



## September 2018

Area Delimited by County Of Muskogee

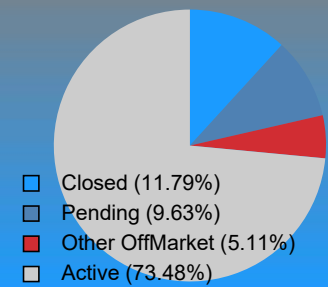


### MONTHLY INVENTORY ANALYSIS

Report produced on Oct 11, 2018 for MLS Technology Inc.

Compared Metrics	September		
	2017	2018	+/-%
Closed Listings	55	60	9.09%
Pending Listings	60	49	-18.33%
New Listings	125	105	-16.00%
Average List Price	103,621	127,193	22.75%
Average Sale Price	99,417	119,584	20.28%
Average Percent of List Price to Selling Price	94.70%	93.31%	-1.47%
Average Days on Market to Sale	47.65	40.27	-15.50%
End of Month Inventory	373	374	0.27%
Months Supply of Inventory	6.84	6.17	-9.80%

#### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **61** Sales/Month  
**Active Inventory** as of September 30, 2018 = **374**

#### Analysis Wrap-Up

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

The total housing inventory at the end of September 2018 rose **0.27%** to 374 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 **6.17** 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 **20.28%** in September 2018 to \$119,584 versus the previous year at \$99,417.

##### Average Days on Market Shortens

The average number of **40.27** days that homes spent on the market before selling decreased by 7.39 days or **15.50%** in September 2018 compared to last year's same month at **47.65** DOM.

##### Sales Success for September 2018 is Positive

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

There were 105 New Listings in September 2018, down **16.00%** from last year at 125. Furthermore, there were 60 Closed Listings this month versus last year at 55, a **9.09%** increase.

Closed versus Listed trends yielded a **57.1%** ratio, up from previous year's, September 2017, at **44.0%**, a **29.87%** upswing. This will certainly create pressure on an increasing

#### 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

Real Estate is Local

Month's Supply of Inventory (MSI) in the months to come.

### **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?**

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**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



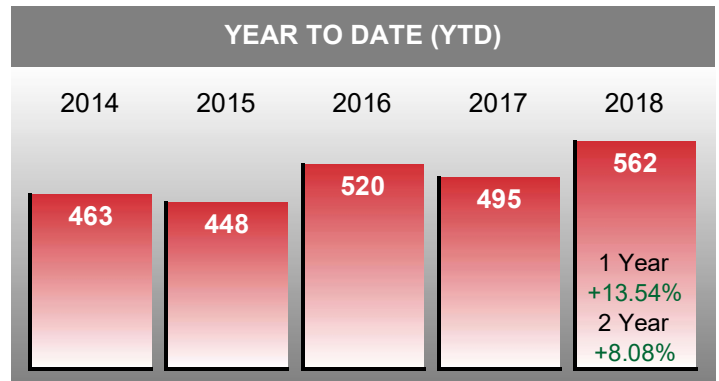
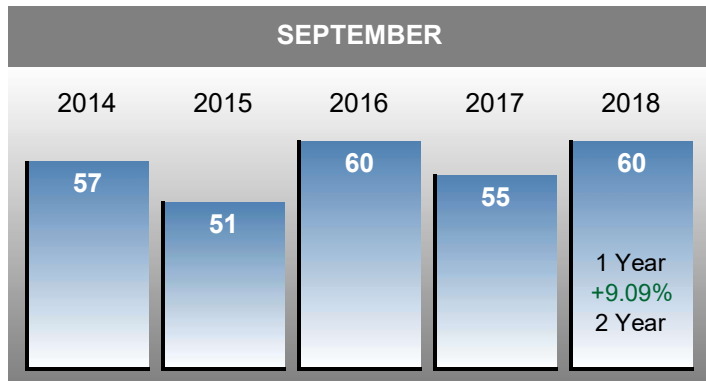
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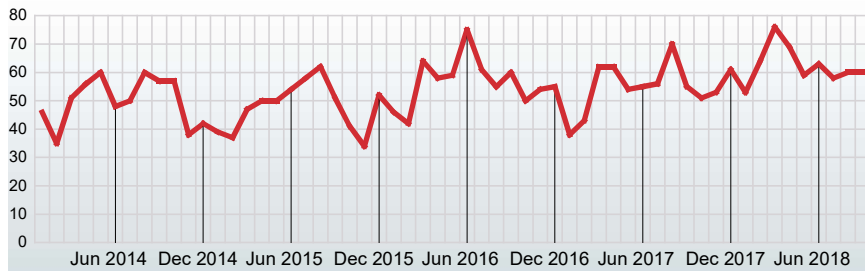


## CLOSED LISTINGS

Report produced on Oct 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 57

3 MONTHS

**High**  
Mar 2018 = 76  
**Low**  
Nov 2015 = 34  
*Closed Listings*  
this month at **60**,  
above the 5 yr SEP  
average of **57**

JUL	58
AUG	60 3.45%
SEP	60 0.00%

### 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%	53.4	4	0	1	0
\$20,001 - \$50,000	10	16.67%	26.4	4	6	0	0
\$50,001 - \$80,000	7	11.67%	43.9	2	3	2	0
\$80,001 - \$130,000	15	25.00%	39.9	3	10	2	0
\$130,001 - \$180,000	9	15.00%	43.8	0	5	3	1
\$180,001 - \$240,000	9	15.00%	50.2	0	7	2	0
\$240,001 and up	5	8.33%	26.8	1	1	3	0
<b>Total Closed Units</b>	<b>60</b>			<b>14</b>	<b>32</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,175,023</b>	<b>100%</b>	<b>40.3</b>	<b>953.71K</b>	<b>3.90M</b>	<b>2.16M</b>	<b>153.00K</b>
<b>Average Closed Price</b>	<b>\$119,584</b>			<b>\$68,122</b>	<b>\$122,004</b>	<b>\$166,475</b>	<b>\$153,000</b>

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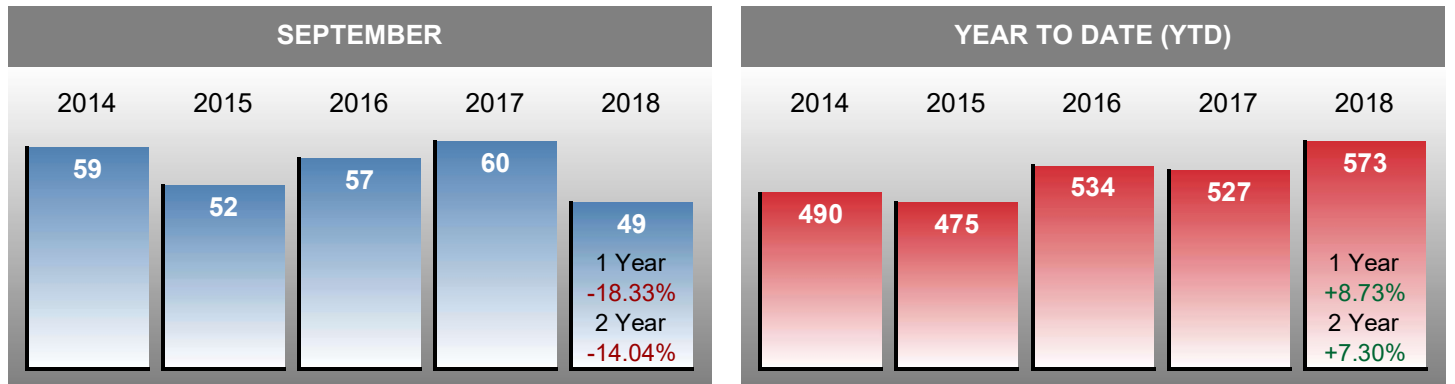
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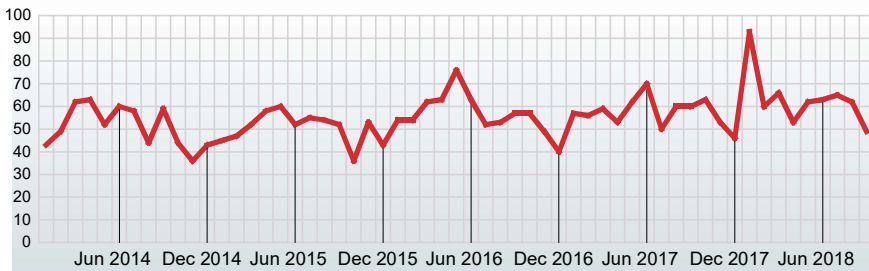


## PENDING LISTINGS

Report produced on Oct 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS	5yr SEP AVG = 55	3 MONTHS
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**High**  
Jan 2018 = 93  
**Low**  
Oct 2015 = 36  
*Pending Listings*  
this month at **49**,  
below the 5 yr SEP  
average of **55**

JUL	65
AUG	62 -4.62%
SEP	49 -20.97%

### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	2.04%	80.0	0	0	1	0
\$10,001 - \$30,000	9	18.37%	47.2	5	4	0	0
\$30,001 - \$50,000	6	12.24%	62.3	3	2	1	0
\$50,001 - \$90,000	12	24.49%	82.3	2	9	0	1
\$90,001 - \$140,000	9	18.37%	48.3	1	7	1	0
\$140,001 - \$260,000	7	14.29%	34.0	1	3	3	0
\$260,001 and up	5	10.20%	80.2	2	1	2	0
<b>Total Pending Units</b>	<b>49</b>			<b>14</b>	<b>26</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>5,319,129</b>	<b>100%</b>	<b>48.2</b>	<b>1.29M</b>	<b>2.62M</b>	<b>1.33M</b>	<b>81.80K</b>
<b>Average Listing Price</b>	<b>\$79,318</b>			<b>\$92,027</b>	<b>\$100,806</b>	<b>\$166,000</b>	<b>\$81,800</b>

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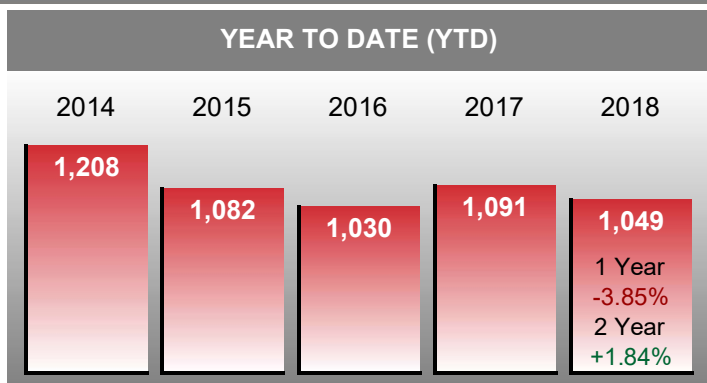
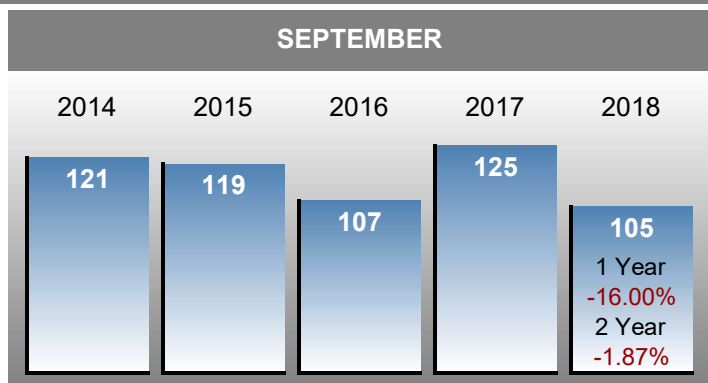
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## NEW LISTINGS

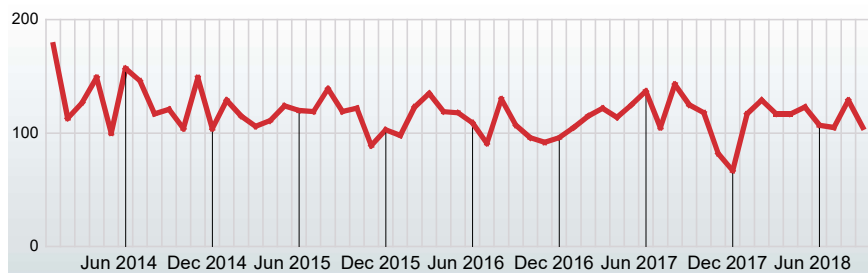
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 115

3 MONTHS



**High**  
Jan 2014 = 178  
**Low**  
Dec 2017 = 67  
*New Listings*  
this month at **105**,  
below the 5 yr SEP  
average of **115**

JUL	105
AUG	129
SEP	105
<b>22.86%</b>	
<b>-18.60%</b>	

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	11	10.48%	7	4	0	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$50,000	16	15.24%	10	6	0	0
\$50,001 - \$125,000	32	30.48%	9	15	7	1
\$125,001 - \$150,000	13	12.38%	2	9	2	0
\$150,001 - \$275,000	20	19.05%	3	13	4	0
\$275,001 and up	13	12.38%	5	4	3	1
<b>Total New Listed Units</b>	<b>105</b>		<b>36</b>	<b>51</b>	<b>16</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>14,530,508</b>	<b>100%</b>	<b>4.51M</b>	<b>6.45M</b>	<b>3.00M</b>	<b>564.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$325,000</b>		<b>\$125,329</b>	<b>\$126,547</b>	<b>\$187,493</b>	<b>\$282,450</b>

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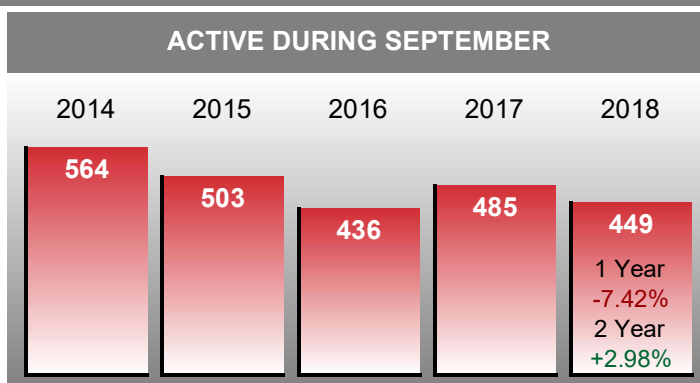
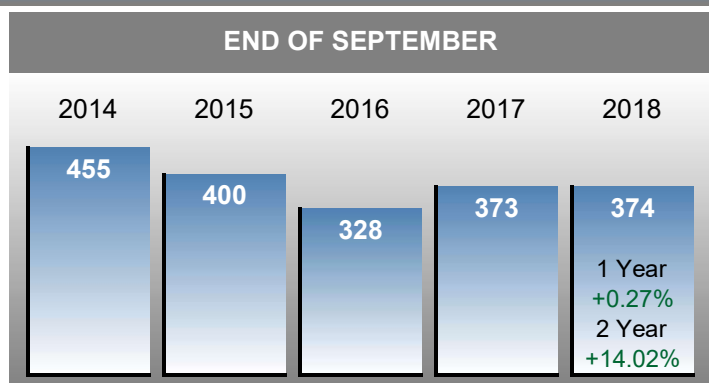
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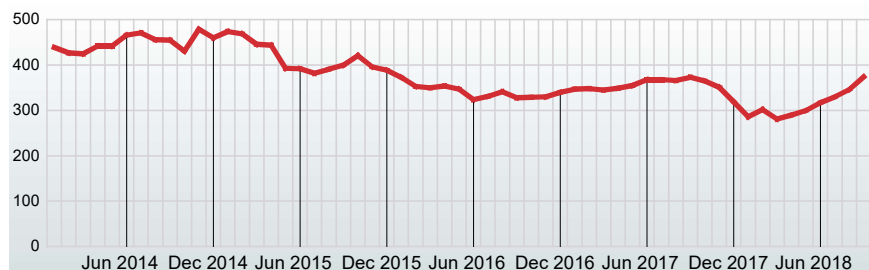
## ACTIVE INVENTORY

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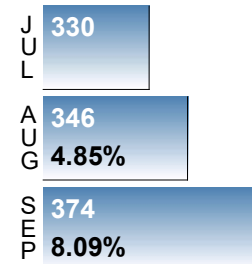


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 386**      **3 MONTHS**



**High**  
Nov 2014 = 479  
**Low**  
Mar 2018 = 281  
*Inventory*  
this month at **374**,  
below the 5 yr SEP  
average of **386**



### 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	52	13.90%	74.0	47	4	1	0
\$25,001-\$50,000	64	17.11%	115.2	36	23	5	0
\$50,001-\$125,000	93	24.87%	69.0	36	41	14	2
\$125,001-\$200,000	81	21.66%	67.3	17	48	15	1
\$200,001-\$350,000	46	12.30%	95.4	18	14	12	2
\$350,001 and up	38	10.16%	79.6	22	7	5	4
<b>Total Active Inventory by Units</b>	<b>374</b>			<b>176</b>	<b>137</b>	<b>52</b>	<b>9</b>
<b>Total Active Inventory by Volume</b>	<b>69,836,282</b>	<b>100%</b>	<b>81.6</b>	<b>38.61M</b>	<b>19.27M</b>	<b>9.20M</b>	<b>2.75M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$186,728</b>			<b>\$219,401</b>	<b>\$140,664</b>	<b>\$176,879</b>	<b>\$305,900</b>

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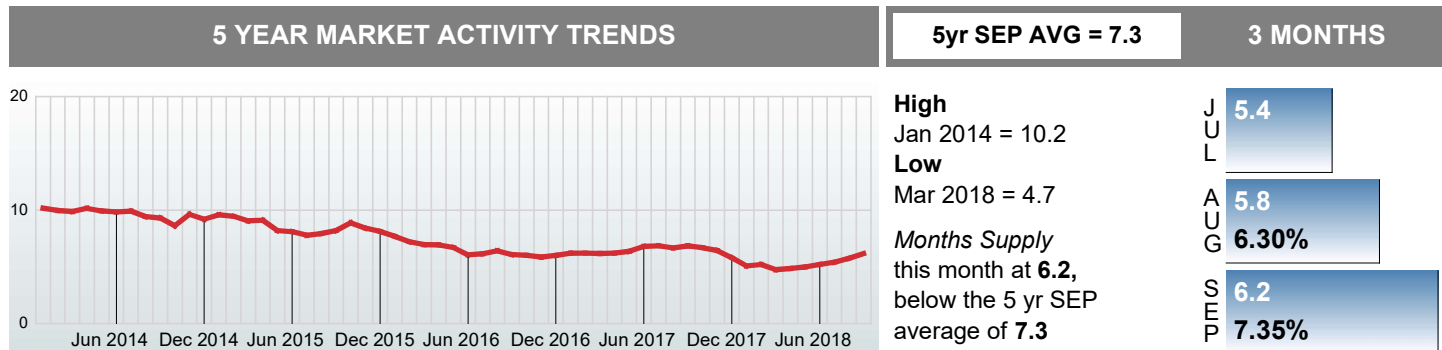
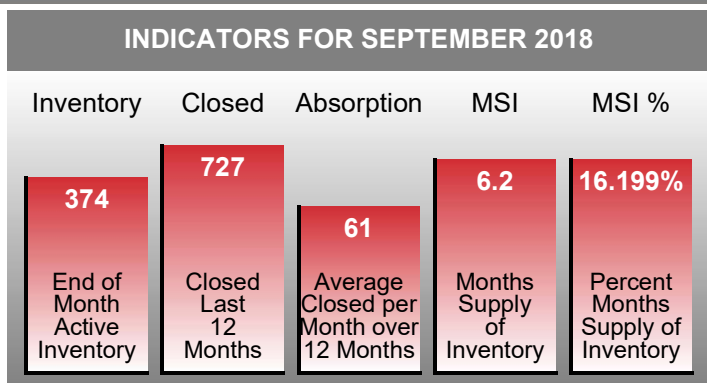
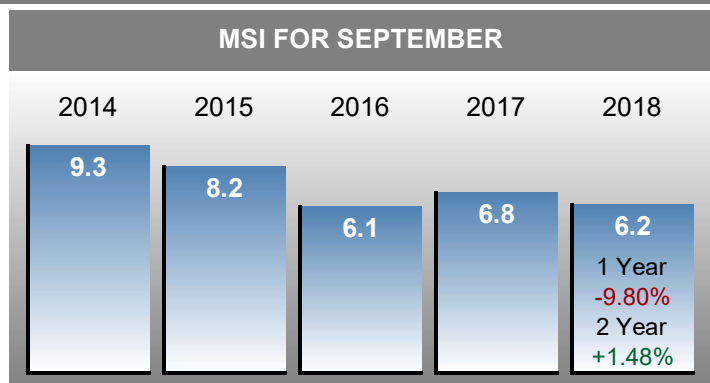
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## MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Oct 11, 2018 for MLS Technology Inc.



### 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	40	10.70%	5.7	8.4	1.6	0.0	0.0
\$20,001 - \$30,000	27	7.22%	6.5	9.6	3.0	24.0	0.0
\$30,001 - \$60,000	67	17.91%	7.1	13.0	4.8	2.8	0.0
\$60,001 - \$140,000	100	26.74%	4.5	12.0	2.9	6.3	18.0
\$140,001 - \$200,000	56	14.97%	4.9	21.0	4.7	2.4	0.0
\$200,001 - \$350,000	46	12.30%	8.2	43.2	6.7	4.5	4.8
\$350,001 and up	38	10.16%	50.7	264.0	21.0	30.0	24.0
Market Supply of Inventory (MSI)	6.2	100%	6.2	13.8	3.9	4.7	6.4
Total Active Inventory by Units	374			176	137	52	9

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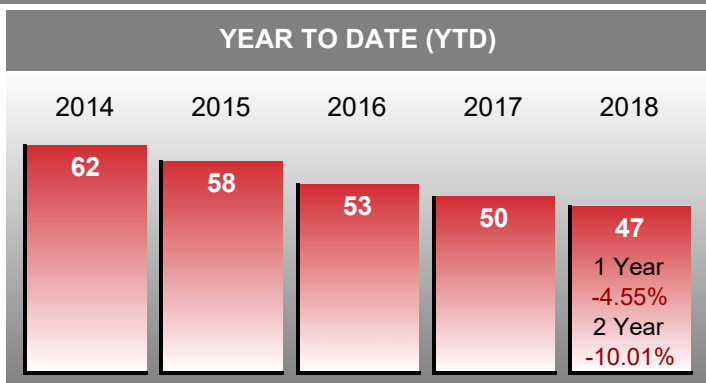
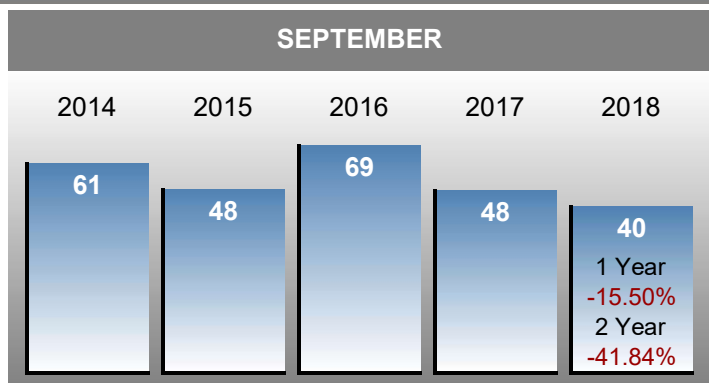
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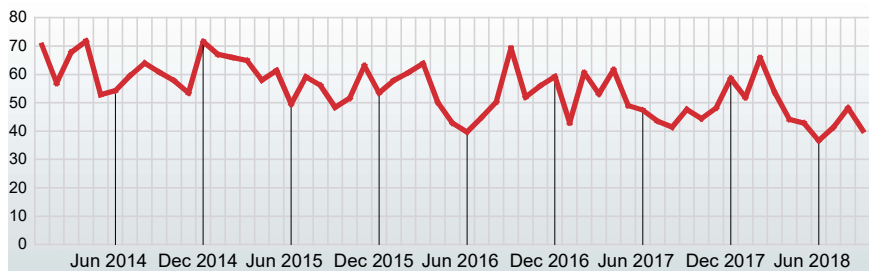
## AVERAGE DAYS ON MARKET TO SALE

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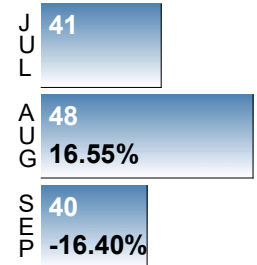


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 53**      **3 MONTHS**



**High**  
Apr 2014 = 72  
**Low**  
Jun 2018 = 37  
*Average Days on Market*  
this month at **40**,  
below the 5 yr SEP  
average of **53**



### 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%	53.4	46.8	0.0	80.0	0.0
\$20,001 \$50,000	10	16.67%	26.4	12.8	35.5	0.0	0.0
\$50,001 \$80,000	7	11.67%	43.9	19.5	76.0	20.0	0.0
\$80,001 \$130,000	15	25.00%	39.9	24.3	50.1	12.0	0.0
\$130,001 \$180,000	9	15.00%	43.8	0.0	55.4	9.0	90.0
\$180,001 \$240,000	9	15.00%	50.2	0.0	38.0	93.0	0.0
\$240,001 and up	5	8.33%	26.8	1.0	54.0	26.3	0.0
<b>Average Closed DOM</b>	<b>40.3</b>			<b>25.1</b>	<b>48.1</b>	<b>33.5</b>	<b>90.0</b>
<b>Total Closed Units</b>	<b>60</b>	<b>100%</b>	<b>40.3</b>	<b>14</b>	<b>32</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,175,023</b>			<b>953.71K</b>	<b>3.90M</b>	<b>2.16M</b>	<b>153.00K</b>

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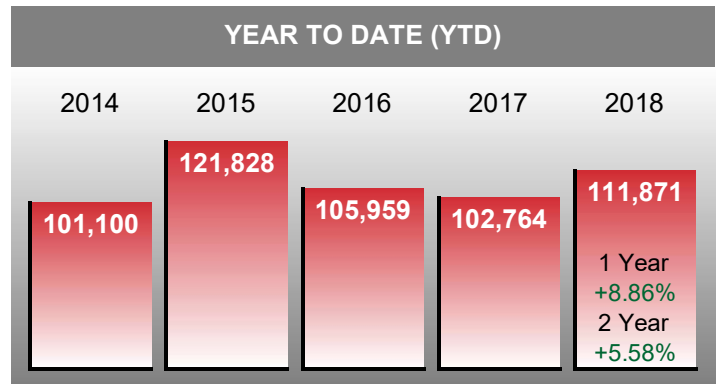
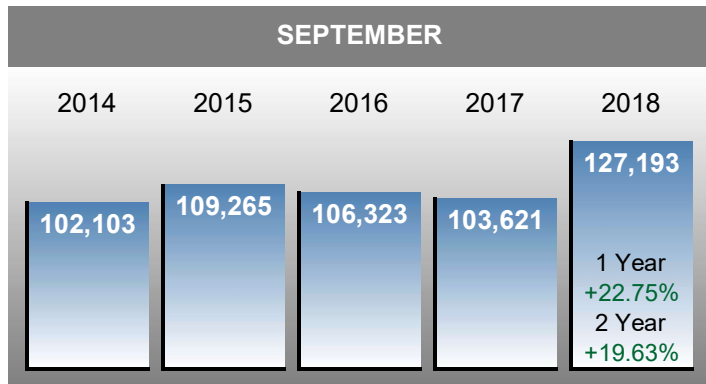
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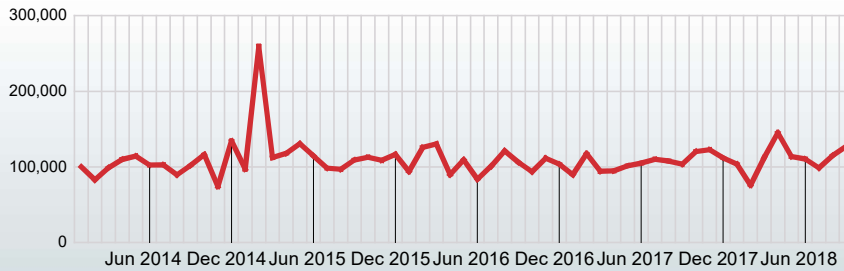
## AVERAGE LIST PRICE AT CLOSING

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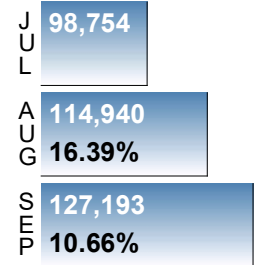


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 109,701**      **3 MONTHS**



**High**  
Feb 2015 = 259,451  
**Low**  
Nov 2014 = 74,288  
*Average List Price*  
this month at **127,193**,  
above the 5 yr SEP  
average of **109,701**



### 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	6	10.00%	16,567	17,650	0	9,900	0
\$20,001 \$50,000	6	10.00%	29,983	36,100	37,733	0	0
\$50,001 \$80,000	9	15.00%	61,278	134,700	63,233	59,950	0
\$80,001 \$130,000	14	23.33%	106,829	111,667	109,170	109,400	0
\$130,001 \$180,000	8	13.33%	156,463	0	169,380	157,100	158,500
\$180,001 \$240,000	11	18.33%	201,464	0	214,400	209,950	0
\$240,001 and up	6	10.00%	306,233	325,000	289,000	314,800	0
<b>Average List Price</b>			127,193	81,743	129,516	168,015	158,500
<b>Total Closed Units</b>	60	100%	127,193	14	32	13	1
<b>Total Closed Volume</b>	7,631,600			1.14M	4.14M	2.18M	158.50K

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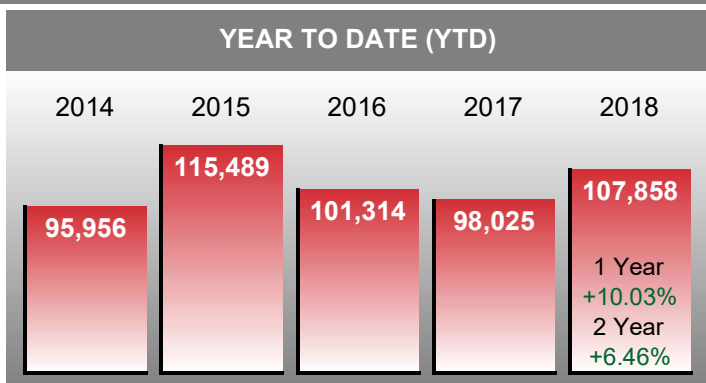
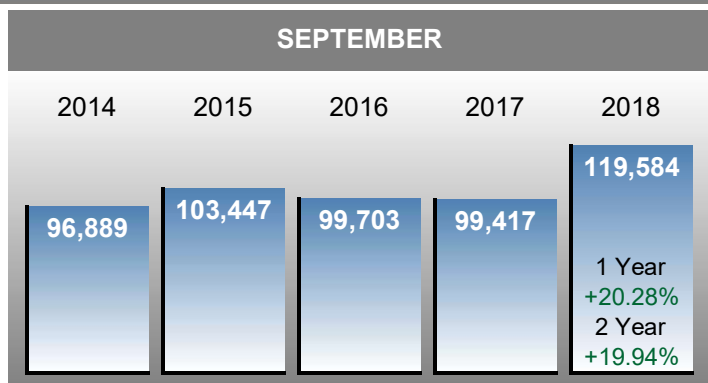
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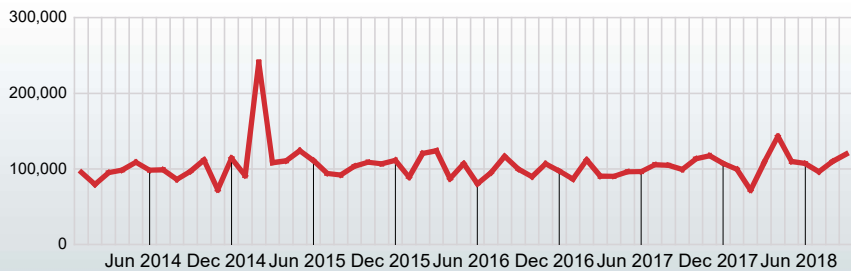
## AVERAGE SOLD PRICE AT CLOSING

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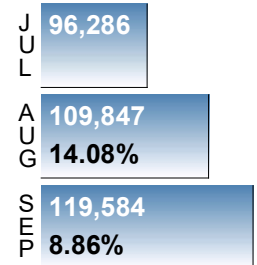


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 103,808**      **3 MONTHS**



**High**  
Feb 2015 = 241,116  
**Low**  
Feb 2018 = 72,118  
*Average Sold Price*  
this month at **119,584**,  
above the 5 yr SEP  
average of **103,808**



### 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%	12,860	14,075	0	8,000	0
\$20,001 - \$50,000	10	16.67%	33,531	32,665	34,109	0	0
\$50,001 - \$80,000	7	11.67%	58,000	56,925	57,417	59,950	0
\$80,001 - \$130,000	15	25.00%	106,034	109,300	104,073	110,940	0
\$130,001 - \$180,000	9	15.00%	156,222	0	158,600	153,333	153,000
\$180,001 - \$240,000	9	15.00%	205,944	0	205,500	207,500	0
\$240,001 and up	5	8.33%	303,880	325,000	255,000	313,133	0
<b>Average Sold Price</b>			<b>119,584</b>	<b>68,122</b>	<b>122,004</b>	<b>166,475</b>	<b>153,000</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>119,584</b>	<b>14</b>	<b>32</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>7,175,023</b>	<b>953.71K</b>	<b>3.90M</b>	<b>2.16M</b>	<b>153.00K</b>

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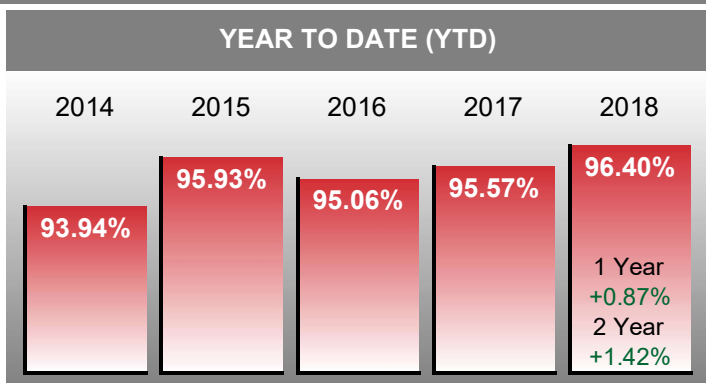
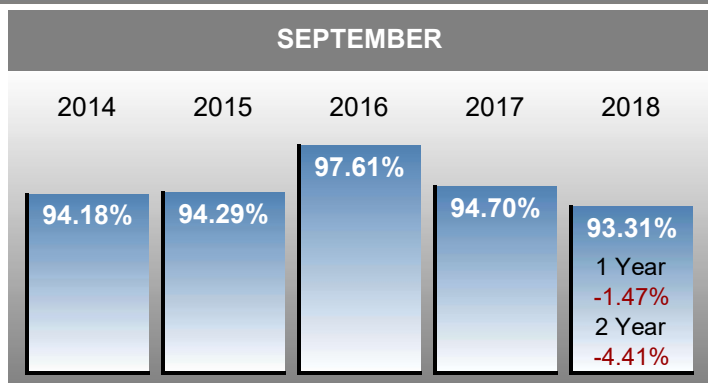
# September 2018

Area Delimited by County Of Muskogee



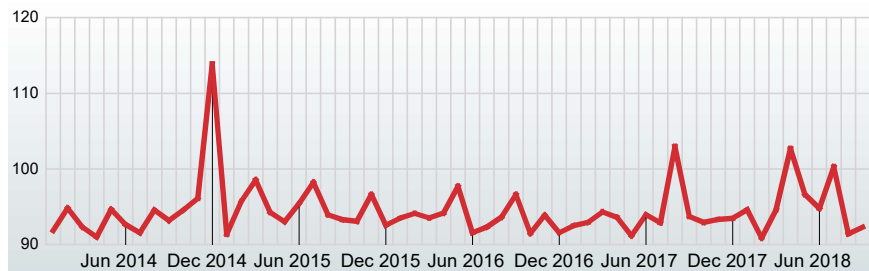
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Oct 11, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 94.82%**      **3 MONTHS**



**High**  
Dec 2014 = 114.89%

**Low**  
Feb 2018 = 91.87%

*Average Sold/List Ratio*  
this month at **93.31%**,  
below the 5 yr SEP  
average of **94.82%**

JUL	101.30%
AUG	92.41%
SEP	93.31%
	0.97%

### 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%	80.48%	80.39%	0.00%	80.81%	0.00%
\$20,001 - \$50,000	10	16.67%	93.19%	92.76%	93.47%	0.00%	0.00%
\$50,001 - \$80,000	7	11.67%	83.92%	57.11%	91.08%	100.00%	0.00%
\$80,001 - \$130,000	15	25.00%	97.11%	97.86%	96.03%	101.40%	0.00%
\$130,001 - \$180,000	9	15.00%	95.63%	0.00%	94.20%	97.70%	96.53%
\$180,001 - \$240,000	9	15.00%	96.92%	0.00%	96.36%	98.89%	0.00%
\$240,001 and up	5	8.33%	97.41%	100.00%	88.24%	99.60%	0.00%
<b>Average Sold/List Ratio</b>			93.30%	85.75%	94.63%	97.95%	96.53%
<b>Total Closed Units</b>	60	100%	93.30%	14	32	13	1
<b>Total Closed Volume</b>	7,175,023			953.71K	3.90M	2.16M	153.00K

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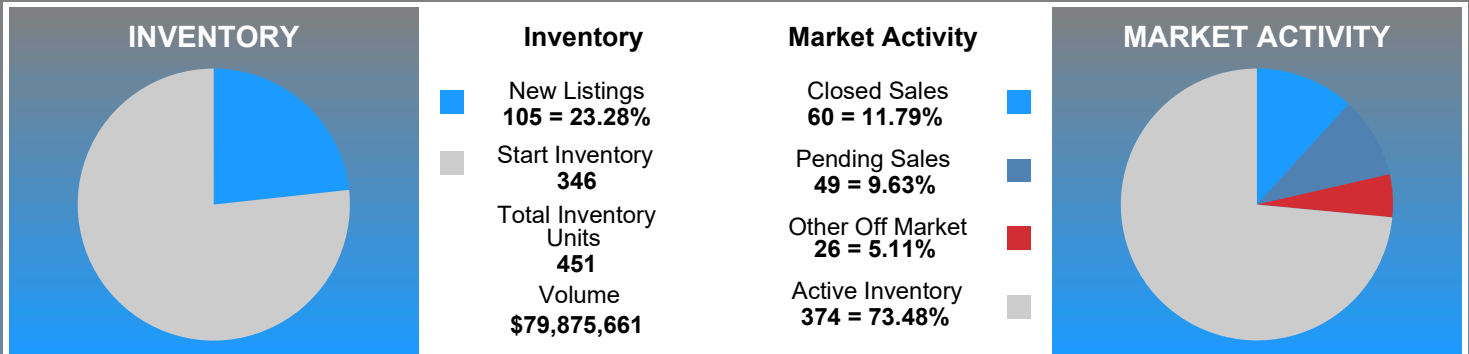
# September 2018

Area Delimited by County Of Muskogee



## MARKET SUMMARY

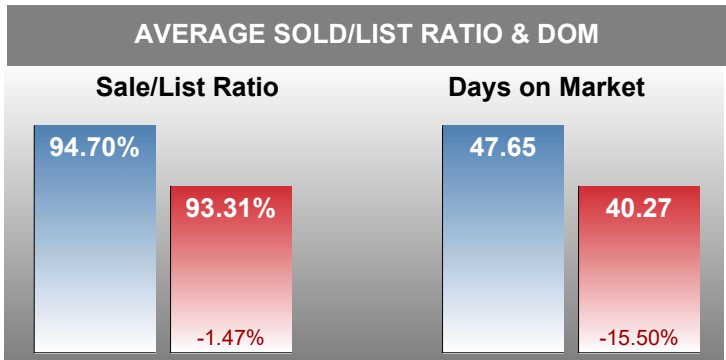
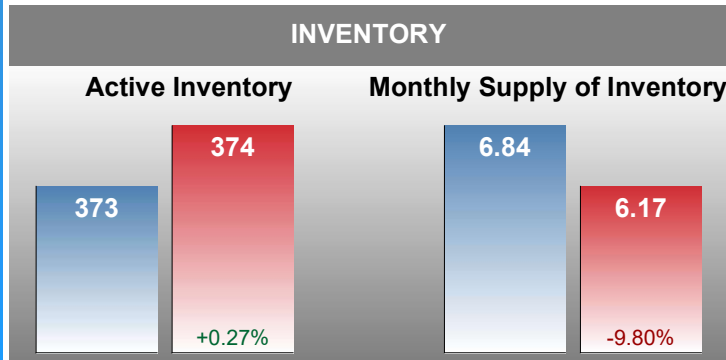
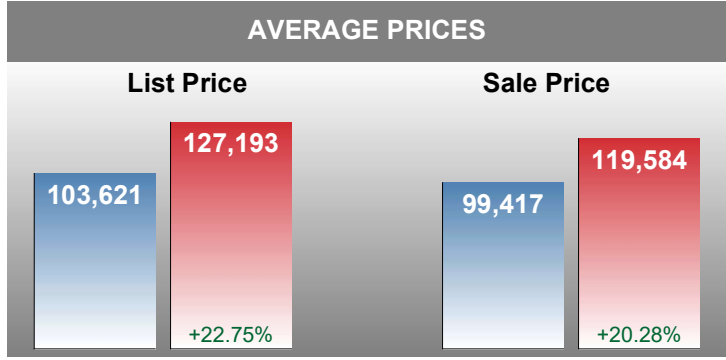
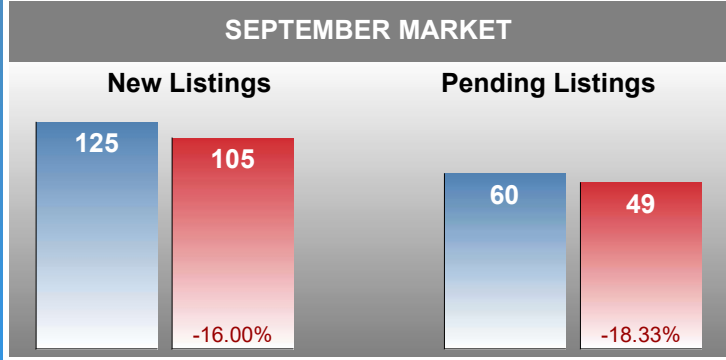
Report produced on Oct 11, 2018 for MLS Technology Inc.



Compared Metrics	September			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	55	60	9.09%	495	562	13.54%
Pending Sales	60	49	-18.33%	527	573	8.73%
New Listings	125	105	-16.00%	1,091	1,049	-3.85%
Average List Price	103,621	127,193	22.75%	102,764	111,871	8.86%
Average Sale Price	99,417	119,584	20.28%	98,025	107,858	10.03%
Average Percent of Selling Price to List Price	94.70%	93.31%	-1.47%	95.57%	96.40%	0.87%
Average Days on Market to Sale	47.65	40.27	-15.50%	49.64	47.38	-4.55%
Monthly Inventory	373	374	0.27%	373	374	0.27%
Months Supply of Inventory	6.84	6.17	-9.80%	6.84	6.17	-9.80%

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

**Inventory** on September 30, 2018 = **374** 2017 2018



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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: [support@mlstechnology.com](mailto:support@mlstechnology.com)