



February 2018

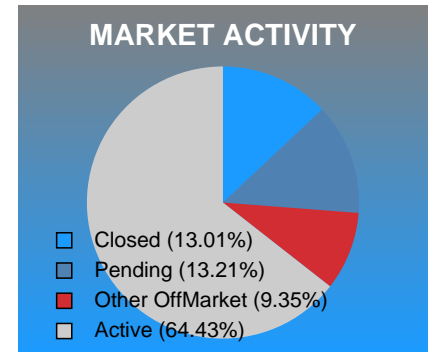
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

Report produced on Mar 12, 2018 for Greater Tulsa Association of REALTORS

Compared Metrics	February		
	2017	2018	+/-%
Closed Listings	43	64	48.84%
Pending Listings	56	65	16.07%
New Listings	115	129	12.17%
Average List Price	117,495	75,980	-35.33%
Average Sale Price	111,875	72,118	-35.54%
Average Percent of List Price to Selling Price	93.95%	91.87%	-2.21%
Average Days on Market to Sale	60.58	65.83	8.66%
End of Month Inventory	348	317	-8.91%
Months Supply of Inventory	6.16	5.47	-11.14%



Absorption: Last 12 months, an Average of **58** Sales/Month
Active Inventory as of February 28, 2018 = **317**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of February 2018 decreased **8.91%** to 317 existing homes available for sale. Over the last 12 months this area has had an average of 58 closed sales per month. This represents an unsold inventory index of **5.47** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **35.54%** in February 2018 to \$72,118 versus the previous year at \$111,875.

Average Days on Market Lengthens

The average number of **65.83** days that homes spent on the market before selling increased by 5.25 days or **8.66%** in February 2018 compared to last year's same month at **60.58** DOM.

Sales Success for February 2018 is Positive

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

There were 129 New Listings in February 2018, up **12.17%** from last year at 115. Furthermore, there were 64 Closed Listings this month versus last year at 43, a **48.84%** increase.

Closed versus Listed trends yielded a **49.6%** ratio, up from previous year's, February 2017, at **37.4%**, a **32.68%** 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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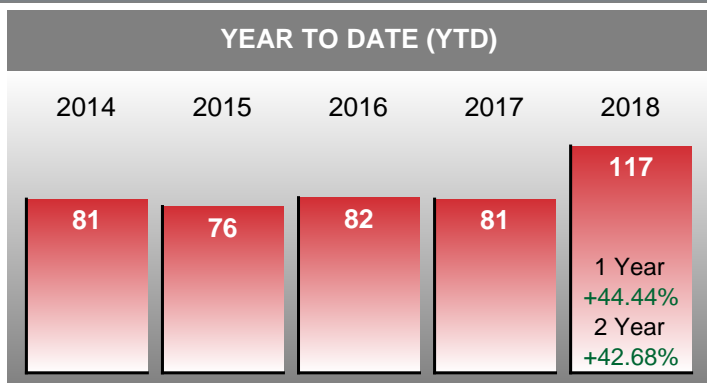
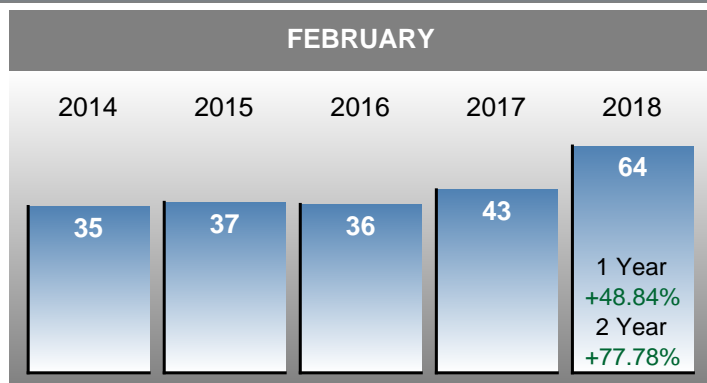
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CLOSED LISTINGS

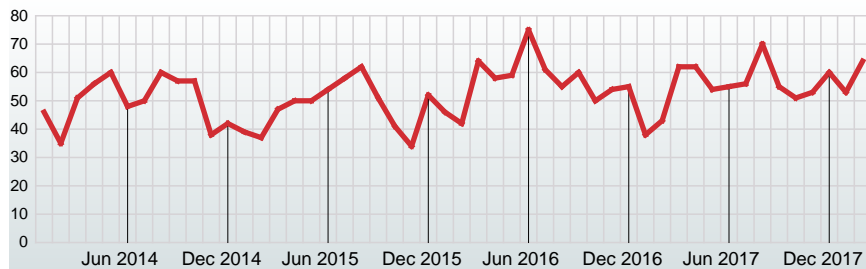
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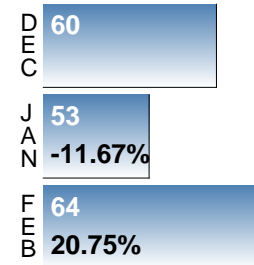
5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 43

3 MONTHS



High
Jun 2016 = 75
Low
Nov 2015 = 34
Closed Listings
this month at **64**,
above the 5 yr FEB
average of **43**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings 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-\$10,000	14	21.88%	130.4	13	1	0	0
\$10,001-\$30,000	6	9.38%	39.3	2	3	1	0
\$30,001-\$90,000	20	31.25%	41.0	4	12	3	1
\$90,001-\$120,000	10	15.63%	52.3	0	9	1	0
\$120,001-\$140,000	5	7.81%	76.6	0	3	2	0
\$140,001 and up	9	14.06%	47.4	1	7	0	1
Total Closed Units	64			20	35	7	2
Total Closed Volume	4,615,560	100%	65.8	442.00K	3.34M	562.55K	266.03K
Average Closed Price	\$72,118			\$22,100	\$95,571	\$80,364	\$133,014

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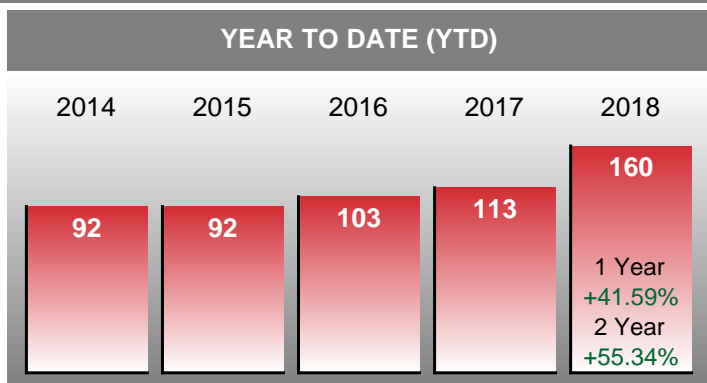
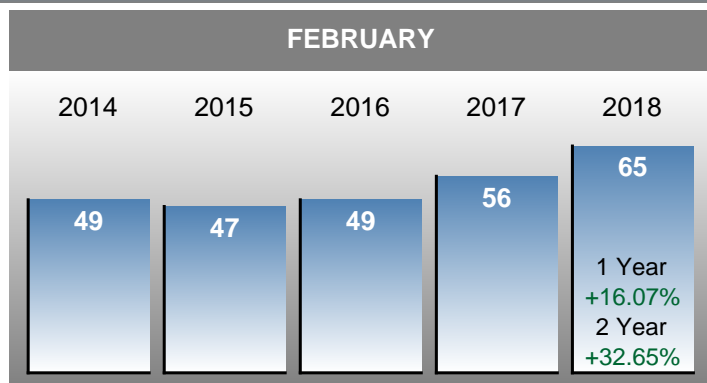
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PENDING LISTINGS

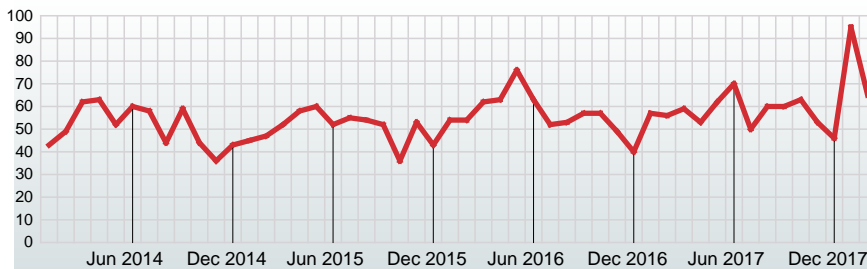
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 53

3 MONTHS



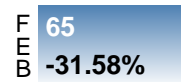
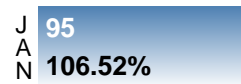
High

Jan 2018 = 95

Low

Oct 2015 = 36

Pending Listings this month at **65**, above the 5 yr FEB average of **53**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	4.62%	75.3	2	1	0	0
\$10,001 - \$30,000	7	10.77%	57.4	4	3	0	0
\$30,001 - \$60,000	13	20.00%	57.6	5	6	1	1
\$60,001 - \$120,000	16	24.62%	52.8	1	13	2	0
\$120,001 - \$150,000	10	15.38%	29.4	0	7	3	0
\$150,001 - \$190,000	8	12.31%	68.3	1	5	2	0
\$190,001 and up	8	12.31%	34.4	2	5	1	0
Total Pending Units	65			15	40	9	1
Total Pending Volume	8,861,794	100%	56.6	3.16M	4.52M	1.14M	40.00K
Average Listing Price	\$92,100			\$210,800	\$113,022	\$126,544	\$40,000

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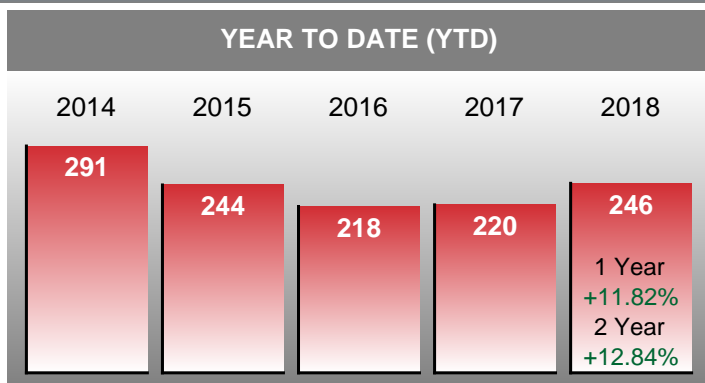
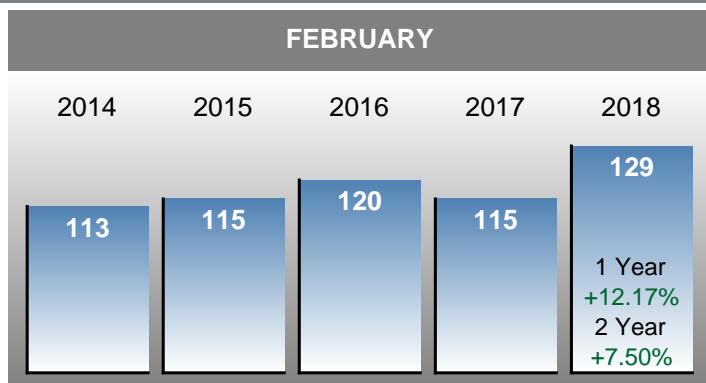
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NEW LISTINGS

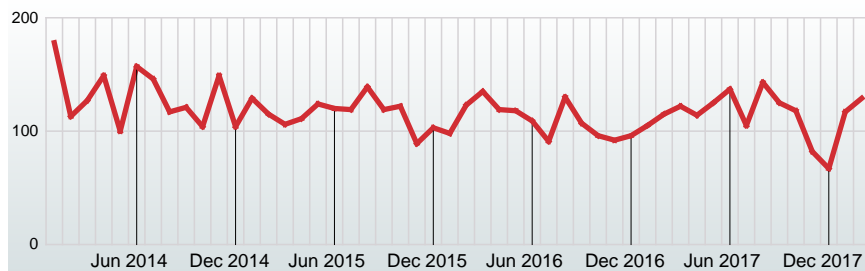
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 118

3 MONTHS



High
Jan 2014 = 178
Low
Dec 2017 = 67
New Listings
this month at **129**,
above the 5 yr FEB
average of **118**

DEC	67
JAN	117
74.63%	
FEB	129
10.26%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	10	7.75%	9	1	0	0
\$10,001 \$30,000	16	12.40%	11	5	0	0
\$30,001 \$50,000	22	17.05%	12	7	2	1
\$50,001 \$100,000	32	24.81%	9	19	3	1
\$100,001 \$170,000	17	13.18%	2	11	4	0
\$170,001 \$240,000	20	15.50%	1	13	6	0
\$240,001 and up	12	9.30%	8	1	2	1
Total New Listed Units	129		52	57	17	3
Total New Listed Volume	24,635,389	100%	15.34M	6.11M	2.79M	393.90K
Average New Listed Listing Price	\$140,000		\$294,973	\$107,261	\$164,059	\$131,300

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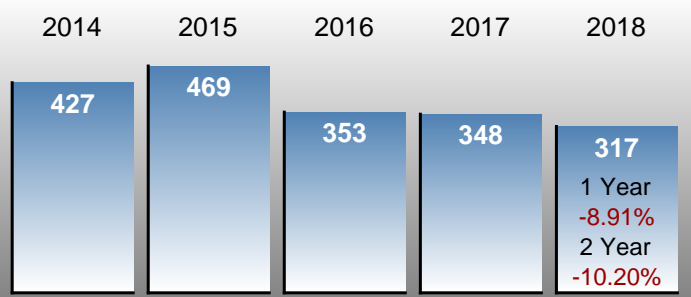
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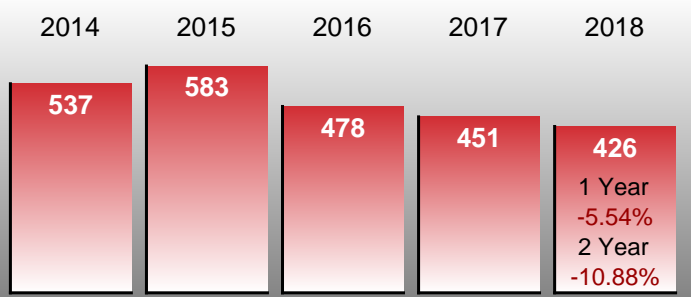
ACTIVE INVENTORY

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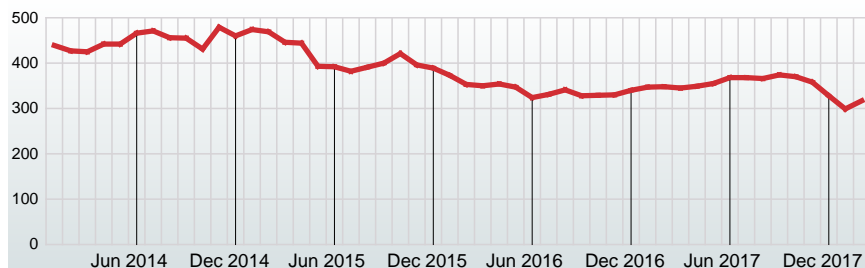
END OF FEBRUARY



ACTIVE DURING FEBRUARY



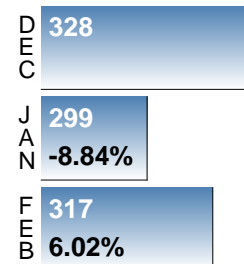
5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 383

3 MONTHS

High
Nov 2014 = 479
Low
Jan 2018 = 299
Inventory
this month at **317**,
below the 5 yr FEB
average of **383**



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	54	17.03%	66.5	47	5	1	1
\$25,001-\$50,000	52	16.40%	99.9	32	18	2	0
\$50,001-\$125,000	81	25.55%	76.0	29	46	5	1
\$125,001-\$200,000	58	18.30%	72.6	8	37	11	2
\$200,001-\$325,000	40	12.62%	87.7	13	10	16	1
\$325,001 and up	32	10.09%	81.2	22	5	3	2
Total Active Inventory by Units	317			151	121	38	7
Total Active Inventory by Volume	55,721,910	100%	79.7	31.14M	15.18M	7.65M	1.76M
Average Active Inventory Listing Price	\$175,779			\$206,201	\$125,457	\$201,271	\$250,986

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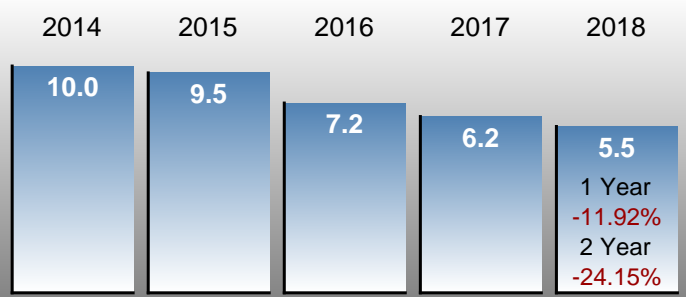
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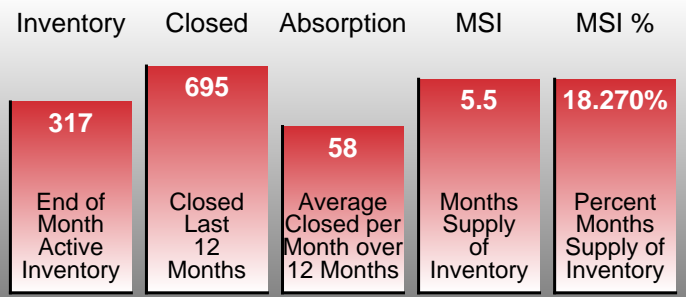
MONTHS SUPPLY of INVENTORY (MSI)

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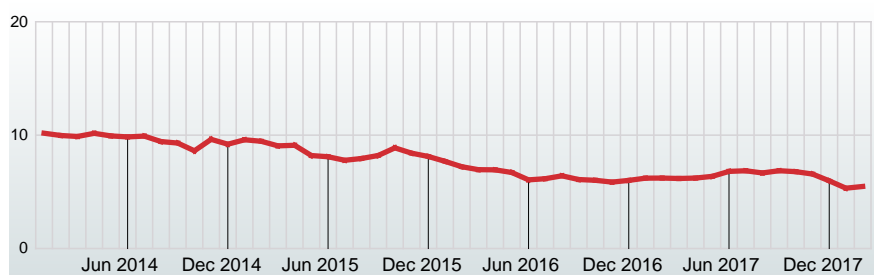
MSI FOR FEBRUARY



INDICATORS FOR FEBRUARY 2018



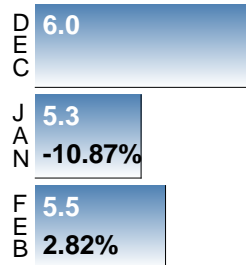
5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 7.7

3 MONTHS

High
Jan 2014 = 10.2
Low
Jan 2018 = 5.3
Months Supply
this month at **5.5**,
below the 5 yr FEB
average of 7.7



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	16	5.05%	7.7	8.7	4.8	0.0	12.0
\$10,001 - \$30,000	48	15.14%	5.0	7.5	2.0	1.2	0.0
\$30,001 - \$50,000	42	13.25%	5.8	9.8	3.6	3.4	0.0
\$50,001 - \$130,000	85	26.81%	3.8	8.0	3.0	2.1	3.0
\$130,001 - \$200,000	54	17.03%	4.9	12.0	4.3	4.6	12.0
\$200,001 - \$320,000	38	11.99%	8.1	44.0	5.7	6.9	3.0
\$320,001 and up	34	10.73%	51.0	288.0	30.0	18.0	8.0
Market Supply of Inventory (MSI)	5.5	100%	5.5	10.7	3.6	4.3	5.3
Total Active Inventory by Units	317			151	121	38	7

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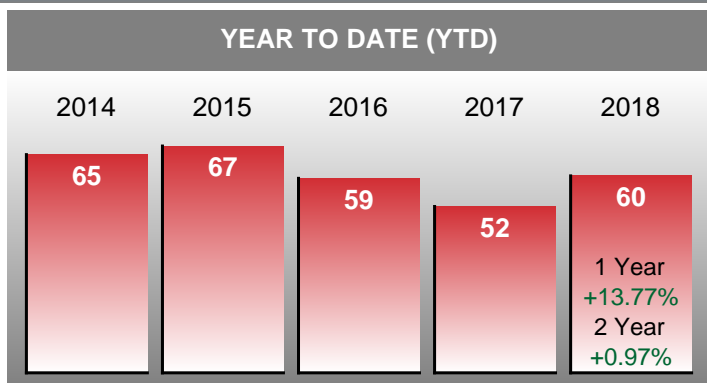
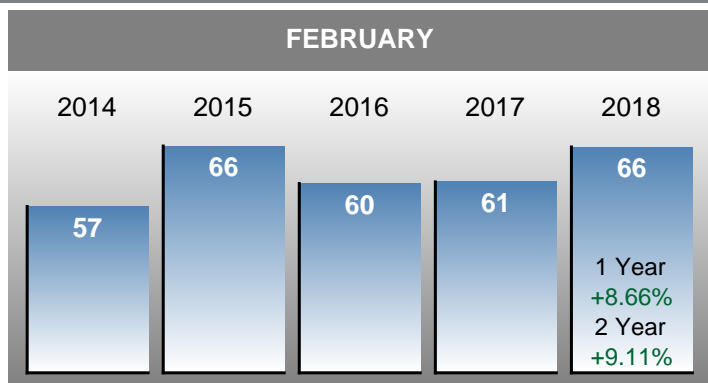
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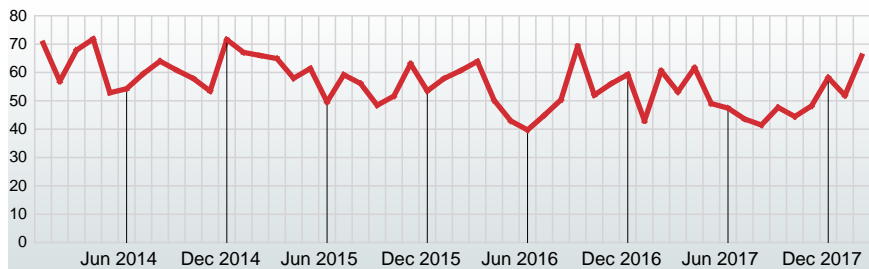


AVERAGE DAYS ON MARKET TO SALE

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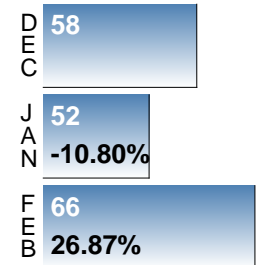


5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 62 **3 MONTHS**

High
Apr 2014 = 72
Low
Jun 2016 = 40
Average Days on Market
this month at **66**,
above the 5 yr FEB
average of **62**



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
\$0 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$1-\$10,000	14	21.88%	130.4	128.0	161.0	0.0	0.0
\$10,001-\$30,000	6	9.38%	39.3	55.5	38.0	11.0	0.0
\$30,001-\$90,000	20	31.25%	41.0	49.3	45.3	25.3	3.0
\$90,001-\$120,000	10	15.63%	52.3	0.0	49.6	77.0	0.0
\$120,001-\$140,000	5	7.81%	76.6	0.0	75.0	79.0	0.0
\$140,001 and up	9	14.06%	47.4	9.0	53.6	0.0	43.0
Average Closed DOM			65.8	99.1	53.3	46.0	23.0
Total Closed Units		100%	65.8	20	35	7	2
Total Closed Volume			4,615,560	442.00K	3.34M	562.55K	266.03K

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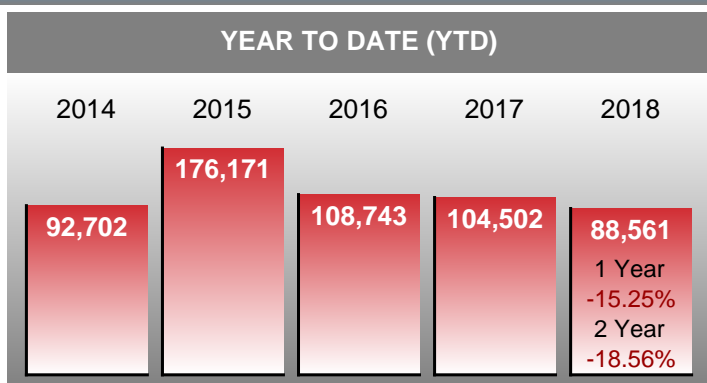
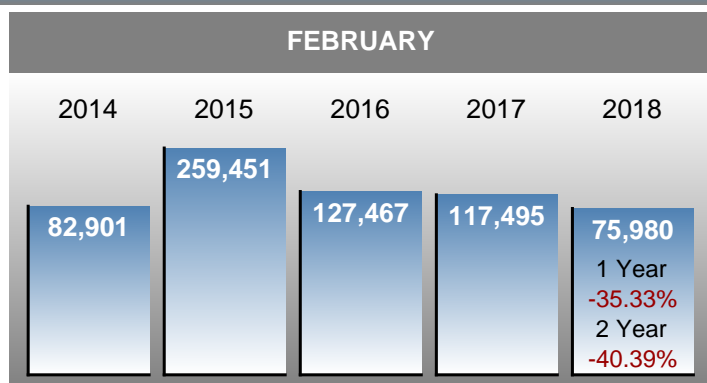
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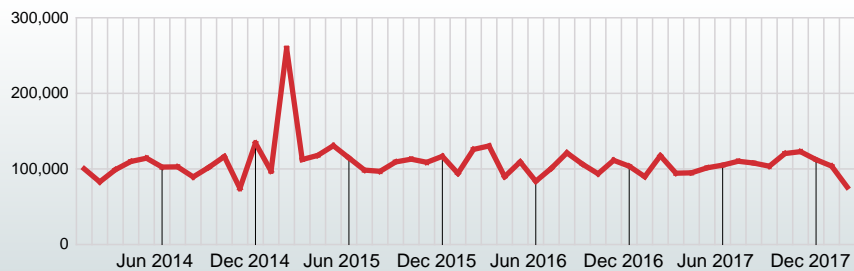
AVERAGE LIST PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 132,659 **3 MONTHS**



High
Feb 2015 = 259,451
Low
Nov 2014 = 74,288
Average List Price
this month at **75,980**,
below the 5 yr FEB
average of **132,659**

DEC	112,302
JAN	103,752
FEB	75,980
	-7.61%
	-26.77%

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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$10,000	12	18.75%	9,250	9,385	16,000	0	0
\$10,001-\$30,000	8	12.50%	18,194	15,450	25,250	11,900	0
\$30,001-\$90,000	17	26.56%	55,012	49,950	61,125	63,933	94,500
\$90,001-\$120,000	12	18.75%	104,167	0	110,067	99,900	0
\$120,001-\$140,000	3	4.69%	133,300	0	146,333	137,500	0
\$140,001 and up	12	18.75%	168,425	150,000	180,171	0	170,900
Average List Price			75,980	25,135	100,459	82,657	132,700
Total Closed Units		100%	75,980	20	35	7	2
Total Closed Volume			4,862,750	502.70K	3.52M	578.60K	265.40K

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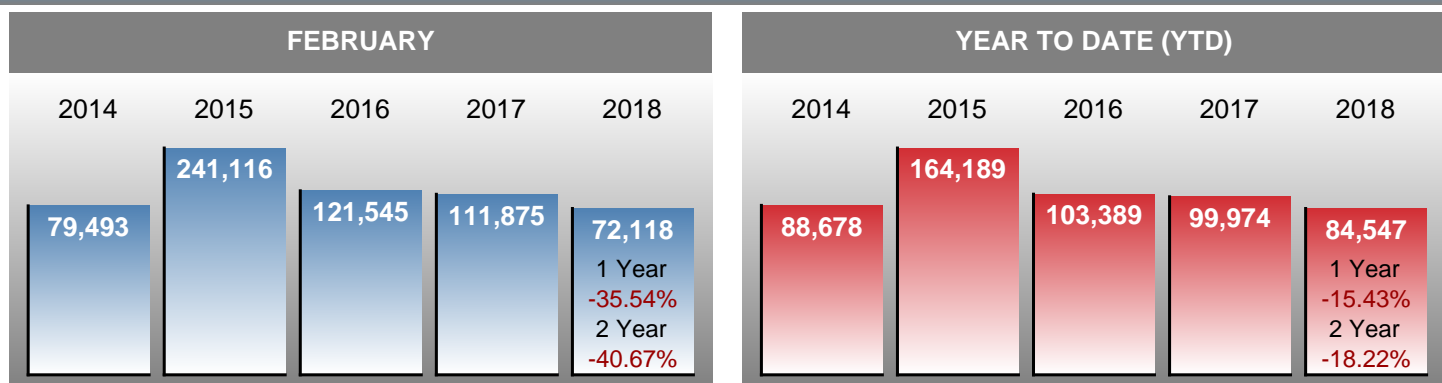
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AVERAGE SOLD PRICE AT CLOSING

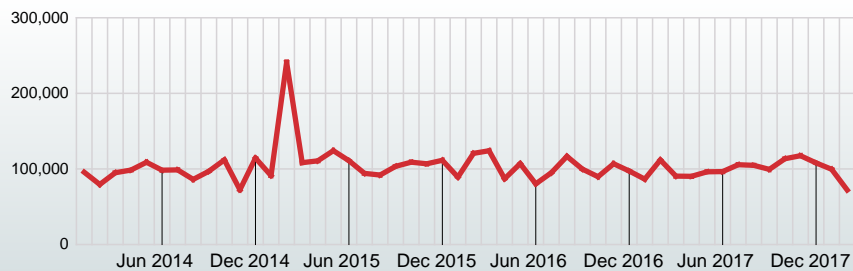
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5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 125,229

3 MONTHS



High
Feb 2015 = 241,116
Low
Feb 2018 = 72,118
Average Sold Price
this month at **72,118**,
below the 5 yr FEB
average of **125,229**

DEC	108,002
JAN	99,556
FEB	72,118
	-7.82%
	-27.56%

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
\$0 and less	0	0.00%	0	0	0	0	0
\$1-\$10,000	14	21.88%	8,071	7,923	10,000	0	0
\$10,001-\$30,000	6	9.38%	18,985	15,250	23,837	11,900	0
\$30,001-\$90,000	20	31.25%	55,346	40,875	56,148	59,883	90,000
\$90,001-\$120,000	10	15.63%	105,240	0	105,933	99,000	0
\$120,001-\$140,000	5	7.81%	134,700	0	133,833	136,000	0
\$140,001 and up	9	14.06%	172,870	145,000	176,400	0	176,027
Average Sold Price			72,118	22,100	95,571	80,364	133,014
Total Closed Units		100%	72,118	20	35	7	2
Total Closed Volume			4,615,560	442.00K	3.34M	562.55K	266.03K

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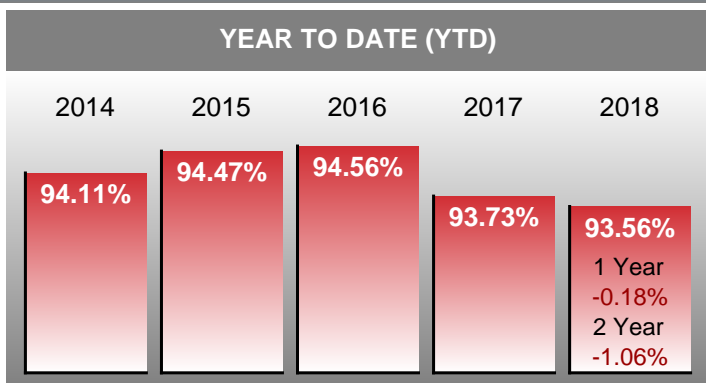
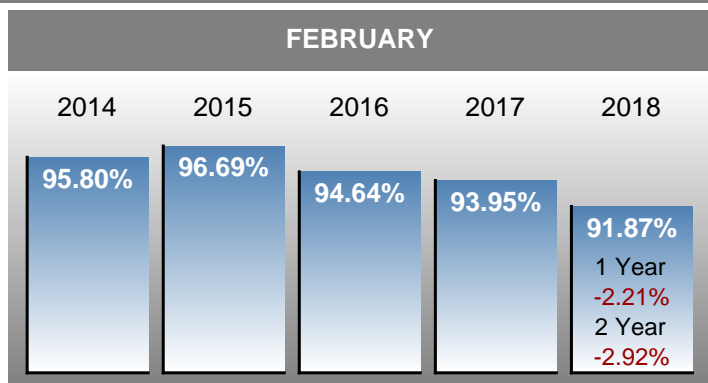
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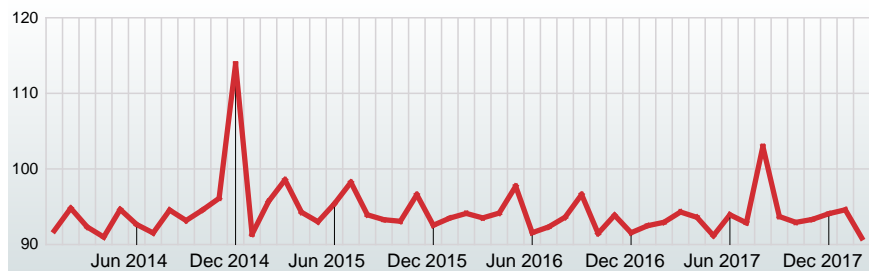


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS



5yr FEB AVG = 94.59% **3 MONTHS**

High	Dec 2014 = 114.89%
Low	Feb 2018 = 91.87%
Average Sold/List Ratio this month at 91.87% , below the 5 yr FEB average of 94.59%	
DEC	95.08%
JAN	95.60%
FEB	91.87%
	-3.89%

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
\$0 and less	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$10,000	14	21.88%	83.11%	84.70%	62.50%	0.00%	0.00%
\$10,001-\$30,000	6	9.38%	96.30%	97.97%	93.97%	100.00%	0.00%
\$30,001-\$90,000	20	31.25%	90.76%	87.70%	91.09%	92.04%	95.24%
\$90,001-\$120,000	10	15.63%	96.56%	0.00%	96.27%	99.10%	0.00%
\$120,001-\$140,000	5	7.81%	94.46%	0.00%	91.50%	98.89%	0.00%
\$140,001 and up	9	14.06%	98.38%	96.67%	97.96%	0.00%	103.00%
Average Sold/List Ratio			91.90%	87.22%	93.26%	96.14%	99.12%
Total Closed Units	64	100%	91.90%	20	35	7	2
Total Closed Volume	4,615,560			442.00K	3.34M	562.55K	266.03K

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February 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Mar 12, 2018 for Greater Tulsa Association of REALTORS

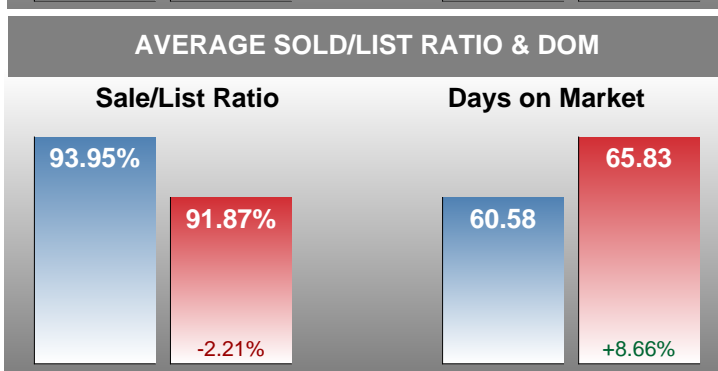
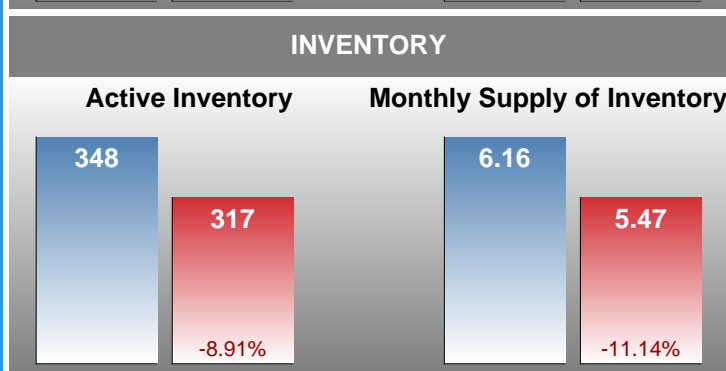
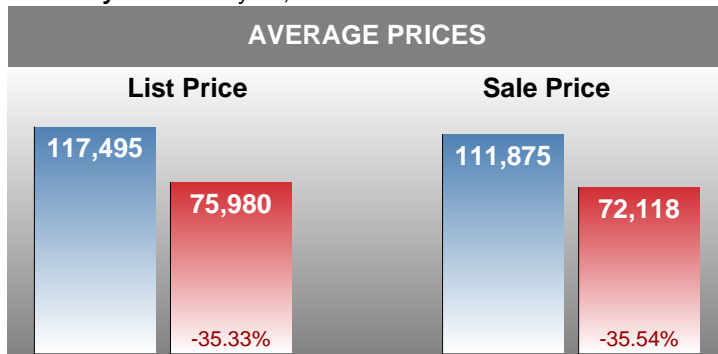
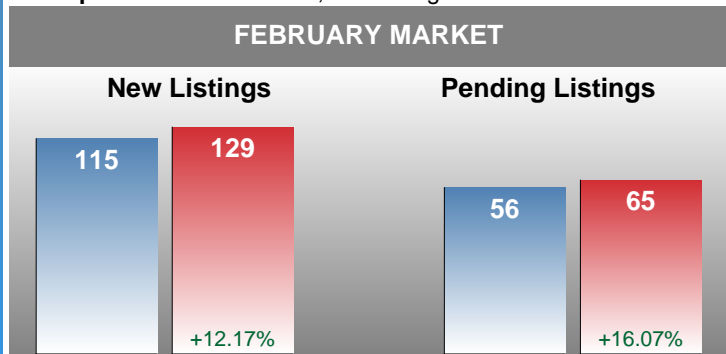


Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	43	64	48.84%	81	117	44.44%
Pending Sales	56	65	16.07%	113	160	41.59%
New Listings	115	129	12.17%	220	246	11.82%
Average List Price	117,495	75,980	-35.33%	104,502	88,561	-15.25%
Average Sale Price	111,875	72,118	-35.54%	99,974	84,547	-15.43%
Average Percent of Selling Price to List Price	93.95%	91.87%	-2.21%	93.73%	93.56%	-0.18%
Average Days on Market to Sale	60.58	65.83	8.66%	52.31	59.51	13.77%
Monthly Inventory	348	317	-8.91%	348	317	-8.91%
Months Supply of Inventory	6.16	5.47	-11.14%	6.16	5.47	-11.14%

Absorption: Last 12 months, an Average of **58** Sales/Month

Inventory on February 28, 2018 = **317**

2017	2018
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