



# September 2019

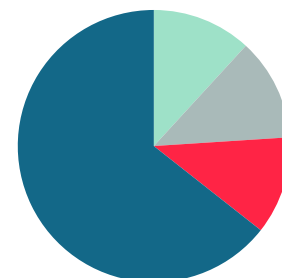
Area Delimited by County Of Muskogee



## 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%
Median List Price	116,000	119,900	3.36%
Median Sale Price	109,900	107,500	-2.18%
Median Percent of Selling Price to List Price	96.37%	97.94%	1.63%
Median Days on Market to Sale	24.00	41.00	70.83%
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.

#### 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 **2.18%** in September 2019 to \$107,500 versus the previous year at \$109,900.

#### Median Days on Market Lengthens

The median number of **41.00** days that homes spent on the market before selling increased by 17.00 days or **70.83%** in September 2019 compared to last year's same month at **24.00** DOM.

#### Sales Success for September 2019 is Positive

Overall, with Median 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

<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



# September 2019

Area Delimited by County Of Muskogee

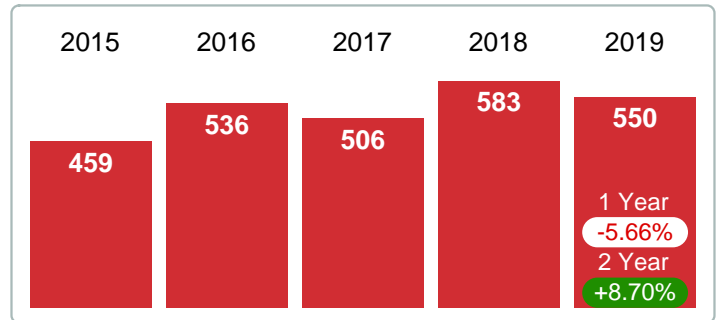
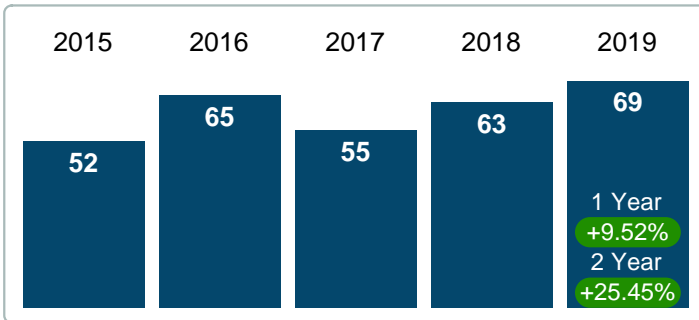


## CLOSED LISTINGS

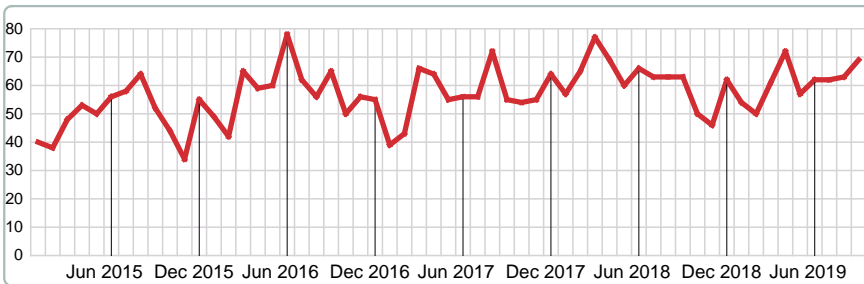
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### SEPTEMBER

### YEAR TO DATE (YTD)

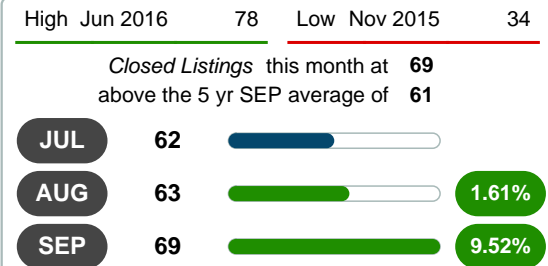


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 61



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	8.70%	108.5	2	3	1	0
\$20,001 - \$60,000	7	10.14%	15.0	2	4	1	0
\$60,001 - \$80,000	9	13.04%	49.0	5	4	0	0
\$80,001 - \$130,000	22	31.88%	31.5	6	16	0	0
\$130,001 - \$150,000	10	14.49%	9.5	0	5	5	0
\$150,001 - \$250,000	6	8.70%	32.0	0	2	3	1
\$250,001 and up	9	13.04%	56.0	3	2	4	0
<b>Total Closed Units</b>	<b>69</b>			<b>18</b>	<b>36</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>8,854,642</b>	<b>100%</b>	<b>41.0</b>	<b>2.30M</b>	<b>3.91M</b>	<b>2.40M</b>	<b>237.50K</b>
<b>Median Closed Price</b>	<b>\$107,500</b>			<b>\$82,000</b>	<b>\$102,788</b>	<b>\$156,265</b>	<b>\$237,500</b>



# September 2019

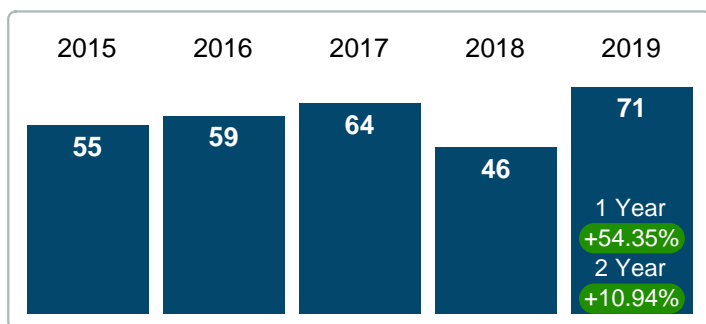
Area Delimited by County Of Muskogee



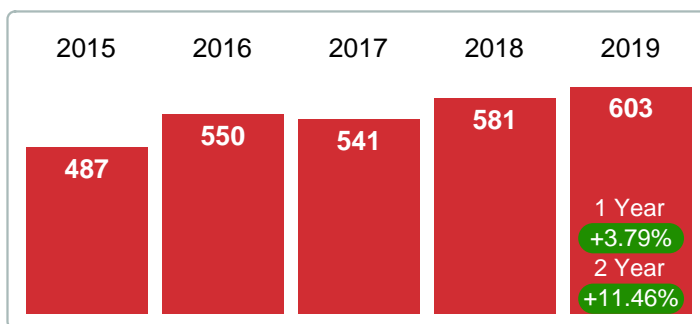
## PENDING LISTINGS

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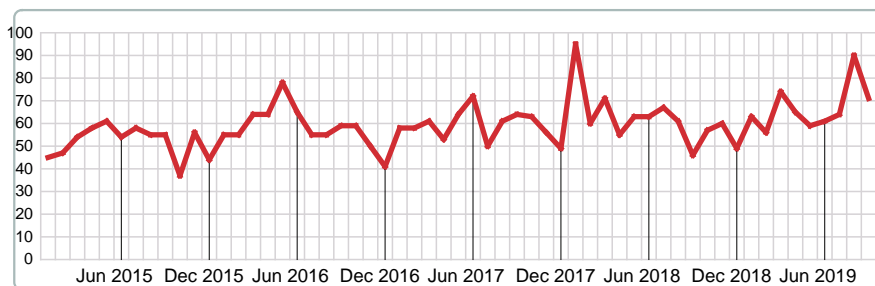
### SEPTEMBER



### YEAR TO DATE (YTD)

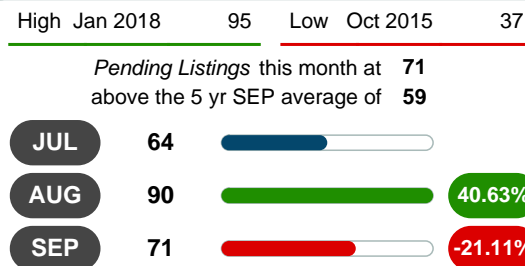


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 59



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	6	8.45%	76.0	2	4	0	0
\$20,001 - \$60,000	8	11.27%	48.0	4	3	1	0
\$60,001 - \$80,000	10	14.08%	32.0	3	6	1	0
\$80,001 - \$130,000	17	23.94%	24.0	8	8	1	0
\$130,001 - \$170,000	13	18.31%	11.0	2	7	4	0
\$170,001 - \$270,000	9	12.68%	65.0	2	3	2	2
\$270,001 and up	8	11.27%	41.0	4	0	3	1
<b>Total Pending Units</b>	<b>71</b>			<b>25</b>	<b>31</b>	<b>12</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>9,639,801</b>	<b>100%</b>	<b>37.0</b>	<b>3.78M</b>	<b>3.05M</b>	<b>2.05M</b>	<b>754.80K</b>
<b>Median Listing Price</b>	<b>\$121,010</b>			<b>\$120,000</b>	<b>\$89,900</b>	<b>\$146,588</b>	<b>\$269,900</b>



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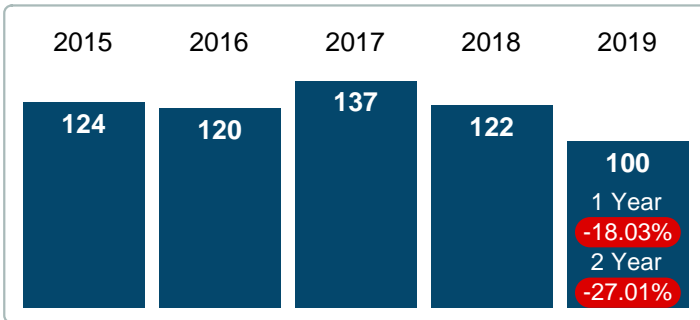
Area Delimited by County Of Muskogee



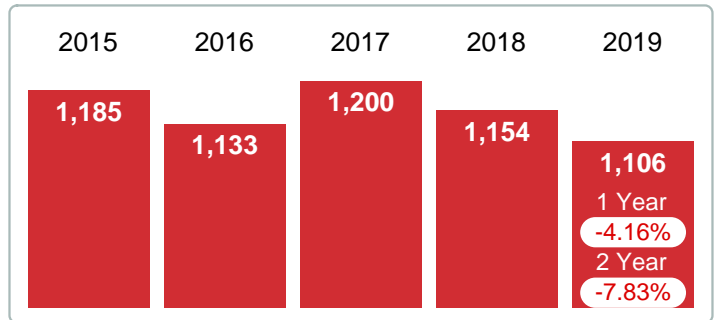
## NEW LISTINGS

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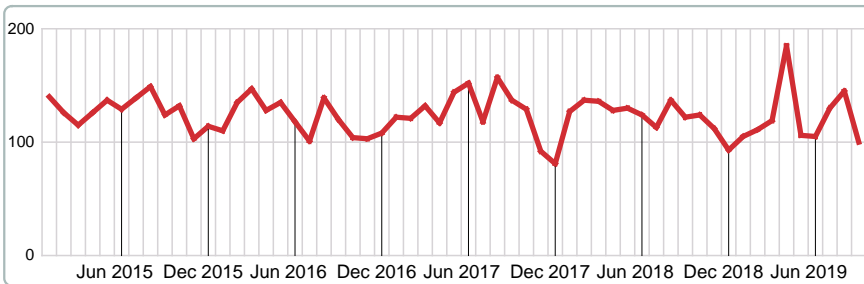
### SEPTEMBER



### YEAR TO DATE (YTD)

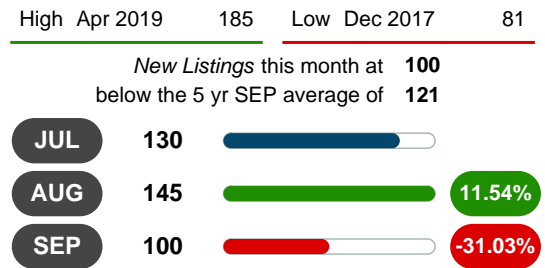


### 5 YEAR MARKET ACTIVITY TRENDS



### 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
<b>Total New Listed Units</b>	<b>100</b>		<b>32</b>	<b>51</b>	<b>15</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>18,333,527</b>	<b>100%</b>	<b>6.97M</b>	<b>7.32M</b>	<b>3.13M</b>	<b>919.00K</b>
<b>Median New Listed Listing Price</b>	<b>\$129,953</b>		<b>\$107,000</b>	<b>\$129,905</b>	<b>\$140,970</b>	<b>\$459,500</b>



# September 2019

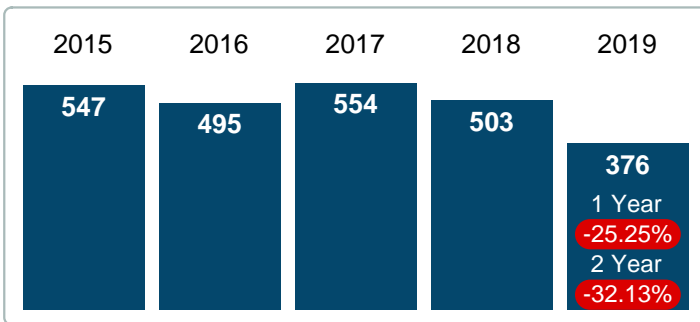
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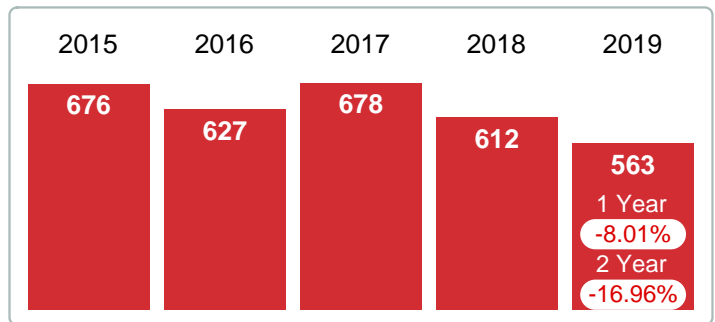
## ACTIVE INVENTORY

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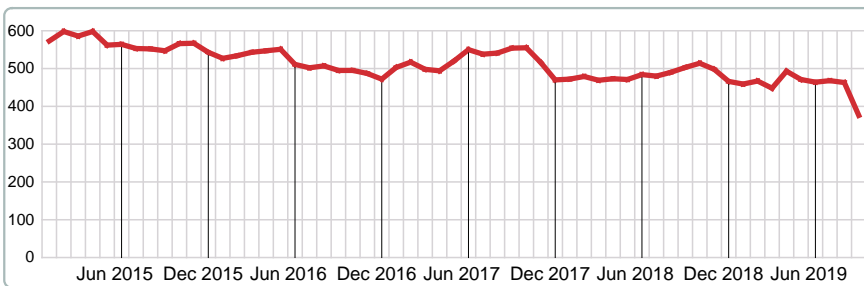
### END OF SEPTEMBER



### ACTIVE DURING SEPTEMBER

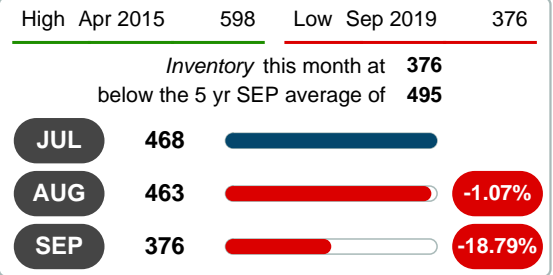


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 495



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	14	3.72%	129.5	14	0	0	0
\$10,001 - \$30,000	72	19.15%	149.0	65	7	0	0
\$30,001 - \$60,000	50	13.30%	82.0	35	11	3	1
\$60,001 - \$140,000	95	25.27%	60.0	38	46	11	0
\$140,001 - \$230,000	58	15.43%	51.5	20	25	12	1
\$230,001 - \$460,000	49	13.03%	66.0	19	14	12	4
\$460,001 and up	38	10.11%	74.0	25	6	4	3
<b>Total Active Inventory by Units</b>	<b>376</b>			<b>216</b>	<b>109</b>	<b>42</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>70,448,225</b>	<b>100%</b>	<b>74.0</b>	<b>39.34M</b>	<b>18.17M</b>	<b>9.33M</b>	<b>3.61M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$96,500</b>			<b>\$55,000</b>	<b>\$129,000</b>	<b>\$179,900</b>	<b>\$299,900</b>

# September 2019



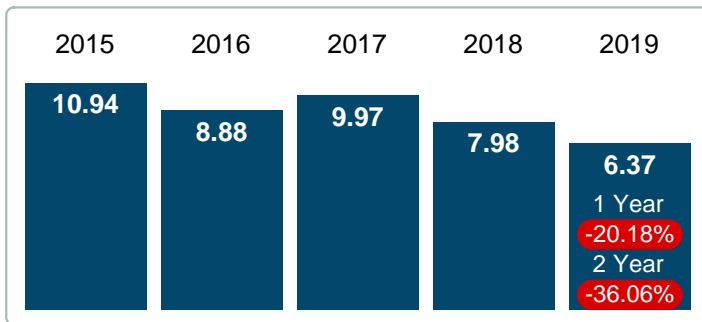
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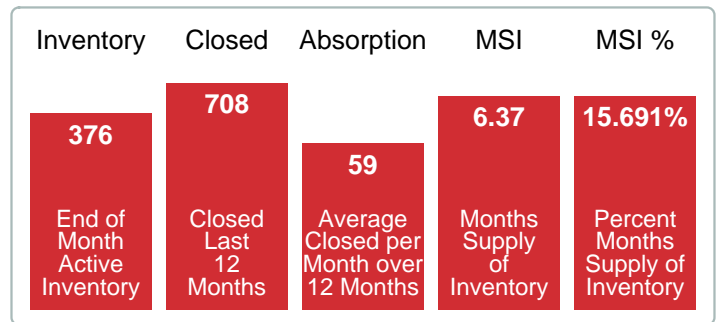
## MONTHS SUPPLY of INVENTORY (MSI)

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

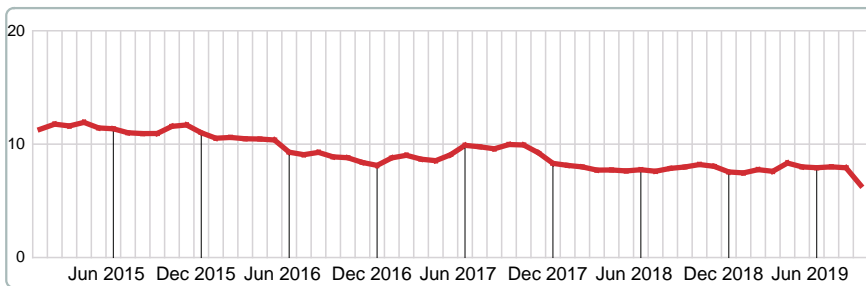
### MSI FOR SEPTEMBER



### INDICATORS FOR SEPTEMBER 2019



### 5 YEAR MARKET ACTIVITY TRENDS

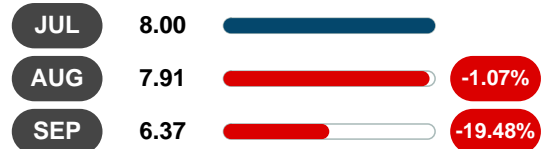


### 3 MONTHS

5 year SEP AVG = 8.83

High Apr 2015 11.92 Low Sep 2019 6.37

Months Supply this month at 6.37 below the 5 yr SEP average of 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



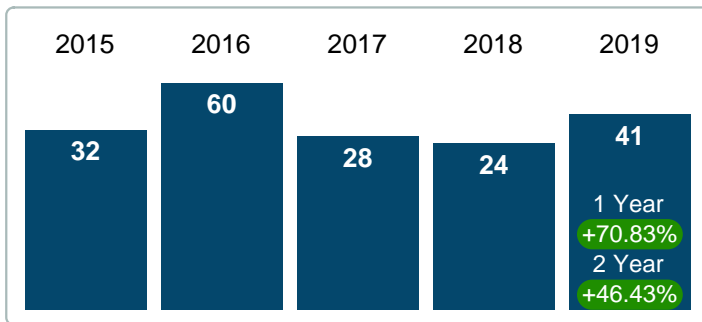
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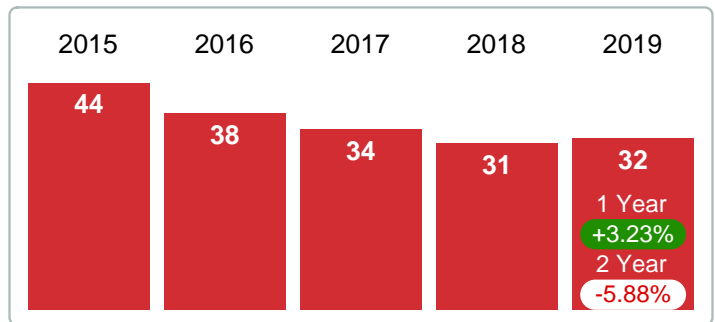
## MEDIAN DAYS ON MARKET TO SALE

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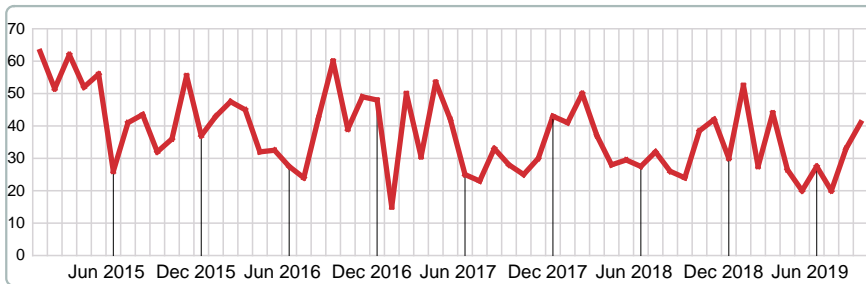
### SEPTEMBER



### YEAR TO DATE (YTD)

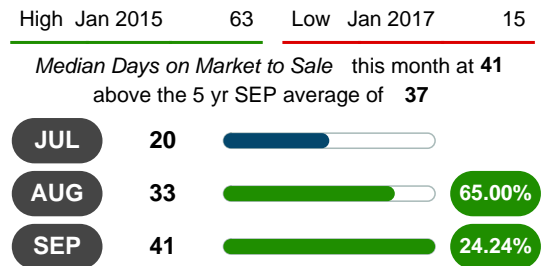


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 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
\$20,000 and less	8.70%	109	137	76	111	0
\$20,001 - \$60,000	10.14%	15	8	49	15	0
\$60,001 - \$80,000	13.04%	49	49	7	0	0
\$80,001 - \$130,000	31.88%	32	45	21	0	0
\$130,001 - \$150,000	14.49%	10	0	34	5	0
\$150,001 - \$250,000	8.70%	32	0	95	21	6
\$250,001 and up	13.04%	56	49	87	74	0
Median Closed DOM		41	49	35	18	6
Total Closed Units	100%	69	18	36	14	1
Total Closed Volume		8,854,642	2.30M	3.91M	2.40M	237.50K





# September 2019

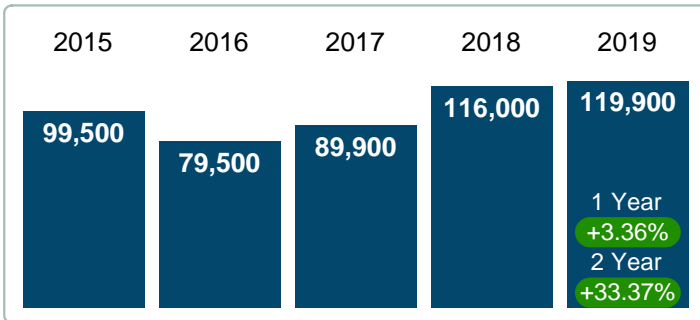
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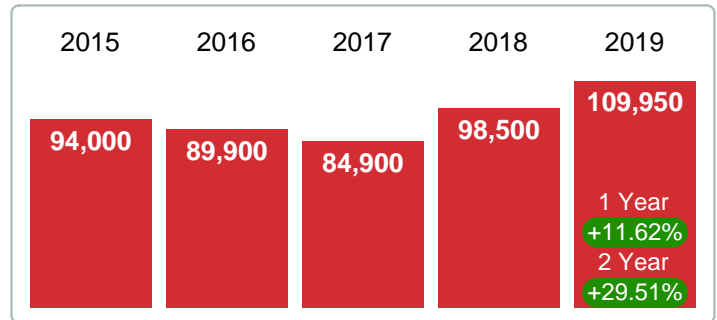
## MEDIAN LIST PRICE AT CLOSING

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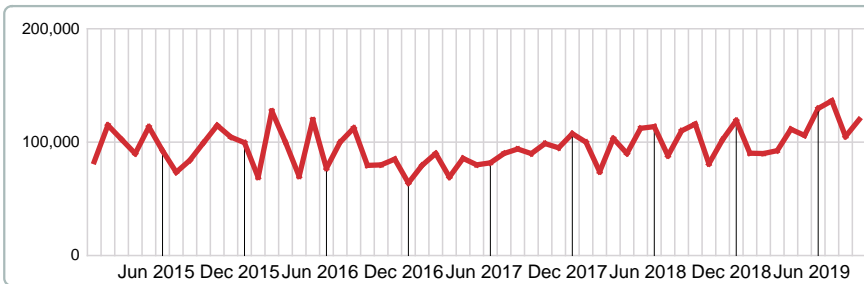
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 100,960

High Jul 2019 136,500 Low Dec 2016 64,000

Median List Price at Closing this month at **119,900**  
above the 5 yr SEP average of **100,960**



### 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	8.70%	13,700	19,250	12,500	10,900	0
\$20,001 - \$60,000	7	10.14%	53,500	24,900	53,500	55,000	0
\$60,001 - \$80,000	6	8.70%	72,400	79,900	69,900	0	0
\$80,001 - \$130,000	23	33.33%	107,500	110,000	104,000	0	0
\$130,001 - \$150,000	10	14.49%	140,341	139,950	140,000	140,341	0
\$150,001 - \$250,000	9	13.04%	179,900	0	165,000	189,600	249,500
\$250,001 and up	8	11.59%	332,450	450,000	419,000	271,950	0
Median List Price			119,900	103,750	100,038	173,950	249,500
Total Closed Units		100%	119,900	18	36	14	1
Total Closed Volume			9,507,687	2.79M	3.96M	2.51M	249.50K





# September 2019

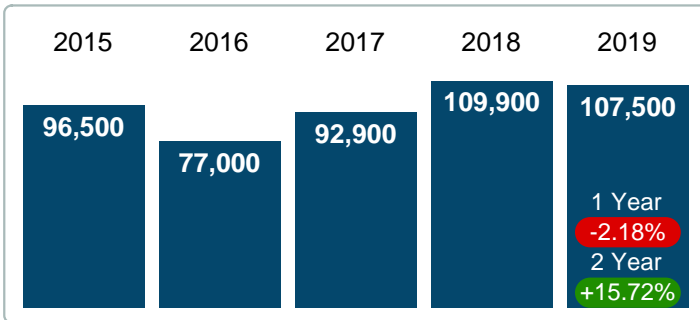
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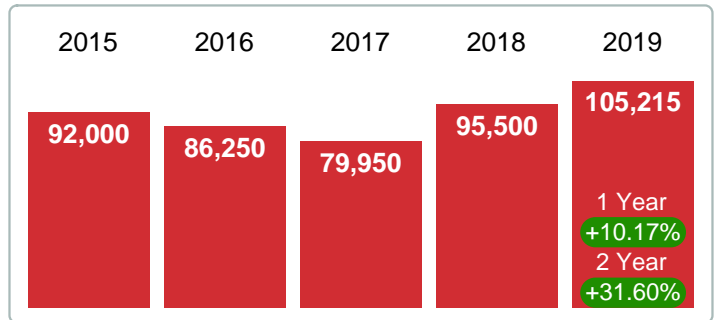
## MEDIAN SOLD PRICE AT CLOSING

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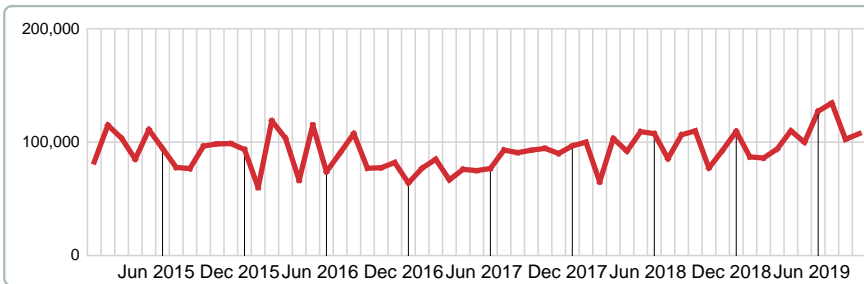
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year SEP AVG = 96,760

High Jul 2019 134,500 Low Jan 2016 60,000

Median Sold Price at Closing this month at **107,500** above the 5 yr SEP average of **96,760**



### 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	8.70%	10,000	15,750	10,000	8,500	0
\$20,001 - \$60,000	10.14%	58,000	41,950	58,950	45,000	0
\$60,001 - \$80,000	13.04%	75,400	75,400	71,000	0	0
\$80,001 - \$130,000	31.88%	106,500	104,600	106,500	0	0
\$130,001 - \$150,000	14.49%	137,753	0	145,000	137,000	0
\$150,001 - \$250,000	8.70%	184,650	0	159,750	199,300	237,500
\$250,001 and up	13.04%	278,400	351,000	337,500	258,000	0
<b>Median Sold Price</b>		<b>107,500</b>	<b>82,000</b>	<b>102,788</b>	<b>156,265</b>	<b>237,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>107,500</b>	<b>18</b>	<b>36</b>	<b>14</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>8,854,642</b>	<b>2.30M</b>	<b>3.91M</b>	<b>2.40M</b>	<b>237.50K</b>

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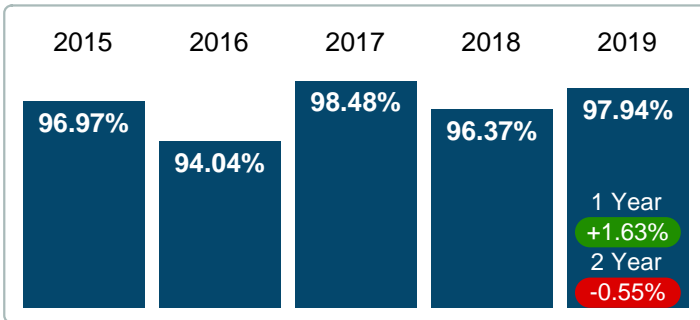
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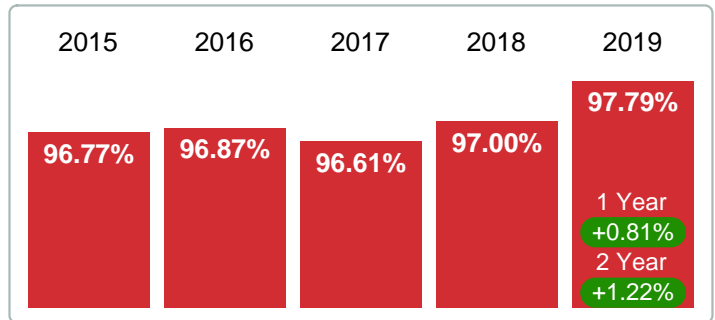
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

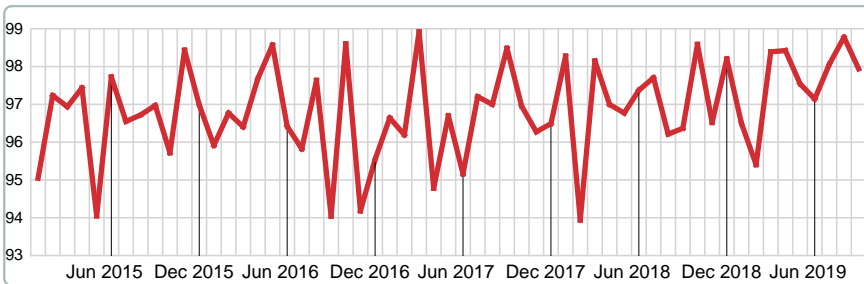
### SEPTEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

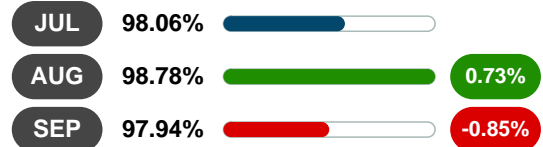


### 3 MONTHS

5 year SEP AVG = 96.76%

High Mar 2017 98.92% Low Feb 2018 93.94%

Median Sold/List Ratio this month at **97.94%**  
above the 5 yr SEP average of **96.76%**



## 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	<b>6</b>	8.70%	79.19%	81.69%	80.00%	77.98%	0.00%
\$20,001 \$60,000	<b>7</b>	10.14%	100.00%	98.19%	100.00%	81.82%	0.00%
\$60,001 \$80,000	<b>9</b>	13.04%	94.12%	67.16%	97.11%	0.00%	0.00%
\$80,001 \$130,000	<b>22</b>	31.88%	100.00%	95.88%	100.00%	0.00%	0.00%
\$130,001 \$150,000	<b>10</b>	14.49%	100.00%	0.00%	100.00%	100.00%	0.00%
\$150,001 \$250,000	<b>6</b>	8.70%	95.91%	0.00%	96.86%	96.23%	95.19%
\$250,001 and up	<b>9</b>	13.04%	96.33%	79.14%	101.32%	97.35%	0.00%
Median Sold/List Ratio		97.94%		89.56%	100.00%	96.28%	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

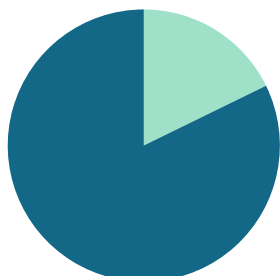
Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

### INVENTORY

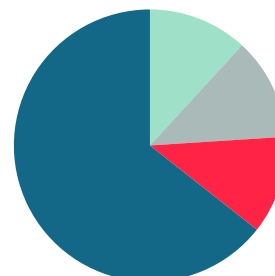


**Inventory**  
 New Listings  
**100 = 17.76%**  
 Start Inventory  
**463**  
 Total Inventory Units  
**563**  
 Volume  
**\$101,644,206**

### 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%
Median List Price	116,000	119,900	3.36%	98,500	109,950	11.62%
Median Sale Price	109,900	107,500	-2.18%	95,500	105,215	10.17%
Median Percent of Selling Price to List Price	96.37%	97.94%	1.63%	97.00%	97.79%	0.81%
Median Days on Market to Sale	24.00	41.00	70.83%	31.00	32.00	3.23%
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%

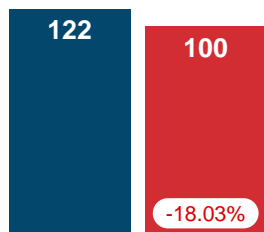
**Absorption:** Last 12 months, an Average of **59** Sales/Month

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

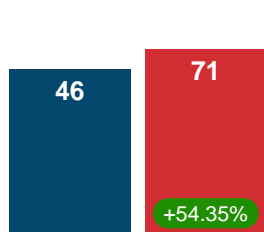
### SEPTEMBER MARKET

### MEDIAN PRICES

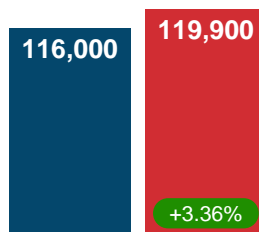
#### New Listings



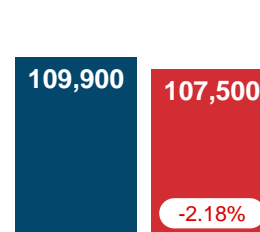
#### Pending Listings



#### List Price



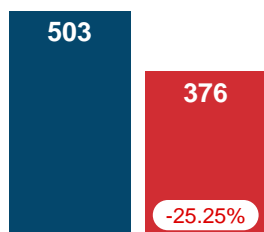
#### Sale Price



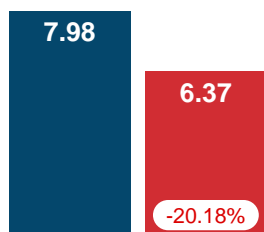
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

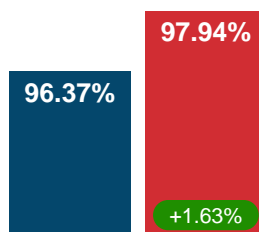
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

