

March 2019



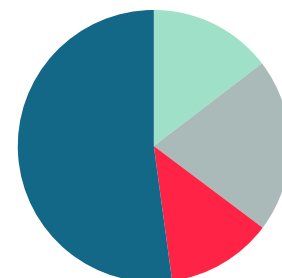
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	March 2019	+/-%
Closed Listings	71	51	-28.17%
Pending Listings	63	72	14.29%
New Listings	95	83	-12.63%
Average List Price	113,827	109,991	-3.37%
Average Sale Price	110,542	108,724	-1.64%
Average Percent of Selling Price to List Price	96.97%	99.51%	2.62%
Average Days on Market to Sale	53.46	58.22	8.89%
End of Month Inventory	204	182	-10.78%
Months Supply of Inventory	3.78	3.31	-12.54%



■ Closed (14.61%)
■ Pending (20.63%)
■ Other OffMarket (12.61%)
■ Active (52.15%)

Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of March 31, 2019 = **182**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2019 decreased **10.78%** to 182 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 **3.31** 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 **1.64%** in March 2019 to \$108,724 versus the previous year at \$110,542.

Average Days on Market Lengthens

The average number of **58.22** days that homes spent on the market before selling increased by 4.75 days or **8.89%** in March 2019 compared to last year's same month at **53.46** DOM.

Sales Success for March 2019 is Positive

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

There were 83 New Listings in March 2019, down **12.63%** from last year at 95. Furthermore, there were 51 Closed Listings this month versus last year at 71, a **-28.17%** decrease.

Closed versus Listed trends yielded a **61.4%** ratio, down from previous year's, March 2018, at **74.7%**, a **17.78%** downswing. This will certainly create pressure on a decreasing Monthly Supply of Inventory (MSI) in the months to come.

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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®

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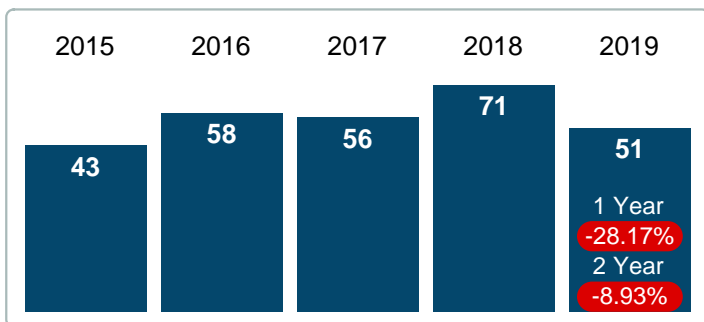
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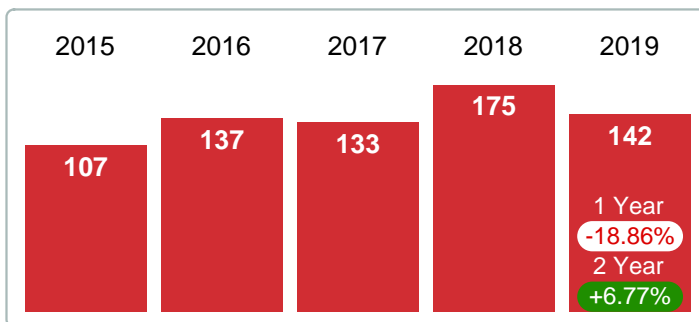
CLOSED LISTINGS

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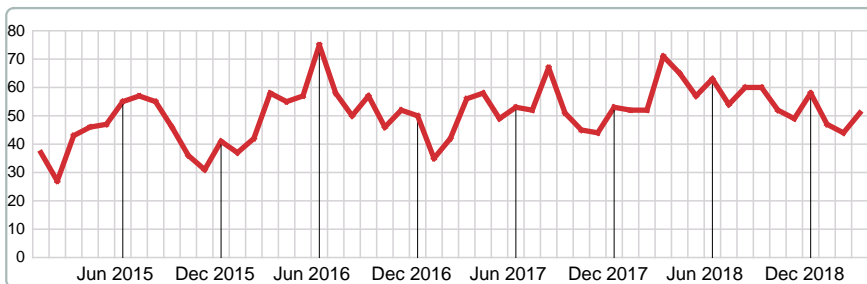
MARCH



YEAR TO DATE (YTD)

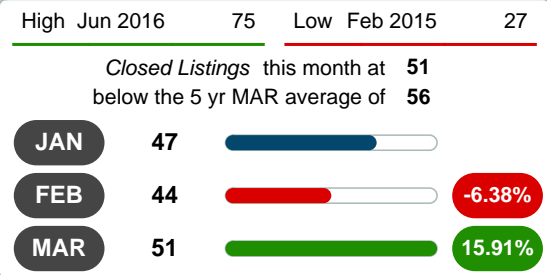


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 56



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	5	9.80%	71.6	4	1	0	0
\$20,001 - \$50,000	6	11.76%	59.5	4	2	0	0
\$50,001 - \$80,000	8	15.69%	52.8	1	6	1	0
\$80,001 - \$120,000	12	23.53%	43.7	0	7	5	0
\$120,001 - \$140,000	8	15.69%	87.8	0	6	2	0
\$140,001 - \$200,000	6	11.76%	57.2	0	4	2	0
\$200,001 and up	6	11.76%	43.8	0	2	4	0
Total Closed Units	51			9	28	14	0
Total Closed Volume	5,544,928	100%	58.2	307.30K	3.02M	2.22M	0.00B
Average Closed Price	\$108,724			\$34,144	\$107,833	\$158,450	\$0

March 2019



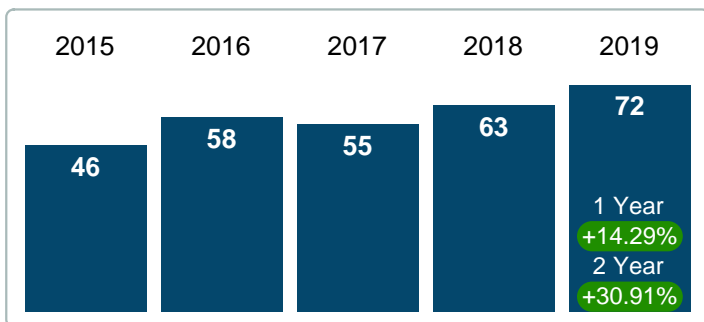
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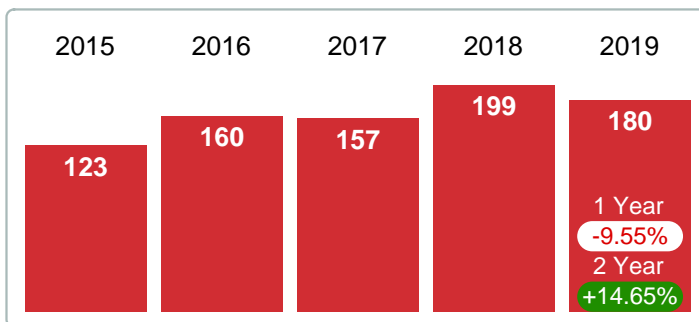
PENDING LISTINGS

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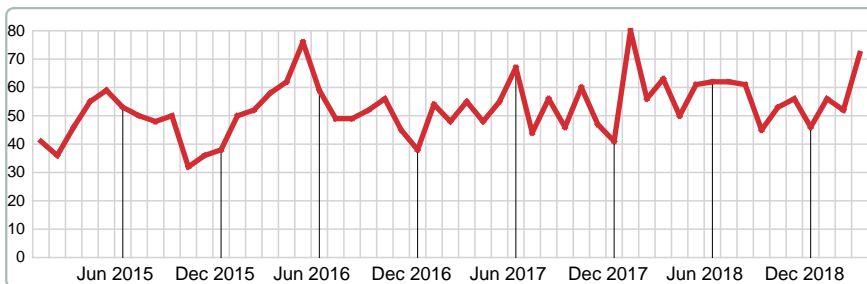
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 59

High Jan 2018 80 Low Oct 2015 32

Pending Listings this month at **72**
above the 5 yr MAR average of **59**

JAN	56	<div style="width: 94.8%;"></div>
FEB	52	<div style="width: 88.1%;"></div> -7.14%
MAR	72	<div style="width: 122.0%;"></div> 38.46%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	9.72%	69.3	2	5	0	0
\$30,001 - \$50,000	9	12.50%	64.3	6	3	0	0
\$50,001 - \$80,000	10	13.89%	25.0	2	8	0	0
\$80,001 - \$140,000	19	26.39%	48.9	0	14	5	0
\$140,001 - \$180,000	10	13.89%	30.7	0	9	1	0
\$180,001 - \$220,000	9	12.50%	52.1	1	7	1	0
\$220,001 and up	8	11.11%	29.1	0	4	3	1
Total Pending Units	72			11	50	10	1
Total Pending Volume	9,000,849	100%	43.1	634.30K	6.52M	1.60M	249.50K
Average Listing Price	\$121,462			\$57,664	\$130,417	\$159,620	\$249,500

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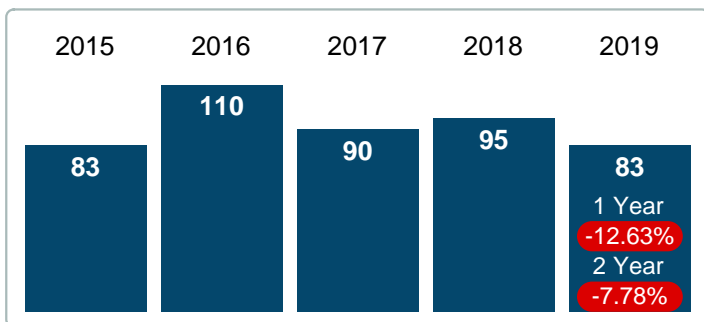
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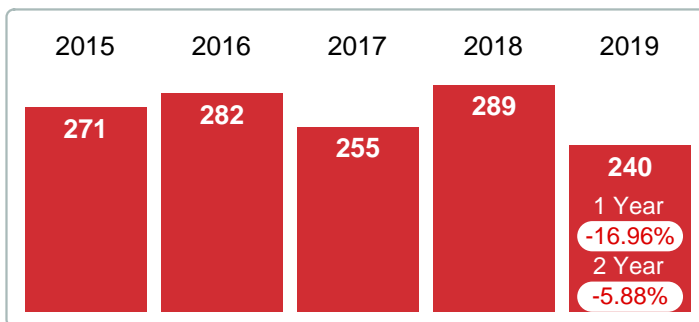
NEW LISTINGS

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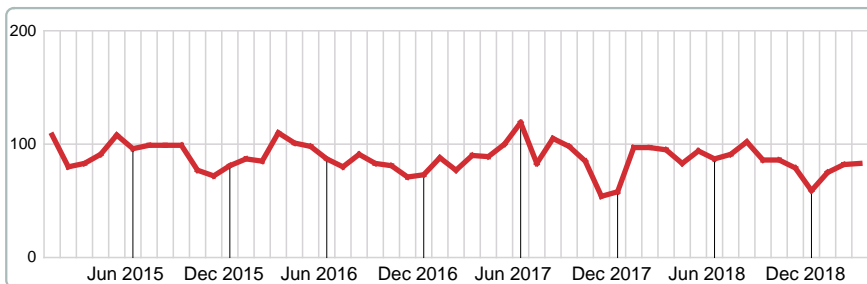
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

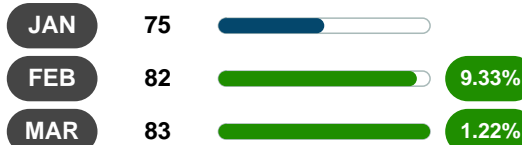


3 MONTHS

5 year MAR AVG = 92

High Jun 2017 119 Low Nov 2017 54

New Listings this month at **83**
below the 5 yr MAR average of **92**



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	9.64%	2	6	0	0
\$30,001 - \$70,000	10	12.05%	1	9	0	0
\$70,001 - \$100,000	11	13.25%	1	8	1	1
\$100,001 - \$140,000	17	20.48%	0	13	4	0
\$140,001 - \$200,000	18	21.69%	0	13	5	0
\$200,001 - \$260,000	9	10.84%	0	5	2	2
\$260,001 and up	10	12.05%	0	4	6	0
Total New Listed Units	83		4	58	18	3
Total New Listed Volume	13,176,599	100%	167.00K	7.85M	4.57M	589.90K
Average New Listed Listing Price	\$141,382		\$41,750	\$135,376	\$253,772	\$196,633

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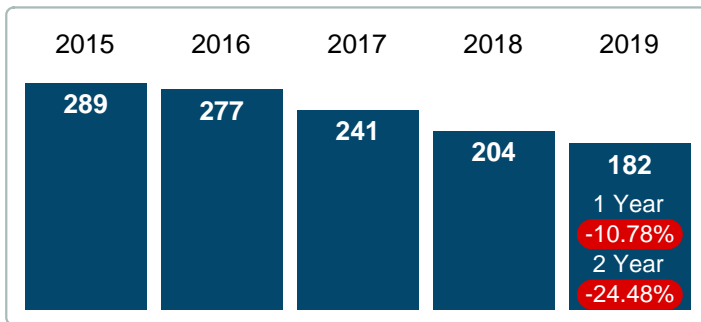
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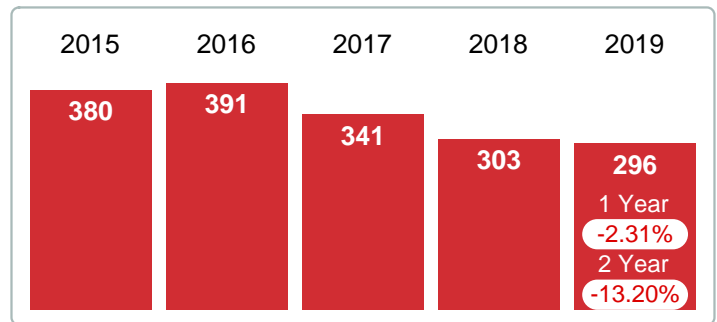
ACTIVE INVENTORY

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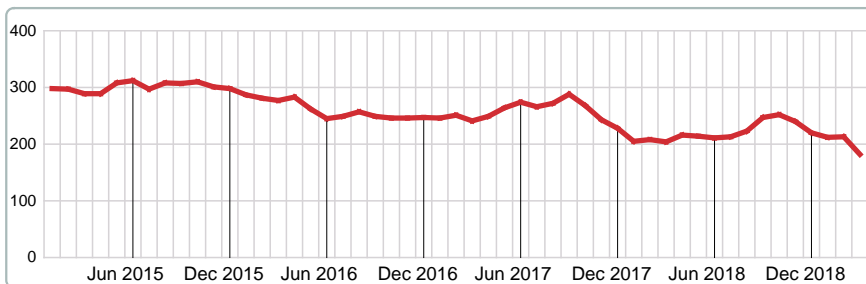
END OF MARCH



ACTIVE DURING MARCH

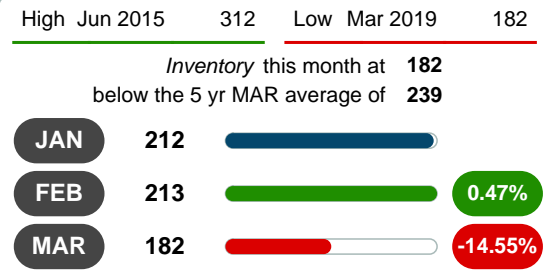


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 239



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	15	8.24%	68.4	6	8	0	1
\$25,001 - \$50,000	22	12.09%	72.7	11	9	2	0
\$50,001 - \$75,000	18	9.89%	95.8	5	12	1	0
\$75,001 - \$150,000	61	33.52%	66.1	0	46	14	1
\$150,001 - \$225,000	25	13.74%	54.1	0	14	11	0
\$225,001 - \$300,000	22	12.09%	67.8	1	7	11	3
\$300,001 and up	19	10.44%	80.3	4	5	9	1
Total Active Inventory by Units	182			27	101	48	6
Total Active Inventory by Volume	29,481,299	100%	70.1	2.88M	14.71M	10.53M	1.36M
Average Active Inventory Listing Price	\$161,985			\$106,804	\$145,662	\$219,281	\$226,700

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Area Delimited by County Of Muskogee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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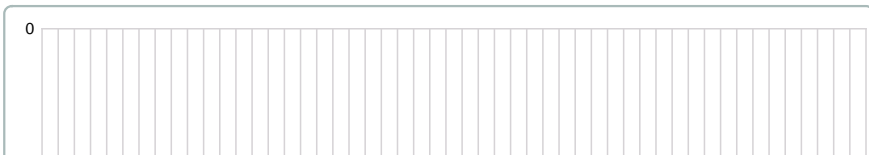
MSI FOR MARCH

2015	2016	2017	2018	2019

INDICATORS FOR MARCH 2019

Inventory	Closed	Absorption	MSI	MSI %
182	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 MAR AVG = inf

High Mar 2019	inf	Low Mar 2019	inf
Months Supply this month at inf equal to 5 yr MAR average of inf			
JAN	inf		%
FEB	inf		%
MAR	inf		%

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	10	5.49%	1.94	1.20	3.75	0.00	12.00
\$20,001 - \$50,000	27	14.84%	2.72	3.80	2.18	2.00	0.00
\$50,001 - \$90,000	32	17.58%	2.67	2.61	2.71	2.57	2.40
\$90,001 - \$150,000	47	25.82%	3.38	0.00	3.56	3.51	0.00
\$150,001 - \$220,000	23	12.64%	2.28	0.00	1.71	4.40	0.00
\$220,001 - \$310,000	25	13.74%	9.38	0.00	8.00	8.25	36.00
\$310,001 and up	18	9.89%	14.40	24.00	8.00	21.60	6.00
Market Supply of Inventory (MSI)			3.31	2.77	2.98	4.68	5.54
Total Active Inventory by Units		100%	3.31	27	101	48	6

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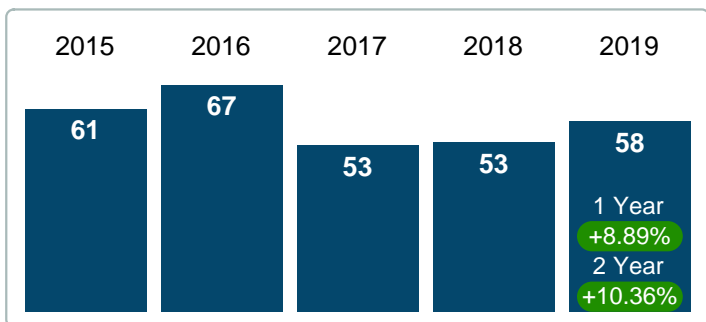
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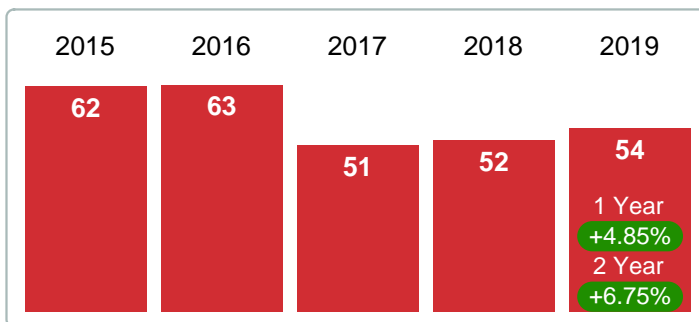
AVERAGE DAYS ON MARKET TO SALE

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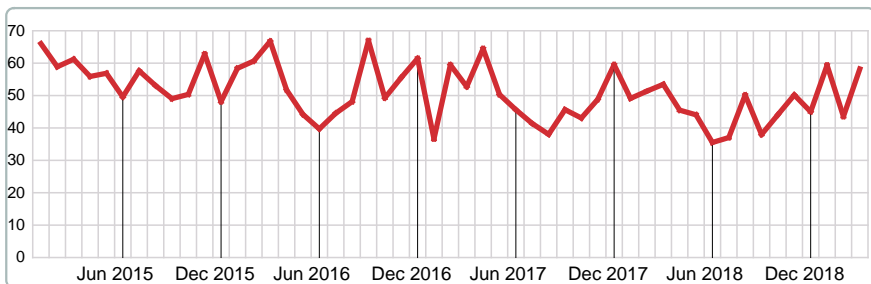
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

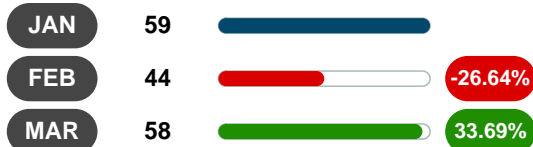


3 MONTHS

5 year MAR AVG = 58

High Sep 2016 67 Low Jun 2018 36

Average Days on Market to Sale this month at 58 equal to 5 yr MAR average of 58



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	9.80%	72	76	55	0	0
\$20,001 - \$50,000	11.76%	60	64	51	0	0
\$50,001 - \$80,000	15.69%	53	14	48	120	0
\$80,001 - \$120,000	23.53%	44	0	39	50	0
\$120,001 - \$140,000	15.69%	88	0	111	18	0
\$140,001 - \$200,000	11.76%	57	0	69	35	0
\$200,001 and up	11.76%	44	0	17	58	0
Average Closed DOM		58				
Total Closed Units	100%	58	9	28	14	
Total Closed Volume		5,544,928	307.30K	3.02M	2.22M	0.00B

March 2019



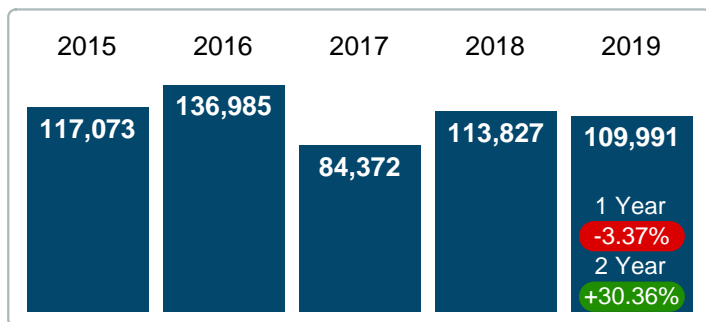
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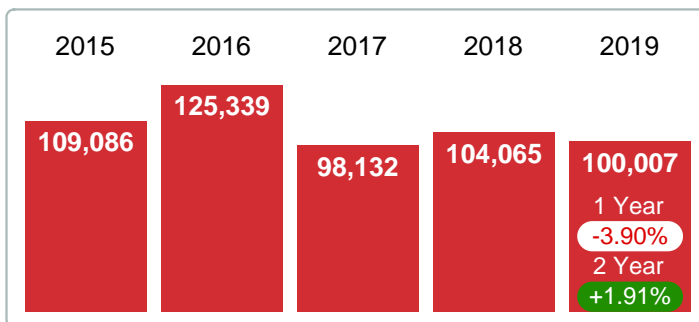
AVERAGE LIST PRICE AT CLOSING

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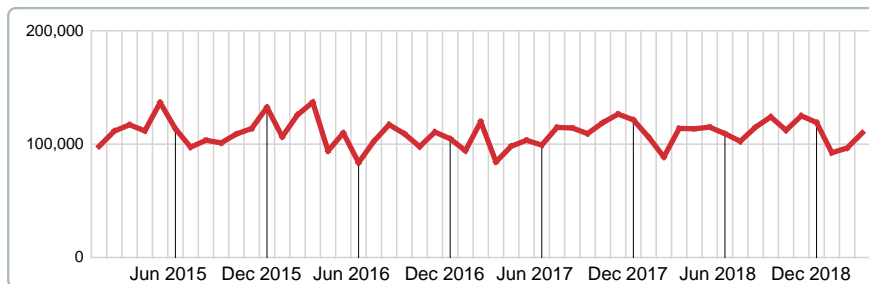
MARCH



YEAR TO DATE (YTD)

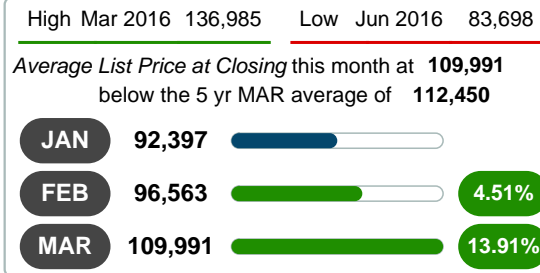


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 112,450



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	7.84%	13,175	14,575	16,900	0	0
\$20,001 - \$50,000	15.69%	40,650	47,200	31,950	0	0
\$50,001 - \$80,000	13.73%	69,257	80,000	69,383	75,000	0
\$80,001 - \$120,000	23.53%	97,892	0	99,043	105,980	0
\$120,001 - \$140,000	15.69%	130,086	0	133,133	127,445	0
\$140,001 - \$200,000	13.73%	171,449	0	177,075	96,970	0
\$200,001 and up	9.80%	266,260	0	209,900	277,850	0
Average List Price		109,991	36,344	111,332	154,652	0
Total Closed Units	100%	109,991	9	28	14	0
Total Closed Volume		5,609,530	327.10K	3.12M	2.17M	0.00B

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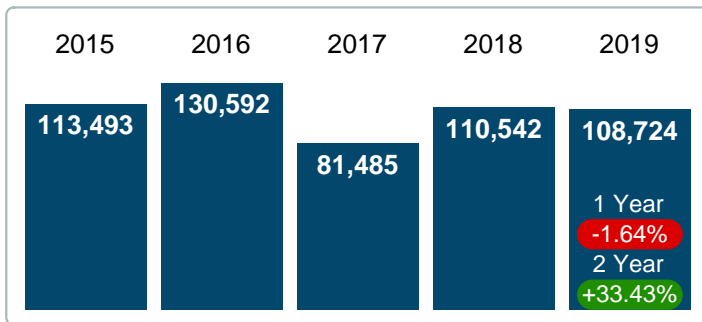
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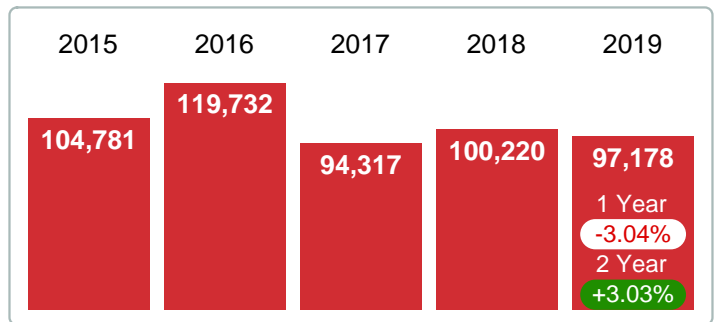
AVERAGE SOLD PRICE AT CLOSING

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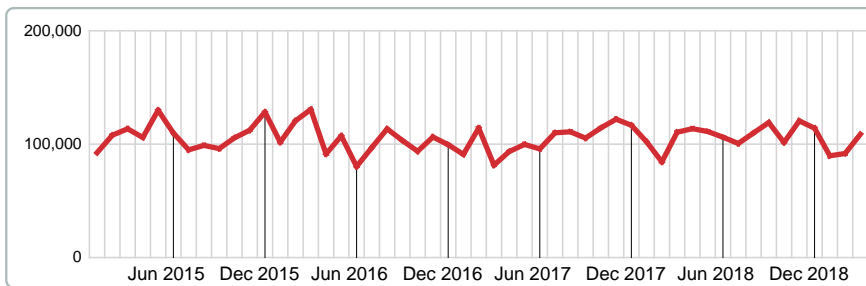
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

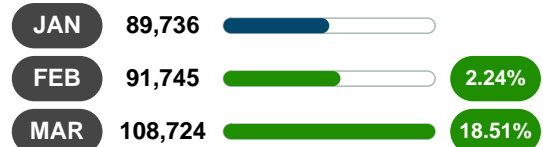


3 MONTHS

5 year MAR AVG = 108,967

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

Average Sold Price at Closing this month at **108,724**
 below the 5 yr MAR average of **108,967**



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	9.80%	13,460	12,600	16,900	0	0
\$20,001 - \$50,000	11.76%	37,650	44,225	24,500	0	0
\$50,001 - \$80,000	15.69%	68,015	80,000	64,854	75,000	0
\$80,001 - \$120,000	23.53%	99,551	0	95,244	105,580	0
\$120,001 - \$140,000	15.69%	128,175	0	129,317	124,750	0
\$140,001 - \$200,000	11.76%	165,467	0	176,450	143,500	0
\$200,001 and up	11.76%	249,133	0	207,950	269,725	0
Average Sold Price		108,724	34,144	107,833	158,450	0
Total Closed Units	100%	108,724	9	28	14	0
Total Closed Volume		5,544,928	307.30K	3.02M	2.22M	0.00B

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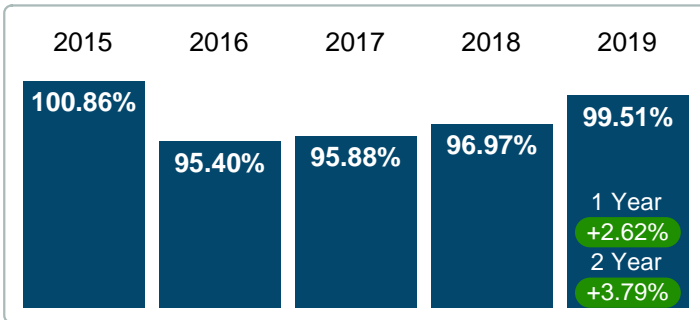
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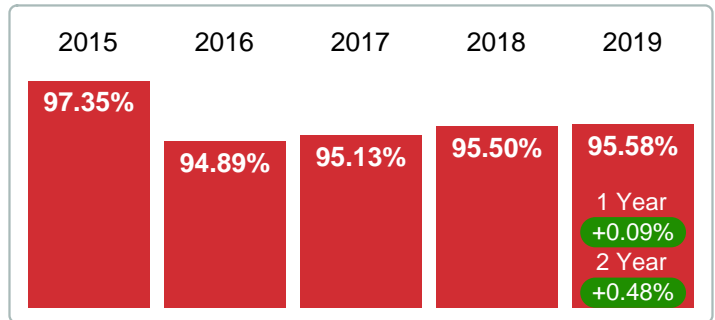
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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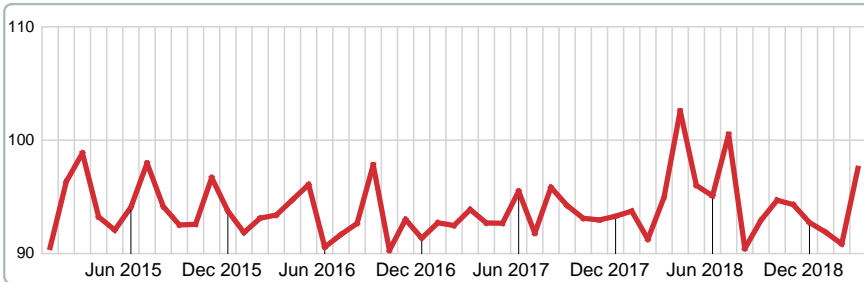
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 97.72%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **99.51%** above the 5 yr MAR average of **97.72%**



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	5	9.80%	90.76%	88.45%	100.00%	0.00%	0.00%
\$20,001 \$50,000	6	11.76%	88.48%	93.97%	77.49%	0.00%	0.00%
\$50,001 \$80,000	8	15.69%	95.37%	100.00%	93.83%	100.00%	0.00%
\$80,001 \$120,000	12	23.53%	97.96%	0.00%	96.77%	99.61%	0.00%
\$120,001 \$140,000	8	15.69%	97.41%	0.00%	97.25%	97.88%	0.00%
\$140,001 \$200,000	6	11.76%	130.57%	0.00%	99.68%	192.37%	0.00%
\$200,001 and up	6	11.76%	98.23%	0.00%	99.07%	97.80%	0.00%
Average Sold/List Ratio		99.50%		92.19%	95.56%	112.13%	0.00%
Total Closed Units		51	100%	9	28	14	
Total Closed Volume		5,544,928		307.30K	3.02M	2.22M	0.00B

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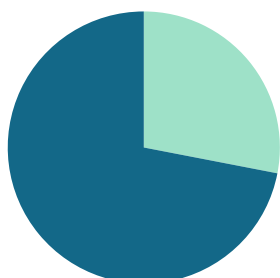
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MARKET SUMMARY

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

INVENTORY

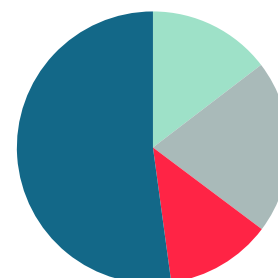


Inventory
 New Listings
83 = 28.04%
 Start Inventory
213
 Total Inventory Units
296
 Volume
\$45,969,197

Market Activity

Closed Sales
51 = 14.61%
 Pending Sales
72 = 20.63%
 Other Off Market
44 = 12.61%
 Active Inventory
182 = 52.15%

MARKET ACTIVITY



Compared Metrics	March			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	71	51	-28.17%	175	142	-18.86%
Pending Sales	63	72	14.29%	199	180	-9.55%
New Listings	95	83	-12.63%	289	240	-16.96%
Average List Price	113,827	109,991	-3.37%	104,065	100,007	-3.90%
Average Sale Price	110,542	108,724	-1.64%	100,220	97,178	-3.04%
Average Percent of Selling Price to List Price	96.97%	99.51%	2.62%	95.50%	95.58%	0.09%
Average Days on Market to Sale	53.46	58.22	8.89%	51.55	54.05	4.85%
Monthly Inventory	204	182	-10.78%	204	182	-10.78%
Months Supply of Inventory	3.78	3.31	-12.54%	3.78	3.31	-12.54%

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

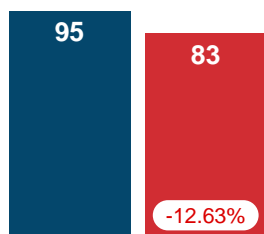
Inventory on March 31, 2019 = **182**

2018 **2019**

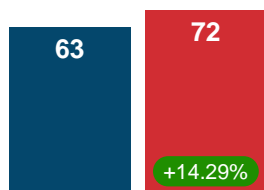
MARCH MARKET

AVERAGE PRICES

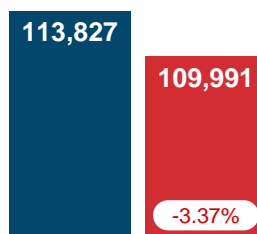
New Listings



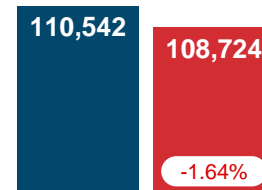
Pending Listings



List Price



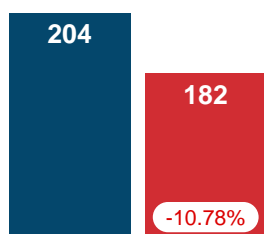
Sale Price



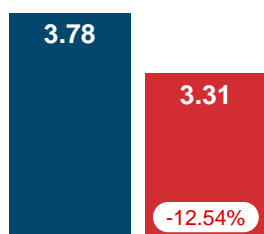
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

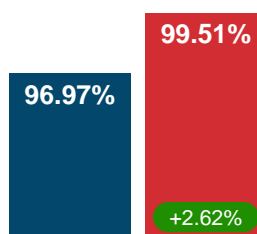
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

