

# May 2019



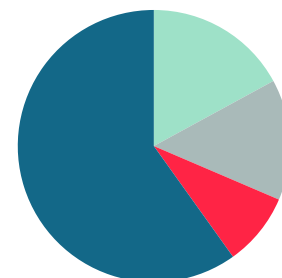
Area Delimited by County Of Muskogee - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	2018	May 2019	+/-%
Closed Listings	57	57	0.00%
Pending Listings	61	48	-21.31%
New Listings	94	78	-17.02%
Average List Price	114,966	114,955	-0.01%
Average Sale Price	111,163	111,521	0.32%
Average Percent of Selling Price to List Price	98.01%	94.89%	-3.18%
Average Days on Market to Sale	44.05	41.14	-6.61%
End of Month Inventory	214	200	-6.54%
Months Supply of Inventory	3.88	3.61	-6.96%



■ Closed (17.07%)  
■ Pending (14.37%)  
■ Other OffMarket (8.68%)  
■ Active (59.88%)

**Absorption:** Last 12 months, an Average of **55** Sales/Month  
**Active Inventory** as of May 31, 2019 = **200**

### Analysis Wrap-Up

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

The total housing inventory at the end of May 2019 decreased **6.54%** to 200 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 **3.61** 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 **0.32%** in May 2019 to \$111,521 versus the previous year at \$111,163.

#### Average Days on Market Shortens

The average number of **41.14** days that homes spent on the market before selling decreased by 2.91 days or **6.61%** in May 2019 compared to last year's same month at **44.05** DOM.

#### Sales Success for May 2019 is Positive

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

There were 78 New Listings in May 2019, down **17.02%** from last year at 94. Furthermore, there were 57 Closed Listings this month versus last year at 57, a **0.00%** decrease.

Closed versus Listed trends yielded a **73.1%** ratio, up from previous year's, May 2018, at **60.6%**, a **20.51%** 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.

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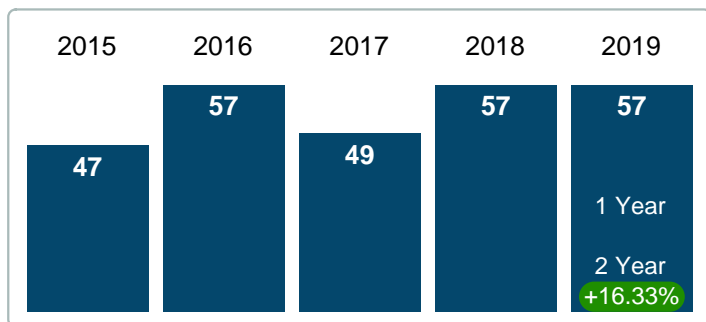
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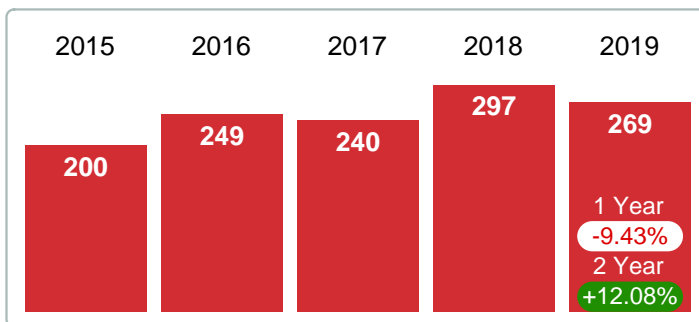
## CLOSED LISTINGS

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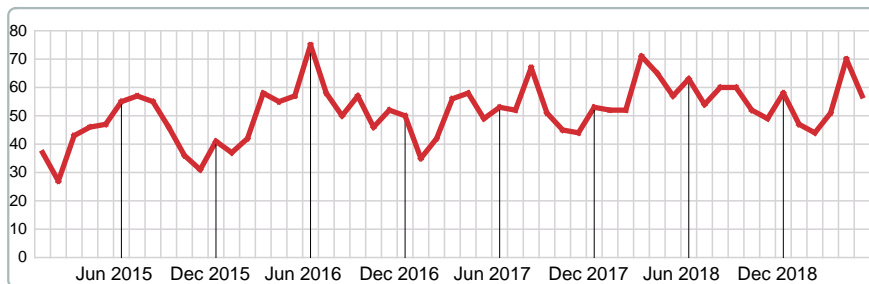
### MAY



### YEAR TO DATE (YTD)

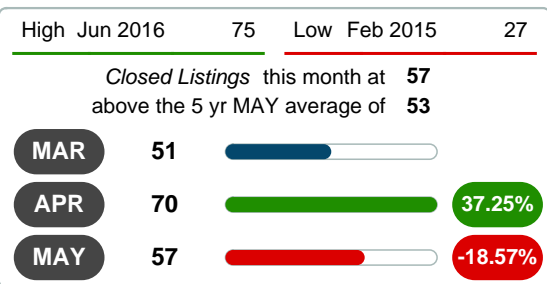


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 53



### 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	2	3.51%	100.5	2	0	0	0
\$10,001 - \$40,000	10	17.54%	41.2	5	5	0	0
\$40,001 - \$80,000	10	17.54%	20.8	3	6	1	0
\$80,001 - \$110,000	12	21.05%	48.7	0	9	3	0
\$110,001 - \$140,000	8	14.04%	30.0	0	7	1	0
\$140,001 - \$210,000	8	14.04%	49.5	0	8	0	0
\$210,001 and up	7	12.28%	43.4	1	2	4	0
<b>Total Closed Units</b>	<b>57</b>			<b>11</b>	<b>37</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>6,356,680</b>	<b>100%</b>	<b>41.1</b>	<b>605.70K</b>	<b>4.17M</b>	<b>1.58M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$111,521</b>			<b>\$55,064</b>	<b>\$112,708</b>	<b>\$175,644</b>	<b>\$0</b>

# May 2019



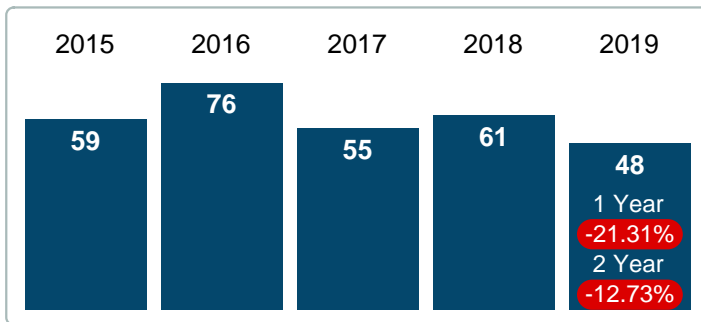
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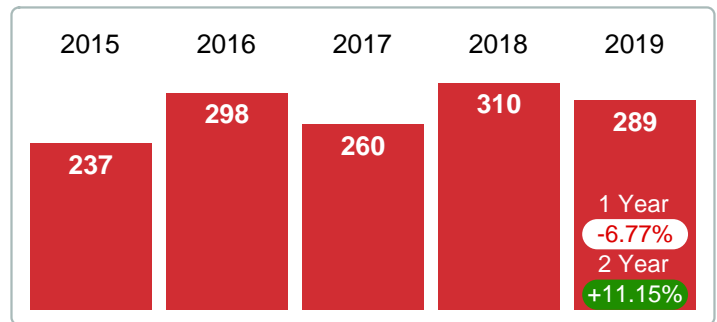
## PENDING LISTINGS

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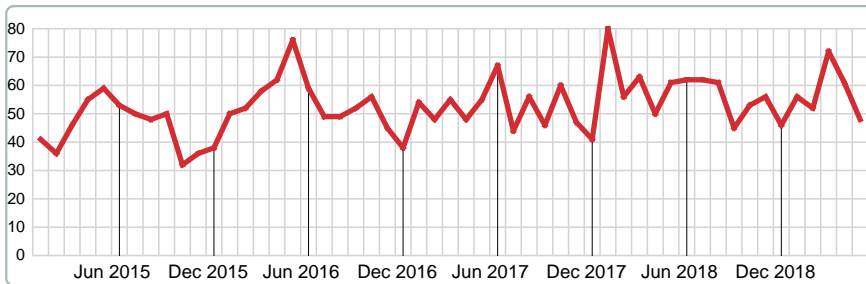
### MAY



### YEAR TO DATE (YTD)

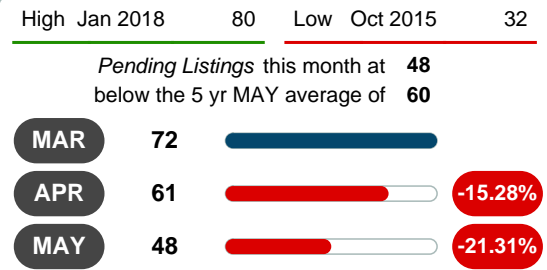


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY 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	5	10.42%	75.6	3	1	0	1
\$20,001 - \$60,000	6	12.50%	45.0	2	4	0	0
\$60,001 - \$110,000	7	14.58%	55.7	1	4	2	0
\$110,001 - \$140,000	11	22.92%	32.8	0	9	1	1
\$140,001 - \$170,000	7	14.58%	19.9	1	5	1	0
\$170,001 - \$260,000	6	12.50%	38.7	0	4	2	0
\$260,001 and up	6	12.50%	60.2	1	2	2	1
<b>Total Pending Units</b>	<b>48</b>			<b>8</b>	<b>29</b>	<b>8</b>	<b>3</b>
<b>Total Pending Volume</b>	<b>6,576,182</b>	<b>100%</b>	<b>44.4</b>	<b>707.38K</b>	<b>3.84M</b>	<b>1.52M</b>	<b>510.90K</b>
<b>Average Listing Price</b>	<b>\$137,004</b>			<b>\$88,423</b>	<b>\$132,341</b>	<b>\$190,000</b>	<b>\$170,300</b>

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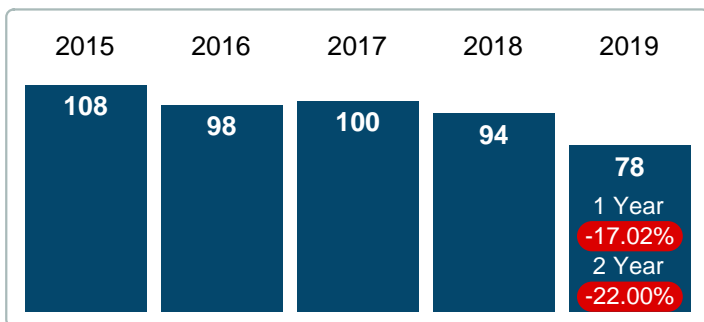
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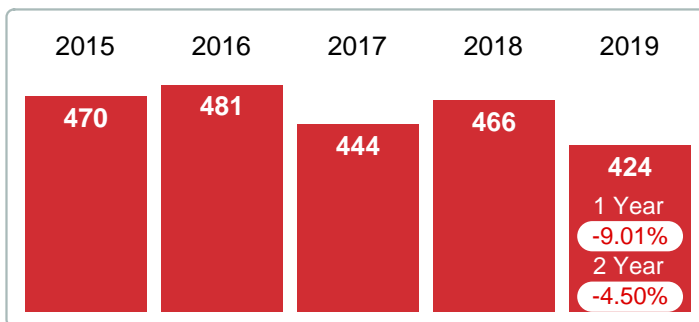
## NEW LISTINGS

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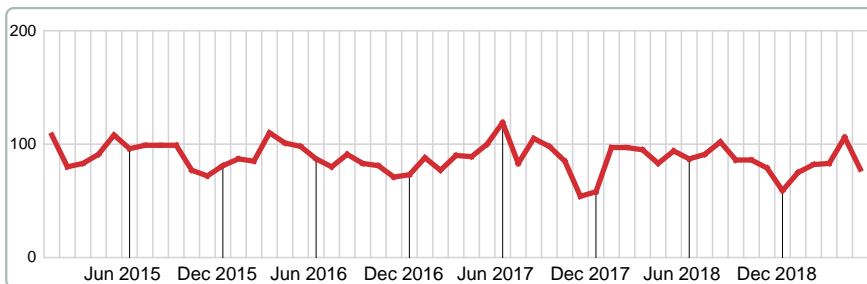
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 96

High Jun 2017 119 Low Nov 2017 54

New Listings this month at **78**  
below the 5 yr MAY average of **96**



### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds   3 Beds   4 Beds   5+ Beds			
\$20,000 and less	3	3.85%	0	2	1	0
\$20,001 - \$40,000	10	12.82%	6	4	0	0
\$40,001 - \$70,000	15	19.23%	6	9	0	0
\$70,001 - \$130,000	18	23.08%	3	13	2	0
\$130,001 - \$170,000	13	16.67%	1	10	2	0
\$170,001 - \$290,000	11	14.10%	1	5	4	1
\$290,001 and up	8	10.26%	0	3	2	3
<b>Total New Listed Units</b>	<b>78</b>		<b>17</b>	<b>46</b>	<b>11</b>	<b>4</b>
<b>Total New Listed Volume</b>	<b>10,172,800</b>	<b>100%</b>	<b>1.15M</b>	<b>5.68M</b>	<b>2.19M</b>	<b>1.15M</b>
<b>Average New Listed Listing Price</b>	<b>\$114,978</b>		<b>\$67,476</b>	<b>\$123,537</b>	<b>\$199,027</b>	<b>\$288,425</b>

# May 2019



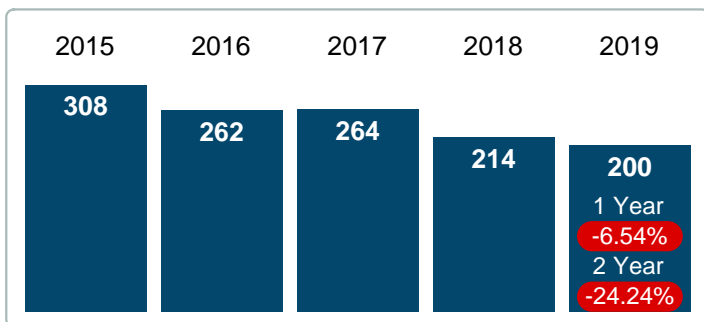
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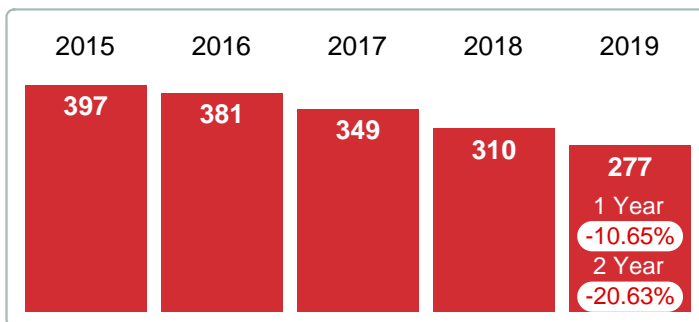
## ACTIVE INVENTORY

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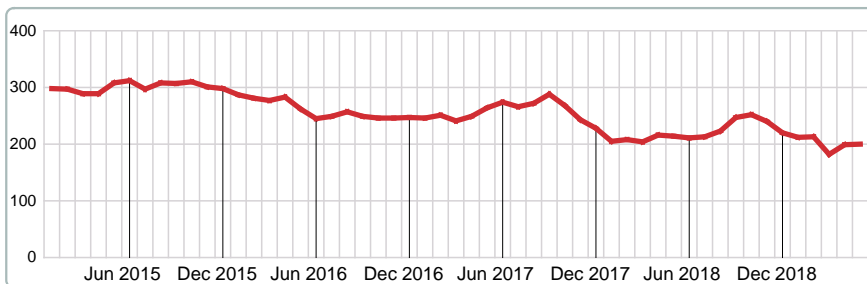
### END OF MAY



### ACTIVE DURING MAY

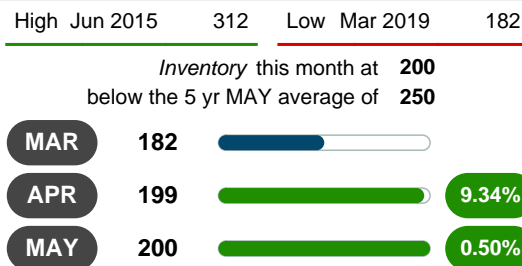


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 250



### 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	17	8.50%	64.7	5	9	1	2
\$25,001 - \$50,000	29	14.50%	45.6	13	15	1	0
\$50,001 - \$75,000	25	12.50%	55.2	9	15	1	0
\$75,001 - \$125,000	40	20.00%	65.1	2	30	6	2
\$125,001 - \$200,000	43	21.50%	56.3	2	27	14	0
\$200,001 - \$275,000	21	10.50%	60.3	1	8	9	3
\$275,001 and up	25	12.50%	71.4	2	10	8	5
<b>Total Active Inventory by Units</b>	<b>200</b>			<b>34</b>	<b>114</b>	<b>40</b>	<b>12</b>
<b>Total Active Inventory by Volume</b>	<b>30,974,499</b>	<b>100%</b>	<b>59.4</b>	<b>3.08M</b>	<b>16.43M</b>	<b>8.86M</b>	<b>2.61M</b>
<b>Average Active Inventory Listing Price</b>	<b>\$154,872</b>			<b>\$90,444</b>	<b>\$144,119</b>	<b>\$221,485</b>	<b>\$217,533</b>

# May 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 MAY

2015	2016	2017	2018	2019

### INDICATORS FOR MAY 2019

Inventory	Closed	Absorption	MSI	MSI %
200	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 MAY AVG = inf

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

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	9	4.50%	1.64	0.53	4.50	2.40	0.00
\$20,001 - \$50,000	37	18.50%	3.73	4.68	3.22	1.09	0.00
\$50,001 - \$80,000	26	13.00%	3.06	6.00	2.70	1.20	0.00
\$80,001 - \$140,000	51	25.50%	3.31	3.27	3.18	3.24	24.00
\$140,001 - \$210,000	31	15.50%	2.76	2.40	2.55	3.53	0.00
\$210,001 - \$290,000	23	11.50%	6.73	0.00	6.00	5.68	18.00
\$290,001 and up	23	11.50%	16.24	12.00	16.00	13.71	30.00
Market Supply of Inventory (MSI)		3.61		3.34	3.34	3.90	14.40
Total Active Inventory by Units		200	100%	34	114	40	12

# May 2019



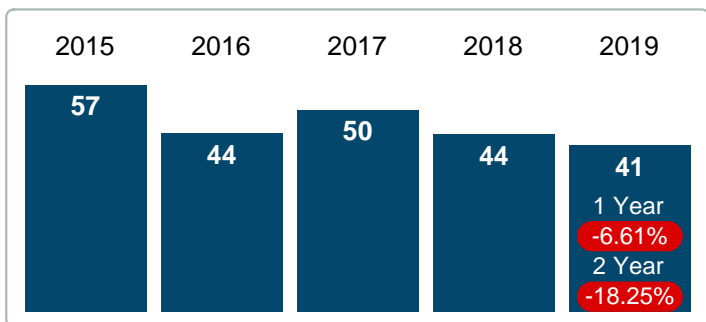
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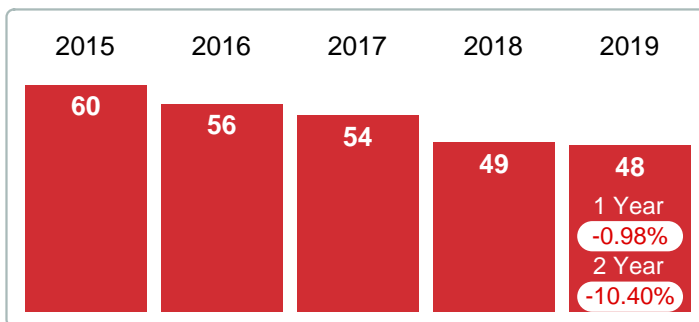
## AVERAGE DAYS ON MARKET TO SALE

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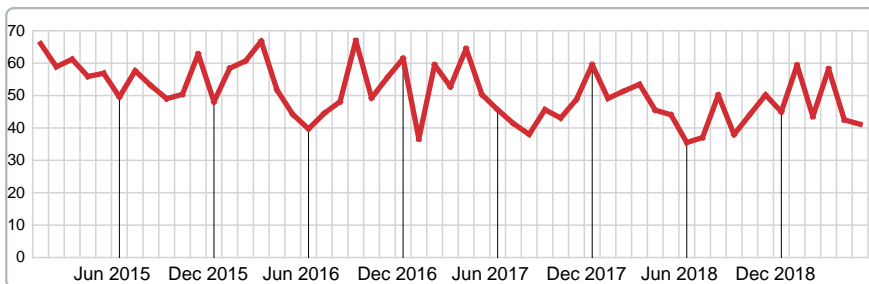
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

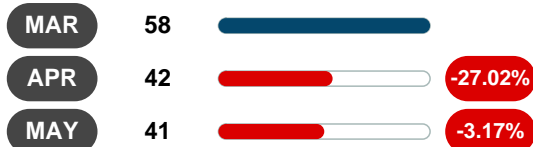


### 3 MONTHS

5 year MAY AVG = 47

High Sep 2016 67 Low Jun 2018 36

Average Days on Market to Sale this month at 41 below the 5 yr MAY average of 47



### 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	3.51%	101	101	0	0	0
\$10,001 - \$40,000	17.54%	41	29	53	0	0
\$40,001 - \$80,000	17.54%	21	27	21	5	0
\$80,001 - \$110,000	21.05%	49	0	54	33	0
\$110,001 - \$140,000	14.04%	30	0	28	41	0
\$140,001 - \$210,000	14.04%	50	0	50	0	0
\$210,001 and up	12.28%	43	52	43	42	0
<b>Average Closed DOM</b>		<b>41</b>	<b>43</b>	<b>42</b>	<b>35</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>41</b>	<b>11</b>	<b>37</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,356,680</b>	<b>605.70K</b>	<b>4.17M</b>	<b>1.58M</b>	<b>0.00B</b>



# May 2019



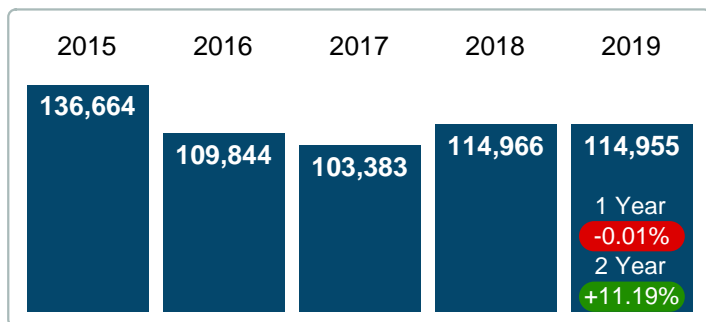
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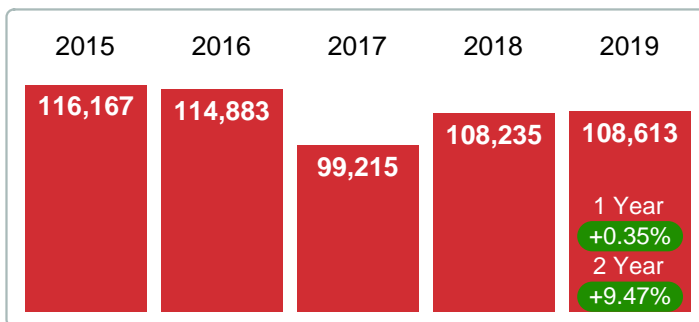
## AVERAGE LIST PRICE AT CLOSING

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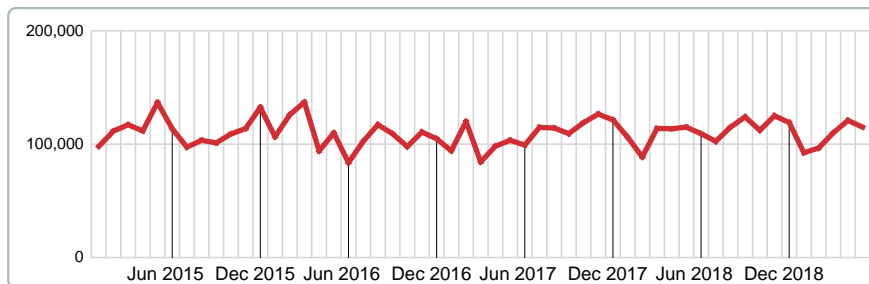
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 115,963

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

Average List Price at Closing this month at **114,955**  
below the 5 yr MAY average of **115,963**

MAR	109,991	<div style="width: 80%;"></div>
APR	120,905	<div style="width: 100%;"></div> 9.92%
MAY	114,955	<div style="width: 95%;"></div> -4.92%

### 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	1.75%	5,000	10,950	0	0	0
\$10,001 - \$40,000	17.54%	22,366	19,416	30,915	0	0
\$40,001 - \$80,000	19.30%	67,936	66,300	70,600	79,900	0
\$80,001 - \$110,000	19.30%	100,273	0	101,667	100,300	0
\$110,001 - \$140,000	15.79%	128,456	0	132,614	114,900	0
\$140,001 - \$210,000	14.04%	170,013	0	170,013	0	0
\$210,001 and up	12.28%	279,614	329,000	257,250	278,450	0
<b>Average List Price</b>		<b>114,955</b>	<b>58,807</b>	<b>116,110</b>	<b>178,833</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>114,955</b>	<b>11</b>	<b>37</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,552,457</b>	<b>646.88K</b>	<b>4.30M</b>	<b>1.61M</b>	<b>0.00B</b>



# May 2019



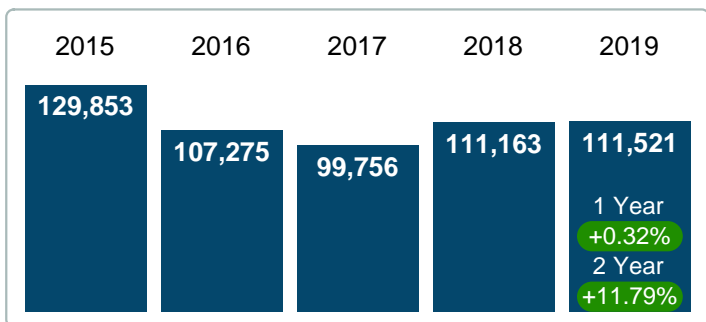
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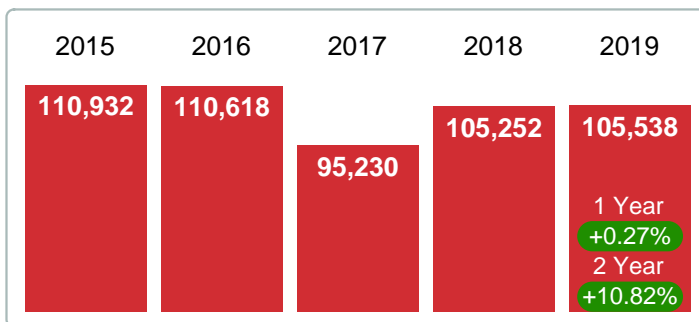
## AVERAGE SOLD PRICE AT CLOSING

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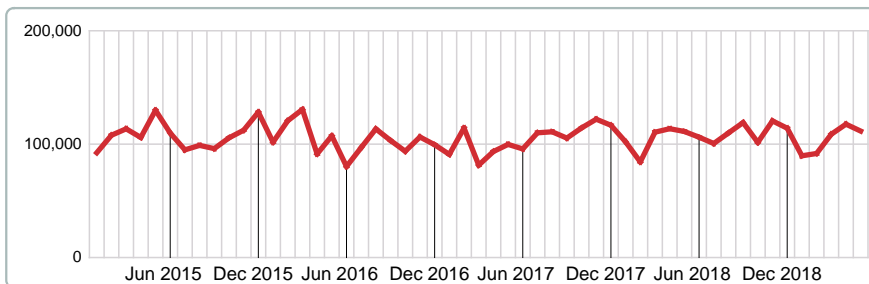
### MAY



### YEAR TO DATE (YTD)

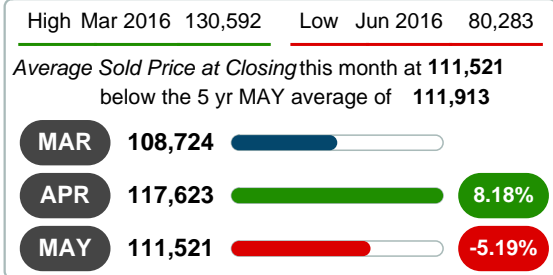


### 5 YEAR MARKET ACTIVITY TRENDS



### 3 MONTHS

5 year MAY AVG = 111,913



### 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	3.51%	7,150	7,150	0	0	0
\$10,001 - \$40,000	17.54%	21,150	17,500	24,800	0	0
\$40,001 - \$80,000	17.54%	69,330	66,300	69,067	80,000	0
\$80,001 - \$110,000	21.05%	97,219	0	97,237	97,167	0
\$110,001 - \$140,000	14.04%	126,738	0	128,429	114,900	0
\$140,001 - \$210,000	14.04%	168,269	0	168,269	0	0
\$210,001 and up	12.28%	272,986	305,000	255,750	273,600	0
<b>Average Sold Price</b>		<b>111,521</b>	<b>55,064</b>	<b>112,708</b>	<b>175,644</b>	<b>0</b>
<b>Total Closed Units</b>	<b>100%</b>	<b>111,521</b>	<b>11</b>	<b>37</b>	<b>9</b>	<b>0</b>
<b>Total Closed Volume</b>		<b>6,356,680</b>	<b>605.70K</b>	<b>4.17M</b>	<b>1.58M</b>	<b>0.00B</b>

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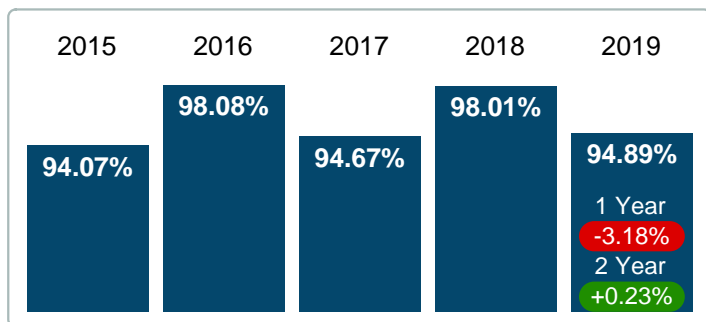
Area Delimited by County Of Muskogee - Residential Property Type



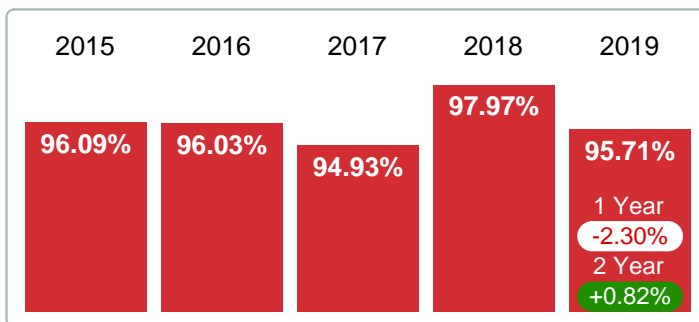
## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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

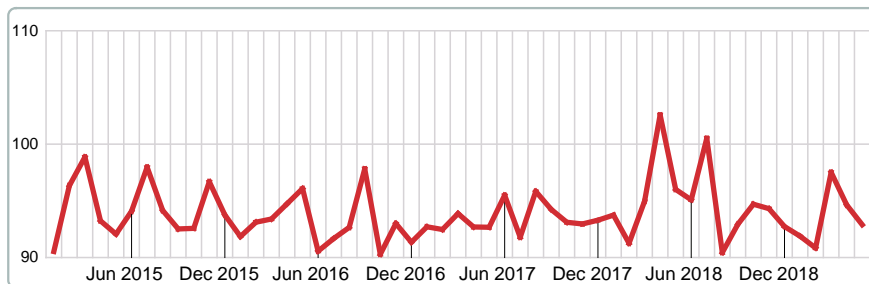
### MAY



### YEAR TO DATE (YTD)



### 5 YEAR MARKET ACTIVITY TRENDS

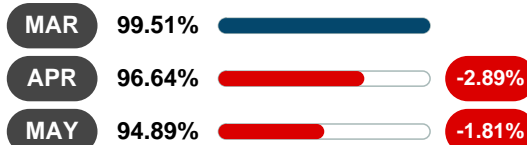


### 3 MONTHS

5 year MAY AVG = 95.94%

High Apr 2018 104.57% Low Oct 2016 92.29%

Average Sold/List Ratio this month at **94.89%**  
below the 5 yr MAY average of **95.94%**



### 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	2	3.51%	77.51%	77.51%	0.00%	0.00%	0.00%
\$10,001 - \$40,000	10	17.54%	85.32%	90.54%	80.10%	0.00%	0.00%
\$40,001 - \$80,000	10	17.54%	99.25%	100.00%	98.73%	100.13%	0.00%
\$80,001 - \$110,000	12	21.05%	96.03%	0.00%	95.76%	96.85%	0.00%
\$110,001 - \$140,000	8	14.04%	97.31%	0.00%	96.92%	100.00%	0.00%
\$140,001 - \$210,000	8	14.04%	99.07%	0.00%	99.07%	0.00%	0.00%
\$210,001 and up	7	12.28%	97.82%	92.71%	99.30%	98.35%	0.00%
Average Sold/List Ratio		94.90%		90.95%	95.25%	98.23%	0.00%
Total Closed Units		57	100%	11	37	9	
Total Closed Volume		6,356,680		605.70K	4.17M	1.58M	0.00B

# May 2019



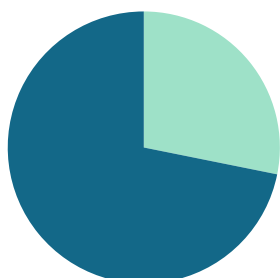
Area Delimited by County Of Muskogee - Residential Property Type



## MARKET SUMMARY

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

### INVENTORY

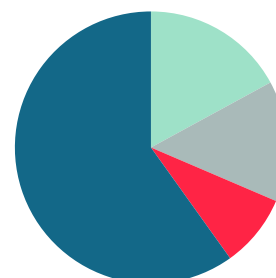


**Inventory**  
 New Listings  
**78 = 28.16%**  
 Start Inventory  
**199**  
 Total Inventory Units  
**277**  
 Volume  
**\$41,785,681**

### Market Activity

Closed Sales  
**57 = 17.07%**  
 Pending Sales  
**48 = 14.37%**  
 Other Off Market  
**29 = 8.68%**  
 Active Inventory  
**200 = 59.88%**

### MARKET ACTIVITY



Compared Metrics	May			Year to Date		
	2018	2019	+/-%	2018	2019	+/-%
Closed Sales	57	57	0.00%	297	269	-9.43%
Pending Sales	61	48	-21.31%	310	289	-6.77%
New Listings	94	78	-17.02%	466	424	-9.01%
Average List Price	114,966	114,955	-0.01%	108,235	108,613	0.35%
Average Sale Price	111,163	111,521	0.32%	105,252	105,538	0.27%
Average Percent of Selling Price to List Price	98.01%	94.89%	-3.18%	97.97%	95.71%	-2.30%
Average Days on Market to Sale	44.05	41.14	-6.61%	48.78	48.30	-0.98%
Monthly Inventory	214	200	-6.54%	214	200	-6.54%
Months Supply of Inventory	3.88	3.61	-6.96%	3.88	3.61	-6.96%

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

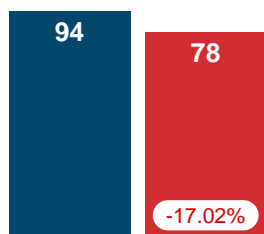
**Inventory** on May 31, 2019 = **200**

**2018** **2019**

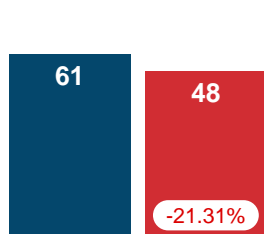
### MAY MARKET

### AVERAGE PRICES

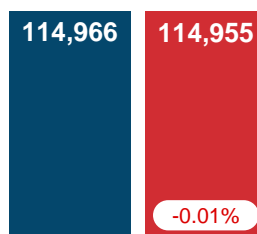
#### New Listings



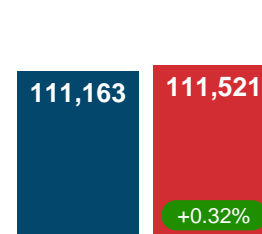
#### Pending Listings



#### List Price



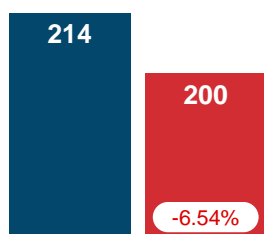
#### Sale Price



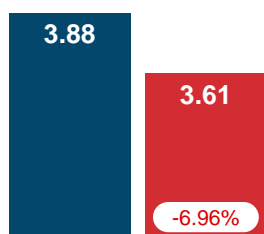
### INVENTORY

### AVERAGE SOLD/LIST RATIO & DOM

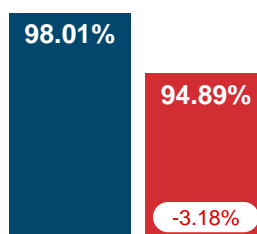
#### Active Inventory



#### Monthly Supply of Inventory



#### Sale/List Ratio



#### Days on Market

