

September 2019



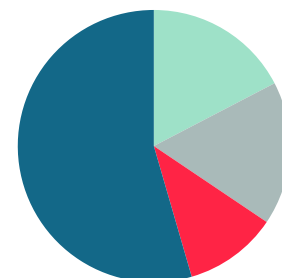
Area Delimited by County Of Muskogee - Residential Property Type



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%
Median List Price	112,400	111,200	-1.07%
Median Sale Price	107,555	108,750	1.11%
Median Percent of Selling Price to List Price	96.82%	99.44%	2.70%
Median Days on Market to Sale	23.00	27.00	17.39%
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.

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 **1.11%** in September 2019 to \$108,750 versus the previous year at \$107,555.

Median Days on Market Lengthens

The median number of **27.00** days that homes spent on the market before selling increased by 4.00 days or **17.39%** in September 2019 compared to last year's same month at **23.00** DOM.

Sales Success for September 2019 is Positive

Overall, with Median 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 Monthly 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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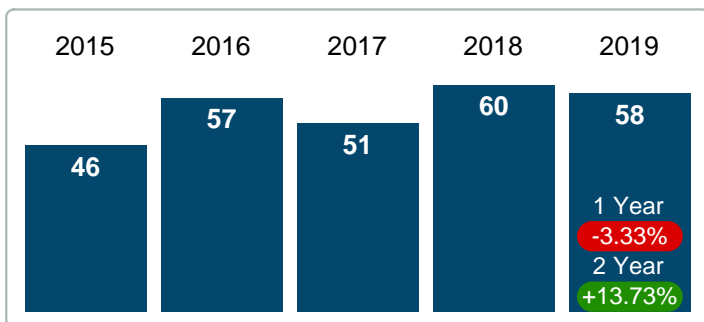
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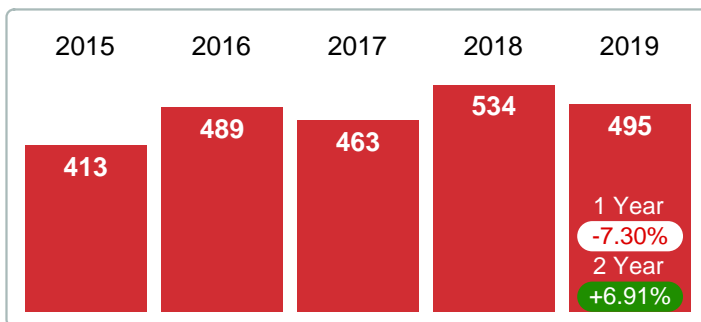
CLOSED LISTINGS

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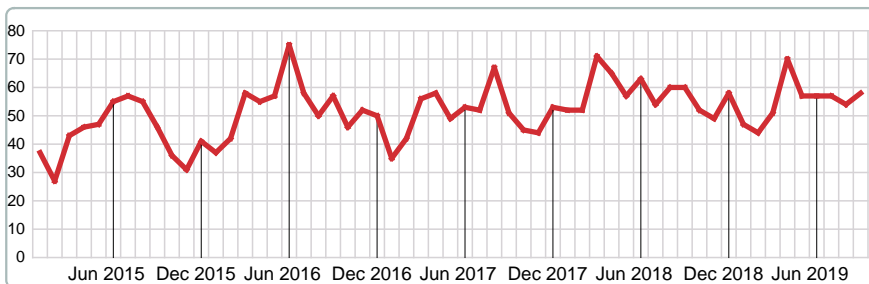
SEPTEMBER



YEAR TO DATE (YTD)

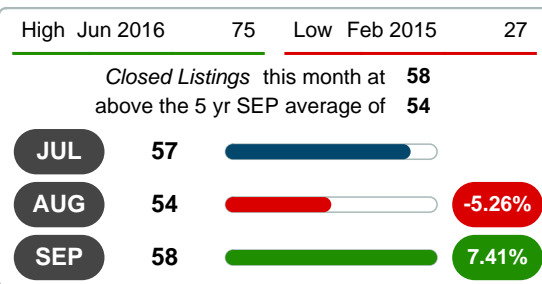


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 54



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	5	8.62%	106.0	1	3	1	0
\$40,001 - \$60,000	7	12.07%	15.0	1	5	1	0
\$60,001 - \$80,000	6	10.34%	7.0	1	5	0	0
\$80,001 - \$130,000	18	31.03%	21.0	2	16	0	0
\$130,001 - \$140,000	6	10.34%	9.0	0	2	4	0
\$140,001 - \$250,000	10	17.24%	27.5	0	5	4	1
\$250,001 and up	6	10.34%	74.0	0	2	4	0
Total Closed Units	58			5	38	14	1
Total Closed Volume	7,065,442	100%	27.0	380.00K	4.05M	2.40M	237.50K
Median Closed Price	\$108,750			\$79,900	\$97,288	\$156,265	\$237,500

September 2019



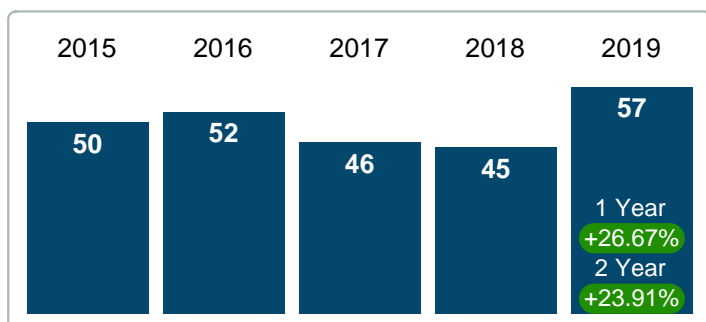
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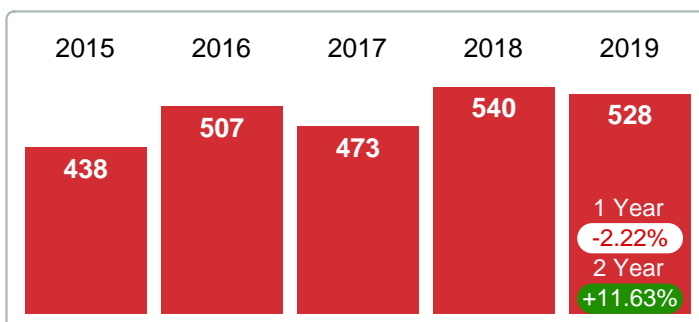
PENDING LISTINGS

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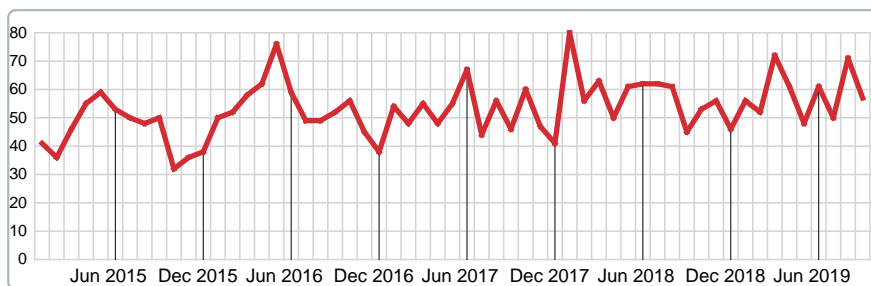
SEPTEMBER



YEAR TO DATE (YTD)

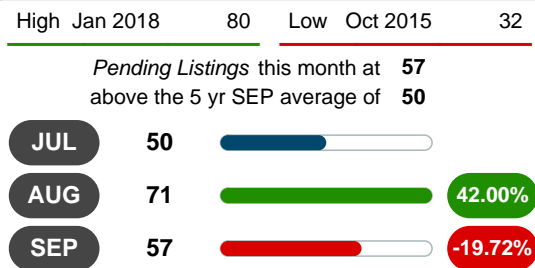


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 50



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	8.77%	76.0	1	4	0	0
\$20,001 - \$50,000	6	10.53%	18.5	2	3	1	0
\$50,001 - \$70,000	9	15.79%	23.0	3	6	0	0
\$70,001 - \$130,000	14	24.56%	30.5	3	9	2	0
\$130,001 - \$150,000	10	17.54%	8.5	0	7	3	0
\$150,001 - \$260,000	7	12.28%	18.0	1	3	2	1
\$260,001 and up	6	10.53%	35.0	0	1	3	2
Total Pending Units	57			10	33	11	3
Total Pending Volume	6,579,806	100%	30.0	741.80K	3.21M	1.87M	754.80K
Median Listing Price	\$107,000			\$64,950	\$89,900	\$142,175	\$269,900

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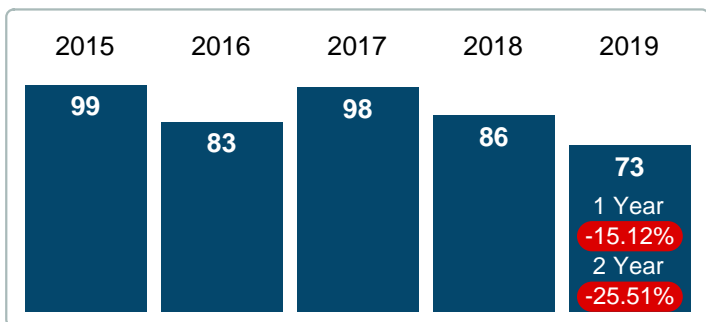
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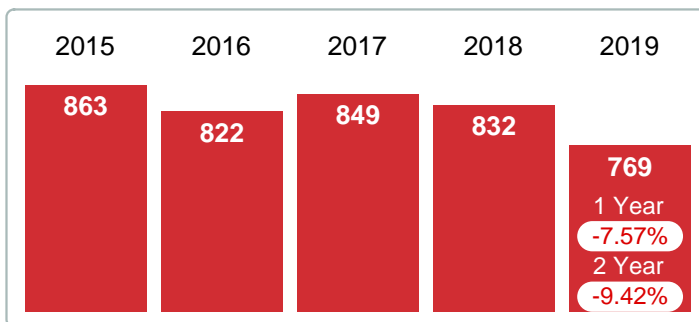
NEW LISTINGS

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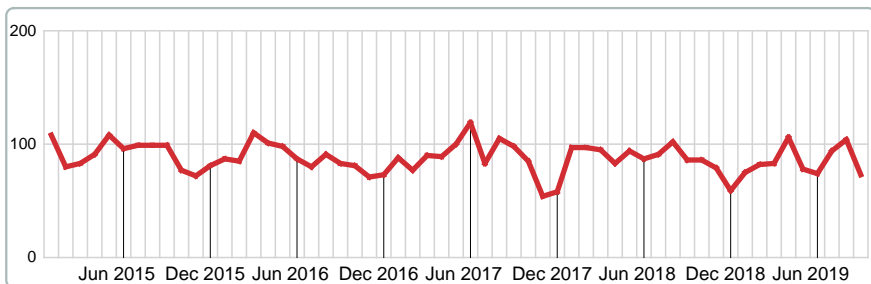
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

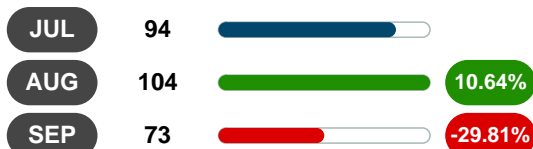


3 MONTHS

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
Median New Listed Listing Price	\$130,121		\$95,000	\$129,453	\$140,970	\$399,950

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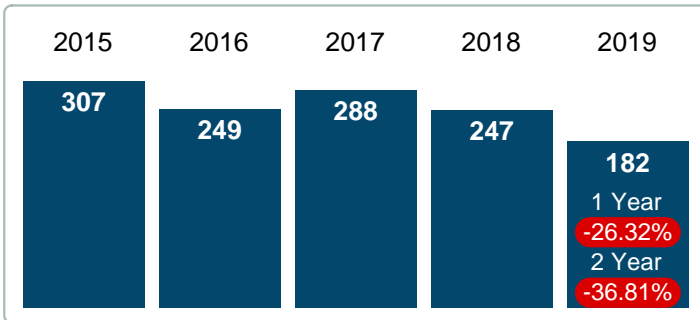
Area Delimited by County Of Muskogee - Residential Property Type



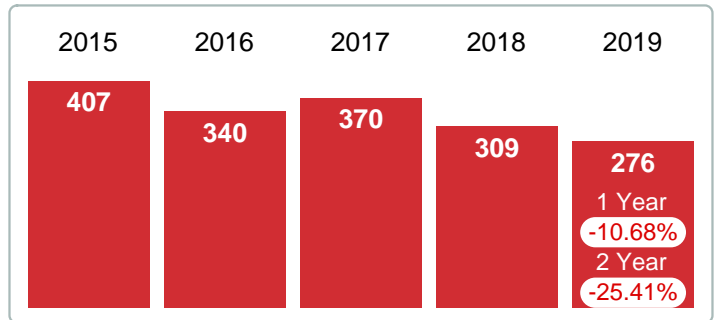
ACTIVE INVENTORY

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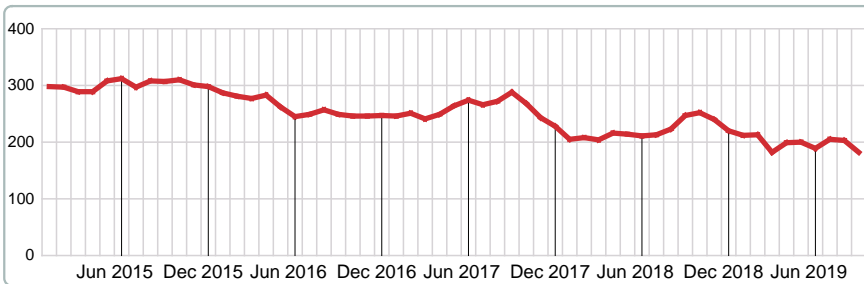
END OF SEPTEMBER



ACTIVE DURING SEPTEMBER

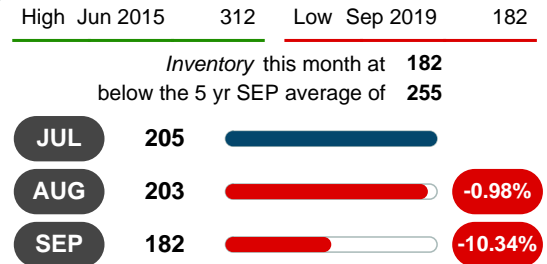


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 255



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	14	7.69%	67.0	7	7	0	0
\$30,001 - \$60,000	24	13.19%	78.5	9	10	3	2
\$60,001 - \$80,000	29	15.93%	36.0	7	15	7	0
\$80,001 - \$150,000	46	25.27%	42.0	3	35	8	0
\$150,001 - \$230,000	27	14.84%	49.0	0	14	12	1
\$230,001 - \$350,000	23	12.64%	66.0	1	10	10	2
\$350,001 and up	19	10.44%	49.0	1	9	5	4
Total Active Inventory by Units	182			28	100	45	9
Total Active Inventory by Volume	32,408,140	100%	54.0	2.55M	16.88M	9.76M	3.23M
Median Active Inventory Listing Price	\$129,000			\$52,450	\$125,972	\$174,900	\$299,900

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Area Delimited by County Of Muskogee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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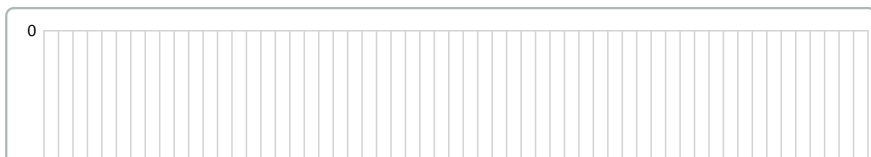
MSI FOR SEPTEMBER

2015	2016	2017	2018	2019
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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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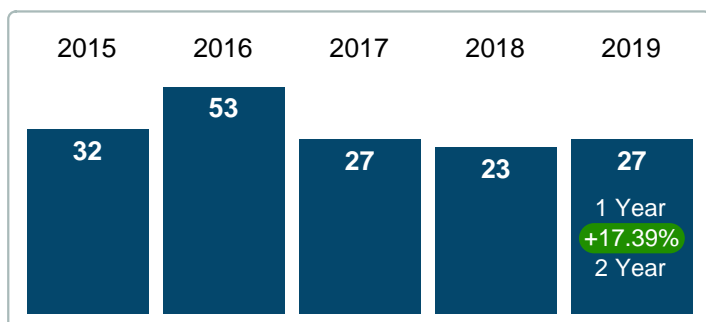
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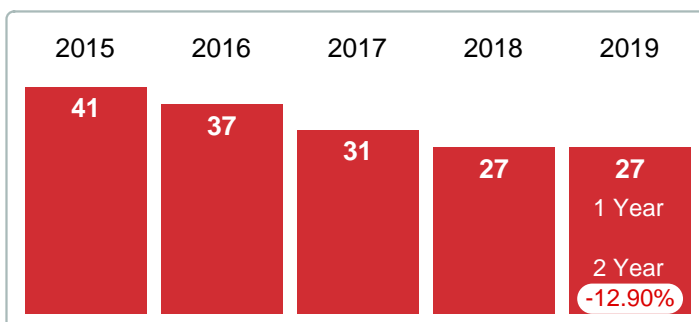
MEDIAN DAYS ON MARKET TO SALE

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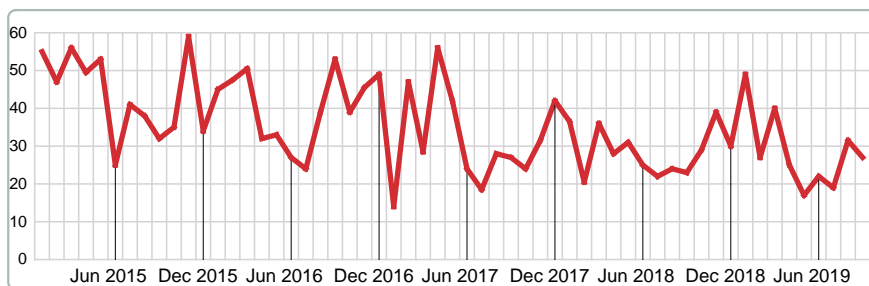
SEPTEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

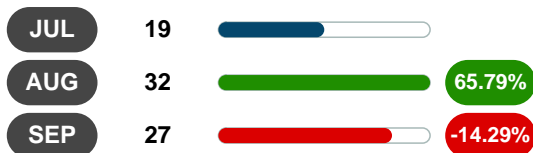


3 MONTHS

5 year SEP AVG = 32

High Nov 2015 59 Low Jan 2017 14

Median Days on Market to Sale this month at 27 below the 5 yr SEP average of 32



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
\$40,000 and less	8.62%	106	112	76	111	0
\$40,001 - \$60,000	12.07%	15	2	47	15	0
\$60,001 - \$80,000	10.34%	7	5	7	0	0
\$80,001 - \$130,000	31.03%	21	24	21	0	0
\$130,001 - \$140,000	10.34%	9	0	33	8	0
\$140,001 - \$250,000	17.24%	28	0	60	16	6
\$250,001 and up	10.34%	74	0	87	74	0
Median Closed DOM		27	7	34	18	6
Total Closed Units	100%	58	5	38	14	1
Total Closed Volume		7,065,442	380.00K	4.05M	2.40M	237.50K

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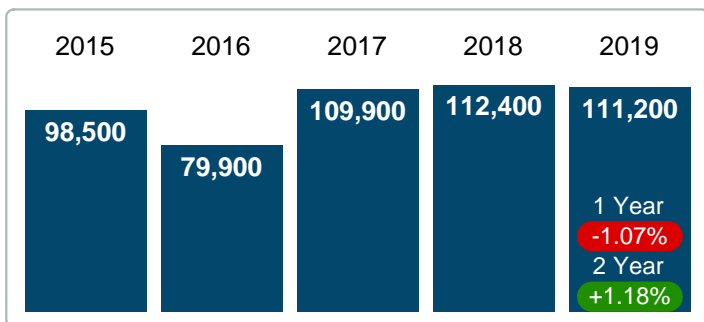
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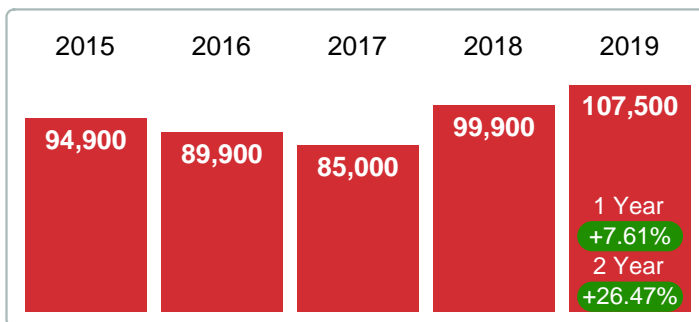
MEDIAN LIST PRICE AT CLOSING

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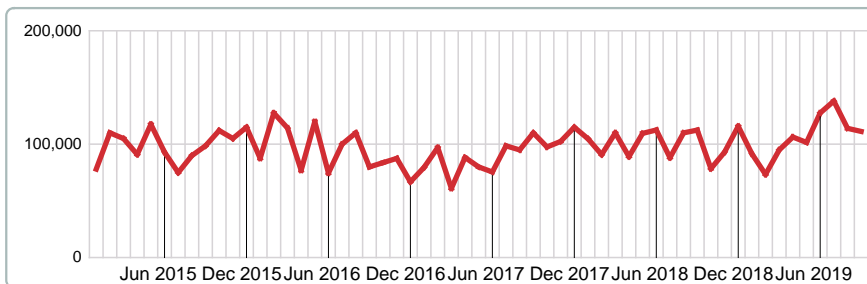
SEPTEMBER



YEAR TO DATE (YTD)

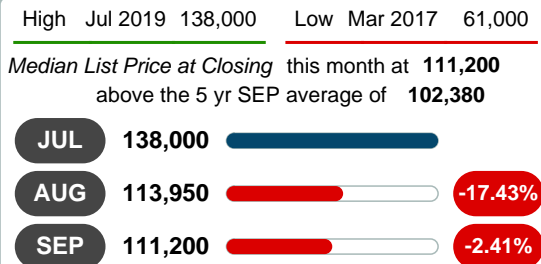


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 102,380



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
\$40,000 and less	5	8.62%	12,500	20,000	12,500	10,900	0
\$40,001 - \$60,000	6	10.34%	56,500	59,900	55,750	55,000	0
\$60,001 - \$80,000	6	10.34%	72,400	79,900	69,900	0	0
\$80,001 - \$130,000	19	32.76%	100,500	113,750	100,500	0	0
\$130,001 - \$140,000	4	6.90%	134,950	0	134,950	134,314	0
\$140,001 - \$250,000	13	22.41%	168,000	0	157,450	173,950	249,500
\$250,001 and up	5	8.62%	274,000	0	419,000	271,950	0
Median List Price			111,200	79,900	98,288	173,950	249,500
Total Closed Units		100%	111,200	5	38	14	1
Total Closed Volume			7,253,887	387.30K	4.11M	2.51M	249.50K

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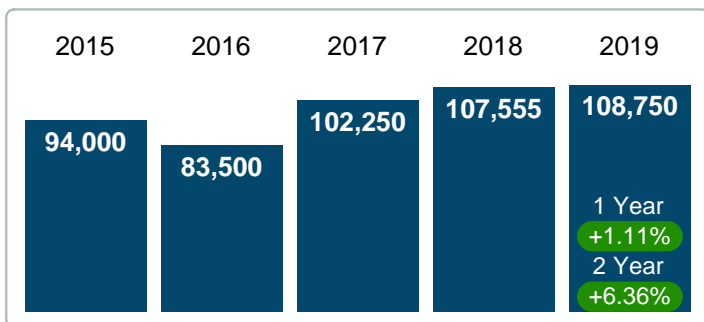
Area Delimited by County Of Muskogee - Residential Property Type



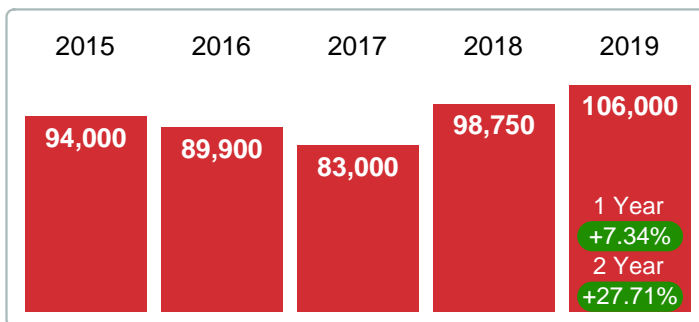
MEDIAN SOLD PRICE AT CLOSING

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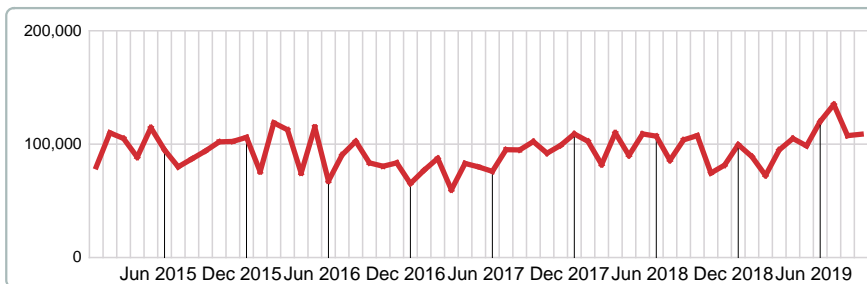
SEPTEMBER



YEAR TO DATE (YTD)

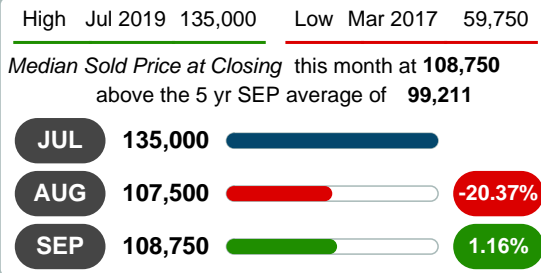


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 99,211



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
\$40,000 and less	8.62%	10,000	17,000	10,000	8,500	0
\$40,001 - \$60,000	12.07%	58,300	59,900	58,300	45,000	0
\$60,001 - \$80,000	10.34%	75,000	79,900	74,000	0	0
\$80,001 - \$130,000	31.03%	106,500	111,600	106,500	0	0
\$130,001 - \$140,000	10.34%	134,950	0	134,450	136,000	0
\$140,001 - \$250,000	17.24%	159,750	0	150,000	184,650	237,500
\$250,001 and up	10.34%	258,000	0	337,500	258,000	0
Median Sold Price		108,750	79,900	97,288	156,265	237,500
Total Closed Units	100%	108,750	5	38	14	1
Total Closed Volume		7,065,442	380.00K	4.05M	2.40M	237.50K

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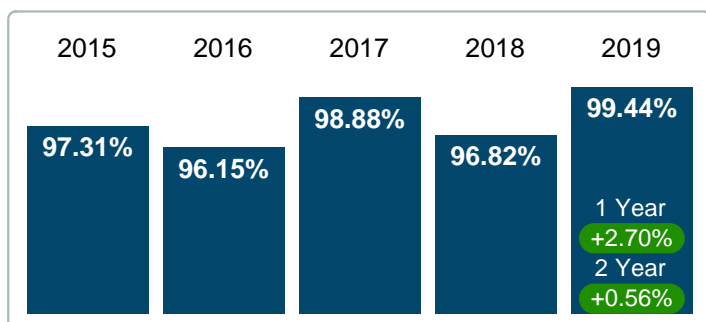
Area Delimited by County Of Muskogee - Residential Property Type



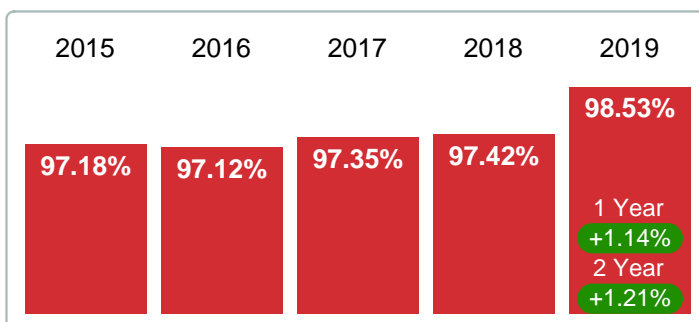
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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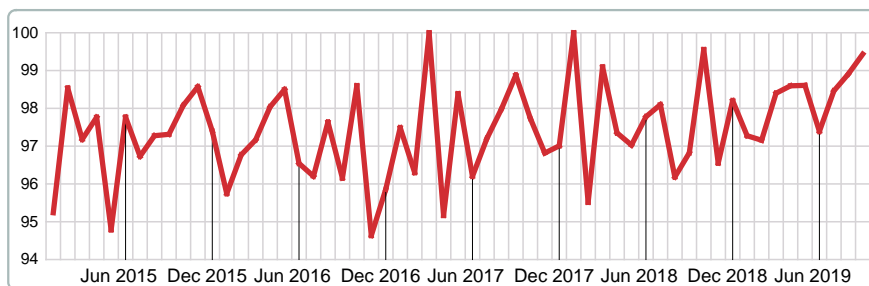
SEPTEMBER



YEAR TO DATE (YTD)

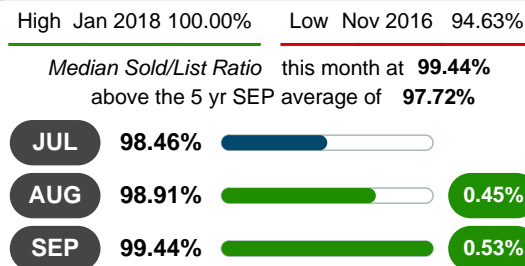


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year SEP AVG = 97.72%



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
\$40,000 and less	5	8.62%	80.00%	85.00%	80.00%	77.98%	0.00%
\$40,001 - \$60,000	7	12.07%	100.00%	100.00%	100.00%	81.82%	0.00%
\$60,001 - \$80,000	6	10.34%	97.11%	100.00%	96.37%	0.00%	0.00%
\$80,001 - \$130,000	18	31.03%	100.00%	98.56%	100.00%	0.00%	0.00%
\$130,001 - \$140,000	6	10.34%	99.63%	0.00%	99.63%	97.24%	0.00%
\$140,001 - \$250,000	10	17.24%	97.48%	0.00%	98.13%	98.12%	95.19%
\$250,001 and up	6	10.34%	98.99%	0.00%	101.32%	97.35%	0.00%
Median Sold/List Ratio		99.44%		100.00%	100.00%	96.28%	95.19%
Total Closed Units		58	100%	5	38	14	1
Total Closed Volume		7,065,442		380.00K	4.05M	2.40M	237.50K

September 2019



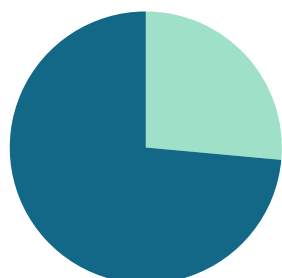
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

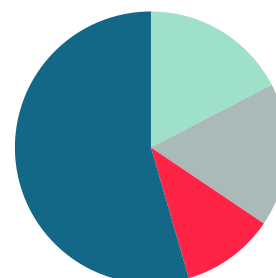


Inventory
 New Listings
73 = 26.45%
 Start Inventory
203
 Total Inventory Units
276
 Volume
\$46,443,645

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%
Median List Price	112,400	111,200	-1.07%	99,900	107,500	7.61%
Median Sale Price	107,555	108,750	1.11%	98,750	106,000	7.34%
Median Percent of Selling Price to List Price	96.82%	99.44%	2.70%	97.42%	98.53%	1.14%
Median Days on Market to Sale	23.00	27.00	17.39%	27.00	27.00	0.00%
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

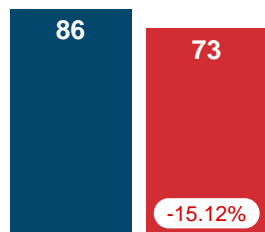
Inventory on September 30, 2019 = **182**

2018 **2019**

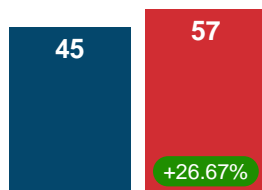
SEPTEMBER MARKET

MEDIAN PRICES

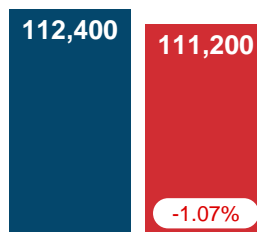
New Listings



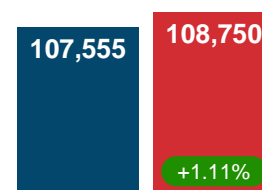
Pending Listings



List Price



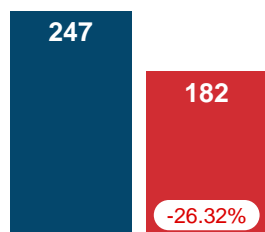
Sale Price



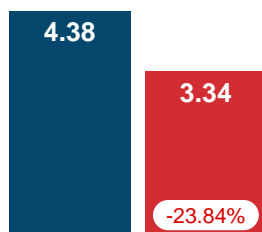
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

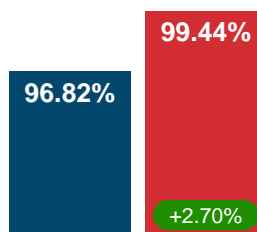
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

