



# January 2018

Area Delimited by County Of Muskogee

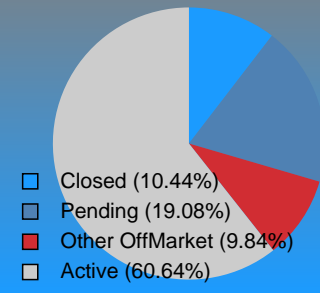


## MONTHLY INVENTORY ANALYSIS

Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS

Compared Metrics	January		
	2017	2018	+/-%
Closed Listings	38	52	36.84%
Pending Listings	57	95	66.67%
New Listings	105	117	11.43%
Average List Price	89,800	102,103	13.70%
Average Sale Price	86,508	97,836	13.09%
Average Percent of List Price to Selling Price	93.49%	95.52%	2.17%
Average Days on Market to Sale	42.95	51.35	19.56%
End of Month Inventory	347	302	-12.97%
Months Supply of Inventory	6.21	5.38	-13.23%

### MARKET ACTIVITY



**Absorption:** Last 12 months, an Average of **56** Sales/Month  
**Active Inventory** as of January 31, 2018 = **302**

### Analysis Wrap-Up

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

The total housing inventory at the end of January 2018 decreased **12.97%** to 302 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **5.38** 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 **13.09%** in January 2018 to \$97,836 versus the previous year at \$86,508.

#### Average Days on Market Lengthens

The average number of **51.35** days that homes spent on the market before selling increased by 8.40 days or **19.56%** in January 2018 compared to last year's same month at **42.95** DOM.

#### Sales Success for January 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 January 2018, up **11.43%** from last year at 105. Furthermore, there were 52 Closed Listings this month versus last year at 38, a **36.84%** increase.

Closed versus Listed trends yielded a **44.4%** ratio, up from previous year's, January 2017, at **36.2%**, a **22.81%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the 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.

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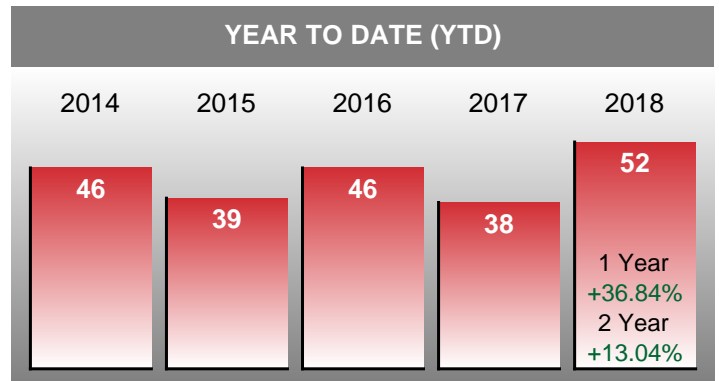
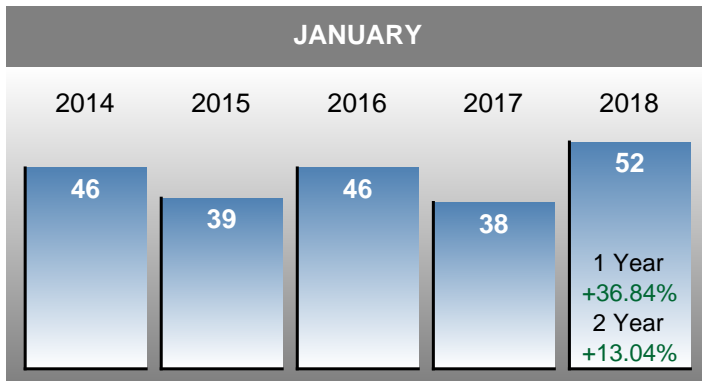
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## CLOSED LISTINGS

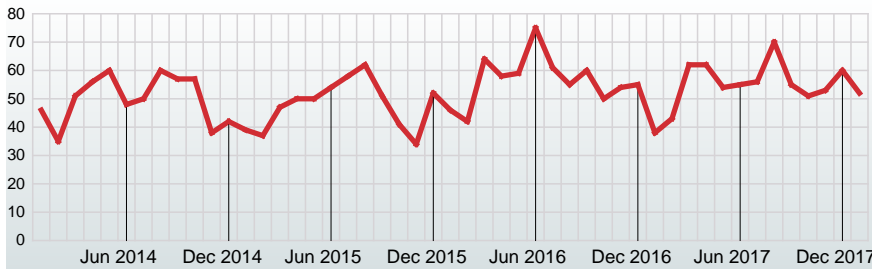
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 44

3 MONTHS



**High**

Jun 2016 = 75

**Low**

Nov 2015 = 34

Closed Listings this month at **52**, above the 5 yr JAN average of **44**

NOV

53

DEC

60  
13.21%

JAN

52  
-13.33%

### 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	1	1.92%	78.0	1	0	0	0
\$10,001 - \$30,000	10	19.23%	62.7	3	6	1	0
\$30,001 - \$70,000	7	13.46%	48.9	1	4	2	0
\$70,001 - \$110,000	12	23.08%	43.5	1	9	2	0
\$110,001 - \$150,000	8	15.38%	56.0	2	6	0	0
\$150,001 - \$170,000	8	15.38%	66.4	1	4	3	0
\$170,001 and up	6	11.54%	20.3	0	2	4	0
<b>Total Closed Units</b>	<b>52</b>			<b>9</b>	<b>31</b>	<b>12</b>	<b>0</b>
<b>Total Closed Volume</b>	<b>5,087,456</b>	<b>100%</b>	<b>51.3</b>	<b>572.90K</b>	<b>2.88M</b>	<b>1.64M</b>	<b>0.00B</b>
<b>Average Closed Price</b>	<b>\$97,836</b>			<b>\$63,656</b>	<b>\$92,857</b>	<b>\$136,333</b>	<b>\$0</b>

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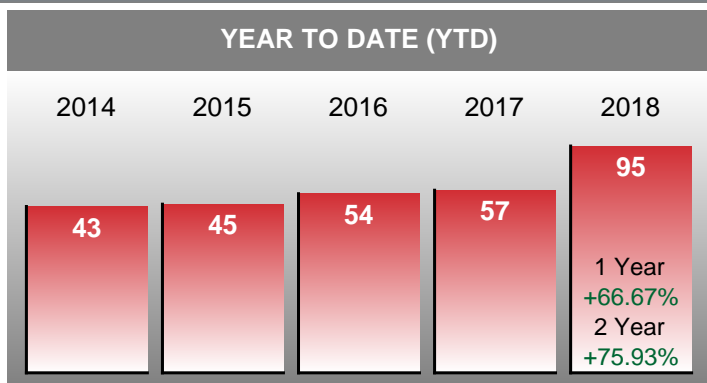
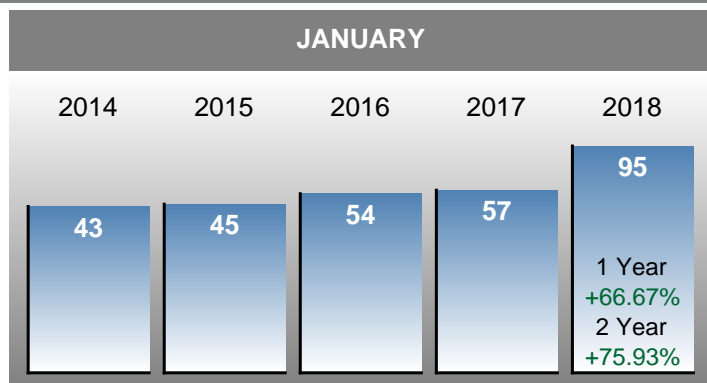
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## PENDING LISTINGS

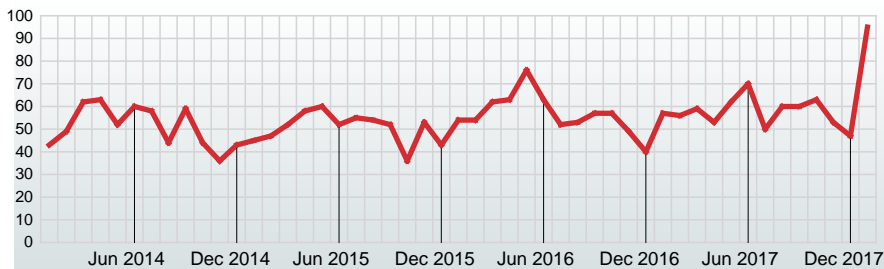
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 59

3 MONTHS



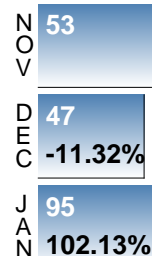
#### High

Jan 2018 = 95

#### Low

Oct 2015 = 36

Pending Listings this month at **95**, above the 5 yr JAN average of **59**



## PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending 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 \$20,000	21	22.11%	92.0	16	2	3	0
\$20,001 \$50,000	14	14.74%	30.2	3	10	1	0
\$50,001 \$100,000	23	24.21%	43.9	5	12	5	1
\$100,001 \$120,000	11	11.58%	49.5	0	8	3	0
\$120,001 \$170,000	14	14.74%	60.1	1	11	2	0
\$170,001 and up	12	12.63%	67.5	1	7	3	1
<b>Total Pending Units</b>	<b>95</b>			<b>26</b>	<b>50</b>	<b>17</b>	<b>2</b>
<b>Total Pending Volume</b>	<b>8,403,000</b>	<b>100%</b>	<b>50.8</b>	<b>1.07M</b>	<b>5.42M</b>	<b>1.64M</b>	<b>265.40K</b>
<b>Average Listing Price</b>	<b>\$58,300</b>			<b>\$41,227</b>	<b>\$108,492</b>	<b>\$96,535</b>	<b>\$132,700</b>

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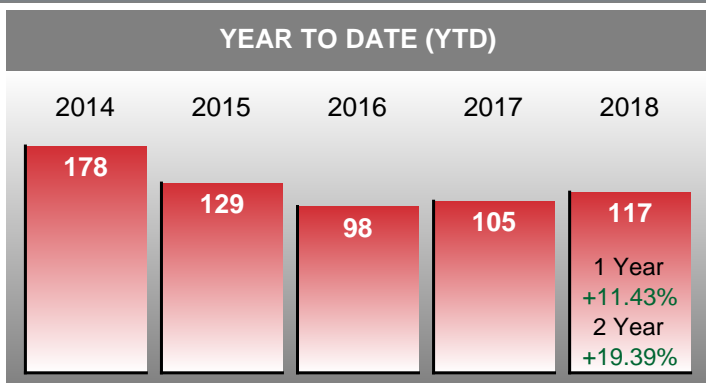
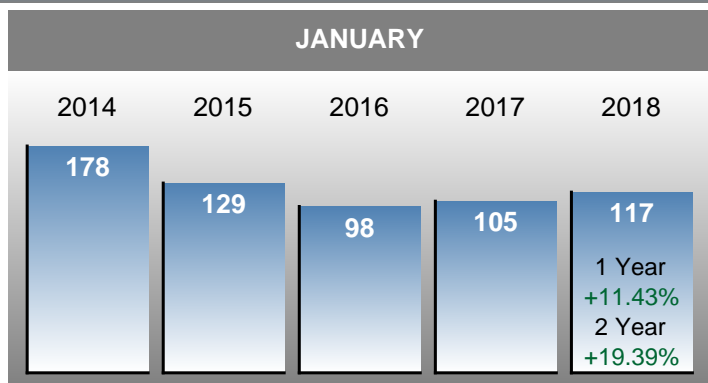
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## NEW LISTINGS

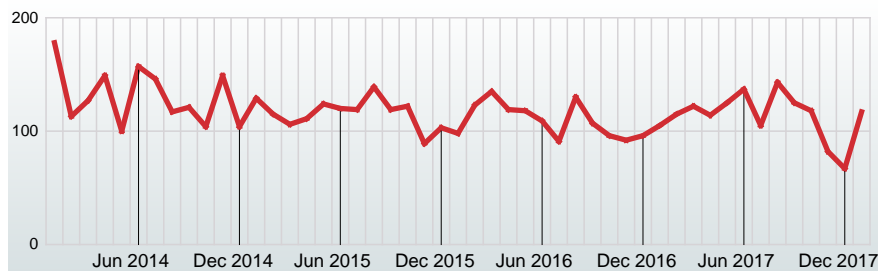
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 125

3 MONTHS



**High**  
Jan 2014 = 178  
**Low**  
Dec 2017 = 67  
*New Listings*  
this month at 117,  
below the 5 yr JAN  
average of 125

N	82
O	
V	
D	67
E	-18.29%
C	
J	117
A	74.63%
N	

### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	19	16.24%	15	3	1	0
\$25,001-\$50,000	23	19.66%	8	14	1	0
\$50,001-\$100,000	24	20.51%	3	17	3	1
\$100,001-\$125,000	14	11.97%	0	14	0	0
\$125,001-\$225,000	23	19.66%	1	18	3	1
\$225,001 and up	14	11.97%	6	3	5	0
<b>Total New Listed Units</b>	<b>117</b>		<b>33</b>	<b>69</b>	<b>13</b>	<b>2</b>
<b>Total New Listed Volume</b>	<b>14,727,618</b>	<b>100%</b>	<b>4.56M</b>	<b>7.41M</b>	<b>2.51M</b>	<b>253.50K</b>
<b>Average New Listed Listing Price</b>	<b>\$162,500</b>		<b>\$138,155</b>	<b>\$107,372</b>	<b>\$192,792</b>	<b>\$126,750</b>

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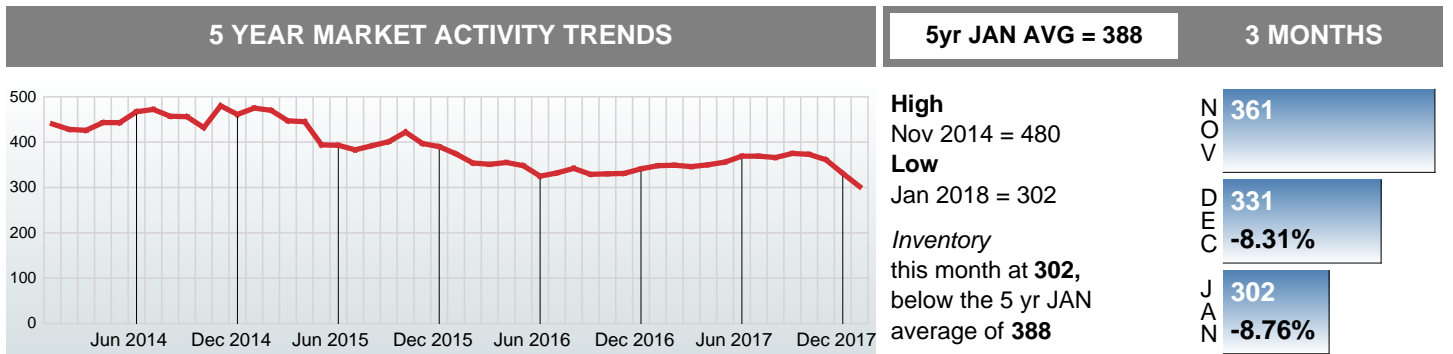
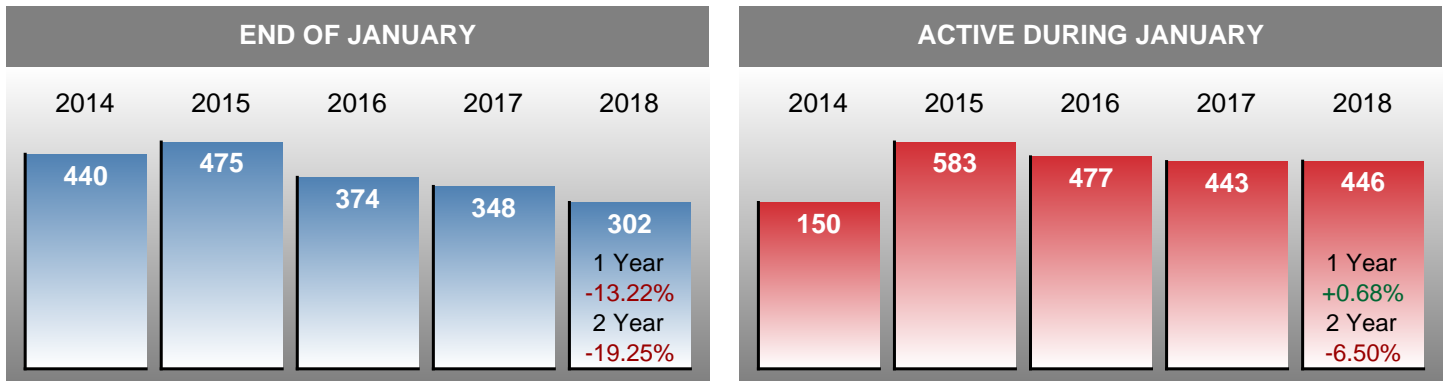
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## ACTIVE INVENTORY

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## 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	50	16.56%	82.2	45	3	1	1
\$25,001-\$50,000	42	13.91%	115.6	23	18	1	0
\$50,001-\$125,000	81	26.82%	91.0	27	49	5	0
\$125,001-\$200,000	57	18.87%	77.6	7	34	14	2
\$200,001-\$350,000	44	14.57%	90.4	16	13	14	1
\$350,001 and up	28	9.27%	88.4	19	5	2	2
<b>Total Active Inventory by Units</b>	302			137	122	37	6
<b>Total Active Inventory by Volume</b>	56,211,203	100%	90.1	31.39M	15.76M	7.36M	1.70M
<b>Average Active Inventory Listing Price</b>	\$186,130			\$229,114	\$129,141	\$198,986	\$284,150

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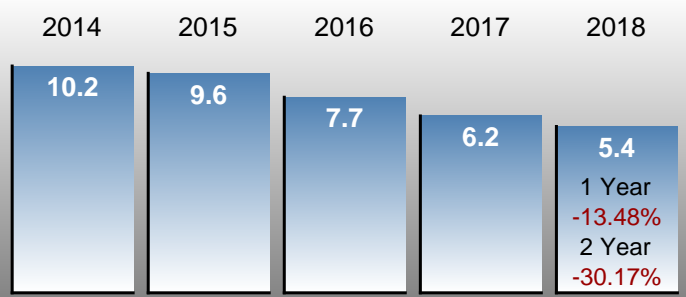
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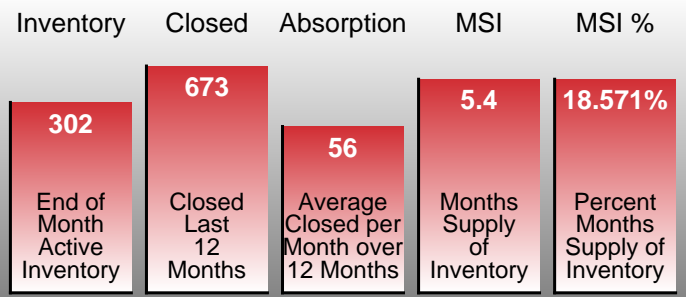
## MONTHS SUPPLY of INVENTORY (MSI)

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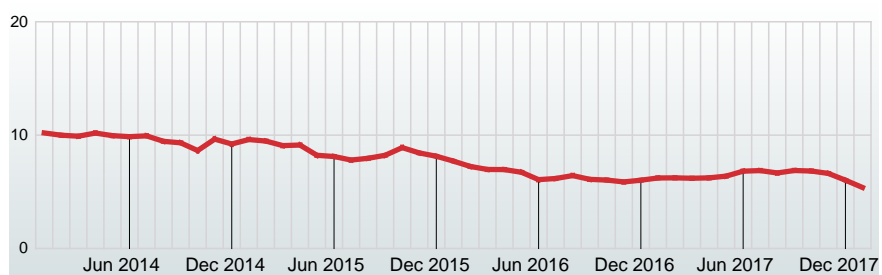
### MSI FOR JANUARY



### INDICATORS FOR JANUARY 2018

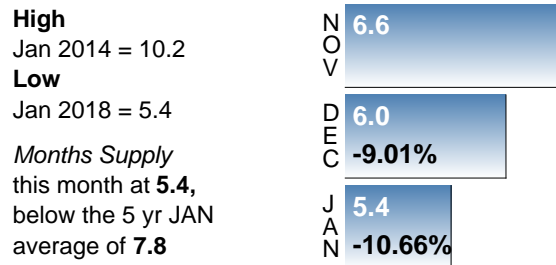


### 5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 7.8

3 MONTHS



### 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	17	5.63%	17.0	30.0	6.0	0.0	0.0
\$10,001 - \$30,000	42	13.91%	4.2	6.4	1.4	1.2	12.0
\$30,001 - \$60,000	47	15.56%	4.9	7.0	4.1	1.2	0.0
\$60,001 - \$130,000	71	23.51%	3.7	8.1	3.1	2.5	0.0
\$130,001 - \$220,000	57	18.87%	4.9	9.0	4.1	6.0	8.0
\$220,001 - \$350,000	40	13.25%	10.9	96.0	9.4	6.0	3.0
\$350,001 and up	28	9.27%	37.3	228.0	30.0	8.0	8.0
Market Supply of Inventory (MSI)	5.4	100%	5.4	10.5	3.7	4.3	4.5
Total Active Inventory by Units	302			137	122	37	6

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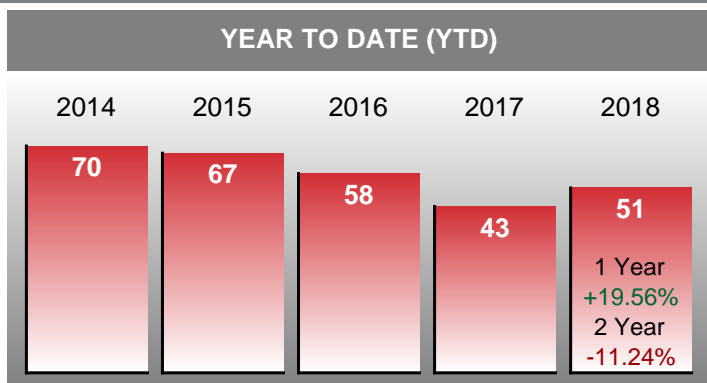
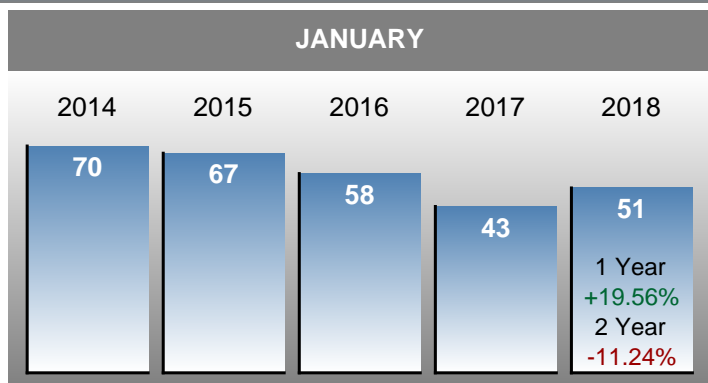
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## AVERAGE DAYS ON MARKET TO SALE

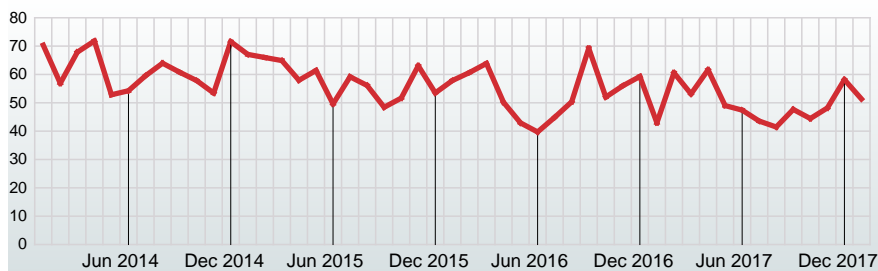
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 58

3 MONTHS



**High**  
Apr 2014 = 72  
**Low**  
Jun 2016 = 40

Average Days on Market this month at **51**, below the 5 yr JAN average of **58**

**NOV** 48  
**DEC** 58  
**20.71%**  
**JAN** 51  
**-11.73%**

### 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	1	1.92%	78.0	78.0	0.0	0.0	0.0
\$10,001 \$30,000	10	19.23%	62.7	51.7	77.5	7.0	0.0
\$30,001 \$70,000	7	13.46%	48.9	112.0	54.0	7.0	0.0
\$70,001 \$110,000	12	23.08%	43.5	5.0	43.0	65.0	0.0
\$110,001 \$150,000	8	15.38%	56.0	43.0	60.3	0.0	0.0
\$150,001 \$170,000	8	15.38%	66.4	77.0	57.5	74.7	0.0
\$170,001 and up	6	11.54%	20.3	0.0	10.0	25.5	0.0
<b>Average Closed DOM</b>	<b>51.3</b>			<b>57.0</b>	<b>54.2</b>	<b>39.8</b>	<b>0.0</b>
<b>Total Closed Units</b>	<b>52</b>	<b>100%</b>	<b>51.3</b>	<b>9</b>	<b>31</b>	<b>12</b>	
<b>Total Closed Volume</b>	<b>5,087,456</b>			<b>572.90K</b>	<b>2.88M</b>	<b>1.64M</b>	<b>0.00B</b>

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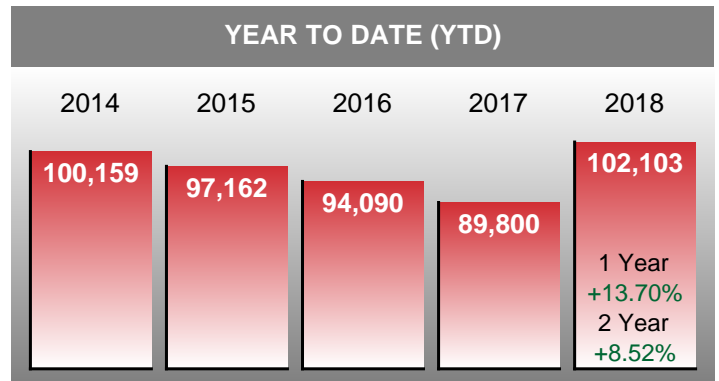
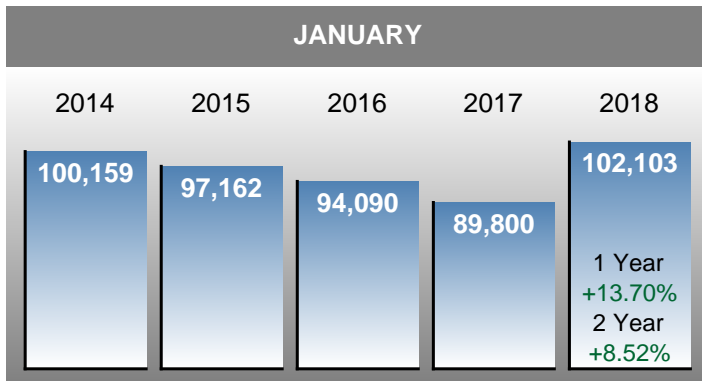
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## AVERAGE LIST PRICE AT CLOSING

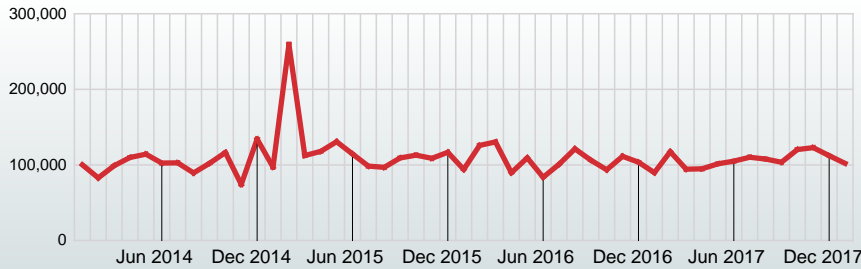
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 96,663

3 MONTHS



**High**  
Feb 2015 = 259,451  
**Low**  
Nov 2014 = 74,288  
*Average List Price*  
this month at **102,103**,  
above the 5 yr JAN  
average of **96,663**

NOV	122,885
DEC	112,302
	<b>-8.61%</b>
JAN	102,103
	<b>-9.08%</b>

### 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	3	5.77%	9,600	10,000	0	0	0
\$10,001 - \$30,000	7	13.46%	19,743	14,300	23,250	13,500	0
\$30,001 - \$70,000	8	15.38%	50,025	37,500	54,700	52,500	0
\$70,001 - \$110,000	10	19.23%	91,375	87,500	97,644	99,475	0
\$110,001 - \$150,000	9	17.31%	123,589	125,250	127,633	0	0
\$150,001 - \$170,000	8	15.38%	158,275	175,000	160,700	155,967	0
\$170,001 and up	7	13.46%	207,129	0	183,950	226,750	0
<b>Average List Price</b>			102,103	67,044	97,213	141,029	0
<b>Total Closed Units</b>		100%	102,103	9	31	12	
<b>Total Closed Volume</b>			5,309,350	603.40K	3.01M	1.69M	0.00B

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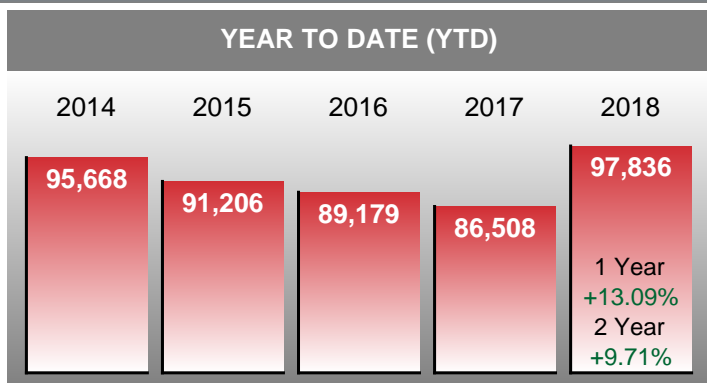
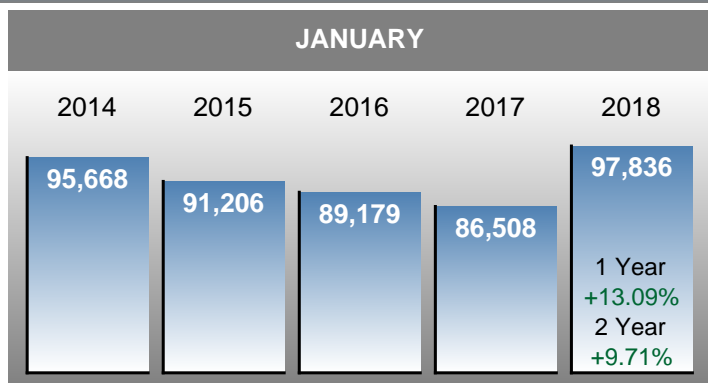
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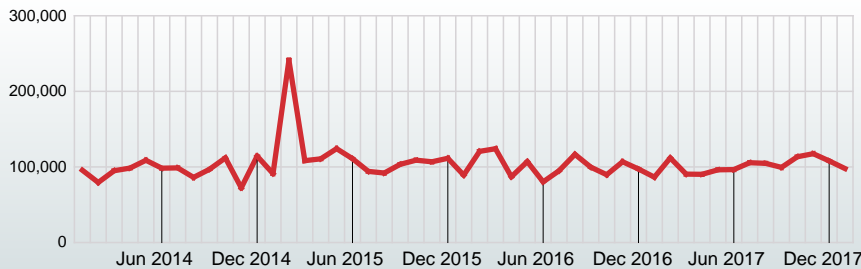
## AVERAGE SOLD PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr JAN AVG = 92,079**      **3 MONTHS**



**High**  
Feb 2015 = 241,116  
**Low**  
Nov 2014 = 72,443  
*Average Sold Price*  
this month at **97,836**,  
above the 5 yr JAN  
average of **92,079**

NOV	117,502
DEC	108,002 -8.08%
JAN	97,836 -9.41%

### 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	1	1.92%	7,000	7,000	0	0	0
\$10,001 - \$30,000	10	19.23%	16,990	12,467	19,833	13,500	0
\$30,001 - \$70,000	7	13.46%	49,872	35,000	53,527	50,000	0
\$70,001 - \$110,000	12	23.08%	89,975	87,500	89,133	95,000	0
\$110,001 - \$150,000	8	15.38%	122,619	121,750	122,908	0	0
\$150,001 - \$170,000	8	15.38%	159,788	162,500	160,700	157,667	0
\$170,001 and up	6	11.54%	203,750	0	181,500	214,875	0
<b>Average Sold Price</b>			<b>97,836</b>	<b>63,656</b>	<b>92,857</b>	<b>136,333</b>	<b>0</b>
<b>Total Closed Units</b>		<b>100%</b>	<b>97,836</b>	<b>9</b>	<b>31</b>	<b>12</b>	
<b>Total Closed Volume</b>			<b>5,087,456</b>	<b>572.90K</b>	<b>2.88M</b>	<b>1.64M</b>	<b>0.00B</b>

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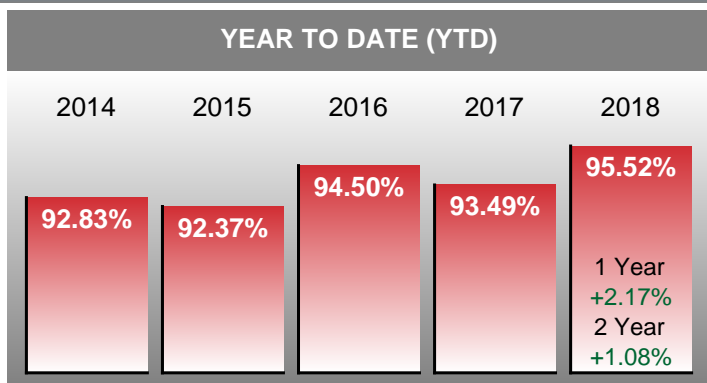
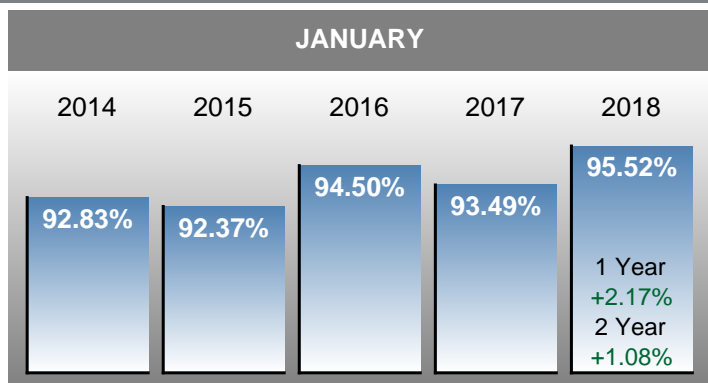
# January 2018

Area Delimited by County Of Muskogee



## AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

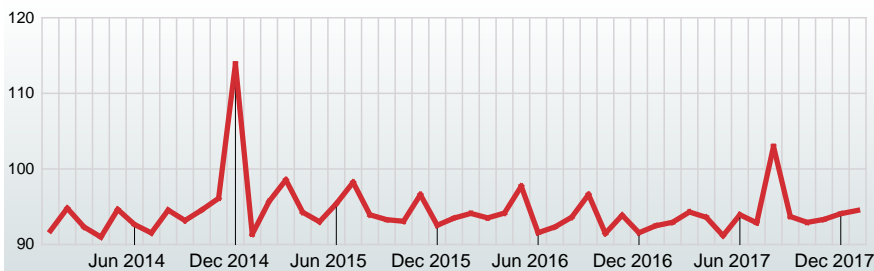
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 93.74%

3 MONTHS



**High**  
Dec 2014 = 114.89%

**Low**  
Apr 2014 = 91.99%

Average Sold/List Ratio this month at **95.52%**, above the 5 yr JAN average of **93.74%**

NOV 94.32%

DEC 95.08%  
0.80%

JAN 95.52%  
0.46%

## 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	1	1.92%	70.00%	70.00%	0.00%	0.00%	0.00%
\$10,001 \$30,000	10	19.23%	95.18%	93.33%	95.31%	100.00%	0.00%
\$30,001 \$70,000	7	13.46%	96.63%	93.33%	97.61%	96.32%	0.00%
\$70,001 \$110,000	12	23.08%	93.31%	100.00%	91.68%	97.28%	0.00%
\$110,001 \$150,000	8	15.38%	96.68%	97.32%	96.47%	0.00%	0.00%
\$150,001 \$170,000	8	15.38%	99.51%	92.86%	100.00%	101.07%	0.00%
\$170,001 and up	6	11.54%	96.56%	0.00%	98.71%	95.48%	0.00%
<b>Average Sold/List Ratio</b>			95.50%	92.31%	95.60%	97.69%	0.00%
<b>Total Closed Units</b>		100%	95.50%	9	31	12	
<b>Total Closed Volume</b>			5,087,456	572.90K	2.88M	1.64M	0.00B

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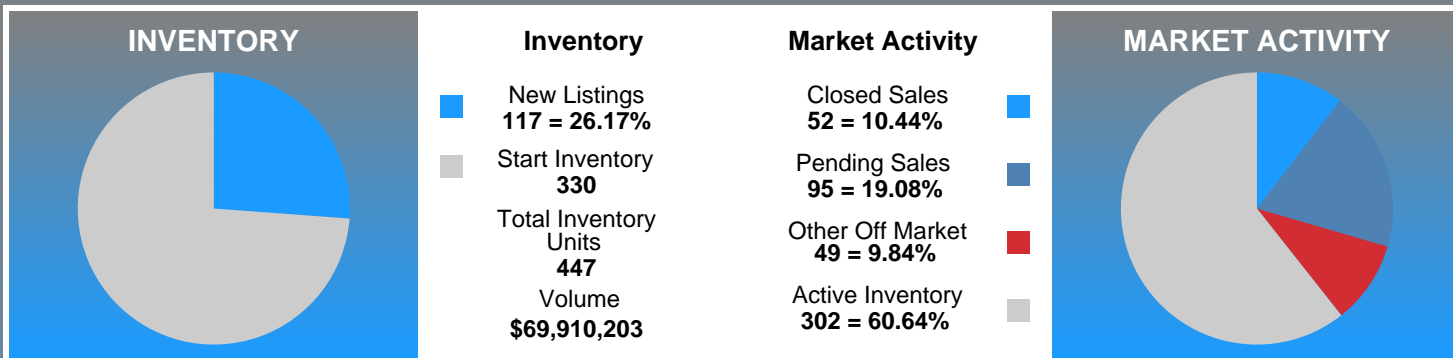
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## MARKET SUMMARY

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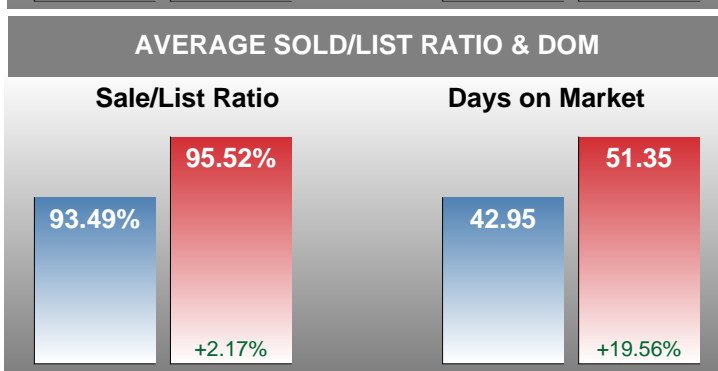
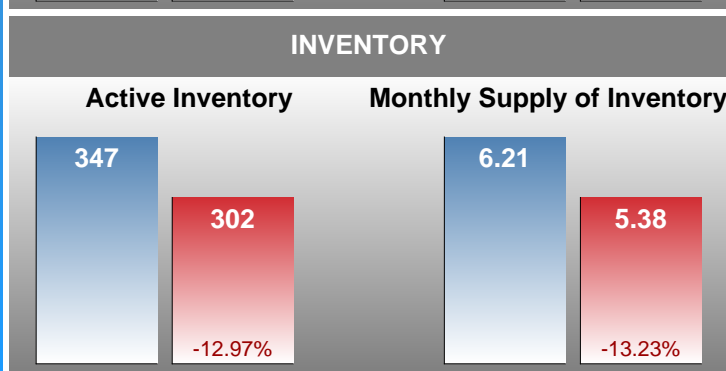
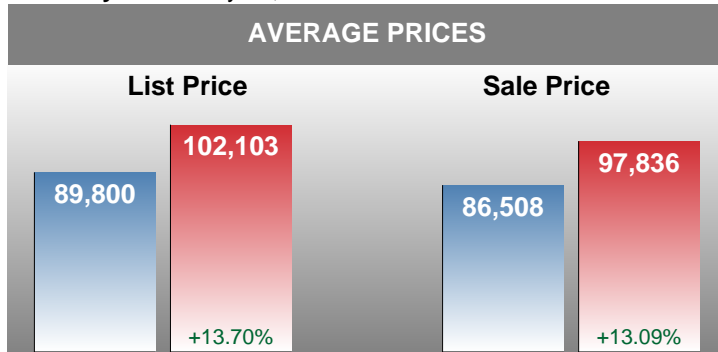
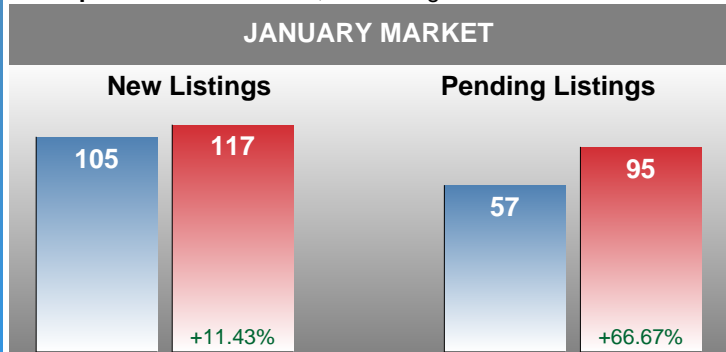


Compared Metrics	January			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	38	52	36.84%	38	52	36.84%
Pending Sales	57	95	66.67%	57	95	66.67%
New Listings	105	117	11.43%	105	117	11.43%
Average List Price	89,800	102,103	13.70%	89,800	102,103	13.70%
Average Sale Price	86,508	97,836	13.09%	86,508	97,836	13.09%
Average Percent of Selling Price to List Price	93.49%	95.52%	2.17%	93.49%	95.52%	2.17%
Average Days on Market to Sale	42.95	51.35	19.56%	42.95	51.35	19.56%
Monthly Inventory	347	302	-12.97%	347	302	-12.97%
Months Supply of Inventory	6.21	5.38	-13.23%	6.21	5.38	-13.23%

**Absorption:** Last 12 months, an Average of **56** Sales/Month

**Inventory** on January 31, 2018 = **302**

2017 2018



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