



June 2018

Area Delimited by County Of Muskogee

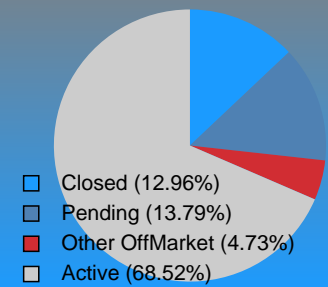


MONTHLY INVENTORY ANALYSIS

Report produced on Jul 11, 2018 for MLS Technology Inc.

Compared Metrics	June		
	2017	2018	+/-%
Closed Listings	55	63	14.55%
Pending Listings	70	67	-4.29%
New Listings	137	107	-21.90%
Median List Price	79,000	112,500	42.41%
Median Sale Price	76,000	107,000	40.79%
Median Percent of List Price to Selling Price	95.25%	96.97%	1.81%
Median Days on Market to Sale	25.00	27.00	8.00%
End of Month Inventory	369	333	-9.76%
Months Supply of Inventory	6.82	5.47	-19.77%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **61** Sales/Month
Active Inventory as of June 30, 2018 = **333**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2018 decreased **9.76%** to 333 existing homes available for sale. Over the last 12 months this area has had an average of 61 closed sales per month. This represents an unsold inventory index of **5.47** 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 **40.79%** in June 2018 to \$107,000 versus the previous year at \$76,000.

Median Days on Market Lengthens

The median number of **27.00** days that homes spent on the market before selling increased by 2.00 days or **8.00%** in June 2018 compared to last year's same month at **25.00** DOM.

Sales Success for June 2018 is Positive

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

There were 107 New Listings in June 2018, down **21.90%** from last year at 137. Furthermore, there were 63 Closed Listings this month versus last year at 55, a **14.55%** increase.

Closed versus Listed trends yielded a **58.9%** ratio, up from previous year's, June 2017, at **40.1%**, a **46.66%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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.

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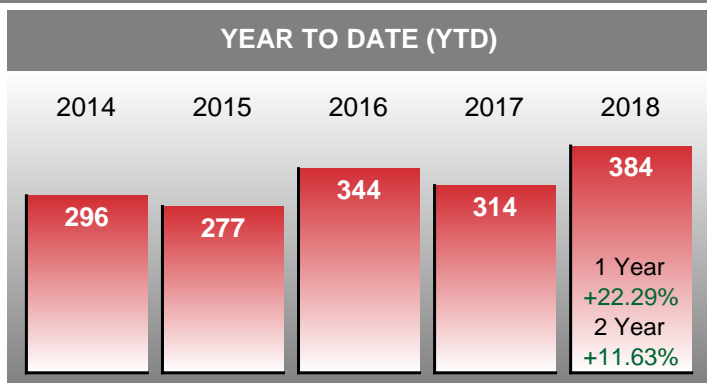
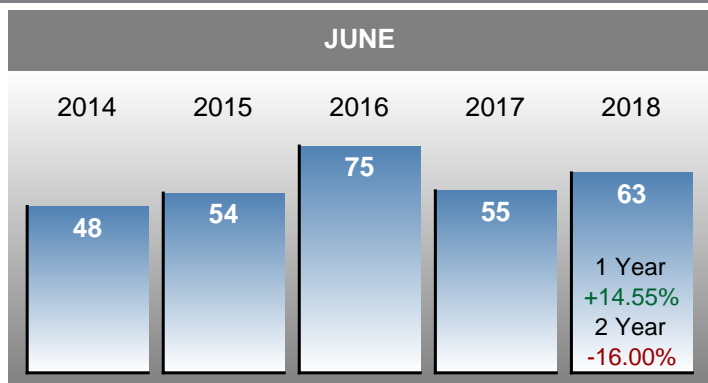
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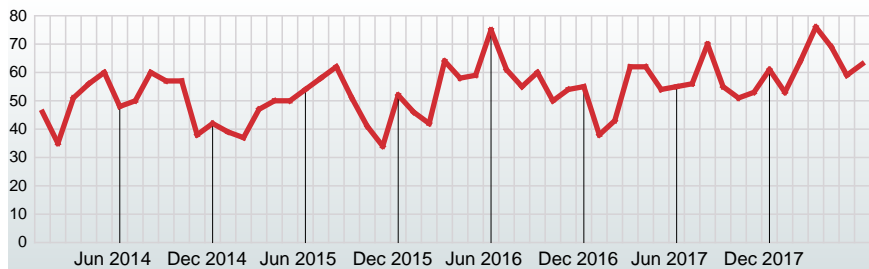


CLOSED LISTINGS

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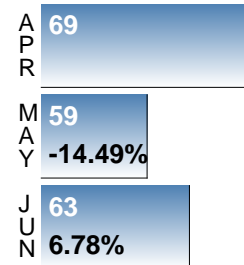
5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 59

3 MONTHS

High
Mar 2018 = 76
Low
Nov 2015 = 34
Closed Listings
this month at **63**,
above the 5 yr JUN
average of **59**



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	6	9.52%	40.5	6	0	0	0
\$20,001 \$50,000	8	12.70%	30.0	1	7	0	0
\$50,001 \$80,000	11	17.46%	59.0	2	8	1	0
\$80,001 \$130,000	13	20.63%	6.0	2	10	1	0
\$130,001 \$150,000	8	12.70%	20.5	1	4	2	1
\$150,001 \$170,000	8	12.70%	40.0	0	6	2	0
\$170,001 and up	9	14.29%	35.0	0	3	6	0
Total Closed Units	63			12	38	12	1
Total Closed Volume	6,750,232	100%	27.0	571.40K	4.08M	1.95M	150.00K
Median Closed Price	\$107,000			\$24,250	\$101,250	\$164,300	\$150,000

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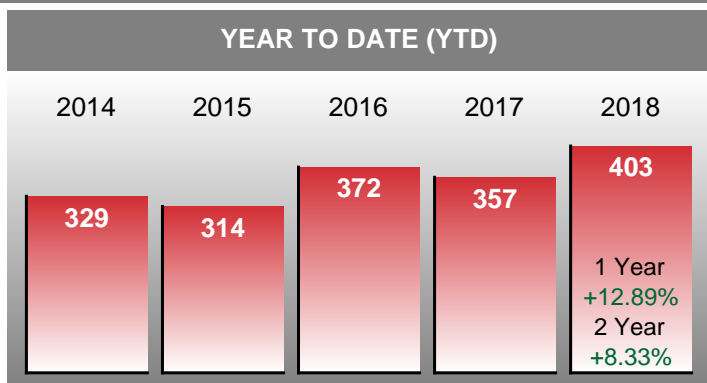
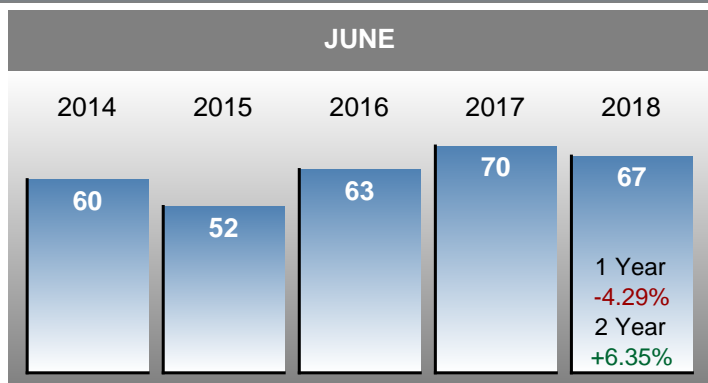
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PENDING LISTINGS

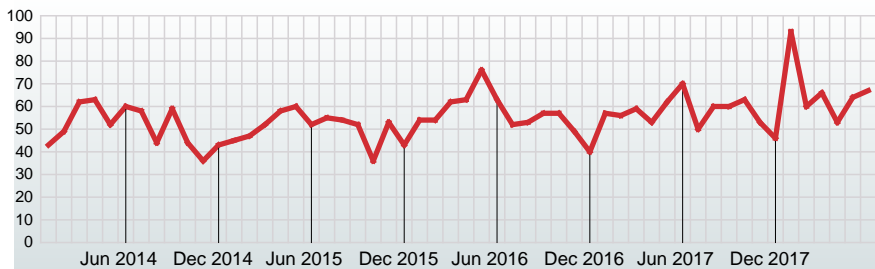
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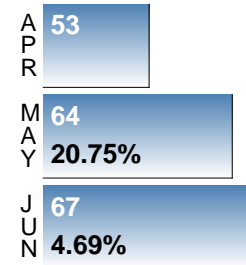
5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 62

3 MONTHS



High
Jan 2018 = 93
Low
Oct 2015 = 36
Pending Listings
this month at **67**,
above the 5 yr JUN
average of **62**



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	8	11.94%	23.0	6	2	0	0
\$20,001 - \$30,000	4	5.97%	53.5	1	2	1	0
\$30,001 - \$50,000	10	14.93%	30.0	4	5	1	0
\$50,001 - \$90,000	16	23.88%	26.0	0	15	1	0
\$90,001 - \$140,000	12	17.91%	10.5	0	10	2	0
\$140,001 - \$170,000	9	13.43%	35.0	0	7	2	0
\$170,001 and up	8	11.94%	44.5	2	3	3	0
Total Pending Units	67			13	44	10	0
Total Pending Volume	6,312,700	100%	26.0	645.50K	4.34M	1.33M	0.00B
Median Listing Price	\$86,500			\$26,000	\$89,500	\$142,200	\$0

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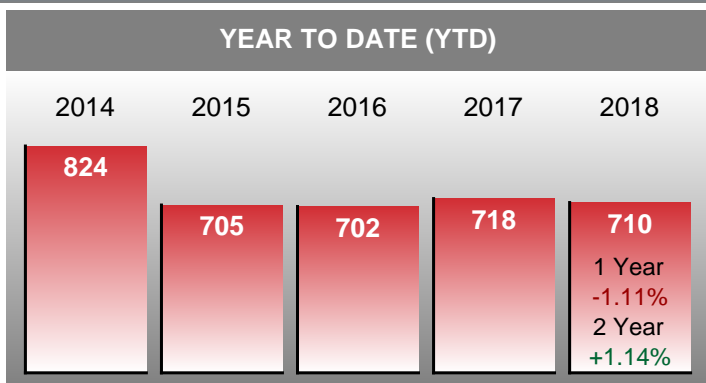
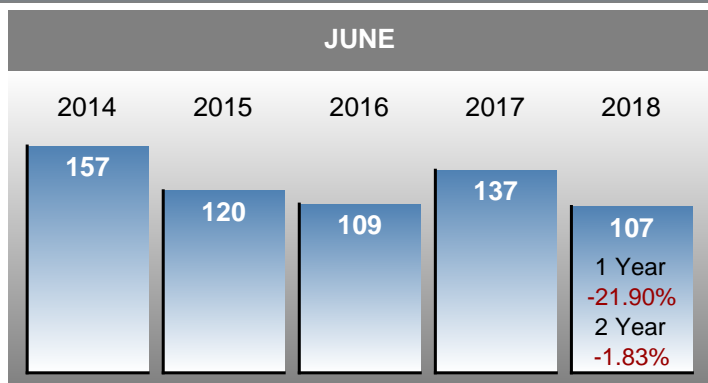
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NEW LISTINGS

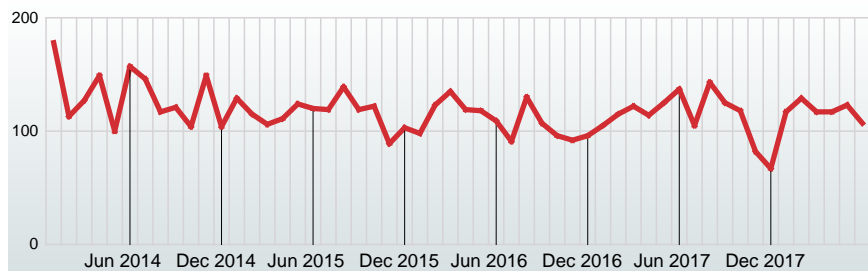
Report produced on Jul 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 126

3 MONTHS



High
Jan 2014 = 178
Low
Dec 2017 = 67
New Listings
this month at **107**,
below the 5 yr JUN
average of **126**

A P R	117
M A Y	123
J U N	107
	5.13%
	-13.01%

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	10	9.35%	7	2	1	0
\$20,001 \$50,000	11	10.28%	7	4	0	0
\$50,001 \$70,000	12	11.21%	5	7	0	0
\$70,001 \$130,000	32	29.91%	4	22	5	1
\$130,001 \$180,000	17	15.89%	1	11	5	0
\$180,001 \$320,000	14	13.08%	4	5	5	0
\$320,001 and up	11	10.28%	5	1	3	2
Total New Listed Units	107		33	52	19	3
Total New Listed Volume	16,515,626	100%	5.79M	6.27M	3.59M	863.70K
Median New Listed Listing Price	\$110,000		\$60,000	\$107,950	\$154,900	\$343,900

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June 2018

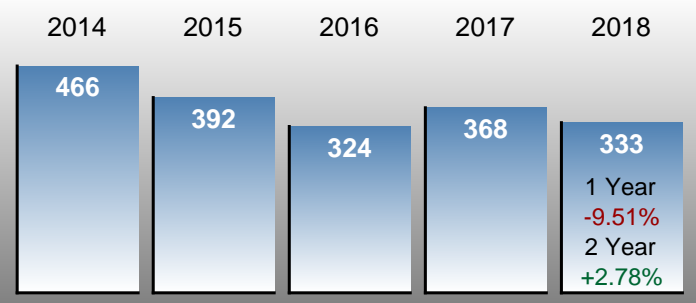
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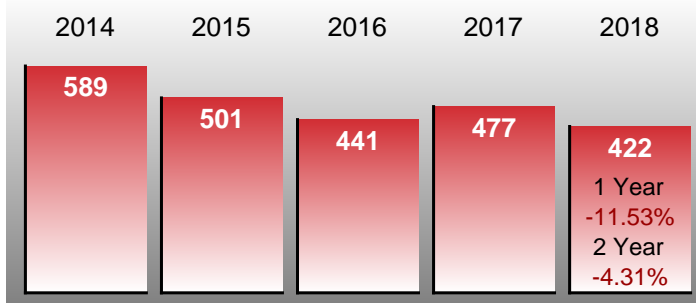
ACTIVE INVENTORY

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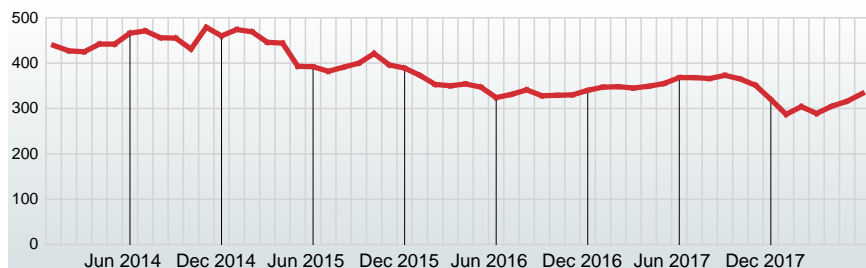
END OF JUNE



ACTIVE DURING JUNE



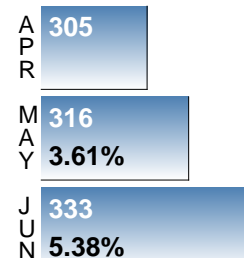
5 YEAR MARKET ACTIVITY TRENDS



5yr JUN AVG = 377

3 MONTHS

High
Nov 2014 = 479
Low
Jan 2018 = 287
Inventory
this month at **333**,
below the 5 yr JUN
average of **377**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	21	6.31%	71.0	20	1	0	0
\$10,001 - \$30,000	45	13.51%	87.0	36	8	1	0
\$30,001 - \$50,000	42	12.61%	93.0	29	13	0	0
\$50,001 - \$140,000	100	30.03%	51.0	35	52	9	4
\$140,001 - \$220,000	49	14.71%	51.0	11	27	10	1
\$220,001 - \$360,000	43	12.91%	59.0	16	12	12	3
\$360,001 and up	33	9.91%	72.0	24	3	3	3
Total Active Inventory by Units	333			171	116	35	11
Total Active Inventory by Volume	10,062,631,265	100%	61.0	10.04B	15.17M	7.23M	2.92M
Median Active Inventory Listing Price	\$90,000			\$51,000	\$109,500	\$169,000	\$275,000

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June 2018

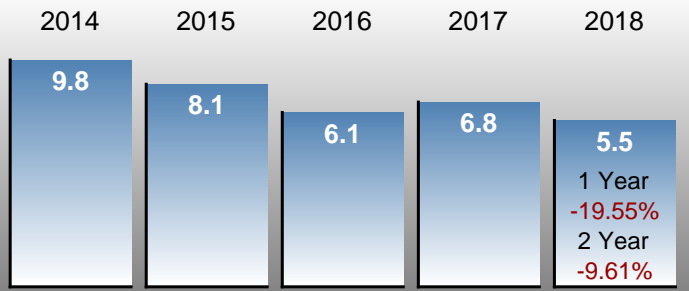
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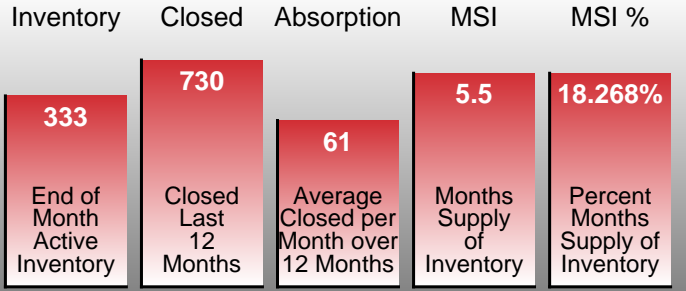
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR JUNE



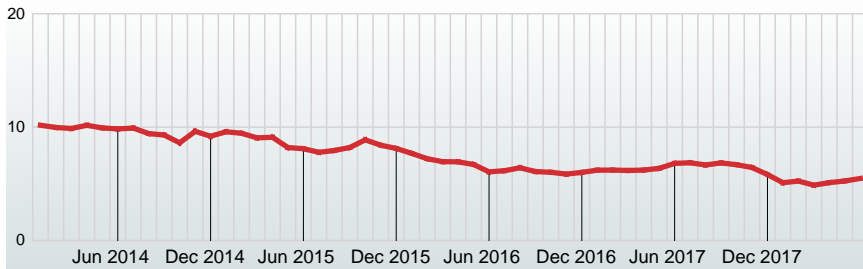
INDICATORS FOR JUNE 2018



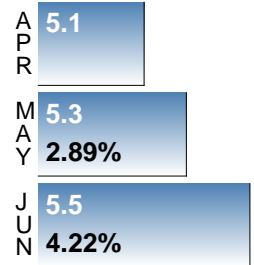
5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 7.3

3 MONTHS



High
Jan 2014 = 10.2
Low
Mar 2018 = 4.9
Months Supply
this month at **5.5**,
below the 5 yr JUN
average of **7.3**



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	21	6.31%	9.0	11.4	3.0	0.0	0.0
\$10,001 \$30,000	45	13.51%	4.9	7.7	2.1	1.3	0.0
\$30,001 \$50,000	42	12.61%	7.2	13.9	4.2	0.0	0.0
\$50,001 \$140,000	100	30.03%	3.8	9.8	2.7	2.7	9.6
\$140,001 \$220,000	49	14.71%	3.9	16.5	3.3	2.9	2.0
\$220,001 \$360,000	43	12.91%	10.8	48.0	8.0	6.5	9.0
\$360,001 and up	33	9.91%	66.0	288.0	12.0	0.0	18.0
Market Supply of Inventory (MSI)	5.5			13.0	3.2	3.5	6.6
Total Active Inventory by Units	333	100%	5.5	171	116	35	11

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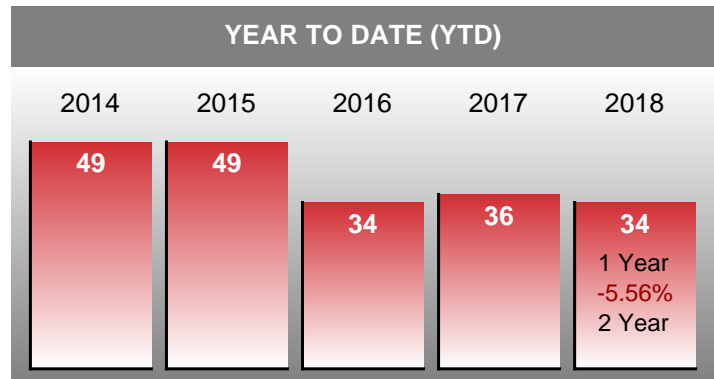
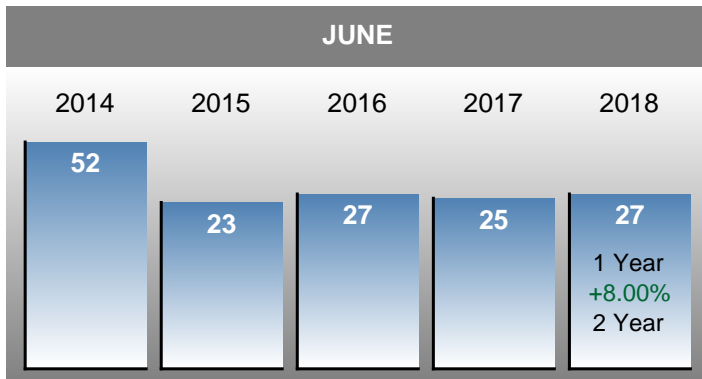
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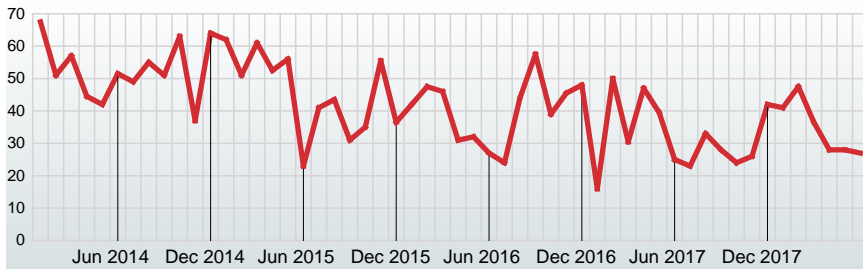


MEDIAN DAYS ON MARKET TO SALE

Report produced on Jul 11, 2018 for MLS Technology Inc.



5 YEAR MARKET ACTIVITY TRENDS 5yr JUN AVG = 31 3 MONTHS



High
Jan 2014 = 68
Low
Jan 2017 = 16
Median Days on Market
this month at **27**,
below the 5 yr JUN
average of **31**

A	28
P	
R	
M	28
A	0.00%
Y	
J	27
U	-3.57%
N	

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	6	9.52%	40.5	40.5	0.0	0.0	0.0
\$20,001 \$50,000	8	12.70%	30.0	20.0	35.0	0.0	0.0
\$50,001 \$80,000	11	17.46%	59.0	71.5	52.5	12.0	0.0
\$80,001 \$130,000	13	20.63%	6.0	29.5	3.0	8.0	0.0
\$130,001 \$150,000	8	12.70%	20.5	172.0	26.0	16.0	1.0
\$150,001 \$170,000	8	12.70%	40.0	0.0	32.0	56.5	0.0
\$170,001 and up	9	14.29%	35.0	0.0	43.0	31.0	0.0
Median Closed DOM	27.0			51.5	24.5	22.0	1.0
Total Closed Units	63	100%	27.0	12	38	12	1
Total Closed Volume	6,750,232			571.40K	4.08M	1.95M	150.00K

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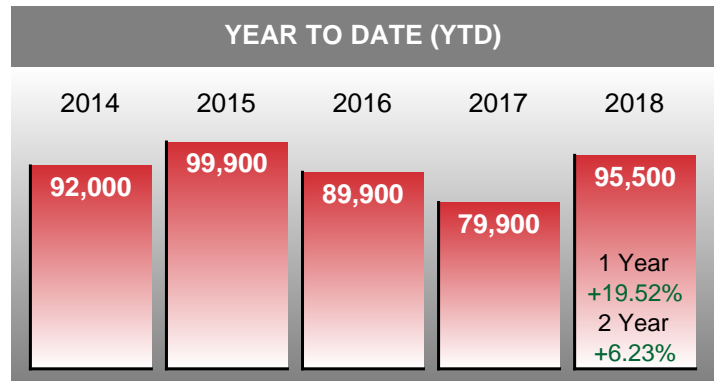
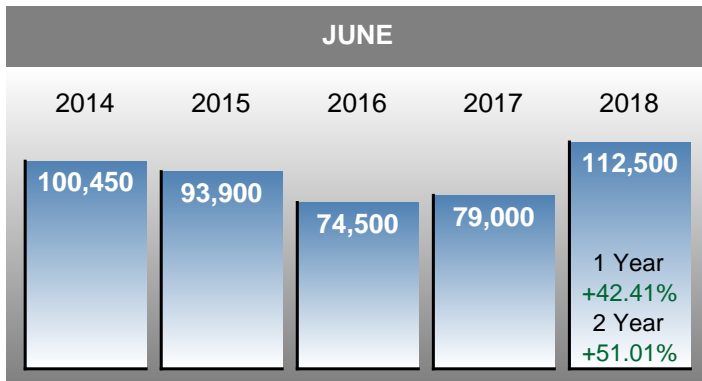
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MEDIAN LIST PRICE AT CLOSING

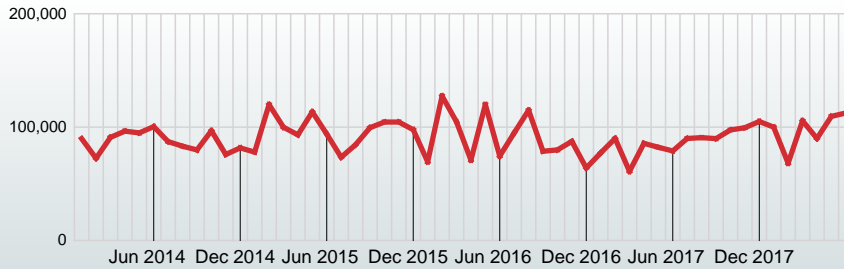
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 92,070

3 MONTHS



High
Feb 2016 = 127,450
Low
Mar 2017 = 61,000
Median List Price
this month at **112,500**,
above the 5 yr JUN
average of **92,070**

A	90,000
P	
R	
M	109,500
A	21.67%
Y	
J	112,500
U	2.74%
N	

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	6	9.52%	16,450	16,000	19,900	0	0
\$20,001 \$50,000	8	12.70%	32,500	32,500	31,500	0	0
\$50,001 \$80,000	10	15.87%	64,900	60,000	64,900	67,700	0
\$80,001 \$130,000	14	22.22%	112,500	101,250	112,500	115,000	0
\$130,001 \$150,000	5	7.94%	139,900	0	139,900	0	0
\$150,001 \$170,000	12	19.05%	161,400	0	163,900	159,900	157,000
\$170,001 and up	8	12.70%	198,450	0	226,500	189,900	0
Median List Price	112,500			32,500	105,000	165,000	157,000
Total Closed Units	63	100%	112,500	12	38	12	1
Total Closed Volume	6,963,200			619.85K	4.15M	2.03M	157.00K

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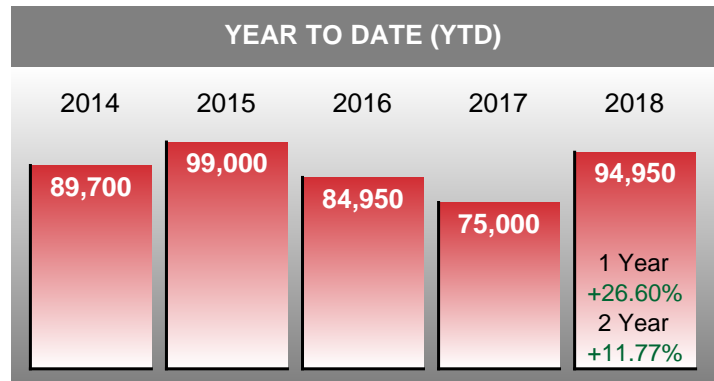
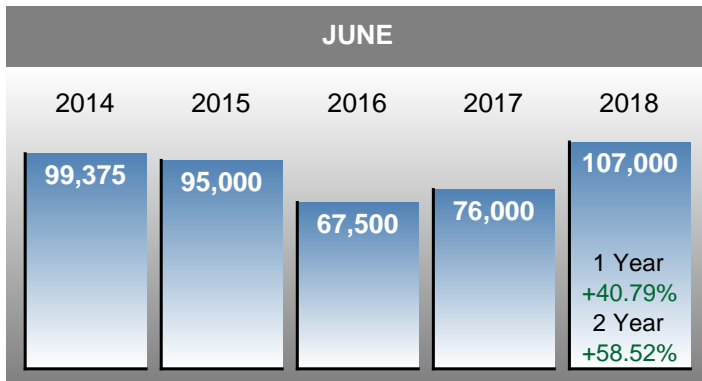
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MEDIAN SOLD PRICE AT CLOSING

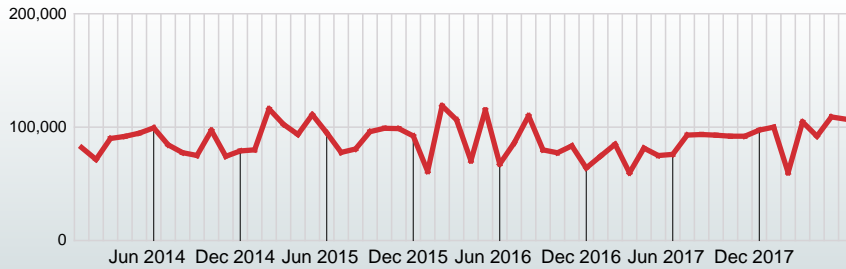
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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 88,975

3 MONTHS



High
Feb 2016 = 118,825
Low
Mar 2017 = 59,750
Median Sold Price
this month at **107,000**,
above the 5 yr JUN
average of **88,975**

A P R	92,000
M A Y	109,000 18.48%
J U N	107,000 -1.83%

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	6	9.52%	14,250	14,250	0	0	0
\$20,001 \$50,000	8	12.70%	27,500	28,500	26,500	0	0
\$50,001 \$80,000	11	17.46%	67,700	67,000	68,700	67,700	0
\$80,001 \$130,000	13	20.63%	107,000	98,775	105,500	110,000	0
\$130,001 \$150,000	8	12.70%	142,250	130,099	138,000	146,000	150,000
\$150,001 \$170,000	8	12.70%	159,000	0	161,450	157,500	0
\$170,001 and up	9	14.29%	182,000	0	214,165	181,000	0
Median Sold Price			107,000	24,250	101,250	164,300	150,000
Total Closed Units		100%	107,000	12	38	12	1
Total Closed Volume			6,750,232	571.40K	4.08M	1.95M	150.00K

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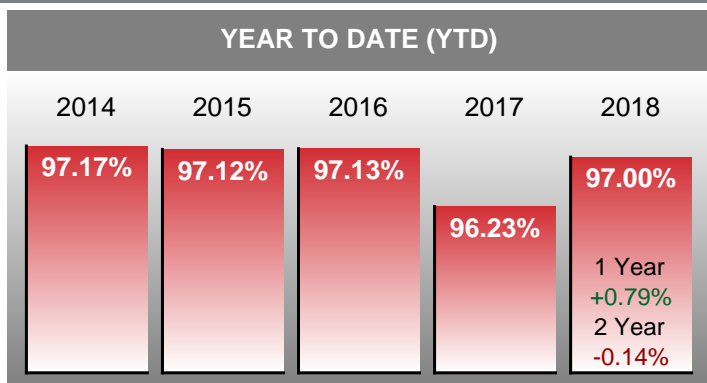
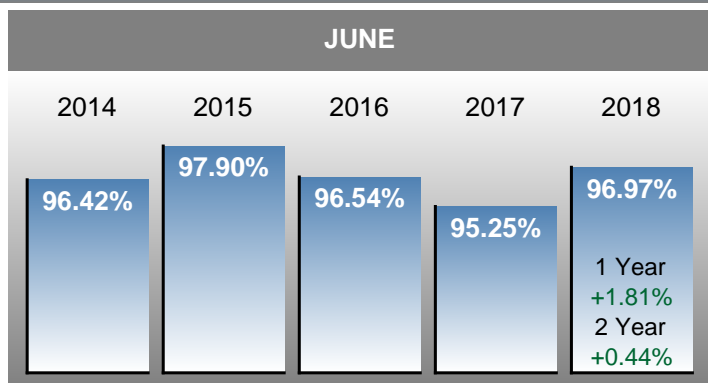
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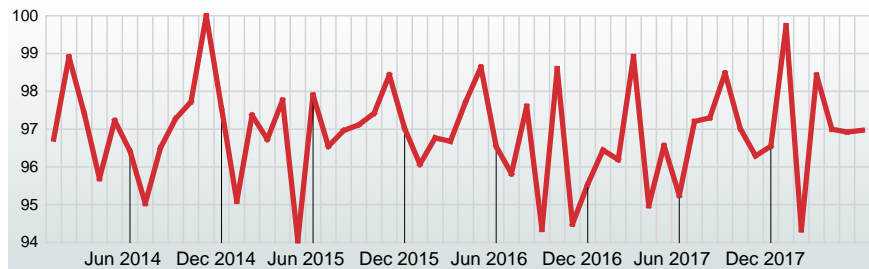
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr JUN AVG = 96.62% **3 MONTHS**



High
Nov 2014 = 100.00%
Low
May 2015 = 94.05%
Median Sold/List Ratio
this month at **96.97%**,
equal to 5 yr JUN
average of **96.62%**

A	97.00%
P	
R	
M	96.92%
A	-0.08%
Y	
J	96.97%
U	0.05%
N	

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	6	9.52%	77.67%	77.67%	0.00%	0.00%	0.00%
\$20,001 \$50,000	8	12.70%	92.74%	81.43%	94.32%	0.00%	0.00%
\$50,001 \$80,000	11	17.46%	96.80%	89.44%	98.40%	100.00%	0.00%
\$80,001 \$130,000	13	20.63%	97.78%	98.89%	96.18%	95.65%	0.00%
\$130,001 \$150,000	8	12.70%	99.62%	100.15%	100.00%	93.53%	95.54%
\$150,001 \$170,000	8	12.70%	99.52%	0.00%	100.00%	96.97%	0.00%
\$170,001 and up	9	14.29%	98.38%	0.00%	99.36%	96.58%	0.00%
Median Sold/List Ratio			96.97%	86.94%	99.30%	95.95%	95.54%
Total Closed Units	63	100%	96.97%	12	38	12	1
Total Closed Volume	6,750,232			571.40K	4.08M	1.95M	150.00K

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June 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Jul 11, 2018 for MLS Technology Inc.

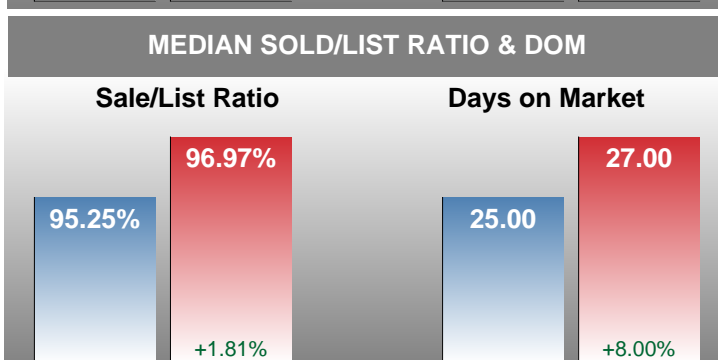
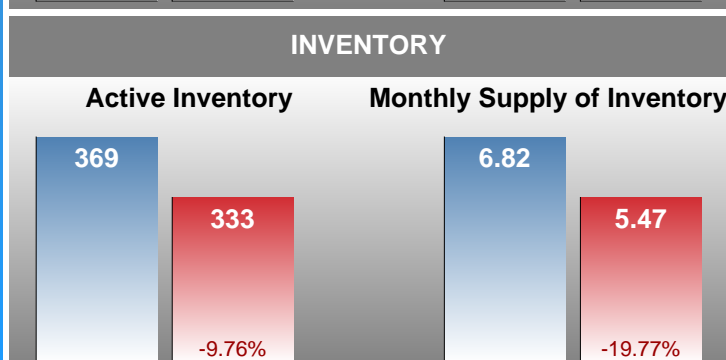
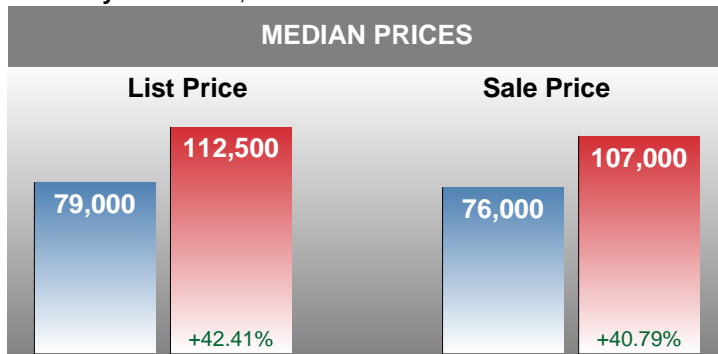
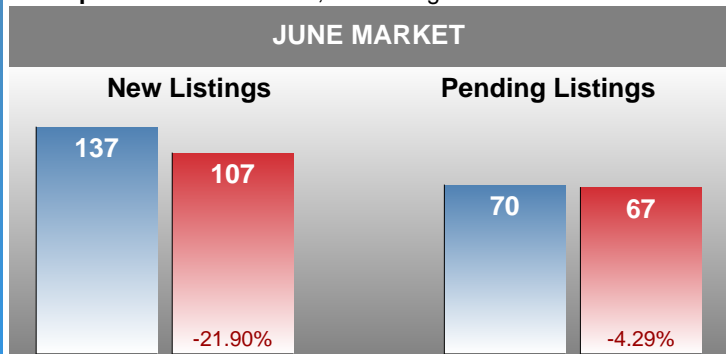


Compared Metrics	June			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	55	63	14.55%	314	384	22.29%
Pending Sales	70	67	-4.29%	357	403	12.89%
New Listings	137	107	-21.90%	718	710	-1.11%
Median List Price	79,000	112,500	42.41%	79,900	95,500	19.52%
Median Sale Price	76,000	107,000	40.79%	75,000	94,950	26.60%
Median Percent of Selling Price to List Price	95.25%	96.97%	1.81%	96.23%	97.00%	0.79%
Median Days on Market to Sale	25.00	27.00	8.00%	36.00	34.00	-5.56%
Monthly Inventory	369	333	-9.76%	369	333	-9.76%
Months Supply of Inventory	6.82	5.47	-19.77%	6.82	5.47	-19.77%

Absorption: Last 12 months, an Average of **61** Sales/Month

Inventory on June 30, 2018 = 333

2017	2018
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