



November 2016

Area Delimited by County Of Muskogee

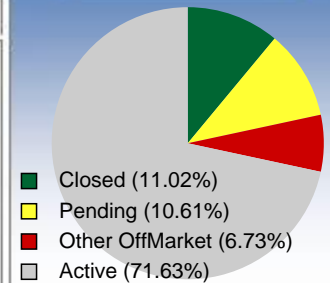


Absorption: Last 12 months, an Average of **56** Sales/Month

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%
Median List Price	104,500	87,450	-16.32%
Median Sale Price	98,700	83,500	-15.40%
Median Percent of List Price to Selling Price	98.43%	94.49%	-4.01%
Median Days on Market to Sale	55.50	45.50	-18.02%
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.

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 **15.40%** in November 2016 to \$83,500 versus the previous year at \$98,700.

Median Days on Market Shortens

The median number of **45.50** days that homes spent on the market before selling decreased by 10.00 days or **18.02%** in November 2016 compared to last year's same month at **55.50** DOM.

Sales Success for November 2016 is Positive

Overall, with Median Prices falling 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.

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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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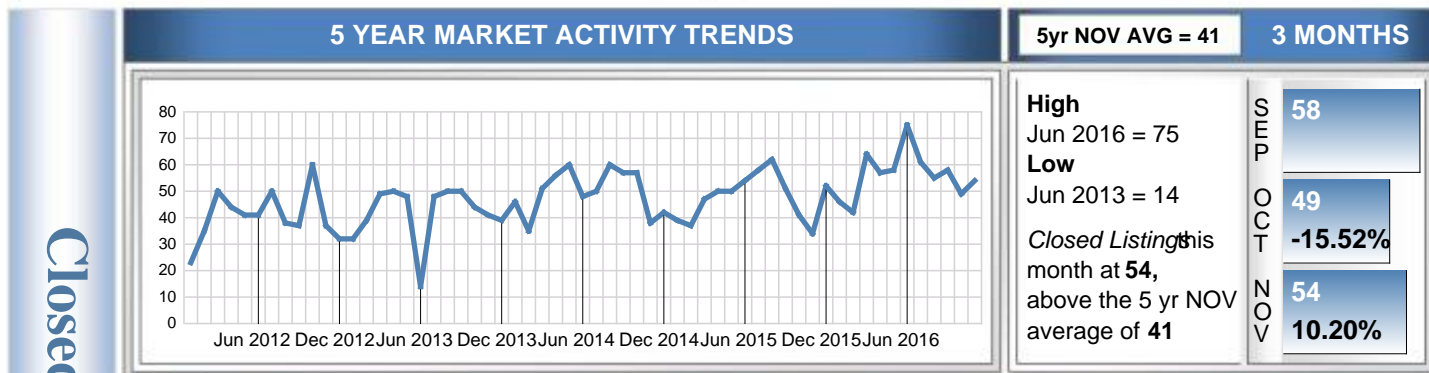
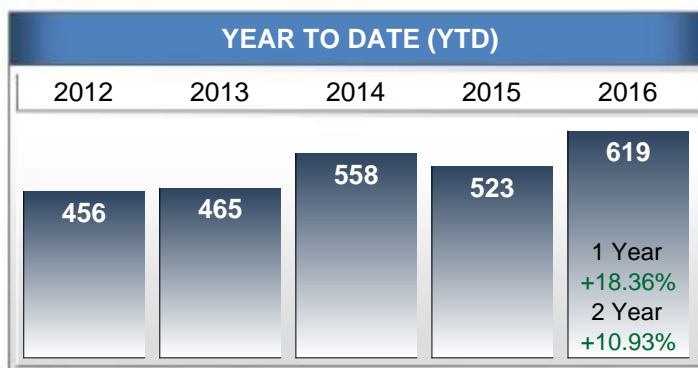
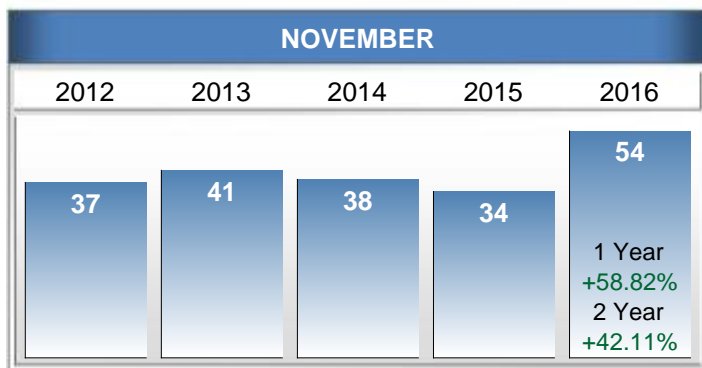
Closed Sales as of Dec 12, 2016



Closed Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Muskogee



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	1	1.85%	35.0	1	0	0	0
\$10,001 - \$30,000	11	20.37%	62.0	6	4	1	0
\$30,001 - \$50,000	8	14.81%	57.0	3	5	0	0
\$50,001 - \$110,000	13	24.07%	49.0	2	9	2	0
\$110,001 - \$170,000	8	14.81%	20.5	0	7	1	0
\$170,001 - \$260,000	8	14.81%	35.5	1	3	3	1
\$260,001 and up	5	9.26%	80.0	0	3	2	0
Total Closed Units:	54		45.5	13	31	9	1
Total Closed Volume:	5,771,018			651.23K	3.35M	1.58M	185.00K
Median Closed Price:	\$83,500			\$27,000	\$90,000	\$187,500	\$185,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

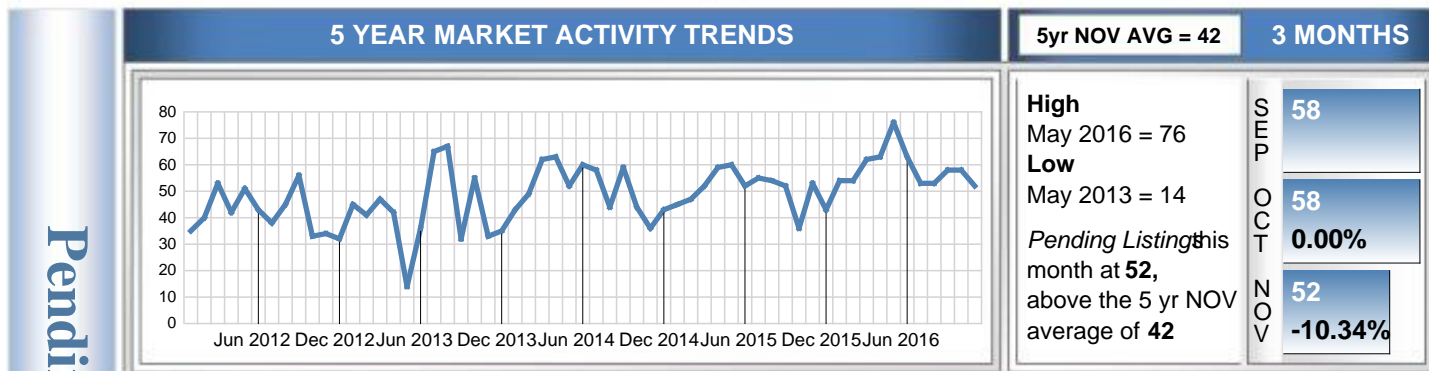
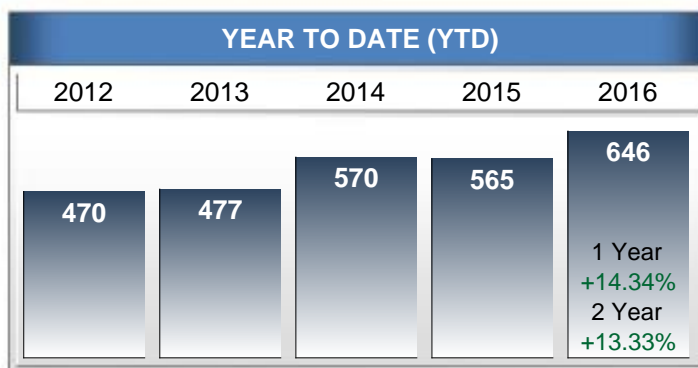
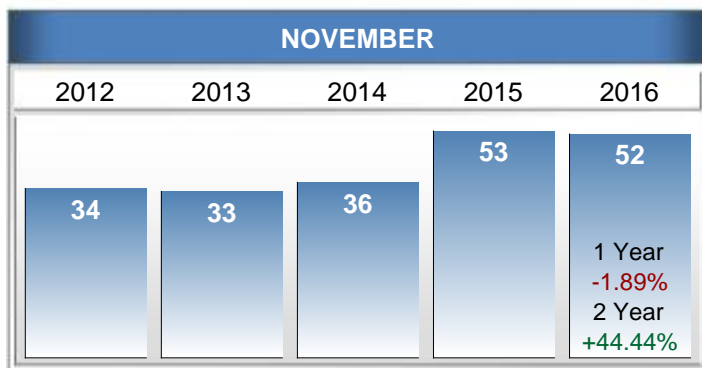
Pending Listings as of Dec 12, 2016



Pending Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Muskogee



Pending Listings

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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	1	1.92%	31.0	0	0	1	0
\$10,001 \$30,000	10	19.23%	30.5	5	5	0	0
\$30,001 \$40,000	8	15.38%	15.0	6	2	0	0
\$40,001 \$80,000	14	26.92%	98.5	4	10	0	0
\$80,001 \$150,000	8	15.38%	70.0	1	6	1	0
\$150,001 \$210,000	5	9.62%	50.0	0	3	2	0
\$210,001 and up	6	11.54%	58.5	1	4	1	0
Total Pending Units: 52				52.0			
Total Pending Volume: 4,799,820				927.70K	3.10M	770.00K	0.00B
Median Listing Price: \$57,950				\$35,000	\$69,700	\$184,000	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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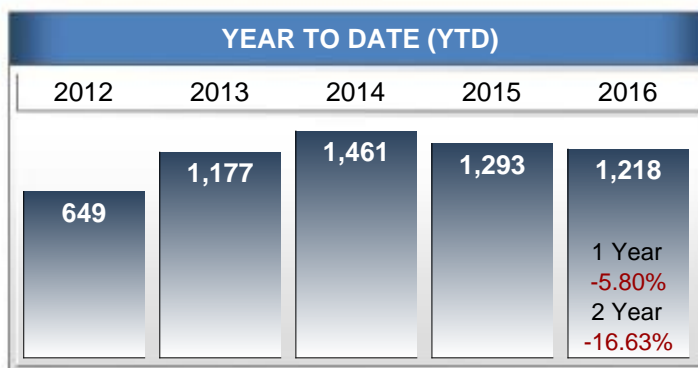
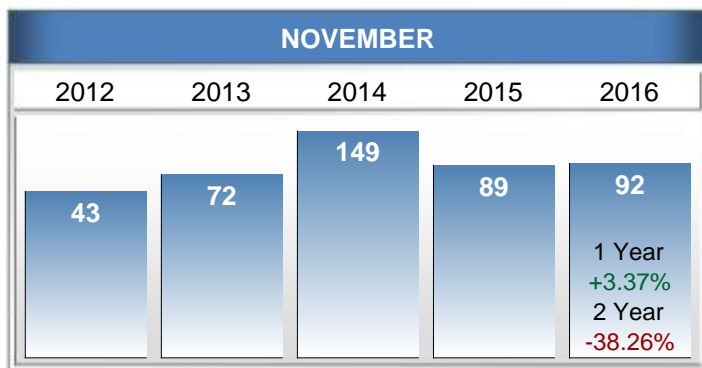
New Listings as of Dec 12, 2016



New Listings

Report Produced on: Dec 12, 2016

Area Delimited by County Of Muskogee



New Listings
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5yr NOV AVG = 89 **3 MONTHS**

High
Jul 2013 = 263
Low
Oct 2012 = 36

New Listings this month at **92**, above the 5 yr NOV average of **89**

SEP	107
OCT	96 -10.28%
NOV	92 -4.17%

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
Median New Listed Listing Price:	\$83,750		\$42,000	\$99,700	\$127,200	\$399,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2016

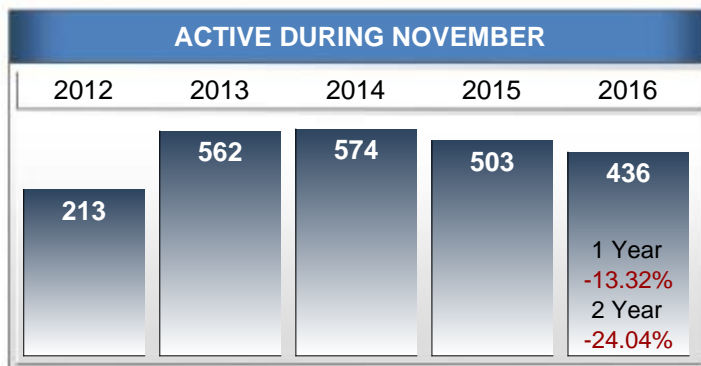
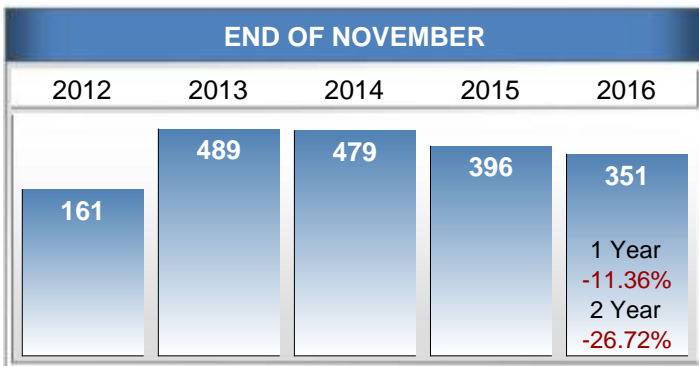
Active Inventory as of Dec 12, 2016



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	20	5.70%	104.0	20	0	0	0		
\$10,001 - \$40,000	50	14.25%	82.0	39	9	2	0		
\$40,001 - \$60,000	48	13.68%	76.0	31	13	3	1		
\$60,001 - \$120,000	91	25.93%	61.0	28	51	12	0		
\$120,001 - \$200,000	64	18.23%	62.0	11	40	11	2		
\$200,001 - \$330,000	43	12.25%	61.0	8	16	17	2		
\$330,001 and up	35	9.97%	82.0	24	1	7	3		
Total Active Inventory by Units:				351	74.0	161	130	52	8
Total Active Inventory by Volume:				57,987,438		28.93M	16.05M	10.61M	2.40M
Median Active Inventory Listing Price:				\$98,000		\$56,000	\$112,750	\$178,500	\$241,450



Monthly Inventory Analysis

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November 2016

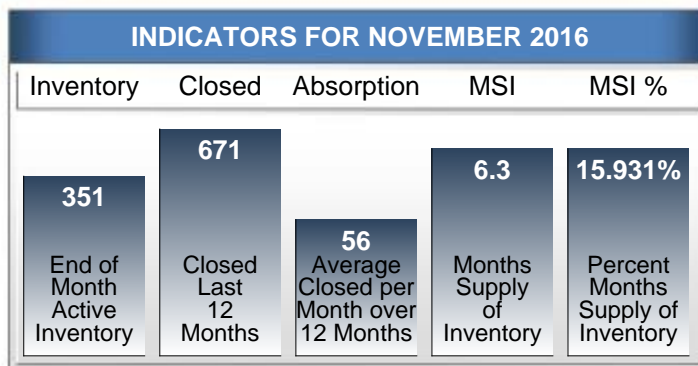
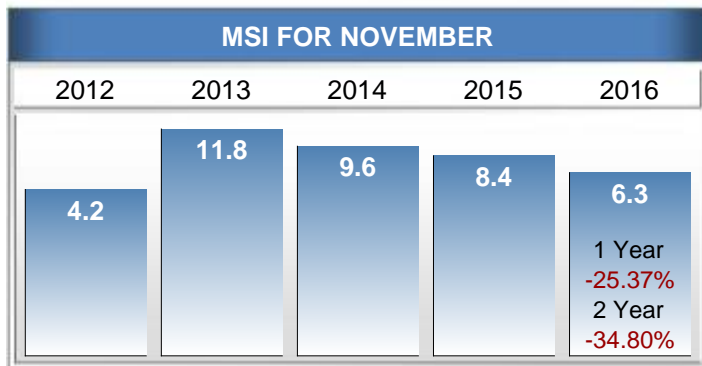
Active Inventory as of Dec 12, 2016



Months Supply of Inventory

Report Produced on: Dec 12, 2016

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Months Supply

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5yr NOV AVG = 8.1	3 MONTHS
High Jan 2012 = 21.2 Low Apr 2013 = 2.3 <i>Months Supply</i> this month at 6.3 , below the 5 yr NOV average of 8.1	SEP 6.4 OCT 6.4 -0.36% NOV 6.3 -1.29%

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

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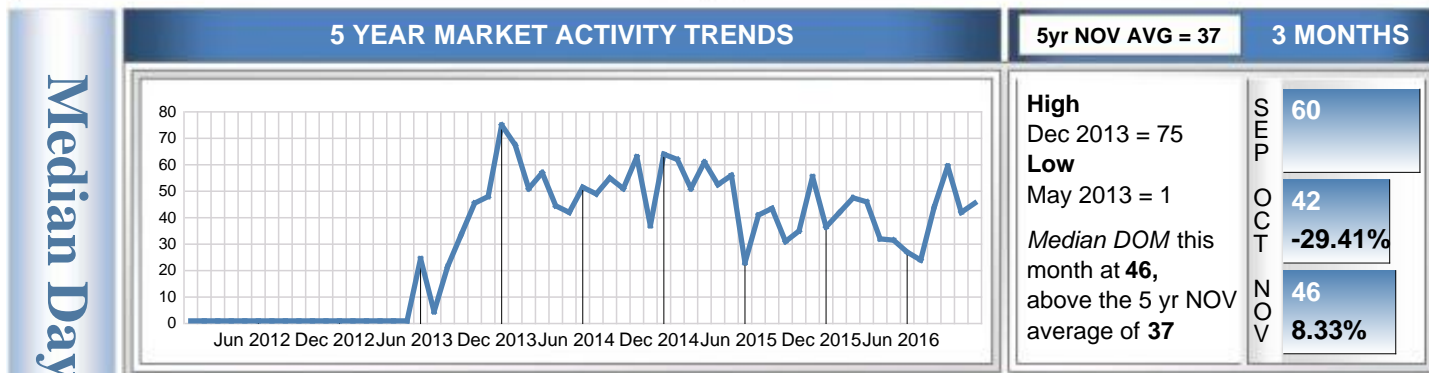
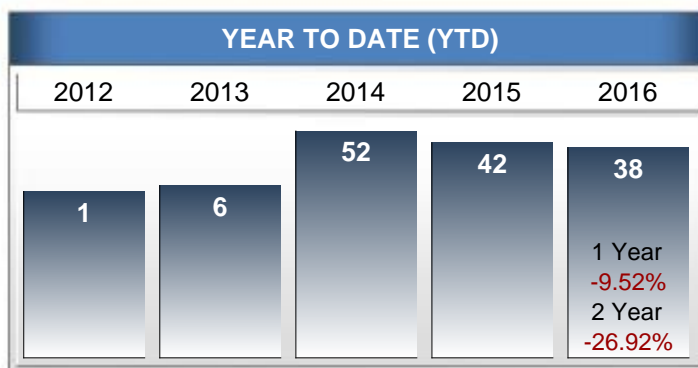
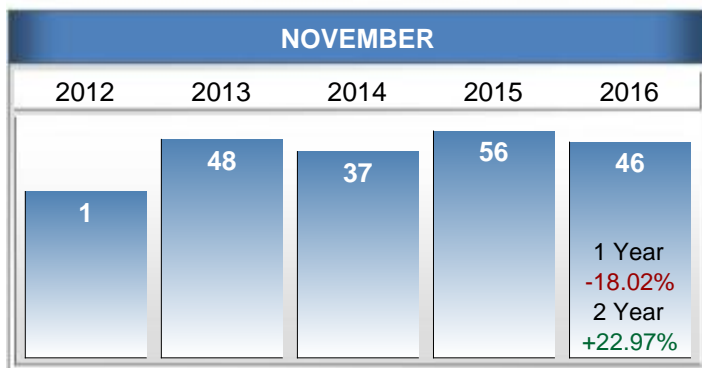
Closed Sales as of Dec 12, 2016



Median Days on Market to Sale

Report Produced on: Dec 12, 2016

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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+
\$10,000 and less	1			1.85%	35.0	35.0	0.0	0.0	0.0
\$10,001 \$30,000	11			20.37%	62.0	64.5	57.5	142.0	0.0
\$30,001 \$50,000	8			14.81%	57.0	4.0	82.0	0.0	0.0
\$50,001 \$110,000	13			24.07%	49.0	54.5	49.0	34.0	0.0
\$110,001 \$170,000	8			14.81%	20.5	0.0	20.0	49.0	0.0
\$170,001 \$260,000	8			14.81%	35.5	6.0	32.0	39.0	147.0
\$260,001 and up	5			9.26%	80.0	0.0	18.0	130.0	0.0
Median Closed DOM:					45.5	39.0	41.0	67.0	147.0
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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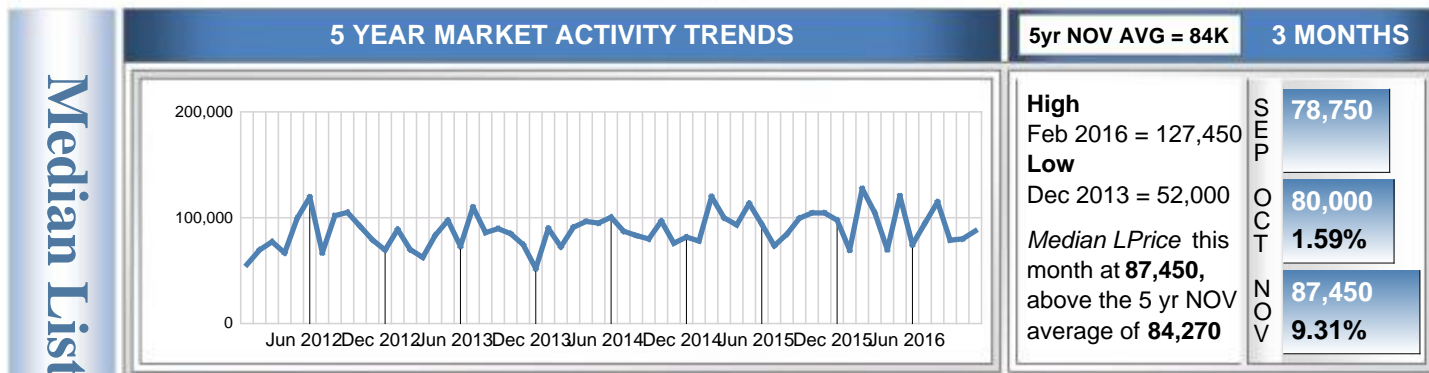
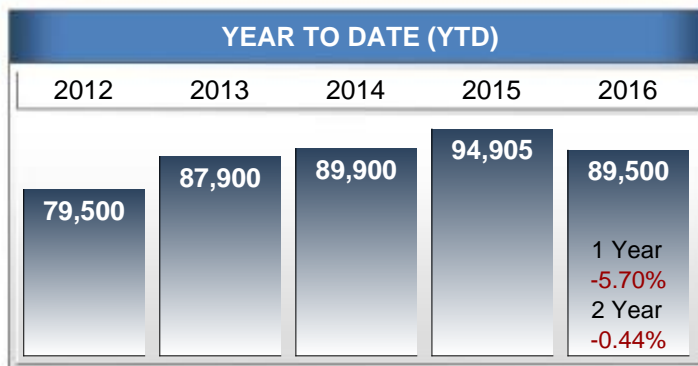
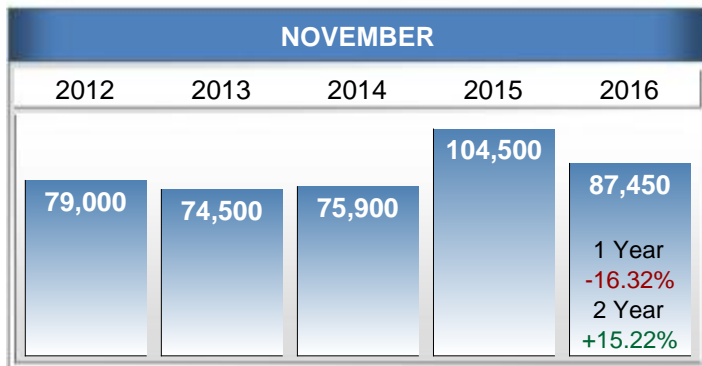
Closed Sales as of Dec 12, 2016



Median List Price at Closing

Report Produced on: Dec 12, 2016

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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+
\$10,000 and less	0		0.00%	80	0	0	0	0
\$10,001 - \$30,000	12		22.22%	20,500	22,500	20,450	12,000	0
\$30,001 - \$50,000	7		12.96%	39,900	39,900	39,950	0	0
\$50,001 - \$110,000	15		27.78%	85,000	96,450	85,000	77,500	0
\$110,001 - \$170,000	6		11.11%	120,000	0	115,000	163,000	0
\$170,001 - \$260,000	8		14.81%	193,700	232,000	183,000	203,500	199,900
\$260,001 and up	6		11.11%	286,950	0	279,900	299,900	0
Median List Price:	\$87,450				\$30,000	\$95,000	\$187,500	\$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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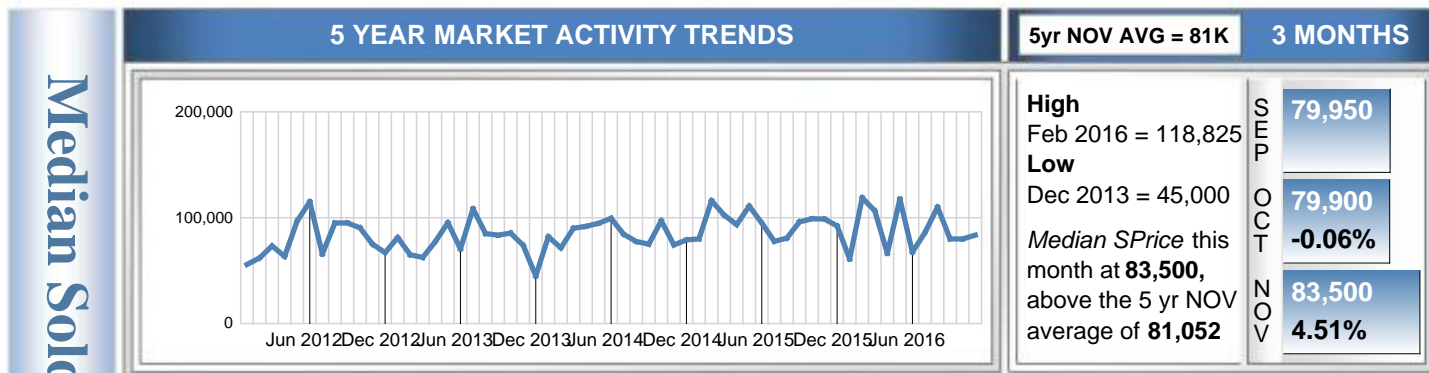
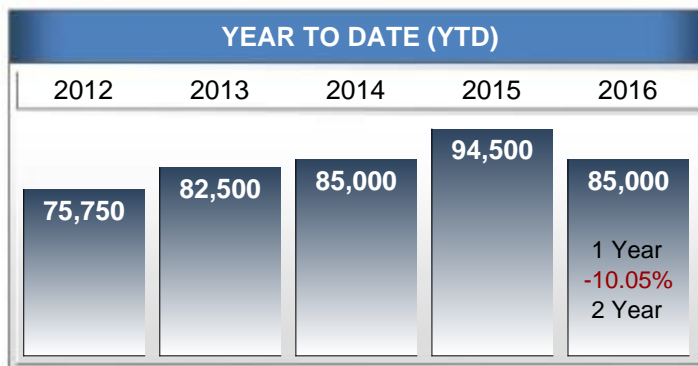
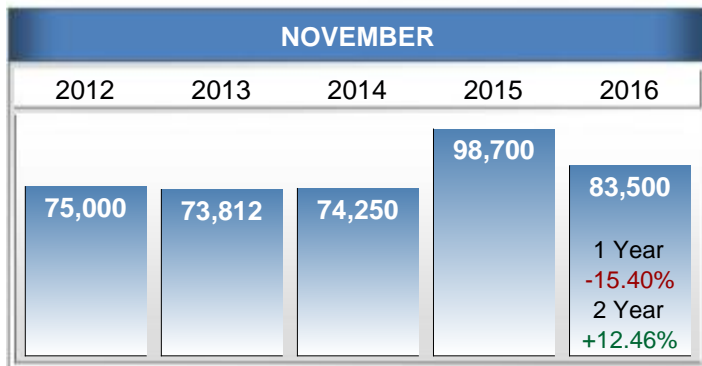
Closed Sales as of Dec 12, 2016



Median Sold Price at Closing

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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+
\$10,000 and less	1			1.85%	8,000	8,000	0	0	0
\$10,001 \$30,000	11			20.37%	17,000	21,500	16,932	16,964	0
\$30,001 \$50,000	8			14.81%	37,000	36,000	38,000	0	0
\$50,001 \$110,000	13			24.07%	82,000	91,500	82,000	75,000	0
\$110,001 \$170,000	8			14.81%	123,500	0	122,000	165,000	0
\$170,001 \$260,000	8			14.81%	197,500	216,000	185,500	207,500	185,000
\$260,001 and up	5			9.26%	274,900	0	274,900	297,250	0
Median Closed Price:		\$83,500				\$27,000	\$90,000	\$187,500	\$185,000
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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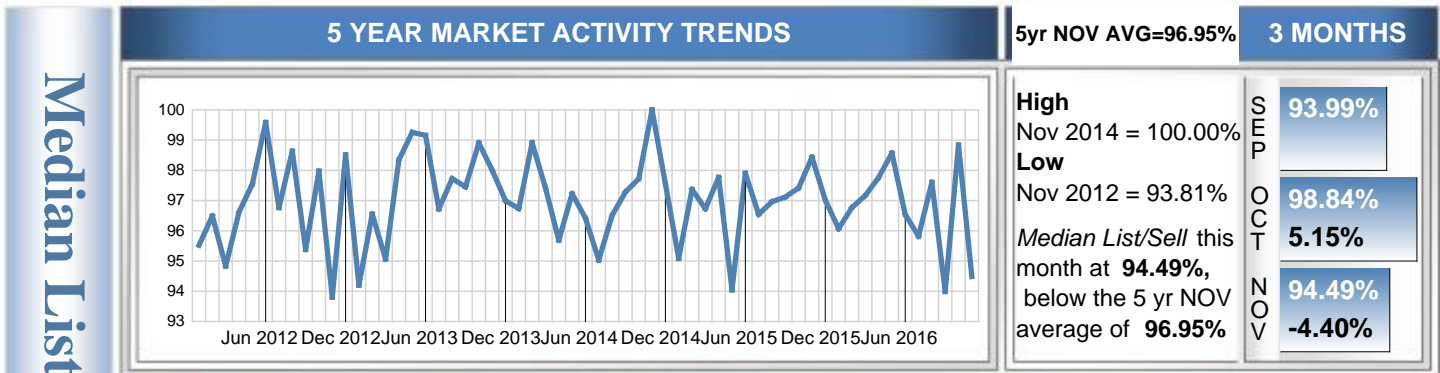
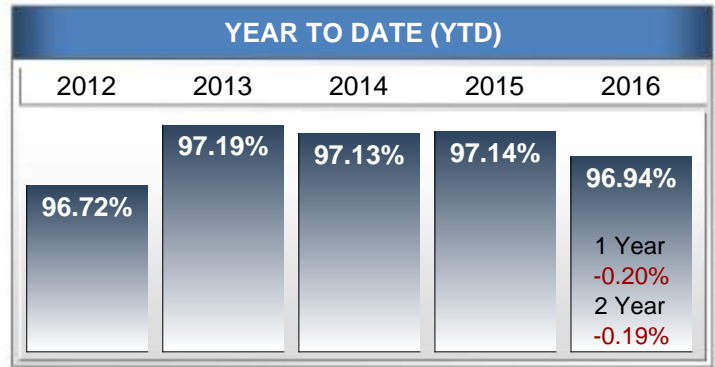
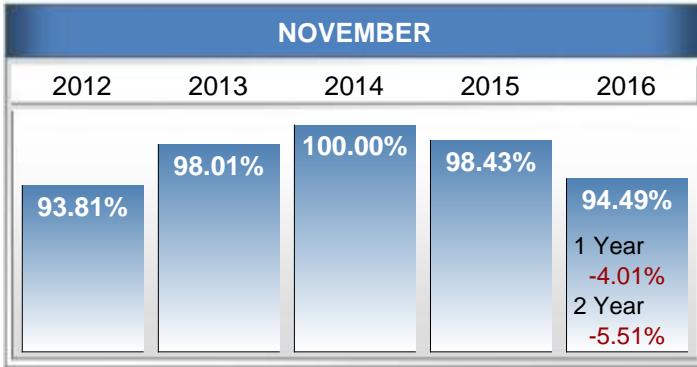
Closed Sales as of Dec 12, 2016



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+
\$10,000 and less	1	1.85%	72.73%	72.73%	0.00%	0.00%	0.00%
\$10,001 \$30,000	11	20.37%	90.00%	88.75%	97.76%	141.37%	0.00%
\$30,001 \$50,000	8	14.81%	90.24%	90.23%	90.26%	0.00%	0.00%
\$50,001 \$110,000	13	24.07%	96.37%	94.49%	96.37%	96.43%	0.00%
\$110,001 \$170,000	8	14.81%	100.00%	0.00%	100.00%	101.23%	0.00%
\$170,001 \$260,000	8	14.81%	95.29%	93.10%	99.20%	94.53%	92.55%
\$260,001 and up	5	9.26%	98.21%	0.00%	100.00%	93.13%	0.00%
Median List/Sell Ratio:	94.49%			90.00%	98.71%	94.53%	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

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November 2016

Inventory as of Dec 12, 2016



Market Summary

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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%
Median List Price	104,500	87,450	-16.32%	94,905	89,500	-5.70%
Median Sale Price	98,700	83,500	-15.40%	94,500	85,000	-10.05%
Median Percent of List Price to Selling Price	98.43%	94.49%	-4.01%	97.14%	96.94%	-0.20%
Median Days on Market to Sale	55.50	45.50	-18.02%	42.00	38.00	-9.52%
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%

