



January 2016

Area Delimited by County Of Muskogee

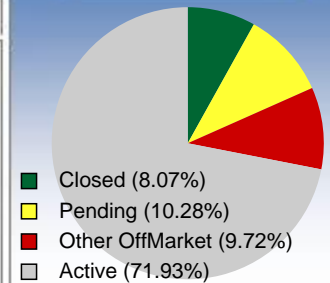


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of January 31, 2016 = **392**

	JANUARY		
	2015	2016	+/- %
Closed Listings	39	44	12.82%
Pending Listings	45	56	24.44%
New Listings	129	96	-25.58%
Average List Price	97,162	96,212	-0.98%
Average Sale Price	91,206	91,369	0.18%
Average Percent of List Price to Selling Price	92.37%	95.10%	2.96%
Average Days on Market to Sale	67.08	55.02	-17.97%
End of Month Inventory	473	392	-17.12%
Months Supply of Inventory	9.57	8.11	-15.27%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 15, 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 January 2016 decreased **17.12%** to 392 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 **8.11** MSI for this period.

Average Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Average Price this month. Prices went up **0.18%** in January 2016 to \$91,369 versus the previous year at \$91,206.

Average Days on Market Shortens

The average number of **55.02** days that homes spent on the market before selling decreased by 12.05 days or **17.97%** in January 2016 compared to last year's same month at **67.08** DOM.

Sales Success for January 2016 is Positive

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

There were 96 New Listings in January 2016, down **25.58%** from last year at 129. Furthermore, there were 44 Closed Listings this month versus last year at 39, a **12.82%** increase.

Closed versus Listed trends yielded a **45.8%** ratio, up from last year's January 2016 at **30.2%**, a **51.60%** 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

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Average Days on Market to Sale	6
Average List Price at Closing	7
Average Sale Price at Closing	8
Average Percent of List Price to Selling Price	9
Market Summary	10

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 to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

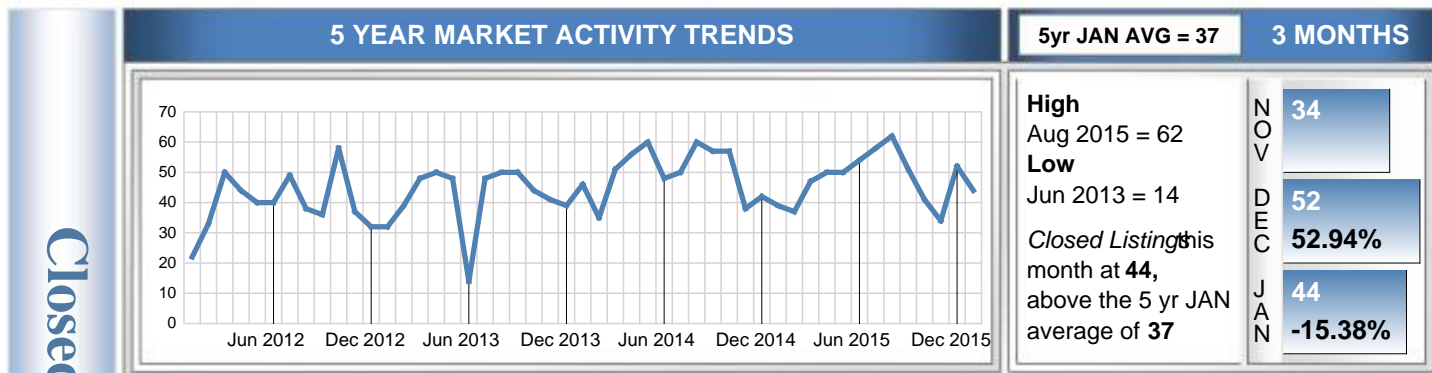
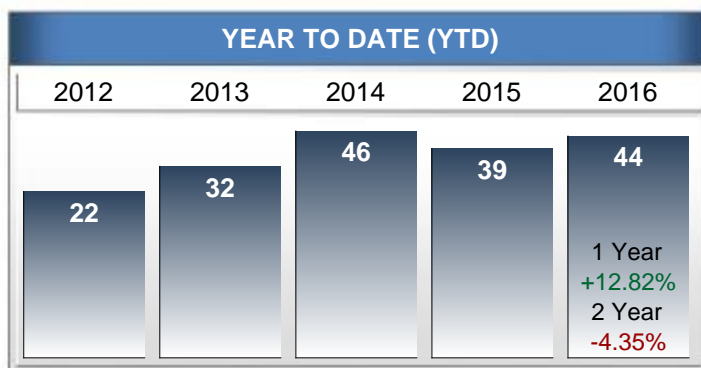
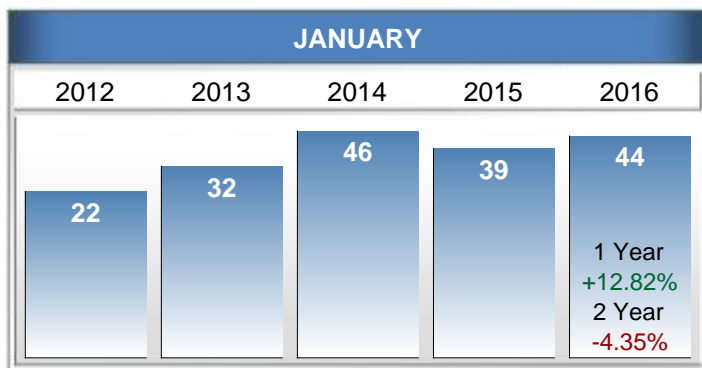
Closed Sales as of Feb 15, 2016



Closed Listings

Report Produced on: Feb 15, 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+
\$10,000 and less	3	6.82%	60.3	3	0	0	0
\$10,001 \$20,000	5	11.36%	42.2	5	0	0	0
\$20,001 \$40,000	8	18.18%	64.0	2	4	2	0
\$40,001 \$80,000	9	20.45%	34.6	2	5	2	0
\$80,001 \$150,000	9	20.45%	57.2	1	7	1	0
\$150,001 \$210,000	5	11.36%	33.4	0	3	2	0
\$210,001 and up	5	11.36%	104.8	0	3	2	0
Total Closed Units:	44		55.0	13	22	9	0.00B
Total Closed Volume:	4,020,250			393.40K	2.43M	1.20M	0.00B
Average Closed Price:	\$91,369			\$30,262	\$110,330	\$133,289	\$0

Closed Listings

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

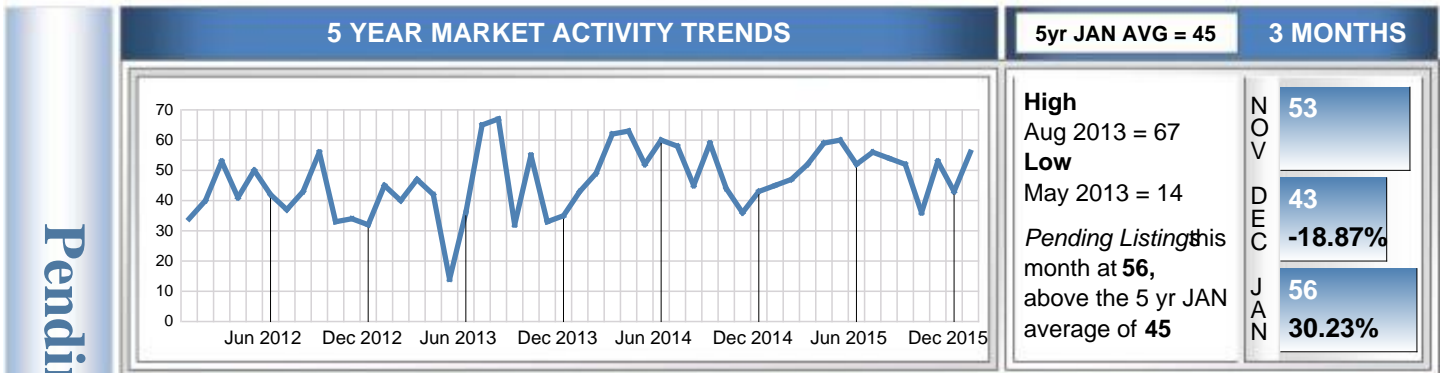
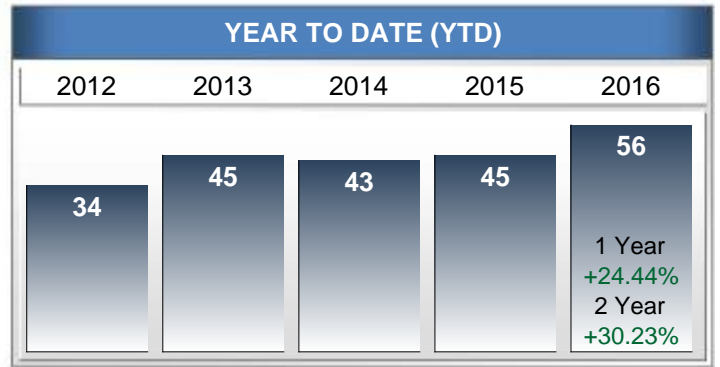
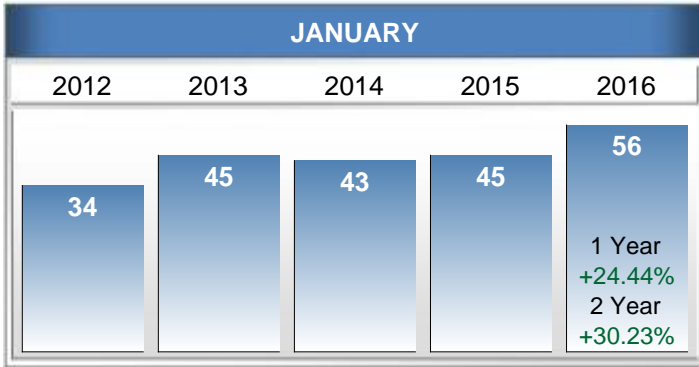
Pending Listings as of Feb 15, 2016



Pending Listings

Report Produced on: Feb 15, 2016

Area Delimited by County Of Muskogee



Pending Listings

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

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$30,000 and less	6	10.71%	30.0	2	2	2	0		
\$30,001 - \$40,000	6	10.71%	59.7	2	2	2	0		
\$40,001 - \$80,000	9	16.07%	50.0	5	3	1	0		
\$80,001 - \$130,000	12	21.43%	63.5	0	11	1	0		
\$130,001 - \$170,000	10	17.86%	22.5	3	6	1	0		
\$170,001 - \$210,000	5	8.93%	95.0	1	3	1	0		
\$210,001 and up	8	14.29%	104.6	1	3	4	0		
Total Pending Units:				56	81.4	14	30	12	0.00B
Total Pending Volume:				6,471,646		1.21M	3.69M	1.57M	
Average Listing Price:				\$94,900		\$86,650	\$122,852	\$131,083	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

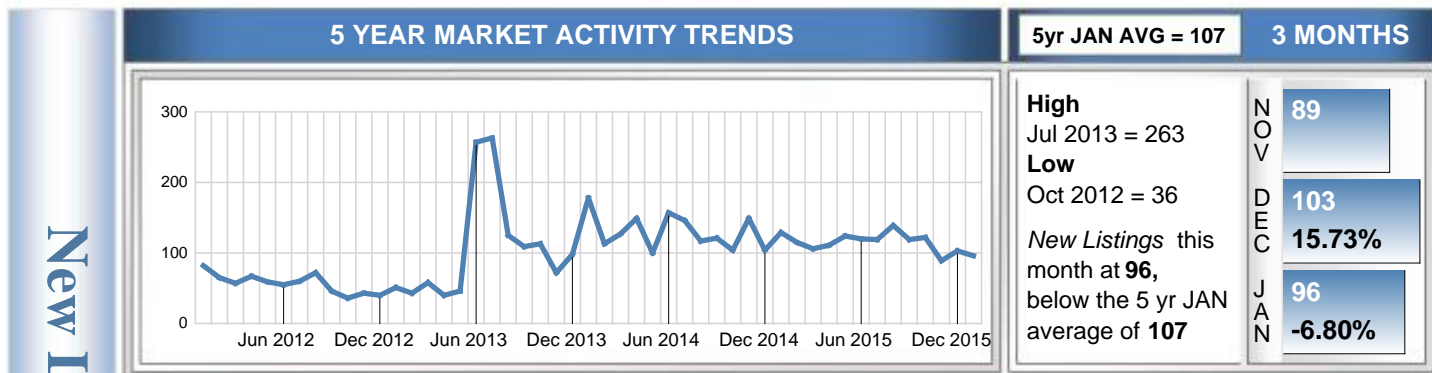
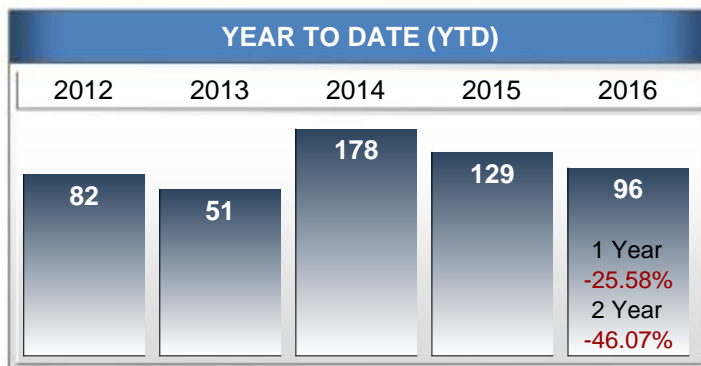
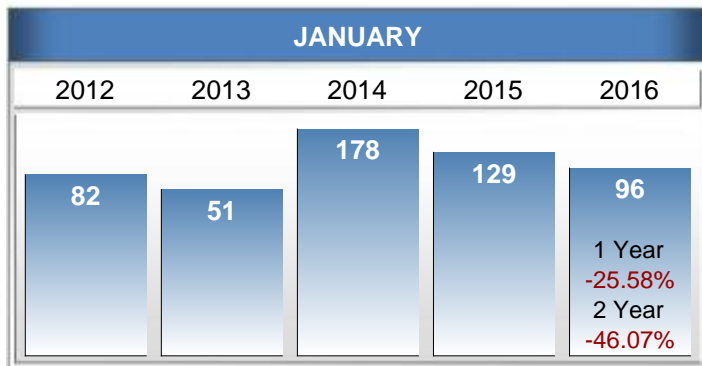
New Listings as of Feb 15, 2016



New Listings

Report Produced on: Feb 15, 2016

Area Delimited by County Of Muskogee



New Listings

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

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	9	9.38%	6	3	0	0
\$30,001 - \$40,000	10	10.42%	5	4	1	0
\$40,001 - \$60,000	12	12.50%	7	4	1	0
\$60,001 - \$120,000	26	27.08%	7	17	2	0
\$120,001 - \$160,000	18	18.75%	4	11	3	0
\$160,001 - \$210,000	10	10.42%	1	7	2	0
\$210,001 and up	11	11.46%	1	8	2	0
Total New Listed Units:			31	54	11	0.00B
Total New Listed Volume:			2.43M	7.14M	1.62M	\$0
Average New Listed Listing Price:			\$78,542	\$132,260	\$147,400	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

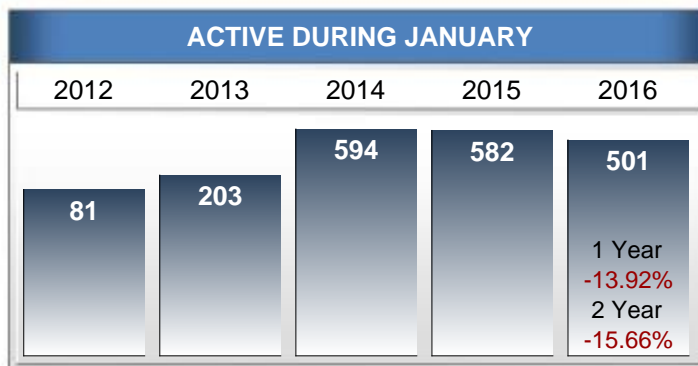
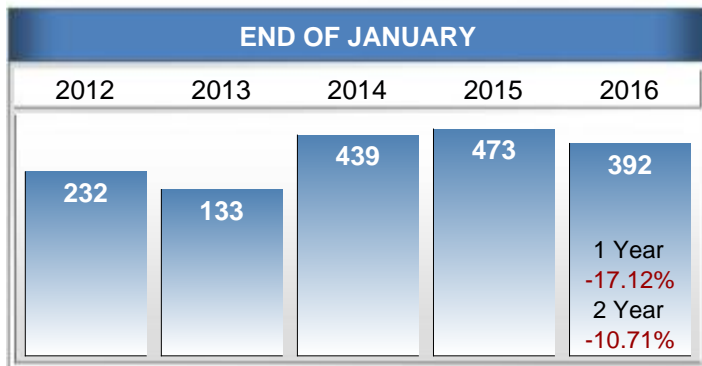
Active Inventory as of Feb 15, 2016



Active Inventory

Report Produced on: Feb 15, 2016

Area Delimited by County Of Muskogee



Active Inventory

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



5yr JAN AVG = 334 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **392**, above the 5 yr JAN average of **334**

N O V	406
D E C	407
0.25%	
J A N	392
-3.69%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	38	9.69%	116.7	34	4	0	0		
\$20,001 \$30,000	29	7.40%	97.3	25	4	0	0		
\$30,001 \$60,000	75	19.13%	76.6	44	26	4	1		
\$60,001 \$120,000	98	25.00%	79.9	25	65	8	0		
\$120,001 \$170,000	59	15.05%	78.6	12	34	13	0		
\$170,001 \$280,000	53	13.52%	84.3	11	28	10	4		
\$280,001 and up	40	10.20%	92.5	17	11	11	1		
Total Active Inventory by Units:				392	85.8	168	172	46	6
Total Active Inventory by Volume:				57,657,946		23.59M	22.28M	10.47M	1.33M
Average Active Inventory Listing Price:				\$147,087		\$140,402	\$129,535	\$227,507	\$220,833



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

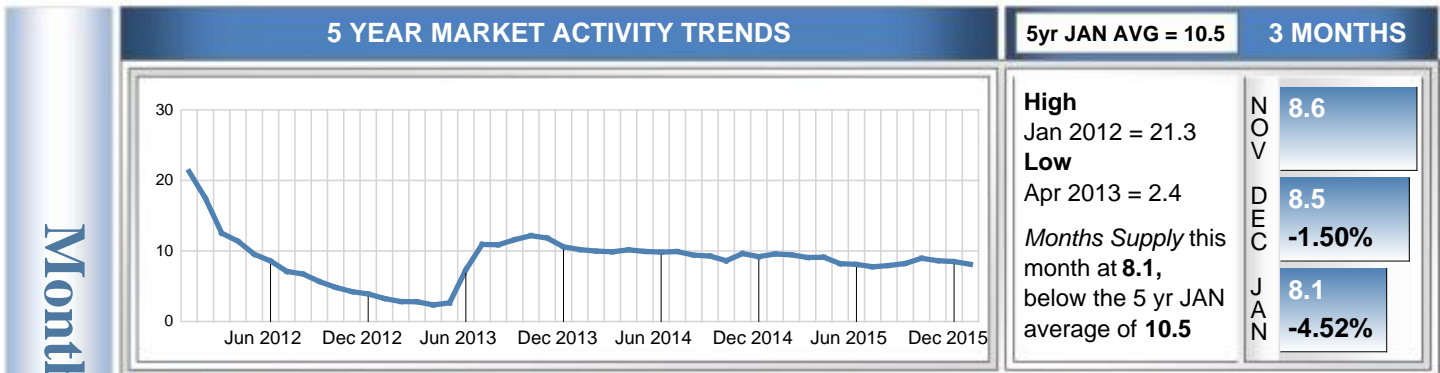
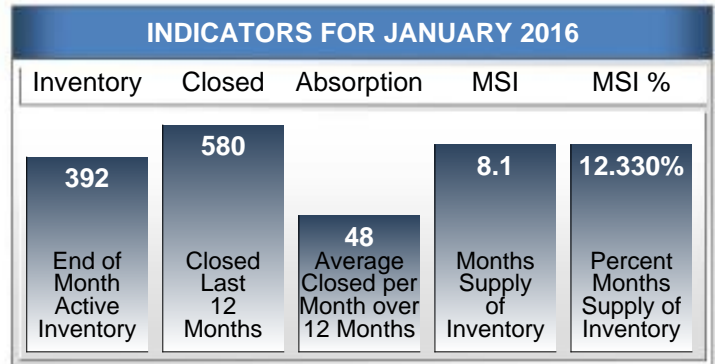
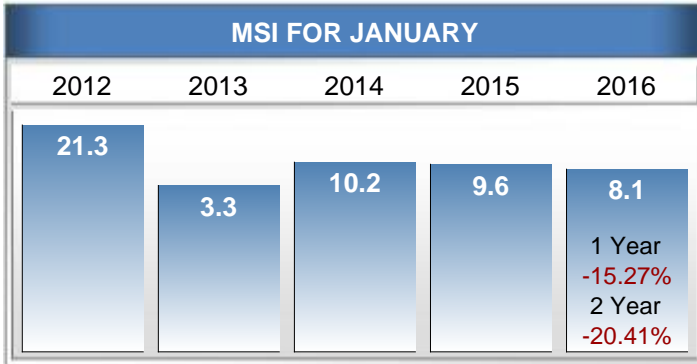
Active Inventory as of Feb 15, 2016



Months Supply of Inventory

Report Produced on: Feb 15, 2016

Area Delimited by County Of Muskogee



Months Supply

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

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	38	9.69%	8.6	11.0	4.4	0.0	0.0
\$20,001 \$30,000	29	7.40%	8.7	12.5	3.4	0.0	0.0
\$30,001 \$60,000	75	19.13%	9.7	12.9	6.9	8.0	12.0
\$60,001 \$120,000	98	25.00%	6.2	11.1	5.4	6.0	0.0
\$120,001 \$170,000	59	15.05%	6.6	14.4	5.0	12.0	0.0
\$170,001 \$280,000	53	13.52%	8.7	22.0	9.9	3.9	24.0
\$280,001 and up	40	10.20%	19.2	22.7	33.0	12.0	12.0
MSI:			8.1	13.1	6.2	6.7	9.0
Total Active Inventory:			392	168	172	46	6



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

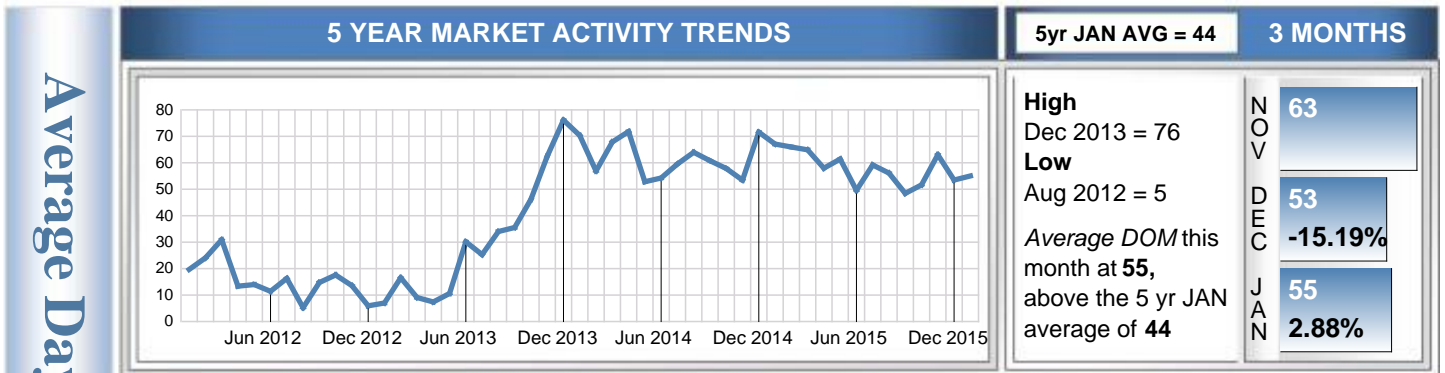
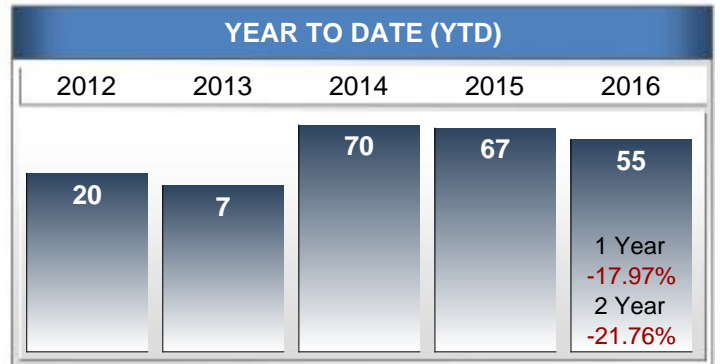
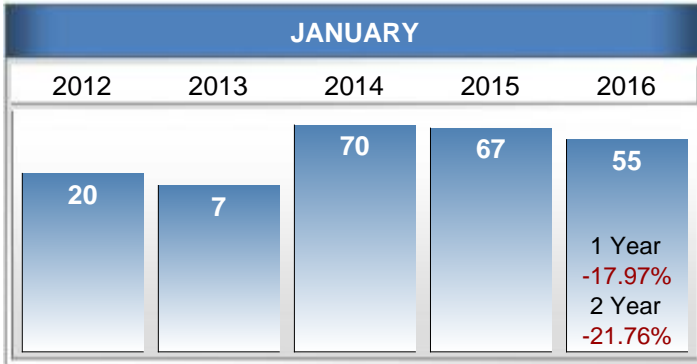
Closed Sales as of Feb 15, 2016



Average Days on Market to Sale

Report Produced on: Feb 15, 2016

Area Delimited by County Of Muskogee



Average Days on Market

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

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+
\$10,000 and less	3	6.82%	60.3	60.3	0.0	0.0	0.0
\$10,001 \$20,000	5	11.36%	42.2	42.2	0.0	0.0	0.0
\$20,001 \$40,000	8	18.18%	64.0	106.5	39.5	70.5	0.0
\$40,001 \$80,000	9	20.45%	34.6	26.0	38.0	34.5	0.0
\$80,001 \$150,000	9	20.45%	57.2	129.0	52.0	22.0	0.0
\$150,001 \$210,000	5	11.36%	33.4	0.0	26.0	44.5	0.0
\$210,001 and up	5	11.36%	104.8	0.0	113.3	92.0	0.0
Average Closed DOM: 55.0				60.5	51.4	56.1	0.0
Total Closed Units: 44				13	22	9	0.0
Total Closed Volume: 4,020,250				393.40K	2.43M	1.20M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

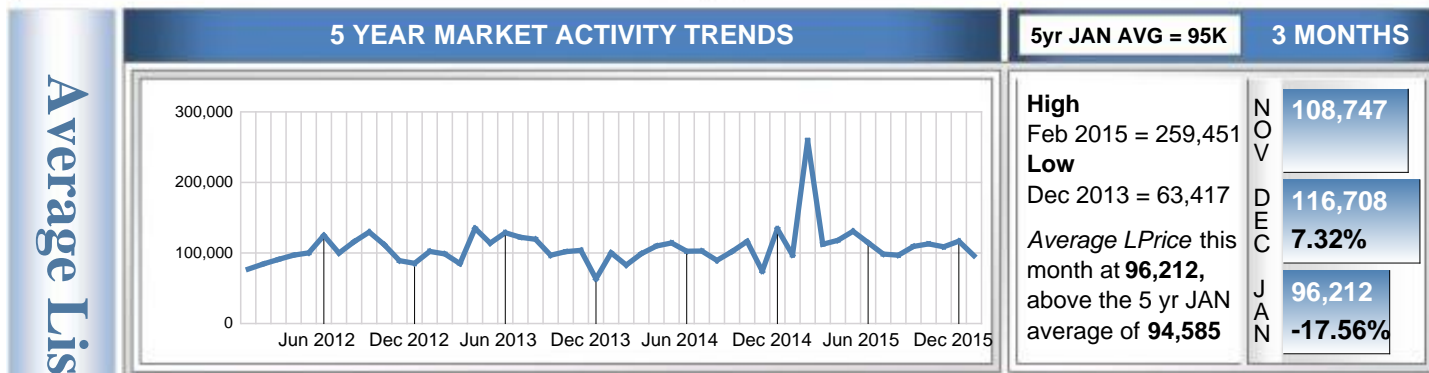
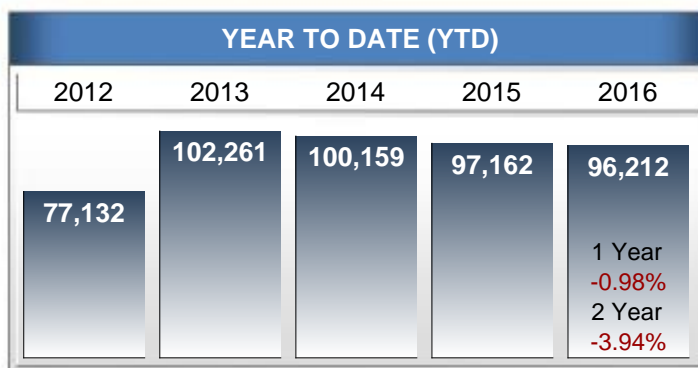
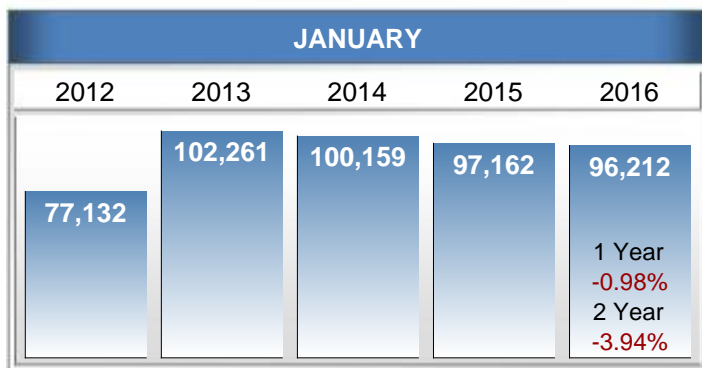
Closed Sales as of Feb 15, 2016



Average List Price at Closing

Report Produced on: Feb 15, 2016

Area Delimited by County Of Muskogee



Average List Price

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

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+
\$10,000 and less	3	6.82%	6,000	6,000	0	0	0
\$10,001 - \$20,000	5	11.36%	14,130	14,130	0	0	0
\$20,001 - \$40,000	6	13.64%	33,483	40,000	36,225	35,500	0
\$40,001 - \$80,000	10	22.73%	57,580	51,000	65,680	75,000	0
\$80,001 - \$150,000	10	22.73%	111,180	174,000	104,714	135,000	0
\$150,001 - \$210,000	5	11.36%	183,580	0	171,033	187,500	0
\$210,001 and up	5	11.36%	267,660	0	274,833	256,900	0
Average List Price:		\$96,212		\$34,204	\$115,632	\$138,311	\$0
Total Closed Units:		44		13	22	9	
Total List Volume:		4,233,349		444.65K	2.54M	1.24M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

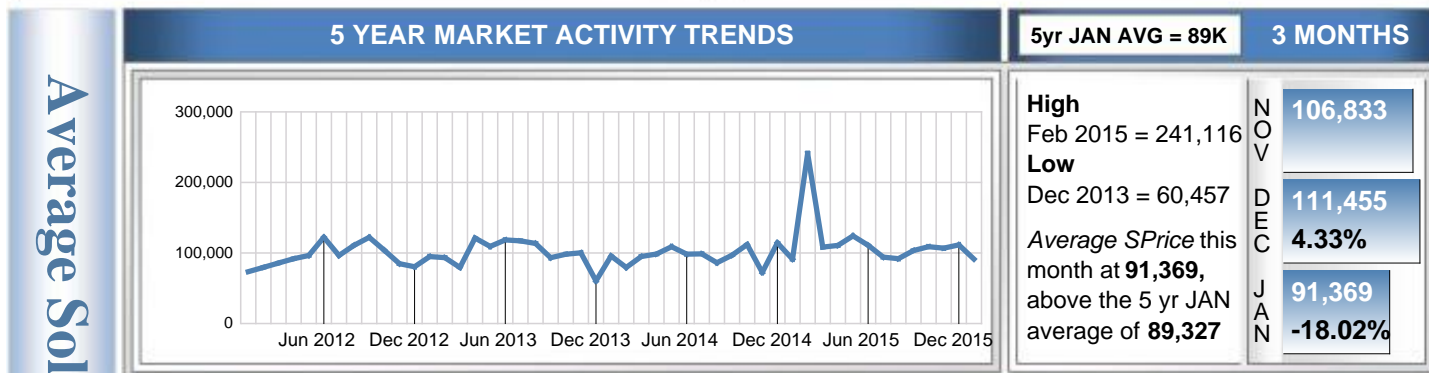
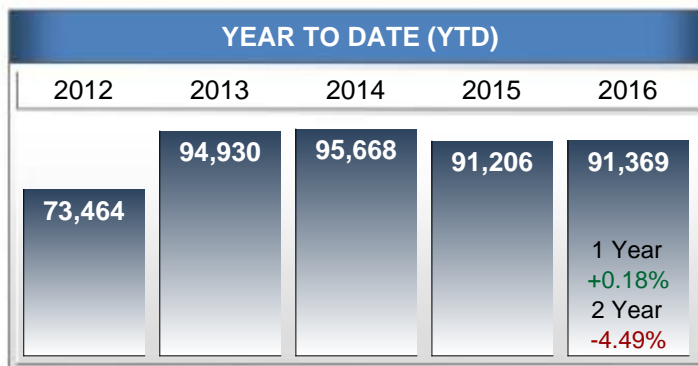
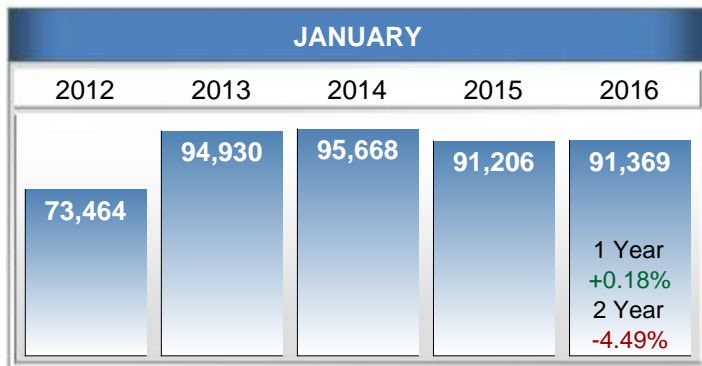
Closed Sales as of Feb 15, 2016



Average Sold Price at Closing

Report Produced on: Feb 15, 2016

Area Delimited by County Of Muskogee



Average Sold Price

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

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+
\$10,000 and less	3		6.82%	5,583	5,583	0	0	0
\$10,001 \$20,000	5		11.36%	13,930	13,930	0	0	0
\$20,001 \$40,000	8		18.18%	32,844	33,500	31,938	34,000	0
\$40,001 \$80,000	9		20.45%	58,078	51,000	57,000	67,850	0
\$80,001 \$150,000	9		20.45%	108,700	138,000	100,900	134,000	0
\$150,001 \$210,000	5		11.36%	176,040	0	172,733	181,000	0
\$210,001 and up	5		11.36%	257,980	0	263,333	249,950	0
Average Closed Price:		\$91,369			\$30,262	\$110,330	\$133,289	\$0
Total Closed Units:		44			13	22	9	
Total Closed Volume:		4,020,250			393.40K	2.43M	1.20M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

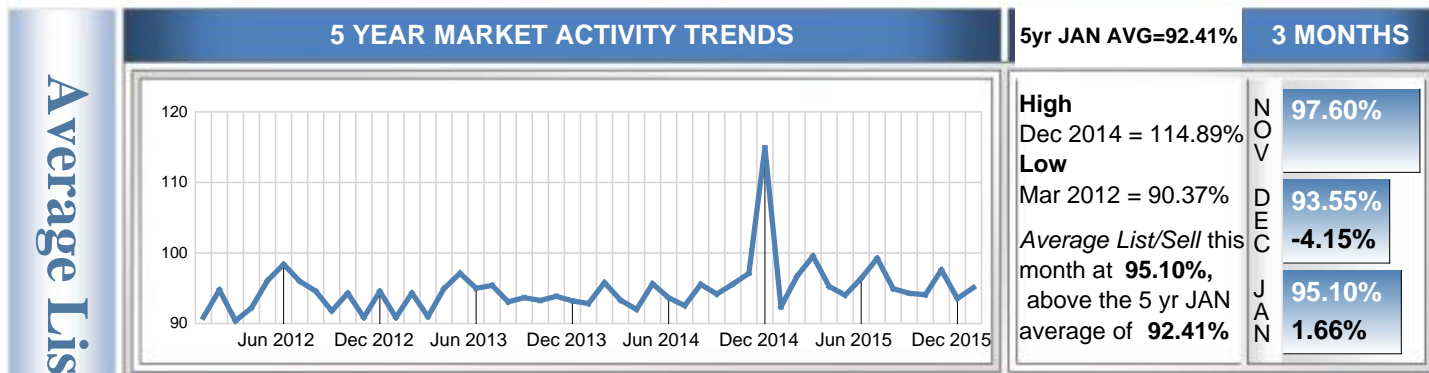
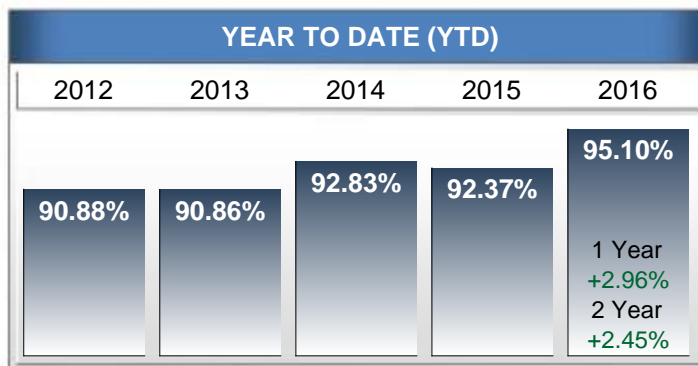
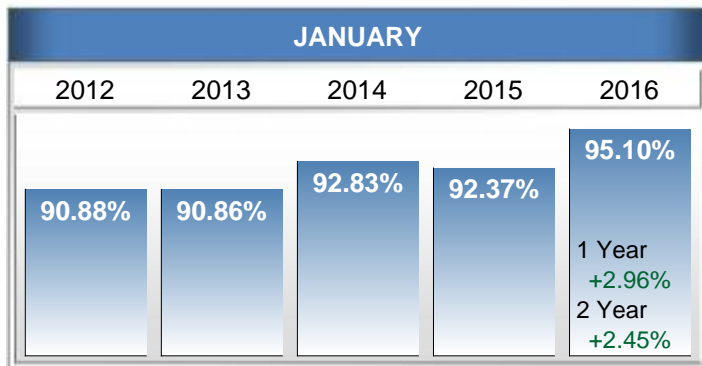
Closed Sales as of Feb 15, 2016



Average Percent of List Price to Selling Price

Report Produced on: Feb 15, 2016

Area Delimited by County Of Muskogee



Average List/Sell Price

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

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+
\$10,000 and less	3	6.82%	103.33%	103.33%	0.00%	0.00%	0.00%
\$10,001 \$20,000	5	11.36%	98.71%	98.71%	0.00%	0.00%	0.00%
\$20,001 \$40,000	8	18.18%	89.38%	85.00%	88.39%	95.75%	0.00%
\$40,001 \$80,000	9	20.45%	92.48%	100.00%	90.28%	90.47%	0.00%
\$80,001 \$150,000	9	20.45%	94.78%	79.31%	96.35%	99.26%	0.00%
\$150,001 \$210,000	5	11.36%	99.40%	0.00%	101.35%	96.48%	0.00%
\$210,001 and up	5	11.36%	96.67%	0.00%	96.00%	97.67%	0.00%
Average List/Sell Ratio: 95.10%				96.37%	94.16%	95.56%	0.00%
Total Closed Units: 44				13	22	9	
Total Closed Volume: 4,020,250				393.40K	2.43M	1.20M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2016

Inventory as of Feb 15, 2016



Market Summary

Report Produced on: Feb 15, 2016

Area Delimited by County Of Muskogee



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

Active Inventory as of January 31, 2016 = 392

	JANUARY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	39	44	12.82%	39	44	12.82%
Pending Sales	45	56	24.44%	45	56	24.44%
New Listings	129	96	-25.58%	129	96	-25.58%
Average List Price	97,162	96,212	-0.98%	97,162	96,212	-0.98%
Average Sale Price	91,206	91,369	0.18%	91,206	91,369	0.18%
Average Percent of List Price to Selling Price	92.37%	95.10%	2.96%	92.37%	95.10%	2.96%
Average Days on Market to Sale	67.08	55.02	-17.97%	67.08	55.02	-17.97%
Monthly Inventory	473	392	-17.12%	473	392	-17.12%
Months Supply of Inventory	9.57	8.11	-15.27%	9.57	8.11	-15.27%

