



October 2018

Area Delimited by County Of Muskogee

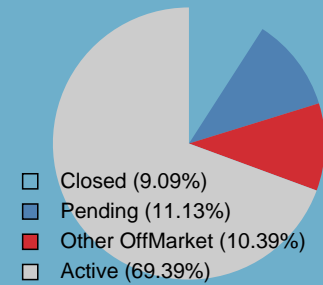


MONTHLY INVENTORY ANALYSIS

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%
Average List Price	120,373	123,710	2.77%
Average Sale Price	113,476	111,131	-2.07%
Average Percent of List Price to Selling Price	93.93%	94.86%	0.98%
Average Days on Market to Sale	44.45	48.98	10.19%
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.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **2.07%** in October 2018 to \$111,131 versus the previous year at \$113,476.

Average Days on Market Lengthens

The average number of **48.98** days that homes spent on the market before selling increased by 4.53 days or **10.19%** in October 2018 compared to last year's same month at **44.45** DOM.

Sales Success for October 2018 is Positive

Overall, with Average 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.

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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.

Are You Ready to Buy or Sell Real Estate?

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

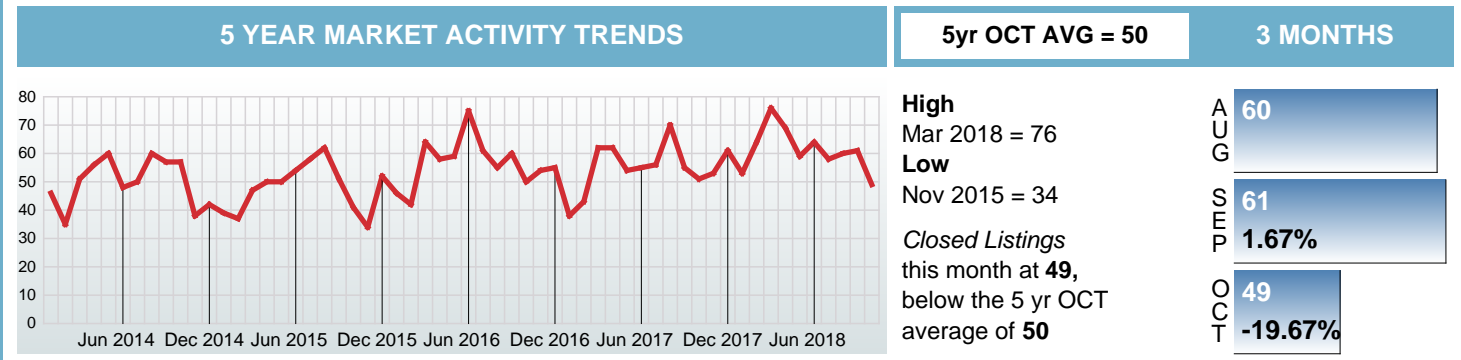
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CLOSED LISTINGS

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



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	4	8.16%	77.5	3	1	0	0
\$20,001 - \$40,000	6	12.24%	26.8	2	4	0	0
\$40,001 - \$50,000	5	10.20%	53.2	1	3	1	0
\$50,001 - \$100,000	15	30.61%	59.7	5	9	0	1
\$100,001 - \$130,000	6	12.24%	34.3	0	5	1	0
\$130,001 - \$190,000	8	16.33%	39.5	1	3	4	0
\$190,001 and up	5	10.20%	49.0	1	1	3	0
Total Closed Units	49			13	26	9	1
Total Closed Volume	5,445,431	100%	49.0	979.50K	2.84M	1.56M	67.00K
Average Closed Price	\$111,131			\$75,346	\$109,247	\$173,167	\$67,000

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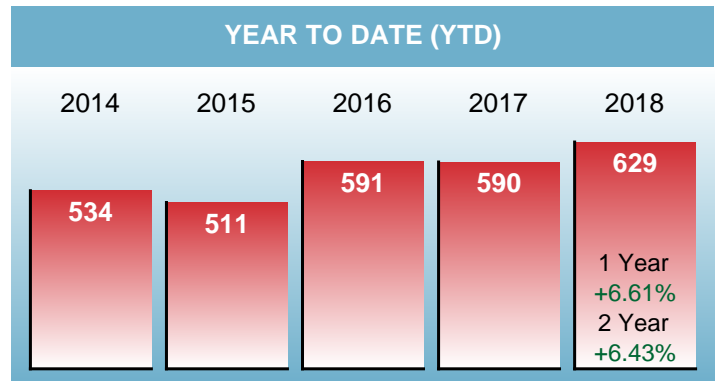
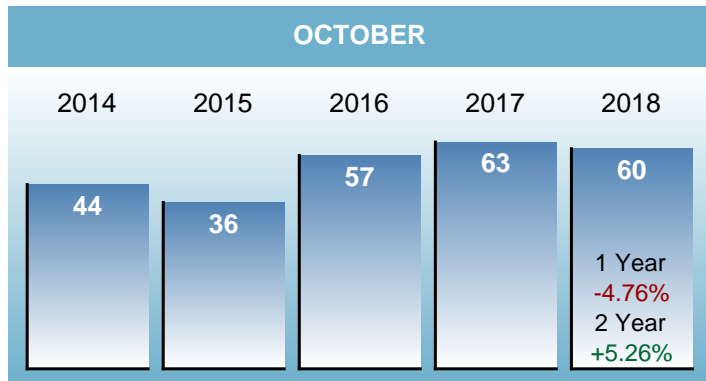
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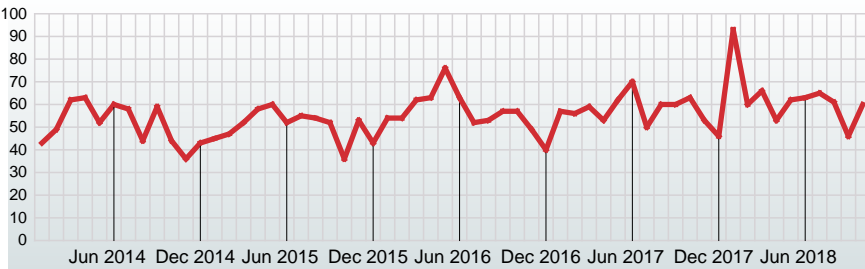


PENDING LISTINGS

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



5 YEAR MARKET ACTIVITY TRENDS

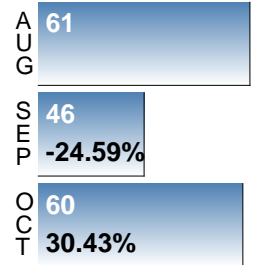


5yr OCT AVG = 52

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		%	AVDOM	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%	56.9	2	7	1	0
\$50,001 - \$70,000	9	15.00%	76.9	4	3	2	0
\$70,001 - \$130,000	16	26.67%	56.8	3	10	3	0
\$130,001 - \$170,000	9	15.00%	66.7	0	6	3	0
\$170,001 - \$260,000	8	13.33%	69.6	2	5	1	0
\$260,001 and up	6	10.00%	71.0	2	2	1	1
Total Pending Units	60			14	34	11	1
Total Pending Volume	7,695,499	100%	66.4	1.93M	3.94M	1.56M	269.90K
Average Listing Price	\$56,814			\$137,707	\$115,815	\$141,818	\$269,900

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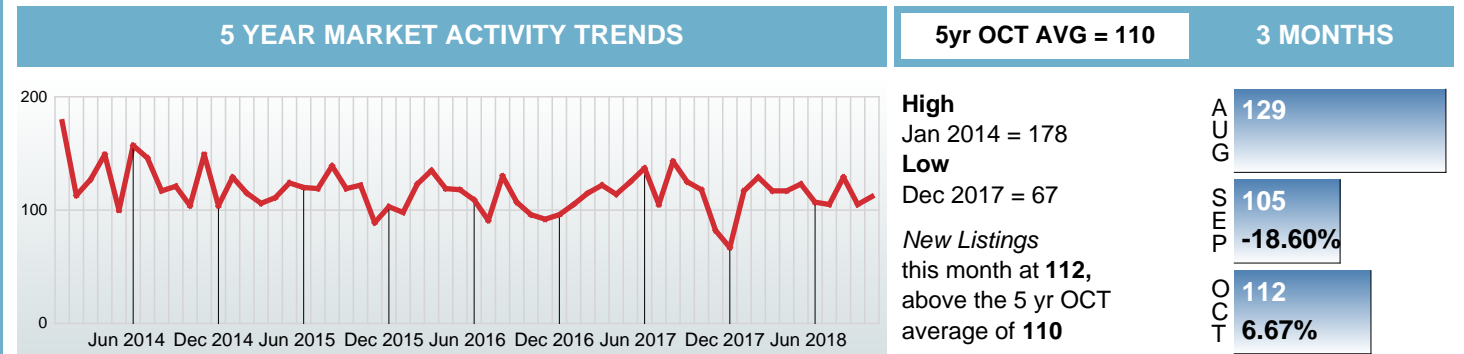
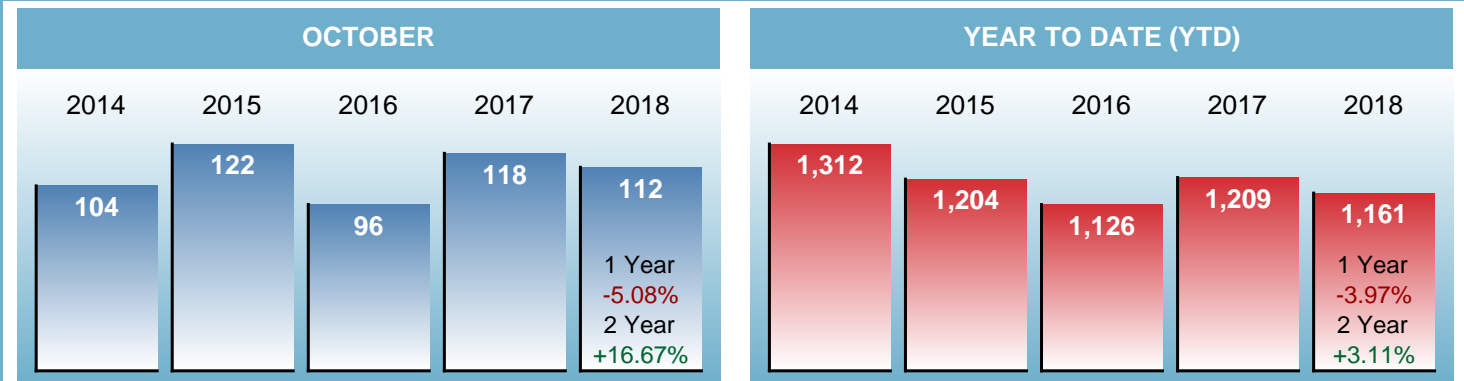
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NEW LISTINGS

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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
Average New Listed Listing Price	\$24,000		\$126,210	\$125,064	\$175,105	\$269,900

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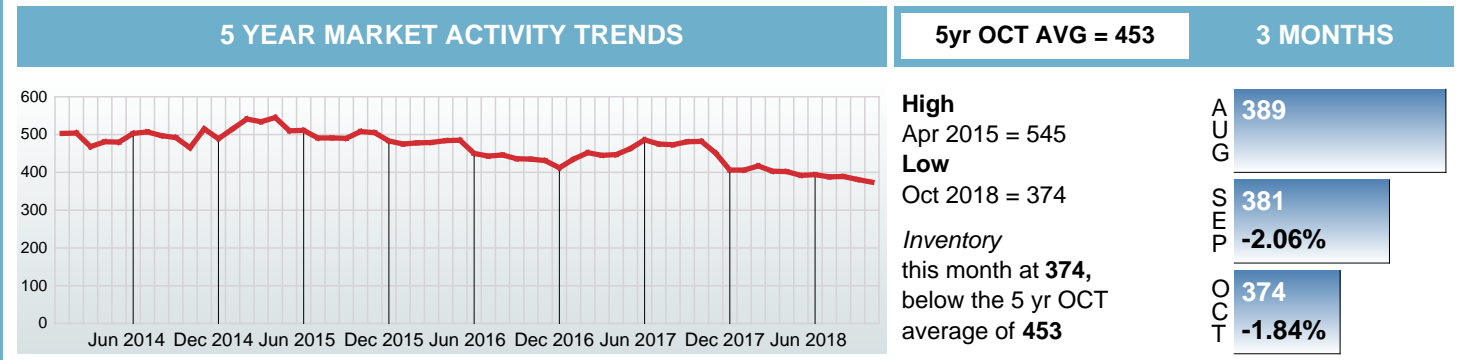
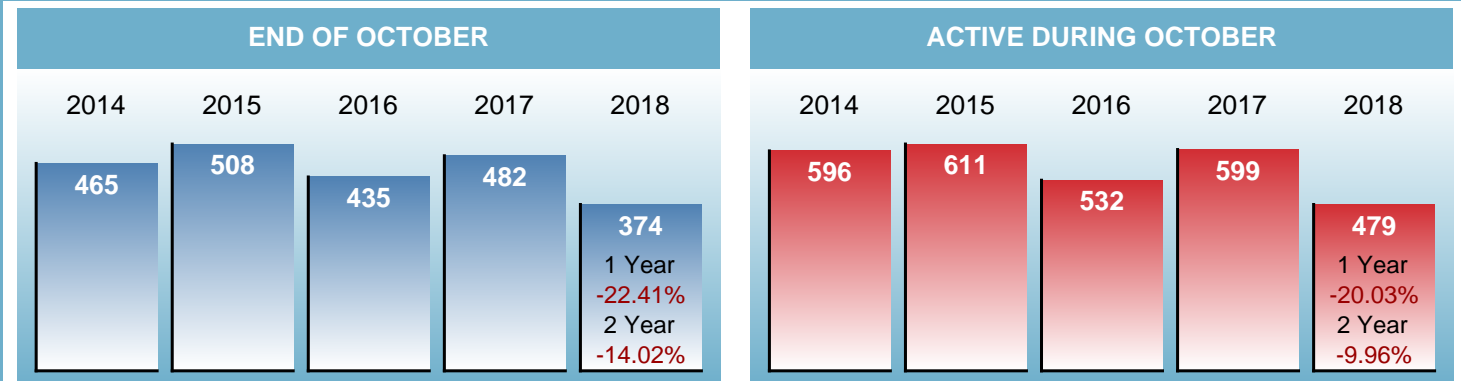
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ACTIVE INVENTORY

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



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	64	17.11%	78.3	53	10	1	0
\$25,001-\$50,000	66	17.65%	121.4	42	19	5	0
\$50,001-\$125,000	90	24.06%	69.0	28	46	14	2
\$125,001-\$175,000	61	16.31%	64.1	12	39	10	0
\$175,001-\$325,000	56	14.97%	83.1	19	22	14	1
\$325,001 and up	37	9.89%	92.5	21	6	5	5
Total Active Inventory by Units	374			175	142	49	8
Total Active Inventory by Volume	64,845,891	100%	83.5	34.89M	18.71M	8.64M	2.61M
Average Active Inventory Listing Price	\$173,385			\$199,364	\$131,736	\$176,259	\$326,763

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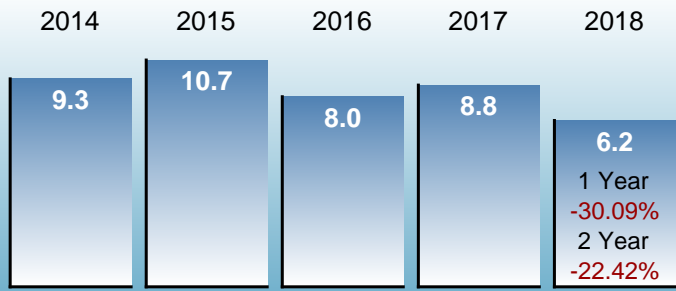
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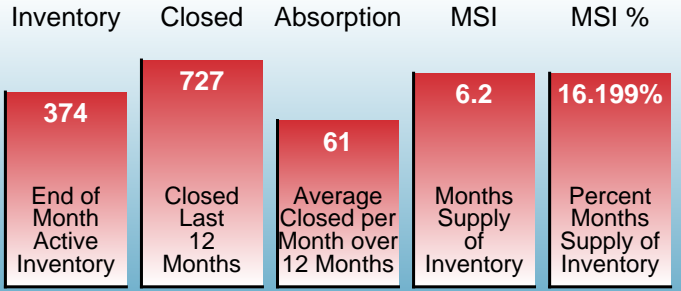
MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR OCTOBER



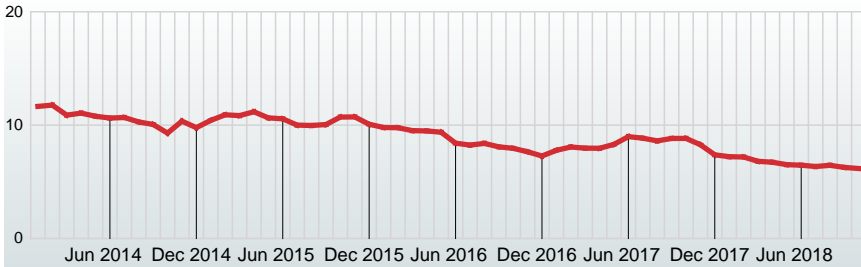
INDICATORS FOR OCTOBER 2018



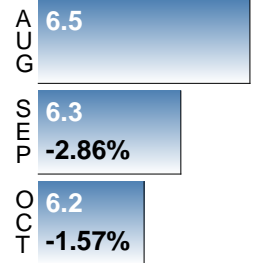
5 YEAR MARKET ACTIVITY TRENDS

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			13.3	4.0	4.5	6.4
		100%	6.2				
Total Active Inventory by Units	374			175	142	49	8

Ready to Buy or Sell Real Estate?

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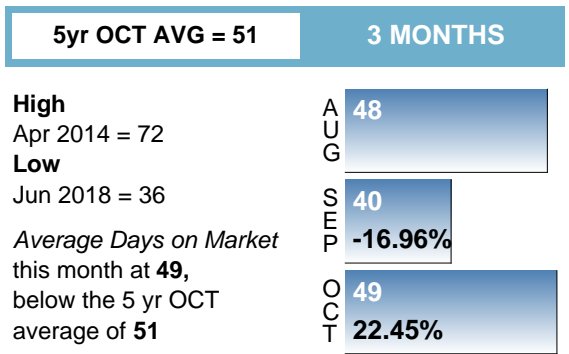
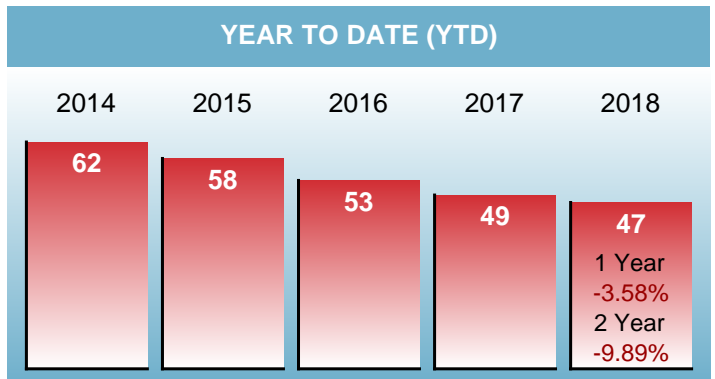
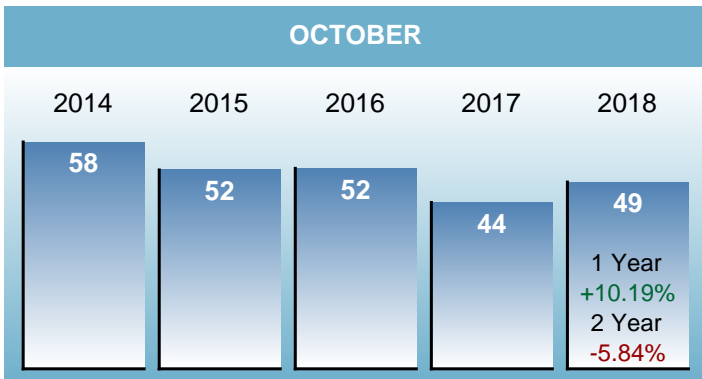
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AVERAGE DAYS ON MARKET TO SALE

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



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	8.16%	77.5	101.3	6.0	0.0	0.0
\$20,001 \$40,000	6	12.24%	26.8	20.5	30.0	0.0	0.0
\$40,001 \$50,000	5	10.20%	53.2	22.0	72.7	26.0	0.0
\$50,001 \$100,000	15	30.61%	59.7	48.6	64.4	0.0	73.0
\$100,001 \$130,000	6	12.24%	34.3	0.0	30.0	56.0	0.0
\$130,001 \$190,000	8	16.33%	39.5	14.0	75.7	18.8	0.0
\$190,001 and up	5	10.20%	49.0	143.0	12.0	30.0	0.0
Average Closed DOM	49.0			59.0	50.5	27.4	73.0
Total Closed Units	49	100%	49.0	13	26	9	1
Total Closed Volume	5,445,431			979.50K	2.84M	1.56M	67.00K

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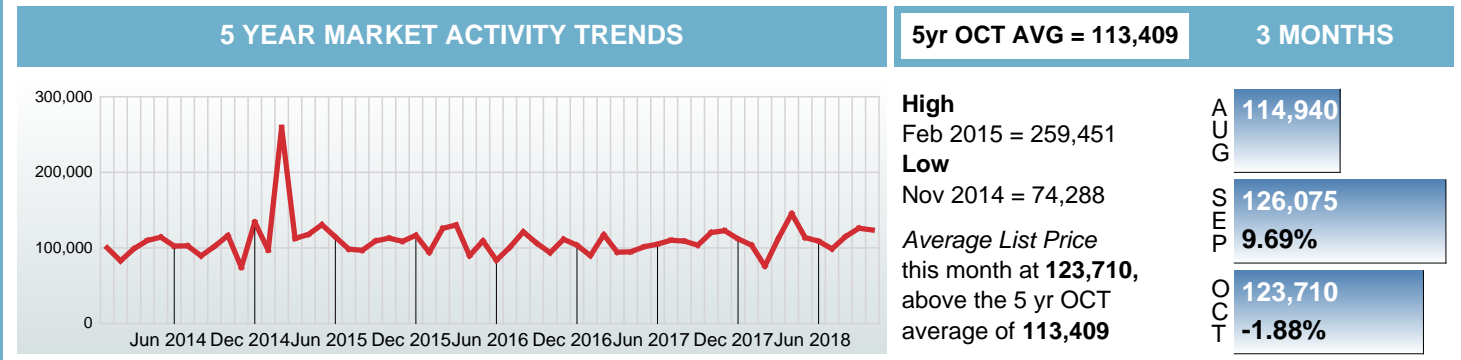
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AVERAGE LIST PRICE AT CLOSING

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



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	4	8.16%	16,225	18,467	14,000	0	0
\$20,001 \$40,000	5	10.20%	28,200	31,500	28,725	0	0
\$40,001 \$50,000	5	10.20%	45,590	45,750	47,633	49,900	0
\$50,001 \$100,000	17	34.69%	77,156	80,640	77,350	0	81,800
\$100,001 \$130,000	5	10.20%	119,340	0	112,060	114,900	0
\$130,001 \$190,000	7	14.29%	159,386	154,500	159,633	169,325	0
\$190,001 and up	6	12.24%	433,983	345,000	1,300,000	254,633	0
Average List Price			123,710	82,065	127,198	178,444	81,800
Total Closed Units		100%	123,710	13	26	9	1
Total Closed Volume			6,061,799	1.07M	3.31M	1.61M	81.80K

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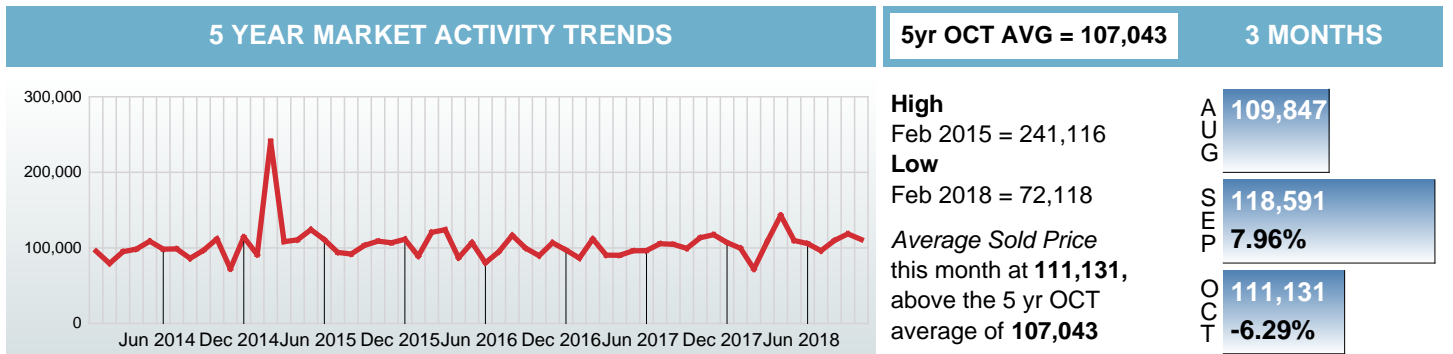
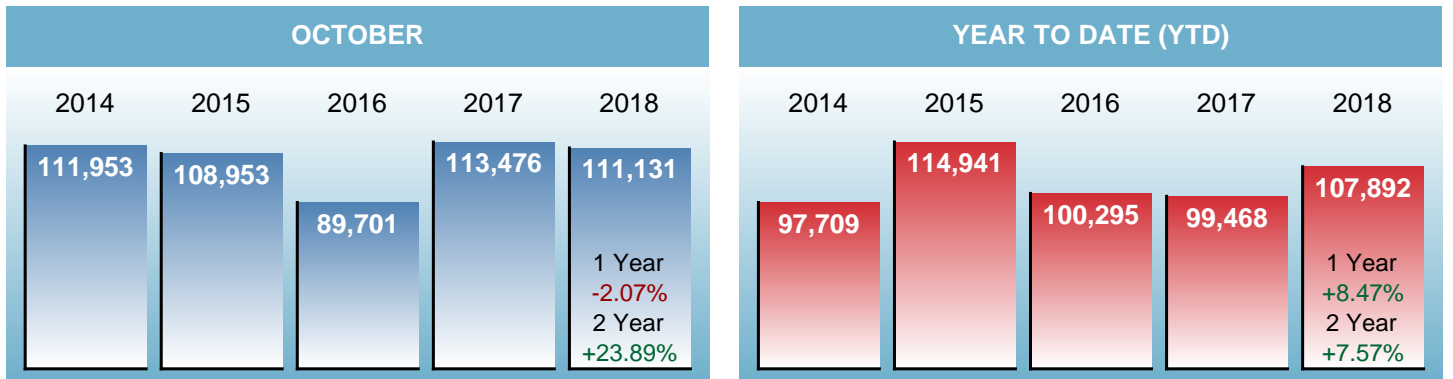
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AVERAGE SOLD PRICE AT CLOSING

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



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	8.16%	14,900	15,167	14,100	0	0
\$20,001 \$40,000	6	12.24%	28,333	30,500	27,250	0	0
\$40,001 \$50,000	5	10.20%	44,970	42,000	44,317	49,900	0
\$50,001 \$100,000	15	30.61%	74,858	76,200	74,986	0	67,000
\$100,001 \$130,000	6	12.24%	112,700	0	112,260	114,900	0
\$130,001 \$190,000	8	16.33%	156,438	152,000	146,067	165,325	0
\$190,001 and up	5	10.20%	388,081	298,000	910,000	244,135	0
Average Sold Price			111,131	75,346	109,247	173,167	67,000
Total Closed Units		100%	111,131	13	26	9	1
Total Closed Volume			5,445,431	979.50K	2.84M	1.56M	67.00K

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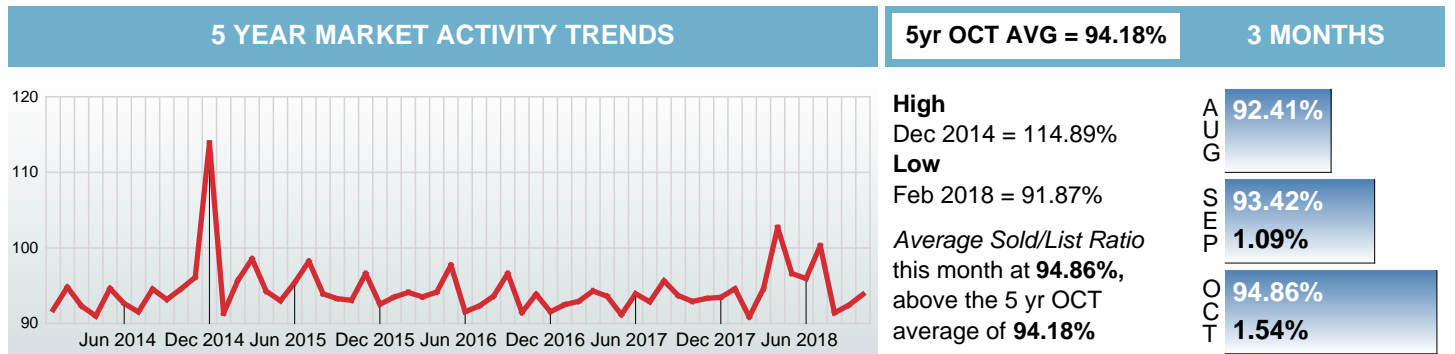
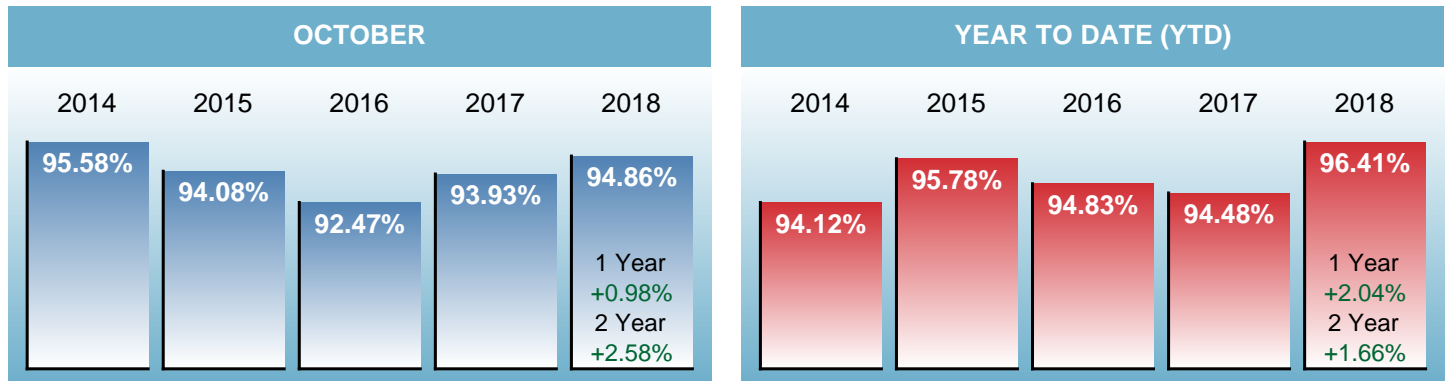
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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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	8.16%	88.22%	84.05%	100.71%	0.00%	0.00%
\$20,001 \$40,000	6	12.24%	96.42%	96.43%	96.42%	0.00%	0.00%
\$40,001 \$50,000	5	10.20%	94.66%	91.80%	93.84%	100.00%	0.00%
\$50,001 \$100,000	15	30.61%	95.49%	96.01%	96.71%	0.00%	81.91%
\$100,001 \$130,000	6	12.24%	100.20%	0.00%	100.24%	100.00%	0.00%
\$130,001 \$190,000	8	16.33%	95.83%	98.38%	92.42%	97.74%	0.00%
\$190,001 and up	5	10.20%	88.61%	86.38%	70.00%	95.56%	0.00%
Average Sold/List Ratio		94.90%		92.43%	95.64%	97.51%	81.91%
Total Closed Units	49	100%	94.90%	13	26	9	1
Total Closed Volume	5,445,431			979.50K	2.84M	1.56M	67.00K

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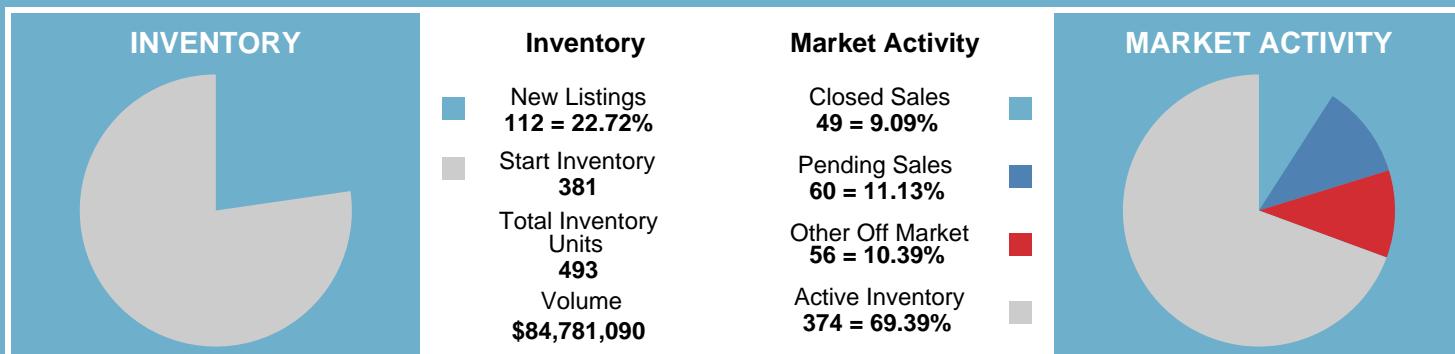
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MARKET SUMMARY

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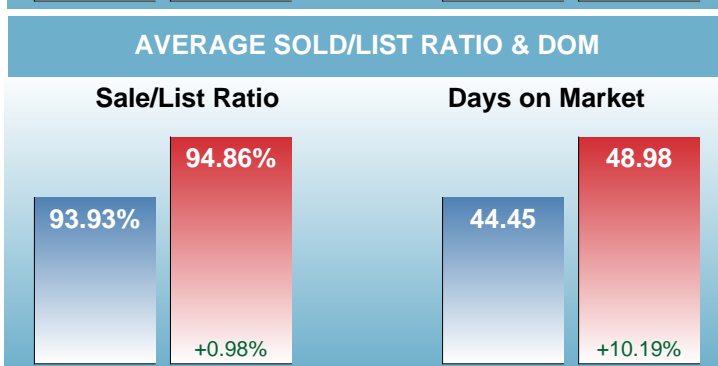
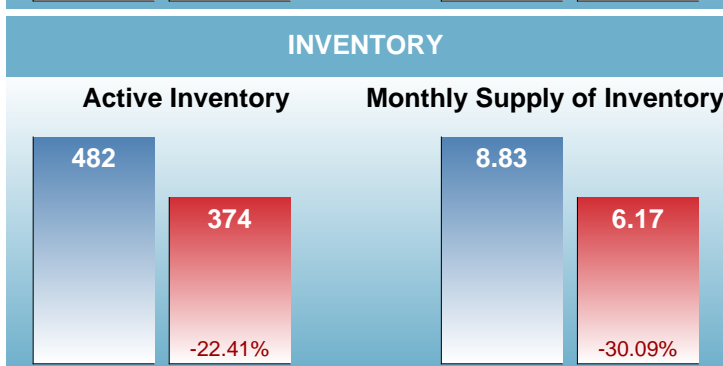
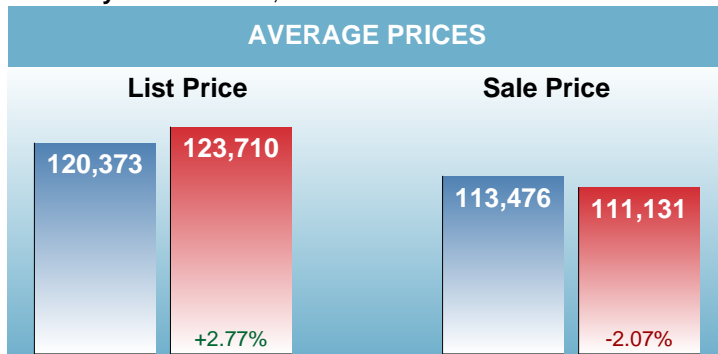
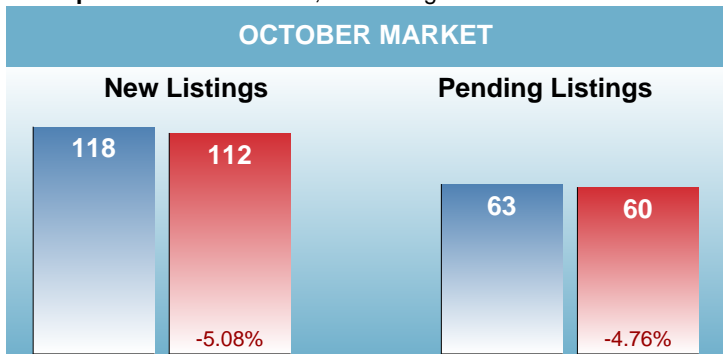


Compared Metrics	October			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	51	49	-3.92%	546	613	12.27%
Pending Sales	63	60	-4.76%	590	629	6.61%
New Listings	118	112	-5.08%	1,209	1,161	-3.97%
Average List Price	120,373	123,710	2.77%	104,574	112,565	7.64%
Average Sale Price	113,476	111,131	-2.07%	99,468	107,892	8.47%
Average Percent of Selling Price to List Price	93.93%	94.86%	0.98%	94.48%	96.41%	2.04%
Average Days on Market to Sale	44.45	48.98	10.19%	49.15	47.39	-3.58%
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**



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