



January 2016

Area Delimited by County Of Muskogee

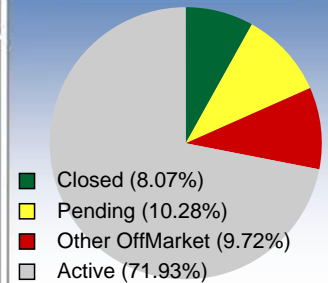


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of January 31, 2016 = **392**

	JANUARY		
	2015	2016	+/- %
Closed Listings	39	44	12.82%
Pending Listings	45	56	24.44%
New Listings	129	96	-25.58%
Median List Price	78,000	72,450	-7.12%
Median Sale Price	80,000	62,500	-21.88%
Median Percent of List Price to Selling Price	95.09%	96.67%	1.66%
Median Days on Market to Sale	62.00	39.00	-37.10%
End of Month Inventory	473	392	-17.12%
Months Supply of Inventory	9.57	8.11	-15.27%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 15, 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 January 2016 decreased **17.12%** to 392 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **8.11** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **21.88%** in January 2016 to \$62,500 versus the previous year at \$80,000.

Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 23.00 days or **37.10%** in January 2016 compared to last year's same month at **62.00** DOM.

Sales Success for January 2016 is Positive

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

There were 96 New Listings in January 2016, down **25.58%** from last year at 129. Furthermore, there were 44 Closed Listings this month versus last year at 39, a **12.82%** increase.

Closed versus Listed trends yielded a **45.8%** ratio, up from last year's January 2016 at **30.2%**, a **51.60%** 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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January 2016

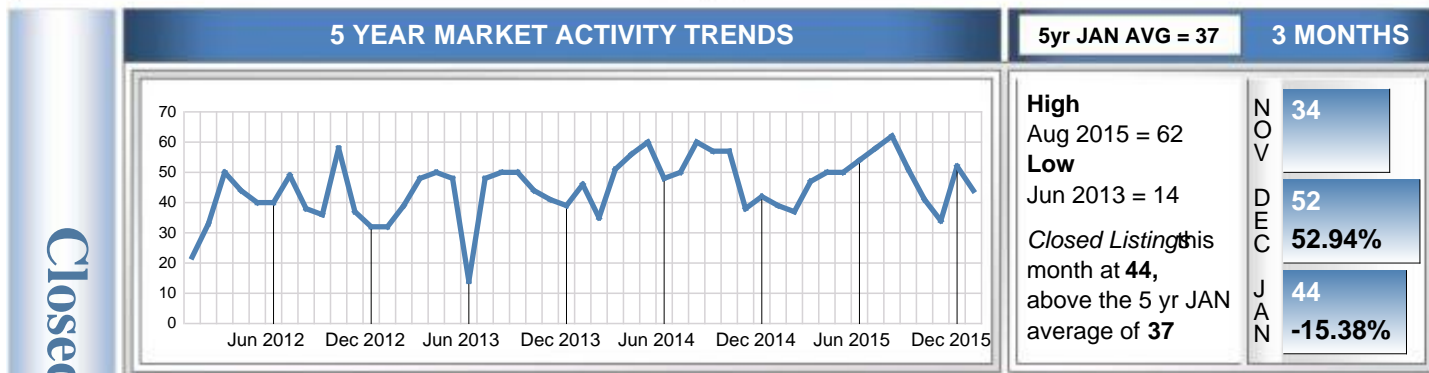
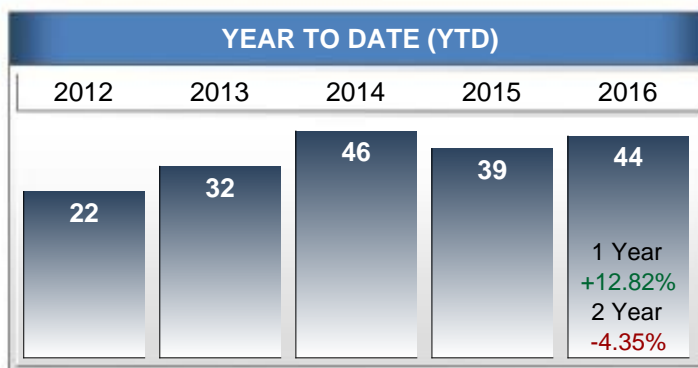
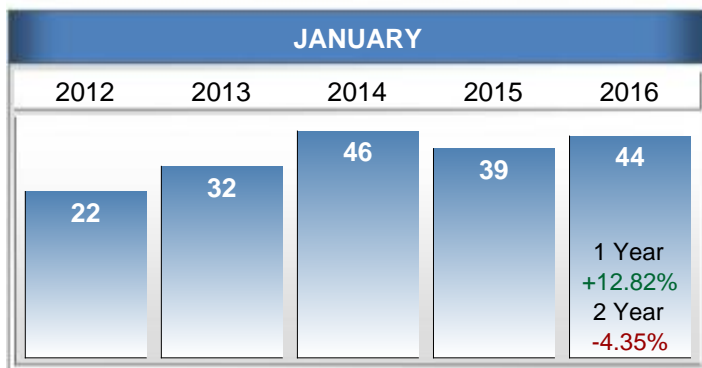
Closed Sales as of Feb 15, 2016



Closed Listings

Report Produced on: Feb 15, 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+
\$10,000 and less	3	6.82%	27.0	3	0	0	0
\$10,001 - \$20,000	5	11.36%	27.0	5	0	0	0
\$20,001 - \$40,000	8	18.18%	70.5	2	4	2	0
\$40,001 - \$80,000	9	20.45%	28.0	2	5	2	0
\$80,001 - \$150,000	9	20.45%	46.0	1	7	1	0
\$150,001 - \$210,000	5	11.36%	15.0	0	3	2	0
\$210,001 and up	5	11.36%	139.0	0	3	2	0
Total Closed Units:	44		39.0	13	22	9	0.00B
Total Closed Volume:	4,020,250			393.40K	2.43M	1.20M	0.00B
Median Closed Price:	\$62,500			\$14,900	\$87,450	\$134,000	\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

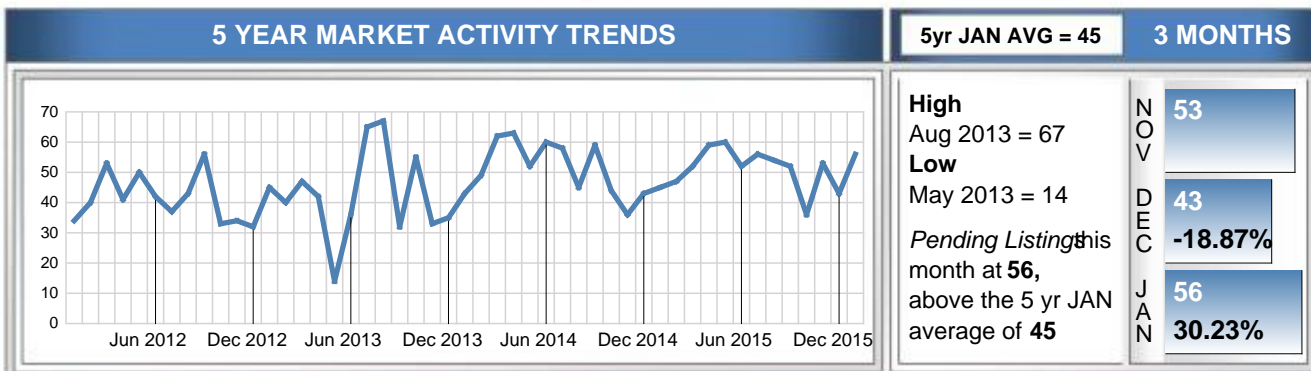
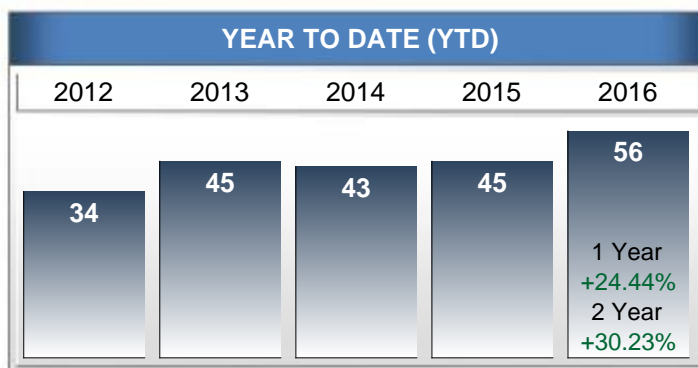
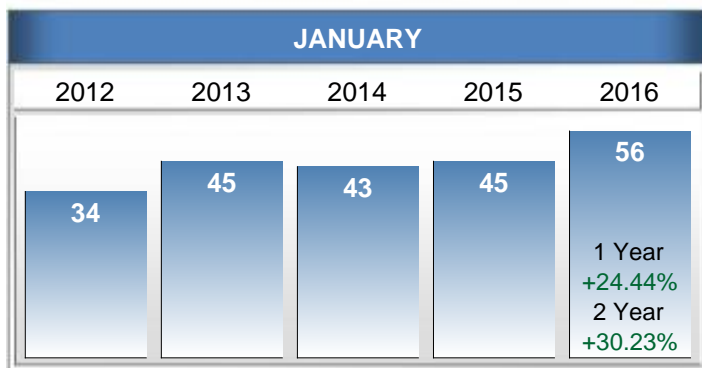
Pending Listings as of Feb 15, 2016



Pending Listings

Report Produced on: Feb 15, 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	6	10.71%	24.0	2	2	2	0	
\$30,001 - \$40,000	6	10.71%	56.0	2	2	2	0	
\$40,001 - \$80,000	9	16.07%	47.0	5	3	1	0	
\$80,001 - \$130,000	12	21.43%	64.0	0	11	1	0	
\$130,001 - \$170,000	10	17.86%	12.0	3	6	1	0	
\$170,001 - \$210,000	5	8.93%	129.0	1	3	1	0	
\$210,001 and up	8	14.29%	114.5	1	3	4	0	
Total Pending Units: 56				45.0	14	30	12	
Total Pending Volume: 6,471,646					1.21M	3.69M	1.57M	0.00B
Median Listing Price: \$119,000					\$51,450	\$124,750	\$139,450	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

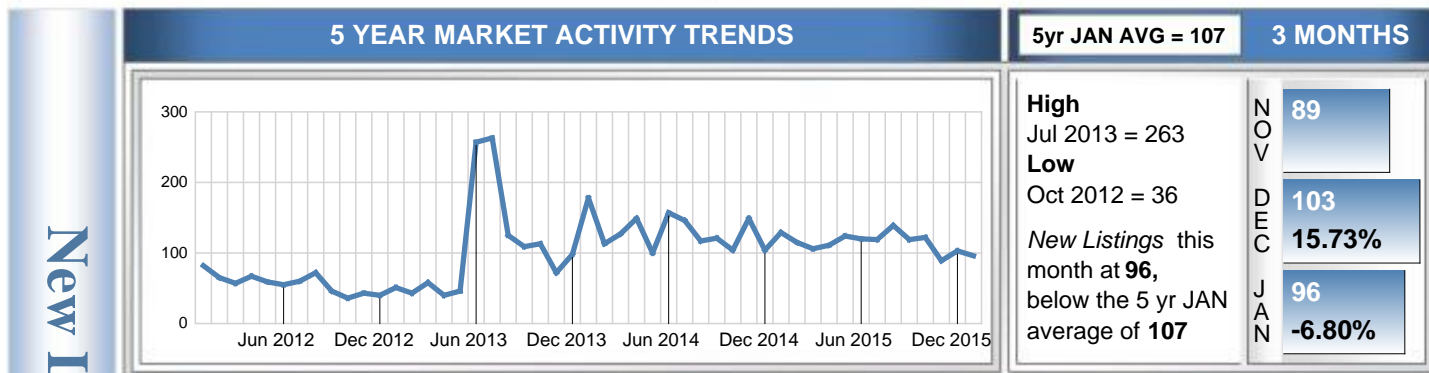
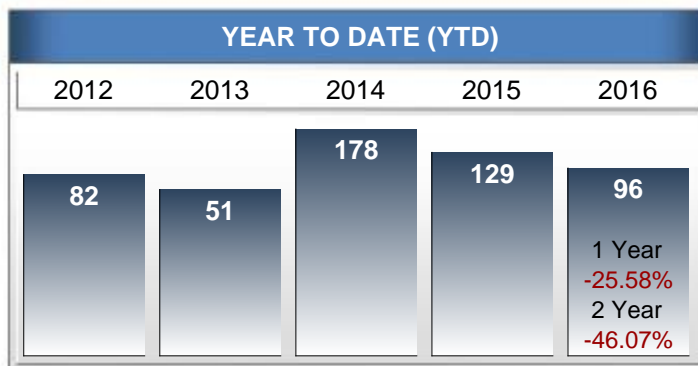
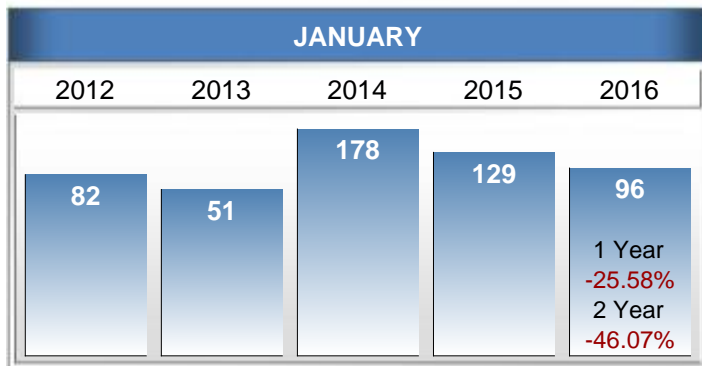
New Listings as of Feb 15, 2016



New Listings

Report Produced on: Feb 15, 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+
\$30,000 and less	9	9.38%	6	3	0	0
\$30,001 - \$40,000	10	10.42%	5	4	1	0
\$40,001 - \$60,000	12	12.50%	7	4	1	0
\$60,001 - \$120,000	26	27.08%	7	17	2	0
\$120,001 - \$160,000	18	18.75%	4	11	3	0
\$160,001 - \$210,000	10	10.42%	1	7	2	0
\$210,001 and up	11	11.46%	1	8	2	0

Total New Listed Units:	96	31	54	11	
Total New Listed Volume:	11,198,247	2.43M	7.14M	1.62M	0.00B
Median New Listed Listing Price:	\$95,000	\$52,000	\$117,444	\$155,000	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

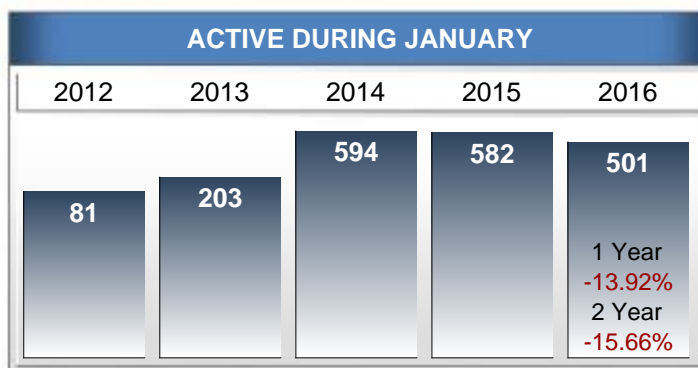
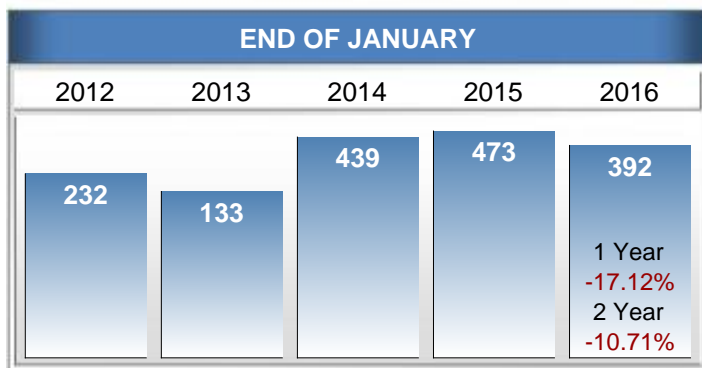
Active Inventory as of Feb 15, 2016



Active Inventory

Report Produced on: Feb 15, 2016

Area Delimited by County Of Muskogee



Active Inventory

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5yr JAN AVG = 334 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **392**, above the 5 yr JAN average of **334**

N O V	406
D E C	407
J A N	392
0.25%	
-3.69%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	38	9.69%	139.0	34	4	0	0		
\$20,001 \$30,000	29	7.40%	93.0	25	4	0	0		
\$30,001 \$60,000	75	19.13%	60.0	44	26	4	1		
\$60,001 \$120,000	98	25.00%	73.0	25	65	8	0		
\$120,001 \$170,000	59	15.05%	67.0	12	34	13	0		
\$170,001 \$280,000	53	13.52%	76.0	11	28	10	4		
\$280,001 and up	40	10.20%	93.0	17	11	11	1		
Total Active Inventory by Units:				392	80.0	168	172	46	6
Total Active Inventory by Volume:				57,657,946		23.59M	22.28M	10.47M	1.33M
Median Active Inventory Listing Price:				\$89,900		\$48,000	\$109,950	\$164,900	\$211,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

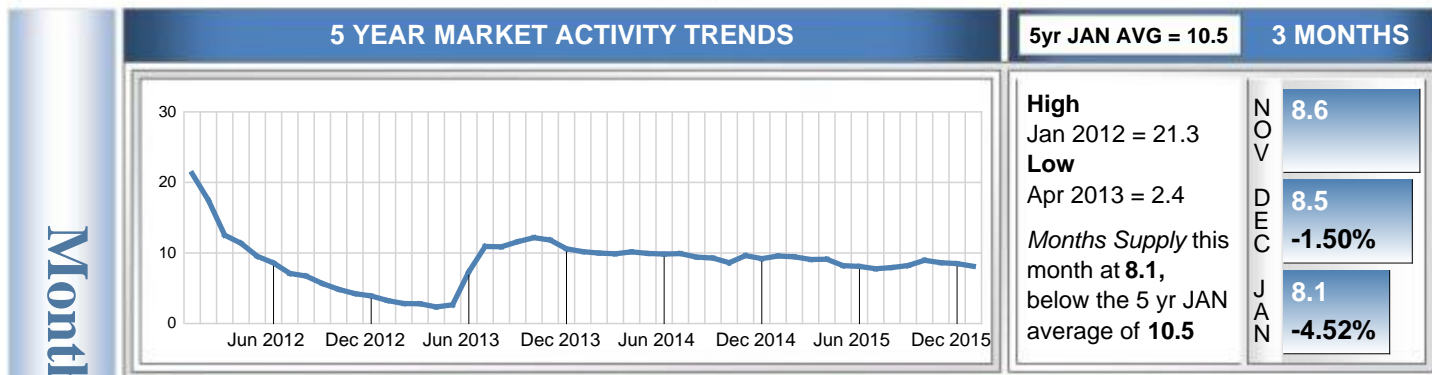
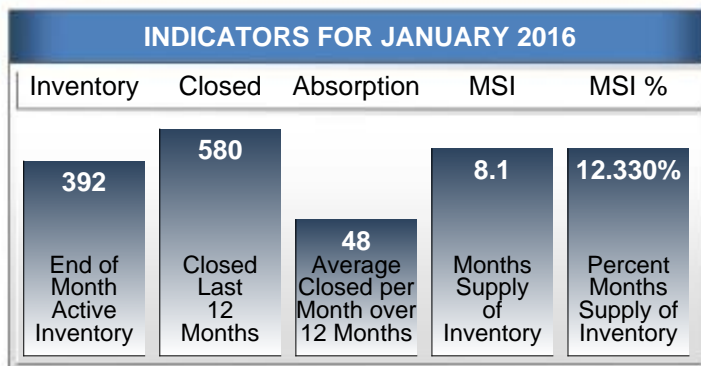
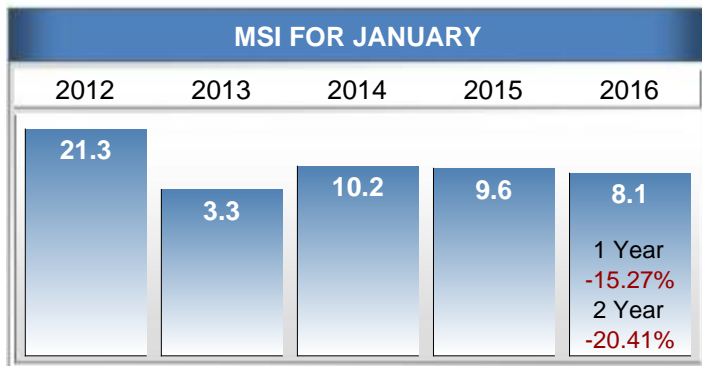
Active Inventory as of Feb 15, 2016



Months Supply of Inventory

Report Produced on: Feb 15, 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	38	9.69%	8.6	11.0	4.4	0.0	0.0
\$20,001 \$30,000	29	7.40%	8.7	12.5	3.4	0.0	0.0
\$30,001 \$60,000	75	19.13%	9.7	12.9	6.9	8.0	12.0
\$60,001 \$120,000	98	25.00%	6.2	11.1	5.4	6.0	0.0
\$120,001 \$170,000	59	15.05%	6.6	14.4	5.0	12.0	0.0
\$170,001 \$280,000	53	13.52%	8.7	22.0	9.9	3.9	24.0
\$280,001 and up	40	10.20%	19.2	22.7	33.0	12.0	12.0
MSI:	8.1			13.1	6.2	6.7	9.0
Total Active Inventory:	392			168	172	46	6



Monthly Inventory Analysis

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January 2016

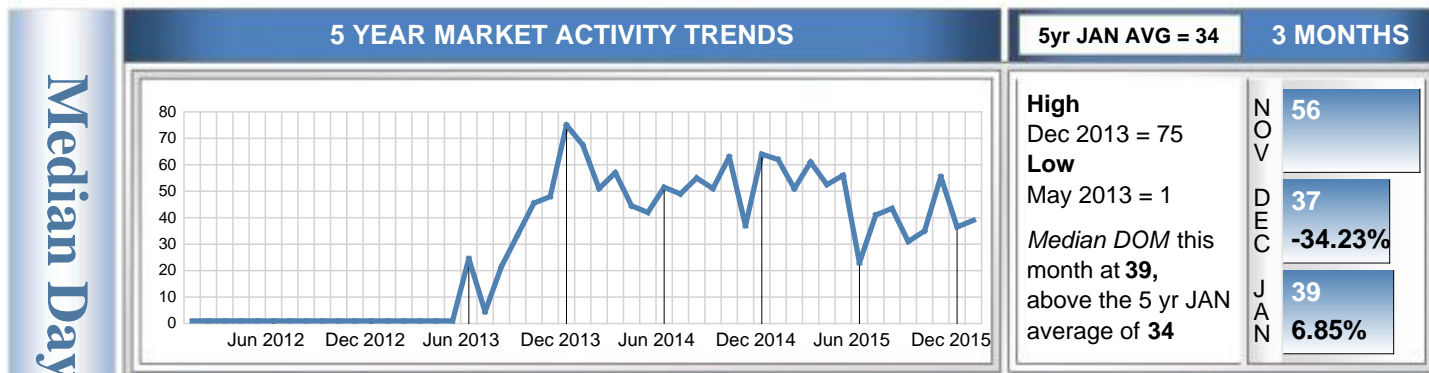
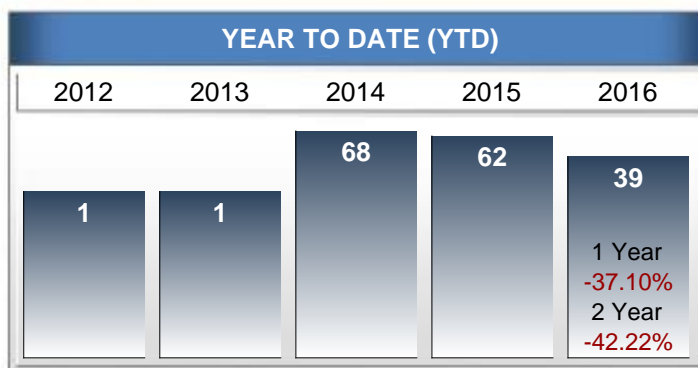
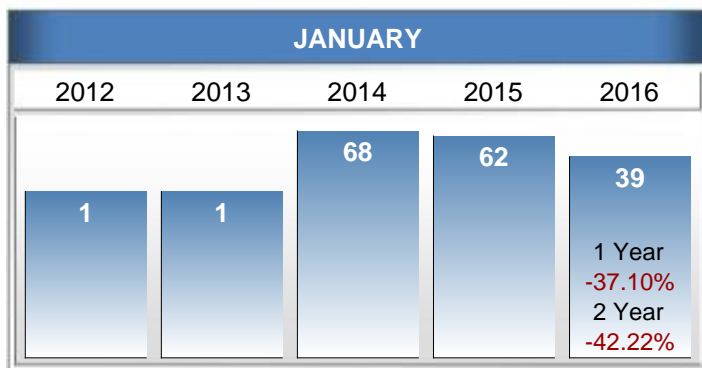
Closed Sales as of Feb 15, 2016



Median Days on Market to Sale

Report Produced on: Feb 15, 2016

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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+
\$10,000 and less	3			6.82%	27.0	27.0	0.0	0.0	0.0
\$10,001 \$20,000	5			11.36%	27.0	27.0	0.0	0.0	0.0
\$20,001 \$40,000	8			18.18%	70.5	106.5	33.5	70.5	0.0
\$40,001 \$80,000	9			20.45%	28.0	26.0	32.0	34.5	0.0
\$80,001 \$150,000	9			20.45%	46.0	129.0	46.0	22.0	0.0
\$150,001 \$210,000	5			11.36%	15.0	0.0	15.0	44.5	0.0
\$210,001 and up	5			11.36%	139.0	0.0	139.0	92.0	0.0
Median Closed DOM:	39.0					27.0	35.5	45.0	0.0
Total Closed Units:	44					13	22	9	0
Total Closed Volume:	4,020,250					393.40K	2.43M	1.20M	0.00B



Monthly Inventory Analysis

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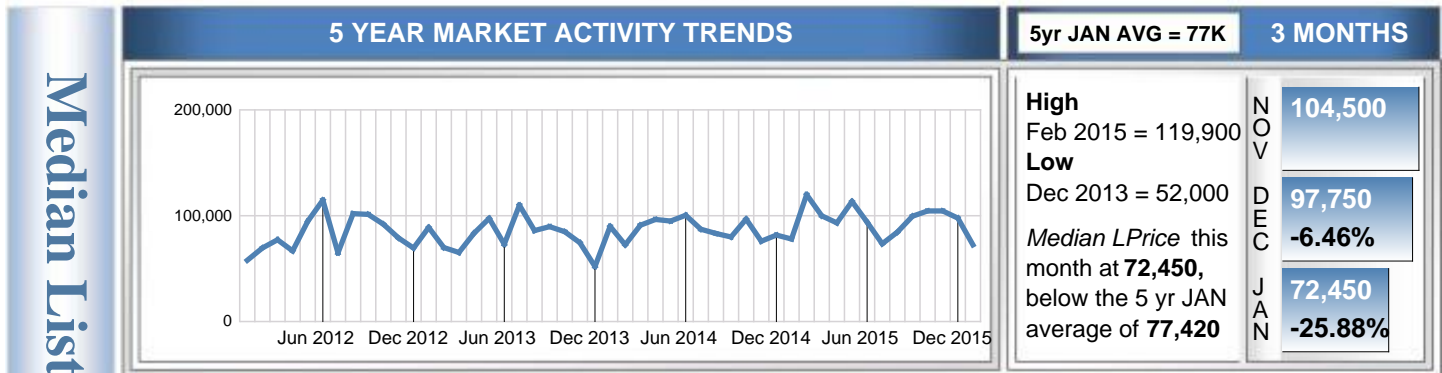
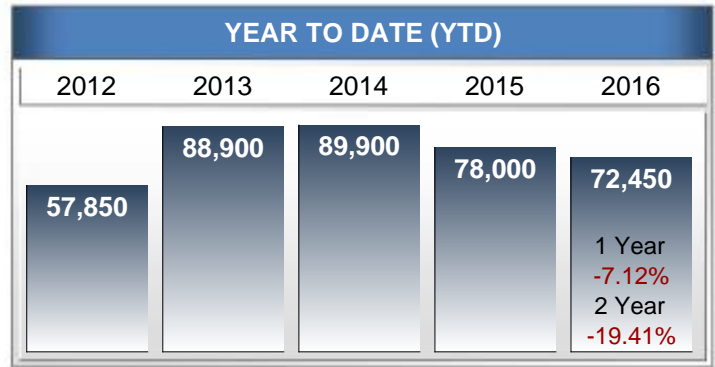
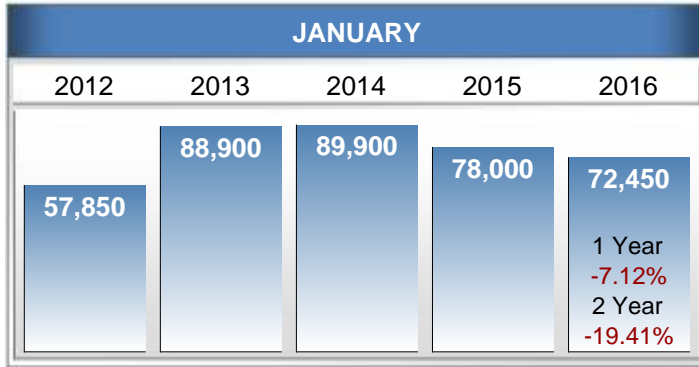
Closed Sales as of Feb 15, 2016



Median List Price at Closing

Report Produced on: Feb 15, 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+
\$10,000 and less	3		6.82%	7,000	7,000	0	0	0
\$10,001 \$20,000	5		11.36%	14,900	14,900	0	0	0
\$20,001 \$40,000	6		13.64%	34,950	29,999	34,900	35,500	0
\$40,001 \$80,000	10		22.73%	51,000	51,000	48,000	75,000	0
\$80,001 \$150,000	10		22.73%	107,950	0	106,000	135,000	0
\$150,001 \$210,000	5		11.36%	175,500	174,000	184,450	187,500	0
\$210,001 and up	5		11.36%	250,000	0	250,000	256,900	0
Median List Price:		\$72,450			\$15,500	\$94,750	\$135,000	\$0
Total Closed Units:		44			13	22	9	
Total List Volume:		4,233,349			444.65K	2.54M	1.24M	0.00B



Monthly Inventory Analysis

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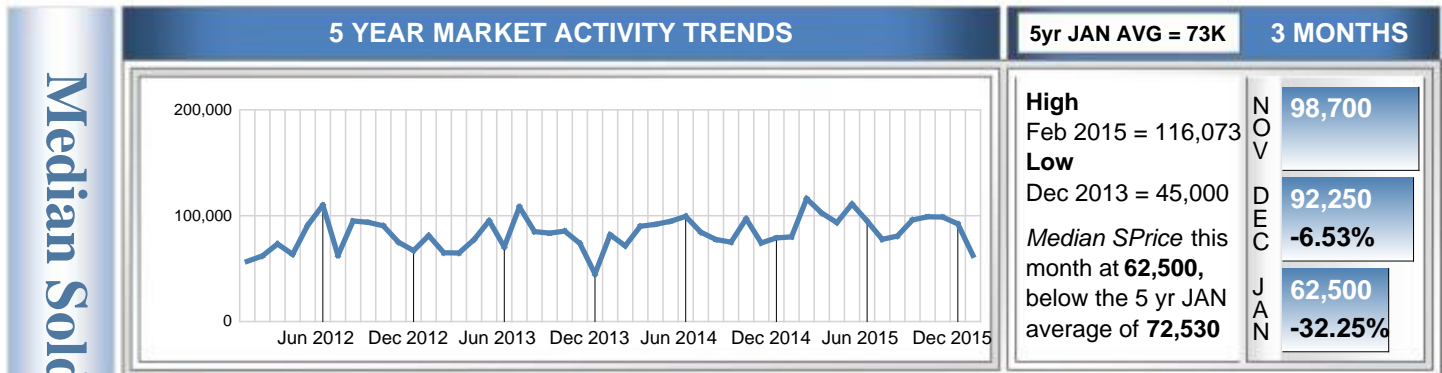
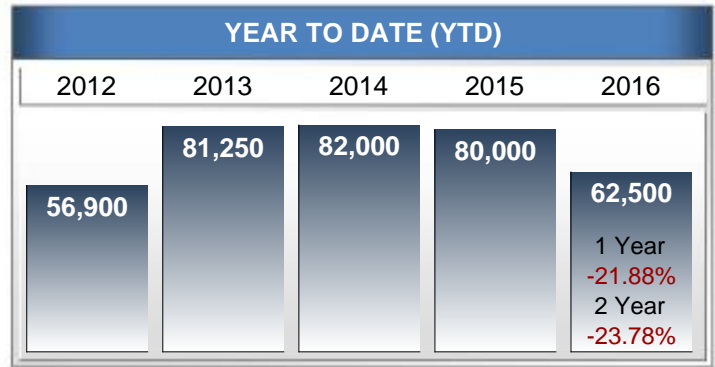
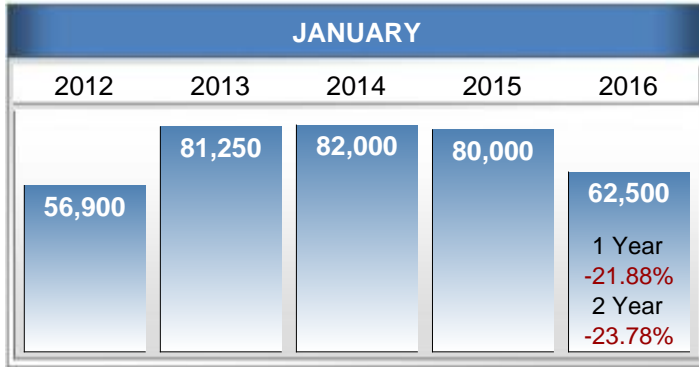
Closed Sales as of Feb 15, 2016



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+
\$10,000 and less	3		6.82%	7,000	7,000	0	0	0
\$10,001 \$20,000	5		11.36%	14,500	14,500	0	0	0
\$20,001 \$40,000	8		18.18%	32,750	33,500	30,625	34,000	0
\$40,001 \$80,000	9		20.45%	59,500	51,000	59,500	67,850	0
\$80,001 \$150,000	9		20.45%	109,900	138,000	99,000	134,000	0
\$150,001 \$210,000	5		11.36%	168,000	0	165,000	181,000	0
\$210,001 and up	5		11.36%	245,000	0	245,000	249,950	0
Median Closed Price:	\$62,500				\$14,900	\$87,450	\$134,000	\$0
Total Closed Units:	44				13	22	9	
Total Closed Volume:	4,020,250				393.40K	2.43M	1.20M	0.00B



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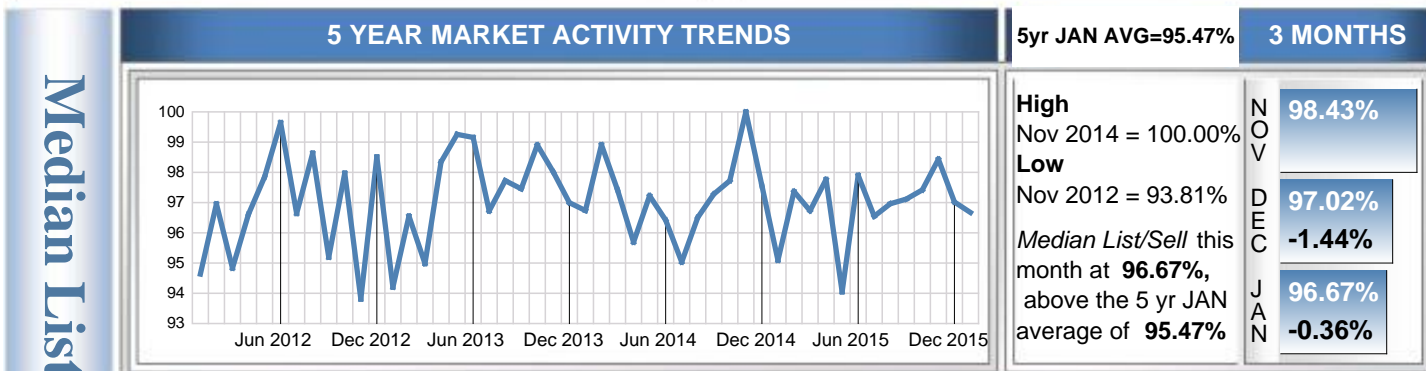
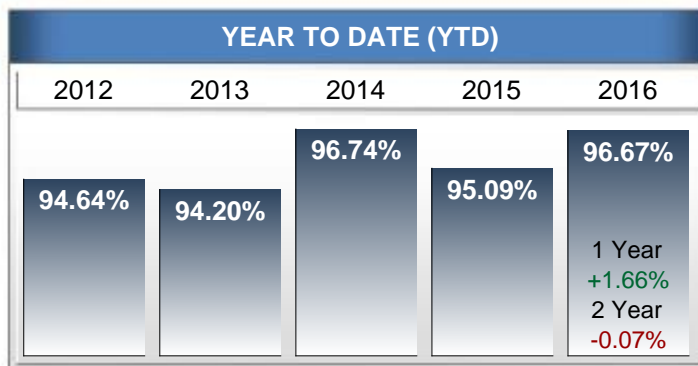
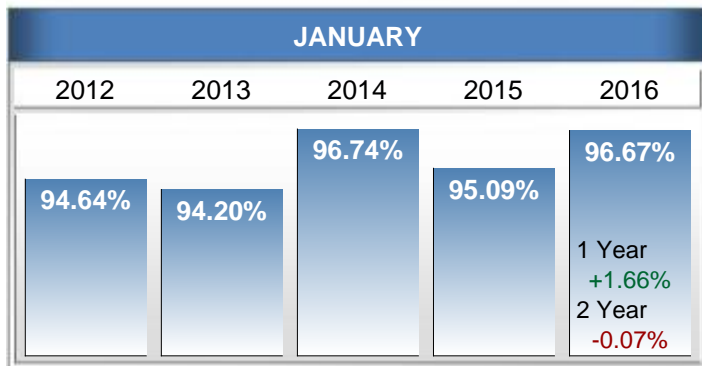
Closed Sales as of Feb 15, 2016



Median Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



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+
\$10,000 and less	3	6.82%	100.00%	100.00%	0.00%	0.00%	0.00%
\$10,001 \$20,000	5	11.36%	100.00%	100.00%	0.00%	0.00%	0.00%
\$20,001 \$40,000	8	18.18%	90.83%	85.00%	89.17%	95.75%	0.00%
\$40,001 \$80,000	9	20.45%	100.00%	100.00%	91.67%	90.47%	0.00%
\$80,001 \$150,000	9	20.45%	96.23%	79.31%	96.23%	99.26%	0.00%
\$150,001 \$210,000	5	11.36%	97.24%	0.00%	100.00%	96.48%	0.00%
\$210,001 and up	5	11.36%	95.74%	0.00%	95.74%	97.67%	0.00%
Median List/Sell Ratio: 96.67% Total Closed Units: 44 Total Closed Volume: 4,020,250				100.00%	95.83%	97.22%	0.00%
					13	22	9
				393.40K	2.43M	1.20M	0.00B



Monthly Inventory Analysis

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January 2016

Inventory as of Feb 15, 2016



Market Summary

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Absorption: Last 12 months, an Average of 48 Sales/Month

Active Inventory as of January 31, 2016 = 392

	JANUARY			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	39	44	12.82%	39	44	12.82%
Pending Sales	45	56	24.44%	45	56	24.44%
New Listings	129	96	-25.58%	129	96	-25.58%
Median List Price	78,000	72,450	-7.12%	78,000	72,450	-7.12%
Median Sale Price	80,000	62,500	-21.88%	80,000	62,500	-21.88%
Median Percent of List Price to Selling Price	95.09%	96.67%	1.66%	95.09%	96.67%	1.66%
Median Days on Market to Sale	62.00	39.00	-37.10%	62.00	39.00	-37.10%
Monthly Inventory	473	392	-17.12%	473	392	-17.12%
Months Supply of Inventory	9.57	8.11	-15.27%	9.57	8.11	-15.27%

