

# June 2019



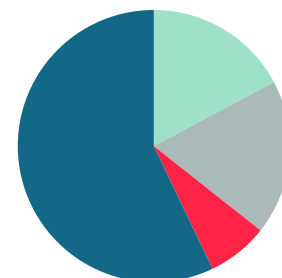
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	June 2019	+/-%
Closed Listings	63	57	-9.52%
Pending Listings	62	61	-1.61%
New Listings	87	74	-14.94%
Average List Price	109,256	128,347	17.47%
Average Sale Price	106,147	124,870	17.64%
Average Percent of Selling Price to List Price	97.09%	96.70%	-0.40%
Average Days on Market to Sale	35.51	36.61	3.12%
End of Month Inventory	211	189	-10.43%
Months Supply of Inventory	3.77	3.44	-8.66%



■ Closed (17.22%)  
■ Pending (18.43%)  
■ Other OffMarket (7.25%)  
■ Active (57.10%)

**Absorption:** Last 12 months, an Average of **55** Sales/Month  
**Active Inventory** as of June 30, 2019 = **189**

### Analysis Wrap-Up

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

The total housing inventory at the end of June 2019 decreased **10.43%** to 189 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 **3.44** 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 **17.64%** in June 2019 to \$124,870 versus the previous year at \$106,147.

#### Average Days on Market Lengthens

The average number of **36.61** days that homes spent on the market before selling increased by 1.11 days or **3.12%** in June 2019 compared to last year's same month at **35.51** DOM.

#### Sales Success for June 2019 is Positive

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

There were 74 New Listings in June 2019, down **14.94%** from last year at 87. Furthermore, there were 57 Closed Listings this month versus last year at 63, a **-9.52%** decrease.

Closed versus Listed trends yielded a **77.0%** ratio, up from previous year's, June 2018, at **72.4%**, a **6.37%** 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>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.**

# June 2019



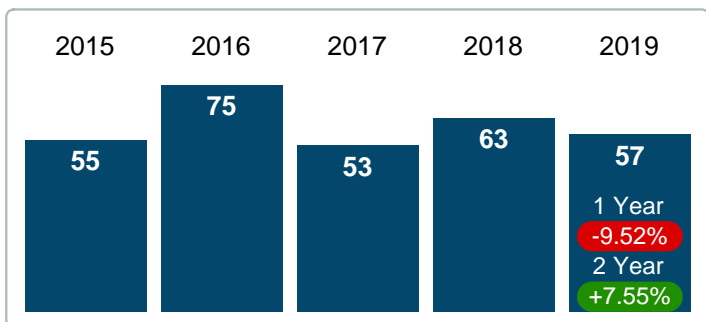
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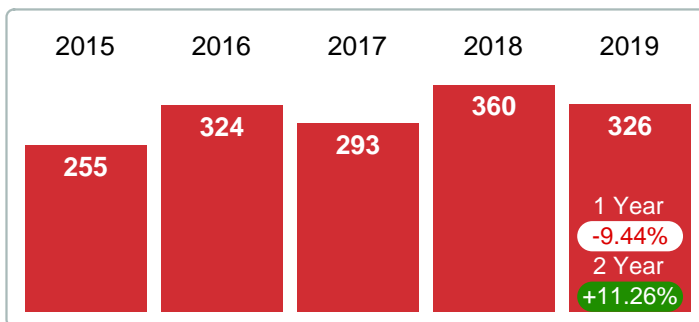
## CLOSED LISTINGS

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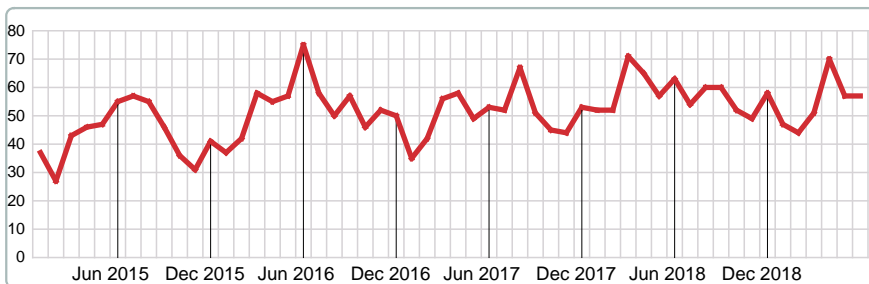
### JUNE



### YEAR TO DATE (YTD)

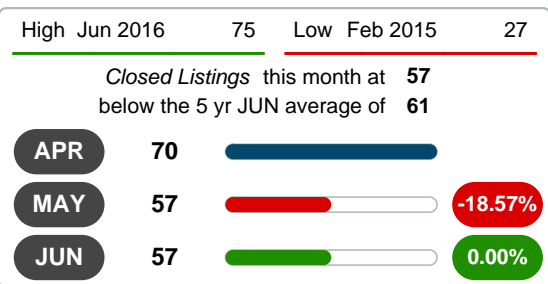


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 61



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.02%	11.8	1	3	0	0
\$30,001 - \$50,000	6	10.53%	28.7	3	3	0	0
\$50,001 - \$110,000	11	19.30%	35.2	0	10	1	0
\$110,001 - \$130,000	13	22.81%	30.4	1	9	2	1
\$130,001 - \$160,000	9	15.79%	44.0	0	6	3	0
\$160,001 - \$230,000	8	14.04%	42.0	0	5	3	0
\$230,001 and up	6	10.53%	59.0	0	2	4	0
<b>Total Closed Units</b>	<b>57</b>			<b>5</b>	<b>38</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>	<b>7,117,616</b>	<b>100%</b>	<b>36.6</b>	<b>264.80K</b>	<b>4.26M</b>	<b>2.48M</b>	<b>115.00K</b>
<b>Average Closed Price</b>	<b>\$124,870</b>			<b>\$52,960</b>	<b>\$112,161</b>	<b>\$190,438</b>	<b>\$115,000</b>

# June 2019



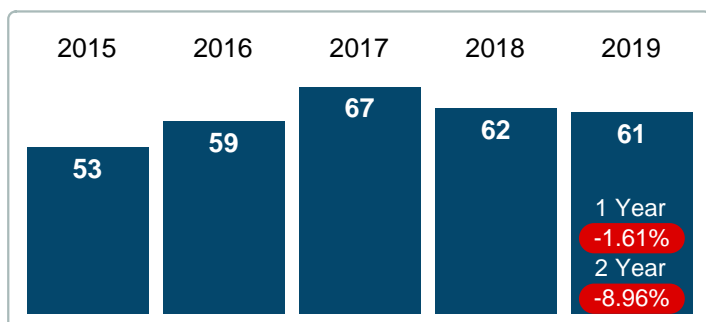
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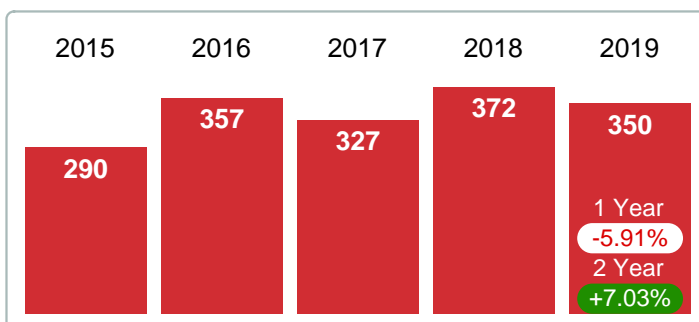
## PENDING LISTINGS

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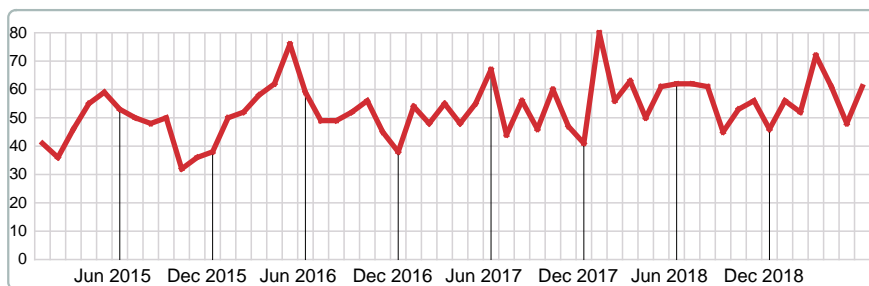
### JUNE



### YEAR TO DATE (YTD)

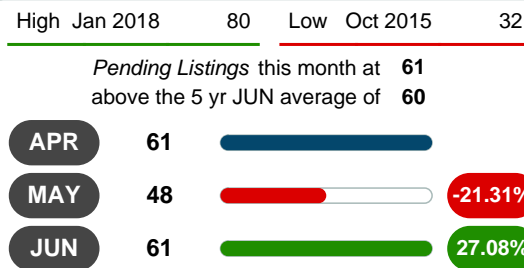


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 60



### 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	3.28%	48.0	0	2	0	0
\$20,001 - \$40,000	10	16.39%	30.1	7	3	0	0
\$40,001 - \$90,000	10	16.39%	34.1	2	8	0	0
\$90,001 - \$130,000	15	24.59%	59.1	0	12	2	1
\$130,001 - \$160,000	8	13.11%	7.4	0	7	1	0
\$160,001 - \$220,000	8	13.11%	36.3	0	5	3	0
\$220,001 and up	8	13.11%	38.9	0	5	2	1
<b>Total Pending Units</b>	<b>61</b>			<b>9</b>	<b>42</b>	<b>8</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>7,427,400</b>	<b>100%</b>	<b>37.5</b>	<b>337.00K</b>	<b>5.30M</b>	<b>1.47M</b>	<b>322.50K</b>
<b>Average Listing Price</b>	<b>\$121,761</b>			<b>\$37,444</b>	<b>\$126,121</b>	<b>\$183,850</b>	<b>\$161,250</b>

# June 2019



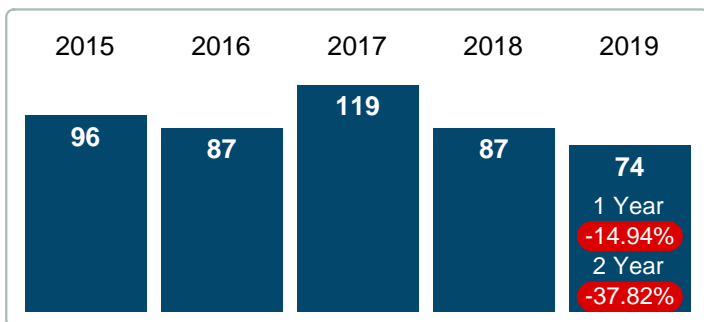
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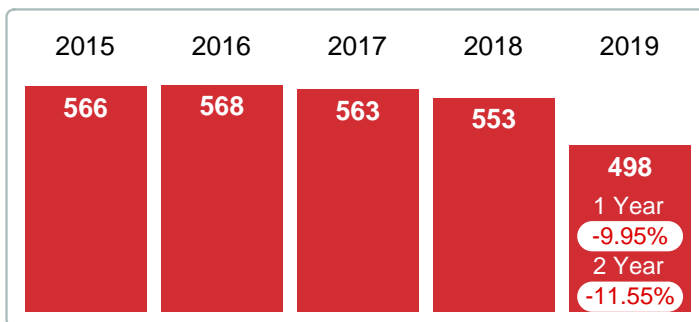
## NEW LISTINGS

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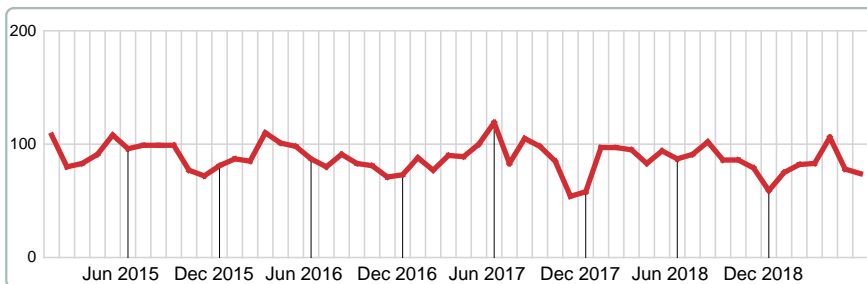
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 93

High Jun 2017 119 Low Nov 2017 54

New Listings this month at 74 below the 5 yr JUN average of 93



### 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	1	1.35%	1	0	0	0
\$10,001 - \$40,000	12	16.22%	6	6	0	0
\$40,001 - \$60,000	13	17.57%	6	6	1	0
\$60,001 - \$130,000	18	24.32%	4	11	3	0
\$130,001 - \$160,000	11	14.86%	0	9	2	0
\$160,001 - \$290,000	11	14.86%	0	6	5	0
\$290,001 and up	8	10.81%	0	3	5	0
<b>Total New Listed Units</b>	<b>74</b>		<b>17</b>	<b>41</b>	<b>16</b>	<b>0</b>
<b>Total New Listed Volume</b>	<b>9,540,675</b>	<b>100%</b>	<b>838.70K</b>	<b>5.29M</b>	<b>3.41M</b>	<b>0.00B</b>
<b>Average New Listed Listing Price</b>	<b>\$127,184</b>		<b>\$49,335</b>	<b>\$129,059</b>	<b>\$213,161</b>	<b>\$0</b>

# June 2019



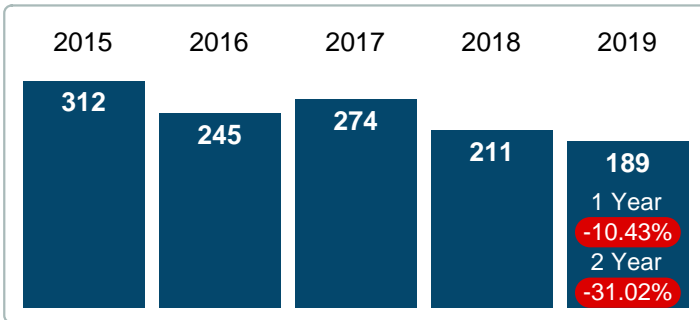
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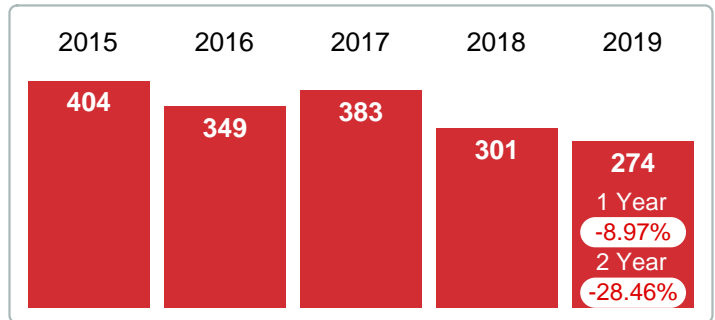
## ACTIVE INVENTORY

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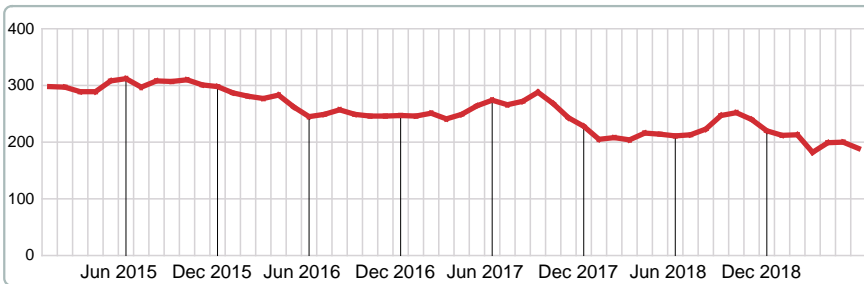
### END OF JUNE



### ACTIVE DURING JUNE

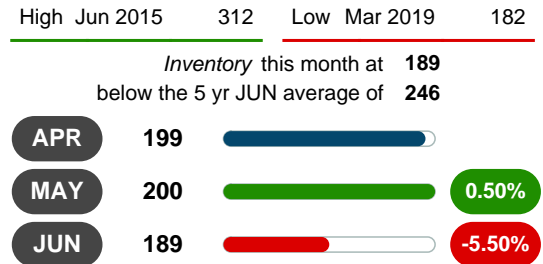


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 246



### 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	18	9.52%	58.4	5	10	1	2
\$25,001 - \$50,000	25	13.23%	70.6	12	12	1	0
\$50,001 - \$50,000	0	0.00%	0.0	0	0	0	0
\$50,001 - \$125,000	62	32.80%	60.6	15	37	9	1
\$125,001 - \$225,000	41	21.69%	72.1	3	25	13	0
\$225,001 - \$300,000	23	12.17%	81.3	1	6	10	6
\$300,001 and up	20	10.58%	78.8	2	8	9	1
Total Active Inventory by Units			189	38	98	43	10
Total Active Inventory by Volume			29,806,174	3.47M	14.37M	9.68M	2.29M
Average Active Inventory Listing Price			\$157,705	\$91,366	\$146,597	\$225,113	\$228,790

# June 2019



Area Delimited by County Of Muskogee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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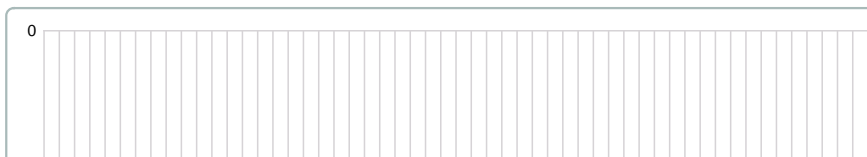
### MSI FOR JUNE

2015	2016	2017	2018	2019

### INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
<b>189</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 JUN AVG = inf

High Jun 2019	inf	Low Jun 2019	inf
Months Supply this month at inf			
equal to 5 yr JUN average of inf			
APR	inf		%
MAY	inf		%
JUN	inf		%

Distribution of Active Inventory by Price Range and MSI				%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	11		5.82%	2.16	0.92	4.94	2.40	0.00	
\$20,001 \$50,000	32		16.93%	3.23	3.91	2.77	1.09	0.00	
\$50,001 \$70,000	27		14.29%	5.40	12.00	4.36	4.00	0.00	
\$70,001 \$140,000	45		23.81%	2.38	5.25	1.83	3.20	6.00	
\$140,001 \$220,000	30		15.87%	2.61	2.40	2.42	3.27	0.00	
\$220,001 \$310,000	25		13.23%	7.69	12.00	6.00	6.00	36.00	
\$310,001 and up	19		10.05%	15.20	24.00	16.80	15.43	6.00	
Market Supply of Inventory (MSI)		3.44			3.97	2.87	4.16	12.00	
Total Active Inventory by Units		189	100%	3.44	38	98	43	10	

# June 2019



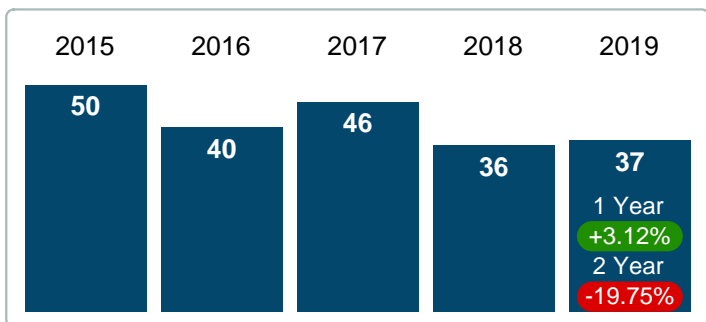
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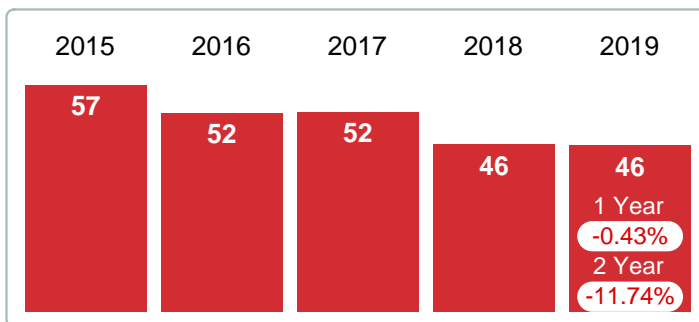
## AVERAGE DAYS ON MARKET TO SALE

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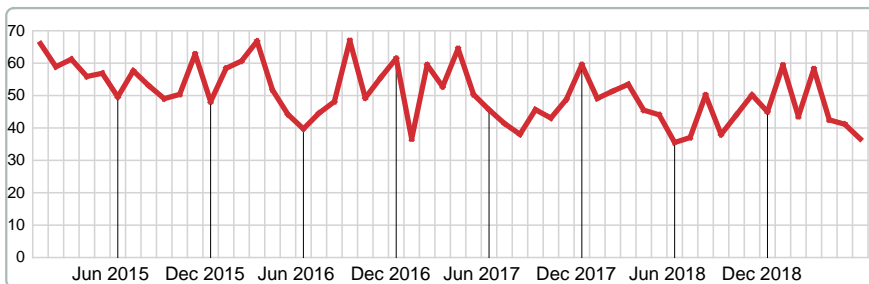
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 41

High Sep 2016 67 Low Jun 2018 36

Average Days on Market to Sale this month at 37 below the 5 yr JUN average of 41



### 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
\$30,000 and less	7.02%	12	7	13	0	0
\$30,001 - \$50,000	10.53%	29	46	12	0	0
\$50,001 - \$110,000	19.30%	35	0	34	48	0
\$110,001 - \$130,000	22.81%	30	6	27	57	33
\$130,001 - \$160,000	15.79%	44	0	57	18	0
\$160,001 - \$230,000	14.04%	42	0	23	73	0
\$230,001 and up	10.53%	59	0	52	63	0
<b>Average Closed DOM</b>		<b>37</b>	<b>30</b>	<b>32</b>	<b>53</b>	<b>33</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>37</b>	<b>5</b>	<b>38</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,117,616</b>	<b>264.80K</b>	<b>4.26M</b>	<b>2.48M</b>	<b>115.00K</b>

# June 2019



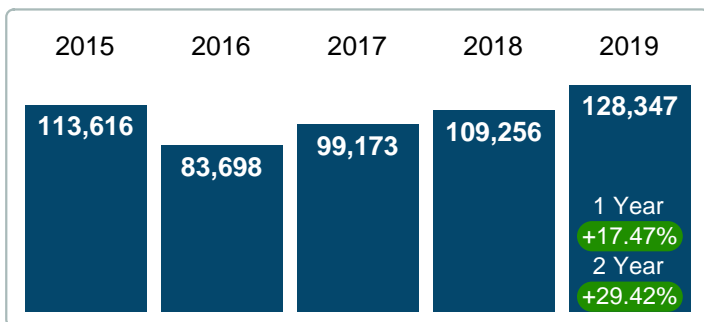
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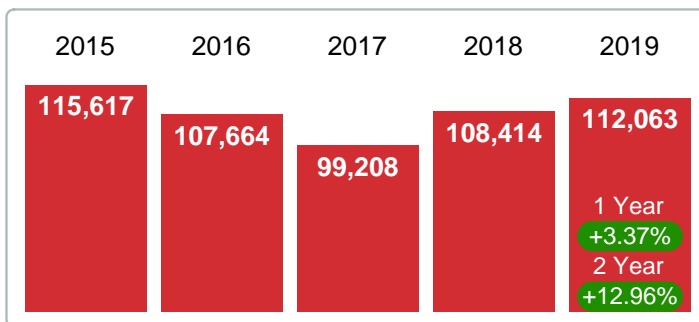
## AVERAGE LIST PRICE AT CLOSING

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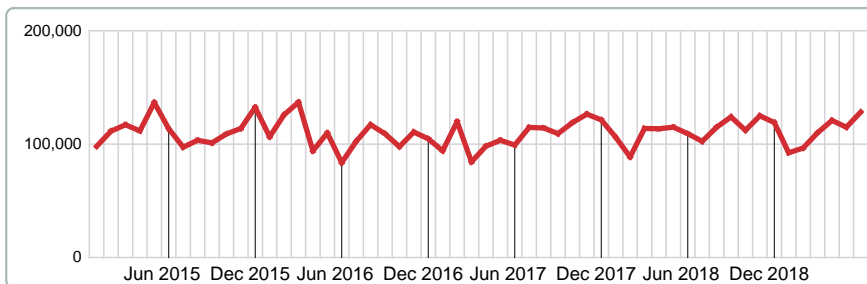
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

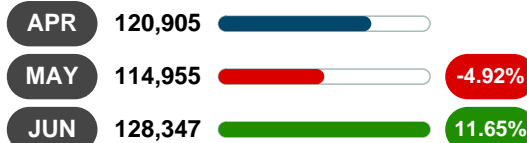


### 3 MONTHS

5 year JUN AVG = 106,818

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

Average List Price at Closing this month at **128,347** above the 5 yr JUN average of **106,818**



### 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
\$30,000 and less	7.02%	21,125	11,000	24,500	0	0
\$30,001 - \$50,000	8.77%	42,440	44,100	52,267	0	0
\$50,001 - \$110,000	21.05%	76,250	0	73,820	99,900	0
\$110,001 - \$130,000	19.30%	123,409	145,000	125,400	124,900	119,000
\$130,001 - \$160,000	19.30%	146,591	0	145,467	151,600	0
\$160,001 - \$230,000	17.54%	192,430	0	171,520	204,233	0
\$230,001 and up	7.02%	302,450	0	280,000	275,950	0
<b>Average List Price</b>		<b>128,347</b>	<b>57,660</b>	<b>115,461</b>	<b>193,923</b>	<b>119,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>128,347</b>	<b>5</b>	<b>38</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,315,800</b>	<b>288.30K</b>	<b>4.39M</b>	<b>2.52M</b>	<b>119.00K</b>



# June 2019



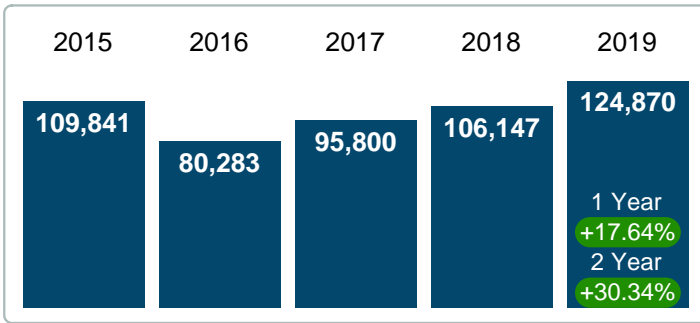
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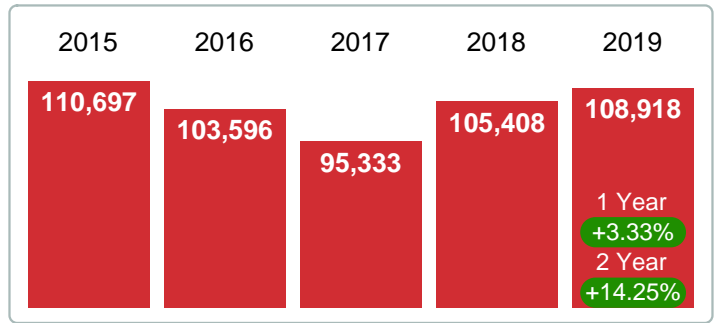
## AVERAGE SOLD PRICE AT CLOSING

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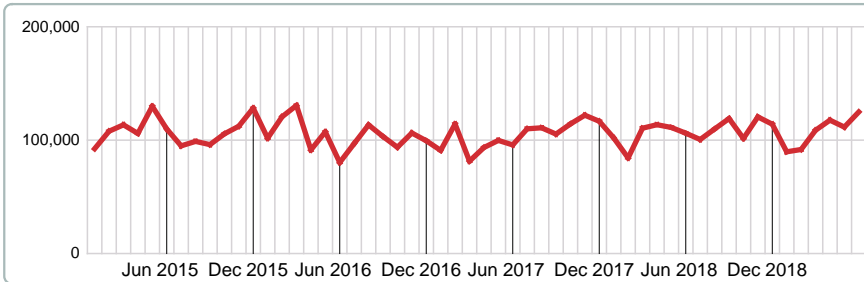
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

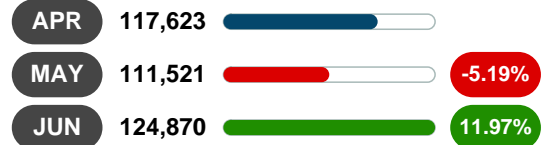


### 3 MONTHS

5 year JUN AVG = 103,388

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

Average Sold Price at Closing this month at **124,870** above the 5 yr JUN average of **103,388**



### 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
\$30,000 and less	7.02%	19,926	11,300	22,802	0	0
\$30,001 - \$50,000	10.53%	40,483	41,167	39,800	0	0
\$50,001 - \$110,000	19.30%	74,887	0	72,476	99,000	0
\$110,001 - \$130,000	22.81%	121,100	130,000	120,044	124,450	115,000
\$130,001 - \$160,000	15.79%	144,411	0	140,983	151,267	0
\$160,001 - \$230,000	14.04%	182,475	0	170,960	201,667	0
\$230,001 and up	10.53%	272,909	0	284,228	267,250	0
<b>Average Sold Price</b>		<b>124,870</b>	<b>52,960</b>	<b>112,161</b>	<b>190,438</b>	<b>115,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>124,870</b>	<b>5</b>	<b>38</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>		<b>7,117,616</b>	<b>264.80K</b>	<b>4.26M</b>	<b>2.48M</b>	<b>115.00K</b>

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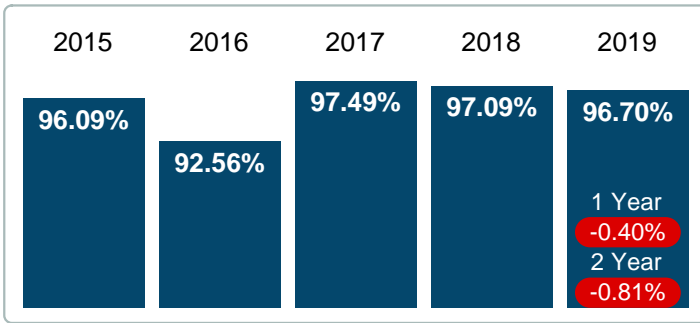
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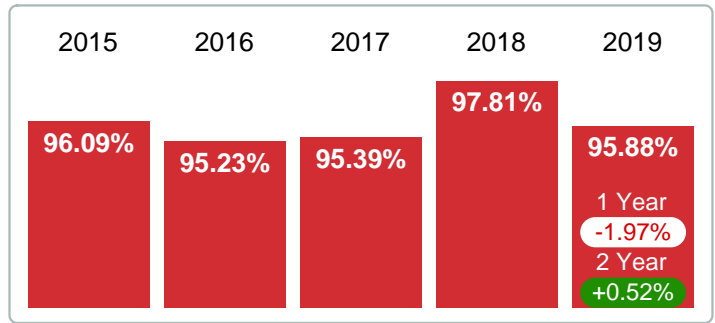
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

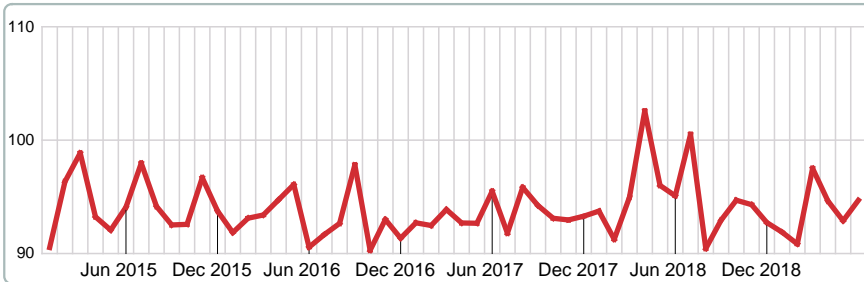
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 95.99%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **96.70%**  
above the 5 yr JUN average of **95.99%**



### 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
\$30,000 and less	4	7.02%	96.12%	102.73%	93.92%	0.00%	0.00%
\$30,001 - \$50,000	6	10.53%	87.02%	93.15%	80.90%	0.00%	0.00%
\$50,001 - \$110,000	11	19.30%	98.93%	0.00%	98.91%	99.10%	0.00%
\$110,001 - \$130,000	13	22.81%	95.97%	89.66%	95.79%	99.65%	96.64%
\$130,001 - \$160,000	9	15.79%	97.91%	0.00%	96.98%	99.78%	0.00%
\$160,001 - \$230,000	8	14.04%	99.37%	0.00%	99.67%	98.86%	0.00%
\$230,001 and up	6	10.53%	98.87%	0.00%	101.88%	97.36%	0.00%
<b>Average Sold/List Ratio</b>			<b>96.70%</b>	<b>94.37%</b>	<b>96.31%</b>	<b>98.75%</b>	<b>96.64%</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>96.70%</b>	<b>5</b>	<b>38</b>	<b>13</b>	<b>1</b>
<b>Total Closed Volume</b>				<b>264.80K</b>	<b>4.26M</b>	<b>2.48M</b>	<b>115.00K</b>

# June 2019



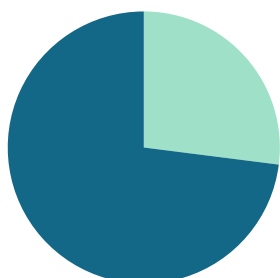
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

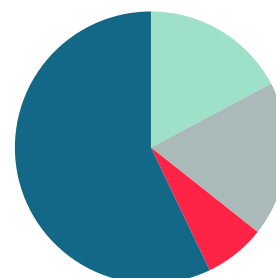


**Inventory**  
 New Listings  
**74 = 27.01%**  
 Start Inventory  
**200**  
 Total Inventory Units  
**274**  
 Volume  
**\$40,515,174**

### Market Activity

Closed Sales  
**57 = 17.22%**  
 Pending Sales  
**61 = 18.43%**  
 Other Off Market  
**24 = 7.25%**  
 Active Inventory  
**189 = 57.10%**

### MARKET ACTIVITY



Compared Metrics	June			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	63	57	-9.52%	360	326	-9.44%
Pending Sales	62	61	-1.61%	372	350	-5.91%
New Listings	87	74	-14.94%	553	498	-9.95%
Average List Price	109,256	128,347	17.47%	108,414	112,063	3.37%
Average Sale Price	106,147	124,870	17.64%	105,408	108,918	3.33%
Average Percent of Selling Price to List Price	97.09%	96.70%	-0.40%	97.81%	95.88%	-1.97%
Average Days on Market to Sale	35.51	36.61	3.12%	46.46	46.26	-0.43%
Monthly Inventory	211	189	-10.43%	211	189	-10.43%
Months Supply of Inventory	3.77	3.44	-8.66%	3.77	3.44	-8.66%

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

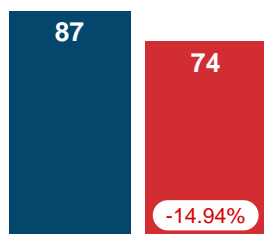
**Inventory** on June 30, 2019 = **189**

**2018** **2019**

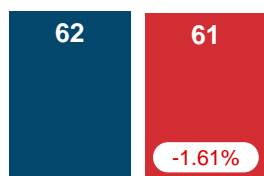
### JUNE MARKET

### AVERAGE PRICES

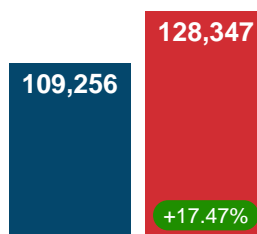
#### New Listings



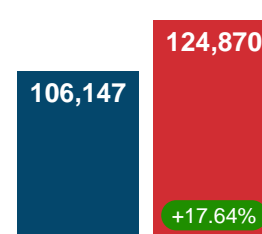
#### Pending Listings



#### List Price



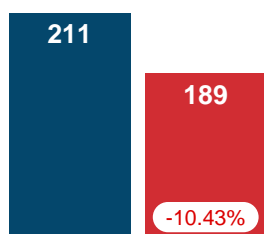
#### Sale Price



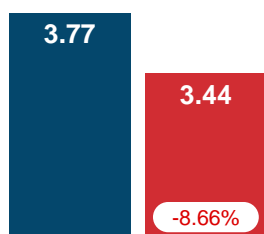
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

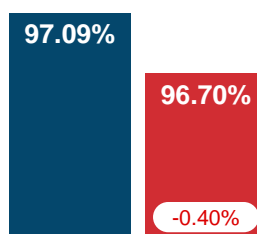
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

