



October 2015

Area Delimited by County Of Muskogee

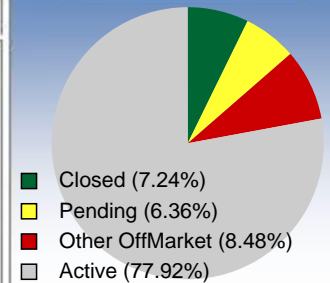


Absorption: Last 12 months, an Average of **47** Sales/Month

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%
Median List Price	95,650	104,500	9.25%
Median Sale Price	96,039	99,000	3.08%
Median Percent of List Price to Selling Price	97.93%	97.42%	-0.52%
Median Days on Market to Sale	63.00	35.00	-44.44%
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.

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 **3.08%** in October 2015 to \$99,000 versus the previous year at \$96,039.

Median Days on Market Shortens

The median number of **35.00** days that homes spent on the market before selling decreased by 28.00 days or **44.44%** in October 2015 compared to last year's same month at **63.00** DOM.

Sales Success for October 2015 is Positive

Overall, with Median Prices going up 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

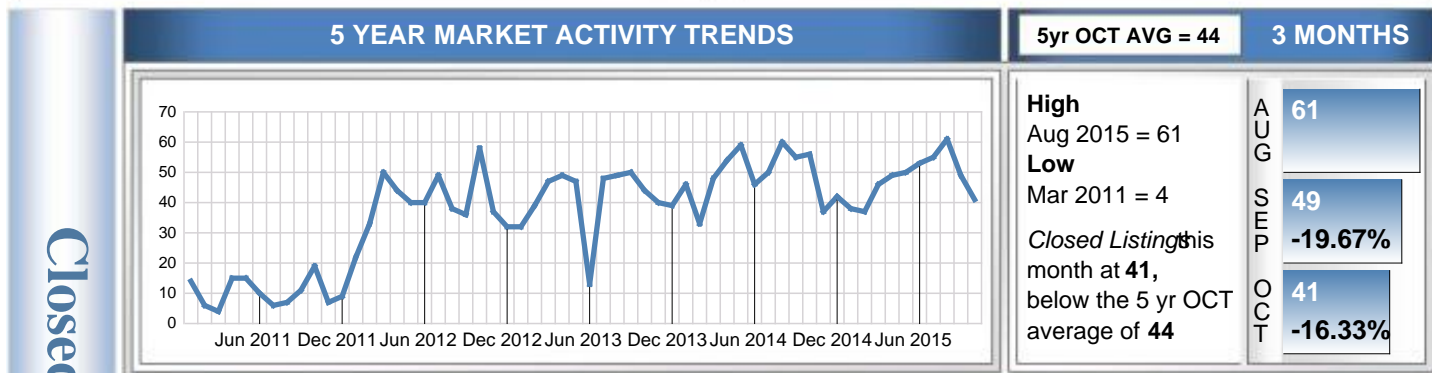
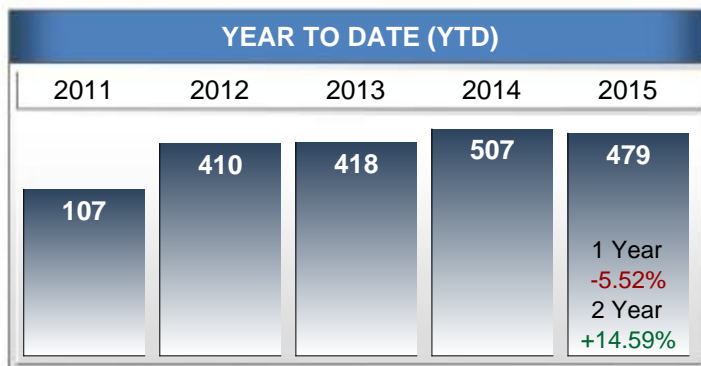
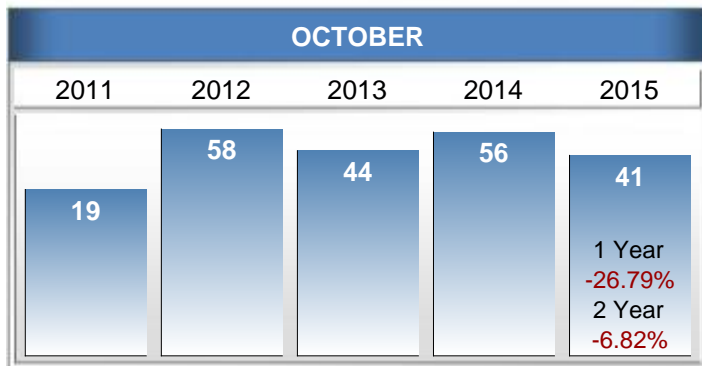
Closed Sales as of Nov 09, 2015



Closed Listings

Report Produced on: Nov 10, 2015

Area Delimited by County Of Muskogee



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	4	9.76%	40.0	3	0	1	0
\$30,001 - \$40,000	3	7.32%	7.0	2	1	0	0
\$40,001 - \$80,000	8	19.51%	47.5	3	4	1	0
\$80,001 - \$120,000	10	24.39%	72.0	3	6	1	0
\$120,001 - \$150,000	6	14.63%	30.5	0	6	0	0
\$150,001 - \$180,000	4	9.76%	36.5	0	4	0	0
\$180,001 and up	6	14.63%	20.5	1	1	4	0
Total Closed Units:	41		35.0	12	22	7	0.00B
Total Closed Volume:	4,467,075			953.10K	2.52M	991.80K	0.00B
Median Closed Price:	\$99,000			\$44,625	\$120,450	\$184,900	\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

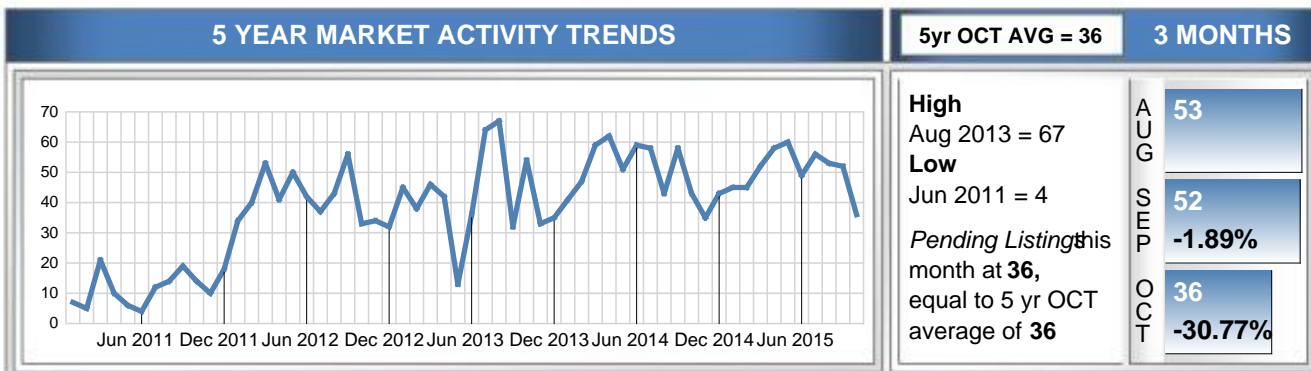
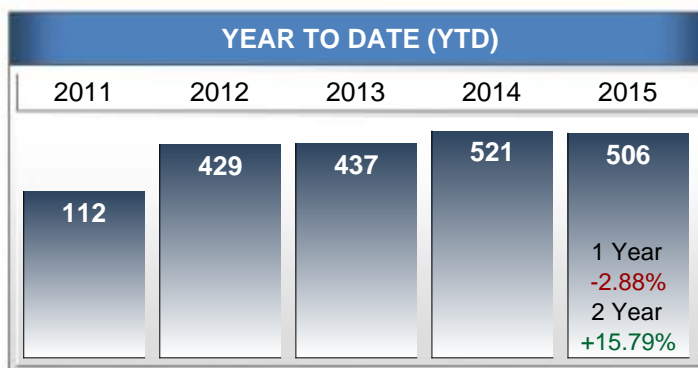
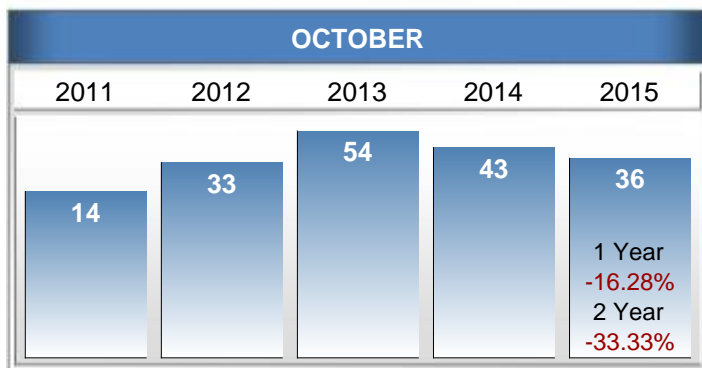
Pending Listings as of Nov 09, 2015



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		%	MDOM	≤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%	52.0	3	1	1	0
\$50,001 \$100,000	6	16.67%	14.0	1	5	0	0
\$100,001 \$130,000	9	25.00%	21.0	2	4	3	0
\$130,001 \$160,000	4	11.11%	73.5	0	4	0	0
\$160,001 \$220,000	6	16.67%	77.0	1	3	2	0
\$220,001 and up	4	11.11%	135.5	0	3	1	0
Total Pending Units: 36				52.5	9	20	7
Total Pending Volume: 4,420,399					618.40K	2.75M	1.05M
Median Listing Price: \$117,250					\$36,000	\$129,700	\$129,900
							0.00B
							\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

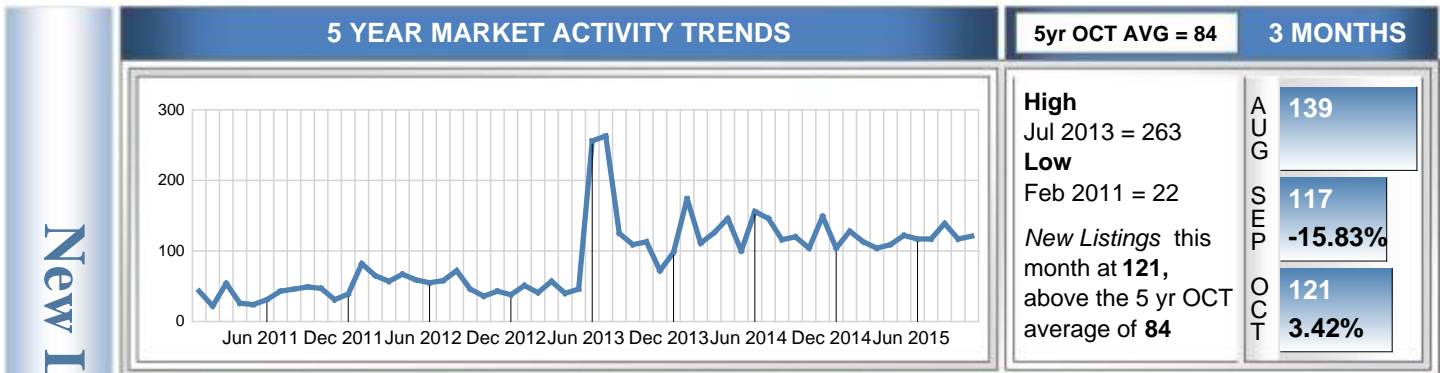
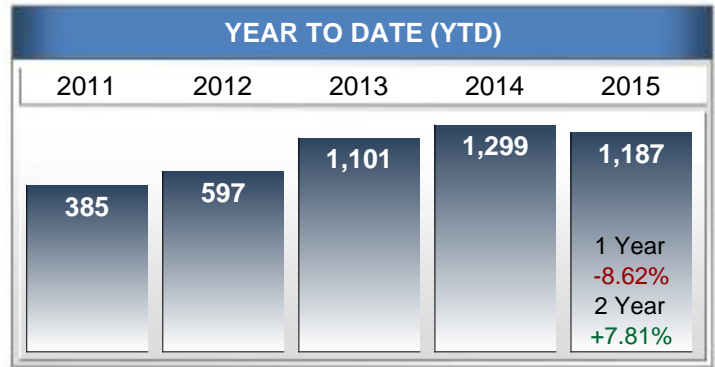
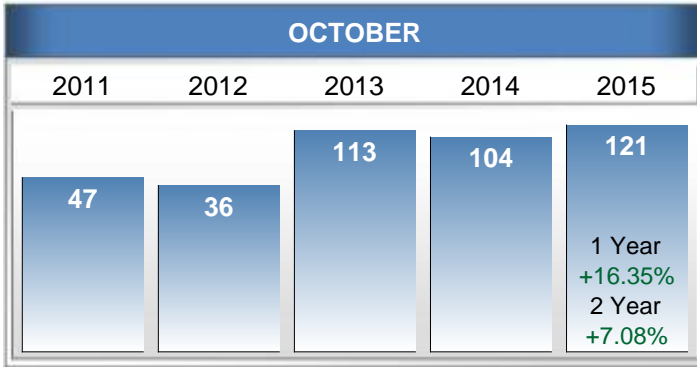
New Listings as of Nov 09, 2015



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:			60	45	14	2
Total New Listed Volume:			4.16M	5.82M	2.44M	661.90K
Median New Listed Listing Price:			\$25,000	\$115,000	\$182,450	\$330,950



Monthly Inventory Analysis

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October 2015

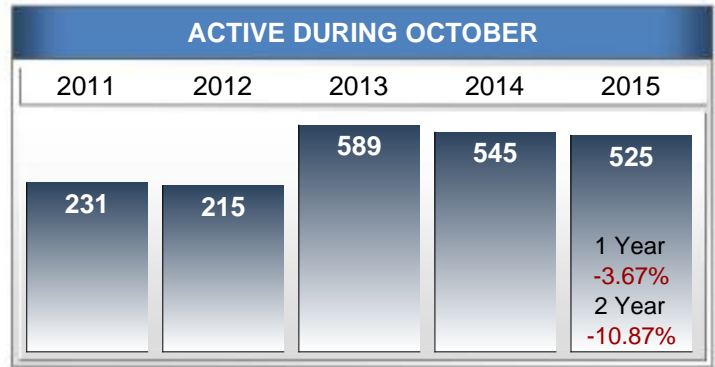
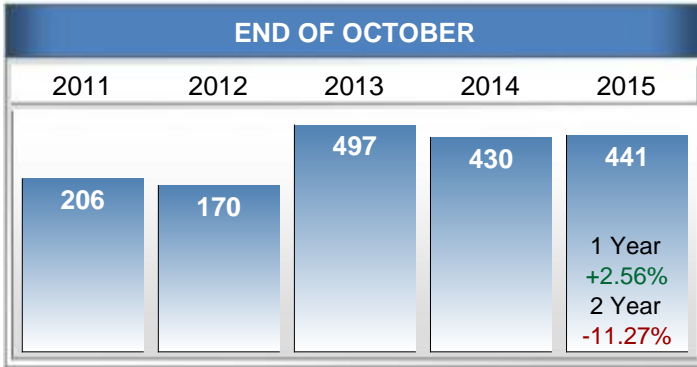
Active Inventory as of Nov 09, 2015



Active Inventory

Report Produced on: Nov 10, 2015

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Active Inventory

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5yr OCT AVG = 349 **3 MONTHS**

High
Oct 2013 = 497

Low
Apr 2013 = 94

Inventory this month at **441**, above the 5 yr OCT average of **349**

AUG	393
SEP	406
OCT	441
3.31%	
8.62%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	42	9.52%	36.5	39	3	0	0		
\$10,001 - \$30,000	57	12.93%	58.0	47	9	1	0		
\$30,001 - \$60,000	60	13.61%	66.5	44	11	4	1		
\$60,001 - \$120,000	95	21.54%	66.0	21	65	9	0		
\$120,001 - \$190,000	86	19.50%	78.0	14	53	17	2		
\$190,001 - \$290,000	56	12.70%	72.5	10	25	18	3		
\$290,001 and up	45	10.20%	75.0	20	12	10	3		
Total Active Inventory by Units:				441	65.0	195	178	59	9
Total Active Inventory by Volume:				67,713,419		25.83M	25.95M	13.35M	2.59M
Median Active Inventory Listing Price:				\$95,900		\$39,500	\$121,950	\$189,900	\$212,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2015

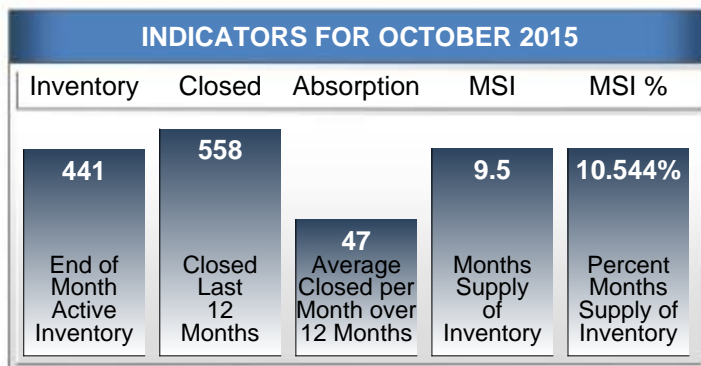
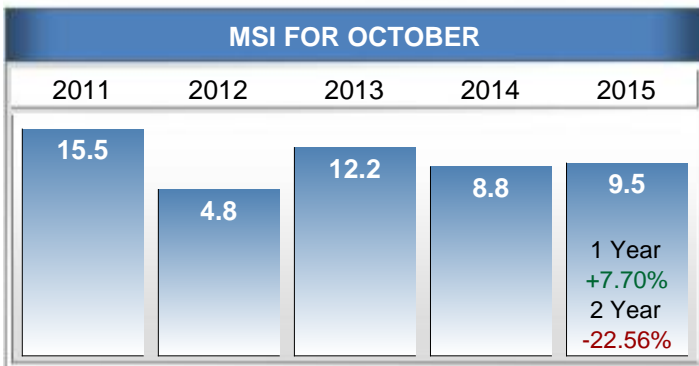
Active Inventory as of Nov 09, 2015



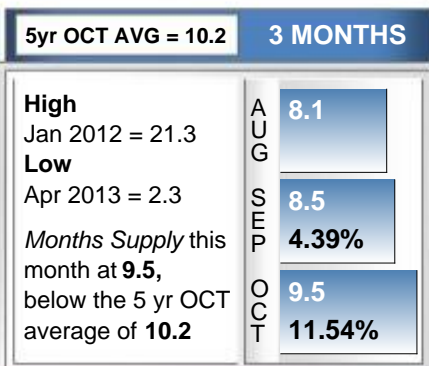
Months Supply of Inventory

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

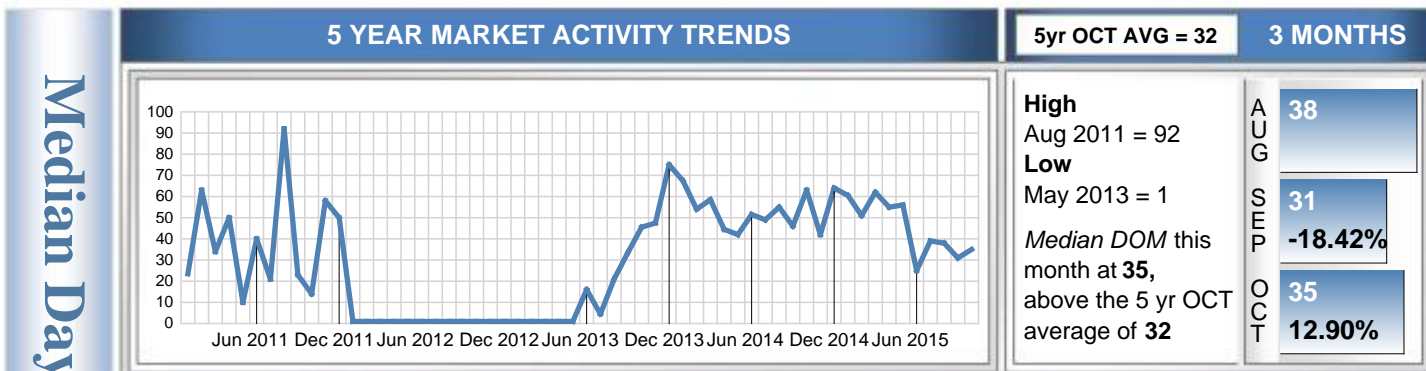
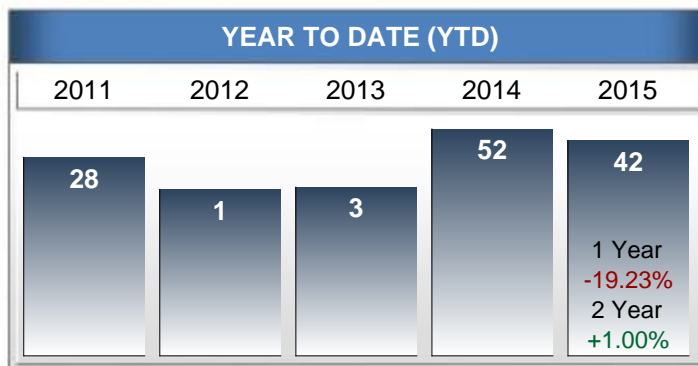
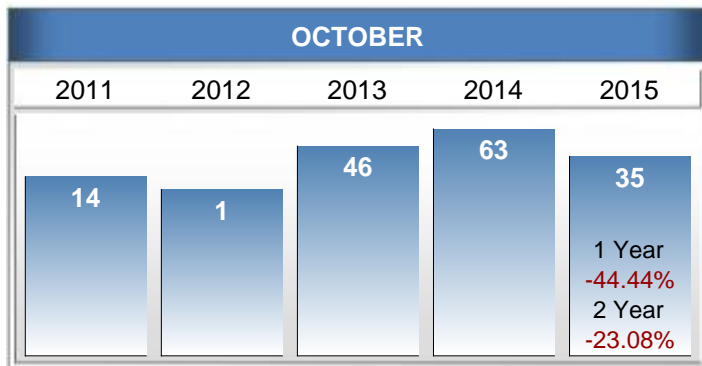
Closed Sales as of Nov 09, 2015



Median Days on Market to Sale

Report Produced on: Nov 10, 2015

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+
\$30,000 and less	4			9.76%	40.0	30.0	0.0	72.0	0.0
\$30,001 \$40,000	3			7.32%	7.0	12.5	7.0	0.0	0.0
\$40,001 \$80,000	8			19.51%	47.5	68.0	30.0	59.0	0.0
\$80,001 \$120,000	10			24.39%	72.0	92.0	72.0	35.0	0.0
\$120,001 \$150,000	6			14.63%	30.5	0.0	30.5	0.0	0.0
\$150,001 \$180,000	4			9.76%	36.5	0.0	36.5	0.0	0.0
\$180,001 and up	6			14.63%	20.5	146.0	3.0	20.5	0.0
Median Closed DOM:	35.0					46.0	31.5	35.0	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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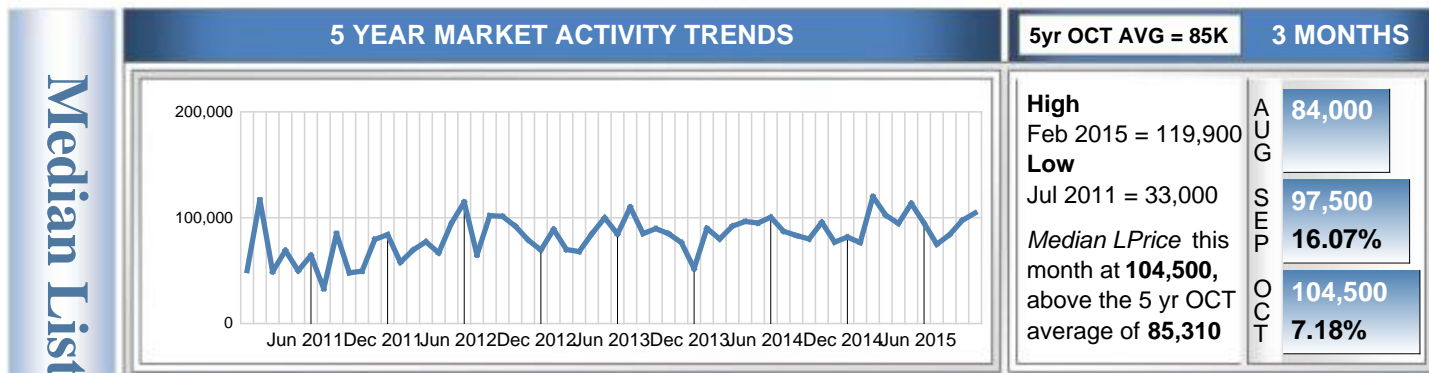
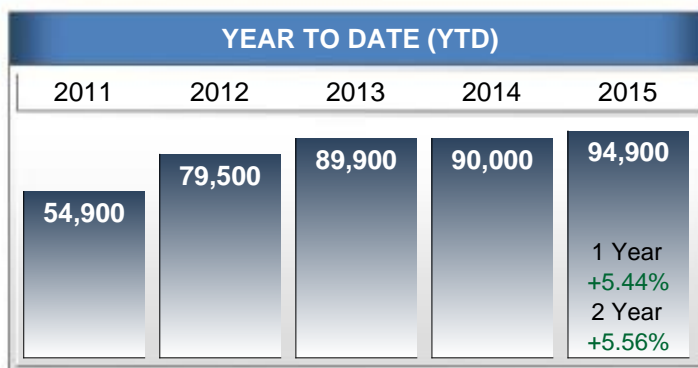
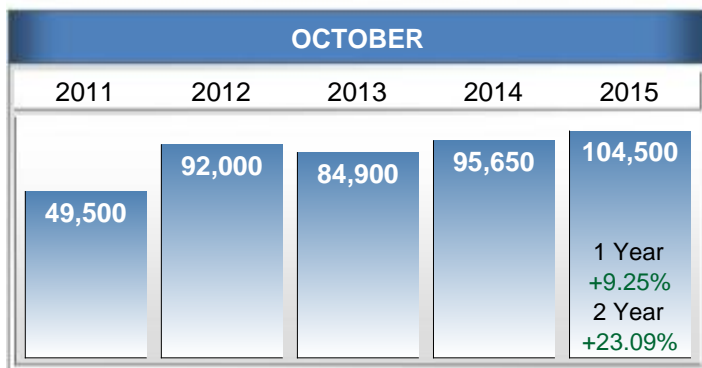
Closed Sales as of Nov 09, 2015



Median List Price at Closing

Report Produced on: Nov 10, 2015

Area Delimited by County Of Muskogee



Median List Price

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

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+
\$30,000 and less	4	9.76%	24,450	29,900	0	19,000	0
\$30,001 - \$40,000	2	4.88%	33,950	32,900	35,000	0	0
\$40,001 - \$80,000	9	21.95%	53,000	51,950	58,950	44,900	0
\$80,001 - \$120,000	9	21.95%	99,900	90,000	99,900	119,500	0
\$120,001 - \$150,000	7	17.07%	129,900	0	129,900	0	0
\$150,001 - \$180,000	3	7.32%	167,900	0	167,900	0	0
\$180,001 and up	7	17.07%	195,000	418,000	192,450	212,400	0
Median List Price:	\$104,500			\$51,950	\$125,500	\$184,900	\$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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October 2015

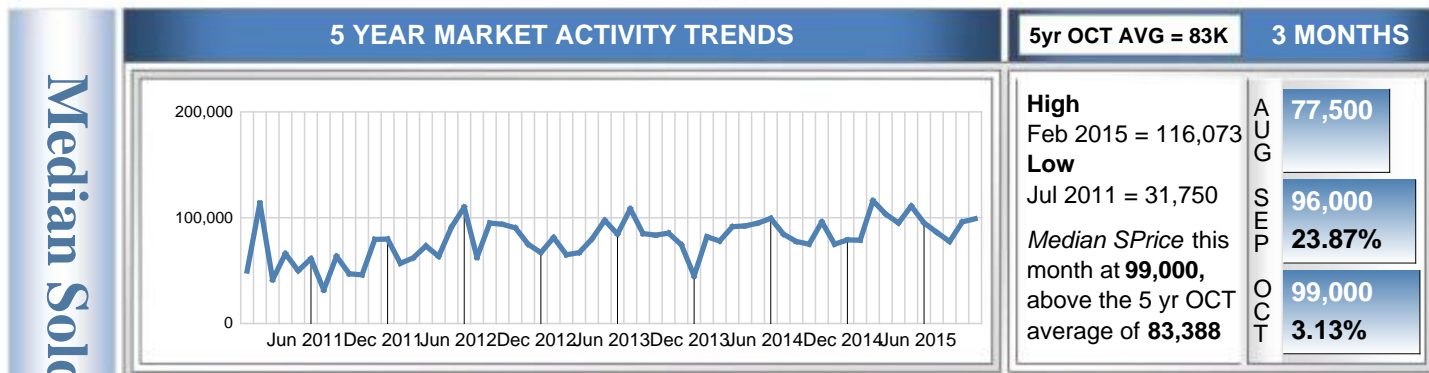
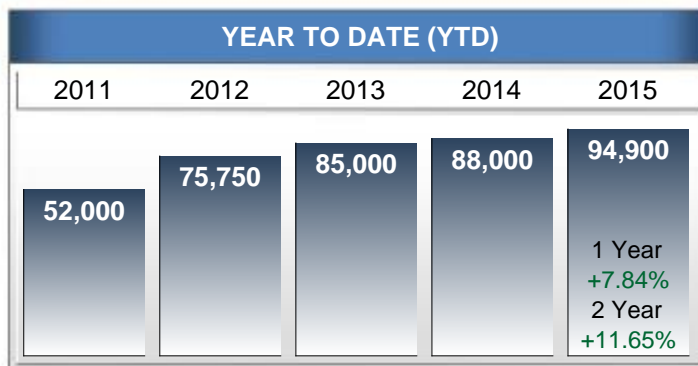
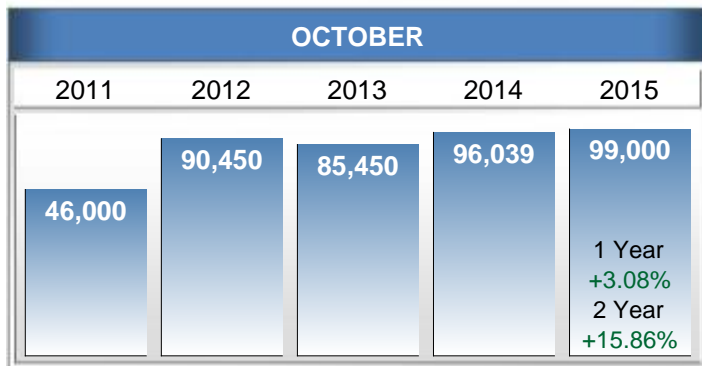
Closed Sales as of Nov 09, 2015



Median Sold Price at Closing

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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+
\$30,000 and less	4		9.76%	15,250	22,000	0	8,500	0
\$30,001 \$40,000	3		7.32%	36,200	35,425	36,200	0	0
\$40,001 \$80,000	8		19.51%	50,500	45,000	58,250	42,000	0
\$80,001 \$120,000	10		24.39%	98,500	90,000	101,500	99,000	0
\$120,001 \$150,000	6		14.63%	127,450	0	127,450	0	0
\$150,001 \$180,000	4		9.76%	172,950	0	172,950	0	0
\$180,001 and up	6		14.63%	209,825	400,000	194,750	204,950	0
Median Closed Price:		\$99,000			\$44,625	\$120,450	\$184,900	\$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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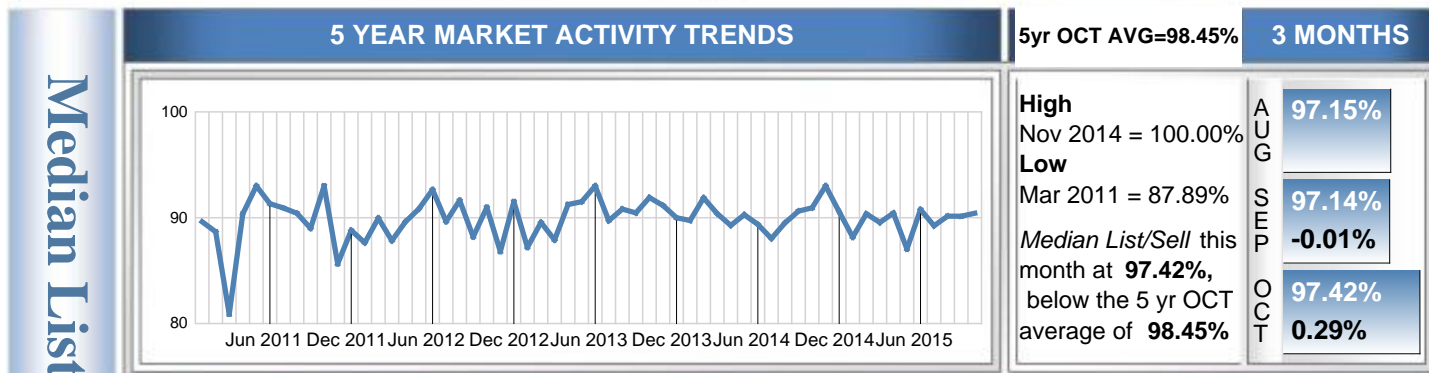
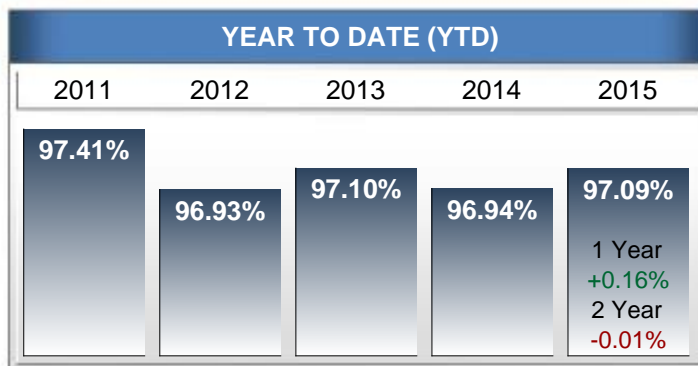
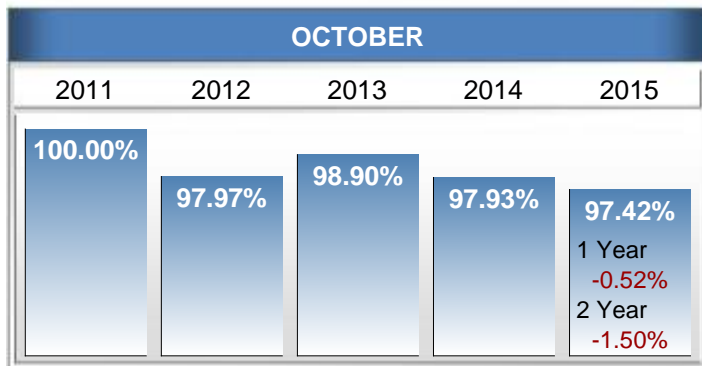
Closed Sales as of Nov 09, 2015



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+
\$30,000 and less	4	9.76%	74.17%	75.00%	0.00%	44.74%	0.00%
\$30,001 - \$40,000	3	7.32%	95.00%	94.54%	103.43%	0.00%	0.00%
\$40,001 - \$80,000	8	19.51%	93.43%	91.84%	98.20%	93.54%	0.00%
\$80,001 - \$120,000	10	24.39%	98.08%	97.67%	99.25%	82.85%	0.00%
\$120,001 - \$150,000	6	14.63%	99.41%	0.00%	99.41%	0.00%	0.00%
\$150,001 - \$180,000	4	9.76%	97.88%	0.00%	97.88%	0.00%	0.00%
\$180,001 and up	6	14.63%	98.23%	95.69%	99.87%	98.23%	0.00%
Median List/Sell Ratio:	97.42%			92.95%	99.94%	95.74%	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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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%
Median List Price	95,650	104,500	9.25%	90,000	94,900	5.44%
Median Sale Price	96,039	99,000	3.08%	88,000	94,900	7.84%
Median Percent of List Price to Selling Price	97.93%	97.42%	-0.52%	96.94%	97.09%	0.16%
Median Days on Market to Sale	63.00	35.00	-44.44%	52.00	42.00	-19.23%
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%

