

January 2019



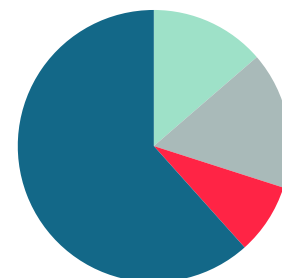
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	January 2019	+/-%
Closed Listings	52	47	-9.62%
Pending Listings	80	56	-30.00%
New Listings	97	75	-22.68%
Average List Price	106,113	92,397	-12.93%
Average Sale Price	102,018	89,736	-12.04%
Average Percent of Selling Price to List Price	95.74%	93.89%	-1.94%
Average Days on Market to Sale	49.12	59.36	20.86%
End of Month Inventory	206	212	2.91%
Months Supply of Inventory	3.97	3.70	-6.96%



■ Closed (13.66%)
■ Pending (16.28%)
■ Other OffMarket (8.43%)
■ Active (61.63%)

Absorption: Last 12 months, an Average of **57** Sales/Month
Active Inventory as of January 31, 2019 = **212**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of January 2019 rose **2.91%** to 212 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 **3.70** 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 **12.04%** in January 2019 to \$89,736 versus the previous year at \$102,018.

Average Days on Market Lengthens

The average number of **59.36** days that homes spent on the market before selling increased by 10.25 days or **20.86%** in January 2019 compared to last year's same month at **49.12** DOM.

Sales Success for January 2019 is Positive

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

There were 75 New Listings in January 2019, down **22.68%** from last year at 97. Furthermore, there were 47 Closed Listings this month versus last year at 52, a **-9.62%** decrease.

Closed versus Listed trends yielded a **62.7%** ratio, up from previous year's, January 2018, at **53.6%**, a **16.90%** 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

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

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 to find a REALTOR® today.

January 2019



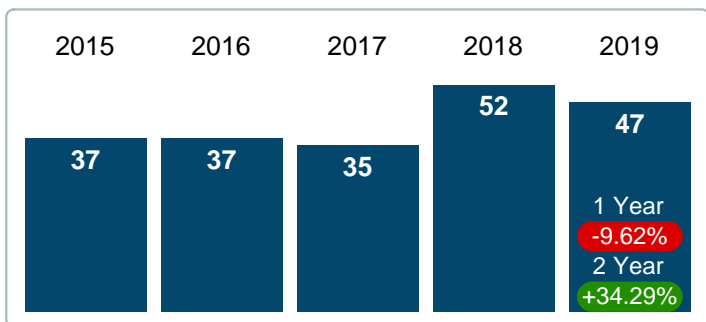
Area Delimited by County Of Muskogee - Residential Property Type



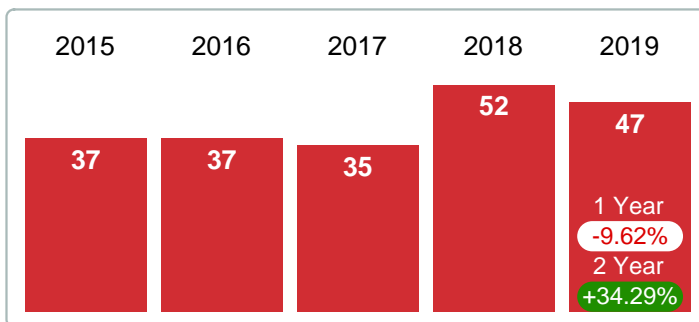
CLOSED LISTINGS

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

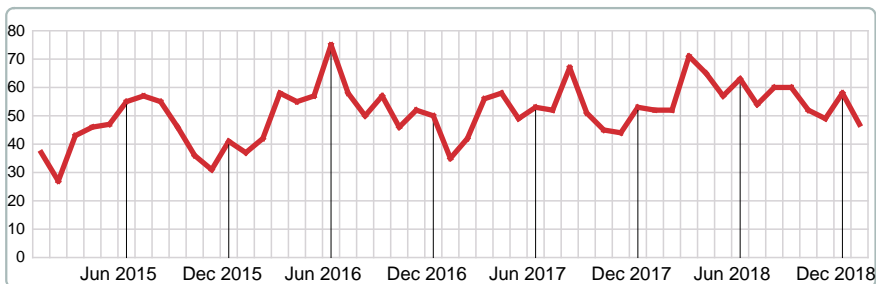
JANUARY



YEAR TO DATE (YTD)

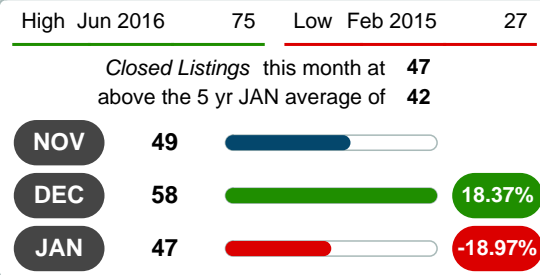


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 42



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	8.51%	69.5	4	0	0	0
\$10,001 - \$20,000	6	12.77%	69.0	2	1	3	0
\$20,001 - \$50,000	7	14.89%	78.9	2	4	1	0
\$50,001 - \$110,000	13	27.66%	37.5	2	9	2	0
\$110,001 - \$150,000	6	12.77%	86.5	0	6	0	0
\$150,001 - \$170,000	4	8.51%	79.8	0	3	1	0
\$170,001 and up	7	14.89%	31.4	1	5	1	0
Total Closed Units	47			11	28	8	0
Total Closed Volume	4,217,586	100%	59.4	483.79K	3.12M	617.65K	0.00B
Average Closed Price	\$89,736			\$43,981	\$111,291	\$77,206	\$0

January 2019



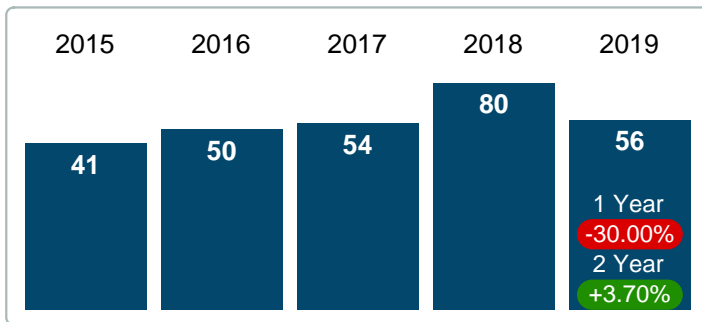
Area Delimited by County Of Muskogee - Residential Property Type



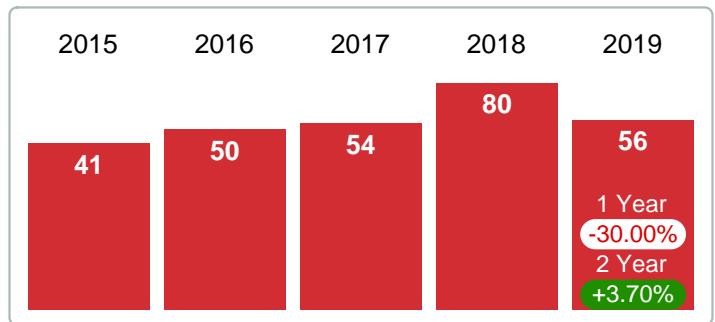
PENDING LISTINGS

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

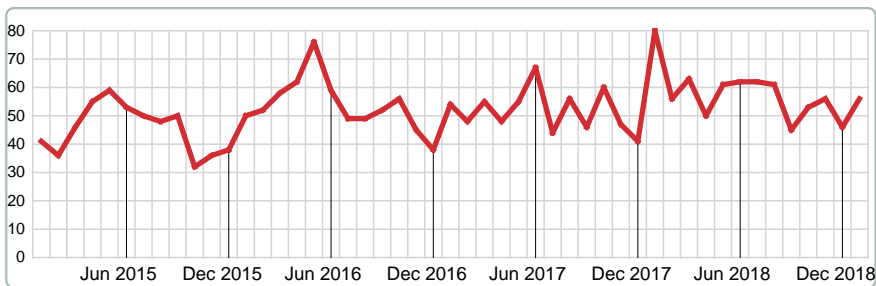
JANUARY



YEAR TO DATE (YTD)

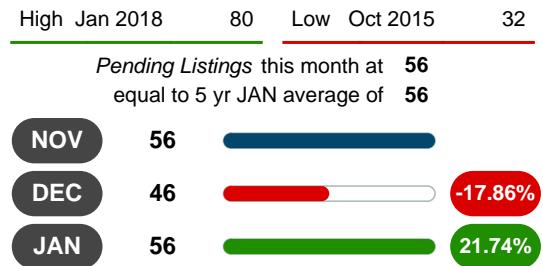


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 56



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	5	8.93%	33.2	4	1	0	0
\$10,001 - \$20,000	5	8.93%	60.6	4	0	1	0
\$20,001 - \$40,000	9	16.07%	85.8	1	6	2	0
\$40,001 - \$80,000	14	25.00%	59.2	2	8	3	1
\$80,001 - \$120,000	9	16.07%	55.8	0	7	2	0
\$120,001 - \$160,000	8	14.29%	94.3	0	6	2	0
\$160,001 and up	6	10.71%	23.3	0	3	3	0
Total Pending Units	56			11	31	13	1
Total Pending Volume	4,565,400	100%	63.9	252.80K	2.92M	1.32M	72.60K
Average Listing Price	\$83,343			\$22,982	\$94,103	\$101,754	\$72,600

January 2019



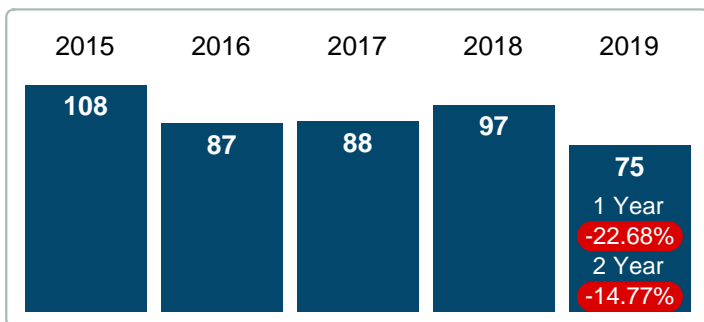
Area Delimited by County Of Muskogee - Residential Property Type



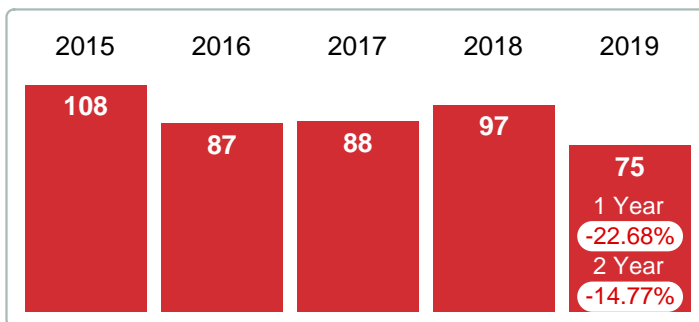
NEW LISTINGS

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

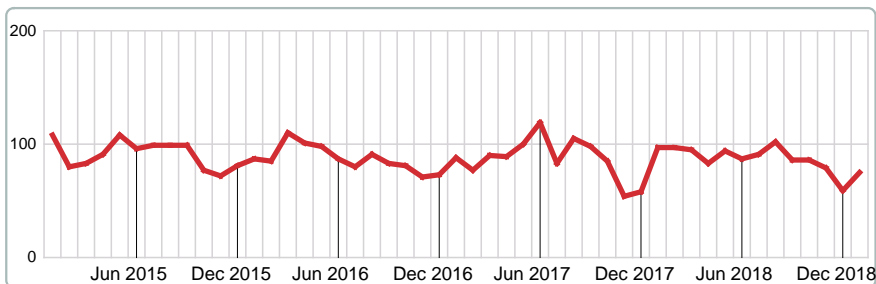
JANUARY



YEAR TO DATE (YTD)

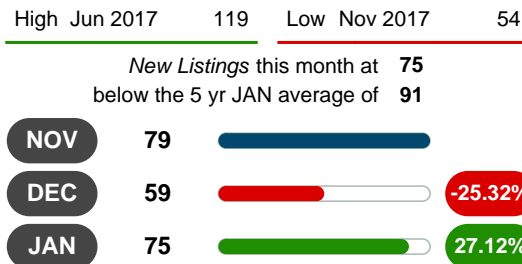


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 91



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	4	5.33%	2	1	0	1
\$10,001 - \$20,000	6	8.00%	4	1	1	0
\$20,001 - \$70,000	18	24.00%	6	9	3	0
\$70,001 - \$120,000	19	25.33%	2	11	6	0
\$120,001 - \$170,000	11	14.67%	0	6	5	0
\$170,001 - \$260,000	9	12.00%	0	6	3	0
\$260,001 and up	8	10.67%	0	3	2	3
Total New Listed Units	75		14	37	20	4
Total New Listed Volume	10,285,329	100%	496.90K	6.01M	2.76M	1.02M
Average New Listed Listing Price	\$97,534		\$35,493	\$162,527	\$137,757	\$254,950

January 2019



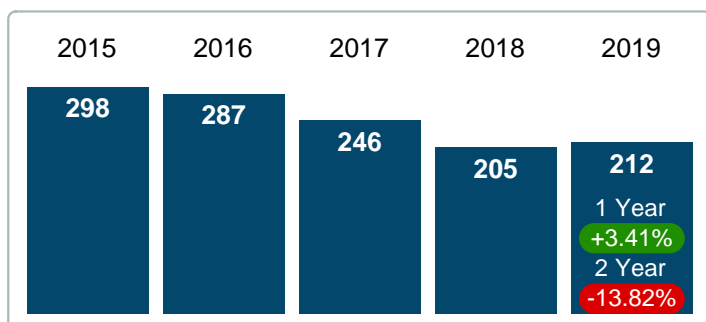
Area Delimited by County Of Muskogee - Residential Property Type



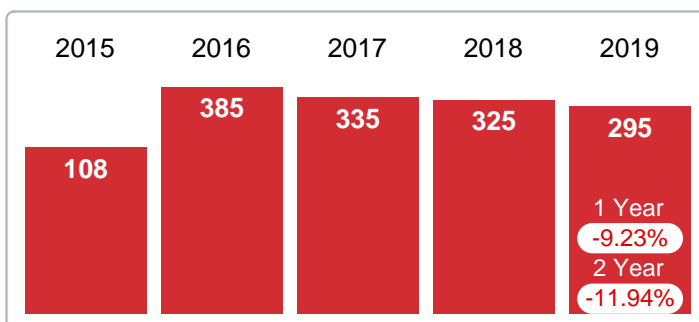
ACTIVE INVENTORY

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

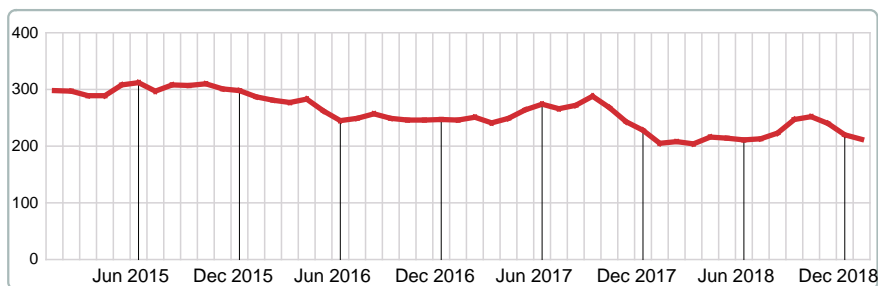
END OF JANUARY



ACTIVE DURING JANUARY

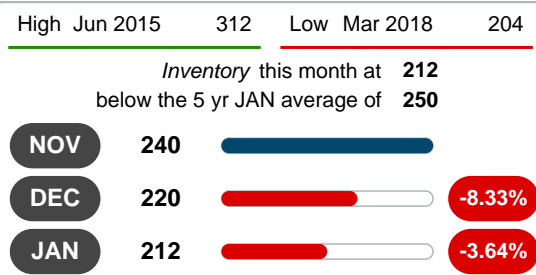


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 250



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	13	6.13%	65.5	4	8	0	1
\$20,001 - \$50,000	32	15.09%	77.3	16	12	4	0
\$50,001 - \$80,000	30	14.15%	120.9	7	20	3	0
\$80,001 - \$130,000	51	24.06%	65.0	1	34	14	2
\$130,001 - \$180,000	38	17.92%	76.8	2	29	7	0
\$180,001 - \$280,000	26	12.26%	137.5	1	16	8	1
\$280,001 and up	22	10.38%	93.0	1	8	9	4
Total Active Inventory by Units	212			32	127	45	8
Total Active Inventory by Volume	31,284,279	100%	88.7	2.06M	18.92M	8.12M	2.18M
Average Active Inventory Listing Price	\$147,567			\$64,528	\$148,938	\$180,451	\$273,000

Contact: MLS Technology Inc.

Phone: 918-663-7500

Email: support@mlstechnology.com

January 2019



Area Delimited by County Of Muskogee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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

MSI FOR JANUARY

2015	2016	2017	2018	2019

INDICATORS FOR JANUARY 2019

Inventory	Closed	Absorption	MSI	MSI %
212	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 JAN AVG = inf

High Jan 2019	inf	Low Jan 2019	inf
Months Supply this month at inf equal to 5 yr JAN average of inf			
NOV	inf		%
DEC	inf		%
JAN	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	13	6.13%	2.33	1.20	5.05	0.00	12.00
\$20,001 - \$50,000	32	15.09%	3.00	4.47	1.97	4.36	0.00
\$50,001 - \$80,000	30	14.15%	3.43	4.20	3.29	3.60	0.00
\$80,001 - \$130,000	51	24.06%	3.75	1.33	3.26	6.22	12.00
\$130,001 - \$180,000	38	17.92%	3.59	4.80	4.19	2.40	0.00
\$180,001 - \$280,000	26	12.26%	3.90	12.00	3.76	3.69	6.00
\$280,001 and up	22	10.38%	14.67	6.00	12.00	18.00	24.00
Market Supply of Inventory (MSI)			3.70	3.20	3.53	4.43	6.86
		100%	3.70				
Total Active Inventory by Units			212	32	127	45	8

January 2019



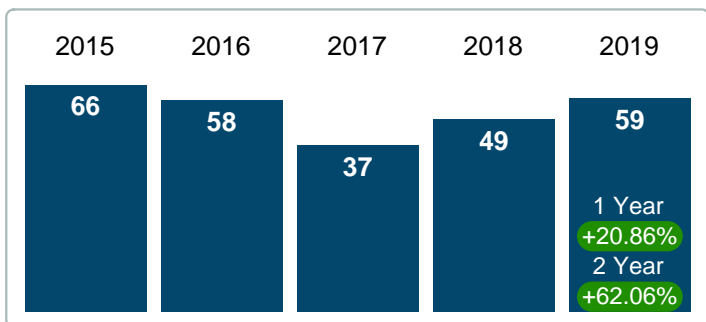
Area Delimited by County Of Muskogee - Residential Property Type



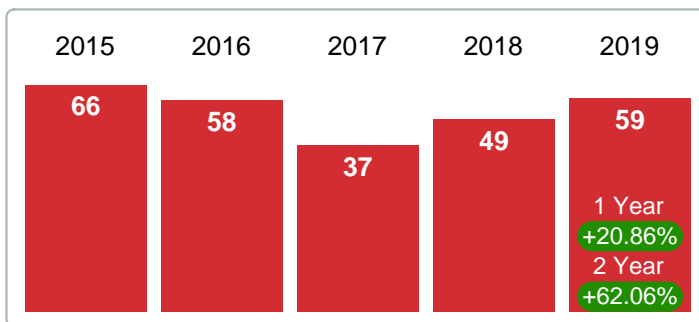
AVERAGE DAYS ON MARKET TO SALE

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

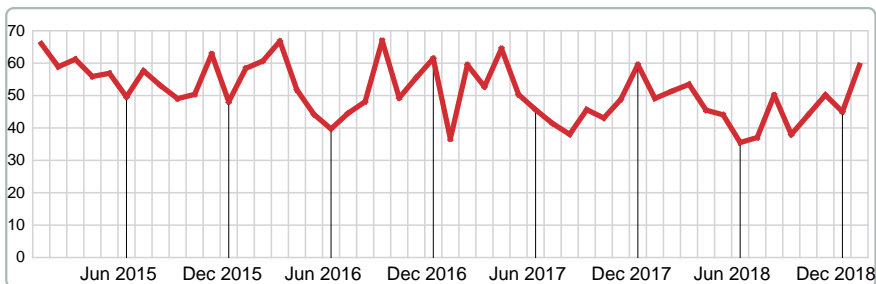
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 54

High Sep 2016 67 Low Jun 2018 36

Average Days on Market to Sale this month at 59 above the 5 yr JAN average of 54



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
\$10,000 and less	8.51%	70	70	0	0	0
\$10,001 - \$20,000	12.77%	69	8	84	105	0
\$20,001 - \$50,000	14.89%	79	54	93	72	0
\$50,001 - \$110,000	27.66%	38	3	42	51	0
\$110,001 - \$150,000	12.77%	87	0	87	0	0
\$150,001 - \$170,000	8.51%	80	0	69	111	0
\$170,001 and up	14.89%	31	94	22	14	0
Average Closed DOM		59	46	60	77	0
Total Closed Units	100%	59	11	28	8	0
Total Closed Volume		4,217,586	483.79K	3.12M	617.65K	0.00B

January 2019



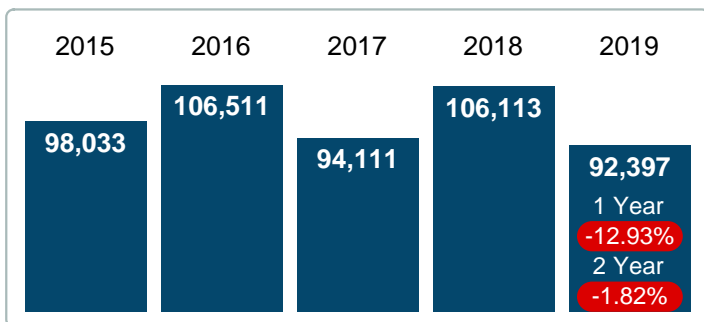
Area Delimited by County Of Muskogee - Residential Property Type



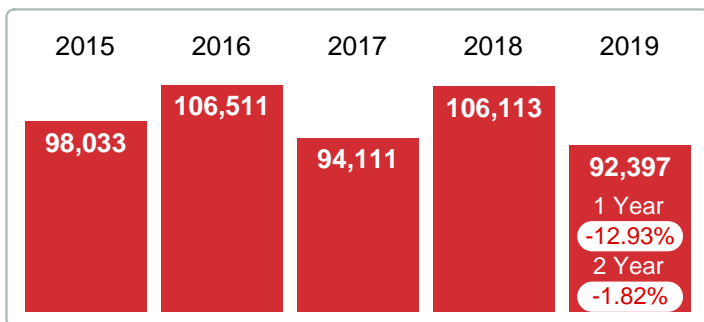
AVERAGE LIST PRICE AT CLOSING

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

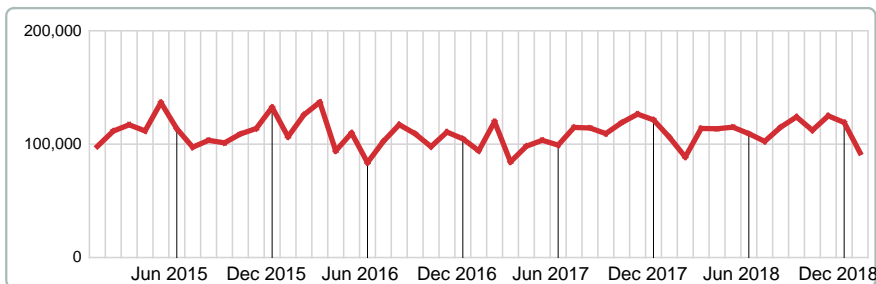
JANUARY



YEAR TO DATE (YTD)

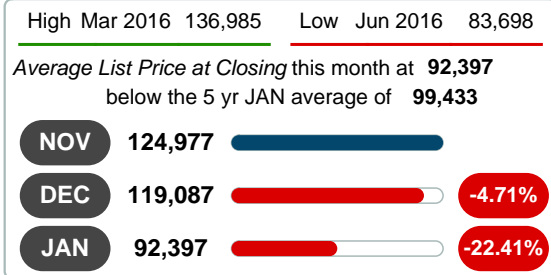


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JAN AVG = 99,433



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
\$10,000 and less	1	2.13%	9,000	12,600	0	0	0
\$10,001 - \$20,000	6	12.77%	15,067	17,000	24,900	20,933	0
\$20,001 - \$50,000	9	19.15%	29,522	41,950	31,150	38,500	0
\$50,001 - \$110,000	14	29.79%	84,300	87,250	84,244	96,750	0
\$110,001 - \$150,000	6	12.77%	125,163	0	125,163	0	0
\$150,001 - \$170,000	3	6.38%	164,767	0	166,433	169,900	0
\$170,001 and up	8	17.02%	194,013	182,000	203,040	180,000	0
Average List Price			92,397	47,709	113,328	80,588	0
Total Closed Units		100%	92,397	11	28	8	
Total Closed Volume			4,342,675	524.80K	3.17M	644.70K	0.00B

January 2019



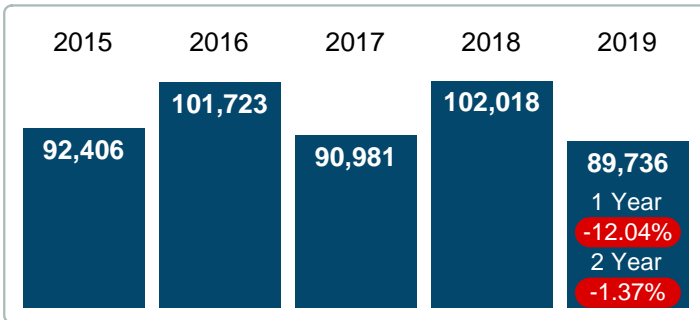
Area Delimited by County Of Muskogee - Residential Property Type



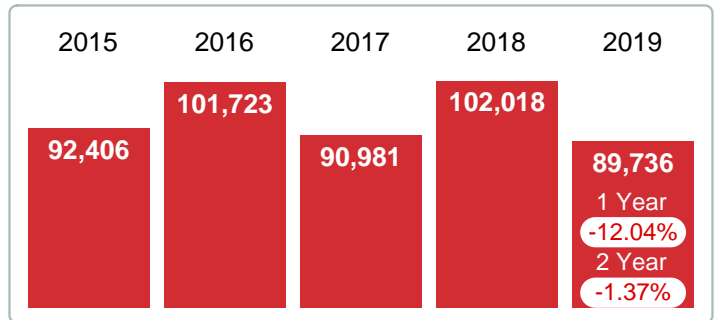
AVERAGE SOLD PRICE AT CLOSING

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

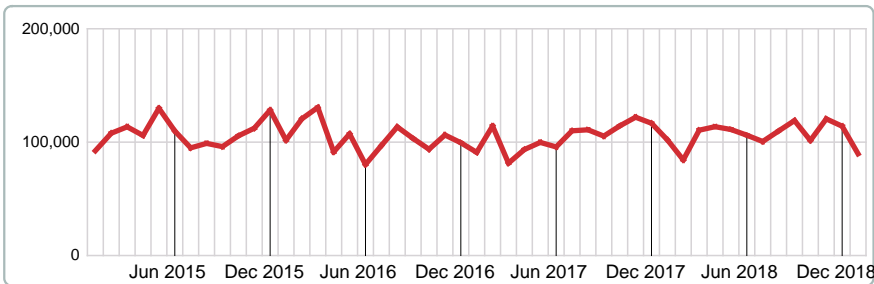
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

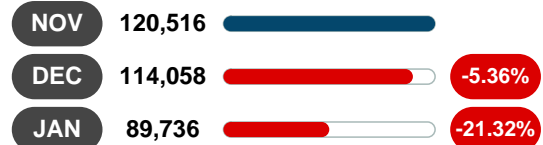


3 MONTHS

5 year JAN AVG = 95,373

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

Average Sold Price at Closing this month at **89,736**
below the 5 yr JAN average of **95,373**



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
\$10,000 and less	8.51%	9,600	9,600	0	0	0
\$10,001 - \$20,000	12.77%	16,131	15,193	20,000	15,467	0
\$20,001 - \$50,000	14.89%	32,029	35,500	29,363	35,750	0
\$50,001 - \$110,000	27.66%	86,562	84,500	84,367	98,500	0
\$110,001 - \$150,000	12.77%	123,833	0	123,833	0	0
\$150,001 - \$170,000	8.51%	162,350	0	161,467	165,000	0
\$170,001 and up	14.89%	191,500	175,000	198,400	173,500	0
Average Sold Price		89,736	43,981	111,291	77,206	0
Total Closed Units	100%	89,736	11	28	8	0
Total Closed Volume		4,217,586	483.79K	3.12M	617.65K	0.00B

January 2019



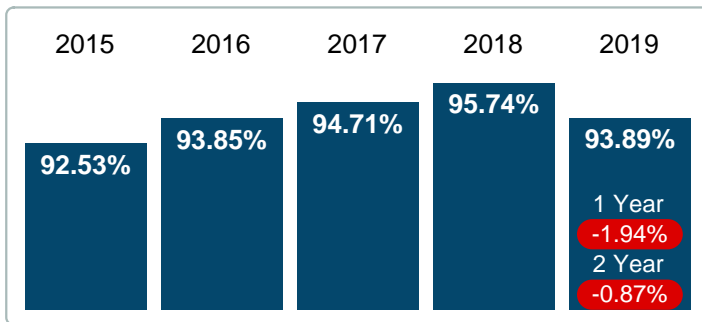
Area Delimited by County Of Muskogee - Residential Property Type



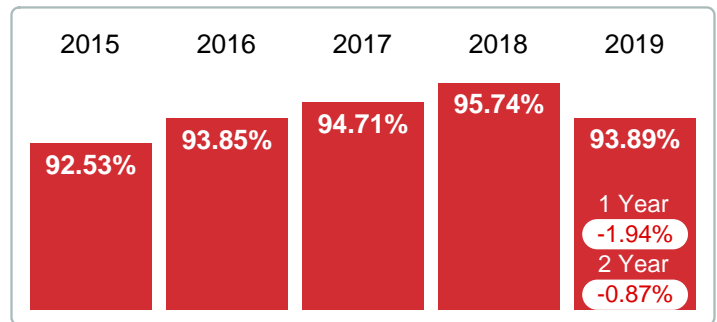
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

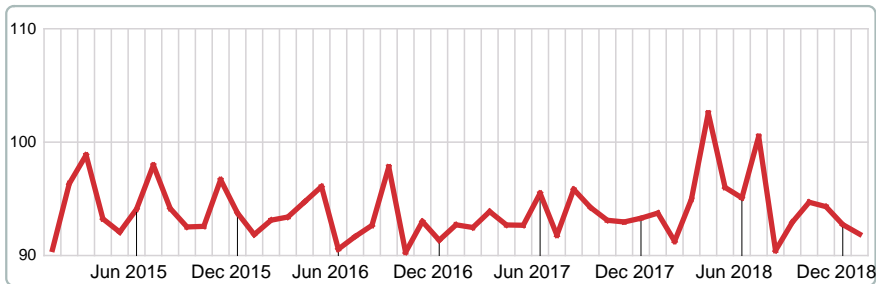
JANUARY



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

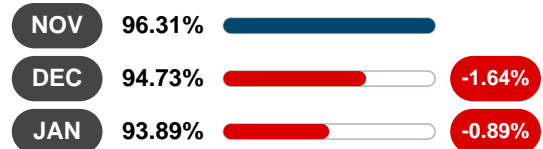


3 MONTHS

5 year JAN AVG = 94.14%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **93.89%**
equal to 5 yr JAN average of **94.14%**



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
\$10,000 and less	4	8.51%	79.23%	79.23%	0.00%	0.00%	0.00%
\$10,001 - \$20,000	6	12.77%	83.00%	92.45%	80.32%	77.59%	0.00%
\$20,001 - \$50,000	7	14.89%	90.68%	81.41%	94.77%	92.86%	0.00%
\$50,001 - \$110,000	13	27.66%	99.99%	96.83%	100.30%	101.76%	0.00%
\$110,001 - \$150,000	6	12.77%	98.93%	0.00%	98.93%	0.00%	0.00%
\$150,001 - \$170,000	4	8.51%	97.15%	0.00%	97.16%	97.12%	0.00%
\$170,001 and up	7	14.89%	97.27%	96.15%	97.67%	96.39%	0.00%
Average Sold/List Ratio		93.90%		86.77%	97.70%	90.33%	0.00%
Total Closed Units		47	100%	11	28	8	
Total Closed Volume		4,217,586		483.79K	3.12M	617.65K	0.00B

January 2019



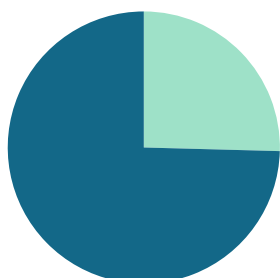
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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

INVENTORY

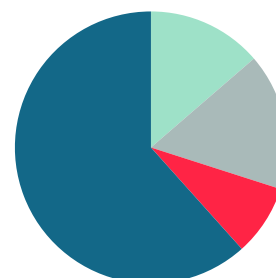


Inventory
 New Listings
75 = 25.42%
 Start Inventory
220
 Total Inventory Units
295
 Volume
\$40,213,179

Market Activity

Closed Sales
47 = 13.66%
 Pending Sales
56 = 16.28%
 Other Off Market
29 = 8.43%
 Active Inventory
212 = 61.63%

MARKET ACTIVITY



Compared Metrics	January			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	52	47	-9.62%	52	47	-9.62%
Pending Sales	80	56	-30.00%	80	56	-30.00%
New Listings	97	75	-22.68%	97	75	-22.68%
Average List Price	106,113	92,397	-12.93%	106,113	92,397	-12.93%
Average Sale Price	102,018	89,736	-12.04%	102,018	89,736	-12.04%
Average Percent of Selling Price to List Price	95.74%	93.89%	-1.94%	95.74%	93.89%	-1.94%
Average Days on Market to Sale	49.12	59.36	20.86%	49.12	59.36	20.86%
Monthly Inventory	206	212	2.91%	206	212	2.91%
Months Supply of Inventory	3.97	3.70	-6.96%	3.97	3.70	-6.96%

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

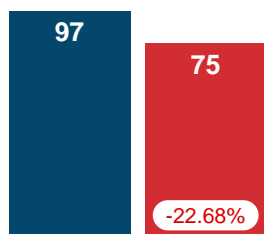
Inventory on January 31, 2019 = **212**

2018 **2019**

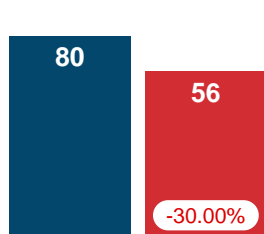
JANUARY MARKET

AVERAGE PRICES

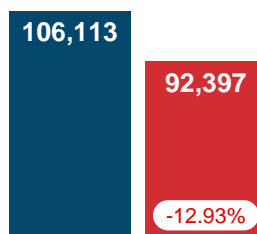
New Listings



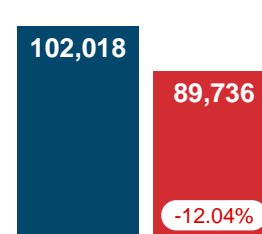
Pending Listings



List Price



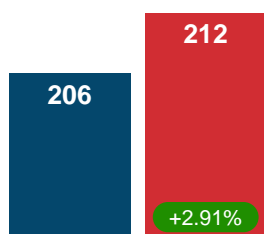
Sale Price



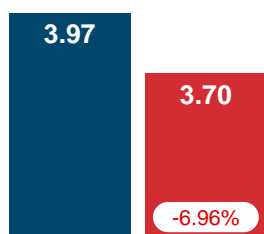
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

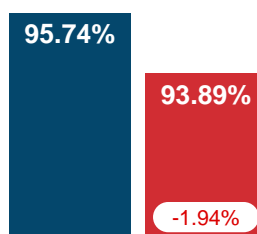
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

