



# November 2016

Area Delimited by County Of Muskogee

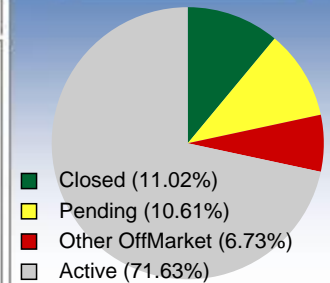


**Absorption:** Last 12 months, an Average of **56** Sales/Month

**Active Inventory** as of November 30, 2016 = **351**

	NOVEMBER		
	2015	2016	+/- %
Closed Listings	34	54	58.82%
Pending Listings	53	52	-1.89%
New Listings	89	92	3.37%
Average List Price	108,747	111,409	2.45%
Average Sale Price	106,833	106,871	0.04%
Average Percent of List Price to Selling Price	97.60%	94.87%	-2.79%
Average Days on Market to Sale	63.06	56.00	-11.19%
End of Month Inventory	396	351	-11.36%
Months Supply of Inventory	8.41	6.28	-25.37%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Dec 12, 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 November 2016 decreased **11.36%** to 351 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.

### Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **0.04%** in November 2016 to \$106,871 versus the previous year at \$106,833.

### Average Days on Market Shortens

The average number of **56.00** days that homes spent on the market before selling decreased by 7.06 days or **11.19%** in November 2016 compared to last year's same month at **63.06** DOM.

### Sales Success for November 2016 is Positive

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

There were 92 New Listings in November 2016, up **3.37%** from last year at 89. Furthermore, there were 54 Closed Listings this month versus last year at 34, a **58.82%** increase.

Closed versus Listed trends yielded a **58.7%** ratio, up from last year's November 2016 at **38.2%**, a **53.64%** 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

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

## 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](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

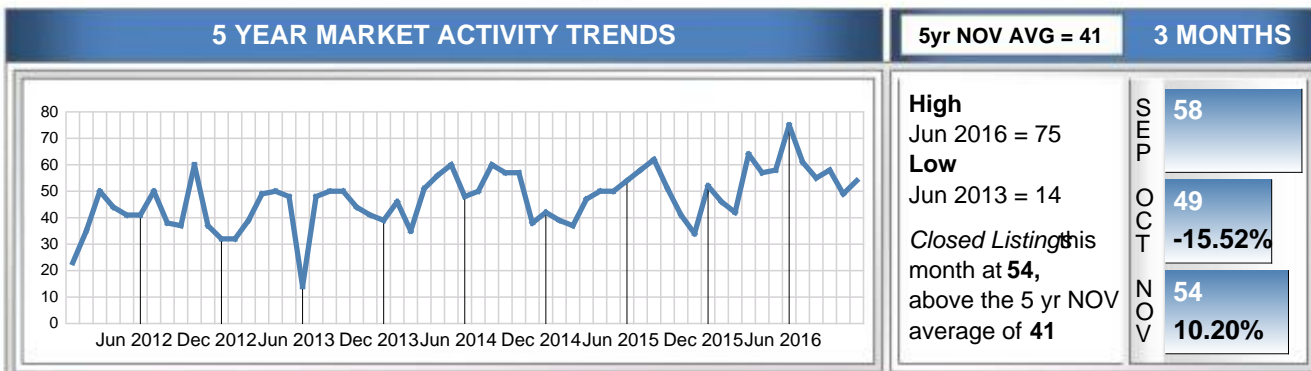
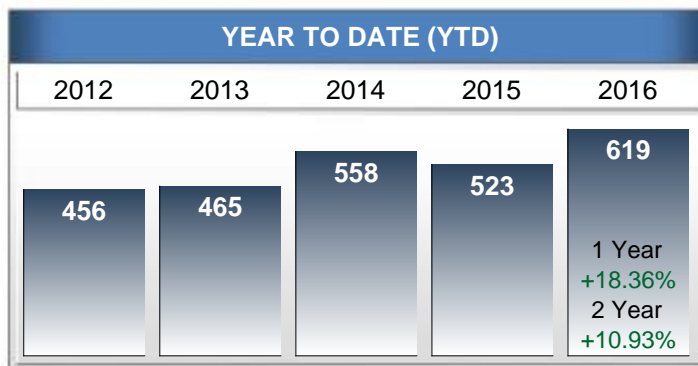
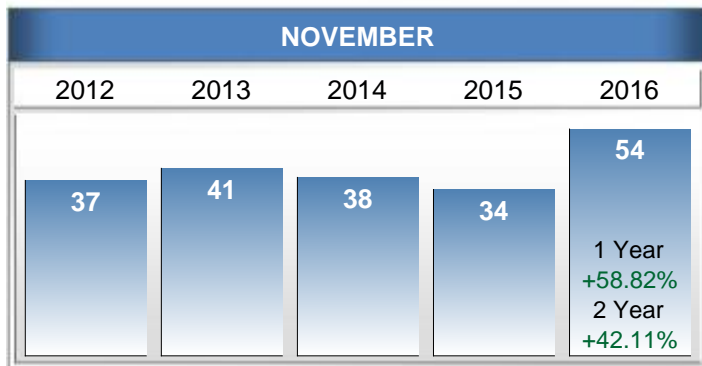
Closed Sales as of Dec 12, 2016



### Closed Listings

Report Produced on: Dec 12, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	1.85%	35.0	1	0	0	0
\$10,001 - \$30,000	11	20.37%	70.4	6	4	1	0
\$30,001 - \$50,000	8	14.81%	56.0	3	5	0	0
\$50,001 - \$110,000	13	24.07%	42.1	2	9	2	0
\$110,001 - \$170,000	8	14.81%	33.9	0	7	1	0
\$170,001 - \$260,000	8	14.81%	61.1	1	3	3	1
\$260,001 and up	5	9.26%	92.0	0	3	2	0
<b>Total Closed Units:</b>	<b>54</b>		<b>56.0</b>	<b>13</b>	<b>31</b>	<b>9</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>5,771,018</b>			<b>651.23K</b>	<b>3.35M</b>	<b>1.58M</b>	<b>185.00K</b>
<b>Average Closed Price:</b>	<b>\$106,871</b>			<b>\$50,095</b>	<b>\$108,172</b>	<b>\$175,718</b>	<b>\$185,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

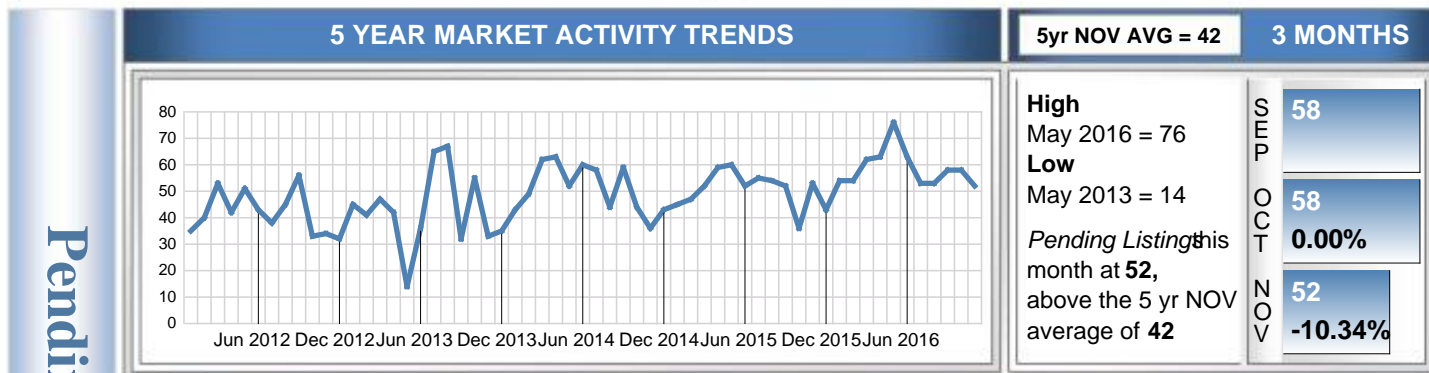
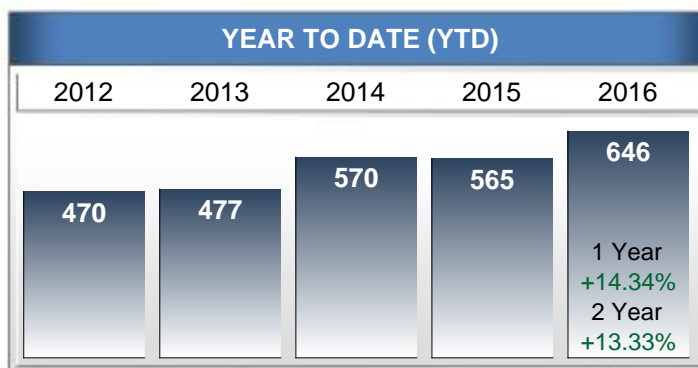
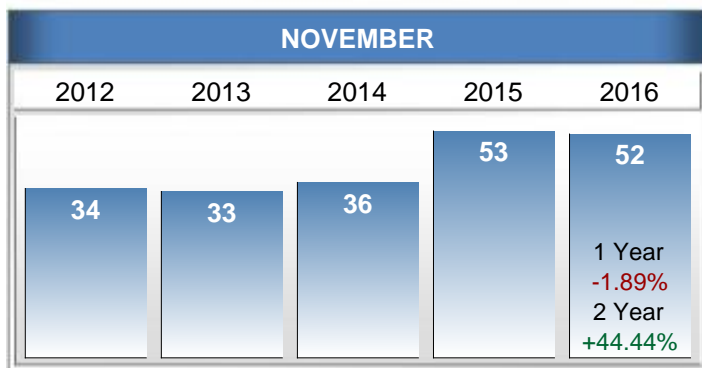
Pending Listings as of Dec 12, 2016



### Pending Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Muskogee



Pending Listings  
 Ready to Buy or Sell Real Estate?  
 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	1.92%	31.0	0	0	1	0
\$10,001 \$30,000	10	19.23%	32.4	5	5	0	0
\$30,001 \$40,000	8	15.38%	41.9	6	2	0	0
\$40,001 \$80,000	14	26.92%	90.4	4	10	0	0
\$80,001 \$150,000	8	15.38%	66.1	1	6	1	0
\$150,001 \$210,000	5	9.62%	52.4	0	3	2	0
\$210,001 and up	6	11.54%	62.3	1	4	1	0
Total Pending Units: 52				17	30	5	
Total Pending Volume: 4,799,820				927.70K	3.10M	770.00K	0.00B
Average Listing Price: \$42,025				\$54,571	\$103,404	\$154,000	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

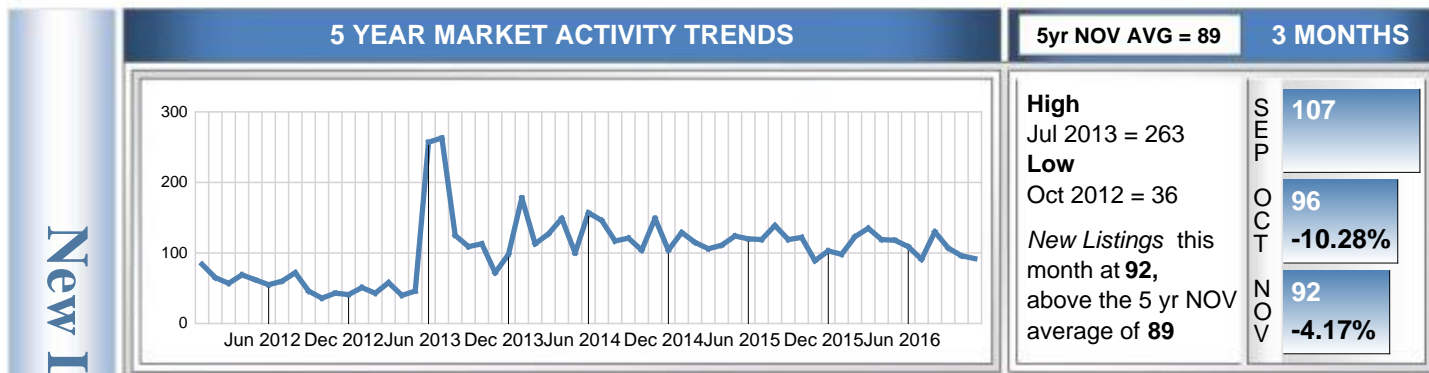
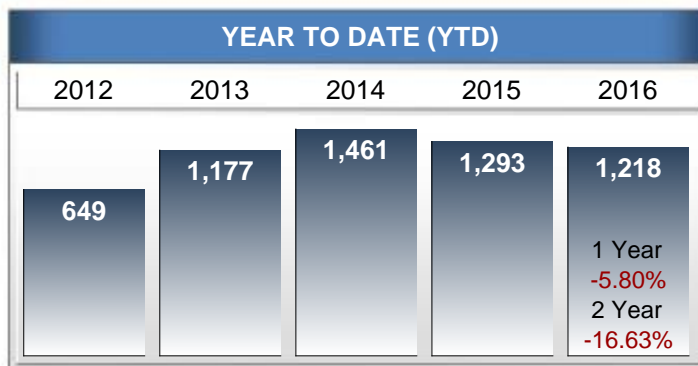
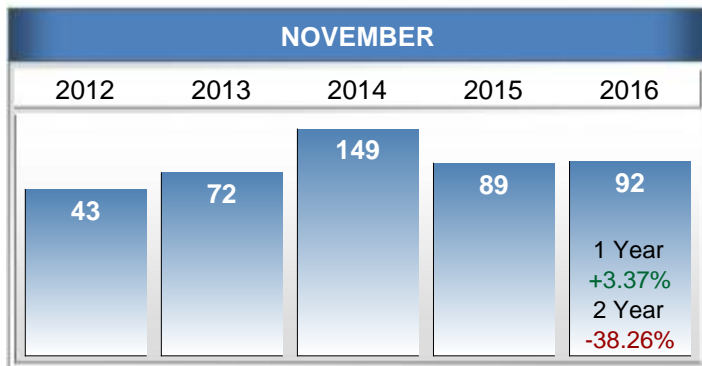
New Listings as of Dec 12, 2016



### New Listings

Report Produced on: Dec 12, 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	0	0.00%	0	0	0	0
\$10,001 \$40,000	20	21.74%	14	6	0	0
\$40,001 \$60,000	14	15.22%	7	7	0	0
\$60,001 \$110,000	21	22.83%	4	12	5	0
\$110,001 \$170,000	16	17.39%	1	12	2	1
\$170,001 \$250,000	13	14.13%	2	8	3	0
\$250,001 and up	8	8.70%	4	1	2	1
Total New Listed Units: 92			32	46	12	2
Total New Listed Volume: 10,685,312			2.97M	5.05M	1.86M	799.80K
Average New Listed Listing Price: \$33,950			\$92,839	\$109,875	\$155,033	\$399,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

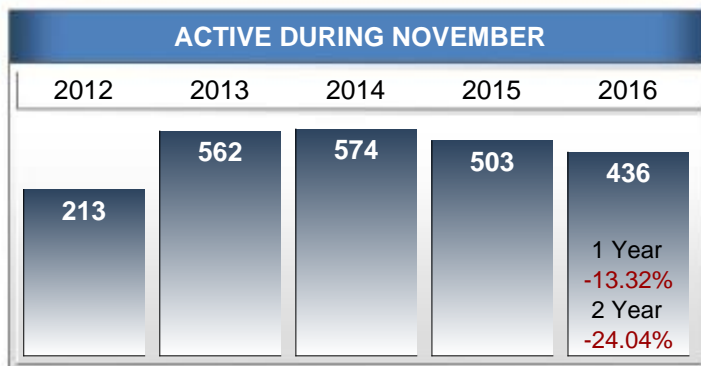
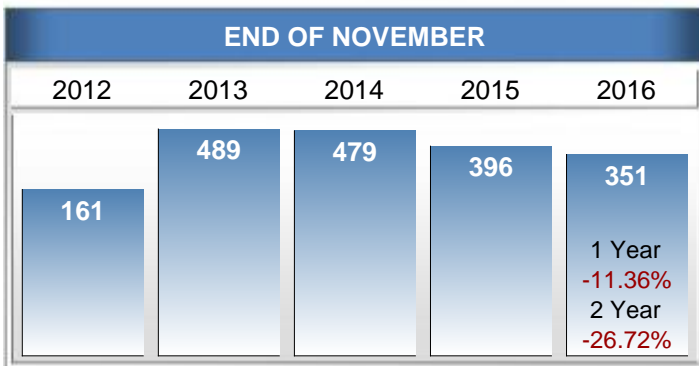
Active Inventory as of Dec 12, 2016



### Active Inventory

Report Produced on: Dec 12, 2016

Area Delimited by County Of Muskogee



Active Inventory

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**5yr NOV AVG = 375**    **3 MONTHS**

**High**  
Oct 2013 = 499

**Low**  
Apr 2013 = 98

*Inventory* this month at **351**, below the 5 yr NOV average of **375**

SEP	342
OCT	345
NOV	351

**0.88%** (Oct vs Nov)  
**1.74%** (Nov vs 5yr Avg)

#### 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	44	12.54%	93.3	41	3	0	0		
\$25,001-\$50,000	51	14.53%	98.4	34	14	2	1		
\$50,001-\$125,000	120	34.19%	74.7	46	59	15	0		
\$125,001-\$200,000	58	16.52%	78.6	8	37	11	2		
\$200,001-\$325,000	41	11.68%	68.3	8	16	15	2		
\$325,001 and up	37	10.54%	88.2	24	1	9	3		
Total Active Inventory by Units:				351	81.8	161	130	52	8
Total Active Inventory by Volume:				57,987,438		28.93M	16.05M	10.61M	2.40M
Average Active Inventory Listing Price:				\$165,206		\$179,712	\$123,468	\$203,952	\$299,688



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

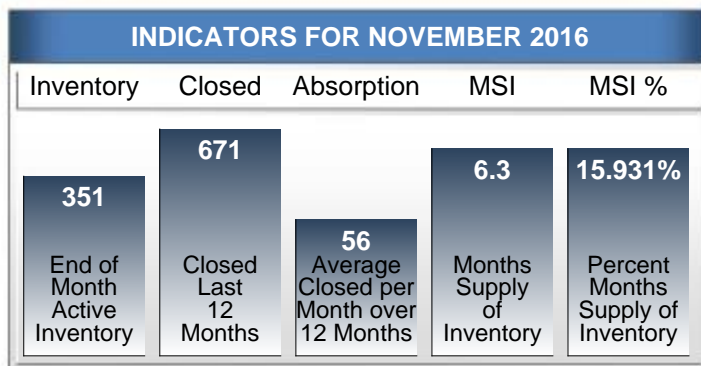
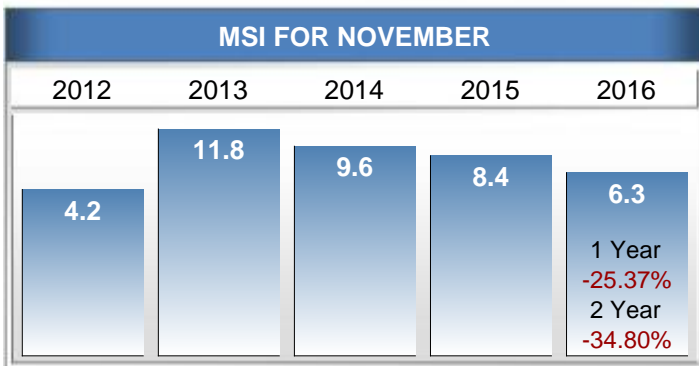
Active Inventory as of Dec 12, 2016



### Months Supply of Inventory

Report Produced on: Dec 12, 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+
\$10,000 and less	20	5.70%	8.6	12.6	0.0	0.0	0.0
\$10,001 - \$40,000	50	14.25%	4.1	5.6	2.1	3.0	0.0
\$40,001 - \$60,000	48	13.68%	7.9	12.8	4.1	7.2	12.0
\$60,001 - \$120,000	91	25.93%	5.7	13.4	3.9	11.1	0.0
\$120,001 - \$200,000	64	18.23%	4.7	7.3	4.3	4.3	6.0
\$200,001 - \$330,000	43	12.25%	9.1	32.0	7.7	7.6	12.0
\$330,001 and up	35	9.97%	42.0	288.0	4.0	16.8	36.0
MSI:	6.3			10.8	4.0	6.9	9.6
Total Active Inventory:	351			161	130	52	8



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

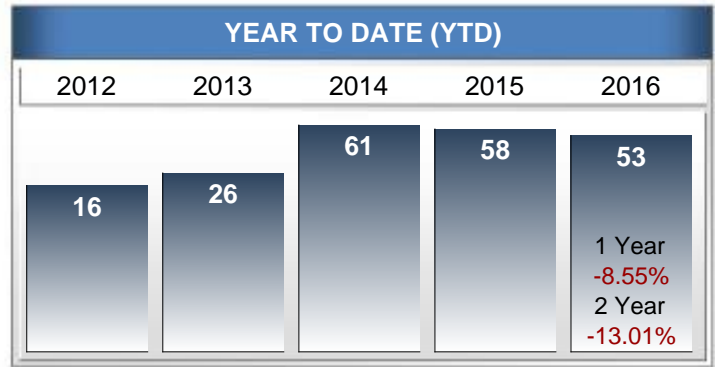
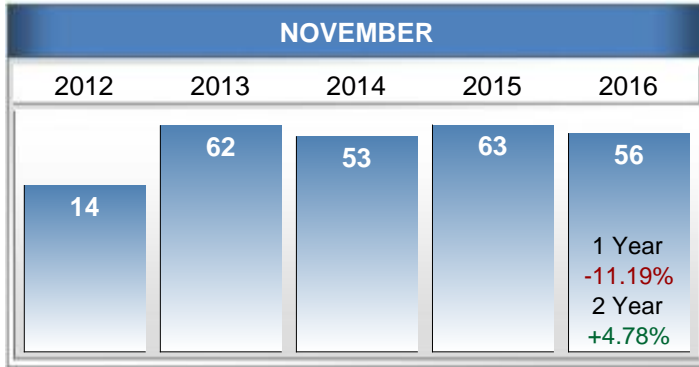
Closed Sales as of Dec 12, 2016



### Average Days on Market to Sale

Report Produced on: Dec 12, 2016

Area Delimited by County Of Muskogee



Average Days on Market



#### 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+
\$10,000 and less	1	1.85%	35.0	35.0	0.0	0.0	0.0
\$10,001 \$30,000	11	20.37%	70.4	62.8	63.8	142.0	0.0
\$30,001 \$50,000	8	14.81%	56.0	25.7	74.2	0.0	0.0
\$50,001 \$110,000	13	24.07%	42.1	54.5	41.1	34.0	0.0
\$110,001 \$170,000	8	14.81%	33.9	0.0	31.7	49.0	0.0
\$170,001 \$260,000	8	14.81%	61.1	6.0	57.3	54.7	147.0
\$260,001 and up	5	9.26%	92.0	0.0	66.7	130.0	0.0
Average Closed DOM: 56.0				46.5	51.3	75.9	147.0
Total Closed Units: 54				13	31	9	1
Total Closed Volume: 5,771,018				651.23K	3.35M	1.58M	185.00K

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# Monthly Inventory Analysis

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## November 2016

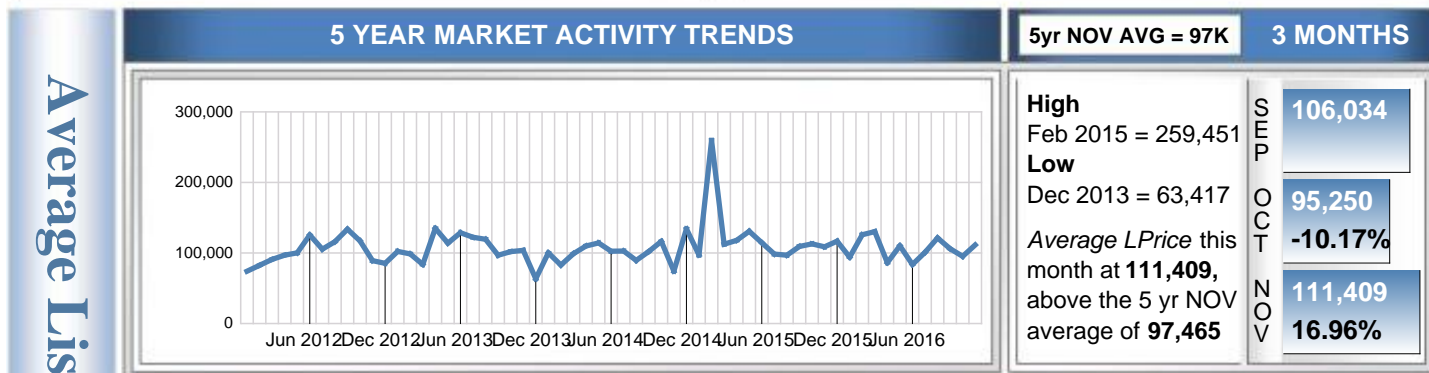
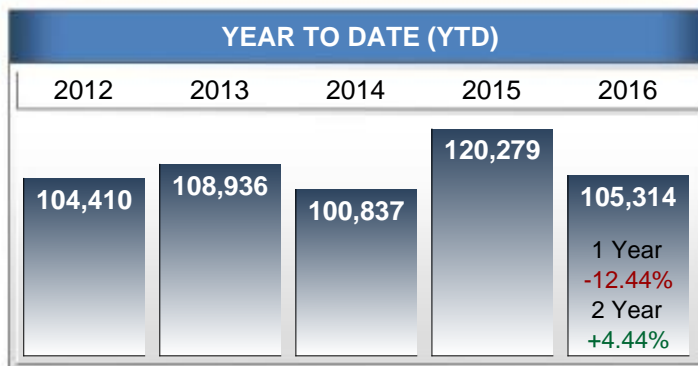
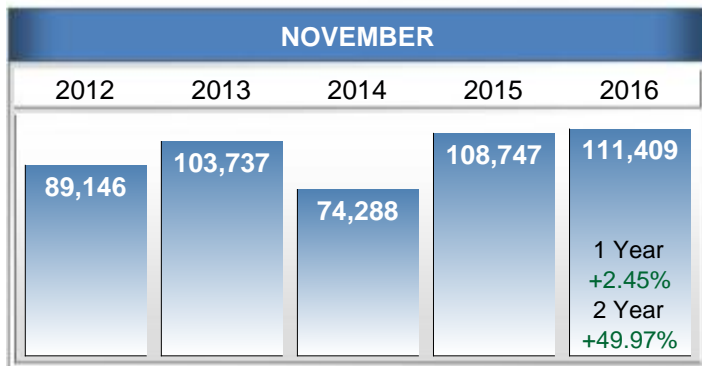
Closed Sales as of Dec 12, 2016



### Average List Price at Closing

Report Produced on: Dec 12, 2016

Area Delimited by County Of Muskogee



Average List Price

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#### 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+
\$10,000 and less	0	0.00%	0	11,000	0	0	0
\$10,001 \$30,000	12	22.22%	20,850	24,567	19,950	12,000	0
\$30,001 \$50,000	7	12.96%	41,471	42,633	44,460	0	0
\$50,001 \$110,000	15	27.78%	84,640	96,450	83,756	77,500	0
\$110,001 \$170,000	6	11.11%	132,817	0	131,857	163,000	0
\$170,001 \$260,000	8	14.81%	203,350	232,000	202,267	235,633	199,900
\$260,001 and up	6	11.11%	297,050	0	281,133	319,500	0
Average List Price:	\$111,409			\$54,708	\$110,616	\$186,211	\$199,900
Total Closed Units:	54			13	31	9	1
Total List Volume:	6,016,100			711.20K	3.43M	1.68M	199.90K





# Monthly Inventory Analysis

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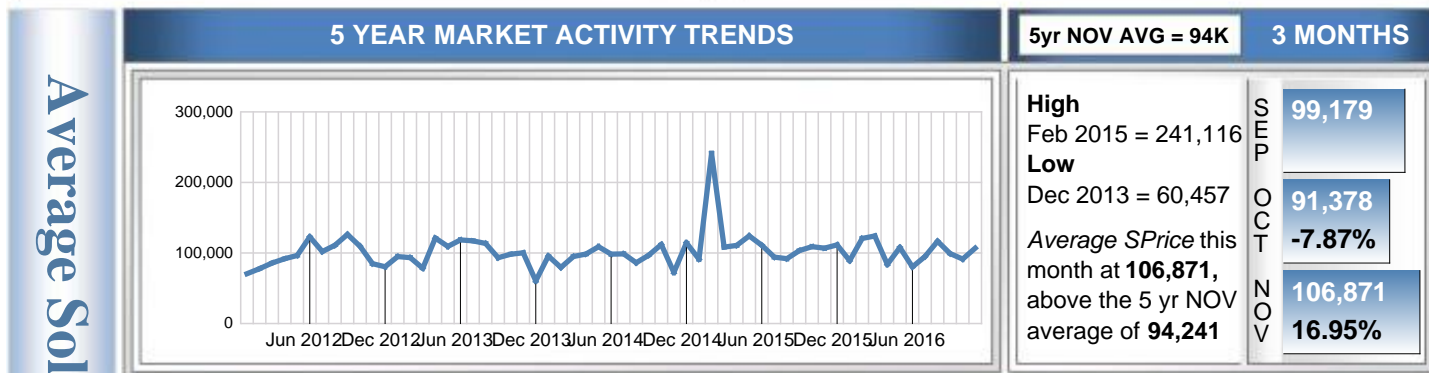
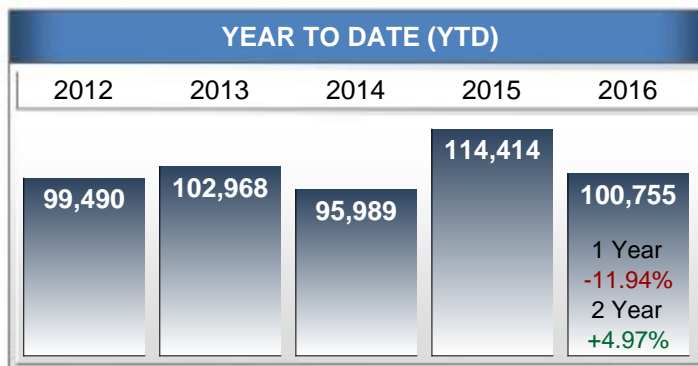
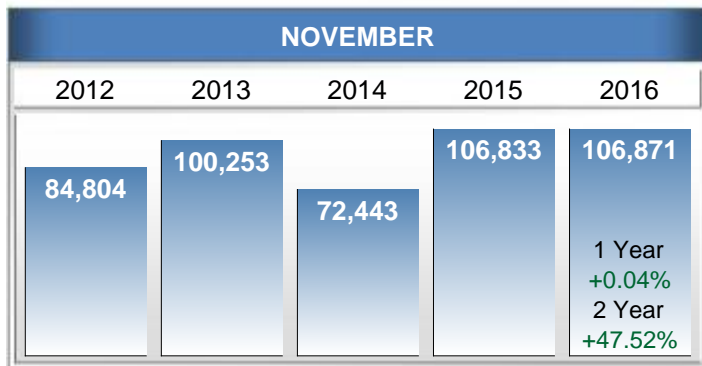
Closed Sales as of Dec 12, 2016



### Average Sold Price at Closing

Report Produced on: Dec 12, 2016

Area Delimited by County Of Muskogee



Average Sold Price

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#### 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+
\$10,000 and less	1		1.85%	8,000	8,000	0	0	0
\$10,001 \$30,000	11		20.37%	19,869	21,333	18,397	16,964	0
\$30,001 \$50,000	8		14.81%	38,242	38,745	37,940	0	0
\$50,001 \$110,000	13		24.07%	81,758	91,500	81,094	75,000	0
\$110,001 \$170,000	8		14.81%	135,535	0	131,326	165,000	0
\$170,001 \$260,000	8		14.81%	207,063	216,000	200,167	218,333	185,000
\$260,001 and up	5		9.26%	286,980	0	280,133	297,250	0
Average Closed Price:	\$106,871				\$50,095	\$108,172	\$175,718	\$185,000
Total Closed Units:	54				13	31	9	1
Total Closed Volume:	5,771,018				651.23K	3.35M	1.58M	185.00K



# Monthly Inventory Analysis

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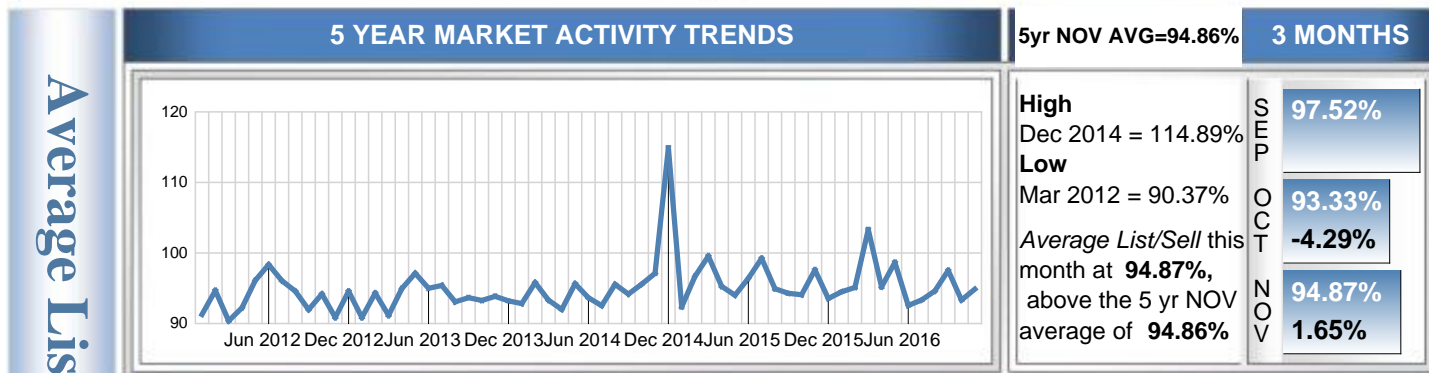
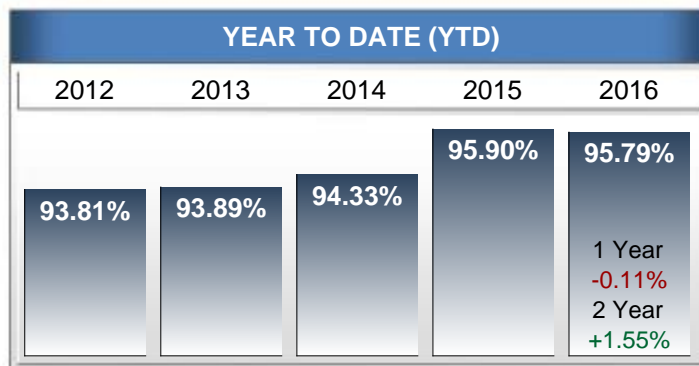
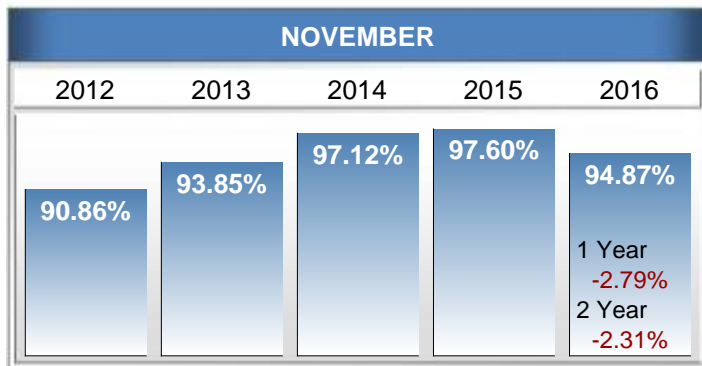
Closed Sales as of Dec 12, 2016



### Average Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



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+
\$10,000 and less	1	1.85%	72.73%	72.73%	0.00%	0.00%	0.00%
\$10,001 \$30,000	11	20.37%	94.61%	85.96%	95.89%	141.37%	0.00%
\$30,001 \$50,000	8	14.81%	87.88%	90.70%	86.19%	0.00%	0.00%
\$50,001 \$110,000	13	24.07%	96.32%	94.49%	96.70%	96.43%	0.00%
\$110,001 \$170,000	8	14.81%	100.53%	0.00%	100.43%	101.23%	0.00%
\$170,001 \$260,000	8	14.81%	95.64%	93.10%	99.41%	93.74%	92.55%
\$260,001 and up	5	9.26%	97.04%	0.00%	99.65%	93.13%	0.00%
Average List/Sell Ratio: 94.90%				87.90%	96.29%	100.33%	92.55%
Total Closed Units: 54				13	31	9	1
Total Closed Volume: 5,771,018				651.23K	3.35M	1.58M	185.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2016

Inventory as of Dec 12, 2016



### Market Summary

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Area Delimited by County Of Muskogee



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

**Active Inventory** as of November 30, 2016 = 351

	NOVEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	34	54	58.82%	523	619	18.36%
Pending Sales	53	52	-1.89%	565	646	14.34%
New Listings	89	92	3.37%	1,293	1,218	-5.80%
Average List Price	108,747	111,409	2.45%	120,279	105,314	-12.44%
Average Sale Price	106,833	106,871	0.04%	114,414	100,755	-11.94%
Average Percent of List Price to Selling Price	97.60%	94.87%	-2.79%	95.90%	95.79%	-0.11%
Average Days on Market to Sale	63.06	56.00	-11.19%	58.12	53.15	-8.55%
Monthly Inventory	396	351	-11.36%	396	351	-11.36%
Months Supply of Inventory	8.41	6.28	-25.37%	8.41	6.28	-25.37%

