

# October 2019



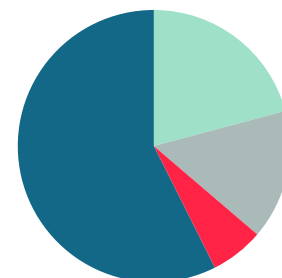
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	October 2019	+/-%
Closed Listings	52	69	32.69%
Pending Listings	53	51	-3.77%
New Listings	86	80	-6.98%
Average List Price	112,198	125,094	11.49%
Average Sale Price	101,517	122,578	20.75%
Average Percent of Selling Price to List Price	96.70%	100.34%	3.76%
Average Days on Market to Sale	44.10	39.67	-10.05%
End of Month Inventory	252	190	-24.60%
Months Supply of Inventory	4.43	3.40	-23.25%



■ Closed (20.85%)  
■ Pending (15.41%)  
■ Other OffMarket (6.34%)  
■ Active (57.40%)

**Absorption:** Last 12 months, an Average of **56** Sales/Month  
**Active Inventory** as of October 31, 2019 = **190**

### Analysis Wrap-Up

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

The total housing inventory at the end of October 2019 decreased **24.60%** to 190 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **3.40** 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 **20.75%** in October 2019 to \$122,578 versus the previous year at \$101,517.

#### Average Days on Market Shortens

The average number of **39.67** days that homes spent on the market before selling decreased by 4.43 days or **10.05%** in October 2019 compared to last year's same month at **44.10** DOM.

#### Sales Success for October 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 80 New Listings in October 2019, down **6.98%** from last year at 86. Furthermore, there were 69 Closed Listings this month versus last year at 52, a **32.69%** increase.

Closed versus Listed trends yielded a **86.3%** ratio, up from previous year's, October 2018, at **60.5%**, a **42.64%** 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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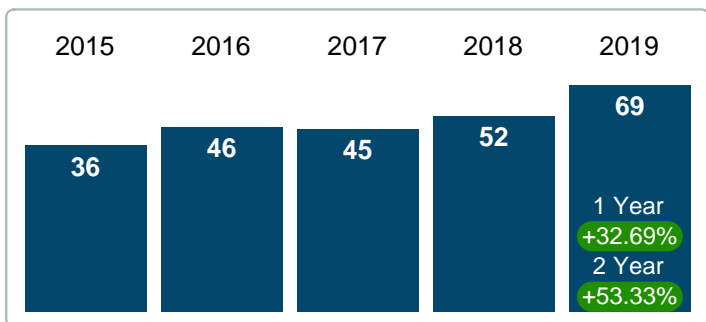
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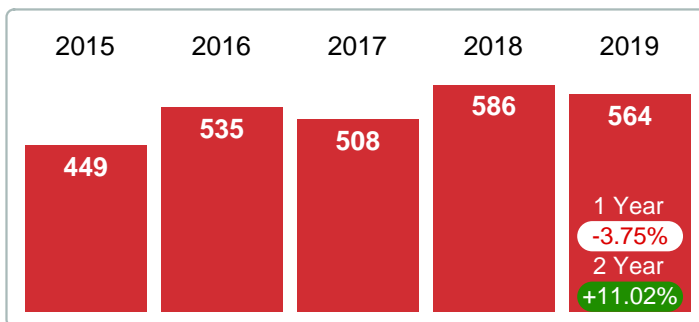
## CLOSED LISTINGS

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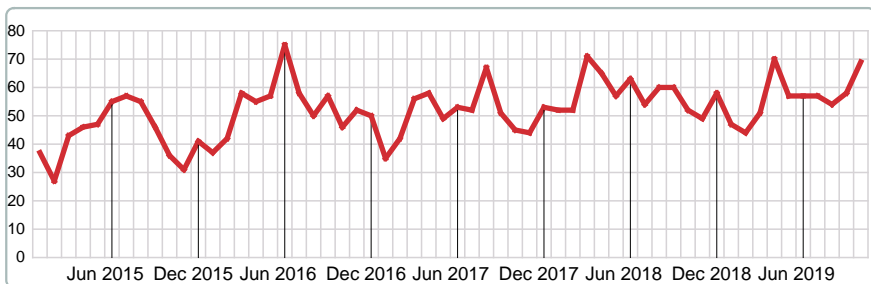
### OCTOBER



### YEAR TO DATE (YTD)

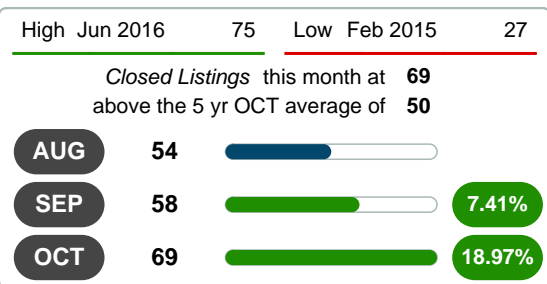


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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
\$20,000 and less	3	4.35%	92.0	0	3	0	0
\$20,001 - \$50,000	10	14.49%	48.5	7	2	1	0
\$50,001 - \$90,000	13	18.84%	55.0	2	10	1	0
\$90,001 - \$140,000	18	26.09%	24.6	0	11	7	0
\$140,001 - \$150,000	9	13.04%	23.1	1	4	3	1
\$150,001 - \$250,000	9	13.04%	39.8	1	5	2	1
\$250,001 and up	7	10.14%	36.0	0	1	2	4
<b>Total Closed Units</b>	<b>69</b>			<b>11</b>	<b>36</b>	<b>16</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>8,457,900</b>	<b>100%</b>	<b>39.7</b>	<b>703.35K</b>	<b>3.84M</b>	<b>2.50M</b>	<b>1.42M</b>
<b>Average Closed Price</b>	<b>\$122,578</b>			<b>\$63,941</b>	<b>\$106,589</b>	<b>\$156,004</b>	<b>\$236,883</b>

# October 2019



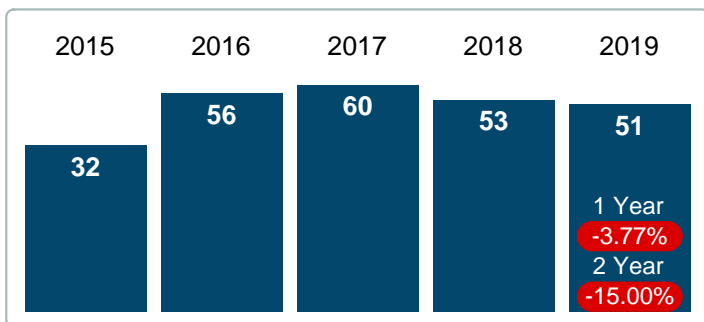
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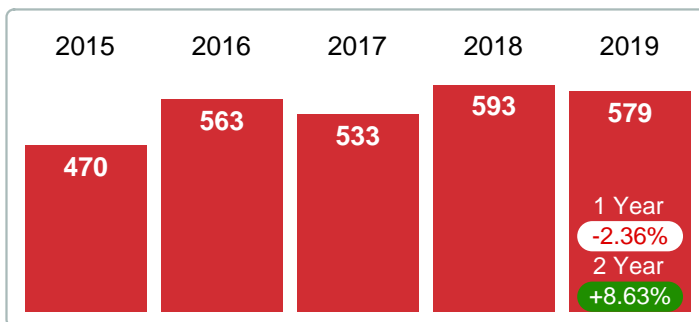
## PENDING LISTINGS

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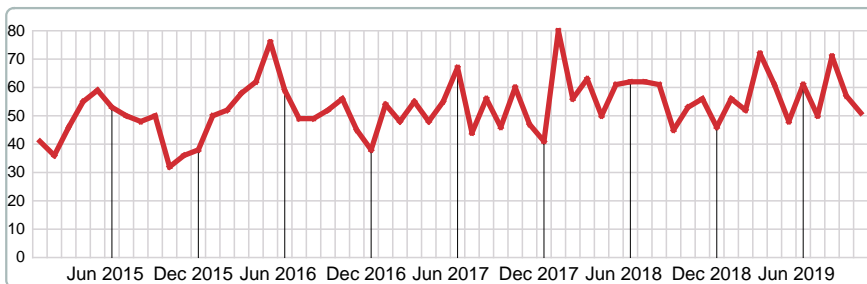
### OCTOBER



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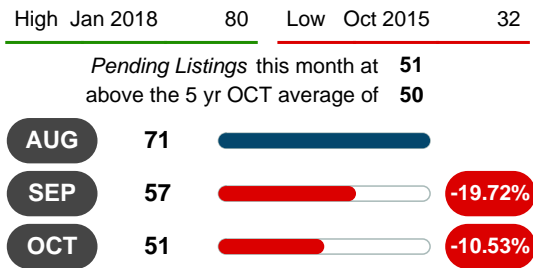


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 50



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	9.80%	68.8	2	3	0	0
\$30,001 - \$60,000	5	9.80%	32.6	1	2	2	0
\$60,001 - \$90,000	9	17.65%	58.1	2	6	1	0
\$90,001 - \$130,000	9	17.65%	24.1	0	8	1	0
\$130,001 - \$170,000	11	21.57%	53.1	0	7	3	1
\$170,001 - \$220,000	6	11.76%	34.3	0	3	3	0
\$220,001 and up	6	11.76%	58.0	0	2	4	0
<b>Total Pending Units</b>	<b>51</b>			<b>5</b>	<b>31</b>	<b>14</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>6,186,825</b>	<b>100%</b>	<b>46.8</b>	<b>215.80K</b>	<b>3.56M</b>	<b>2.26M</b>	<b>159.50K</b>
<b>Average Listing Price</b>	<b>\$121,310</b>			<b>\$43,160</b>	<b>\$114,708</b>	<b>\$161,112</b>	<b>\$159,500</b>

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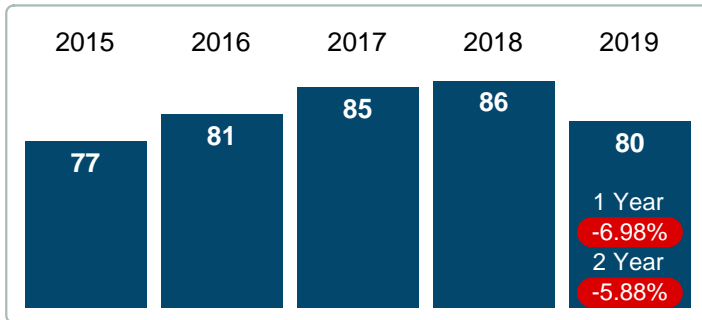
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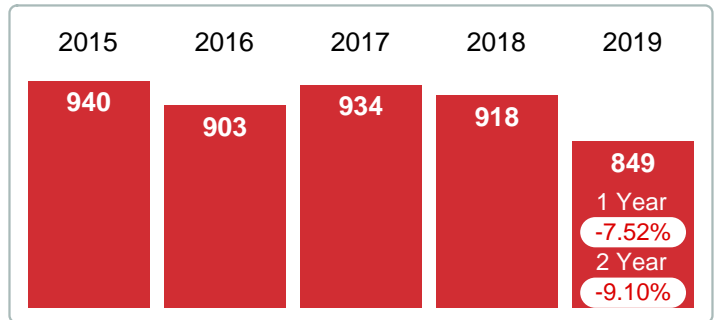
## NEW LISTINGS

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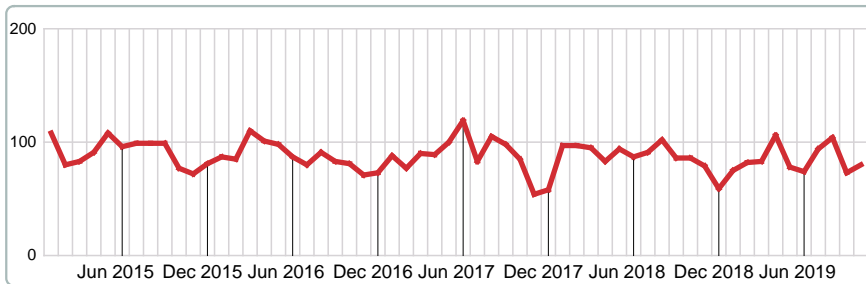
### OCTOBER



### YEAR TO DATE (YTD)

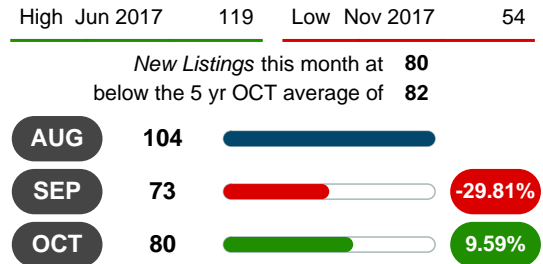


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 82



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	6	7.50%	4	2	0	0
\$50,001 - \$90,000	12	15.00%	3	7	2	0
\$90,001 - \$120,000	13	16.25%	1	8	3	1
\$120,001 - \$150,000	16	20.00%	0	14	2	0
\$150,001 - \$200,000	15	18.75%	0	12	3	0
\$200,001 - \$310,000	10	12.50%	0	3	6	1
\$310,001 and up	8	10.00%	1	0	6	1
<b>Total New Listed Units</b>	<b>80</b>		<b>9</b>	<b>46</b>	<b>22</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>13,060,070</b>	<b>100%</b>	<b>785.30K</b>	<b>6.10M</b>	<b>5.41M</b>	<b>764.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$147,985</b>		<b>\$87,256</b>	<b>\$132,591</b>	<b>\$245,941</b>	<b>\$254,967</b>

# October 2019



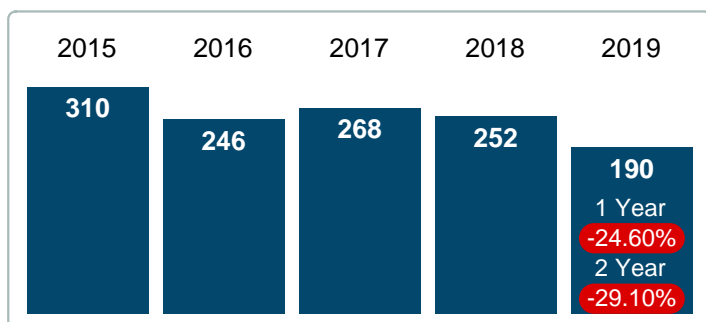
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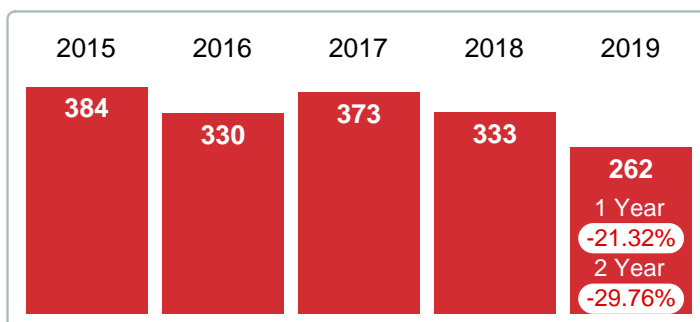
## ACTIVE INVENTORY

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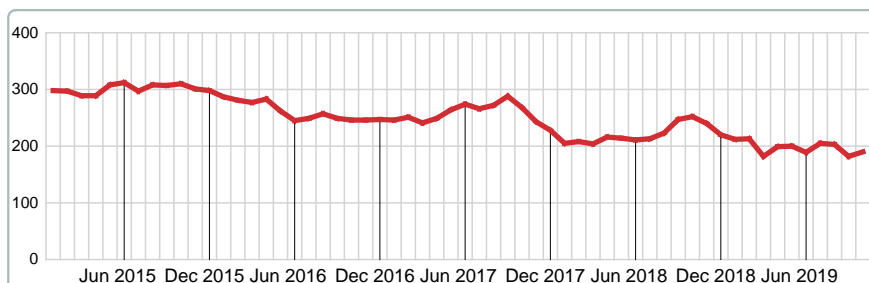
### END OF OCTOBER



### ACTIVE DURING OCTOBER

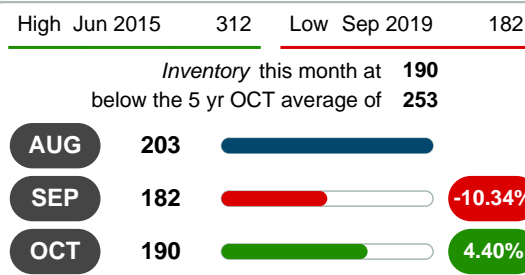


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT 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	3	1.58%	89.7	1	2	0	0
\$25,001 - \$50,000	20	10.53%	101.5	12	6	1	1
\$50,001 - \$100,000	48	25.26%	63.7	8	28	11	1
\$100,001 - \$150,000	40	21.05%	49.3	3	30	6	1
\$150,001 - \$225,000	32	16.84%	58.5	0	22	10	0
\$225,001 - \$350,000	26	13.68%	71.9	1	9	13	3
\$350,001 and up	21	11.05%	68.6	2	7	7	5
<b>Total Active Inventory by Units</b>	<b>190</b>			<b>27</b>	<b>104</b>	<b>48</b>	<b>11</b>
<b>Total Active Inventory by Volume</b>	<b>35,319,886</b>	<b>100%</b>	<b>65.8</b>	<b>2.83M</b>	<b>17.43M</b>	<b>11.22M</b>	<b>3.83M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$185,894</b>			<b>\$104,789</b>	<b>\$167,635</b>	<b>\$233,810</b>	<b>\$348,518</b>

# October 2019



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 OCTOBER

2015	2016	2017	2018	2019

### INDICATORS FOR OCTOBER 2019

Inventory	Closed	Absorption	MSI	MSI %
190	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 OCT AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	15	7.89%	1.38	2.00	0.80	0.00	12.00
\$40,001 - \$60,000	18	9.47%	3.66	3.53	3.53	3.43	12.00
\$60,001 - \$100,000	38	20.00%	3.45	3.60	2.84	7.50	0.00
\$100,001 - \$160,000	46	24.21%	2.71	9.00	2.76	1.83	6.00
\$160,001 - \$230,000	28	14.74%	3.91	0.00	3.93	4.91	0.00
\$230,001 - \$360,000	26	13.68%	5.78	12.00	6.00	5.57	4.50
\$360,001 and up	19	10.00%	38.00	0.00	24.00	42.00	60.00
Market Supply of Inventory (MSI)			3.40	3.03	3.00	4.43	7.33
Total Active Inventory by Units		100%	3.40	27	104	48	11

# October 2019



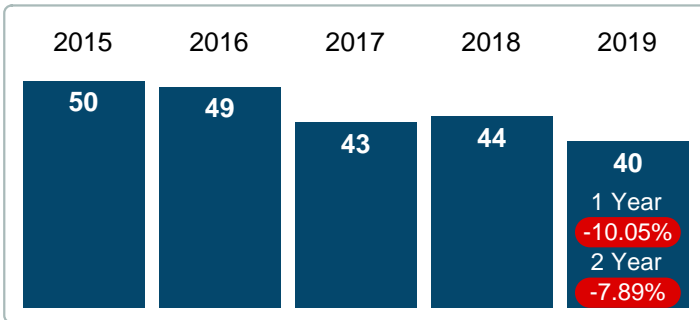
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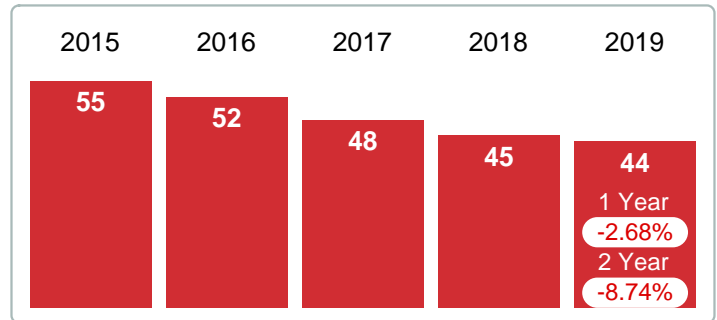
## AVERAGE DAYS ON MARKET TO SALE

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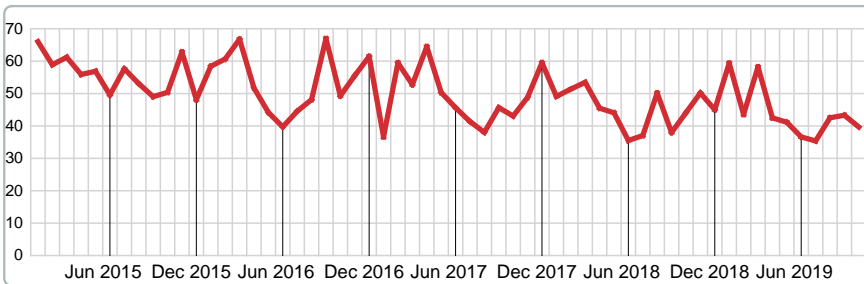
### OCTOBER



### YEAR TO DATE (YTD)

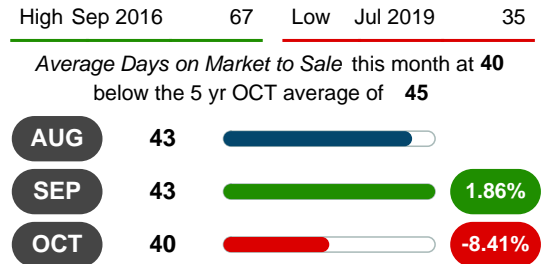


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 45



### 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	4.35%	92	0	92	0	0
\$20,001 - \$50,000	14.49%	49	47	75	6	0
\$50,001 - \$90,000	18.84%	55	75	53	41	0
\$90,001 - \$140,000	26.09%	25	0	20	31	0
\$140,001 - \$150,000	13.04%	23	31	21	9	66
\$150,001 - \$250,000	13.04%	40	133	13	48	65
\$250,001 and up	10.14%	36	0	66	6	44
<b>Average Closed DOM</b>		<b>40</b>	<b>58</b>	<b>39</b>	<b>25</b>	<b>51</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>69</b>	<b>11</b>	<b>36</b>	<b>16</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>8,457,900</b>	<b>703.35K</b>	<b>3.84M</b>	<b>2.50M</b>	<b>1.42M</b>

# October 2019



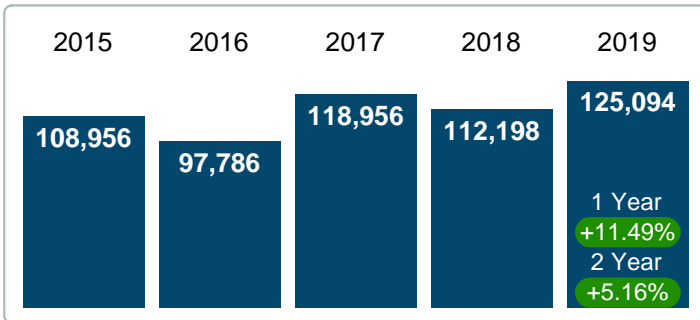
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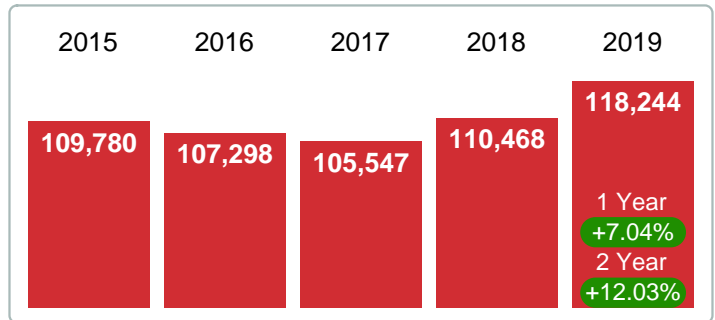
## AVERAGE LIST PRICE AT CLOSING

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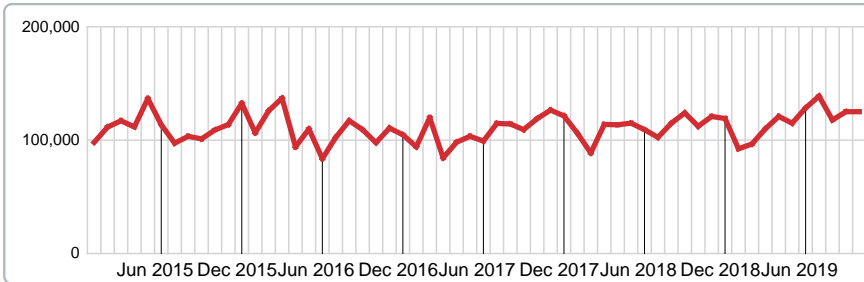
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

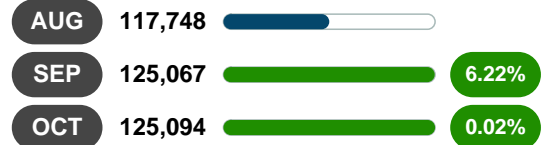


### 3 MONTHS

5 year OCT AVG = 112,598

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

Average List Price at Closing this month at **125,094** above the 5 yr OCT average of **112,598**



## 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	5.80%	14,413	0	15,883	0	0
\$20,001 \$50,000	11.59%	31,963	33,629	27,700	26,900	0
\$50,001 \$90,000	18.84%	72,469	72,250	76,270	77,900	0
\$90,001 \$140,000	26.09%	122,322	0	122,228	130,170	0
\$140,001 \$150,000	11.59%	146,559	149,900	145,700	147,290	159,500
\$150,001 \$250,000	15.94%	179,982	194,900	170,000	219,700	185,000
\$250,001 and up	10.14%	288,857	0	265,000	324,200	277,150
<b>Average List Price</b>		<b>125,094</b>	<b>65,882</b>	<b>108,557</b>	<b>159,104</b>	<b>242,183</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>125,094</b>	<b>11</b>	<b>36</b>	<b>16</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>8,631,515</b>	<b>724.70K</b>	<b>3.91M</b>	<b>2.55M</b>	<b>1.45M</b>



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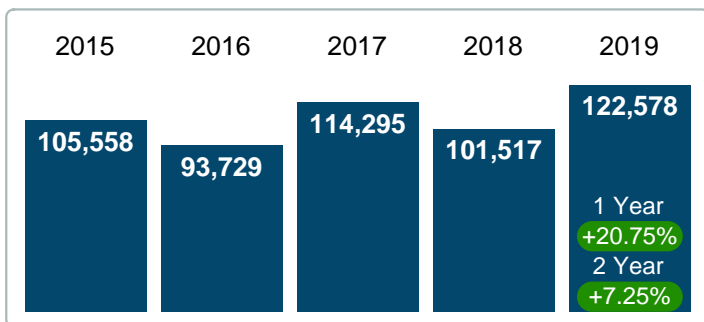
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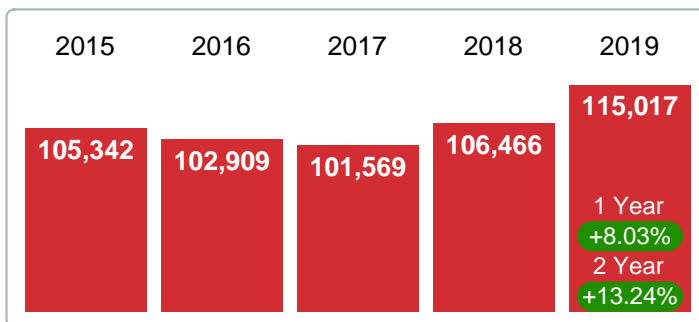
## AVERAGE SOLD PRICE AT CLOSING

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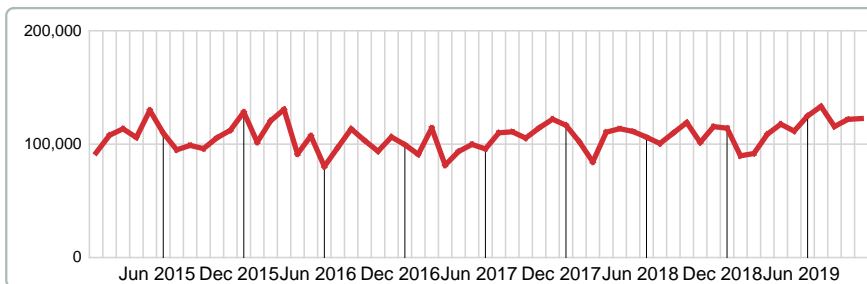
### OCTOBER



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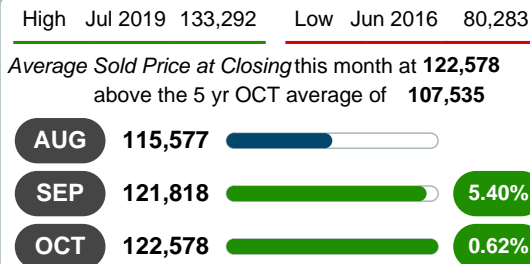


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year OCT AVG = 107,535



### 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	4.35%	14,133	0	14,133	0	0
\$20,001 - \$50,000	14.49%	31,175	33,907	23,750	26,900	0
\$50,001 - \$90,000	18.84%	72,251	65,500	73,426	74,000	0
\$90,001 - \$140,000	26.09%	123,173	0	120,975	126,627	0
\$140,001 - \$150,000	13.04%	145,852	145,000	146,075	144,457	150,000
\$150,001 - \$250,000	13.04%	182,433	190,000	168,400	215,950	178,000
\$250,001 and up	10.14%	284,686	0	256,000	321,750	273,325
<b>Average Sold Price</b>		<b>122,578</b>	<b>63,941</b>	<b>106,589</b>	<b>156,004</b>	<b>236,883</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>122,578</b>	<b>11</b>	<b>36</b>	<b>16</b>	<b>6</b>
<b>Total Closed Volume</b>		<b>8,457,900</b>	<b>703.35K</b>	<b>3.84M</b>	<b>2.50M</b>	<b>1.42M</b>

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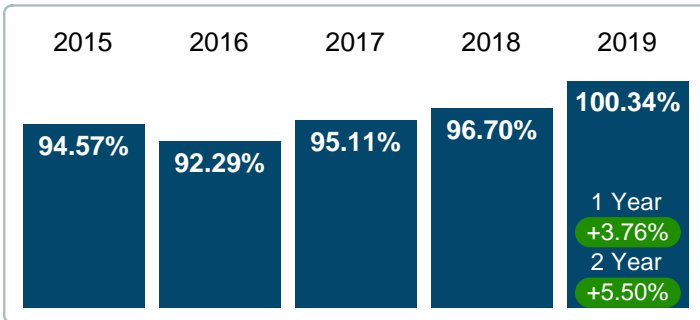
Area Delimited by County Of Muskogee - Residential Property Type



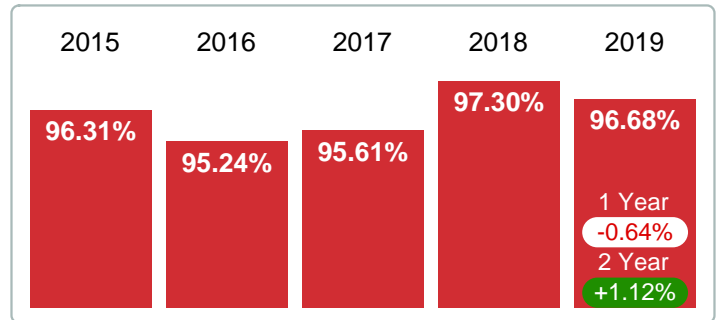
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

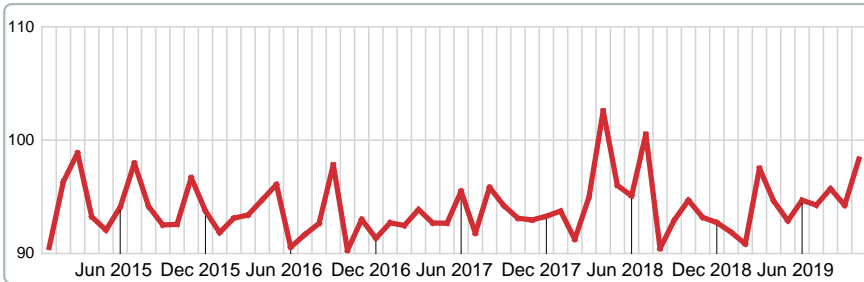
### OCTOBER



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

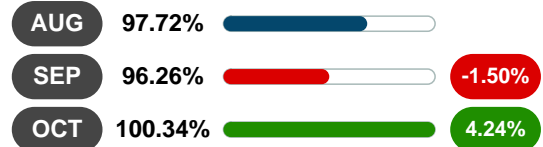


### 3 MONTHS

5 year OCT AVG = 95.80%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **100.34%**  
above the 5 yr OCT average of **95.80%**



### 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	3	4.35%	87.27%	0.00%	87.27%	0.00%	0.00%
\$20,001 - \$50,000	10	14.49%	119.37%	131.72%	85.80%	100.00%	0.00%
\$50,001 - \$90,000	13	18.84%	95.21%	90.77%	96.12%	94.99%	0.00%
\$90,001 - \$140,000	18	26.09%	98.25%	0.00%	98.90%	97.24%	0.00%
\$140,001 - \$150,000	9	13.04%	98.46%	96.73%	100.26%	98.12%	94.04%
\$150,001 - \$250,000	9	13.04%	98.45%	97.49%	99.02%	98.62%	96.22%
\$250,001 and up	7	10.14%	98.47%	0.00%	96.60%	99.18%	98.58%
<b>Average Sold/List Ratio</b>		<b>100.30%</b>		<b>117.98%</b>	<b>96.53%</b>	<b>97.85%</b>	<b>97.43%</b>
<b>Total Closed Units</b>	<b>69</b>	<b>100%</b>	<b>100.30%</b>	<b>11</b>	<b>36</b>	<b>16</b>	<b>6</b>
<b>Total Closed Volume</b>	<b>8,457,900</b>			<b>703.35K</b>	<b>3.84M</b>	<b>2.50M</b>	<b>1.42M</b>

# October 2019



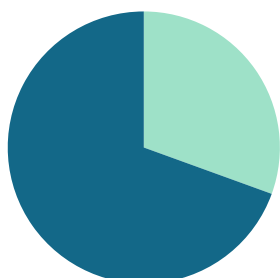
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

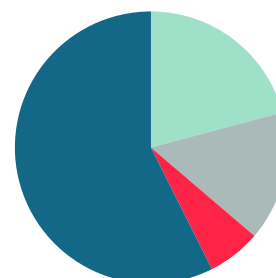


**Inventory**  
 New Listings  
**80 = 30.53%**  
 Start Inventory  
**182**  
 Total Inventory Units  
**262**  
 Volume  
**\$45,468,210**

### Market Activity

Closed Sales  
**69 = 20.85%**  
 Pending Sales  
**51 = 15.41%**  
 Other Off Market  
**21 = 6.34%**  
 Active Inventory  
**190 = 57.40%**

### MARKET ACTIVITY



Compared Metrics	October			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	52	69	32.69%	586	564	-3.75%
Pending Sales	53	51	-3.77%	593	579	-2.36%
New Listings	86	80	-6.98%	918	849	-7.52%
Average List Price	112,198	125,094	11.49%	110,468	118,244	7.04%
Average Sale Price	101,517	122,578	20.75%	106,466	115,017	8.03%
Average Percent of Selling Price to List Price	96.70%	100.34%	3.76%	97.30%	96.68%	-0.64%
Average Days on Market to Sale	44.10	39.67	-10.05%	44.89	43.69	-2.68%
Monthly Inventory	252	190	-24.60%	252	190	-24.60%
Months Supply of Inventory	4.43	3.40	-23.25%	4.43	3.40	-23.25%

**Absorption:** Last 12 months, an Average of **56** Sales/Month

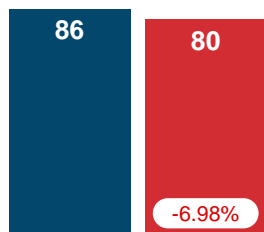
**Inventory** on October 31, 2019 = **190**

**2018** **2019**

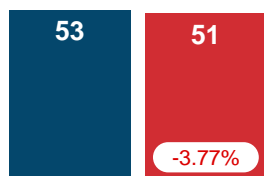
### OCTOBER MARKET

### AVERAGE PRICES

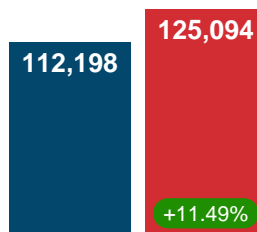
#### New Listings



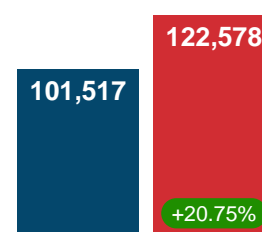
#### Pending Listings



#### List Price



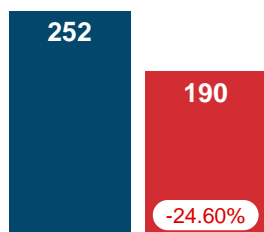
#### Sale Price



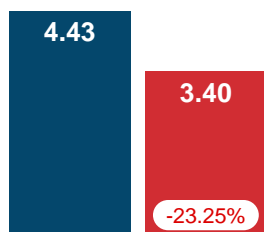
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

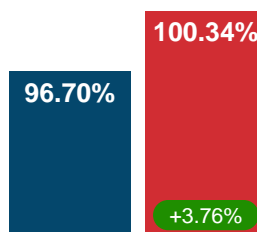
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

