

# November 2018



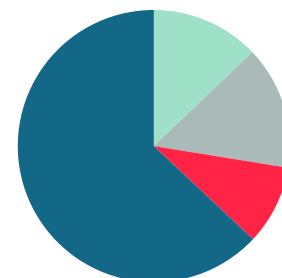
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2017	2018	+/-%
Closed Listings	44	49	11.36%
Pending Listings	47	56	19.15%
New Listings	54	79	46.30%
Average List Price	126,492	120,896	-4.42%
Average Sale Price	121,998	115,465	-5.36%
Average Percent of Selling Price to List Price	94.96%	95.19%	0.24%
Average Days on Market to Sale	48.82	50.18	2.80%
End of Month Inventory	243	240	-1.23%
Months Supply of Inventory	4.84	4.19	-13.58%



■ Closed (12.86%)  
■ Pending (14.70%)  
■ Other OffMarket (9.45%)  
■ Active (62.99%)

**Absorption:** Last 12 months, an Average of **57** Sales/Month  
**Active Inventory** as of November 30, 2018 = **240**

### Analysis Wrap-Up

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

The total housing inventory at the end of November 2018 decreased **1.23%** to 240 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **4.19** 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 **5.36%** in November 2018 to \$115,465 versus the previous year at \$121,998.

#### Average Days on Market Lengthens

The average number of **50.18** days that homes spent on the market before selling increased by 1.37 days or **2.80%** in November 2018 compared to last year's same month at **48.82** DOM.

#### Sales Success for November 2018 is Positive

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

There were 79 New Listings in November 2018, up **46.30%** from last year at 54. Furthermore, there were 49 Closed Listings this month versus last year at 44, a **11.36%** increase.

Closed versus Listed trends yielded a **62.0%** ratio, down from previous year's, November 2017, at **81.5%**, a **23.88%** downswing. 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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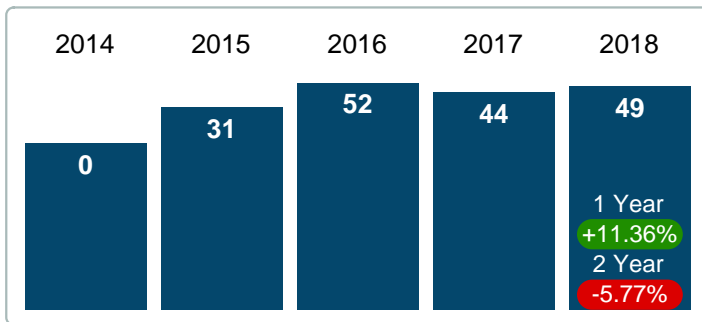
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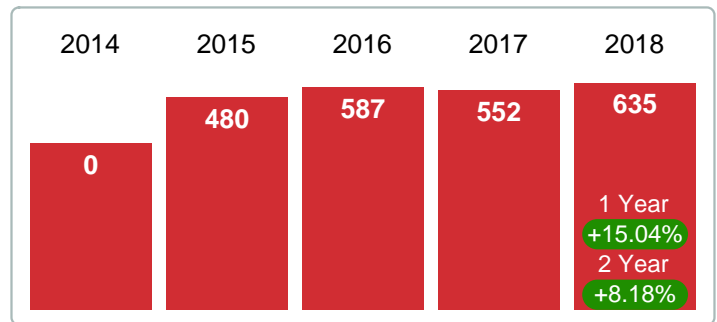
## CLOSED LISTINGS

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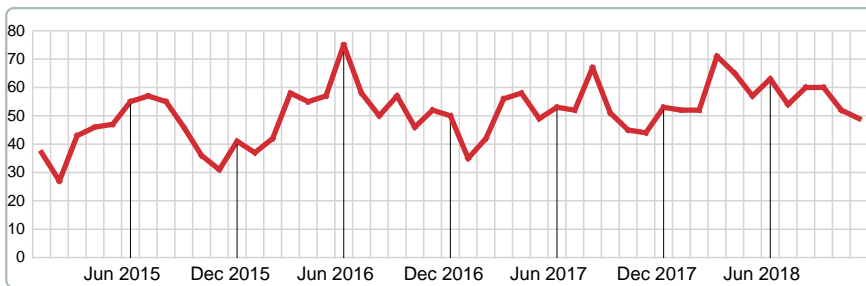
### NOVEMBER



### YEAR TO DATE (YTD)

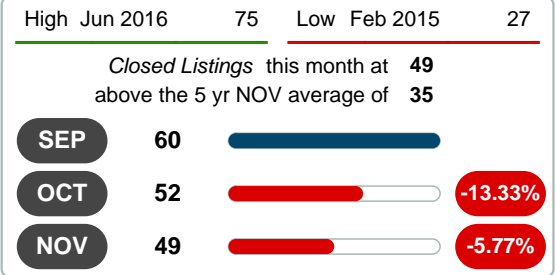


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 35



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	2.04%	7.0	1	0	0	0
\$10,001 - \$40,000	8	16.33%	22.0	4	4	0	0
\$40,001 - \$60,000	7	14.29%	68.1	3	3	1	0
\$60,001 - \$120,000	14	28.57%	48.4	3	9	2	0
\$120,001 - \$140,000	4	8.16%	56.0	0	2	2	0
\$140,001 - \$220,000	10	20.41%	60.6	0	9	1	0
\$220,001 and up	5	10.20%	58.2	0	3	2	0
<b>Total Closed Units</b>	<b>49</b>			<b>11</b>	<b>30</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,657,775</b>	<b>100%</b>	<b>50.2</b>	<b>414.38K</b>	<b>4.00M</b>	<b>1.24M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$115,465</b>			<b>\$37,670</b>	<b>\$133,297</b>	<b>\$155,563</b>	<b>\$0</b>

# November 2018



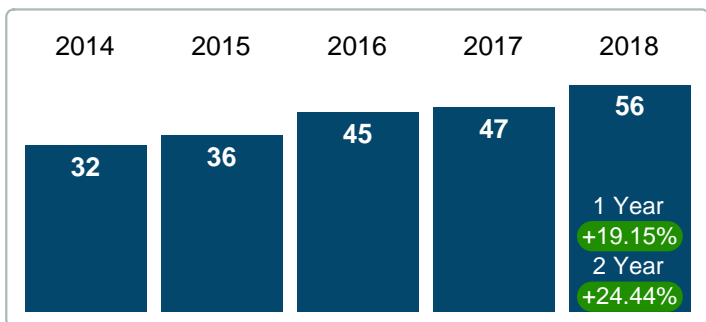
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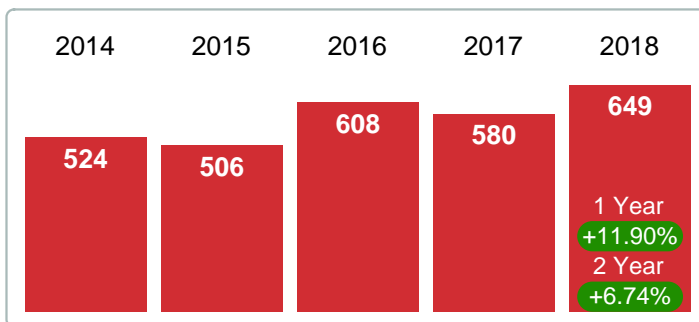
## PENDING LISTINGS

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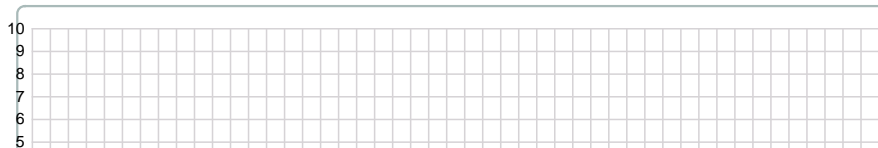
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 43

High Nov 2018 0 Low Nov 2018 0

Pending Listings this month at 56  
above the 5 yr NOV average of 43

SEP 0  
OCT 0  
NOV 0

nan%  
nan%

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.36%	29.3	2	1	0	0
\$20,001 - \$50,000	9	16.07%	49.0	7	2	0	0
\$50,001 - \$80,000	9	16.07%	64.9	2	6	1	0
\$80,001 - \$130,000	14	25.00%	37.9	1	12	1	0
\$130,001 - \$160,000	8	14.29%	51.0	0	7	1	0
\$160,001 - \$210,000	8	14.29%	39.6	2	5	1	0
\$210,001 and up	5	8.93%	42.8	0	1	2	2
<b>Total Pending Units</b>	<b>56</b>			<b>14</b>	<b>34</b>	<b>6</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>6,629,321</b>	<b>100%</b>	<b>46.9</b>	<b>882.75K</b>	<b>3.89M</b>	<b>1.24M</b>	<b>616.00K</b>
<b>Average Listing Price</b>	<b>\$115,879</b>			<b>\$63,053</b>	<b>\$114,552</b>	<b>\$205,967</b>	<b>\$308,000</b>

# November 2018



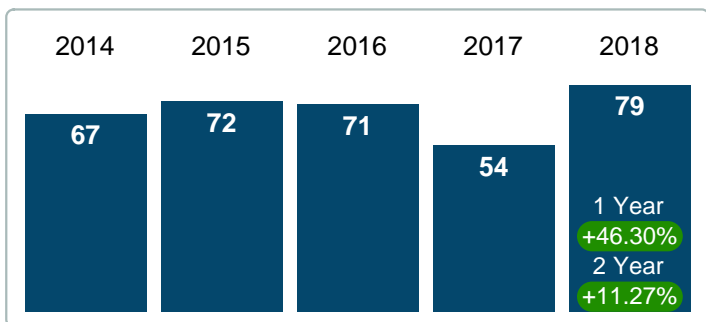
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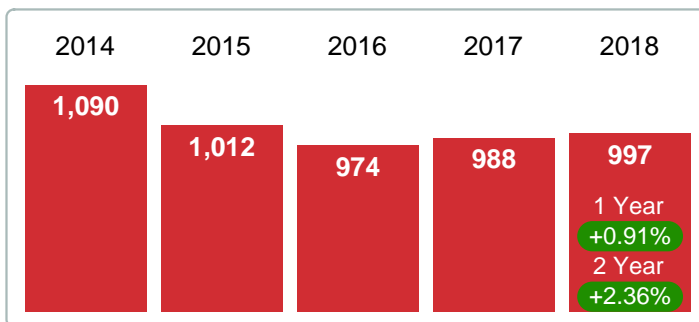
## NEW LISTINGS

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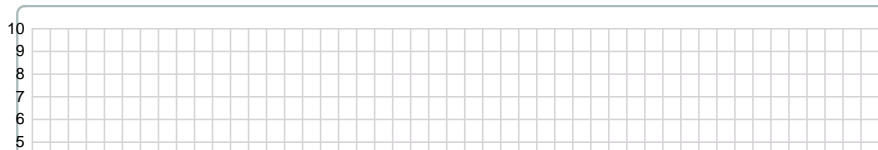
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 69

High Nov 2018 0 Low Nov 2018 0

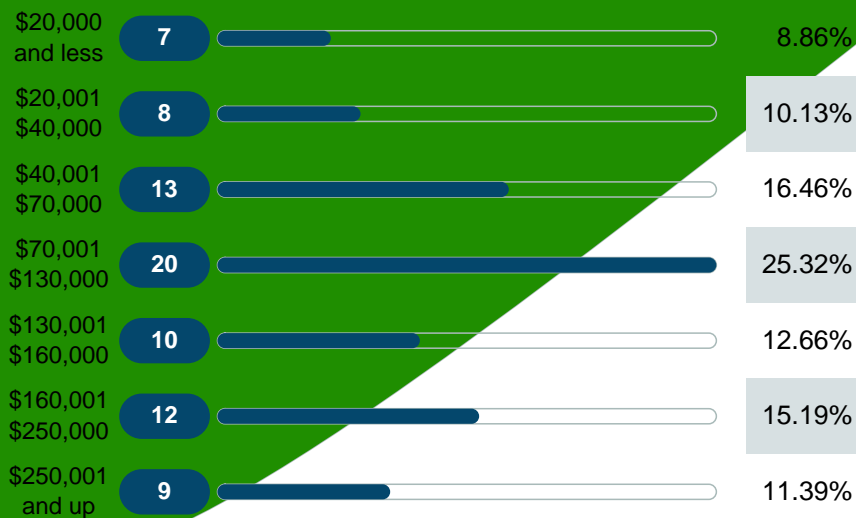
New Listings this month at **79**  
above the 5 yr NOV average of **69**

SEP 0  
OCT 0  
NOV 0

nan%  
nan%

### Distribution of New Listings by Price Range

%



	1-2 Beds	3 Beds	4 Beds	5+ Beds
	6	1	0	0
	2	4	2	0
	9	4	0	0
	1	14	3	2
	0	9	1	0
	0	9	3	0
	0	2	6	1
<b>Total</b>	<b>18</b>	<b>43</b>	<b>15</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>712.15K</b>	<b>5.44M</b>	<b>2.91M</b>	<b>424.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$39,564</b>	<b>\$126,619</b>	<b>\$194,267</b>	<b>\$141,633</b>

Total New Listed Units	79	
Total New Listed Volume	9,495,650	100%
Average New Listed Listing Price	\$114,966	

# November 2018



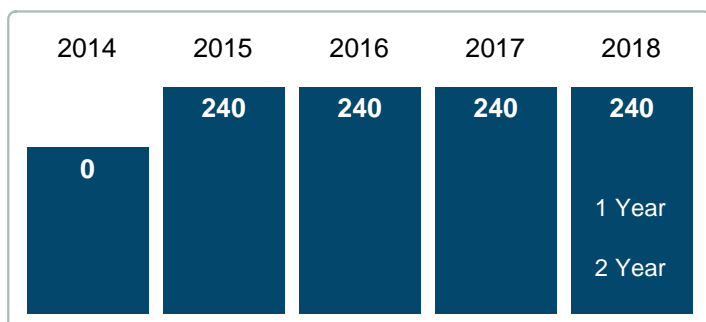
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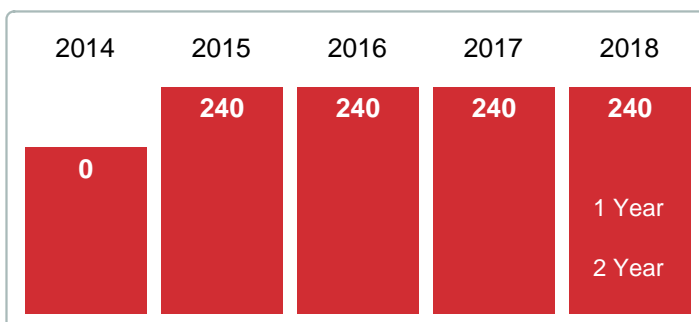
## ACTIVE INVENTORY

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

### END OF NOVEMBER



### ACTIVE DURING NOVEMBER



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 192

High Nov 2018 240 Low Nov 2018 240

Inventory this month at 240  
above the 5 yr NOV average of 192

SEP 240  
OCT 240  
NOV 240

0.00%  
0.00%

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	16	6.67%	50.9	10	6	0	0
\$20,001 - \$40,000	32	13.33%	86.5	6	20	6	0
\$40,001 - \$70,000	41	17.08%	102.9	20	18	3	0
\$70,001 - \$130,000	56	23.33%	67.3	1	37	15	3
\$130,001 - \$170,000	37	15.42%	72.8	1	28	8	0
\$170,001 - \$270,000	32	13.33%	105.0	1	22	8	1
\$270,001 and up	26	10.83%	80.1	1	8	12	5
<b>Total Active Inventory by Units</b>	<b>240</b>			<b>40</b>	<b>139</b>	<b>52</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>32,093,601</b>	<b>100%</b>	<b>82.1</b>	<b>2.22M</b>	<b>18.33M</b>	<b>8.96M</b>	<b>2.59M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$133,723</b>			<b>\$55,450</b>	<b>\$131,872</b>	<b>\$172,236</b>	<b>\$287,678</b>

# November 2018



Area Delimited by County Of Muskogee - Residential Property Type



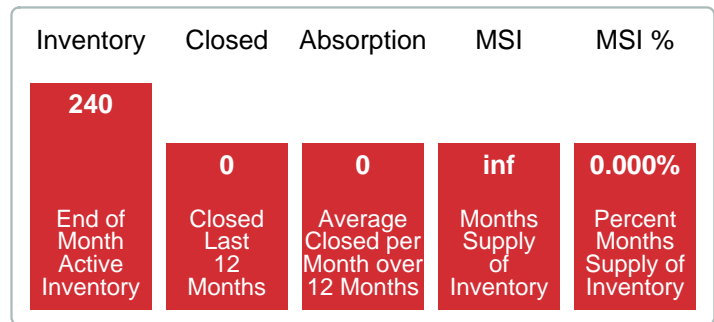
## MONTHS SUPPLY of INVENTORY (MSI)

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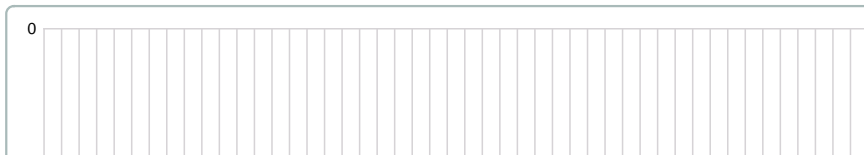
### MSI FOR NOVEMBER



### INDICATORS FOR NOVEMBER 2018

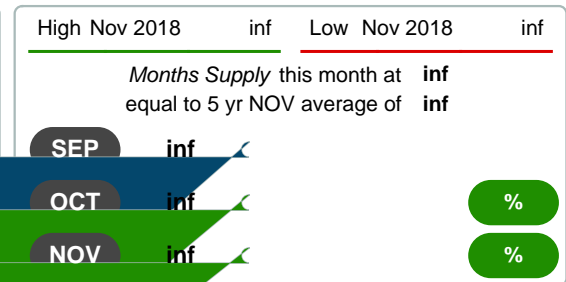


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV 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	16	6.67%	2.87	3.16	3.27	0.00	0.00		
\$20,001 - \$40,000	32	13.33%	4.63	3.00	4.53	14.40	0.00		
\$40,001 - \$70,000	41	17.08%	4.43	7.27	3.27	3.60	0.00		
\$70,001 - \$130,000	56	23.33%	3.34	0.86	2.83	6.43	18.00		
\$130,001 - \$170,000	37	15.42%	4.19	2.40	4.87	3.20	0.00		
\$170,001 - \$270,000	32	13.33%	3.73	0.00	4.47	2.46	2.40		
\$270,001 and up	26	10.83%	18.35	6.00	12.00	24.00	60.00		
Market Supply of Inventory (MSI)		4.19		4.14	3.84	5.03	7.71		
Total Active Inventory by Units		240	100%	40	139	52	9		

# November 2018



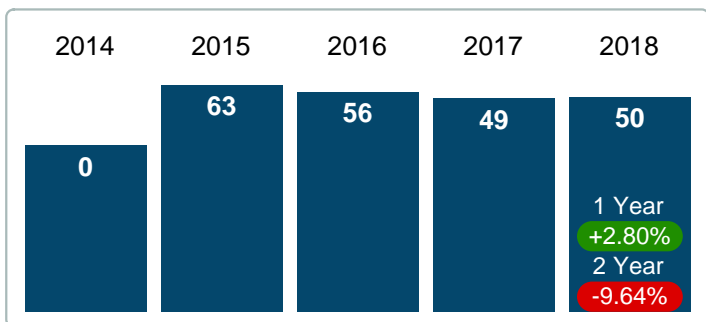
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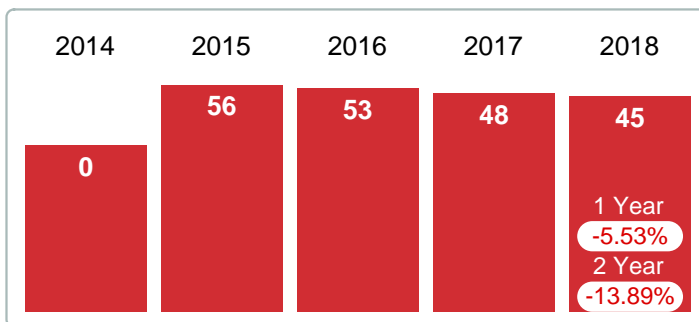
## AVERAGE DAYS ON MARKET TO SALE

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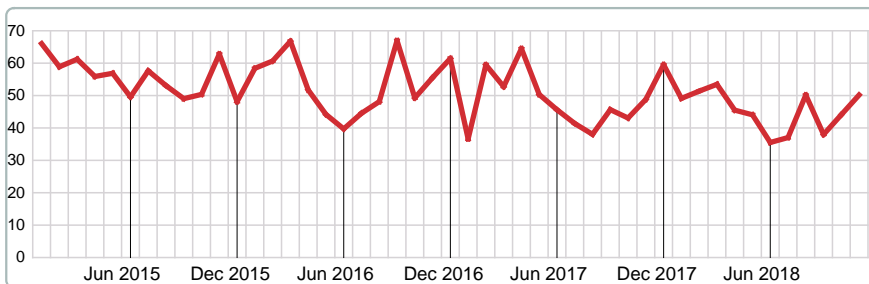
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

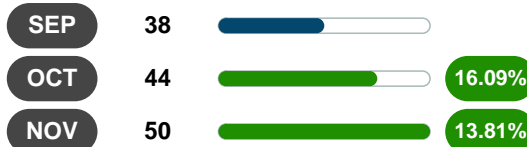


### 3 MONTHS

5 year NOV AVG = 43

High Sep 2016 67 Low Jun 2018 36

Average Days on Market to Sale this month at 50 above the 5 yr NOV average of 43



### 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
\$10,000 and less	2.04%	7	7	0	0	0
\$10,001 - \$40,000	16.33%	22	24	20	0	0
\$40,001 - \$60,000	14.29%	68	73	49	109	0
\$60,001 - \$120,000	28.57%	48	74	44	32	0
\$120,001 - \$140,000	8.16%	56	0	38	74	0
\$140,001 - \$220,000	20.41%	61	0	56	105	0
\$220,001 and up	10.20%	58	0	60	56	0
<b>Average Closed DOM</b>		<b>50</b>	<b>49</b>	<b>46</b>	<b>67</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>50</b>	<b>11</b>	<b>30</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,657,775</b>	<b>414.38K</b>	<b>4.00M</b>	<b>1.24M</b>	<b>0.00B</b>

# November 2018



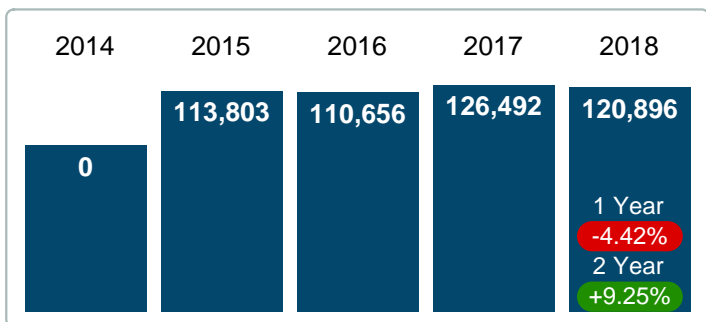
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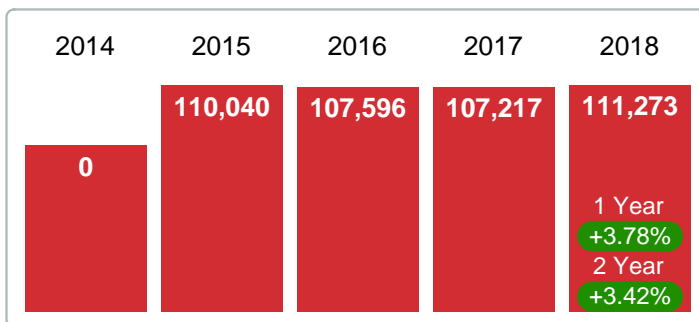
## AVERAGE LIST PRICE AT CLOSING

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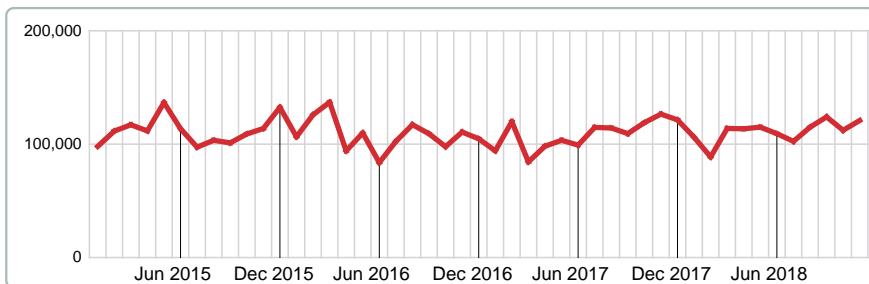
### NOVEMBER



### YEAR TO DATE (YTD)

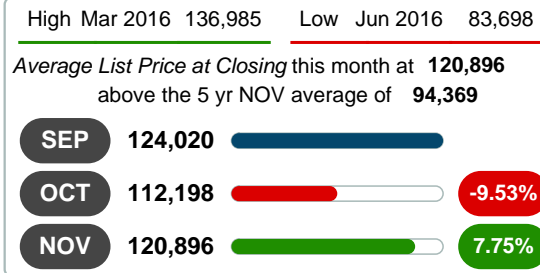


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year NOV AVG = 94,369



### 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
\$10,000 and less	1	2.04%	1,900	1,900	0	0	0
\$10,001 - \$40,000	8	16.33%	23,238	18,800	33,925	0	0
\$40,001 - \$60,000	5	10.20%	50,419	45,699	55,133	52,500	0
\$60,001 - \$120,000	16	32.65%	86,688	68,333	91,233	116,500	0
\$120,001 - \$140,000	3	6.12%	139,633	0	139,950	142,000	0
\$140,001 - \$220,000	11	22.45%	169,255	0	174,100	149,900	0
\$220,001 and up	5	10.20%	363,260	0	395,967	314,200	0
Average List Price			120,896	38,109	138,563	168,475	0
Total Closed Units		100%	120,896	11	30	8	
Total Closed Volume			5,923,896	419.20K	4.16M	1.35M	0.00B



# November 2018



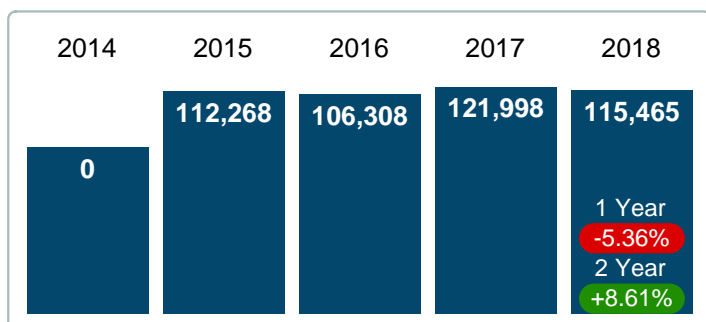
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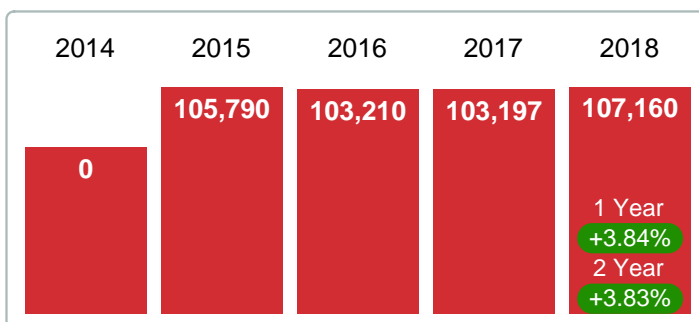
## AVERAGE SOLD PRICE AT CLOSING

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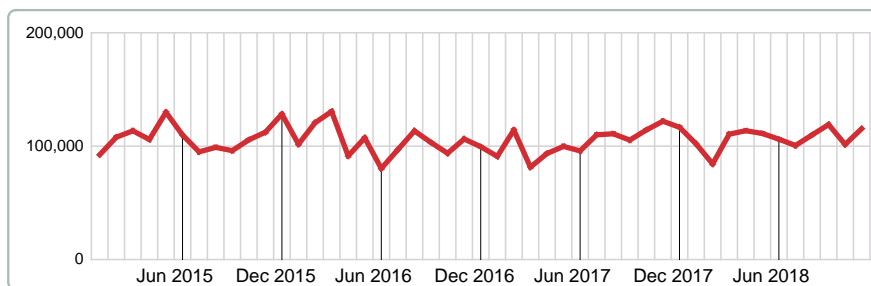
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

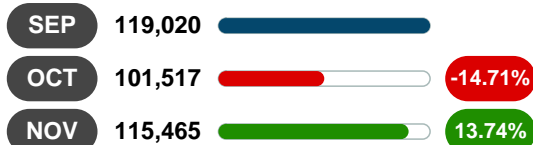


### 3 MONTHS

5 year NOV AVG = 91,208

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

Average Sold Price at Closing this month at 115,465 above the 5 yr NOV average of 91,208



### 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
\$10,000 and less	2.04%	1,900	1,900	0	0	0
\$10,001 - \$40,000	16.33%	21,913	16,525	27,300	0	0
\$40,001 - \$60,000	14.29%	48,786	50,000	48,333	46,500	0
\$60,001 - \$120,000	28.57%	82,848	65,458	86,500	92,500	0
\$120,001 - \$140,000	8.16%	134,625	0	131,250	138,000	0
\$140,001 - \$220,000	20.41%	167,620	0	169,911	147,000	0
\$220,001 and up	10.20%	352,900	0	391,500	295,000	0
<b>Average Sold Price</b>		<b>115,465</b>	<b>37,670</b>	<b>133,297</b>	<b>155,563</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>115,465</b>	<b>11</b>	<b>30</b>	<b>8</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>5,657,775</b>	<b>414.38K</b>	<b>4.00M</b>	<b>1.24M</b>	<b>0.00B</b>

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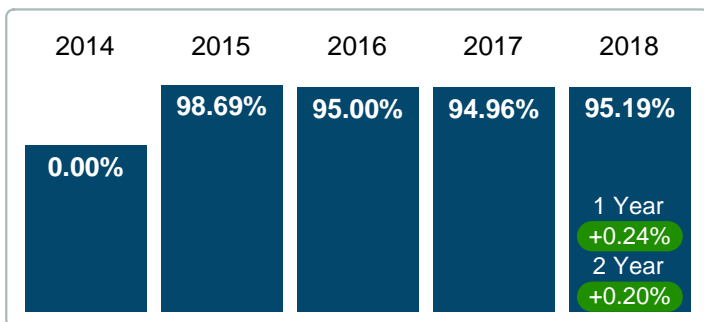
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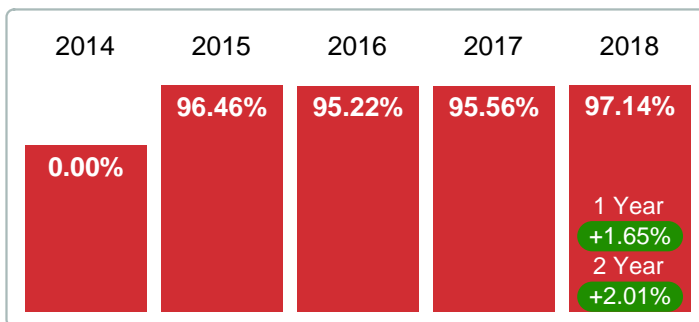
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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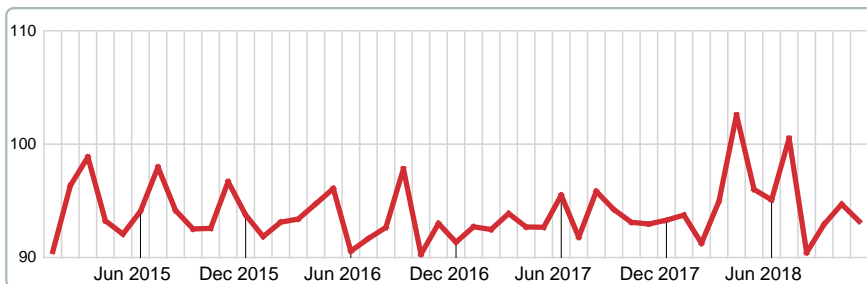
### NOVEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

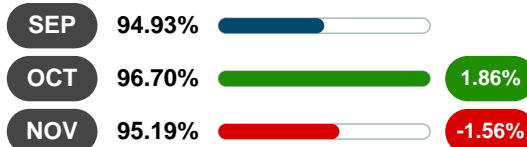


### 3 MONTHS

5 year NOV AVG = 76.77%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **95.19%** above the 5 yr NOV average of **76.77%**



### 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
\$10,000 and less	1	2.04%	100.00%	100.00%	0.00%	0.00%	0.00%
\$10,001 - \$40,000	8	16.33%	87.69%	89.48%	85.91%	0.00%	0.00%
\$40,001 - \$60,000	7	14.29%	102.86%	122.60%	87.87%	88.57%	0.00%
\$60,001 - \$120,000	14	28.57%	92.81%	96.08%	94.62%	79.76%	0.00%
\$120,001 - \$140,000	4	8.16%	95.49%	0.00%	93.78%	97.20%	0.00%
\$140,001 - \$220,000	10	20.41%	97.91%	0.00%	97.89%	98.07%	0.00%
\$220,001 and up	5	10.20%	96.45%	0.00%	98.59%	93.23%	0.00%
<b>Average Sold/List Ratio</b>		<b>95.20%</b>		<b>101.27%</b>	<b>94.11%</b>	<b>90.88%</b>	<b>0.00%</b>
<b>Total Closed Units</b>		<b>49</b>	<b>100%</b>	<b>11</b>	<b>30</b>	<b>8</b>	
<b>Total Closed Volume</b>		<b>5,657,775</b>		<b>414.38K</b>	<b>4.00M</b>	<b>1.24M</b>	<b>0.00B</b>

# November 2018



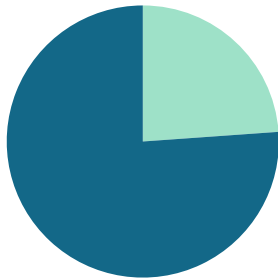
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

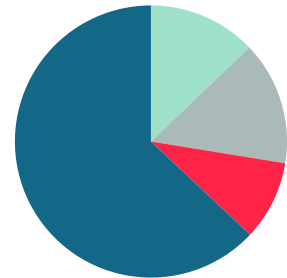


**Inventory**  
 New Listings  
**79 = 23.87%**  
 Start Inventory  
**252**  
 Total Inventory Units  
**331**  
 Volume  
**\$43,116,522**

### Market Activity

Closed Sales  
**49 = 12.86%**  
 Pending Sales  
**56 = 14.70%**  
 Other Off Market  
**36 = 9.45%**  
 Active Inventory  
**240 = 62.99%**

### MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	44	49	11.36%	552	635	15.04%
Pending Sales	47	56	19.15%	580	649	11.90%
New Listings	54	79	46.30%	988	997	0.91%
Average List Price	126,492	120,896	-4.42%	107,217	111,273	3.78%
Average Sale Price	121,998	115,465	-5.36%	103,197	107,160	3.84%
Average Percent of Selling Price to List Price	94.96%	95.19%	0.24%	95.56%	97.14%	1.65%
Average Days on Market to Sale	48.82	50.18	2.80%	47.95	45.30	-5.53%
Monthly Inventory	243	240	-1.23%	243	240	-1.23%
Months Supply of Inventory	4.84	4.19	-13.58%	4.84	4.19	-13.58%

**Absorption:** Last 12 months, an Average of **57** Sales/Month

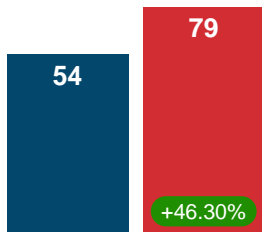
**Inventory** on November 30, 2018 = **240**

**2017** **2018**

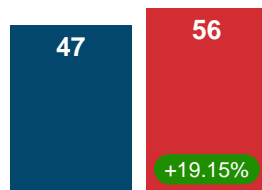
### NOVEMBER MARKET

### AVERAGE PRICES

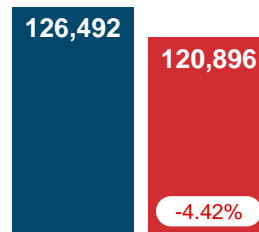
#### New Listings



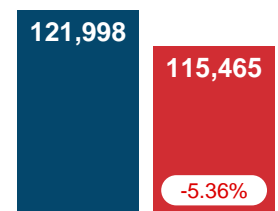
#### Pending Listings



#### List Price



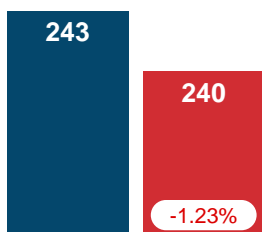
#### Sale Price



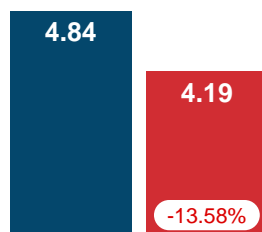
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

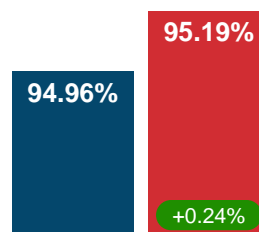
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

