



April 2016

Area Delimited by County Of Muskogee

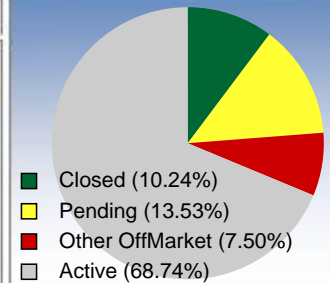


Absorption: Last 12 months, an Average of **51** Sales/Month

Active Inventory as of April 30, 2016 = **376**

	APRIL		
	2015	2016	+/- %
Closed Listings	50	56	12.00%
Pending Listings	59	74	25.42%
New Listings	111	119	7.21%
Median List Price	93,200	70,950	-23.87%
Median Sale Price	93,500	70,398	-24.71%
Median Percent of List Price to Selling Price	97.77%	97.72%	-0.04%
Median Days on Market to Sale	52.50	32.00	-39.05%
End of Month Inventory	444	376	-15.32%
Months Supply of Inventory	9.11	7.41	-18.65%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 12, 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 April 2016 decreased **15.32%** to 376 existing homes available for sale. Over the last 12 months this area has had an average of 51 closed sales per month. This represents an unsold inventory index of **7.41** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **24.71%** in April 2016 to \$70,398 versus the previous year at \$93,500.

Median Days on Market Shortens

The median number of **32.00** days that homes spent on the market before selling decreased by 20.50 days or **39.05%** in April 2016 compared to last year's same month at **52.50** DOM.

Sales Success for April 2016 is Positive

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

There were 119 New Listings in April 2016, up **7.21%** from last year at 111. Furthermore, there were 56 Closed Listings this month versus last year at 50, a **12.00%** increase.

Closed versus Listed trends yielded a **47.1%** ratio, up from last year's April 2016 at **45.0%**, a **4.47%** 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

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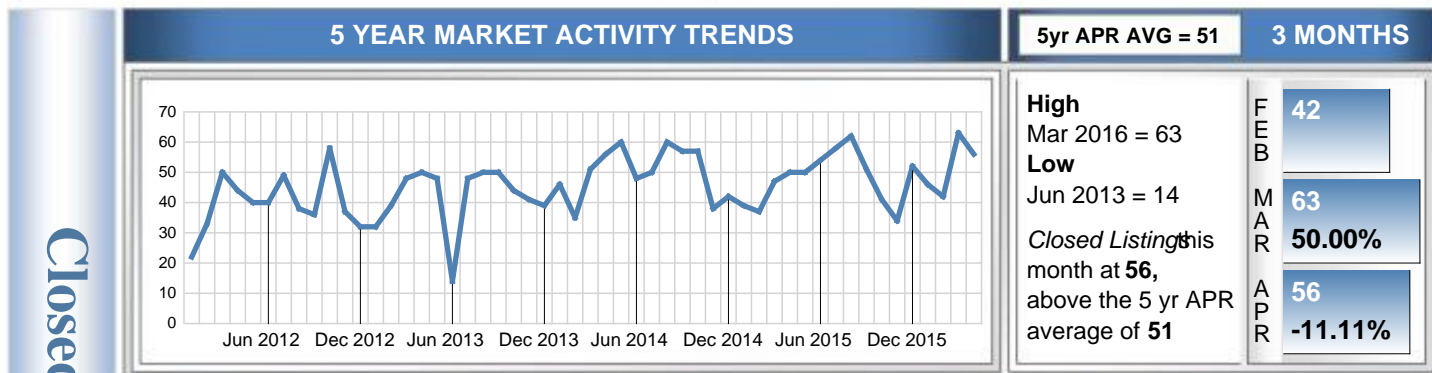
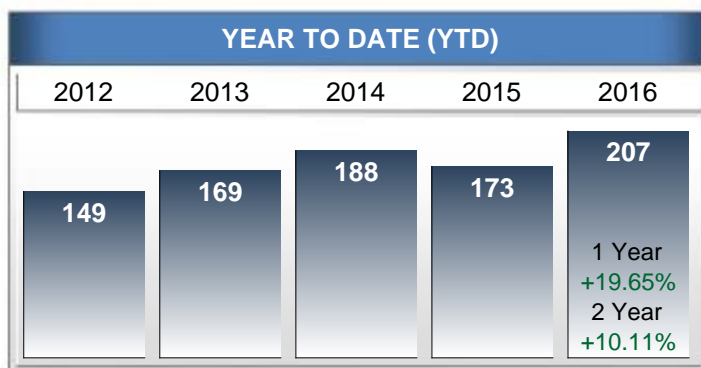
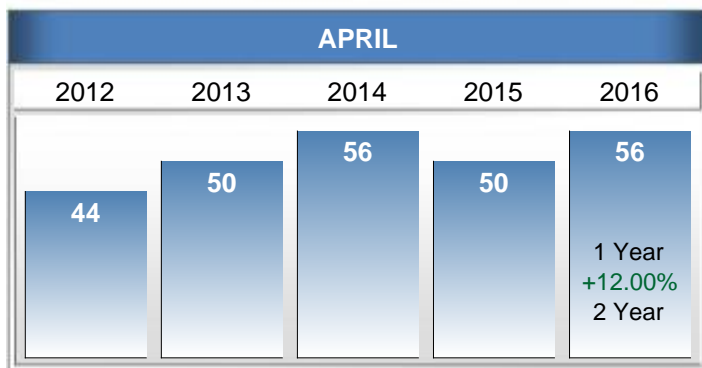
Closed Sales as of May 12, 2016



Closed Listings

Report Produced on: May 12, 2016

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+
\$10,000 and less	2	3.57%	1.0	2	0	0	0
\$10,001 - \$20,000	9	16.07%	49.0	6	3	0	0
\$20,001 - \$40,000	10	17.86%	34.5	5	4	1	0
\$40,001 - \$80,000	11	19.64%	32.0	2	8	1	0
\$80,001 - \$120,000	11	19.64%	49.0	0	10	1	0
\$120,001 - \$210,000	7	12.50%	13.0	0	6	1	0
\$210,001 and up	6	10.71%	40.5	0	2	4	0
Total Closed Units: 56				32.0	15	33	8
Total Closed Volume: 4,723,325					383.00K	2.97M	1.37M
Median Closed Price: \$70,398					\$19,000	\$82,500	\$187,450
							0.00B
							\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2016

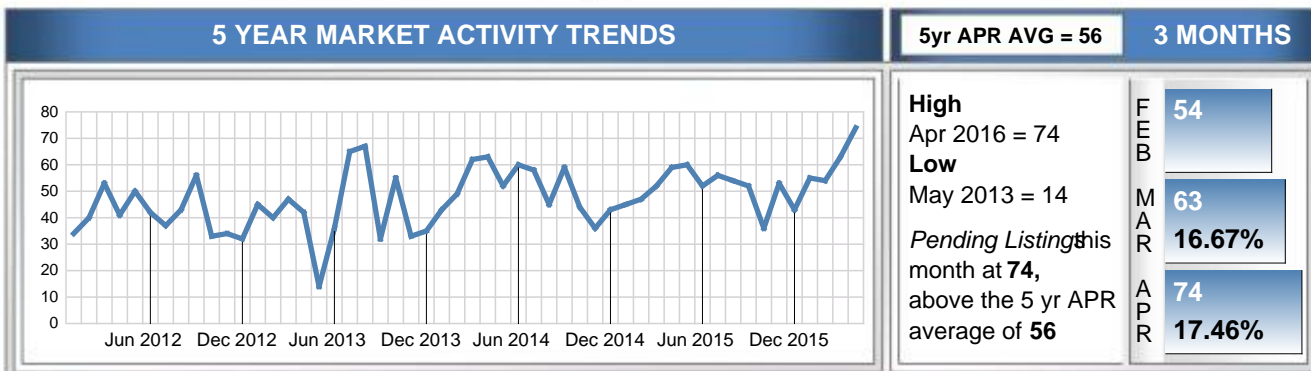
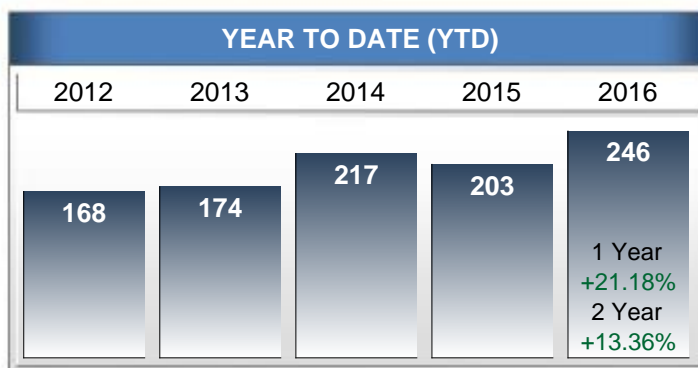
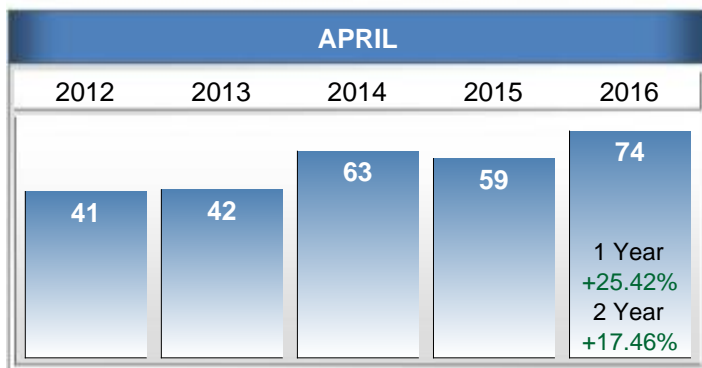
Pending Listings as of May 12, 2016



Pending Listings

Report Produced on: May 12, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	2	2.70%	4.5	1	0	1	0	
\$10,001 \$30,000	12	16.22%	1.0	7	2	2	1	
\$30,001 \$60,000	11	14.86%	41.0	2	7	2	0	
\$60,001 \$120,000	20	27.03%	26.0	1	17	2	0	
\$120,001 \$130,000	9	12.16%	14.0	0	5	3	1	
\$130,001 \$170,000	11	14.86%	13.0	3	7	1	0	
\$170,001 and up	9	12.16%	57.0	0	7	2	0	
Total Pending Units: 74				15.5	14	45	13	2
Total Pending Volume: 7,351,100					768.55K	5.09M	1.35M	136.10K
Median Listing Price: \$104,250					\$17,000	\$114,900	\$89,750	\$68,050



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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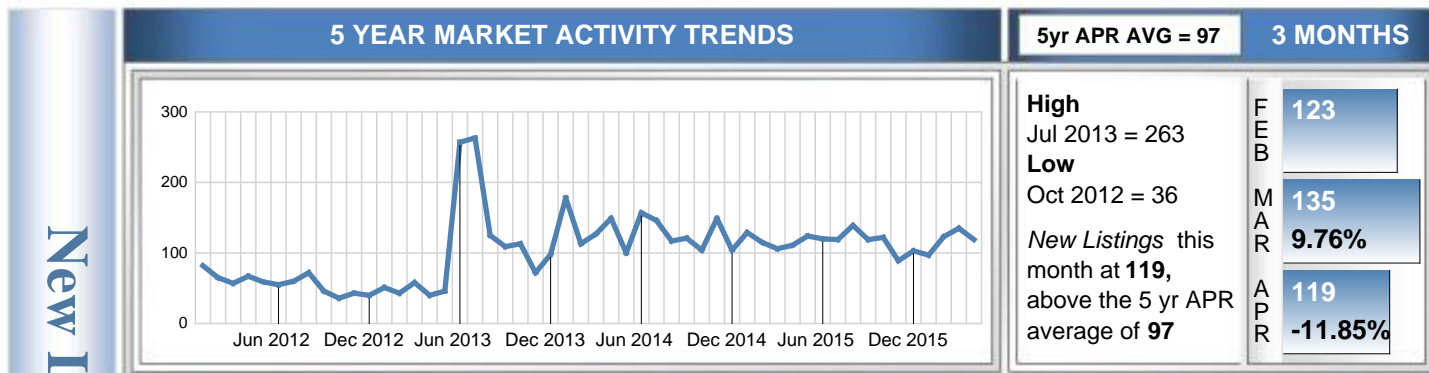
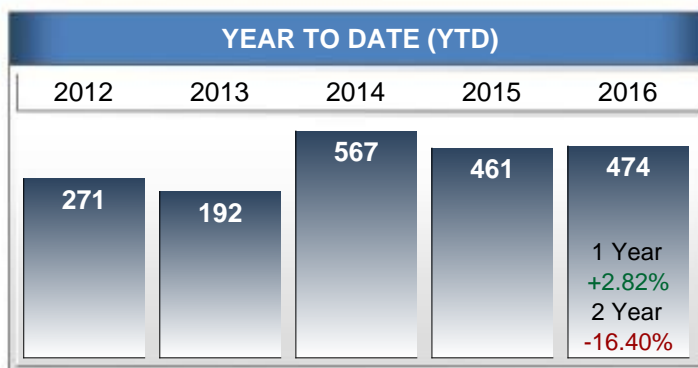
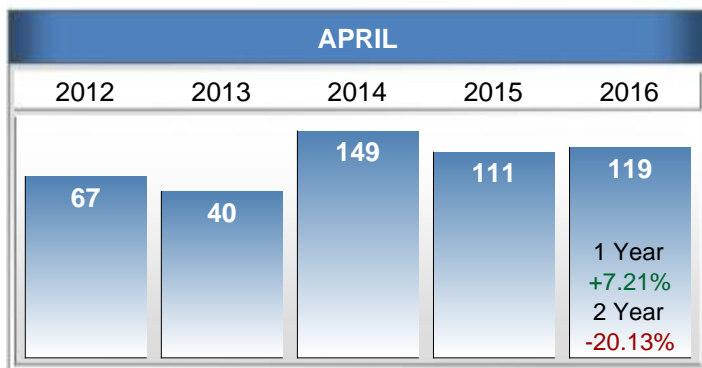
New Listings as of May 12, 2016



New Listings

Report Produced on: May 12, 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	3.36%	3	0	1	0
\$10,001 - \$40,000	22	18.49%	11	7	4	0
\$40,001 - \$70,000	14	11.76%	5	8	1	0
\$70,001 - \$110,000	31	26.05%	8	21	2	0
\$110,001 - \$170,000	21	17.65%	2	16	3	0
\$170,001 - \$290,000	16	13.45%	2	7	5	2
\$290,001 and up	11	9.24%	5	1	4	1
Total New Listed Units:	119		36	60	20	3
Total New Listed Volume:	16,865,100		5.66M	6.42M	3.57M	1.22M
Median New Listed Listing Price:	\$95,000		\$68,750	\$97,250	\$128,950	\$290,000



Monthly Inventory Analysis

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April 2016

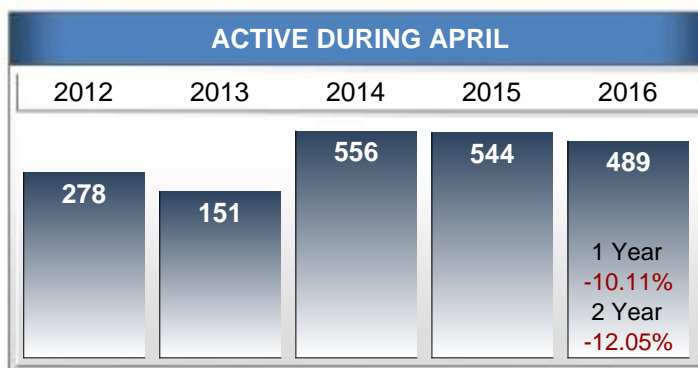
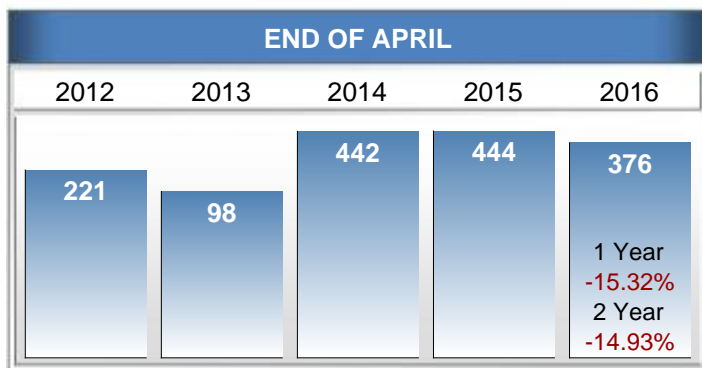
Active Inventory as of May 12, 2016



Active Inventory

Report Produced on: May 12, 2016

Area Delimited by County Of Muskogee



Active Inventory

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5yr APR AVG = 316 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **376**, above the 5 yr APR average of **316**

FEB	369
MAR	376
APR	376
1.90%	
0.00%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	31	8.24%	89.0	30	1	0	0		
\$20,001 - \$40,000	49	13.03%	79.0	39	8	2	0		
\$40,001 - \$60,000	55	14.63%	72.0	36	15	4	0		
\$60,001 - \$120,000	96	25.53%	60.5	33	58	5	0		
\$120,001 - \$180,000	58	15.43%	72.5	12	34	11	1		
\$180,001 - \$290,000	50	13.30%	63.0	8	23	15	4		
\$290,001 and up	37	9.84%	54.0	20	2	13	2		
Total Active Inventory by Units:				376	68.0	178	141	50	7
Total Active Inventory by Volume:				59,394,864		27.43M	17.38M	12.45M	2.14M
Median Active Inventory Listing Price:				\$91,000		\$50,900	\$102,500	\$204,900	\$229,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2016

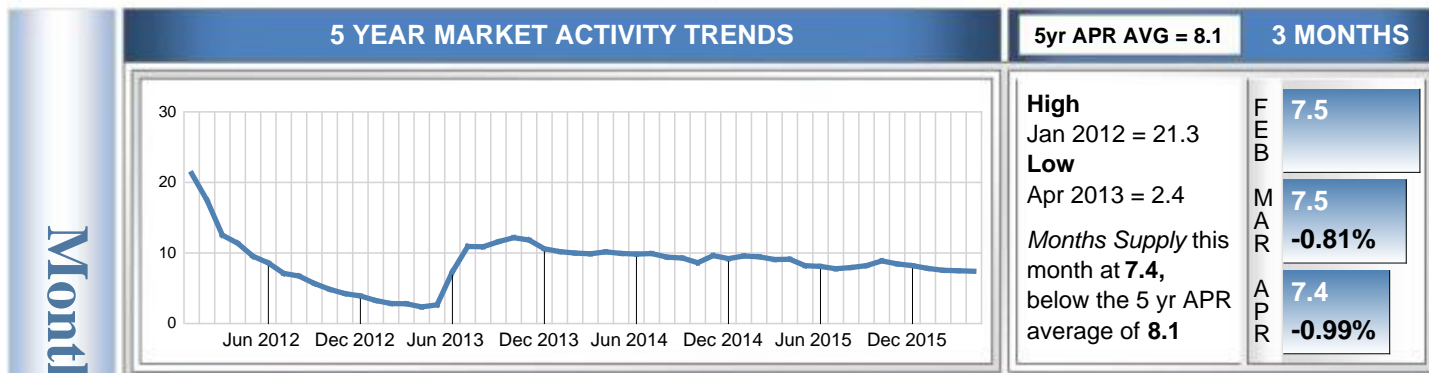
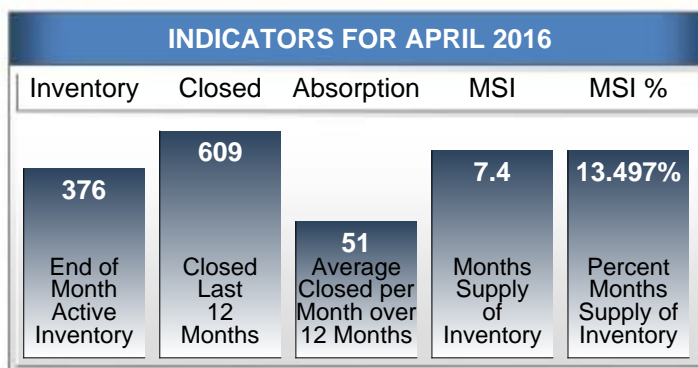
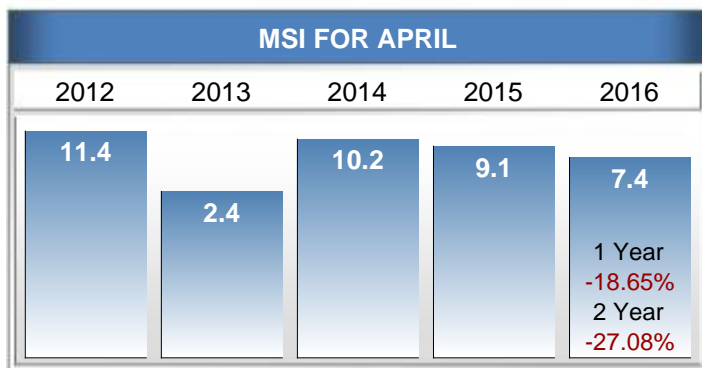
Active Inventory as of May 12, 2016



Months Supply of Inventory

Report Produced on: May 12, 2016

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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+
\$20,000 and less	31	8.24%	5.8	8.2	0.9	0.0	0.0	
\$20,001 - \$40,000	49	13.03%	7.4	10.6	3.2	6.0	0.0	
\$40,001 - \$60,000	55	14.63%	10.2	17.3	5.3	9.6	0.0	
\$60,001 - \$120,000	96	25.53%	6.2	18.9	4.7	4.0	0.0	
\$120,001 - \$180,000	58	15.43%	5.2	12.0	4.0	6.9	12.0	
\$180,001 - \$290,000	50	13.30%	9.5	96.0	9.2	5.8	48.0	
\$290,001 and up	37	9.84%	23.4	80.0	4.8	15.6	24.0	
MSI:			7.4	14.2	4.7	6.7	14.0	
Total Active Inventory:			376	178	141	50	7	



Monthly Inventory Analysis

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April 2016

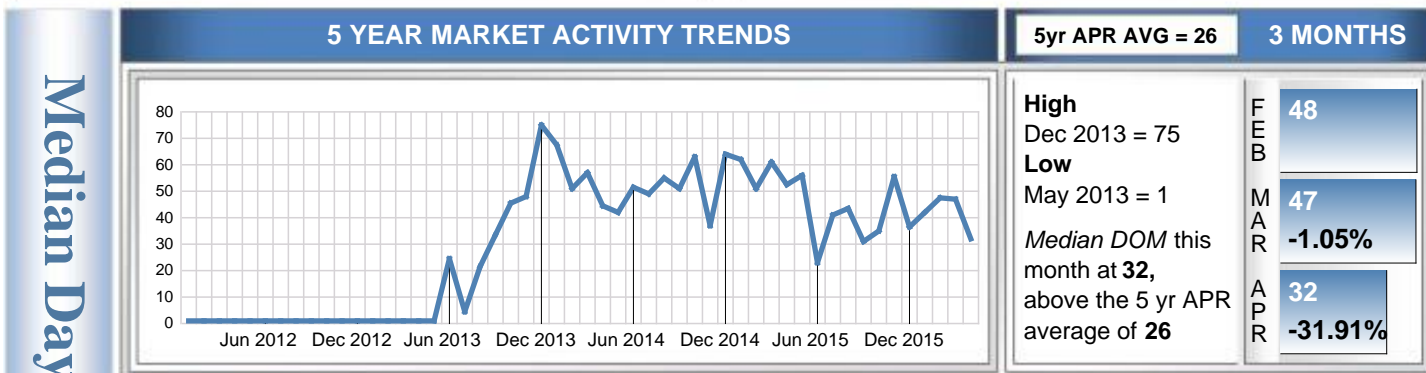
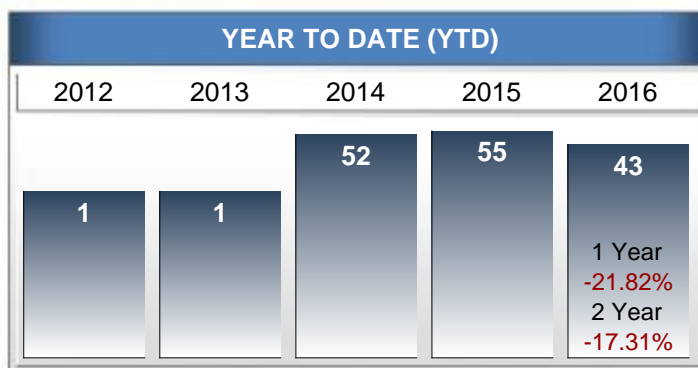
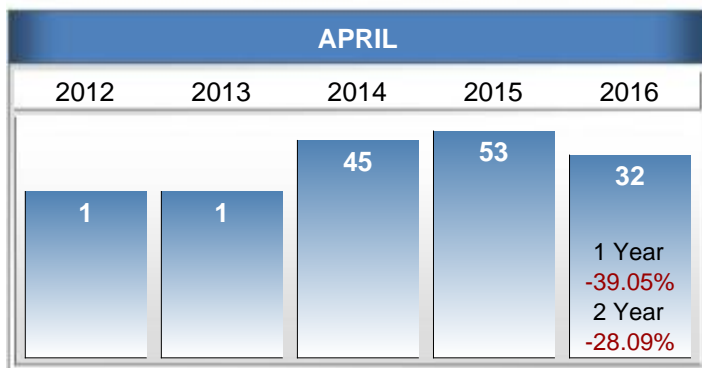
Closed Sales as of May 12, 2016



Median Days on Market to Sale

Report Produced on: May 12, 2016

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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			3.57%	1.0	1.0	0.0	0.0	0.0
\$10,001 - \$20,000	9			16.07%	49.0	91.0	5.0	0.0	0.0
\$20,001 - \$40,000	10			17.86%	34.5	30.0	36.5	39.0	0.0
\$40,001 - \$80,000	11			19.64%	32.0	11.0	38.0	113.0	0.0
\$80,001 - \$120,000	11			19.64%	49.0	0.0	33.5	153.0	0.0
\$120,001 - \$210,000	7			12.50%	13.0	0.0	16.0	9.0	0.0
\$210,001 and up	6			10.71%	40.5	0.0	49.5	40.5	0.0
Median Closed DOM:	32.0					30.0	32.0	47.5	0.0
Total Closed Units:	56					15	33	8	
Total Closed Volume:	4,723,325					383.00K	2.97M	1.37M	0.00B



Monthly Inventory Analysis

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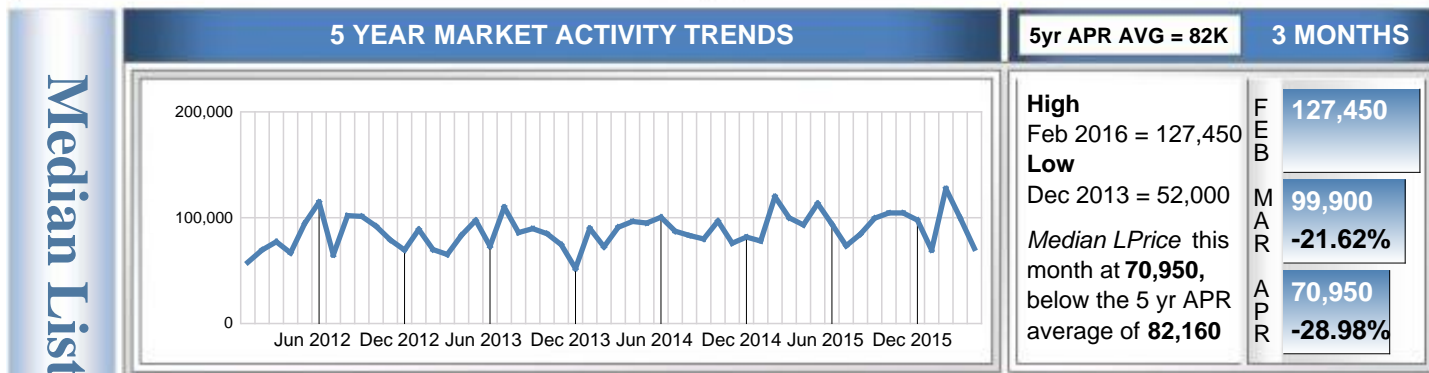
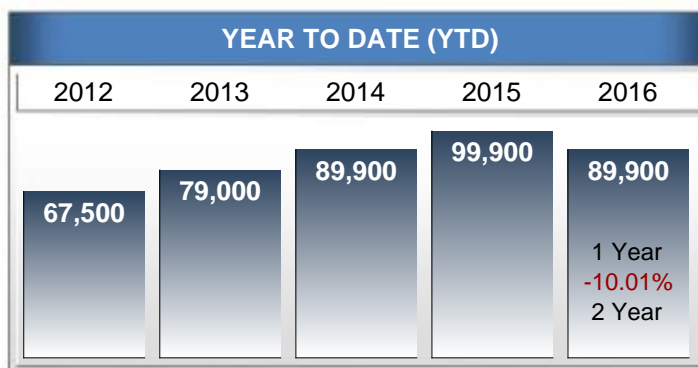
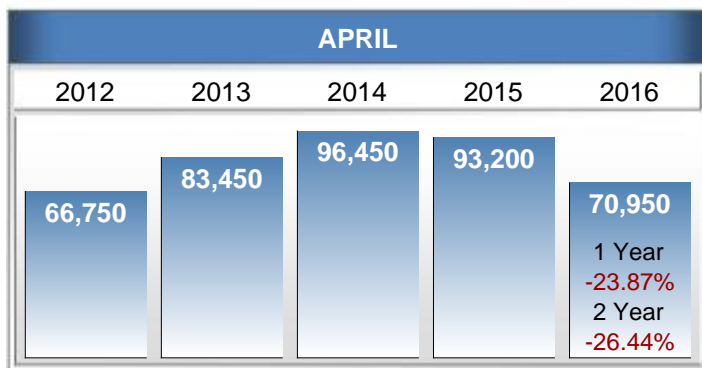
Closed Sales as of May 12, 2016



Median List Price at Closing

Report Produced on: May 12, 2016

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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	2		3.57%	7,500	7,500	0	0	0
\$10,001 - \$20,000	9		16.07%	14,900	15,950	12,900	0	0
\$20,001 - \$40,000	9		16.07%	33,000	30,500	35,000	0	0
\$40,001 - \$80,000	11		19.64%	59,900	57,000	67,450	50,750	0
\$80,001 - \$120,000	11		19.64%	94,000	0	92,450	94,000	0
\$120,001 - \$210,000	8		14.29%	139,950	0	129,999	155,000	0
\$210,001 and up	6		10.71%	259,950	0	244,450	264,950	0
Median List Price:		\$70,950			\$23,900	\$88,000	\$187,450	\$0
Total Closed Units:		56			15	33	8	
Total List Volume:		4,860,799			435.20K	3.03M	1.40M	0.00B



Monthly Inventory Analysis

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April 2016

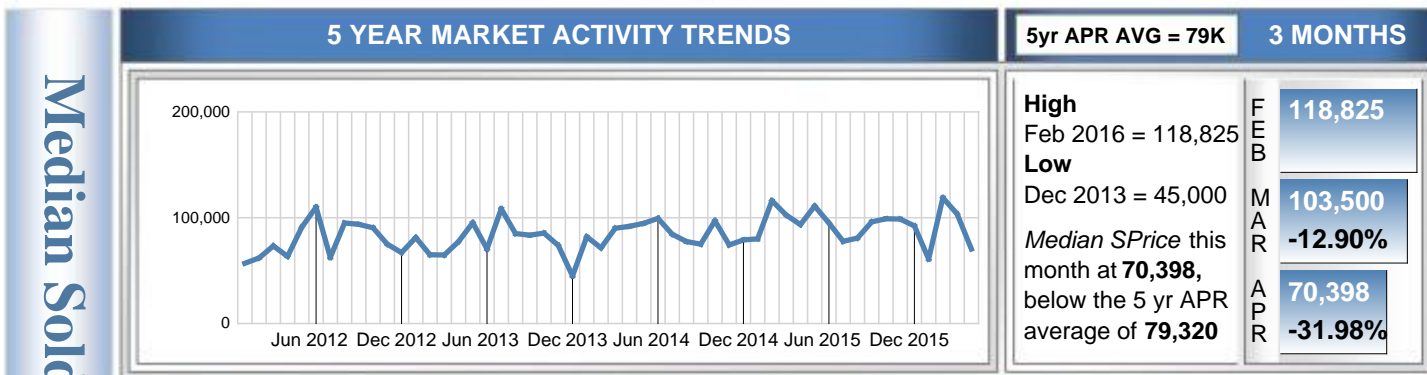
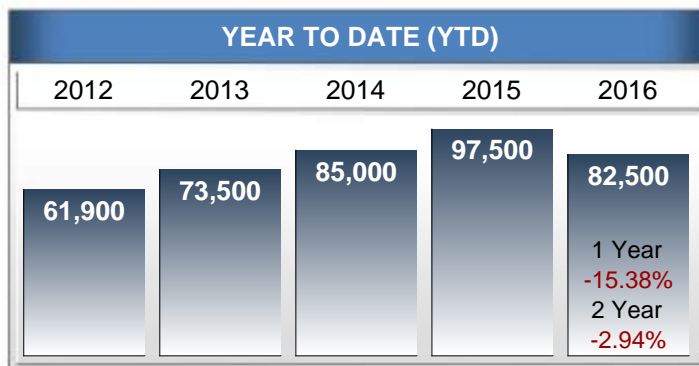
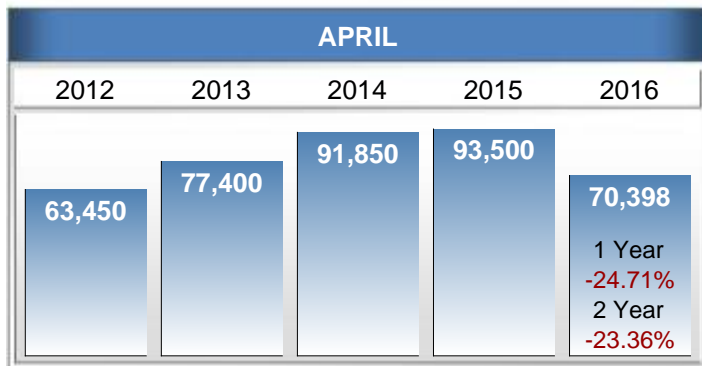
Closed Sales as of May 12, 2016



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+
\$10,000 and less	2		3.57%	4,750	4,750	0	0	0
\$10,001 - \$20,000	9		16.07%	13,000	12,750	13,000	0	0
\$20,001 - \$40,000	10		17.86%	28,500	29,000	24,363	31,000	0
\$40,001 - \$80,000	11		19.64%	62,500	66,500	64,448	59,500	0
\$80,001 - \$120,000	11		19.64%	90,100	0	91,300	90,000	0
\$120,001 - \$210,000	7		12.50%	147,000	0	139,000	155,000	0
\$210,001 and up	6		10.71%	257,500	0	242,000	257,500	0
Median Closed Price:		\$70,398			\$19,000	\$82,500	\$187,450	\$0
Total Closed Units:		56			15	33	8	
Total Closed Volume:		4,723,325			383.00K	2.97M	1.37M	0.00B



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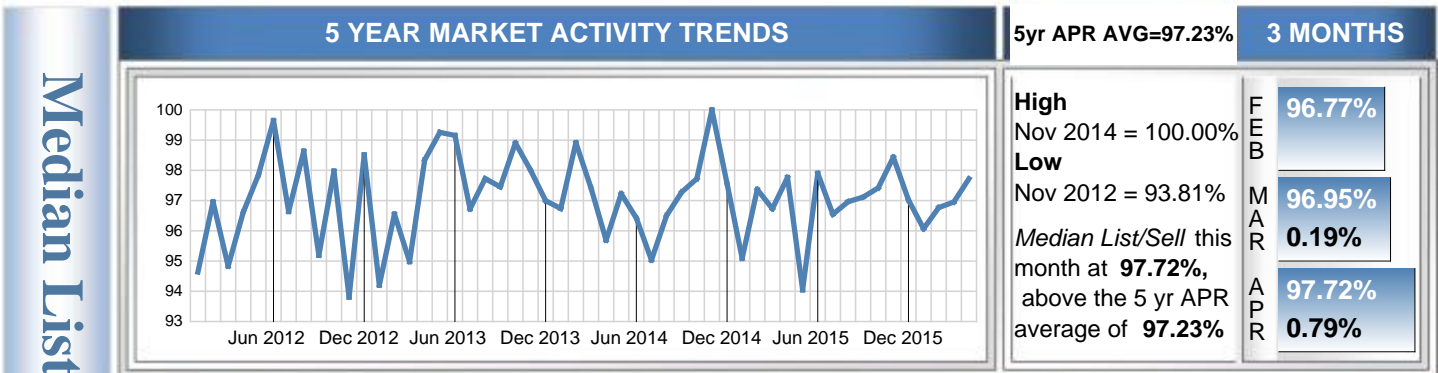
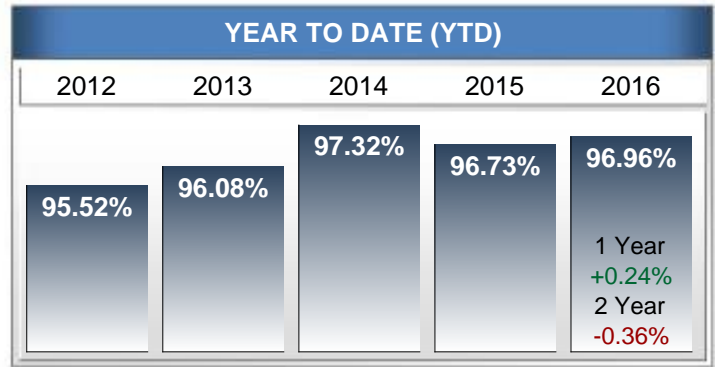
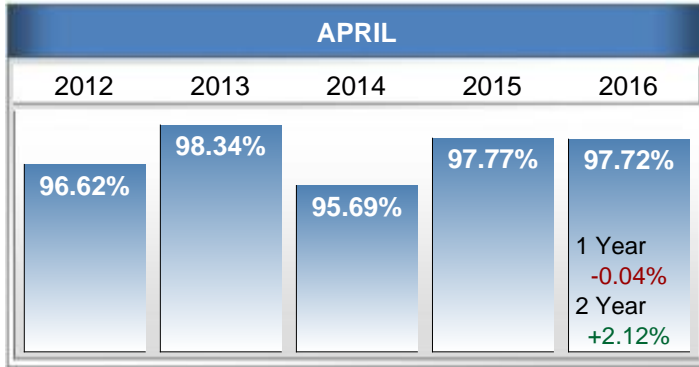
Closed Sales as of May 12, 2016



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+
\$10,000 and less	2	3.57%	63.33%	63.33%	0.00%	0.00%	0.00%
\$10,001 - \$20,000	9	16.07%	84.44%	74.57%	100.03%	0.00%	0.00%
\$20,001 - \$40,000	10	17.86%	87.09%	85.29%	110.74%	73.81%	0.00%
\$40,001 - \$80,000	11	19.64%	100.00%	97.56%	98.44%	100.00%	0.00%
\$80,001 - \$120,000	11	19.64%	96.96%	0.00%	98.48%	95.74%	0.00%
\$120,001 - \$210,000	7	12.50%	100.00%	0.00%	99.03%	100.00%	0.00%
\$210,001 and up	6	10.71%	99.02%	0.00%	98.88%	99.02%	0.00%
Median List/Sell Ratio: 97.72%				82.14%	100.00%	99.02%	0.00%
Total Closed Units: 56				15	33	8	
Total Closed Volume: 4,723,325				383.00K	2.97M	1.37M	0.00B



Monthly Inventory Analysis

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April 2016

Inventory as of May 12, 2016



Market Summary

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Absorption: Last 12 months, an Average of 51 Sales/Month

Active Inventory as of April 30, 2016 = 376

	APRIL			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	50	56	12.00%	173	207	19.65%
Pending Sales	59	74	25.42%	203	246	21.18%
New Listings	111	119	7.21%	461	474	2.82%
Median List Price	93,200	70,950	-23.87%	99,900	89,900	-10.01%
Median Sale Price	93,500	70,398	-24.71%	97,500	82,500	-15.38%
Median Percent of List Price to Selling Price	97.77%	97.72%	-0.04%	96.73%	96.96%	0.24%
Median Days on Market to Sale	52.50	32.00	-39.05%	55.00	43.00	-21.82%
Monthly Inventory	444	376	-15.32%	444	376	-15.32%
Months Supply of Inventory	9.11	7.41	-18.65%	9.11	7.41	-18.65%

