



December 2017

Area Delimited by County Of Muskogee

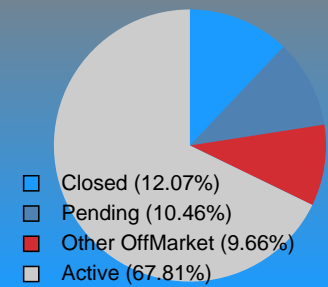


MONTHLY INVENTORY ANALYSIS

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

Compared Metrics	December		
	2016	2017	+/-%
Closed Listings	55	60	9.09%
Pending Listings	40	52	30.00%
New Listings	96	67	-30.21%
Average List Price	103,620	112,302	8.38%
Average Sale Price	97,278	108,002	11.02%
Average Percent of List Price to Selling Price	92.56%	95.08%	2.72%
Average Days on Market to Sale	59.27	58.17	-1.87%
End of Month Inventory	340	337	-0.88%
Months Supply of Inventory	6.01	6.14	2.13%

MARKET ACTIVITY



Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of December 31, 2017 = **337**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2017 decreased **0.88%** to 337 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **6.14** 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 **11.02%** in December 2017 to \$108,002 versus the previous year at \$97,278.

Average Days on Market Shortens

The average number of **58.17** days that homes spent on the market before selling decreased by 1.11 days or **1.87%** in December 2017 compared to last year's same month at **59.27** DOM.

Sales Success for December 2017 is Positive

Overall, with Average Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 67 New Listings in December 2017, down **30.21%** from last year at 96. Furthermore, there were 60 Closed Listings this month versus last year at 55, a **9.09%** increase.

Closed versus Listed trends yielded a **89.6%** ratio, up from previous year's, December 2016, at **57.3%**, a **56.31%** 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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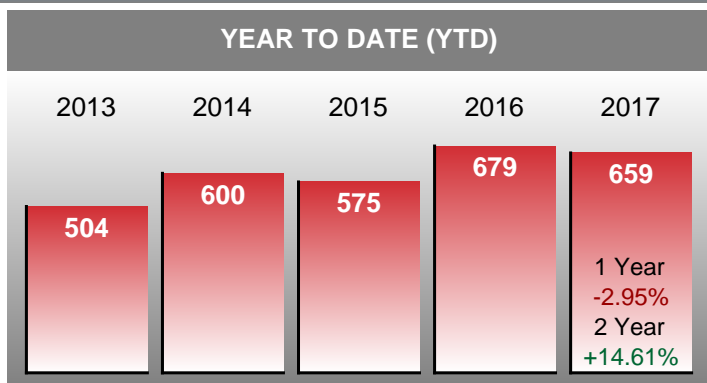
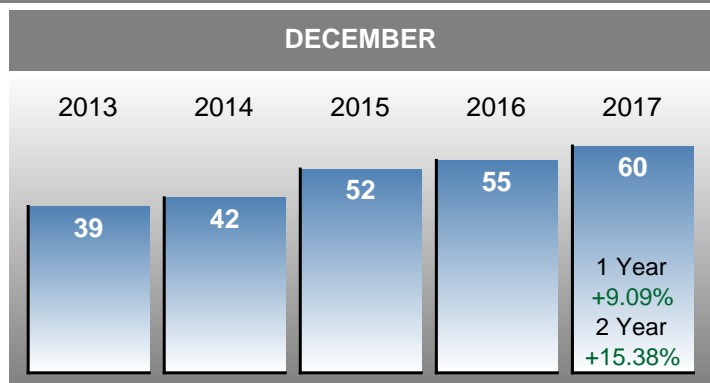
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CLOSED LISTINGS

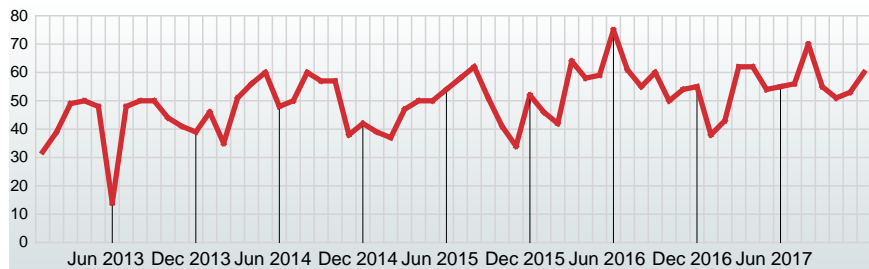
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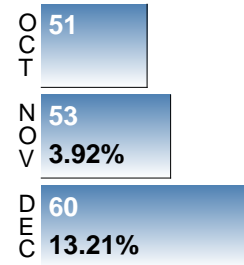
5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 50

3 MONTHS



High
Jun 2016 = 75
Low
Jun 2013 = 14
Closed Listings
this month at **60**,
above the 5 yr DEC
average of **50**



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	0	0.00%	0.0	0	0	0	0
\$10,001 - \$30,000	13	21.67%	47.8	7	4	2	0
\$30,001 - \$60,000	7	11.67%	64.7	5	2	0	0
\$60,001 - \$120,000	16	26.67%	53.8	5	10	1	0
\$120,001 - \$150,000	9	15.00%	56.2	0	8	1	0
\$150,001 - \$220,000	9	15.00%	66.9	0	6	2	1
\$220,001 and up	6	10.00%	74.5	0	1	4	1
Total Closed Units	60			17	31	10	2
Total Closed Volume	6,480,111	100%	58.2	823.61K	3.47M	1.70M	482.25K
Average Closed Price	\$108,002			\$48,448	\$112,089	\$169,950	\$241,125

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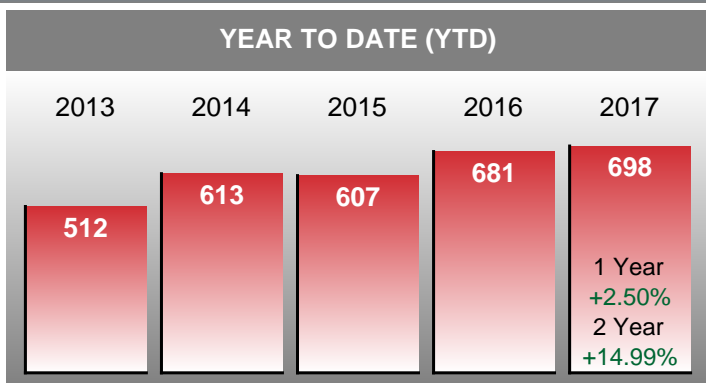
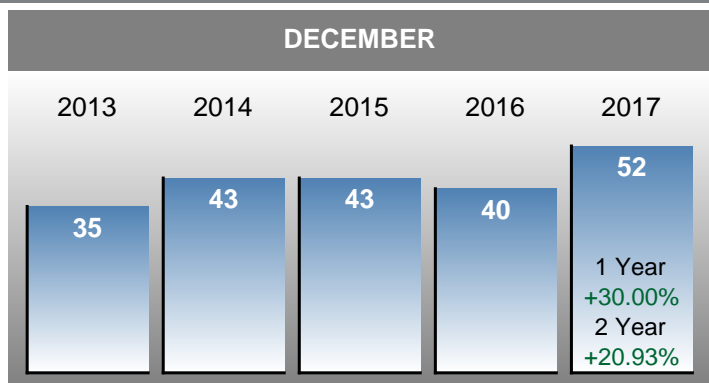
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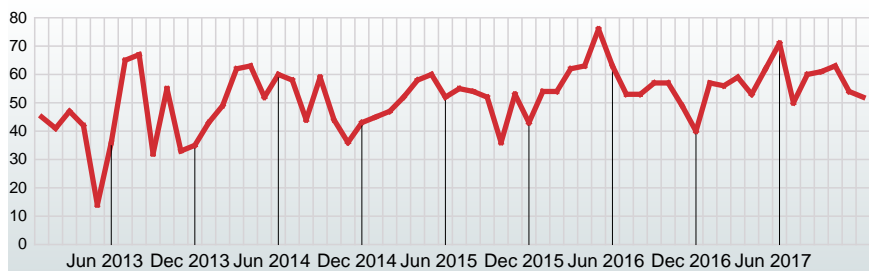


PENDING LISTINGS

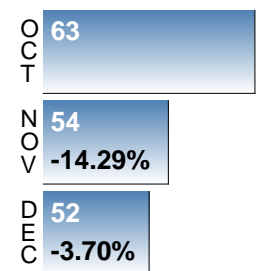
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5 YEAR MARKET ACTIVITY TRENDS **5yr DEC AVG = 43** **3 MONTHS**



High
May 2016 = 76
Low
May 2013 = 14
Pending Listings
this month at **52**,
above the 5 yr DEC
average of **43**



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	2	3.85%	52.5	1	0	1	0
\$10,001 \$30,000	8	15.38%	51.9	2	5	1	0
\$30,001 \$60,000	8	15.38%	58.9	5	3	0	0
\$60,001 \$120,000	15	28.85%	64.1	3	11	1	0
\$120,001 \$160,000	7	13.46%	67.3	0	5	2	0
\$160,001 \$190,000	6	11.54%	46.2	0	5	1	0
\$190,001 and up	6	11.54%	78.0	0	3	3	0
Total Pending Units	52			11	32	9	0
Total Pending Volume	5,277,000	100%	64.0	533.90K	3.52M	1.23M	0.00B
Average Listing Price	\$58,833			\$48,536	\$109,855	\$136,417	\$0

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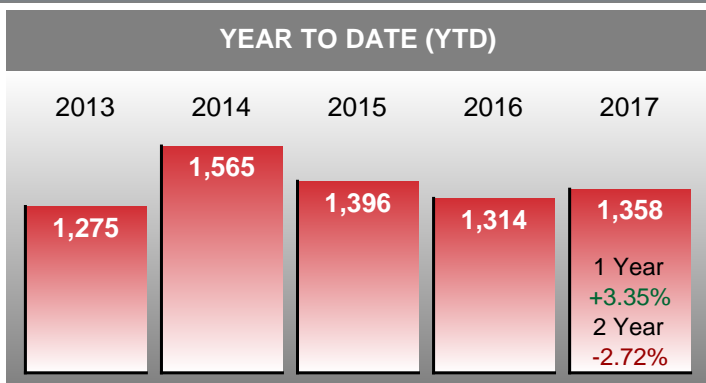
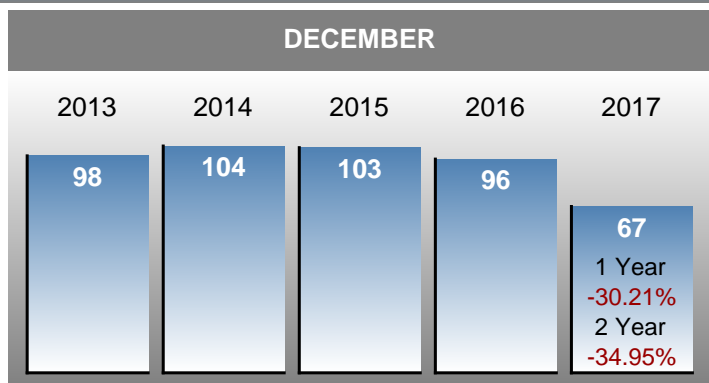
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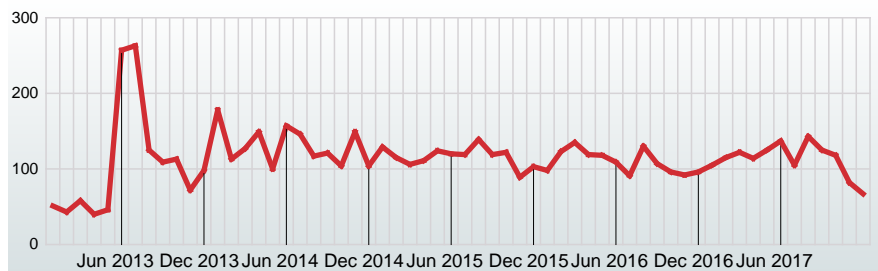


NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS



5yr DEC AVG = 94 **3 MONTHS**

High
Jul 2013 = 263
Low
Apr 2013 = 40
New Listings
this month at **67**,
below the 5 yr DEC
average of **94**

OCT	118
NOV	82 -30.51%
DEC	67 -18.29%

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	3	4.48%	3	0	0	0
\$10,001 - \$40,000	12	17.91%	9	1	2	0
\$40,001 - \$110,000	10	14.93%	5	3	2	0
\$110,001 - \$160,000	15	22.39%	2	8	5	0
\$160,001 - \$190,000	9	13.43%	0	5	3	1
\$190,001 - \$270,000	11	16.42%	3	4	4	0
\$270,001 and up	7	10.45%	3	1	3	0
Total New Listed Units	67		25	22	19	1
Total New Listed Volume	10,055,869	100%	3.11M	3.45M	3.33M	170.90K
Average New Listed Listing Price	\$22,500		\$124,443	\$156,755	\$175,016	\$170,900

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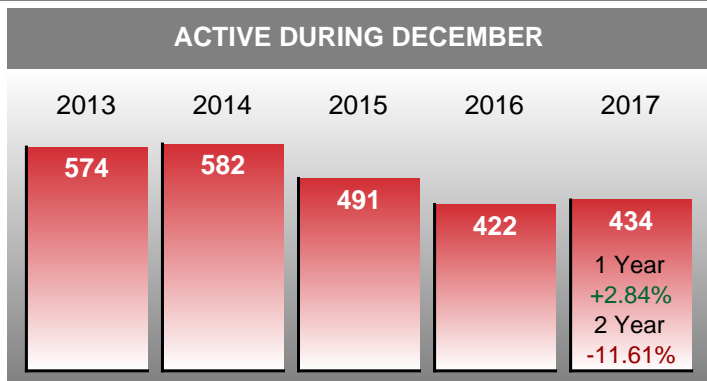
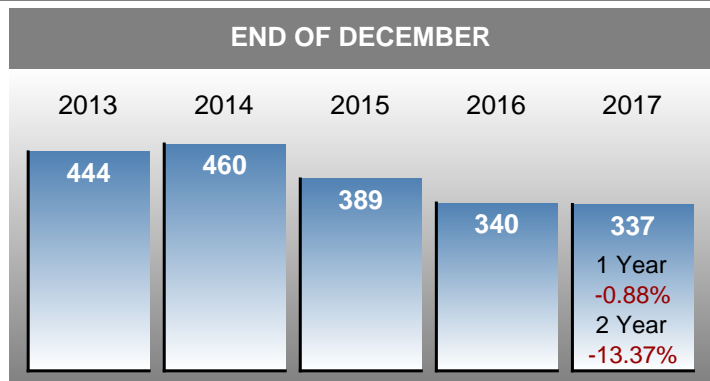
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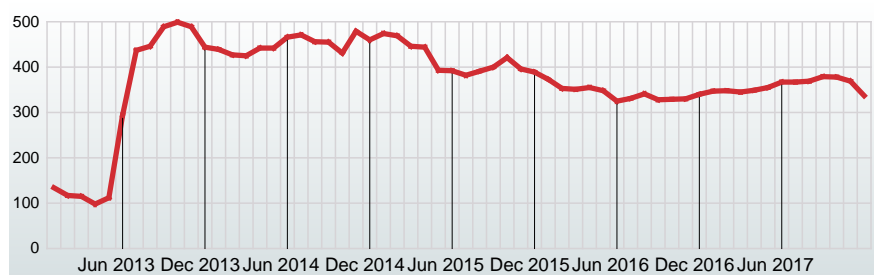


ACTIVE INVENTORY

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5 YEAR MARKET ACTIVITY TRENDS **5yr DEC AVG = 394** **3 MONTHS**



High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory
this month at **337**,
below the 5 yr DEC
average of **394**

OCT	378
NOV	369 -2.38%
DEC	337 -8.67%

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	68	20.18%	95.8	61	4	2	1
\$25,001-\$50,000	45	13.35%	126.8	28	16	1	0
\$50,001-\$125,000	97	28.78%	91.1	37	50	10	0
\$125,001-\$175,000	38	11.28%	75.4	5	19	13	1
\$175,001-\$300,000	56	16.62%	79.6	11	28	16	1
\$300,001 and up	33	9.79%	87.1	23	5	1	4
Total Active Inventory by Units	337			165	122	43	7
Total Active Inventory by Volume	56,044,585	100%	92.7	29.97M	16.65M	7.19M	2.24M
Average Active Inventory Listing Price	\$166,304			\$181,613	\$136,483	\$167,202	\$319,686

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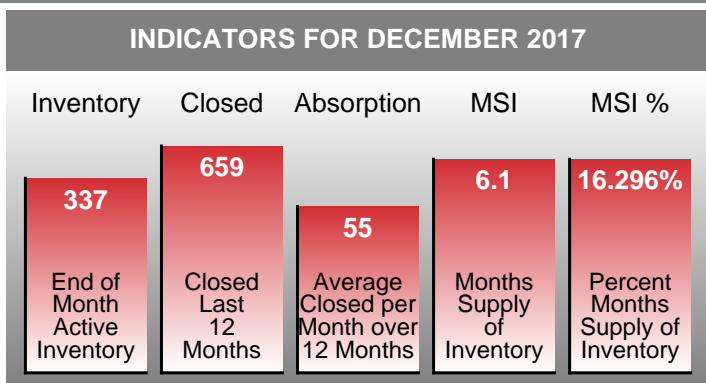
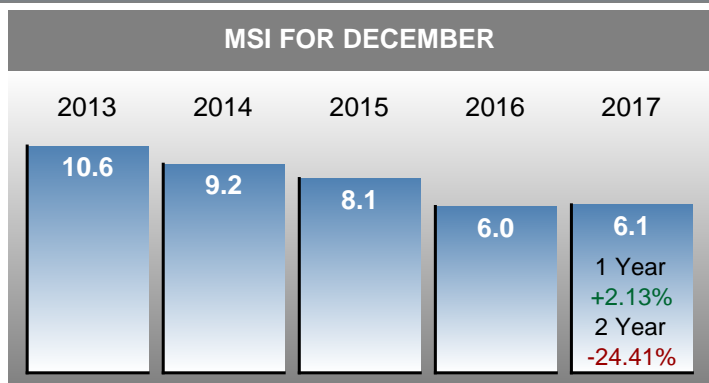
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MONTHS SUPPLY of INVENTORY (MSI)

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5yr DEC AVG = 8.0	3 MONTHS						
High Oct 2013 = 12.1 Low Apr 2013 = 2.3 Months Supply this month at 6.1 , below the 5 yr DEC average of 8.0	<table border="1" style="width: 100%;"> <tr> <td style="writing-mode: vertical-rl; transform: rotate(180deg);">OCT</td> <td style="text-align: center;">6.9</td> </tr> <tr> <td style="writing-mode: vertical-rl; transform: rotate(180deg);">NOV</td> <td style="text-align: center;">6.8</td> </tr> <tr> <td style="writing-mode: vertical-rl; transform: rotate(180deg);">DEC</td> <td style="text-align: center;">6.1</td> </tr> </table> <p style="text-align: center;">-2.23% -9.37%</p>	OCT	6.9	NOV	6.8	DEC	6.1
OCT	6.9						
NOV	6.8						
DEC	6.1						

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	29	8.61%	24.9	52.0	7.2	0.0	0.0
\$10,001 \$20,000	27	8.01%	5.1	8.2	0.5	3.0	0.0
\$20,001 \$50,000	57	16.91%	5.0	7.5	3.1	2.2	0.0
\$50,001 \$120,000	86	25.52%	4.3	9.2	3.2	4.4	0.0
\$120,001 \$190,000	54	16.02%	5.1	15.4	3.4	8.9	6.0
\$190,001 \$300,000	51	15.13%	9.0	33.0	9.1	6.2	3.0
\$300,001 and up	33	9.79%	30.5	276.0	30.0	2.0	12.0
Market Supply of Inventory (MSI)	6.1	100%	6.1	12.5	3.8	5.4	5.3
Total Active Inventory by Units	337			165	122	43	7

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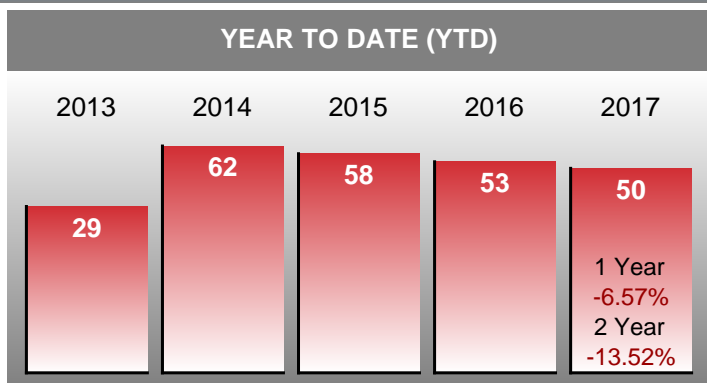
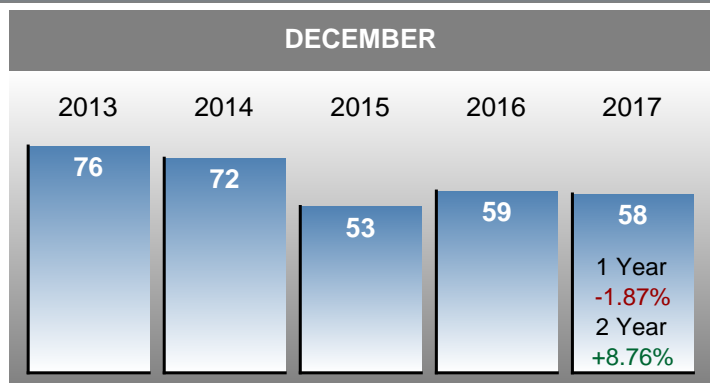
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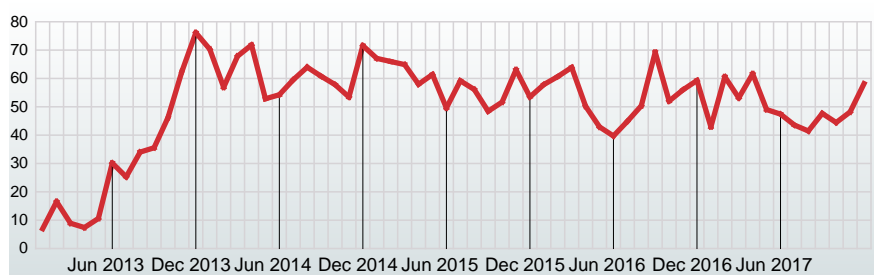
AVERAGE DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS

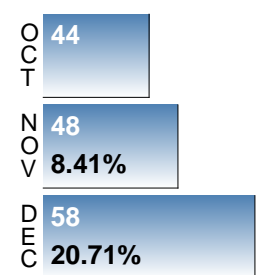
5yr DEC AVG = 64
3 MONTHS



High
Dec 2013 = 76

Low
Jan 2013 = 7

Average Days on Market this month at **58**, below the 5 yr DEC average of **64**



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	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$10,001 - \$30,000	13	21.67%	47.8	63.1	22.0	45.5	0.0
\$30,001 - \$60,000	7	11.67%	64.7	66.6	60.0	0.0	0.0
\$60,001 - \$120,000	16	26.67%	53.8	44.2	53.3	107.0	0.0
\$120,001 - \$150,000	9	15.00%	56.2	0.0	58.8	36.0	0.0
\$150,001 - \$220,000	9	15.00%	66.9	0.0	73.5	30.0	101.0
\$220,001 and up	6	10.00%	74.5	0.0	42.0	91.3	40.0
Average Closed DOM	58.2			58.6	54.6	65.9	70.5
Total Closed Units	60	100%	58.2	17	31	10	2
Total Closed Volume	6,480,111			823.61K	3.47M	1.70M	482.25K

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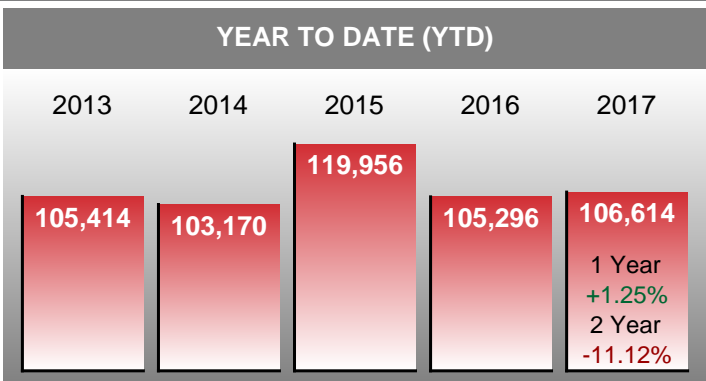
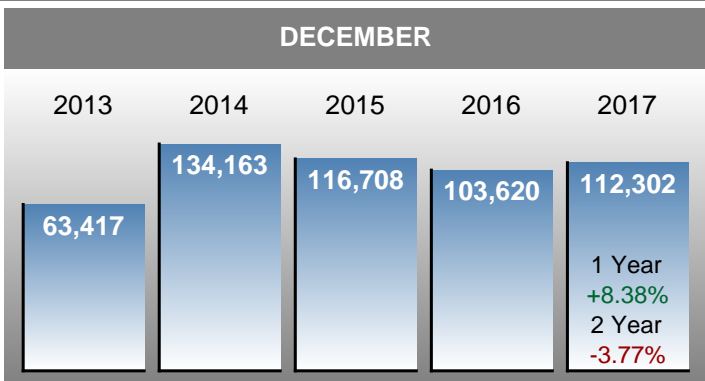
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AVERAGE LIST PRICE AT CLOSING

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



5yr DEC AVG = 106,042

3 MONTHS

OCT	120,373
NOV	122,885
DEC	112,302

High
 Feb 2015 = 259,451
Low
 Dec 2013 = 63,417
Average List Price
 this month at **112,302**,
 above the 5 yr DEC
 average of **106,042**

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	0	0.00%	0	0	0	0	0
\$10,001 \$30,000	11	18.33%	17,930	16,986	22,833	26,500	0
\$30,001 \$60,000	9	15.00%	44,489	50,200	43,200	0	0
\$60,001 \$120,000	15	25.00%	92,920	100,380	91,600	114,900	0
\$120,001 \$150,000	9	15.00%	135,256	0	138,163	129,500	0
\$150,001 \$220,000	9	15.00%	182,344	0	192,950	176,750	209,900
\$220,001 and up	7	11.67%	269,757	0	269,900	277,350	269,500
Average List Price	112,302			51,282	116,988	176,030	239,700
Total Closed Units	60	100%	112,302	17	31	10	2
Total Closed Volume	6,738,132			871.80K	3.63M	1.76M	479.40K

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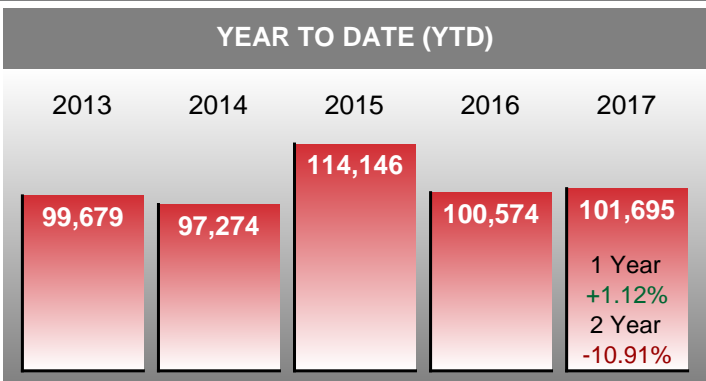
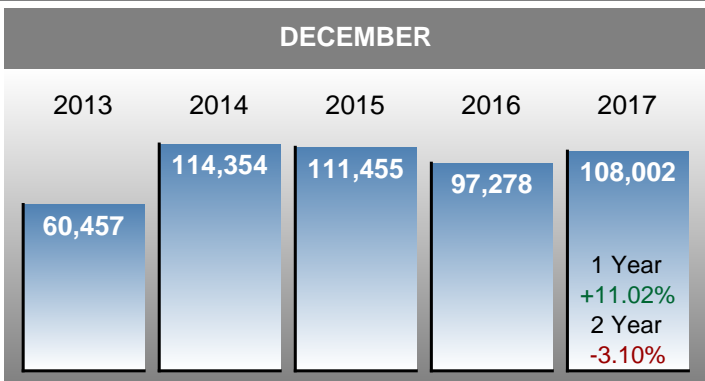
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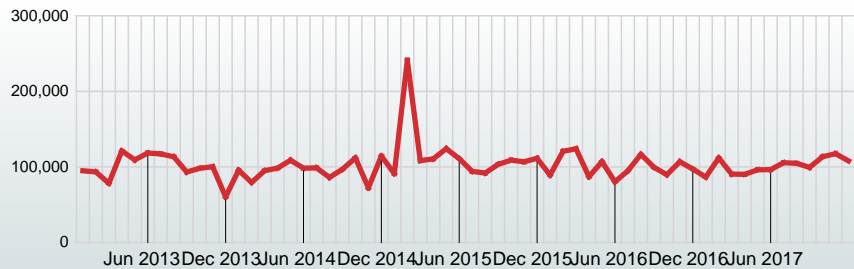
AVERAGE SOLD PRICE AT CLOSING

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 98,309 **3 MONTHS**



High
Feb 2015 = 241,116
Low
Dec 2013 = 60,457
Average Sold Price
this month at **108,002**,
above the 5 yr DEC
average of **98,309**

OCT	113,476
NOV	117,502
3.55%	
DEC	108,002
-8.08%	

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	0	0.00%	0	0	0	0	0
\$10,001 - \$30,000	13	21.67%	18,081	16,100	20,713	19,750	0
\$30,001 - \$60,000	7	11.67%	45,107	47,350	39,500	0	0
\$60,001 - \$120,000	16	26.67%	91,629	94,832	88,690	105,000	0
\$120,001 - \$150,000	9	15.00%	133,511	0	134,013	129,500	0
\$150,001 - \$220,000	9	15.00%	184,211	0	182,317	174,500	215,000
\$220,001 and up	6	10.00%	267,292	0	260,000	269,125	267,250
Average Sold Price	108,002			48,448	112,089	169,950	241,125
Total Closed Units	60	100%	108,002	17	31	10	2
Total Closed Volume	6,480,111			823.61K	3.47M	1.70M	482.25K

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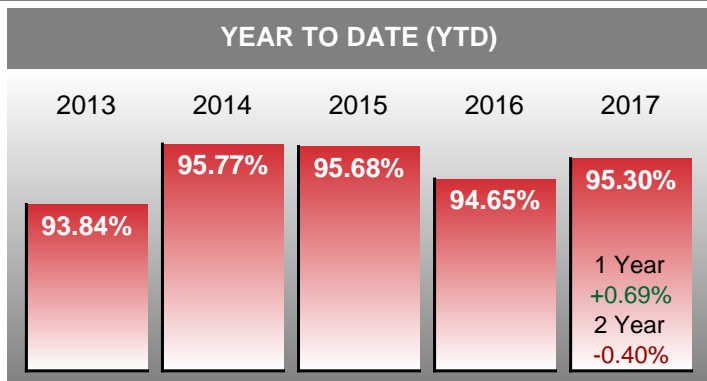
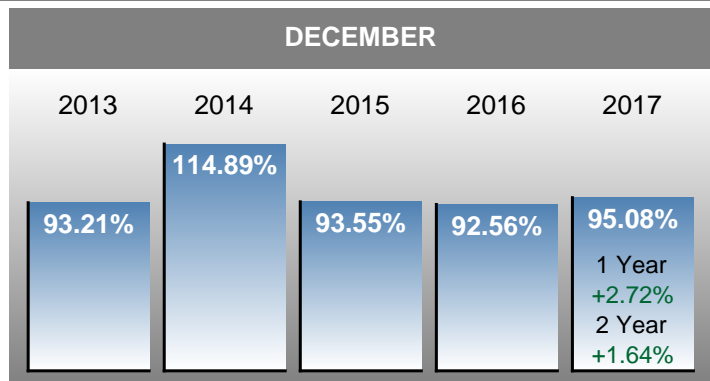
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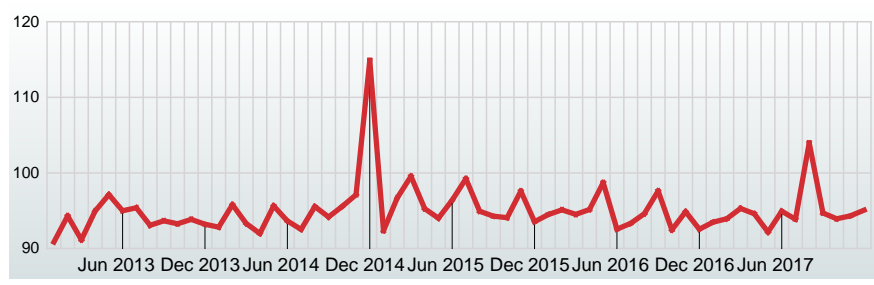
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 97.86%
3 MONTHS



High	Dec 2014 = 114.89%
Low	Jan 2013 = 90.86%
<i>Average Sold/List Ratio this month at 95.08%, below the 5 yr DEC average of 97.86%</i>	
OCT	93.93%
NOV	94.32%
DEC	95.08%
	0.80%

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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$10,001 - \$30,000	13	21.67%	91.03%	94.03%	91.95%	78.69%	0.00%
\$30,001 - \$60,000	7	11.67%	93.29%	93.92%	91.71%	0.00%	0.00%
\$60,001 - \$120,000	16	26.67%	96.30%	95.84%	97.02%	91.38%	0.00%
\$120,001 - \$150,000	9	15.00%	97.46%	0.00%	97.14%	100.00%	0.00%
\$150,001 - \$220,000	9	15.00%	96.45%	0.00%	94.66%	98.84%	102.43%
\$220,001 and up	6	10.00%	97.06%	0.00%	96.33%	96.72%	99.17%
Average Sold/List Ratio		95.10%		94.53%	95.58%	93.33%	100.80%
Total Closed Units	60	100%	95.10%	17	31	10	2
Total Closed Volume	6,480,111			823.61K	3.47M	1.70M	482.25K

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December 2017

Area Delimited by County Of Muskogee



MARKET SUMMARY

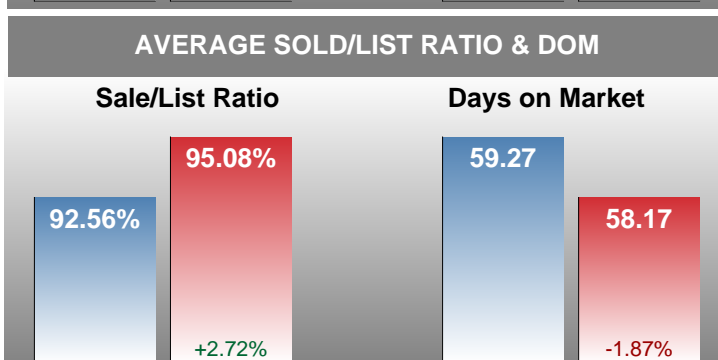
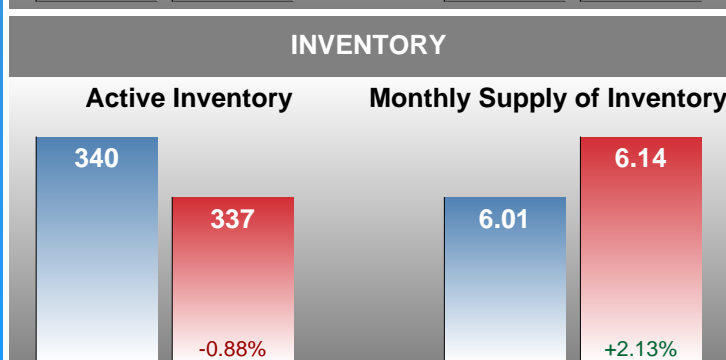
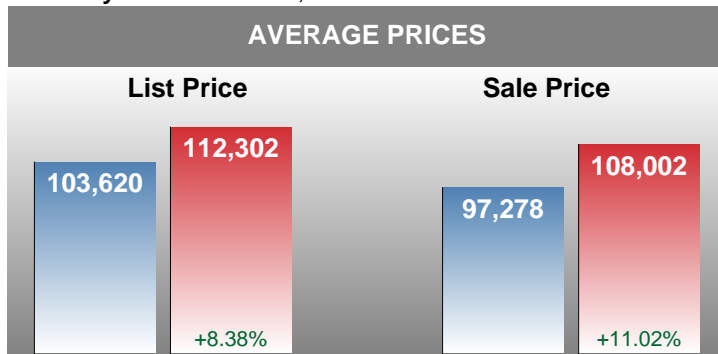
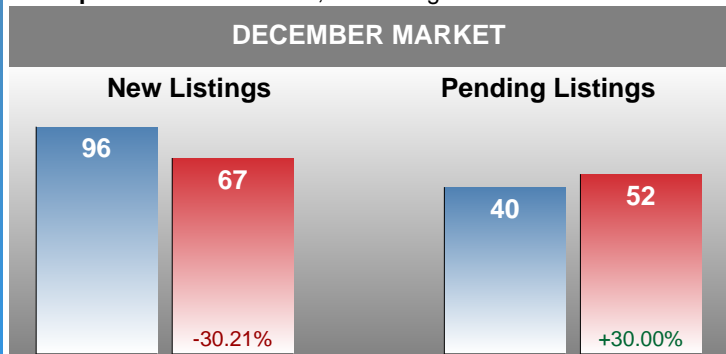
Report produced on Jan 12, 2018 for Greater Tulsa Association of REALTORS



Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	55	60	9.09%	679	659	-2.95%
Pending Sales	40	52	30.00%	681	698	2.50%
New Listings	96	67	-30.21%	1,314	1,358	3.35%
Average List Price	103,620	112,302	8.38%	105,296	106,614	1.25%
Average Sale Price	97,278	108,002	11.02%	100,574	101,695	1.12%
Average Percent of Selling Price to List Price	92.56%	95.08%	2.72%	94.65%	95.30%	0.69%
Average Days on Market to Sale	59.27	58.17	-1.87%	53.41	49.90	-6.57%
Monthly Inventory	340	337	-0.88%	340	337	-0.88%
Months Supply of Inventory	6.01	6.14	2.13%	6.01	6.14	2.13%

Absorption: Last 12 months, an Average of **55** Sales/Month

Inventory on December 31, 2017 = **337** 2016 **2017**



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