

# April 2019



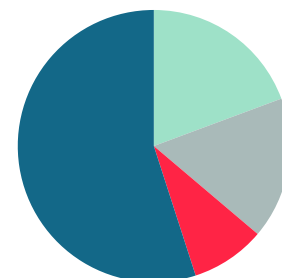
Area Delimited by County Of Muskogee - Residential Property Type



## 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%
Median List Price	89,000	106,250	19.38%
Median Sale Price	90,000	105,000	16.67%
Median Percent of Selling Price to List Price	97.35%	98.60%	1.28%
Median Days on Market to Sale	28.00	25.00	-10.71%
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.

#### 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 **16.67%** in April 2019 to \$105,000 versus the previous year at \$90,000.

#### Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 3.00 days or **10.71%** in April 2019 compared to last year's same month at **28.00** DOM.

#### Sales Success for April 2019 is Positive

Overall, with Median 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.

### What's in this Issue

<b>Closed Listings</b>	<b>2</b>
<b>Pending Listings</b>	<b>3</b>
<b>New Listings</b>	<b>4</b>
<b>Inventory</b>	<b>5</b>
<b>Months Supply of Inventory</b>	<b>6</b>
<b>Median Days on Market to Sale</b>	<b>7</b>
<b>Median List Price at Closing</b>	<b>8</b>
<b>Median Sale Price at Closing</b>	<b>9</b>
<b>Median Percent of Selling Price to List Price</b>	<b>10</b>
<b>Market Summary</b>	<b>11</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?

Contact an experienced REALTOR®

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

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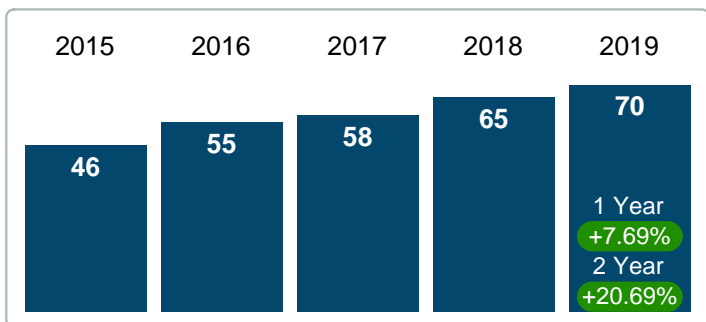
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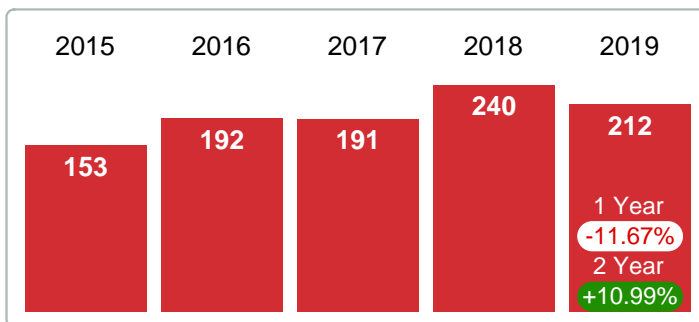
## CLOSED LISTINGS

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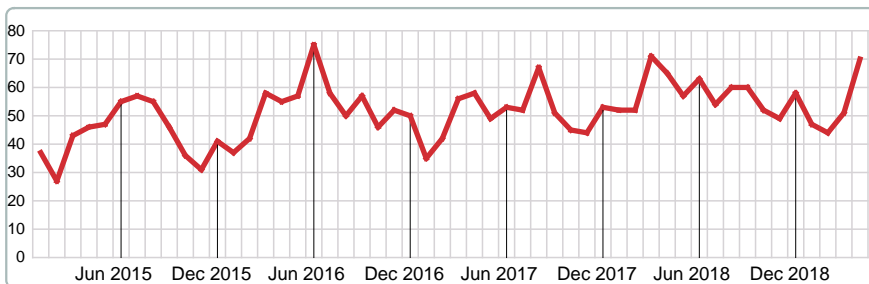
### APRIL



### YEAR TO DATE (YTD)

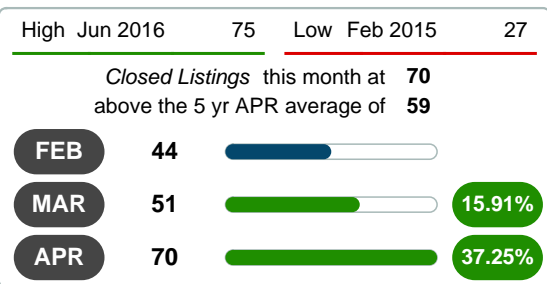


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 59



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	7.14%	58.0	3	2	0	0
\$20,001 - \$40,000	7	10.00%	24.0	3	4	0	0
\$40,001 - \$80,000	14	20.00%	20.5	4	9	1	0
\$80,001 - \$130,000	15	21.43%	34.0	1	10	3	1
\$130,001 - \$170,000	11	15.71%	12.0	0	10	1	0
\$170,001 - \$220,000	11	15.71%	15.0	1	8	2	0
\$220,001 and up	7	10.00%	31.0	0	2	4	1
<b>Total Closed Units</b>	<b>70</b>			<b>12</b>	<b>45</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>8,233,600</b>	<b>100%</b>	<b>25.0</b>	<b>636.70K</b>	<b>5.31M</b>	<b>1.96M</b>	<b>326.40K</b>
<b>Median Closed Price</b>	<b>\$105,000</b>			<b>\$41,250</b>	<b>\$110,000</b>	<b>\$200,000</b>	<b>\$163,200</b>

# April 2019



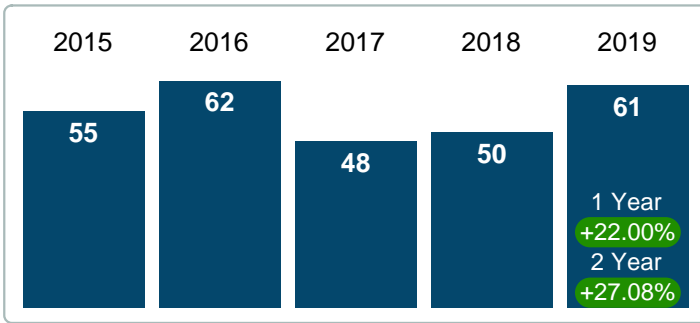
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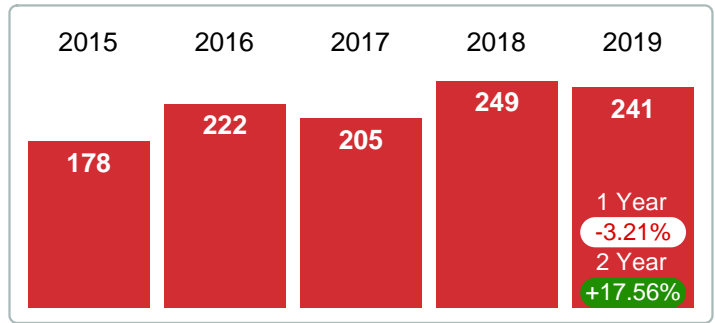
## PENDING LISTINGS

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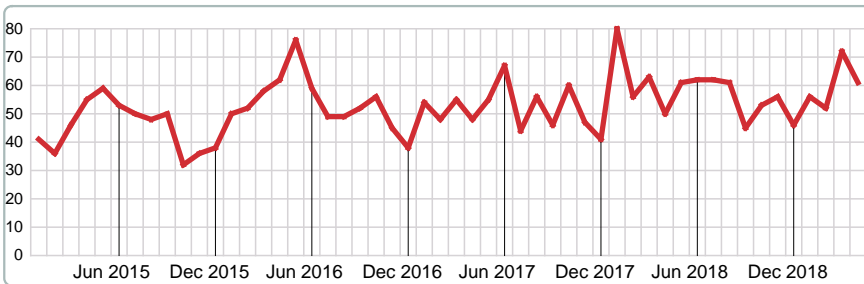
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### YEAR TO DATE (YTD)

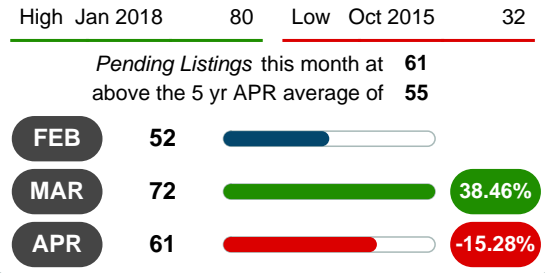


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 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	9.84%	8.5	4	2	0	0
\$40,001 - \$70,000	8	13.11%	9.5	2	5	1	0
\$70,001 - \$90,000	6	9.84%	10.0	0	5	1	0
\$90,001 - \$130,000	17	27.87%	22.0	0	13	4	0
\$130,001 - \$160,000	10	16.39%	30.5	0	9	1	0
\$160,001 - \$220,000	7	11.48%	19.0	0	5	2	0
\$220,001 and up	7	11.48%	52.0	1	0	6	0
<b>Total Pending Units</b>	<b>61</b>			<b>7</b>	<b>39</b>	<b>15</b>	<b>0</b>
<b>Total Pending Volume</b>	<b>7,791,175</b>	<b>100%</b>	<b>16.0</b>	<b>525.40K</b>	<b>4.45M</b>	<b>2.82M</b>	<b>0.00B</b>
<b>Median Listing Price</b>	<b>\$114,900</b>			<b>\$34,000</b>	<b>\$109,900</b>	<b>\$185,700</b>	<b>\$0</b>

# April 2019



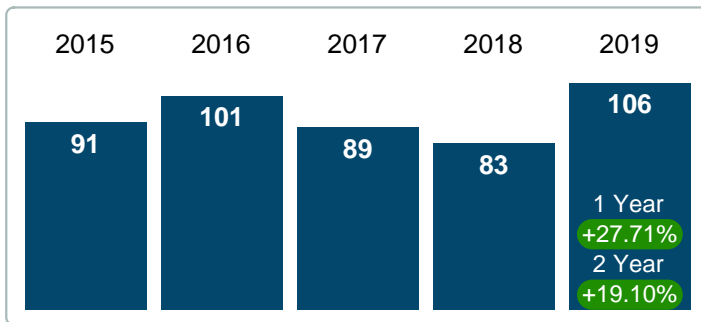
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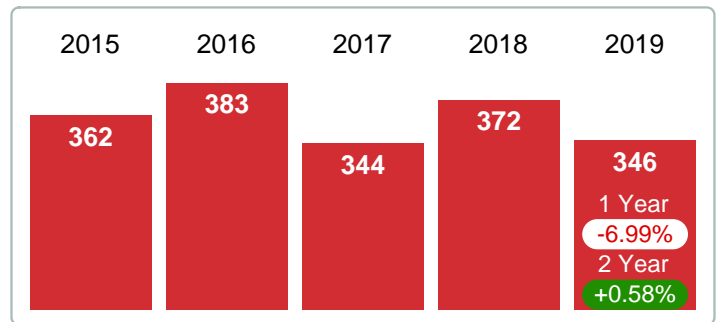
## NEW LISTINGS

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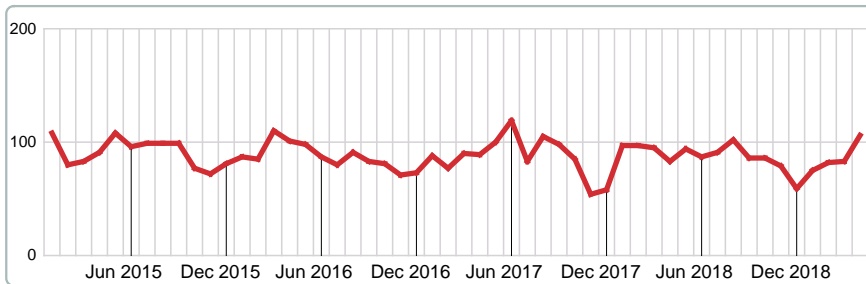
### APRIL



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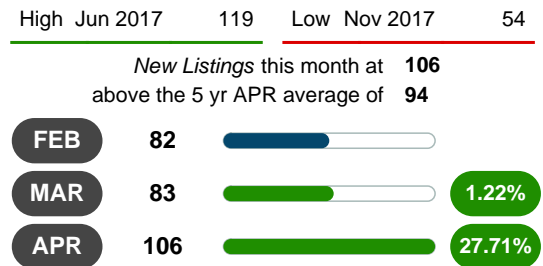


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 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
<b>Total New Listed Units</b>	<b>106</b>		<b>14</b>	<b>70</b>	<b>16</b>	<b>6</b>
<b>Total New Listed Volume</b>	<b>13,283,357</b>	<b>100%</b>	<b>988.98K</b>	<b>8.26M</b>	<b>3.17M</b>	<b>872.30K</b>
<b>Median New Listed Listing Price</b>	<b>\$115,950</b>		<b>\$38,950</b>	<b>\$109,450</b>	<b>\$209,700</b>	<b>\$108,250</b>

# April 2019



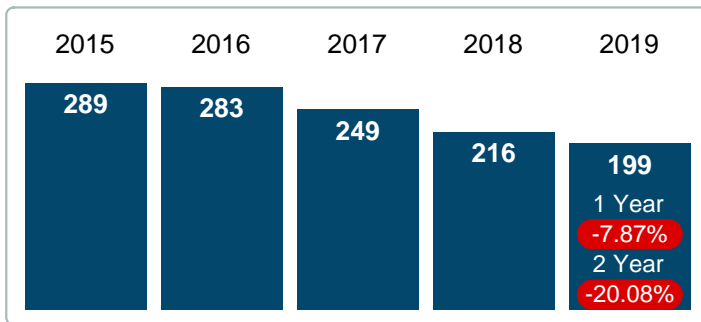
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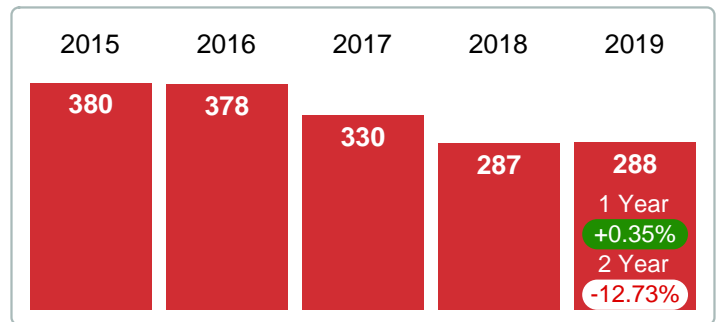
## ACTIVE INVENTORY

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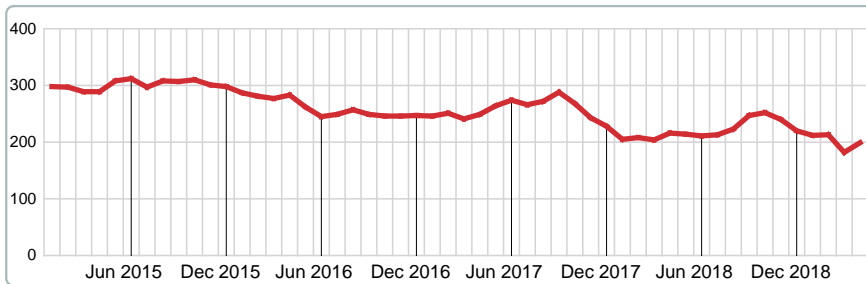
### END OF APRIL



### ACTIVE DURING APRIL

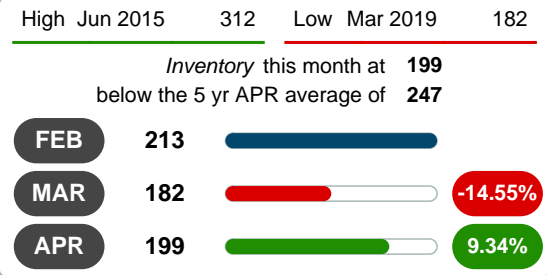


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 247



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds	
\$20,000 and less	12	6.03%	65.0	6	5	0	1	
\$20,001 - \$50,000	32	16.08%	54.5	12	17	1	2	
\$50,001 - \$80,000	23	11.56%	48.0	5	17	1	0	
\$80,001 - \$150,000	58	29.15%	40.0	2	43	10	3	
\$150,001 - \$220,000	29	14.57%	50.0	0	17	12	0	
\$220,001 - \$310,000	26	13.07%	42.0	1	11	10	4	
\$310,001 and up	19	9.55%	63.0	3	6	8	2	
Total Active Inventory by Units		199		29	116	42	12	
Total Active Inventory by Volume		31,612,881	100%	48.0	2.79M	17.08M	9.51M	2.23M
Median Active Inventory Listing Price		\$122,500			\$45,000	\$116,700	\$188,000	\$172,000

# April 2019



Area Delimited by County Of Muskogee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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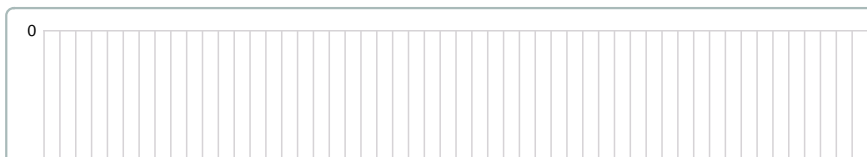
### MSI FOR APRIL

2015	2016	2017	2018	2019

### INDICATORS FOR APRIL 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>199</b>	<b>0</b>	<b>0</b>	<b>inf</b>	<b>0.000%</b>
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 <b>inf</b> equal to 5 yr APR average of <b>inf</b>			
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	

# April 2019



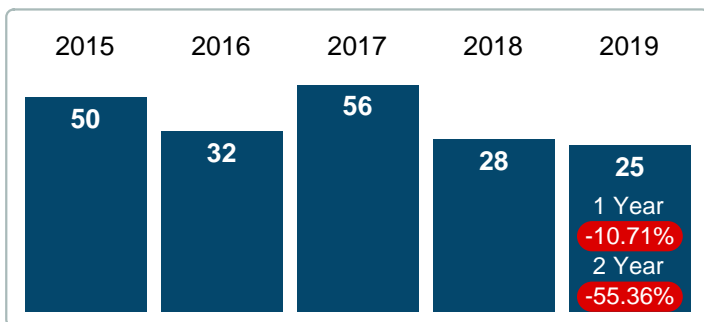
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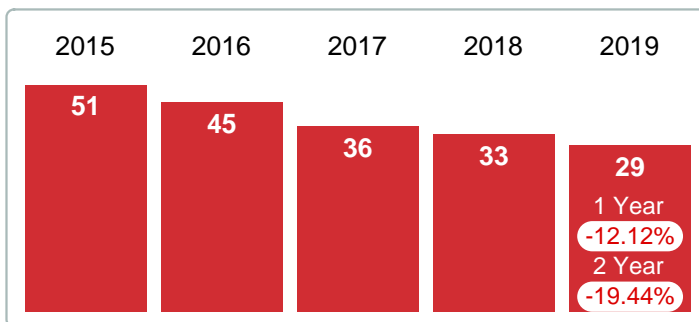
## MEDIAN DAYS ON MARKET TO SALE

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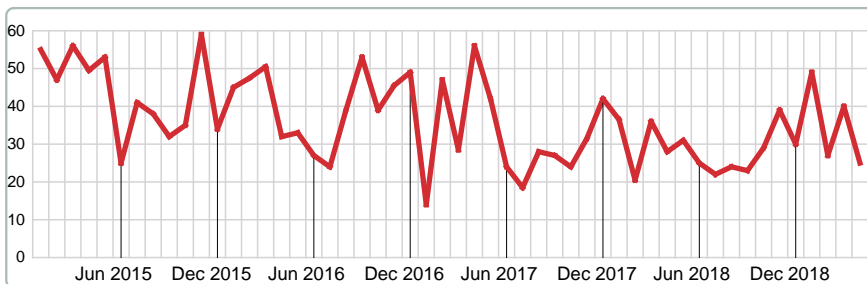
### APRIL



### YEAR TO DATE (YTD)

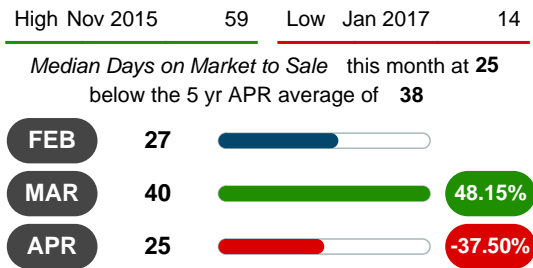


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 38



### 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	7.14%	58	58	61	0	0
\$20,001 - \$40,000	10.00%	24	24	32	0	0
\$40,001 - \$80,000	20.00%	21	86	7	2	0
\$80,001 - \$130,000	21.43%	34	30	20	59	71
\$130,001 - \$170,000	15.71%	12	0	20	5	0
\$170,001 - \$220,000	15.71%	15	171	12	21	0
\$220,001 and up	10.00%	31	0	21	41	22
<b>Median Closed DOM</b>		<b>25</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>25.0</b>	<b>12</b>	<b>45</b>	<b>11</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>8,233,600</b>	<b>636.70K</b>	<b>5.31M</b>	<b>1.96M</b>	<b>326.40K</b>



# April 2019



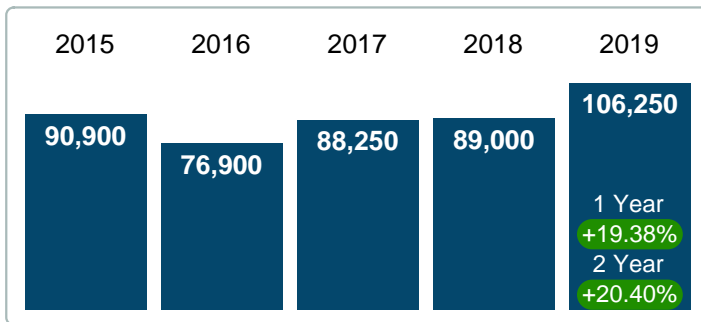
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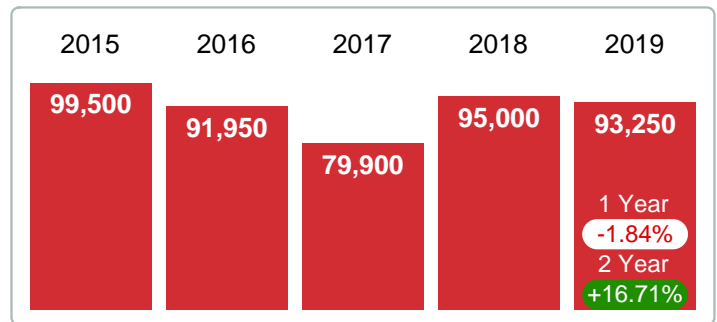
## MEDIAN LIST PRICE AT CLOSING

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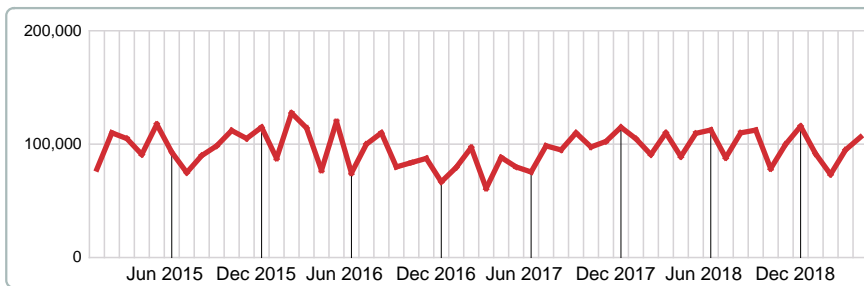
### APRIL



### YEAR TO DATE (YTD)

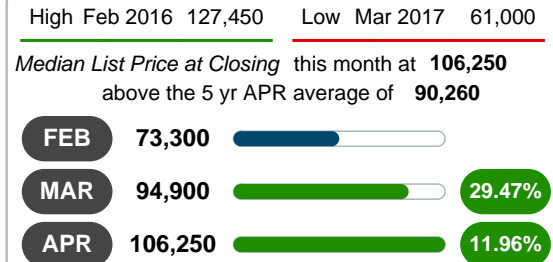


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year APR AVG = 90,260



### 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	2	2.86%	16,250	15,000	17,500	0	0
\$20,001 - \$40,000	9	12.86%	24,900	29,450	24,900	0	0
\$40,001 - \$80,000	15	21.43%	63,500	49,900	75,000	49,000	0
\$80,001 - \$130,000	15	21.43%	97,500	86,000	101,250	107,500	89,900
\$130,001 - \$170,000	11	15.71%	149,500	0	147,200	169,900	0
\$170,001 - \$220,000	10	14.29%	193,651	184,900	193,651	215,000	0
\$220,001 and up	8	11.43%	249,700	0	254,750	249,900	249,500
Median List Price			106,250	46,250	127,000	215,000	169,700
Total Closed Units		100%	106,250	12	45	11	2
Total Closed Volume			8,463,350	665.30K	5.44M	2.02M	339.40K



# April 2019



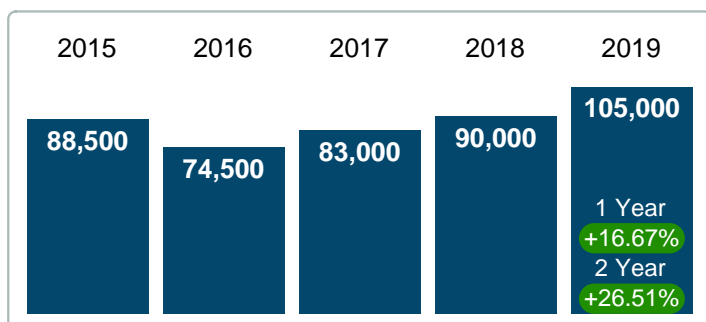
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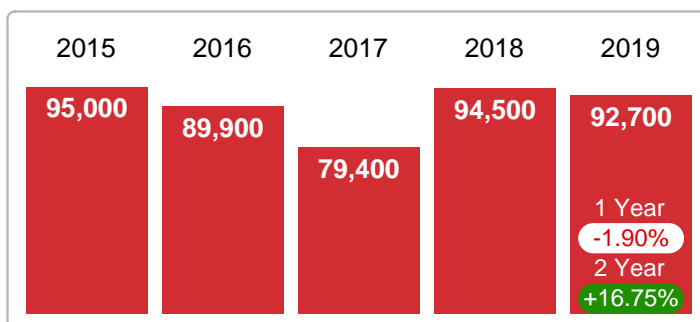
## MEDIAN SOLD PRICE AT CLOSING

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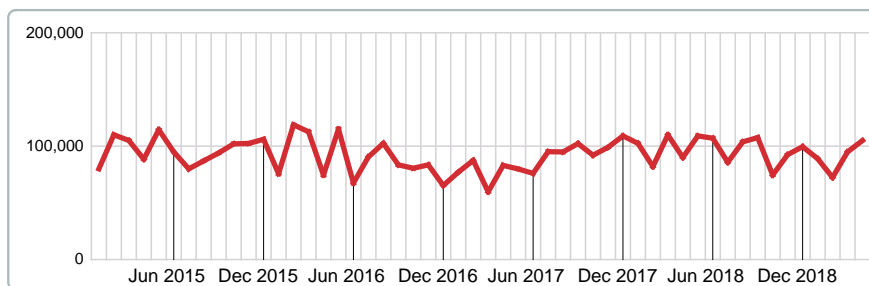
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

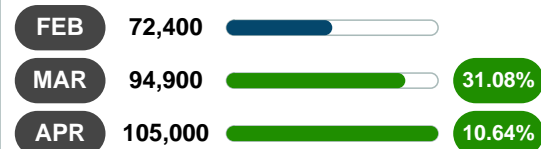


### 3 MONTHS

5 year APR AVG = 88,200

High Feb 2016 118,825 Low Mar 2017 59,750

Median Sold Price at Closing this month at **105,000** above the 5 yr APR average of **88,200**



### 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	7.14%	18,500	18,500	18,750	0	0
\$20,001 - \$40,000	7	10.00%	33,500	33,500	24,750	0	0
\$40,001 - \$80,000	14	20.00%	61,700	52,450	70,000	49,000	0
\$80,001 - \$130,000	15	21.43%	97,500	86,000	98,750	110,000	91,400
\$130,001 - \$170,000	11	15.71%	144,000	0	142,000	165,000	0
\$170,001 - \$220,000	11	15.71%	197,500	179,900	193,750	207,500	0
\$220,001 and up	7	10.00%	248,900	0	254,750	250,400	235,000
Median Sold Price			105,000	41,250	110,000	200,000	163,200
Total Closed Units		100%	105,000	12	45	11	2
Total Closed Volume			8,233,600	636.70K	5.31M	1.96M	326.40K

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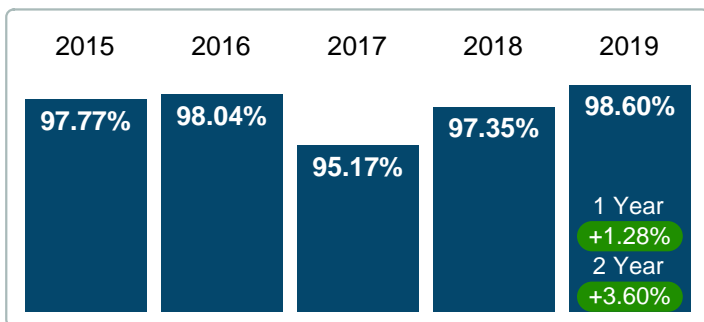
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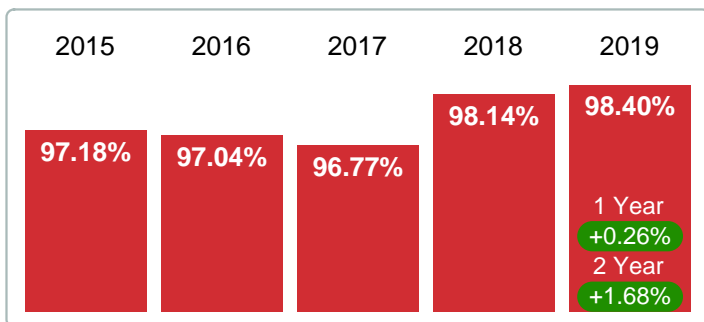
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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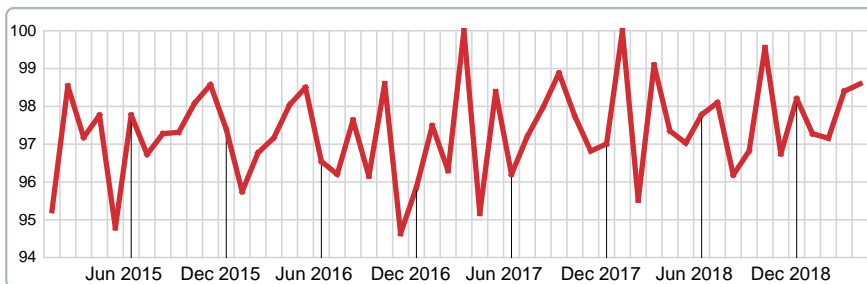
### APRIL



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

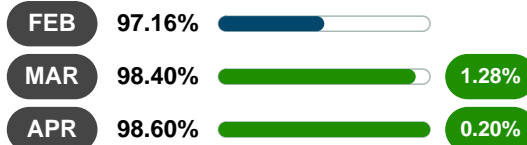


### 3 MONTHS

5 year APR AVG = 97.38%

High Jan 2018 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **98.60%**  
above the 5 yr APR average of **97.38%**



### 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	7.14%	80.32%	80.32%	90.16%	0.00%	0.00%
\$20,001 - \$40,000	7	10.00%	96.36%	90.54%	98.18%	0.00%	0.00%
\$40,001 - \$80,000	14	20.00%	100.00%	100.00%	96.67%	100.00%	0.00%
\$80,001 - \$130,000	15	21.43%	99.58%	100.00%	97.85%	102.33%	101.67%
\$130,001 - \$170,000	11	15.71%	98.25%	0.00%	98.45%	97.12%	0.00%
\$170,001 - \$220,000	11	15.71%	98.75%	97.30%	100.00%	93.45%	0.00%
\$220,001 and up	7	10.00%	98.82%	0.00%	100.00%	98.32%	94.19%
Median Sold/List Ratio		98.60%		97.91%	98.75%	97.81%	97.93%
Total Closed Units		70	100%	12	45	11	2
Total Closed Volume		8,233,600		636.70K	5.31M	1.96M	326.40K

# April 2019



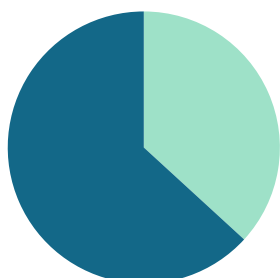
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

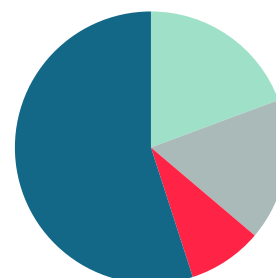


**Inventory**  
 New Listings  
**106 = 36.81%**  
 Start Inventory  
**182**  
 Total Inventory Units  
**288**  
 Volume  
**\$42,764,656**

### 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%
Median List Price	89,000	106,250	19.38%	95,000	93,250	-1.84%
Median Sale Price	90,000	105,000	16.67%	94,500	92,700	-1.90%
Median Percent of Selling Price to List Price	97.35%	98.60%	1.28%	98.14%	98.40%	0.26%
Median Days on Market to Sale	28.00	25.00	-10.71%	33.00	29.00	-12.12%
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

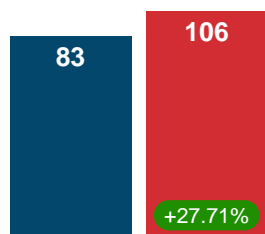
**Inventory** on April 30, 2019 = **199**

**2018** **2019**

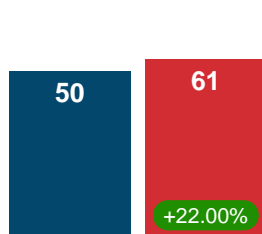
### APRIL MARKET

### MEDIAN PRICES

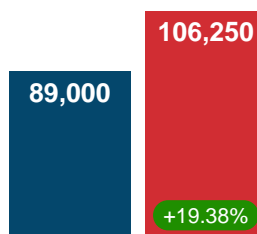
#### New Listings



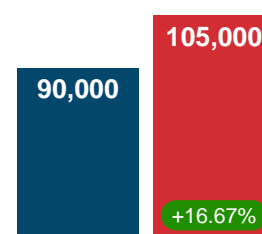
#### Pending Listings



#### List Price



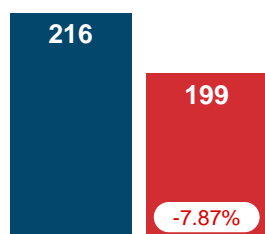
#### Sale Price



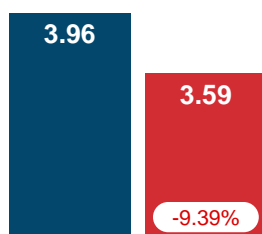
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

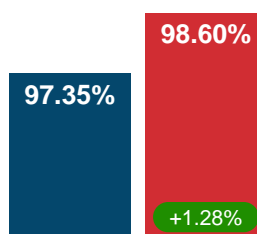
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

