



# April 2016

Area Delimited by County Of Muskogee

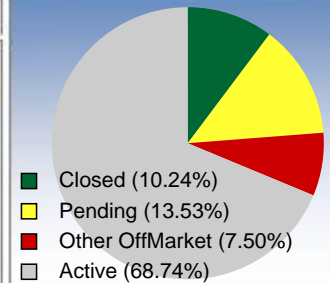


**Absorption:** Last 12 months, an Average of **51** Sales/Month

**Active Inventory** as of April 30, 2016 = **376**

	APRIL		
	2015	2016	+/- %
Closed Listings	50	56	12.00%
Pending Listings	59	74	25.42%
New Listings	111	119	7.21%
Average List Price	117,930	86,800	-26.40%
Average Sale Price	110,695	84,345	-23.80%
Average Percent of List Price to Selling Price	95.27%	95.13%	-0.15%
Average Days on Market to Sale	57.96	51.34	-11.42%
End of Month Inventory	444	376	-15.32%
Months Supply of Inventory	9.11	7.41	-18.65%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: May 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 April 2016 decreased **15.32%** to 376 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **7.41** MSI for this period.

### Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **23.80%** in April 2016 to \$84,345 versus the previous year at \$110,695.

### Average Days on Market Shortens

The average number of **51.34** days that homes spent on the market before selling decreased by 6.62 days or **11.42%** in April 2016 compared to last year's same month at **57.96** DOM.

### Sales Success for April 2016 is Positive

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

There were 119 New Listings in April 2016, up **7.21%** from last year at 111. Furthermore, there were 56 Closed Listings this month versus last year at 50, a **12.00%** increase.

Closed versus Listed trends yielded a **47.1%** ratio, up from last year's April 2016 at **45.0%**, a **4.47%** 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

<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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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 2016

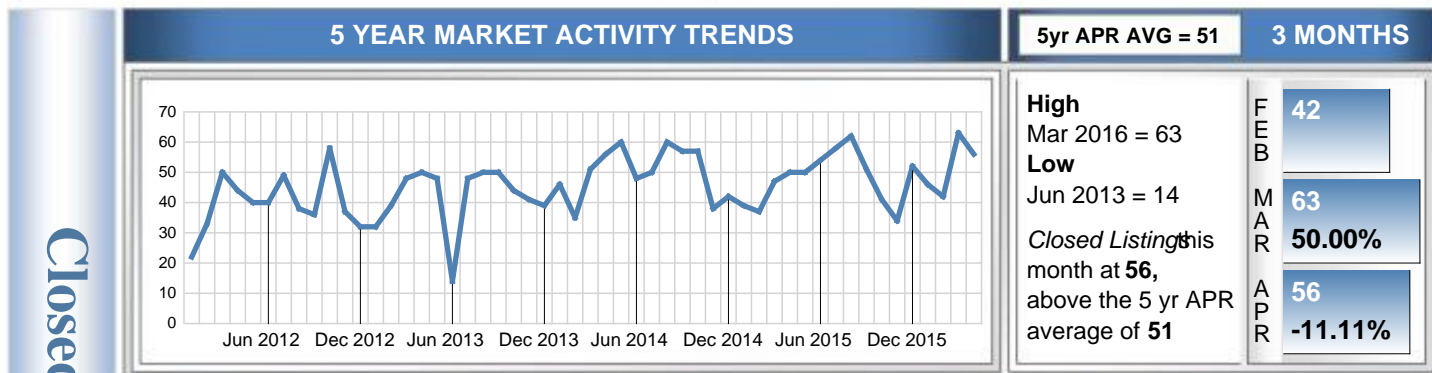
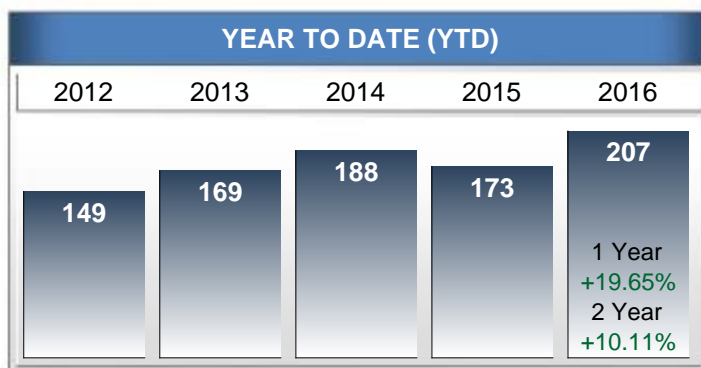
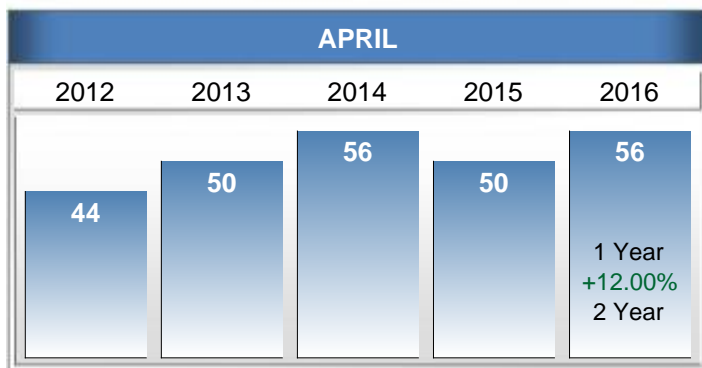
Closed Sales as of May 12, 2016



### Closed Listings

Report Produced on: May 12, 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+
\$10,000 and less	2	3.57%	1.0	2	0	0	0
\$10,001 - \$20,000	9	16.07%	64.1	6	3	0	0
\$20,001 - \$40,000	10	17.86%	63.4	5	4	1	0
\$40,001 - \$80,000	11	19.64%	54.9	2	8	1	0
\$80,001 - \$120,000	11	19.64%	49.8	0	10	1	0
\$120,001 - \$210,000	7	12.50%	20.1	0	6	1	0
\$210,001 and up	6	10.71%	61.5	0	2	4	0
Total Closed Units: 56				15	33	8	
Total Closed Volume: 4,723,325				383.00K	2.97M	1.37M	0.00B
Average Closed Price: \$84,345				\$25,533	\$90,013	\$171,238	\$0

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

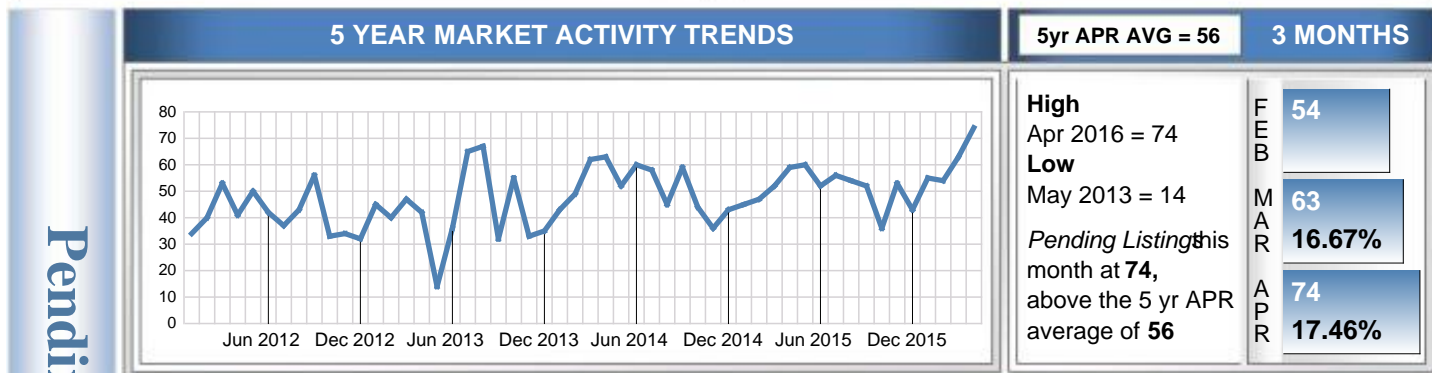
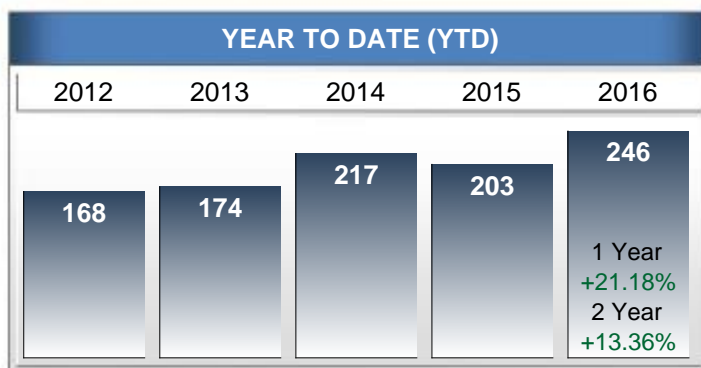
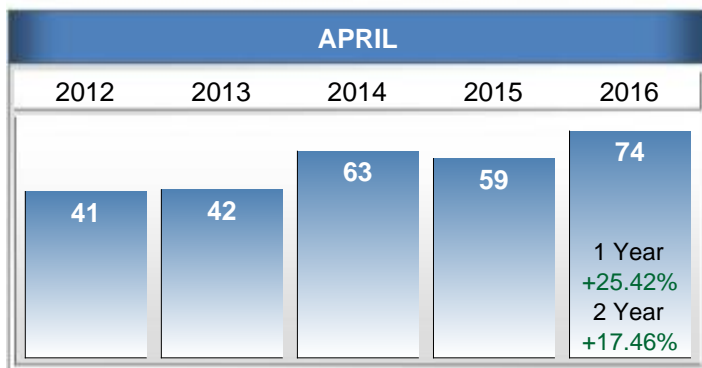
Pending Listings as of May 12, 2016



### Pending Listings

Report Produced on: May 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	2	2.70%	4.5	1	0	1	0	
\$10,001 \$30,000	12	16.22%	10.8	7	2	2	1	
\$30,001 \$60,000	11	14.86%	65.3	2	7	2	0	
\$60,001 \$120,000	20	27.03%	33.9	1	17	2	0	
\$120,001 \$130,000	9	12.16%	32.8	0	5	3	1	
\$130,001 \$170,000	11	14.86%	25.0	3	7	1	0	
\$170,001 and up	9	12.16%	57.6	0	7	2	0	
Total Pending Units: 74				87.7	14	45	13	2
Total Pending Volume: 7,351,100					768.55K	5.09M	1.35M	136.10K
Average Listing Price: \$45,083					\$54,896	\$113,213	\$103,988	\$68,050



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

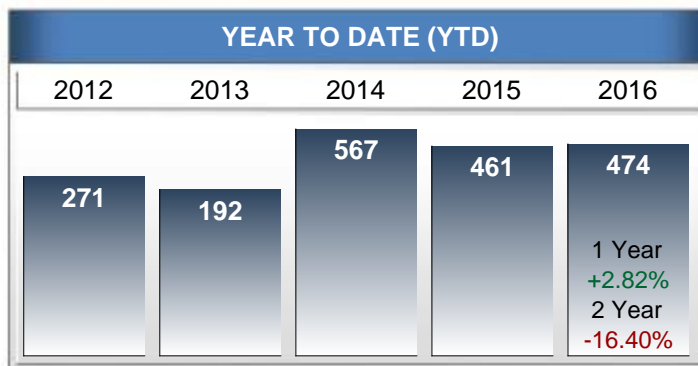
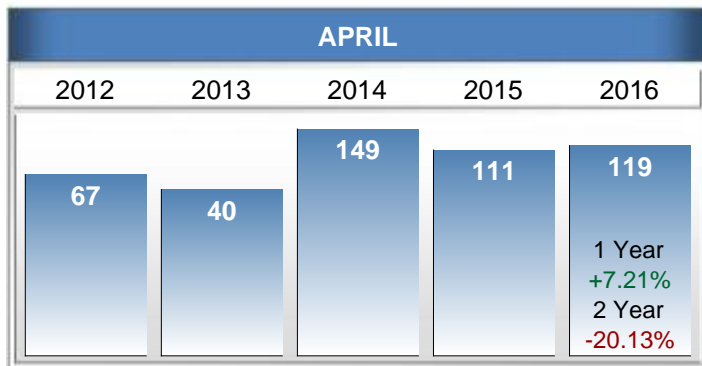
New Listings as of May 12, 2016



### New Listings

Report Produced on: May 12, 2016

Area Delimited by County Of Muskogee



New Listings  
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**5yr APR AVG = 97**      **3 MONTHS**

**High**  
Jul 2013 = 263

**Low**  
Oct 2012 = 36

*New Listings* this month at **119**, above the 5 yr APR average of **97**

FEB	123
MAR	135
APR	119
9.76%	
-11.85%	

#### 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	3.36%	3	0	1	0	
\$10,001 \$40,000	22	18.49%	11	7	4	0	
\$40,001 \$70,000	14	11.76%	5	8	1	0	
\$70,001 \$110,000	31	26.05%	8	21	2	0	
\$110,001 \$170,000	21	17.65%	2	16	3	0	
\$170,001 \$290,000	16	13.45%	2	7	5	2	
\$290,001 and up	11	9.24%	5	1	4	1	
Total New Listed Units:			119	36	60	20	3
Total New Listed Volume:			16,865,100	5.66M	6.42M	3.57M	1.22M
Average New Listed Listing Price:			\$65,000	\$157,178	\$106,956	\$178,473	\$406,633



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

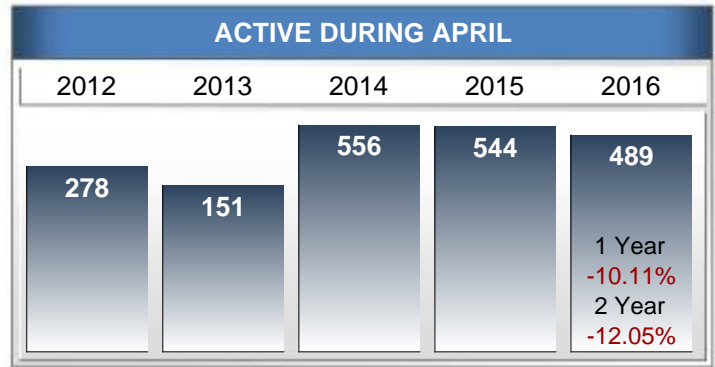
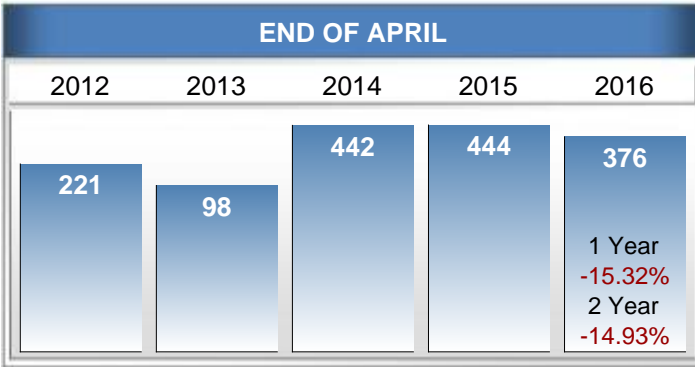
Active Inventory as of May 12, 2016



### Active Inventory

Report Produced on: May 12, 2016

Area Delimited by County Of Muskogee



Active Inventory



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#### 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	44	11.70%	74.9	41	2	1	0		
\$25,001-\$50,000	68	18.09%	90.6	48	16	4	0		
\$50,001-\$125,000	124	32.98%	69.9	50	68	6	0		
\$125,001-\$175,000	49	13.03%	92.7	11	28	10	0		
\$175,001-\$275,000	48	12.77%	80.4	8	23	13	4		
\$275,001 and up	43	11.44%	67.1	20	4	16	3		
Total Active Inventory by Units:				376	78.2	178	141	50	7
Total Active Inventory by Volume:				59,394,864		27.43M	17.38M	12.45M	2.14M
Average Active Inventory Listing Price:				\$157,965		\$154,078	\$123,267	\$248,910	\$306,129





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

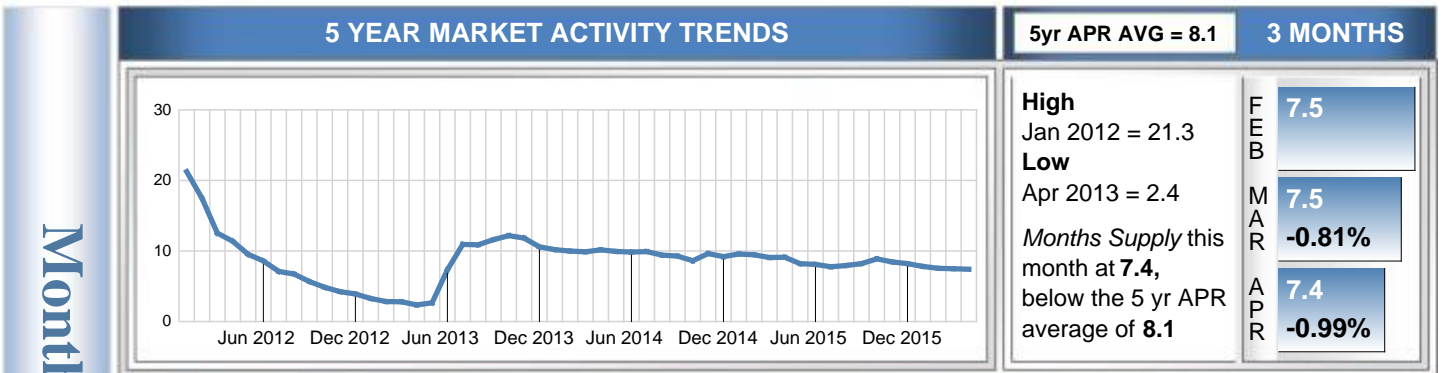
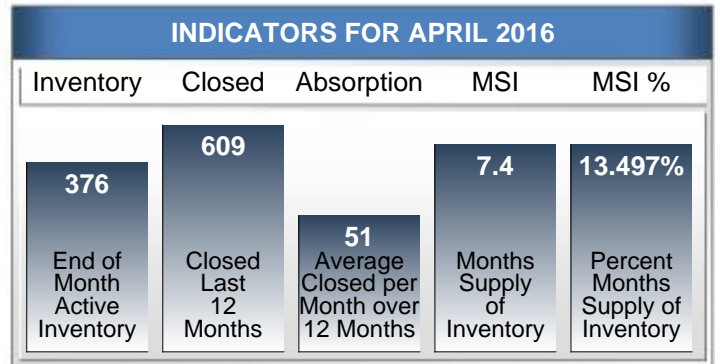
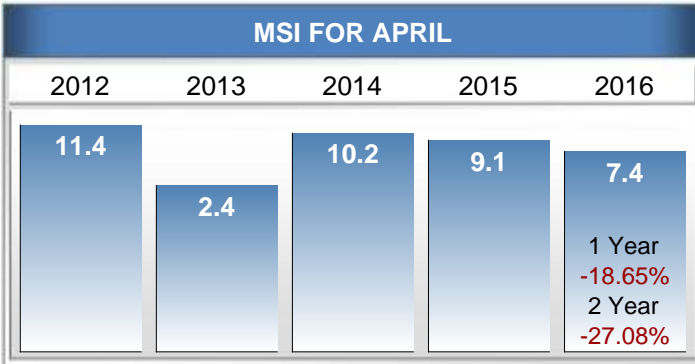
Active Inventory as of May 12, 2016



### Months Supply of Inventory

Report Produced on: May 12, 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+
\$20,000 and less	31	8.24%	5.8	8.2	0.9	0.0	0.0	
\$20,001 \$40,000	49	13.03%	7.4	10.6	3.2	6.0	0.0	
\$40,001 \$60,000	55	14.63%	10.2	17.3	5.3	9.6	0.0	
\$60,001 \$120,000	96	25.53%	6.2	18.9	4.7	4.0	0.0	
\$120,001 \$180,000	58	15.43%	5.2	12.0	4.0	6.9	12.0	
\$180,001 \$290,000	50	13.30%	9.5	96.0	9.2	5.8	48.0	
\$290,001 and up	37	9.84%	23.4	80.0	4.8	15.6	24.0	
MSI:	7.4			14.2	4.7	6.7	14.0	
Total Active Inventory:	376			178	141	50	7	



# Monthly Inventory Analysis

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## April 2016

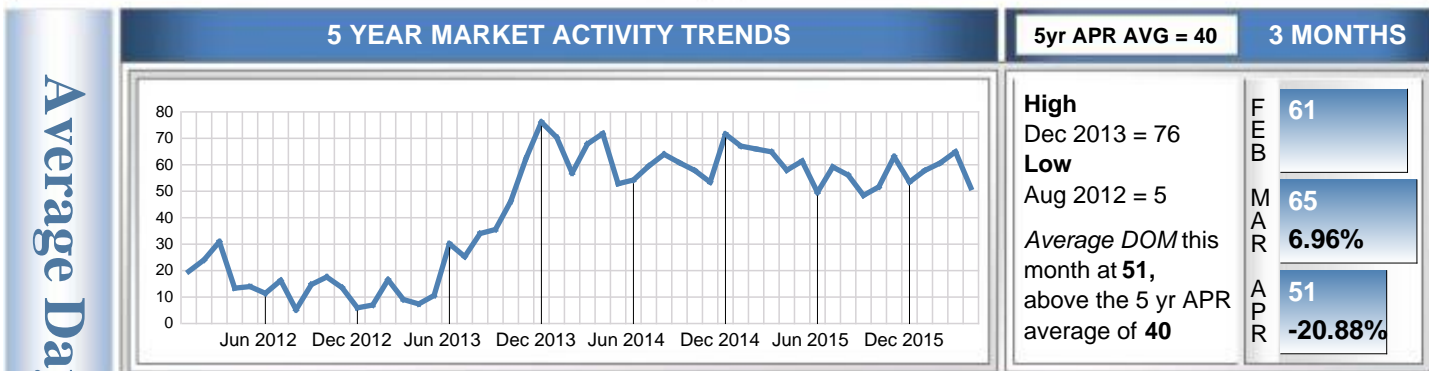
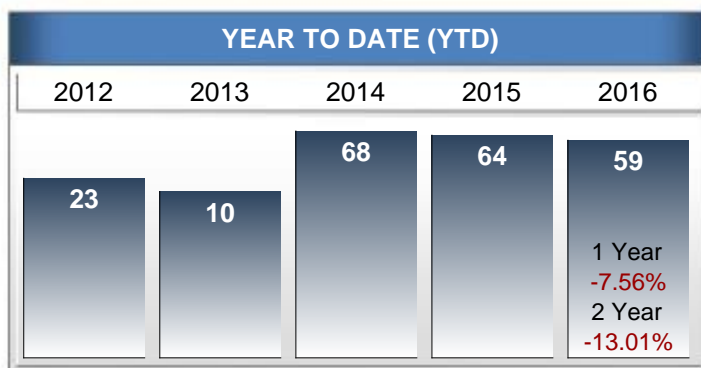
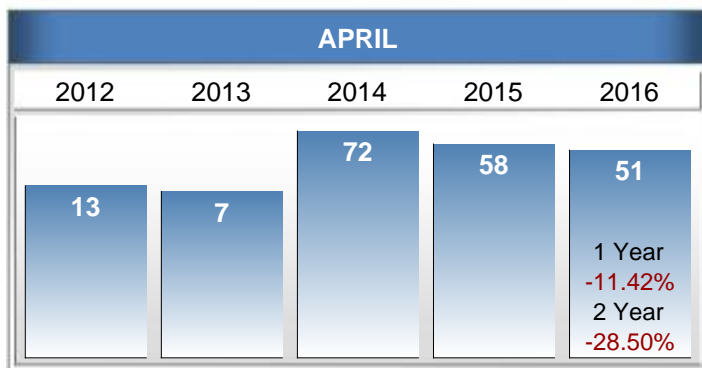
Closed Sales as of May 12, 2016



### Average Days on Market to Sale

Report Produced on: May 12, 2016

Area Delimited by County Of Muskogee



Average Days on Market

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#### 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+
\$10,000 and less	2	3.57%	1.0	1.0	0.0	0.0	0.0
\$10,001 - \$20,000	9	16.07%	64.1	87.0	18.3	0.0	0.0
\$20,001 - \$40,000	10	17.86%	63.4	81.2	47.3	39.0	0.0
\$40,001 - \$80,000	11	19.64%	54.9	11.0	58.6	113.0	0.0
\$80,001 - \$120,000	11	19.64%	49.8	0.0	39.5	153.0	0.0
\$120,001 - \$210,000	7	12.50%	20.1	0.0	22.0	9.0	0.0
\$210,001 and up	6	10.71%	61.5	0.0	49.5	67.5	0.0
Average Closed DOM: 51.3				63.5	40.6	73.0	0.0
Total Closed Units: 56				15	33	8	
Total Closed Volume: 4,723,325				383.00K	2.97M	1.37M	0.00B



# Monthly Inventory Analysis

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## April 2016

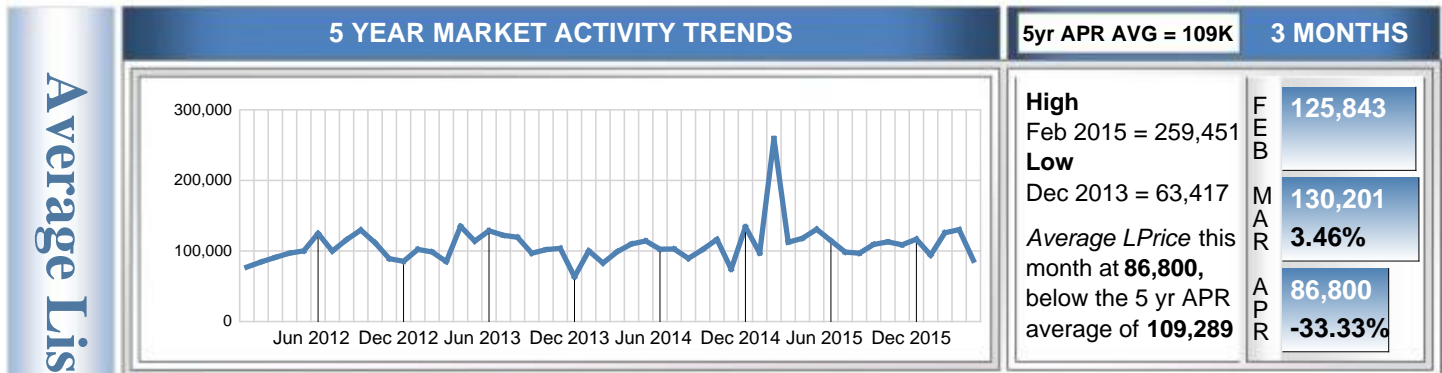
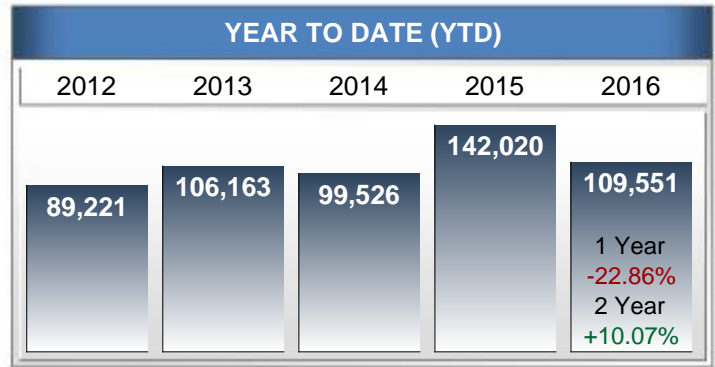
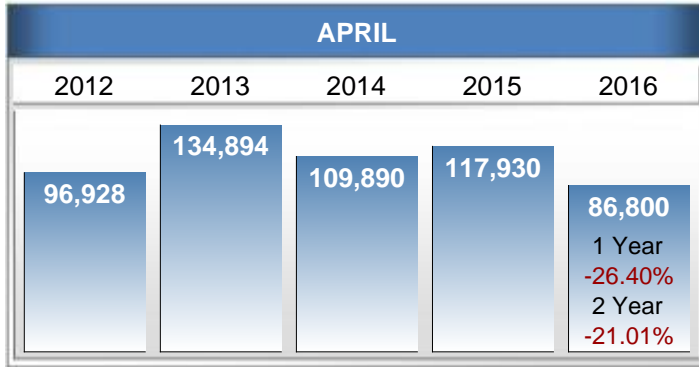
Closed Sales as of May 12, 2016



### Average List Price at Closing

Report Produced on: May 12, 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+
\$10,000 and less	2	3.57%	7,500	7,500	0	0	0
\$10,001 - \$20,000	9	16.07%	15,378	18,050	14,533	0	0
\$20,001 - \$40,000	9	16.07%	30,300	35,000	23,200	42,000	0
\$40,001 - \$80,000	11	19.64%	61,455	68,450	65,500	59,500	0
\$80,001 - \$120,000	11	19.64%	95,300	0	98,920	94,000	0
\$120,001 - \$210,000	8	14.29%	146,525	0	147,883	155,000	0
\$210,001 and up	6	10.71%	256,367	0	244,450	262,325	0
Average List Price:	\$86,800			\$29,013	\$91,691	\$174,975	\$0
Total Closed Units:	56			15	33	8	
Total List Volume:	4,860,799			435.20K	3.03M	1.40M	0.00B





# Monthly Inventory Analysis

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## April 2016

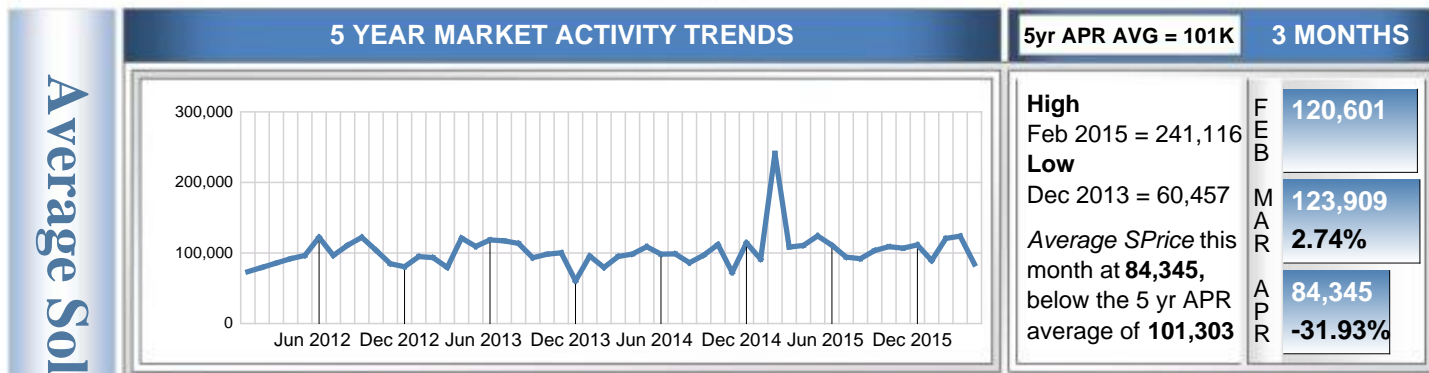
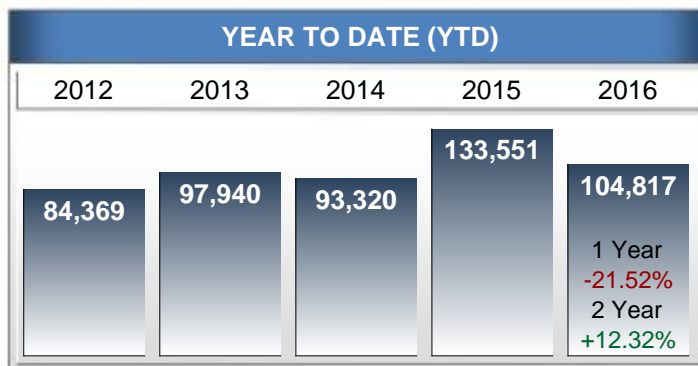
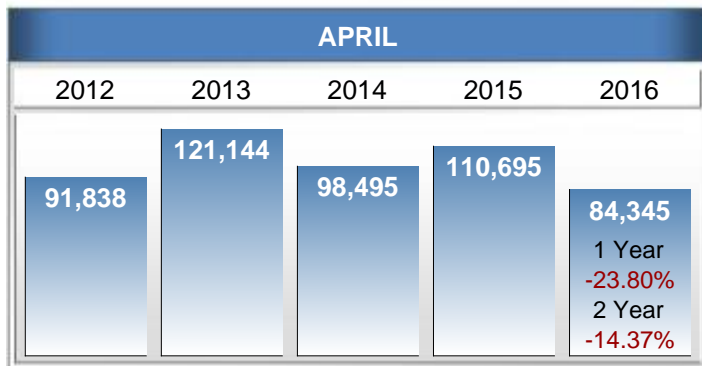
Closed Sales as of May 12, 2016



### Average Sold Price at Closing

Report Produced on: May 12, 2016

Area Delimited by County Of Muskogee



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+
\$10,000 and less	2		3.57%	4,750	4,750	0	0	0
\$10,001 - \$20,000	9		16.07%	14,389	14,250	14,668	0	0
\$20,001 - \$40,000	10		17.86%	28,473	31,000	24,681	31,000	0
\$40,001 - \$80,000	11		19.64%	63,645	66,500	63,449	59,500	0
\$80,001 - \$120,000	11		19.64%	95,373	0	95,910	90,000	0
\$120,001 - \$210,000	7		12.50%	147,429	0	146,167	155,000	0
\$210,001 and up	6		10.71%	253,067	0	242,000	258,600	0
Average Closed Price: \$84,345					\$25,533	\$90,013	\$171,238	\$0
Total Closed Units: 56					15	33	8	
Total Closed Volume: 4,723,325					383.00K	2.97M	1.37M	0.00B



# Monthly Inventory Analysis

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## April 2016

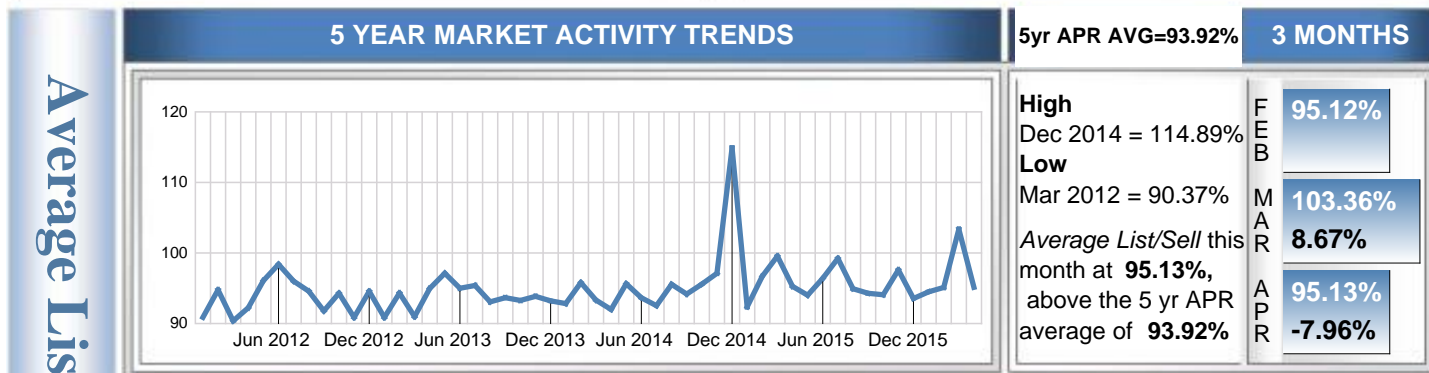
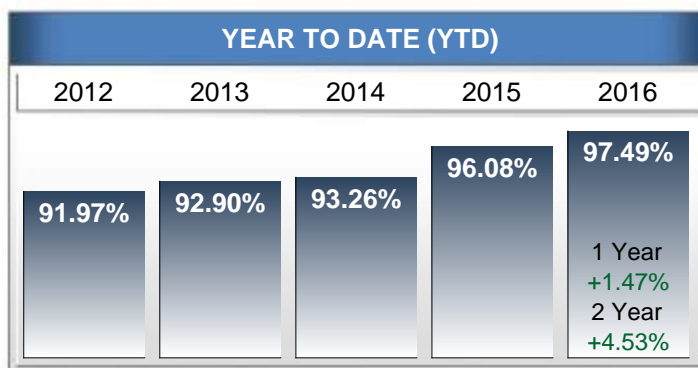
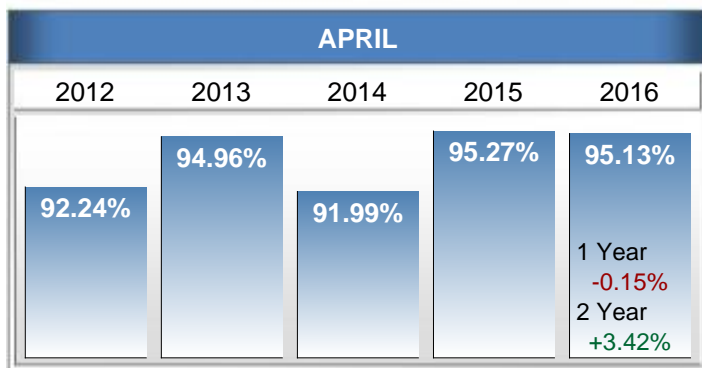
Closed Sales as of May 12, 2016



### Average Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



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+
\$10,000 and less	2	3.57%	63.33%	63.33%	0.00%	0.00%	0.00%
\$10,001 \$20,000	9	16.07%	86.95%	79.89%	101.07%	0.00%	0.00%
\$20,001 \$40,000	10	17.86%	98.09%	88.48%	116.17%	73.81%	0.00%
\$40,001 \$80,000	11	19.64%	98.48%	97.56%	98.52%	100.00%	0.00%
\$80,001 \$120,000	11	19.64%	97.06%	0.00%	97.19%	95.74%	0.00%
\$120,001 \$210,000	7	12.50%	99.16%	0.00%	99.03%	100.00%	0.00%
\$210,001 and up	6	10.71%	98.70%	0.00%	98.88%	98.62%	0.00%
Average List/Sell Ratio:	95.10%			82.90%	100.60%	95.50%	0.00%
Total Closed Units:	56			15	33	8	
Total Closed Volume:	4,723,325			383.00K	2.97M	1.37M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## April 2016

Inventory as of May 12, 2016



### Market Summary

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**Absorption:** Last 12 months, an Average of 51 Sales/Month

**Active Inventory** as of April 30, 2016 = 376

	APRIL			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	50	56	12.00%	173	207	19.65%
Pending Sales	59	74	25.42%	203	246	21.18%
New Listings	111	119	7.21%	461	474	2.82%
Average List Price	117,930	86,800	-26.40%	142,020	109,551	-22.86%
Average Sale Price	110,695	84,345	-23.80%	133,551	104,817	-21.52%
Average Percent of List Price to Selling Price	95.27%	95.13%	-0.15%	96.08%	97.49%	1.47%
Average Days on Market to Sale	57.96	51.34	-11.42%	63.61	58.80	-7.56%
Monthly Inventory	444	376	-15.32%	444	376	-15.32%
Months Supply of Inventory	9.11	7.41	-18.65%	9.11	7.41	-18.65%

