

# August 2019



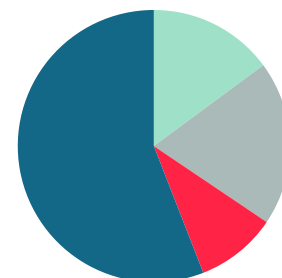
Area Delimited by County Of Muskogee - Residential Property Type



## 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%
Median List Price	109,950	113,950	3.64%
Median Sale Price	103,748	107,500	3.62%
Median Percent of Selling Price to List Price	96.18%	98.91%	2.83%
Median Days on Market to Sale	24.00	31.50	31.25%
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.

#### Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **3.62%** in August 2019 to \$107,500 versus the previous year at \$103,748.

#### Median Days on Market Lengthens

The median number of **31.50** days that homes spent on the market before selling increased by 7.50 days or **31.25%** in August 2019 compared to last year's same month at **24.00** DOM.

#### Sales Success for August 2019 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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 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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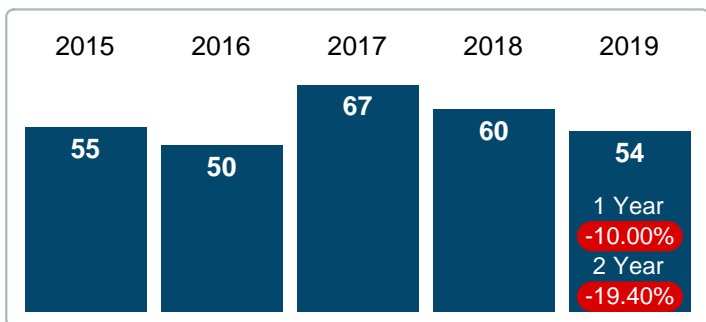
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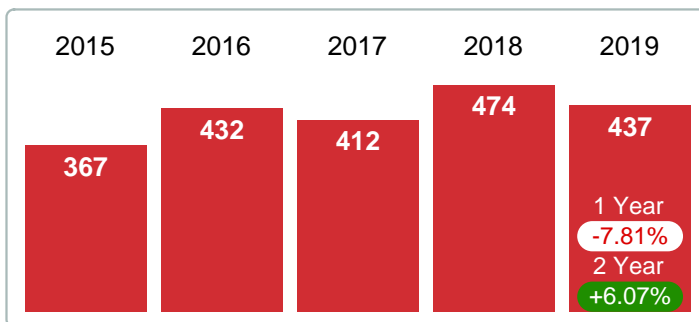
## CLOSED LISTINGS

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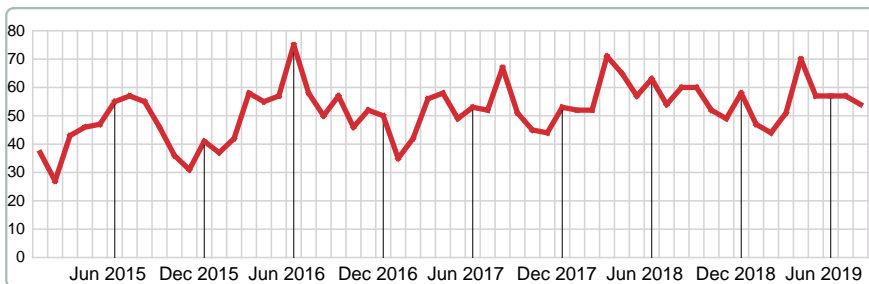
### AUGUST



### YEAR TO DATE (YTD)

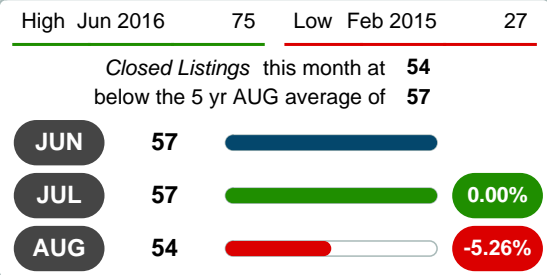


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 57



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	9.26%	34.0	3	2	0	0
\$30,001 - \$50,000	8	14.81%	13.0	3	4	1	0
\$50,001 - \$90,000	6	11.11%	35.0	2	3	1	0
\$90,001 - \$110,000	9	16.67%	6.0	1	6	1	1
\$110,001 - \$160,000	14	25.93%	33.5	0	12	2	0
\$160,001 - \$220,000	6	11.11%	43.0	0	3	3	0
\$220,001 and up	6	11.11%	38.5	0	3	3	0
<b>Total Closed Units</b>	<b>54</b>			<b>9</b>	<b>33</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,241,161</b>	<b>100%</b>	<b>31.5</b>	<b>389.20K</b>	<b>3.96M</b>	<b>1.80M</b>	<b>97.50K</b>
<b>Median Closed Price</b>	<b>\$107,500</b>			<b>\$35,000</b>	<b>\$115,100</b>	<b>\$175,500</b>	<b>\$97,500</b>

# August 2019



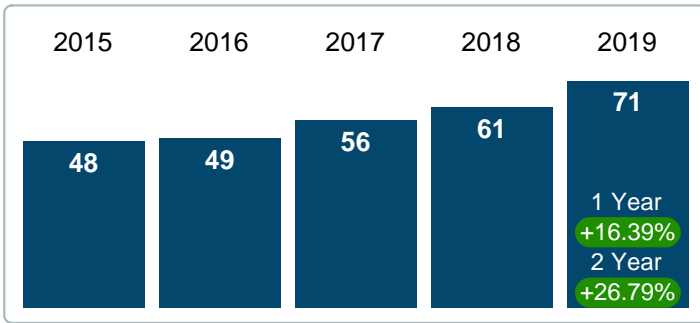
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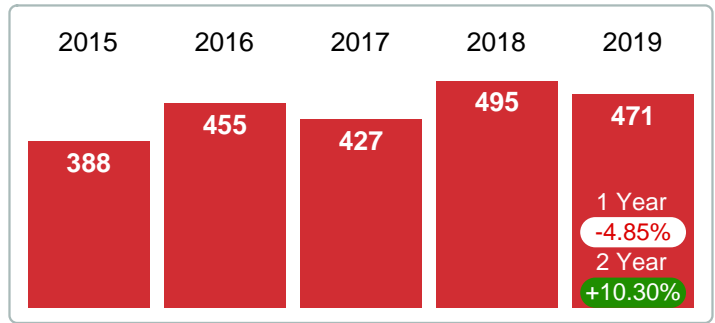
## PENDING LISTINGS

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

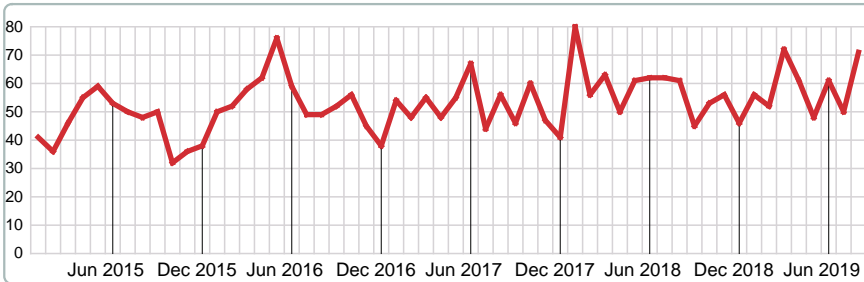
### AUGUST



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	8.45%	31.5	2	2	2	0
\$40,001 - \$60,000	9	12.68%	15.0	2	6	1	0
\$60,001 - \$90,000	11	15.49%	15.0	1	10	0	0
\$90,001 - \$130,000	15	21.13%	27.0	1	13	1	0
\$130,001 - \$160,000	15	21.13%	11.0	1	7	7	0
\$160,001 - \$230,000	6	8.45%	30.5	0	4	2	0
\$230,001 and up	9	12.68%	21.0	0	1	6	2
<b>Total Pending Units</b>	<b>71</b>			<b>7</b>	<b>43</b>	<b>19</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>8,816,271</b>	<b>100%</b>	<b>18.0</b>	<b>513.40K</b>	<b>4.62M</b>	<b>3.15M</b>	<b>529.40K</b>
<b>Median Listing Price</b>	<b>\$119,900</b>			<b>\$59,900</b>	<b>\$100,500</b>	<b>\$148,900</b>	<b>\$264,700</b>

# August 2019



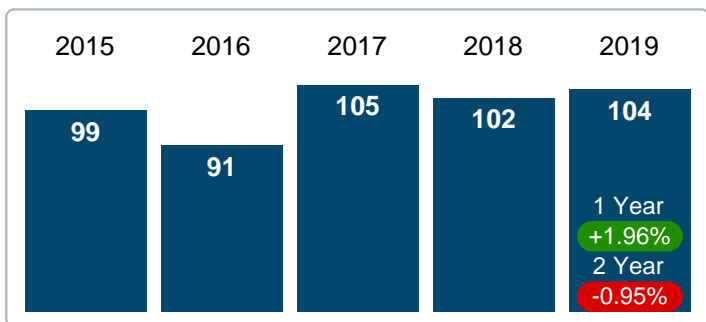
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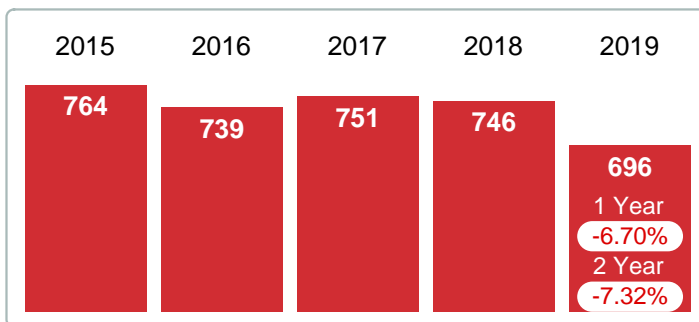
## NEW LISTINGS

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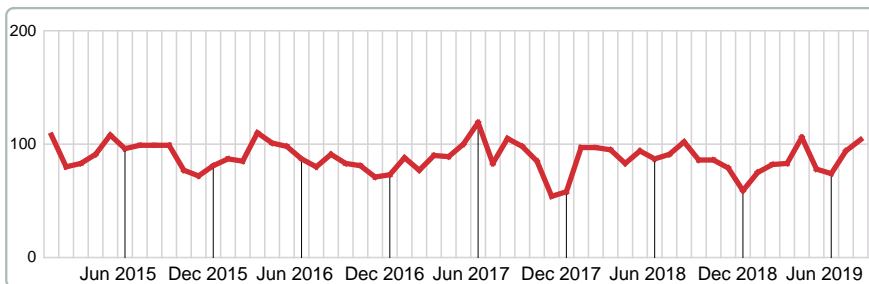
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

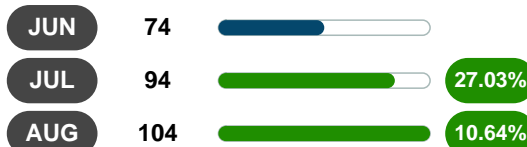


### 3 MONTHS

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
<b>Total New Listed Units</b>	<b>104</b>		<b>12</b>	<b>57</b>	<b>31</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>15,802,247</b>	<b>100%</b>	<b>1.25M</b>	<b>7.39M</b>	<b>6.30M</b>	<b>859.30K</b>
<b>Median New Listed Listing Price</b>	<b>\$129,900</b>		<b>\$44,250</b>	<b>\$113,900</b>	<b>\$149,900</b>	<b>\$259,700</b>

# August 2019



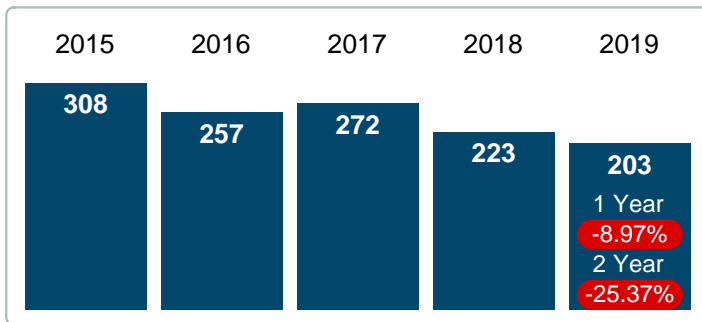
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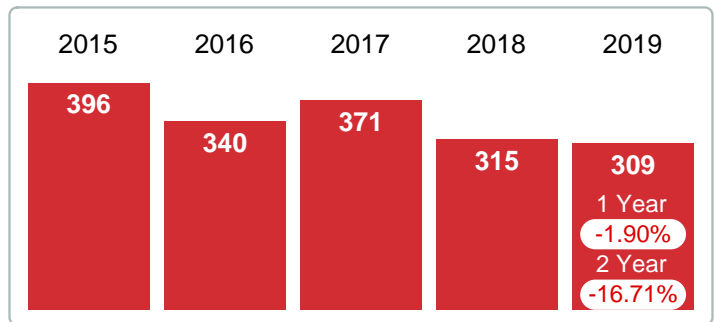
## ACTIVE INVENTORY

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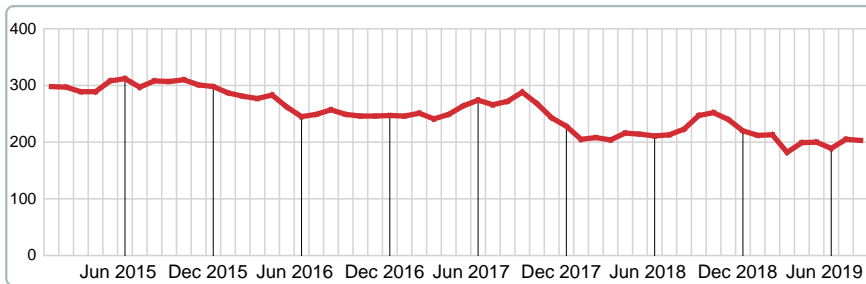
### END OF AUGUST



### ACTIVE DURING AUGUST

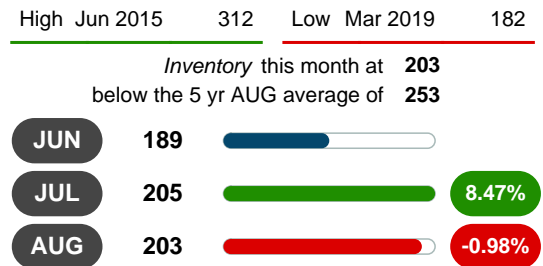


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 253



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11	5.42%	64.0	3	7	1	0
\$20,001 - \$50,000	30	14.78%	60.5	15	12	1	2
\$50,001 - \$70,000	25	12.32%	66.0	9	13	2	1
\$70,001 - \$150,000	60	29.56%	44.5	5	37	17	1
\$150,001 - \$220,000	28	13.79%	45.0	1	11	14	2
\$220,001 - \$330,000	28	13.79%	42.0	0	11	13	4
\$330,001 and up	21	10.34%	50.0	2	8	8	3
<b>Total Active Inventory by Units</b>	<b>203</b>			<b>35</b>	<b>99</b>	<b>56</b>	<b>13</b>
<b>Total Active Inventory by Volume</b>	<b>34,798,919</b>	<b>100%</b>	<b>47.0</b>	<b>2.96M</b>	<b>15.45M</b>	<b>12.65M</b>	<b>3.74M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$114,000</b>			<b>\$49,900</b>	<b>\$107,000</b>	<b>\$179,450</b>	<b>\$269,900</b>

# August 2019



Area Delimited by County Of Muskogee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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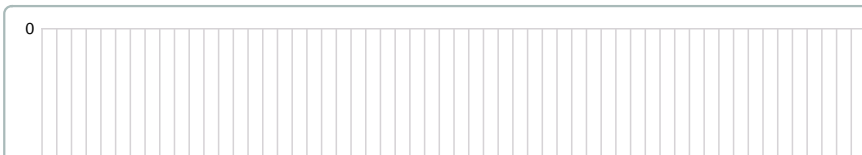
### MSI FOR AUGUST

2015	2016	2017	2018	2019

### INDICATORS FOR AUGUST 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>203</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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



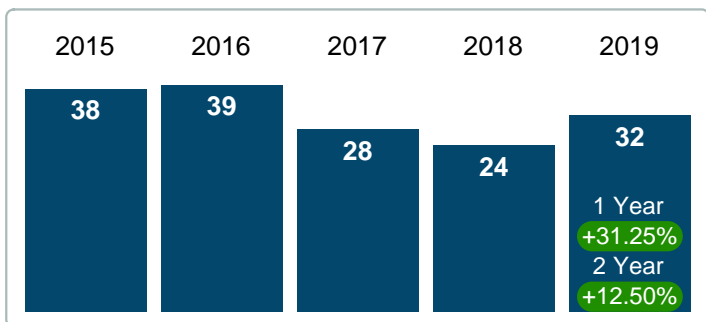
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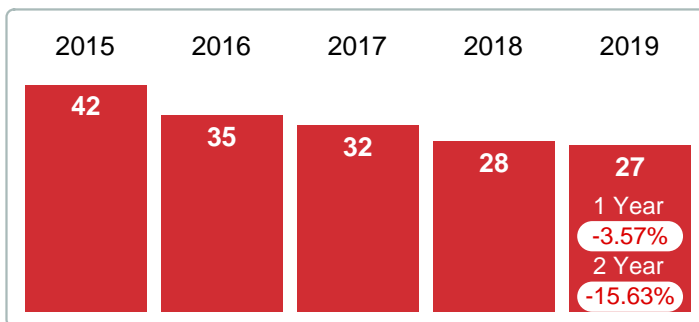
## MEDIAN DAYS ON MARKET TO SALE

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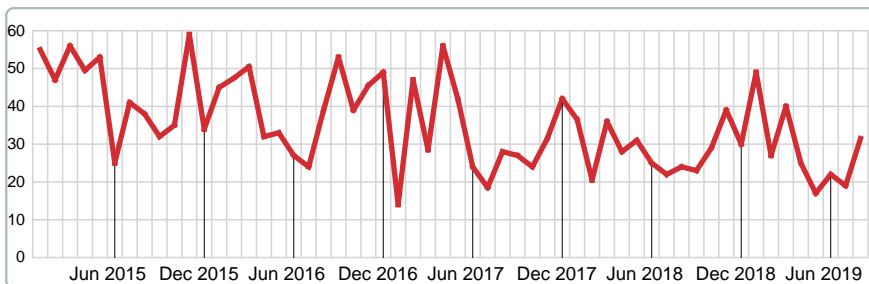
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

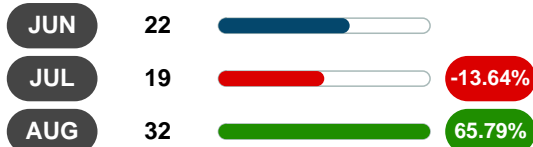


### 3 MONTHS

5 year AUG AVG = 32

High Nov 2015 59 Low Jan 2017 14

Median Days on Market to Sale this month at 32 equal to 5 yr AUG average of 32



### 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
\$30,000 and less	5	9.26%	34	50	9	0	0
\$30,001 - \$50,000	8	14.81%	13	53	13	11	0
\$50,001 - \$90,000	6	11.11%	35	18	37	71	0
\$90,001 - \$110,000	9	16.67%	6	54	4	148	60
\$110,001 - \$160,000	14	25.93%	34	0	33	64	0
\$160,001 - \$220,000	6	11.11%	43	0	1	82	0
\$220,001 and up	6	11.11%	39	0	76	6	0
Median Closed DOM			32	50	17	31	60
Total Closed Units		100%	31.5	9	33	11	1
Total Closed Volume			6,241,161	389.20K	3.96M	1.80M	97.50K



# August 2019



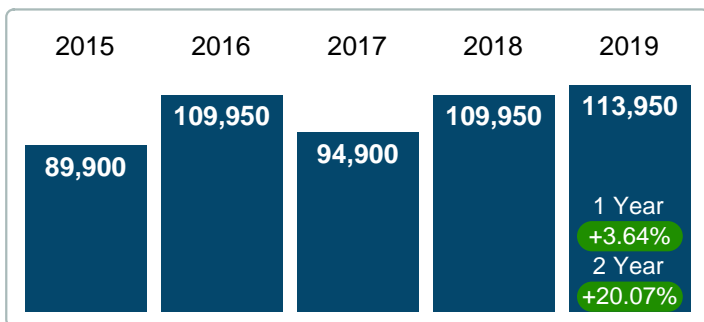
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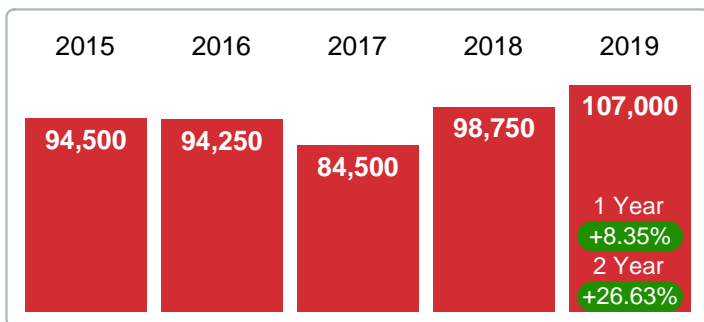
## MEDIAN LIST PRICE AT CLOSING

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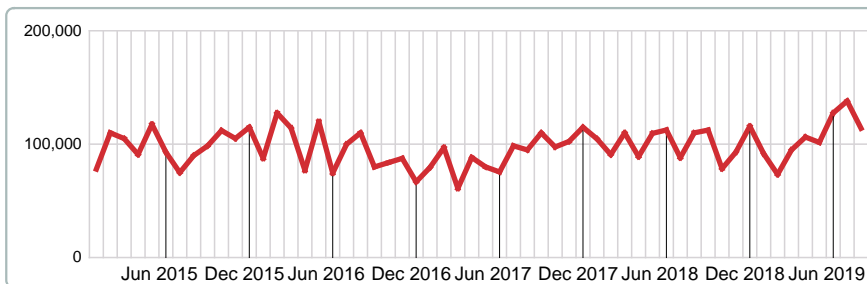
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 103,730

High Jul 2019 138,000 Low Mar 2017 61,000

Median List Price at Closing this month at **113,950**  
above the 5 yr AUG average of **103,730**



### 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
\$30,000 and less	11.11%	17,950	24,000	16,000	0	0
\$30,001 - \$50,000	11.11%	41,650	41,300	50,000	40,000	0
\$50,001 - \$90,000	14.81%	76,200	67,450	82,500	89,000	0
\$90,001 - \$110,000	12.96%	98,500	95,000	105,000	0	97,500
\$110,001 - \$160,000	25.93%	121,250	0	120,000	122,500	0
\$160,001 - \$220,000	12.96%	187,000	0	181,500	187,000	0
\$220,001 and up	11.11%	263,600	0	279,500	247,700	0
<b>Median List Price</b>		<b>113,950</b>	<b>41,300</b>	<b>118,000</b>	<b>179,900</b>	<b>97,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>113,950</b>	<b>9</b>	<b>33</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,358,400</b>	<b>419.00K</b>	<b>4.01M</b>	<b>1.83M</b>	<b>97.50K</b>



# August 2019



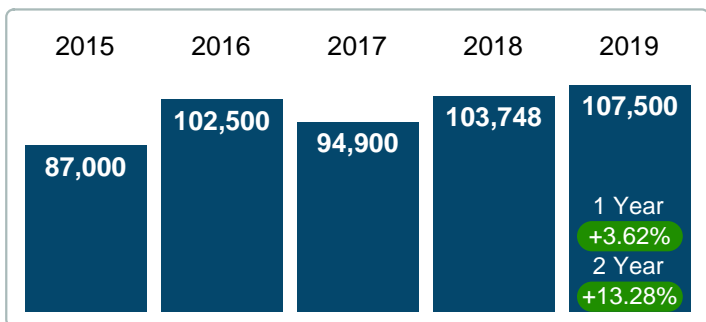
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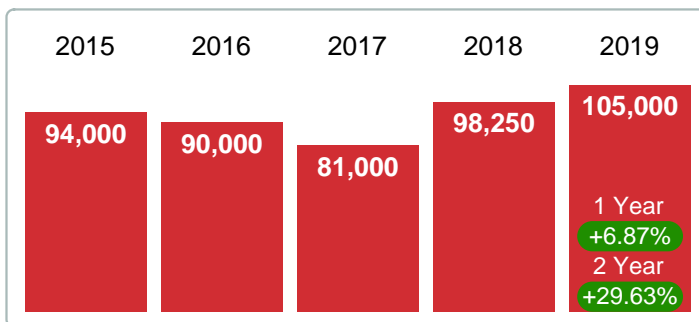
## MEDIAN SOLD PRICE AT CLOSING

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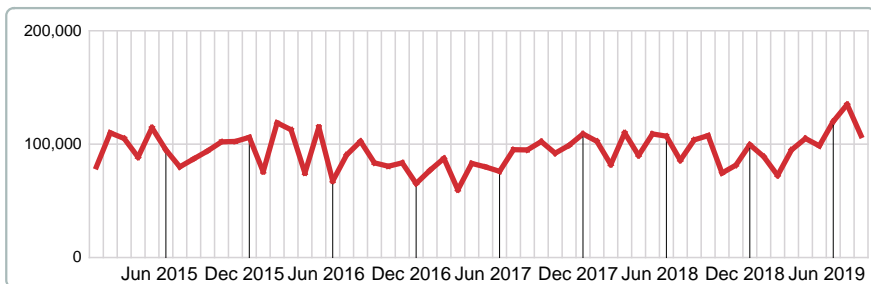
### AUGUST



### YEAR TO DATE (YTD)

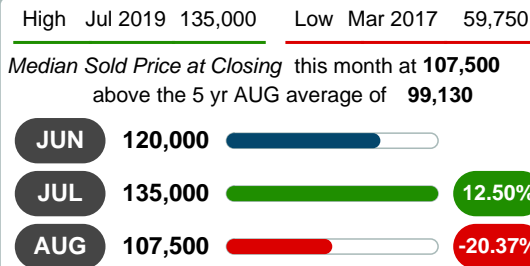


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year AUG AVG = 99,130



### 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
\$30,000 and less	9.26%	15,000	15,000	15,500	0	0
\$30,001 - \$50,000	14.81%	40,000	35,000	45,000	43,300	0
\$50,001 - \$90,000	11.11%	69,500	67,000	70,000	87,000	0
\$90,001 - \$110,000	16.67%	98,410	93,500	100,505	102,500	97,500
\$110,001 - \$160,000	25.93%	124,845	0	126,450	122,595	0
\$160,001 - \$220,000	11.11%	188,450	0	194,500	187,000	0
\$220,001 and up	11.11%	258,255	0	270,000	246,510	0
<b>Median Sold Price</b>		<b>107,500</b>	<b>35,000</b>	<b>115,100</b>	<b>175,500</b>	<b>97,500</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>107,500</b>	<b>9</b>	<b>33</b>	<b>11</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>6,241,161</b>	<b>389.20K</b>	<b>3.96M</b>	<b>1.80M</b>	<b>97.50K</b>

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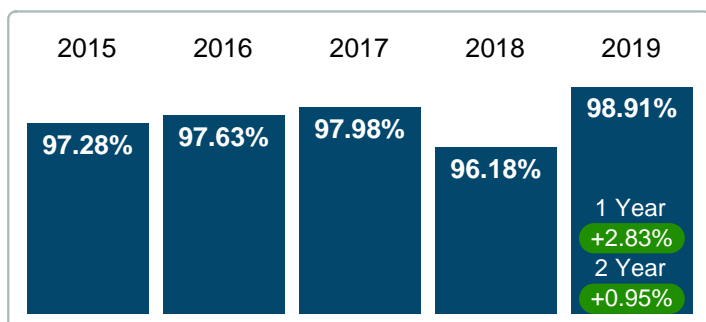
Area Delimited by County Of Muskogee - Residential Property Type



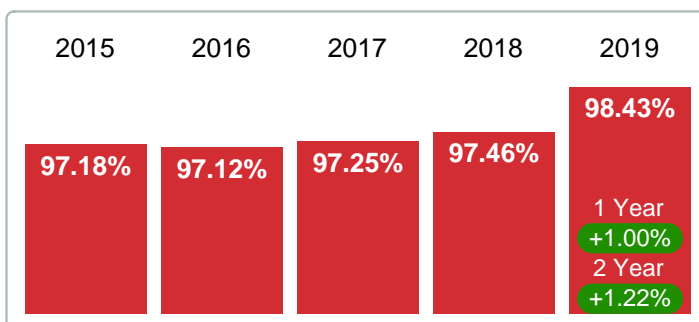
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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

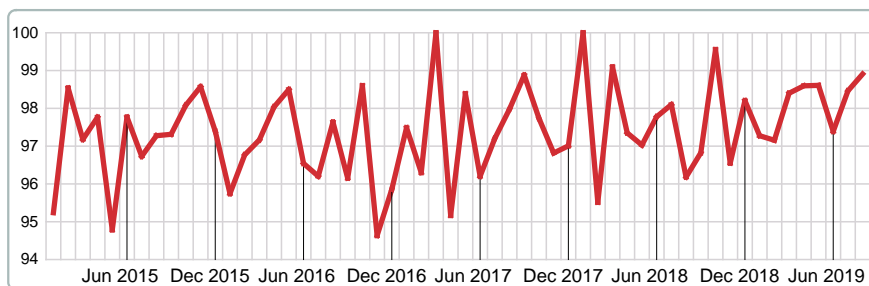
### AUGUST



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

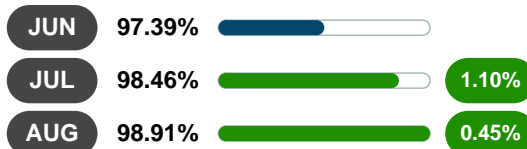


### 3 MONTHS

5 year AUG AVG = 97.60%

High Jan 2018 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **98.91%**  
above the 5 yr AUG average of **97.60%**



### 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
\$30,000 and less	5	9.26%	94.00%	89.15%	103.13%	0.00%	0.00%
\$30,001 \$50,000	8	14.81%	90.80%	83.33%	92.37%	108.25%	0.00%
\$50,001 \$90,000	6	11.11%	98.23%	99.36%	91.65%	97.75%	0.00%
\$90,001 \$110,000	9	16.67%	100.00%	98.42%	100.00%	83.67%	100.00%
\$110,001 \$160,000	14	25.93%	99.42%	0.00%	100.00%	98.18%	0.00%
\$160,001 \$220,000	6	11.11%	100.00%	0.00%	100.00%	100.00%	0.00%
\$220,001 and up	6	11.11%	98.51%	0.00%	96.60%	99.52%	0.00%
Median Sold/List Ratio		98.91%		94.00%	100.00%	98.83%	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

# August 2019



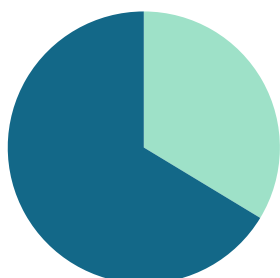
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

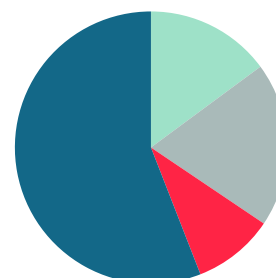


**Inventory**  
 New Listings  
**104 = 33.66%**  
 Start Inventory  
**205**  
 Total Inventory Units  
**309**  
 Volume  
**\$49,898,890**

### 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%
Median List Price	109,950	113,950	3.64%	98,750	107,000	8.35%
Median Sale Price	103,748	107,500	3.62%	98,250	105,000	6.87%
Median Percent of Selling Price to List Price	96.18%	98.91%	2.83%	97.46%	98.43%	1.00%
Median Days on Market to Sale	24.00	31.50	31.25%	28.00	27.00	-3.57%
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

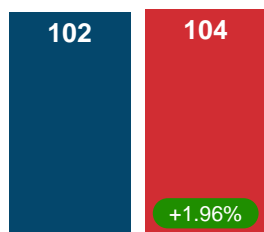
**Inventory** on August 31, 2019 = **203**

**2018** **2019**

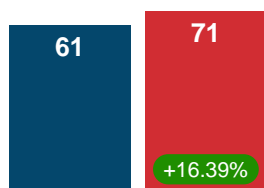
### AUGUST MARKET

### MEDIAN PRICES

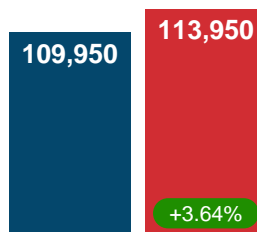
#### New Listings



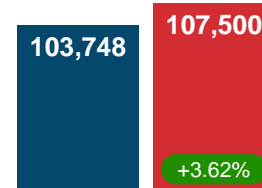
#### Pending Listings



#### List Price



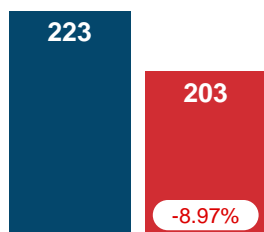
#### Sale Price



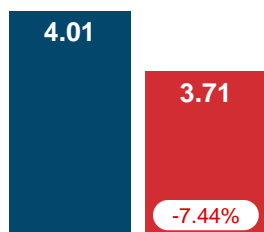
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

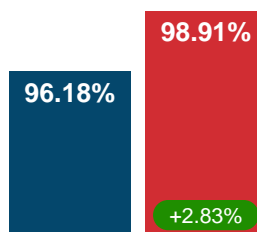
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

