



December 2015

Area Delimited by County Of Muskogee

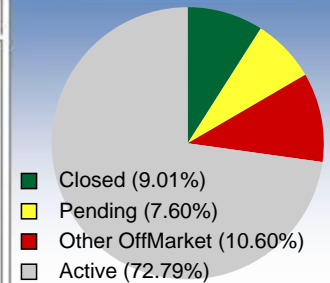


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of December 31, 2015 = **412**

	DECEMBER		
	2014	2015	+/- %
Closed Listings	42	51	21.43%
Pending Listings	43	43	0.00%
New Listings	104	103	-0.96%
Average List Price	134,163	118,743	-11.49%
Average Sale Price	114,354	113,405	-0.83%
Average Percent of List Price to Selling Price	114.89%	93.56%	-18.57%
Average Days on Market to Sale	71.57	52.59	-26.52%
End of Month Inventory	461	412	-10.63%
Months Supply of Inventory	9.22	8.63	-6.42%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 13, 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 December 2015 decreased **10.63%** to 412 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **8.63** 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 **0.83%** in December 2015 to \$113,405 versus the previous year at \$114,354.

Average Days on Market Shortens

The average number of **52.59** days that homes spent on the market before selling decreased by 18.98 days or **26.52%** in December 2015 compared to last year's same month at **71.57** DOM.

Sales Success for December 2015 is Positive

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

There were 103 New Listings in December 2015, down **0.96%** from last year at 104. Furthermore, there were 51 Closed Listings this month versus last year at 42, a **21.43%** increase.

Closed versus Listed trends yielded a **49.5%** ratio, up from last year's December 2015 at **40.4%**, a **22.61%** 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®

December 2015

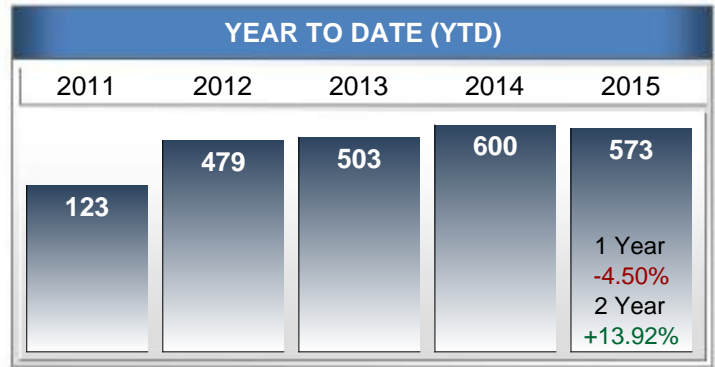
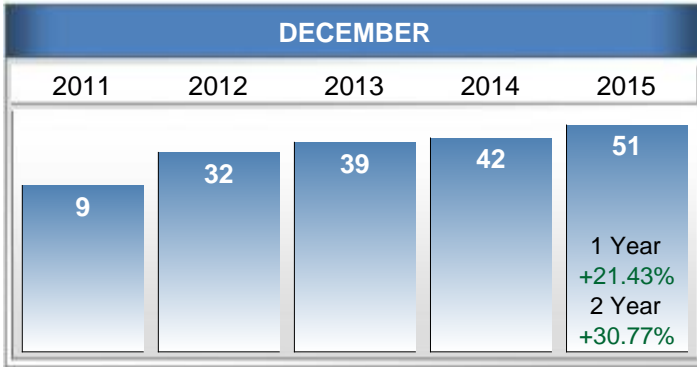
Closed Sales as of Jan 13, 2016



Closed Listings

Report Produced on: Jan 13, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	3.92%	149.0	1	1	0	0
\$10,001 \$30,000	10	19.61%	56.2	9	1	0	0
\$30,001 \$70,000	7	13.73%	40.0	3	4	0	0
\$70,001 \$110,000	10	19.61%	30.8	1	7	2	0
\$110,001 \$160,000	10	19.61%	36.6	2	6	2	0
\$160,001 \$230,000	7	13.73%	74.9	2	5	0	0
\$230,001 and up	5	9.80%	68.8	0	1	4	0
Total Closed Units:	51		52.6	18	25	8	0.00B
Total Closed Volume:	5,783,656			1.09M	2.95M	1.74M	\$0
Average Closed Price:	\$113,405			\$60,723	\$117,986	\$217,625	



Monthly Inventory Analysis

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December 2015

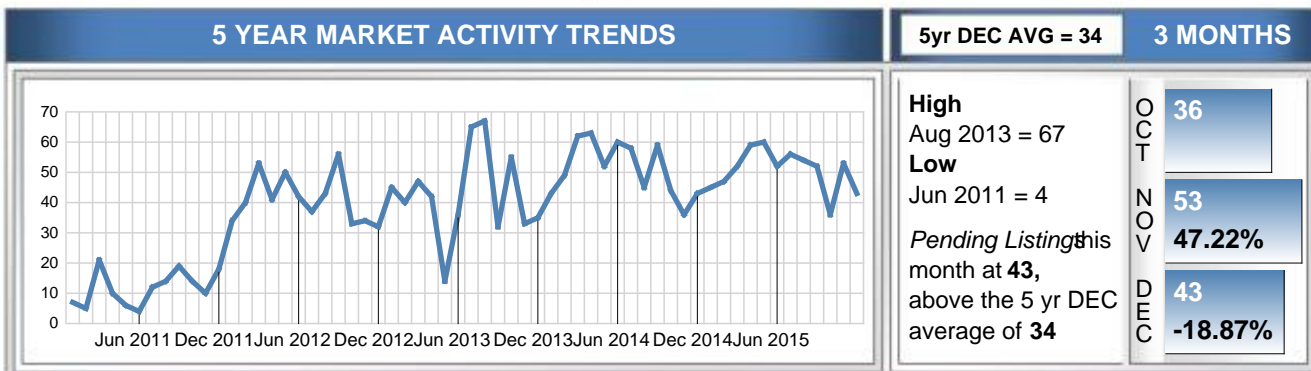
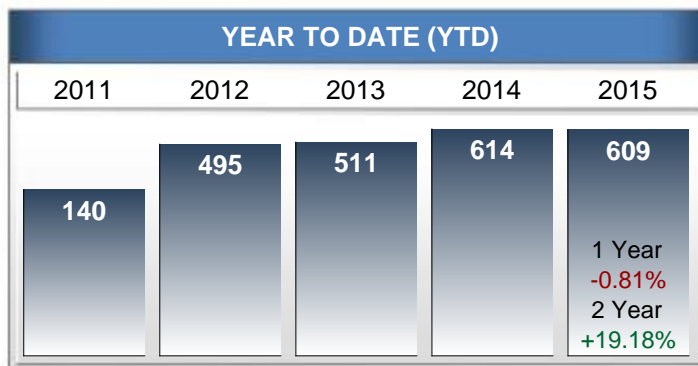
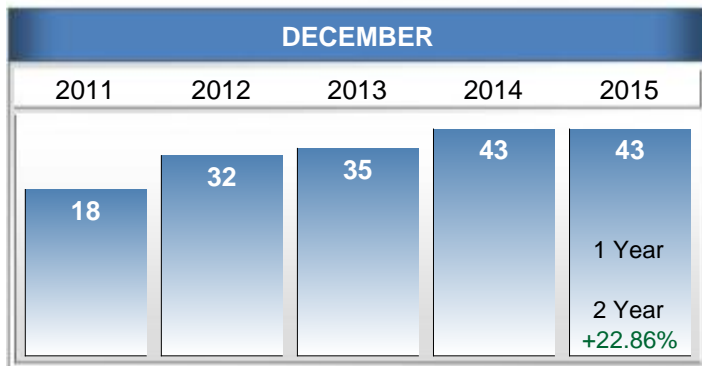
Pending Listings as of Jan 13, 2016



Pending Listings

Report Produced on: Jan 13, 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	0	0.00%	0.0	0	0	0	0	
\$10,001 \$30,000	7	16.28%	95.9	5	2	0	0	
\$30,001 \$80,000	9	20.93%	58.3	4	4	1	0	
\$80,001 \$110,000	9	20.93%	70.1	1	8	0	0	
\$110,001 \$140,000	8	18.60%	42.3	0	5	3	0	
\$140,001 \$290,000	5	11.63%	70.8	1	4	0	0	
\$290,001 and up	5	11.63%	78.4	0	1	4	0	
Total Pending Units: 43				53.6	11	24	8	
Total Pending Volume: 5,312,700					495.30K	2.78M	2.04M	0.00B
Average Listing Price: \$99,911					\$45,027	\$115,825	\$254,700	\$0



Monthly Inventory Analysis

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December 2015

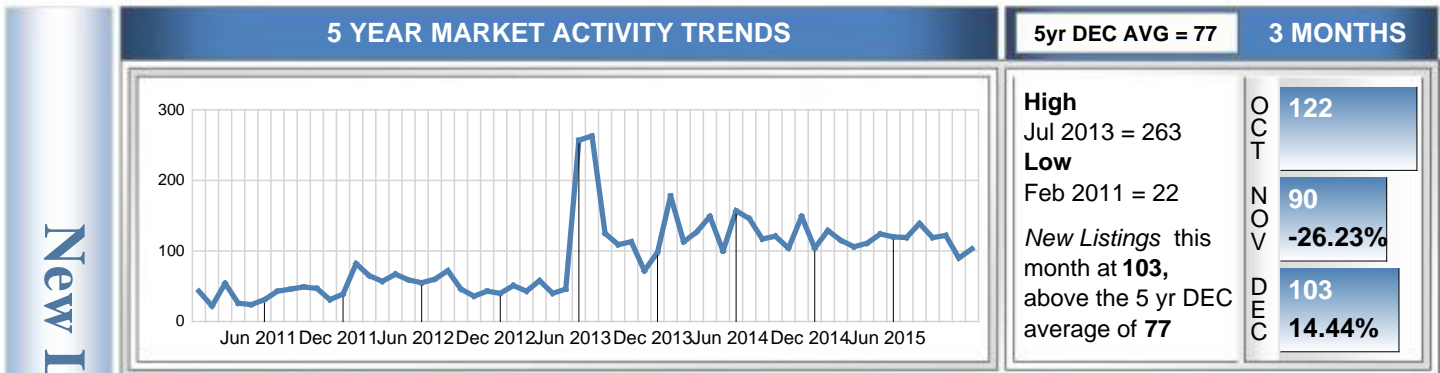
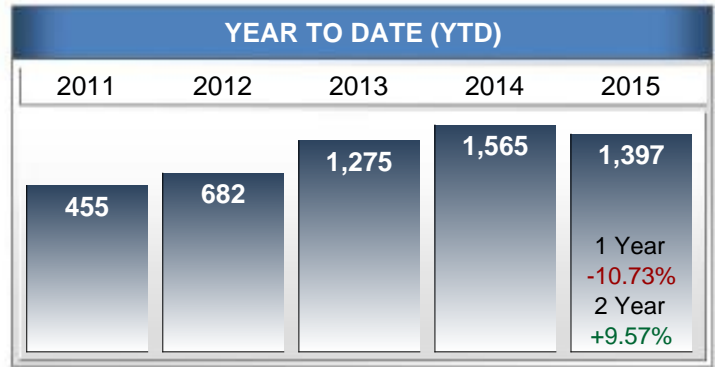
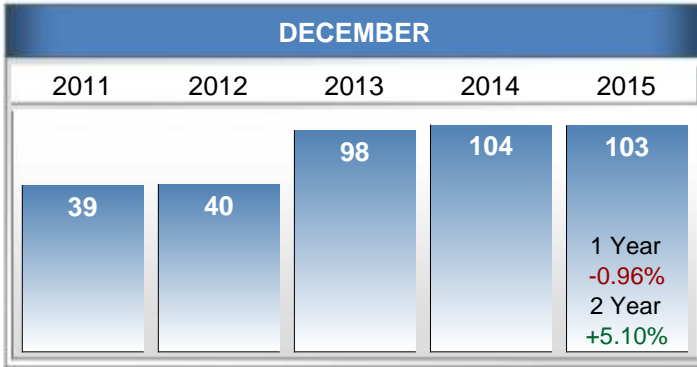
New Listings as of Jan 13, 2016



New Listings

Report Produced on: Jan 13, 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	14	13.59%	12	1	1	0
\$30,001 - \$30,000	0	0.00%	0	0	0	0
\$30,001 - \$60,000	23	22.33%	14	8	1	0
\$60,001 - \$120,000	25	24.27%	5	17	3	0
\$120,001 - \$180,000	17	16.50%	4	12	1	0
\$180,001 - \$280,000	13	12.62%	3	4	4	2
\$280,001 and up	11	10.68%	4	3	4	0
Total New Listed Units:			42	45	14	2
Total New Listed Volume:			4.90M	5.77M	3.35M	459.00K
Average New Listed Listing Price:			\$116,605	\$128,187	\$239,143	\$229,500



Monthly Inventory Analysis

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December 2015

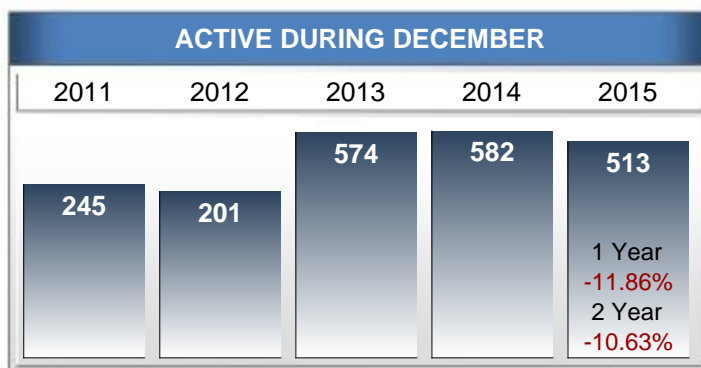
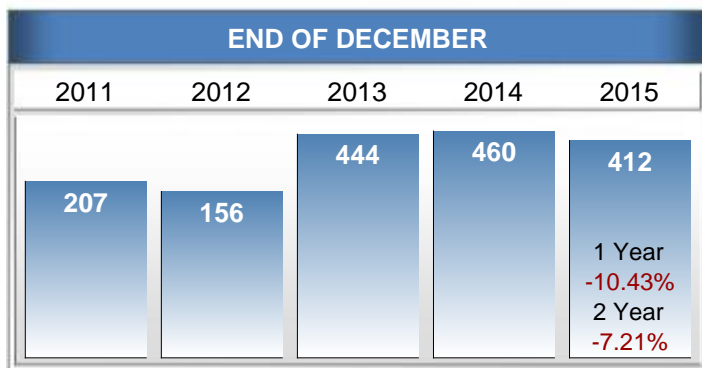
Active Inventory as of Jan 13, 2016



Active Inventory

Report Produced on: Jan 13, 2016

Area Delimited by County Of Muskogee



Active Inventory

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5yr DEC AVG = 336 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **412**, above the 5 yr DEC average of **336**

OCT	429
NOV	411
DEC	412
-4.20%	
0.24%	

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	60	14.56%	93.9	53	6	1	0
\$25,001-\$50,000	64	15.53%	74.4	38	20	5	1
\$50,001-\$125,000	123	29.85%	74.8	35	76	12	0
\$125,001-\$175,000	57	13.83%	81.1	14	34	9	0
\$175,001-\$275,000	63	15.29%	80.8	14	26	18	5
\$275,001 and up	45	10.92%	91.4	19	12	11	3
Total Active Inventory by Units:			412	173	174	56	9
Total Active Inventory by Volume:			64,396,225	25.89M	23.74M	12.15M	2.61M
Average Active Inventory Listing Price:			\$156,302	\$149,681	\$136,465	\$216,938	\$289,789



Monthly Inventory Analysis

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December 2015

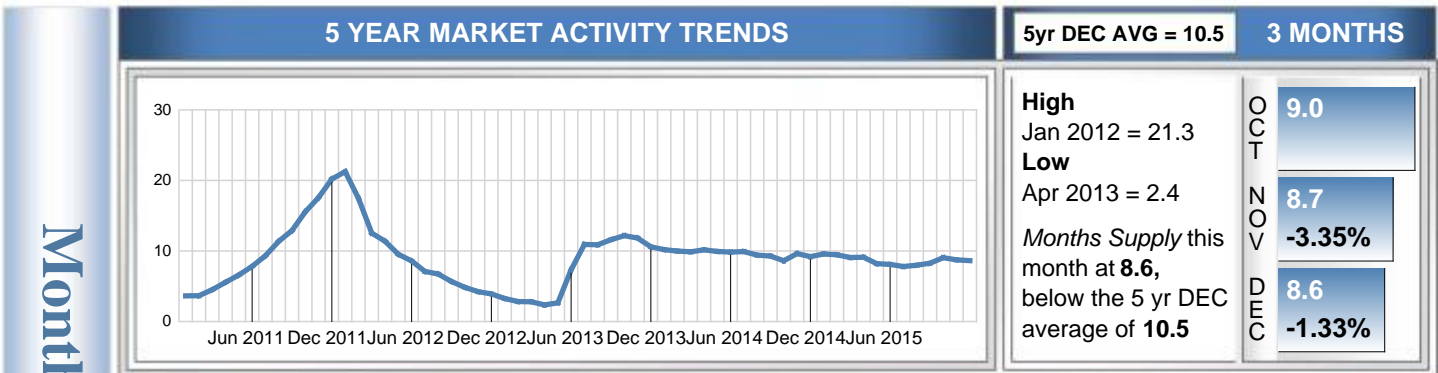
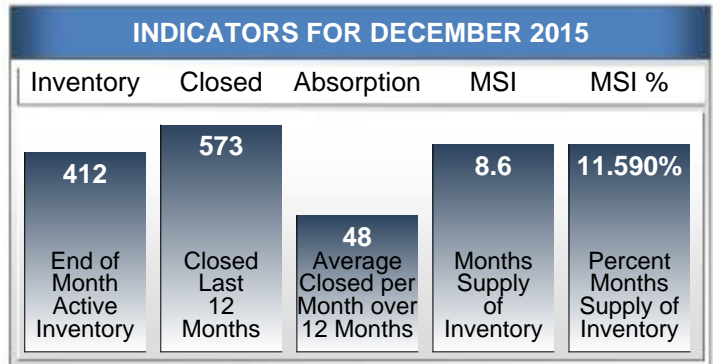
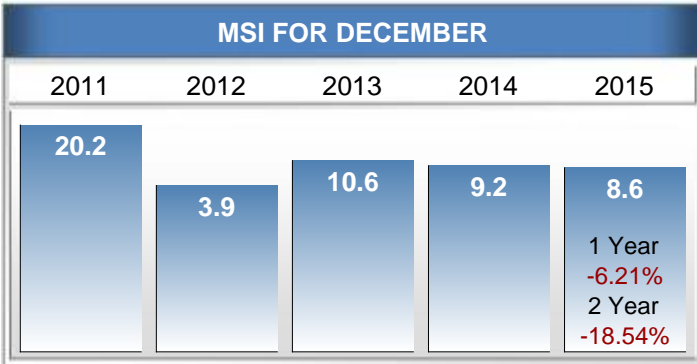
Active Inventory as of Jan 13, 2016



Months Supply of Inventory

Report Produced on: Jan 13, 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	41	9.95%	10.5	14.9	3.7	2.4	0.0
\$20,001 \$30,000	33	8.01%	9.0	12.0	4.8	6.0	0.0
\$30,001 \$60,000	67	16.26%	9.1	12.0	5.6	24.0	12.0
\$60,001 \$120,000	96	23.30%	6.0	10.2	5.1	7.5	0.0
\$120,001 \$190,000	82	19.90%	7.1	18.0	6.1	5.8	12.0
\$190,001 \$280,000	48	11.65%	13.7	36.0	13.5	9.0	18.0
\$280,001 and up	45	10.92%	23.5	25.3	48.0	13.2	36.0
MSI:			8.6	14.2	6.2	8.3	13.5
Total Active Inventory:			412	173	174	56	9



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

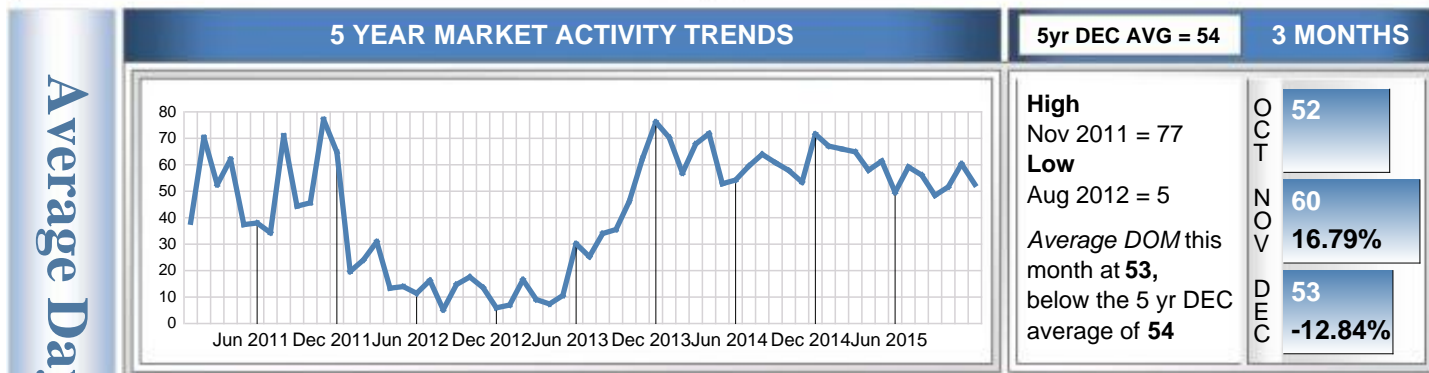
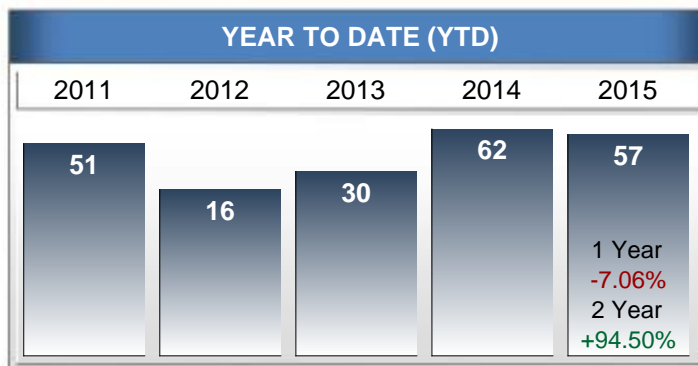
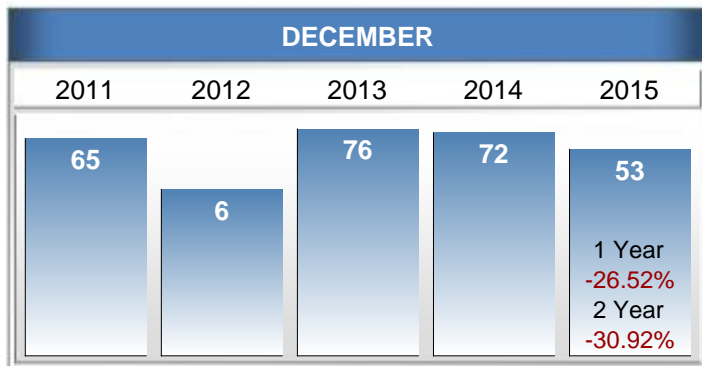
Closed Sales as of Jan 13, 2016



Average Days on Market to Sale

Report Produced on: Jan 13, 2016

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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	3.92%	149.0	135.0	163.0	0.0	0.0	
\$10,001 \$30,000	10	19.61%	56.2	57.9	41.0	0.0	0.0	
\$30,001 \$70,000	7	13.73%	40.0	18.7	56.0	0.0	0.0	
\$70,001 \$110,000	10	19.61%	30.8	6.0	34.3	31.0	0.0	
\$110,001 \$160,000	10	19.61%	36.6	32.5	40.7	28.5	0.0	
\$160,001 \$230,000	7	13.73%	74.9	39.0	89.2	0.0	0.0	
\$230,001 and up	5	9.80%	68.8	0.0	27.0	79.3	0.0	
Average Closed DOM:				52.6	47.8	55.4	54.5	0.0
Total Closed Units:				51	18	25	8	0.0
Total Closed Volume:				5,783,656	1.09M	2.95M	1.74M	0.00B



Monthly Inventory Analysis

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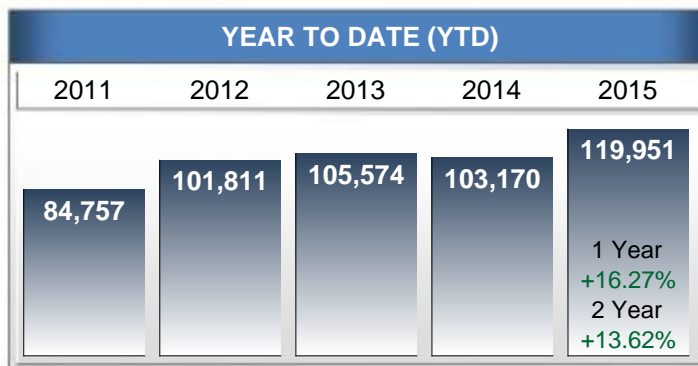
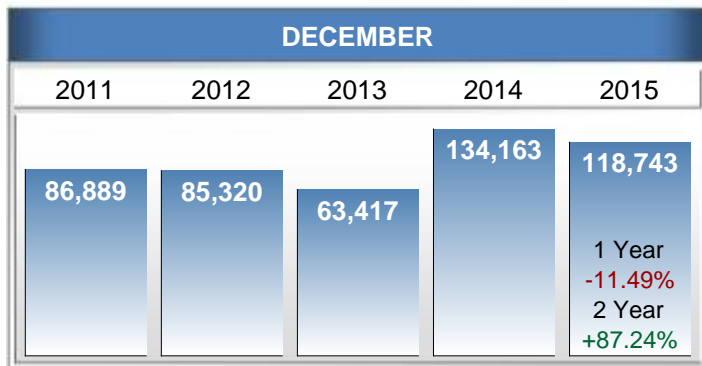
Closed Sales as of Jan 13, 2016



Average List Price at Closing

Report Produced on: Jan 13, 2016

Area Delimited by County Of Muskogee



Average List Price

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5yr DEC AVG = 98K	3 MONTHS
High Feb 2015 = 259,451	OCT 112,912
Low Mar 2011 = 48,775	NOV 105,088
Average LPrice this month at 118,743 , above the 5 yr DEC average of 97,706	DEC 118,743
	DEC 12.99%

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	1	1.96%	10,000	10,000	10,900	0	0
\$10,001 \$30,000	10	19.61%	22,950	25,133	29,900	0	0
\$30,001 \$70,000	6	11.76%	54,217	69,333	60,950	0	0
\$70,001 \$110,000	11	21.57%	89,836	114,900	89,200	99,900	0
\$110,001 \$160,000	10	19.61%	128,560	123,750	138,883	127,450	0
\$160,001 \$230,000	7	13.73%	181,800	205,000	188,520	0	0
\$230,001 and up	6	11.76%	324,117	0	349,900	337,450	0
Average List Price:	\$118,743			\$67,589	\$121,392	\$225,563	\$0
Total Closed Units:	51			18	25	8	
Total List Volume:	6,055,900			1.22M	3.03M	1.80M	0.00B



Monthly Inventory Analysis

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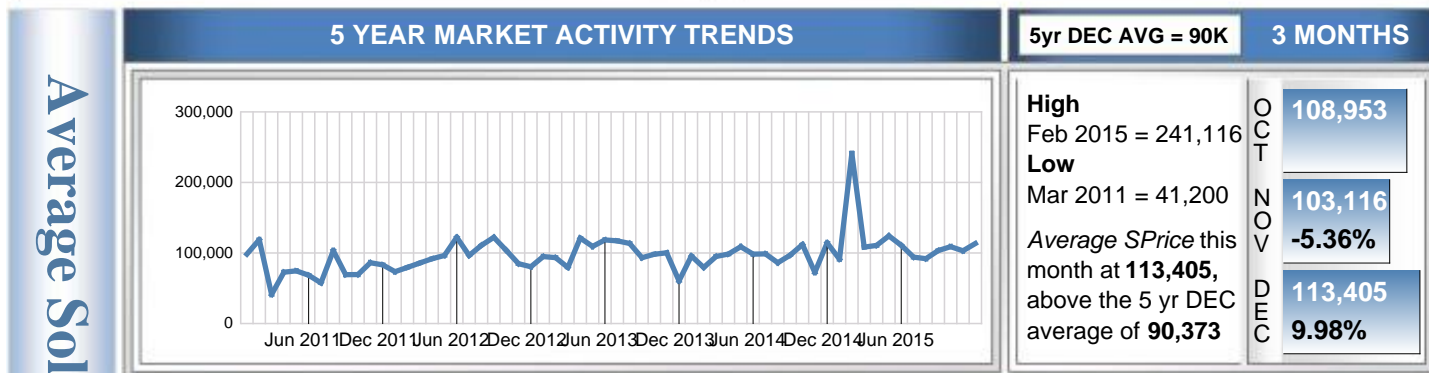
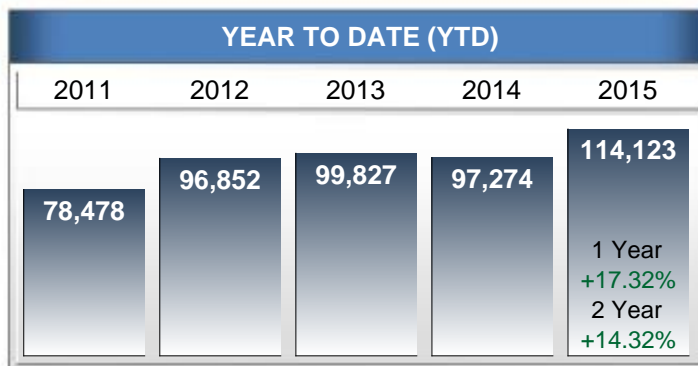
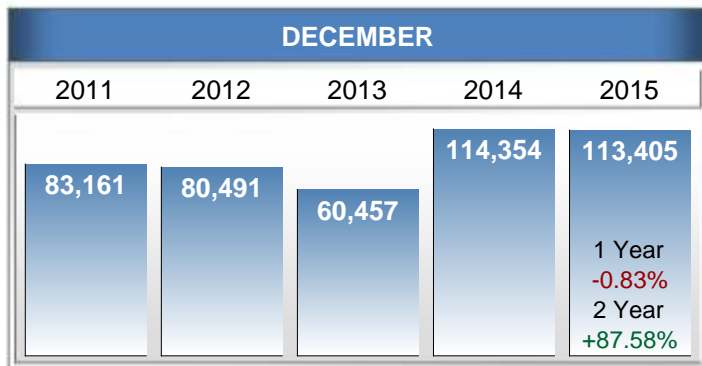
Closed Sales as of Jan 13, 2016



Average Sold Price at Closing

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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	3.92%	8,000	8,500	7,500	0	0
\$10,001 \$30,000	10	19.61%	21,351	21,834	17,000	0	0
\$30,001 \$70,000	7	13.73%	58,736	60,583	57,350	0	0
\$70,001 \$110,000	10	19.61%	90,590	105,000	86,271	98,500	0
\$110,001 \$160,000	10	19.61%	132,255	122,000	137,925	125,500	0
\$160,001 \$230,000	7	13.73%	183,793	178,625	185,860	0	0
\$230,001 and up	5	9.80%	325,600	0	335,000	323,250	0
Average Closed Price:	\$113,405			\$60,723	\$117,986	\$217,625	\$0
Total Closed Units:	51			18	25	8	
Total Closed Volume:	5,783,656			1.09M	2.95M	1.74M	0.00B



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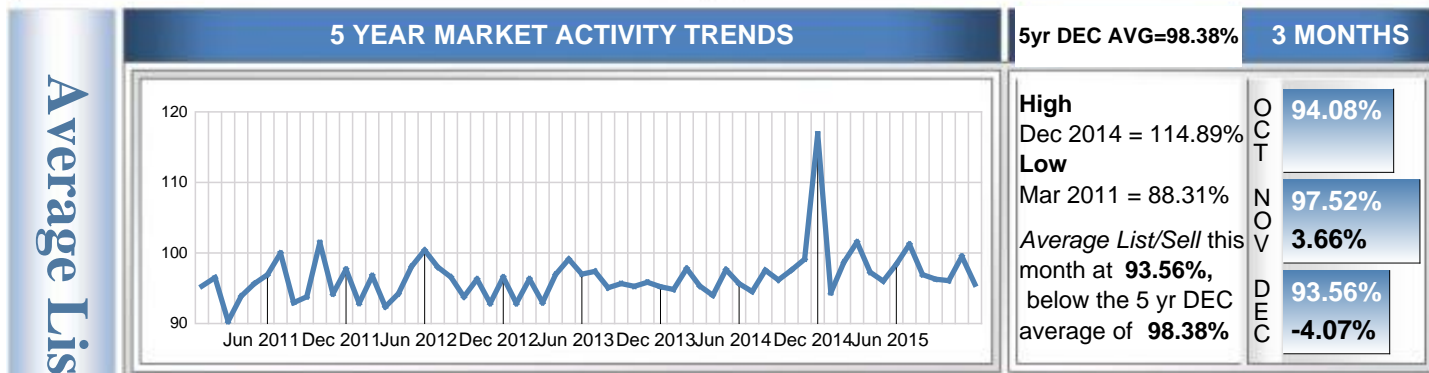
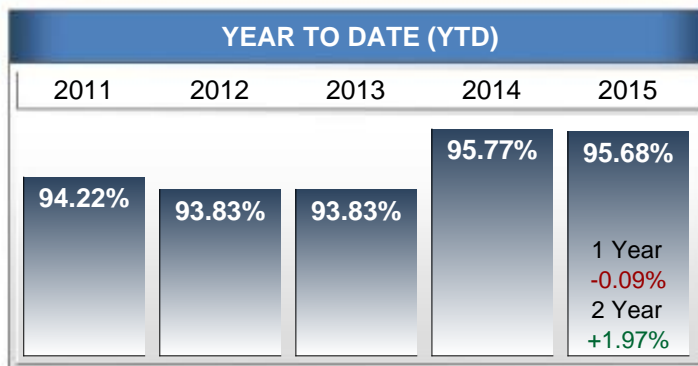
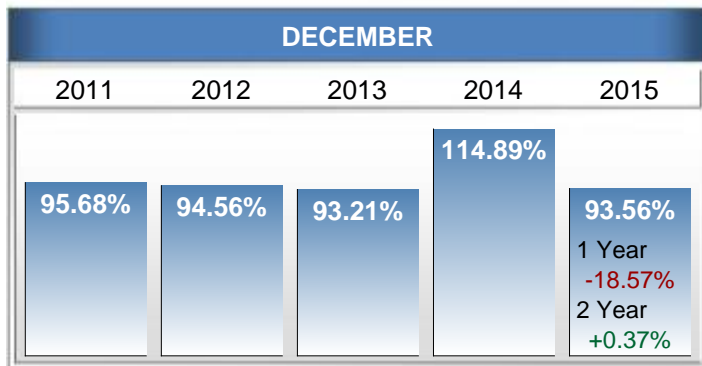
Closed Sales as of Jan 13, 2016



Average Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



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	3.92%	76.90%	85.00%	68.81%	0.00%	0.00%
\$10,001 \$30,000	10	19.61%	86.30%	89.57%	56.86%	0.00%	0.00%
\$30,001 \$70,000	7	13.73%	91.93%	89.15%	94.02%	0.00%	0.00%
\$70,001 \$110,000	10	19.61%	96.74%	91.38%	96.91%	98.84%	0.00%
\$110,001 \$160,000	10	19.61%	99.10%	98.54%	99.50%	98.47%	0.00%
\$160,001 \$230,000	7	13.73%	95.83%	88.04%	98.95%	0.00%	0.00%
\$230,001 and up	5	9.80%	96.36%	0.00%	95.74%	96.51%	0.00%
Average List/Sell Ratio: 93.60%				90.17%	94.70%	97.58%	0.00%
Total Closed Units: 51				18	25	8	
Total Closed Volume: 5,783,656				1.09M	2.95M	1.74M	0.00B



Monthly Inventory Analysis

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December 2015

Inventory as of Jan 13, 2016



Market Summary

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Absorption: Last 12 months, an Average of 48 Sales/Month

Active Inventory as of December 31, 2015 = 412

	DECEMBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	42	51	21.43%	600	573	-4.50%
Pending Sales	43	43	0.00%	614	609	-0.81%
New Listings	104	103	-0.96%	1,565	1,397	-10.73%
Average List Price	134,163	118,743	-11.49%	103,170	119,951	16.27%
Average Sale Price	114,354	113,405	-0.83%	97,274	114,123	17.32%
Average Percent of List Price to Selling Price	114.89%	93.56%	-18.57%	95.77%	95.68%	-0.09%
Average Days on Market to Sale	71.57	52.59	-26.52%	61.83	57.46	-7.06%
Monthly Inventory	461	412	-10.63%	461	412	-10.63%
Months Supply of Inventory	9.22	8.63	-6.42%	9.22	8.63	-6.42%

