



September 2016

Area Delimited by County Of Muskogee

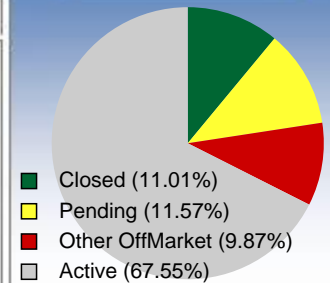


Absorption: Last 12 months, an Average of **54** Sales/Month

Active Inventory as of September 30, 2016 = **356**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	51	58	13.73%
Pending Listings	52	61	17.31%
New Listings	119	107	-10.08%
Median List Price	99,500	78,750	-20.85%
Median Sale Price	96,000	79,950	-16.72%
Median Percent of List Price to Selling Price	97.12%	93.99%	-3.21%
Median Days on Market to Sale	31.00	59.50	91.94%
End of Month Inventory	400	356	-11.00%
Months Supply of Inventory	8.21	6.64	-19.03%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 11, 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 September 2016 decreased **11.00%** to 356 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 **6.64** 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 **16.72%** in September 2016 to \$79,950 versus the previous year at \$96,000.

Median Days on Market Lengthens

The median number of **59.50** days that homes spent on the market before selling increased by 28.50 days or **91.94%** in September 2016 compared to last year's same month at **31.00** DOM.

Sales Success for September 2016 is Positive

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

There were 107 New Listings in September 2016, down **10.08%** from last year at 119. Furthermore, there were 58 Closed Listings this month versus last year at 51, a **13.73%** increase.

Closed versus Listed trends yielded a **54.2%** ratio, up from last year's September 2016 at **42.9%**, a **26.48%** 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

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

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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September 2016

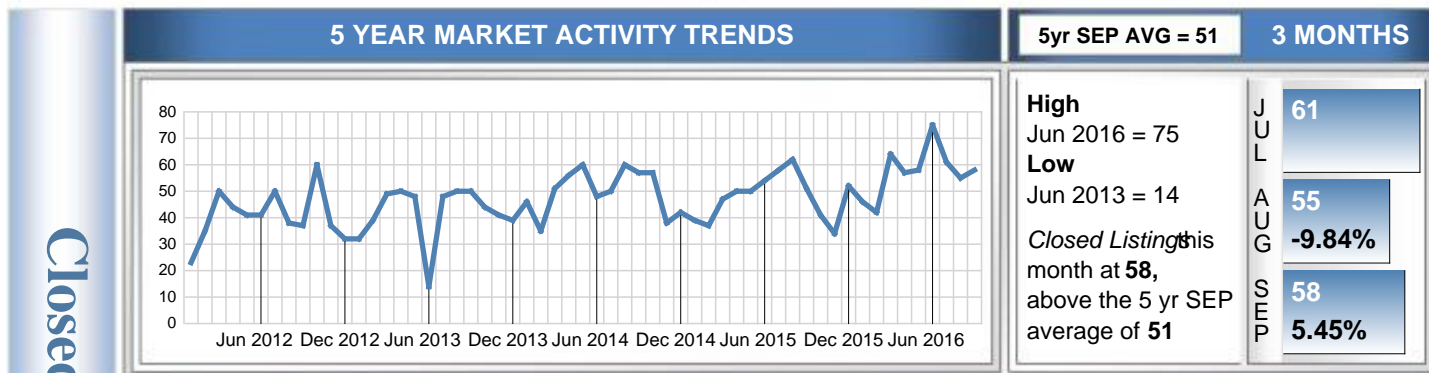
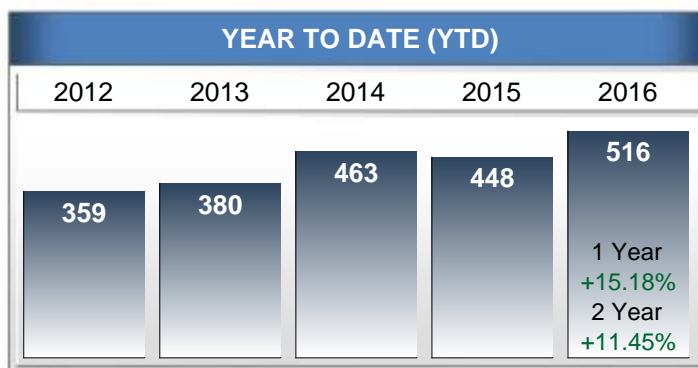
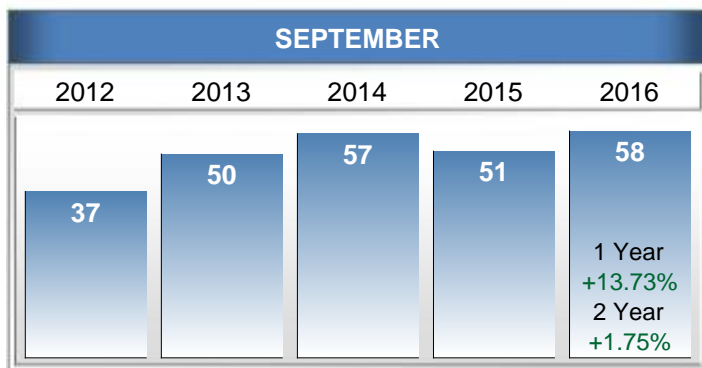
Closed Sales as of Oct 11, 2016



Closed Listings

Report Produced on: Oct 11, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	6.90%	25.0	3	1	0	0
\$20,001 \$40,000	8	13.79%	75.0	7	1	0	0
\$40,001 \$50,000	8	13.79%	65.0	6	2	0	0
\$50,001 \$100,000	17	29.31%	48.0	3	14	0	0
\$100,001 \$140,000	6	10.34%	69.5	1	4	1	0
\$140,001 \$220,000	9	15.52%	45.0	1	7	0	1
\$220,001 and up	6	10.34%	88.0	0	2	4	0
Total Closed Units:	58		59.5	21	31	5	1
Total Closed Volume:	5,752,389			1.05M	3.24M	1.31M	150.00K
Median Closed Price:	\$79,950			\$41,500	\$91,000	\$263,000	\$150,000



Monthly Inventory Analysis

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September 2016

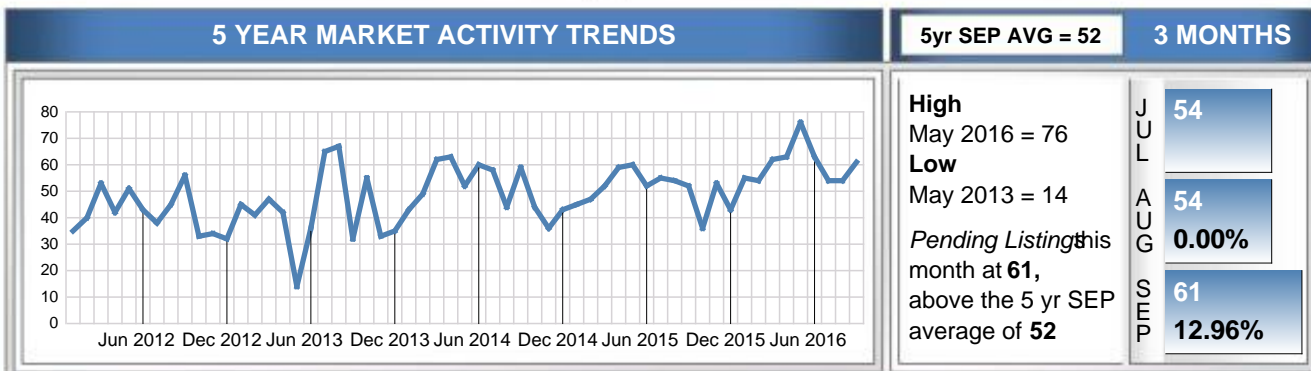
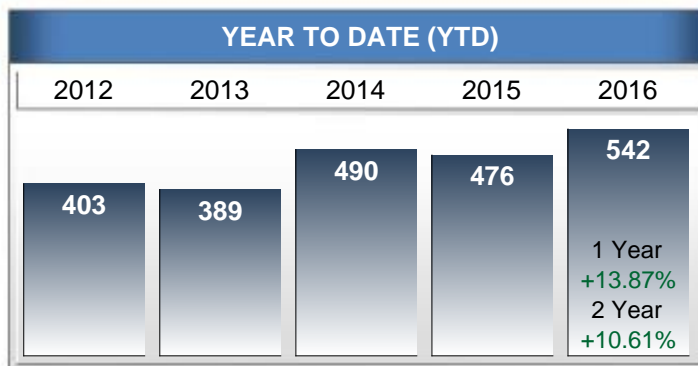
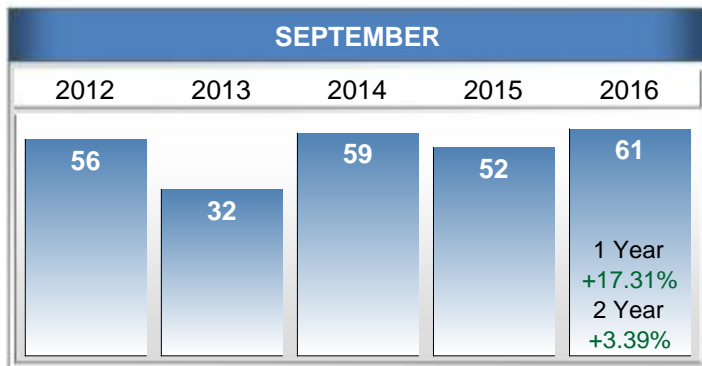
Pending Listings as of Oct 11, 2016



Pending Listings

Report Produced on: Oct 11, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	3	4.92%	42.0	2	1	0	0	
\$10,001 \$30,000	11	18.03%	35.0	5	5	1	0	
\$30,001 \$50,000	7	11.48%	100.0	5	2	0	0	
\$50,001 \$110,000	18	29.51%	51.0	3	14	0	1	
\$110,001 \$170,000	8	13.11%	46.0	0	6	2	0	
\$170,001 \$230,000	7	11.48%	98.0	0	4	2	1	
\$230,001 and up	7	11.48%	64.0	0	4	2	1	
Total Pending Units: 61				49.0	15	36	7	3
Total Pending Volume: 6,296,959					518.86K	3.90M	1.38M	493.40K
Median Listing Price: \$79,900					\$37,500	\$88,950	\$187,500	\$199,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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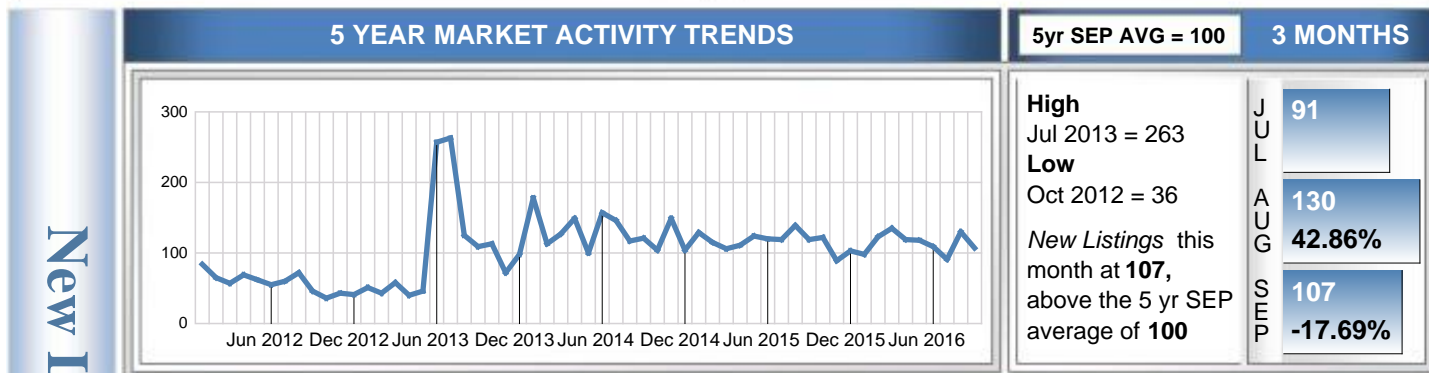
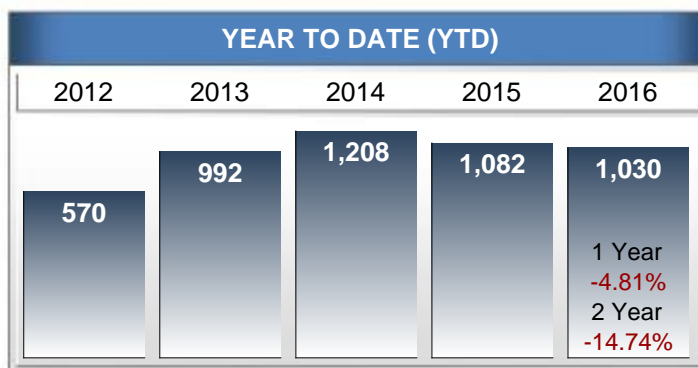
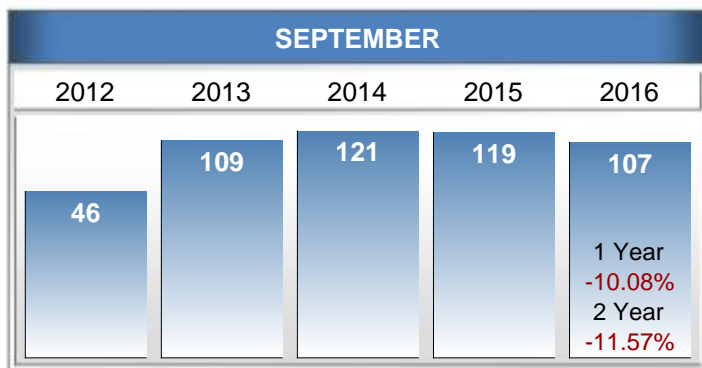
New Listings as of Oct 11, 2016



New Listings

Report Produced on: Oct 11, 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	4	3.74%	4	0	0	0
\$10,001 - \$40,000	20	18.69%	15	5	0	0
\$40,001 - \$60,000	15	14.02%	8	6	1	0
\$60,001 - \$110,000	22	20.56%	5	16	1	0
\$110,001 - \$190,000	20	18.69%	2	15	3	0
\$190,001 - \$320,000	15	14.02%	1	10	3	1
\$320,001 and up	11	10.28%	5	1	4	1
Total New Listed Units:	107		40	53	12	2
Total New Listed Volume:	15,976,873		5.22M	6.95M	2.97M	825.00K
Median New Listed Listing Price:	\$94,900		\$43,000	\$110,000	\$205,700	\$412,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2016

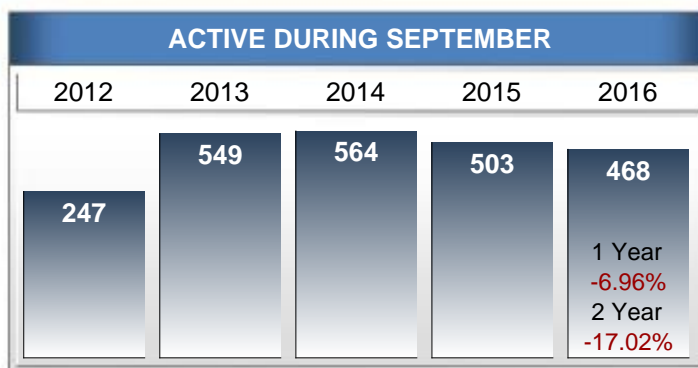
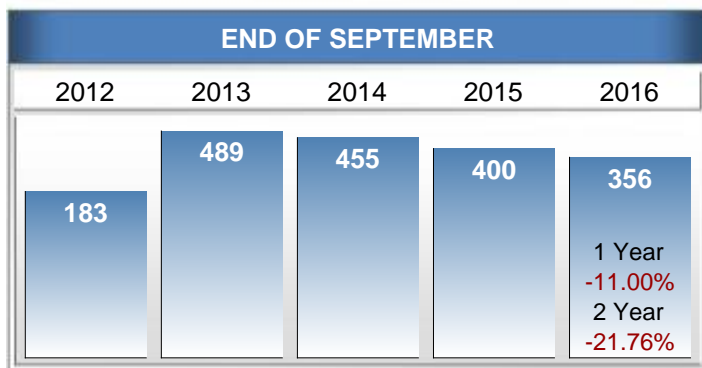
Active Inventory as of Oct 11, 2016



Active Inventory

Report Produced on: Oct 11, 2016

Area Delimited by County Of Muskogee



Active Inventory

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5yr SEP AVG = 377 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **356**, below the 5 yr SEP average of **377**

JUL	342
AUG	362
SEP	356
5.85%	
-1.66%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	22	6.18%	43.0	21	0	1	0
\$10,001 - \$30,000	50	14.04%	69.0	42	7	1	0
\$30,001 - \$50,000	39	10.96%	46.0	24	13	2	0
\$50,001 - \$120,000	113	31.74%	59.0	38	65	9	1
\$120,001 - \$190,000	50	14.04%	65.0	8	36	6	0
\$190,001 - \$340,000	45	12.64%	62.0	10	18	15	2
\$340,001 and up	37	10.39%	84.0	22	3	10	2
Total Active Inventory by Units:		356	58.0	165	142	44	5
Total Active Inventory by Volume:		57,703,642		27.74M	17.58M	10.88M	1.50M
Median Active Inventory Listing Price:		\$87,000		\$47,000	\$99,250	\$229,700	\$249,900



Monthly Inventory Analysis

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September 2016

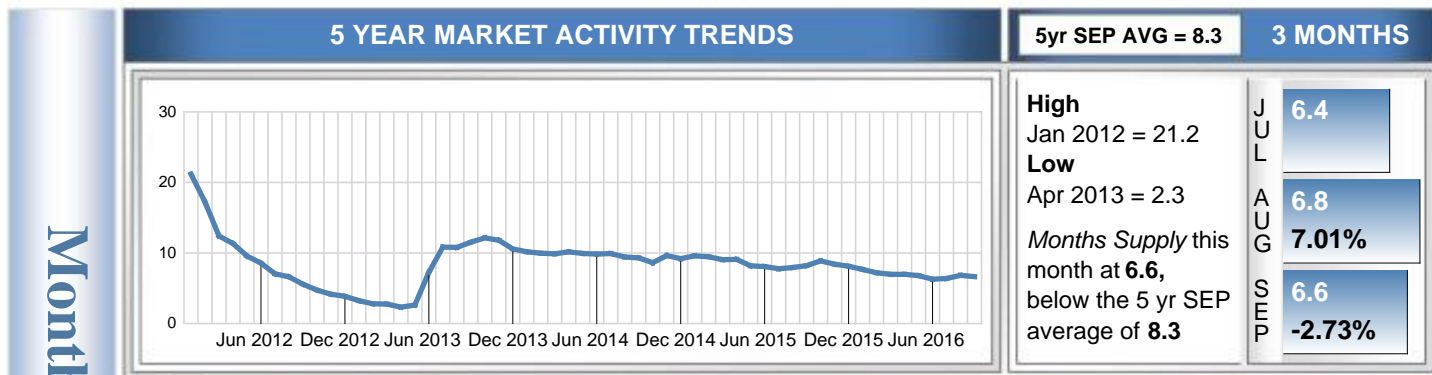
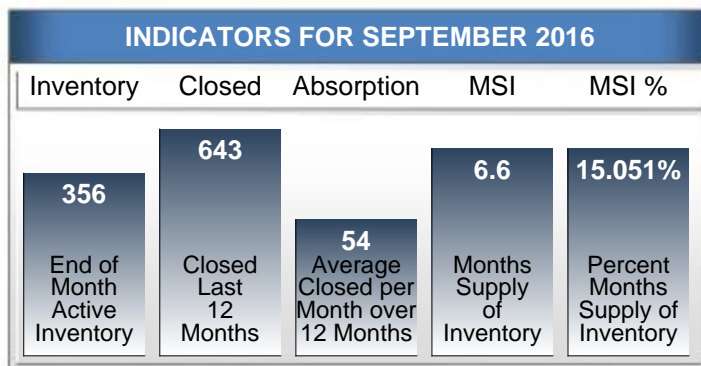
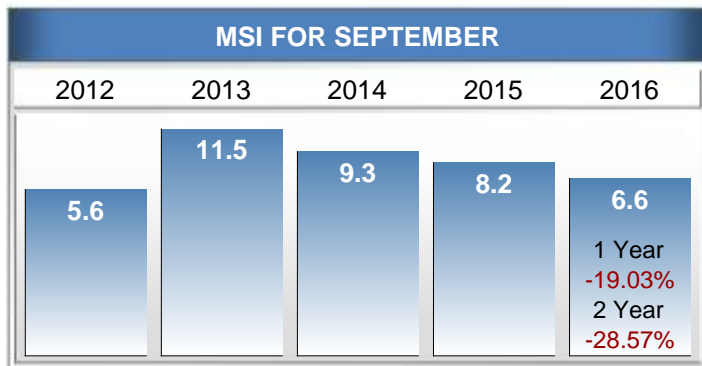
Active Inventory as of Oct 11, 2016



Months Supply of Inventory

Report Produced on: Oct 11, 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	22	6.18%	10.2	14.8	0.0	4.0	0.0
\$10,001 - \$30,000	50	14.04%	6.7	8.7	3.2	3.0	0.0
\$30,001 - \$50,000	39	10.96%	5.9	7.4	4.6	4.8	0.0
\$50,001 - \$120,000	113	31.74%	6.1	12.3	4.6	7.2	0.0
\$120,001 - \$190,000	50	14.04%	3.8	5.3	4.0	2.5	0.0
\$190,001 - \$340,000	45	12.64%	8.9	60.0	7.7	6.0	24.0
\$340,001 and up	37	10.39%	49.3	132.0	18.0	30.0	24.0
MSI:			6.6	11.4	4.6	5.9	10.0
Total Active Inventory:			356	165	142	44	5



Monthly Inventory Analysis

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September 2016

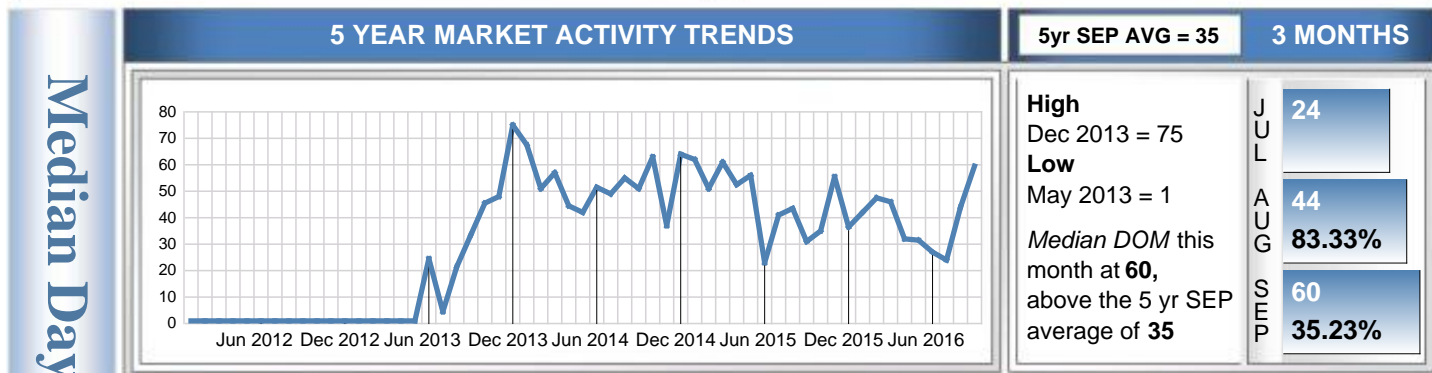
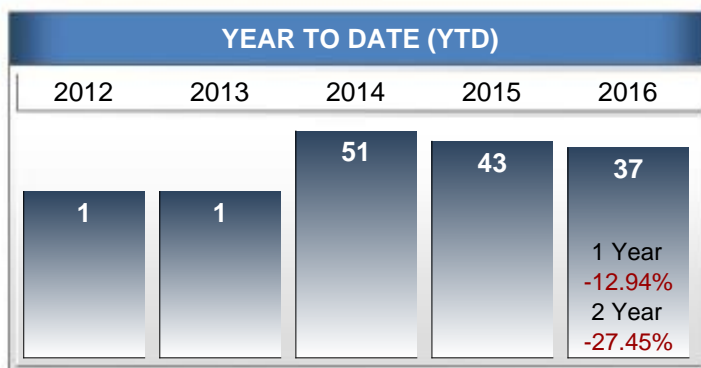
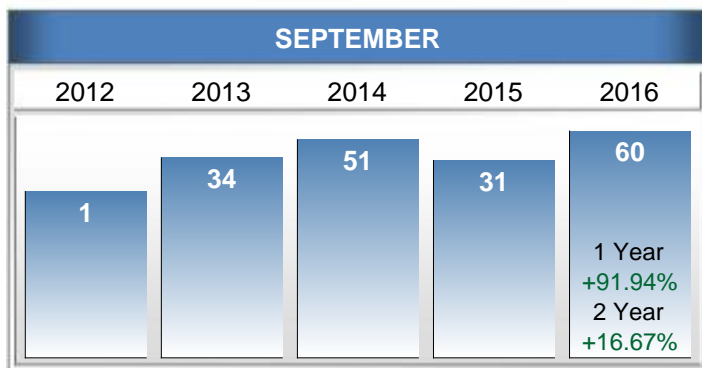
Closed Sales as of Oct 11, 2016



Median Days on Market to Sale

Report Produced on: Oct 11, 2016

Area Delimited by County Of Muskogee



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+
\$20,000 and less	4	6.90%	25.0	36.0	14.0	0.0	0.0
\$20,001 \$40,000	8	13.79%	75.0	62.0	100.0	0.0	0.0
\$40,001 \$50,000	8	13.79%	65.0	65.0	92.0	0.0	0.0
\$50,001 \$100,000	17	29.31%	48.0	59.0	45.0	0.0	0.0
\$100,001 \$140,000	6	10.34%	69.5	52.0	66.5	112.0	0.0
\$140,001 \$220,000	9	15.52%	45.0	26.0	45.0	0.0	161.0
\$220,001 and up	6	10.34%	88.0	0.0	80.5	88.0	0.0
Median Closed DOM:	59.5			53.0	48.0	92.0	161.0
Total Closed Units:	58			21	31	5	1
Total Closed Volume:	5,752,389			1.05M	3.24M	1.31M	150.00K



Monthly Inventory Analysis

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September 2016

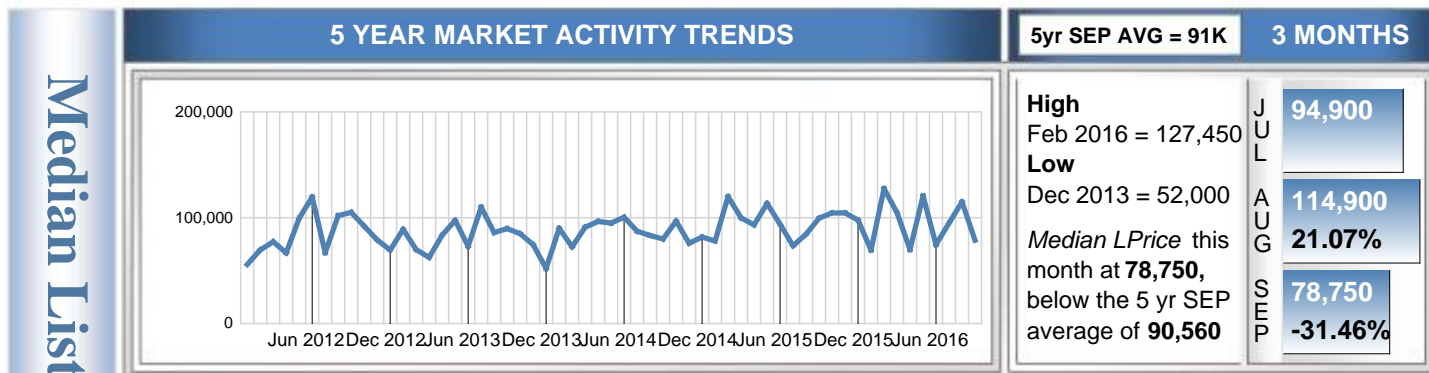
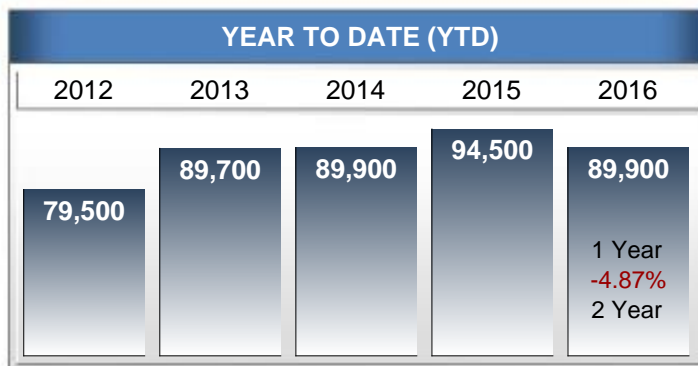
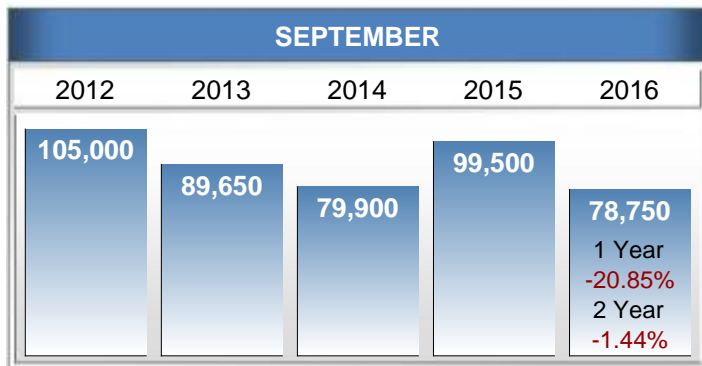
Closed Sales as of Oct 11, 2016



Median List Price at Closing

Report Produced on: Oct 11, 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	5		8.62%	8,000	10,000	6,900	0	0
\$20,001 - \$40,000	7		12.07%	29,000	28,500	34,900	0	0
\$40,001 - \$50,000	7		12.07%	49,500	49,500	49,700	0	0
\$50,001 - \$100,000	18		31.03%	77,500	61,200	78,000	0	0
\$100,001 - \$140,000	6		10.34%	124,000	0	119,500	139,000	0
\$140,001 - \$220,000	9		15.52%	169,000	169,500	159,900	0	179,000
\$220,001 and up	6		10.34%	262,500	0	239,750	292,250	0
Median List Price:		\$78,750			\$43,000	\$91,000	\$285,000	\$179,000
Total Closed Units:		58			21	31	5	1
Total List Volume:		6,149,999			985.90K	3.41M	1.58M	179.00K



Monthly Inventory Analysis

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September 2016

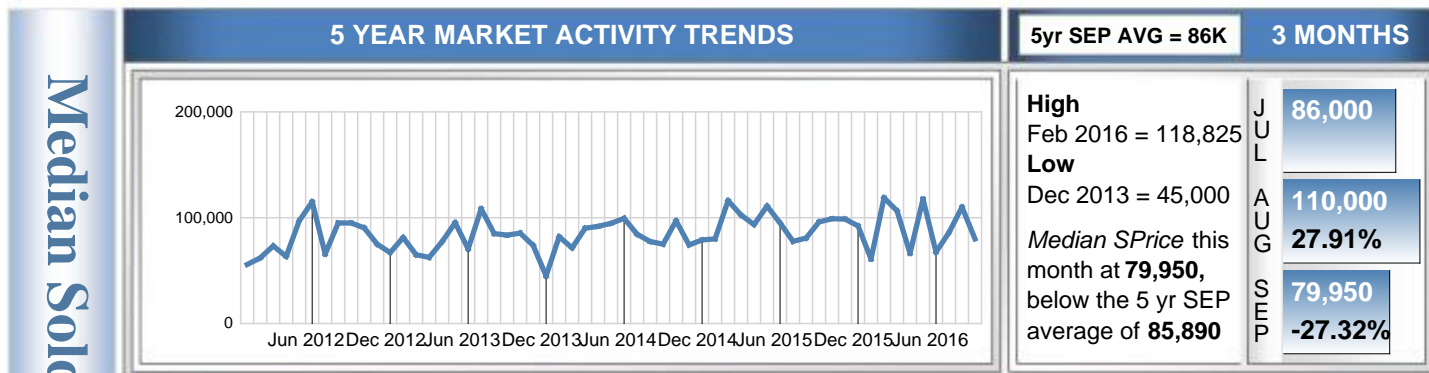
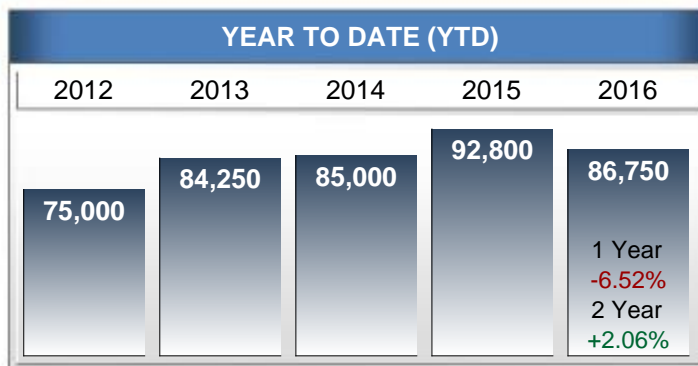
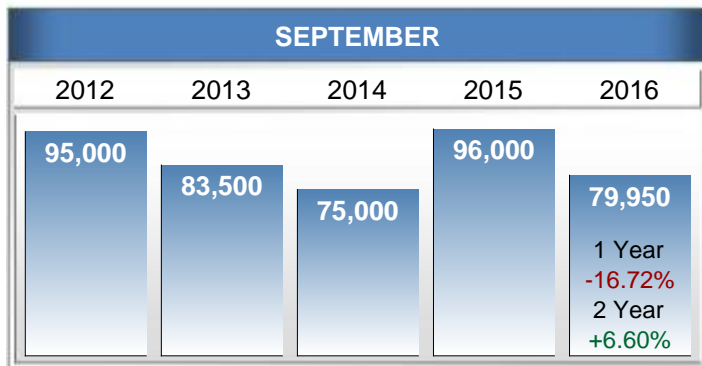
Closed Sales as of Oct 11, 2016



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	4		6.90%	6,500	6,000	7,000	0	0
\$20,001 \$40,000	8		13.79%	26,700	25,500	27,900	0	0
\$40,001 \$50,000	8		13.79%	44,257	44,533	44,257	0	0
\$50,001 \$100,000	17		29.31%	77,000	65,000	79,950	0	0
\$100,001 \$140,000	6		10.34%	131,750	135,000	118,375	139,000	0
\$140,001 \$220,000	9		15.52%	161,000	220,000	161,000	0	150,000
\$220,001 and up	6		10.34%	249,000	0	230,000	269,000	0
Median Closed Price:	\$79,950				\$41,500	\$91,000	\$263,000	\$150,000
Total Closed Units:	58				21	31	5	1
Total Closed Volume:	5,752,389				1.05M	3.24M	1.31M	150.00K



Monthly Inventory Analysis

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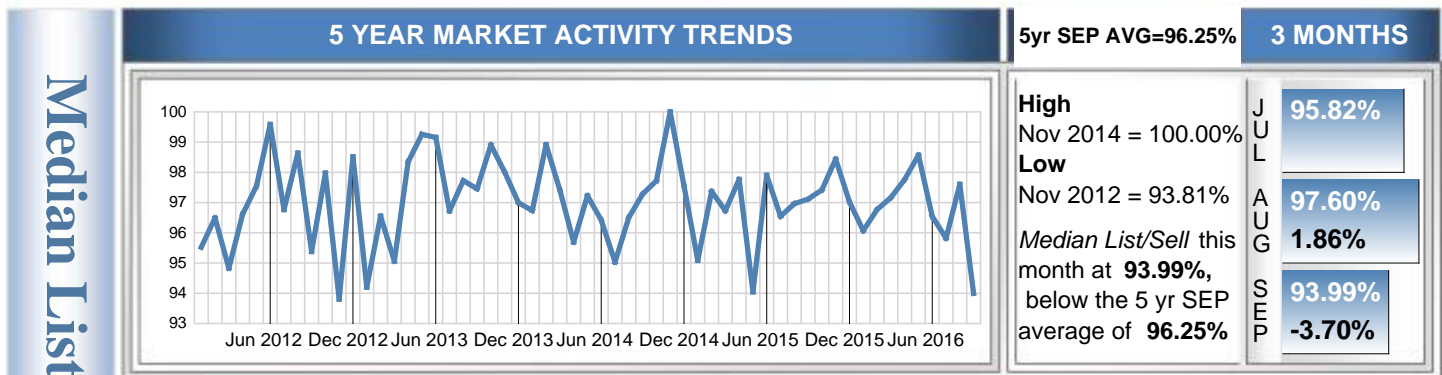
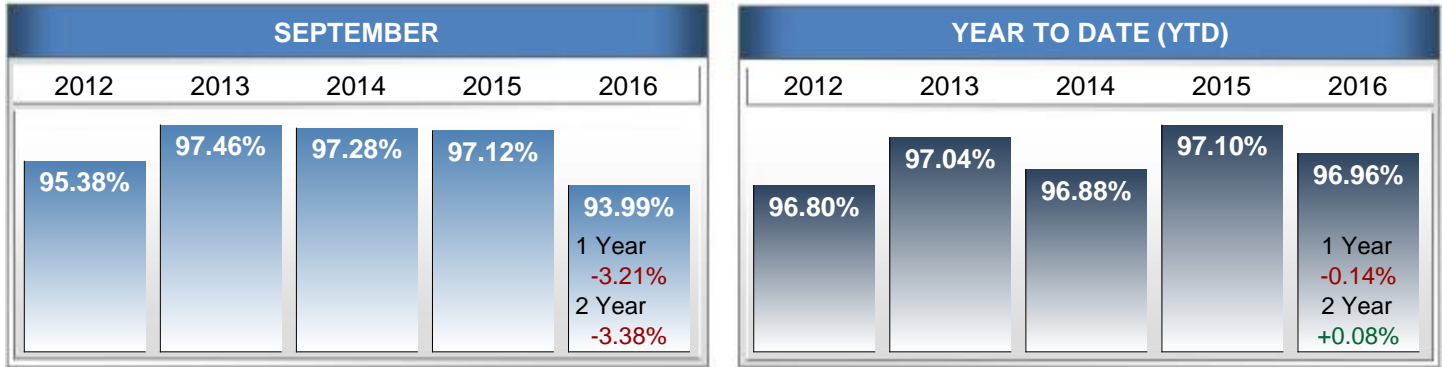
Closed Sales as of Oct 11, 2016



Median Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



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	4	6.90%	81.25%	75.00%	101.45%	0.00%	0.00%
\$20,001 \$40,000	8	13.79%	92.37%	93.67%	79.94%	0.00%	0.00%
\$40,001 \$50,000	8	13.79%	85.44%	89.04%	77.90%	0.00%	0.00%
\$50,001 \$100,000	17	29.31%	97.64%	92.66%	98.53%	0.00%	0.00%
\$100,001 \$140,000	6	10.34%	97.02%	79.65%	97.02%	100.00%	0.00%
\$140,001 \$220,000	9	15.52%	97.66%	44.00%	97.66%	0.00%	83.80%
\$220,001 and up	6	10.34%	93.11%	0.00%	95.93%	92.05%	0.00%
Median List/Sell Ratio:	93.99%			91.07%	97.64%	92.28%	83.80%
Total Closed Units:	58			21	31	5	1
Total Closed Volume:	5,752,389			1.05M	3.24M	1.31M	150.00K

Median List/Sell Price

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

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September 2016

Inventory as of Oct 11, 2016



Market Summary

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

Active Inventory as of September 30, 2016 = 356

	SEPTEMBER			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	51	58	13.73%	448	516	15.18%
Pending Sales	52	61	17.31%	476	542	13.87%
New Listings	119	107	-10.08%	1,082	1,030	-4.81%
Median List Price	99,500	78,750	-20.85%	94,500	89,900	-4.87%
Median Sale Price	96,000	79,950	-16.72%	92,800	86,750	-6.52%
Median Percent of List Price to Selling Price	97.12%	93.99%	-3.21%	97.10%	96.96%	-0.14%
Median Days on Market to Sale	31.00	59.50	91.94%	42.50	37.00	-12.94%
Monthly Inventory	400	356	-11.00%	400	356	-11.00%
Months Supply of Inventory	8.21	6.64	-19.03%	8.21	6.64	-19.03%

