



May 2016

Area Delimited by County Of Muskogee

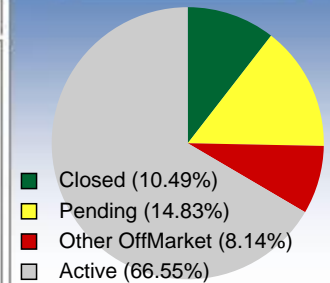


Absorption: Last 12 months, an Average of **52** Sales/Month

Active Inventory as of May 31, 2016 = **368**

| | MAY | | |
|--|---------|---------|---------|
| | 2015 | 2016 | +/- % |
| Closed Listings | 50 | 58 | 16.00% |
| Pending Listings | 60 | 82 | 36.67% |
| New Listings | 124 | 118 | -4.84% |
| Average List Price | 130,732 | 110,127 | -15.76% |
| Average Sale Price | 124,192 | 107,753 | -13.24% |
| Average Percent of List Price to Selling Price | 94.01% | 98.66% | 4.94% |
| Average Days on Market to Sale | 61.40 | 43.09 | -29.83% |
| End of Month Inventory | 393 | 368 | -6.36% |
| Months Supply of Inventory | 8.20 | 7.15 | -12.88% |

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 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 May 2016 decreased **6.36%** to 368 existing homes available for sale. Over the last 12 months this area has had an average of 52 closed sales per month. This represents an unsold inventory index of **7.15** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **13.24%** in May 2016 to \$107,753 versus the previous year at \$124,192.

Average Days on Market Shortens

The average number of **43.09** days that homes spent on the market before selling decreased by 18.31 days or **29.83%** in May 2016 compared to last year's same month at **61.40** DOM.

Sales Success for May 2016 is Positive

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

There were 118 New Listings in May 2016, down **4.84%** from last year at 124. Furthermore, there were 58 Closed Listings this month versus last year at 50, a **16.00%** increase.

Closed versus Listed trends yielded a **49.2%** ratio, up from previous year's, May 2015, at **40.3%**, a **21.90%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

What's in this Issue

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

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

Data from the Greater Tulsa Association of REALTORS®

May 2016

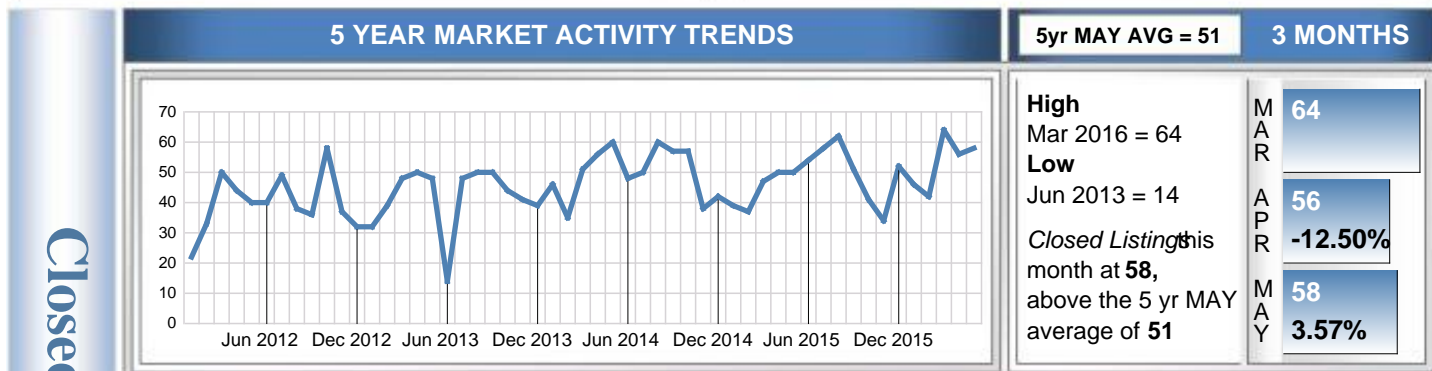
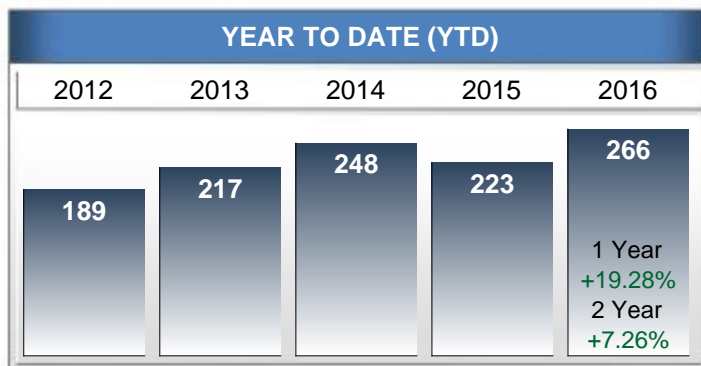
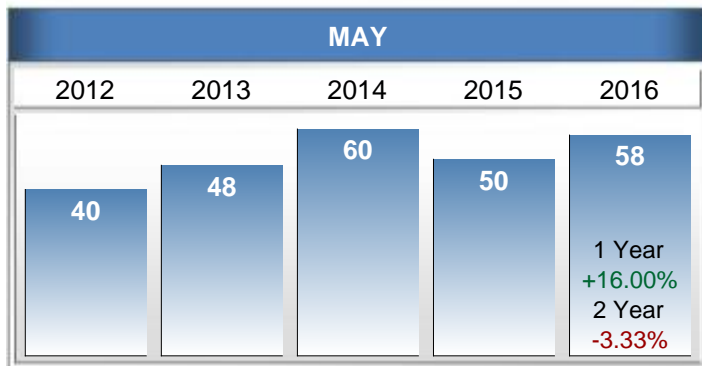
Closed Sales as of Jun 15, 2016



Closed Listings

Report Produced on: Jun 15, 2016

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+ |
|--|----|--------|-------|--|--------|--------|---------|
| \$30,000 and less | 4 | 6.90% | 53.5 | 3 | 1 | 0 | 0 |
| \$30,001 - \$50,000 | 8 | 13.79% | 24.5 | 3 | 4 | 1 | 0 |
| \$50,001 - \$90,000 | 9 | 15.52% | 46.0 | 1 | 7 | 1 | 0 |
| \$90,001 - \$120,000 | 9 | 15.52% | 49.3 | 1 | 8 | 0 | 0 |
| \$120,001 - \$130,000 | 11 | 18.97% | 32.4 | 2 | 6 | 2 | 1 |
| \$130,001 - \$170,000 | 11 | 18.97% | 43.9 | 3 | 7 | 1 | 0 |
| \$170,001 and up | 6 | 10.34% | 65.3 | 0 | 4 | 2 | 0 |
| Total Closed Units: 58 | | | | 43.1 | | | |
| Total Closed Volume: 6,249,684 | | | | 1.03M 4.08M 1.02M 121.20K | | | |
| Average Closed Price: \$107,753 | | | | \$79,063 \$110,261 \$145,856 \$121,200 | | | |

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

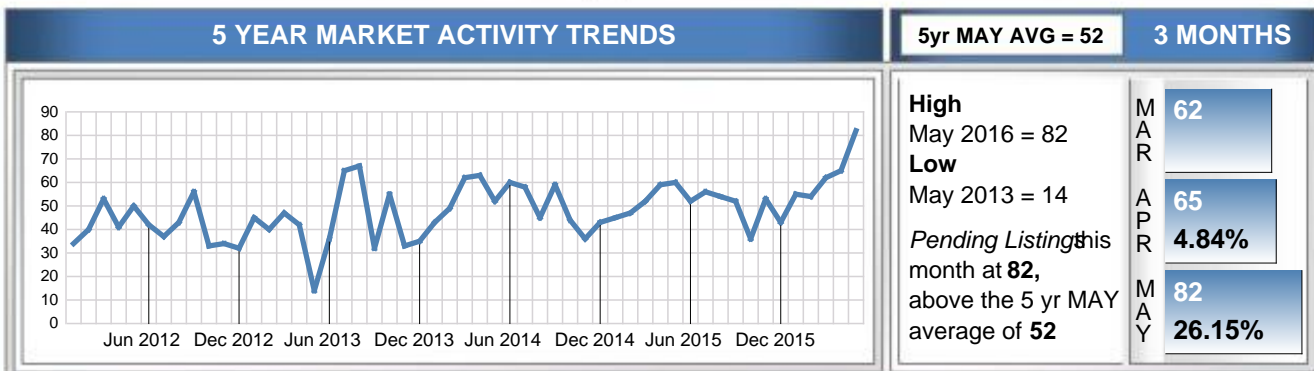
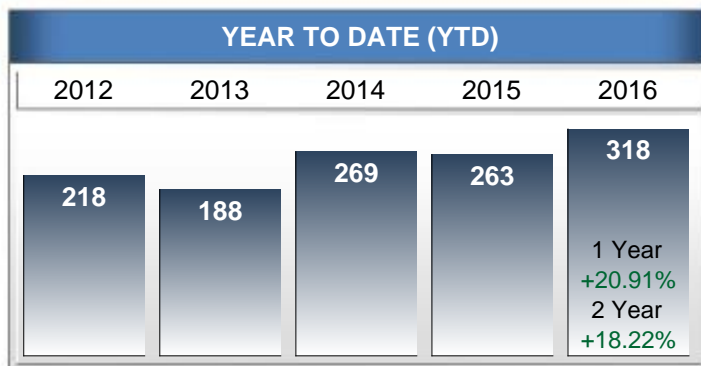
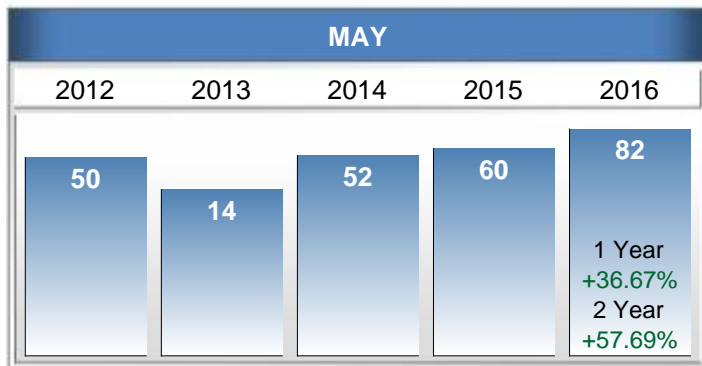
Pending Listings as of Jun 15, 2016



Pending Listings

Report Produced on: Jun 15, 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 | 1 | 1.22% | 18.0 | 1 | 0 | 0 | 0 |
| \$10,001 - \$20,000 | 14 | 17.07% | 27.4 | 7 | 7 | 0 | 0 |
| \$20,001 - \$60,000 | 15 | 18.29% | 52.9 | 9 | 5 | 1 | 0 |
| \$60,001 - \$110,000 | 21 | 25.61% | 59.6 | 4 | 17 | 0 | 0 |
| \$110,001 - \$130,000 | 12 | 14.63% | 56.8 | 0 | 10 | 2 | 0 |
| \$130,001 - \$160,000 | 9 | 10.98% | 42.2 | 2 | 5 | 2 | 0 |
| \$160,001 and up | 10 | 12.20% | 64.5 | 0 | 6 | 3 | 1 |
| Total Pending Units: 82 | | | | 23 | 50 | 8 | 1 |
| Total Pending Volume: 7,915,257 | | | | 1.09M | 5.07M | 1.46M | 290.00K |
| Average Listing Price: \$53,767 | | | | \$47,528 | \$101,446 | \$182,475 | \$290,000 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

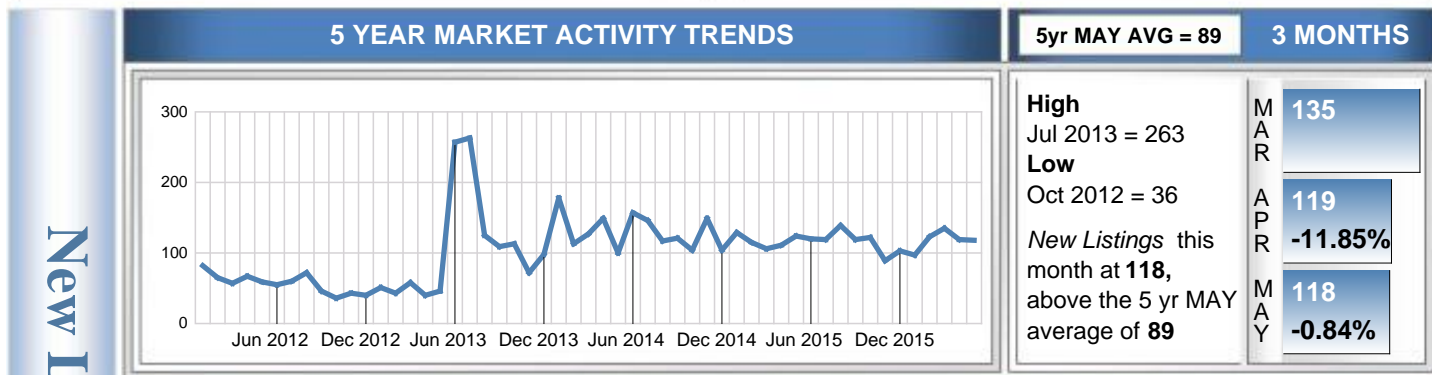
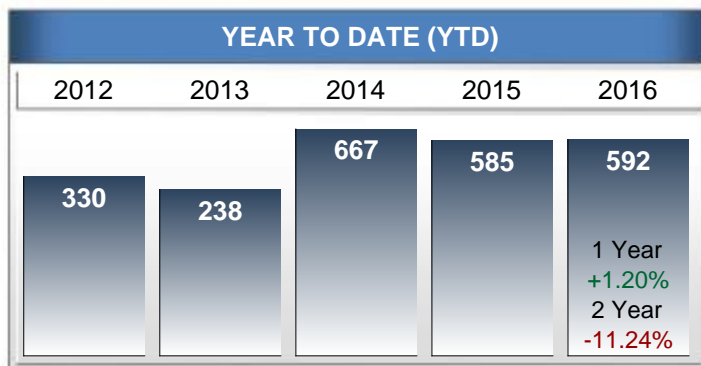
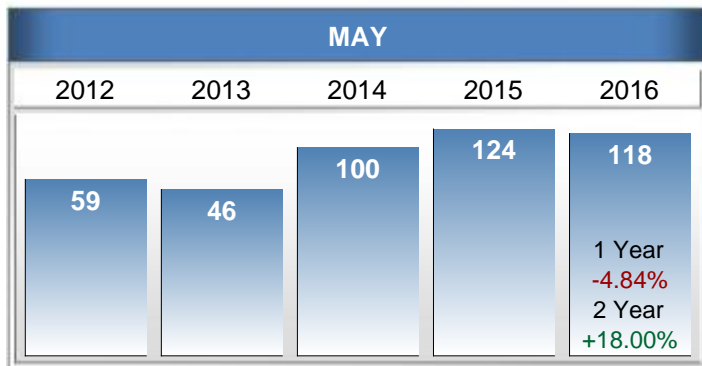
New Listings as of Jun 15, 2016



New Listings

Report Produced on: Jun 15, 2016

Area Delimited by County Of Muskogee



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 | 1 | 0.85% | 0 | 1 | 0 | 0 |
| \$10,001 - \$20,000 | 14 | 11.86% | 9 | 5 | 0 | 0 |
| \$20,001 - \$50,000 | 28 | 23.73% | 20 | 7 | 1 | 0 |
| \$50,001 - \$110,000 | 30 | 25.42% | 10 | 19 | 1 | 0 |
| \$110,001 - \$150,000 | 16 | 13.56% | 1 | 13 | 2 | 0 |
| \$150,001 - \$240,000 | 17 | 14.41% | 5 | 9 | 2 | 1 |
| \$240,001 and up | 12 | 10.17% | 2 | 3 | 7 | 0 |
| Total New Listed Units: | 118 | | 47 | 57 | 13 | 1 |
| Total New Listed Volume: | 13,674,140 | | 3.31M | 6.22M | 3.92M | 229.00K |
| Average New Listed Listing Price: | \$0 | | \$70,380 | \$109,035 | \$301,715 | \$229,000 |

New Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

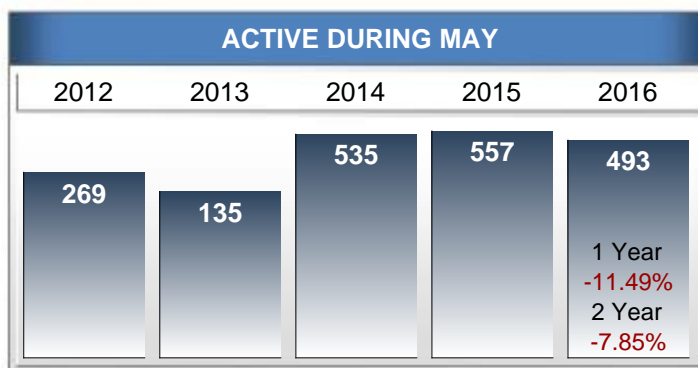
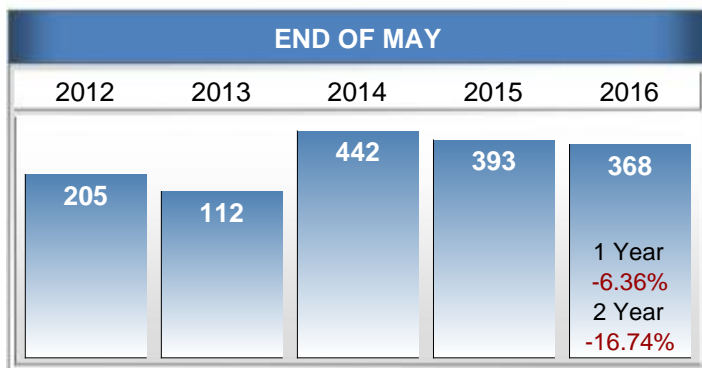
Active Inventory as of Jun 15, 2016



Active Inventory

Report Produced on: Jun 15, 2016

Area Delimited by County Of Muskogee



Active Inventory

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



5yr MAY AVG = 304 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **368**, above the 5 yr MAY average of **304**

| | |
|--------|-----|
| MAR | 366 |
| APR | 376 |
| MAY | 368 |
| 2.73% | |
| -2.13% | |

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 | 62 | 16.85% | 72.0 | 52 | 5 | 4 | 1 | |
| \$25,001-\$50,000 | 63 | 17.12% | 101.7 | 45 | 16 | 2 | 0 | |
| \$50,001-\$100,000 | 97 | 26.36% | 78.0 | 45 | 48 | 4 | 0 | |
| \$100,001-\$175,000 | 59 | 16.03% | 69.6 | 13 | 40 | 6 | 0 | |
| \$175,001-\$275,000 | 45 | 12.23% | 73.7 | 7 | 22 | 12 | 4 | |
| \$275,001 and up | 42 | 11.41% | 76.4 | 21 | 5 | 14 | 2 | |
| Total Active Inventory by Units: | | | 368 | 79.0 | 183 | 136 | 42 | 7 |
| Total Active Inventory by Volume: | | | 56,582,999 | | 27.30M | 16.85M | 10.56M | 1.87M |
| Average Active Inventory Listing Price: | | | \$153,758 | | \$149,196 | \$123,925 | \$251,393 | \$266,829 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

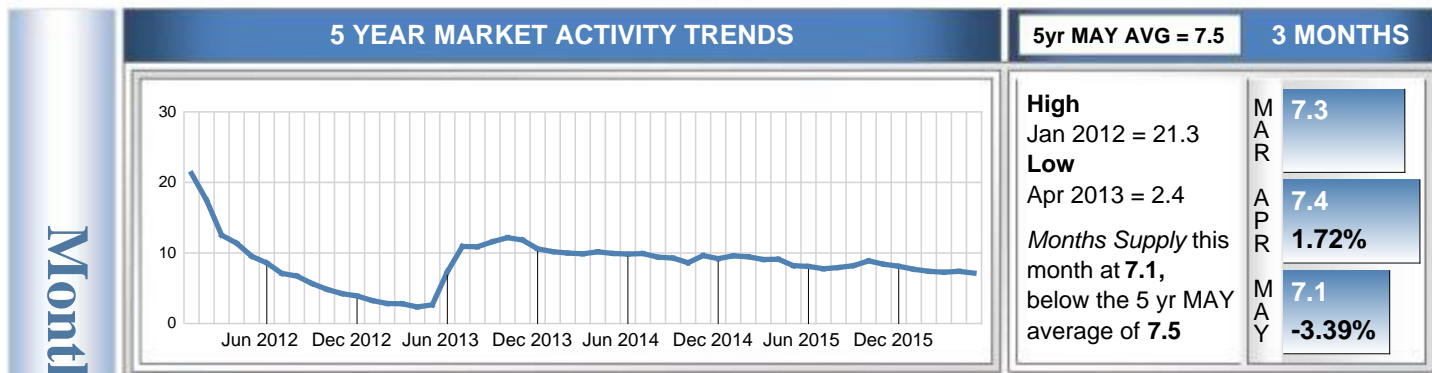
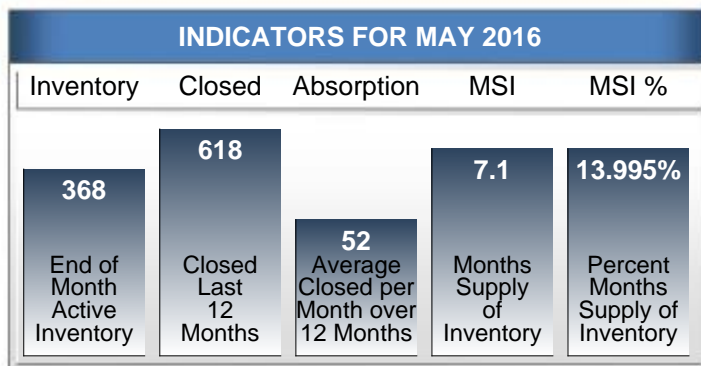
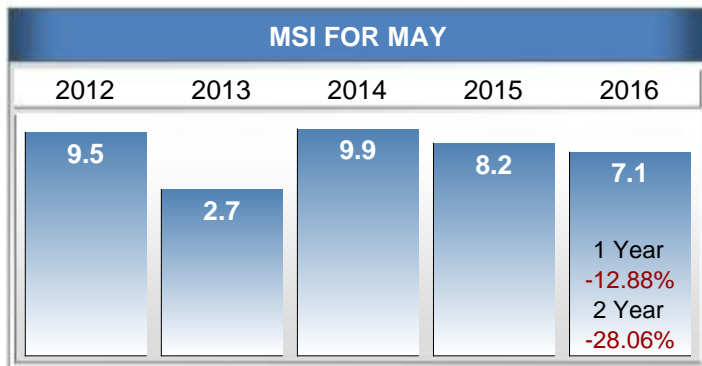
Active Inventory as of Jun 15, 2016



Months Supply of Inventory

Report Produced on: Jun 15, 2016

Area Delimited by County Of Muskogee



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 | 21 | 5.71% | 14.8 | 19.0 | 6.0 | 4.0 | 0.0 |
| \$10,001 \$30,000 | 52 | 14.13% | 7.4 | 8.8 | 3.1 | 9.0 | 0.0 |
| \$30,001 \$50,000 | 52 | 14.13% | 8.4 | 14.9 | 4.5 | 4.0 | 0.0 |
| \$50,001 \$110,000 | 102 | 27.72% | 6.3 | 16.7 | 4.2 | 3.8 | 0.0 |
| \$110,001 \$180,000 | 59 | 16.03% | 4.2 | 8.7 | 3.7 | 3.3 | 6.0 |
| \$180,001 \$290,000 | 45 | 12.23% | 9.0 | 72.0 | 9.1 | 5.6 | 0.0 |
| \$290,001 and up | 37 | 10.05% | 24.7 | 84.0 | 7.2 | 14.7 | 24.0 |
| MSI: | 7.1 | | | 14.4 | 4.4 | 5.6 | 16.8 |
| Total Active Inventory: | 368 | | | 183 | 136 | 42 | 7 |

Months Supply

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

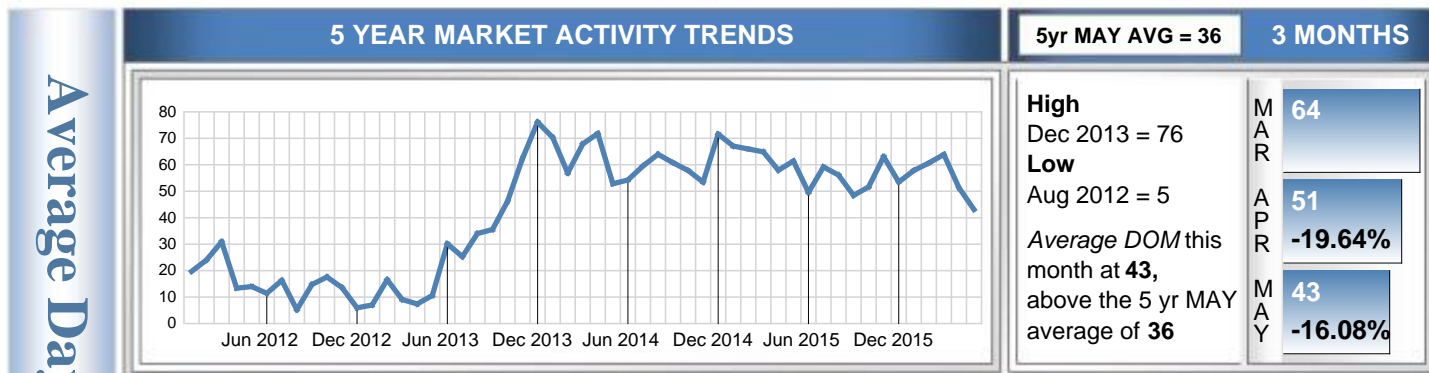
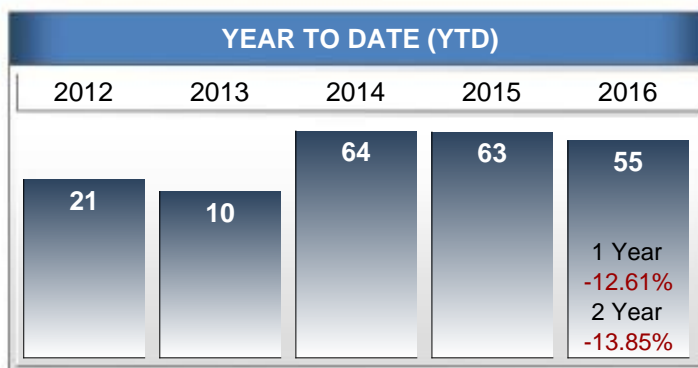
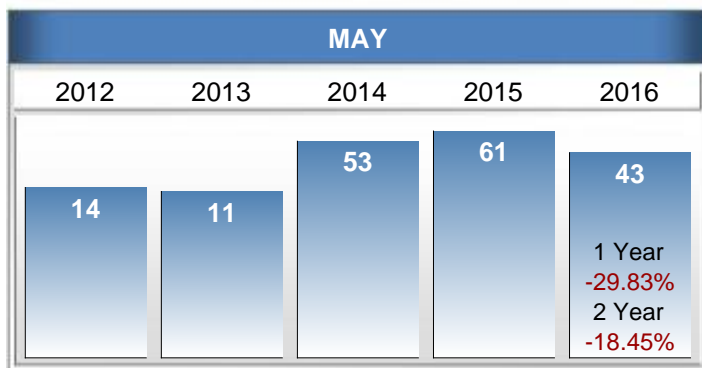
Closed Sales as of Jun 15, 2016



Average Days on Market to Sale

Report Produced on: Jun 15, 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+ | |
|---|----|--|--|--------|-------|-----------|--------|--------|---------|---------|
| \$30,000 and less | 4 | | | 6.90% | 53.5 | 49.3 | 66.0 | 0.0 | 0.0 | |
| \$30,001 - \$50,000 | 8 | | | 13.79% | 24.5 | 18.0 | 34.3 | 5.0 | 0.0 | |
| \$50,001 - \$90,000 | 9 | | | 15.52% | 46.0 | 100.0 | 42.3 | 18.0 | 0.0 | |
| \$90,001 - \$120,000 | 9 | | | 15.52% | 49.3 | 41.0 | 50.4 | 0.0 | 0.0 | |
| \$120,001 - \$130,000 | 11 | | | 18.97% | 32.4 | 61.0 | 25.5 | 26.0 | 29.0 | |
| \$130,001 - \$170,000 | 11 | | | 18.97% | 43.9 | 44.7 | 44.1 | 40.0 | 0.0 | |
| \$170,001 and up | 6 | | | 10.34% | 65.3 | 0.0 | 50.8 | 94.5 | 0.0 | |
| Average Closed DOM: | | | | | | 43.1 | 46.1 | 42.4 | 43.4 | 29.0 |
| Total Closed Units: | | | | | | 58 | 13 | 37 | 7 | 1 |
| Total Closed Volume: | | | | | | 6,249,684 | 1.03M | 4.08M | 1.02M | 121.20K |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

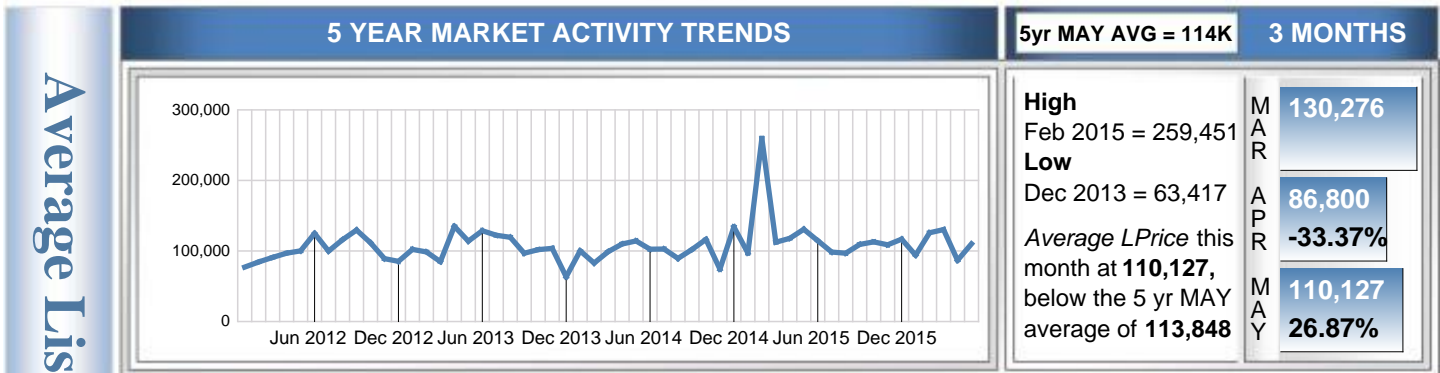
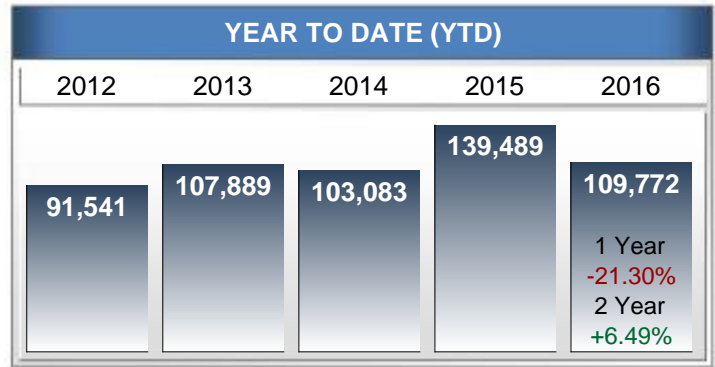
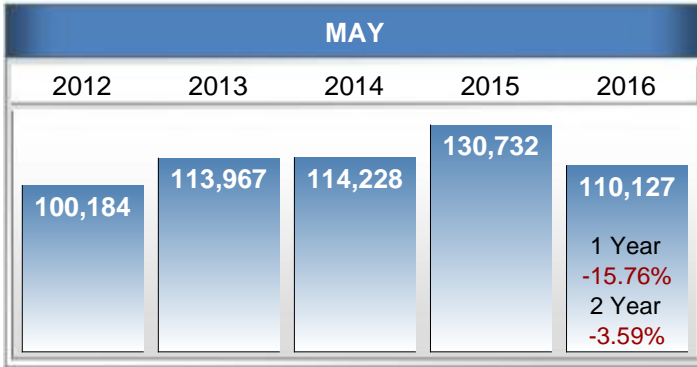
Closed Sales as of Jun 15, 2016



Average List Price at Closing

Report Produced on: Jun 15, 2016

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+ |
|--|-----------|--------|---------|----------|-----------|-----------|-----------|
| \$30,000 and less | 5 | 8.62% | 18,180 | 14,000 | 18,900 | 0 | 0 |
| \$30,001 \$50,000 | 7 | 12.07% | 40,643 | 42,267 | 37,675 | 37,000 | 0 |
| \$50,001 \$90,000 | 10 | 17.24% | 74,495 | 55,000 | 76,450 | 64,900 | 0 |
| \$90,001 \$120,000 | 7 | 12.07% | 108,000 | 114,900 | 107,563 | 0 | 0 |
| \$120,001 \$130,000 | 11 | 18.97% | 127,445 | 134,700 | 129,050 | 125,250 | 121,200 |
| \$130,001 \$170,000 | 11 | 18.97% | 149,236 | 151,633 | 154,957 | 133,900 | 0 |
| \$170,001 and up | 7 | 12.07% | 209,643 | 0 | 184,425 | 277,450 | 0 |
| Average List Price: | \$110,127 | | | \$81,769 | \$112,485 | \$148,743 | \$121,200 |
| Total Closed Units: | 58 | | | 13 | 37 | 7 | 1 |
| Total List Volume: | 6,387,350 | | | 1.06M | 4.16M | 1.04M | 121.20K |



Monthly Inventory Analysis

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May 2016

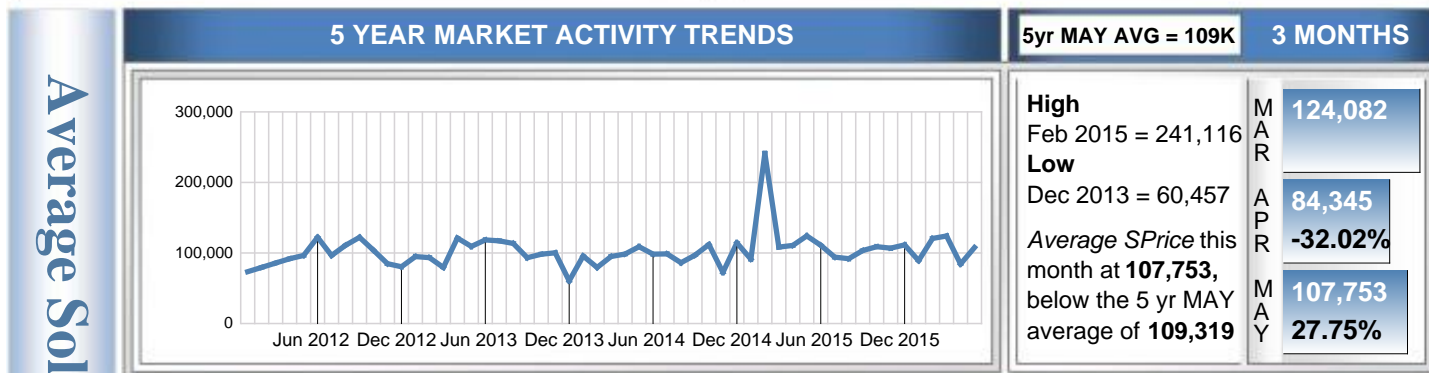
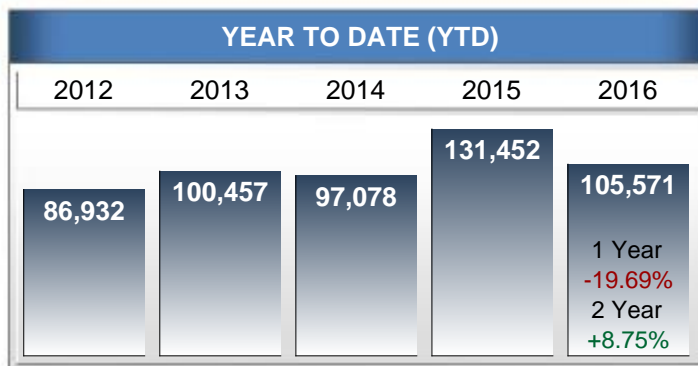
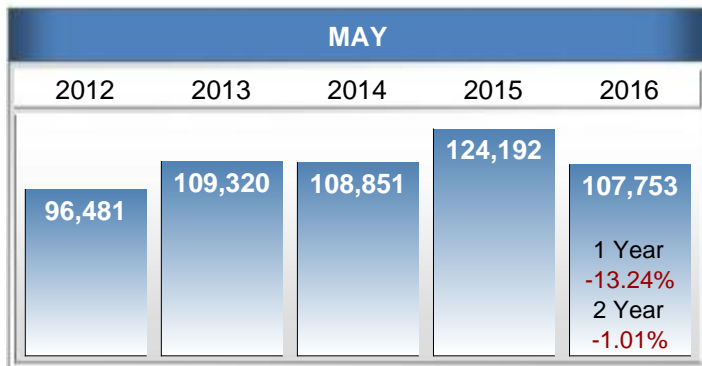
Closed Sales as of Jun 15, 2016



Average Sold Price at Closing

Report Produced on: Jun 15, 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+ |
|--|-----------|--|--------|---------|----------|-----------|-----------|-----------|
| \$30,000 and less | 4 | | 6.90% | 15,606 | 14,808 | 18,000 | 0 | 0 |
| \$30,001 \$50,000 | 8 | | 13.79% | 39,432 | 43,133 | 36,466 | 40,195 | 0 |
| \$50,001 \$90,000 | 9 | | 15.52% | 70,811 | 55,000 | 74,186 | 63,000 | 0 |
| \$90,001 \$120,000 | 9 | | 15.52% | 104,978 | 100,000 | 105,600 | 0 | 0 |
| \$120,001 \$130,000 | 11 | | 18.97% | 125,464 | 126,250 | 125,917 | 125,450 | 121,200 |
| \$130,001 \$170,000 | 11 | | 18.97% | 149,518 | 148,833 | 152,043 | 133,900 | 0 |
| \$170,001 and up | 6 | | 10.34% | 210,817 | 0 | 182,975 | 266,500 | 0 |
| Average Closed Price: | \$107,753 | | | | \$79,063 | \$110,261 | \$145,856 | \$121,200 |
| Total Closed Units: | 58 | | | | 13 | 37 | 7 | 1 |
| Total Closed Volume: | 6,249,684 | | | | 1.03M | 4.08M | 1.02M | 121.20K |



Monthly Inventory Analysis

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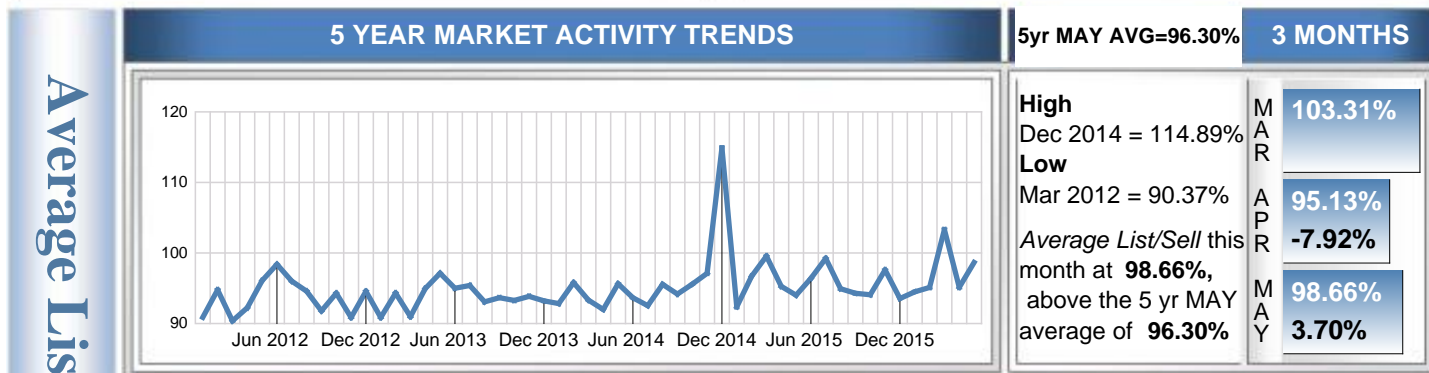
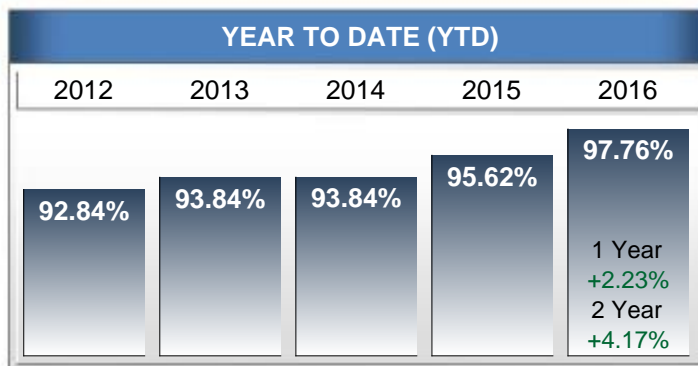
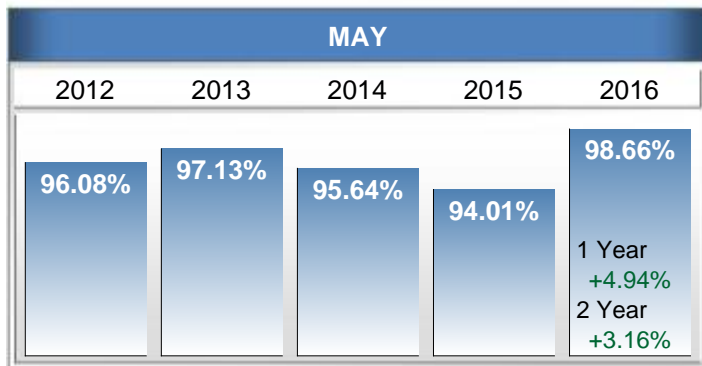
Closed Sales as of Jun 15, 2016



Average Percent of List Price to Selling Price

Report Produced on: Jun 15, 2016

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+ | |
|--|----|--------|---------|-----------|---------|---------|---------|---------|
| \$30,000 and less | 4 | 6.90% | 103.26% | 105.93% | 95.24% | 0.00% | 0.00% | |
| \$30,001 \$50,000 | 8 | 13.79% | 101.78% | 106.17% | 96.78% | 108.64% | 0.00% | |
| \$50,001 \$90,000 | 9 | 15.52% | 97.17% | 100.00% | 96.78% | 97.07% | 0.00% | |
| \$90,001 \$120,000 | 9 | 15.52% | 97.26% | 87.03% | 98.54% | 0.00% | 0.00% | |
| \$120,001 \$130,000 | 11 | 18.97% | 97.58% | 93.75% | 97.59% | 100.15% | 100.00% | |
| \$130,001 \$170,000 | 11 | 18.97% | 98.39% | 98.15% | 98.26% | 100.00% | 0.00% | |
| \$170,001 and up | 6 | 10.34% | 98.21% | 0.00% | 99.23% | 96.18% | 0.00% | |
| Average List/Sell Ratio: | | | | 98.70% | 100.40% | 97.79% | 99.77% | 100.00% |
| Total Closed Units: | | | | 58 | 13 | 37 | 7 | 1 |
| Total Closed Volume: | | | | 6,249,684 | 1.03M | 4.08M | 1.02M | 121.20K |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

Inventory as of Jun 15, 2016



Market Summary

Report Produced on: Jun 15, 2016

Area Delimited by County Of Muskogee



Absorption: Last 12 months, an Average of 52 Sales/Month

Active Inventory as of May 31, 2016 = 368

| | MAY | | | Year To Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2015 | 2016 | +/- % | 2015 | 2016 | +/- % |
| Closed Sales | 50 | 58 | 16.00% | 223 | 266 | 19.28% |
| Pending Sales | 60 | 82 | 36.67% | 263 | 318 | 20.91% |
| New Listings | 124 | 118 | -4.84% | 585 | 592 | 1.20% |
| Average List Price | 130,732 | 110,127 | -15.76% | 139,489 | 109,772 | -21.30% |
| Average Sale Price | 124,192 | 107,753 | -13.24% | 131,452 | 105,571 | -19.69% |
| Average Percent of List Price to Selling Price | 94.01% | 98.66% | 4.94% | 95.62% | 97.76% | 2.23% |
| Average Days on Market to Sale | 61.40 | 43.09 | -29.83% | 63.12 | 55.16 | -12.61% |
| Monthly Inventory | 393 | 368 | -6.36% | 393 | 368 | -6.36% |
| Months Supply of Inventory | 8.20 | 7.15 | -12.88% | 8.20 | 7.15 | -12.88% |

