



March 2017

Area Delimited by County Of Muskogee

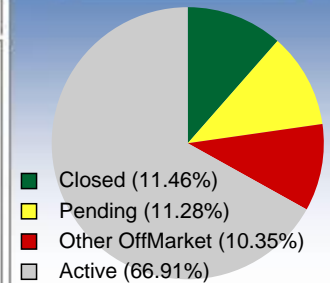


Absorption: Last 12 months, an Average of **56** Sales/Month

Active Inventory as of March 31, 2017 = **362**

	MARCH		
	2016	2017	+/- %
Closed Listings	64	62	-3.13%
Pending Listings	62	61	-1.61%
New Listings	135	122	-9.63%
Median List Price	104,700	61,000	-41.74%
Median Sale Price	106,500	59,750	-43.90%
Median Percent of List Price to Selling Price	97.17%	98.92%	1.81%
Median Days on Market to Sale	46.00	30.50	-33.70%
End of Month Inventory	351	362	3.13%
Months Supply of Inventory	6.97	6.48	-7.03%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 11, 2017

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of March 2017 rose **3.13%** to 362 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 **6.48** 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 **43.90%** in March 2017 to \$59,750 versus the previous year at \$106,500.

Median Days on Market Shortens

The median number of **30.50** days that homes spent on the market before selling decreased by 15.50 days or **33.70%** in March 2017 compared to last year's same month at **46.00** DOM.

Sales Success for March 2017 is Positive

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

There were 122 New Listings in March 2017, down **9.63%** from last year at 135. Furthermore, there were 62 Closed Listings this month versus last year at 64, a **-3.13%** decrease.

Closed versus Listed trends yielded a **50.8%** ratio, up from last year's March 2017 at **47.4%**, a **7.20%** upswing. This will certainly create pressure on an increasing 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.

Are You Ready to Buy or Sell Real Estate?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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March 2017

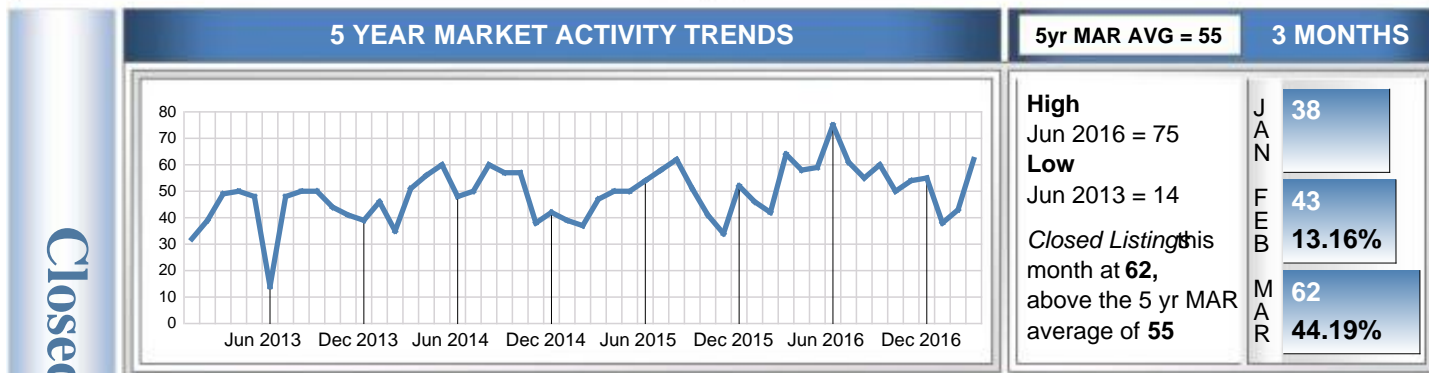
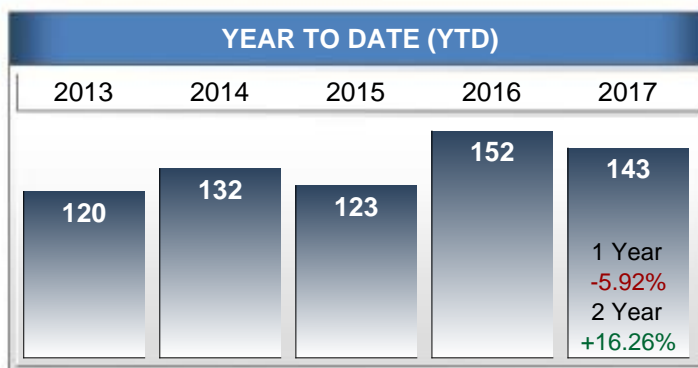
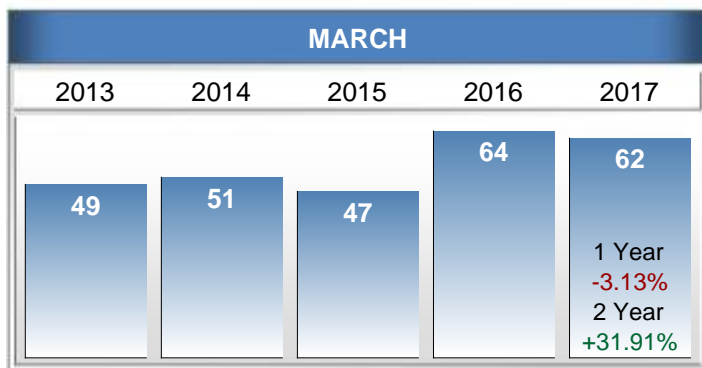
Closed Sales as of Apr 11, 2017



Closed Listings

Report Produced on: Apr 11, 2017

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	3.23%	42.5	2	0	0	0
\$10,001 - \$20,000	8	12.90%	20.0	6	2	0	0
\$20,001 - \$40,000	14	22.58%	21.5	7	5	2	0
\$40,001 - \$80,000	12	19.35%	53.0	4	6	2	0
\$80,001 - \$130,000	11	17.74%	28.0	3	7	1	0
\$130,001 - \$160,000	8	12.90%	56.0	1	5	2	0
\$160,001 and up	7	11.29%	62.0	1	5	1	0
Total Closed Units:	62		30.5	24	30	8	0.00B
Total Closed Volume:	5,611,166			1.84M	2.93M	847.30K	\$0
Median Closed Price:	\$59,750			\$32,500	\$87,500	\$84,450	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

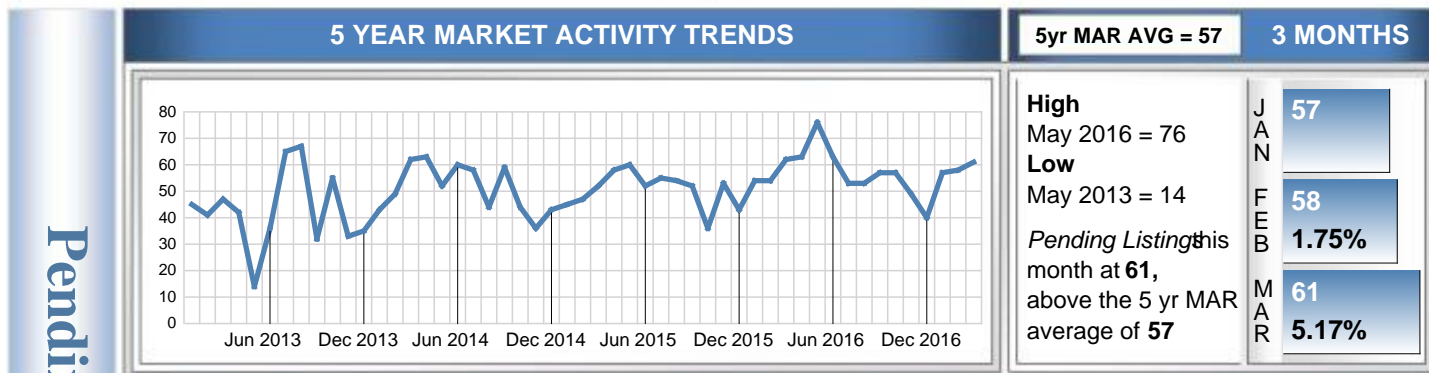
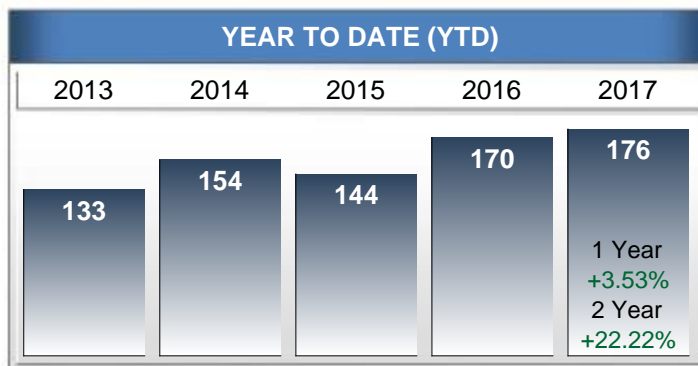
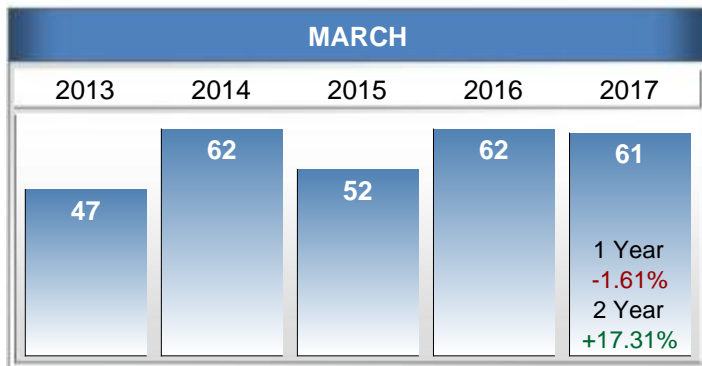
Pending Listings as of Apr 11, 2017



Pending Listings

Report Produced on: Apr 11, 2017

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+	
\$20,000 and less	3	4.92%	10.0	1	2	0	0	
\$20,001 \$30,000	6	9.84%	41.5	4	1	1	0	
\$30,001 \$50,000	11	18.03%	14.0	6	4	0	1	
\$50,001 \$90,000	15	24.59%	63.0	4	7	4	0	
\$90,001 \$130,000	12	19.67%	85.0	0	12	0	0	
\$130,001 \$190,000	7	11.48%	29.0	0	7	0	0	
\$190,001 and up	7	11.48%	55.0	1	3	3	0	
Total Pending Units: 61				46.0	16	36	8	1
Total Pending Volume: 6,472,049					1.45M	3.72M	1.26M	42.00K
Median Listing Price: \$79,000					\$36,950	\$98,750	\$89,450	\$42,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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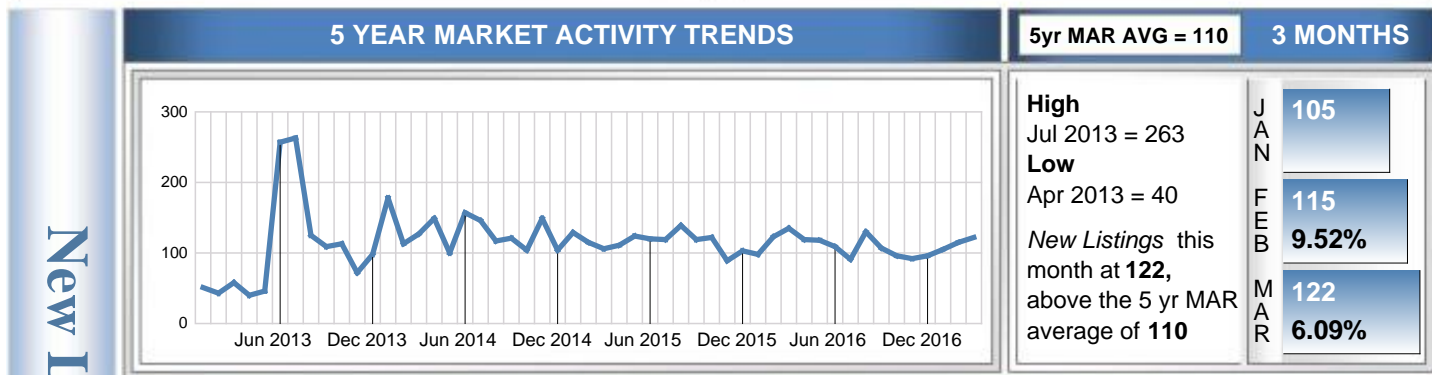
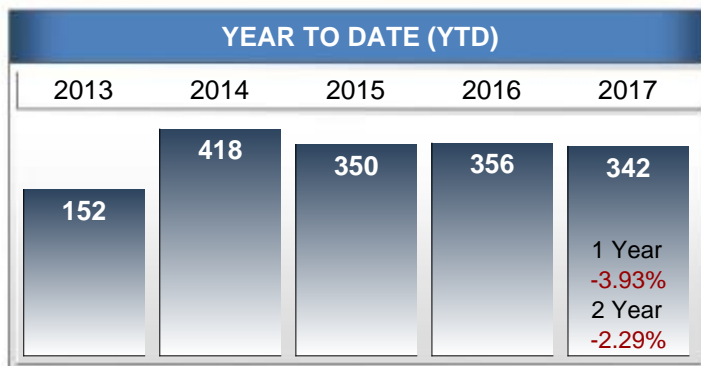
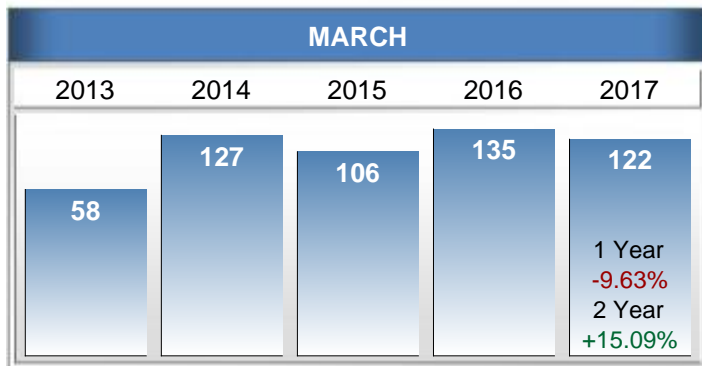
New Listings as of Apr 11, 2017



New Listings

Report Produced on: Apr 11, 2017

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+
\$20,000 and less	11	9.02%	8	3	0	0
\$20,001 \$40,000	15	12.30%	10	3	2	0
\$40,001 \$50,000	12	9.84%	8	4	0	0
\$50,001 \$110,000	37	30.33%	10	24	1	2
\$110,001 \$170,000	19	15.57%	2	12	5	0
\$170,001 \$290,000	15	12.30%	2	9	3	1
\$290,001 and up	13	10.66%	8	1	2	2
Total New Listed Units:			48	56	13	5
Total New Listed Volume:			8.20M	6.45M	2.46M	1.31M
Median New Listed Listing Price:			\$49,500	\$87,100	\$149,900	\$275,000



Monthly Inventory Analysis

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March 2017

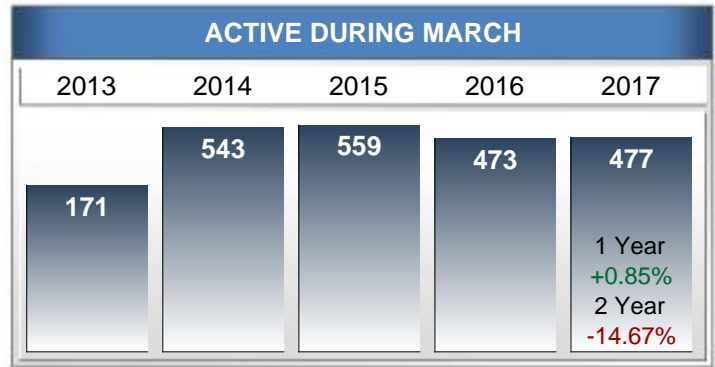
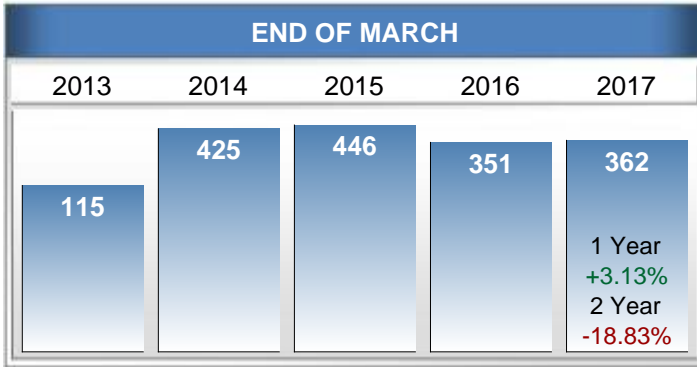
Active Inventory as of Apr 11, 2017



Active Inventory

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



Active Inventory

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5yr MAR AVG = 340 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **362**, above the 5 yr MAR average of **340**

JAN	352
FEB	357
MAR	362

1.42% (Feb vs Mar)
1.40% (Mar vs current)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	23	6.35%	50.0	23	0	0	0		
\$10,001 - \$40,000	51	14.09%	48.0	42	8	1	0		
\$40,001 - \$60,000	56	15.47%	51.5	26	26	1	3		
\$60,001 - \$120,000	87	24.03%	56.0	28	51	7	1		
\$120,001 - \$190,000	61	16.85%	58.0	12	36	11	2		
\$190,001 - \$310,000	47	12.98%	60.0	9	17	18	3		
\$310,001 and up	37	10.22%	69.0	25	3	4	5		
Total Active Inventory by Units:				362	55.5	165	141	42	14
Total Active Inventory by Volume:				58,776,038		30.04M	17.11M	8.24M	3.38M
Median Active Inventory Listing Price:				\$90,000		\$52,000	\$109,000	\$196,950	\$234,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

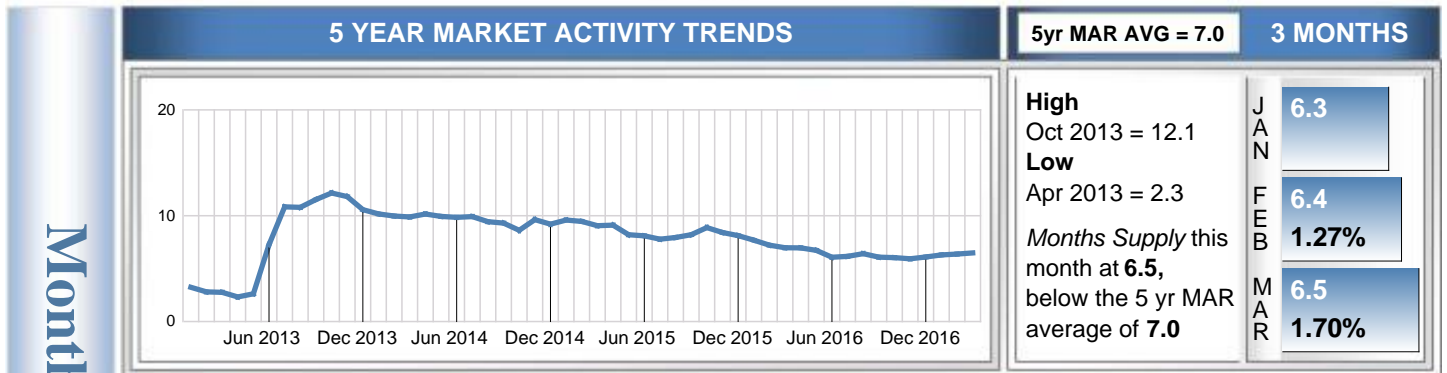
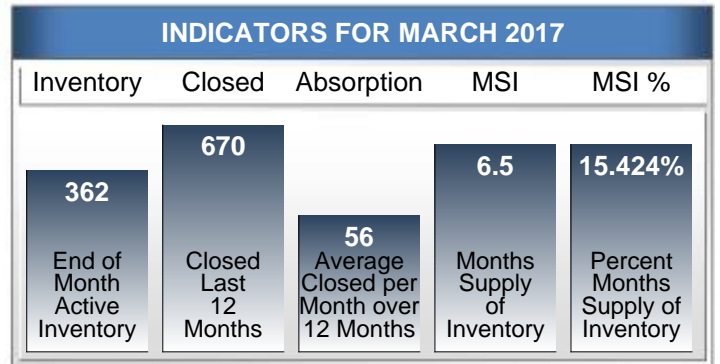
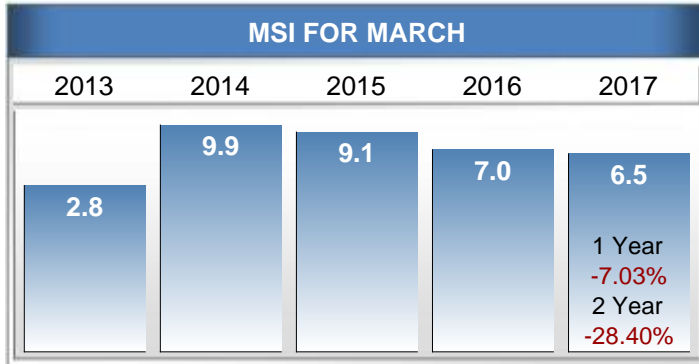
Active Inventory as of Apr 11, 2017



Months Supply of Inventory

Report Produced on: Apr 11, 2017

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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	23	6.35%	9.5	14.5	0.0	0.0	0.0	
\$10,001 \$40,000	51	14.09%	3.8	5.7	1.5	1.3	0.0	
\$40,001 \$60,000	56	15.47%	9.0	10.4	7.8	3.0	36.0	
\$60,001 \$120,000	87	24.03%	5.3	13.4	3.9	6.0	0.0	
\$120,001 \$190,000	61	16.85%	5.2	11.1	4.3	6.0	6.0	
\$190,001 \$310,000	47	12.98%	9.4	21.6	7.6	8.6	12.0	
\$310,001 and up	37	10.22%	63.4	300.0	36.0	12.0	60.0	
MSI:	6.5			10.9	4.3	6.2	16.8	
Total Active Inventory:	362			165	141	42	14	

Months Supply

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2017

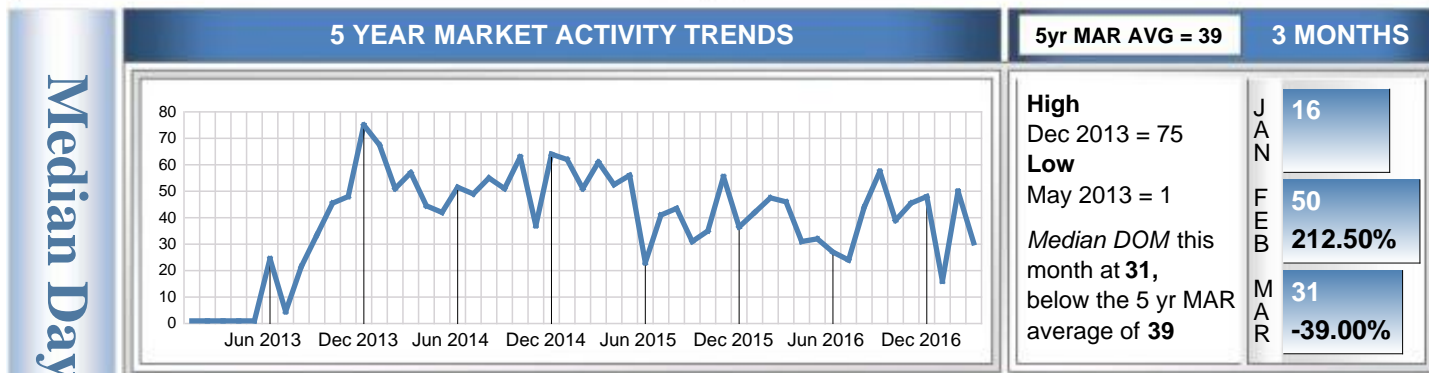
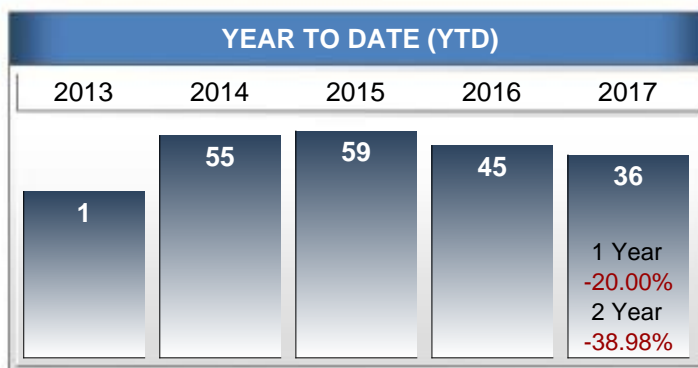
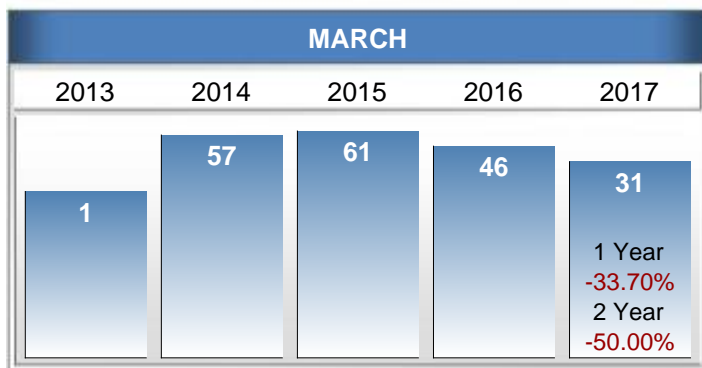
Closed Sales as of Apr 11, 2017



Median Days on Market to Sale

Report Produced on: Apr 11, 2017

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			3.23%	42.5	42.5	0.0	0.0	0.0
\$10,001 \$20,000	8			12.90%	20.0	13.0	47.5	0.0	0.0
\$20,001 \$40,000	14			22.58%	21.5	16.0	22.0	61.0	0.0
\$40,001 \$80,000	12			19.35%	53.0	94.0	35.5	86.0	0.0
\$80,001 \$130,000	11			17.74%	28.0	30.0	15.0	29.0	0.0
\$130,001 \$160,000	8			12.90%	56.0	34.0	16.0	131.5	0.0
\$160,001 and up	7			11.29%	62.0	38.0	82.0	62.0	0.0
Median Closed DOM:	30.5					28.5	25.0	85.5	0.0
Total Closed Units:	62					24	30	8	
Total Closed Volume:	5,611,166					1.84M	2.93M	847.30K	0.00B



Monthly Inventory Analysis

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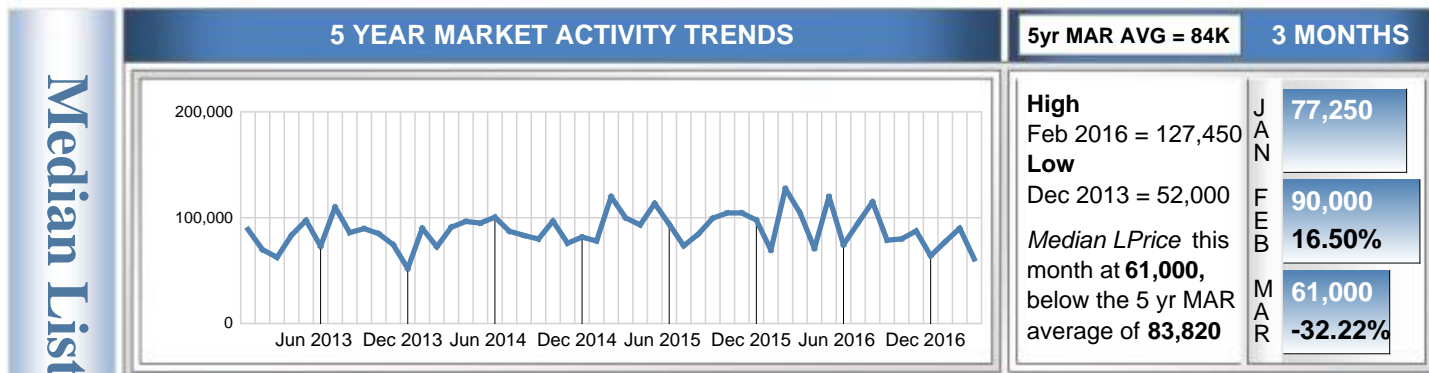
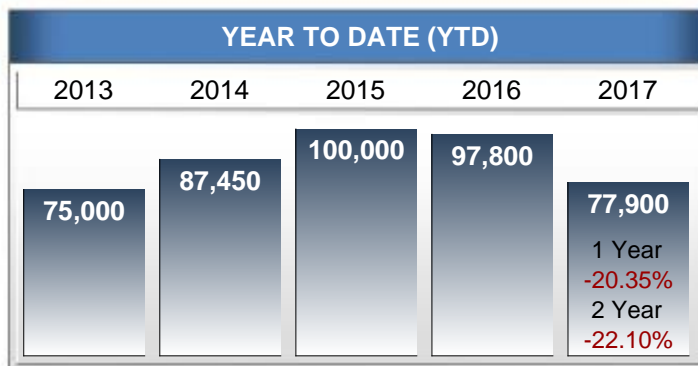
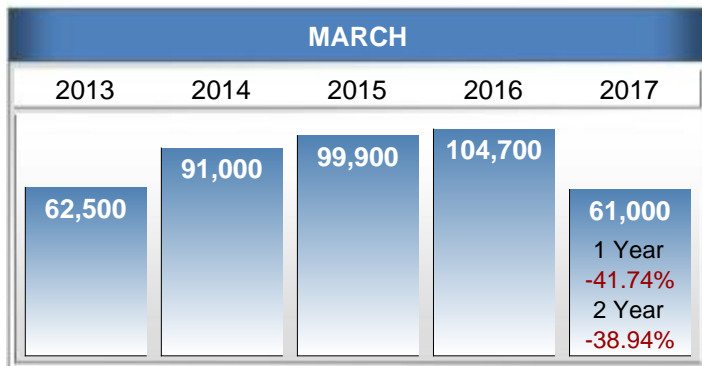
Closed Sales as of Apr 11, 2017



Median List Price at Closing

Report Produced on: Apr 11, 2017

Area Delimited by County Of Muskogee



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%	62	0	0	0	0
\$10,001 - \$20,000	7		11.29%	16,500	13,000	17,200	0	0
\$20,001 - \$40,000	17		27.42%	28,500	28,900	28,140	24,900	0
\$40,001 - \$80,000	12		19.35%	58,700	59,500	57,900	60,700	0
\$80,001 - \$130,000	11		17.74%	109,000	124,900	109,000	89,900	0
\$130,001 - \$160,000	7		11.29%	147,000	0	144,900	157,450	0
\$160,001 and up	8		12.90%	209,000	504,500	199,000	285,000	0
Median List Price:	\$61,000				\$34,167	\$87,500	\$82,400	\$0
Total Closed Units:	62				24	30	8	
Total List Volume:	5,851,313				1.96M	3.03M	861.00K	0.00B



Monthly Inventory Analysis

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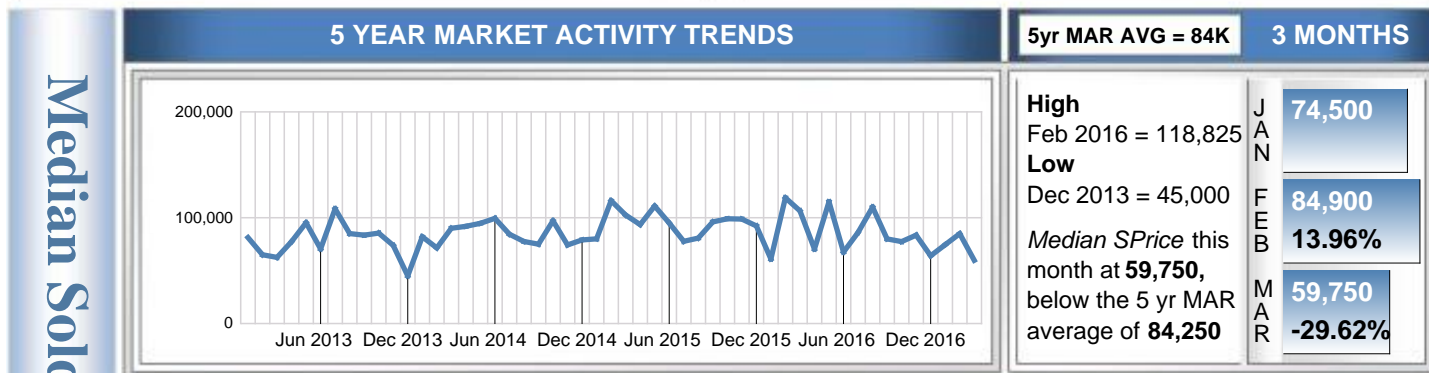
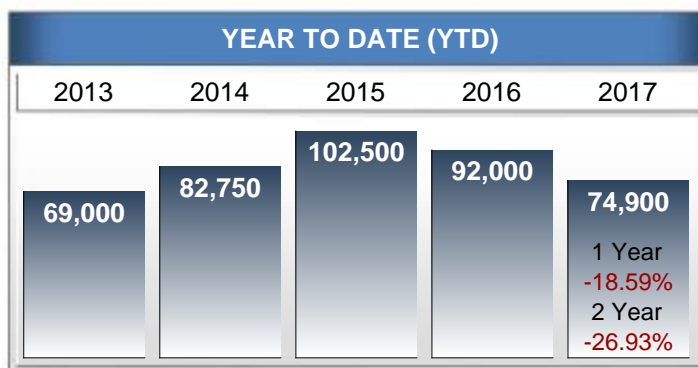
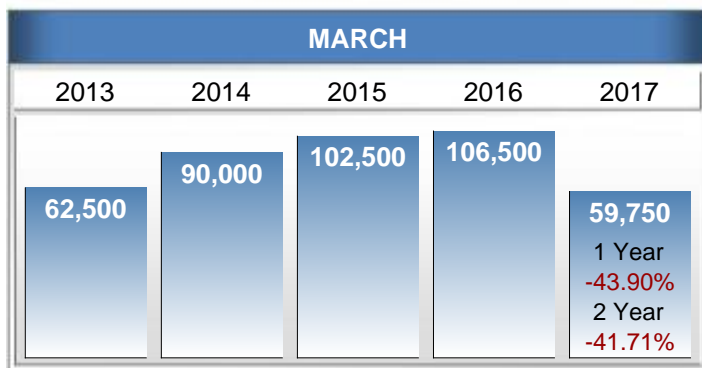
Closed Sales as of Apr 11, 2017



Median Sold Price at Closing

Report Produced on: Apr 11, 2017

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			3.23%	8,750	8,750	0	0	0
\$10,001 - \$20,000	8			12.90%	17,700	18,750	17,200	0	0
\$20,001 - \$40,000	14			22.58%	28,800	31,500	28,100	24,950	0
\$40,001 - \$80,000	12			19.35%	57,250	56,500	61,750	60,700	0
\$80,001 - \$130,000	11			17.74%	105,000	105,000	105,000	94,000	0
\$130,001 - \$160,000	8			12.90%	147,750	158,000	144,900	152,500	0
\$160,001 and up	7			11.29%	195,000	800,000	187,000	277,000	0
Median Closed Price:	\$59,750					\$32,500	\$87,500	\$84,450	\$0
Total Closed Units:	62					24	30	8	
Total Closed Volume:	5,611,166					1.84M	2.93M	847.30K	0.00B



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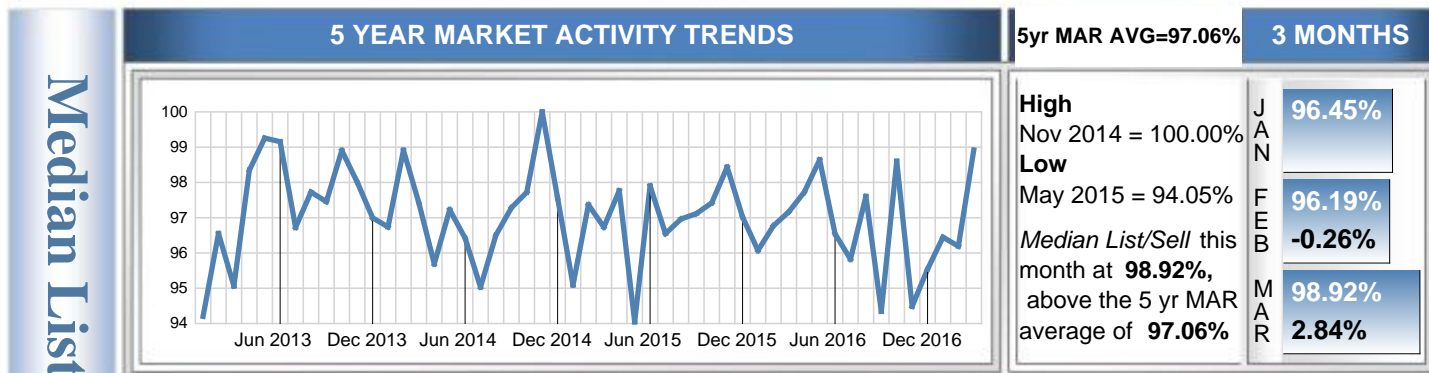
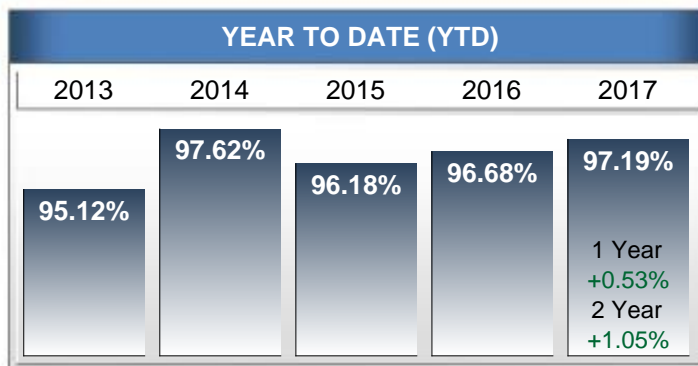
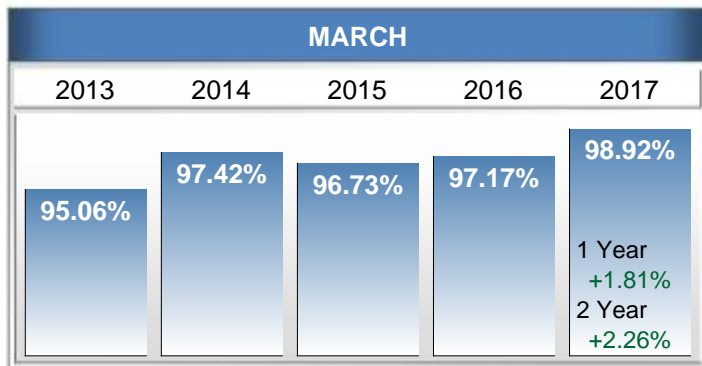
Closed Sales as of Apr 11, 2017



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	2	3.23%	75.09%	75.09%	0.00%	0.00%	0.00%
\$10,001 \$20,000	8	12.90%	89.80%	83.97%	100.00%	0.00%	0.00%
\$20,001 \$40,000	14	22.58%	100.00%	100.00%	96.49%	100.20%	0.00%
\$40,001 \$80,000	12	19.35%	100.00%	98.00%	97.50%	100.00%	0.00%
\$80,001 \$130,000	11	17.74%	100.00%	91.58%	100.00%	104.56%	0.00%
\$130,001 \$160,000	8	12.90%	98.26%	93.49%	100.00%	96.84%	0.00%
\$160,001 and up	7	11.29%	95.24%	95.24%	92.96%	97.19%	0.00%
Median List/Sell Ratio:	98.92%			93.27%	100.00%	100.00%	0.00%
Total Closed Units:	62			24	30	8	
Total Closed Volume:	5,611,166			1.84M	2.93M	847.30K	0.00B



Monthly Inventory Analysis

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March 2017

Inventory as of Apr 11, 2017



Market Summary

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

Active Inventory as of March 31, 2017 = 362

	MARCH			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	64	62	-3.13%	152	143	-5.92%
Pending Sales	62	61	-1.61%	170	176	3.53%
New Listings	135	122	-9.63%	356	342	-3.93%
Median List Price	104,700	61,000	-41.74%	97,800	77,900	-20.35%
Median Sale Price	106,500	59,750	-43.90%	92,000	74,900	-18.59%
Median Percent of List Price to Selling Price	97.17%	98.92%	1.81%	96.68%	97.19%	0.53%
Median Days on Market to Sale	46.00	30.50	-33.70%	45.00	36.00	-20.00%
Monthly Inventory	351	362	3.13%	351	362	3.13%
Months Supply of Inventory	6.97	6.48	-7.03%	6.97	6.48	-7.03%

