

# May 2019

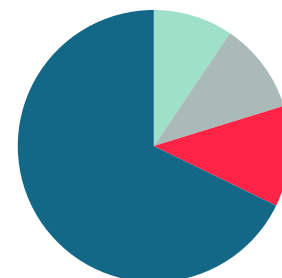
Area Delimited by County Of Muskogee



## 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%
Median List Price	112,200	107,450	-4.23%
Median Sale Price	109,250	102,665	-6.03%
Median Percent of Selling Price to List Price	96.77%	97.49%	0.74%
Median Days on Market to Sale	29.50	22.50	-23.73%
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.

#### 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 **6.03%** in May 2019 to \$102,665 versus the previous year at \$109,250.

#### Median Days on Market Shortens

The median number of **22.50** days that homes spent on the market before selling decreased by 7.00 days or **23.73%** in May 2019 compared to last year's same month at **29.50** DOM.

#### Sales Success for May 2019 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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>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

# May 2019



Area Delimited by County Of Muskogee

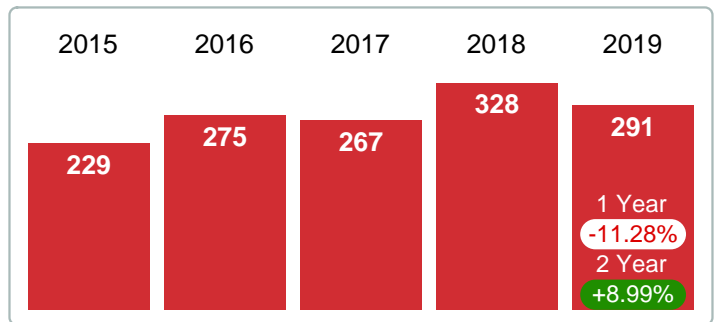
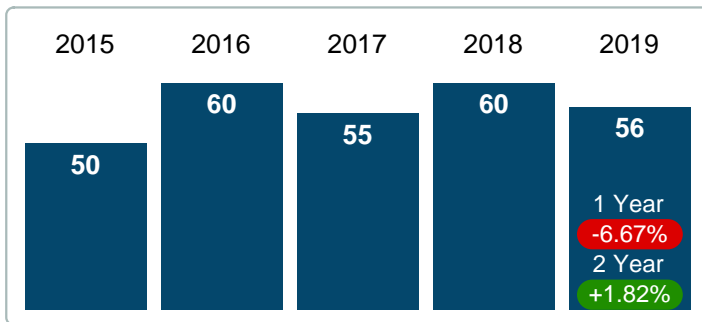


## CLOSED LISTINGS

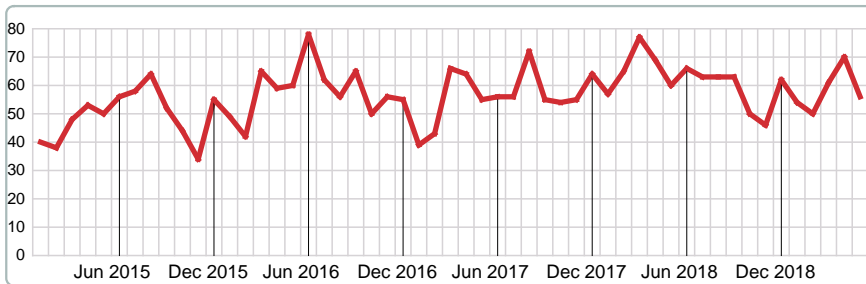
Report produced on Jun 11, 2019 for MLS Technology Inc.

### MAY

### YEAR TO DATE (YTD)

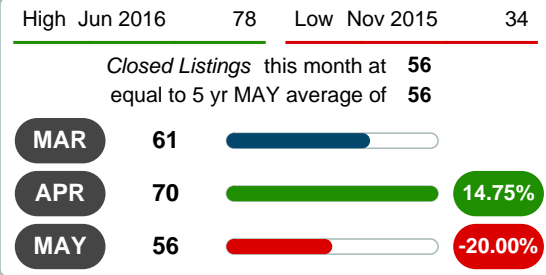


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 56



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	51.0	5	5	0	0
\$40,001 - \$80,000	8	14.29%	11.5	3	4	1	0
\$80,001 - \$130,000	16	28.57%	23.5	0	12	4	0
\$130,001 - \$180,000	7	12.50%	12.0	0	7	0	0
\$180,001 - \$290,000	7	12.50%	18.0	0	4	3	0
\$290,001 and up	6	10.71%	23.5	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>22.5</b>	<b>1.59M</b>	<b>3.81M</b>	<b>1.58M</b>	<b>0.00B</b>
<b>Median Closed Price</b>	<b>\$102,665</b>			<b>\$44,500</b>	<b>\$115,000</b>	<b>\$114,900</b>	<b>\$0</b>

# May 2019



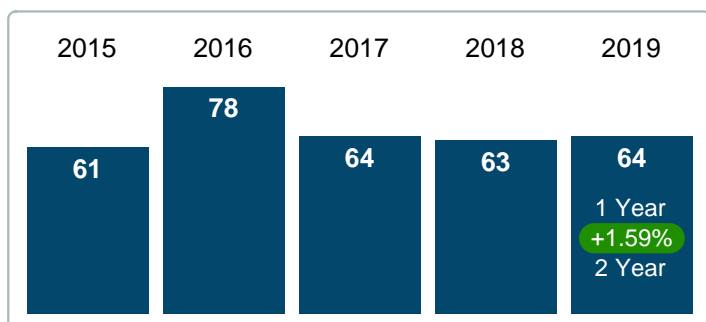
Area Delimited by County Of Muskogee



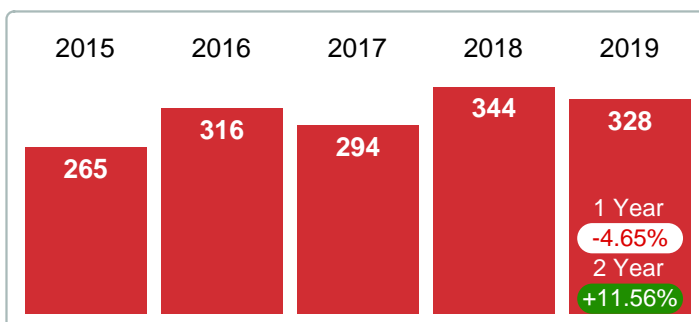
## PENDING LISTINGS

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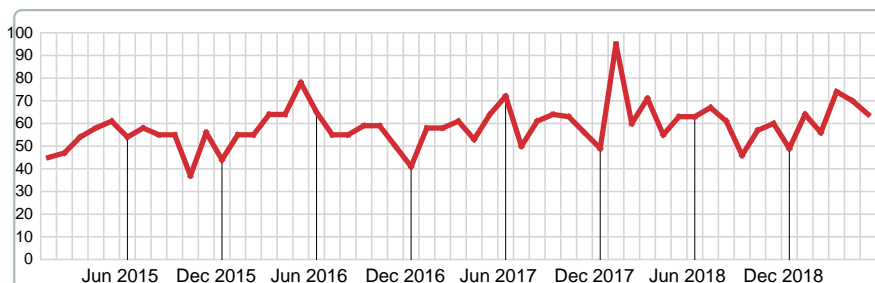
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

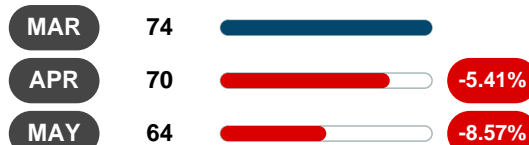


### 3 MONTHS

5 year MAY AVG = 66

High Jan 2018 95 Low Oct 2015 37

Pending Listings this month at 64 below the 5 yr MAY average of 66



### 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	5	7.81%	52.0	3	1	0	1
\$20,001 - \$30,000	6	9.38%	19.5	5	1	0	0
\$30,001 - \$90,000	13	20.31%	47.0	4	9	0	0
\$90,001 - \$140,000	16	25.00%	29.0	1	11	3	1
\$140,001 - \$180,000	9	14.06%	11.0	1	7	1	0
\$180,001 - \$330,000	8	12.50%	25.0	2	3	3	0
\$330,001 and up	7	10.94%	42.0	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>29.5</b>	<b>2.13M</b>	<b>4.44M</b>	<b>1.52M</b>	<b>510.90K</b>
<b>Median Listing Price</b>	<b>\$119,900</b>			<b>\$35,500</b>	<b>\$129,000</b>	<b>\$174,700</b>	<b>\$119,000</b>

# May 2019



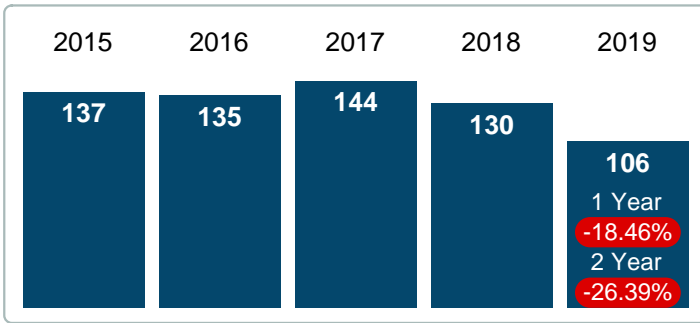
Area Delimited by County Of Muskogee



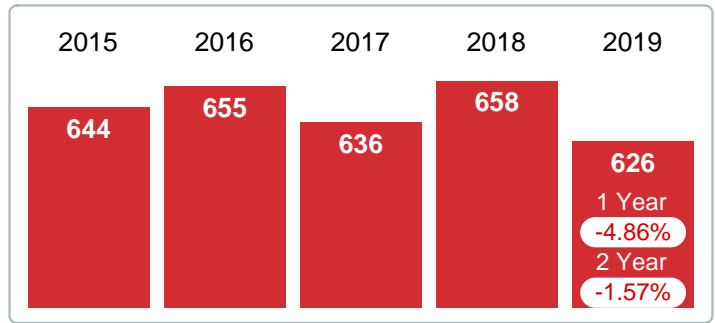
## NEW LISTINGS

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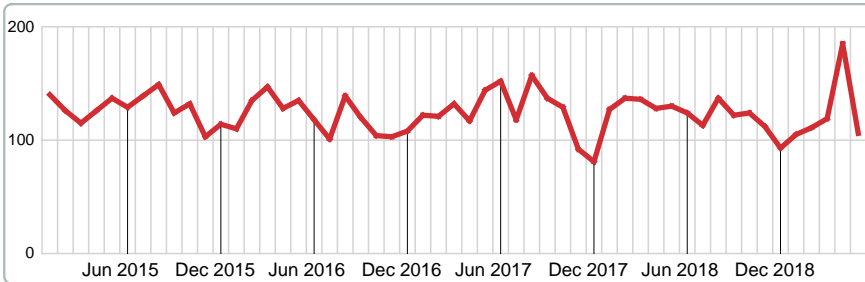
### MAY



### YEAR TO DATE (YTD)

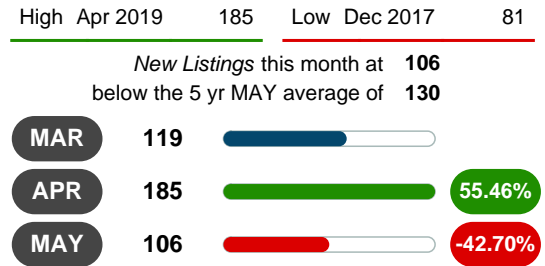


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 130



### 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	7.55%	5	2	1	0
\$20,001 - \$40,000	13	12.26%	9	4	0	0
\$40,001 - \$60,000	14	13.21%	8	6	0	0
\$60,001 - \$130,000	27	25.47%	10	15	2	0
\$130,001 - \$210,000	20	18.87%	4	14	2	0
\$210,001 - \$330,000	13	12.26%	3	3	4	3
\$330,001 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>Median New Listed Listing Price</b>	<b>\$107,500</b>		<b>\$65,000</b>	<b>\$124,950</b>	<b>\$217,000</b>	<b>\$297,450</b>

# May 2019



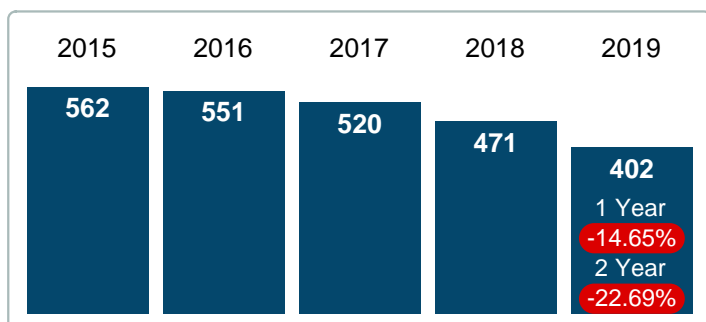
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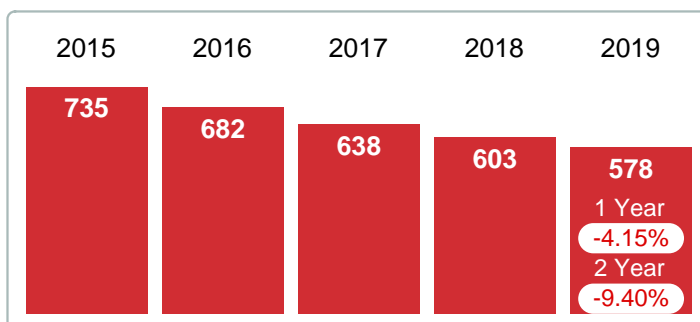
## ACTIVE INVENTORY

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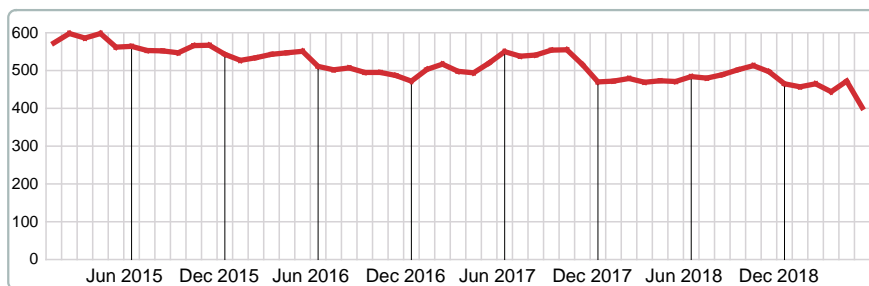
### END OF MAY



### ACTIVE DURING MAY

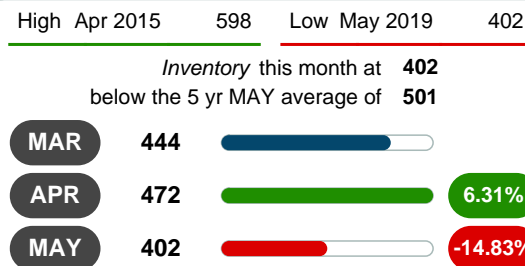


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 501



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	13	3.23%	35.0	12	1	0	0
\$10,001 - \$20,000	55	13.68%	49.0	49	5	1	0
\$20,001 - \$60,000	82	20.40%	59.0	56	22	2	2
\$60,001 - \$130,000	92	22.89%	58.5	38	45	7	2
\$130,001 - \$200,000	71	17.66%	70.0	28	28	15	0
\$200,001 - \$340,000	49	12.19%	65.0	20	12	10	7
\$340,001 and up	40	9.95%	78.0	29	5	5	1
Total Active Inventory by Units	402			232	118	40	12
Total Active Inventory by Volume	70,540,692	100%	57.0	41.91M	17.09M	8.87M	2.67M
Median Active Inventory Listing Price	\$102,000			\$59,975	\$111,950	\$182,400	\$262,450

# May 2019



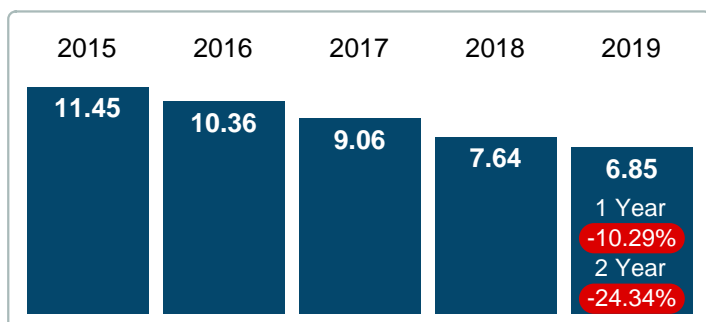
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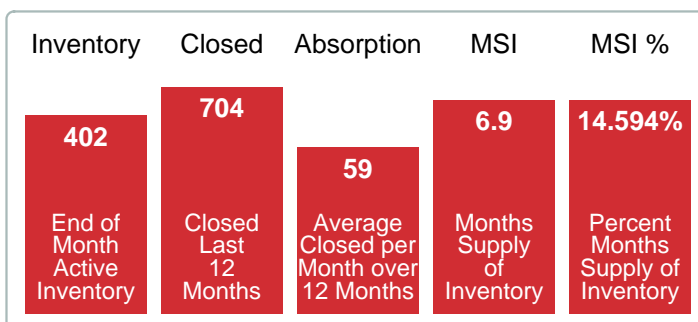
## MONTHS SUPPLY of INVENTORY (MSI)

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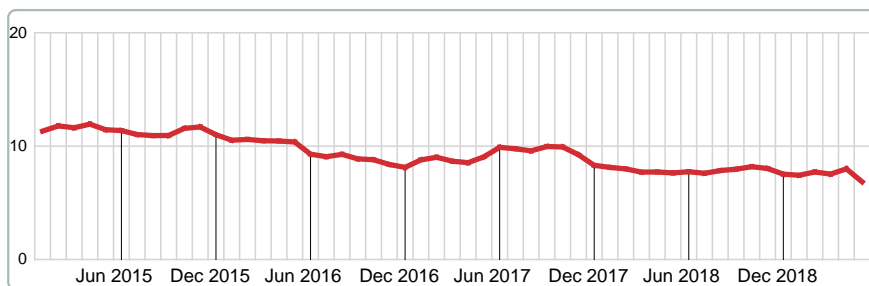
### MSI FOR MAY



### INDICATORS FOR MAY 2019

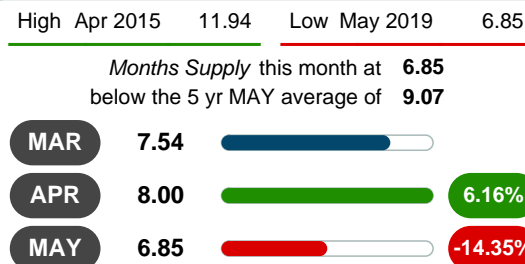


### 5 YEAR MARKET ACTIVITY TRENDS



### 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



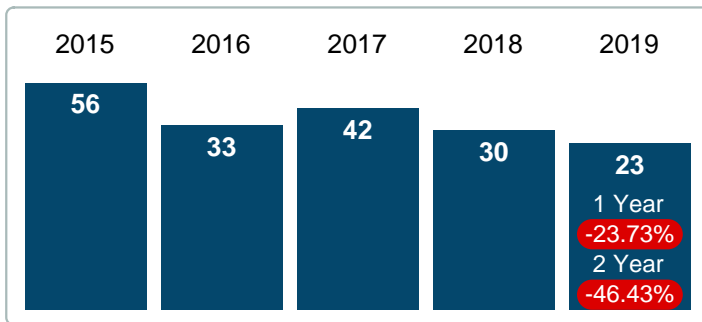
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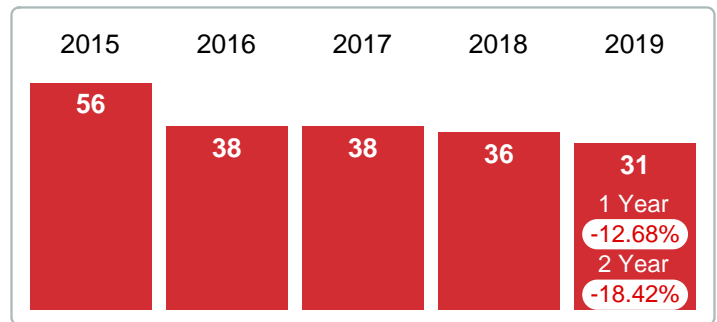
## MEDIAN DAYS ON MARKET TO SALE

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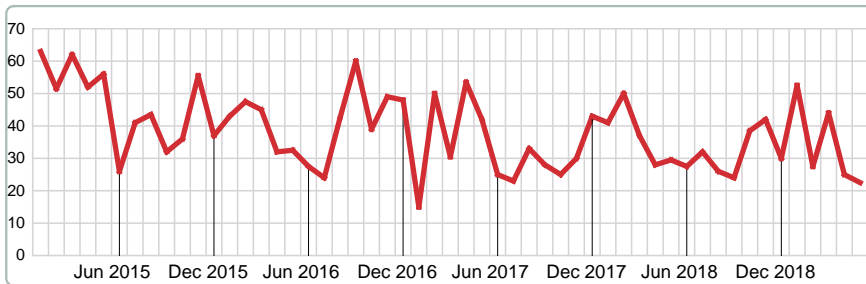
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

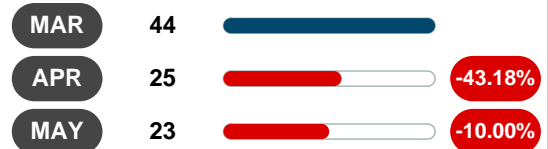


### 3 MONTHS

5 year MAY AVG = 37

High Jan 2015 63 Low Jan 2017 15

Median Days on Market to Sale this month at 23 below the 5 yr MAY average of 37



### 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	
\$10,000 and less	3.57%	101	101	0	0	0	
\$10,001 - \$40,000	17.86%	51	52	50	0	0	
\$40,001 - \$80,000	14.29%	12	13	20	5	0	
\$80,001 - \$130,000	28.57%	24	0	17	37	0	
\$130,001 - \$180,000	12.50%	12	0	12	0	0	
\$180,001 - \$290,000	12.50%	18	0	45	18	0	
\$290,001 and up	10.71%	24	27	1	46	0	
Median Closed DOM		23		52	13	33	0
Total Closed Units	100%	56	22.5	14	33	9	
Total Closed Volume		6,980,780		1.59M	3.81M	1.58M	0.00B

# May 2019



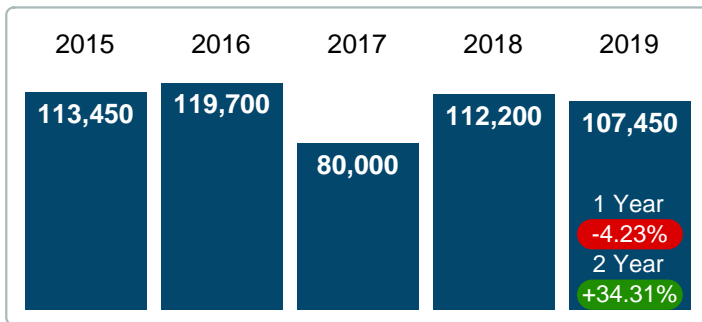
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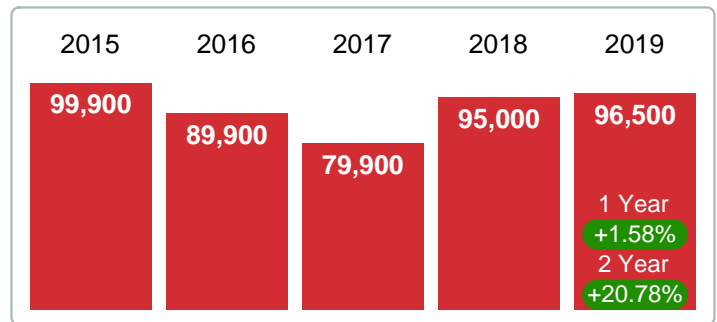
## MEDIAN LIST PRICE AT CLOSING

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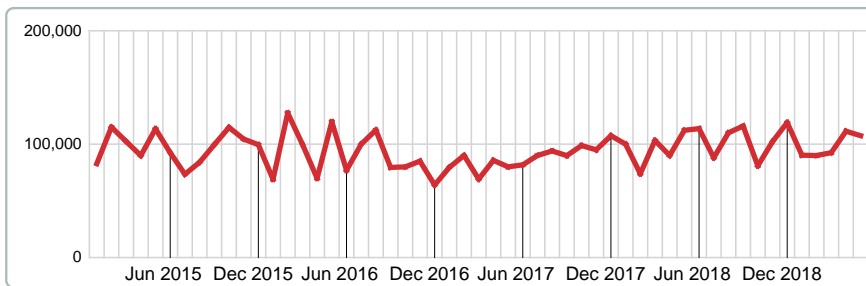
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

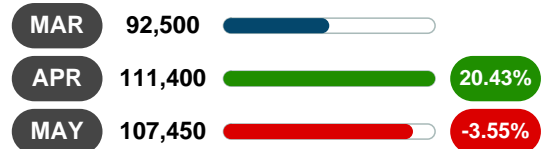


### 3 MONTHS

5 year MAY AVG = 106,560

High Feb 2016 127,450 Low Dec 2016 64,000

Median List Price at Closing this month at **107,450**  
above the 5 yr MAY average of **106,560**



### 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
\$10,000 and less	1.79%	5,000	5,000	0	0	0
\$10,001 - \$40,000	16.07%	20,000	19,000	27,388	0	0
\$40,001 - \$80,000	17.86%	72,400	59,950	74,900	79,900	0
\$80,001 - \$130,000	25.00%	105,700	0	105,700	103,900	0
\$130,001 - \$180,000	16.07%	144,900	0	144,900	0	0
\$180,001 - \$290,000	12.50%	215,500	0	209,500	264,900	0
\$290,001 and up	10.71%	334,000	339,500	299,000	339,000	0
<b>Median List Price</b>		<b>107,450</b>	<b>49,500</b>	<b>114,900</b>	<b>114,900</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>107,450</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



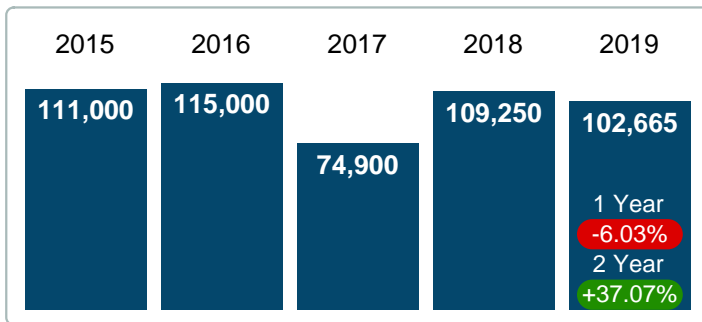
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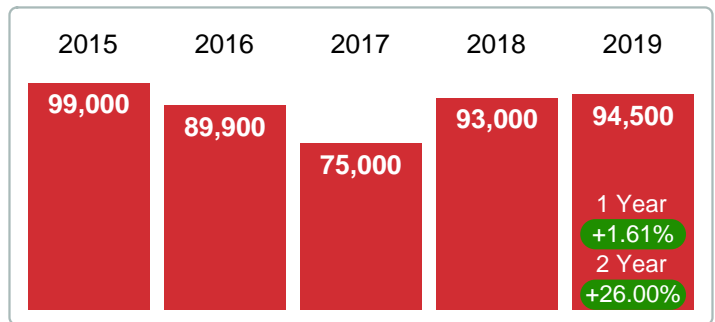
## MEDIAN SOLD PRICE AT CLOSING

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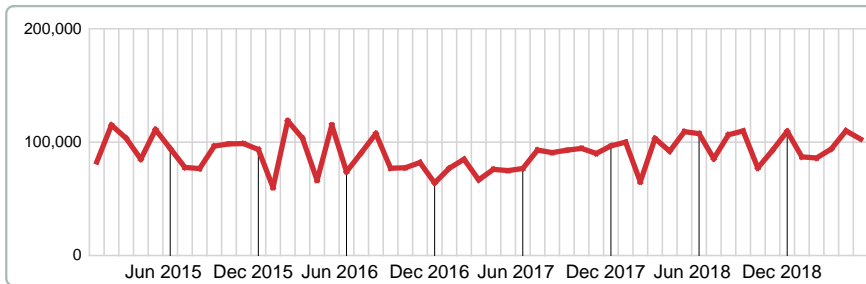
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

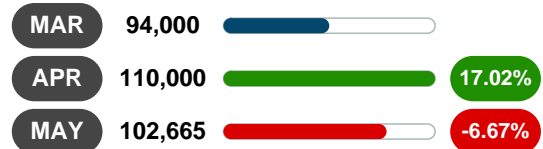


### 3 MONTHS

5 year MAY AVG = 102,563

High Feb 2016 118,825 Low Jan 2016 60,000

Median Sold Price at Closing this month at **102,665** above the 5 yr MAY average of **102,563**



### 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
\$10,000 and less	3.57%	7,150	7,150	0	0	0
\$10,001 - \$40,000	17.86%	20,500	16,000	23,000	0	0
\$40,001 - \$80,000	14.29%	72,750	69,900	72,750	80,000	0
\$80,001 - \$130,000	28.57%	102,665	0	102,665	100,750	0
\$130,001 - \$180,000	12.50%	148,250	0	148,250	0	0
\$180,001 - \$290,000	12.50%	212,500	0	204,500	264,900	0
\$290,001 and up	10.71%	315,000	315,000	299,000	325,000	0
<b>Median Sold Price</b>		<b>102,665</b>	<b>44,500</b>	<b>115,000</b>	<b>114,900</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</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>1.59M</b>	<b>3.81M</b>	<b>1.58M</b>	<b>0.00B</b>

# May 2019



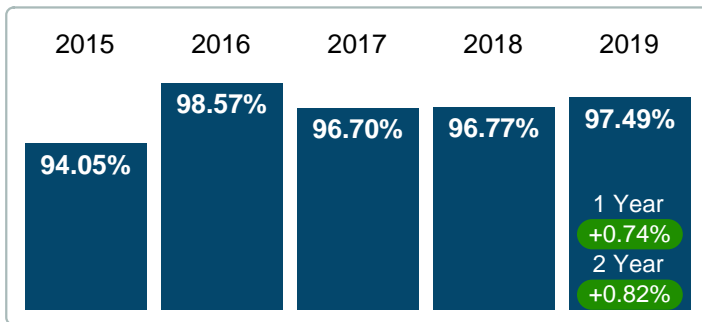
Area Delimited by County Of Muskogee



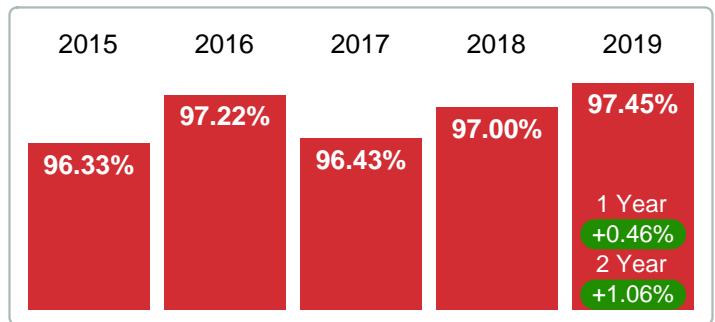
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

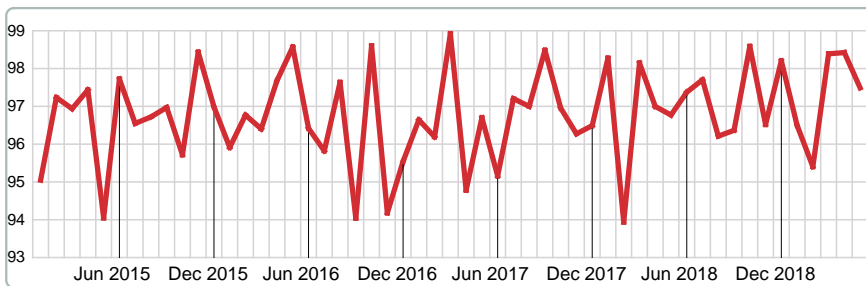
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

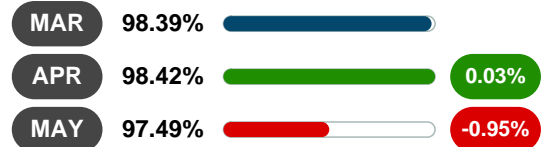


### 3 MONTHS

5 year MAY AVG = 96.72%

High Mar 2017 98.92% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **97.49%**  
equal to 5 yr MAY average of **96.72%**



### 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
\$10,000 and less	2	3.57%	77.51%	77.51%	0.00%	0.00%	0.00%
\$10,001 \$40,000	10	17.86%	80.00%	80.00%	77.69%	0.00%	0.00%
\$40,001 \$80,000	8	14.29%	100.00%	100.00%	99.40%	100.13%	0.00%
\$80,001 \$130,000	16	28.57%	96.36%	0.00%	94.92%	97.86%	0.00%
\$130,001 \$180,000	7	12.50%	99.16%	0.00%	99.16%	0.00%	0.00%
\$180,001 \$290,000	7	12.50%	100.00%	0.00%	99.30%	100.00%	0.00%
\$290,001 and up	6	10.71%	93.30%	92.78%	100.00%	95.87%	0.00%
Median Sold/List Ratio		97.49%		88.46%	98.09%	98.28%	0.00%
Total Closed Units		56	100%	14	33	9	
Total Closed Volume		6,980,780		1.59M	3.81M	1.58M	0.00B

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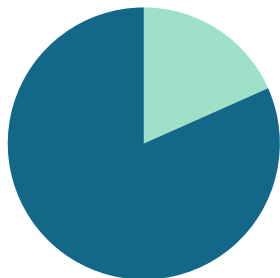
Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

### INVENTORY

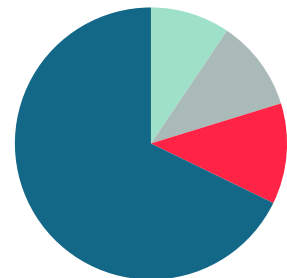


**Inventory**  
 New Listings  
**106 = 18.34%**  
 Start Inventory  
**472**  
 Total Inventory Units  
**578**  
 Volume  
**\$110,388,332**

### 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%
Median List Price	112,200	107,450	-4.23%	95,000	96,500	1.58%
Median Sale Price	109,250	102,665	-6.03%	93,000	94,500	1.61%
Median Percent of Selling Price to List Price	96.77%	97.49%	0.74%	97.00%	97.45%	0.46%
Median Days on Market to Sale	29.50	22.50	-23.73%	35.50	31.00	-12.68%
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

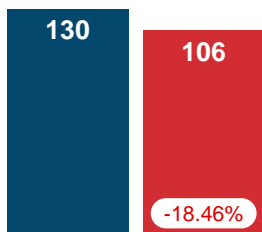
**Inventory** on May 31, 2019 = **402**

**2018** **2019**

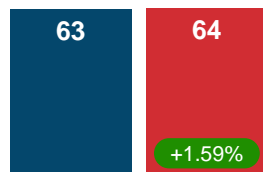
### MAY MARKET

### MEDIAN PRICES

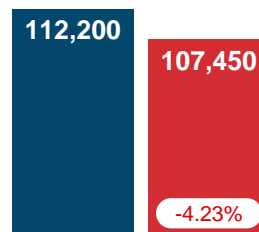
#### New Listings



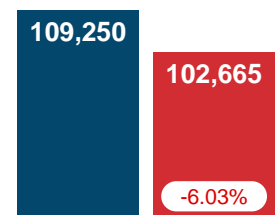
#### Pending Listings



#### List Price



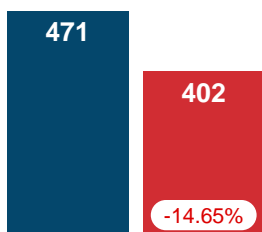
#### Sale Price



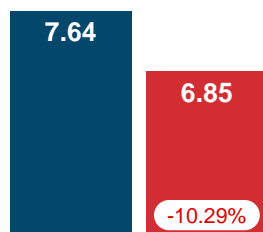
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

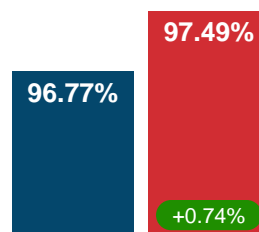
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

