



October 2015

Area Delimited by County Of Muskogee

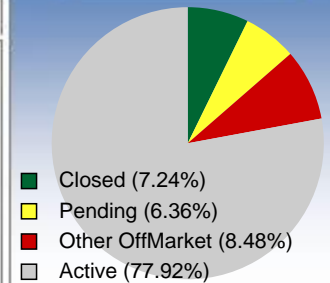


Absorption: Last 12 months, an Average of **47** Sales/Month

Active Inventory as of October 31, 2015 = **441**

	OCTOBER		
	2014	2015	+/- %
Closed Listings	56	41	-26.79%
Pending Listings	43	36	-16.28%
New Listings	104	121	16.35%
Average List Price	114,914	112,912	-1.74%
Average Sale Price	110,791	108,953	-1.66%
Average Percent of List Price to Selling Price	95.70%	94.08%	-1.70%
Average Days on Market to Sale	56.48	51.66	-8.54%
End of Month Inventory	431	441	2.32%
Months Supply of Inventory	8.83	9.48	7.45%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 10, 2015

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 October 2015 rose **2.32%** to 441 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 **9.48** 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 **1.66%** in October 2015 to \$108,953 versus the previous year at \$110,791.

Average Days on Market Shortens

The average number of **51.66** days that homes spent on the market before selling decreased by 4.82 days or **8.54%** in October 2015 compared to last year's same month at **56.48** DOM.

Sales Success for October 2015 is Positive

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

There were 121 New Listings in October 2015, up **16.35%** from last year at 104. Furthermore, there were 41 Closed Listings this month versus last year at 56, a **-26.79%** decrease.

Closed versus Listed trends yielded a **33.9%** ratio, down from last year's October 2015 at **53.8%**, a **37.07%** downswing. 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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October 2015

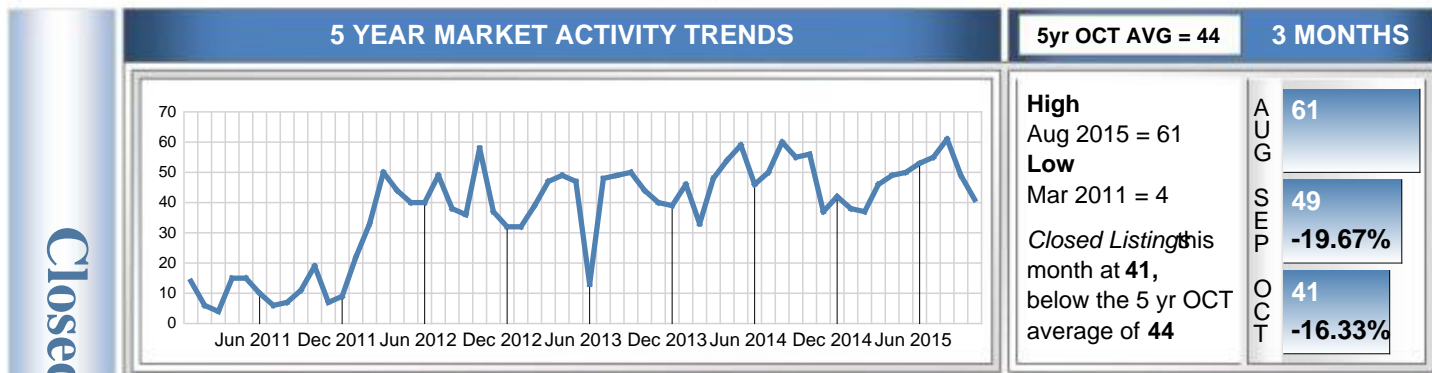
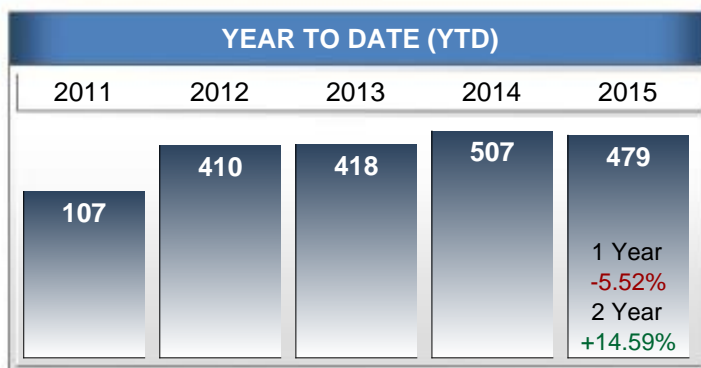
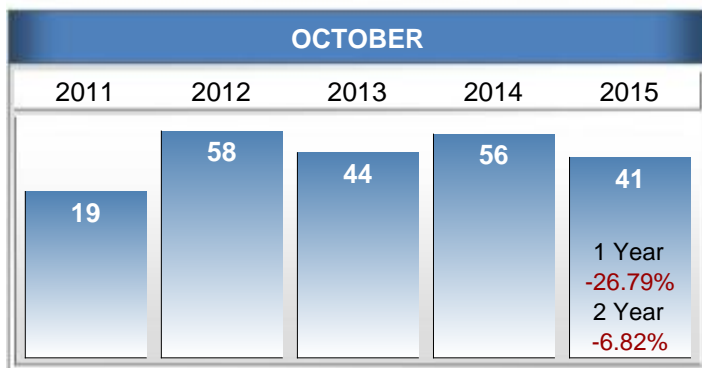
Closed Sales as of Nov 09, 2015



Closed Listings

Report Produced on: Nov 10, 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	4	9.76%	43.0	3	0	1	0
\$30,001 \$40,000	3	7.32%	10.7	2	1	0	0
\$40,001 \$80,000	8	19.51%	44.6	3	4	1	0
\$80,001 \$120,000	10	24.39%	74.1	3	6	1	0
\$120,001 \$150,000	6	14.63%	41.8	0	6	0	0
\$150,001 \$180,000	4	9.76%	49.3	0	4	0	0
\$180,001 and up	6	14.63%	61.3	1	1	4	0
Total Closed Units:	41		51.7	12	22	7	0.00B
Total Closed Volume:	4,467,075			953.10K	2.52M	991.80K	0.00B
Average Closed Price:	\$108,953			\$79,425	\$114,644	\$141,686	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

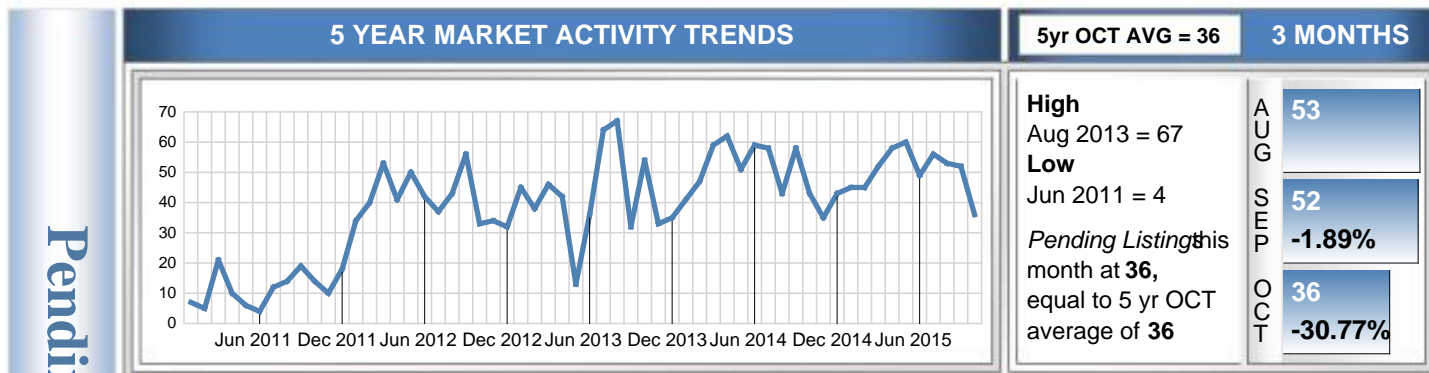
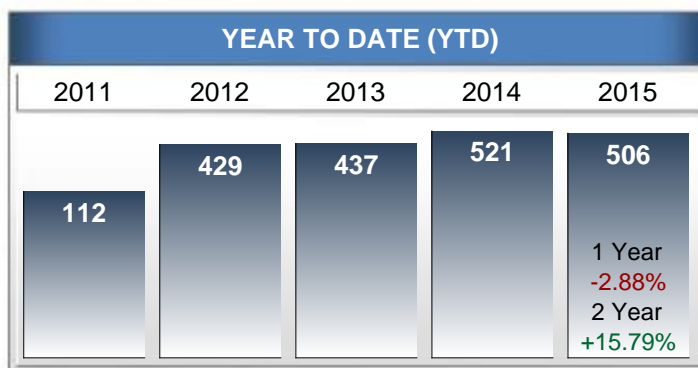
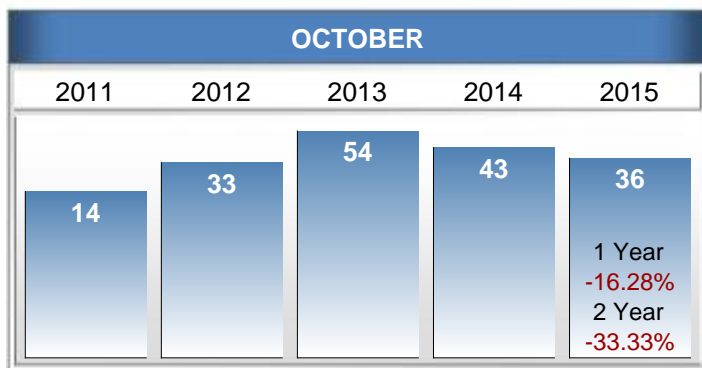
Pending Listings as of Nov 09, 2015



Pending Listings

Report Produced on: Nov 10, 2015

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+	
\$20,000 and less	2	5.56%	48.5	2	0	0	0	
\$20,001 \$50,000	5	13.89%	55.8	3	1	1	0	
\$50,001 \$100,000	6	16.67%	52.5	1	5	0	0	
\$100,001 \$130,000	9	25.00%	34.7	2	4	3	0	
\$130,001 \$160,000	4	11.11%	74.5	0	4	0	0	
\$160,001 \$220,000	6	16.67%	71.3	1	3	2	0	
\$220,001 and up	4	11.11%	112.8	0	3	1	0	
Total Pending Units: 36				53.0	9	20	7	
Total Pending Volume: 4,420,399					618.40K	2.75M	1.05M	0.00B
Average Listing Price: \$70,267					\$68,711	\$137,470	\$150,371	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

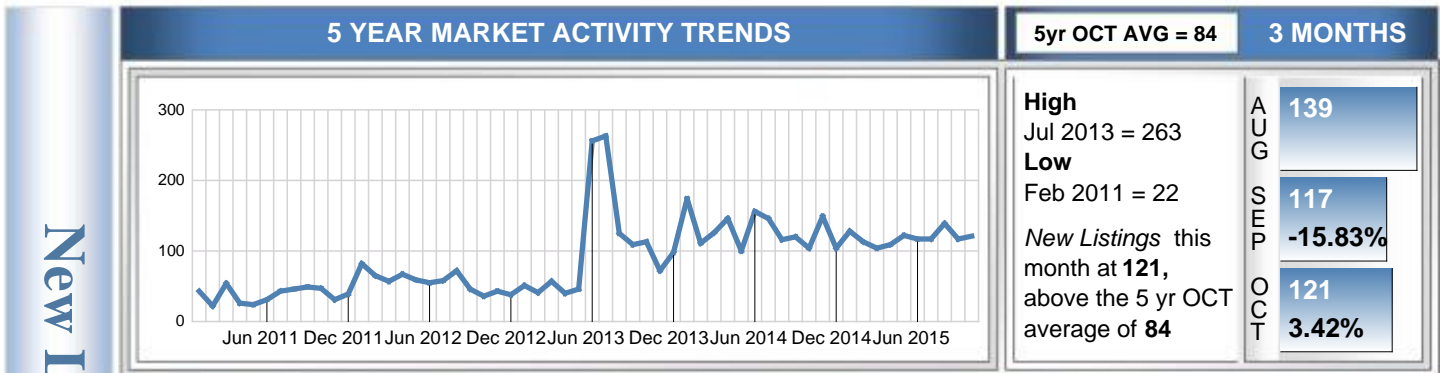
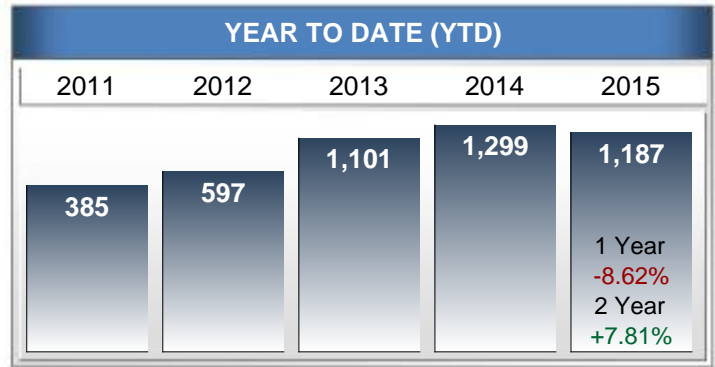
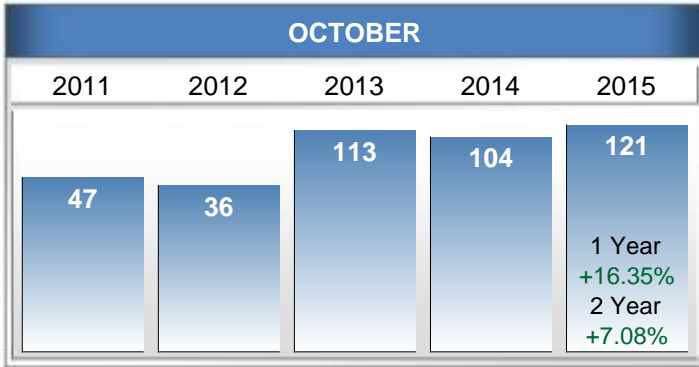
New Listings as of Nov 09, 2015



New Listings

Report Produced on: Nov 10, 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+
\$0 and less	0	0.00%	0	0	0	0
\$1-\$20,000	25	20.66%	25	0	0	0
\$20,001-\$40,000	19	15.70%	16	3	0	0
\$40,001-\$100,000	32	26.45%	12	16	4	0
\$100,001-\$120,000	9	7.44%	1	7	1	0
\$120,001-\$240,000	23	19.01%	3	14	5	1
\$240,001 and up	13	10.74%	3	5	4	1
Total New Listed Units:	121		60	45	14	2
Total New Listed Volume:	13,089,700		4.16M	5.82M	2.44M	661.90K
Average New Listed Listing Price:	\$0		\$69,390	\$129,427	\$174,300	\$330,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

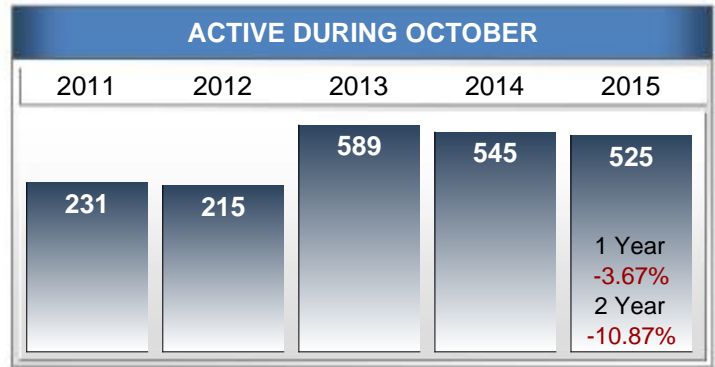
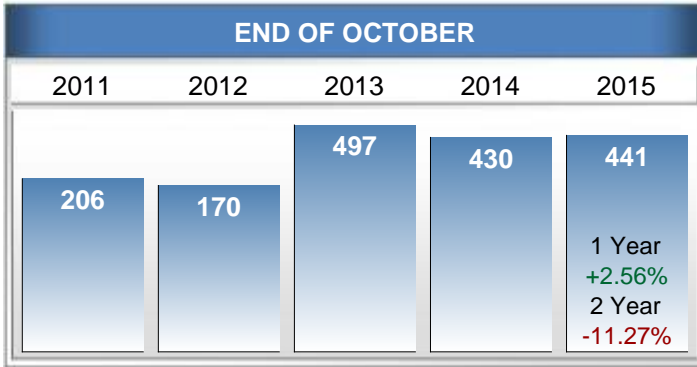
Active Inventory as of Nov 09, 2015



Active Inventory

Report Produced on: Nov 10, 2015

Area Delimited by County Of Muskogee



Active Inventory

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5yr OCT AVG = 349	3 MONTHS
High Oct 2013 = 497	AUG 393
Low Apr 2013 = 94	SEP 406
<i>Inventory</i> this month at 441 , above the 5 yr OCT average of 349	OCT 441
	3.31%
	8.62%

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	81	18.37%	48.5	75	6	0	0		
\$25,001-\$50,000	57	12.93%	80.5	43	11	3	0		
\$50,001-\$125,000	129	29.25%	74.6	36	80	12	1		
\$125,001-\$175,000	59	13.38%	79.7	9	36	13	1		
\$175,001-\$275,000	63	14.29%	81.2	10	30	19	4		
\$275,001 and up	52	11.79%	88.6	22	15	12	3		
Total Active Inventory by Units:				441	73.9	195	178	59	9
Total Active Inventory by Volume:				67,713,419		25.83M	25.95M	13.35M	2.59M
Average Active Inventory Listing Price:				\$153,545		\$132,453	\$145,768	\$226,246	\$287,767



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

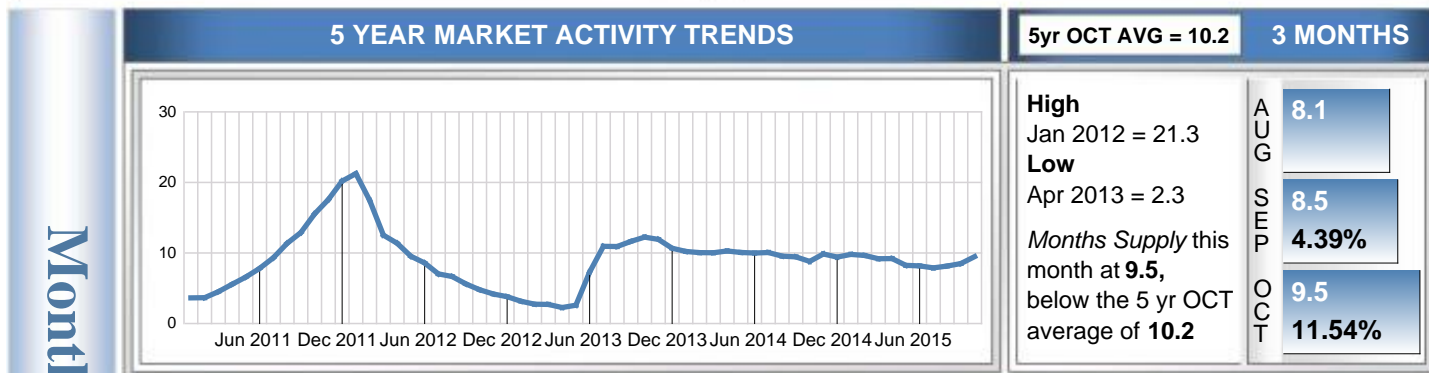
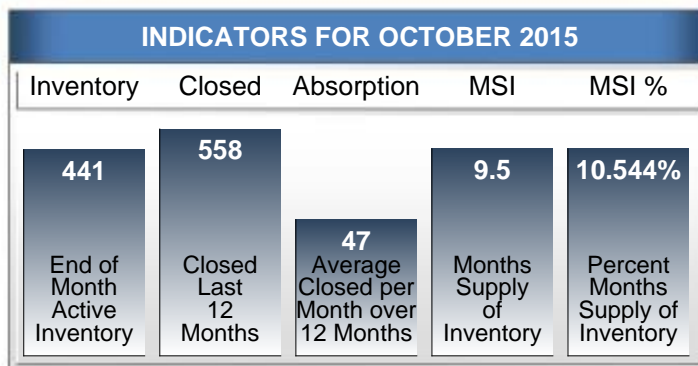
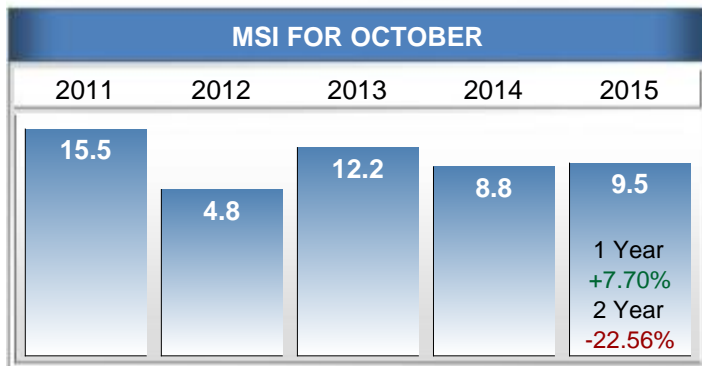
Active Inventory as of Nov 09, 2015



Months Supply of Inventory

Report Produced on: Nov 10, 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	42	9.52%	56.0	93.6	0.0	0.0	0.0
\$10,001 \$30,000	57	12.93%	8.2	12.3	3.3	6.0	0.0
\$30,001 \$60,000	60	13.61%	8.0	13.9	2.8	16.0	12.0
\$60,001 \$120,000	95	21.54%	6.1	9.0	5.4	7.2	0.0
\$120,001 \$190,000	86	19.50%	8.1	16.8	6.8	9.3	12.0
\$190,001 \$290,000	56	12.70%	16.4	24.0	21.4	11.4	12.0
\$290,001 and up	45	10.20%	28.4	24.0	72.0	20.0	36.0
MSI:			9.5	16.5	6.4	10.0	10.8
Total Active Inventory:			441	195	178	59	9



Monthly Inventory Analysis

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October 2015

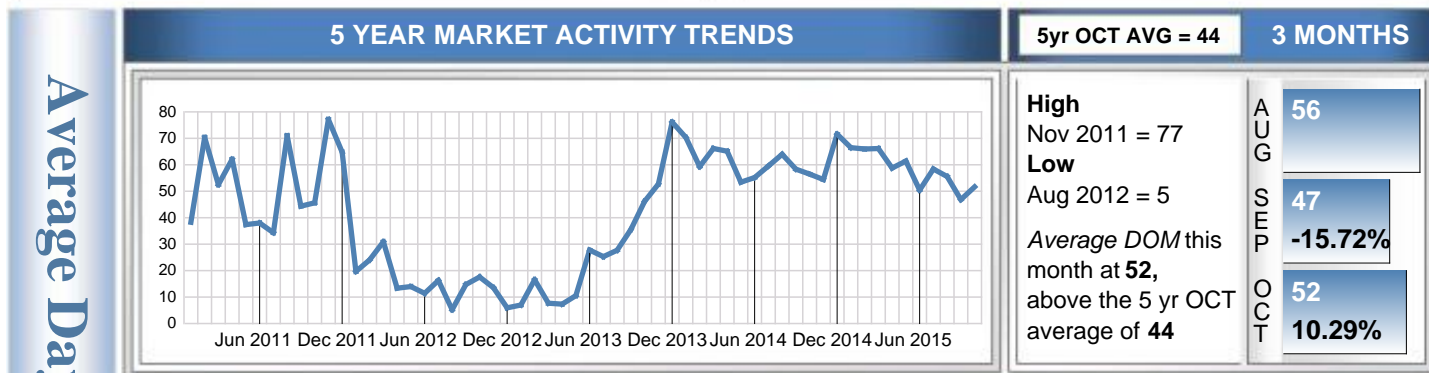
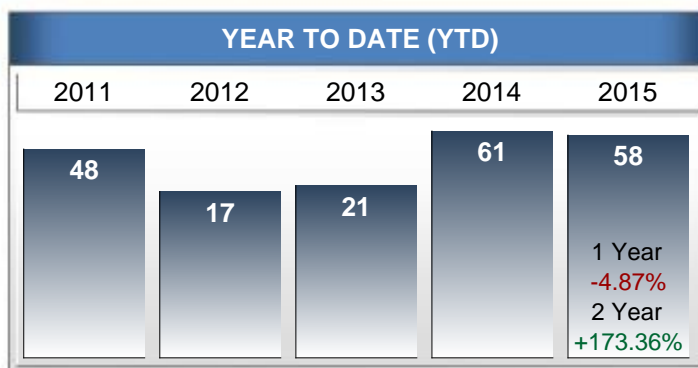
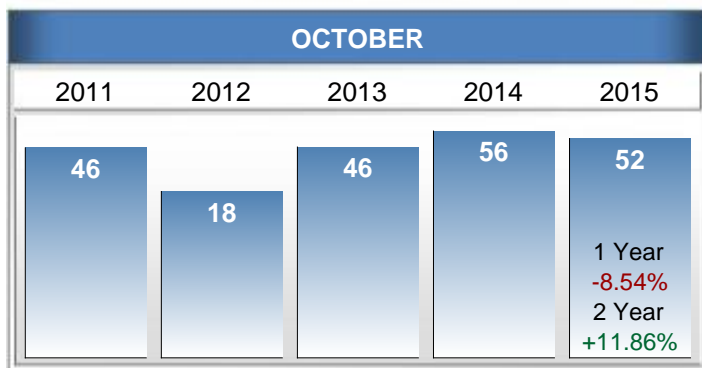
Closed Sales as of Nov 09, 2015



Average Days on Market to Sale

Report Produced on: Nov 10, 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	4	9.76%	43.0	33.3	0.0	72.0	0.0
\$30,001 \$40,000	3	7.32%	10.7	12.5	7.0	0.0	0.0
\$40,001 \$80,000	8	19.51%	44.6	60.0	29.5	59.0	0.0
\$80,001 \$120,000	10	24.39%	74.1	89.0	73.2	35.0	0.0
\$120,001 \$150,000	6	14.63%	41.8	0.0	41.8	0.0	0.0
\$150,001 \$180,000	4	9.76%	49.3	0.0	49.3	0.0	0.0
\$180,001 and up	6	14.63%	61.3	146.0	3.0	54.8	0.0
Average Closed DOM: 51.7				59.8	46.1	55.0	0.0
Total Closed Units: 41				12	22	7	
Total Closed Volume: 4,467,075				953.10K	2.52M	991.80K	0.00B



Monthly Inventory Analysis

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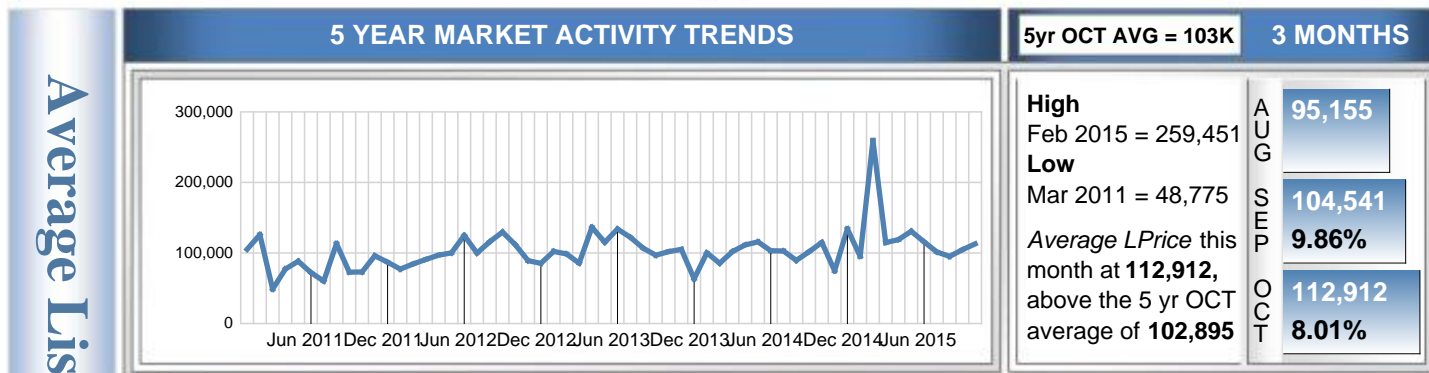
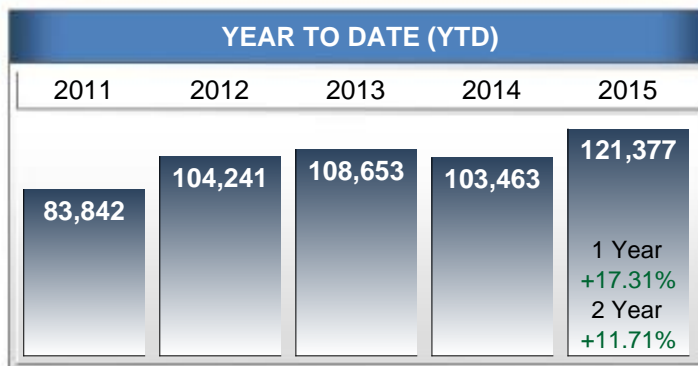
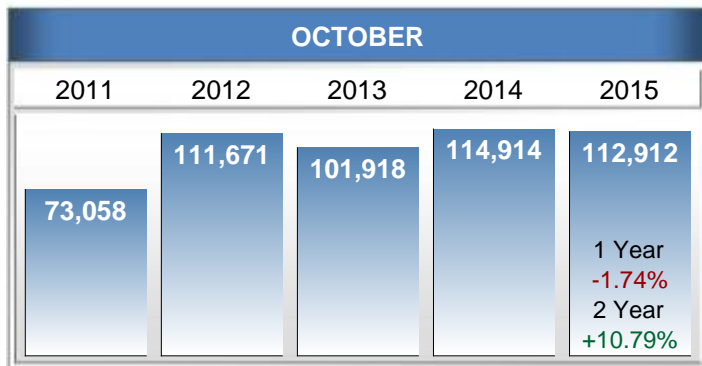
Closed Sales as of Nov 09, 2015



Average List Price at Closing

Report Produced on: Nov 10, 2015

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+
\$30,000 and less	4	9.76%	21,225	21,967	0	19,000	0
\$30,001 - \$40,000	2	4.88%	33,950	37,450	35,000	0	0
\$40,001 - \$80,000	9	21.95%	53,511	53,800	58,325	44,900	0
\$80,001 - \$120,000	9	21.95%	102,644	98,667	107,867	119,500	0
\$120,001 - \$150,000	7	17.07%	130,143	0	128,683	0	0
\$150,001 - \$180,000	3	7.32%	165,900	0	171,900	0	0
\$180,001 and up	7	17.07%	237,500	418,000	195,000	214,900	0
Average List Price:	\$112,912			\$84,683	\$116,827	\$149,000	\$0
Total Closed Units:	41			12	22	7	
Total List Volume:	4,629,400			1.02M	2.57M	1.04M	0.00B



Monthly Inventory Analysis

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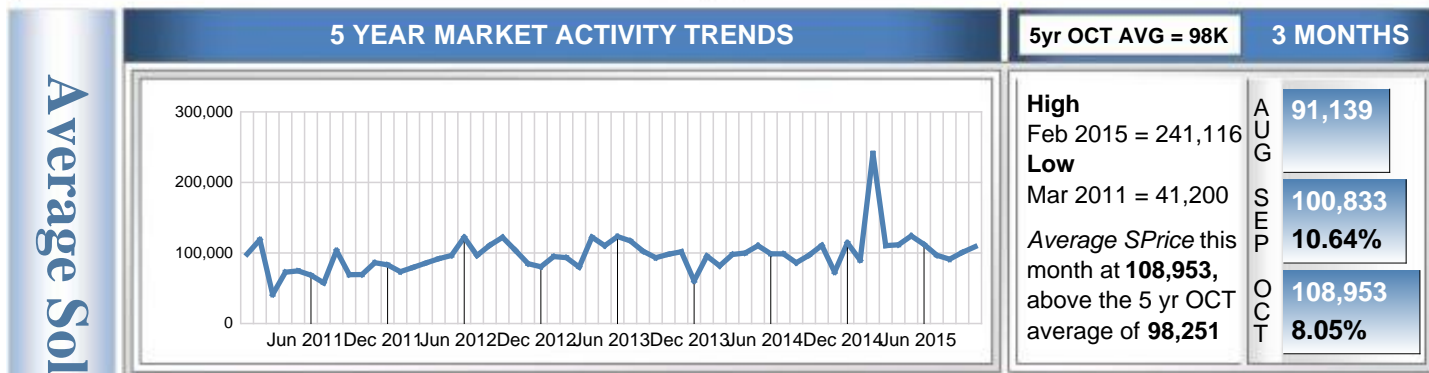
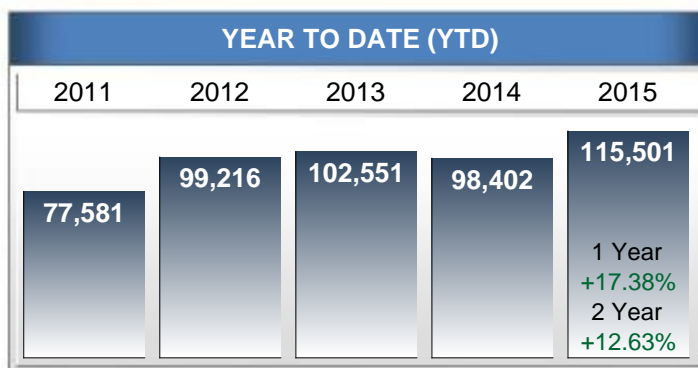
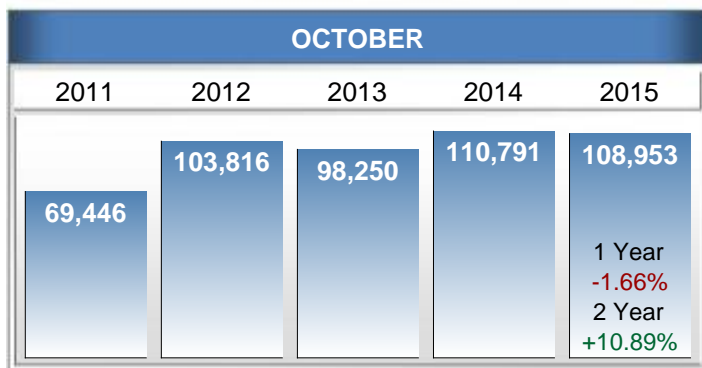
Closed Sales as of Nov 09, 2015



Average Sold Price at Closing

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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	4		9.76%	15,000	17,167	0	8,500	0
\$30,001 \$40,000	3		7.32%	35,683	35,425	36,200	0	0
\$40,001 \$80,000	8		19.51%	52,269	48,917	57,350	42,000	0
\$80,001 \$120,000	10		24.39%	100,640	94,667	103,900	99,000	0
\$120,001 \$150,000	6		14.63%	127,483	0	127,483	0	0
\$150,001 \$180,000	4		9.76%	168,381	0	168,381	0	0
\$180,001 and up	6		14.63%	239,508	400,000	194,750	210,575	0
Average Closed Price:	\$108,953				\$79,425	\$114,644	\$141,686	\$0
Total Closed Units:	41				12	22	7	
Total Closed Volume:	4,467,075				953.10K	2.52M	991.80K	0.00B



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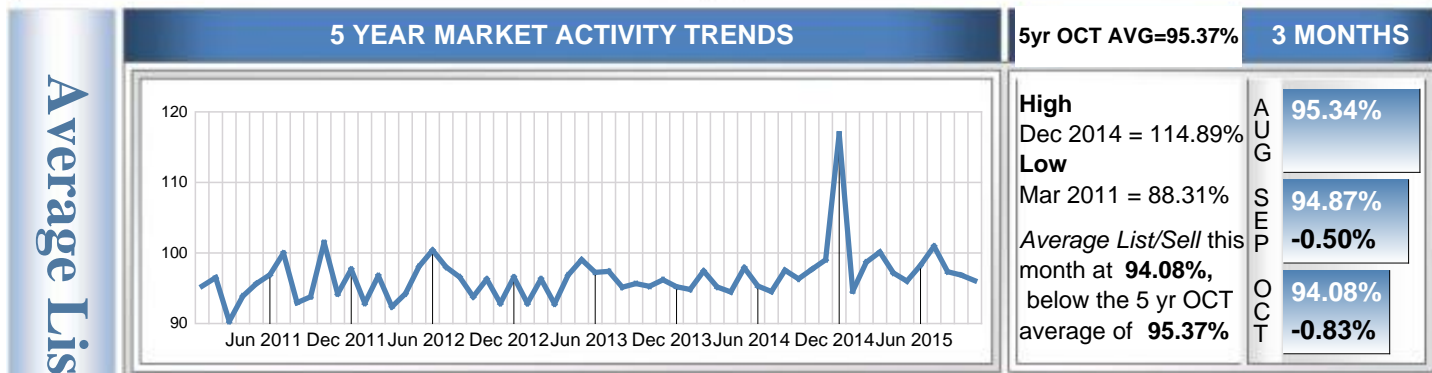
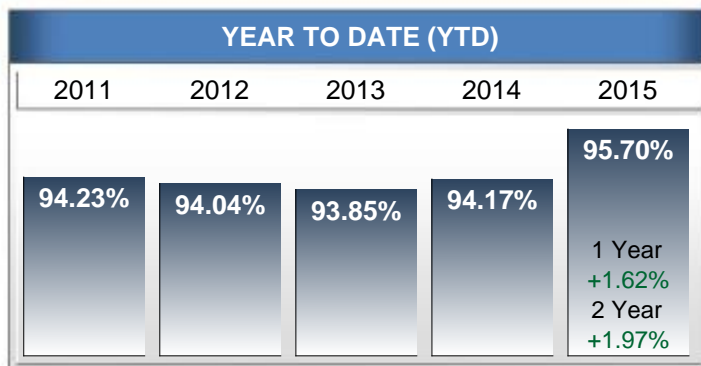
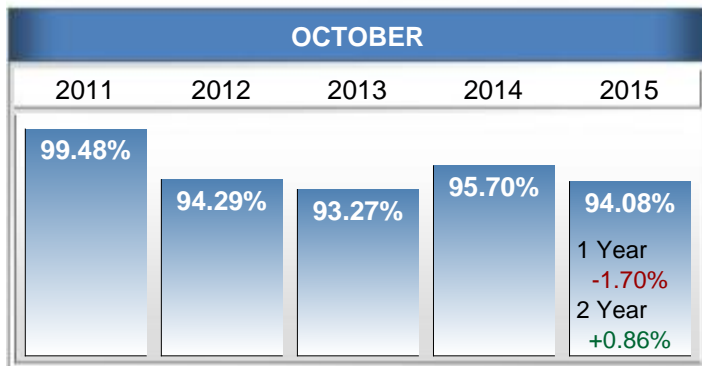
Closed Sales as of Nov 09, 2015



Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate?
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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	4	9.76%	69.17%	77.32%	0.00%	44.74%	0.00%
\$30,001 \$40,000	3	7.32%	97.50%	94.54%	103.43%	0.00%	0.00%
\$40,001 \$80,000	8	19.51%	94.89%	90.81%	98.28%	93.54%	0.00%
\$80,001 \$120,000	10	24.39%	95.45%	96.45%	97.06%	82.85%	0.00%
\$120,001 \$150,000	6	14.63%	99.06%	0.00%	99.06%	0.00%	0.00%
\$150,001 \$180,000	4	9.76%	98.07%	0.00%	98.07%	0.00%	0.00%
\$180,001 and up	6	14.63%	97.96%	95.69%	99.87%	98.05%	0.00%
Average List/Sell Ratio: 94.10%				89.87%	98.42%	87.62%	0.00%
Total Closed Units: 41				12	22	7	
Total Closed Volume: 4,467,075				953.10K	2.52M	991.80K	0.00B



Monthly Inventory Analysis

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October 2015

Inventory as of Nov 09, 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 October 31, 2015 = 441

	OCTOBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	56	41	-26.79%	507	479	-5.52%
Pending Sales	43	36	-16.28%	521	506	-2.88%
New Listings	104	121	16.35%	1,299	1,187	-8.62%
Average List Price	114,914	112,912	-1.74%	103,463	121,377	17.31%
Average Sale Price	110,791	108,953	-1.66%	98,402	115,501	17.38%
Average Percent of List Price to Selling Price	95.70%	94.08%	-1.70%	94.17%	95.70%	1.62%
Average Days on Market to Sale	56.48	51.66	-8.54%	60.67	57.72	-4.87%
Monthly Inventory	431	441	2.32%	431	441	2.32%
Months Supply of Inventory	8.83	9.48	7.45%	8.83	9.48	7.45%

