

# December 2019



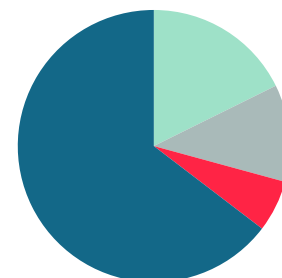
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 26, 2023 for MLS Technology Inc.

Compared Metrics	December		
	2018	2019	+/-%
Closed Listings	58	49	-15.52%
Pending Listings	46	32	-30.43%
New Listings	59	39	-33.90%
Average List Price	119,087	151,337	27.08%
Average Sale Price	114,058	146,208	28.19%
Average Percent of Selling Price to List Price	94.73%	94.18%	-0.58%
Average Days on Market to Sale	45.00	47.18	4.85%
End of Month Inventory	220	179	-18.64%
Months Supply of Inventory	3.81	3.27	-14.05%



■ Closed (17.69%)  
■ Pending (11.55%)  
■ Other OffMarket (6.14%)  
■ Active (64.62%)

**Absorption:** Last 12 months, an Average of **55 Sales/Month Active Inventory** as of December 31, 2019 = **179**

### Analysis Wrap-Up

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

The total housing inventory at the end of December 2019 decreased **18.64%** to 179 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 **3.27 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 **28.19%** in December 2019 to \$146,208 versus the previous year at \$114,058.

#### Average Days on Market Lengthens

The average number of **47.18** days that homes spent on the market before selling increased by 2.18 days or **4.85%** in December 2019 compared to last year's same month at **45.00** DOM.

#### Sales Success for December 2019 is Positive

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

There were 39 New Listings in December 2019, down **33.90%** from last year at 59. Furthermore, there were 49 Closed Listings this month versus last year at 58, a **-15.52%** decrease.

Closed versus Listed trends yielded a **125.6%** ratio, up from previous year's, December 2018, at **98.3%**, a **27.81%** 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>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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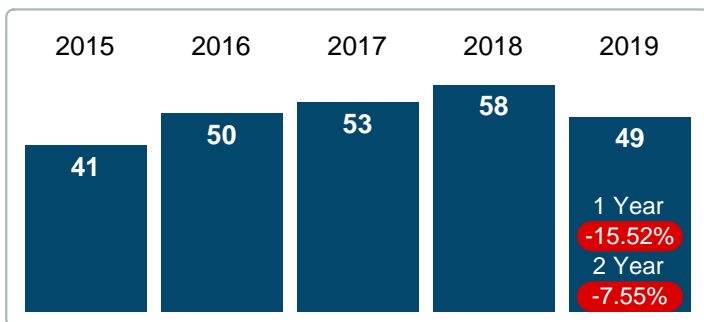
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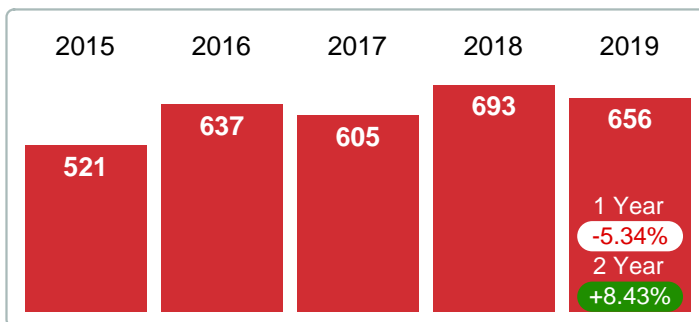
## CLOSED LISTINGS

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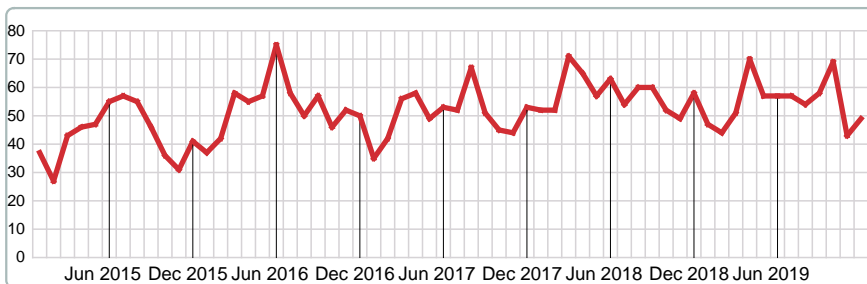
### DECEMBER



### YEAR TO DATE (YTD)

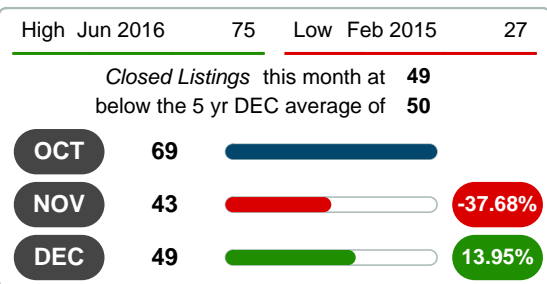


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 50



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	4	8.16%	52.8	0	2	1	1
\$40,001 - \$60,000	5	10.20%	30.6	0	4	1	0
\$60,001 - \$90,000	8	16.33%	38.8	2	6	0	0
\$90,001 - \$150,000	14	28.57%	57.4	1	11	2	0
\$150,001 - \$170,000	4	8.16%	15.0	0	3	1	0
\$170,001 - \$330,000	9	18.37%	54.8	0	5	4	0
\$330,001 and up	5	10.20%	56.2	0	1	3	1
<b>Total Closed Units</b>	<b>49</b>			<b>3</b>	<b>32</b>	<b>12</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>7,164,210</b>	<b>100%</b>	<b>47.2</b>	<b>275.00K</b>	<b>4.09M</b>	<b>2.34M</b>	<b>454.00K</b>
<b>Average Closed Price</b>	<b>\$146,208</b>			<b>\$91,667</b>	<b>\$127,841</b>	<b>\$195,358</b>	<b>\$227,000</b>

# December 2019



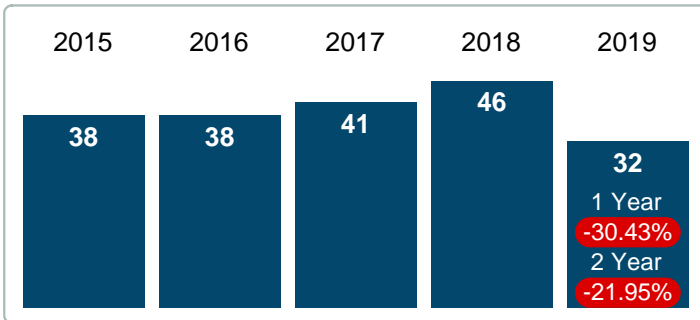
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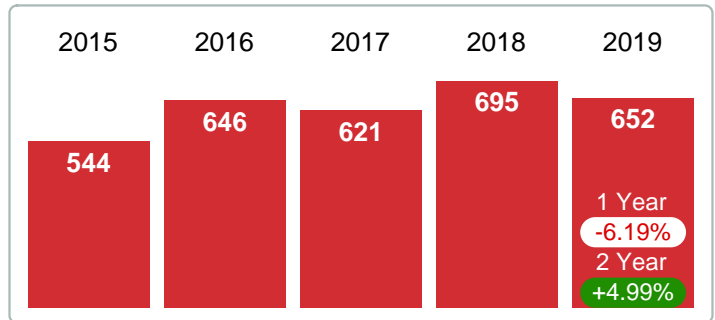
## PENDING LISTINGS

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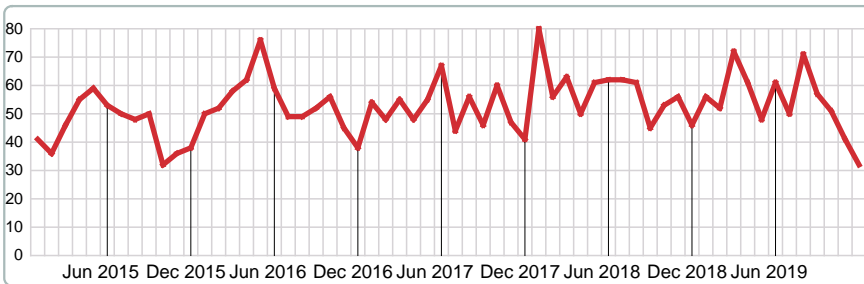
### DECEMBER



### YEAR TO DATE (YTD)

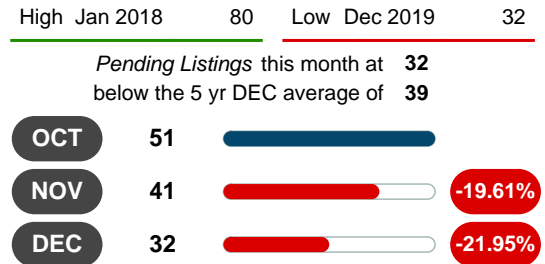


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 39



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	2	6.25%	27.5	1	1	0	0
\$25,001 - \$50,000	2	6.25%	10.5	0	2	0	0
\$50,001 - \$75,000	6	18.75%	50.7	3	2	1	0
\$75,001 - \$150,000	8	25.00%	45.9	1	5	2	0
\$150,001 - \$225,000	5	15.63%	92.2	0	4	1	0
\$225,001 - \$325,000	4	12.50%	35.0	0	0	4	0
\$325,001 and up	5	15.63%	64.0	0	0	4	1
<b>Total Pending Units</b>	<b>32</b>			<b>5</b>	<b>14</b>	<b>12</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,408,795</b>	<b>100%</b>	<b>52.1</b>	<b>366.40K</b>	<b>1.52M</b>	<b>3.04M</b>	<b>475.00K</b>
<b>Average Listing Price</b>	<b>\$169,025</b>			<b>\$73,280</b>	<b>\$108,793</b>	<b>\$253,691</b>	<b>\$475,000</b>

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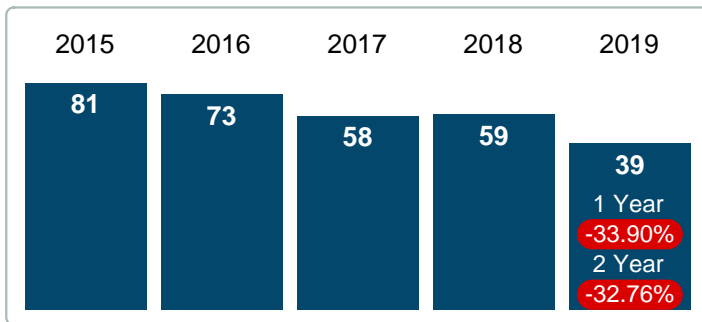
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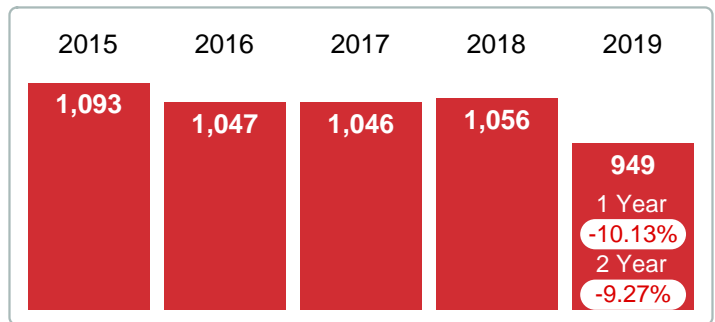
## NEW LISTINGS

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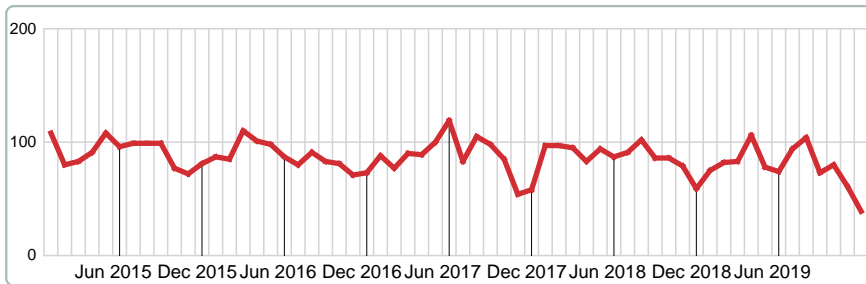
### DECEMBER



### YEAR TO DATE (YTD)

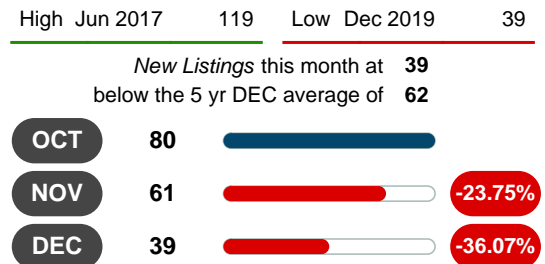


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 62



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds   3 Beds   4 Beds   5+ Beds			
\$20,000 and less	2	5.13%	1	0	1	0
\$20,001 - \$40,000	4	10.26%	2	2	0	0
\$40,001 - \$60,000	9	23.08%	2	6	0	1
\$60,001 - \$130,000	8	20.51%	1	3	4	0
\$130,001 - \$180,000	7	17.95%	0	5	2	0
\$180,001 - \$250,000	6	15.38%	0	4	2	0
\$250,001 and up	3	7.69%	0	2	1	0
<b>Total New Listed Units</b>	<b>39</b>		<b>6</b>	<b>22</b>	<b>10</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>7,149,900</b>	<b>100%</b>	<b>267.90K</b>	<b>5.44M</b>	<b>1.40M</b>	<b>46.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$125,357</b>		<b>\$44,650</b>	<b>\$247,139</b>	<b>\$139,805</b>	<b>\$46,900</b>

# December 2019



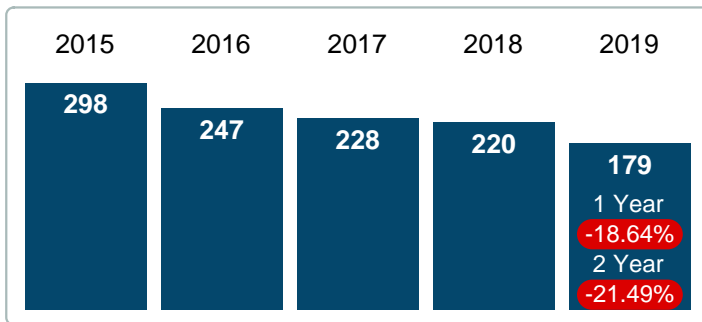
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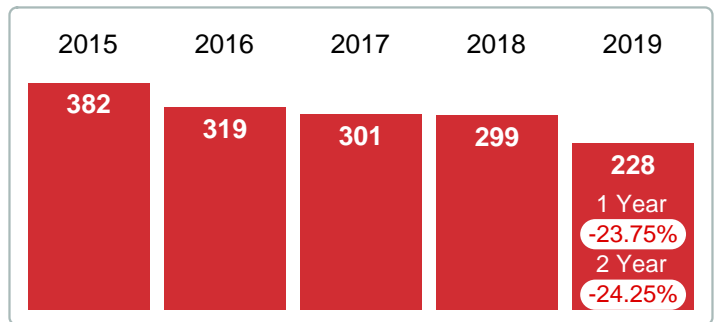
## ACTIVE INVENTORY

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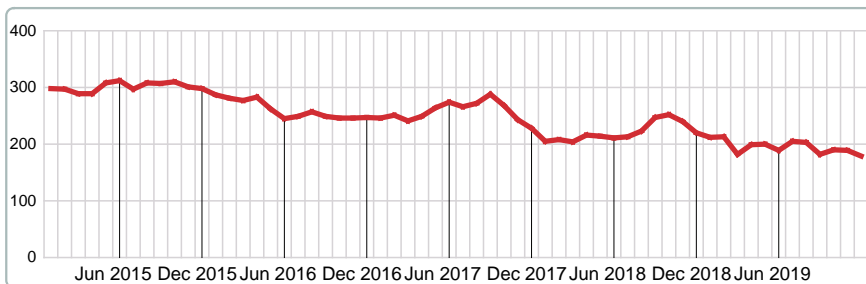
### END OF DECEMBER



### ACTIVE DURING DECEMBER

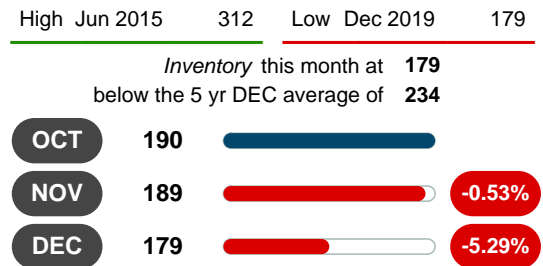


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 234



### 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	6	3.35%	32.2	4	1	1	0
\$25,001 - \$50,000	18	10.06%	89.7	11	5	1	1
\$50,001 - \$75,000	25	13.97%	76.3	5	18	2	0
\$75,001 - \$150,000	59	32.96%	81.5	7	36	15	1
\$150,001 - \$225,000	29	16.20%	85.3	0	19	10	0
\$225,001 - \$375,000	26	14.53%	81.9	2	9	13	2
\$375,001 and up	16	8.94%	90.9	2	6	5	3
<b>Total Active Inventory by Units</b>	<b>179</b>			<b>31</b>	<b>94</b>	<b>47</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>34,334,875</b>	<b>100%</b>	<b>81.4</b>	<b>3.42M</b>	<b>17.17M</b>	<b>10.91M</b>	<b>2.83M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$191,815</b>			<b>\$110,448</b>	<b>\$182,675</b>	<b>\$232,188</b>	<b>\$403,814</b>

# December 2019



Area Delimited by County Of Muskogee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jul 26, 2023 for MLS Technology Inc.

### MSI FOR DECEMBER

2015	2016	2017	2018	2019

### INDICATORS FOR DECEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
179	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 DEC AVG = inf

High Dec 2019	inf	Low Dec 2019	inf
Months Supply this month at inf equal to 5 yr DEC average of inf			
OCT	inf		%
NOV	inf		%
DEC	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	18		10.06%	1.83	2.94	0.86	1.71	0.00	
\$40,001 - \$60,000	16		8.94%	3.49	4.00	3.53	1.71	6.00	
\$60,001 - \$90,000	27		15.08%	3.31	2.82	2.47	13.71	0.00	
\$90,001 - \$160,000	50		27.93%	2.56	9.00	2.26	2.55	3.00	
\$160,001 - \$230,000	27		15.08%	3.68	0.00	3.86	4.00	0.00	
\$230,001 - \$370,000	22		12.29%	4.63	12.00	6.00	4.00	2.00	
\$370,001 and up	19		10.61%	38.00	0.00	24.00	84.00	24.00	
Market Supply of Inventory (MSI)		3.27			3.92	2.73	4.37	4.42	
Total Active Inventory by Units		179	100%	3.27	31	94	47	7	

# December 2019



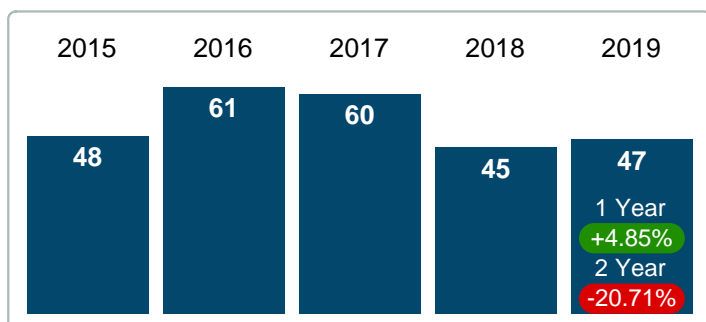
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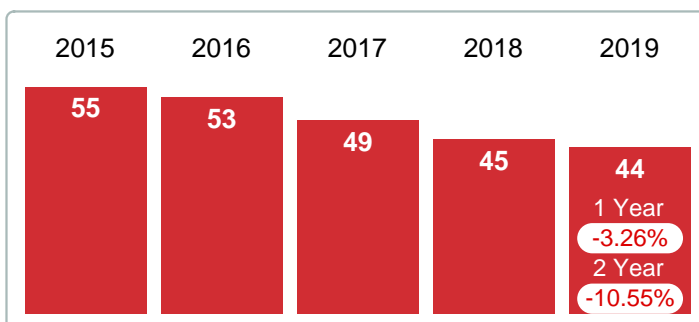
## AVERAGE DAYS ON MARKET TO SALE

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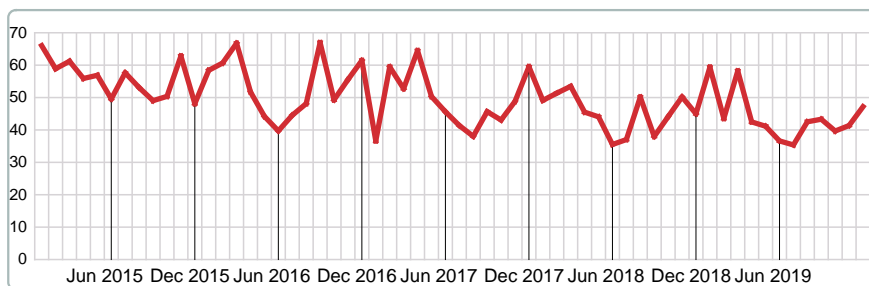
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

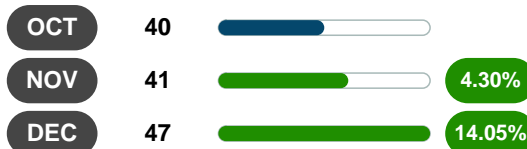


### 3 MONTHS

5 year DEC AVG = 52

High Sep 2016 67 Low Jul 2019 35

Average Days on Market to Sale this month at 47 below the 5 yr DEC average of 52



### 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
\$40,000 and less	8.16%	53	0	34	32	112
\$40,001 - \$60,000	10.20%	31	0	29	38	0
\$60,001 - \$90,000	16.33%	39	17	46	0	0
\$90,001 - \$150,000	28.57%	57	123	58	20	0
\$150,001 - \$170,000	8.16%	15	0	9	32	0
\$170,001 - \$330,000	18.37%	55	0	58	51	0
\$330,001 and up	10.20%	56	0	64	23	147
Average Closed DOM		47	52	46	34	130
Total Closed Units	100%	49	3	32	12	2
Total Closed Volume		7,164,210	275.00K	4.09M	2.34M	454.00K



# December 2019



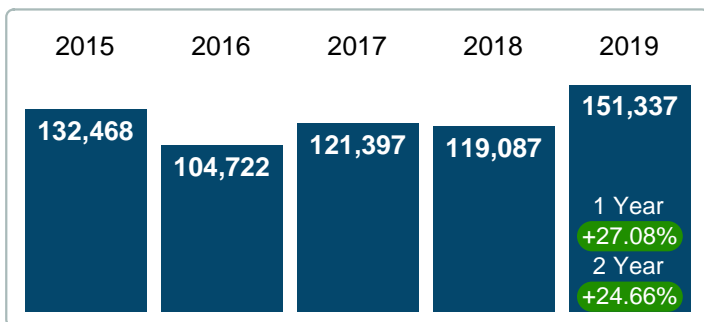
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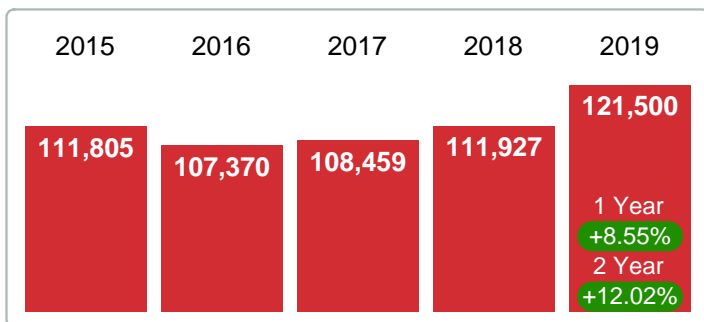
## AVERAGE LIST PRICE AT CLOSING

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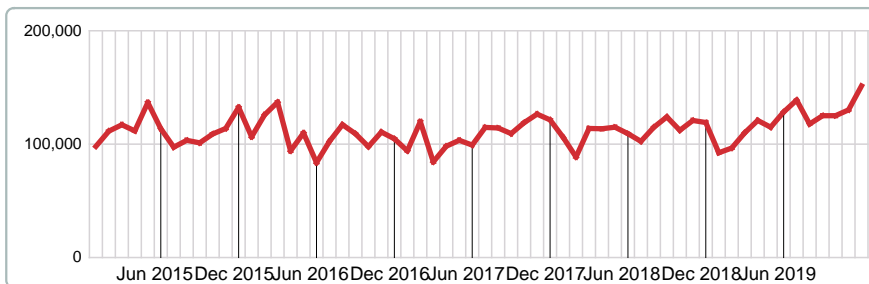
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 125,802

High Dec 2019 151,337    Low Jun 2016 83,698

Average List Price at Closing this month at **151,337**  
above the 5 yr DEC average of **125,802**

OCT	125,094	<div style="width: 80%;"></div>
NOV	130,195	<div style="width: 90%;"></div> 4.08%
DEC	151,337	<div style="width: 120%;"></div> 16.24%

### 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
\$25,000 and less	2	4.08%	25,000	0	25,000	0	0
\$25,001 - \$50,000	2	4.08%	38,750	0	64,900	45,700	39,000
\$50,001 - \$75,000	10	20.41%	65,730	69,000	68,600	0	0
\$75,001 - \$150,000	16	32.65%	117,487	114,750	125,417	110,950	0
\$150,001 - \$175,000	6	12.24%	163,900	0	163,267	172,298	0
\$175,001 - \$325,000	8	16.33%	232,624	0	238,360	245,500	0
\$325,001 and up	5	10.20%	381,300	0	359,000	357,500	475,000
Average List Price			151,337	99,500	131,541	199,475	257,000
Total Closed Units		100%	151,337	3	32	12	2
Total Closed Volume			7,415,493	298.50K	4.21M	2.39M	514.00K



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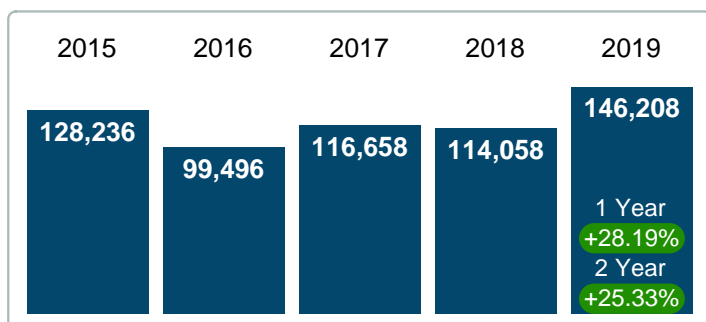
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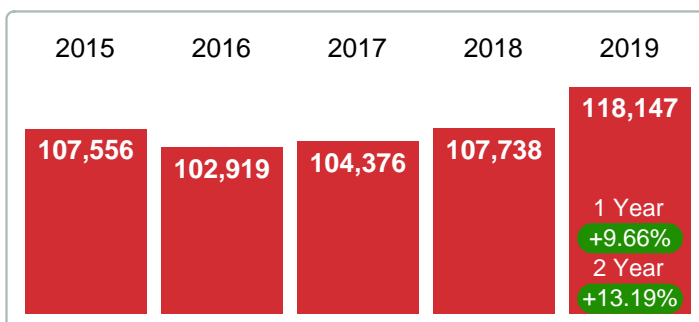
## AVERAGE SOLD PRICE AT CLOSING

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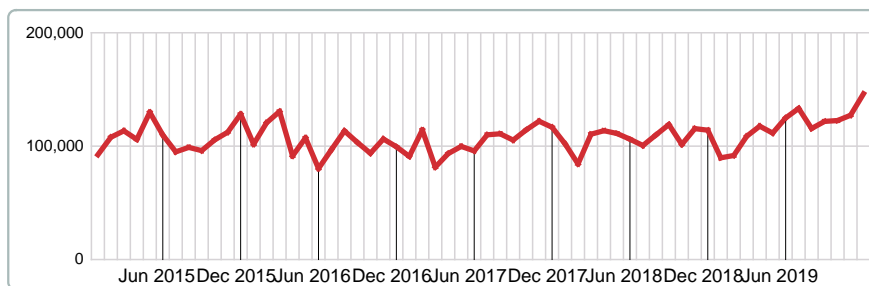
### DECEMBER



### YEAR TO DATE (YTD)

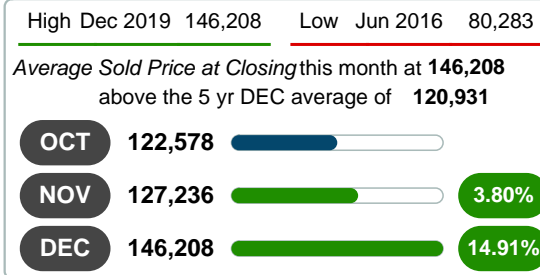


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year DEC AVG = 120,931



### 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
\$40,000 and less	8.16%	22,375	0	16,000	28,500	29,000
\$40,001 - \$60,000	10.20%	51,932	0	53,665	45,000	0
\$60,001 - \$90,000	16.33%	72,238	79,500	69,817	0	0
\$90,001 - \$150,000	28.57%	124,171	116,000	126,618	114,800	0
\$150,001 - \$170,000	8.16%	166,175	0	164,933	169,900	0
\$170,001 - \$330,000	18.37%	223,728	0	235,750	208,700	0
\$330,001 and up	10.20%	364,100	0	359,000	345,500	425,000
<b>Average Sold Price</b>		<b>146,208</b>	<b>91,667</b>	<b>127,841</b>	<b>195,358</b>	<b>227,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>146,208</b>	<b>3</b>	<b>32</b>	<b>12</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>7,164,210</b>	<b>275.00K</b>	<b>4.09M</b>	<b>2.34M</b>	<b>454.00K</b>

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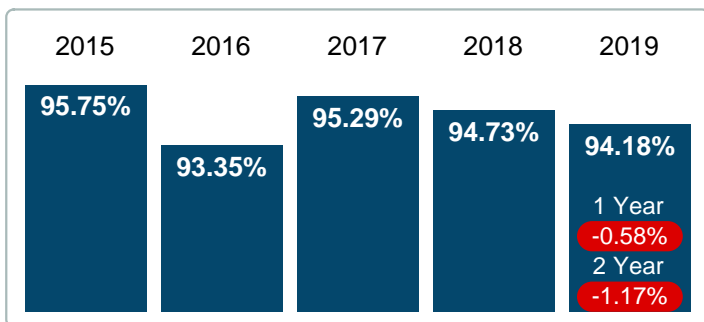
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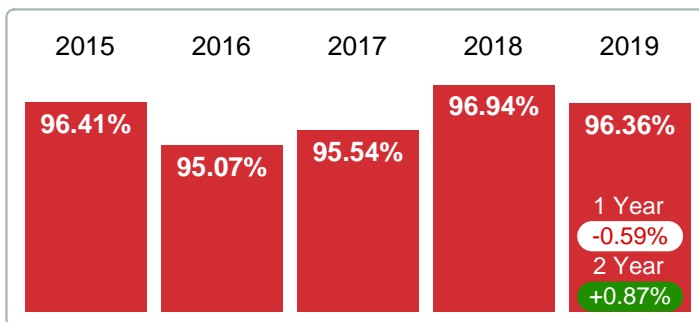
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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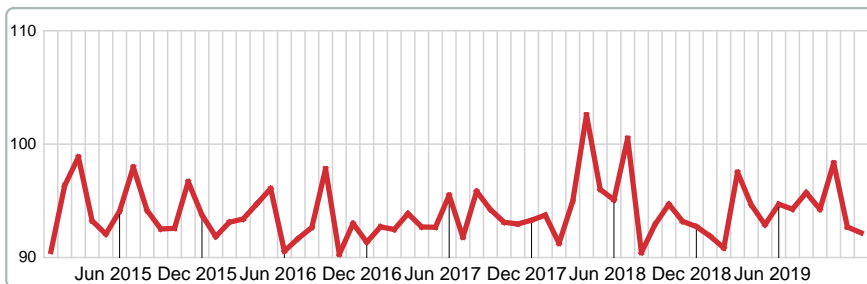
### DECEMBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

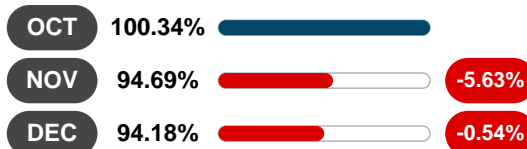


### 3 MONTHS

5 year DEC AVG = 94.66%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **94.18%**  
below the 5 yr DEC average of **94.66%**



### 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
\$40,000 and less	4	8.16%	69.10%	0.00%	64.00%	74.03%	74.36%
\$40,001 - \$60,000	5	10.20%	81.35%	0.00%	80.42%	85.07%	0.00%
\$60,001 - \$90,000	8	16.33%	96.43%	90.91%	98.27%	0.00%	0.00%
\$90,001 - \$150,000	14	28.57%	98.67%	97.07%	97.95%	103.39%	0.00%
\$150,001 - \$170,000	4	8.16%	101.57%	0.00%	101.08%	103.03%	0.00%
\$170,001 - \$330,000	9	18.37%	99.17%	0.00%	99.18%	99.15%	0.00%
\$330,001 and up	5	10.20%	95.99%	0.00%	100.00%	96.82%	89.47%
Average Sold/List Ratio		94.20%		92.96%	94.25%	96.33%	81.92%
Total Closed Units		49	100%	3	32	12	2
Total Closed Volume		7,164,210		275.00K	4.09M	2.34M	454.00K

# December 2019



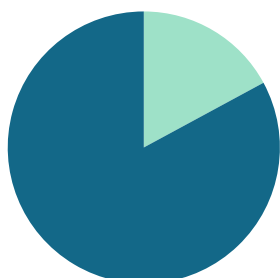
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

Report produced on Jul 26, 2023 for MLS Technology Inc.

### INVENTORY



**Inventory**

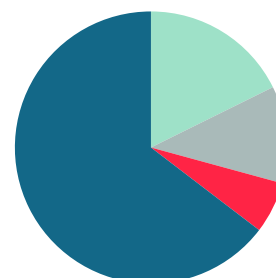
- New Listings **39 = 17.11%**
- Start Inventory **189**
- Total Inventory Units **228**
- Volume **\$42,987,270**

### Market Activity

**Market Activity**

- Closed Sales **49 = 17.69%**
- Pending Sales **32 = 11.55%**
- Other Off Market **17 = 6.14%**
- Active Inventory **179 = 64.62%**

### MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	58	49	-15.52%	693	656	-5.34%
Pending Sales	46	32	-30.43%	695	652	-6.19%
New Listings	59	39	-33.90%	1,056	949	-10.13%
Average List Price	119,087	151,337	27.08%	111,927	121,500	8.55%
Average Sale Price	114,058	146,208	28.19%	107,738	118,147	9.66%
Average Percent of Selling Price to List Price	94.73%	94.18%	-0.58%	96.94%	96.36%	-0.59%
Average Days on Market to Sale	45.00	47.18	4.85%	45.28	43.80	-3.26%
Monthly Inventory	220	179	-18.64%	220	179	-18.64%
Months Supply of Inventory	3.81	3.27	-14.05%	3.81	3.27	-14.05%

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

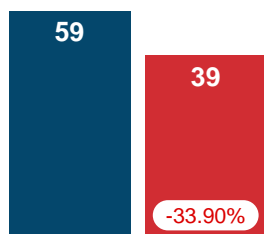
**Inventory** on December 31, 2019 = **179**

**2018** **2019**

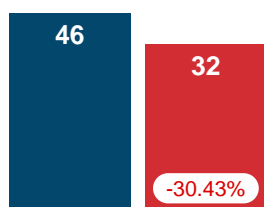
### DECEMBER MARKET

### AVERAGE PRICES

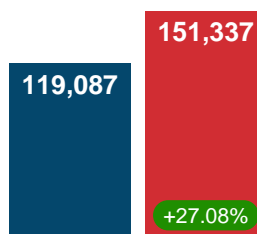
#### New Listings



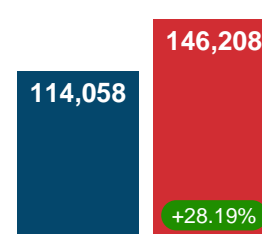
#### Pending Listings



#### List Price



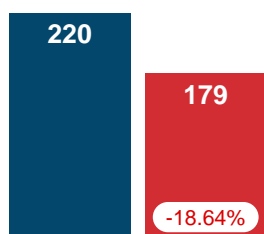
#### Sale Price



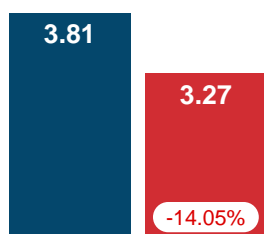
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

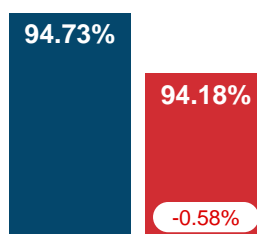
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

