



March 2016

Area Delimited by County Of Muskogee

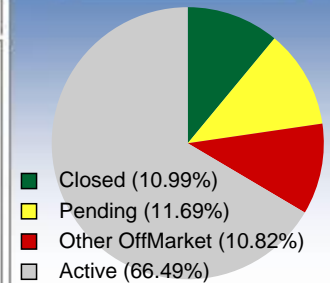


Absorption: Last 12 months, an Average of **50** Sales/Month

Active Inventory as of March 31, 2016 = **381**

	MARCH		
	2015	2016	+/- %
Closed Listings	47	63	34.04%
Pending Listings	52	67	28.85%
New Listings	106	135	27.36%
Average List Price	112,424	130,201	15.81%
Average Sale Price	108,323	123,909	14.39%
Average Percent of List Price to Selling Price	99.55%	103.36%	3.83%
Average Days on Market to Sale	64.89	64.89	-0.01%
End of Month Inventory	447	381	-14.77%
Months Supply of Inventory	9.08	7.58	-16.46%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 12, 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 March 2016 decreased **14.77%** to 381 existing homes available for sale. Over the last 12 months this area has had an average of 50 closed sales per month. This represents an unsold inventory index of **7.58** 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 **14.39%** in March 2016 to \$123,909 versus the previous year at \$108,323.

Average Days on Market Shortens

The average number of **64.89** days that homes spent on the market before selling decreased by 0.00 days or **0.01%** in March 2016 compared to last year's same month at **64.89** DOM.

Sales Success for March 2016 is Positive

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

There were 135 New Listings in March 2016, up **27.36%** from last year at 106. Furthermore, there were 63 Closed Listings this month versus last year at 47, a **34.04%** increase.

Closed versus Listed trends yielded a **46.7%** ratio, up from last year's March 2016 at **44.3%**, a **5.25%** 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

Data from the Greater Tulsa Association of REALTORS®

March 2016

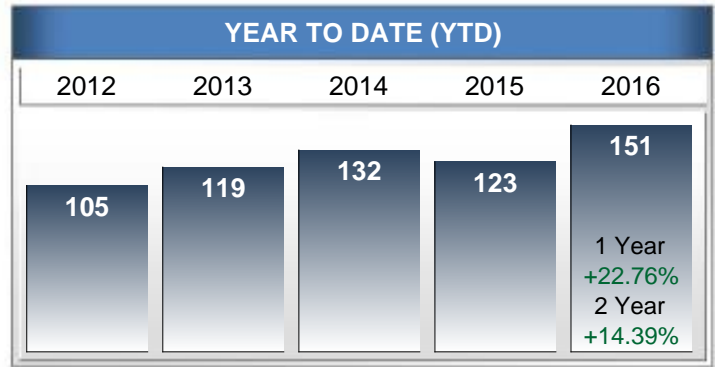
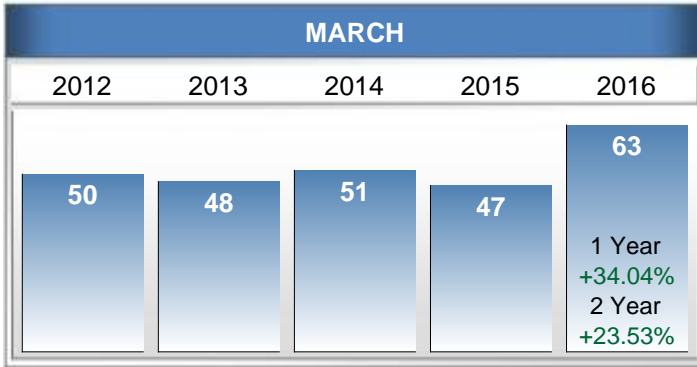
Closed Sales as of Apr 12, 2016



Closed Listings

Report Produced on: Apr 12, 2016

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+
\$30,000 and less	6	9.52%	98.5	4	2	0	0
\$30,001 - \$40,000	7	11.11%	31.7	3	3	0	1
\$40,001 - \$60,000	9	14.29%	44.1	3	5	1	0
\$60,001 - \$130,000	18	28.57%	63.2	2	14	2	0
\$130,001 - \$170,000	8	12.70%	47.6	0	7	1	0
\$170,001 - \$250,000	9	14.29%	106.3	0	5	4	0
\$250,001 and up	6	9.52%	67.0	1	4	0	1
Total Closed Units:	63		64.9	13	40	8	2
Total Closed Volume:	7,806,261			920.03K	5.11M	1.35M	424.53K
Average Closed Price:	\$123,909			\$70,772	\$127,813	\$168,650	\$212,264



Monthly Inventory Analysis

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March 2016

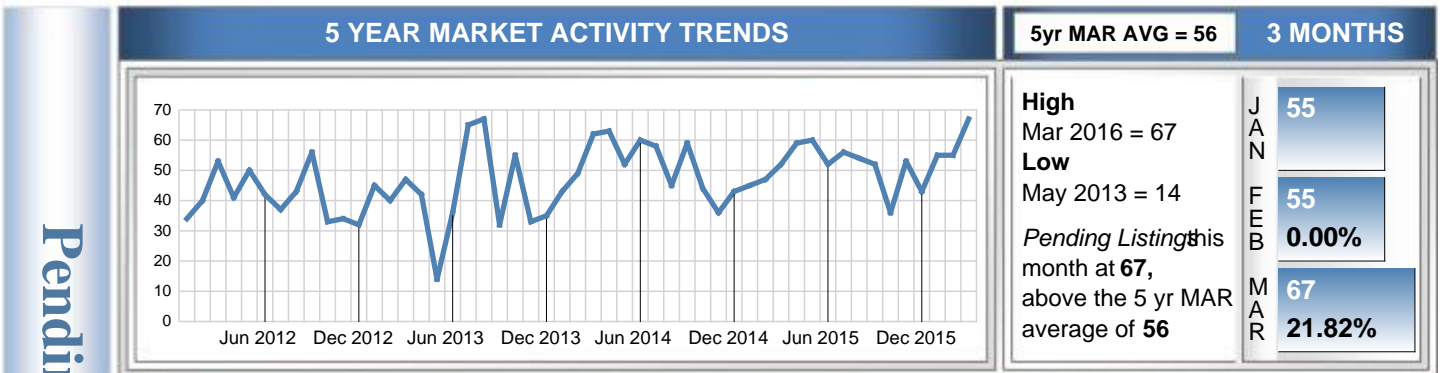
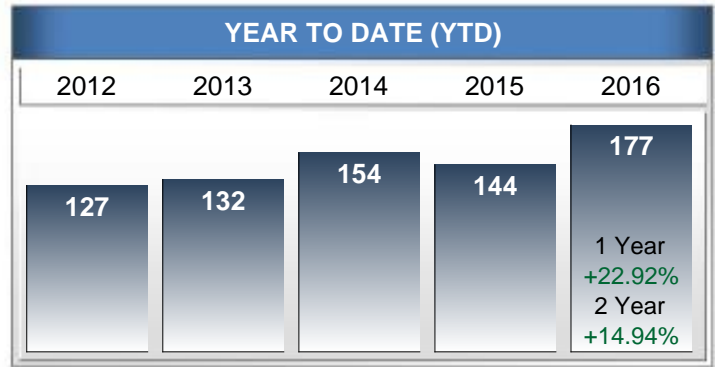
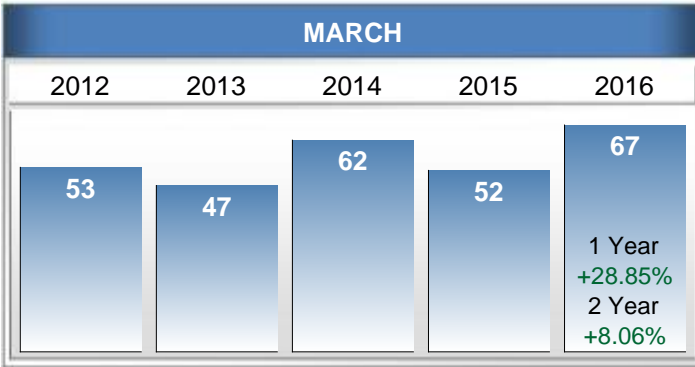
Pending Listings as of Apr 12, 2016



Pending Listings

Report Produced on: Apr 12, 2016

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	2.99%	1.0	2	0	0	0	
\$10,001 \$30,000	13	19.40%	74.8	8	5	0	0	
\$30,001 \$50,000	8	11.94%	56.5	3	4	1	0	
\$50,001 \$80,000	13	19.40%	42.4	4	9	0	0	
\$80,001 \$120,000	11	16.42%	54.0	0	10	1	0	
\$120,001 \$210,000	13	19.40%	53.5	2	9	2	0	
\$210,001 and up	7	10.45%	60.4	2	2	3	0	
Total Pending Units: 67				71.4	21	39	7	
Total Pending Volume: 6,393,099					1.54M	3.60M	1.26M	0.00B
Average Listing Price: \$138,343					\$73,290	\$92,274	\$179,329	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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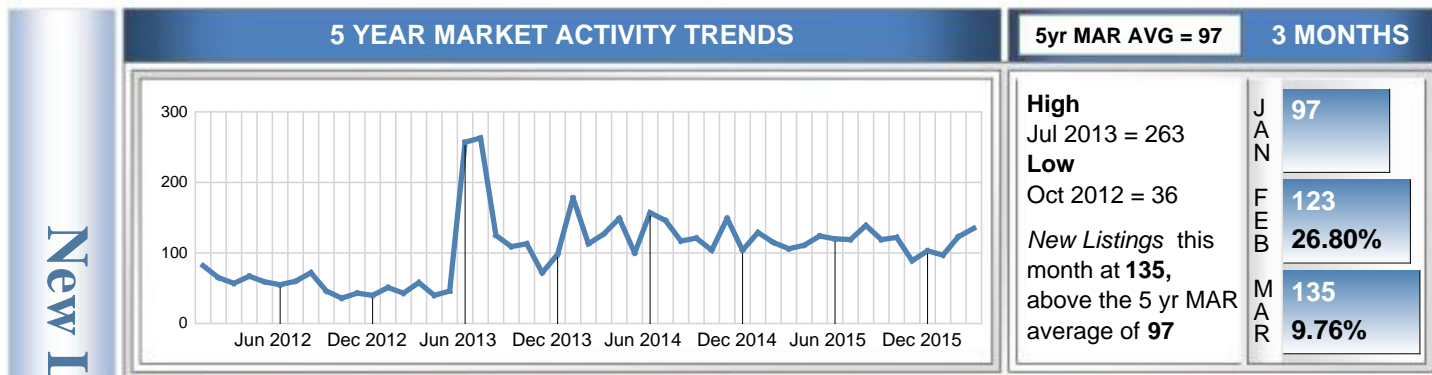
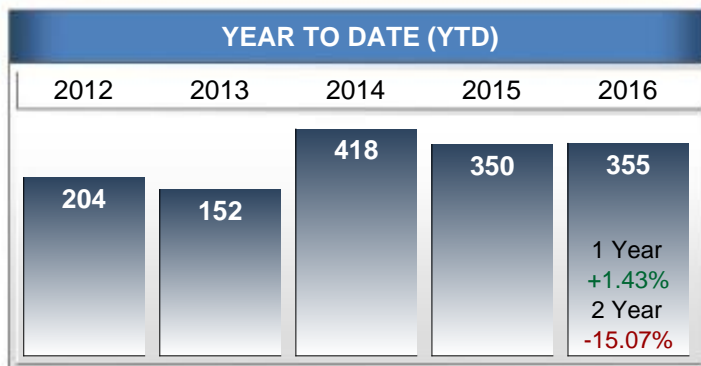
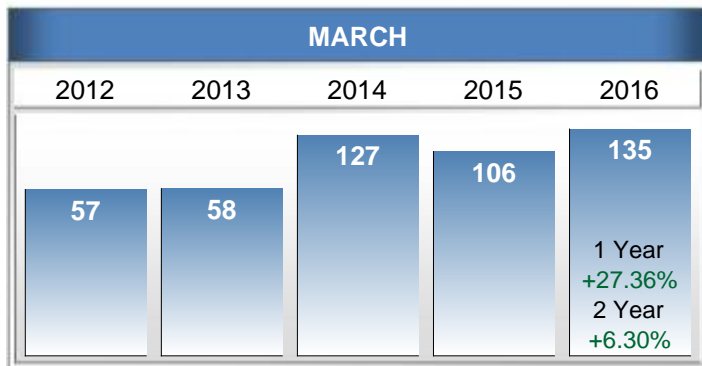
New Listings as of Apr 12, 2016



New Listings

Report Produced on: Apr 12, 2016

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+
\$10,000 and less	5	3.70%	4	1	0	0
\$10,001 - \$40,000	24	17.78%	16	8	0	0
\$40,001 - \$60,000	21	15.56%	13	6	2	0
\$60,001 - \$120,000	33	24.44%	9	24	0	0
\$120,001 - \$150,000	18	13.33%	2	12	3	1
\$150,001 - \$250,000	20	14.81%	2	15	3	0
\$250,001 and up	14	10.37%	5	4	4	1
Total New Listed Units:	135		51	70	12	2
Total New Listed Volume:	17,348,199		5.75M	8.31M	2.87M	426.20K
Average New Listed Listing Price:	\$69,900		\$112,675	\$118,674	\$239,033	\$213,100



Monthly Inventory Analysis

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March 2016

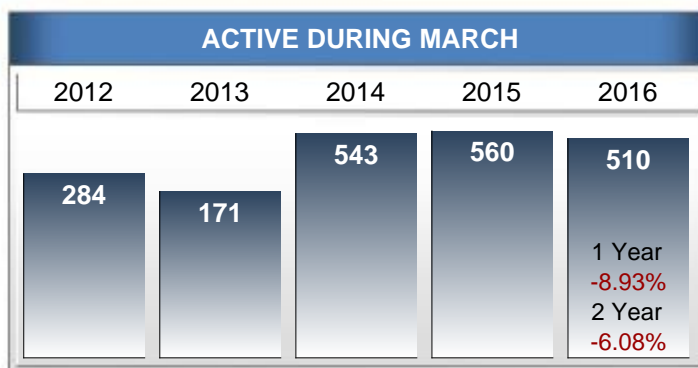
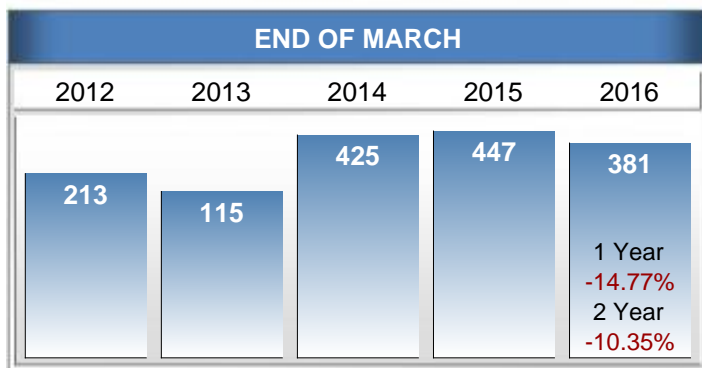
Active Inventory as of Apr 12, 2016



Active Inventory

Report Produced on: Apr 12, 2016

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Active Inventory

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5yr MAR AVG = 316 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **381**, above the 5 yr MAR average of **316**

JAN	384
FEB	375
MAR	381
-2.34%	
1.60%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	36	9.45%	56.8	32	3	0	1
\$20,001 \$30,000	25	6.56%	103.9	24	1	0	0
\$30,001 \$60,000	81	21.26%	69.4	54	21	6	0
\$60,001 \$120,000	92	24.15%	73.8	32	56	4	0
\$120,001 \$170,000	55	14.44%	69.4	12	30	12	1
\$170,001 \$270,000	54	14.17%	72.2	9	29	13	3
\$270,001 and up	38	9.97%	73.9	18	7	12	1
Total Active Inventory by Units:				181	147	47	6
Total Active Inventory by Volume:				25.90M	18.94M	11.20M	1.07M
Average Active Inventory Listing Price:				\$143,073	\$128,841	\$238,326	\$178,183



Monthly Inventory Analysis

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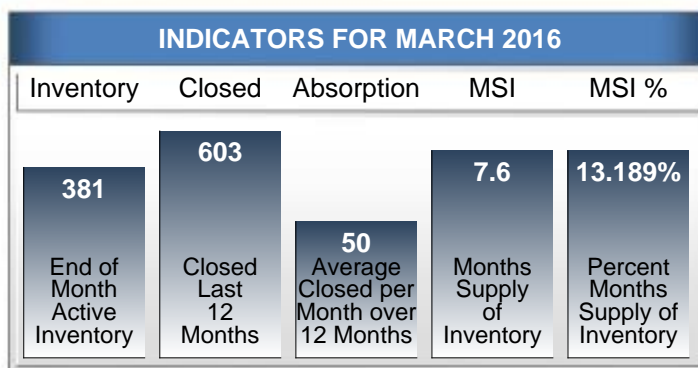
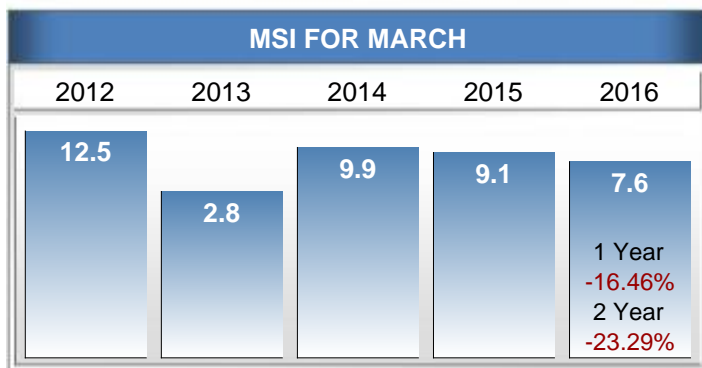
Active Inventory as of Apr 12, 2016



Months Supply of Inventory

Report Produced on: Apr 12, 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	36	9.45%	7.6	10.1	2.8	0.0	0.0
\$20,001 \$30,000	25	6.56%	8.6	12.5	1.2	0.0	0.0
\$30,001 \$60,000	81	21.26%	9.4	14.1	5.1	12.0	0.0
\$60,001 \$120,000	92	24.15%	5.8	16.0	4.5	3.2	0.0
\$120,001 \$170,000	55	14.44%	5.5	13.1	4.0	9.0	12.0
\$170,001 \$270,000	54	14.17%	9.1	21.6	9.4	5.6	36.0
\$270,001 and up	38	9.97%	16.9	72.0	10.5	10.3	6.0
MSI:			7.6	14.5	4.9	6.6	9.0
Total Active Inventory:			381	181	147	47	6



Monthly Inventory Analysis

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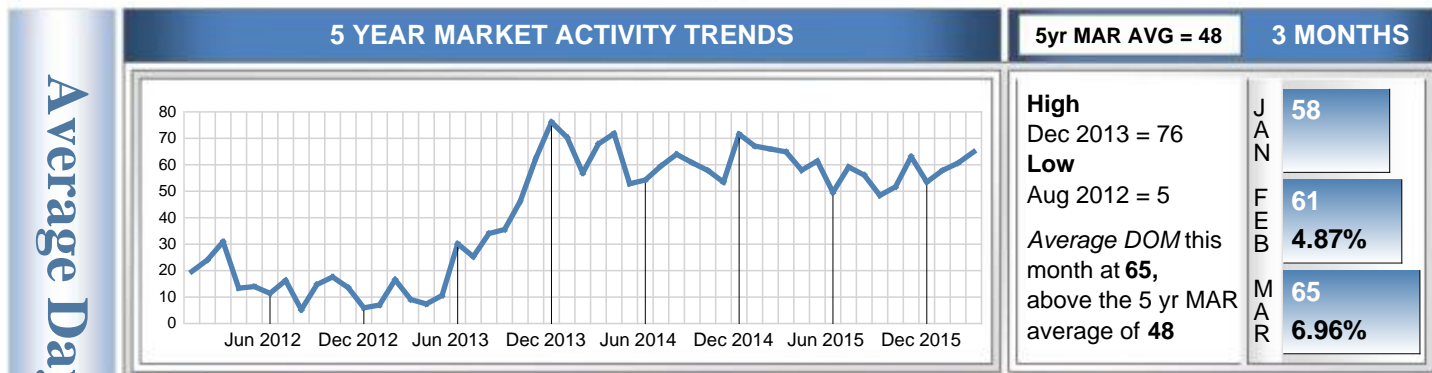
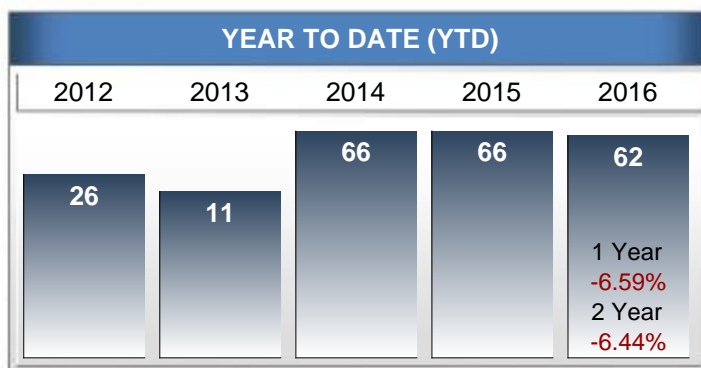
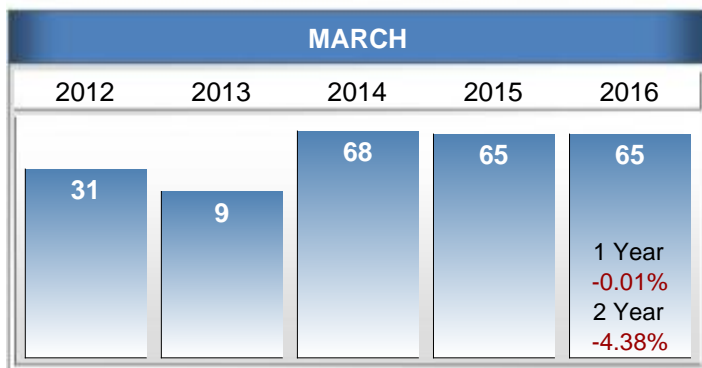
Closed Sales as of Apr 12, 2016



Average Days on Market to Sale

Report Produced on: Apr 12, 2016

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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+
\$30,000 and less	6	9.52%	98.5	101.0	93.5	0.0	0.0
\$30,001 - \$40,000	7	11.11%	31.7	14.7	30.0	0.0	88.0
\$40,001 - \$60,000	9	14.29%	44.1	44.0	44.8	41.0	0.0
\$60,001 - \$130,000	18	28.57%	63.2	21.5	65.9	86.0	0.0
\$130,001 - \$170,000	8	12.70%	47.6	0.0	52.4	14.0	0.0
\$170,001 - \$250,000	9	14.29%	106.3	0.0	122.2	86.5	0.0
\$250,001 and up	6	9.52%	67.0	36.0	64.8	0.0	107.0
Average Closed DOM: 64.9				50.7	66.5	71.6	97.5
Total Closed Units: 63				13	40	8	2
Total Closed Volume: 7,806,261				920.03K	5.11M	1.35M	424.53K



Monthly Inventory Analysis

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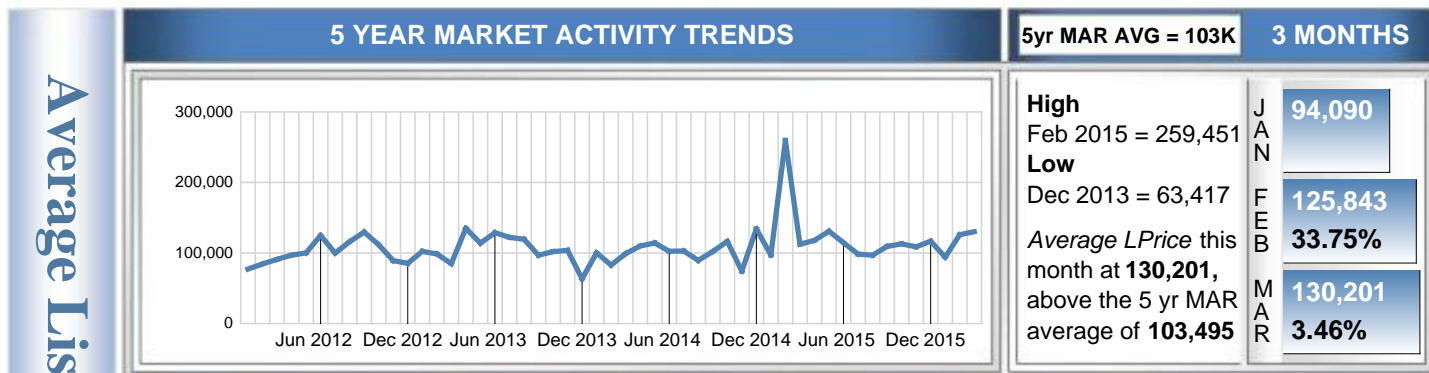
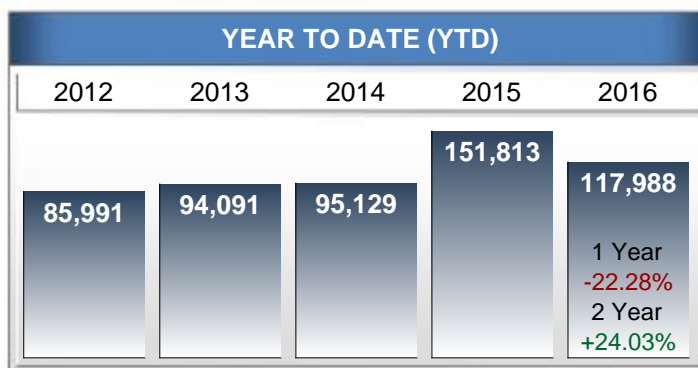
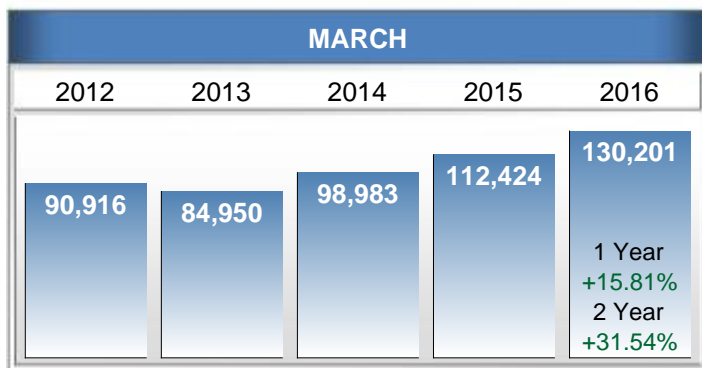
Closed Sales as of Apr 12, 2016



Average List Price at Closing

Report Produced on: Apr 12, 2016

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+
\$30,000 and less	7	11.11%	17,407	12,025	21,875	0	0
\$30,001 \$40,000	4	6.35%	39,450	38,467	39,633	0	41,300
\$40,001 \$60,000	9	14.29%	49,489	47,633	56,660	59,900	0
\$60,001 \$130,000	18	28.57%	94,228	116,200	98,521	124,450	0
\$130,001 \$170,000	10	15.87%	150,740	0	151,342	155,000	0
\$170,001 \$250,000	8	12.70%	215,663	0	203,680	250,475	0
\$250,001 and up	7	11.11%	364,114	430,000	343,475	0	449,900
Average List Price:	\$130,201			\$74,523	\$131,924	\$183,213	\$245,600
Total Closed Units:	63			13	40	8	2
Total List Volume:	8,202,646			968.80K	5.28M	1.47M	491.20K



Monthly Inventory Analysis

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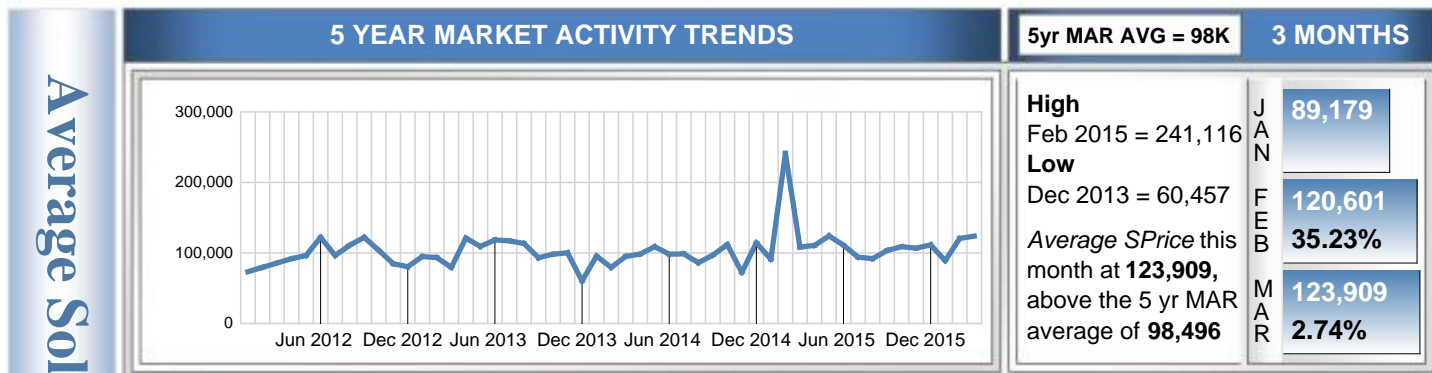
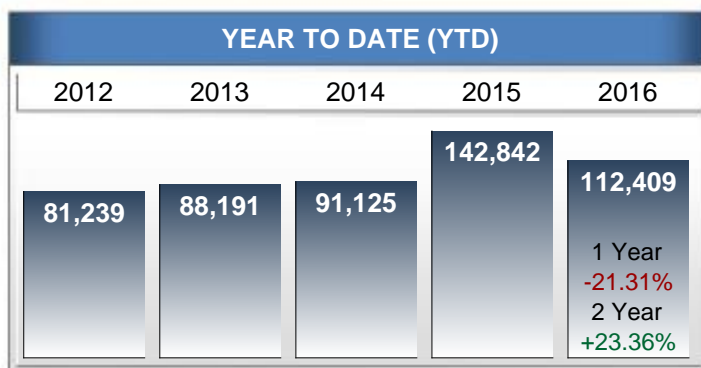
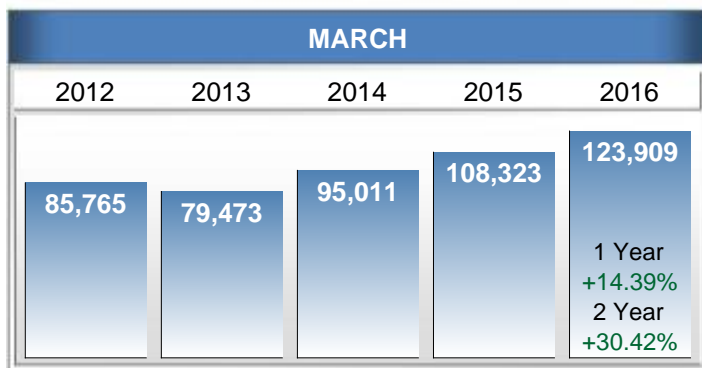
Closed Sales as of Apr 12, 2016



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+
\$30,000 and less	6	9.52%	14,580	11,633	20,475	0	0
\$30,001 \$40,000	7	11.11%	35,975	33,333	38,267	0	37,028
\$40,001 \$60,000	9	14.29%	52,164	46,167	55,016	55,900	0
\$60,001 \$130,000	18	28.57%	99,418	102,500	95,623	122,900	0
\$130,001 \$170,000	8	12.70%	143,774	0	143,956	142,500	0
\$170,001 \$250,000	9	14.29%	209,350	0	195,830	226,250	0
\$250,001 and up	6	9.52%	362,268	430,000	339,027	0	387,500
Average Closed Price:	\$123,909			\$70,772	\$127,813	\$168,650	\$212,264
Total Closed Units:	63			13	40	8	2
Total Closed Volume:	7,806,261			920.03K	5.11M	1.35M	424.53K



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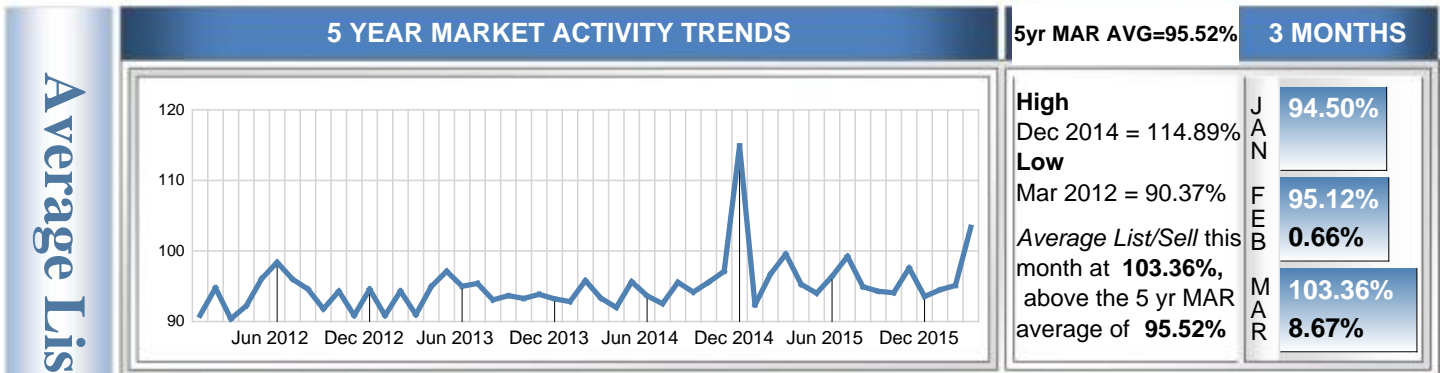
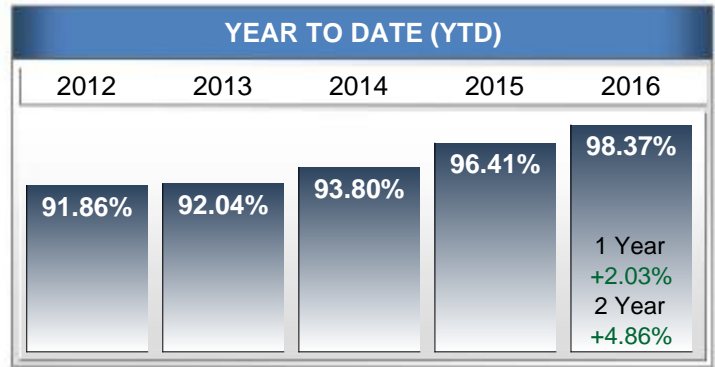
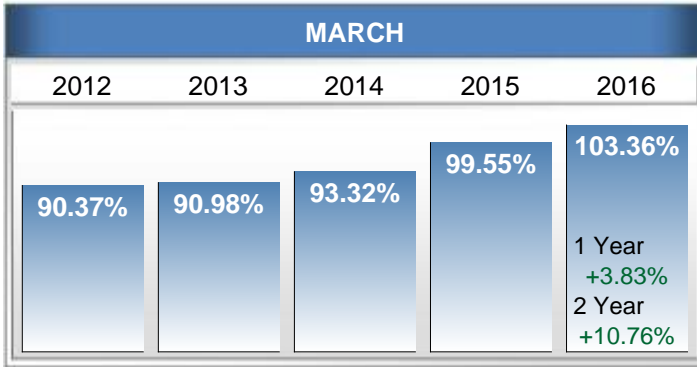
Closed Sales as of Apr 12, 2016



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+
\$30,000 and less	6	9.52%	178.65%	220.57%	94.81%	0.00%	0.00%
\$30,001 \$40,000	7	11.11%	92.15%	88.54%	96.58%	0.00%	89.66%
\$40,001 \$60,000	9	14.29%	97.09%	97.13%	97.83%	93.32%	0.00%
\$60,001 \$130,000	18	28.57%	96.57%	88.35%	97.44%	98.70%	0.00%
\$130,001 \$170,000	8	12.70%	95.05%	0.00%	95.50%	91.94%	0.00%
\$170,001 \$250,000	9	14.29%	93.93%	0.00%	96.49%	90.74%	0.00%
\$250,001 and up	6	9.52%	96.18%	100.00%	97.73%	0.00%	86.13%
Average List/Sell Ratio: 103.40%				132.00%	96.86%	93.20%	87.89%
Total Closed Units: 63					13	40	8
Total Closed Volume: 7,806,261					920.03K	5.11M	1.35M



Monthly Inventory Analysis

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March 2016

Inventory as of Apr 12, 2016



Market Summary

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Absorption: Last 12 months, an Average of 50 Sales/Month

Active Inventory as of March 31, 2016 = 381

	MARCH			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	47	63	34.04%	123	151	22.76%
Pending Sales	52	67	28.85%	144	177	22.92%
New Listings	106	135	27.36%	350	355	1.43%
Average List Price	112,424	130,201	15.81%	151,813	117,988	-22.28%
Average Sale Price	108,323	123,909	14.39%	142,842	112,409	-21.31%
Average Percent of List Price to Selling Price	99.55%	103.36%	3.83%	96.41%	98.37%	2.03%
Average Days on Market to Sale	64.89	64.89	-0.01%	65.91	61.57	-6.59%
Monthly Inventory	447	381	-14.77%	447	381	-14.77%
Months Supply of Inventory	9.08	7.58	-16.46%	9.08	7.58	-16.46%

