



November 2019

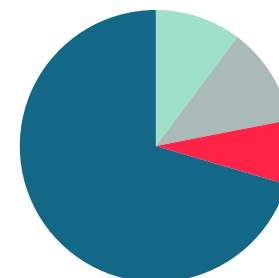
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	46	55	19.57%
Pending Listings	60	63	5.00%
New Listings	112	95	-15.18%
Average List Price	127,935	468,567	266.26%
Average Sale Price	122,245	465,529	280.82%
Average Percent of Selling Price to List Price	95.25%	93.30%	-2.05%
Average Days on Market to Sale	52.39	42.35	-19.17%
End of Month Inventory	498	379	-23.90%
Months Supply of Inventory	8.04	6.09	-24.30%



■ Closed (10.22%)
■ Pending (11.71%)
■ Other OffMarket (7.62%)
■ Active (70.45%)

Absorption: Last 12 months, an Average of **62 Sales/Month**
Active Inventory as of November 30, 2019 = **379**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **23.90%** to 379 existing homes available for sale. Over the last 12 months this area has had an average of 62 closed sales per month. This represents an unsold inventory index of **6.09** 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 **280.82%** in November 2019 to \$465,529 versus the previous year at \$122,245.

Average Days on Market Shortens

The average number of **42.35** days that homes spent on the market before selling decreased by 10.05 days or **19.17%** in November 2019 compared to last year's same month at **52.39** DOM.

Sales Success for November 2019 is Positive

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

There were 95 New Listings in November 2019, down **15.18%** from last year at 112. Furthermore, there were 55 Closed Listings this month versus last year at 46, a **19.57%** increase.

Closed versus Listed trends yielded a **57.9%** ratio, up from previous year's, November 2018, at **41.1%**, a **40.96%** upswing. 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



November 2019

Area Delimited by County Of Muskogee

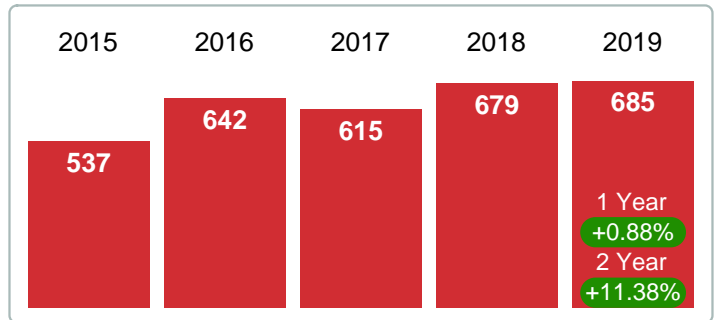
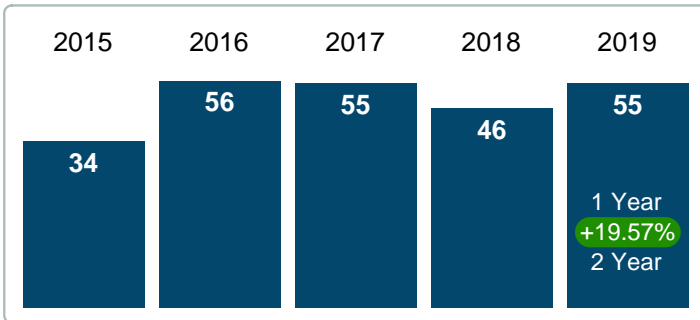


CLOSED LISTINGS

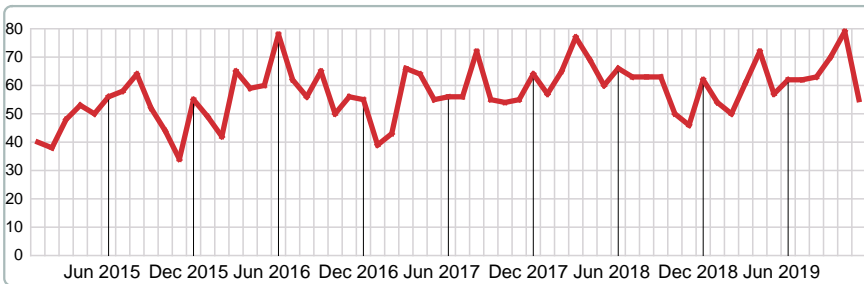
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NOVEMBER

YEAR TO DATE (YTD)

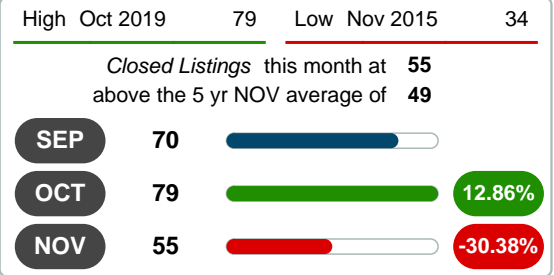


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 49



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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-\$50,000	12	21.82%	55.0	7	5	0	0
\$50,001-\$75,000	6	10.91%	47.3	2	3	0	1
\$75,001-\$125,000	10	18.18%	39.3	2	8	0	0
\$125,001-\$225,000	13	23.64%	42.4	0	9	4	0
\$225,001-\$475,000	9	16.36%	45.1	2	2	5	0
\$475,001 and up	5	9.09%	7.0	5	0	0	0
Total Closed Units	55			18	27	9	1
Total Closed Volume	25,604,101	100%	42.3	20.39M	3.22M	1.94M	60.00K
Average Closed Price	\$465,529			\$1,132,561	\$119,256	\$215,344	\$60,000

November 2019

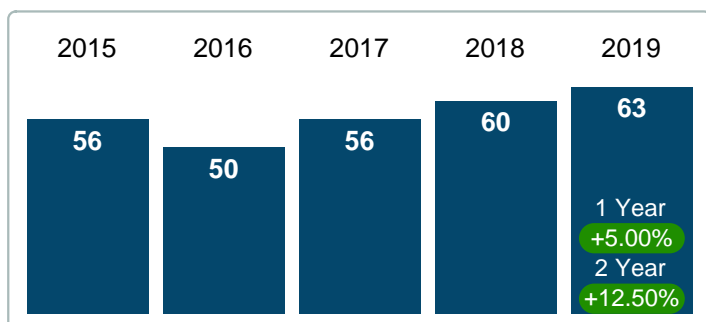
Area Delimited by County Of Muskogee



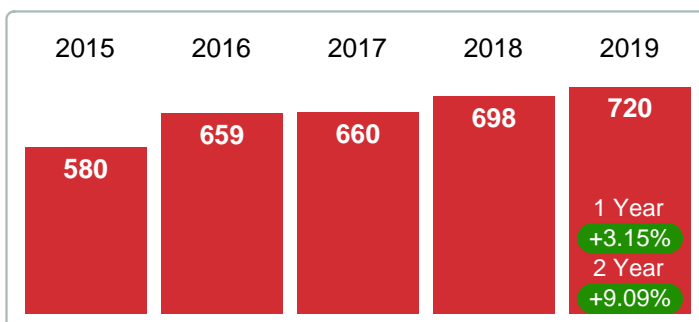
PENDING LISTINGS

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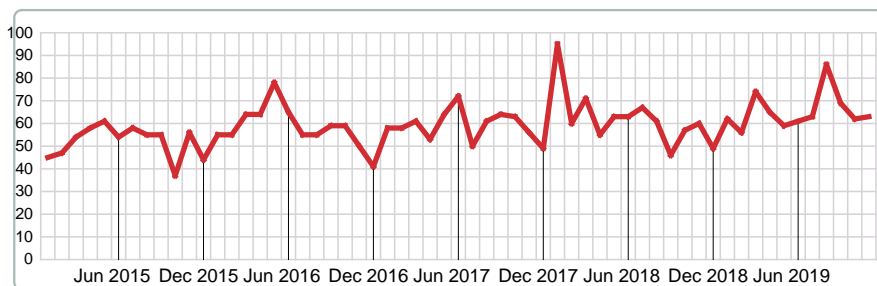
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 57

High Jan 2018 95 Low Oct 2015 37

Pending Listings this month at **63**
above the 5 yr NOV average of **57**



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	2	3.17%	39.5	1	1	0	0
\$25,001 - \$50,000	5	7.94%	37.0	2	2	0	1
\$50,001 - \$100,000	14	22.22%	50.9	2	9	2	1
\$100,001 - \$175,000	19	30.16%	58.1	3	15	1	0
\$175,001 - \$300,000	8	12.70%	56.3	1	5	1	1
\$300,001 - \$850,000	7	11.11%	51.9	3	2	2	0
\$850,001 and up	8	12.70%	6.0	8	0	0	0
Total Pending Units	63			20	34	6	3
Total Pending Volume	30,281,756	100%	24.8	23.83M	4.83M	1.22M	393.90K
Average Listing Price	\$1,861,082			\$1,191,690	\$142,078	\$203,900	\$131,300



November 2019

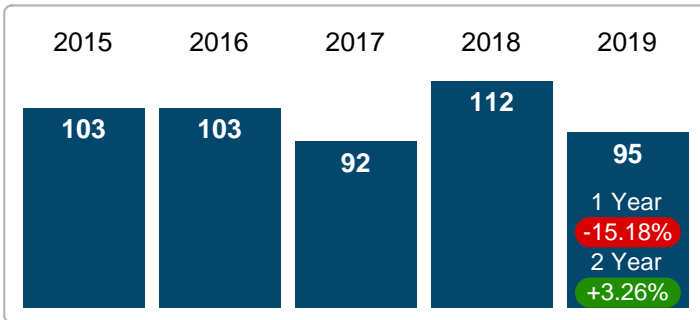
Area Delimited by County Of Muskogee



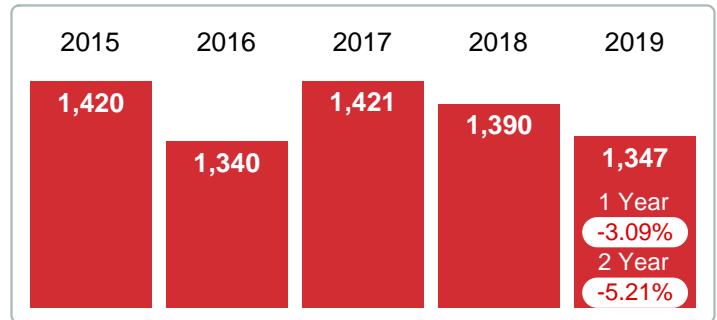
NEW LISTINGS

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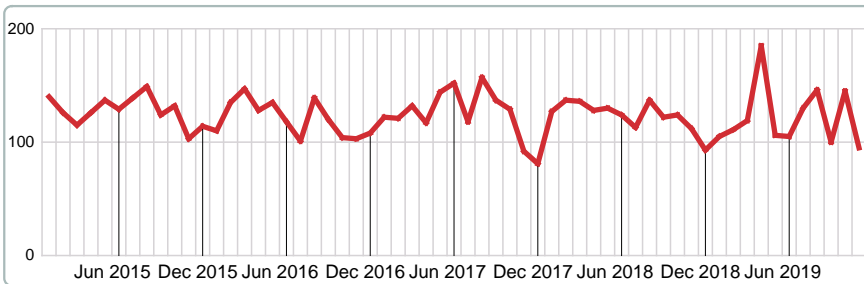
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

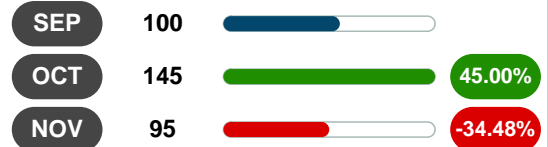


3 MONTHS

5 year NOV AVG = 101

High Apr 2019 185 Low Dec 2017 81

New Listings this month at 95
below the 5 yr NOV average of 101



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$50,000	19	20.00%	14	5	0	0
\$50,001-\$75,000	10	10.53%	5	5	0	0
\$75,001-\$200,000	29	30.53%	12	15	2	0
\$200,001-\$325,000	10	10.53%	4	2	4	0
\$325,001-\$850,000	15	15.79%	6	0	8	1
\$850,001 and up	12	12.63%	11	1	0	0
Total New Listed Units	95		52	28	14	1
Total New Listed Volume	41,111,958	100%	32.19M	3.97M	4.51M	439.90K
Average New Listed Listing Price	\$2,488,688		\$619,065	\$141,845	\$322,071	\$439,900



November 2019

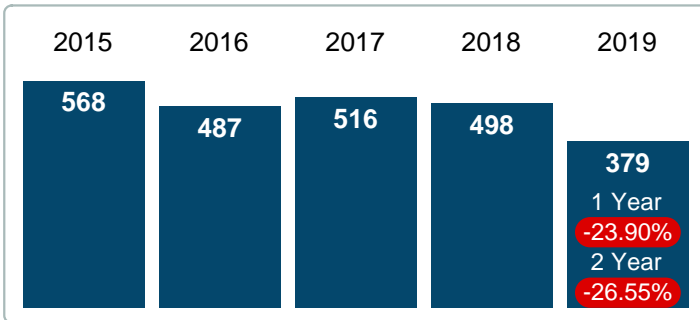
Area Delimited by County Of Muskogee



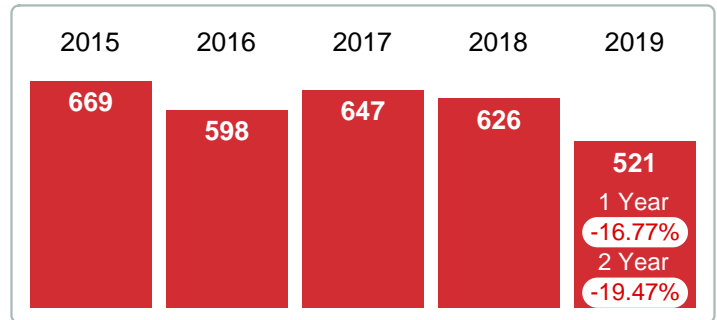
ACTIVE INVENTORY

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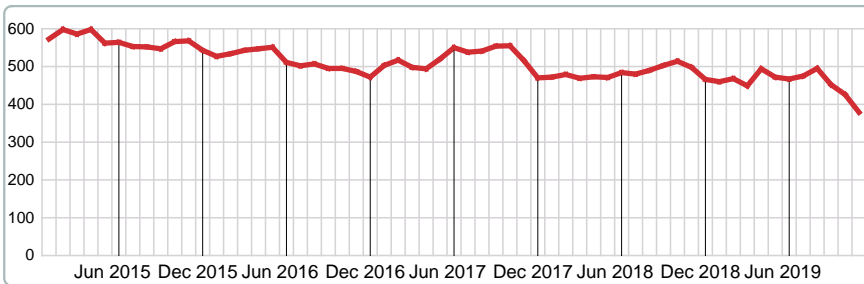
END OF NOVEMBER



ACTIVE DURING NOVEMBER

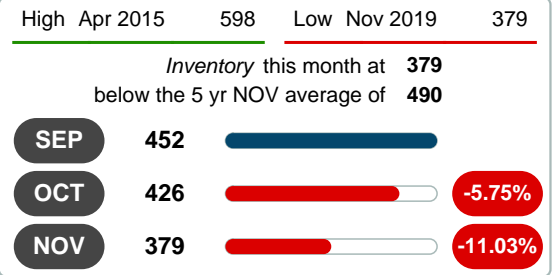


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 490



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	74	19.53%	73.3	71	3	0	0
\$25,001-\$50,000	35	9.23%	95.7	27	6	2	0
\$50,001-\$125,000	95	25.07%	78.4	46	38	10	1
\$125,001-\$225,000	80	21.11%	76.3	24	38	18	0
\$225,001-\$425,000	56	14.78%	66.8	24	10	20	2
\$425,001 and up	39	10.29%	74.5	24	5	6	4
Total Active Inventory by Units	379			216	100	56	7
Total Active Inventory by Volume	73,165,453	100%	76.5	39.05M	16.94M	13.85M	3.32M
Average Active Inventory Listing Price	\$193,049			\$180,802	\$169,386	\$247,318	\$474,843



November 2019

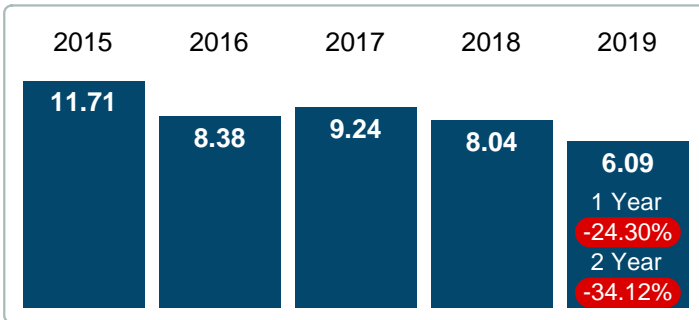
Area Delimited by County Of Muskogee



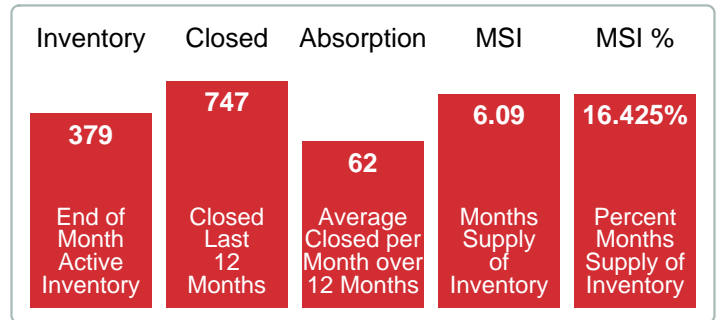
MONTHS SUPPLY of INVENTORY (MSI)

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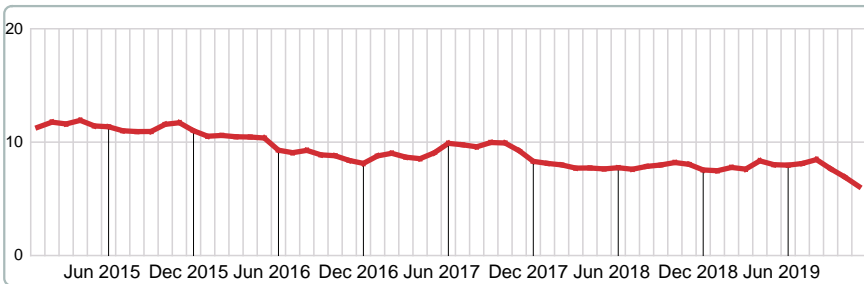
MSI FOR NOVEMBER



INDICATORS FOR NOVEMBER 2019

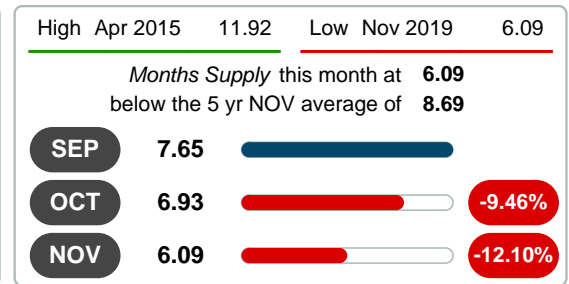


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 8.69



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	3.69%	7.00	9.33	0.00	0.00	0.00
\$10,001 - \$30,000	67	17.68%	9.35	17.58	1.23	0.00	0.00
\$30,001 - \$70,000	58	15.30%	5.35	7.08	3.52	6.67	0.00
\$70,001 - \$140,000	87	22.96%	3.95	11.35	2.67	2.94	4.00
\$140,001 - \$240,000	65	17.15%	4.79	15.00	3.31	5.19	0.00
\$240,001 - \$430,000	50	13.19%	8.33	15.79	4.50	6.80	3.43
\$430,001 and up	38	10.03%	57.00	39.43	60.00	0.00	0.00
Market Supply of Inventory (MSI)			6.09	12.90	3.02	5.17	4.67
Total Active Inventory by Units		100%	6.09	216	100	56	7

November 2019



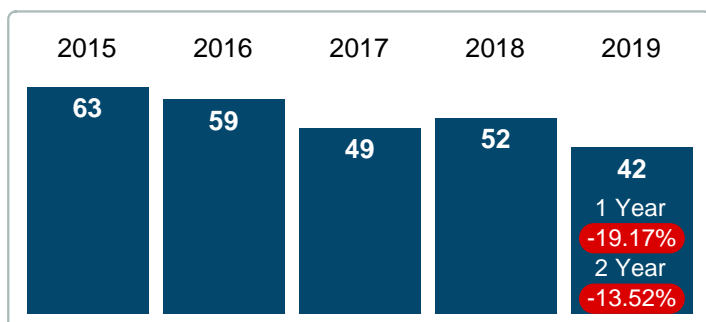
Area Delimited by County Of Muskogee



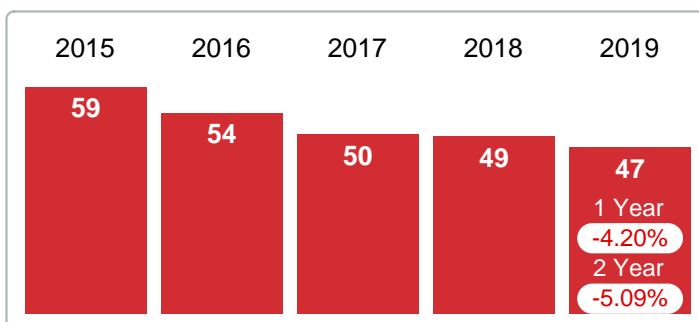
AVERAGE DAYS ON MARKET TO SALE

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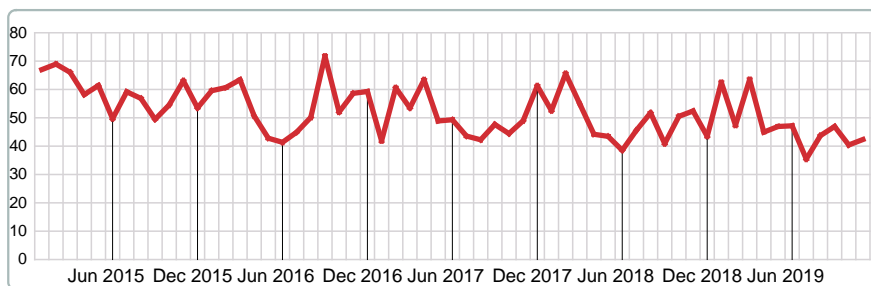
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 53

High Sep 2016 72 Low Jul 2019 35

Average Days on Market to Sale this month at 42 below the 5 yr NOV average of 53



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$50,000	12	21.82%	55	62	45	0	0
\$50,001 \$75,000	6	10.91%	47	47	41	0	66
\$75,001 \$125,000	10	18.18%	39	75	30	0	0
\$125,001 \$225,000	13	23.64%	42	0	17	100	0
\$225,001 \$475,000	9	16.36%	45	1	118	34	0
\$475,001 and up	5	9.09%	7	7	0	0	0
Average Closed DOM			42	40	36	63	66
Total Closed Units		100%	42	18	27	9	1
Total Closed Volume			25,604,101	20.39M	3.22M	1.94M	60.00K



November 2019

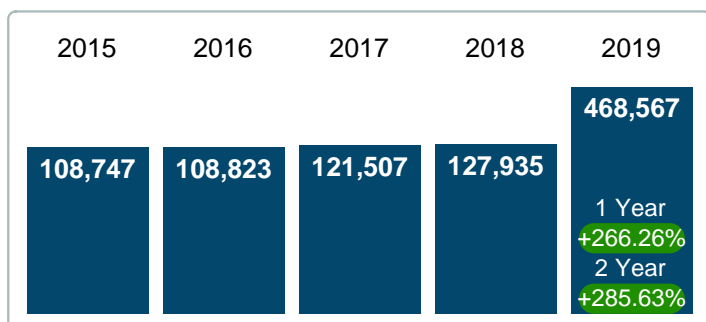
Area Delimited by County Of Muskogee



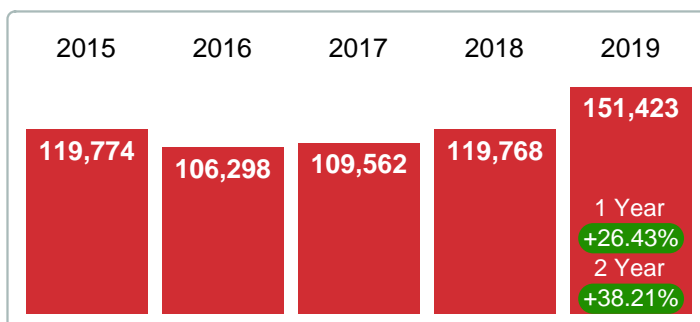
AVERAGE LIST PRICE AT CLOSING

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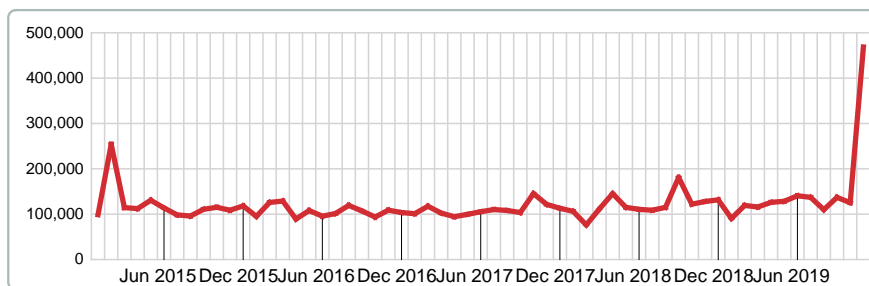
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 187,116

High Nov 2019 468,567 Low Feb 2018 76,304

Average List Price at Closing this month at **468,567**
above the 5 yr NOV average of **187,116**

- SEP 137,053
- OCT 125,345 -8.54%
- NOV 468,567 273.82%

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
\$0 and less	0	0.00%	0	0	0	0	0
\$1 \$50,000	11	20.00%	24,600	22,814	37,180	0	0
\$50,001 \$75,000	5	9.09%	63,540	71,200	72,933	0	60,000
\$75,001 \$125,000	11	20.00%	98,982	127,250	98,225	0	0
\$125,001 \$225,000	14	25.45%	153,743	0	154,744	157,425	0
\$225,001 \$475,000	8	14.55%	283,963	352,500	377,500	262,240	0
\$475,001 and up	6	10.91%	3,278,333	3,834,100	0	0	0
Average List Price			468,567	1,135,117	123,637	215,656	60,000
Total Closed Units		100%	468,567	18	27	9	1
Total Closed Volume			25,771,200	20.43M	3.34M	1.94M	60.00K



November 2019

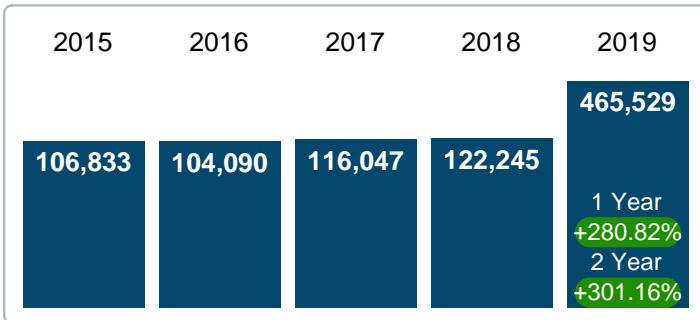
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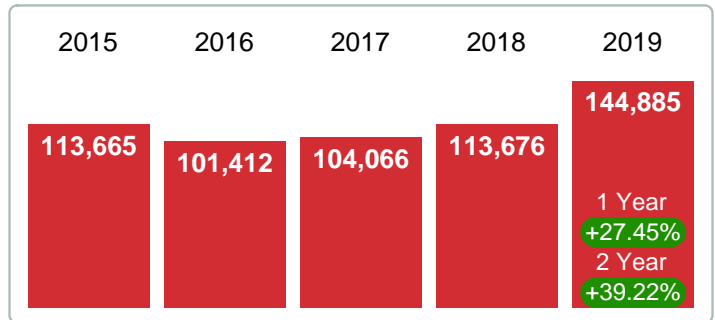
AVERAGE SOLD PRICE AT CLOSING

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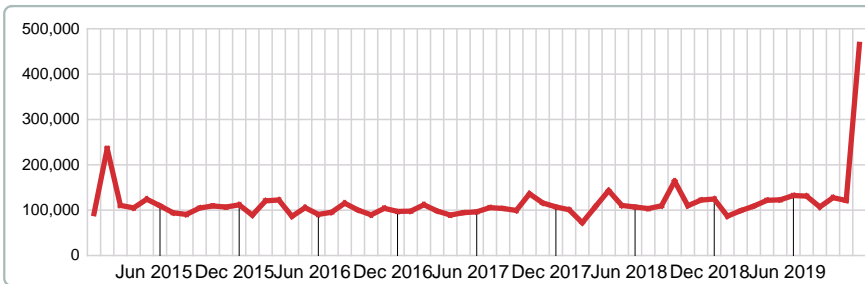
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 182,949

High Nov 2019 465,529 Low Feb 2018 72,347

Average Sold Price at Closing this month at **465,529**
above the 5 yr NOV average of **182,949**



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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$50,000	12	21.82%	23,258	19,300	28,800	0	0
\$50,001-\$75,000	6	10.91%	62,483	66,000	60,967	0	60,000
\$75,001-\$125,000	10	18.18%	101,090	122,500	95,738	0	0
\$125,001-\$225,000	13	23.64%	154,954	0	154,844	155,200	0
\$225,001-\$475,000	9	16.36%	306,033	351,750	366,750	263,460	0
\$475,001 and up	5	9.09%	3,834,100	3,834,100	0	0	0
Average Sold Price			465,529	1,132,561	119,256	215,344	60,000
Total Closed Units		100%	465,529	18	27	9	1
Total Closed Volume			25,604,101	20.39M	3.22M	1.94M	60.00K



November 2019

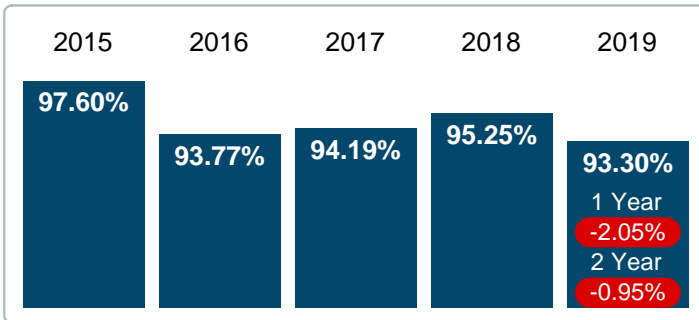
Area Delimited by County Of Muskogee



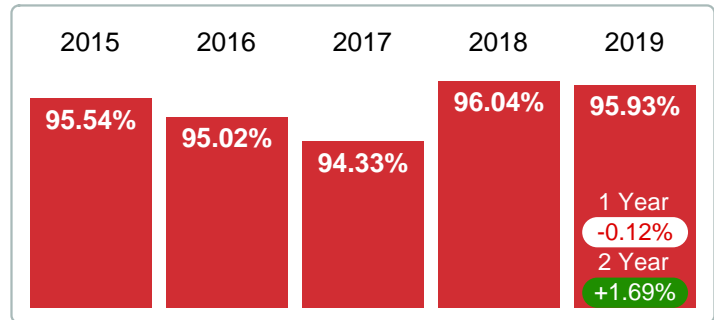
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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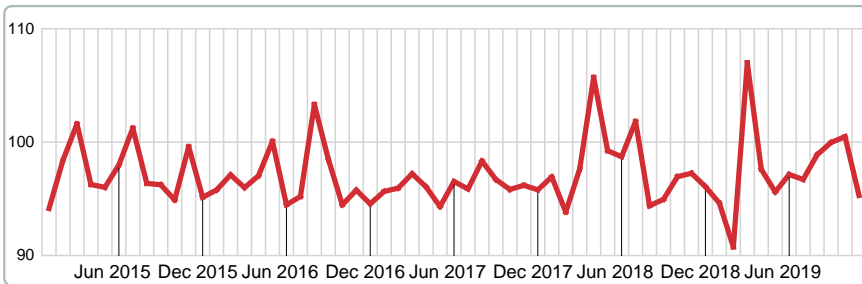
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

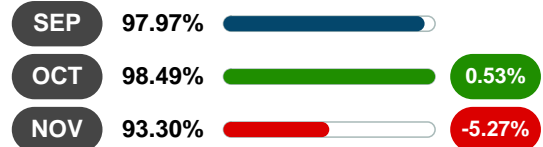


3 MONTHS

5 year NOV AVG = 94.82%

High Mar 2019 105.00% Low Feb 2019 88.76%

Average Sold/List Ratio this month at **93.30%**
below the 5 yr NOV average of **94.82%**



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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$50,000	12	21.82%	76.41%	75.17%	78.15%	0.00%	0.00%
\$50,001 \$75,000	6	10.91%	91.43%	93.31%	87.33%	0.00%	100.00%
\$75,001 \$125,000	10	18.18%	97.29%	96.35%	97.53%	0.00%	0.00%
\$125,001 \$225,000	13	23.64%	99.66%	0.00%	100.03%	98.83%	0.00%
\$225,001 \$475,000	9	16.36%	99.70%	99.77%	98.13%	100.30%	0.00%
\$475,001 and up	5	9.09%	100.00%	100.00%	0.00%	0.00%	0.00%
Average Sold/List Ratio		93.30%		89.17%	93.69%	99.65%	100.00%
Total Closed Units		55	100%	18	27	9	1
Total Closed Volume		25,604,101		20.39M	3.22M	1.94M	60.00K



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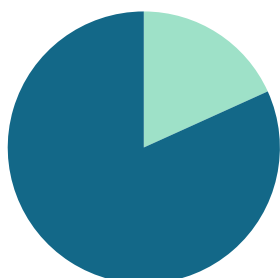
Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY



Inventory

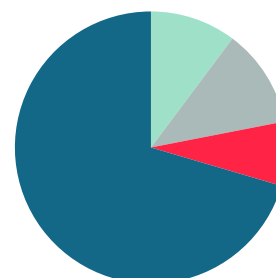
- New Listings **95 = 18.23%**
- Start Inventory **426**
- Total Inventory Units **521**
- Volume **\$119,339,183**

Market Activity

Market Activity

- Closed Sales **55 = 10.22%**
- Pending Sales **63 = 11.71%**
- Other Off Market **41 = 7.62%**
- Active Inventory **379 = 70.45%**

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	46	55	19.57%	679	685	0.88%
Pending Sales	60	63	5.00%	698	720	3.15%
New Listings	112	95	-15.18%	1,390	1,347	-3.09%
Average List Price	127,935	468,567	266.26%	119,768	151,423	26.43%
Average Sale Price	122,245	465,529	280.82%	113,676	144,885	27.45%
Average Percent of Selling Price to List Price	95.25%	93.30%	-2.05%	96.04%	95.93%	-0.12%
Average Days on Market to Sale	52.39	42.35	-19.17%	49.08	47.02	-4.20%
Monthly Inventory	498	379	-23.90%	498	379	-23.90%
Months Supply of Inventory	8.04	6.09	-24.30%	8.04	6.09	-24.30%

Absorption: Last 12 months, an Average of **62** Sales/Month

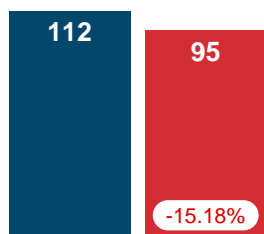
Inventory on November 30, 2019 = **379**

2018 **2019**

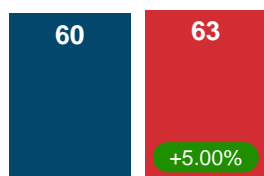
NOVEMBER MARKET

AVERAGE PRICES

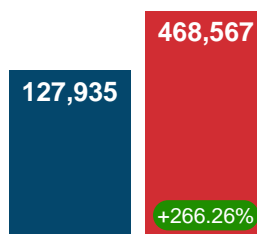
New Listings



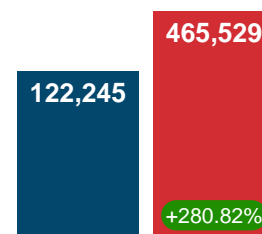
Pending Listings



List Price



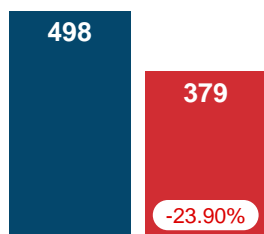
Sale Price



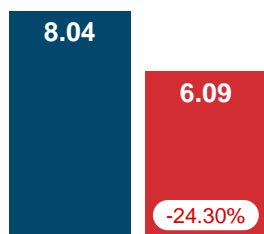
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

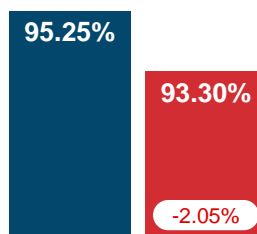
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

