



September 2018

Area Delimited by County Of Muskogee

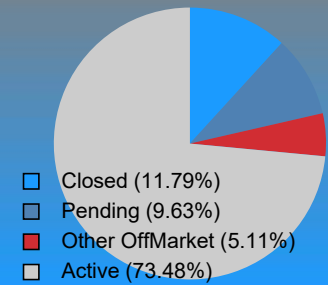


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	89,900	115,450	28.42%
Median Sale Price	92,900	107,555	15.78%
Median Percent of List Price to Selling Price	98.48%	96.45%	-2.07%
Median Days on Market to Sale	28.00	24.50	-12.50%
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.

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 **15.78%** in September 2018 to \$107,555 versus the previous year at \$92,900.

Median Days on Market Shortens

The median number of **24.50** days that homes spent on the market before selling decreased by 3.50 days or **12.50%** in September 2018 compared to last year's same month at **28.00** DOM.

Sales Success for September 2018 is Positive

Overall, with Median 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 Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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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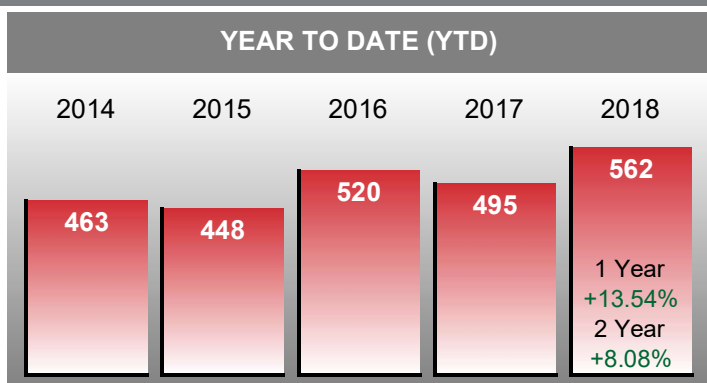
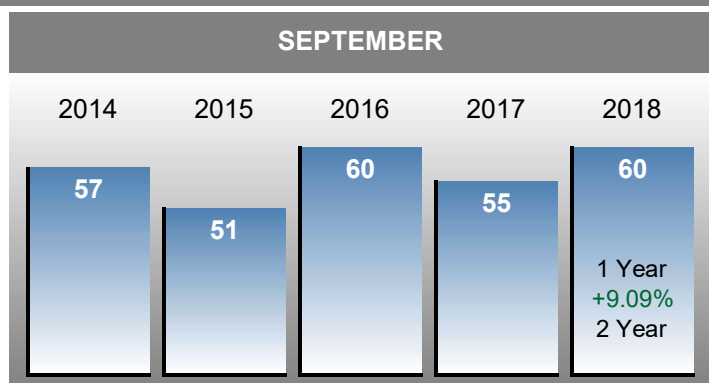
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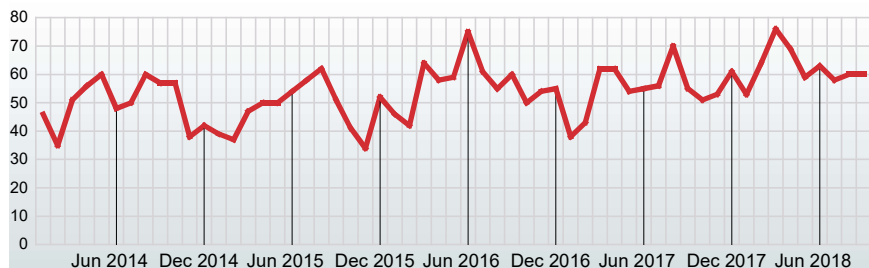


CLOSED LISTINGS

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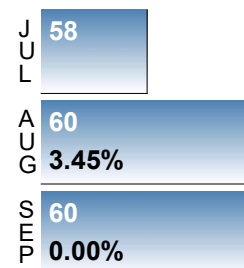


5 YEAR MARKET ACTIVITY TRENDS



5yr SEP AVG = 57

3 MONTHS



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	5	8.33%	28.0	4	0	1	0
\$20,001 - \$50,000	10	16.67%	8.5	4	6	0	0
\$50,001 - \$80,000	7	11.67%	22.0	2	3	2	0
\$80,001 - \$130,000	15	25.00%	29.0	3	10	2	0
\$130,001 - \$180,000	9	15.00%	21.0	0	5	3	1
\$180,001 - \$240,000	9	15.00%	30.0	0	7	2	0
\$240,001 and up	5	8.33%	27.0	1	1	3	0
Total Closed Units	60			14	32	13	1
Total Closed Volume	7,175,023	100%	24.5	953.71K	3.90M	2.16M	153.00K
Median Closed Price	\$107,555			\$39,000	\$115,640	\$150,000	\$153,000

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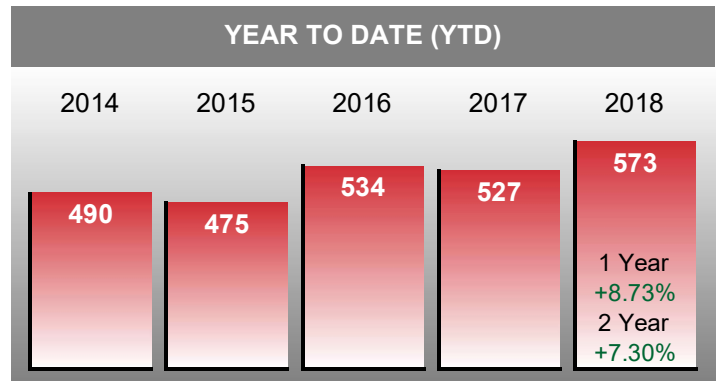
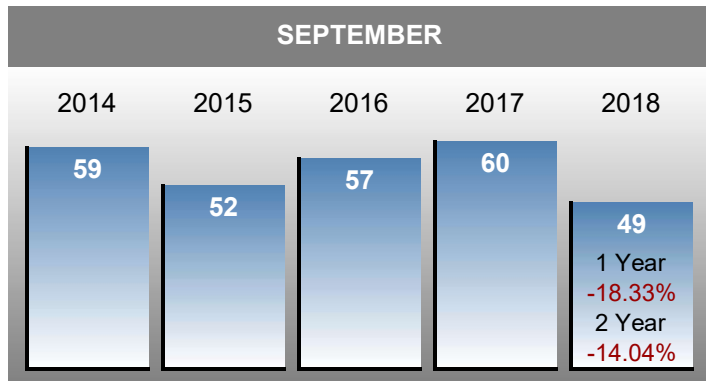
September 2018

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PENDING LISTINGS

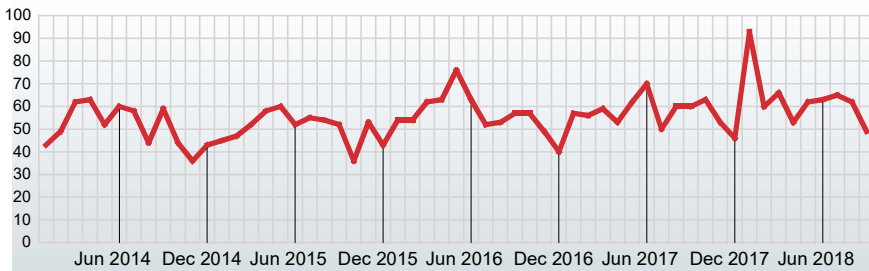
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5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 55

3 MONTHS



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		%	MDOM	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%	44.0	5	4	0	0
\$30,001 - \$50,000	6	12.24%	50.5	3	2	1	0
\$50,001 - \$90,000	12	24.49%	82.5	2	9	0	1
\$90,001 - \$140,000	9	18.37%	29.0	1	7	1	0
\$140,001 - \$260,000	7	14.29%	14.0	1	3	3	0
\$260,001 and up	5	10.20%	66.0	2	1	2	0
Total Pending Units	49			14	26	8	1
Total Pending Volume	5,319,129	100%	58.0	1.29M	2.62M	1.33M	81.80K
Median Listing Price	\$75,000			\$38,500	\$74,250	\$162,400	\$81,800

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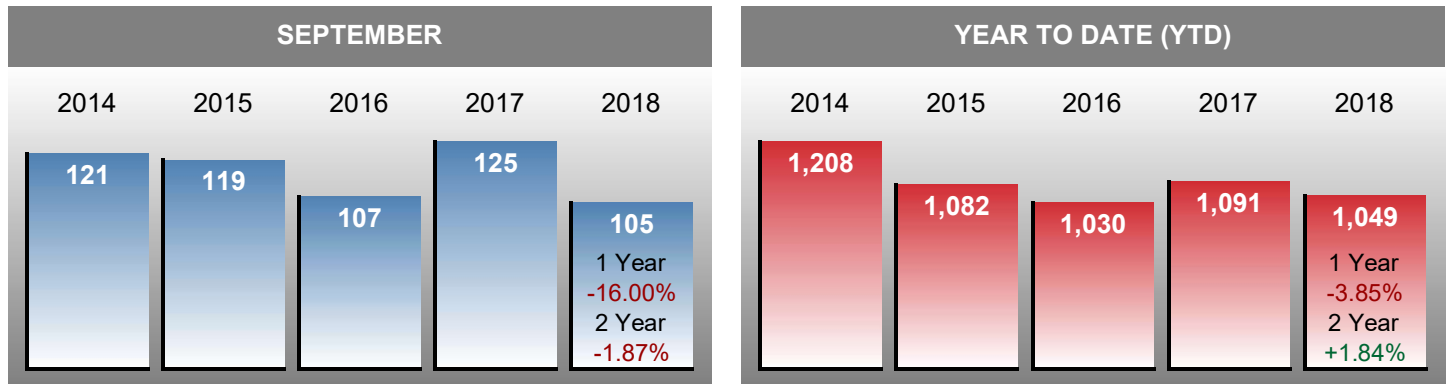
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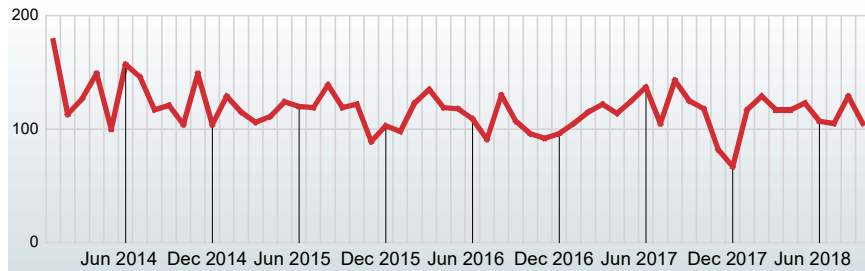


NEW LISTINGS

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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 22.86%
SEP	105 -18.60%

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%	6	4	0	0
\$20,001 \$40,000	12	11.43%	8	4	0	0
\$40,001 \$60,000	12	11.43%	5	7	0	0
\$60,001 \$130,000	26	24.76%	7	10	8	1
\$130,001 \$170,000	21	20.00%	4	15	2	0
\$170,001 \$280,000	12	11.43%	1	8	3	0
\$280,001 and up	12	11.43%	5	3	3	1
Total New Listed Units	105		36	51	16	2
Total New Listed Volume	14,530,508	100%	4.51M	6.45M	3.00M	564.90K
Median New Listed Listing Price	\$114,900		\$56,250	\$132,000	\$131,250	\$282,450

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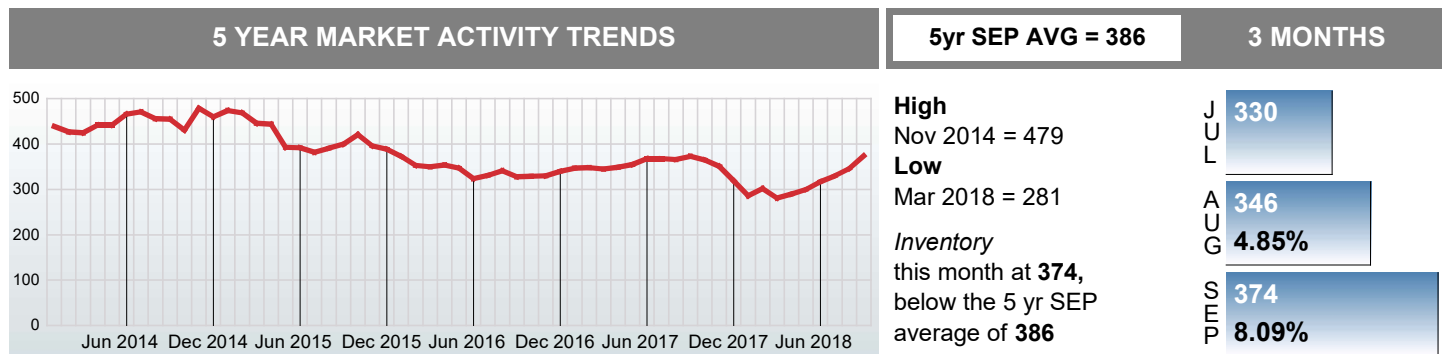
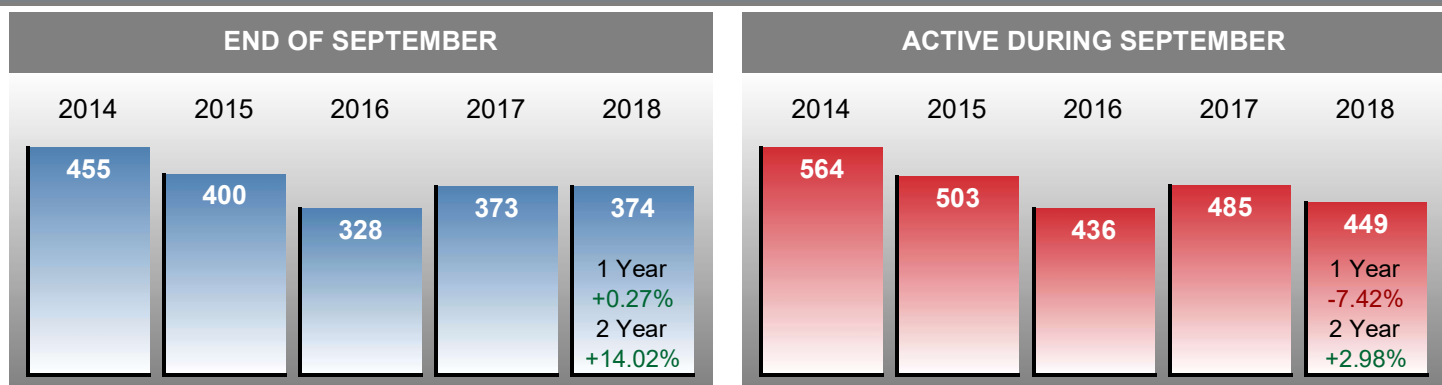
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ACTIVE INVENTORY

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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	40	10.70%	52.0	37	3	0	0
\$20,001 \$30,000	27	7.22%	59.0	16	7	4	0
\$30,001 \$60,000	67	17.91%	87.0	40	24	3	0
\$60,001 \$140,000	100	26.74%	50.0	29	47	21	3
\$140,001 \$200,000	56	14.97%	48.5	14	35	7	0
\$200,001 \$350,000	46	12.30%	101.5	18	14	12	2
\$350,001 and up	38	10.16%	66.0	22	7	5	4
Total Active Inventory by Units	374			176	137	52	9
Total Active Inventory by Volume	69,836,282	100%	62.0	38.61M	19.27M	9.20M	2.75M
Median Active Inventory Listing Price	\$99,700			\$54,700	\$126,500	\$139,450	\$334,900

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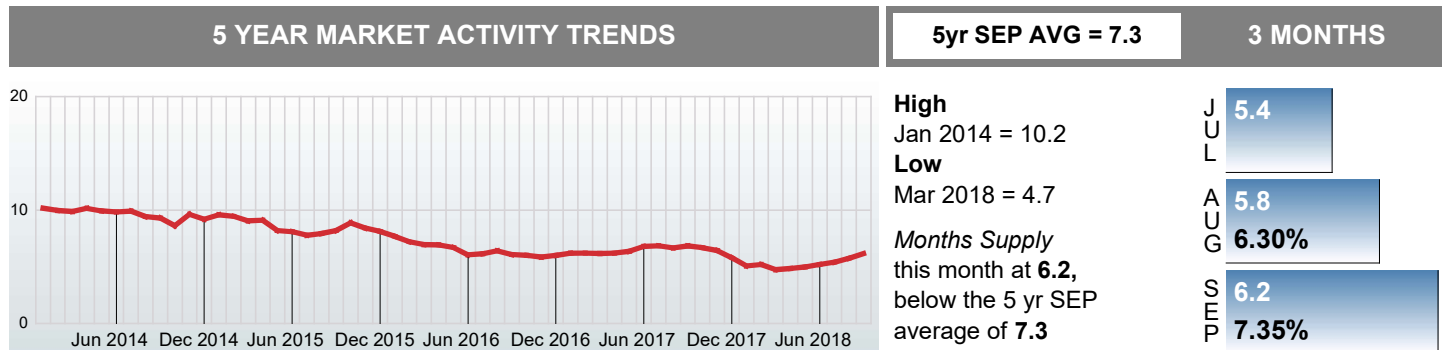
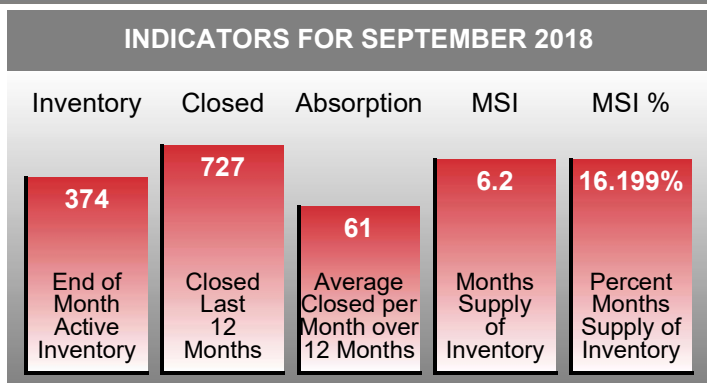
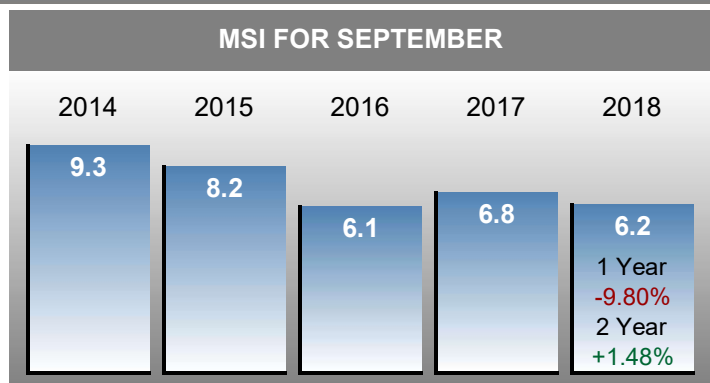
September 2018

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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	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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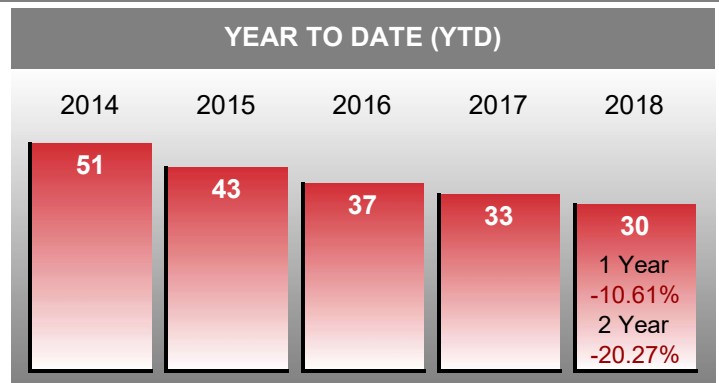
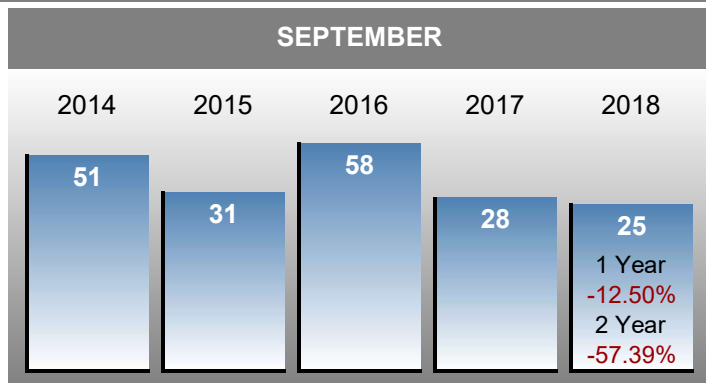
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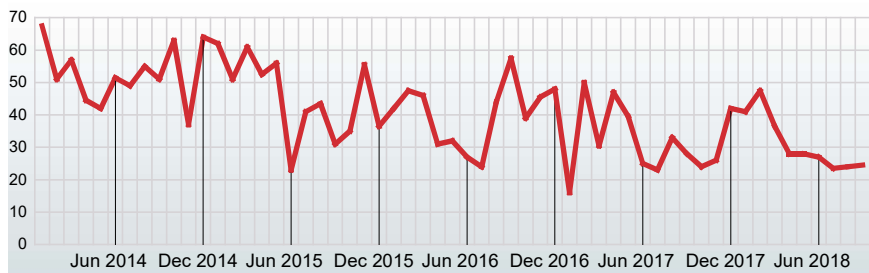
MEDIAN DAYS ON MARKET TO SALE

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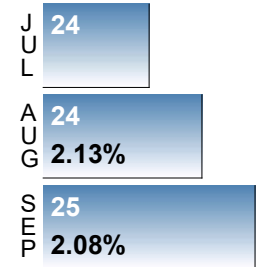


5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 38 **3 MONTHS**



High
Jan 2014 = 68
Low
Jan 2017 = 16
Median Days on Market
this month at **25**,
below the 5 yr SEP
average of **38**



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	5	8.33%	28.0	24.5	0.0	80.0	0.0
\$20,001 - \$50,000	10	16.67%	8.5	7.0	12.0	0.0	0.0
\$50,001 - \$80,000	7	11.67%	22.0	19.5	56.0	20.0	0.0
\$80,001 - \$130,000	15	25.00%	29.0	25.0	43.0	12.0	0.0
\$130,001 - \$180,000	9	15.00%	21.0	0.0	33.0	4.0	90.0
\$180,001 - \$240,000	9	15.00%	30.0	0.0	30.0	93.0	0.0
\$240,001 and up	5	8.33%	27.0	1.0	54.0	27.0	0.0
Median Closed DOM			24.5	18.0	38.0	21.0	90.0
Total Closed Units		100%	24.5	14	32	13	1
Total Closed Volume			7,175,023	953.71K	3.90M	2.16M	153.00K

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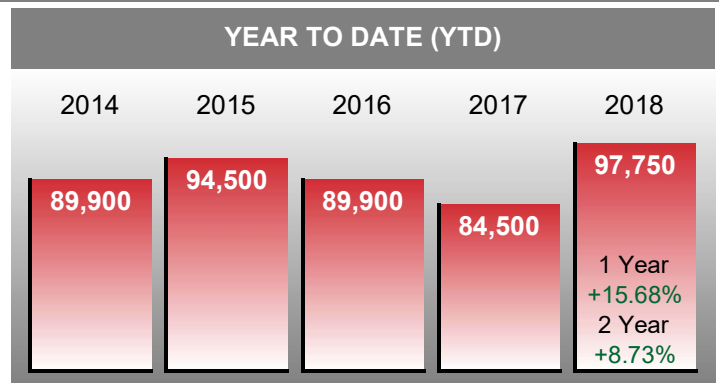
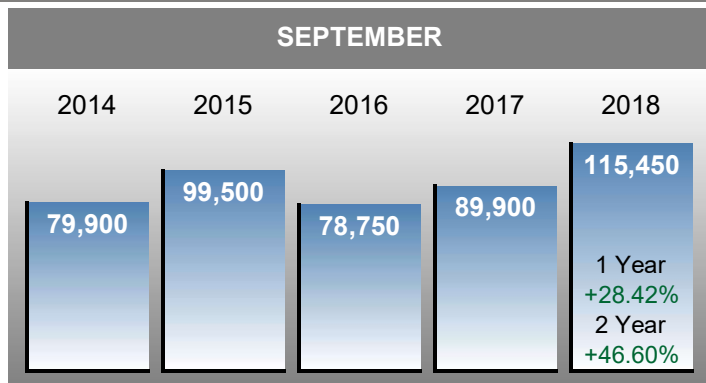
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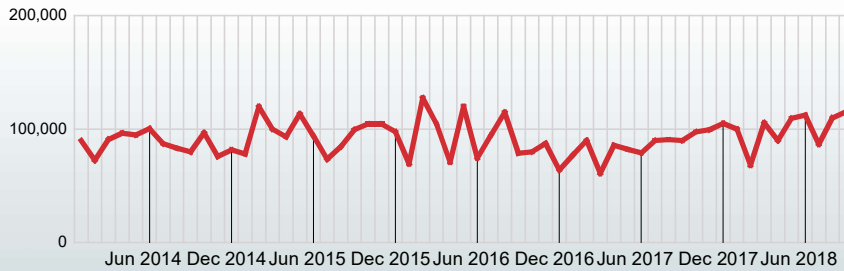
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 92,700 **3 MONTHS**



High
Feb 2016 = 127,450
Low
Mar 2017 = 61,000
Median List Price
this month at **115,450**,
above the 5 yr SEP
average of **92,700**

JUL	86,750
AUG	109,950
SEP	115,450
26.74%	
5.00%	

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	6	10.00%	18,050	18,050	18,900	9,900	0
\$20,001 - \$50,000	6	10.00%	26,500	27,000	24,900	0	0
\$50,001 - \$80,000	9	15.00%	59,900	64,900	59,900	59,950	0
\$80,001 - \$130,000	14	23.33%	109,900	116,000	109,900	109,400	0
\$130,001 - \$180,000	8	13.33%	156,450	0	153,950	154,900	158,500
\$180,001 - \$240,000	11	18.33%	205,000	199,500	198,500	209,950	0
\$240,001 and up	6	10.00%	284,000	325,000	284,000	269,900	0
Median List Price			115,450	45,700	124,900	154,900	158,500
Total Closed Units	60	100%	115,450	14	32	13	1
Total Closed Volume	7,631,600			1.14M	4.14M	2.18M	158.50K

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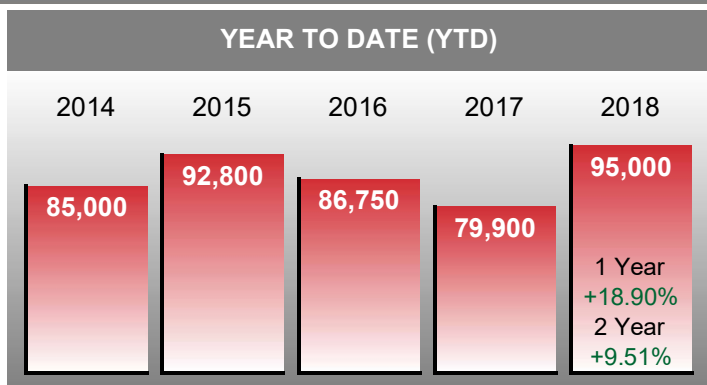
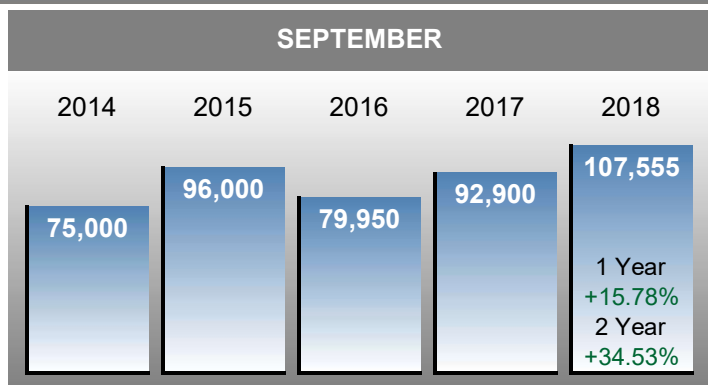
September 2018

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MEDIAN SOLD PRICE AT CLOSING

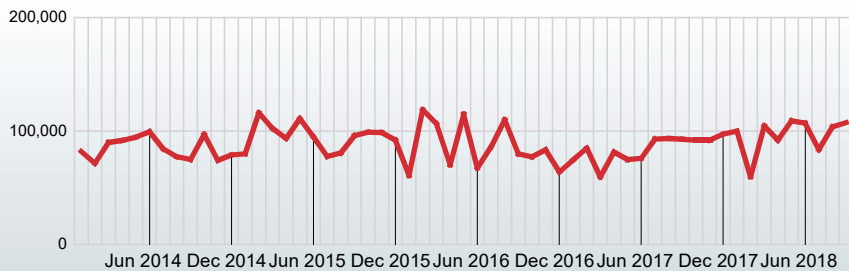
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5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 90,281

3 MONTHS



High
Feb 2016 = 118,825
Low
Mar 2017 = 59,750
Median Sold Price
this month at **107,555**,
above the 5 yr SEP
average of **90,281**

JUL	83,750
AUG	103,748
SEP	107,555
23.88%	
3.67%	

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	5	8.33%	14,800	14,900	0	8,000	0
\$20,001 - \$50,000	10	16.67%	27,500	27,500	31,223	0	0
\$50,001 - \$80,000	7	11.67%	57,500	56,925	57,500	59,950	0
\$80,001 - \$130,000	15	25.00%	105,210	110,900	105,000	110,940	0
\$130,001 - \$180,000	9	15.00%	153,000	0	158,000	150,000	153,000
\$180,001 - \$240,000	9	15.00%	207,000	0	202,000	207,500	0
\$240,001 and up	5	8.33%	269,900	325,000	255,000	269,900	0
Median Sold Price			107,555	39,000	115,640	150,000	153,000
Total Closed Units		100%	60	14	32	13	1
Total Closed Volume			7,175,023	953.71K	3.90M	2.16M	153.00K

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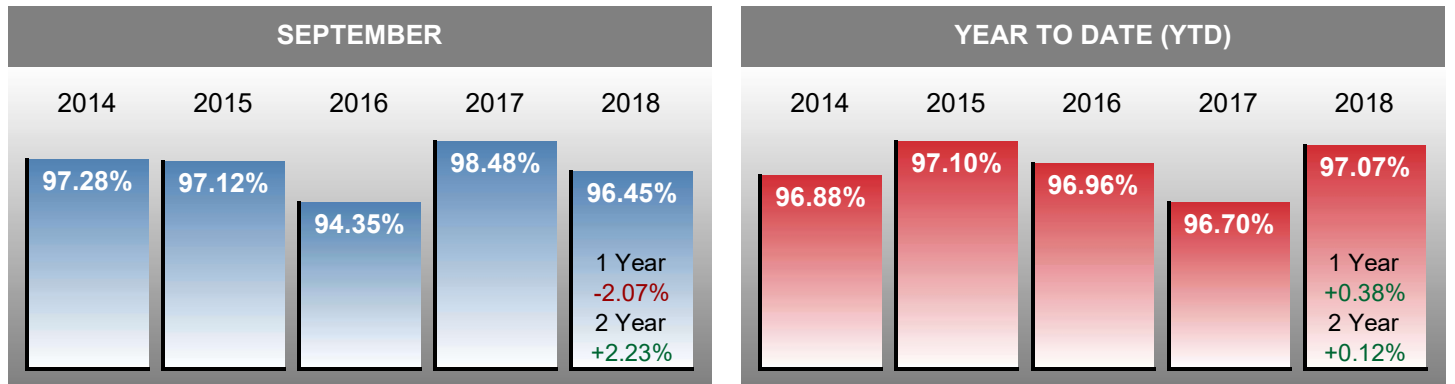
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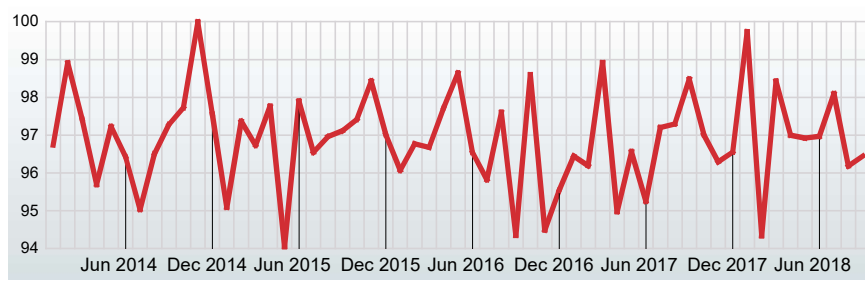


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS	5yr SEP AVG = 96.73%	3 MONTHS
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High Nov 2014 = 100.00%	JUL 98.10%
Low May 2015 = 94.05%	AUG 96.18%
<i>Median Sold/List Ratio</i> this month at 96.45% , below the 5 yr SEP average of 96.73%	SEP 96.45%
	0.28%

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	5	8.33%	80.81%	82.02%	0.00%	80.81%	0.00%
\$20,001 - \$50,000	10	16.67%	92.81%	93.79%	92.81%	0.00%	0.00%
\$50,001 - \$80,000	7	11.67%	91.40%	57.11%	91.40%	100.00%	0.00%
\$80,001 - \$130,000	15	25.00%	99.09%	97.98%	97.32%	101.40%	0.00%
\$130,001 - \$180,000	9	15.00%	97.12%	0.00%	97.77%	97.12%	96.53%
\$180,001 - \$240,000	9	15.00%	96.35%	0.00%	96.35%	98.89%	0.00%
\$240,001 and up	5	8.33%	100.00%	100.00%	88.24%	100.00%	0.00%
Median Sold/List Ratio			96.45%	92.25%	95.77%	100.00%	96.53%
Total Closed Units		100%	96.45%	14	32	13	1
Total Closed Volume				953.71K	3.90M	2.16M	153.00K

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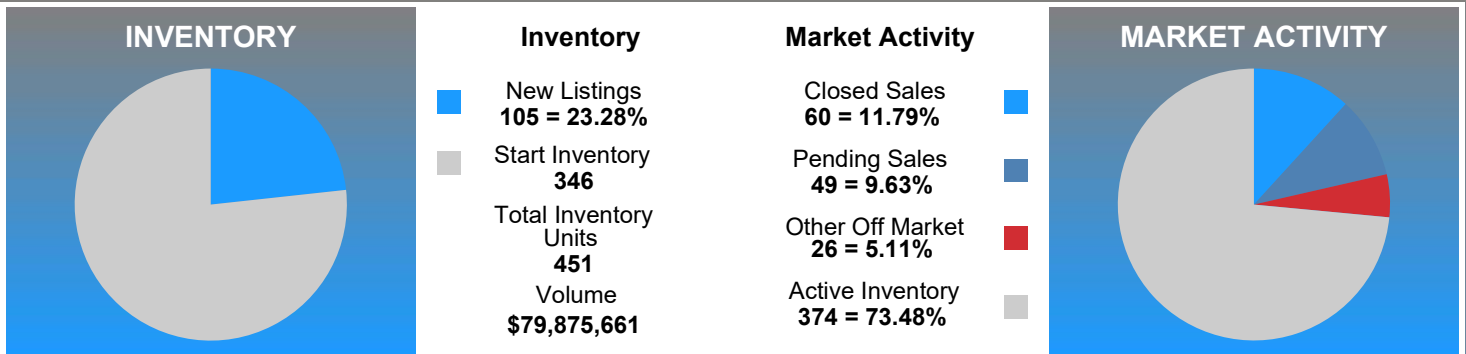
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MARKET SUMMARY

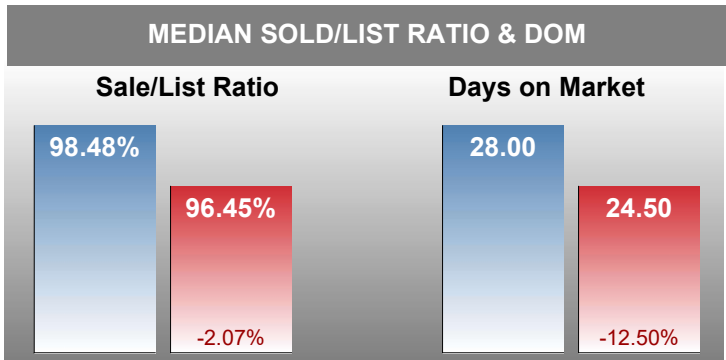
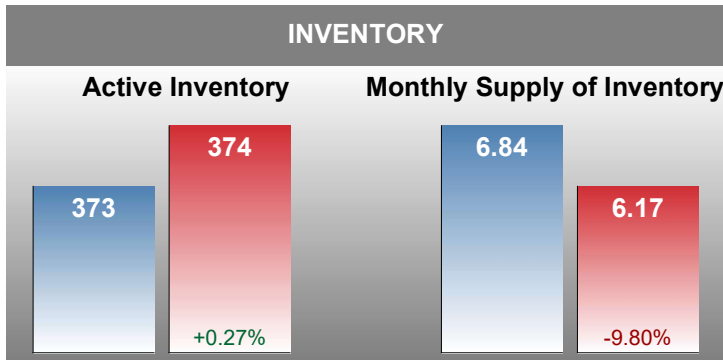
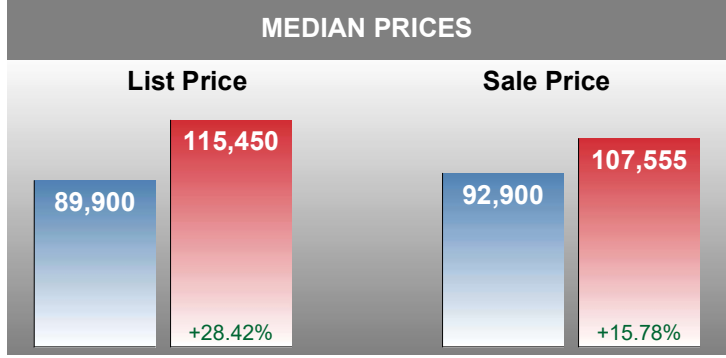
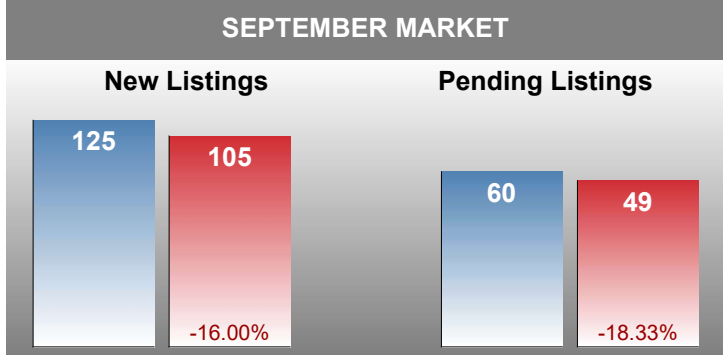
Report produced on Oct 11, 2018 for MLS Technology Inc.



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%
Median List Price	89,900	115,450	28.42%	84,500	97,750	15.68%
Median Sale Price	92,900	107,555	15.78%	79,900	95,000	18.90%
Median Percent of Selling Price to List Price	98.48%	96.45%	-2.07%	96.70%	97.07%	0.38%
Median Days on Market to Sale	28.00	24.50	-12.50%	33.00	29.50	-10.61%
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



Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

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