



October 2017

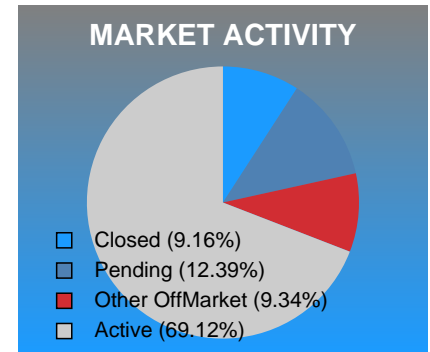
Area Delimited by County Of Muskogee



MONTHLY INVENTORY ANALYSIS

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

Compared Metrics	October		
	2016	2017	+/-%
Closed Listings	50	51	2.00%
Pending Listings	57	69	21.05%
New Listings	96	118	22.92%
Average List Price	93,643	120,373	28.54%
Average Sale Price	89,701	113,476	26.51%
Average Percent of List Price to Selling Price	92.47%	93.93%	1.58%
Average Days on Market to Sale	52.02	44.45	-14.55%
End of Month Inventory	329	385	17.02%
Months Supply of Inventory	6.02	7.06	17.38%



Absorption: Last 12 months, an Average of **55** Sales/Month
Active Inventory as of October 31, 2017 = **385**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of October 2017 rose **17.02%** to 385 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 **7.06** 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 **26.51%** in October 2017 to \$113,476 versus the previous year at \$89,701.

Average Days on Market Shortens

The average number of **44.45** days that homes spent on the market before selling decreased by 7.57 days or **14.55%** in October 2017 compared to last year's same month at **52.02** DOM.

Sales Success for October 2017 is Positive

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

There were 118 New Listings in October 2017, up **22.92%** from last year at 96. Furthermore, there were 51 Closed Listings this month versus last year at 50, a **2.00%** increase.

Closed versus Listed trends yielded a **43.2%** ratio, down from previous year's, October 2016, at **52.1%**, a **17.02%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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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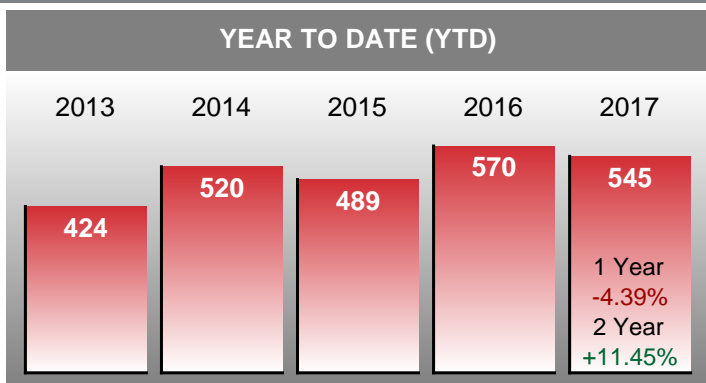
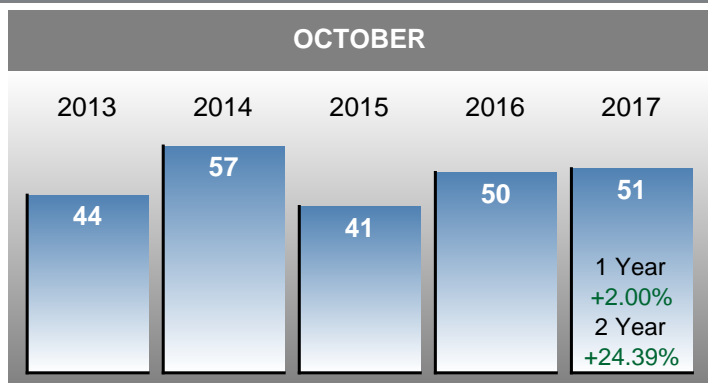
October 2017

Area Delimited by County Of Muskogee

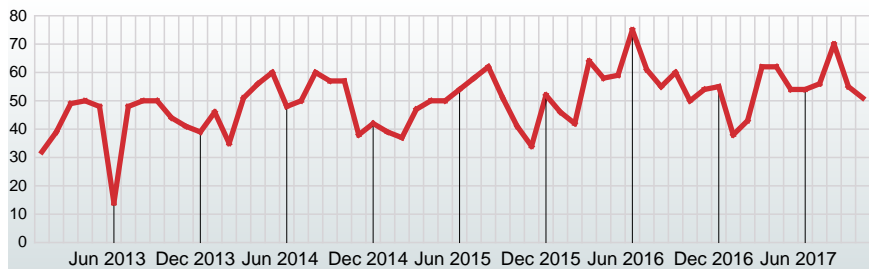


CLOSED LISTINGS

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 49

3 MONTHS

High
Jun 2016 = 75
Low
Jun 2013 = 14
Closed Listings
this month at **51**,
above the 5 yr OCT
average of **49**

AUG	70
SEP	55 -21.43%
OCT	51 -7.27%

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.88%	58.3	1	1	1	0
\$20,001 - \$30,000	4	7.84%	10.3	2	2	0	0
\$30,001 - \$60,000	12	23.53%	40.6	3	5	3	1
\$60,001 - \$120,000	12	23.53%	53.9	1	8	3	0
\$120,001 - \$170,000	8	15.69%	47.6	0	5	3	0
\$170,001 - \$210,000	6	11.76%	20.2	1	5	0	0
\$210,001 and up	6	11.76%	69.2	1	2	1	2
Total Closed Units	51			9	28	11	3
Total Closed Volume	5,787,284	100%	44.5	768.91K	3.14M	1.13M	751.00K
Average Closed Price	\$113,476			\$85,435	\$112,181	\$102,391	\$250,333

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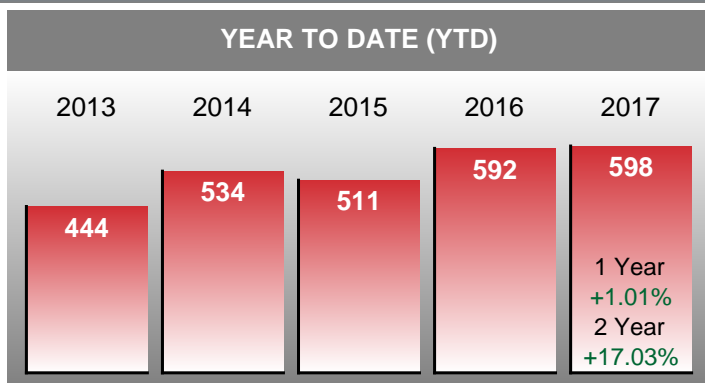
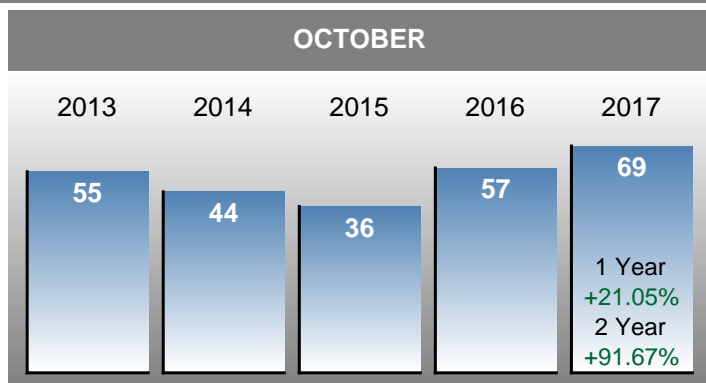
October 2017

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PENDING LISTINGS

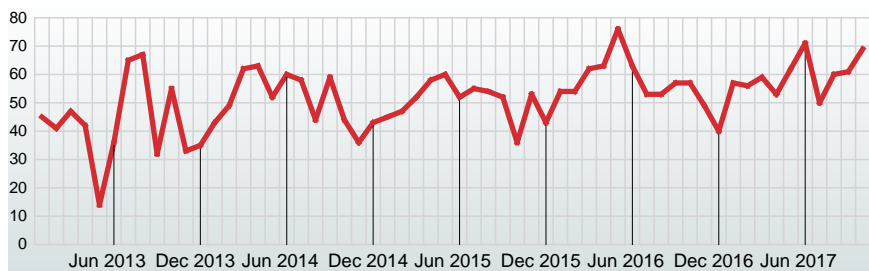
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 52

3 MONTHS



High
May 2016 = 76
Low
May 2013 = 14
Pending Listings
this month at **69**,
above the 5 yr OCT
average of **52**

AUG	60
SEP	61 1.67%
OCT	69 13.11%

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	7.25%	43.0	2	3	0	0
\$20,001 - \$40,000	5	7.25%	67.6	3	1	1	0
\$40,001 - \$60,000	12	17.39%	50.7	6	4	2	0
\$60,001 - \$130,000	21	30.43%	63.6	2	15	4	0
\$130,001 - \$160,000	8	11.59%	62.3	0	6	2	0
\$160,001 - \$230,000	9	13.04%	23.9	1	5	2	1
\$230,001 and up	9	13.04%	33.4	0	4	5	0
Total Pending Units	69			14	38	16	1
Total Pending Volume	8,005,827	100%	65.8	727.20K	4.36M	2.71M	209.90K
Average Listing Price	\$56,160			\$51,943	\$114,753	\$169,256	\$209,900

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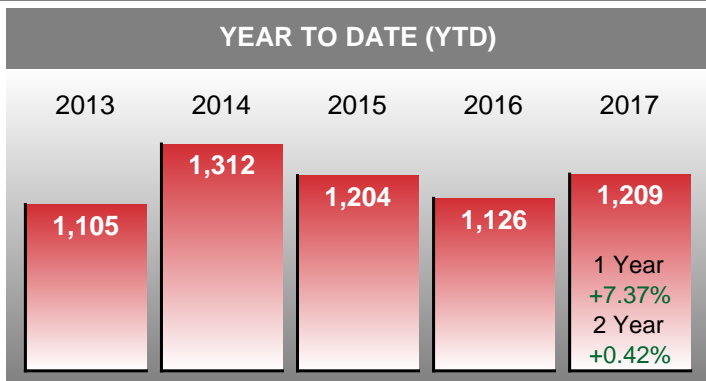
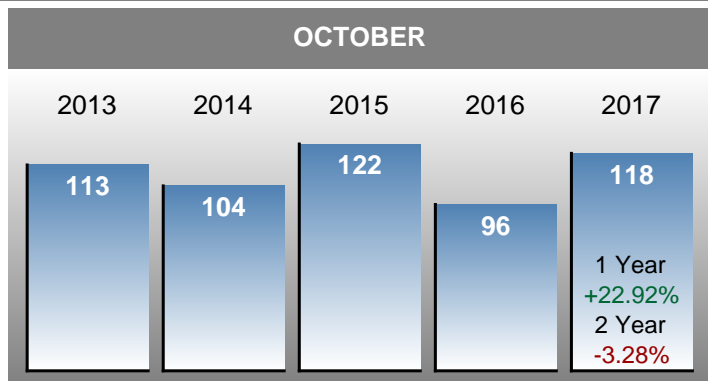
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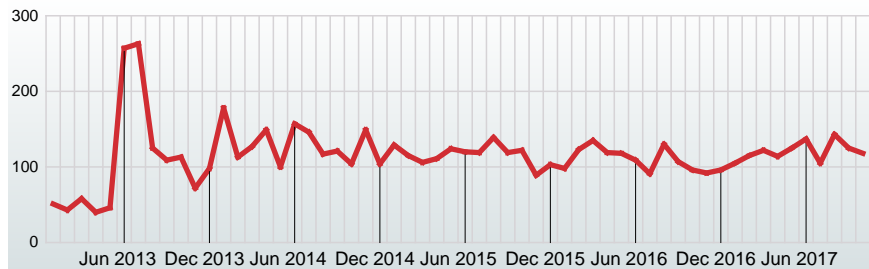
NEW LISTINGS

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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 111 **3 MONTHS**



High
Jul 2013 = 263
Low
Apr 2013 = 40
New Listings
this month at **118**,
above the 5 yr OCT
average of 111

AUG	143
SEP	125 -12.59%
OCT	118 -5.60%

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	6	5.08%	4	2	0	0
\$10,001 - \$40,000	19	16.10%	14	3	2	0
\$40,001 - \$70,000	19	16.10%	9	10	0	0
\$70,001 - \$130,000	28	23.73%	4	19	5	0
\$130,001 - \$190,000	18	15.25%	3	8	7	0
\$190,001 - \$300,000	17	14.41%	4	5	8	0
\$300,001 and up	11	9.32%	5	3	1	2
Total New Listed Units	118		43	50	23	2
Total New Listed Volume	17,450,622	100%	5.97M	6.49M	3.93M	1.06M
Average New Listed Listing Price	\$79,900		\$138,935	\$129,752	\$171,035	\$527,500

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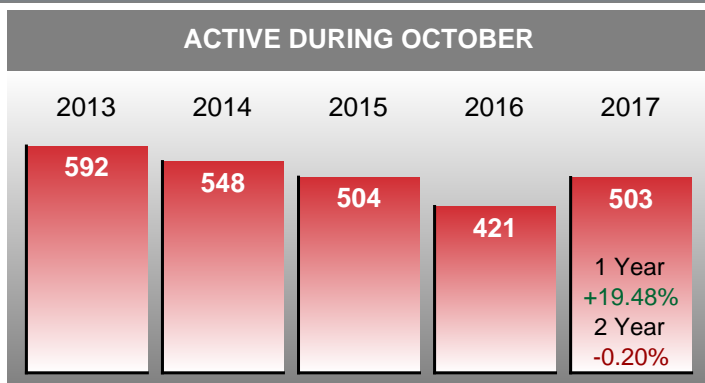
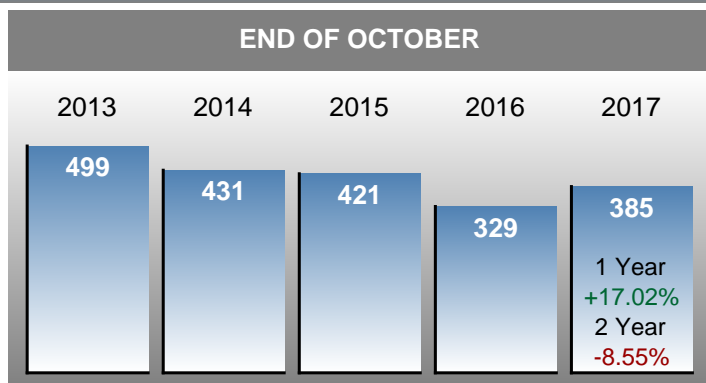
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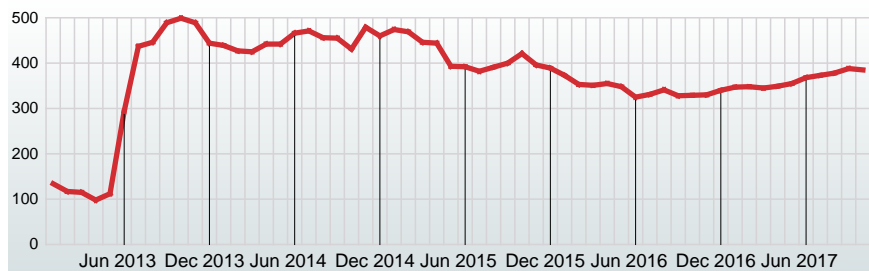


ACTIVE INVENTORY

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 413 **3 MONTHS**

High
Oct 2013 = 499
Low
Apr 2013 = 98
Inventory
this month at **385**,
below the 5 yr OCT
average of **413**

AUG	378
SEP	388 2.65%
OCT	385 -0.77%

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	74	19.22%	76.5	61	9	3	1
\$25,001-\$50,000	49	12.73%	112.3	28	19	2	0
\$50,001-\$125,000	114	29.61%	68.6	35	69	10	0
\$125,001-\$175,000	49	12.73%	71.1	8	25	16	0
\$175,001-\$275,000	58	15.06%	74.1	10	25	21	2
\$275,001 and up	41	10.65%	72.0	27	6	4	4
Total Active Inventory by Units	385			169	153	56	7
Total Active Inventory by Volume	61,803,671	100%	77.2	31.01M	18.95M	9.47M	2.38M
Average Active Inventory Listing Price	\$160,529			\$183,467	\$123,839	\$169,079	\$340,271

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October 2017

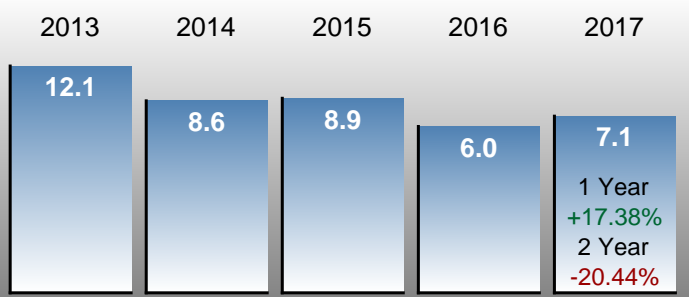
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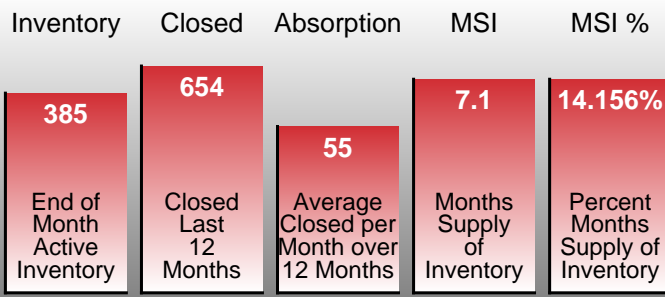
MONTHS SUPPLY of INVENTORY (MSI)

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MSI FOR OCTOBER



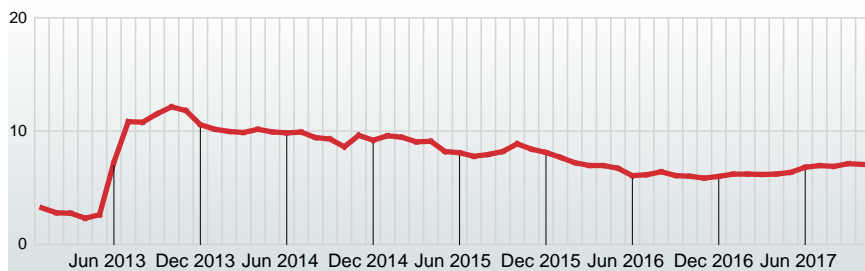
INDICATORS FOR OCTOBER 2017



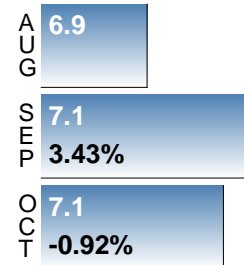
5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 8.5

3 MONTHS



High
Oct 2013 = 12.1
Low
Apr 2013 = 2.3
Months Supply
this month at **7.1**,
below the 5 yr OCT
average of **8.5**



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	30	7.79%	25.7	41.1	9.6	24.0	0.0
\$10,001 \$30,000	54	14.03%	5.5	7.8	2.5	1.2	12.0
\$30,001 \$60,000	59	15.32%	5.7	8.3	4.2	6.0	0.0
\$60,001 \$130,000	97	25.19%	5.4	10.7	4.5	6.0	0.0
\$130,001 \$190,000	53	13.77%	5.9	27.0	3.9	10.8	0.0
\$190,001 \$280,000	52	13.51%	11.8	27.0	9.4	11.4	24.0
\$280,001 and up	40	10.39%	22.9	324.0	12.0	3.6	12.0
Market Supply of Inventory (MSI)	7.1	100%	7.1	12.9	4.6	7.7	6.0
Total Active Inventory by Units	385			169	153	56	7

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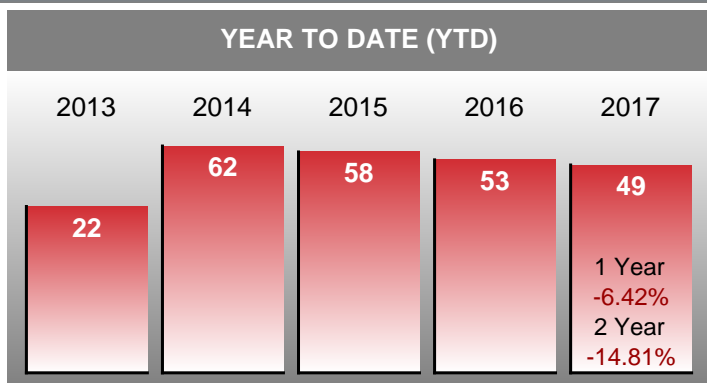
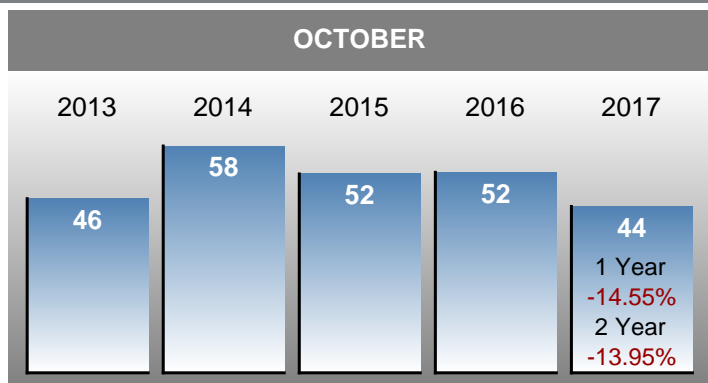
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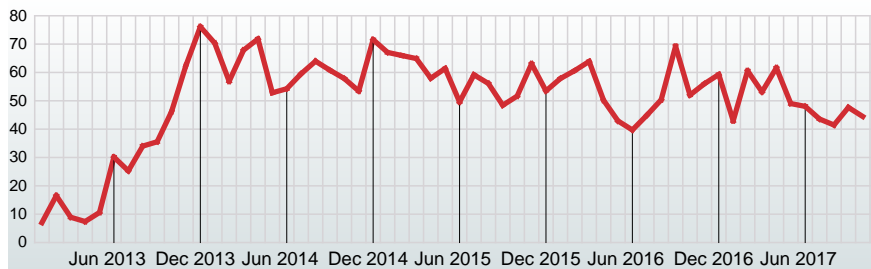


AVERAGE DAYS ON MARKET TO SALE

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 50 **3 MONTHS**

High
Dec 2013 = 76

Low
Jan 2013 = 7

Average Days on Market this month at **44**, below the 5 yr OCT average of **50**

AUG	41
SEP	48
OCT	44
Change (Month-over)	-6.72%

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
\$20,000 and less	3	5.88%	58.3	107.0	61.0	7.0	0.0
\$20,001 - \$30,000	4	7.84%	10.3	13.5	7.0	0.0	0.0
\$30,001 - \$60,000	12	23.53%	40.6	46.7	16.8	62.7	75.0
\$60,001 - \$120,000	12	23.53%	53.9	117.0	50.6	41.7	0.0
\$120,001 - \$170,000	8	15.69%	47.6	0.0	38.0	63.7	0.0
\$170,001 - \$210,000	6	11.76%	20.2	12.0	21.8	0.0	0.0
\$210,001 and up	6	11.76%	69.2	90.0	49.0	112.0	57.5
Average Closed DOM			44.5	54.8	34.3	56.6	63.3
Total Closed Units		100%	44.5	9	28	11	3
Total Closed Volume			5,787,284	768.91K	3.14M	1.13M	751.00K

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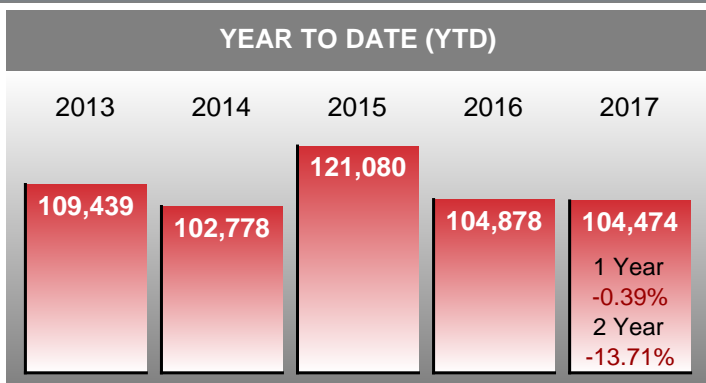
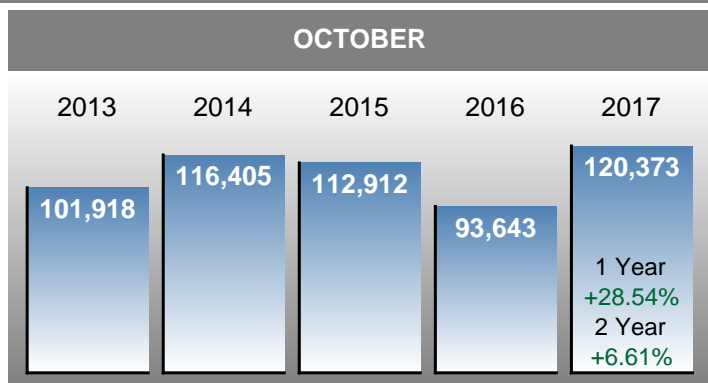
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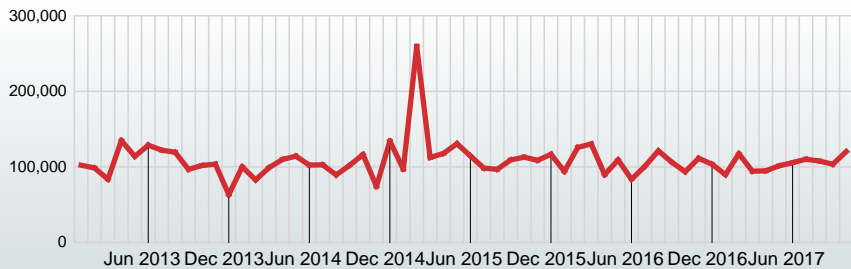
AVERAGE LIST PRICE AT CLOSING

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 109,050 **3 MONTHS**



High
Feb 2015 = 259,451
Low
Dec 2013 = 63,417
Average List Price
this month at **120,373**,
above the 5 yr OCT
average of **109,050**

AUG	107,769
SEP	103,621
OCT	120,373
-3.85%	
16.17%	

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
\$20,000 and less	3	5.88%	12,800	14,500	9,000	14,900	0
\$20,001 - \$30,000	3	5.88%	26,633	32,450	25,000	0	0
\$30,001 - \$60,000	11	21.57%	44,773	49,667	47,800	44,833	80,100
\$60,001 - \$120,000	12	23.53%	87,808	139,500	95,525	101,467	0
\$120,001 - \$170,000	9	17.65%	147,878	0	143,800	167,433	0
\$170,001 - \$210,000	7	13.73%	190,671	200,000	188,960	0	0
\$210,001 and up	6	11.76%	301,483	352,000	264,500	224,900	351,500
Average List Price			120,373	102,211	116,250	107,364	261,033
Total Closed Units		100%	120,373	9	28	11	3
Total Closed Volume			6,139,000	919.90K	3.26M	1.18M	783.10K

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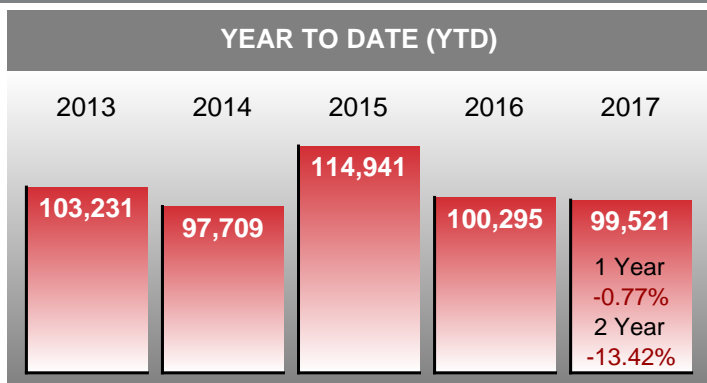
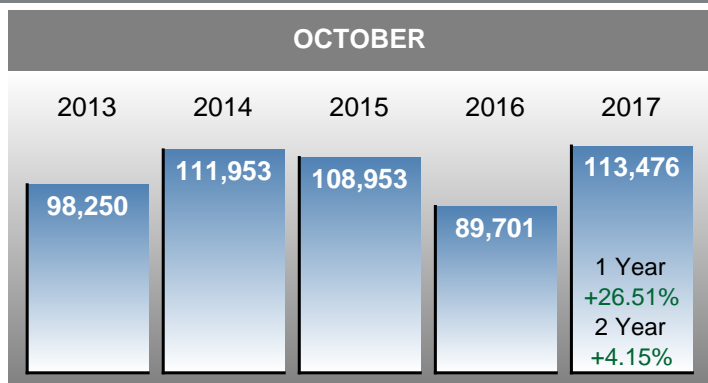
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AVERAGE SOLD PRICE AT CLOSING

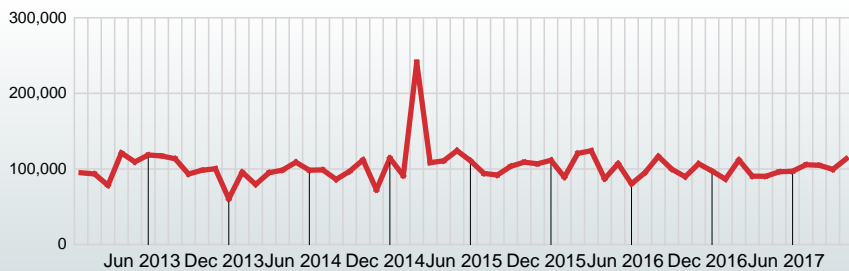
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 104,467

3 MONTHS



High
Feb 2015 = 241,116
Low
Dec 2013 = 60,457
Average Sold Price
this month at **113,476**,
above the 5 yr OCT
average of **104,467**

AUG	104,764
SEP	99,417 -5.10%
OCT	113,476 14.14%

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
\$20,000 and less	3	5.88%	12,000	13,500	7,000	15,500	0
\$20,001 - \$30,000	4	7.84%	24,375	27,500	21,250	0	0
\$30,001 - \$60,000	12	23.53%	46,576	46,137	46,700	42,333	60,000
\$60,001 - \$120,000	12	23.53%	91,442	108,000	88,163	94,667	0
\$120,001 - \$170,000	8	15.69%	148,425	0	141,500	159,967	0
\$170,001 - \$210,000	6	11.76%	187,796	185,000	188,355	0	0
\$210,001 and up	6	11.76%	280,567	269,000	251,750	219,900	345,500
Average Sold Price			113,476	85,435	112,181	102,391	250,333
Total Closed Units		100%	113,476	9	28	11	3
Total Closed Volume			5,787,284	768.91K	3.14M	1.13M	751.00K

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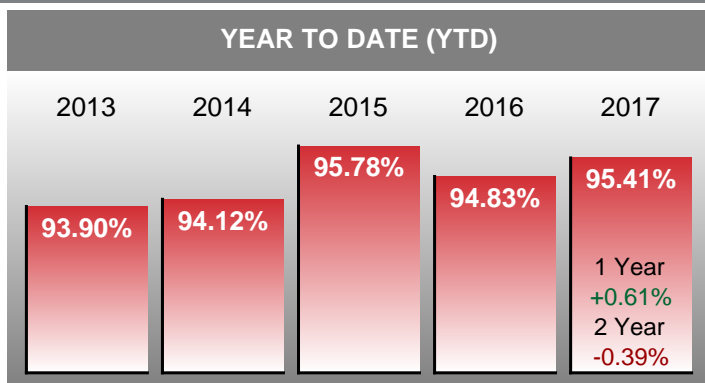
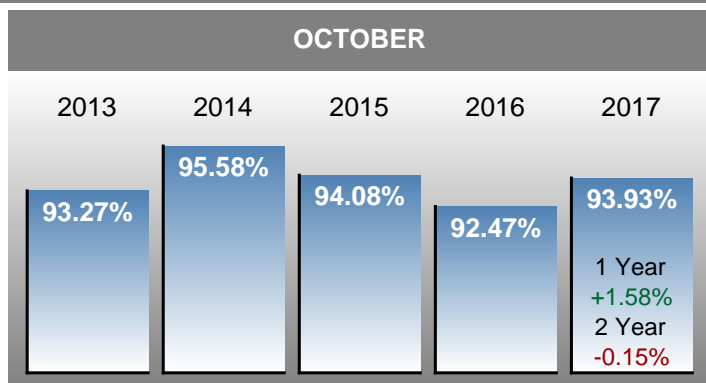
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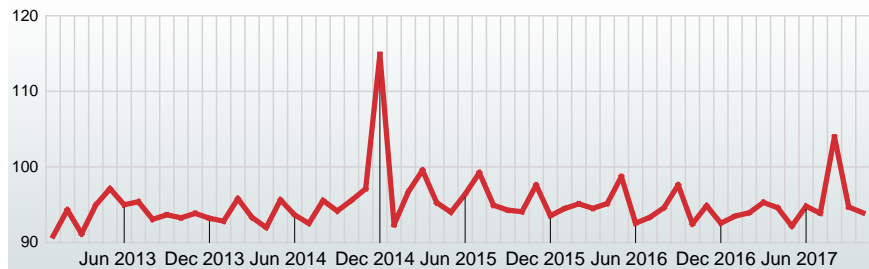
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 93.87% **3 MONTHS**



High
Dec 2014 = 114.89%
Low
Jan 2013 = 90.86%
Average Sold/List Ratio this month at **93.93%**, equal to 5 yr OCT average of **93.87%**

AUG	103.97%
SEP	94.70%
OCT	93.93%
	-0.81%

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
\$20,000 and less	3	5.88%	91.64%	93.10%	77.78%	104.03%	0.00%
\$20,001 - \$30,000	4	7.84%	84.83%	84.66%	85.00%	0.00%	0.00%
\$30,001 - \$60,000	12	23.53%	94.05%	92.40%	98.66%	94.38%	74.91%
\$60,001 - \$120,000	12	23.53%	92.79%	77.42%	94.75%	92.71%	0.00%
\$120,001 - \$170,000	8	15.69%	97.55%	0.00%	98.44%	96.07%	0.00%
\$170,001 - \$210,000	6	11.76%	98.51%	92.50%	99.71%	0.00%	0.00%
\$210,001 and up	6	11.76%	93.81%	76.42%	95.18%	97.78%	99.14%
Average Sold/List Ratio		93.90%		87.33%	95.72%	95.57%	91.06%
Total Closed Units	51	100%	93.90%	9	28	11	3
Total Closed Volume	5,787,284			768.91K	3.14M	1.13M	751.00K

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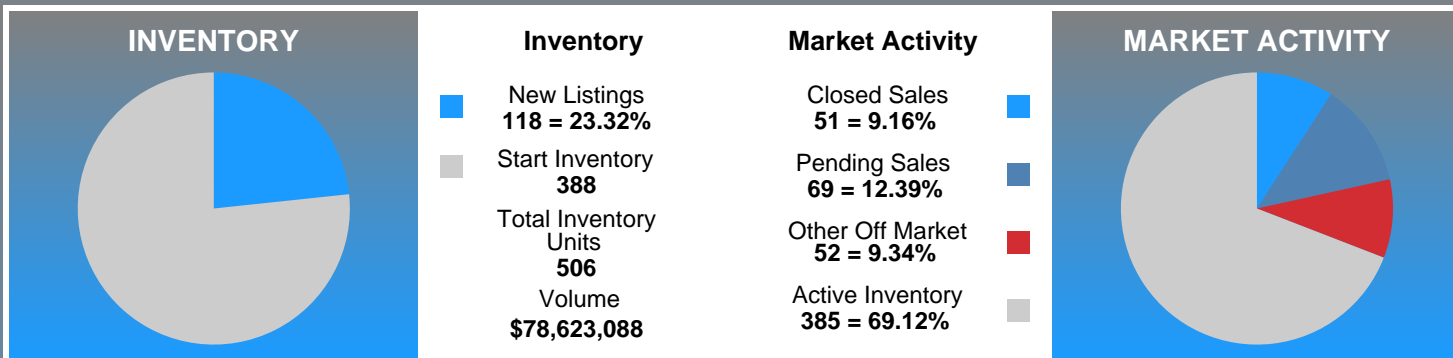
October 2017

Area Delimited by County Of Muskogee



MARKET SUMMARY

Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS

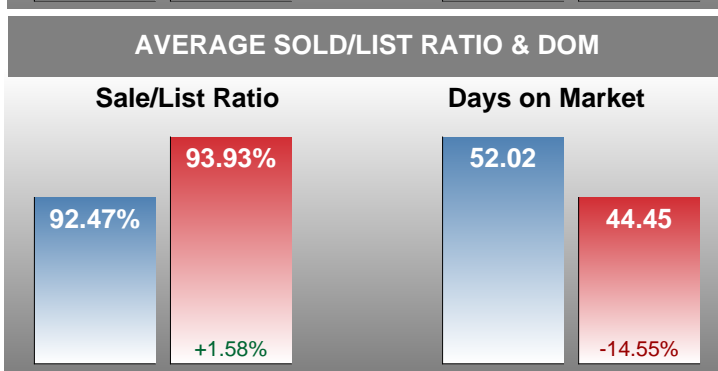
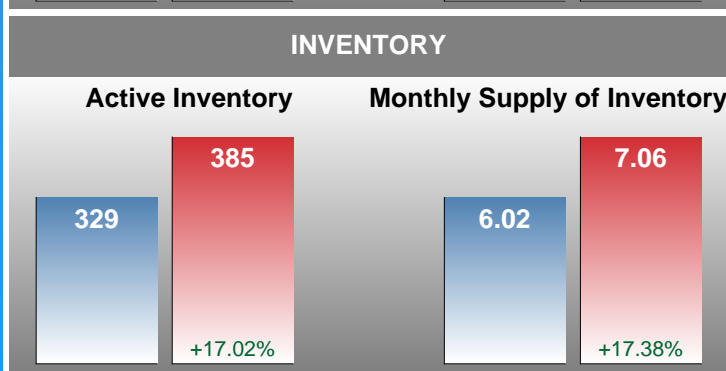
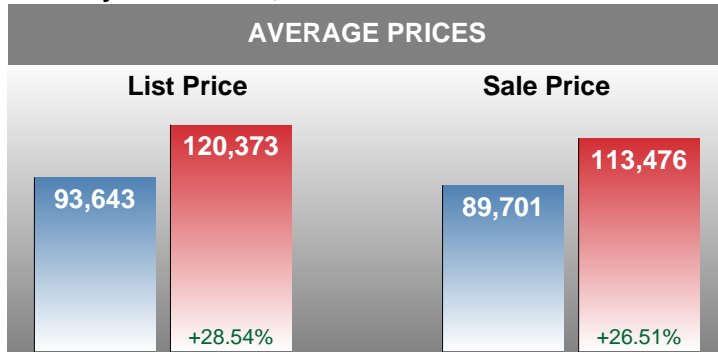
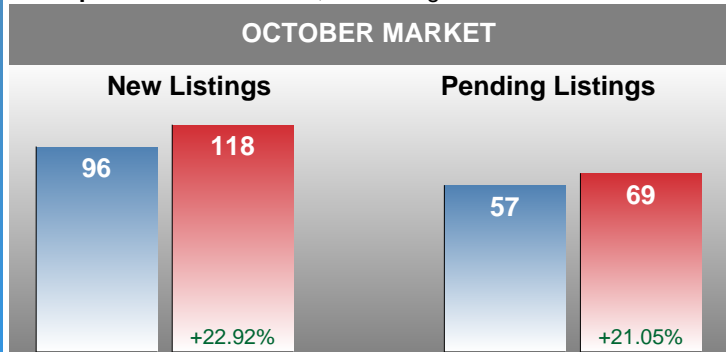


Compared Metrics	October			Year to Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	50	51	2.00%	570	545	-4.39%
Pending Sales	57	69	21.05%	592	598	1.01%
New Listings	96	118	22.92%	1,126	1,209	7.37%
Average List Price	93,643	120,373	28.54%	104,878	104,474	-0.39%
Average Sale Price	89,701	113,476	26.51%	100,295	99,521	-0.77%
Average Percent of Selling Price to List Price	92.47%	93.93%	1.58%	94.83%	95.41%	0.61%
Average Days on Market to Sale	52.02	44.45	-14.55%	52.59	49.22	-6.42%
Monthly Inventory	329	385	17.02%	329	385	17.02%
Months Supply of Inventory	6.02	7.06	17.38%	6.02	7.06	17.38%

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

Inventory on October 31, 2017 = **385**

2016 2017



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