



July 2018

Area Delimited by County Of Muskogee

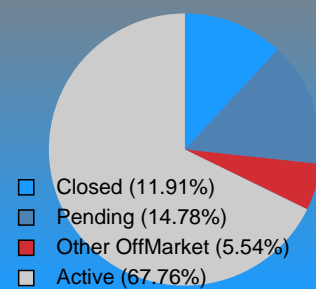


MONTHLY INVENTORY ANALYSIS

Report produced on Aug 13, 2018 for MLS Technology Inc.

Compared Metrics	July		
	2017	2018	+/-%
Closed Listings	56	58	3.57%
Pending Listings	50	72	44.00%
New Listings	105	105	0.00%
Median List Price	90,000	86,750	-3.61%
Median Sale Price	93,000	83,750	-9.95%
Median Percent of List Price to Selling Price	97.20%	98.10%	0.92%
Median Days on Market to Sale	23.00	23.50	2.17%
End of Month Inventory	369	330	-10.57%
Months Supply of Inventory	6.88	5.41	-21.32%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of July 31, 2018 = **330**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2018 decreased **10.57%** to 330 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **5.41** 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 **9.95%** in July 2018 to \$83,750 versus the previous year at \$93,000.

Median Days on Market Lengthens

The median number of **23.50** days that homes spent on the market before selling increased by 0.50 days or **2.17%** in July 2018 compared to last year's same month at **23.00** DOM.

Sales Success for July 2018 is Positive

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

There were 105 New Listings in July 2018, down **0.00%** from last year at 105. Furthermore, there were 58 Closed Listings this month versus last year at 56, a **3.57%** increase.

Closed versus Listed trends yielded a **55.2%** ratio, up from previous year's, July 2017, at **53.3%**, a **3.57%** 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.

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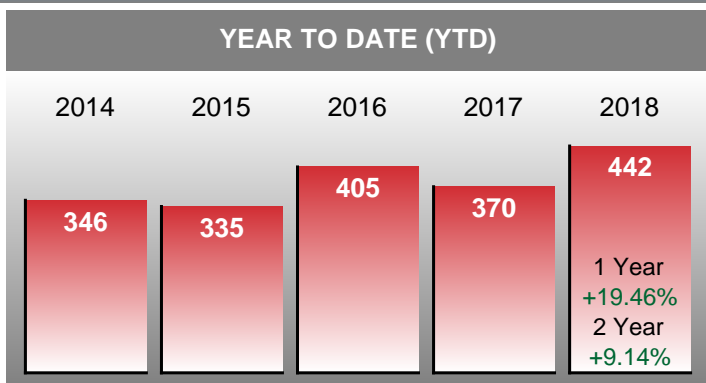
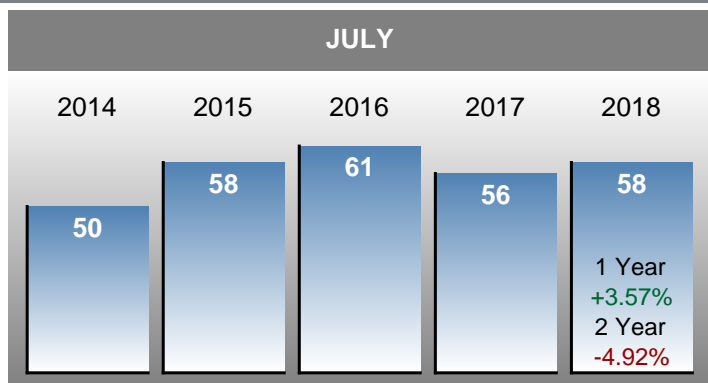
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CLOSED LISTINGS

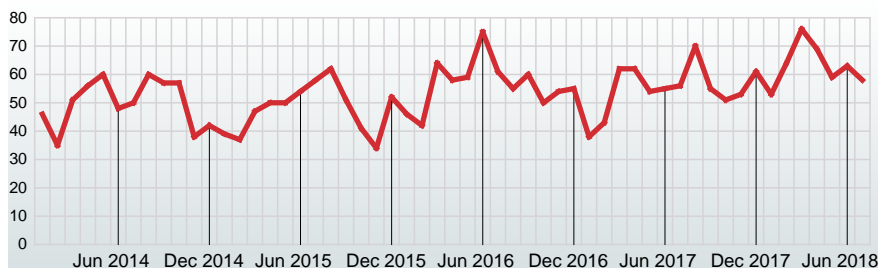
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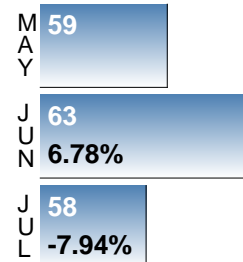
5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 57

3 MONTHS



High
Mar 2018 = 76
Low
Nov 2015 = 34
Closed Listings
this month at **58**,
above the 5 yr JUL
average of **57**



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	4	6.90%	5.0	2	1	1	0
\$20,001 - \$40,000	9	15.52%	57.0	5	3	1	0
\$40,001 - \$60,000	7	12.07%	44.0	2	5	0	0
\$60,001 - \$110,000	17	29.31%	15.0	1	13	3	0
\$110,001 - \$140,000	7	12.07%	14.0	0	7	0	0
\$140,001 - \$180,000	8	13.79%	44.5	1	6	1	0
\$180,001 and up	6	10.34%	29.0	0	2	4	0
Total Closed Units	58			11	37	10	0
Total Closed Volume	5,584,607	100%	23.5	513.46K	3.60M	1.47M	0.00B
Median Closed Price	\$83,750			\$32,000	\$89,900	\$129,450	\$0

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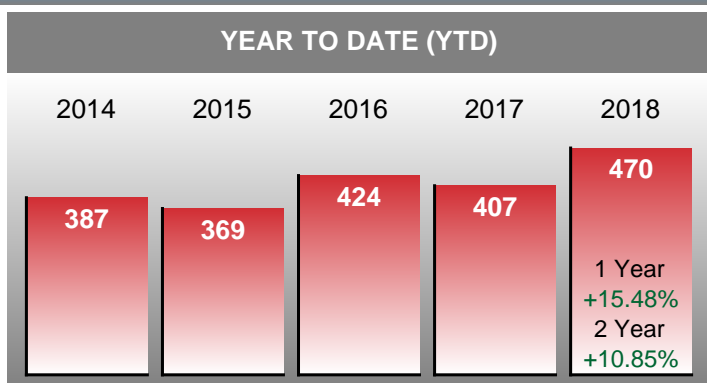
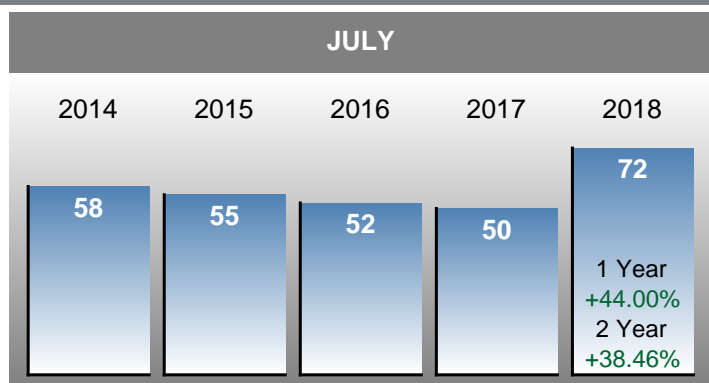
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PENDING LISTINGS

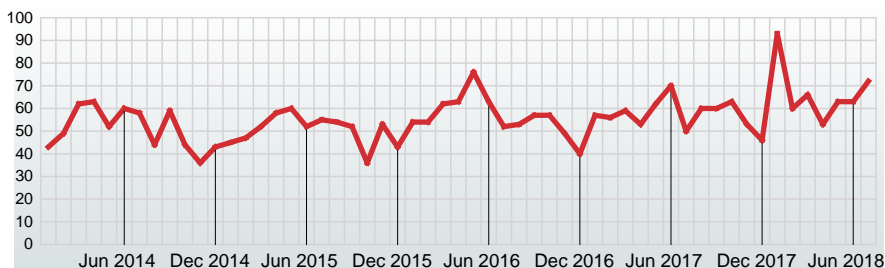
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 57

3 MONTHS



High

Jan 2018 = 93

Low

Oct 2015 = 36

Pending Listings this month at **72**, above the 5 yr JUL average of **57**

MAY	63
JUN	63 0.00%
JUL	72 14.29%

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	4	5.56%	27.5	2	1	1	0
\$10,001 - \$40,000	10	13.89%	42.5	5	5	0	0
\$40,001 - \$70,000	11	15.28%	76.0	5	5	1	0
\$70,001 - \$140,000	20	27.78%	28.0	3	13	4	0
\$140,001 - \$160,000	9	12.50%	54.0	0	6	3	0
\$160,001 - \$210,000	9	12.50%	13.0	1	6	2	0
\$210,001 and up	9	12.50%	81.0	0	6	1	2
Total Pending Units	72			16	42	12	2
Total Pending Volume	8,529,335	100%	48.0	880.71K	5.29M	1.62M	740.25K
Median Listing Price	\$114,700			\$44,750	\$117,450	\$144,900	\$370,125

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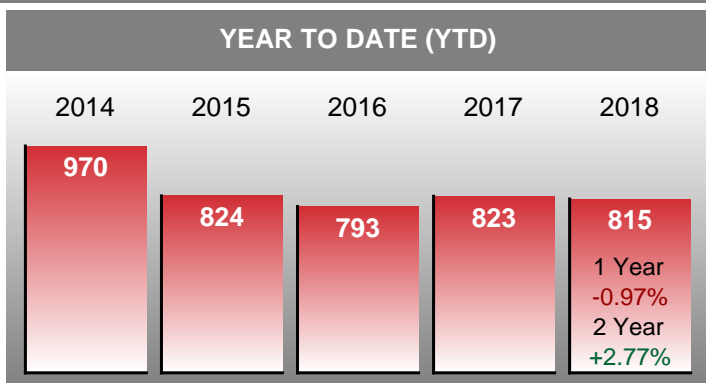
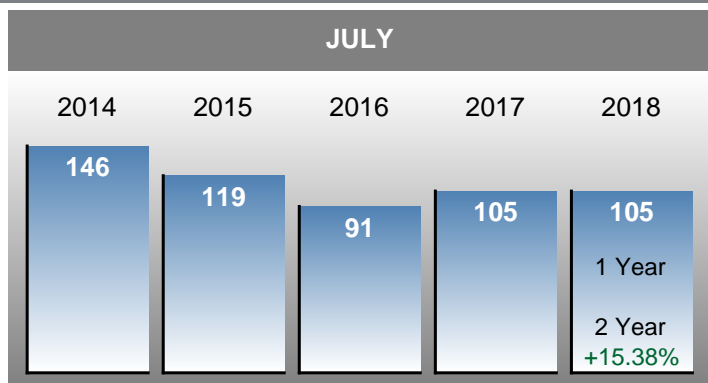
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NEW LISTINGS

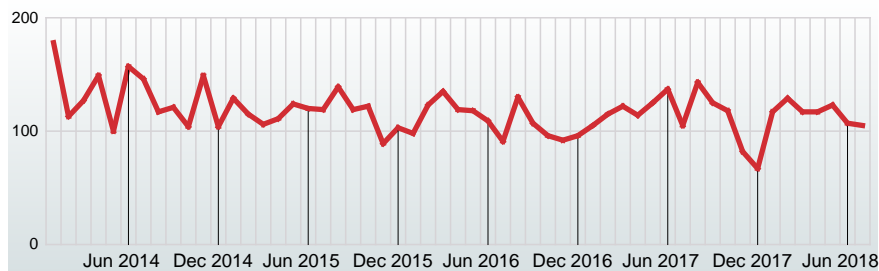
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 113

3 MONTHS



High
Jan 2014 = 178
Low
Dec 2017 = 67
New Listings
this month at **105**,
below the 5 yr JUL
average of **113**

MAY	123
JUN	107 -13.01%
JUL	105 -1.87%

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	10	9.52%	8	1	1	0
\$20,001 \$40,000	8	7.62%	2	6	0	0
\$40,001 \$70,000	21	20.00%	6	9	6	0
\$70,001 \$120,000	26	24.76%	8	13	4	1
\$120,001 \$160,000	15	14.29%	1	11	3	0
\$160,001 \$220,000	14	13.33%	1	6	7	0
\$220,001 and up	11	10.48%	4	1	6	0
Total New Listed Units	105		30	47	27	1
Total New Listed Volume	14,422,421	100%	4.18M	6.03M	4.12M	93.00K
Median New Listed Listing Price	\$103,900		\$64,900	\$104,500	\$140,000	\$93,000

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July 2018

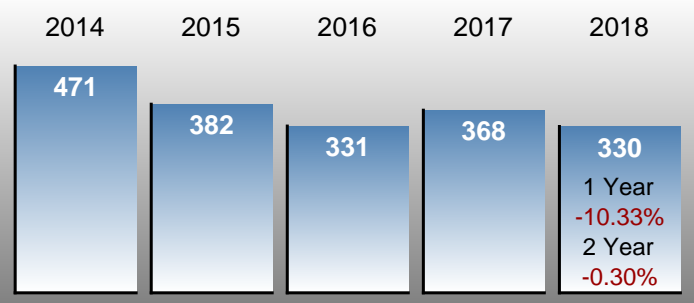
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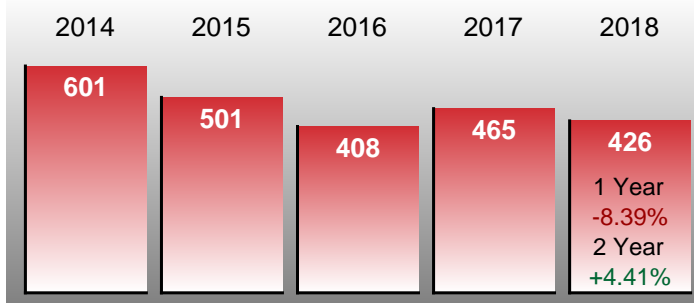
ACTIVE INVENTORY

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END OF JULY



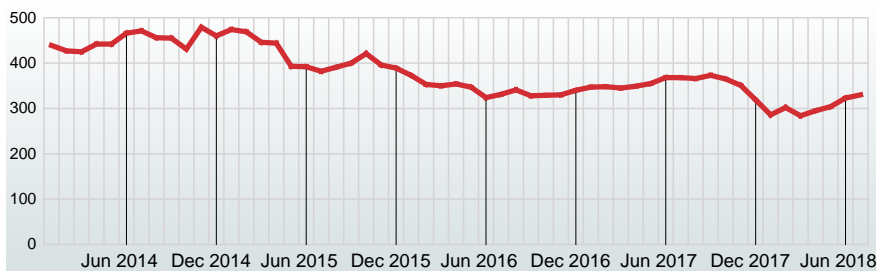
ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 376

3 MONTHS



High
Nov 2014 = 479
Low
Mar 2018 = 284
Inventory
this month at **330**,
below the 5 yr JUL
average of **376**

MAY	304
JUN	323
JUL	330

6.25%
2.17%

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	35	10.61%	98.0	34	0	1	0
\$20,001 - \$40,000	35	10.61%	85.0	23	12	0	0
\$40,001 - \$60,000	53	16.06%	68.0	28	19	6	0
\$60,001 - \$140,000	83	25.15%	50.0	28	41	12	2
\$140,001 - \$210,000	49	14.85%	60.0	11	25	12	1
\$210,001 - \$370,000	41	12.42%	77.0	16	10	14	1
\$370,001 and up	34	10.30%	87.5	25	4	3	2
Total Active Inventory by Units	330			165	111	48	6
Total Active Inventory by Volume	10,063,141,370	100%	70.0	10.04B	14.92M	8.79M	1.60M
Median Active Inventory Listing Price	\$94,450			\$57,500	\$109,000	\$167,700	\$246,700

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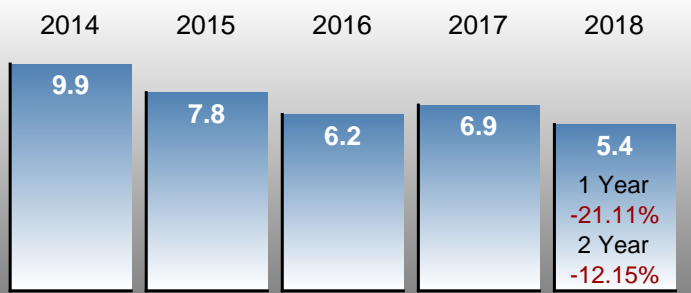
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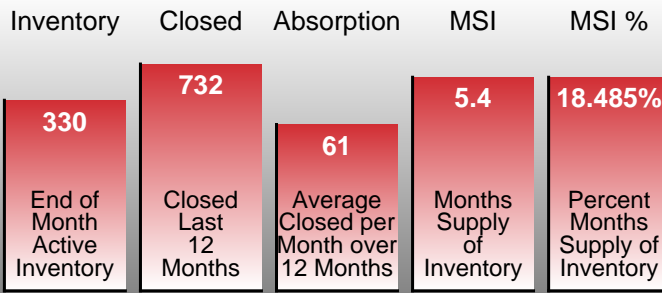
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR JULY



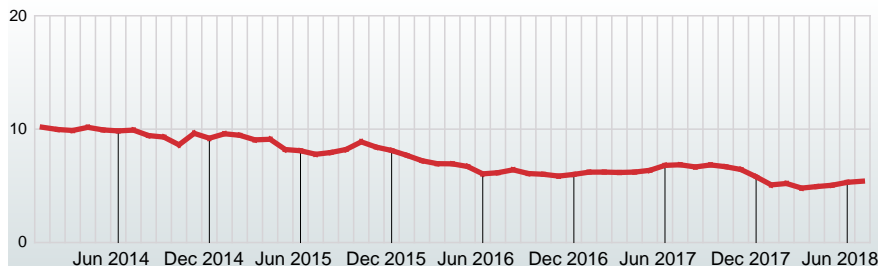
INDICATORS FOR JULY 2018



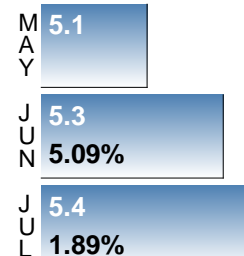
5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 7.2

3 MONTHS



High
Jan 2014 = 10.2
Low
Mar 2018 = 4.8
Months Supply
this month at **5.4**,
below the 5 yr JUL
average of **7.2**



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	35	10.61%	4.7	7.4	0.0	1.7	0.0
\$20,001 - \$40,000	35	10.61%	4.3	7.3	2.9	0.0	0.0
\$40,001 - \$60,000	53	16.06%	9.6	16.8	6.2	10.3	0.0
\$60,001 - \$140,000	83	25.15%	3.6	11.6	2.4	3.9	8.0
\$140,001 - \$210,000	49	14.85%	4.2	16.5	3.2	4.1	3.0
\$210,001 - \$370,000	41	12.42%	8.3	48.0	6.0	6.0	1.7
\$370,001 and up	34	10.30%	81.6	300.0	16.0	0.0	24.0
Market Supply of Inventory (MSI)	5.4	100%	5.4	12.8	3.1	4.7	3.6
Total Active Inventory by Units	330			165	111	48	6

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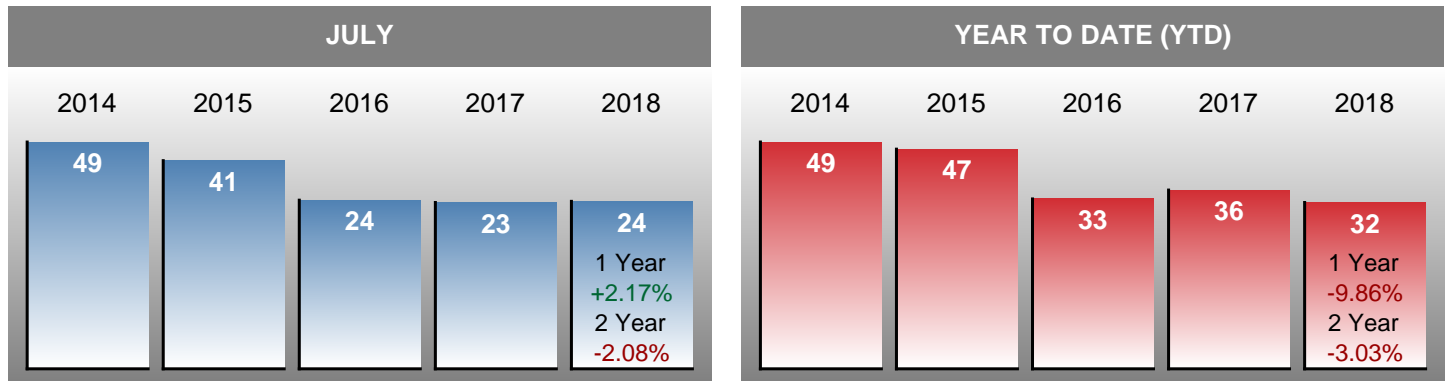
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MEDIAN DAYS ON MARKET TO SALE

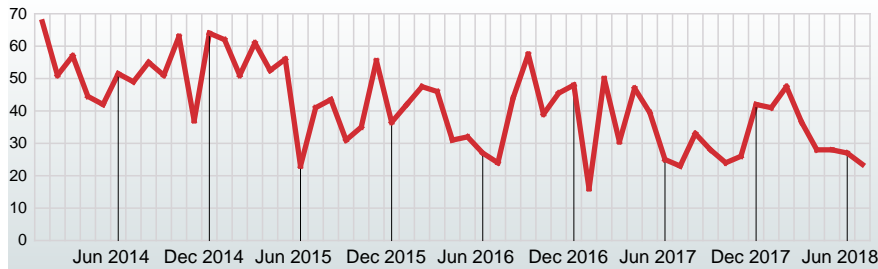
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 32

3 MONTHS



High
Jan 2014 = 68
Low
Jan 2017 = 16

Median Days on Market this month at **24**, below the 5 yr JUL average of **32**

MAY 28
JUN 27
JUL 24

-3.57%
-12.96%

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	6.90%	5.0	22.0	4.0	1.0	0.0
\$20,001 - \$40,000	9	15.52%	57.0	115.0	23.0	57.0	0.0
\$40,001 - \$60,000	7	12.07%	44.0	26.5	44.0	0.0	0.0
\$60,001 - \$110,000	17	29.31%	15.0	97.0	15.0	3.0	0.0
\$110,001 - \$140,000	7	12.07%	14.0	0.0	14.0	0.0	0.0
\$140,001 - \$180,000	8	13.79%	44.5	78.0	44.5	18.0	0.0
\$180,001 and up	6	10.34%	29.0	0.0	28.0	42.5	0.0
Median Closed DOM			23.5	52.0	23.0	20.5	0.0
Total Closed Units		100%	23.5	11	37	10	
Total Closed Volume			5,584,607	513.46K	3.60M	1.47M	0.00B

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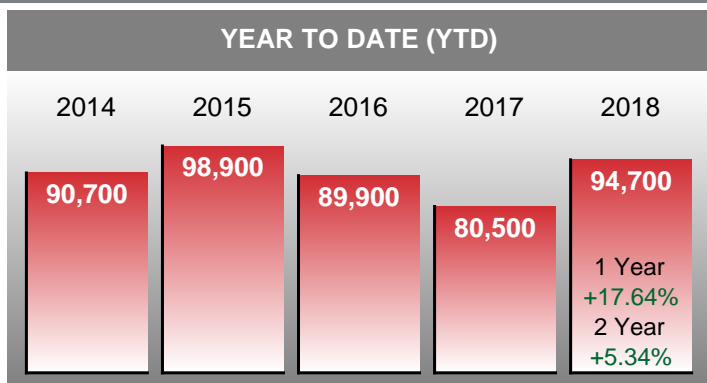
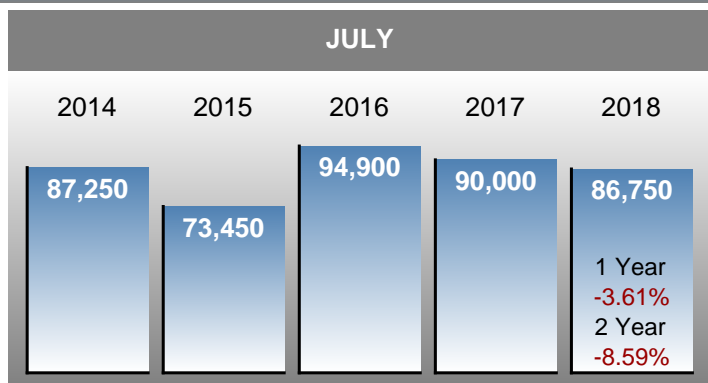
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MEDIAN LIST PRICE AT CLOSING

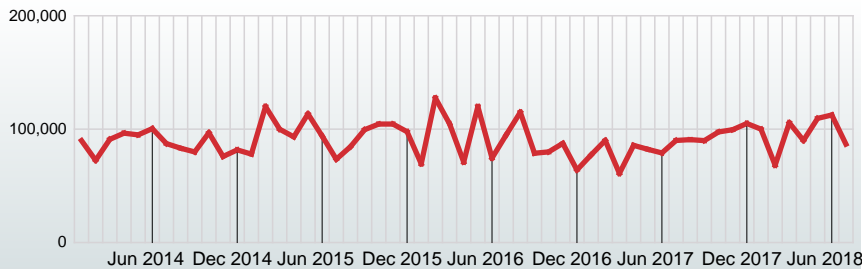
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 86,470

3 MONTHS



High
Feb 2016 = 127,450
Low
Mar 2017 = 61,000
Median List Price
this month at **86,750**,
above the 5 yr JUL
average of **86,470**

MAY	109,500
JUN	112,500
JUL	2.74%
JUL	86,750
JUL	-22.89%

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	5	8.62%	17,000	17,000	17,000	10,000	0
\$20,001 \$40,000	8	13.79%	27,200	28,000	27,200	30,000	0
\$40,001 \$60,000	6	10.34%	45,500	49,000	45,000	0	0
\$60,001 \$110,000	19	32.76%	86,500	81,500	86,500	86,250	0
\$110,001 \$140,000	6	10.34%	129,675	0	129,675	0	0
\$140,001 \$180,000	8	13.79%	169,950	179,900	169,950	159,900	0
\$180,001 and up	6	10.34%	226,450	0	192,200	236,250	0
Median List Price	86,750			30,000	89,900	129,450	0
Total Closed Units	58	100%	86,750	11	37	10	
Total Closed Volume	5,727,740			550.79K	3.73M	1.44M	0.00B

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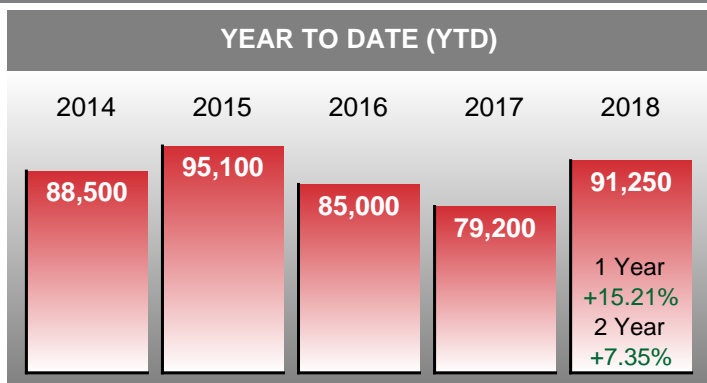
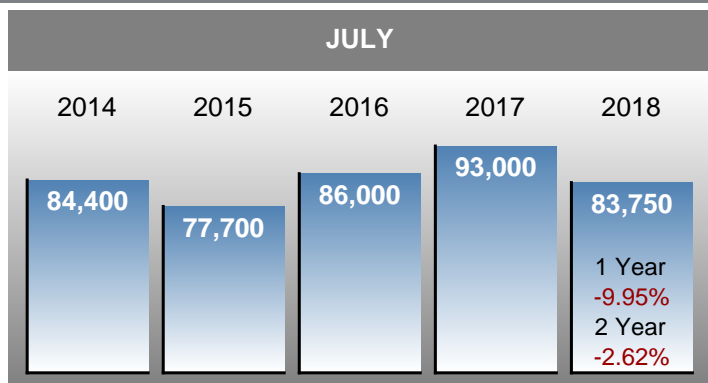
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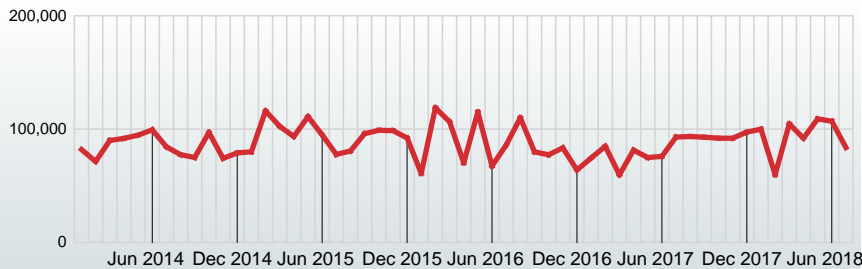
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 84,970 **3 MONTHS**



High
Feb 2016 = 118,825
Low
Mar 2017 = 59,750
Median Sold Price
this month at **83,750**,
below the 5 yr JUL
average of **84,970**

MAY	109,000
JUN	107,000
JUL	83,750
-1.83%	
-21.73%	

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	4	6.90%	14,050	9,789	18,000	10,100	0
\$20,001 - \$40,000	9	15.52%	28,000	25,379	28,000	32,450	0
\$40,001 - \$60,000	7	12.07%	43,751	45,750	43,751	0	0
\$60,001 - \$110,000	17	29.31%	82,000	88,000	70,000	85,500	0
\$110,001 - \$140,000	7	12.07%	127,500	0	127,500	0	0
\$140,001 - \$180,000	8	13.79%	169,950	170,000	169,950	159,900	0
\$180,001 and up	6	10.34%	220,250	0	187,950	233,500	0
Median Sold Price			83,750	32,000	89,900	129,450	0
Total Closed Units		100%	83,750	11	37	10	
Total Closed Volume			5,584,607	513.46K	3.60M	1.47M	0.00B

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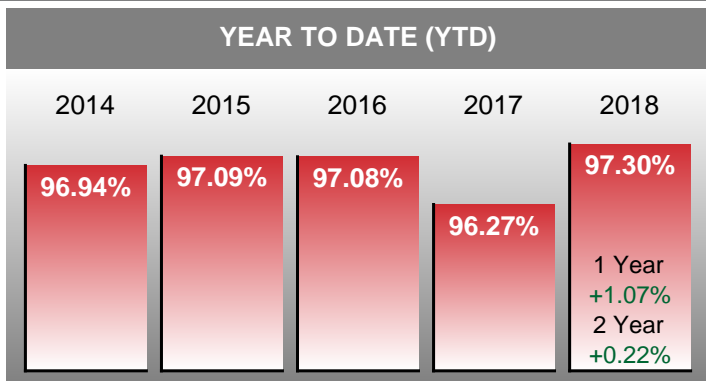
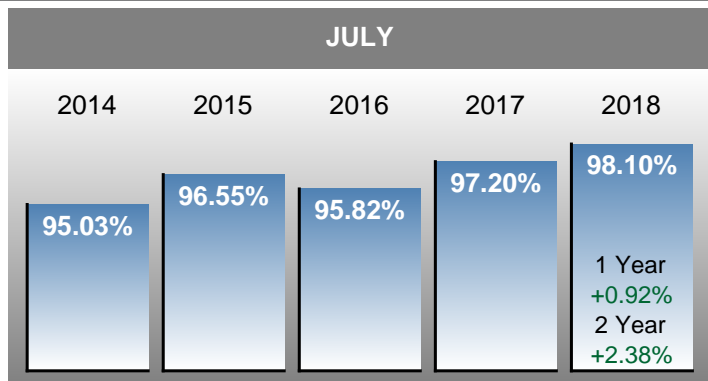
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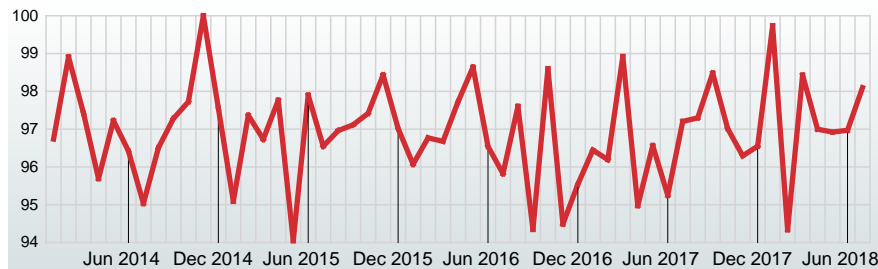
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 96.54% **3 MONTHS**



High
Nov 2014 = 100.00%

Low
May 2015 = 94.05%

Median Sold/List Ratio
this month at **98.10%**,
above the 5 yr JUL
average of **96.54%**

MAY	96.92%
JUN	96.97%
JUL	98.10%
JUL	1.16%

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	4	6.90%	104.51%	106.14%	105.88%	101.00%	0.00%
\$20,001 - \$40,000	9	15.52%	94.27%	83.33%	94.70%	92.71%	0.00%
\$40,001 - \$60,000	7	12.07%	95.57%	135.00%	91.30%	0.00%	0.00%
\$60,001 - \$110,000	17	29.31%	100.00%	100.00%	96.58%	106.60%	0.00%
\$110,001 - \$140,000	7	12.07%	100.00%	0.00%	100.00%	0.00%	0.00%
\$140,001 - \$180,000	8	13.79%	97.44%	94.50%	97.44%	100.00%	0.00%
\$180,001 and up	6	10.34%	96.78%	0.00%	97.87%	96.78%	0.00%
Median Sold/List Ratio			98.10%	100.00%	97.38%	100.00%	0.00%
Total Closed Units			100%	11	37	10	
Total Closed Volume				513.46K	3.60M	1.47M	0.00B

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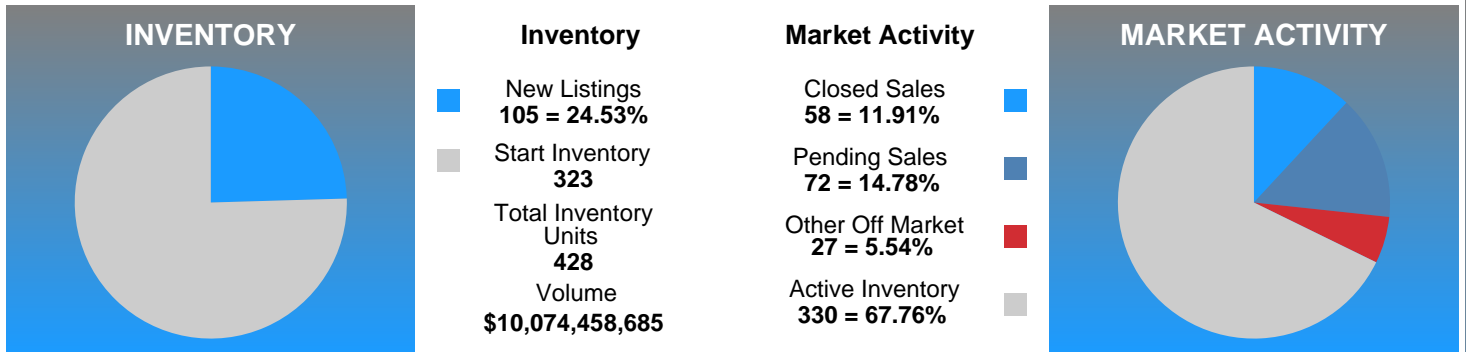
July 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Aug 13, 2018 for MLS Technology Inc.

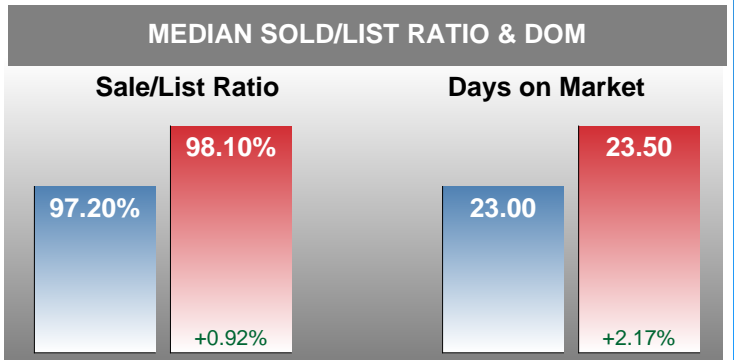
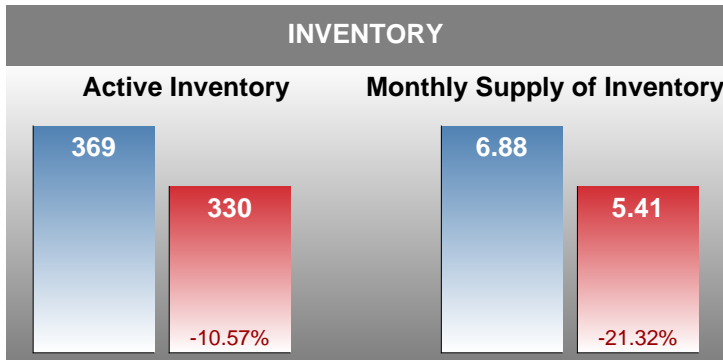
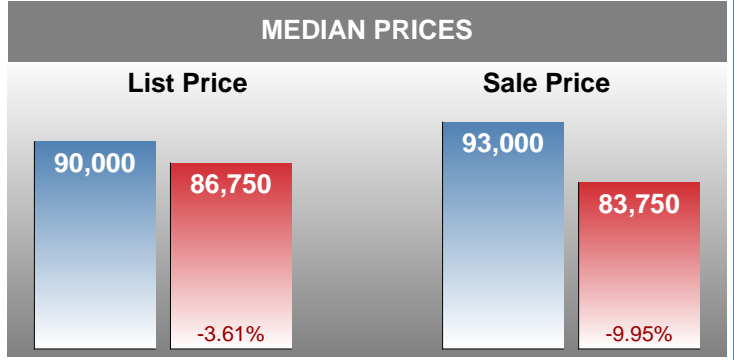
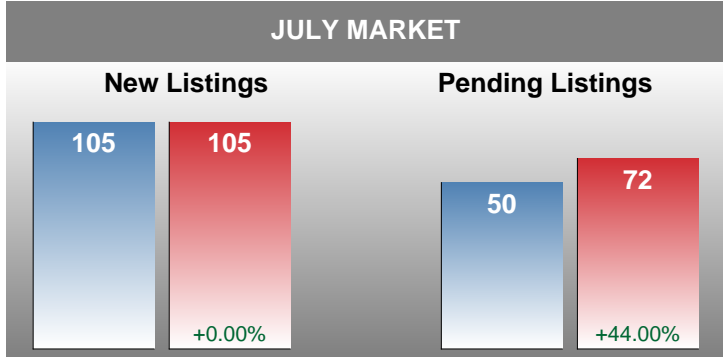


Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	56	58	3.57%	370	442	19.46%
Pending Sales	50	72	44.00%	407	470	15.48%
New Listings	105	105	0.00%	823	815	-0.97%
Median List Price	90,000	86,750	-3.61%	80,500	94,700	17.64%
Median Sale Price	93,000	83,750	-9.95%	79,200	91,250	15.21%
Median Percent of Selling Price to List Price	97.20%	98.10%	0.92%	96.27%	97.30%	1.07%
Median Days on Market to Sale	23.00	23.50	2.17%	35.50	32.00	-9.86%
Monthly Inventory	369	330	-10.57%	369	330	-10.57%
Months Supply of Inventory	6.88	5.41	-21.32%	6.88	5.41	-21.32%

Absorption: Last 12 months, an Average of **61** Sales/Month

Inventory on July 31, 2018 = 330

2017 **2018**



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