



# April 2017

Area Delimited by County Of Muskogee

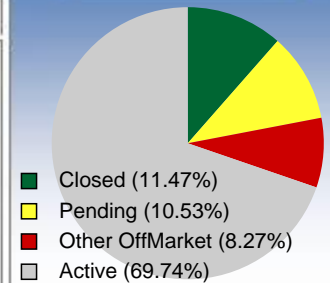


**Absorption:** Last 12 months, an Average of **56** Sales/Month

**Active Inventory** as of April 30, 2017 = **371**

	APRIL		
	2016	2017	+/- %
Closed Listings	58	61	5.17%
Pending Listings	63	56	-11.11%
New Listings	119	114	-4.20%
Median List Price	70,950	83,900	18.25%
Median Sale Price	70,398	80,000	13.64%
Median Percent of List Price to Selling Price	97.72%	94.86%	-2.93%
Median Days on Market to Sale	31.00	52.00	67.74%
End of Month Inventory	355	371	4.51%
Months Supply of Inventory	6.96	6.62	-4.97%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: May 11, 2017

Data from the **Greater Tulsa Association of REALTORS®**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2017 rose **4.51%** to 371 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 **6.62** MSI for this period.

### Median Sale Prices 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 **13.64%** in April 2017 to \$80,000 versus the previous year at \$70,398.

### Median Days on Market Lengthens

The median number of **52.00** days that homes spent on the market before selling increased by 21.00 days or **67.74%** in April 2017 compared to last year's same month at **31.00** DOM.

### Sales Success for April 2017 is Positive

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

There were 114 New Listings in April 2017, down **4.20%** from last year at 119. Furthermore, there were 61 Closed Listings this month versus last year at 58, a **5.17%** increase.

Closed versus Listed trends yielded a **53.5%** ratio, up from last year's April 2017 at **48.7%**, a **9.79%** upswing. This will certainly create pressure on an increasing 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## April 2017

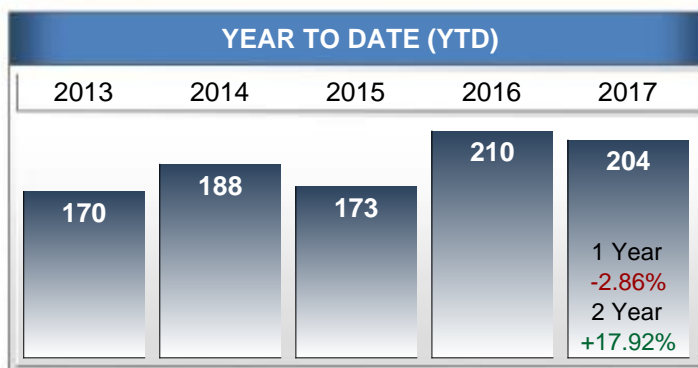
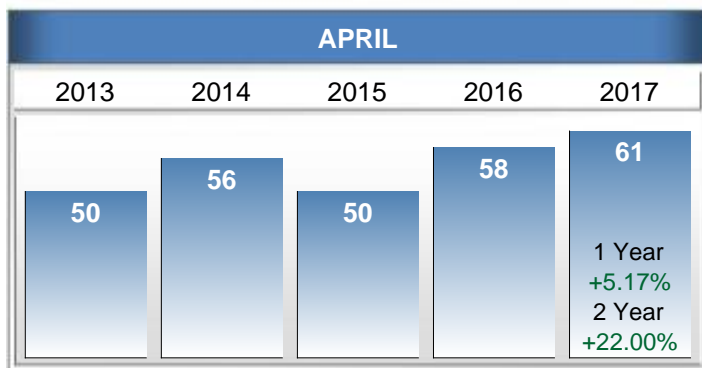
Closed Sales as of May 11, 2017



### Closed Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Muskogee



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



<b>5yr APR AVG = 55</b>	<b>3 MONTHS</b>										
<b>High</b> Jun 2016 = 75 <b>Low</b> Jun 2013 = 14 <i>Closed Listing</i> this month at <b>61</b> , above the 5 yr APR average of <b>55</b>	<table border="1"> <tr> <td>FEB</td> <td>43</td> </tr> <tr> <td>MAR</td> <td>62</td> </tr> <tr> <td>APR</td> <td>44.19%</td> </tr> <tr> <td>MAY</td> <td>61</td> </tr> <tr> <td>APR</td> <td>-1.61%</td> </tr> </table>	FEB	43	MAR	62	APR	44.19%	MAY	61	APR	-1.61%
FEB	43										
MAR	62										
APR	44.19%										
MAY	61										
APR	-1.61%										

#### 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	3.28%	28.0	0	2	0	0	
\$10,001 \$30,000	11	18.03%	17.0	8	3	0	0	
\$30,001 \$50,000	10	16.39%	54.5	3	6	0	1	
\$50,001 \$90,000	13	21.31%	102.0	1	10	2	0	
\$90,001 \$130,000	10	16.39%	59.5	1	8	1	0	
\$130,001 \$160,000	6	9.84%	74.5	0	6	0	0	
\$160,001 and up	9	14.75%	69.0	0	4	5	0	
Total Closed Units: 61				52.0	13	39	8	1
Total Closed Volume: 5,492,946					429.25K	3.53M	1.49M	38.00K
Median Closed Price: \$80,000					\$28,000	\$88,000	\$169,500	\$38,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

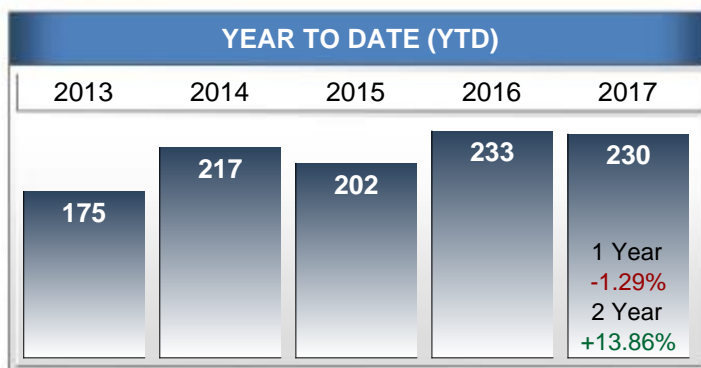
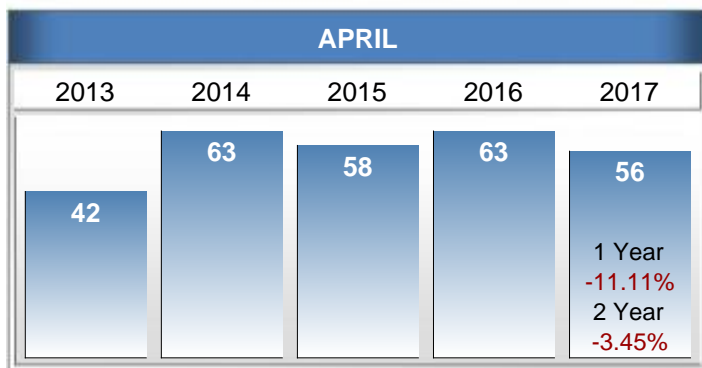
Pending Listings as of May 11, 2017



### Pending Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Muskogee



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



<b>5yr APR AVG = 56</b>	<b>3 MONTHS</b>								
<b>High</b> May 2016 = 76 <b>Low</b> May 2013 = 14 <i>Pending Listing</i> this month at <b>56</b> , equal to 5 yr APR average of <b>56</b>	<table border="1"> <tr> <td>FEB</td> <td>57</td> </tr> <tr> <td>MAR</td> <td>60</td> </tr> <tr> <td>APR</td> <td>56</td> </tr> <tr> <td colspan="2"> <b>5.26%</b>  <b>-6.67%</b> </td> </tr> </table>	FEB	57	MAR	60	APR	56	<b>5.26%</b> <b>-6.67%</b>	
FEB	57								
MAR	60								
APR	56								
<b>5.26%</b> <b>-6.67%</b>									

#### 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	5	8.93%	32.0	2	3	0	0	
\$20,001 \$30,000	5	8.93%	44.0	4	1	0	0	
\$30,001 \$50,000	10	17.86%	27.0	3	6	0	1	
\$50,001 \$80,000	11	19.64%	33.0	3	7	1	0	
\$80,001 \$130,000	13	23.21%	29.0	4	7	1	1	
\$130,001 \$190,000	6	10.71%	100.0	0	5	1	0	
\$190,001 and up	6	10.71%	88.0	0	1	5	0	
Total Pending Units: 56 Total Pending Volume: 5,335,700 Median Listing Price: \$75,950				43.0	16	30	8	2
					871.40K	2.55M	1.76M	149.50K
					\$47,500	\$73,450	\$229,700	\$74,750



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

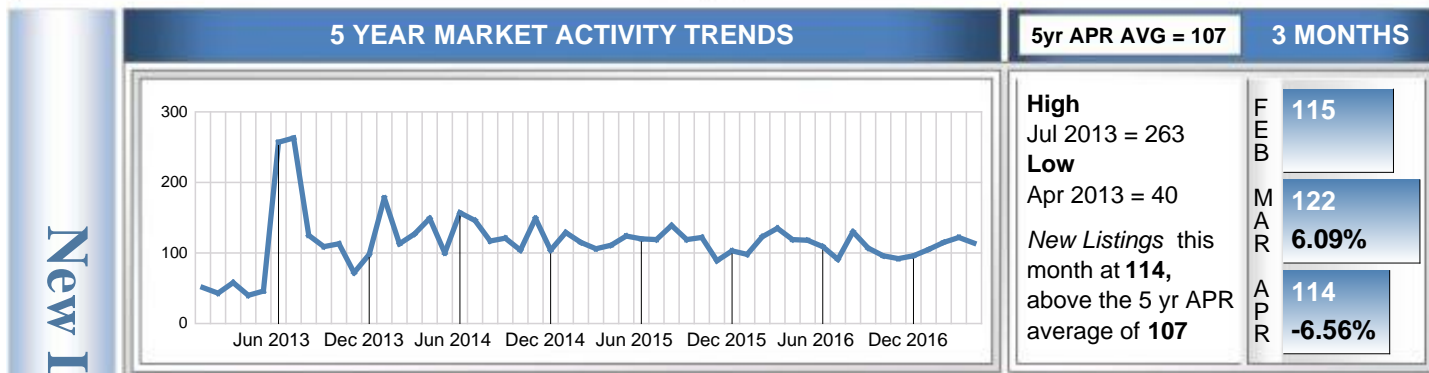
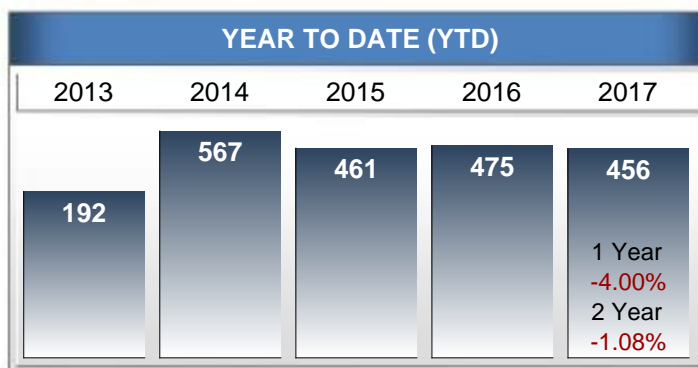
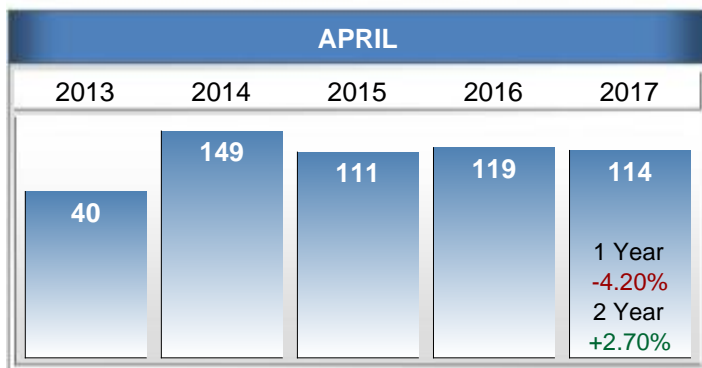
New Listings as of May 11, 2017



### New Listings

Report Produced on: May 11, 2017

Area Delimited by County Of Muskogee



New Listings

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

#### 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	2	1.75%	2	0	0	0
\$10,001 \$40,000	22	19.30%	15	7	0	0
\$40,001 \$70,000	18	15.79%	7	9	1	1
\$70,001 \$120,000	28	24.56%	7	18	2	1
\$120,001 \$190,000	15	13.16%	4	8	2	1
\$190,001 \$290,000	16	14.04%	2	7	7	0
\$290,001 and up	13	11.40%	7	4	2	0
<b>Total New Listed Units:</b>	<b>114</b>		<b>44</b>	<b>53</b>	<b>14</b>	<b>3</b>
<b>Total New Listed Volume:</b>	<b>16,940,385</b>		<b>6.90M</b>	<b>6.80M</b>	<b>2.95M</b>	<b>281.30K</b>
<b>Median New Listed Listing Price:</b>	<b>\$91,750</b>		<b>\$59,700</b>	<b>\$86,900</b>	<b>\$237,400</b>	<b>\$99,500</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

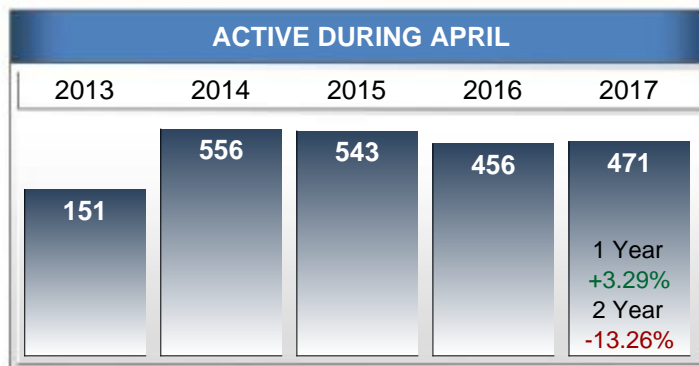
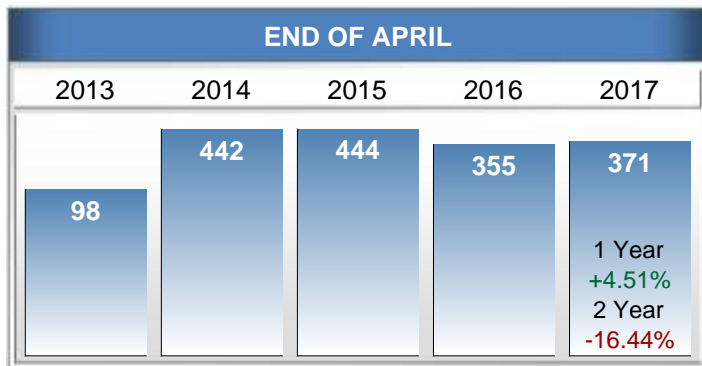
Active Inventory as of May 11, 2017



### Active Inventory

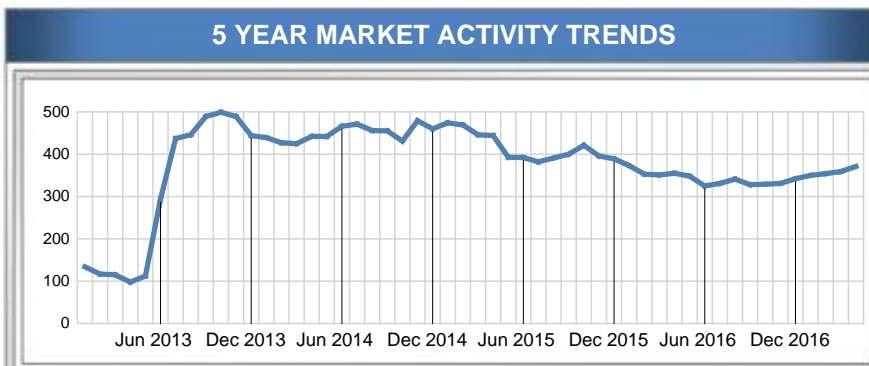
Report Produced on: May 11, 2017

Area Delimited by County Of Muskogee



Active Inventory

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



**5yr APR AVG = 342**      **3 MONTHS**

**High**  
Oct 2013 = 499

**Low**  
Apr 2013 = 98

*Inventory* this month at **371**, above the 5 yr APR average of **342**

FEB	354
MAR	359
APR	371
<b>1.41%</b>	
<b>3.34%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	25	6.74%	80.0	25	0	0	0	
\$10,001 - \$40,000	57	15.36%	64.0	47	9	1	0	
\$40,001 - \$60,000	54	14.56%	66.5	28	23	2	1	
\$60,001 - \$120,000	82	22.10%	48.0	24	52	5	1	
\$120,001 - \$190,000	62	16.71%	59.5	14	35	11	2	
\$190,001 - \$300,000	54	14.56%	51.5	10	21	20	3	
\$300,001 and up	37	9.97%	60.0	24	4	4	5	
Total Active Inventory by Units:			371	61.0	172	144	43	12
Total Active Inventory by Volume:			59,395,813		29.17M	18.40M	8.62M	3.21M
Median Active Inventory Listing Price:			\$90,000		\$49,500	\$110,000	\$199,900	\$261,950





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

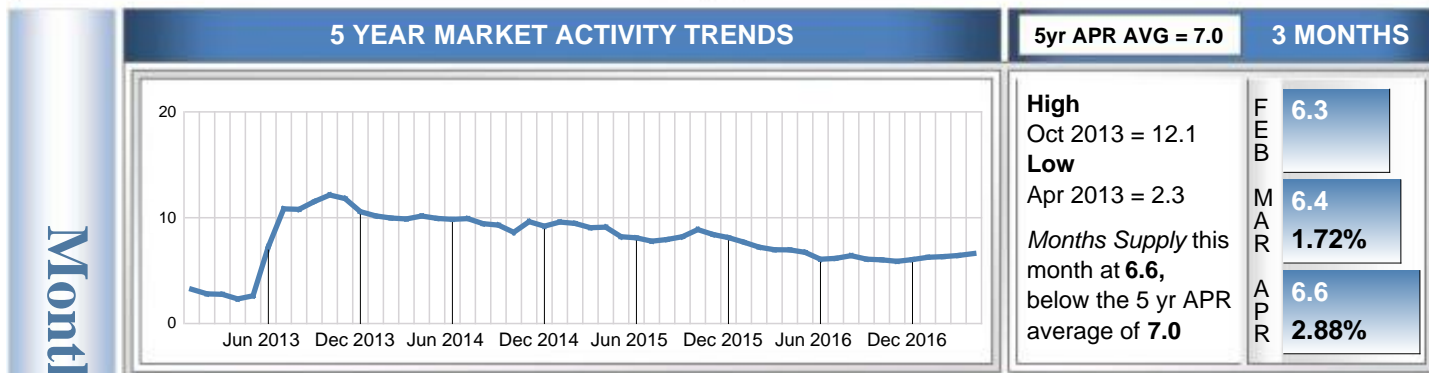
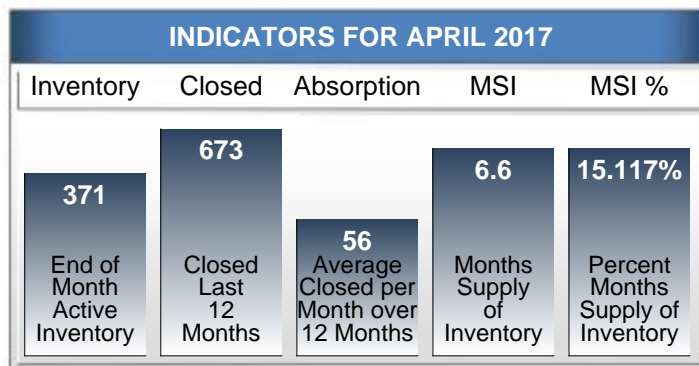
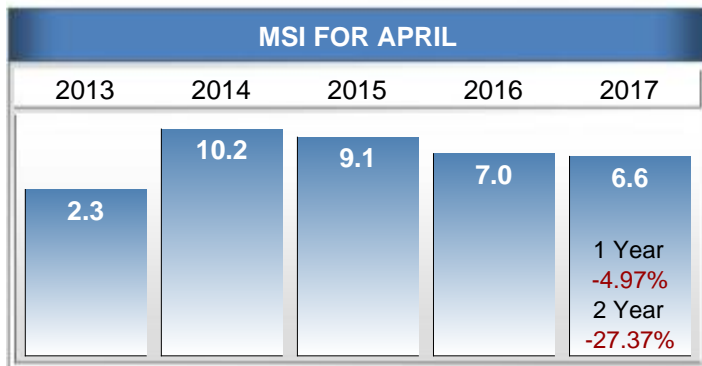
Active Inventory as of May 11, 2017



### Months Supply of Inventory

Report Produced on: May 11, 2017

Area Delimited by County Of Muskogee



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

#### 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	25	6.74%	10.3	17.6	0.0	0.0	0.0
\$10,001 \$40,000	57	15.36%	4.2	6.4	1.7	1.5	0.0
\$40,001 \$60,000	54	14.56%	8.6	11.2	6.9	6.0	12.0
\$60,001 \$120,000	82	22.10%	5.0	11.5	4.0	4.0	0.0
\$120,001 \$190,000	62	16.71%	5.1	12.9	3.9	5.7	6.0
\$190,001 \$300,000	54	14.56%	12.0	40.0	9.7	10.4	18.0
\$300,001 and up	37	9.97%	44.4	144.0	48.0	9.6	30.0
MSI:	6.6			11.6	4.3	6.4	13.1
Total Active Inventory:	371			172	144	43	12



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

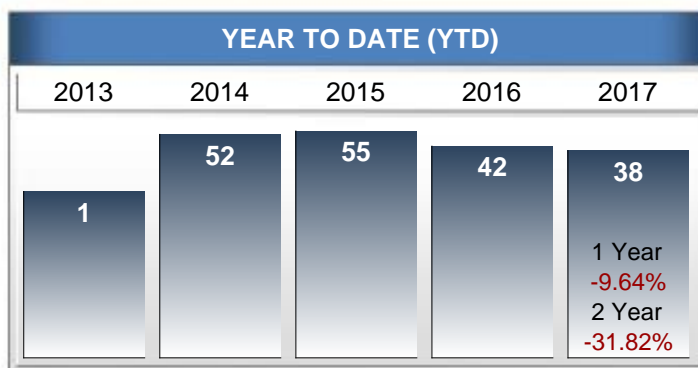
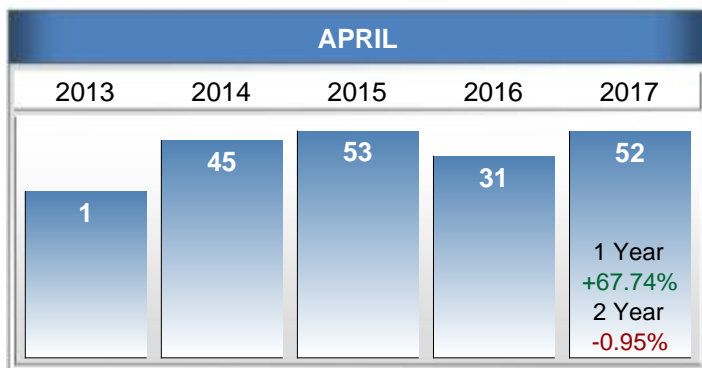
Closed Sales as of May 11, 2017



### Median Days on Market to Sale

Report Produced on: May 11, 2017

Area Delimited by County Of Muskogee



**Median Days on Market**  
 Ready to Buy or Sell Real Estate?  
 Contact an experienced REALTOR



**5yr APR AVG = 36**      **3 MONTHS**

**High**  
Dec 2013 = 75

**Low**  
May 2013 = 1

Median DOM this month at **52**, above the 5 yr APR average of **36**

FEB	50
MAR	31
APR	52

**-39.00%** (Mar to Apr)  
**70.49%** (Apr to Feb)

#### 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			3.28%	28.0	0.0	28.0	0.0	0.0
\$10,001 \$30,000	11			18.03%	17.0	12.0	19.0	0.0	0.0
\$30,001 \$50,000	10			16.39%	54.5	32.0	56.0	0.0	89.0
\$50,001 \$90,000	13			21.31%	102.0	146.0	20.5	129.0	0.0
\$90,001 \$130,000	10			16.39%	59.5	1.0	71.5	14.0	0.0
\$130,001 \$160,000	6			9.84%	74.5	0.0	74.5	0.0	0.0
\$160,001 and up	9			14.75%	69.0	0.0	67.5	69.0	0.0
Median Closed DOM:					52.0	17.0	52.0	94.5	89.0
Total Closed Units:					61	13	39	8	1
Total Closed Volume:					5,492,946	429.25K	3.53M	1.49M	38.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

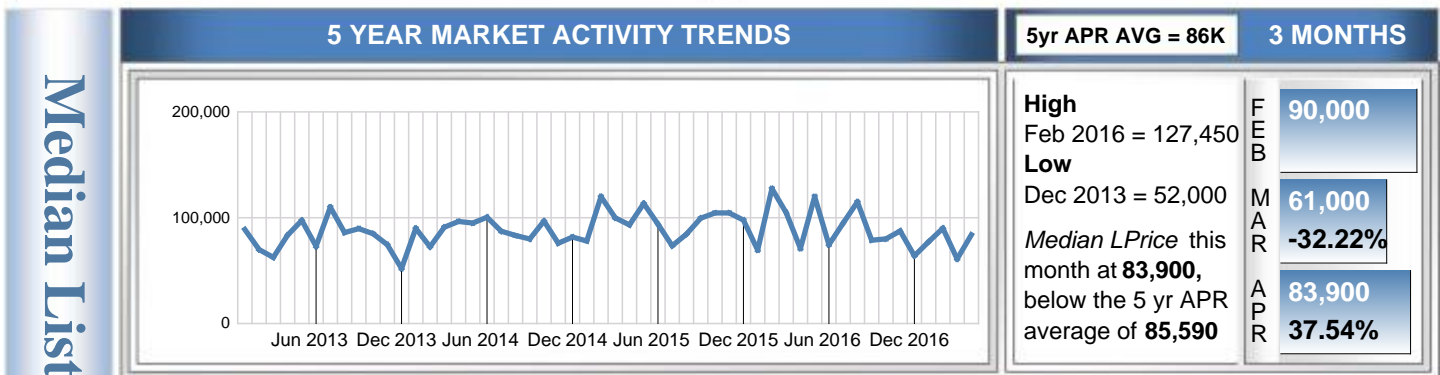
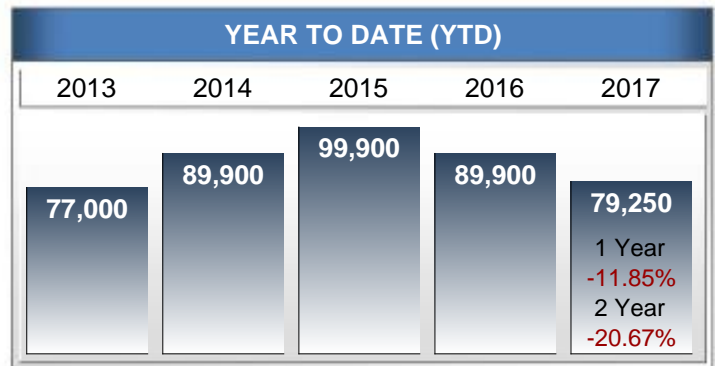
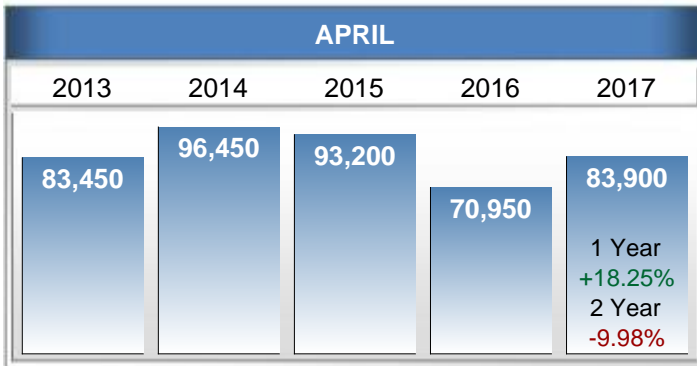
Closed Sales as of May 11, 2017



### Median List Price at Closing

Report Produced on: May 11, 2017

Area Delimited by County Of Muskogee



Median List Price

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

#### 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		1.64%	9,900	0	9,900	0	0
\$10,001 \$30,000	11		18.03%	17,900	17,000	17,900	0	0
\$30,001 \$50,000	8		13.11%	41,400	39,900	42,900	0	42,000
\$50,001 \$90,000	13		21.31%	69,500	57,500	71,000	72,000	0
\$90,001 \$130,000	13		21.31%	109,000	99,900	109,000	129,900	0
\$130,001 \$160,000	7		11.48%	149,000	0	149,000	0	0
\$160,001 and up	8		13.11%	194,000	0	189,500	230,000	0
Median List Price:		\$83,900			\$32,000	\$95,000	\$174,500	\$42,000
Total Closed Units:		61			13	39	8	1
Total List Volume:		5,779,550			468.70K	3.72M	1.55M	42.00K





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

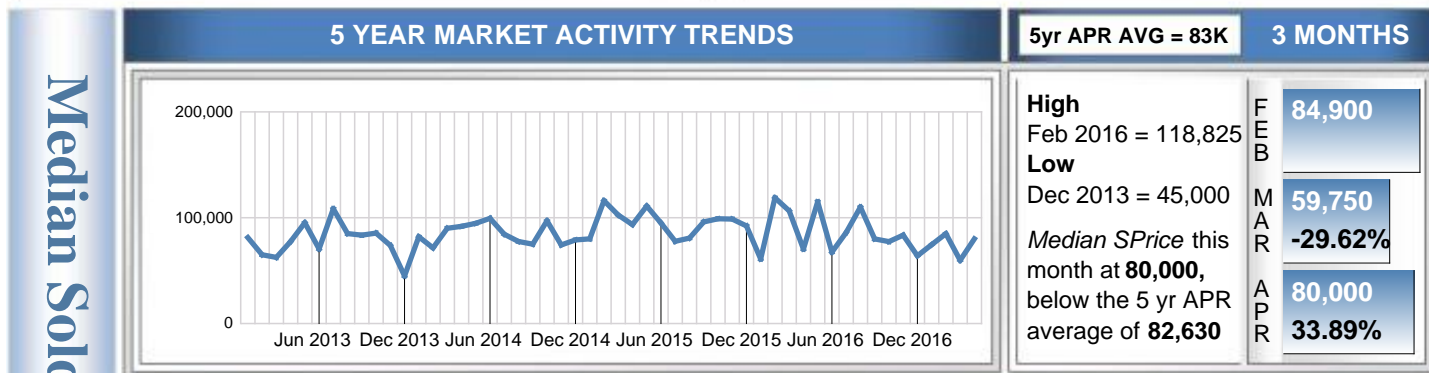
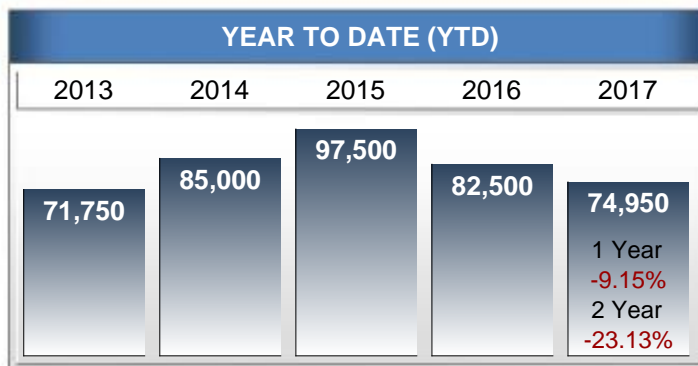
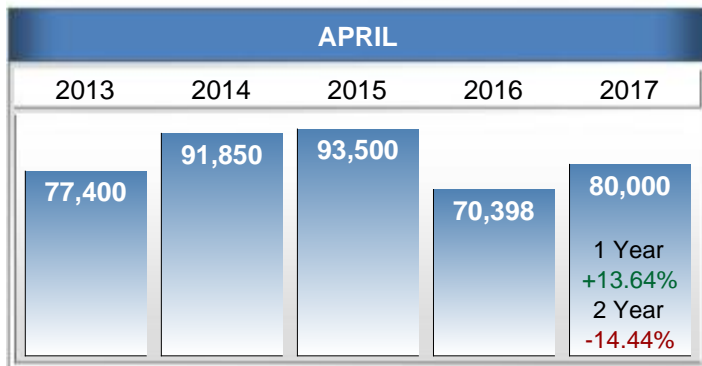
Closed Sales as of May 11, 2017



### Median Sold Price at Closing

Report Produced on: May 11, 2017

Area Delimited by County Of Muskogee



Median Sold Price

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

#### 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		3.28%	9,450	0	9,450	0	0
\$10,001 \$30,000	11		18.03%	17,500	20,500	17,500	0	0
\$30,001 \$50,000	10		16.39%	38,750	39,500	40,000	0	38,000
\$50,001 \$90,000	13		21.31%	72,000	54,000	77,500	67,500	0
\$90,001 \$130,000	10		16.39%	112,000	92,500	112,000	115,000	0
\$130,001 \$160,000	6		9.84%	141,000	0	141,000	0	0
\$160,001 and up	9		14.75%	183,000	0	174,500	235,000	0
Median Closed Price:	\$80,000				\$28,000	\$88,000	\$169,500	\$38,000
Total Closed Units:	61				13	39	8	1
Total Closed Volume:	5,492,946				429.25K	3.53M	1.49M	38.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

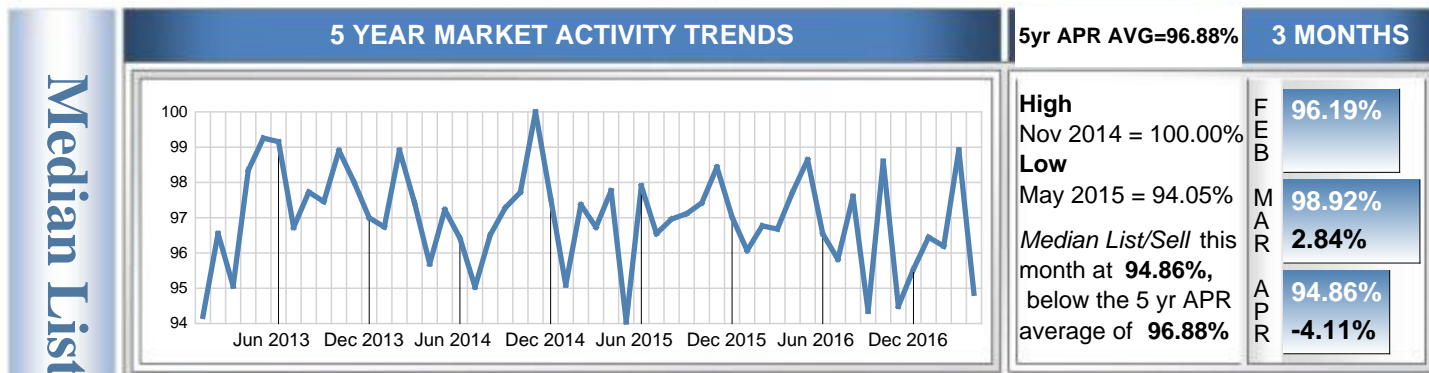
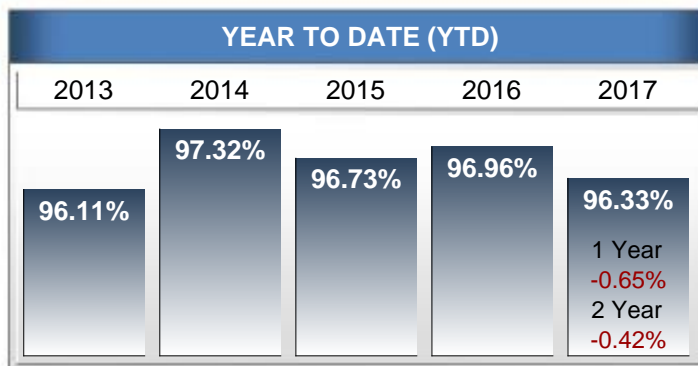
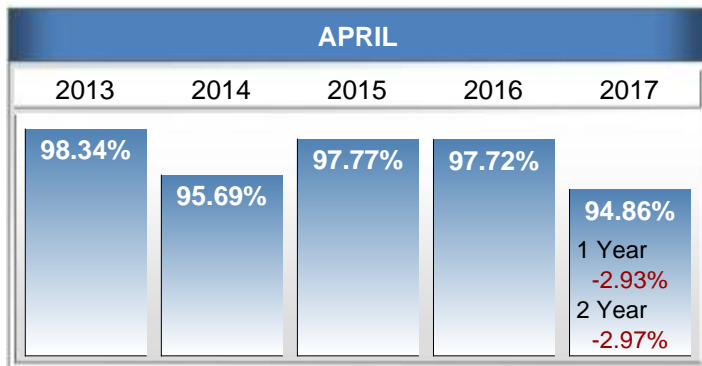
Closed Sales as of May 11, 2017



### Median Percent of List Price to Selling Price

Report Produced on: May 11, 2017

Area Delimited by County Of Muskogee



Median List/Sell Price

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

#### 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	3.28%	84.88%	0.00%	84.88%	0.00%	0.00%
\$10,001 \$30,000	11	18.03%	93.33%	92.12%	97.77%	0.00%	0.00%
\$30,001 \$50,000	10	16.39%	85.63%	87.78%	82.91%	0.00%	90.48%
\$50,001 \$90,000	13	21.31%	93.91%	93.91%	94.14%	94.94%	0.00%
\$90,001 \$130,000	10	16.39%	96.03%	92.59%	97.29%	88.53%	0.00%
\$130,001 \$160,000	6	9.84%	96.73%	0.00%	96.73%	0.00%	0.00%
\$160,001 and up	9	14.75%	98.31%	0.00%	99.17%	98.31%	0.00%
Median List/Sell Ratio:	94.86%			92.59%	95.92%	96.51%	90.48%
Total Closed Units:	61			13	39	8	1
Total Closed Volume:	5,492,946			429.25K	3.53M	1.49M	38.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2017

Inventory as of May 11, 2017



### Market Summary

Report Produced on: May 11, 2017

Area Delimited by County Of Muskogee



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

**Active Inventory** as of April 30, 2017 = 371

	APRIL			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	58	61	5.17%	210	204	-2.86%
Pending Sales	63	56	-11.11%	233	230	-1.29%
New Listings	119	114	-4.20%	475	456	-4.00%
Median List Price	70,950	83,900	18.25%	89,900	79,250	-11.85%
Median Sale Price	70,398	80,000	13.64%	82,500	74,950	-9.15%
Median Percent of List Price to Selling Price	97.72%	94.86%	-2.93%	96.96%	96.33%	-0.65%
Median Days on Market to Sale	31.00	52.00	67.74%	41.50	37.50	-9.64%
Monthly Inventory	355	371	4.51%	355	371	4.51%
Months Supply of Inventory	6.96	6.62	-4.97%	6.96	6.62	-4.97%

