



Area Delimited by County Of Muskogee - Residential Property Type

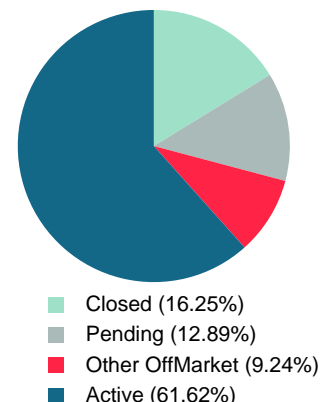


## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 19, 2023 for MLS Technology Inc.

Compared Metrics	2017	December 2018	+/- %
Closed Listings	53	58	9.43%
Pending Listings	41	46	12.20%
New Listings	58	59	1.72%
Average List Price	121,397	119,087	-1.90%
Average Sale Price	116,658	114,058	-2.23%
Average Percent of Selling Price to List Price	95.29%	94.73%	-0.59%
Average Days on Market to Sale	59.51	45.00	-24.38%
End of Month Inventory	228	220	-3.51%
Months Supply of Inventory	4.52	3.81	-15.76%

**Absorption:** Last 12 months, an Average of **58** Sales/Month  
**Active Inventory** as of December 31, 2018 = **220**



### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2018 decreased **3.51%** to 220 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **3.81** 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 **2.23%** in December 2018 to \$114,058 versus the previous year at \$116,658.

#### Average Days on Market Shortens

The average number of **45.00** days that homes spent on the market before selling decreased by 14.51 days or **24.38%** in December 2018 compared to last year's same month at **59.51** DOM.

#### Sales Success for December 2018 is Positive

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

There were 59 New Listings in December 2018, up **1.72%** from last year at 58. Furthermore, there were 58 Closed Listings this month versus last year at 53, a **9.43%** increase.

Closed versus Listed trends yielded a **98.3%** ratio, up from previous year's, December 2017, at **91.4%**, a **7.58%** 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



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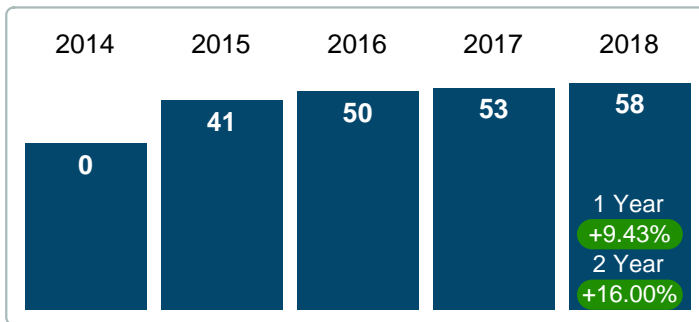


## December 2018

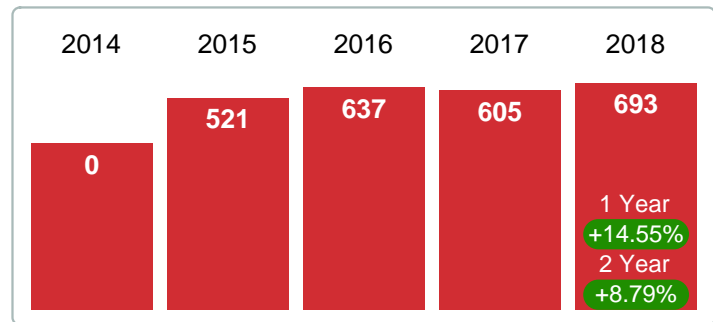
### CLOSED LISTINGS

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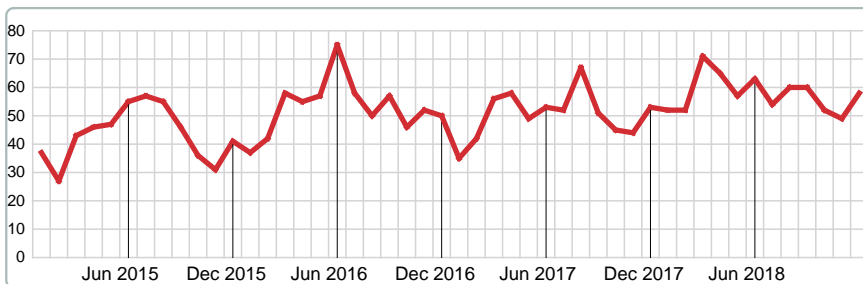
#### DECEMBER



#### YEAR TO DATE (YTD)

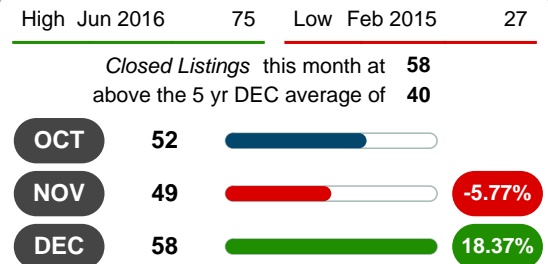


#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 40



#### 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	4	6.90%	34.8	2	2	0	0
\$20,001 \$30,000	5	8.62%	54.8	2	2	1	0
\$30,001 \$60,000	11	18.97%	63.5	3	6	2	0
\$60,001 \$140,000	16	27.59%	57.4	1	8	7	0
\$140,001 \$160,000	7	12.07%	17.4	0	7	0	0
\$160,001 \$250,000	9	15.52%	34.0	1	7	1	0
\$250,001 and up	6	10.34%	25.3	0	1	3	2
Total Closed Units	58			9	33	14	2
Total Closed Volume	6,615,345	100%	45.0	481.10K	3.71M	1.83M	595.00K
Average Closed Price	\$114,058			\$53,456	\$112,453	\$130,593	\$297,500

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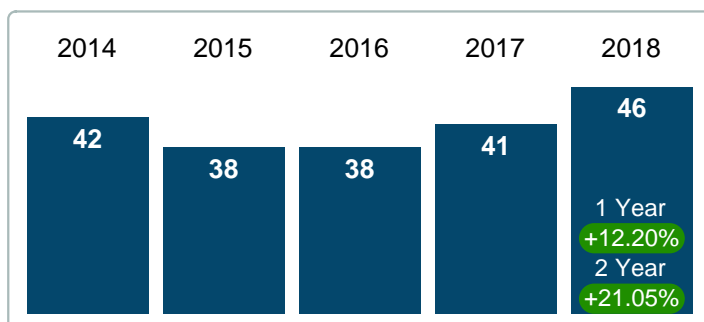


## December 2018

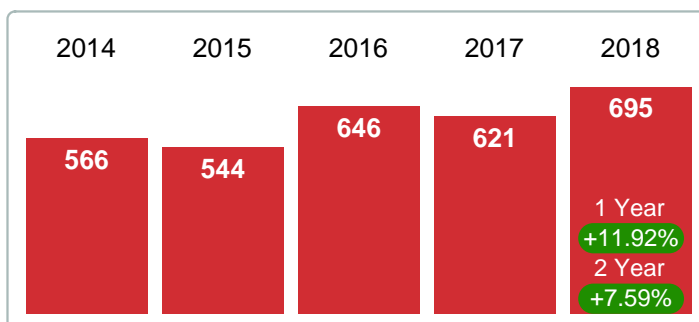
### PENDING LISTINGS

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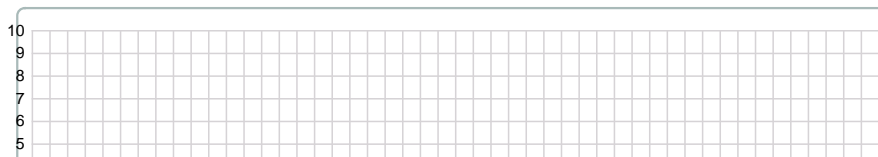
#### DECEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 41

High Dec 2018 0 Low Dec 2018 0

Pending Listings this month at **46**  
above the 5 yr DEC average of **41**

OCT 0  
NOV 0  
DEC 0

nan%

nan%

Distribution of Pending Listings by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	2		4.35%	75.5	2	0	0	0
\$10,001 \$30,000	8		17.39%	74.4	4	4	0	0
\$30,001 \$50,000	7		15.22%	48.4	2	2	3	0
\$50,001 \$120,000	11		23.91%	47.4	3	5	3	0
\$120,001 \$170,000	6		13.04%	70.7	0	4	2	0
\$170,001 \$220,000	7		15.22%	27.7	0	6	1	0
\$220,001 and up	5		10.87%	29.2	0	2	3	0
Total Pending Units	46				11	23	12	0
Total Pending Volume	4,928,600			100%	367.80K	2.81M	1.75M	0.00B
Average Listing Price	\$107,143				\$33,436	\$122,039	\$146,158	\$0



Area Delimited by County Of Muskogee - Residential Property Type

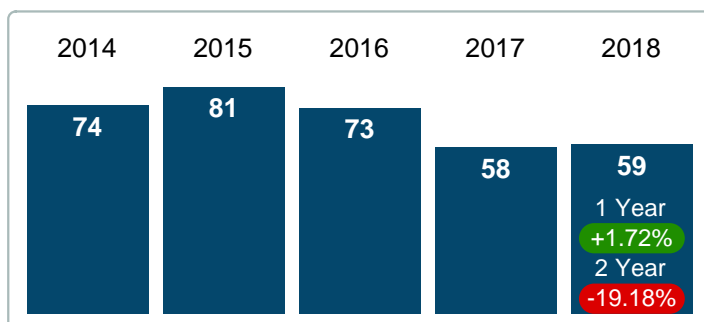


## December 2018

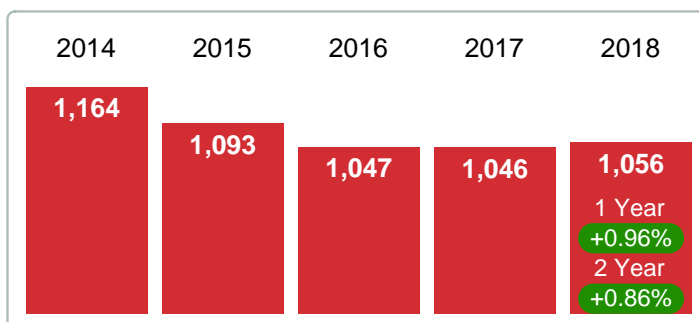
### NEW LISTINGS

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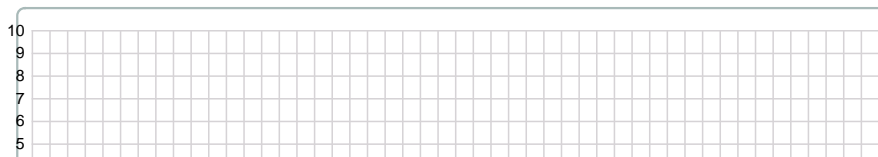
#### DECEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 69

High Dec 2018 0 Low Dec 2018 0

New Listings this month at **59**  
below the 5 yr DEC average of **69**

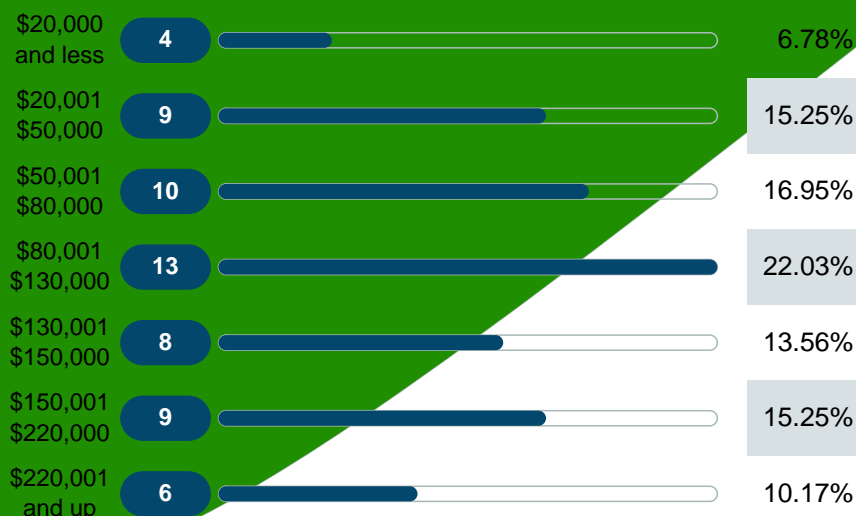
OCT 0  
NOV 0  
DEC 0

nan%

nan%

#### Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
3	1	0	0
4	4	1	0
1	7	1	1
1	8	4	0
1	7	0	0
0	5	4	0
0	2	3	1
10	34	13	2
501.80K	3.99M	2.20M	462.50K
\$50,180	\$117,484	\$169,054	\$231,250

Total New Listed Units	59	
Total New Listed Volume	7,156,449	100%
Average New Listed Listing Price	\$97,363	

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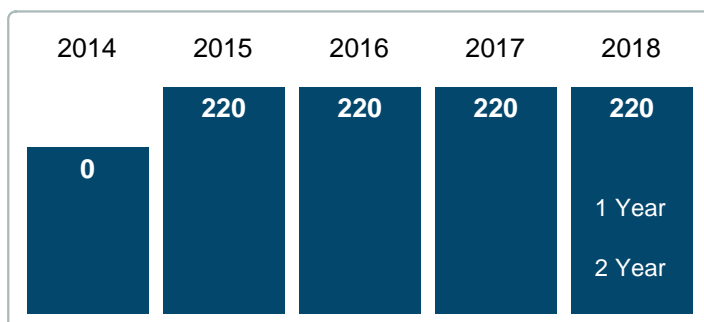


## December 2018

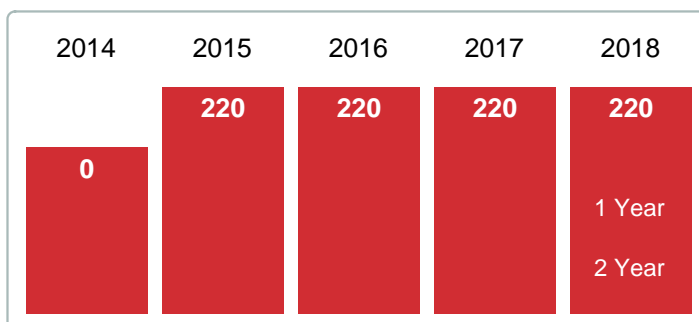
### ACTIVE INVENTORY

Report produced on Jul 19, 2023 for MLS Technology Inc.

#### END OF DECEMBER



#### ACTIVE DURING DECEMBER



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 176

High Dec 2018 220 Low Dec 2018 220

Inventory this month at 220  
above the 5 yr DEC average of 176

OCT 220  
NOV 220  
DEC 220

0.00%

0.00%

Distribution of Inventory by Price Range			%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	12		5.45%	73.9	6	6	0	0
\$20,001 \$50,000	36		16.36%	73.8	14	17	5	0
\$50,001 \$80,000	34		15.45%	107.1	7	20	5	2
\$80,001 \$130,000	51		23.18%	78.9	0	37	12	2
\$130,001 \$170,000	35		15.91%	69.3	2	29	4	0
\$170,001 \$270,000	29		13.18%	129.9	1	18	10	0
\$270,001 and up	23		10.45%	85.0	1	7	11	4
Total Active Inventory by Units			220		31	134	47	8
Total Active Inventory by Volume			29,927,850	100%	1.94M	17.57M	8.35M	2.07M
Average Active Inventory Listing Price			\$136,036		\$62,510	\$131,101	\$177,697	\$258,850

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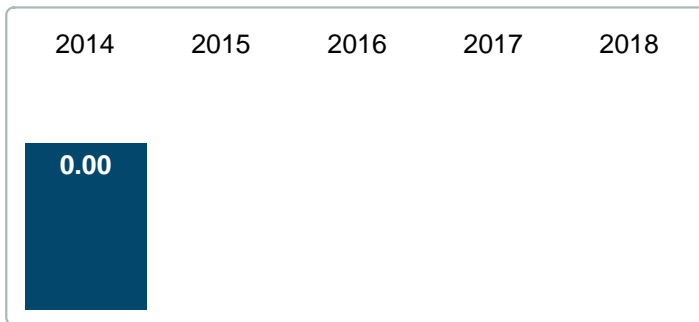
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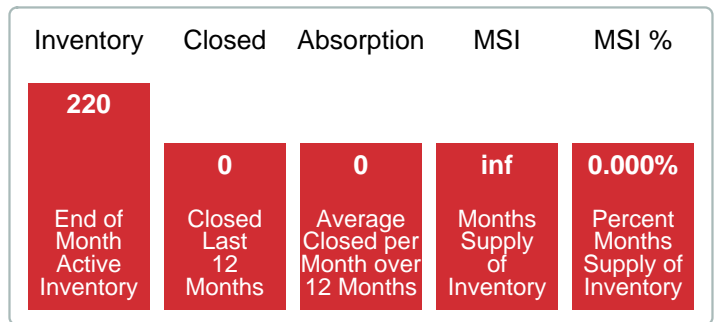
## MONTHS SUPPLY of INVENTORY (MSI)

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### MSI FOR DECEMBER



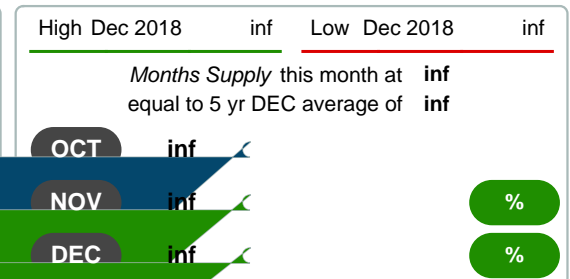
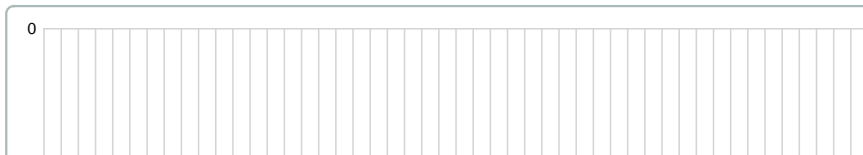
### INDICATORS FOR DECEMBER 2018



### 5 YEAR MARKET ACTIVITY TRENDS

### 3 MONTHS

5 year DEC AVG = inf



Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	12			5.45%	2.22	1.89	3.43	0.00	0.00
\$20,001 \$50,000	36			16.36%	3.38	4.10	2.72	5.45	0.00
\$50,001 \$80,000	34			15.45%	3.81	4.42	3.20	5.45	12.00
\$80,001 \$130,000	51			23.18%	3.75	0.00	3.58	5.33	12.00
\$130,001 \$170,000	35			15.91%	3.78	4.80	4.70	1.60	0.00
\$170,001 \$270,000	29			13.18%	3.45	12.00	3.72	3.16	0.00
\$270,001 and up	23			10.45%	15.33	6.00	10.50	22.00	24.00
Market Supply of Inventory (MSI)				3.81		3.21	3.70	4.41	6.86
Total Active Inventory by Units				220	100%	31	134	47	8

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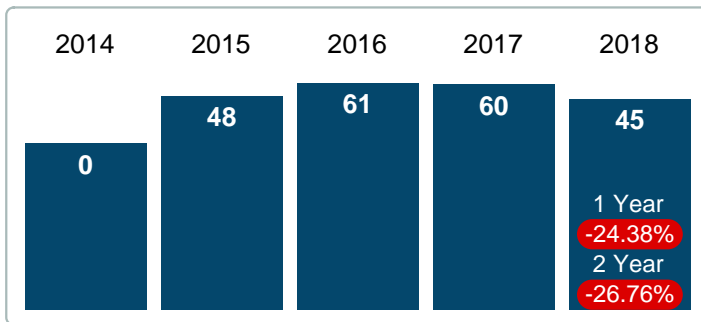


## December 2018

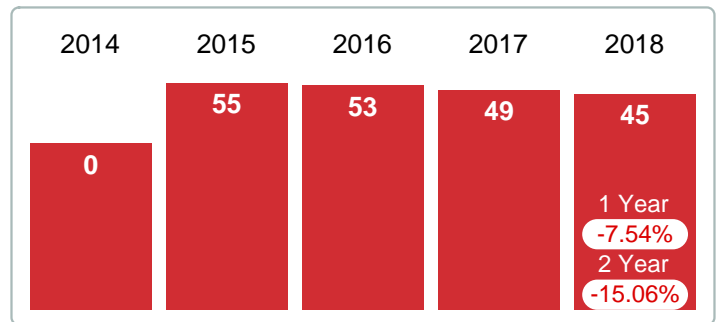
### AVERAGE DAYS ON MARKET TO SALE

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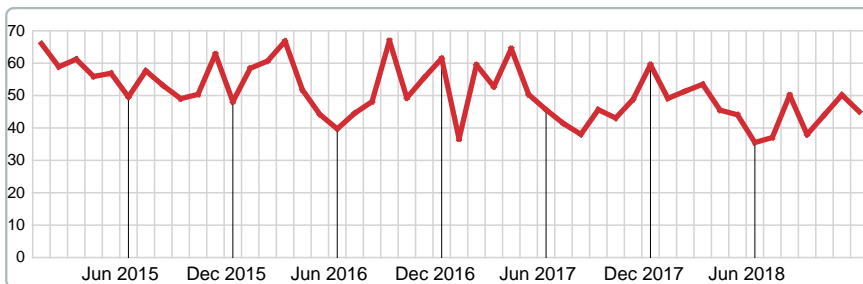
#### DECEMBER



#### YEAR TO DATE (YTD)



#### 5 YEAR MARKET ACTIVITY TRENDS



#### 3 MONTHS

5 year DEC AVG = 43

High Sep 2016 67 Low Jun 2018 36

Average Days on Market to Sale this month at 45  
above the 5 yr DEC average of 43

OCT	44		
NOV	50		13.81%
DEC	45		-10.33%

#### 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	4		6.90%	35	6	64	0	0
\$20,001 \$30,000	5		8.62%	55	12	89	72	0
\$30,001 \$60,000	11		18.97%	63	71	68	40	0
\$60,001 \$140,000	16		27.59%	57	30	48	72	0
\$140,001 \$160,000	7		12.07%	17	0	17	0	0
\$160,001 \$250,000	9		15.52%	34	35	38	5	0
\$250,001 and up	6		10.34%	25	0	28	17	37
Average Closed DOM		45			35	46	51	37
Total Closed Units		58	100%	45	9	33	14	2
Total Closed Volume		6,615,345			481.10K	3.71M	1.83M	595.00K

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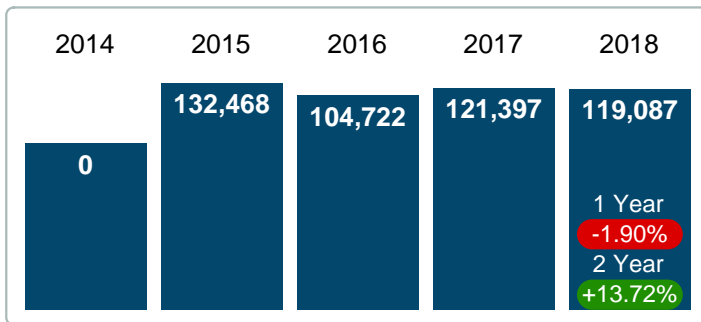
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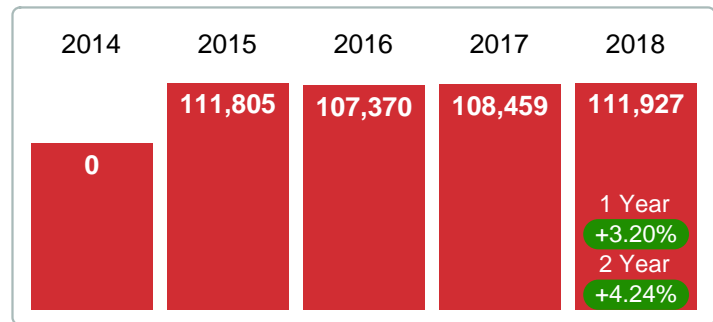
## AVERAGE LIST PRICE AT CLOSING

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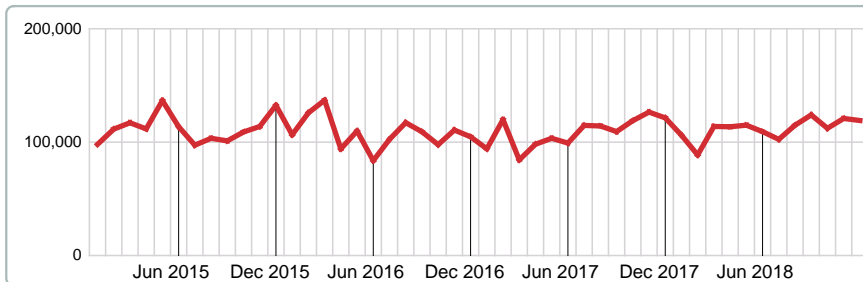
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 95,535

High Mar 2016 136,985 Low Jun 2016 83,698

Average List Price at Closing this month at **119,087**  
above the 5 yr DEC average of **95,535**

OCT	112,198	
NOV	120,896	7.75%
DEC	119,087	-1.50%

### 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	3	5.17%	14,250	14,375	17,750	0	0
\$20,001 \$30,000	5	8.62%	25,380	28,000	25,500	29,900	0
\$30,001 \$60,000	11	18.97%	46,664	43,267	56,083	42,500	0
\$60,001 \$140,000	17	29.31%	97,359	64,000	93,175	110,886	0
\$140,001 \$160,000	5	8.62%	154,260	0	157,900	0	0
\$160,001 \$250,000	11	18.97%	187,355	210,000	186,714	209,900	0
\$250,001 and up	6	10.34%	289,467	0	294,900	270,667	314,950
Average List Price			119,087	54,283	117,442	136,643	314,950
Total Closed Units		100%	119,087	9	33	14	2
Total Closed Volume			6,907,050	488.55K	3.88M	1.91M	629.90K





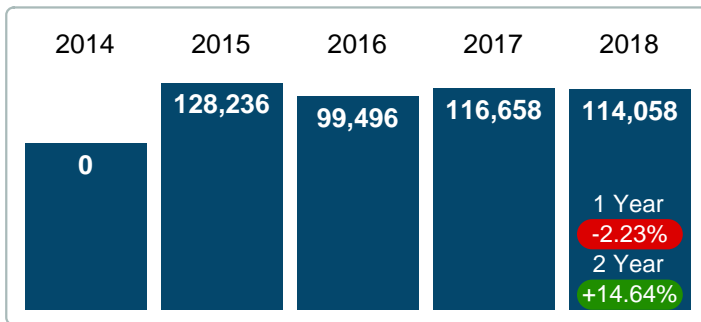
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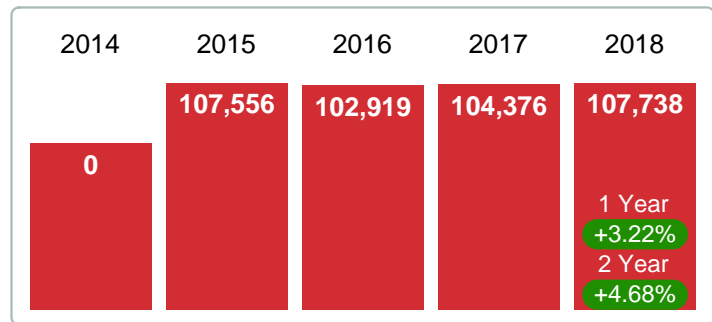
## AVERAGE SOLD PRICE AT CLOSING

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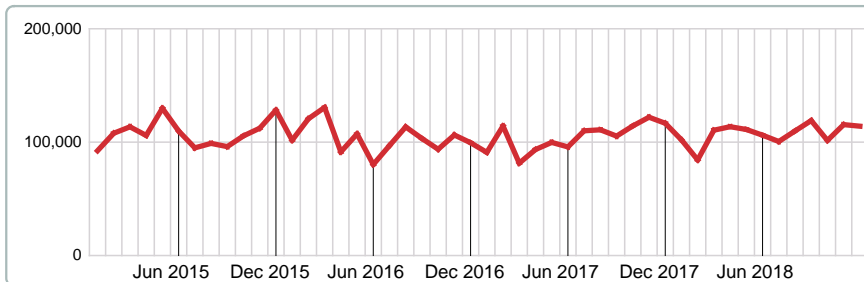
### DECEMBER



### YEAR TO DATE (YTD)



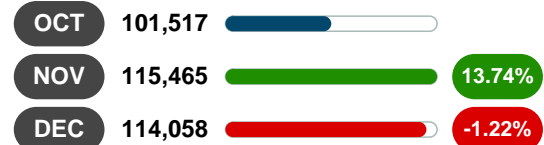
### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 91,689

High Mar 2016 130,592 Low Jun 2016 80,283

Average Sold Price at Closing this month at 114,058  
above the 5 yr DEC average of 91,689

### 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	4		6.90%	14,688	14,250	15,125	0	0
\$20,001 \$30,000	5		8.62%	25,060	25,950	21,750	29,900	0
\$30,001 \$60,000	11		18.97%	43,018	42,233	45,917	35,500	0
\$60,001 \$140,000	16		27.59%	95,063	64,000	91,700	103,343	0
\$140,001 \$160,000	7		12.07%	153,314	0	153,314	0	0
\$160,001 \$250,000	9		15.52%	189,656	210,000	184,986	202,000	0
\$250,001 and up	6		10.34%	276,167	0	260,000	267,333	297,500
Average Sold Price				114,058	53,456	112,453	130,593	297,500
Total Closed Units			100%	114,058	9	33	14	2
Total Closed Volume				6,615,345	481.10K	3.71M	1.83M	595.00K



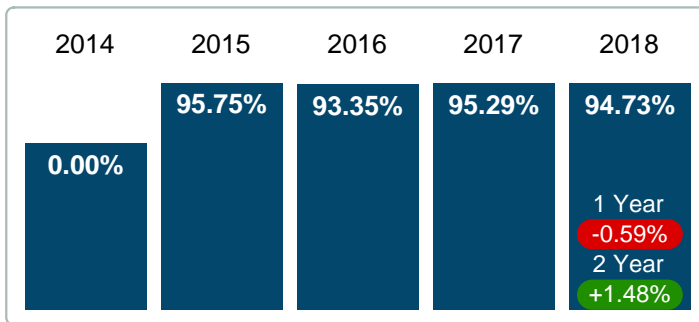
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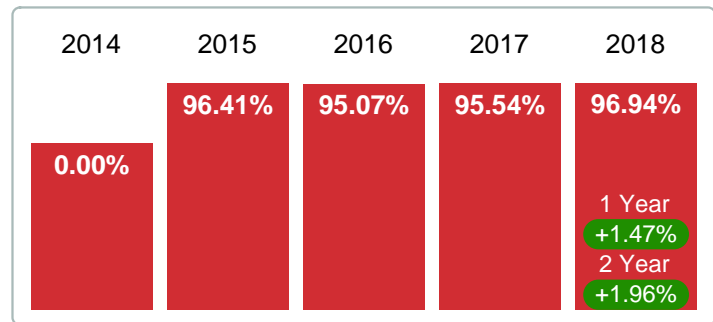
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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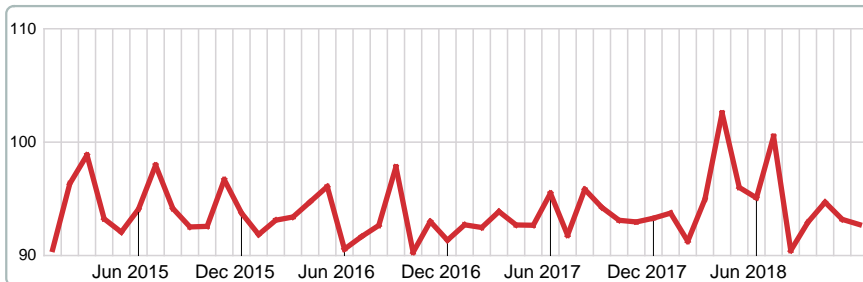
### DECEMBER



### YEAR TO DATE (YTD)



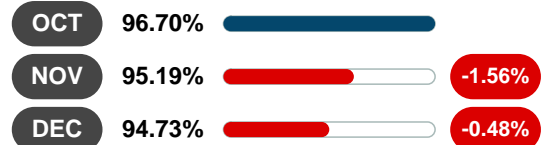
### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 75.83%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **94.73%**  
above the 5 yr DEC average of **75.83%**

### 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	4	6.90%	93.63%	101.03%	86.23%	0.00%	0.00%
\$20,001 \$30,000	5	8.62%	92.29%	93.22%	87.50%	100.00%	0.00%
\$30,001 \$60,000	11	18.97%	86.97%	97.70%	82.73%	83.61%	0.00%
\$60,001 \$140,000	16	27.59%	97.28%	100.00%	98.82%	95.13%	0.00%
\$140,001 \$160,000	7	12.07%	97.25%	0.00%	97.25%	0.00%	0.00%
\$160,001 \$250,000	9	15.52%	98.90%	100.00%	99.13%	96.24%	0.00%
\$250,001 and up	6	10.34%	95.73%	0.00%	88.17%	98.79%	94.93%
Average Sold/List Ratio		94.70%		97.95%	93.85%	94.70%	94.93%
Total Closed Units		58	100%	9	33	14	2
Total Closed Volume		6,615,345		481.10K	3.71M	1.83M	595.00K

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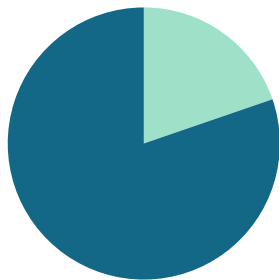


## December 2018

### MARKET SUMMARY

Report produced on Jul 19, 2023 for MLS Technology Inc.

#### INVENTORY



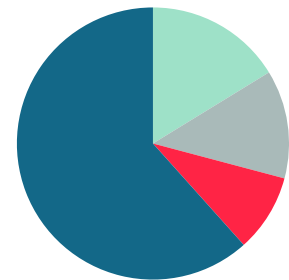
#### Inventory

New Listings	59 = 19.73%
Start Inventory	240
Total Inventory Units	299
Volume	\$39,250,050

#### Market Activity

Closed Sales	58 = 16.25%
Pending Sales	46 = 12.89%
Other Off Market	33 = 9.24%
Active Inventory	220 = 61.62%

#### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	53	58	9.43%	605	693	14.55%
Pending Sales	41	46	12.20%	621	695	11.92%
New Listings	58	59	1.72%	1,046	1,056	0.96%
Average List Price	121,397	119,087	-1.90%	108,459	111,927	3.20%
Average Sale Price	116,658	114,058	-2.23%	104,376	107,738	3.22%
Average Percent of Selling Price to List Price	95.29%	94.73%	-0.59%	95.54%	96.94%	1.47%
Average Days on Market to Sale	59.51	45.00	-24.38%	48.97	45.28	-7.54%
Monthly Inventory	228	220	-3.51%	228	220	-3.51%
Months Supply of Inventory	4.52	3.81	-15.76%	4.52	3.81	-15.76%

Absorption: Last 12 months, an Average of 58 Sales/Month

Inventory on December 31, 2018 = 220

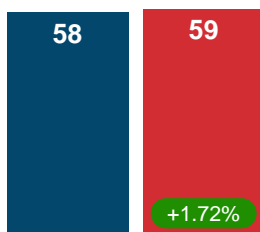
2017

2018

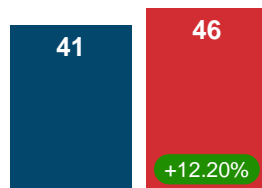
#### DECEMBER MARKET

#### AVERAGE PRICES

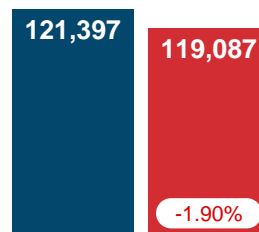
##### New Listings



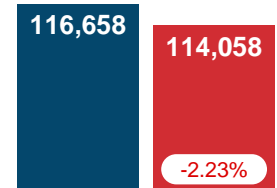
##### Pending Listings



##### List Price



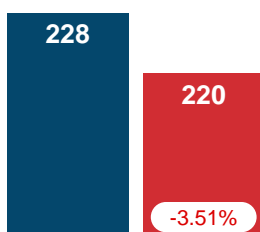
##### Sale Price



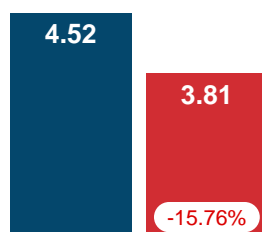
#### INVENTORY

#### AVERAGE SOLD/LIST RATIO & DOM

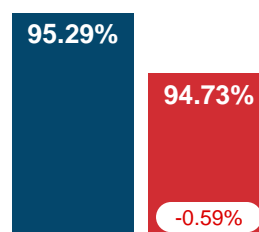
##### Active Inventory



##### Monthly Supply of Inventory



##### Sale/List Ratio



##### Days on Market

