



# September 2016

Area Delimited by County Of Muskogee

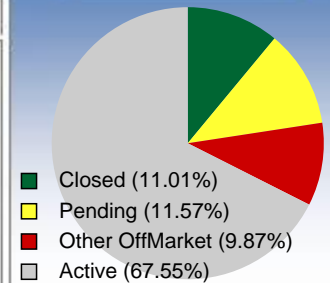


**Absorption:** Last 12 months, an Average of **54** Sales/Month

**Active Inventory** as of September 30, 2016 = **356**

	SEPTEMBER		
	2015	2016	+/- %
Closed Listings	51	58	13.73%
Pending Listings	52	61	17.31%
New Listings	119	107	-10.08%
Average List Price	109,265	106,034	-2.96%
Average Sale Price	103,447	99,179	-4.13%
Average Percent of List Price to Selling Price	94.29%	97.52%	3.43%
Average Days on Market to Sale	48.43	70.83	46.24%
End of Month Inventory	400	356	-11.00%
Months Supply of Inventory	8.21	6.64	-19.03%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Oct 11, 2016

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 2016 decreased **11.00%** to 356 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **6.64** 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 **4.13%** in September 2016 to \$99,179 versus the previous year at \$103,447.

### Average Days on Market Lengthens

The average number of **70.83** days that homes spent on the market before selling increased by 22.40 days or **46.24%** in September 2016 compared to last year's same month at **48.43** DOM.

### Sales Success for September 2016 is Positive

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

There were 107 New Listings in September 2016, down **10.08%** from last year at 119. Furthermore, there were 58 Closed Listings this month versus last year at 51, a **13.73%** increase.

Closed versus Listed trends yielded a **54.2%** ratio, up from last year's September 2016 at **42.9%**, a **26.48%** upswing. 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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 2016

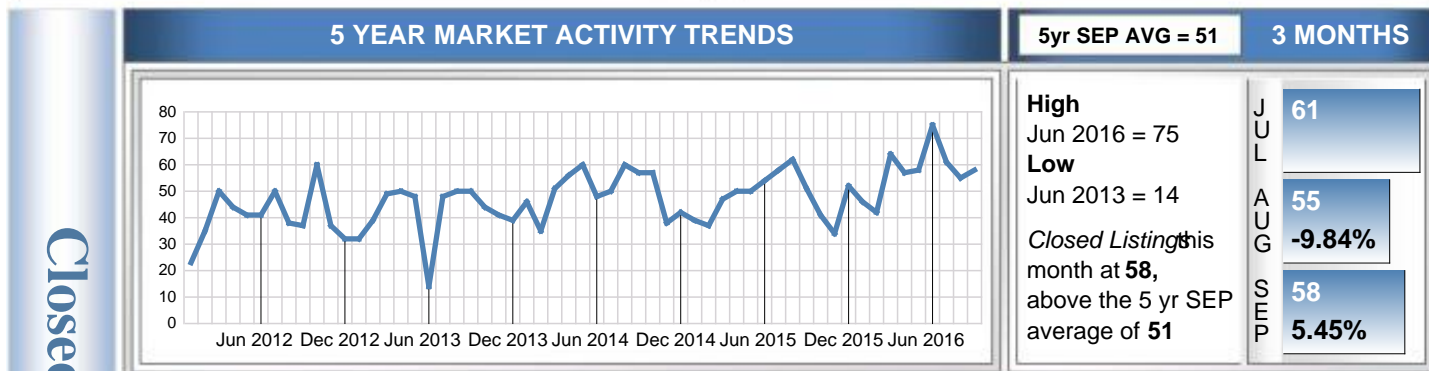
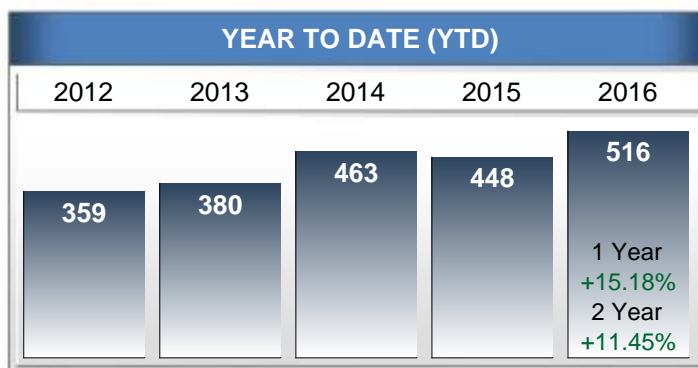
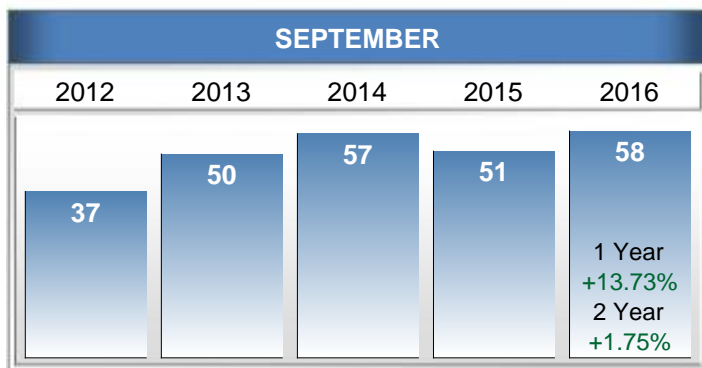
Closed Sales as of Oct 11, 2016



### Closed Listings

Report Produced on: Oct 11, 2016

Area Delimited by County Of Muskogee



#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	6.90%	42.3	3	1	0	0
\$20,001 \$40,000	8	13.79%	72.5	7	1	0	0
\$40,001 \$50,000	8	13.79%	78.5	6	2	0	0
\$50,001 \$100,000	17	29.31%	59.5	3	14	0	0
\$100,001 \$140,000	6	10.34%	69.0	1	4	1	0
\$140,001 \$220,000	9	15.52%	81.8	1	7	0	1
\$220,001 and up	6	10.34%	94.8	0	2	4	0
Total Closed Units: 58				70.8			
Total Closed Volume: 5,752,389				1.05M 3.24M 1.31M 150.00K			
Average Closed Price: \$99,179				\$50,085 \$104,631 \$261,410 \$150,000			

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

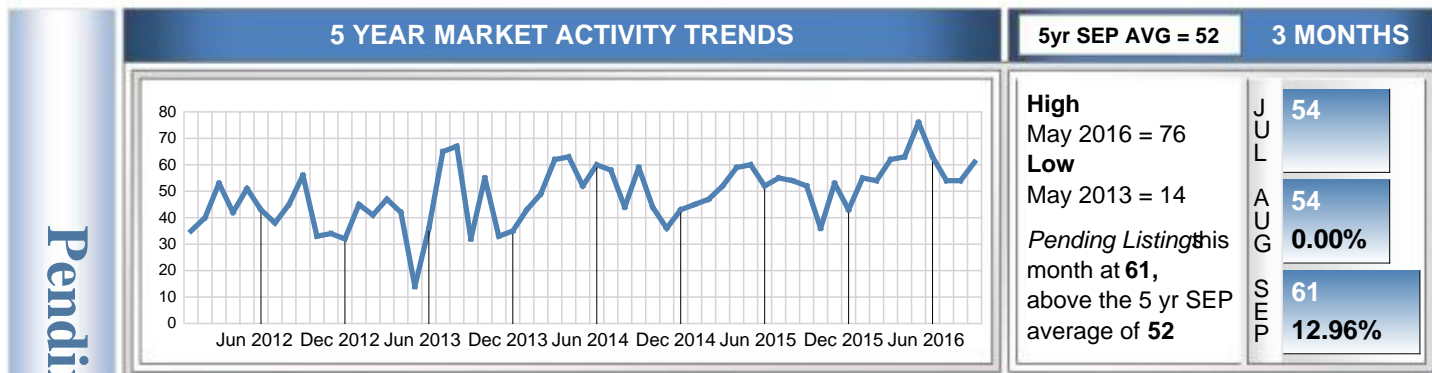
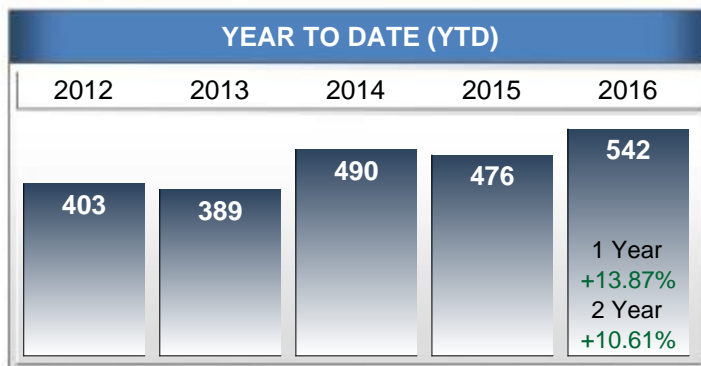
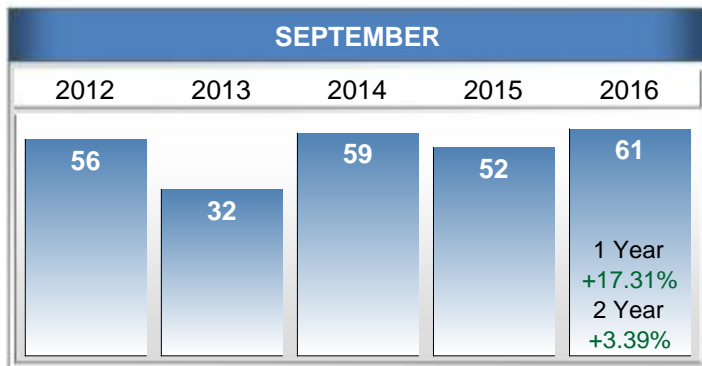
Pending Listings as of Oct 11, 2016



### Pending Listings

Report Produced on: Oct 11, 2016

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+
\$10,000 and less	3	4.92%	49.3	2	1	0	0
\$10,001 \$30,000	11	18.03%	61.7	5	5	1	0
\$30,001 \$50,000	7	11.48%	87.4	5	2	0	0
\$50,001 \$110,000	18	29.51%	54.7	3	14	0	1
\$110,001 \$170,000	8	13.11%	58.4	0	6	2	0
\$170,001 \$230,000	7	11.48%	88.9	0	4	2	1
\$230,001 and up	7	11.48%	71.7	0	4	2	1
Total Pending Units: 61				15	36	7	3
Total Pending Volume: 6,296,959				518.86K	3.90M	1.38M	493.40K
Average Listing Price: \$47,950				\$34,591	\$108,453	\$197,200	\$164,467



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

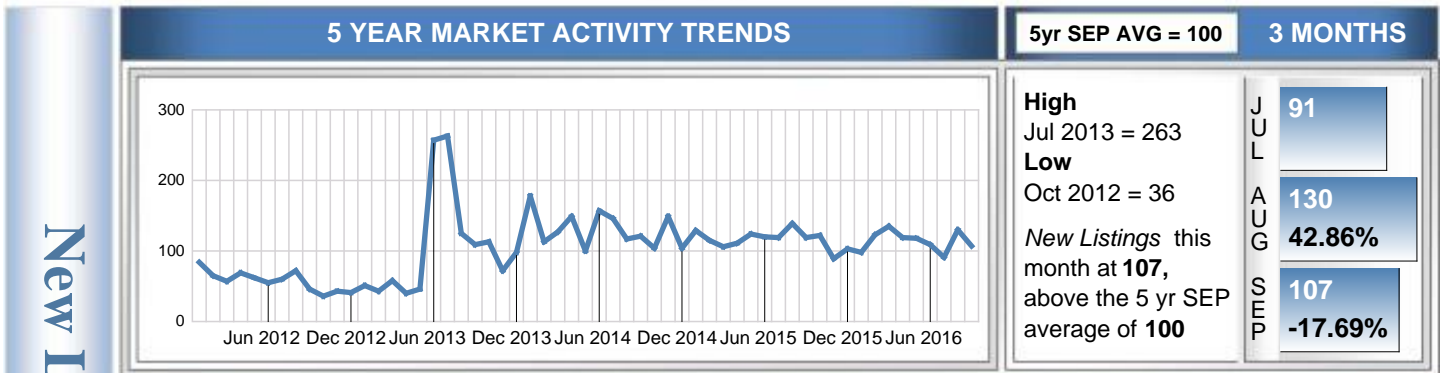
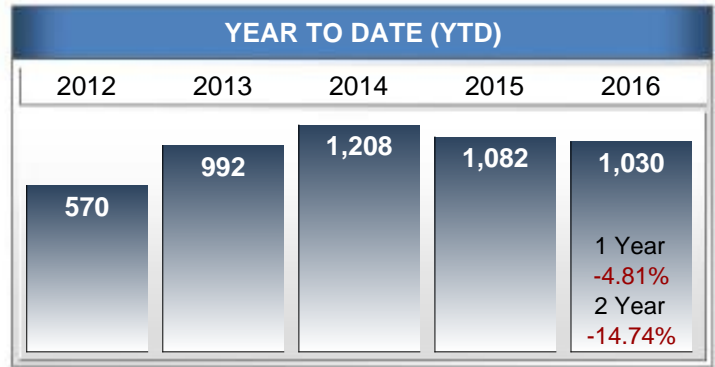
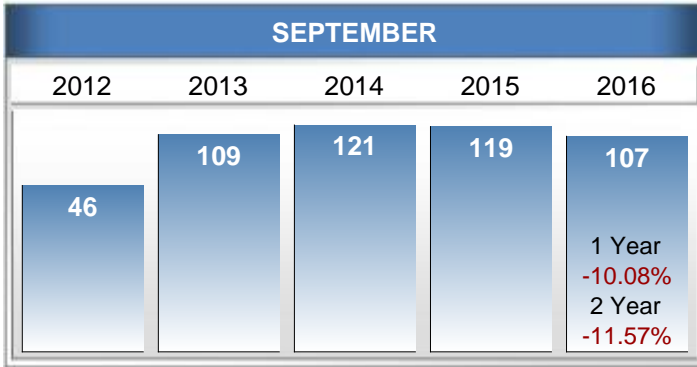
New Listings as of Oct 11, 2016



### New Listings

Report Produced on: Oct 11, 2016

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+
\$10,000 and less	4	3.74%	4	0	0	0
\$10,001 - \$40,000	20	18.69%	15	5	0	0
\$40,001 - \$60,000	15	14.02%	8	6	1	0
\$60,001 - \$110,000	22	20.56%	5	16	1	0
\$110,001 - \$190,000	20	18.69%	2	15	3	0
\$190,001 - \$320,000	15	14.02%	1	10	3	1
\$320,001 and up	11	10.28%	5	1	4	1
<b>Total New Listed Units:</b>	<b>107</b>		<b>40</b>	<b>53</b>	<b>12</b>	<b>2</b>
<b>Total New Listed Volume:</b>	<b>15,976,873</b>		<b>5.22M</b>	<b>6.95M</b>	<b>2.97M</b>	<b>825.00K</b>
<b>Average New Listed Listing Price:</b>	<b>\$12,000</b>		<b>\$130,580</b>	<b>\$131,208</b>	<b>\$247,888</b>	<b>\$412,500</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

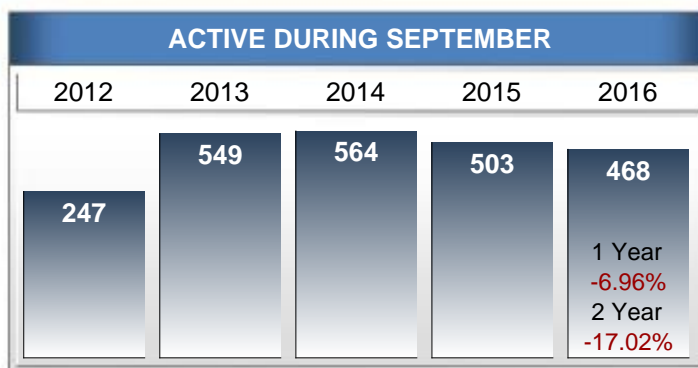
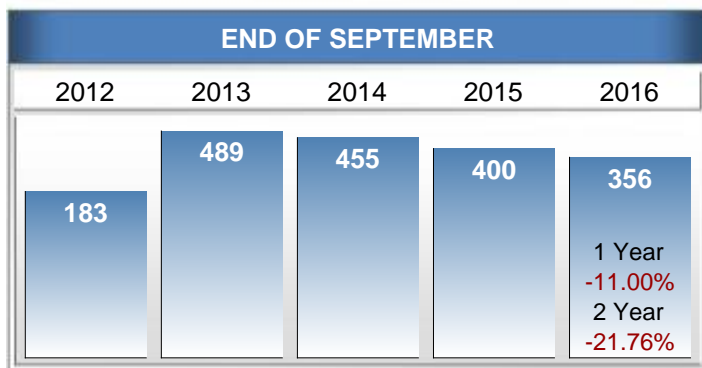
Active Inventory as of Oct 11, 2016



### Active Inventory

Report Produced on: Oct 11, 2016

Area Delimited by County Of Muskogee



Active Inventory

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5yr SEP AVG = 377		3 MONTHS	
<b>High</b>	Oct 2013 = 499	JUL	342
<b>Low</b>	Apr 2013 = 98	AUG	362
Inventory this month at 356, below the 5 yr SEP average of 377		SEP	356
			-1.66%

#### 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	17.13%	63.9	54	6	1	0
\$25,001-\$50,000	50	14.04%	76.2	33	14	3	0
\$50,001-\$100,000	95	26.69%	75.3	34	52	8	1
\$100,001-\$175,000	59	16.57%	61.4	12	41	6	0
\$175,001-\$325,000	52	14.61%	64.0	10	26	14	2
\$325,001 and up	39	10.96%	80.3	22	3	12	2
Total Active Inventory by Units:		356	70.1	165	142	44	5
Total Active Inventory by Volume:		57,703,642		27.74M	17.58M	10.88M	1.50M
Average Active Inventory Listing Price:		\$162,089		\$168,128	\$123,807	\$247,367	\$299,560



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

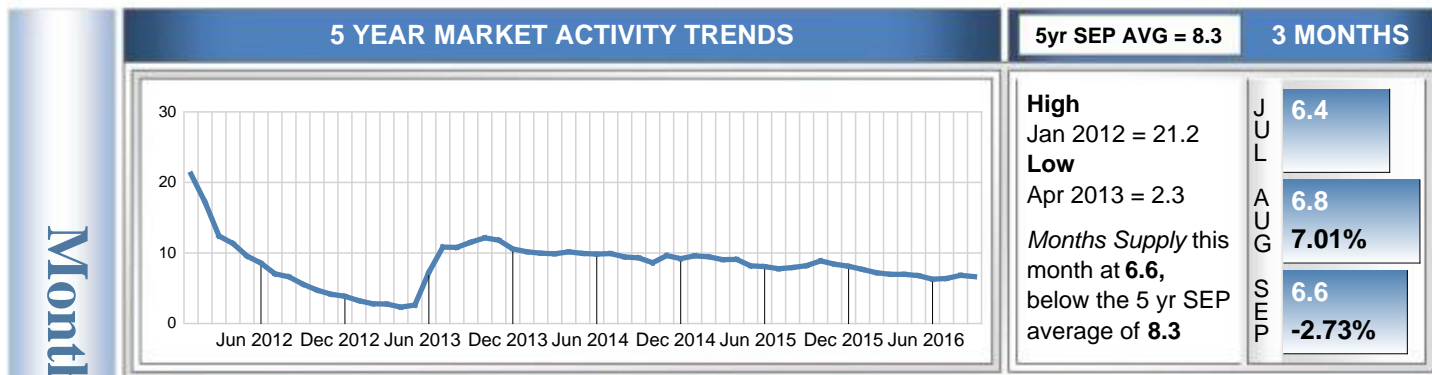
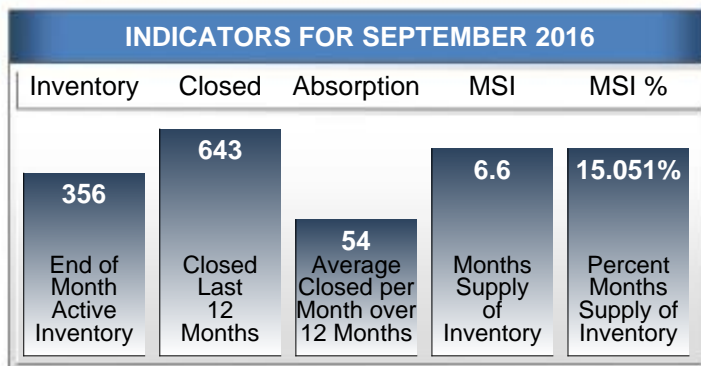
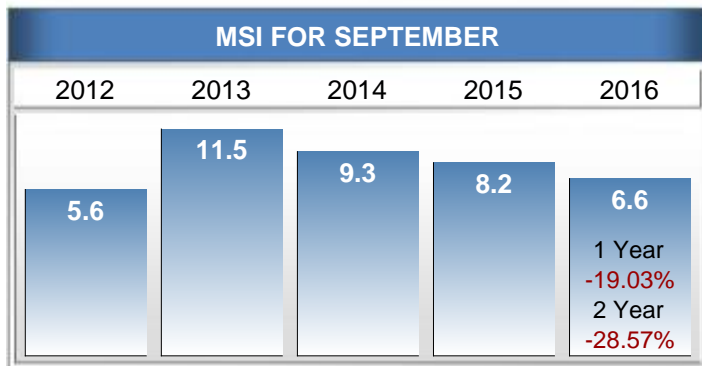
Active Inventory as of Oct 11, 2016



### Months Supply of Inventory

Report Produced on: Oct 11, 2016

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	6.18%	10.2	14.8	0.0	4.0	0.0
\$10,001 \$30,000	50	14.04%	6.7	8.7	3.2	3.0	0.0
\$30,001 \$50,000	39	10.96%	5.9	7.4	4.6	4.8	0.0
\$50,001 \$120,000	113	31.74%	6.1	12.3	4.6	7.2	0.0
\$120,001 \$190,000	50	14.04%	3.8	5.3	4.0	2.5	0.0
\$190,001 \$340,000	45	12.64%	8.9	60.0	7.7	6.0	24.0
\$340,001 and up	37	10.39%	49.3	132.0	18.0	30.0	24.0
MSI:			6.6	11.4	4.6	5.9	10.0
Total Active Inventory:			356	165	142	44	5



# Monthly Inventory Analysis

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## September 2016

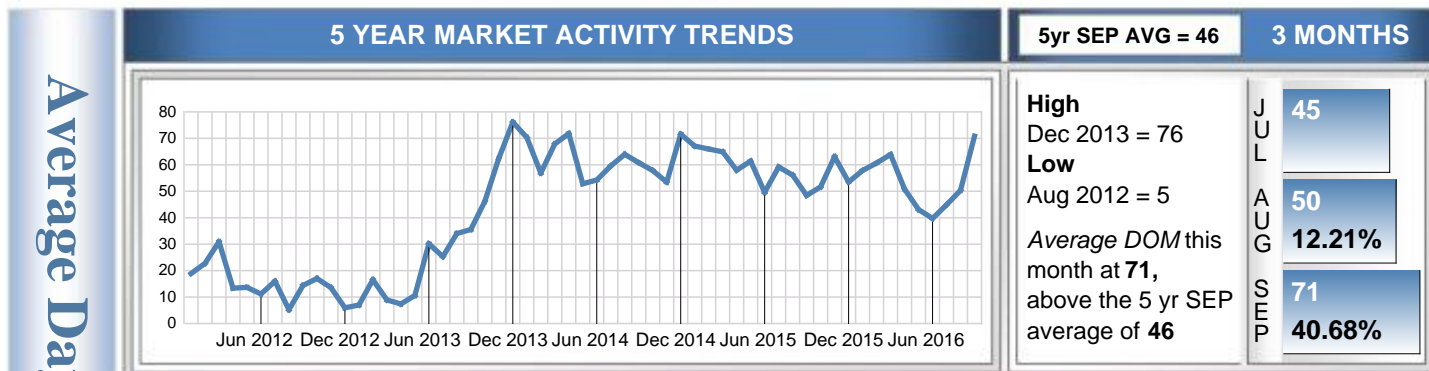
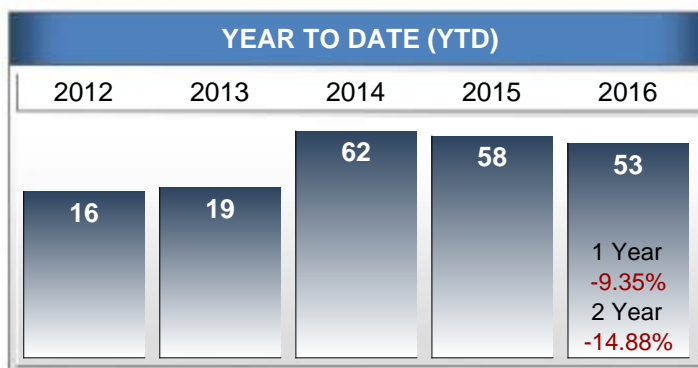
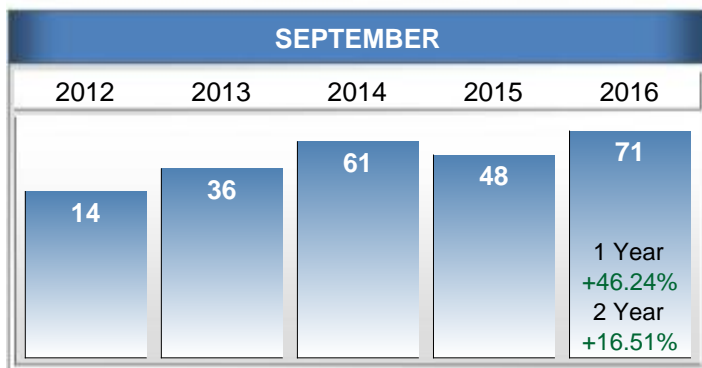
Closed Sales as of Oct 11, 2016



### Average Days on Market to Sale

Report Produced on: Oct 11, 2016

Area Delimited by County Of Muskogee



Average Days on Market

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#### 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+
\$20,000 and less	4	6.90%	42.3	51.7	14.0	0.0	0.0
\$20,001 \$40,000	8	13.79%	72.5	68.6	100.0	0.0	0.0
\$40,001 \$50,000	8	13.79%	78.5	74.0	92.0	0.0	0.0
\$50,001 \$100,000	17	29.31%	59.5	79.3	55.3	0.0	0.0
\$100,001 \$140,000	6	10.34%	69.0	52.0	62.5	112.0	0.0
\$140,001 \$220,000	9	15.52%	81.8	26.0	78.4	0.0	161.0
\$220,001 and up	6	10.34%	94.8	0.0	80.5	102.0	0.0
Average Closed DOM: 70.8				66.4	65.5	104.0	161.0
Total Closed Units: 58				21	31	5	1
Total Closed Volume: 5,752,389				1.05M	3.24M	1.31M	150.00K



# Monthly Inventory Analysis

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## September 2016

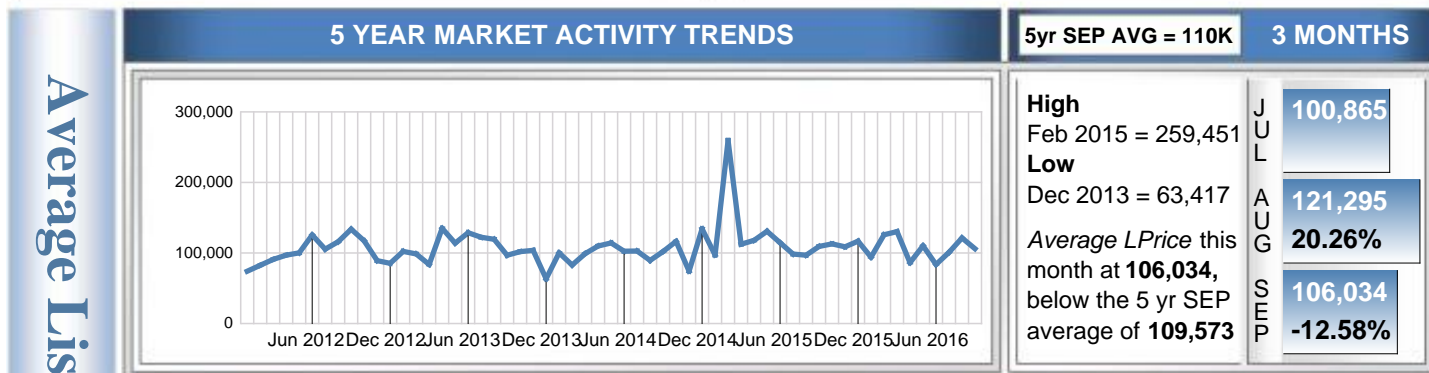
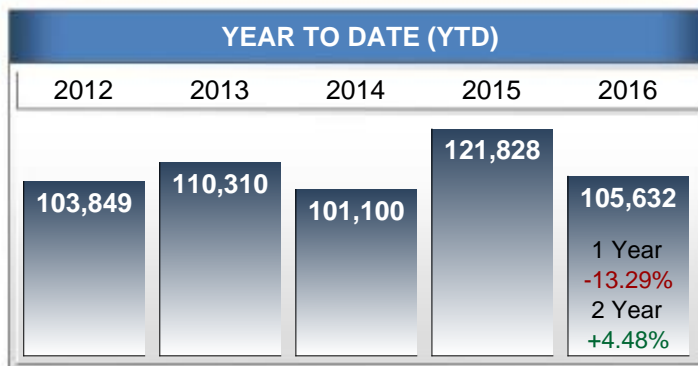
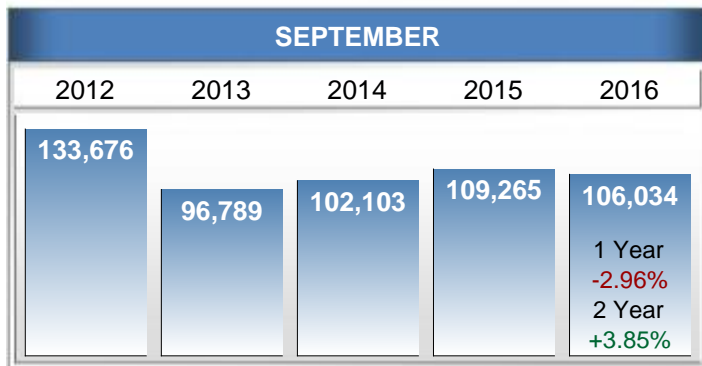
Closed Sales as of Oct 11, 2016



### Average List Price at Closing

Report Produced on: Oct 11, 2016

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+
\$20,000 and less	5	8.62%	9,960	8,000	6,900	0	0
\$20,001 \$40,000	7	12.07%	31,971	29,686	34,900	0	0
\$40,001 \$50,000	7	12.07%	48,114	50,733	57,500	0	0
\$50,001 \$100,000	18	31.03%	76,222	76,733	80,364	0	0
\$100,001 \$140,000	6	10.34%	126,150	169,500	125,500	139,000	0
\$140,001 \$220,000	9	15.52%	165,867	50,000	163,471	0	179,000
\$220,001 and up	6	10.34%	319,650	0	239,750	359,600	0
Average List Price:	\$106,034			\$46,948	\$109,926	\$315,480	\$179,000
Total Closed Units:	58			21	31	5	1
Total List Volume:	6,149,999			985.90K	3.41M	1.58M	179.00K





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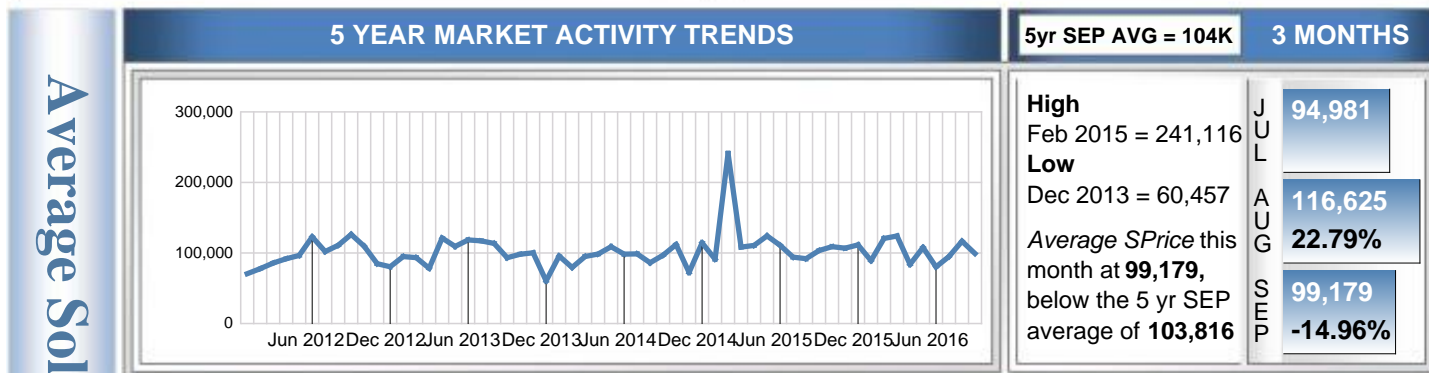
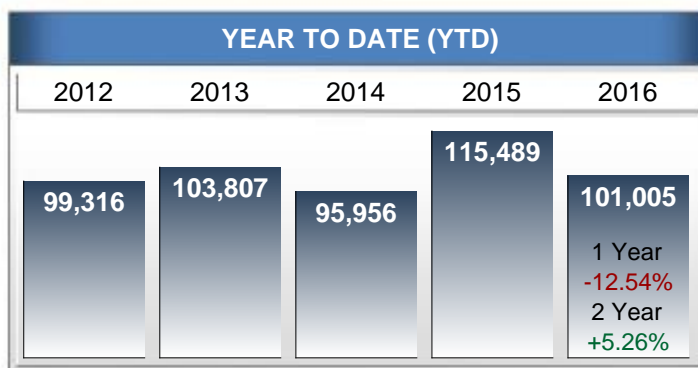
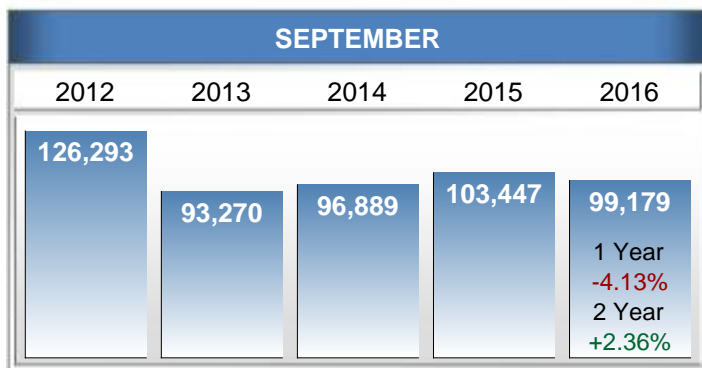
Closed Sales as of Oct 11, 2016



### Average Sold Price at Closing

Report Produced on: Oct 11, 2016

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+
\$20,000 and less	4		6.90%	6,125	5,833	7,000	0	0
\$20,001 \$40,000	8		13.79%	28,488	28,571	27,900	0	0
\$40,001 \$50,000	8		13.79%	44,635	44,761	44,257	0	0
\$50,001 \$100,000	17		29.31%	75,004	70,237	76,025	0	0
\$100,001 \$140,000	6		10.34%	126,317	135,000	120,975	139,000	0
\$140,001 \$220,000	9		15.52%	164,656	220,000	158,843	0	150,000
\$220,001 and up	6		10.34%	271,342	0	230,000	292,013	0
Average Closed Price:	\$99,179				\$50,085	\$104,631	\$261,410	\$150,000
Total Closed Units:	58				21	31	5	1
Total Closed Volume:	5,752,389				1.05M	3.24M	1.31M	150.00K



# Monthly Inventory Analysis

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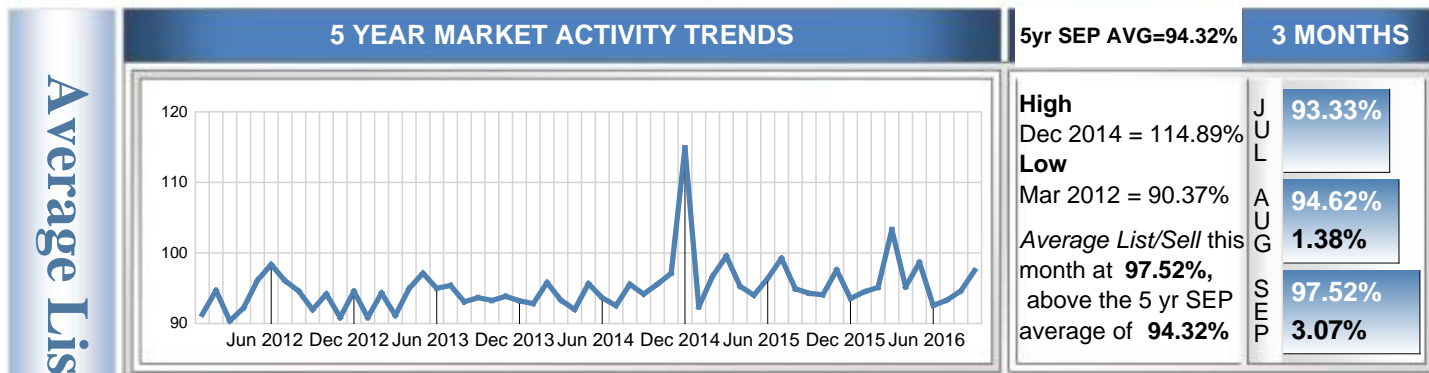
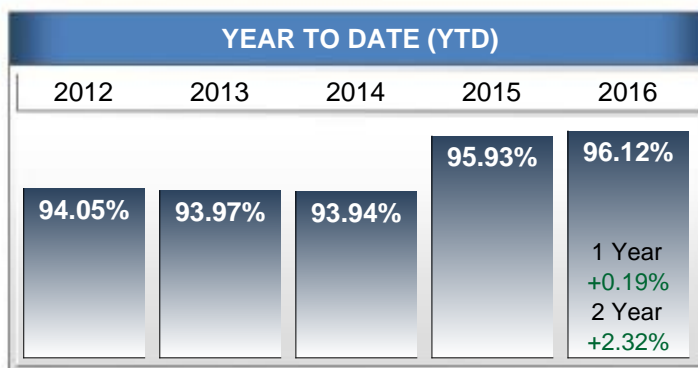
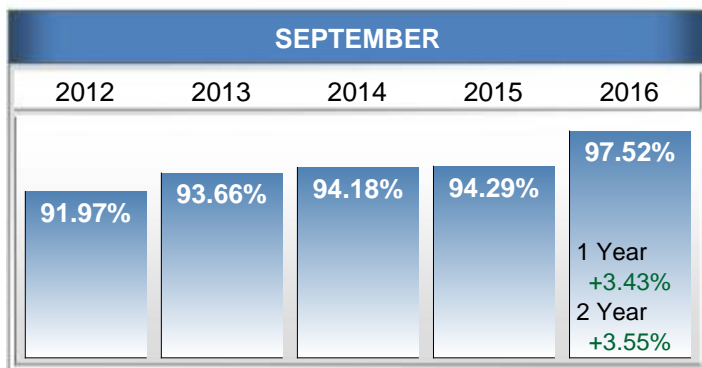
Closed Sales as of Oct 11, 2016



### Average Percent of List Price to Selling Price

Report Produced on: Oct 11, 2016

Area Delimited by County Of Muskogee



Average List/Sell Price

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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+
\$20,000 and less	4	6.90%	72.24%	62.50%	101.45%	0.00%	0.00%
\$20,001 \$40,000	8	13.79%	96.24%	98.56%	79.94%	0.00%	0.00%
\$40,001 \$50,000	8	13.79%	86.18%	88.93%	77.90%	0.00%	0.00%
\$50,001 \$100,000	17	29.31%	94.05%	91.29%	94.65%	0.00%	0.00%
\$100,001 \$140,000	6	10.34%	94.05%	79.65%	96.16%	100.00%	0.00%
\$140,001 \$220,000	9	15.52%	134.01%	44.00%	97.47%	0.00%	83.80%
\$220,001 and up	6	10.34%	89.75%	0.00%	95.93%	86.66%	0.00%
Average List/Sell Ratio: 97.50%				104.98%	94.23%	89.33%	83.80%
Total Closed Units: 58				21	31	5	1
Total Closed Volume: 5,752,389				1.05M	3.24M	1.31M	150.00K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## September 2016

Inventory as of Oct 11, 2016



### Market Summary

Report Produced on: Oct 11, 2016

Area Delimited by County Of Muskogee



**Absorption:** Last 12 months, an Average of 54 Sales/Month

**Active Inventory** as of September 30, 2016 = 356

	SEPTEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	51	58	13.73%	448	516	15.18%
Pending Sales	52	61	17.31%	476	542	13.87%
New Listings	119	107	-10.08%	1,082	1,030	-4.81%
Average List Price	109,265	106,034	-2.96%	121,828	105,632	-13.29%
Average Sale Price	103,447	99,179	-4.13%	115,489	101,005	-12.54%
Average Percent of List Price to Selling Price	94.29%	97.52%	3.43%	95.93%	96.12%	0.19%
Average Days on Market to Sale	48.43	70.83	46.24%	58.33	52.88	-9.35%
Monthly Inventory	400	356	-11.00%	400	356	-11.00%
Months Supply of Inventory	8.21	6.64	-19.03%	8.21	6.64	-19.03%

