

November 2019



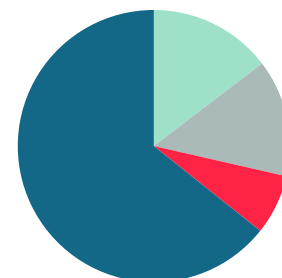
Area Delimited by County Of Muskogee - Residential Property Type



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%
Median List Price	93,000	124,500	33.87%
Median Sale Price	81,500	122,000	49.69%
Median Percent of Selling Price to List Price	96.55%	99.34%	2.89%
Median Days on Market to Sale	39.00	27.00	-30.77%
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.

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 **49.69%** in November 2019 to \$122,000 versus the previous year at \$81,500.

Median Days on Market Shortens

The median number of **27.00** days that homes spent on the market before selling decreased by 12.00 days or **30.77%** in November 2019 compared to last year's same month at **39.00** DOM.

Sales Success for November 2019 is Positive

Overall, with Median 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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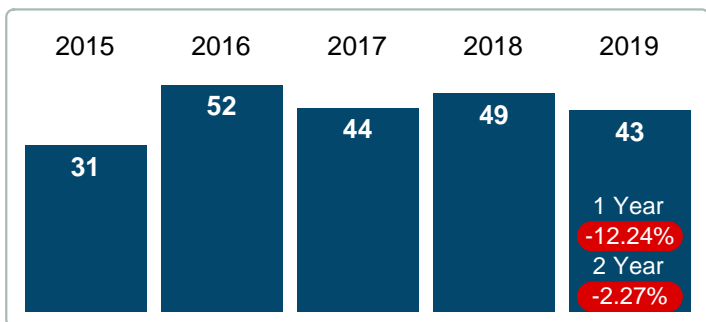
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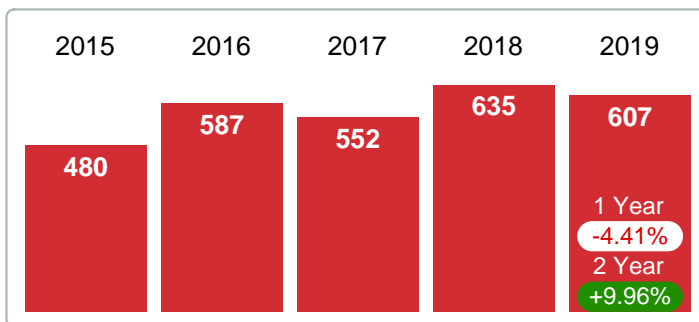
CLOSED LISTINGS

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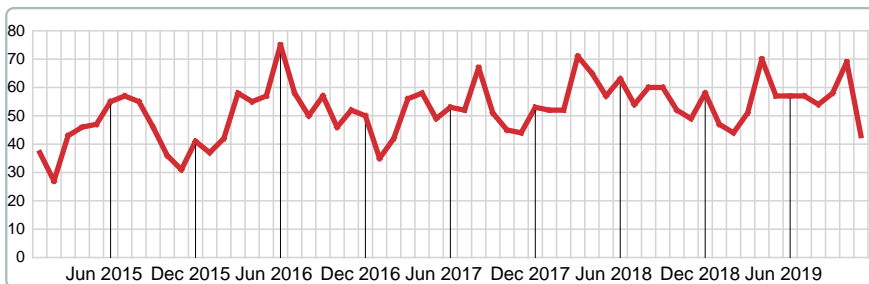
NOVEMBER



YEAR TO DATE (YTD)

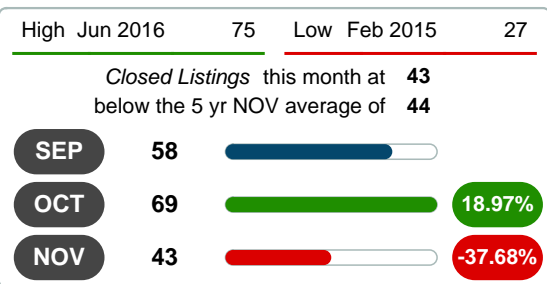


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 44



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	9.30%	48.5	3	1	0	0
\$20,001 - \$50,000	5	11.63%	14.0	0	5	0	0
\$50,001 - \$80,000	6	13.95%	31.5	1	4	0	1
\$80,001 - \$130,000	8	18.60%	28.5	1	7	0	0
\$130,001 - \$170,000	9	20.93%	20.0	0	6	3	0
\$170,001 - \$240,000	6	13.95%	30.0	0	3	3	0
\$240,001 and up	5	11.63%	31.0	0	2	3	0
Total Closed Units	43			5	28	9	1
Total Closed Volume	5,471,150	100%	27.0	225.00K	3.25M	1.94M	60.00K
Median Closed Price	\$122,000			\$19,000	\$99,950	\$229,900	\$60,000

November 2019



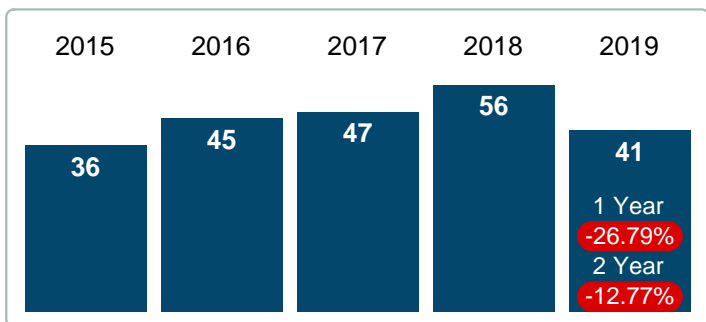
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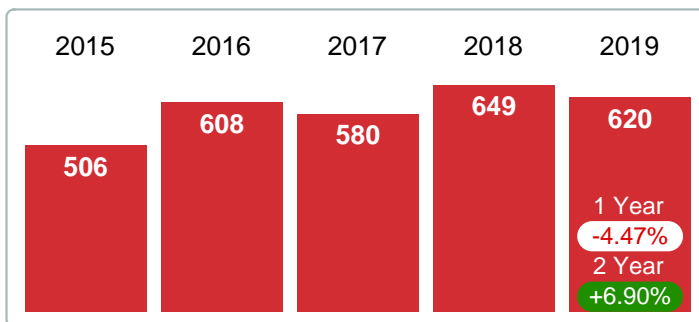
PENDING LISTINGS

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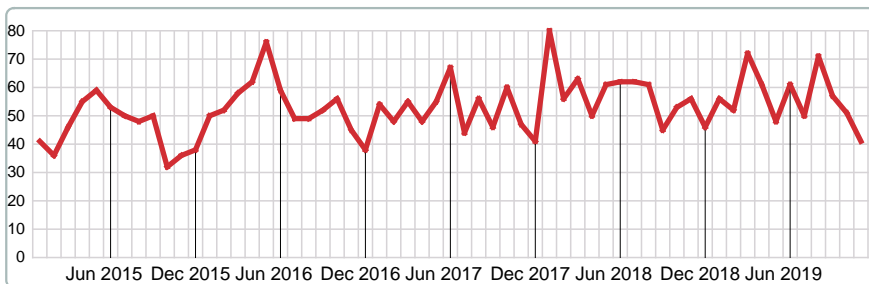
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

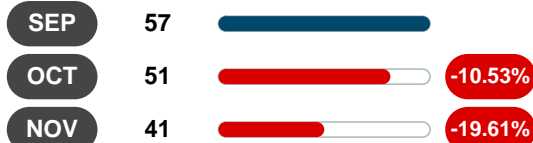


3 MONTHS

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	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	9.76%	37.0	0	3	0	1
\$50,001 - \$60,000	9.76%	36.5	1	2	0	1
\$60,001 - \$90,000	14.63%	35.0	0	5	1	0
\$90,001 - \$140,000	26.83%	29.0	1	9	1	0
\$140,001 - \$170,000	12.20%	32.0	0	4	1	0
\$170,001 - \$250,000	14.63%	41.5	0	5	1	0
\$250,001 and up	12.20%	64.0	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
Median Listing Price		\$129,900	\$89,700	\$135,000	\$164,900	\$60,000

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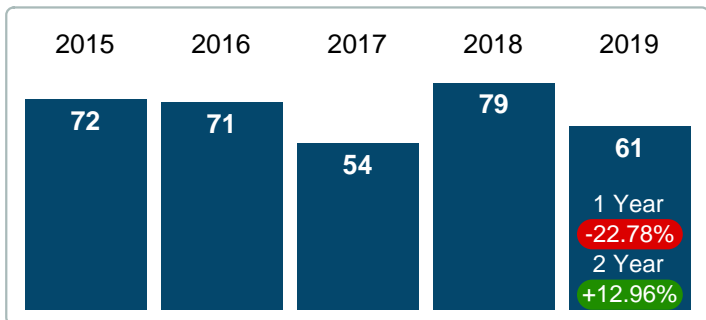
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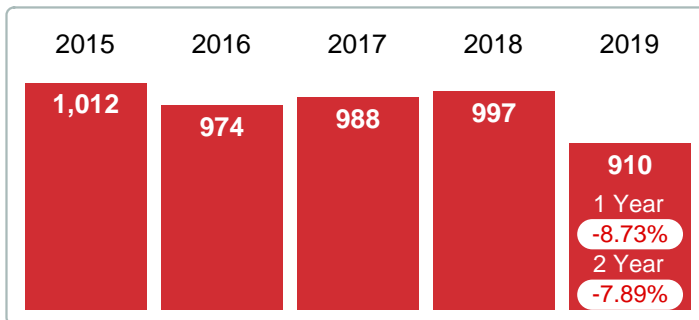
NEW LISTINGS

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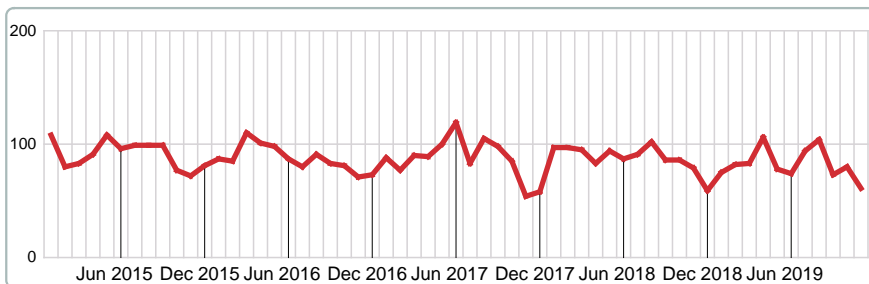
NOVEMBER



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
Median New Listed Listing Price	\$123,900		\$59,950	\$99,900	\$298,500	\$409,900

November 2019



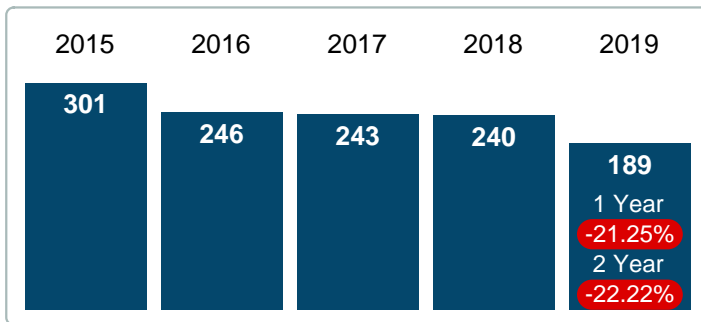
Area Delimited by County Of Muskogee - Residential Property Type



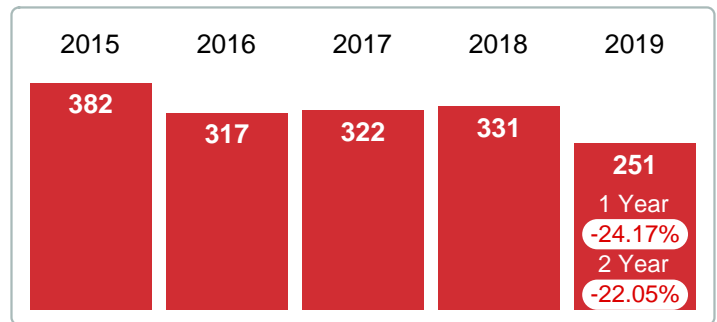
ACTIVE INVENTORY

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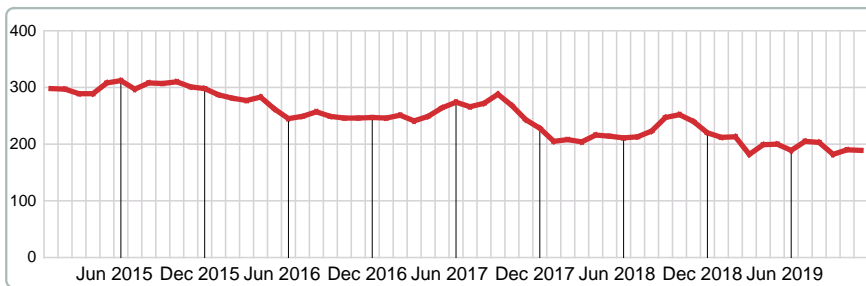
END OF NOVEMBER



ACTIVE DURING NOVEMBER

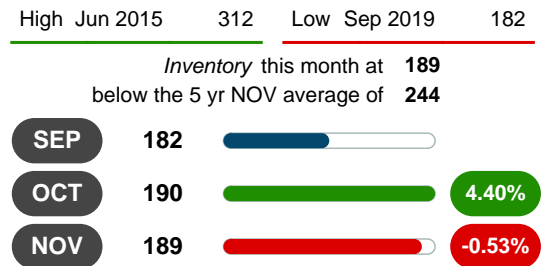


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 244



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	17	8.99%	36.0	12	5	0	0
\$40,001 - \$60,000	16	8.47%	73.0	5	9	2	0
\$60,001 - \$90,000	32	16.93%	73.0	7	17	8	0
\$90,001 - \$160,000	51	26.98%	54.0	6	36	8	1
\$160,001 - \$230,000	28	14.81%	59.0	0	18	10	0
\$230,001 - \$370,000	24	12.70%	44.5	2	7	14	1
\$370,001 and up	21	11.11%	66.0	2	5	9	5
Total Active Inventory by Units	189			34	97	51	7
Total Active Inventory by Volume	35,837,370	100%	58.0	3.69M	16.12M	12.77M	3.25M
Median Active Inventory Listing Price	\$129,900			\$62,250	\$129,000	\$219,900	\$409,900

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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
Total Active Inventory by Units		100%	3.41	34	97	51	7

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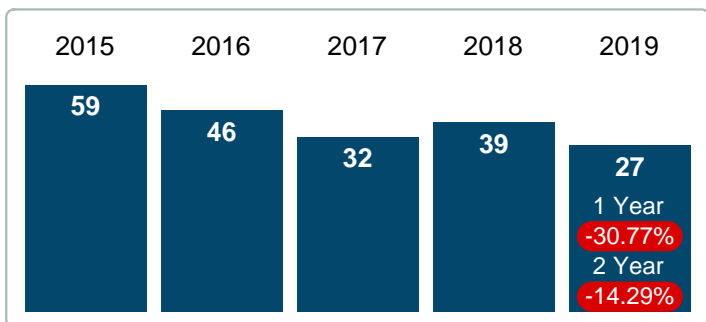
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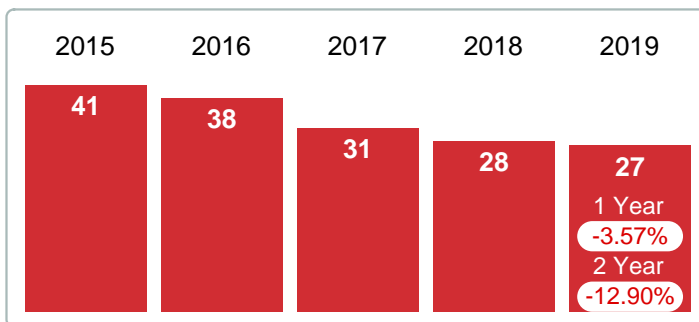
MEDIAN DAYS ON MARKET TO SALE

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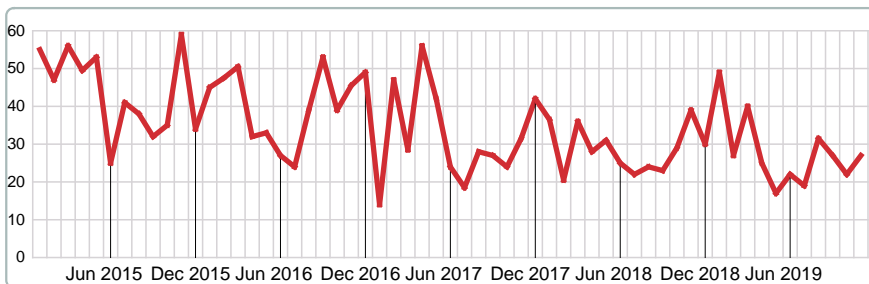
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 40

High Nov 2015 59 Low Jan 2017 14

Median Days on Market to Sale this month at 27 below the 5 yr NOV average of 40



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
\$20,000 and less	9.30%	49	34	63	0	0
\$20,001 \$50,000	11.63%	14	0	14	0	0
\$50,001 \$80,000	13.95%	32	24	28	0	66
\$80,001 \$130,000	18.60%	29	17	33	0	0
\$130,001 \$170,000	20.93%	20	0	10	129	0
\$170,001 \$240,000	13.95%	30	0	27	54	0
\$240,001 and up	11.63%	31	0	118	5	0
Median Closed DOM		27	24	22	54	66
Total Closed Units	100%	43	5	28	9	1
Total Closed Volume		5,471,150	225.00K	3.25M	1.94M	60.00K

November 2019



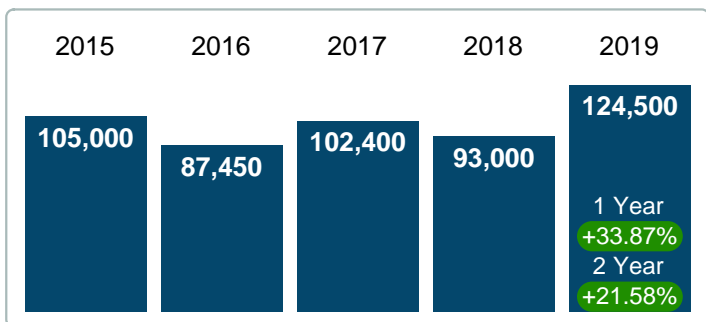
Area Delimited by County Of Muskogee - Residential Property Type



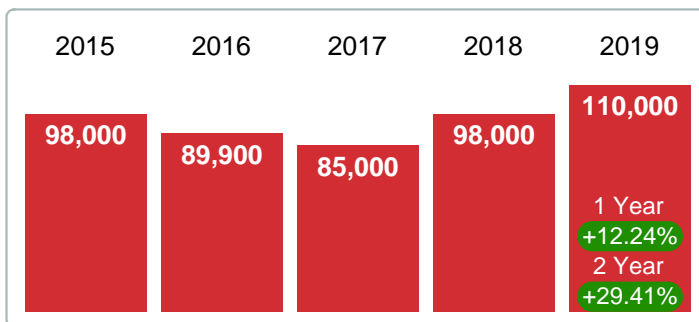
MEDIAN LIST PRICE AT CLOSING

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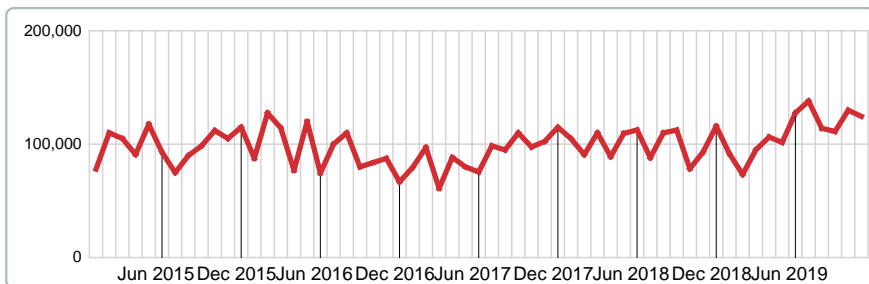
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year NOV AVG = 102,470

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

Median List Price at Closing this month at **124,500**
above the 5 yr NOV average of **102,470**

SEP	111,200	<div style="width: 80%;"></div>
OCT	129,905	<div style="width: 100%;"></div> 16.82%
NOV	124,500	<div style="width: 90%;"></div> -4.16%

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
\$20,000 and less 4	9.30%	17,450	15,000	20,000	0	0
\$20,001 \$50,000 5	11.63%	34,000	0	34,000	0	0
\$50,001 \$80,000 5	11.63%	65,000	62,900	69,900	0	60,000
\$80,001 \$130,000 9	20.93%	99,900	124,500	99,450	0	0
\$130,001 \$170,000 8	18.60%	139,250	0	139,250	137,450	0
\$170,001 \$240,000 7	16.28%	179,900	0	175,000	204,900	0
\$240,001 and up 5	11.63%	271,900	0	377,500	271,900	0
Median List Price		124,500	19,900	99,950	229,900	60,000
Total Closed Units		43	5	28	9	1
Total Closed Volume		5,598,400	232.30K	3.37M	1.94M	60.00K

November 2019



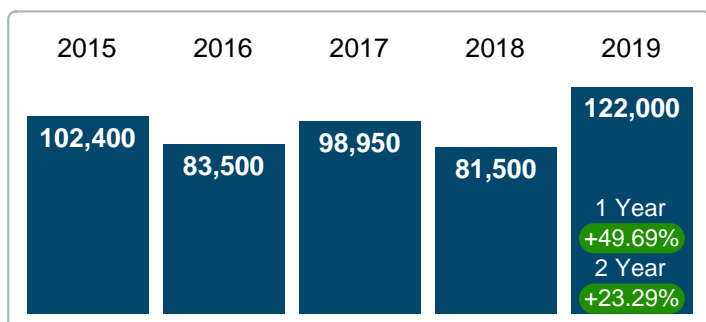
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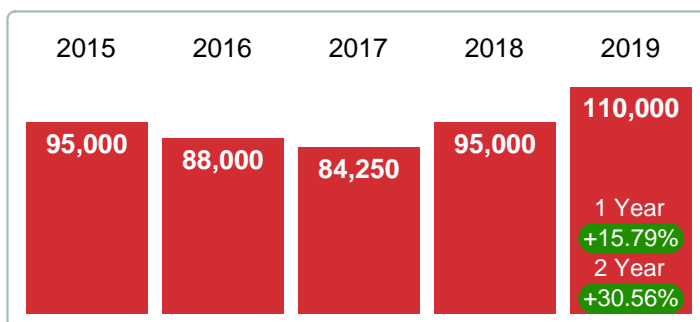
MEDIAN SOLD PRICE AT CLOSING

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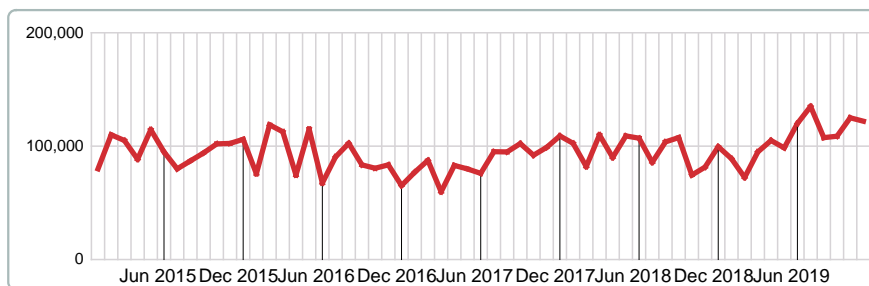
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

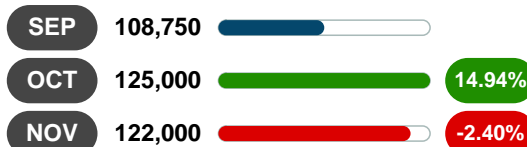


3 MONTHS

5 year NOV AVG = 97,670

High Jul 2019 135,000 Low Mar 2017 59,750

Median Sold Price at Closing this month at **122,000** above the 5 yr NOV average of **97,670**



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
\$20,000 and less	9.30%	14,000	13,000	15,000	0	0
\$20,001 \$50,000	11.63%	28,150	0	28,150	0	0
\$50,001 \$80,000	13.95%	61,500	62,000	65,500	0	60,000
\$80,001 \$130,000	18.60%	99,950	125,000	99,900	0	0
\$130,001 \$170,000	20.93%	139,000	0	141,300	138,000	0
\$170,001 \$240,000	13.95%	190,250	0	177,500	229,900	0
\$240,001 and up	11.63%	271,900	0	366,750	271,900	0
Median Sold Price		122,000	19,000	99,950	229,900	60,000
Total Closed Units	100%	43	5	28	9	1
Total Closed Volume		5,471,150	225.00K	3.25M	1.94M	60.00K

November 2019



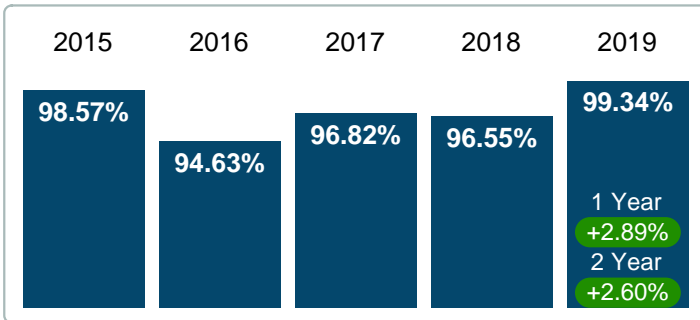
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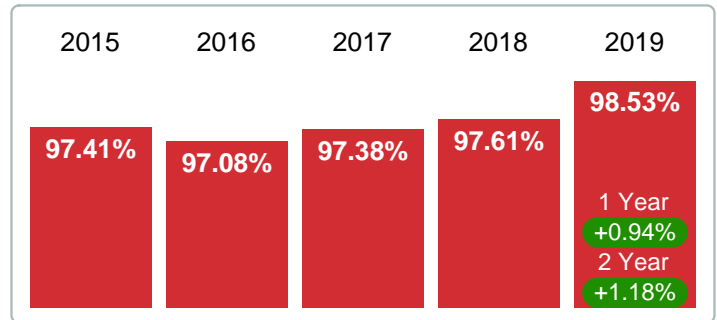
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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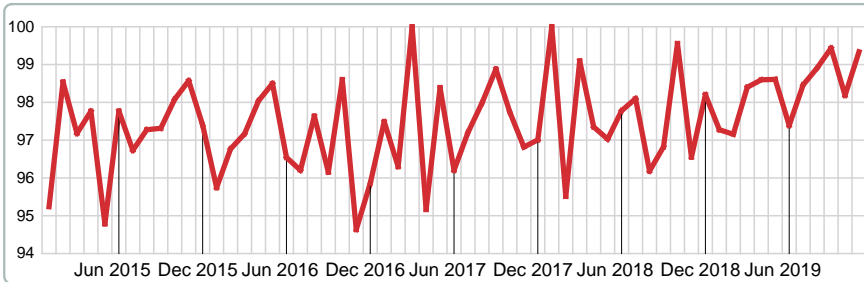
NOVEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

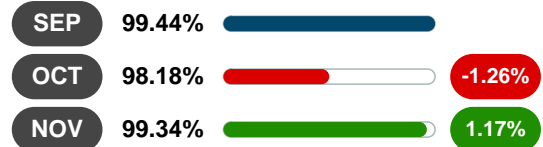


3 MONTHS

5 year NOV AVG = 97.18%

High Jan 2018 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **99.34%**
above the 5 yr NOV average of **97.18%**



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
\$20,000 and less	4	9.30%	80.83%	86.67%	75.00%	0.00%	0.00%
\$20,001 \$50,000	5	11.63%	80.88%	0.00%	80.88%	0.00%	0.00%
\$50,001 \$80,000	6	13.95%	99.28%	98.57%	93.63%	0.00%	100.00%
\$80,001 \$130,000	8	18.60%	98.80%	100.40%	97.60%	0.00%	0.00%
\$130,001 \$170,000	9	20.93%	100.00%	0.00%	100.00%	98.64%	0.00%
\$170,001 \$240,000	6	13.95%	100.00%	0.00%	101.55%	100.00%	0.00%
\$240,001 and up	5	11.63%	100.00%	0.00%	98.13%	100.00%	0.00%
Median Sold/List Ratio		99.34%		95.48%	98.53%	100.00%	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



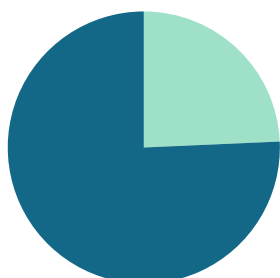
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MARKET SUMMARY

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INVENTORY

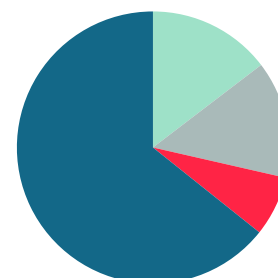


Inventory
 New Listings
61 = 24.30%
 Start Inventory
190
 Total Inventory Units
251
 Volume
\$45,435,243

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%
Median List Price	93,000	124,500	33.87%	98,000	110,000	12.24%
Median Sale Price	81,500	122,000	49.69%	95,000	110,000	15.79%
Median Percent of Selling Price to List Price	96.55%	99.34%	2.89%	97.61%	98.53%	0.94%
Median Days on Market to Sale	39.00	27.00	-30.77%	28.00	27.00	-3.57%
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

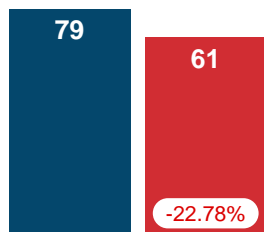
Inventory on November 30, 2019 = **189**

2018 **2019**

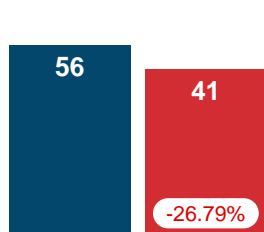
NOVEMBER MARKET

MEDIAN PRICES

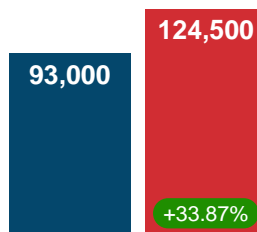
New Listings



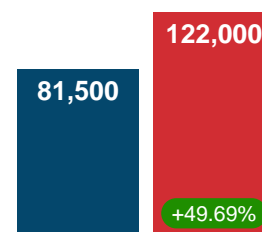
Pending Listings



List Price



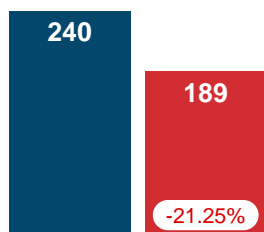
Sale Price



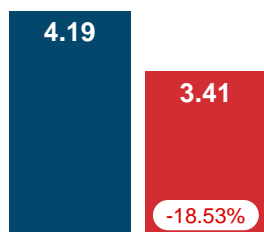
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

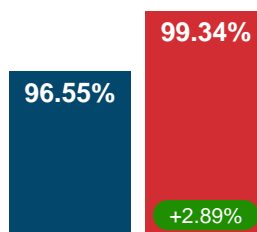
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

