

August 2019



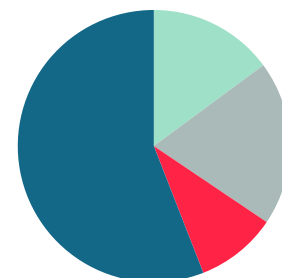
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	August 2019	+/-%
Closed Listings	60	54	-10.00%
Pending Listings	61	71	16.39%
New Listings	102	104	1.96%
Average List Price	114,933	117,748	2.45%
Average Sale Price	109,855	115,577	5.21%
Average Percent of Selling Price to List Price	92.44%	97.72%	5.71%
Average Days on Market to Sale	50.15	42.52	-15.22%
End of Month Inventory	223	203	-8.97%
Months Supply of Inventory	4.01	3.71	-7.44%



■ Closed (14.88%)
■ Pending (19.56%)
■ Other OffMarket (9.64%)
■ Active (55.92%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of August 31, 2019 = **203**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **8.97%** to 203 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **3.71** 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 **5.21%** in August 2019 to \$115,577 versus the previous year at \$109,855.

Average Days on Market Shortens

The average number of **42.52** days that homes spent on the market before selling decreased by 7.63 days or **15.22%** in August 2019 compared to last year's same month at **50.15** DOM.

Sales Success for August 2019 is Positive

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

There were 104 New Listings in August 2019, up **1.96%** from last year at 102. Furthermore, there were 54 Closed Listings this month versus last year at 60, a **-10.00%** decrease.

Closed versus Listed trends yielded a **51.9%** ratio, down from previous year's, August 2018, at **58.8%**, a **11.73%** downswing. This will certainly create pressure on a decreasing Monthly $\frac{1}{2}$ 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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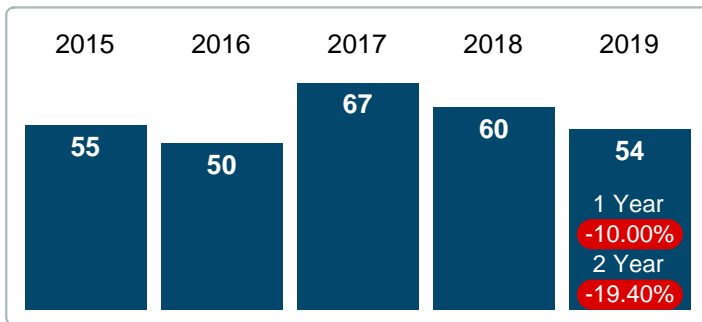
Area Delimited by County Of Muskogee - Residential Property Type



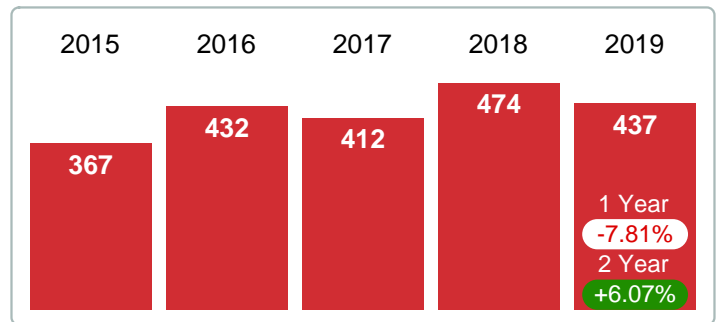
CLOSED LISTINGS

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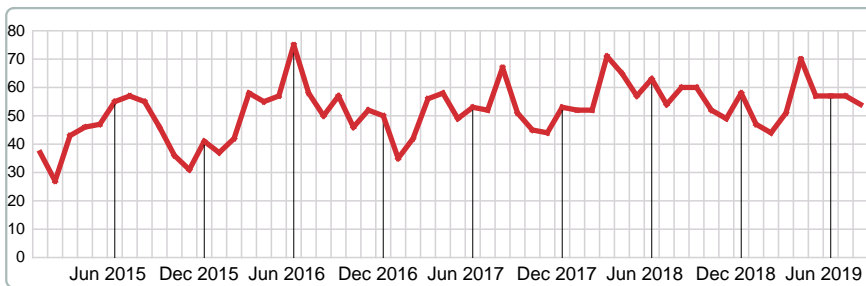
AUGUST



YEAR TO DATE (YTD)

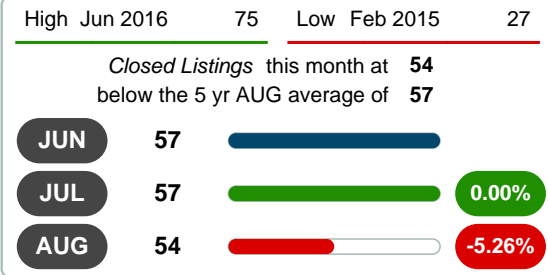


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 57



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	9.26%	48.6	3	2	0	0
\$30,001 - \$50,000	8	14.81%	23.1	3	4	1	0
\$50,001 - \$90,000	6	11.11%	33.3	2	3	1	0
\$90,001 - \$110,000	9	16.67%	46.7	1	6	1	1
\$110,001 - \$160,000	14	25.93%	50.6	0	12	2	0
\$160,001 - \$220,000	6	11.11%	47.3	0	3	3	0
\$220,001 and up	6	11.11%	42.5	0	3	3	0
Total Closed Units	54			9	33	11	1
Total Closed Volume	6,241,161	100%	42.5	389.20K	3.96M	1.80M	97.50K
Average Closed Price	\$115,577			\$43,244	\$119,865	\$163,536	\$97,500

August 2019



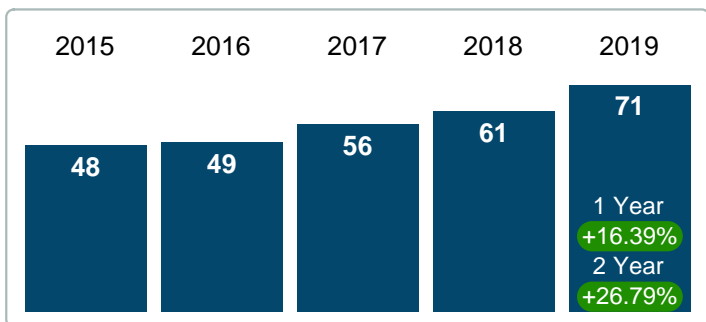
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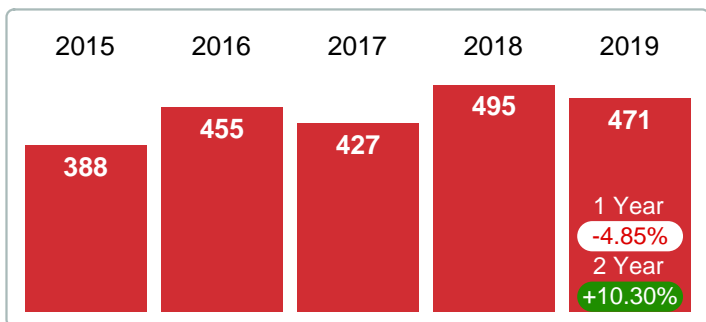
PENDING LISTINGS

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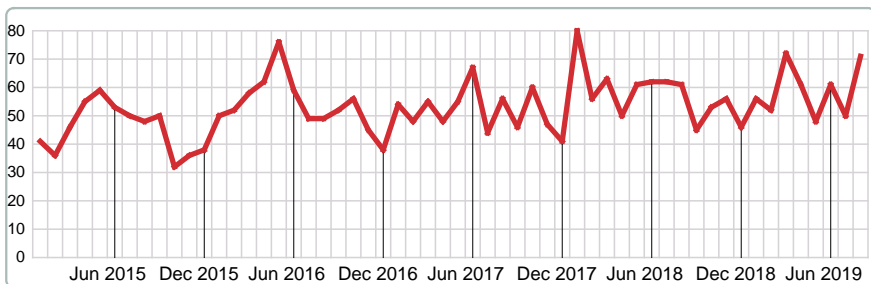
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 57

High Jan 2018 80 Low Oct 2015 32

Pending Listings this month at 71 above the 5 yr AUG 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
\$40,000 and less	6	8.45%	53.7	2	2	2	0
\$40,001 - \$60,000	9	12.68%	32.1	2	6	1	0
\$60,001 - \$90,000	11	15.49%	34.5	1	10	0	0
\$90,001 - \$130,000	15	21.13%	37.3	1	13	1	0
\$130,001 - \$160,000	15	21.13%	31.9	1	7	7	0
\$160,001 - \$230,000	6	8.45%	29.2	0	4	2	0
\$230,001 and up	9	12.68%	29.9	0	1	6	2
Total Pending Units	71			7	43	19	2
Total Pending Volume	8,816,271	100%	34.8	513.40K	4.62M	3.15M	529.40K
Average Listing Price	\$124,173			\$73,343	\$107,478	\$165,889	\$264,700

August 2019



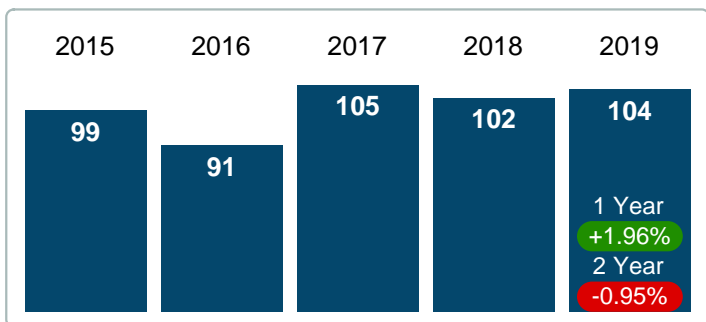
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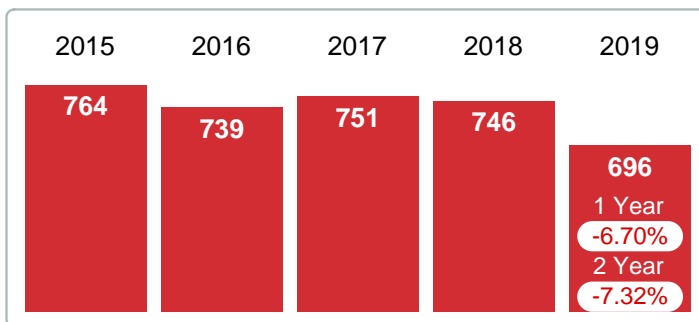
NEW LISTINGS

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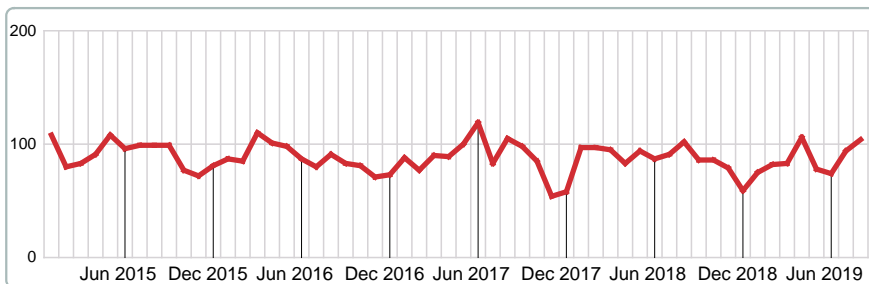
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

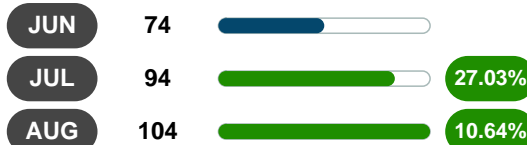


3 MONTHS

5 year AUG AVG = 100

High Jun 2017 119 Low Nov 2017 54

New Listings this month at 104
above the 5 yr AUG average of 100



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	10	9.62%	5	4	1	0
\$30,001 - \$60,000	12	11.54%	3	5	3	1
\$60,001 - \$90,000	17	16.35%	2	12	3	0
\$90,001 - \$140,000	22	21.15%	1	16	5	0
\$140,001 - \$180,000	19	18.27%	0	11	8	0
\$180,001 - \$270,000	13	12.50%	0	6	5	2
\$270,001 and up	11	10.58%	1	3	6	1
Total New Listed Units	104		12	57	31	4
Total New Listed Volume	15,802,247	100%	1.25M	7.39M	6.30M	859.30K
Average New Listed Listing Price	\$132,982		\$104,450	\$129,670	\$203,173	\$214,825

August 2019



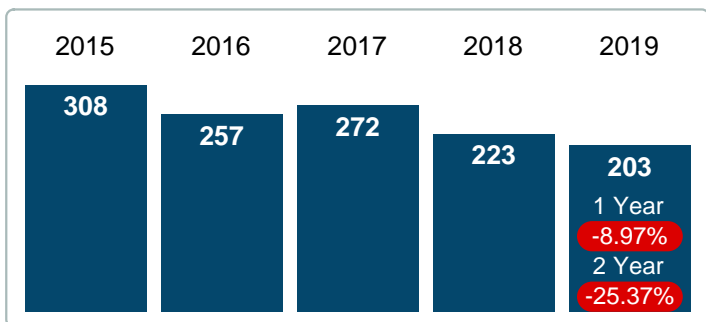
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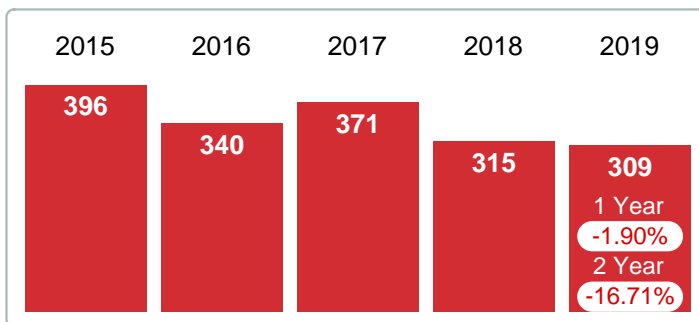
ACTIVE INVENTORY

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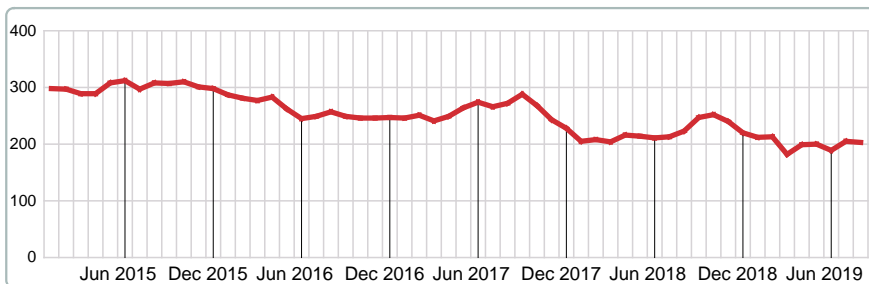
END OF AUGUST



ACTIVE DURING AUGUST

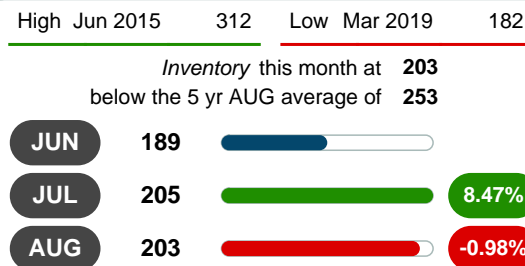


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 253



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	15	7.39%	52.1	5	8	1	1
\$25,001 - \$50,000	26	12.81%	77.0	13	11	1	1
\$50,001 - \$75,000	29	14.29%	64.8	11	14	3	1
\$75,001 - \$150,000	56	27.59%	60.1	3	36	16	1
\$150,001 - \$225,000	30	14.78%	65.9	1	12	15	2
\$225,001 - \$325,000	23	11.33%	54.0	0	10	9	4
\$325,001 and up	24	11.82%	67.8	2	8	11	3
Total Active Inventory by Units			203	35	99	56	13
Total Active Inventory by Volume			34,798,919	2.96M	15.45M	12.65M	3.74M
Average Active Inventory Listing Price			\$171,423	\$84,483	\$156,056	\$225,910	\$287,808

August 2019



Area Delimited by County Of Muskogee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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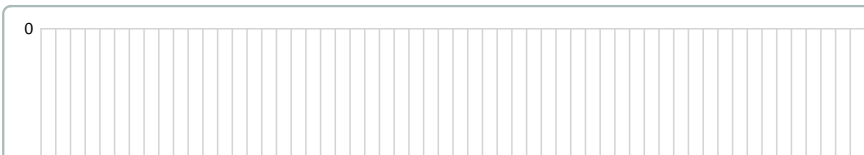
MSI FOR AUGUST

2015	2016	2017	2018	2019

INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
203	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = inf

High Aug 2019	inf	Low Aug 2019	inf
Months Supply this month at inf equal to 5 yr AUG average of inf			
JUN	inf		%
JUL	inf		%
AUG	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11		5.42%	2.20	0.97	4.67	3.00	0.00	
\$20,001 - \$50,000	30		14.78%	3.16	4.19	2.36	1.20	0.00	
\$50,001 - \$70,000	25		12.32%	5.36	9.00	4.11	8.00	4.00	
\$70,001 - \$150,000	60		29.56%	2.82	3.75	2.40	4.00	4.00	
\$150,001 - \$220,000	28		13.79%	3.05	3.00	1.63	7.00	24.00	
\$220,001 - \$330,000	28		13.79%	6.46	0.00	6.95	6.00	12.00	
\$330,001 and up	21		10.34%	28.00	0.00	24.00	24.00	36.00	
Market Supply of Inventory (MSI)		3.71			3.65	2.93	5.51	12.00	
Total Active Inventory by Units		203	100%	3.71	35	99	56	13	

August 2019



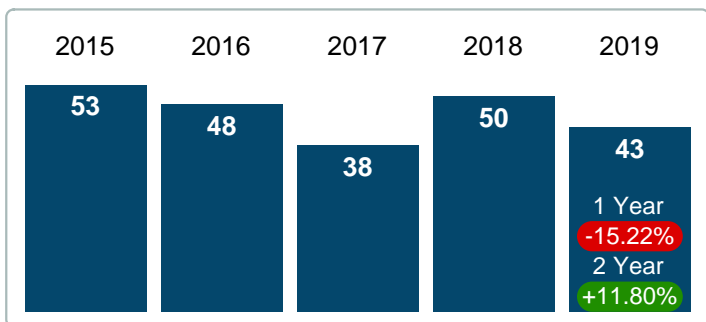
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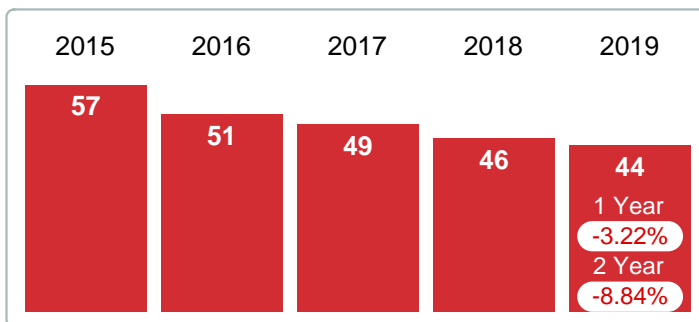
AVERAGE DAYS ON MARKET TO SALE

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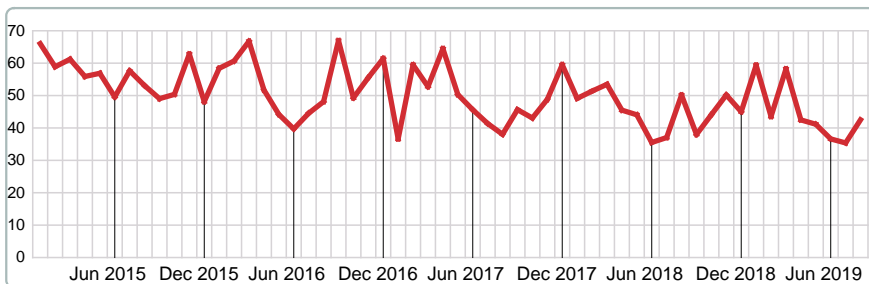
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 46

High Sep 2016 67 Low Jul 2019 35

Average Days on Market to Sale this month at 43 below the 5 yr AUG average of 46



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
\$30,000 and less	9.26%	49	75	9	0	0
\$30,001 - \$50,000	14.81%	23	38	15	11	0
\$50,001 - \$90,000	11.11%	33	18	31	71	0
\$90,001 - \$110,000	16.67%	47	54	26	148	60
\$110,001 - \$160,000	25.93%	51	0	48	64	0
\$160,001 - \$220,000	11.11%	47	0	31	64	0
\$220,001 and up	11.11%	43	0	76	9	0
Average Closed DOM		43	48	37	52	60
Total Closed Units	100%	43	9	33	11	1
Total Closed Volume		6,241,161	389.20K	3.96M	1.80M	97.50K

August 2019



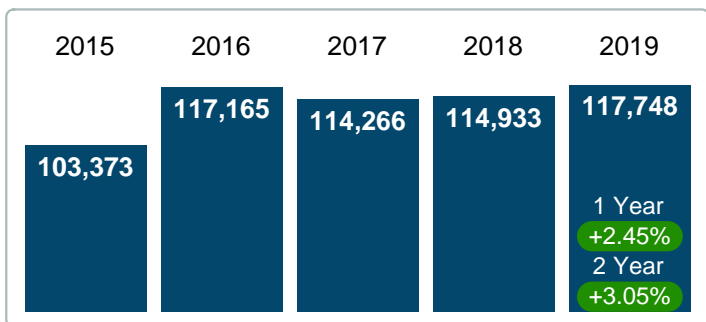
Area Delimited by County Of Muskogee - Residential Property Type



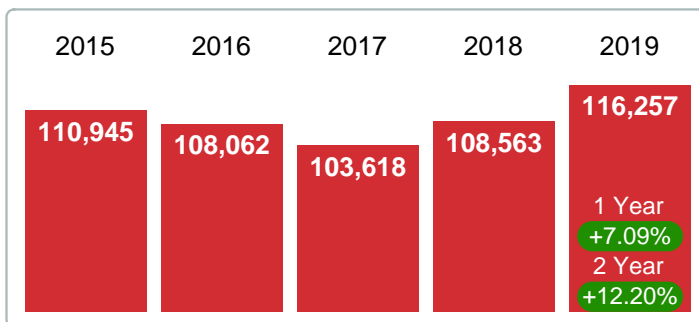
AVERAGE LIST PRICE AT CLOSING

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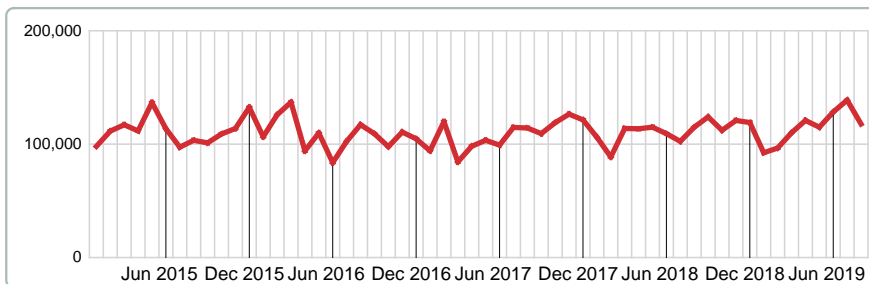
AUGUST



YEAR TO DATE (YTD)

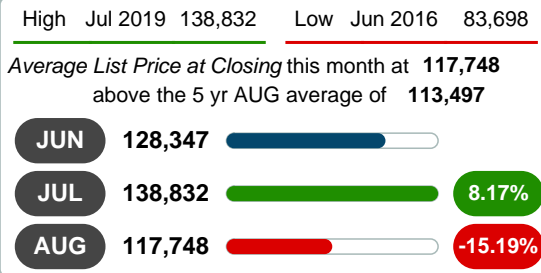


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 113,497



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
\$30,000 and less	11.11%	19,467	22,300	15,000	0	0
\$30,001 - \$50,000	11.11%	43,700	40,733	44,725	40,000	0
\$50,001 - \$90,000	14.81%	75,650	67,450	77,467	89,000	0
\$90,001 - \$110,000	12.96%	100,971	95,000	100,700	122,500	97,500
\$110,001 - \$160,000	25.93%	129,750	0	134,142	124,900	0
\$160,001 - \$220,000	12.96%	182,829	0	185,833	185,600	0
\$220,001 and up	11.11%	261,850	0	266,133	257,567	0
Average List Price		117,748	46,556	121,548	166,436	97,500
Total Closed Units	100%	117,748	9	33	11	1
Total Closed Volume		6,358,400	419.00K	4.01M	1.83M	97.50K

August 2019



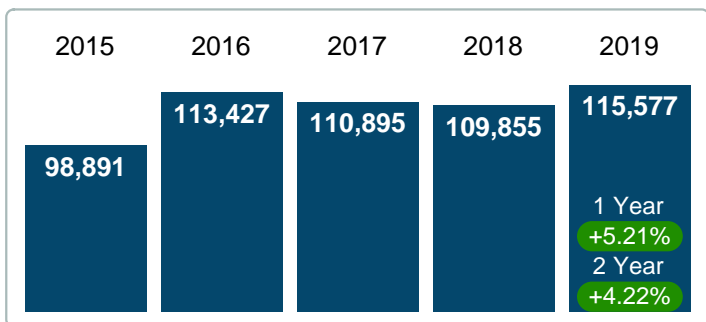
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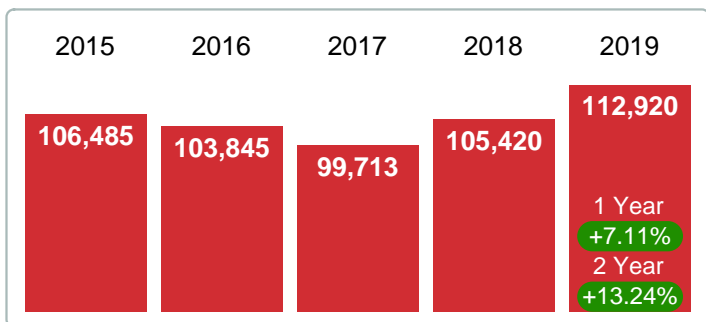
AVERAGE SOLD PRICE AT CLOSING

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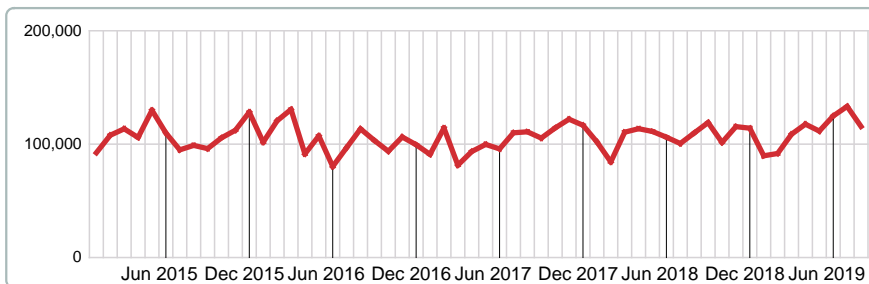
AUGUST



YEAR TO DATE (YTD)

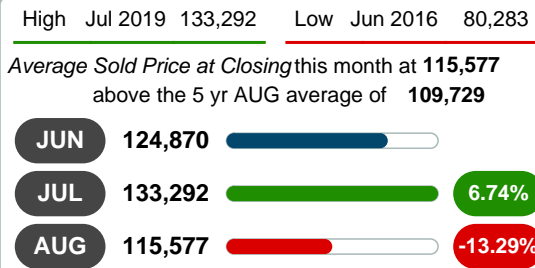


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 109,729



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
\$30,000 and less	9.26%	17,140	18,233	15,500	0	0
\$30,001 - \$50,000	14.81%	40,225	35,667	42,875	43,300	0
\$50,001 - \$90,000	11.11%	71,400	67,000	69,133	87,000	0
\$90,001 - \$110,000	16.67%	99,973	93,500	101,043	102,500	97,500
\$110,001 - \$160,000	25.93%	131,864	0	133,408	122,595	0
\$160,001 - \$220,000	11.11%	186,817	0	189,500	184,133	0
\$220,001 and up	11.11%	256,418	0	256,667	256,170	0
Average Sold Price		115,577	43,244	119,865	163,536	97,500
Total Closed Units	100%	115,577	9	33	11	1
Total Closed Volume		6,241,161	389.20K	3.96M	1.80M	97.50K

August 2019



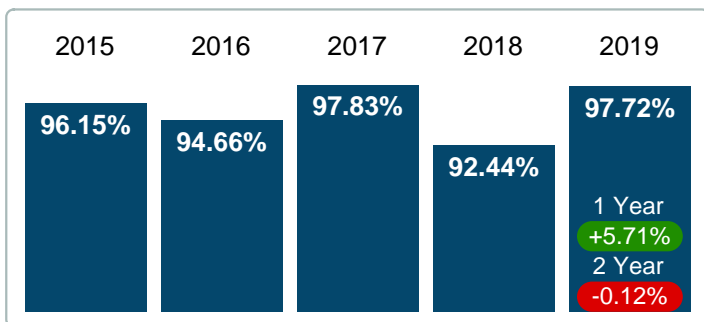
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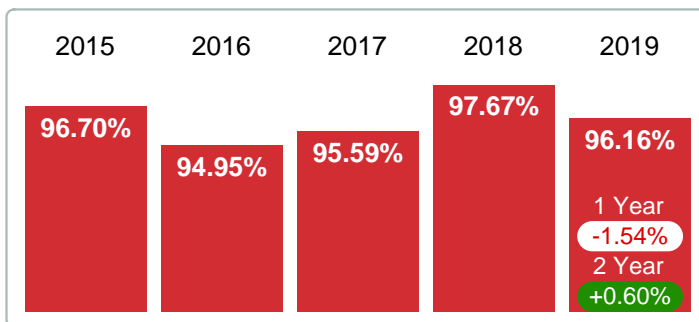
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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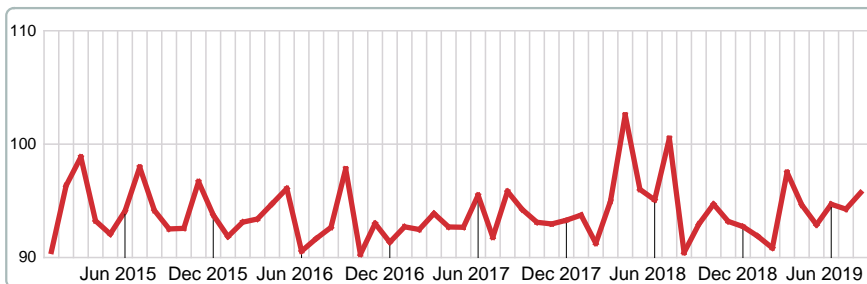
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

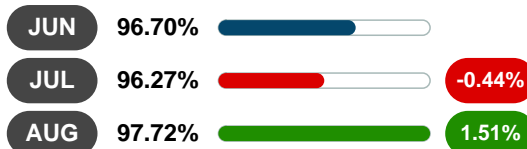


3 MONTHS

5 year AUG AVG = 95.76%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **97.72%**
above the 5 yr AUG average of **95.76%**



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
\$30,000 and less	5	9.26%	90.38%	81.88%	103.13%	0.00%	0.00%
\$30,001 \$50,000	8	14.81%	99.22%	87.48%	105.76%	108.25%	0.00%
\$50,001 \$90,000	6	11.11%	94.32%	99.36%	89.81%	97.75%	0.00%
\$90,001 \$110,000	9	16.67%	98.31%	98.42%	100.46%	83.67%	100.00%
\$110,001 \$160,000	14	25.93%	99.28%	0.00%	99.46%	98.18%	0.00%
\$160,001 \$220,000	6	11.11%	100.56%	0.00%	101.93%	99.18%	0.00%
\$220,001 and up	6	11.11%	97.88%	0.00%	96.33%	99.43%	0.00%
Average Sold/List Ratio		97.70%		89.47%	99.69%	98.35%	100.00%
Total Closed Units		54	100%	9	33	11	1
Total Closed Volume		6,241,161		389.20K	3.96M	1.80M	97.50K

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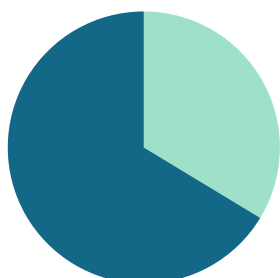
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

INVENTORY

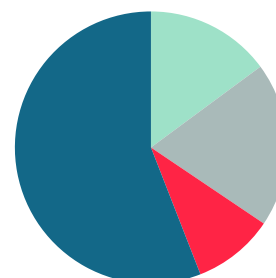


Inventory
 New Listings
104 = 33.66%
 Start Inventory
205
 Total Inventory Units
309
 Volume
\$49,898,890

Market Activity

Closed Sales
54 = 14.88%
 Pending Sales
71 = 19.56%
 Other Off Market
35 = 9.64%
 Active Inventory
203 = 55.92%

MARKET ACTIVITY



Compared Metrics	August			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	60	54	-10.00%	474	437	-7.81%
Pending Sales	61	71	16.39%	495	471	-4.85%
New Listings	102	104	1.96%	746	696	-6.70%
Average List Price	114,933	117,748	2.45%	108,563	116,257	7.09%
Average Sale Price	109,855	115,577	5.21%	105,420	112,920	7.11%
Average Percent of Selling Price to List Price	92.44%	97.72%	5.71%	97.67%	96.16%	-1.54%
Average Days on Market to Sale	50.15	42.52	-15.22%	45.85	44.38	-3.22%
Monthly Inventory	223	203	-8.97%	223	203	-8.97%
Months Supply of Inventory	4.01	3.71	-7.44%	4.01	3.71	-7.44%

Absorption: Last 12 months, an Average of **55** Sales/Month

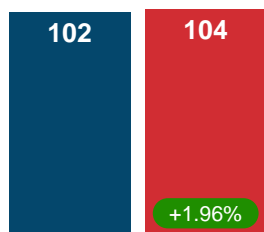
Inventory on August 31, 2019 = **203**

2018 **2019**

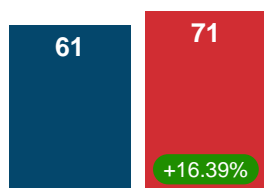
AUGUST MARKET

AVERAGE PRICES

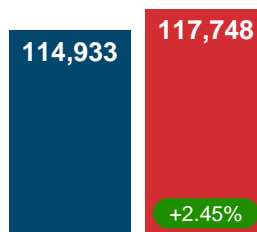
New Listings



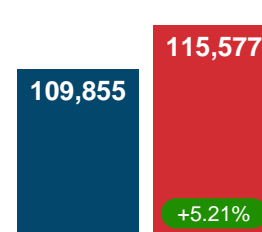
Pending Listings



List Price



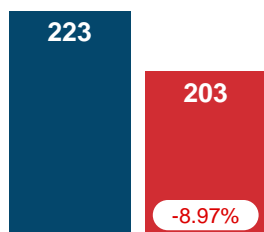
Sale Price



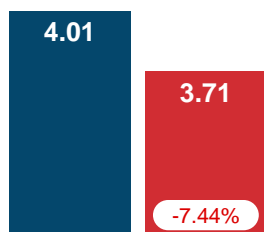
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

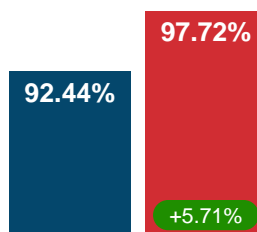
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

