



October 2017

Area Delimited by County Of Muskogee

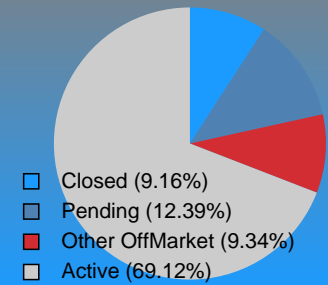


MONTHLY INVENTORY ANALYSIS

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%
Median List Price	79,950	97,500	21.95%
Median Sale Price	77,400	92,000	18.86%
Median Percent of List Price to Selling Price	98.60%	97.01%	-1.61%
Median Days on Market to Sale	39.00	24.00	-38.46%
End of Month Inventory	329	385	17.02%
Months Supply of Inventory	6.02	7.06	17.38%

MARKET ACTIVITY



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.

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 **18.86%** in October 2017 to \$92,000 versus the previous year at \$77,400.

Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 15.00 days or **38.46%** in October 2017 compared to last year's same month at **39.00** DOM.

Sales Success for October 2017 is Positive

Overall, with Median 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
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median 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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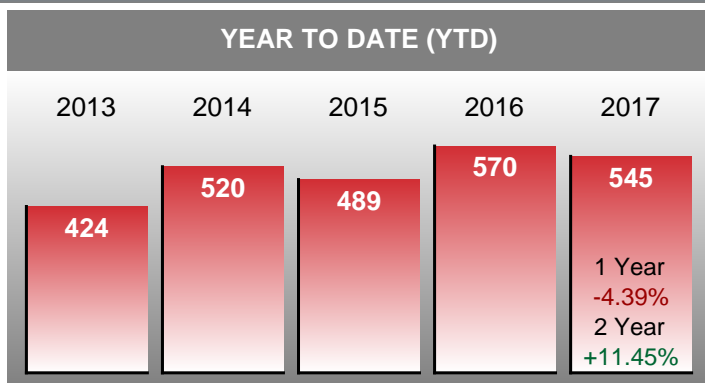
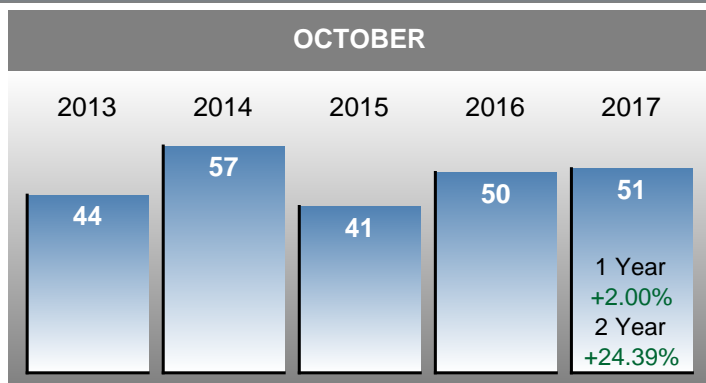
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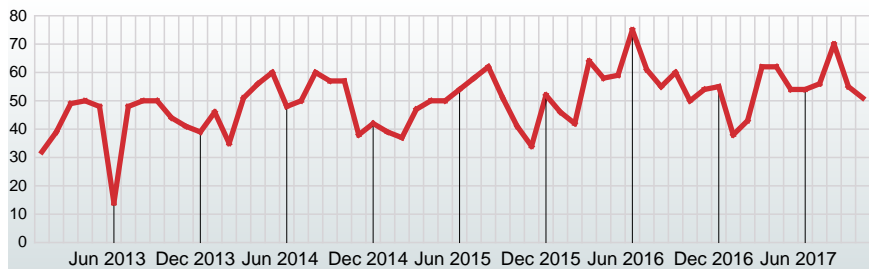


CLOSED LISTINGS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	3	5.88%	61.0	1	1	1	0
\$20,001 - \$30,000	4	7.84%	7.0	2	2	0	0
\$30,001 - \$60,000	12	23.53%	23.5	3	5	3	1
\$60,001 - \$120,000	12	23.53%	25.0	1	8	3	0
\$120,001 - \$170,000	8	15.69%	38.0	0	5	3	0
\$170,001 - \$210,000	6	11.76%	8.5	1	5	0	0
\$210,001 and up	6	11.76%	78.0	1	2	1	2
Total Closed Units	51			9	28	11	3
Total Closed Volume	5,787,284	100%	24.0	768.91K	3.14M	1.13M	751.00K
Median Closed Price	\$92,000			\$44,911	\$102,000	\$97,000	\$221,000

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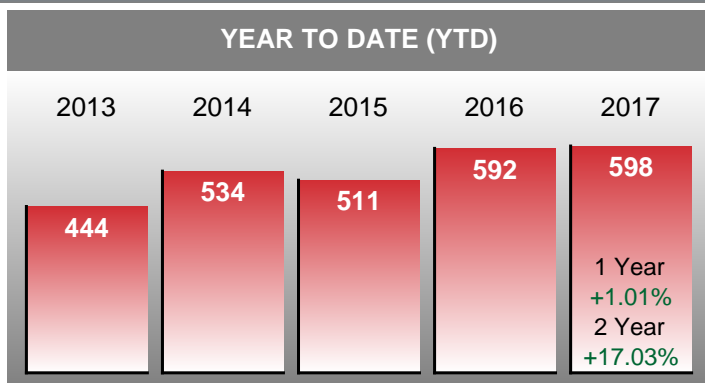
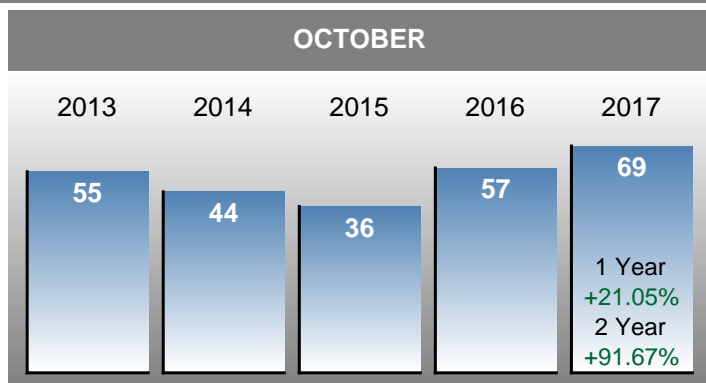
October 2017

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PENDING LISTINGS

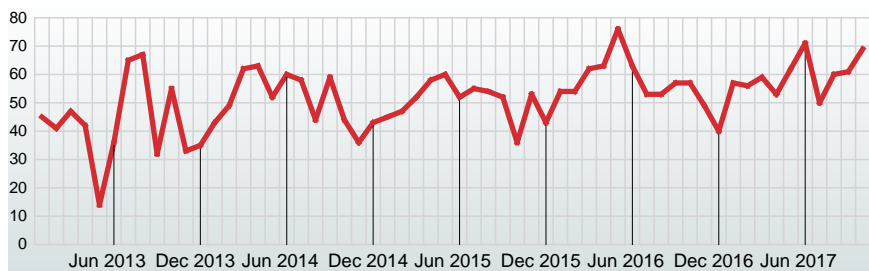
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5 YEAR MARKET ACTIVITY TRENDS

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$20,000 and less	5	7.25%	47.0	2	3	0	0
\$20,001 - \$40,000	5	7.25%	57.0	3	1	1	0
\$40,001 - \$60,000	12	17.39%	25.5	6	4	2	0
\$60,001 - \$130,000	21	30.43%	56.0	2	15	4	0
\$130,001 - \$160,000	8	11.59%	56.5	0	6	2	0
\$160,001 - \$230,000	9	13.04%	12.0	1	5	2	1
\$230,001 and up	9	13.04%	19.0	0	4	5	0
Total Pending Units	69			14	38	16	1
Total Pending Volume	8,005,827	100%	41.0	727.20K	4.36M	2.71M	209.90K
Median Listing Price	\$92,900			\$47,750	\$102,400	\$157,950	\$209,900

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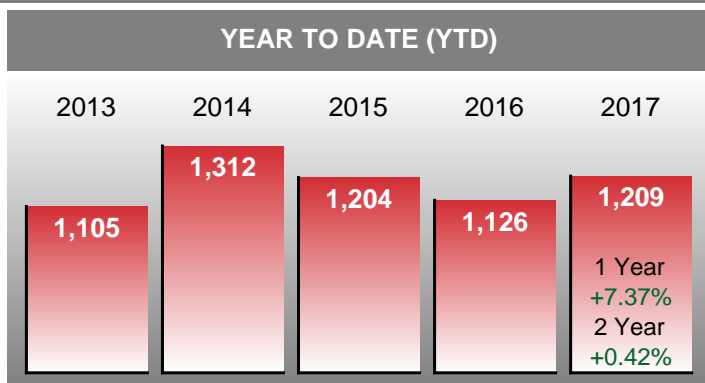
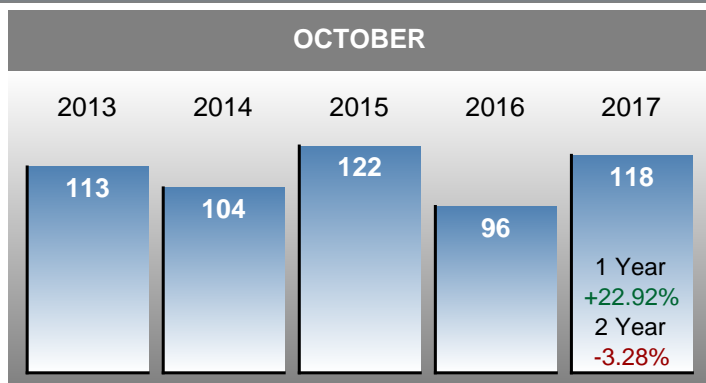
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NEW LISTINGS

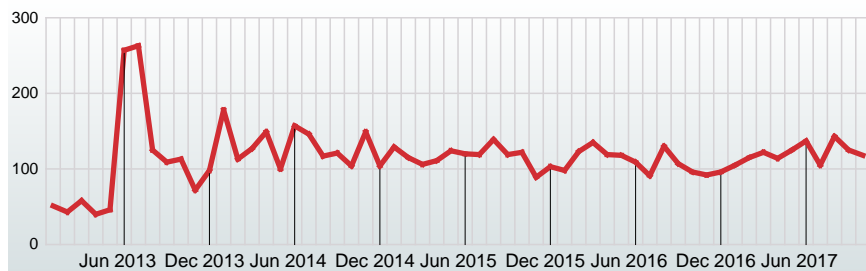
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5 YEAR MARKET ACTIVITY TRENDS

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
Median New Listed Listing Price	\$99,700		\$54,500	\$95,900	\$156,900	\$527,500

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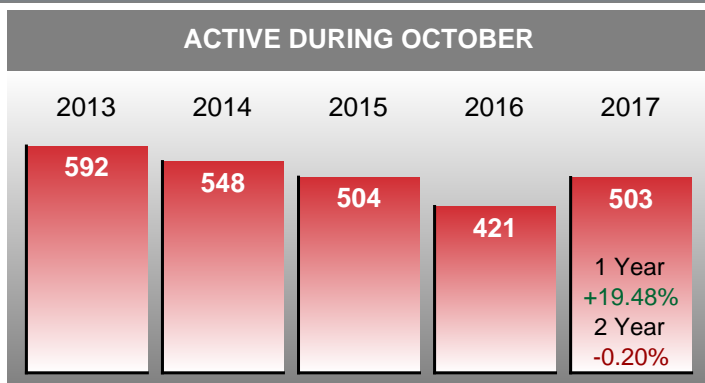
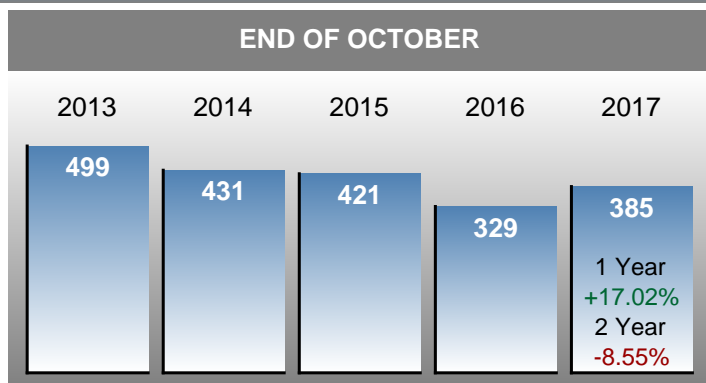
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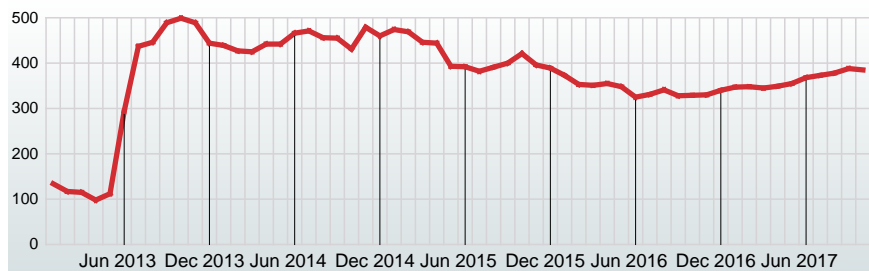
ACTIVE INVENTORY

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		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	30	7.79%	81.0	24	4	2	0
\$10,001 \$30,000	54	14.03%	81.0	44	8	1	1
\$30,001 \$60,000	59	15.32%	69.0	31	25	3	0
\$60,001 \$130,000	97	25.19%	53.0	25	62	10	0
\$130,001 \$190,000	53	13.77%	64.0	9	26	18	0
\$190,001 \$280,000	52	13.51%	72.0	9	22	19	2
\$280,001 and up	40	10.39%	59.0	27	6	3	4
Total Active Inventory by Units	385			169	153	56	7
Total Active Inventory by Volume	61,803,671	100%	67.0	31.01M	18.95M	9.47M	2.38M
Median Active Inventory Listing Price	\$95,000			\$49,500	\$112,000	\$159,900	\$375,000

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October 2017

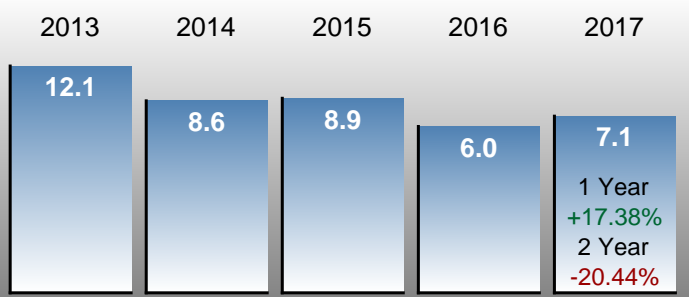
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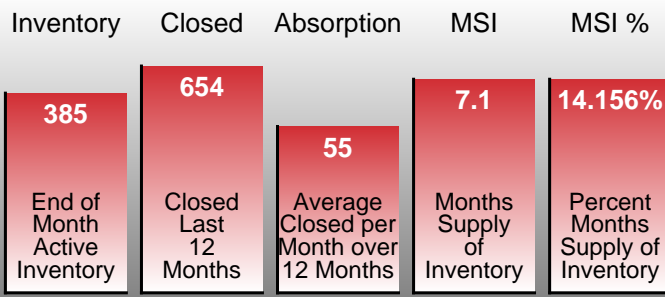
MONTHS SUPPLY of INVENTORY (MSI)

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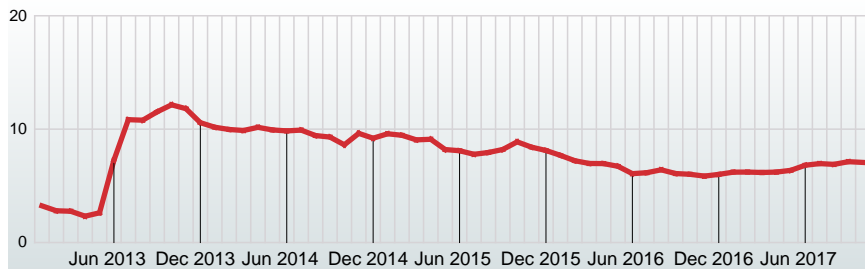
MSI FOR OCTOBER



INDICATORS FOR OCTOBER 2017



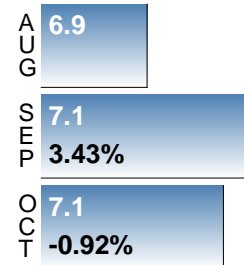
5 YEAR MARKET ACTIVITY TRENDS



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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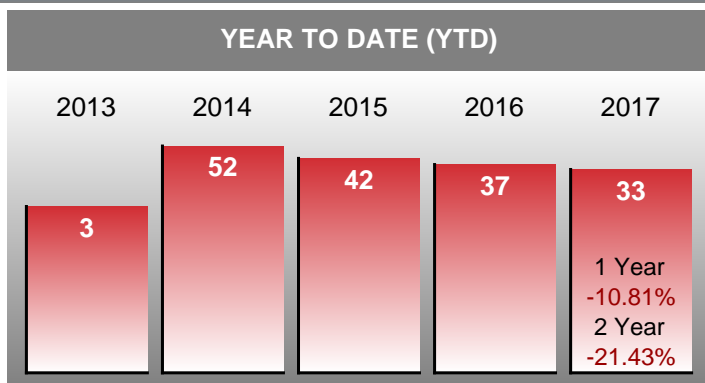
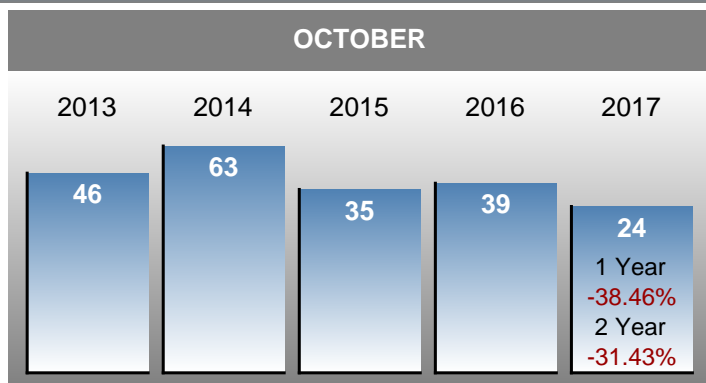
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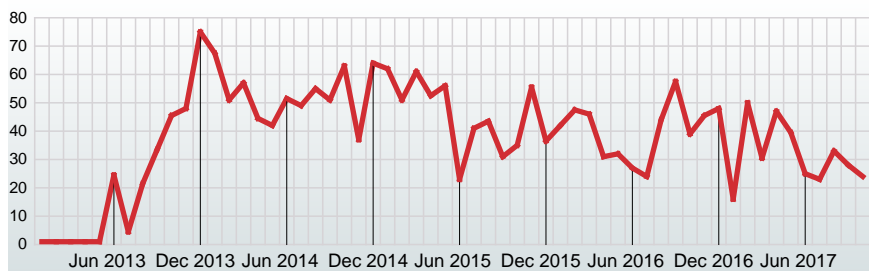


MEDIAN DAYS ON MARKET TO SALE

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5 YEAR MARKET ACTIVITY TRENDS



5yr OCT AVG = 41 **3 MONTHS**

High
Dec 2013 = 75
Low
May 2013 = 1

Median Days on Market this month at **24**, below the 5 yr OCT average of **41**

AUG	33
SEP	28 -15.15%
OCT	24 -14.29%

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
\$20,000 and less	3	5.88%	61.0	107.0	61.0	7.0	0.0
\$20,001 - \$30,000	4	7.84%	7.0	13.5	7.0	0.0	0.0
\$30,001 - \$60,000	12	23.53%	23.5	19.0	7.0	38.0	75.0
\$60,001 - \$120,000	12	23.53%	25.0	117.0	25.0	11.0	0.0
\$120,001 - \$170,000	8	15.69%	38.0	0.0	15.0	78.0	0.0
\$170,001 - \$210,000	6	11.76%	8.5	12.0	5.0	0.0	0.0
\$210,001 and up	6	11.76%	78.0	90.0	49.0	112.0	57.5
Median Closed DOM			24.0	26.0	15.5	38.0	75.0
Total Closed Units		100%	24.0	9	28	11	3
Total Closed Volume			5,787,284	768.91K	3.14M	1.13M	751.00K

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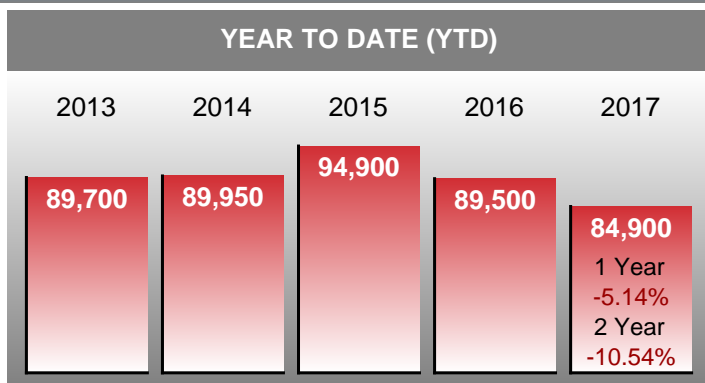
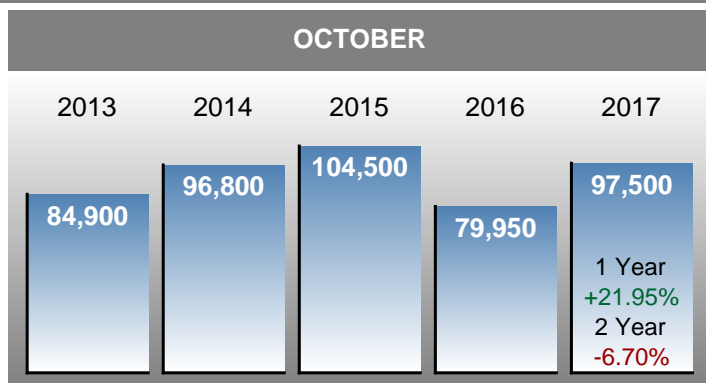
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MEDIAN LIST PRICE AT CLOSING

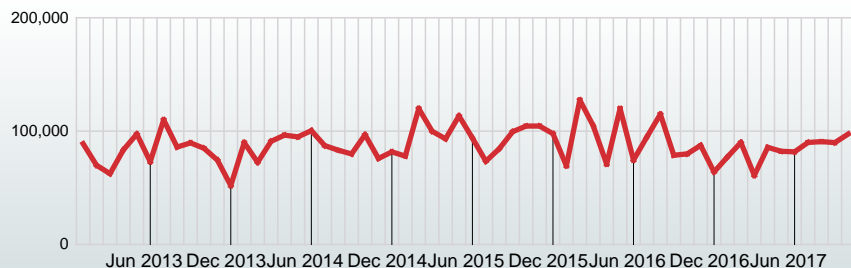
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 92,730

3 MONTHS



High
Feb 2016 = 127,450
Low
Dec 2013 = 52,000
Median List Price
this month at **97,500**,
above the 5 yr OCT
average of **92,730**

AUG	90,750
SEP	89,900
	-0.94%
OCT	97,500
	8.45%

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
\$20,000 and less	3	5.88%	14,500	14,500	9,000	14,900	0
\$20,001 \$30,000	3	5.88%	25,000	29,900	25,000	0	0
\$30,001 \$60,000	11	21.57%	45,000	47,000	43,000	45,000	0
\$60,001 \$120,000	12	23.53%	82,750	0	80,450	100,000	80,100
\$120,001 \$170,000	9	17.65%	145,000	139,500	141,250	156,200	0
\$170,001 \$210,000	7	13.73%	189,900	200,000	185,000	189,900	0
\$210,001 and up	6	11.76%	264,500	352,000	264,500	224,900	351,500
Median List Price			97,500	49,000	108,700	100,000	218,000
Total Closed Units		100%	97,500	9	28	11	3
Total Closed Volume			6,139,000	919.90K	3.26M	1.18M	783.10K

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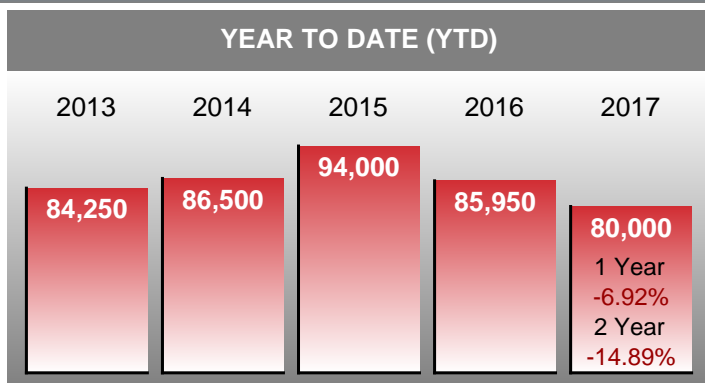
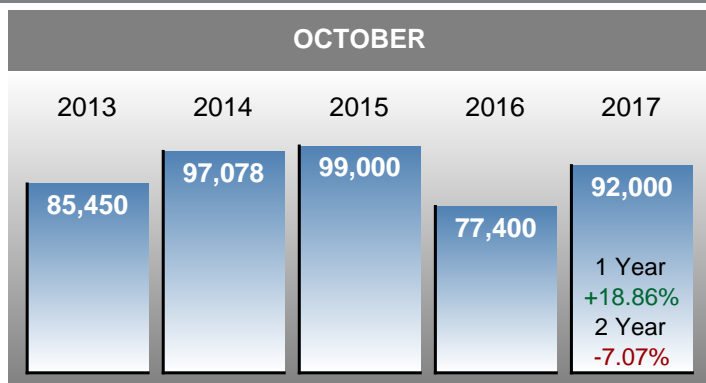
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MEDIAN SOLD PRICE AT CLOSING

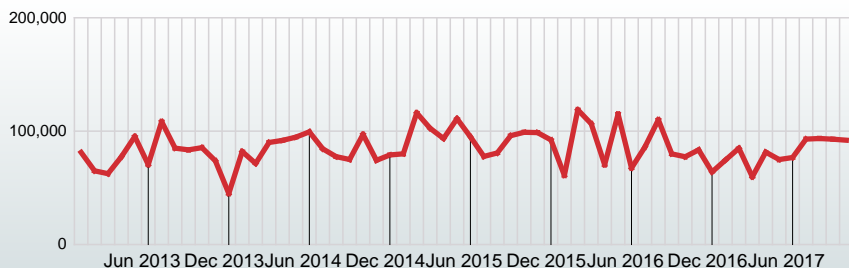
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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 90,186

3 MONTHS



High
Feb 2016 = 118,825

Low
Dec 2013 = 45,000

Median Sold Price this month at **92,000**, above the 5 yr OCT average of **90,186**

AUG	93,500
SEP	92,900 -0.64%
OCT	92,000 -0.97%

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
\$20,000 and less	3	5.88%	13,500	13,500	7,000	15,500	0
\$20,001 - \$30,000	4	7.84%	23,125	27,500	21,250	0	0
\$30,001 - \$60,000	12	23.53%	46,956	44,911	49,000	37,000	60,000
\$60,001 - \$120,000	12	23.53%	88,000	108,000	83,000	97,000	0
\$120,001 - \$170,000	8	15.69%	146,250	0	136,500	164,900	0
\$170,001 - \$210,000	6	11.76%	185,625	185,000	186,250	0	0
\$210,001 and up	6	11.76%	251,750	269,000	251,750	219,900	345,500
Median Sold Price			92,000	44,911	102,000	97,000	221,000
Total Closed Units		100%	92,000	9	28	11	3
Total Closed Volume			5,787,284	768.91K	3.14M	1.13M	751.00K

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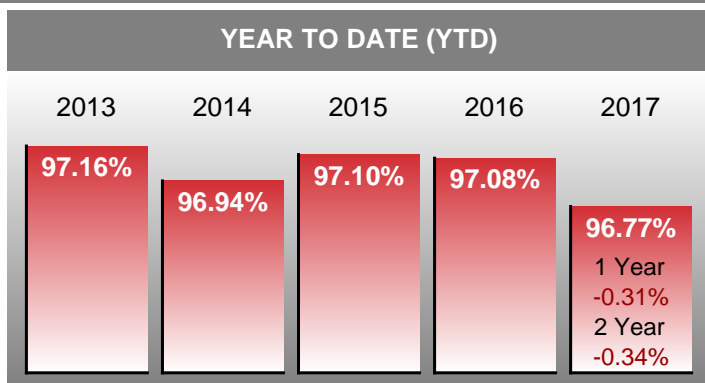
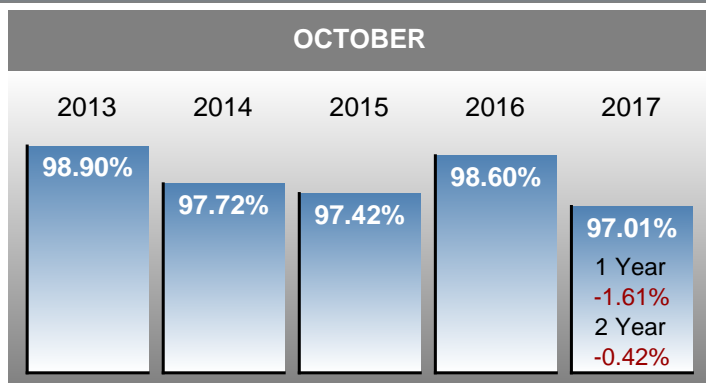
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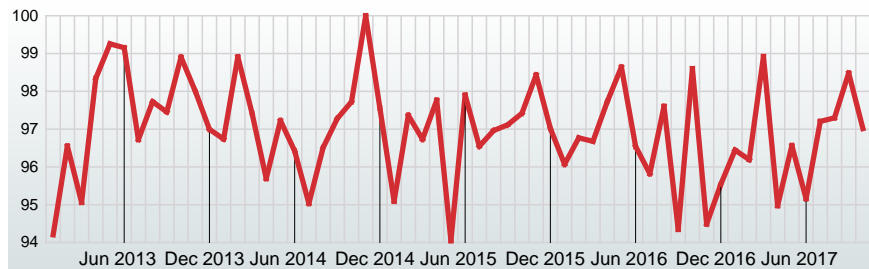
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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5 YEAR MARKET ACTIVITY TRENDS

5yr OCT AVG = 97.93% 3 MONTHS



High
Nov 2014 = 100.00%

Low
May 2015 = 94.05%

Median Sold/List Ratio this month at **97.01%**, below the 5 yr OCT average of **97.93%**

AUG	97.30%
SEP	98.48%
SEP	1.22%
OCT	97.01%
OCT	-1.49%

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
\$20,000 and less	3	5.88%	93.10%	93.10%	77.78%	104.03%	0.00%
\$20,001 - \$30,000	4	7.84%	85.00%	84.66%	85.00%	0.00%	0.00%
\$30,001 - \$60,000	12	23.53%	100.00%	91.66%	100.00%	100.00%	74.91%
\$60,001 - \$120,000	12	23.53%	96.19%	77.42%	98.03%	95.91%	0.00%
\$120,001 - \$170,000	8	15.69%	98.87%	0.00%	97.74%	100.00%	0.00%
\$170,001 - \$210,000	6	11.76%	100.00%	92.50%	100.00%	0.00%	0.00%
\$210,001 and up	6	11.76%	96.75%	76.42%	95.18%	97.78%	99.14%
Median Sold/List Ratio			97.01%	85.71%	98.66%	97.78%	96.91%
Total Closed Units		100%	97.01%	9	28	11	3
Total Closed Volume				768.91K	3.14M	1.13M	751.00K

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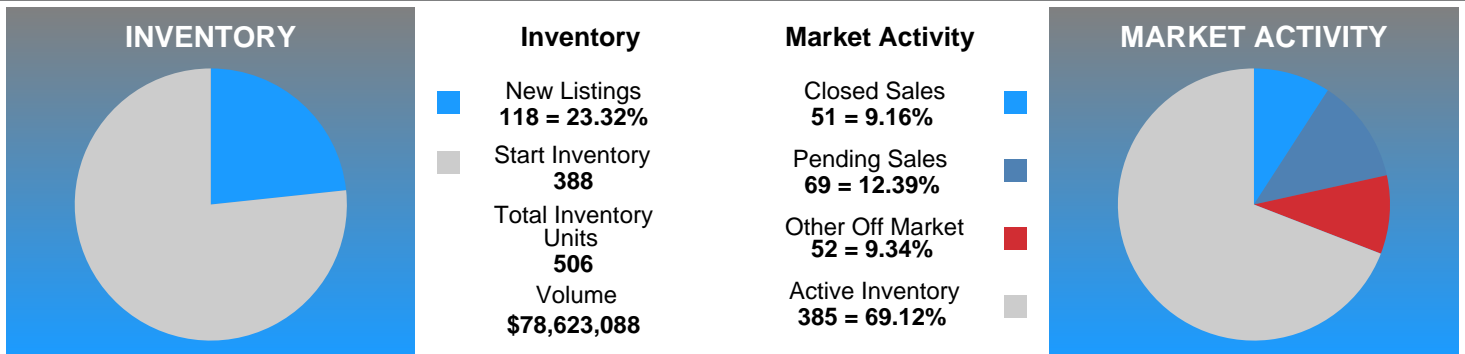
October 2017

Area Delimited by County Of Muskogee



MARKET SUMMARY

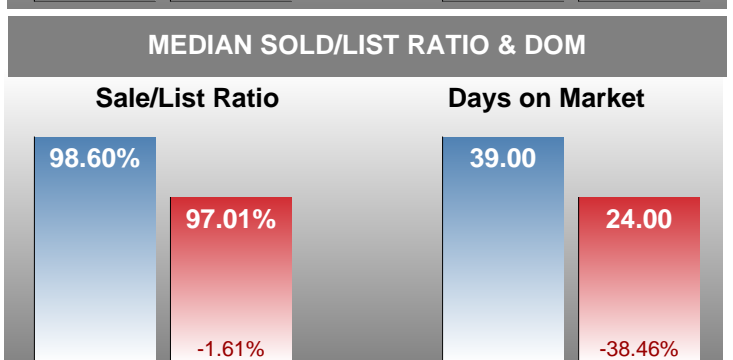
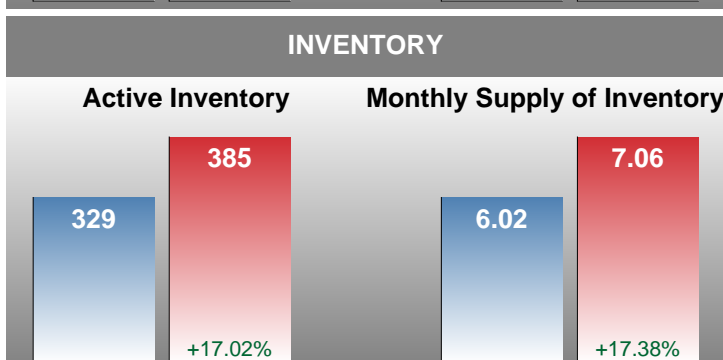
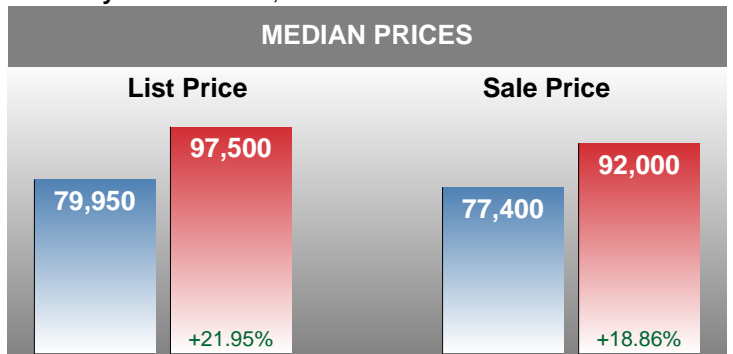
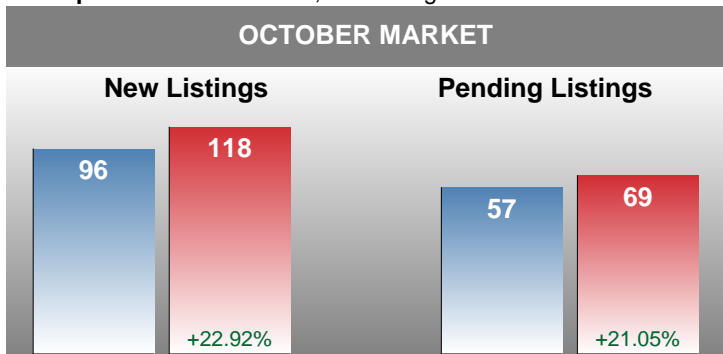
Report produced on Nov 13, 2017 for Greater Tulsa Association of REALTORS



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%
Median List Price	79,950	97,500	21.95%	89,500	84,900	-5.14%
Median Sale Price	77,400	92,000	18.86%	85,950	80,000	-6.92%
Median Percent of Selling Price to List Price	98.60%	97.01%	-1.61%	97.08%	96.77%	-0.31%
Median Days on Market to Sale	39.00	24.00	-38.46%	37.00	33.00	-10.81%
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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