

September 2019

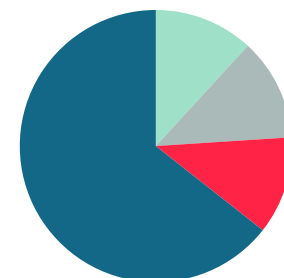
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	63	69	9.52%
Pending Listings	46	71	54.35%
New Listings	122	100	-18.03%
Average List Price	180,803	137,793	-23.79%
Average Sale Price	163,794	128,328	-21.65%
Average Percent of Selling Price to List Price	92.96%	98.11%	5.54%
Average Days on Market to Sale	40.90	47.28	15.57%
End of Month Inventory	503	376	-25.25%
Months Supply of Inventory	7.98	6.37	-20.18%



■ Closed (11.82%)
■ Pending (12.16%)
■ Other OffMarket (11.64%)
■ Active (64.38%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of September 30, 2019 = **376**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **25.25%** to 376 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 **6.37** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **21.65%** in September 2019 to \$128,328 versus the previous year at \$163,794.

Average Days on Market Lengthens

The average number of **47.28** days that homes spent on the market before selling increased by 6.37 days or **15.57%** in September 2019 compared to last year's same month at **40.90** DOM.

Sales Success for September 2019 is Positive

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

There were 100 New Listings in September 2019, down **18.03%** from last year at 122. Furthermore, there were 69 Closed Listings this month versus last year at 63, a **9.52%** increase.

Closed versus Listed trends yielded a **69.0%** ratio, up from previous year's, September 2018, at **51.6%**, a **33.62%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of Selling Price to List Price	9
Market Summary	10

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



September 2019

Area Delimited by County Of Muskogee

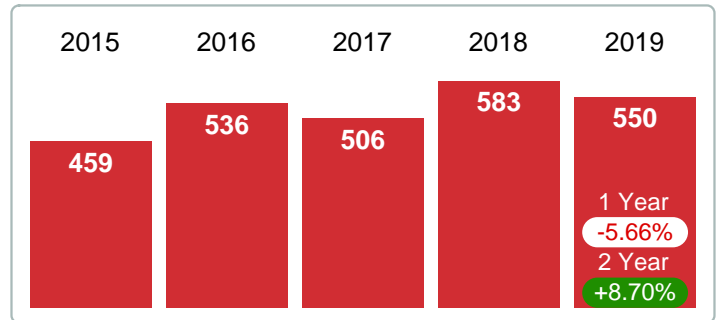
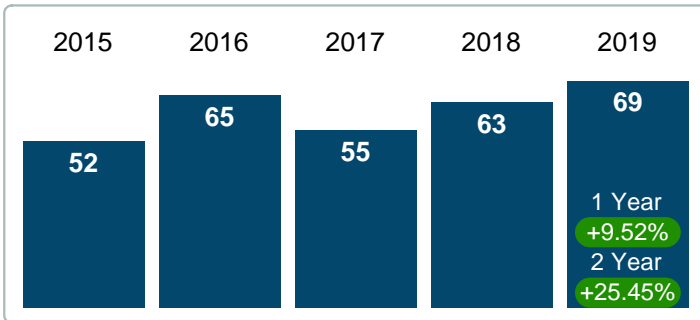


CLOSED LISTINGS

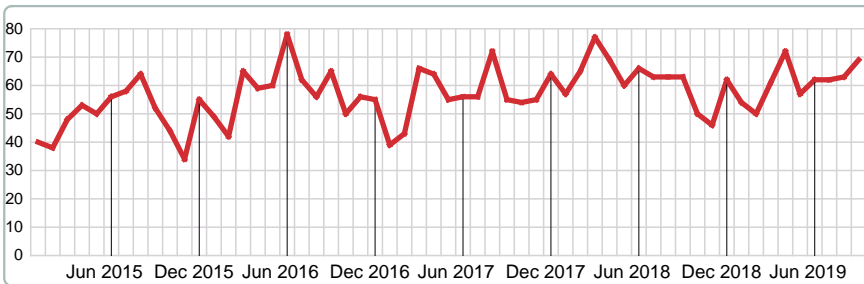
Report produced on Oct 11, 2019 for MLS Technology Inc.

SEPTEMBER

YEAR TO DATE (YTD)

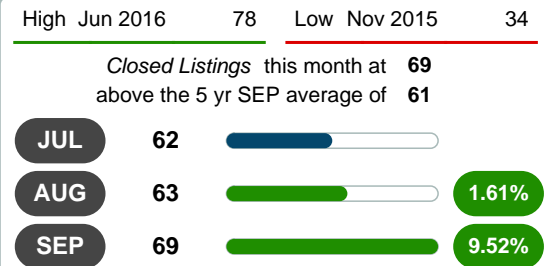


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 61



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	6	8.70%	107.0	2	3	1	0
\$20,001 - \$60,000	7	10.14%	35.9	2	4	1	0
\$60,001 - \$80,000	9	13.04%	32.2	5	4	0	0
\$80,001 - \$130,000	22	31.88%	40.6	6	16	0	0
\$130,001 - \$150,000	10	14.49%	30.0	0	5	5	0
\$150,001 - \$250,000	6	8.70%	45.0	0	2	3	1
\$250,001 and up	9	13.04%	68.4	3	2	4	0
Total Closed Units	69			18	36	14	1
Total Closed Volume	8,854,642	100%	47.3	2.30M	3.91M	2.40M	237.50K
Average Closed Price	\$128,328			\$127,972	\$108,658	\$171,568	\$237,500



September 2019

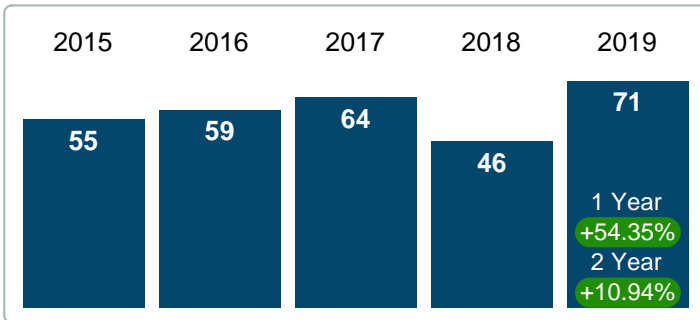
Area Delimited by County Of Muskogee



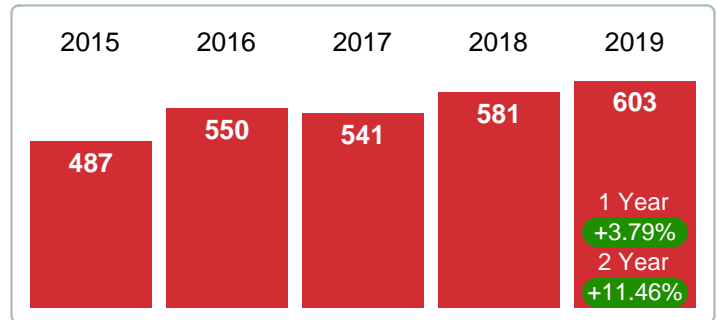
PENDING LISTINGS

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

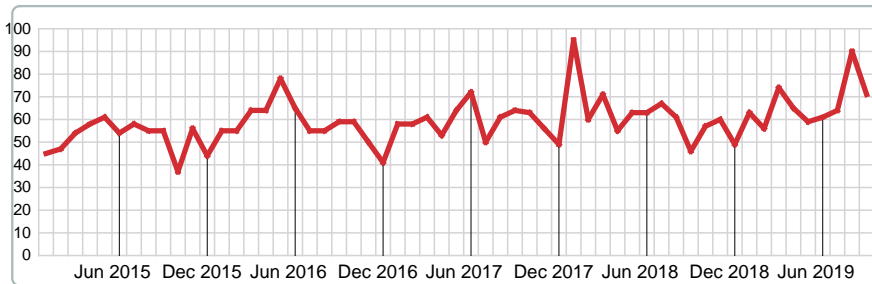
SEPTEMBER



YEAR TO DATE (YTD)

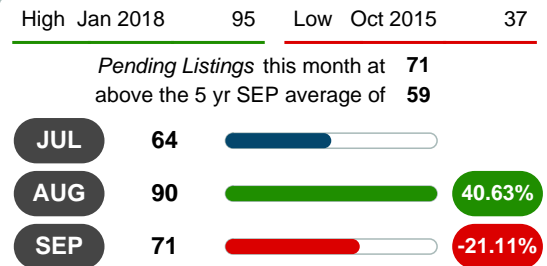


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 59



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	7	9.86%	82.3	3	4	0	0
\$25,001 - \$50,000	4	5.63%	17.0	1	2	1	0
\$50,001 - \$75,000	10	14.08%	66.6	4	6	0	0
\$75,001 - \$125,000	20	28.17%	31.0	9	9	2	0
\$125,001 - \$175,000	14	19.72%	31.9	2	8	4	0
\$175,001 - \$250,000	6	8.45%	71.2	2	1	2	1
\$250,001 and up	10	14.08%	46.3	4	1	3	2
Total Pending Units	71			25	31	12	3
Total Pending Volume	9,639,801	100%	47.8	3.78M	3.05M	2.05M	754.80K
Average Listing Price	\$150,532			\$151,264	\$98,416	\$171,041	\$251,600



September 2019

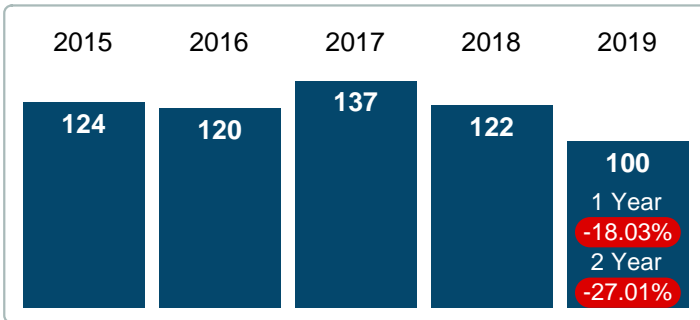
Area Delimited by County Of Muskogee



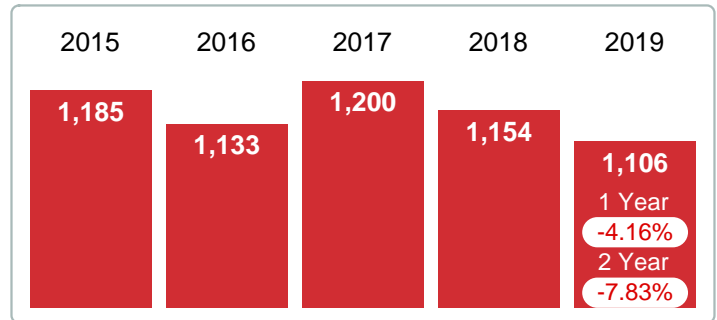
NEW LISTINGS

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

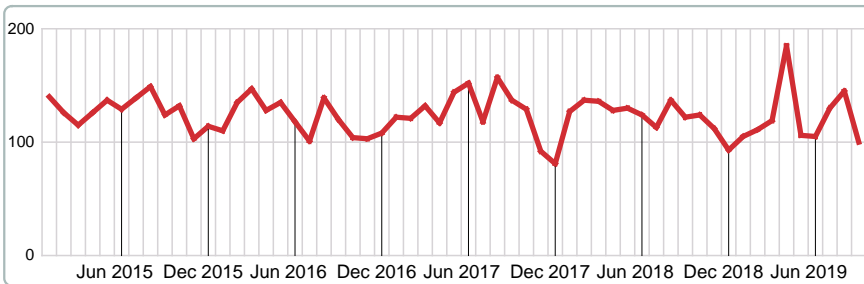
SEPTEMBER



YEAR TO DATE (YTD)

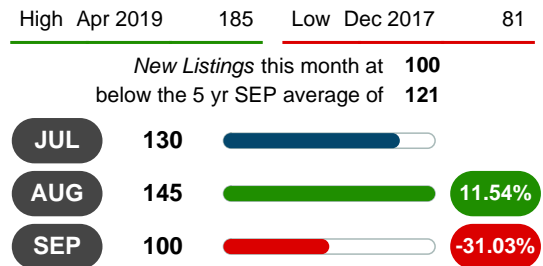


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 121



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	10	10.00%	6	3	1	0
\$40,001 - \$60,000	8	8.00%	2	3	3	0
\$60,001 - \$90,000	18	18.00%	5	12	1	0
\$90,001 - \$140,000	22	22.00%	6	14	2	0
\$140,001 - \$220,000	18	18.00%	3	12	3	0
\$220,001 - \$420,000	15	15.00%	6	5	3	1
\$420,001 and up	9	9.00%	4	2	2	1
Total New Listed Units	100		32	51	15	2
Total New Listed Volume	18,333,527	100%	6.97M	7.32M	3.13M	919.00K
Average New Listed Listing Price	\$102,633		\$217,734	\$143,520	\$208,499	\$459,500



September 2019

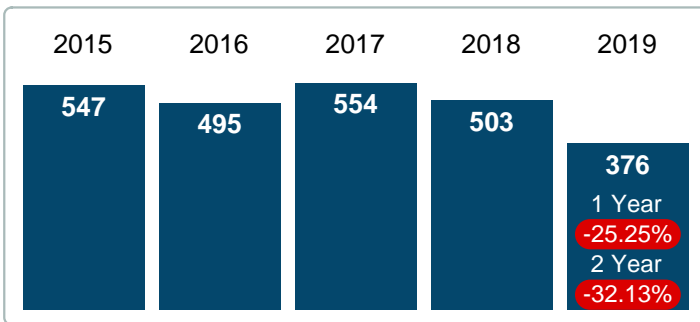
Area Delimited by County Of Muskogee



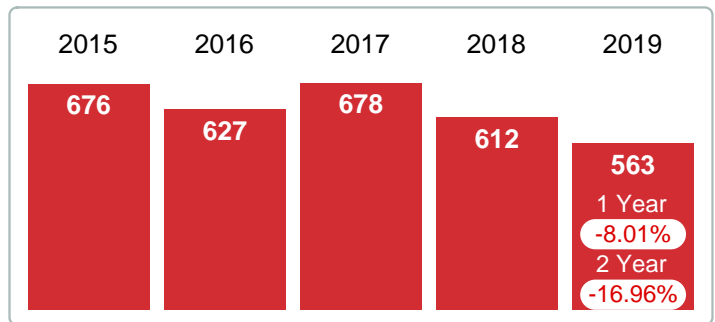
ACTIVE INVENTORY

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

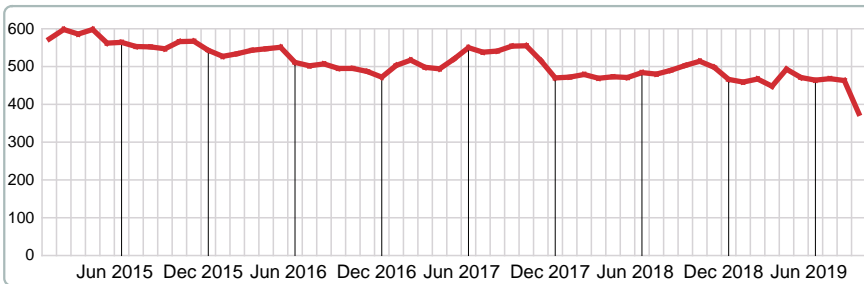
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

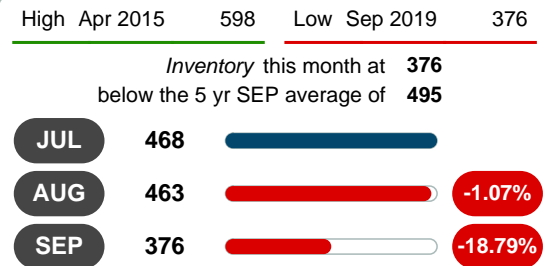


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 495



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	76	20.21%	127.1	71	5	0	0
\$25,001-\$50,000	46	12.23%	99.8	35	8	2	1
\$50,001-\$125,000	92	24.47%	70.2	43	40	9	0
\$125,001-\$225,000	74	19.68%	64.7	23	35	15	1
\$225,001-\$450,000	50	13.30%	74.7	19	15	12	4
\$450,001 and up	38	10.11%	77.3	25	6	4	3
Total Active Inventory by Units			376	216	109	42	9
Total Active Inventory by Volume			70,448,225	39.34M	18.17M	9.33M	3.61M
Average Active Inventory Listing Price			\$187,362	\$182,120	\$166,729	\$222,082	\$401,033

September 2019



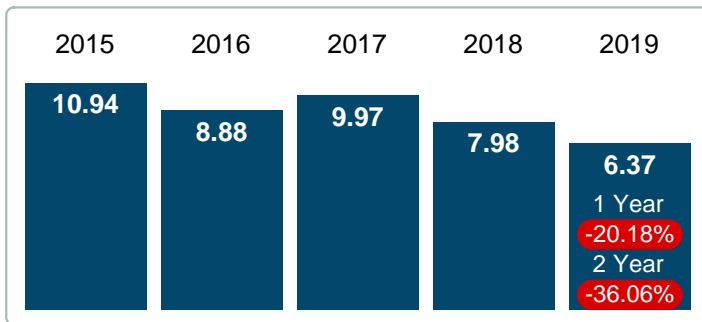
Area Delimited by County Of Muskogee



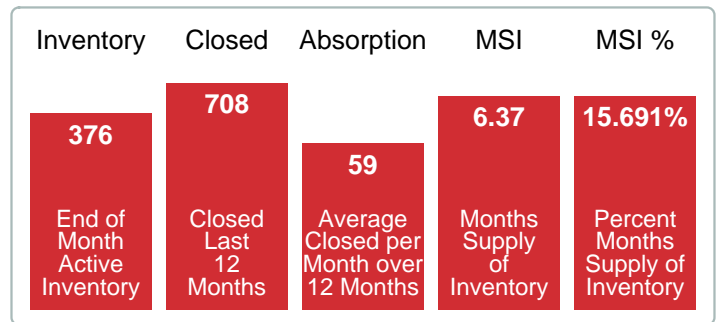
MONTHS SUPPLY of INVENTORY (MSI)

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

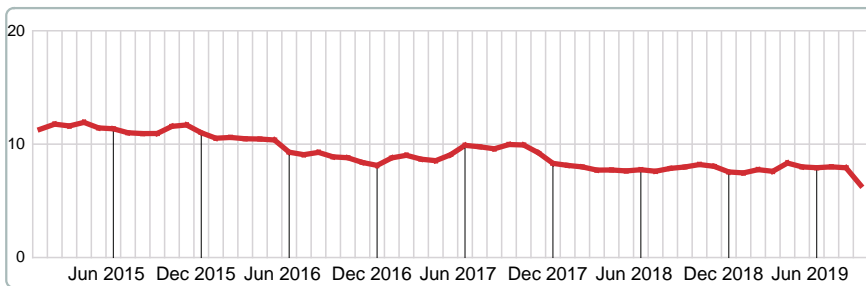
MSI FOR SEPTEMBER



INDICATORS FOR SEPTEMBER 2019

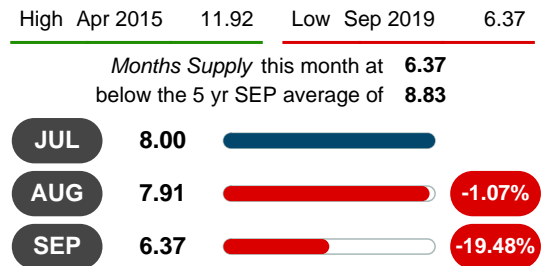


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 8.83



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	14	3.72%	8.00	10.50	0.00	0.00	0.00
\$10,001 - \$30,000	72	19.15%	10.29	18.14	2.21	0.00	0.00
\$30,001 - \$60,000	50	13.30%	5.56	8.75	2.75	3.27	12.00
\$60,001 - \$140,000	95	25.27%	4.12	10.36	3.00	2.93	0.00
\$140,001 - \$230,000	58	15.43%	4.70	17.14	3.03	4.24	12.00
\$230,001 - \$460,000	49	13.03%	8.91	14.25	9.88	5.14	9.60
\$460,001 and up	38	10.11%	114.00	150.00	36.00	0.00	0.00
Market Supply of Inventory (MSI)	6.37			14.16	3.35	4.13	9.00
Total Active Inventory by Units	376	100%	6.37	216	109	42	9



September 2019

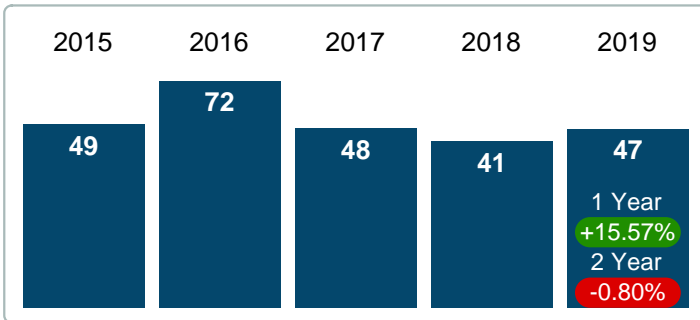
Area Delimited by County Of Muskogee



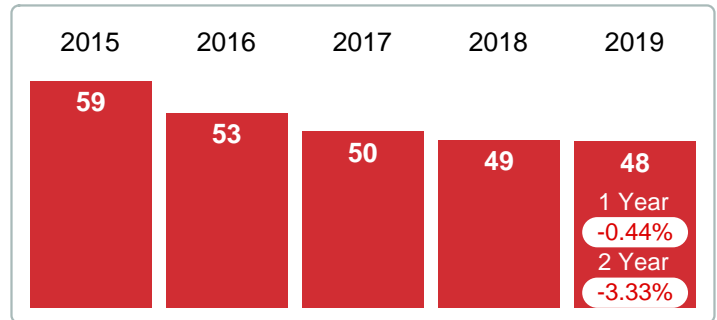
AVERAGE DAYS ON MARKET TO SALE

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

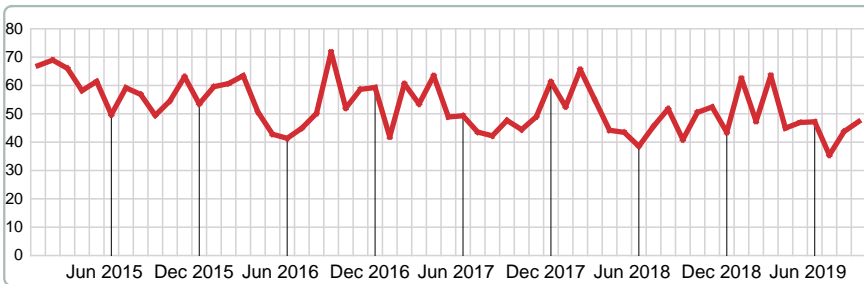
SEPTEMBER



YEAR TO DATE (YTD)

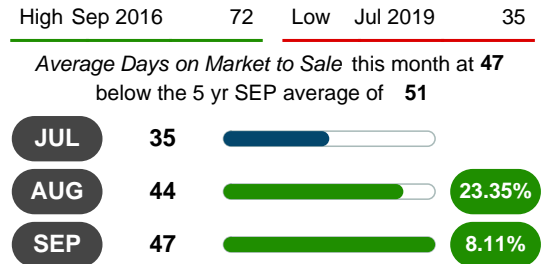


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 51



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	8.70%	107	137	86	111	0		
\$20,001 - \$60,000	10.14%	36	8	55	15	0		
\$60,001 - \$80,000	13.04%	32	42	20	0	0		
\$80,001 - \$130,000	31.88%	41	49	38	0	0		
\$130,001 - \$150,000	14.49%	30	0	45	15	0		
\$150,001 - \$250,000	8.70%	45	0	95	25	6		
\$250,001 and up	13.04%	68	54	87	70	0		
Average Closed DOM		47		53	49	40	6	
Total Closed Units		69	100%	47	18	36	14	1
Total Closed Volume		8,854,642		2.30M	3.91M	2.40M	237.50K	

September 2019



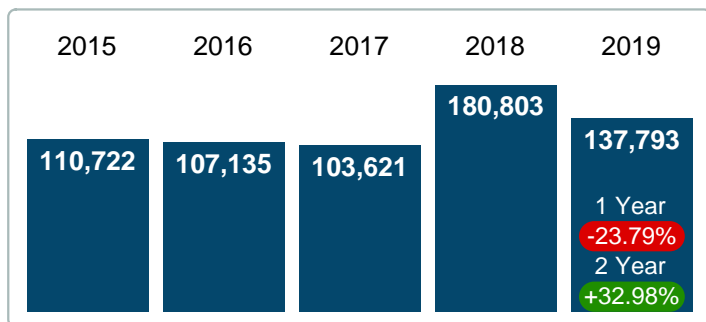
Area Delimited by County Of Muskogee



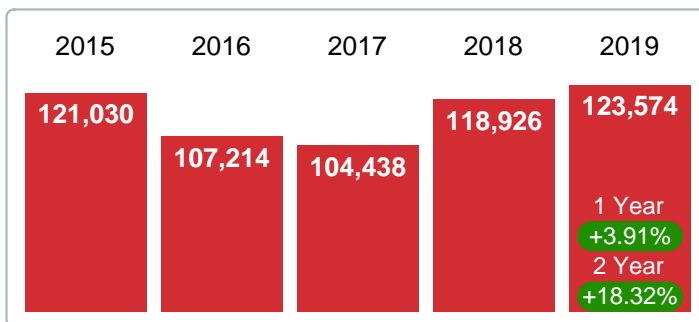
AVERAGE LIST PRICE AT CLOSING

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

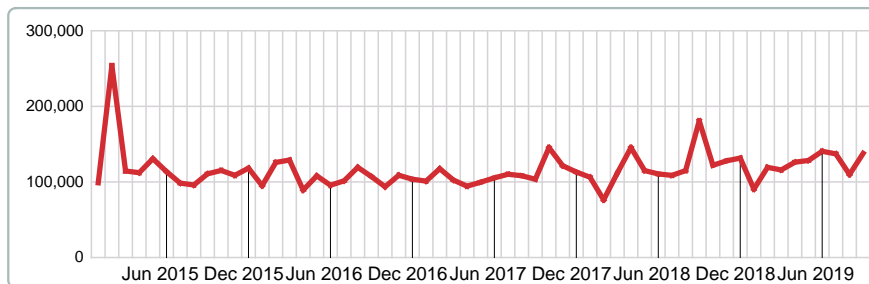
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

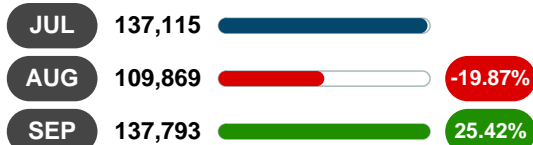


3 MONTHS

5 year SEP AVG = 128,015

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

Average List Price at Closing this month at **137,793**
above the 5 yr SEP average of **128,015**



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	8.70%	13,617	19,250	10,767	10,900	0
\$20,001 - \$60,000	10.14%	46,800	42,400	57,050	55,000	0
\$60,001 - \$80,000	8.70%	73,167	101,980	73,550	0	0
\$80,001 - \$130,000	33.33%	107,038	106,983	105,899	0	0
\$130,001 - \$150,000	14.49%	139,810	0	143,460	144,760	0
\$150,001 - \$250,000	13.04%	196,622	0	165,000	206,067	249,500
\$250,001 and up	11.59%	378,725	503,333	334,000	275,200	0
Average List Price		137,793	154,728	110,122	179,193	249,500
Total Closed Units	100%	137,793	18	36	14	1
Total Closed Volume		9,507,687	2.79M	3.96M	2.51M	249.50K



September 2019

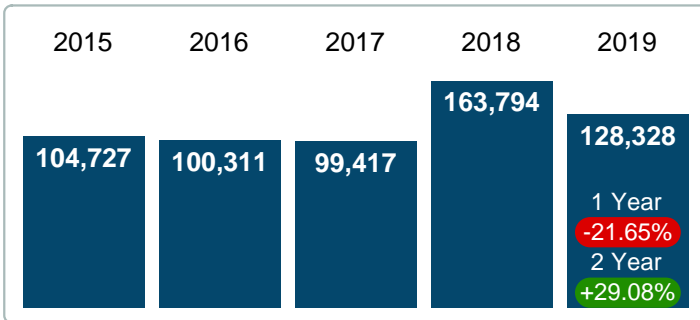
Area Delimited by County Of Muskogee



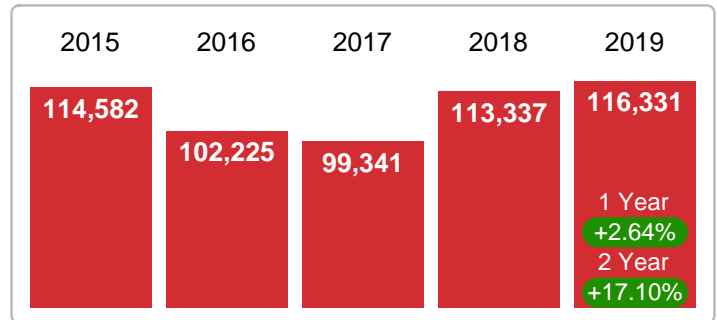
AVERAGE SOLD PRICE AT CLOSING

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

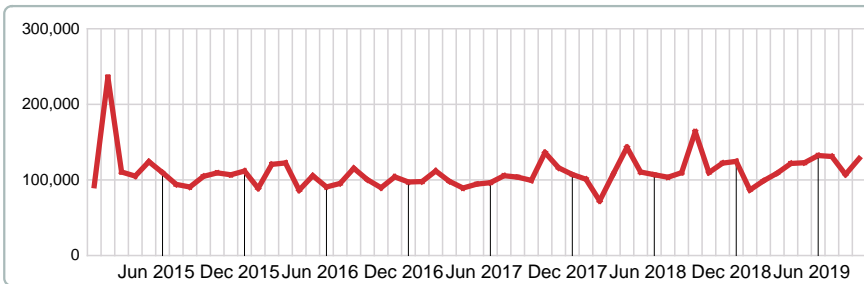
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

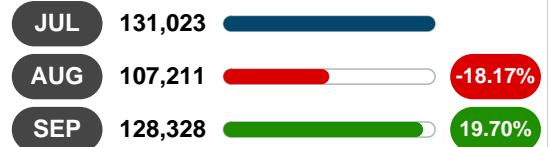


3 MONTHS

5 year SEP AVG = 119,315

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

Average Sold Price at Closing this month at **128,328** above the 5 yr SEP average of **119,315**



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	8.70%	10,817	15,750	8,300	8,500	0
\$20,001 - \$60,000	10.14%	50,957	41,950	56,950	45,000	0
\$60,001 - \$80,000	13.04%	72,722	74,900	70,000	0	0
\$80,001 - \$130,000	31.88%	104,877	105,700	104,568	0	0
\$130,001 - \$150,000	14.49%	139,456	0	142,280	136,631	0
\$150,001 - \$250,000	8.70%	192,717	0	159,750	199,767	237,500
\$250,001 and up	13.04%	324,489	393,133	337,500	266,500	0
Average Sold Price		128,328	127,972	108,658	171,568	237,500
Total Closed Units	100%	128,328	18	36	14	1
Total Closed Volume		8,854,642	2.30M	3.91M	2.40M	237.50K



September 2019

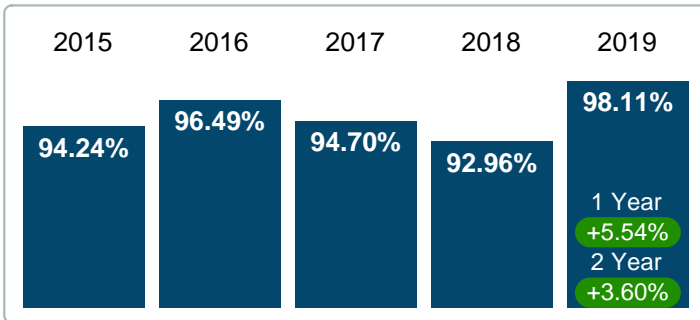
Area Delimited by County Of Muskogee



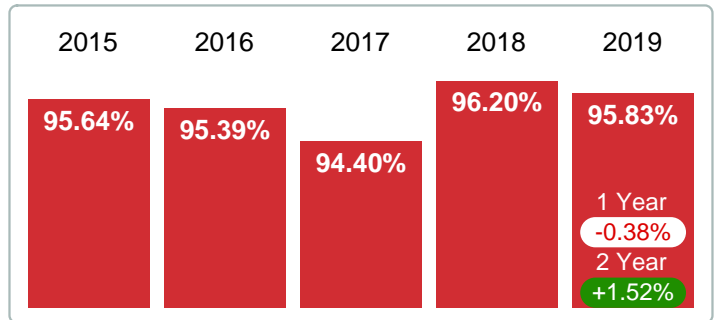
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

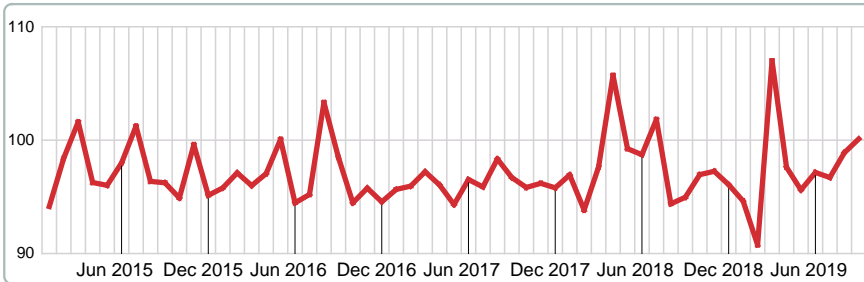
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

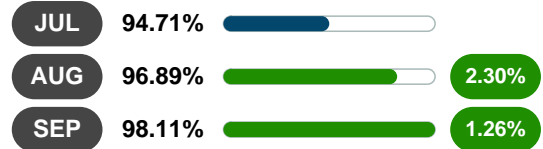


3 MONTHS

5 year SEP AVG = 95.30%

High Mar 2019 105.00% Low Feb 2019 88.76%

Average Sold/List Ratio this month at **98.11%** above the 5 yr SEP average of **95.30%**



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	6	8.70%	81.41%	81.69%	82.37%	77.98%	0.00%
\$20,001 \$60,000	7	10.14%	97.01%	98.19%	100.22%	81.82%	0.00%
\$60,001 \$80,000	9	13.04%	84.69%	76.38%	95.07%	0.00%	0.00%
\$80,001 \$130,000	22	31.88%	111.90%	146.47%	98.93%	0.00%	0.00%
\$130,001 \$150,000	10	14.49%	97.12%	0.00%	99.22%	95.02%	0.00%
\$150,001 \$250,000	6	8.70%	96.61%	0.00%	96.86%	96.91%	95.19%
\$250,001 and up	9	13.04%	91.91%	79.06%	101.32%	96.84%	0.00%
Average Sold/List Ratio		98.10%		103.20%	97.32%	93.79%	95.19%
Total Closed Units		69	100%	18	36	14	1
Total Closed Volume		8,854,642		2.30M	3.91M	2.40M	237.50K



September 2019

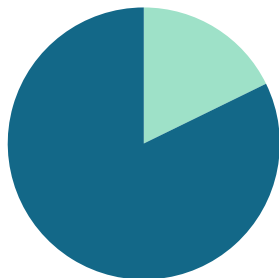
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

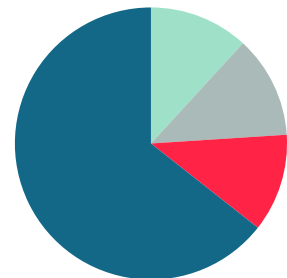


Inventory
 New Listings
100 = 17.76%
 Start Inventory
463
 Total Inventory Units
563
 Volume
\$101,644,206

Market Activity

Closed Sales
69 = 11.82%
 Pending Sales
71 = 12.16%
 Other Off Market
68 = 11.64%
 Active Inventory
376 = 64.38%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	63	69	9.52%	583	550	-5.66%
Pending Sales	46	71	54.35%	581	603	3.79%
New Listings	122	100	-18.03%	1,154	1,106	-4.16%
Average List Price	180,803	137,793	-23.79%	118,926	123,574	3.91%
Average Sale Price	163,794	128,328	-21.65%	113,337	116,331	2.64%
Average Percent of Selling Price to List Price	92.96%	98.11%	5.54%	96.20%	95.83%	-0.38%
Average Days on Market to Sale	40.90	47.28	15.57%	48.70	48.48	-0.44%
Monthly Inventory	503	376	-25.25%	503	376	-25.25%
Months Supply of Inventory	7.98	6.37	-20.18%	7.98	6.37	-20.18%

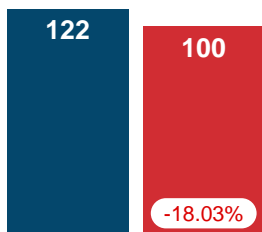
Absorption: Last 12 months, an Average of **59** Sales/Month

Inventory on September 30, 2019 = **376** 2018 2019

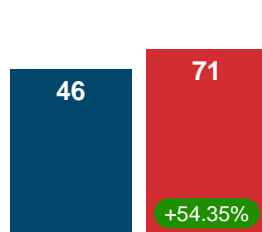
SEPTEMBER MARKET

AVERAGE PRICES

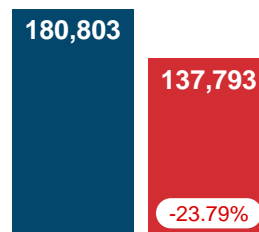
New Listings



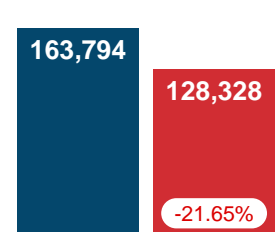
Pending Listings



List Price



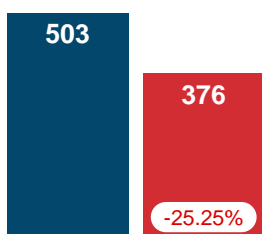
Sale Price



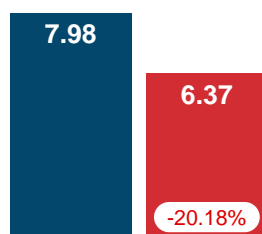
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

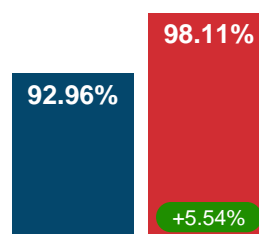
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

