



April 2018

Area Delimited by County Of Muskogee

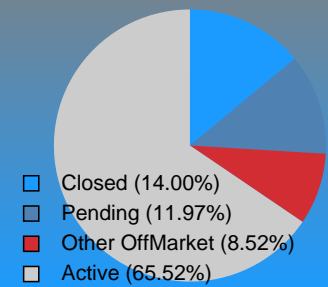


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	April		
	2017	2018	+/-%
Closed Listings	62	69	11.29%
Pending Listings	53	59	11.32%
New Listings	114	117	2.63%
Average List Price	94,868	145,350	53.21%
Average Sale Price	90,245	143,135	58.61%
Average Percent of List Price to Selling Price	94.60%	103.71%	9.63%
Average Days on Market to Sale	61.63	44.19	-28.30%
End of Month Inventory	350	323	-7.71%
Months Supply of Inventory	6.23	5.41	-13.13%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of April 30, 2018 = **323**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2018 decreased **7.71%** to 323 existing homes available for sale. Over the last 12 months this area has had an average of 60 closed sales per month. This represents an unsold inventory index of **5.41** 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 **58.61%** in April 2018 to \$143,135 versus the previous year at \$90,245.

Average Days on Market Shortens

The average number of **44.19** days that homes spent on the market before selling decreased by 17.44 days or **28.30%** in April 2018 compared to last year's same month at **61.63** DOM.

Sales Success for April 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 117 New Listings in April 2018, up **2.63%** from last year at 114. Furthermore, there were 69 Closed Listings this month versus last year at 62, a **11.29%** increase.

Closed versus Listed trends yielded a **59.0%** ratio, up from previous year's, April 2017, at **54.4%**, a **8.44%** 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
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average 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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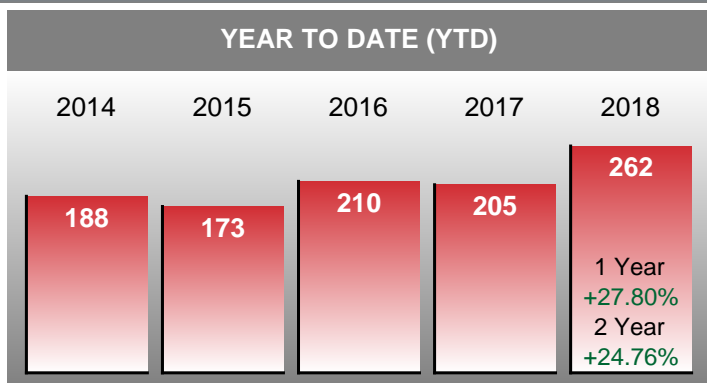
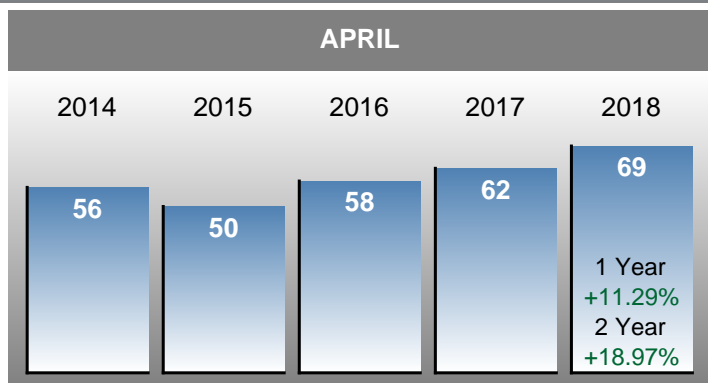
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CLOSED LISTINGS

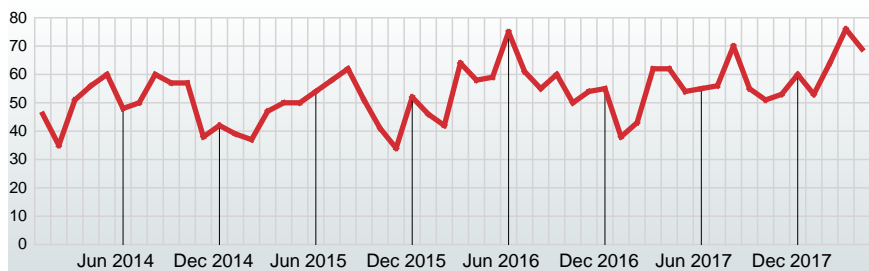
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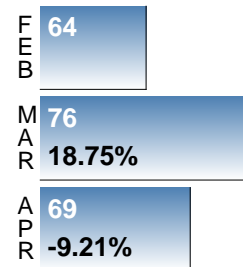
5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 59

3 MONTHS



High
Mar 2018 = 76
Low
Nov 2015 = 34
Closed Listings
this month at **69**,
above the 5 yr APR
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	4	5.80%	44.0	3	1	0	0
\$20,001 - \$50,000	10	14.49%	38.2	6	3	1	0
\$50,001 - \$60,000	7	10.14%	45.9	3	3	0	1
\$60,001 - \$120,000	20	28.99%	36.4	1	15	4	0
\$120,001 - \$170,000	12	17.39%	51.3	0	10	2	0
\$170,001 - \$250,000	10	14.49%	45.9	1	4	4	1
\$250,001 and up	6	8.70%	61.5	2	3	1	0
Total Closed Units	69			16	39	12	2
Total Closed Volume	9,876,290	100%	44.2	3.20M	4.59M	1.81M	271.76K
Average Closed Price	\$143,135			\$199,889	\$117,769	\$151,108	\$135,880

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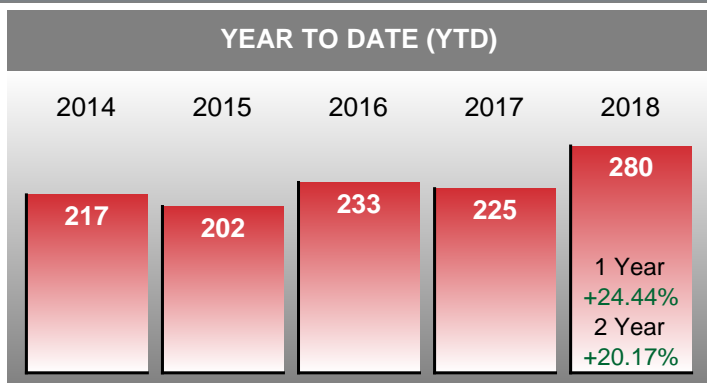
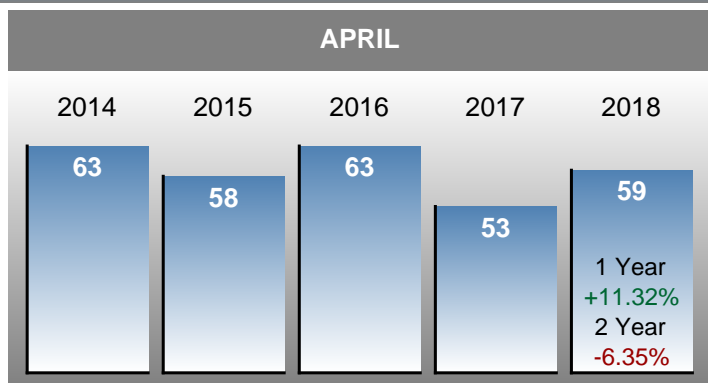
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PENDING LISTINGS

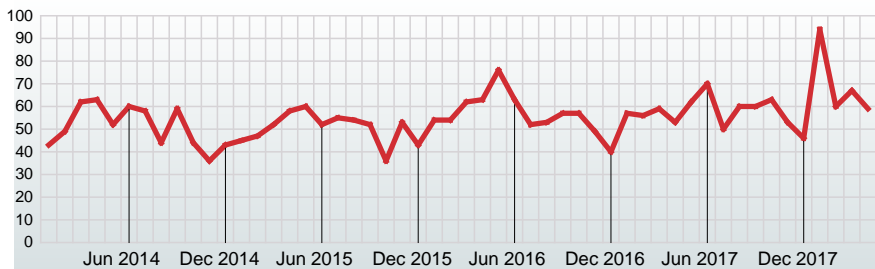
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 59

3 MONTHS



High

Jan 2018 = 94

Low

Oct 2015 = 36

Pending Listings this month at **59**, equal to 5 yr APR average of **59**

FE B 60

MA R 67
11.67%

AP R 59
-11.94%

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	6	10.17%	26.7	4	1	0	1
\$20,001 - \$30,000	4	6.78%	35.8	2	2	0	0
\$30,001 - \$60,000	8	13.56%	26.1	3	4	1	0
\$60,001 - \$130,000	18	30.51%	43.8	2	15	0	1
\$130,001 - \$160,000	8	13.56%	51.9	1	3	3	1
\$160,001 - \$190,000	8	13.56%	37.5	0	5	2	1
\$190,001 and up	7	11.86%	47.4	0	3	3	1
Total Pending Units	59			12	33	9	5
Total Pending Volume	6,314,149	100%	36.9	534.50K	3.51M	1.61M	655.85K
Average Listing Price	\$48,915			\$44,542	\$106,339	\$179,400	\$131,170

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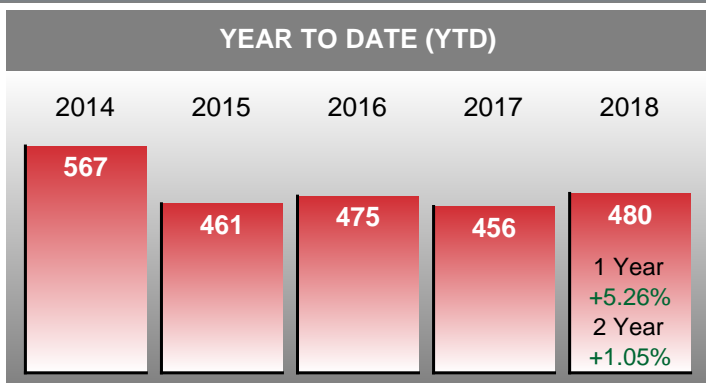
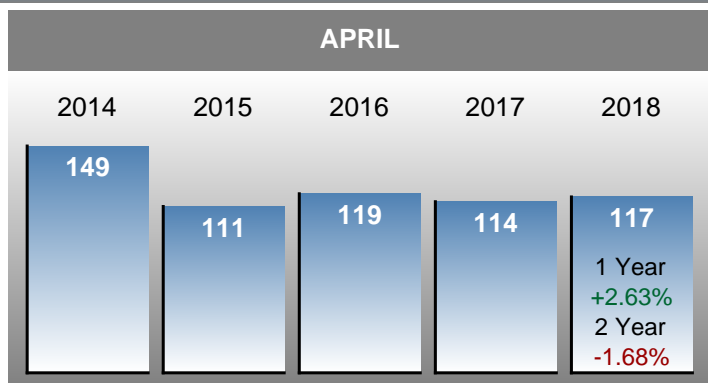
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NEW LISTINGS

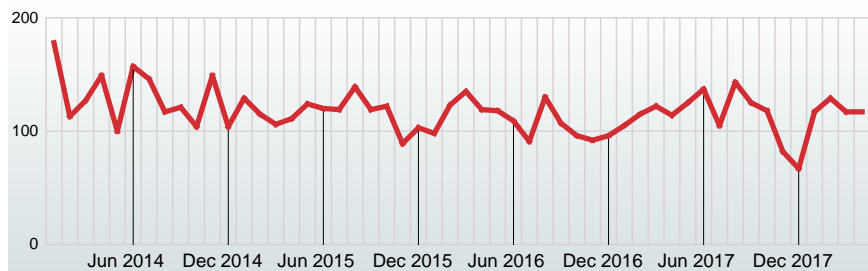
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 122

3 MONTHS



High
Jan 2014 = 178
Low
Dec 2017 = 67
New Listings
this month at **117**,
below the 5 yr APR
average of **122**

FEB	129
MAR	117
APR	117
-9.30%	
0.00%	

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	7	5.98%	7	0	0	0
\$10,001 - \$40,000	19	16.24%	13	5	1	0
\$40,001 - \$60,000	11	9.40%	7	3	1	0
\$60,001 - \$150,000	35	29.91%	8	22	3	2
\$150,001 - \$200,000	22	18.80%	5	9	6	2
\$200,001 - \$280,000	10	8.55%	1	4	4	1
\$280,001 and up	13	11.11%	8	2	3	0
Total New Listed Units	117		49	45	18	5
Total New Listed Volume	18,379,600	100%	8.03M	6.24M	3.32M	789.25K
Average New Listed Listing Price	\$88,950		\$163,790	\$138,768	\$184,450	\$157,850

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April 2018

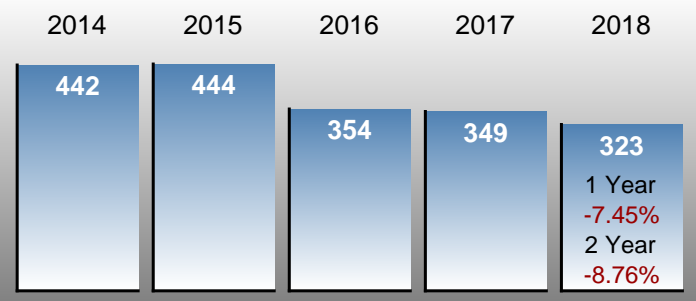
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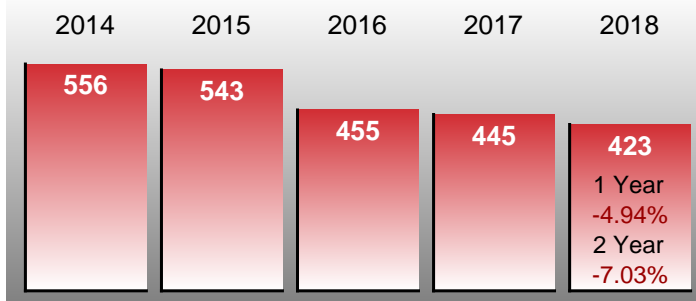
ACTIVE INVENTORY

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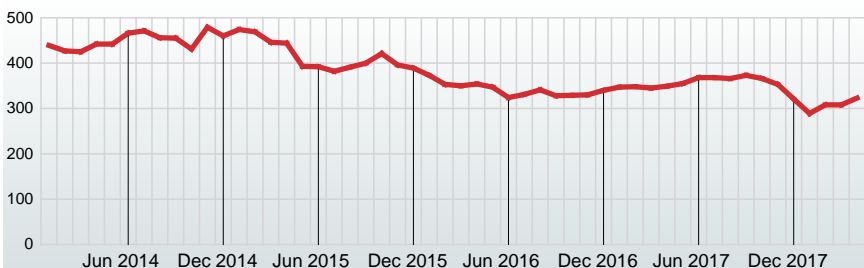
END OF APRIL



ACTIVE DURING APRIL



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 382

3 MONTHS

High
Nov 2014 = 479
Low
Jan 2018 = 289
Inventory
this month at **323**,
below the 5 yr APR
average of **382**

FEB 308
MAR 308
0.00%
APR 323
4.87%

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	59	18.27%	74.1	53	4	2	0
\$25,001-\$50,000	51	15.79%	114.6	32	18	1	0
\$50,001-\$125,000	81	25.08%	60.2	31	39	9	2
\$125,001-\$200,000	59	18.27%	46.4	14	36	8	1
\$200,001-\$325,000	37	11.46%	73.5	11	11	14	1
\$325,001 and up	36	11.15%	74.4	24	5	4	3
Total Active Inventory by Units	323			165	113	38	7
Total Active Inventory by Volume	57,406,114	100%	71.9	33.07M	14.94M	7.58M	1.82M
Average Active Inventory Listing Price	\$177,728			\$200,395	\$132,235	\$199,554	\$259,329

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April 2018

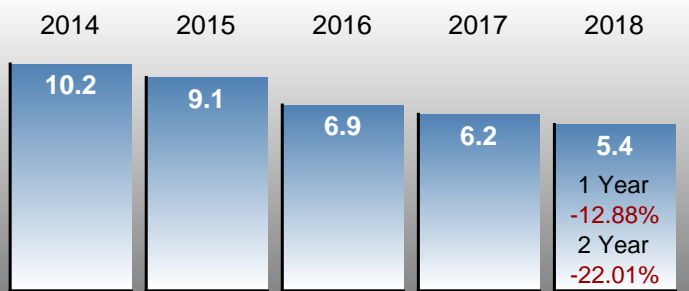
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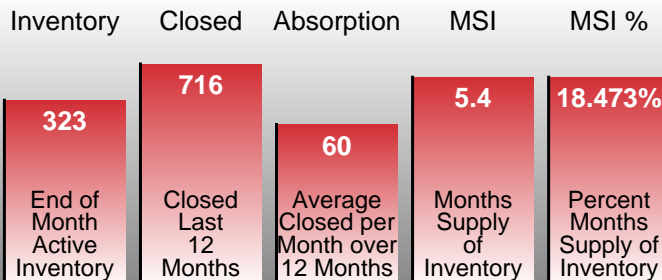
MONTHS SUPPLY of INVENTORY (MSI)

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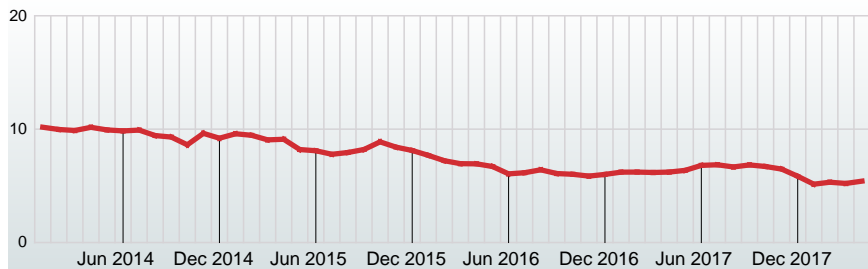
MSI FOR APRIL



INDICATORS FOR APRIL 2018



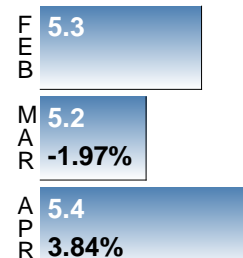
5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 7.6

3 MONTHS

High
Jan 2014 = 10.2
Low
Jan 2018 = 5.1
Months Supply
this month at **5.4**,
below the 5 yr APR
average of **7.6**



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	15	4.64%	7.2	8.8	3.0	0.0	0.0
\$10,001 \$30,000	54	16.72%	6.0	9.1	2.5	2.4	0.0
\$30,001 \$50,000	41	12.69%	6.2	11.2	3.5	2.0	0.0
\$50,001 \$130,000	86	26.63%	3.5	8.5	2.5	3.3	7.2
\$130,001 \$200,000	54	16.72%	4.7	21.0	4.0	3.1	0.0
\$200,001 \$340,000	38	11.76%	6.9	26.4	5.5	5.4	4.0
\$340,001 and up	35	10.84%	52.5	288.0	15.0	48.0	12.0
Market Supply of Inventory (MSI)	5.4	100%	5.4	12.1	3.2	4.0	4.7
Total Active Inventory by Units	323			165	113	38	7

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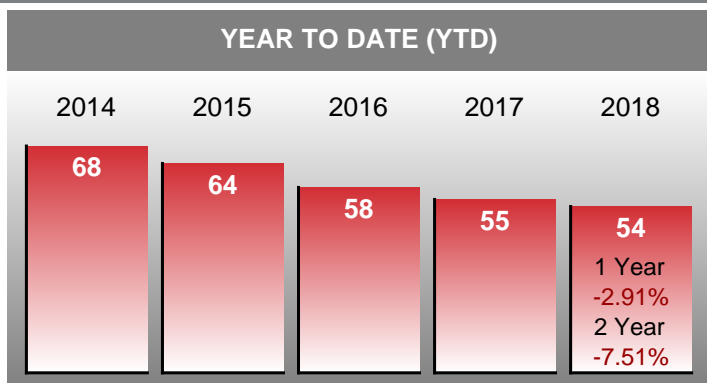
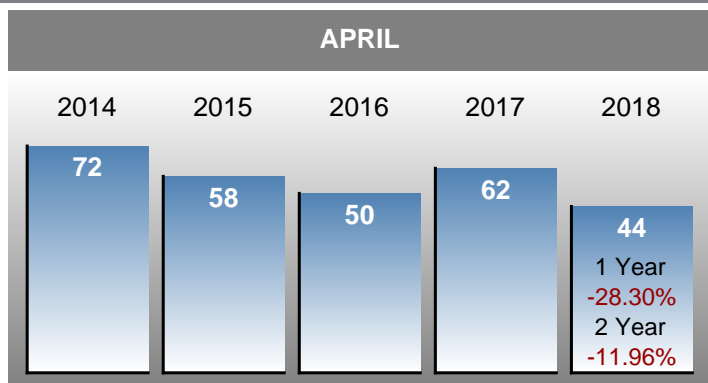
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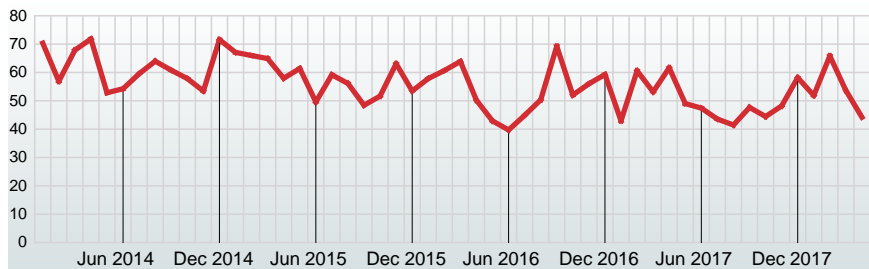
AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 57 **3 MONTHS**



High
Apr 2014 = 72

Low
Jun 2016 = 40

Average Days on Market this month at **44**, below the 5 yr APR average of **57**

FEB 66

MAR 54 **-18.53%**

APR 44 **-17.61%**

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	4	5.80%	44.0	40.3	55.0	0.0	0.0
\$20,001 - \$50,000	10	14.49%	38.2	45.2	26.7	31.0	0.0
\$50,001 - \$60,000	7	10.14%	45.9	8.0	87.3	0.0	35.0
\$60,001 - \$120,000	20	28.99%	36.4	56.0	43.3	5.5	0.0
\$120,001 - \$170,000	12	17.39%	51.3	0.0	35.0	132.5	0.0
\$170,001 - \$250,000	10	14.49%	45.9	34.0	31.0	75.0	1.0
\$250,001 and up	6	8.70%	61.5	14.0	90.0	71.0	0.0
Average Closed DOM			44.2	33.4	45.9	57.4	18.0
Total Closed Units		100%	44.2	16	39	12	2
Total Closed Volume			9,876,290	3.20M	4.59M	1.81M	271.76K

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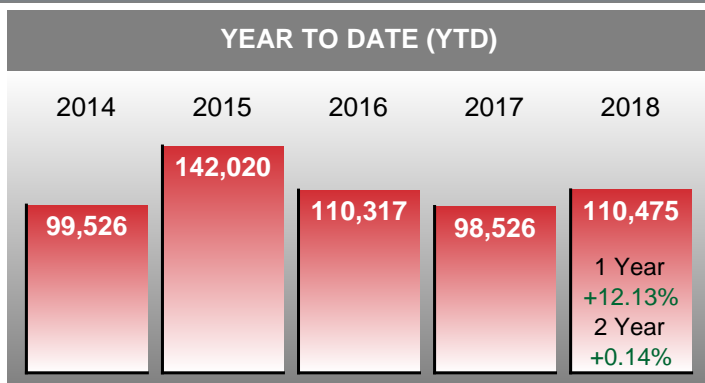
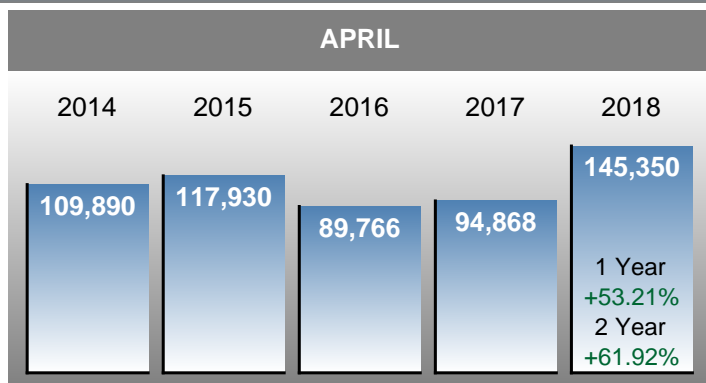
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AVERAGE LIST PRICE AT CLOSING

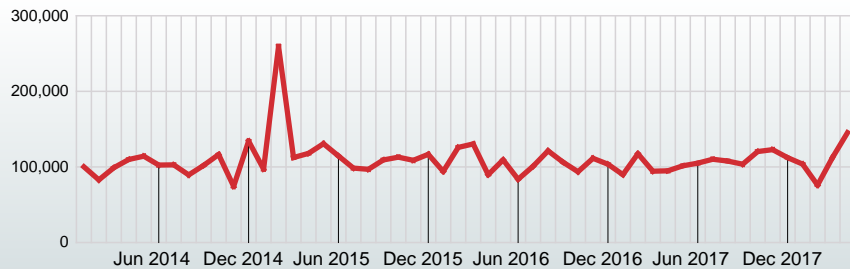
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 111,561

3 MONTHS



High
Feb 2015 = 259,451
Low
Nov 2014 = 74,288
Average List Price
this month at **145,350**,
above the 5 yr APR
average of **111,561**

FEB	75,980
MAR	112,547
APR	145,350
APR	48.13%
APR	29.15%

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	3	4.35%	15,833	17,133	19,000	0	0
\$20,001 \$50,000	14	20.29%	35,100	36,767	32,000	31,000	0
\$50,001 \$60,000	6	8.70%	55,117	52,967	58,967	0	45,900
\$60,001 \$120,000	18	26.09%	85,061	110,000	80,100	90,875	0
\$120,001 \$170,000	13	18.84%	142,769	0	143,920	146,400	0
\$170,001 \$250,000	8	11.59%	202,244	267,630	197,075	164,950	219,850
\$250,001 and up	7	10.14%	593,504	1,302,450	328,667	296,000	0
Average List Price			145,350	213,339	120,690	136,925	132,875
Total Closed Units		100%	145,350	16	39	12	2
Total Closed Volume			10,029,179	3.41M	4.71M	1.64M	265.75K

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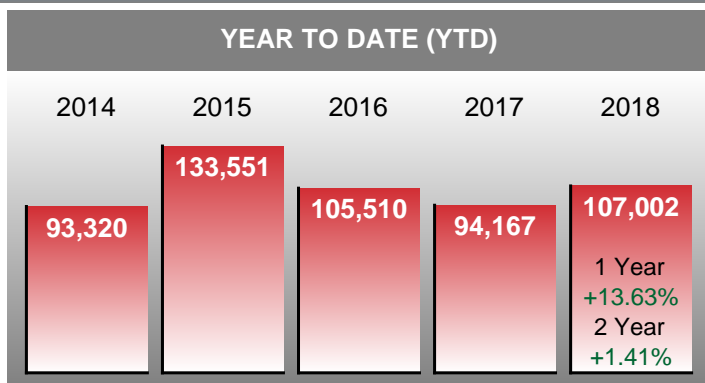
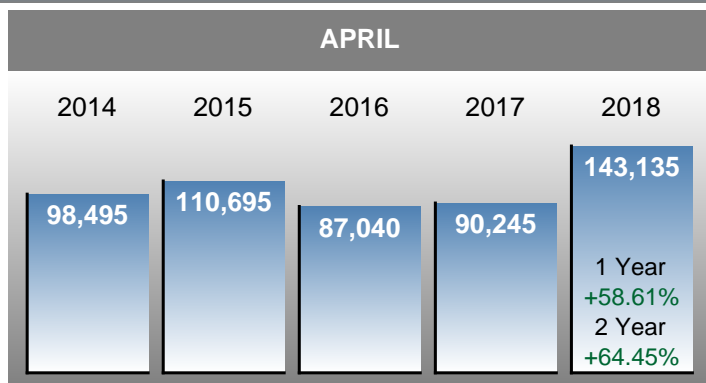
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AVERAGE SOLD PRICE AT CLOSING

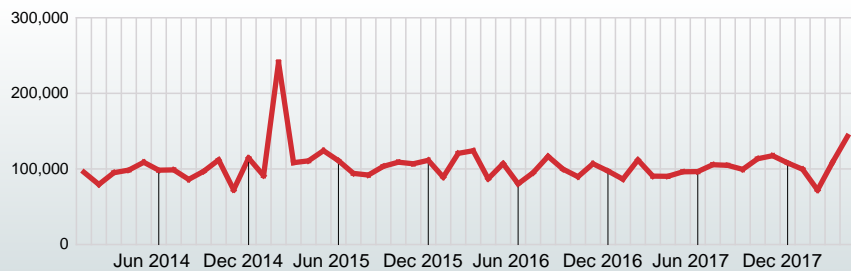
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 105,922

3 MONTHS



High
Feb 2015 = 241,116
Low
Feb 2018 = 72,118
Average Sold Price
this month at **143,135**,
above the 5 yr APR
average of **105,922**

FEB	72,118
MAR	108,764
APR	143,135
APR	50.81%
APR	31.60%

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	4	5.80%	16,269	15,192	19,500	0	0
\$20,001 - \$50,000	10	14.49%	30,103	30,897	29,217	28,000	0
\$50,001 - \$60,000	7	10.14%	52,487	51,833	53,333	0	51,910
\$60,001 - \$120,000	20	28.99%	83,948	100,000	81,463	89,250	0
\$120,001 - \$170,000	12	17.39%	143,192	0	142,840	144,950	0
\$170,001 - \$250,000	10	14.49%	201,053	196,775	187,625	210,850	219,850
\$250,001 and up	6	8.70%	622,500	1,257,500	308,333	295,000	0
Average Sold Price			143,135	199,889	117,769	151,108	135,880
Total Closed Units		100%	143,135	16	39	12	2
Total Closed Volume			9,876,290	3.20M	4.59M	1.81M	271.76K

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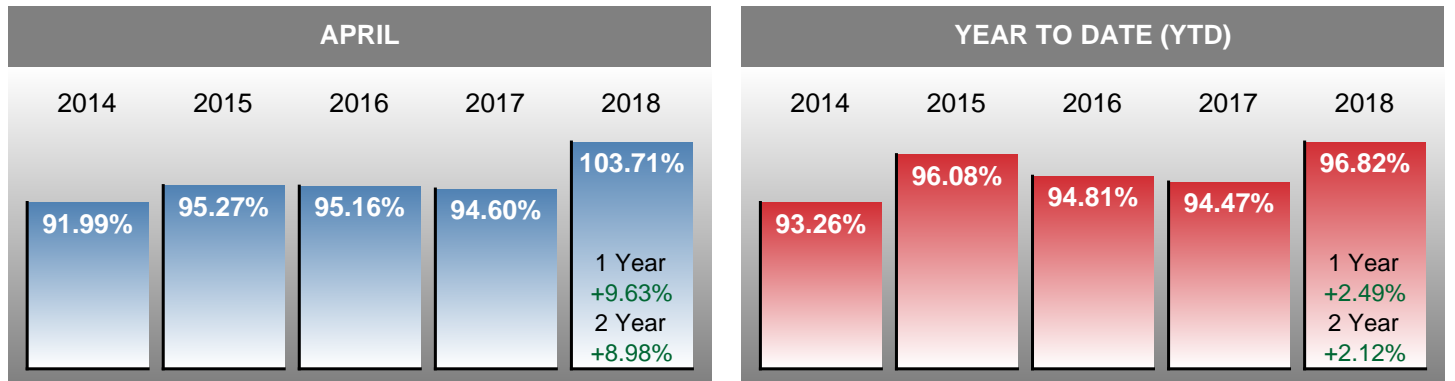
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

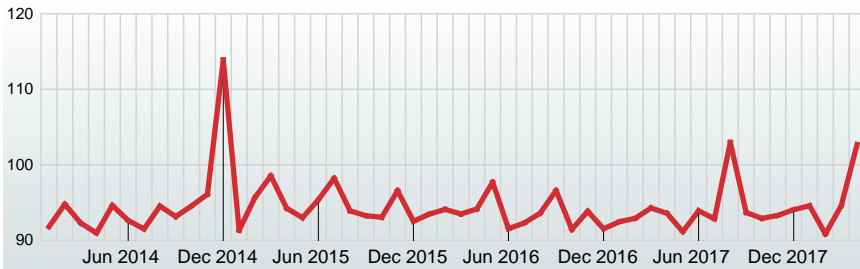
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 96.15%

3 MONTHS



High
Dec 2014 = 114.89%

Low
Feb 2018 = 91.87%

Average Sold/List Ratio this month at **103.71%**, above the 5 yr APR average of **96.15%**

FEB 91.87%

MAR 95.60%

APR 103.71%

MAY 8.48%

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	4	5.80%	93.43%	90.37%	102.63%	0.00%	0.00%
\$20,001 - \$50,000	10	14.49%	88.28%	86.47%	91.23%	90.32%	0.00%
\$50,001 - \$60,000	7	10.14%	97.11%	97.94%	90.95%	0.00%	113.09%
\$60,001 - \$120,000	20	28.99%	106.52%	90.91%	109.82%	98.07%	0.00%
\$120,001 - \$170,000	12	17.39%	99.27%	0.00%	99.31%	99.09%	0.00%
\$170,001 - \$250,000	10	14.49%	132.35%	73.53%	95.17%	192.34%	100.00%
\$250,001 and up	6	8.70%	95.71%	96.23%	94.04%	99.66%	0.00%
Average Sold/List Ratio			103.70%	90.04%	101.34%	129.15%	106.55%
Total Closed Units	69	100%	103.70%	16	39	12	2
Total Closed Volume	9,876,290			3.20M	4.59M	1.81M	271.76K

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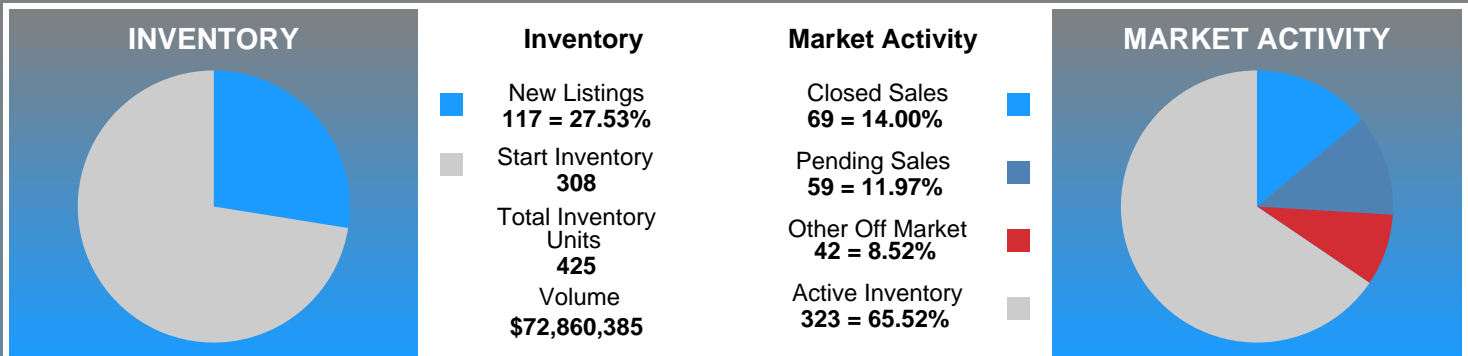
April 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

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

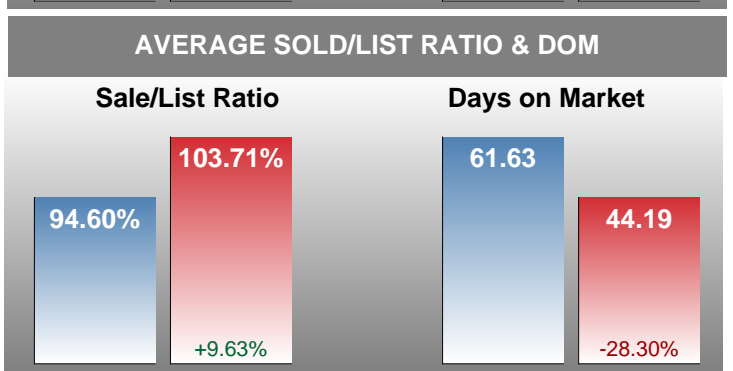
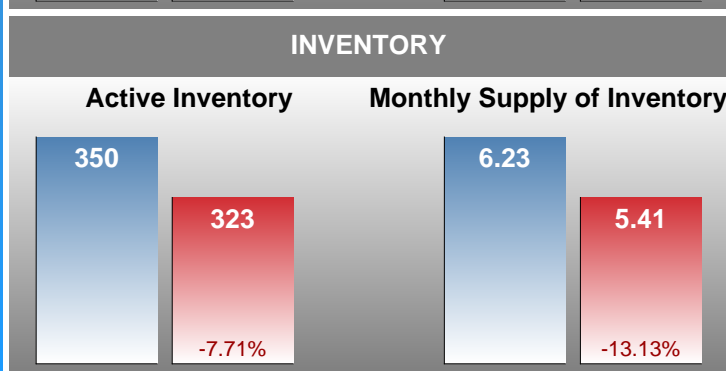
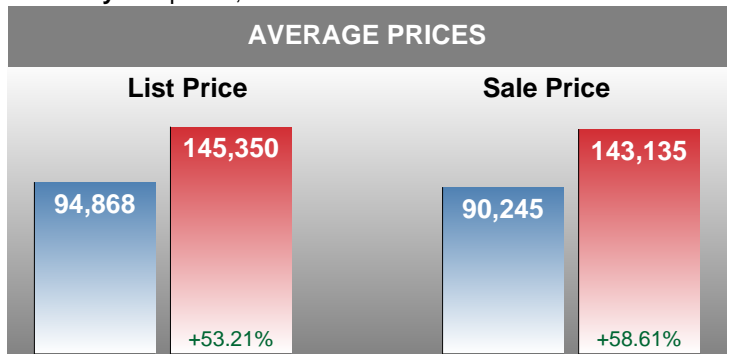
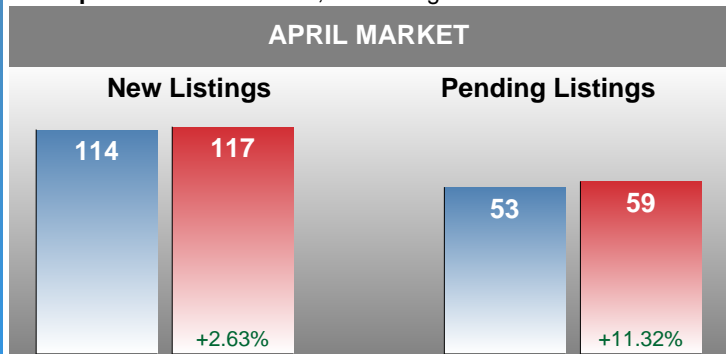


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	62	69	11.29%	205	262	27.80%
Pending Sales	53	59	11.32%	225	280	24.44%
New Listings	114	117	2.63%	456	480	5.26%
Average List Price	94,868	145,350	53.21%	98,526	110,475	12.13%
Average Sale Price	90,245	143,135	58.61%	94,167	107,002	13.63%
Average Percent of Selling Price to List Price	94.60%	103.71%	9.63%	94.47%	96.82%	2.49%
Average Days on Market to Sale	61.63	44.19	-28.30%	55.38	53.77	-2.91%
Monthly Inventory	350	323	-7.71%	350	323	-7.71%
Months Supply of Inventory	6.23	5.41	-13.13%	6.23	5.41	-13.13%

Absorption: Last 12 months, an Average of **60** Sales/Month

Inventory on April 30, 2018 = 323

2017 2018



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Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com