

August 2018

Area Delimited by County Of Muskogee

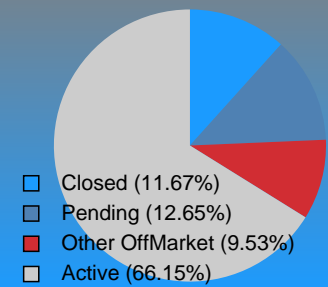


MONTHLY INVENTORY ANALYSIS

Report produced on Sep 12, 2018 for MLS Technology Inc.

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	70	60	-14.29%
Pending Listings	60	65	8.33%
New Listings	143	129	-9.79%
Average List Price	107,769	114,940	6.65%
Average Sale Price	104,764	109,847	4.85%
Average Percent of List Price to Selling Price	103.97%	92.41%	-11.12%
Average Days on Market to Sale	41.46	48.17	16.18%
End of Month Inventory	367	340	-7.36%
Months Supply of Inventory	6.68	5.65	-15.44%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of August 31, 2018 = **340**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2018 decreased **7.36%** to 340 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 **5.65** 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 **4.85%** in August 2018 to \$109,847 versus the previous year at \$104,764.

Average Days on Market Lengthens

The average number of **48.17** days that homes spent on the market before selling increased by 6.71 days or **16.18%** in August 2018 compared to last year's same month at **41.46** DOM.

Sales Success for August 2018 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 129 New Listings in August 2018, down **9.79%** from last year at 143. Furthermore, there were 60 Closed Listings this month versus last year at 70, a **-14.29%** decrease.

Closed versus Listed trends yielded a **46.5%** ratio, down from previous year's, August 2017, at **49.0%**, a **4.98%** downswing. 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.

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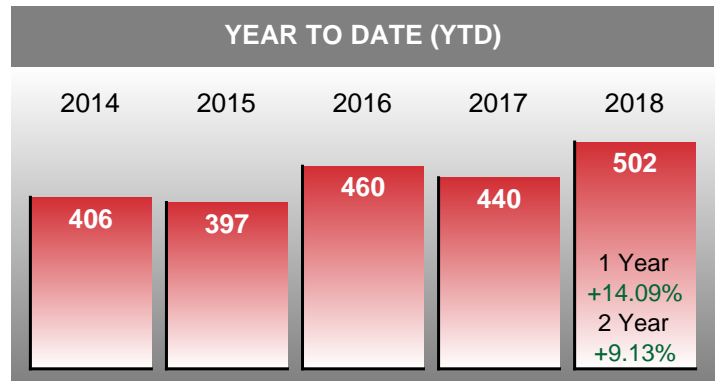
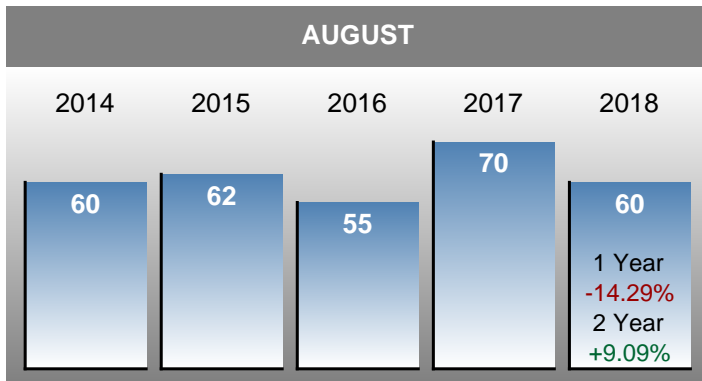
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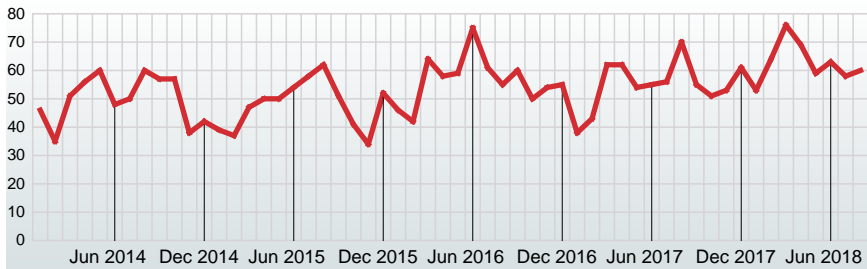


CLOSED LISTINGS

Report produced on Sep 12, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 61 **3 MONTHS**

High
 Mar 2018 = 76
Low
 Nov 2015 = 34
 Closed Listings this month at **60**, below the 5 yr AUG average of **61**

JUN	63
JUL	58
AUG	60
-7.94%	
3.45%	

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	5	8.33%	63.8	3	2	0	0
\$20,001 - \$40,000	7	11.67%	82.0	2	5	0	0
\$40,001 - \$70,000	8	13.33%	33.4	3	4	1	0
\$70,001 - \$120,000	17	28.33%	41.5	2	13	2	0
\$120,001 - \$150,000	7	11.67%	37.1	0	5	2	0
\$150,001 - \$190,000	10	16.67%	37.6	0	6	4	0
\$190,001 and up	6	10.00%	64.7	0	5	0	1
Total Closed Units	60			10	40	9	1
Total Closed Volume	6,590,791	100%	48.2	426.40K	4.62M	1.19M	354.50K
Average Closed Price	\$109,847			\$42,640	\$115,427	\$132,533	\$354,500

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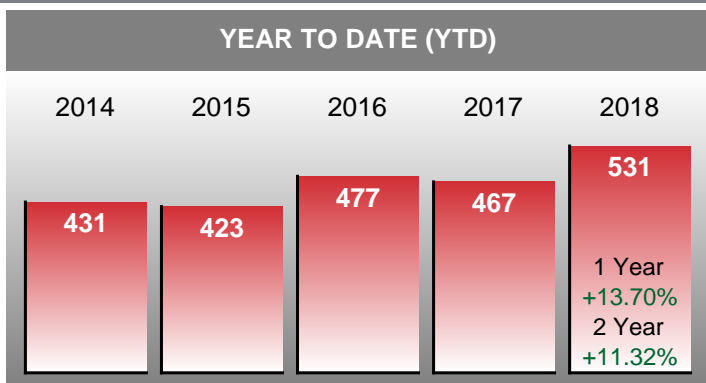
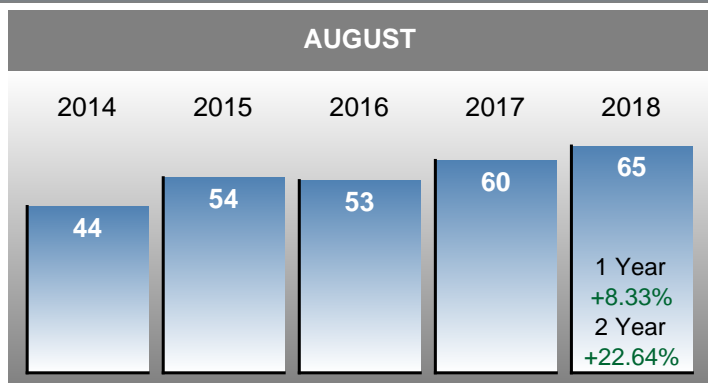
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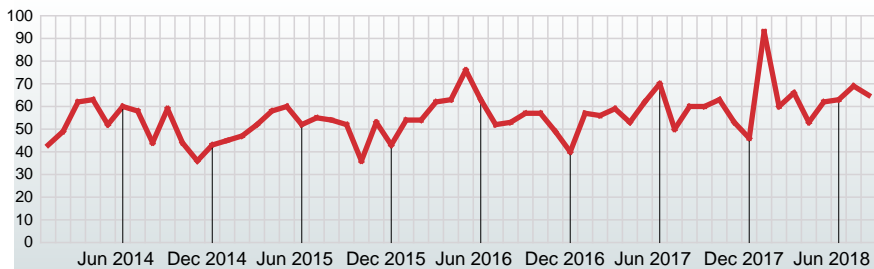
PENDING LISTINGS

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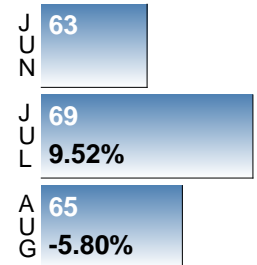


5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 55 **3 MONTHS**



High
Jan 2018 = 93
Low
Oct 2015 = 36
Pending Listings
this month at **65**,
above the 5 yr AUG
average of **55**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.23%	31.8	3	3	0	0
\$40,001 - \$50,000	6	9.23%	62.0	2	3	1	0
\$50,001 - \$80,000	10	15.38%	43.9	3	5	2	0
\$80,001 - \$140,000	18	27.69%	45.3	3	12	3	0
\$140,001 - \$180,000	9	13.85%	54.9	0	3	5	1
\$180,001 - \$260,000	9	13.85%	34.1	0	5	4	0
\$260,001 and up	7	10.77%	67.9	1	2	3	1
Total Pending Units	65			12	33	18	2
Total Pending Volume	10,009,201,350	100%	41.0	10.00B	4.83M	3.21M	518.50K
Average Listing Price	\$88,440			\$3,387,113	\$146,424	\$178,083	\$259,250

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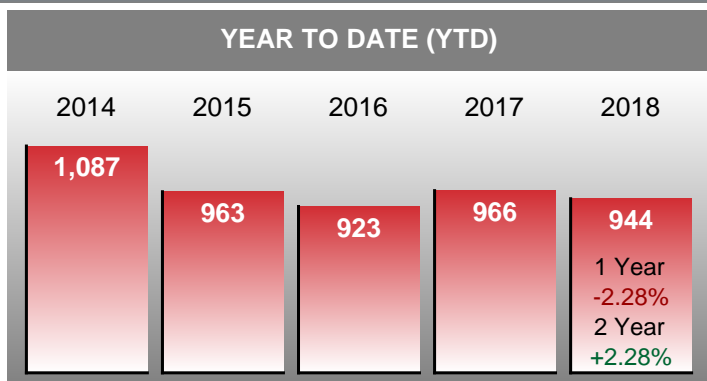
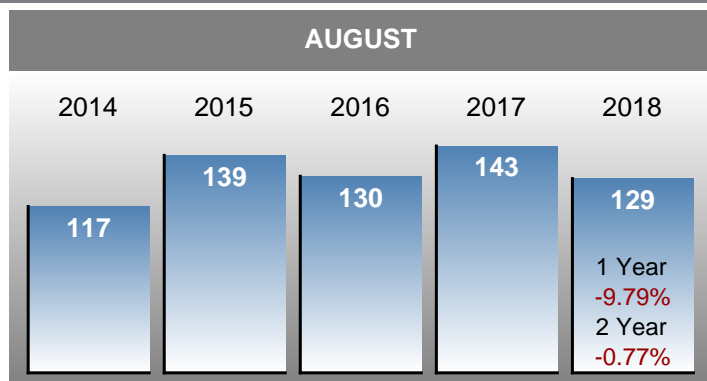
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NEW LISTINGS

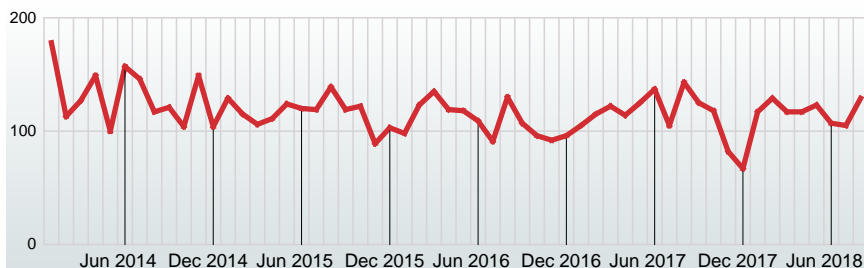
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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 132

3 MONTHS



High
Jan 2014 = 178
Low
Dec 2017 = 67
New Listings
this month at **129**,
below the 5 yr AUG
average of **132**

JUN	107
JUL	105
AUG	129
	-1.87%
	22.86%

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	16	12.40%	14	2	0	0
\$20,001 - \$30,000	14	10.85%	8	4	2	0
\$30,001 - \$60,000	15	11.63%	9	5	1	0
\$60,001 - \$130,000	33	25.58%	6	21	4	2
\$130,001 - \$180,000	18	13.95%	4	6	8	0
\$180,001 - \$330,000	20	15.50%	2	15	2	1
\$330,001 and up	13	10.08%	5	4	2	2
Total New Listed Units	129		48	57	19	5
Total New Listed Volume	26,783,051	100%	13.59M	8.74M	2.95M	1.50M
Average New Listed Listing Price	\$103,850		\$283,126	\$153,349	\$155,458	\$299,680

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August 2018

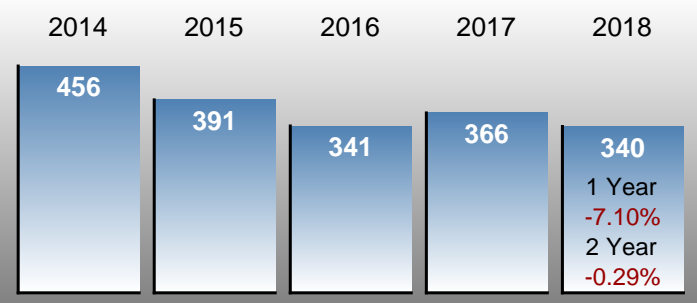
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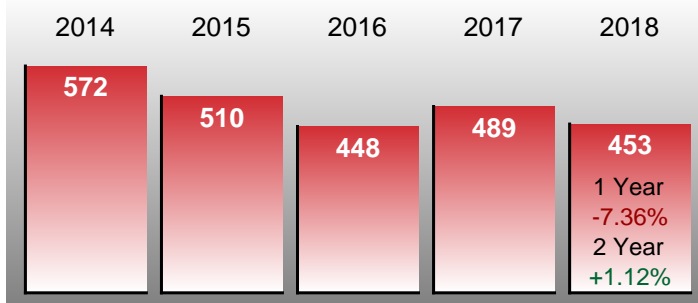
ACTIVE INVENTORY

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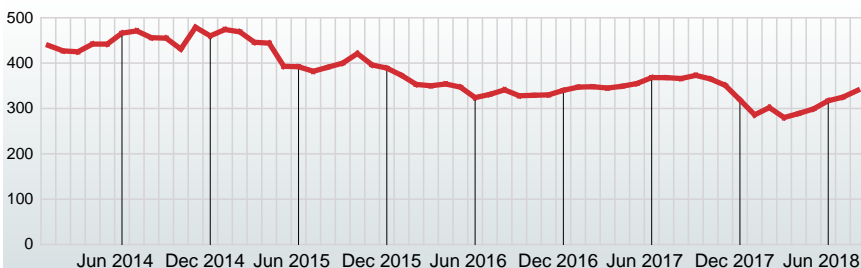
END OF AUGUST



ACTIVE DURING AUGUST



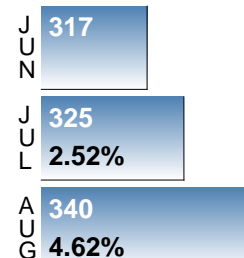
5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 379

3 MONTHS

High
Nov 2014 = 479
Low
Mar 2018 = 280
Inventory
this month at **340**,
below the 5 yr AUG
average of **379**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	49	14.41%	68.3	45	2	2	0
\$25,001-\$50,000	58	17.06%	106.5	33	19	6	0
\$50,001-\$125,000	89	26.18%	73.7	35	44	7	3
\$125,001-\$200,000	66	19.41%	57.4	15	36	13	2
\$200,001-\$375,000	44	12.94%	89.2	17	12	13	2
\$375,001 and up	34	10.00%	77.7	22	7	2	3
Total Active Inventory by Units	340			167	120	43	10
Total Active Inventory by Volume	65,071,973	100%	77.7	38.08M	16.89M	7.39M	2.71M
Average Active Inventory Listing Price	\$191,388			\$228,013	\$140,746	\$171,867	\$271,390

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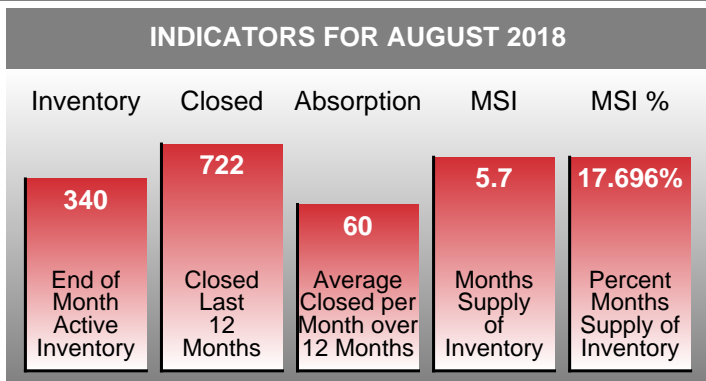
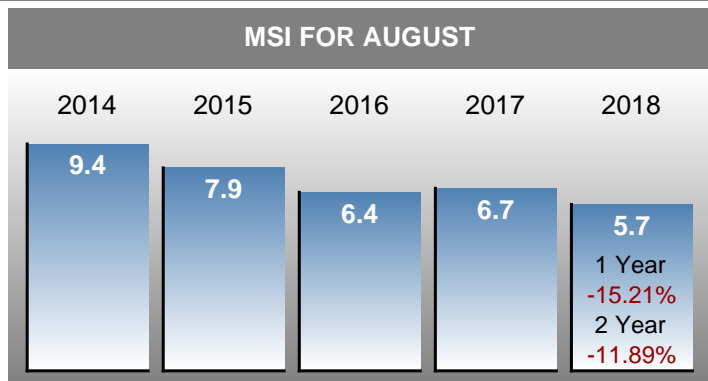
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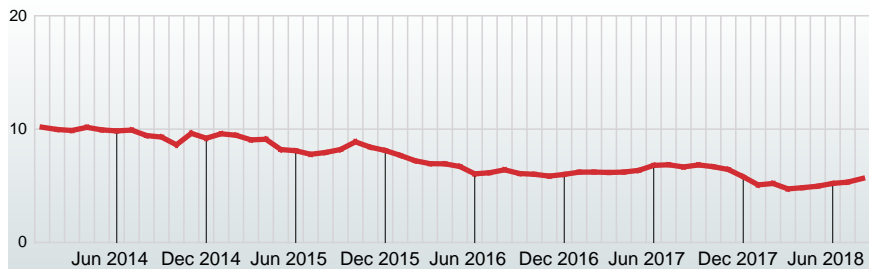


MONTHS SUPPLY of INVENTORY (MSI)

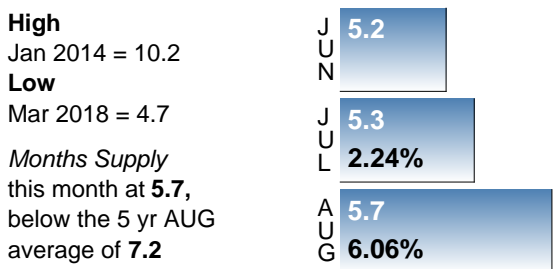
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5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 7.2 **3 MONTHS**



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	36	10.59%	4.9	7.3	0.5	1.7	0.0
\$20,001 - \$30,000	26	7.65%	6.8	10.7	2.9	18.0	0.0
\$30,001 - \$60,000	63	18.53%	6.9	12.3	4.6	4.0	0.0
\$60,001 - \$130,000	80	23.53%	3.9	10.7	2.7	3.4	16.0
\$130,001 - \$200,000	57	16.76%	4.2	20.0	3.3	3.4	4.0
\$200,001 - \$370,000	44	12.94%	8.1	51.0	6.0	5.0	4.0
\$370,001 and up	34	10.00%	102.0	264.0	42.0	0.0	36.0
Market Supply of Inventory (MSI)	5.7	100%	5.7	13.1	3.4	4.2	7.1
Total Active Inventory by Units	340			167	120	43	10

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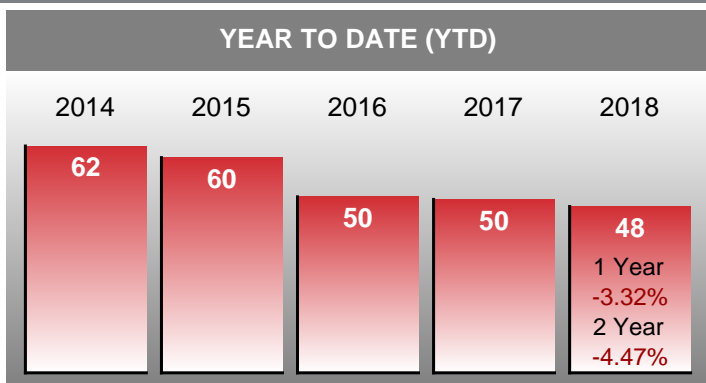
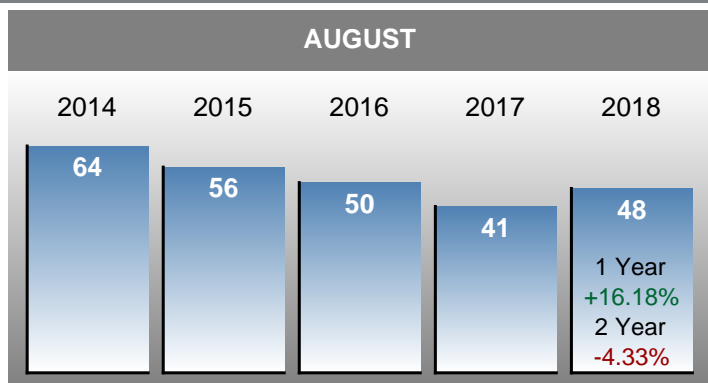
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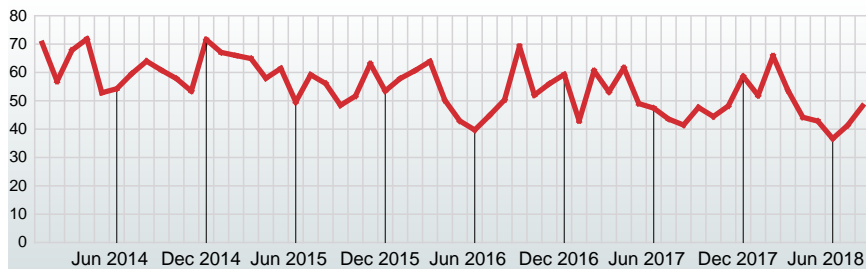
AVERAGE DAYS ON MARKET TO SALE

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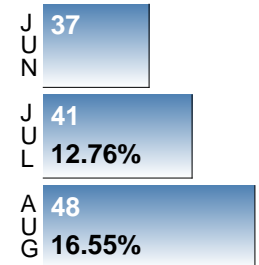


5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 52 **3 MONTHS**



High
Apr 2014 = 72
Low
Jun 2018 = 37
Average Days on Market
this month at **48**,
below the 5 yr AUG
average of **52**



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	5	8.33%	63.8	96.3	15.0	0.0	0.0
\$20,001 \$40,000	7	11.67%	82.0	92.0	78.0	0.0	0.0
\$40,001 \$70,000	8	13.33%	33.4	53.7	16.0	42.0	0.0
\$70,001 \$120,000	17	28.33%	41.5	47.0	37.6	61.5	0.0
\$120,001 \$150,000	7	11.67%	37.1	0.0	46.0	15.0	0.0
\$150,001 \$190,000	10	16.67%	37.6	0.0	36.5	39.3	0.0
\$190,001 and up	6	10.00%	64.7	0.0	61.6	0.0	80.0
Average Closed DOM			48.2	72.8	43.3	39.1	80.0
Total Closed Units		100%	48.2	10	40	9	1
Total Closed Volume			6,590,791	426.40K	4.62M	1.19M	354.50K

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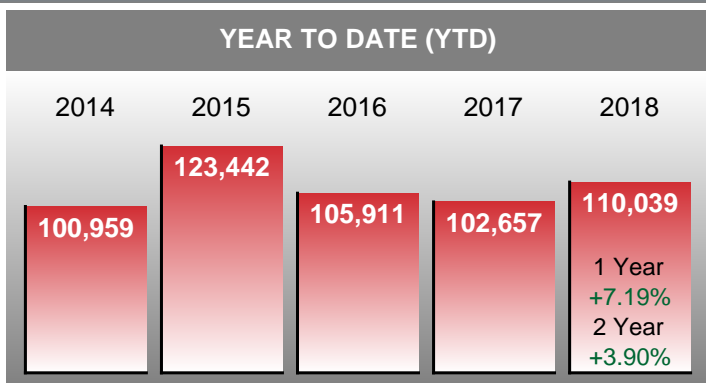
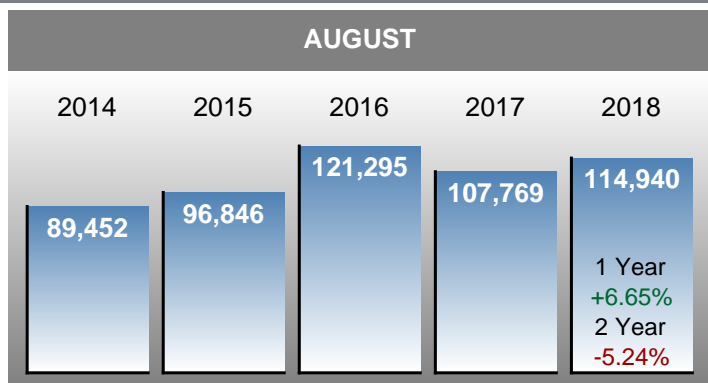
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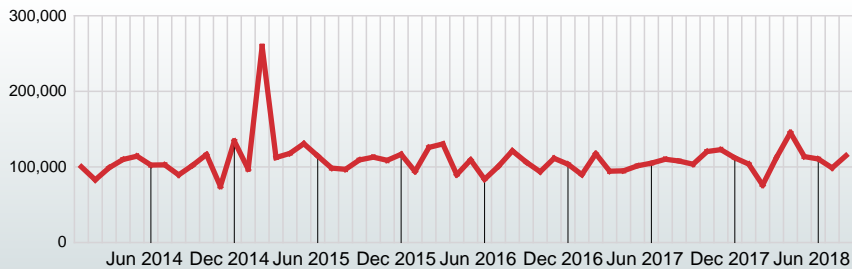
AVERAGE LIST PRICE AT CLOSING

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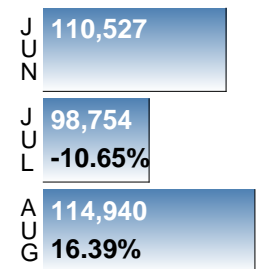


5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 106,060 **3 MONTHS**



High
Feb 2015 = 259,451
Low
Nov 2014 = 74,288
Average List Price
this month at **114,940**,
above the 5 yr AUG
average of **106,060**



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	8.33%	14,440	15,100	13,450	0	0
\$20,001 \$40,000	4	6.67%	35,225	41,000	38,740	0	0
\$40,001 \$70,000	11	18.33%	48,900	46,267	52,575	54,000	0
\$70,001 \$120,000	16	26.67%	100,484	99,750	100,673	114,250	0
\$120,001 \$150,000	8	13.33%	137,563	0	141,340	132,400	0
\$150,001 \$190,000	9	15.00%	167,400	0	170,600	170,725	0
\$190,001 and up	7	11.67%	275,793	0	270,080	0	380,250
Average List Price			114,940	46,560	120,509	136,689	380,250
Total Closed Units		100%	114,940	10	40	9	1
Total Closed Volume			6,896,399	465.60K	4.82M	1.23M	380.25K

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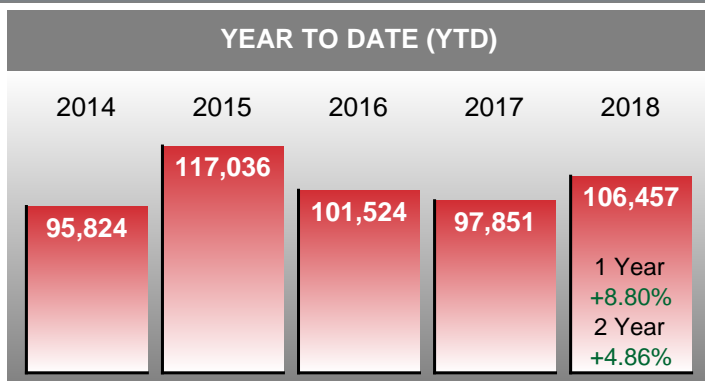
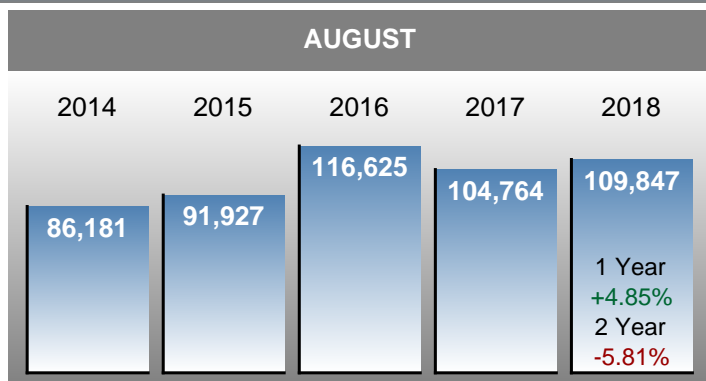
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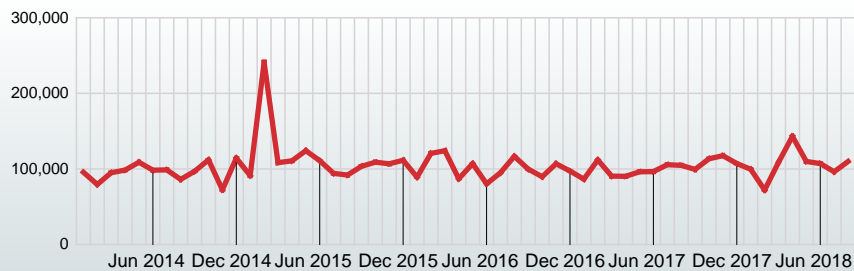
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 101,869 **3 MONTHS**



High
Feb 2015 = 241,116
Low
Feb 2018 = 72,118
Average Sold Price
this month at **109,847**,
above the 5 yr AUG
average of **101,869**

JUN	107,147
JUL	96,286 -10.14%
AUG	109,847 14.08%

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	5	8.33%	9,800	8,833	11,250	0	0
\$20,001 \$40,000	7	11.67%	32,099	33,000	31,739	0	0
\$40,001 \$70,000	8	13.33%	47,613	45,833	48,350	50,000	0
\$70,001 \$120,000	17	28.33%	97,776	98,200	96,253	107,250	0
\$120,001 \$150,000	7	11.67%	135,500	0	136,740	132,400	0
\$150,001 \$190,000	10	16.67%	168,560	0	170,350	165,875	0
\$190,001 and up	6	10.00%	273,317	0	257,080	0	354,500
Average Sold Price			109,847	42,640	115,427	132,533	354,500
Total Closed Units		100%	109,847	10	40	9	1
Total Closed Volume			6,590,791	426.40K	4.62M	1.19M	354.50K

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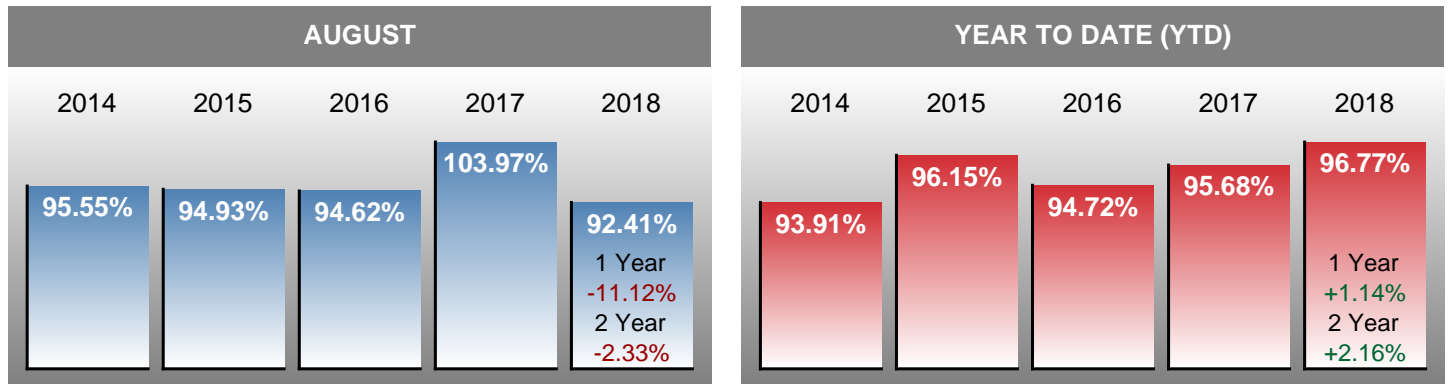
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

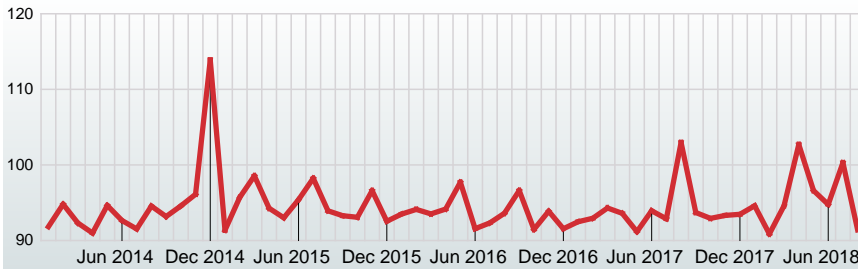
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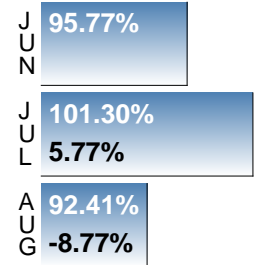
5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 96.30%

3 MONTHS



High
Dec 2014 = 114.89%
Low
Feb 2018 = 91.87%
Average Sold/List Ratio
this month at **92.41%**,
below the 5 yr AUG
average of **96.30%**



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	5	8.33%	69.51%	59.64%	84.31%	0.00%	0.00%
\$20,001 \$40,000	7	11.67%	81.26%	80.03%	81.75%	0.00%	0.00%
\$40,001 \$70,000	8	13.33%	95.12%	99.14%	92.74%	92.59%	0.00%
\$70,001 \$120,000	17	28.33%	95.70%	98.71%	95.52%	93.89%	0.00%
\$120,001 \$150,000	7	11.67%	97.64%	0.00%	96.69%	100.00%	0.00%
\$150,001 \$190,000	10	16.67%	98.85%	0.00%	99.84%	97.37%	0.00%
\$190,001 and up	6	10.00%	94.73%	0.00%	95.03%	0.00%	93.23%
Average Sold/List Ratio			92.40%	83.38%	93.69%	96.65%	93.23%
Total Closed Units	60	100%	92.40%	10	40	9	1
Total Closed Volume	6,590,791			426.40K	4.62M	1.19M	354.50K

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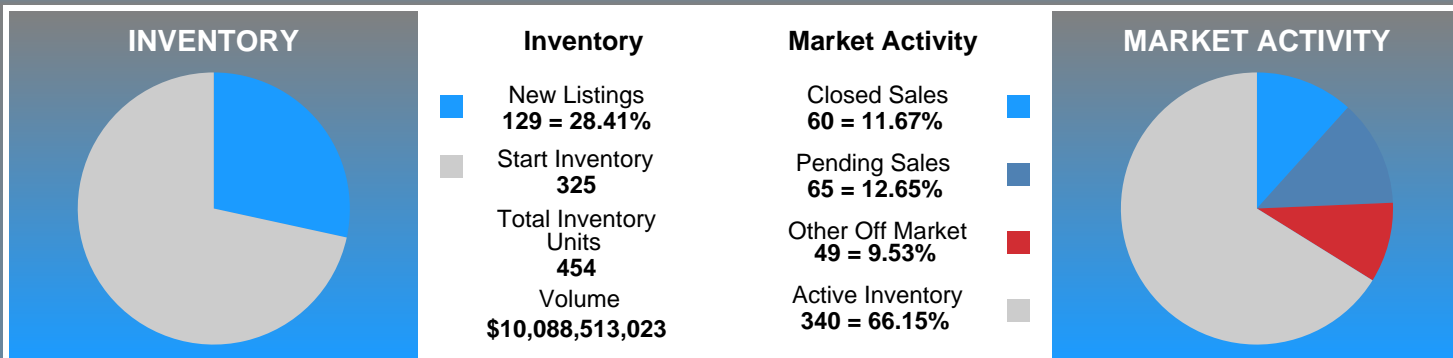
August 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Sep 12, 2018 for MLS Technology Inc.

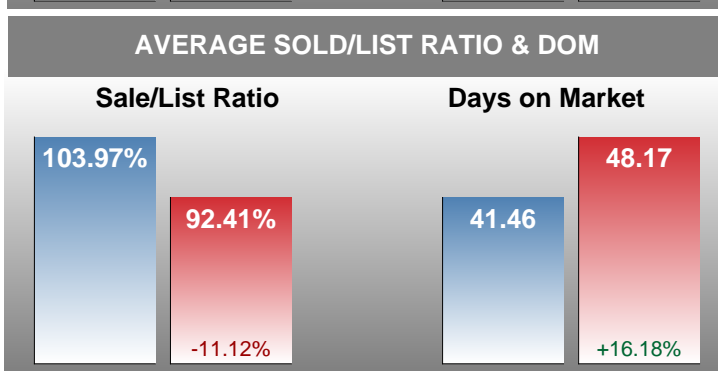
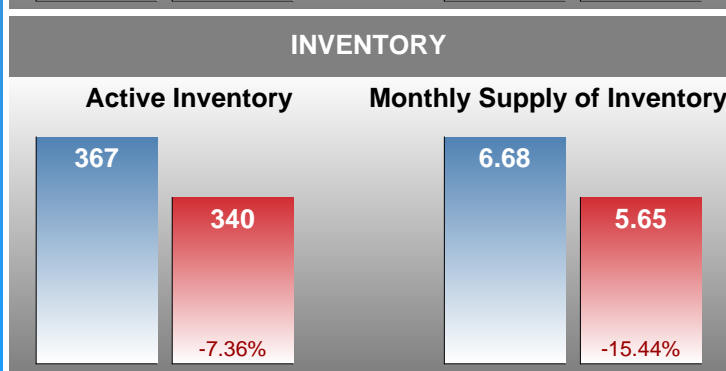
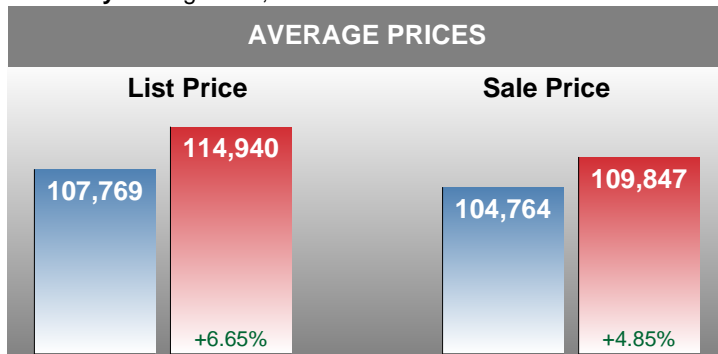
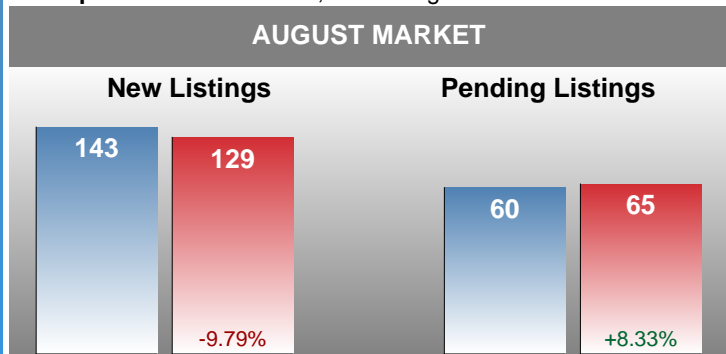


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	70	60	-14.29%	440	502	14.09%
Pending Sales	60	65	+8.33%	467	531	13.70%
New Listings	143	129	-9.79%	966	944	-2.28%
Average List Price	107,769	114,940	+6.65%	102,657	110,039	+7.19%
Average Sale Price	104,764	109,847	+4.85%	97,851	106,457	+8.80%
Average Percent of Selling Price to List Price	103.97%	92.41%	-11.12%	95.68%	96.77%	+1.14%
Average Days on Market to Sale	41.46	48.17	+16.18%	49.88	48.23	-3.32%
Monthly Inventory	367	340	-7.36%	367	340	-7.36%
Months Supply of Inventory	6.68	5.65	-15.44%	6.68	5.65	-15.44%

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

Inventory on August 31, 2018 = 340

2017 2018



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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com