

April 2019



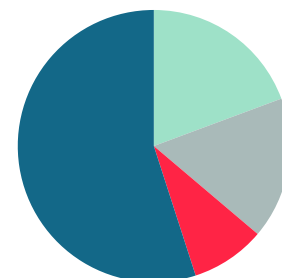
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

Compared Metrics	2018	April 2019	+/-%
Closed Listings	65	70	7.69%
Pending Listings	50	61	22.00%
New Listings	83	106	27.71%
Average List Price	113,562	120,905	6.47%
Average Sale Price	113,616	117,623	3.53%
Average Percent of Selling Price to List Price	104.57%	96.64%	-7.59%
Average Days on Market to Sale	45.49	42.49	-6.61%
End of Month Inventory	216	199	-7.87%
Months Supply of Inventory	3.96	3.59	-9.39%



■ Closed (19.34%)
■ Pending (16.85%)
■ Other OffMarket (8.84%)
■ Active (54.97%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of April 30, 2019 = **199**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2019 decreased **7.87%** to 199 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **3.59** 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 **3.53%** in April 2019 to \$117,623 versus the previous year at \$113,616.

Average Days on Market Shortens

The average number of **42.49** days that homes spent on the market before selling decreased by 3.01 days or **6.61%** in April 2019 compared to last year's same month at **45.49** DOM.

Sales Success for April 2019 is Positive

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

There were 106 New Listings in April 2019, up **27.71%** from last year at 83. Furthermore, there were 70 Closed Listings this month versus last year at 65, a **7.69%** increase.

Closed versus Listed trends yielded a **66.0%** ratio, down from previous year's, April 2018, at **78.3%**, a **15.67%** downswing. 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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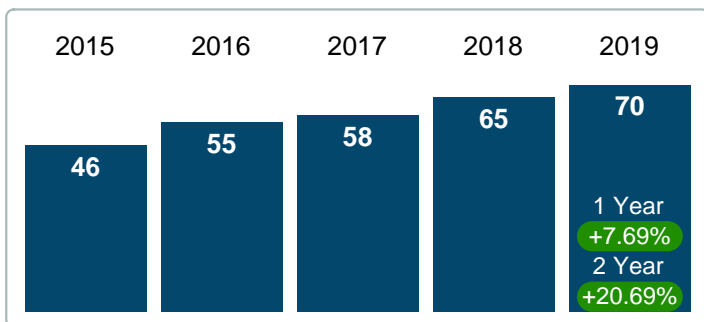
Area Delimited by County Of Muskogee - Residential Property Type



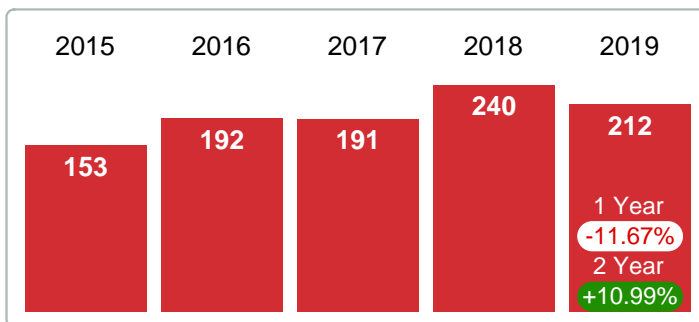
CLOSED LISTINGS

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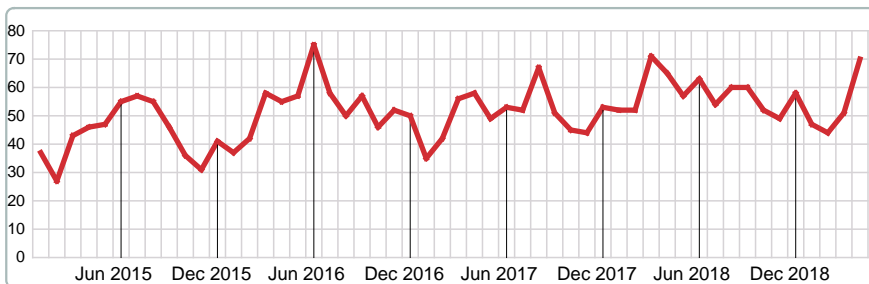
APRIL



YEAR TO DATE (YTD)

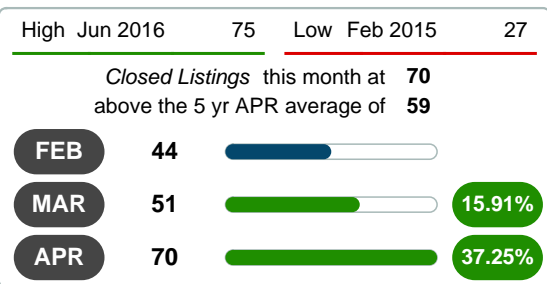


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 59



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	5	7.14%	51.2	3	2	0	0
\$20,001 - \$40,000	7	10.00%	30.4	3	4	0	0
\$40,001 - \$80,000	14	20.00%	40.6	4	9	1	0
\$80,001 - \$130,000	15	21.43%	53.8	1	10	3	1
\$130,001 - \$170,000	11	15.71%	30.7	0	10	1	0
\$170,001 - \$220,000	11	15.71%	46.4	1	8	2	0
\$220,001 and up	7	10.00%	40.1	0	2	4	1
Total Closed Units	70			12	45	11	2
Total Closed Volume	8,233,600	100%	42.5	636.70K	5.31M	1.96M	326.40K
Average Closed Price	\$117,623			\$53,058	\$118,073	\$177,927	\$163,200

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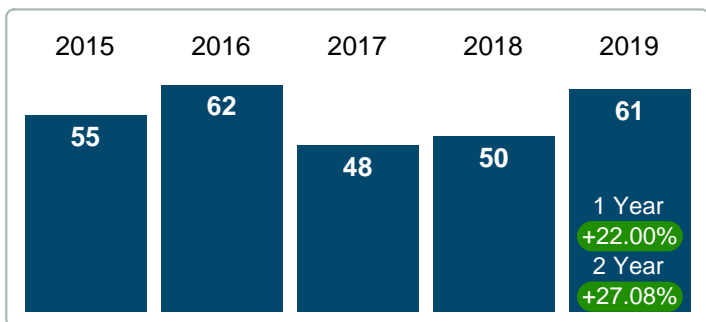
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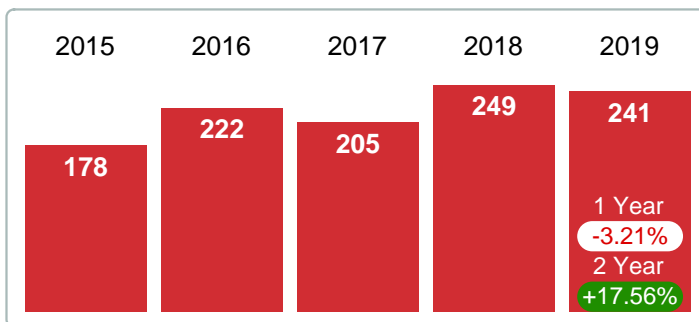
PENDING LISTINGS

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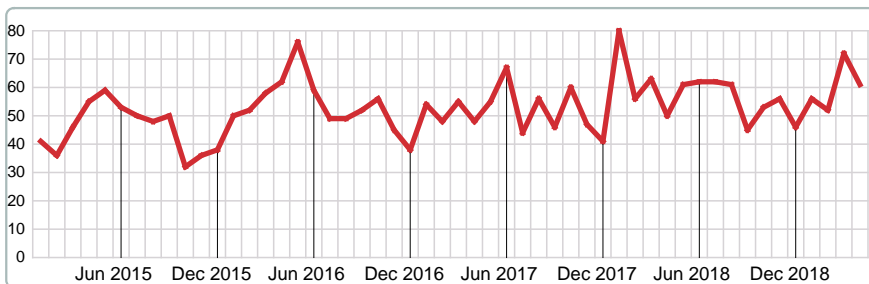
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 55

High Jan 2018 80 Low Oct 2015 32

Pending Listings this month at 61 above the 5 yr APR average of 55



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	6	9.84%	14.5	4	2	0	0
\$40,001 - \$70,000	8	13.11%	28.9	2	5	1	0
\$70,001 - \$90,000	6	9.84%	28.7	0	5	1	0
\$90,001 - \$130,000	17	27.87%	37.1	0	13	4	0
\$130,001 - \$160,000	10	16.39%	61.5	0	9	1	0
\$160,001 - \$220,000	7	11.48%	41.0	0	5	2	0
\$220,001 and up	7	11.48%	57.1	1	0	6	0
Total Pending Units	61			7	39	15	0
Total Pending Volume	7,791,175	100%	38.2	525.40K	4.45M	2.82M	0.00B
Average Listing Price	\$128,207			\$75,057	\$114,035	\$187,893	\$0

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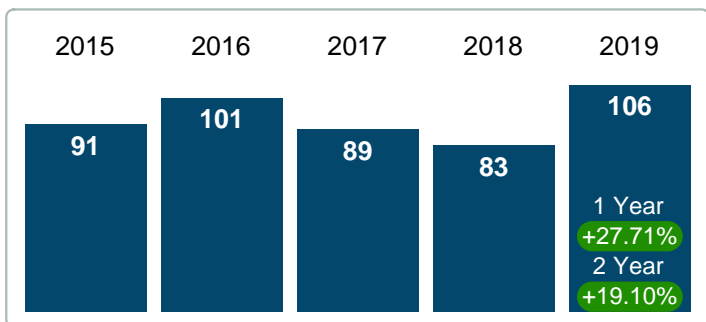
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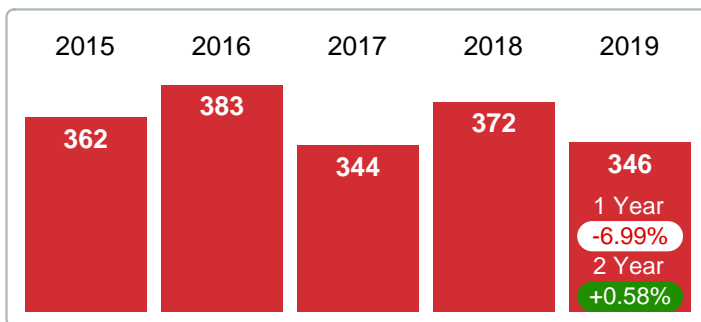
NEW LISTINGS

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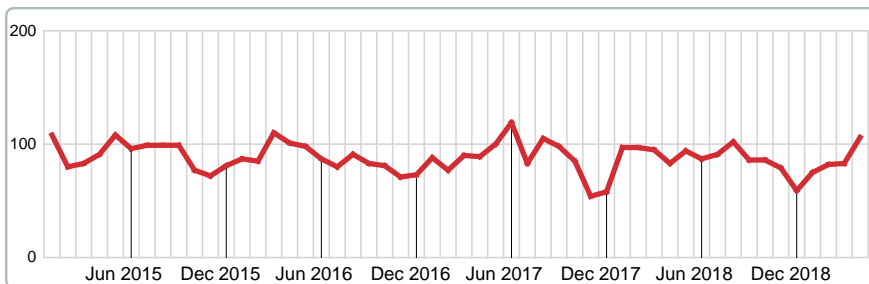
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YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

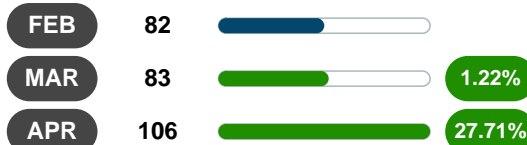


3 MONTHS

5 year APR AVG = 94

High Jun 2017 119 Low Nov 2017 54

New Listings this month at 106
above the 5 yr APR average of 94



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	8	7.55%	5	3	0	0
\$20,001 - \$40,000	10	9.43%	2	6	0	2
\$40,001 - \$70,000	19	17.92%	4	14	1	0
\$70,001 - \$130,000	27	25.47%	1	21	3	2
\$130,001 - \$160,000	16	15.09%	1	12	3	0
\$160,001 - \$260,000	14	13.21%	0	9	4	1
\$260,001 and up	12	11.32%	1	5	5	1
Total New Listed Units	106		14	70	16	6
Total New Listed Volume	13,283,357	100%	988.98K	8.26M	3.17M	872.30K
Average New Listed Listing Price	\$121,799		\$70,642	\$117,951	\$197,844	\$145,383

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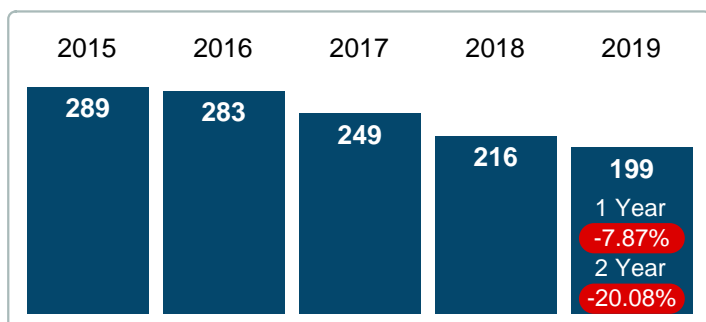
Area Delimited by County Of Muskogee - Residential Property Type



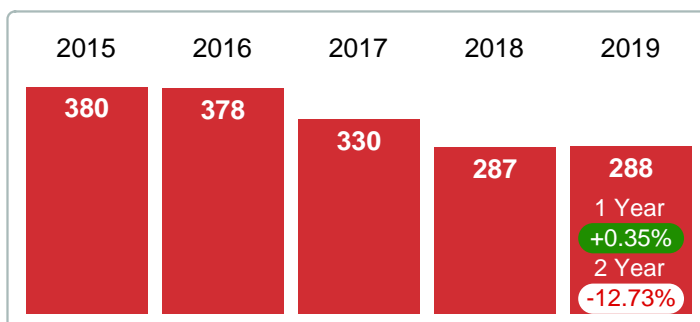
ACTIVE INVENTORY

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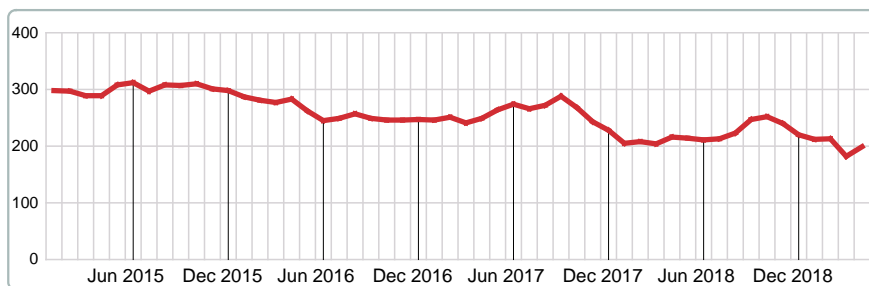
END OF APRIL



ACTIVE DURING APRIL

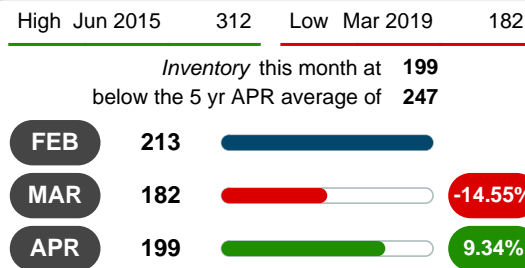


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 247



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 \$50,000	44	22.11%	59.0	18	22	1	3
\$50,001 \$75,000	21	10.55%	68.8	5	15	1	0
\$75,001 \$150,000	60	30.15%	51.6	2	45	10	3
\$150,001 \$200,000	28	14.07%	64.2	0	16	12	0
\$200,001 \$300,000	26	13.07%	55.1	1	11	10	4
\$300,001 and up	20	10.05%	78.3	3	7	8	2
Total Active Inventory by Units			199	29	116	42	12
Total Active Inventory by Volume			31,612,881	2.79M	17.08M	9.51M	2.23M
Average Active Inventory Listing Price			\$158,859	\$96,237	\$147,259	\$226,369	\$186,042

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Area Delimited by County Of Muskogee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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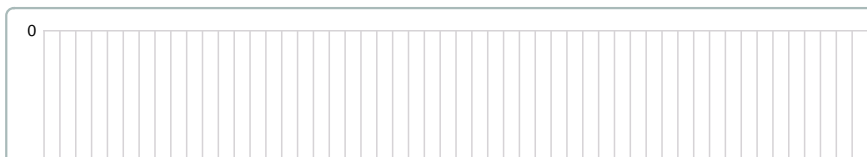
MSI FOR APRIL

2015	2016	2017	2018	2019

INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
199	0	0	inf	0.000%
End of Month Active Inventory	Closed Last 12 Months	Average Closed per Month over 12 Months	Months Supply of Inventory	Percent Months Supply of Inventory

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = inf

High Apr 2019	inf	Low Apr 2019	inf
Months Supply this month at inf equal to 5 yr APR average of inf			
FEB	inf		%
MAR	inf		%
APR	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	12		6.03%	2.25	1.76	3.53	0.00	12.00	
\$20,001 - \$50,000	32		16.08%	3.20	3.60	3.00	1.00	0.00	
\$50,001 - \$80,000	23		11.56%	2.68	3.16	2.83	1.33	0.00	
\$80,001 - \$150,000	58		29.15%	3.38	2.18	3.49	2.73	12.00	
\$150,001 - \$220,000	29		14.57%	2.78	0.00	2.32	4.80	0.00	
\$220,001 - \$310,000	26		13.07%	9.18	0.00	8.80	7.06	24.00	
\$310,001 and up	19		9.55%	17.54	36.00	14.40	19.20	12.00	
Market Supply of Inventory (MSI)		3.59			2.97	3.37	4.13	11.08	
Total Active Inventory by Units		199	100%	3.59	29	116	42	12	

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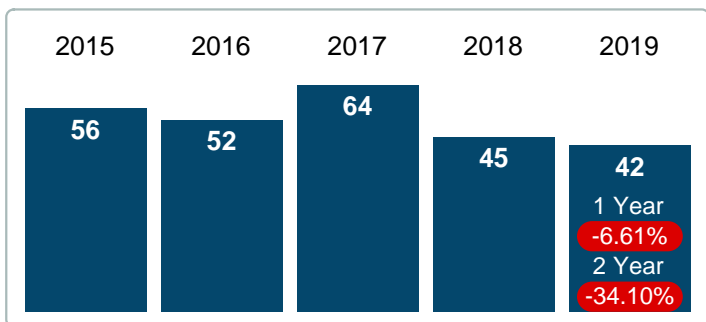
Area Delimited by County Of Muskogee - Residential Property Type



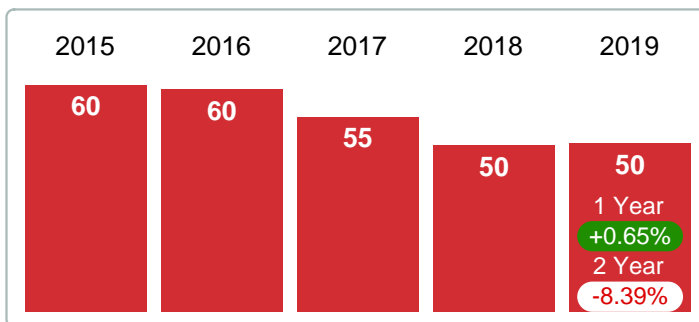
AVERAGE DAYS ON MARKET TO SALE

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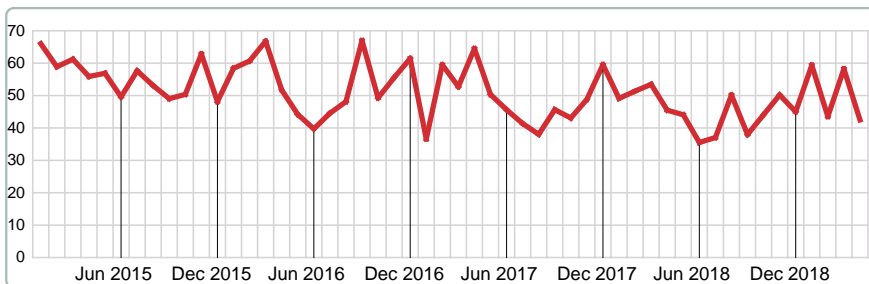
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 52

High Sep 2016 67 Low Jun 2018 36

Average Days on Market to Sale this month at 42 below the 5 yr APR average of 52



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	7.14%	51	45	61	0	0
\$20,001 - \$40,000	10.00%	30	22	37	0	0
\$40,001 - \$80,000	20.00%	41	90	23	2	0
\$80,001 - \$130,000	21.43%	54	30	46	81	71
\$130,001 - \$170,000	15.71%	31	0	33	5	0
\$170,001 - \$220,000	15.71%	46	171	37	21	0
\$220,001 and up	10.00%	40	0	21	54	22
Average Closed DOM		42	63	36	46	47
Total Closed Units	100%	42	12	45	11	2
Total Closed Volume		8,233,600	636.70K	5.31M	1.96M	326.40K

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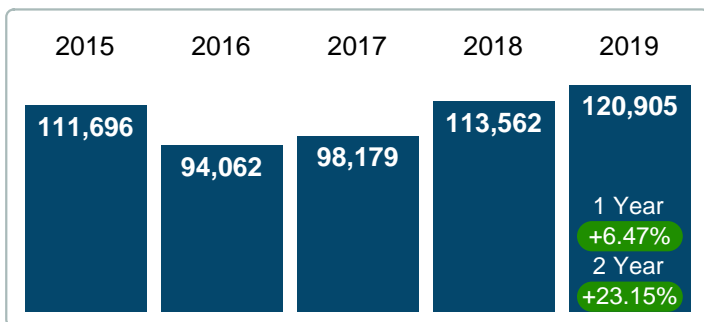
Area Delimited by County Of Muskogee - Residential Property Type



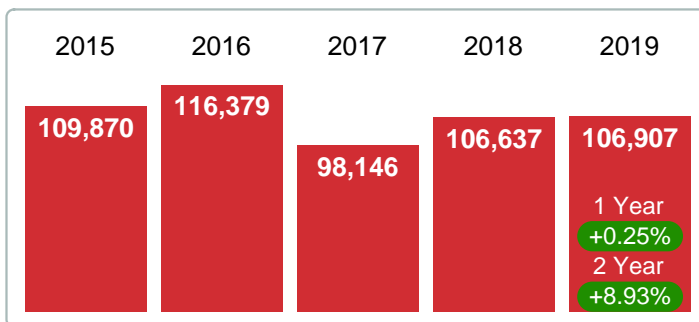
AVERAGE LIST PRICE AT CLOSING

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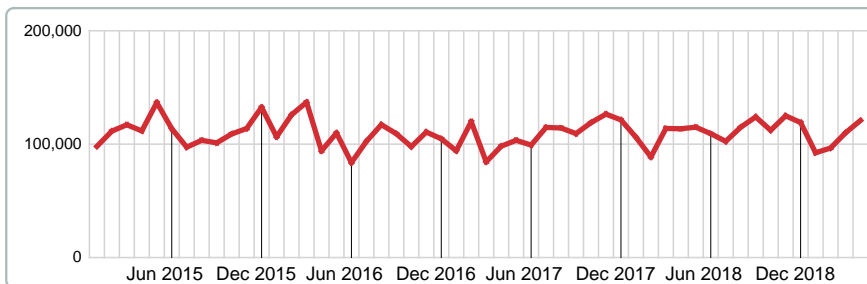
APRIL



YEAR TO DATE (YTD)

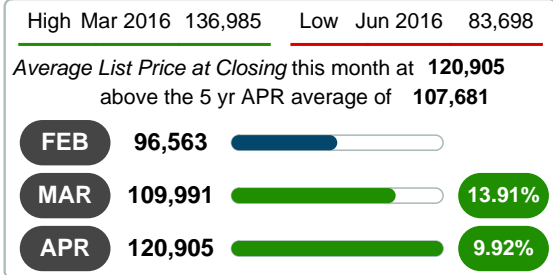


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 107,681



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	2.86%	16,250	20,367	21,200	0	0
\$20,001 - \$40,000	12.86%	28,444	38,500	28,500	0	0
\$40,001 - \$80,000	21.43%	62,893	54,450	70,789	49,000	0
\$80,001 - \$130,000	21.43%	103,957	86,000	105,615	107,433	89,900
\$130,001 - \$170,000	15.71%	153,518	0	151,880	169,900	0
\$170,001 - \$220,000	14.29%	196,270	184,900	195,350	222,000	0
\$220,001 and up	11.43%	252,588	0	254,750	258,175	249,500
Average List Price		120,905	55,442	120,906	183,445	169,700
Total Closed Units	100%	120,905	12	45	11	2
Total Closed Volume		8,463,350	665.30K	5.44M	2.02M	339.40K

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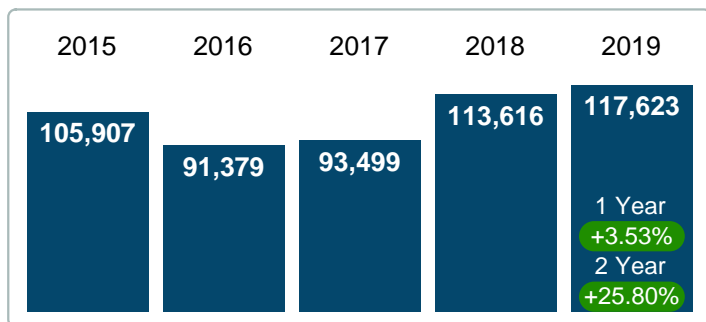
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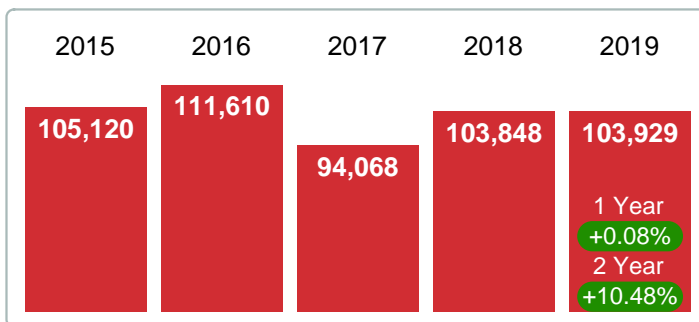
AVERAGE SOLD PRICE AT CLOSING

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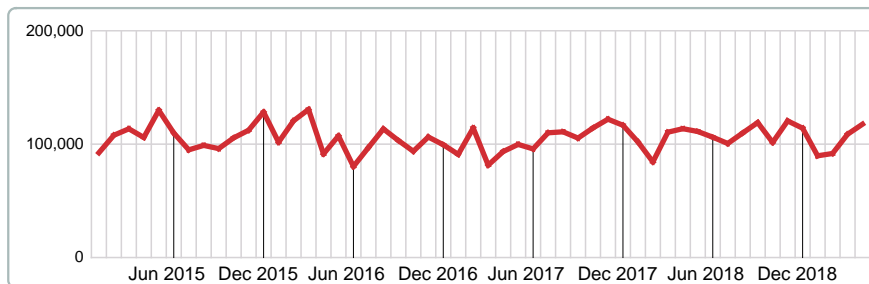
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

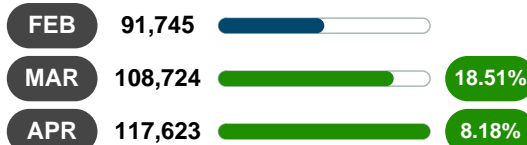


3 MONTHS

5 year APR AVG = 104,405

High Mar 2016 130,592 Low Jun 2016 80,283

Average Sold Price at Closing this month at 117,623 above the 5 yr APR average of 104,405



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	7.14%	17,800	17,167	18,750	0	0
\$20,001 - \$40,000	10.00%	31,029	35,500	27,675	0	0
\$40,001 - \$80,000	20.00%	61,757	53,200	66,978	49,000	0
\$80,001 - \$130,000	21.43%	101,687	86,000	102,700	106,967	91,400
\$130,001 - \$170,000	15.71%	148,664	0	147,030	165,000	0
\$170,001 - \$220,000	15.71%	195,491	179,900	194,438	207,500	0
\$220,001 and up	10.00%	250,257	0	254,750	251,825	235,000
Average Sold Price		117,623	53,058	118,073	177,927	163,200
Total Closed Units	100%	117,623	12	45	11	2
Total Closed Volume		8,233,600	636.70K	5.31M	1.96M	326.40K

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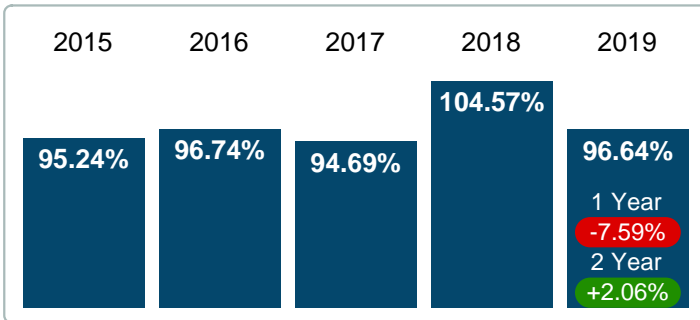
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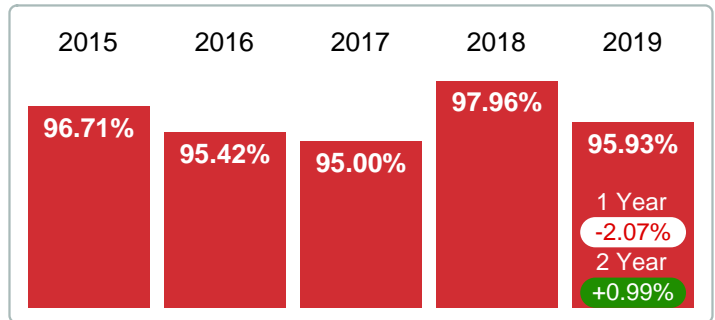
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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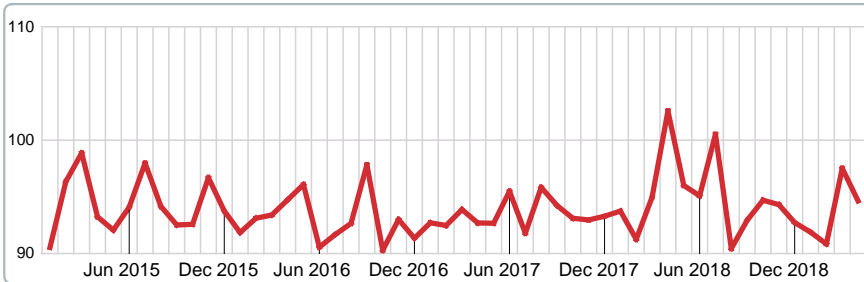
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

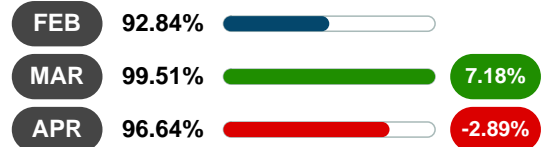


3 MONTHS

5 year APR AVG = 97.58%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **96.64%**
below the 5 yr APR average of **97.58%**



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	5	7.14%	89.06%	88.33%	90.16%	0.00%	0.00%
\$20,001 - \$40,000	7	10.00%	95.12%	92.61%	97.01%	0.00%	0.00%
\$40,001 - \$80,000	14	20.00%	95.87%	97.40%	94.74%	100.00%	0.00%
\$80,001 - \$130,000	15	21.43%	98.65%	100.00%	98.05%	99.19%	101.67%
\$130,001 - \$170,000	11	15.71%	96.96%	0.00%	96.95%	97.12%	0.00%
\$170,001 - \$220,000	11	15.71%	98.20%	97.30%	99.50%	93.45%	0.00%
\$220,001 and up	7	10.00%	97.85%	0.00%	100.00%	97.69%	94.19%
Average Sold/List Ratio		96.60%		94.14%	97.04%	97.49%	97.93%
Total Closed Units	70	100%	96.60%	12	45	11	2
Total Closed Volume	8,233,600			636.70K	5.31M	1.96M	326.40K

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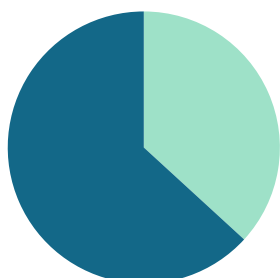
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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INVENTORY

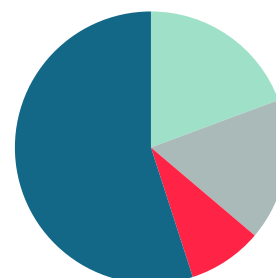


Inventory
 New Listings
106 = 36.81%
 Start Inventory
182
 Total Inventory Units
288
 Volume
\$42,764,656

Market Activity

Closed Sales
70 = 19.34%
 Pending Sales
61 = 16.85%
 Other Off Market
32 = 8.84%
 Active Inventory
199 = 54.97%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	65	70	7.69%	240	212	-11.67%
Pending Sales	50	61	22.00%	249	241	-3.21%
New Listings	83	106	27.71%	372	346	-6.99%
Average List Price	113,562	120,905	6.47%	106,637	106,907	0.25%
Average Sale Price	113,616	117,623	3.53%	103,848	103,929	0.08%
Average Percent of Selling Price to List Price	104.57%	96.64%	-7.59%	97.96%	95.93%	-2.07%
Average Days on Market to Sale	45.49	42.49	-6.61%	49.91	50.23	0.65%
Monthly Inventory	216	199	-7.87%	216	199	-7.87%
Months Supply of Inventory	3.96	3.59	-9.39%	3.96	3.59	-9.39%

Absorption: Last 12 months, an Average of **55** Sales/Month

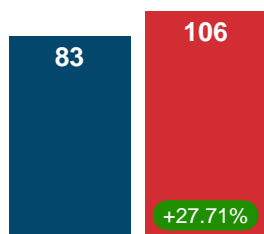
Inventory on April 30, 2019 = **199**

2018 **2019**

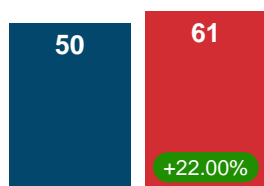
APRIL MARKET

AVERAGE PRICES

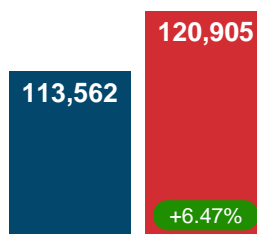
New Listings



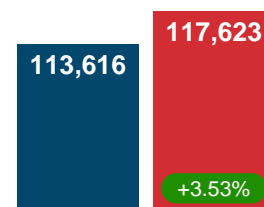
Pending Listings



List Price



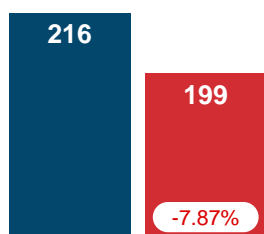
Sale Price



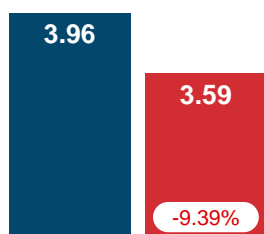
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

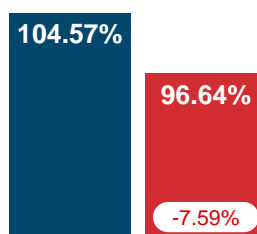
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

