



# January 2017

Area Delimited by County Of Muskogee

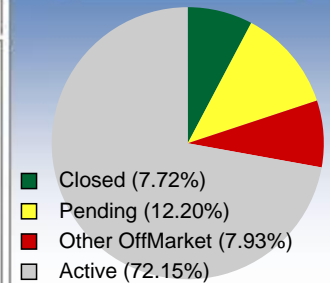


**Absorption:** Last 12 months, an Average of **56** Sales/Month

**Active Inventory** as of January 31, 2017 = **355**

	JANUARY		
	2016	2017	+/- %
Closed Listings	46	38	-17.39%
Pending Listings	54	60	11.11%
New Listings	98	105	7.14%
Average List Price	94,090	89,800	-4.56%
Average Sale Price	89,179	86,508	-3.00%
Average Percent of List Price to Selling Price	94.50%	93.49%	-1.07%
Average Days on Market to Sale	57.85	42.95	-25.76%
End of Month Inventory	373	355	-4.83%
Months Supply of Inventory	7.69	6.36	-17.33%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 16, 2017

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 January 2017 decreased **4.83%** to 355 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 **6.36** 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 **3.00%** in January 2017 to \$86,508 versus the previous year at \$89,179.

### Average Days on Market Shortens

The average number of **42.95** days that homes spent on the market before selling decreased by 14.90 days or **25.76%** in January 2017 compared to last year's same month at **57.85** DOM.

### Sales Success for January 2017 is Positive

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

There were 105 New Listings in January 2017, up **7.14%** from last year at 98. Furthermore, there were 38 Closed Listings this month versus last year at 46, a **-17.39%** decrease.

Closed versus Listed trends yielded a **36.2%** ratio, down from last year's January 2017 at **46.9%**, a **22.90%** downswing. 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®

## January 2017

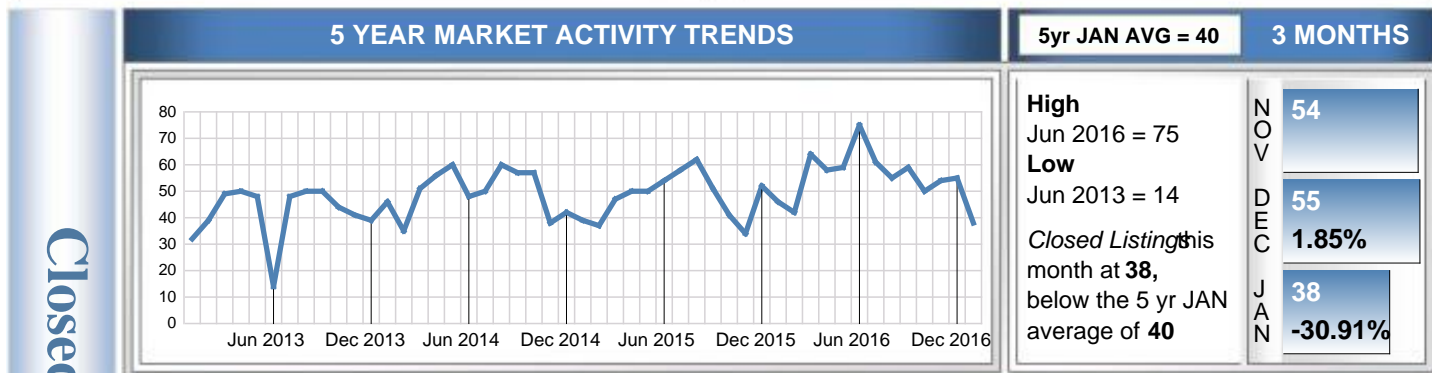
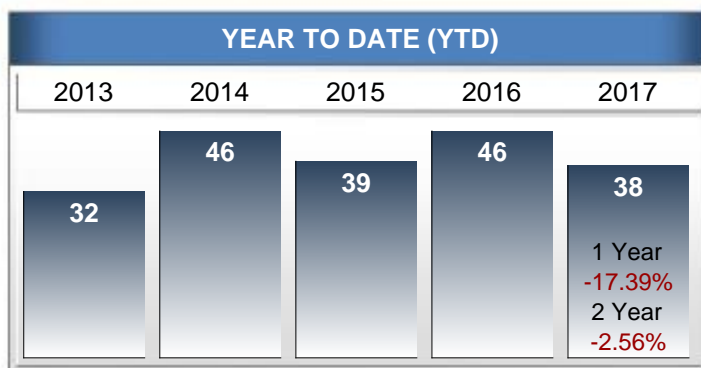
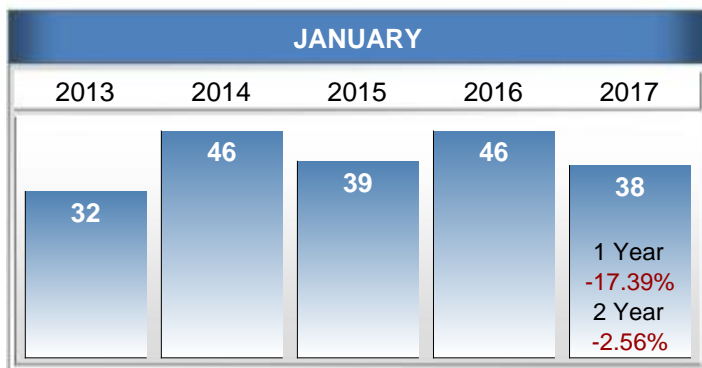
Closed Sales as of Feb 16, 2017



### Closed Listings

Report Produced on: Feb 16, 2017

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	3	7.89%	45.7	1	1	1	0
\$10,001 - \$30,000	5	13.16%	48.4	2	2	1	0
\$30,001 - \$40,000	5	13.16%	10.8	2	3	0	0
\$40,001 - \$90,000	11	28.95%	66.9	5	6	0	0
\$90,001 - \$110,000	4	10.53%	3.0	0	4	0	0
\$110,001 - \$210,000	6	15.79%	50.3	0	6	0	0
\$210,001 and up	4	10.53%	37.3	0	3	1	0
<b>Total Closed Units:</b>	<b>38</b>		<b>42.9</b>	<b>10</b>	<b>25</b>	<b>3</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>3,287,320</b>			<b>441.35K</b>	<b>2.56M</b>	<b>285.00K</b>	<b>0.00B</b>
<b>Average Closed Price:</b>	<b>\$86,508</b>			<b>\$44,135</b>	<b>\$102,439</b>	<b>\$95,000</b>	<b>\$0</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

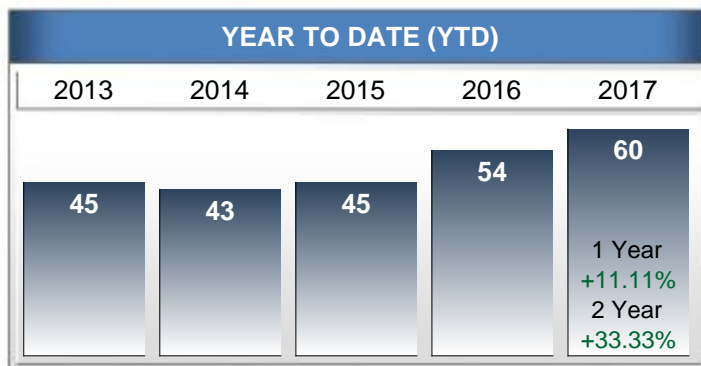
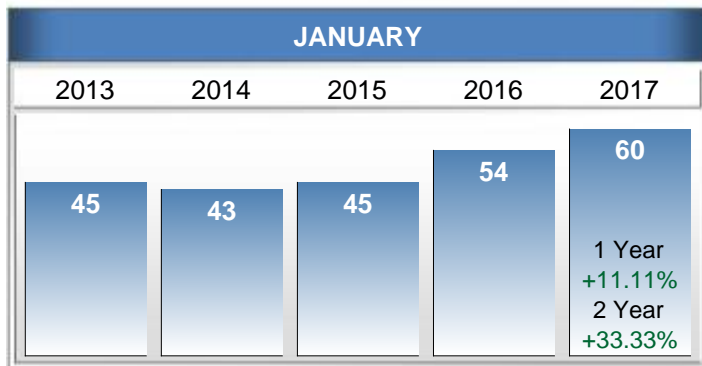
Pending Listings as of Feb 16, 2017



### Pending Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Muskogee



**Pending Listings**  
  
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**5yr JAN AVG = 49**      **3 MONTHS**

**High**  
May 2016 = 76

**Low**  
May 2013 = 14

*Pending Listing* this month at **60**, above the 5 yr JAN average of **49**

N	50
O	
V	
D	41
E	-18.00%
C	
J	60
A	46.34%
N	

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings 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	11	18.33%	72.2	5	5	1	0
\$25,001-\$50,000	13	21.67%	34.2	6	6	1	0
\$50,001-\$100,000	12	20.00%	69.5	0	11	1	0
\$100,001-\$125,000	9	15.00%	44.9	1	8	0	0
\$125,001-\$200,000	9	15.00%	82.4	2	5	2	0
\$200,001 and up	6	10.00%	80.5	0	4	2	0
<b>Total Pending Units:</b>	<b>60</b>		<b>46.7</b>	<b>14</b>	<b>39</b>	<b>7</b>	<b>0.00B</b>
<b>Total Pending Volume:</b>	<b>5,595,300</b>			<b>721.40K</b>	<b>3.88M</b>	<b>993.40K</b>	<b>0.00B</b>
<b>Average Listing Price:</b>	<b>\$152,986</b>			<b>\$51,529</b>	<b>\$99,500</b>	<b>\$141,914</b>	<b>\$0</b>



# Monthly Inventory Analysis

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## January 2017

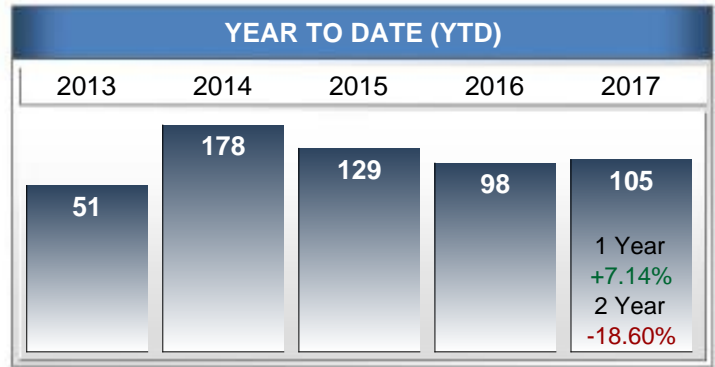
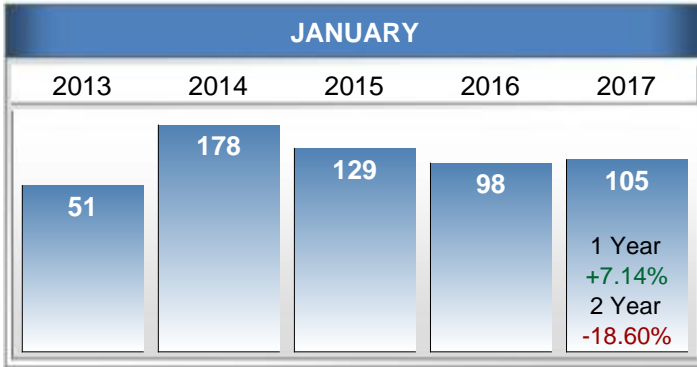
New Listings as of Feb 16, 2017



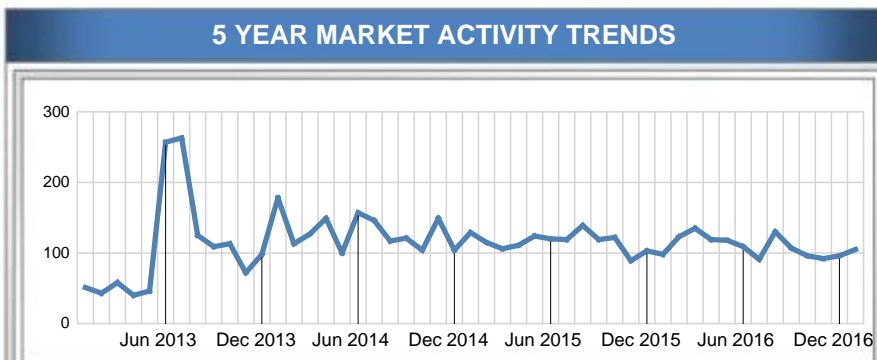
### New Listings

Report Produced on: Feb 16, 2017

Area Delimited by County Of Muskogee



New Listings  
Ready to Buy or Sell Real Estate?  
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<b>5yr JAN AVG = 112</b>	<b>3 MONTHS</b>
<b>High</b> Jul 2013 = 263	<b>N O V</b> 92
<b>Low</b> Apr 2013 = 40	<b>D E C</b> 96
<i>New Listings</i> this month at <b>105</b> , below the 5 yr JAN average of <b>112</b>	<b>J A N</b> 105
	<b>4.35%</b>
	<b>9.38%</b>

#### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$0 and less	0	0.00%	0	0	0	0
\$1-\$25,000	16	15.24%	11	5	0	0
\$25,001-\$75,000	24	22.86%	13	11	0	0
\$75,001-\$100,000	18	17.14%	3	12	2	1
\$100,001-\$150,000	21	20.00%	3	18	0	0
\$150,001-\$275,000	14	13.33%	1	7	5	1
\$275,001 and up	12	11.43%	2	2	5	3
<b>Total New Listed Units:</b>	<b>105</b>		<b>33</b>	<b>55</b>	<b>12</b>	<b>5</b>
<b>Total New Listed Volume:</b>	<b>13,692,742</b>		<b>2.95M</b>	<b>6.19M</b>	<b>2.98M</b>	<b>1.57M</b>
<b>Average New Listed Listing Price:</b>	<b>\$180,475</b>		<b>\$89,537</b>	<b>\$112,537</b>	<b>\$248,388</b>	<b>\$313,560</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

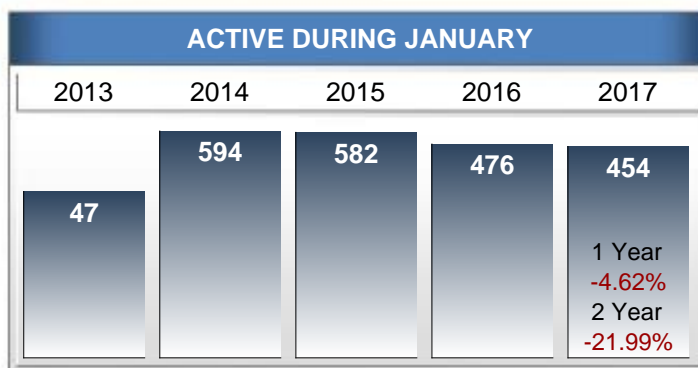
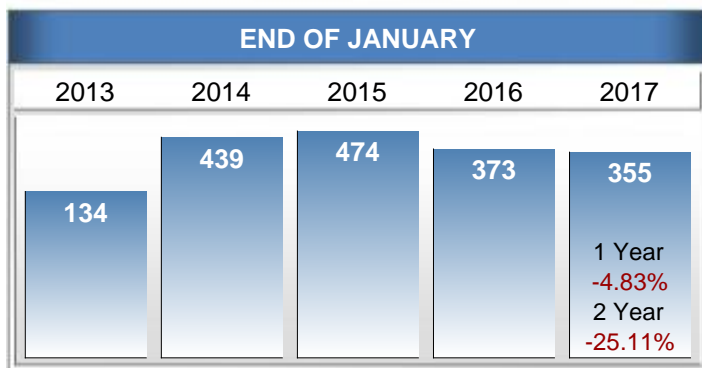
Active Inventory as of Feb 16, 2017



### Active Inventory

Report Produced on: Feb 16, 2017

Area Delimited by County Of Muskogee



Active Inventory

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**5yr JAN AVG = 355**    **3 MONTHS**

**High**  
Oct 2013 = 499

**Low**  
Apr 2013 = 98

*Inventory* this month at **355**, equal to 5 yr JAN average of **355**

N	339
O	
V	
D	349
E	2.95%
C	
J	355
A	1.72%
N	

#### 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	51	14.37%	93.3	47	4	0	0		
\$25,001-\$50,000	51	14.37%	107.5	33	16	2	0		
\$50,001-\$125,000	115	32.39%	75.7	39	61	14	1		
\$125,001-\$175,000	48	13.52%	73.5	8	30	7	3		
\$175,001-\$325,000	53	14.93%	73.5	10	22	19	2		
\$325,001 and up	37	10.42%	92.6	24	2	6	5		
Total Active Inventory by Units:				355	83.9	161	135	48	11
Total Active Inventory by Volume:				58,015,701		28.64M	16.36M	9.61M	3.40M
Average Active Inventory Listing Price:				\$163,425		\$177,909	\$121,200	\$200,125	\$309,491





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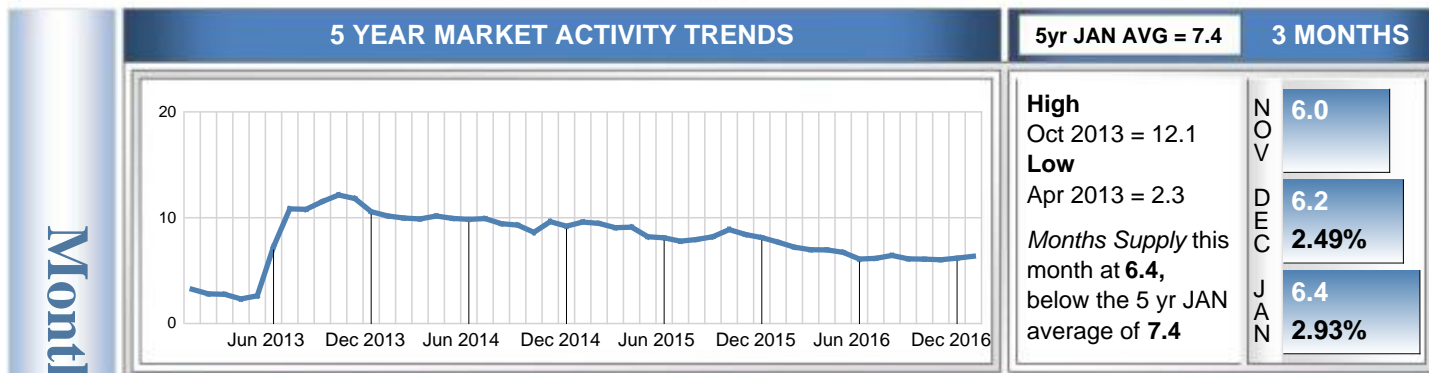
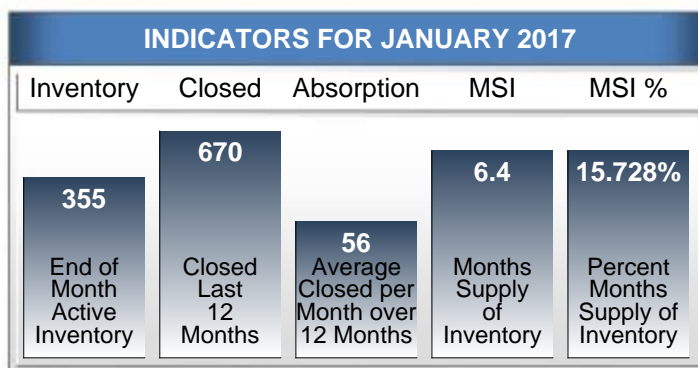
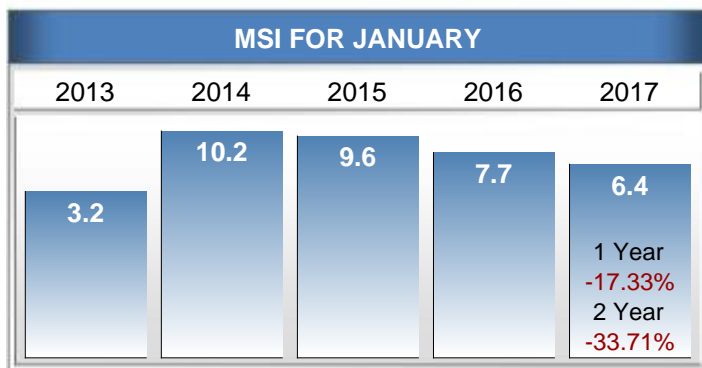
Active Inventory as of Feb 16, 2017



### Months Supply of Inventory

Report Produced on: Feb 16, 2017

Area Delimited by County Of Muskogee



Months Supply

Ready to Buy or Sell Real Estate?  
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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	6.20%	9.1	14.7	0.0	0.0	0.0
\$10,001 \$40,000	52	14.65%	4.2	6.3	1.9	1.5	0.0
\$40,001 \$60,000	49	13.80%	7.7	10.8	5.6	9.0	0.0
\$60,001 \$120,000	89	25.07%	5.6	12.5	3.9	12.0	0.0
\$120,001 \$190,000	60	16.90%	4.7	7.7	4.3	4.2	12.0
\$190,001 \$330,000	47	13.24%	8.4	24.0	6.4	7.9	8.0
\$330,001 and up	36	10.14%	54.0	288.0	12.0	15.0	60.0
MSI:			6.4	11.1	4.0	6.8	13.2
Total Active Inventory:			355	161	135	48	11



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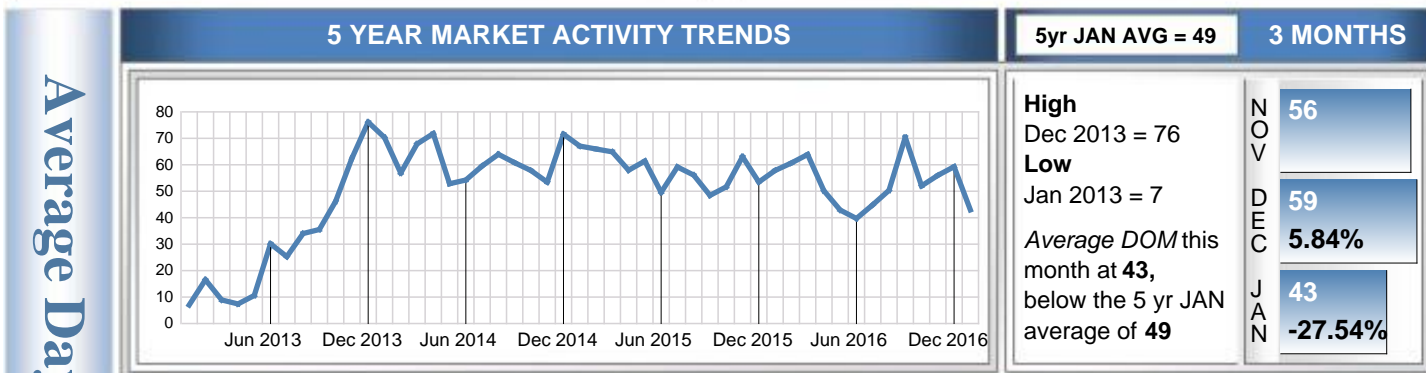
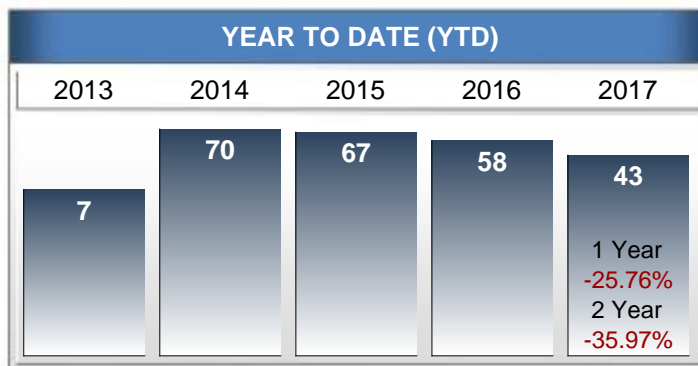
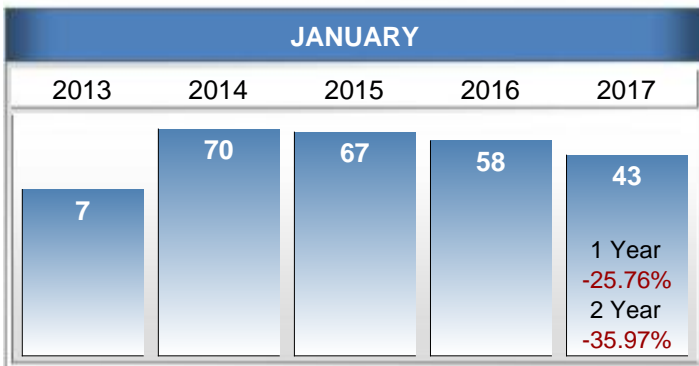
Closed Sales as of Feb 16, 2017



### Average Days on Market to Sale

Report Produced on: Feb 16, 2017

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	3	7.89%	45.7	98.0	8.0	31.0	0.0
\$10,001 \$30,000	5	13.16%	48.4	84.5	31.5	10.0	0.0
\$30,001 \$40,000	5	13.16%	10.8	12.0	10.0	0.0	0.0
\$40,001 \$90,000	11	28.95%	66.9	101.8	37.8	0.0	0.0
\$90,001 \$110,000	4	10.53%	3.0	0.0	3.0	0.0	0.0
\$110,001 \$210,000	6	15.79%	50.3	0.0	50.3	0.0	0.0
\$210,001 and up	4	10.53%	37.3	0.0	49.3	1.0	0.0
Average Closed DOM: 42.9				80.0	31.6	14.0	0.0
Total Closed Units: 38				10	25	3	
Total Closed Volume: 3,287,320				441.35K	2.56M	285.00K	0.00B



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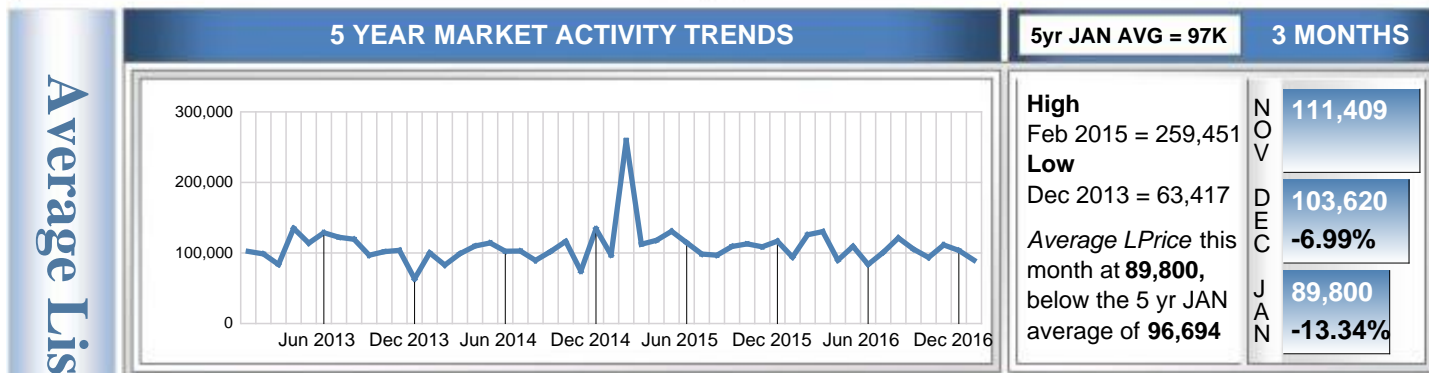
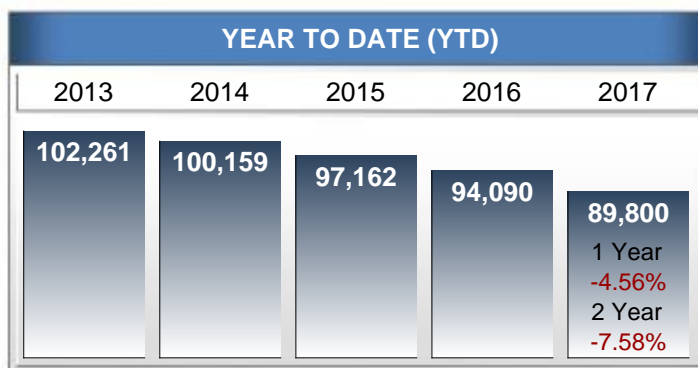
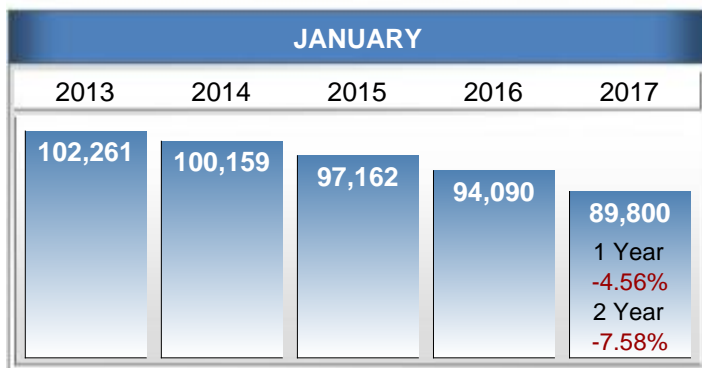
Closed Sales as of Feb 16, 2017



### Average List Price at Closing

Report Produced on: Feb 16, 2017

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	5.26%	8,000	8,500	11,500	7,500	0
\$10,001 \$30,000	6	15.79%	19,917	22,500	17,000	29,000	0
\$30,001 \$40,000	4	10.53%	35,125	36,000	41,333	0	0
\$40,001 \$90,000	11	28.95%	67,036	64,680	75,583	0	0
\$90,001 \$110,000	5	13.16%	99,680	0	100,850	0	0
\$110,001 \$210,000	6	15.79%	145,017	0	145,017	0	0
\$210,001 and up	4	10.53%	257,625	0	256,833	260,000	0
Average List Price:	\$89,800			\$44,890	\$106,680	\$98,833	\$0
Total Closed Units:	38			10	25	3	0
Total List Volume:	3,412,400			448.90K	2.67M	296.50K	0.00B





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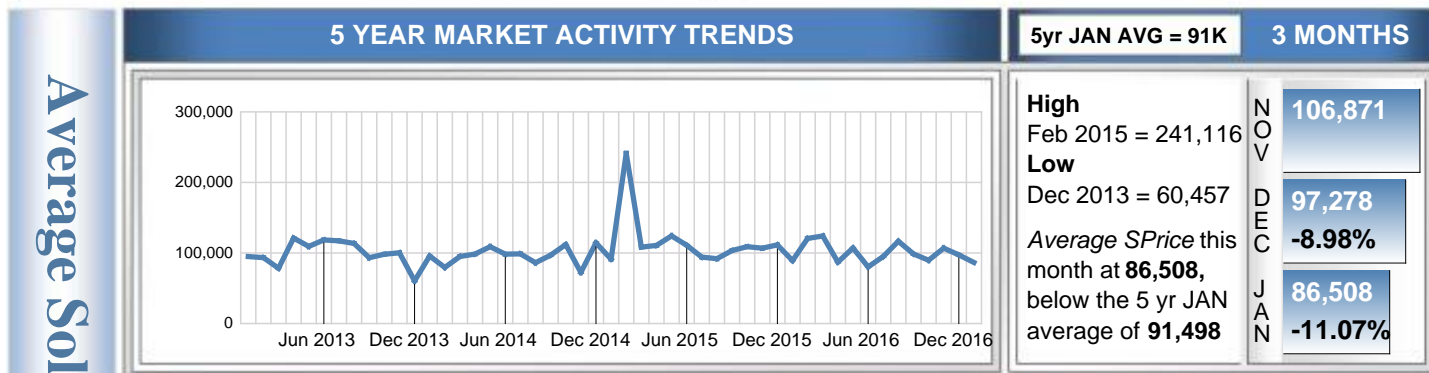
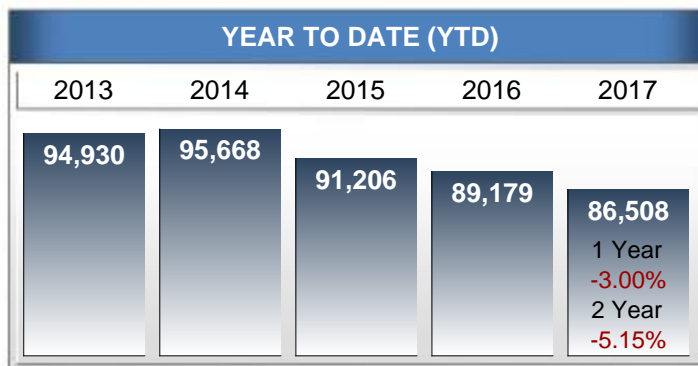
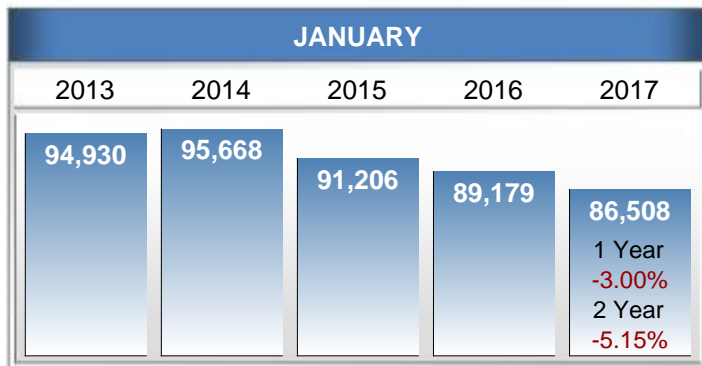
Closed Sales as of Feb 16, 2017



### 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	3		7.89%	7,167	5,000	10,000	6,500	0
\$10,001 \$30,000	5		13.16%	18,534	22,125	14,960	18,500	0
\$30,001 \$40,000	5		13.16%	35,620	36,050	35,333	0	0
\$40,001 \$90,000	11		28.95%	66,500	64,000	68,583	0	0
\$90,001 \$110,000	4		10.53%	98,725	0	98,725	0	0
\$110,001 \$210,000	6		15.79%	140,358	0	140,358	0	0
\$210,001 and up	4		10.53%	256,625	0	255,500	260,000	0
Average Closed Price:	\$86,508				\$44,135	\$102,439	\$95,000	\$0
Total Closed Units:	38				10	25	3	0
Total Closed Volume:	3,287,320				441.35K	2.56M	285.00K	0.00B



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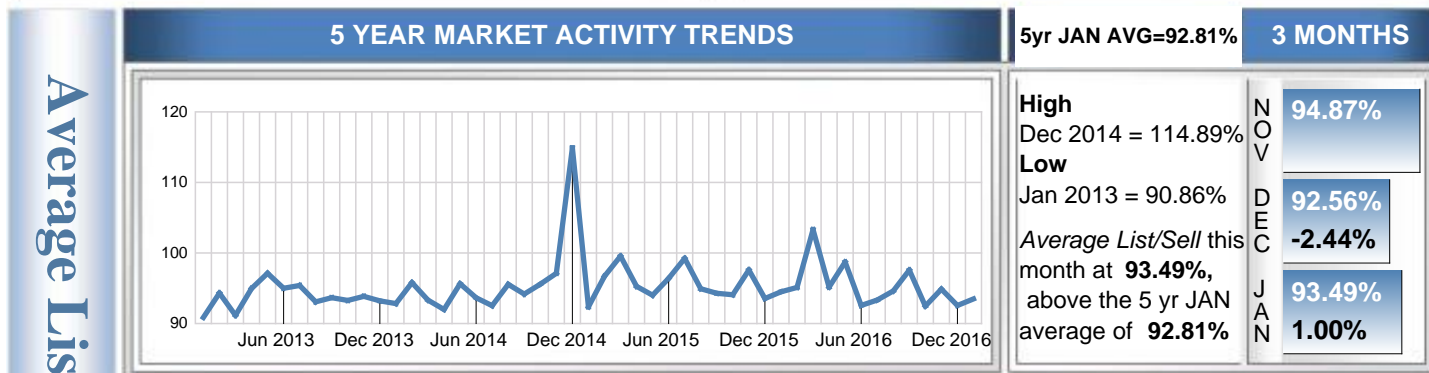
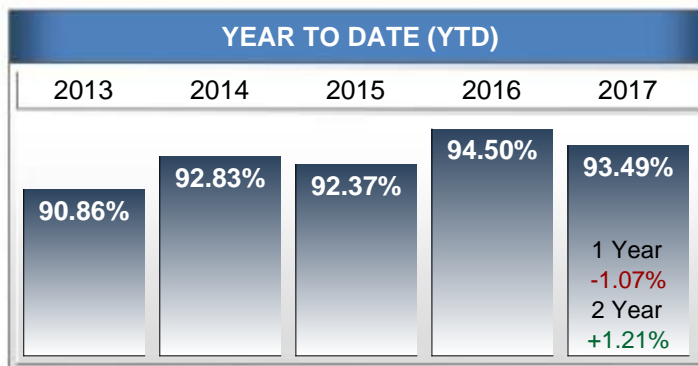
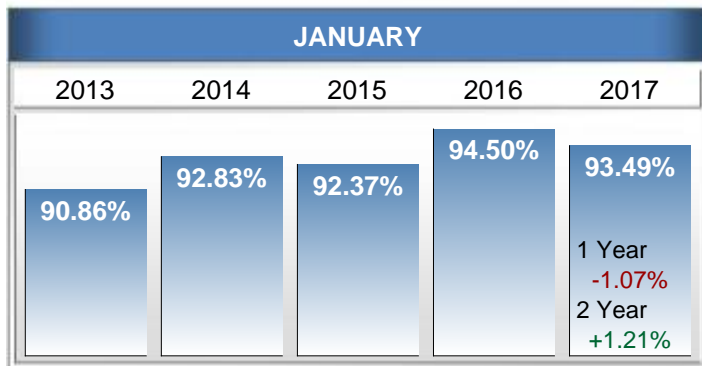
Closed Sales as of Feb 16, 2017



### 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	3	7.89%	77.48%	58.82%	86.96%	86.67%	0.00%
\$10,001 \$30,000	5	13.16%	86.74%	97.50%	87.45%	63.79%	0.00%
\$30,001 \$40,000	5	13.16%	92.28%	100.14%	87.04%	0.00%	0.00%
\$40,001 \$90,000	11	28.95%	95.70%	102.77%	89.81%	0.00%	0.00%
\$90,001 \$110,000	4	10.53%	97.86%	0.00%	97.86%	0.00%	0.00%
\$110,001 \$210,000	6	15.79%	97.07%	0.00%	97.07%	0.00%	0.00%
\$210,001 and up	4	10.53%	99.61%	0.00%	99.48%	100.00%	0.00%
Average List/Sell Ratio: 93.50%				96.80%	93.36%	83.49%	0.00%
Total Closed Units: 38				10	25	3	
Total Closed Volume: 3,287,320				441.35K	2.56M	285.00K	0.00B



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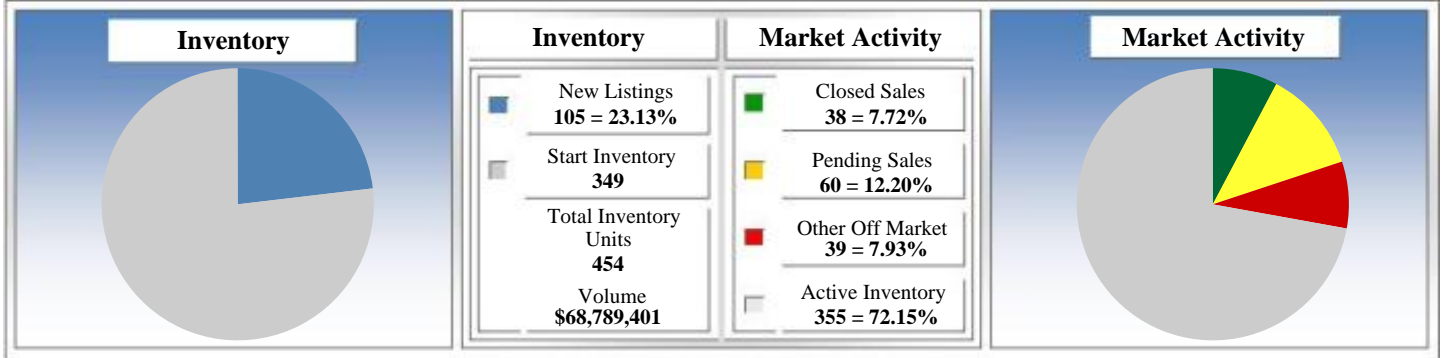
Inventory as of Feb 16, 2017



### Market Summary

Report Produced on: Feb 16, 2017

Area Delimited by County Of Muskogee



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

**Active Inventory** as of January 31, 2017 = 355

	JANUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	46	38	-17.39%	46	38	-17.39%
Pending Sales	54	60	11.11%	54	60	11.11%
New Listings	98	105	7.14%	98	105	7.14%
Average List Price	94,090	89,800	-4.56%	94,090	89,800	-4.56%
Average Sale Price	89,179	86,508	-3.00%	89,179	86,508	-3.00%
Average Percent of List Price to Selling Price	94.50%	93.49%	-1.07%	94.50%	93.49%	-1.07%
Average Days on Market to Sale	57.85	42.95	-25.76%	57.85	42.95	-25.76%
Monthly Inventory	373	355	-4.83%	373	355	-4.83%
Months Supply of Inventory	7.69	6.36	-17.33%	7.69	6.36	-17.33%

