

November 2019



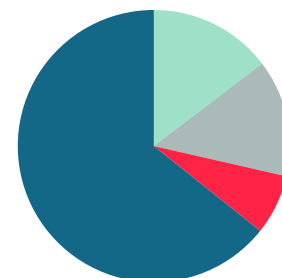
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	November		
	2018	2019	+/-%
Closed Listings	49	43	-12.24%
Pending Listings	56	41	-26.79%
New Listings	79	61	-22.78%
Average List Price	120,896	130,195	7.69%
Average Sale Price	115,465	127,236	10.19%
Average Percent of Selling Price to List Price	95.19%	94.69%	-0.52%
Average Days on Market to Sale	50.18	41.37	-17.56%
End of Month Inventory	240	189	-21.25%
Months Supply of Inventory	4.19	3.41	-18.53%



■ Closed (14.63%)
■ Pending (13.95%)
■ Other OffMarket (7.14%)
■ Active (64.29%)

Absorption: Last 12 months, an Average of **55 Sales/Month Active Inventory** as of November 30, 2019 = **189**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of November 2019 decreased **21.25%** to 189 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 **3.41** 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 **10.19%** in November 2019 to \$127,236 versus the previous year at \$115,465.

Average Days on Market Shortens

The average number of **41.37** days that homes spent on the market before selling decreased by 8.81 days or **17.56%** in November 2019 compared to last year's same month at **50.18** DOM.

Sales Success for November 2019 is Positive

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

There were 61 New Listings in November 2019, down **22.78%** from last year at 79. Furthermore, there were 43 Closed Listings this month versus last year at 49, a **-12.24%** decrease.

Closed versus Listed trends yielded a **70.5%** ratio, up from previous year's, November 2018, at **62.0%**, a **13.65%** 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

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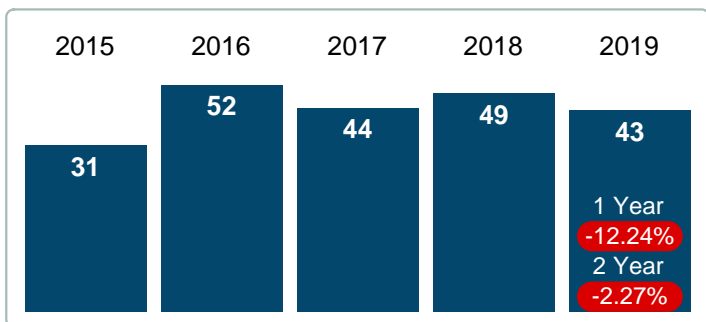
Area Delimited by County Of Muskogee - Residential Property Type



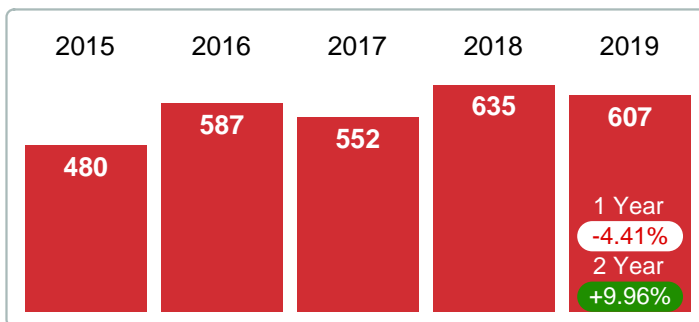
CLOSED LISTINGS

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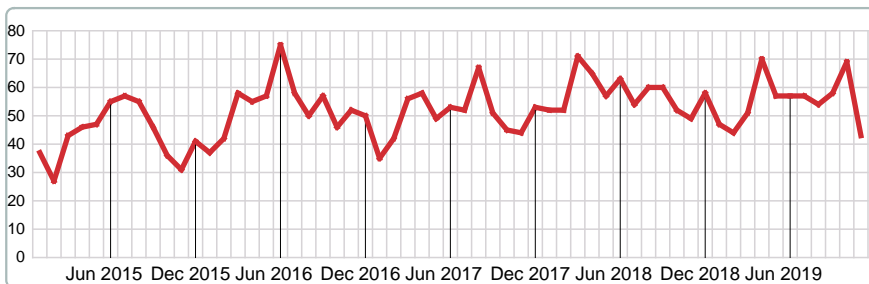
NOVEMBER



YEAR TO DATE (YTD)

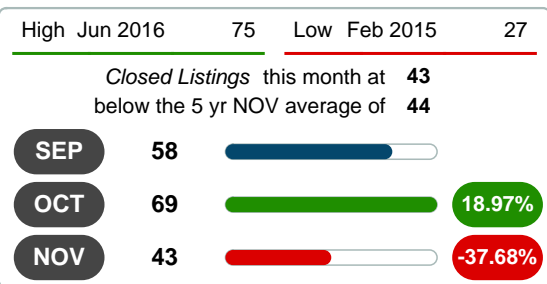


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 44



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	9.30%	44.0	3	1	0	0
\$20,001 - \$50,000	5	11.63%	34.8	0	5	0	0
\$50,001 - \$80,000	6	13.95%	37.3	1	4	0	1
\$80,001 - \$130,000	8	18.60%	31.3	1	7	0	0
\$130,001 - \$170,000	9	20.93%	52.3	0	6	3	0
\$170,001 - \$240,000	6	13.95%	35.3	0	3	3	0
\$240,001 and up	5	11.63%	54.4	0	2	3	0
Total Closed Units	43			5	28	9	1
Total Closed Volume	5,471,150	100%	41.4	225.00K	3.25M	1.94M	60.00K
Average Closed Price	\$127,236			\$45,000	\$116,002	\$215,344	\$60,000

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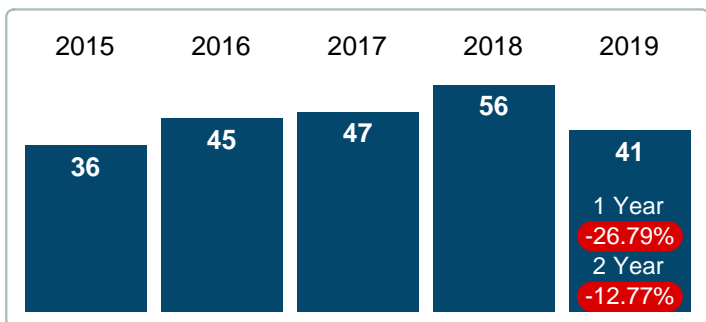
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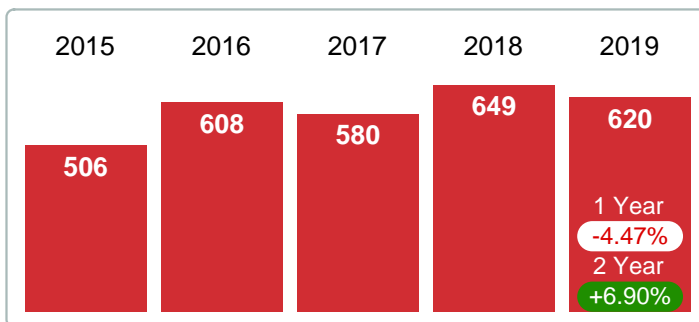
PENDING LISTINGS

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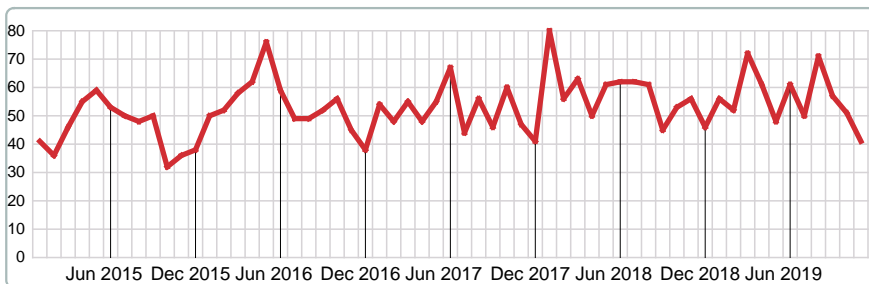
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 45

High Jan 2018 80 Low Oct 2015 32

Pending Listings this month at 41 below the 5 yr NOV average of 45



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range	%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.76%	48.3	0	3	0	1
\$50,001 - \$60,000	9.76%	43.0	1	2	0	1
\$60,001 - \$90,000	14.63%	46.3	0	5	1	0
\$90,001 - \$140,000	26.83%	49.7	1	9	1	0
\$140,001 - \$170,000	12.20%	46.0	0	4	1	0
\$170,001 - \$250,000	14.63%	58.5	0	5	1	0
\$250,001 and up	12.20%	73.6	0	3	1	1
Total Pending Units		41	2	31	5	3
Total Pending Volume		5,830,798	179.40K	4.41M	843.40K	393.90K
Average Listing Price		\$142,215	\$89,700	\$142,390	\$168,680	\$131,300

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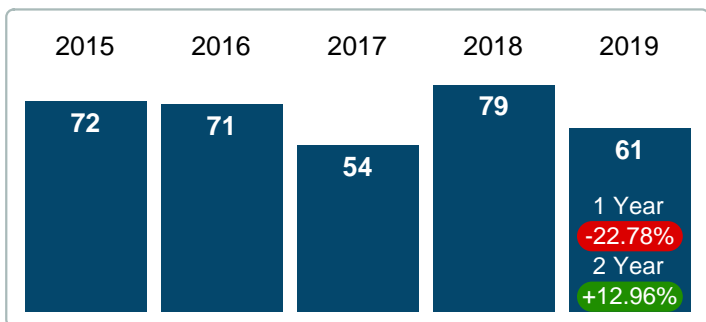
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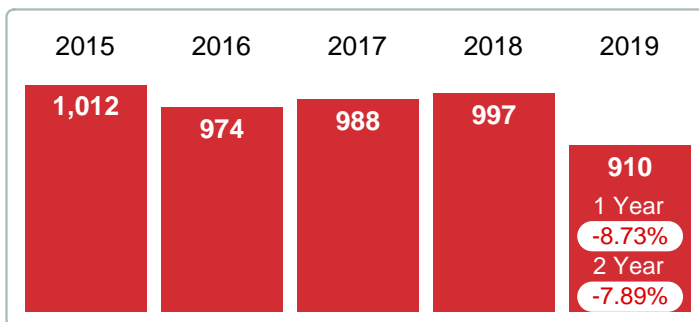
NEW LISTINGS

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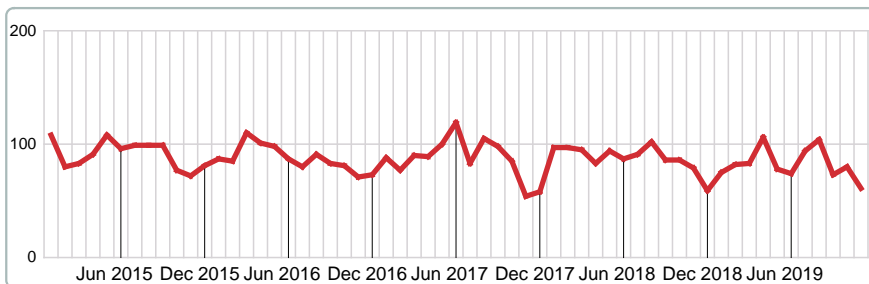
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 67

High Jun 2017 119 Low Nov 2017 54

New Listings this month at 61
below the 5 yr NOV average of 67



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	6	9.84%	4	2	0	0
\$30,001 - \$50,000	6	9.84%	2	4	0	0
\$50,001 - \$80,000	8	13.11%	3	5	0	0
\$80,001 - \$150,000	19	31.15%	4	13	2	0
\$150,001 - \$220,000	8	13.11%	0	5	3	0
\$220,001 - \$360,000	7	11.48%	0	1	6	0
\$360,001 and up	7	11.48%	1	1	4	1
Total New Listed Units	61		14	31	15	1
Total New Listed Volume	10,115,357	100%	1.24M	4.11M	4.35M	409.90K
Average New Listed Listing Price	\$131,188		\$88,750	\$132,602	\$290,153	\$409,900



Area Delimited by County Of Muskogee - Residential Property Type

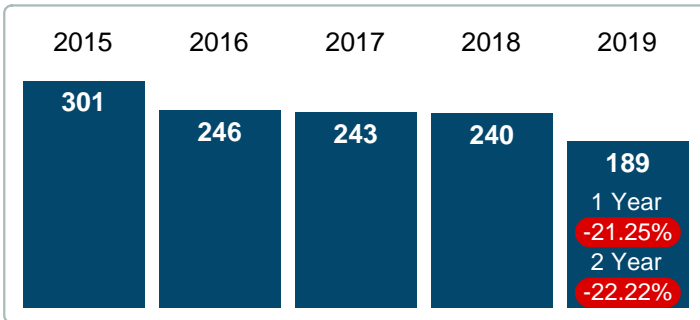


November 2019

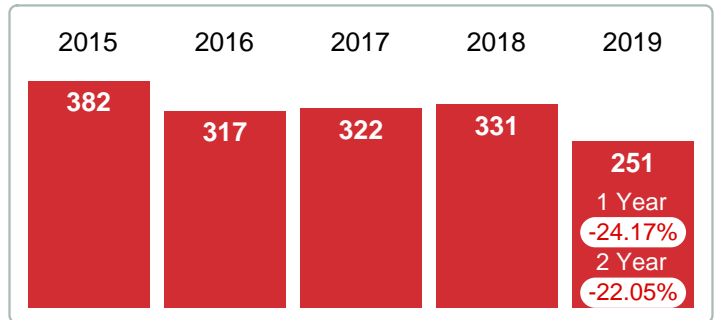
ACTIVE INVENTORY

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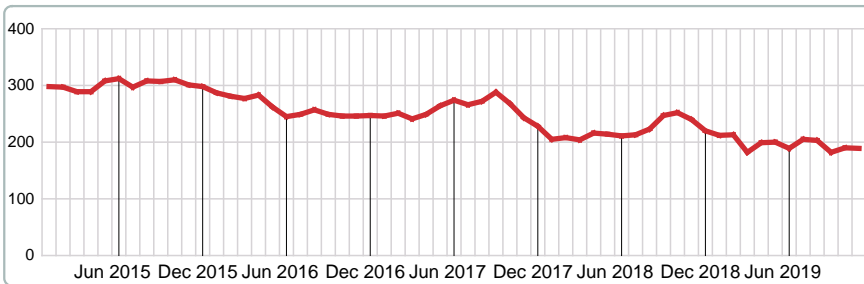
END OF NOVEMBER



ACTIVE DURING NOVEMBER

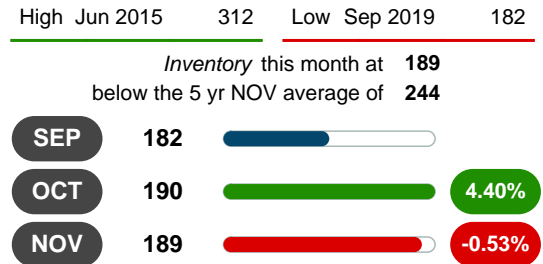


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 244



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	8	4.23%	44.6	5	3	0	0
\$25,001 - \$50,000	17	8.99%	91.1	10	6	1	0
\$50,001 - \$75,000	26	13.76%	73.6	8	15	3	0
\$75,001 - \$150,000	62	32.80%	64.6	7	41	13	1
\$150,001 - \$225,000	29	15.34%	73.4	0	19	10	0
\$225,001 - \$375,000	29	15.34%	53.4	2	8	17	2
\$375,001 and up	18	9.52%	73.7	2	5	7	4
Total Active Inventory by Units	189			34	97	51	7
Total Active Inventory by Volume	35,837,370	100%	67.9	3.69M	16.12M	12.77M	3.25M
Average Active Inventory Listing Price	\$189,616			\$108,644	\$166,146	\$250,441	\$464,971

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

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Area Delimited by County Of Muskogee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR NOVEMBER

2015	2016	2017	2018	2019

INDICATORS FOR NOVEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
189	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 NOV AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	17	8.99%	1.58	2.48	0.98	0.00	0.00
\$40,001 - \$60,000	16	8.47%	3.49	4.29	3.27	4.00	0.00
\$60,001 - \$90,000	32	16.93%	3.88	5.25	2.83	9.60	0.00
\$90,001 - \$160,000	51	26.98%	2.63	10.29	2.50	1.96	3.00
\$160,001 - \$230,000	28	14.81%	3.86	0.00	3.79	5.00	0.00
\$230,001 - \$370,000	24	12.70%	5.05	12.00	5.60	5.25	1.50
\$370,001 and up	21	11.11%	50.40	0.00	20.00	108.00	60.00
Market Supply of Inventory (MSI)			3.41	4.04	2.81	4.67	4.42
		100%	3.41				
Total Active Inventory by Units			189	34	97	51	7

November 2019



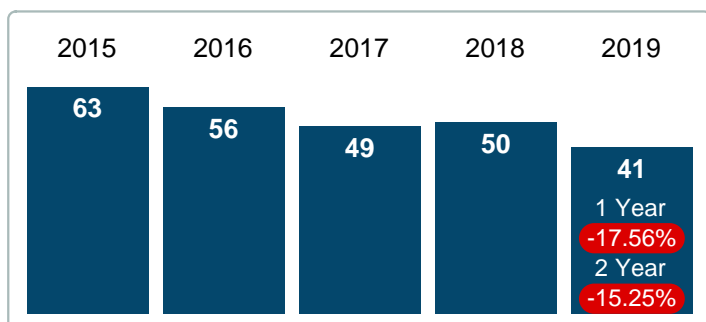
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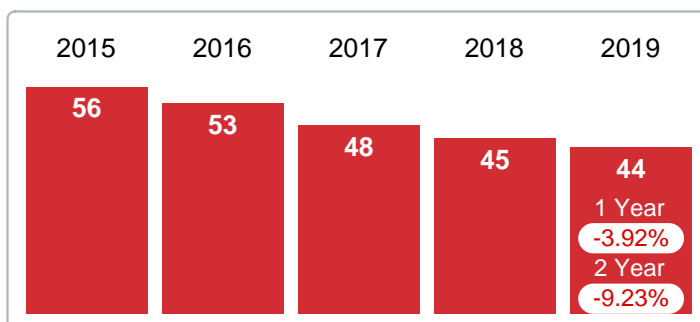
AVERAGE DAYS ON MARKET TO SALE

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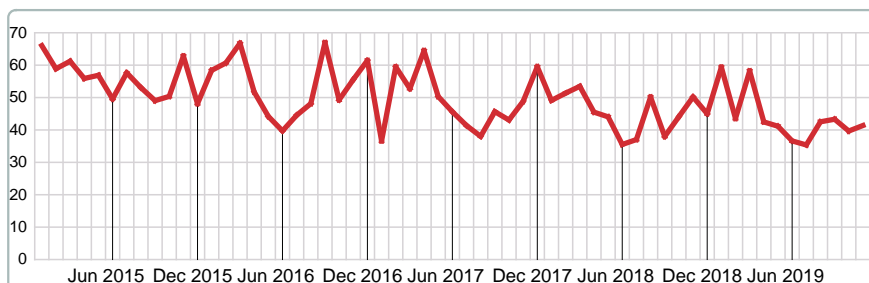
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

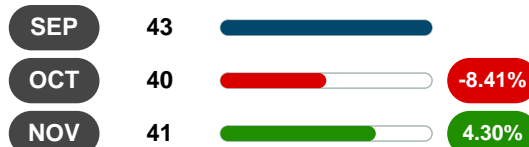


3 MONTHS

5 year NOV AVG = 52

High Sep 2016 67 Low Jul 2019 35

Average Days on Market to Sale this month at 41 below the 5 yr NOV 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
\$20,000 and less	9.30%	44	38	63	0	0
\$20,001 \$50,000	11.63%	35	0	35	0	0
\$50,001 \$80,000	13.95%	37	24	34	0	66
\$80,001 \$130,000	18.60%	31	17	33	0	0
\$130,001 \$170,000	20.93%	52	0	12	133	0
\$170,001 \$240,000	13.95%	35	0	26	45	0
\$240,001 and up	11.63%	54	0	118	12	0
Average Closed DOM		41	31	35	63	66
Total Closed Units	100%	41	5	28	9	1
Total Closed Volume		5,471,150	225.00K	3.25M	1.94M	60.00K

November 2019



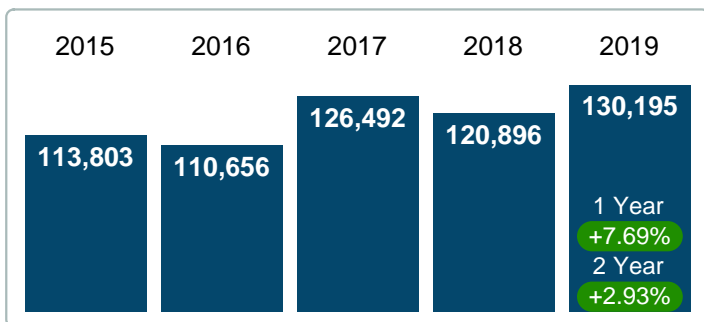
Area Delimited by County Of Muskogee - Residential Property Type



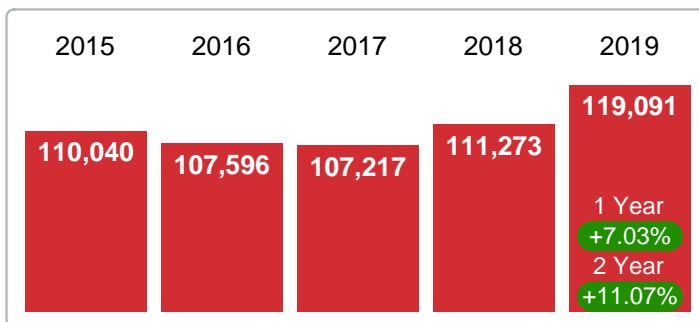
AVERAGE LIST PRICE AT CLOSING

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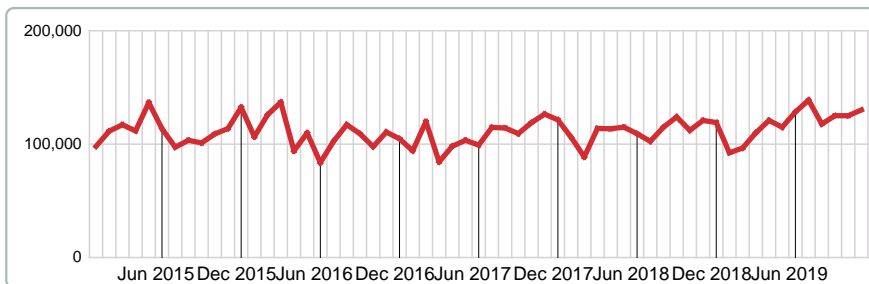
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

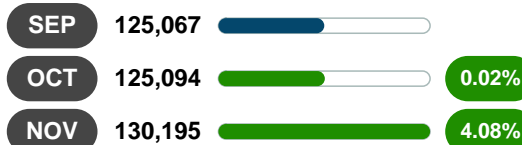


3 MONTHS

5 year NOV AVG = 120,408

High Jul 2019 138,832 Low Jun 2016 83,698

Average List Price at Closing this month at **130,195** above the 5 yr NOV average of **120,408**



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
\$20,000 and less	9.30%	16,225	14,967	20,000	0	0
\$20,001 \$50,000	11.63%	35,560	0	38,580	0	0
\$50,001 \$80,000	11.63%	67,160	62,900	74,200	0	60,000
\$80,001 \$130,000	20.93%	103,478	124,500	101,114	0	0
\$130,001 \$170,000	18.60%	139,838	0	140,633	151,600	0
\$170,001 \$240,000	16.28%	195,443	0	182,967	213,100	0
\$240,001 and up	11.63%	320,360	0	377,500	282,267	0
Average List Price		130,195	46,460	120,186	215,656	60,000
Total Closed Units	100%	130,195	5	28	9	1
Total Closed Volume		5,598,400	232.30K	3.37M	1.94M	60.00K

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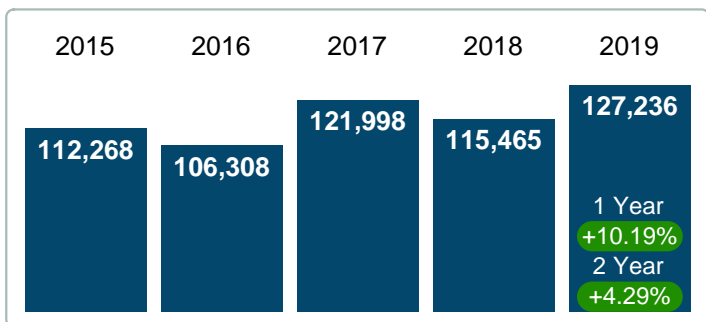
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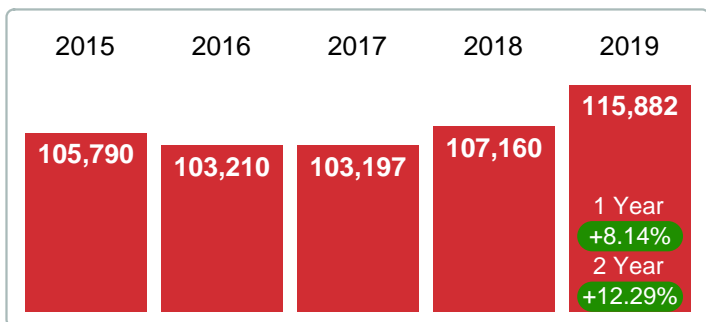
AVERAGE SOLD PRICE AT CLOSING

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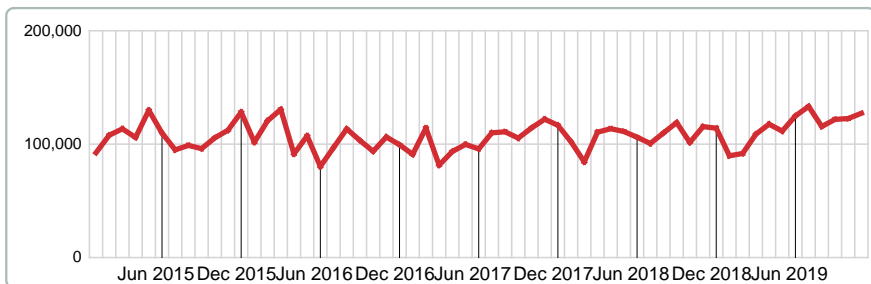
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

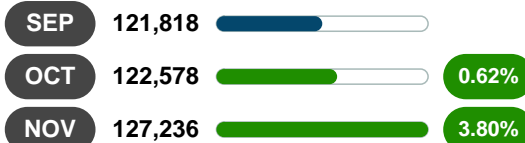


3 MONTHS

5 year NOV AVG = 116,655

High Jul 2019 133,292 Low Jun 2016 80,283

Average Sold Price at Closing this month at **127,236** above the 5 yr NOV average of **116,655**



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
\$20,000 and less	9.30%	13,250	12,667	15,000	0	0
\$20,001 \$50,000	11.63%	31,430	0	31,430	0	0
\$50,001 \$80,000	13.95%	63,817	62,000	65,225	0	60,000
\$80,001 \$130,000	18.60%	101,613	125,000	98,271	0	0
\$130,001 \$170,000	20.93%	143,111	0	140,350	148,633	0
\$170,001 \$240,000	13.95%	198,467	0	183,833	213,100	0
\$240,001 and up	11.63%	317,280	0	366,750	284,300	0
Average Sold Price		127,236	45,000	116,002	215,344	60,000
Total Closed Units	100%	127,236	5	28	9	1
Total Closed Volume		5,471,150	225.00K	3.25M	1.94M	60.00K

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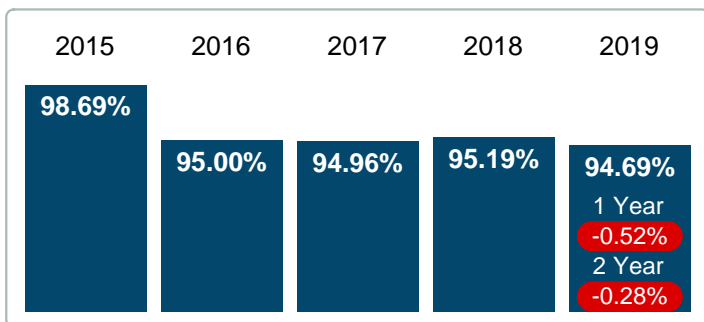
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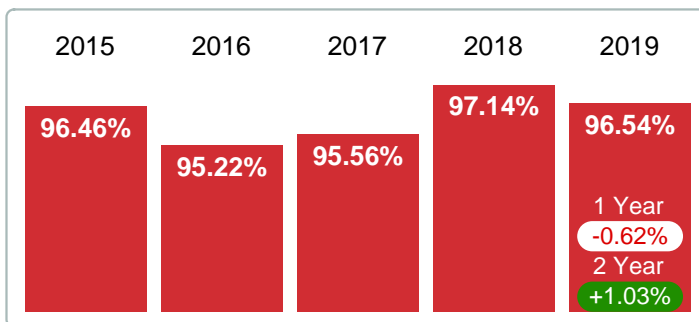
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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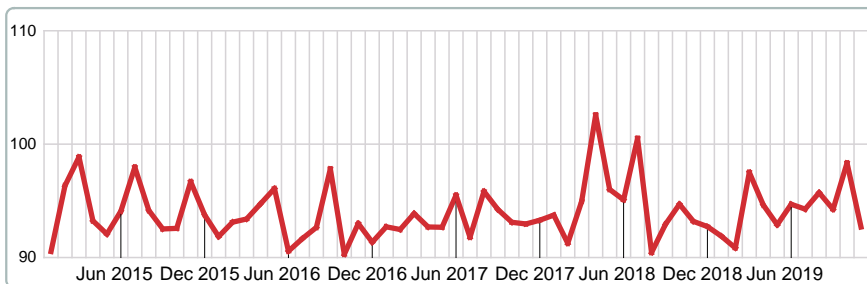
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

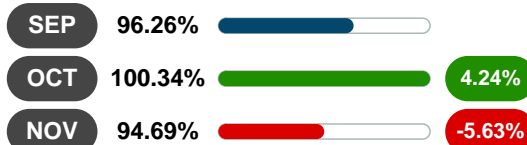


3 MONTHS

5 year NOV AVG = 95.71%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **94.69%**
below the 5 yr NOV average of **95.71%**



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
\$20,000 and less	4	9.30%	79.29%	80.71%	75.00%	0.00%	0.00%
\$20,001 \$50,000	5	11.63%	84.01%	0.00%	84.01%	0.00%	0.00%
\$50,001 \$80,000	6	13.95%	93.43%	98.57%	90.50%	0.00%	100.00%
\$80,001 \$130,000	8	18.60%	97.58%	100.40%	97.17%	0.00%	0.00%
\$130,001 \$170,000	9	20.93%	99.37%	0.00%	99.83%	98.44%	0.00%
\$170,001 \$240,000	6	13.95%	100.21%	0.00%	100.43%	100.00%	0.00%
\$240,001 and up	5	11.63%	99.56%	0.00%	98.13%	100.51%	0.00%
Average Sold/List Ratio		94.70%		88.22%	94.06%	99.65%	100.00%
Total Closed Units		43	100%	5	28	9	1
Total Closed Volume		5,471,150		225.00K	3.25M	1.94M	60.00K

November 2019



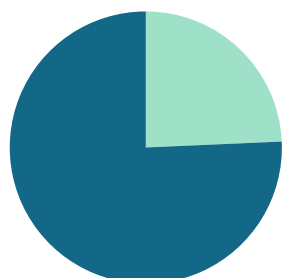
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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INVENTORY

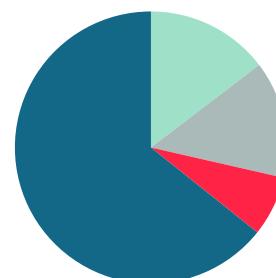


Inventory
 New Listings
61 = 24.30%
 Start Inventory
190
 Total Inventory Units
251
 Volume
\$45,435,243

Market Activity

Closed Sales
43 = 14.63%
 Pending Sales
41 = 13.95%
 Other Off Market
21 = 7.14%
 Active Inventory
189 = 64.29%

MARKET ACTIVITY



Compared Metrics	November			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	49	43	-12.24%	635	607	-4.41%
Pending Sales	56	41	-26.79%	649	620	-4.47%
New Listings	79	61	-22.78%	997	910	-8.73%
Average List Price	120,896	130,195	7.69%	111,273	119,091	7.03%
Average Sale Price	115,465	127,236	10.19%	107,160	115,882	8.14%
Average Percent of Selling Price to List Price	95.19%	94.69%	-0.52%	97.14%	96.54%	-0.62%
Average Days on Market to Sale	50.18	41.37	-17.56%	45.30	43.53	-3.92%
Monthly Inventory	240	189	-21.25%	240	189	-21.25%
Months Supply of Inventory	4.19	3.41	-18.53%	4.19	3.41	-18.53%

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

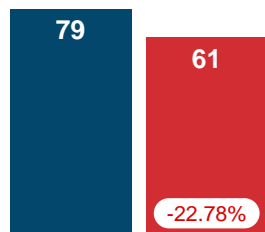
Inventory on November 30, 2019 = **189**

2018 **2019**

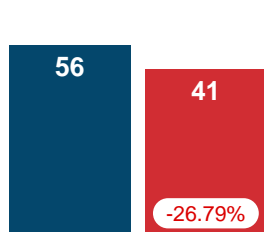
NOVEMBER MARKET

AVERAGE PRICES

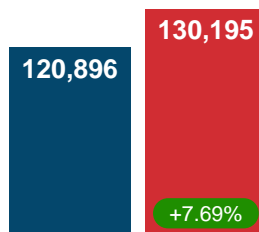
New Listings



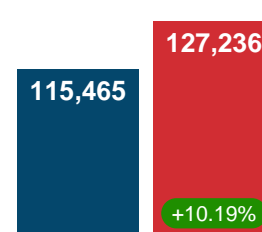
Pending Listings



List Price



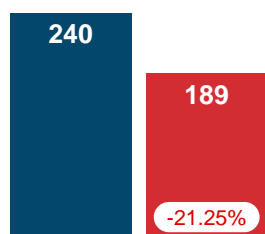
Sale Price



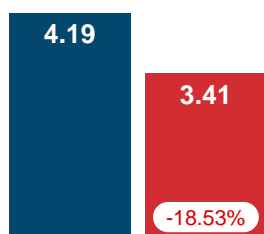
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

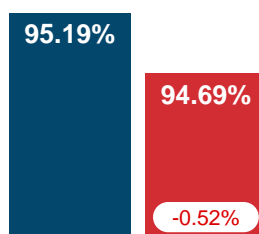
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

