



June 2018

Area Delimited by County Of Muskogee

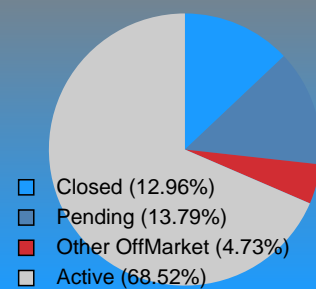


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	55	63	14.55%
Pending Listings	70	67	-4.29%
New Listings	137	107	-21.90%
Average List Price	105,037	110,527	5.23%
Average Sale Price	96,499	107,147	11.03%
Average Percent of List Price to Selling Price	94.94%	95.77%	0.88%
Average Days on Market to Sale	47.42	36.65	-22.71%
End of Month Inventory	369	333	-9.76%
Months Supply of Inventory	6.82	5.47	-19.77%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of June 30, 2018 = **333**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2018 decreased **9.76%** to 333 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 **5.47** 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 **11.03%** in June 2018 to \$107,147 versus the previous year at \$96,499.

Average Days on Market Shortens

The average number of **36.65** days that homes spent on the market before selling decreased by 10.77 days or **22.71%** in June 2018 compared to last year's same month at **47.42** DOM.

Sales Success for June 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 107 New Listings in June 2018, down **21.90%** from last year at 137. Furthermore, there were 63 Closed Listings this month versus last year at 55, a **14.55%** increase.

Closed versus Listed trends yielded a **58.9%** ratio, up from previous year's, June 2017, at **40.1%**, a **46.66%** 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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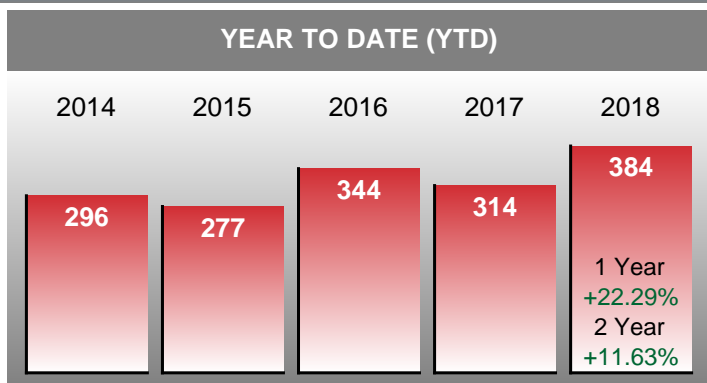
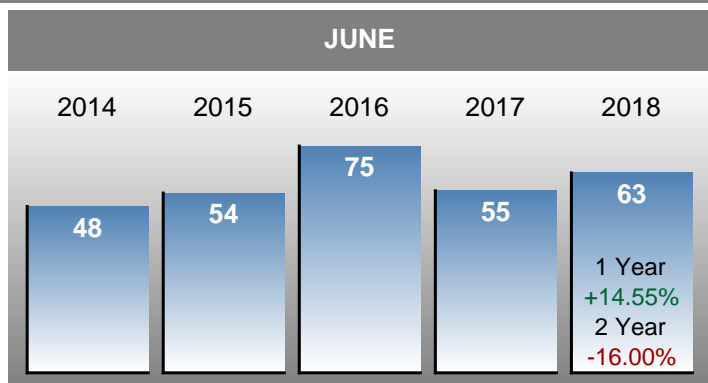
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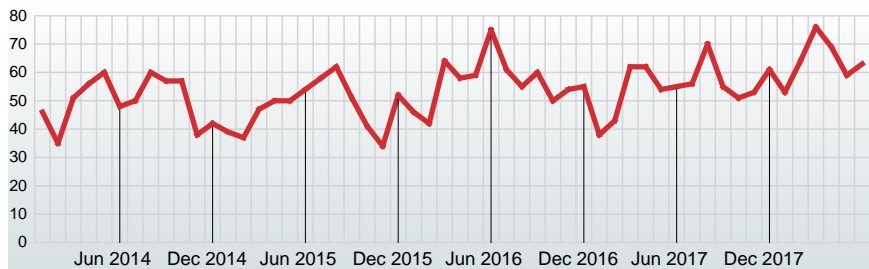


CLOSED LISTINGS

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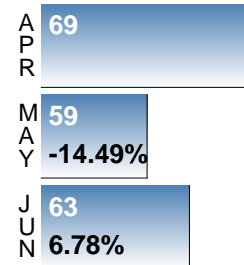
5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 59

3 MONTHS

High
Mar 2018 = 76
Low
Nov 2015 = 34
Closed Listings
this month at **63**,
above the 5 yr JUN
average of **59**



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	6	9.52%	43.8	6	0	0	0
\$20,001 - \$50,000	8	12.70%	27.4	1	7	0	0
\$50,001 - \$80,000	11	17.46%	51.8	2	8	1	0
\$80,001 - \$130,000	13	20.63%	14.6	2	10	1	0
\$130,001 - \$150,000	8	12.70%	44.0	1	4	2	1
\$150,001 - \$170,000	8	12.70%	38.0	0	6	2	0
\$170,001 and up	9	14.29%	45.7	0	3	6	0
Total Closed Units	63			12	38	12	1
Total Closed Volume	6,750,232	100%	36.7	571.40K	4.08M	1.95M	150.00K
Average Closed Price	\$107,147			\$47,617	\$107,280	\$162,683	\$150,000

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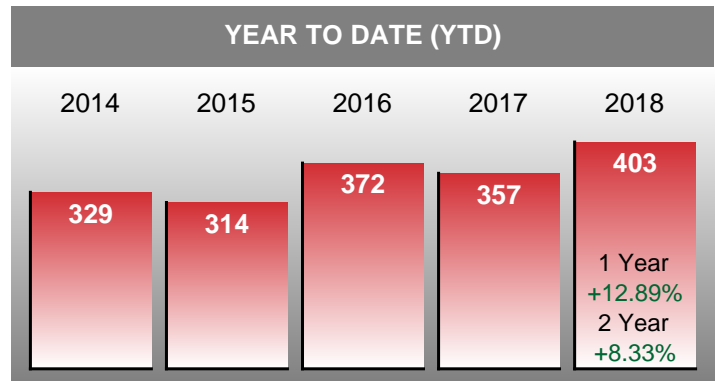
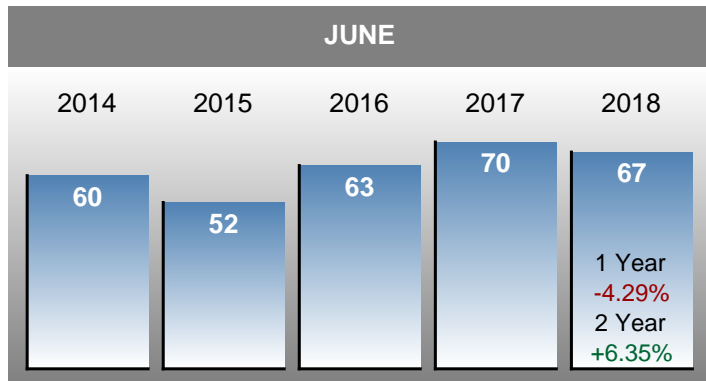
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PENDING LISTINGS

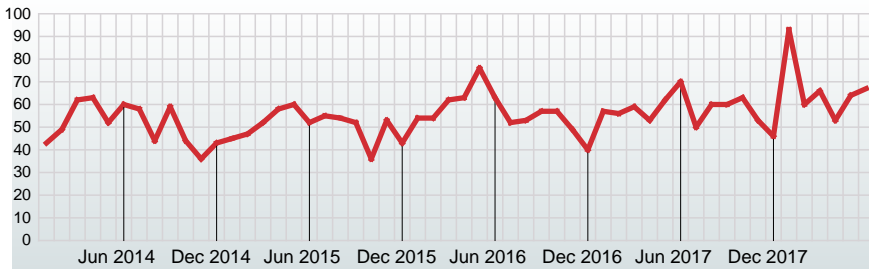
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 62

3 MONTHS



High

Jan 2018 = 93

Low

Oct 2015 = 36

Pending Listings this month at **67**, above the 5 yr JUN average of **62**

A
P
R
M
A
Y
J
U
N

53

64

20.75%

67

4.69%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	8	11.94%	35.0	6	2	0	0
\$20,001 \$30,000	4	5.97%	75.0	1	2	1	0
\$30,001 \$50,000	10	14.93%	41.1	4	5	1	0
\$50,001 \$90,000	16	23.88%	33.5	0	15	1	0
\$90,001 \$140,000	12	17.91%	37.9	0	10	2	0
\$140,001 \$170,000	9	13.43%	46.6	0	7	2	0
\$170,001 and up	8	11.94%	52.5	2	3	3	0
Total Pending Units	67			13	44	10	0
Total Pending Volume	6,312,700	100%	45.5	645.50K	4.34M	1.33M	0.00B
Average Listing Price	\$80,415			\$49,654	\$98,548	\$133,110	\$0

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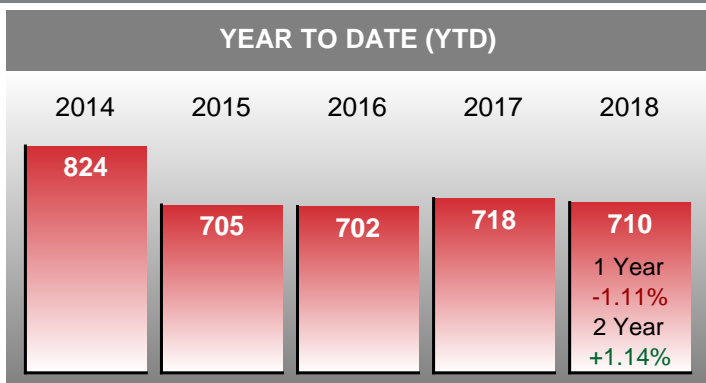
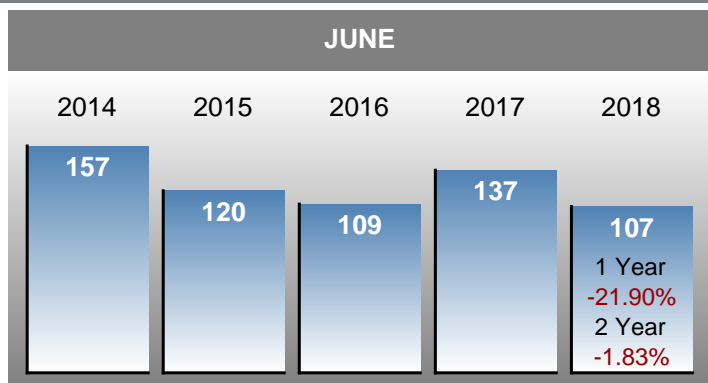
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NEW LISTINGS

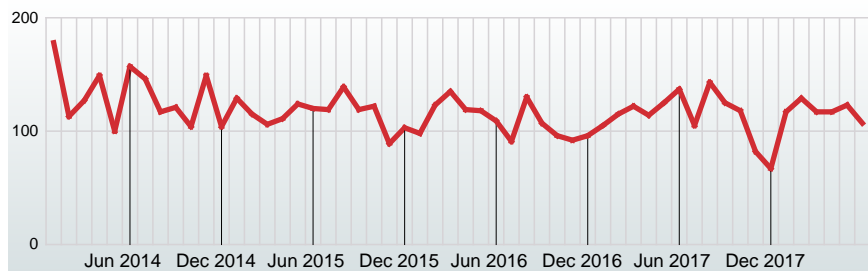
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 126

3 MONTHS



High
Jan 2014 = 178
Low
Dec 2017 = 67
New Listings
this month at **107**,
below the 5 yr JUN
average of **126**

A P R	117
M A Y	123
J U N	107
	5.13%
	-13.01%

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	9.35%	7	2	1	0
\$20,001 - \$50,000	11	10.28%	7	4	0	0
\$50,001 - \$70,000	12	11.21%	5	7	0	0
\$70,001 - \$130,000	32	29.91%	4	22	5	1
\$130,001 - \$180,000	17	15.89%	1	11	5	0
\$180,001 - \$320,000	14	13.08%	4	5	5	0
\$320,001 and up	11	10.28%	5	1	3	2
Total New Listed Units	107		33	52	19	3
Total New Listed Volume	16,515,626	100%	5.79M	6.27M	3.59M	863.70K
Average New Listed Listing Price	\$12,000		\$175,583	\$120,534	\$188,942	\$287,900

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June 2018

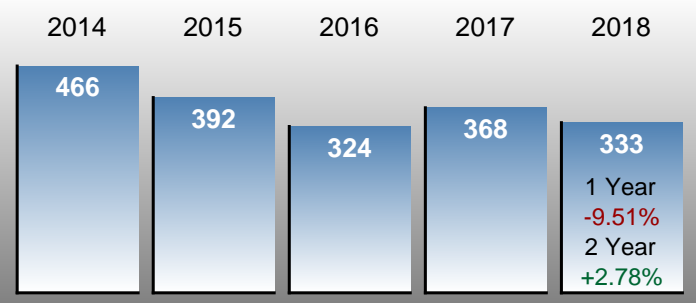
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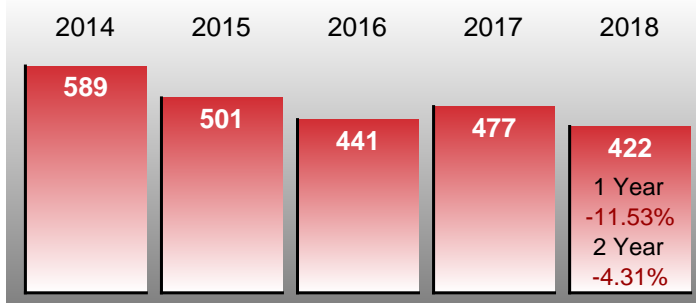
ACTIVE INVENTORY

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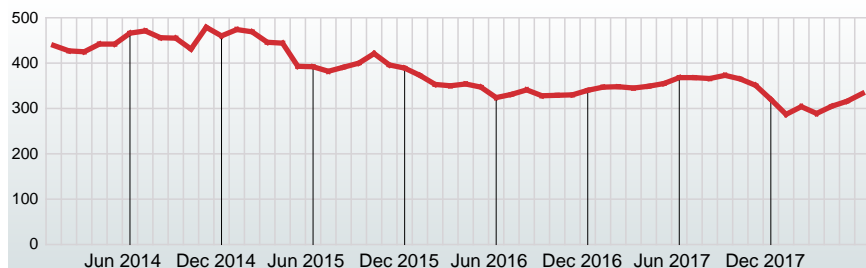
END OF JUNE



ACTIVE DURING JUNE



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 377

3 MONTHS

High
Nov 2014 = 479
Low
Jan 2018 = 287
Inventory
this month at **333**,
below the 5 yr JUN
average of **377**

A P R	305
M A Y	316
J U N	333

3.61%
5.38%

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	53	15.92%	89.2	50	2	1	0
\$25,001-\$50,000	55	16.52%	125.1	35	20	0	0
\$50,001-\$125,000	86	25.83%	57.9	33	43	8	2
\$125,001-\$200,000	56	16.82%	62.8	12	31	10	3
\$200,001-\$350,000	47	14.11%	66.0	16	17	12	2
\$350,001 and up	36	10.81%	79.5	25	3	4	4
Total Active Inventory by Units	333			171	116	35	11
Total Active Inventory by Volume	10,062,631,265	100%	78.3	10.04B	15.17M	7.23M	2.92M
Average Active Inventory Listing Price	\$30,218,112			8,697,743	\$130,789	\$206,540	\$265,159

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June 2018

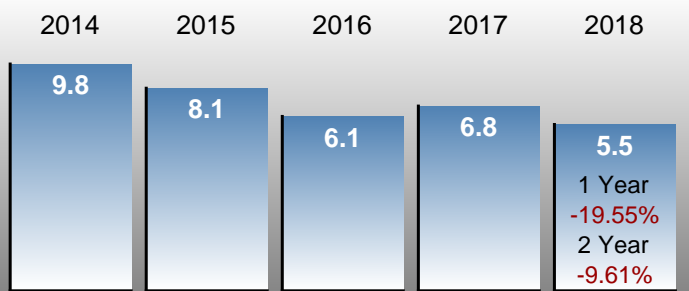
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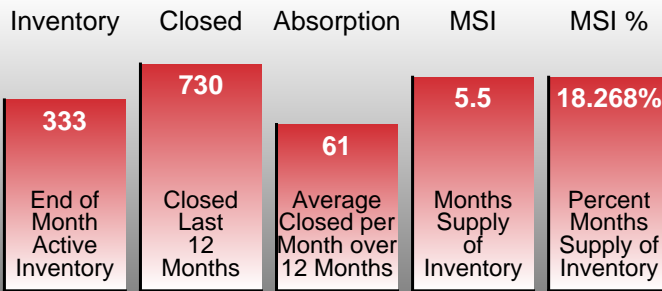
MONTHS SUPPLY of INVENTORY (MSI)

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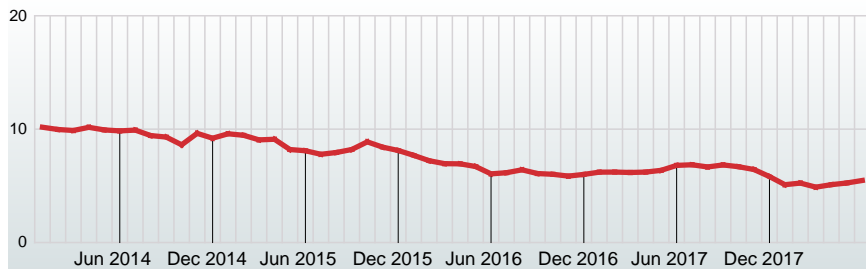
MSI FOR JUNE



INDICATORS FOR JUNE 2018



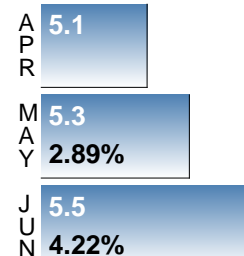
5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 7.3

3 MONTHS

High
Jan 2014 = 10.2
Low
Mar 2018 = 4.9
Months Supply
this month at **5.5**,
below the 5 yr JUN
average of **7.3**



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	21	6.31%	9.0	11.4	3.0	0.0	0.0
\$10,001 \$30,000	45	13.51%	4.9	7.7	2.1	1.3	0.0
\$30,001 \$50,000	42	12.61%	7.2	13.9	4.2	0.0	0.0
\$50,001 \$140,000	100	30.03%	3.8	9.8	2.7	2.7	9.6
\$140,001 \$220,000	49	14.71%	3.9	16.5	3.3	2.9	2.0
\$220,001 \$360,000	43	12.91%	10.8	48.0	8.0	6.5	9.0
\$360,001 and up	33	9.91%	66.0	288.0	12.0	0.0	18.0
Market Supply of Inventory (MSI)	5.5			13.0	3.2	3.5	6.6
Total Active Inventory by Units	333	100%	5.5	171	116	35	11

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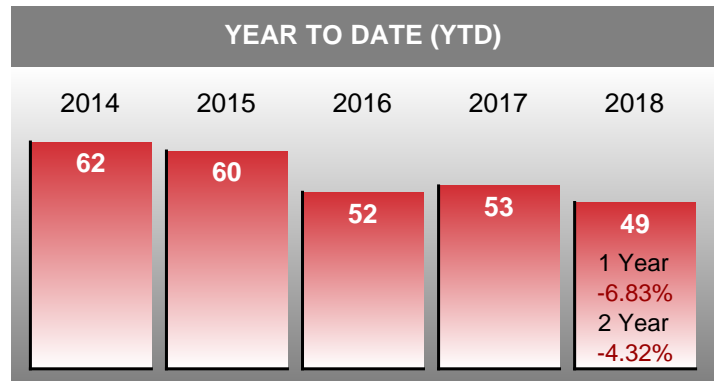
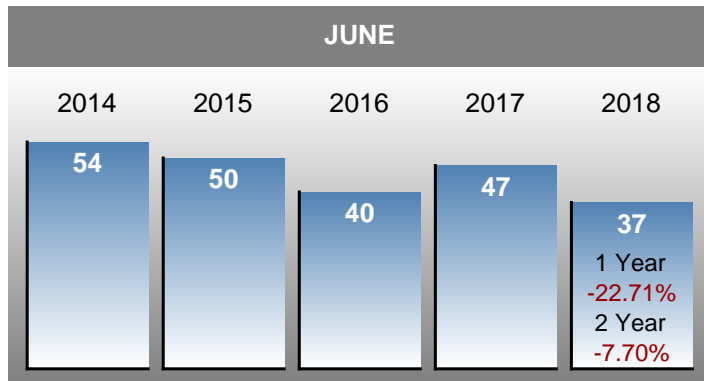
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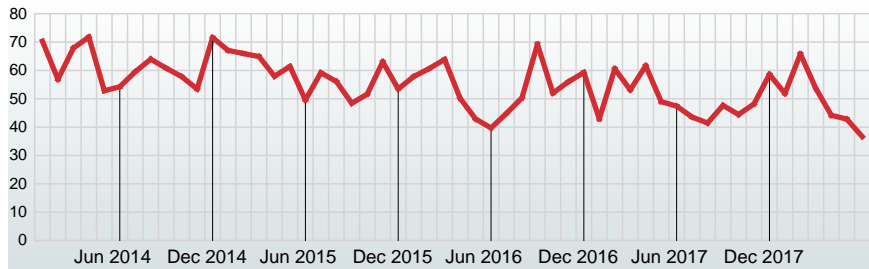


AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 46 **3 MONTHS**

High
Apr 2014 = 72

Low
Jun 2018 = 37

Average Days on Market this month at **37**, below the 5 yr JUN average of **46**

A P R	44
M A Y	43 -3.07%
J U N	37 -14.43%

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	6	9.52%	43.8	43.8	0.0	0.0	0.0
\$20,001 \$50,000	8	12.70%	27.4	20.0	28.4	0.0	0.0
\$50,001 \$80,000	11	17.46%	51.8	71.5	51.9	12.0	0.0
\$80,001 \$130,000	13	20.63%	14.6	29.5	12.3	8.0	0.0
\$130,001 \$150,000	8	12.70%	44.0	172.0	36.8	16.0	1.0
\$150,001 \$170,000	8	12.70%	38.0	0.0	31.8	56.5	0.0
\$170,001 and up	9	14.29%	45.7	0.0	44.3	46.3	0.0
Average Closed DOM	36.7			54.8	31.8	36.9	1.0
Total Closed Units	63	100%	36.7	12	38	12	1
Total Closed Volume	6,750,232			571.40K	4.08M	1.95M	150.00K

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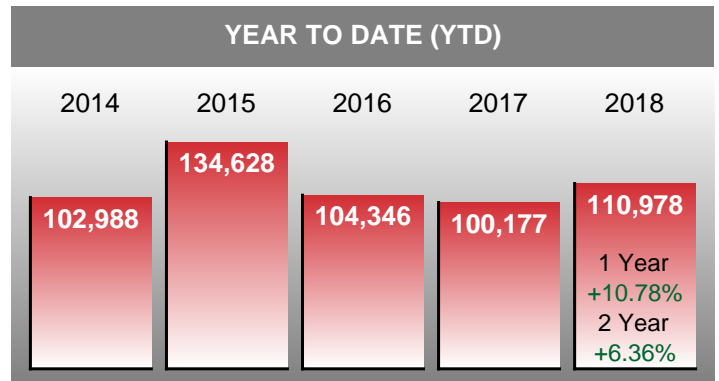
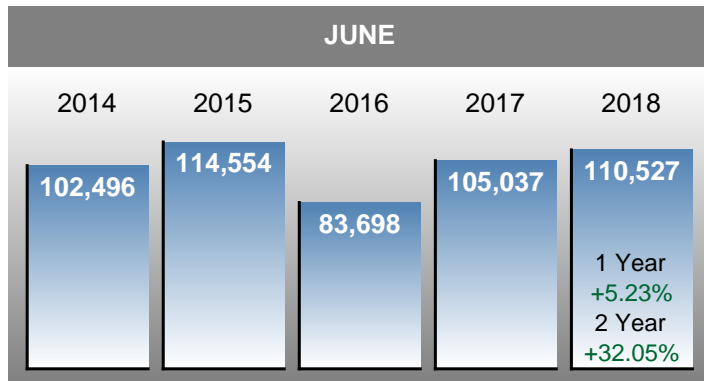
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AVERAGE LIST PRICE AT CLOSING

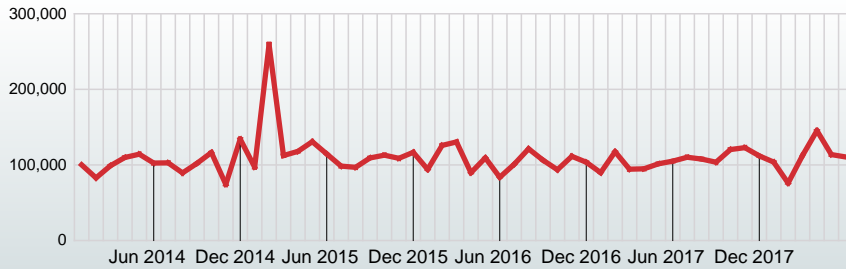
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 103,262

3 MONTHS



High
Feb 2015 = 259,451
Low
Nov 2014 = 74,288
Average List Price
this month at **110,527**,
above the 5 yr JUN
average of **103,262**

A P R 145,350
M A Y 113,696
J U N 110,527
-21.78%
-2.79%

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	9.52%	15,800	17,483	0	0	0
\$20,001 \$50,000	8	12.70%	32,581	35,000	30,793	0	0
\$50,001 \$80,000	10	15.87%	66,350	75,000	69,600	67,700	0
\$80,001 \$130,000	14	22.22%	106,196	100,025	108,070	115,000	0
\$130,001 \$150,000	5	7.94%	139,760	129,900	137,225	156,200	157,000
\$150,001 \$170,000	12	19.05%	161,292	0	162,700	162,450	0
\$170,001 and up	8	12.70%	227,900	0	258,800	201,967	0
Average List Price			110,527	51,654	109,330	169,317	157,000
Total Closed Units	63	100%	110,527	12	38	12	1
Total Closed Volume	6,963,200			619.85K	4.15M	2.03M	157.00K

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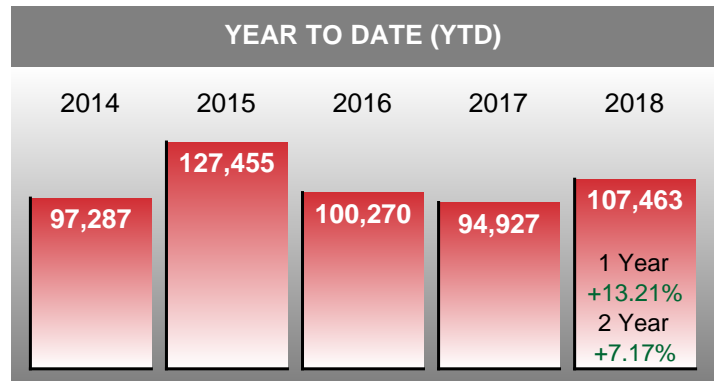
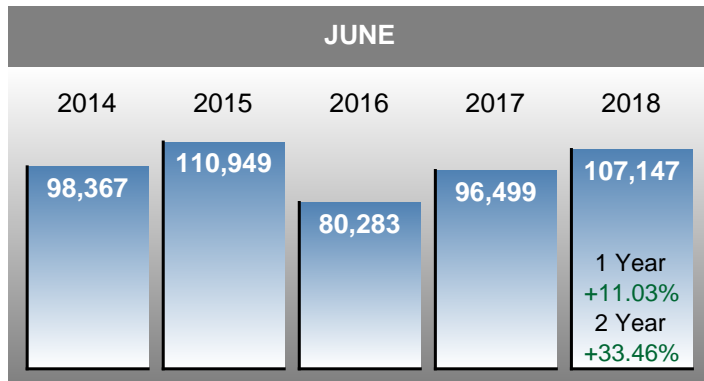
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AVERAGE SOLD PRICE AT CLOSING

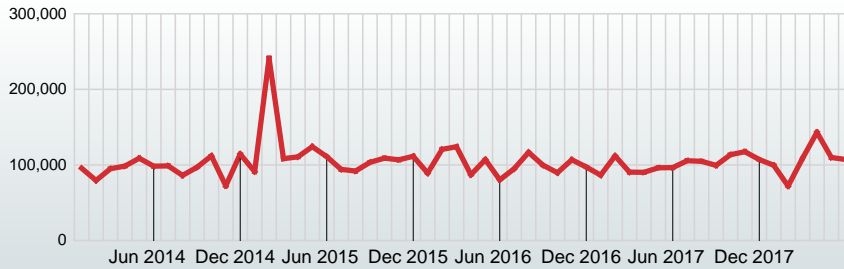
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 98,649

3 MONTHS



High

Feb 2015 = 241,116

Low

Feb 2018 = 72,118

Average Sold Price this month at **107,147**, above the 5 yr JUN average of **98,649**

APR 143,135

MAY 109,852
-23.25%

JUN 107,147
-2.46%

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	6	9.52%	13,542	13,542	0	0	0
\$20,001 \$50,000	8	12.70%	28,384	28,500	28,367	0	0
\$50,001 \$80,000	11	17.46%	68,264	67,000	68,650	67,700	0
\$80,001 \$130,000	13	20.63%	104,158	98,775	104,650	110,000	0
\$130,001 \$150,000	8	12.70%	140,387	130,099	137,750	146,000	150,000
\$150,001 \$170,000	8	12.70%	160,588	0	161,617	157,500	0
\$170,001 and up	9	14.29%	214,352	0	253,888	194,583	0
Average Sold Price	107,147			47,617	107,280	162,683	150,000
Total Closed Units	63	100%	107,147	12	38	12	1
Total Closed Volume	6,750,232			571.40K	4.08M	1.95M	150.00K

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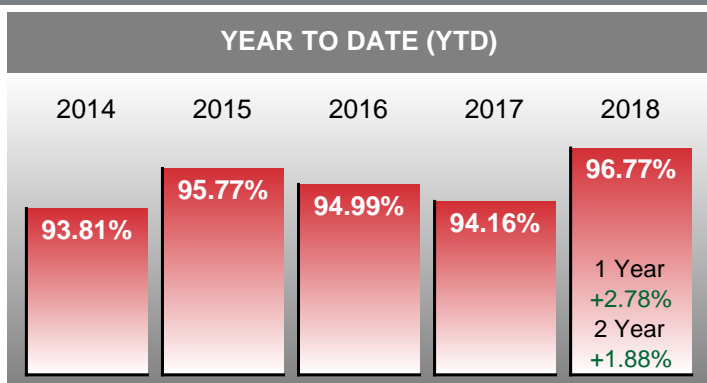
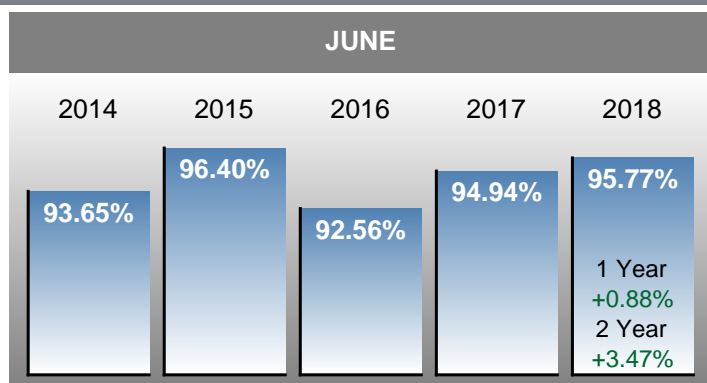
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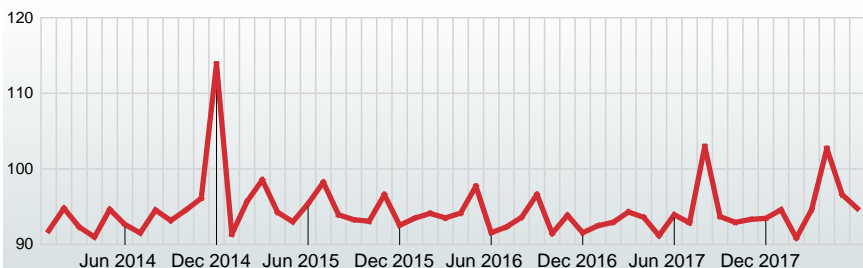


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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



5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 94.66%

3 MONTHS

High
Dec 2014 = 114.89%
Low
Feb 2018 = 91.87%
Average Sold/List Ratio
this month at **95.77%**,
above the 5 yr JUN
average of **94.66%**

A P R 103.71%
M A Y 97.61%
J U N 95.77%
-5.88%
-1.89%

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	6	9.52%	78.86%	78.86%	0.00%	0.00%	0.00%
\$20,001 \$50,000	8	12.70%	94.45%	81.43%	96.31%	0.00%	0.00%
\$50,001 \$80,000	11	17.46%	97.14%	89.44%	98.71%	100.00%	0.00%
\$80,001 \$130,000	13	20.63%	98.94%	98.89%	99.28%	95.65%	0.00%
\$130,001 \$150,000	8	12.70%	98.03%	100.15%	100.37%	93.53%	95.54%
\$150,001 \$170,000	8	12.70%	98.75%	0.00%	99.34%	96.97%	0.00%
\$170,001 and up	9	14.29%	97.32%	0.00%	97.97%	97.00%	0.00%
Average Sold/List Ratio			95.80%	85.95%	98.63%	96.55%	95.54%
Total Closed Units	63	100%	95.80%	12	38	12	1
Total Closed Volume	6,750,232			571.40K	4.08M	1.95M	150.00K

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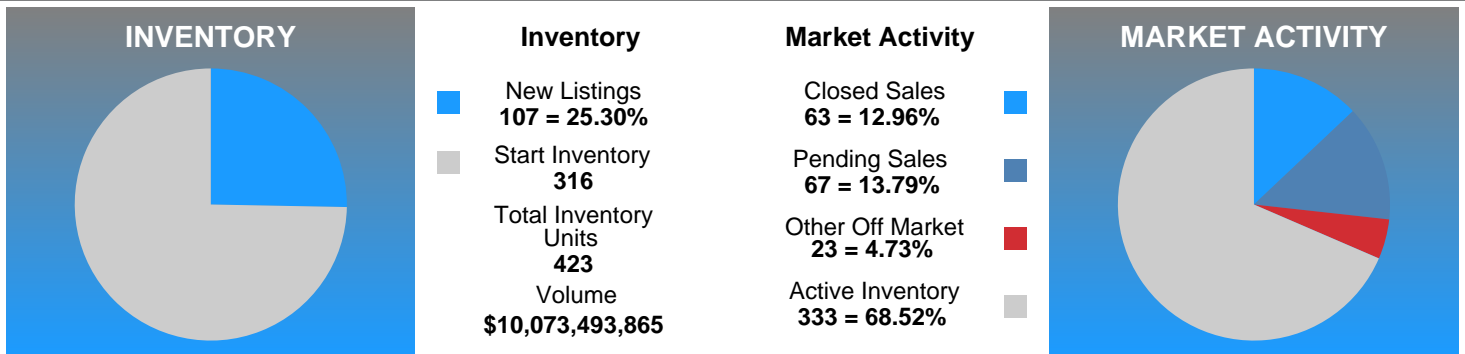
June 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

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

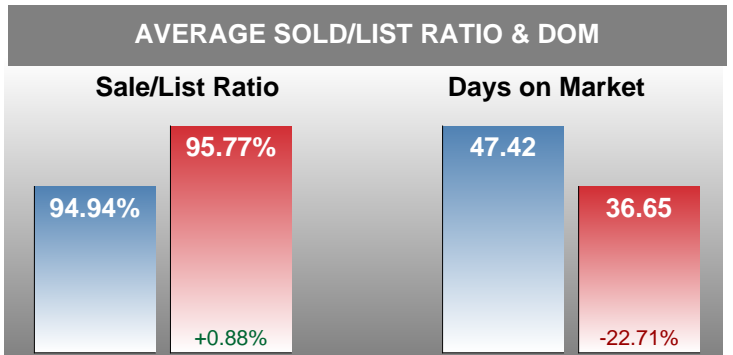
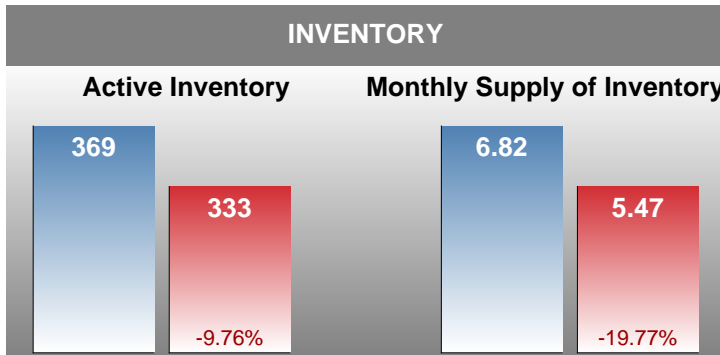
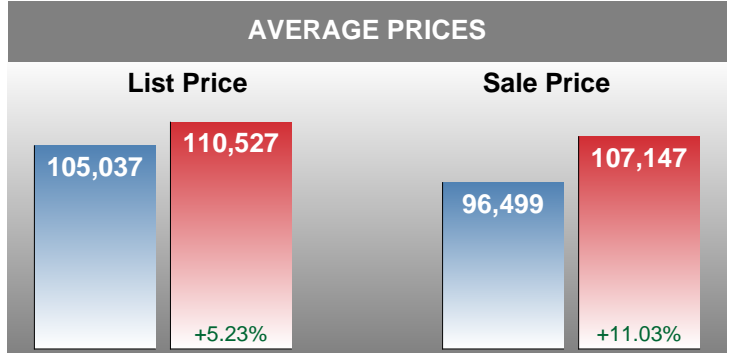
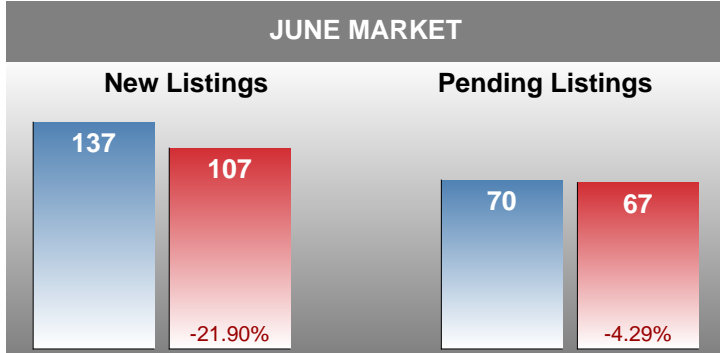


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	55	63	14.55%	314	384	22.29%
Pending Sales	70	67	-4.29%	357	403	12.89%
New Listings	137	107	-21.90%	718	710	-1.11%
Average List Price	105,037	110,527	5.23%	100,177	110,978	10.78%
Average Sale Price	96,499	107,147	11.03%	94,927	107,463	13.21%
Average Percent of Selling Price to List Price	94.94%	95.77%	0.88%	94.16%	96.77%	2.78%
Average Days on Market to Sale	47.42	36.65	-22.71%	52.89	49.28	-6.83%
Monthly Inventory	369	333	-9.76%	369	333	-9.76%
Months Supply of Inventory	6.82	5.47	-19.77%	6.82	5.47	-19.77%

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

Inventory on June 30, 2018 = 333

2017 **2018**



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