



October 2016

Area Delimited by County Of Muskogee

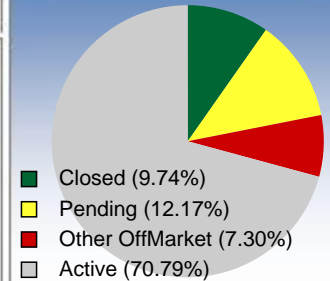


Absorption: Last 12 months, an Average of **54** Sales/Month

Active Inventory as of October 31, 2016 = **349**

	OCTOBER		
	2015	2016	+/- %
Closed Listings	41	48	17.07%
Pending Listings	36	60	66.67%
New Listings	122	96	-21.31%
Average List Price	112,912	95,151	-15.73%
Average Sale Price	108,953	91,459	-16.06%
Average Percent of List Price to Selling Price	94.08%	93.45%	-0.66%
Average Days on Market to Sale	51.66	53.04	2.68%
End of Month Inventory	421	349	-17.10%
Months Supply of Inventory	8.88	6.44	-27.43%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 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 October 2016 decreased **17.10%** to 349 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **6.44** 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 **16.06%** in October 2016 to \$91,459 versus the previous year at \$108,953.

Average Days on Market Lengthens

The average number of **53.04** days that homes spent on the market before selling increased by 1.38 days or **2.68%** in October 2016 compared to last year's same month at **51.66** DOM.

Sales Success for October 2016 is Positive

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

There were 96 New Listings in October 2016, down **21.31%** from last year at 122. Furthermore, there were 48 Closed Listings this month versus last year at 41, a **17.07%** increase.

Closed versus Listed trends yielded a **50.0%** ratio, up from previous year's, October 2015, at **33.6%**, a **48.78%** 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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October 2016

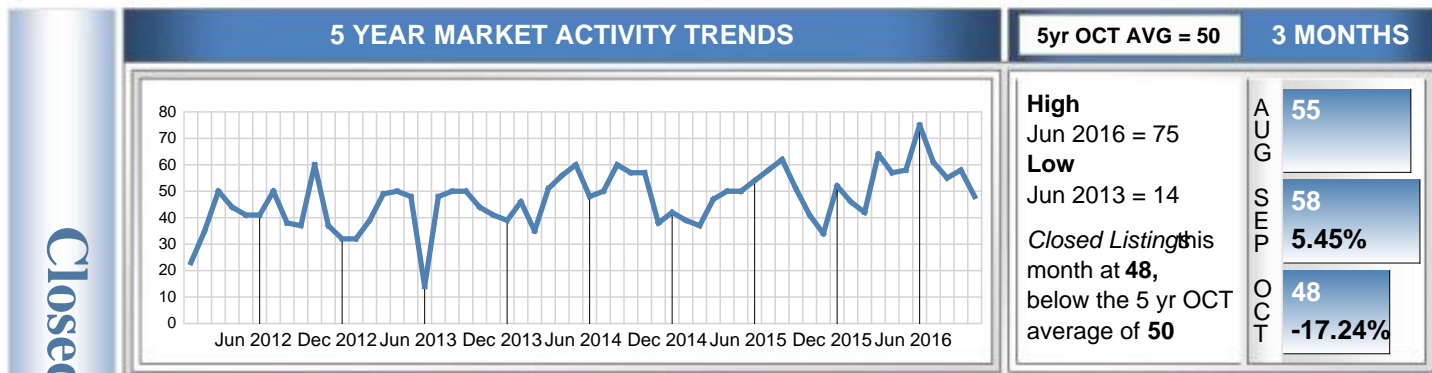
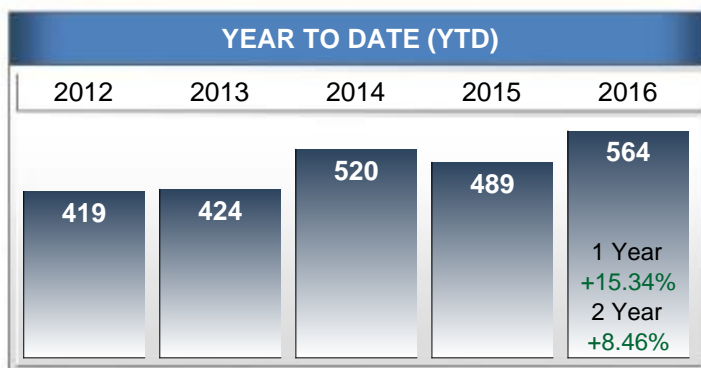
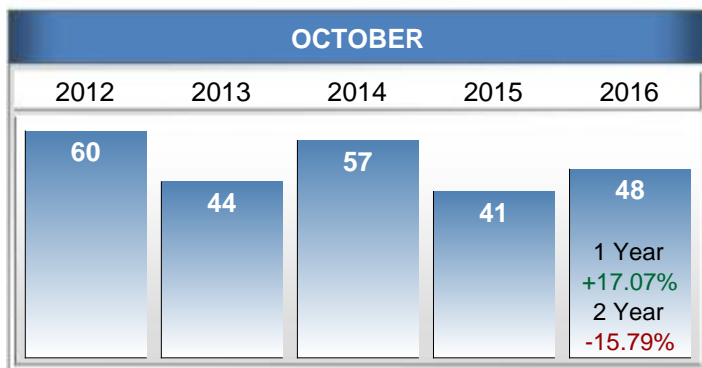
Closed Sales as of Nov 15, 2016



Closed Listings

Report Produced on: Nov 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+	
\$20,000 and less	5	10.42%	83.4	3	2	0	0	
\$20,001 \$30,000	3	6.25%	24.3	1	2	0	0	
\$30,001 \$50,000	8	16.67%	17.4	4	3	1	0	
\$50,001 \$90,000	14	29.17%	68.1	3	9	1	1	
\$90,001 \$130,000	6	12.50%	36.3	1	5	0	0	
\$130,001 \$180,000	6	12.50%	48.5	0	6	0	0	
\$180,001 and up	6	12.50%	75.7	0	3	1	2	
Total Closed Units: 48				53.0	12	30	3	3
Total Closed Volume: 4,390,030					559.83K	3.05M	298.50K	486.50K
Average Closed Price: \$91,459					\$46,652	\$101,507	\$99,500	\$162,167

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

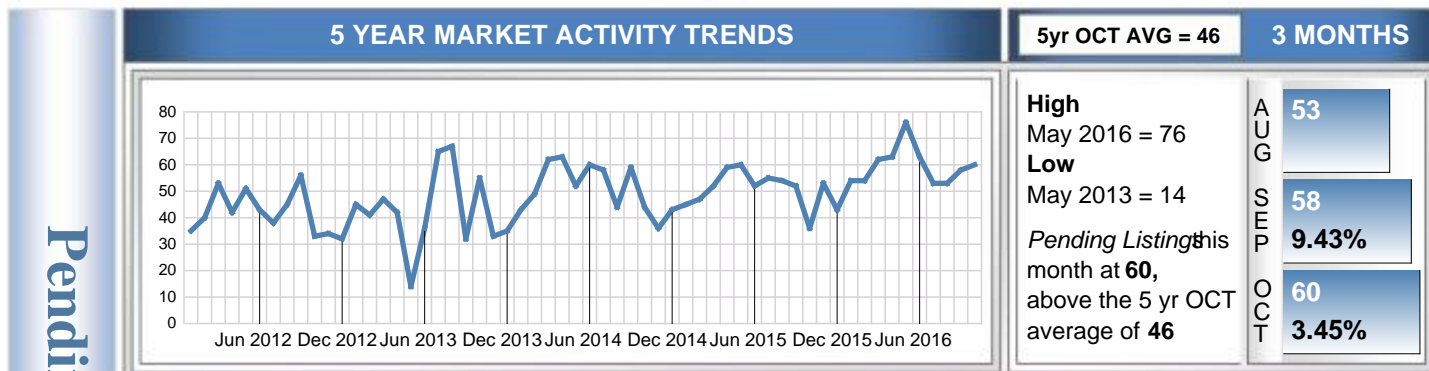
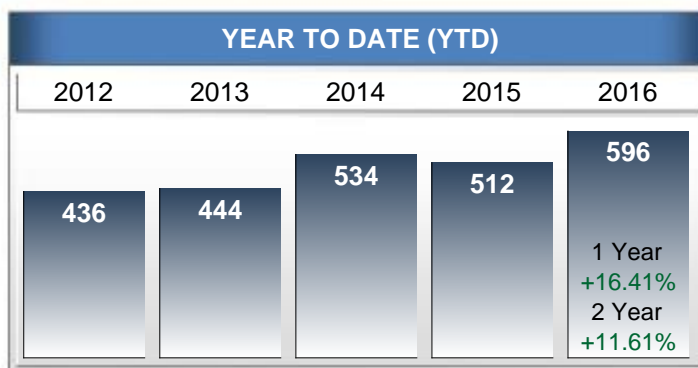
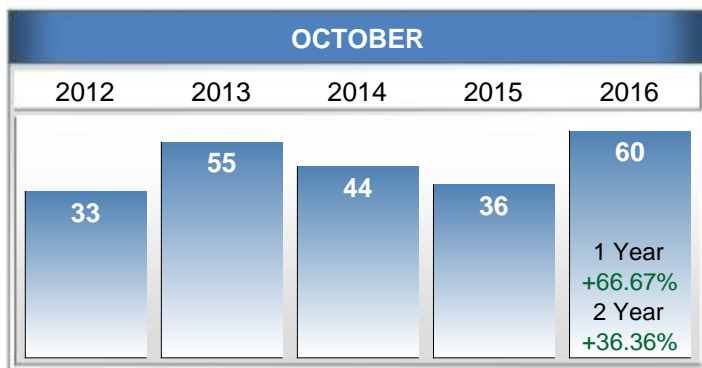
Pending Listings as of Nov 15, 2016



Pending Listings

Report Produced on: Nov 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	3	5.00%	62.3	1	2	0	0		
\$20,001 \$40,000	11	18.33%	53.2	6	5	0	0		
\$40,001 \$50,000	5	8.33%	51.4	1	3	1	0		
\$50,001 \$100,000	19	31.67%	42.7	1	15	3	0		
\$100,001 \$160,000	6	10.00%	45.5	1	5	0	0		
\$160,001 \$240,000	10	16.67%	51.5	0	8	2	0		
\$240,001 and up	6	10.00%	70.8	0	4	2	0		
Total Pending Units:				60	50.4	10	42	8	0.00B
Total Pending Volume:				6,695,320		442.50K	4.69M	1.57M	0.00B
Average Listing Price:				\$40,760		\$44,250	\$111,578	\$195,819	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

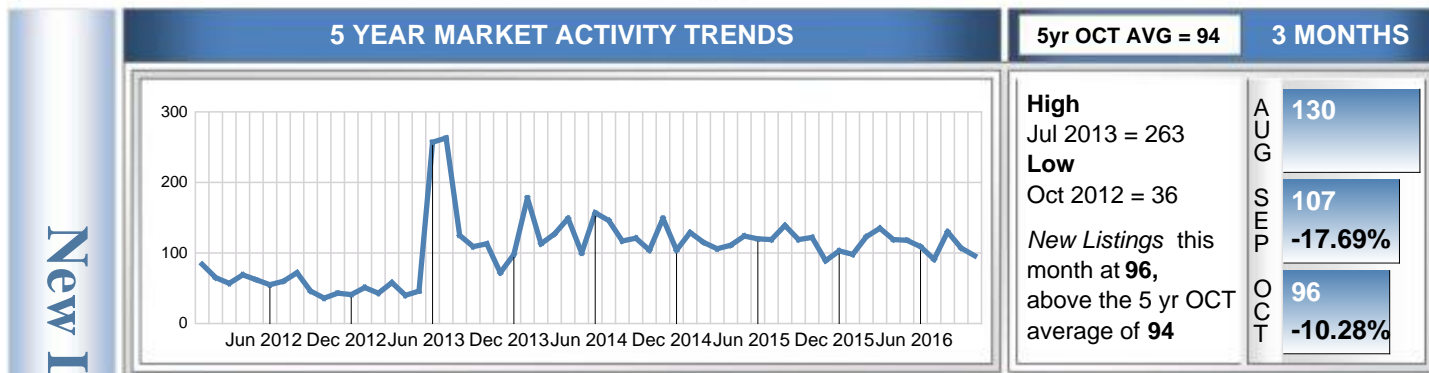
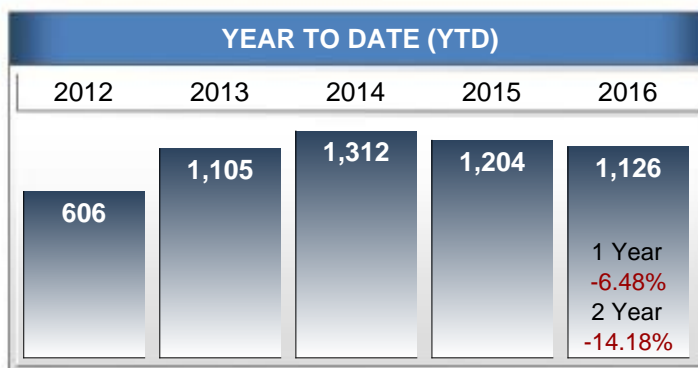
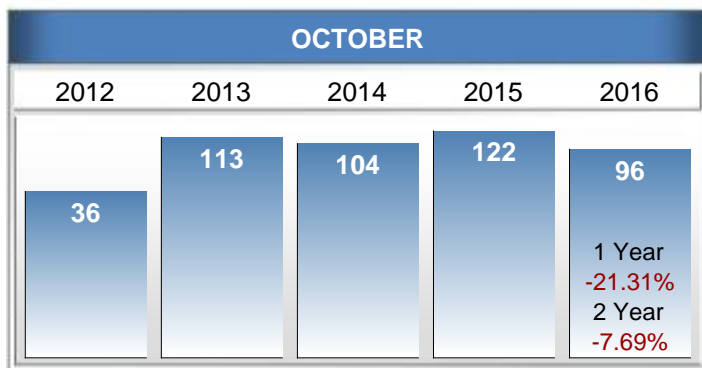
New Listings as of Nov 15, 2016



New Listings

Report Produced on: Nov 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	5	5.21%	2	2	1	0
\$30,001 - \$60,000	17	17.71%	10	5	2	0
\$60,001 - \$80,000	12	12.50%	5	5	2	0
\$80,001 - \$120,000	20	20.83%	4	15	1	0
\$120,001 - \$180,000	19	19.79%	2	11	5	1
\$180,001 - \$290,000	12	12.50%	1	7	4	0
\$290,001 and up	11	11.46%	7	2	2	0

Total New Listed Units:	96	31	47	17	1
Total New Listed Volume:	15,111,600	6.29M	6.02M	2.67M	139.90K
Average New Listed Listing Price:	\$34,900	\$202,745	\$128,100	\$156,818	\$139,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

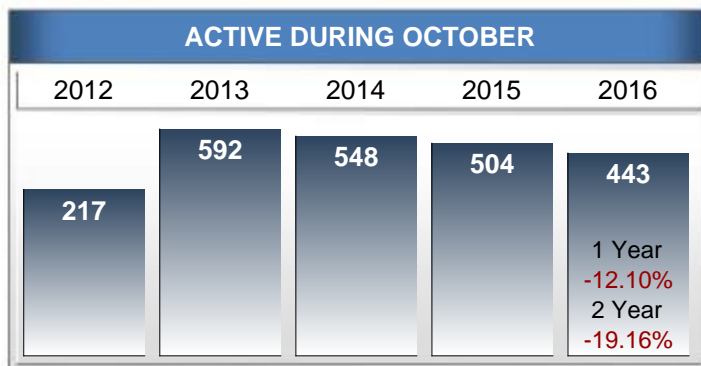
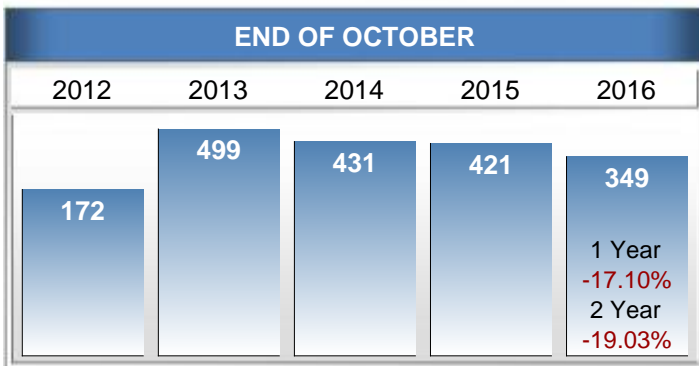
Active Inventory as of Nov 15, 2016



Active Inventory

Report Produced on: Nov 15, 2016

Area Delimited by County Of Muskogee



Active Inventory

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5yr OCT AVG = 374 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **349**, below the 5 yr OCT average of **374**

AUG	354
SEP	347
OCT	349
-1.98%	
0.58%	

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	51	14.61%	87.8	48	2	1	0		
\$25,001-\$50,000	52	14.90%	86.2	34	15	2	1		
\$50,001-\$125,000	112	32.09%	70.3	43	59	10	0		
\$125,001-\$200,000	57	16.33%	78.4	10	35	11	1		
\$200,001-\$325,000	38	10.89%	67.3	6	17	13	2		
\$325,001 and up	39	11.17%	75.6	24	2	11	2		
Total Active Inventory by Units:				349	76.8	165	130	48	6
Total Active Inventory by Volume:				58,253,299		28.64M	16.78M	11.20M	1.63M
Average Active Inventory Listing Price:				\$166,915		\$173,588	\$129,101	\$233,342	\$271,283



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

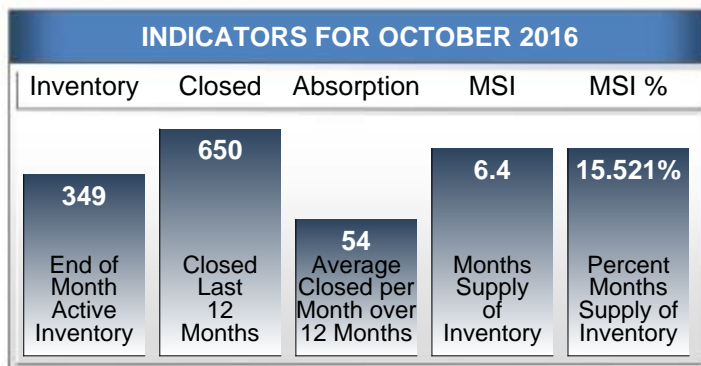
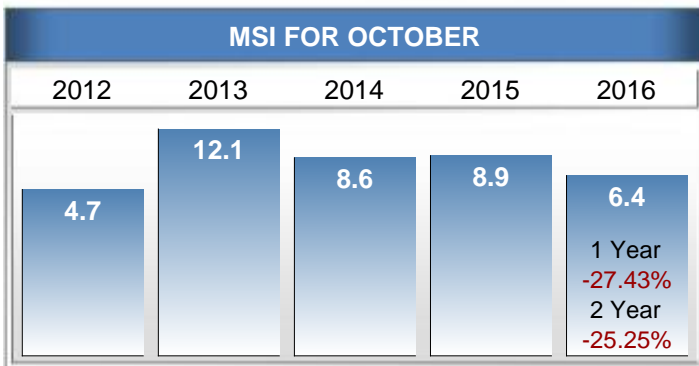
Active Inventory as of Nov 15, 2016



Months Supply of Inventory

Report Produced on: Nov 15, 2016

Area Delimited by County Of Muskogee



Months Supply

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5yr OCT AVG = 8.2	3 MONTHS
High Jan 2012 = 21.2	AUG 6.7
Low Apr 2013 = 2.3	SEP 6.5
Months Supply this month at 6.4 , below the 5 yr OCT average of 8.2	OCT 6.4
	-3.04%
	-0.51%

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	6.02%	9.3	13.3	0.0	6.0	0.0
\$10,001 \$40,000	60	17.19%	5.4	7.3	2.7	3.0	0.0
\$40,001 \$60,000	43	12.32%	7.1	10.5	4.0	7.2	12.0
\$60,001 \$120,000	83	23.78%	5.2	14.1	3.8	7.6	0.0
\$120,001 \$200,000	65	18.62%	4.7	8.2	4.3	4.1	4.0
\$200,001 \$340,000	40	11.46%	9.1	36.0	8.2	7.5	12.0
\$340,001 and up	37	10.60%	55.5	288.0	12.0	27.0	24.0
MSI:			6.4	11.4	4.1	6.7	8.0
Total Active Inventory:			349	165	130	48	6



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

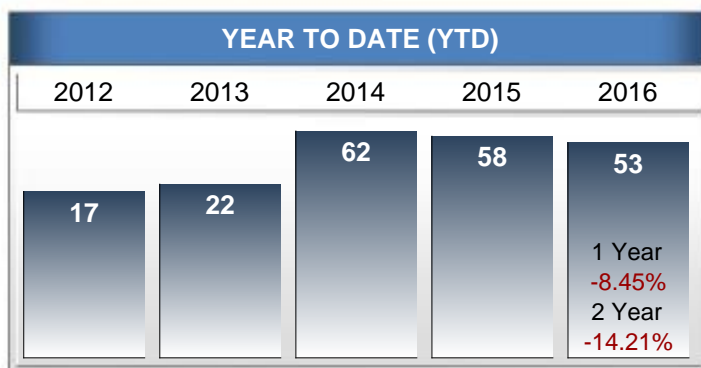
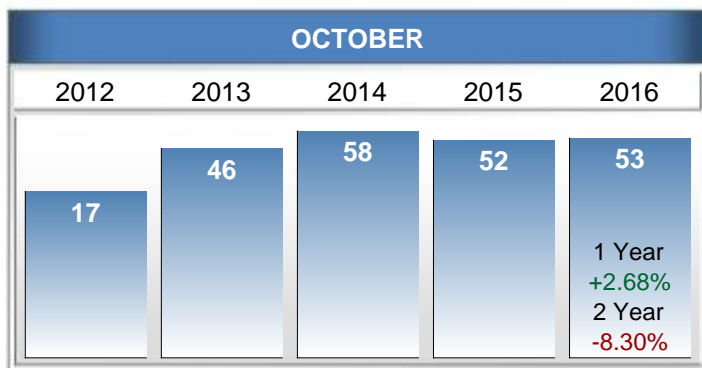
Closed Sales as of Nov 15, 2016



Average Days on Market to Sale

Report Produced on: Nov 15, 2016

Area Delimited by County Of Muskogee



Average Days on Market

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5yr OCT AVG = 45	3 MONTHS										
High Dec 2013 = 76 Low Aug 2012 = 5 <i>Average DOM</i> this month at 53 , above the 5 yr OCT average of 45	<table border="1"> <tr> <td>AUG</td> <td>50</td> </tr> <tr> <td>SEP</td> <td>71</td> </tr> <tr> <td>OCT</td> <td>53</td> </tr> <tr> <td colspan="2">40.68%</td> </tr> <tr> <td colspan="2">-25.11%</td> </tr> </table>	AUG	50	SEP	71	OCT	53	40.68%		-25.11%	
AUG	50										
SEP	71										
OCT	53										
40.68%											
-25.11%											

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+
\$20,000 and less	5	10.42%	83.4	127.0	18.0	0.0	0.0
\$20,001 \$30,000	3	6.25%	24.3	43.0	15.0	0.0	0.0
\$30,001 \$50,000	8	16.67%	17.4	12.5	9.0	62.0	0.0
\$50,001 \$90,000	14	29.17%	68.1	108.0	48.7	121.0	71.0
\$90,001 \$130,000	6	12.50%	36.3	43.0	35.0	0.0	0.0
\$130,001 \$180,000	6	12.50%	48.5	0.0	48.5	0.0	0.0
\$180,001 and up	6	12.50%	75.7	0.0	101.0	11.0	70.0
Average Closed DOM: 53.0				70.1	43.3	64.7	70.3
Total Closed Units: 48				12	30	3	3
Total Closed Volume: 4,390,030				559.83K	3.05M	298.50K	486.50K



Monthly Inventory Analysis

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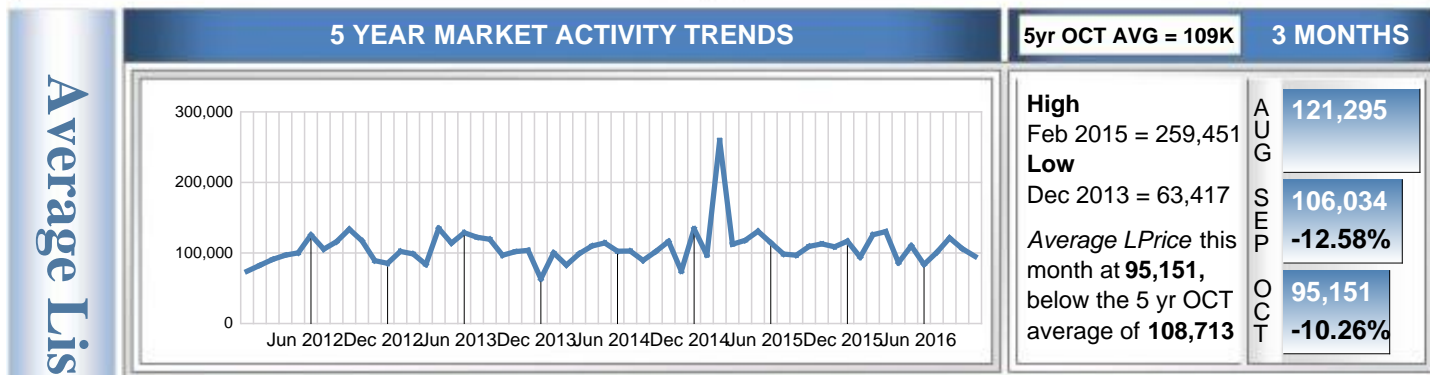
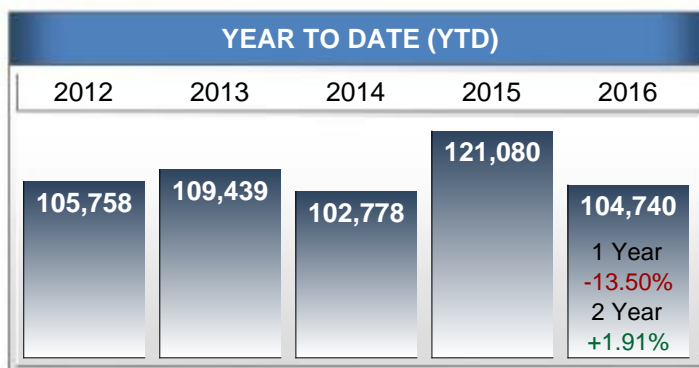
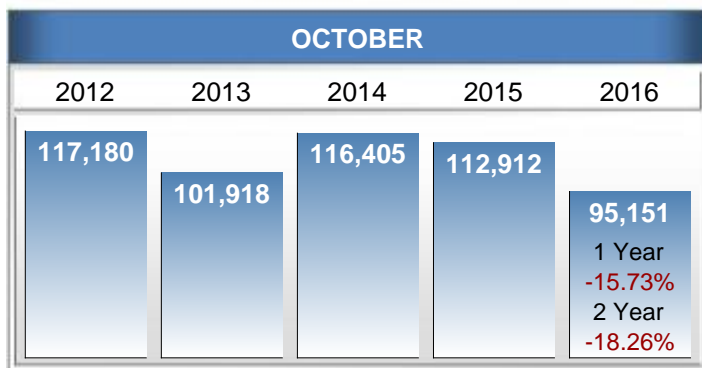
Closed Sales as of Nov 15, 2016



Average List Price at Closing

Report Produced on: Nov 15, 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+
\$20,000 and less	2	4.17%	12,180	21,120	20,000	0	0
\$20,001 \$30,000	5	10.42%	25,780	29,900	26,250	0	0
\$30,001 \$50,000	9	18.75%	41,244	41,850	42,133	44,900	0
\$50,001 \$90,000	13	27.08%	74,362	70,467	77,422	92,500	58,500
\$90,001 \$130,000	7	14.58%	114,114	124,900	116,280	0	0
\$130,001 \$180,000	6	12.50%	155,800	0	155,800	0	0
\$180,001 and up	6	12.50%	223,750	0	239,500	189,500	217,250
Average List Price:	\$95,151			\$49,747	\$105,013	\$108,967	\$164,333
Total Closed Units:	48			12	30	3	3
Total List Volume:	4,567,259			596.96K	3.15M	326.90K	493.00K



Monthly Inventory Analysis

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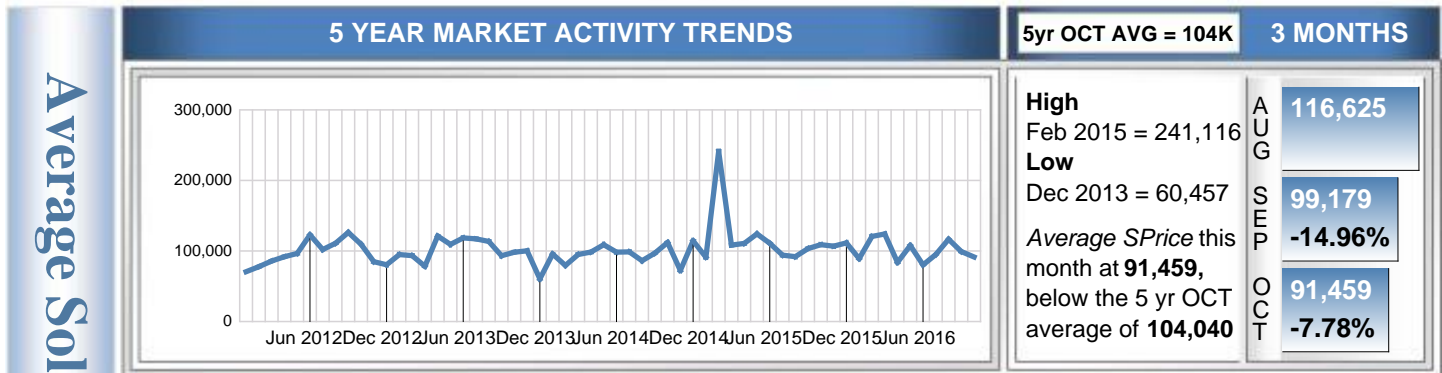
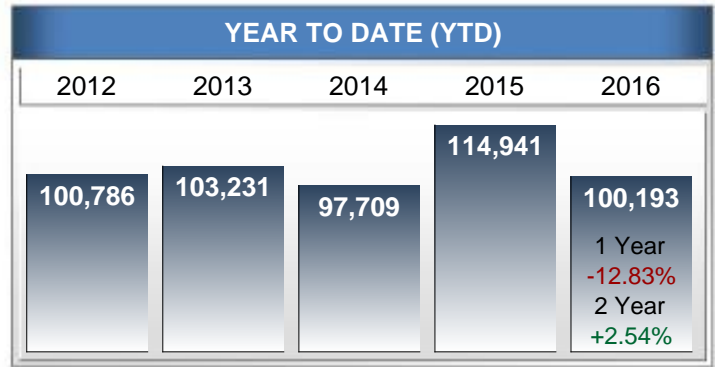
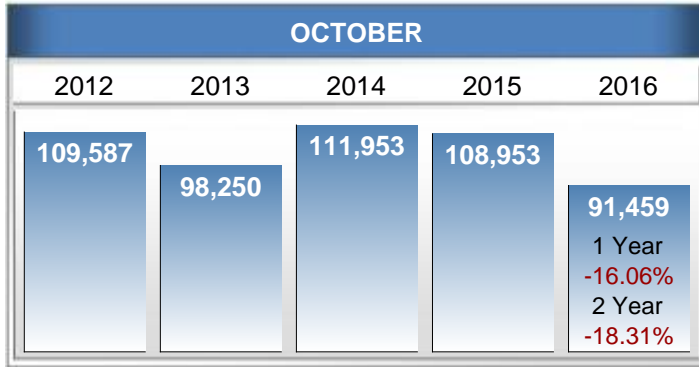
Closed Sales as of Nov 15, 2016



Average Sold Price at Closing

Report Produced on: Nov 15, 2016

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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+
\$20,000 and less	5	10.42%	13,700	12,833	15,000	0	0
\$20,001 \$30,000	3	6.25%	26,508	29,025	25,250	0	0
\$30,001 \$50,000	8	16.67%	38,375	41,125	35,167	37,000	0
\$50,001 \$90,000	14	29.17%	72,786	67,633	76,844	72,000	52,500
\$90,001 \$130,000	6	12.50%	112,334	124,900	109,821	0	0
\$130,001 \$180,000	6	12.50%	151,750	0	151,750	0	0
\$180,001 and up	6	12.50%	221,917	0	236,000	189,500	217,000
Average Closed Price:	\$91,459			\$46,652	\$101,507	\$99,500	\$162,167
Total Closed Units:	48			12	30	3	3
Total Closed Volume:	4,390,030			559.83K	3.05M	298.50K	486.50K



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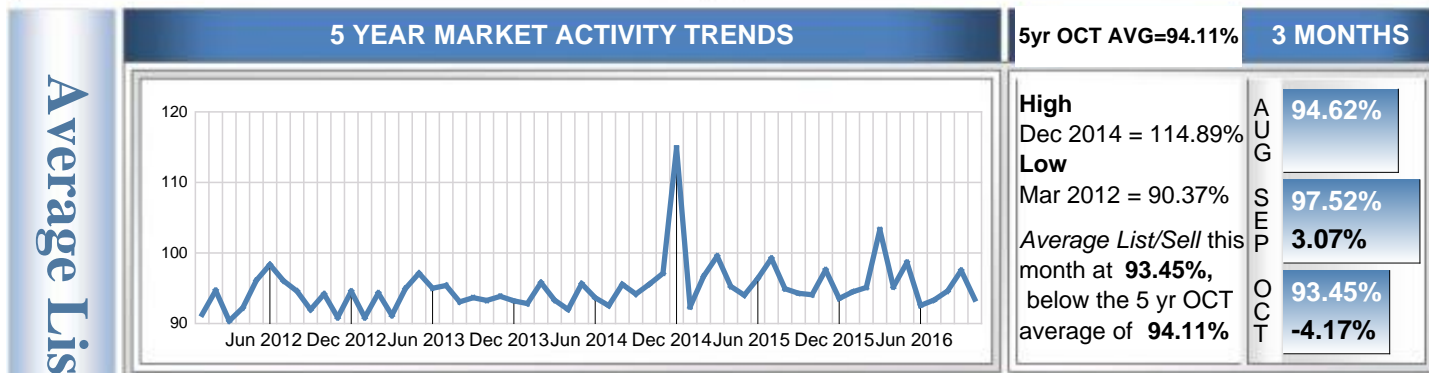
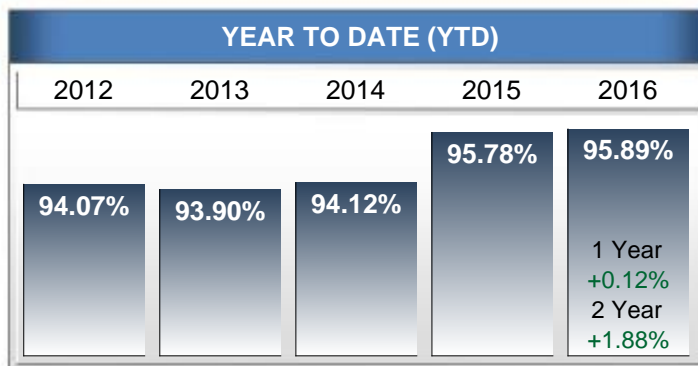
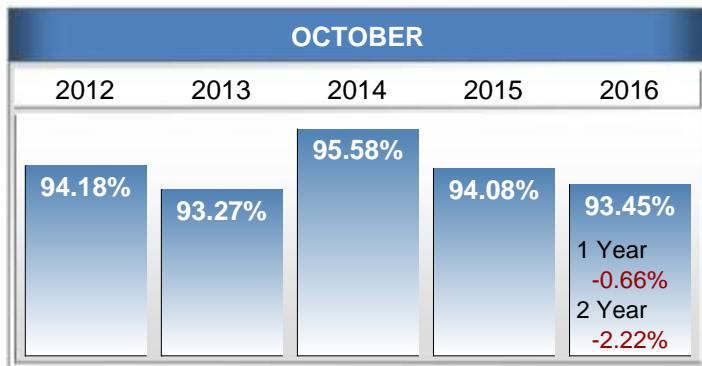
Closed Sales as of Nov 15, 2016



Average Percent of List Price to Selling Price

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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+
\$20,000 and less	5	10.42%	73.46%	73.55%	73.33%	0.00%	0.00%
\$20,001 \$30,000	3	6.25%	96.13%	97.07%	95.65%	0.00%	0.00%
\$30,001 \$50,000	8	16.67%	90.79%	98.22%	83.68%	82.41%	0.00%
\$50,001 \$90,000	14	29.17%	96.40%	96.37%	99.20%	77.84%	89.74%
\$90,001 \$130,000	6	12.50%	95.51%	100.00%	94.61%	0.00%	0.00%
\$130,001 \$180,000	6	12.50%	97.58%	0.00%	97.58%	0.00%	0.00%
\$180,001 and up	6	12.50%	99.28%	0.00%	98.62%	100.00%	99.89%
Average List/Sell Ratio: 93.50%				91.64%	94.54%	86.75%	96.51%
Total Closed Units: 48				12	30	3	3
Total Closed Volume: 4,390,030				559.83K	3.05M	298.50K	486.50K



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October 2016

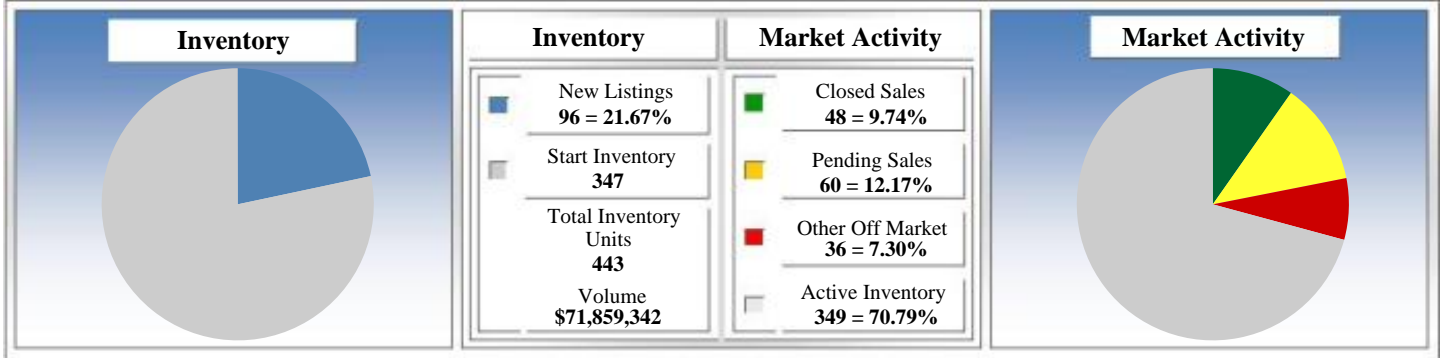
Inventory as of Nov 15, 2016



Market Summary

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Absorption: Last 12 months, an Average of 54 Sales/Month

Active Inventory as of October 31, 2016 = 349

	OCTOBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	41	48	17.07%	489	564	15.34%
Pending Sales	36	60	66.67%	512	596	16.41%
New Listings	122	96	-21.31%	1,204	1,126	-6.48%
Average List Price	112,912	95,151	-15.73%	121,080	104,740	-13.50%
Average Sale Price	108,953	91,459	-16.06%	114,941	100,193	-12.83%
Average Percent of List Price to Selling Price	94.08%	93.45%	-0.66%	95.78%	95.89%	0.12%
Average Days on Market to Sale	51.66	53.04	2.68%	57.78	52.89	-8.45%
Monthly Inventory	421	349	-17.10%	421	349	-17.10%
Months Supply of Inventory	8.88	6.44	-27.43%	8.88	6.44	-27.43%

