



December 2016

Area Delimited by County Of Muskogee

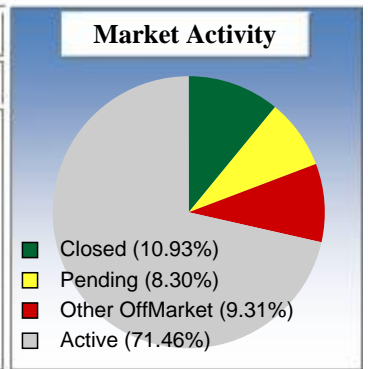


Absorption: Last 12 months, an Average of **56** Sales/Month

Active Inventory as of December 31, 2016 = **353**

Closed Listings	52	54	3.85%
Pending Listings	43	41	-4.65%
New Listings	103	96	-6.80%
Median List Price	97,750	62,750	-35.81%
Median Sale Price	92,250	62,000	-32.79%
Median Percent of List Price to Selling Price	97.02%	95.39%	-1.68%
Median Days on Market to Sale	36.50	45.50	24.66%
End of Month Inventory	389	353	-9.25%
Months Supply of Inventory	8.12	6.28	-22.70%

DECEMBER		
2015	2016	+/- %
52	54	3.85%
43	41	-4.65%
103	96	-6.80%
97,750	62,750	-35.81%
92,250	62,000	-32.79%
97.02%	95.39%	-1.68%
36.50	45.50	24.66%
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Monthly Inventory Analysis

Report Produced on: Jan 11, 2017

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 December 2016 decreased **9.25%** to 353 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 **6.28** 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 **32.79%** in December 2016 to \$62,000 versus the previous year at \$92,250.

Median Days on Market Lengthens

The median number of **45.50** days that homes spent on the market before selling increased by 9.00 days or **24.66%** in December 2016 compared to last year's same month at **36.50** DOM.

Sales Success for December 2016 is Positive

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

There were 96 New Listings in December 2016, down **6.80%** from last year at 103. Furthermore, there were 54 Closed Listings this month versus last year at 52, a **3.85%** increase.

Closed versus Listed trends yielded a **56.3%** ratio, up from last year's December 2016 at **50.5%**, a **11.42%** 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

Data from the Greater Tulsa Association of REALTORS®

December 2016

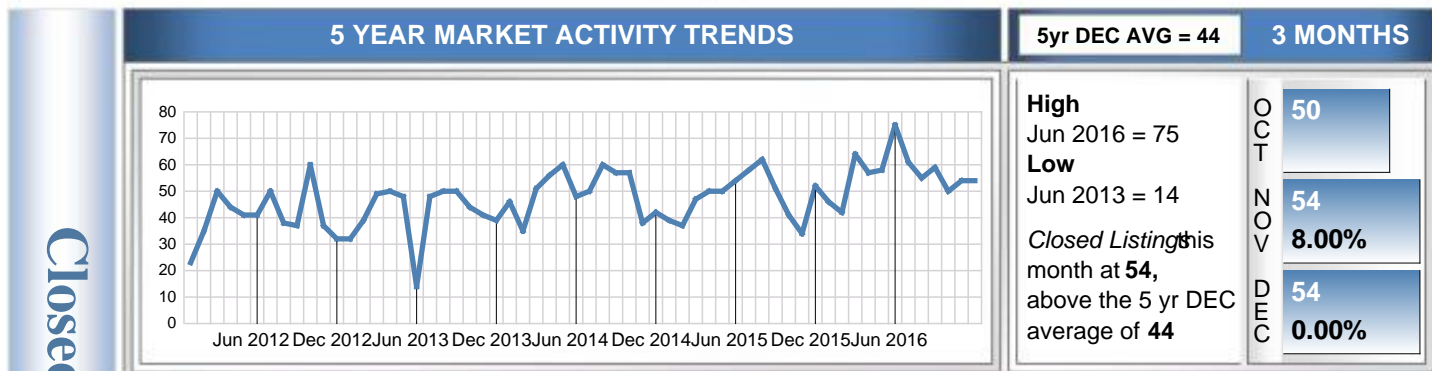
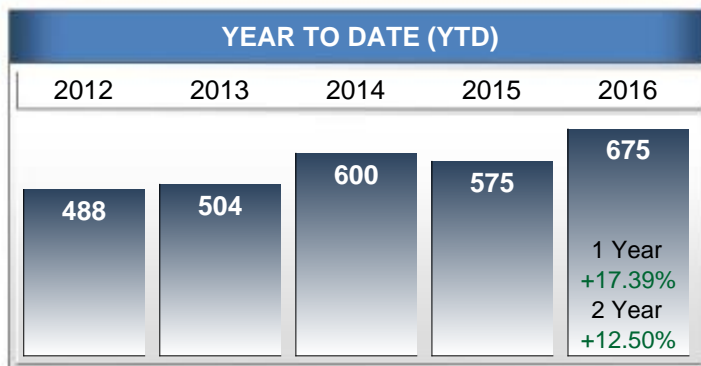
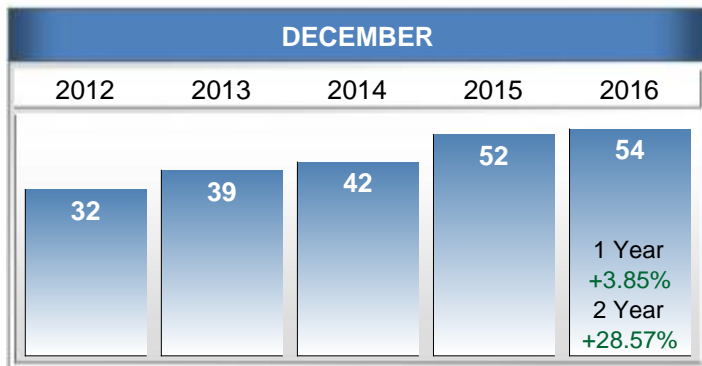
Closed Sales as of Jan 11, 2017



Closed Listings

Report Produced on: Jan 11, 2017

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	2	3.70%	19.0	1	1	0	0
\$10,001 \$30,000	13	24.07%	26.0	7	5	1	0
\$30,001 \$40,000	4	7.41%	76.5	2	2	0	0
\$40,001 \$90,000	14	25.93%	68.5	4	9	1	0
\$90,001 \$160,000	9	16.67%	50.0	0	8	1	0
\$160,001 \$230,000	6	11.11%	36.5	0	3	3	0
\$230,001 and up	6	11.11%	73.0	1	3	2	0
Total Closed Units: 54				45.5	15	31	8
Total Closed Volume: 5,110,682					732.30K	3.07M	1.31M
Median Closed Price: \$62,000					\$30,000	\$66,500	\$187,500
							0.00B
							\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

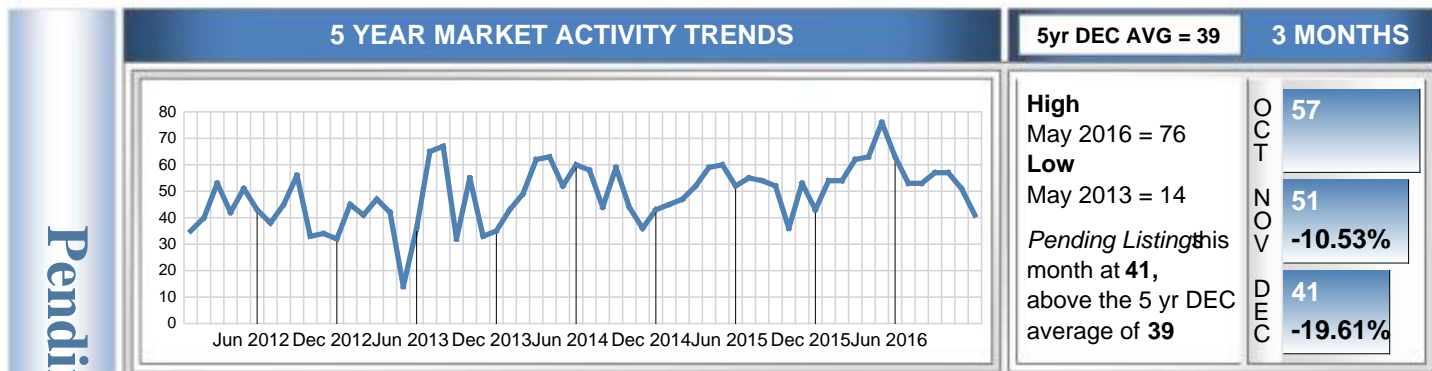
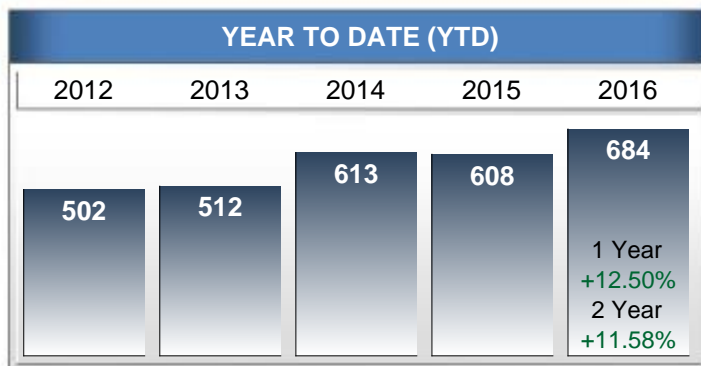
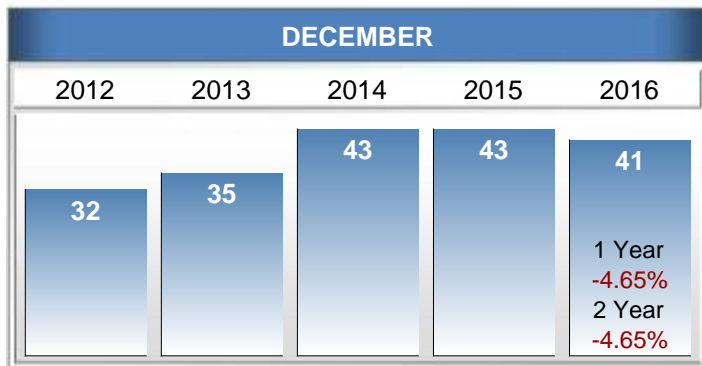
Pending Listings as of Jan 11, 2017



Pending Listings

Report Produced on: Jan 11, 2017

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	2	4.88%	49.0	2	0	0	0
\$10,001 \$30,000	8	19.51%	34.5	2	5	1	0
\$30,001 \$30,000	0	0.00%	34.5	0	0	0	0
\$30,001 \$90,000	16	39.02%	56.0	7	6	3	0
\$90,001 \$110,000	3	7.32%	1.0	0	3	0	0
\$110,001 \$140,000	5	12.20%	31.0	1	3	1	0
\$140,001 and up	7	17.07%	25.0	0	5	1	1
Total Pending Units: 41				31.0			
Total Pending Volume:		3,266,000		560.20K	1.88M	673.40K	149.90K
Median Listing Price:		\$59,900		\$36,000	\$87,950	\$65,200	\$149,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

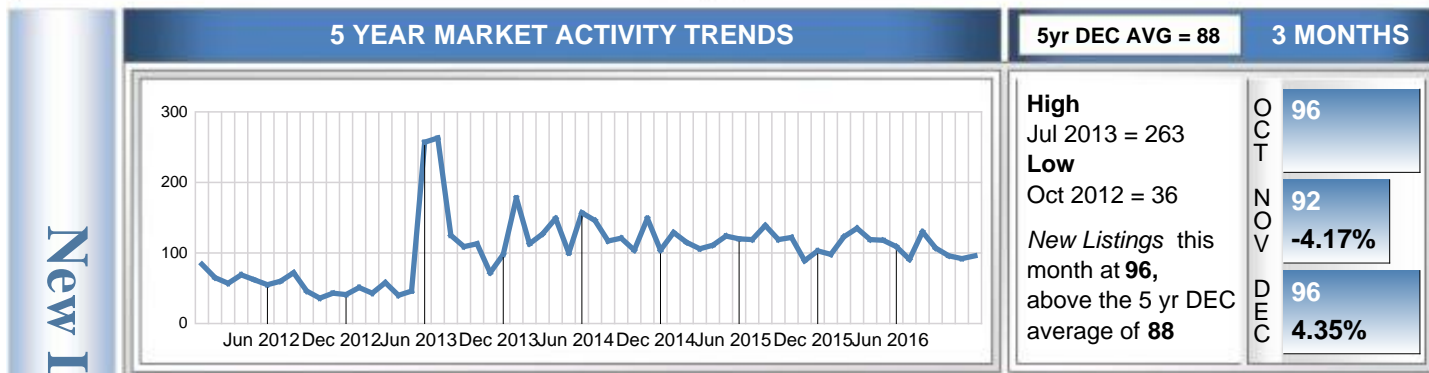
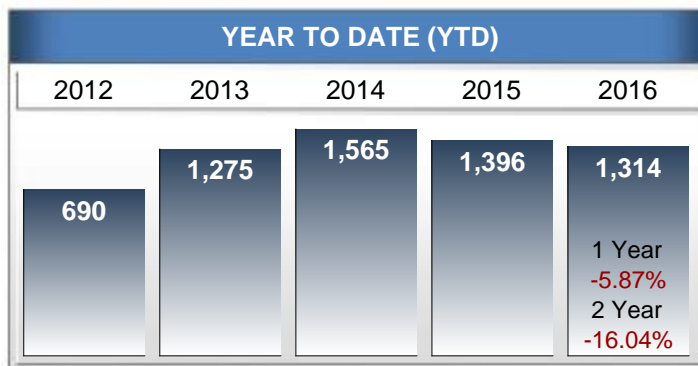
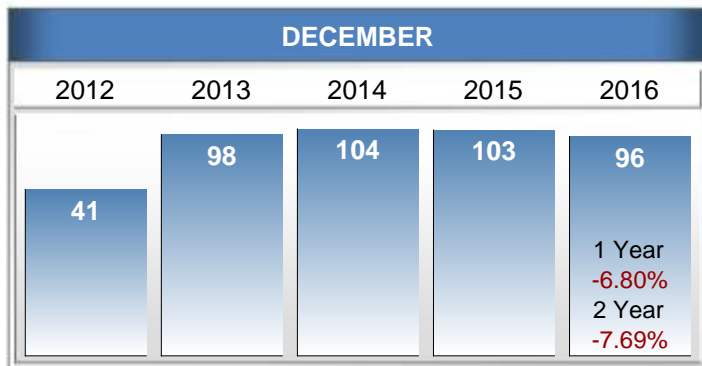
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 11, 2017

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+
\$20,000 and less	8	8.33%	5	3	0	0
\$20,001 - \$20,000	0	0.00%	0	0	0	0
\$20,001 - \$50,000	32	33.33%	15	13	4	0
\$50,001 - \$110,000	21	21.88%	4	16	1	0
\$110,001 - \$140,000	7	7.29%	3	2	1	1
\$140,001 - \$200,000	18	18.75%	3	12	2	1
\$200,001 and up	10	10.42%	6	0	4	0
Total New Listed Units:			36	46	12	2
Total New Listed Volume:			4.71M	4.16M	1.83M	281.50K
Median New Listed Listing Price:			\$45,500	\$88,450	\$152,225	\$140,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

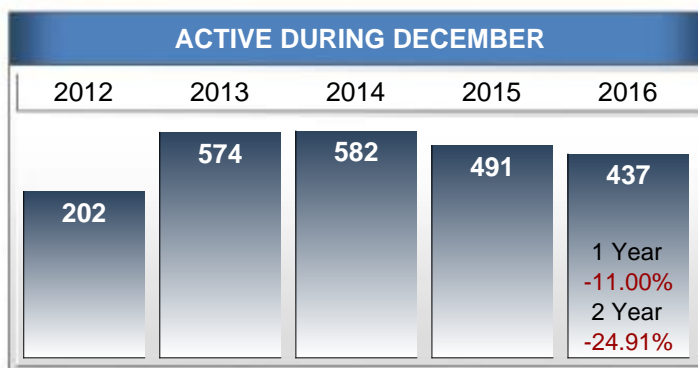
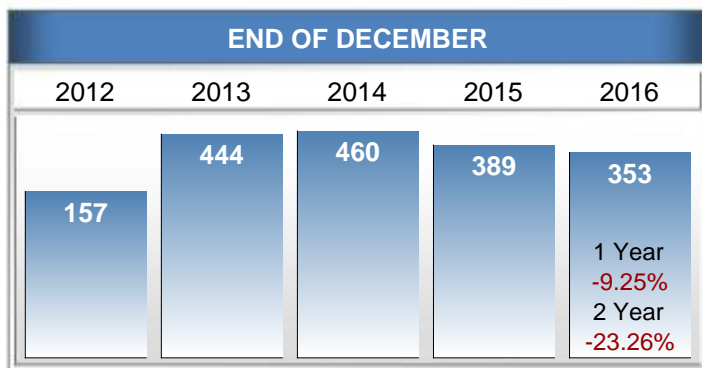
Active Inventory as of Jan 11, 2017



Active Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Muskogee



Active Inventory

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5yr DEC AVG = 361 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **353**, below the 5 yr DEC average of **361**

OCT	334
NOV	342
DEC	353
2.40%	
3.22%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	36	10.20%	131.0	33	3	0	0
\$20,001 \$40,000	37	10.48%	57.0	29	6	2	0
\$40,001 \$60,000	54	15.30%	56.0	27	22	4	1
\$60,001 \$120,000	85	24.08%	78.0	26	48	11	0
\$120,001 \$180,000	56	15.86%	66.5	8	35	10	3
\$180,001 \$290,000	49	13.88%	78.0	10	23	14	2
\$290,001 and up	36	10.20%	87.0	24	2	8	2
Total Active Inventory by Units:				157	139	49	8
Total Active Inventory by Volume:				27.96M	16.63M	9.15M	2.12M
Median Active Inventory Listing Price:				\$52,000	\$107,000	\$169,500	\$188,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

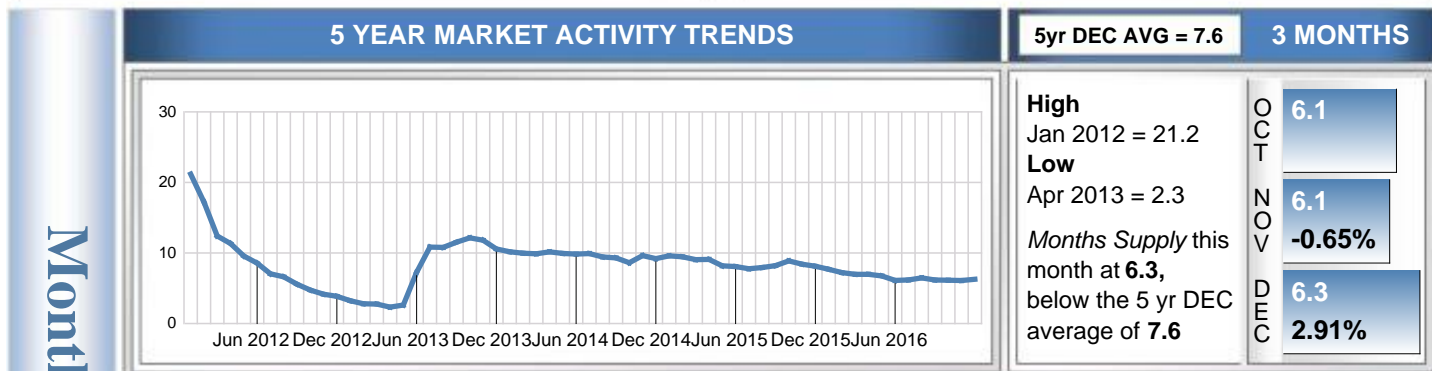
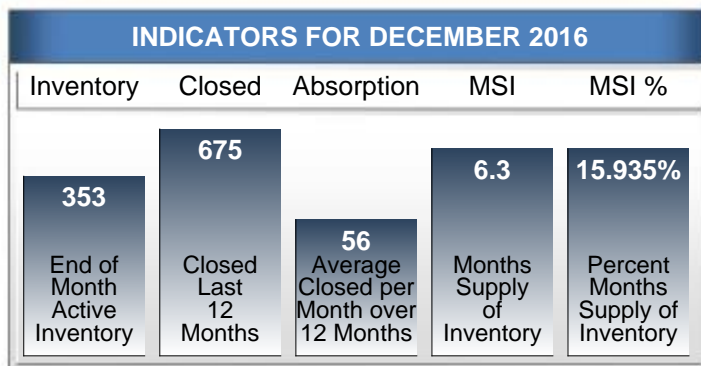
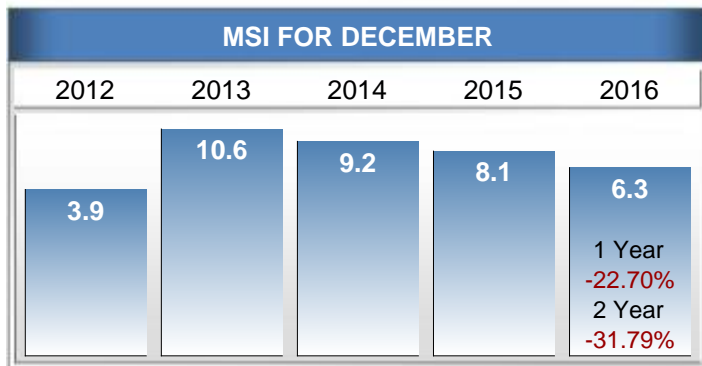
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

Report Produced on: Jan 11, 2017

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	36		10.20%	4.8	7.1	1.3	0.0	0.0
\$20,001 \$40,000	37		10.48%	4.9	7.4	2.0	4.0	0.0
\$40,001 \$60,000	54		15.30%	8.4	11.2	6.3	9.6	12.0
\$60,001 \$120,000	85		24.08%	5.5	13.0	3.8	11.0	0.0
\$120,001 \$180,000	56		15.86%	4.9	6.4	4.3	5.2	18.0
\$180,001 \$290,000	49		13.88%	7.8	40.0	7.9	4.9	8.0
\$290,001 and up	36		10.20%	24.0	144.0	3.0	16.0	12.0
MSI:				6.3	10.7	4.2	6.5	9.6
Total Active Inventory:				353	157	139	49	8



Monthly Inventory Analysis

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December 2016

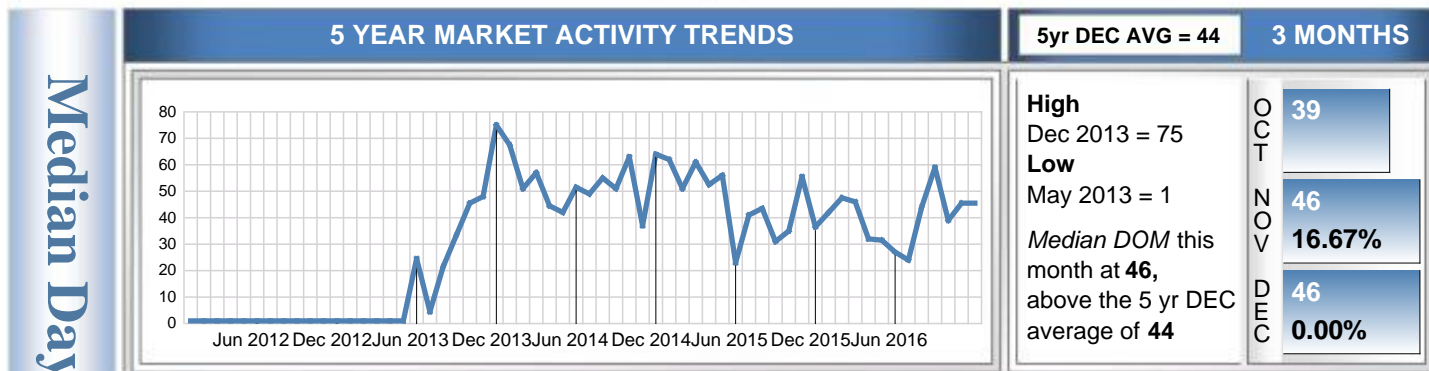
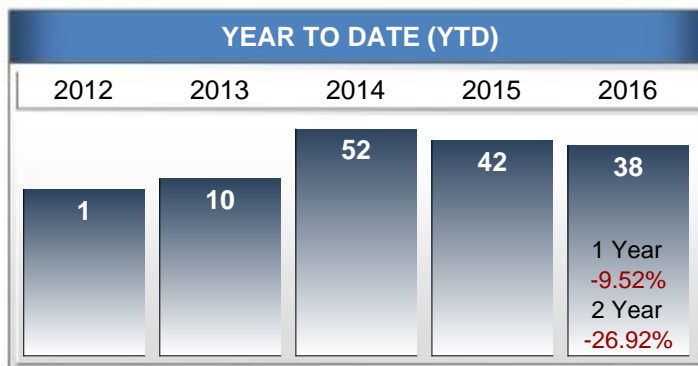
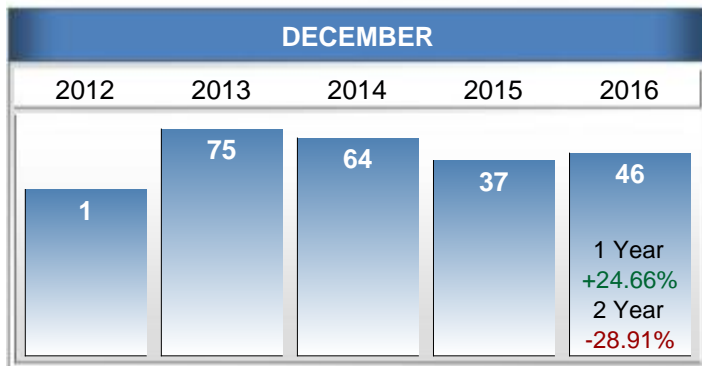
Closed Sales as of Jan 11, 2017



Median Days on Market to Sale

Report Produced on: Jan 11, 2017

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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	2	3.70%	19.0	1.0	37.0	0.0	0.0
\$10,001 \$30,000	13	24.07%	26.0	23.0	26.0	140.0	0.0
\$30,001 \$40,000	4	7.41%	76.5	117.0	24.5	0.0	0.0
\$40,001 \$90,000	14	25.93%	68.5	79.0	63.0	32.0	0.0
\$90,001 \$160,000	9	16.67%	50.0	0.0	46.5	102.0	0.0
\$160,001 \$230,000	6	11.11%	36.5	0.0	16.0	70.0	0.0
\$230,001 and up	6	11.11%	73.0	63.0	83.0	81.5	0.0
Median Closed DOM:	45.5			56.0	43.0	86.0	0.0
Total Closed Units:	54			15	31	8	
Total Closed Volume:	5,110,682			732.30K	3.07M	1.31M	0.00B



Monthly Inventory Analysis

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December 2016

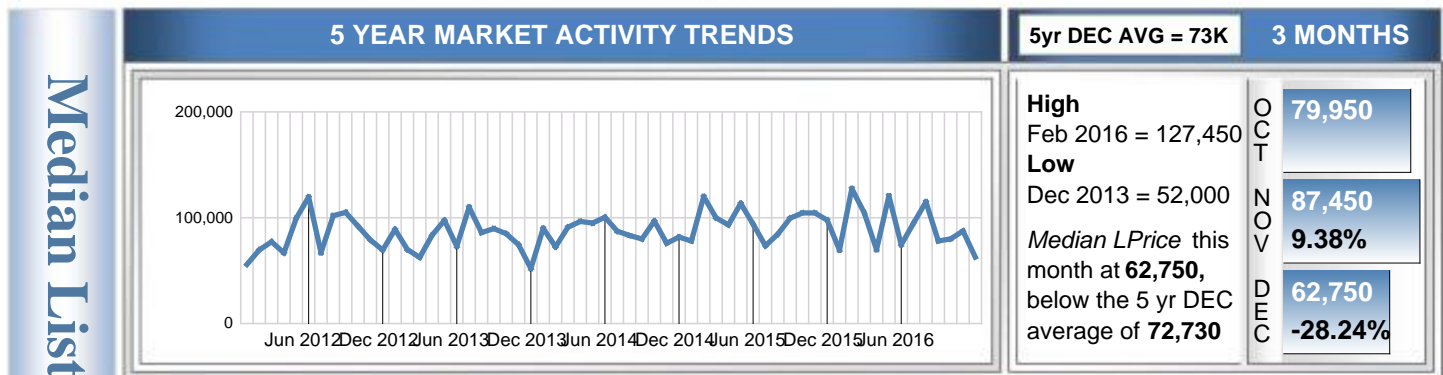
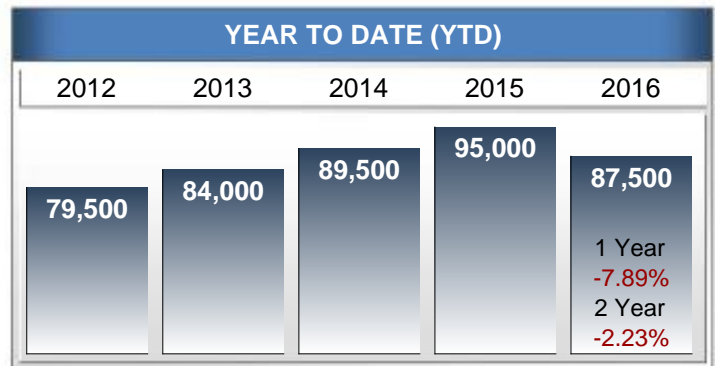
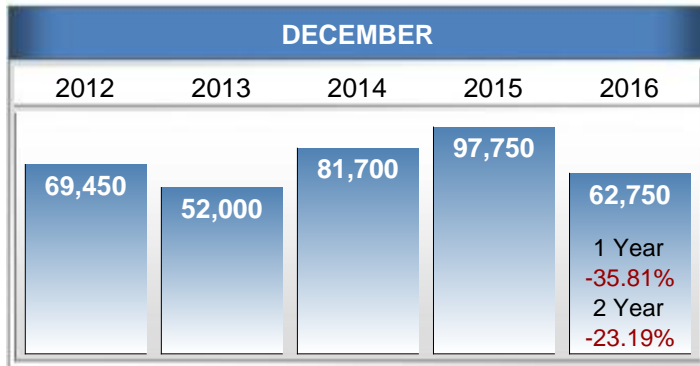
Closed Sales as of Jan 11, 2017



Median List Price at Closing

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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+
\$10,000 and less	1		1.85%	10,000	10,000	0	0	0
\$10,001 \$30,000	10		18.52%	19,950	18,250	19,950	0	0
\$30,001 \$40,000	6		11.11%	35,000	35,000	35,000	35,000	0
\$40,001 \$90,000	15		27.78%	54,900	52,400	55,950	79,250	0
\$90,001 \$160,000	8		14.81%	129,825	100,000	129,825	150,000	0
\$160,001 \$230,000	8		14.81%	181,950	0	179,500	209,000	0
\$230,001 and up	6		11.11%	273,700	300,000	299,900	239,450	0
Median List Price:		\$62,750			\$35,000	\$69,500	\$196,500	\$0
Total Closed Units:		54			15	31	8	
Total List Volume:		5,449,620			856.70K	3.24M	1.36M	0.00B



Monthly Inventory Analysis

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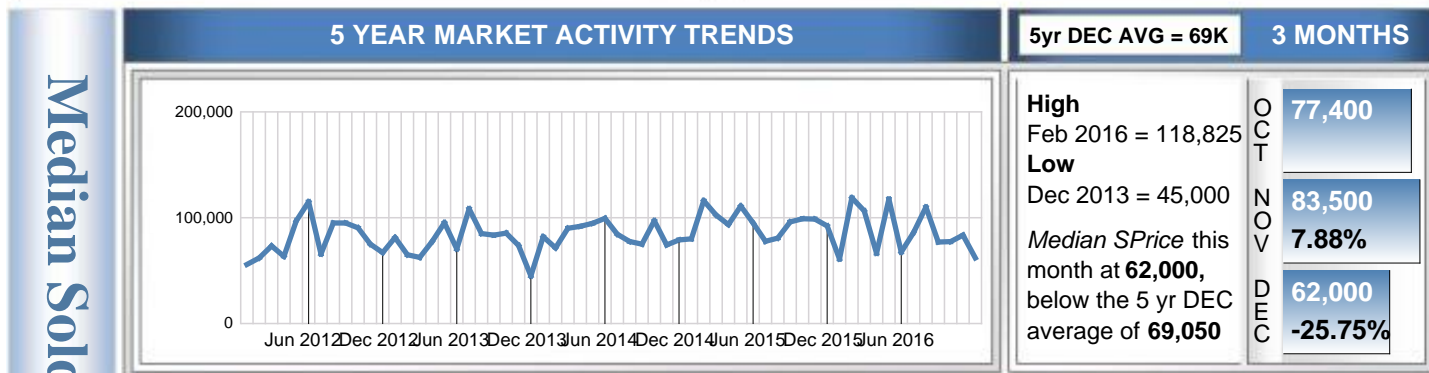
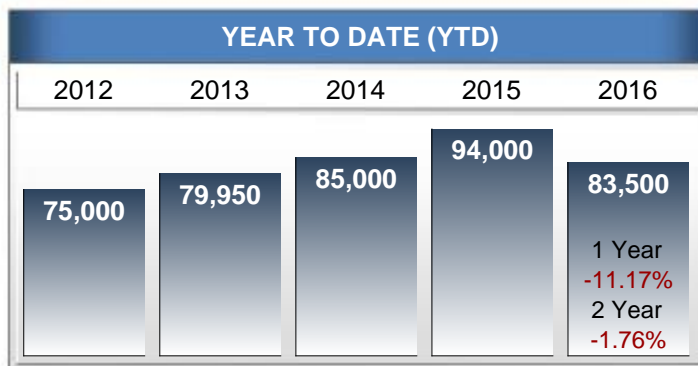
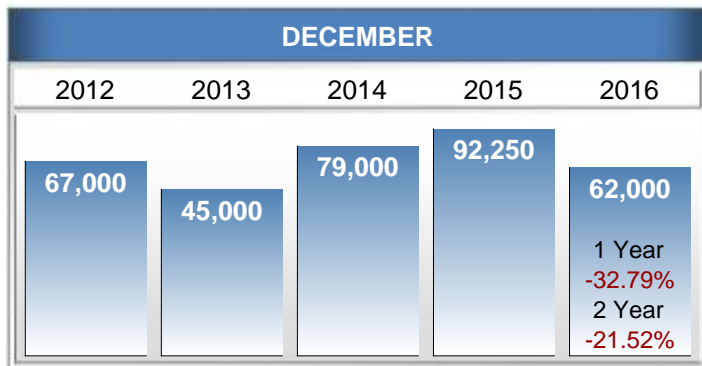
Closed Sales as of Jan 11, 2017



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	2		3.70%	10,000	10,000	10,000	0	0
\$10,001 \$30,000	13		24.07%	19,900	22,500	18,188	30,000	0
\$30,001 \$40,000	4		7.41%	33,325	33,250	35,822	0	0
\$40,001 \$90,000	14		25.93%	57,950	66,700	48,000	79,250	0
\$90,001 \$160,000	9		16.67%	142,500	0	145,950	142,500	0
\$160,001 \$230,000	6		11.11%	180,000	0	177,500	195,000	0
\$230,001 and up	6		11.11%	241,000	242,000	278,000	233,000	0
Median Closed Price:		\$62,000			\$30,000	\$66,500	\$187,500	\$0
Total Closed Units:		54			15	31	8	
Total Closed Volume:		5,110,682			732.30K	3.07M	1.31M	0.00B



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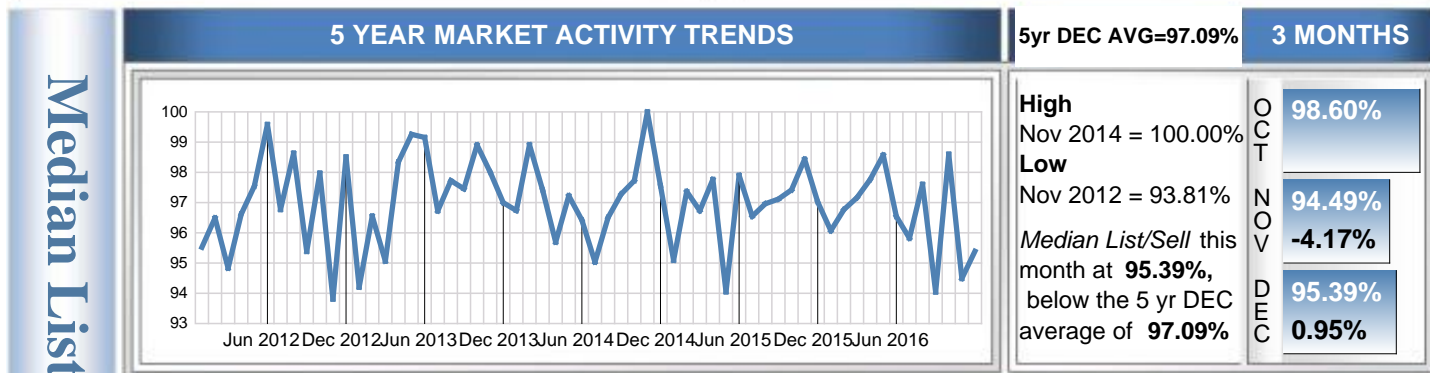
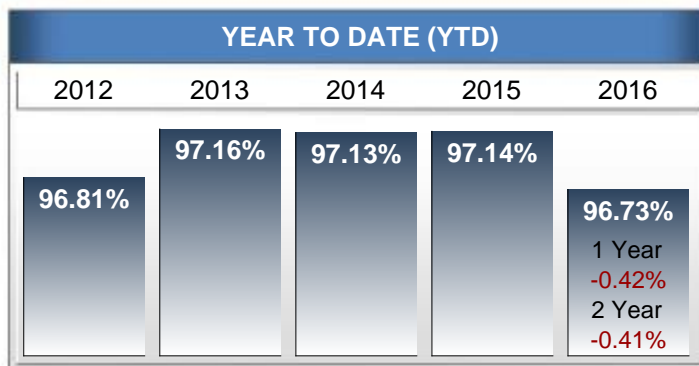
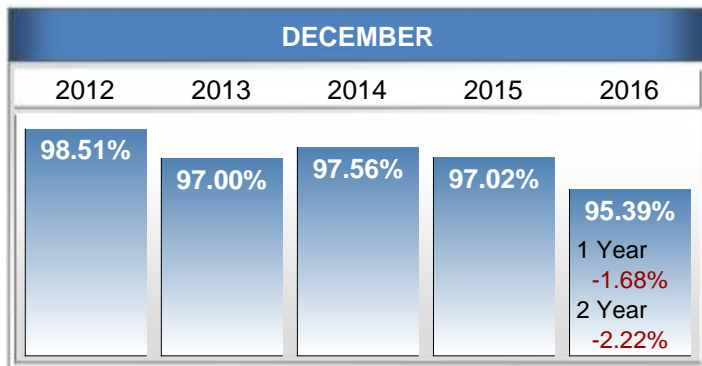
Closed Sales as of Jan 11, 2017



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+
\$10,000 and less	2	3.70%	64.29%	100.00%	28.57%	0.00%	0.00%
\$10,001 \$30,000	13	24.07%	85.71%	80.00%	100.00%	85.71%	0.00%
\$30,001 \$40,000	4	7.41%	91.51%	82.23%	104.26%	0.00%	0.00%
\$40,001 \$90,000	14	25.93%	96.19%	98.10%	95.68%	100.00%	0.00%
\$90,001 \$160,000	9	16.67%	96.84%	0.00%	96.90%	95.00%	0.00%
\$160,001 \$230,000	6	11.11%	96.31%	0.00%	94.79%	97.83%	0.00%
\$230,001 and up	6	11.11%	94.49%	80.67%	92.70%	97.31%	0.00%
Median List/Sell Ratio:	95.39%			90.00%	95.68%	97.06%	0.00%
Total Closed Units:	54			15	31	8	
Total Closed Volume:	5,110,682			732.30K	3.07M	1.31M	0.00B



Monthly Inventory Analysis

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December 2016

Inventory as of Jan 11, 2017



Market Summary

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

Active Inventory as of December 31, 2016 = 353

	DECEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	52	54	3.85%	575	675	17.39%
Pending Sales	43	41	-4.65%	608	684	12.50%
New Listings	103	96	-6.80%	1,396	1,314	-5.87%
Median List Price	97,750	62,750	-35.81%	95,000	87,500	-7.89%
Median Sale Price	92,250	62,000	-32.79%	94,000	83,500	-11.17%
Median Percent of List Price to Selling Price	97.02%	95.39%	-1.68%	97.14%	96.73%	-0.42%
Median Days on Market to Sale	36.50	45.50	24.66%	42.00	38.00	-9.52%
Monthly Inventory	389	353	-9.25%	389	353	-9.25%
Months Supply of Inventory	8.12	6.28	-22.70%	8.12	6.28	-22.70%

