



## December 2017

Area Delimited by County Of Muskogee

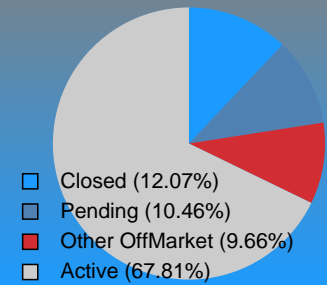


### MONTHLY INVENTORY ANALYSIS

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%
Median List Price	64,000	107,450	67.89%
Median Sale Price	64,000	101,200	58.13%
Median Percent of List Price to Selling Price	95.54%	96.63%	1.14%
Median Days on Market to Sale	48.00	42.00	-12.50%
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.

##### 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 **58.13%** in December 2017 to \$101,200 versus the previous year at \$64,000.

##### Median Days on Market Shortens

The median number of **42.00** days that homes spent on the market before selling decreased by 6.00 days or **12.50%** in December 2017 compared to last year's same month at **48.00** DOM.

##### Sales Success for December 2017 is Positive

Overall, with Median 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.

#### 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.

##### Are You Ready to Buy or Sell Real Estate?

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Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.



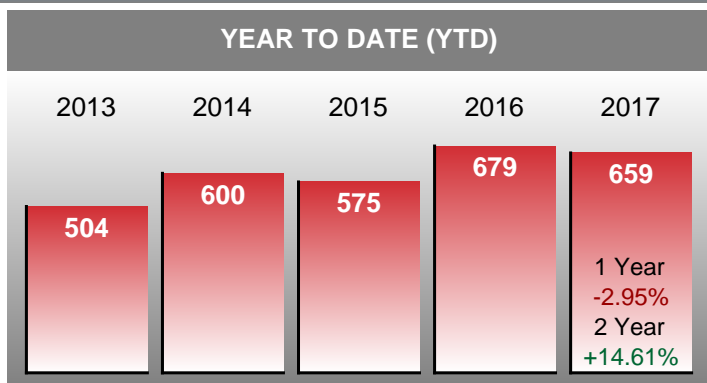
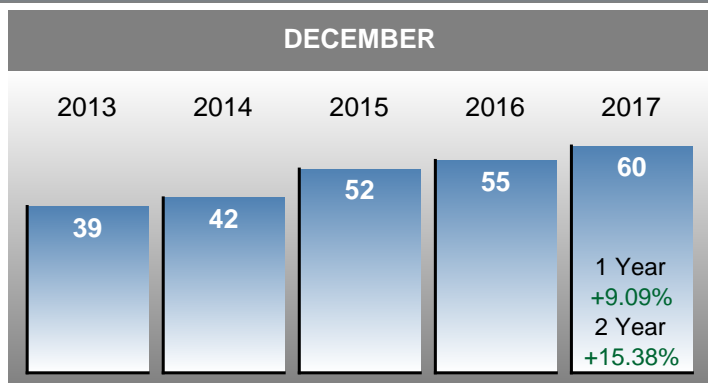
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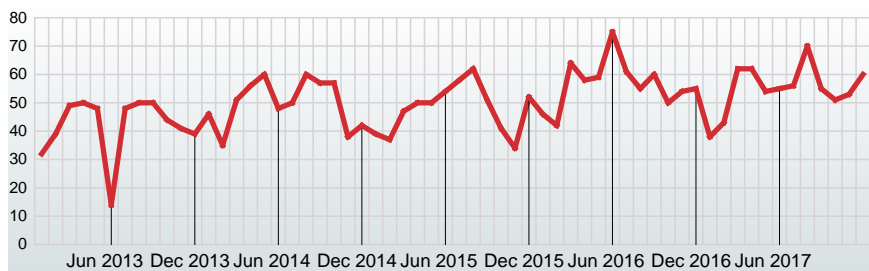


## CLOSED LISTINGS

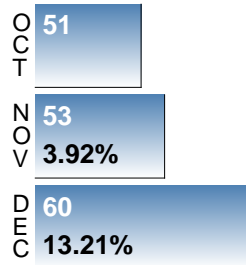
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**5 YEAR MARKET ACTIVITY TRENDS**      **5yr DEC AVG = 50**      **3 MONTHS**



**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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	<b>0</b>	0.00%	0.0	0	0	0	0
\$10,001 - \$30,000	<b>13</b>	21.67%	35.0	7	4	2	0
\$30,001 - \$60,000	<b>7</b>	11.67%	33.0	5	2	0	0
\$60,001 - \$120,000	<b>16</b>	26.67%	41.0	5	10	1	0
\$120,001 - \$150,000	<b>9</b>	15.00%	42.0	0	8	1	0
\$150,001 - \$220,000	<b>9</b>	15.00%	80.0	0	6	2	1
\$220,001 and up	<b>6</b>	10.00%	55.0	0	1	4	1
<b>Total Closed Units</b>	<b>60</b>			17	31	10	2
<b>Total Closed Volume</b>	6,480,111	100%	42.0	823.61K	3.47M	1.70M	482.25K
<b>Median Closed Price</b>	\$101,200			\$36,000	\$109,200	\$174,500	\$241,125

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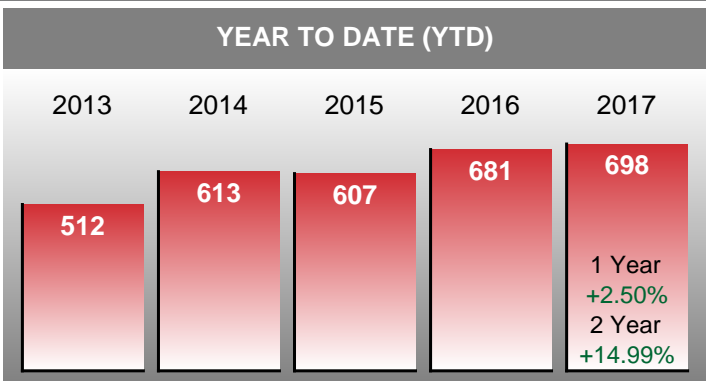
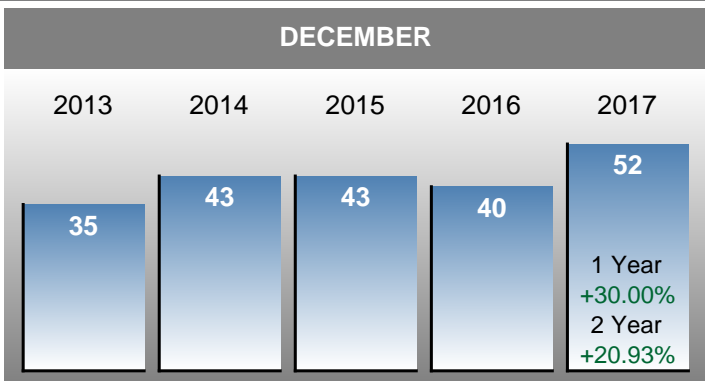
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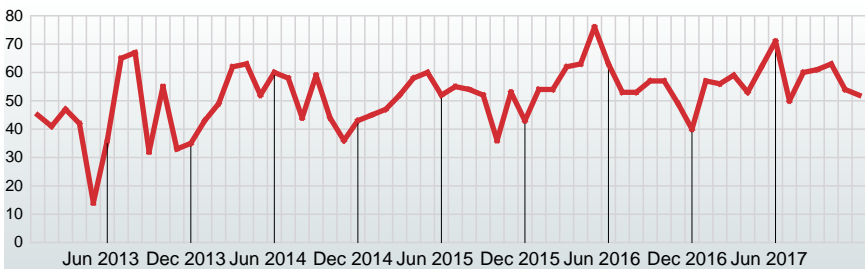


## PENDING LISTINGS

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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**

OCT	63
NOV	54
DEC	52
	<b>-14.29%</b>
	<b>-3.70%</b>

### 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	2	3.85%	52.5	1	0	1	0
\$10,001 \$30,000	8	15.38%	30.0	2	5	1	0
\$30,001 \$60,000	8	15.38%	59.0	5	3	0	0
\$60,001 \$120,000	15	28.85%	60.0	3	11	1	0
\$120,001 \$160,000	7	13.46%	58.0	0	5	2	0
\$160,001 \$190,000	6	11.54%	36.0	0	5	1	0
\$190,001 and up	6	11.54%	72.5	0	3	3	0
<b>Total Pending Units</b>	<b>52</b>			11	32	9	0
<b>Total Pending Volume</b>	<b>5,277,000</b>	100%	54.5	533.90K	3.52M	1.23M	0.00B
<b>Median Listing Price</b>	<b>\$91,950</b>			\$42,000	\$104,700	\$154,900	\$0

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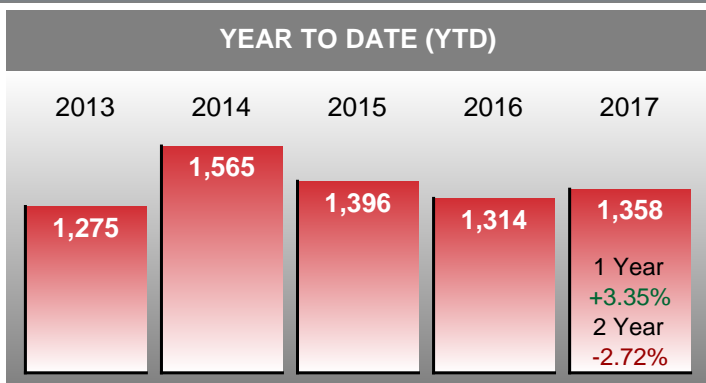
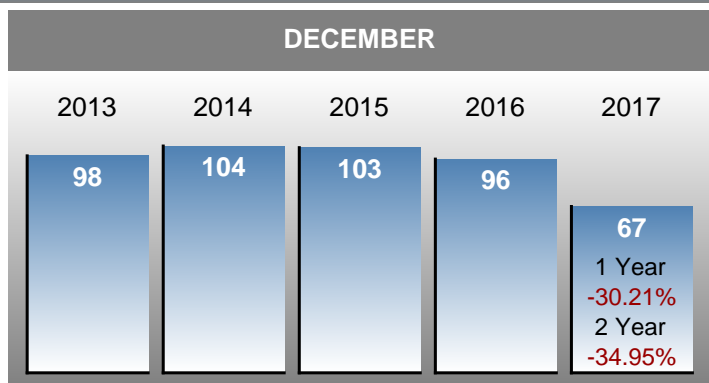
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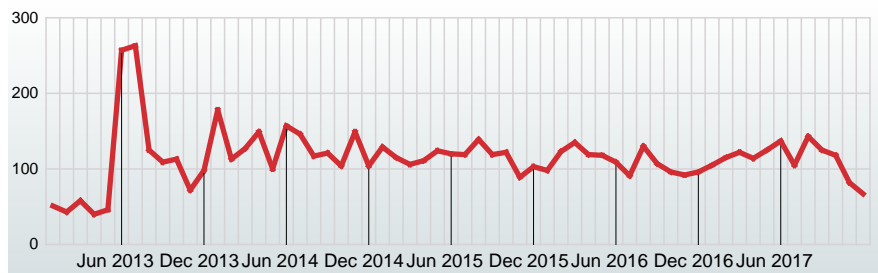


## NEW LISTINGS

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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
<b>Total New Listed Units</b>	<b>67</b>		<b>25</b>	<b>22</b>	<b>19</b>	<b>1</b>
<b>Total New Listed Volume</b>	<b>10,055,869</b>	<b>100%</b>	<b>3.11M</b>	<b>3.45M</b>	<b>3.33M</b>	<b>170.90K</b>
<b>Median New Listed Listing Price</b>	<b>\$134,900</b>		<b>\$41,500</b>	<b>\$154,900</b>	<b>\$174,500</b>	<b>\$170,900</b>

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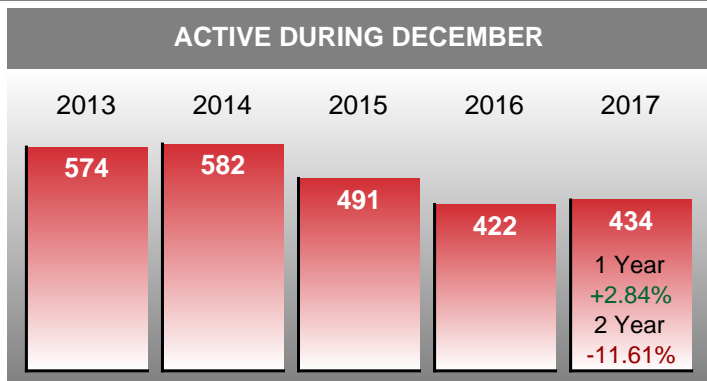
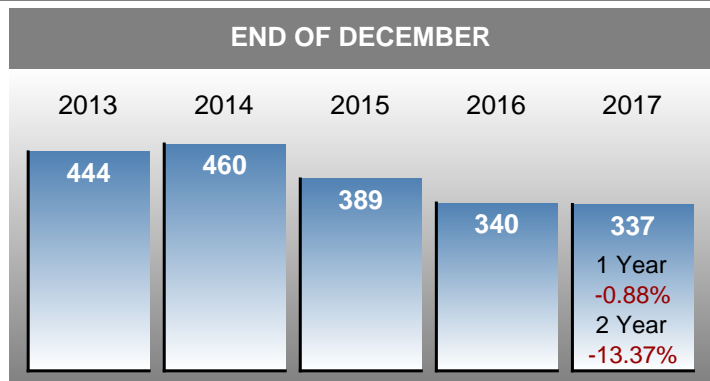
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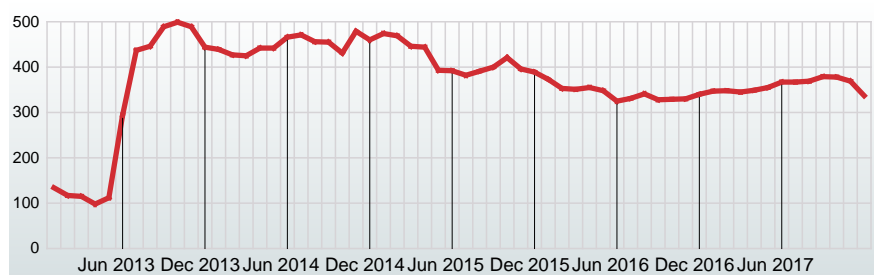
## ACTIVE INVENTORY

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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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	<b>29</b>	8.61%	142.0	26	3	0	0
\$10,001 \$20,000	<b>27</b>	8.01%	76.0	24	1	1	1
\$20,001 \$50,000	<b>57</b>	16.91%	74.0	39	16	2	0
\$50,001 \$120,000	<b>86</b>	25.52%	88.5	33	45	8	0
\$120,001 \$190,000	<b>54</b>	16.02%	76.5	9	27	17	1
\$190,001 \$300,000	<b>51</b>	15.13%	91.0	11	25	14	1
\$300,001 and up	<b>33</b>	9.79%	83.0	23	5	1	4
<b>Total Active Inventory by Units</b>				165	122	43	7
<b>Total Active Inventory by Volume</b>			88.0	29.97M	16.65M	7.19M	2.24M
<b>Median Active Inventory Listing Price</b>				\$49,000	\$115,000	\$159,900	\$370,000

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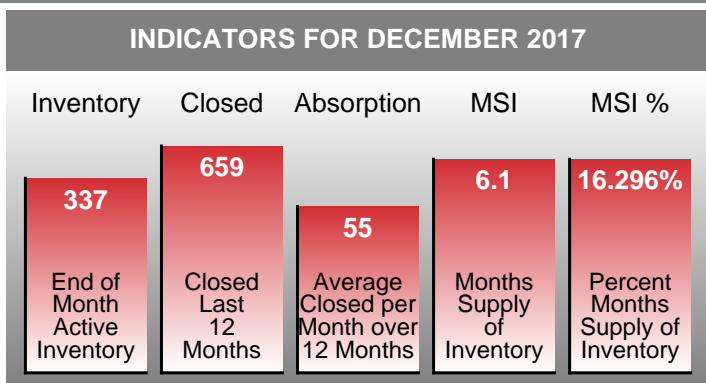
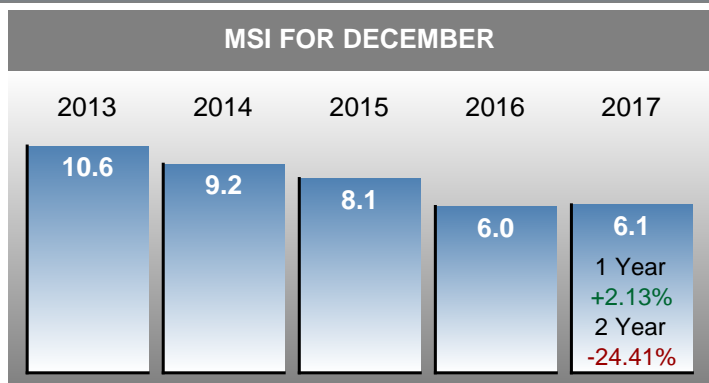
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## MONTHS SUPPLY of INVENTORY (MSI)

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<b>5yr DEC AVG = 8.0</b>	<b>3 MONTHS</b>								
<b>High</b> Oct 2013 = 12.1 <b>Low</b> Apr 2013 = 2.3 Months Supply this month at <b>6.1</b> , below the 5 yr DEC average of <b>8.0</b>	<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> <tr> <td></td> <td style="text-align: center;"><b>-9.37%</b></td> </tr> </table>	OCT	6.9	NOV	6.8	DEC	6.1		<b>-9.37%</b>
OCT	6.9								
NOV	6.8								
DEC	6.1								
	<b>-9.37%</b>								

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

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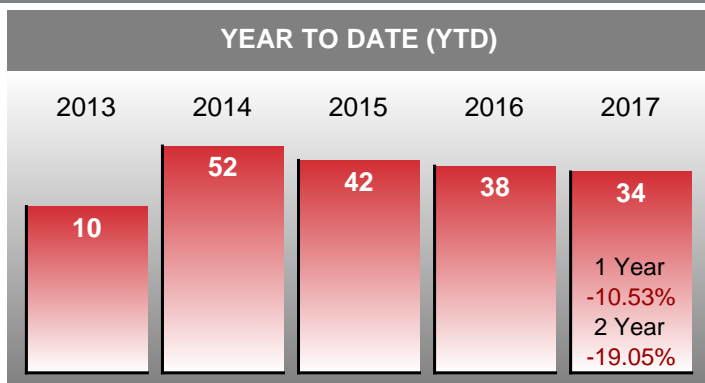
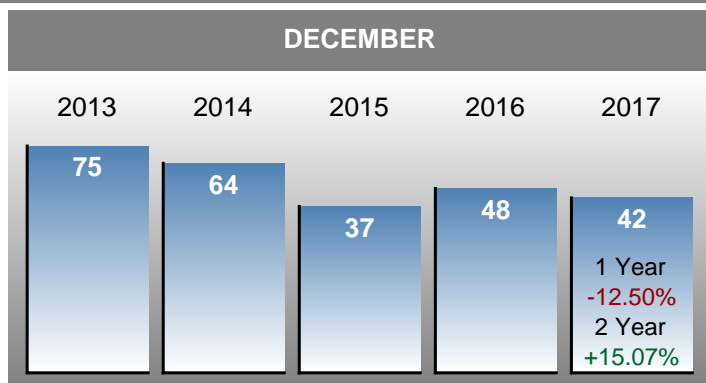
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## MEDIAN DAYS ON MARKET TO SALE

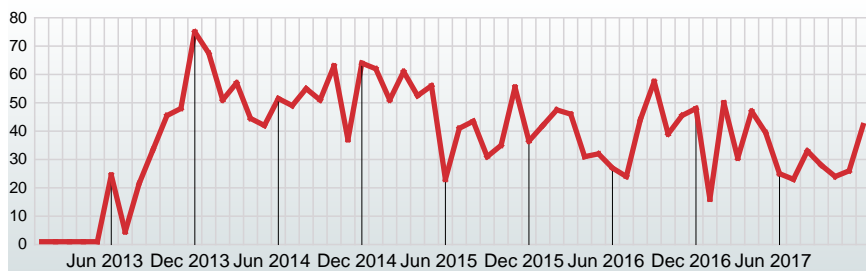
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### 5 YEAR MARKET ACTIVITY TRENDS

5yr DEC AVG = 53

3 MONTHS



**High**  
Dec 2013 = 75  
**Low**  
May 2013 = 1  
*Median Days on Market*  
this month at **42**,  
below the 5 yr DEC  
average of **53**

OCT	24
NOV	26
DEC	42
<b>8.33%</b>	
<b>61.54%</b>	

### 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	0	0.00%	83.0	0.0	0.0	0.0	0.0
\$10,001 - \$30,000	13	21.67%	35.0	44.0	18.0	45.5	0.0
\$30,001 - \$60,000	7	11.67%	33.0	33.0	60.0	0.0	0.0
\$60,001 - \$120,000	16	26.67%	41.0	30.0	41.0	107.0	0.0
\$120,001 - \$150,000	9	15.00%	42.0	0.0	57.0	36.0	0.0
\$150,001 - \$220,000	9	15.00%	80.0	0.0	81.5	30.0	101.0
\$220,001 and up	6	10.00%	55.0	0.0	42.0	89.5	40.0
Median Closed DOM	42.0			35.0	42.0	50.5	70.5
Total Closed Units	60	100%	42.0	17	31	10	2
Total Closed Volume	6,480,111			823.61K	3.47M	1.70M	482.25K

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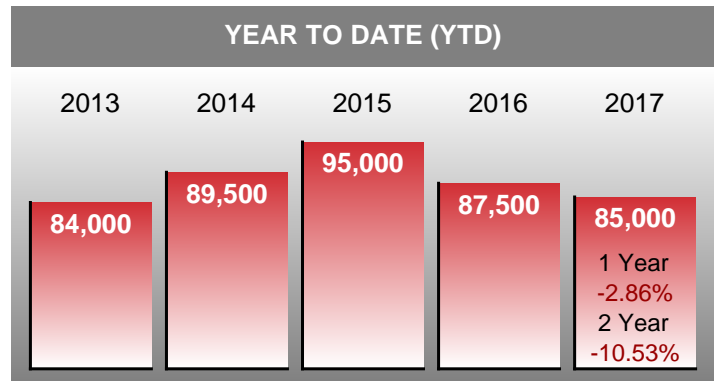
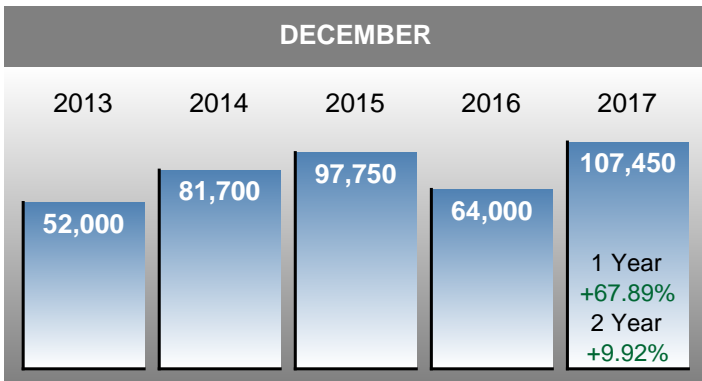
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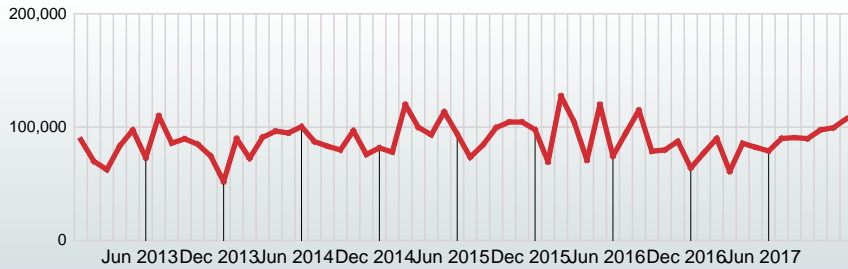
## MEDIAN LIST PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 80,580**      **3 MONTHS**



**High**  
Feb 2016 = 127,450  
**Low**  
Dec 2013 = 52,000  
*Median List Price*  
this month at **107,450**,  
above the 5 yr DEC  
average of **80,580**

OCT	97,500
NOV	99,500
DEC	<b>107,450</b> <b>7.99%</b>

### 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	<b>0</b>	0.00%	55	0	0	0	0
\$10,001 - \$30,000	<b>11</b>	18.33%	17,900	15,000	19,000	18,000	0
\$30,001 - \$60,000	<b>9</b>	15.00%	42,000	53,000	41,500	35,000	0
\$60,001 - \$120,000	<b>15</b>	25.00%	96,000	64,900	96,000	114,900	0
\$120,001 - \$150,000	<b>9</b>	15.00%	134,500	131,000	137,000	129,500	0
\$150,001 - \$220,000	<b>9</b>	15.00%	179,900	0	179,700	176,750	209,900
\$220,001 and up	<b>7</b>	11.67%	269,500	0	254,700	262,250	269,500
<b>Median List Price</b>			107,450	42,000	114,900	176,750	239,700
<b>Total Closed Units</b>		100%	107,450	17	31	10	2
<b>Total Closed Volume</b>			6,738,132	871.80K	3.63M	1.76M	479.40K

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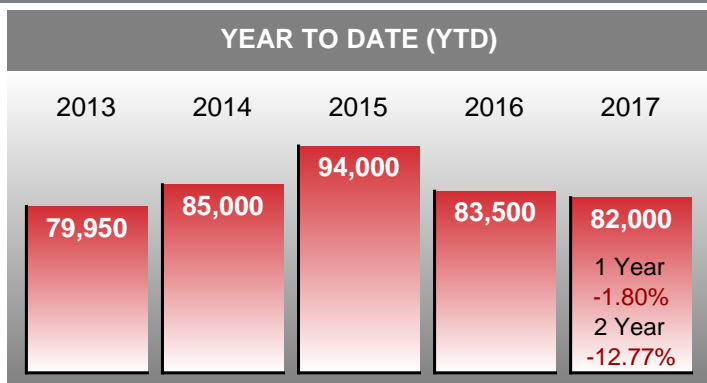
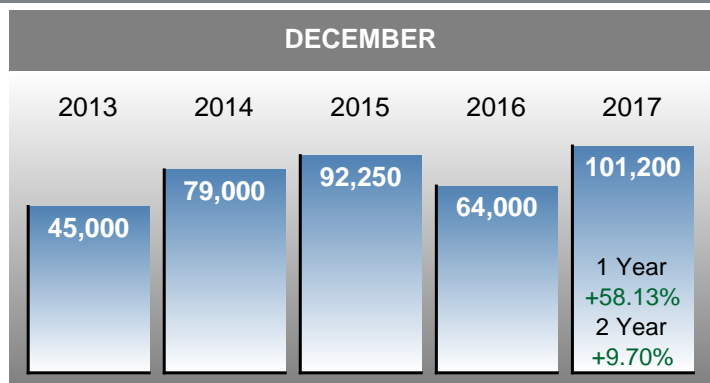
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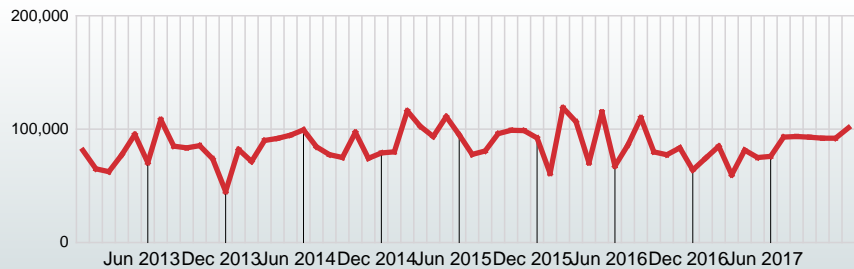
## MEDIAN SOLD PRICE AT CLOSING

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### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 76,290**      **3 MONTHS**



**High**  
Feb 2016 = 118,825  
**Low**  
Dec 2013 = 45,000  
*Median Sold Price*  
this month at **101,200**,  
above the 5 yr DEC  
average of **76,290**

O	92,000
C	
T	
N	92,000
O	0.00%
V	
D	101,200
E	10.00%
C	

### 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	0	0.00%	269,500	0	0	0	0
\$10,001 - \$30,000	13	21.67%	16,700	15,000	18,925	19,750	0
\$30,001 - \$60,000	7	11.67%	41,000	52,000	39,500	0	0
\$60,001 - \$120,000	16	26.67%	95,000	110,000	92,000	105,000	0
\$120,001 - \$150,000	9	15.00%	129,900	0	132,450	129,500	0
\$150,001 - \$220,000	9	15.00%	190,000	0	183,000	174,500	215,000
\$220,001 and up	6	10.00%	263,625	0	260,000	248,250	267,250
<b>Median Sold Price</b>			101,200	36,000	109,200	174,500	241,125
<b>Total Closed Units</b>		100%	101,200	17	31	10	2
<b>Total Closed Volume</b>			6,480,111	823.61K	3.47M	1.70M	482.25K

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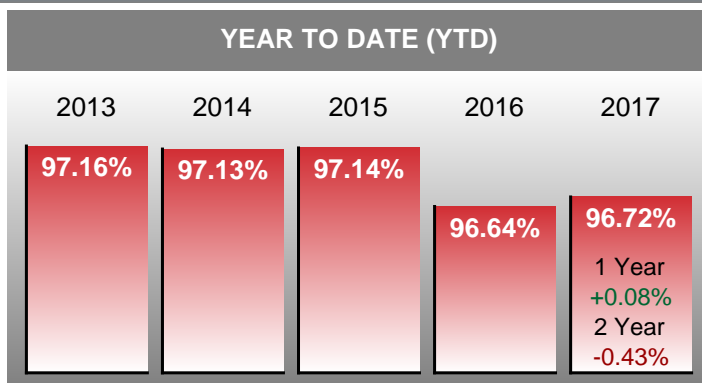
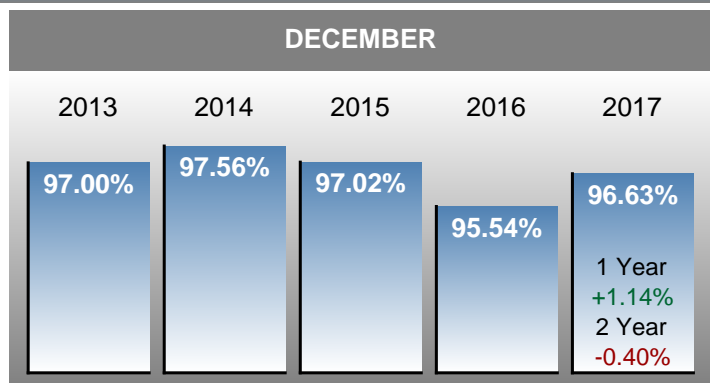
# December 2017

Area Delimited by County Of Muskogee



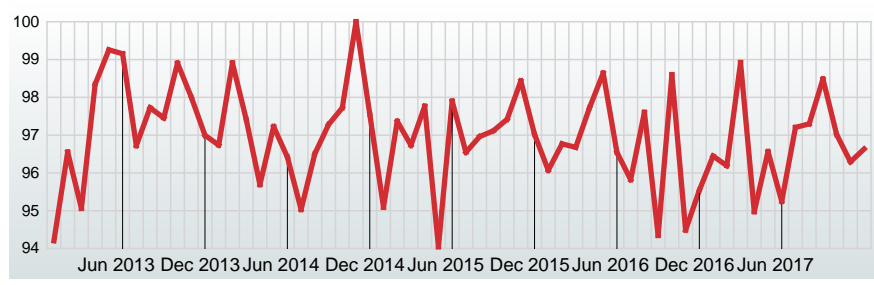
## MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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



### 5 YEAR MARKET ACTIVITY TRENDS

**5yr DEC AVG = 96.75%**
**3 MONTHS**



<b>High</b>	Nov 2014 = 100.00%
<b>Low</b>	May 2015 = 94.05%
<i>Median Sold/List Ratio this month at <b>96.63%</b>, equal to 5 yr DEC average of <b>96.75%</b></i>	
OCT	97.01%
NOV	96.29%
NOV	<b>-0.74%</b>
DEC	96.63%
DEC	<b>0.35%</b>

### 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	<b>0</b>	0.00%	63.625.00%	0.00%	0.00%	0.00%	0.00%	
\$10,001 - \$30,000	<b>13</b>	21.67%	91.67%	91.67%	91.86%	78.69%	0.00%	
\$30,001 - \$60,000	<b>7</b>	11.67%	94.55%	94.55%	91.71%	0.00%	0.00%	
\$60,001 - \$120,000	<b>16</b>	26.67%	96.94%	99.38%	96.94%	91.38%	0.00%	
\$120,001 - \$150,000	<b>9</b>	15.00%	100.00%	0.00%	98.25%	100.00%	0.00%	
\$150,001 - \$220,000	<b>9</b>	15.00%	96.72%	0.00%	96.52%	98.84%	102.43%	
\$220,001 and up	<b>6</b>	10.00%	98.35%	0.00%	96.33%	98.35%	99.17%	
<b>Median Sold/List Ratio</b>		96.63%		94.55%	96.55%	97.93%	100.80%	
<b>Total Closed Units</b>		60	100%	96.63%	17	31	10	2
<b>Total Closed Volume</b>		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

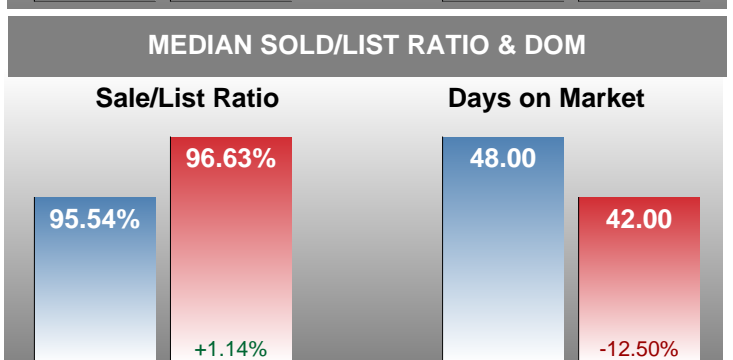
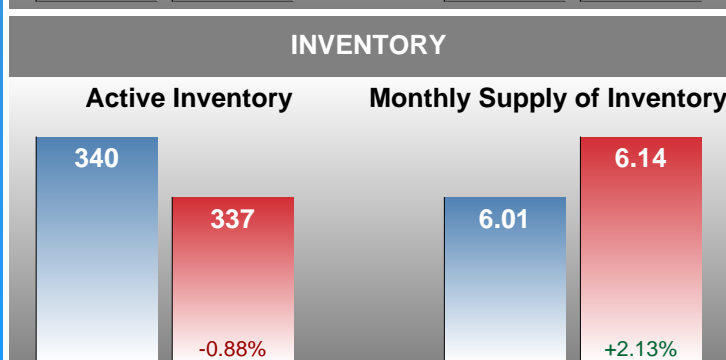
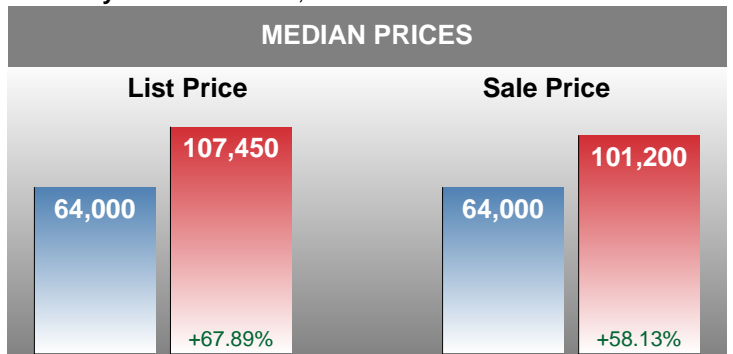
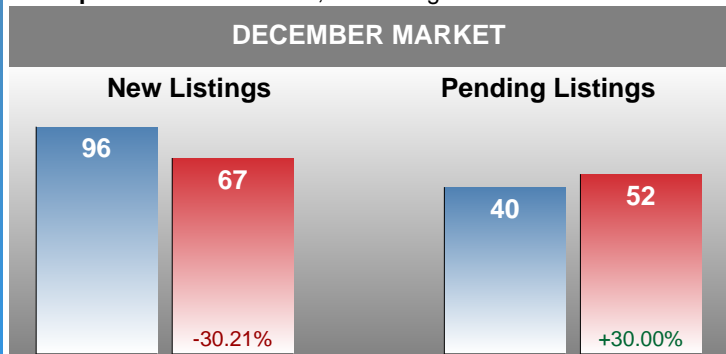
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Compared Metrics	December			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	55	60	9.09%	679	659	-2.95%
Pending Sales	40	52	30.00%	681	698	2.50%
New Listings	96	67	-30.21%	1,314	1,358	3.35%
Median List Price	64,000	107,450	67.89%	87,500	85,000	-2.86%
Median Sale Price	64,000	101,200	58.13%	83,500	82,000	-1.80%
Median Percent of Selling Price to List Price	95.54%	96.63%	1.14%	96.64%	96.72%	0.08%
Median Days on Market to Sale	48.00	42.00	-12.50%	38.00	34.00	-10.53%
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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