

# February 2019



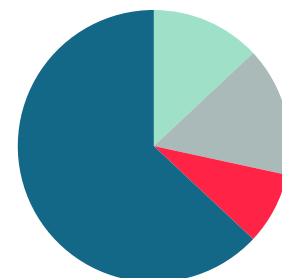
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	February 2019	+/-%
Closed Listings	52	44	-15.38%
Pending Listings	56	52	-7.14%
New Listings	97	82	-15.46%
Average List Price	88,688	96,563	8.88%
Average Sale Price	84,328	91,745	8.80%
Average Percent of Selling Price to List Price	93.26%	92.84%	-0.44%
Average Days on Market to Sale	51.37	43.55	-15.22%
End of Month Inventory	208	213	2.40%
Months Supply of Inventory	3.95	3.76	-4.82%



■ Closed (13.02%)  
■ Pending (15.38%)  
■ Other OffMarket (8.58%)  
■ Active (63.02%)

**Absorption:** Last 12 months, an Average of **57** Sales/Month  
**Active Inventory** as of February 28, 2019 = **213**

### Analysis Wrap-Up

#### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of February 2019 rose **2.40%** to 213 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **3.76** 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 **8.80%** in February 2019 to \$91,745 versus the previous year at \$84,328.

#### Average Days on Market Shortens

The average number of **43.55** days that homes spent on the market before selling decreased by 7.82 days or **15.22%** in February 2019 compared to last year's same month at **51.37** DOM.

#### Sales Success for February 2019 is Positive

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

There were 82 New Listings in February 2019, down **15.46%** from last year at 97. Furthermore, there were 44 Closed Listings this month versus last year at 52, a **-15.38%** decrease.

Closed versus Listed trends yielded a **53.7%** ratio, up from previous year's, February 2018, at **53.6%**, a **0.09%** upswing. This will certainly create pressure on an increasing 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>Average Days on Market to Sale</b>	<b>7</b>
<b>Average List Price at Closing</b>	<b>8</b>
<b>Average Sale Price at Closing</b>	<b>9</b>
<b>Average 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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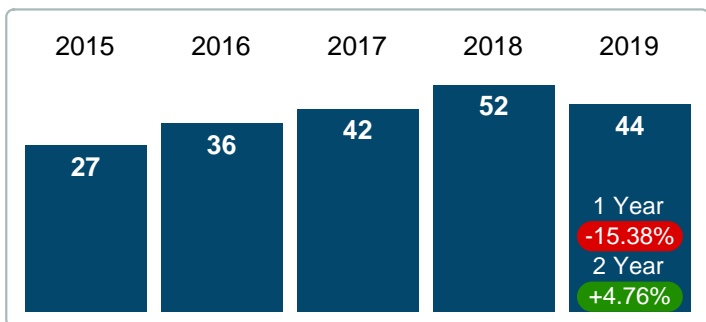
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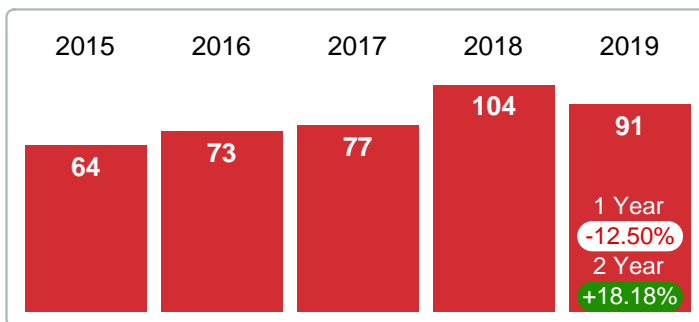
## CLOSED LISTINGS

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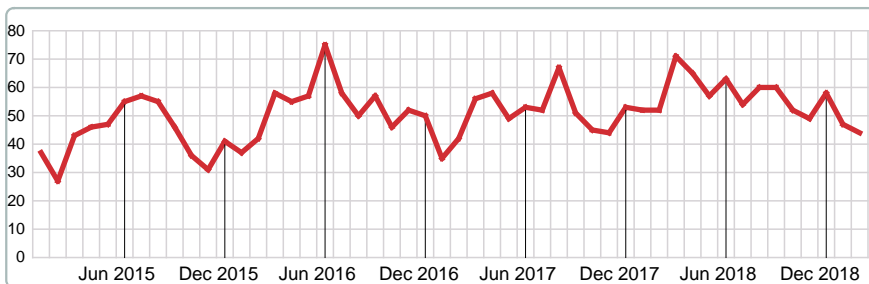
### FEBRUARY



### YEAR TO DATE (YTD)

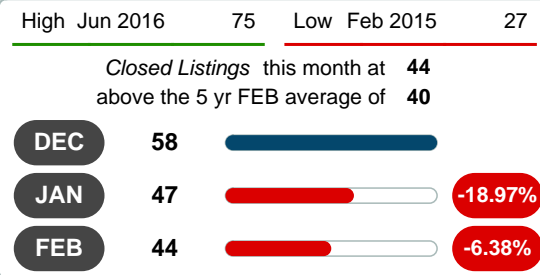


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 40



### 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	9.09%	29.0	3	1	0	0
\$20,001 - \$40,000	5	11.36%	43.8	0	5	0	0
\$40,001 - \$50,000	4	9.09%	19.5	1	1	2	0
\$50,001 - \$100,000	14	31.82%	44.0	2	9	1	2
\$100,001 - \$130,000	7	15.91%	48.6	0	6	1	0
\$130,001 - \$160,000	5	11.36%	63.8	0	4	1	0
\$160,001 and up	5	11.36%	45.6	0	4	1	0
<b>Total Closed Units</b>	<b>44</b>			<b>6</b>	<b>30</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>4,036,801</b>	<b>100%</b>	<b>43.5</b>	<b>209.00K</b>	<b>2.99M</b>	<b>707.50K</b>	<b>125.90K</b>
<b>Average Closed Price</b>	<b>\$91,745</b>			<b>\$34,833</b>	<b>\$99,813</b>	<b>\$117,917</b>	<b>\$62,951</b>

# February 2019



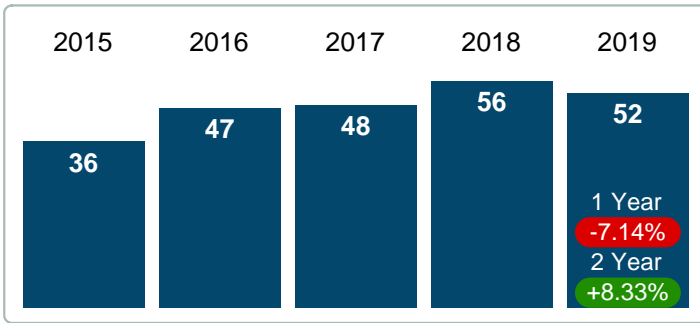
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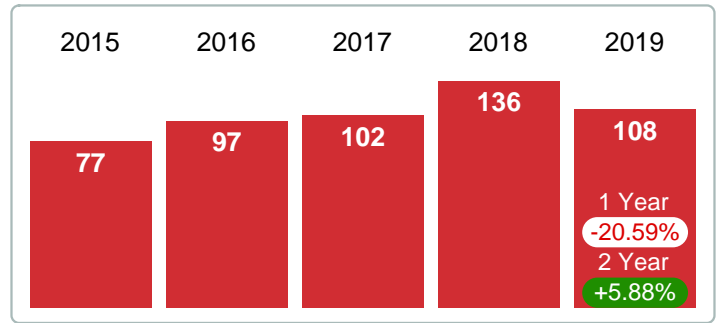
## PENDING LISTINGS

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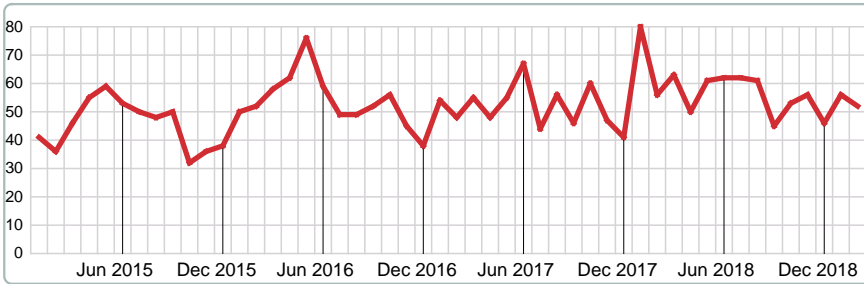
### FEBRUARY



### YEAR TO DATE (YTD)

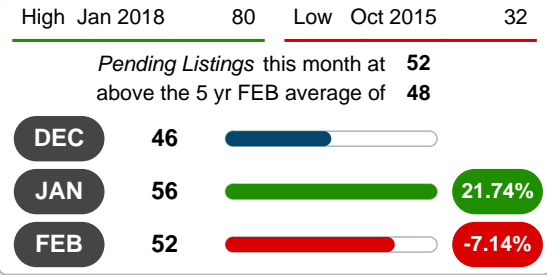


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 48



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	2	3.85%	32.0	1	1	0	0
\$20,001 - \$50,000	9	17.31%	68.8	4	4	1	0
\$50,001 - \$70,000	6	11.54%	25.7	1	4	0	1
\$70,001 - \$110,000	13	25.00%	45.8	1	10	1	1
\$110,001 - \$130,000	8	15.38%	56.0	0	5	3	0
\$130,001 - \$170,000	7	13.46%	92.4	0	6	1	0
\$170,001 and up	7	13.46%	60.3	0	5	2	0
<b>Total Pending Units</b>	<b>52</b>			<b>7</b>	<b>35</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>5,315,081</b>	<b>100%</b>	<b>56.7</b>	<b>335.60K</b>	<b>3.70M</b>	<b>1.13M</b>	<b>149.80K</b>
<b>Average Listing Price</b>	<b>\$102,213</b>			<b>\$47,943</b>	<b>\$105,753</b>	<b>\$141,041</b>	<b>\$74,900</b>

# February 2019



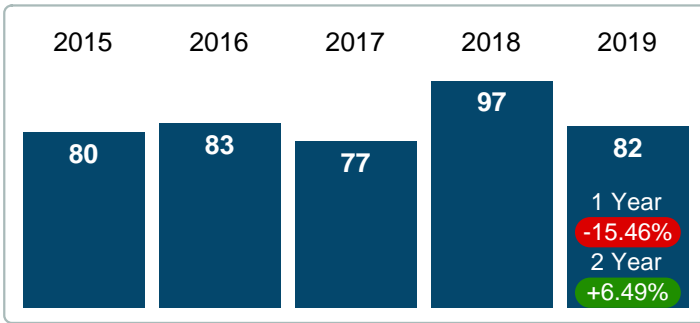
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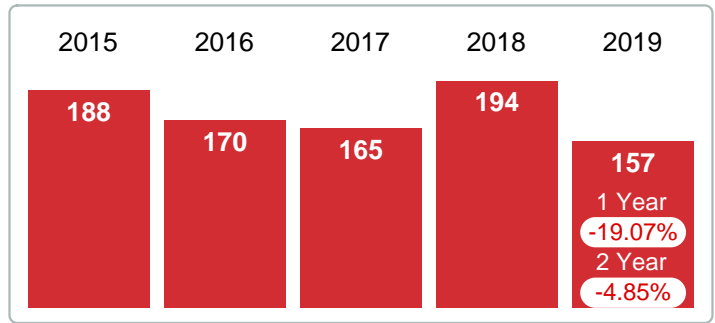
## NEW LISTINGS

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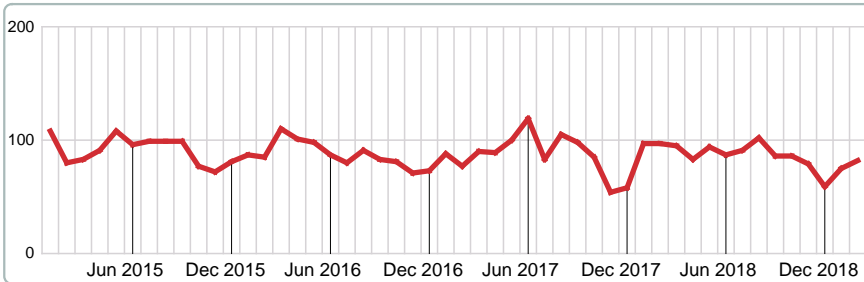
### FEBRUARY



### YEAR TO DATE (YTD)

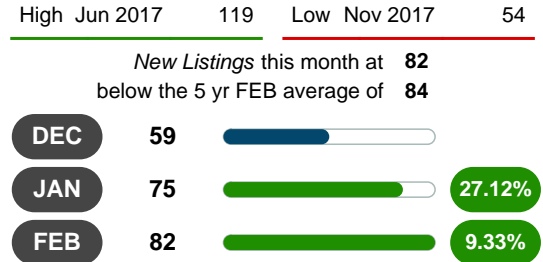


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 84



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	8	9.76%	3	5	0	0
\$30,001 - \$40,000	6	7.32%	3	3	0	0
\$40,001 - \$70,000	16	19.51%	6	9	0	1
\$70,001 - \$140,000	19	23.17%	0	16	3	0
\$140,001 - \$210,000	14	17.07%	0	10	4	0
\$210,001 - \$240,000	9	10.98%	1	3	5	0
\$240,001 and up	10	12.20%	3	4	2	1
<b>Total New Listed Units</b>	<b>82</b>		<b>16</b>	<b>50</b>	<b>14</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>11,460,250</b>	<b>100%</b>	<b>2.16M</b>	<b>6.18M</b>	<b>2.78M</b>	<b>339.90K</b>
<b>Average New Listed Listing Price</b>	<b>\$122,621</b>		<b>\$134,856</b>	<b>\$123,575</b>	<b>\$198,850</b>	<b>\$169,950</b>

# February 2019



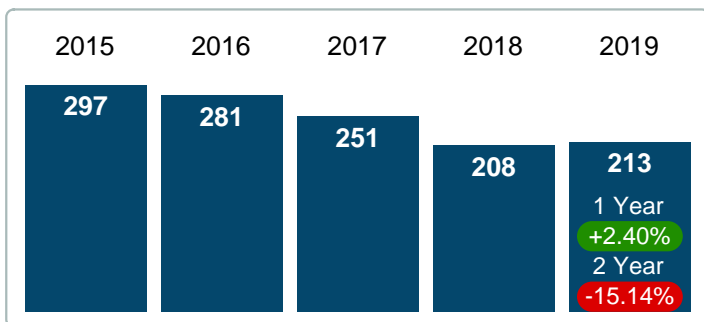
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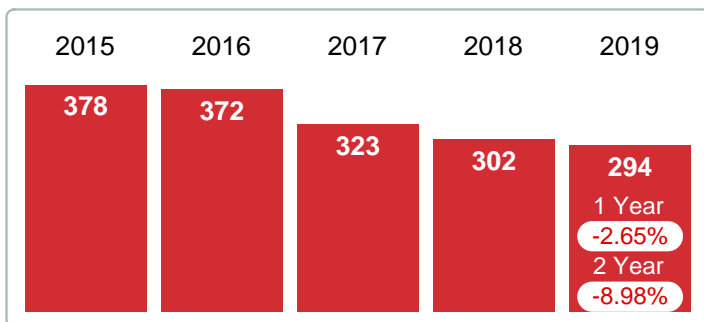
## ACTIVE INVENTORY

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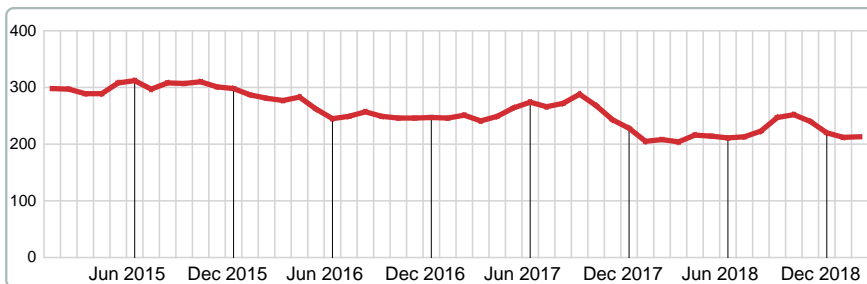
### END OF FEBRUARY



### ACTIVE DURING FEBRUARY

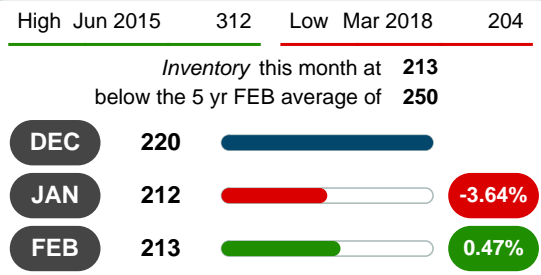


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 250



### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$25,000 and less	22	10.33%	73.1	8	13	0	1
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$75,000	51	23.94%	97.3	22	26	3	0
\$75,001 - \$125,000	48	22.54%	70.1	0	34	13	1
\$125,001 - \$200,000	41	19.25%	109.1	3	27	11	0
\$200,001 - \$275,000	24	11.27%	55.7	1	13	9	1
\$275,001 and up	27	12.68%	80.8	4	9	10	4
<b>Total Active Inventory by Units</b>	<b>213</b>			<b>38</b>	<b>122</b>	<b>46</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>32,792,598</b>	<b>100%</b>	<b>84.2</b>	<b>3.77M</b>	<b>18.07M</b>	<b>9.18M</b>	<b>1.78M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$153,956</b>			<b>\$99,132</b>	<b>\$148,119</b>	<b>\$199,542</b>	<b>\$253,729</b>

# February 2019



Area Delimited by County Of Muskogee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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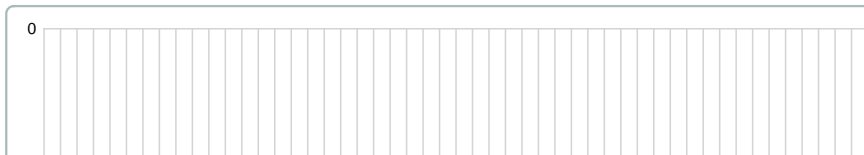
### MSI FOR FEBRUARY

2015	2016	2017	2018	2019

### INDICATORS FOR FEBRUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>213</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 FEB AVG = inf

High Feb 2019	inf	Low Feb 2019	inf
Months Supply this month at <b>inf</b> equal to 5 yr FEB average of <b>inf</b>			
DEC	inf		%
JAN	inf		%
FEB	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	15		7.04%	2.81	1.54	6.00	0.00	12.00	
\$20,001 \$40,000	24		11.27%	3.35	5.00	2.67	3.43	0.00	
\$40,001 \$80,000	37		17.37%	2.96	4.74	2.58	1.60	0.00	
\$80,001 \$140,000	52		24.41%	3.41	0.00	3.33	4.46	12.00	
\$140,001 \$210,000	38		17.84%	3.23	7.20	3.13	3.24	0.00	
\$210,001 \$290,000	24		11.27%	7.58	0.00	5.71	8.80	12.00	
\$290,001 and up	23		10.80%	15.33	24.00	12.00	16.00	18.00	
Market Supply of Inventory (MSI)		3.76			3.86	3.43	4.56	6.00	
Total Active Inventory by Units		213	100%	3.76	38	122	46	7	

# February 2019



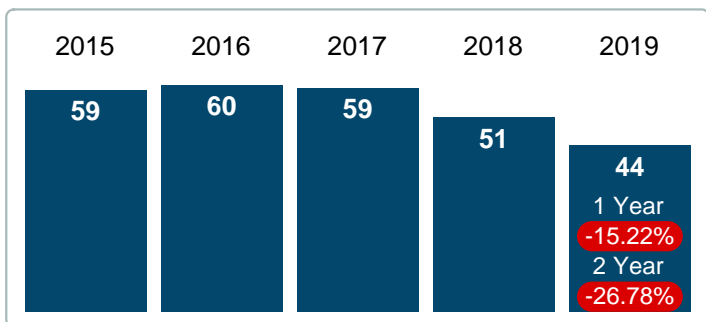
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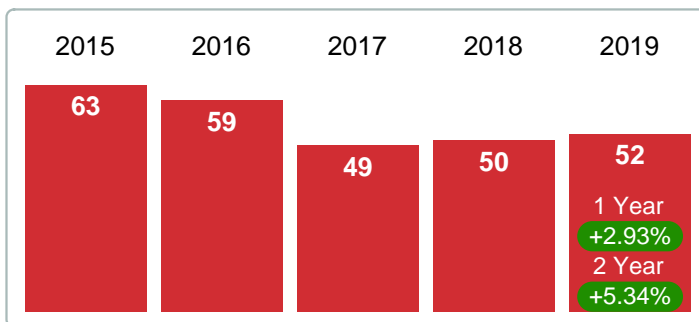
## AVERAGE DAYS ON MARKET TO SALE

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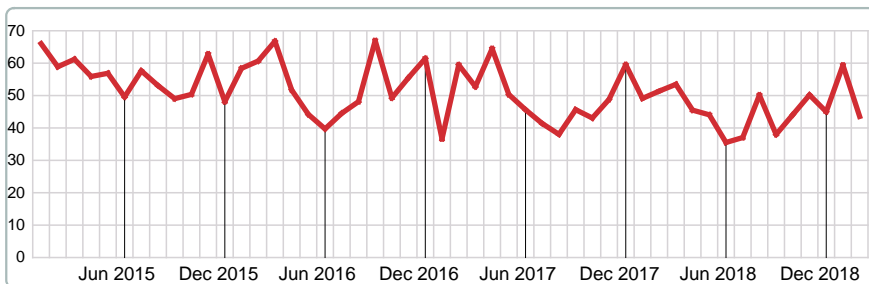
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

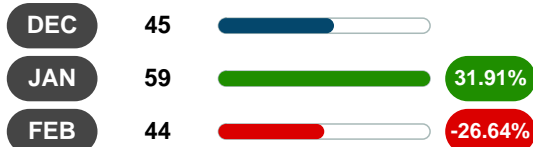


### 3 MONTHS

5 year FEB AVG = 55

High Sep 2016 67 Low Jun 2018 36

Average Days on Market to Sale this month at 44 below the 5 yr FEB average of 55



### 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	9.09%	29	37	6	0	0
\$20,001 \$40,000	11.36%	44	0	44	0	0
\$40,001 \$50,000	9.09%	20	37	29	6	0
\$50,001 \$100,000	31.82%	44	8	50	101	27
\$100,001 \$130,000	15.91%	49	0	54	15	0
\$130,001 \$160,000	11.36%	64	0	45	139	0
\$160,001 and up	11.36%	46	0	49	34	0
<b>Average Closed DOM</b>		<b>44</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>44</b>	<b>6</b>	<b>30</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>4,036,801</b>	<b>209.00K</b>	<b>2.99M</b>	<b>707.50K</b>	<b>125.90K</b>

# February 2019



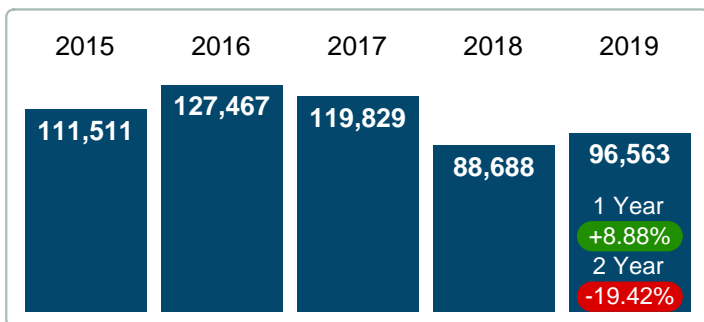
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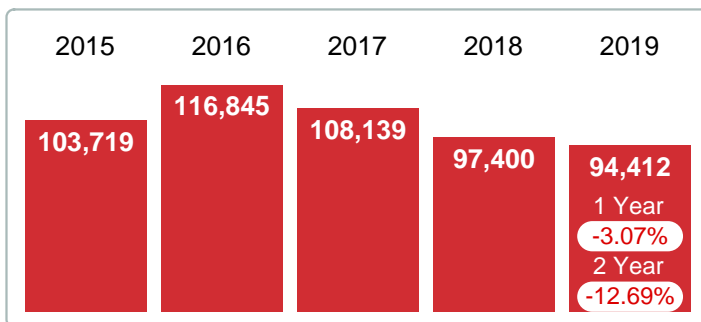
## AVERAGE LIST PRICE AT CLOSING

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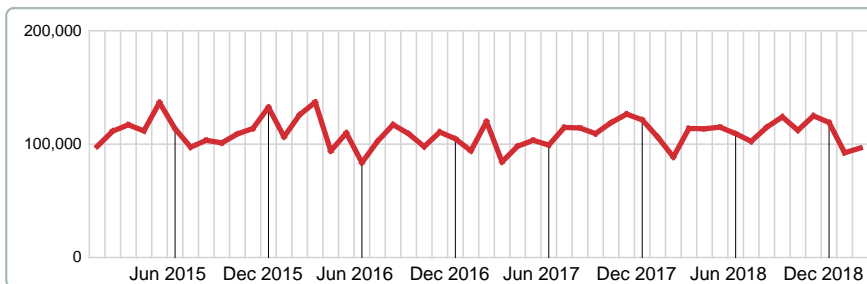
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year FEB AVG = 108,811

High Mar 2016 136,985 Low Jun 2016 83,698

Average List Price at Closing this month at **96,563**  
below the 5 yr FEB average of **108,811**



### 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	6.82%	9,267	9,267	22,000	0	0
\$20,001 \$40,000	13.64%	28,600	0	29,920	0	0
\$40,001 \$50,000	9.09%	48,075	49,900	48,000	47,200	0
\$50,001 \$100,000	31.82%	71,900	69,750	74,456	64,500	66,250
\$100,001 \$130,000	11.36%	117,780	0	122,317	169,900	0
\$130,001 \$160,000	15.91%	150,289	0	152,425	137,500	0
\$160,001 and up	11.36%	241,910	0	225,369	298,000	0
<b>Average List Price</b>		<b>96,563</b>	<b>36,200</b>	<b>104,493</b>	<b>127,383</b>	<b>66,250</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>96,563</b>	<b>6</b>	<b>30</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>		<b>4,248,776</b>	<b>217.20K</b>	<b>3.13M</b>	<b>764.30K</b>	<b>132.50K</b>



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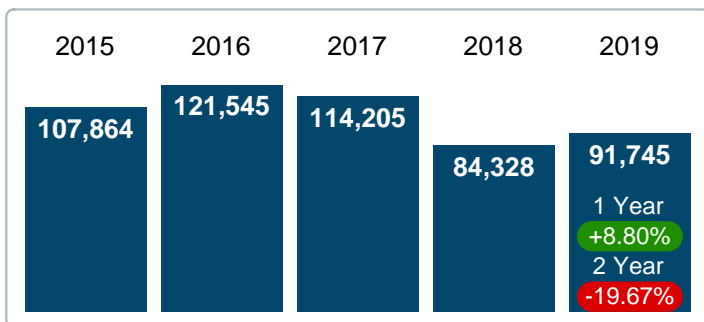
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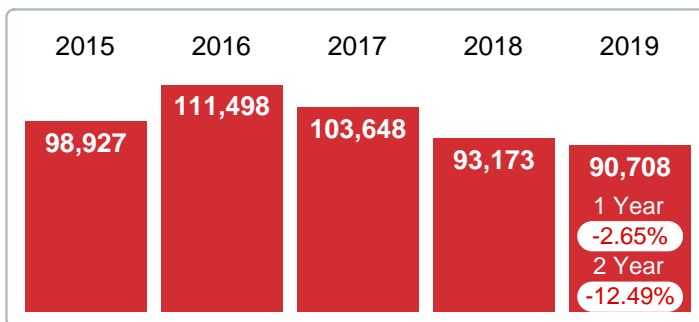
## AVERAGE SOLD PRICE AT CLOSING

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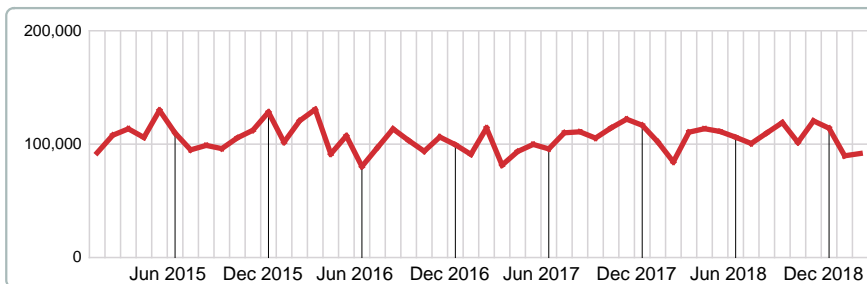
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

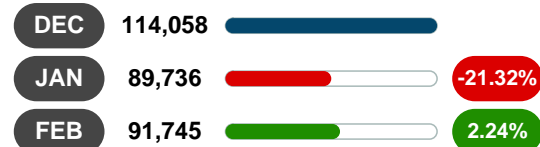


### 3 MONTHS

5 year FEB AVG = 103,937

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

Average Sold Price at Closing this month at **91,745**  
 below the 5 yr FEB average of **103,937**



### 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	9.09%	9,250	6,333	18,000	0	0
\$20,001 - \$40,000	5	11.36%	27,140	0	27,140	0	0
\$40,001 - \$50,000	4	9.09%	44,875	41,000	44,000	47,250	0
\$50,001 - \$100,000	14	31.82%	68,672	74,500	70,167	55,000	62,951
\$100,001 - \$130,000	7	15.91%	115,686	0	114,967	120,000	0
\$130,001 - \$160,000	5	11.36%	147,980	0	149,975	140,000	0
\$160,001 and up	5	11.36%	234,700	0	218,875	298,000	0
<b>Average Sold Price</b>			<b>91,745</b>	<b>34,833</b>	<b>99,813</b>	<b>117,917</b>	<b>62,951</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>91,745</b>	<b>6</b>	<b>30</b>	<b>6</b>	<b>2</b>
<b>Total Closed Volume</b>			<b>4,036,801</b>	<b>209.00K</b>	<b>2.99M</b>	<b>707.50K</b>	<b>125.90K</b>

# February 2019



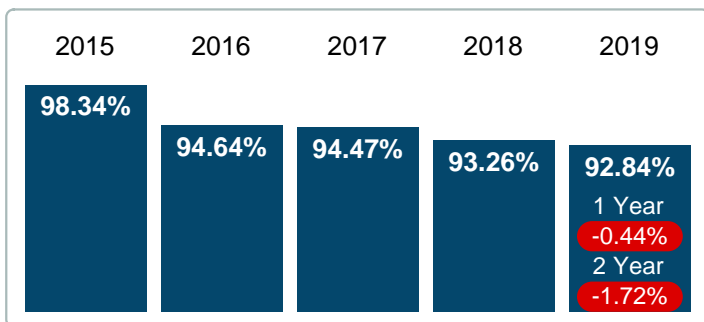
Area Delimited by County Of Muskogee - Residential Property Type



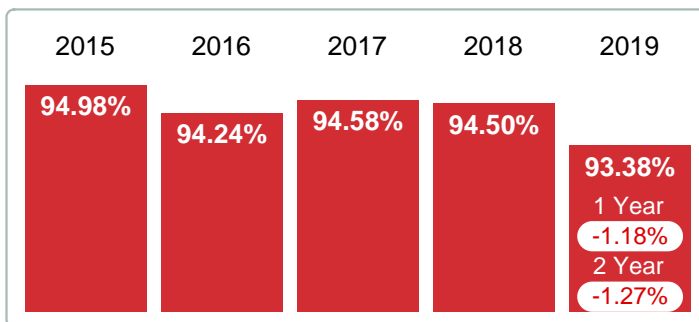
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

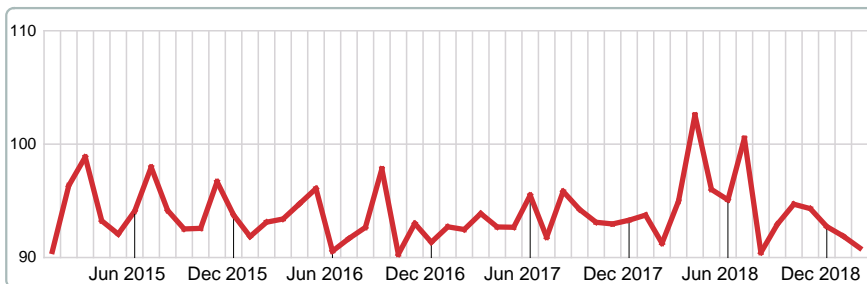
### FEBRUARY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

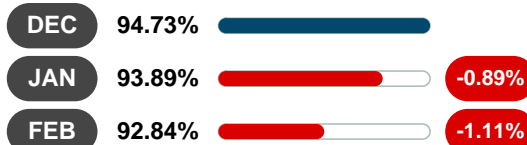


### 3 MONTHS

5 year FEB AVG = 94.71%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **92.84%**  
below the 5 yr FEB average of **94.71%**



### 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	9.09%	71.44%	67.98%	81.82%	0.00%	0.00%	
\$20,001 \$40,000	5	11.36%	91.26%	0.00%	91.26%	0.00%	0.00%	
\$40,001 \$50,000	4	9.09%	93.51%	82.16%	91.67%	100.11%	0.00%	
\$50,001 \$100,000	14	31.82%	95.98%	107.25%	94.78%	85.27%	95.46%	
\$100,001 \$130,000	7	15.91%	91.09%	0.00%	94.49%	70.63%	0.00%	
\$130,001 \$160,000	5	11.36%	98.99%	0.00%	98.28%	101.82%	0.00%	
\$160,001 and up	5	11.36%	98.56%	0.00%	98.20%	100.00%	0.00%	
Average Sold/List Ratio		92.80%		83.44%	94.52%	92.99%	95.46%	
Total Closed Units		44	100%	92.80%	6	30	6	2
Total Closed Volume		4,036,801			209.00K	2.99M	707.50K	125.90K

# February 2019



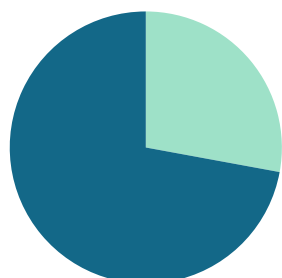
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

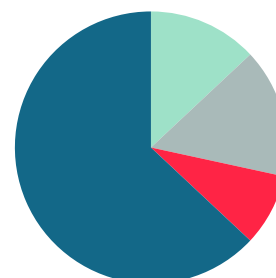


**Inventory**  
 New Listings  
**82 = 27.89%**  
 Start Inventory  
**212**  
 Total Inventory Units  
**294**  
 Volume  
**\$42,744,529**

### Market Activity

Closed Sales  
**44 = 13.02%**  
 Pending Sales  
**52 = 15.38%**  
 Other Off Market  
**29 = 8.58%**  
 Active Inventory  
**213 = 63.02%**

### MARKET ACTIVITY



Compared Metrics	February			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	52	44	-15.38%	104	91	-12.50%
Pending Sales	56	52	-7.14%	136	108	-20.59%
New Listings	97	82	-15.46%	194	157	-19.07%
Average List Price	88,688	96,563	8.88%	97,400	94,412	-3.07%
Average Sale Price	84,328	91,745	8.80%	93,173	90,708	-2.65%
Average Percent of Selling Price to List Price	93.26%	92.84%	-0.44%	94.50%	93.38%	-1.18%
Average Days on Market to Sale	51.37	43.55	-15.22%	50.24	51.71	2.93%
Monthly Inventory	208	213	2.40%	208	213	2.40%
Months Supply of Inventory	3.95	3.76	-4.82%	3.95	3.76	-4.82%

**Absorption:** Last 12 months, an Average of **57** Sales/Month

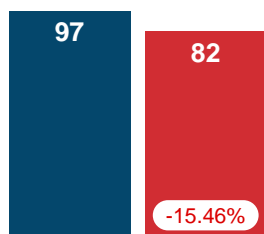
**Inventory** on February 28, 2019 = **213**

**2018** **2019**

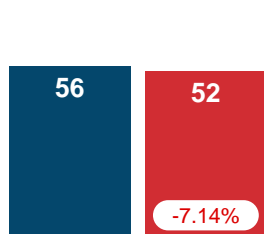
### FEBRUARY MARKET

### AVERAGE PRICES

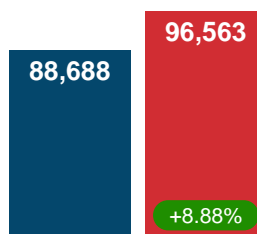
#### New Listings



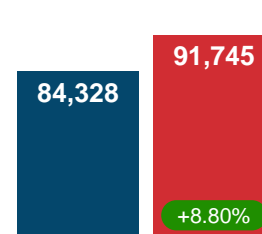
#### Pending Listings



#### List Price



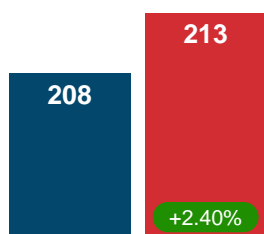
#### Sale Price



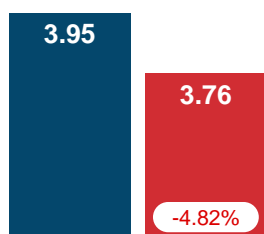
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

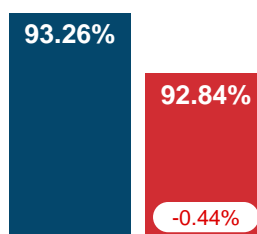
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

