

August 2019

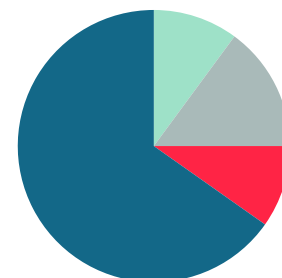
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	August 2019	+/-%
Closed Listings	63	63	0.00%
Pending Listings	61	93	52.46%
New Listings	137	145	5.84%
Average List Price	115,014	109,869	-4.47%
Average Sale Price	109,600	107,211	-2.18%
Average Percent of Selling Price to List Price	92.38%	96.89%	4.87%
Average Days on Market to Sale	51.75	43.73	-15.49%
End of Month Inventory	490	407	-16.94%
Months Supply of Inventory	7.86	6.96	-11.50%



■ Closed (10.10%)
■ Pending (14.90%)
■ Other OffMarket (9.78%)
■ Active (65.22%)

Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of August 31, 2019 = **407**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **16.94%** to 407 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 **6.96** 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 **2.18%** in August 2019 to \$107,211 versus the previous year at \$109,600.

Average Days on Market Shortens

The average number of **43.73** days that homes spent on the market before selling decreased by 8.02 days or **15.49%** in August 2019 compared to last year's same month at **51.75** DOM.

Sales Success for August 2019 is Positive

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

There were 145 New Listings in August 2019, up **5.84%** from last year at 137. Furthermore, there were 63 Closed Listings this month versus last year at 63, a **0.00%** decrease.

Closed versus Listed trends yielded a **43.4%** ratio, down from previous year's, August 2018, at **46.0%**, a **5.52%** 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

August 2019



Area Delimited by County Of Muskogee

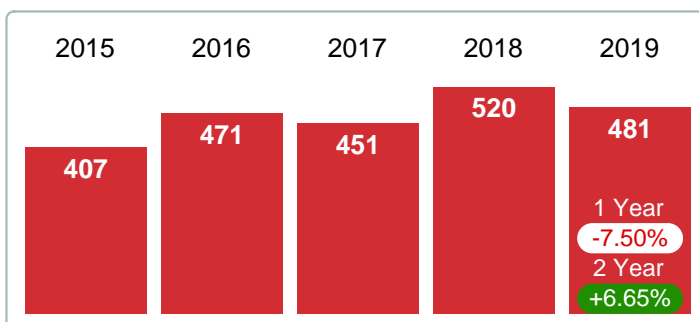
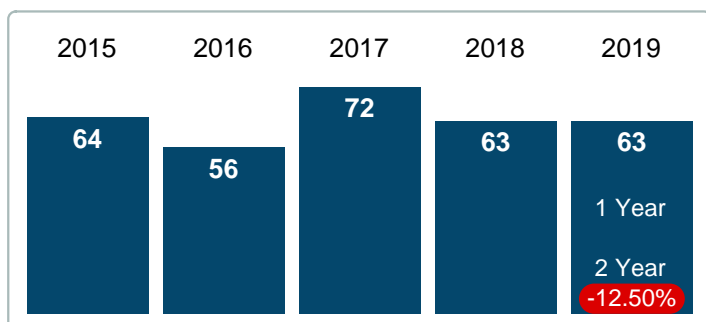


CLOSED LISTINGS

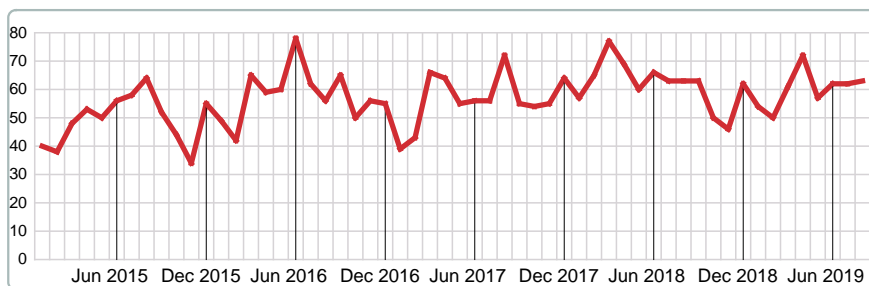
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AUGUST

YEAR TO DATE (YTD)

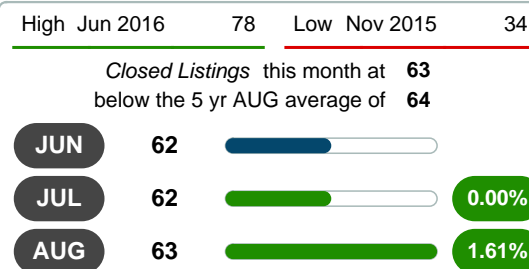


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 64



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	9.52%	50.8	4	2	0	0
\$20,001 - \$40,000	8	12.70%	43.5	6	2	0	0
\$40,001 - \$80,000	9	14.29%	25.0	4	4	1	0
\$80,001 - \$110,000	13	20.63%	39.4	3	7	2	1
\$110,001 - \$150,000	12	19.05%	66.8	1	9	2	0
\$150,001 - \$200,000	8	12.70%	38.5	0	5	3	0
\$200,001 and up	7	11.11%	36.6	0	4	3	0
Total Closed Units	63			18	33	11	1
Total Closed Volume	6,754,311	100%	43.7	902.35K	3.96M	1.80M	97.50K
Average Closed Price	\$107,211			\$50,131	\$119,865	\$163,536	\$97,500

August 2019



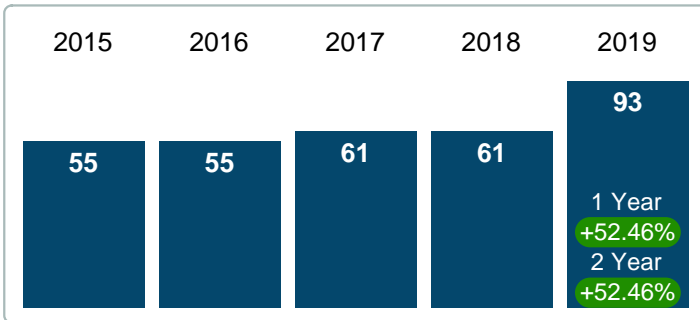
Area Delimited by County Of Muskogee



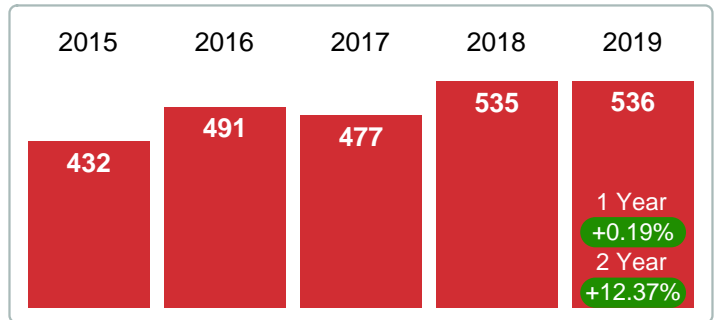
PENDING LISTINGS

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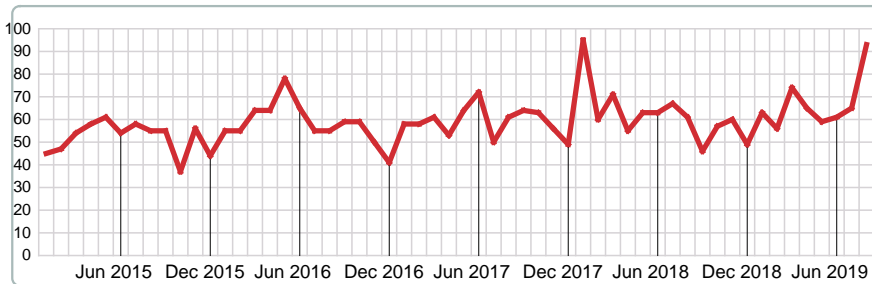
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 65

High Jan 2018 95 Low Oct 2015 37

Pending Listings this month at **93**
above the 5 yr AUG average of **65**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	9	9.68%	68.1	6	2	1	0
\$30,001 - \$50,000	7	7.53%	25.0	3	3	1	0
\$50,001 - \$80,000	10	10.75%	56.0	4	5	1	0
\$80,001 - \$130,000	28	30.11%	40.2	6	21	1	0
\$130,001 - \$160,000	19	20.43%	41.7	2	7	10	0
\$160,001 - \$240,000	10	10.75%	26.9	0	5	5	0
\$240,001 and up	10	10.75%	40.4	3	0	5	2
Total Pending Units	93			24	43	24	2
Total Pending Volume	11,709,721	100%	19.8	2.61M	4.66M	3.91M	529.40K
Average Listing Price	\$94,640			\$108,794	\$108,339	\$162,946	\$264,700

August 2019



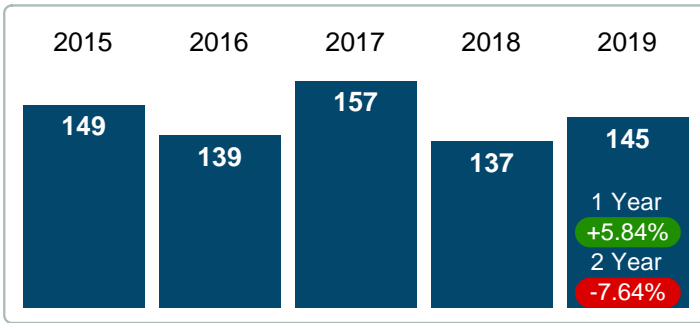
Area Delimited by County Of Muskogee



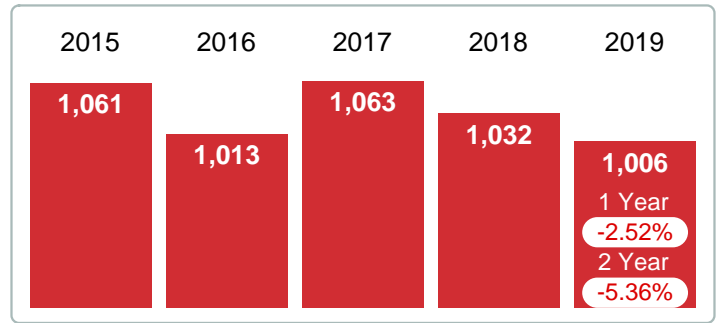
NEW LISTINGS

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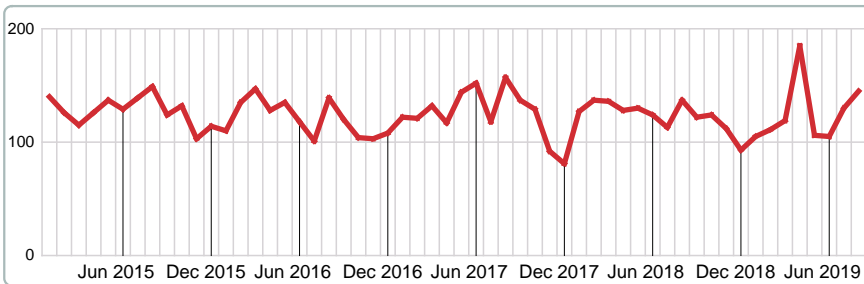
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

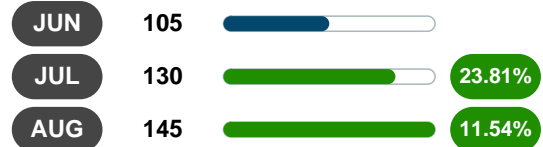


3 MONTHS

5 year AUG AVG = 145

High Apr 2019 185 Low Dec 2017 81

New Listings this month at 145
equal to 5 yr AUG average of 145



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	5	3.45%	4	0	1	0
\$10,001 - \$40,000	26	17.93%	22	3	1	0
\$40,001 - \$70,000	15	10.34%	6	7	2	0
\$70,001 - \$140,000	41	28.28%	10	23	7	1
\$140,001 - \$190,000	26	17.93%	5	13	8	0
\$190,001 - \$310,000	18	12.41%	3	6	6	3
\$310,001 and up	14	9.66%	7	2	5	0
Total New Listed Units	145		57	54	30	4
Total New Listed Volume	22,873,847	100%	8.35M	7.42M	6.23M	877.30K
Average New Listed Listing Price	\$124,438		\$146,440	\$137,400	\$207,662	\$219,325

August 2019



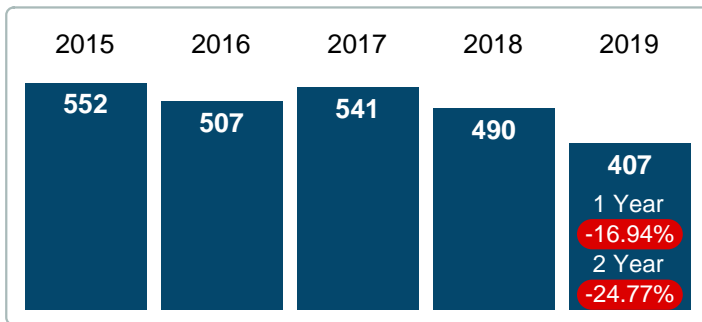
Area Delimited by County Of Muskogee



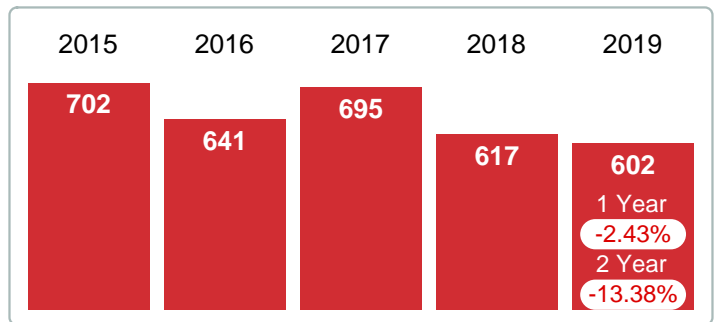
ACTIVE INVENTORY

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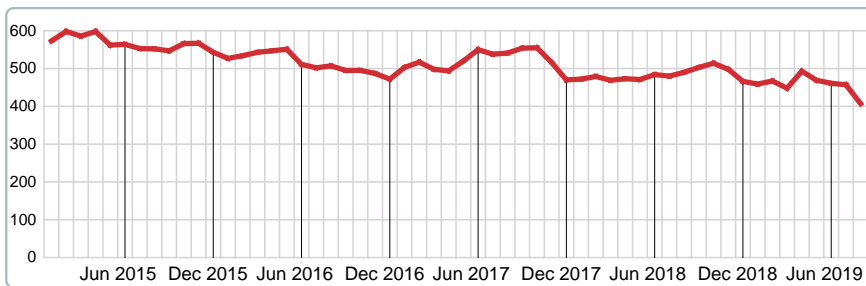
END OF AUGUST



ACTIVE DURING AUGUST

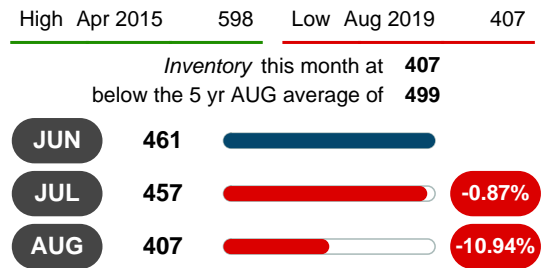


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 499



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	87	21.38%	108.1	78	7	1	1
\$25,001-\$50,000	47	11.55%	95.8	35	10	1	1
\$50,001-\$125,000	105	25.80%	73.7	51	41	11	2
\$125,001-\$225,000	71	17.44%	79.9	30	24	15	2
\$225,001-\$450,000	57	14.00%	73.5	20	15	17	5
\$450,001 and up	40	9.83%	79.7	28	5	5	2
Total Active Inventory by Units	407			242	102	50	13
Total Active Inventory by Volume	76,402,173	100%	85.3	44.04M	16.58M	11.90M	3.88M
Average Active Inventory Listing Price	\$187,720			\$181,985	\$162,501	\$238,093	\$298,623

August 2019



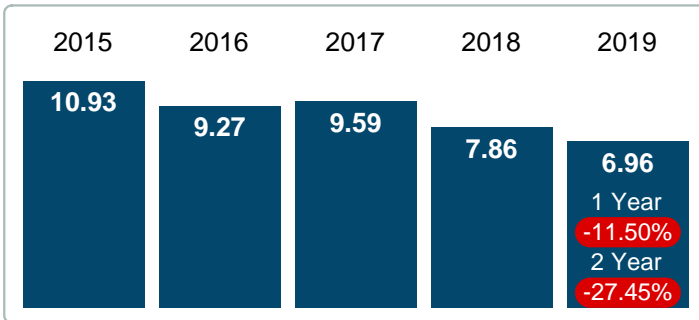
Area Delimited by County Of Muskogee



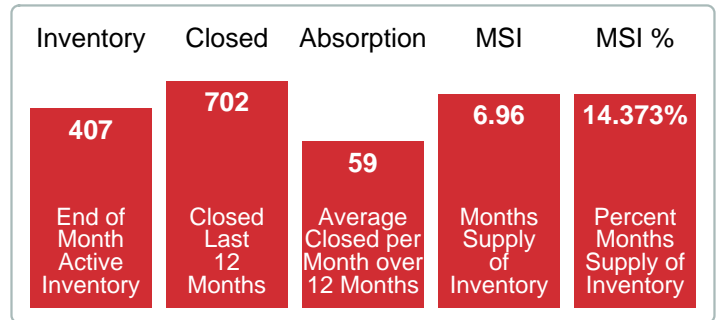
MONTHS SUPPLY of INVENTORY (MSI)

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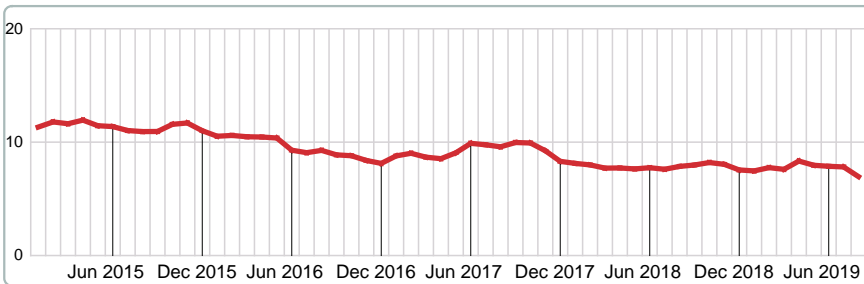
MSI FOR AUGUST



INDICATORS FOR AUGUST 2019



5 YEAR MARKET ACTIVITY TRENDS

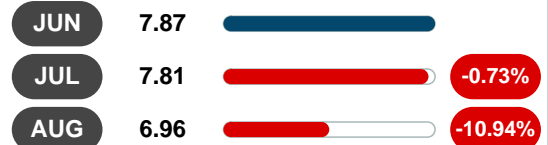


3 MONTHS

5 year AUG AVG = 8.92

High Apr 2015 11.94 Low Aug 2019 6.96

Months Supply this month at 6.96 below the 5 yr AUG average of 8.92



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	16	3.93%	10.11	9.88	0.00	12.00	0.00
\$10,001 - \$20,000	62	15.23%	15.83	22.40	4.80	0.00	0.00
\$20,001 - \$60,000	74	18.18%	5.73	10.15	2.49	1.00	24.00
\$60,001 - \$140,000	102	25.06%	4.74	14.59	2.84	3.82	6.00
\$140,001 - \$230,000	58	14.25%	4.46	19.20	2.08	4.80	12.00
\$230,001 - \$450,000	55	13.51%	10.48	16.00	10.59	6.67	15.00
\$450,001 and up	40	9.83%	120.00	168.00	30.00	0.00	0.00
Market Supply of Inventory (MSI)			6.96	16.04	3.15	4.96	13.00
Total Active Inventory by Units		100%	6.96	242	102	50	13

August 2019



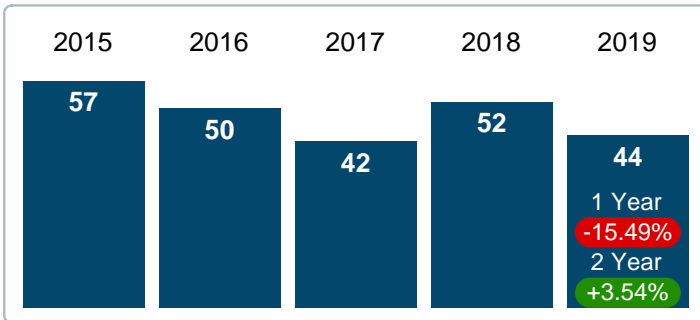
Area Delimited by County Of Muskogee



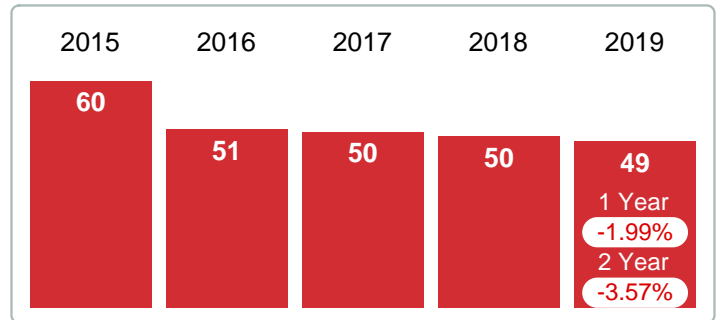
AVERAGE DAYS ON MARKET TO SALE

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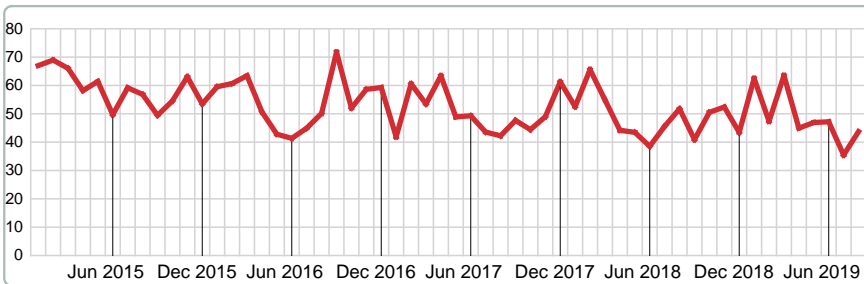
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 49

High Sep 2016 72 Low Jul 2019 35

Average Days on Market to Sale this month at 44 below the 5 yr AUG average of 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
\$20,000 and less	9.52%	51	72	9	0	0
\$20,001 \$40,000	12.70%	44	54	13	0	0
\$40,001 \$80,000	14.29%	25	22	32	11	0
\$80,001 \$110,000	20.63%	39	25	23	110	60
\$110,001 \$150,000	19.05%	67	117	62	64	0
\$150,001 \$200,000	12.70%	39	0	23	64	0
\$200,001 and up	11.11%	37	0	57	9	0
Average Closed DOM		44	49	37	52	60
Total Closed Units	100%	63	18	33	11	1
Total Closed Volume		6,754,311	902.35K	3.96M	1.80M	97.50K

August 2019



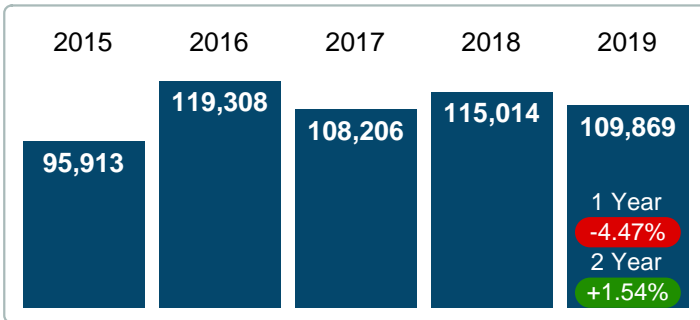
Area Delimited by County Of Muskogee



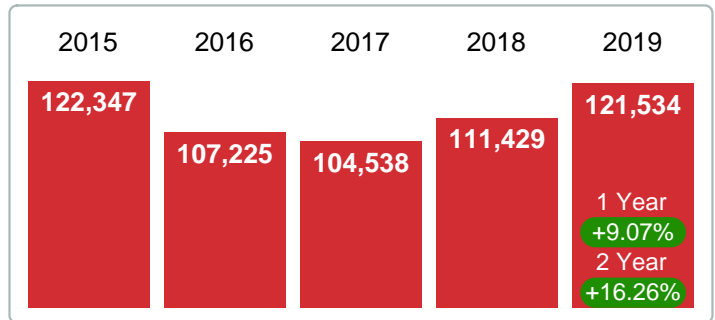
AVERAGE LIST PRICE AT CLOSING

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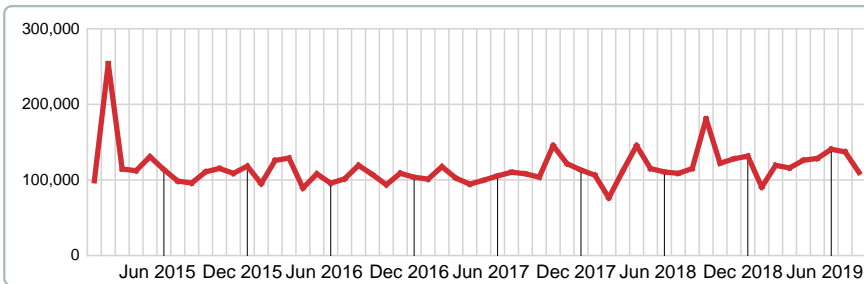
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

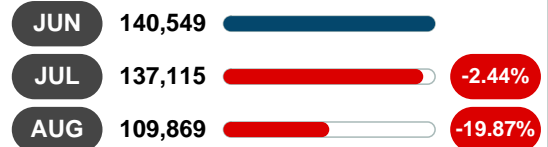


3 MONTHS

5 year AUG AVG = 109,662

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

Average List Price at Closing this month at **109,869**
above the 5 yr AUG average of **109,662**



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	9.52%	12,717	12,600	15,000	0	0
\$20,001 - \$40,000	9.52%	33,233	36,450	34,950	0	0
\$40,001 - \$80,000	15.87%	55,005	61,963	64,725	40,000	0
\$80,001 - \$110,000	19.05%	95,675	103,300	98,100	105,750	97,500
\$110,001 - \$150,000	20.63%	125,192	155,500	125,578	124,900	0
\$150,001 - \$200,000	15.87%	174,930	0	169,400	185,600	0
\$200,001 and up	9.52%	261,850	0	247,100	257,567	0
Average List Price		109,869	54,575	121,548	166,436	97,500
Total Closed Units	100%	109,869	18	33	11	1
Total Closed Volume		6,921,750	982.35K	4.01M	1.83M	97.50K

August 2019



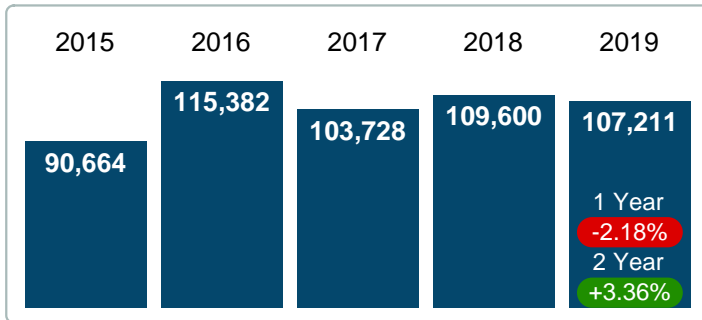
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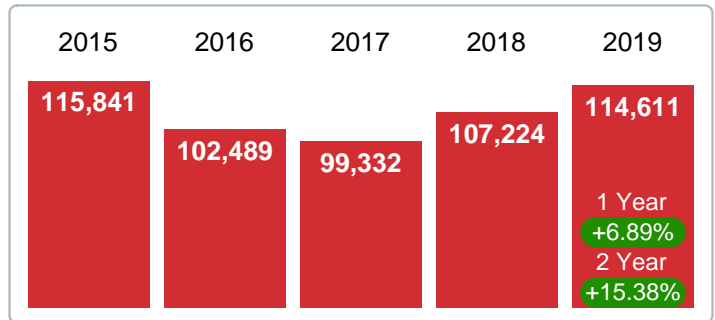
AVERAGE SOLD PRICE AT CLOSING

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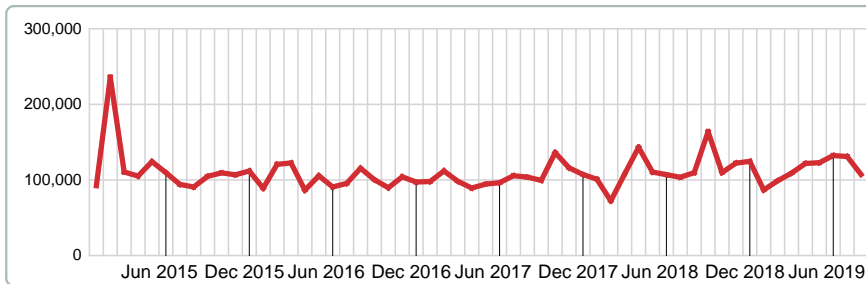
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

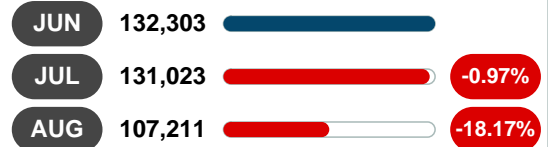


3 MONTHS

5 year AUG AVG = 105,317

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

Average Sold Price at Closing this month at 107,211 above the 5 yr AUG average of 105,317



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	9.52%	11,500	9,500	15,500	0	0
\$20,001 \$40,000	12.70%	34,150	33,617	35,751	0	0
\$40,001 \$80,000	14.29%	56,383	59,813	56,225	43,300	0
\$80,001 \$110,000	20.63%	97,628	97,800	98,394	94,750	97,500
\$110,001 \$150,000	19.05%	124,758	130,000	124,656	122,595	0
\$150,001 \$200,000	12.70%	174,863	0	169,300	184,133	0
\$200,001 and up	11.11%	248,501	0	242,750	256,170	0
Average Sold Price		107,211	50,131	119,865	163,536	97,500
Total Closed Units	100%	107,211	18	33	11	1
Total Closed Volume		6,754,311	902.35K	3.96M	1.80M	97.50K

August 2019



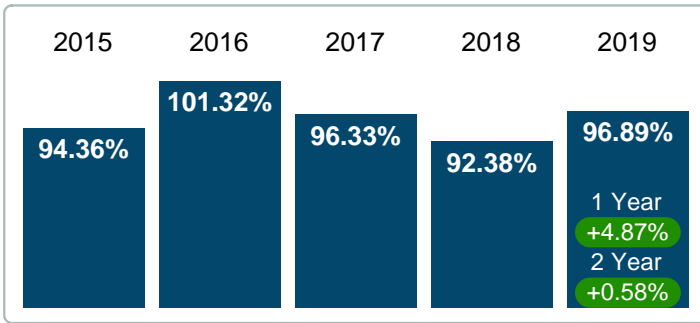
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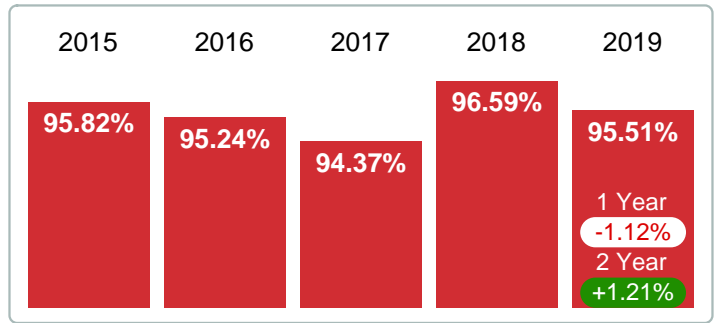
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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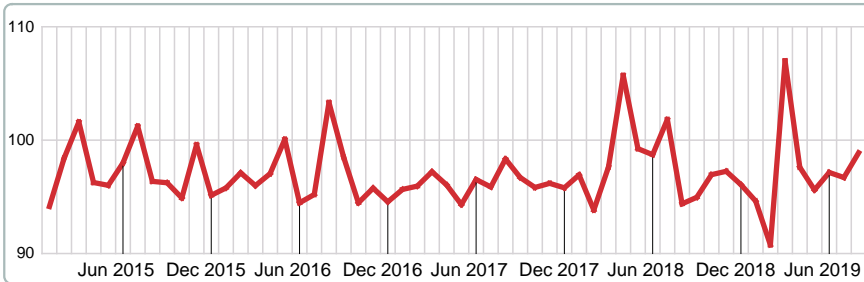
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 96.26%

High Mar 2019 105.00% Low Feb 2019 88.76%

Average Sold/List Ratio this month at **96.89%**
above the 5 yr AUG average of **96.26%**



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	9.52%	87.82%	80.17%	103.13%	0.00%	0.00%
\$20,001 \$40,000	8	12.70%	99.34%	92.74%	119.15%	0.00%	0.00%
\$40,001 \$80,000	9	14.29%	94.18%	96.29%	88.54%	108.25%	0.00%
\$80,001 \$110,000	13	20.63%	97.74%	95.47%	100.39%	90.71%	100.00%
\$110,001 \$150,000	12	19.05%	97.80%	83.60%	99.29%	98.18%	0.00%
\$150,001 \$200,000	8	12.70%	99.68%	0.00%	99.98%	99.18%	0.00%
\$200,001 and up	7	11.11%	99.01%	0.00%	98.70%	99.43%	0.00%
Average Sold/List Ratio		96.90%		90.68%	99.69%	98.35%	100.00%
Total Closed Units		63	100%	18	33	11	1
Total Closed Volume		6,754,311		902.35K	3.96M	1.80M	97.50K

August 2019

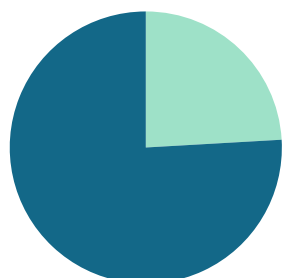
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

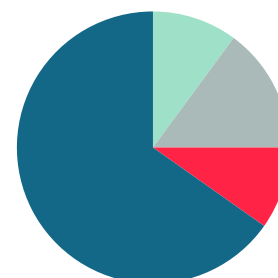


Inventory
 New Listings
145 = 24.09%
 Start Inventory
457
 Total Inventory Units
602
 Volume
\$104,215,669

Market Activity

Closed Sales
63 = 10.10%
 Pending Sales
93 = 14.90%
 Other Off Market
61 = 9.78%
 Active Inventory
407 = 65.22%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	63	63	0.00%	520	481	-7.50%
Pending Sales	61	93	52.46%	535	536	0.19%
New Listings	137	145	5.84%	1,032	1,006	-2.52%
Average List Price	115,014	109,869	-4.47%	111,429	121,534	9.07%
Average Sale Price	109,600	107,211	-2.18%	107,224	114,611	6.89%
Average Percent of Selling Price to List Price	92.38%	96.89%	4.87%	96.59%	95.51%	-1.12%
Average Days on Market to Sale	51.75	43.73	-15.49%	49.64	48.66	-1.99%
Monthly Inventory	490	407	-16.94%	490	407	-16.94%
Months Supply of Inventory	7.86	6.96	-11.50%	7.86	6.96	-11.50%

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

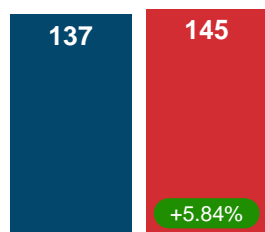
Inventory on August 31, 2019 = **407**

2018 **2019**

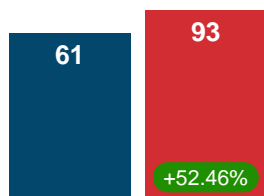
AUGUST MARKET

AVERAGE PRICES

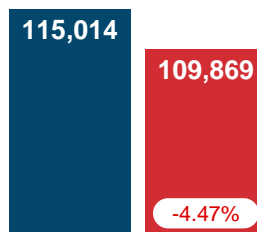
New Listings



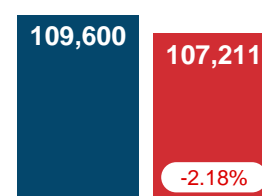
Pending Listings



List Price



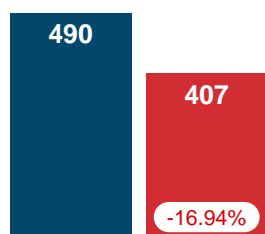
Sale Price



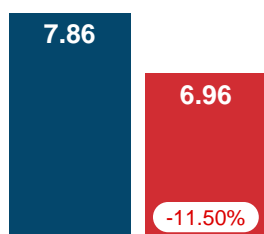
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

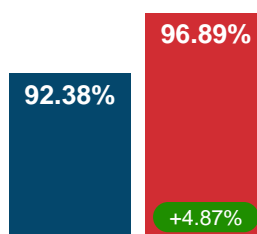
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

