



December 2015

Area Delimited by County Of Muskogee

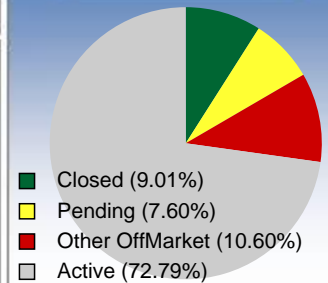


Absorption: Last 12 months, an Average of **48** Sales/Month

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%
Median List Price	81,700	99,500	21.79%
Median Sale Price	79,000	93,500	18.35%
Median Percent of List Price to Selling Price	97.56%	97.06%	-0.51%
Median Days on Market to Sale	64.00	36.00	-43.75%
End of Month Inventory	461	412	-10.63%
Months Supply of Inventory	9.22	8.63	-6.42%

Market Activity



Report Produced on: Jan 13, 2016

Monthly Inventory Analysis

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.

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 **18.35%** in December 2015 to \$93,500 versus the previous year at \$79,000.

Median Days on Market Shortens

The median number of **36.00** days that homes spent on the market before selling decreased by 28.00 days or **43.75%** in December 2015 compared to last year's same month at **64.00** DOM.

Sales Success for December 2015 is Positive

Overall, with Median Prices going up 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.

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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Monthly Inventory Analysis

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December 2015

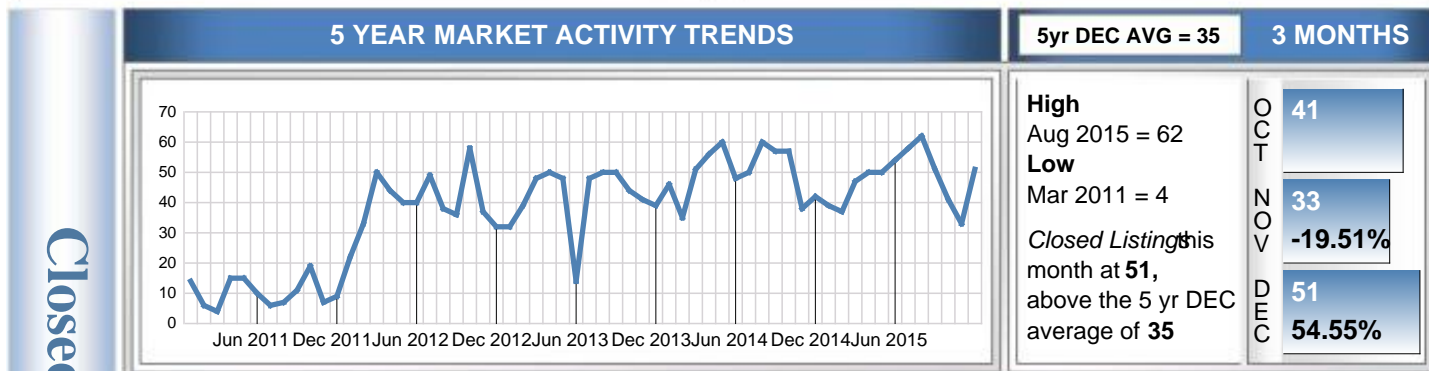
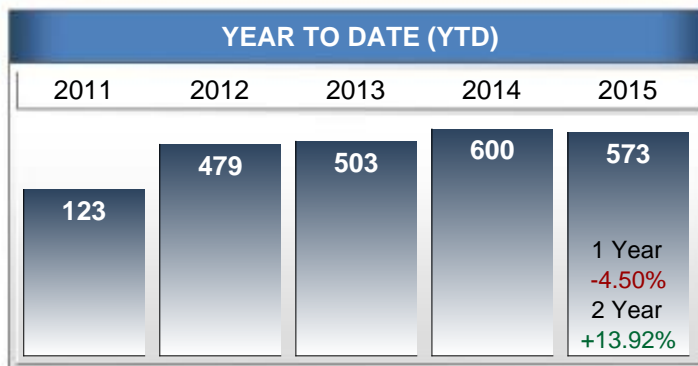
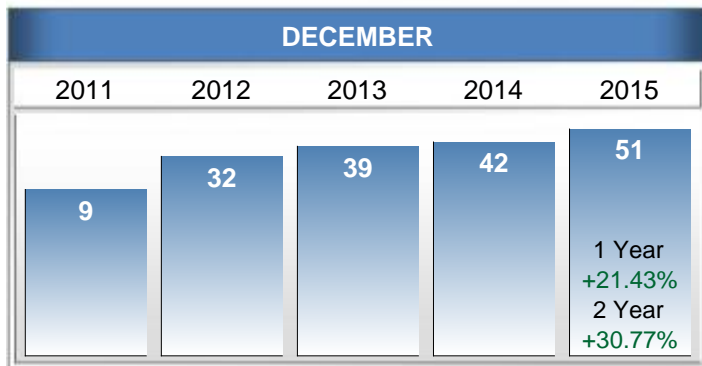
Closed Sales as of Jan 13, 2016



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		%	MDOM	≤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%	33.0	9	1	0	0
\$30,001 \$70,000	7	13.73%	37.0	3	4	0	0
\$70,001 \$110,000	10	19.61%	21.5	1	7	2	0
\$110,001 \$160,000	10	19.61%	27.5	2	6	2	0
\$160,001 \$230,000	7	13.73%	69.0	2	5	0	0
\$230,001 and up	5	9.80%	80.0	0	1	4	0
Total Closed Units:	51		36.0	18	25	8	0.00B
Total Closed Volume:	5,783,656			1.09M	2.95M	1.74M	\$0
Median Closed Price:	\$93,500			\$28,750	\$96,500	\$206,000	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

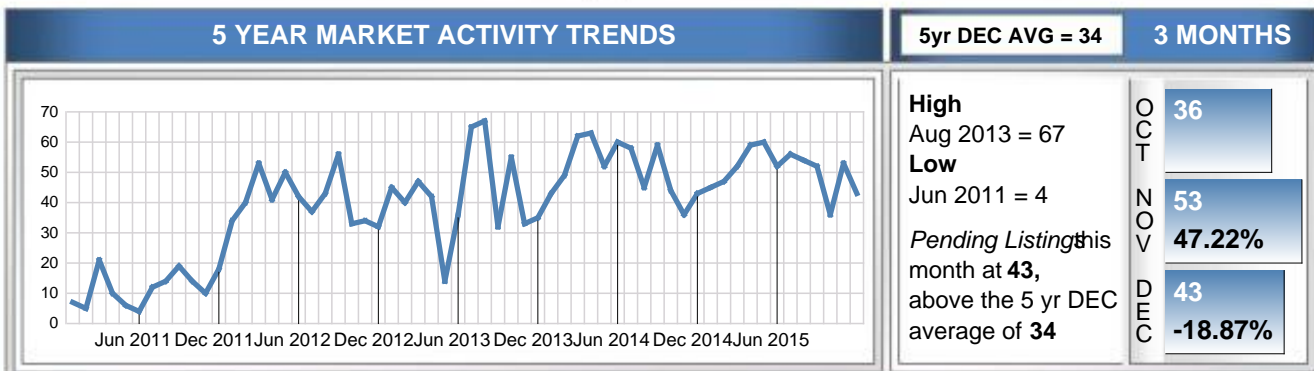
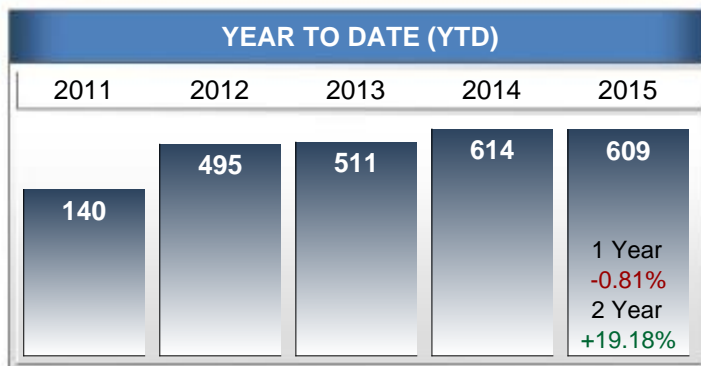
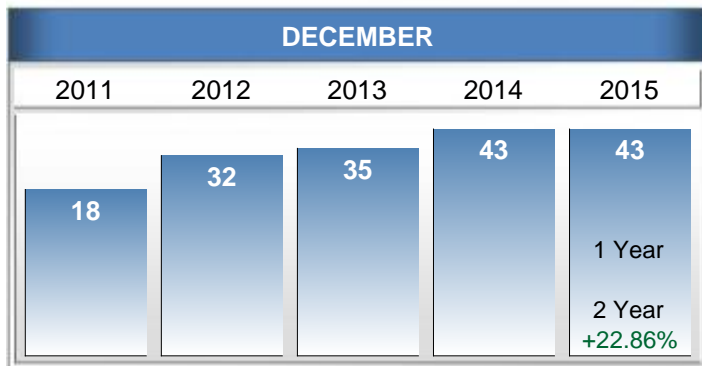
Pending Listings as of Jan 13, 2016



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	0	0.00%	80.0	0	0	0	0
\$10,001 \$30,000	7	16.28%	99.0	5	2	0	0
\$30,001 \$80,000	9	20.93%	43.0	4	4	1	0
\$80,001 \$110,000	9	20.93%	87.0	1	8	0	0
\$110,001 \$140,000	8	18.60%	33.5	0	5	3	0
\$140,001 \$290,000	5	11.63%	49.0	1	4	0	0
\$290,001 and up	5	11.63%	81.0	0	1	4	0
Total Pending Units: 43				54.0			
Total Pending Volume: 5,312,700				11	24	8	0.00B
Median Listing Price: \$99,900				495.30K	2.78M	2.04M	\$0
				\$37,500	\$103,000	\$216,750	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

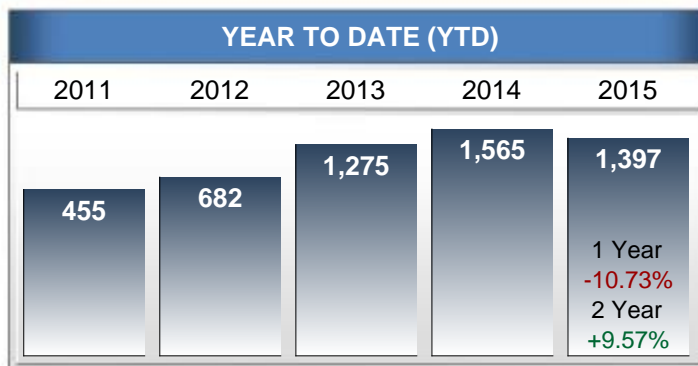
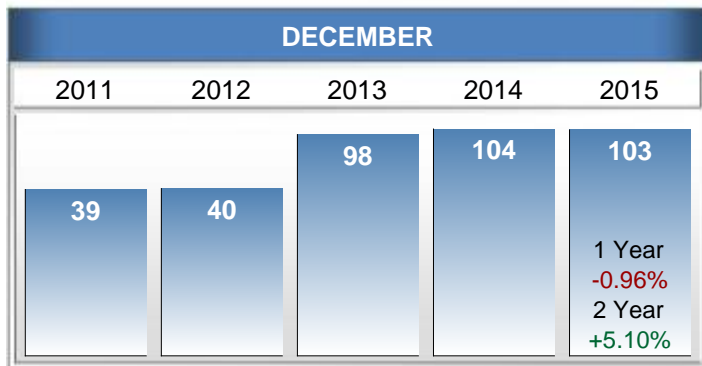
New Listings as of Jan 13, 2016



New Listings

Report Produced on: Jan 13, 2016

Area Delimited by County Of Muskogee



New Listings
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5yr DEC AVG = 77 **3 MONTHS**

High
Jul 2013 = 263
Low
Feb 2011 = 22

New Listings this month at **103**, above the 5 yr DEC average of **77**

OCT	122
NOV	90
DEC	103
-26.23%	
14.44%	

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
Median New Listed Listing Price:			\$50,750	\$99,000	\$201,950	\$229,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

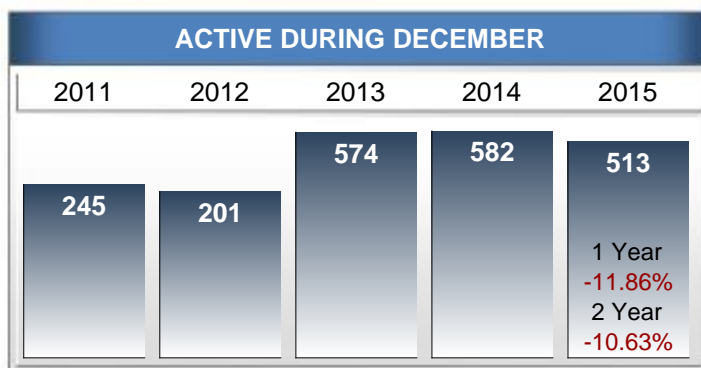
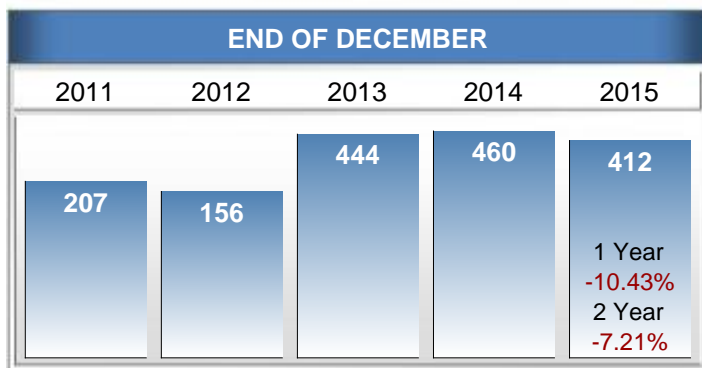
Active Inventory as of Jan 13, 2016



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	41	9.95%	122.0	36	4	1	0		
\$20,001-\$30,000	33	8.01%	62.0	26	6	1	0		
\$30,001-\$60,000	67	16.26%	59.0	39	21	6	1		
\$60,001-\$120,000	96	23.30%	70.5	23	63	10	0		
\$120,001-\$190,000	82	19.90%	81.5	18	50	12	2		
\$190,001-\$280,000	48	11.65%	66.0	12	18	15	3		
\$280,001 and up	45	10.92%	101.0	19	12	11	3		
Total Active Inventory by Units:				412	78.0	173	174	56	9
Total Active Inventory by Volume:				64,396,225		25.89M	23.74M	12.15M	2.61M
Median Active Inventory Listing Price:				\$99,000		\$48,900	\$114,900	\$184,950	\$229,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2015

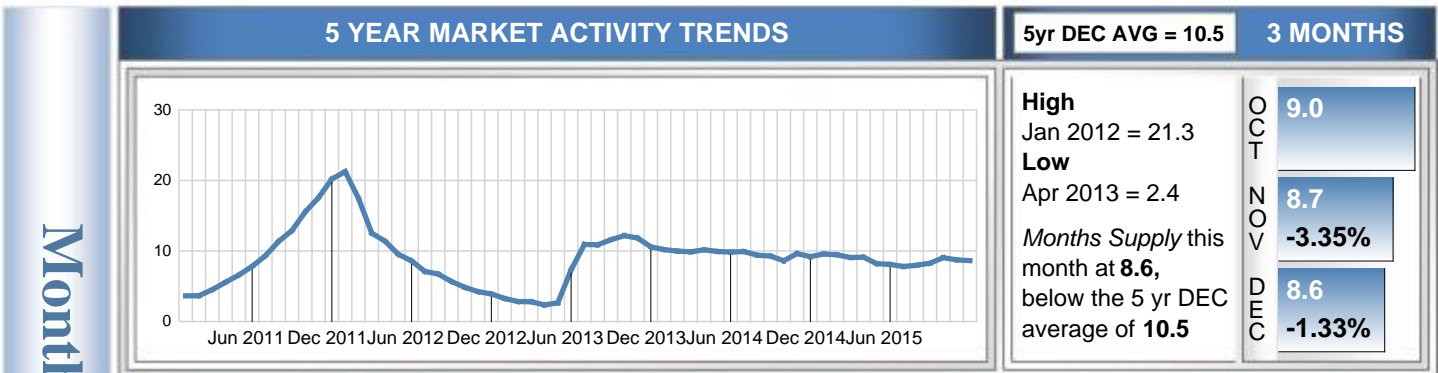
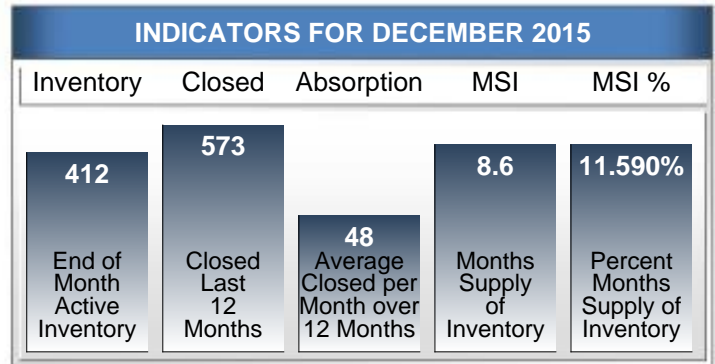
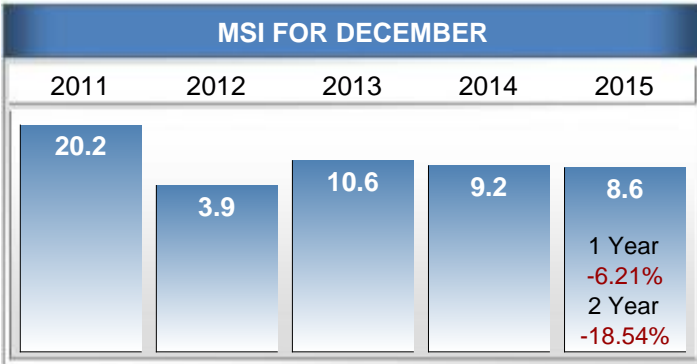
Active Inventory as of Jan 13, 2016



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

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December 2015

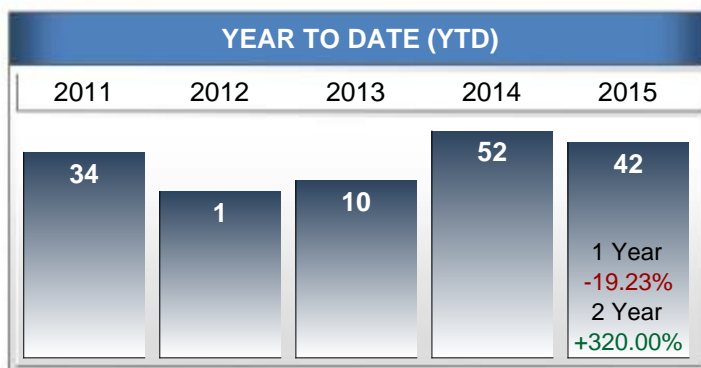
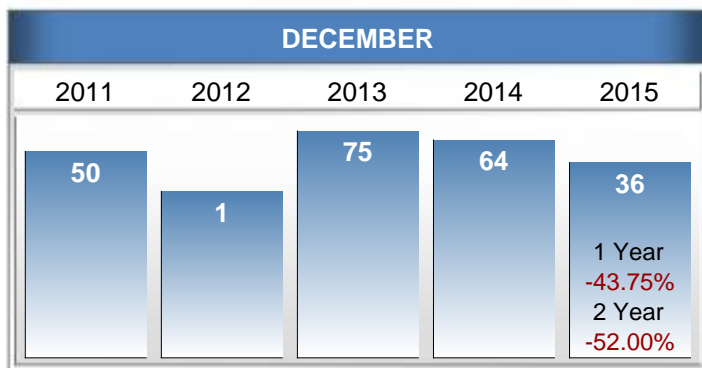
Closed Sales as of Jan 13, 2016



Median Days on Market to Sale

Report Produced on: Jan 13, 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+
\$10,000 and less	2	3.92%	149.0	135.0	163.0	0.0	0.0
\$10,001 \$30,000	10	19.61%	33.0	27.0	41.0	0.0	0.0
\$30,001 \$70,000	7	13.73%	37.0	10.0	48.0	0.0	0.0
\$70,001 \$110,000	10	19.61%	21.5	6.0	22.0	31.0	0.0
\$110,001 \$160,000	10	19.61%	27.5	32.5	24.0	28.5	0.0
\$160,001 \$230,000	7	13.73%	69.0	39.0	85.0	0.0	0.0
\$230,001 and up	5	9.80%	80.0	0.0	27.0	80.5	0.0
Median Closed DOM:	36.0			22.5	41.0	38.5	0.0
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

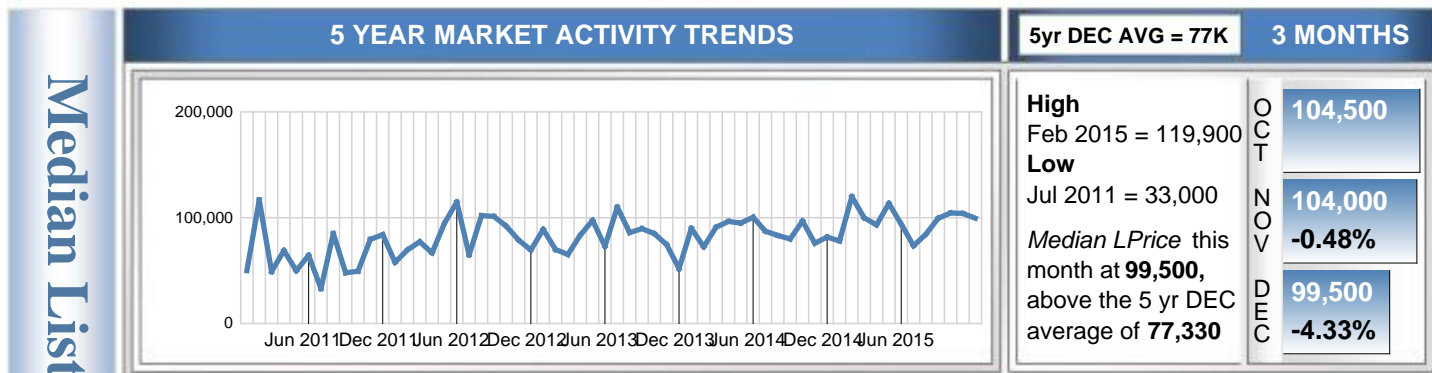
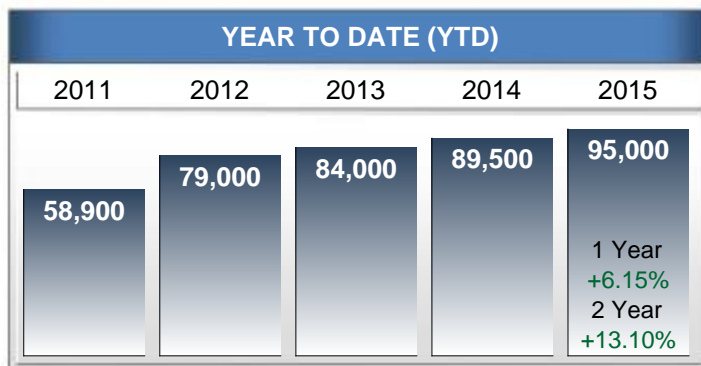
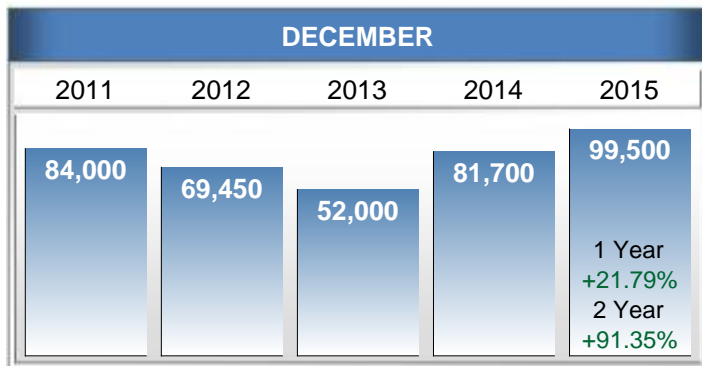
Closed Sales as of Jan 13, 2016



Median List Price at Closing

Report Produced on: Jan 13, 2016

Area Delimited by County Of Muskogee



Median List Price

Ready to Buy or Sell Real Estate?
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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	1		1.96%	10,000	10,000	0	0	0
\$10,001 \$30,000	10		19.61%	25,000	25,000	20,400	0	0
\$30,001 \$70,000	6		11.76%	56,500	58,000	55,000	0	0
\$70,001 \$110,000	11		21.57%	89,900	90,000	85,950	99,900	0
\$110,001 \$160,000	10		19.61%	124,950	119,500	124,900	127,450	0
\$160,001 \$230,000	7		13.73%	169,900	205,000	169,000	0	0
\$230,001 and up	6		11.76%	312,450	0	297,450	312,450	0
Median List Price:		\$99,500			\$33,700	\$100,000	\$207,450	\$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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December 2015

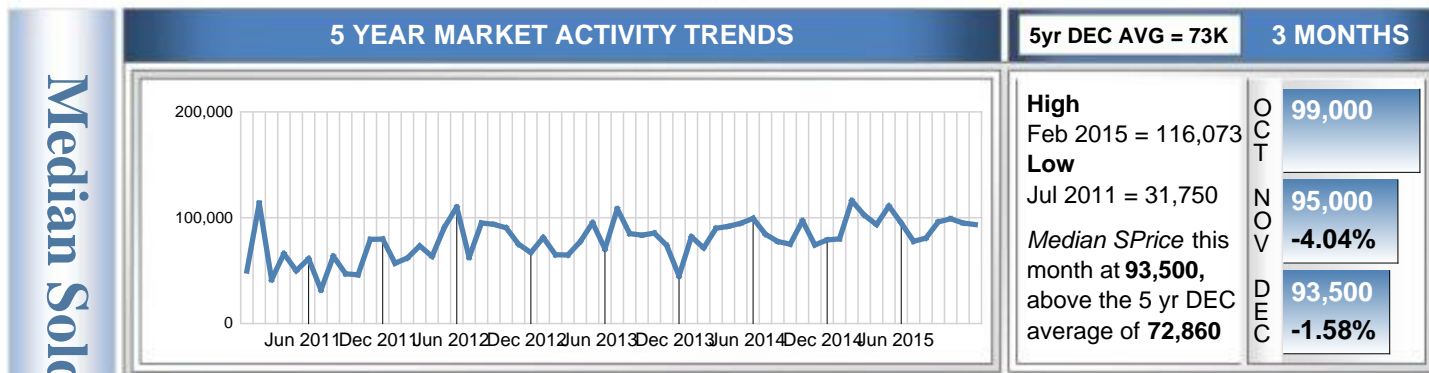
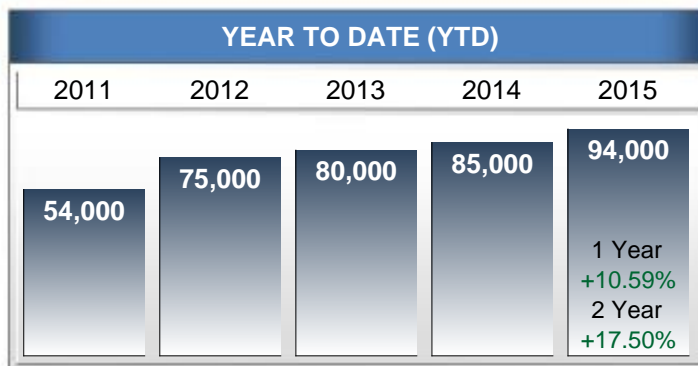
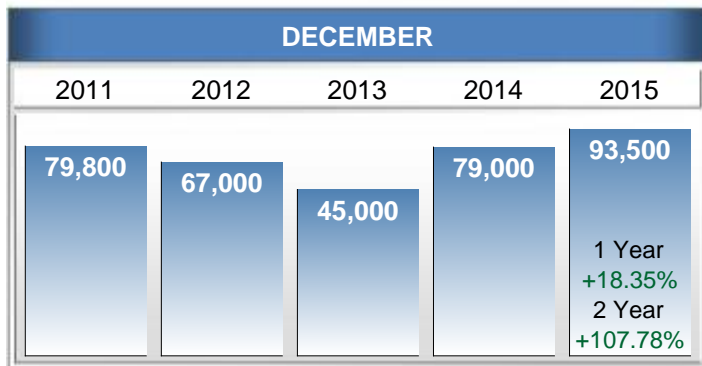
Closed Sales as of Jan 13, 2016



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+
\$10,000 and less	2		3.92%	8,000	8,500	7,500	0	0
\$10,001 \$30,000	10		19.61%	19,750	20,000	17,000	0	0
\$30,001 \$70,000	7		13.73%	57,000	57,000	56,250	0	0
\$70,001 \$110,000	10		19.61%	90,500	105,000	86,000	98,500	0
\$110,001 \$160,000	10		19.61%	127,775	122,000	138,275	125,500	0
\$160,001 \$230,000	7		13.73%	177,250	178,625	173,500	0	0
\$230,001 and up	5		9.80%	310,000	0	335,000	305,000	0
Median Closed Price:		\$93,500			\$28,750	\$96,500	\$206,000	\$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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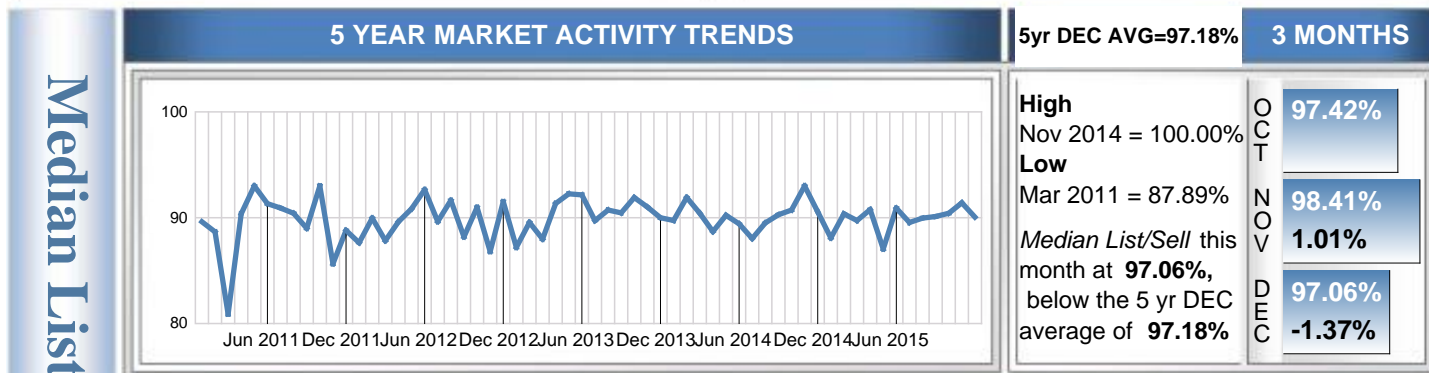
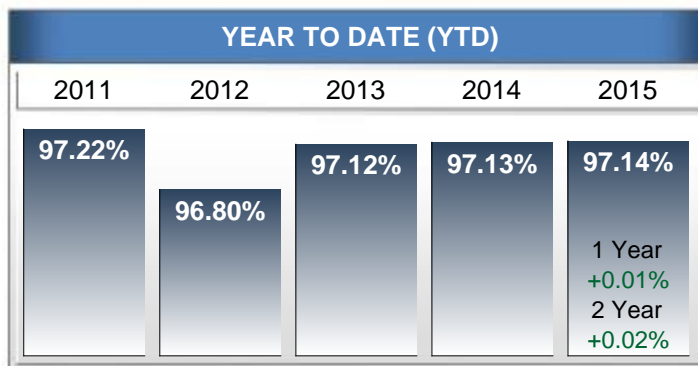
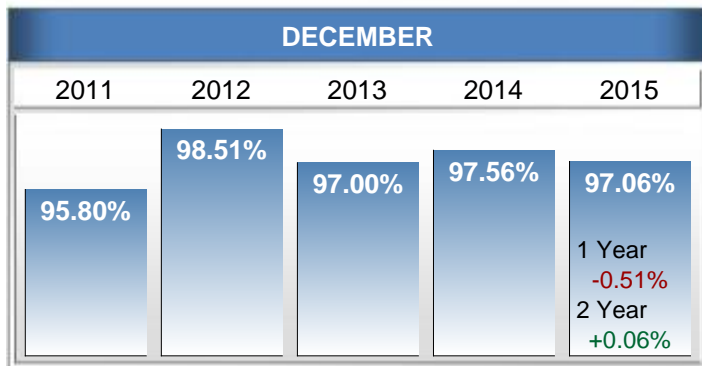
Closed Sales as of Jan 13, 2016



Median Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



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	2	3.92%	76.90%	85.00%	68.81%	0.00%	0.00%
\$10,001 \$30,000	10	19.61%	90.43%	91.97%	56.86%	0.00%	0.00%
\$30,001 \$70,000	7	13.73%	93.11%	91.67%	94.65%	0.00%	0.00%
\$70,001 \$110,000	10	19.61%	97.23%	91.38%	97.40%	98.84%	0.00%
\$110,001 \$160,000	10	19.61%	99.72%	98.54%	100.00%	98.47%	0.00%
\$160,001 \$230,000	7	13.73%	97.63%	88.04%	100.00%	0.00%	0.00%
\$230,001 and up	5	9.80%	95.38%	0.00%	95.74%	95.04%	0.00%
Median List/Sell Ratio:	97.06%			91.82%	97.63%	97.43%	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

Data from the Greater Tulsa Association of REALTORS®

December 2015

Inventory as of Jan 13, 2016



Market Summary

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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			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%
Median List Price	81,700	99,500	21.79%	89,500	95,000	6.15%
Median Sale Price	79,000	93,500	18.35%	85,000	94,000	10.59%
Median Percent of List Price to Selling Price	97.56%	97.06%	-0.51%	97.13%	97.14%	0.01%
Median Days on Market to Sale	64.00	36.00	-43.75%	52.00	42.00	-19.23%
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%

