



March 2016

Area Delimited by County Of Muskogee

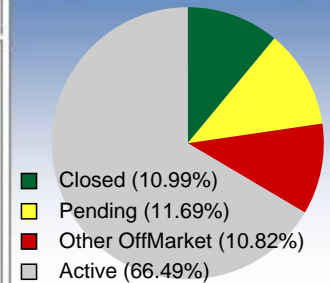


Absorption: Last 12 months, an Average of **50** Sales/Month

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%
Median List Price	99,900	99,900	0.00%
Median Sale Price	102,500	103,500	0.98%
Median Percent of List Price to Selling Price	96.73%	96.95%	0.23%
Median Days on Market to Sale	61.00	47.00	-22.95%
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.

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 **0.98%** in March 2016 to \$103,500 versus the previous year at \$102,500.

Median Days on Market Shortens

The median number of **47.00** days that homes spent on the market before selling decreased by 14.00 days or **22.95%** in March 2016 compared to last year's same month at **61.00** DOM.

Sales Success for March 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 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

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March 2016

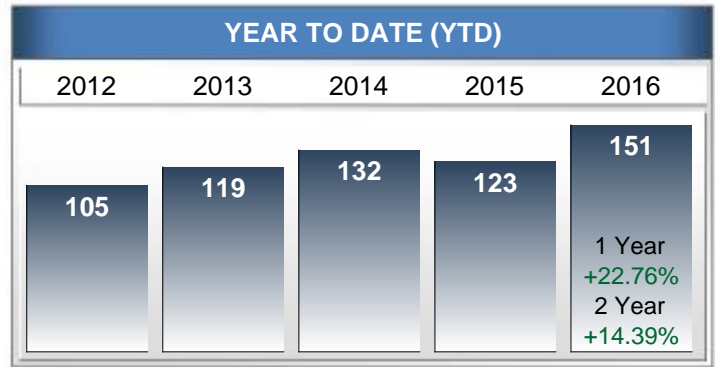
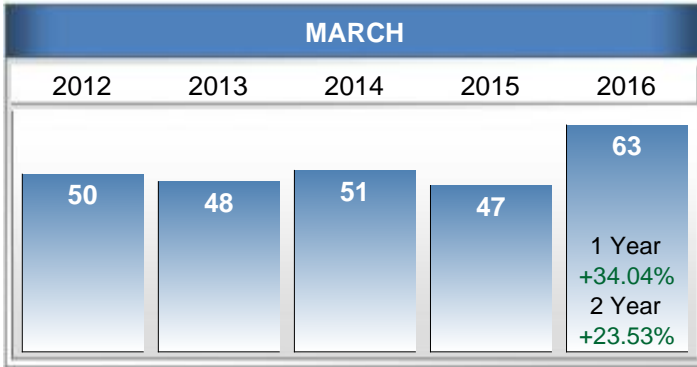
Closed Sales as of Apr 12, 2016



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	6	9.52%	106.0	4	2	0	0
\$30,001 - \$40,000	7	11.11%	30.0	3	3	0	1
\$40,001 - \$60,000	9	14.29%	38.0	3	5	1	0
\$60,001 - \$130,000	18	28.57%	49.0	2	14	2	0
\$130,001 - \$170,000	8	12.70%	19.0	0	7	1	0
\$170,001 - \$250,000	9	14.29%	118.0	0	5	4	0
\$250,001 and up	6	9.52%	55.0	1	4	0	1
Total Closed Units:	63		47.0	13	40	8	2
Total Closed Volume:	7,806,261			920.03K	5.11M	1.35M	424.53K
Median Closed Price:	\$103,500			\$35,000	\$113,250	\$174,750	\$212,264



Monthly Inventory Analysis

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March 2016

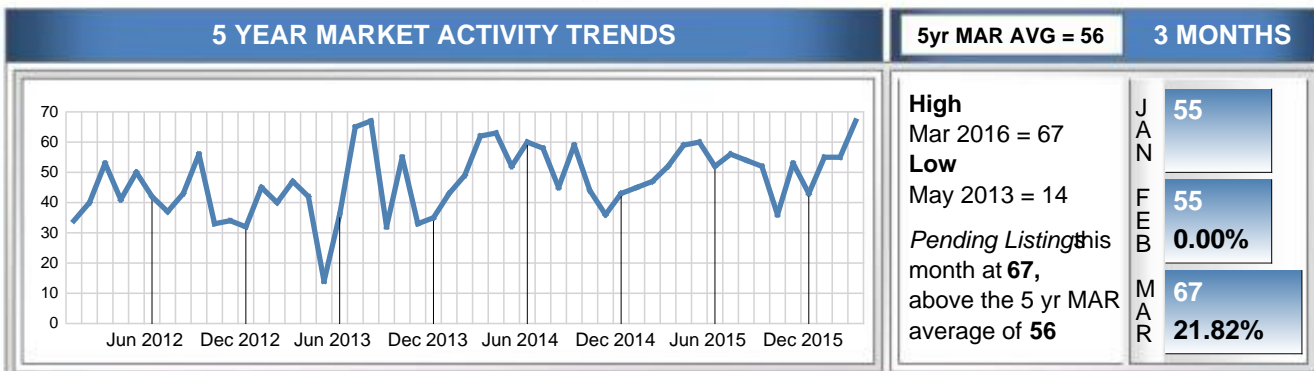
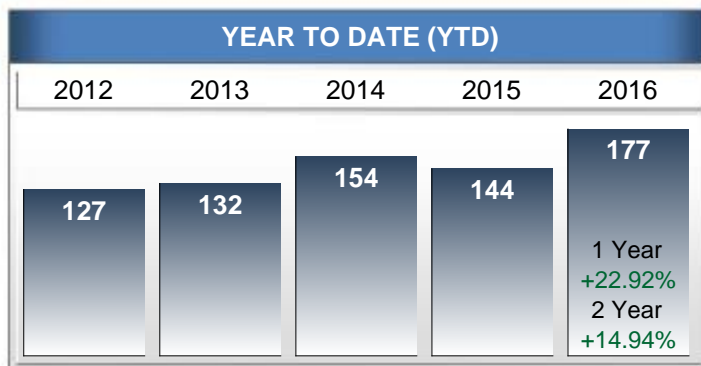
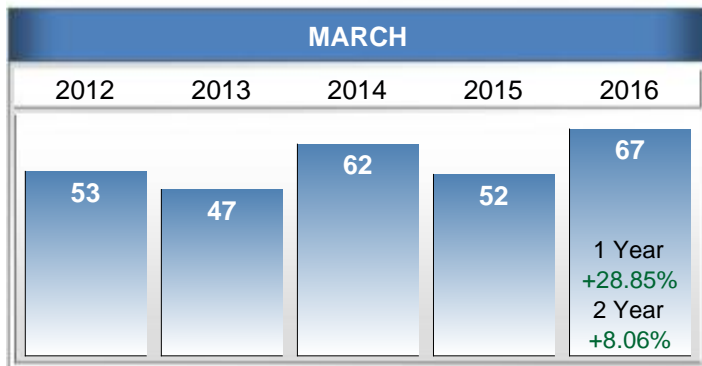
Pending Listings as of Apr 12, 2016



Pending Listings

Report Produced on: Apr 12, 2016

Area Delimited by County Of Muskogee



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤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%	67.0	8	5	0	0
\$30,001 \$50,000	8	11.94%	34.5	3	4	1	0
\$50,001 \$80,000	13	19.40%	33.0	4	9	0	0
\$80,001 \$120,000	11	16.42%	46.0	0	10	1	0
\$120,001 \$210,000	13	19.40%	20.0	2	9	2	0
\$210,001 and up	7	10.45%	36.0	2	2	3	0
Total Pending Units:	67		34.0	21	39	7	0.00B
Total Pending Volume:	6,393,099			1.54M	3.60M	1.26M	\$0
Median Listing Price:	\$76,000			\$33,000	\$84,900	\$155,000	\$0



Monthly Inventory Analysis

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March 2016

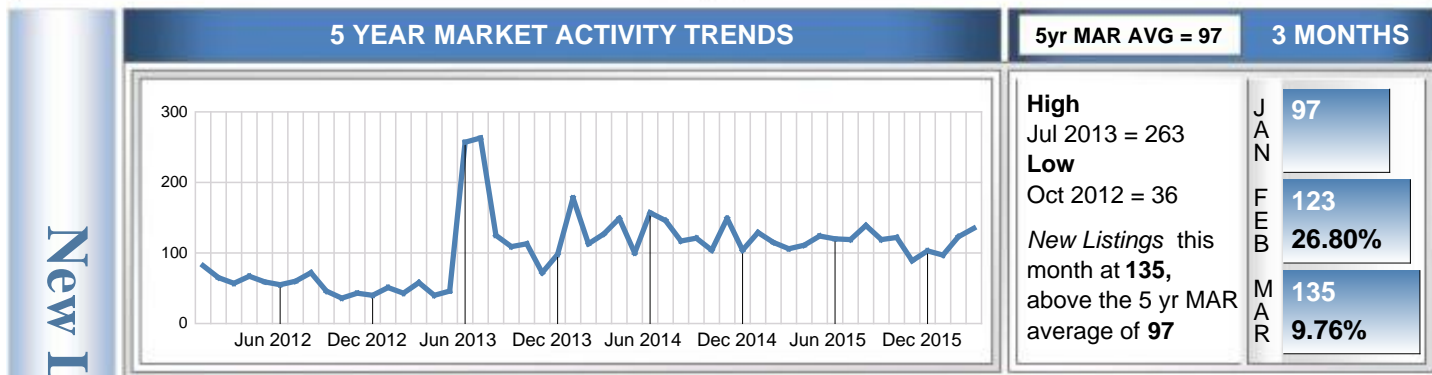
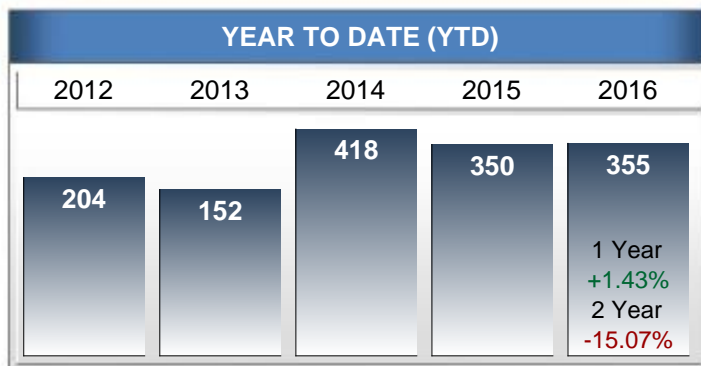
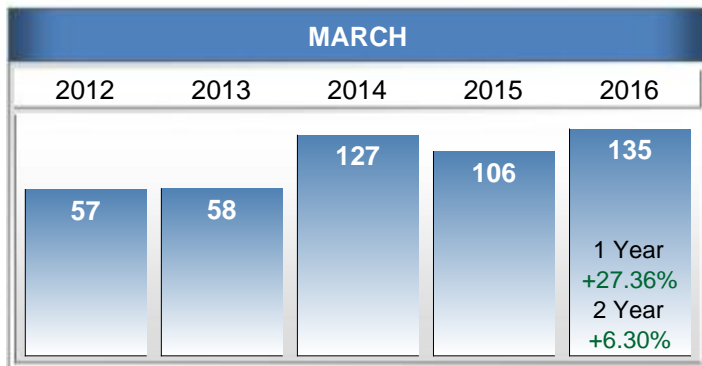
New Listings as of Apr 12, 2016



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
Median New Listed Listing Price:	\$84,900		\$47,500	\$110,500	\$177,450	\$213,100



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

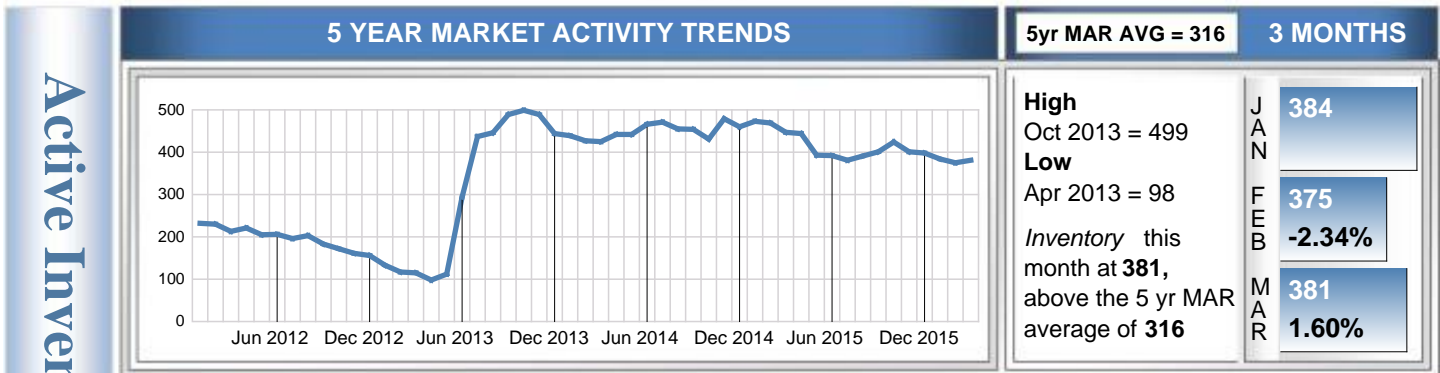
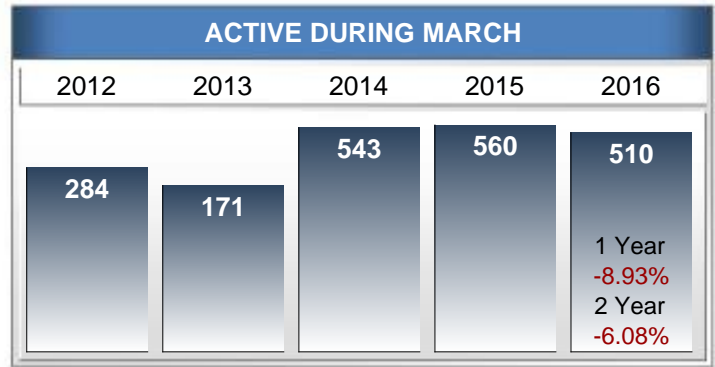
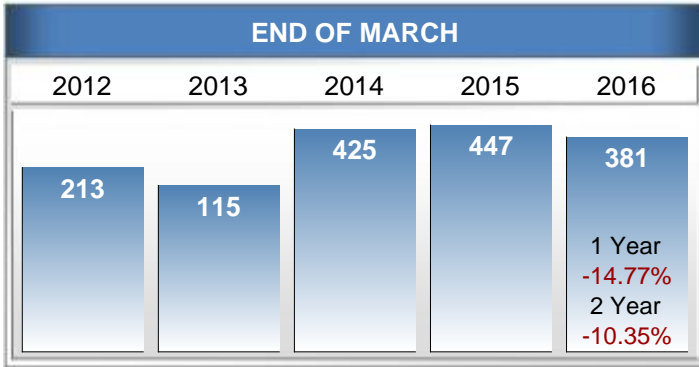
Active Inventory as of Apr 12, 2016



Active Inventory

Report Produced on: Apr 12, 2016

Area Delimited by County Of Muskogee



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	36	9.45%	59.0	32	3	0	1
\$20,001 \$30,000	25	6.56%	111.0	24	1	0	0
\$30,001 \$60,000	81	21.26%	58.0	54	21	6	0
\$60,001 \$120,000	92	24.15%	62.5	32	56	4	0
\$120,001 \$170,000	55	14.44%	49.0	12	30	12	1
\$170,001 \$270,000	54	14.17%	66.0	9	29	13	3
\$270,001 and up	38	9.97%	54.0	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
Median Active Inventory Listing Price:				\$48,900	\$114,900	\$195,200	\$199,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2016

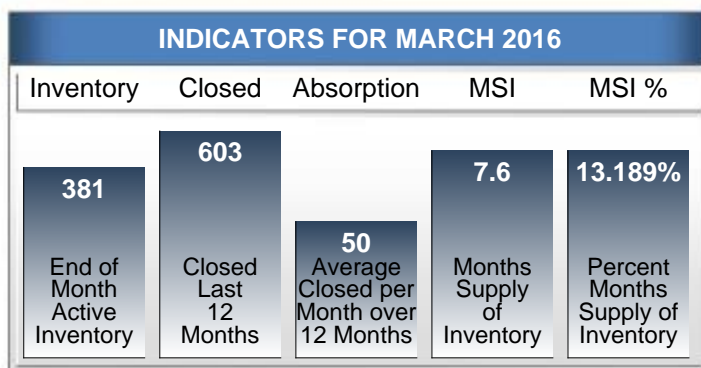
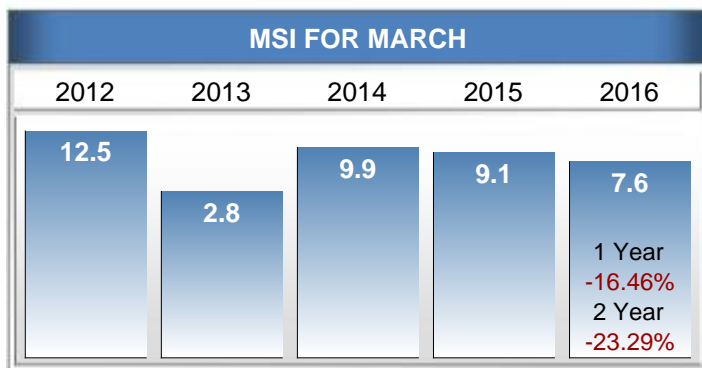
Active Inventory as of Apr 12, 2016



Months Supply of Inventory

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Months Supply

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5yr MAR AVG = 8.4		3 MONTHS	
High	Jan 2012 = 21.3	JAN	7.9
Low	Apr 2013 = 2.4	FEB	7.7
Months Supply this month at 7.6 , below the 5 yr MAR average of 8.4		MAR	7.6
			-1.10%

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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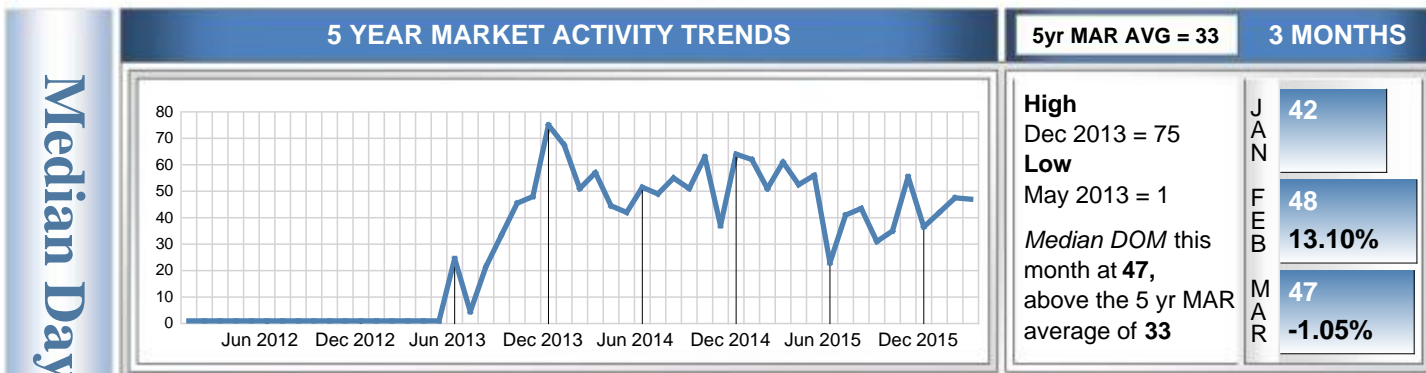
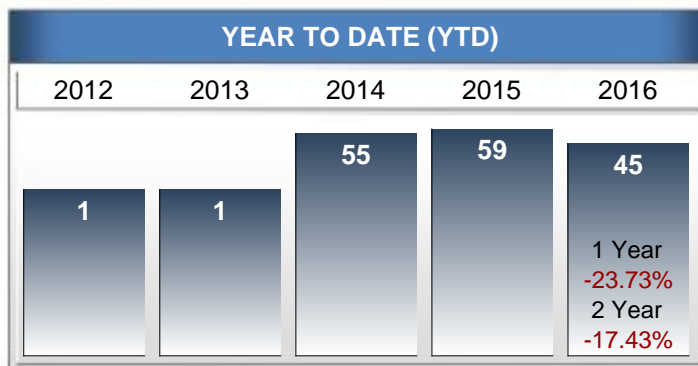
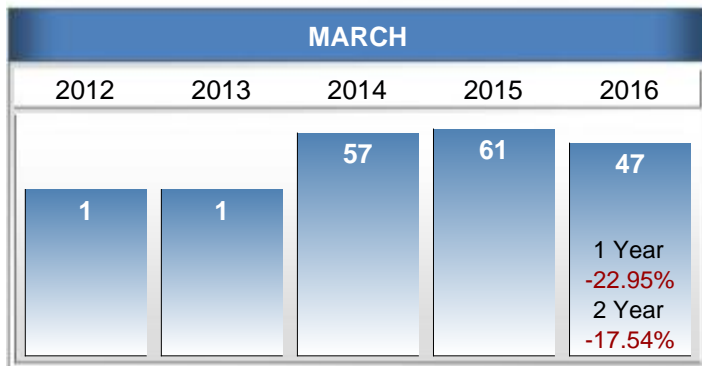
Closed Sales as of Apr 12, 2016



Median Days on Market to Sale

Report Produced on: Apr 12, 2016

Area Delimited by County Of Muskogee



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+
\$30,000 and less	6			9.52%	106.0	106.0	93.5	0.0	0.0
\$30,001 \$40,000	7			11.11%	30.0	6.0	30.0	0.0	88.0
\$40,001 \$60,000	9			14.29%	38.0	38.0	33.0	41.0	0.0
\$60,001 \$130,000	18			28.57%	49.0	21.5	59.5	86.0	0.0
\$130,001 \$170,000	8			12.70%	19.0	0.0	24.0	14.0	0.0
\$170,001 \$250,000	9			14.29%	118.0	0.0	130.0	81.5	0.0
\$250,001 and up	6			9.52%	55.0	36.0	46.5	0.0	107.0
Median Closed DOM:					47.0	33.0	51.0	48.0	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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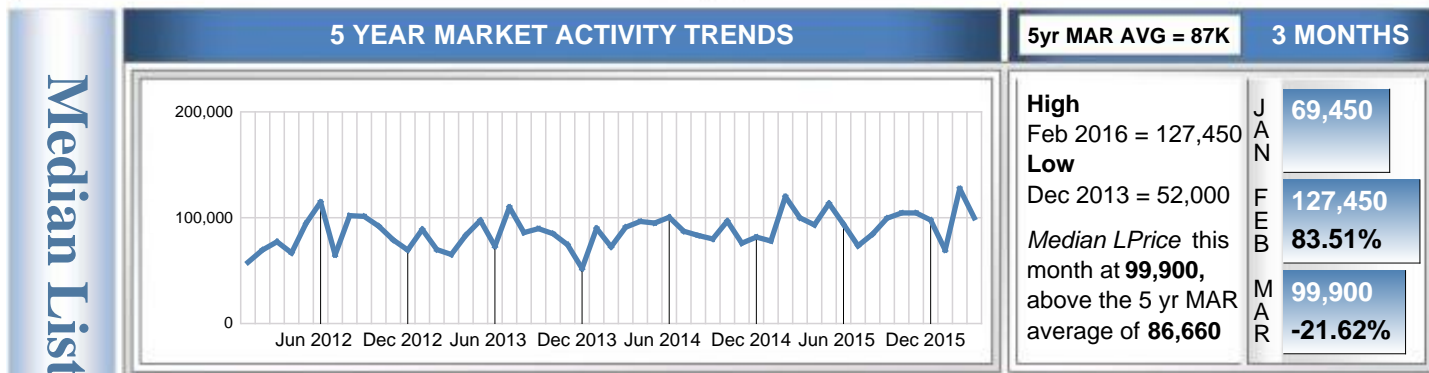
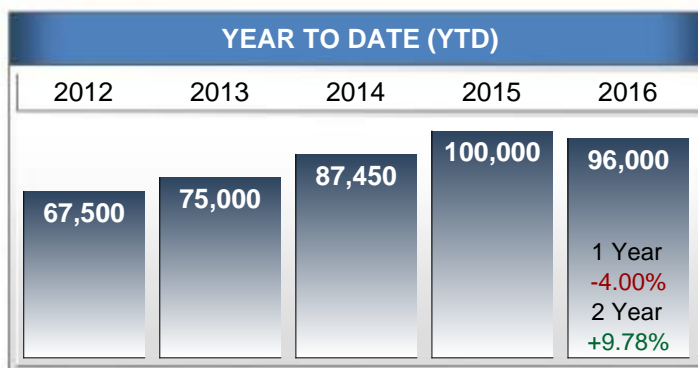
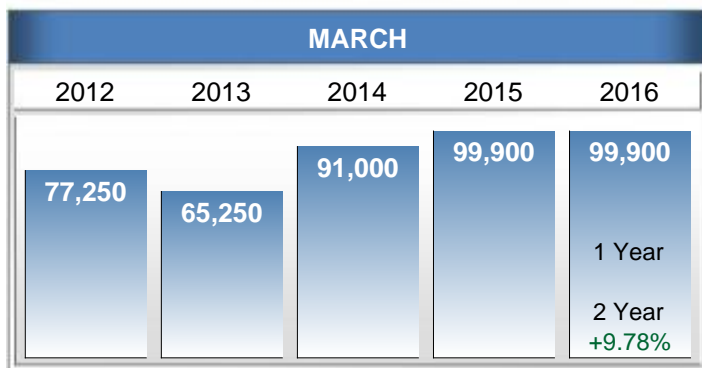
Closed Sales as of Apr 12, 2016



Median List Price at Closing

Report Produced on: Apr 12, 2016

Area Delimited by County Of Muskogee



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+
\$30,000 and less	7		11.11%	16,750	15,000	21,875	0	0
\$30,001 - \$40,000	4		6.35%	39,450	38,900	39,900	0	0
\$40,001 - \$60,000	9		14.29%	49,900	47,250	49,900	59,900	41,300
\$60,001 - \$130,000	18		28.57%	89,900	89,900	85,000	124,450	0
\$130,001 - \$170,000	10		15.87%	149,900	142,500	149,900	155,000	0
\$170,001 - \$250,000	8		12.70%	221,500	0	195,000	229,000	0
\$250,001 and up	7		11.11%	324,900	430,000	311,950	295,000	449,900
Median List Price:		\$99,900			\$42,900	\$114,250	\$191,500	\$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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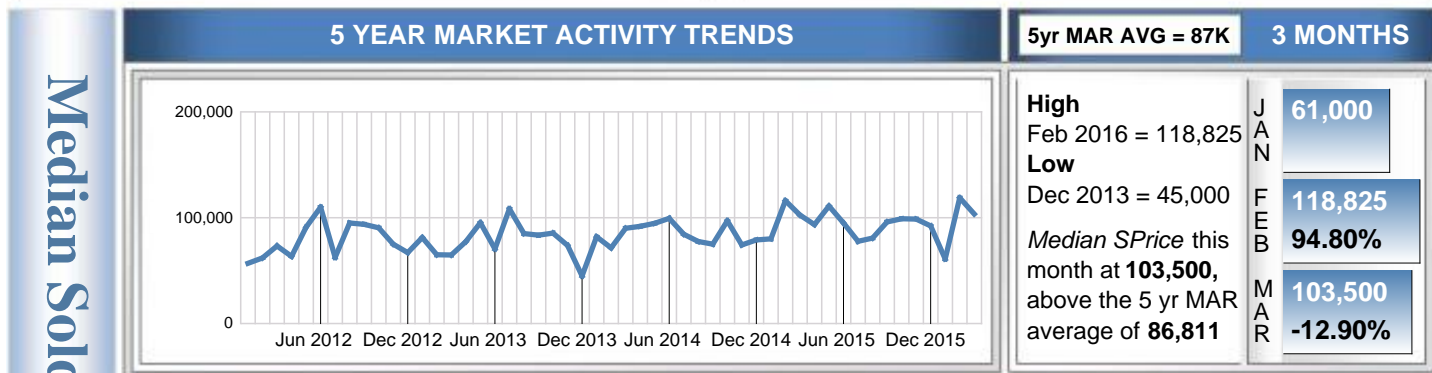
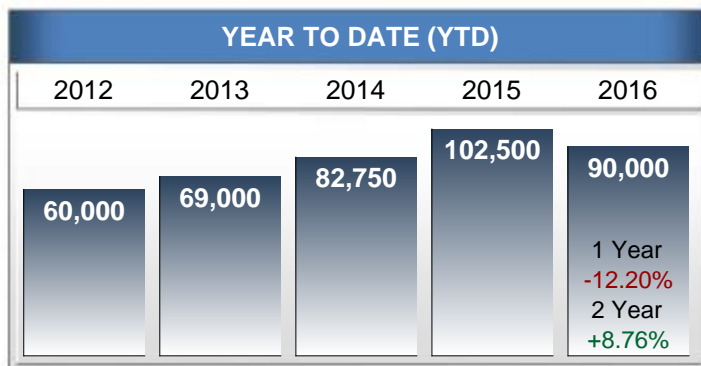
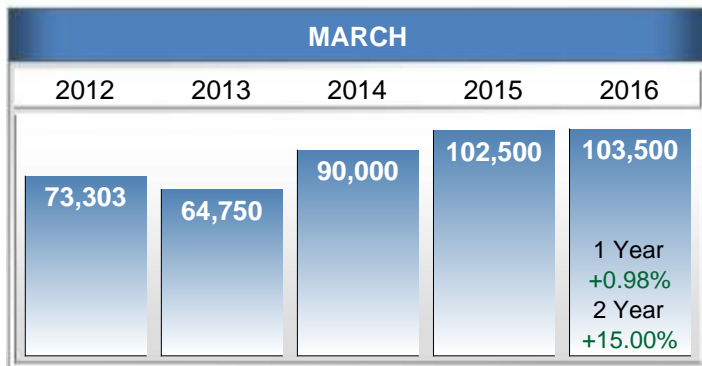
Closed Sales as of Apr 12, 2016



Median Sold Price at Closing

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Area Delimited by County Of Muskogee



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+
\$30,000 and less	6	9.52%	14,665	11,290	20,475	0	0		
\$30,001 - \$40,000	7	11.11%	35,900	34,500	39,000	0	37,028		
\$40,001 - \$60,000	9	14.29%	51,100	48,000	57,000	55,900	0		
\$60,001 - \$130,000	18	28.57%	98,750	102,500	92,000	122,900	0		
\$130,001 - \$170,000	8	12.70%	143,700	0	144,900	142,500	0		
\$170,001 - \$250,000	9	14.29%	207,000	0	190,000	224,000	0		
\$250,001 and up	6	9.52%	351,250	430,000	295,500	0	387,500		
Median Closed Price:	\$103,500			\$35,000	\$113,250	\$174,750	\$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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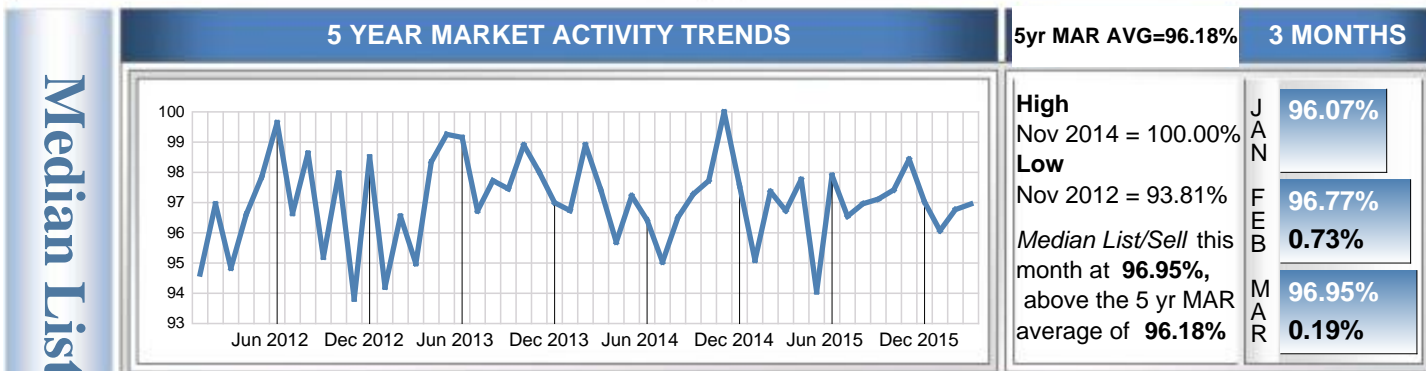
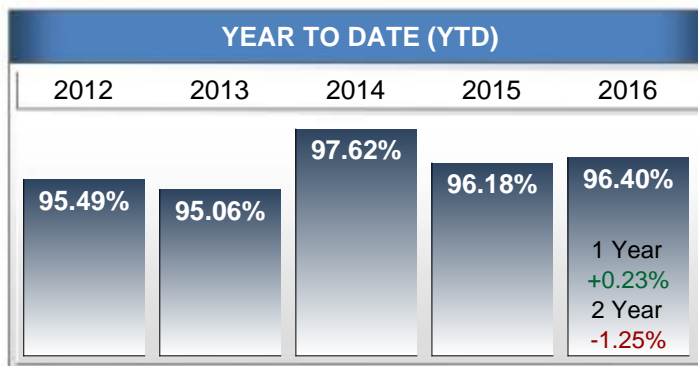
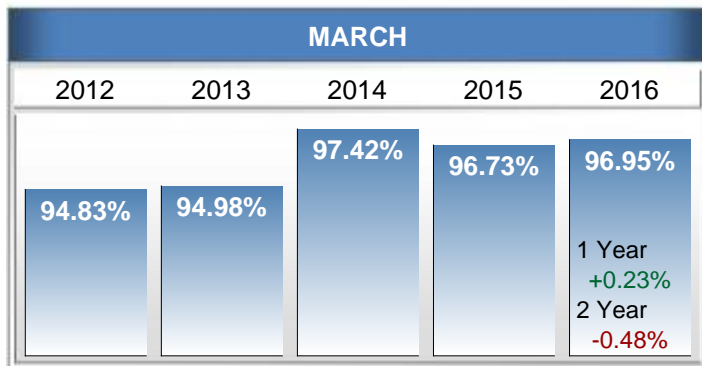
Closed Sales as of Apr 12, 2016



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+
\$30,000 and less	6	9.52%	95.31%	95.31%	94.81%	0.00%	0.00%
\$30,001 \$40,000	7	11.11%	89.75%	88.69%	100.00%	0.00%	89.66%
\$40,001 \$60,000	9	14.29%	93.62%	99.07%	93.62%	93.32%	0.00%
\$60,001 \$130,000	18	28.57%	98.70%	88.35%	100.00%	98.70%	0.00%
\$130,001 \$170,000	8	12.70%	98.46%	0.00%	98.73%	91.94%	0.00%
\$170,001 \$250,000	9	14.29%	95.50%	0.00%	97.44%	90.41%	0.00%
\$250,001 and up	6	9.52%	96.68%	100.00%	96.68%	0.00%	86.13%
Median List/Sell Ratio:	96.95%			92.31%	98.46%	92.63%	87.89%
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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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%
Median List Price	99,900	99,900	0.00%	100,000	96,000	-4.00%
Median Sale Price	102,500	103,500	0.98%	102,500	90,000	-12.20%
Median Percent of List Price to Selling Price	96.73%	96.95%	0.23%	96.18%	96.40%	0.23%
Median Days on Market to Sale	61.00	47.00	-22.95%	59.00	45.00	-23.73%
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%

