

October 2018

Area Delimited by County Of Muskogee

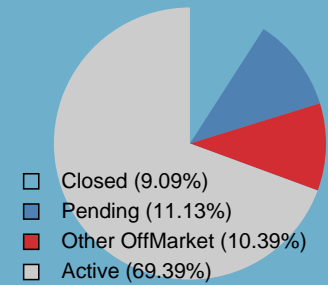


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	October		
	2017	2018	+/-%
Closed Listings	51	49	-3.92%
Pending Listings	63	60	-4.76%
New Listings	118	112	-5.08%
Median List Price	97,500	81,800	-16.10%
Median Sale Price	92,000	79,000	-14.13%
Median Percent of List Price to Selling Price	97.01%	98.50%	1.53%
Median Days on Market to Sale	24.00	38.00	58.33%
End of Month Inventory	482	374	-22.41%
Months Supply of Inventory	8.83	6.17	-30.09%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of October 31, 2018 = **374**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2018 decreased **22.41%** 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 Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **14.13%** in October 2018 to \$79,000 versus the previous year at \$92,000.

Median Days on Market Lengthens

The median number of **38.00** days that homes spent on the market before selling increased by 14.00 days or **58.33%** in October 2018 compared to last year's same month at **24.00** DOM.

Sales Success for October 2018 is Positive

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

There were 112 New Listings in October 2018, down **5.08%** from last year at 118. Furthermore, there were 49 Closed Listings this month versus last year at 51, a **-3.92%** decrease.

Closed versus Listed trends yielded a **43.8%** ratio, up from previous year's, October 2017, at **43.2%**, a **1.23%** upswing. This will certainly create pressure on a decreasing 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.

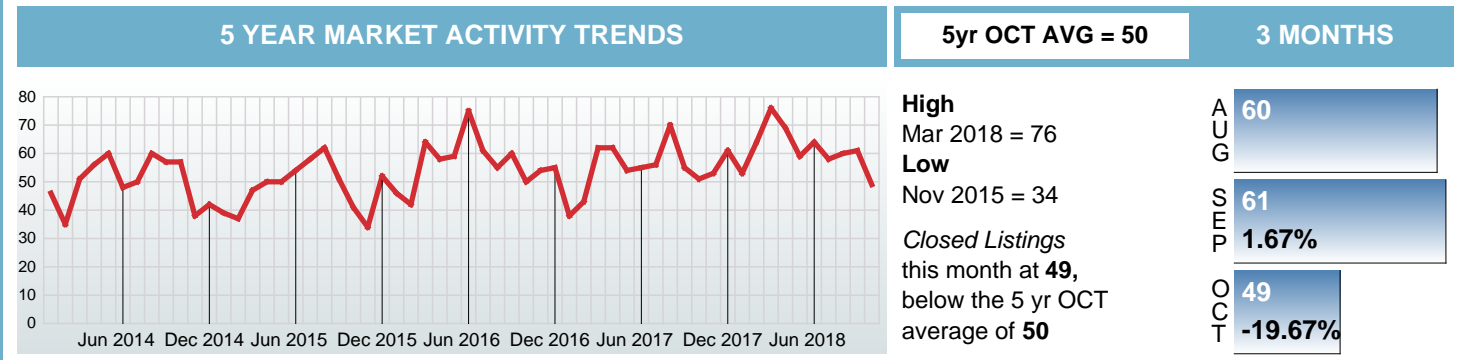
October 2018

Area Delimited by County Of Muskogee



CLOSED LISTINGS

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



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	8.16%	90.5	3	1	0	0
\$20,001 - \$40,000	6	12.24%	22.5	2	4	0	0
\$40,001 - \$50,000	5	10.20%	26.0	1	3	1	0
\$50,001 - \$100,000	15	30.61%	52.0	5	9	0	1
\$100,001 - \$130,000	6	12.24%	31.5	0	5	1	0
\$130,001 - \$190,000	8	16.33%	17.0	1	3	4	0
\$190,001 and up	5	10.20%	15.0	1	1	3	0
Total Closed Units	49			13	26	9	1
Total Closed Volume	5,445,431	100%	38.0	979.50K	2.84M	1.56M	67.00K
Median Closed Price	\$79,000			\$53,900	\$75,238	\$171,400	\$67,000

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

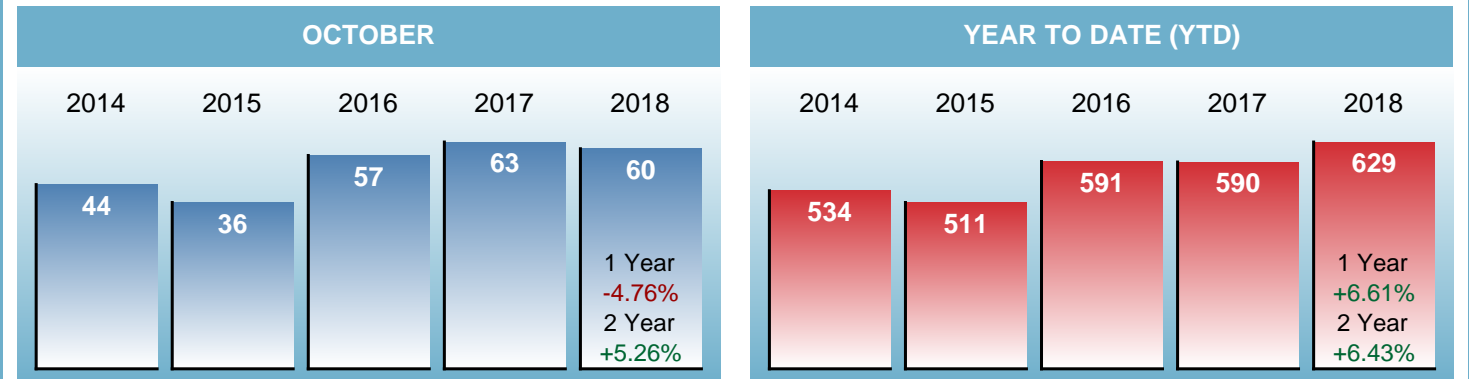
October 2018

Area Delimited by County Of Muskogee

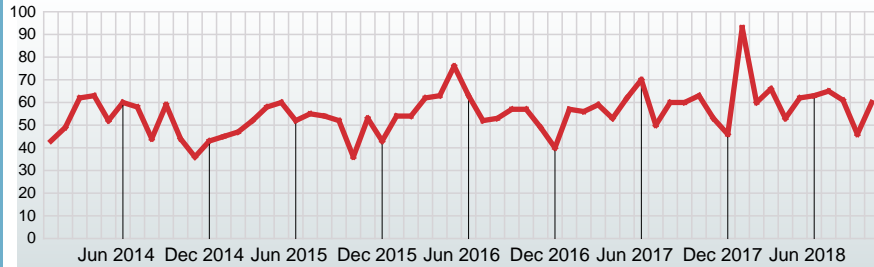


PENDING LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

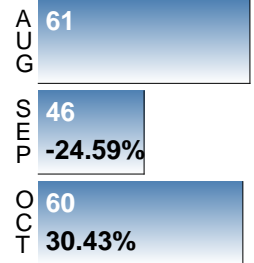


5yr OCT AVG = 52

3 MONTHS

High
Jan 2018 = 93
Low
Oct 2015 = 36

Pending Listings this month at **60**, above the 5 yr OCT average of **52**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	3.33%	37.5	1	1	0	0
\$20,001 - \$50,000	10	16.67%	41.0	2	7	1	0
\$50,001 - \$70,000	9	15.00%	52.0	4	3	2	0
\$70,001 - \$130,000	16	26.67%	38.5	3	10	3	0
\$130,001 - \$170,000	9	15.00%	42.0	0	6	3	0
\$170,001 - \$260,000	8	13.33%	47.5	2	5	1	0
\$260,001 and up	6	10.00%	52.5	2	2	1	1
Total Pending Units	60			14	34	11	1
Total Pending Volume	7,695,499	100%	42.0	1.93M	3.94M	1.56M	269.90K
Median Listing Price	\$96,450			\$70,500	\$91,450	\$119,900	\$269,900

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

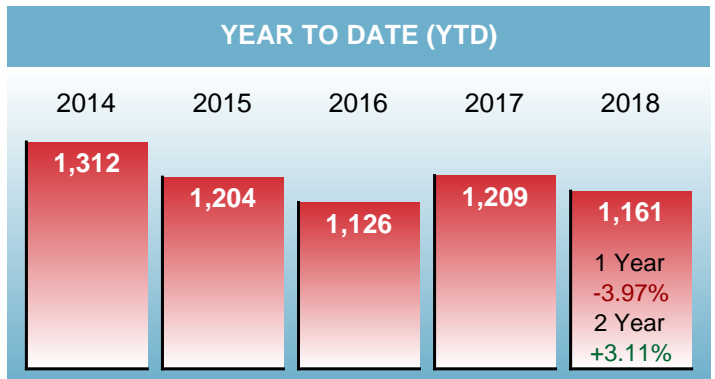
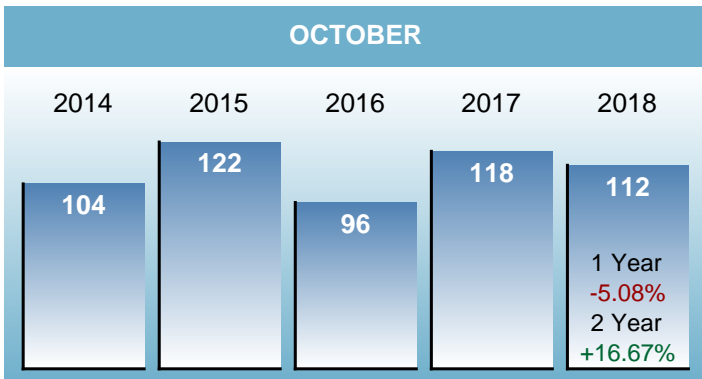
October 2018

Area Delimited by County Of Muskogee

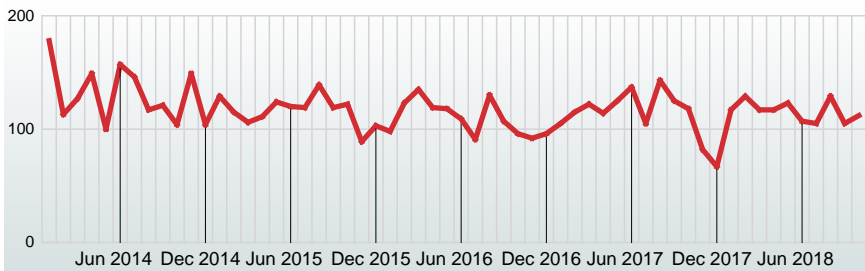


NEW LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 110 **3 MONTHS**

High
Jan 2014 = 178
Low
Dec 2017 = 67
New Listings
this month at **112**,
above the 5 yr OCT
average of **110**

AUG	129
SEP	105 -18.60%
OCT	112 6.67%

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	5	4.46%	5	0	0	0
\$10,001 - \$40,000	20	17.86%	11	9	0	0
\$40,001 - \$60,000	13	11.61%	7	4	2	0
\$60,001 - \$120,000	28	25.00%	5	19	4	0
\$120,001 - \$160,000	20	17.86%	4	16	0	0
\$160,001 - \$250,000	13	11.61%	5	8	0	0
\$250,001 and up	13	11.61%	4	4	4	1
Total New Listed Units	112		41	60	10	1
Total New Listed Volume	14,699,414		5.17M	7.50M	1.75M	269.90K
Median New Listed Listing Price	\$96,950		\$49,900	\$114,500	\$94,450	\$269,900

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

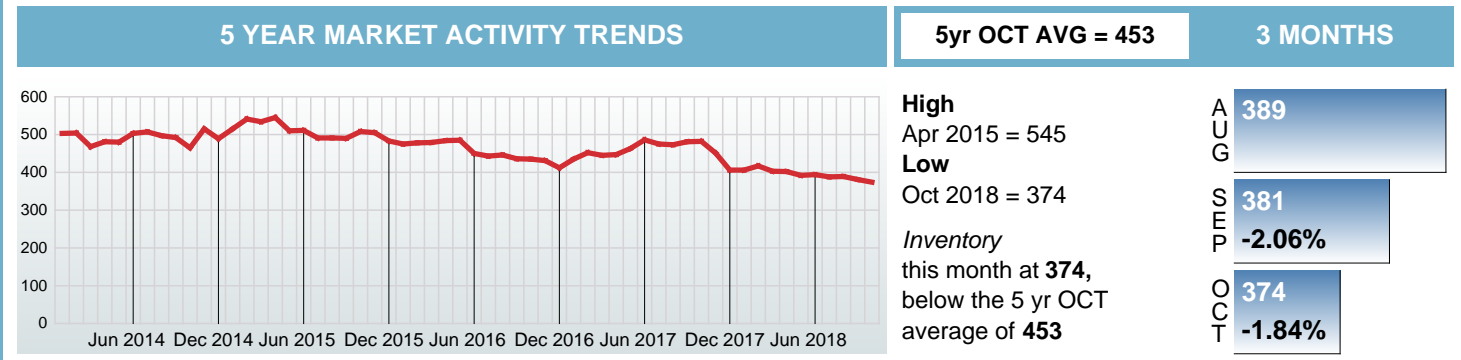
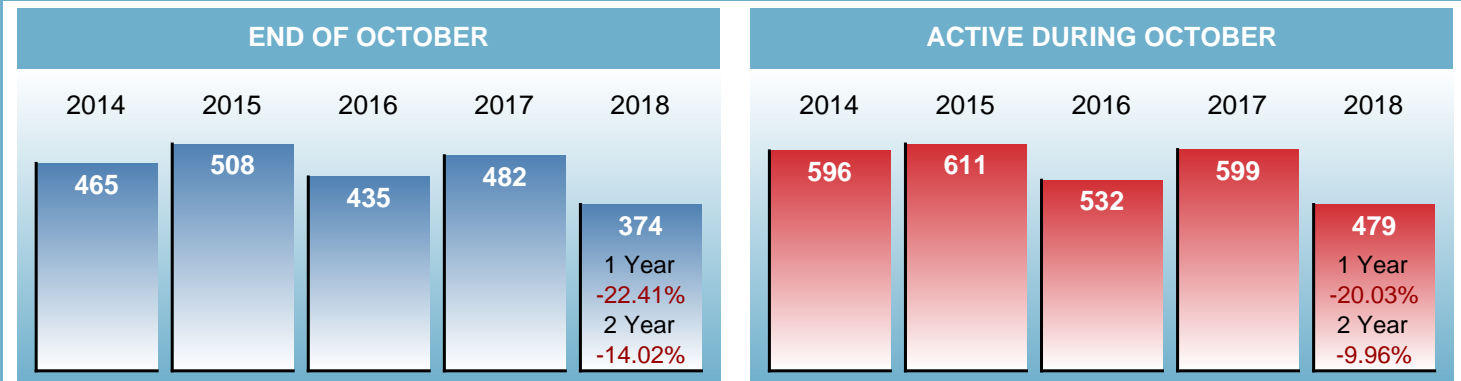
October 2018

Area Delimited by County Of Muskogee



ACTIVE INVENTORY

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



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	19	5.08%	83.0	18	1	0	0
\$10,001 \$30,000	58	15.51%	74.5	40	15	3	0
\$30,001 \$50,000	53	14.17%	84.0	37	13	3	0
\$50,001 \$130,000	101	27.01%	55.0	29	53	17	2
\$130,001 \$180,000	51	13.64%	56.0	11	33	7	0
\$180,001 \$320,000	51	13.64%	68.0	15	21	14	1
\$320,001 and up	41	10.96%	89.0	25	6	5	5
Total Active Inventory by Units	374			175	142	49	8
Total Active Inventory by Volume	64,845,891	100%	68.0	34.89M	18.71M	8.64M	2.61M
Median Active Inventory Listing Price	\$94,950			\$49,500	\$119,950	\$137,500	\$347,450

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2018

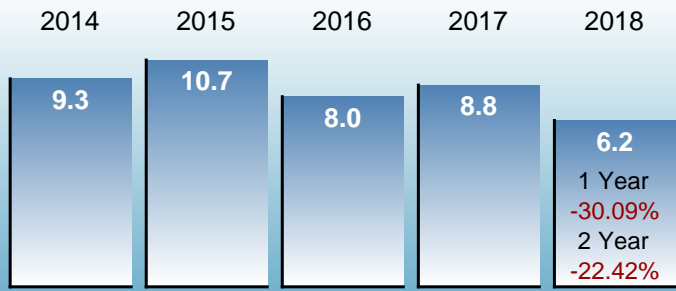
Area Delimited by County Of Muskogee



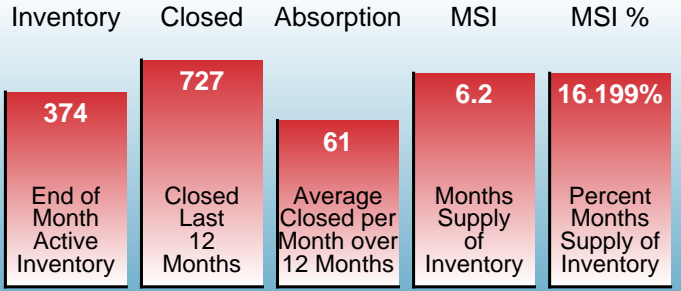
MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR OCTOBER



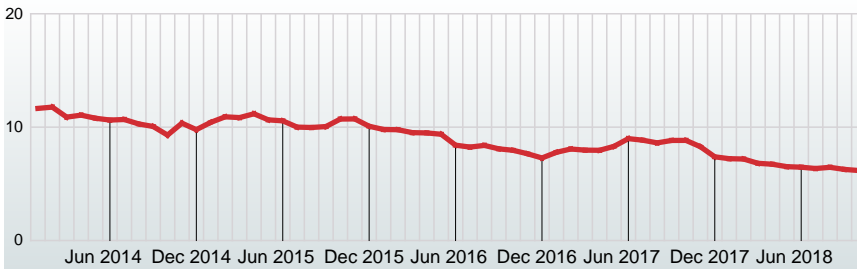
INDICATORS FOR OCTOBER 2018



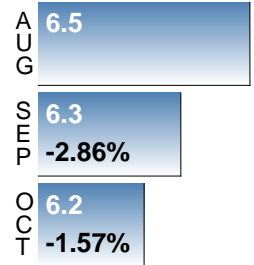
5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 8.6

3 MONTHS



High
Feb 2014 = 11.8
Low
Oct 2018 = 6.2
Months Supply
this month at **6.2**,
below the 5 yr OCT
average of **8.6**



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
\$10,000 and less	19	5.08%	7.4	9.0	3.0	0.0	0.0
\$10,001 \$30,000	58	15.51%	6.6	9.4	3.8	5.1	0.0
\$30,001 \$50,000	53	14.17%	8.3	16.4	3.8	4.5	0.0
\$50,001 \$130,000	101	27.01%	4.3	8.5	3.1	5.8	6.0
\$130,001 \$180,000	51	13.64%	5.0	18.9	5.2	2.4	0.0
\$180,001 \$320,000	51	13.64%	6.3	36.0	5.1	4.3	3.0
\$320,001 and up	41	10.96%	37.8	100.0	14.4	15.0	60.0
Market Supply of Inventory (MSI)	6.2	100%	6.2	13.3	4.0	4.5	6.4
Total Active Inventory by Units	374			175	142	49	8

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

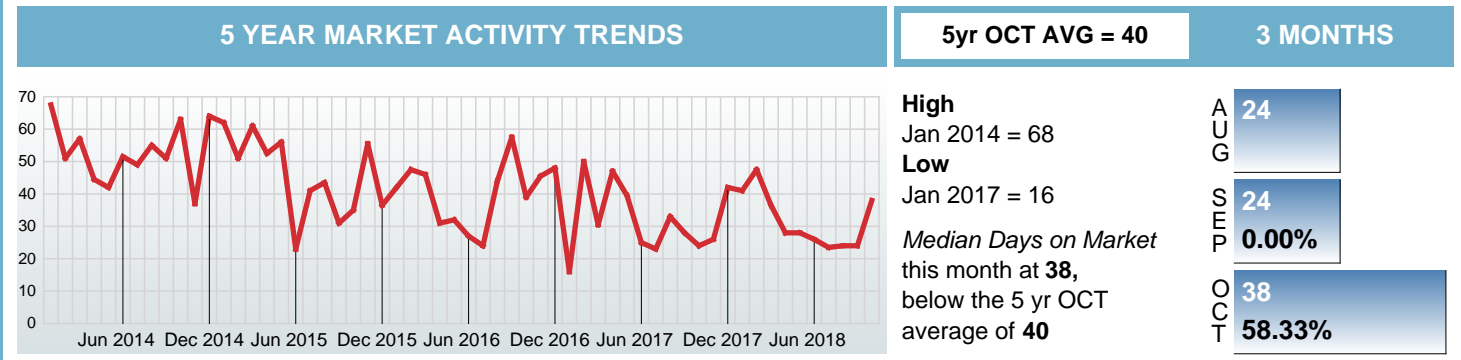
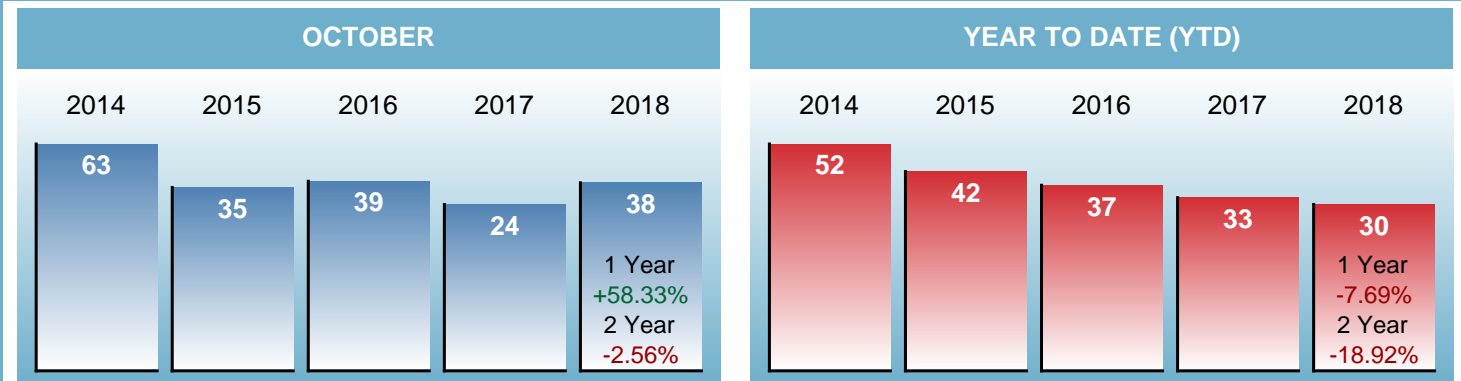
October 2018

Area Delimited by County Of Muskogee



MEDIAN DAYS ON MARKET TO SALE

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



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	8.16%	90.5	114.0	6.0	0.0	0.0
\$20,001 \$40,000	6	12.24%	22.5	20.5	25.5	0.0	0.0
\$40,001 \$50,000	5	10.20%	26.0	22.0	81.0	26.0	0.0
\$50,001 \$100,000	15	30.61%	52.0	29.0	72.0	0.0	73.0
\$100,001 \$130,000	6	12.24%	31.5	0.0	17.0	56.0	0.0
\$130,001 \$190,000	8	16.33%	17.0	14.0	104.0	14.5	0.0
\$190,001 and up	5	10.20%	15.0	143.0	12.0	15.0	0.0
Median Closed DOM	38.0			32.0	45.0	20.0	73.0
Total Closed Units	49			13	26	9	1
Total Closed Volume	5,445,431			979.50K	2.84M	1.56M	67.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

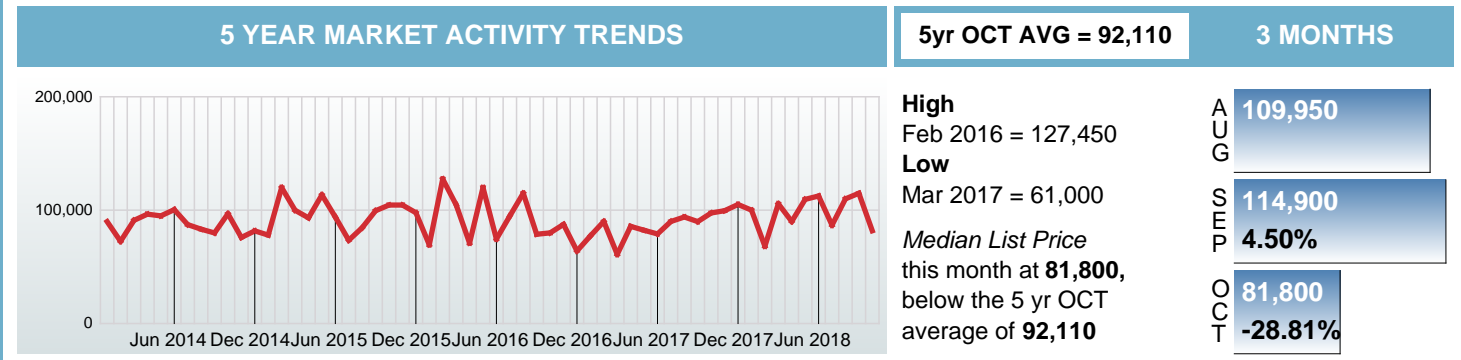
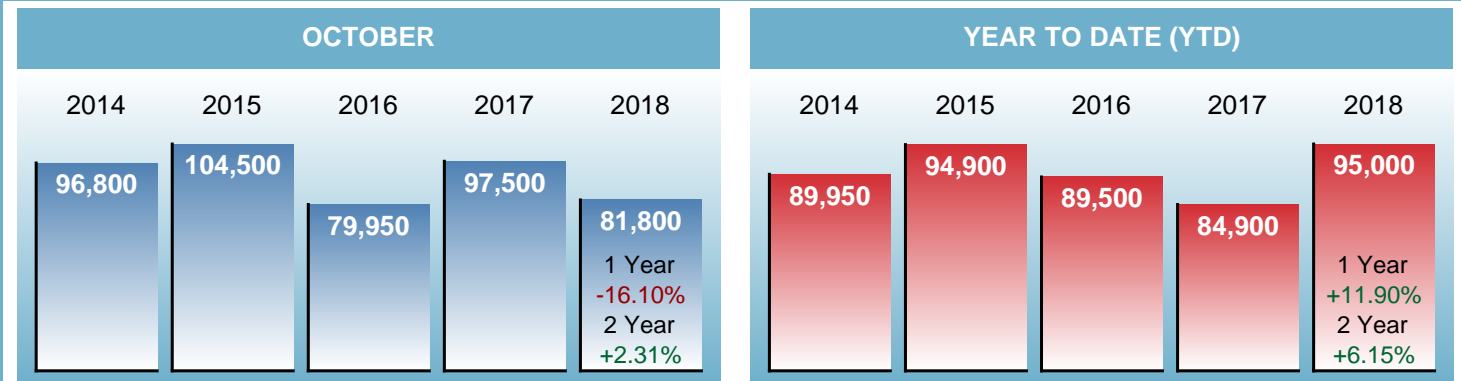
October 2018

Area Delimited by County Of Muskogee



MEDIAN LIST PRICE AT CLOSING

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



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	4	8.16%	15,750	15,700	16,750	0	0
\$20,001 \$40,000	5	10.20%	28,000	28,000	27,000	0	0
\$40,001 \$50,000	5	10.20%	45,750	45,750	41,400	49,900	0
\$50,001 \$100,000	17	34.69%	79,900	69,950	78,400	0	81,800
\$100,001 \$130,000	5	10.20%	119,500	119,500	127,500	114,900	0
\$130,001 \$190,000	7	14.29%	164,900	154,500	164,900	167,500	0
\$190,001 and up	6	12.24%	282,200	345,000	1,300,000	212,200	0
Median List Price			81,800	53,900	78,400	174,900	81,800
Total Closed Units		100%	81,800	13	26	9	1
Total Closed Volume			6,061,799	1.07M	3.31M	1.61M	81.80K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

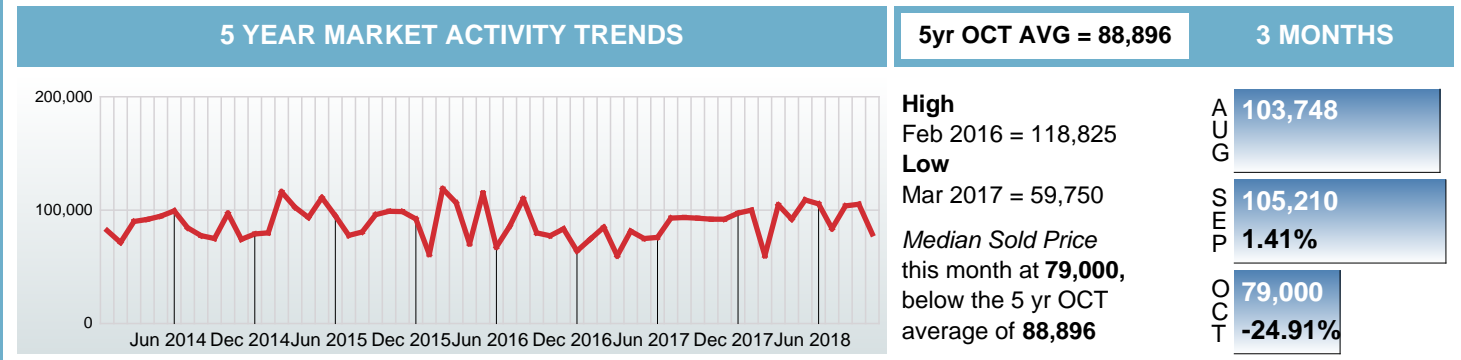
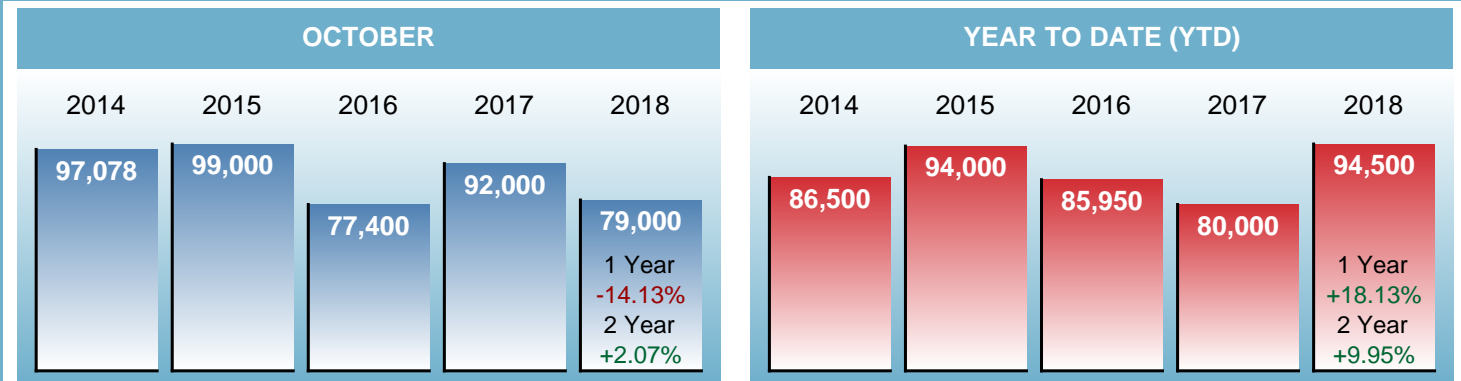
October 2018

Area Delimited by County Of Muskogee



MEDIAN SOLD PRICE AT CLOSING

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



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	8.16%	14,550	15,000	14,100	0	0
\$20,001 \$40,000	6	12.24%	25,750	30,500	24,750	0	0
\$40,001 \$50,000	5	10.20%	44,900	42,000	44,900	49,900	0
\$50,001 \$100,000	15	30.61%	75,000	79,000	75,000	0	67,000
\$100,001 \$130,000	6	12.24%	108,450	0	102,000	114,900	0
\$130,001 \$190,000	8	16.33%	156,000	152,000	138,300	165,700	0
\$190,001 and up	5	10.20%	298,000	298,000	910,000	199,500	0
Median Sold Price			79,000	53,900	75,238	171,400	67,000
Total Closed Units		100%	79,000	13	26	9	1
Total Closed Volume			5,445,431	979.50K	2.84M	1.56M	67.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

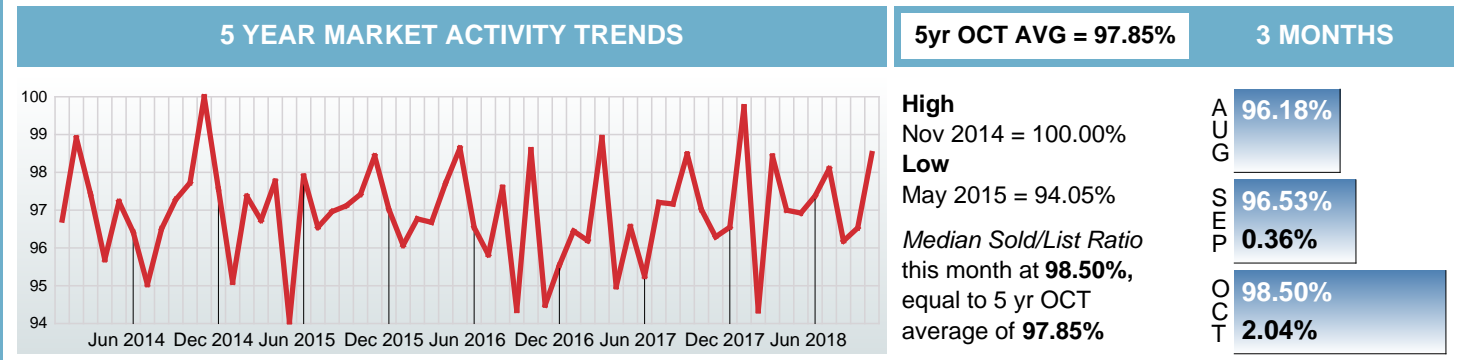
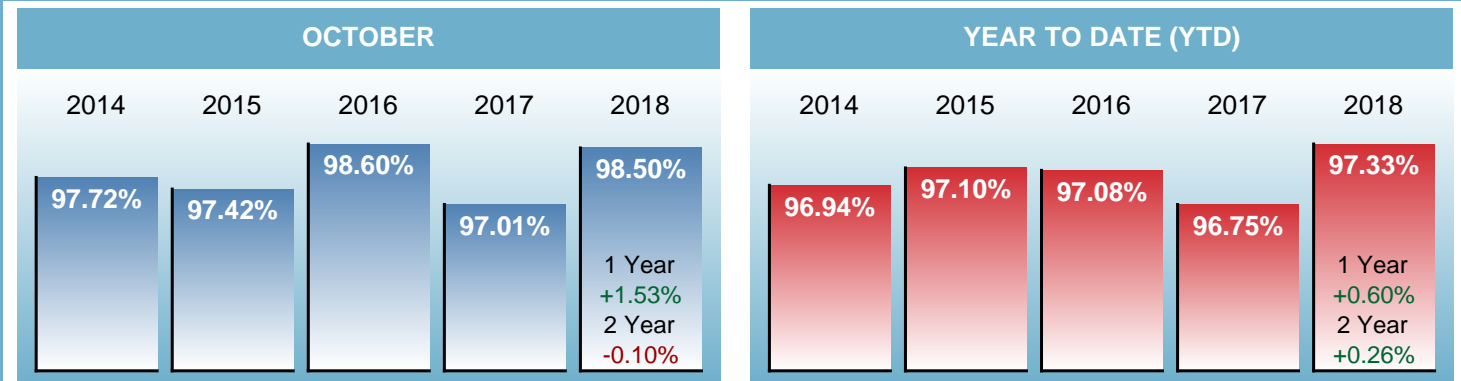
October 2018

Area Delimited by County Of Muskogee



MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



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	8.16%	89.62%	85.71%	100.71%	0.00%	0.00%
\$20,001 \$40,000	6	12.24%	96.50%	96.43%	96.50%	0.00%	0.00%
\$40,001 \$50,000	5	10.20%	91.80%	91.80%	89.98%	100.00%	0.00%
\$50,001 \$100,000	15	30.61%	98.75%	98.75%	100.00%	0.00%	81.91%
\$100,001 \$130,000	6	12.24%	100.00%	0.00%	100.00%	100.00%	0.00%
\$130,001 \$190,000	8	16.33%	98.19%	98.38%	100.00%	97.72%	0.00%
\$190,001 and up	5	10.20%	88.00%	86.38%	70.00%	98.67%	0.00%
Median Sold/List Ratio			98.50%	93.53%	100.00%	98.67%	81.91%
Total Closed Units		100%	98.50%	13	26	9	1
Total Closed Volume			5,445,431	979.50K	2.84M	1.56M	67.00K

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

October 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

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

INVENTORY

Inventory

- New Listings **112 = 22.72%**
- Start Inventory **381**
- Total Inventory Units **493**
- Volume **\$84,781,090**

Market Activity

- Closed Sales **49 = 9.09%**
- Pending Sales **60 = 11.13%**
- Other Off Market **56 = 10.39%**
- Active Inventory **374 = 69.39%**

MARKET ACTIVITY

Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	51	49	-3.92%	546	613	12.27%
Pending Sales	63	60	-4.76%	590	629	6.61%
New Listings	118	112	-5.08%	1,209	1,161	-3.97%
Median List Price	97,500	81,800	-16.10%	84,900	95,000	11.90%
Median Sale Price	92,000	79,000	-14.13%	80,000	94,500	18.13%
Median Percent of Selling Price to List Price	97.01%	98.50%	1.53%	96.75%	97.33%	0.60%
Median Days on Market to Sale	24.00	38.00	58.33%	32.50	30.00	-7.69%
Monthly Inventory	482	374	-22.41%	482	374	-22.41%
Months Supply of Inventory	8.83	6.17	-30.09%	8.83	6.17	-30.09%

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

Inventory on October 31, 2018 = **374** 2017 2018

OCTOBER MARKET

New Listings

118

112

-5.08%

Pending Listings

63

60

-4.76%

MEDIAN PRICES

List Price

97,500

81,800

-16.10%

Sale Price

92,000

79,000

-14.13%

INVENTORY

Active Inventory

482

374

-22.41%

Monthly Supply of Inventory

8.83

6.17

-30.09%

MEDIAN SOLD/LIST RATIO & DOM

Sale/List Ratio

97.01%

98.50%

+1.53%

Days on Market

24.00

38.00

+58.33%

Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com