



# March 2017

Area Delimited by County Of Muskogee

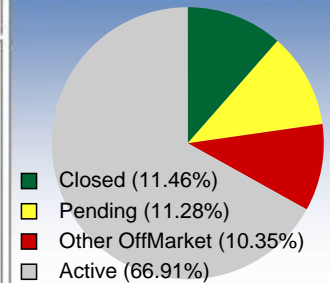


**Absorption:** Last 12 months, an Average of **56** Sales/Month

**Active Inventory** as of March 31, 2017 = **362**

	MARCH		
	2016	2017	+/- %
Closed Listings	64	62	-3.13%
Pending Listings	62	61	-1.61%
New Listings	135	122	-9.63%
Average List Price	130,276	94,376	-27.56%
Average Sale Price	124,082	90,503	-27.06%
Average Percent of List Price to Selling Price	103.31%	95.30%	-7.75%
Average Days on Market to Sale	63.89	53.15	-16.82%
End of Month Inventory	351	362	3.13%
Months Supply of Inventory	6.97	6.48	-7.03%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Apr 11, 2017

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

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2017 rose **3.13%** to 362 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 **6.48** 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 **27.06%** in March 2017 to \$90,503 versus the previous year at \$124,082.

### Average Days on Market Shortens

The average number of **53.15** days that homes spent on the market before selling decreased by 10.75 days or **16.82%** in March 2017 compared to last year's same month at **63.89** DOM.

### Sales Success for March 2017 is Positive

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

There were 122 New Listings in March 2017, down **9.63%** from last year at 135. Furthermore, there were 62 Closed Listings this month versus last year at 64, a **-3.13%** decrease.

Closed versus Listed trends yielded a **50.8%** ratio, up from last year's March 2017 at **47.4%**, a **7.20%** upswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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.

### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

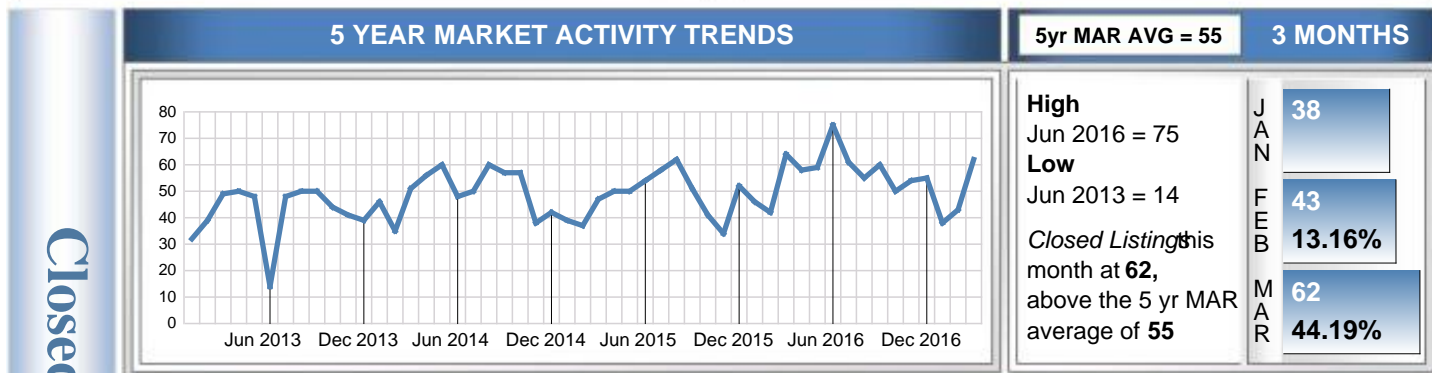
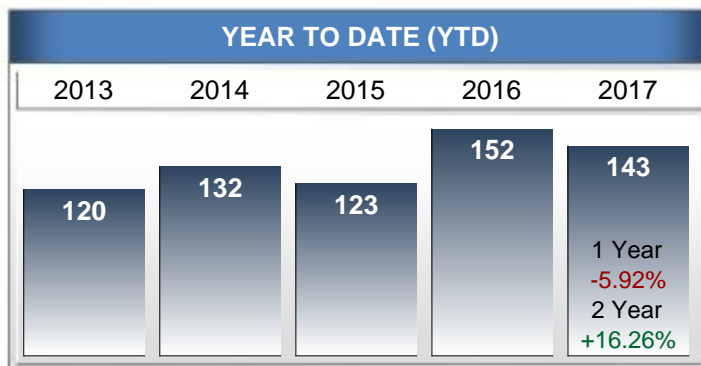
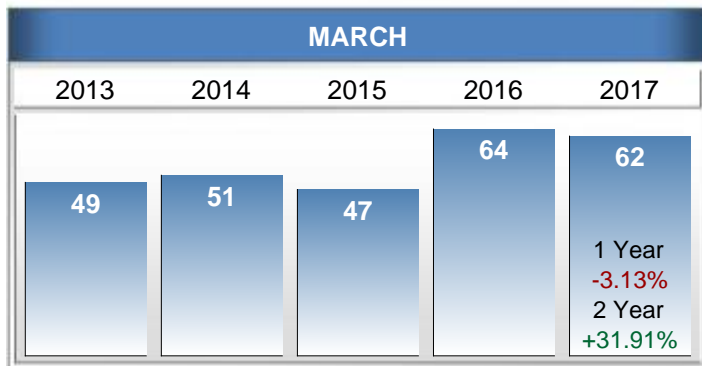
Closed Sales as of Apr 11, 2017



### Closed Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



#### 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	3.23%	42.5	2	0	0	0
\$10,001 - \$20,000	8	12.90%	33.4	6	2	0	0
\$20,001 - \$40,000	14	22.58%	42.8	7	5	2	0
\$40,001 - \$80,000	12	19.35%	73.6	4	6	2	0
\$80,001 - \$130,000	11	17.74%	39.9	3	7	1	0
\$130,001 - \$160,000	8	12.90%	62.4	1	5	2	0
\$160,001 and up	7	11.29%	74.7	1	5	1	0
<b>Total Closed Units:</b>	<b>62</b>		<b>53.1</b>	<b>24</b>	<b>30</b>	<b>8</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>5,611,166</b>			<b>1.84M</b>	<b>2.93M</b>	<b>847.30K</b>	<b>0.00B</b>
<b>Average Closed Price:</b>	<b>\$90,503</b>			<b>\$76,617</b>	<b>\$97,502</b>	<b>\$105,913</b>	<b>\$0</b>

Closed Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

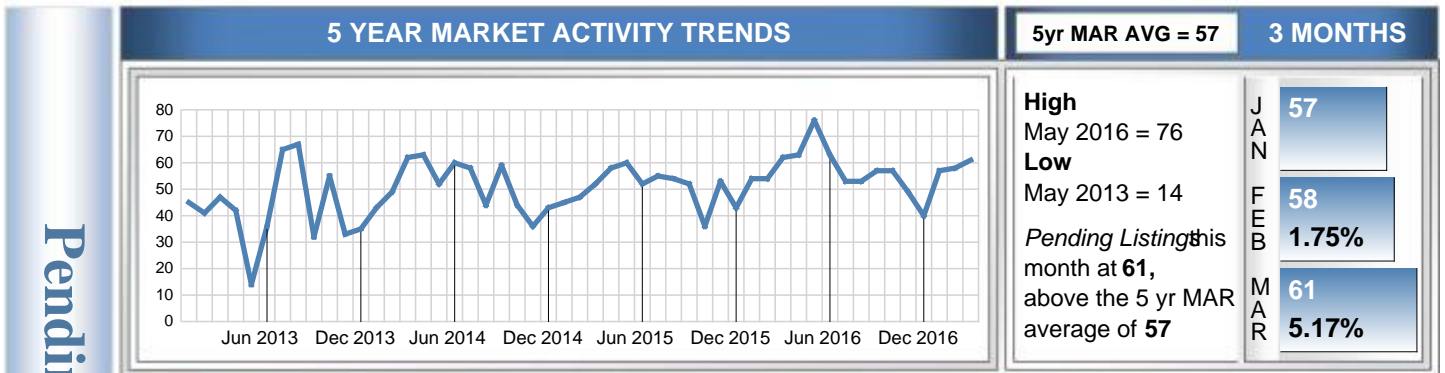
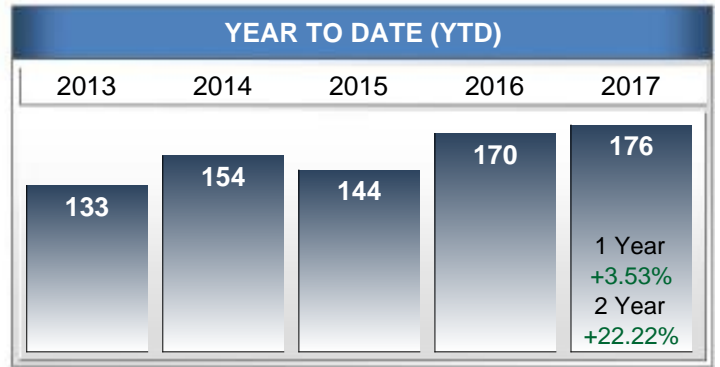
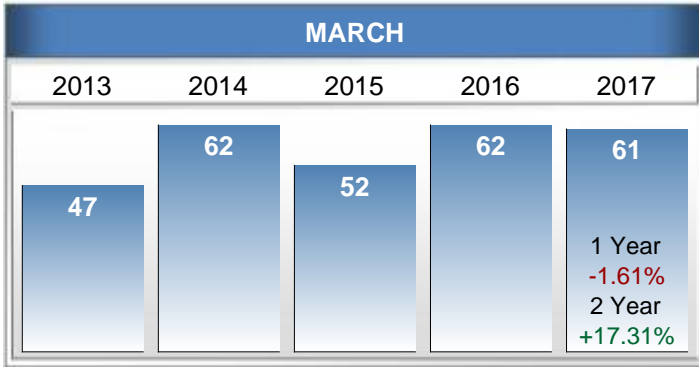
Pending Listings as of Apr 11, 2017



### Pending Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



Pending Listings

Ready to Buy or Sell Real Estate?  
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+
\$25,000 and less	5	8.20%	34.4	1	3	1	0
\$25,001 - \$25,000	0	0.00%	0.0	0	0	0	0
\$25,001 - \$50,000	15	24.59%	42.3	10	4	0	1
\$50,001 - \$75,000	10	16.39%	78.6	3	5	2	0
\$75,001 - \$125,000	17	27.87%	78.4	1	14	2	0
\$125,001 - \$175,000	5	8.20%	36.4	0	5	0	0
\$175,001 and up	9	14.75%	72.9	1	5	3	0
<b>Total Pending Units:</b>	<b>61</b>		<b>69.0</b>	<b>16</b>	<b>36</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume:</b>	<b>6,472,049</b>			<b>1.45M</b>	<b>3.72M</b>	<b>1.26M</b>	<b>42.00K</b>
<b>Average Listing Price:</b>	<b>\$217,440</b>			<b>\$90,631</b>	<b>\$103,218</b>	<b>\$158,013</b>	<b>\$42,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

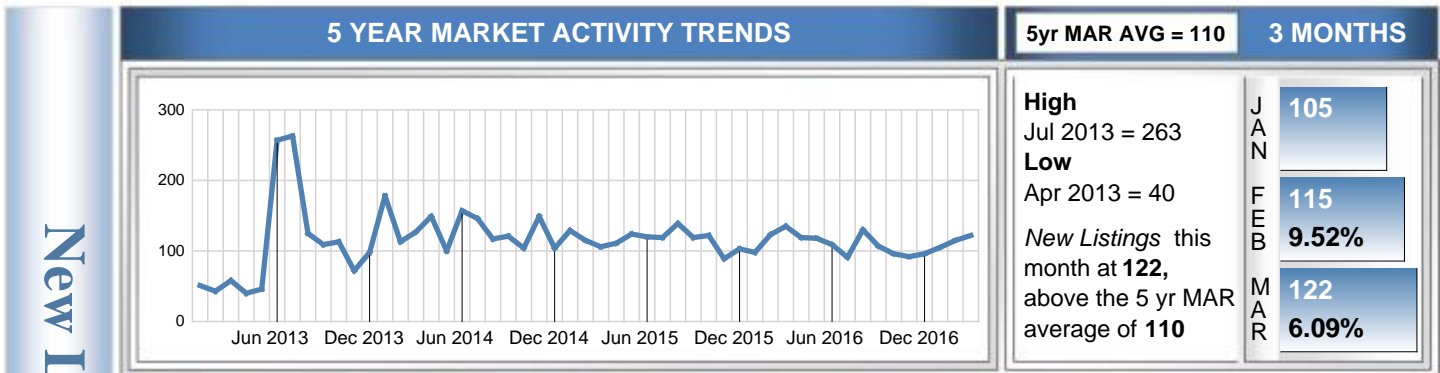
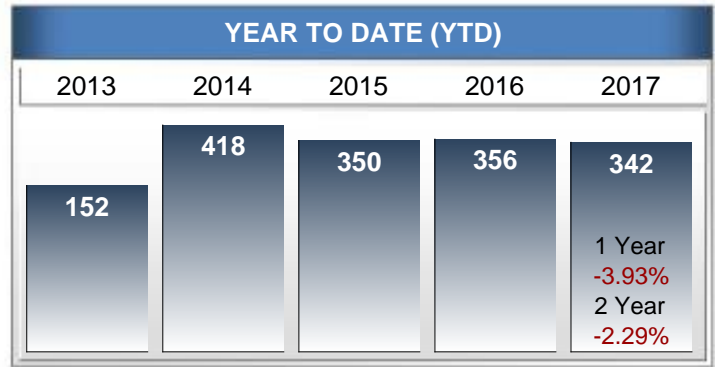
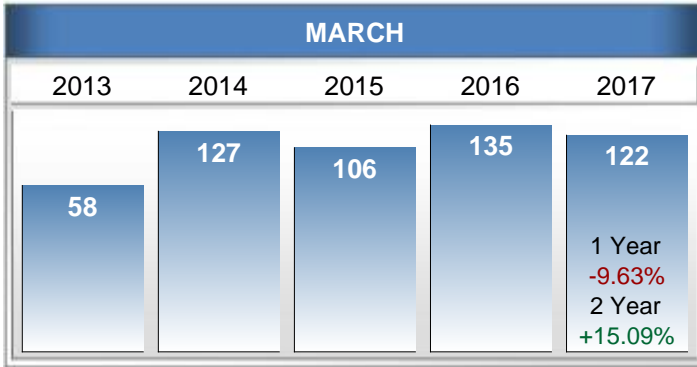
New Listings as of Apr 11, 2017



### New Listings

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



New Listings

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	11	9.02%	8	3	0	0
\$20,001 \$40,000	15	12.30%	10	3	2	0
\$40,001 \$50,000	12	9.84%	8	4	0	0
\$50,001 \$110,000	37	30.33%	10	24	1	2
\$110,001 \$170,000	19	15.57%	2	12	5	0
\$170,001 \$290,000	15	12.30%	2	9	3	1
\$290,001 and up	13	10.66%	8	1	2	2
Total New Listed Units:			48	56	13	5
Total New Listed Volume:			8.20M	6.45M	2.46M	1.31M
Average New Listed Listing Price:			\$170,778	\$115,138	\$189,462	\$262,560



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

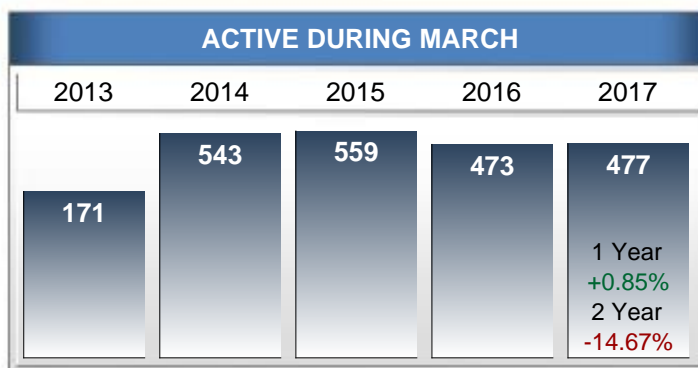
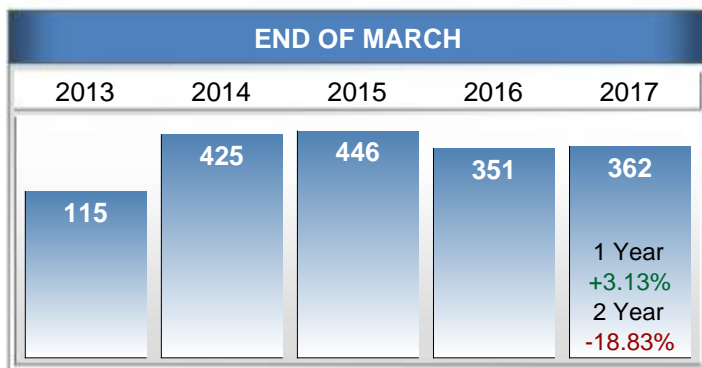
Active Inventory as of Apr 11, 2017



### Active Inventory

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



Active Inventory

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR



**5yr MAR AVG = 340**    **3 MONTHS**

**High**  
Oct 2013 = 499

**Low**  
Apr 2013 = 98

*Inventory* this month at **362**, above the 5 yr MAR average of **340**

JAN	352
FEB	357
MAR	362

1.42% (Feb to Mar)  
1.40% (Mar to current)

#### 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	54	14.92%	61.1	49	5	0	0	
\$25,001-\$50,000	52	14.36%	84.8	32	17	1	2	
\$50,001-\$125,000	116	32.04%	70.0	39	65	10	2	
\$125,001-\$175,000	49	13.54%	69.6	11	29	7	2	
\$175,001-\$300,000	54	14.92%	74.6	9	22	20	3	
\$300,001 and up	37	10.22%	77.1	25	3	4	5	
Total Active Inventory by Units:			362	72.2	165	141	42	14
Total Active Inventory by Volume:			58,776,038		30.04M	17.11M	8.24M	3.38M
Average Active Inventory Listing Price:			\$162,365		\$182,052	\$121,362	\$196,287	\$241,529



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

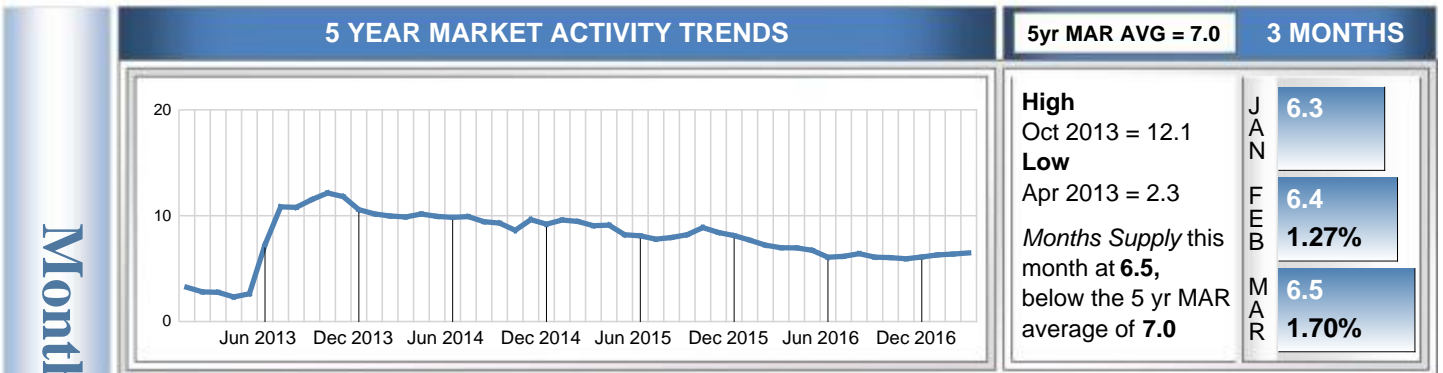
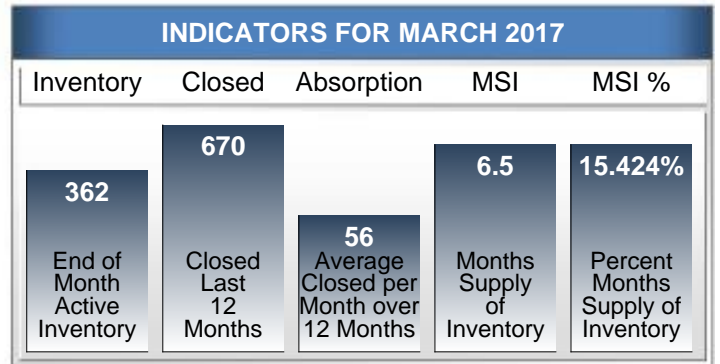
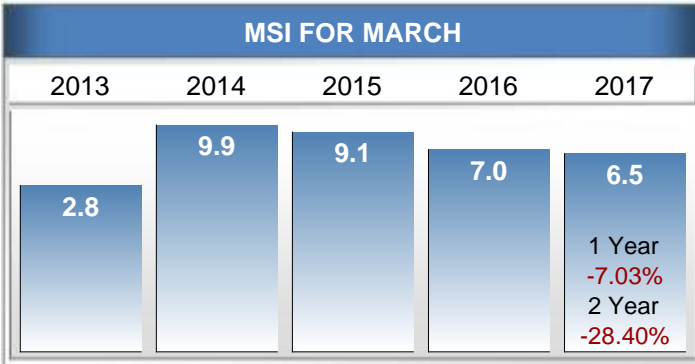
Active Inventory as of Apr 11, 2017



### Months Supply of Inventory

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



Months Supply

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	23	6.35%	9.5	14.5	0.0	0.0	0.0	
\$10,001 \$40,000	51	14.09%	3.8	5.7	1.5	1.3	0.0	
\$40,001 \$60,000	56	15.47%	9.0	10.4	7.8	3.0	36.0	
\$60,001 \$120,000	87	24.03%	5.3	13.4	3.9	6.0	0.0	
\$120,001 \$190,000	61	16.85%	5.2	11.1	4.3	6.0	6.0	
\$190,001 \$310,000	47	12.98%	9.4	21.6	7.6	8.6	12.0	
\$310,001 and up	37	10.22%	63.4	300.0	36.0	12.0	60.0	
MSI:	6.5			10.9	4.3	6.2	16.8	
Total Active Inventory:	362			165	141	42	14	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

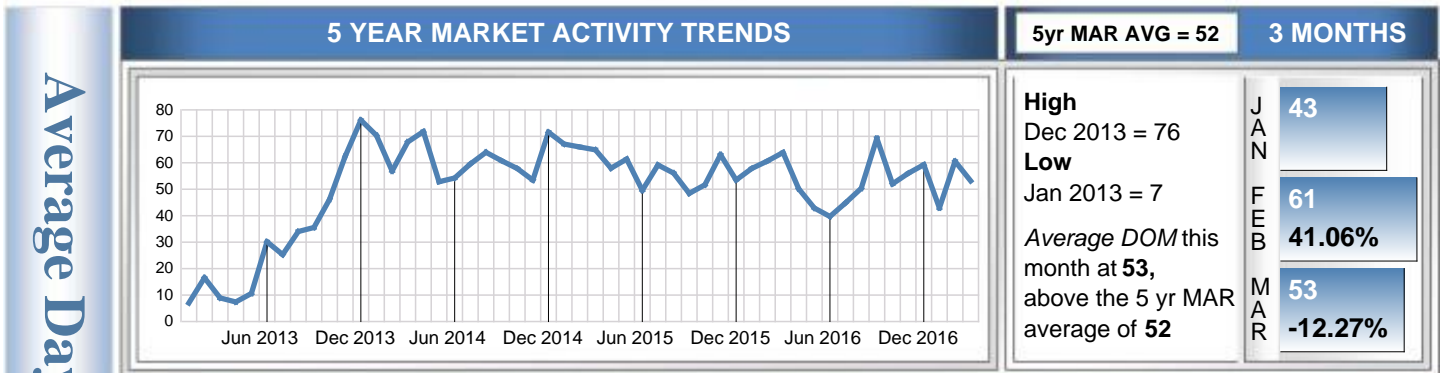
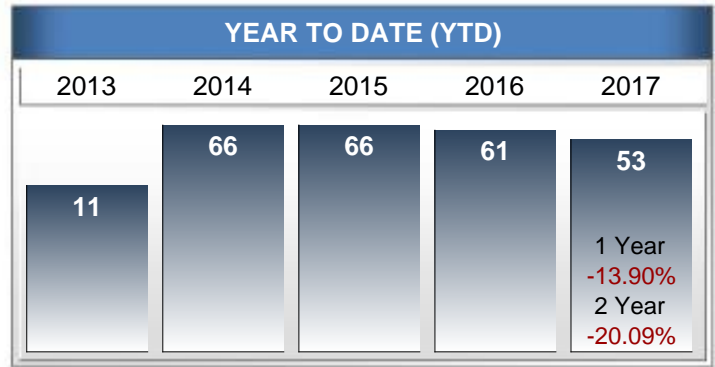
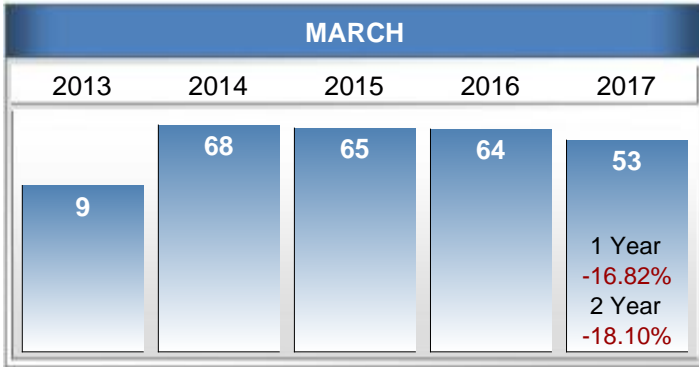
Closed Sales as of Apr 11, 2017



### Average Days on Market to Sale

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



Average Days on Market

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	3.23%	42.5	42.5	0.0	0.0	0.0
\$10,001 - \$20,000	8	12.90%	33.4	28.7	47.5	0.0	0.0
\$20,001 - \$40,000	14	22.58%	42.8	46.0	31.0	61.0	0.0
\$40,001 - \$80,000	12	19.35%	73.6	84.8	62.0	86.0	0.0
\$80,001 - \$130,000	11	17.74%	39.9	50.0	37.1	29.0	0.0
\$130,001 - \$160,000	8	12.90%	62.4	34.0	40.4	131.5	0.0
\$160,001 and up	7	11.29%	74.7	38.0	84.6	62.0	0.0
Average Closed DOM:				47.5	50.2	81.0	0.0
Total Closed Units:				24	30	8	
Total Closed Volume:				1.84M	2.93M	847.30K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

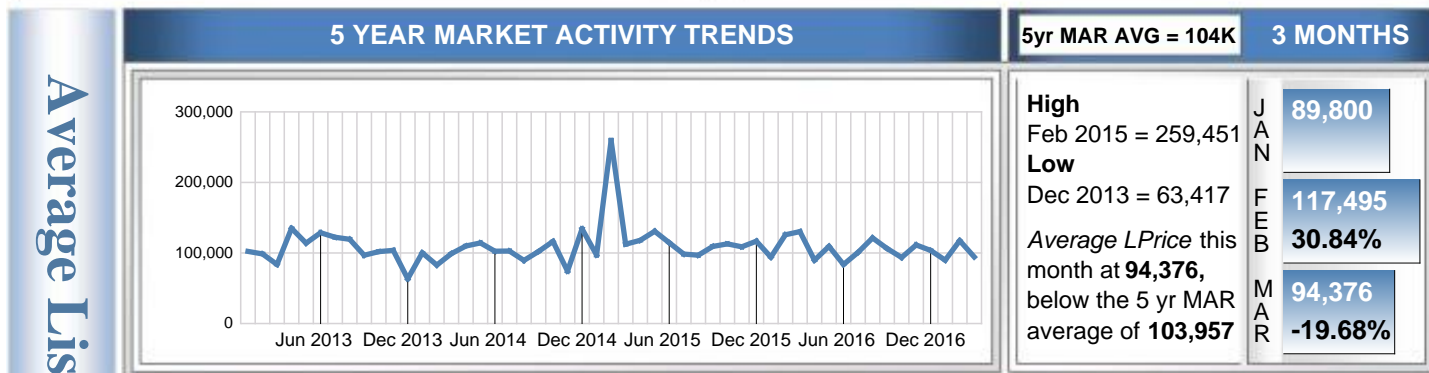
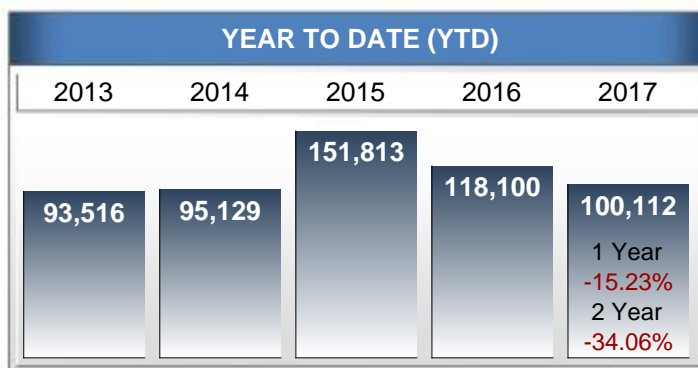
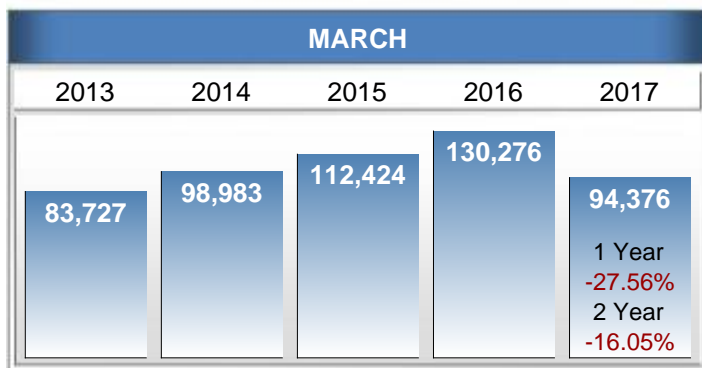
Closed Sales as of Apr 11, 2017



### Average List Price at Closing

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



Average List Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

### 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	11,750	0	0	0
\$10,001 \$20,000	7		11.29%	15,686	22,450	17,200	0	0
\$20,001 \$40,000	17		27.42%	30,430	34,005	33,616	24,900	0
\$40,001 \$80,000	12		19.35%	60,167	52,000	61,867	60,700	0
\$80,001 \$130,000	11		17.74%	104,827	116,467	101,971	89,900	0
\$130,001 \$160,000	7		11.29%	148,086	169,000	144,340	157,450	0
\$160,001 and up	8		12.90%	289,063	840,000	203,700	285,000	0
Average List Price:	\$94,376				\$81,776	\$100,923	\$107,625	\$0
Total Closed Units:	62				24	30	8	
Total List Volume:	5,851,313				1.96M	3.03M	861.00K	0.00B





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

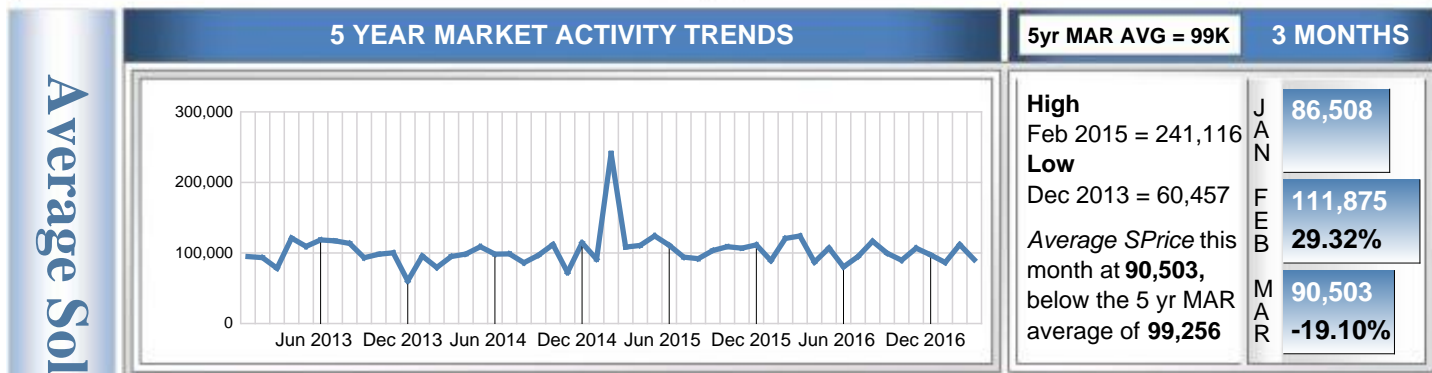
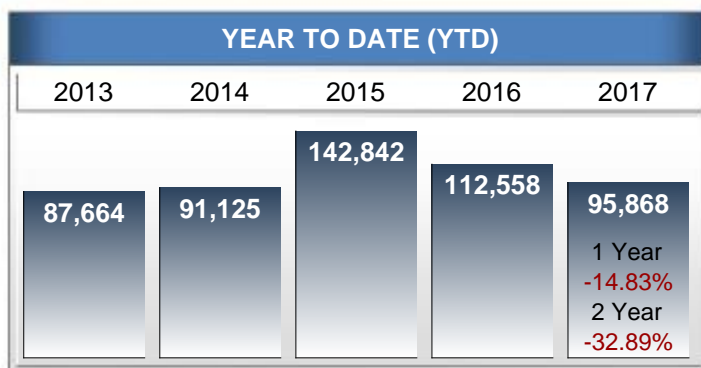
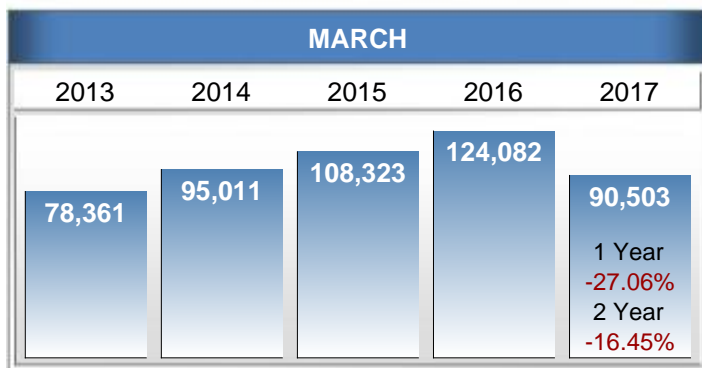
Closed Sales as of Apr 11, 2017



### Average Sold Price at Closing

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



Average Sold Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

#### 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	3.23%	8,750	8,750	0	0	0
\$10,001 \$20,000	8	12.90%	17,238	17,250	17,200	0	0
\$20,001 \$40,000	14	22.58%	30,376	32,129	30,093	24,950	0
\$40,001 \$80,000	12	19.35%	58,492	54,750	60,250	60,700	0
\$80,001 \$130,000	11	17.74%	101,573	105,300	101,057	94,000	0
\$130,001 \$160,000	8	12.90%	147,225	158,000	142,960	152,500	0
\$160,001 and up	7	11.29%	290,500	800,000	191,300	277,000	0
Average Closed Price:	\$90,503			\$76,617	\$97,502	\$105,913	\$0
Total Closed Units:	62			24	30	8	
Total Closed Volume:	5,611,166			1.84M	2.93M	847.30K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

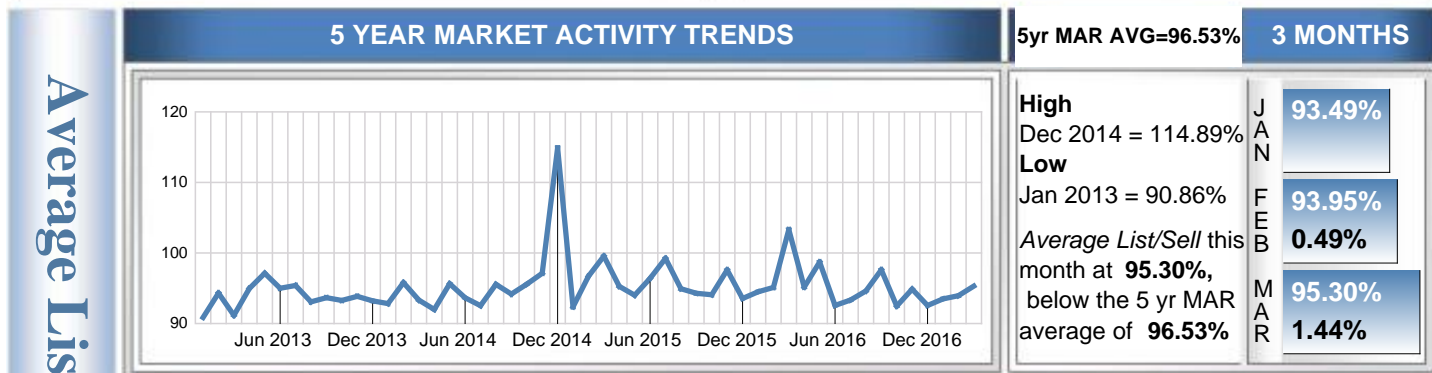
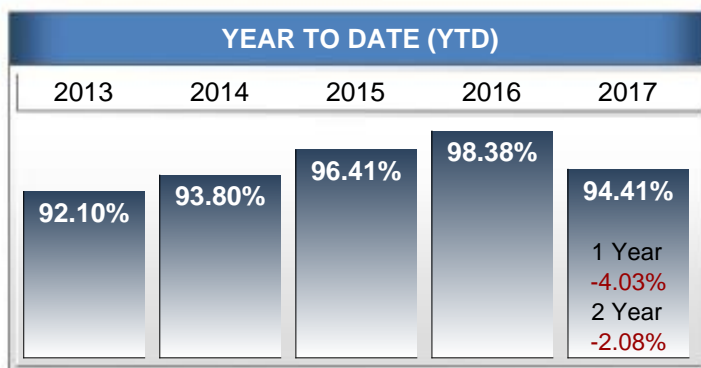
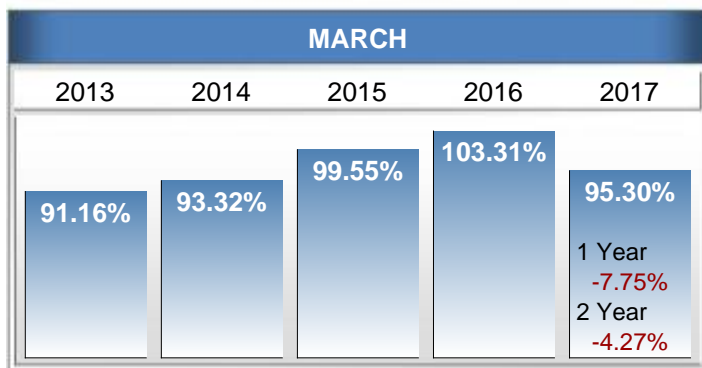
Closed Sales as of Apr 11, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



Average List/Sell Price

Ready to Buy or Sell Real Estate?  
Contact an experienced REALTOR

#### 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	3.23%	75.09%	75.09%	0.00%	0.00%	0.00%
\$10,001 \$20,000	8	12.90%	85.09%	80.12%	100.00%	0.00%	0.00%
\$20,001 \$40,000	14	22.58%	94.90%	95.16%	92.40%	100.20%	0.00%
\$40,001 \$80,000	12	19.35%	102.61%	112.61%	96.82%	100.00%	0.00%
\$80,001 \$130,000	11	17.74%	97.33%	90.62%	99.17%	104.56%	0.00%
\$130,001 \$160,000	8	12.90%	97.82%	93.49%	99.08%	96.84%	0.00%
\$160,001 and up	7	11.29%	94.97%	95.24%	94.47%	97.19%	0.00%
Average List/Sell Ratio: 95.30%				92.00%	96.83%	99.48%	0.00%
Total Closed Units: 62				24	30	8	
Total Closed Volume: 5,611,166				1.84M	2.93M	847.30K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## March 2017

Inventory as of Apr 11, 2017



### Market Summary

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



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

**Active Inventory** as of March 31, 2017 = 362

	MARCH			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	64	62	-3.13%	152	143	-5.92%
Pending Sales	62	61	-1.61%	170	176	3.53%
New Listings	135	122	-9.63%	356	342	-3.93%
Average List Price	130,276	94,376	-27.56%	118,100	100,112	-15.23%
Average Sale Price	124,082	90,503	-27.06%	112,558	95,868	-14.83%
Average Percent of List Price to Selling Price	103.31%	95.30%	-7.75%	98.38%	94.41%	-4.03%
Average Days on Market to Sale	63.89	53.15	-16.82%	61.17	52.67	-13.90%
Monthly Inventory	351	362	3.13%	351	362	3.13%
Months Supply of Inventory	6.97	6.48	-7.03%	6.97	6.48	-7.03%

