



November 2015

Area Delimited by County Of Muskogee

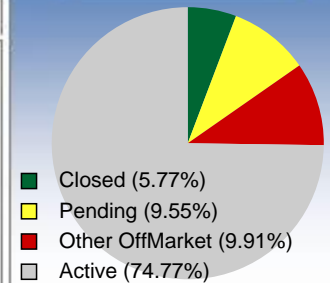


Absorption: Last 12 months, an Average of **47** Sales/Month

Active Inventory as of November 30, 2015 = **415**

	NOVEMBER		
	2014	2015	+/- %
Closed Listings	38	32	-15.79%
Pending Listings	36	53	47.22%
New Listings	149	90	-39.60%
Average List Price	74,288	105,403	41.88%
Average Sale Price	72,443	103,432	42.78%
Average Percent of List Price to Selling Price	97.12%	97.51%	0.40%
Average Days on Market to Sale	53.45	62.19	16.35%
End of Month Inventory	480	415	-13.54%
Months Supply of Inventory	9.71	8.85	-8.93%

Market Activity



Monthly Inventory Analysis

Report Produced on: Dec 17, 2015

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 November 2015 decreased **13.54%** to 415 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **8.85** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **42.78%** in November 2015 to \$103,432 versus the previous year at \$72,443.

Average Days on Market Lengthens

The average number of **62.19** days that homes spent on the market before selling increased by 8.74 days or **16.35%** in November 2015 compared to last year's same month at **53.45** DOM.

Sales Success for November 2015 is Positive

Overall, with Average Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 90 New Listings in November 2015, down **39.60%** from last year at 149. Furthermore, there were 32 Closed Listings this month versus last year at 38, a **-15.79%** decrease.

Closed versus Listed trends yielded a **35.6%** ratio, up from last year's November 2015 at **25.5%**, a **39.42%** 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.

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

Data from the Greater Tulsa Association of REALTORS®

November 2015

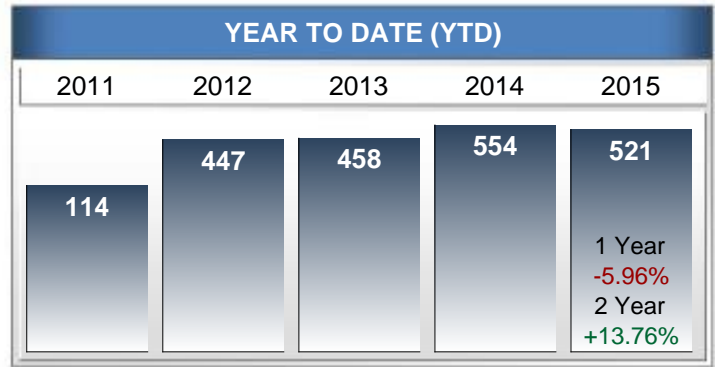
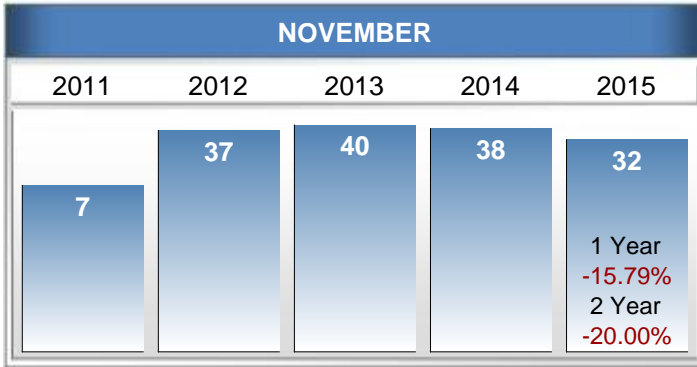
Closed Sales as of Dec 17, 2015



Closed Listings

Report Produced on: Dec 17, 2015

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+
\$30,000 and less	3	9.38%	67.7	2	0	1	0
\$30,001 - \$50,000	3	9.38%	37.7	1	2	0	0
\$50,001 - \$80,000	5	15.63%	17.4	3	2	0	0
\$80,001 - \$110,000	9	28.13%	70.7	1	8	0	0
\$110,001 - \$130,000	2	6.25%	75.0	0	2	0	0
\$130,001 - \$180,000	6	18.75%	68.0	1	3	2	0
\$180,001 and up	4	12.50%	98.3	0	3	1	0
Total Closed Units: 32				62.2			
Total Closed Volume:		3,309,817	489.16K		2.27M	552.10K	0.00B
Average Closed Price:		\$103,432	\$61,145		\$113,428	\$138,025	\$0



Monthly Inventory Analysis

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November 2015

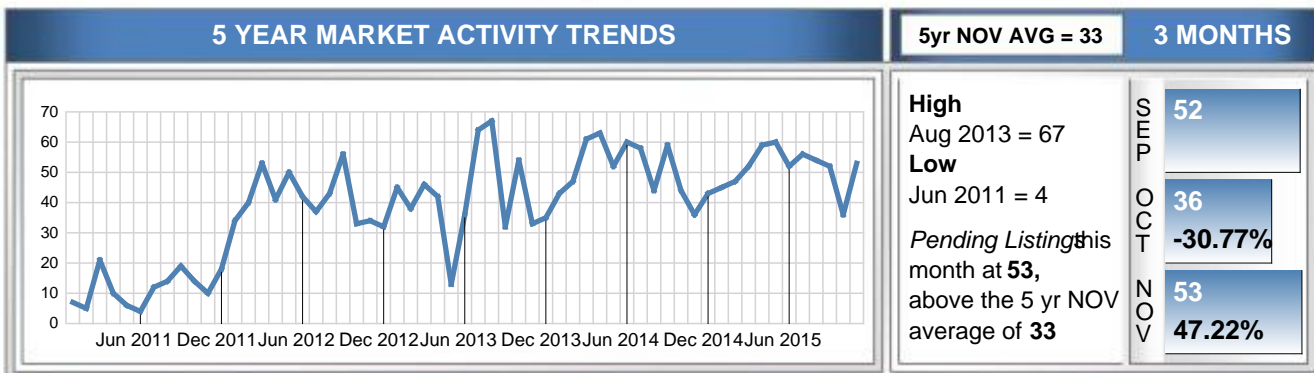
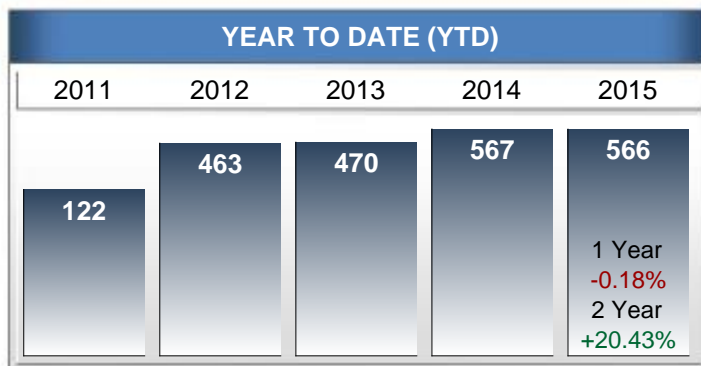
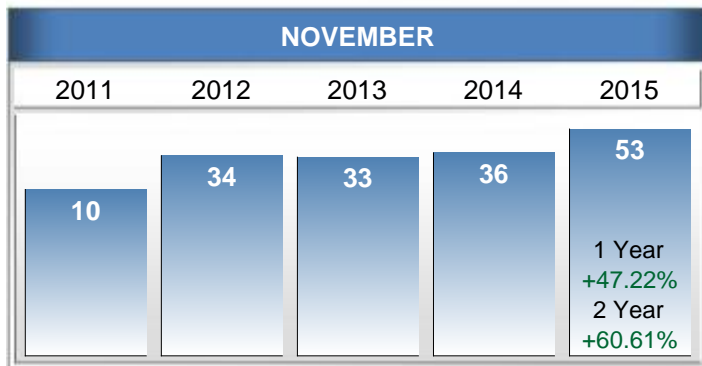
Pending Listings as of Dec 17, 2015



Pending Listings

Report Produced on: Dec 17, 2015

Area Delimited by County Of Muskogee



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-\$10,000	11	20.75%	36.2	11	0	0	0
\$10,001-\$30,000	9	16.98%	53.3	6	2	1	0
\$30,001-\$80,000	12	22.64%	58.5	6	6	0	0
\$80,001-\$140,000	8	15.09%	52.1	1	6	1	0
\$140,001-\$190,000	6	11.32%	84.3	0	5	1	0
\$190,001 and up	7	13.21%	60.3	1	3	3	0
Total Pending Units: 53				25	22	6	
Total Pending Volume: 4,399,100				777.30K	2.61M	1.01M	0.00B
Average Listing Price: \$47,240				\$31,092	\$118,782	\$168,100	\$0

Pending Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2015

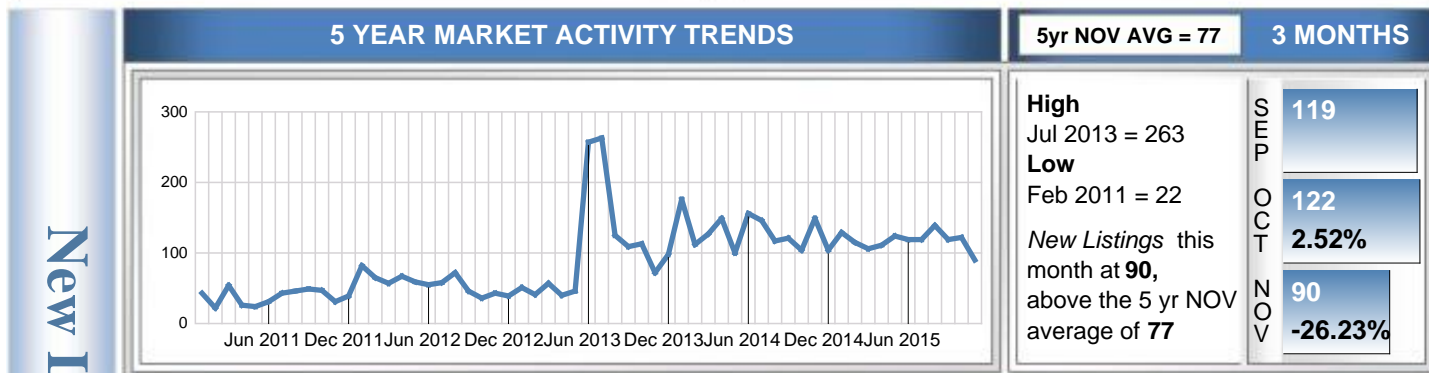
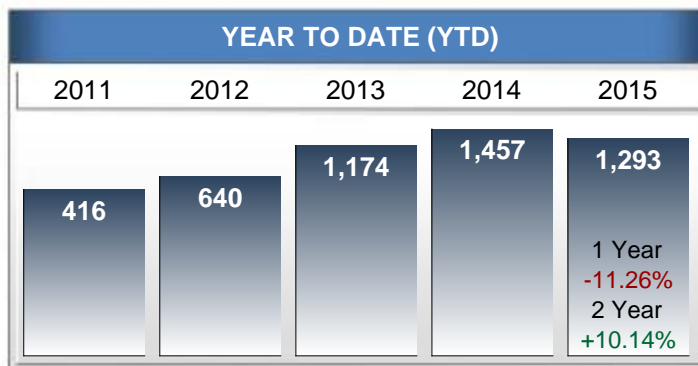
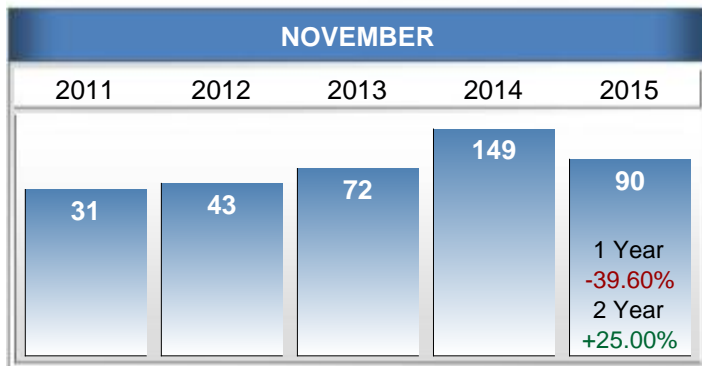
New Listings as of Dec 17, 2015



New Listings

Report Produced on: Dec 17, 2015

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	7	7.78%	6	0	1	0
\$30,001 - \$40,000	8	8.89%	1	6	1	0
\$40,001 - \$70,000	15	16.67%	8	4	2	1
\$70,001 - \$130,000	23	25.56%	4	18	1	0
\$130,001 - \$180,000	17	18.89%	3	7	6	1
\$180,001 - \$220,000	7	7.78%	3	2	2	0
\$220,001 and up	13	14.44%	4	3	6	0
Total New Listed Units:			29	40	19	2
Total New Listed Volume:			3.20M	4.31M	4.26M	234.90K
Average New Listed Listing Price:			\$110,203	\$107,707	\$224,189	\$117,450



Monthly Inventory Analysis

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November 2015

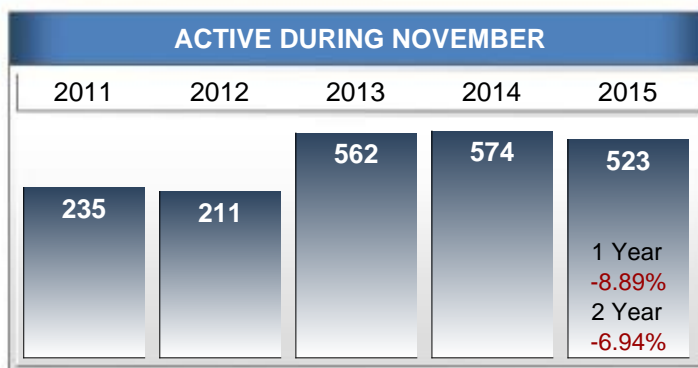
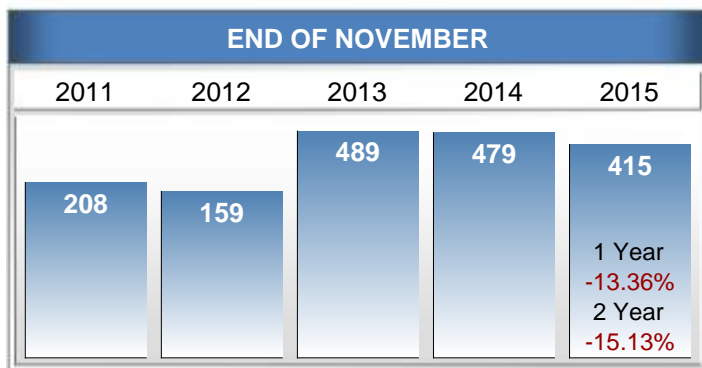
Active Inventory as of Dec 17, 2015



Active Inventory

Report Produced on: Dec 17, 2015

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Active Inventory

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5yr NOV AVG = 350 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 95

Inventory this month at **415**, above the 5 yr NOV average of **350**

SEP	406
OCT	433
NOV	415
6.65%	

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	61	14.70%	79.0	54	6	1	0		
\$25,001-\$50,000	64	15.42%	87.1	41	20	3	0		
\$50,001-\$125,000	122	29.40%	74.7	32	76	13	1		
\$125,001-\$175,000	58	13.98%	74.5	12	34	12	0		
\$175,001-\$275,000	64	15.42%	86.9	12	28	20	4		
\$275,001 and up	46	11.08%	93.0	19	12	12	3		
Total Active Inventory by Units:				415	81.1	170	176	61	8
Total Active Inventory by Volume:				64,500,725		25.08M	24.00M	13.02M	2.41M
Average Active Inventory Listing Price:				\$155,423		\$147,507	\$136,368	\$213,411	\$300,713



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

November 2015

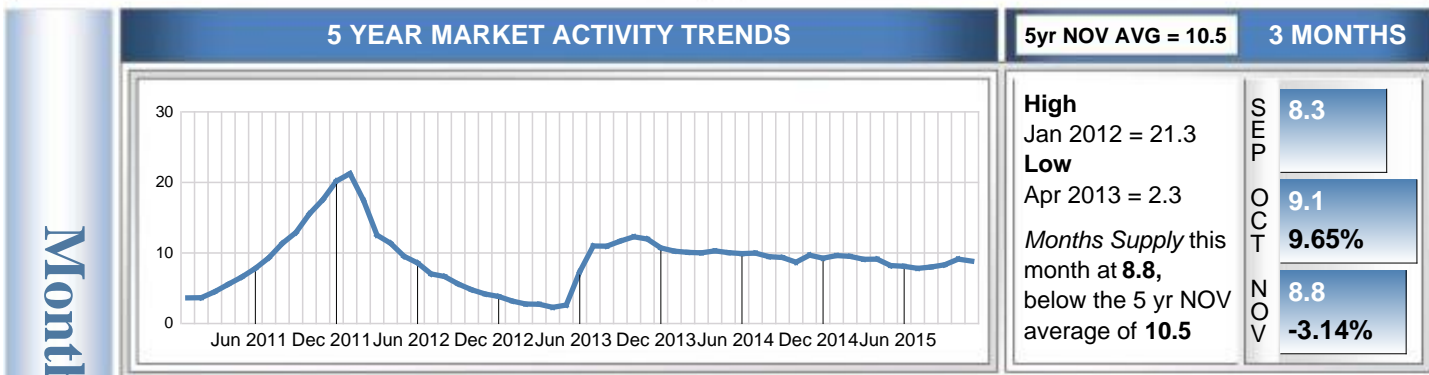
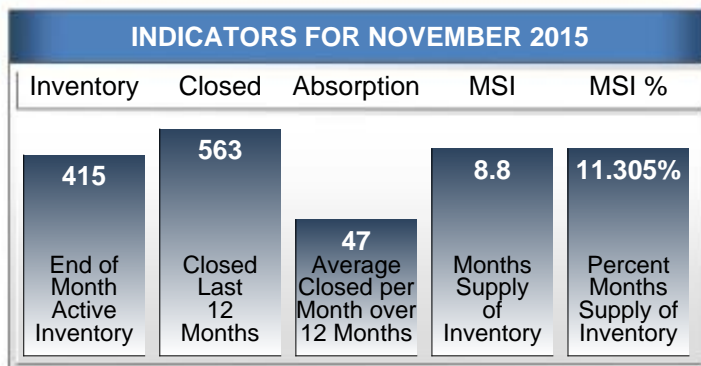
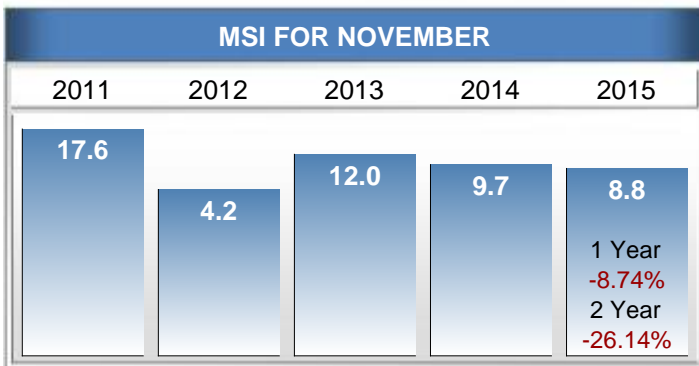
Active Inventory as of Dec 17, 2015



Months Supply of Inventory

Report Produced on: Dec 17, 2015

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+
\$10,000 and less	23	5.54%	34.5	60.0	0.0	0.0	0.0
\$10,001 \$30,000	50	12.05%	7.5	11.2	3.1	4.0	0.0
\$30,001 \$60,000	70	16.87%	9.2	13.3	5.4	20.0	12.0
\$60,001 \$120,000	93	22.41%	6.0	9.7	5.1	8.6	0.0
\$120,001 \$190,000	82	19.76%	7.3	18.5	5.8	8.0	12.0
\$190,001 \$280,000	51	12.29%	13.9	24.0	17.6	9.7	8.0
\$280,001 and up	46	11.08%	29.1	22.8	72.0	24.0	36.0
MSI:	8.8			14.8	6.2	9.8	9.6
Total Active Inventory:	415			170	176	61	8



Monthly Inventory Analysis

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November 2015

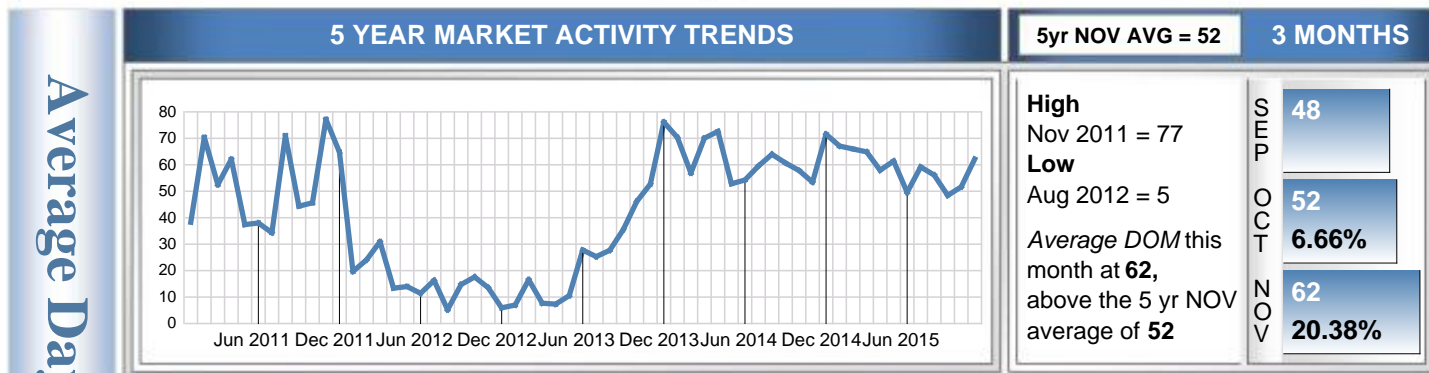
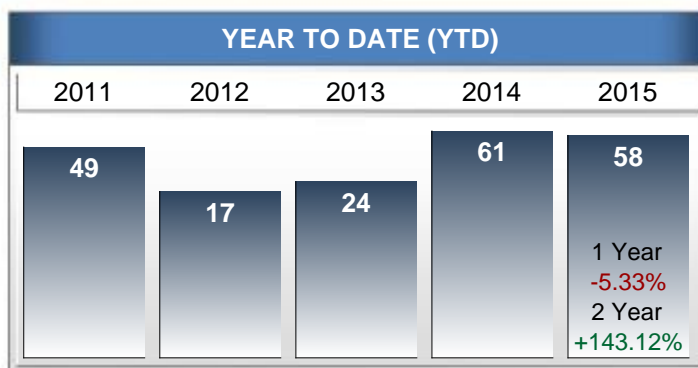
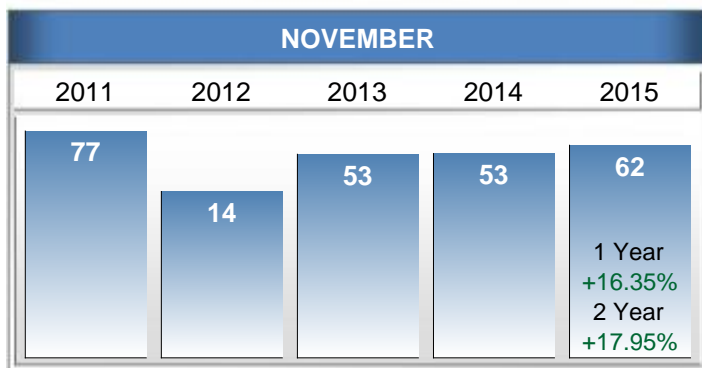
Closed Sales as of Dec 17, 2015



Average Days on Market to Sale

Report Produced on: Dec 17, 2015

Area Delimited by County Of Muskogee



Average Days on Market

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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+
\$30,000 and less	3	9.38%	67.7	77.5	0.0	48.0	0.0
\$30,001 - \$50,000	3	9.38%	37.7	27.0	43.0	0.0	0.0
\$50,001 - \$80,000	5	15.63%	17.4	27.0	3.0	0.0	0.0
\$80,001 - \$110,000	9	28.13%	70.7	42.0	74.3	0.0	0.0
\$110,001 - \$130,000	2	6.25%	75.0	0.0	75.0	0.0	0.0
\$130,001 - \$180,000	6	18.75%	68.0	135.0	57.3	50.5	0.0
\$180,001 and up	4	12.50%	98.3	0.0	128.7	7.0	0.0
Average Closed DOM: 62.2				55.0	69.7	39.0	0.0
Total Closed Units: 32				8	20	4	
Total Closed Volume: 3,309,817				489.16K	2.27M	552.10K	0.00B



Monthly Inventory Analysis

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November 2015

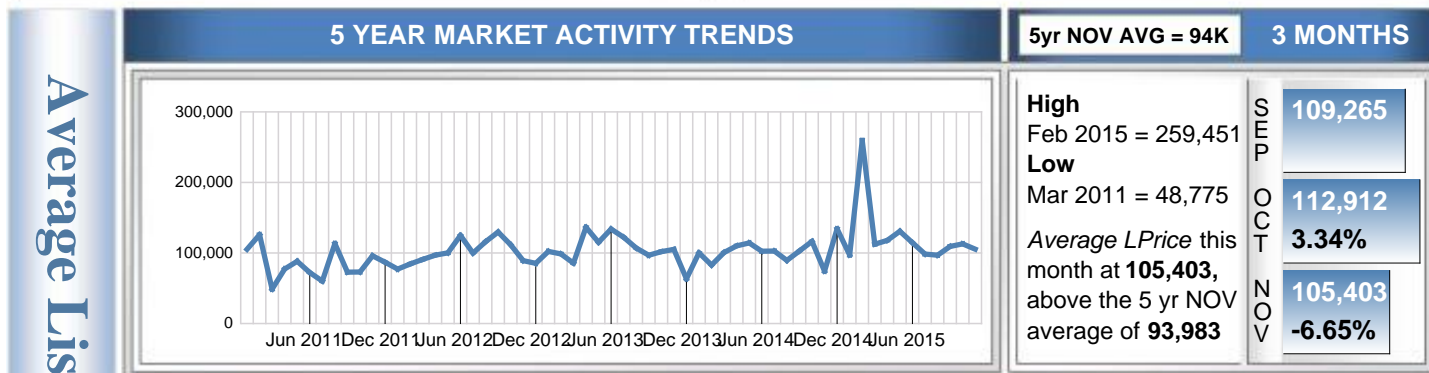
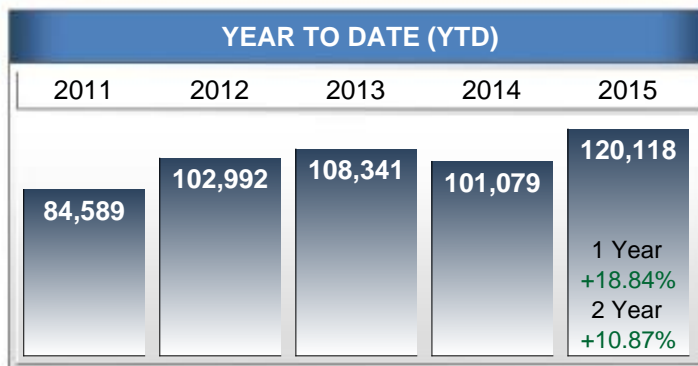
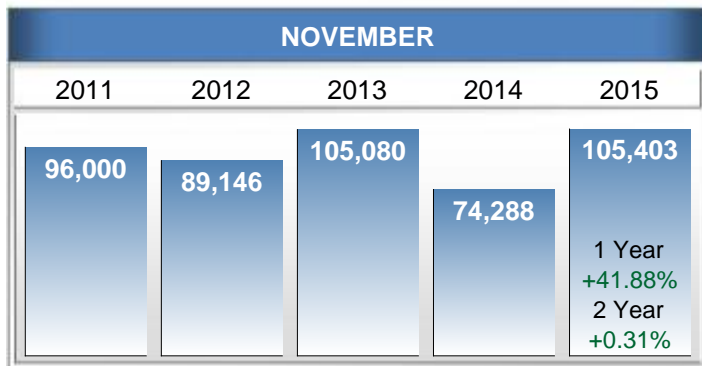
Closed Sales as of Dec 17, 2015



Average List Price at Closing

Report Produced on: Dec 17, 2015

Area Delimited by County Of Muskogee



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$30,000 and less	2		6.25%	28,950	29,750	0	29,900	0
\$30,001 \$50,000	4		12.50%	37,225	36,000	43,950	0	0
\$50,001 \$80,000	5		15.63%	59,140	56,100	60,450	0	0
\$80,001 \$110,000	10		31.25%	100,630	110,000	98,425	0	0
\$110,001 \$130,000	2		6.25%	128,500	0	118,950	0	0
\$130,001 \$180,000	5		15.63%	151,540	134,900	135,933	171,500	0
\$180,001 and up	4		12.50%	212,350	0	216,500	199,900	0
Average List Price:	\$105,403				\$63,588	\$114,570	\$143,200	\$0
Total Closed Units:	32				8	20	4	
Total List Volume:	3,372,900				508.70K	2.29M	572.80K	0.00B



Monthly Inventory Analysis

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November 2015

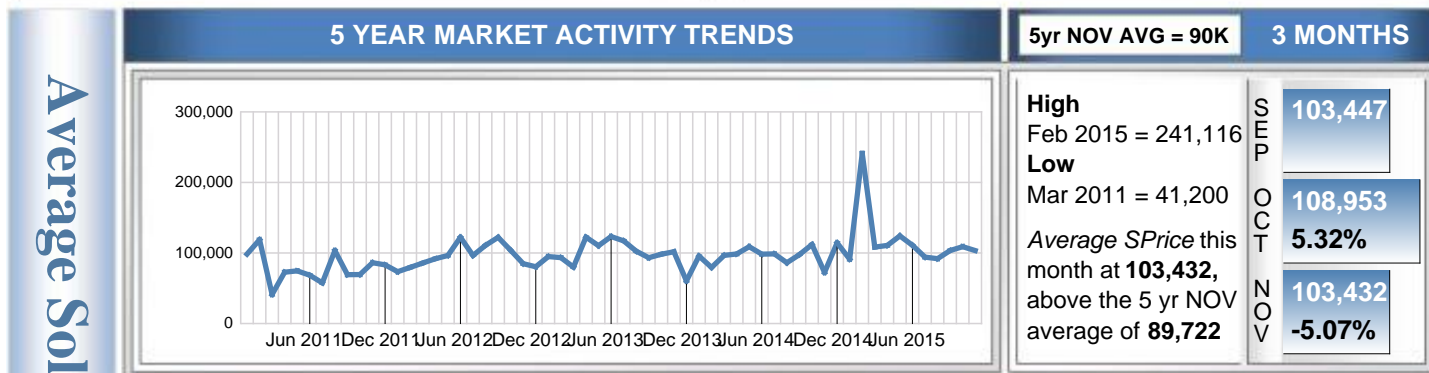
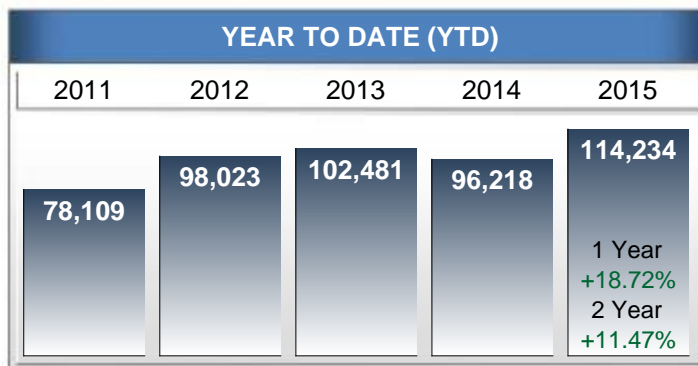
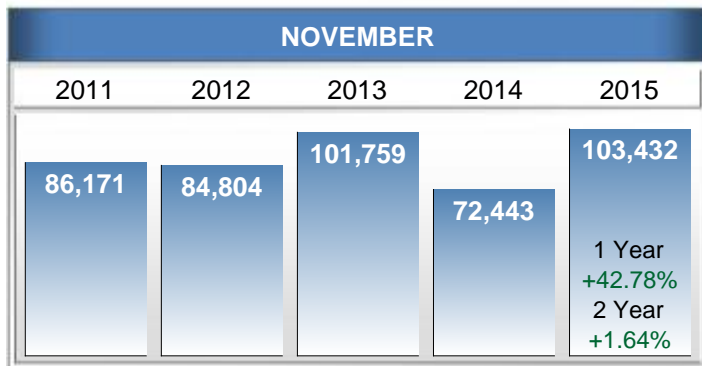
Closed Sales as of Dec 17, 2015



Average Sold Price at Closing

Report Produced on: Dec 17, 2015

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+
\$30,000 and less	3	9.38%	25,333	24,250	0	27,500	0
\$30,001 - \$50,000	3	9.38%	38,833	34,500	41,000	0	0
\$50,001 - \$80,000	5	15.63%	58,323	55,920	61,929	0	0
\$80,001 - \$110,000	9	28.13%	97,756	103,500	97,038	0	0
\$110,001 - \$130,000	2	6.25%	120,500	0	120,500	0	0
\$130,001 - \$180,000	6	18.75%	147,134	134,900	137,800	167,250	0
\$180,001 and up	4	12.50%	205,525	0	210,667	190,100	0
Average Closed Price:	\$103,432			\$61,145	\$113,428	\$138,025	\$0
Total Closed Units:	32			8	20	4	
Total Closed Volume:	3,309,817			489.16K	2.27M	552.10K	0.00B



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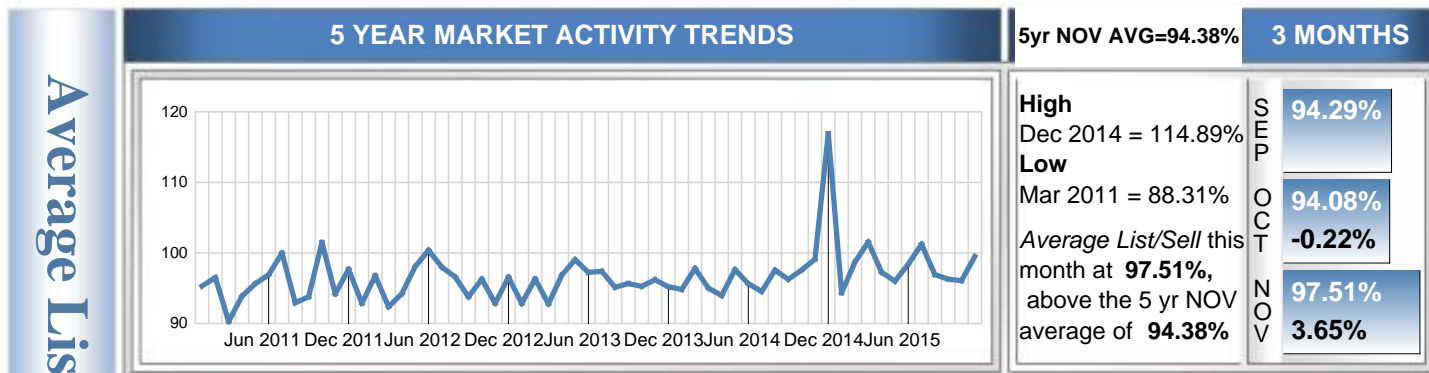
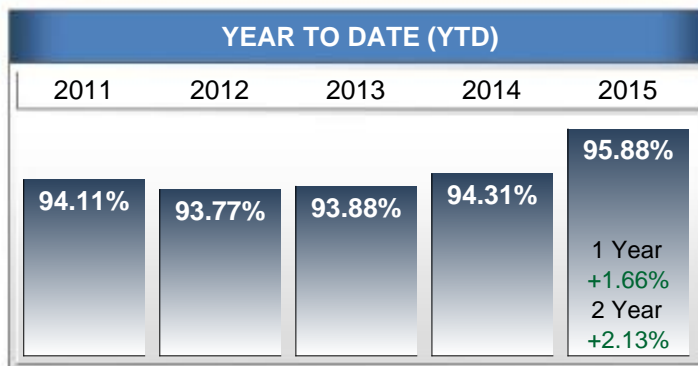
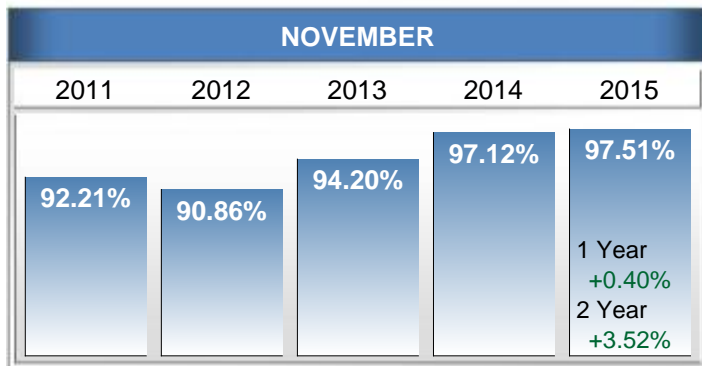
Closed Sales as of Dec 17, 2015



Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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+
\$30,000 and less	3	9.38%	85.62%	82.44%	0.00%	91.97%	0.00%
\$30,001 - \$50,000	3	9.38%	94.67%	95.83%	94.09%	0.00%	0.00%
\$50,001 - \$80,000	5	15.63%	101.33%	100.58%	102.46%	0.00%	0.00%
\$80,001 - \$110,000	9	28.13%	98.16%	94.09%	98.66%	0.00%	0.00%
\$110,001 - \$130,000	2	6.25%	101.42%	0.00%	101.42%	0.00%	0.00%
\$130,001 - \$180,000	6	18.75%	99.91%	100.00%	101.49%	97.50%	0.00%
\$180,001 and up	4	12.50%	96.77%	0.00%	97.33%	95.10%	0.00%
Average List/Sell Ratio: 97.50%				94.57%	99.09%	95.52%	0.00%
Total Closed Units: 32				8	20	4	
Total Closed Volume: 3,309,817				489.16K	2.27M	552.10K	0.00B



Monthly Inventory Analysis

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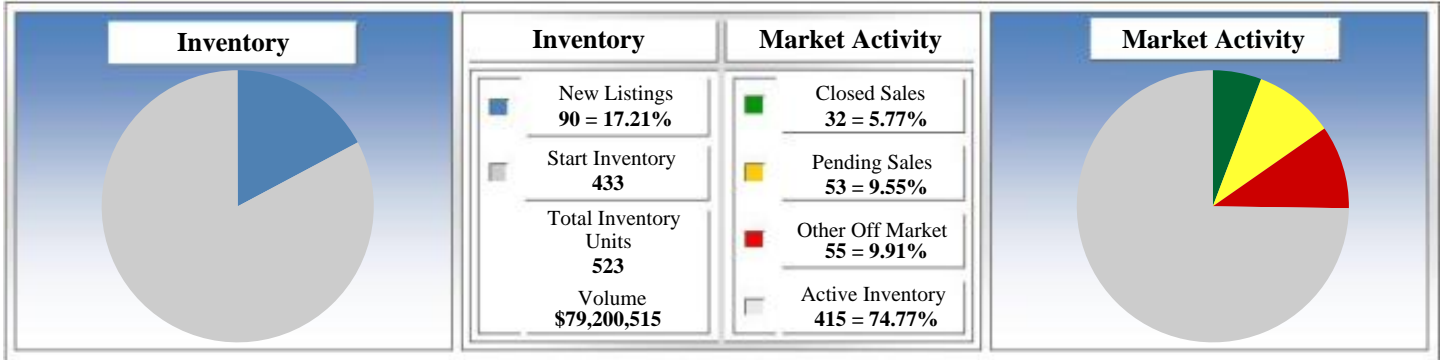
Inventory as of Dec 17, 2015



Market Summary

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Area Delimited by County Of Muskogee



Absorption: Last 12 months, an Average of 47 Sales/Month

Active Inventory as of November 30, 2015 = 415

	NOVEMBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	38	32	-15.79%	554	521	-5.96%
Pending Sales	36	53	47.22%	567	566	-0.18%
New Listings	149	90	-39.60%	1,457	1,293	-11.26%
Average List Price	74,288	105,403	41.88%	101,079	120,118	18.84%
Average Sale Price	72,443	103,432	42.78%	96,218	114,234	18.72%
Average Percent of List Price to Selling Price	97.12%	97.51%	0.40%	94.31%	95.88%	1.66%
Average Days on Market to Sale	53.45	62.19	16.35%	61.31	58.05	-5.33%
Monthly Inventory	480	415	-13.54%	480	415	-13.54%
Months Supply of Inventory	9.71	8.85	-8.93%	9.71	8.85	-8.93%

