

# October 2018



Area Delimited by County Of Muskogee - Residential Property Type

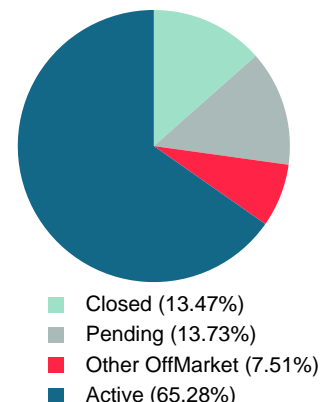


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2017	October 2018	+/- %
Closed Listings	45	52	15.56%
Pending Listings	60	53	-11.67%
New Listings	85	86	1.18%
Average List Price	118,956	112,198	-5.68%
Average Sale Price	114,295	101,517	-11.18%
Average Percent of Selling Price to List Price	95.11%	96.70%	1.68%
Average Days on Market to Sale	43.07	44.10	2.39%
End of Month Inventory	268	252	-5.97%
Months Supply of Inventory	5.27	4.43	-16.02%

**Absorption:** Last 12 months, an Average of **57** Sales/Month  
**Active Inventory** as of October 31, 2018 = **252**



### Analysis Wrap-Up

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

The total housing inventory at the end of October 2018 decreased **5.97%** to 252 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 **4.43** 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 **11.18%** in October 2018 to \$101,517 versus the previous year at \$114,295.

#### Average Days on Market Lengthens

The average number of **44.10** days that homes spent on the market before selling increased by 1.03 days or **2.39%** in October 2018 compared to last year's same month at **43.07** DOM.

#### Sales Success for October 2018 is Positive

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

There were 86 New Listings in October 2018, up **1.18%** from last year at 85. Furthermore, there were 52 Closed Listings this month versus last year at 45, a **15.56%** increase.

Closed versus Listed trends yielded a **60.5%** ratio, up from previous year's, October 2017, at **52.9%**, a **14.21%** 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

# October 2018



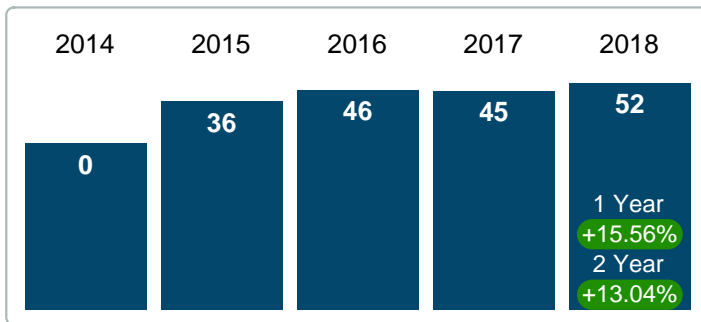
Area Delimited by County Of Muskogee - Residential Property Type



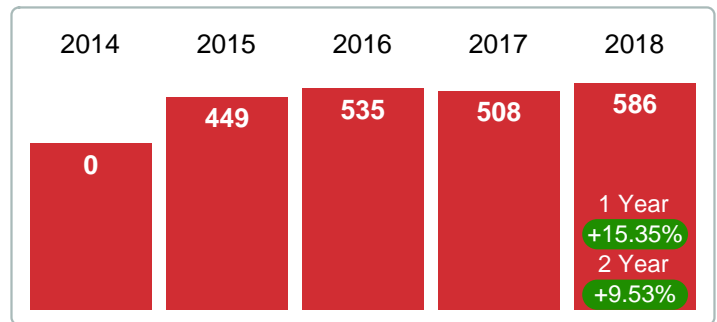
## CLOSED LISTINGS

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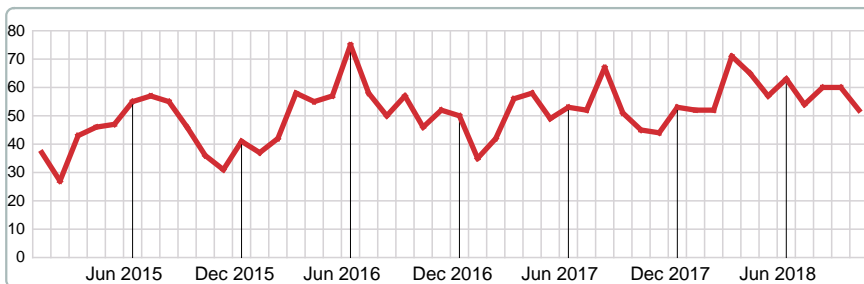
### OCTOBER



### YEAR TO DATE (YTD)

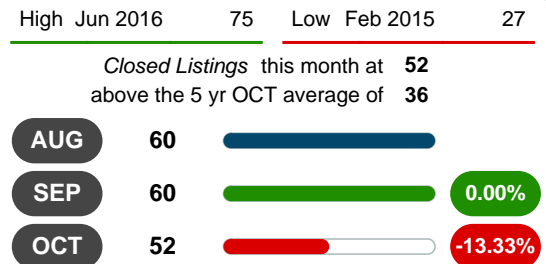


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 36



### 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	7.69%	50.8	3	1	0	0
\$20,001 \$30,000	6	11.54%	17.0	1	5	0	0
\$30,001 \$50,000	9	17.31%	52.0	3	5	1	0
\$50,001 \$90,000	12	23.08%	65.5	4	7	0	1
\$90,001 \$130,000	9	17.31%	35.1	1	7	1	0
\$130,001 \$170,000	6	11.54%	45.0	1	3	2	0
\$170,001 and up	6	11.54%	24.7	0	1	5	0
Total Closed Units	52			13	29	9	1
Total Closed Volume	5,278,881	100%	44.1	719.25K	2.93M	1.56M	67.00K
Average Closed Price	\$101,517			\$55,327	\$101,177	\$173,167	\$67,000

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## October 2018



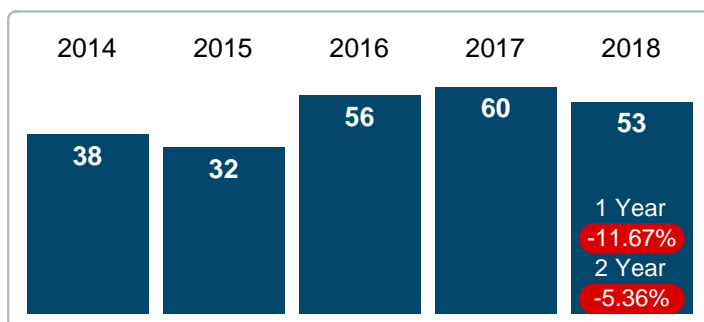
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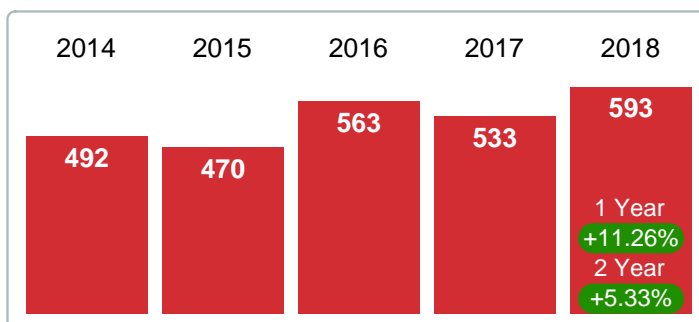
## PENDING LISTINGS

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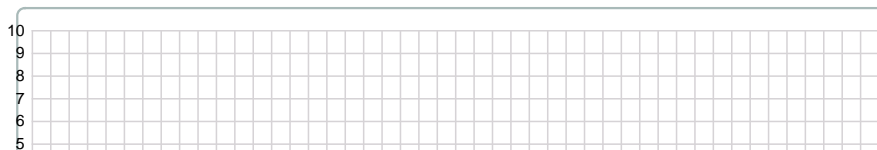
## OCTOBER



## YEAR TO DATE (YTD)



## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 48

High Oct 2018 0 Low Oct 2018 0

Pending Listings this month at 53  
above the 5 yr OCT average of 48

AUG 0  
SEP 0  
OCT 0

nan%

nan%

Distribution of Pending Listings by Price Range				%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	<div></div>		7.55%	23.0	3	1	0	0
\$20,001 \$50,000	8	<div></div>		15.09%	64.1	2	5	1	0
\$50,001 \$60,000	2	<div></div>		3.77%	149.5	0	1	1	0
\$60,001 \$110,000	15	<div></div>		28.30%	63.3	5	9	1	0
\$110,001 \$140,000	9	<div></div>		16.98%	47.8	1	4	4	0
\$140,001 \$210,000	9	<div></div>		16.98%	59.9	0	7	2	0
\$210,001 and up	6	<div></div>		11.32%	49.2	0	3	2	1
Total Pending Units		53		100%	56.9	11	30	11	1
Total Pending Volume		5,918,200				574.30K	3.51M	1.56M	269.90K
Average Listing Price		\$112,081				\$52,209	\$117,133	\$141,818	\$269,900

# October 2018



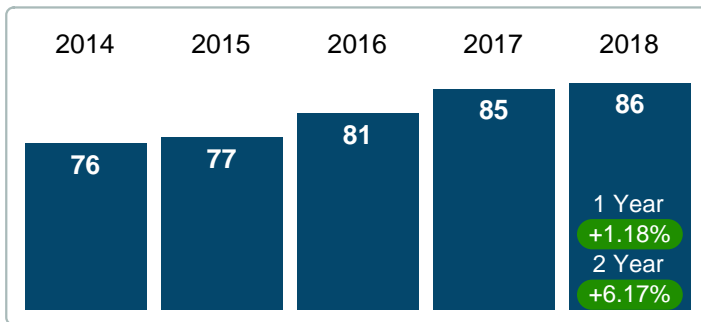
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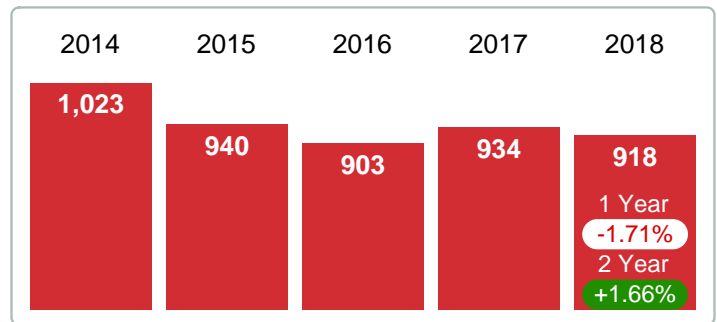
## NEW LISTINGS

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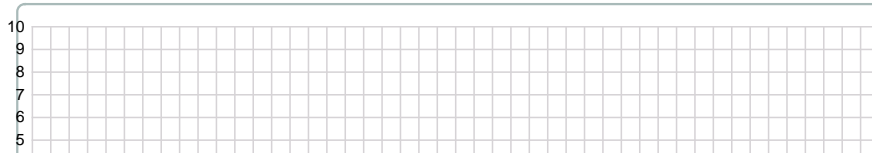
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 81

High Oct 2018 0 Low Oct 2018 0

New Listings this month at **86**  
above the 5 yr OCT average of **81**

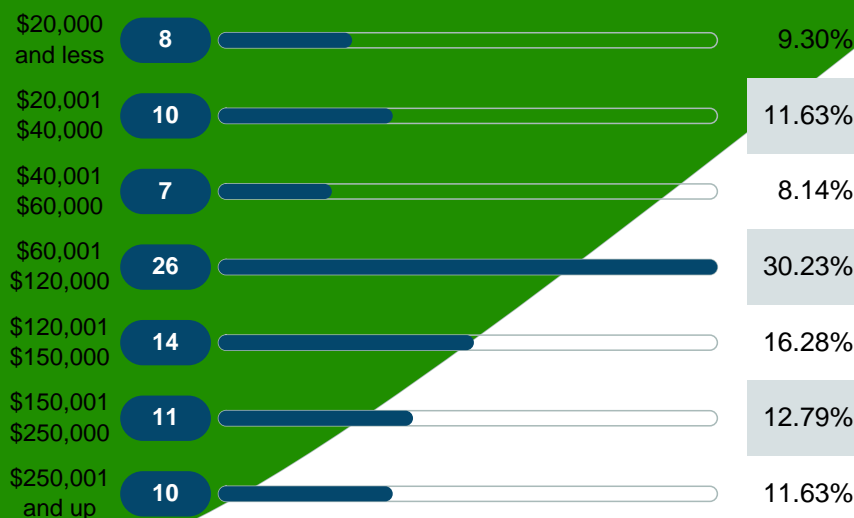
AUG 0  
SEP 0  
OCT 0

nan%

nan%

### Distribution of New Listings by Price Range

%



1-2 Beds	3 Beds	4 Beds	5+ Beds
4	4	0	0
4	5	1	0
2	4	1	0
2	20	4	0
1	13	0	0
1	10	0	0
1	4	4	1
15	60	10	1
1.10M	7.43M	1.71M	269.90K
\$73,427	\$123,845	\$171,080	\$269,900

Total New Listed Units	86	
Total New Listed Volume	10,512,775	100%
Average New Listed Listing Price	\$109,128	

Contact: MLS Technology Inc.

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## October 2018



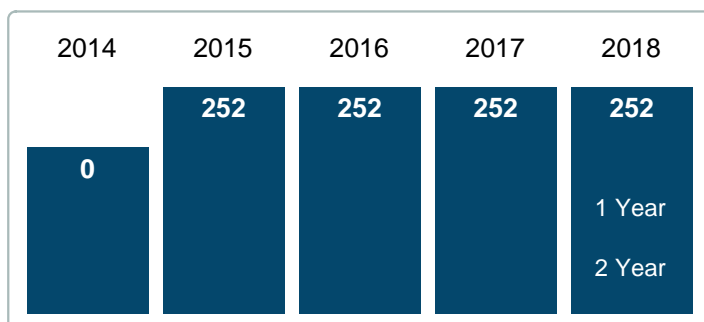
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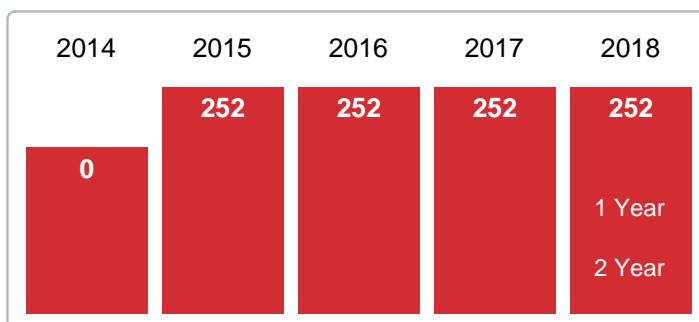
## ACTIVE INVENTORY

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

## END OF OCTOBER



## ACTIVE DURING OCTOBER



## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 202

High Oct 2018 252 Low Oct 2018 252

Inventory this month at 252  
above the 5 yr OCT average of 202

AUG 252

SEP 252

OCT 252

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		4.76%	40.1	6	6	0	0
\$20,001 \$40,000	36		14.29%	83.4	12	20	4	0
\$40,001 \$70,000	43		17.06%	101.2	20	19	4	0
\$70,001 \$130,000	63		25.00%	64.4	2	45	14	2
\$130,001 \$170,000	38		15.08%	65.4	2	29	7	0
\$170,001 \$270,000	33		13.10%	103.7	3	23	7	0
\$270,001 and up	27		10.71%	77.3	1	8	12	6
Total Active Inventory by Units			252		46	150	48	8
Total Active Inventory by Volume			33,620,872	100%	2.95M	19.61M	8.44M	2.61M
Average Active Inventory Listing Price			\$133,416		\$64,228	\$130,729	\$175,895	\$326,763

## October 2018



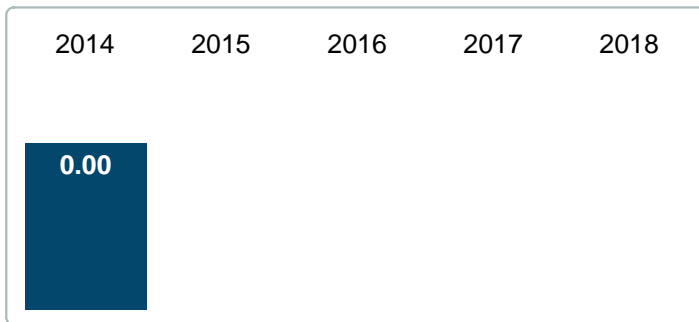
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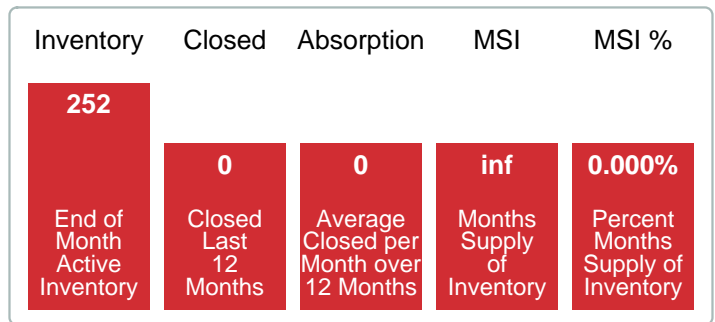
## MONTHS SUPPLY of INVENTORY (MSI)

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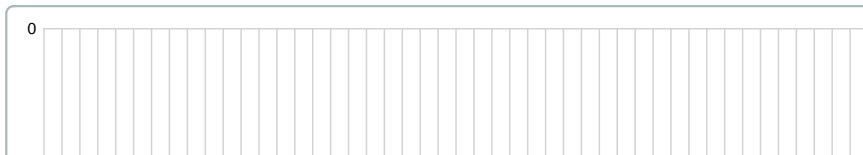
## MSI FOR OCTOBER



## INDICATORS FOR OCTOBER 2018

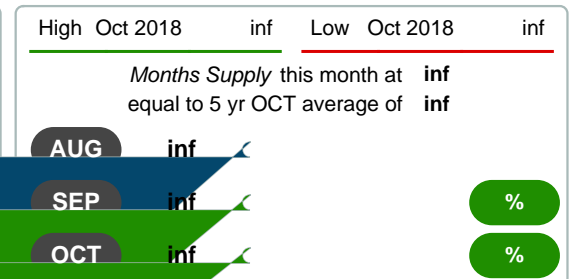


## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT 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		4.76%	2.18	2.12	3.00	0.00	0.00
\$20,001 \$40,000	36		14.29%	5.14	5.76	4.53	9.60	0.00
\$40,001 \$70,000	43		17.06%	4.82	8.57	3.51	4.00	0.00
\$70,001 \$130,000	63		25.00%	3.76	1.71	3.44	6.00	12.00
\$130,001 \$170,000	38		15.08%	4.56	4.80	5.35	3.00	0.00
\$170,001 \$270,000	33		13.10%	3.67	0.00	4.76	1.91	0.00
\$270,001 and up	27		10.71%	19.06	6.00	13.71	20.57	72.00
Market Supply of Inventory (MSI)			4.43		5.11	4.20	4.40	6.40
			100%	4.43				
Total Active Inventory by Units			252		46	150	48	8

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# October 2018



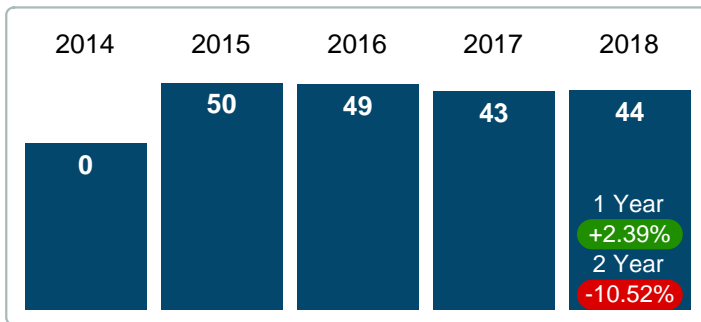
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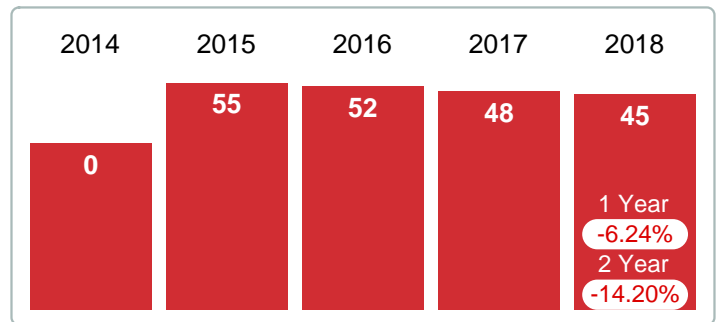
## AVERAGE DAYS ON MARKET TO SALE

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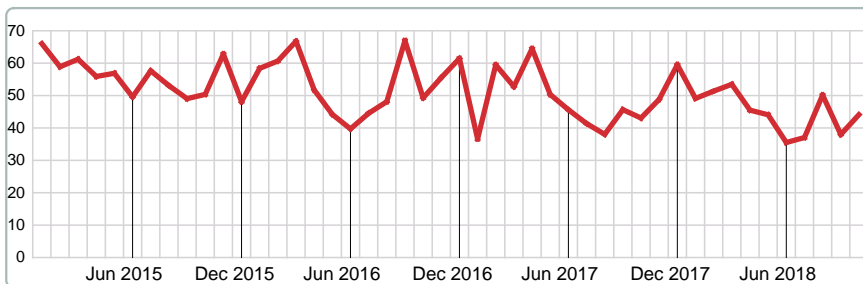
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 37

High Sep 2016 67 Low Jun 2018 36

Average Days on Market to Sale this month at 44  
above the 5 yr OCT average of 37

AUG	50	
SEP	38	-24.26%
OCT	44	16.09%

### 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	7.69%	51	66	6	0	0
\$20,001 \$30,000	6	11.54%	17	38	13	0	0
\$30,001 \$50,000	9	17.31%	52	50	58	26	0
\$50,001 \$90,000	12	23.08%	66	54	71	0	73
\$90,001 \$130,000	9	17.31%	35	29	33	56	0
\$130,001 \$170,000	6	11.54%	45	14	76	15	0
\$170,001 and up	6	11.54%	25	0	12	27	0
Average Closed DOM	44			49	46	27	73
Total Closed Units	52	100%	44	13	29	9	1
Total Closed Volume	5,278,881			719.25K	2.93M	1.56M	67.00K

## October 2018



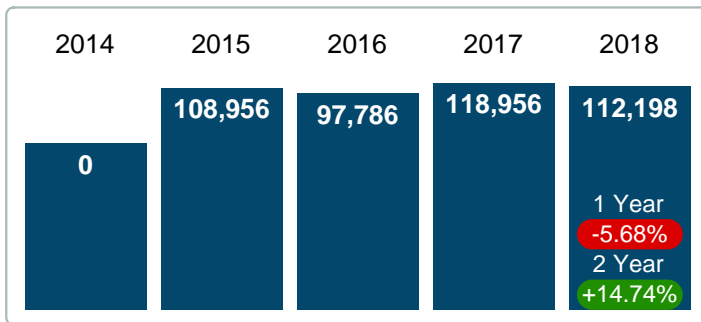
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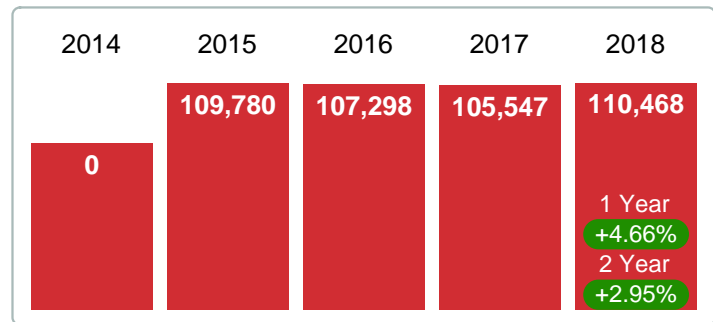
## AVERAGE LIST PRICE AT CLOSING

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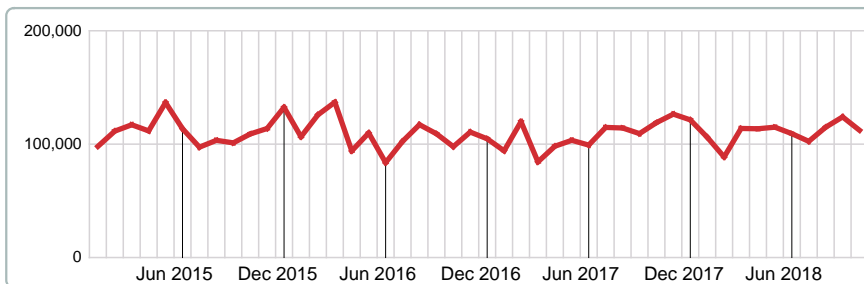
## OCTOBER



## YEAR TO DATE (YTD)



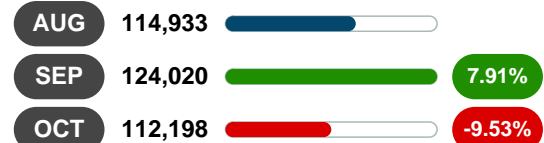
## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 87,579

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

Average List Price at Closing this month at 112,198  
above the 5 yr OCT average of 87,579

## AVERAGE LIST PRICE OF CLOSED SALES &amp; 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	4	7.69%	14,225	15,800	14,000	0	0
\$20,001 \$30,000	6	11.54%	25,833	28,000	24,500	0	0
\$30,001 \$50,000	8	15.38%	42,431	40,917	43,760	49,900	0
\$50,001 \$90,000	13	25.00%	70,781	70,925	71,807	0	81,800
\$90,001 \$130,000	9	17.31%	109,800	119,500	107,686	114,900	0
\$130,001 \$170,000	5	9.62%	152,360	154,500	159,633	153,700	0
\$170,001 and up	7	13.46%	373,257		01,300,000	226,760	0
Average List Price			112,198	58,142	116,919	178,444	81,800
Total Closed Units		100%	112,198	13	29	9	1
Total Closed Volume			5,834,299	755.85K	3.39M	1.61M	81.80K



## October 2018



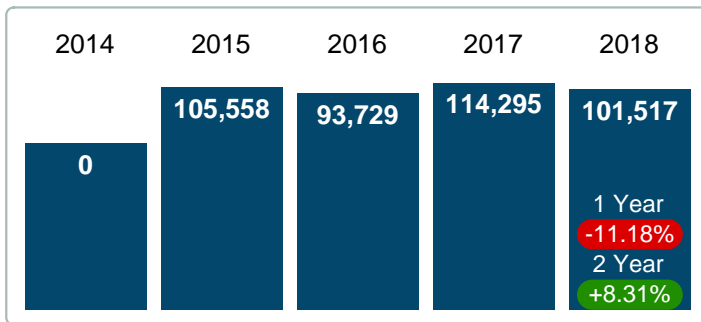
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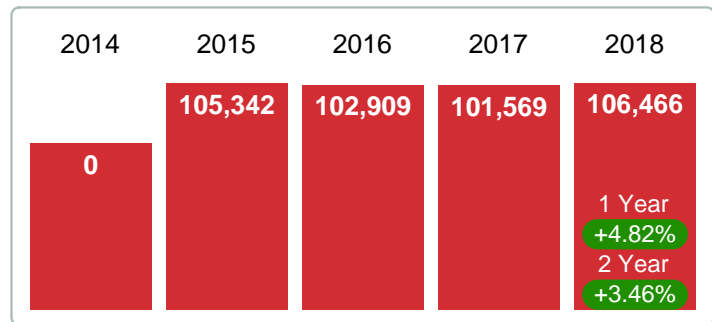
## AVERAGE SOLD PRICE AT CLOSING

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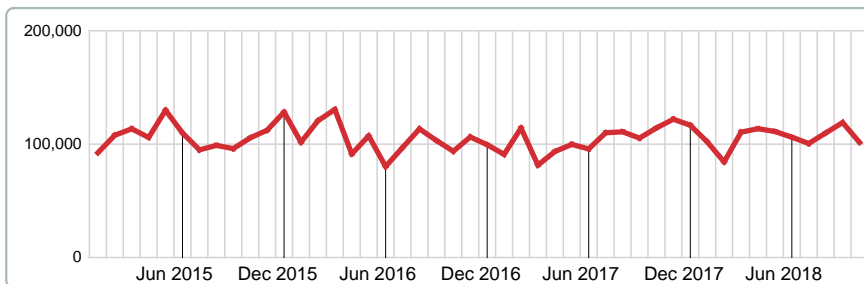
## OCTOBER



## YEAR TO DATE (YTD)



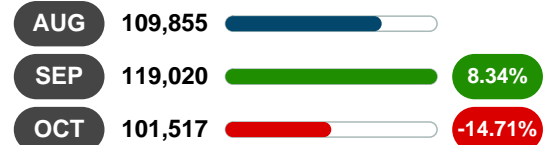
## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 83,020

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

Average Sold Price at Closing this month at 101,517  
above the 5 yr OCT average of 83,020

## AVERAGE SOLD PRICE OF CLOSED SALES &amp; 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		7.69%	13,838	13,750	14,100	0	0
\$20,001 \$30,000	6		11.54%	25,600	26,000	25,520	0	0
\$30,001 \$50,000	9		17.31%	41,883	39,667	41,610	49,900	0
\$50,001 \$90,000	12		23.08%	69,115	70,250	68,768	0	67,000
\$90,001 \$130,000	9		17.31%	107,744	100,000	107,829	114,900	0
\$130,001 \$170,000	6		11.54%	148,350	152,000	146,067	149,950	0
\$170,001 and up	6		11.54%	333,968	0	910,000	218,761	0
Average Sold Price				101,517	55,327	101,177	173,167	67,000
Total Closed Units			100%	101,517	13	29	9	1
Total Closed Volume				5,278,881	719.25K	2.93M	1.56M	67.00K

## October 2018



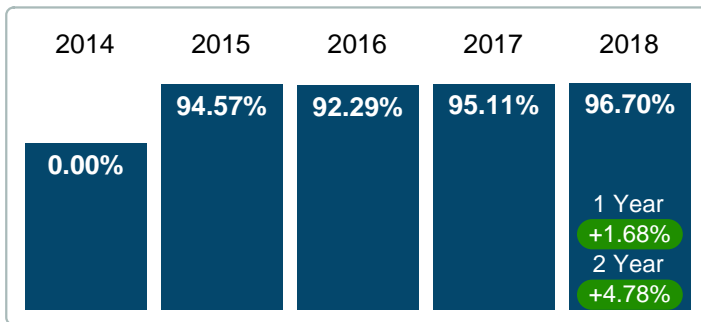
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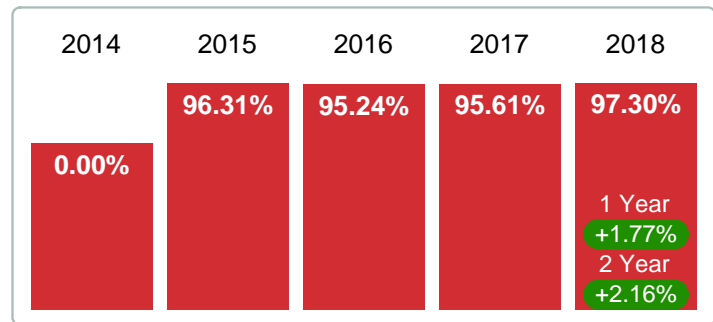
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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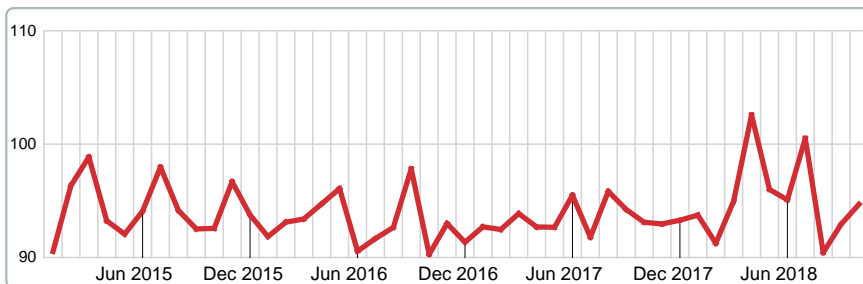
## OCTOBER



## YEAR TO DATE (YTD)



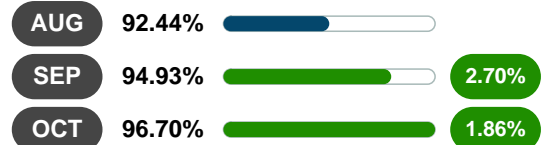
## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year OCT AVG = 75.73%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **96.70%**  
above the 5 yr OCT average of **75.73%**

## AVERAGE SOLD/LIST RATIO OF CLOSED SALES &amp; 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	7.69%	95.08%	93.20%	100.71%	0.00%	0.00%
\$20,001 \$30,000	6	11.54%	103.16%	92.86%	105.23%	0.00%	0.00%
\$30,001 \$50,000	9	17.31%	96.93%	97.27%	96.12%	100.00%	0.00%
\$50,001 \$90,000	12	23.08%	95.72%	99.09%	95.77%	0.00%	81.91%
\$90,001 \$130,000	9	17.31%	98.32%	83.68%	100.17%	100.00%	0.00%
\$130,001 \$170,000	6	11.54%	95.19%	98.38%	92.42%	97.76%	0.00%
\$170,001 and up	6	11.54%	92.02%	0.00%	70.00%	96.42%	0.00%
Average Sold/List Ratio		96.70%		95.59%	97.46%	97.51%	81.91%
Total Closed Units		52	100%	13	29	9	1
Total Closed Volume		5,278,881		719.25K	2.93M	1.56M	67.00K

## October 2018



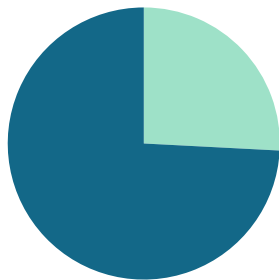
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

## INVENTORY



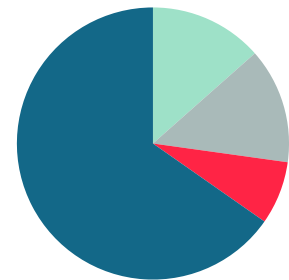
## Inventory

New Listings	86 = 25.83%
Start Inventory	247
Total Inventory Units	333
Volume	\$45,063,772

## Market Activity

Closed Sales	52 = 13.47%
Pending Sales	53 = 13.73%
Other Off Market	29 = 7.51%
Active Inventory	252 = 65.28%

## MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	45	52	15.56%	508	586	15.35%
Pending Sales	60	53	-11.67%	533	593	11.26%
New Listings	85	86	1.18%	934	918	-1.71%
Average List Price	118,956	112,198	-5.68%	105,547	110,468	4.66%
Average Sale Price	114,295	101,517	-11.18%	101,569	106,466	4.82%
Average Percent of Selling Price to List Price	95.11%	96.70%	1.68%	95.61%	97.30%	1.77%
Average Days on Market to Sale	43.07	44.10	2.39%	47.88	44.89	-6.24%
Monthly Inventory	268	252	-5.97%	268	252	-5.97%
Months Supply of Inventory	5.27	4.43	-16.02%	5.27	4.43	-16.02%

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

Inventory on October 31, 2018 = 252

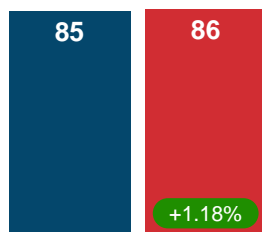
2017

2018

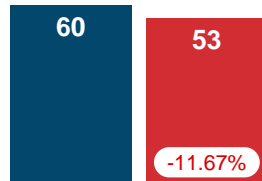
## OCTOBER MARKET

## AVERAGE PRICES

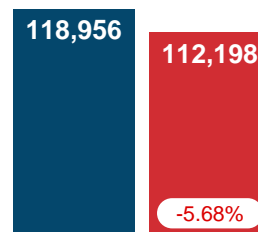
## New Listings



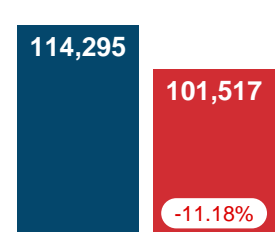
## Pending Listings



## List Price



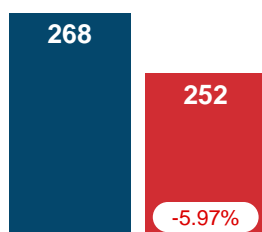
## Sale Price



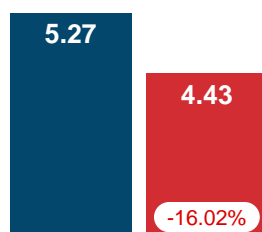
## INVENTORY

## AVERAGE SOLD/LIST RATIO &amp; DOM

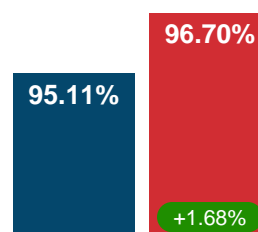
## Active Inventory



## Monthly Supply of Inventory



## Sale/List Ratio



## Days on Market

