



# February 2017

Area Delimited by County Of Muskogee

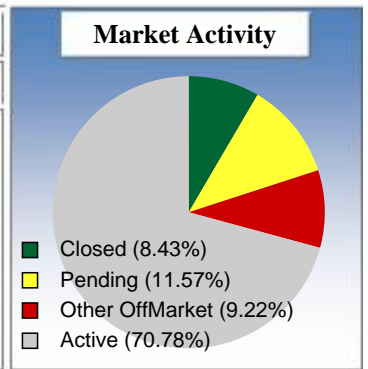


**Absorption:** Last 12 months, an Average of **57** Sales/Month

**Active Inventory** as of February 28, 2017 = **361**

|  |         |         |         |
|--|---------|---------|---------|
| Closed Listings                                | 36      | 43      | 19.44%  |
| Pending Listings                               | 49      | 59      | 20.41%  |
| New Listings                                   | 120     | 115     | -4.17%  |
| Average List Price                             | 127,467 | 117,495 | -7.82%  |
| Average Sale Price                             | 121,545 | 111,875 | -7.96%  |
| Average Percent of List Price to Selling Price | 94.64%  | 93.95%  | -0.73%  |
| Average Days on Market to Sale                 | 60.33   | 60.58   | 0.41%   |
| End of Month Inventory                         | 358     | 361     | 0.84%   |
| Months Supply of Inventory                     | 7.39    | 6.39    | -13.59% |

| FEBRUARY |         |         |
|----------|---------|---------|
| 2016     | 2017    | +/- %   |
| 36       | 43      | 19.44%  |
| 49       | 59      | 20.41%  |
| 120      | 115     | -4.17%  |
| 127,467  | 117,495 | -7.82%  |
| 121,545  | 111,875 | -7.96%  |
| 94.64%   | 93.95%  | -0.73%  |
| 60.33    | 60.58   | 0.41%   |
| 358      | 361     | 0.84%   |
| 7.39     | 6.39    | -13.59% |



## Monthly Inventory Analysis

Report Produced on: Mar 13, 2017

Data from the **Greater Tulsa Association of REALTORS®**

### Analysis Wrap-Up

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

The total housing inventory at the end of February 2017 rose **0.84%** to 361 existing homes available for sale. Over the last 12 months this area has had an average of 57 closed sales per month. This represents an unsold inventory index of **6.39** MSI for this period.

#### Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.96%** in February 2017 to \$111,875 versus the previous year at \$121,545.

#### Average Days on Market Lengthens

The average number of **60.58** days that homes spent on the market before selling increased by 0.25 days or **0.41%** in February 2017 compared to last year's same month at **60.33** DOM.

#### Sales Success for February 2017 is Positive

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

There were 115 New Listings in February 2017, down **4.17%** from last year at 120. Furthermore, there were 43 Closed Listings this month versus last year at 36, a **19.44%** increase.

Closed versus Listed trends yielded a **37.4%** ratio, up from last year's February 2017 at **30.0%**, a **24.64%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

### What's in this Issue

|   |           |
|---|-----------|
| <b>Closed Listings</b>                                | <b>1</b>  |
| <b>Pending Listings</b>                               | <b>2</b>  |
| <b>New Listings</b>                                   | <b>3</b>  |
| <b>Inventory</b>                                      | <b>4</b>  |
| <b>Months Supply of Inventory</b>                     | <b>5</b>  |
| <b>Average Days on Market to Sale</b>                 | <b>6</b>  |
| <b>Average List Price at Closing</b>                  | <b>7</b>  |
| <b>Average Sale Price at Closing</b>                  | <b>8</b>  |
| <b>Average Percent of List Price to Selling Price</b> | <b>9</b>  |
| <b>Market Summary</b>                                 | <b>10</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.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

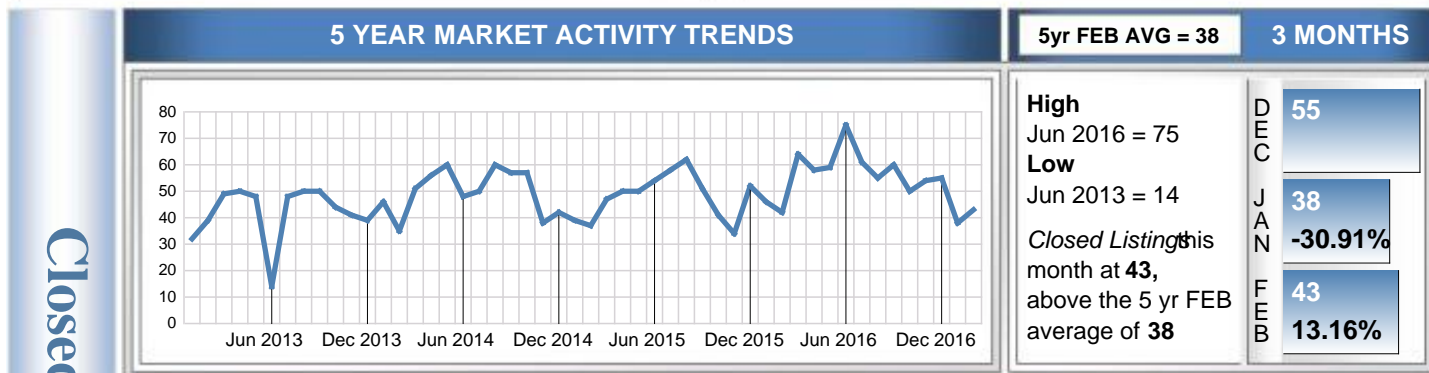
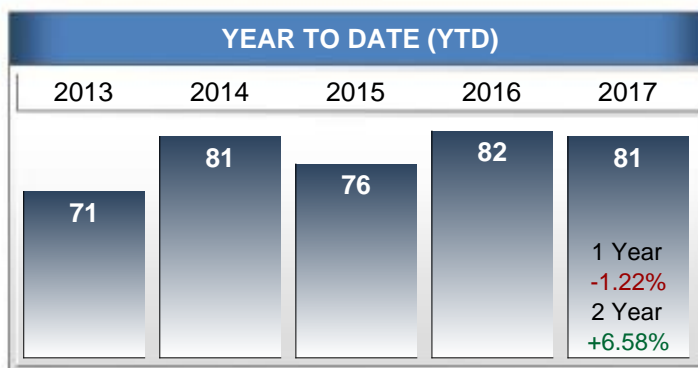
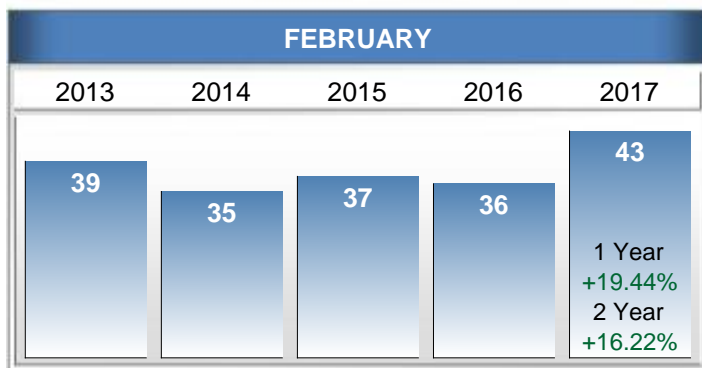
Closed Sales as of Mar 13, 2017



### Closed Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |                  | %      | AVDOM       | ≤2 Beds         | 3 Beds          | 4 Beds           | 5 Beds+          |
|--|------------------|--------|-------------|-----------------|-----------------|------------------|------------------|
| \$10,000 and less                              | 1                | 2.33%  | 135.0       | 1               | 0               | 0                | 0                |
| \$10,001 \$20,000                              | 4                | 9.30%  | 86.3        | 2               | 2               | 0                | 0                |
| \$20,001 \$60,000                              | 10               | 23.26% | 33.9        | 3               | 6               | 1                | 0                |
| \$60,001 \$100,000                             | 9                | 20.93% | 51.8        | 0               | 7               | 2                | 0                |
| \$100,001 \$140,000                            | 8                | 18.60% | 64.8        | 0               | 8               | 0                | 0                |
| \$140,001 \$160,000                            | 4                | 9.30%  | 66.3        | 1               | 1               | 1                | 1                |
| \$160,001 and up                               | 7                | 16.28% | 76.7        | 0               | 4               | 2                | 1                |
| <b>Total Closed Units:</b>                     | <b>43</b>        |        | <b>60.6</b> | <b>7</b>        | <b>28</b>       | <b>6</b>         | <b>2</b>         |
| <b>Total Closed Volume:</b>                    | <b>4,810,610</b> |        |             | <b>272.90K</b>  | <b>2.63M</b>    | <b>1.15M</b>     | <b>757.00K</b>   |
| <b>Average Closed Price:</b>                   | <b>\$111,875</b> |        |             | <b>\$38,986</b> | <b>\$93,918</b> | <b>\$191,834</b> | <b>\$378,500</b> |

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

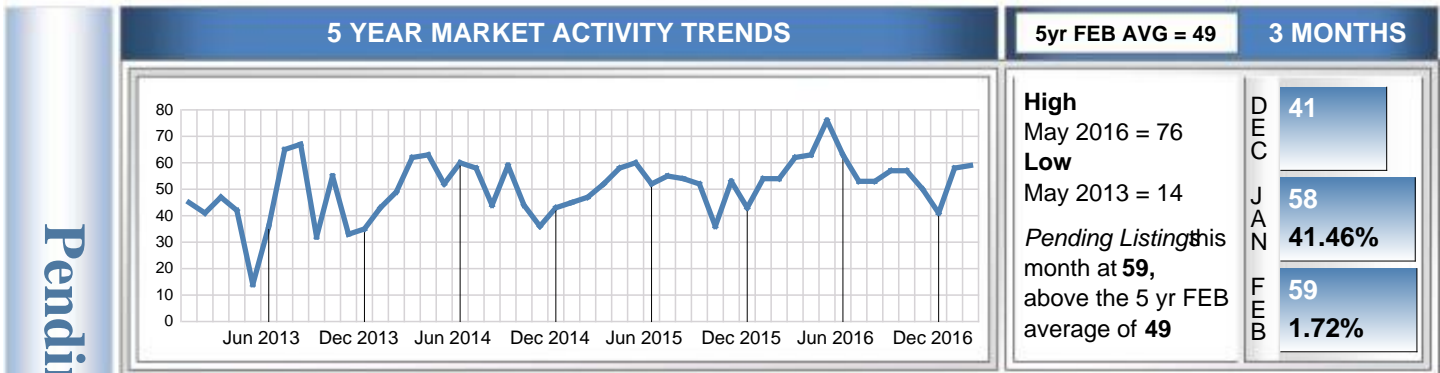
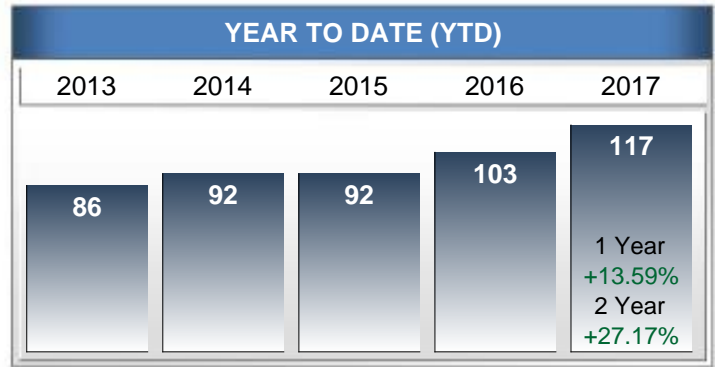
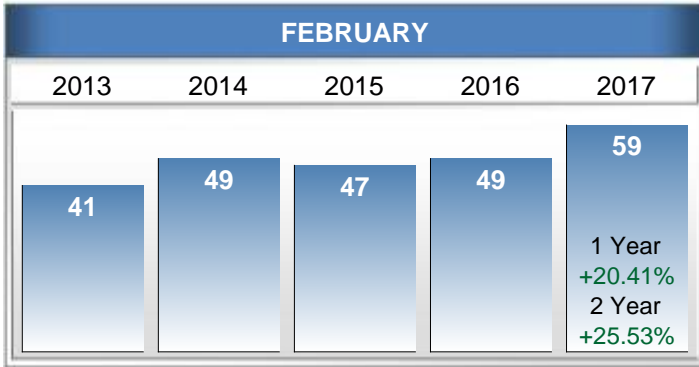
Pending Listings as of Mar 13, 2017



### Pending Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



Pending Listings

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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |    | %      | AVDOM | ≤2 Beds | 3 Beds   | 4 Beds   | 5 Beds+   |           |
|---|----|--------|-------|---------|----------|----------|-----------|-----------|
| \$0 and less                                    | 0  | 0.00%  | 0.0   | 0       | 0        | 0        | 0         |           |
| \$1-\$25,000                                    | 15 | 25.42% | 29.9  | 10      | 4        | 1        | 0         |           |
| \$25,001-\$25,000                               | 0  | 0.00%  | 0.0   | 0       | 0        | 0        | 0         |           |
| \$25,001-\$75,000                               | 14 | 23.73% | 65.4  | 9       | 5        | 0        | 0         |           |
| \$75,001-\$125,000                              | 12 | 20.34% | 59.2  | 2       | 10       | 0        | 0         |           |
| \$125,001-\$150,000                             | 8  | 13.56% | 63.4  | 0       | 7        | 1        | 0         |           |
| \$150,001 and up                                | 10 | 16.95% | 95.1  | 2       | 3        | 4        | 1         |           |
| Total Pending Units: 59                         |    |        |       | 58.3    | 23       | 29       | 6         | 1         |
| Total Pending Volume: 5,633,913                 |    |        |       |         | 1.26M    | 2.80M    | 928.70K   | 649.90K   |
| Average Listing Price: \$169,417                |    |        |       |         | \$54,728 | \$96,434 | \$154,783 | \$649,900 |



# Monthly Inventory Analysis

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## February 2017

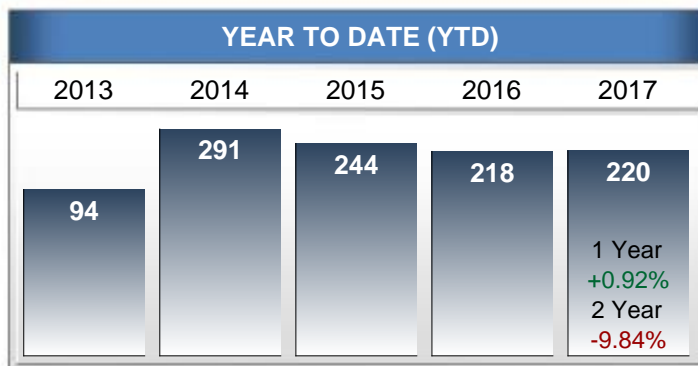
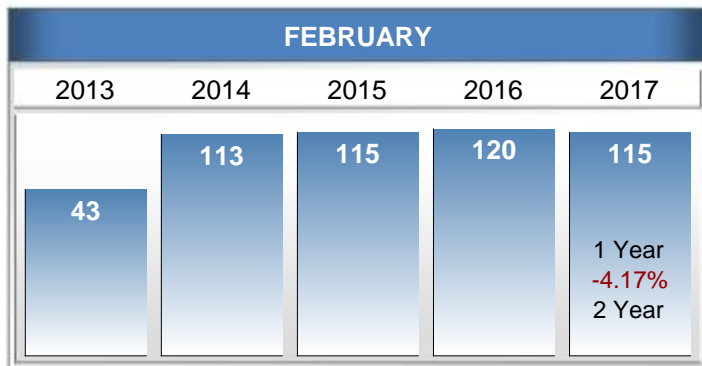
New Listings as of Mar 13, 2017



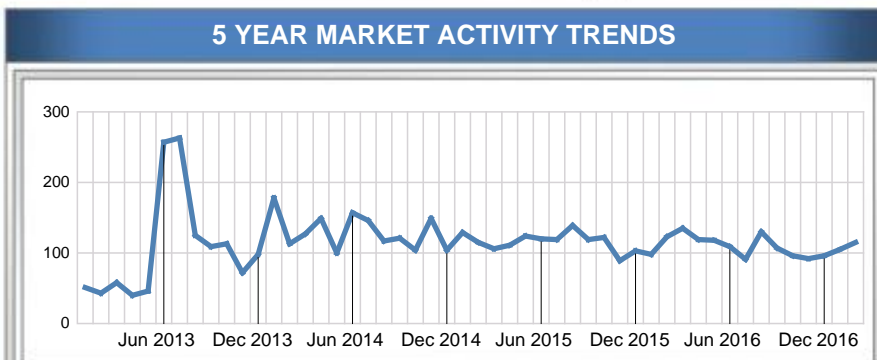
### New Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



New Listings  
Ready to Buy or Sell Real Estate?  
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**5yr FEB AVG = 101**      **3 MONTHS**

**High**  
Jul 2013 = 263

**Low**  
Apr 2013 = 40

*New Listings* this month at **115**, above the 5 yr FEB average of **101**

|       |     |
|-------|-----|
| D E C | 96  |
| J A N | 105 |
| F E B | 115 |

**9.38%**

**9.52%**

#### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |    | %      | ≤2 Beds   | 3 Beds    | 4 Beds    | 5 Beds+   |
|---|----|--------|-----------|-----------|-----------|-----------|
| \$0 and less                                | 0  | 0.00%  | 0         | 0         | 0         | 0         |
| \$1 \$20,000                                | 23 | 20.00% | 21        | 2         | 0         | 0         |
| \$20,001 \$40,000                           | 17 | 14.78% | 13        | 3         | 1         | 0         |
| \$40,001 \$90,000                           | 27 | 23.48% | 13        | 10        | 2         | 2         |
| \$90,001 \$140,000                          | 21 | 18.26% | 3         | 16        | 1         | 1         |
| \$140,001 \$240,000                         | 14 | 12.17% | 1         | 8         | 5         | 0         |
| \$240,001 and up                            | 13 | 11.30% | 5         | 2         | 5         | 1         |
| Total New Listed Units:                     |    |        | 56        | 41        | 14        | 4         |
| Total New Listed Volume:                    |    |        | 9.68M     | 4.49M     | 2.93M     | 438.90K   |
| Average New Listed Listing Price:           |    |        | \$172,919 | \$109,439 | \$209,407 | \$109,725 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

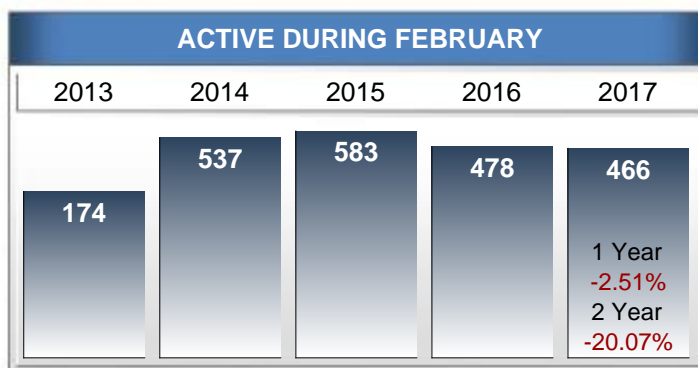
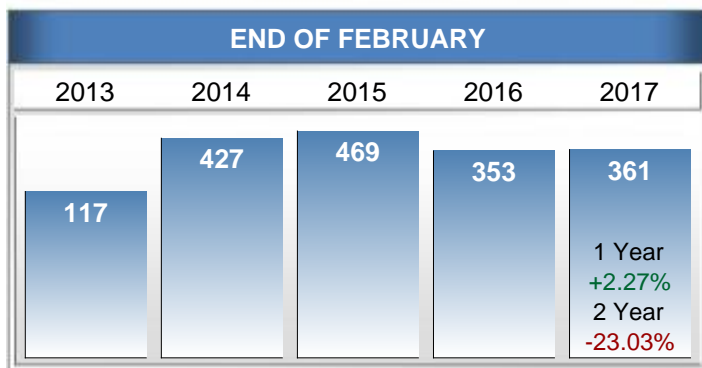
Active Inventory as of Mar 13, 2017



### Active Inventory

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



Active Inventory

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**5yr FEB AVG = 345**    **3 MONTHS**

**High**  
Oct 2013 = 499

**Low**  
Apr 2013 = 98

*Inventory* this month at **361**, above the 5 yr FEB average of **345**

|       |     |
|-------|-----|
| D E C | 345 |
| J A N | 352 |
| F E B | 361 |

2.03% (Jan vs Feb)  
2.56% (Feb vs 5yr Avg)

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |     | %      | AVDOM      | ≤2 Beds | 3 Beds    | 4 Beds    | 5 Beds+   |           |
|--|-----|--------|------------|---------|-----------|-----------|-----------|-----------|
| \$0 and less                             | 0   | 0.00%  | 0.0        | 0       | 0         | 0         | 0         |           |
| \$1-\$25,000                             | 47  | 13.02% | 55.8       | 44      | 2         | 1         | 0         |           |
| \$25,001-\$50,000                        | 57  | 15.79% | 95.7       | 36      | 19        | 0         | 2         |           |
| \$50,001-\$125,000                       | 116 | 32.13% | 78.0       | 39      | 61        | 15        | 1         |           |
| \$125,001-\$175,000                      | 45  | 12.47% | 63.8       | 9       | 28        | 5         | 3         |           |
| \$175,001-\$325,000                      | 59  | 16.34% | 79.9       | 9       | 23        | 24        | 3         |           |
| \$325,001 and up                         | 37  | 10.25% | 88.4       | 24      | 2         | 7         | 4         |           |
| Total Active Inventory by Units:         |     |        | 361        | 77.5    | 161       | 135       | 52        | 13        |
| Total Active Inventory by Volume:        |     |        | 58,800,617 |         | 28.46M    | 16.42M    | 10.83M    | 3.09M     |
| Average Active Inventory Listing Price:  |     |        | \$162,883  |         | \$176,760 | \$121,610 | \$208,295 | \$237,962 |



# Monthly Inventory Analysis

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## February 2017

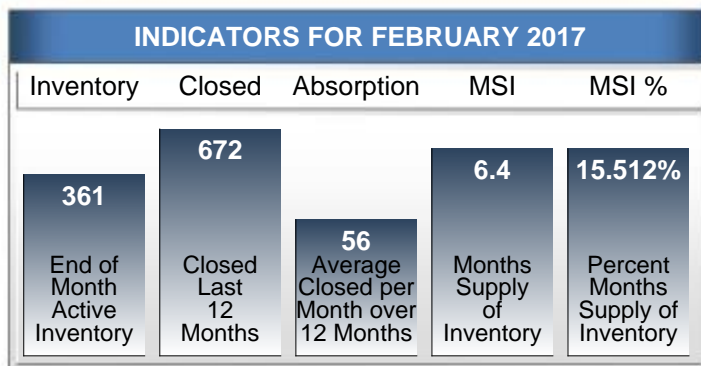
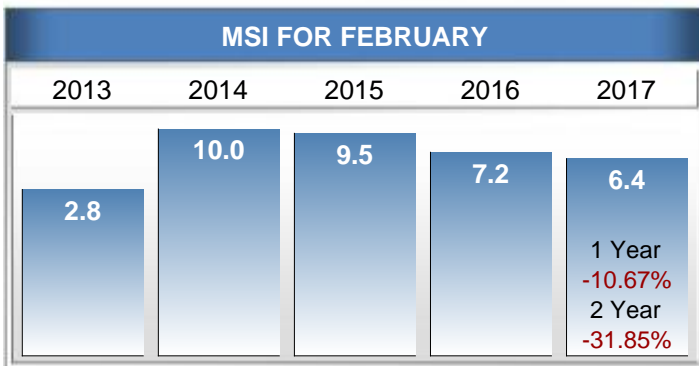
Active Inventory as of Mar 13, 2017



### Months Supply of Inventory

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



Months Supply

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**5yr FEB AVG = 7.2**      **3 MONTHS**

**High**  
Oct 2013 = 12.1

**Low**  
Apr 2013 = 2.3

Months Supply this month at **6.4**, below the 5 yr FEB average of **7.2**

|       |       |
|-------|-------|
| D E C | 6.1   |
| J A N | 6.3   |
| F E B | 6.4   |
|       | 3.25% |

#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Active Inventory by Price Range and MSI |    |     | %      | MSI  | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|----|-----|--------|------|---------|--------|--------|---------|
| \$20,000 and less                                       | 37 |     | 10.25% | 5.0  | 8.1     | 0.8    | 0.0    | 0.0     |
| \$20,001 \$40,000                                       | 35 |     | 9.70%  | 4.6  | 7.4     | 1.5    | 2.4    | 0.0     |
| \$40,001 \$60,000                                       | 55 |     | 15.24% | 8.7  | 10.8    | 6.9    | 9.0    | 24.0    |
| \$60,001 \$120,000                                      | 89 |     | 24.65% | 5.4  | 14.0    | 3.7    | 10.2   | 0.0     |
| \$120,001 \$190,000                                     | 57 |     | 15.79% | 4.7  | 9.2     | 4.0    | 4.4    | 9.0     |
| \$190,001 \$320,000                                     | 51 |     | 14.13% | 9.4  | 21.6    | 7.0    | 9.4    | 12.0    |
| \$320,001 and up  | 37 |     | 10.25% | 49.3 | 288.0   | 12.0   | 21.0   | 24.0    |
| MSI:  |    | 6.4 |        |      | 11.3    | 4.0    | 7.7    | 13.0    |
| Total Active Inventory:                                 |    | 361 |        |      | 161     | 135    | 52     | 13      |



# Monthly Inventory Analysis

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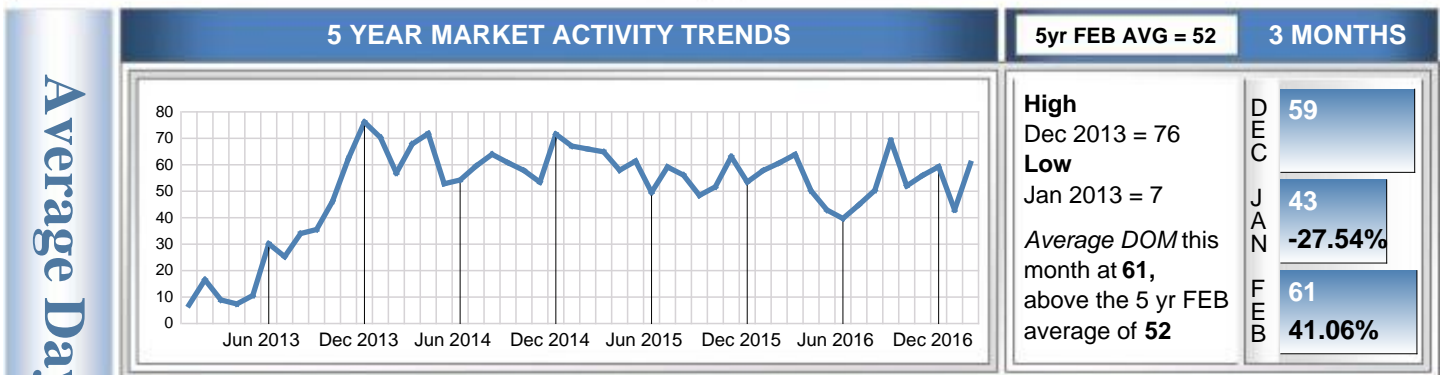
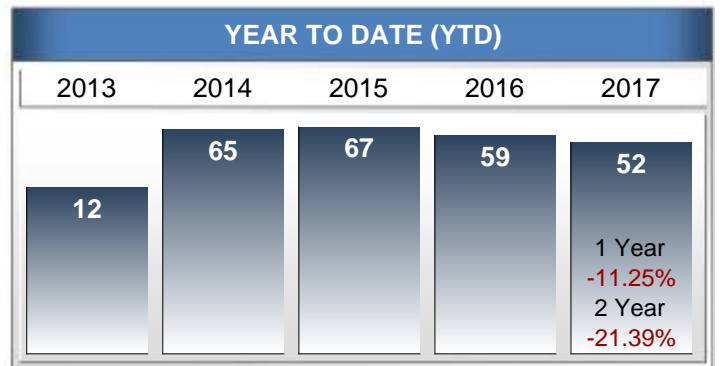
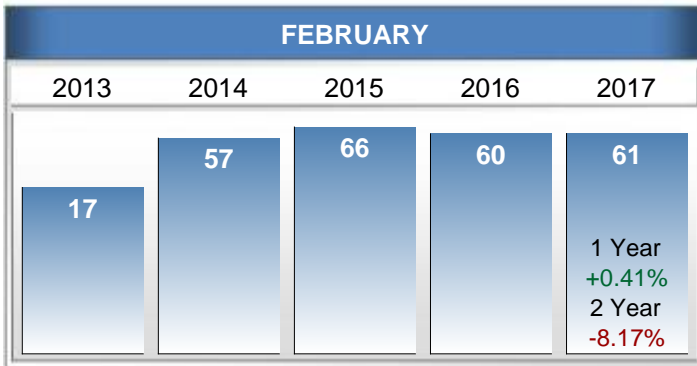
Closed Sales as of Mar 13, 2017



### Average Days on Market to Sale

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



Average Days on Market

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#### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average Days on Market to Sale by Price Range |    | %      | AVDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|----|--------|-------|---------|--------|--------|---------|
| \$10,000 and less   | 1  | 2.33%  | 135.0 | 135.0   | 0.0    | 0.0    | 0.0     |
| \$10,001 \$20,000   | 4  | 9.30%  | 86.3  | 108.0   | 64.5   | 0.0    | 0.0     |
| \$20,001 \$60,000   | 10 | 23.26% | 33.9  | 54.3    | 24.0   | 32.0   | 0.0     |
| \$60,001 \$100,000  | 9  | 20.93% | 51.8  | 0.0     | 53.4   | 46.0   | 0.0     |
| \$100,001 \$140,000   | 8  | 18.60% | 64.8  | 0.0     | 64.8   | 0.0    | 0.0     |
| \$140,001 \$160,000   | 4  | 9.30%  | 66.3  | 7.0     | 161.0  | 72.0   | 25.0    |
| \$160,001 and up  | 7  | 16.28% | 76.7  | 0.0     | 78.0   | 76.0   | 73.0    |
| Average Closed DOM: 60.6                                      |    |        |       | 74.4    | 58.5   | 58.0   | 49.0    |
| Total Closed Units: 43  |    |        |       | 7       | 28     | 6      | 2       |
| Total Closed Volume: 4,810,610                                |    |        |       | 272.90K | 2.63M  | 1.15M  | 757.00K |



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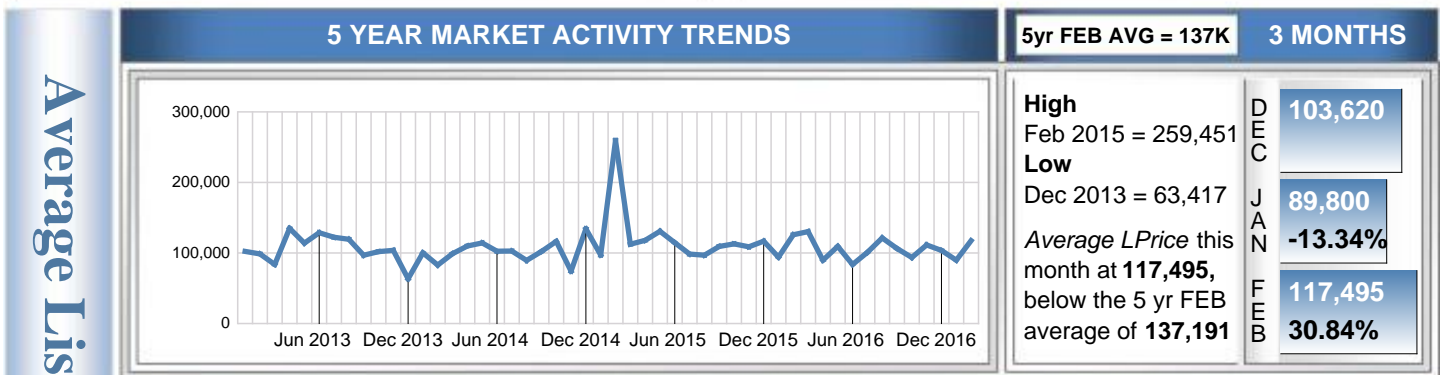
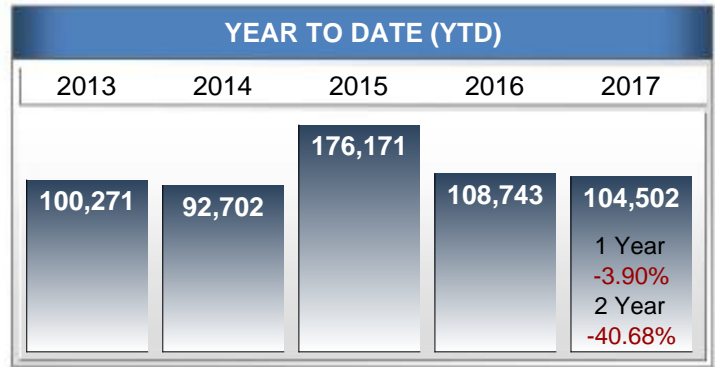
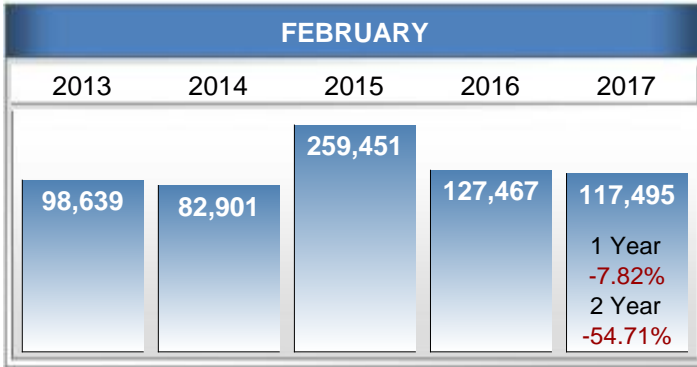
Closed Sales as of Mar 13, 2017



### Average List Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



Average List Price

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#### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average List Price at Closing by Price Range |           | %      | AVL\$   | ≤2 Beds  | 3 Beds   | 4 Beds    | 5 Beds+   |
|--|-----------|--------|---------|----------|----------|-----------|-----------|
| \$10,000 and less  | 0         | 0.00%  | 0       | 12,500   | 0        | 0         | 0         |
| \$10,001 - \$20,000  | 6         | 13.95% | 16,117  | 21,200   | 13,650   | 0         | 0         |
| \$20,001 - \$60,000  | 8         | 18.60% | 34,900  | 30,800   | 41,050   | 25,000    | 0         |
| \$60,001 - \$100,000   | 8         | 18.60% | 81,138  | 0        | 89,971   | 78,900    | 0         |
| \$100,001 - \$140,000  | 9         | 20.93% | 112,978 | 0        | 118,788  | 0         | 0         |
| \$140,001 - \$160,000  | 5         | 11.63% | 146,660 | 149,900  | 149,500  | 142,000   | 149,900   |
| \$160,001 and up   | 7         | 16.28% | 325,314 | 0        | 188,450  | 436,750   | 649,900   |
| Average List Price:  | \$117,495 |        |         | \$42,457 | \$98,464 | \$199,717 | \$399,900 |
| Total Closed Units:  | 43        |        |         | 7        | 28       | 6         | 2         |
| Total List Volume:   | 5,052,300 |        |         | 297.20K  | 2.76M    | 1.20M     | 799.80K   |





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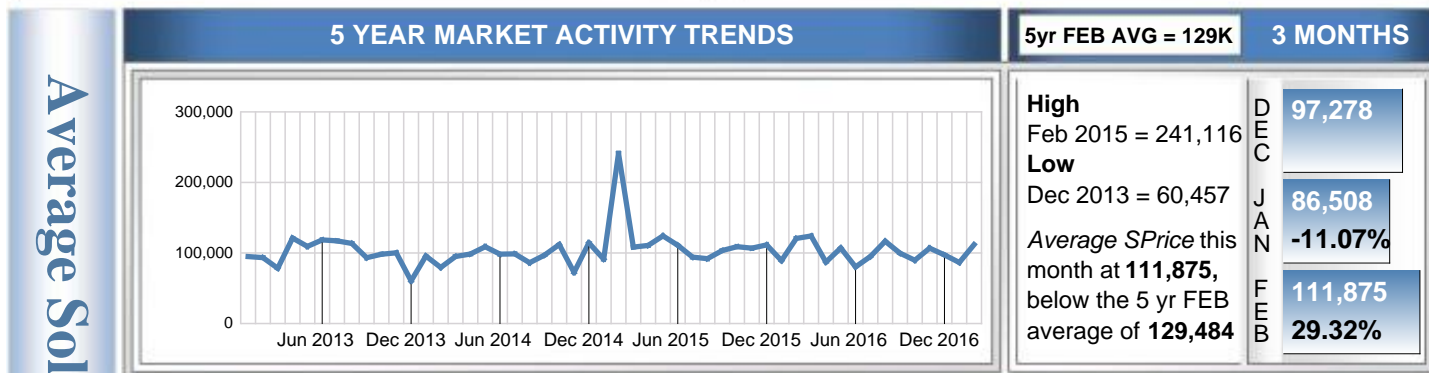
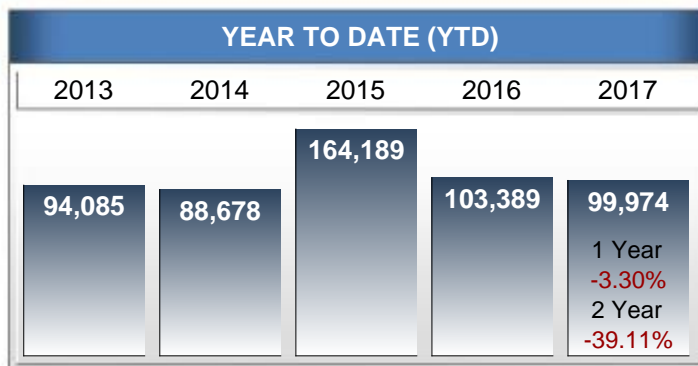
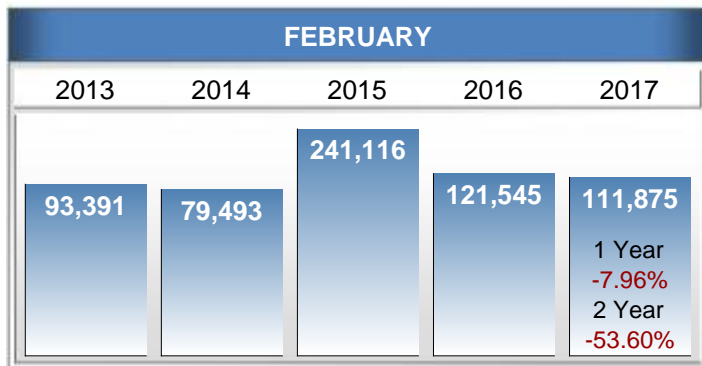
Closed Sales as of Mar 13, 2017



### Average Sold Price at Closing

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Area Delimited by County Of Muskogee



Average Sold Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

#### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average Sold Price at Closing by Price Range |           |  | %      | AVS\$   | ≤2 Beds  | 3 Beds   | 4 Beds    | 5 Beds+   |
|--|-----------|--|--------|---------|----------|----------|-----------|-----------|
| \$10,000 and less  | 1         |  | 2.33%  | 9,000   | 9,000    | 0        | 0         | 0         |
| \$10,001 \$20,000  | 4         |  | 9.30%  | 14,325  | 16,500   | 12,150   | 0         | 0         |
| \$20,001 \$60,000  | 10        |  | 23.26% | 33,611  | 27,000   | 37,834   | 28,105    | 0         |
| \$60,001 \$100,000   | 9         |  | 20.93% | 80,033  | 0        | 82,700   | 70,700    | 0         |
| \$100,001 \$140,000  | 8         |  | 18.60% | 113,825 | 0        | 113,825  | 0         | 0         |
| \$140,001 \$160,000  | 4         |  | 9.30%  | 148,350 | 149,900  | 149,500  | 142,000   | 152,000   |
| \$160,001 and up   | 7         |  | 16.28% | 311,986 | 0        | 184,850  | 419,750   | 605,000   |
| Average Closed Price:  | \$111,875 |  |        |         | \$38,986 | \$93,918 | \$191,834 | \$378,500 |
| Total Closed Units:  | 43        |  |        |         | 7        | 28       | 6         | 2         |
| Total Closed Volume:   | 4,810,610 |  |        |         | 272.90K  | 2.63M    | 1.15M     | 757.00K   |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

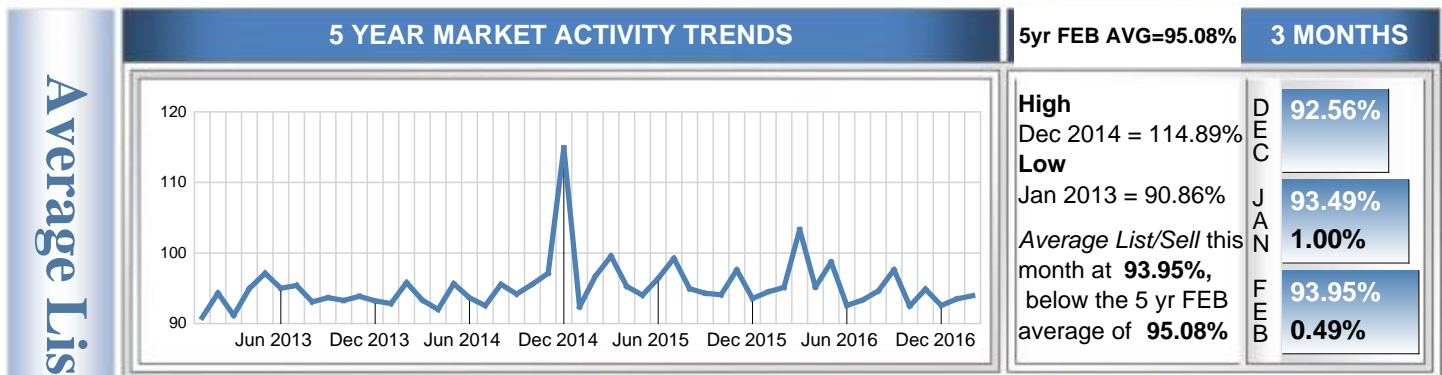
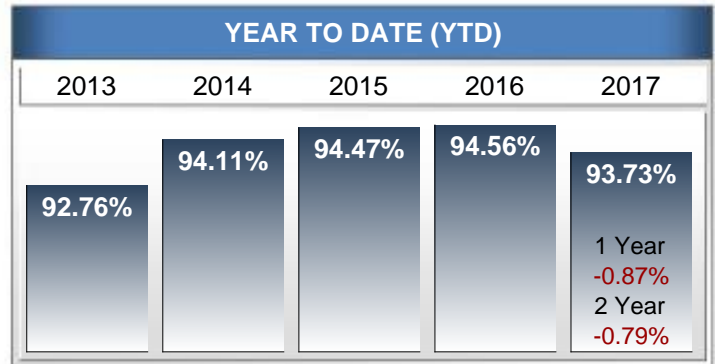
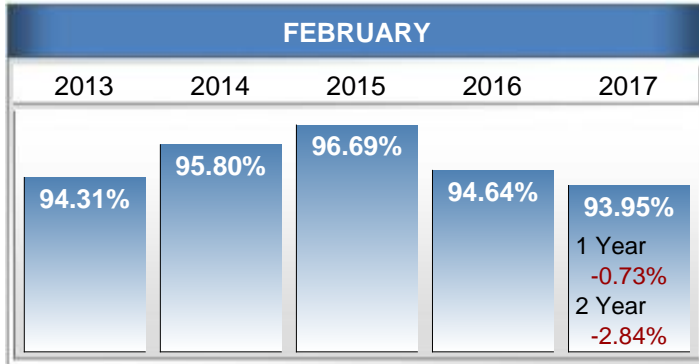
Closed Sales as of Mar 13, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



#### AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average L/S % by Price Range |    | %      | AVL/S%  | ≤2 Beds | 3 Beds  | 4 Beds  | 5 Beds+ |
|--|----|--------|---------|---------|---------|---------|---------|
| \$10,000 and less                            | 1  | 2.33%  | 72.00%  | 72.00%  | 0.00%   | 0.00%   | 0.00%   |
| \$10,001 \$20,000                            | 4  | 9.30%  | 83.69%  | 77.38%  | 90.00%  | 0.00%   | 0.00%   |
| \$20,001 \$60,000                            | 10 | 23.26% | 95.92%  | 93.05%  | 94.61%  | 112.42% | 0.00%   |
| \$60,001 \$100,000                           | 9  | 20.93% | 91.67%  | 0.00%   | 92.21%  | 89.76%  | 0.00%   |
| \$100,001 \$140,000                          | 8  | 18.60% | 96.11%  | 0.00%   | 96.11%  | 0.00%   | 0.00%   |
| \$140,001 \$160,000                          | 4  | 9.30%  | 100.35% | 100.00% | 100.00% | 100.00% | 101.40% |
| \$160,001 and up                             | 7  | 16.28% | 96.91%  | 0.00%   | 98.31%  | 96.03%  | 93.09%  |
| Average List/Sell Ratio: 93.90%              |    |        |         | 86.56%  | 94.83%  | 97.33%  | 97.25%  |
| Total Closed Units: 43                       |    |        |         | 7       | 28      | 6       | 2       |
| Total Closed Volume: 4,810,610               |    |        |         | 272.90K | 2.63M   | 1.15M   | 757.00K |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## February 2017

Inventory as of Mar 13, 2017



### Market Summary

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



**Absorption:** Last 12 months, an Average of 57 Sales/Month

**Active Inventory** as of February 28, 2017 = 361

|  | FEBRUARY |         |         | Year To Date |         |         |
|--|----------|---------|---------|--------------|---------|---------|
|  | 2016     | 2017    | +/-%    | 2016         | 2017    | +/-%    |
| Closed Sales                                   | 36       | 43      | 19.44%  | 82           | 81      | -1.22%  |
| Pending Sales                                  | 49       | 59      | 20.41%  | 103          | 117     | 13.59%  |
| New Listings                                   | 120      | 115     | -4.17%  | 218          | 220     | 0.92%   |
| Average List Price                             | 127,467  | 117,495 | -7.82%  | 108,743      | 104,502 | -3.90%  |
| Average Sale Price                             | 121,545  | 111,875 | -7.96%  | 103,389      | 99,974  | -3.30%  |
| Average Percent of List Price to Selling Price | 94.64%   | 93.95%  | -0.73%  | 94.56%       | 93.73%  | -0.87%  |
| Average Days on Market to Sale                 | 60.33    | 60.58   | 0.41%   | 58.94        | 52.31   | -11.25% |
| Monthly Inventory                              | 358      | 361     | 0.84%   | 358          | 361     | 0.84%   |
| Months Supply of Inventory                     | 7.39     | 6.39    | -13.59% | 7.39         | 6.39    | -13.59% |

