



## February 2018

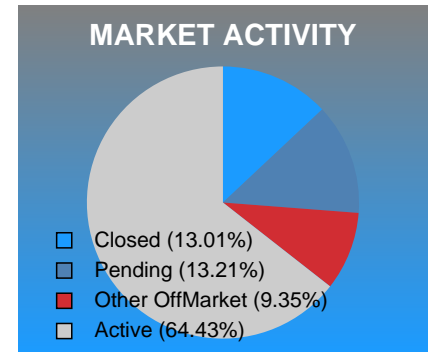
Area Delimited by County Of Muskogee



### 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%
Median List Price	90,000	68,200	-24.22%
Median Sale Price	84,900	59,875	-29.48%
Median Percent of List Price to Selling Price	96.19%	94.34%	-1.93%
Median Days on Market to Sale	50.00	47.50	-5.00%
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.

#### Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **29.48%** in February 2018 to \$59,875 versus the previous year at \$84,900.

#### Median Days on Market Shortens

The median number of **47.50** days that homes spent on the market before selling decreased by 2.50 days or **5.00%** in February 2018 compared to last year's same month at **50.00** DOM.

#### Sales Success for February 2018 is Positive

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

#### 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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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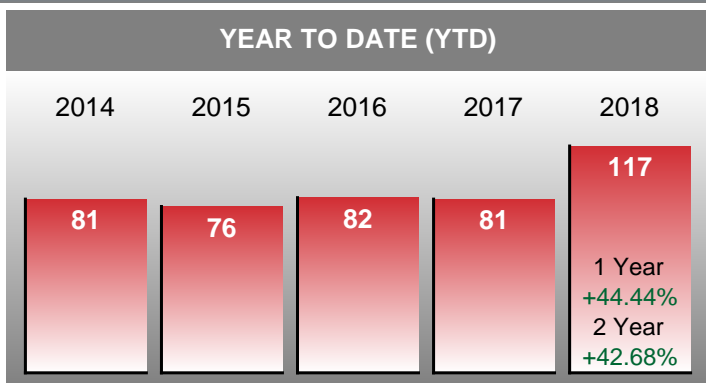
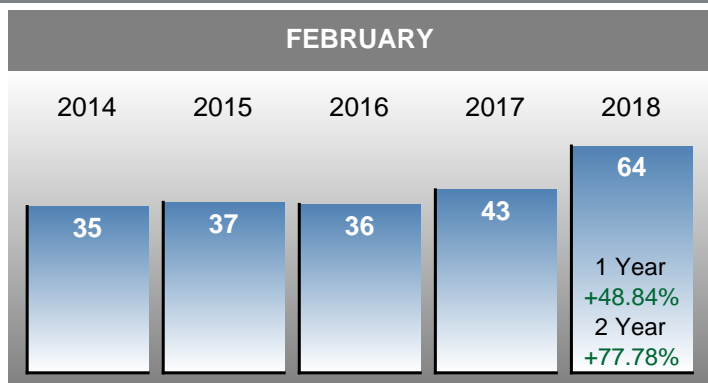
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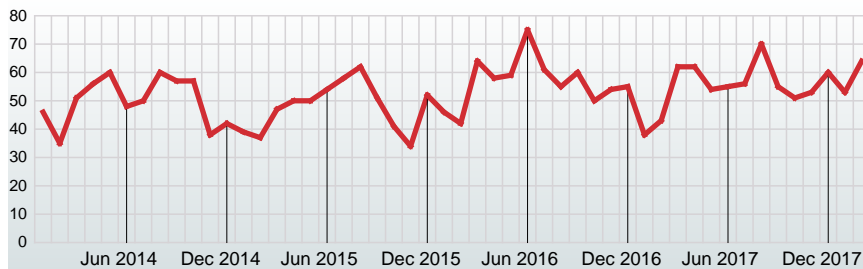


## CLOSED LISTINGS

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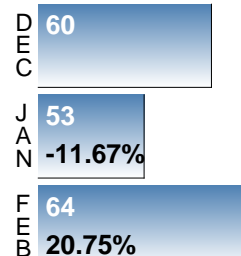
### 5 YEAR MARKET ACTIVITY TRENDS



5yr 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		%	MDOM	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%	151.0	13	1	0	0
\$10,001-\$30,000	6	9.38%	31.0	2	3	1	0
\$30,001-\$90,000	20	31.25%	14.5	4	12	3	1
\$90,001-\$120,000	10	15.63%	20.5	0	9	1	0
\$120,001-\$140,000	5	7.81%	107.0	0	3	2	0
\$140,001 and up	9	14.06%	12.0	1	7	0	1
<b>Total Closed Units</b>	<b>64</b>			<b>20</b>	<b>35</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>4,615,560</b>	<b>100%</b>	<b>47.5</b>	<b>442.00K</b>	<b>3.34M</b>	<b>562.55K</b>	<b>266.03K</b>
<b>Median Closed Price</b>	<b>\$59,875</b>			<b>\$8,000</b>	<b>\$94,500</b>	<b>\$83,000</b>	<b>\$133,014</b>

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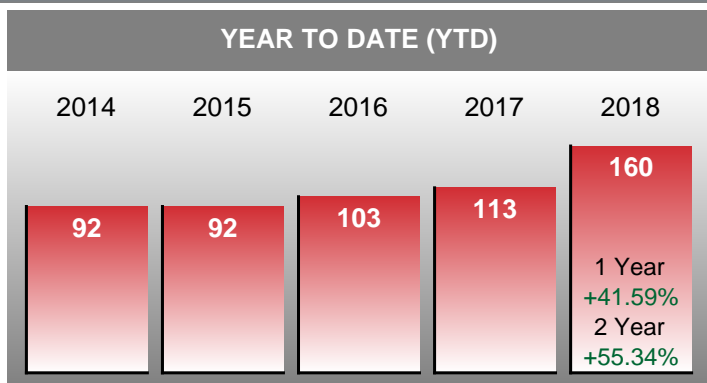
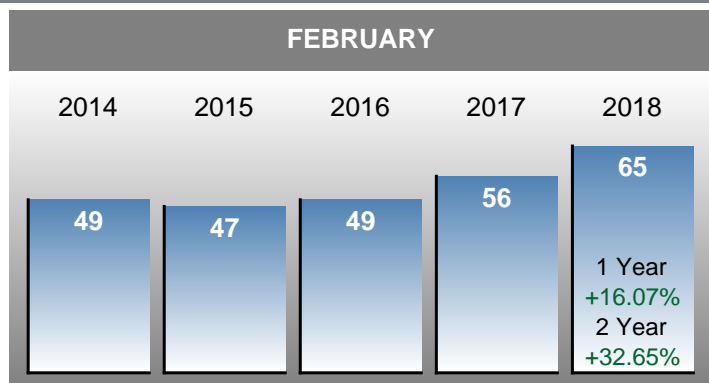
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## PENDING LISTINGS

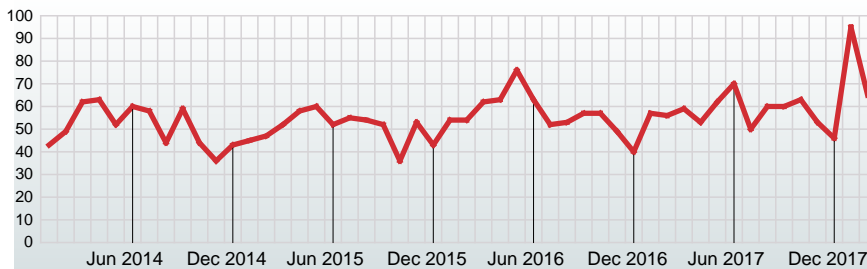
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 53

3 MONTHS



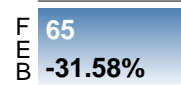
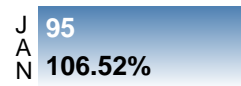
**High**

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	3	4.62%	44.0	2	1	0	0
\$10,001 - \$30,000	7	10.77%	41.0	4	3	0	0
\$30,001 - \$60,000	13	20.00%	31.0	5	6	1	1
\$60,001 - \$120,000	16	24.62%	12.0	1	13	2	0
\$120,001 - \$150,000	10	15.38%	17.5	0	7	3	0
\$150,001 - \$190,000	8	12.31%	64.5	1	5	2	0
\$190,001 and up	8	12.31%	16.5	2	5	1	0
<b>Total Pending Units</b>	<b>65</b>			<b>15</b>	<b>40</b>	<b>9</b>	<b>1</b>
<b>Total Pending Volume</b>	<b>8,861,794</b>	<b>100%</b>	<b>33.0</b>	<b>3.16M</b>	<b>4.52M</b>	<b>1.14M</b>	<b>40.00K</b>
<b>Median Listing Price</b>	<b>\$99,900</b>			<b>\$34,900</b>	<b>\$112,200</b>	<b>\$129,000</b>	<b>\$40,000</b>

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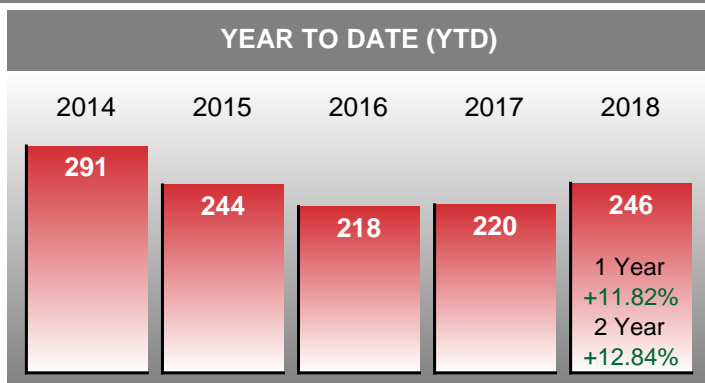
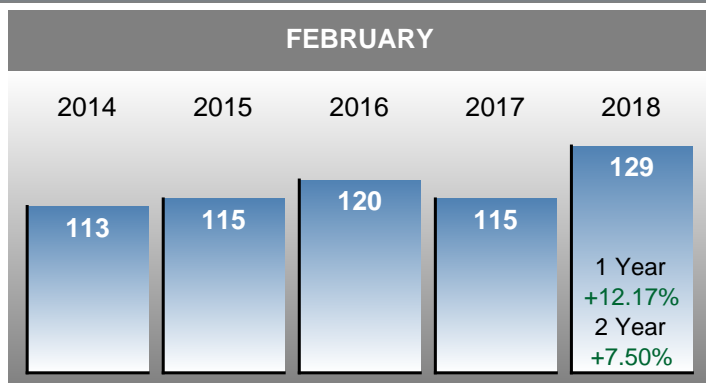
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## NEW LISTINGS

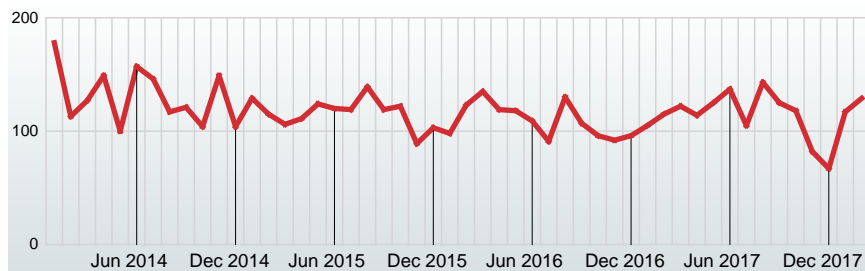
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### 5 YEAR MARKET ACTIVITY TRENDS

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
<b>74.63%</b>	
FEB	129
<b>10.26%</b>	

### 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
<b>Total New Listed Units</b>	<b>129</b>		<b>52</b>	<b>57</b>	<b>17</b>	<b>3</b>
<b>Total New Listed Volume</b>	<b>24,635,389</b>	<b>100%</b>	<b>15.34M</b>	<b>6.11M</b>	<b>2.79M</b>	<b>393.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$69,900</b>		<b>\$39,950</b>	<b>\$89,900</b>	<b>\$149,000</b>	<b>\$54,900</b>

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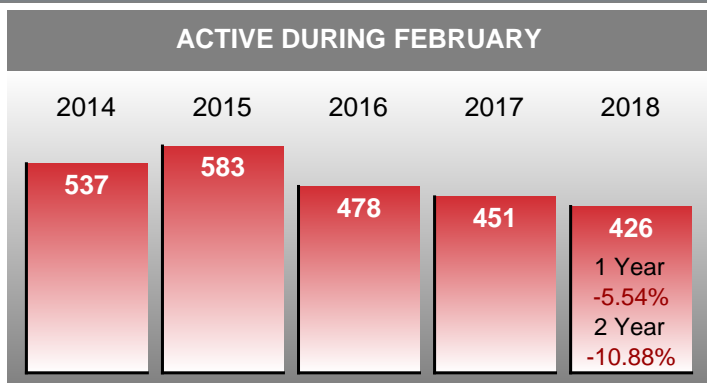
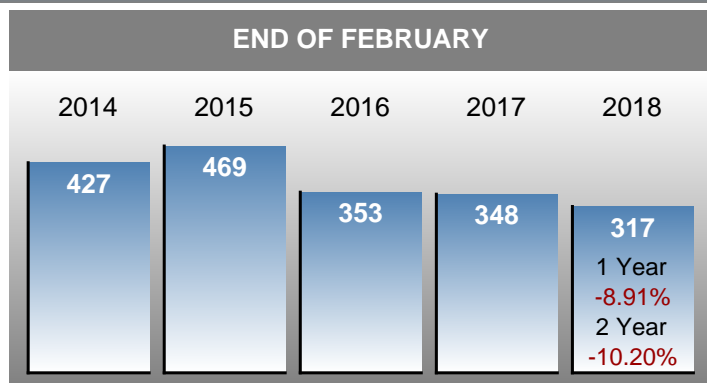
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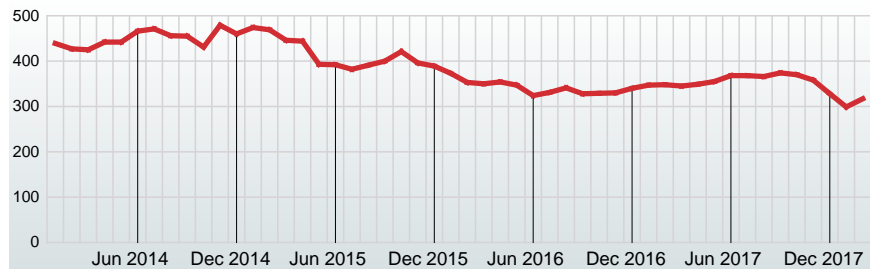


## ACTIVE INVENTORY

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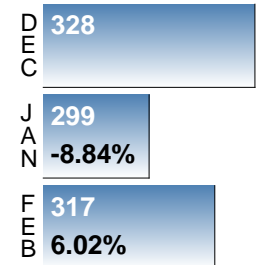


### 5 YEAR MARKET ACTIVITY TRENDS



**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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	16	5.05%	19.0	13	2	0	1
\$10,001 \$30,000	48	15.14%	50.0	40	7	1	0
\$30,001 \$50,000	42	13.25%	33.5	26	14	2	0
\$50,001 \$130,000	85	26.81%	61.0	30	49	5	1
\$130,001 \$200,000	54	17.03%	55.0	7	34	11	2
\$200,001 \$320,000	38	11.99%	86.0	11	10	16	1
\$320,001 and up	34	10.73%	75.5	24	5	3	2
<b>Total Active Inventory by Units</b>	<b>317</b>			<b>151</b>	<b>121</b>	<b>38</b>	<b>7</b>
<b>Total Active Inventory by Volume</b>	<b>55,721,910</b>	<b>100%</b>	<b>61.0</b>	<b>31.14M</b>	<b>15.18M</b>	<b>7.65M</b>	<b>1.76M</b>
<b>Median Active Inventory Listing Price</b>	<b>\$89,000</b>			<b>\$50,000</b>	<b>\$105,000</b>	<b>\$202,500</b>	<b>\$199,000</b>

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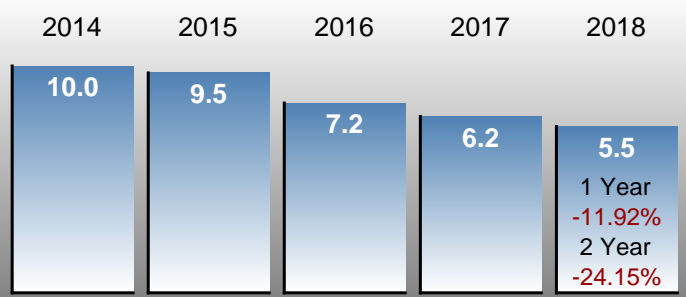
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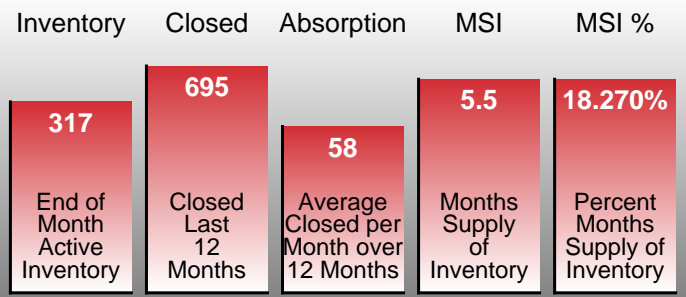
## MONTHS SUPPLY of INVENTORY (MSI)

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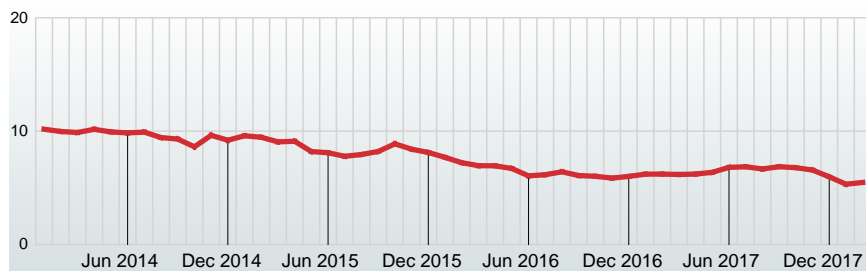
### MSI FOR FEBRUARY



### INDICATORS FOR FEBRUARY 2018



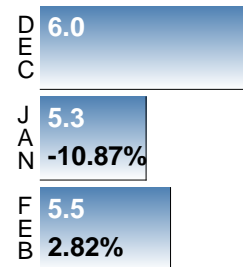
### 5 YEAR MARKET ACTIVITY TRENDS



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			10.7	3.6	4.3	5.3
Total Active Inventory by Units	317	100%	5.5	151	121	38	7

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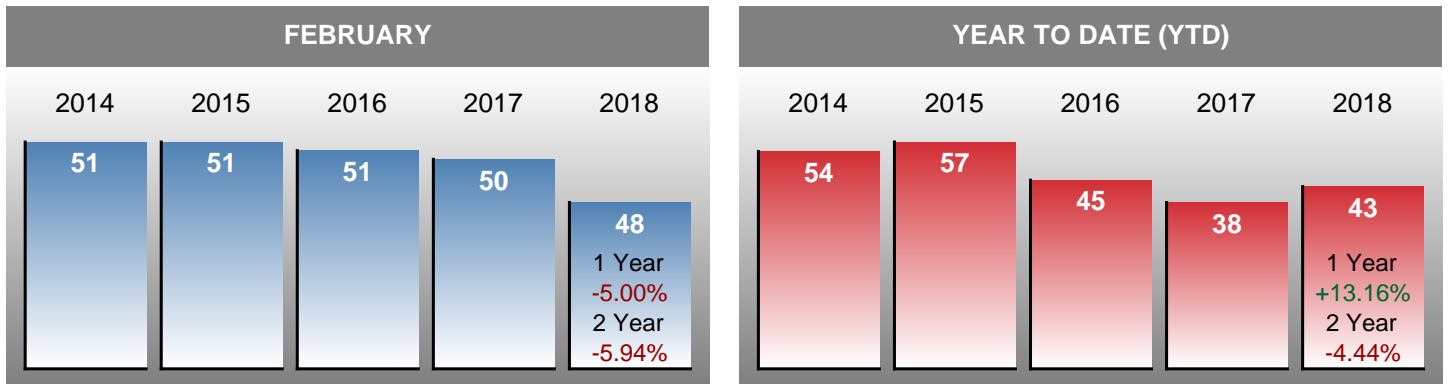
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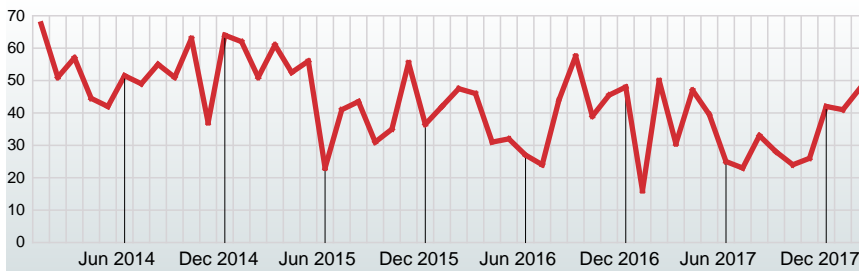


## MEDIAN DAYS ON MARKET TO SALE

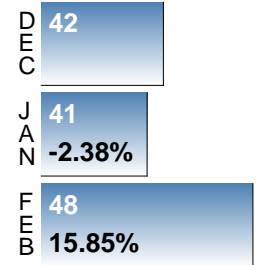
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5 YEAR MARKET ACTIVITY TRENDS 5yr FEB AVG = 50      3 MONTHS



**High**  
Jan 2014 = 68  
**Low**  
Jan 2017 = 16  
*Median Days on Market*  
this month at **48**,  
below the 5 yr FEB  
average of **50**



## 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
\$0 and less	0	0.00%	75.5	0.0	0.0	0.0	0.0
\$1-\$10,000	14	21.88%	151.0	151.0	161.0	0.0	0.0
\$10,001-\$30,000	6	9.38%	31.0	55.5	20.0	11.0	0.0
\$30,001-\$90,000	20	31.25%	14.5	15.0	35.5	10.0	3.0
\$90,001-\$120,000	10	15.63%	20.5	0.0	20.0	77.0	0.0
\$120,001-\$140,000	5	7.81%	107.0	0.0	107.0	79.0	0.0
\$140,001 and up	9	14.06%	12.0	9.0	12.0	0.0	43.0
<b>Median Closed DOM</b>	<b>47.5</b>			<b>151.0</b>	<b>20.0</b>	<b>11.0</b>	<b>23.0</b>
<b>Total Closed Units</b>	<b>64</b>	<b>100%</b>	<b>47.5</b>	<b>20</b>	<b>35</b>	<b>7</b>	<b>2</b>
<b>Total Closed Volume</b>	<b>4,615,560</b>			<b>442.00K</b>	<b>3.34M</b>	<b>562.55K</b>	<b>266.03K</b>

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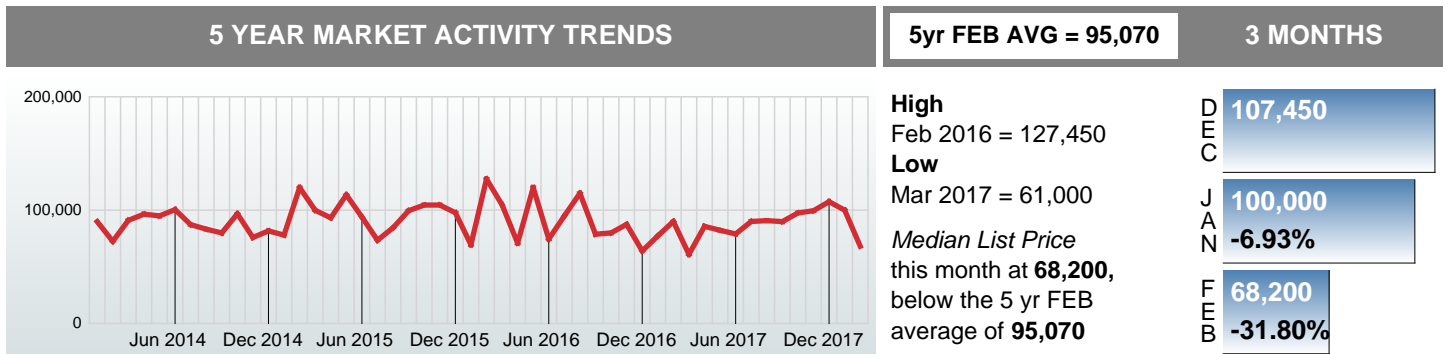
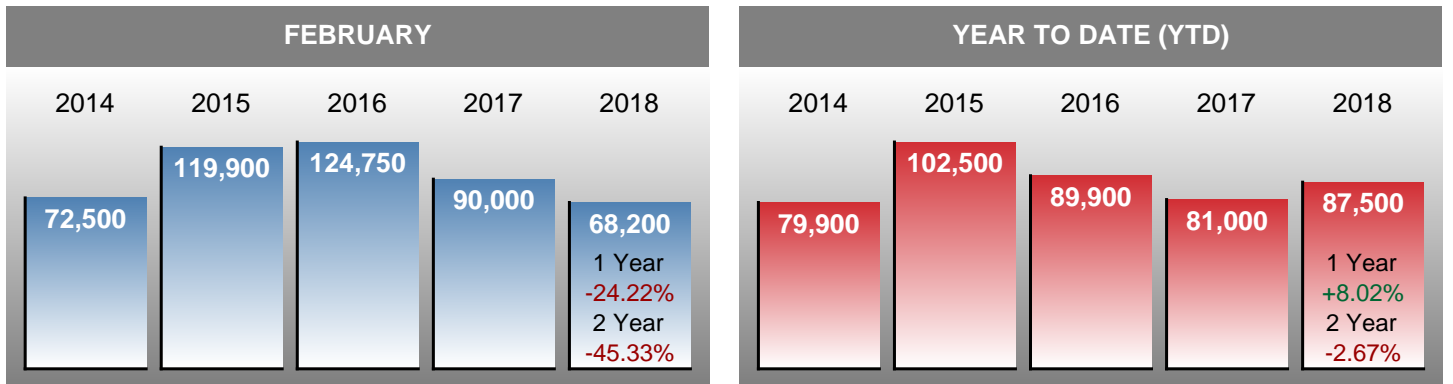
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## MEDIAN LIST PRICE AT CLOSING

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## 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
\$0 and less	0	0.00%	12	0	0	0	0
\$1-\$10,000	12	18.75%	9,500	9,500	0	0	0
\$10,001-\$30,000	8	12.50%	16,000	14,900	23,375	11,900	0
\$30,001-\$90,000	17	26.56%	45,000	33,000	45,000	57,300	0
\$90,001-\$120,000	12	18.75%	104,950	94,900	105,000	99,900	94,500
\$120,001-\$140,000	3	4.69%	135,000	0	124,900	137,500	0
\$140,001 and up	12	18.75%	157,000	150,000	156,750	0	170,900
<b>Median List Price</b>			68,200	9,500	104,900	79,000	132,700
<b>Total Closed Units</b>		100%	68,200	20	35	7	2
<b>Total Closed Volume</b>			4,862,750	502.70K	3.52M	578.60K	265.40K

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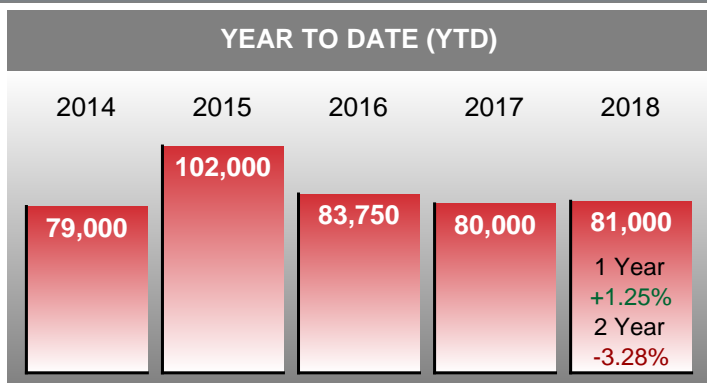
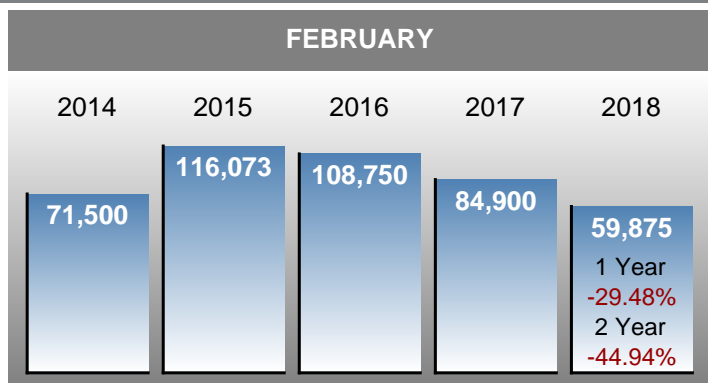
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## MEDIAN SOLD PRICE AT CLOSING

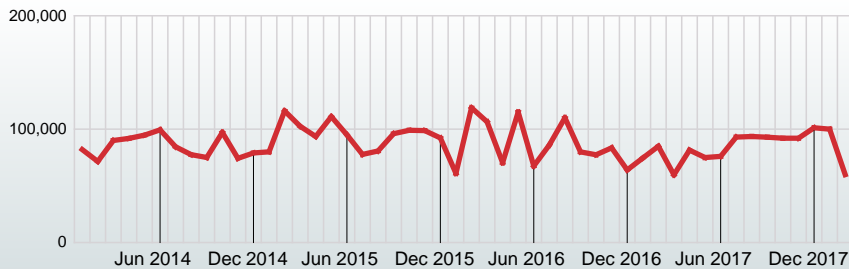
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 88,220

3 MONTHS



**High**  
Feb 2016 = 118,825  
**Low**  
Mar 2017 = 59,750  
*Median Sold Price*  
this month at **59,875**,  
below the 5 yr FEB  
average of **88,220**

DEC	101,200
JAN	100,000
FEB	59,875
-1.19%	
-40.13%	

### 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
\$0 and less	0	0.00%	157,000	0	0	0	0
\$1-\$10,000	14	21.88%	8,000	8,000	10,000	0	0
\$10,001-\$30,000	6	9.38%	18,500	15,250	24,000	11,900	0
\$30,001-\$90,000	20	31.25%	49,437	33,750	49,437	54,750	90,000
\$90,001-\$120,000	10	15.63%	104,000	0	105,000	99,000	0
\$120,001-\$140,000	5	7.81%	135,000	0	135,000	136,000	0
\$140,001 and up	9	14.06%	176,027	145,000	189,900	0	176,027
<b>Median Sold Price</b>			59,875	8,000	94,500	83,000	133,014
<b>Total Closed Units</b>		100%	59,875	20	35	7	2
<b>Total Closed Volume</b>			4,615,560	442.00K	3.34M	562.55K	266.03K

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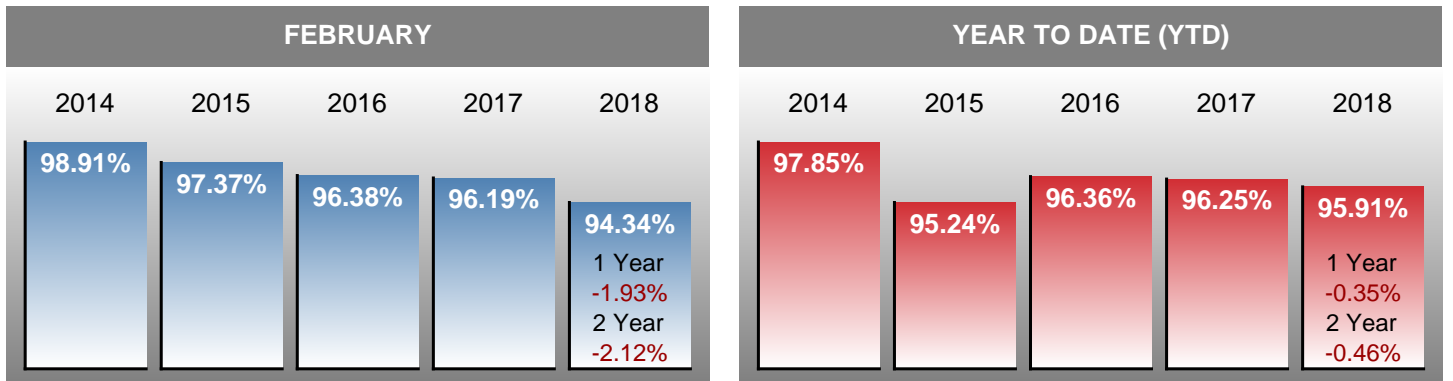
# February 2018

Area Delimited by County Of Muskogee



## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

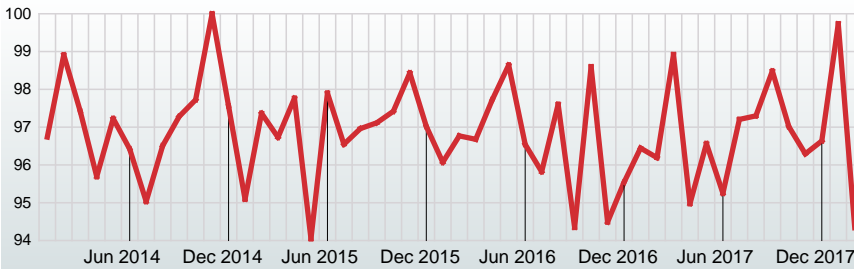
Report produced on Mar 12, 2018 for Greater Tulsa Association of REALTORS



### 5 YEAR MARKET ACTIVITY TRENDS

5yr FEB AVG = 96.64%

3 MONTHS



**High**  
Nov 2014 = 100.00%  
**Low**  
May 2015 = 94.05%  
*Median Sold/List Ratio*  
this month at **94.34%**,  
below the 5 yr FEB  
average of **96.64%**

DEC	96.63%
JAN	99.74%
FEB	94.34%
FEB	-5.41%

### 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
\$0 and less	0	0.00%	76.027.00%	0.00%	0.00%	0.00%	0.00%
\$1-\$10,000	14	21.88%	84.21%	84.21%	62.50%	0.00%	0.00%
\$10,001-\$30,000	6	9.38%	100.88%	97.97%	101.76%	100.00%	0.00%
\$30,001-\$90,000	20	31.25%	93.52%	92.71%	92.59%	95.55%	95.24%
\$90,001-\$120,000	10	15.63%	98.80%	0.00%	98.65%	99.10%	0.00%
\$120,001-\$140,000	5	7.81%	94.83%	0.00%	93.10%	98.89%	0.00%
\$140,001 and up	9	14.06%	98.33%	96.67%	98.33%	0.00%	103.00%
Median Sold/List Ratio		94.34%		84.21%	95.48%	99.10%	99.12%
Total Closed Units	64	100%	94.34%	20	35	7	2
Total Closed Volume	4,615,560			442.00K	3.34M	562.55K	266.03K

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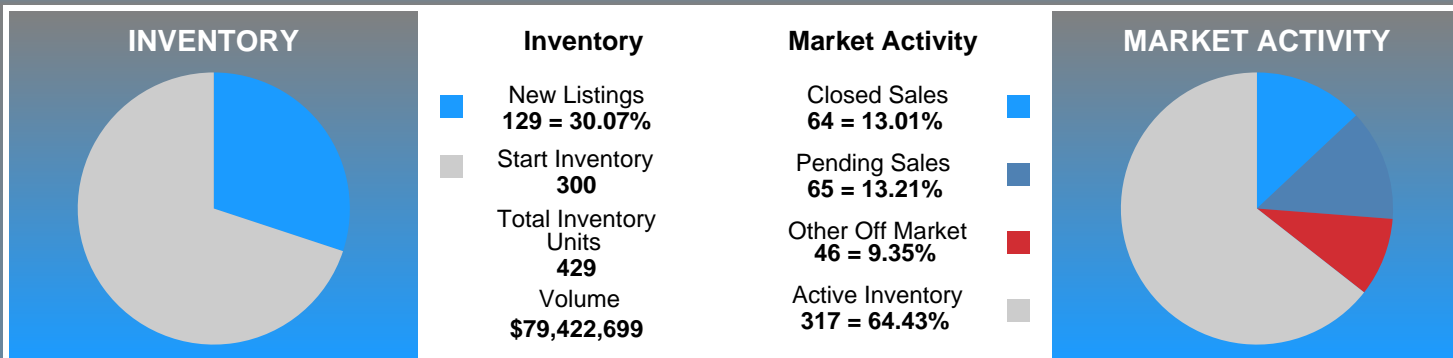
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## MARKET SUMMARY

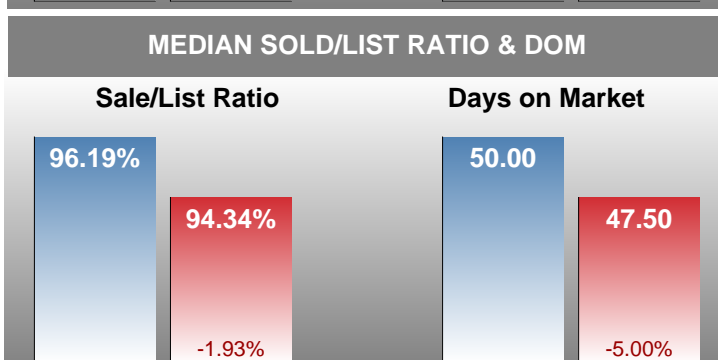
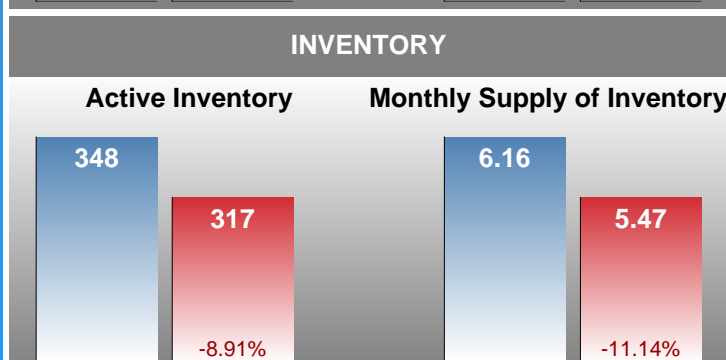
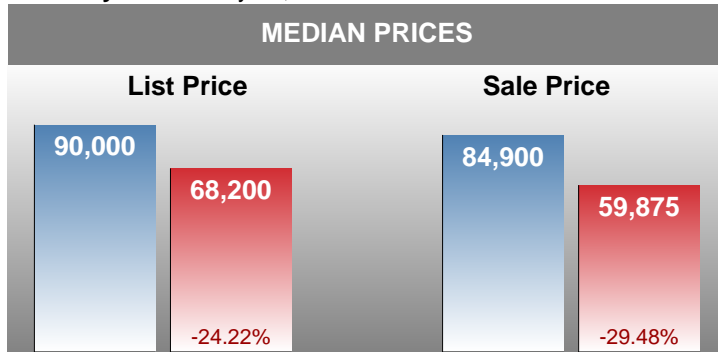
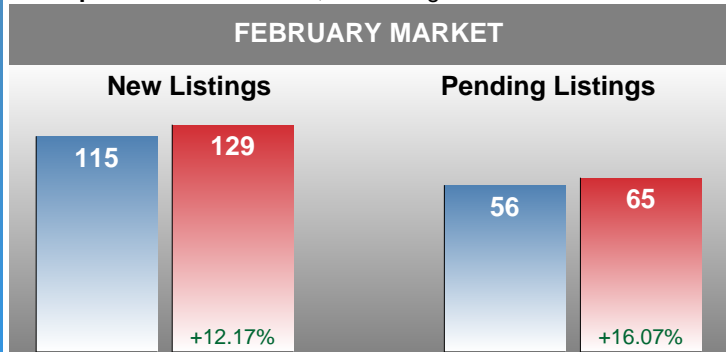
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Compared Metrics	February			Year to Date		
	2017	2018	+/-%	2017	2018	+/-%
Closed Sales	43	64	48.84%	81	117	44.44%
Pending Sales	56	65	16.07%	113	160	41.59%
New Listings	115	129	12.17%	220	246	11.82%
Median List Price	90,000	68,200	-24.22%	81,000	87,500	8.02%
Median Sale Price	84,900	59,875	-29.48%	80,000	81,000	1.25%
Median Percent of Selling Price to List Price	96.19%	94.34%	-1.93%	96.25%	95.91%	-0.35%
Median Days on Market to Sale	50.00	47.50	-5.00%	38.00	43.00	13.16%
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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