

## August 2018

Area Delimited by County Of Muskogee

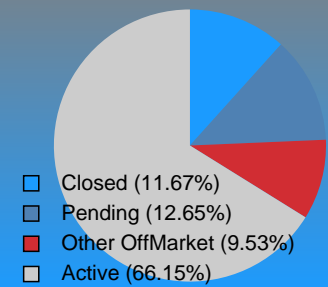


## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	August		
	2017	2018	+/-%
Closed Listings	70	60	-14.29%
Pending Listings	60	65	8.33%
New Listings	143	129	-9.79%
Median List Price	90,750	109,950	21.16%
Median Sale Price	93,500	103,748	10.96%
Median Percent of List Price to Selling Price	97.30%	96.18%	-1.15%
Median Days on Market to Sale	33.00	24.00	-27.27%
End of Month Inventory	367	340	-7.36%
Months Supply of Inventory	6.68	5.65	-15.44%

## MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **60** Sales/Month  
**Active Inventory** as of August 31, 2018 = **340**

## Analysis Wrap-Up

## What's in this Issue

## Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2018 decreased **7.36%** to 340 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 **5.65** 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 **10.96%** in August 2018 to \$103,748 versus the previous year at \$93,500.

## Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 9.00 days or **27.27%** in August 2018 compared to last year's same month at **33.00** DOM.

## Sales Success for August 2018 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 129 New Listings in August 2018, down **9.79%** from last year at 143. Furthermore, there were 60 Closed Listings this month versus last year at 70, a **-14.29%** decrease.

Closed versus Listed trends yielded a **46.5%** ratio, down from previous year's, August 2017, at **49.0%**, a **4.98%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.

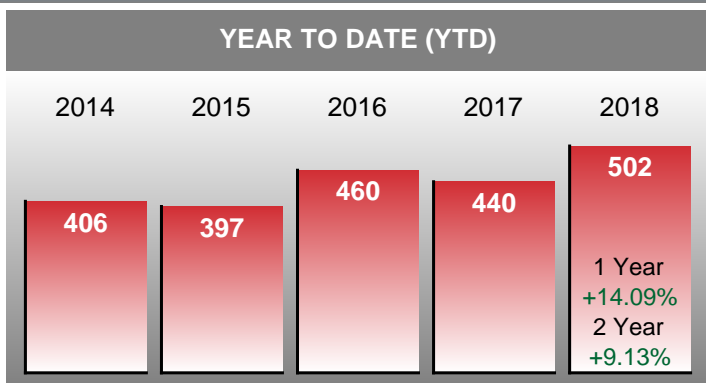
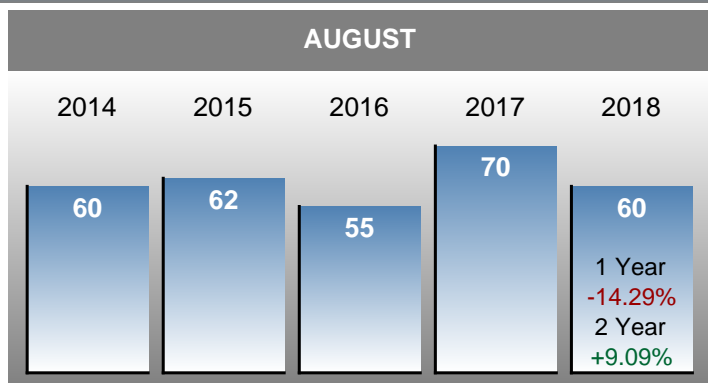
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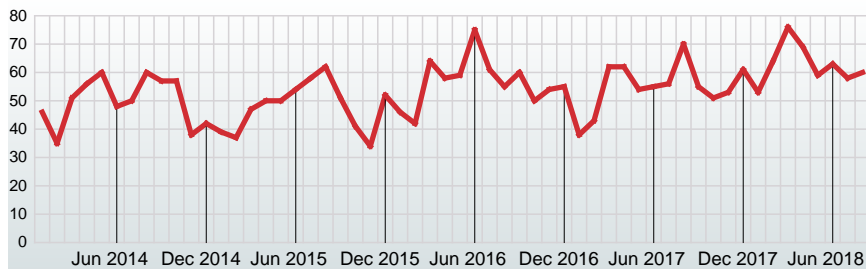


## CLOSED LISTINGS

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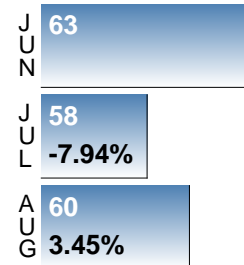
### 5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 61

3 MONTHS

High  
Mar 2018 = 76  
Low  
Nov 2015 = 34  
Closed Listings  
this month at 60,  
below the 5 yr AUG  
average of 61



### 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	5	8.33%	60.0	3	2	0	0
\$20,001 - \$40,000	7	11.67%	83.0	2	5	0	0
\$40,001 - \$70,000	8	13.33%	21.5	3	4	1	0
\$70,001 - \$120,000	17	28.33%	20.0	2	13	2	0
\$120,001 - \$150,000	7	11.67%	14.0	0	5	2	0
\$150,001 - \$190,000	10	16.67%	8.5	0	6	4	0
\$190,001 and up	6	10.00%	52.5	0	5	0	1
<b>Total Closed Units</b>	<b>60</b>			<b>10</b>	<b>40</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>6,590,791</b>	<b>100%</b>	<b>24.0</b>	<b>426.40K</b>	<b>4.62M</b>	<b>1.19M</b>	<b>354.50K</b>
<b>Median Closed Price</b>	<b>\$103,748</b>			<b>\$41,000</b>	<b>\$108,498</b>	<b>\$139,900</b>	<b>\$354,500</b>

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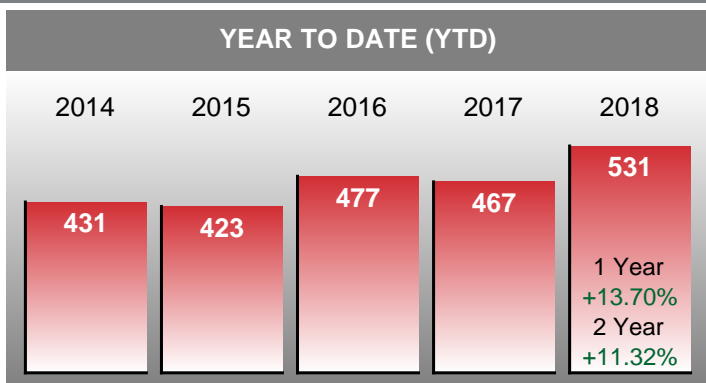
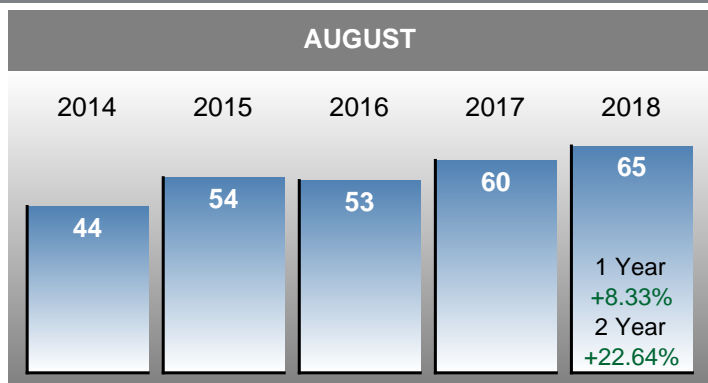
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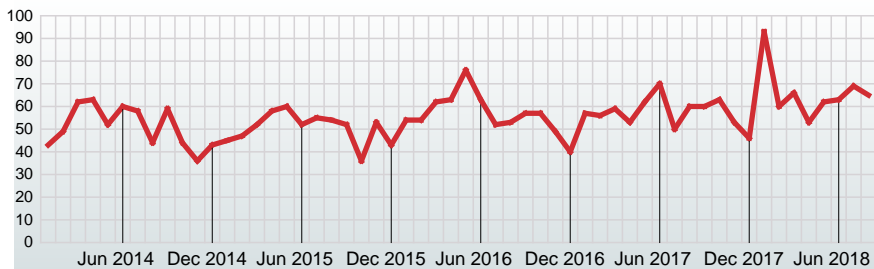
## PENDING LISTINGS

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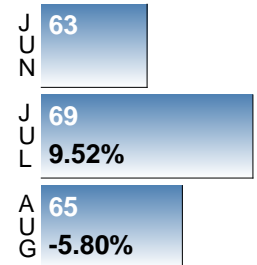


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 55**      **3 MONTHS**



**High**  
Jan 2018 = 93  
**Low**  
Oct 2015 = 36  
*Pending Listings*  
this month at **65**,  
above the 5 yr AUG  
average of **55**



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.23%	11.5	3	3	0	0
\$40,001 - \$50,000	6	9.23%	50.5	2	3	1	0
\$50,001 - \$80,000	10	15.38%	20.0	3	5	2	0
\$80,001 - \$140,000	18	27.69%	34.0	3	12	3	0
\$140,001 - \$180,000	9	13.85%	62.0	0	3	5	1
\$180,001 - \$260,000	9	13.85%	8.0	0	5	4	0
\$260,001 and up	7	10.77%	27.0	1	2	3	1
<b>Total Pending Units</b>	<b>65</b>			<b>12</b>	<b>33</b>	<b>18</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>10,009,201,350</b>	<b>100%</b>	<b>24.0</b>	<b>10.00B</b>	<b>4.83M</b>	<b>3.21M</b>	<b>518.50K</b>
<b>Median Listing Price</b>	<b>\$109,900</b>			<b>\$56,900</b>	<b>\$99,500</b>	<b>\$161,200</b>	<b>\$259,250</b>

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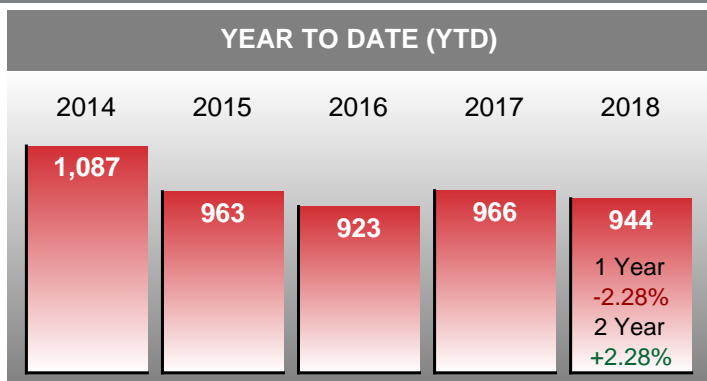
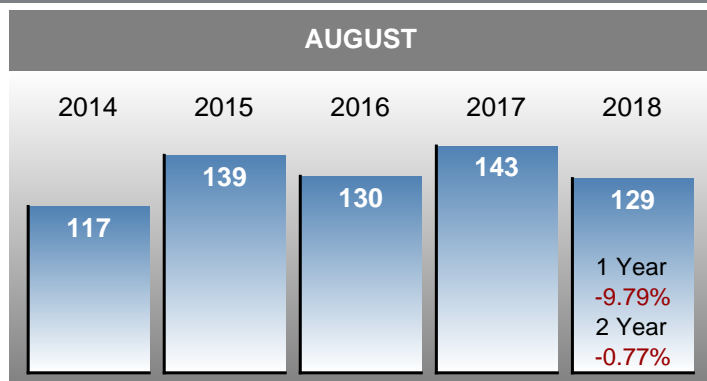
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## NEW LISTINGS

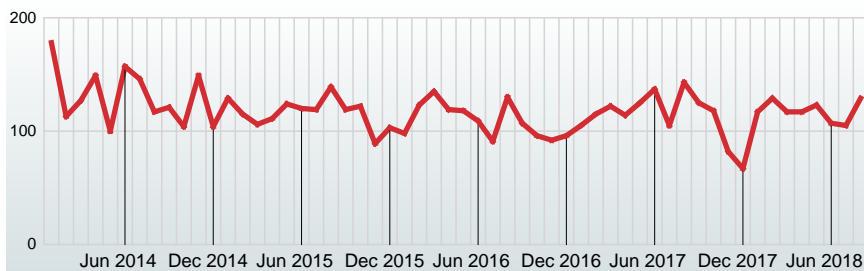
Report produced on Sep 12, 2018 for MLS Technology Inc.



### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 132

3 MONTHS



**High**  
Jan 2014 = 178  
**Low**  
Dec 2017 = 67  
*New Listings*  
this month at **129**,  
below the 5 yr AUG  
average of **132**

JUN	107
JUL	105 -1.87%
AUG	129 22.86%

### 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	16	12.40%	14	2	0	0
\$20,001 - \$30,000	14	10.85%	8	4	2	0
\$30,001 - \$60,000	15	11.63%	9	5	1	0
\$60,001 - \$130,000	33	25.58%	6	21	4	2
\$130,001 - \$180,000	18	13.95%	4	6	8	0
\$180,001 - \$330,000	20	15.50%	2	15	2	1
\$330,001 and up	13	10.08%	5	4	2	2
<b>Total New Listed Units</b>	<b>129</b>		<b>48</b>	<b>57</b>	<b>19</b>	<b>5</b>
<b>Total New Listed Volume</b>	<b>26,783,051</b>	<b>100%</b>	<b>13.59M</b>	<b>8.74M</b>	<b>2.95M</b>	<b>1.50M</b>
<b>Median New Listed Listing Price</b>	<b>\$98,500</b>		<b>\$36,750</b>	<b>\$126,500</b>	<b>\$139,900</b>	<b>\$325,000</b>

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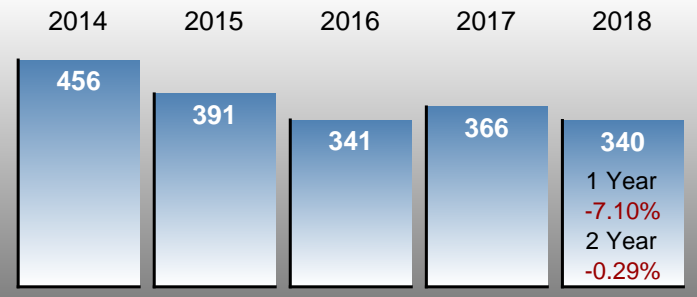
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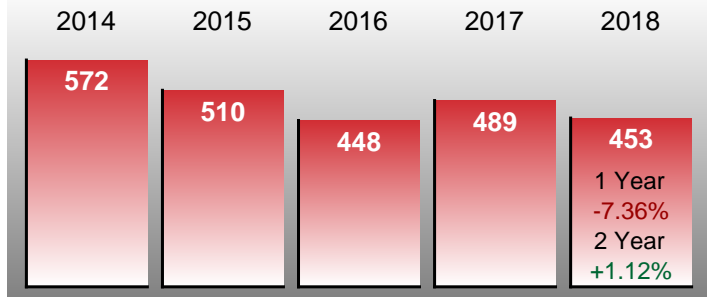
## ACTIVE INVENTORY

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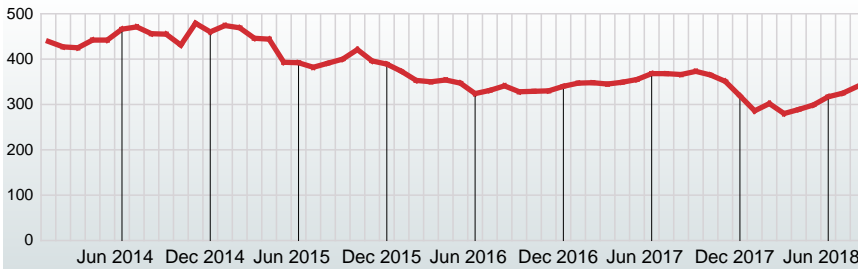
### END OF AUGUST



### ACTIVE DURING AUGUST



### 5 YEAR MARKET ACTIVITY TRENDS



5yr AUG AVG = 379

3 MONTHS

High  
Nov 2014 = 479

Low  
Mar 2018 = 280

Inventory  
this month at **340**,  
below the 5 yr AUG  
average of **379**

JUN 317

JUL 325  
2.52%

AUG 340  
4.62%

### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	36	10.59%	46.5	34	1	1	0
\$20,001 - \$30,000	26	7.65%	75.5	17	6	3	0
\$30,001 - \$60,000	63	18.53%	78.0	37	22	4	0
\$60,001 - \$130,000	80	23.53%	48.5	25	42	9	4
\$130,001 - \$200,000	57	16.76%	51.0	15	30	11	1
\$200,001 - \$370,000	44	12.94%	86.5	17	12	13	2
\$370,001 and up	34	10.00%	84.0	22	7	2	3
<b>Total Active Inventory by Units</b>	<b>340</b>			<b>167</b>	<b>120</b>	<b>43</b>	<b>10</b>
<b>Total Active Inventory by Volume</b>	<b>65,071,973</b>	<b>100%</b>	<b>66.0</b>	<b>38.08M</b>	<b>16.89M</b>	<b>7.39M</b>	<b>2.71M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$93,500</b>			<b>\$54,500</b>	<b>\$106,750</b>	<b>\$145,000</b>	<b>\$241,750</b>

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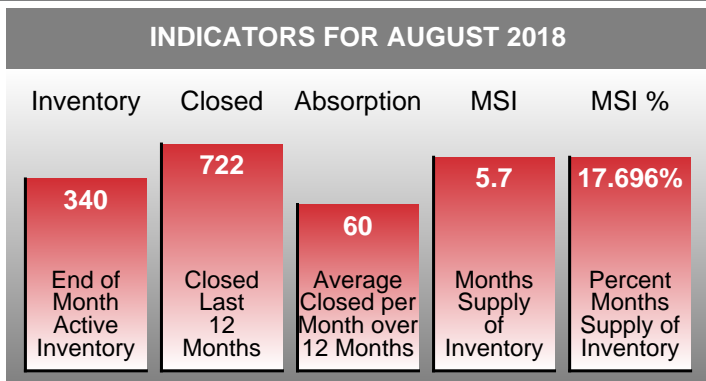
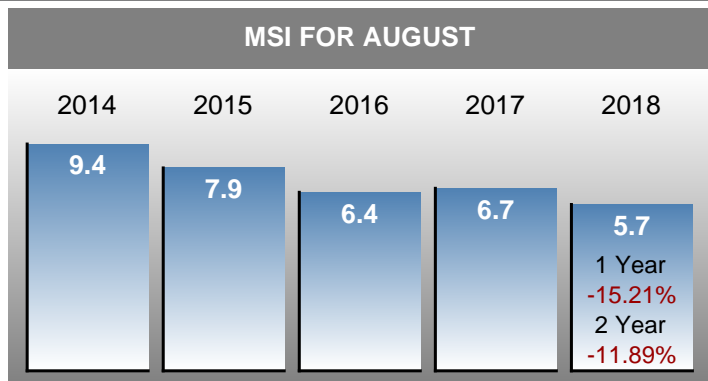
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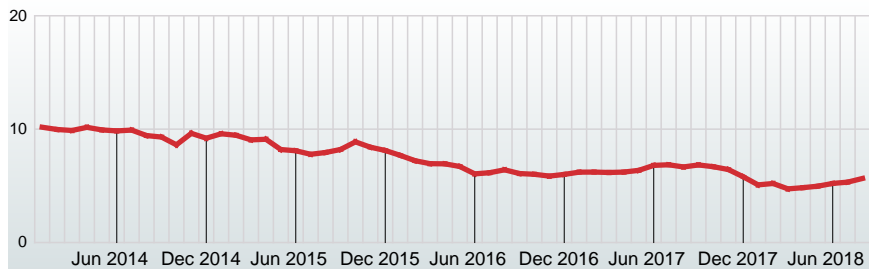


## MONTHS SUPPLY of INVENTORY (MSI)

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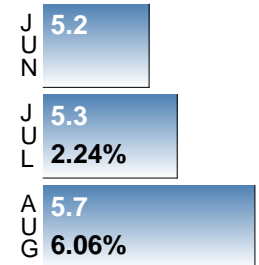


### 5 YEAR MARKET ACTIVITY TRENDS



**5yr AUG AVG = 7.2**      **3 MONTHS**

**High**  
Jan 2014 = 10.2  
**Low**  
Mar 2018 = 4.7  
*Months Supply this month at 5.7, below the 5 yr AUG average of 7.2*



### 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
\$20,000 and less	36	10.59%	4.9	7.3	0.5	1.7	0.0
\$20,001 - \$30,000	26	7.65%	6.8	10.7	2.9	18.0	0.0
\$30,001 - \$60,000	63	18.53%	6.9	12.3	4.6	4.0	0.0
\$60,001 - \$130,000	80	23.53%	3.9	10.7	2.7	3.4	16.0
\$130,001 - \$200,000	57	16.76%	4.2	20.0	3.3	3.4	4.0
\$200,001 - \$370,000	44	12.94%	8.1	51.0	6.0	5.0	4.0
\$370,001 and up	34	10.00%	102.0	264.0	42.0	0.0	36.0
<b>Market Supply of Inventory (MSI)</b>	<b>5.7</b>	<b>100%</b>	<b>5.7</b>	<b>13.1</b>	<b>3.4</b>	<b>4.2</b>	<b>7.1</b>
<b>Total Active Inventory by Units</b>	<b>340</b>			<b>167</b>	<b>120</b>	<b>43</b>	<b>10</b>

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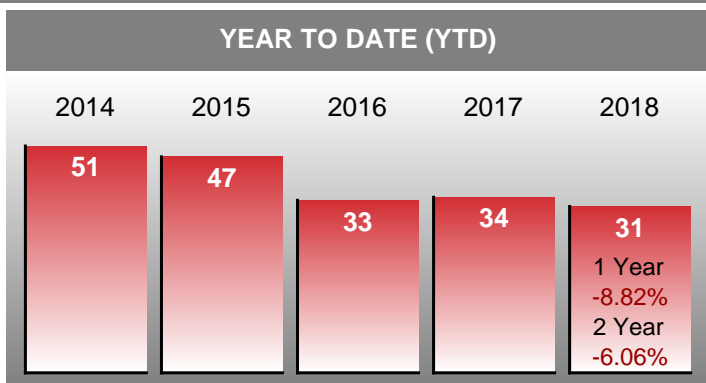
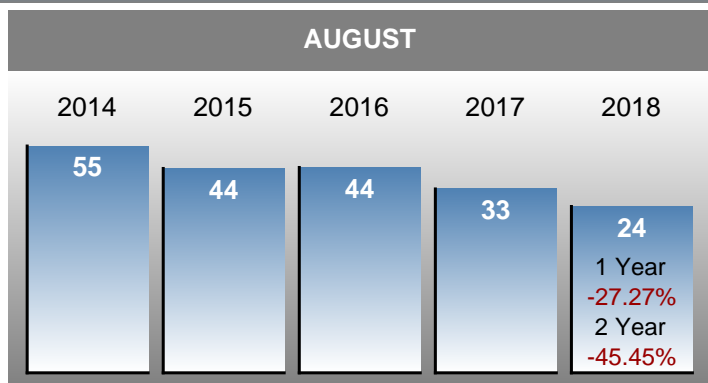
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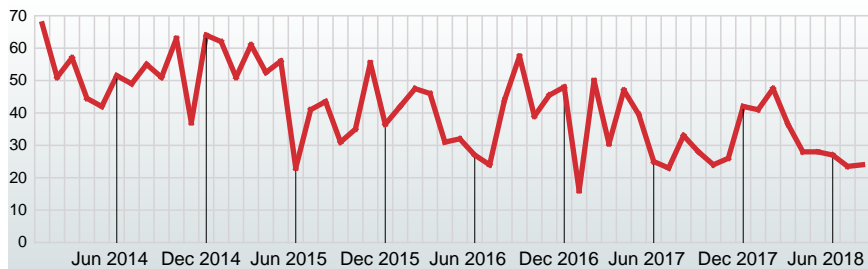
## MEDIAN DAYS ON MARKET TO SALE

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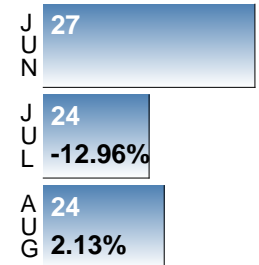


### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 40**      **3 MONTHS**



**High**  
Jan 2014 = 68  
**Low**  
Jan 2017 = 16  
*Median Days on Market*  
this month at **24**,  
below the 5 yr AUG  
average of **40**



### 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	5	8.33%	60.0	80.0	15.0	0.0	0.0
\$20,001 \$40,000	7	11.67%	83.0	92.0	83.0	0.0	0.0
\$40,001 \$70,000	8	13.33%	21.5	43.0	15.0	42.0	0.0
\$70,001 \$120,000	17	28.33%	20.0	47.0	20.0	61.5	0.0
\$120,001 \$150,000	7	11.67%	14.0	0.0	14.0	15.0	0.0
\$150,001 \$190,000	10	16.67%	8.5	0.0	6.0	31.5	0.0
\$190,001 and up	6	10.00%	52.5	0.0	25.0	0.0	80.0
<b>Median Closed DOM</b>	24.0			70.0	19.5	23.0	80.0
<b>Total Closed Units</b>	60			10	40	9	1
<b>Total Closed Volume</b>	6,590,791			426.40K	4.62M	1.19M	354.50K

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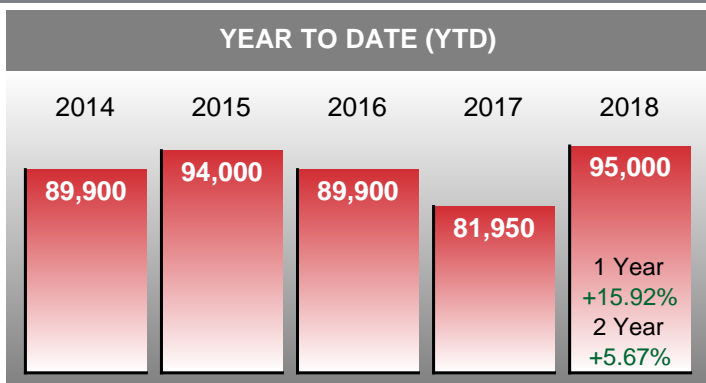
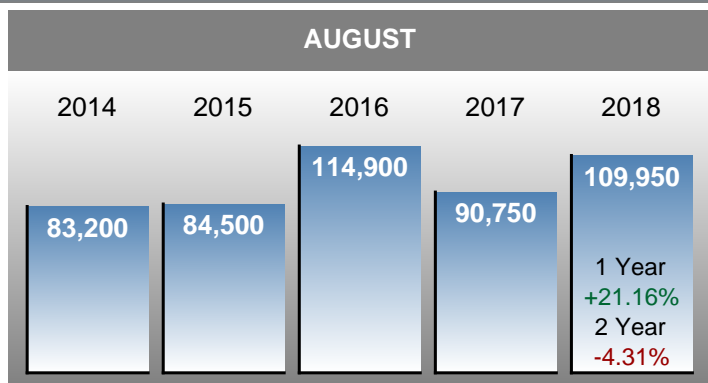
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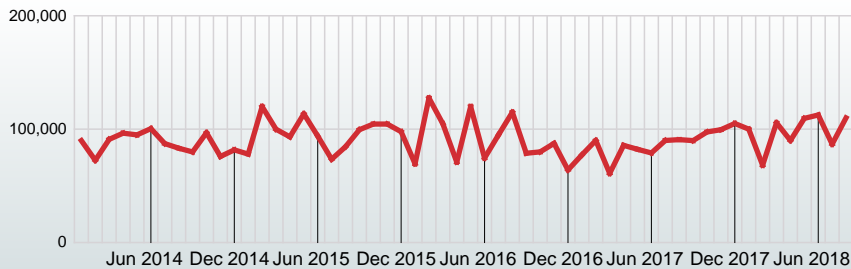
## MEDIAN LIST PRICE AT CLOSING

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr AUG AVG = 96,660**      **3 MONTHS**



**High**  
Feb 2016 = 127,450  
**Low**  
Mar 2017 = 61,000  
*Median List Price*  
this month at **109,950**,  
above the 5 yr AUG  
average of **96,660**

JUN	112,500
JUL	86,750
AUG	109,950
-22.89%	
26.74%	

### 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	5	8.33%	15,500	15,500	13,450	0	0
\$20,001 \$40,000	4	6.67%	36,250	37,500	34,999	0	0
\$40,001 \$70,000	11	18.33%	45,000	44,750	45,150	54,000	0
\$70,001 \$120,000	16	26.67%	101,000	99,750	97,750	114,250	0
\$120,001 \$150,000	8	13.33%	135,950	0	138,450	132,400	0
\$150,001 \$190,000	9	15.00%	165,000	0	166,750	159,000	0
\$190,001 and up	7	11.67%	265,000	0	265,000	199,900	380,250
<b>Median List Price</b>			109,950	44,200	109,950	139,900	380,250
<b>Total Closed Units</b>	60	100%	109,950	10	40	9	1
<b>Total Closed Volume</b>	6,896,399			465.60K	4.82M	1.23M	380.25K

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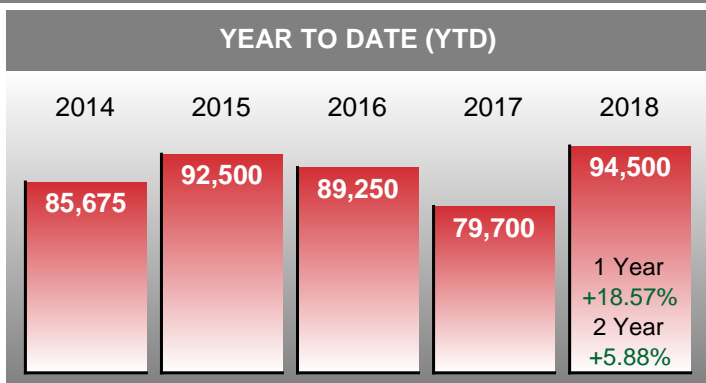
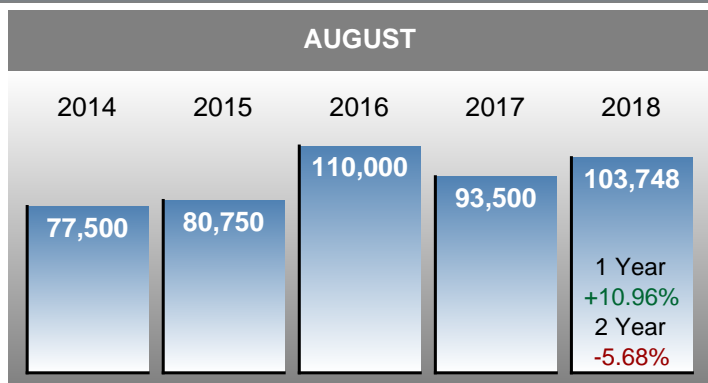
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## MEDIAN SOLD PRICE AT CLOSING

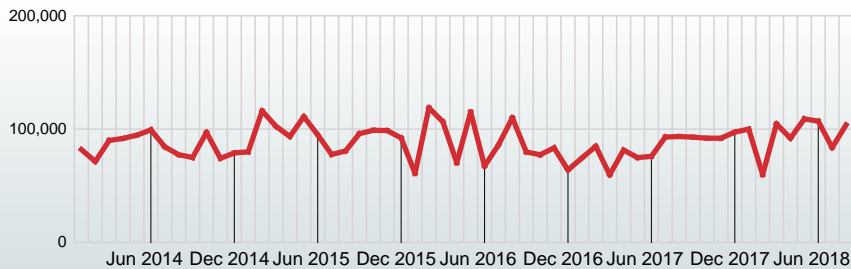
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr AUG AVG = 93,100

3 MONTHS



**High**  
Feb 2016 = 118,825  
**Low**  
Mar 2017 = 59,750  
*Median Sold Price*  
this month at **103,748**,  
above the 5 yr AUG  
average of **93,100**

JUN	107,000
JUL	83,750 -21.73%
AUG	103,748 23.88%

### 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	5	8.33%	8,500	8,500	11,250	0	0
\$20,001 \$40,000	7	11.67%	33,296	33,000	33,296	0	0
\$40,001 \$70,000	8	13.33%	44,500	45,000	43,950	50,000	0
\$70,001 \$120,000	17	28.33%	100,000	98,200	98,000	107,250	0
\$120,001 \$150,000	7	11.67%	135,000	0	135,000	132,400	0
\$150,001 \$190,000	10	16.67%	162,500	0	166,750	158,500	0
\$190,001 and up	6	10.00%	249,000	0	248,000	0	354,500
<b>Median Sold Price</b>			103,748	41,000	108,498	139,900	354,500
<b>Total Closed Units</b>		100%	103,748	10	40	9	1
<b>Total Closed Volume</b>			6,590,791	426.40K	4.62M	1.19M	354.50K

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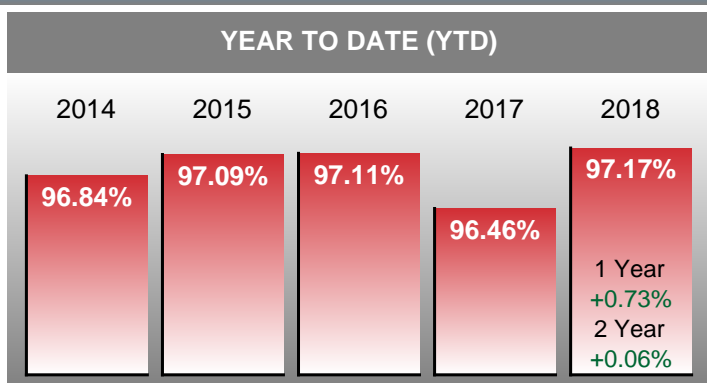
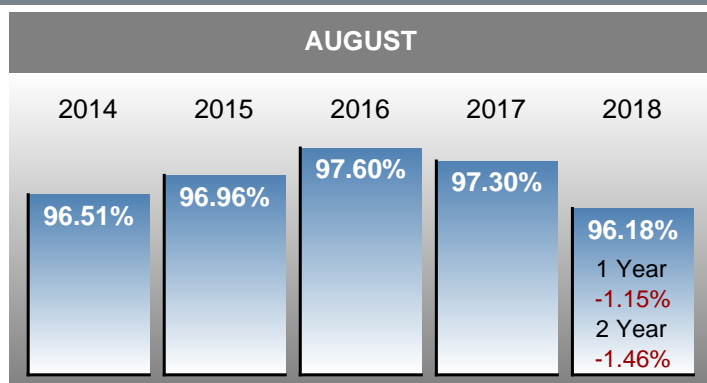
# August 2018

Area Delimited by County Of Muskogee

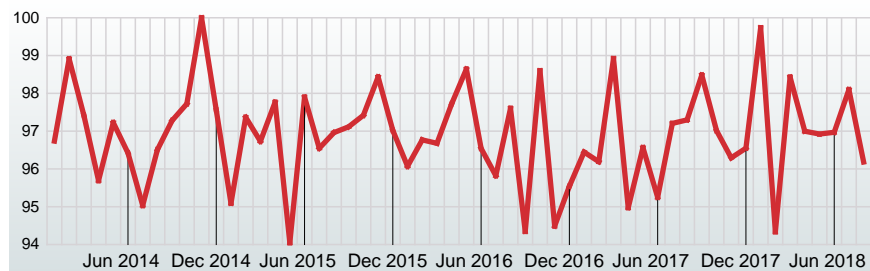


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS



**5yr AUG AVG = 96.91%**      **3 MONTHS**

**High**  
Nov 2014 = 100.00%  
**Low**  
May 2015 = 94.05%  
*Median Sold/List Ratio*  
this month at **96.18%**,  
below the 5 yr AUG  
average of **96.91%**

JUN	96.97%
JUL	98.10%
AUG	96.18%
	-1.95%

### 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	5	8.33%	80.65%	55.56%	84.31%	0.00%	0.00%
\$20,001 \$40,000	7	11.67%	84.21%	80.03%	84.21%	0.00%	0.00%
\$40,001 \$70,000	8	13.33%	98.85%	100.00%	98.85%	92.59%	0.00%
\$70,001 \$120,000	17	28.33%	96.90%	98.71%	96.15%	93.89%	0.00%
\$120,001 \$150,000	7	11.67%	98.00%	0.00%	96.21%	100.00%	0.00%
\$150,001 \$190,000	10	16.67%	100.00%	0.00%	100.00%	96.89%	0.00%
\$190,001 and up	6	10.00%	93.52%	0.00%	93.58%	0.00%	93.23%
<b>Median Sold/List Ratio</b>			<b>96.18%</b>	<b>91.29%</b>	<b>96.18%</b>	<b>98.74%</b>	<b>93.23%</b>
<b>Total Closed Units</b>			<b>60</b>	<b>10</b>	<b>40</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume</b>			<b>6,590,791</b>	<b>426.40K</b>	<b>4.62M</b>	<b>1.19M</b>	<b>354.50K</b>

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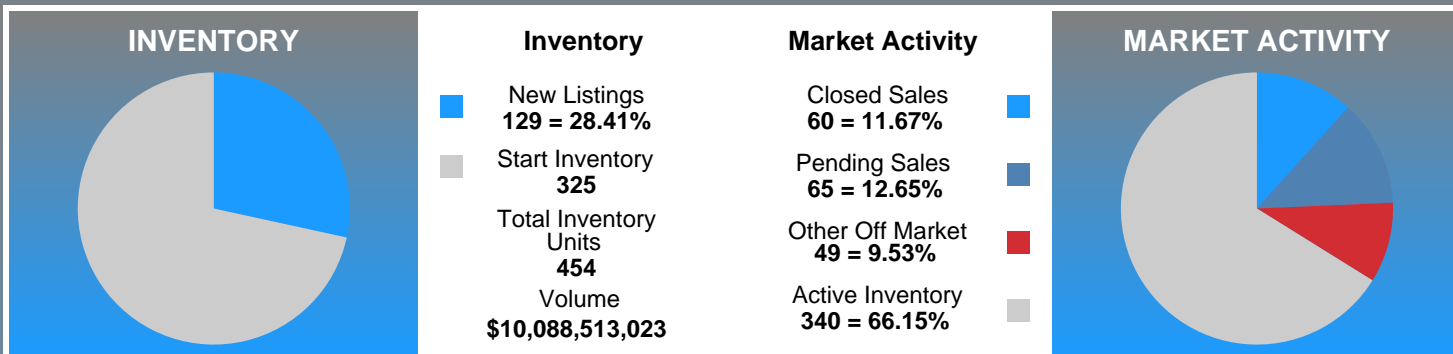
# August 2018

Area Delimited by County Of Muskogee



## MARKET SUMMARY

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

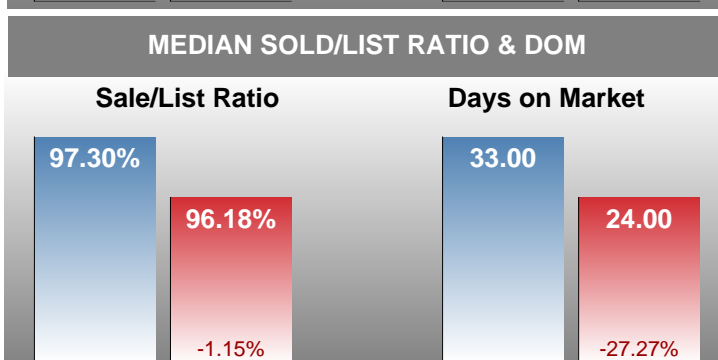
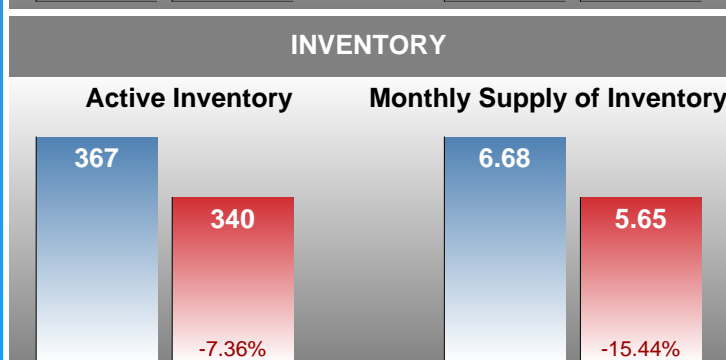
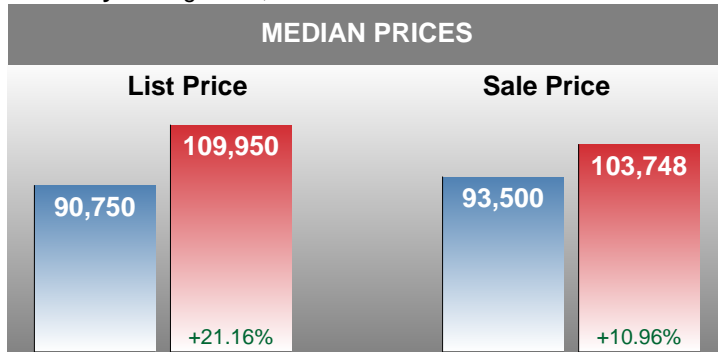
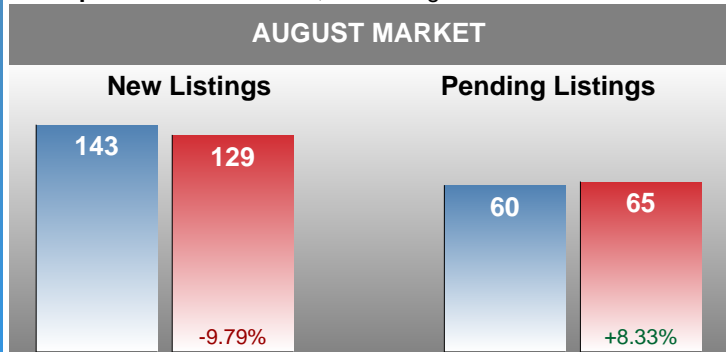


Compared Metrics	August			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	70	60	-14.29%	440	502	14.09%
Pending Sales	60	65	+8.33%	467	531	13.70%
New Listings	143	129	-9.79%	966	944	-2.28%
Median List Price	90,750	109,950	+21.16%	81,950	95,000	15.92%
Median Sale Price	93,500	103,748	+10.96%	79,700	94,500	18.57%
Median Percent of Selling Price to List Price	97.30%	96.18%	-1.15%	96.46%	97.17%	0.73%
Median Days on Market to Sale	33.00	24.00	-27.27%	34.00	31.00	-8.82%
Monthly Inventory	367	340	-7.36%	367	340	-7.36%
Months Supply of Inventory	6.68	5.65	-15.44%	6.68	5.65	-15.44%

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

**Inventory on August 31, 2018 = 340**

2017	2018
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