



December 2016

Area Delimited by County Of Muskogee

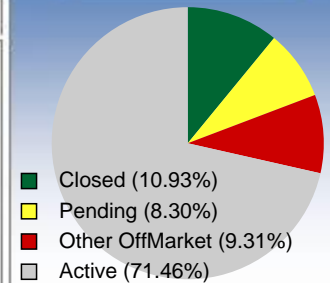


Absorption: Last 12 months, an Average of **56** Sales/Month

Active Inventory as of December 31, 2016 = **353**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	52	54	3.85%
Pending Listings	43	41	-4.65%
New Listings	103	96	-6.80%
Average List Price	116,708	100,919	-13.53%
Average Sale Price	111,455	94,642	-15.08%
Average Percent of List Price to Selling Price	93.55%	92.49%	-1.12%
Average Days on Market to Sale	53.48	58.22	8.87%
End of Month Inventory	389	353	-9.25%
Months Supply of Inventory	8.12	6.28	-22.70%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 11, 2017

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 December 2016 decreased **9.25%** to 353 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **6.28** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **15.08%** in December 2016 to \$94,642 versus the previous year at \$111,455.

Average Days on Market Lengthens

The average number of **58.22** days that homes spent on the market before selling increased by 4.74 days or **8.87%** in December 2016 compared to last year's same month at **53.48** DOM.

Sales Success for December 2016 is Positive

Overall, with Average Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 96 New Listings in December 2016, down **6.80%** from last year at 103. Furthermore, there were 54 Closed Listings this month versus last year at 52, a **3.85%** increase.

Closed versus Listed trends yielded a **56.3%** ratio, up from last year's December 2016 at **50.5%**, a **11.42%** upswing. 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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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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December 2016

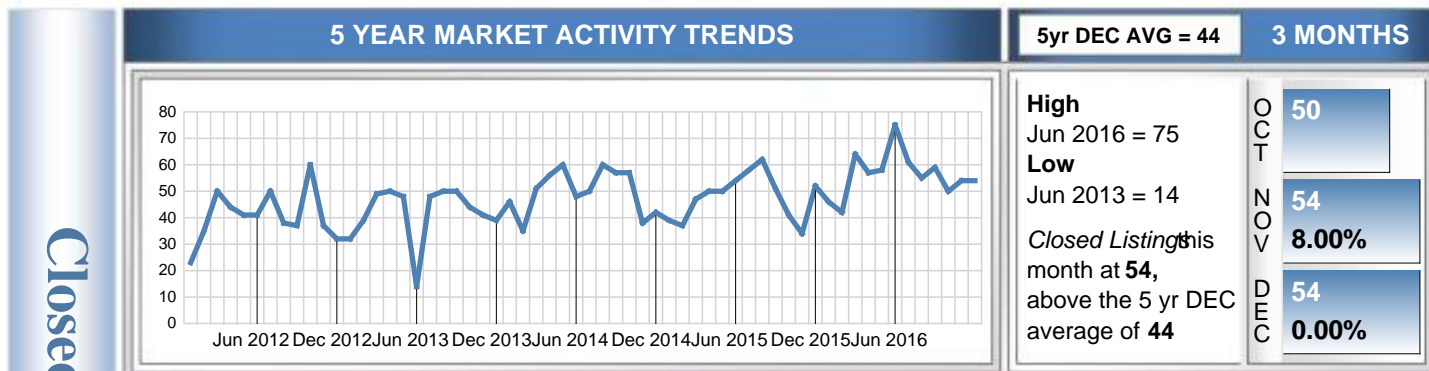
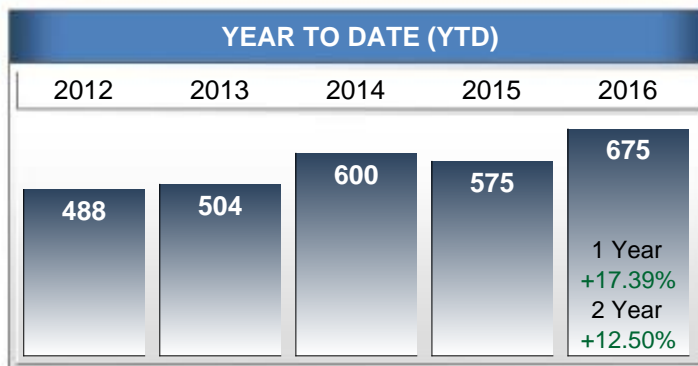
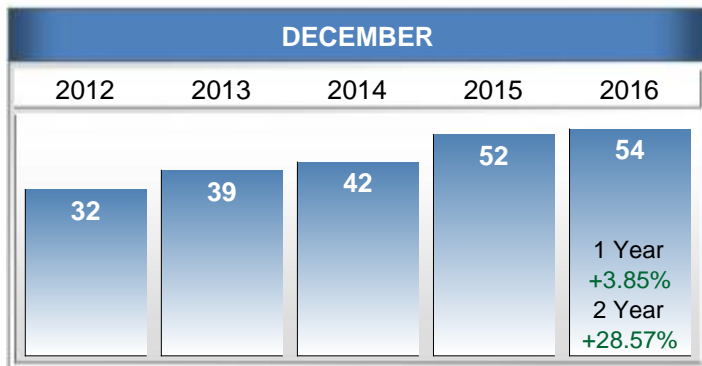
Closed Sales as of Jan 11, 2017



Closed Listings

Report Produced on: Jan 11, 2017

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	3.70%	19.0	1	1	0	0
\$10,001 \$30,000	13	24.07%	37.0	7	5	1	0
\$30,001 \$40,000	4	7.41%	70.8	2	2	0	0
\$40,001 \$90,000	14	25.93%	75.0	4	9	1	0
\$90,001 \$160,000	9	16.67%	58.7	0	8	1	0
\$160,001 \$230,000	6	11.11%	51.7	0	3	3	0
\$230,001 and up	6	11.11%	75.7	1	3	2	0
Total Closed Units:	54		58.2	15	31	8	0.00B
Total Closed Volume:	5,110,682			732.30K	3.07M	1.31M	\$0
Average Closed Price:	\$94,642			\$48,820	\$98,907	\$164,031	



Monthly Inventory Analysis

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December 2016

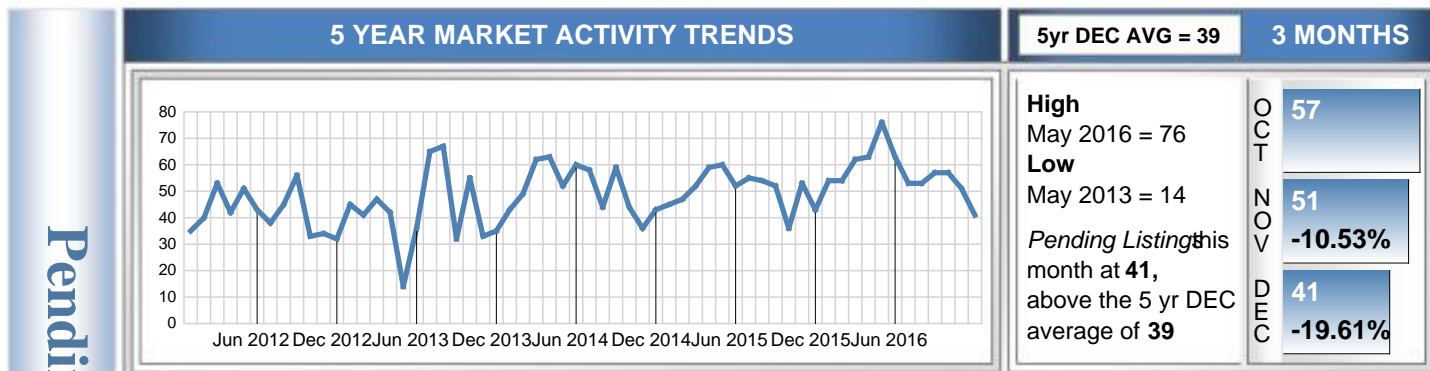
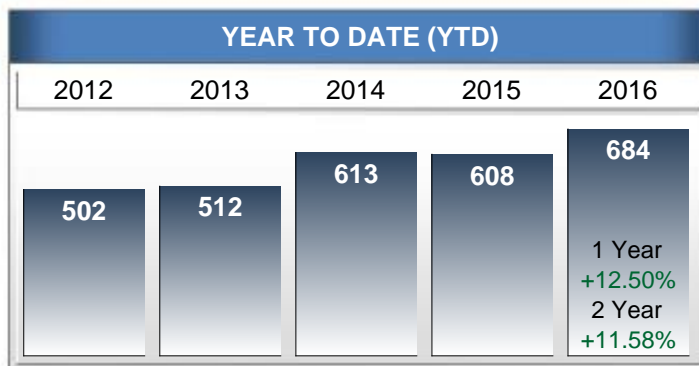
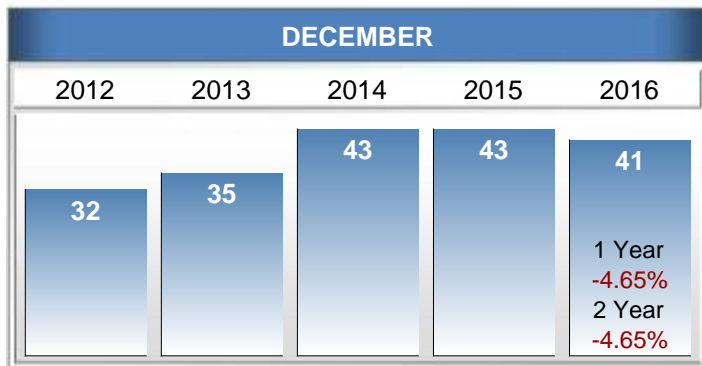
Pending Listings as of Jan 11, 2017



Pending Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Muskogee



Pending Listings

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Contact an experienced REALTOR

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	2	4.88%	49.0	2	0	0	0
\$10,001 \$30,000	8	19.51%	36.9	2	5	1	0
\$30,001 \$30,000	0	0.00%	0.0	0	0	0	0
\$30,001 \$90,000	16	39.02%	68.1	7	6	3	0
\$90,001 \$110,000	3	7.32%	2.0	0	3	0	0
\$110,001 \$140,000	5	12.20%	46.4	1	3	1	0
\$140,001 and up	7	17.07%	34.0	0	5	1	1
Total Pending Units: 41				58.3			
Total Pending Volume: 3,266,000				12	22	6	1
Average Listing Price: \$48,867				560.20K	1.88M	673.40K	149.90K
				\$46,683	\$85,568	\$112,233	\$149,900



Monthly Inventory Analysis

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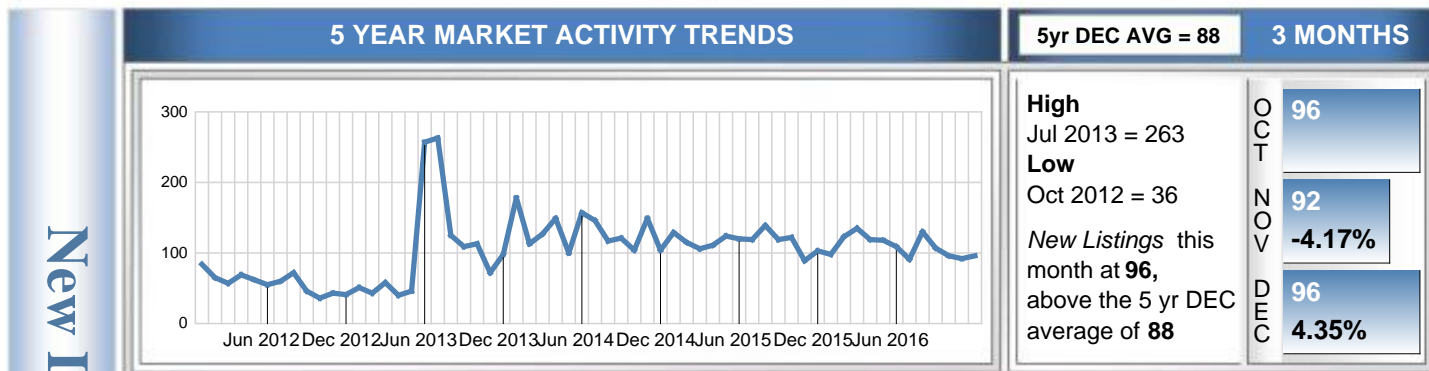
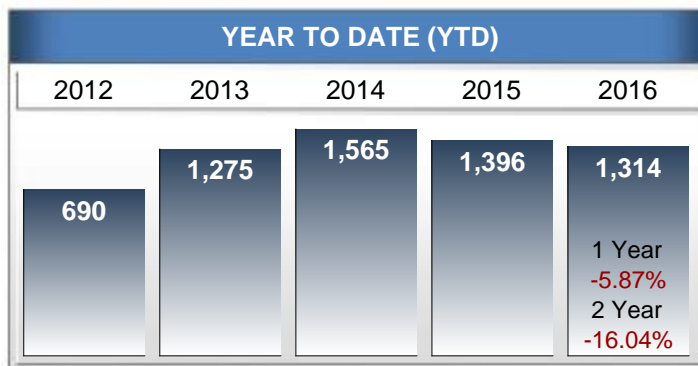
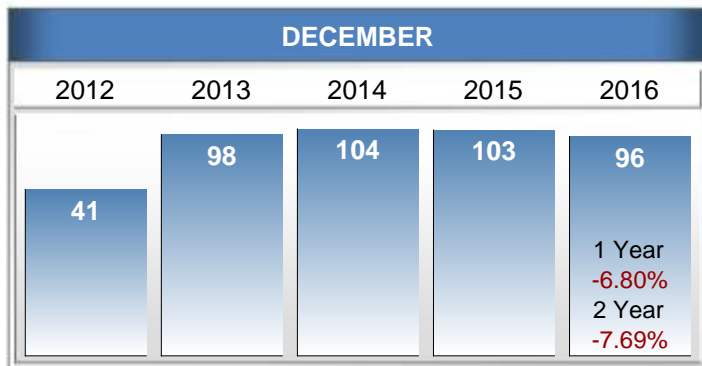
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Muskogee



New Listings

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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	8	8.33%	5	3	0	0	
\$20,001 - \$20,000	0	0.00%	0	0	0	0	
\$20,001 - \$50,000	32	33.33%	15	13	4	0	
\$50,001 - \$110,000	21	21.88%	4	16	1	0	
\$110,001 - \$140,000	7	7.29%	3	2	1	1	
\$140,001 - \$200,000	18	18.75%	3	12	2	1	
\$200,001 and up	10	10.42%	6	0	4	0	
Total New Listed Units:			96	36	46	12	2
Total New Listed Volume:			10,989,979	4.71M	4.16M	1.83M	281.50K
Average New Listed Listing Price:			\$26,600	\$130,874	\$90,530	\$152,721	\$140,750



Monthly Inventory Analysis

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December 2016

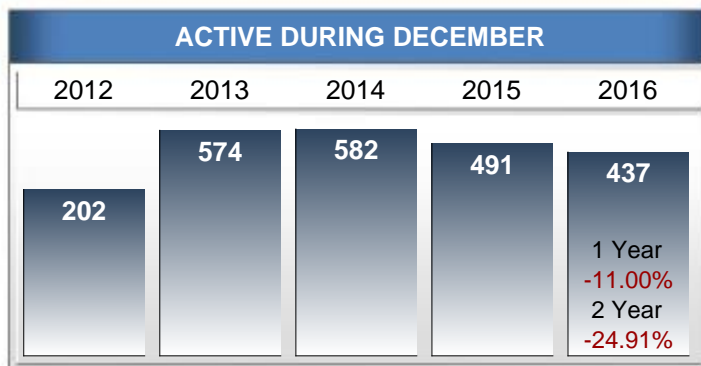
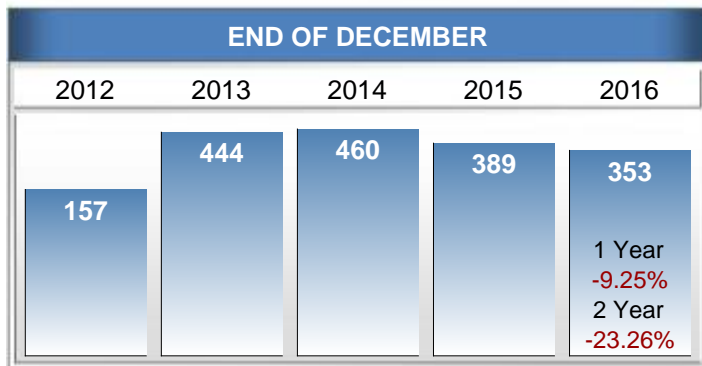
Active Inventory as of Jan 11, 2017



Active Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Muskogee



Active Inventory

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5yr DEC AVG = 361	3 MONTHS
High Oct 2013 = 499	OCT 334
Low Apr 2013 = 98	NOV 342
<i>Inventory</i> this month at 353 , below the 5 yr DEC average of 361	DEC 353
	2.40%
	3.22%

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	50	14.16%	94.8	46	3	1	0
\$25,001-\$50,000	57	16.15%	89.0	32	21	3	1
\$50,001-\$125,000	112	31.73%	78.5	38	60	14	0
\$125,001-\$175,000	47	13.31%	75.8	7	30	7	3
\$175,001-\$275,000	45	12.75%	73.3	8	21	14	2
\$275,001 and up	42	11.90%	89.4	26	4	10	2
Total Active Inventory by Units:				157	139	49	8
Total Active Inventory by Volume:				27.96M	16.63M	9.15M	2.12M
Average Active Inventory Listing Price:				\$178,107	\$119,648	\$186,836	\$265,525



Monthly Inventory Analysis

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December 2016

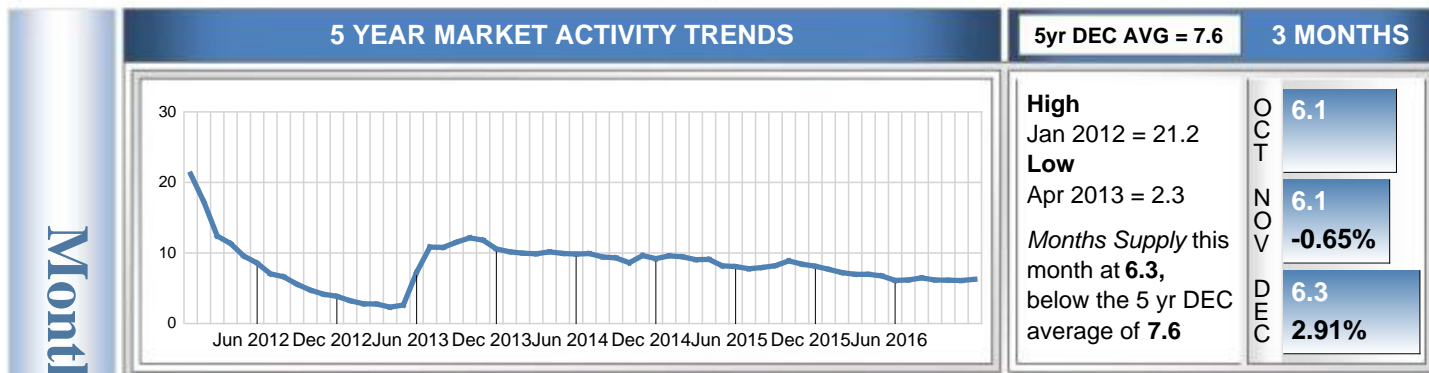
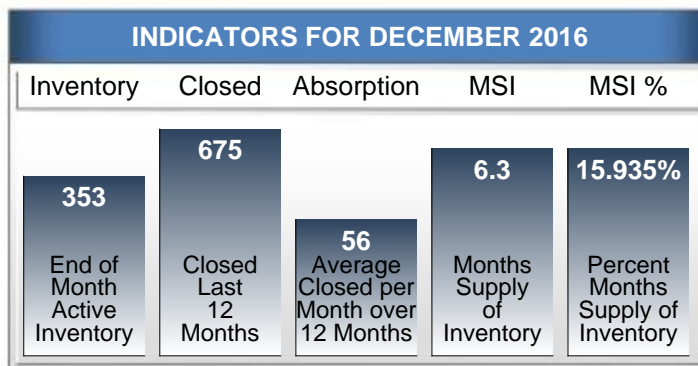
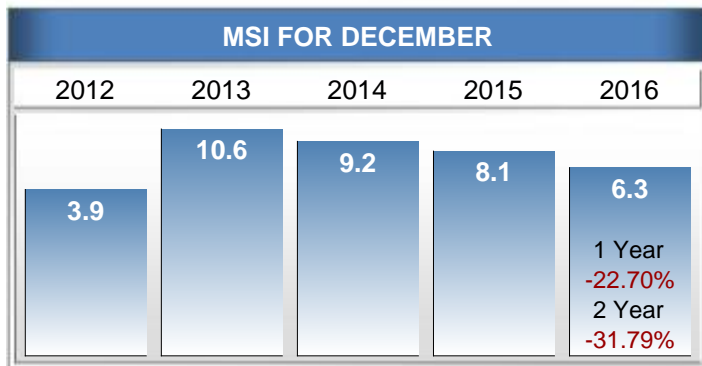
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

Report Produced on: Jan 11, 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+
\$20,000 and less	36	10.20%	4.8	7.1	1.3	0.0	0.0
\$20,001 \$40,000	37	10.48%	4.9	7.4	2.0	4.0	0.0
\$40,001 \$60,000	54	15.30%	8.4	11.2	6.3	9.6	12.0
\$60,001 \$120,000	85	24.08%	5.5	13.0	3.8	11.0	0.0
\$120,001 \$180,000	56	15.86%	4.9	6.4	4.3	5.2	18.0
\$180,001 \$290,000	49	13.88%	7.8	40.0	7.9	4.9	8.0
\$290,001 and up	36	10.20%	24.0	144.0	3.0	16.0	12.0
MSI:	6.3			10.7	4.2	6.5	9.6
Total Active Inventory:	353			157	139	49	8



Monthly Inventory Analysis

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December 2016

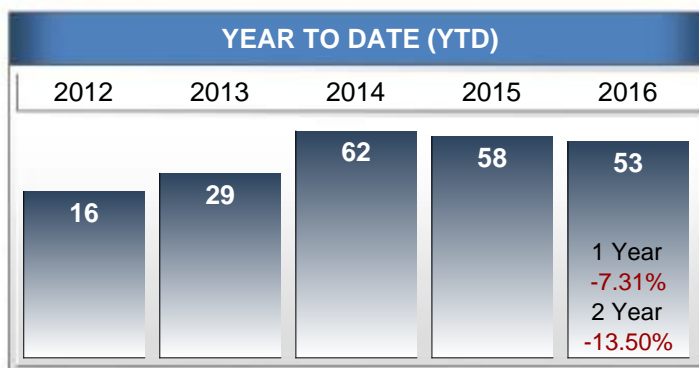
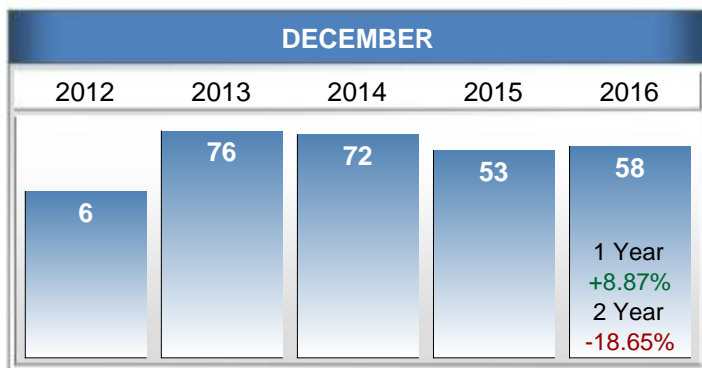
Closed Sales as of Jan 11, 2017



Average Days on Market to Sale

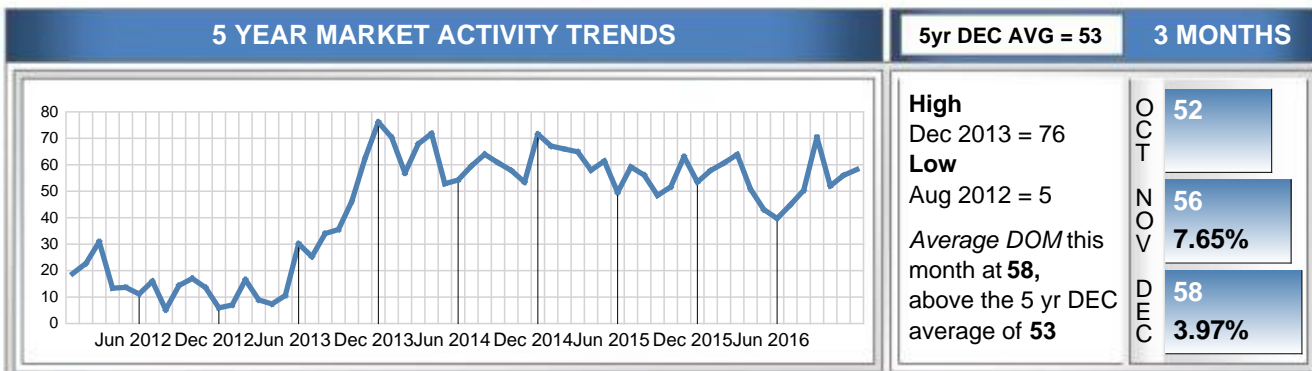
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Area Delimited by County Of Muskogee



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	3.70%	19.0	1.0	37.0	0.0	0.0
\$10,001 \$30,000	13	24.07%	37.0	32.9	22.2	140.0	0.0
\$30,001 \$40,000	4	7.41%	70.8	117.0	24.5	0.0	0.0
\$40,001 \$90,000	14	25.93%	75.0	87.8	74.1	32.0	0.0
\$90,001 \$160,000	9	16.67%	58.7	0.0	53.3	102.0	0.0
\$160,001 \$230,000	6	11.11%	51.7	0.0	21.0	82.3	0.0
\$230,001 and up	6	11.11%	75.7	63.0	76.0	81.5	0.0
Average Closed DOM: 58.2				58.6	51.0	85.5	0.0
Total Closed Units: 54				15	31	8	
Total Closed Volume: 5,110,682				732.30K	3.07M	1.31M	0.00B



Monthly Inventory Analysis

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December 2016

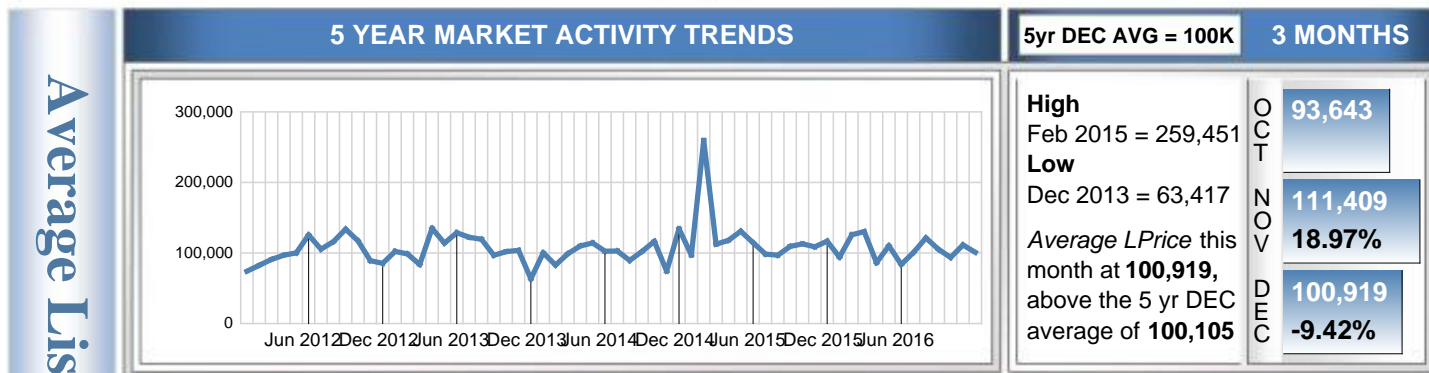
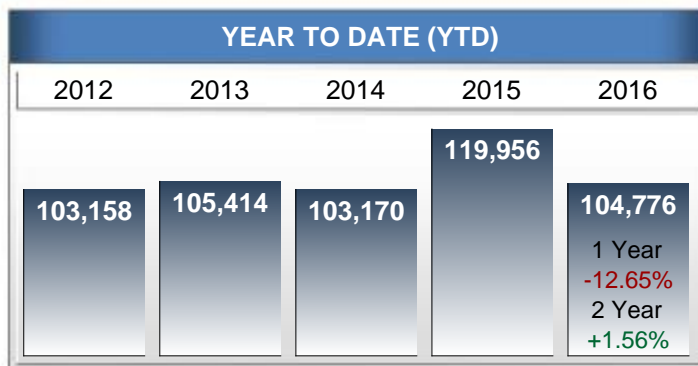
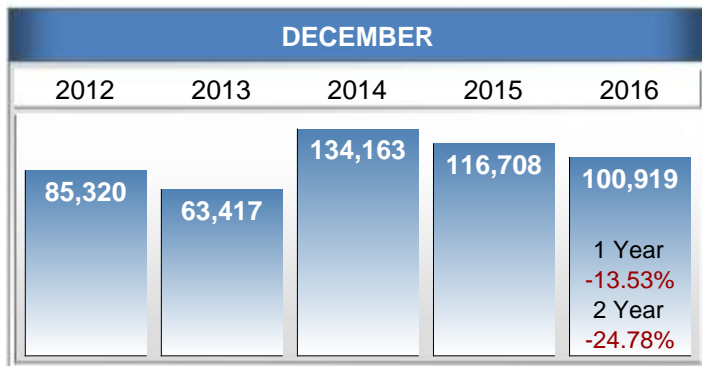
Closed Sales as of Jan 11, 2017



Average List Price at Closing

Report Produced on: Jan 11, 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	1	1.85%	10,000	10,000	35,000	0	0
\$10,001 \$30,000	10	18.52%	19,820	25,714	19,160	35,000	0
\$30,001 \$40,000	6	11.11%	35,000	41,000	35,200	0	0
\$40,001 \$90,000	15	27.78%	58,831	71,175	58,724	79,250	0
\$90,001 \$160,000	8	14.81%	125,619	0	135,731	150,000	0
\$160,001 \$230,000	8	14.81%	186,588	0	183,100	204,167	0
\$230,001 and up	6	11.11%	275,217	300,000	290,800	239,450	0
Average List Price:	\$100,919			\$57,113	\$104,428	\$169,456	\$0
Total Closed Units:	54			15	31	8	
Total List Volume:	5,449,620			856.70K	3.24M	1.36M	0.00B



Monthly Inventory Analysis

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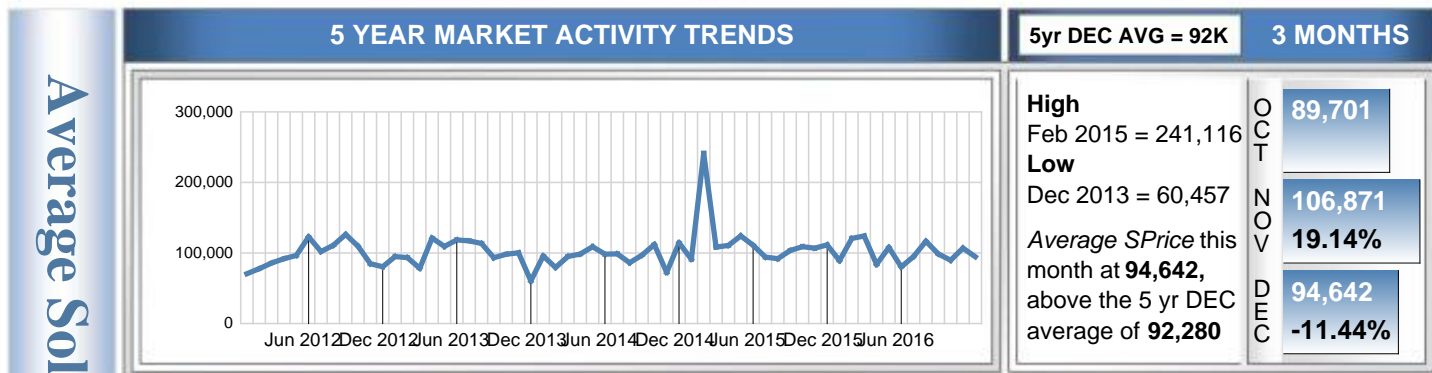
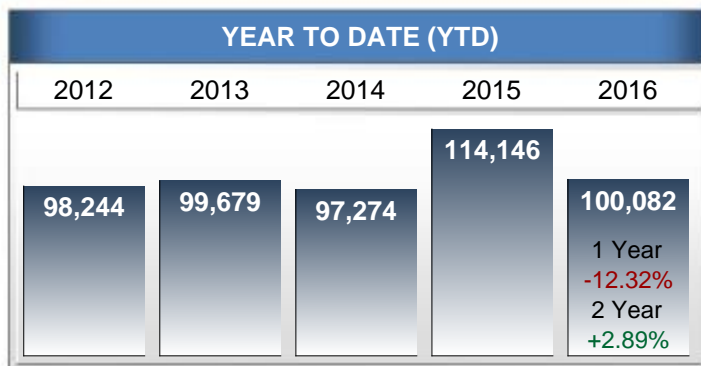
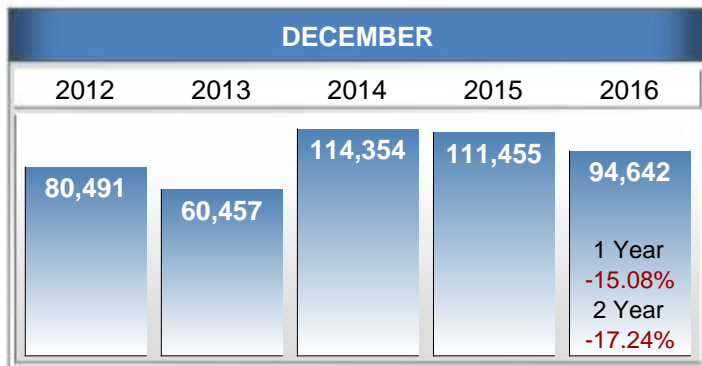
Closed Sales as of Jan 11, 2017



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	2		3.70%	10,000	10,000	10,000	0	0
\$10,001 \$30,000	13		24.07%	21,007	21,786	18,118	30,000	0
\$30,001 \$40,000	4		7.41%	34,536	33,250	35,822	0	0
\$40,001 \$90,000	14		25.93%	59,575	65,325	54,833	79,250	0
\$90,001 \$160,000	9		16.67%	133,044	0	131,863	142,500	0
\$160,001 \$230,000	6		11.11%	187,000	0	175,833	198,167	0
\$230,001 and up	6		11.11%	254,333	242,000	272,667	233,000	0
Average Closed Price:		\$94,642			\$48,820	\$98,907	\$164,031	\$0
Total Closed Units:		54			15	31	8	
Total Closed Volume:		5,110,682			732.30K	3.07M	1.31M	0.00B



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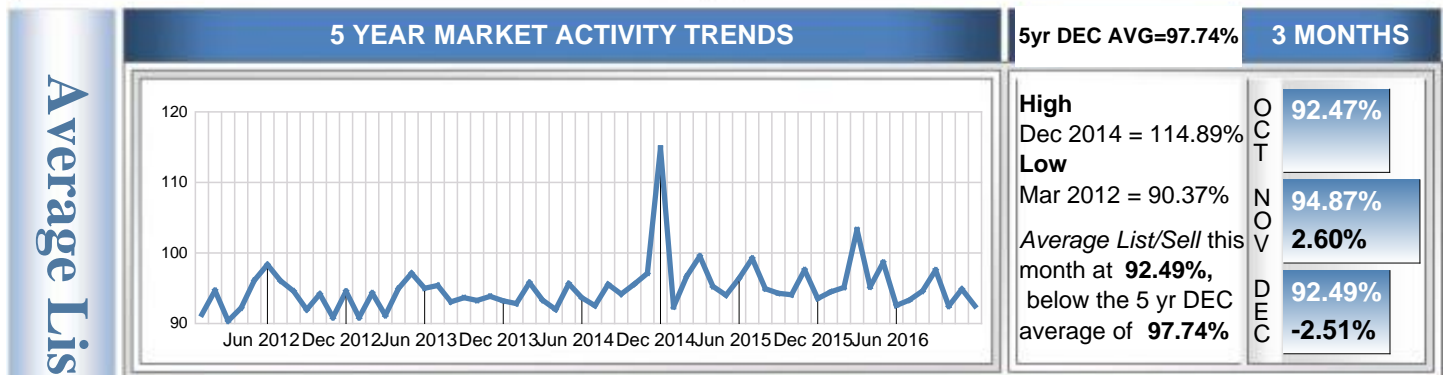
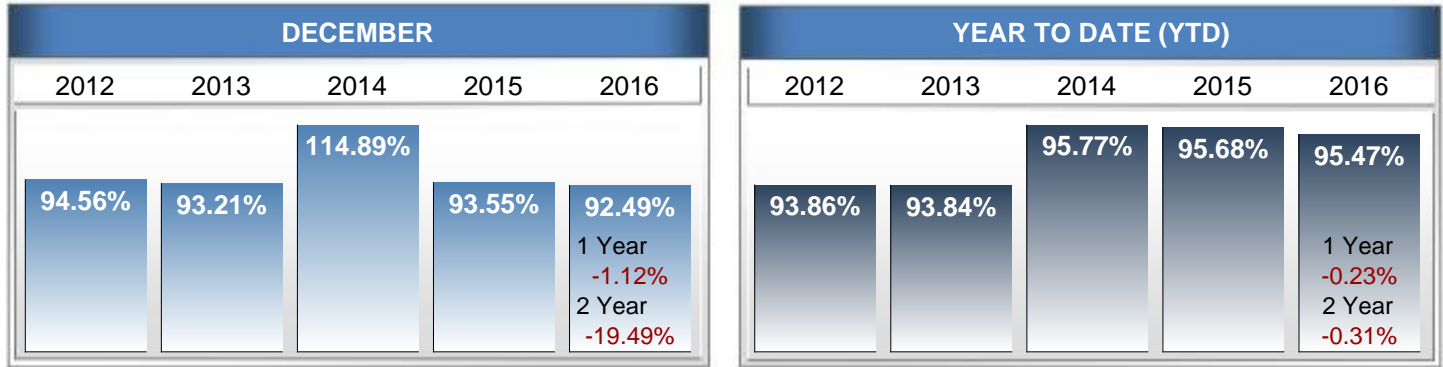
Closed Sales as of Jan 11, 2017



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	2	3.70%	64.29%	100.00%	28.57%	0.00%	0.00%
\$10,001 \$30,000	13	24.07%	90.04%	85.27%	97.58%	85.71%	0.00%
\$30,001 \$40,000	4	7.41%	93.25%	82.23%	104.26%	0.00%	0.00%
\$40,001 \$90,000	14	25.93%	93.73%	93.88%	92.97%	100.00%	0.00%
\$90,001 \$160,000	9	16.67%	97.10%	0.00%	97.36%	95.00%	0.00%
\$160,001 \$230,000	6	11.11%	96.55%	0.00%	96.06%	97.04%	0.00%
\$230,001 and up	6	11.11%	92.88%	80.67%	93.99%	97.31%	0.00%
Average List/Sell Ratio: 92.50%				87.83%	93.90%	95.81%	0.00%
Total Closed Units: 54					15	31	8
Total Closed Volume: 5,110,682				732.30K	3.07M	1.31M	0.00B



Monthly Inventory Analysis

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December 2016

Inventory as of Jan 11, 2017



Market Summary

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Absorption: Last 12 months, an Average of 56 Sales/Month

Active Inventory as of December 31, 2016 = 353

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	52	54	3.85%	575	675	17.39%
Pending Sales	43	41	-4.65%	608	684	12.50%
New Listings	103	96	-6.80%	1,396	1,314	-5.87%
Average List Price	116,708	100,919	-13.53%	119,956	104,776	-12.65%
Average Sale Price	111,455	94,642	-15.08%	114,146	100,082	-12.32%
Average Percent of List Price to Selling Price	93.55%	92.49%	-1.12%	95.68%	95.47%	-0.23%
Average Days on Market to Sale	53.48	58.22	8.87%	57.70	53.48	-7.31%
Monthly Inventory	389	353	-9.25%	389	353	-9.25%
Months Supply of Inventory	8.12	6.28	-22.70%	8.12	6.28	-22.70%

