

March 2019



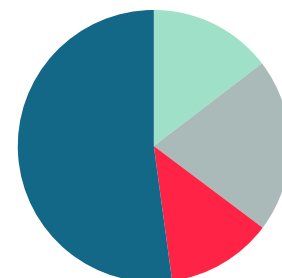
Area Delimited by County Of Muskogee - Residential Property Type



MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	March		+/-%
	2018	2019	
Closed Listings	71	51	-28.17%
Pending Listings	63	72	14.29%
New Listings	95	83	-12.63%
Median List Price	109,900	94,900	-13.65%
Median Sale Price	109,900	94,900	-13.65%
Median Percent of Selling Price to List Price	99.09%	98.40%	-0.70%
Median Days on Market to Sale	36.00	40.00	11.11%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **13.65%** in March 2019 to \$94,900 versus the previous year at \$109,900.

Median Days on Market Lengthens

The median number of **40.00** days that homes spent on the market before selling increased by 4.00 days or **11.11%** in March 2019 compared to last year's same month at **36.00** DOM.

Sales Success for March 2019 is Positive

Overall, with Median 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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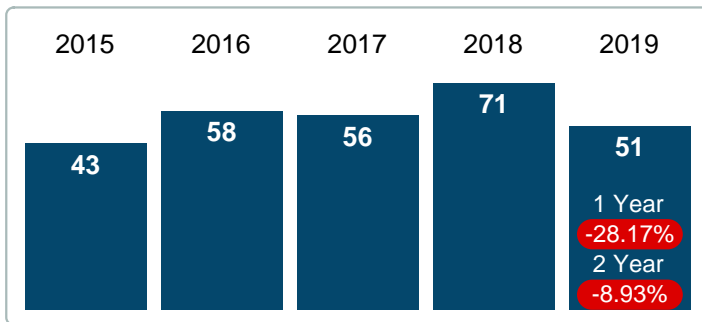
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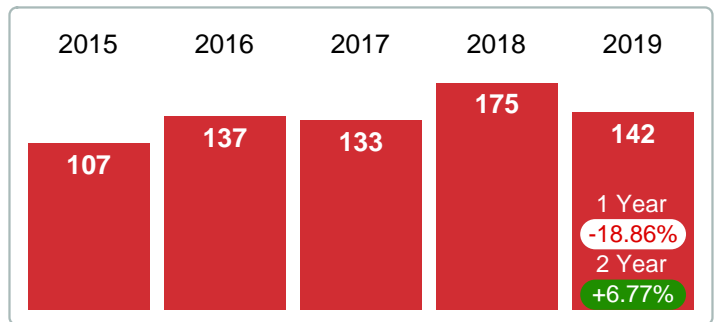
CLOSED LISTINGS

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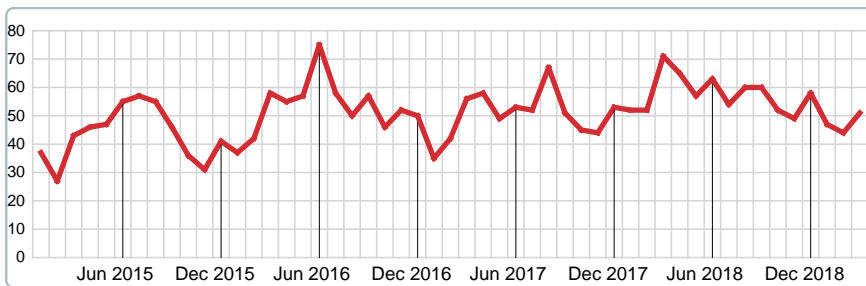
MARCH



YEAR TO DATE (YTD)

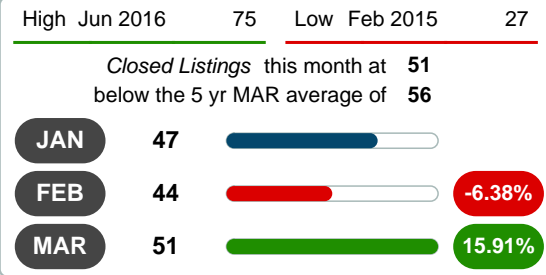


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 56



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	9.80%	55.0	4	1	0	0
\$20,001 - \$50,000	6	11.76%	74.5	4	2	0	0
\$50,001 - \$80,000	8	15.69%	38.5	1	6	1	0
\$80,001 - \$120,000	12	23.53%	29.0	0	7	5	0
\$120,001 - \$140,000	8	15.69%	83.5	0	6	2	0
\$140,001 - \$200,000	6	11.76%	38.5	0	4	2	0
\$200,001 and up	6	11.76%	24.5	0	2	4	0
Total Closed Units	51			9	28	14	0
Total Closed Volume	5,544,928	100%	40.0	307.30K	3.02M	2.22M	0.00B
Median Closed Price	\$94,900			\$38,500	\$99,950	\$124,750	\$0

March 2019



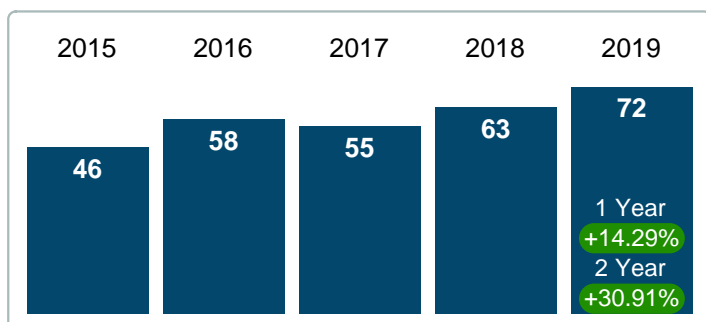
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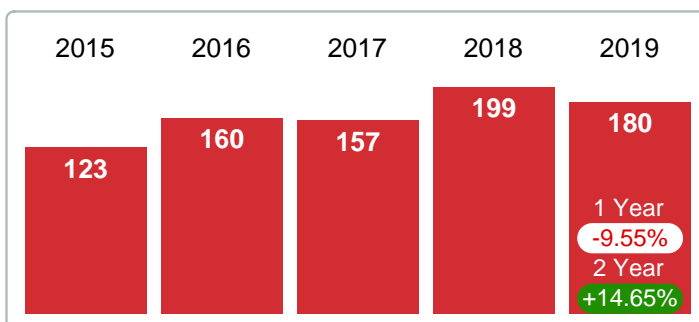
PENDING LISTINGS

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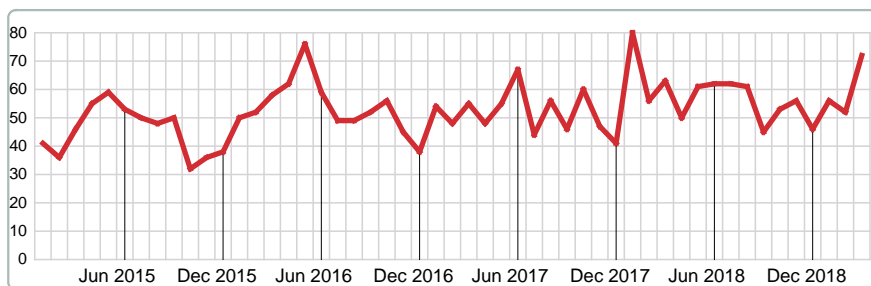
MARCH



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	
FEB	52	-7.14%
MAR	72	38.46%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	9.72%	75.0	2	5	0	0
\$30,001 - \$50,000	9	12.50%	63.0	6	3	0	0
\$50,001 - \$80,000	10	13.89%	12.0	2	8	0	0
\$80,001 - \$140,000	19	26.39%	26.0	0	14	5	0
\$140,001 - \$180,000	10	13.89%	12.0	0	9	1	0
\$180,001 - \$220,000	9	12.50%	27.0	1	7	1	0
\$220,001 and up	8	11.11%	18.5	0	4	3	1
Total Pending Units	72			11	50	10	1
Total Pending Volume	9,000,849	100%	25.0	634.30K	6.52M	1.60M	249.50K
Median Listing Price	\$110,950			\$49,000	\$128,450	\$144,900	\$249,500

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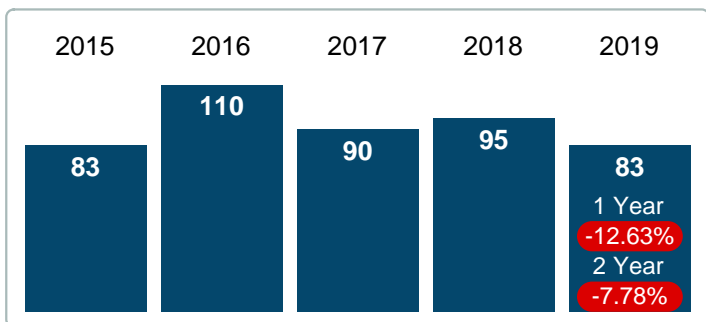
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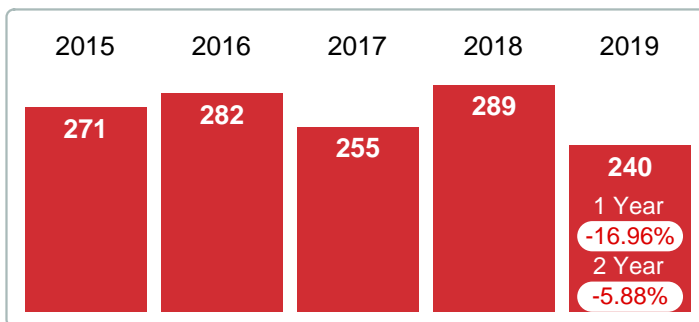
NEW LISTINGS

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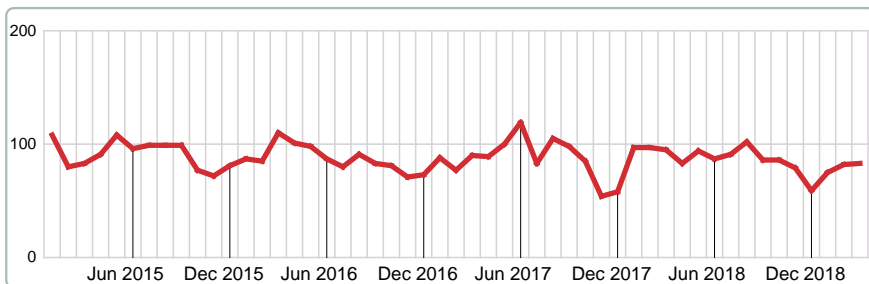
MARCH



YEAR TO DATE (YTD)

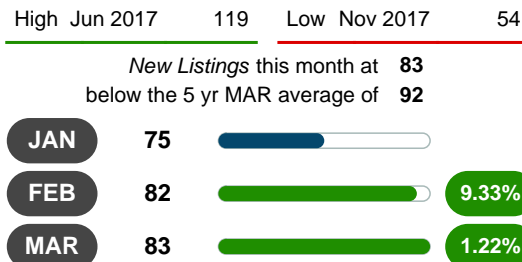


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 92



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
Median New Listed Listing Price	\$129,900		\$31,500	\$127,000	\$188,000	\$249,500

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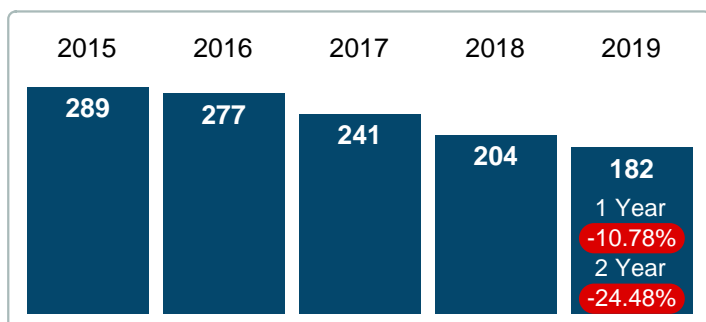
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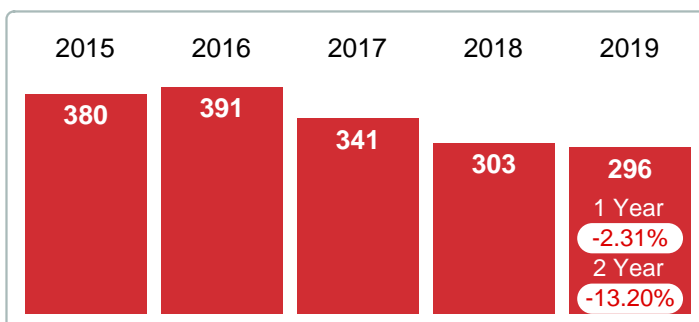
ACTIVE INVENTORY

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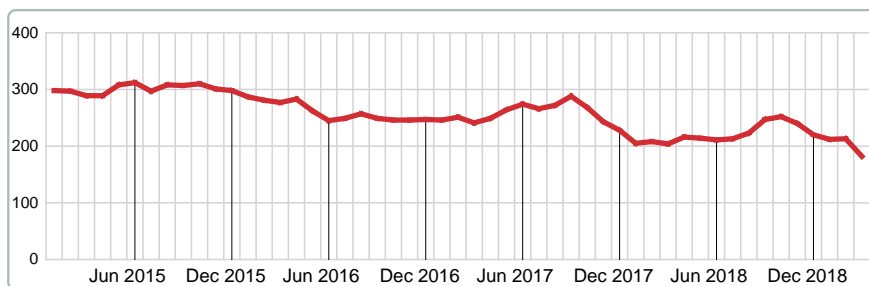
END OF MARCH



ACTIVE DURING MARCH

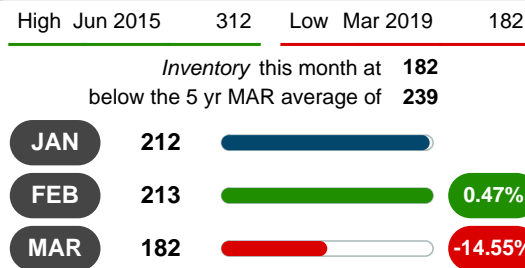


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 239



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	10	5.49%	54.0	4	5	0	1
\$20,001 - \$50,000	27	14.84%	53.0	13	12	2	0
\$50,001 - \$90,000	32	17.58%	81.0	5	23	3	1
\$90,001 - \$150,000	47	25.82%	41.0	0	35	12	0
\$150,001 - \$220,000	23	12.64%	48.0	0	12	11	0
\$220,001 - \$310,000	25	13.74%	45.0	1	10	11	3
\$310,001 and up	18	9.89%	67.0	4	4	9	1
Total Active Inventory by Units	182			27	101	48	6
Total Active Inventory by Volume	29,481,299	100%	54.0	2.88M	14.71M	10.53M	1.36M
Median Active Inventory Listing Price	\$119,900			\$45,000	\$109,900	\$182,800	\$259,450

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Area Delimited by County Of Muskogee - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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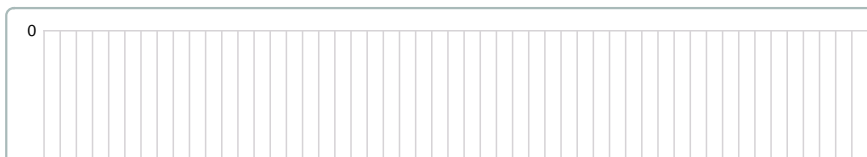
MSI FOR MARCH

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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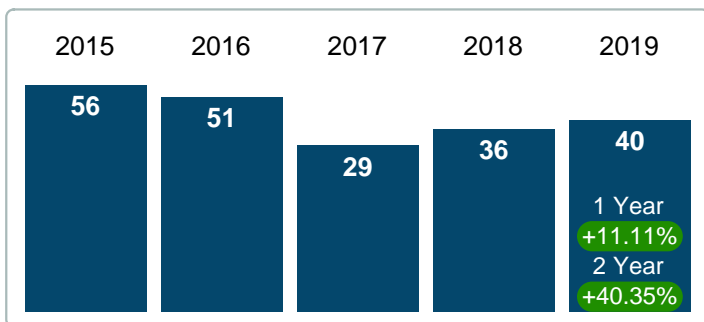
Area Delimited by County Of Muskogee - Residential Property Type



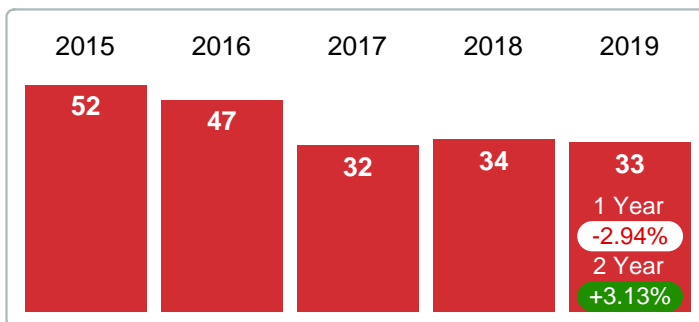
MEDIAN DAYS ON MARKET TO SALE

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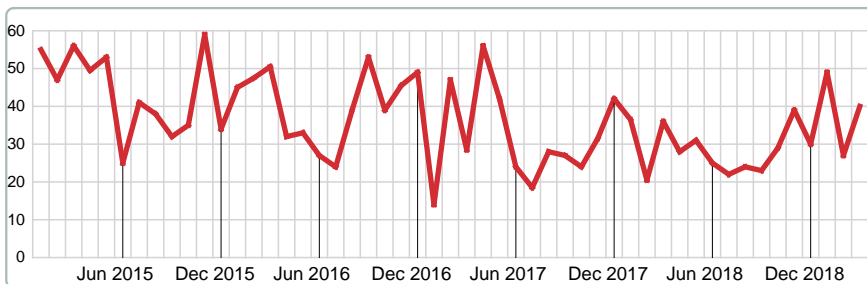
MARCH



YEAR TO DATE (YTD)

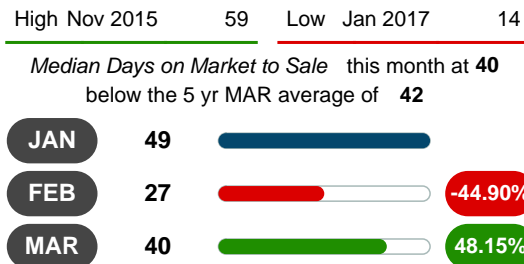


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 42



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
\$20,000 and less	9.80%	55	70	55	0	0
\$20,001 - \$50,000	11.76%	75	75	51	0	0
\$50,001 - \$80,000	15.69%	39	14	39	120	0
\$80,001 - \$120,000	23.53%	29	0	31	25	0
\$120,001 - \$140,000	15.69%	84	0	135	18	0
\$140,001 - \$200,000	11.76%	39	0	60	35	0
\$200,001 and up	11.76%	25	0	17	34	0
Median Closed DOM		40	70	43	31	0
Total Closed Units	100%	51	9	28	14	
Total Closed Volume		5,544,928	307.30K	3.02M	2.22M	0.00B

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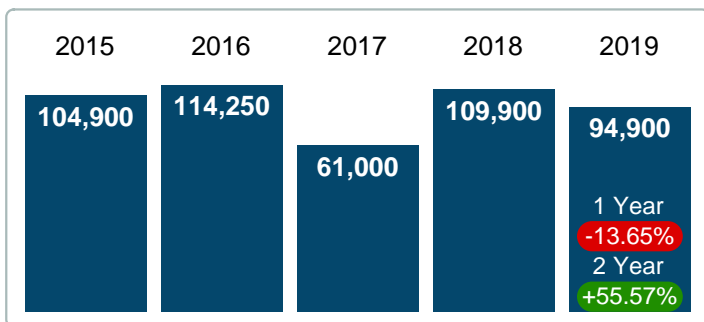
Area Delimited by County Of Muskogee - Residential Property Type



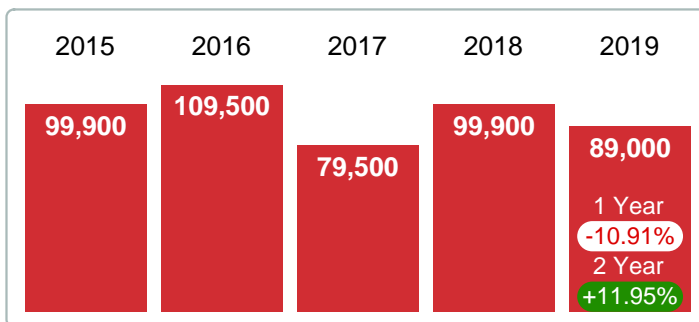
MEDIAN LIST PRICE AT CLOSING

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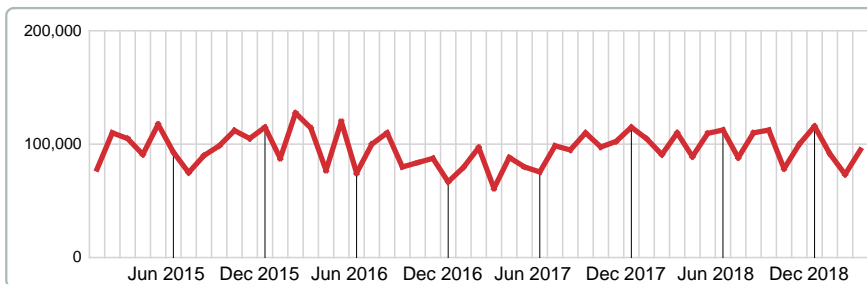
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 96,990

High Feb 2016 127,450 Low Mar 2017 61,000

Median List Price at Closing this month at **94,900**
 below the 5 yr MAR average of **96,990**



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
\$20,000 and less	4	7.84%	15,900	14,900	16,900	0	0
\$20,001 - \$50,000	8	15.69%	44,450	49,900	31,950	50,000	0
\$50,001 - \$80,000	7	13.73%	68,000	80,000	67,000	75,000	0
\$80,001 - \$120,000	12	23.53%	93,700	0	92,500	114,900	0
\$120,001 - \$140,000	8	15.69%	129,900	0	132,450	127,445	0
\$140,001 - \$200,000	7	13.73%	166,000	0	166,000	171,920	0
\$200,001 and up	5	9.80%	217,500	0	209,900	285,000	0
Median List Price			94,900	39,000	100,750	122,495	0
Total Closed Units		100%	94,900	9	28	14	0
Total Closed Volume			5,609,530	327.10K	3.12M	2.17M	0.00B

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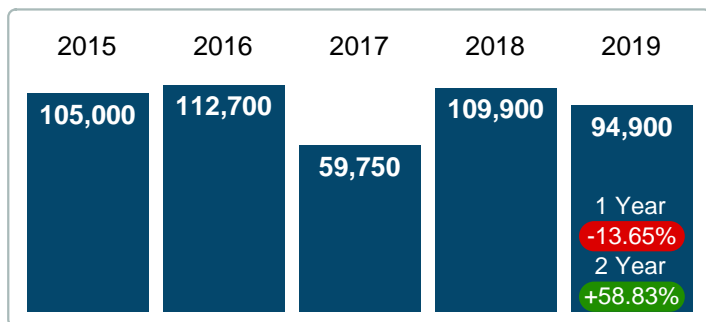
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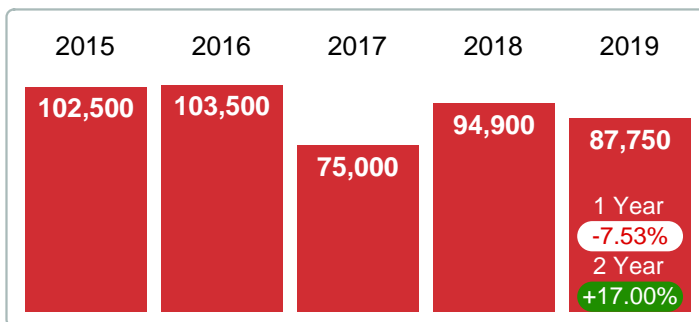
MEDIAN SOLD PRICE AT CLOSING

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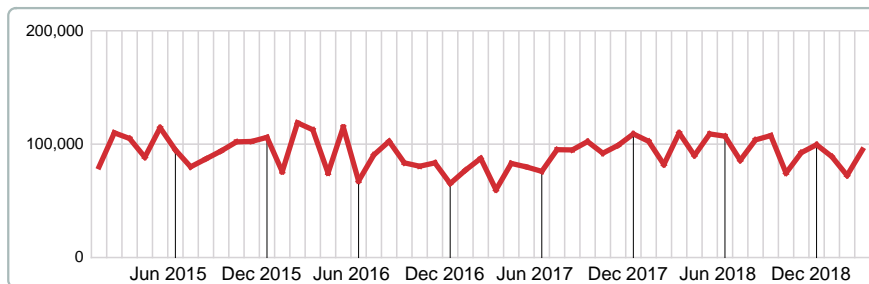
MARCH



YEAR TO DATE (YTD)

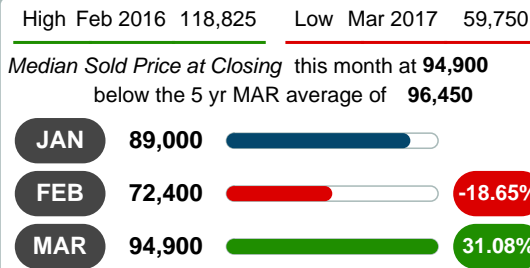


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year MAR AVG = 96,450



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
\$20,000 and less	9.80%	16,900	14,750	16,900	0	0
\$20,001 - \$50,000	11.76%	41,000	44,250	24,500	0	0
\$50,001 - \$80,000	15.69%	68,000	80,000	63,311	75,000	0
\$80,001 - \$120,000	23.53%	94,450	0	90,000	114,900	0
\$120,001 - \$140,000	15.69%	126,250	0	127,500	124,750	0
\$140,001 - \$200,000	11.76%	162,950	0	177,950	143,500	0
\$200,001 and up	11.76%	213,500	0	207,950	245,500	0
Median Sold Price		94,900	38,500	99,950	124,750	0
Total Closed Units	100%	94,900	9	28	14	0
Total Closed Volume		5,544,928	307.30K	3.02M	2.22M	0.00B

March 2019



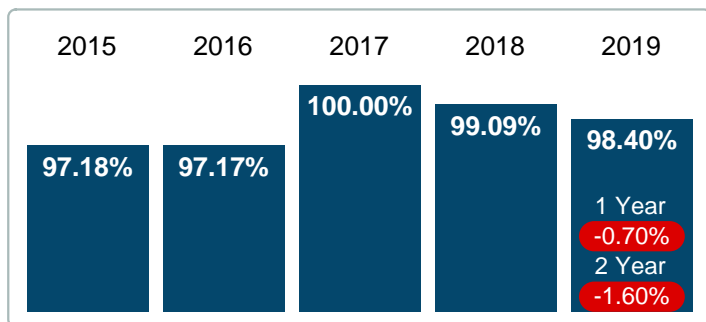
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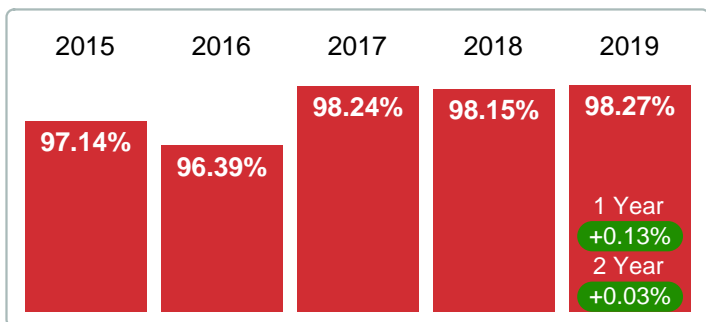
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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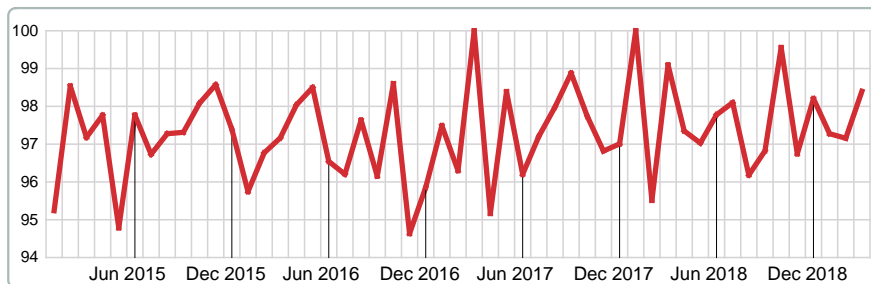
MARCH



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

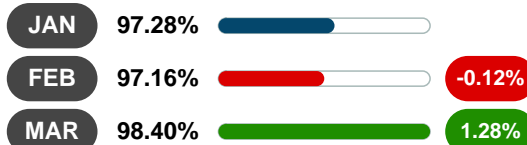


3 MONTHS

5 year MAR AVG = 98.37%

High Jan 2018 100.00% Low Nov 2016 94.63%

Median Sold/List Ratio this month at **98.40%**
equal to 5 yr MAR average of **98.37%**



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
\$20,000 and less	5	9.80%	100.00%	93.33%	100.00%	0.00%	0.00%
\$20,001 \$50,000	6	11.76%	88.59%	94.36%	77.49%	0.00%	0.00%
\$50,001 \$80,000	8	15.69%	95.91%	100.00%	94.97%	100.00%	0.00%
\$80,001 \$120,000	12	23.53%	99.58%	0.00%	97.30%	100.00%	0.00%
\$120,001 \$140,000	8	15.69%	97.88%	0.00%	97.35%	97.88%	0.00%
\$140,001 \$200,000	6	11.76%	100.00%	0.00%	100.00%	192.37%	0.00%
\$200,001 and up	6	11.76%	98.71%	0.00%	99.07%	97.79%	0.00%
Median Sold/List Ratio		98.40%		98.72%	97.06%	99.58%	0.00%
Total Closed Units		51	100%	98.40%	9	28	14
Total Closed Volume		5,544,928			307.30K	3.02M	2.22M

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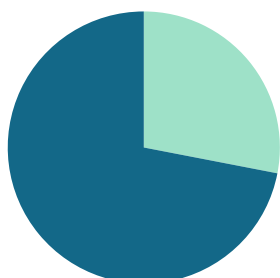
Area Delimited by County Of Muskogee - Residential Property Type



MARKET SUMMARY

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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%
Median List Price	109,900	94,900	-13.65%	99,900	89,000	-10.91%
Median Sale Price	109,900	94,900	-13.65%	94,900	87,750	-7.53%
Median Percent of Selling Price to List Price	99.09%	98.40%	-0.70%	98.15%	98.27%	0.13%
Median Days on Market to Sale	36.00	40.00	11.11%	34.00	33.00	-2.94%
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

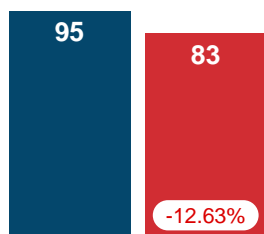
Inventory on March 31, 2019 = **182**

2018 **2019**

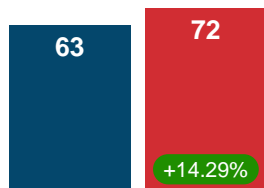
MARCH MARKET

MEDIAN PRICES

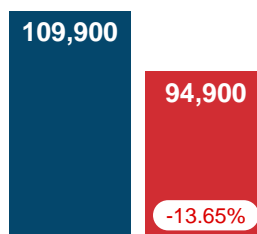
New Listings



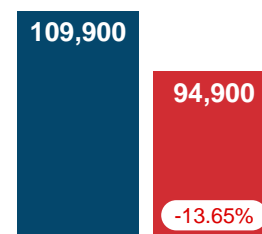
Pending Listings



List Price



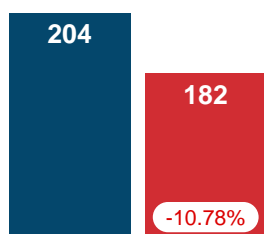
Sale Price



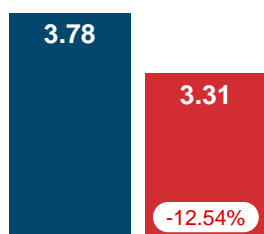
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

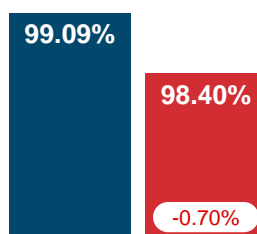
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

