



March 2018

Area Delimited by County Of Muskogee

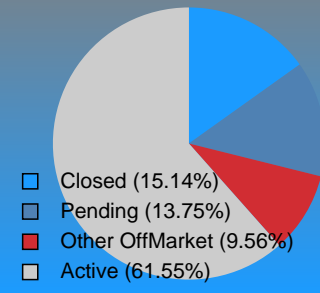


MONTHLY INVENTORY ANALYSIS

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS

Compared Metrics	March		
	2017	2018	+/-%
Closed Listings	62	76	22.58%
Pending Listings	59	69	16.95%
New Listings	122	117	-4.10%
Average List Price	94,376	112,547	19.25%
Average Sale Price	90,503	108,764	20.18%
Average Percent of List Price to Selling Price	95.30%	95.60%	0.32%
Average Days on Market to Sale	53.15	53.63	0.92%
End of Month Inventory	345	309	-10.43%
Months Supply of Inventory	6.18	5.23	-15.36%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **59** Sales/Month
Active Inventory as of March 31, 2018 = **309**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2018 decreased **10.43%** to 309 existing homes available for sale. Over the last 12 months this area has had an average of 59 closed sales per month. This represents an unsold inventory index of **5.23** 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 **20.18%** in March 2018 to \$108,764 versus the previous year at \$90,503.

Average Days on Market Lengthens

The average number of **53.63** days that homes spent on the market before selling increased by 0.49 days or **0.92%** in March 2018 compared to last year's same month at **53.15** DOM.

Sales Success for March 2018 is Positive

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

There were 117 New Listings in March 2018, down **4.10%** from last year at 122. Furthermore, there were 76 Closed Listings this month versus last year at 62, a **22.58%** increase.

Closed versus Listed trends yielded a **65.0%** ratio, up from previous year's, March 2017, at **50.8%**, a **27.82%** upswing. This will certainly create pressure on a decreasing Month's 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.

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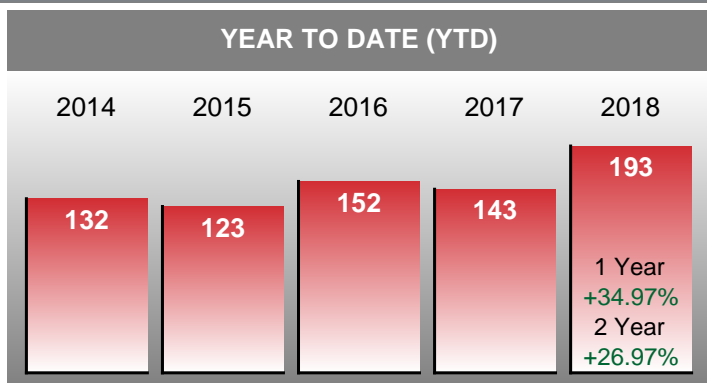
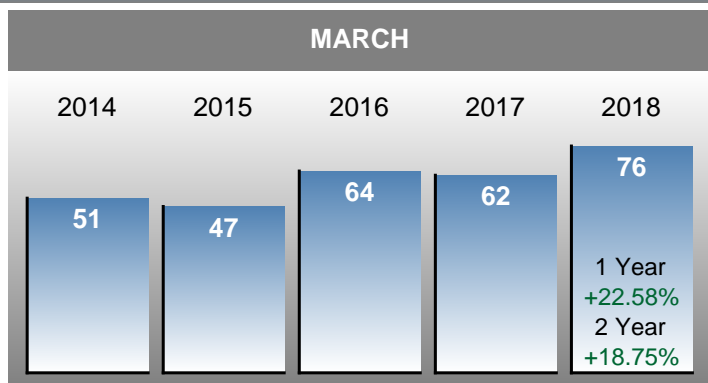
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CLOSED LISTINGS

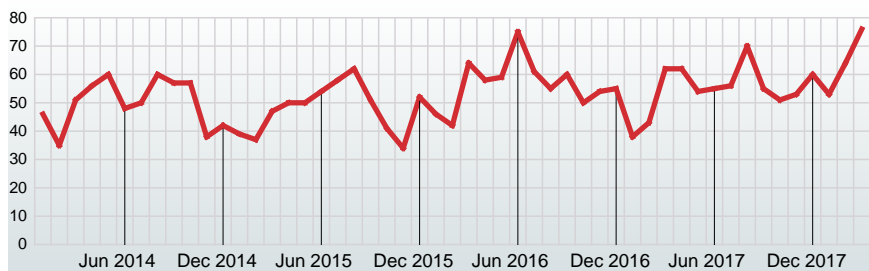
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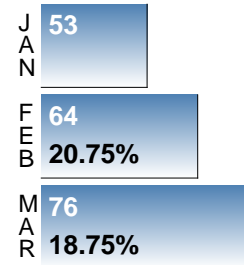
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 60

3 MONTHS



High
Mar 2018 = 76
Low
Nov 2015 = 34
Closed Listings
this month at **76**,
above the 5 yr MAR
average of **60**



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	3	3.95%	31.3	2	1	0	0
\$10,001 - \$40,000	14	18.42%	40.6	6	6	1	1
\$40,001 - \$60,000	8	10.53%	87.8	2	6	0	0
\$60,001 - \$120,000	24	31.58%	53.9	3	17	4	0
\$120,001 - \$150,000	8	10.53%	21.3	0	5	3	0
\$150,001 - \$200,000	11	14.47%	63.2	1	9	1	0
\$200,001 and up	8	10.53%	69.0	1	4	3	0
Total Closed Units	76			15	48	12	1
Total Closed Volume	8,266,096	100%	53.6	927.75K	5.71M	1.59M	37.50K
Average Closed Price	\$108,764			\$61,850	\$119,024	\$132,308	\$37,500

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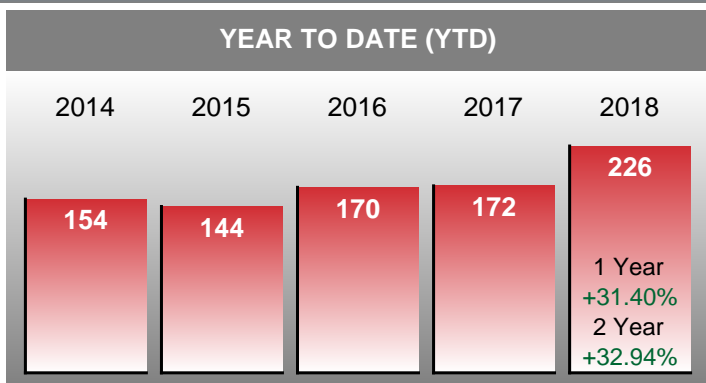
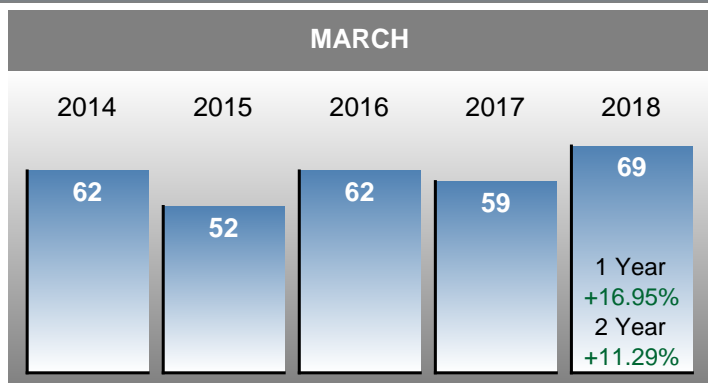
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PENDING LISTINGS

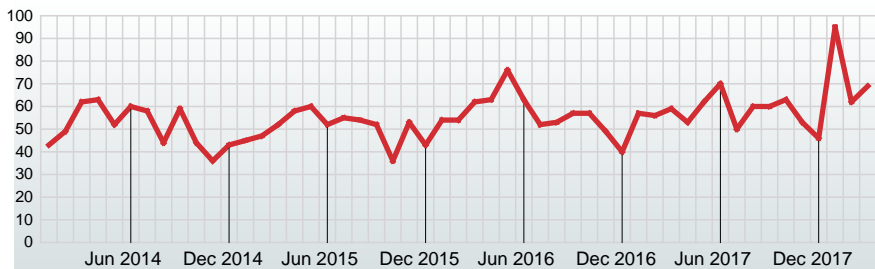
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5 YEAR MARKET ACTIVITY TRENDS

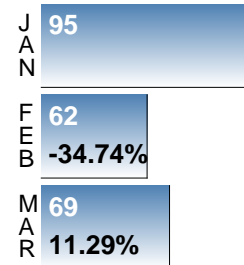
5yr MAR AVG = 61

3 MONTHS



High
Jan 2018 = 95
Low
Oct 2015 = 36

Pending Listings this month at **69**, above the 5 yr MAR average of **61**



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	10.14%	45.4	5	2	0	0
\$30,001 - \$50,000	10	14.49%	66.7	2	6	1	1
\$50,001 - \$60,000	6	8.70%	38.2	2	4	0	0
\$60,001 - \$120,000	18	26.09%	57.9	2	14	2	0
\$120,001 - \$160,000	11	15.94%	56.7	1	6	4	0
\$160,001 - \$220,000	10	14.49%	30.1	0	9	1	0
\$220,001 and up	7	10.14%	72.9	0	3	4	0
Total Pending Units	69			12	44	12	1
Total Pending Volume	7,849,194	100%	23.0	630.70K	5.11M	2.07M	45.90K
Average Listing Price	\$118,850			\$52,558	\$116,068	\$172,133	\$45,900

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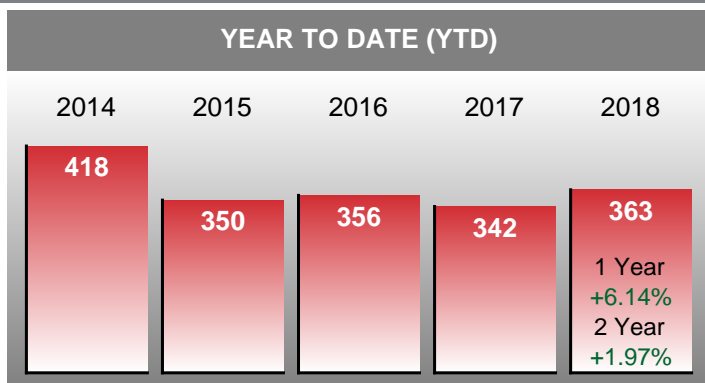
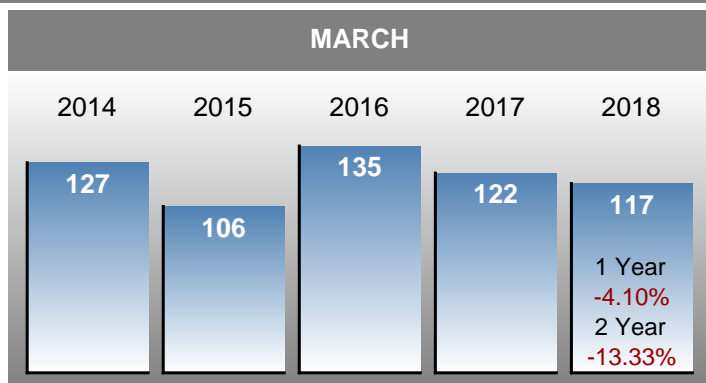
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NEW LISTINGS

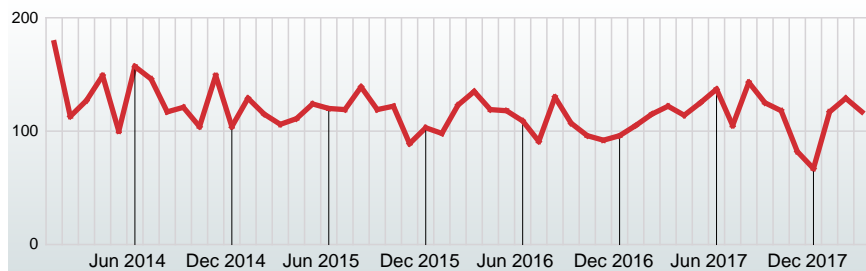
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 121

3 MONTHS



High
Jan 2014 = 178
Low
Dec 2017 = 67
New Listings
this month at **117**,
below the 5 yr MAR
average of **121**

JAN	117
FEB	129 10.26%
MAR	117 -9.30%

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	6	5.13%	3	2	0	1
\$20,001 - \$50,000	18	15.38%	9	9	0	0
\$50,001 - \$70,000	18	15.38%	6	10	2	0
\$70,001 - \$120,000	27	23.08%	9	14	2	2
\$120,001 - \$180,000	21	17.95%	3	14	4	0
\$180,001 - \$270,000	15	12.82%	4	9	2	0
\$270,001 and up	12	10.26%	4	2	3	3
Total New Listed Units	117		38	60	13	6
Total New Listed Volume	16,180,370	100%	5.29M	6.87M	2.61M	1.41M
Average New Listed Listing Price	\$135,000		\$139,169	\$114,443	\$201,027	\$235,333

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March 2018

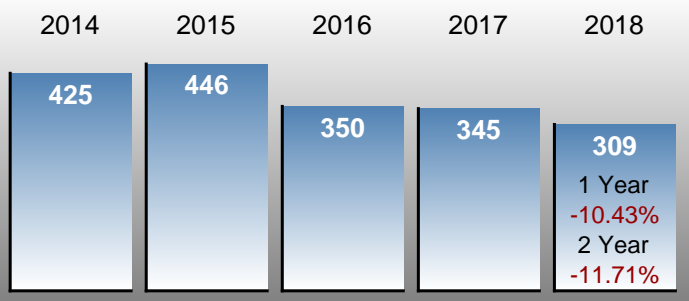
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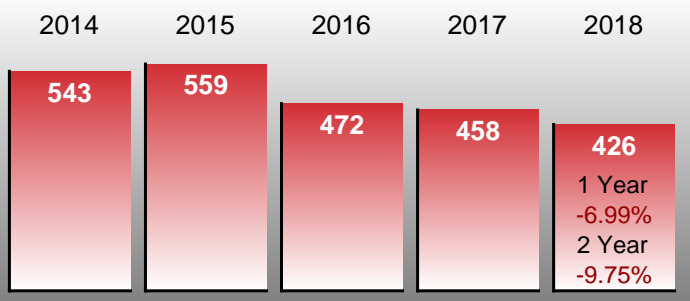
ACTIVE INVENTORY

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END OF MARCH



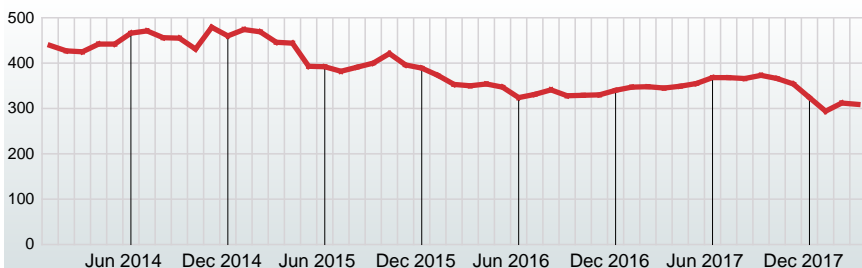
ACTIVE DURING MARCH



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 375

3 MONTHS



High
Nov 2014 = 479
Low
Jan 2018 = 294
Inventory
this month at **309**,
below the 5 yr MAR
average of **375**

JAN	294
FEB	312
MAR	309
6.12%	
-0.96%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$25,000	55	17.80%	76.7	47	6	1	1
\$25,001-\$50,000	49	15.86%	104.8	32	16	1	0
\$50,001-\$125,000	91	29.45%	59.6	33	48	8	2
\$125,001-\$175,000	30	9.71%	61.7	5	19	5	1
\$175,001-\$350,000	54	17.48%	66.9	19	20	13	2
\$350,001 and up	30	9.71%	83.9	19	4	3	4
Total Active Inventory by Units	309			155	113	31	10
Total Active Inventory by Volume	54,826,885	100%	73.7	31.68M	13.72M	6.55M	2.88M
Average Active Inventory Listing Price	\$177,433			\$204,359	\$121,423	\$211,273	\$288,100

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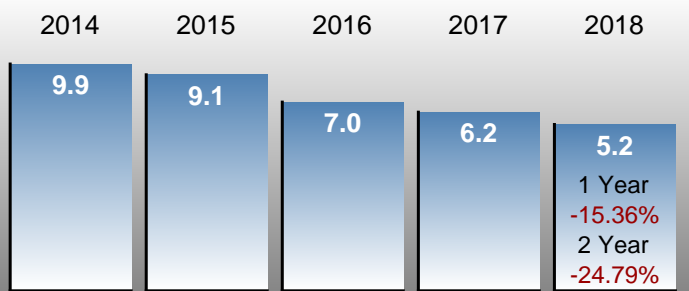
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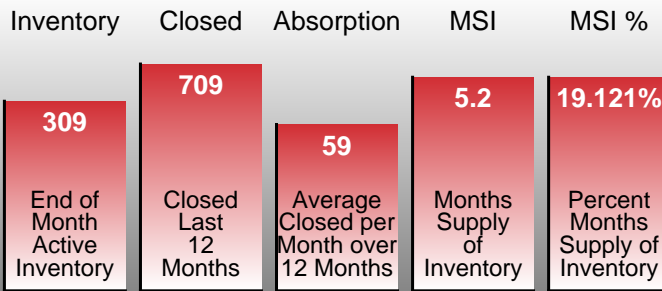
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR MARCH



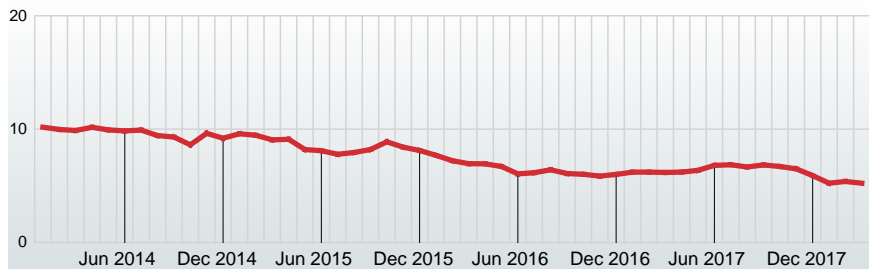
INDICATORS FOR MARCH 2018



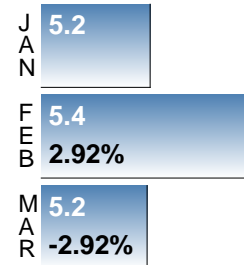
5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 7.5

3 MONTHS



High
Jan 2014 = 10.2
Low
Mar 2018 = 5.2
Months Supply
this month at **5.2**,
below the 5 yr MAR
average of **7.5**



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	15	4.85%	6.9	8.7	2.0	0.0	12.0
\$10,001 \$30,000	51	16.50%	5.6	8.2	2.8	1.3	0.0
\$30,001 \$50,000	38	12.30%	5.2	10.0	2.9	2.0	0.0
\$50,001 \$120,000	85	27.51%	4.0	9.3	2.9	3.0	6.0
\$120,001 \$190,000	44	14.24%	3.6	13.5	2.9	3.1	6.0
\$190,001 \$350,000	46	14.89%	7.4	40.8	6.0	4.0	4.8
\$350,001 and up	30	9.71%	51.4	0.0	16.0	18.0	24.0
Market Supply of Inventory (MSI)	5.2	100%	5.2	11.6	3.2	3.4	7.1
Total Active Inventory by Units	309			155	113	31	10

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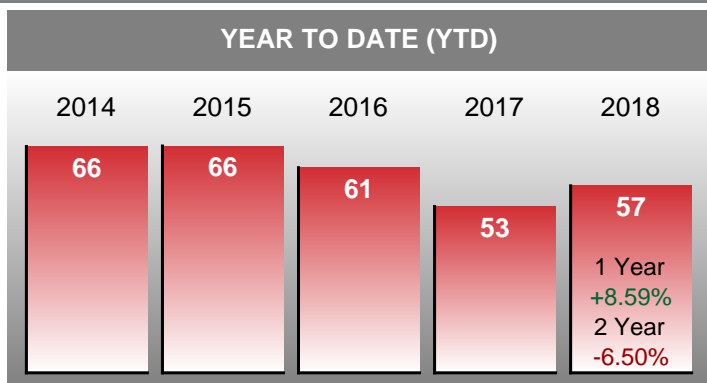
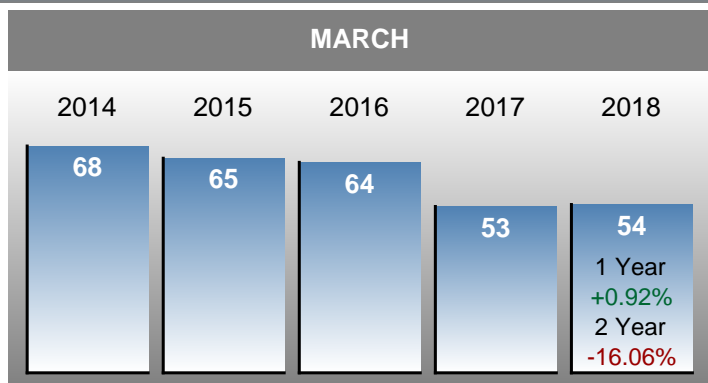
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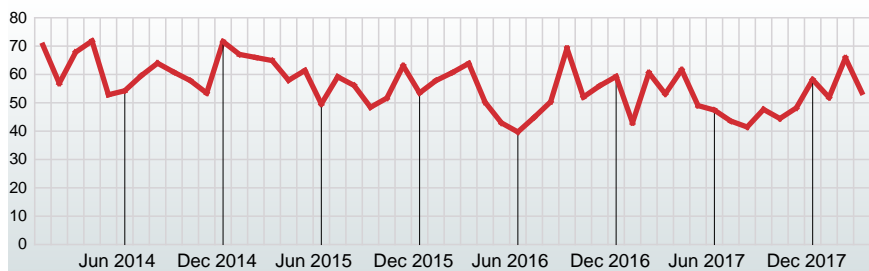
AVERAGE DAYS ON MARKET TO SALE

Report produced on Apr 11, 2018 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 61 **3 MONTHS**



High
Apr 2014 = 72
Low
Jun 2016 = 40
Average Days on Market
this month at **54**,
below the 5 yr MAR
average of **61**

JAN	52
FEB	66
MAR	54
26.87%	
-18.53%	

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	3.95%	31.3	39.5	15.0	0.0	0.0
\$10,001 \$40,000	14	18.42%	40.6	65.2	22.3	29.0	15.0
\$40,001 \$60,000	8	10.53%	87.8	43.0	102.7	0.0	0.0
\$60,001 \$120,000	24	31.58%	53.9	37.7	60.5	38.0	0.0
\$120,001 \$150,000	8	10.53%	21.3	0.0	20.8	22.0	0.0
\$150,001 \$200,000	11	14.47%	63.2	85.0	63.0	43.0	0.0
\$200,001 and up	8	10.53%	69.0	12.0	65.8	92.3	0.0
Average Closed DOM			53.6	51.1	56.8	47.3	15.0
Total Closed Units		100%	53.6	15	48	12	1
Total Closed Volume			8,266,096	927.75K	5.71M	1.59M	37.50K

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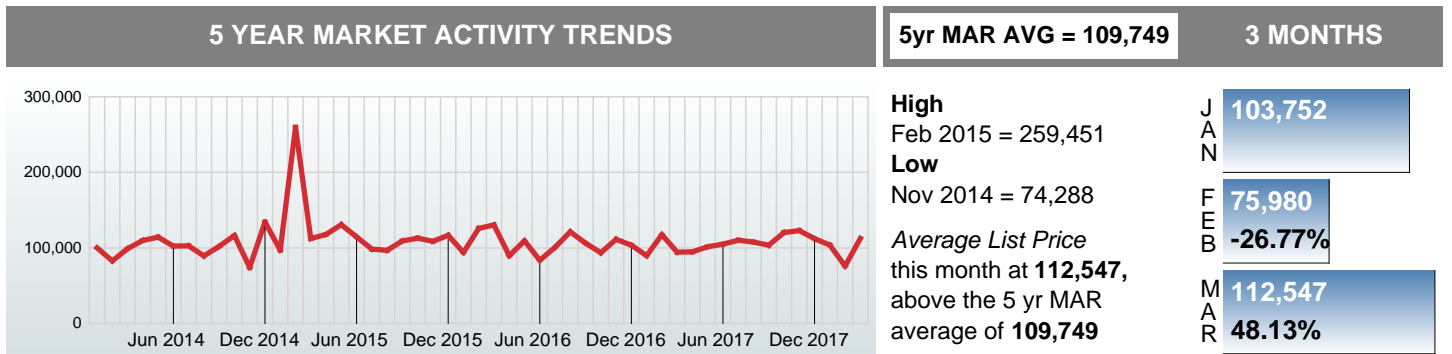
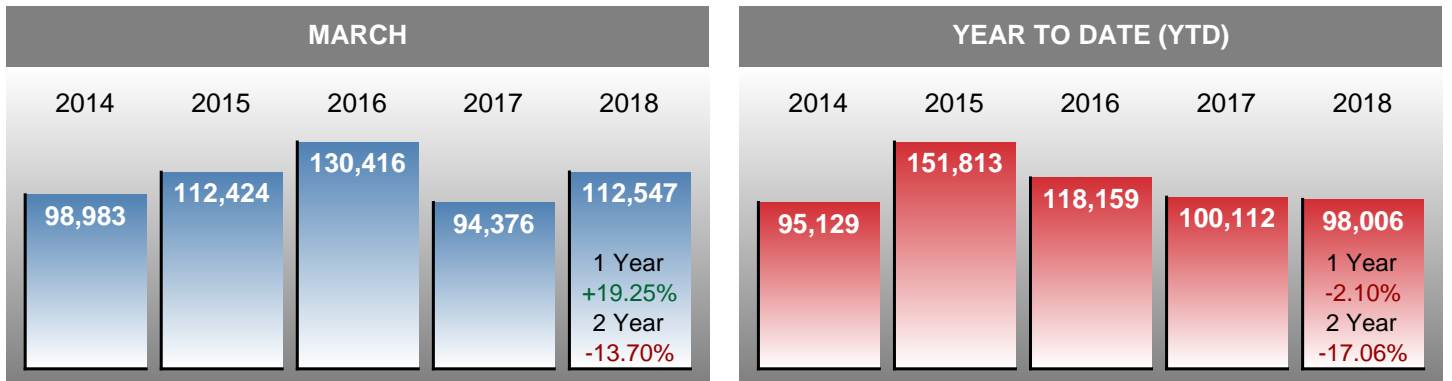
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AVERAGE LIST PRICE AT CLOSING

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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	2	2.63%	7,500	10,750	6,000	0	0
\$10,001 \$40,000	14	18.42%	27,764	34,983	28,483	18,000	40,000
\$40,001 \$60,000	8	10.53%	52,237	52,498	51,883	0	0
\$60,001 \$120,000	23	30.26%	93,987	80,967	102,294	93,675	0
\$120,001 \$150,000	10	13.16%	127,530	0	125,900	129,967	0
\$150,001 \$200,000	12	15.79%	172,075	169,900	169,556	174,500	0
\$200,001 and up	7	9.21%	318,586	272,400	374,700	217,800	0
Average List Price			112,547	68,106	122,531	134,208	40,000
Total Closed Units		100%	112,547	15	48	12	1
Total Closed Volume			8,553,595	1.02M	5.88M	1.61M	40.00K

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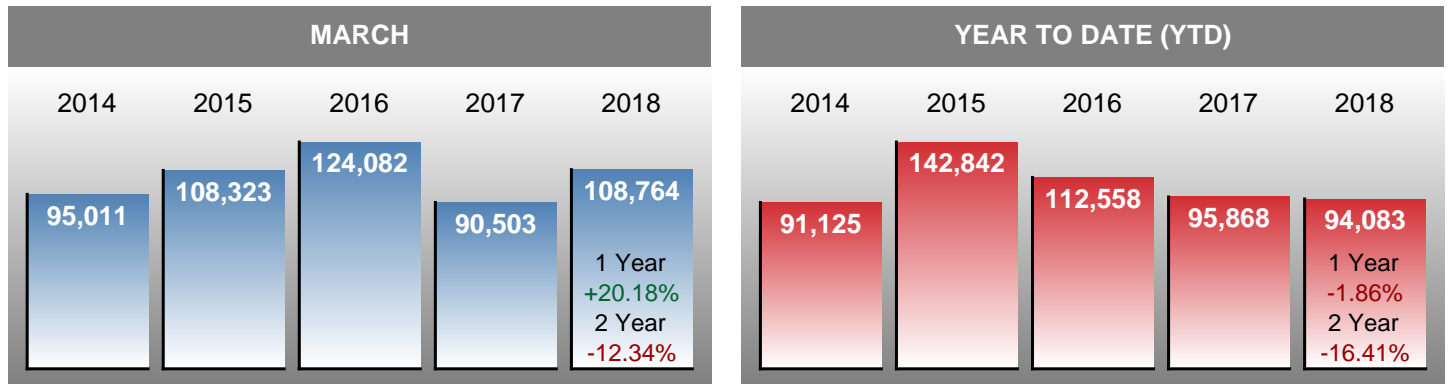
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AVERAGE SOLD PRICE AT CLOSING

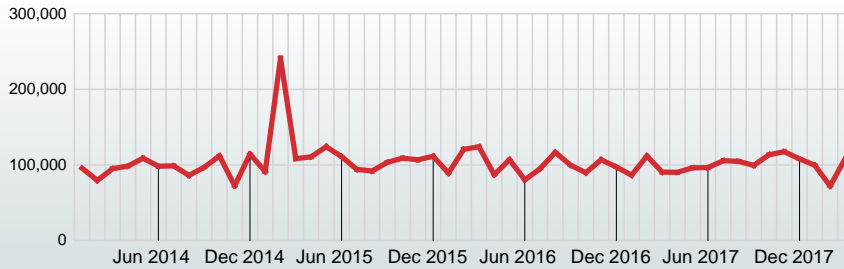
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 105,337

3 MONTHS



High
Feb 2015 = 241,116
Low
Feb 2018 = 72,118
Average Sold Price
this month at **108,764**,
above the 5 yr MAR
average of **105,337**

JAN	99,556
FEB	72,118 -27.56%
MAR	108,764 50.81%

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	3.95%	7,000	8,000	5,000	0	0
\$10,001 \$40,000	14	18.42%	27,025	26,858	27,183	16,600	37,500
\$40,001 \$60,000	8	10.53%	50,437	49,998	50,584	0	0
\$60,001 \$120,000	24	31.58%	96,881	77,167	100,885	94,650	0
\$120,001 \$150,000	8	10.53%	128,063	0	128,400	127,500	0
\$150,001 \$200,000	11	14.47%	168,000	157,500	168,944	170,000	0
\$200,001 and up	8	10.53%	283,200	261,600	341,000	213,333	0
Average Sold Price			108,764	61,850	119,024	132,308	37,500
Total Closed Units		100%	108,764	15	48	12	1
Total Closed Volume			8,266,096	927.75K	5.71M	1.59M	37.50K

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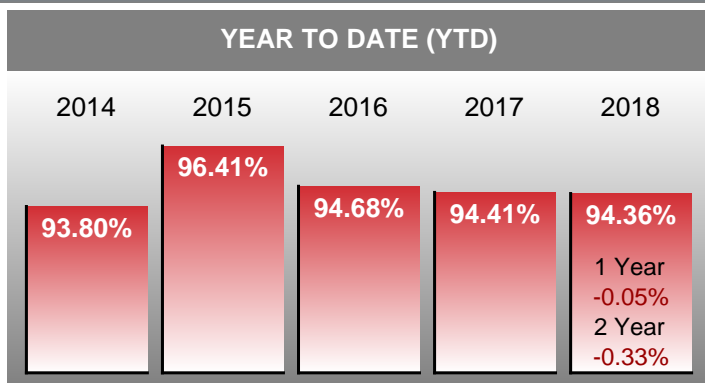
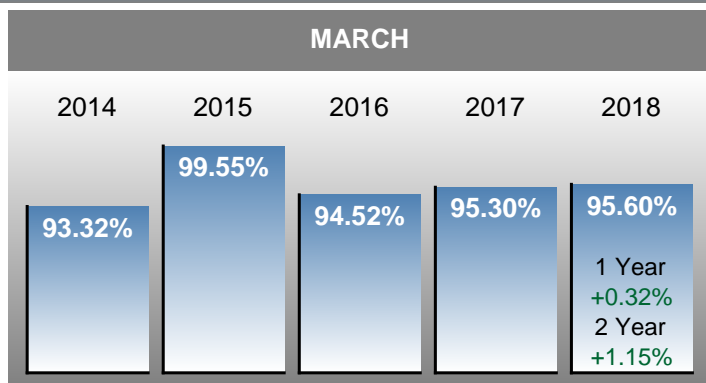
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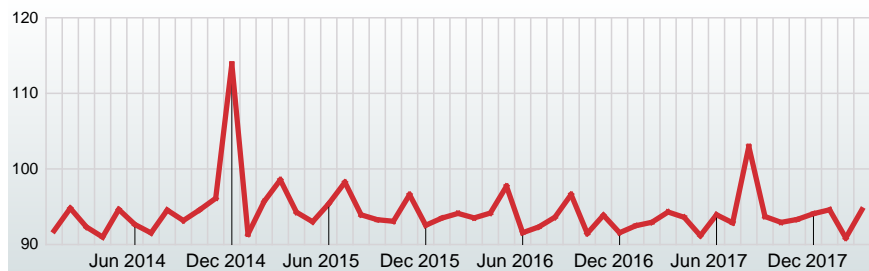


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 95.66% **3 MONTHS**

High Dec 2014 = 114.89%	JAN	95.60%
Low Feb 2018 = 91.87%	FEB	91.87%
<i>Average Sold/List Ratio this month at 95.60%, equal to 5 yr MAR average of 95.66%</i>	MAR	95.60%
		4.06%

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	3	3.95%	78.74%	76.44%	83.33%	0.00%	0.00%
\$10,001 \$40,000	14	18.42%	87.12%	79.22%	93.06%	92.22%	93.75%
\$40,001 \$60,000	8	10.53%	98.03%	95.45%	98.88%	0.00%	0.00%
\$60,001 \$120,000	24	31.58%	98.76%	95.11%	98.81%	101.31%	0.00%
\$120,001 \$150,000	8	10.53%	100.57%	0.00%	102.03%	98.14%	0.00%
\$150,001 \$200,000	11	14.47%	98.82%	92.70%	99.66%	97.42%	0.00%
\$200,001 and up	8	10.53%	95.48%	96.04%	93.12%	98.44%	0.00%
Average Sold/List Ratio			95.60%	86.21%	97.80%	98.72%	93.75%
Total Closed Units	76	100%	95.60%	15	48	12	1
Total Closed Volume	8,266,096			927.75K	5.71M	1.59M	37.50K

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MARKET SUMMARY

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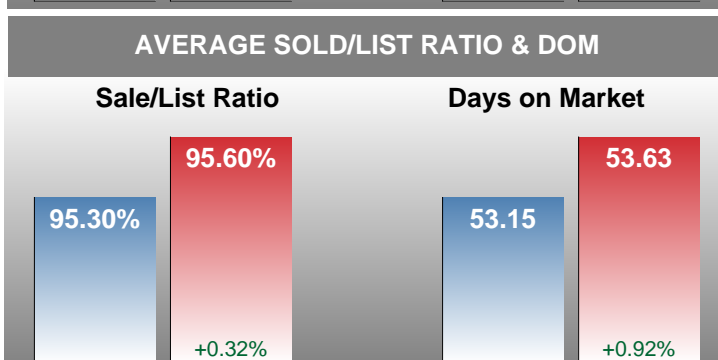
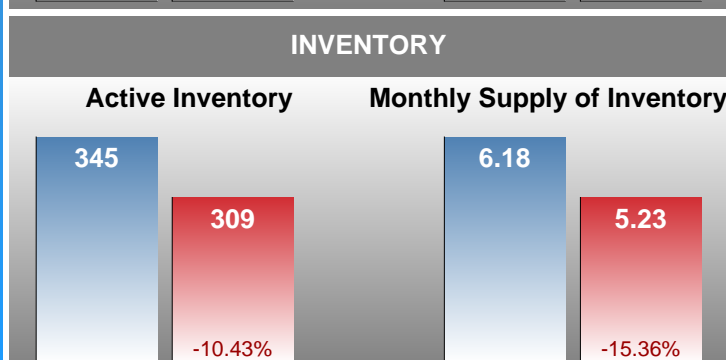
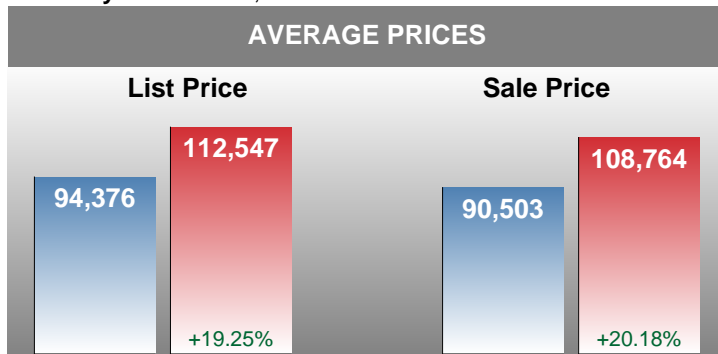
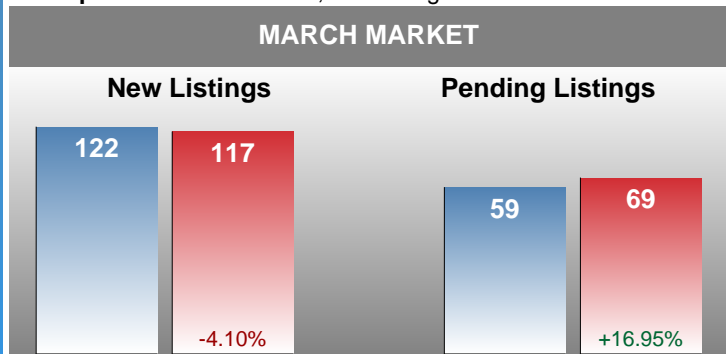


Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	62	76	22.58%	143	193	34.97%
Pending Sales	59	69	16.95%	172	226	31.40%
New Listings	122	117	-4.10%	342	363	6.14%
Average List Price	94,376	112,547	19.25%	100,112	98,006	-2.10%
Average Sale Price	90,503	108,764	20.18%	95,868	94,083	-1.86%
Average Percent of Selling Price to List Price	95.30%	95.60%	0.32%	94.41%	94.36%	-0.05%
Average Days on Market to Sale	53.15	53.63	0.92%	52.67	57.20	8.59%
Monthly Inventory	345	309	-10.43%	345	309	-10.43%
Months Supply of Inventory	6.18	5.23	-15.36%	6.18	5.23	-15.36%

Absorption: Last 12 months, an Average of **59** Sales/Month

Inventory on March 31, 2018 = **309**

2017 **2018**



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