

# December 2018



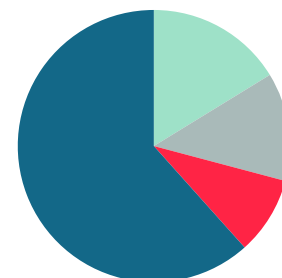
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	53	58	9.43%
Pending Listings	41	46	12.20%
New Listings	58	59	1.72%
Median List Price	114,900	115,750	0.74%
Median Sale Price	109,000	99,500	-8.72%
Median Percent of Selling Price to List Price	97.01%	98.20%	1.23%
Median Days on Market to Sale	42.00	30.00	-28.57%
End of Month Inventory	228	220	-3.51%
Months Supply of Inventory	4.52	3.81	-15.76%



■ Closed (16.25%)  
■ Pending (12.89%)  
■ Other OffMarket (9.24%)  
■ Active (61.62%)

**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.

#### 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 **8.72%** in December 2018 to \$99,500 versus the previous year at \$109,000.

#### Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 12.00 days or **28.57%** in December 2018 compared to last year's same month at **42.00** DOM.

#### Sales Success for December 2018 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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

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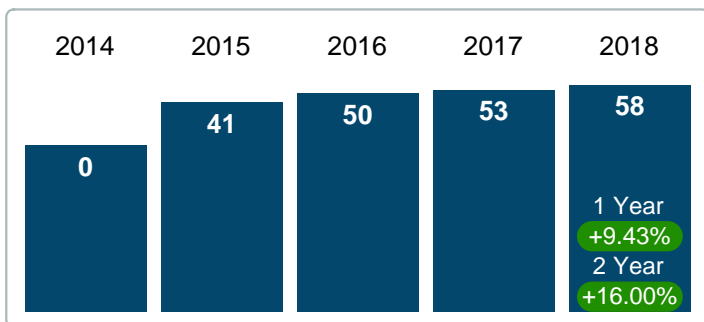
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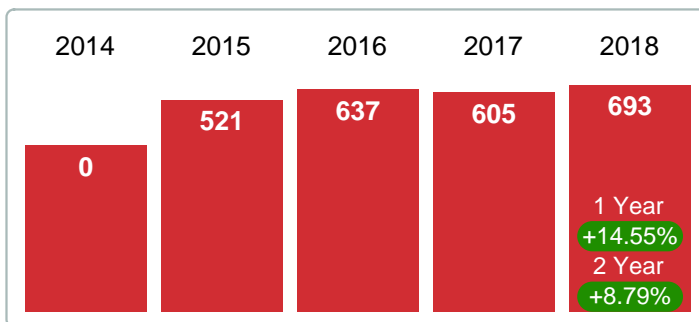
## CLOSED LISTINGS

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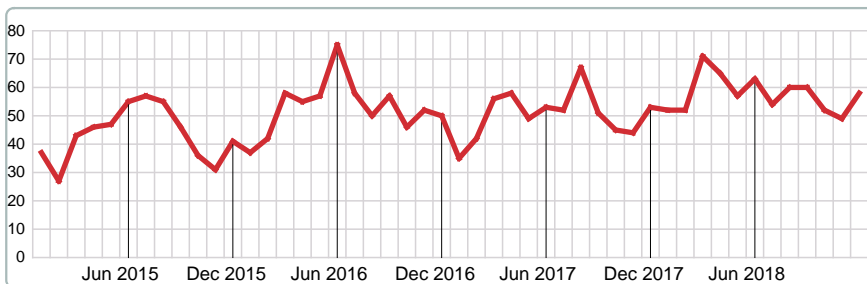
### DECEMBER



### YEAR TO DATE (YTD)

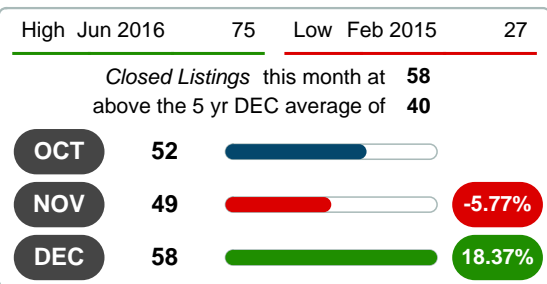


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 40



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	6.90%	18.5	2	2	0	0
\$20,001 - \$30,000	5	8.62%	47.0	2	2	1	0
\$30,001 - \$60,000	11	18.97%	40.0	3	6	2	0
\$60,001 - \$140,000	16	27.59%	34.0	1	8	7	0
\$140,001 - \$160,000	7	12.07%	12.0	0	7	0	0
\$160,001 - \$250,000	9	15.52%	30.0	1	7	1	0
\$250,001 and up	6	10.34%	23.5	0	1	3	2
<b>Total Closed Units</b>	<b>58</b>			<b>9</b>	<b>33</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>6,615,345</b>	<b>100%</b>	<b>30.0</b>	<b>481.10K</b>	<b>3.71M</b>	<b>1.83M</b>	<b>595.00K</b>
<b>Median Closed Price</b>	<b>\$99,500</b>			<b>\$38,000</b>	<b>\$110,500</b>	<b>\$114,950</b>	<b>\$297,500</b>

# December 2018



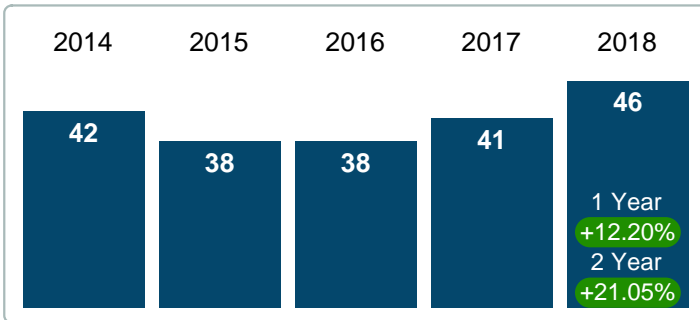
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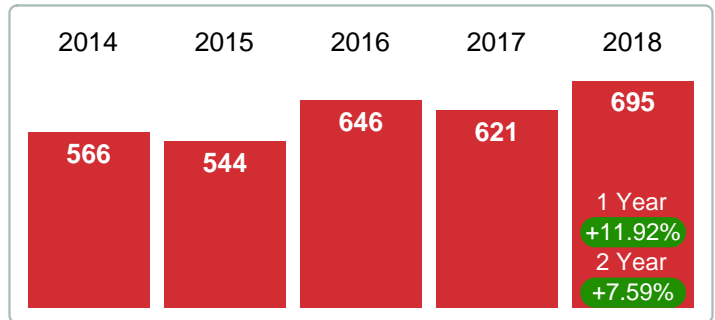
## PENDING LISTINGS

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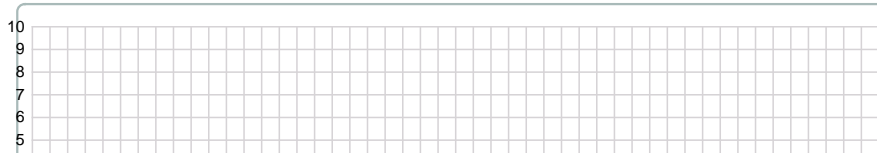
### DECEMBER



### YEAR TO DATE (YTD)

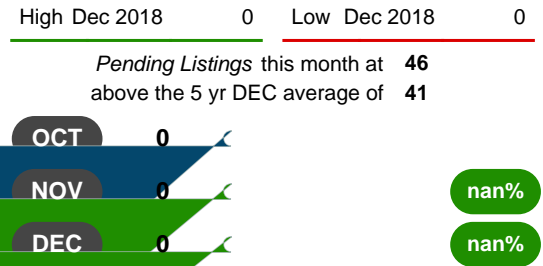


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 41



Distribution of Pending Listings by Price Range		%	MDOM	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%	74.0	4	4	0	0
\$30,001 - \$50,000	7	15.22%	37.0	2	2	3	0
\$50,001 - \$120,000	11	23.91%	22.0	3	5	3	0
\$120,001 - \$170,000	6	13.04%	49.0	0	4	2	0
\$170,001 - \$220,000	7	15.22%	20.0	0	6	1	0
\$220,001 and up	5	10.87%	19.0	0	2	3	0
<b>Total Pending Units</b>	<b>46</b>			<b>11</b>	<b>23</b>	<b>12</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>4,928,600</b>	<b>100%</b>	<b>30.0</b>	<b>367.80K</b>	<b>2.81M</b>	<b>1.75M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$92,750</b>			<b>\$14,900</b>	<b>\$129,900</b>	<b>\$129,500</b>	<b>\$0</b>

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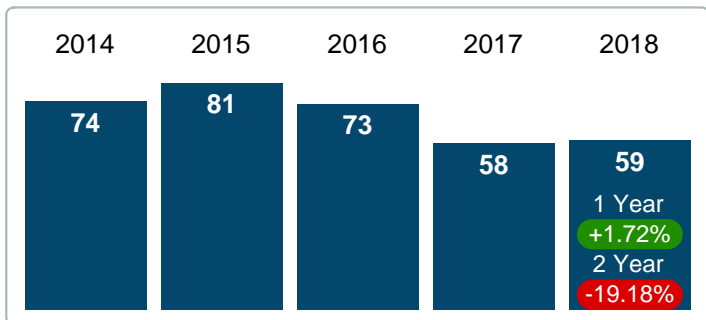
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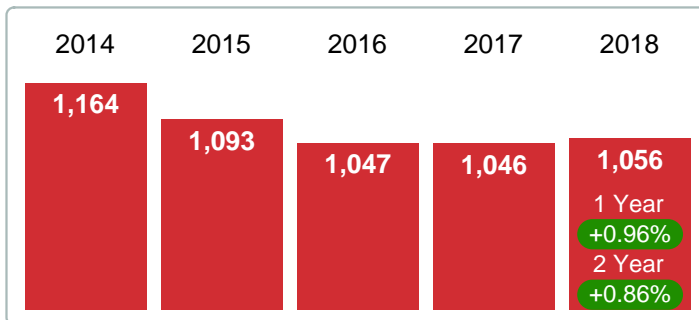
## NEW LISTINGS

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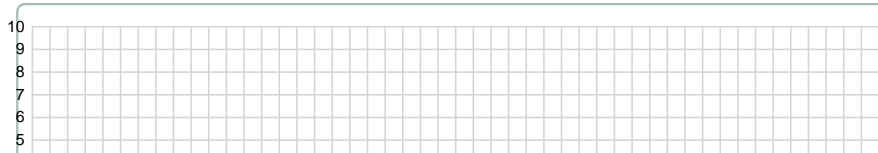
### DECEMBER



### 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 (nan%)
- DEC: 0 (nan%)

### Distribution of New Listings by Price Range

%

Price Range	Count	%
\$20,000 and less	4	6.78%
\$20,001 - \$50,000	9	15.25%
\$50,001 - \$80,000	10	16.95%
\$80,001 - \$130,000	13	22.03%
\$130,001 - \$150,000	8	13.56%
\$150,001 - \$220,000	9	15.25%
\$220,001 and up	6	10.17%

	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	1	0	0
\$20,001 - \$50,000	4	4	1	0
\$50,001 - \$80,000	1	7	1	1
\$80,001 - \$130,000	1	8	4	0
\$130,001 - \$150,000	1	7	0	0
\$150,001 - \$220,000	0	5	4	0
\$220,001 and up	0	2	3	1
<b>Total</b>	<b>10</b>	<b>34</b>	<b>13</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>501.80K</b>	<b>3.99M</b>	<b>2.20M</b>	<b>462.50K</b>
<b>Median New Listed Listing Price</b>	<b>\$35,250</b>	<b>\$108,750</b>	<b>\$180,000</b>	<b>\$231,250</b>

Total New Listed Units	59	
Total New Listed Volume	7,156,449	100%
Median New Listed Listing Price	\$105,000	

# December 2018



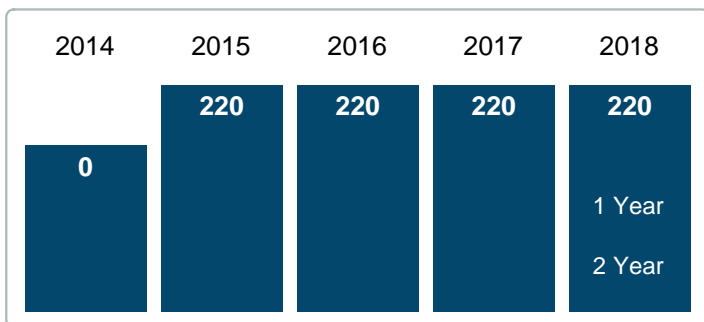
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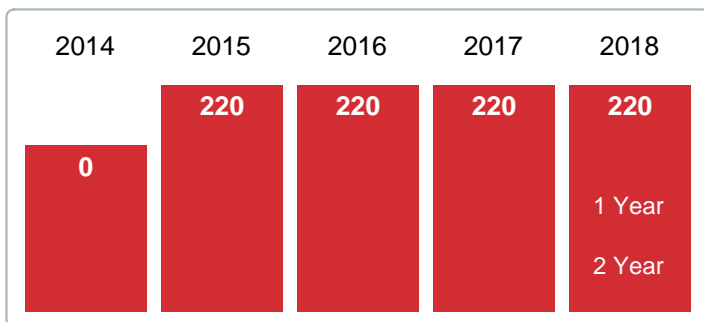
## ACTIVE INVENTORY

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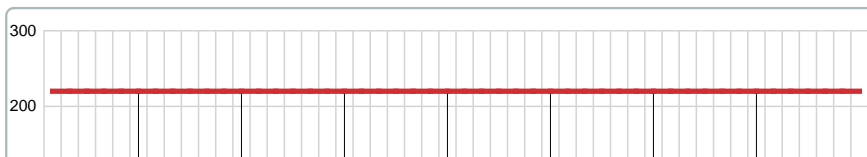
### END OF DECEMBER



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	12	5.45%	72.0	6	6	0	0
\$20,001 - \$50,000	36	16.36%	65.5	14	17	5	0
\$50,001 - \$80,000	34	15.45%	58.5	7	20	5	2
\$80,001 - \$130,000	51	23.18%	76.0	0	37	12	2
\$130,001 - \$170,000	35	15.91%	62.0	2	29	4	0
\$170,001 - \$270,000	29	13.18%	95.0	1	18	10	0
\$270,001 and up	23	10.45%	91.0	1	7	11	4
<b>Total Active Inventory by Units</b>	<b>220</b>			<b>31</b>	<b>134</b>	<b>47</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>29,927,850</b>	<b>100%</b>	<b>74.0</b>	<b>1.94M</b>	<b>17.57M</b>	<b>8.35M</b>	<b>2.07M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$111,250</b>			<b>\$49,000</b>	<b>\$115,250</b>	<b>\$137,500</b>	<b>\$184,950</b>

# December 2018



Area Delimited by County Of Muskogee - Residential Property Type



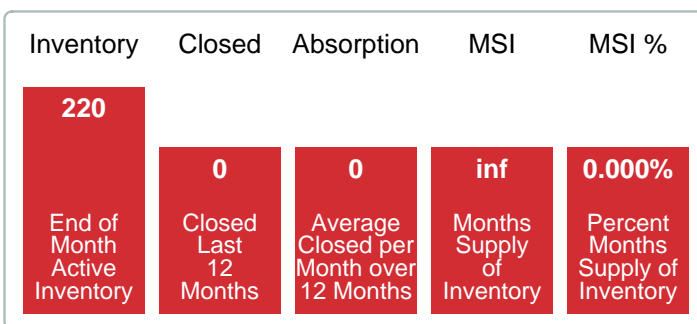
## MONTHS SUPPLY of INVENTORY (MSI)

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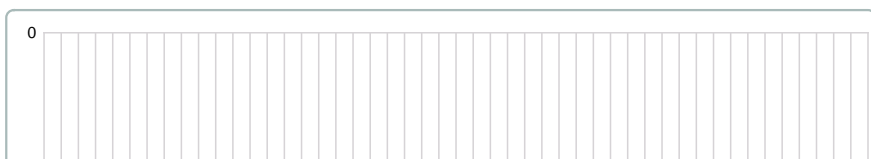
### MSI FOR DECEMBER



### INDICATORS FOR DECEMBER 2018

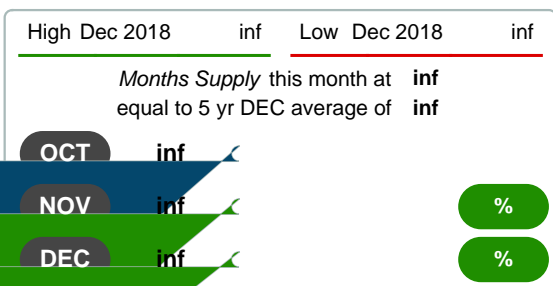


### 5 YEAR MARKET ACTIVITY TRENDS



### 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		31	134	47	8		

# December 2018



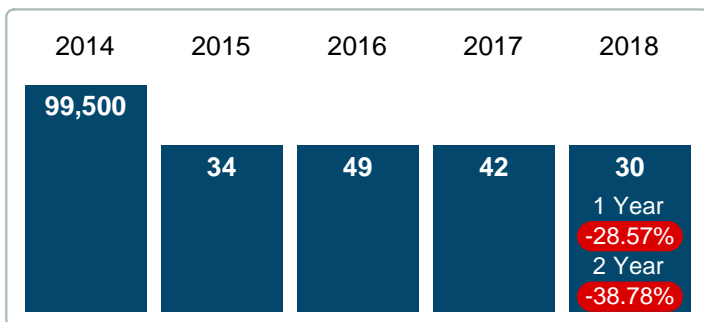
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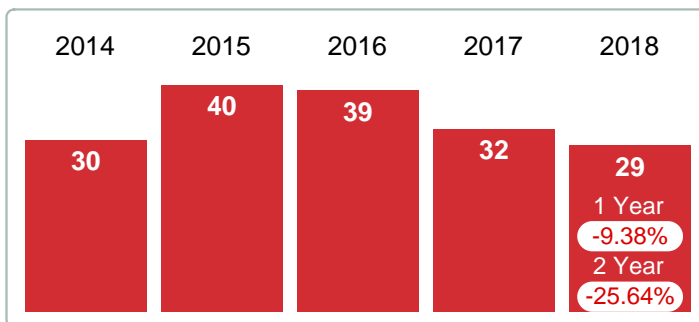
## MEDIAN DAYS ON MARKET TO SALE

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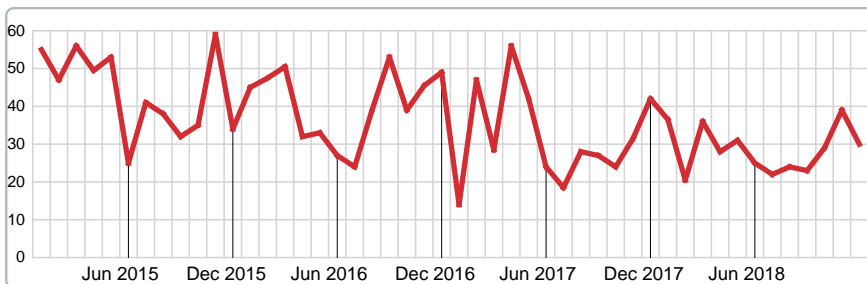
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 19,931

High Nov 2015 59 Low Jan 2017 14

Median Days on Market to Sale this month at 30 below the 5 yr DEC average of 19,931



### 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	6.90%	19	6	64	0	0
\$20,001 - \$30,000	8.62%	47	12	89	72	0
\$30,001 - \$60,000	18.97%	40	40	64	40	0
\$60,001 - \$140,000	27.59%	34	30	30	55	0
\$140,001 - \$160,000	12.07%	12	0	12	0	0
\$160,001 - \$250,000	15.52%	30	35	30	5	0
\$250,001 and up	10.34%	24	0	28	19	37
Median Closed DOM		30	20	30	34	37
Total Closed Units	100%	58	9	33	14	2
Total Closed Volume		6,615,345	481.10K	3.71M	1.83M	595.00K

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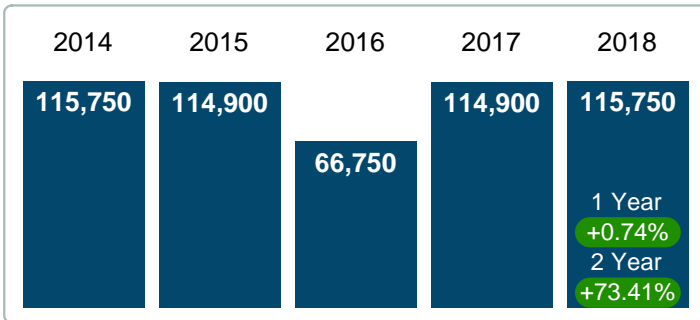
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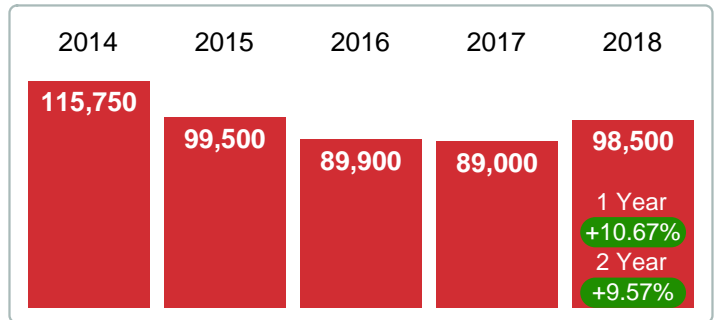
## MEDIAN LIST PRICE AT CLOSING

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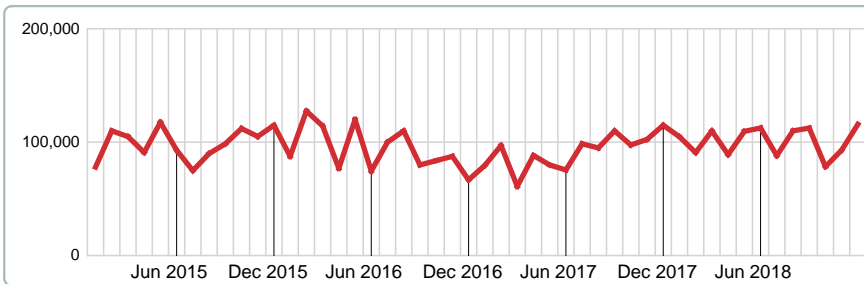
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

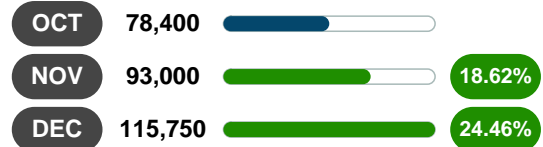


### 3 MONTHS

5 year DEC AVG = 105,610

High Feb 2016 127,450 Low Mar 2017 61,000

Median List Price at Closing this month at **115,750**  
above the 5 yr DEC average of **105,610**



### 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	3	14,000	14,375	14,000	0	0
\$20,001 - \$30,000	5	24,500	24,500	21,500	29,900	0
\$30,001 - \$60,000	11	45,000	41,450	55,000	42,500	0
\$60,001 - \$140,000	17	87,500	64,000	82,500	119,900	0
\$140,001 - \$160,000	5	155,000	0	155,000	0	0
\$160,001 - \$250,000	11	174,900	210,000	172,900	209,900	0
\$250,001 and up	6	278,500	0	294,900	275,000	314,950
<b>Median List Price</b>		<b>115,750</b>	<b>38,000</b>	<b>119,000</b>	<b>123,700</b>	<b>314,950</b>
<b>Total Closed Units</b>		<b>58</b>	<b>9</b>	<b>33</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>6,907,050</b>	<b>488.55K</b>	<b>3.88M</b>	<b>1.91M</b>	<b>629.90K</b>



# December 2018



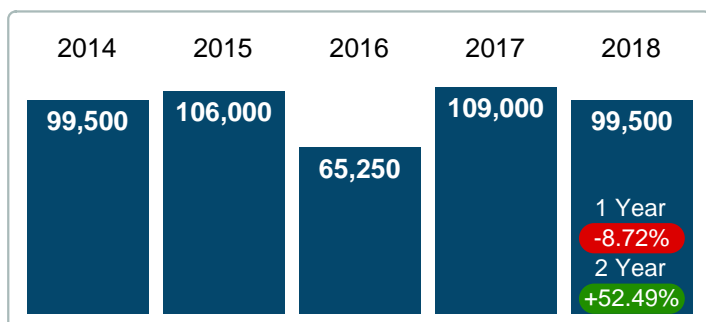
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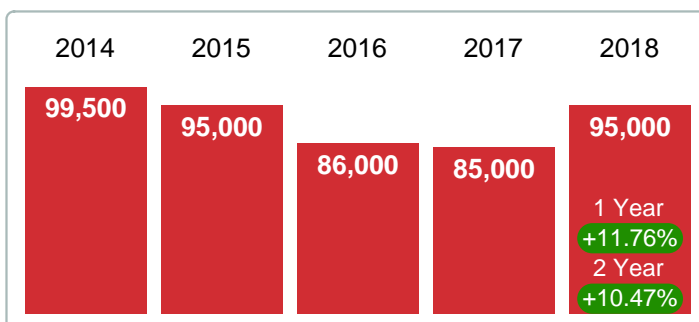
## MEDIAN SOLD PRICE AT CLOSING

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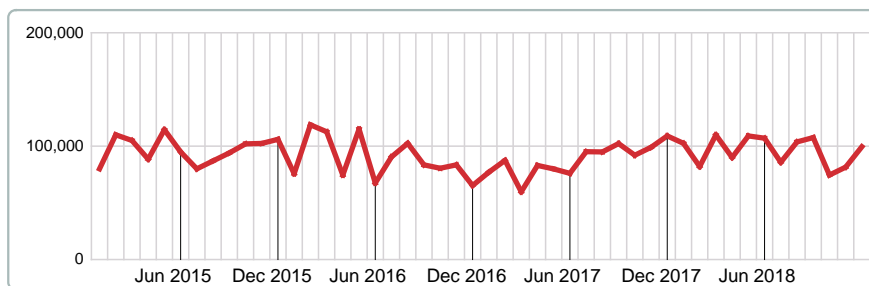
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

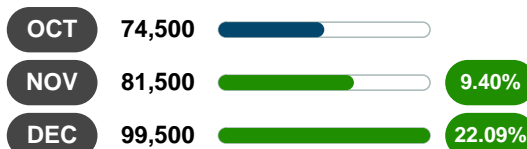


### 3 MONTHS

5 year DEC AVG = 95,850

High Feb 2016 118,825 Low Mar 2017 59,750

Median Sold Price at Closing this month at **99,500**  
above the 5 yr DEC average of **95,850**



### 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	4	6.90%	14,250	14,250	15,125	0	0
\$20,001 - \$30,000	5	8.62%	23,900	25,950	21,750	29,900	0
\$30,001 - \$60,000	11	18.97%	40,000	41,800	46,500	35,500	0
\$60,001 - \$140,000	16	27.59%	89,250	64,000	86,200	110,000	0
\$140,001 - \$160,000	7	12.07%	155,000	0	155,000	0	0
\$160,001 - \$250,000	9	15.52%	187,000	210,000	170,000	202,000	0
\$250,001 and up	6	10.34%	265,000	0	260,000	265,000	297,500
Median Sold Price			99,500	38,000	110,500	114,950	297,500
Total Closed Units		100%	99,500	9	33	14	2
Total Closed Volume			6,615,345	481.10K	3.71M	1.83M	595.00K

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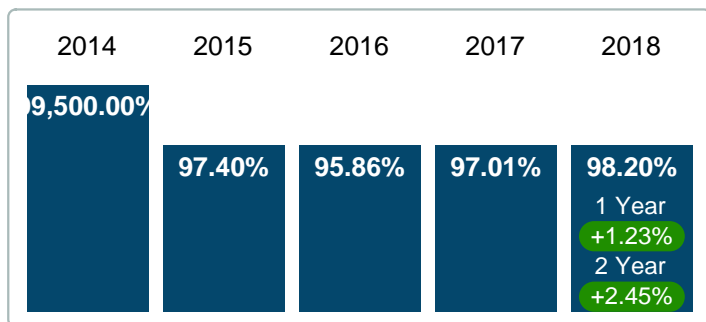
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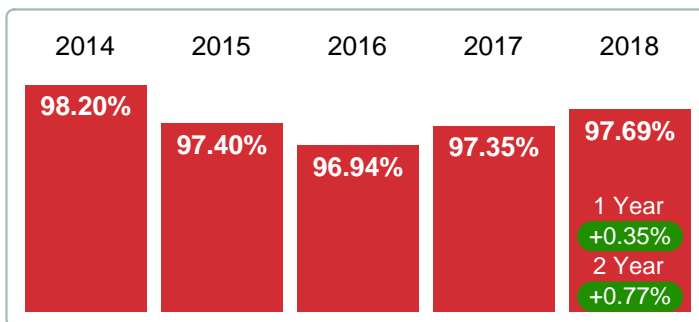
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

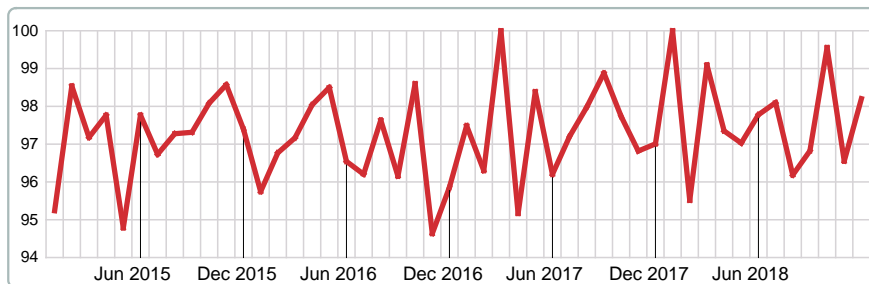
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

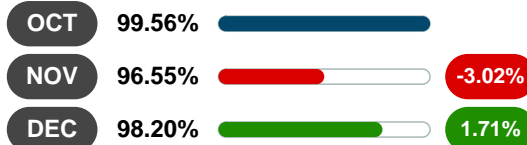


### 3 MONTHS

5 year DEC AVG = 19,977.69%

High Jan 2018 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **98.20%**  
below the 5 yr DEC average of **19,977.69%**



### 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	4	6.90%	90.31%	101.03%	86.23%	0.00%	0.00%	
\$20,001 - \$30,000	5	8.62%	97.55%	93.22%	87.50%	100.00%	0.00%	
\$30,001 - \$60,000	11	18.97%	86.75%	100.00%	82.94%	83.61%	0.00%	
\$60,001 - \$140,000	16	27.59%	100.00%	100.00%	100.31%	100.00%	0.00%	
\$140,001 - \$160,000	7	12.07%	97.59%	0.00%	97.59%	0.00%	0.00%	
\$160,001 - \$250,000	9	15.52%	98.47%	100.00%	98.47%	96.24%	0.00%	
\$250,001 and up	6	10.34%	97.27%	0.00%	88.17%	100.00%	94.93%	
Median Sold/List Ratio		98.20%		100.00%	98.22%	98.40%	94.93%	
Total Closed Units		58	100%	98.20%	9	33	14	2
Total Closed Volume		6,615,345			481.10K	3.71M	1.83M	595.00K

# December 2018



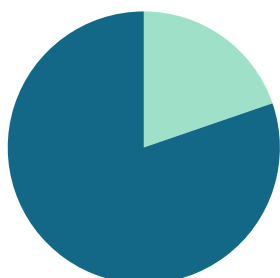
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY



**Inventory**

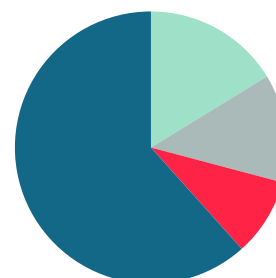
- New Listings **59 = 19.73%**
- Start Inventory **240**
- Total Inventory Units **299**
- Volume **\$39,250,050**

### Market Activity

**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%
Median List Price	114,900	115,750	0.74%	89,000	98,500	10.67%
Median Sale Price	109,000	99,500	-8.72%	85,000	95,000	11.76%
Median Percent of Selling Price to List Price	97.01%	98.20%	1.23%	97.35%	97.69%	0.35%
Median Days on Market to Sale	42.00	30.00	-28.57%	32.00	29.00	-9.38%
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

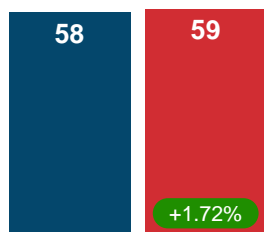
**Inventory** on December 31, 2018 = **220**

**2017** **2018**

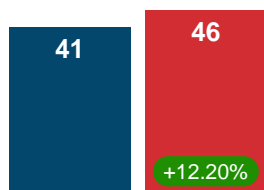
### DECEMBER MARKET

### MEDIAN PRICES

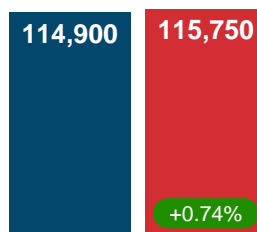
#### New Listings



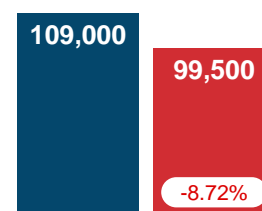
#### Pending Listings



#### List Price



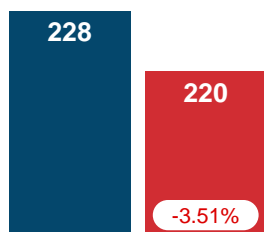
#### Sale Price



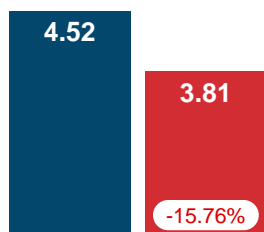
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

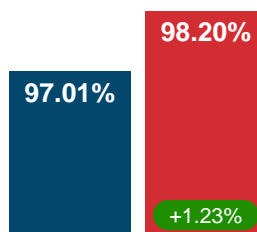
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

