

March 2018

Area Delimited by County Of Muskogee

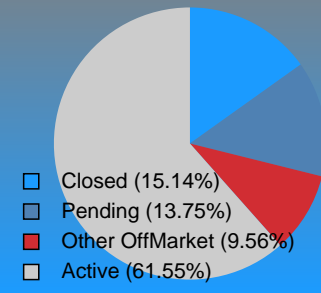


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	61,000	105,600	73.11%
Median Sale Price	59,750	104,600	75.06%
Median Percent of List Price to Selling Price	98.92%	98.43%	-0.50%
Median Days on Market to Sale	30.50	36.50	19.67%
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.

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 **75.06%** in March 2018 to \$104,600 versus the previous year at \$59,750.

Median Days on Market Lengthens

The median number of **36.50** days that homes spent on the market before selling increased by 6.00 days or **19.67%** in March 2018 compared to last year's same month at **30.50** DOM.

Sales Success for March 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 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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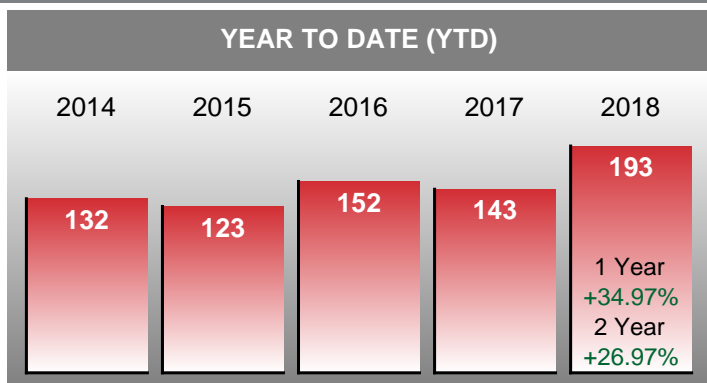
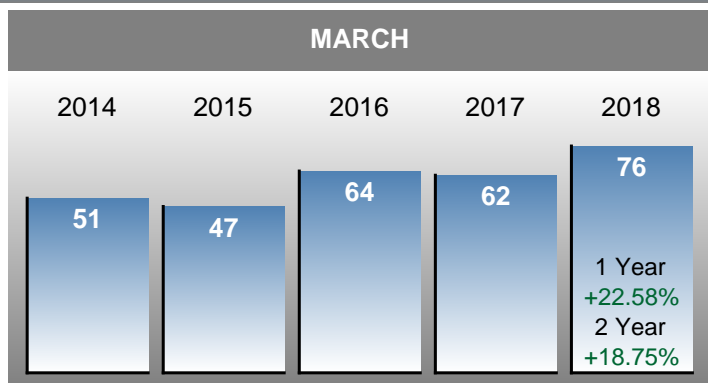
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CLOSED LISTINGS

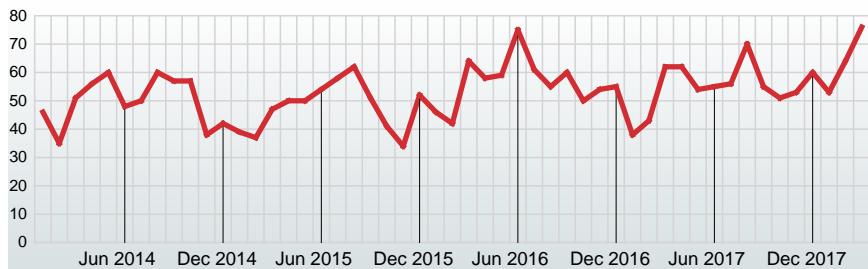
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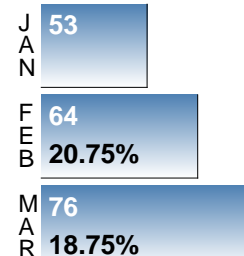
5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	3.95%	35.0	2	1	0	0
\$10,001 - \$40,000	14	18.42%	30.0	6	6	1	1
\$40,001 - \$60,000	8	10.53%	93.5	2	6	0	0
\$60,001 - \$120,000	24	31.58%	31.0	3	17	4	0
\$120,001 - \$150,000	8	10.53%	16.0	0	5	3	0
\$150,001 - \$200,000	11	14.47%	49.0	1	9	1	0
\$200,001 and up	8	10.53%	50.5	1	4	3	0
Total Closed Units	76			15	48	12	1
Total Closed Volume	8,266,096	100%	36.5	927.75K	5.71M	1.59M	37.50K
Median Closed Price	\$104,600			\$39,000	\$111,375	\$125,500	\$37,500

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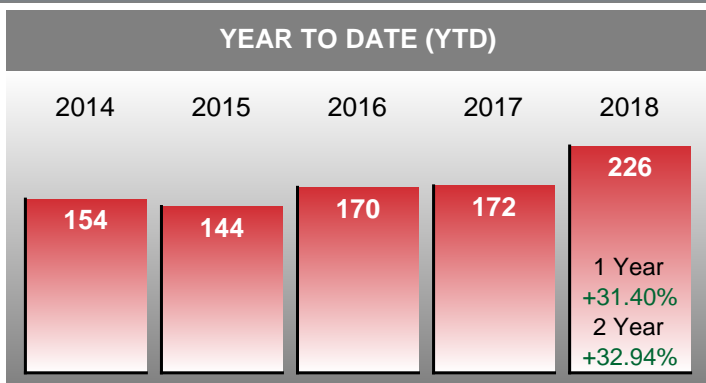
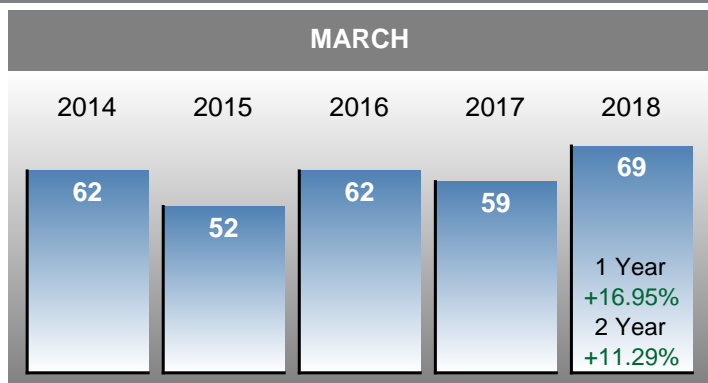
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PENDING LISTINGS

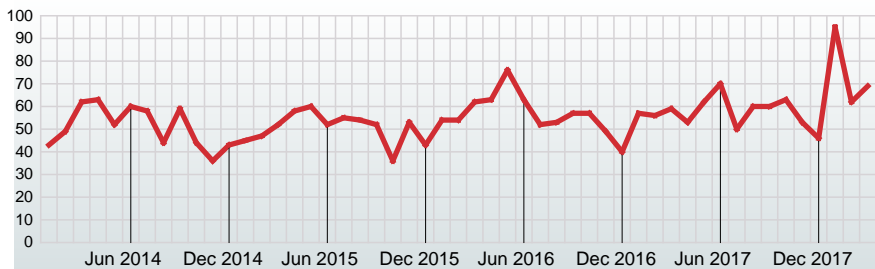
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5 YEAR MARKET ACTIVITY TRENDS

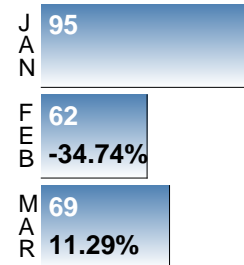
5yr MAR AVG = 61

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$30,000 and less	7	10.14%	46.0	5	2	0	0
\$30,001 - \$50,000	10	14.49%	43.0	2	6	1	1
\$50,001 - \$60,000	6	8.70%	13.0	2	4	0	0
\$60,001 - \$120,000	18	26.09%	47.0	2	14	2	0
\$120,001 - \$160,000	11	15.94%	26.0	1	6	4	0
\$160,001 - \$220,000	10	14.49%	20.0	0	9	1	0
\$220,001 and up	7	10.14%	71.0	0	3	4	0
Total Pending Units	69			12	44	12	1
Total Pending Volume	7,849,194	100%	43.0	630.70K	5.11M	2.07M	45.90K
Median Listing Price	\$99,500			\$48,000	\$105,500	\$159,700	\$45,900

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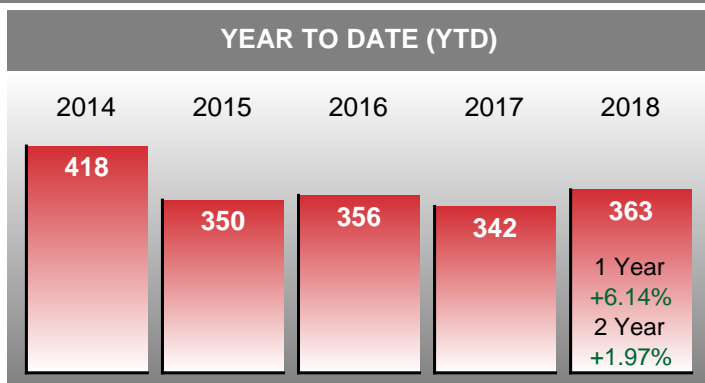
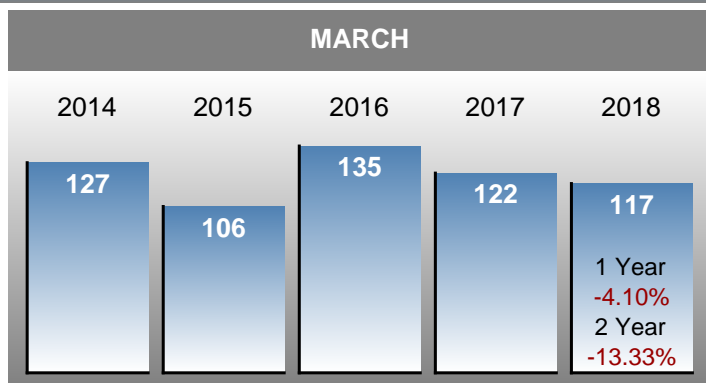
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NEW LISTINGS

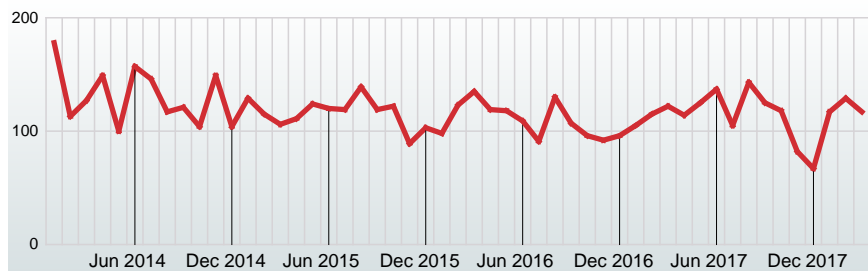
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5 YEAR MARKET ACTIVITY TRENDS

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
Median New Listed Listing Price	\$98,700		\$77,370	\$89,950	\$159,500	\$225,000

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March 2018

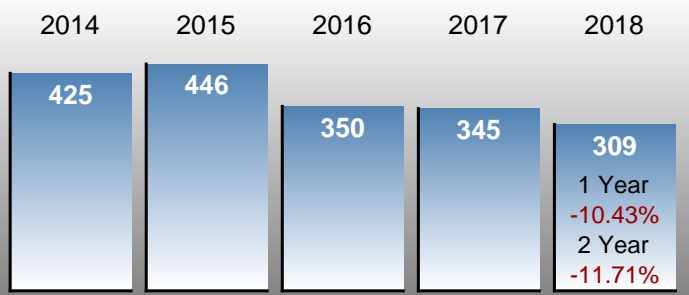
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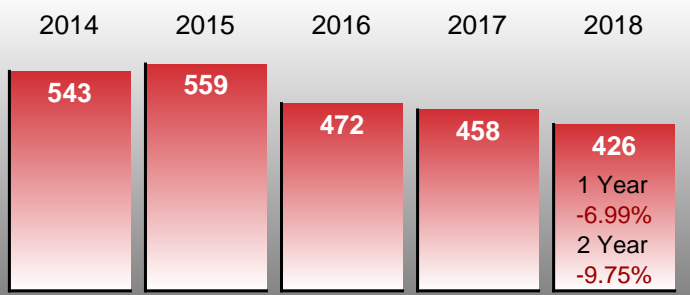
ACTIVE INVENTORY

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END OF MARCH



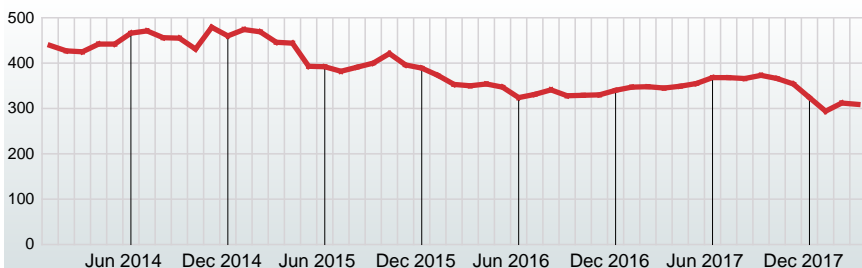
ACTIVE DURING MARCH



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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	15	4.85%	50.0	13	1	0	1
\$10,001 - \$30,000	51	16.50%	68.0	41	9	1	0
\$30,001 - \$50,000	38	12.30%	47.5	25	12	1	0
\$50,001 - \$120,000	85	27.51%	39.0	31	45	7	2
\$120,001 - \$190,000	44	14.24%	39.5	9	26	8	1
\$190,001 - \$350,000	46	14.89%	55.0	17	16	11	2
\$350,001 and up	30	9.71%	68.0	19	4	3	4
Total Active Inventory by Units	309			155	113	31	10
Total Active Inventory by Volume	54,826,885	100%	51.0	31.68M	13.72M	6.55M	2.88M
Median Active Inventory Listing Price	\$80,000			\$50,000	\$90,000	\$185,000	\$302,500

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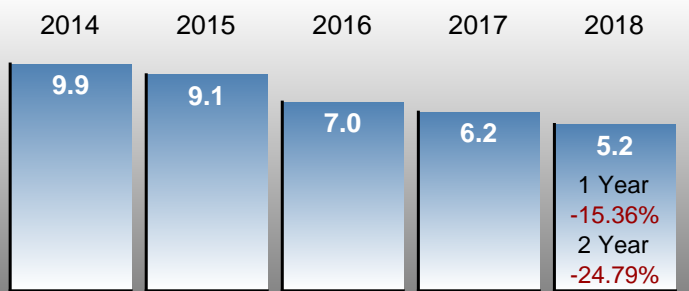
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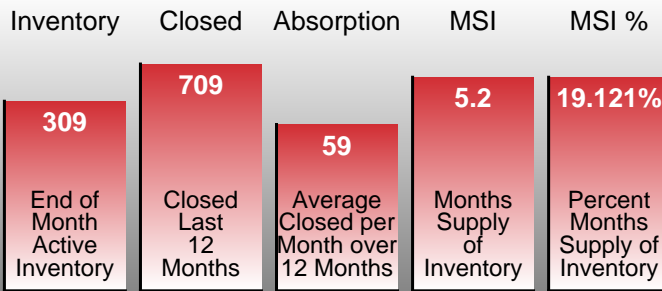
MONTHS SUPPLY of INVENTORY (MSI)

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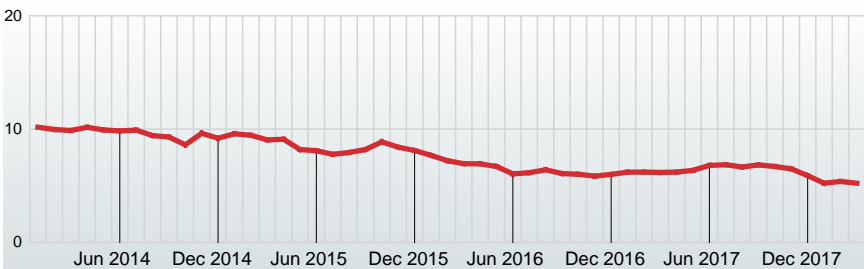
MSI FOR MARCH



INDICATORS FOR MARCH 2018



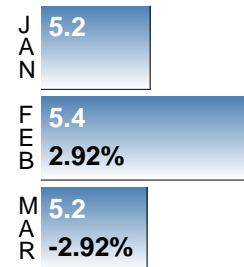
5 YEAR MARKET ACTIVITY TRENDS



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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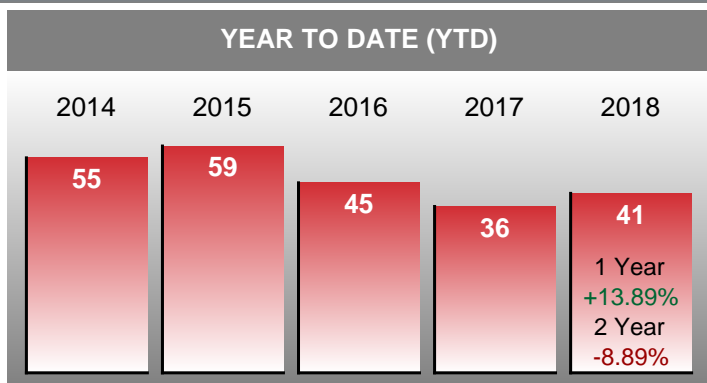
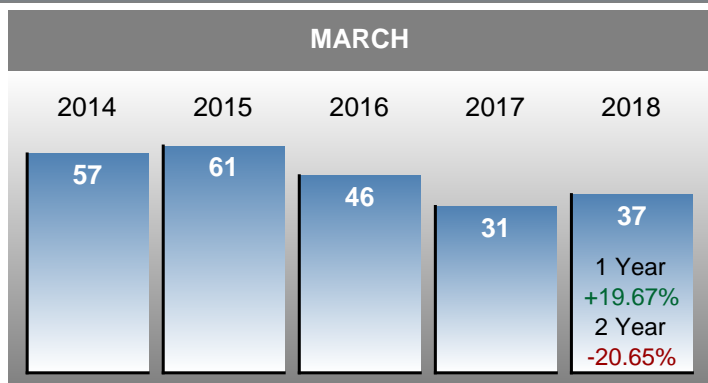
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MEDIAN DAYS ON MARKET TO SALE

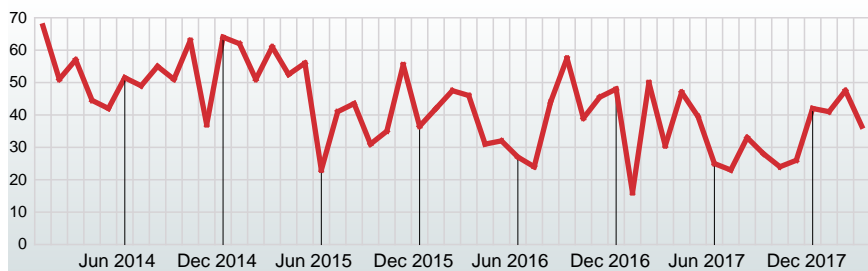
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5 YEAR MARKET ACTIVITY TRENDS

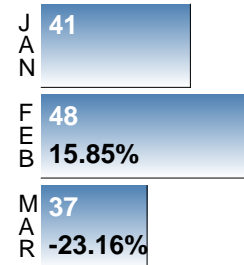
5yr MAR AVG = 46

3 MONTHS



High
Jan 2014 = 68
Low
Jan 2017 = 16

Median Days on Market this month at **37**, below the 5 yr MAR average of **46**



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
\$10,000 and less	3	3.95%	35.0	39.5	15.0	0.0	0.0
\$10,001 \$40,000	14	18.42%	30.0	61.5	8.5	29.0	15.0
\$40,001 \$60,000	8	10.53%	93.5	43.0	130.5	0.0	0.0
\$60,001 \$120,000	24	31.58%	31.0	35.0	14.0	43.5	0.0
\$120,001 \$150,000	8	10.53%	16.0	0.0	23.0	8.0	0.0
\$150,001 \$200,000	11	14.47%	49.0	85.0	49.0	43.0	0.0
\$200,001 and up	8	10.53%	50.5	12.0	68.0	56.0	0.0
Median Closed DOM	36.5			42.0	30.5	44.0	15.0
Total Closed Units	76	100%	36.5	15	48	12	1
Total Closed Volume	8,266,096			927.75K	5.71M	1.59M	37.50K

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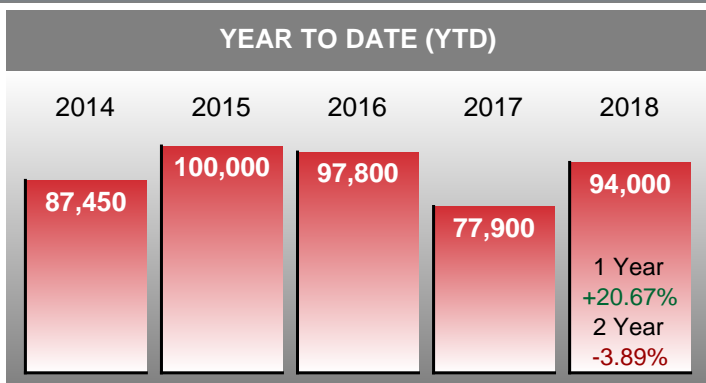
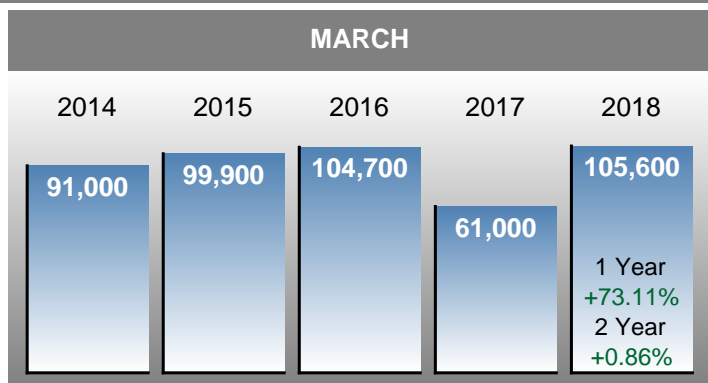
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MEDIAN LIST PRICE AT CLOSING

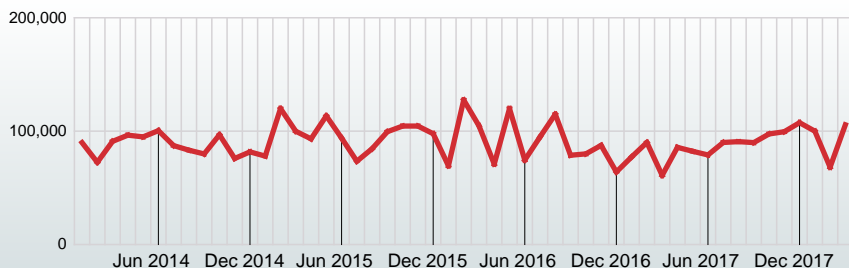
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 92,440

3 MONTHS



High
Feb 2016 = 127,450
Low
Mar 2017 = 61,000
Median List Price
this month at **105,600**,
above the 5 yr MAR
average of **92,440**

JAN	100,000
FEB	68,200
MAR	105,600
APR	54.84%

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
\$10,000 and less	2	2.63%	7,500	9,000	6,000	0	0
\$10,001 - \$40,000	14	18.42%	27,650	22,900	29,300	18,000	40,000
\$40,001 - \$60,000	8	10.53%	49,748	49,748	54,450	0	0
\$60,001 - \$120,000	23	30.26%	94,900	85,000	100,850	94,900	0
\$120,001 - \$150,000	10	13.16%	125,000	0	125,000	129,900	0
\$150,001 - \$200,000	12	15.79%	171,950	169,900	169,500	184,500	0
\$200,001 and up	7	9.21%	249,900	272,400	274,900	229,450	0
Median List Price			105,600	49,500	114,500	127,450	40,000
Total Closed Units	76	100%	105,600	15	48	12	1
Total Closed Volume	8,553,595			1.02M	5.88M	1.61M	40.00K

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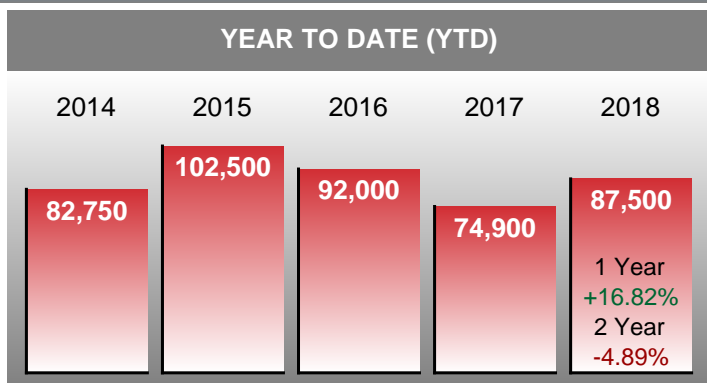
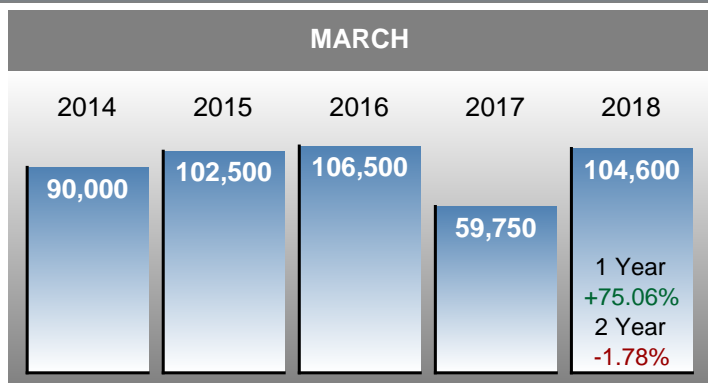
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MEDIAN SOLD PRICE AT CLOSING

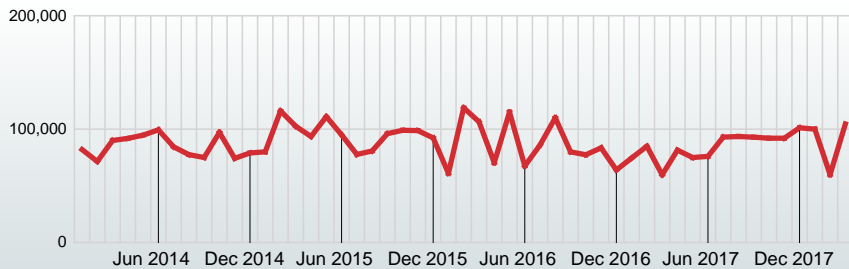
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 92,670

3 MONTHS



High
Feb 2016 = 118,825
Low
Mar 2017 = 59,750
Median Sold Price
this month at **104,600**,
above the 5 yr MAR
average of **92,670**

JAN	100,000
FEB	59,875 -40.13%
MAR	104,600 74.70%

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
\$10,000 and less	3	3.95%	8,000	8,000	5,000	0	0
\$10,001 - \$40,000	14	18.42%	29,875	29,875	26,400	16,600	37,500
\$40,001 - \$60,000	8	10.53%	49,998	49,998	50,500	0	0
\$60,001 - \$120,000	24	31.58%	100,850	78,500	106,000	97,300	0
\$120,001 - \$150,000	8	10.53%	125,500	0	125,000	126,000	0
\$150,001 - \$200,000	11	14.47%	167,800	157,500	167,800	170,000	0
\$200,001 and up	8	10.53%	244,500	261,600	259,500	208,000	0
Median Sold Price			104,600	39,000	111,375	125,500	37,500
Total Closed Units		100%	104,600	15	48	12	1
Total Closed Volume			8,266,096	927.75K	5.71M	1.59M	37.50K

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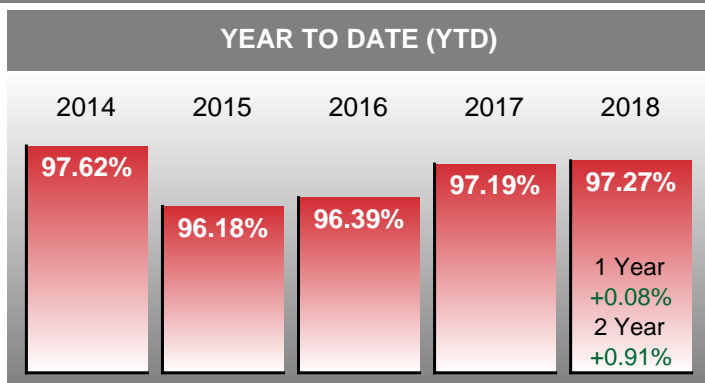
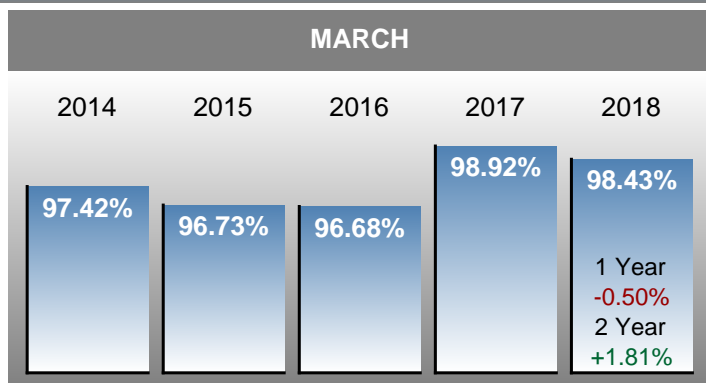
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

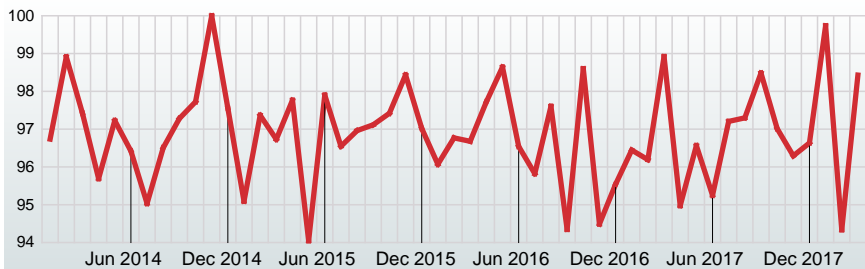
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5 YEAR MARKET ACTIVITY TRENDS

5yr MAR AVG = 97.64%

3 MONTHS



High
Nov 2014 = 100.00%

Low
May 2015 = 94.05%

Median Sold/List Ratio this month at **98.43%**, equal to 5 yr MAR average of **97.64%**

JAN	99.74%
FEB	94.34%
MAR	98.43%
APR	4.34%

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
\$10,000 and less	3	3.95%	83.33%	76.44%	83.33%	0.00%	0.00%
\$10,001 \$40,000	14	18.42%	92.59%	79.06%	96.48%	92.22%	93.75%
\$40,001 \$60,000	8	10.53%	95.08%	95.45%	95.08%	0.00%	0.00%
\$60,001 \$120,000	24	31.58%	100.00%	92.99%	100.00%	100.00%	0.00%
\$120,001 \$150,000	8	10.53%	100.00%	0.00%	101.08%	97.41%	0.00%
\$150,001 \$200,000	11	14.47%	100.00%	92.70%	100.00%	97.42%	0.00%
\$200,001 and up	8	10.53%	96.04%	96.04%	93.03%	99.09%	0.00%
Median Sold/List Ratio			98.43%	92.35%	100.00%	99.17%	93.75%
Total Closed Units		100%	98.43%	15	48	12	1
Total Closed Volume				927.75K	5.71M	1.59M	37.50K

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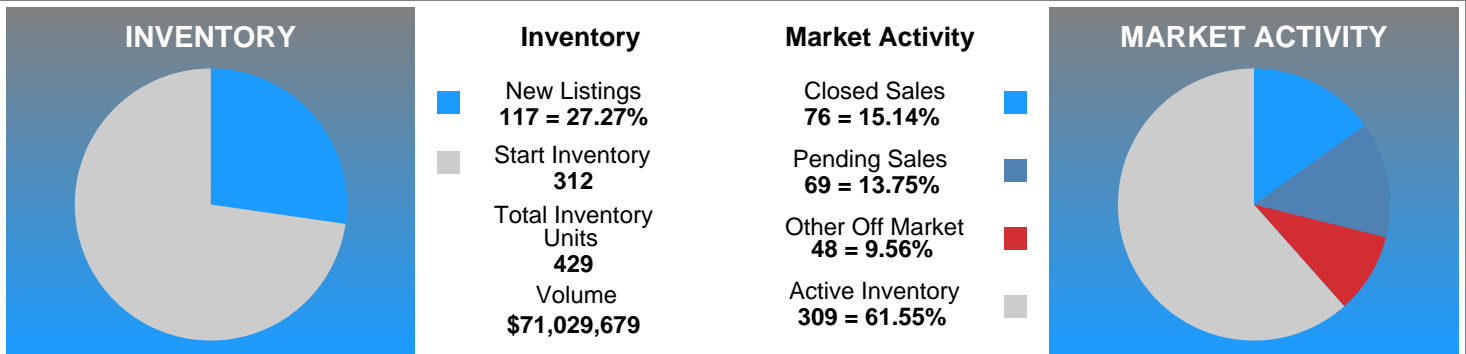
March 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

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

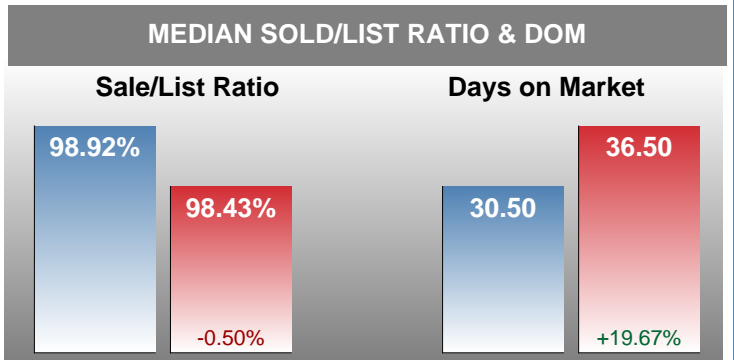
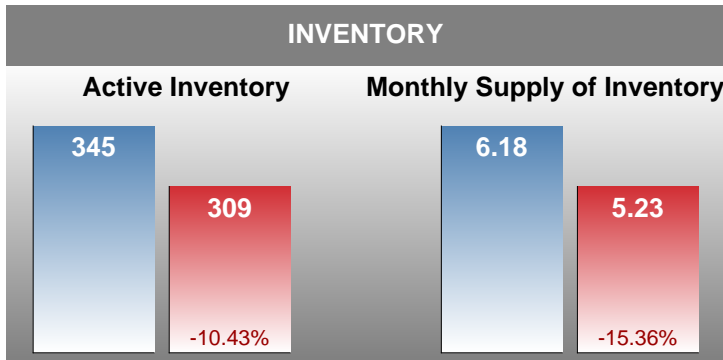
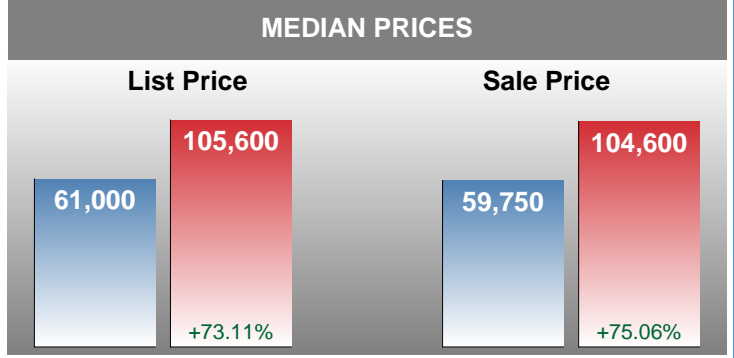
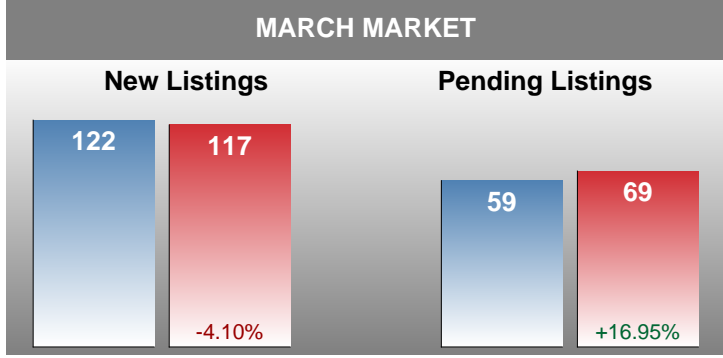


Compared Metrics	March			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	62	76	22.58%	143	193	34.97%
Pending Sales	59	69	16.95%	172	226	31.40%
New Listings	122	117	-4.10%	342	363	6.14%
Median List Price	61,000	105,600	73.11%	77,900	94,000	20.67%
Median Sale Price	59,750	104,600	75.06%	74,900	87,500	16.82%
Median Percent of Selling Price to List Price	98.92%	98.43%	-0.50%	97.19%	97.27%	0.08%
Median Days on Market to Sale	30.50	36.50	19.67%	36.00	41.00	13.89%
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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