

January 2018

Area Delimited by County Of Muskogee

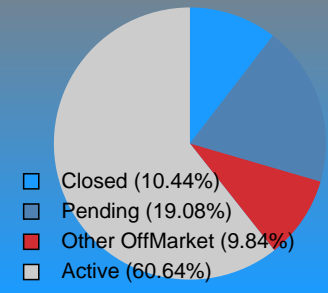


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	77,250	100,000	29.45%
Median Sale Price	74,500	93,750	25.84%
Median Percent of List Price to Selling Price	96.45%	99.14%	2.79%
Median Days on Market to Sale	16.00	40.00	150.00%
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.

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 **25.84%** in January 2018 to \$93,750 versus the previous year at \$74,500.

Median Days on Market Lengthens

The median number of **40.00** days that homes spent on the market before selling increased by 24.00 days or **150.00%** in January 2018 compared to last year's same month at **16.00** DOM.

Sales Success for January 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 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.

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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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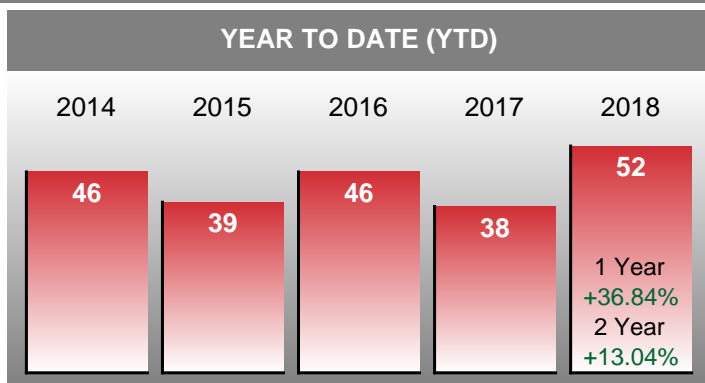
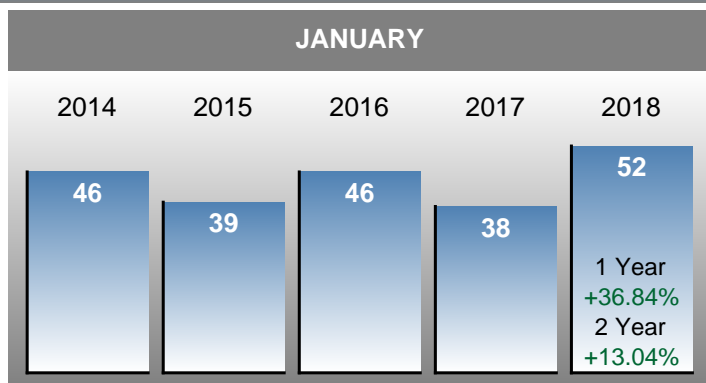
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CLOSED LISTINGS

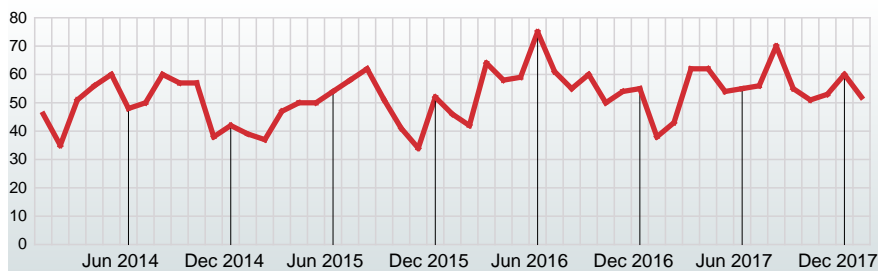
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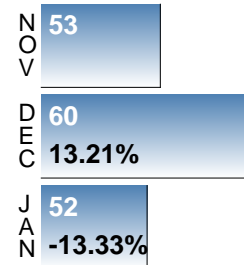
5 YEAR MARKET ACTIVITY TRENDS

5yr 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**



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	1	1.92%	78.0	1	0	0	0
\$10,001 - \$30,000	10	19.23%	46.5	3	6	1	0
\$30,001 - \$70,000	7	13.46%	34.0	1	4	2	0
\$70,001 - \$110,000	12	23.08%	33.0	1	9	2	0
\$110,001 - \$150,000	8	15.38%	32.5	2	6	0	0
\$150,001 - \$170,000	8	15.38%	72.5	1	4	3	0
\$170,001 and up	6	11.54%	12.0	0	2	4	0
Total Closed Units	52			9	31	12	0
Total Closed Volume	5,087,456	100%	40.0	572.90K	2.88M	1.64M	0.00B
Median Closed Price	\$93,750			\$35,000	\$87,500	\$154,250	\$0

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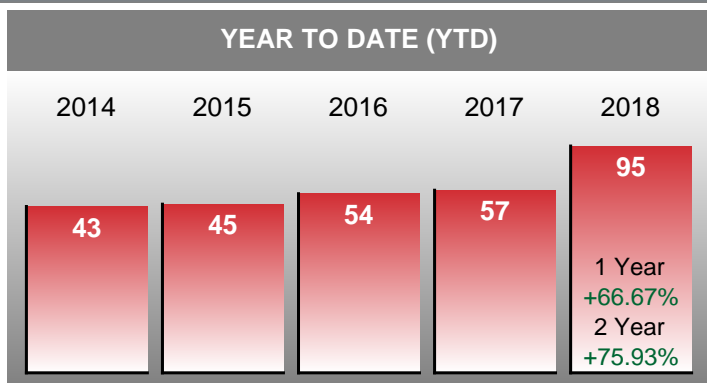
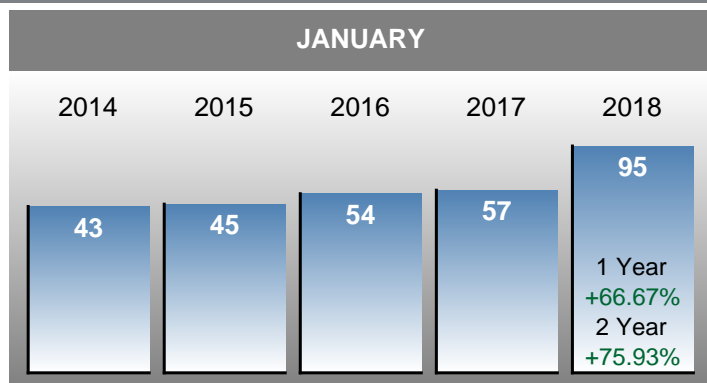
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PENDING LISTINGS

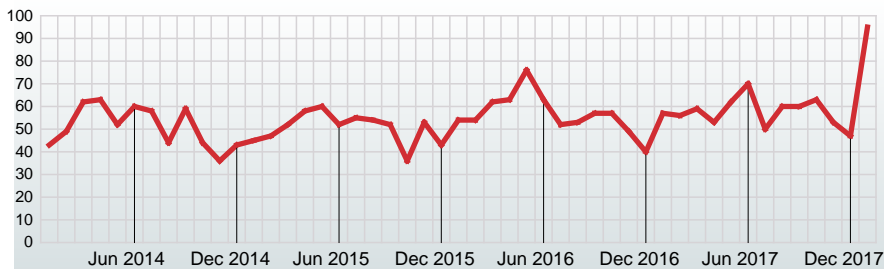
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 59

3 MONTHS



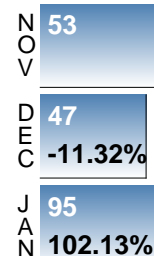
High

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$0 and less	0	0.00%	12.0	0	0	0	0
\$1 \$20,000	21	22.11%	113.0	16	2	3	0
\$20,001 \$50,000	14	14.74%	10.5	3	10	1	0
\$50,001 \$100,000	23	24.21%	15.0	5	12	5	1
\$100,001 \$120,000	11	11.58%	21.0	0	8	3	0
\$120,001 \$170,000	14	14.74%	19.5	1	11	2	0
\$170,001 and up	12	12.63%	69.5	1	7	3	1
Total Pending Units	95			26	50	17	2
Total Pending Volume	8,403,000	100%	30.0	1.07M	5.42M	1.64M	265.40K
Median Listing Price	\$79,900			\$11,950	\$103,700	\$99,900	\$132,700

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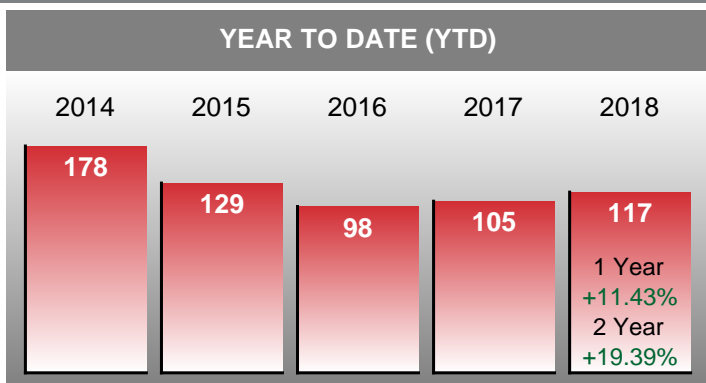
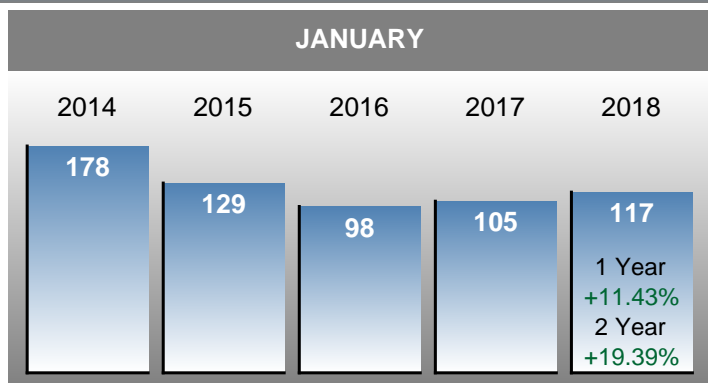
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NEW LISTINGS

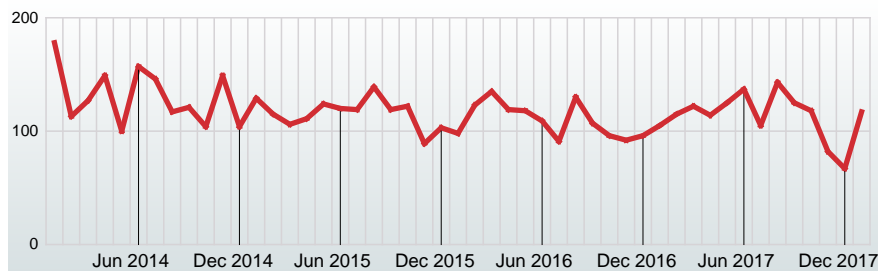
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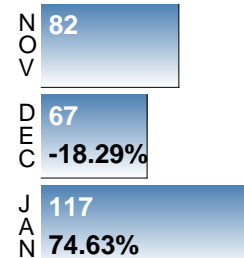
5 YEAR MARKET ACTIVITY TRENDS

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



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	5	4.27%	4	1	0	0
\$10,001 \$30,000	18	15.38%	12	5	1	0
\$30,001 \$50,000	19	16.24%	7	11	1	0
\$50,001 \$110,000	29	24.79%	3	22	3	1
\$110,001 \$140,000	17	14.53%	0	16	1	0
\$140,001 \$240,000	17	14.53%	1	11	4	1
\$240,001 and up	12	10.26%	6	3	3	0
Total New Listed Units	117		33	69	13	2
Total New Listed Volume	14,727,618	100%	4.56M	7.41M	2.51M	253.50K
Median New Listed Listing Price	\$89,000		\$31,000	\$102,500	\$189,900	\$126,750

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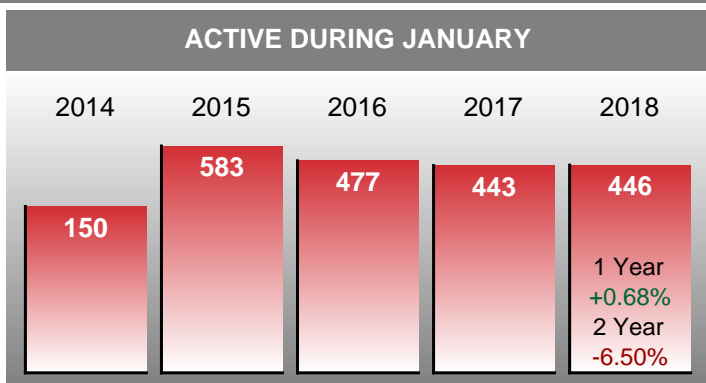
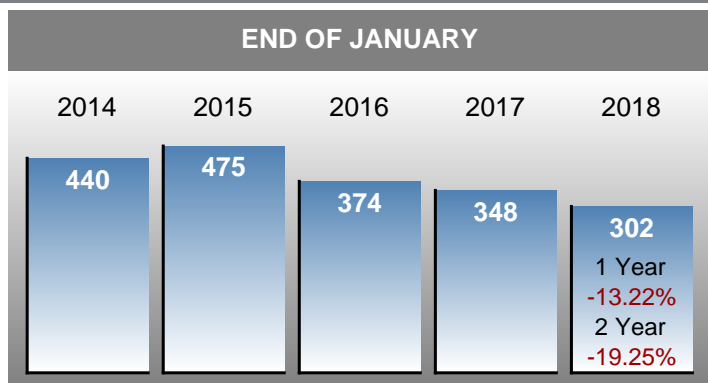
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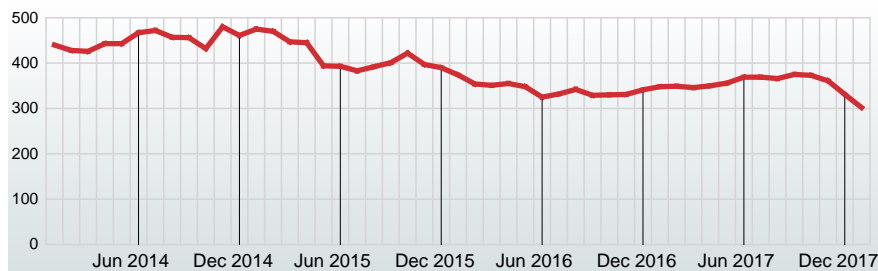


ACTIVE INVENTORY

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



5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 388 **3 MONTHS**

High
Nov 2014 = 480
Low
Jan 2018 = 302
Inventory
this month at **302**,
below the 5 yr JAN
average of **388**

N	361
O	
V	
D	331
E	-8.31%
C	
J	302
A	-8.76%
N	

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	17	5.63%	117.0	15	2	0	0
\$10,001 \$30,000	42	13.91%	71.5	35	5	1	1
\$30,001 \$60,000	47	15.56%	82.0	25	21	1	0
\$60,001 \$130,000	71	23.51%	96.0	21	45	5	0
\$130,001 \$220,000	57	18.87%	75.0	6	33	16	2
\$220,001 \$350,000	40	13.25%	83.5	16	11	12	1
\$350,001 and up	28	9.27%	98.5	19	5	2	2
Total Active Inventory by Units	302			137	122	37	6
Total Active Inventory by Volume	56,211,203	100%	83.0	31.39M	15.76M	7.36M	1.70M
Median Active Inventory Listing Price	\$99,500			\$52,900	\$109,250	\$194,500	\$249,000

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January 2018

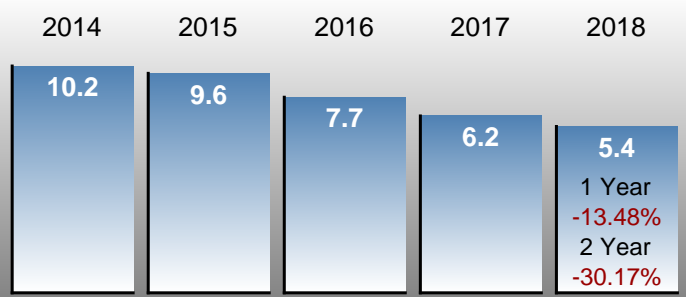
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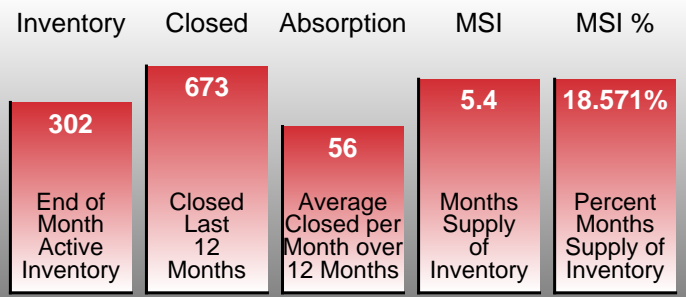
MONTHS SUPPLY of INVENTORY (MSI)

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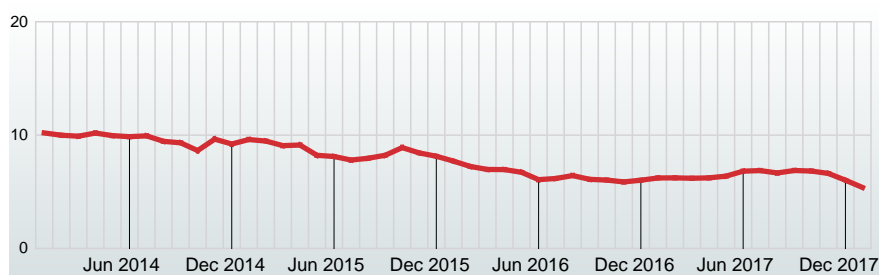
MSI FOR JANUARY



INDICATORS FOR JANUARY 2018



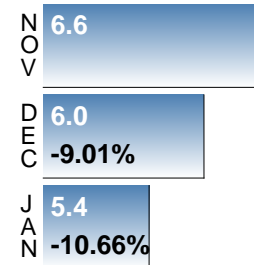
5 YEAR MARKET ACTIVITY TRENDS



5yr JAN AVG = 7.8

3 MONTHS

High
Jan 2014 = 10.2
Low
Jan 2018 = 5.4
Months Supply this month at **5.4**, below the 5 yr JAN average of **7.8**



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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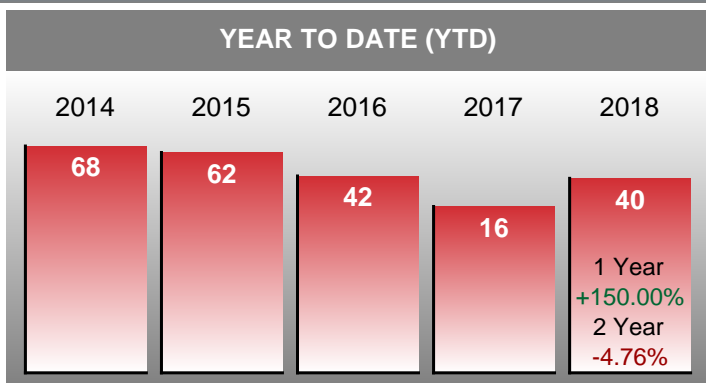
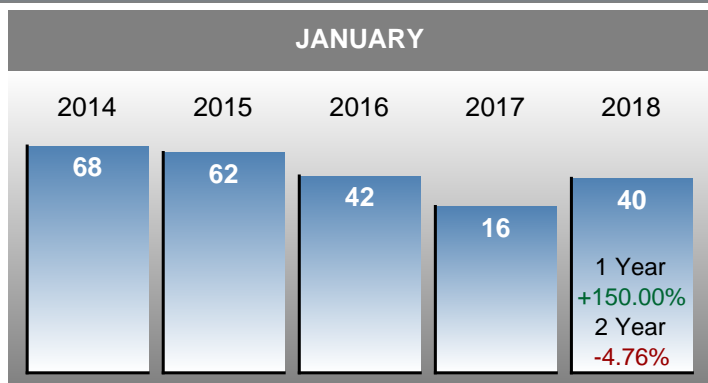
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MEDIAN DAYS ON MARKET TO SALE

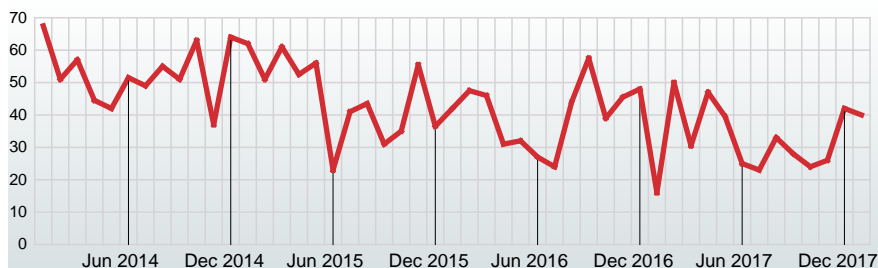
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5 YEAR MARKET ACTIVITY TRENDS

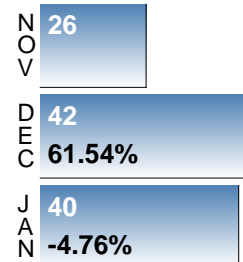
5yr JAN AVG = 46

3 MONTHS



High
Jan 2014 = 68
Low
Jan 2017 = 16

Median Days on Market this month at **40**, below the 5 yr JAN 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	1	1.92%	78.0	78.0	0.0	0.0	0.0
\$10,001 \$30,000	10	19.23%	46.5	22.0	91.0	7.0	0.0
\$30,001 \$70,000	7	13.46%	34.0	112.0	53.5	7.0	0.0
\$70,001 \$110,000	12	23.08%	33.0	5.0	25.0	65.0	0.0
\$110,001 \$150,000	8	15.38%	32.5	43.0	32.5	0.0	0.0
\$150,001 \$170,000	8	15.38%	72.5	77.0	62.5	88.0	0.0
\$170,001 and up	6	11.54%	12.0	0.0	10.0	22.0	0.0
Median Closed DOM	40.0			77.0	34.0	42.0	0.0
Total Closed Units	52	100%	40.0	9	31	12	
Total Closed Volume	5,087,456			572.90K	2.88M	1.64M	0.00B

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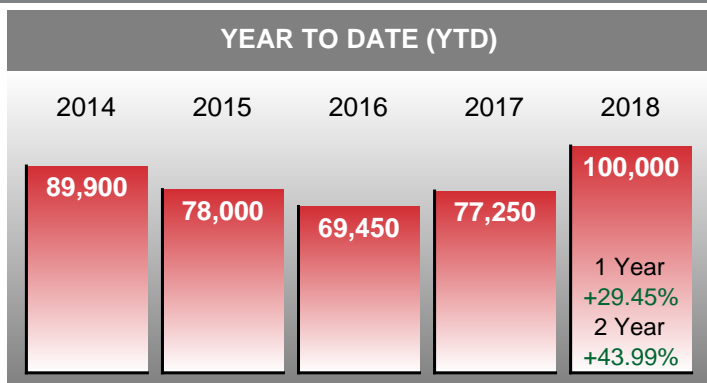
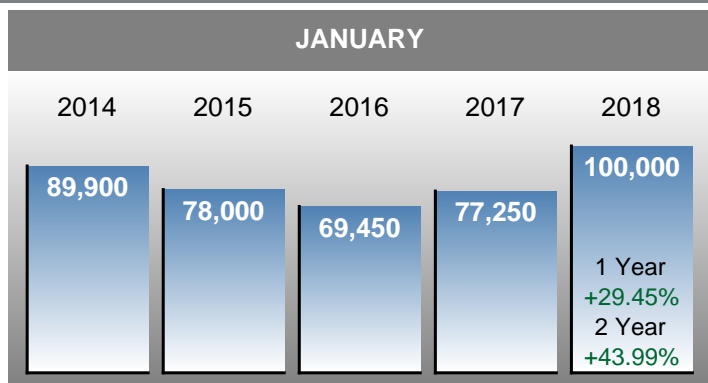
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MEDIAN LIST PRICE AT CLOSING

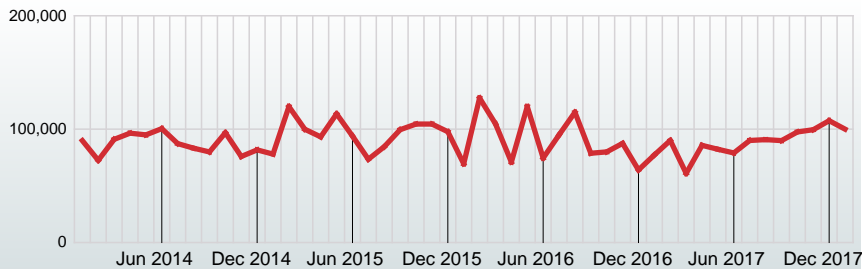
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 82,920

3 MONTHS



High
Feb 2016 = 127,450
Low
Mar 2017 = 61,000
Median List Price
this month at **100,000**,
above the 5 yr JAN
average of **82,920**

NOV	99,500
DEC	107,450
JAN	100,000
	-6.93%

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	3	5.77%	10,000	10,000	8,800	0	0
\$10,001 \$30,000	7	13.46%	18,000	16,450	22,450	13,500	0
\$30,001 \$70,000	8	15.38%	46,450	37,500	48,900	52,500	0
\$70,001 \$110,000	10	19.23%	90,900	87,500	91,950	79,950	0
\$110,001 \$150,000	9	17.31%	119,900	125,250	119,700	119,000	0
\$150,001 \$170,000	8	15.38%	157,450	0	159,000	154,900	0
\$170,001 and up	7	13.46%	189,900	175,000	183,950	227,500	0
Median List Price			100,000	37,500	100,000	154,200	0
Total Closed Units	52	100%	100,000	9	31	12	0
Total Closed Volume	5,309,350			603.40K	3.01M	1.69M	0.00B

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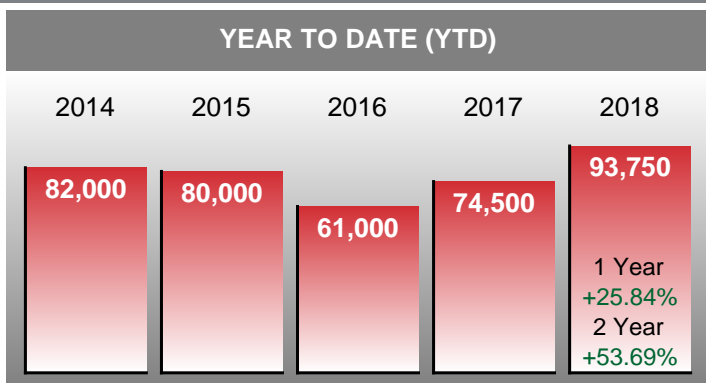
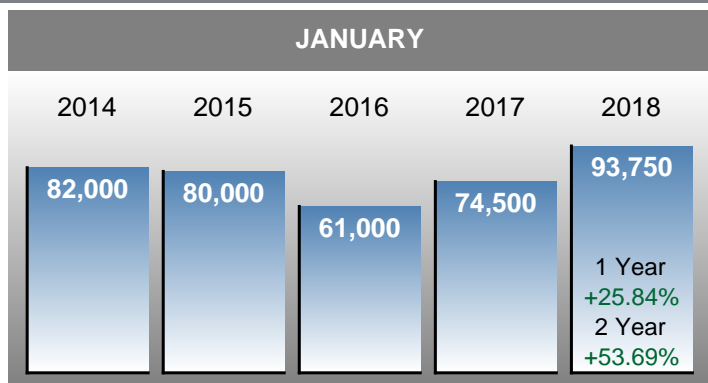
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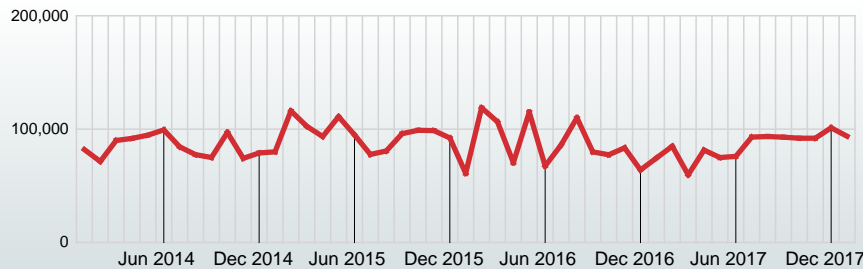
MEDIAN SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 78,250 3 MONTHS



High
Feb 2016 = 118,825
Low
Mar 2017 = 59,750
Median Sold Price
this month at **93,750**,
above the 5 yr JAN
average of **78,250**

NOV	92,000
DEC	101,200
JAN	10.00%
	93,750
	-7.36%

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	1	1.92%	7,000	7,000	0	0	0
\$10,001 - \$30,000	10	19.23%	14,250	12,900	21,000	13,500	0
\$30,001 - \$70,000	7	13.46%	44,500	35,000	52,353	50,000	0
\$70,001 - \$110,000	12	23.08%	86,250	87,500	83,000	95,000	0
\$110,001 - \$150,000	8	15.38%	117,500	121,750	114,500	0	0
\$150,001 - \$170,000	8	15.38%	160,750	162,500	161,000	155,000	0
\$170,001 and up	6	11.54%	205,000	0	181,500	225,000	0
Median Sold Price			93,750	35,000	87,500	154,250	0
Total Closed Units		100%	93,750	9	31	12	
Total Closed Volume			5,087,456	572.90K	2.88M	1.64M	0.00B

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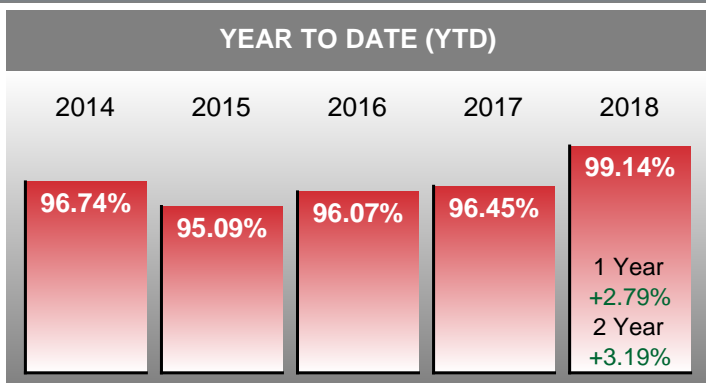
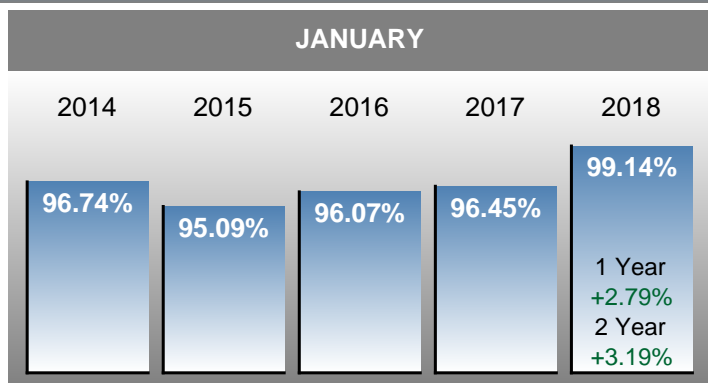
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MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

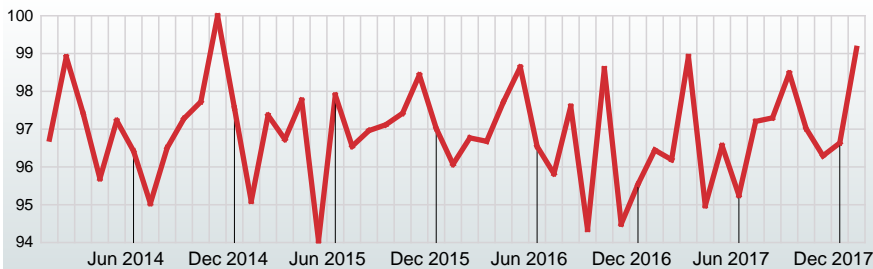
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5 YEAR MARKET ACTIVITY TRENDS

5yr JAN AVG = 96.70%

3 MONTHS



High
Nov 2014 = 100.00%

Low
May 2015 = 94.05%

Median Sold/List Ratio this month at **99.14%**, above the 5 yr JAN average of **96.70%**

NOV	96.29%
DEC	96.63%
JAN	99.14%
FEB	2.59%

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	1	1.92%	70.00%	70.00%	0.00%	0.00%	0.00%
\$10,001 - \$30,000	10	19.23%	94.12%	100.00%	85.01%	100.00%	0.00%
\$30,001 - \$70,000	7	13.46%	100.00%	93.33%	100.17%	96.32%	0.00%
\$70,001 - \$110,000	12	23.08%	93.82%	100.00%	90.32%	97.28%	0.00%
\$110,001 - \$150,000	8	15.38%	96.59%	97.32%	96.59%	0.00%	0.00%
\$150,001 - \$170,000	8	15.38%	100.00%	92.86%	100.00%	100.06%	0.00%
\$170,001 and up	6	11.54%	98.91%	0.00%	98.71%	98.91%	0.00%
Median Sold/List Ratio			99.14%	94.64%	97.42%	100.00%	0.00%
Total Closed Units		100%	99.14%	9	31	12	
Total Closed Volume				572.90K	2.88M	1.64M	0.00B

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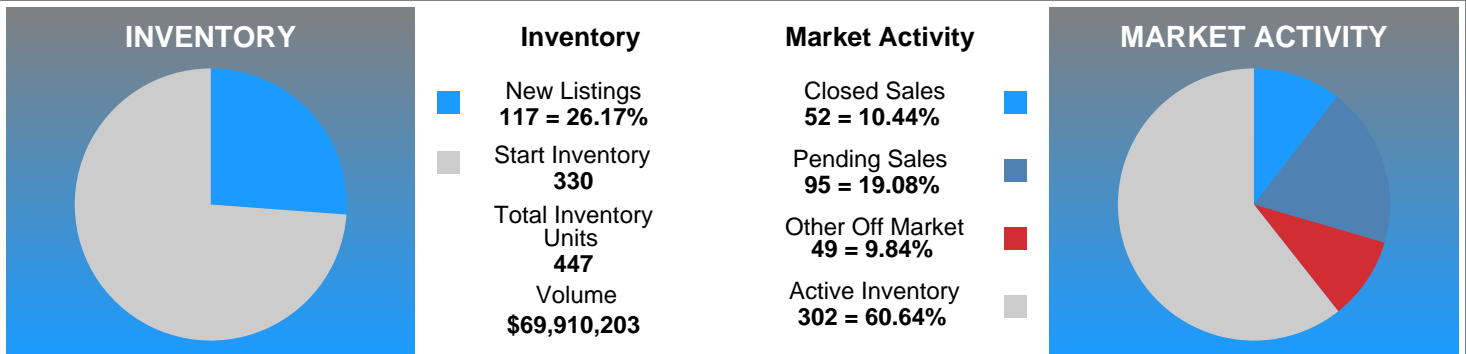
January 2018

Area Delimited by County Of Muskogee



MARKET SUMMARY

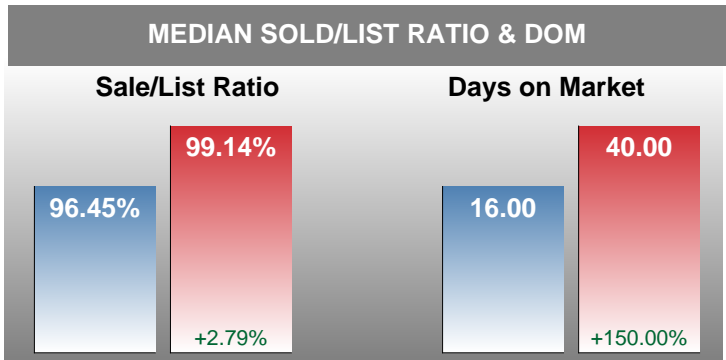
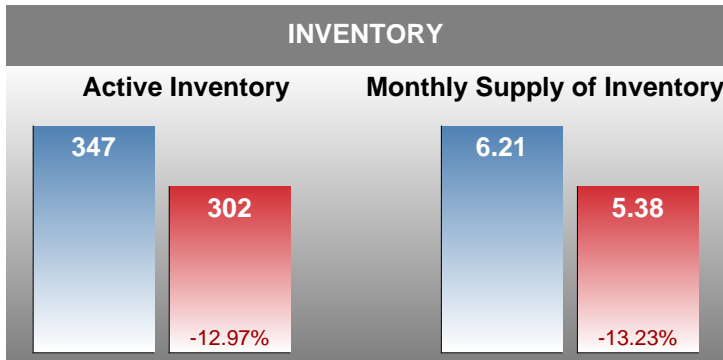
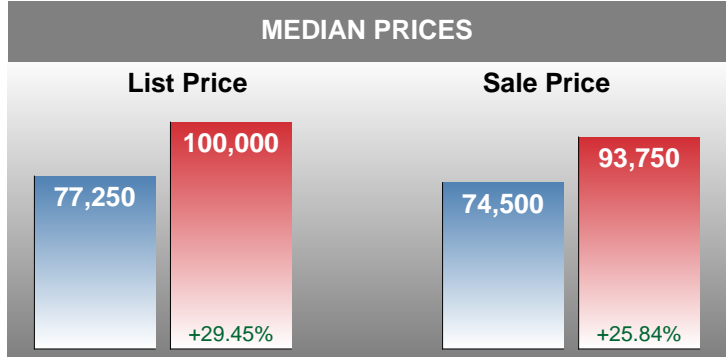
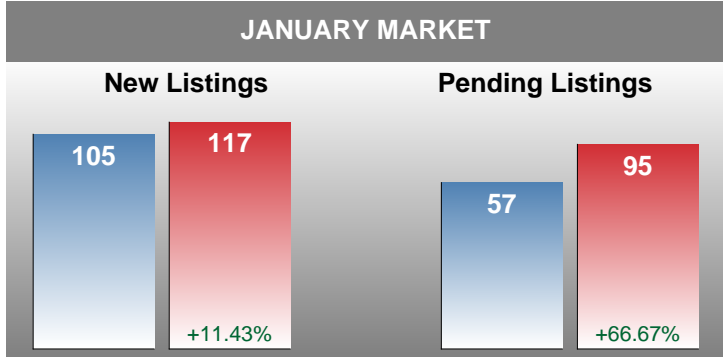
Report produced on Feb 13, 2018 for Greater Tulsa Association of REALTORS



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%
Median List Price	77,250	100,000	29.45%	77,250	100,000	29.45%
Median Sale Price	74,500	93,750	25.84%	74,500	93,750	25.84%
Median Percent of Selling Price to List Price	96.45%	99.14%	2.79%	96.45%	99.14%	2.79%
Median Days on Market to Sale	16.00	40.00	150.00%	16.00	40.00	150.00%
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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