



May 2016

Area Delimited by County Of Muskogee

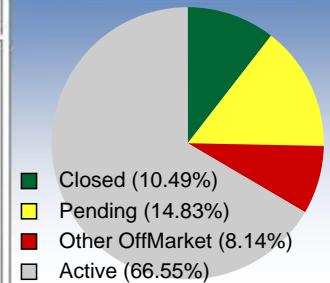


Absorption: Last 12 months, an Average of **52** Sales/Month

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%
Median List Price	113,450	120,550	6.26%
Median Sale Price	111,000	117,500	5.86%
Median Percent of List Price to Selling Price	94.05%	98.57%	4.81%
Median Days on Market to Sale	56.00	31.50	-43.75%
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.

Median Sale Price 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 **5.86%** in May 2016 to \$117,500 versus the previous year at \$111,000.

Median Days on Market Shortens

The median number of **31.50** days that homes spent on the market before selling decreased by 24.50 days or **43.75%** in May 2016 compared to last year's same month at **56.00** DOM.

Sales Success for May 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 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.

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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?

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



Monthly Inventory Analysis

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May 2016

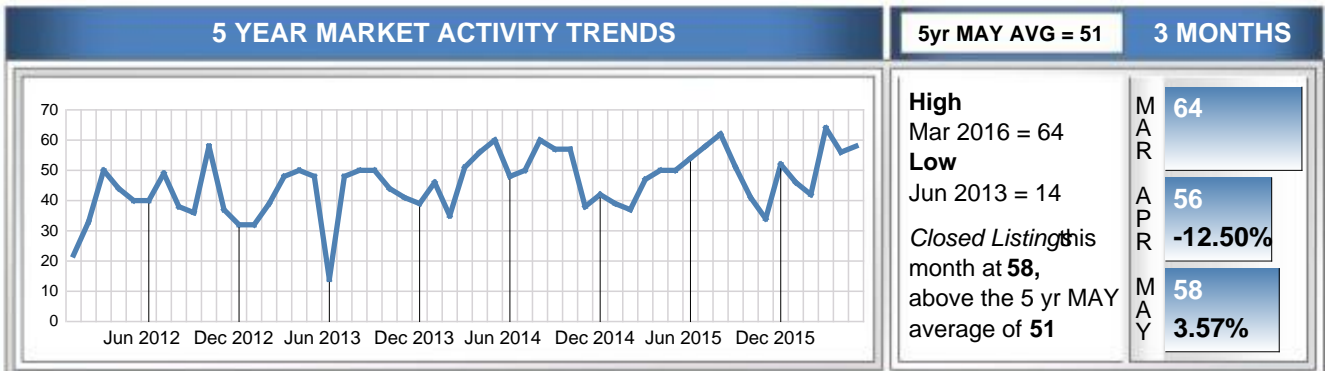
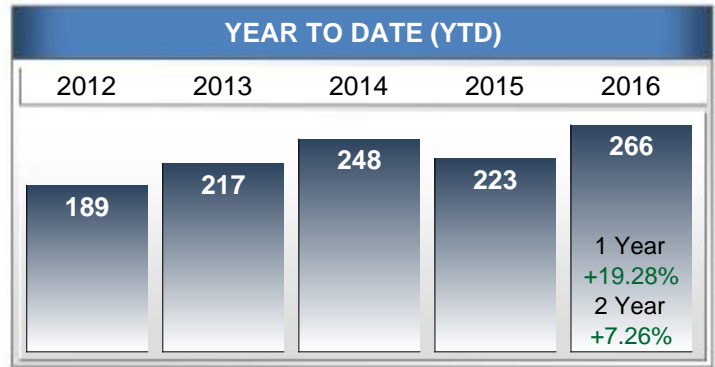
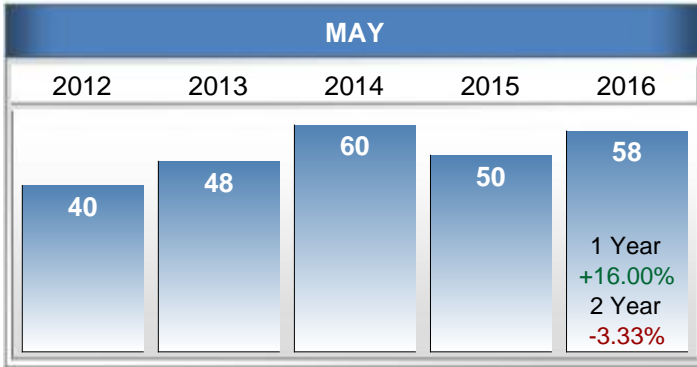
Closed Sales as of Jun 15, 2016



Closed Listings

Report Produced on: Jun 15, 2016

Area Delimited by County Of Muskogee



Closed Listings

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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	4	6.90%	36.0	3	1	0	0
\$30,001 - \$50,000	8	13.79%	20.0	3	4	1	0
\$50,001 - \$90,000	9	15.52%	33.0	1	7	1	0
\$90,001 - \$120,000	9	15.52%	41.0	1	8	0	0
\$120,001 - \$130,000	11	18.97%	30.0	2	6	2	1
\$130,001 - \$170,000	11	18.97%	34.0	3	7	1	0
\$170,001 and up	6	10.34%	72.0	0	4	2	0
Total Closed Units:	58		31.5	13	37	7	1
Total Closed Volume:	6,249,684			1.03M	4.08M	1.02M	121.20K
Median Closed Price:	\$117,500			\$55,000	\$115,000	\$128,500	\$121,200



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

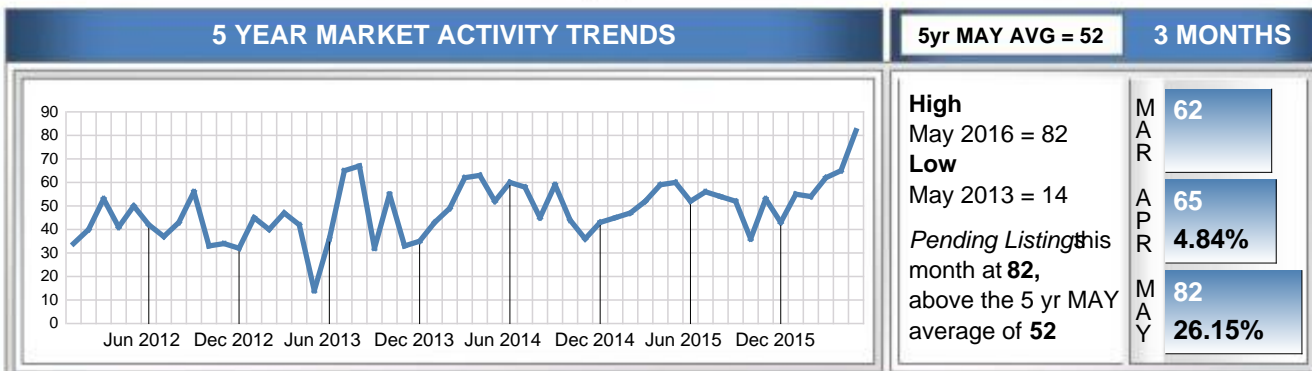
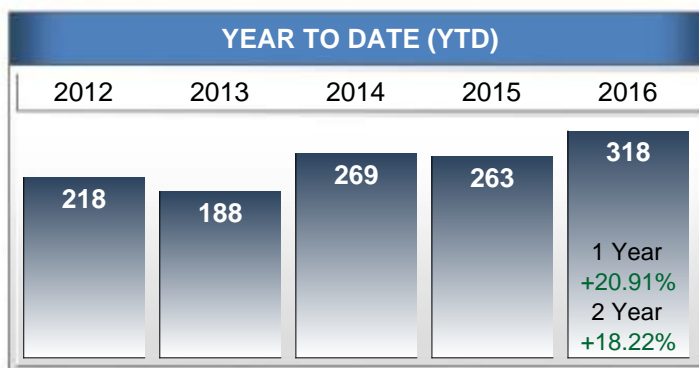
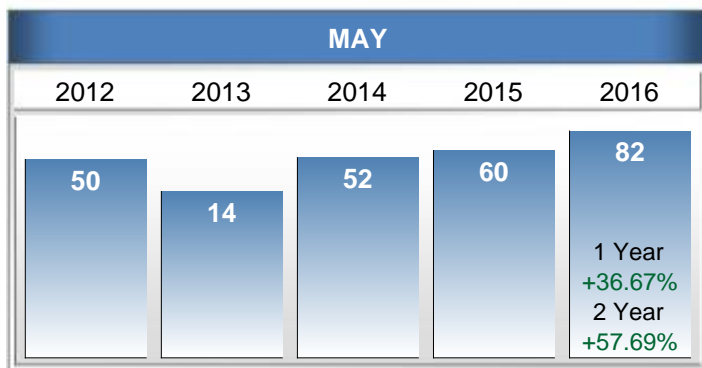
Pending Listings as of Jun 15, 2016



Pending Listings

Report Produced on: Jun 15, 2016

Area Delimited by County Of Muskogee



Pending Listings

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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	1	1.22%	18.0	1	0	0	0	
\$10,001 - \$20,000	14	17.07%	9.0	7	7	0	0	
\$20,001 - \$60,000	15	18.29%	29.0	9	5	1	0	
\$60,001 - \$110,000	21	25.61%	42.0	4	17	0	0	
\$110,001 - \$130,000	12	14.63%	32.5	0	10	2	0	
\$130,001 - \$160,000	9	10.98%	15.0	2	5	2	0	
\$160,001 and up	10	12.20%	65.0	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
Median Listing Price:				\$81,900	\$36,900	\$97,000	\$147,200	\$290,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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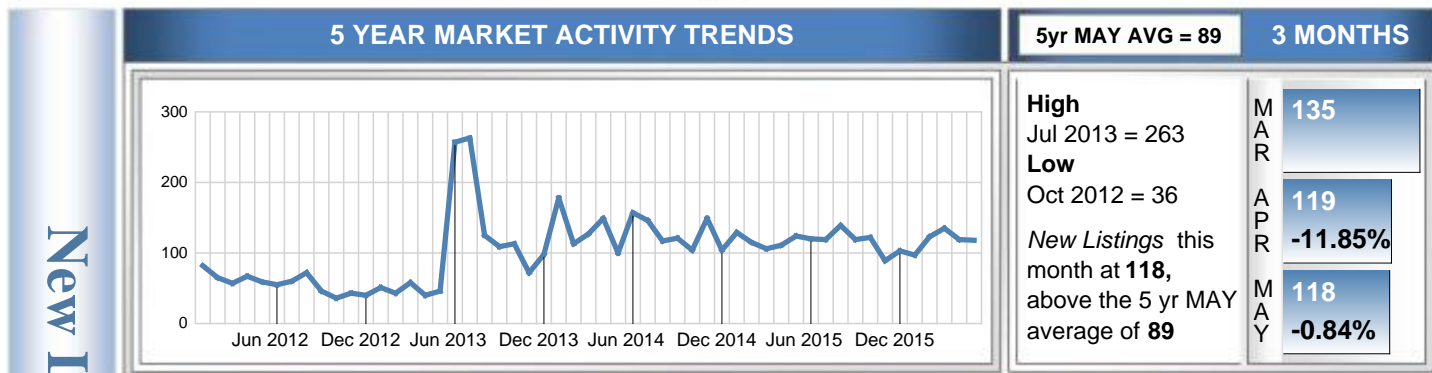
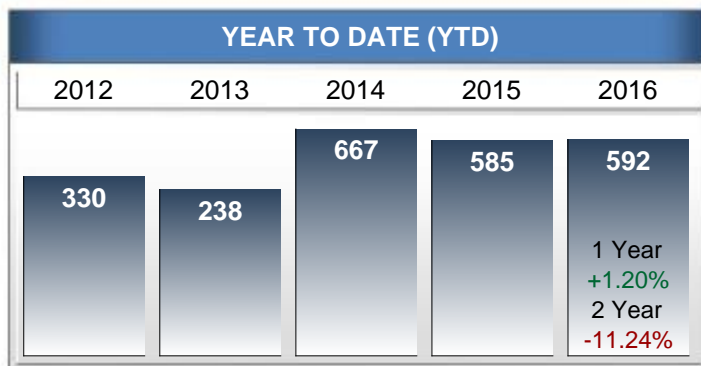
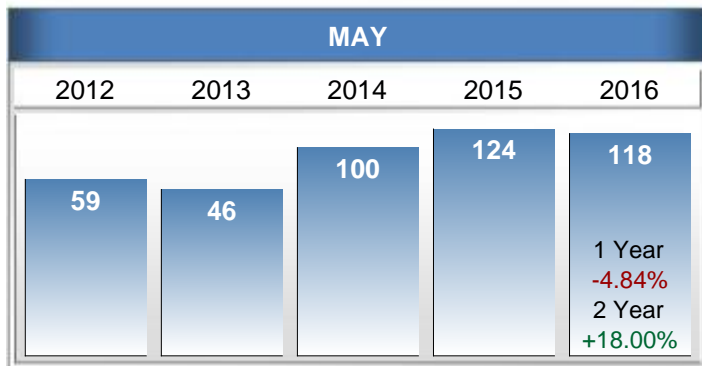
New Listings as of Jun 15, 2016



New Listings

Report Produced on: Jun 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+	
\$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
Median New Listed Listing Price:			\$79,700	\$38,000	\$94,500	\$247,500	\$229,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2016

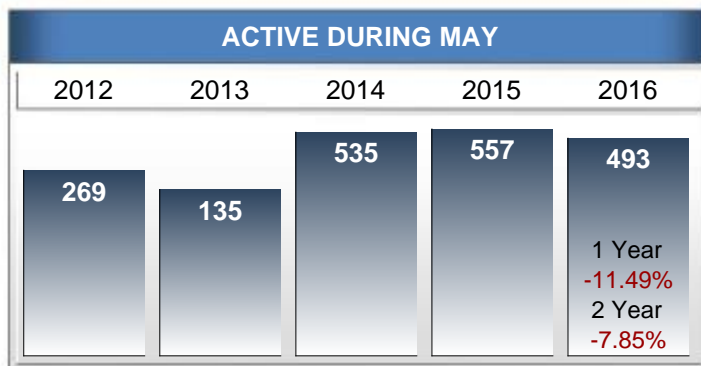
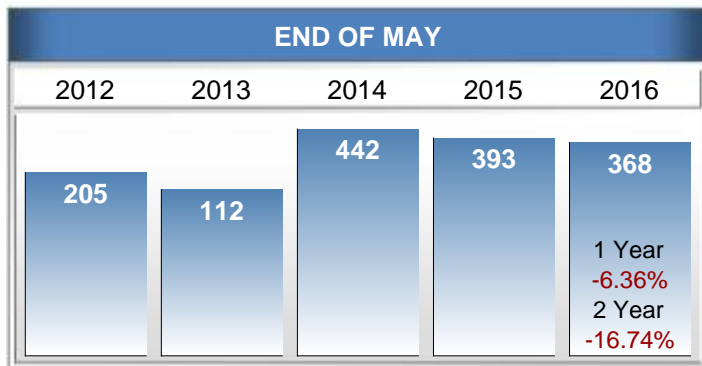
Active Inventory as of Jun 15, 2016



Active Inventory

Report Produced on: Jun 15, 2016

Area Delimited by County Of Muskogee



Active Inventory

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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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	21	5.71%	120.0	19	1	1	0		
\$10,001 \$30,000	52	14.13%	47.0	42	6	3	1		
\$30,001 \$50,000	52	14.13%	84.0	36	14	2	0		
\$50,001 \$110,000	102	27.72%	70.0	46	51	5	0		
\$110,001 \$180,000	59	16.03%	62.0	13	39	6	1		
\$180,001 \$290,000	45	12.23%	68.0	6	22	14	3		
\$290,001 and up	37	10.05%	76.0	21	3	11	2		
Total Active Inventory by Units:				368	76.0	183	136	42	7
Total Active Inventory by Volume:				56,582,999		27.30M	16.85M	10.56M	1.87M
Median Active Inventory Listing Price:				\$80,000		\$49,000	\$99,500	\$222,750	\$220,000



Monthly Inventory Analysis

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May 2016

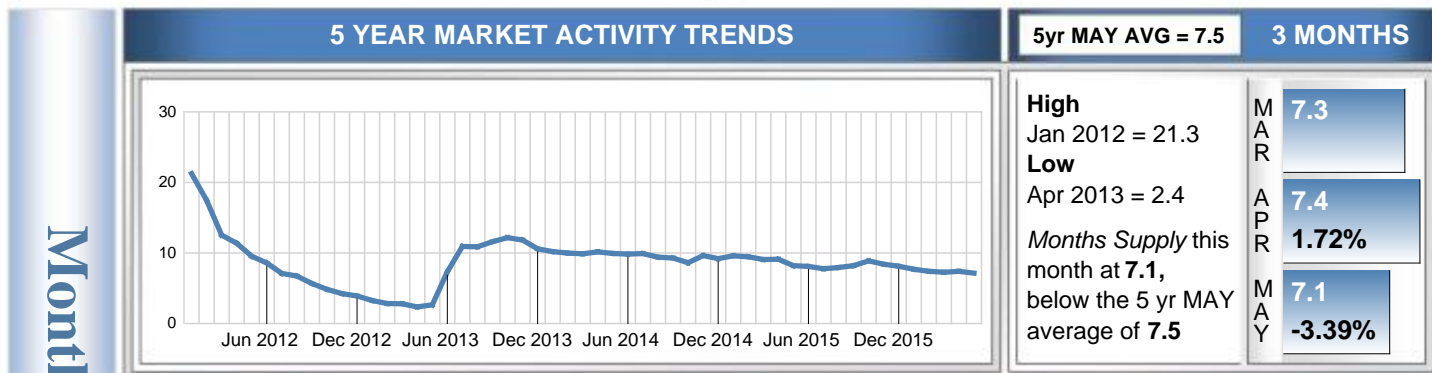
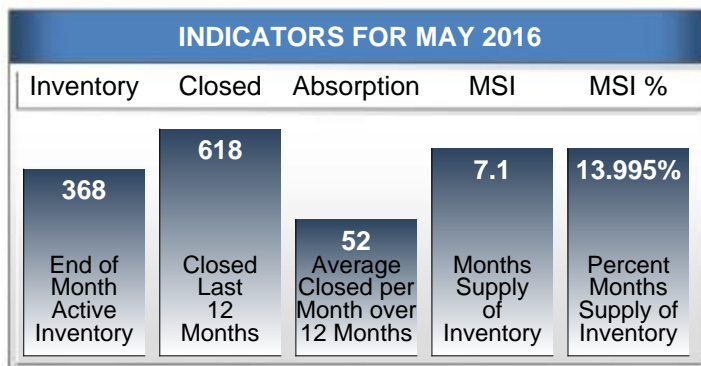
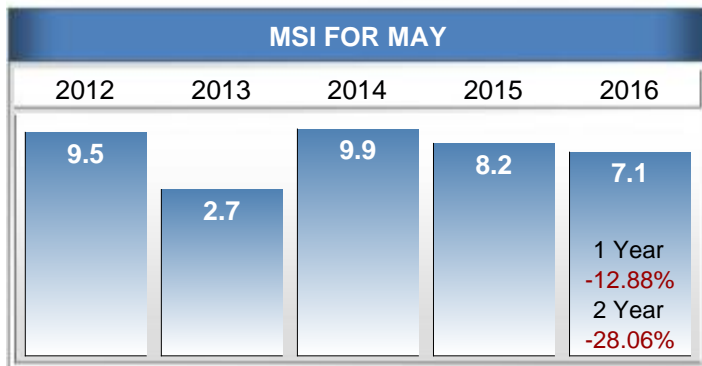
Active Inventory as of Jun 15, 2016



Months Supply of Inventory

Report Produced on: Jun 15, 2016

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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+
\$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



Monthly Inventory Analysis

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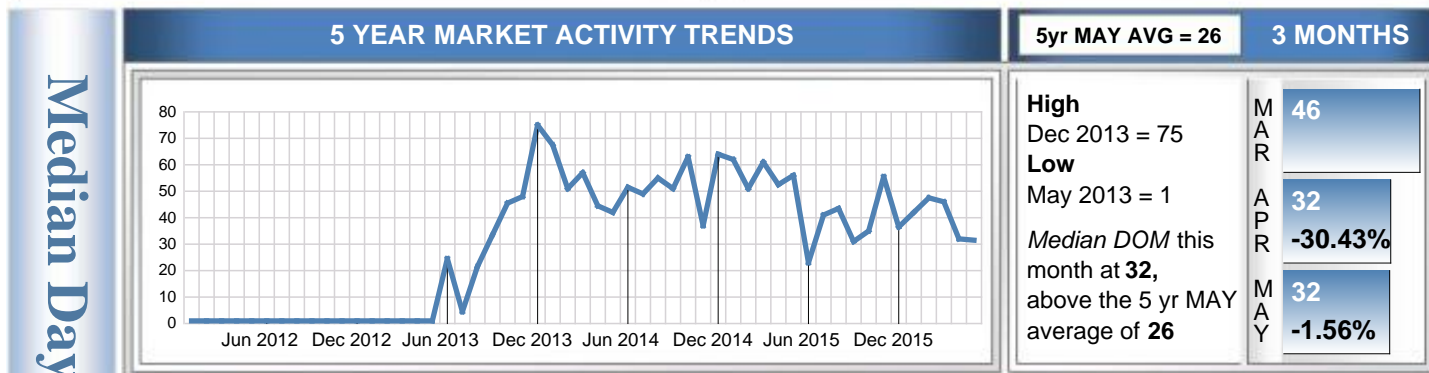
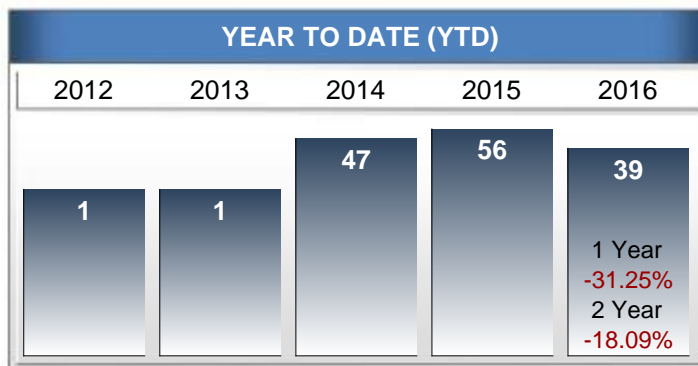
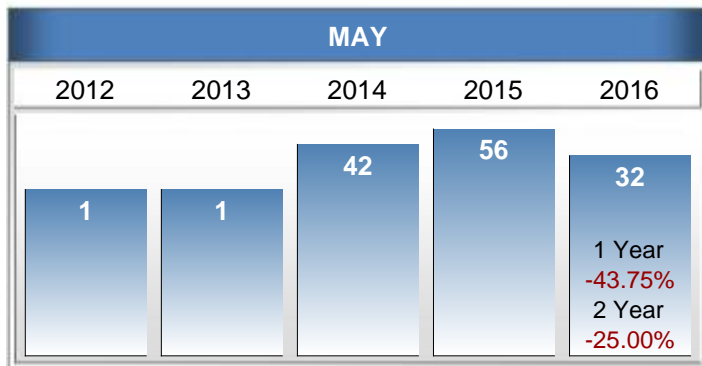
Closed Sales as of Jun 15, 2016



Median Days on Market to Sale

Report Produced on: Jun 15, 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	4			6.90%	36.0	6.0	66.0	0.0	0.0
\$30,001 \$50,000	8			13.79%	20.0	23.0	20.5	5.0	0.0
\$50,001 \$90,000	9			15.52%	33.0	100.0	33.0	18.0	0.0
\$90,001 \$120,000	9			15.52%	41.0	41.0	36.5	0.0	0.0
\$120,001 \$130,000	11			18.97%	30.0	61.0	22.0	26.0	29.0
\$130,001 \$170,000	11			18.97%	34.0	34.0	8.0	40.0	0.0
\$170,001 and up	6			10.34%	72.0	0.0	50.5	94.5	0.0
Median Closed DOM:					31.5	34.0	30.0	40.0	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

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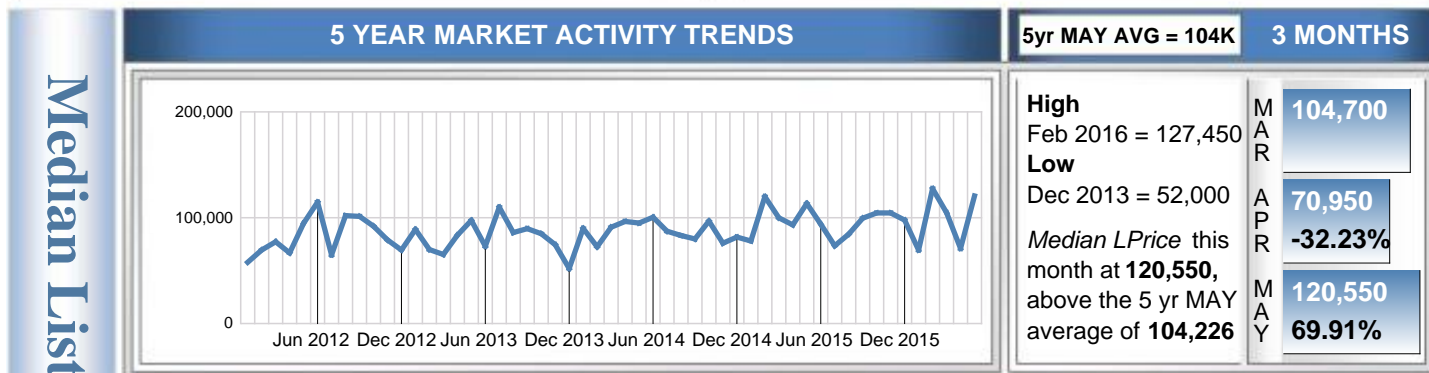
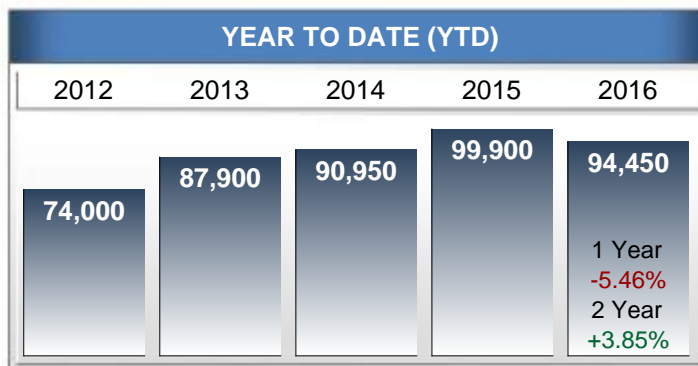
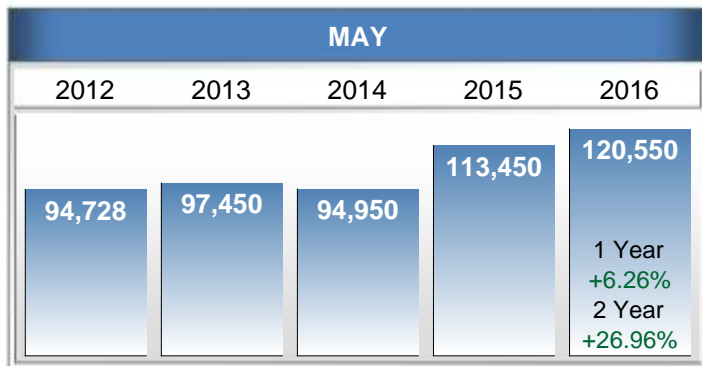
Closed Sales as of Jun 15, 2016



Median List Price at Closing

Report Produced on: Jun 15, 2016

Area Delimited by County Of Muskogee



Median List Price

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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	5		8.62%	16,000	14,750	18,900	0	0
\$30,001 \$50,000	7		12.07%	39,500	48,400	37,750	37,000	0
\$50,001 \$90,000	10		17.24%	74,975	55,000	80,500	64,900	0
\$90,001 \$120,000	7		12.07%	112,000	114,900	105,950	0	0
\$120,001 \$130,000	11		18.97%	128,500	129,900	129,000	125,250	121,200
\$130,001 \$170,000	11		18.97%	150,000	147,450	152,450	133,900	0
\$170,001 and up	7		12.07%	189,900	0	179,900	277,450	0
Median List Price:		\$120,550			\$55,000	\$119,900	\$128,000	\$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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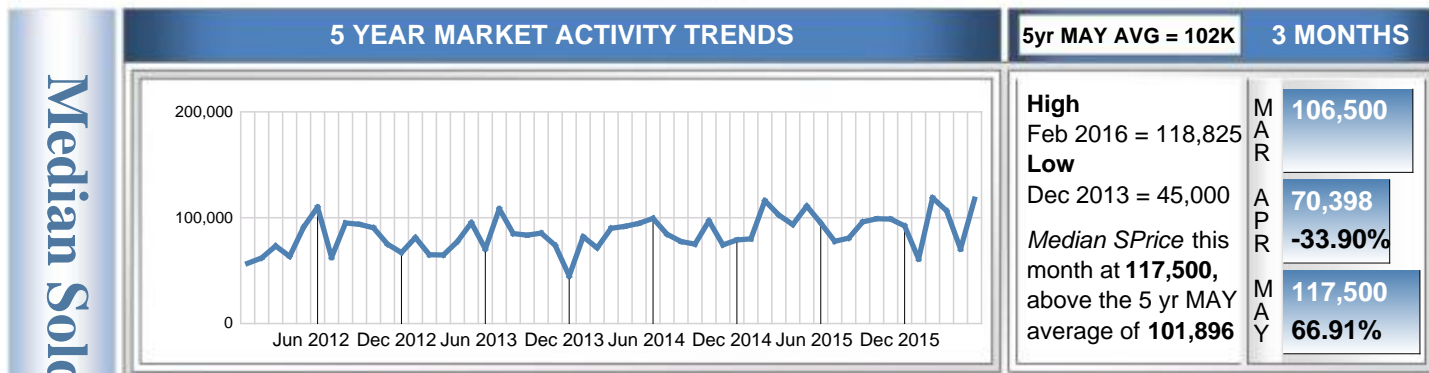
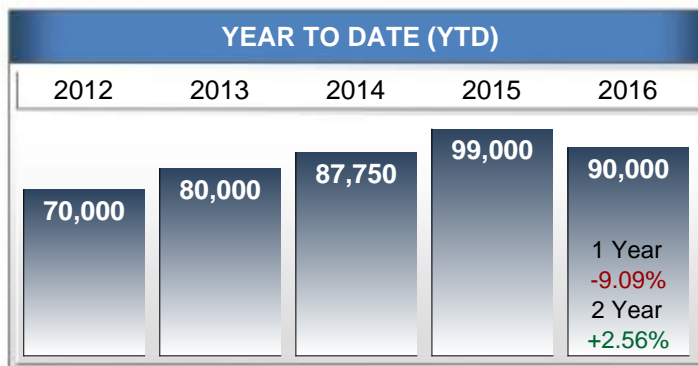
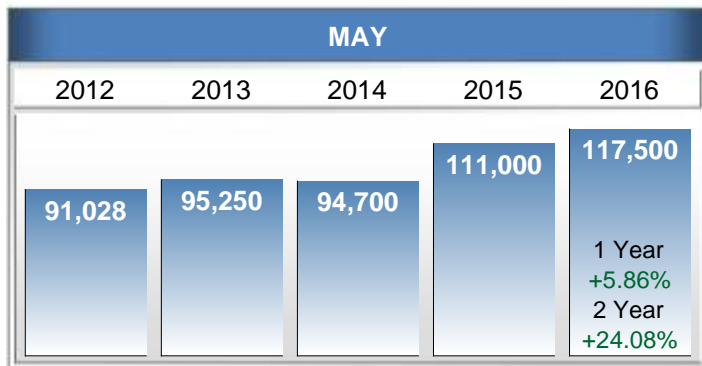
Closed Sales as of Jun 15, 2016



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+
\$30,000 and less	4		6.90%	16,113	16,000	18,000	0	0
\$30,001 \$50,000	8		13.79%	40,098	42,500	35,182	40,195	0
\$50,001 \$90,000	9		15.52%	70,000	55,000	71,000	63,000	0
\$90,001 \$120,000	9		15.52%	105,900	100,000	107,950	0	0
\$120,001 \$130,000	11		18.97%	125,000	126,250	125,500	125,450	121,200
\$130,001 \$170,000	11		18.97%	149,000	148,500	154,900	133,900	0
\$170,001 and up	6		10.34%	187,500	0	182,450	266,500	0
Median Closed Price:	\$117,500				\$55,000	\$115,000	\$128,500	\$121,200
Total Closed Units:	58				13	37	7	1
Total Closed Volume:	6,249,684				1.03M	4.08M	1.02M	121.20K



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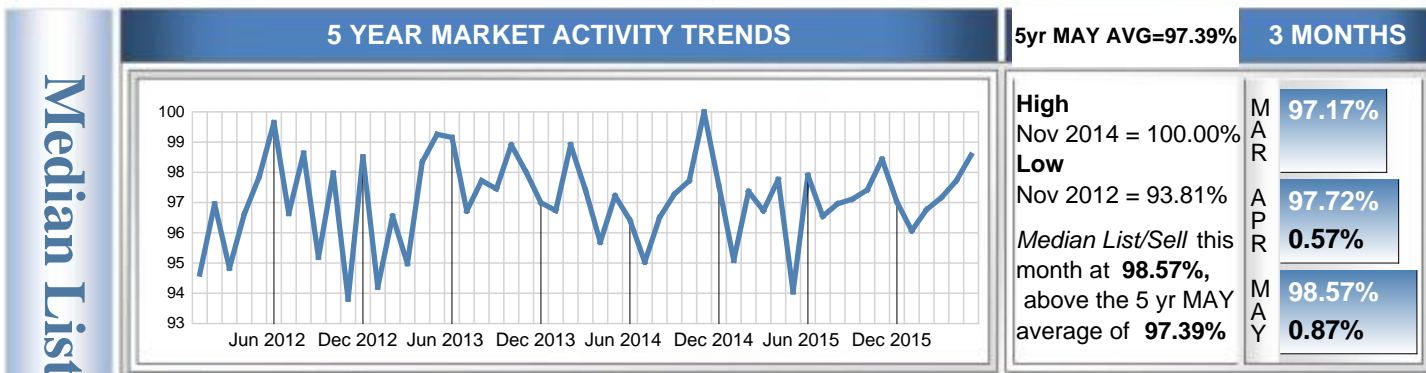
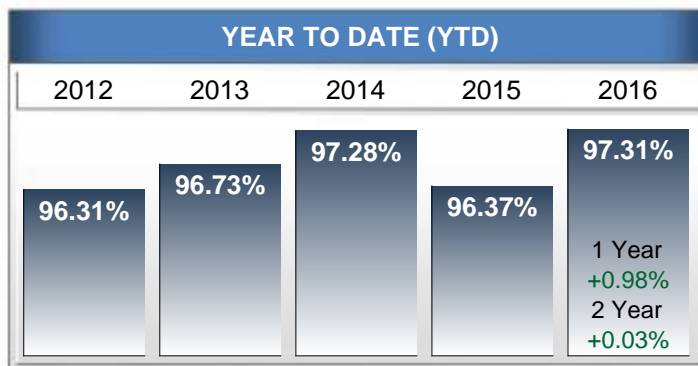
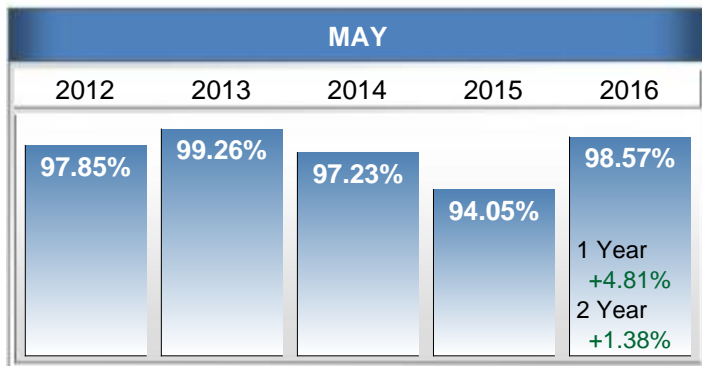
Closed Sales as of Jun 15, 2016



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	4	6.90%	98.80%	100.00%	95.24%	0.00%	0.00%
\$30,001 \$50,000	8	13.79%	98.67%	100.00%	96.17%	108.64%	0.00%
\$50,001 \$90,000	9	15.52%	100.00%	100.00%	100.00%	97.07%	0.00%
\$90,001 \$120,000	9	15.52%	96.94%	87.03%	97.58%	0.00%	0.00%
\$120,001 \$130,000	11	18.97%	98.11%	93.75%	97.69%	100.15%	100.00%
\$130,001 \$170,000	11	18.97%	99.67%	98.64%	99.67%	100.00%	0.00%
\$170,001 and up	6	10.34%	98.46%	0.00%	99.75%	96.18%	0.00%
Median List/Sell Ratio:	98.57%			98.64%	98.21%	99.92%	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

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May 2016

Inventory as of Jun 15, 2016



Market Summary

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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%
Median List Price	113,450	120,550	6.26%	99,900	94,450	-5.46%
Median Sale Price	111,000	117,500	5.86%	99,000	90,000	-9.09%
Median Percent of List Price to Selling Price	94.05%	98.57%	4.81%	96.37%	97.31%	0.98%
Median Days on Market to Sale	56.00	31.50	-43.75%	56.00	38.50	-31.25%
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%

