



# January 2017

Area Delimited by County Of Muskogee

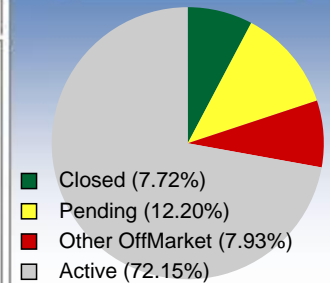


**Absorption:** Last 12 months, an Average of **56** Sales/Month

**Active Inventory** as of January 31, 2017 = **355**

	JANUARY		
	2016	2017	+/- %
Closed Listings	46	38	-17.39%
Pending Listings	54	60	11.11%
New Listings	98	105	7.14%
Median List Price	69,450	77,250	11.23%
Median Sale Price	61,000	74,500	22.13%
Median Percent of List Price to Selling Price	96.07%	96.45%	0.39%
Median Days on Market to Sale	42.00	16.00	-61.90%
End of Month Inventory	373	355	-4.83%
Months Supply of Inventory	7.69	6.36	-17.33%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 16, 2017

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 January 2017 decreased **4.83%** to 355 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **6.36** 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 **22.13%** in January 2017 to \$74,500 versus the previous year at \$61,000.

### Median Days on Market Shortens

The median number of **16.00** days that homes spent on the market before selling decreased by 26.00 days or **61.90%** in January 2017 compared to last year's same month at **42.00** DOM.

### Sales Success for January 2017 is Positive

Overall, with Median Prices going up and Days on Market decreasing, the Listed versus Closed Ratio finished weak this month.

There were 105 New Listings in January 2017, up **7.14%** from last year at 98. Furthermore, there were 38 Closed Listings this month versus last year at 46, a **-17.39%** decrease.

Closed versus Listed trends yielded a **36.2%** ratio, down from last year's January 2017 at **46.9%**, a **22.90%** 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®

## January 2017

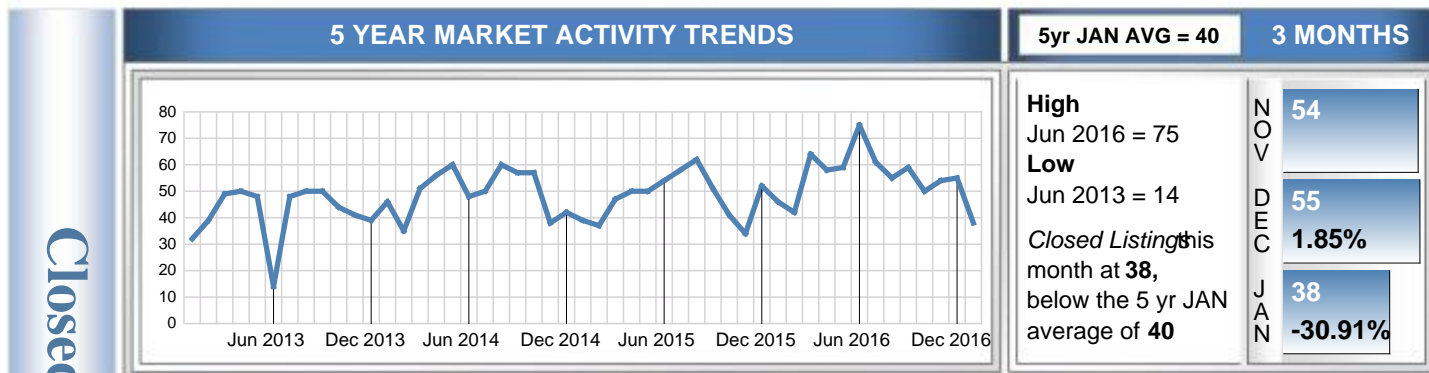
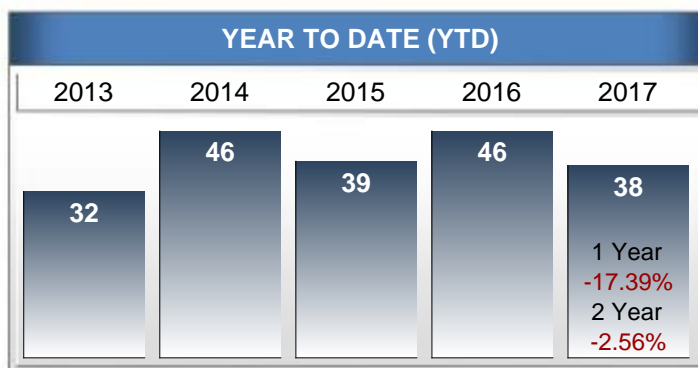
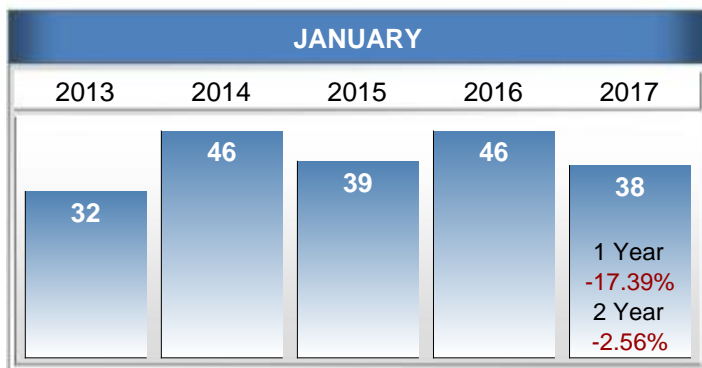
Closed Sales as of Feb 16, 2017



### Closed Listings

Report Produced on: Feb 16, 2017

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	3	7.89%	31.0	1	1	1	0
\$10,001 \$30,000	5	13.16%	12.0	2	2	1	0
\$30,001 \$40,000	5	13.16%	9.0	2	3	0	0
\$40,001 \$90,000	11	28.95%	52.0	5	6	0	0
\$90,001 \$110,000	4	10.53%	1.5	0	4	0	0
\$110,001 \$210,000	6	15.79%	55.5	0	6	0	0
\$210,001 and up	4	10.53%	23.5	0	3	1	0
<b>Total Closed Units:</b>	<b>38</b>		<b>16.0</b>	<b>10</b>	<b>25</b>	<b>3</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>3,287,320</b>			<b>441.35K</b>	<b>2.56M</b>	<b>285.00K</b>	<b>0.00B</b>
<b>Median Closed Price:</b>	<b>\$74,500</b>			<b>\$43,550</b>	<b>\$93,000</b>	<b>\$18,500</b>	<b>\$0</b>

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

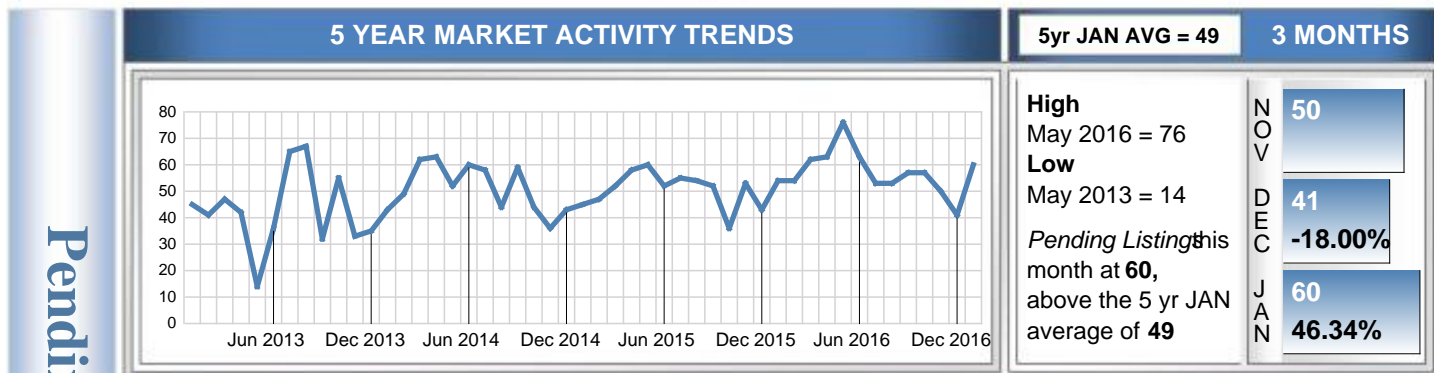
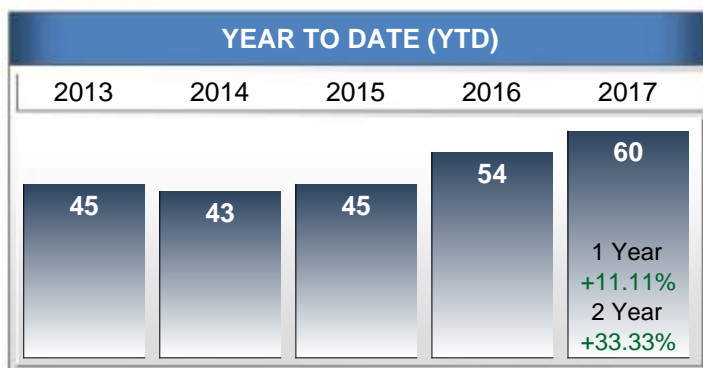
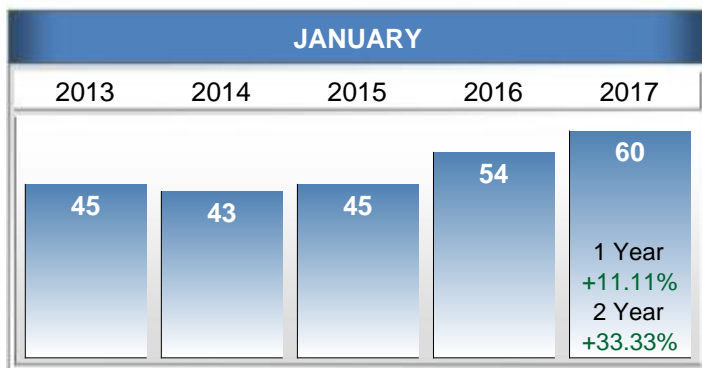
Pending Listings as of Feb 16, 2017



### Pending Listings

Report Produced on: Feb 16, 2017

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	8	13.33%	69.0	4	4	0	0
\$20,001 \$30,000	5	8.33%	39.0	3	1	1	0
\$30,001 \$50,000	11	18.33%	27.0	4	6	1	0
\$50,001 \$100,000	12	20.00%	53.5	0	11	1	0
\$100,001 \$120,000	8	13.33%	26.0	0	8	0	0
\$120,001 \$210,000	10	16.67%	61.0	3	5	2	0
\$210,001 and up	6	10.00%	81.5	0	4	2	0
Total Pending Units: 60				14	39	7	
Total Pending Volume: 5,595,300				721.40K	3.88M	993.40K	0.00B
Median Listing Price: \$75,500				\$31,950	\$85,000	\$142,000	\$0



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

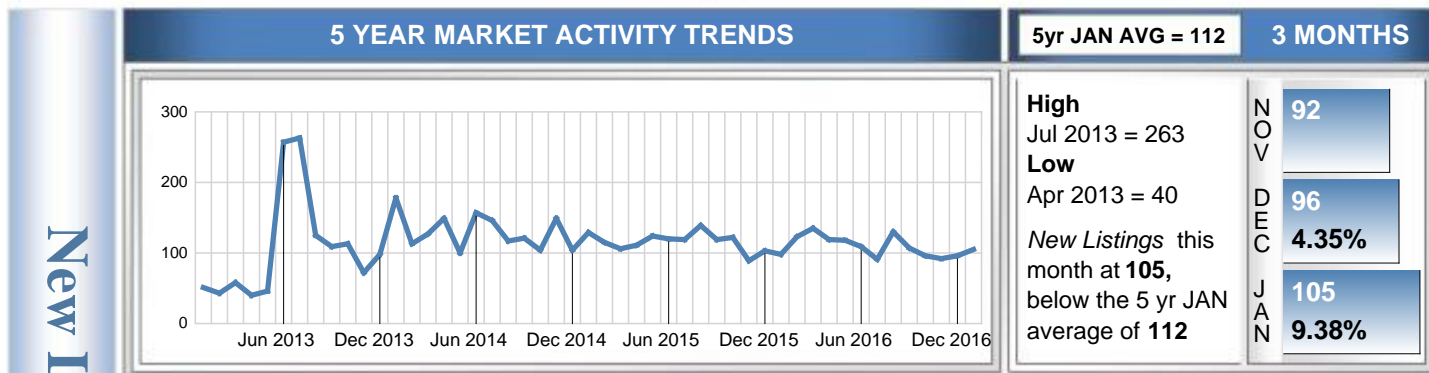
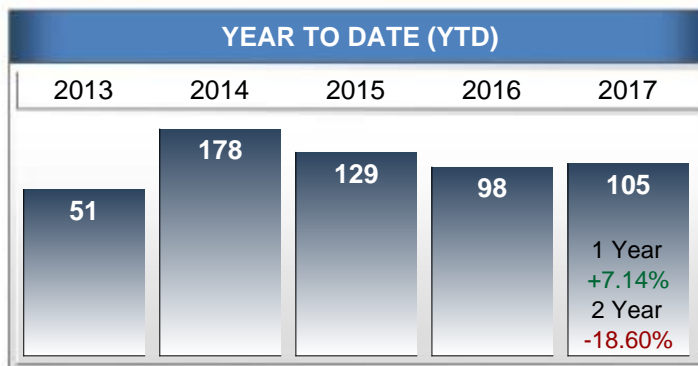
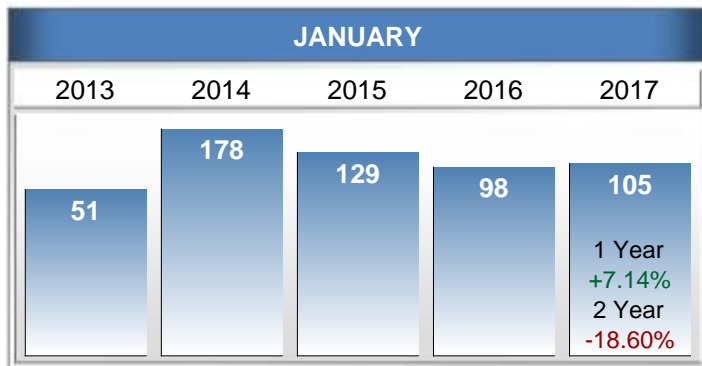
New Listings as of Feb 16, 2017



### New Listings

Report Produced on: Feb 16, 2017

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	12	11.43%	9	3	0	0	
\$20,001 - \$40,000	11	10.48%	9	2	0	0	
\$40,001 - \$70,000	16	15.24%	6	10	0	0	
\$70,001 - \$110,000	23	21.90%	3	17	2	1	
\$110,001 - \$160,000	17	16.19%	3	14	0	0	
\$160,001 - \$290,000	15	14.29%	1	7	6	1	
\$290,001 and up	11	10.48%	2	2	4	3	
Total New Listed Units:			105	33	55	12	5
Total New Listed Volume:			13,692,742	2.95M	6.19M	2.98M	1.57M
Median New Listed Listing Price:			\$90,000	\$39,900	\$99,900	\$272,200	\$350,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

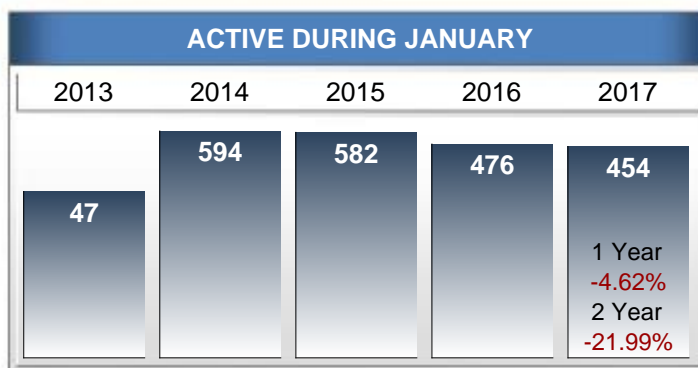
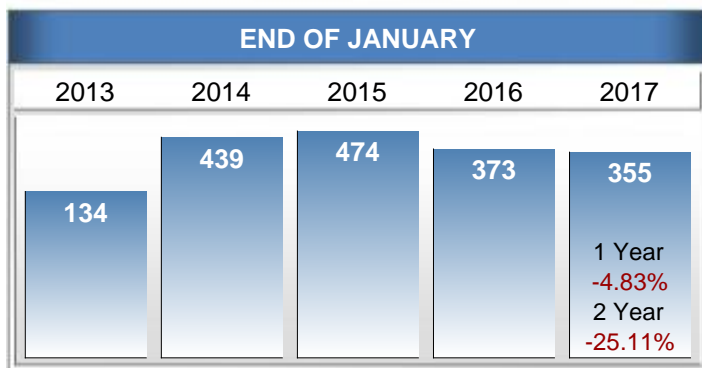
Active Inventory as of Feb 16, 2017



### Active Inventory

Report Produced on: Feb 16, 2017

Area Delimited by County Of Muskogee



Active Inventory

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**5yr JAN AVG = 355**     **3 MONTHS**

**High**  
Oct 2013 = 499

**Low**  
Apr 2013 = 98

*Inventory* this month at **355**, equal to 5 yr JAN average of **355**

N	339
O	
V	
D	349
E	2.95%
C	
J	355
A	1.72%
N	

#### 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	6.20%	166.0	22	0	0	0		
\$10,001 \$40,000	52	14.65%	61.5	42	9	1	0		
\$40,001 \$60,000	49	13.80%	82.0	27	19	3	0		
\$60,001 \$120,000	89	25.07%	76.0	27	50	11	1		
\$120,001 \$190,000	60	16.90%	61.0	9	39	9	3		
\$190,001 \$330,000	47	13.24%	82.0	10	16	19	2		
\$330,001 and up	36	10.14%	96.5	24	2	5	5		
Total Active Inventory by Units:				355	81.0	161	135	48	11
Total Active Inventory by Volume:				58,015,701		28.64M	16.36M	9.61M	3.40M
Median Active Inventory Listing Price:				\$95,000		\$52,000	\$110,000	\$187,200	\$249,900





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

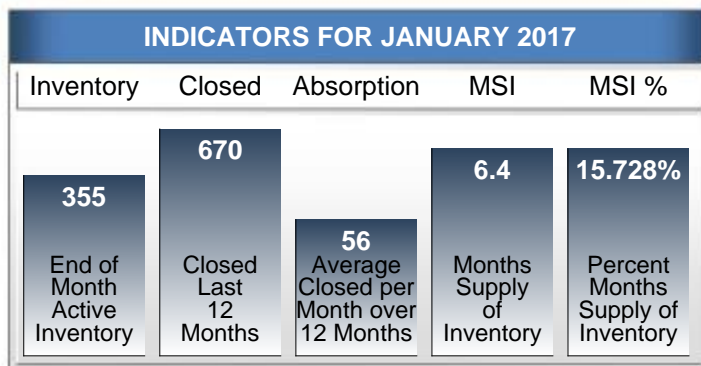
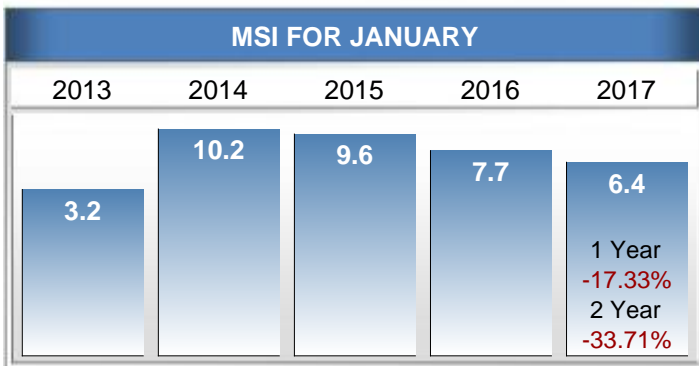
Active Inventory as of Feb 16, 2017



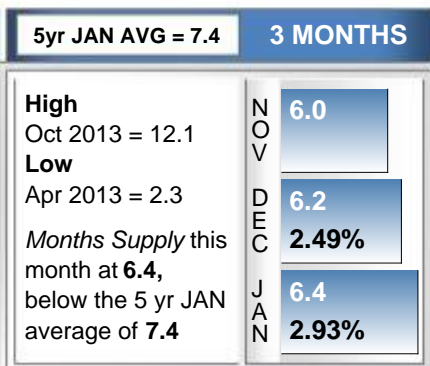
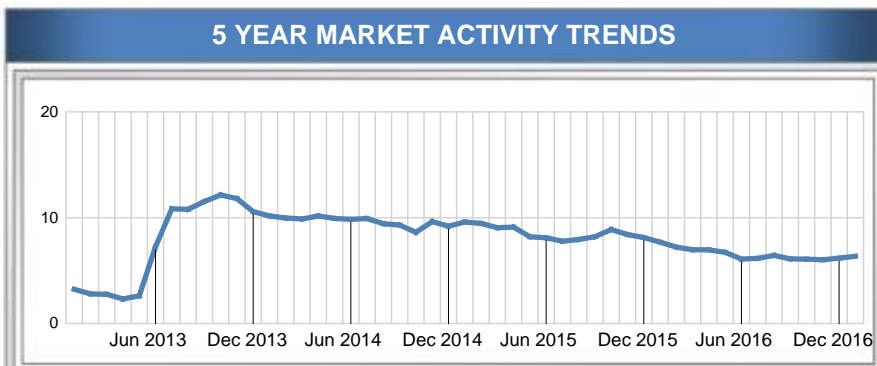
### Months Supply of Inventory

Report Produced on: Feb 16, 2017

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	6.20%	9.1	14.7	0.0	0.0	0.0
\$10,001 \$40,000	52	14.65%	4.2	6.3	1.9	1.5	0.0
\$40,001 \$60,000	49	13.80%	7.7	10.8	5.6	9.0	0.0
\$60,001 \$120,000	89	25.07%	5.6	12.5	3.9	12.0	0.0
\$120,001 \$190,000	60	16.90%	4.7	7.7	4.3	4.2	12.0
\$190,001 \$330,000	47	13.24%	8.4	24.0	6.4	7.9	8.0
\$330,001 and up	36	10.14%	54.0	288.0	12.0	15.0	60.0
MSI:	6.4			11.1	4.0	6.8	13.2
Total Active Inventory:	355			161	135	48	11



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2017

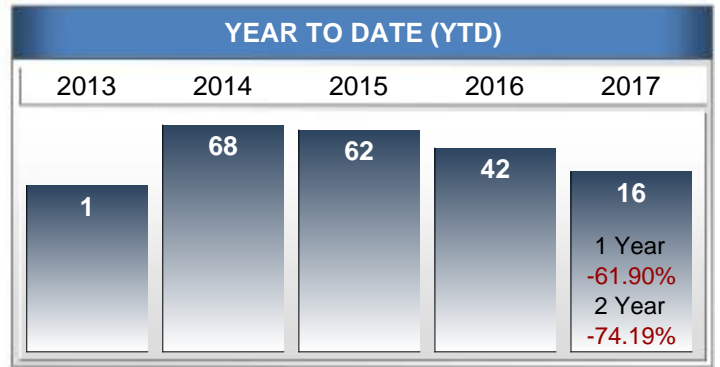
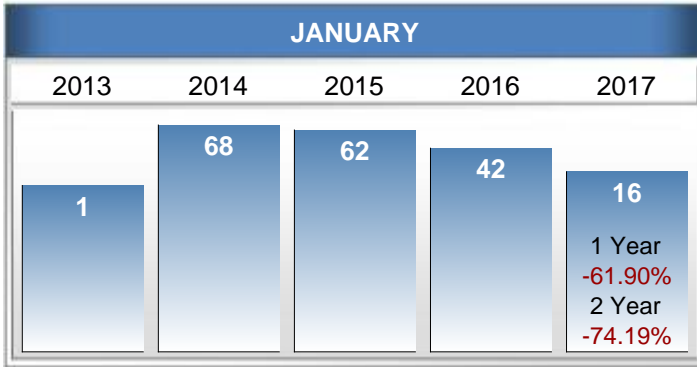
Closed Sales as of Feb 16, 2017



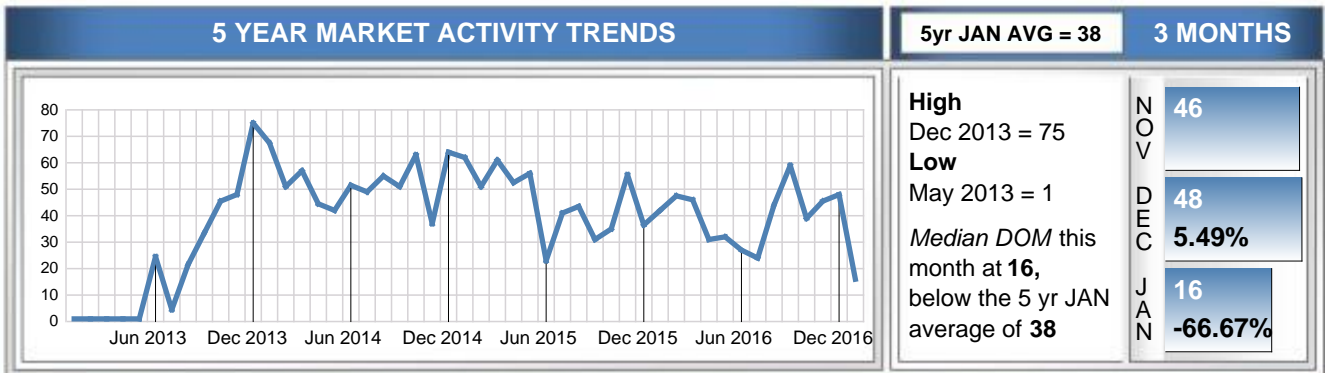
### Median Days on Market to Sale

Report Produced on: Feb 16, 2017

Area Delimited by County Of Muskogee



Median Days on Market



#### 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	3			7.89%	31.0	98.0	8.0	31.0	0.0
\$10,001 \$30,000	5			13.16%	12.0	84.5	31.5	10.0	0.0
\$30,001 \$40,000	5			13.16%	9.0	12.0	9.0	0.0	0.0
\$40,001 \$90,000	11			28.95%	52.0	109.0	26.0	0.0	0.0
\$90,001 \$110,000	4			10.53%	1.5	0.0	1.5	0.0	0.0
\$110,001 \$210,000	6			15.79%	55.5	0.0	55.5	0.0	0.0
\$210,001 and up	4			10.53%	23.5	0.0	46.0	1.0	0.0
Median Closed DOM:					16.0	93.5	14.0	10.0	0.0
Total Closed Units:					38	10	25	3	
Total Closed Volume:					3,287,320	441.35K	2.56M	285.00K	0.00B

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# Monthly Inventory Analysis

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## January 2017

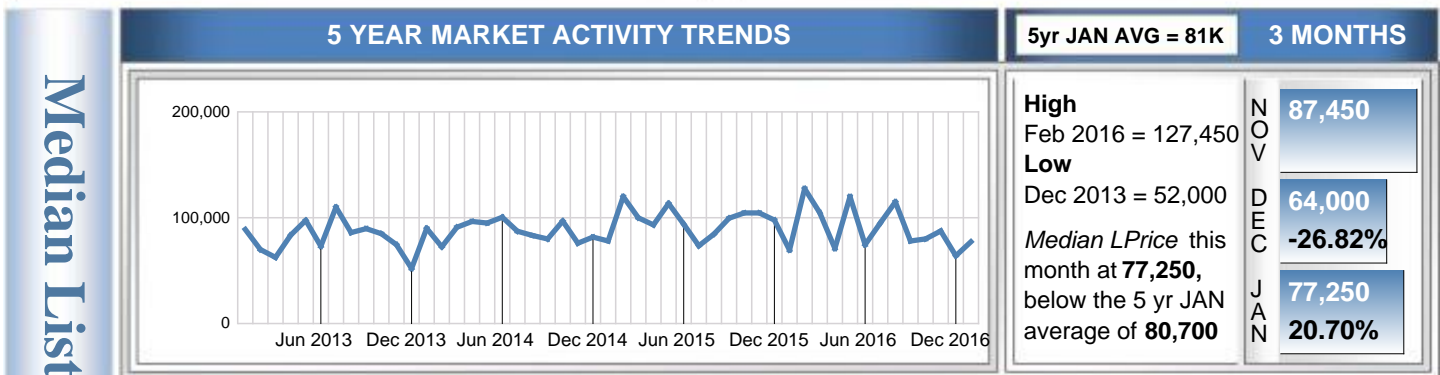
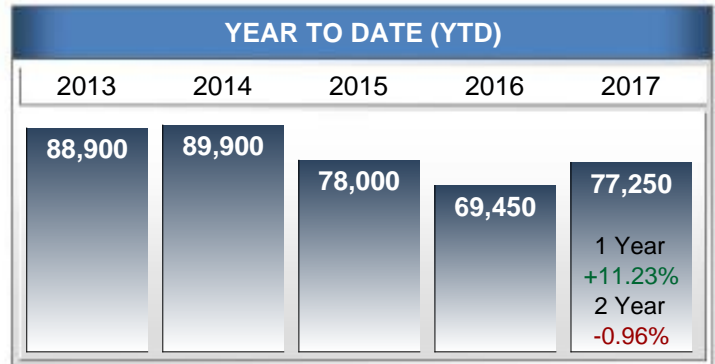
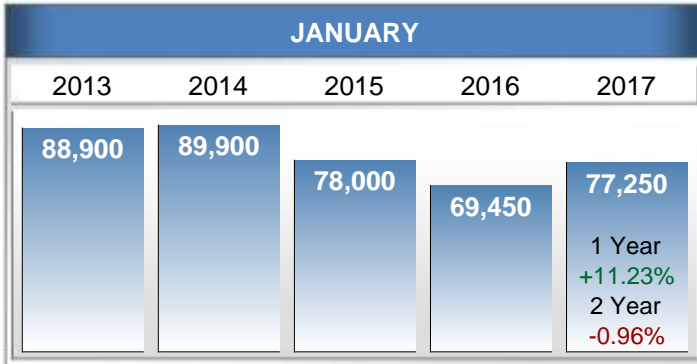
Closed Sales as of Feb 16, 2017



### Median List Price at Closing

Report Produced on: Feb 16, 2017

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	2		5.26%	8,000	8,500	0	7,500	0
\$10,001 \$30,000	6		15.79%	19,500	22,500	15,000	29,000	0
\$30,001 \$40,000	4		10.53%	36,000	37,000	31,000	0	0
\$40,001 \$90,000	11		28.95%	69,000	69,950	69,000	0	0
\$90,001 \$110,000	5		13.16%	99,000	0	99,000	0	0
\$110,001 \$210,000	6		15.79%	142,400	0	142,400	0	0
\$210,001 and up	4		10.53%	257,000	0	254,000	260,000	0
Median List Price:		\$77,250			\$37,250	\$95,000	\$29,000	\$0
Total Closed Units:		38			10	25	3	
Total List Volume:		3,412,400			448.90K	2.67M	296.50K	0.00B





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## January 2017

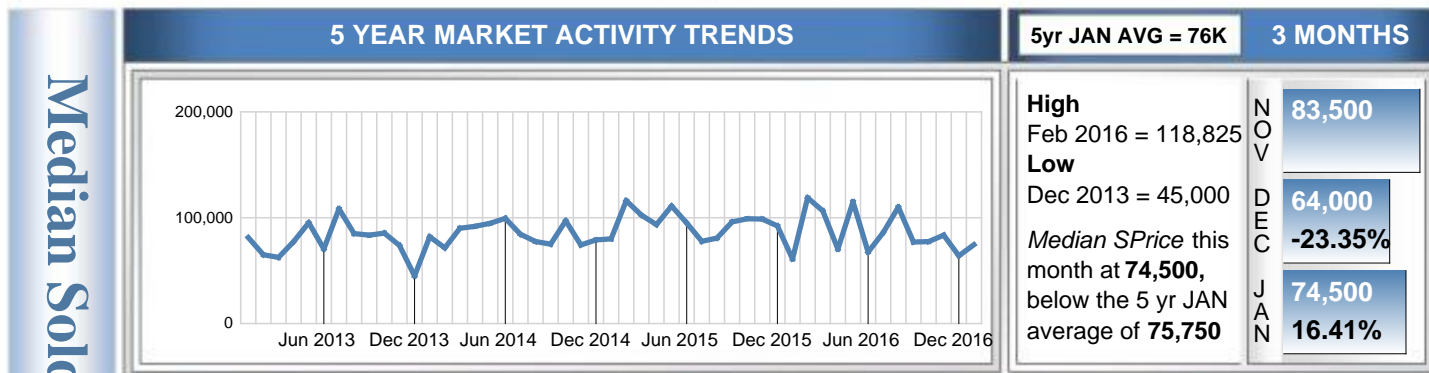
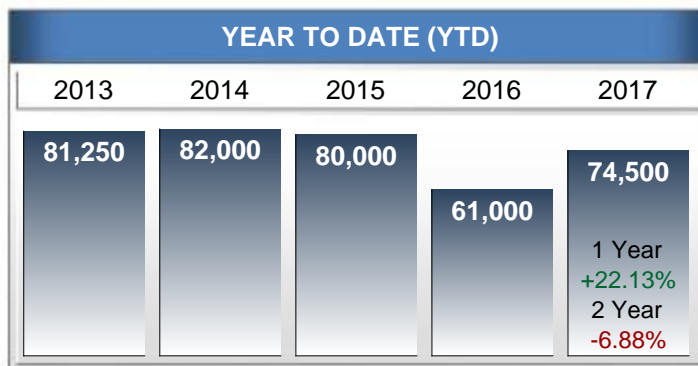
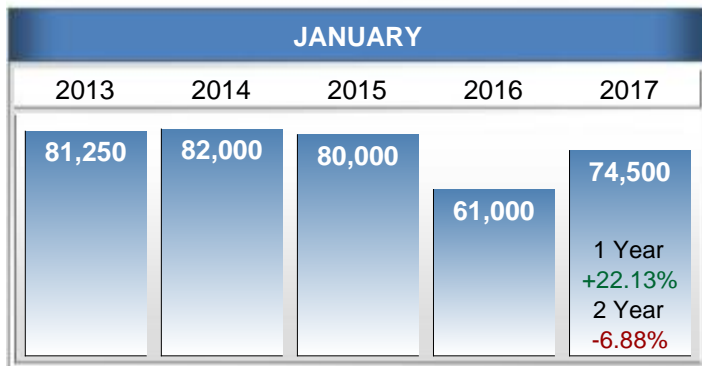
Closed Sales as of Feb 16, 2017



### Median Sold Price at Closing

Report Produced on: Feb 16, 2017

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	3		7.89%	6,500	5,000	10,000	6,500	0
\$10,001 \$30,000	5		13.16%	18,000	22,125	14,960	18,500	0
\$30,001 \$40,000	5		13.16%	35,000	36,050	35,000	0	0
\$40,001 \$90,000	11		28.95%	72,000	58,000	75,750	0	0
\$90,001 \$110,000	4		10.53%	95,950	0	95,950	0	0
\$110,001 \$210,000	6		15.79%	135,500	0	135,500	0	0
\$210,001 and up	4		10.53%	255,000	0	250,000	260,000	0
Median Closed Price:		\$74,500			\$43,550	\$93,000	\$18,500	\$0
Total Closed Units:		38			10	25	3	0
Total Closed Volume:		3,287,320			441.35K	2.56M	285.00K	0.00B



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## January 2017

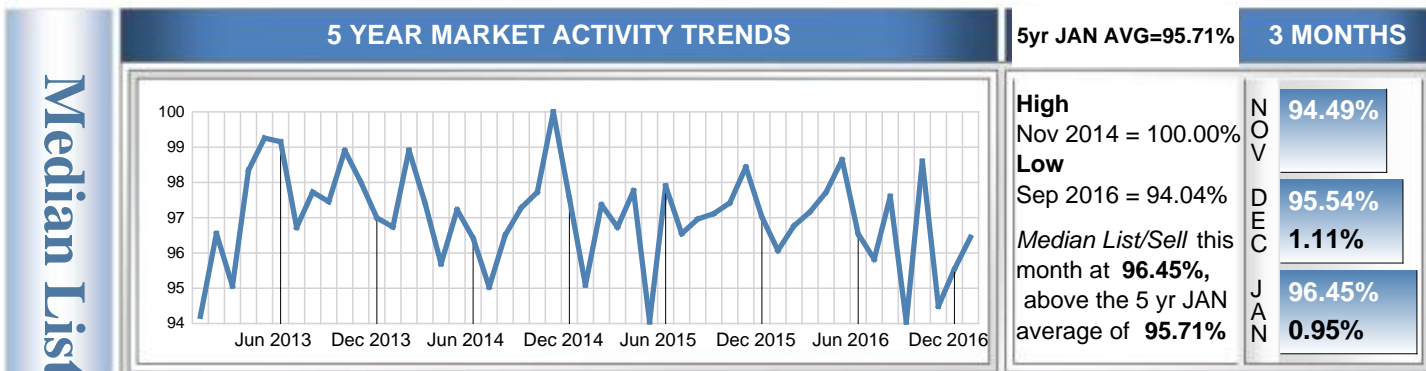
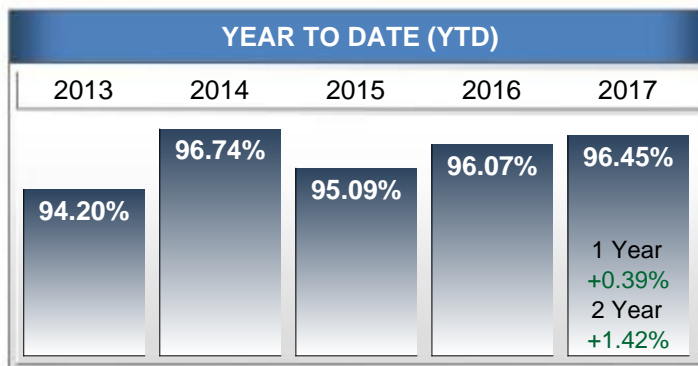
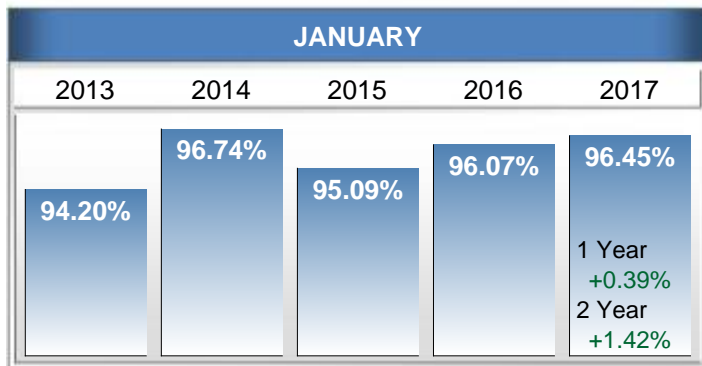
Closed Sales as of Feb 16, 2017



### Median Percent of List Price to Selling Price

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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	3	7.89%	86.67%	58.82%	86.96%	86.67%	0.00%
\$10,001 \$30,000	5	13.16%	90.00%	97.50%	87.45%	63.79%	0.00%
\$30,001 \$40,000	5	13.16%	100.00%	100.14%	83.33%	0.00%	0.00%
\$40,001 \$90,000	11	28.95%	94.74%	96.25%	91.81%	0.00%	0.00%
\$90,001 \$110,000	4	10.53%	98.74%	0.00%	98.74%	0.00%	0.00%
\$110,001 \$210,000	6	15.79%	97.28%	0.00%	97.28%	0.00%	0.00%
\$210,001 and up	4	10.53%	100.00%	0.00%	100.00%	100.00%	0.00%
Median List/Sell Ratio:	96.45%			98.13%	96.64%	86.67%	0.00%
Total Closed Units:	38			10	25	3	
Total Closed Volume:	3,287,320			441.35K	2.56M	285.00K	0.00B



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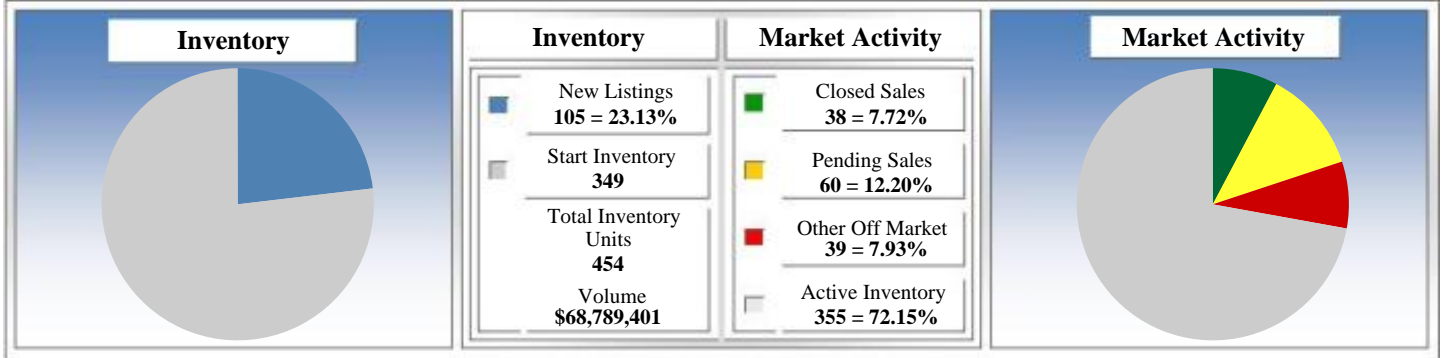
Inventory as of Feb 16, 2017



### Market Summary

Report Produced on: Feb 16, 2017

Area Delimited by County Of Muskogee



**Absorption:** Last 12 months, an Average of 56 Sales/Month

**Active Inventory** as of January 31, 2017 = 355

	JANUARY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	46	38	-17.39%	46	38	-17.39%
Pending Sales	54	60	11.11%	54	60	11.11%
New Listings	98	105	7.14%	98	105	7.14%
Median List Price	69,450	77,250	11.23%	69,450	77,250	11.23%
Median Sale Price	61,000	74,500	22.13%	61,000	74,500	22.13%
Median Percent of List Price to Selling Price	96.07%	96.45%	0.39%	96.07%	96.45%	0.39%
Median Days on Market to Sale	42.00	16.00	-61.90%	42.00	16.00	-61.90%
Monthly Inventory	373	355	-4.83%	373	355	-4.83%
Months Supply of Inventory	7.69	6.36	-17.33%	7.69	6.36	-17.33%

