	0.0
Total Closed Units	61			20	27	14	
Total Closed Volume	6,649,807			1.48M	2.96M	2.22M	0.00B

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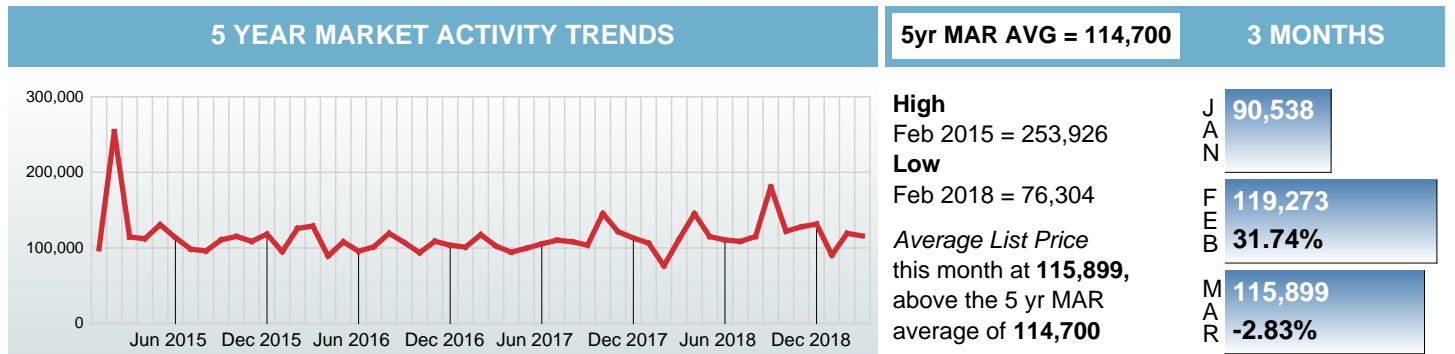
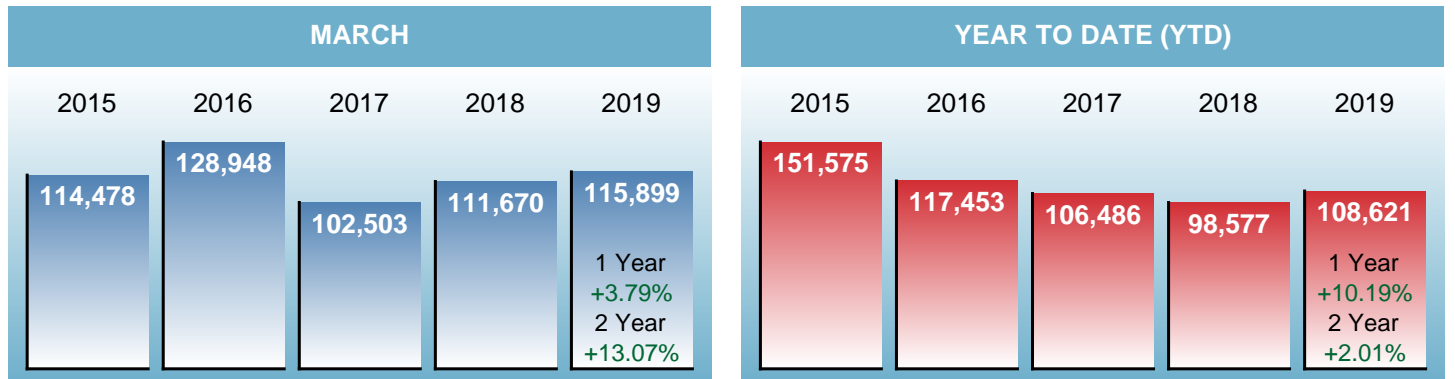
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AVERAGE LIST PRICE AT CLOSING

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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	9.84%	11,617	12,550	16,900	0	0
\$20,001 \$40,000	7	11.48%	34,057	38,000	31,950	0	0
\$40,001 \$70,000	8	13.11%	55,800	52,400	62,267	0	0
\$70,001 \$120,000	17	27.87%	92,718	83,833	94,978	100,817	0
\$120,001 \$140,000	8	13.11%	130,086	0	133,133	127,445	0
\$140,001 \$200,000	7	11.48%	171,449	202,000	177,075	96,970	0
\$200,001 and up	8	13.11%	312,288	482,500	209,900	277,850	0
Average List Price			115,899	92,770	112,937	154,652	0
Total Closed Units		100%	115,899	20	27	14	
Total Closed Volume			7,069,830	1.86M	3.05M	2.17M	0.00B

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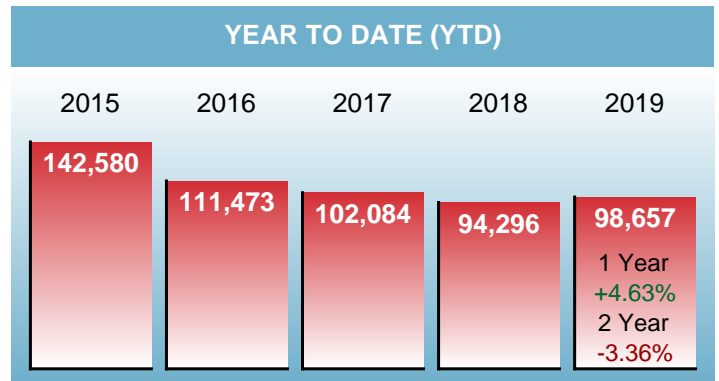
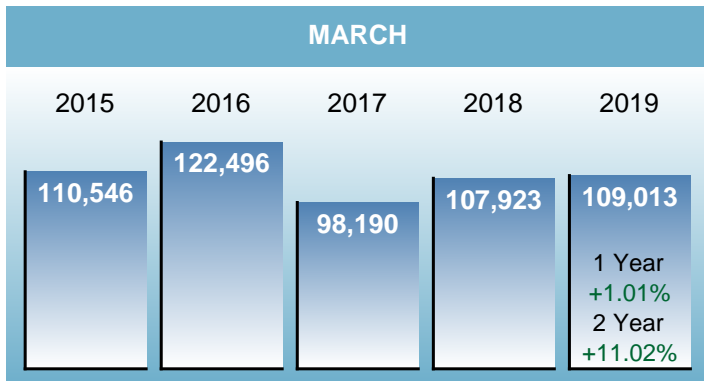
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AVERAGE SOLD PRICE AT CLOSING

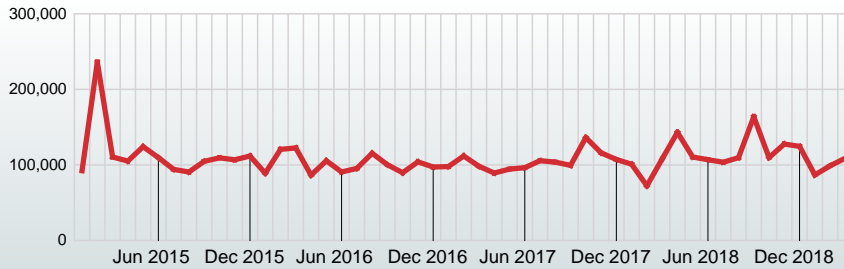
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 109,634

3 MONTHS



High
Feb 2015 = 235,889
Low
Feb 2018 = 72,347
Average Sold Price
this month at **109,013**,
below the 5 yr MAR
average of **109,634**

JAN	86,764
FEB	98,866 13.95%
MAR	109,013 10.26%

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	7	11.48%	14,900	14,567	16,900	0	0
\$20,001 \$40,000	6	9.84%	32,083	35,875	24,500	0	0
\$40,001 \$70,000	7	11.48%	53,343	48,725	59,500	0	0
\$70,001 \$120,000	18	29.51%	92,700	83,833	90,467	100,483	0
\$120,001 \$140,000	8	13.11%	128,175	0	129,317	124,750	0
\$140,001 \$200,000	7	11.48%	168,971	190,000	176,450	143,500	0
\$200,001 and up	8	13.11%	262,850	304,000	207,950	269,725	0
Average Sold Price			109,013	73,765	109,489	158,450	0
Total Closed Units		100%	109,013	20	27	14	
Total Closed Volume			6,649,807	1.48M	2.96M	2.22M	0.00B

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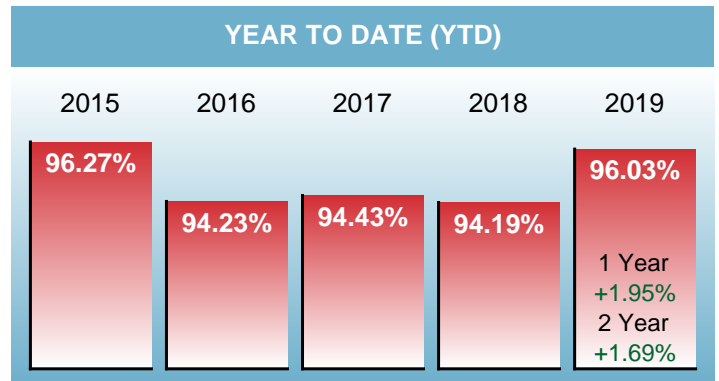
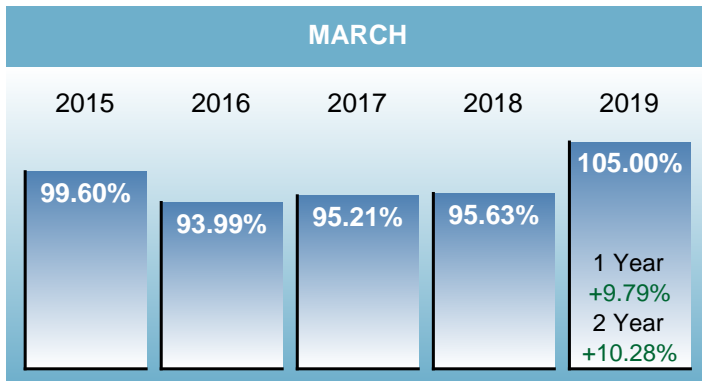
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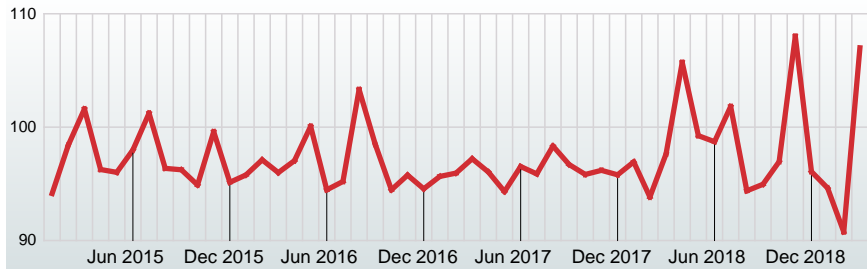
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 97.89% **3 MONTHS**



High
Nov 2018 = 106.02%
Low
Feb 2019 = 88.76%
Average Sold/List Ratio
this month at **105.00%**,
above the 5 yr MAR
average of **97.89%**

JAN	92.63%
FEB	88.76%
MAR	105.00%
APR	18.29%

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	7	11.48%	153.75%	162.71%	100.00%	0.00%	0.00%
\$20,001 \$40,000	6	9.84%	88.66%	94.25%	77.49%	0.00%	0.00%
\$40,001 \$70,000	7	11.48%	94.06%	92.91%	95.59%	0.00%	0.00%
\$70,001 \$120,000	18	29.51%	97.70%	99.94%	95.64%	99.67%	0.00%
\$120,001 \$140,000	8	13.11%	97.41%	0.00%	97.25%	97.88%	0.00%
\$140,001 \$200,000	7	11.48%	125.36%	94.06%	99.68%	192.37%	0.00%
\$200,001 and up	8	13.11%	90.35%	66.74%	99.07%	97.80%	0.00%
Average Sold/List Ratio			105.00%	112.61%	95.66%	112.13%	0.00%
Total Closed Units		100%	105.00%	20	27	14	
Total Closed Volume				1.48M	2.96M	2.22M	0.00B

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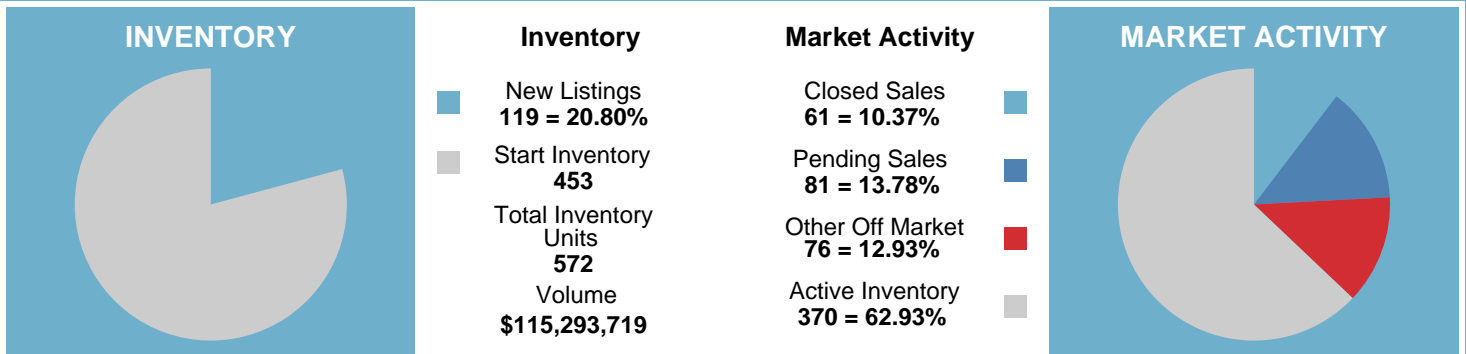
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MARKET SUMMARY

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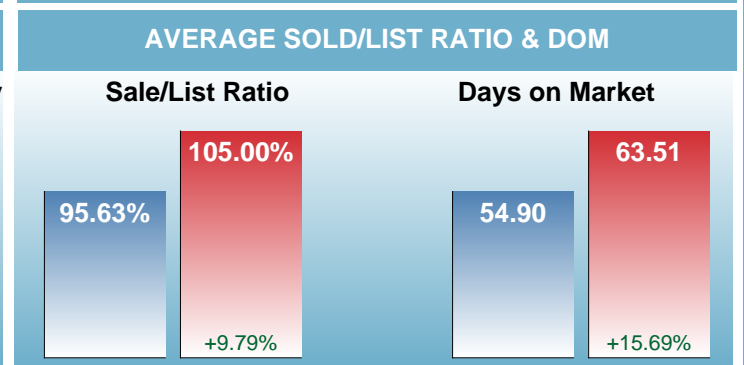
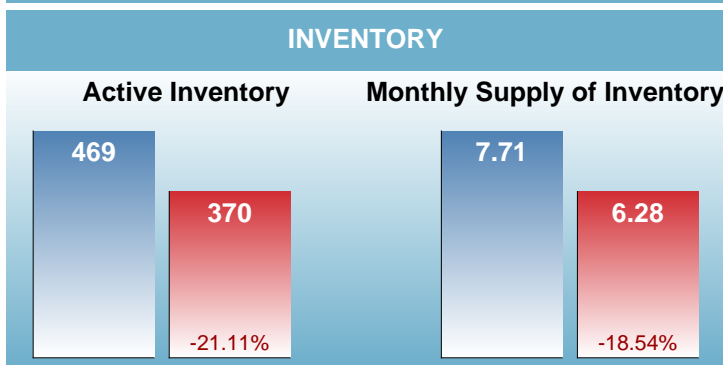
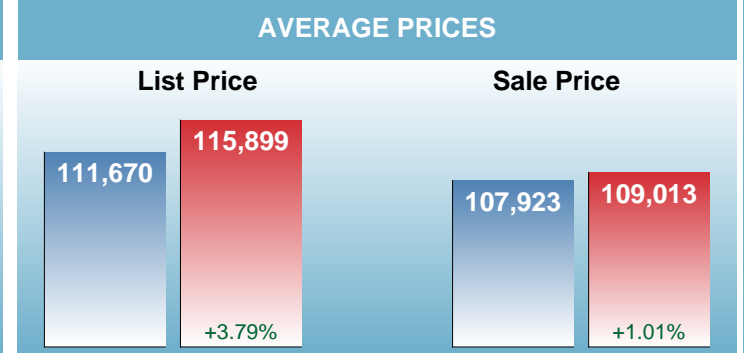
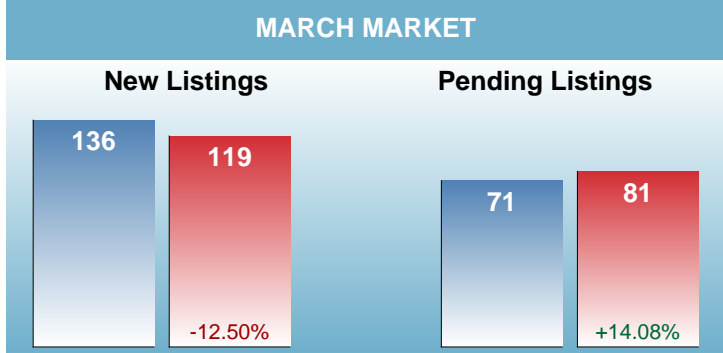


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	77	61	-20.78%	199	165	-17.09%
Pending Sales	71	81	14.08%	226	203	-10.18%
New Listings	136	119	-12.50%	400	335	-16.25%
Average List Price	111,670	115,899	3.79%	98,577	108,621	10.19%
Average Sale Price	107,923	109,013	1.01%	94,296	98,657	4.63%
Average Percent of Selling Price to List Price	95.63%	105.00%	9.79%	94.19%	96.03%	1.95%
Average Days on Market to Sale	54.90	63.51	15.69%	57.71	58.27	0.98%
Monthly Inventory	469	370	-21.11%	469	370	-21.11%
Months Supply of Inventory	7.71	6.28	-18.54%	7.71	6.28	-18.54%

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

Inventory on March 31, 2019 = 370

2018 **2019**



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

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