

October 2019



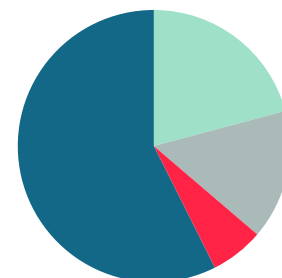
Area Delimited by County Of Muskogee - Residential Property Type



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%
Median List Price	78,400	129,905	65.70%
Median Sale Price	74,500	125,000	67.79%
Median Percent of Selling Price to List Price	99.56%	98.18%	-1.38%
Median Days on Market to Sale	29.00	22.00	-24.14%
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.

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 **67.79%** in October 2019 to \$125,000 versus the previous year at \$74,500.

Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 7.00 days or **24.14%** in October 2019 compared to last year's same month at **29.00** DOM.

Sales Success for October 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 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

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

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

October 2019



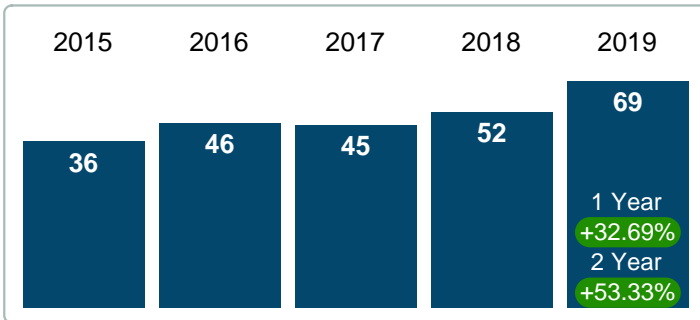
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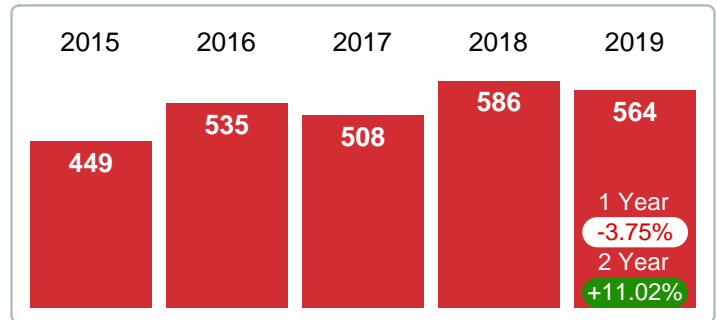
CLOSED LISTINGS

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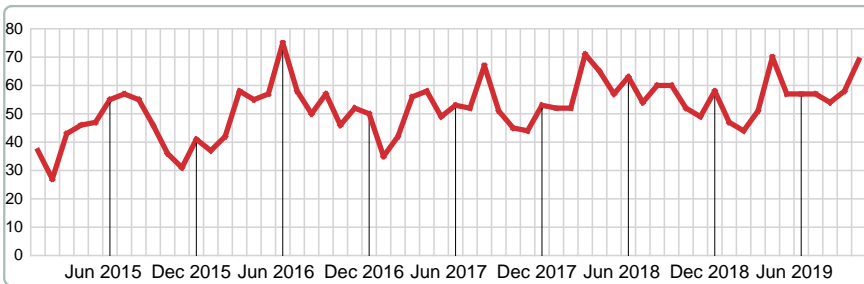
OCTOBER



YEAR TO DATE (YTD)

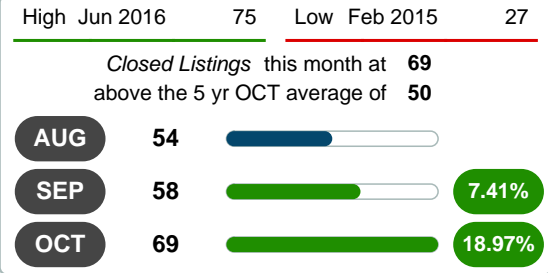


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	4.35%	74.0	0	3	0	0
\$20,001 - \$50,000	10	14.49%	42.0	7	2	1	0
\$50,001 - \$90,000	13	18.84%	19.0	2	10	1	0
\$90,001 - \$140,000	18	26.09%	16.0	0	11	7	0
\$140,001 - \$150,000	9	13.04%	11.0	1	4	3	1
\$150,001 - \$250,000	9	13.04%	25.0	1	5	2	1
\$250,001 and up	7	10.14%	39.0	0	1	2	4
Total Closed Units	69			11	36	16	6
Total Closed Volume	8,457,900	100%	22.0	703.35K	3.84M	2.50M	1.42M
Median Closed Price	\$125,000			\$40,000	\$113,950	\$137,543	\$259,200

October 2019



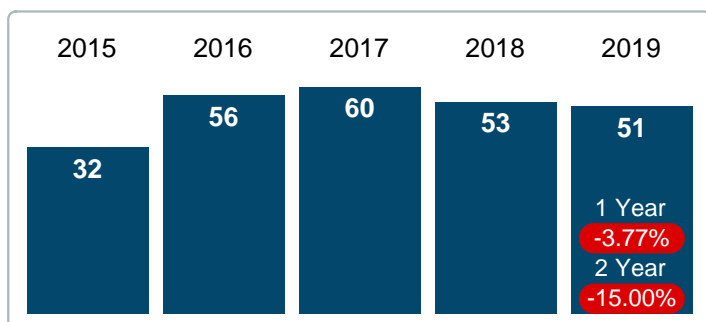
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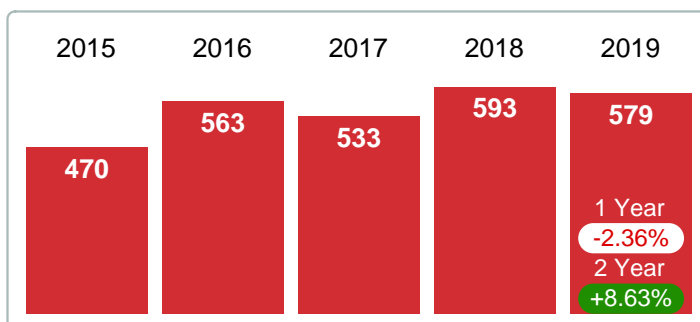
PENDING LISTINGS

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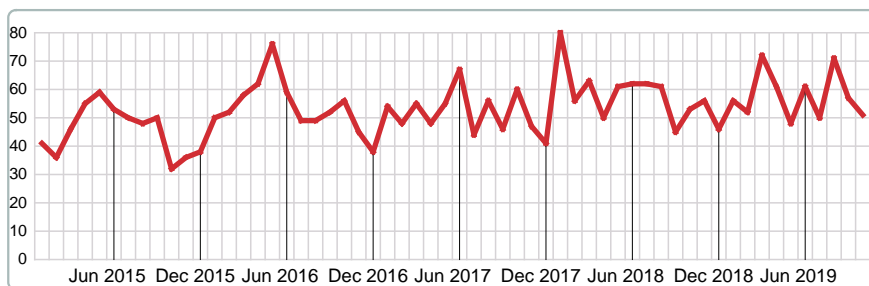
OCTOBER



YEAR TO DATE (YTD)

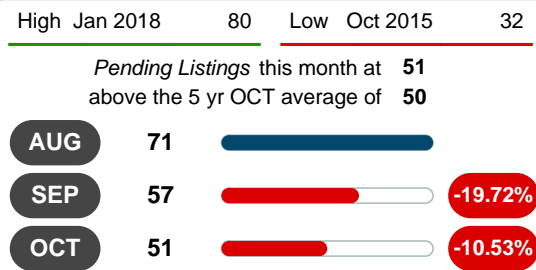


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 50



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	5	9.80%	63.0	2	3	0	0
\$30,001 - \$60,000	5	9.80%	32.0	1	2	2	0
\$60,001 - \$90,000	9	17.65%	39.0	2	6	1	0
\$90,001 - \$130,000	9	17.65%	14.0	0	8	1	0
\$130,001 - \$170,000	11	21.57%	22.0	0	7	3	1
\$170,001 - \$220,000	6	11.76%	17.0	0	3	3	0
\$220,001 and up	6	11.76%	57.5	0	2	4	0
Total Pending Units	51			5	31	14	1
Total Pending Volume	6,186,825	100%	33.0	215.80K	3.56M	2.26M	159.50K
Median Listing Price	\$120,000			\$49,000	\$100,000	\$157,385	\$159,500

October 2019



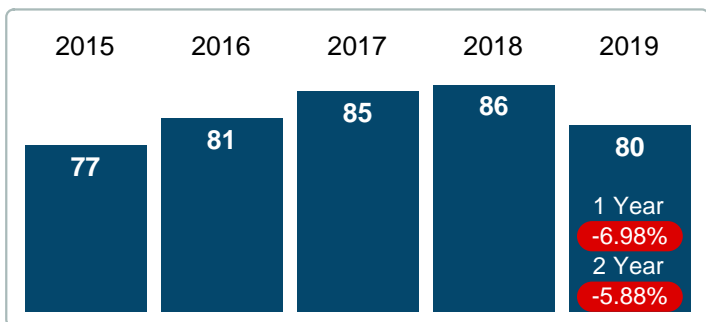
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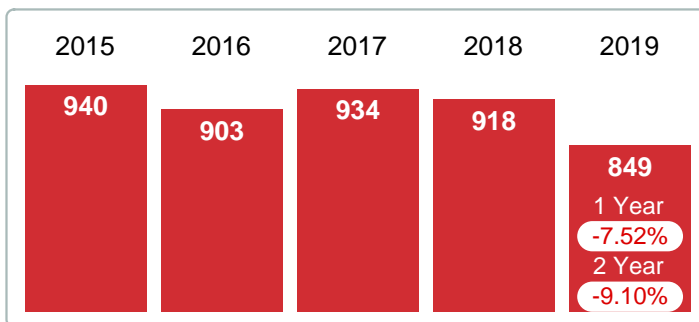
NEW LISTINGS

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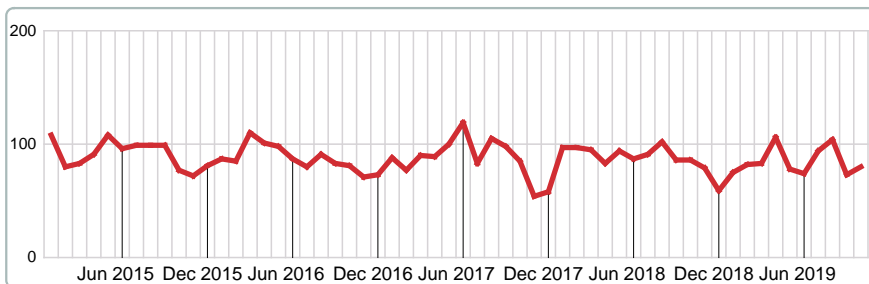
OCTOBER



YEAR TO DATE (YTD)

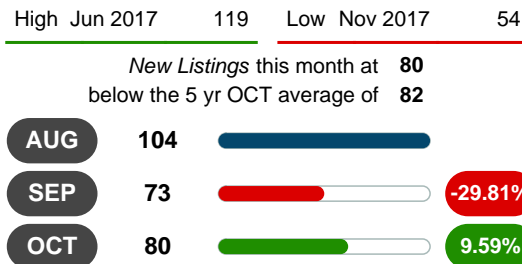


5 YEAR MARKET ACTIVITY TRENDS



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
Total New Listed Units	80		9	46	22	3
Total New Listed Volume	13,060,070	100%	785.30K	6.10M	5.41M	764.90K
Median New Listed Listing Price	\$139,000		\$66,500	\$137,450	\$243,150	\$294,900

October 2019



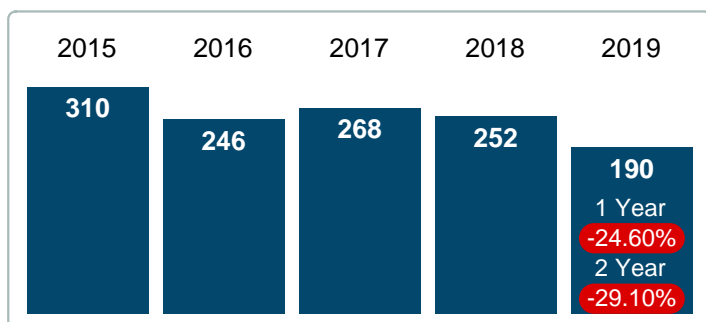
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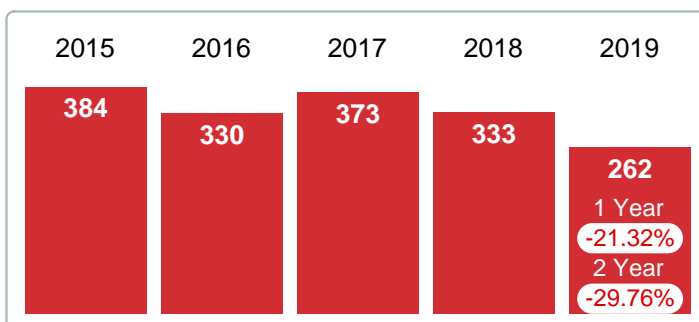
ACTIVE INVENTORY

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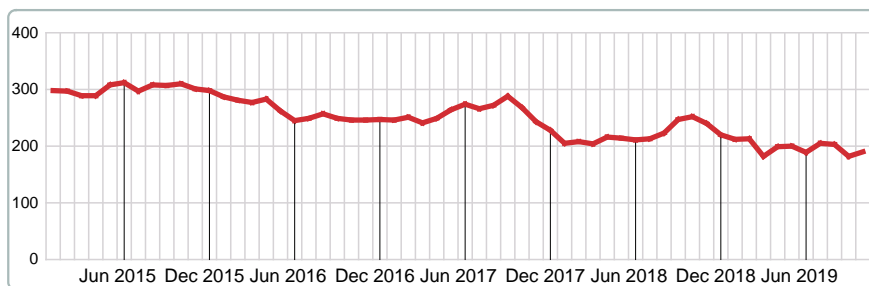
END OF OCTOBER



ACTIVE DURING OCTOBER

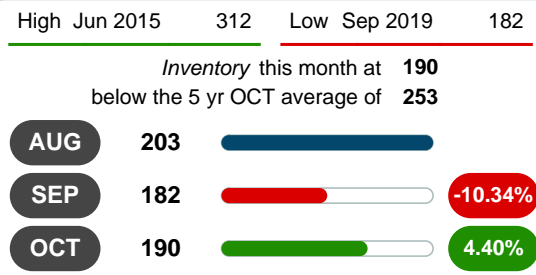


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 253



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	15	7.89%	104.0	10	4	0	1
\$40,001 - \$60,000	18	9.47%	91.0	5	10	2	1
\$60,001 - \$100,000	38	20.00%	63.5	6	22	10	0
\$100,001 - \$160,000	46	24.21%	33.5	3	35	7	1
\$160,001 - \$230,000	28	14.74%	56.5	0	19	9	0
\$230,001 - \$360,000	26	13.68%	60.0	2	8	13	3
\$360,001 and up	19	10.00%	63.0	1	6	7	5
Total Active Inventory by Units	190			27	104	48	11
Total Active Inventory by Volume	35,319,886	100%	62.0	2.83M	17.43M	11.22M	3.83M
Median Active Inventory Listing Price	\$135,613			\$55,000	\$135,000	\$179,200	\$299,900

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



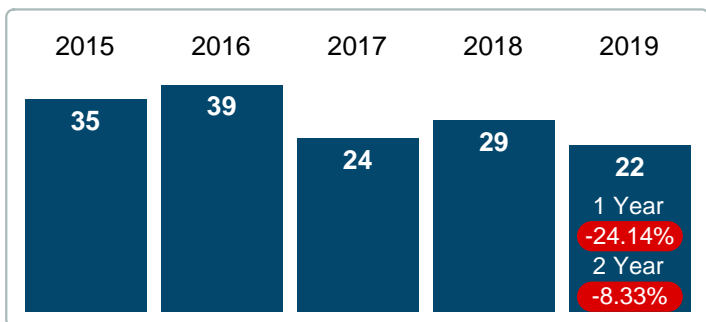
Area Delimited by County Of Muskogee - Residential Property Type



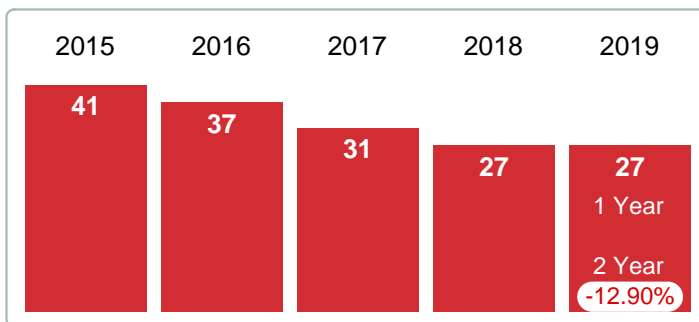
MEDIAN DAYS ON MARKET TO SALE

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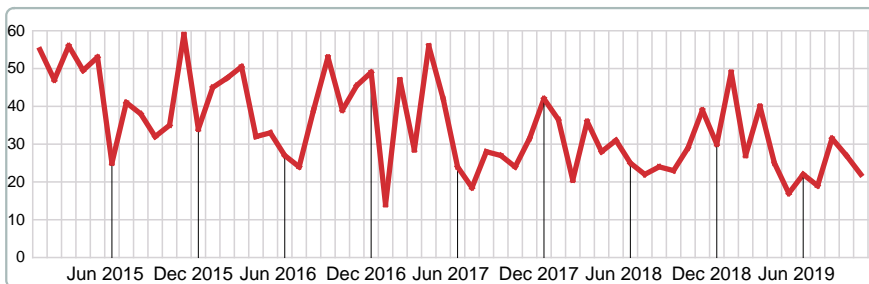
OCTOBER



YEAR TO DATE (YTD)

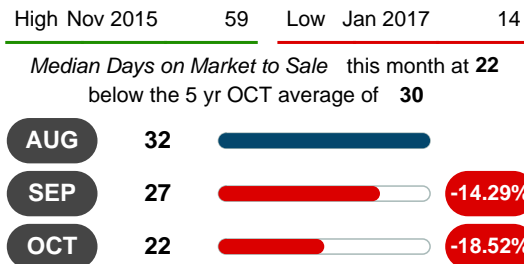


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 30



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	4.35%	74	0	74	0	0
\$20,001 - \$50,000	14.49%	42	37	75	6	0
\$50,001 - \$90,000	18.84%	19	75	17	41	0
\$90,001 - \$140,000	26.09%	16	0	14	17	0
\$140,001 - \$150,000	13.04%	11	31	6	11	66
\$150,001 - \$250,000	13.04%	25	133	18	48	65
\$250,001 and up	10.14%	39	0	66	6	41
Median Closed DOM		22	37	18	15	54
Total Closed Units	100%	22.0	11	36	16	6
Total Closed Volume		8,457,900	703.35K	3.84M	2.50M	1.42M

October 2019



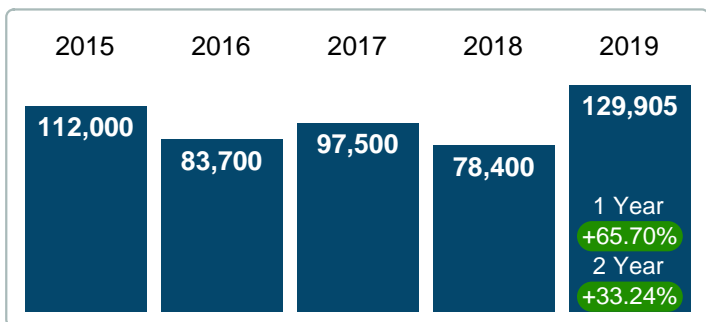
Area Delimited by County Of Muskogee - Residential Property Type



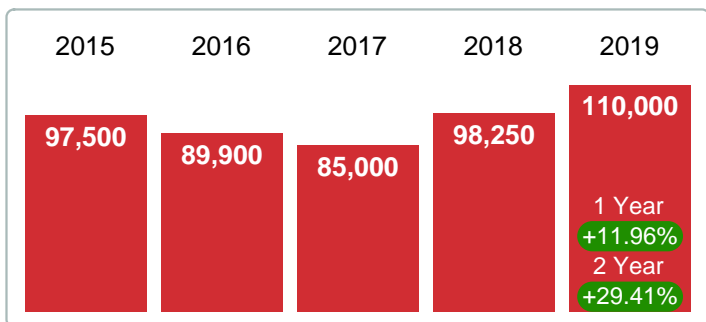
MEDIAN LIST PRICE AT CLOSING

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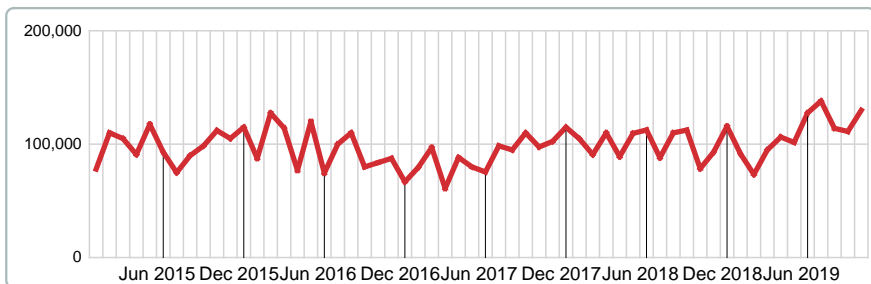
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year OCT AVG = 100,301

High Jul 2019 138,000 Low Mar 2017 61,000
 Median List Price at Closing this month at **129,905**
 above the 5 yr OCT average of **100,301**

AUG	113,950	
SEP	111,200	-2.41%
OCT	129,905	16.82%

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	5.80%	13,875	10,000	16,750	0	
\$20,001 \$50,000	8	11.59%	27,700	38,900	27,700	26,900	
\$50,001 \$90,000	13	18.84%	70,000	70,000	67,500	77,900	
\$90,001 \$140,000	18	26.09%	126,403	0	118,000	133,653	
\$140,001 \$150,000	8	11.59%	146,950	149,900	144,950	148,900	
\$150,001 \$250,000	11	15.94%	165,000	194,900	164,500	189,900	
\$250,001 and up	7	10.14%	279,900	0	265,000	324,200	
Median List Price		129,905		49,000	114,400	138,985	264,400
Total Closed Units		69	100%	129,905	11	36	16
Total Closed Volume		8,631,515		724.70K	3.91M	2.55M	1.45M

October 2019



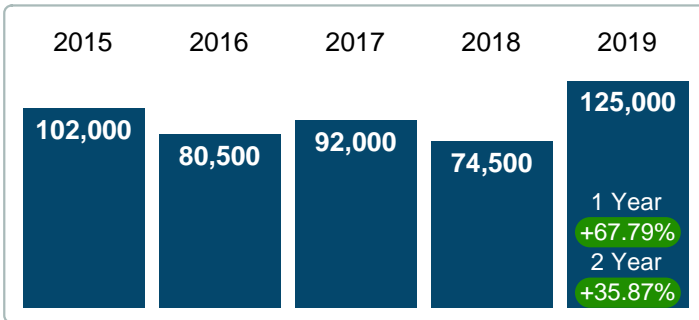
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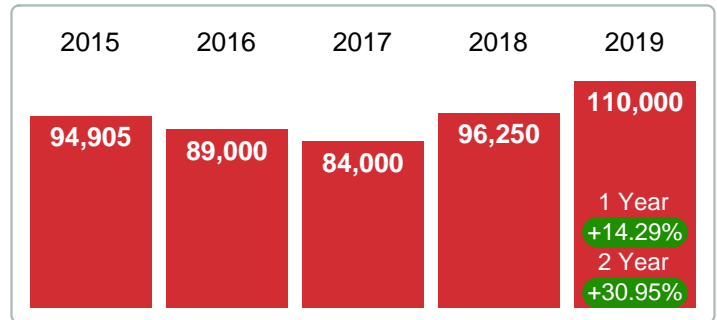
MEDIAN SOLD PRICE AT CLOSING

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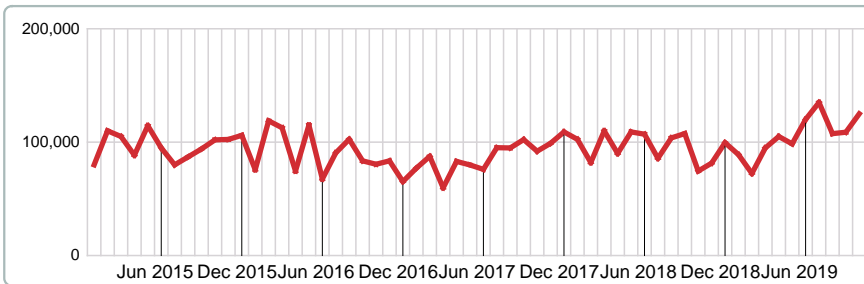
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

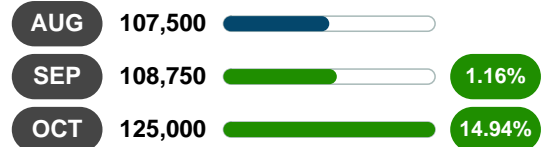


3 MONTHS

5 year OCT AVG = 94,800

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

Median Sold Price at Closing this month at **125,000** above the 5 yr OCT average of **94,800**



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	3	4.35%	15,000	0	15,000	0	0
\$20,001 - \$50,000	10	14.49%	28,450	34,000	23,750	26,900	0
\$50,001 - \$90,000	13	18.84%	70,105	65,500	71,053	74,000	0
\$90,001 - \$140,000	18	26.09%	127,453	0	120,000	132,000	0
\$140,001 - \$150,000	9	13.04%	145,000	145,000	145,700	142,500	150,000
\$150,001 - \$250,000	9	13.04%	178,000	190,000	164,500	215,950	178,000
\$250,001 and up	7	10.14%	275,000	0	256,000	321,750	270,000
Median Sold Price			125,000	40,000	113,950	137,543	259,200
Total Closed Units		100%	125,000	11	36	16	6
Total Closed Volume			8,457,900	703.35K	3.84M	2.50M	1.42M

October 2019



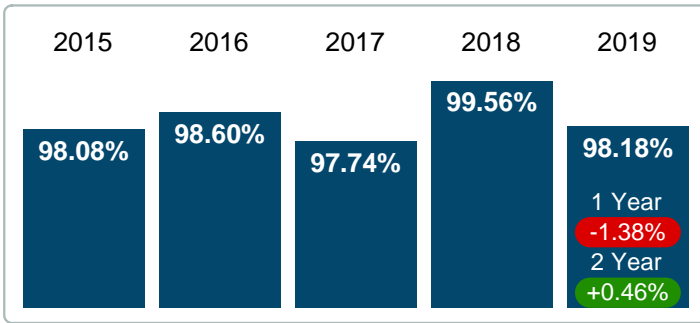
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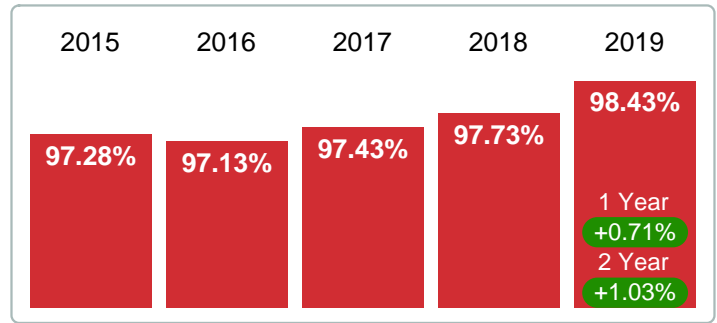
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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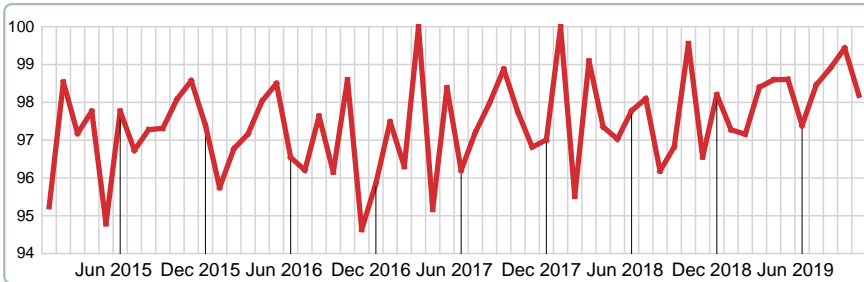
OCTOBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

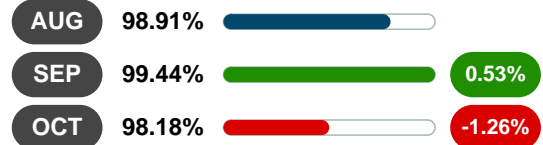


3 MONTHS

5 year OCT AVG = 98.43%

High Jan 2018 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **98.18%**
equal to 5 yr OCT average of **98.43%**



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	3	4.35%	89.55%	0.00%	89.55%	0.00%	0.00%
\$20,001 \$50,000	10	14.49%	94.24%	93.94%	85.80%	100.00%	0.00%
\$50,001 \$90,000	13	18.84%	94.99%	90.77%	97.82%	94.99%	0.00%
\$90,001 \$140,000	18	26.09%	100.00%	0.00%	100.00%	96.35%	0.00%
\$140,001 \$150,000	9	13.04%	100.00%	96.73%	100.00%	100.00%	94.04%
\$150,001 \$250,000	9	13.04%	100.00%	97.49%	100.00%	98.62%	96.22%
\$250,001 and up	7	10.14%	98.25%	0.00%	96.60%	99.18%	98.22%
Median Sold/List Ratio		98.18%		94.29%	100.00%	99.18%	98.03%
Total Closed Units		69	100%	11	36	16	6
Total Closed Volume		8,457,900		703.35K	3.84M	2.50M	1.42M

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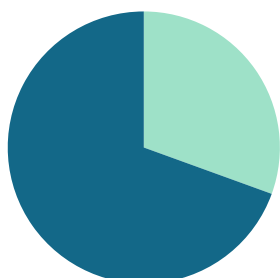
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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INVENTORY

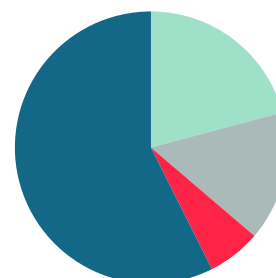


Inventory
 New Listings
80 = 30.53%
 Start Inventory
182
 Total Inventory Units
262
 Volume
\$45,468,210

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%
Median List Price	78,400	129,905	65.70%	98,250	110,000	11.96%
Median Sale Price	74,500	125,000	67.79%	96,250	110,000	14.29%
Median Percent of Selling Price to List Price	99.56%	98.18%	-1.38%	97.73%	98.43%	0.71%
Median Days on Market to Sale	29.00	22.00	-24.14%	27.00	27.00	0.00%
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

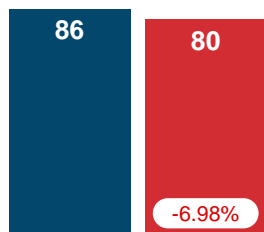
Inventory on October 31, 2019 = **190**

2018 **2019**

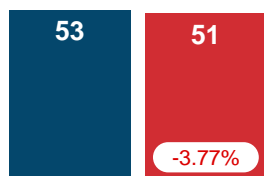
OCTOBER MARKET

MEDIAN PRICES

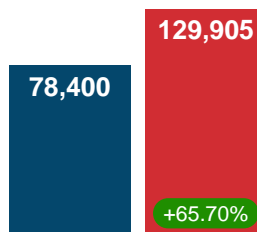
New Listings



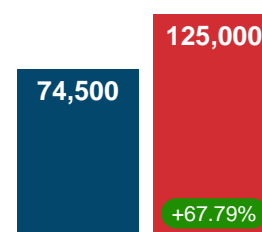
Pending Listings



List Price



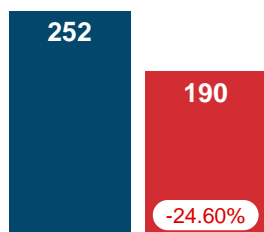
Sale Price



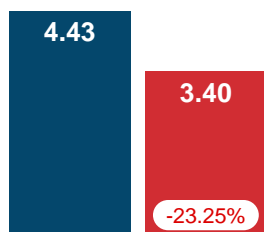
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

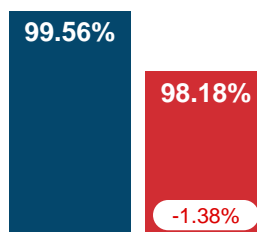
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

