



# September 2015

Area Delimited by County Of Muskogee

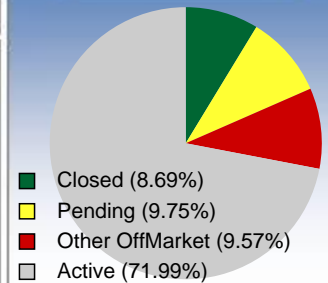


**Absorption:** Last 12 months, an Average of **48** Sales/Month

**Active Inventory** as of September 30, 2015 = **406**

	SEPTEMBER		
	2014	2015	+/- %
Closed Listings	55	49	-10.91%
Pending Listings	58	55	-5.17%
New Listings	120	117	-2.50%
Median List Price	79,900	97,500	22.03%
Median Sale Price	75,000	96,000	28.00%
Median Percent of List Price to Selling Price	97.62%	97.14%	-0.50%
Median Days on Market to Sale	46.00	31.00	-32.61%
End of Month Inventory	453	406	-10.38%
Months Supply of Inventory	9.47	8.50	-10.22%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Oct 14, 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 September 2015 decreased **10.38%** to 406 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **8.50** 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 **28.00%** in September 2015 to \$96,000 versus the previous year at \$75,000.

### Median Days on Market Shortens

The median number of **31.00** days that homes spent on the market before selling decreased by 15.00 days or **32.61%** in September 2015 compared to last year's same month at **46.00** DOM.

### Sales Success for September 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 117 New Listings in September 2015, down **2.50%** from last year at 120. Furthermore, there were 49 Closed Listings this month versus last year at 55, a **-10.91%** decrease.

Closed versus Listed trends yielded a **41.9%** ratio, down from last year's September 2015 at **45.8%**, a **8.62%** 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## September 2015

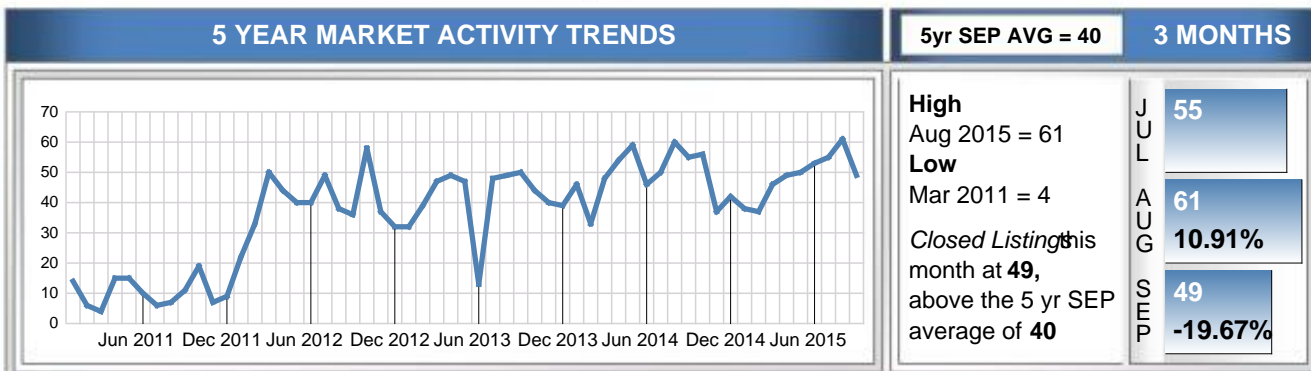
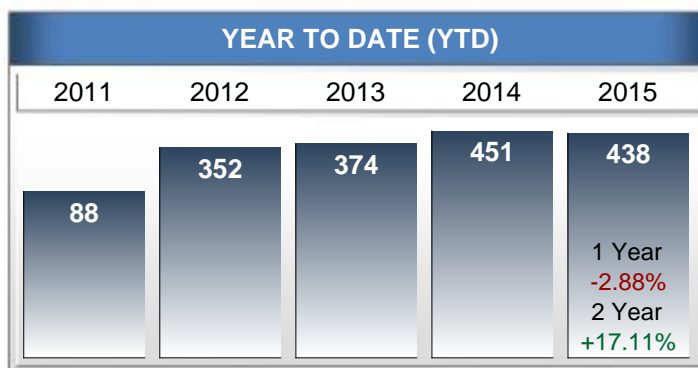
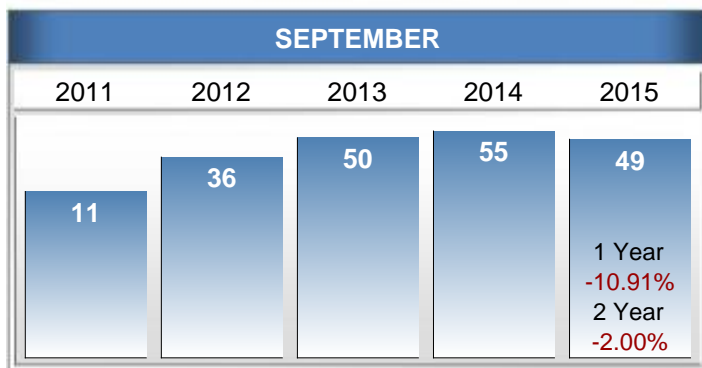
Closed Sales as of Oct 14, 2015



### Closed Listings

Report Produced on: Oct 14, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	2	4.08%	95.5	2	0	0	0
\$10,001 - \$30,000	7	14.29%	38.0	4	3	0	0
\$30,001 - \$60,000	7	14.29%	59.0	1	4	1	1
\$60,001 - \$110,000	14	28.57%	35.0	1	12	1	0
\$110,001 - \$130,000	5	10.20%	12.0	1	3	1	0
\$130,001 - \$160,000	7	14.29%	17.0	1	4	1	1
\$160,001 and up	7	14.29%	24.0	1	5	1	0
<b>Total Closed Units:</b>	<b>49</b>		<b>31.0</b>	<b>11</b>	<b>31</b>	<b>5</b>	<b>2</b>
<b>Total Closed Volume:</b>	<b>4,940,820</b>			<b>1.03M</b>	<b>3.11M</b>	<b>621.05K</b>	<b>177.50K</b>
<b>Median Closed Price:</b>	<b>\$96,000</b>			<b>\$24,000</b>	<b>\$97,000</b>	<b>\$122,500</b>	<b>\$88,750</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

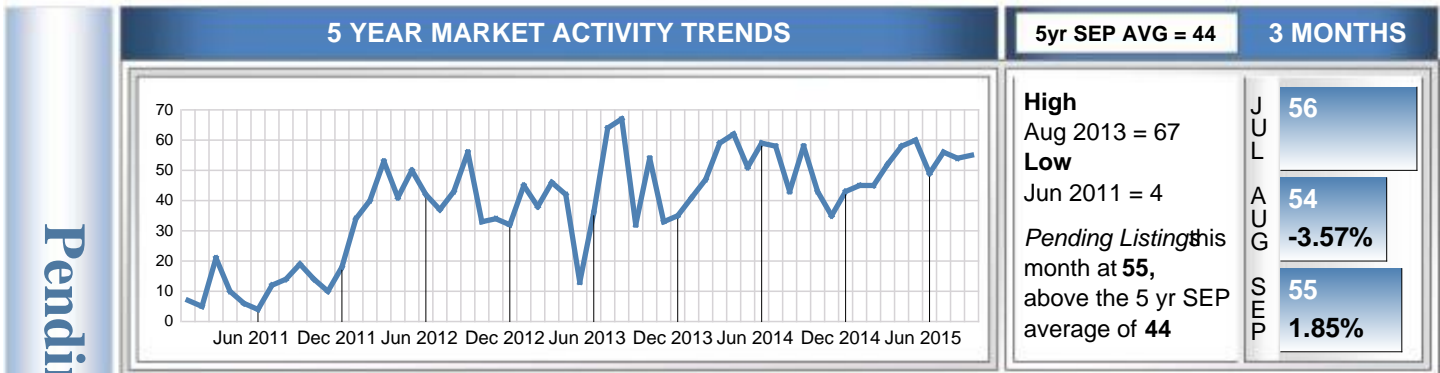
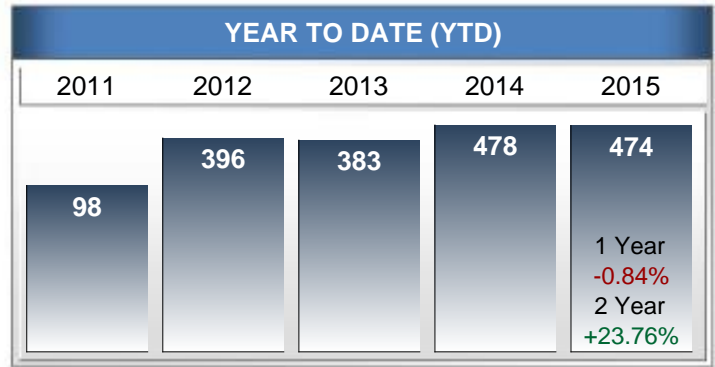
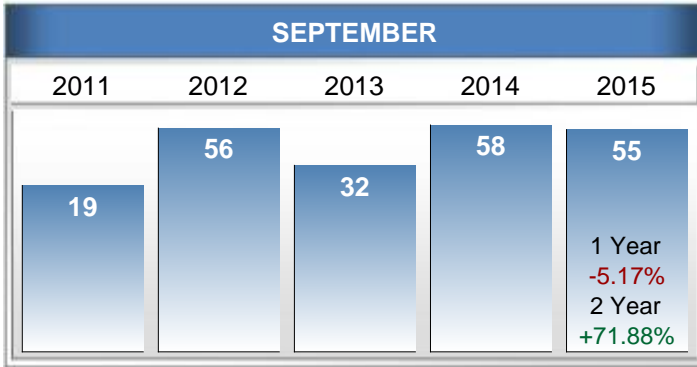
Pending Listings as of Oct 14, 2015



### Pending Listings

Report Produced on: Oct 14, 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	4	7.27%	58.5	2	1	1	0
\$20,001 \$40,000	8	14.55%	12.5	5	3	0	0
\$40,001 \$60,000	6	10.91%	18.0	3	2	1	0
\$60,001 \$110,000	15	27.27%	54.0	3	12	0	0
\$110,001 \$130,000	9	16.36%	22.0	2	6	1	0
\$130,001 \$180,000	4	7.27%	86.0	1	3	0	0
\$180,001 and up	9	16.36%	27.0	1	3	5	0
Total Pending Units: 55				35.0			
Total Pending Volume: 5,847,940				1.53M	3.08M	1.24M	0.00B
Median Listing Price: \$94,500				\$48,500	\$102,000	\$187,400	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

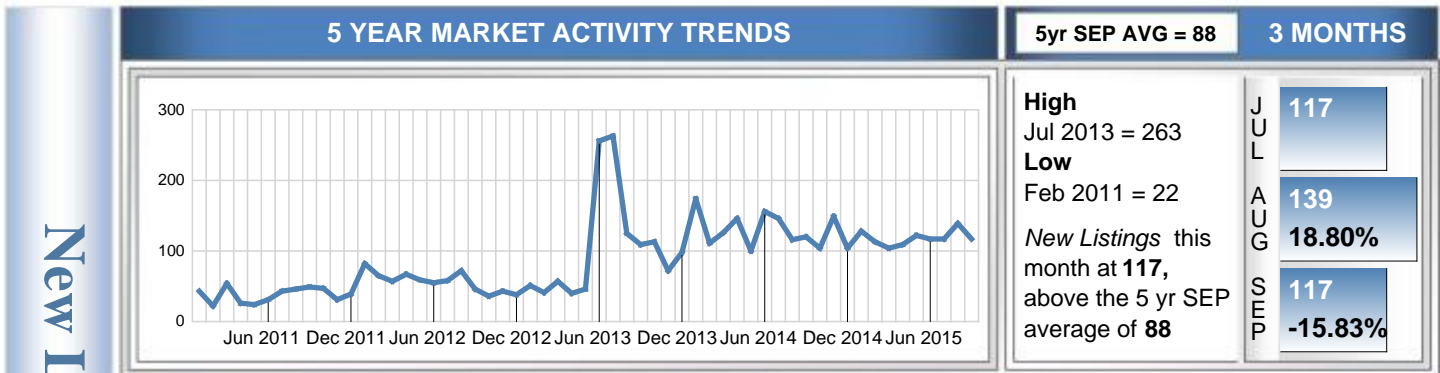
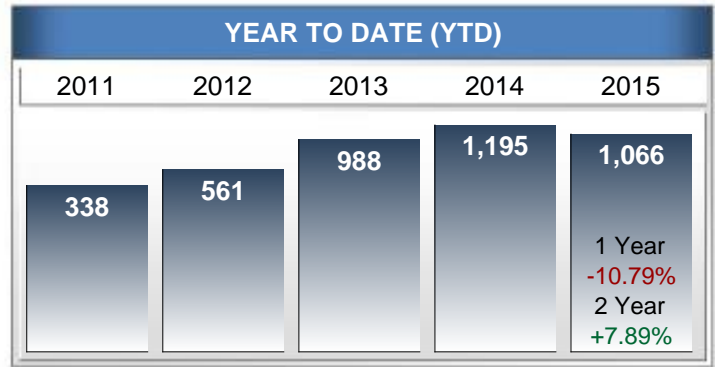
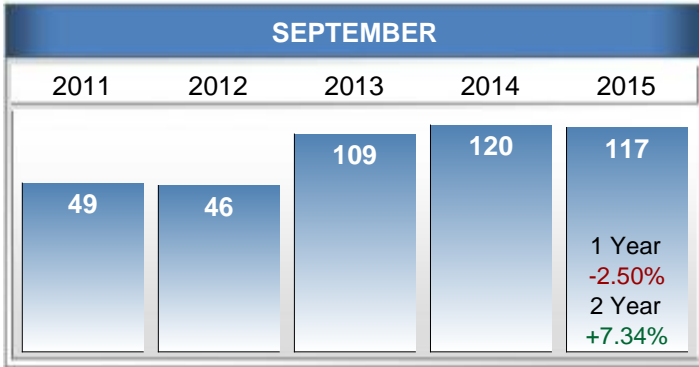
New Listings as of Oct 14, 2015



### New Listings

Report Produced on: Oct 14, 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+
\$20,000 and less	11	9.40%	10	1	0	0
\$20,001 \$40,000	14	11.97%	8	5	1	0
\$40,001 \$70,000	17	14.53%	12	4	1	0
\$70,001 \$130,000	31	26.50%	5	24	2	0
\$130,001 \$180,000	15	12.82%	1	7	7	0
\$180,001 \$250,000	15	12.82%	1	11	3	0
\$250,001 and up	14	11.97%	5	3	6	0
Total New Listed Units:			42	55	20	0.00B
Total New Listed Volume:			4.52M	8.02M	4.30M	\$0
Median New Listed Listing Price:			\$48,000	\$119,500	\$179,700	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

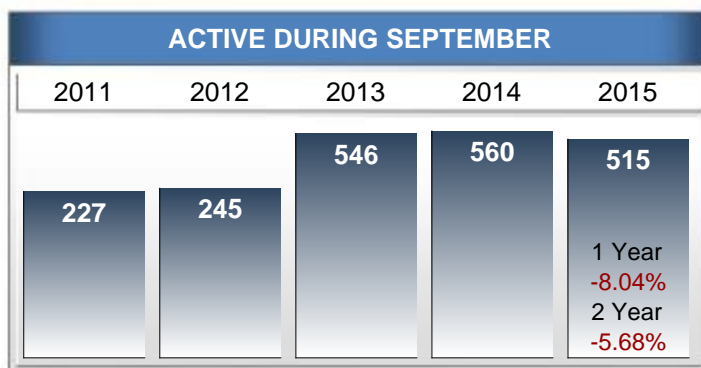
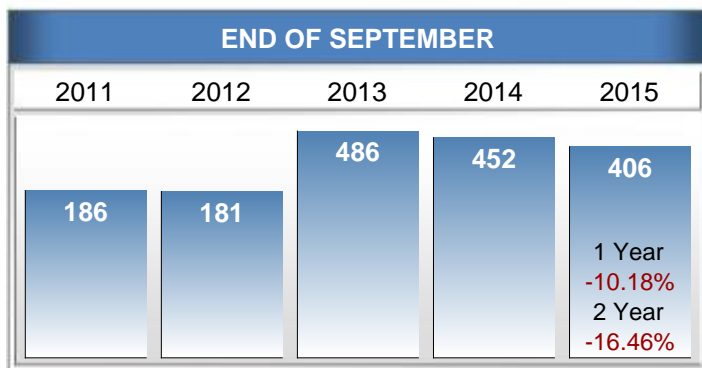
Active Inventory as of Oct 14, 2015



### Active Inventory

Report Produced on: Oct 14, 2015

Area Delimited by County Of Muskogee



Active Inventory

Ready to Buy or Sell Real Estate?  
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**5yr SEP AVG = 342**      **3 MONTHS**

**High**  
Oct 2013 = 497

**Low**  
Apr 2013 = 94

*Inventory* this month at **406**, above the 5 yr SEP average of **342**

JUL	383
AUG	399
SEP	406
<b>4.18%</b>	
<b>1.75%</b>	

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	22	5.42%	34.0	21	1	0	0
\$10,001 \$40,000	67	16.50%	63.0	52	13	2	0
\$40,001 \$70,000	50	12.32%	60.5	30	16	3	1
\$70,001 \$150,000	117	28.82%	65.0	22	77	17	1
\$150,001 \$210,000	58	14.29%	56.0	11	34	11	2
\$210,001 \$290,000	47	11.58%	92.0	7	23	16	1
\$290,001 and up	45	11.08%	76.0	22	9	12	2
Total Active Inventory by Units:		406	62.5	165	173	61	7
Total Active Inventory by Volume:		69,343,717		27.23M	26.19M	14.00M	1.93M
Median Active Inventory Listing Price:		\$116,500		\$50,000	\$128,900	\$179,900	\$199,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

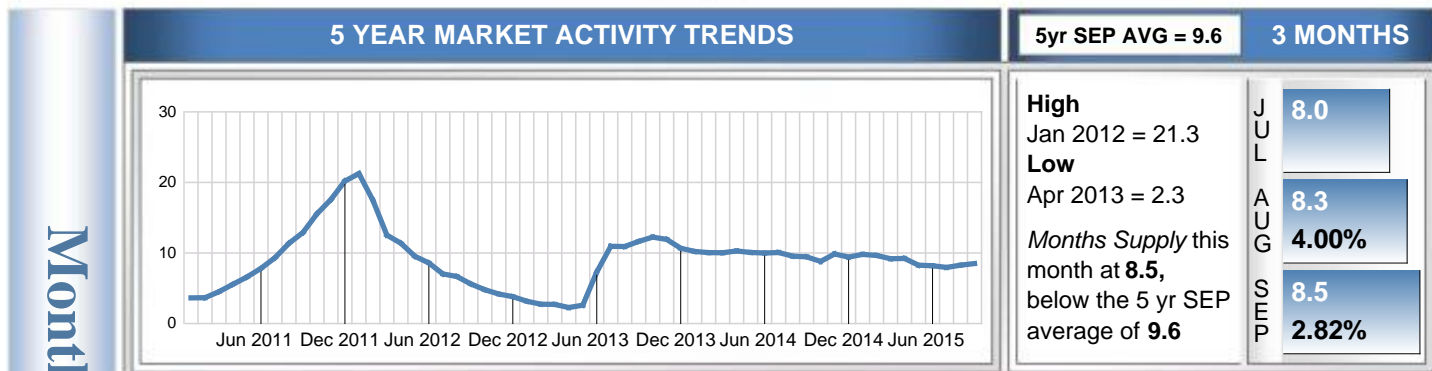
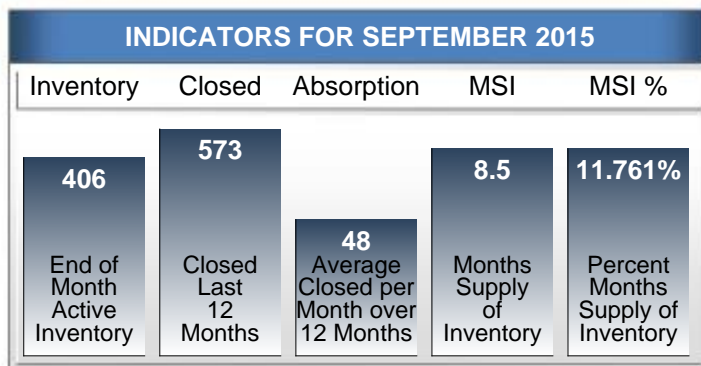
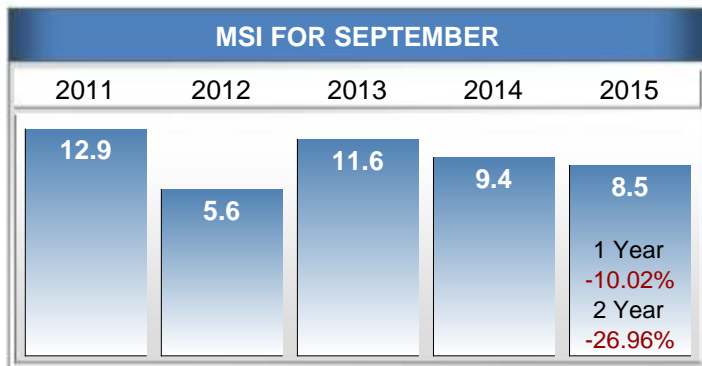
Active Inventory as of Oct 14, 2015



### Months Supply of Inventory

Report Produced on: Oct 14, 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	22	5.42%	33.0	50.4	0.0	0.0	0.0
\$10,001 \$40,000	67	16.50%	7.0	9.9	3.3	12.0	0.0
\$40,001 \$70,000	50	12.32%	6.7	12.9	3.4	9.0	12.0
\$70,001 \$150,000	117	28.82%	5.8	9.1	4.9	9.7	4.0
\$150,001 \$210,000	58	14.29%	10.5	44.0	9.7	6.9	12.0
\$210,001 \$290,000	47	11.58%	17.6	28.0	25.1	12.0	6.0
\$290,001 and up	45	11.08%	27.0	26.4	54.0	20.6	24.0
MSI:	8.5			14.0	5.9	10.2	7.6
Total Active Inventory:	406			165	173	61	7



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

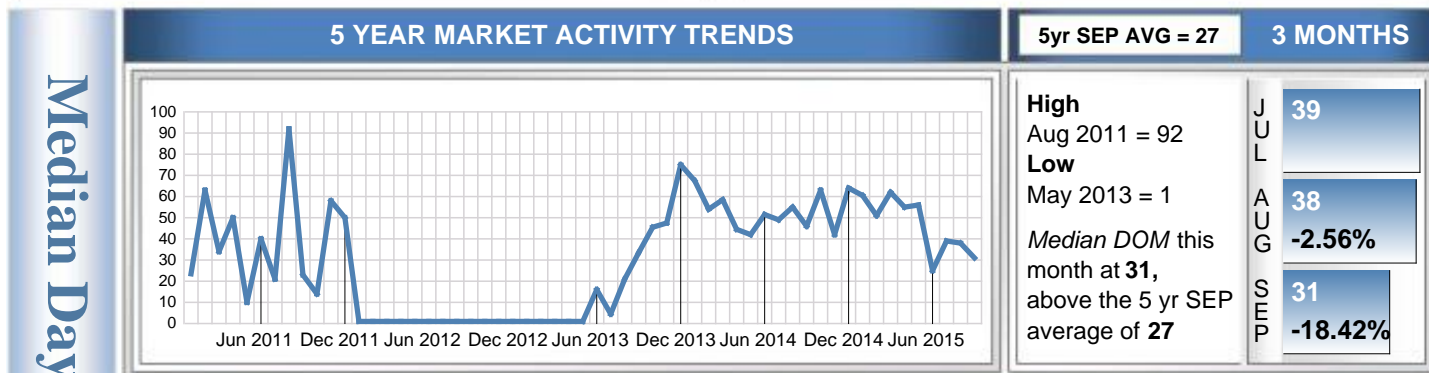
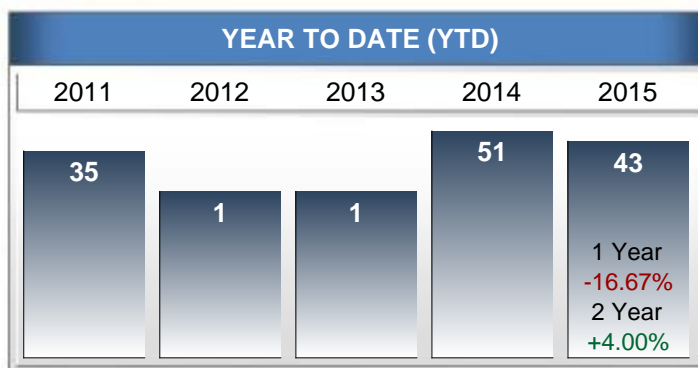
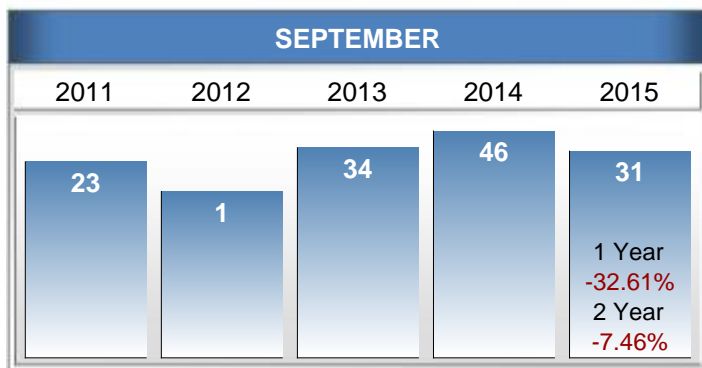
Closed Sales as of Oct 14, 2015



### Median Days on Market to Sale

Report Produced on: Oct 14, 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+
\$10,000 and less	2			4.08%	95.5	95.5	0.0	0.0	0.0
\$10,001 \$30,000	7			14.29%	38.0	54.0	20.0	0.0	0.0
\$30,001 \$60,000	7			14.29%	59.0	83.0	51.5	11.0	59.0
\$60,001 \$110,000	14			28.57%	35.0	45.0	31.0	69.0	0.0
\$110,001 \$130,000	5			10.20%	12.0	3.0	12.0	166.0	0.0
\$130,001 \$160,000	7			14.29%	17.0	15.0	57.5	17.0	7.0
\$160,001 and up	7			14.29%	24.0	1.0	31.0	24.0	0.0
Median Closed DOM:	31.0					45.0	31.0	24.0	33.0
Total Closed Units:	49					11	31	5	2
Total Closed Volume:	4,940,820					1.03M	3.11M	621.05K	177.50K



# Monthly Inventory Analysis

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## September 2015

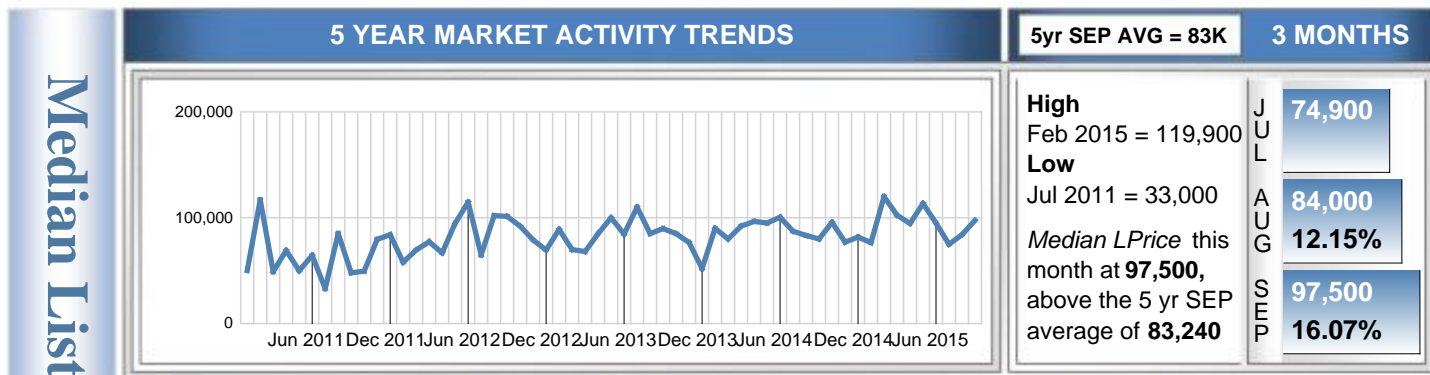
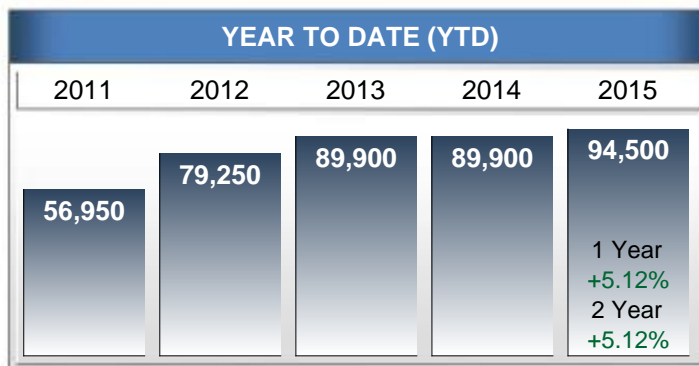
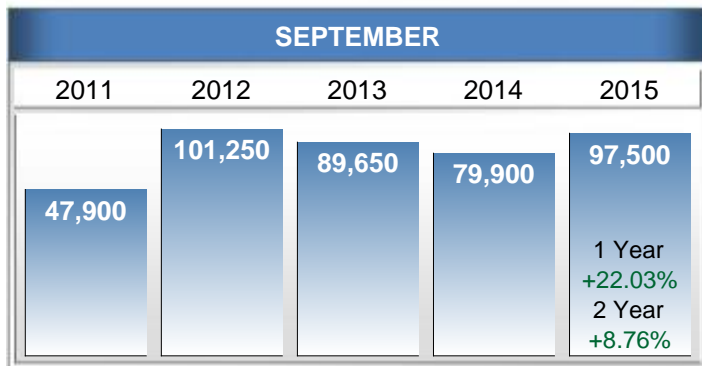
Closed Sales as of Oct 14, 2015



### Median List Price at Closing

Report Produced on: Oct 14, 2015

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%	24	0	0	0	0
\$10,001 - \$30,000	9	18.37%	23,500	18,750	23,500	0	0
\$30,001 - \$60,000	7	14.29%	40,280	39,900	46,325	40,280	45,000
\$60,001 - \$110,000	14	28.57%	93,250	84,900	93,250	97,500	0
\$110,001 - \$130,000	5	10.20%	125,000	125,000	124,900	125,500	0
\$130,001 - \$160,000	7	14.29%	144,500	157,500	145,950	144,500	135,000
\$160,001 and up	7	14.29%	175,000	599,000	174,500	229,900	0
Median List Price:	\$97,500			\$28,000	\$99,500	\$125,500	\$90,000
Total Closed Units:	49			11	31	5	2
Total List Volume:	5,122,520			1.12M	3.18M	637.68K	180.00K





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## September 2015

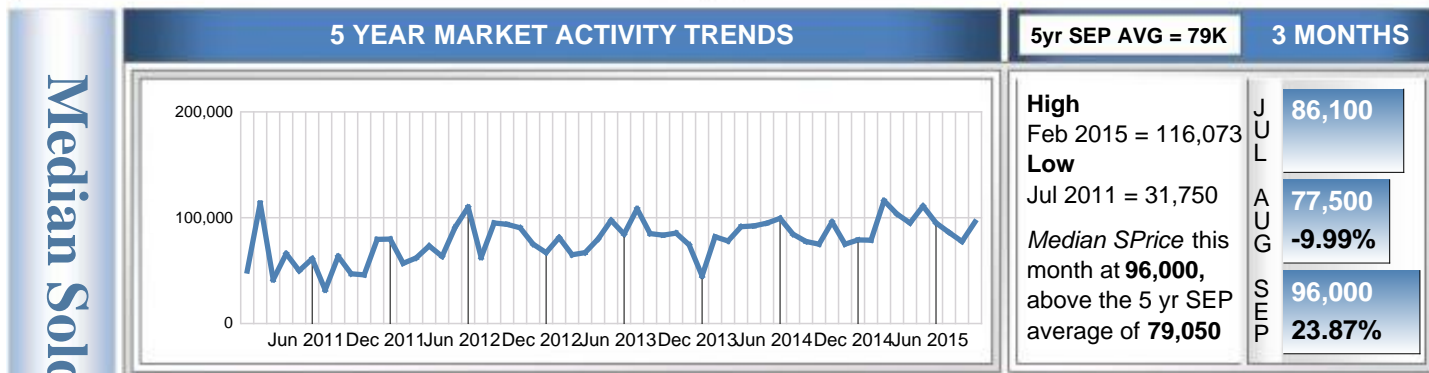
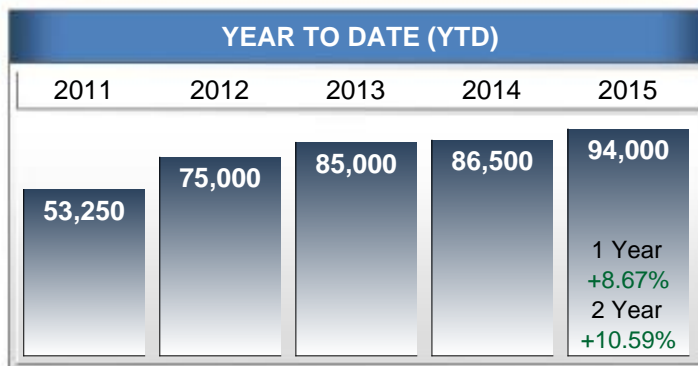
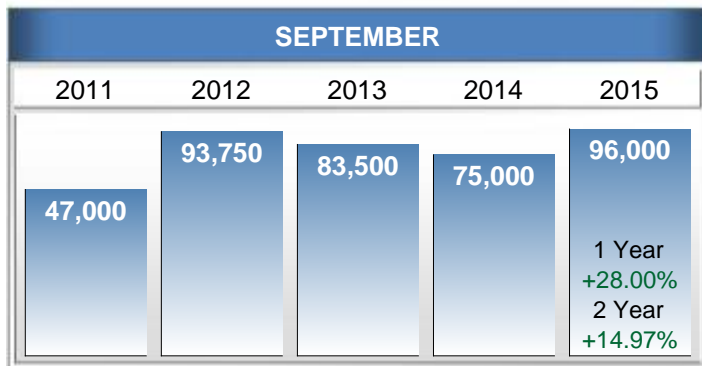
Closed Sales as of Oct 14, 2015



### Median Sold Price at Closing

Report Produced on: Oct 14, 2015

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		4.08%	9,150	9,150	0	0	0
\$10,001 - \$30,000	7		14.29%	19,500	20,900	19,500	0	0
\$30,001 - \$60,000	7		14.29%	41,054	32,000	44,845	41,054	42,500
\$60,001 - \$110,000	14		28.57%	91,750	81,450	91,750	96,000	0
\$110,001 - \$130,000	5		10.20%	122,500	125,000	120,000	122,500	0
\$130,001 - \$160,000	7		14.29%	139,500	147,250	143,750	135,000	135,000
\$160,001 and up	7		14.29%	170,500	550,000	165,000	226,500	0
Median Closed Price:		\$96,000			\$24,000	\$97,000	\$122,500	\$88,750
Total Closed Units:		49			11	31	5	2
Total Closed Volume:		4,940,820			1.03M	3.11M	621.05K	177.50K



# Monthly Inventory Analysis

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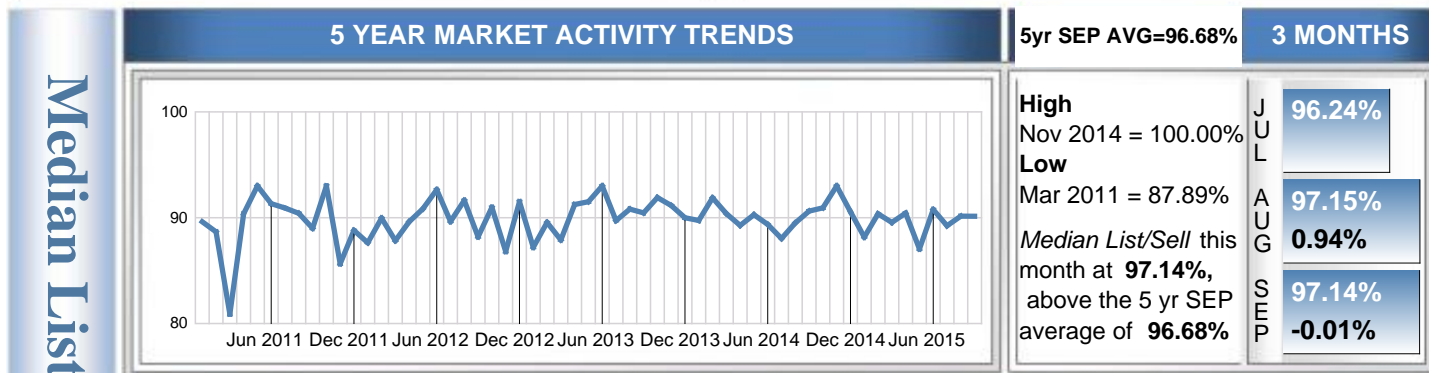
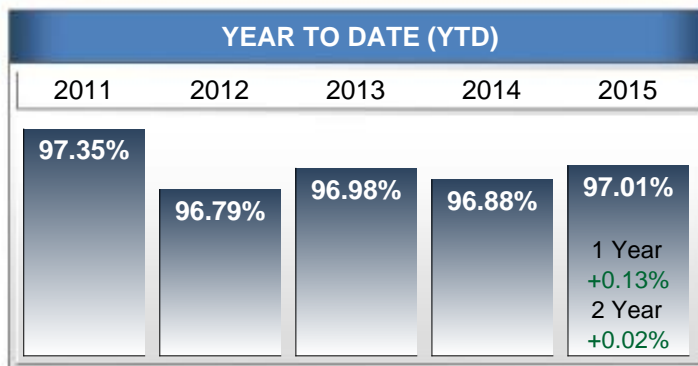
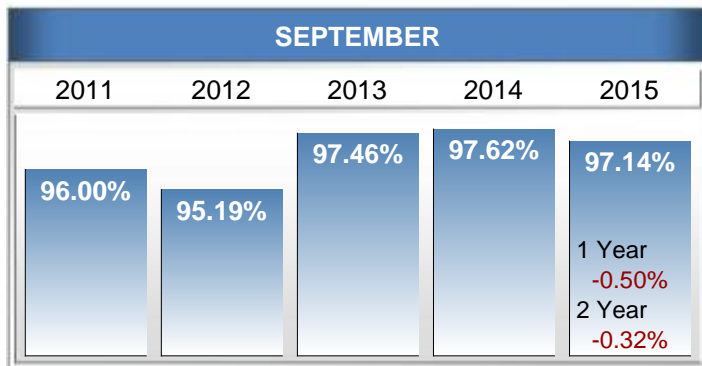
Closed Sales as of Oct 14, 2015



### Median Percent of List Price to Selling Price

Report Produced on: Oct 14, 2015

Area Delimited by County Of Muskogee



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	4.08%	72.15%	72.15%	0.00%	0.00%	0.00%
\$10,001 \$30,000	7	14.29%	85.71%	85.71%	82.98%	0.00%	0.00%
\$30,001 \$60,000	7	14.29%	100.12%	80.20%	100.17%	101.92%	94.44%
\$60,001 \$110,000	14	28.57%	97.49%	95.94%	97.49%	98.46%	0.00%
\$110,001 \$130,000	5	10.20%	100.00%	100.00%	100.00%	97.61%	0.00%
\$130,001 \$160,000	7	14.29%	96.50%	93.49%	98.25%	93.43%	100.00%
\$160,001 and up	7	14.29%	97.71%	91.82%	97.71%	98.52%	0.00%
Median List/Sell Ratio:	97.14%			85.71%	97.71%	98.46%	97.22%
Total Closed Units:	49			11	31	5	2
Total Closed Volume:	4,940,820			1.03M	3.11M	621.05K	177.50K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2015

Inventory as of Oct 14, 2015



### Market Summary

Report Produced on: Oct 14, 2015

Area Delimited by County Of Muskogee



**Absorption:** Last 12 months, an Average of 48 Sales/Month

**Active Inventory** as of September 30, 2015 = 406

	SEPTEMBER			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	55	49	-10.91%	451	438	-2.88%
Pending Sales	58	55	-5.17%	478	474	-0.84%
New Listings	120	117	-2.50%	1,195	1,066	-10.79%
Median List Price	79,900	97,500	22.03%	89,900	94,500	5.12%
Median Sale Price	75,000	96,000	28.00%	86,500	94,000	8.67%
Median Percent of List Price to Selling Price	97.62%	97.14%	-0.50%	96.88%	97.01%	0.13%
Median Days on Market to Sale	46.00	31.00	-32.61%	51.00	42.50	-16.67%
Monthly Inventory	453	406	-10.38%	453	406	-10.38%
Months Supply of Inventory	9.47	8.50	-10.22%	9.47	8.50	-10.22%

