

# May 2019

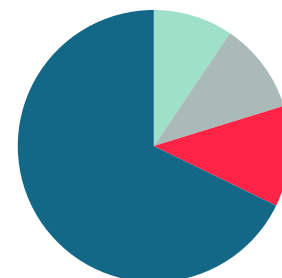
Area Delimited by County Of Muskogee



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	60	56	-6.67%
Pending Listings	63	64	1.59%
New Listings	130	106	-18.46%
Average List Price	115,051	130,371	13.32%
Average Sale Price	110,480	124,657	12.83%
Average Percent of Selling Price to List Price	97.25%	93.50%	-3.86%
Average Days on Market to Sale	43.45	47.61	9.57%
End of Month Inventory	471	402	-14.65%
Months Supply of Inventory	7.64	6.85	-10.29%



■ Closed (9.44%)  
■ Pending (10.79%)  
■ Other OffMarket (11.97%)  
■ Active (67.79%)

**Absorption:** Last 12 months, an Average of **59** Sales/Month  
**Active Inventory** as of May 31, 2019 = **402**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2019 decreased **14.65%** to 402 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 **6.85** 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 **12.83%** in May 2019 to \$124,657 versus the previous year at \$110,480.

#### Average Days on Market Lengthens

The average number of **47.61** days that homes spent on the market before selling increased by 4.16 days or **9.57%** in May 2019 compared to last year's same month at **43.45** DOM.

#### Sales Success for May 2019 is Positive

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

There were 106 New Listings in May 2019, down **18.46%** from last year at 130. Furthermore, there were 56 Closed Listings this month versus last year at 60, a **-6.67%** decrease.

Closed versus Listed trends yielded a **52.8%** ratio, up from previous year's, May 2018, at **46.2%**, a **14.47%** 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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

# May 2019



Area Delimited by County Of Muskogee

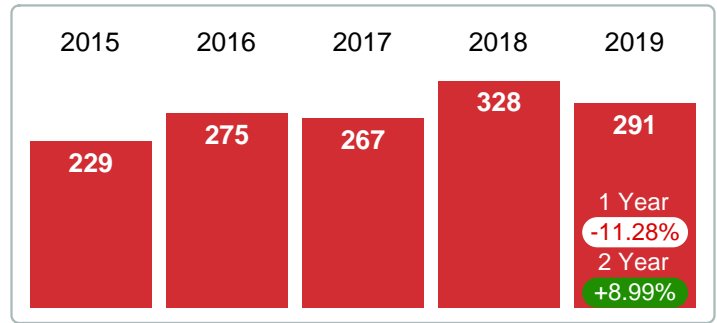
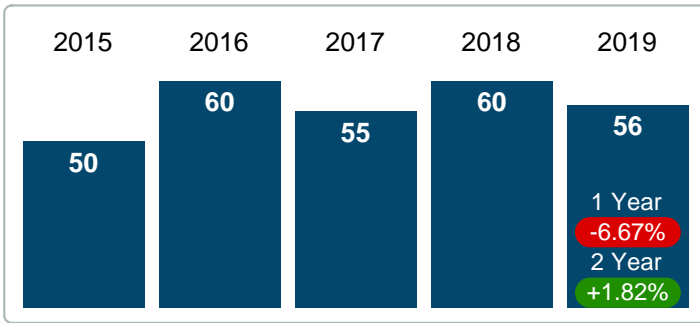


## CLOSED LISTINGS

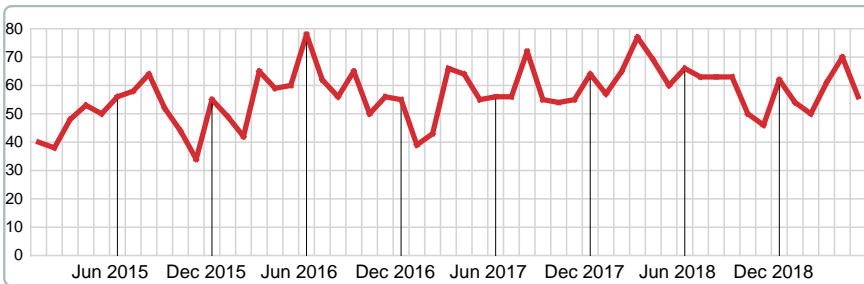
Report produced on Jun 11, 2019 for MLS Technology Inc.

### MAY

### YEAR TO DATE (YTD)

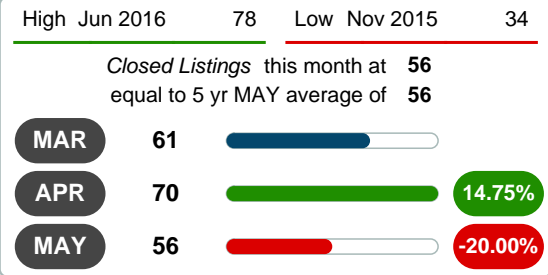


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 56



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2	3.57%	100.5	2	0	0	0
\$10,001 - \$40,000	10	17.86%	69.8	5	5	0	0
\$40,001 - \$80,000	8	14.29%	23.4	3	4	1	0
\$80,001 - \$130,000	16	28.57%	48.7	0	12	4	0
\$130,001 - \$180,000	7	12.50%	34.7	0	7	0	0
\$180,001 - \$290,000	7	12.50%	53.1	0	4	3	0
\$290,001 and up	6	10.71%	31.0	4	1	1	0
<b>Total Closed Units</b>	<b>56</b>			<b>14</b>	<b>33</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,980,780</b>	<b>100%</b>	<b>47.6</b>	<b>1.59M</b>	<b>3.81M</b>	<b>1.58M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$124,657</b>			<b>\$113,229</b>	<b>\$115,599</b>	<b>\$175,644</b>	<b>\$0</b>

# May 2019



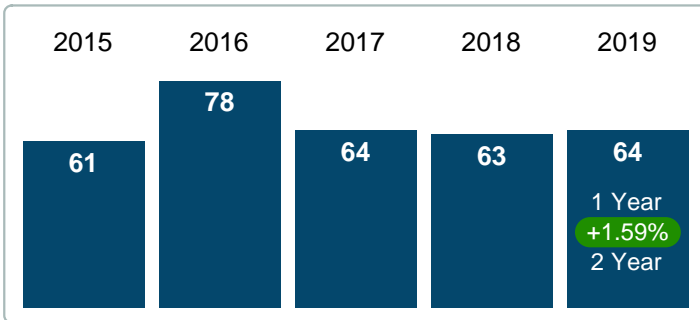
Area Delimited by County Of Muskogee



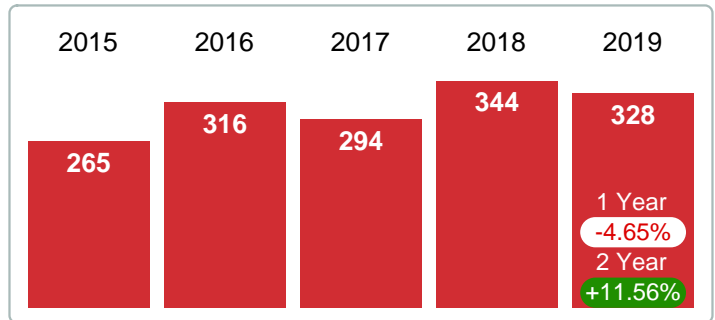
## PENDING LISTINGS

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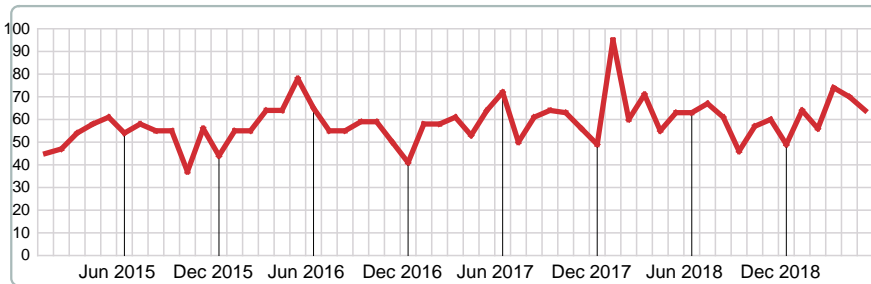
### MAY



### YEAR TO DATE (YTD)

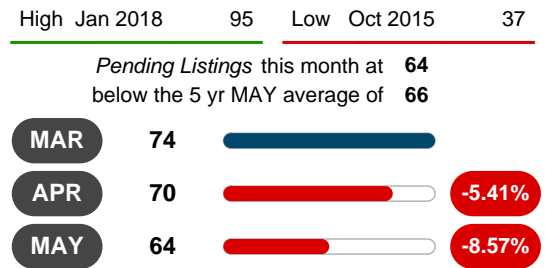


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 66



### 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	5	7.81%	65.0	3	1	0	1
\$20,001 - \$30,000	6	9.38%	49.8	5	1	0	0
\$30,001 - \$90,000	13	20.31%	59.8	4	9	0	0
\$90,001 - \$140,000	16	25.00%	42.9	1	11	3	1
\$140,001 - \$180,000	9	14.06%	17.4	1	7	1	0
\$180,001 - \$330,000	8	12.50%	37.8	2	3	3	0
\$330,001 and up	7	10.94%	50.4	3	2	1	1
<b>Total Pending Units</b>	<b>64</b>			<b>19</b>	<b>34</b>	<b>8</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>8,609,082</b>	<b>100%</b>	<b>70.6</b>	<b>2.13M</b>	<b>4.44M</b>	<b>1.52M</b>	<b>510.90K</b>
<b>Average Listing Price</b>	<b>\$82,469</b>			<b>\$112,299</b>	<b>\$130,721</b>	<b>\$190,000</b>	<b>\$170,300</b>

# May 2019



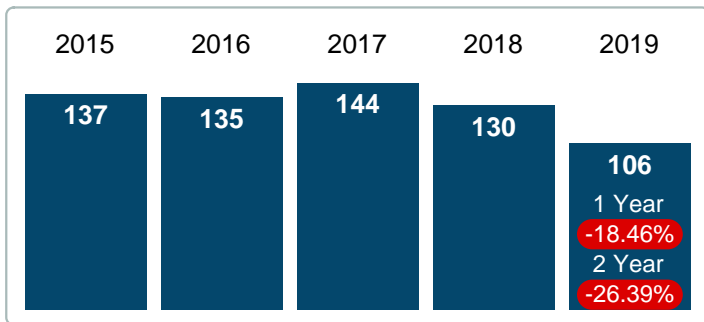
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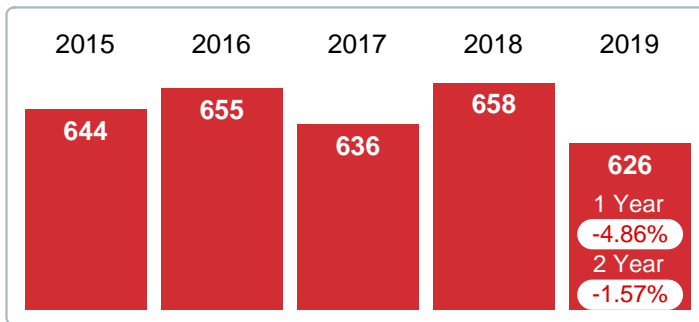
## NEW LISTINGS

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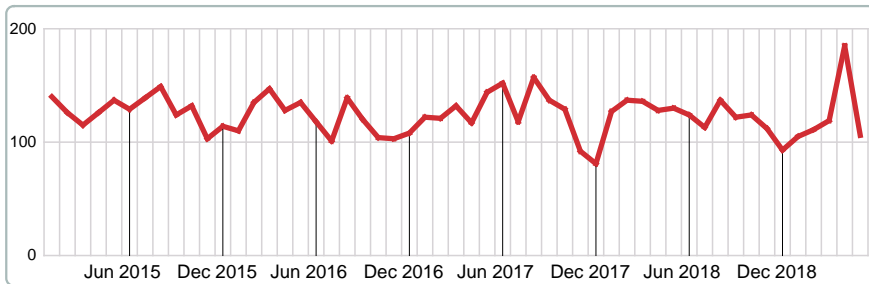
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 130

High Apr 2019 185 Low Dec 2017 81

New Listings this month at 106 below the 5 yr MAY 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
\$25,000 and less	11	10.38%	7	3	1	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$50,000	17	16.04%	10	7	0	0
\$50,001 - \$125,000	29	27.36%	14	14	1	0
\$125,001 - \$200,000	25	23.58%	5	17	3	0
\$200,001 - \$325,000	13	12.26%	3	3	4	3
\$325,001 and up	11	10.38%	6	2	2	1
<b>Total New Listed Units</b>	<b>106</b>		<b>45</b>	<b>46</b>	<b>11</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>17,740,993</b>	<b>100%</b>	<b>8.60M</b>	<b>5.71M</b>	<b>2.24M</b>	<b>1.19M</b>
<b>Average New Listed Listing Price</b>	<b>\$222,450</b>		<b>\$191,187</b>	<b>\$124,065</b>	<b>\$203,709</b>	<b>\$297,450</b>

# May 2019



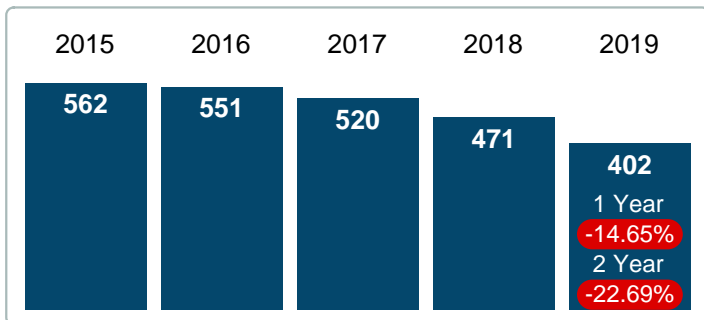
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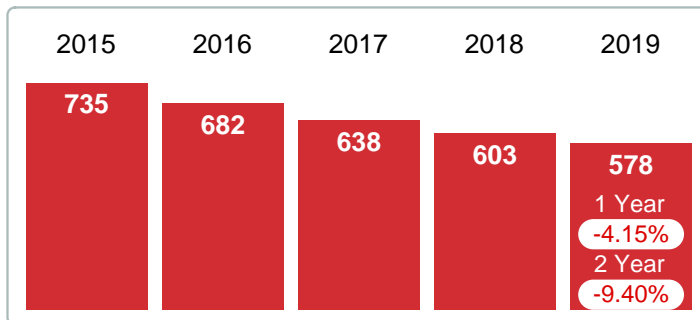
## ACTIVE INVENTORY

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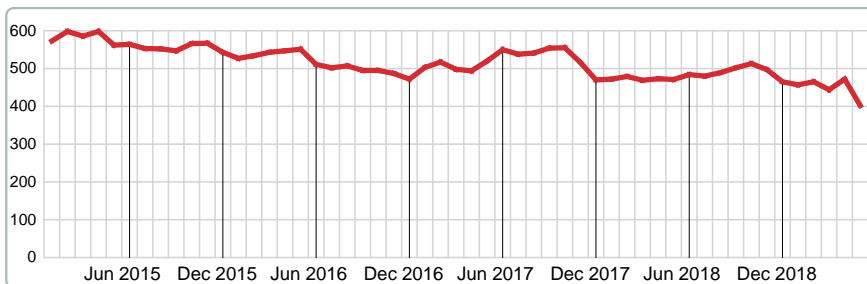
### END OF MAY



### ACTIVE DURING MAY

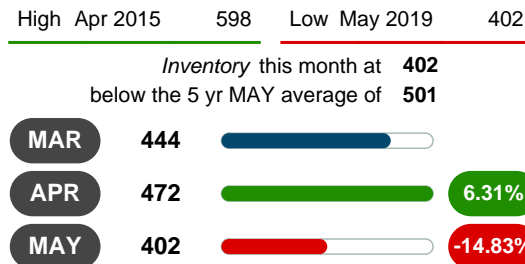


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 501



### 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	80	19.90%	67.5	70	8	1	1
\$25,001-\$50,000	49	12.19%	65.0	35	12	1	1
\$50,001-\$125,000	105	26.12%	74.5	47	51	5	2
\$125,001-\$200,000	79	19.65%	73.2	31	30	18	0
\$200,001-\$325,000	45	11.19%	78.9	20	12	7	6
\$325,001 and up	44	10.95%	78.0	29	5	8	2
Total Active Inventory by Units			402	232	118	40	12
Total Active Inventory by Volume			70,540,692	41.91M	17.09M	8.87M	2.67M
Average Active Inventory Listing Price			\$175,474	\$180,634	\$144,871	\$221,761	\$222,375

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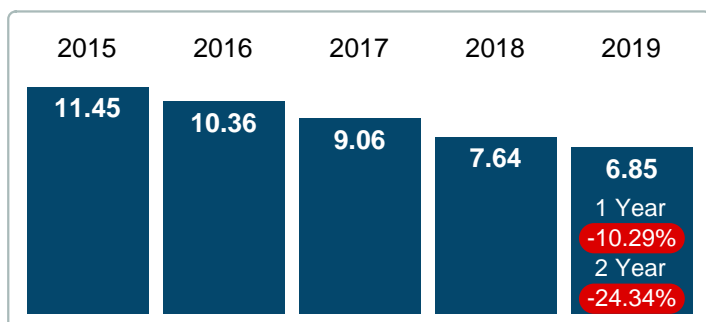
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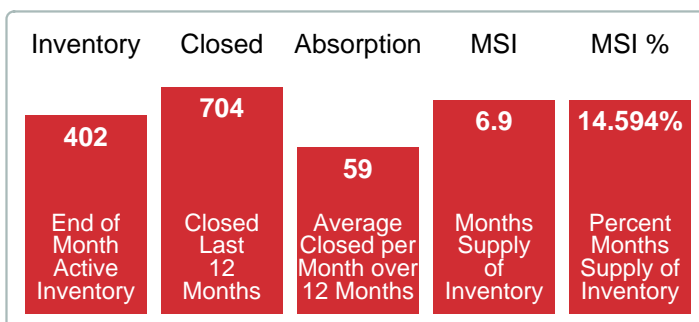
## MONTHS SUPPLY of INVENTORY (MSI)

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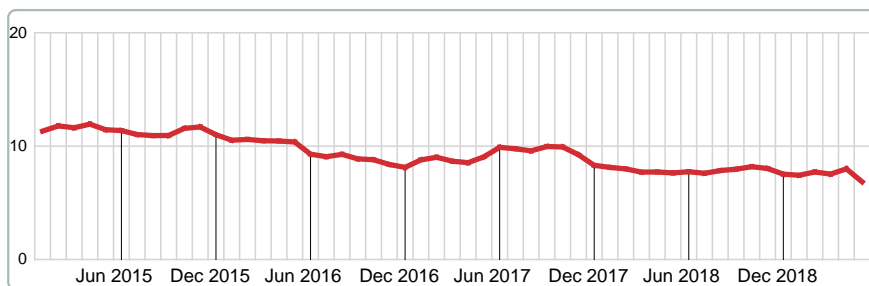
### MSI FOR MAY



### INDICATORS FOR MAY 2019

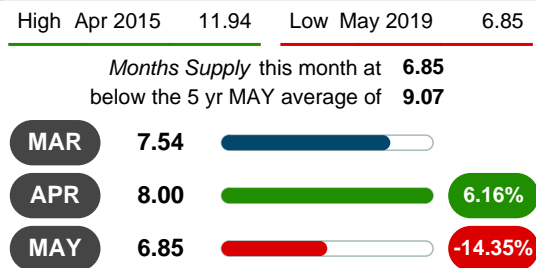


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 9.07



### 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	13	3.23%	7.80	8.00	12.00	0.00	0.00
\$10,001 - \$20,000	55	13.68%	14.04	18.38	5.00	4.00	0.00
\$20,001 - \$60,000	82	20.40%	6.19	11.02	3.14	1.85	24.00
\$60,001 - \$130,000	92	22.89%	4.70	13.03	3.40	2.15	12.00
\$130,001 - \$200,000	71	17.66%	5.29	19.76	3.14	5.14	0.00
\$200,001 - \$340,000	49	12.19%	8.28	18.46	5.33	4.29	28.00
\$340,001 and up	40	9.95%	43.64	116.00	15.00	20.00	12.00
Market Supply of Inventory (MSI)	6.85		6.85	15.55	3.59	3.93	16.00
Total Active Inventory by Units	402	100%	6.85	232	118	40	12

# May 2019



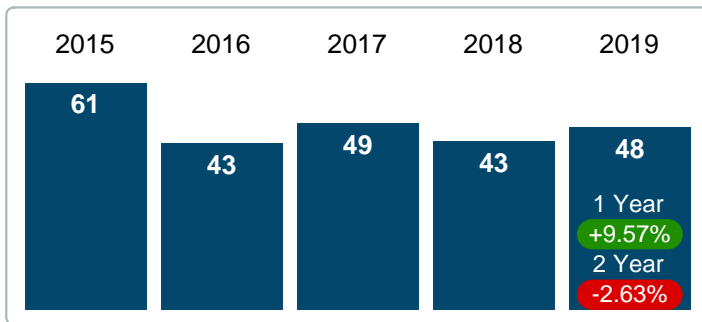
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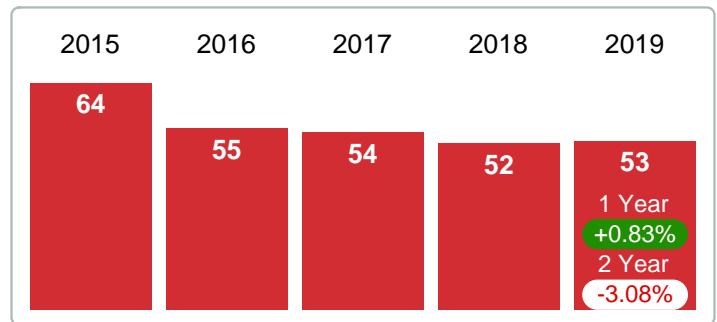
## AVERAGE DAYS ON MARKET TO SALE

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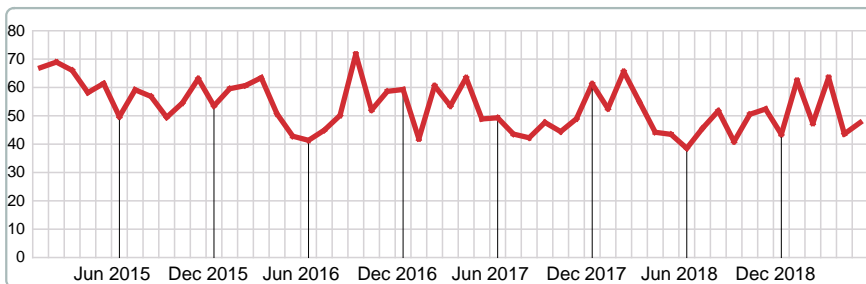
### MAY



### YEAR TO DATE (YTD)

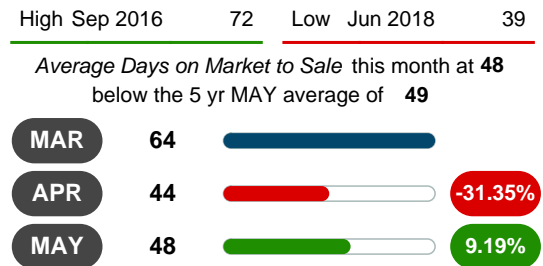


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 49



### 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
\$10,000 and less	3.57%	101	101	0	0	0
\$10,001 - \$40,000	17.86%	70	86	53	0	0
\$40,001 - \$80,000	14.29%	23	27	26	5	0
\$80,001 - \$130,000	28.57%	49	0	53	35	0
\$130,001 - \$180,000	12.50%	35	0	35	0	0
\$180,001 - \$290,000	12.50%	53	0	63	40	0
\$290,001 and up	10.71%	31	35	1	46	0
<b>Average Closed DOM</b>		<b>48</b>	<b>61</b>	<b>46</b>	<b>35</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>47.6</b>	<b>14</b>	<b>33</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,980,780</b>	<b>1.59M</b>	<b>3.81M</b>	<b>1.58M</b>	<b>0.00B</b>



# May 2019



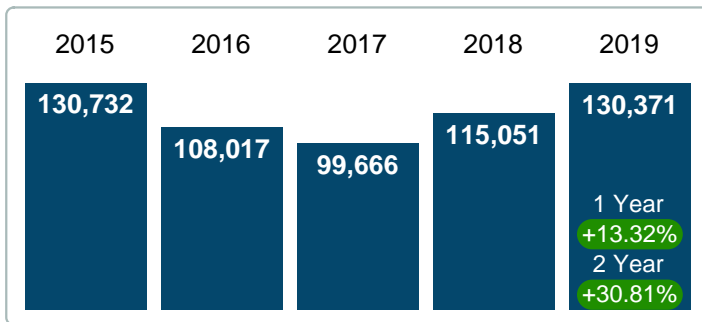
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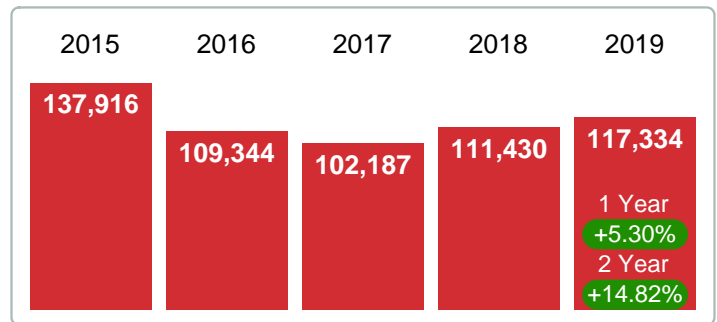
## AVERAGE LIST PRICE AT CLOSING

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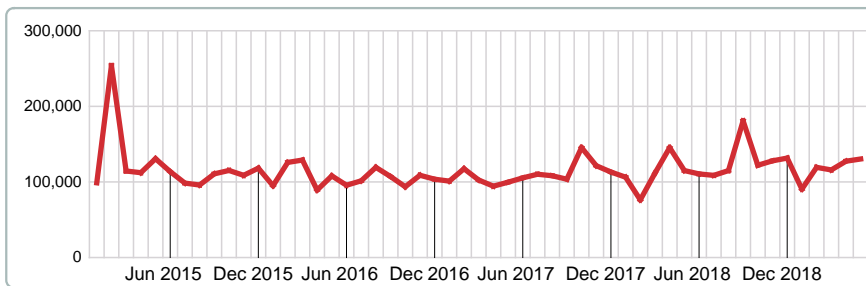
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

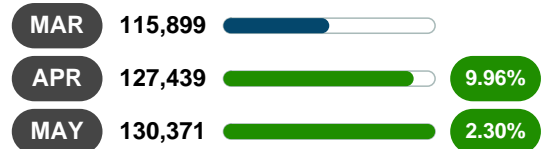


### 3 MONTHS

5 year MAY AVG = 116,767

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

Average List Price at Closing this month at **130,371**  
above the 5 yr MAY average of **116,767**



### 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
\$10,000 and less	1.79%	5,000	10,950	0	0	0
\$10,001 - \$40,000	16.07%	23,451	26,896	30,915	0	0
\$40,001 - \$80,000	17.86%	64,880	66,300	68,775	79,900	0
\$80,001 - \$130,000	25.00%	106,657	0	112,700	103,950	0
\$130,001 - \$180,000	16.07%	145,078	0	147,243	0	0
\$180,001 - \$290,000	12.50%	228,457	0	206,100	258,267	0
\$290,001 and up	10.71%	339,633	349,950	299,000	339,000	0
<b>Average List Price</b>		<b>130,371</b>	<b>125,363</b>	<b>119,278</b>	<b>178,833</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>130,371</b>	<b>14</b>	<b>33</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>7,300,757</b>	<b>1.76M</b>	<b>3.94M</b>	<b>1.61M</b>	<b>0.00B</b>



# May 2019



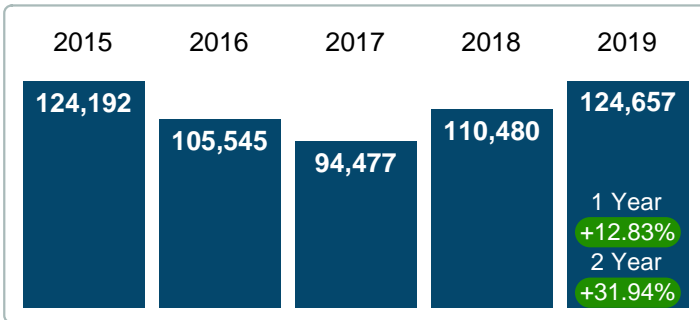
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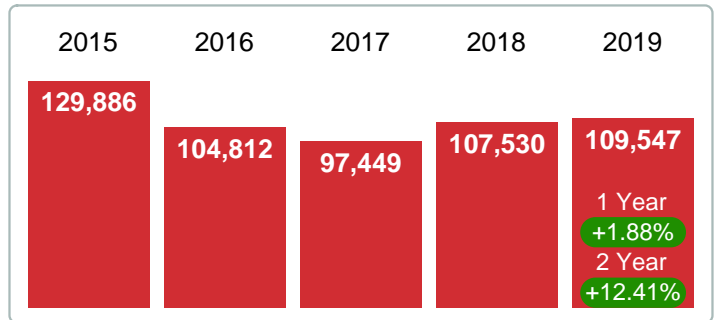
## AVERAGE SOLD PRICE AT CLOSING

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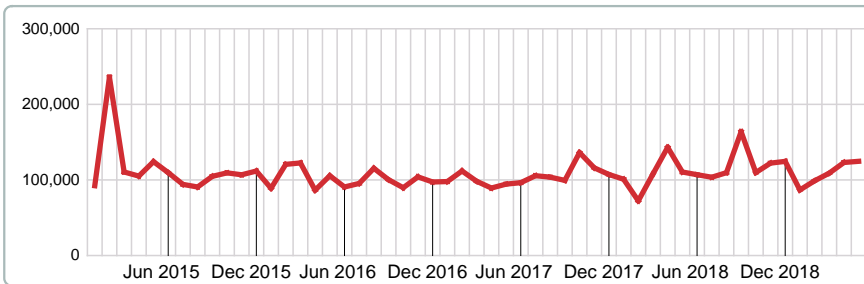
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

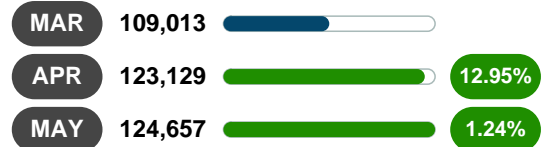


### 3 MONTHS

5 year MAY AVG = 111,870

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

Average Sold Price at Closing this month at **124,657** above the 5 yr MAY average of **111,870**



## 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
\$10,000 and less	3.57%	7,150	7,150	0	0	0
\$10,001 - \$40,000	17.86%	23,200	21,600	24,800	0	0
\$40,001 - \$80,000	14.29%	68,663	66,300	67,600	80,000	0
\$80,001 - \$130,000	28.57%	105,914	0	107,353	101,600	0
\$130,001 - \$180,000	12.50%	145,964	0	145,964	0	0
\$180,001 - \$290,000	12.50%	225,829	0	202,850	256,467	0
\$290,001 and up	10.71%	314,667	316,000	299,000	325,000	0
<b>Average Sold Price</b>		<b>124,657</b>	<b>113,229</b>	<b>115,599</b>	<b>175,644</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>124,657</b>	<b>14</b>	<b>33</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,980,780</b>	<b>1.59M</b>	<b>3.81M</b>	<b>1.58M</b>	<b>0.00B</b>

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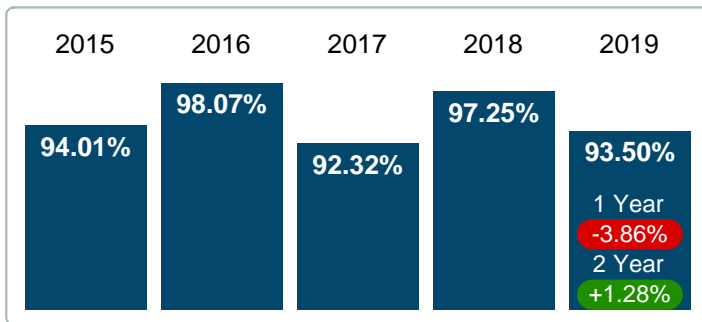
Area Delimited by County Of Muskogee



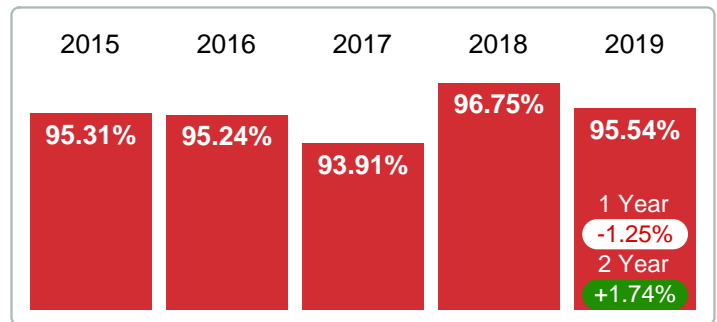
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

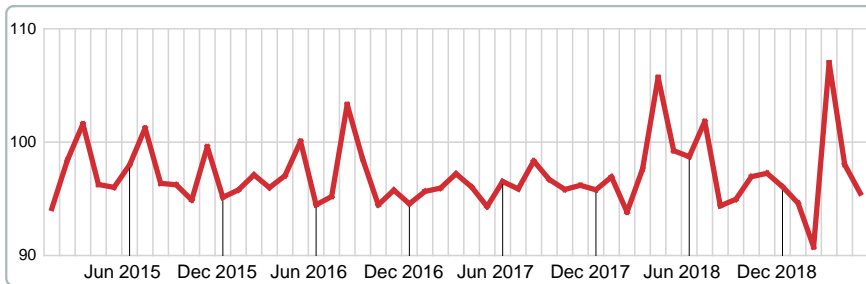
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

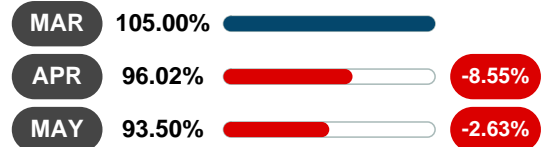


### 3 MONTHS

5 year MAY AVG = 95.03%

High Mar 2019 105.00% Low Feb 2019 88.76%

Average Sold/List Ratio this month at **93.50%**  
below the 5 yr MAY average of **95.03%**



## 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
\$10,000 and less	2	3.57%	77.51%	77.51%	0.00%	0.00%	0.00%
\$10,001 - \$40,000	10	17.86%	80.35%	80.61%	80.10%	0.00%	0.00%
\$40,001 - \$80,000	8	14.29%	99.89%	100.00%	99.76%	100.13%	0.00%
\$80,001 - \$130,000	16	28.57%	95.90%	0.00%	95.32%	97.64%	0.00%
\$130,001 - \$180,000	7	12.50%	99.11%	0.00%	99.11%	0.00%	0.00%
\$180,001 - \$290,000	7	12.50%	98.77%	0.00%	98.46%	99.18%	0.00%
\$290,001 and up	6	10.71%	93.09%	90.66%	100.00%	95.87%	0.00%
Average Sold/List Ratio		93.50%		87.19%	94.88%	98.23%	0.00%
Total Closed Units		56	100%	14	33	9	
Total Closed Volume		6,980,780	93.50%	1.59M	3.81M	1.58M	0.00B

# May 2019



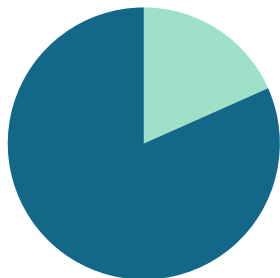
Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

### INVENTORY

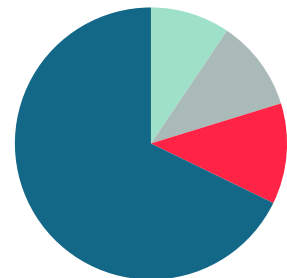


**Inventory**  
 New Listings  
**106 = 18.34%**  
 Start Inventory  
**472**  
 Total Inventory Units  
**578**  
 Volume  
**\$110,388,332**

### Market Activity

Closed Sales  
**56 = 9.44%**  
 Pending Sales  
**64 = 10.79%**  
 Other Off Market  
**71 = 11.97%**  
 Active Inventory  
**402 = 67.79%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	60	56	-6.67%	328	291	-11.28%
Pending Sales	63	64	1.59%	344	328	-4.65%
New Listings	130	106	-18.46%	658	626	-4.86%
Average List Price	115,051	130,371	13.32%	111,430	117,334	5.30%
Average Sale Price	110,480	124,657	12.83%	107,530	109,547	1.88%
Average Percent of Selling Price to List Price	97.25%	93.50%	-3.86%	96.75%	95.54%	-1.25%
Average Days on Market to Sale	43.45	47.61	9.57%	52.26	52.69	0.83%
Monthly Inventory	471	402	-14.65%	471	402	-14.65%
Months Supply of Inventory	7.64	6.85	-10.29%	7.64	6.85	-10.29%

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

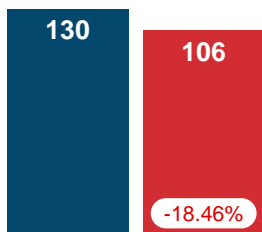
**Inventory** on May 31, 2019 = **402**

**2018** **2019**

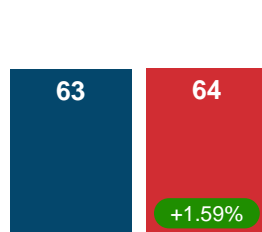
### MAY MARKET

### AVERAGE PRICES

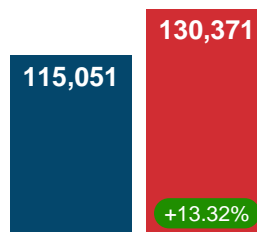
#### New Listings



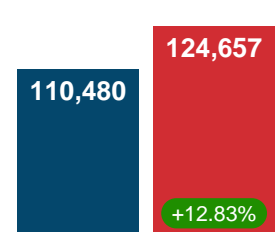
#### Pending Listings



#### List Price



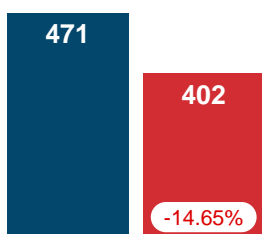
#### Sale Price



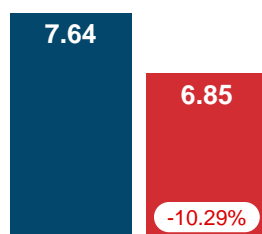
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

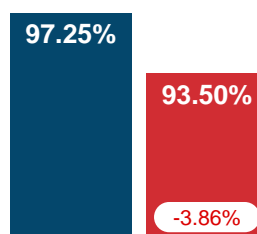
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

