

September 2019



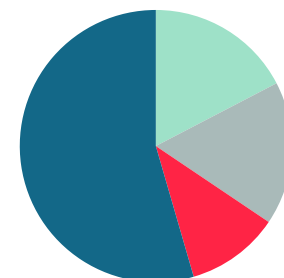
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	September		
	2018	2019	+/-%
Closed Listings	60	58	-3.33%
Pending Listings	45	57	26.67%
New Listings	86	73	-15.12%
Average List Price	124,020	125,067	0.84%
Average Sale Price	119,020	121,818	2.35%
Average Percent of Selling Price to List Price	94.93%	96.26%	1.39%
Average Days on Market to Sale	37.98	43.31	14.02%
End of Month Inventory	247	182	-26.32%
Months Supply of Inventory	4.38	3.34	-23.84%



■ Closed (17.37%)
■ Pending (17.07%)
■ Other OffMarket (11.08%)
■ Active (54.49%)

Absorption: Last 12 months, an Average of **55 Sales/Month Active Inventory** as of September 30, 2019 = **182**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2019 decreased **26.32%** to 182 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 **3.34** 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 **2.35%** in September 2019 to \$121,818 versus the previous year at \$119,020.

Average Days on Market Lengthens

The average number of **43.31** days that homes spent on the market before selling increased by 5.33 days or **14.02%** in September 2019 compared to last year's same month at **37.98** DOM.

Sales Success for September 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 73 New Listings in September 2019, down **15.12%** from last year at 86. Furthermore, there were 58 Closed Listings this month versus last year at 60, a **-3.33%** decrease.

Closed versus Listed trends yielded a **79.5%** ratio, up from previous year's, September 2018, at **69.8%**, a **13.88%** 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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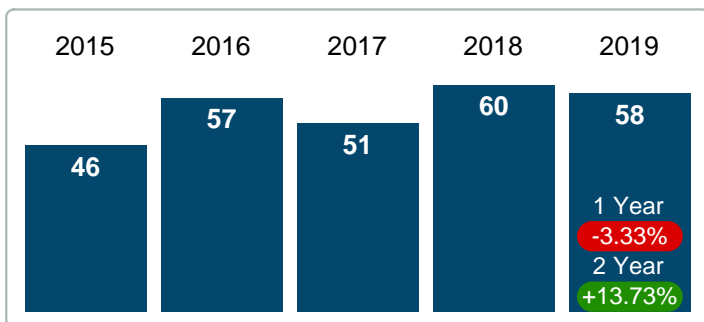
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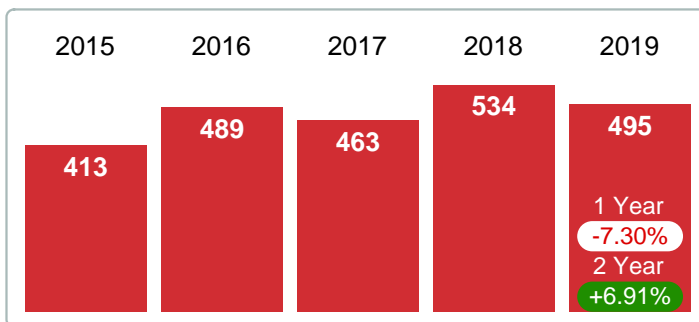
CLOSED LISTINGS

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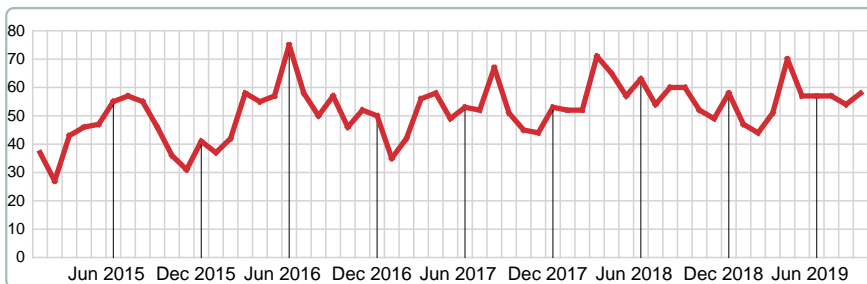
SEPTEMBER



YEAR TO DATE (YTD)

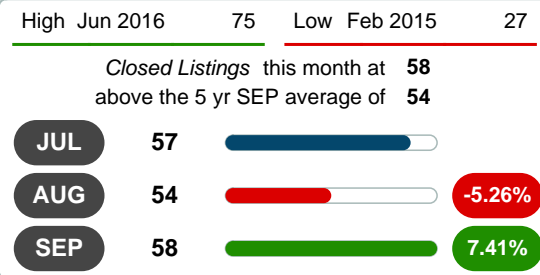


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 54



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	5	8.62%	96.2	1	3	1	0
\$40,001 - \$60,000	7	12.07%	35.4	1	5	1	0
\$60,001 - \$80,000	6	10.34%	18.2	1	5	0	0
\$80,001 - \$130,000	18	31.03%	36.1	2	16	0	0
\$130,001 - \$140,000	6	10.34%	22.8	0	2	4	0
\$140,001 - \$250,000	10	17.24%	43.3	0	5	4	1
\$250,001 and up	6	10.34%	75.8	0	2	4	0
Total Closed Units	58			5	38	14	1
Total Closed Volume	7,065,442	100%	43.3	380.00K	4.05M	2.40M	237.50K
Average Closed Price	\$121,818			\$76,000	\$106,473	\$171,568	\$237,500

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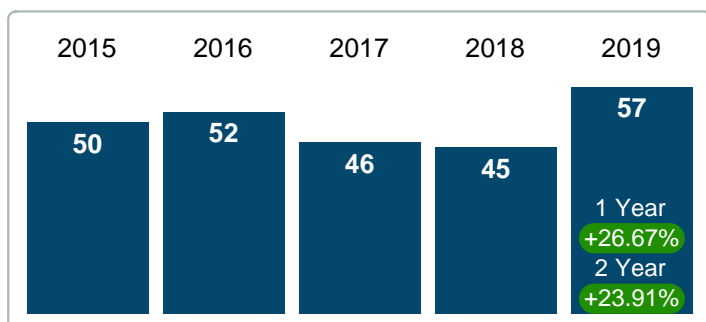
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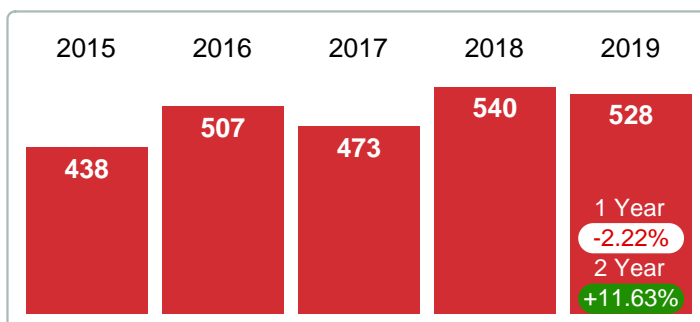
PENDING LISTINGS

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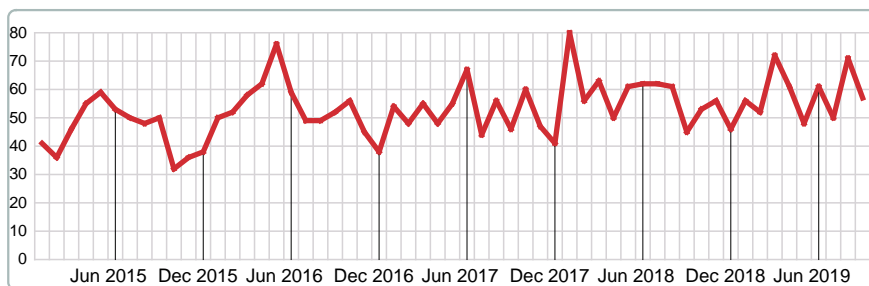
SEPTEMBER



YEAR TO DATE (YTD)

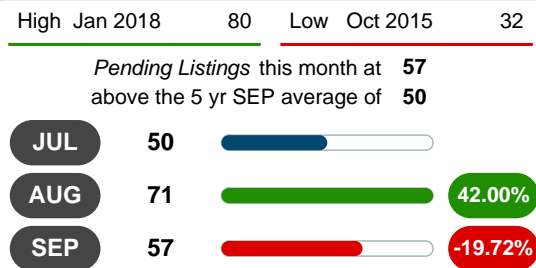


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP 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
\$20,000 and less	5	8.77%	73.2	1	4	0	0
\$20,001 - \$50,000	6	10.53%	24.0	2	3	1	0
\$50,001 - \$70,000	9	15.79%	59.4	3	6	0	0
\$70,001 - \$130,000	14	24.56%	36.4	3	9	2	0
\$130,001 - \$150,000	10	17.54%	20.9	0	7	3	0
\$150,001 - \$260,000	7	12.28%	39.3	1	3	2	1
\$260,001 and up	6	10.53%	31.5	0	1	3	2
Total Pending Units	57			10	33	11	3
Total Pending Volume	6,579,806	100%	39.1	741.80K	3.21M	1.87M	754.80K
Average Listing Price	\$115,435			\$74,180	\$97,240	\$170,391	\$251,600

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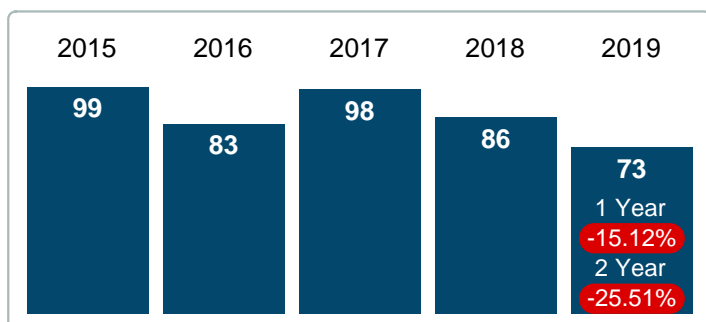
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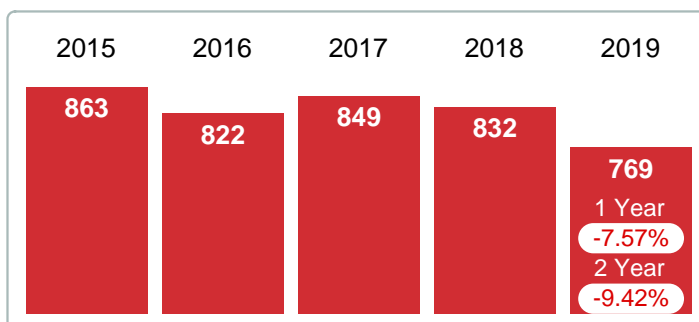
NEW LISTINGS

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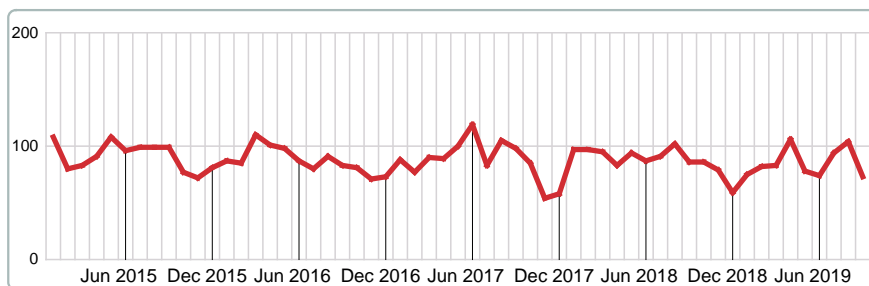
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

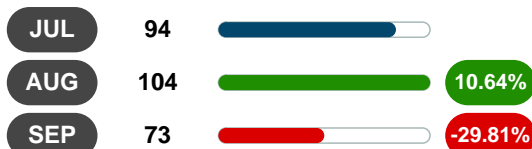


3 MONTHS

5 year SEP AVG = 88

High Jun 2017 119 Low Nov 2017 54

New Listings this month at 73
below the 5 yr SEP average of 88



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	7	9.59%	0	5	2	0
\$50,001 - \$60,000	3	4.11%	0	1	2	0
\$60,001 - \$90,000	15	20.55%	2	12	1	0
\$90,001 - \$140,000	19	26.03%	2	15	2	0
\$140,001 - \$190,000	13	17.81%	0	10	3	0
\$190,001 - \$340,000	8	10.96%	0	6	2	0
\$340,001 and up	8	10.96%	0	3	3	2
Total New Listed Units	73		4	52	15	2
Total New Listed Volume	11,644,726	100%	377.40K	7.36M	3.11M	799.90K
Average New Listed Listing Price	\$131,474		\$94,350	\$141,518	\$207,233	\$399,950

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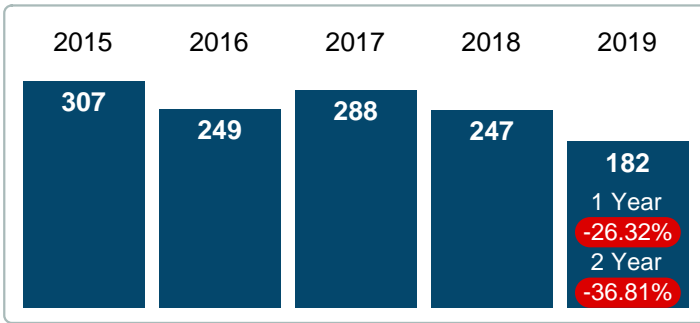
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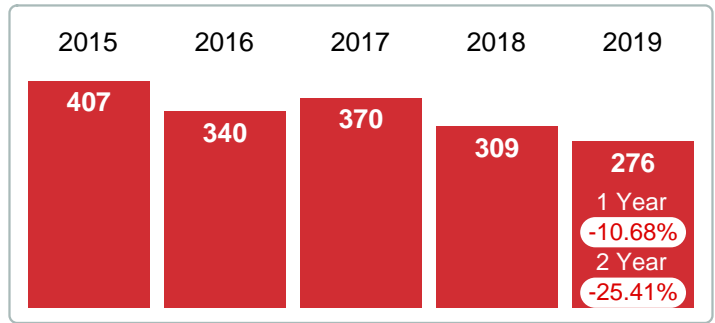
ACTIVE INVENTORY

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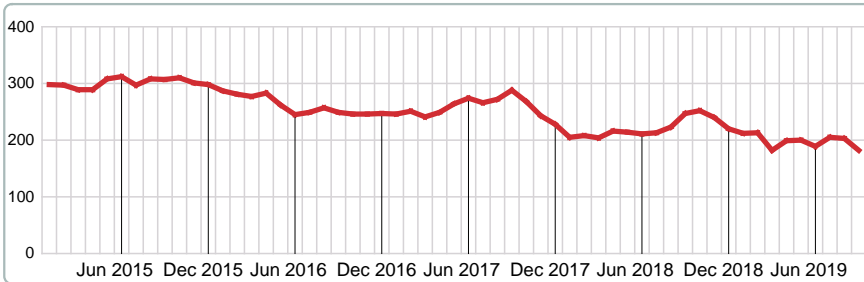
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

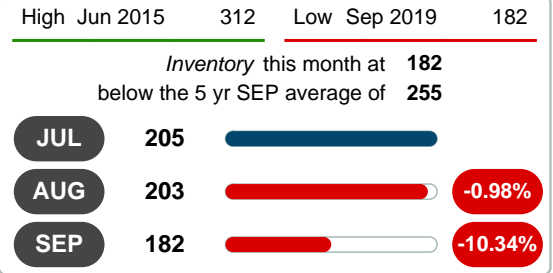


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 255



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	7	3.85%	68.3	2	5	0	0
\$25,001 - \$50,000	23	12.64%	86.1	12	8	2	1
\$50,001 - \$75,000	30	16.48%	63.3	9	16	4	1
\$75,001 - \$150,000	53	29.12%	53.5	3	38	12	0
\$150,001 - \$225,000	25	13.74%	60.2	0	13	11	1
\$225,001 - \$350,000	25	13.74%	76.6	1	11	11	2
\$350,001 and up	19	10.44%	57.2	1	9	5	4
Total Active Inventory by Units	182			28	100	45	9
Total Active Inventory by Volume	32,408,140	100%	64.3	2.55M	16.88M	9.76M	3.23M
Average Active Inventory Listing Price	\$178,067			\$90,982	\$168,755	\$216,819	\$358,700

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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 SEPTEMBER

2015	2016	2017	2018	2019

INDICATORS FOR SEPTEMBER 2019

Inventory	Closed	Absorption	MSI	MSI %
182	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 SEP AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	14	7.69%	1.71	1.83	1.83	0.00	0.00
\$30,001 - \$60,000	24	13.19%	2.94	3.27	2.26	3.27	24.00
\$60,001 - \$80,000	29	15.93%	5.27	5.60	4.09	16.80	0.00
\$80,001 - \$150,000	46	25.27%	2.42	4.00	2.49	2.04	0.00
\$150,001 - \$230,000	27	14.84%	2.95	0.00	2.15	5.33	12.00
\$230,001 - \$350,000	23	12.64%	5.87	6.00	8.00	4.62	6.00
\$350,001 and up	19	10.44%	32.57	0.00	27.00	30.00	48.00
Market Supply of Inventory (MSI)		3.34		3.08	2.93	4.39	8.31
Total Active Inventory by Units		182	100%	28	100	45	9

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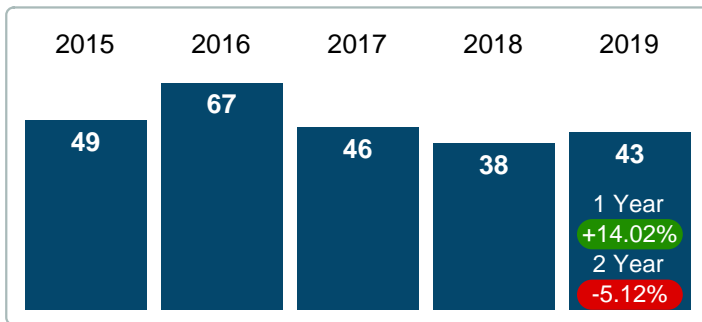
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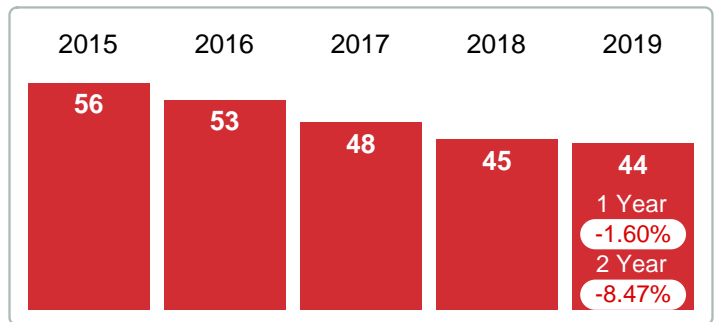
AVERAGE DAYS ON MARKET TO SALE

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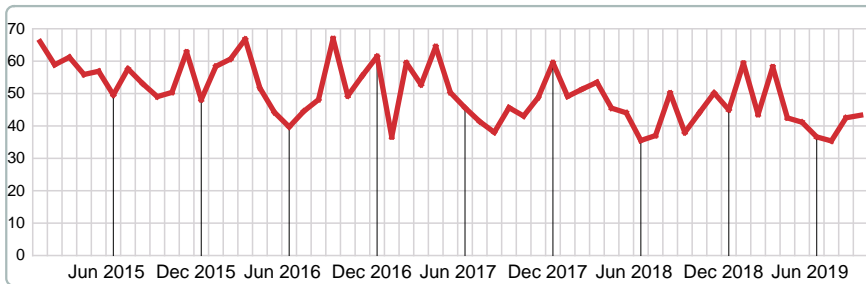
SEPTEMBER



YEAR TO DATE (YTD)

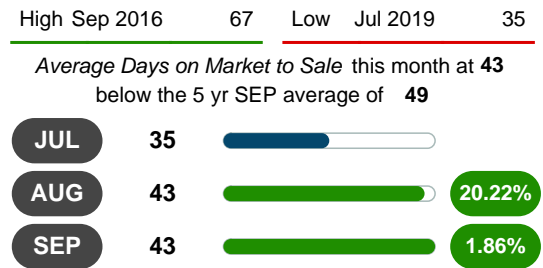


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 49



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	8.62%	96	112	86	111	0
\$40,001 - \$60,000	12.07%	35	2	46	15	0
\$60,001 - \$80,000	10.34%	18	5	21	0	0
\$80,001 - \$130,000	31.03%	36	24	38	0	0
\$130,001 - \$140,000	10.34%	23	0	33	18	0
\$140,001 - \$250,000	17.24%	43	0	70	20	6
\$250,001 and up	10.34%	76	0	87	70	0
Average Closed DOM		43	33	47	40	6
Total Closed Units	100%	43	5	38	14	1
Total Closed Volume		7,065,442	380.00K	4.05M	2.40M	237.50K

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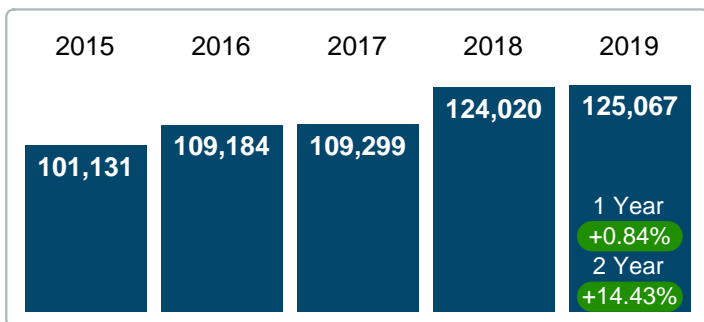
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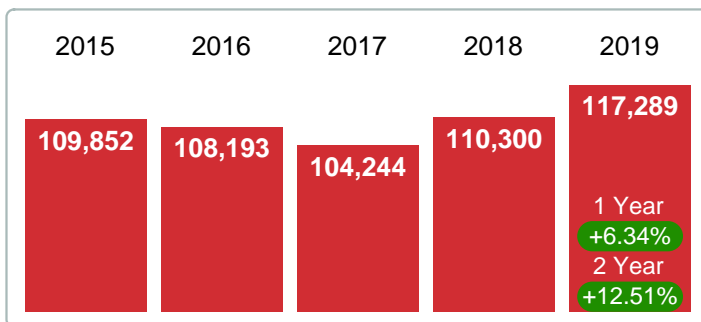
AVERAGE LIST PRICE AT CLOSING

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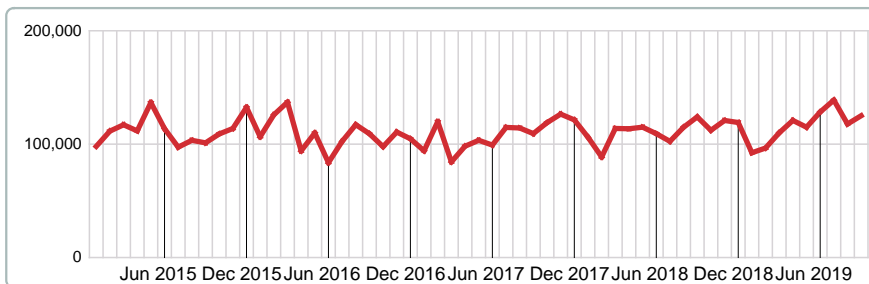
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

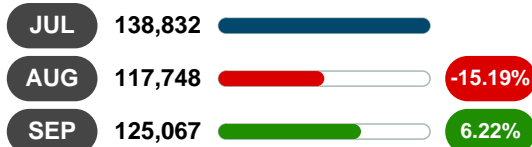


3 MONTHS

5 year SEP AVG = 113,740

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

Average List Price at Closing this month at **125,067** above the 5 yr SEP average of **113,740**



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
\$40,000 and less	8.62%	12,640	20,000	10,767	10,900	0
\$40,001 - \$60,000	10.34%	56,033	59,900	57,240	55,000	0
\$60,001 - \$80,000	10.34%	73,167	79,900	76,040	0	0
\$80,001 - \$130,000	32.76%	105,678	113,750	105,899	0	0
\$130,001 - \$140,000	6.90%	134,632	0	134,950	145,407	0
\$140,001 - \$250,000	22.41%	180,713	0	155,480	190,094	249,500
\$250,001 and up	8.62%	303,960	0	334,000	275,200	0
Average List Price		125,067	77,460	108,115	179,193	249,500
Total Closed Units	100%	125,067	5	38	14	1
Total Closed Volume		7,253,887	387.30K	4.11M	2.51M	249.50K

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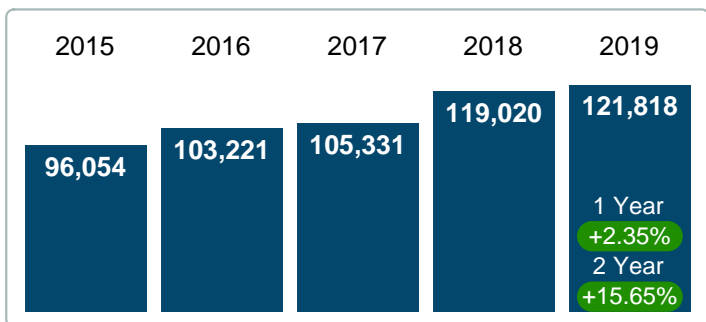
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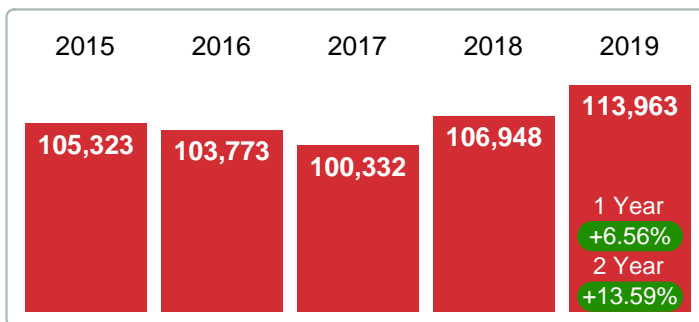
AVERAGE SOLD PRICE AT CLOSING

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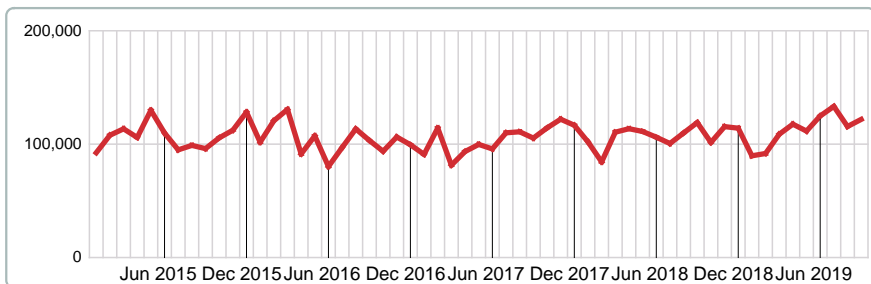
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

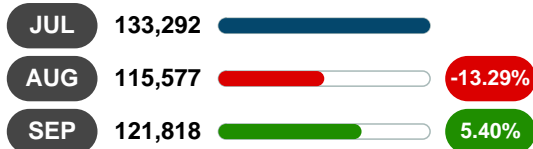


3 MONTHS

5 year SEP AVG = 109,089

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

Average Sold Price at Closing this month at **121,818** above the 5 yr SEP average of **109,089**



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	8.62%	10,080	17,000	8,300	8,500	0
\$40,001 - \$60,000	12.07%	55,857	59,900	57,220	45,000	0
\$60,001 - \$80,000	10.34%	72,650	79,900	71,200	0	0
\$80,001 - \$130,000	31.03%	105,349	111,600	104,568	0	0
\$130,001 - \$140,000	10.34%	134,921	0	134,450	135,157	0
\$140,001 - \$250,000	17.24%	174,133	0	152,400	185,458	237,500
\$250,001 and up	10.34%	290,167	0	337,500	266,500	0
Average Sold Price		121,818	76,000	106,473	171,568	237,500
Total Closed Units	100%	121,818	5	38	14	1
Total Closed Volume		7,065,442	380.00K	4.05M	2.40M	237.50K

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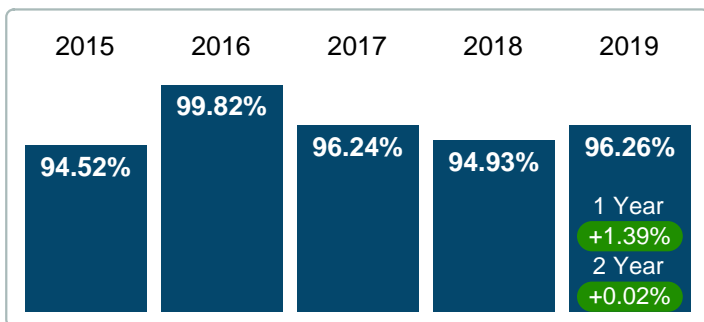
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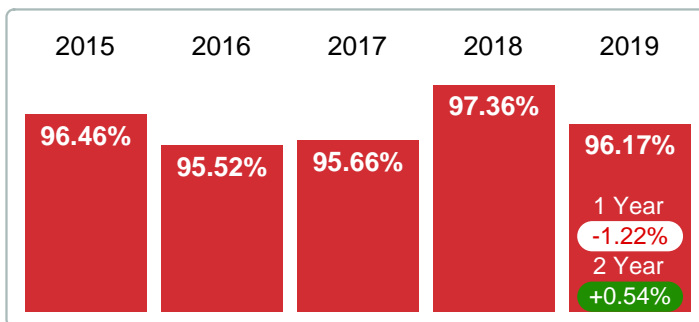
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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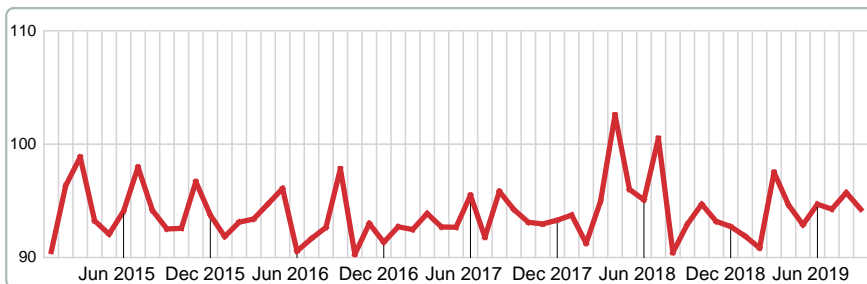
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

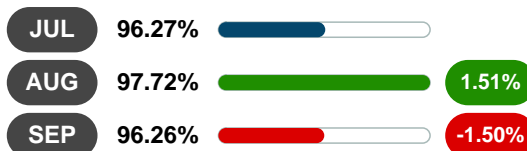


3 MONTHS

5 year SEP AVG = 96.35%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **96.26%** equal to 5 yr SEP average of **96.35%**



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	5	8.62%	82.02%	85.00%	82.37%	77.98%	0.00%	
\$40,001 \$60,000	7	12.07%	97.60%	100.00%	100.28%	81.82%	0.00%	
\$60,001 \$80,000	6	10.34%	94.78%	100.00%	93.73%	0.00%	0.00%	
\$80,001 \$130,000	18	31.03%	98.89%	98.56%	98.93%	0.00%	0.00%	
\$130,001 \$140,000	6	10.34%	95.68%	0.00%	99.63%	93.71%	0.00%	
\$140,001 \$250,000	10	17.24%	97.67%	0.00%	98.11%	97.75%	95.19%	
\$250,001 and up	6	10.34%	98.34%	0.00%	101.32%	96.84%	0.00%	
Average Sold/List Ratio		96.30%		96.43%	97.17%	93.79%	95.19%	
Total Closed Units		58	100%	96.30%	5	38	14	1
Total Closed Volume		7,065,442			380.00K	4.05M	2.40M	237.50K

September 2019



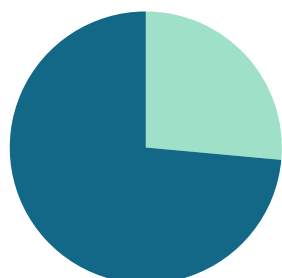
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

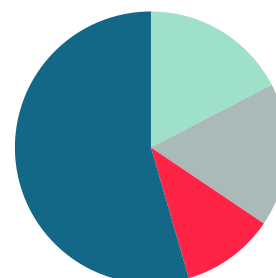


Inventory
 New Listings
73 = 26.45%
 Start Inventory
203
 Total Inventory Units
276
 Volume
\$46,443,645

Market Activity

Closed Sales
58 = 17.37%
 Pending Sales
57 = 17.07%
 Other Off Market
37 = 11.08%
 Active Inventory
182 = 54.49%

MARKET ACTIVITY



Compared Metrics	September			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	60	58	-3.33%	534	495	-7.30%
Pending Sales	45	57	26.67%	540	528	-2.22%
New Listings	86	73	-15.12%	832	769	-7.57%
Average List Price	124,020	125,067	0.84%	110,300	117,289	6.34%
Average Sale Price	119,020	121,818	2.35%	106,948	113,963	6.56%
Average Percent of Selling Price to List Price	94.93%	96.26%	1.39%	97.36%	96.17%	-1.22%
Average Days on Market to Sale	37.98	43.31	14.02%	44.97	44.25	-1.60%
Monthly Inventory	247	182	-26.32%	247	182	-26.32%
Months Supply of Inventory	4.38	3.34	-23.84%	4.38	3.34	-23.84%

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

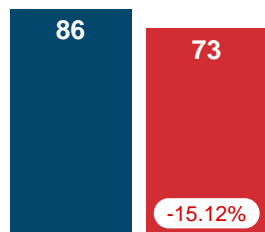
Inventory on September 30, 2019 = **182**

2018 **2019**

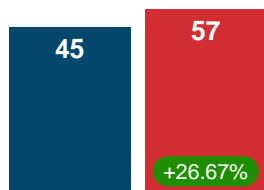
SEPTEMBER MARKET

AVERAGE PRICES

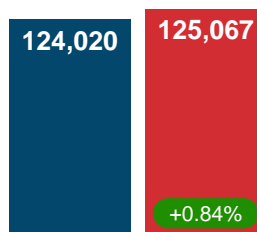
New Listings



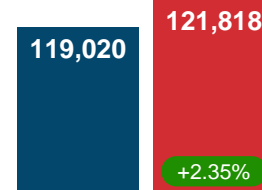
Pending Listings



List Price



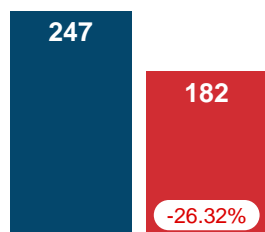
Sale Price



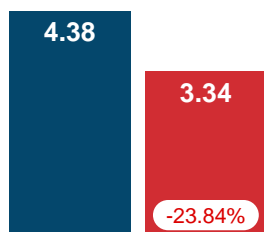
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

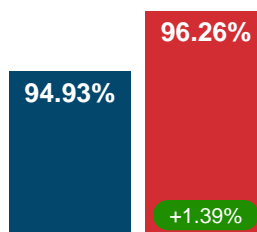
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

