

May 2018

Area Delimited by County Of Muskogee

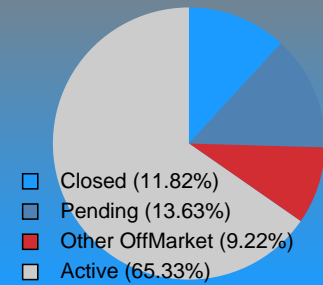


## MONTHLY INVENTORY ANALYSIS

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%
Median List Price	82,250	109,500	33.13%
Median Sale Price	74,950	109,000	45.43%
Median Percent of List Price to Selling Price	96.56%	96.92%	0.37%
Median Days on Market to Sale	39.50	28.00	-29.11%
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.

## 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 **45.43%** in May 2018 to \$109,000 versus the previous year at \$74,950.

## Median Days on Market Shortens

The median number of **28.00** days that homes spent on the market before selling decreased by 11.50 days or **29.11%** in May 2018 compared to last year's same month at **39.50** DOM.

## Sales Success for May 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 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.

## What's in this Issue

<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.

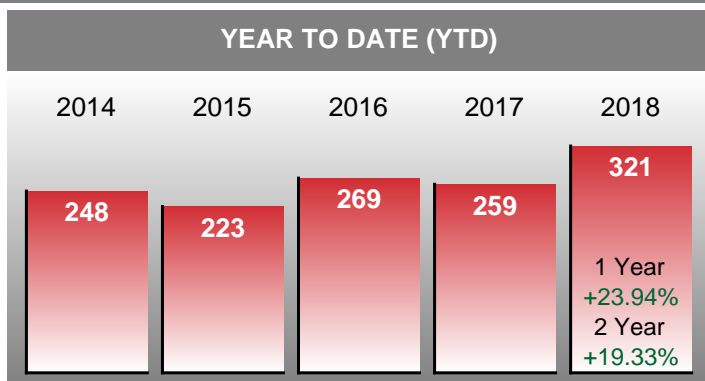
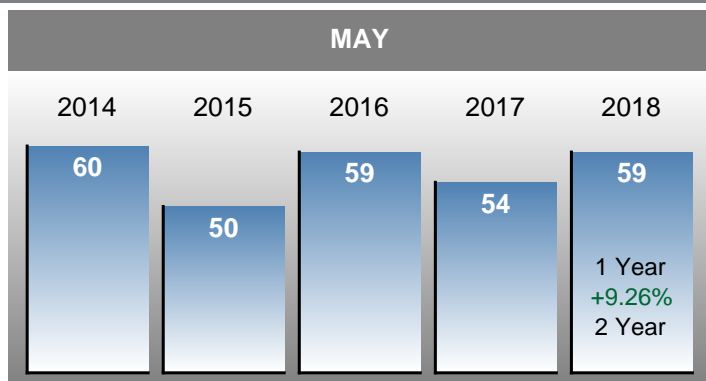
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## CLOSED LISTINGS

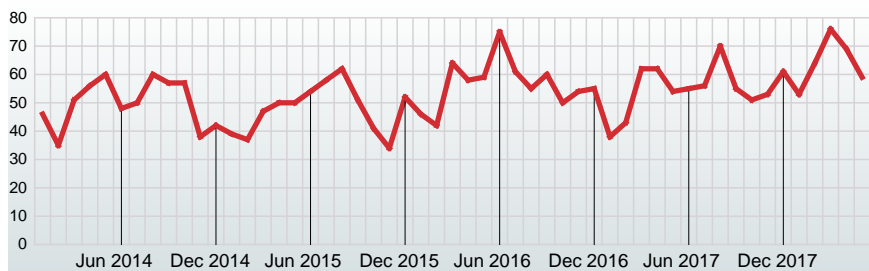
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr 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  
-9.21%

MAY 59  
-14.49%

### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	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%	38.0	3	6	0	0
\$30,001 - \$70,000	11	18.64%	49.0	4	6	1	0
\$70,001 - \$120,000	14	23.73%	38.5	0	13	0	1
\$120,001 - \$170,000	10	16.95%	22.5	1	5	4	0
\$170,001 - \$190,000	5	8.47%	9.0	0	4	0	1
\$190,001 and up	9	15.25%	26.0	0	6	3	0
<b>Total Closed Units</b>	<b>59</b>			<b>8</b>	<b>40</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>	<b>6,481,286</b>	<b>100%</b>	<b>28.0</b>	<b>414.02K</b>	<b>4.45M</b>	<b>1.34M</b>	<b>270.50K</b>
<b>Median Closed Price</b>	<b>\$109,000</b>			<b>\$46,500</b>	<b>\$109,250</b>	<b>\$149,000</b>	<b>\$90,000</b>

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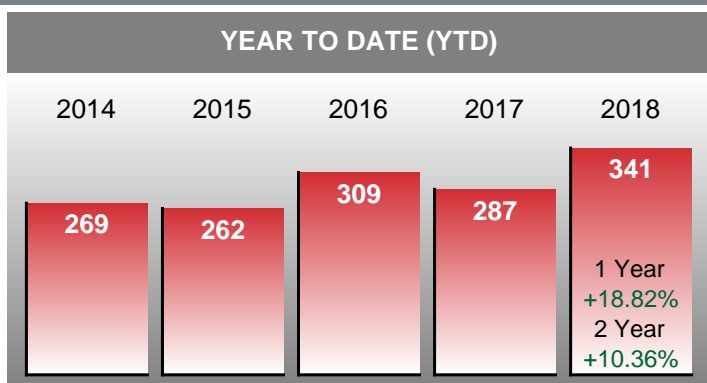
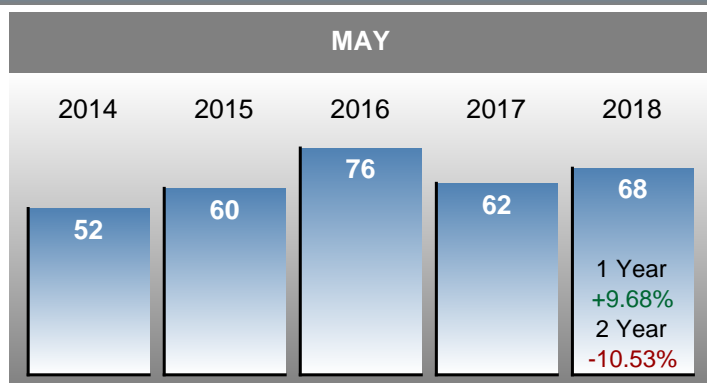
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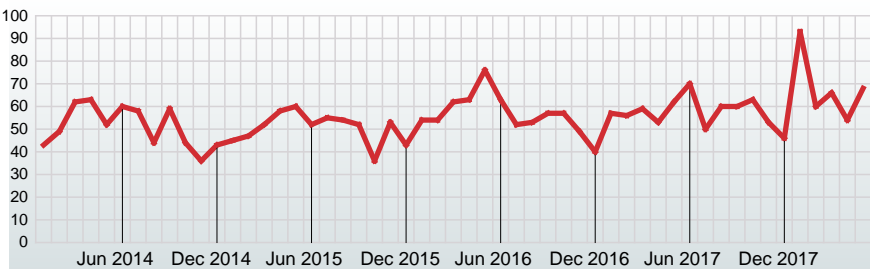


## PENDING LISTINGS

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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**

MAY	66
APR	54
-18.18%	
MAY	68
25.93%	

### 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	4	5.88%	52.5	2	2	0	0
\$20,001 - \$50,000	11	16.18%	42.0	2	8	1	0
\$50,001 - \$70,000	9	13.24%	59.0	1	6	2	0
\$70,001 - \$120,000	17	25.00%	15.0	3	13	1	0
\$120,001 - \$150,000	10	14.71%	29.5	0	9	1	0
\$150,001 - \$190,000	10	14.71%	31.5	0	7	3	0
\$190,001 and up	7	10.29%	110.0	0	3	4	0
<b>Total Pending Units</b>	<b>68</b>			<b>8</b>	<b>48</b>	<b>12</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,606,395</b>	<b>100%</b>	<b>36.5</b>	<b>438.55K</b>	<b>5.24M</b>	<b>1.92M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$112,500</b>			<b>\$45,000</b>	<b>\$113,700</b>	<b>\$159,900</b>	<b>\$0</b>

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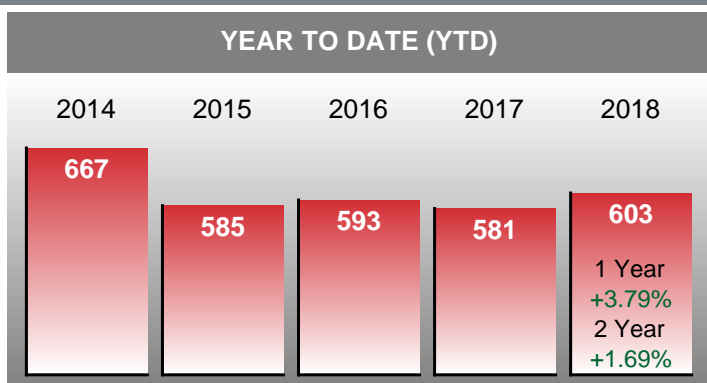
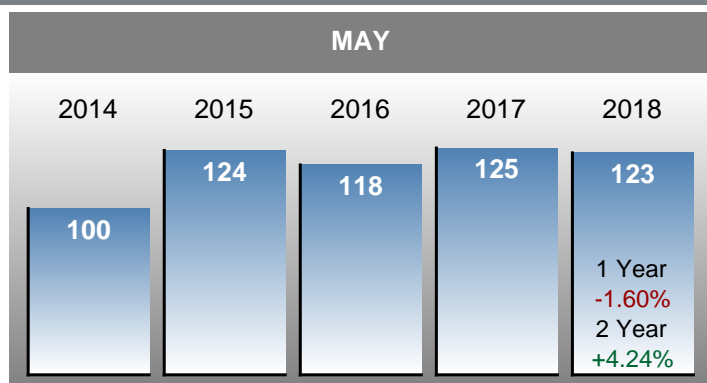
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## NEW LISTINGS

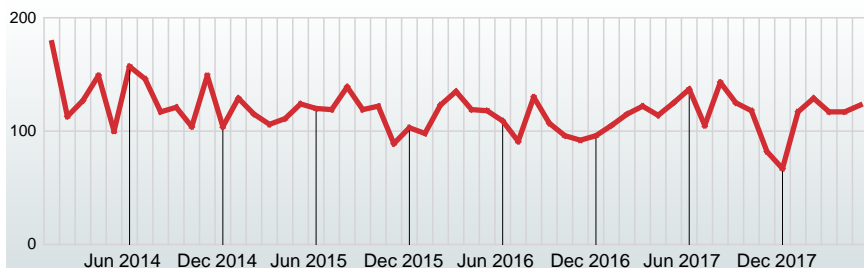
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### 5 YEAR MARKET ACTIVITY TRENDS

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
<b>Total New Listed Units</b>	<b>123</b>		<b>47</b>	<b>60</b>	<b>13</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>17,394,450</b>	<b>100%</b>	<b>7.36M</b>	<b>6.73M</b>	<b>2.28M</b>	<b>1.03M</b>
<b>Median New Listed Listing Price</b>	<b>\$79,900</b>		<b>\$48,000</b>	<b>\$87,450</b>	<b>\$159,900</b>	<b>\$379,900</b>

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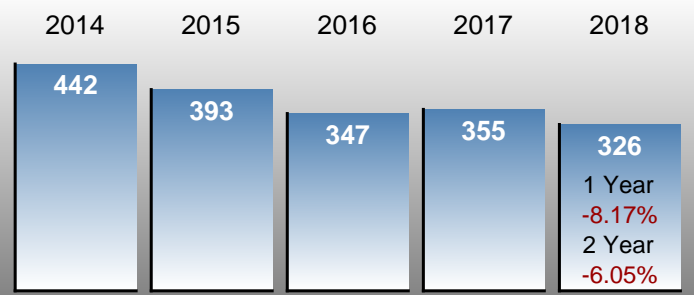
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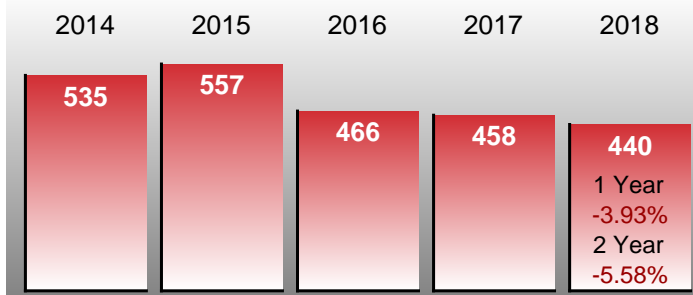
## ACTIVE INVENTORY

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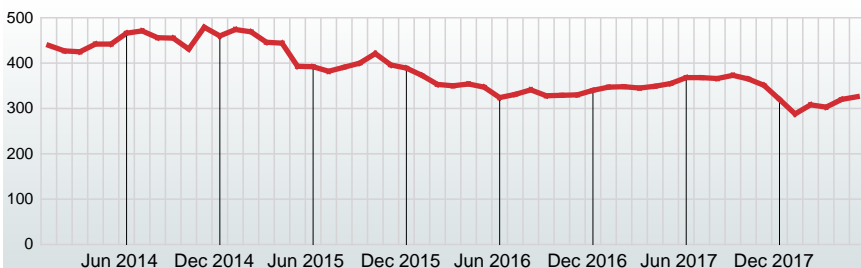
### END OF MAY



### 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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	19	5.83%	50.0	19	0	0	0
\$10,001 - \$30,000	48	14.72%	88.5	39	8	1	0
\$30,001 - \$50,000	47	14.42%	68.0	29	17	1	0
\$50,001 - \$130,000	85	26.07%	54.0	31	43	8	3
\$130,001 - \$210,000	53	16.26%	54.0	14	28	10	1
\$210,001 - \$350,000	43	13.19%	52.0	15	14	13	1
\$350,001 and up	31	9.51%	79.0	24	2	2	3
<b>Total Active Inventory by Units</b>	<b>326</b>			<b>171</b>	<b>112</b>	<b>35</b>	<b>8</b>
<b>Total Active Inventory by Volume</b>	<b>60,287,470</b>	<b>100%</b>	<b>60.0</b>	<b>37.19M</b>	<b>13.99M</b>	<b>7.05M</b>	<b>2.05M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$88,500</b>			<b>\$50,000</b>	<b>\$95,000</b>	<b>\$188,900</b>	<b>\$221,750</b>

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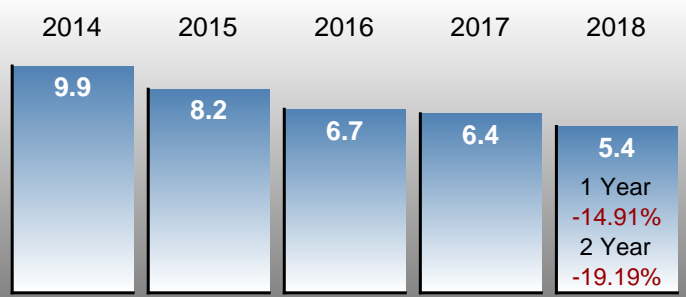
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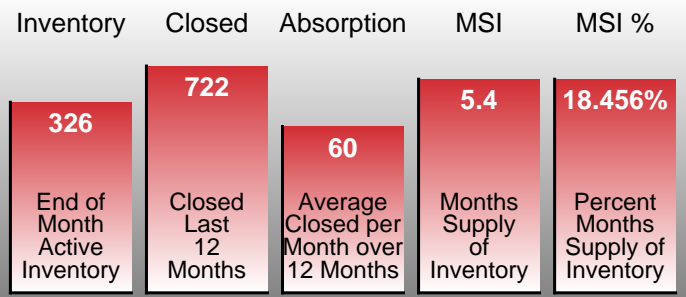
## MONTHS SUPPLY of INVENTORY (MSI)

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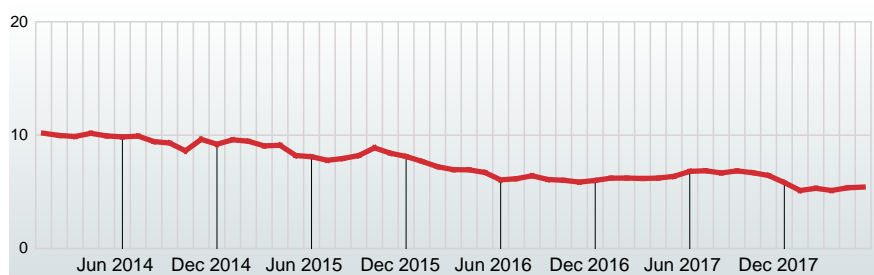
### MSI FOR MAY



### INDICATORS FOR MAY 2018



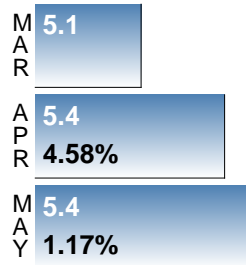
### 5 YEAR MARKET ACTIVITY TRENDS



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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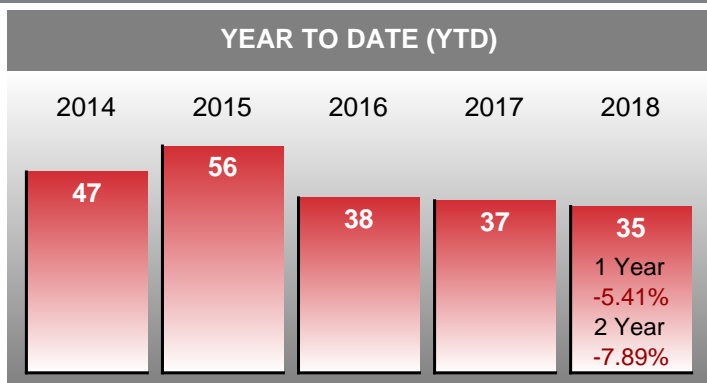
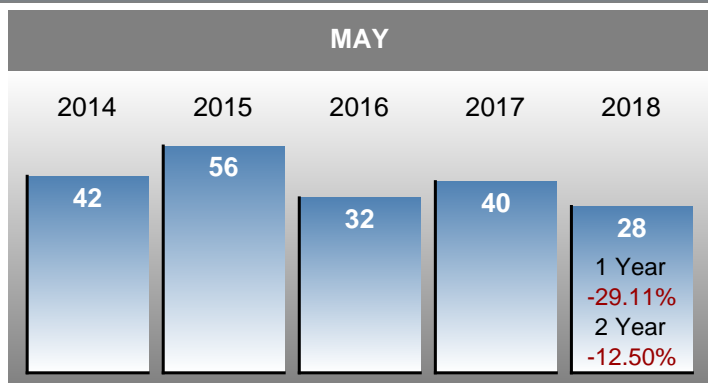
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## MEDIAN DAYS ON MARKET TO SALE

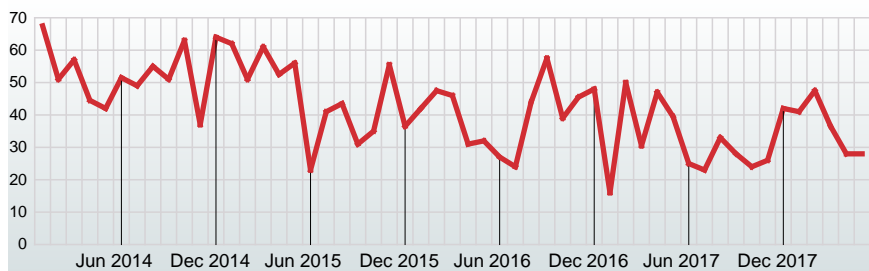
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 40

3 MONTHS



**High**  
Jan 2014 = 68  
**Low**  
Jan 2017 = 16

Median Days on Market this month at **28**, below the 5 yr MAY average of **40**

MAY	37
APR	28
MAR	-23.29%
MAY	28
APR	0.00%

### 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
\$10,000 and less	1	1.69%	17.0	0.0	0.0	0.0	17.0
\$10,001 - \$30,000	9	15.25%	38.0	13.0	54.0	0.0	0.0
\$30,001 - \$70,000	11	18.64%	49.0	17.5	61.5	51.0	0.0
\$70,001 - \$120,000	14	23.73%	38.5	0.0	43.0	0.0	28.0
\$120,001 - \$170,000	10	16.95%	22.5	3.0	14.0	48.5	0.0
\$170,001 - \$190,000	5	8.47%	9.0	0.0	17.5	0.0	1.0
\$190,001 and up	9	15.25%	26.0	0.0	25.0	110.0	0.0
<b>Median Closed DOM</b>			<b>28.0</b>	<b>13.5</b>	<b>36.0</b>	<b>58.5</b>	<b>17.0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>28.0</b>	<b>8</b>	<b>40</b>	<b>8</b>	<b>3</b>
<b>Total Closed Volume</b>			<b>6,481,286</b>	<b>414.02K</b>	<b>4.45M</b>	<b>1.34M</b>	<b>270.50K</b>

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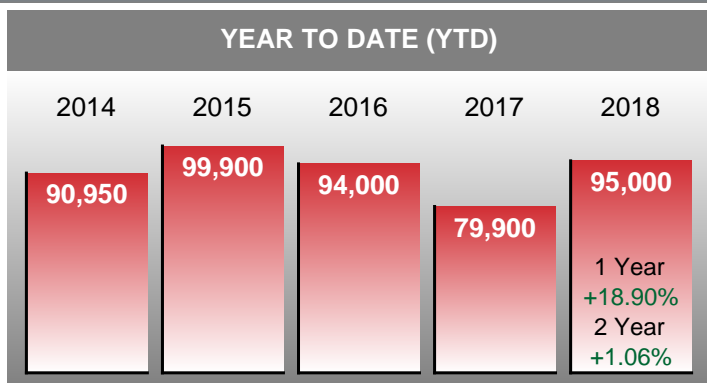
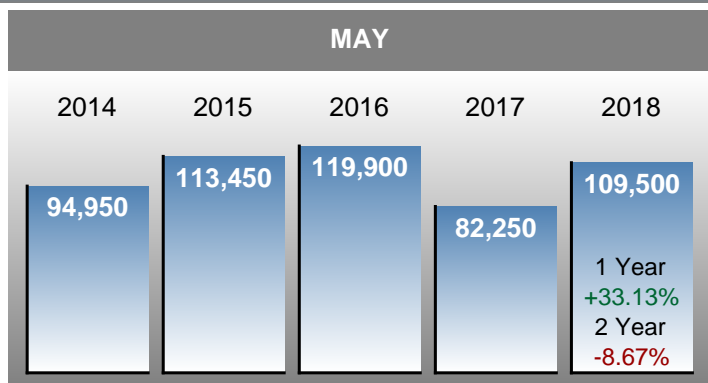
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## MEDIAN LIST PRICE AT CLOSING

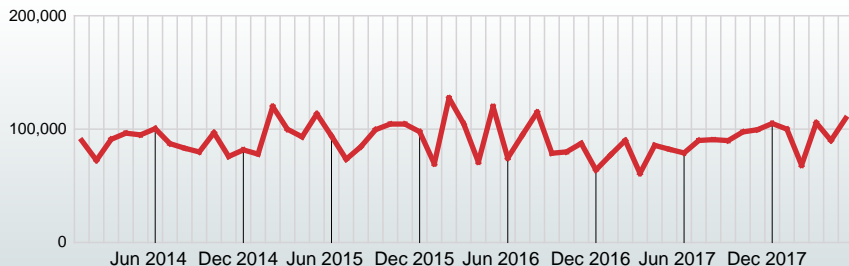
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 104,010

### 3 MONTHS



**High**  
Feb 2016 = 127,450  
**Low**  
Mar 2017 = 61,000  
*Median List Price*  
this month at **109,500**,  
above the 5 yr MAY  
average of **104,010**

**MAR** 105,600  
**APR** 90,000  
**APR** -14.77%  
**MAY** 109,500  
**MAY** 21.67%

### 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
\$10,000 and less	2	3.39%	6,450	0	4,900	0	8,000
\$10,001 \$30,000	7	11.86%	19,500	19,500	22,750	0	0
\$30,001 \$70,000	10	16.95%	51,950	59,900	48,900	39,900	0
\$70,001 \$120,000	14	23.73%	102,750	75,000	107,750	0	98,500
\$120,001 \$170,000	12	20.34%	137,700	135,500	132,000	146,950	0
\$170,001 \$190,000	4	6.78%	185,000	0	188,000	0	172,500
\$190,001 and up	10	16.95%	212,498	0	199,900	249,900	0
<b>Median List Price</b>			109,500	52,400	112,200	154,250	98,500
<b>Total Closed Units</b>		100%	109,500	8	40	8	3
<b>Total Closed Volume</b>			6,708,089	443.80K	4.60M	1.38M	279.00K

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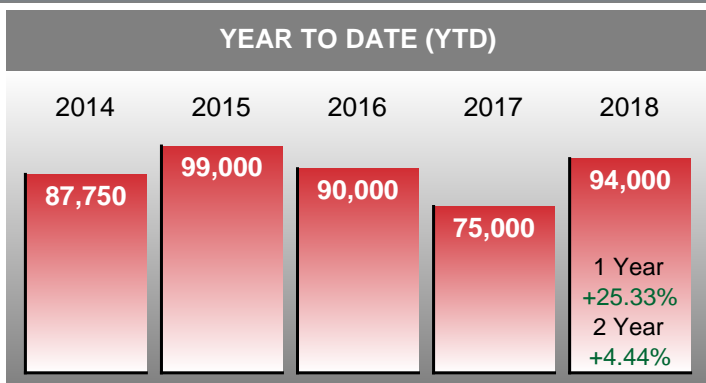
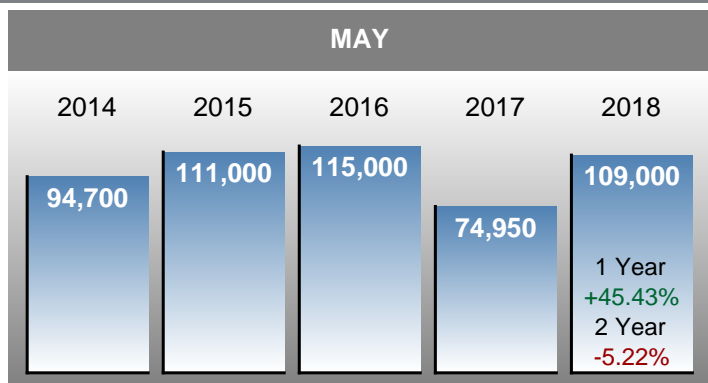
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## MEDIAN SOLD PRICE AT CLOSING

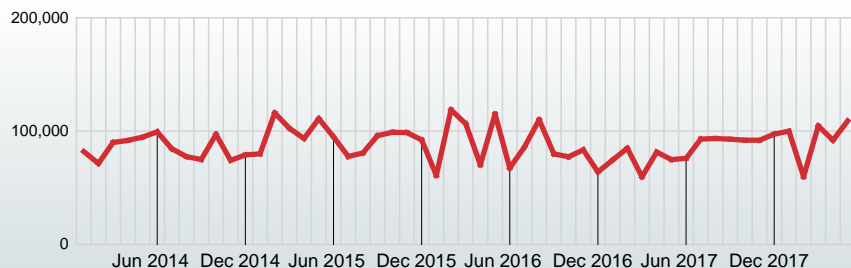
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr MAY AVG = 100,930

### 3 MONTHS



**High**  
Feb 2016 = 118,825  
**Low**  
Mar 2017 = 59,750  
*Median Sold Price*  
this month at **109,000**,  
above the 5 yr MAY  
average of **100,930**

M A R	104,600
A P R	92,000
P R	-12.05%
M A Y	109,000
	18.48%

### 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
\$10,000 and less	1	1.69%	8,000	0	0	0	8,000
\$10,001 - \$30,000	9	15.25%	17,500	17,000	19,500	0	0
\$30,001 - \$70,000	11	18.64%	56,000	60,500	55,250	39,900	0
\$70,001 - \$120,000	14	23.73%	107,875	0	108,750	0	90,000
\$120,001 - \$170,000	10	16.95%	136,000	130,000	132,000	144,000	0
\$170,001 - \$190,000	5	8.47%	184,000	0	184,500	0	172,500
\$190,001 and up	9	15.25%	213,000	0	199,900	244,900	0
<b>Median Sold Price</b>			109,000	46,500	109,250	149,000	90,000
<b>Total Closed Units</b>		100%	109,000	8	40	8	3
<b>Total Closed Volume</b>			6,481,286	414.02K	4.45M	1.34M	270.50K

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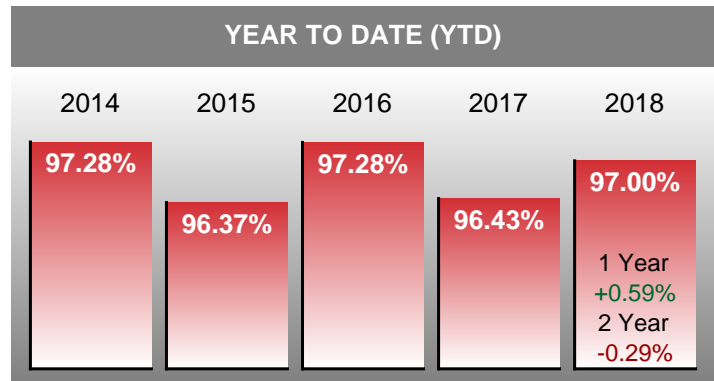
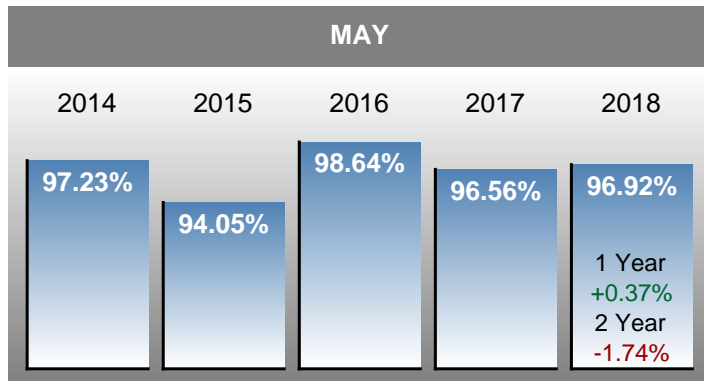
# May 2018

Area Delimited by County Of Muskogee

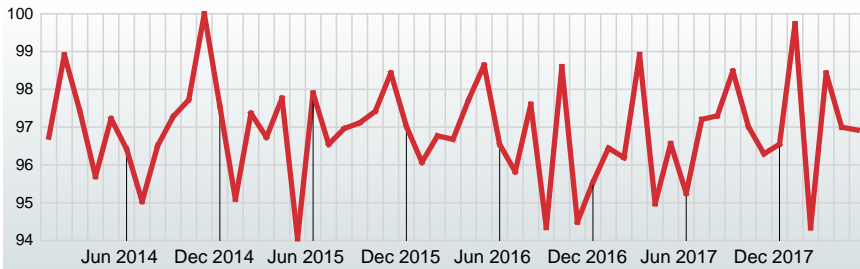


## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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### 5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 96.68%

3 MONTHS

**High**  
Nov 2014 = 100.00%

**Low**  
May 2015 = 94.05%

Median Sold/List Ratio this month at **96.92%**, equal to 5 yr MAY average of **96.68%**

M A R	98.43%
A P R	97.00%
M A Y	-1.46%
M A Y	96.92%
M A Y	-0.08%

### 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	
\$10,000 and less	1	1.69%	100.00%	0.00%	0.00%	0.00%	100.00%	
\$10,001 \$30,000	9	15.25%	96.43%	97.14%	95.89%	0.00%	0.00%	
\$30,001 \$70,000	11	18.64%	93.96%	93.08%	94.85%	100.00%	0.00%	
\$70,001 \$120,000	14	23.73%	99.50%	0.00%	100.00%	0.00%	91.37%	
\$120,001 \$170,000	10	16.95%	96.77%	95.94%	97.03%	94.77%	0.00%	
\$170,001 \$190,000	5	8.47%	97.35%	0.00%	96.75%	0.00%	100.00%	
\$190,001 and up	9	15.25%	98.00%	0.00%	98.38%	98.00%	0.00%	
Median Sold/List Ratio		96.92%		93.51%	97.19%	97.31%	100.00%	
Total Closed Units		59	100%	96.92%	8	40	8	3
Total Closed Volume		6,481,286			414.02K	4.45M	1.34M	270.50K

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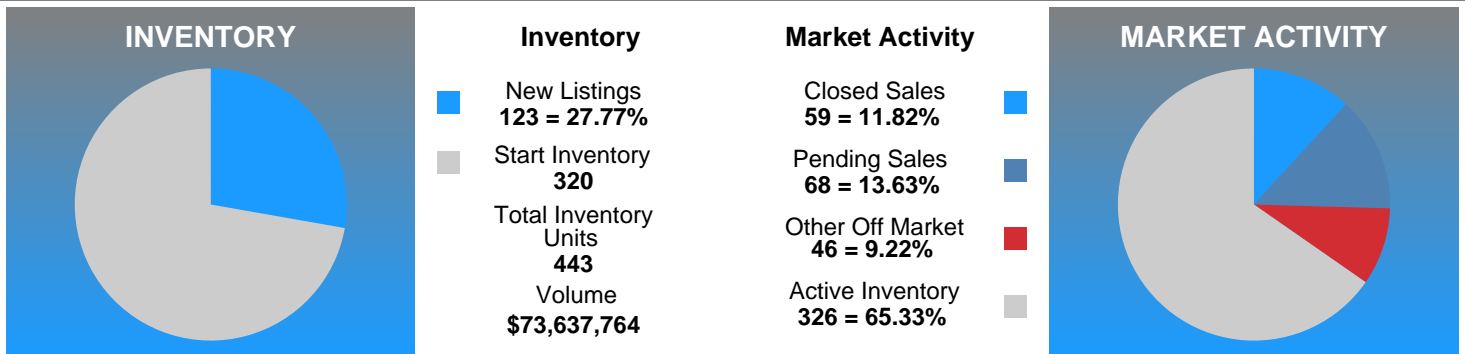
# May 2018

Area Delimited by County Of Muskogee



## MARKET SUMMARY

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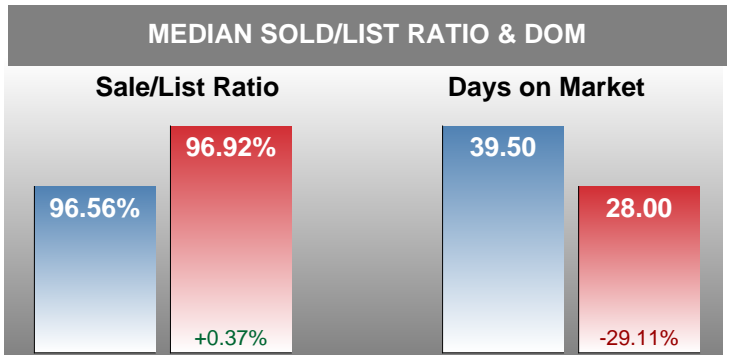
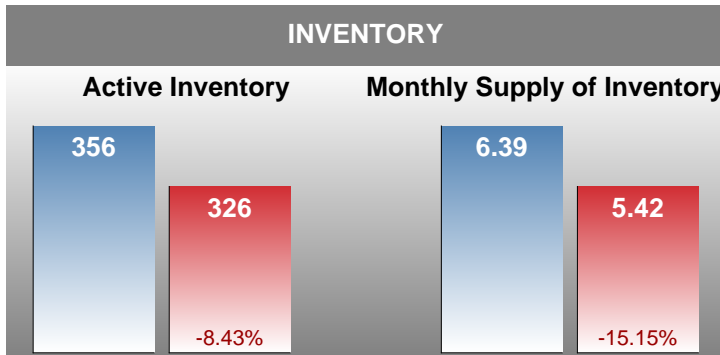
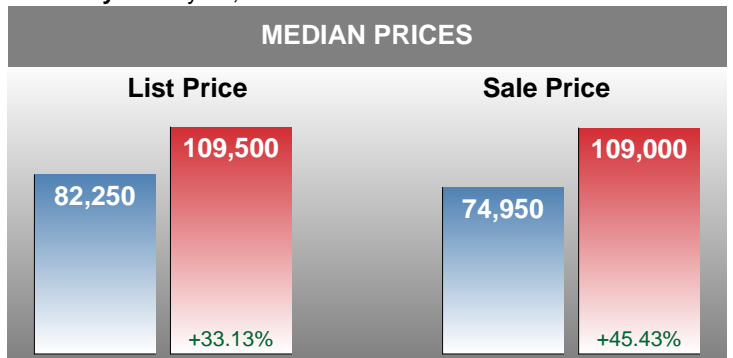
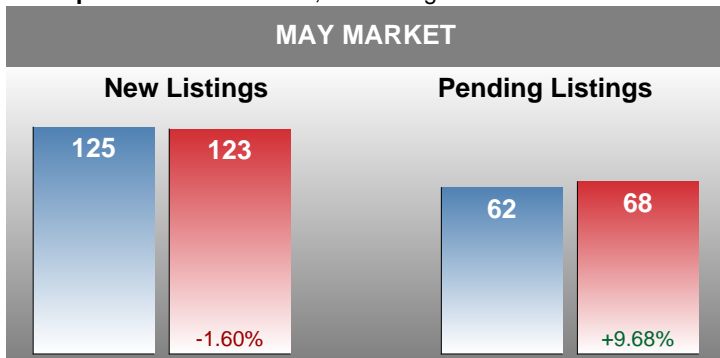


Compared Metrics	May			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	54	59	9.26%	259	321	23.94%
Pending Sales	62	68	9.68%	287	341	18.82%
New Listings	125	123	-1.60%	581	603	3.79%
Median List Price	82,250	109,500	33.13%	79,900	95,000	18.90%
Median Sale Price	74,950	109,000	45.43%	75,000	94,000	25.33%
Median Percent of Selling Price to List Price	96.56%	96.92%	0.37%	96.43%	97.00%	0.59%
Median Days on Market to Sale	39.50	28.00	-29.11%	37.00	35.00	-5.41%
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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