



## December 2018

Area Delimited by County Of Muskogee

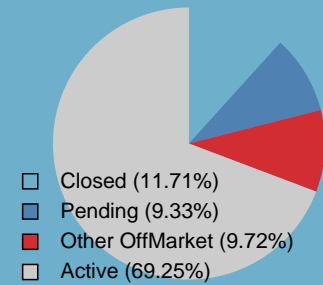


### MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2019 for MLS Technology Inc.

Compared Metrics	December		
	2017	2018	+/-%
Closed Listings	61	59	-3.28%
Pending Listings	46	47	2.17%
New Listings	67	79	17.91%
Median List Price	105,000	112,500	7.14%
Median Sale Price	97,400	90,000	-7.60%
Median Percent of List Price to Selling Price	96.55%	98.22%	1.73%
Median Days on Market to Sale	42.00	30.00	-28.57%
End of Month Inventory	405	349	-13.83%
Months Supply of Inventory	7.36	5.82	-20.90%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **60** Sales/Month  
**Active Inventory** as of December 31, 2018 = **349**

#### Analysis Wrap-Up

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

The total housing inventory at the end of December 2018 decreased **13.83%** to 349 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **5.82** MSI for this period.

##### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **7.60%** in December 2018 to \$90,000 versus the previous year at \$97,400.

##### Median Days on Market Shortens

The median number of **30.00** days that homes spent on the market before selling decreased by 12.00 days or **28.57%** in December 2018 compared to last year's same month at **42.00** DOM.

##### Sales Success for December 2018 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 79 New Listings in December 2018, up **17.91%** from last year at 67. Furthermore, there were 59 Closed Listings this month versus last year at 61, a **-3.28%** decrease.

Closed versus Listed trends yielded a **74.7%** ratio, down from previous year's, December 2017, at **91.0%**, a **17.97%** downswing. 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>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</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.

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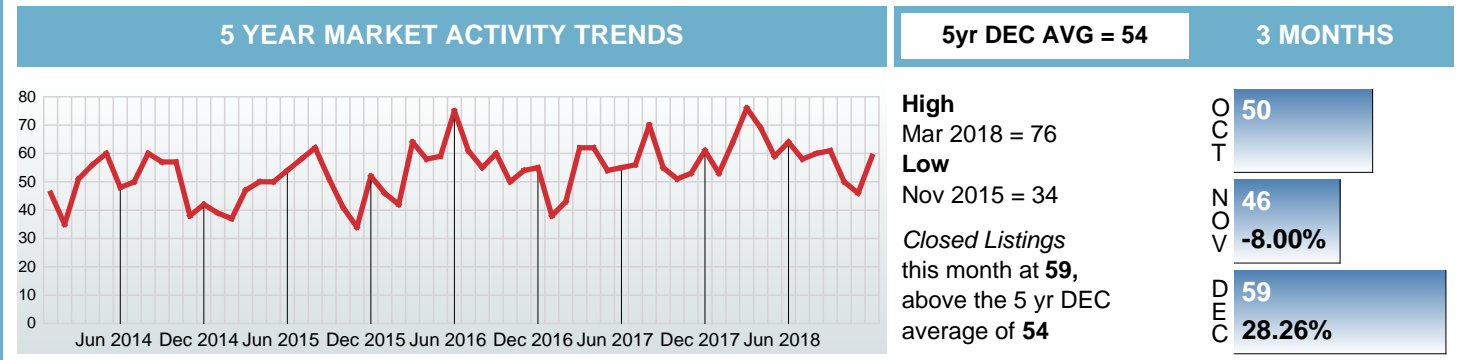
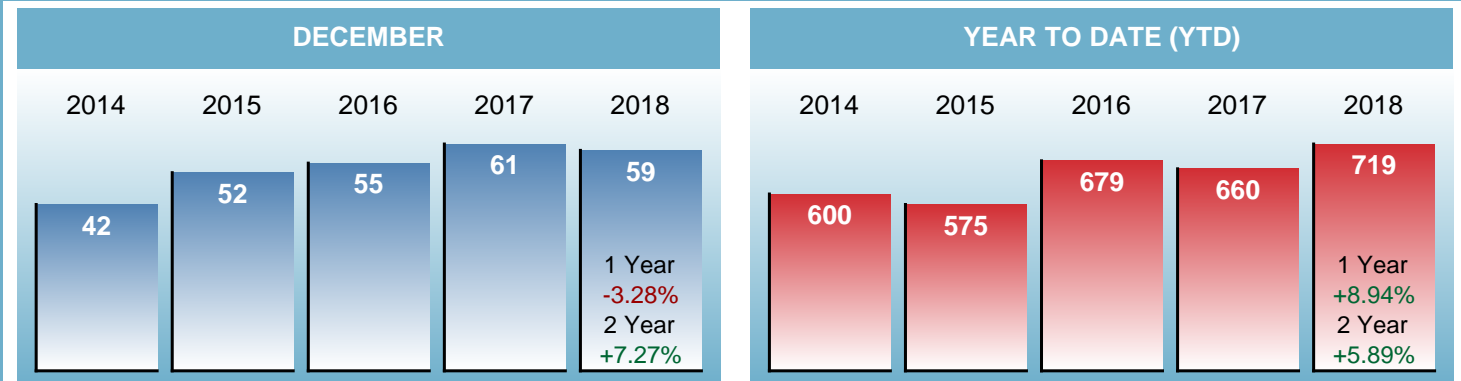
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## CLOSED LISTINGS

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## CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	0	0.00%	0.0	0	0	0	0
\$10,001 - \$30,000	10	16.95%	21.0	5	4	1	0
\$30,001 - \$60,000	11	18.64%	40.0	3	6	2	0
\$60,001 - \$130,000	15	25.42%	31.0	1	8	6	0
\$130,001 - \$160,000	8	13.56%	16.0	0	7	1	0
\$160,001 - \$250,000	9	15.25%	30.0	1	7	1	0
\$250,001 and up	6	10.17%	23.5	0	1	3	2
<b>Total Closed Units</b>	<b>59</b>			<b>10</b>	<b>33</b>	<b>14</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>6,618,445</b>	<b>100%</b>	<b>30.0</b>	<b>484.20K</b>	<b>3.71M</b>	<b>1.83M</b>	<b>595.00K</b>
<b>Median Closed Price</b>	<b>\$90,000</b>			<b>\$33,000</b>	<b>\$110,500</b>	<b>\$114,950</b>	<b>\$297,500</b>

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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com



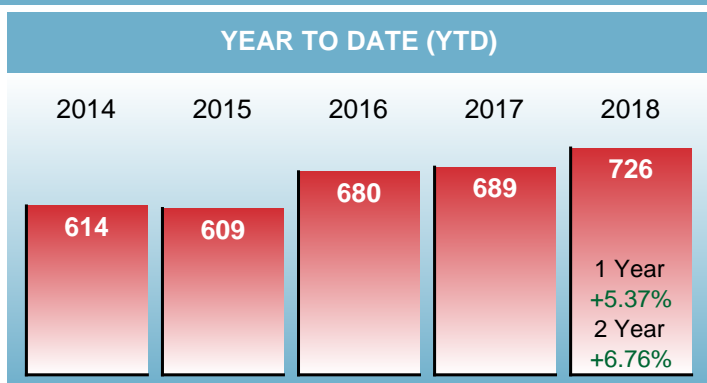
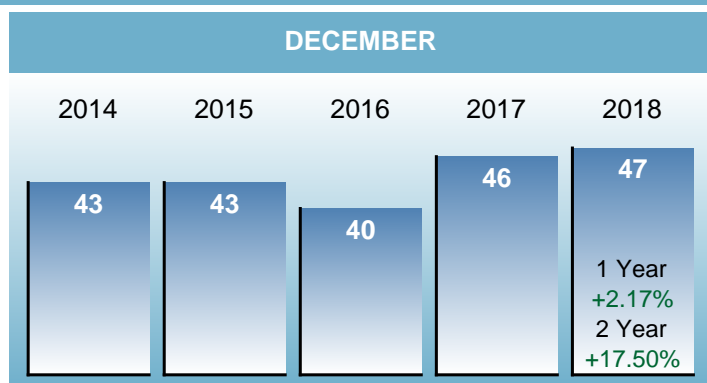
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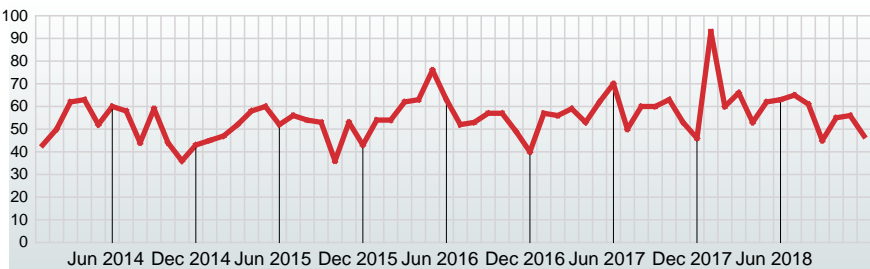


## PENDING LISTINGS

Report produced on Jan 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 44

3 MONTHS

High	55
Jan 2018 = 93	
Low	56
Oct 2015 = 36	
Pending Listings this month at 47, above the 5 yr DEC average of 44	
NOV	1.82%
DEC	-16.07%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	2.13%	75.0	1	0	0	0
\$10,001 - \$30,000	8	17.02%	74.0	4	4	0	0
\$30,001 - \$50,000	7	14.89%	37.0	2	2	3	0
\$50,001 - \$130,000	13	27.66%	22.0	4	6	3	0
\$130,001 - \$170,000	5	10.64%	41.0	0	3	2	0
\$170,001 - \$250,000	8	17.02%	18.0	0	7	1	0
\$250,001 and up	5	10.64%	34.0	1	1	3	0
<b>Total Pending Units</b>	<b>47</b>			<b>12</b>	<b>23</b>	<b>12</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>5,308,600</b>	<b>100%</b>	<b>26.0</b>	<b>747.80K</b>	<b>2.81M</b>	<b>1.75M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$94,500</b>			<b>\$40,700</b>	<b>\$129,900</b>	<b>\$129,500</b>	<b>\$0</b>

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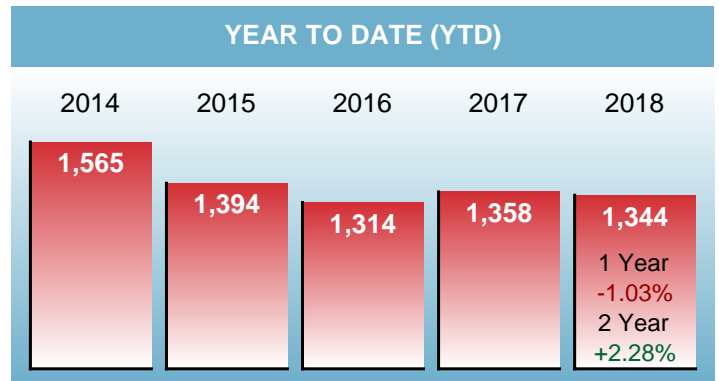
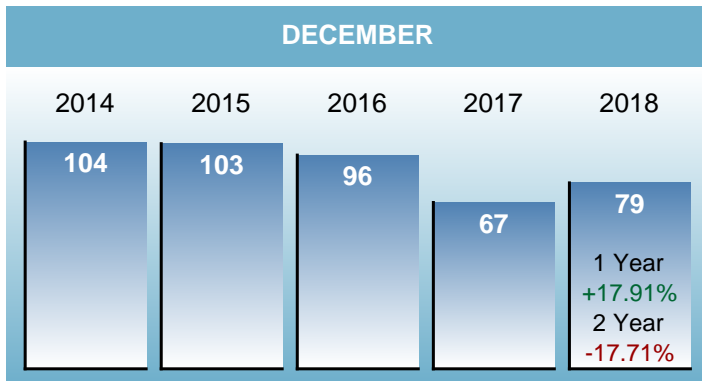
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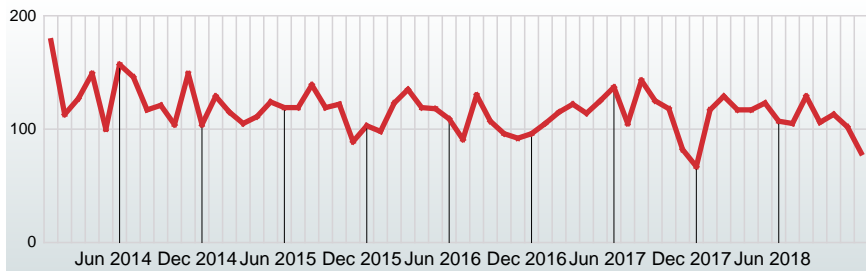


## NEW LISTINGS

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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 90**      **3 MONTHS**

**High**  
Jan 2014 = 178  
**Low**  
Dec 2017 = 67  
*New Listings*  
this month at **79**,  
below the 5 yr DEC  
average of **90**

OCT	113
NOV	102 -9.73%
DEC	79 -22.55%

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	5.06%	4	0	0	0
\$20,001 - \$50,000	13	16.46%	7	5	1	0
\$50,001 - \$90,000	13	16.46%	2	9	2	0
\$90,001 - \$130,000	16	20.25%	7	6	3	0
\$130,001 - \$180,000	15	18.99%	4	10	1	0
\$180,001 - \$270,000	11	13.92%	4	3	4	0
\$270,001 and up	7	8.86%	3	1	2	1
<b>Total New Listed Units</b>	<b>79</b>		<b>31</b>	<b>34</b>	<b>13</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>11,257,050</b>	<b>100%</b>	<b>4.57M</b>	<b>4.04M</b>	<b>2.26M</b>	<b>389.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$119,000</b>		<b>\$110,000</b>	<b>\$108,750</b>	<b>\$180,000</b>	<b>\$389,900</b>

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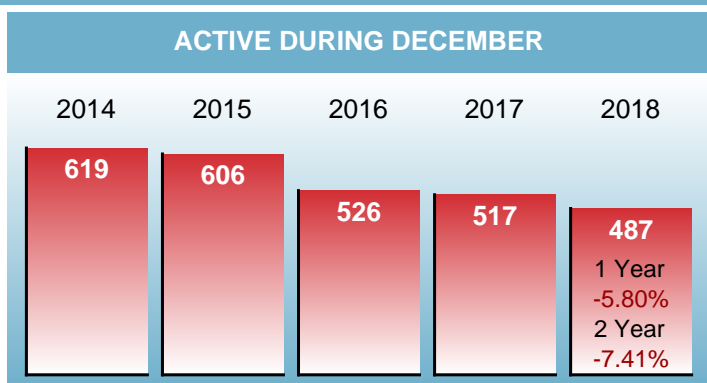
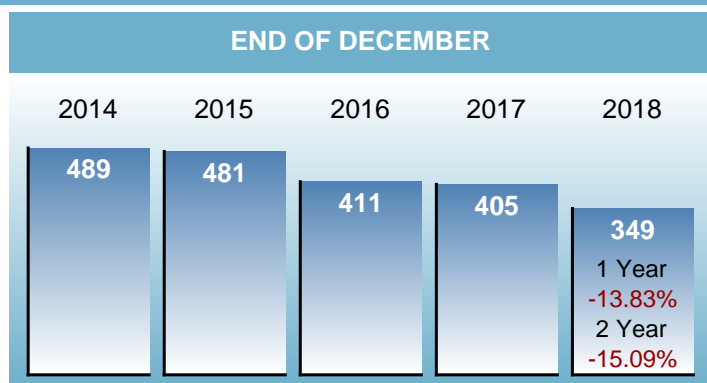
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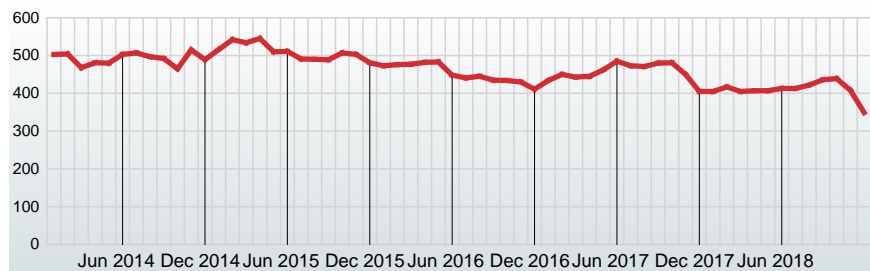


## ACTIVE INVENTORY

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### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 427**      **3 MONTHS**

**High**  
Apr 2015 = 545  
**Low**  
Dec 2018 = 349  
*Inventory*  
this month at **349**,  
below the 5 yr DEC  
average of **427**

**OCT** 439  
**NOV** 408  
**DEC** 349  
-14.46%

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	34	9.74%	91.0	31	3	0	0
\$20,001 \$30,000	31	8.88%	90.0	18	9	4	0
\$30,001 \$60,000	56	16.05%	74.0	39	15	2	0
\$60,001 \$130,000	93	26.65%	74.0	25	49	16	3
\$130,001 \$180,000	52	14.90%	72.0	15	33	4	0
\$180,001 \$320,000	48	13.75%	89.5	16	16	15	1
\$320,001 and up	35	10.03%	104.0	22	6	5	2
<b>Total Active Inventory by Units</b>	349			166	131	46	6
<b>Total Active Inventory by Volume</b>	63,294,504	100%	77.0	35.99M	17.54M	8.16M	1.61M
<b>Median Active Inventory Listing Price</b>	\$99,500			\$56,250	\$119,000	\$138,750	\$184,950

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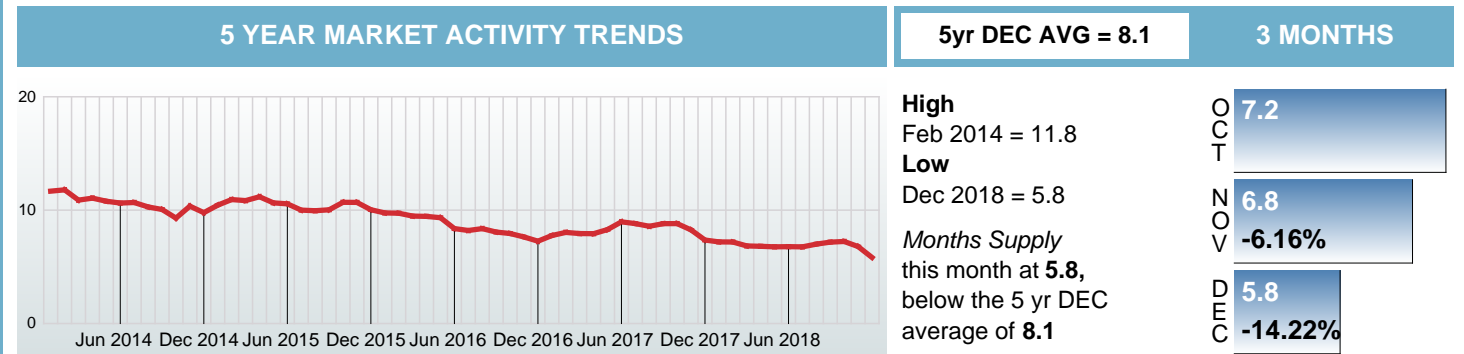
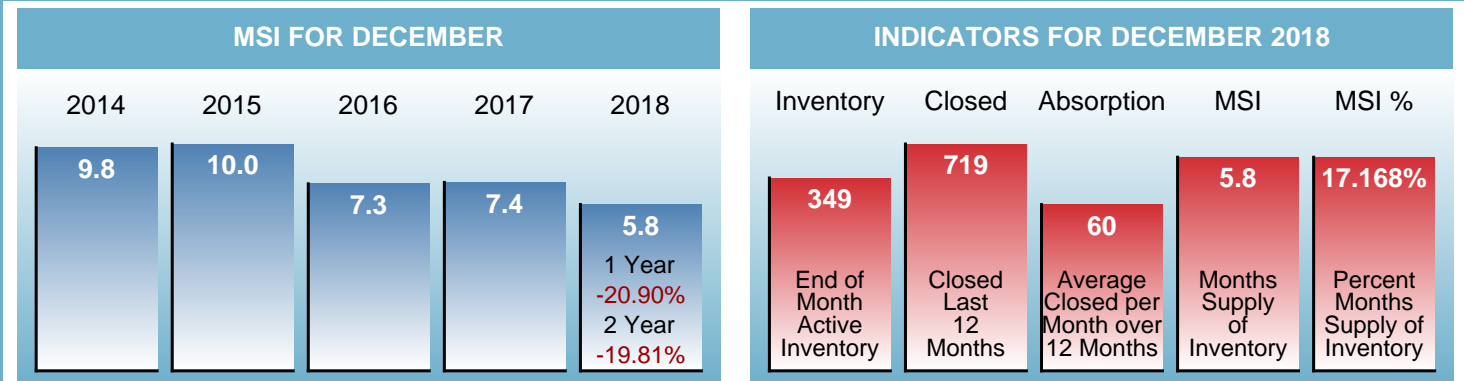
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## MONTHS SUPPLY of INVENTORY (MSI)

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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE								
Distribution of Active Inventory by Price Range and MSI			%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	34		9.74%	5.2	7.0	1.9	0.0	0.0
\$20,001 - \$30,000	31		8.88%	7.8	12.0	3.9	24.0	0.0
\$30,001 - \$60,000	56		16.05%	5.8	13.0	2.7	2.2	0.0
\$60,001 - \$130,000	93		26.65%	4.6	10.7	3.3	5.3	12.0
\$130,001 - \$180,000	52		14.90%	4.8	30.0	4.7	1.3	0.0
\$180,001 - \$320,000	48		13.75%	6.5	48.0	3.9	5.5	6.0
\$320,001 and up	35		10.03%	26.3	88.0	10.3	15.0	12.0
Market Supply of Inventory (MSI)	5.8				13.5	3.7	4.3	5.1
Total Active Inventory by Units	349		100%	5.8	166	131	46	6

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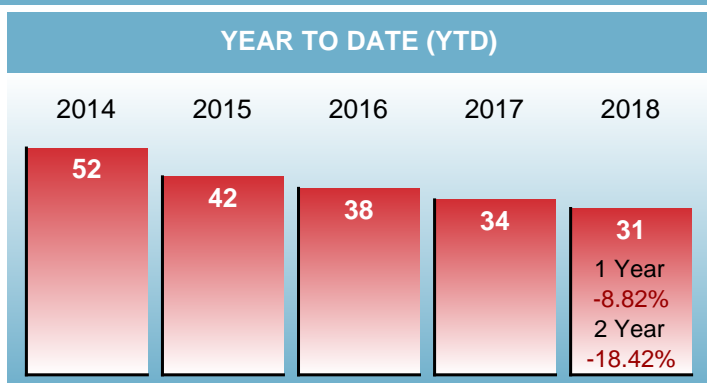
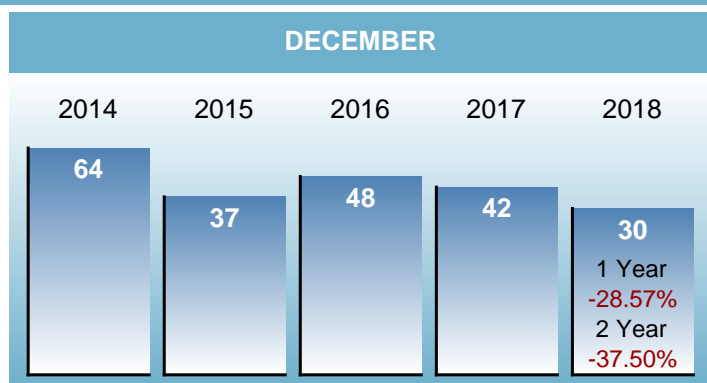
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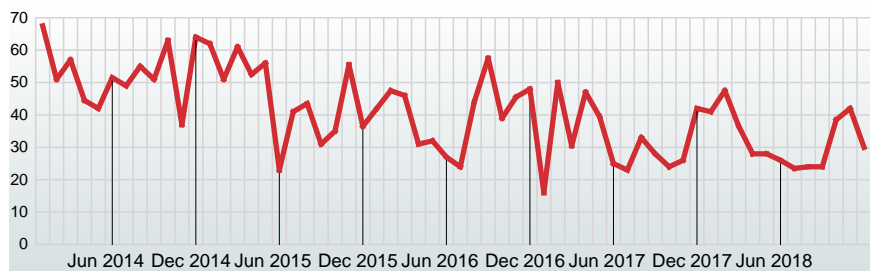
## MEDIAN DAYS ON MARKET TO SALE

Report produced on Jan 11, 2019 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 44**      **3 MONTHS**



**High**  
Jan 2014 = 68  
**Low**  
Jan 2017 = 16  
*Median Days on Market*  
this month at **30**,  
below the 5 yr DEC  
average of **44**

OCT	39
NOV	42
DEC	30
	<b>9.09%</b>
	<b>-28.57%</b>

### 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
\$10,000 and less	0	0.00%	104.0	0.0	0.0	0.0	0.0
\$10,001 - \$30,000	10	16.95%	21.0	4.0	74.0	72.0	0.0
\$30,001 - \$60,000	11	18.64%	40.0	40.0	63.5	39.5	0.0
\$60,001 - \$130,000	15	25.42%	31.0	30.0	30.0	46.0	0.0
\$130,001 - \$160,000	8	13.56%	16.0	0.0	12.0	129.0	0.0
\$160,001 - \$250,000	9	15.25%	30.0	35.0	30.0	5.0	0.0
\$250,001 and up	6	10.17%	23.5	0.0	28.0	19.0	36.5
Median Closed DOM	30.0			14.5	30.0	34.0	36.5
Total Closed Units	59	100%	30.0	10	33	14	2
Total Closed Volume	6,618,445			484.20K	3.71M	1.83M	595.00K

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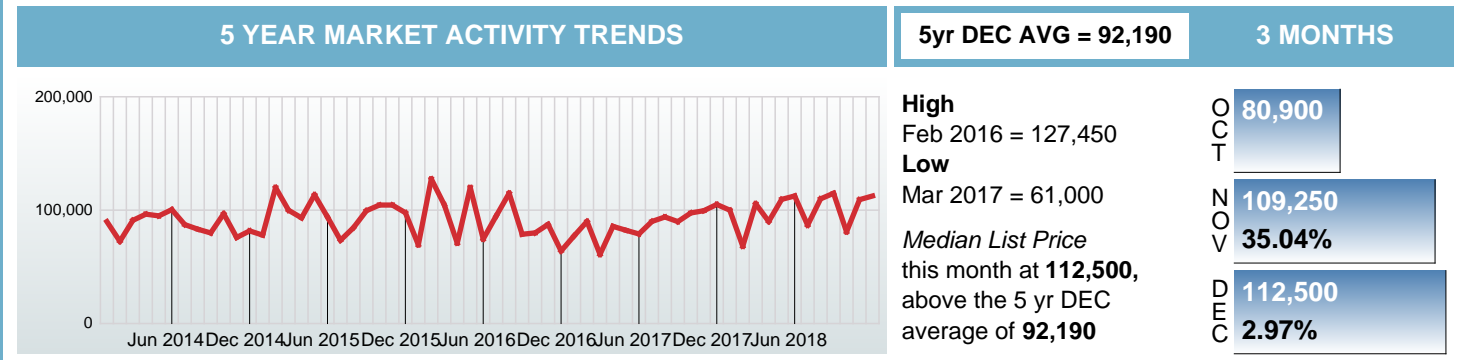
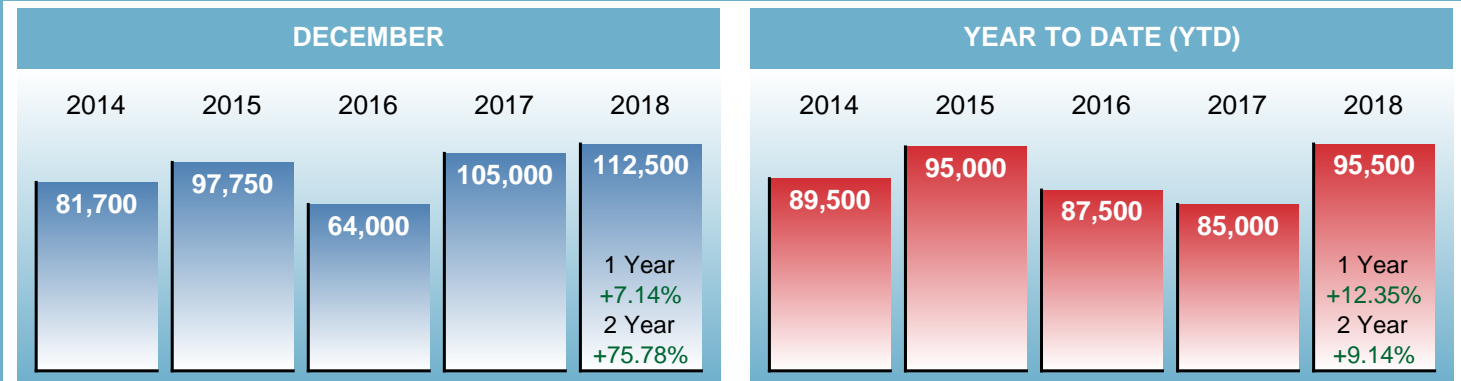
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## MEDIAN LIST PRICE AT CLOSING

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## 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
\$10,000 and less	0	0.00%	24	0	0	0	0
\$10,001 - \$30,000	9	15.25%	16,750	15,000	21,250	29,900	0
\$30,001 - \$60,000	11	18.64%	45,000	41,450	55,000	42,500	0
\$60,001 - \$130,000	15	25.42%	82,500	64,000	82,500	119,000	0
\$130,001 - \$160,000	7	11.86%	149,900	0	155,000	136,250	0
\$160,001 - \$250,000	11	18.64%	174,900	210,000	172,900	209,900	0
\$250,001 and up	6	10.17%	278,500	0	294,900	275,000	314,950
Median List Price	112,500			34,750	119,000	123,700	314,950
Total Closed Units	59	100%	112,500	10	33	14	2
Total Closed Volume	6,912,550			494.05K	3.88M	1.91M	629.90K

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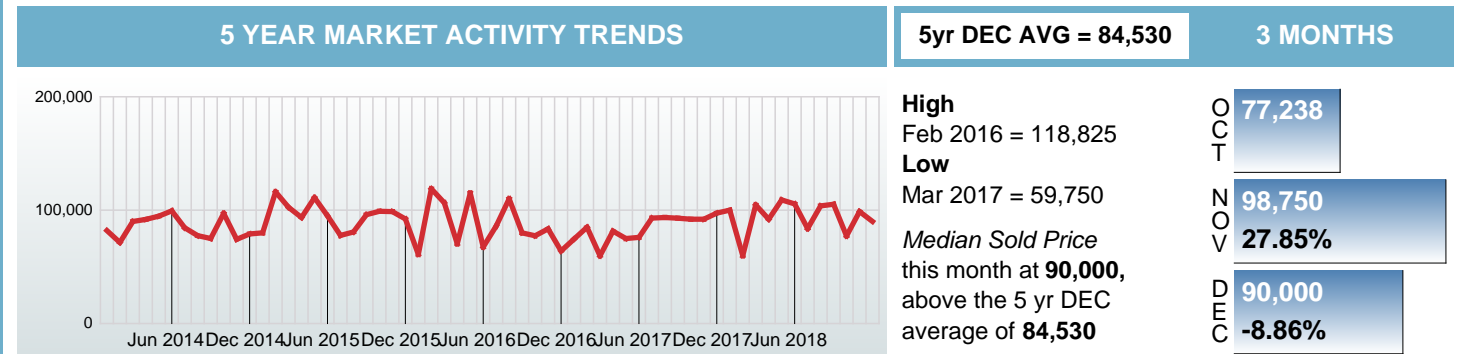
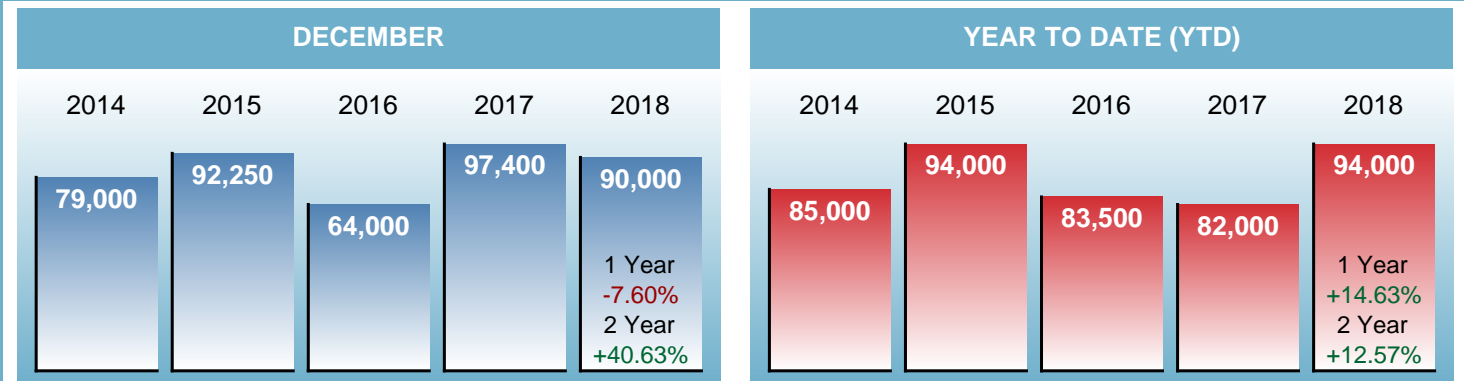
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## MEDIAN SOLD PRICE AT CLOSING

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## 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
\$10,000 and less	0	0.00%	278,500	0	0	0	0
\$10,001 - \$30,000	10	16.95%	16,250	15,000	19,250	29,900	0
\$30,001 - \$60,000	11	18.64%	40,000	41,800	46,500	35,500	0
\$60,001 - \$130,000	15	25.42%	88,500	64,000	86,200	99,250	0
\$130,001 - \$160,000	8	13.56%	153,750	0	155,000	132,500	0
\$160,001 - \$250,000	9	15.25%	187,000	210,000	170,000	202,000	0
\$250,001 and up	6	10.17%	265,000	0	260,000	265,000	297,500
<b>Median Sold Price</b>			90,000	33,000	110,500	114,950	297,500
<b>Total Closed Units</b>		100%	90,000	10	33	14	2
<b>Total Closed Volume</b>			6,618,445	484.20K	3.71M	1.83M	595.00K

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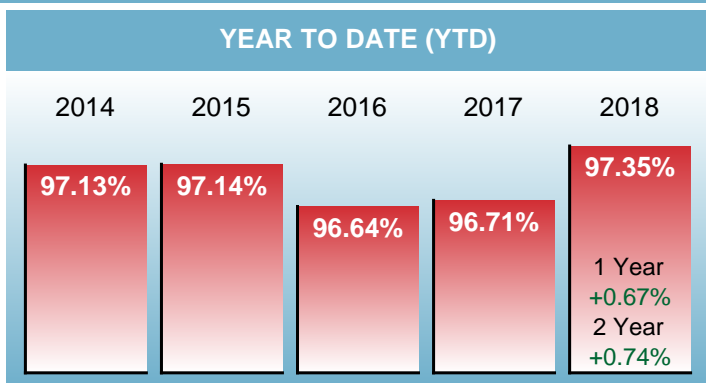
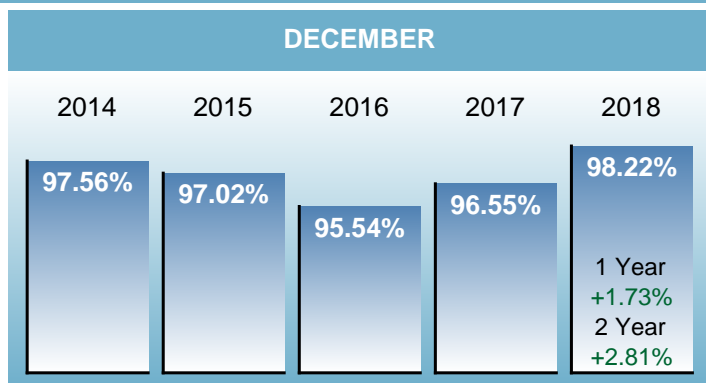
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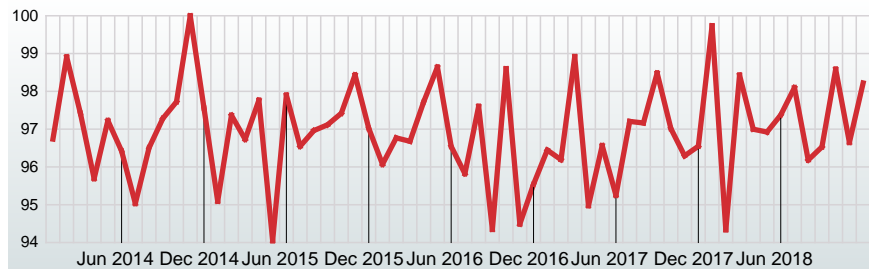


### MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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#### 5 YEAR MARKET ACTIVITY TRENDS



**5yr DEC AVG = 96.98%**      **3 MONTHS**

<b>High</b>	Nov 2014 = 100.00%
<b>Low</b>	May 2015 = 94.05%
<i>Median Sold/List Ratio this month at <b>98.22%</b>, above the 5 yr DEC average of <b>96.98%</b></i>	
OCT	98.59%
NOV	96.65%
DEC	98.22%
	<b>-1.97%</b>
	<b>1.63%</b>

#### 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
\$10,000 and less	0	0.00%	25.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$30,000	10	16.95%	90.31%	89.55%	86.23%	100.00%	0.00%
\$30,001 - \$60,000	11	18.64%	86.75%	100.00%	82.94%	83.61%	0.00%
\$60,001 - \$130,000	15	25.42%	100.00%	100.00%	100.31%	98.40%	0.00%
\$130,001 - \$160,000	8	13.56%	98.79%	0.00%	97.59%	100.00%	0.00%
\$160,001 - \$250,000	9	15.25%	98.47%	100.00%	98.47%	96.24%	0.00%
\$250,001 and up	6	10.17%	97.27%	0.00%	88.17%	100.00%	94.93%
Median Sold/List Ratio		98.22%		100.00%	98.22%	98.40%	94.93%
Total Closed Units		59	100%	10	33	14	2
Total Closed Volume		6,618,445		484.20K	3.71M	1.83M	595.00K

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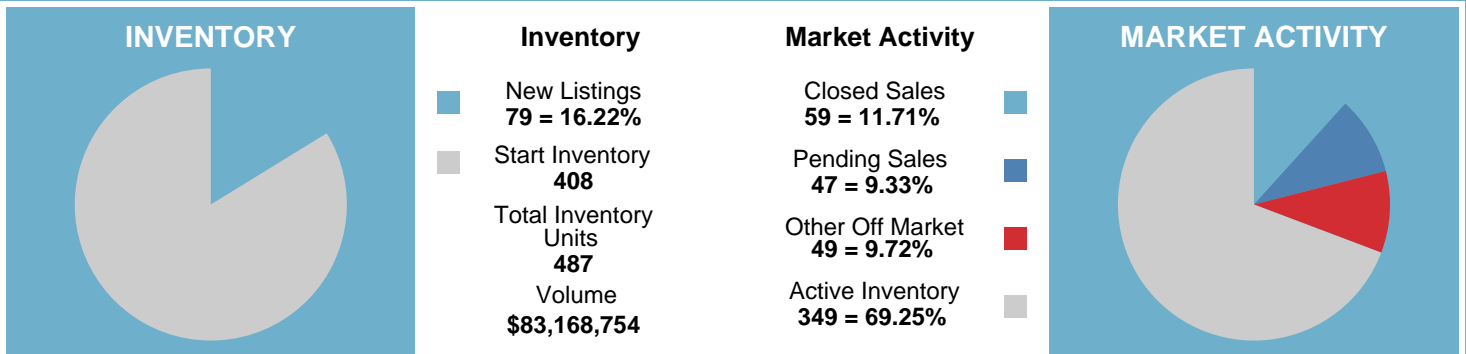
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Area Delimited by County Of Muskogee



## MARKET SUMMARY

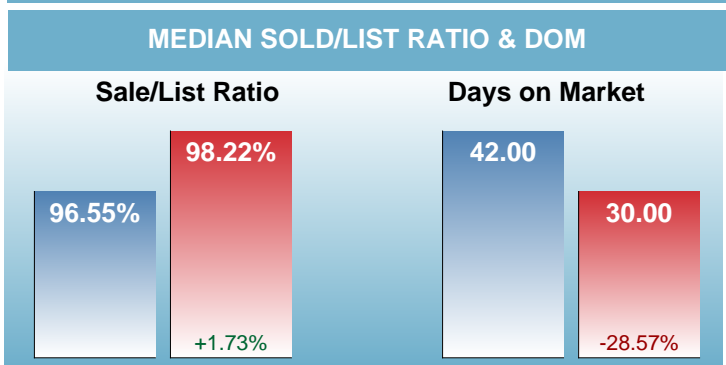
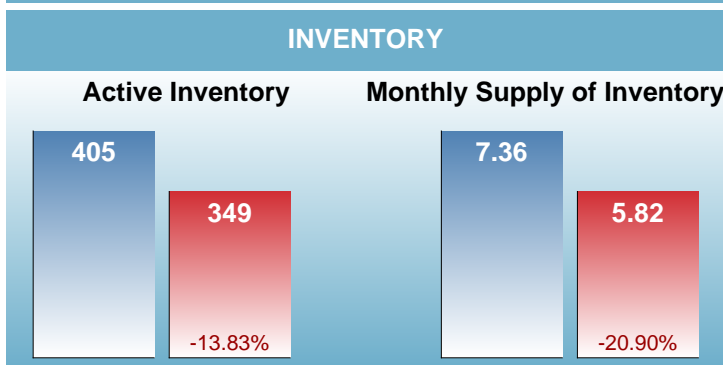
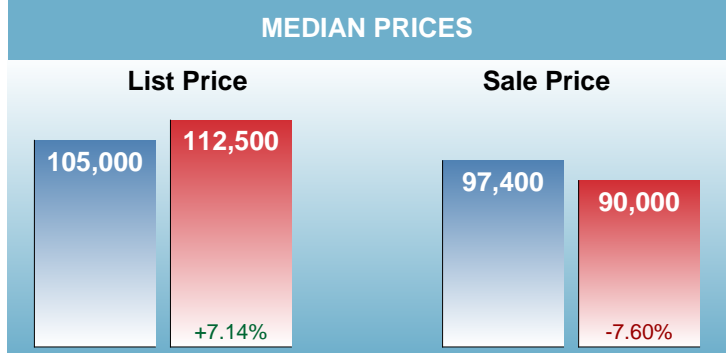
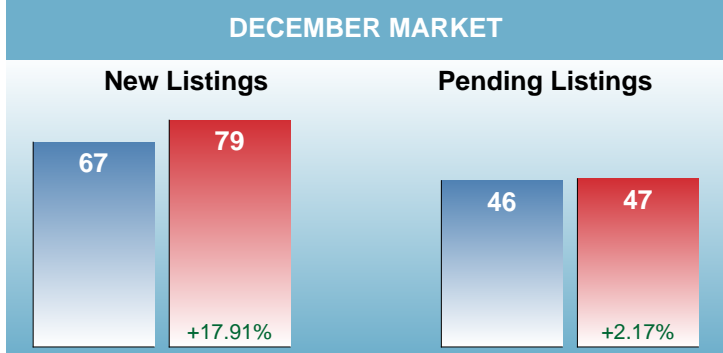
Report produced on Jan 11, 2019 for MLS Technology Inc.



Compared Metrics	December			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	61	59	-3.28%	660	719	8.94%
Pending Sales	46	47	2.17%	689	726	5.37%
New Listings	67	79	17.91%	1,358	1,344	-1.03%
Median List Price	105,000	112,500	7.14%	85,000	95,500	12.35%
Median Sale Price	97,400	90,000	-7.60%	82,000	94,000	14.63%
Median Percent of Selling Price to List Price	96.55%	98.22%	1.73%	96.71%	97.35%	0.67%
Median Days on Market to Sale	42.00	30.00	-28.57%	34.00	31.00	-8.82%
Monthly Inventory	405	349	-13.83%	405	349	-13.83%
Months Supply of Inventory	7.36	5.82	-20.90%	7.36	5.82	-20.90%

**Absorption:** Last 12 months, an Average of **60** Sales/Month

**Inventory on December 31, 2018 = 349** 2017 2018



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