



September 2015

Area Delimited by County Of Muskogee

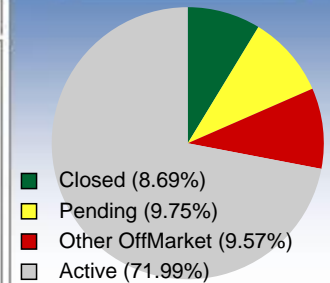


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of September 30, 2015 = **406**

	SEPTEMBER		
	2014	2015	+/- %
Closed Listings	55	49	-10.91%
Pending Listings	58	55	-5.17%
New Listings	120	117	-2.50%
Average List Price	101,845	104,541	2.65%
Average Sale Price	96,831	100,833	4.13%
Average Percent of List Price to Selling Price	94.34%	94.87%	0.57%
Average Days on Market to Sale	58.35	46.84	-19.73%
End of Month Inventory	453	406	-10.38%
Months Supply of Inventory	9.47	8.50	-10.22%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 14, 2015

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

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of September 2015 decreased **10.38%** to 406 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **8.50** 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 **4.13%** in September 2015 to \$100,833 versus the previous year at \$96,831.

Average Days on Market Shortens

The average number of **46.84** days that homes spent on the market before selling decreased by 11.51 days or **19.73%** in September 2015 compared to last year's same month at **58.35** DOM.

Sales Success for September 2015 is Positive

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

There were 117 New Listings in September 2015, down **2.50%** from last year at 120. Furthermore, there were 49 Closed Listings this month versus last year at 55, a **-10.91%** decrease.

Closed versus Listed trends yielded a **41.9%** ratio, down from last year's September 2015 at **45.8%**, a **8.62%** downswing. This will certainly create pressure on a decreasing 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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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

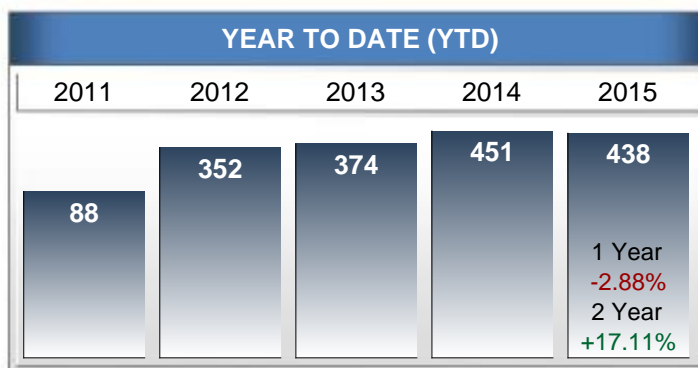
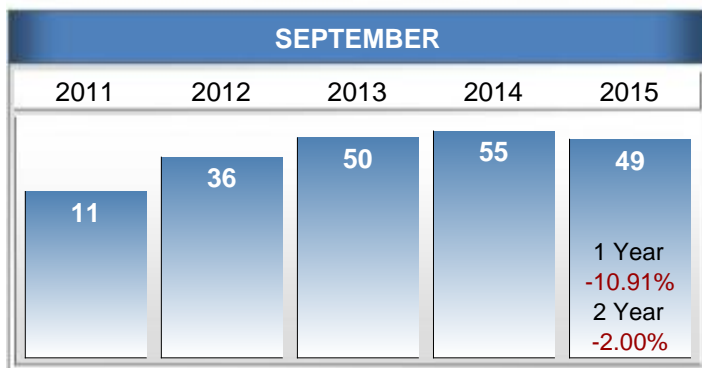
Closed Sales as of Oct 14, 2015



Closed Listings

Report Produced on: Oct 14, 2015

Area Delimited by County Of Muskogee



Closed Listings

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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	2	4.08%	95.5	2	0	0	0
\$10,001 - \$30,000	7	14.29%	41.0	4	3	0	0
\$30,001 - \$60,000	7	14.29%	54.7	1	4	1	1
\$60,001 - \$110,000	14	28.57%	42.9	1	12	1	0
\$110,001 - \$130,000	5	10.20%	63.4	1	3	1	0
\$130,001 - \$160,000	7	14.29%	46.9	1	4	1	1
\$160,001 and up	7	14.29%	26.9	1	5	1	0
Total Closed Units:	49		46.8	11	31	5	2
Total Closed Volume:	4,940,820			1.03M	3.11M	621.05K	177.50K
Average Closed Price:	\$100,833			\$93,800	\$100,338	\$124,211	\$88,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

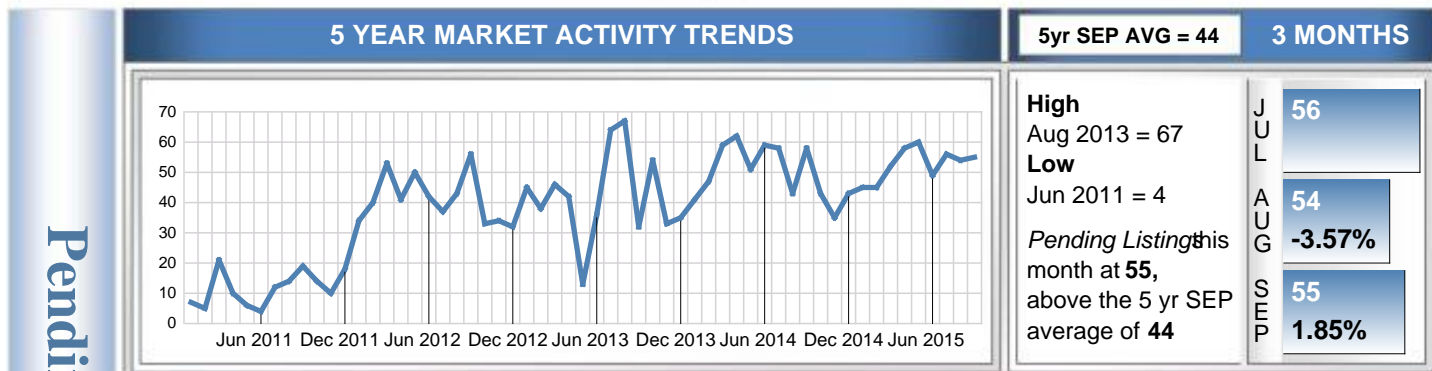
Pending Listings as of Oct 14, 2015



Pending Listings

Report Produced on: Oct 14, 2015

Area Delimited by County Of Muskogee



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE							
Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	7.27%	64.0	2	1	1	0
\$20,001 \$40,000	8	14.55%	27.9	5	3	0	0
\$40,001 \$60,000	6	10.91%	48.7	3	2	1	0
\$60,001 \$110,000	15	27.27%	62.3	3	12	0	0
\$110,001 \$130,000	9	16.36%	34.1	2	6	1	0
\$130,001 \$180,000	4	7.27%	87.0	1	3	0	0
\$180,001 and up	9	16.36%	73.1	1	3	5	0
Total Pending Units: 55				35.8	17	30	8
Total Pending Volume: 5,847,940					1.53M	3.08M	1.24M
Average Listing Price: \$125,130					\$89,906	\$102,718	\$154,750
							0.00B
							\$0

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

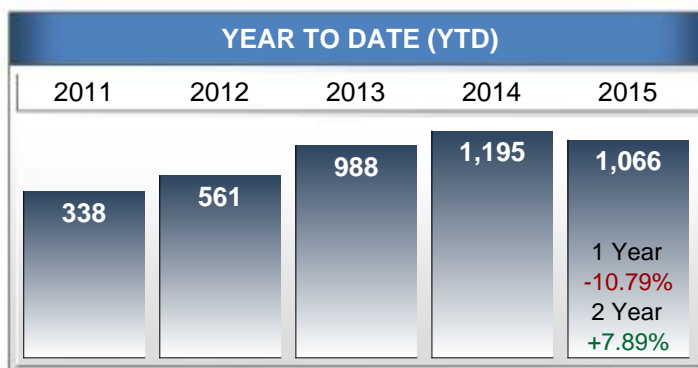
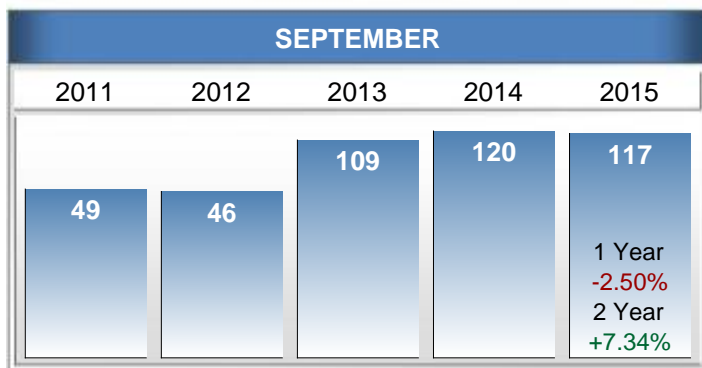
New Listings as of Oct 14, 2015



New Listings

Report Produced on: Oct 14, 2015

Area Delimited by County Of Muskogee



New Listings
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5yr SEP AVG = 88 **3 MONTHS**

High
Jul 2013 = 263
Low
Feb 2011 = 22

New Listings this month at **117**, above the 5 yr SEP average of **88**

JUL	117
AUG	139
SEP	117
18.80%	
-15.83%	

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	15	12.82%	14	1	0	0
\$25,001-\$50,000	17	14.53%	9	6	2	0
\$50,001-\$125,000	36	30.77%	11	24	1	0
\$125,001-\$175,000	16	13.68%	2	8	6	0
\$175,001-\$250,000	19	16.24%	1	13	5	0
\$250,001 and up	14	11.97%	5	3	6	0
Total New Listed Units:			42	55	20	0.00B
Total New Listed Volume:			4.52M	8.02M	4.30M	0.00B
Average New Listed Listing Price:			\$107,724	\$145,804	\$214,995	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

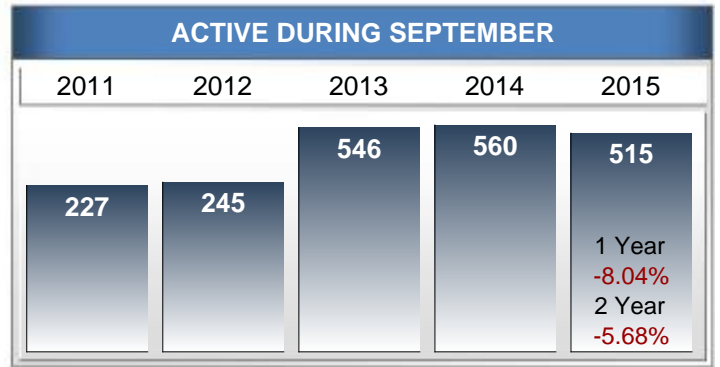
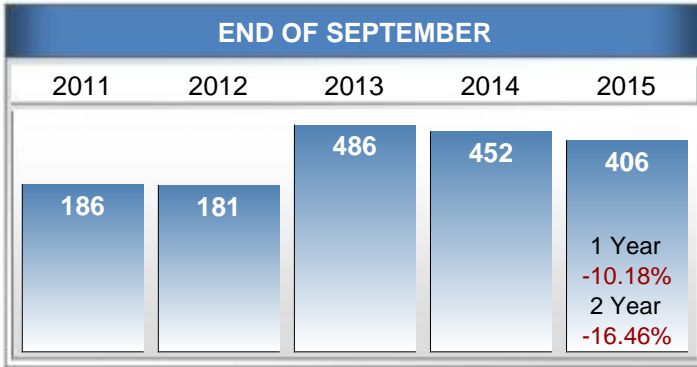
Active Inventory as of Oct 14, 2015



Active Inventory

Report Produced on: Oct 14, 2015

Area Delimited by County Of Muskogee



Active Inventory

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5yr SEP AVG = 342	3 MONTHS
High Oct 2013 = 497	JUL 383
Low Apr 2013 = 94	AUG 399
<i>Inventory</i> this month at 406 , above the 5 yr SEP average of 342	SEP 406
	4.18%
	1.75%

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	53	13.05%	57.2	46	7	0	0		
\$25,001-\$75,000	92	22.66%	73.7	57	28	6	1		
\$75,001-\$150,000	111	27.34%	76.6	22	72	16	1		
\$150,001-\$200,000	54	13.30%	63.9	11	31	10	2		
\$200,001-\$275,000	44	10.84%	86.2	5	23	15	1		
\$275,001 and up	52	12.81%	86.0	24	12	14	2		
Total Active Inventory by Units:				406	74.0	165	173	61	7
Total Active Inventory by Volume:				69,343,717		27.23M	26.19M	14.00M	1.93M
Average Active Inventory Listing Price:				\$170,797		\$165,010	\$151,371	\$229,538	\$275,429



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

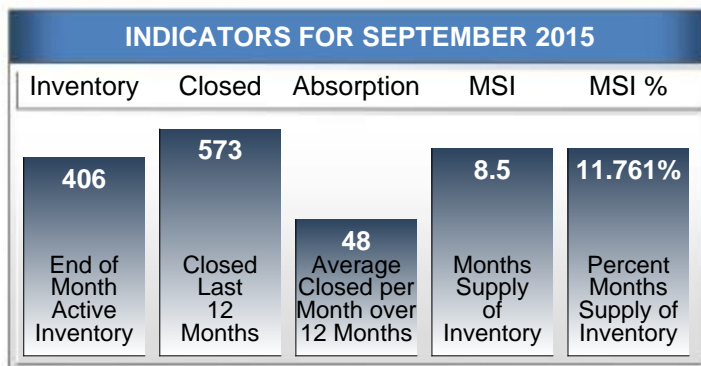
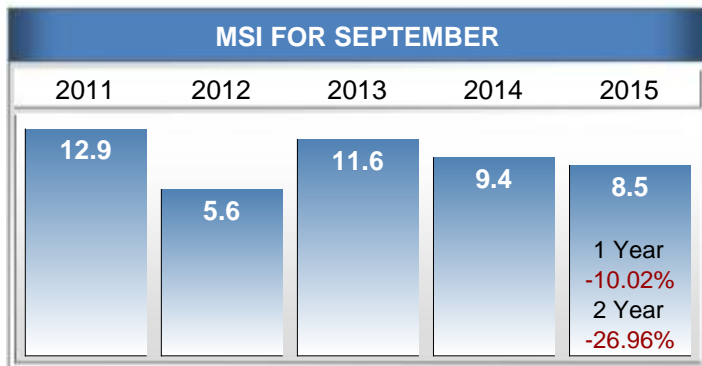
Active Inventory as of Oct 14, 2015



Months Supply of Inventory

Report Produced on: Oct 14, 2015

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	22	5.42%	33.0	50.4	0.0	0.0	0.0	
\$10,001 \$40,000	67	16.50%	7.0	9.9	3.3	12.0	0.0	
\$40,001 \$70,000	50	12.32%	6.7	12.9	3.4	9.0	12.0	
\$70,001 \$150,000	117	28.82%	5.8	9.1	4.9	9.7	4.0	
\$150,001 \$210,000	58	14.29%	10.5	44.0	9.7	6.9	12.0	
\$210,001 \$290,000	47	11.58%	17.6	28.0	25.1	12.0	6.0	
\$290,001 and up	45	11.08%	27.0	26.4	54.0	20.6	24.0	
MSI:	8.5			14.0	5.9	10.2	7.6	
Total Active Inventory:	406			165	173	61	7	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2015

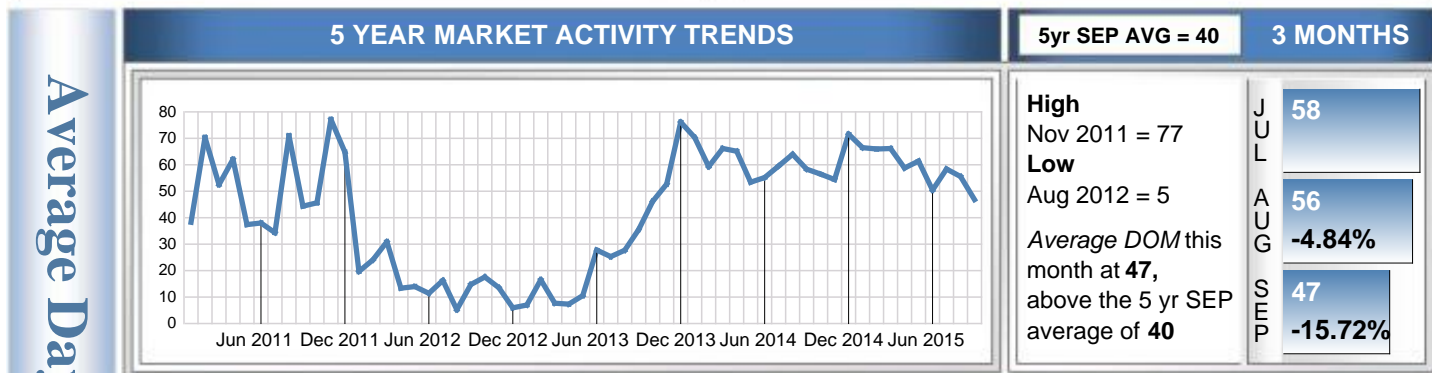
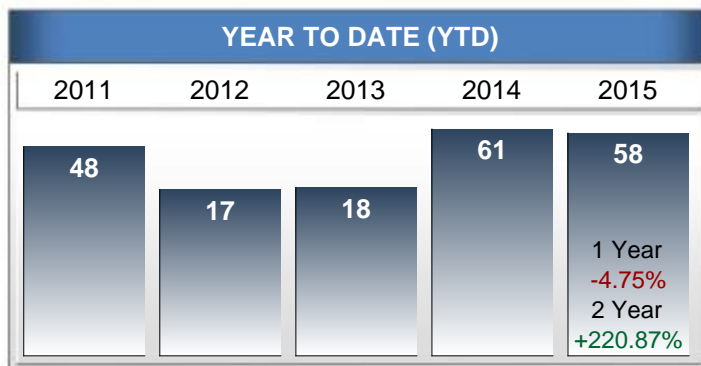
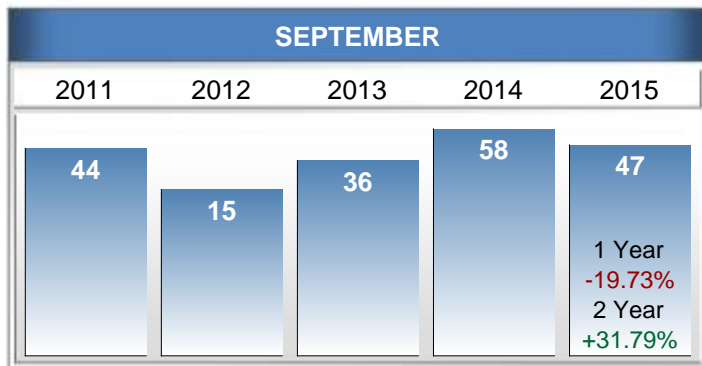
Closed Sales as of Oct 14, 2015



Average Days on Market to Sale

Report Produced on: Oct 14, 2015

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	2	4.08%	95.5	95.5	0.0	0.0	0.0
\$10,001 - \$30,000	7	14.29%	41.0	54.8	22.7	0.0	0.0
\$30,001 - \$60,000	7	14.29%	54.7	83.0	57.5	11.0	59.0
\$60,001 - \$110,000	14	28.57%	42.9	45.0	40.6	69.0	0.0
\$110,001 - \$130,000	5	10.20%	63.4	3.0	49.3	166.0	0.0
\$130,001 - \$160,000	7	14.29%	46.9	15.0	72.3	17.0	7.0
\$160,001 and up	7	14.29%	26.9	1.0	32.6	24.0	0.0
Average Closed DOM: 46.8				50.6	44.7	57.4	33.0
Total Closed Units: 49				11	31	5	2
Total Closed Volume: 4,940,820				1.03M	3.11M	621.05K	177.50K



Monthly Inventory Analysis

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September 2015

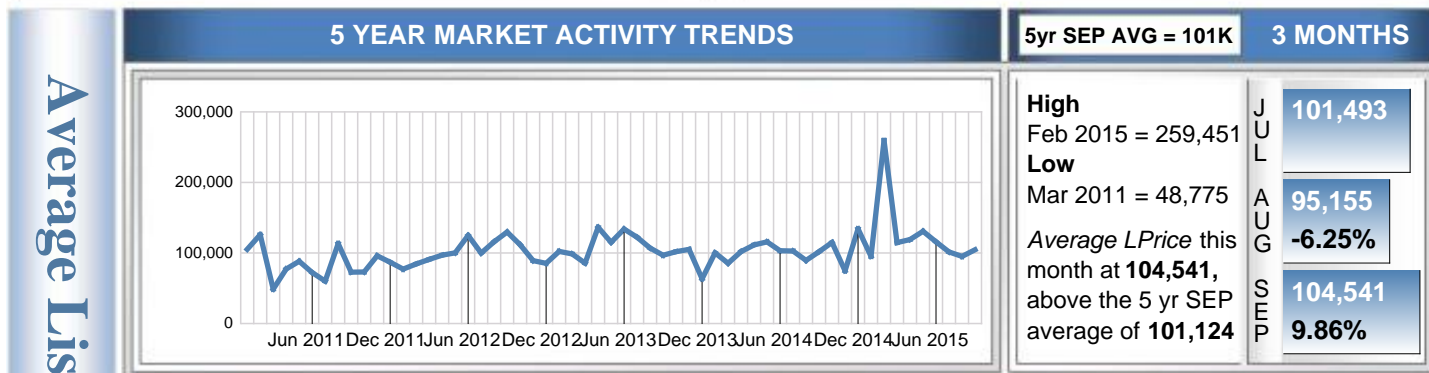
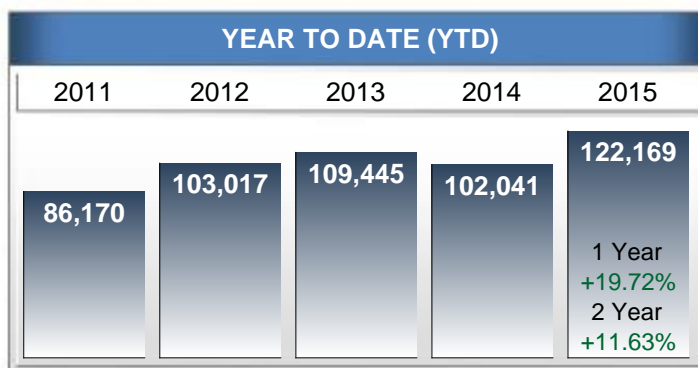
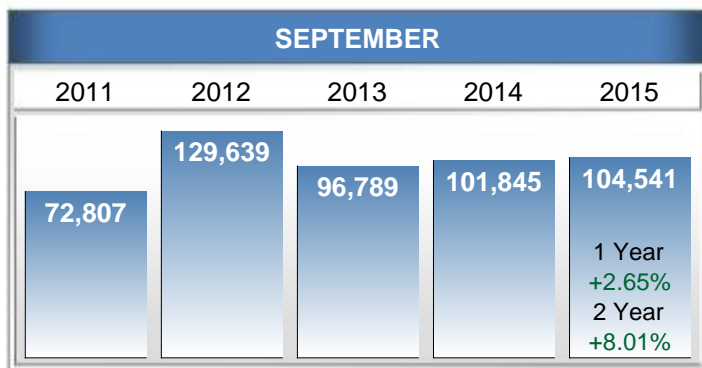
Closed Sales as of Oct 14, 2015



Average List Price at Closing

Report Produced on: Oct 14, 2015

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	12,700	0	0	0
\$10,001 \$30,000	9	18.37%	19,817	22,625	20,817	0	0
\$30,001 \$60,000	7	14.29%	44,139	39,900	45,948	40,280	45,000
\$60,001 \$110,000	14	28.57%	88,650	84,900	88,225	97,500	0
\$110,001 \$130,000	5	10.20%	123,080	125,000	121,633	125,500	0
\$130,001 \$160,000	7	14.29%	146,557	157,500	147,225	144,500	135,000
\$160,001 and up	7	14.29%	250,400	599,000	184,780	229,900	0
Average List Price:	\$104,541			\$102,018	\$102,666	\$127,536	\$90,000
Total Closed Units:	49			11	31	5	2
Total List Volume:	5,122,520			1.12M	3.18M	637.68K	180.00K



Monthly Inventory Analysis

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September 2015

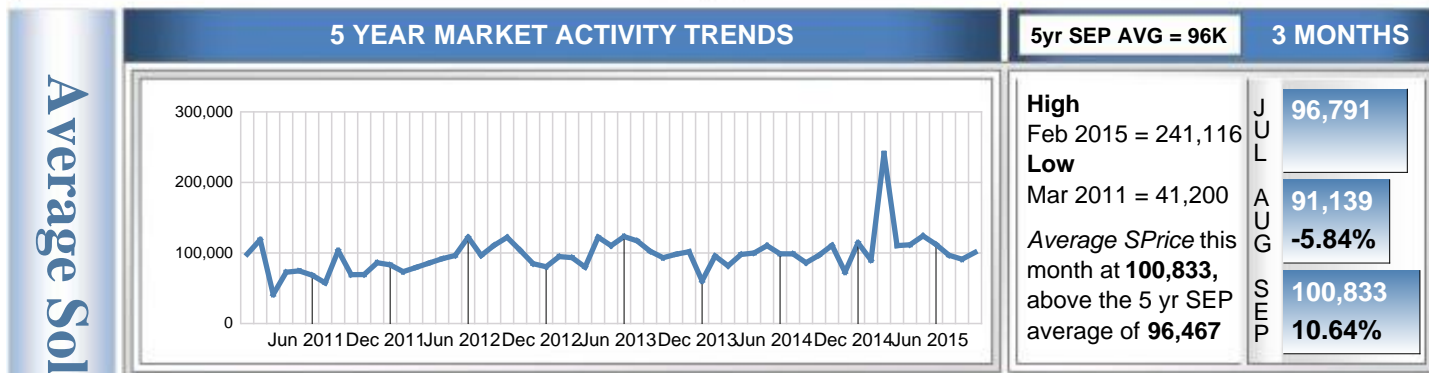
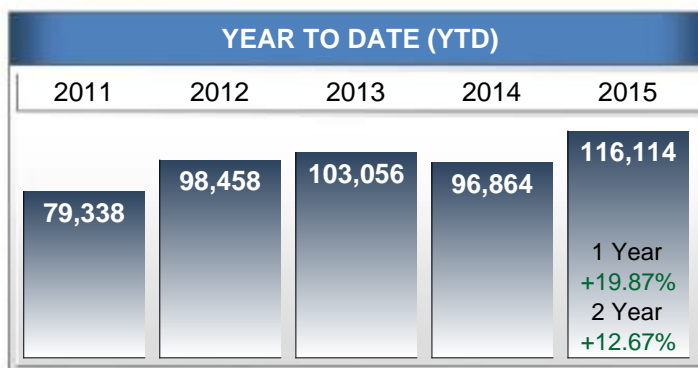
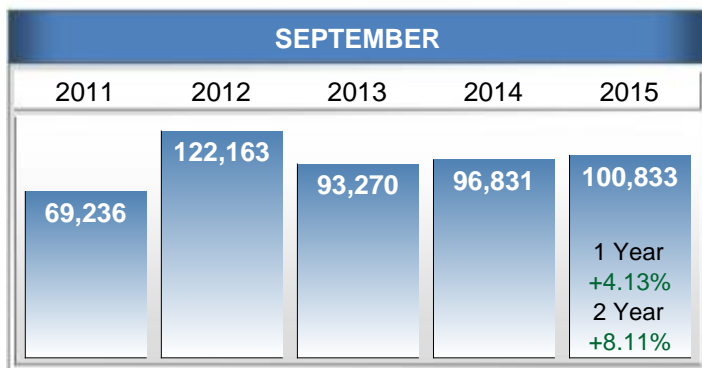
Closed Sales as of Oct 14, 2015



Average Sold Price at Closing

Report Produced on: Oct 14, 2015

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	2	4.08%	9,150	9,150	0	0	0
\$10,001 \$30,000	7	14.29%	19,186	19,450	18,833	0	0
\$30,001 \$60,000	7	14.29%	42,431	32,000	45,367	41,054	42,500
\$60,001 \$110,000	14	28.57%	86,996	81,450	86,708	96,000	0
\$110,001 \$130,000	5	10.20%	121,500	125,000	120,000	122,500	0
\$130,001 \$160,000	7	14.29%	141,679	147,250	143,625	135,000	135,000
\$160,001 and up	7	14.29%	239,143	550,000	179,500	226,500	0
Average Closed Price: \$100,833				\$93,800	\$100,338	\$124,211	\$88,750
Total Closed Units: 49				11	31	5	2
Total Closed Volume: 4,940,820				1.03M	3.11M	621.05K	177.50K



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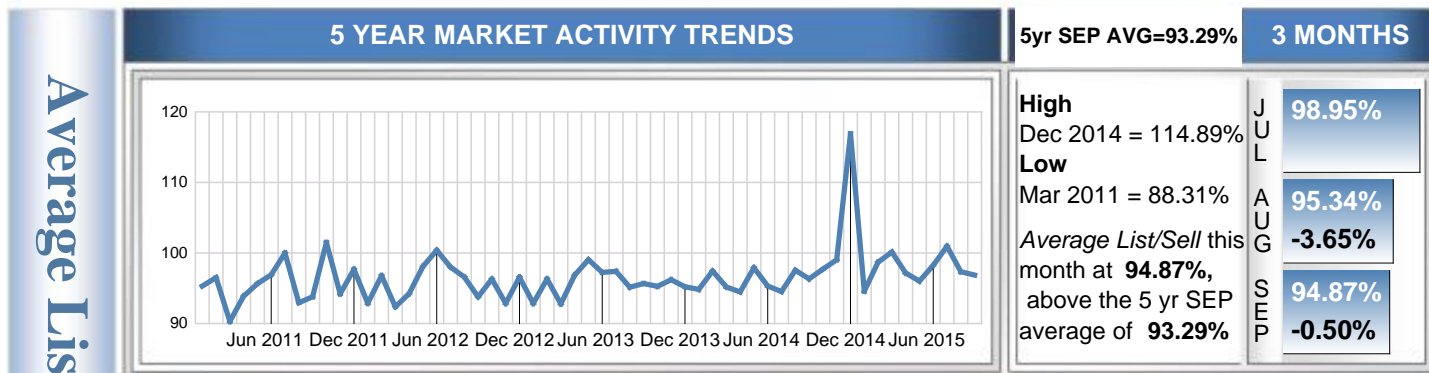
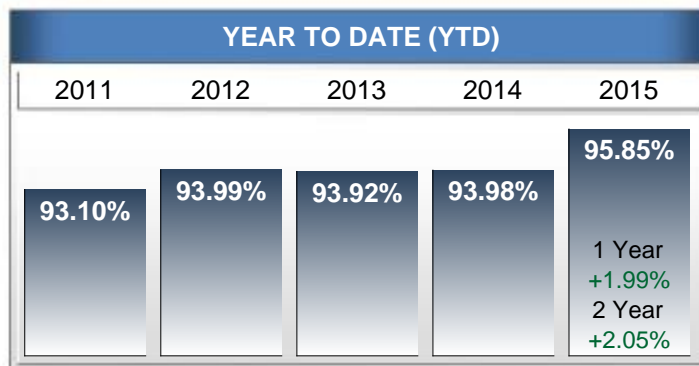
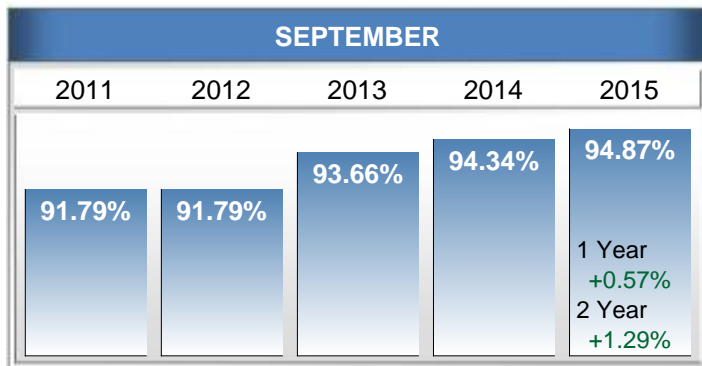
Closed Sales as of Oct 14, 2015



Average Percent of List Price to Selling Price

Report Produced on: Oct 14, 2015

Area Delimited by County Of Muskogee



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	2	4.08%	72.15%	72.15%	0.00%	0.00%	0.00%	
\$10,001 \$30,000	7	14.29%	87.23%	85.81%	89.14%	0.00%	0.00%	
\$30,001 \$60,000	7	14.29%	96.18%	80.20%	99.17%	101.92%	94.44%	
\$60,001 \$110,000	14	28.57%	98.11%	95.94%	98.26%	98.46%	0.00%	
\$110,001 \$130,000	5	10.20%	98.74%	100.00%	98.69%	97.61%	0.00%	
\$130,001 \$160,000	7	14.29%	96.77%	93.49%	97.62%	93.43%	100.00%	
\$160,001 and up	7	14.29%	96.55%	91.82%	97.10%	98.52%	0.00%	
Average List/Sell Ratio:				94.90%	86.27%	97.27%	97.99%	97.22%
Total Closed Units:				49	11	31	5	2
Total Closed Volume:				4,940,820	1.03M	3.11M	621.05K	177.50K



Monthly Inventory Analysis

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September 2015

Inventory as of Oct 14, 2015



Market Summary

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Absorption: Last 12 months, an Average of 48 Sales/Month

Active Inventory as of September 30, 2015 = 406

	SEPTEMBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	55	49	-10.91%	451	438	-2.88%
Pending Sales	58	55	-5.17%	478	474	-0.84%
New Listings	120	117	-2.50%	1,195	1,066	-10.79%
Average List Price	101,845	104,541	2.65%	102,041	122,169	19.72%
Average Sale Price	96,831	100,833	4.13%	96,864	116,114	19.87%
Average Percent of List Price to Selling Price	94.34%	94.87%	0.57%	93.98%	95.85%	1.99%
Average Days on Market to Sale	58.35	46.84	-19.73%	61.20	58.29	-4.75%
Monthly Inventory	453	406	-10.38%	453	406	-10.38%
Months Supply of Inventory	9.47	8.50	-10.22%	9.47	8.50	-10.22%

