



February 2016

Area Delimited by County Of Muskogee

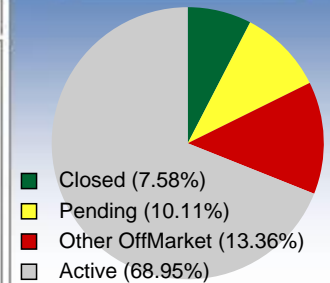


Absorption: Last 12 months, an Average of **49** Sales/Month

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%
Average List Price	259,451	125,843	-51.50%
Average Sale Price	241,116	120,601	-49.98%
Average Percent of List Price to Selling Price	96.69%	95.12%	-1.63%
Average Days on Market to Sale	65.97	60.67	-8.04%
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.

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 **49.98%** in February 2016 to \$120,601 versus the previous year at \$241,116.

Average Days on Market Shortens

The average number of **60.67** days that homes spent on the market before selling decreased by 5.31 days or **8.04%** in February 2016 compared to last year's same month at **65.97** DOM.

Sales Success for February 2016 is Positive

Overall, with Average Prices falling 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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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February 2016

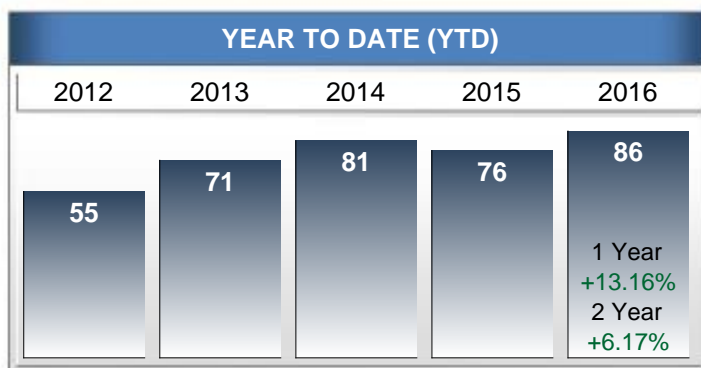
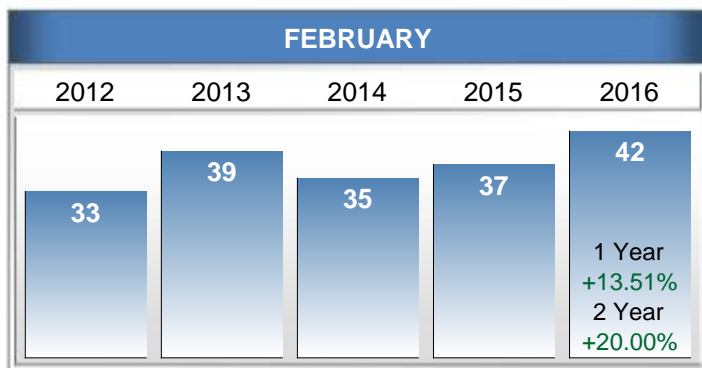
Closed Sales as of Mar 14, 2016



Closed Listings

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Area Delimited by County Of Muskogee



Closed Listings
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5yr FEB AVG = 37 **3 MONTHS**

High
Aug 2015 = 62

Low
Jun 2013 = 14

Closed Listing this month at **42**, above the 5 yr FEB average of **37**

DEC	52
JAN	44
FEB	42
-15.38%	
-4.55%	

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	11.90%	34.8	1	2	2	0
\$20,001 \$40,000	4	9.52%	73.8	4	0	0	0
\$40,001 \$80,000	6	14.29%	59.5	3	3	0	0
\$80,001 \$130,000	10	23.81%	66.4	1	8	1	0
\$130,001 \$150,000	6	14.29%	47.3	1	4	1	0
\$150,001 \$190,000	6	14.29%	76.0	0	3	3	0
\$190,001 and up	5	11.90%	63.6	0	2	3	0
Total Closed Units: 42				60.7			
Total Closed Volume: 5,065,240				10	22	10	0.00B
Average Closed Price: \$120,601				599,24K	2.57M	1.89M	\$0
				\$59,924	\$116,886	\$189,450	



Monthly Inventory Analysis

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February 2016

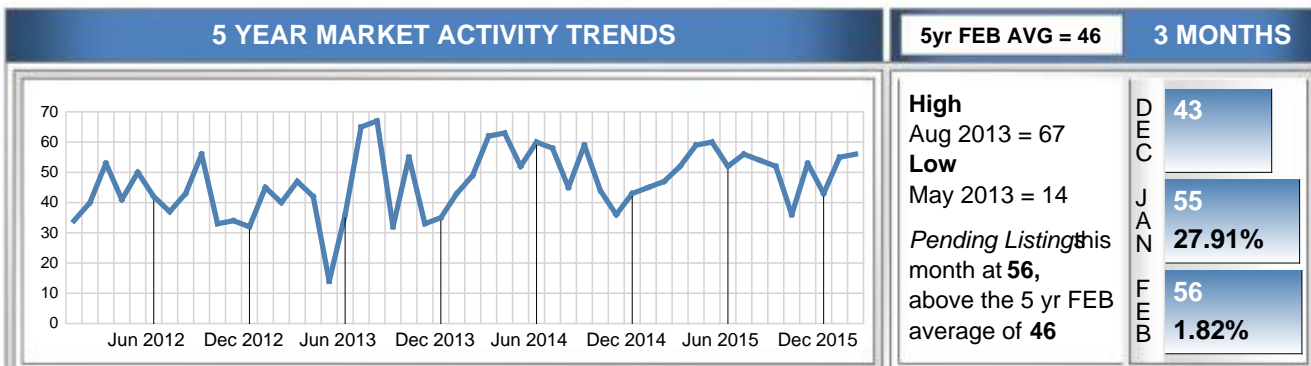
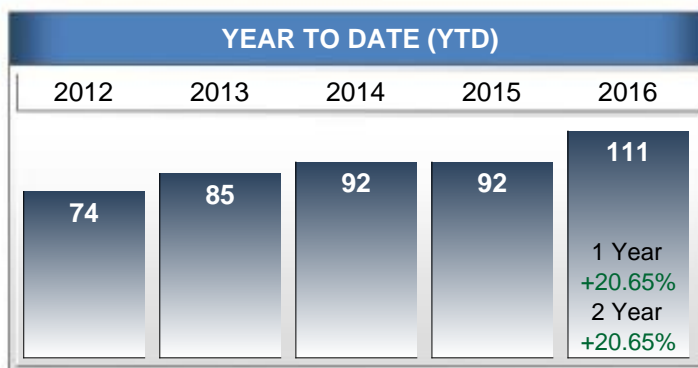
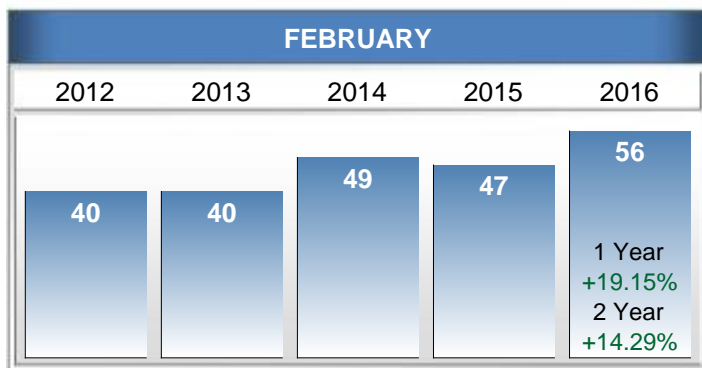
Pending Listings as of Mar 14, 2016



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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	5	8.93%	110.2	2	3	0	0
\$30,001 - \$40,000	5	8.93%	33.2	1	3	1	0
\$40,001 - \$80,000	10	17.86%	46.7	1	7	1	1
\$80,001 - \$120,000	10	17.86%	37.9	1	9	0	0
\$120,001 - \$150,000	13	23.21%	56.1	0	12	1	0
\$150,001 - \$270,000	7	12.50%	66.7	0	5	2	0
\$270,001 and up	6	10.71%	51.8	1	3	1	1
Total Pending Units:	56		64.7	6	42	6	2
Total Pending Volume:	7,092,787			570.30K	5.20M	835.30K	491.20K
Average Listing Price:	\$73,600			\$95,050	\$123,714	\$139,217	\$245,600



Monthly Inventory Analysis

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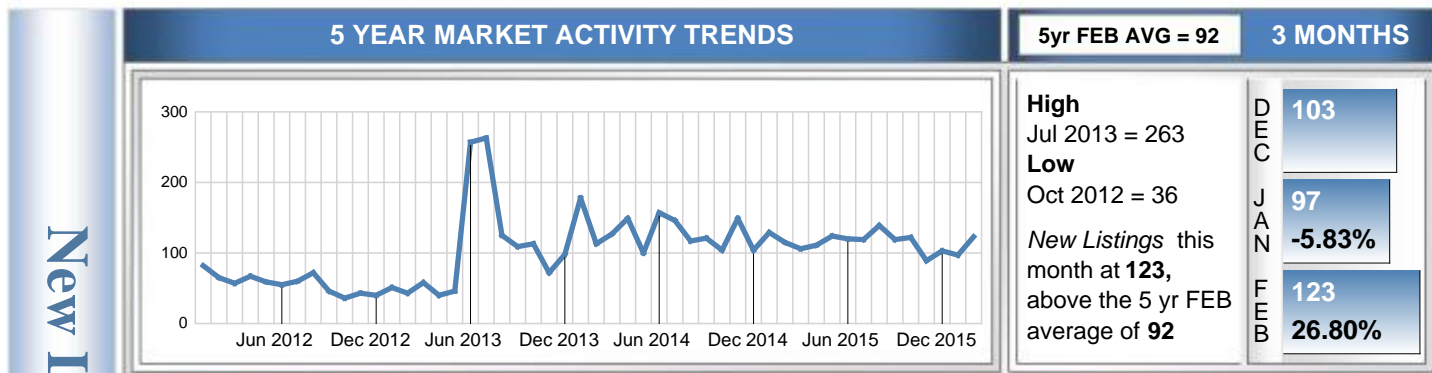
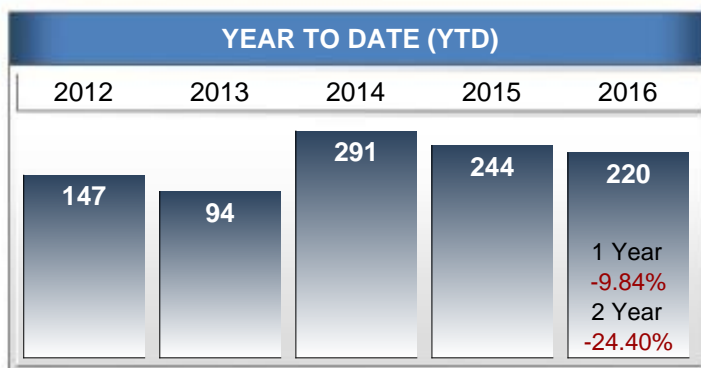
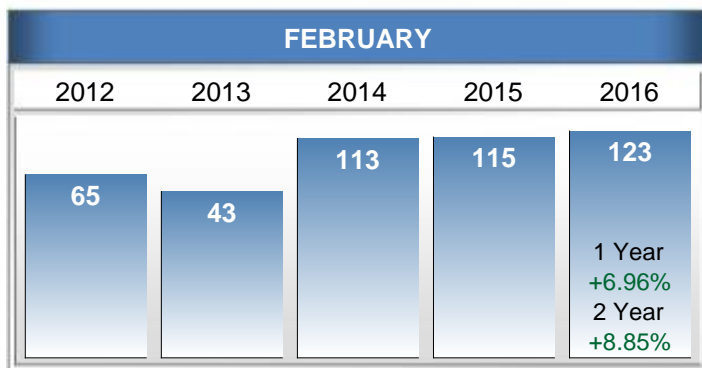
New Listings as of Mar 14, 2016



New Listings

Report Produced on: Mar 14, 2016

Area Delimited by County Of Muskogee



New Listings

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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+	
\$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
Average New Listed Listing Price:			\$0	\$188,193	\$119,780	\$186,950	\$96,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

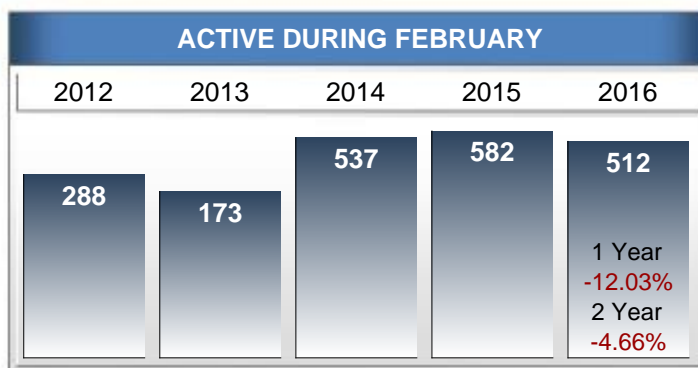
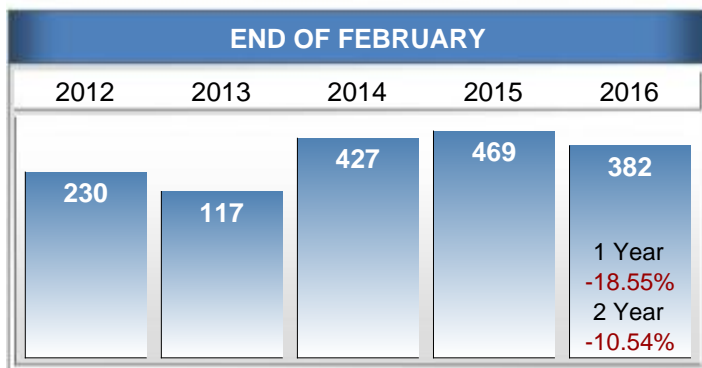
Active Inventory as of Mar 14, 2016



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 5yr Avg)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	32	8.38%	46.0	30	1	0	1		
\$20,001 \$30,000	31	8.12%	100.6	28	2	1	0		
\$30,001 \$60,000	76	19.90%	77.8	49	22	5	0		
\$60,001 \$120,000	102	26.70%	76.6	30	64	8	0		
\$120,001 \$170,000	50	13.09%	78.5	11	29	10	0		
\$170,001 \$280,000	53	13.87%	78.9	9	26	14	4		
\$280,001 and up	38	9.95%	80.4	19	7	12	0		
Total Active Inventory by Units:				382	77.2	176	151	50	5
Total Active Inventory by Volume:				55,822,302		24.82M	18.74M	11.44M	827.80K
Average Active Inventory Listing Price:				\$146,132		\$141,010	\$124,078	\$228,820	\$165,560



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2016

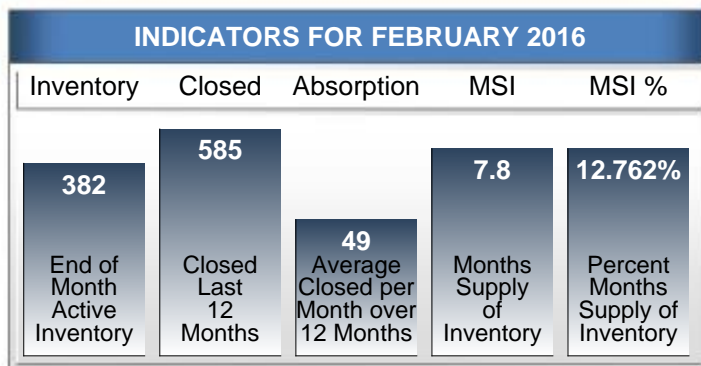
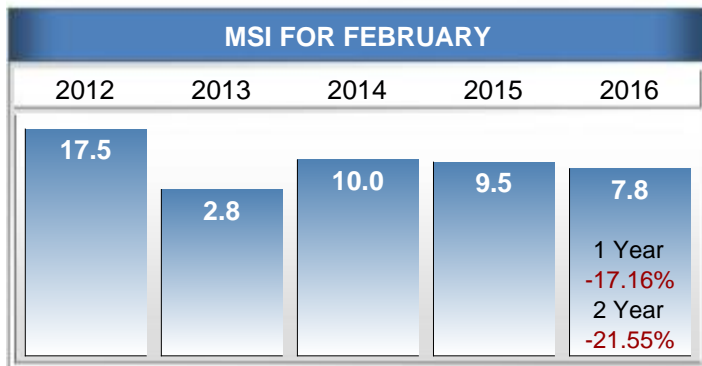
Active Inventory as of Mar 14, 2016



Months Supply of Inventory

Report Produced on: Mar 14, 2016

Area Delimited by County Of Muskogee



Months Supply

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5yr FEB AVG = 9.5 **3 MONTHS**

High
Jan 2012 = 21.3

Low
Apr 2013 = 2.4

Months Supply this month at **7.8**, below the 5 yr FEB average of **9.5**

D E C	8.4
J A N	8.1
F E B	7.8
	-2.89%

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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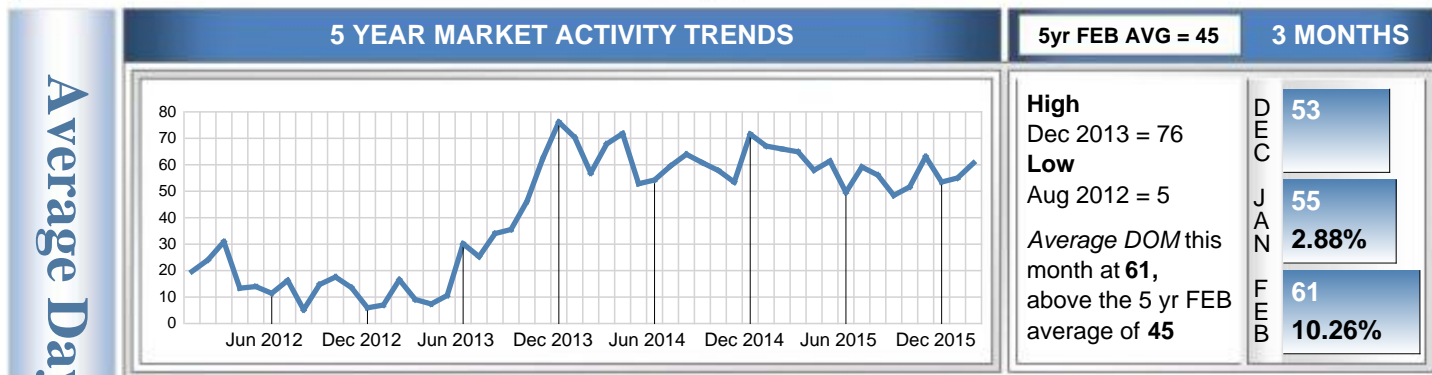
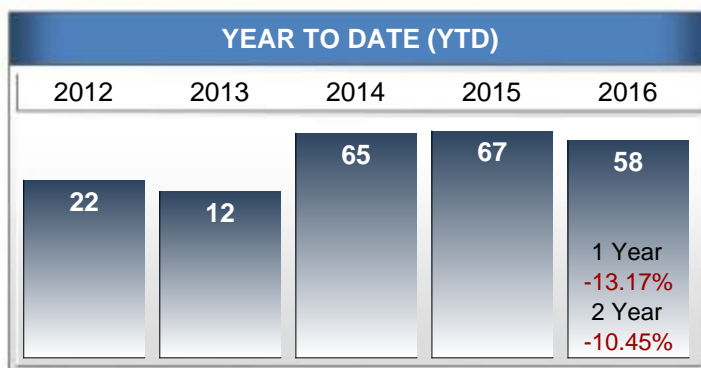
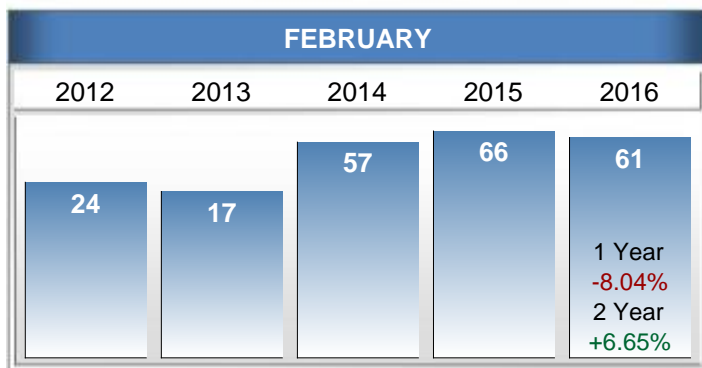
Closed Sales as of Mar 14, 2016



Average Days on Market to Sale

Report Produced on: Mar 14, 2016

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+
\$20,000 and less	5	11.90%	34.8	45.0	23.5	41.0	0.0
\$20,001 \$40,000	4	9.52%	73.8	73.8	0.0	0.0	0.0
\$40,001 \$80,000	6	14.29%	59.5	88.3	30.7	0.0	0.0
\$80,001 \$130,000	10	23.81%	66.4	20.0	64.4	129.0	0.0
\$130,001 \$150,000	6	14.29%	47.3	43.0	22.3	152.0	0.0
\$150,001 \$190,000	6	14.29%	76.0	0.0	84.3	67.7	0.0
\$190,001 and up	5	11.90%	63.6	0.0	66.5	61.7	0.0
Average Closed DOM: 60.7				66.8	51.3	75.1	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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February 2016

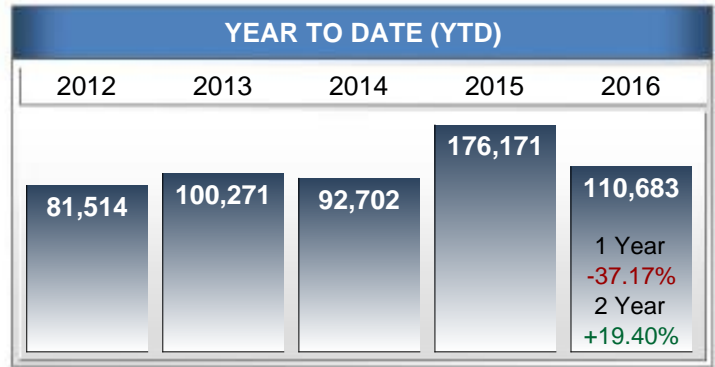
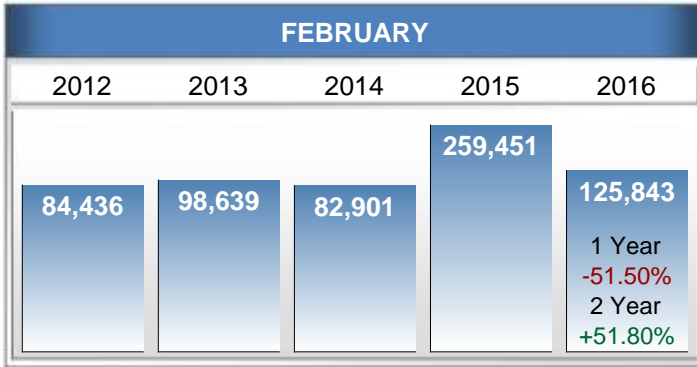
Closed Sales as of Mar 14, 2016



Average List Price at Closing

Report Produced on: Mar 14, 2016

Area Delimited by County Of Muskogee



Average List Price

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



5yr FEB AVG = 130K **3 MONTHS**

High
Feb 2015 = 259,451

Low
Dec 2013 = 63,417

Average LPrice this month at **125,843**, below the 5 yr FEB average of **130,254**

D E C	116,708
J A N	96,212
F E B	125,843
-17.56%	
30.80%	

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+
\$20,000 and less	3	7.14%	10,667	15,000	15,500	19,250	0
\$20,001 \$40,000	5	11.90%	32,260	39,450	0	0	0
\$40,001 \$80,000	5	11.90%	57,160	65,000	73,600	0	0
\$80,001 \$130,000	10	23.81%	110,290	139,900	116,738	129,900	0
\$130,001 \$150,000	8	19.05%	141,200	139,900	143,750	134,900	0
\$150,001 \$190,000	6	14.29%	172,333	0	173,067	171,600	0
\$190,001 and up	5	11.90%	307,960	0	205,950	375,967	0
Average List Price:	\$125,843			\$64,760	\$122,355	\$194,600	\$0
Total Closed Units:	42			10	22	10	
Total List Volume:	5,285,400			647.60K	2.69M	1.95M	0.00B



Monthly Inventory Analysis

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February 2016

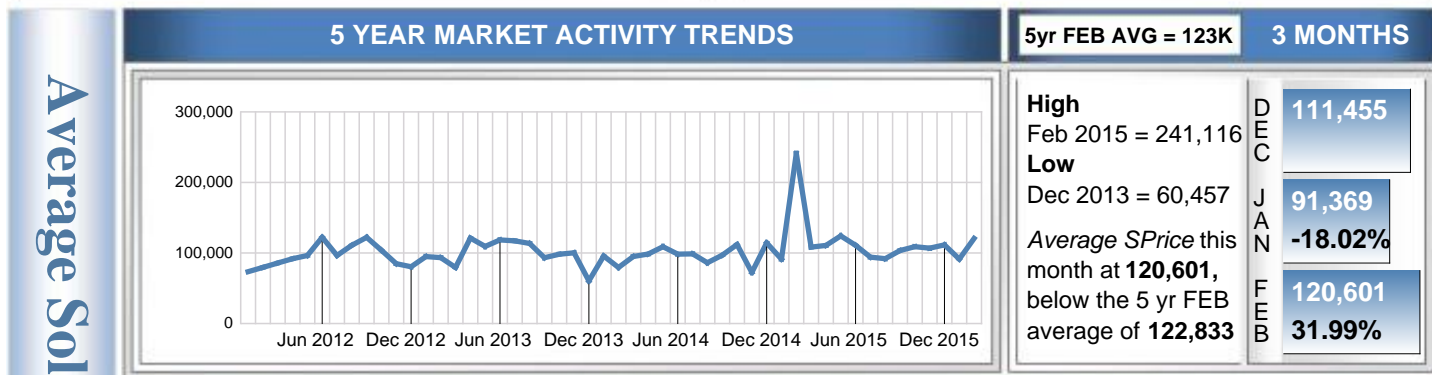
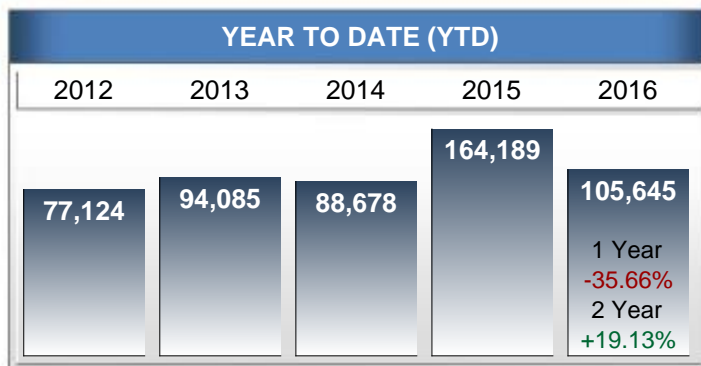
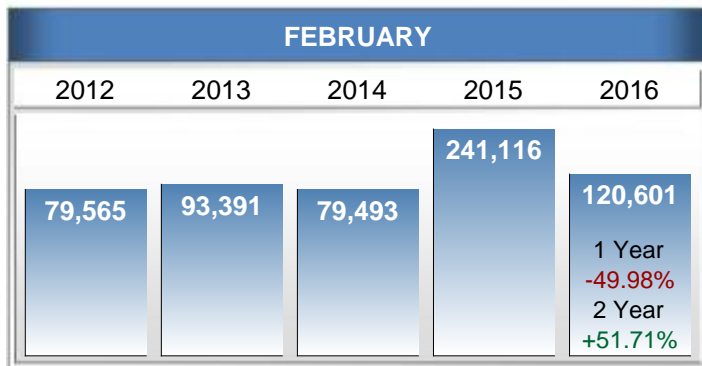
Closed Sales as of Mar 14, 2016



Average Sold Price at Closing

Report Produced on: Mar 14, 2016

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+
\$20,000 and less	5		11.90%	14,500	15,000	13,250	15,500	0
\$20,001 \$40,000	4		9.52%	34,295	34,295	0	0	0
\$40,001 \$80,000	6		14.29%	65,483	62,333	68,633	0	0
\$80,001 \$130,000	10		23.81%	111,941	126,060	108,525	125,150	0
\$130,001 \$150,000	6		14.29%	139,758	134,000	141,000	140,550	0
\$150,001 \$190,000	6		14.29%	168,700	0	169,467	167,933	0
\$190,001 and up	5		11.90%	298,500	0	199,250	364,667	0
Average Closed Price:		\$120,601			\$59,924	\$116,886	\$189,450	\$0
Total Closed Units:		42			10	22	10	0
Total Closed Volume:		5,065,240			599.24K	2.57M	1.89M	0.00B



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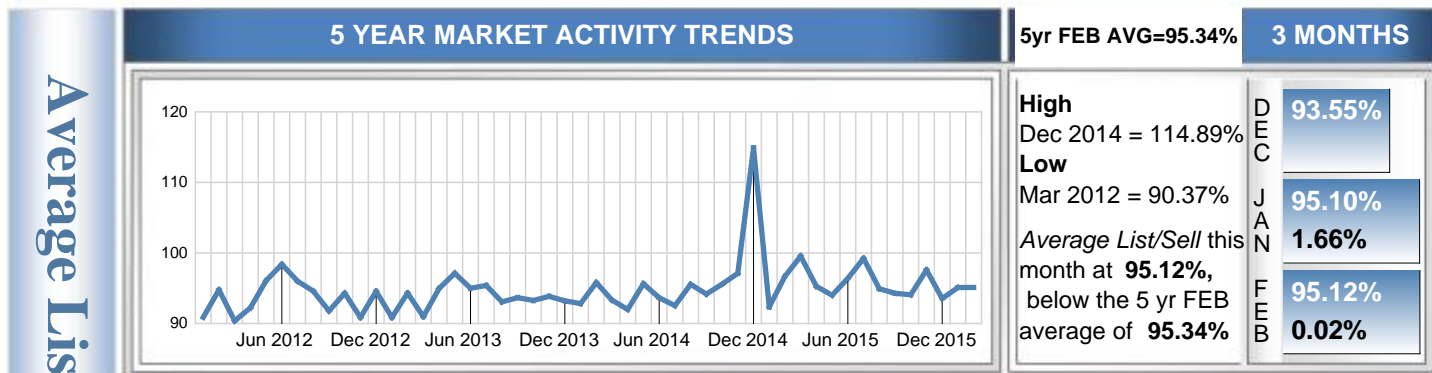
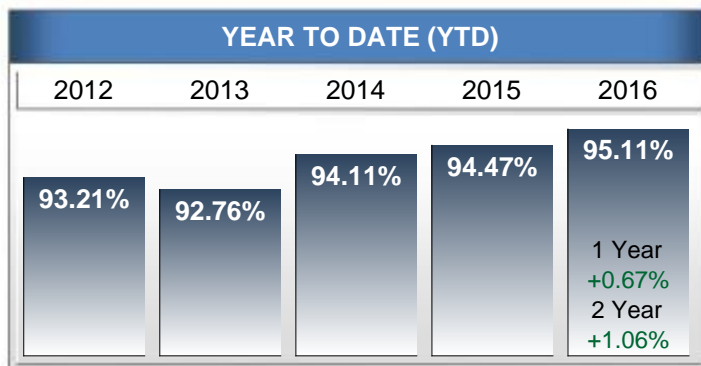
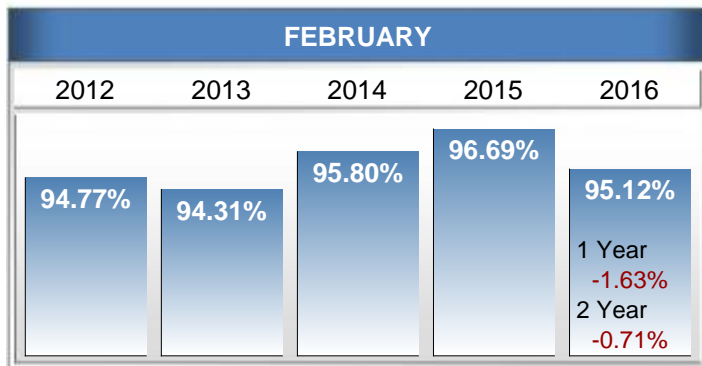
Closed Sales as of Mar 14, 2016



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+
\$20,000 and less	5	11.90%	94.75%	100.00%	100.50%	86.36%	0.00%
\$20,001 \$40,000	4	9.52%	87.73%	87.73%	0.00%	0.00%	0.00%
\$40,001 \$80,000	6	14.29%	95.36%	95.46%	95.26%	0.00%	0.00%
\$80,001 \$130,000	10	23.81%	93.39%	90.11%	93.43%	96.34%	0.00%
\$130,001 \$150,000	6	14.29%	98.70%	95.78%	98.06%	104.19%	0.00%
\$150,001 \$190,000	6	14.29%	97.90%	0.00%	97.95%	97.86%	0.00%
\$190,001 and up	5	11.90%	96.91%	0.00%	96.78%	97.00%	0.00%
Average List/Sell Ratio: 95.10%				92.32%	96.08%	95.78%	0.00%
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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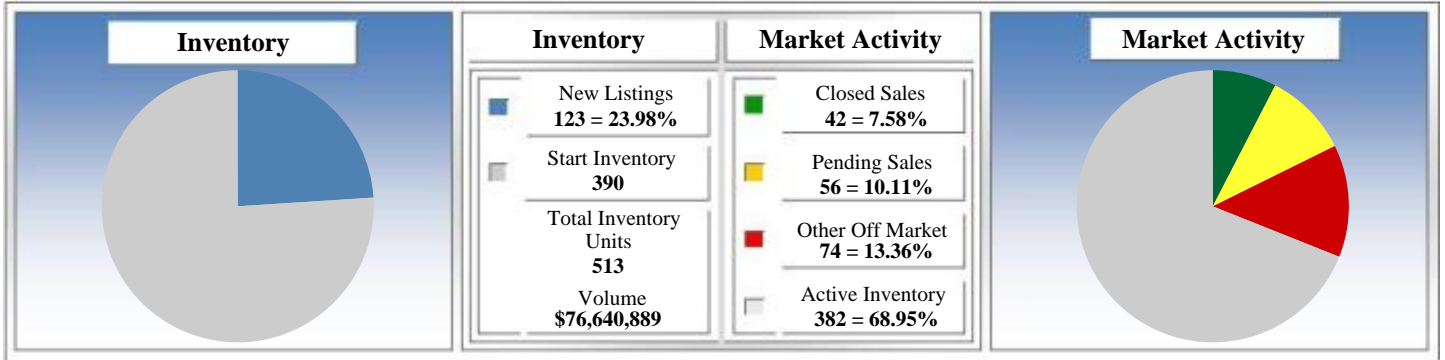
Inventory as of Mar 14, 2016



Market Summary

Report Produced on: Mar 14, 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

Closed Sales
 Pending Sales
 New Listings
 Average List Price
 Average Sale Price
 Average Percent of List Price to Selling Price
 Average Days on Market to Sale
 Monthly Inventory
 Months Supply of Inventory

	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%
Average List Price	259,451	125,843	-51.50%	176,171	110,683	-37.17%
Average Sale Price	241,116	120,601	-49.98%	164,189	105,645	-35.66%
Average Percent of List Price to Selling Price	96.69%	95.12%	-1.63%	94.47%	95.11%	0.67%
Average Days on Market to Sale	65.97	60.67	-8.04%	66.54	57.78	-13.17%
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%

