



March 2019

Area Delimited by County Of Muskogee

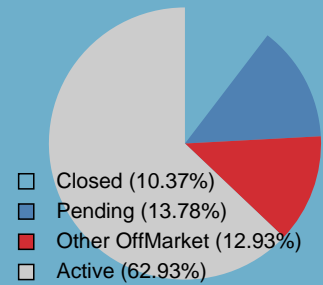


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	103,200	92,500	-10.37%
Median Sale Price	103,200	94,000	-8.91%
Median Percent of List Price to Selling Price	98.15%	98.39%	0.25%
Median Days on Market to Sale	37.00	44.00	18.92%
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.

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 **8.91%** in March 2019 to \$94,000 versus the previous year at \$103,200.

Median Days on Market Lengthens

The median number of **44.00** days that homes spent on the market before selling increased by 7.00 days or **18.92%** in March 2019 compared to last year's same month at **37.00** DOM.

Sales Success for March 2019 is Positive

Overall, with Median Prices falling 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

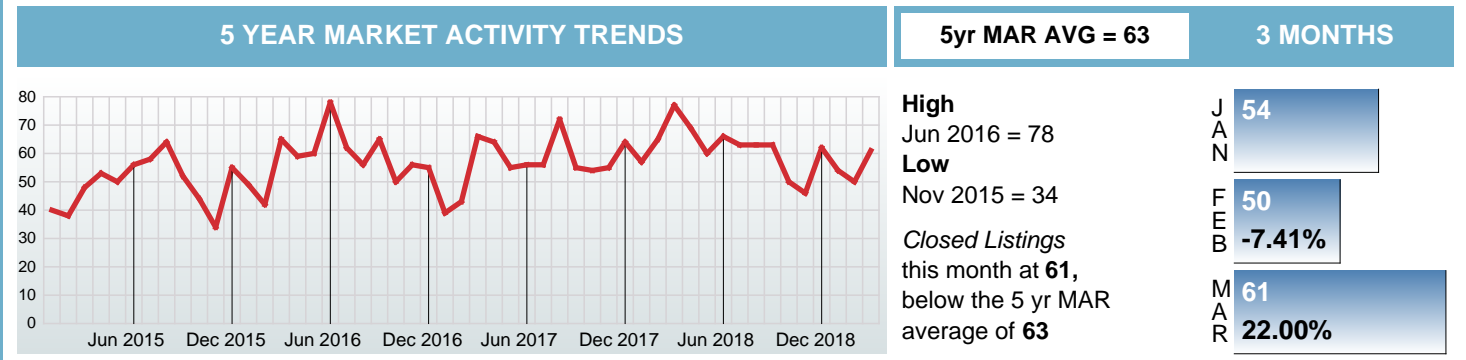
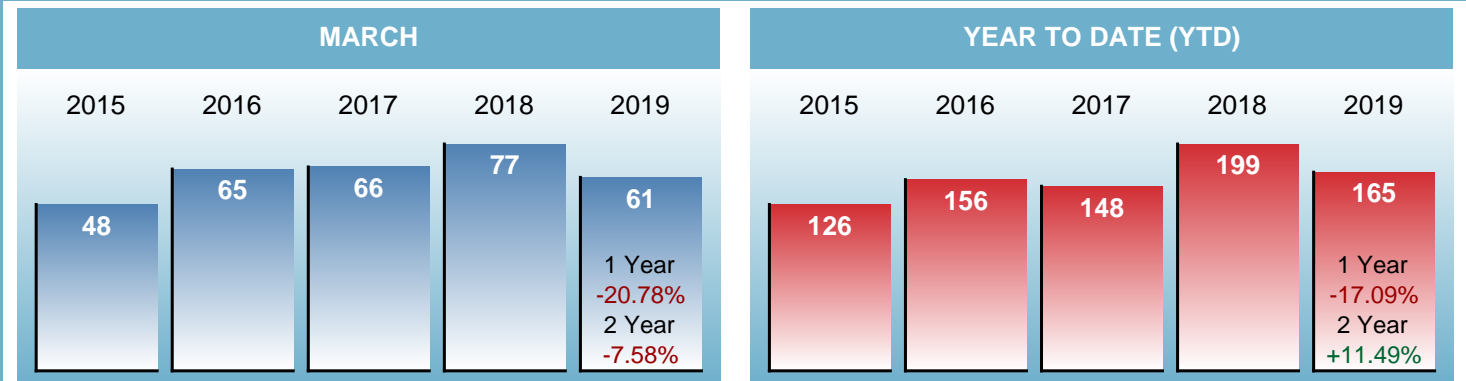
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CLOSED LISTINGS

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



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	7	11.48%	55.0	6	1	0	0
\$20,001 - \$40,000	6	9.84%	76.5	4	2	0	0
\$40,001 - \$70,000	7	11.48%	74.0	4	3	0	0
\$70,001 - \$120,000	18	29.51%	42.0	3	9	6	0
\$120,001 - \$140,000	8	13.11%	83.5	0	6	2	0
\$140,001 - \$200,000	7	11.48%	41.0	1	4	2	0
\$200,001 and up	8	13.11%	24.5	2	2	4	0
Total Closed Units	61			20	27	14	0
Total Closed Volume	6,649,807	100%	44.0	1.48M	2.96M	2.22M	0.00B
Median Closed Price	\$94,000			\$41,000	\$105,000	\$124,750	\$0

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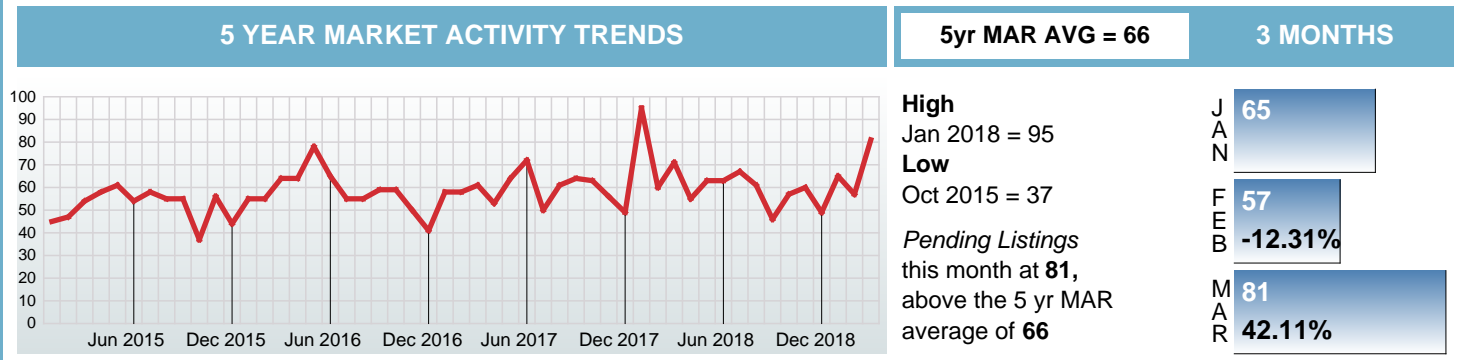
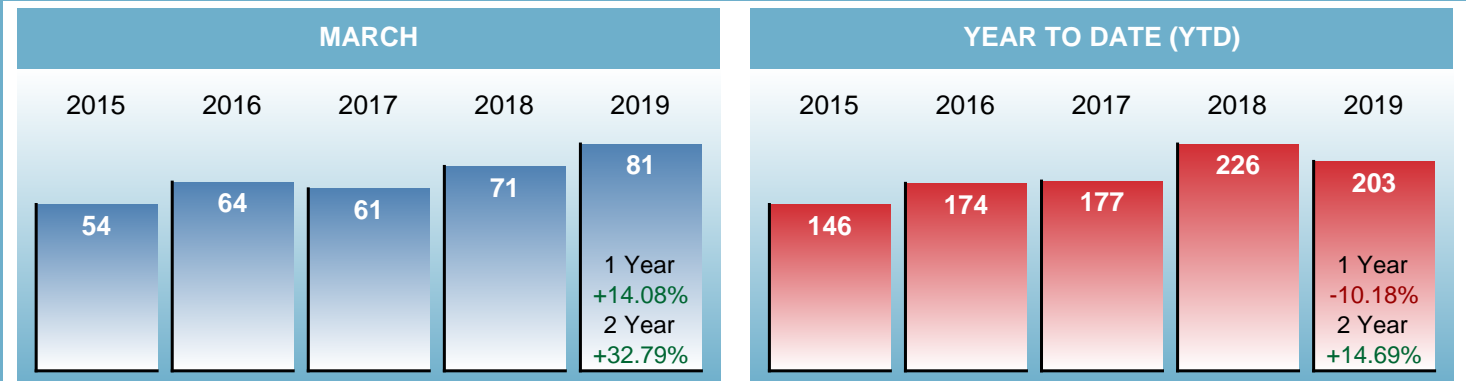
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PENDING LISTINGS

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	11.11%	75.0	4	5	0	0
\$30,001 - \$40,000	5	6.17%	80.0	3	2	0	0
\$40,001 - \$80,000	18	22.22%	25.5	9	9	0	0
\$80,001 - \$130,000	17	20.99%	26.0	1	11	5	0
\$130,001 - \$180,000	13	16.05%	12.0	0	12	1	0
\$180,001 - \$220,000	10	12.35%	28.0	2	7	1	0
\$220,001 and up	9	11.11%	22.0	1	4	3	1
Total Pending Units	81			20	50	10	1
Total Pending Volume	9,910,749	100%	27.0	1.57M	6.50M	1.60M	249.50K
Median Listing Price	\$105,000			\$49,000	\$122,400	\$144,900	\$249,500

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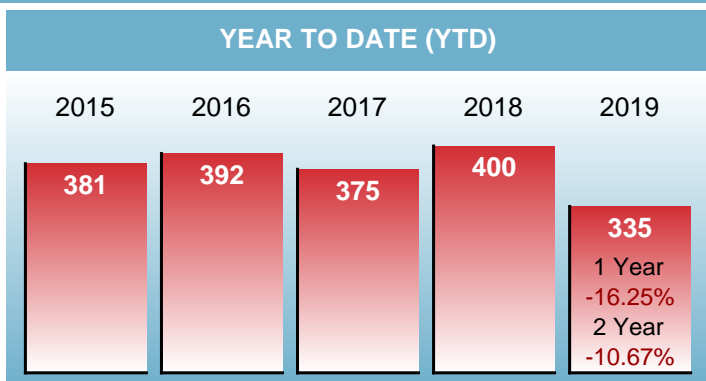
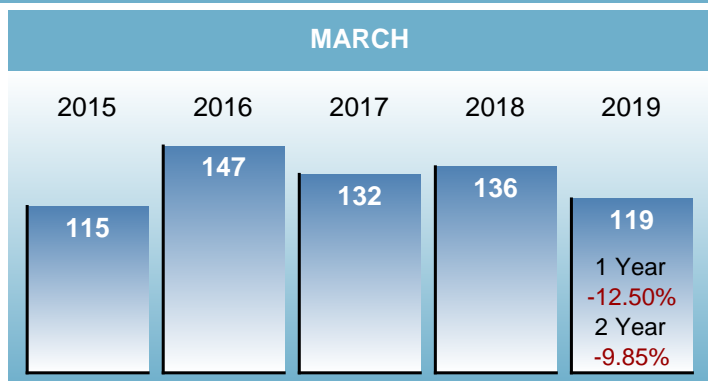
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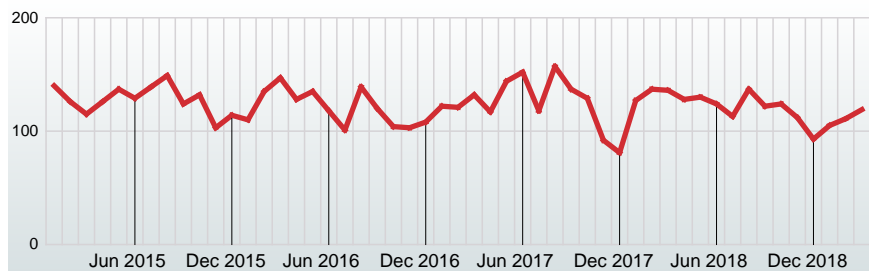
NEW LISTINGS

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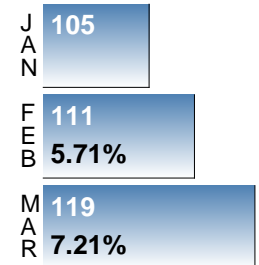


5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 130 **3 MONTHS**



High
Aug 2017 = 157
Low
Dec 2017 = 81
New Listings
this month at **119**,
below the 5 yr MAR
average of **130**



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
Median New Listed Listing Price	\$140,000		\$159,750	\$127,000	\$194,950	\$249,500

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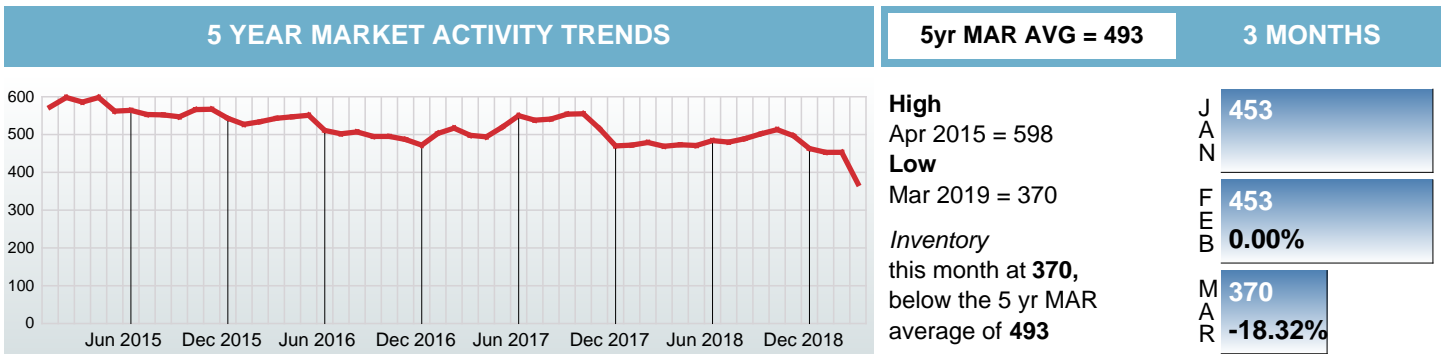
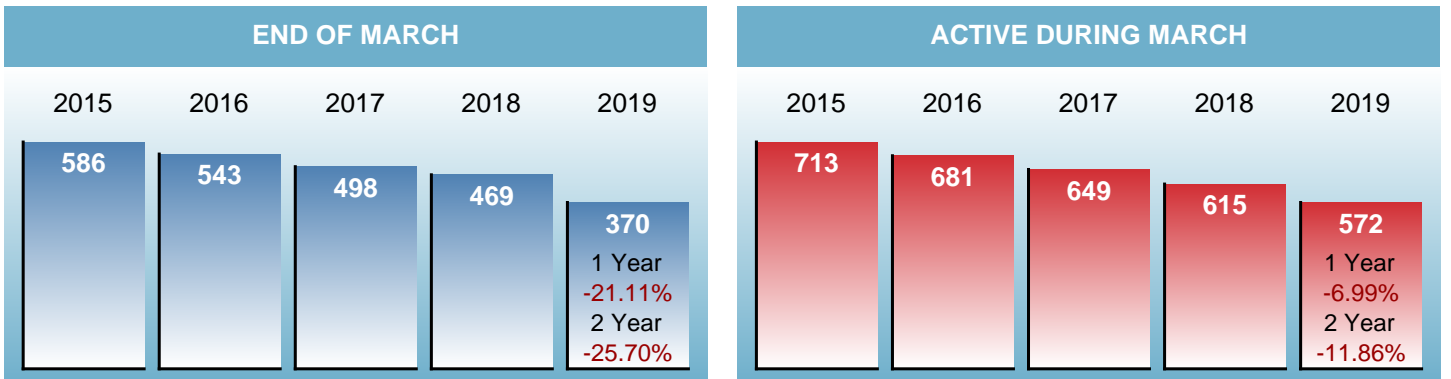
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ACTIVE INVENTORY

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	29	7.84%	83.0	25	3	0	1
\$20,001 \$50,000	56	15.14%	87.5	45	9	2	0
\$50,001 \$90,000	55	14.86%	76.0	23	27	3	2
\$90,001 \$160,000	90	24.32%	62.0	38	38	14	0
\$160,001 \$250,000	55	14.86%	45.0	24	18	13	0
\$250,001 \$390,000	47	12.70%	83.0	20	8	16	3
\$390,001 and up	38	10.27%	42.5	31	3	3	1
Total Active Inventory by Units	370			206	106	51	7
Total Active Inventory by Volume	83,271,061	100%	64.5	54.88M	15.61M	11.21M	1.57M
Median Active Inventory Listing Price	\$124,950			\$102,000	\$113,700	\$188,900	\$264,900

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March 2019

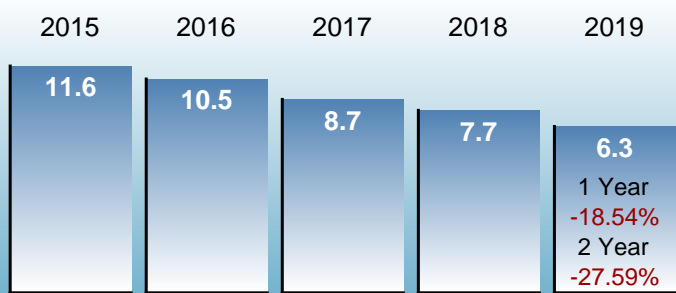
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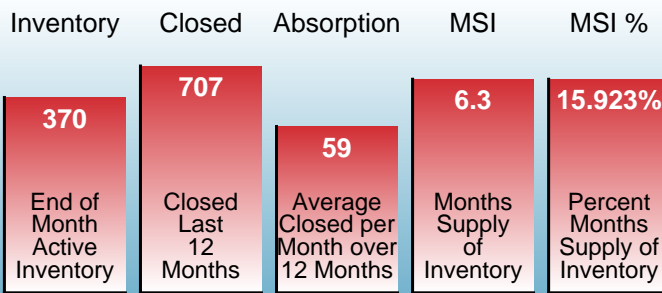
MONTHS SUPPLY of INVENTORY (MSI)

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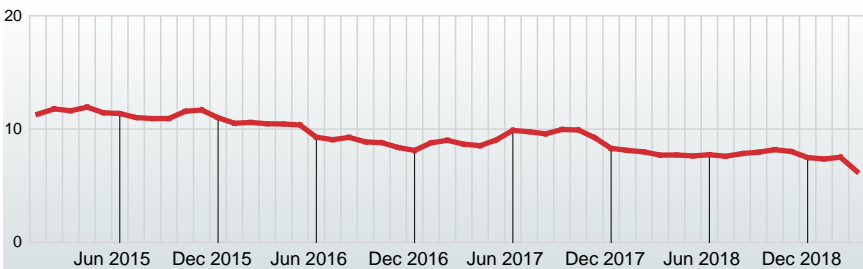
MSI FOR MARCH



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**

JAN	7.4
FEB	7.5
MAR	6.3
	-16.47%

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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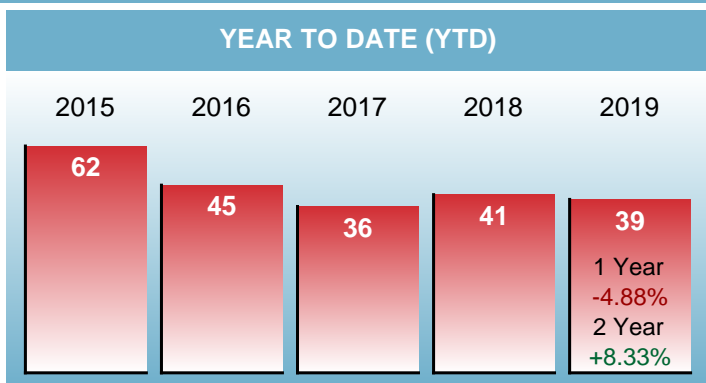
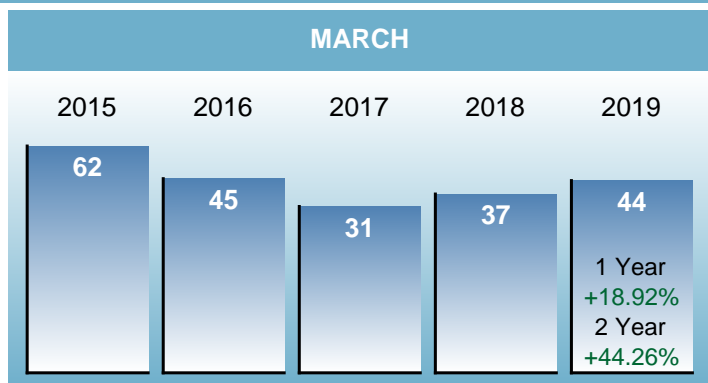
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MEDIAN DAYS ON MARKET TO SALE

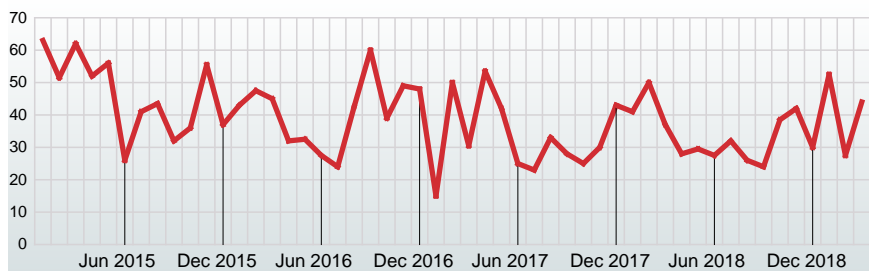
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5 YEAR MARKET ACTIVITY TRENDS

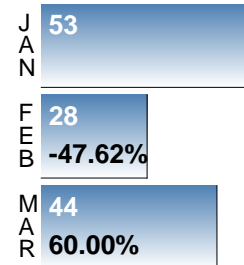
5yr MAR AVG = 44

3 MONTHS



High
Jan 2015 = 63
Low
Jan 2017 = 15

Median Days on Market this month at **44**, equal to 5 yr MAR average of **44**



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	7	11.48%	55.0	53.5	55.0	0.0	0.0
\$20,001 \$40,000	6	9.84%	76.5	81.0	51.0	0.0	0.0
\$40,001 \$70,000	7	11.48%	74.0	85.5	9.0	0.0	0.0
\$70,001 \$120,000	18	29.51%	42.0	112.0	44.0	32.5	0.0
\$120,001 \$140,000	8	13.11%	83.5	0.0	135.0	17.5	0.0
\$140,001 \$200,000	7	11.48%	41.0	91.0	59.5	34.5	0.0
\$200,001 and up	8	13.11%	24.5	57.5	16.5	34.0	0.0
Median Closed DOM	44.0			85.0	44.0	30.5	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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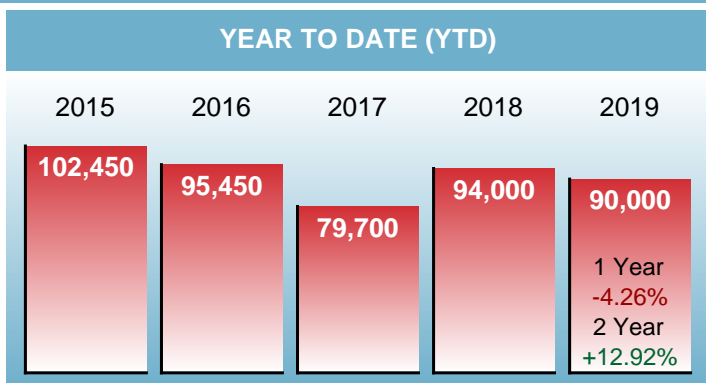
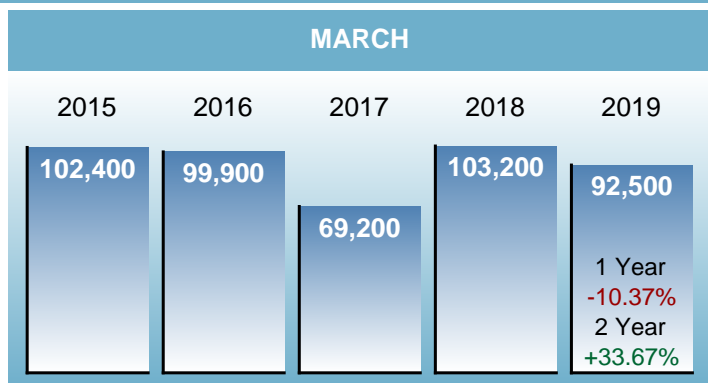
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MEDIAN LIST PRICE AT CLOSING

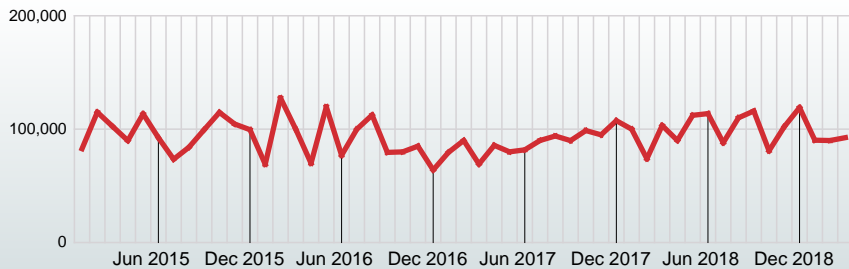
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 93,440

3 MONTHS



High
Feb 2016 = 127,450
Low
Dec 2016 = 64,000
Median List Price
this month at **92,500**,
below the 5 yr MAR
average of **93,440**

JAN	90,250
FEB	89,950
MAR	92,500
-0.33%	
2.83%	

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	6	9.84%	11,450	8,000	16,900	0	0
\$20,001 \$40,000	7	11.48%	36,000	37,500	31,950	0	0
\$40,001 \$70,000	8	13.11%	54,900	49,950	59,900	50,000	0
\$70,001 \$120,000	17	27.87%	89,000	80,000	90,450	101,950	0
\$120,001 \$140,000	8	13.11%	129,900	0	132,450	127,445	0
\$140,001 \$200,000	7	11.48%	166,000	0	166,000	171,920	0
\$200,001 and up	8	13.11%	251,250	385,000	209,900	285,000	0
Median List Price	92,500			44,700	105,000	122,495	0
Total Closed Units	61			20	27	14	
Total Closed Volume	7,069,830			1.86M	3.05M	2.17M	0.00B

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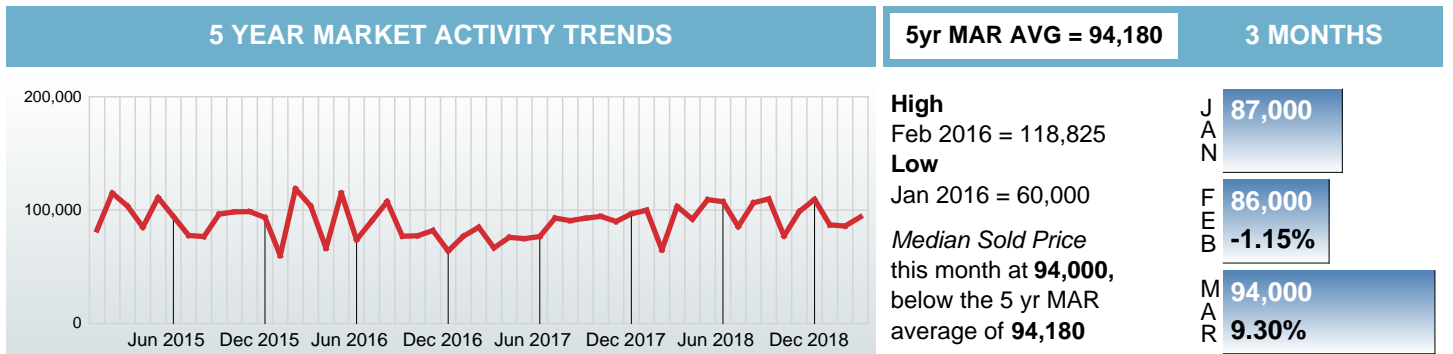
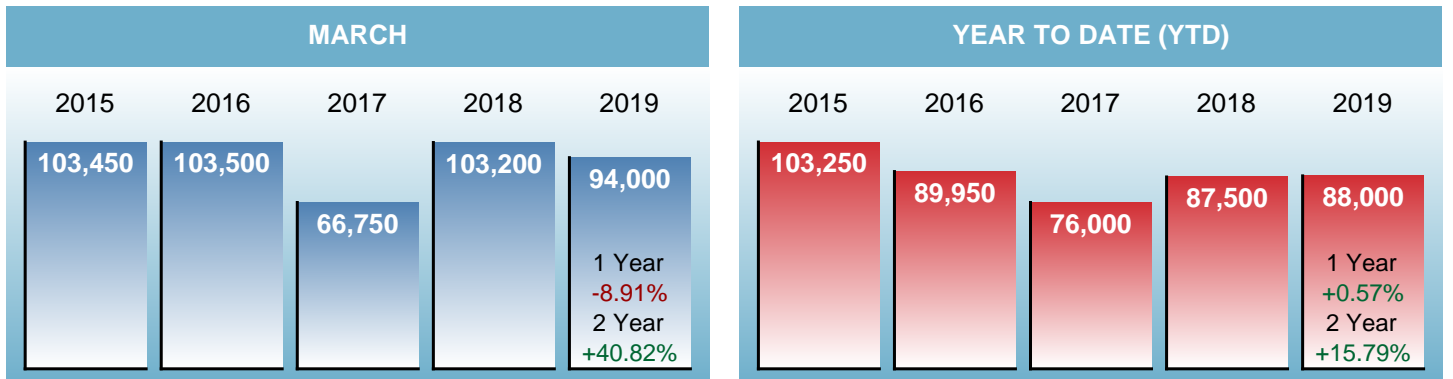
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MEDIAN SOLD PRICE AT CLOSING

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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	7	11.48%	16,900	16,250	16,900	0	0
\$20,001 \$40,000	6	9.84%	33,750	37,500	24,500	0	0
\$40,001 \$70,000	7	11.48%	56,500	47,450	58,000	0	0
\$70,001 \$120,000	18	29.51%	89,000	80,000	88,000	104,450	0
\$120,001 \$140,000	8	13.11%	126,250	0	127,500	124,750	0
\$140,001 \$200,000	7	11.48%	166,000	190,000	177,950	143,500	0
\$200,001 and up	8	13.11%	245,500	304,000	207,950	245,500	0
Median Sold Price	94,000			41,000	105,000	124,750	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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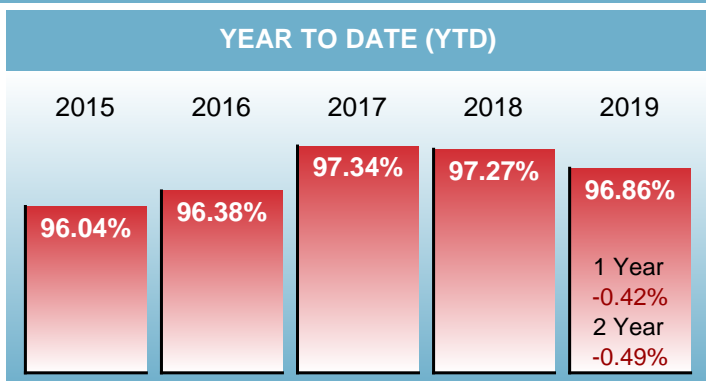
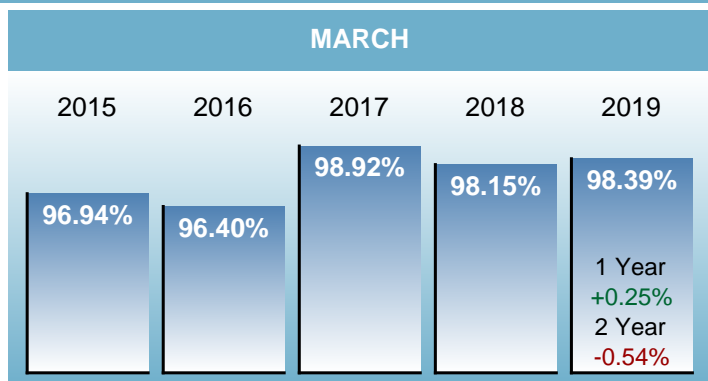
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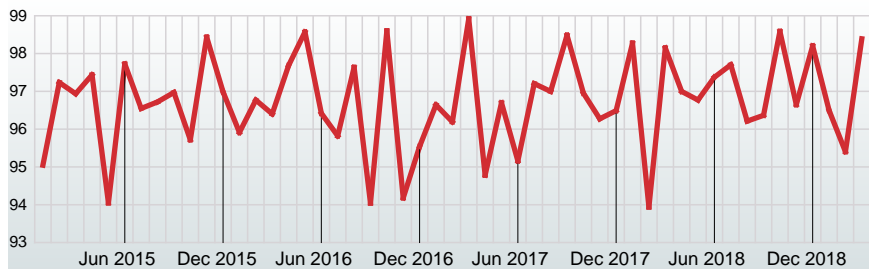


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 97.76% **3 MONTHS**

High
Mar 2017 = 98.92%

Low
Feb 2018 = 93.94%

Median Sold/List Ratio
this month at **98.39%**,
equal to 5 yr MAR
average of **97.76%**

JAN 96.50%
FEB 95.40%
MAR 98.39%
APR 3.13%

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	7	11.48%	100.00%	93.33%	100.00%	0.00%	0.00%
\$20,001 \$40,000	6	9.84%	90.57%	96.83%	77.49%	0.00%	0.00%
\$40,001 \$70,000	7	11.48%	94.78%	92.24%	95.16%	0.00%	0.00%
\$70,001 \$120,000	18	29.51%	99.65%	100.00%	96.67%	100.00%	0.00%
\$120,001 \$140,000	8	13.11%	97.88%	0.00%	97.35%	97.88%	0.00%
\$140,001 \$200,000	7	11.48%	100.00%	94.06%	100.00%	192.37%	0.00%
\$200,001 and up	8	13.11%	97.79%	66.74%	99.07%	97.79%	0.00%
Median Sold/List Ratio		98.39%		94.71%	97.30%	99.58%	0.00%
Total Closed Units		61	100%	20	27	14	
Total Closed Volume		6,649,807		1.48M	2.96M	2.22M	0.00B

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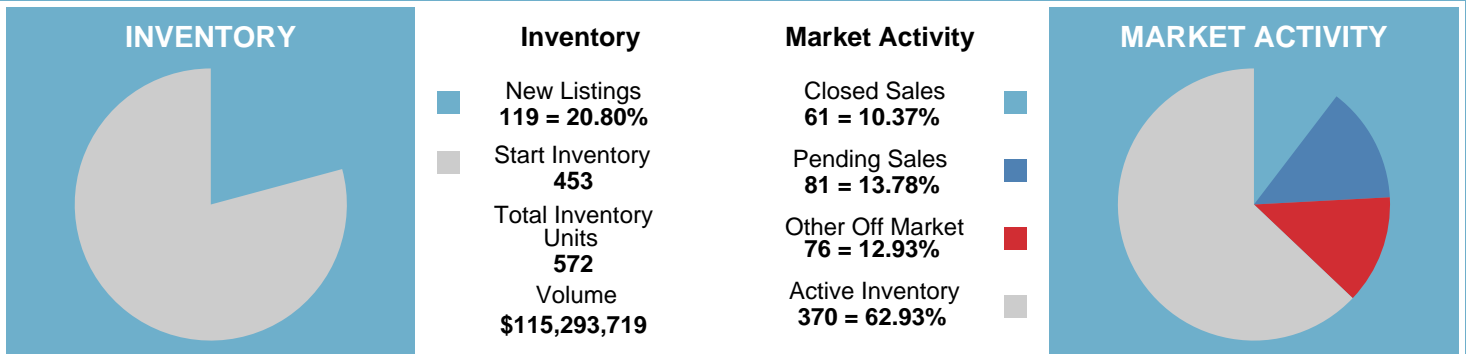
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MARKET SUMMARY

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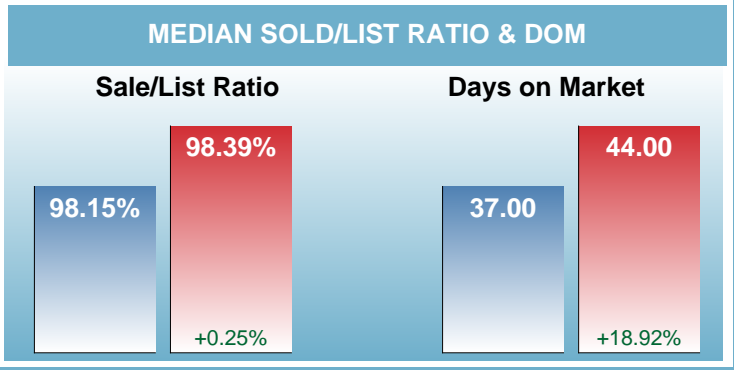
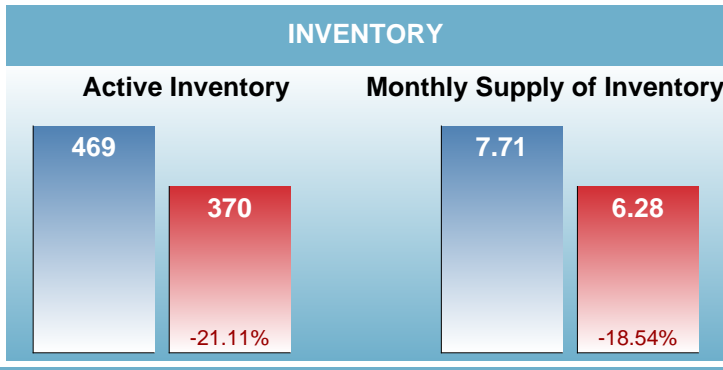
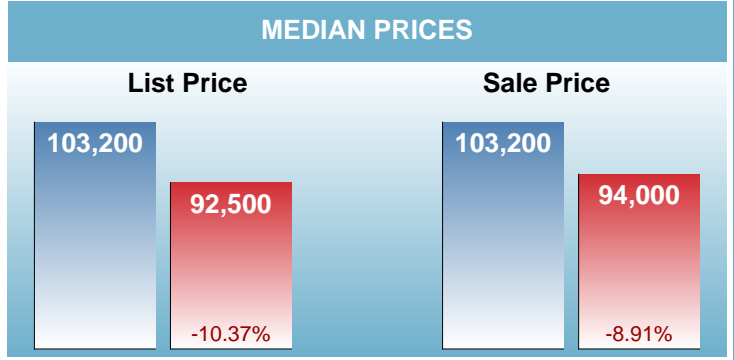
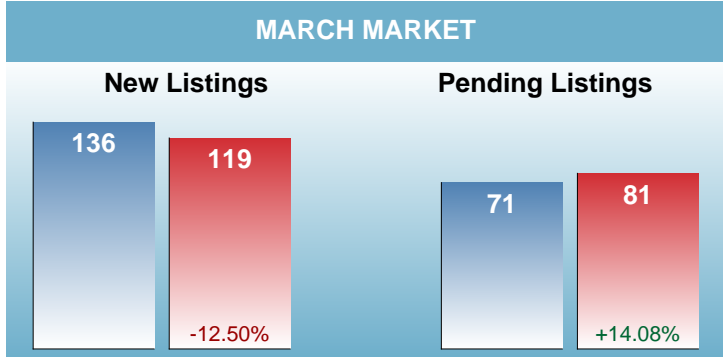


Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	77	61	-20.78%	199	165	-17.09%
Pending Sales	71	81	14.08%	226	203	-10.18%
New Listings	136	119	-12.50%	400	335	-16.25%
Median List Price	103,200	92,500	-10.37%	94,000	90,000	-4.26%
Median Sale Price	103,200	94,000	-8.91%	87,500	88,000	0.57%
Median Percent of Selling Price to List Price	98.15%	98.39%	0.25%	97.27%	96.86%	-0.42%
Median Days on Market to Sale	37.00	44.00	18.92%	41.00	39.00	-4.88%
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?

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