



February 2016

Area Delimited by County Of Muskogee

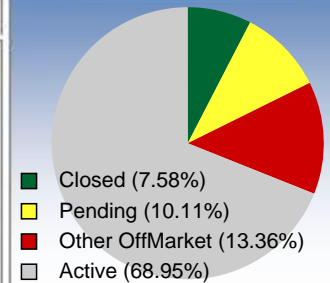


Absorption: Last 12 months, an Average of **49** Sales/Month

Active Inventory as of February 29, 2016 = **382**

	FEBRUARY		
	2015	2016	+/- %
Closed Listings	37	42	13.51%
Pending Listings	47	56	19.15%
New Listings	115	123	6.96%
Median List Price	119,900	127,450	6.30%
Median Sale Price	116,073	118,825	2.37%
Median Percent of List Price to Selling Price	97.37%	96.77%	-0.61%
Median Days on Market to Sale	51.00	47.50	-6.86%
End of Month Inventory	469	382	-18.55%
Months Supply of Inventory	9.46	7.84	-17.16%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 14, 2016

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 February 2016 decreased **18.55%** to 382 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **7.84** MSI for this period.

Median Sale Prices 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 **2.37%** in February 2016 to \$118,825 versus the previous year at \$116,073.

Median Days on Market Shortens

The median number of **47.50** days that homes spent on the market before selling decreased by 3.50 days or **6.86%** in February 2016 compared to last year's same month at **51.00** DOM.

Sales Success for February 2016 is Positive

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

There were 123 New Listings in February 2016, up **6.96%** from last year at 115. Furthermore, there were 42 Closed Listings this month versus last year at 37, a **13.51%** increase.

Closed versus Listed trends yielded a **34.1%** ratio, up from last year's February 2016 at **32.2%**, a **6.13%** 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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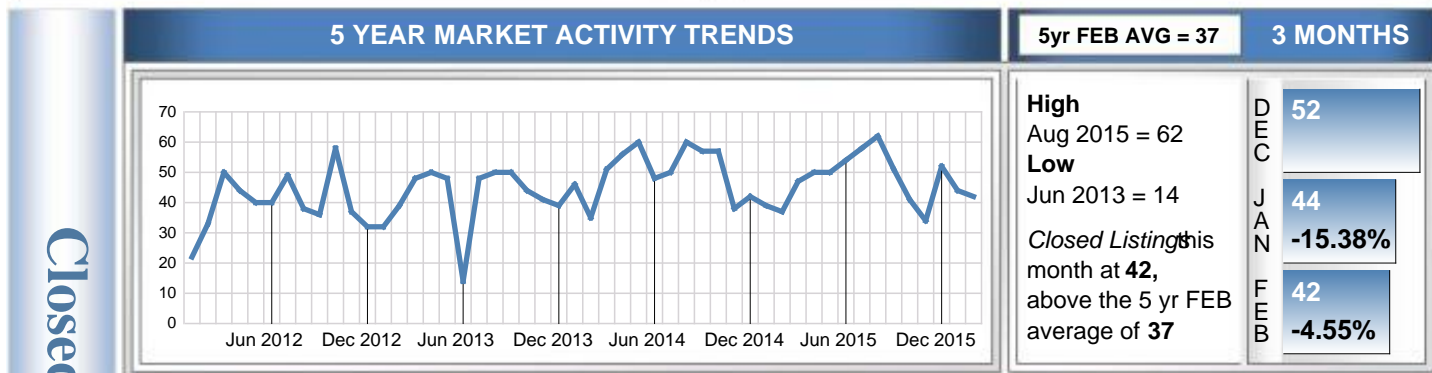
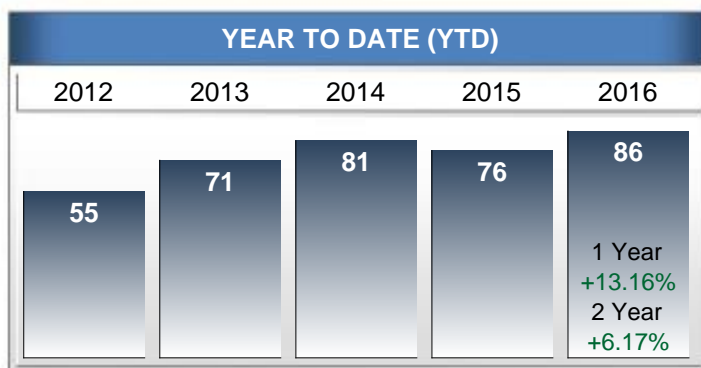
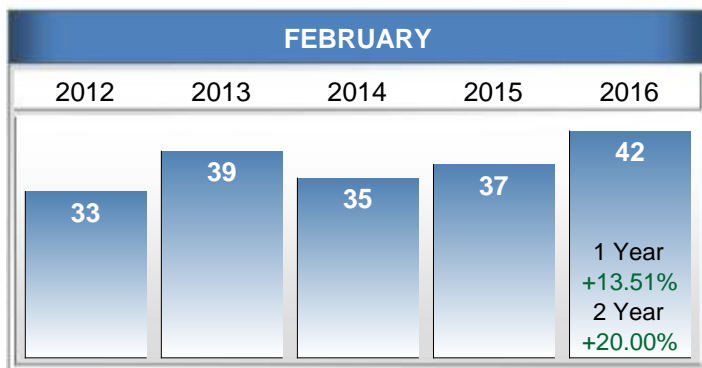
Closed Sales as of Mar 14, 2016



Closed Listings

Report Produced on: Mar 14, 2016

Area Delimited by County Of Muskogee



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	5	11.90%	24.0	1	2	2	0		
\$20,001 \$40,000	4	9.52%	52.0	4	0	0	0		
\$40,001 \$80,000	6	14.29%	59.5	3	3	0	0		
\$80,001 \$130,000	10	23.81%	58.5	1	8	1	0		
\$130,001 \$150,000	6	14.29%	36.5	1	4	1	0		
\$150,001 \$190,000	6	14.29%	76.0	0	3	3	0		
\$190,001 and up	5	11.90%	68.0	0	2	3	0		
Total Closed Units:				42	47.5	10	22	10	0.00B
Total Closed Volume:				5,065,240		599.24K	2.57M	1.89M	
Median Closed Price:				\$118,825		\$41,500	\$121,200	\$158,450	\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

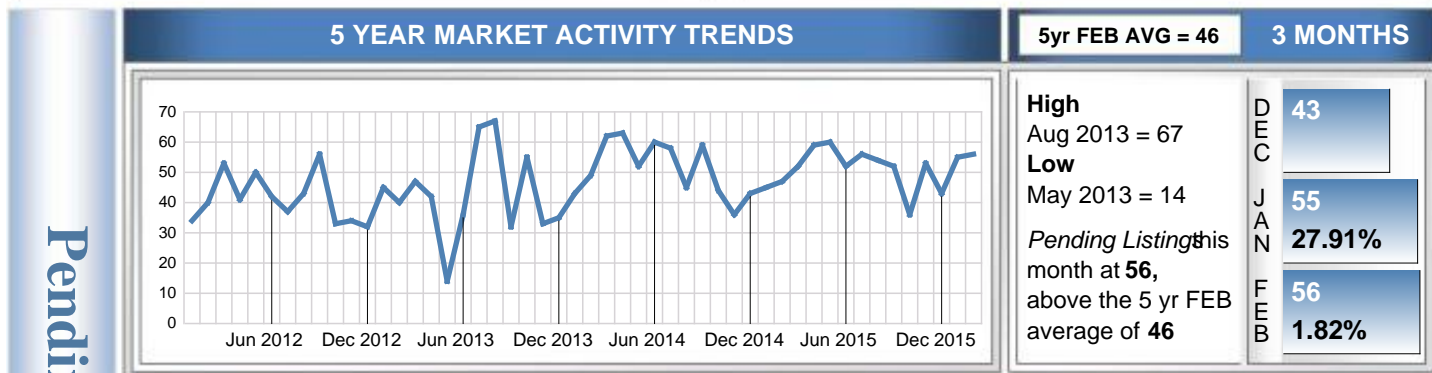
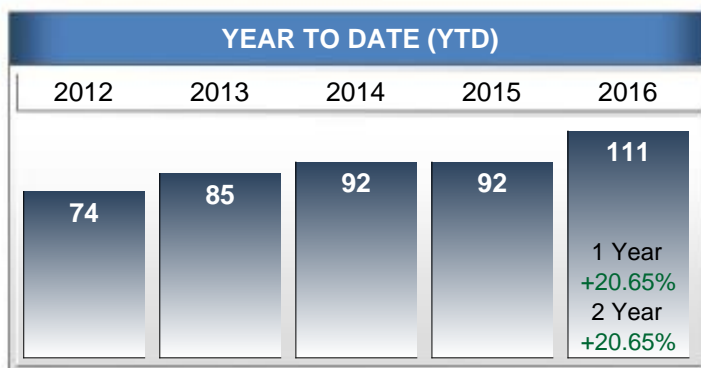
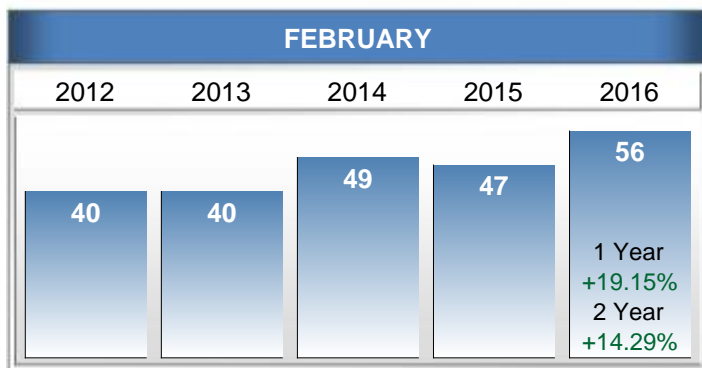
Pending Listings as of Mar 14, 2016



Pending Listings

Report Produced on: Mar 14, 2016

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	5	8.93%	145.0	2	3	0	0
\$30,001 - \$40,000	5	8.93%	32.0	1	3	1	0
\$40,001 - \$80,000	10	17.86%	32.5	1	7	1	1
\$80,001 - \$120,000	10	17.86%	9.0	1	9	0	0
\$120,001 - \$150,000	13	23.21%	37.0	0	12	1	0
\$150,001 - \$270,000	7	12.50%	38.0	0	5	2	0
\$270,001 and up	6	10.71%	46.5	1	3	1	1
Total Pending Units:	56		32.5	6	42	6	2
Total Pending Volume:	7,092,787			570.30K	5.20M	835.30K	491.20K
Median Listing Price:	\$108,400			\$47,950	\$113,444	\$144,950	\$245,600



Monthly Inventory Analysis

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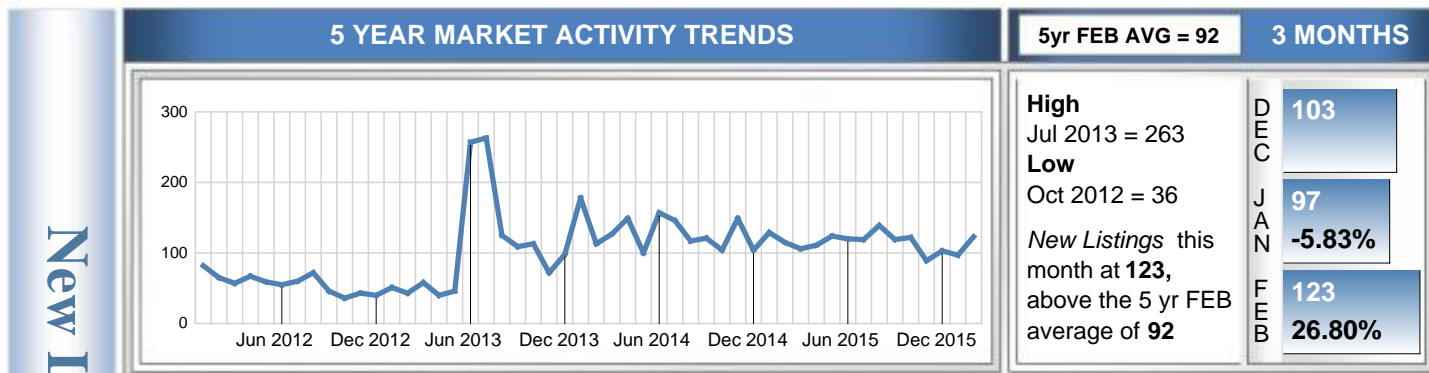
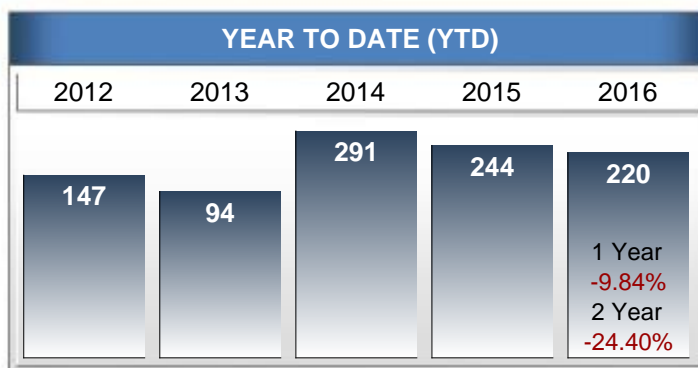
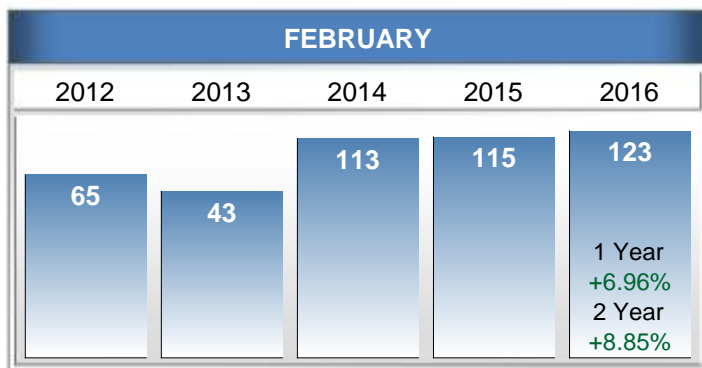
New Listings as of Mar 14, 2016



New Listings

Report Produced on: Mar 14, 2016

Area Delimited by County Of Muskogee



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-\$30,000	26	21.14%	25	0	0	1	
\$30,001-\$60,000	20	16.26%	12	5	3	0	
\$60,001-\$100,000	29	23.58%	8	20	1	0	
\$100,001-\$150,000	20	16.26%	3	14	3	0	
\$150,001-\$280,000	16	13.01%	1	10	4	1	
\$280,001 and up	12	9.76%	7	2	3	0	
Total New Listed Units:			123	56	51	14	2
Total New Listed Volume:			19,458,798	10.54M	6.11M	2.62M	193.90K
Median New Listed Listing Price:			\$79,900	\$38,200	\$104,900	\$172,600	\$96,950



Monthly Inventory Analysis

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February 2016

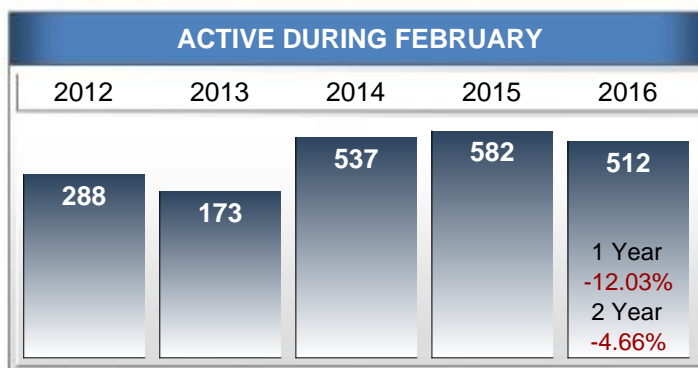
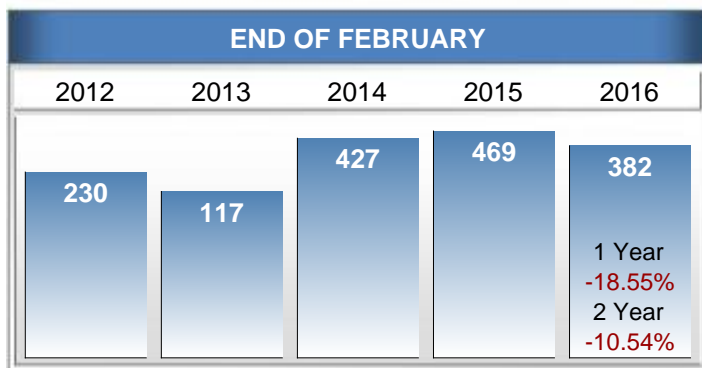
Active Inventory as of Mar 14, 2016



Active Inventory

Report Produced on: Mar 14, 2016

Area Delimited by County Of Muskogee



Active Inventory

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5yr FEB AVG = 325 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **382**, above the 5 yr FEB average of **325**

D E C	402
J A N	390
F E B	382

-2.99% (Jan vs Feb)
-2.05% (Feb vs Avg)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	32	8.38%	28.0	30	1	0	1		
\$20,001 \$30,000	31	8.12%	96.0	28	2	1	0		
\$30,001 \$60,000	76	19.90%	74.5	49	22	5	0		
\$60,001 \$120,000	102	26.70%	73.0	30	64	8	0		
\$120,001 \$170,000	50	13.09%	75.0	11	29	10	0		
\$170,001 \$280,000	53	13.87%	77.0	9	26	14	4		
\$280,001 and up	38	9.95%	77.0	19	7	12	0		
Total Active Inventory by Units:				382	75.0	176	151	50	5
Total Active Inventory by Volume:				55,822,302		24.82M	18.74M	11.44M	827.80K
Median Active Inventory Listing Price:				\$89,700		\$48,200	\$105,800	\$192,550	\$179,000



Monthly Inventory Analysis

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February 2016

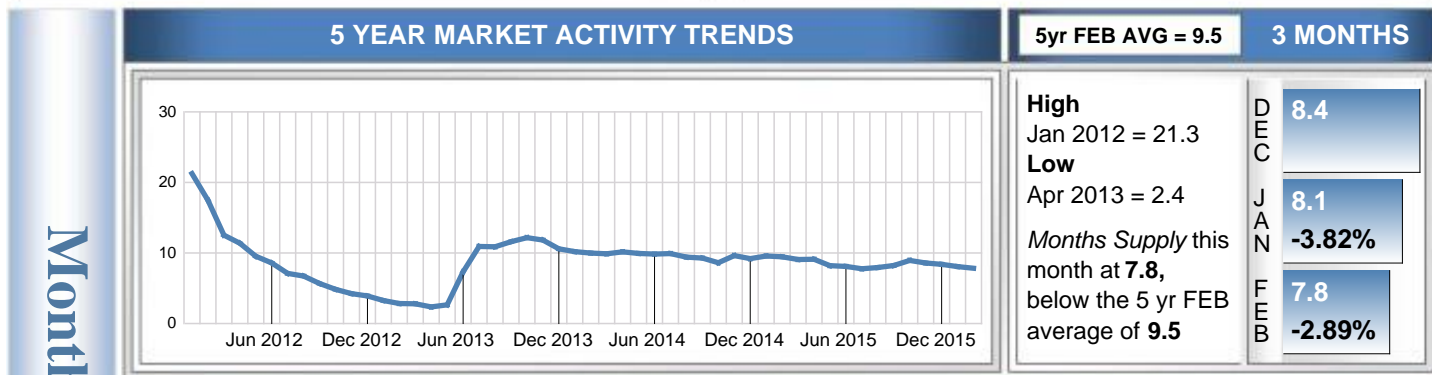
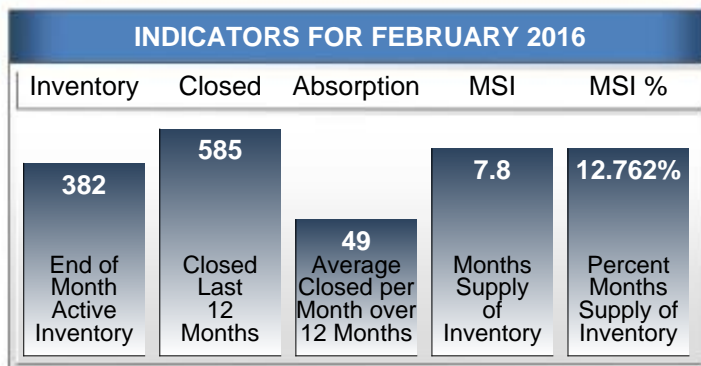
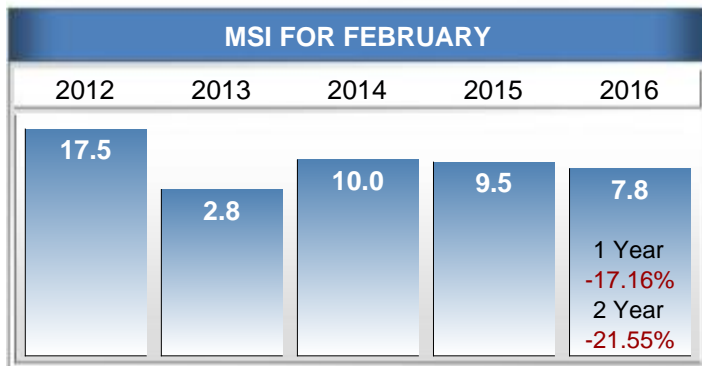
Active Inventory as of Mar 14, 2016



Months Supply of Inventory

Report Produced on: Mar 14, 2016

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	32	8.38%	6.9	9.7	1.0	0.0	0.0
\$20,001 \$30,000	31	8.12%	10.1	14.6	2.0	12.0	0.0
\$30,001 \$60,000	76	19.90%	9.7	13.7	6.0	10.0	0.0
\$60,001 \$120,000	102	26.70%	6.4	13.3	5.2	6.4	0.0
\$120,001 \$170,000	50	13.09%	5.2	13.2	4.0	7.1	0.0
\$170,001 \$280,000	53	13.87%	9.0	21.6	8.7	5.8	48.0
\$280,001 and up	38	9.95%	21.7	114.0	21.0	10.3	0.0
MSI:			7.8	14.4	5.3	6.7	8.6
Total Active Inventory:			382	176	151	50	5



Monthly Inventory Analysis

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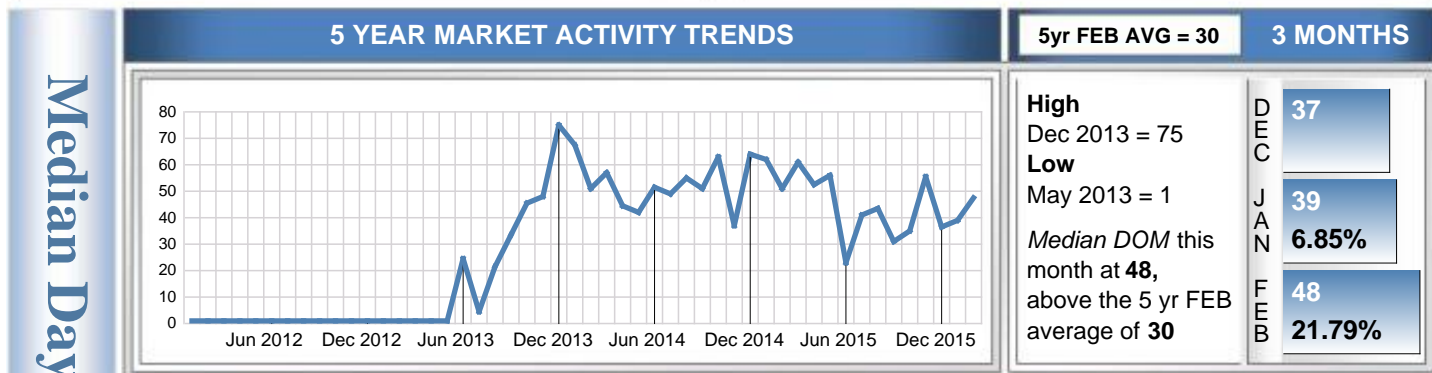
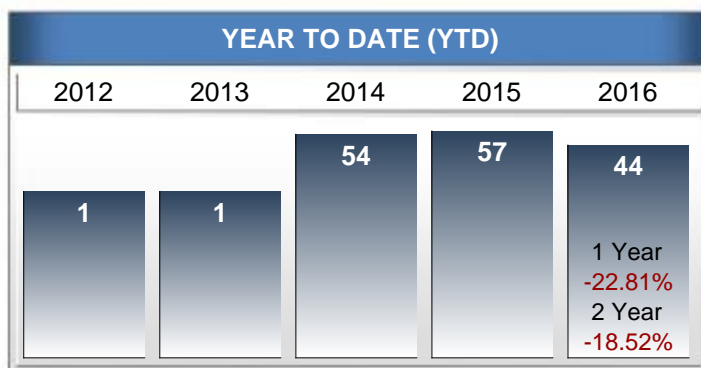
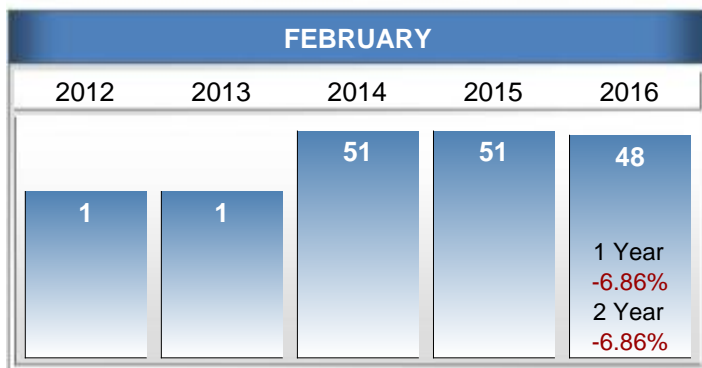
Closed Sales as of Mar 14, 2016



Median Days on Market to Sale

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Median Days on Market

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MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5			11.90%	24.0	45.0	23.5	41.0	0.0
\$20,001 \$40,000	4			9.52%	52.0	52.0	0.0	0.0	0.0
\$40,001 \$80,000	6			14.29%	59.5	93.0	24.0	0.0	0.0
\$80,001 \$130,000	10			23.81%	58.5	20.0	58.5	129.0	0.0
\$130,001 \$150,000	6			14.29%	36.5	43.0	16.5	152.0	0.0
\$150,001 \$190,000	6			14.29%	76.0	0.0	110.0	42.0	0.0
\$190,001 and up	5			11.90%	68.0	0.0	66.5	68.0	0.0
Median Closed DOM:	47.5					52.0	34.0	69.5	0.0
Total Closed Units:	42					10	22	10	
Total Closed Volume:	5,065,240					599.24K	2.57M	1.89M	0.00B



Monthly Inventory Analysis

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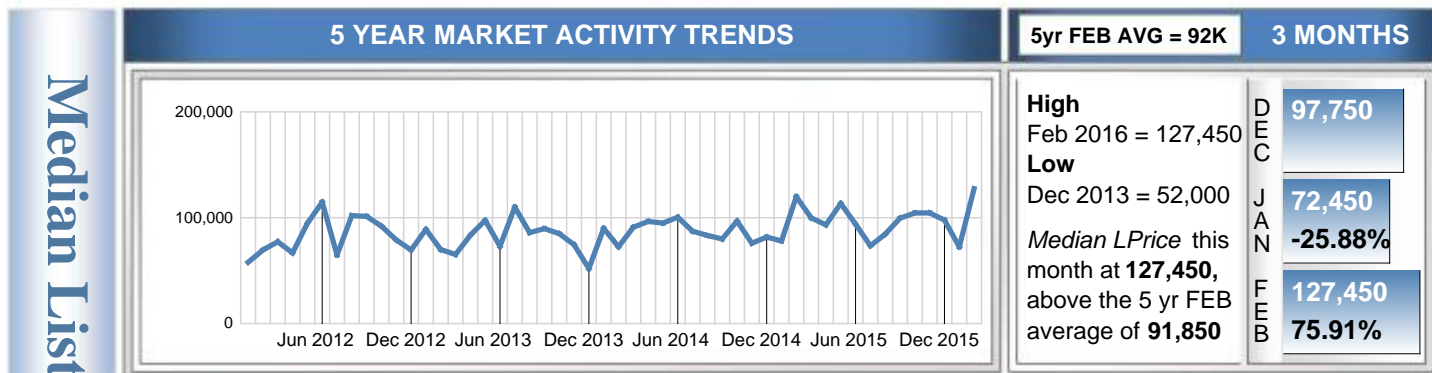
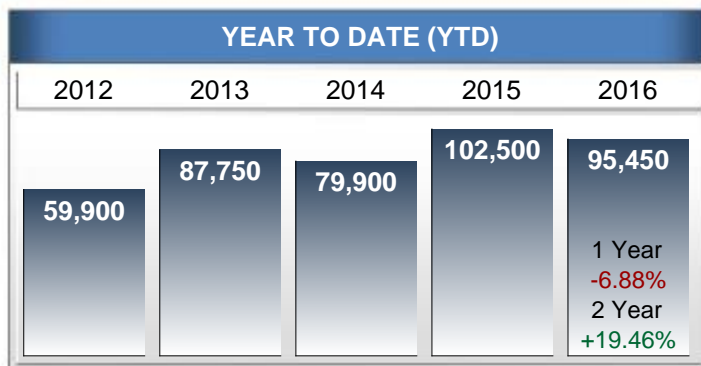
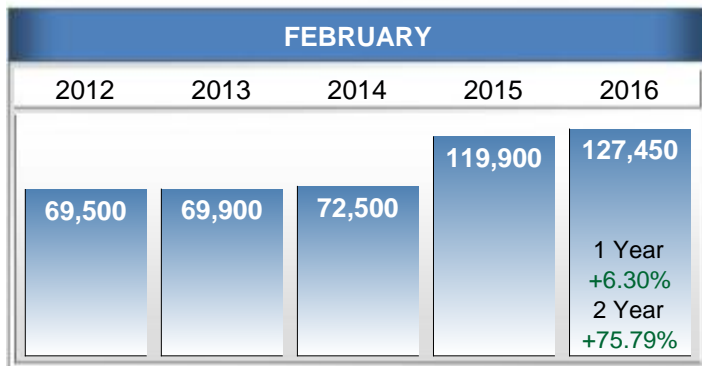
Closed Sales as of Mar 14, 2016



Median List Price at Closing

Report Produced on: Mar 14, 2016

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Median List Price

Ready to Buy or Sell Real Estate?
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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3		7.14%	11,000	15,000	6,000	11,000	0
\$20,001 \$40,000	5		11.90%	32,900	36,000	25,000	27,500	0
\$40,001 \$80,000	5		11.90%	53,000	53,000	62,400	0	0
\$80,001 \$130,000	10		23.81%	114,900	83,000	114,900	129,900	0
\$130,001 \$150,000	8		19.05%	139,900	139,900	139,900	134,900	0
\$150,001 \$190,000	6		14.29%	167,450	0	169,900	165,000	0
\$190,001 and up	5		11.90%	298,500	0	205,950	399,500	0
Median List Price:		\$127,450			\$51,000	\$127,450	\$162,450	\$0
Total Closed Units:		42			10	22	10	
Total List Volume:		5,285,400			647.60K	2.69M	1.95M	0.00B



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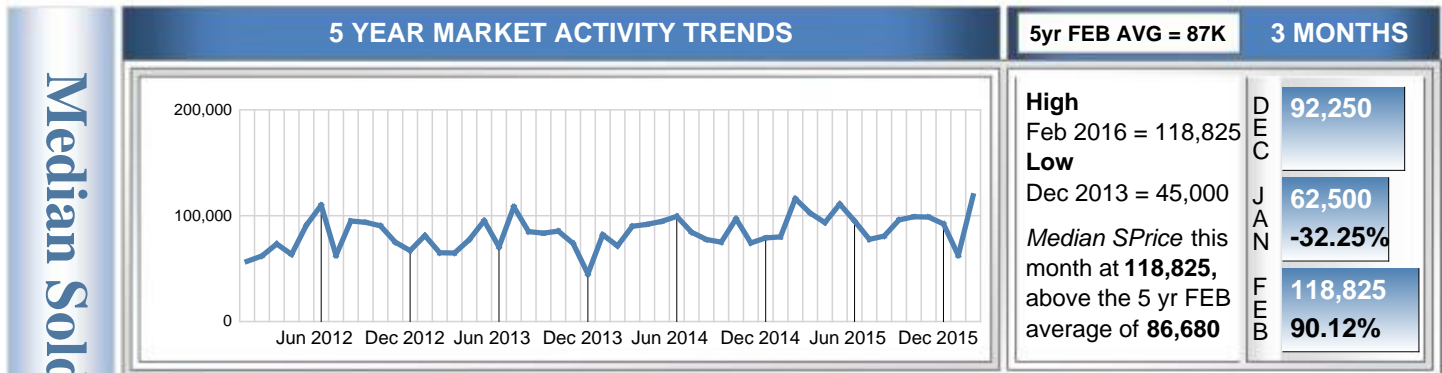
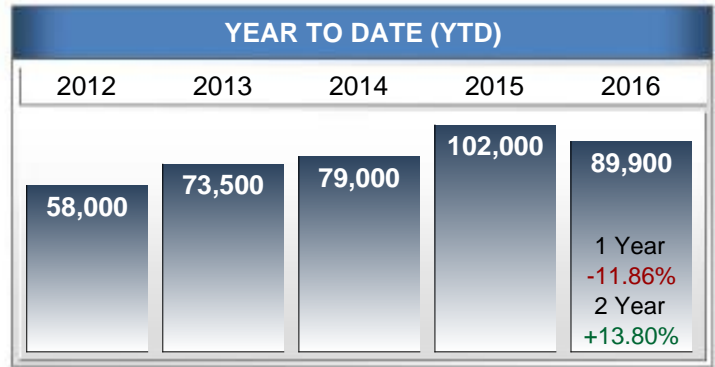
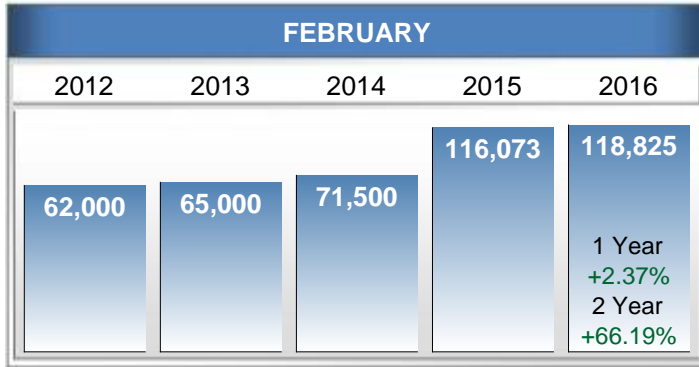
Closed Sales as of Mar 14, 2016



Median Sold Price at Closing

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Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5		11.90%	15,000	15,000	13,250	15,500	0
\$20,001 \$40,000	4		9.52%	34,750	34,750	0	0	0
\$40,001 \$80,000	6		14.29%	70,950	62,000	79,900	0	0
\$80,001 \$130,000	10		23.81%	108,750	126,060	105,000	125,150	0
\$130,001 \$150,000	6		14.29%	138,775	134,000	141,250	140,550	0
\$150,001 \$190,000	6		14.29%	163,900	0	167,900	159,900	0
\$190,001 and up	5		11.90%	290,000	0	199,250	385,000	0
Median Closed Price:	\$118,825				\$41,500	\$121,200	\$158,450	\$0
Total Closed Units:	42				10	22	10	
Total Closed Volume:	5,065,240				599.24K	2.57M	1.89M	0.00B



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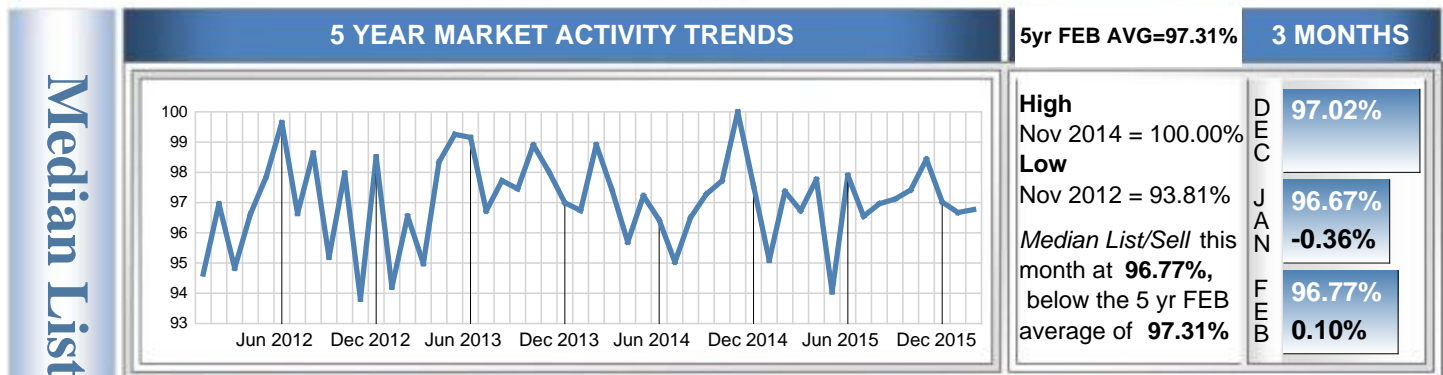
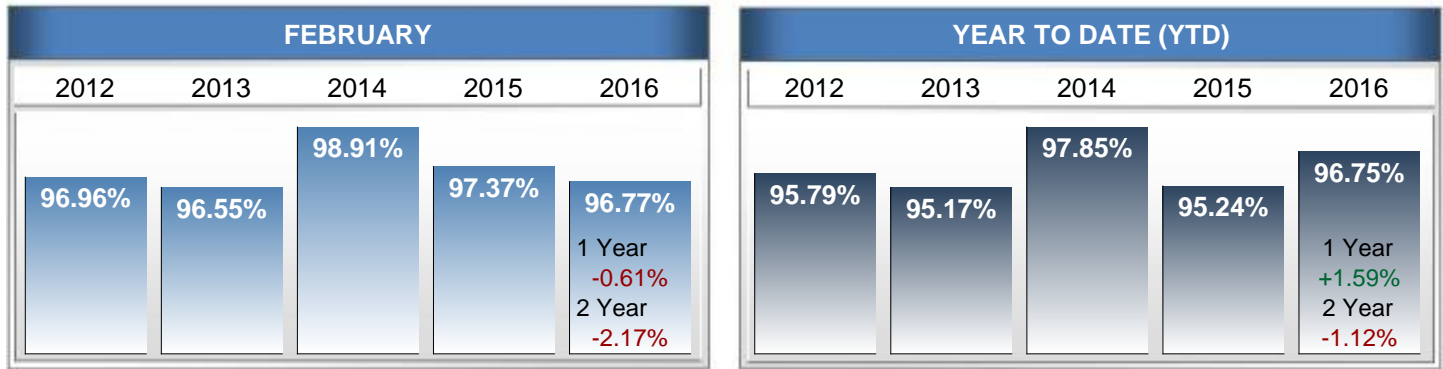
Closed Sales as of Mar 14, 2016



Median Percent of List Price to Selling Price

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Median List/Sell Price
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MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE							
Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	11.90%	100.00%	100.00%	100.50%	86.36%	0.00%
\$20,001 \$40,000	4	9.52%	90.85%	90.85%	0.00%	0.00%	0.00%
\$40,001 \$80,000	6	14.29%	98.19%	96.39%	100.00%	0.00%	0.00%
\$80,001 \$130,000	10	23.81%	94.68%	90.11%	94.68%	96.34%	0.00%
\$130,001 \$150,000	6	14.29%	98.81%	95.78%	98.81%	104.19%	0.00%
\$150,001 \$190,000	6	14.29%	98.11%	0.00%	97.81%	98.42%	0.00%
\$190,001 and up	5	11.90%	97.15%	0.00%	96.78%	97.15%	0.00%
Median List/Sell Ratio:	96.77%			91.57%	97.89%	97.31%	0.00%
Total Closed Units:	42			10	22	10	
Total Closed Volume:	5,065,240			599.24K	2.57M	1.89M	0.00B



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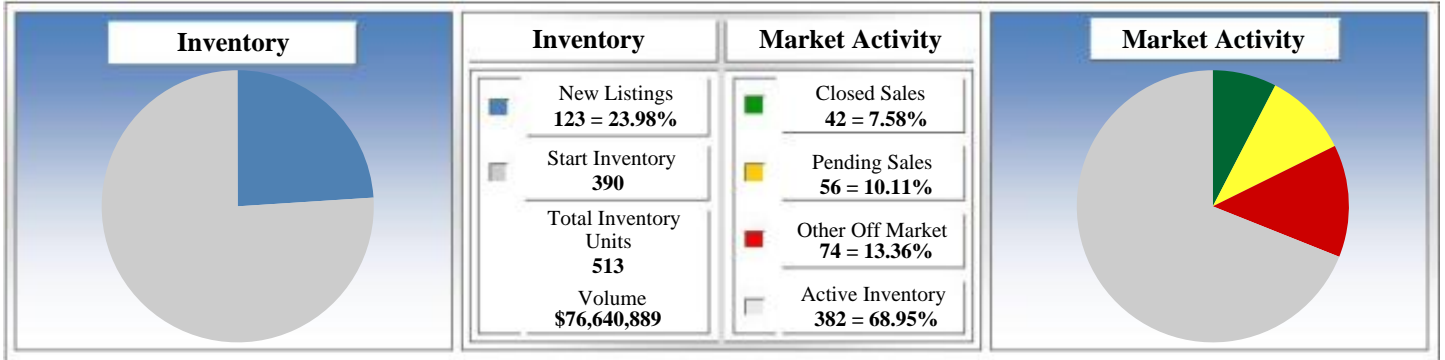
Inventory as of Mar 14, 2016



Market Summary

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Absorption: Last 12 months, an Average of 49 Sales/Month

Active Inventory as of February 29, 2016 = 382

	FEBRUARY			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	37	42	13.51%	76	86	13.16%
Pending Sales	47	56	19.15%	92	111	20.65%
New Listings	115	123	6.96%	244	220	-9.84%
Median List Price	119,900	127,450	6.30%	102,500	95,450	-6.88%
Median Sale Price	116,073	118,825	2.37%	102,000	89,900	-11.86%
Median Percent of List Price to Selling Price	97.37%	96.77%	-0.61%	95.24%	96.75%	1.59%
Median Days on Market to Sale	51.00	47.50	-6.86%	57.00	44.00	-22.81%
Monthly Inventory	469	382	-18.55%	469	382	-18.55%
Months Supply of Inventory	9.46	7.84	-17.16%	9.46	7.84	-17.16%

