

# June 2019



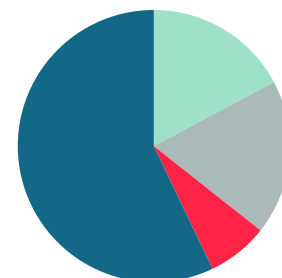
Area Delimited by County Of Muskogee - Residential Property Type



## 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%
Median List Price	112,500	127,500	13.33%
Median Sale Price	107,000	120,000	12.15%
Median Percent of Selling Price to List Price	97.78%	97.39%	-0.40%
Median Days on Market to Sale	25.00	22.00	-12.00%
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.

#### 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 **12.15%** in June 2019 to \$120,000 versus the previous year at \$107,000.

#### Median Days on Market Shortens

The median number of **22.00** days that homes spent on the market before selling decreased by 3.00 days or **12.00%** in June 2019 compared to last year's same month at **25.00** DOM.

#### Sales Success for June 2019 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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>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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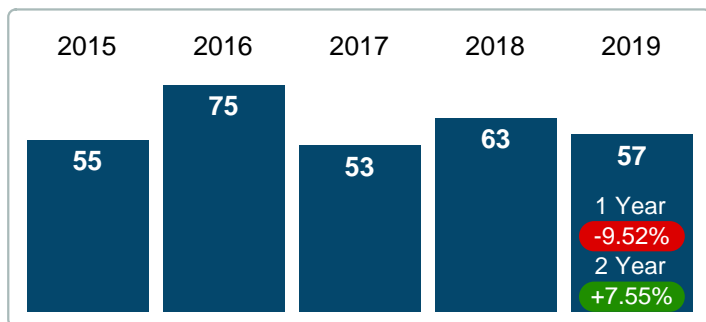
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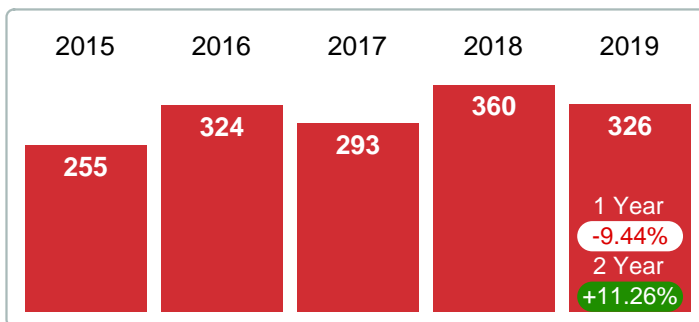
## CLOSED LISTINGS

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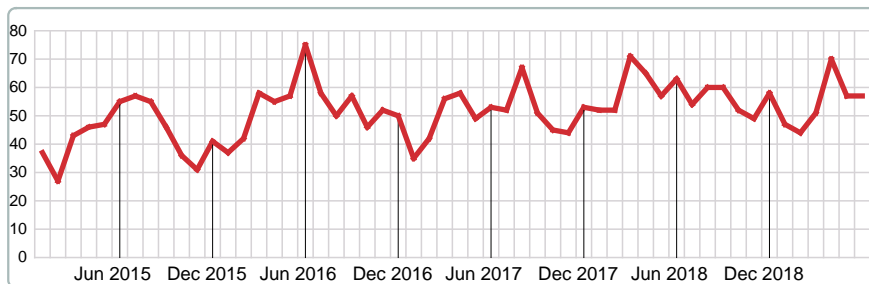
### JUNE



### YEAR TO DATE (YTD)

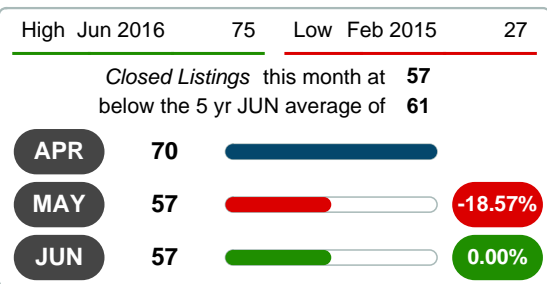


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 61



### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	4	7.02%	9.5	1	3	0	0
\$30,001 - \$50,000	6	10.53%	15.0	3	3	0	0
\$50,001 - \$110,000	11	19.30%	23.0	0	10	1	0
\$110,001 - \$130,000	13	22.81%	25.0	1	9	2	1
\$130,001 - \$160,000	9	15.79%	33.0	0	6	3	0
\$160,001 - \$230,000	8	14.04%	25.5	0	5	3	0
\$230,001 and up	6	10.53%	32.5	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>22.0</b>	<b>264.80K</b>	<b>4.26M</b>	<b>2.48M</b>	<b>115.00K</b>
<b>Median Closed Price</b>	<b>\$120,000</b>			<b>\$38,500</b>	<b>\$115,000</b>	<b>\$190,000</b>	<b>\$115,000</b>

# June 2019



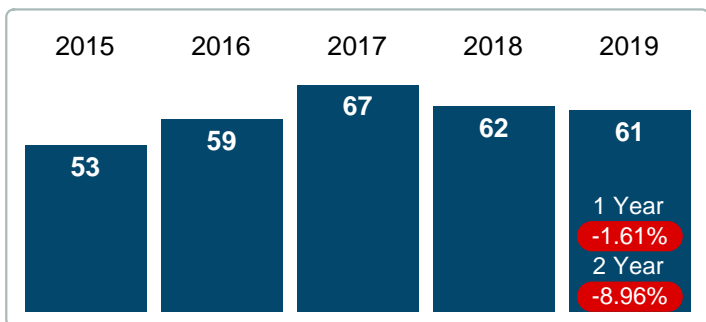
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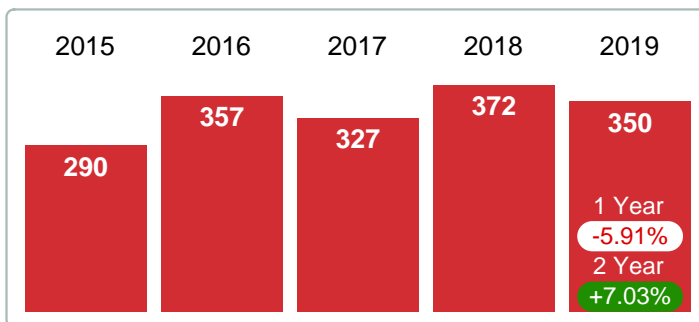
## PENDING LISTINGS

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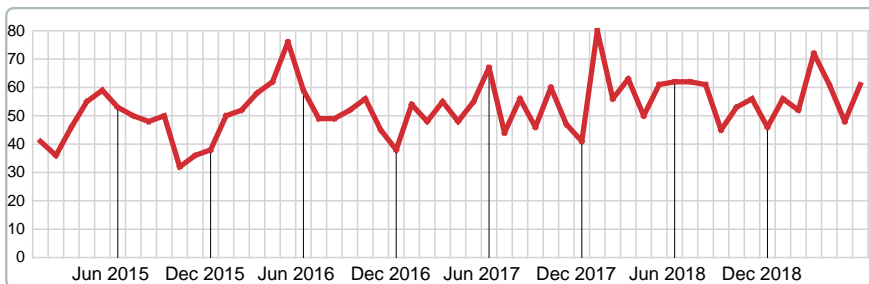
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

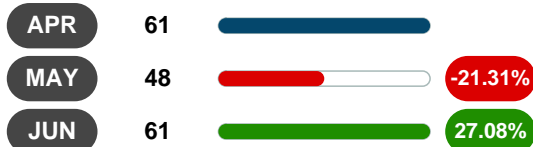


### 3 MONTHS

5 year JUN AVG = 60

High Jan 2018 80 Low Oct 2015 32

Pending Listings this month at 61 above the 5 yr JUN average of 60



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	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%	24.0	7	3	0	0
\$40,001 - \$90,000	10	16.39%	33.5	2	8	0	0
\$90,001 - \$130,000	15	24.59%	47.0	0	12	2	1
\$130,001 - \$160,000	8	13.11%	2.5	0	7	1	0
\$160,001 - \$220,000	8	13.11%	18.5	0	5	3	0
\$220,001 and up	8	13.11%	26.5	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>28.0</b>	<b>337.00K</b>	<b>5.30M</b>	<b>1.47M</b>	<b>322.50K</b>
<b>Median Listing Price</b>	<b>\$119,900</b>			<b>\$32,500</b>	<b>\$120,500</b>	<b>\$174,700</b>	<b>\$161,250</b>

# June 2019



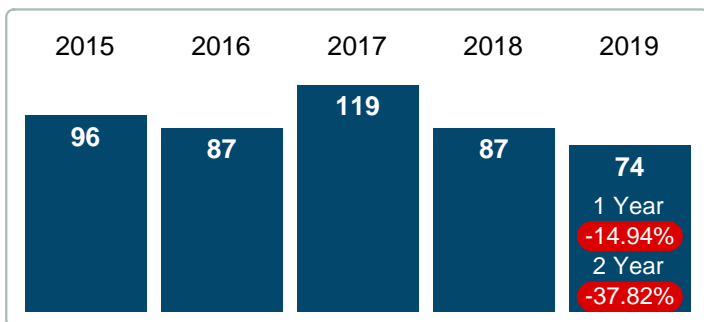
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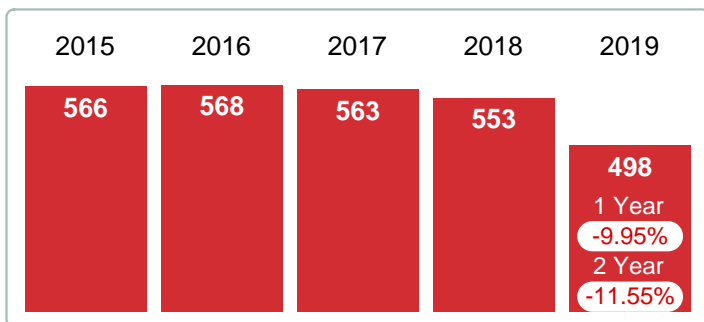
## NEW LISTINGS

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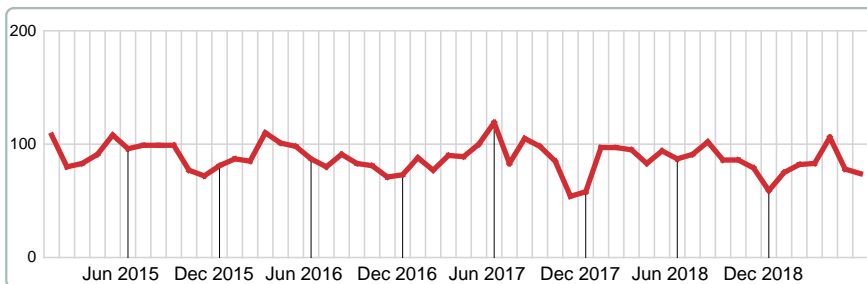
### JUNE



### 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>Median New Listed Listing Price</b>	<b>\$104,450</b>		<b>\$42,000</b>	<b>\$109,000</b>	<b>\$199,950</b>	<b>\$0</b>

# June 2019



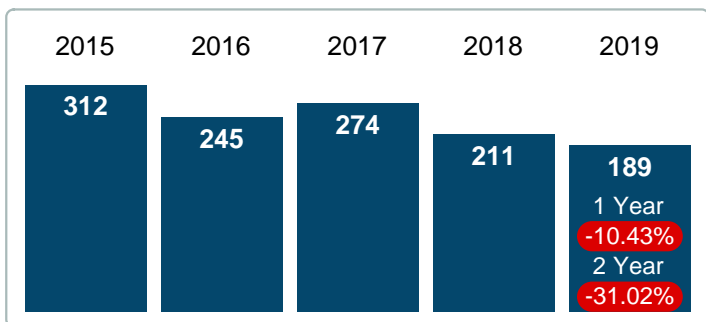
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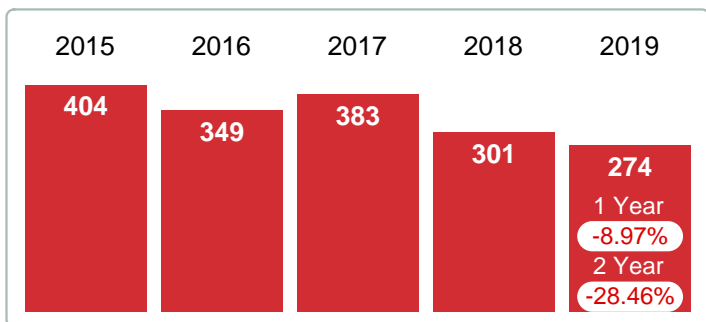
## ACTIVE INVENTORY

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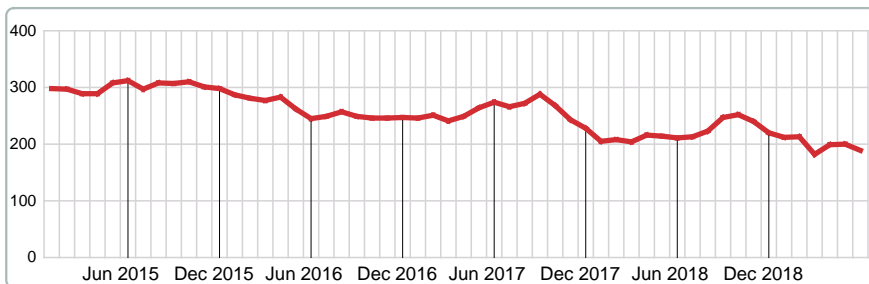
### END OF JUNE



### ACTIVE DURING JUNE



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 246

High Jun 2015 312    Low Mar 2019 182

Inventory this month at **189**  
below the 5 yr JUN average of **246**

- APR 199
- MAY 200  **0.50%**
- JUN 189  **-5.50%**

### 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	11	5.82%	9.0	3	7	1	0
\$20,001 - \$50,000	32	16.93%	78.0	14	15	1	2
\$50,001 - \$70,000	27	14.29%	48.0	10	16	1	0
\$70,001 - \$140,000	45	23.81%	55.0	7	25	12	1
\$140,001 - \$220,000	30	15.87%	83.5	1	20	9	0
\$220,001 - \$310,000	25	13.23%	91.0	1	8	10	6
\$310,001 and up	19	10.05%	67.0	2	7	9	1
Total Active Inventory by Units		189		38	98	43	10
Total Active Inventory by Volume		29,806,174	100%	3.47M	14.37M	9.68M	2.29M
Median Active Inventory Listing Price		\$115,000		\$55,000	\$102,750	\$187,000	\$276,950

# June 2019



Area Delimited by County Of Muskogee - Residential Property Type



## MONTHS SUPPLY of INVENTORY (MSI)

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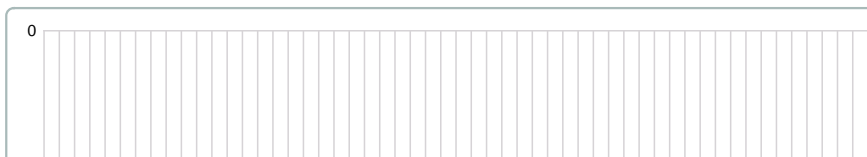
### MSI FOR JUNE

2015	2016	2017	2018	2019

### INDICATORS FOR JUNE 2019

Inventory	Closed	Absorption	MSI	MSI %
189	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 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



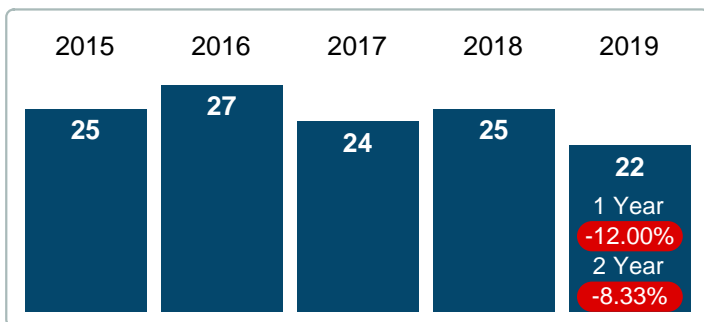
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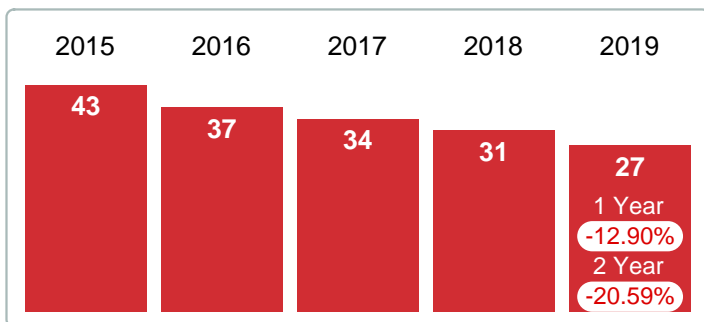
## MEDIAN DAYS ON MARKET TO SALE

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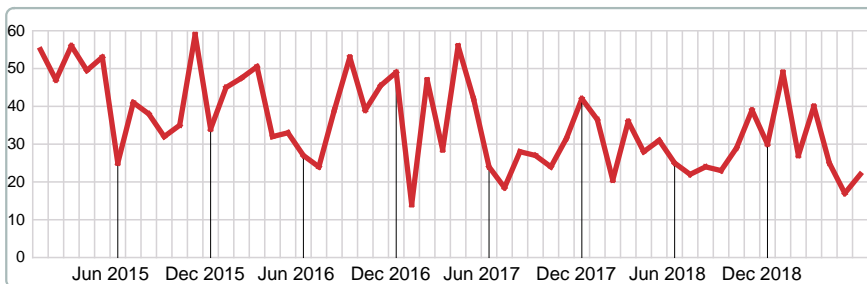
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 25

High Nov 2015 59 Low Jan 2017 14

Median Days on Market to Sale this month at 22 below the 5 yr JUN average of 25



### 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
\$30,000 and less	7.02%	10	7	12	0	0
\$30,001 - \$50,000	10.53%	15	15	15	0	0
\$50,001 - \$110,000	19.30%	23	0	18	48	0
\$110,001 - \$130,000	22.81%	25	6	25	57	33
\$130,001 - \$160,000	15.79%	33	0	42	20	0
\$160,001 - \$230,000	14.04%	26	0	11	55	0
\$230,001 and up	10.53%	33	0	52	33	0
<b>Median Closed DOM</b>		<b>22</b>				
<b>Total Closed Units</b>	<b>100%</b>	<b>22.0</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



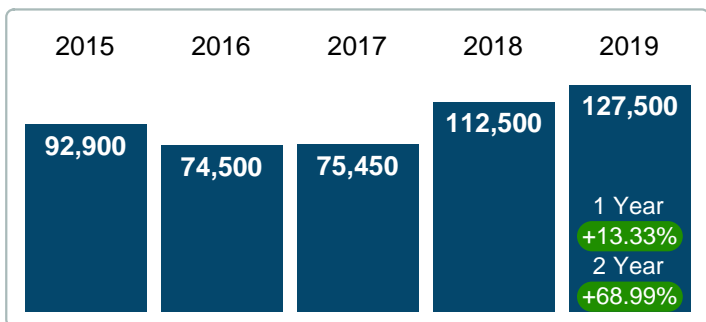
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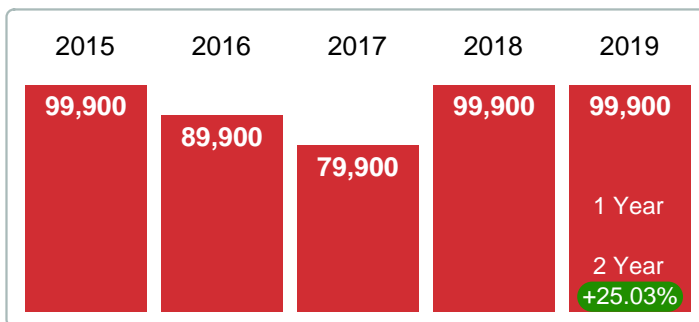
## MEDIAN LIST PRICE AT CLOSING

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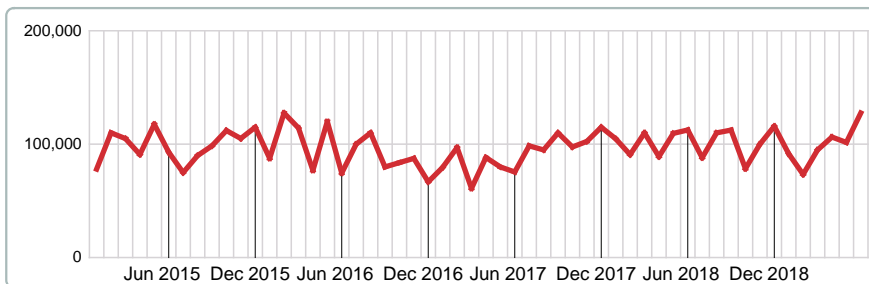
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year JUN AVG = 96,570

High Jun 2019 127,500 Low Mar 2017 61,000

Median List Price at Closing this month at 127,500 above the 5 yr JUN average of 96,570



### 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
\$30,000 and less	7.02%	22,000	11,000	24,000	0	0
\$30,001 - \$50,000	8.77%	39,900	39,900	42,600	0	0
\$50,001 - \$110,000	21.05%	72,450	52,500	72,450	99,900	0
\$110,001 - \$130,000	19.30%	122,500	0	123,500	124,900	119,000
\$130,001 - \$160,000	19.30%	149,900	145,000	149,000	150,000	0
\$160,001 - \$230,000	17.54%	184,300	0	172,400	213,500	0
\$230,001 and up	7.02%	302,450	0	335,000	269,900	0
<b>Median List Price</b>		<b>127,500</b>	<b>39,900</b>	<b>121,200</b>	<b>185,700</b>	<b>119,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>127,500</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>



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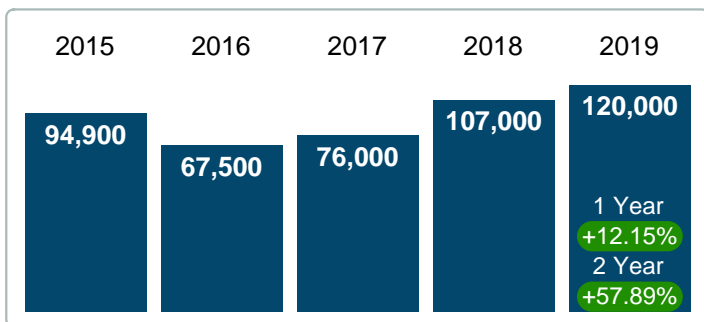
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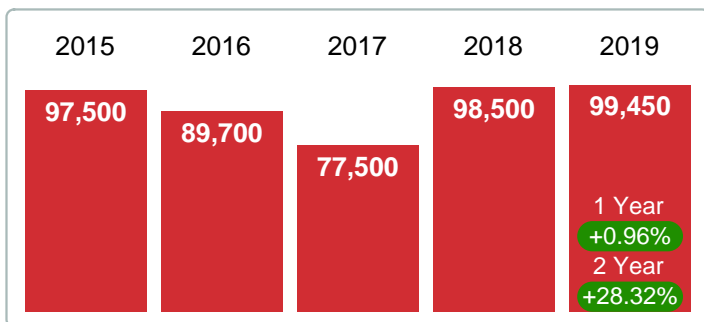
## MEDIAN SOLD PRICE AT CLOSING

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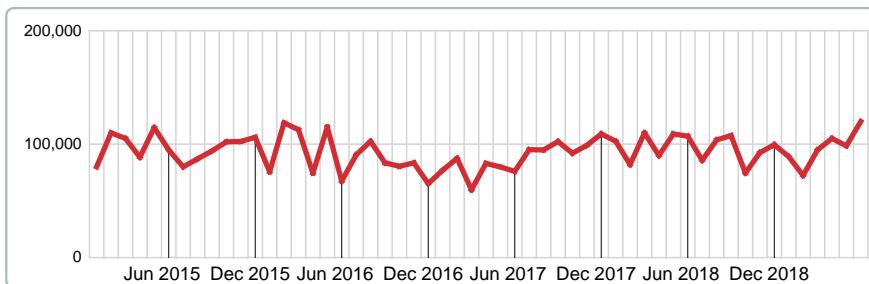
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

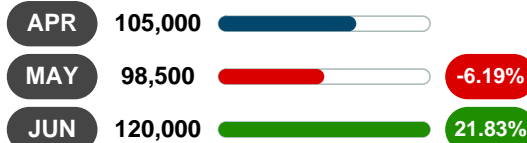


### 3 MONTHS

5 year JUN AVG = 93,080

High Jun 2019 120,000 Low Mar 2017 59,750

Median Sold Price at Closing this month at 120,000 above the 5 yr JUN average of 93,080



### 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
\$30,000 and less	7.02%	21,703	11,300	24,005	0	0
\$30,001 - \$50,000	10.53%	39,200	38,500	39,900	0	0
\$50,001 - \$110,000	19.30%	74,900	0	71,450	99,000	0
\$110,001 - \$130,000	22.81%	119,900	130,000	119,000	124,450	115,000
\$130,001 - \$160,000	15.79%	145,000	0	143,000	150,000	0
\$160,001 - \$230,000	14.04%	178,650	0	167,500	192,000	0
\$230,001 and up	10.53%	255,000	0	284,228	255,000	0
<b>Median Sold Price</b>		<b>120,000</b>	<b>38,500</b>	<b>115,000</b>	<b>190,000</b>	<b>115,000</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>120,000</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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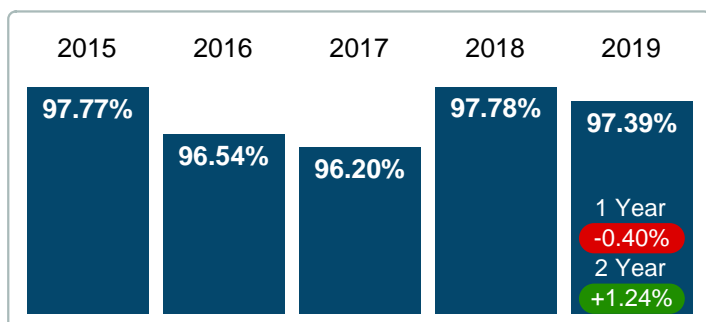
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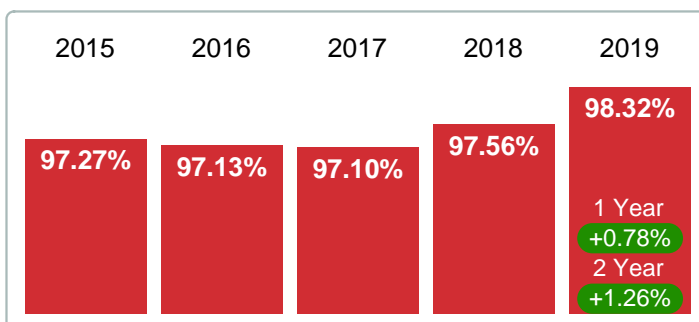
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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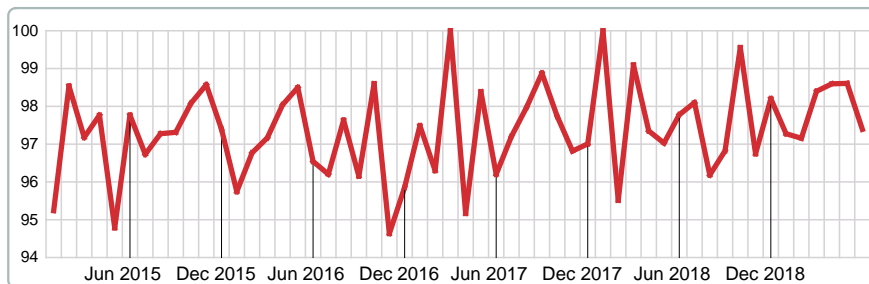
### JUNE



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

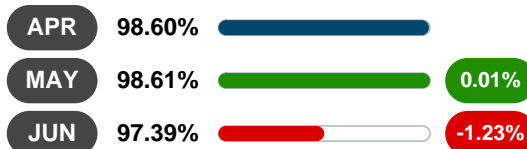


### 3 MONTHS

5 year JUN AVG = 97.14%

High Jan 2018 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **97.39%**  
equal to 5 yr JUN average of **97.14%**



### 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
\$30,000 and less	4	7.02%	98.51%	102.73%	97.00%	0.00%	0.00%
\$30,001 - \$50,000	6	10.53%	94.71%	95.24%	94.19%	0.00%	0.00%
\$50,001 - \$110,000	11	19.30%	98.33%	0.00%	97.74%	99.10%	0.00%
\$110,001 - \$130,000	13	22.81%	96.64%	89.66%	96.39%	99.65%	96.64%
\$130,001 - \$160,000	9	15.79%	97.32%	0.00%	96.90%	100.00%	0.00%
\$160,001 - \$230,000	8	14.04%	99.86%	0.00%	100.00%	98.02%	0.00%
\$230,001 and up	6	10.53%	99.22%	0.00%	101.88%	97.20%	0.00%
Median Sold/List Ratio		97.39%		95.24%	97.23%	99.31%	96.64%
Total Closed Units		57	100%	5	38	13	1
Total Closed Volume		7,117,616		264.80K	4.26M	2.48M	115.00K

# June 2019



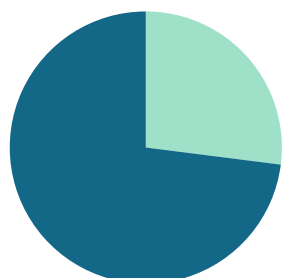
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

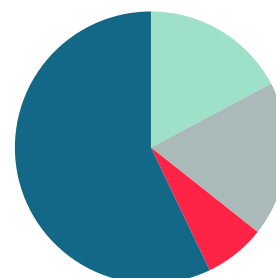


**Inventory**  
 New Listings  
**74 = 27.01%**  
 Start Inventory  
**200**  
 Total Inventory Units  
**274**  
 Volume  
**\$40,515,174**

### 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%
Median List Price	112,500	127,500	13.33%	99,900	99,900	0.00%
Median Sale Price	107,000	120,000	12.15%	98,500	99,450	0.96%
Median Percent of Selling Price to List Price	97.78%	97.39%	-0.40%	97.56%	98.32%	0.78%
Median Days on Market to Sale	25.00	22.00	-12.00%	31.00	27.00	-12.90%
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

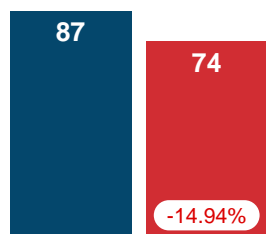
**Inventory** on June 30, 2019 = **189**

**2018** **2019**

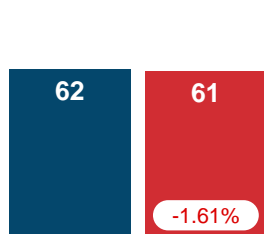
### JUNE MARKET

### MEDIAN PRICES

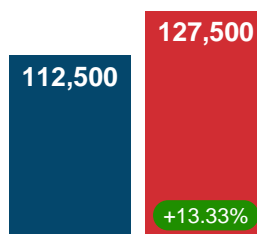
#### New Listings



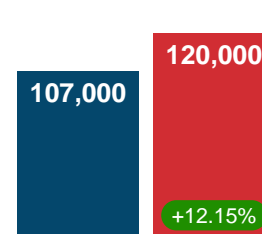
#### Pending Listings



#### List Price



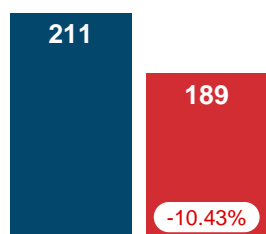
#### Sale Price



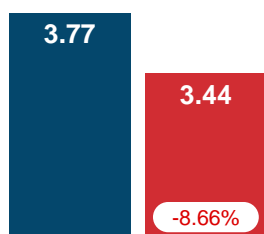
### INVENTORY

### MEDIAN SOLD/LIST RATIO & DOM

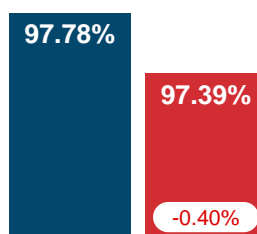
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

