



October 2016

Area Delimited by County Of Muskogee

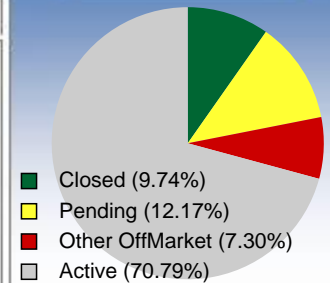


Absorption: Last 12 months, an Average of **54** Sales/Month

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%
Median List Price	104,500	79,950	-23.49%
Median Sale Price	99,000	77,400	-21.82%
Median Percent of List Price to Selling Price	97.42%	98.86%	1.48%
Median Days on Market to Sale	35.00	39.50	12.86%
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.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **21.82%** in October 2016 to \$77,400 versus the previous year at \$99,000.

Median Days on Market Lengthens

The median number of **39.50** days that homes spent on the market before selling increased by 4.50 days or **12.86%** in October 2016 compared to last year's same month at **35.00** DOM.

Sales Success for October 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 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

Data from the Greater Tulsa Association of REALTORS®

October 2016

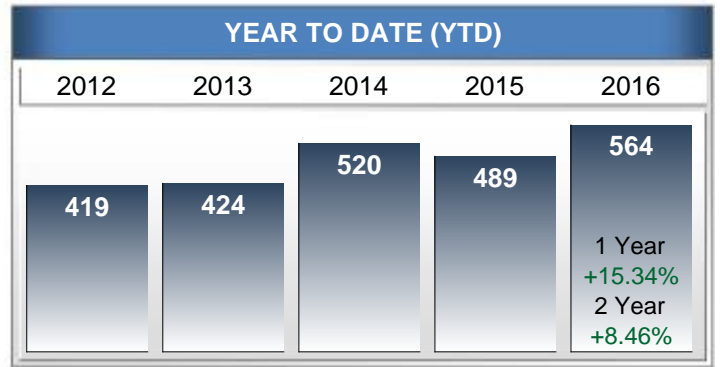
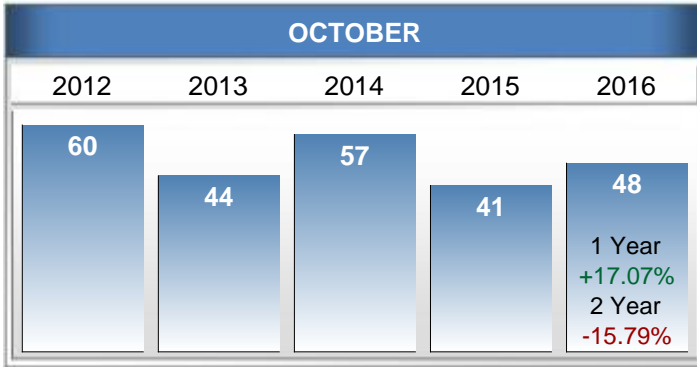
Closed Sales as of Nov 15, 2016



Closed Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Muskogee



5yr OCT AVG = 50	3 MONTHS										
High Jun 2016 = 75 Low Jun 2013 = 14 <i>Closed Listing</i> this month at 48 , below the 5 yr OCT average of 50	<table border="1"> <tr> <td>AUG</td> <td>55</td> </tr> <tr> <td>SEP</td> <td>58</td> </tr> <tr> <td>OCT</td> <td>48</td> </tr> <tr> <td colspan="2">5.45%</td> </tr> <tr> <td colspan="2">-17.24%</td> </tr> </table>	AUG	55	SEP	58	OCT	48	5.45%		-17.24%	
AUG	55										
SEP	58										
OCT	48										
5.45%											
-17.24%											

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+	
\$20,000 and less	5	10.42%	84.0	3	2	0	0	
\$20,001 \$30,000	3	6.25%	28.0	1	2	0	0	
\$30,001 \$50,000	8	16.67%	12.5	4	3	1	0	
\$50,001 \$90,000	14	29.17%	65.0	3	9	1	1	
\$90,001 \$130,000	6	12.50%	34.5	1	5	0	0	
\$130,001 \$180,000	6	12.50%	42.0	0	6	0	0	
\$180,001 and up	6	12.50%	71.5	0	3	1	2	
Total Closed Units: 48				39.5	12	30	3	3
Total Closed Volume: 4,390,030					559.83K	3.05M	298.50K	486.50K
Median Closed Price: \$77,400					\$41,000	\$89,950	\$72,000	\$199,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

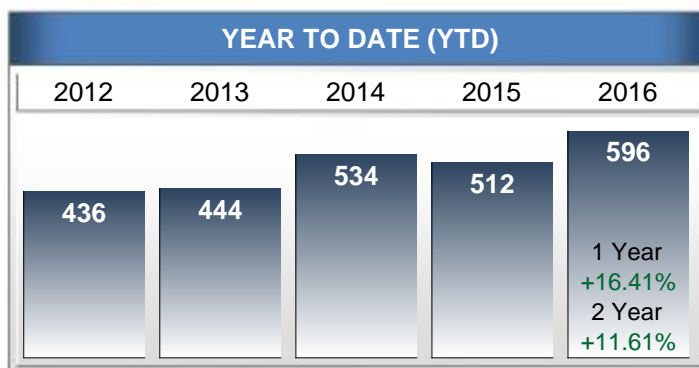
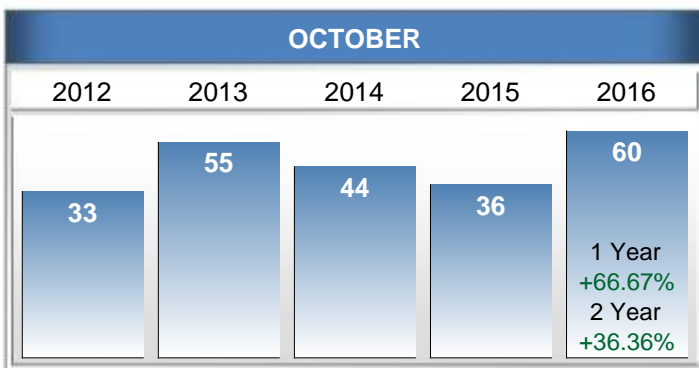
Pending Listings as of Nov 15, 2016



Pending Listings

Report Produced on: Nov 15, 2016

Area Delimited by County Of Muskogee



Pending Listings
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5yr OCT AVG = 46	3 MONTHS										
High May 2016 = 76 Low May 2013 = 14 <i>Pending Listing</i> this month at 60 , above the 5 yr OCT average of 46	<table border="1"> <tr> <td>AUG</td> <td>53</td> </tr> <tr> <td>SEP</td> <td>58</td> </tr> <tr> <td>OCT</td> <td>60</td> </tr> <tr> <td colspan="2">9.43%</td> </tr> <tr> <td colspan="2">3.45%</td> </tr> </table>	AUG	53	SEP	58	OCT	60	9.43%		3.45%	
AUG	53										
SEP	58										
OCT	60										
9.43%											
3.45%											

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	5.00%	62.0	1	2	0	0
\$20,001 \$40,000	11	18.33%	53.0	6	5	0	0
\$40,001 \$50,000	5	8.33%	62.0	1	3	1	0
\$50,001 \$100,000	19	31.67%	39.0	1	15	3	0
\$100,001 \$160,000	6	10.00%	31.0	1	5	0	0
\$160,001 \$240,000	10	16.67%	32.0	0	8	2	0
\$240,001 and up	6	10.00%	66.0	0	4	2	0
Total Pending Units:	60		46.0	10	42	8	0.00B
Total Pending Volume:	6,695,320			442.50K	4.69M	1.57M	\$0
Median Listing Price:	\$87,450			\$29,750	\$95,250	\$162,000	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

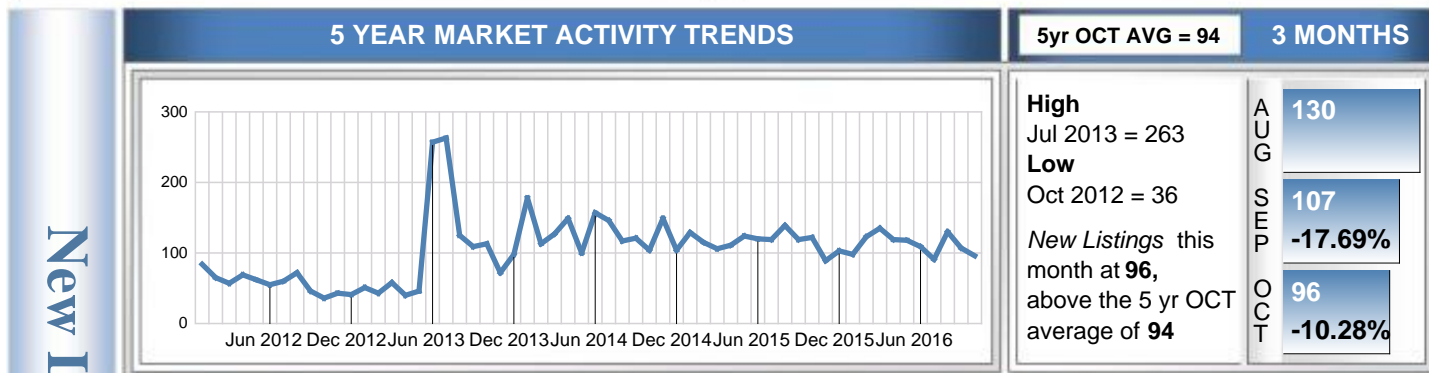
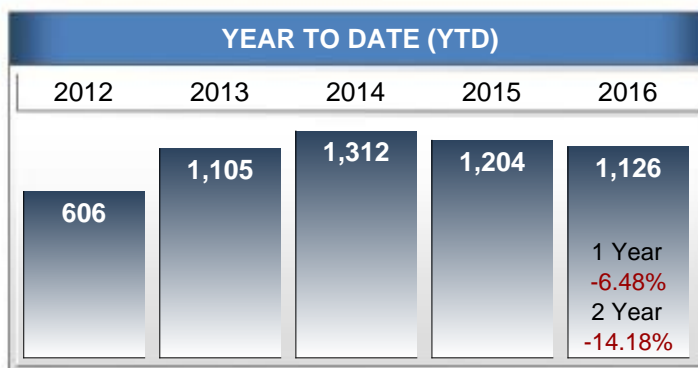
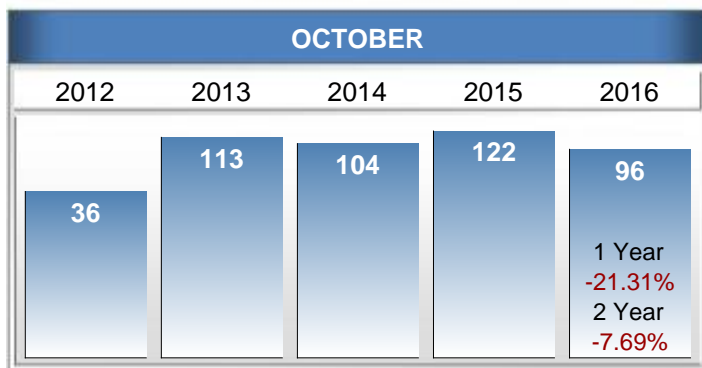
New Listings as of Nov 15, 2016



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:			31	47	17	1
Total New Listed Volume:			6.29M	6.02M	2.67M	139.90K
Median New Listed Listing Price:			\$79,500	\$114,900	\$142,000	\$139,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

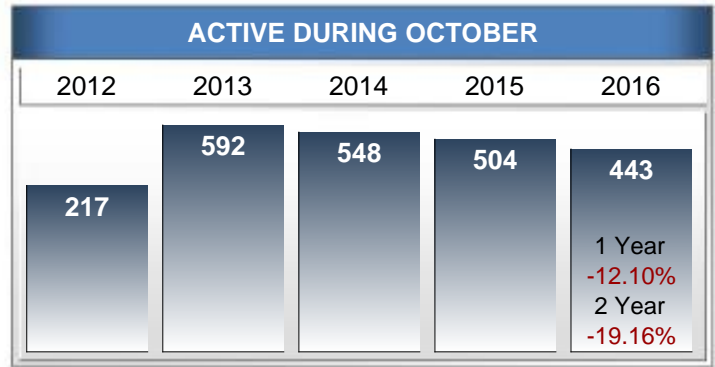
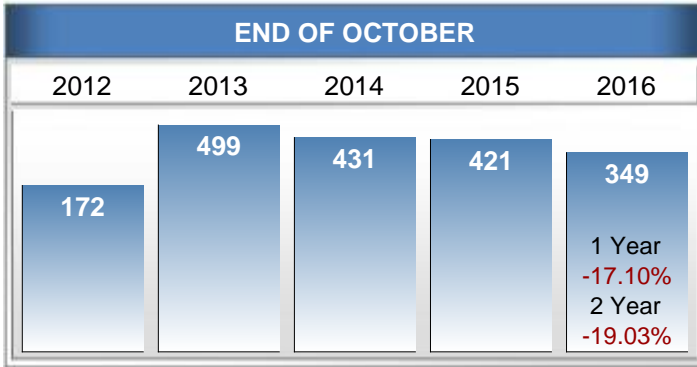
Active Inventory as of Nov 15, 2016



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	21	6.02%	74.0	20	0	1	0		
\$10,001 - \$40,000	60	17.19%	74.0	48	10	2	0		
\$40,001 - \$60,000	43	12.32%	80.0	27	12	3	1		
\$60,001 - \$120,000	83	23.78%	55.0	27	49	7	0		
\$120,001 - \$200,000	65	18.62%	72.0	13	40	11	1		
\$200,001 - \$340,000	40	11.46%	55.0	6	17	15	2		
\$340,001 and up	37	10.60%	69.0	24	2	9	2		
Total Active Inventory by Units:				349	70.0	165	130	48	6
Total Active Inventory by Volume:				58,253,299		28.64M	16.78M	11.20M	1.63M
Median Active Inventory Listing Price:				\$90,000		\$52,000	\$114,950	\$198,250	\$241,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2016

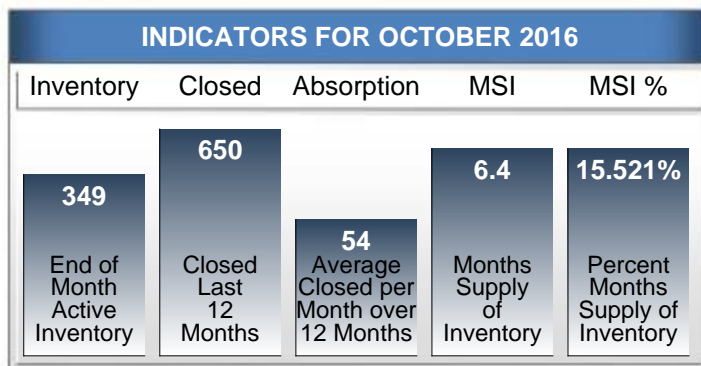
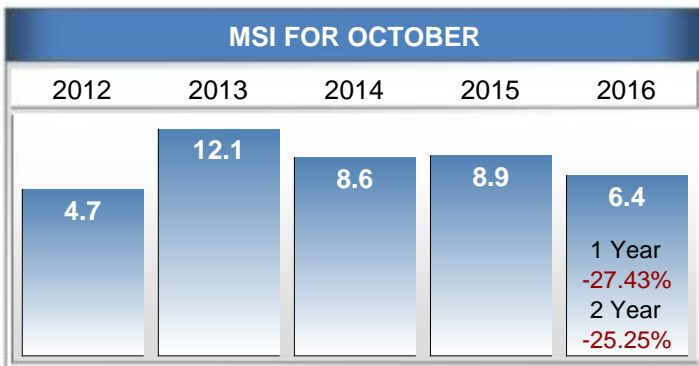
Active Inventory as of Nov 15, 2016



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

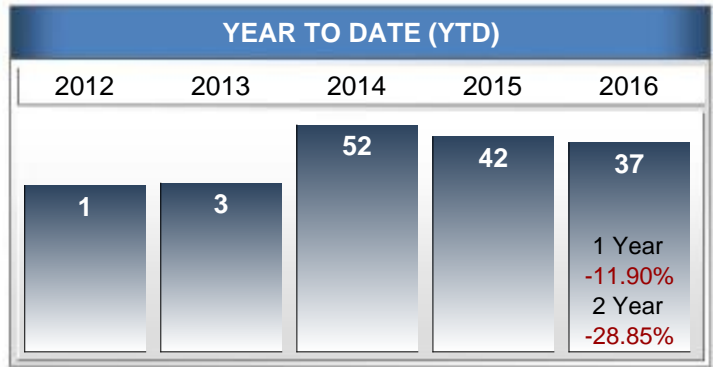
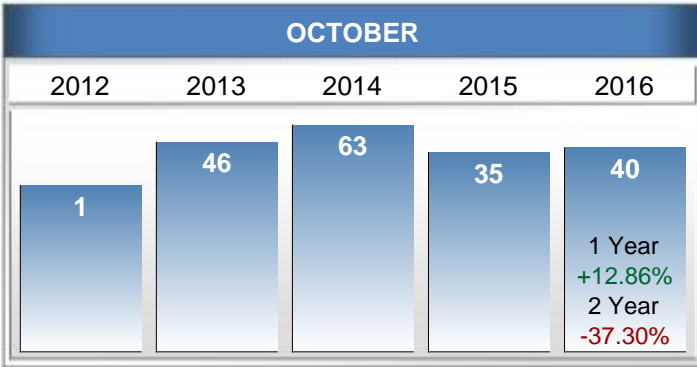
Closed Sales as of Nov 15, 2016



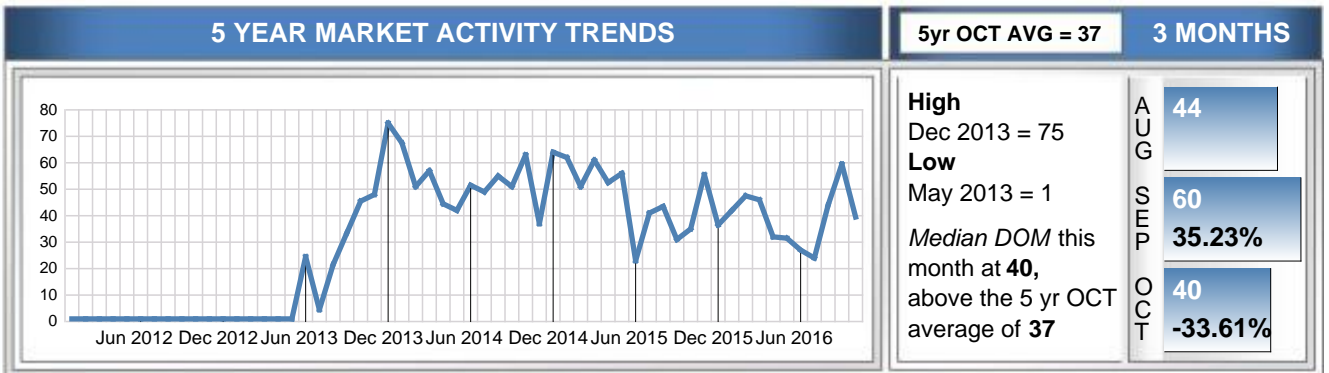
Median Days on Market to Sale

Report Produced on: Nov 15, 2016

Area Delimited by County Of Muskogee



Median Days on Market



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+
\$20,000 and less	5			10.42%	84.0	134.0	18.0	0.0	0.0
\$20,001 \$30,000	3			6.25%	28.0	43.0	15.0	0.0	0.0
\$30,001 \$50,000	8			16.67%	12.5	13.5	11.0	62.0	0.0
\$50,001 \$90,000	14			29.17%	65.0	93.0	45.0	121.0	71.0
\$90,001 \$130,000	6			12.50%	34.5	43.0	33.0	0.0	0.0
\$130,001 \$180,000	6			12.50%	42.0	0.0	42.0	0.0	0.0
\$180,001 and up	6			12.50%	71.5	0.0	79.0	11.0	70.0
Median Closed DOM:	39.5					50.5	26.0	62.0	71.0
Total Closed Units:	48					12	30	3	3
Total Closed Volume:	4,390,030					559.83K	3.05M	298.50K	486.50K

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



Monthly Inventory Analysis

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October 2016

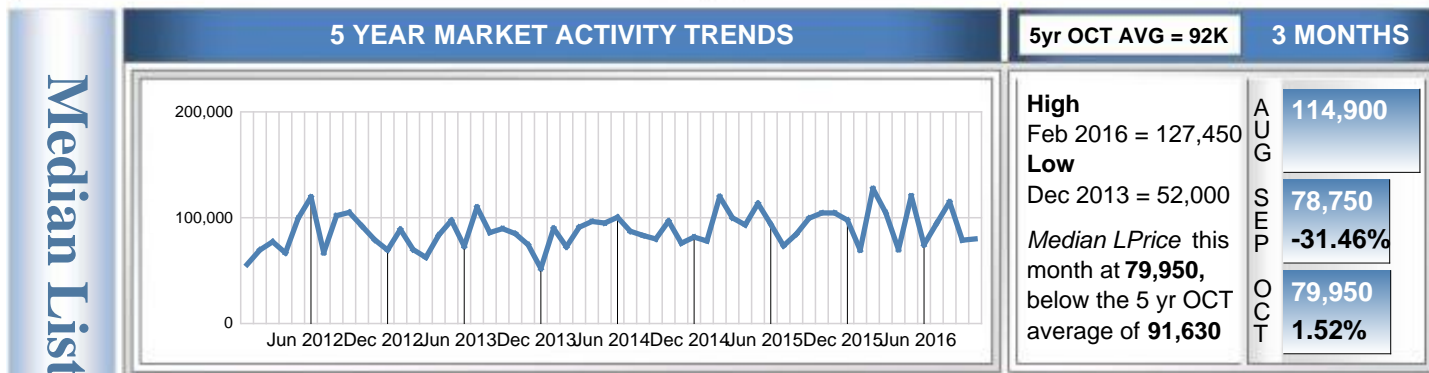
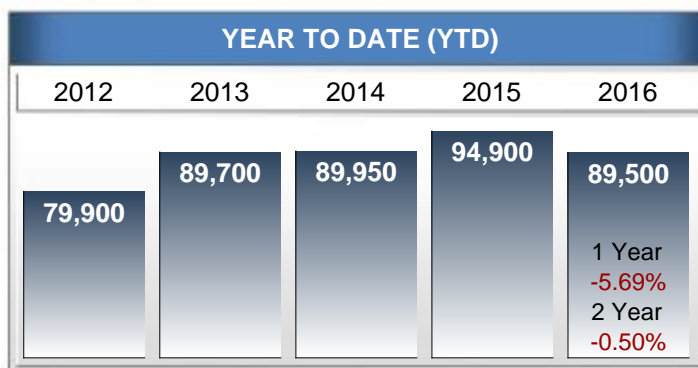
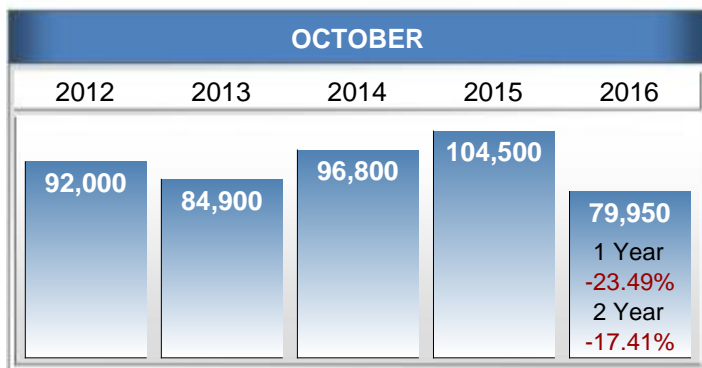
Closed Sales as of Nov 15, 2016



Median List Price at Closing

Report Produced on: Nov 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+
\$20,000 and less	2		4.17%	12,180	9,360	15,000	0	0
\$20,001 \$30,000	5		10.42%	25,000	25,700	25,000	0	0
\$30,001 \$50,000	9		18.75%	42,000	39,900	42,000	44,900	0
\$50,001 \$90,000	13		27.08%	79,900	74,900	79,900	0	58,500
\$90,001 \$130,000	7		14.58%	116,500	124,900	116,500	92,500	0
\$130,001 \$180,000	6		12.50%	157,450	0	157,450	0	0
\$180,001 and up	6		12.50%	217,250	0	242,500	189,500	217,250
Median List Price:		\$79,950			\$42,450	\$89,950	\$92,500	\$199,500
Total Closed Units:		48			12	30	3	3
Total List Volume:		4,567,259			596.96K	3.15M	326.90K	493.00K



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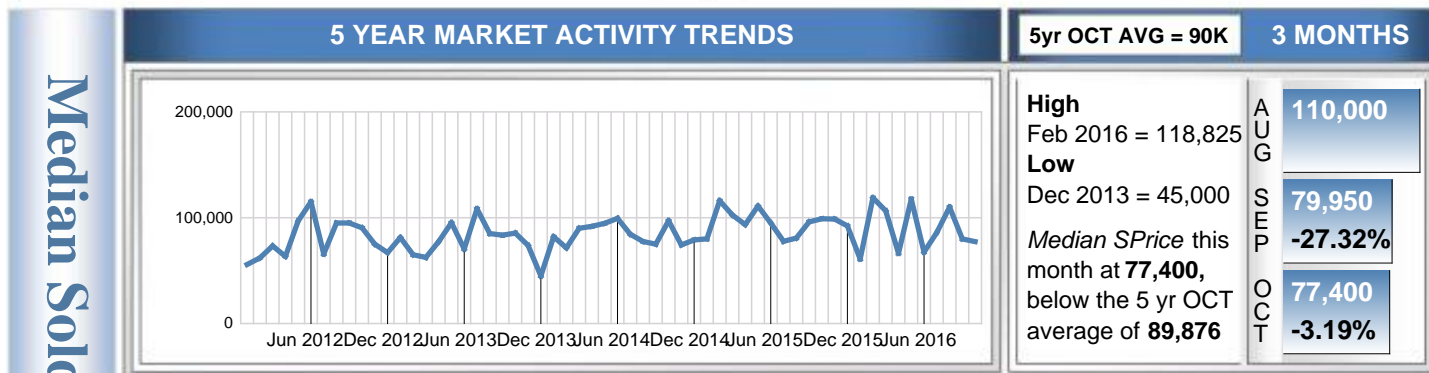
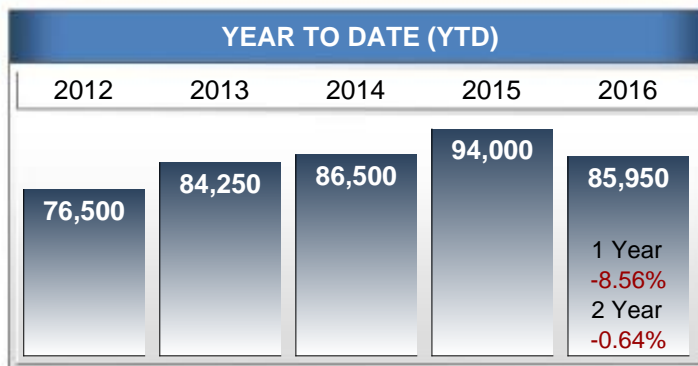
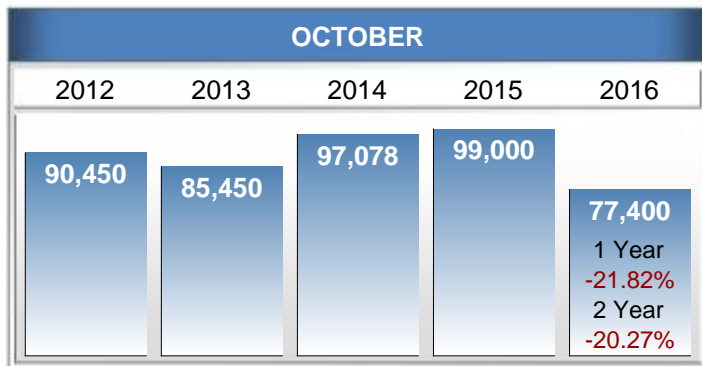
Closed Sales as of Nov 15, 2016



Median Sold Price at Closing

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Area Delimited by County Of Muskogee



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+
\$20,000 and less	5		10.42%	10,000	10,000	15,000	0	0
\$20,001 \$30,000	3		6.25%	29,025	29,025	25,250	0	0
\$30,001 \$50,000	8		16.67%	37,500	41,000	32,500	37,000	0
\$50,001 \$90,000	14		29.17%	73,450	72,000	80,000	72,000	52,500
\$90,001 \$130,000	6		12.50%	112,350	124,900	108,200	0	0
\$130,001 \$180,000	6		12.50%	150,000	0	150,000	0	0
\$180,001 and up	6		12.50%	217,000	0	235,000	189,500	217,000
Median Closed Price:	\$77,400				\$41,000	\$89,950	\$72,000	\$199,500
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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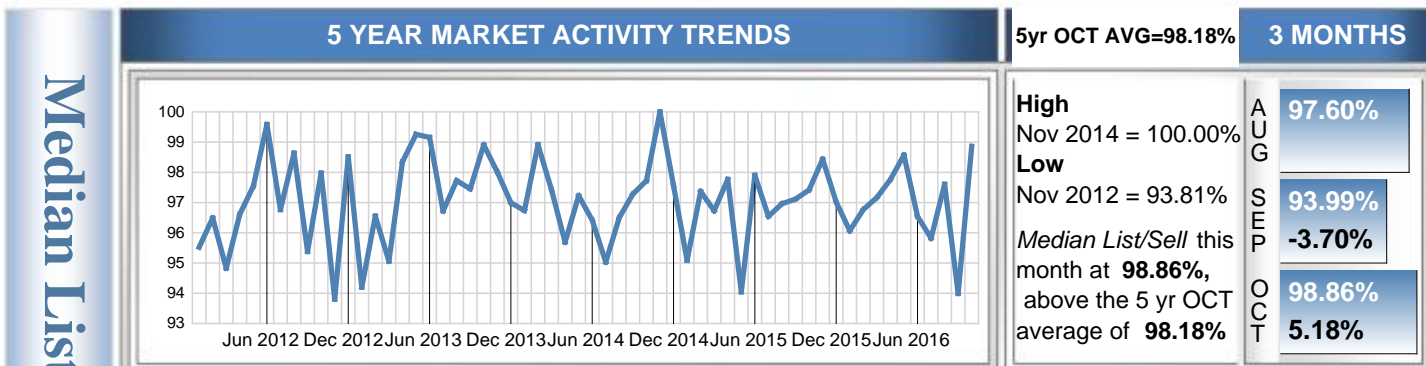
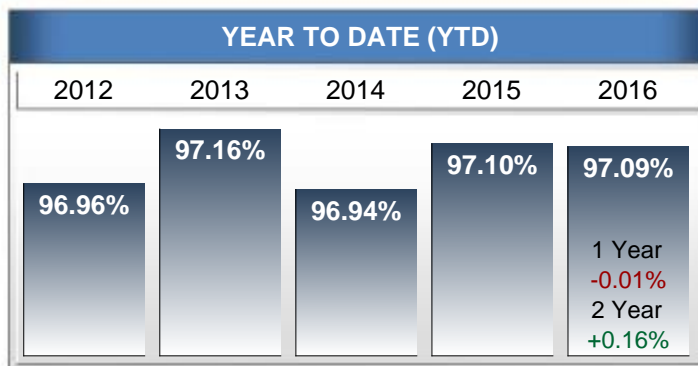
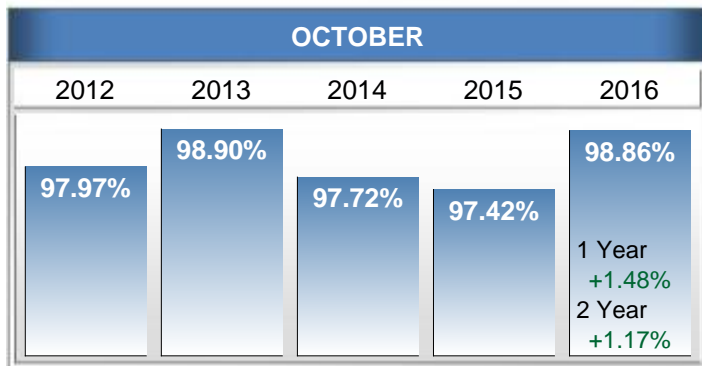
Closed Sales as of Nov 15, 2016



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+
\$20,000 and less	5	10.42%	80.00%	88.37%	73.33%	0.00%	0.00%
\$20,001 \$30,000	3	6.25%	97.07%	97.07%	95.65%	0.00%	0.00%
\$30,001 \$50,000	8	16.67%	91.41%	99.44%	84.85%	82.41%	0.00%
\$50,001 \$90,000	14	29.17%	100.00%	99.12%	100.00%	77.84%	89.74%
\$90,001 \$130,000	6	12.50%	99.18%	100.00%	98.36%	0.00%	0.00%
\$130,001 \$180,000	6	12.50%	97.99%	0.00%	97.99%	0.00%	0.00%
\$180,001 and up	6	12.50%	99.89%	0.00%	98.96%	100.00%	99.89%
Median List/Sell Ratio:	98.86%			99.00%	98.60%	82.41%	99.79%
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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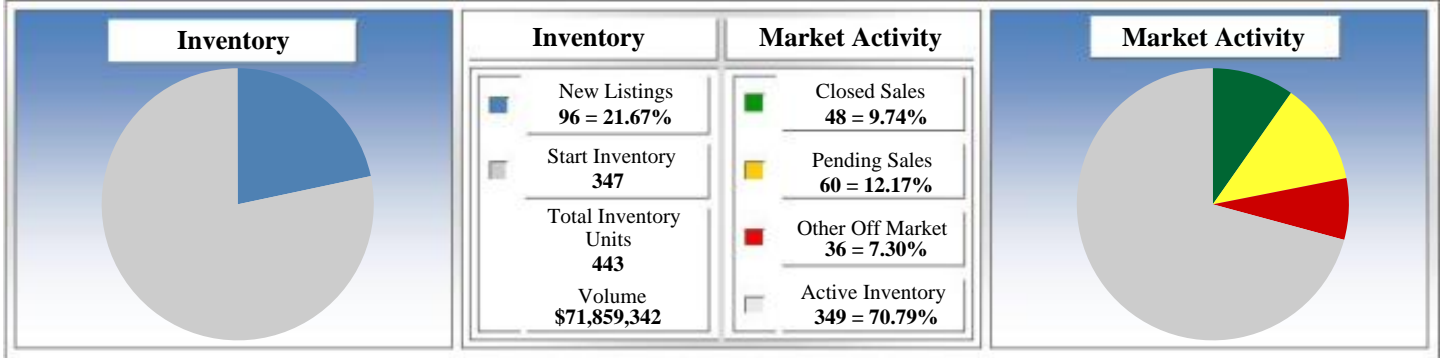
Inventory as of Nov 15, 2016



Market Summary

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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			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%
Median List Price	104,500	79,950	-23.49%	94,900	89,500	-5.69%
Median Sale Price	99,000	77,400	-21.82%	94,000	85,950	-8.56%
Median Percent of List Price to Selling Price	97.42%	98.86%	1.48%	97.10%	97.09%	-0.01%
Median Days on Market to Sale	35.00	39.50	12.86%	42.00	37.00	-11.90%
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%

