



September 2017

Area Delimited by County Of Muskogee

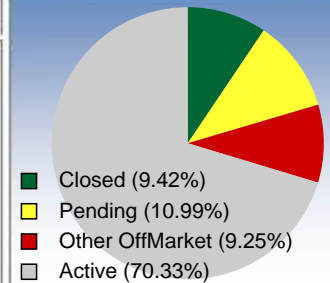


Absorption: Last 12 months, an Average of **54** Sales/Month

Active Inventory as of September 30, 2017 = **403**

	SEPTEMBER		
	2016	2017	+/- %
Closed Listings	60	54	-10.00%
Pending Listings	57	63	10.53%
New Listings	107	125	16.82%
Average List Price	106,323	104,725	-1.50%
Average Sale Price	99,703	100,379	0.68%
Average Percent of List Price to Selling Price	97.61%	94.46%	-3.23%
Average Days on Market to Sale	69.23	48.22	-30.35%
End of Month Inventory	328	403	22.87%
Months Supply of Inventory	6.08	7.42	21.92%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 12, 2017

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of September 2017 rose **22.87%** to 403 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **7.42** MSI for this period.

Average Sale Prices 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 **0.68%** in September 2017 to \$100,379 versus the previous year at \$99,703.

Average Days on Market Shortens

The average number of **48.22** days that homes spent on the market before selling decreased by 21.01 days or **30.35%** in September 2017 compared to last year's same month at **69.23** DOM.

Sales Success for September 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 125 New Listings in September 2017, up **16.82%** from last year at 107. Furthermore, there were 54 Closed Listings this month versus last year at 60, a **-10.00%** decrease.

Closed versus Listed trends yielded a **43.2%** ratio, down from last year's September 2017 at **56.1%**, a **22.96%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following 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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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

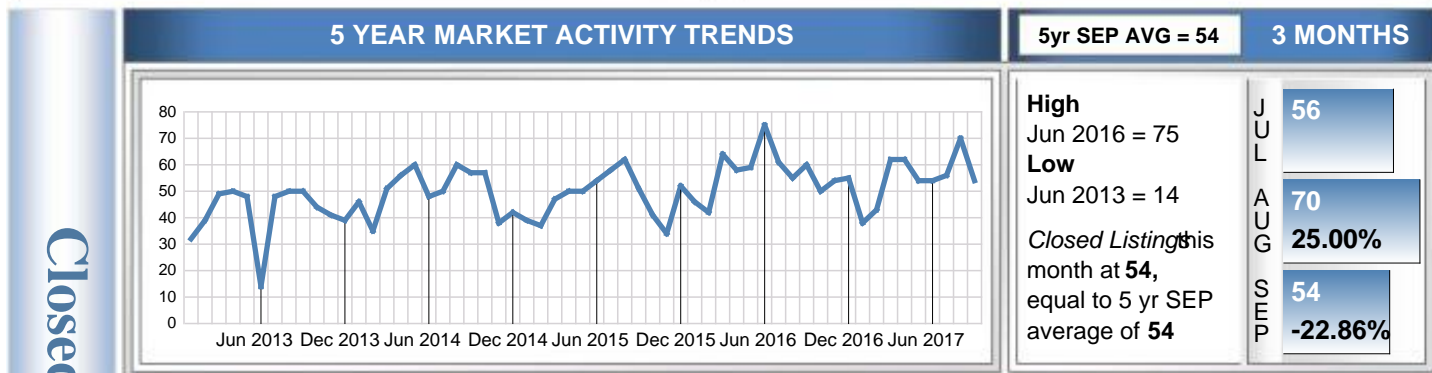
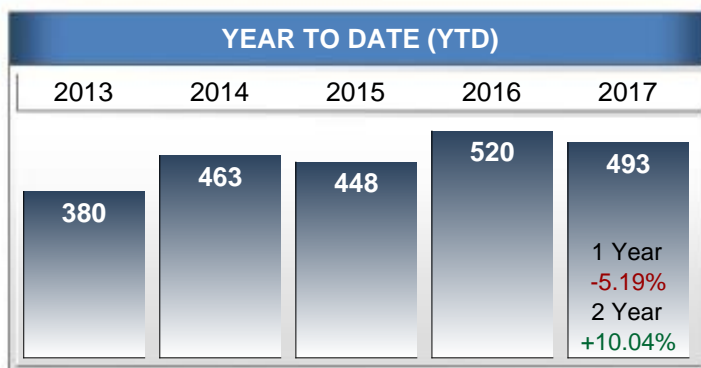
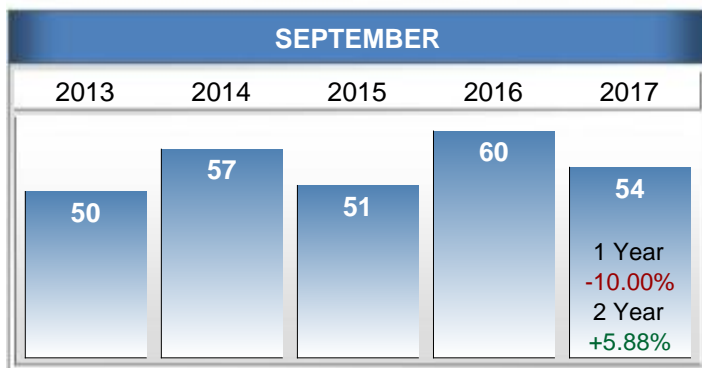
Closed Sales as of Oct 12, 2017



Closed Listings

Report Produced on: Oct 12, 2017

Area Delimited by County Of Muskogee



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤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	12	22.22%	46.5	9	3	0	0
\$30,001 \$70,000	8	14.81%	26.3	3	4	0	1
\$70,001 \$120,000	14	25.93%	80.4	1	13	0	0
\$120,001 \$140,000	7	12.96%	34.3	1	5	1	0
\$140,001 \$170,000	7	12.96%	21.1	0	7	0	0
\$170,001 and up	6	11.11%	53.7	0	3	3	0
Total Closed Units:	54		48.2	14	35	4	1
Total Closed Volume:	5,420,456			557.20K	3.93M	864.90K	70.00K
Average Closed Price:	\$100,379			\$39,800	\$112,239	\$216,225	\$70,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

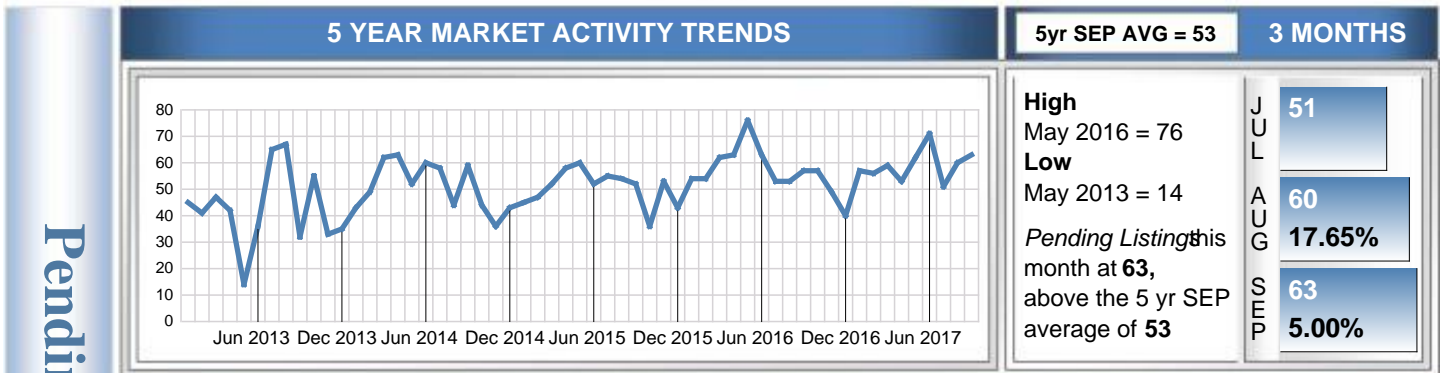
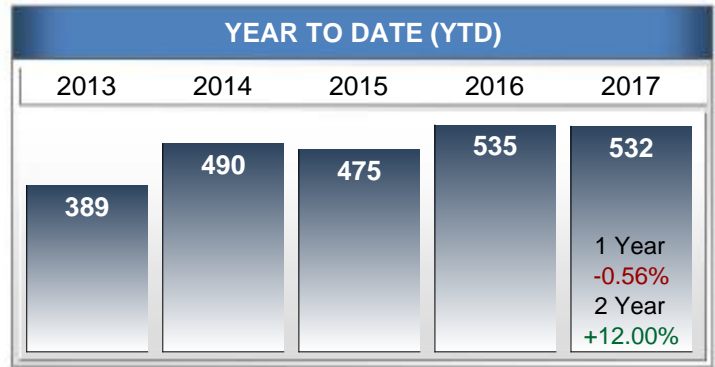
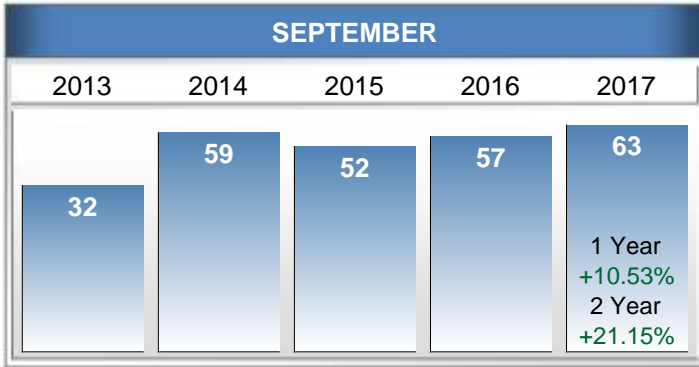
Pending Listings as of Oct 12, 2017



Pending Listings

Report Produced on: Oct 12, 2017

Area Delimited by County Of Muskogee



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	1.59%	61.0	0	1	0	0
\$10,001 \$30,000	10	15.87%	23.1	5	4	1	0
\$30,001 \$60,000	12	19.05%	45.6	5	6	1	0
\$60,001 \$130,000	17	26.98%	72.3	4	10	2	1
\$130,001 \$180,000	8	12.70%	42.5	0	6	2	0
\$180,001 \$240,000	8	12.70%	38.1	1	4	2	1
\$240,001 and up	7	11.11%	60.9	3	0	2	2
Total Pending Units: 63				28.2			
Total Pending Volume: 7,411,380				1.77M 3.04M 1.56M 1.03M			
Average Listing Price: \$81,978				\$98,427 \$98,171 \$156,340 \$258,250			



Monthly Inventory Analysis

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September 2017

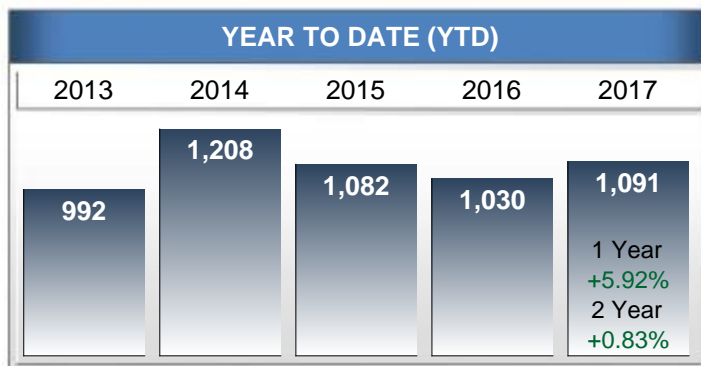
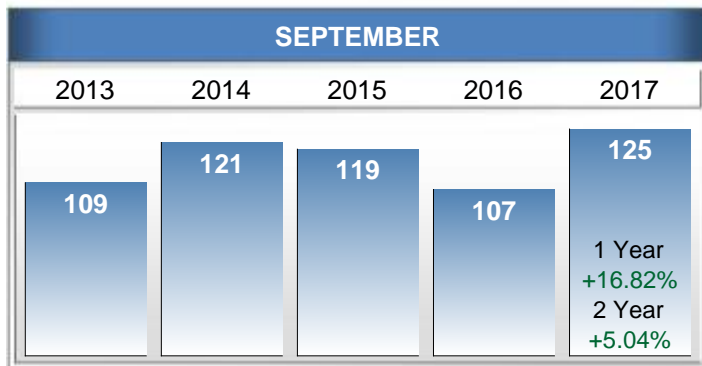
New Listings as of Oct 12, 2017



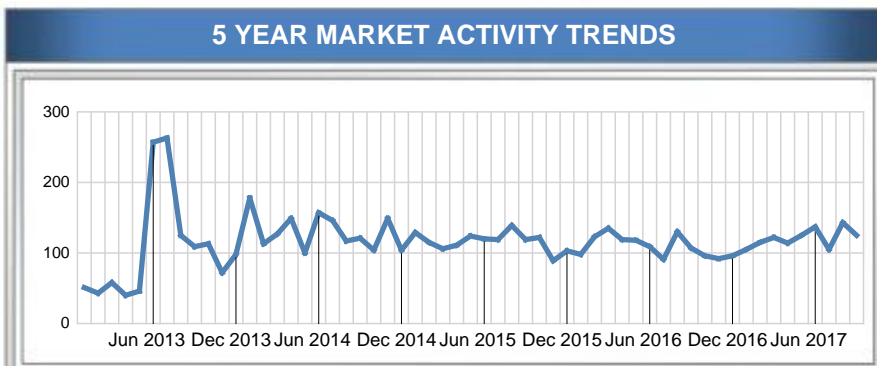
New Listings

Report Produced on: Oct 12, 2017

Area Delimited by County Of Muskogee



New Listings
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5yr SEP AVG = 116 **3 MONTHS**

High
Jul 2013 = 263

Low
Apr 2013 = 40

New Listings this month at **125**, above the 5 yr SEP average of **116**

JUL	105
AUG	143
SEP	125
36.19%	
-12.59%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	12	9.60%	7	4	1	0
\$20,001 \$30,000	9	7.20%	4	5	0	0
\$30,001 \$50,000	21	16.80%	8	11	2	0
\$50,001 \$120,000	32	25.60%	8	22	2	0
\$120,001 \$190,000	20	16.00%	4	12	4	0
\$190,001 \$280,000	19	15.20%	1	11	4	3
\$280,001 and up	12	9.60%	9	0	2	1
Total New Listed Units:			41	65	15	4
Total New Listed Volume:			7.31M	6.63M	2.52M	1.18M
Average New Listed Listing Price:			\$178,399	\$101,963	\$167,983	\$295,975



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2017

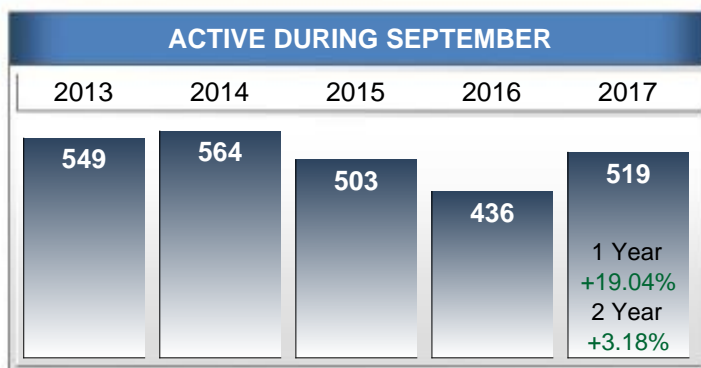
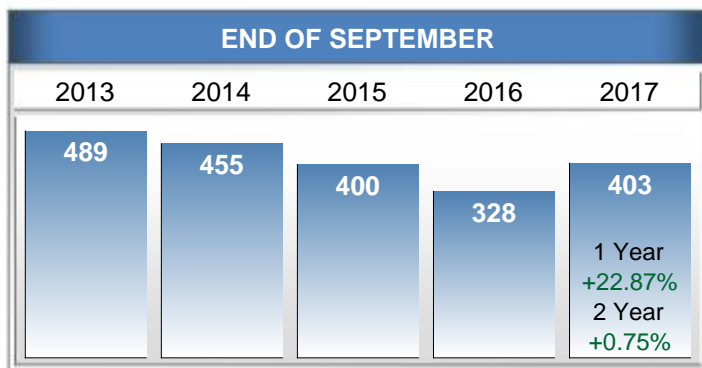
Active Inventory as of Oct 12, 2017



Active Inventory

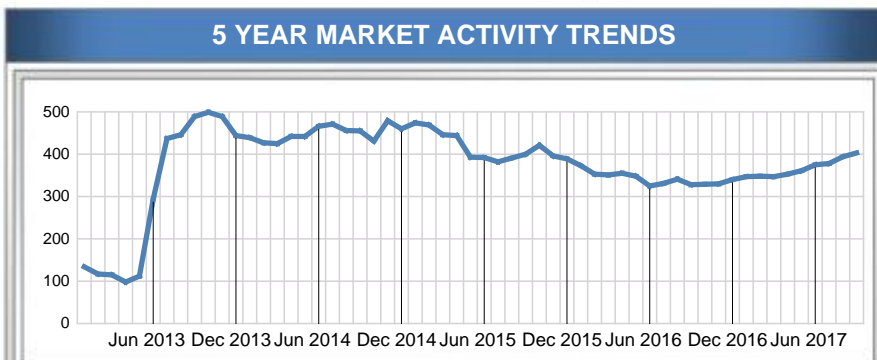
Report Produced on: Oct 12, 2017

Area Delimited by County Of Muskogee



Active Inventory

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5yr SEP AVG = 415 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at 403, below the 5 yr SEP average of 415

Month	Inventory	% Change
JUL	378	
AUG	394	4.23%
SEP	403	2.28%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1-\$25,000	71	17.62%	73.9	57	11	2	1	
\$25,001-\$50,000	54	13.40%	94.3	29	22	2	1	
\$50,001-\$125,000	120	29.78%	77.2	35	72	13	0	
\$125,001-\$175,000	52	12.90%	69.0	11	29	10	2	
\$175,001-\$275,000	65	16.13%	69.7	9	31	22	3	
\$275,001 and up	41	10.17%	74.3	28	6	5	2	
Total Active Inventory by Units:			403	76.3	169	171	54	9
Total Active Inventory by Volume:			64,913,909		32.82M	21.00M	9.25M	1.84M
Average Active Inventory Listing Price:			\$161,077		\$194,218	\$122,796	\$171,380	\$204,289



Monthly Inventory Analysis

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September 2017

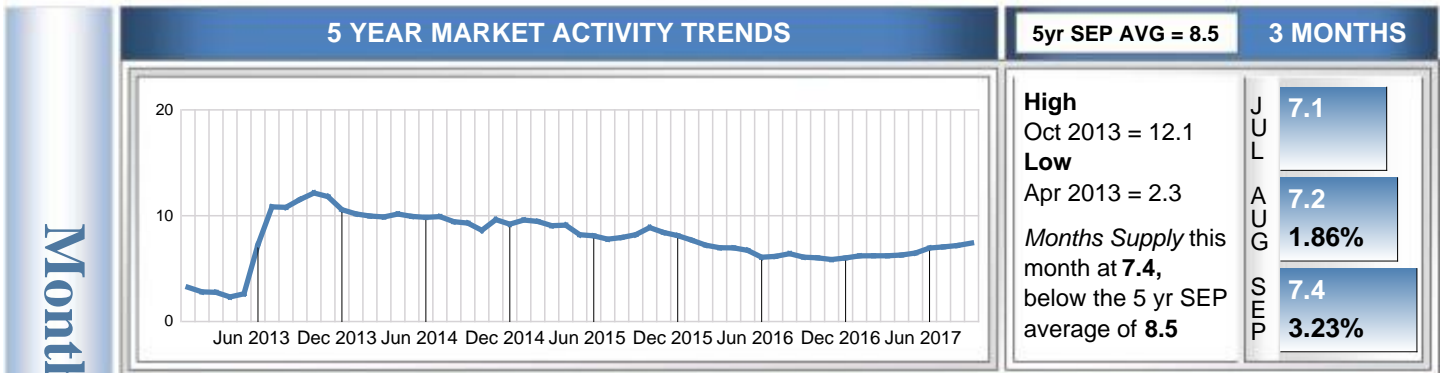
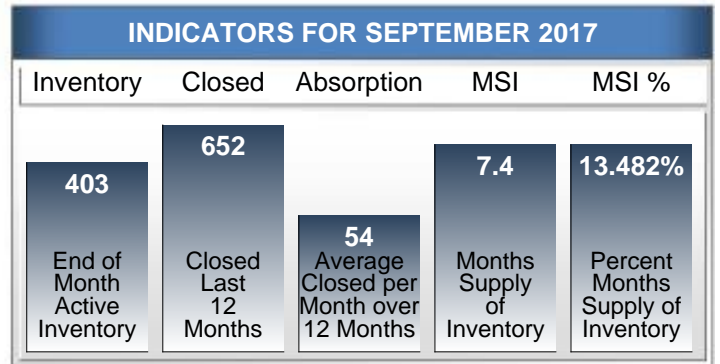
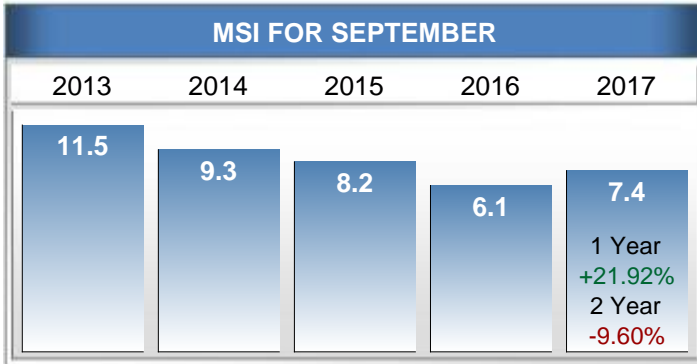
Active Inventory as of Oct 12, 2017



Months Supply of Inventory

Report Produced on: Oct 12, 2017

Area Delimited by County Of Muskogee



Months Supply

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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	29	7.20%	20.5	27.6	12.0	12.0	0.0
\$10,001 \$30,000	53	13.15%	5.4	7.5	2.7	1.3	12.0
\$30,001 \$60,000	66	16.38%	6.4	8.4	4.6	15.0	6.0
\$60,001 \$120,000	89	22.08%	5.3	9.4	4.5	6.8	0.0
\$120,001 \$190,000	68	16.87%	6.6	26.0	5.0	8.4	8.0
\$190,001 \$270,000	54	13.40%	14.7	28.0	15.4	11.3	18.0
\$270,001 and up	44	10.92%	20.3	348.0	6.5	7.6	8.0
MSI:			7.4	12.5	5.2	8.2	7.7
Total Active Inventory:			403	169	171	54	9



Monthly Inventory Analysis

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September 2017

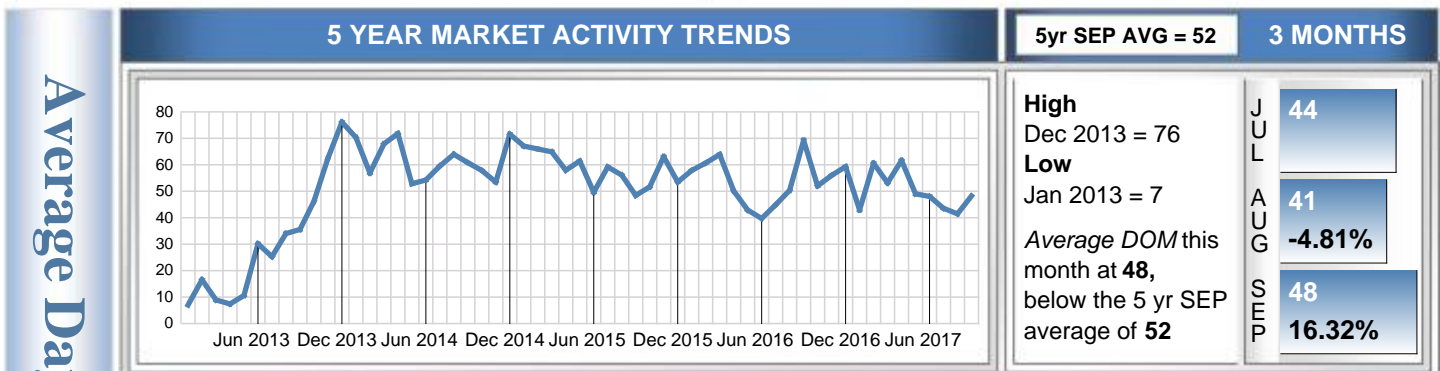
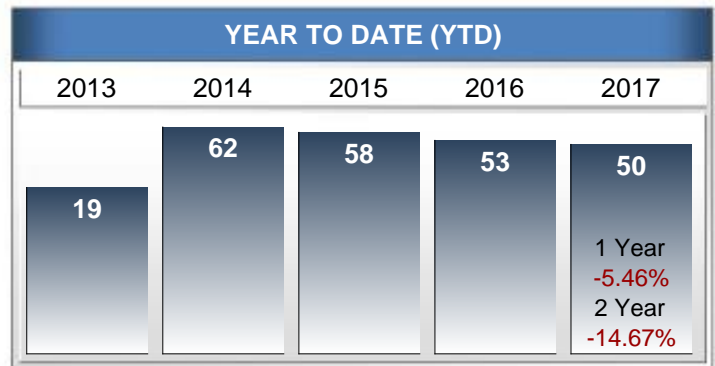
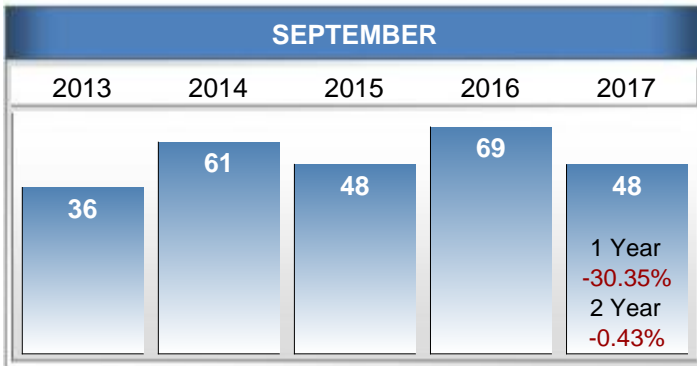
Closed Sales as of Oct 12, 2017



Average Days on Market to Sale

Report Produced on: Oct 12, 2017

Area Delimited by County Of Muskogee



Average Days on Market

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AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤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	12	22.22%	46.5	59.0	9.0	0.0	0.0
\$30,001 \$70,000	8	14.81%	26.3	27.0	30.3	0.0	8.0
\$70,001 \$120,000	14	25.93%	80.4	14.0	85.5	0.0	0.0
\$120,001 \$140,000	7	12.96%	34.3	88.0	19.4	55.0	0.0
\$140,001 \$170,000	7	12.96%	21.1	0.0	21.1	0.0	0.0
\$170,001 and up	6	11.11%	53.7	0.0	56.3	51.0	0.0
Average Closed DOM: 48.2				51.0	47.8	52.0	8.0
Total Closed Units: 54				14	35	4	1
Total Closed Volume: 5,420,456				557.20K	3.93M	864.90K	70.00K



Monthly Inventory Analysis

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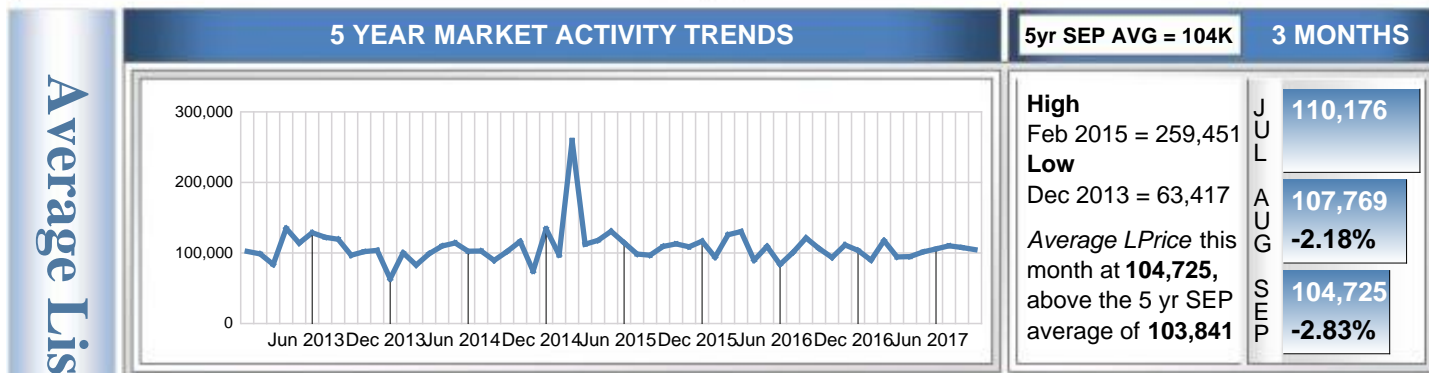
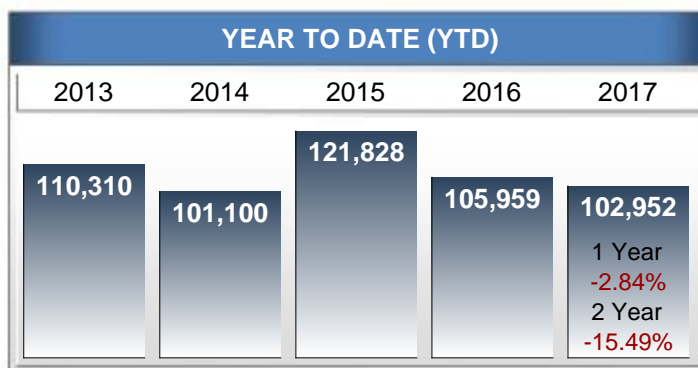
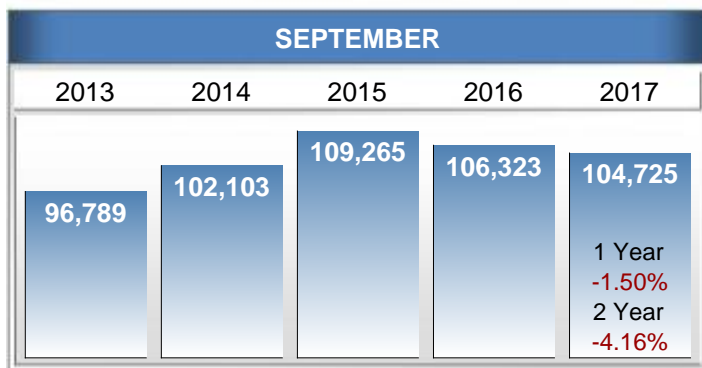
Closed Sales as of Oct 12, 2017



Average List Price at Closing

Report Produced on: Oct 12, 2017

Area Delimited by County Of Muskogee



Average List Price

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AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	0	0.00%	0	0	0	0	0
\$10,001 - \$30,000	10	18.52%	18,368	24,411	12,960	0	0
\$30,001 - \$70,000	8	14.81%	53,938	61,267	63,700	0	70,000
\$70,001 - \$120,000	16	29.63%	96,210	89,900	99,805	0	0
\$120,001 - \$140,000	6	11.11%	129,883	134,500	132,360	125,000	0
\$140,001 - \$170,000	7	12.96%	154,814	0	162,957	0	0
\$170,001 and up	7	12.96%	233,943	0	239,600	239,933	0
Average List Price:	\$104,725			\$44,850	\$117,498	\$211,200	\$70,000
Total Closed Units:	54			14	35	4	1
Total List Volume:	5,655,139			627.90K	4.11M	844.80K	70.00K



Monthly Inventory Analysis

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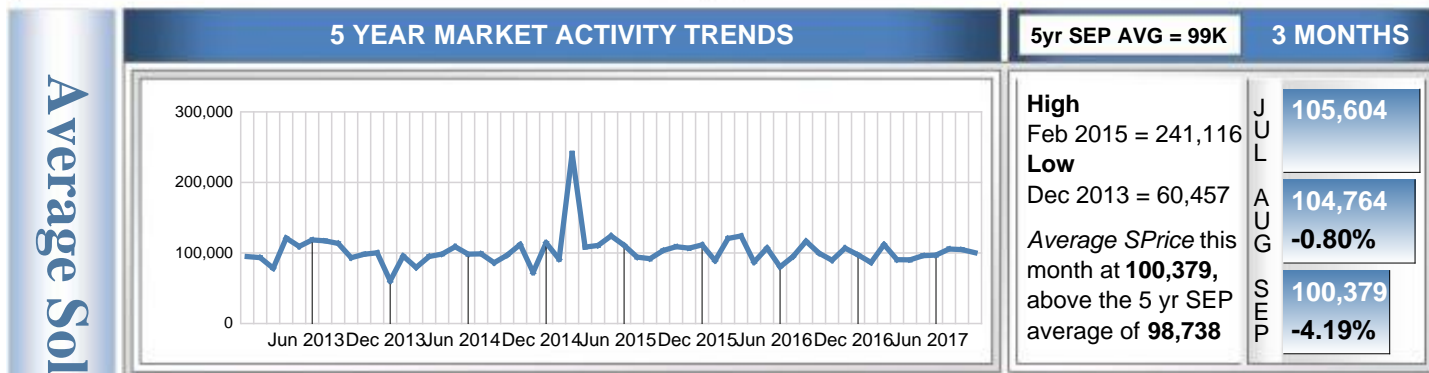
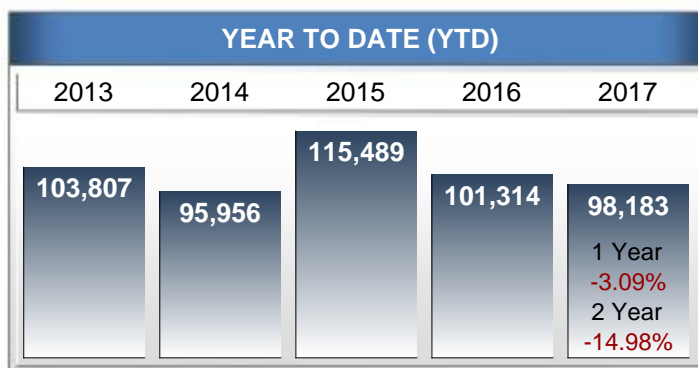
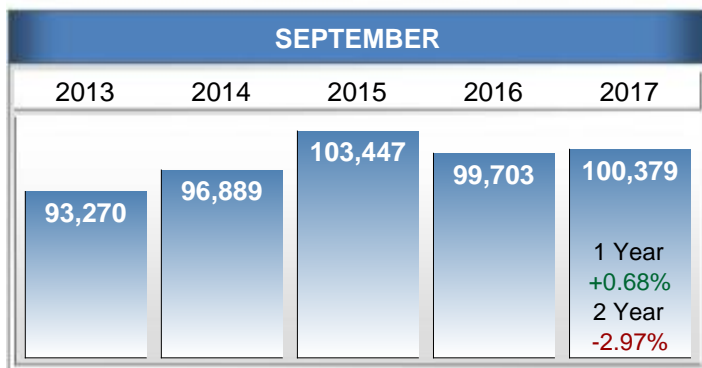
Closed Sales as of Oct 12, 2017



Average Sold Price at Closing

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Area Delimited by County Of Muskogee



Average Sold Price

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AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	0		0.00%	0	0	0	0	0
\$10,001 \$30,000	12		22.22%	17,792	18,989	14,202	0	0
\$30,001 \$70,000	8		14.81%	59,300	57,133	58,250	0	70,000
\$70,001 \$120,000	14		25.93%	94,325	92,900	94,435	0	0
\$120,001 \$140,000	7		12.96%	128,271	122,000	130,180	125,000	0
\$140,001 \$170,000	7		12.96%	152,186	0	152,186	0	0
\$170,001 and up	6		11.11%	241,467	0	236,300	246,633	0
Average Closed Price:	\$100,379				\$39,800	\$112,239	\$216,225	\$70,000
Total Closed Units:	54				14	35	4	1
Total Closed Volume:	5,420,456				557.20K	3.93M	864.90K	70.00K



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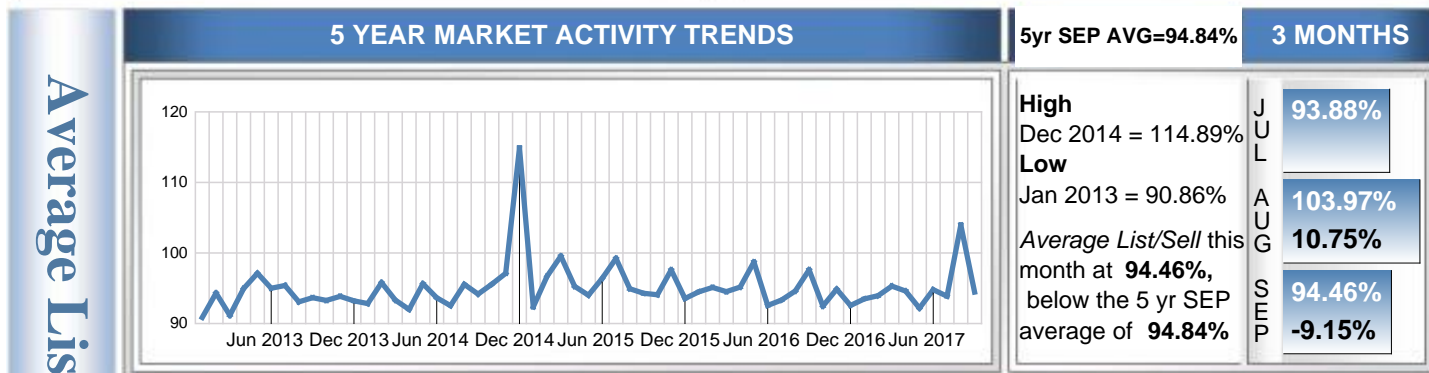
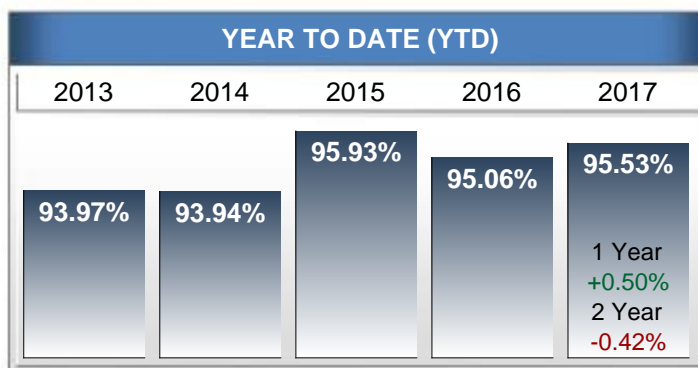
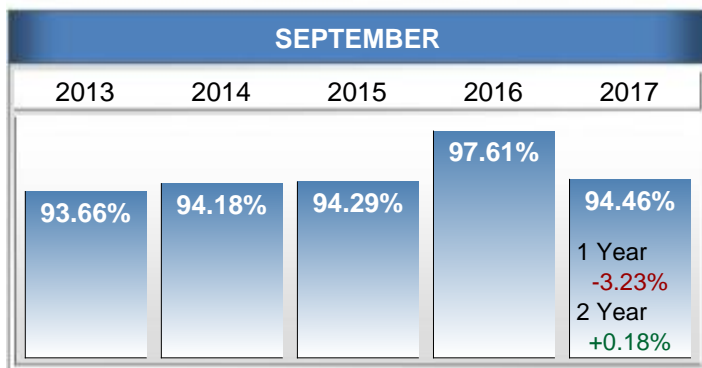
Closed Sales as of Oct 12, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

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AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤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	12	22.22%	89.25%	82.50%	109.50%	0.00%	0.00%	
\$30,001 \$70,000	8	14.81%	94.30%	94.58%	92.66%	0.00%	100.00%	
\$70,001 \$120,000	14	25.93%	94.97%	103.34%	94.33%	0.00%	0.00%	
\$120,001 \$140,000	7	12.96%	97.56%	90.71%	98.44%	100.00%	0.00%	
\$140,001 \$170,000	7	12.96%	94.16%	0.00%	94.16%	0.00%	0.00%	
\$170,001 and up	6	11.11%	100.62%	0.00%	98.56%	102.68%	0.00%	
Average List/Sell Ratio:				94.50%	87.16%	96.35%	102.01%	100.00%
Total Closed Units:				54	14	35	4	1
Total Closed Volume:				5,420,456	557.20K	3.93M	864.90K	70.00K



Monthly Inventory Analysis

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September 2017

Inventory as of Oct 12, 2017



Market Summary

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Absorption: Last 12 months, an Average of 54 Sales/Month

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	SEPTEMBER			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	60	54	-10.00%	520	493	-5.19%
Pending Sales	57	63	10.53%	535	532	-0.56%
New Listings	107	125	16.82%	1,030	1,091	5.92%
Average List Price	106,323	104,725	-1.50%	105,959	102,952	-2.84%
Average Sale Price	99,703	100,379	0.68%	101,314	98,183	-3.09%
Average Percent of List Price to Selling Price	97.61%	94.46%	-3.23%	95.06%	95.53%	0.50%
Average Days on Market to Sale	69.23	48.22	-30.35%	52.65	49.77	-5.46%
Monthly Inventory	328	403	22.87%	328	403	22.87%
Months Supply of Inventory	6.08	7.42	21.92%	6.08	7.42	21.92%

