



April 2018

Area Delimited by County Of Muskogee

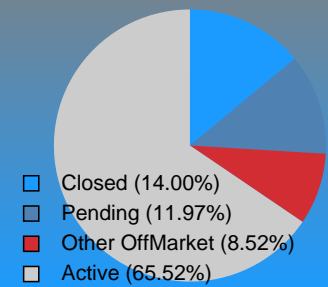


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	85,700	90,000	5.02%
Median Sale Price	81,500	92,000	12.88%
Median Percent of List Price to Selling Price	94.98%	97.00%	2.13%
Median Days on Market to Sale	47.00	28.00	-40.43%
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.

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 **12.88%** in April 2018 to \$92,000 versus the previous year at \$81,500.

Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 19.00 days or **40.43%** in April 2018 compared to last year's same month at **47.00** DOM.

Sales Success for April 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 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.

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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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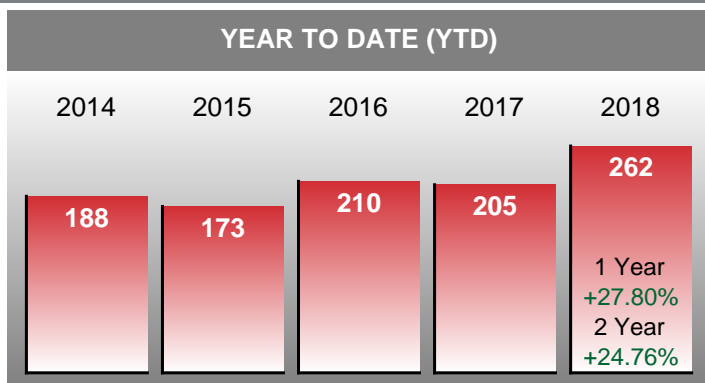
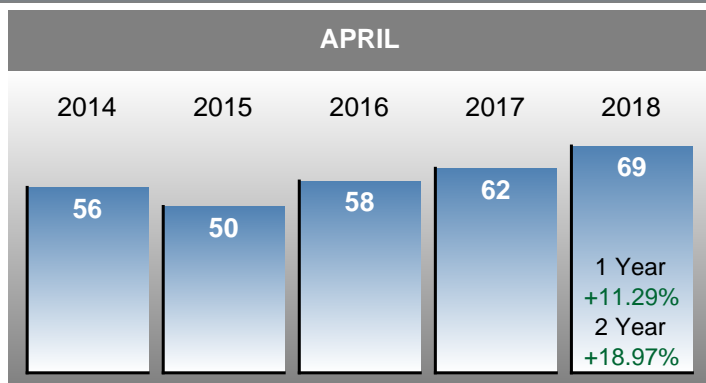
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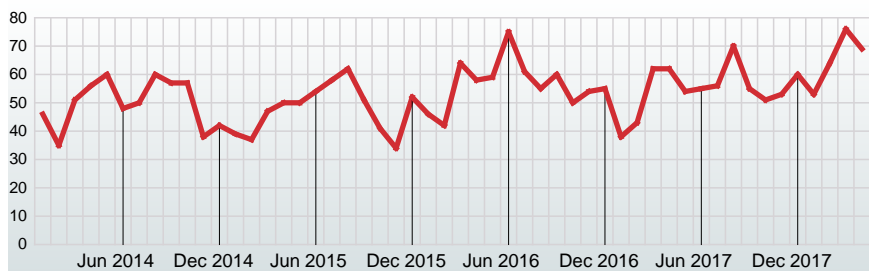


CLOSED LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 59

3 MONTHS

High	64
Mar 2018 =	76
Low	18.75%
Nov 2015 =	34
Closed Listings this month at	69
above the 5 yr APR average of	-9.21%

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	5.80%	57.5	3	1	0	0
\$20,001 - \$50,000	10	14.49%	23.5	6	3	1	0
\$50,001 - \$60,000	7	10.14%	13.0	3	3	0	1
\$60,001 - \$120,000	20	28.99%	19.5	1	15	4	0
\$120,001 - \$170,000	12	17.39%	39.5	0	10	2	0
\$170,001 - \$250,000	10	14.49%	37.0	1	4	4	1
\$250,001 and up	6	8.70%	68.0	2	3	1	0
Total Closed Units	69			16	39	12	2
Total Closed Volume	9,876,290	100%	28.0	3.20M	4.59M	1.81M	271.76K
Median Closed Price	\$92,000			\$41,380	\$97,500	\$144,950	\$135,880

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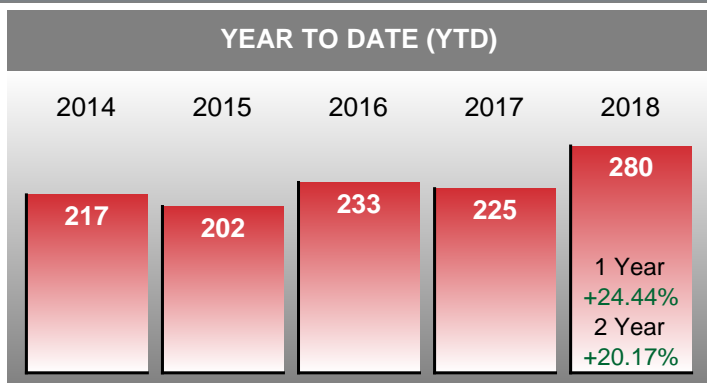
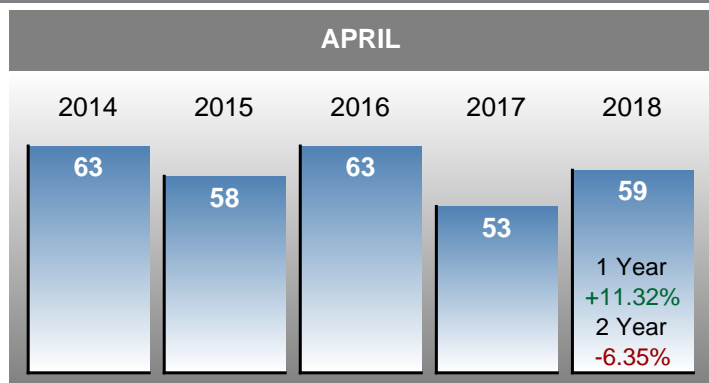
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PENDING LISTINGS

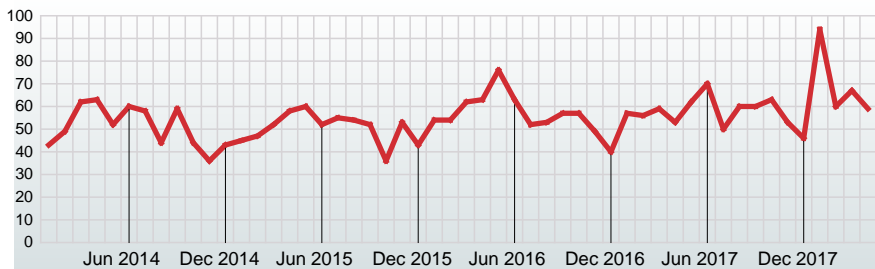
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5 YEAR MARKET ACTIVITY TRENDS

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**

FEB	60
MAR	67
APR	11.67%
MAY	59
JUN	-11.94%

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	6	10.17%	16.0	4	1	0	1
\$20,001 - \$30,000	4	6.78%	26.5	2	2	0	0
\$30,001 - \$60,000	8	13.56%	20.0	3	4	1	0
\$60,001 - \$130,000	18	30.51%	35.5	2	15	0	1
\$130,001 - \$160,000	8	13.56%	41.5	1	3	3	1
\$160,001 - \$190,000	8	13.56%	31.0	0	5	2	1
\$190,001 and up	7	11.86%	16.0	0	3	3	1
Total Pending Units	59			12	33	9	5
Total Pending Volume	6,314,149	100%	26.0	534.50K	3.51M	1.61M	655.85K
Median Listing Price	\$90,000			\$34,900	\$90,000	\$165,000	\$157,000

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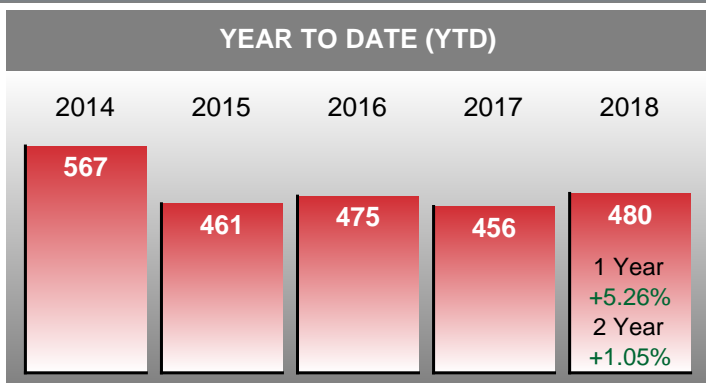
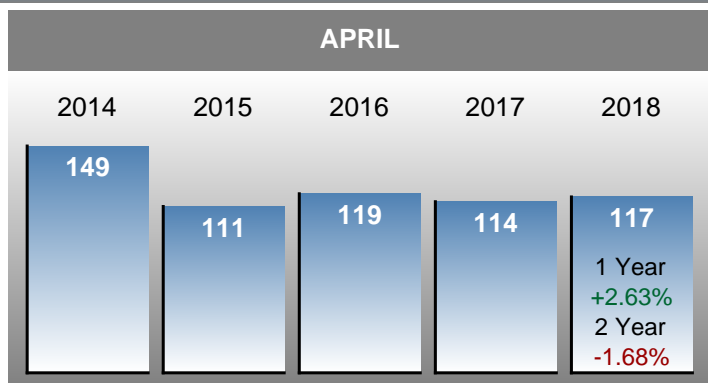
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NEW LISTINGS

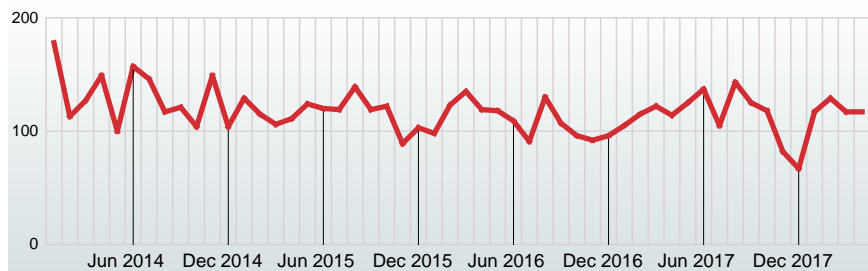
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5 YEAR MARKET ACTIVITY TRENDS

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
Median New Listed Listing Price	\$119,500		\$52,000	\$122,500	\$170,000	\$157,000

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April 2018

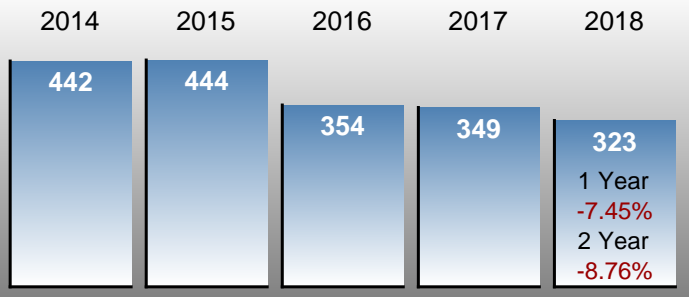
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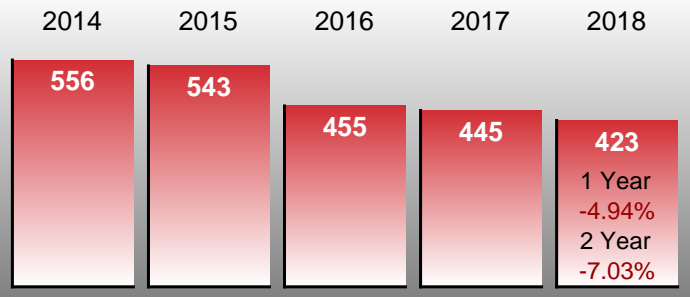
ACTIVE INVENTORY

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END OF APRIL



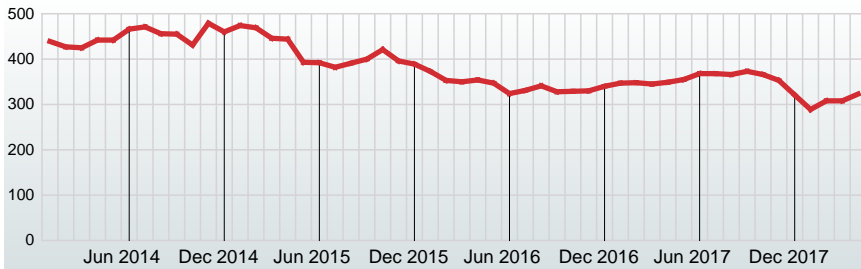
ACTIVE DURING APRIL



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
APR	323
APR	4.87%

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	15	4.64%	68.0	14	1	0	0
\$10,001 - \$30,000	54	16.72%	85.0	44	8	2	0
\$30,001 - \$50,000	41	12.69%	70.0	27	13	1	0
\$50,001 - \$130,000	86	26.63%	46.5	31	43	9	3
\$130,001 - \$200,000	54	16.72%	39.5	14	32	8	0
\$200,001 - \$340,000	38	11.76%	66.0	11	11	14	2
\$340,001 and up	35	10.84%	66.0	24	5	4	2
Total Active Inventory by Units	323			165	113	38	7
Total Active Inventory by Volume	57,406,114	100%	55.0	33.07M	14.94M	7.58M	1.82M
Median Active Inventory Listing Price	\$90,000			\$50,000	\$115,000	\$189,400	\$275,000

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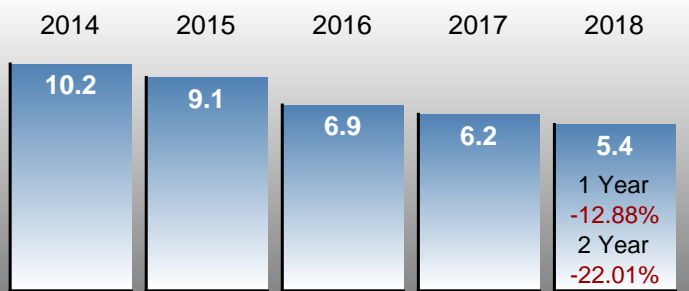
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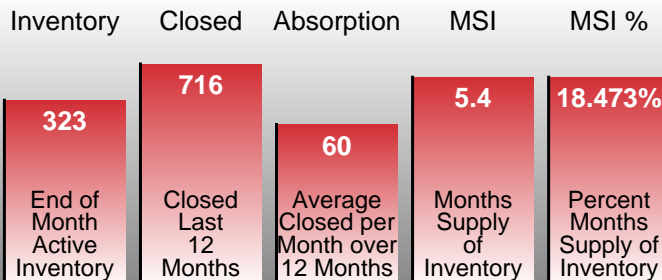
MONTHS SUPPLY of INVENTORY (MSI)

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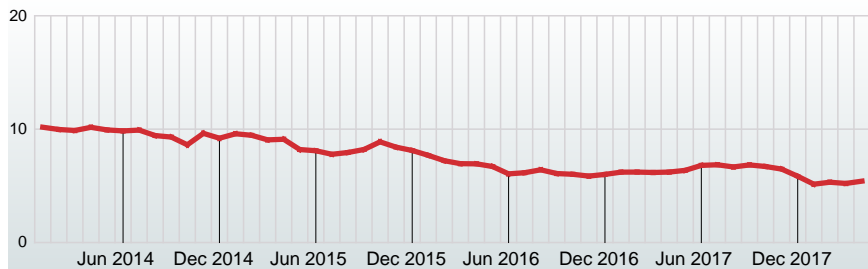
MSI FOR APRIL



INDICATORS FOR APRIL 2018



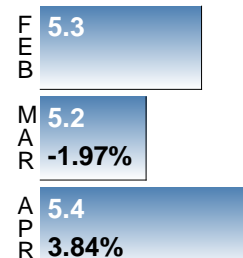
5 YEAR MARKET ACTIVITY TRENDS



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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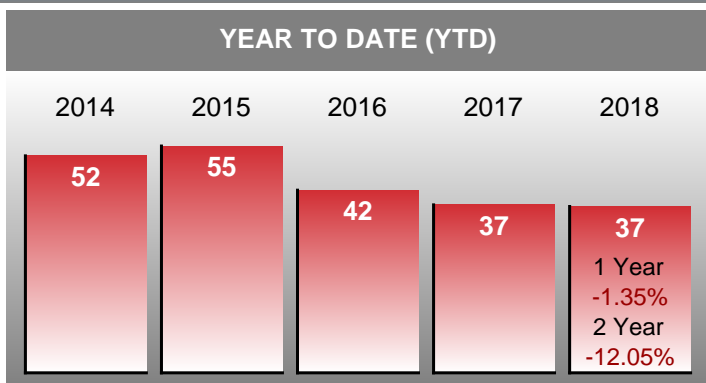
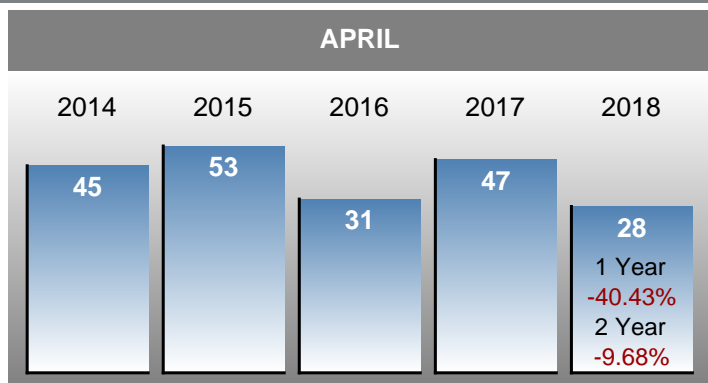
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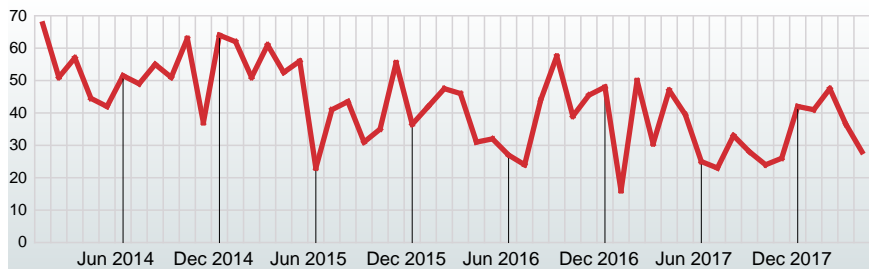
MEDIAN DAYS ON MARKET TO SALE

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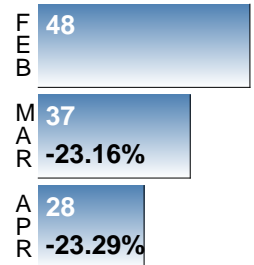


5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 41 **3 MONTHS**



High
Jan 2014 = 68
Low
Jan 2017 = 16
Median Days on Market
this month at **28**,
below the 5 yr APR
average of **41**



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	5.80%	57.5	60.0	55.0	0.0	0.0
\$20,001 \$50,000	10	14.49%	23.5	29.0	16.0	31.0	0.0
\$50,001 \$60,000	7	10.14%	13.0	10.0	117.0	0.0	35.0
\$60,001 \$120,000	20	28.99%	19.5	56.0	26.0	3.0	0.0
\$120,001 \$170,000	12	17.39%	39.5	0.0	20.0	132.5	0.0
\$170,001 \$250,000	10	14.49%	37.0	34.0	21.5	56.5	1.0
\$250,001 and up	6	8.70%	68.0	14.0	99.0	71.0	0.0
Median Closed DOM	28.0			20.5	28.0	37.0	18.0
Total Closed Units	69	100%	28.0	16	39	12	2
Total Closed Volume	9,876,290			3.20M	4.59M	1.81M	271.76K

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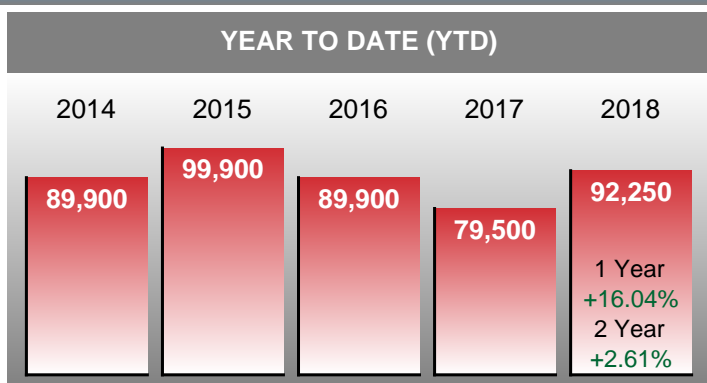
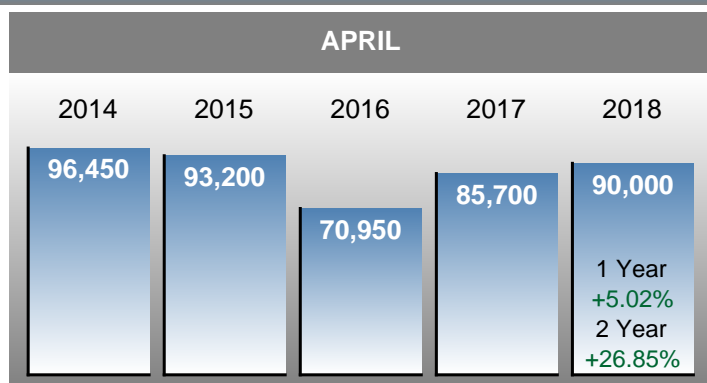
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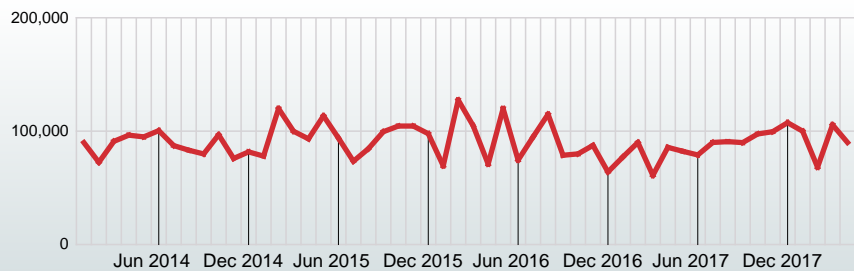
MEDIAN LIST PRICE AT CLOSING

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



5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 87,260 3 MONTHS



High
Feb 2016 = 127,450
Low
Mar 2017 = 61,000
Median List Price
this month at **90,000**,
above the 5 yr APR
average of **87,260**

FEB	68,200
MAR	105,600
APR	54.84%
APR	90,000
APR	-14.77%

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	3	4.35%	19,000	14,250	19,000	0	0
\$20,001 \$50,000	14	20.29%	31,750	29,900	29,750	40,500	45,900
\$50,001 \$60,000	6	8.70%	54,450	52,000	58,900	0	0
\$60,001 \$120,000	18	26.09%	85,750	110,000	79,900	92,500	0
\$120,001 \$170,000	13	18.84%	136,500	0	136,500	146,400	0
\$170,001 \$250,000	8	11.59%	199,250	0	199,250	184,900	219,850
\$250,001 and up	7	10.14%	336,000	354,900	336,000	296,000	0
Median List Price	90,000			49,950	99,900	116,200	132,875
Total Closed Units	69	100%	90,000	16	39	12	2
Total Closed Volume	10,029,179			3.41M	4.71M	1.64M	265.75K

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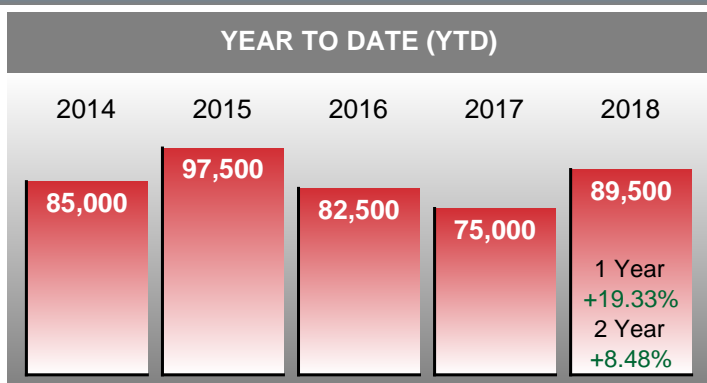
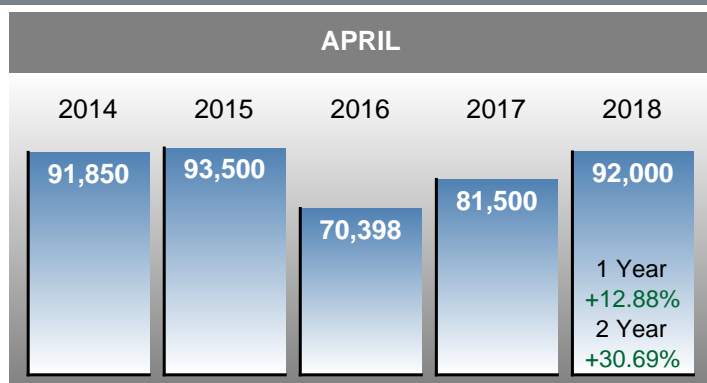
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MEDIAN SOLD PRICE AT CLOSING

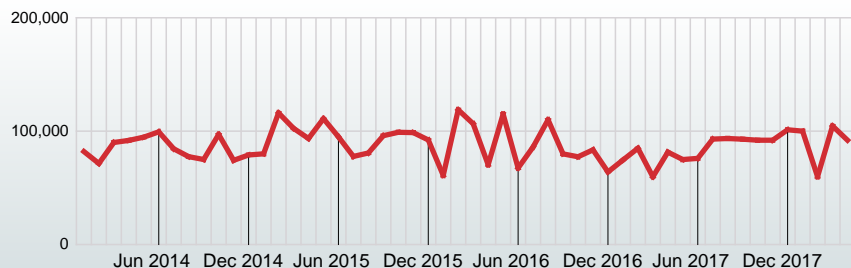
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5 YEAR MARKET ACTIVITY TRENDS

5yr APR AVG = 85,850

3 MONTHS



High
Feb 2016 = 118,825
Low
Mar 2017 = 59,750
Median Sold Price
this month at **92,000**,
above the 5 yr APR
average of **85,850**

FEB	59,875
MAR	104,600
APR	74.70%
APR	92,000
APR	-12.05%

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	5.80%	18,750	18,000	19,500	0	0
\$20,001 - \$50,000	10	14.49%	28,000	28,310	28,000	28,000	0
\$50,001 - \$60,000	7	10.14%	53,000	52,000	53,000	0	51,910
\$60,001 - \$120,000	20	28.99%	83,500	100,000	75,000	91,000	0
\$120,001 - \$170,000	12	17.39%	137,750	0	137,750	144,950	0
\$170,001 - \$250,000	10	14.49%	192,750	196,775	191,250	207,500	219,850
\$250,001 and up	6	8.70%	320,000	1,257,500	300,000	295,000	0
Median Sold Price			92,000	41,380	97,500	144,950	135,880
Total Closed Units		100%	69	16	39	12	2
Total Closed Volume			9,876,290	3.20M	4.59M	1.81M	271.76K

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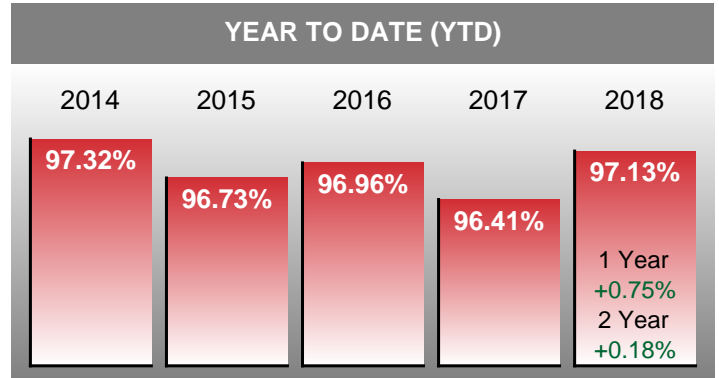
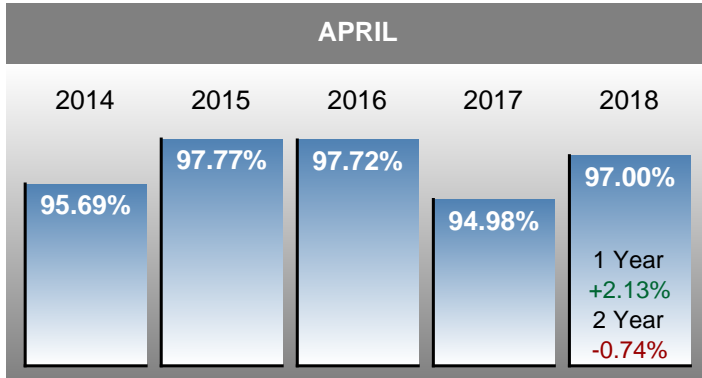
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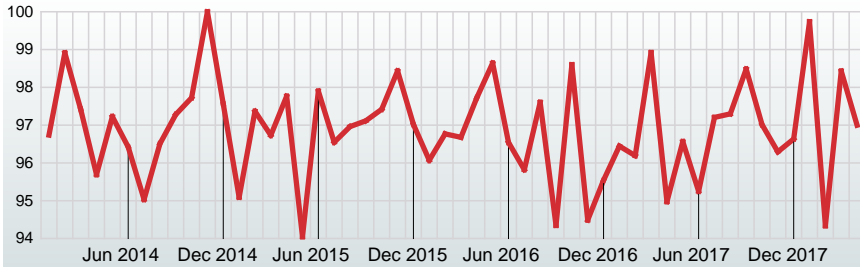


MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr APR AVG = 96.63%

3 MONTHS

High
Nov 2014 = 100.00%
Low
May 2015 = 94.05%
Median Sold/List Ratio
this month at **97.00%**,
equal to 5 yr APR
average of **96.63%**

FEB 94.34%
MAR 98.43%
APR 97.00%
APR -1.46%

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	5.80%	96.25%	95.00%	102.63%	0.00%	0.00%
\$20,001 - \$50,000	10	14.49%	91.35%	90.05%	92.59%	90.32%	0.00%
\$50,001 - \$60,000	7	10.14%	99.02%	99.02%	88.48%	0.00%	113.09%
\$60,001 - \$120,000	20	28.99%	98.42%	90.91%	100.00%	98.42%	0.00%
\$120,001 - \$170,000	12	17.39%	100.00%	0.00%	100.00%	99.09%	0.00%
\$170,001 - \$250,000	10	14.49%	96.95%	73.53%	95.98%	101.00%	100.00%
\$250,001 and up	6	8.70%	96.23%	96.23%	94.67%	99.66%	0.00%
Median Sold/List Ratio			97.00%	94.91%	97.00%	99.83%	106.55%
Total Closed Units	69	100%	97.00%	16	39	12	2
Total Closed Volume	9,876,290			3.20M	4.59M	1.81M	271.76K

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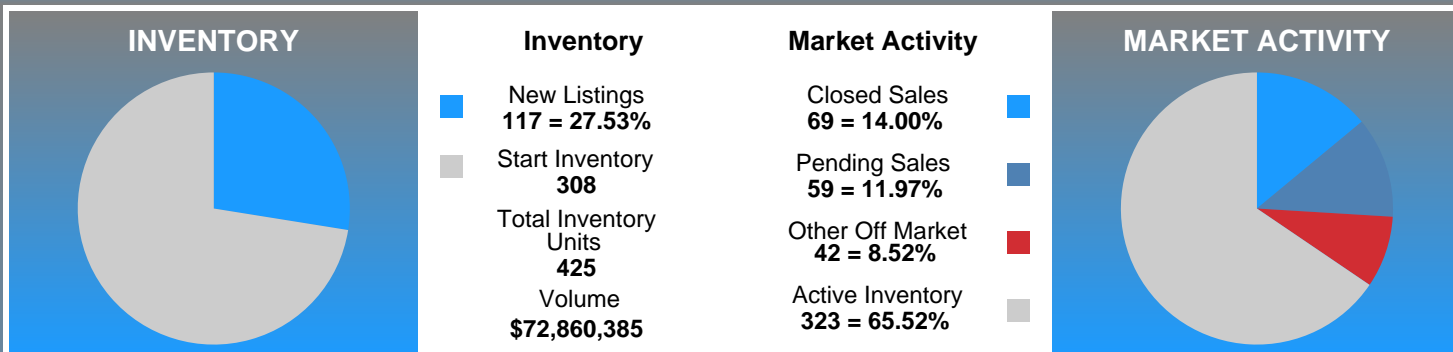
April 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

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

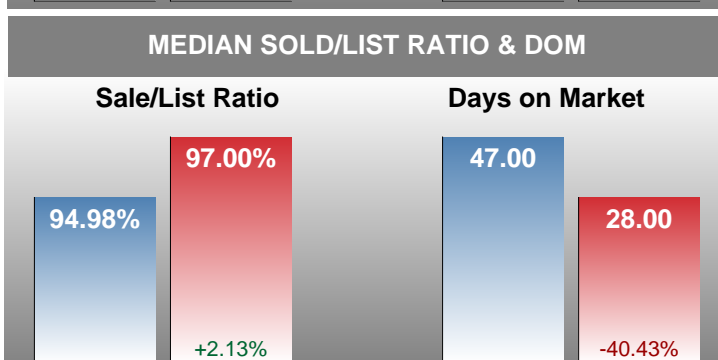
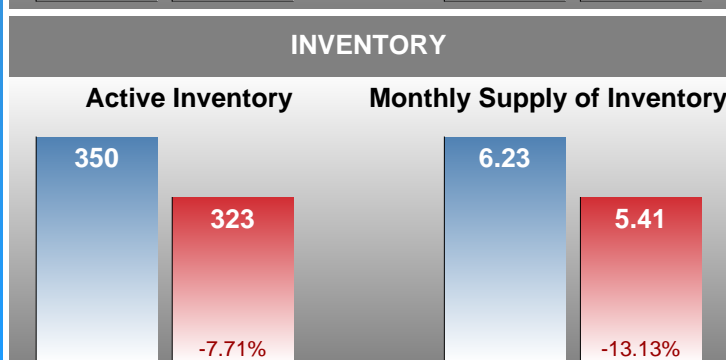
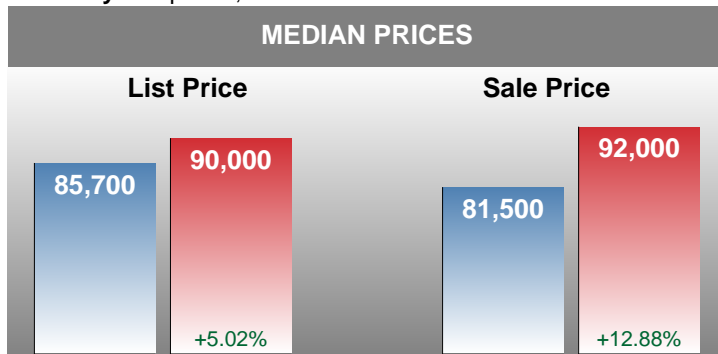
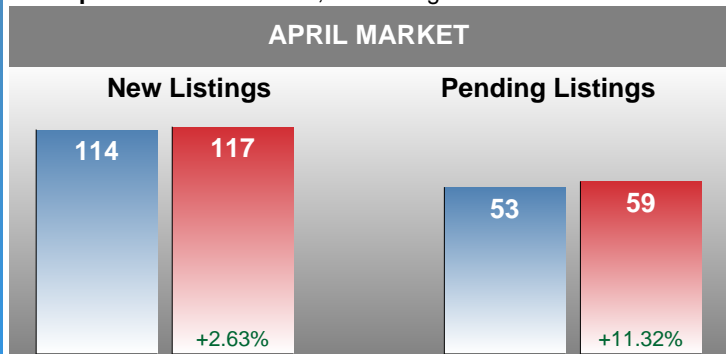


Compared Metrics	April			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	62	69	11.29%	205	262	27.80%
Pending Sales	53	59	11.32%	225	280	24.44%
New Listings	114	117	2.63%	456	480	5.26%
Median List Price	85,700	90,000	5.02%	79,500	92,250	16.04%
Median Sale Price	81,500	92,000	12.88%	75,000	89,500	19.33%
Median Percent of Selling Price to List Price	94.98%	97.00%	2.13%	96.41%	97.13%	0.75%
Median Days on Market to Sale	47.00	28.00	-40.43%	37.00	36.50	-1.35%
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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Email: support@mlstechnology.com