

May 2018

Area Delimited by County Of Muskogee

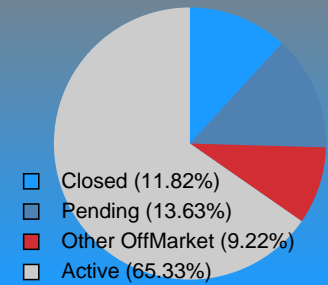


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	May		
	2017	2018	+/-%
Closed Listings	54	59	9.26%
Pending Listings	62	68	9.68%
New Listings	125	123	-1.60%
Average List Price	101,494	113,696	12.02%
Average Sale Price	96,209	109,852	14.18%
Average Percent of List Price to Selling Price	92.18%	97.61%	5.90%
Average Days on Market to Sale	49.02	42.83	-12.62%
End of Month Inventory	356	326	-8.43%
Months Supply of Inventory	6.39	5.42	-15.15%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **60** Sales/Month
Active Inventory as of May 31, 2018 = **326**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2018 decreased **8.43%** to 326 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 **5.42** 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 **14.18%** in May 2018 to \$109,852 versus the previous year at \$96,209.

Average Days on Market Shortens

The average number of **42.83** days that homes spent on the market before selling decreased by 6.19 days or **12.62%** in May 2018 compared to last year's same month at **49.02** DOM.

Sales Success for May 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 123 New Listings in May 2018, down **1.60%** from last year at 125. Furthermore, there were 59 Closed Listings this month versus last year at 54, a **9.26%** increase.

Closed versus Listed trends yielded a **48.0%** ratio, up from previous year's, May 2017, at **43.2%**, a **11.04%** 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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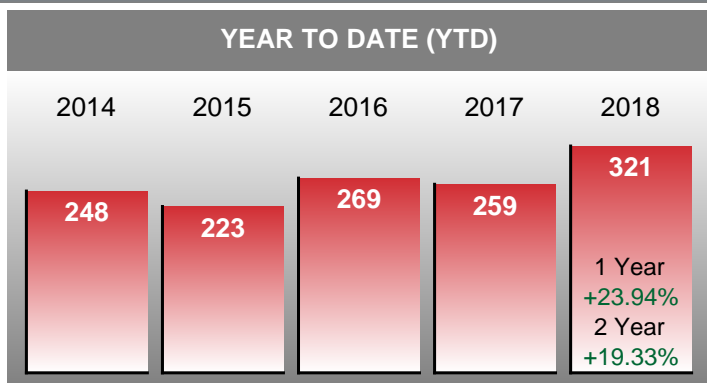
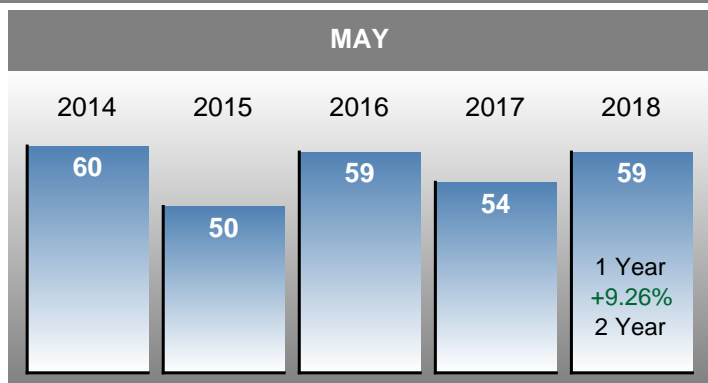
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CLOSED LISTINGS

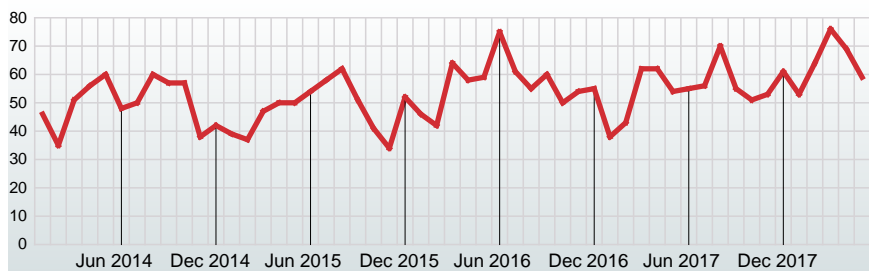
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 56

3 MONTHS



High
Mar 2018 = 76
Low
Nov 2015 = 34
Closed Listings
this month at **59**,
above the 5 yr MAY
average of **56**

MAR	76
APR	69
MAY	59
-9.21%	
-14.49%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	1	1.69%	17.0	0	0	0	1
\$10,001 - \$30,000	9	15.25%	34.3	3	6	0	0
\$30,001 - \$70,000	11	18.64%	51.0	4	6	1	0
\$70,001 - \$120,000	14	23.73%	52.4	0	13	0	1
\$120,001 - \$170,000	10	16.95%	41.2	1	5	4	0
\$170,001 - \$190,000	5	8.47%	20.8	0	4	0	1
\$190,001 and up	9	15.25%	43.4	0	6	3	0
Total Closed Units	59			8	40	8	3
Total Closed Volume	6,481,286	100%	42.8	414.02K	4.45M	1.34M	270.50K
Average Closed Price	\$109,852			\$51,753	\$111,352	\$167,838	\$90,167

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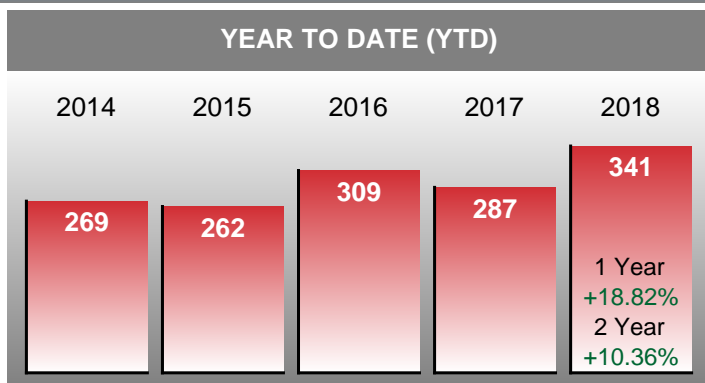
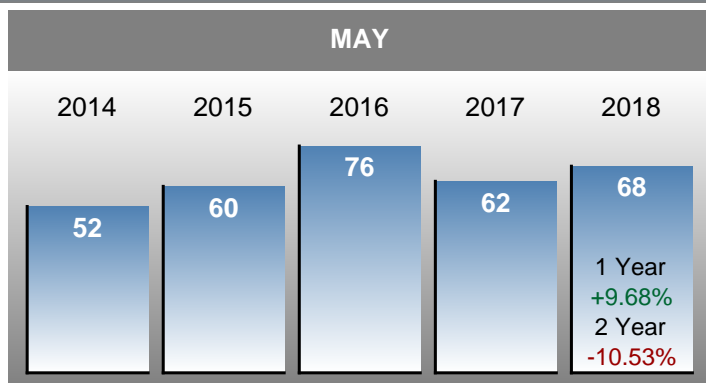
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PENDING LISTINGS

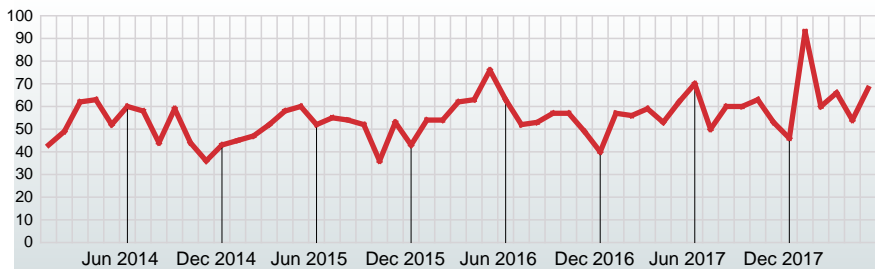
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 64

3 MONTHS



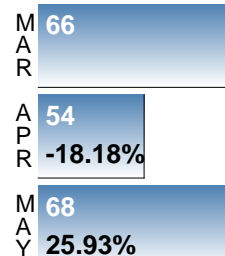
High

Jan 2018 = 93

Low

Oct 2015 = 36

Pending Listings this month at **68**, above the 5 yr MAY average of **64**



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	4	5.88%	48.0	2	2	0	0
\$20,001 - \$50,000	11	16.18%	34.9	2	8	1	0
\$50,001 - \$70,000	9	13.24%	48.9	1	6	2	0
\$70,001 - \$120,000	17	25.00%	37.1	3	13	1	0
\$120,001 - \$150,000	10	14.71%	35.6	0	9	1	0
\$150,001 - \$190,000	10	14.71%	43.6	0	7	3	0
\$190,001 and up	7	10.29%	88.7	0	3	4	0
Total Pending Units	68			8	48	12	0
Total Pending Volume	7,606,395	100%	61.3	438.55K	5.24M	1.92M	0.00B
Average Listing Price	\$79,430			\$54,819	\$109,227	\$160,413	\$0

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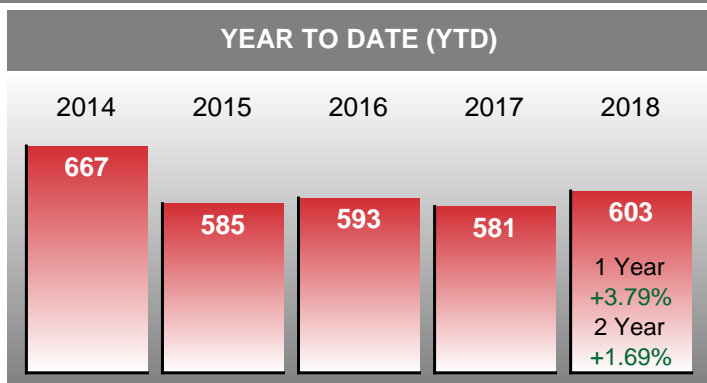
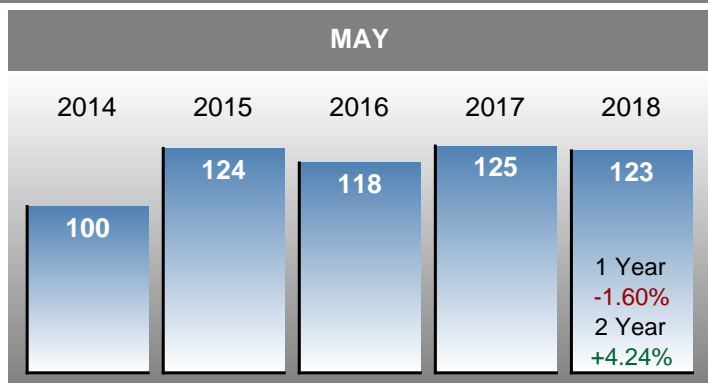
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NEW LISTINGS

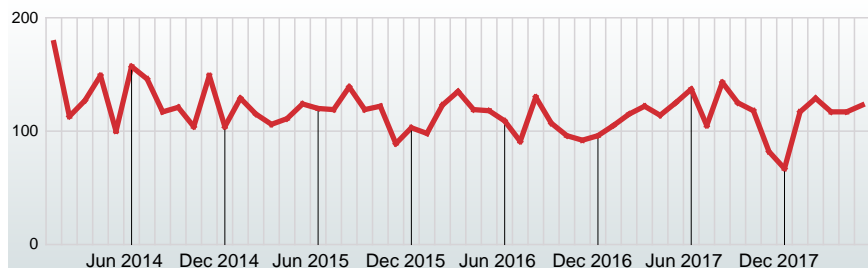
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 118

3 MONTHS



High
Jan 2014 = 178
Low
Dec 2017 = 67
New Listings
this month at **123**,
above the 5 yr MAY
average of **118**

MAR	117
APR	117
MAY	123
PERCENTAGE CHANGE	0.00%
PERCENTAGE CHANGE	5.13%

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	9	7.32%	8	1	0	0
\$20,001 - \$30,000	14	11.38%	8	6	0	0
\$30,001 - \$60,000	23	18.70%	12	10	1	0
\$60,001 - \$100,000	29	23.58%	8	19	2	0
\$100,001 - \$170,000	20	16.26%	2	13	4	1
\$170,001 - \$320,000	15	12.20%	1	9	5	0
\$320,001 and up	13	10.57%	8	2	1	2
Total New Listed Units	123		47	60	13	3
Total New Listed Volume	17,394,450	100%	7.36M	6.73M	2.28M	1.03M
Average New Listed Listing Price	\$38,800		\$156,562	\$112,116	\$175,515	\$342,467

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May 2018

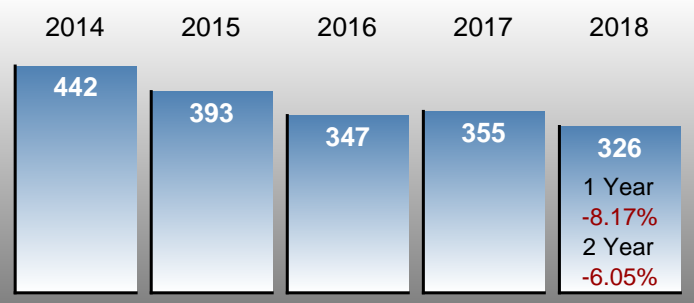
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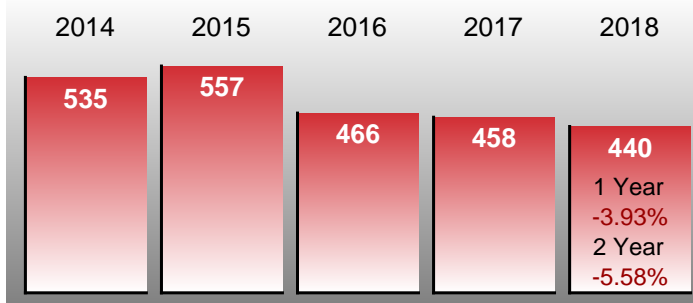
ACTIVE INVENTORY

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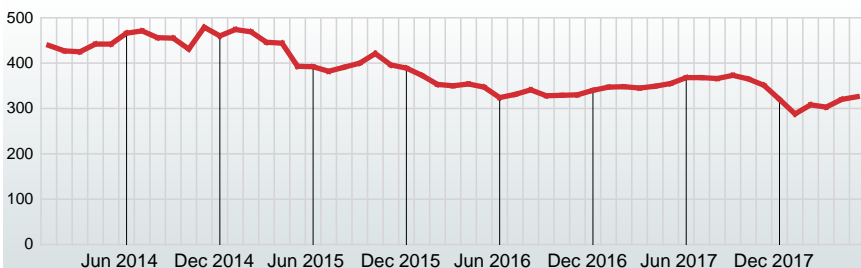
END OF MAY



ACTIVE DURING MAY



5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 373

3 MONTHS

High
Nov 2014 = 479
Low
Jan 2018 = 288
Inventory
this month at **326**,
below the 5 yr MAY
average of **373**

MAR 303
APR 320
5.61%
MAY 326
1.88%

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	54	16.56%	73.8	51	2	1	0
\$25,001-\$50,000	60	18.40%	102.1	36	23	1	0
\$50,001-\$125,000	79	24.23%	57.3	31	39	8	1
\$125,001-\$200,000	58	17.79%	62.3	14	31	10	3
\$200,001-\$350,000	44	13.50%	64.3	15	15	13	1
\$350,001 and up	31	9.51%	78.0	24	2	2	3
Total Active Inventory by Units	326			171	112	35	8
Total Active Inventory by Volume	60,287,470	100%	72.1	37.19M	13.99M	7.05M	2.05M
Average Active Inventory Listing Price	\$184,931			\$217,472	\$124,932	\$201,563	\$256,588

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May 2018

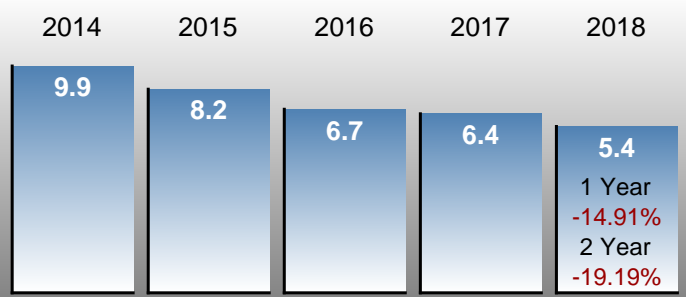
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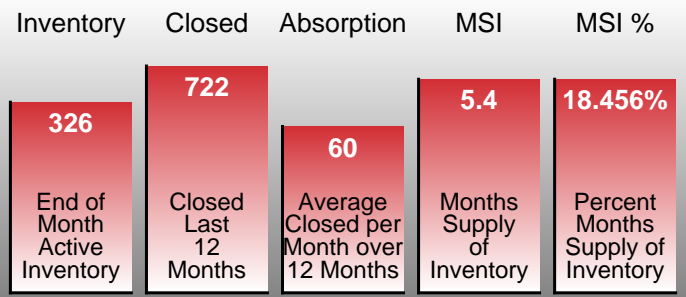
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR MAY



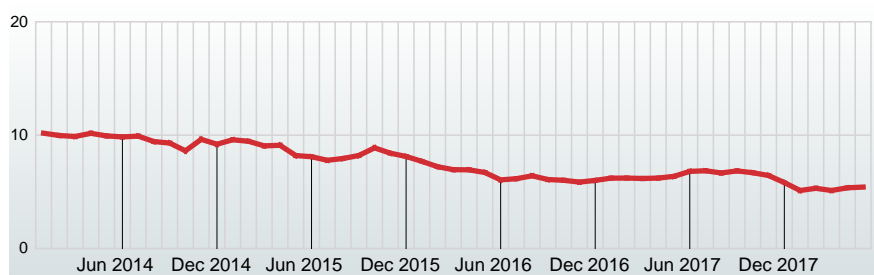
INDICATORS FOR MAY 2018



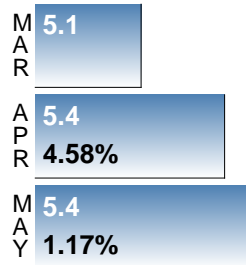
5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 7.3

3 MONTHS



High
Jan 2014 = 10.2
Low
Jan 2018 = 5.1
Months Supply this month at 5.4, below the 5 yr MAY 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	19	5.83%	8.8	12.0	0.0	0.0	0.0
\$10,001 \$30,000	48	14.72%	5.4	8.7	2.2	1.2	0.0
\$30,001 \$50,000	47	14.42%	7.2	12.4	4.9	1.7	0.0
\$50,001 \$130,000	85	26.07%	3.5	8.7	2.4	2.8	7.2
\$130,001 \$210,000	53	16.26%	4.2	18.7	3.2	3.5	4.0
\$210,001 \$350,000	43	13.19%	8.7	45.0	8.4	5.4	2.0
\$350,001 and up	31	9.51%	46.5	288.0	6.0	24.0	18.0
Market Supply of Inventory (MSI)	5.4	100%	5.4	13.0	3.1	3.6	5.1
Total Active Inventory by Units	326			171	112	35	8

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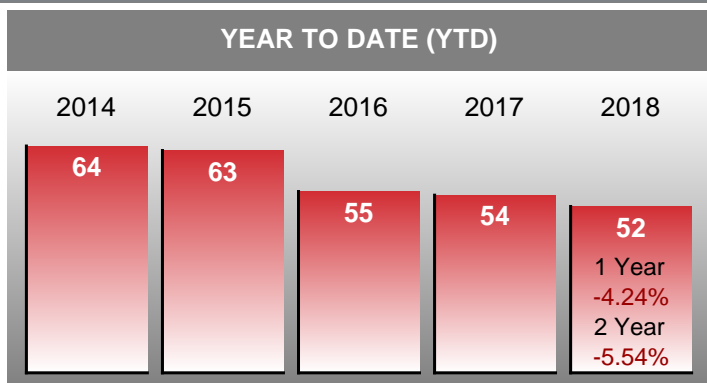
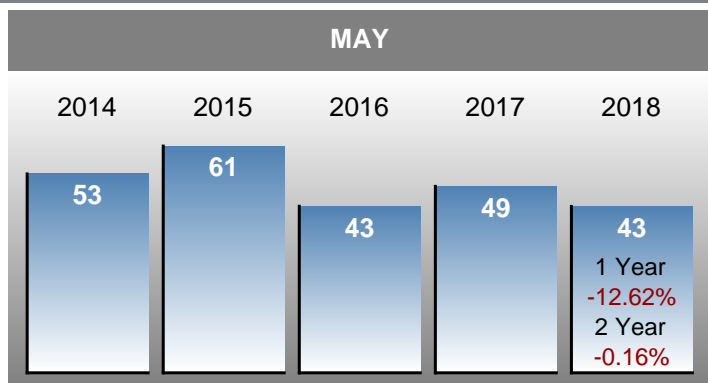
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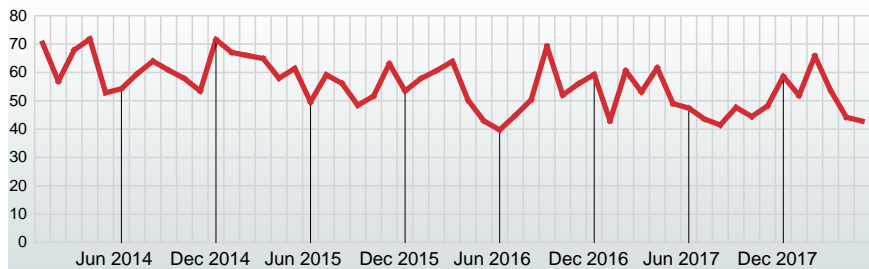
AVERAGE DAYS ON MARKET TO SALE

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



5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 50 **3 MONTHS**



High
Apr 2014 = 72
Low
Jun 2016 = 40
Average Days on Market
this month at **43**,
below the 5 yr MAY
average of **50**

MAR	54
APR	44
MAY	43
-17.61%	
-3.07%	

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
\$10,000 and less	1	1.69%	17.0	0.0	0.0	0.0	17.0
\$10,001 \$30,000	9	15.25%	34.3	19.0	42.0	0.0	0.0
\$30,001 \$70,000	11	18.64%	51.0	34.0	62.3	51.0	0.0
\$70,001 \$120,000	14	23.73%	52.4	0.0	54.2	0.0	28.0
\$120,001 \$170,000	10	16.95%	41.2	3.0	34.6	59.0	0.0
\$170,001 \$190,000	5	8.47%	20.8	0.0	25.8	0.0	1.0
\$190,001 and up	9	15.25%	43.4	0.0	25.5	79.3	0.0
Average Closed DOM			42.8	24.5	44.0	65.6	15.3
Total Closed Units		100%	42.8	8	40	8	3
Total Closed Volume			6,481,286	414.02K	4.45M	1.34M	270.50K

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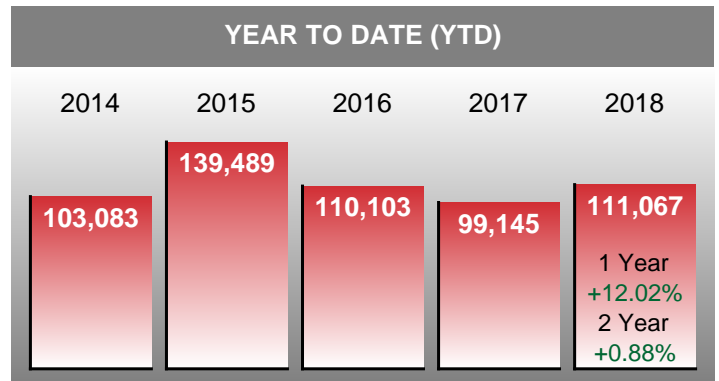
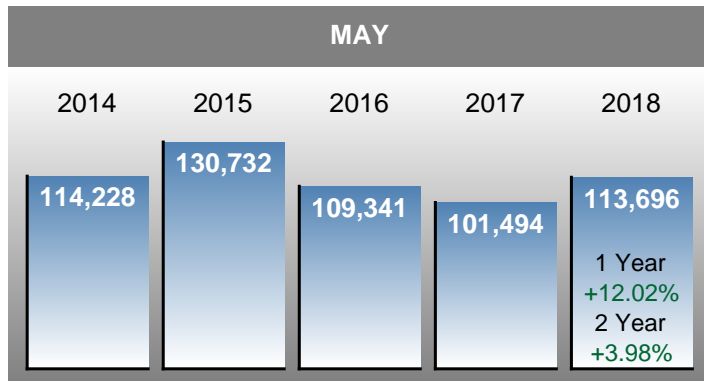
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AVERAGE LIST PRICE AT CLOSING

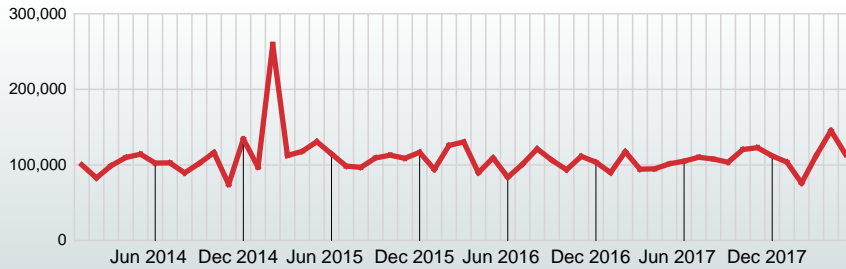
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 113,898

3 MONTHS



High
Feb 2015 = 259,451
Low
Nov 2014 = 74,288
Average List Price
this month at **113,696**,
below the 5 yr MAY
average of **113,898**

MAR 112,547
APR 145,350
29.15%
MAY 113,696
-21.78%

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
\$10,000 and less	2	3.39%	6,450	0	0	0	8,000
\$10,001 \$30,000	7	11.86%	21,185	19,667	22,166	0	0
\$30,001 \$70,000	10	16.95%	50,900	62,325	55,083	39,900	0
\$70,001 \$120,000	14	23.73%	97,514	0	105,900	0	98,500
\$120,001 \$170,000	12	20.34%	142,225	135,500	143,680	148,325	0
\$170,001 \$190,000	4	6.78%	182,875	0	189,625	0	172,500
\$190,001 and up	10	16.95%	223,450	0	214,216	249,900	0
Average List Price			113,696	55,475	115,060	172,863	93,000
Total Closed Units		100%	113,696	8	40	8	3
Total Closed Volume			6,708,089	443.80K	4.60M	1.38M	279.00K

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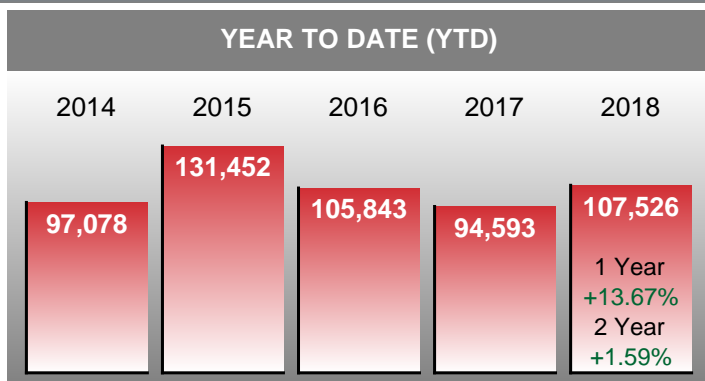
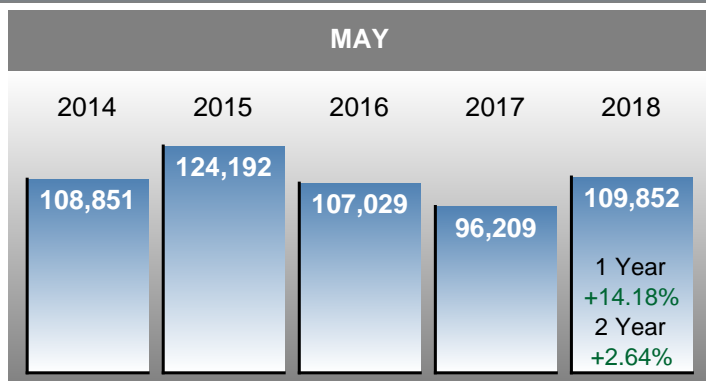
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AVERAGE SOLD PRICE AT CLOSING

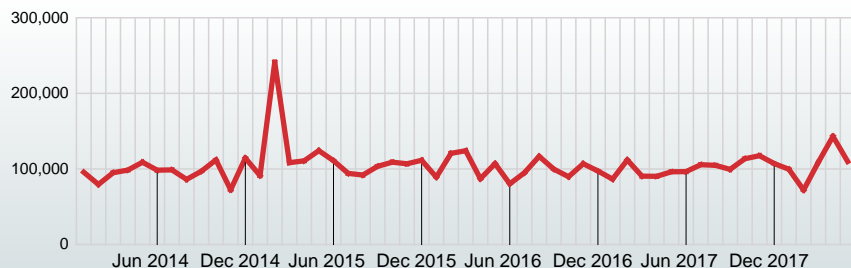
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 109,226

3 MONTHS



High
Feb 2015 = 241,116
Low
Feb 2018 = 72,118
Average Sold Price
this month at **109,852**,
above the 5 yr MAY
average of **109,226**

MAR 108,764
APR 143,135
31.60%
MAY 109,852
-23.25%

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
\$10,000 and less	1	1.69%	8,000	0	0	0	8,000
\$10,001 - \$30,000	9	15.25%	19,247	18,840	19,450	0	0
\$30,001 - \$70,000	11	18.64%	52,701	56,875	52,053	39,900	0
\$70,001 - \$120,000	14	23.73%	101,446	0	102,327	0	90,000
\$120,001 - \$170,000	10	16.95%	139,950	130,000	140,300	142,000	0
\$170,001 - \$190,000	5	8.47%	180,900	0	183,000	0	172,500
\$190,001 and up	9	15.25%	221,789	0	210,217	244,933	0
Average Sold Price			109,852	51,753	111,352	167,838	90,167
Total Closed Units		100%	109,852	8	40	8	3
Total Closed Volume			6,481,286	414.02K	4.45M	1.34M	270.50K

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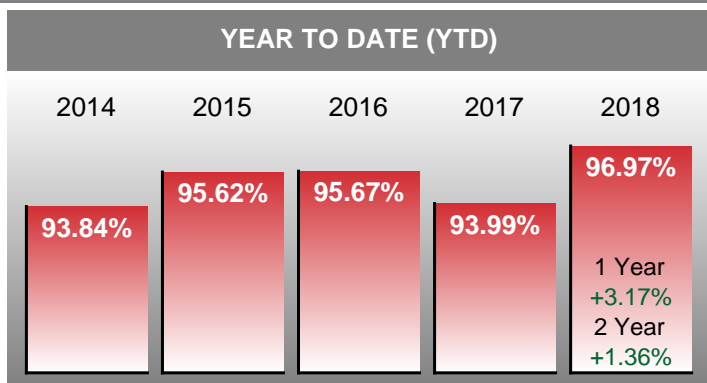
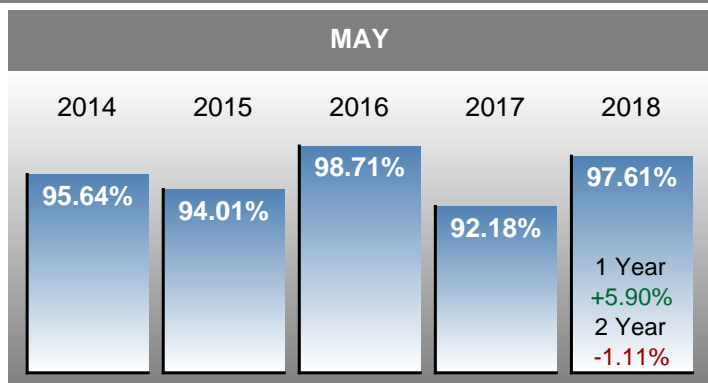
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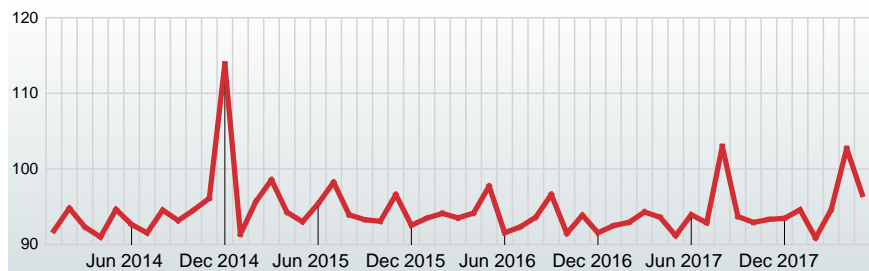
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 95.63% 3 MONTHS



High
Dec 2014 = 114.89%

Low
Feb 2018 = 91.87%

Average Sold/List Ratio this month at **97.61%**, above the 5 yr MAY average of **95.63%**

MAY	95.60%
APR	103.71%
MAR	8.48%
FEB	97.61%
JAN	-5.88%

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
\$10,000 and less	1	1.69%	100.00%	0.00%	0.00%	0.00%	100.00%
\$10,001 - \$30,000	9	15.25%	104.39%	95.18%	109.00%	0.00%	0.00%
\$30,001 - \$70,000	11	18.64%	93.76%	90.52%	94.89%	100.00%	0.00%
\$70,001 - \$120,000	14	23.73%	96.55%	0.00%	96.95%	0.00%	91.37%
\$120,001 - \$170,000	10	16.95%	96.75%	95.94%	97.71%	95.75%	0.00%
\$170,001 - \$190,000	5	8.47%	97.25%	0.00%	96.56%	0.00%	100.00%
\$190,001 and up	9	15.25%	98.09%	0.00%	98.19%	97.90%	0.00%
Average Sold/List Ratio			97.60%	92.94%	98.69%	97.09%	97.12%
Total Closed Units	59	100%	97.60%	8	40	8	3
Total Closed Volume	6,481,286			414.02K	4.45M	1.34M	270.50K

Ready to Buy or Sell Real Estate?

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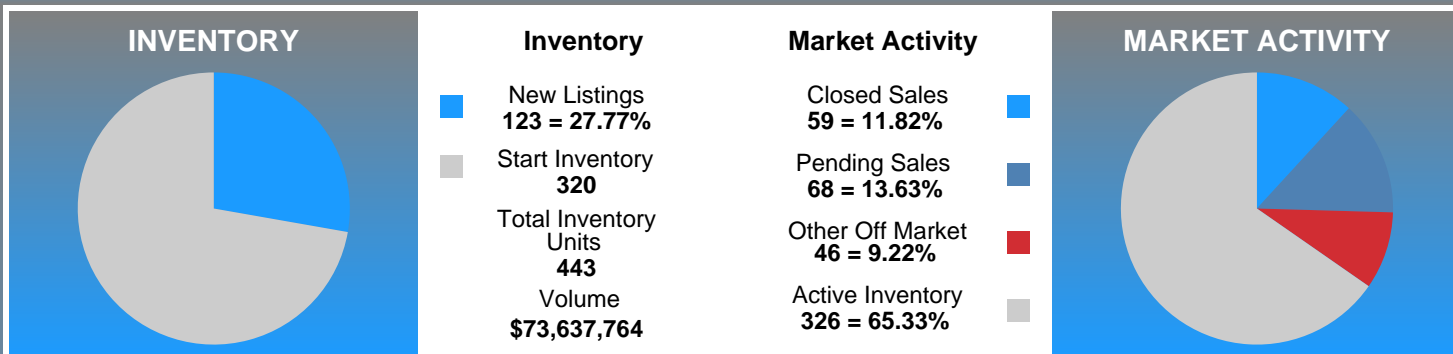
May 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

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

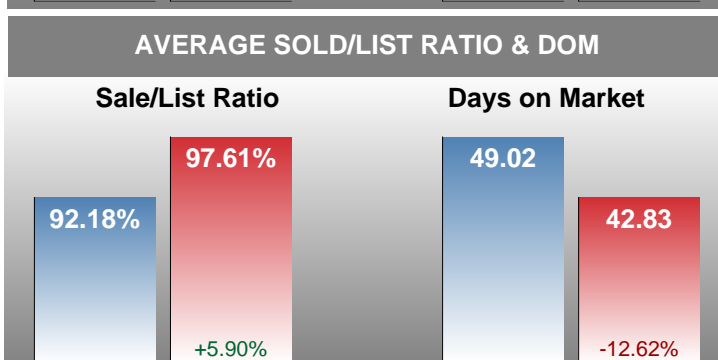
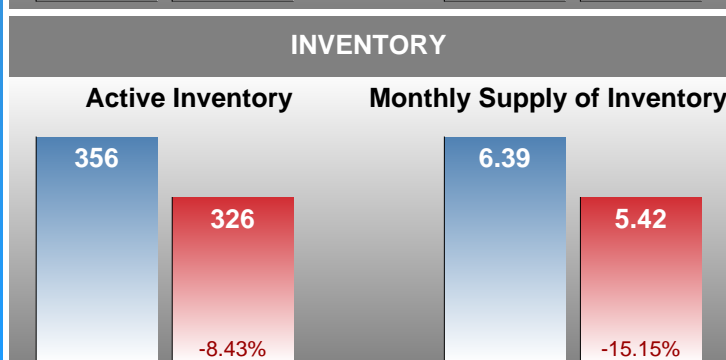
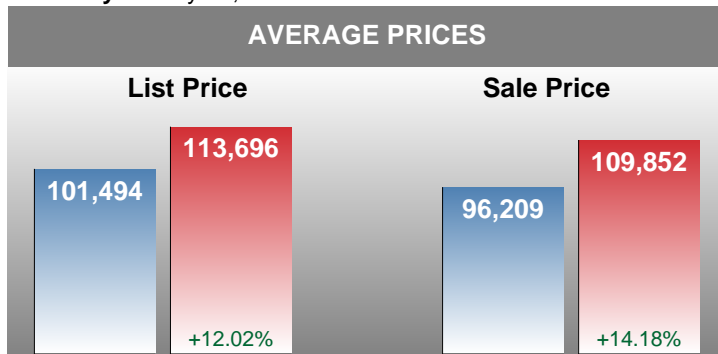
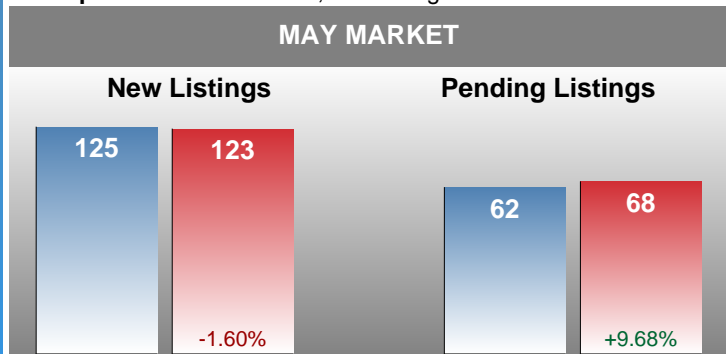


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	54	59	9.26%	259	321	23.94%
Pending Sales	62	68	9.68%	287	341	18.82%
New Listings	125	123	-1.60%	581	603	3.79%
Average List Price	101,494	113,696	12.02%	99,145	111,067	12.02%
Average Sale Price	96,209	109,852	14.18%	94,593	107,526	13.67%
Average Percent of Selling Price to List Price	92.18%	97.61%	5.90%	93.99%	96.97%	3.17%
Average Days on Market to Sale	49.02	42.83	-12.62%	54.05	51.76	-4.24%
Monthly Inventory	356	326	-8.43%	356	326	-8.43%
Months Supply of Inventory	6.39	5.42	-15.15%	6.39	5.42	-15.15%

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

Inventory on May 31, 2018 = 326

2017 2018



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