

July 2018

Area Delimited by County Of Muskogee

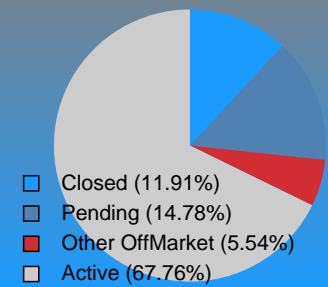


MONTHLY INVENTORY ANALYSIS

Report produced on Aug 13, 2018 for MLS Technology Inc.

Compared Metrics	July		
	2017	2018	+/-%
Closed Listings	56	58	3.57%
Pending Listings	50	72	44.00%
New Listings	105	105	0.00%
Average List Price	110,176	98,754	-10.37%
Average Sale Price	105,604	96,286	-8.82%
Average Percent of List Price to Selling Price	93.88%	101.30%	7.91%
Average Days on Market to Sale	43.55	41.33	-5.11%
End of Month Inventory	369	330	-10.57%
Months Supply of Inventory	6.88	5.41	-21.32%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of July 31, 2018 = **330**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of July 2018 decreased **10.57%** to 330 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 **5.41** 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 **8.82%** in July 2018 to \$96,286 versus the previous year at \$105,604.

Average Days on Market Shortens

The average number of **41.33** days that homes spent on the market before selling decreased by 2.23 days or **5.11%** in July 2018 compared to last year's same month at **43.55** DOM.

Sales Success for July 2018 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 105 New Listings in July 2018, down **0.00%** from last year at 105. Furthermore, there were 58 Closed Listings this month versus last year at 56, a **3.57%** increase.

Closed versus Listed trends yielded a **55.2%** ratio, up from previous year's, July 2017, at **53.3%**, a **3.57%** 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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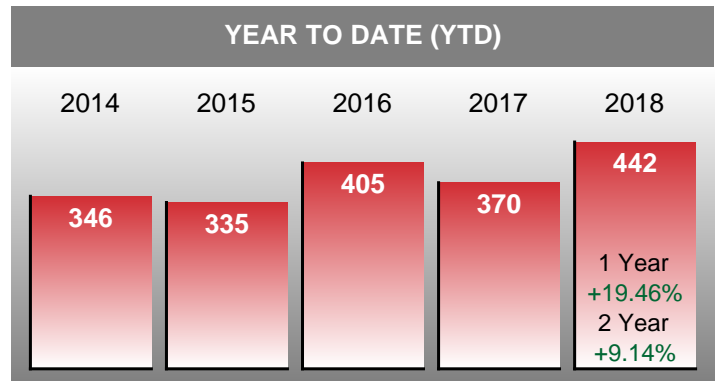
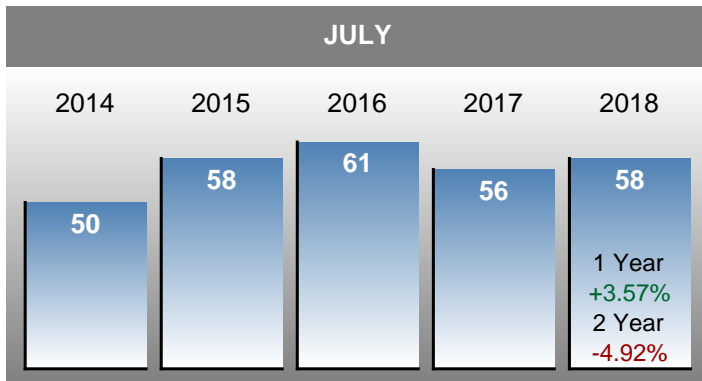
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CLOSED LISTINGS

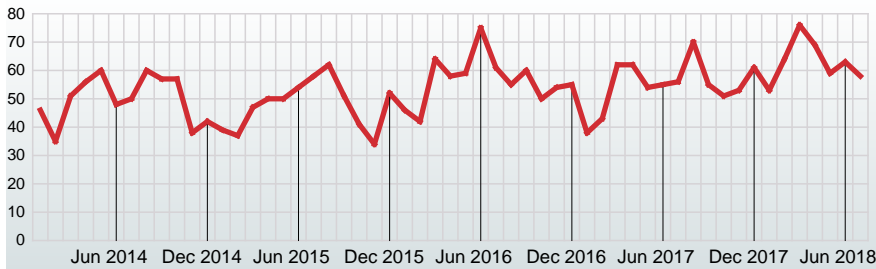
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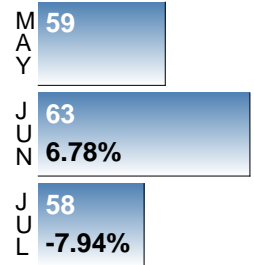
5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 57

3 MONTHS



High
Mar 2018 = 76
Low
Nov 2015 = 34
Closed Listings
this month at **58**,
above the 5 yr JUL
average of **57**



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	6.90%	12.3	2	1	1	0
\$20,001 - \$40,000	9	15.52%	62.0	5	3	1	0
\$40,001 - \$60,000	7	12.07%	46.3	2	5	0	0
\$60,001 - \$110,000	17	29.31%	34.1	1	13	3	0
\$110,001 - \$140,000	7	12.07%	27.1	0	7	0	0
\$140,001 - \$180,000	8	13.79%	52.3	1	6	1	0
\$180,001 and up	6	10.34%	46.3	0	2	4	0
Total Closed Units	58			11	37	10	0
Total Closed Volume	5,584,607	100%	41.3	513.46K	3.60M	1.47M	0.00B
Average Closed Price	\$96,286			\$46,678	\$97,199	\$147,480	\$0

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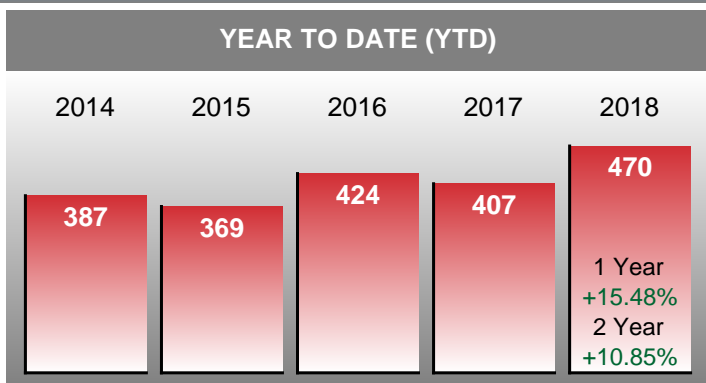
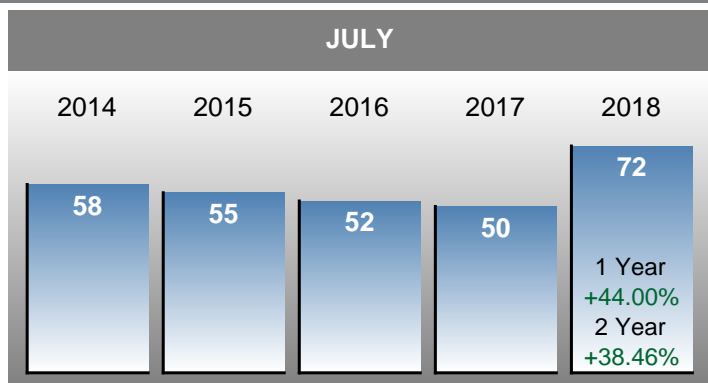
July 2018

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PENDING LISTINGS

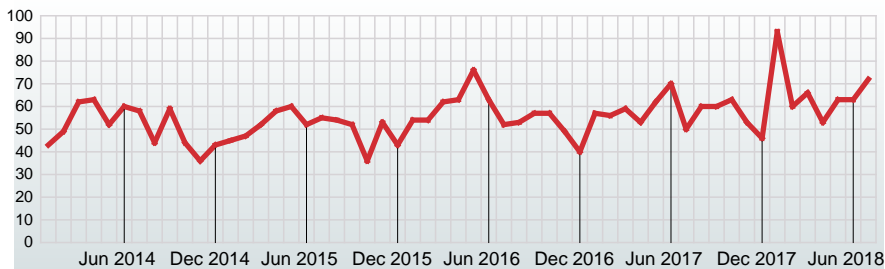
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 57

3 MONTHS



High

Jan 2018 = 93

Low

Oct 2015 = 36

Pending Listings this month at **72**, above the 5 yr JUL average of **57**

MAY	63
JUN	63 0.00%
JUL	72 14.29%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	5.56%	36.0	2	1	1	0
\$10,001 - \$40,000	10	13.89%	57.3	5	5	0	0
\$40,001 - \$70,000	11	15.28%	76.9	5	5	1	0
\$70,001 - \$140,000	20	27.78%	41.3	3	13	4	0
\$140,001 - \$160,000	9	12.50%	53.4	0	6	3	0
\$160,001 - \$210,000	9	12.50%	34.8	1	6	2	0
\$210,001 and up	9	12.50%	77.7	0	6	1	2
Total Pending Units	72			16	42	12	2
Total Pending Volume	8,529,335	100%	40.6	880.71K	5.29M	1.62M	740.25K
Average Listing Price	\$56,358			\$55,044	\$125,914	\$135,000	\$370,125

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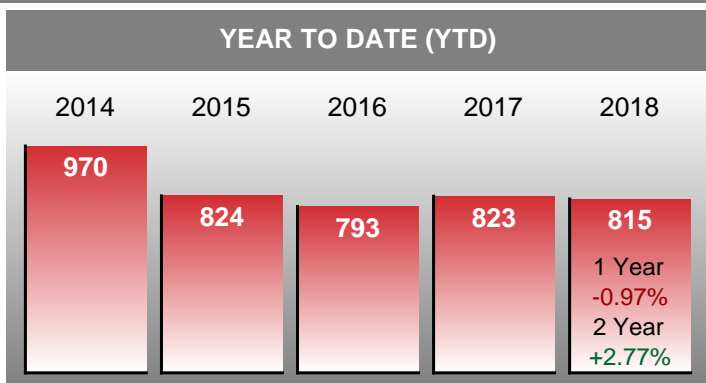
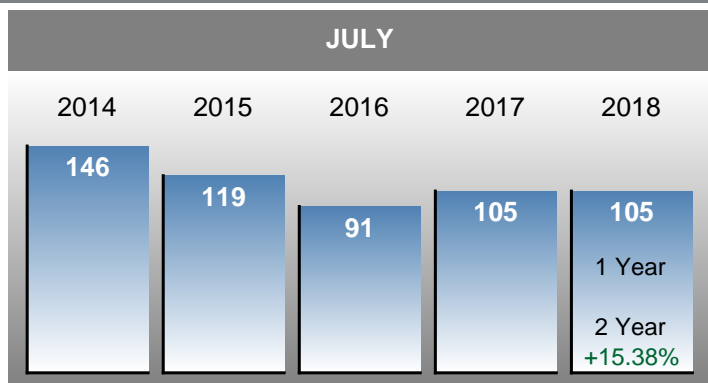
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NEW LISTINGS

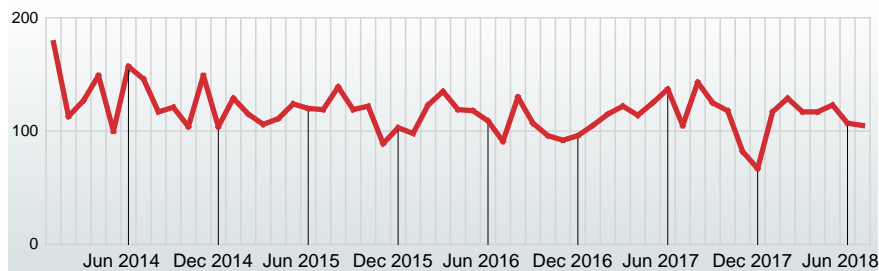
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 113

3 MONTHS



High
Jan 2014 = 178
Low
Dec 2017 = 67
New Listings
this month at **105**,
below the 5 yr JUL
average of **113**

MAY	123
JUN	107 -13.01%
JUL	105 -1.87%

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	10	9.52%	8	1	1	0
\$20,001 - \$40,000	8	7.62%	2	6	0	0
\$40,001 - \$70,000	21	20.00%	6	9	6	0
\$70,001 - \$120,000	26	24.76%	8	13	4	1
\$120,001 - \$160,000	15	14.29%	1	11	3	0
\$160,001 - \$220,000	14	13.33%	1	6	7	0
\$220,001 and up	11	10.48%	4	1	6	0
Total New Listed Units	105		30	47	27	1
Total New Listed Volume	14,422,421	100%	4.18M	6.03M	4.12M	93.00K
Average New Listed Listing Price	\$19,000		\$139,247	\$128,355	\$152,567	\$93,000

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July 2018

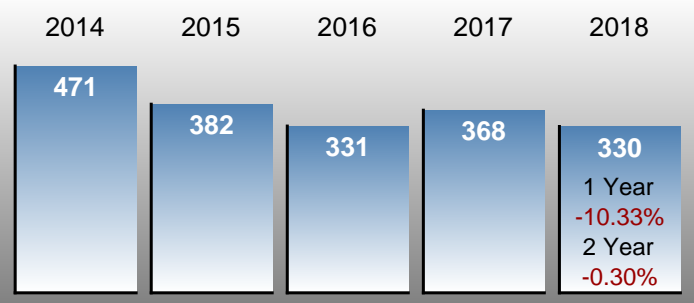
Area Delimited by County Of Muskogee



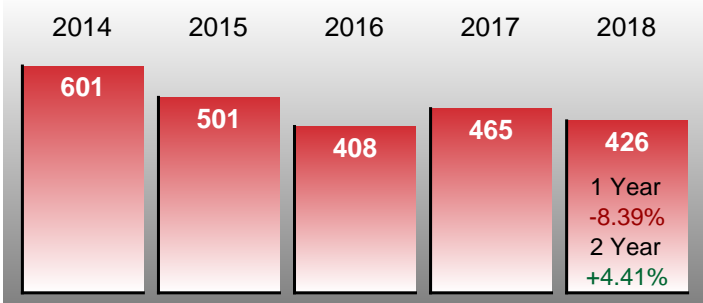
ACTIVE INVENTORY

Report produced on Aug 13, 2018 for MLS Technology Inc.

END OF JULY



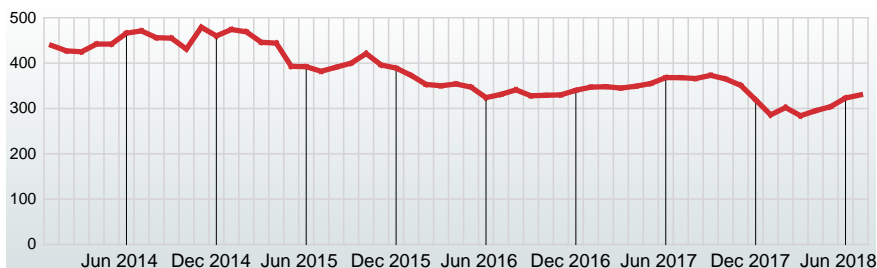
ACTIVE DURING JULY



5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 376

3 MONTHS



High
Nov 2014 = 479
Low
Mar 2018 = 284
Inventory
this month at **330**,
below the 5 yr JUL
average of **376**

MAY	304
JUN	323
JUL	330

6.25%
2.17%

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	46	13.94%	102.6	45	0	1	0
\$25,001-\$50,000	53	16.06%	118.1	29	20	4	0
\$50,001-\$125,000	95	28.79%	66.1	37	46	10	2
\$125,001-\$200,000	58	17.58%	73.1	12	31	14	1
\$200,001-\$375,000	45	13.64%	76.9	18	10	16	1
\$375,001 and up	33	10.00%	89.5	24	4	3	2
Total Active Inventory by Units	330			165	111	48	6
Total Active Inventory by Volume	10,063,141,370	100%	84.6	10.04B	14.92M	8.79M	1.60M
Average Active Inventory Listing Price	\$30,494,368			0,835,340	\$134,411	\$183,102	\$266,950

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July 2018

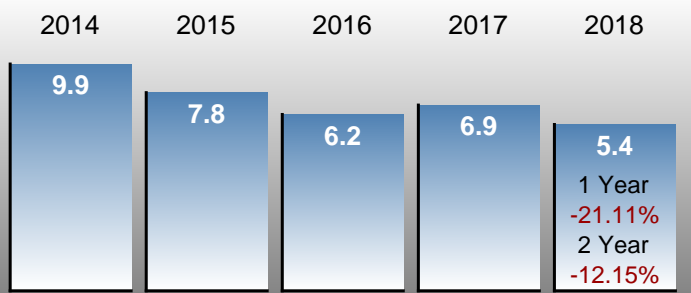
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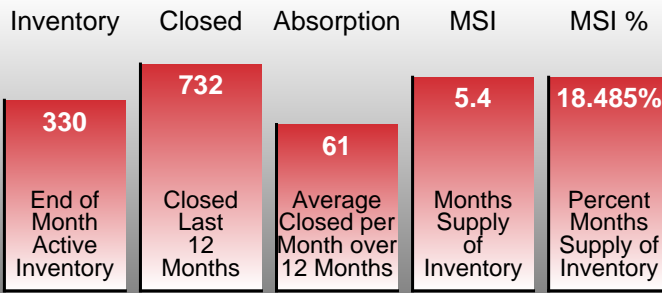
MONTHS SUPPLY of INVENTORY (MSI)

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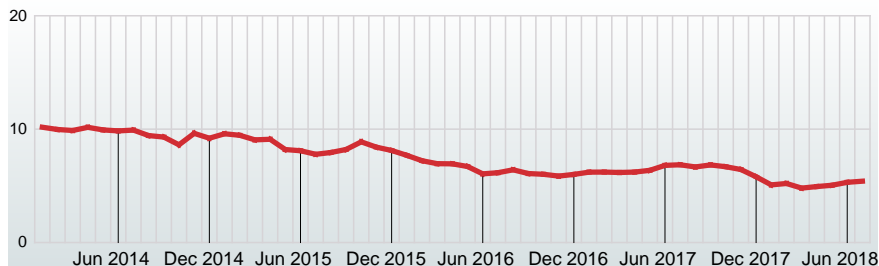
MSI FOR JULY



INDICATORS FOR JULY 2018



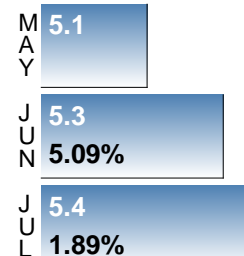
5 YEAR MARKET ACTIVITY TRENDS



5yr JUL AVG = 7.2

3 MONTHS

High
Jan 2014 = 10.2
Low
Mar 2018 = 4.8
Months Supply
this month at **5.4**,
below the 5 yr JUL
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	35	10.61%	4.7	7.4	0.0	1.7	0.0
\$20,001 - \$40,000	35	10.61%	4.3	7.3	2.9	0.0	0.0
\$40,001 - \$60,000	53	16.06%	9.6	16.8	6.2	10.3	0.0
\$60,001 - \$140,000	83	25.15%	3.6	11.6	2.4	3.9	8.0
\$140,001 - \$210,000	49	14.85%	4.2	16.5	3.2	4.1	3.0
\$210,001 - \$370,000	41	12.42%	8.3	48.0	6.0	6.0	1.7
\$370,001 and up	34	10.30%	81.6	300.0	16.0	0.0	24.0
Market Supply of Inventory (MSI)	5.4	100%	5.4	12.8	3.1	4.7	3.6
Total Active Inventory by Units	330			165	111	48	6

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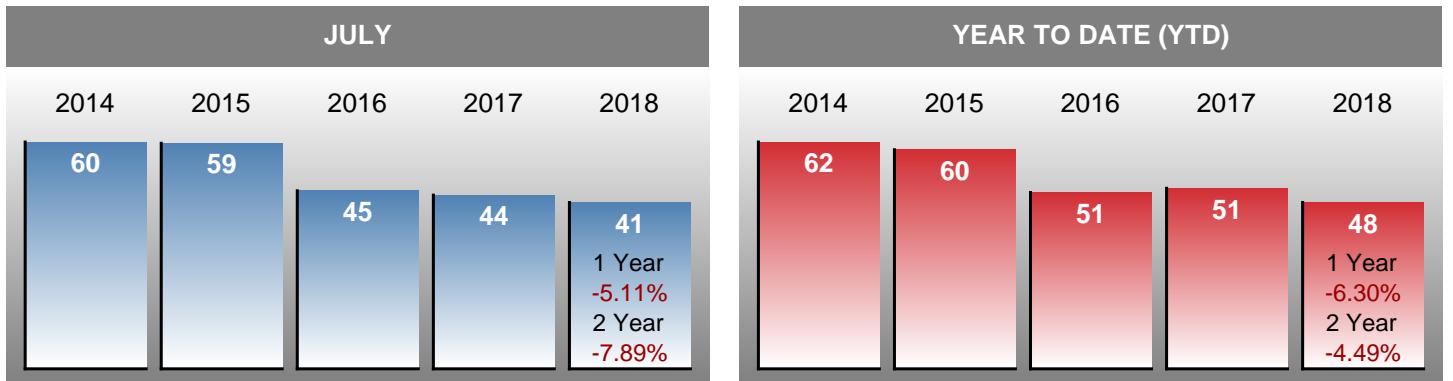
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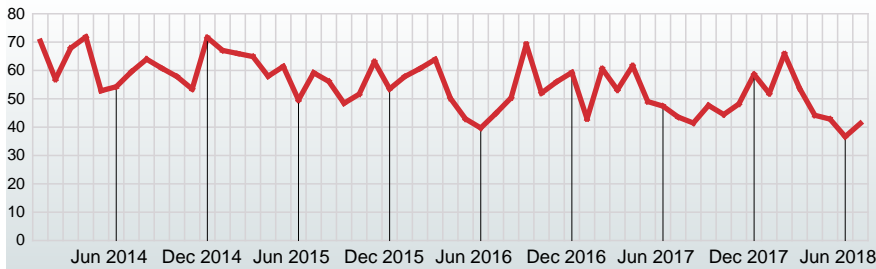


AVERAGE DAYS ON MARKET TO SALE

Report produced on Aug 13, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS	5yr JUL AVG = 50	3 MONTHS
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High
Apr 2014 = 72
Low
Jun 2018 = 37
Average Days on Market
this month at **41**,
below the 5 yr JUL
average of **50**

MAY	43
JUN	37
-14.43%	
JUL	41
12.76%	

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	6.90%	12.3	22.0	4.0	1.0	0.0
\$20,001 - \$40,000	9	15.52%	62.0	81.0	32.0	57.0	0.0
\$40,001 - \$60,000	7	12.07%	46.3	26.5	54.2	0.0	0.0
\$60,001 - \$110,000	17	29.31%	34.1	97.0	32.7	19.3	0.0
\$110,001 - \$140,000	7	12.07%	27.1	0.0	27.1	0.0	0.0
\$140,001 - \$180,000	8	13.79%	52.3	78.0	53.7	18.0	0.0
\$180,001 and up	6	10.34%	46.3	0.0	28.0	55.5	0.0
Average Closed DOM			41.3	61.5	36.9	35.6	0.0
Total Closed Units		100%	41.3	11	37	10	
Total Closed Volume			5,584,607	513.46K	3.60M	1.47M	0.00B

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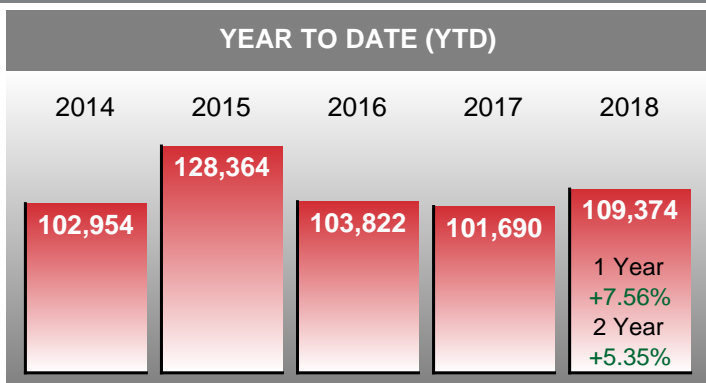
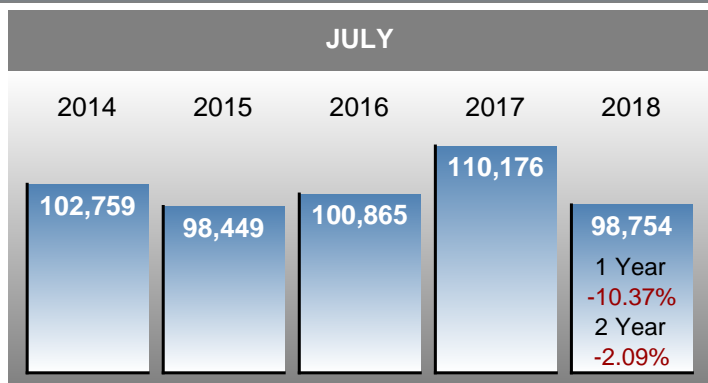
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AVERAGE LIST PRICE AT CLOSING

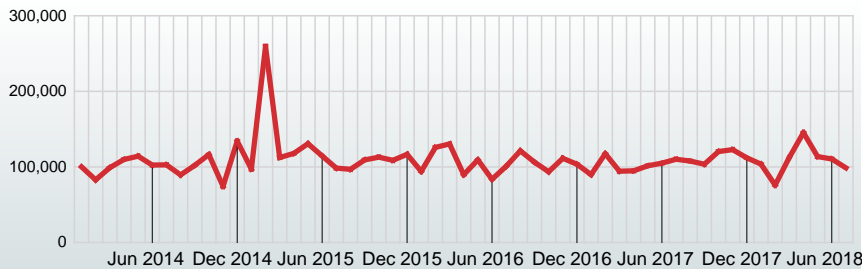
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 102,200

3 MONTHS



High
Feb 2015 = 259,451
Low
Nov 2014 = 74,288
Average List Price
this month at **98,754**,
below the 5 yr JUL
average of **102,200**

MAY 113,696
JUN 110,527
-2.79%
JUL 98,754
-10.65%

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	5	8.62%	12,998	8,995	17,000	10,000	0
\$20,001 - \$40,000	8	13.79%	29,413	38,180	32,100	35,000	0
\$40,001 - \$60,000	6	10.34%	47,450	37,000	52,960	0	0
\$60,001 - \$110,000	19	32.76%	84,137	88,000	83,554	65,833	0
\$110,001 - \$140,000	6	10.34%	128,308	0	125,107	0	0
\$140,001 - \$180,000	8	13.79%	168,500	179,900	168,033	159,900	0
\$180,001 and up	6	10.34%	237,717	0	192,200	260,475	0
Average List Price			98,754	50,072	100,882	144,430	0
Total Closed Units		100%	98,754	11	37	10	
Total Closed Volume			5,727,740	550.79K	3.73M	1.44M	0.00B

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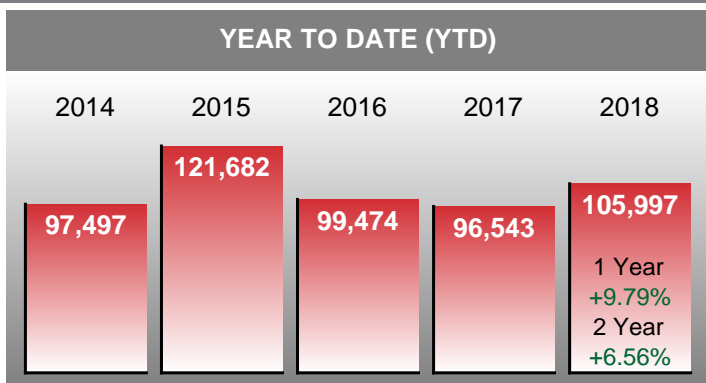
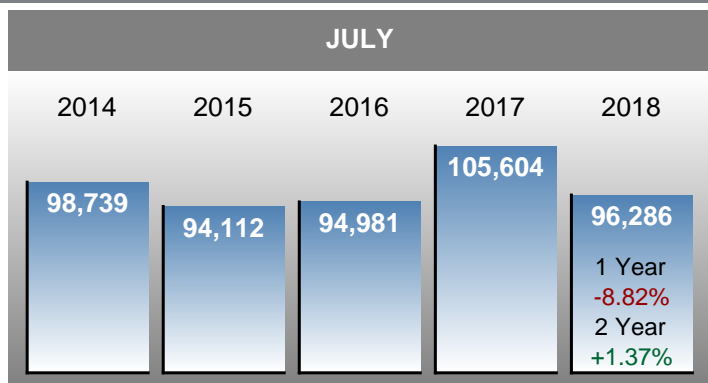
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AVERAGE SOLD PRICE AT CLOSING

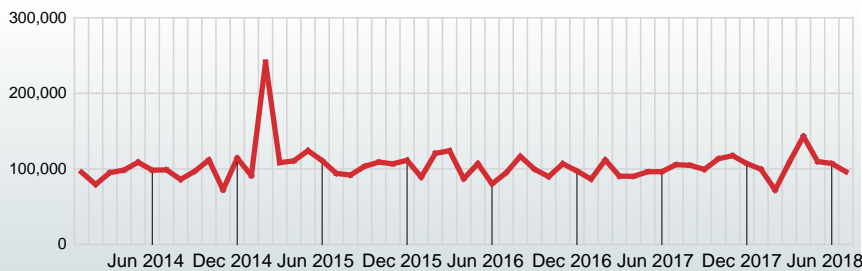
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 97,945

3 MONTHS



High
Feb 2015 = 241,116
Low
Feb 2018 = 72,118
Average Sold Price
this month at **96,286**,
below the 5 yr JUL
average of **97,945**

MAY	109,852
JUN	107,147
JUL	-2.46%
JUL	96,286
JUL	-10.14%

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	6.90%	11,919	9,789	18,000	10,100	0
\$20,001 - \$40,000	9	15.52%	29,925	28,876	30,833	32,450	0
\$40,001 - \$60,000	7	12.07%	47,322	45,750	47,950	0	0
\$60,001 - \$110,000	17	29.31%	80,309	88,000	78,031	87,617	0
\$110,001 - \$140,000	7	12.07%	124,700	0	124,700	0	0
\$140,001 - \$180,000	8	13.79%	164,100	170,000	163,817	159,900	0
\$180,001 and up	6	10.34%	230,900	0	187,950	252,375	0
Average Sold Price			96,286	46,678	97,199	147,480	0
Total Closed Units		100%	96,286	11	37	10	
Total Closed Volume			5,584,607	513.46K	3.60M	1.47M	0.00B

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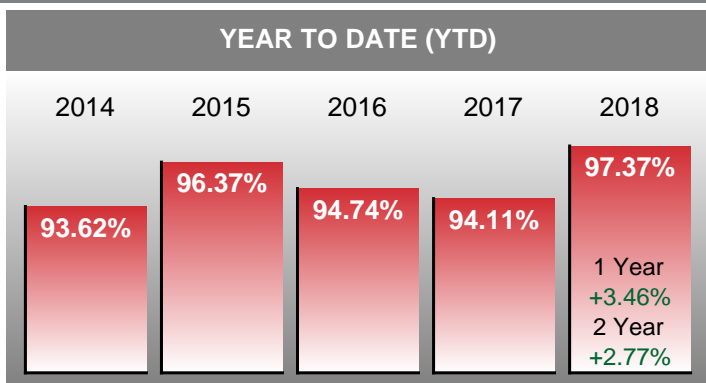
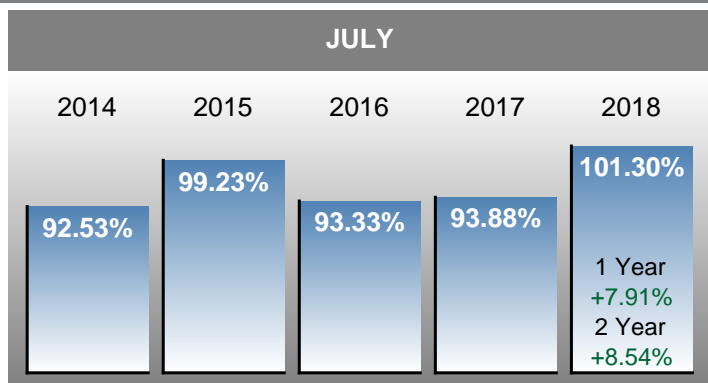
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AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

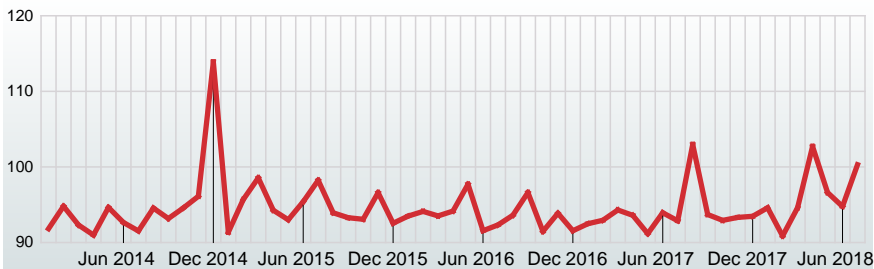
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUL AVG = 96.05%

3 MONTHS



High
Dec 2014 = 114.89%
Low
Feb 2018 = 91.87%
Average Sold/List Ratio this month at **101.30%**, above the 5 yr JUL average of **96.05%**

MAY 97.61%
JUN 95.77%
JUL 101.30%
JUL 5.77%

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	6.90%	104.79%	106.14%	105.88%	101.00%	0.00%
\$20,001 - \$40,000	9	15.52%	89.57%	84.90%	96.32%	92.71%	0.00%
\$40,001 - \$60,000	7	12.07%	103.83%	135.00%	91.37%	0.00%	0.00%
\$60,001 - \$110,000	17	29.31%	109.53%	100.00%	93.33%	182.87%	0.00%
\$110,001 - \$140,000	7	12.07%	99.75%	0.00%	99.75%	0.00%	0.00%
\$140,001 - \$180,000	8	13.79%	97.41%	94.50%	97.46%	100.00%	0.00%
\$180,001 and up	6	10.34%	97.28%	0.00%	97.87%	96.98%	0.00%
Average Sold/List Ratio			101.30%	100.11%	95.78%	123.02%	0.00%
Total Closed Units	58	100%	101.30%	11	37	10	
Total Closed Volume	5,584,607			513.46K	3.60M	1.47M	0.00B

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July 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Aug 13, 2018 for MLS Technology Inc.

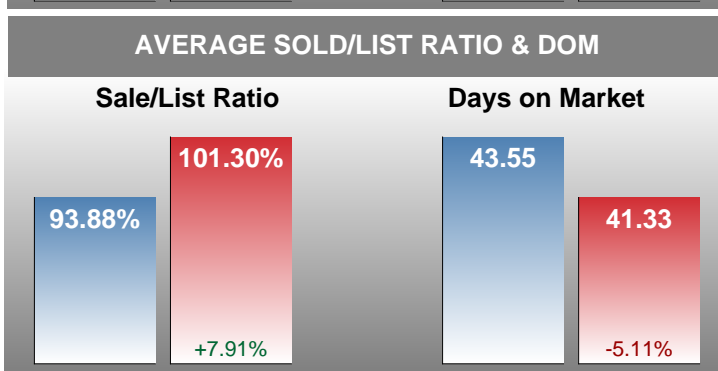
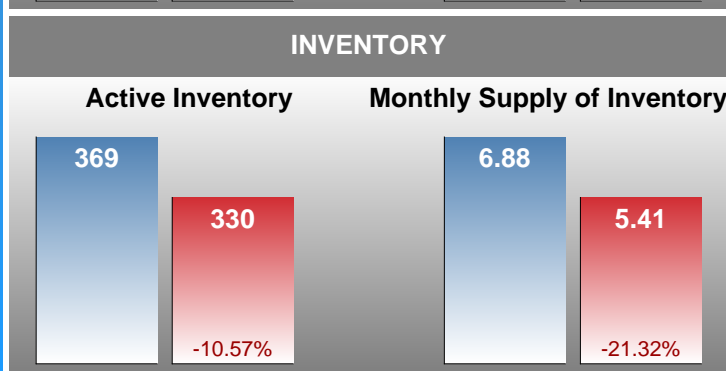
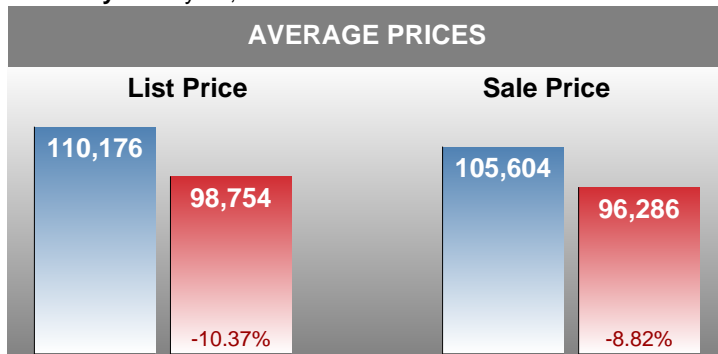
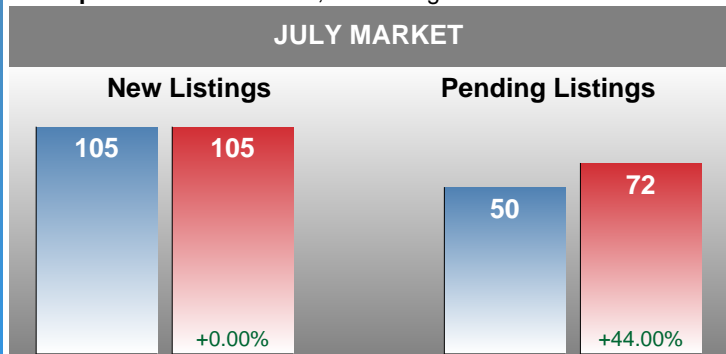


Compared Metrics	July			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	56	58	3.57%	370	442	19.46%
Pending Sales	50	72	44.00%	407	470	15.48%
New Listings	105	105	0.00%	823	815	-0.97%
Average List Price	110,176	98,754	-10.37%	101,690	109,374	7.56%
Average Sale Price	105,604	96,286	-8.82%	96,543	105,997	9.79%
Average Percent of Selling Price to List Price	93.88%	101.30%	7.91%	94.11%	97.37%	3.46%
Average Days on Market to Sale	43.55	41.33	-5.11%	51.48	48.24	-6.30%
Monthly Inventory	369	330	-10.57%	369	330	-10.57%
Months Supply of Inventory	6.88	5.41	-21.32%	6.88	5.41	-21.32%

Absorption: Last 12 months, an Average of **61** Sales/Month

Inventory on July 31, 2018 = 330

2017	2018
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