



February 2017

Area Delimited by County Of Muskogee

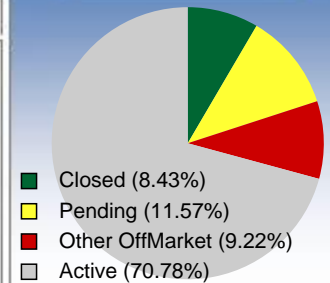


Absorption: Last 12 months, an Average of **57** Sales/Month

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

	FEBRUARY		
	2016	2017	+/- %
Closed Listings	36	43	19.44%
Pending Listings	49	59	20.41%
New Listings	120	115	-4.17%
Median List Price	124,750	90,000	-27.86%
Median Sale Price	108,750	84,900	-21.93%
Median Percent of List Price to Selling Price	96.38%	96.19%	-0.19%
Median Days on Market to Sale	50.50	50.00	-0.99%
End of Month Inventory	358	361	0.84%
Months Supply of Inventory	7.39	6.39	-13.59%

Market Activity



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.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **21.93%** in February 2017 to \$84,900 versus the previous year at \$108,750.

Median Days on Market Shortens

The median number of **50.00** days that homes spent on the market before selling decreased by 0.50 days or **0.99%** in February 2017 compared to last year's same month at **50.50** DOM.

Sales Success for February 2017 is Positive

Overall, with Median Prices falling and Days on Market decreasing, 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.

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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.

Are You Ready to Buy or Sell Real Estate?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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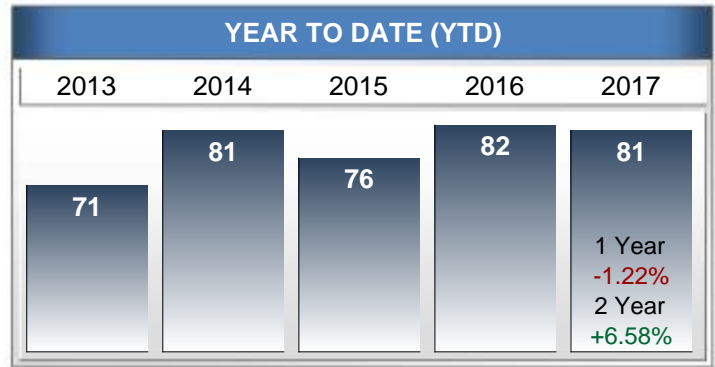
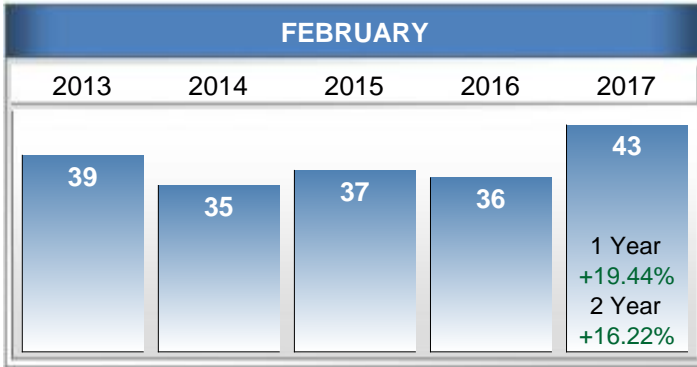
Closed Sales as of Mar 13, 2017



Closed Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤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%	102.5	2	2	0	0
\$20,001 - \$60,000	10	23.26%	31.0	3	6	1	0
\$60,001 - \$100,000	9	20.93%	59.0	0	7	2	0
\$100,001 - \$140,000	8	18.60%	63.5	0	8	0	0
\$140,001 - \$160,000	4	9.30%	48.5	1	1	1	1
\$160,001 and up	7	16.28%	73.0	0	4	2	1
Total Closed Units:	43		50.0	7	28	6	2
Total Closed Volume:	4,810,610			272.90K	2.63M	1.15M	757.00K
Median Closed Price:	\$84,900			\$21,000	\$94,000	\$110,700	\$378,500



Monthly Inventory Analysis

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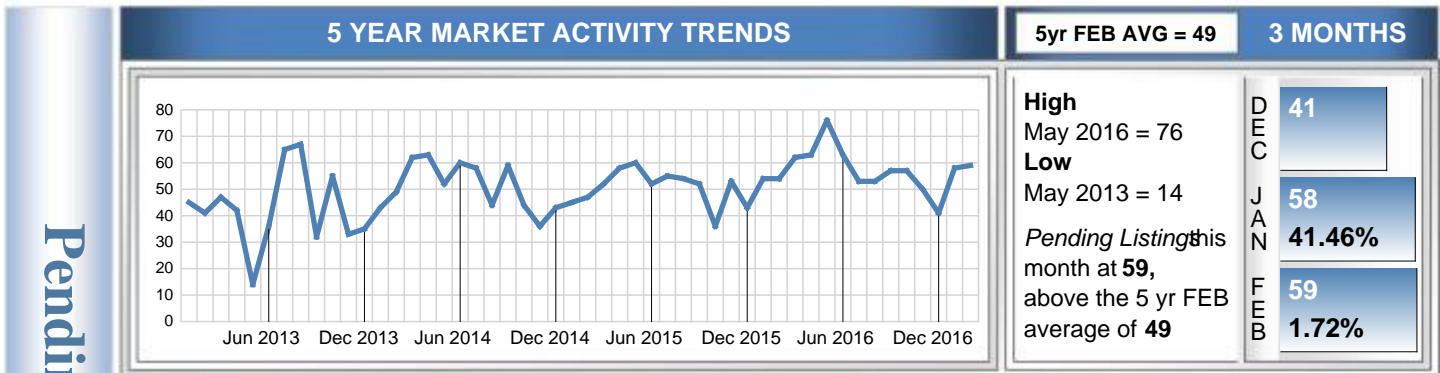
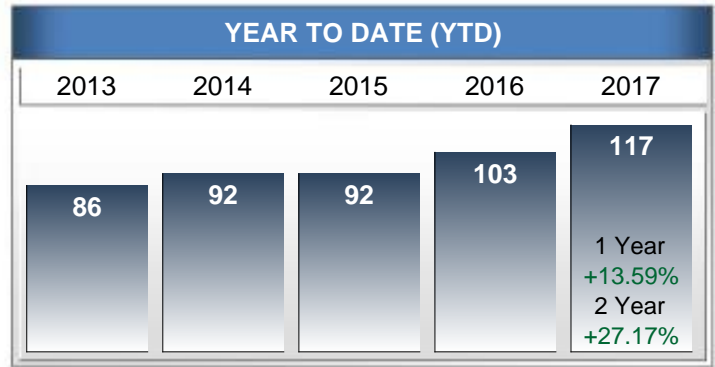
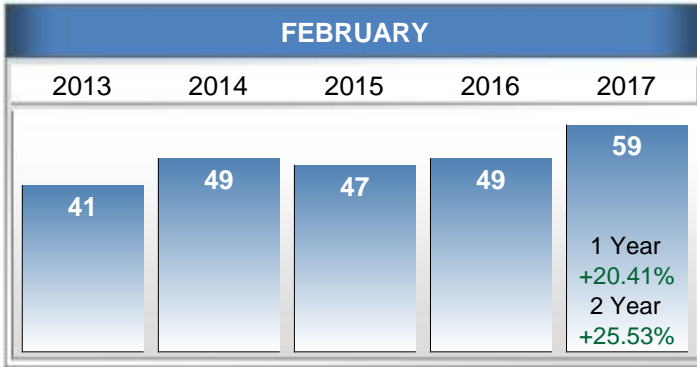
Pending Listings as of Mar 13, 2017



Pending Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



Pending Listings

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Contact an experienced REALTOR

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	0	0.00%	73.0	0	0	0	0
\$10,001 - \$20,000	9	15.25%	10.0	6	3	0	0
\$20,001 - \$40,000	13	22.03%	21.0	8	4	1	0
\$40,001 - \$90,000	13	22.03%	80.0	6	7	0	0
\$90,001 - \$140,000	10	16.95%	18.0	1	8	1	0
\$140,001 - \$160,000	6	10.17%	102.0	0	5	1	0
\$160,001 and up	8	13.56%	77.5	2	2	3	1
Total Pending Units:	59		46.0	23	29	6	1
Total Pending Volume:	5,633,913			1.26M	2.80M	928.70K	649.90K
Median Listing Price:	\$79,900			\$33,333	\$95,000	\$164,700	\$649,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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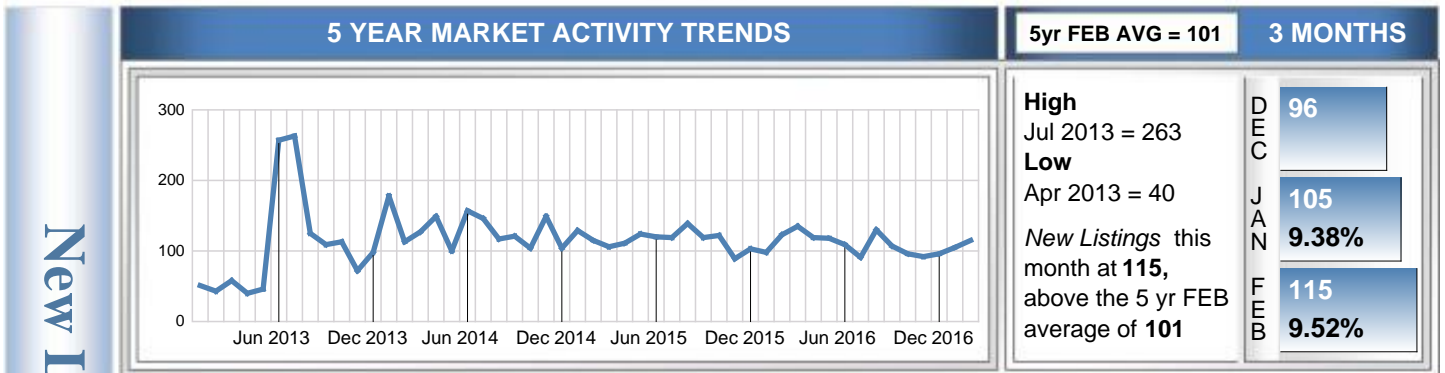
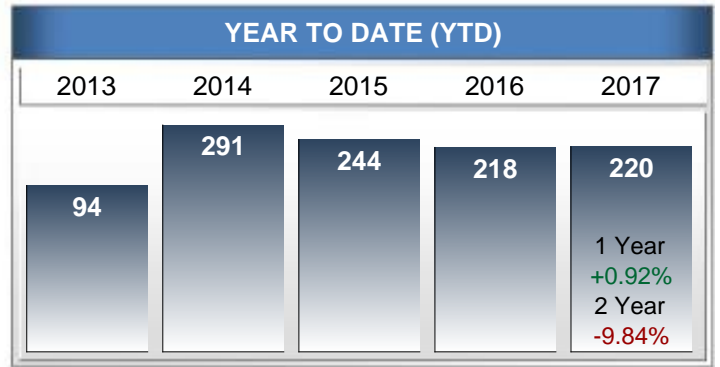
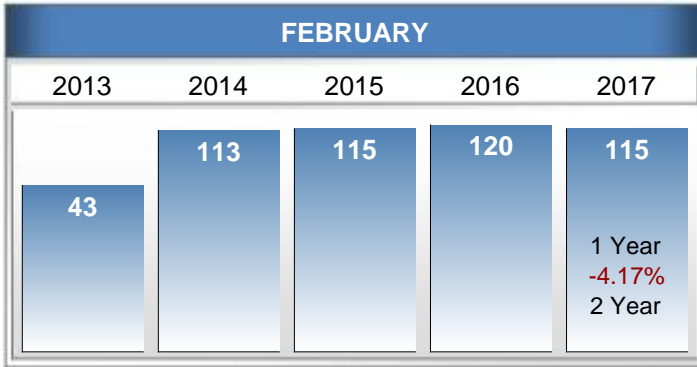
New Listings as of Mar 13, 2017



New Listings

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



New Listings

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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
Median New Listed Listing Price:			\$28,250	\$99,600	\$199,500	\$72,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

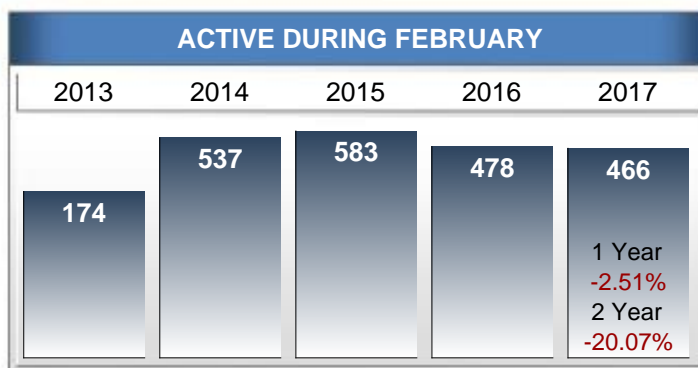
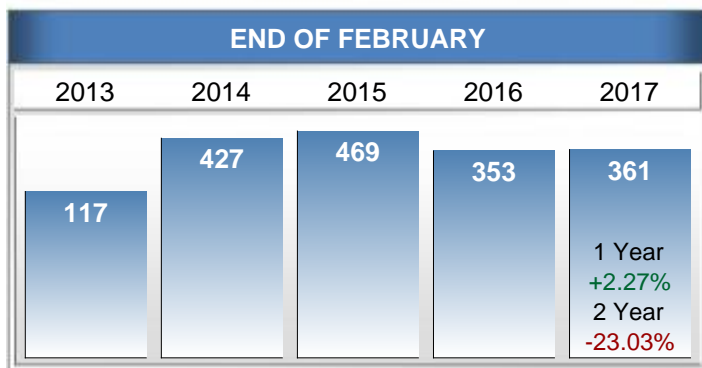
Active Inventory as of Mar 13, 2017



Active Inventory

Report Produced on: Mar 13, 2017

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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%
2.56%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	37	10.25%	22.0	35	2	0	0		
\$20,001 \$40,000	35	9.70%	86.0	29	5	1	0		
\$40,001 \$60,000	55	15.24%	84.0	26	24	3	2		
\$60,001 \$120,000	89	24.65%	60.0	28	49	11	1		
\$120,001 \$190,000	57	15.79%	60.0	10	36	8	3		
\$190,001 \$320,000	51	14.13%	78.0	9	17	22	3		
\$320,001 and up	37	10.25%	82.0	24	2	7	4		
Total Active Inventory by Units:				361	69.0	161	135	52	13
Total Active Inventory by Volume:				58,800,617		28.46M	16.42M	10.83M	3.09M
Median Active Inventory Listing Price:				\$98,000		\$52,000	\$109,000	\$202,450	\$233,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2017

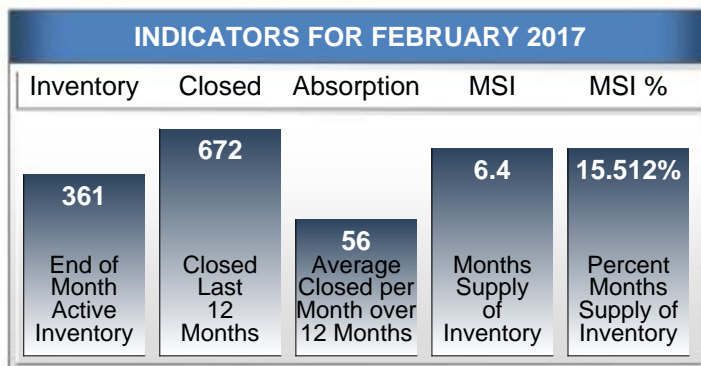
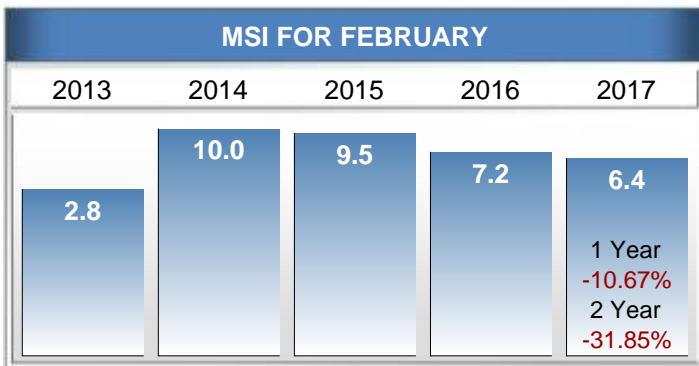
Active Inventory as of Mar 13, 2017



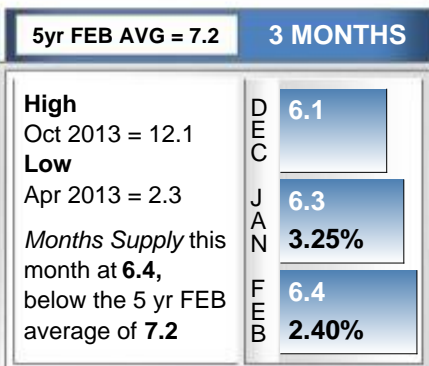
Months Supply of Inventory

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



Months Supply
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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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February 2017

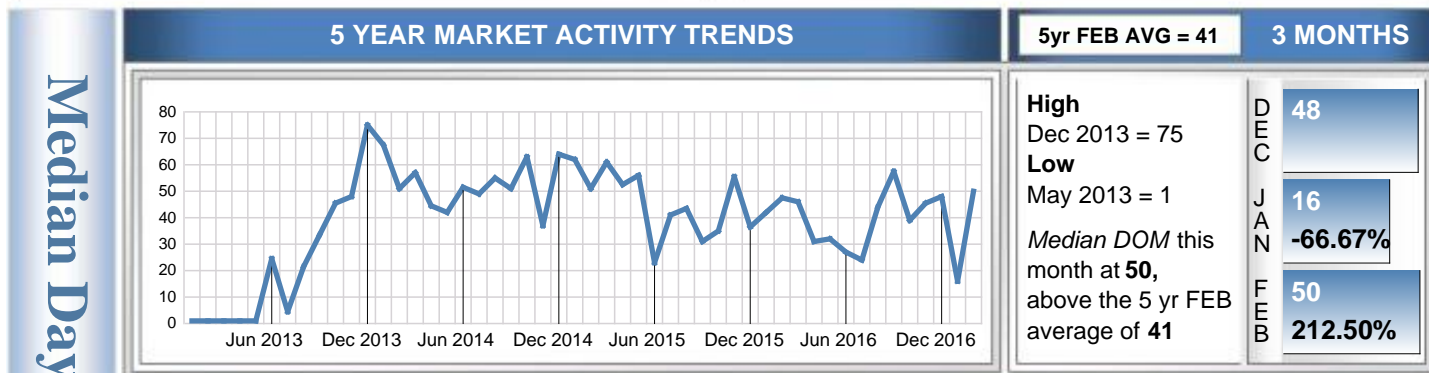
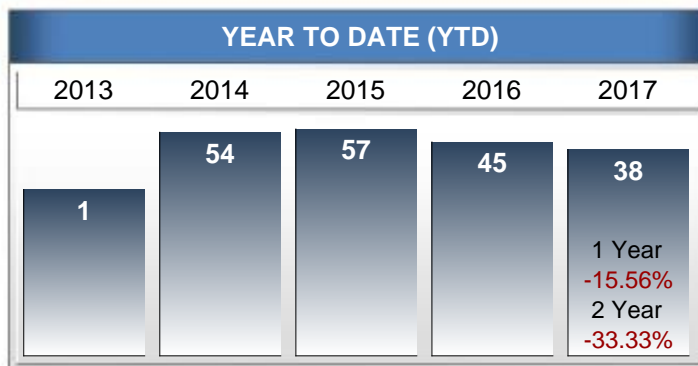
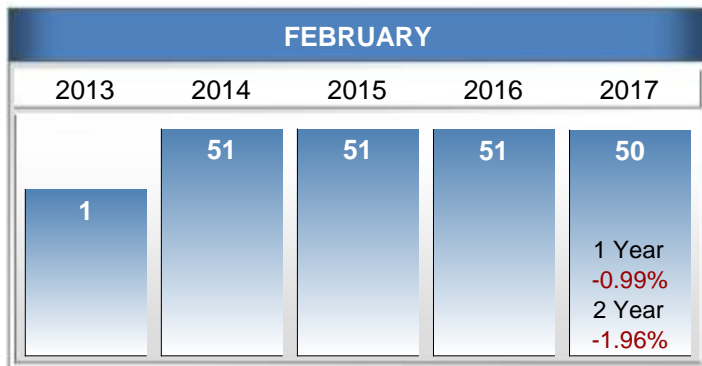
Closed Sales as of Mar 13, 2017



Median Days on Market to Sale

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Median Days on Market

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MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	≤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%	102.5	108.0	64.5	0.0	0.0
\$20,001 \$60,000	10	23.26%	31.0	43.0	21.5	32.0	0.0
\$60,001 \$100,000	9	20.93%	59.0	0.0	59.0	46.0	0.0
\$100,001 \$140,000	8	18.60%	63.5	0.0	63.5	0.0	0.0
\$140,001 \$160,000	4	9.30%	48.5	7.0	161.0	72.0	25.0
\$160,001 and up	7	16.28%	73.0	0.0	66.0	76.0	73.0
Median Closed DOM:	50.0			90.0	42.0	61.0	49.0
Total Closed Units:	43			7	28	6	2
Total Closed Volume:	4,810,610			272.90K	2.63M	1.15M	757.00K



Monthly Inventory Analysis

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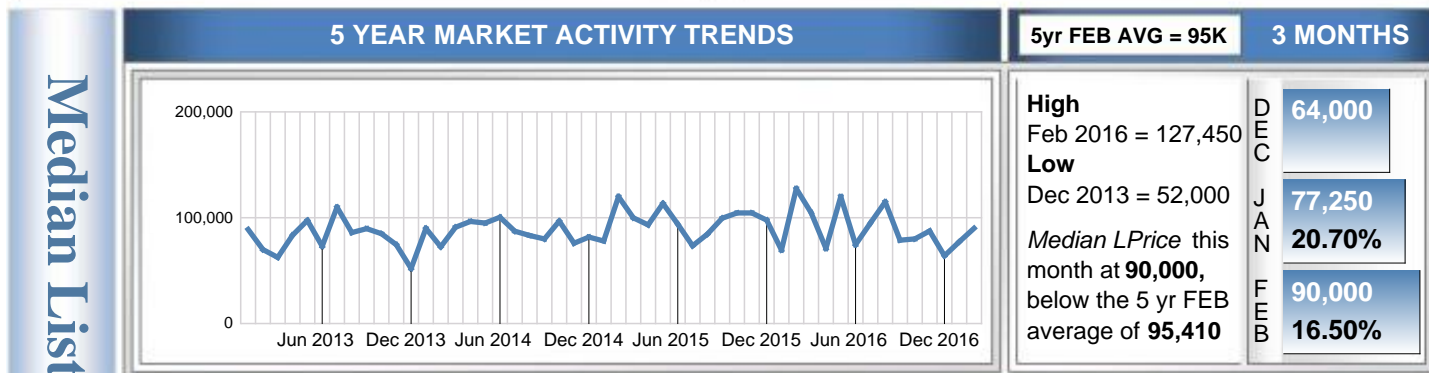
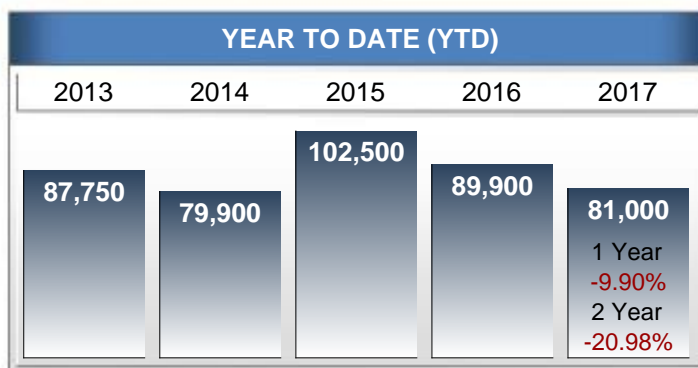
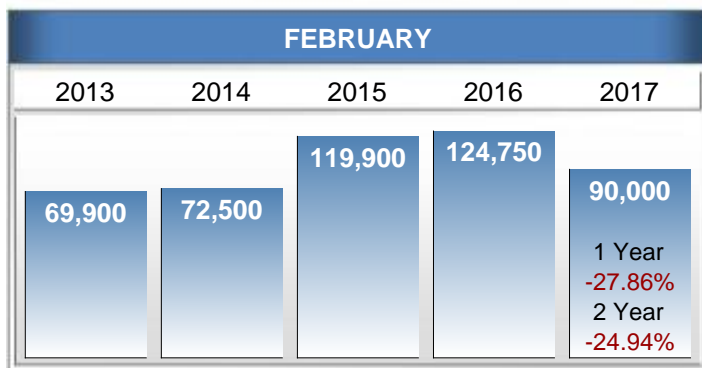
Closed Sales as of Mar 13, 2017



Median List Price at Closing

Report Produced on: Mar 13, 2017

Area Delimited by County Of Muskogee



Median List Price

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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	0		0.00%	73	0	0	0	0
\$10,001 - \$20,000	6		13.95%	16,250	17,500	15,000	0	0
\$20,001 - \$60,000	8		18.60%	36,950	35,000	40,700	25,000	0
\$60,001 - \$100,000	8		18.60%	79,900	0	82,400	78,900	0
\$100,001 - \$140,000	9		20.93%	109,900	0	109,900	0	0
\$140,001 - \$160,000	5		11.63%	149,500	149,900	145,750	142,000	149,900
\$160,001 and up	7		16.28%	249,500	0	169,700	436,750	649,900
Median List Price:	\$90,000				\$22,900	\$104,250	\$110,950	\$399,900
Total Closed Units:	43				7	28	6	2
Total List Volume:	5,052,300				297.20K	2.76M	1.20M	799.80K



Monthly Inventory Analysis

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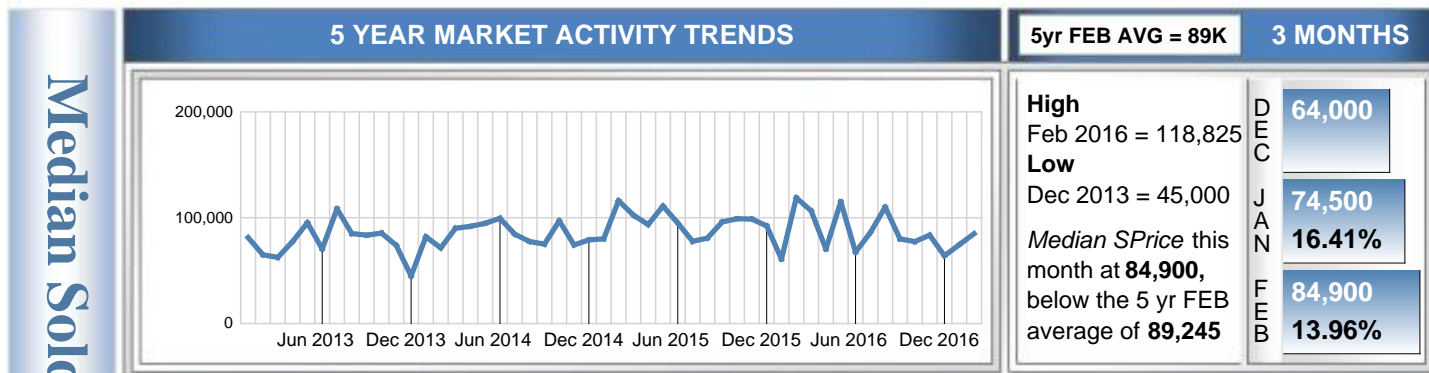
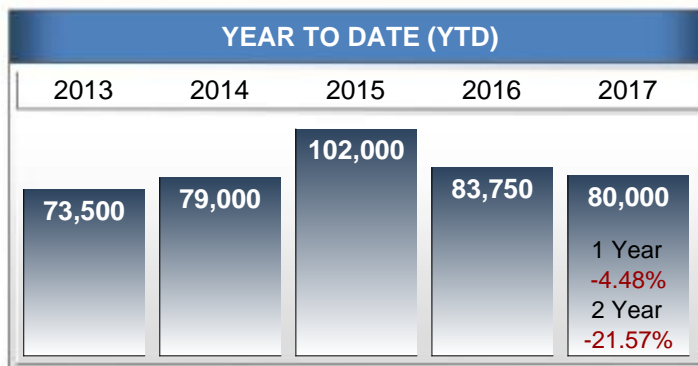
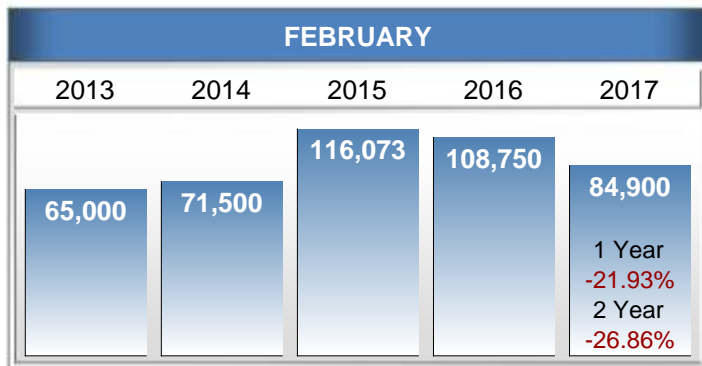
Closed Sales as of Mar 13, 2017



Median Sold Price at Closing

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Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤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%	13,150	16,500	12,150	0	0
\$20,001 \$60,000	10		23.26%	31,553	25,000	38,950	28,105	0
\$60,001 \$100,000	9		20.93%	80,000	0	82,000	70,700	0
\$100,001 \$140,000	8		18.60%	114,500	0	114,500	0	0
\$140,001 \$160,000	4		9.30%	149,700	149,900	149,500	142,000	152,000
\$160,001 and up	7		16.28%	240,000	0	168,700	419,750	605,000
Median Closed Price:	\$84,900				\$21,000	\$94,000	\$110,700	\$378,500
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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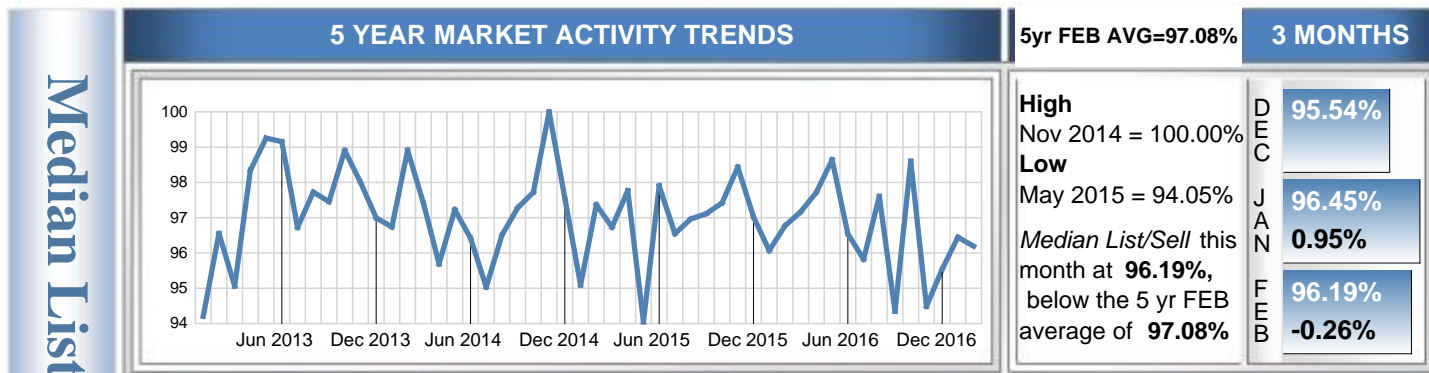
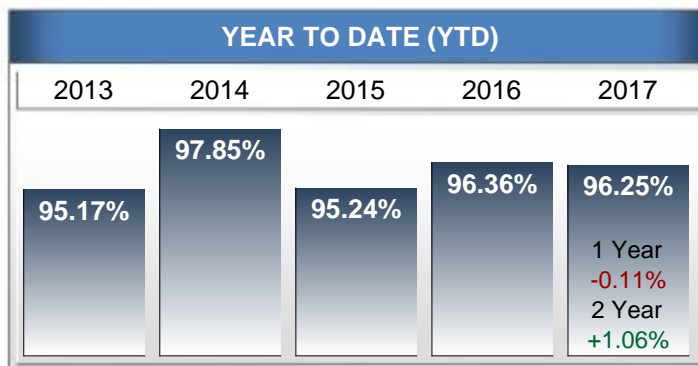
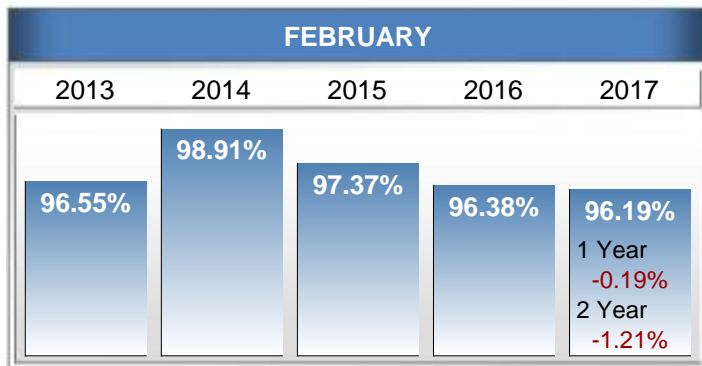
Closed Sales as of Mar 13, 2017



Median Percent of List Price to Selling Price

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

Distribution of Median L/S % by Price Range		%	ML/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%	81.48%	77.38%	90.00%	0.00%	0.00%
\$20,001 \$60,000	10	23.26%	96.00%	87.72%	96.00%	112.42%	0.00%
\$60,001 \$100,000	9	20.93%	93.87%	0.00%	93.87%	89.76%	0.00%
\$100,001 \$140,000	8	18.60%	96.14%	0.00%	96.14%	0.00%	0.00%
\$140,001 \$160,000	4	9.30%	100.00%	100.00%	100.00%	100.00%	101.40%
\$160,001 and up	7	16.28%	96.41%	0.00%	98.53%	96.03%	93.09%
Median List/Sell Ratio:	96.19%			82.97%	96.46%	98.20%	97.25%
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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Monthly Inventory Analysis

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February 2017

Inventory as of Mar 13, 2017



Market Summary

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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%
Median List Price	124,750	90,000	-27.86%	89,900	81,000	-9.90%
Median Sale Price	108,750	84,900	-21.93%	83,750	80,000	-4.48%
Median Percent of List Price to Selling Price	96.38%	96.19%	-0.19%	96.36%	96.25%	-0.11%
Median Days on Market to Sale	50.50	50.00	-0.99%	45.00	38.00	-15.56%
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%

