



June 2016

Area Delimited by County Of Muskogee

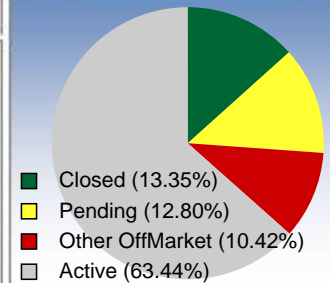


Absorption: Last 12 months, an Average of **53** Sales/Month

Active Inventory as of June 30, 2016 = **347**

	JUNE		
	2015	2016	+/- %
Closed Listings	54	73	35.19%
Pending Listings	52	70	34.62%
New Listings	120	109	-9.17%
Median List Price	93,900	74,900	-20.23%
Median Sale Price	95,000	69,900	-26.42%
Median Percent of List Price to Selling Price	97.90%	96.57%	-1.36%
Median Days on Market to Sale	23.00	25.00	8.70%
End of Month Inventory	392	347	-11.48%
Months Supply of Inventory	8.10	6.54	-19.26%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 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 June 2016 decreased **11.48%** to 347 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **6.54** 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 **26.42%** in June 2016 to \$69,900 versus the previous year at \$95,000.

Median Days on Market Lengthens

The median number of **25.00** days that homes spent on the market before selling increased by 2.00 days or **8.70%** in June 2016 compared to last year's same month at **23.00** DOM.

Sales Success for June 2016 is Positive

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

There were 109 New Listings in June 2016, down **9.17%** from last year at 120. Furthermore, there were 73 Closed Listings this month versus last year at 54, a **35.19%** increase.

Closed versus Listed trends yielded a **67.0%** ratio, up from last year's June 2016 at **45.0%**, a **48.83%** 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.

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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June 2016

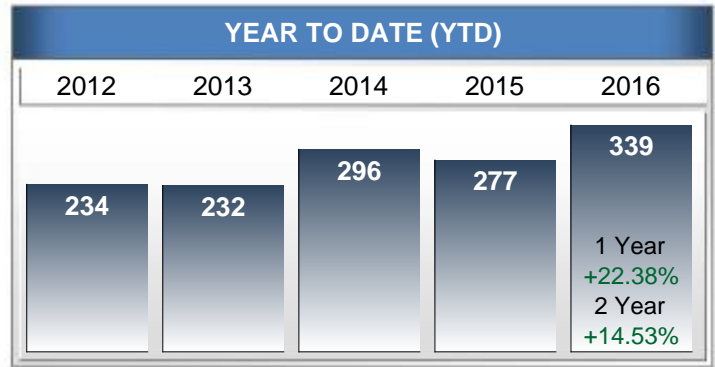
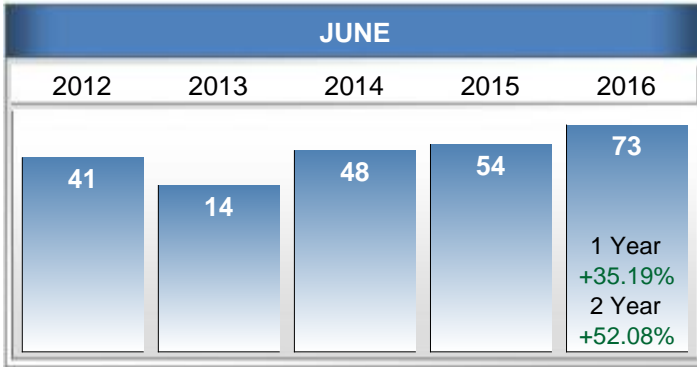
Closed Sales as of Jul 12, 2016



Closed Listings

Report Produced on: Jul 12, 2016

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	1	1.37%	27.0	1	0	0	0
\$10,001 - \$30,000	16	21.92%	13.5	8	6	1	1
\$30,001 - \$40,000	6	8.22%	22.0	2	4	0	0
\$40,001 - \$90,000	22	30.14%	39.5	5	17	0	0
\$90,001 - \$120,000	10	13.70%	17.0	0	10	0	0
\$120,001 - \$160,000	10	13.70%	23.0	1	7	2	0
\$160,001 and up	8	10.96%	53.0	0	6	2	0
Total Closed Units:	73		25.0	17	50	5	1
Total Closed Volume:	6,012,698			650.35K	4.64M	706.05K	14.91K
Median Closed Price:	\$69,900			\$24,000	\$85,250	\$132,900	\$14,905



Monthly Inventory Analysis

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June 2016

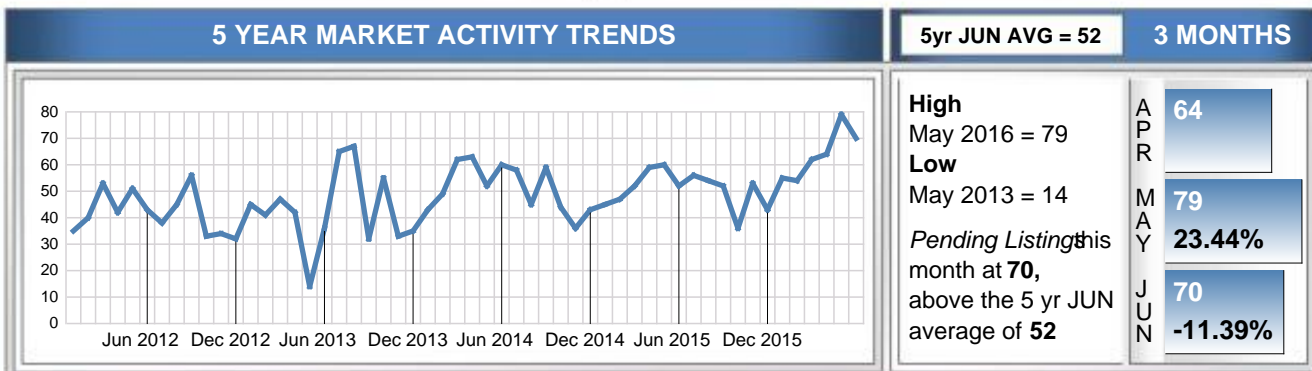
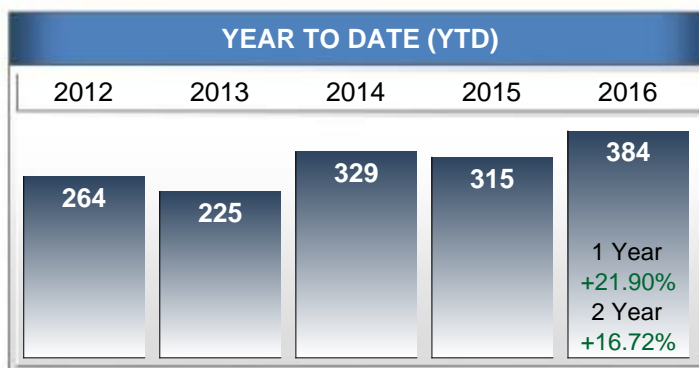
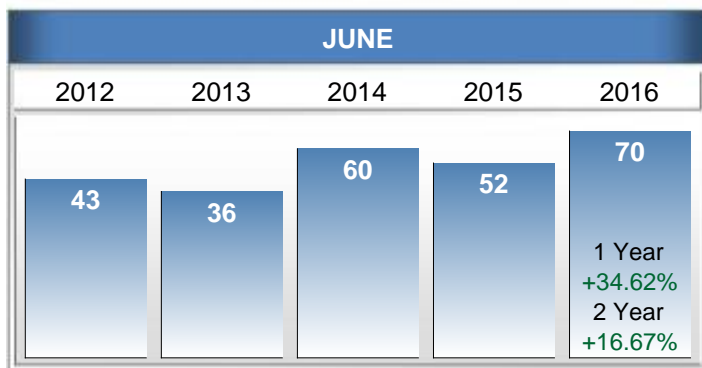
Pending Listings as of Jul 12, 2016



Pending Listings

Report Produced on: Jul 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+
\$20,000 and less	6	8.57%	47.5	3	0	2	1
\$20,001 \$30,000	2	2.86%	87.5	1	1	0	0
\$30,001 \$70,000	15	21.43%	35.0	8	6	1	0
\$70,001 \$110,000	20	28.57%	17.0	4	15	1	0
\$110,001 \$150,000	11	15.71%	46.0	0	8	3	0
\$150,001 \$180,000	8	11.43%	60.0	2	6	0	0
\$180,001 and up	8	11.43%	54.0	0	3	5	0
Total Pending Units: 70				36.5			
Total Pending Volume: 7,188,449				1.08M 4.40M 1.70M 14.90K			
Median Listing Price: \$86,500				\$43,900 \$106,900 \$133,700 \$14,900			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

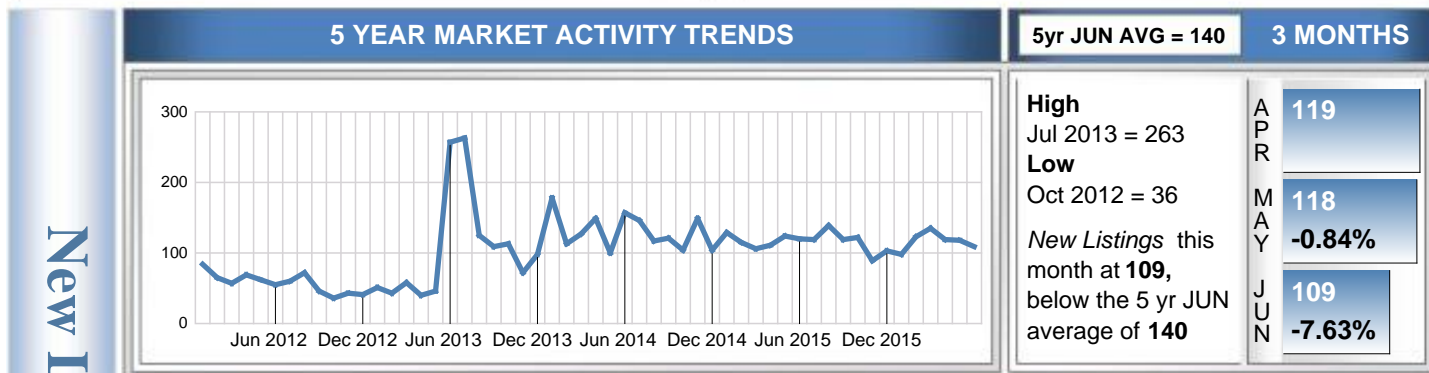
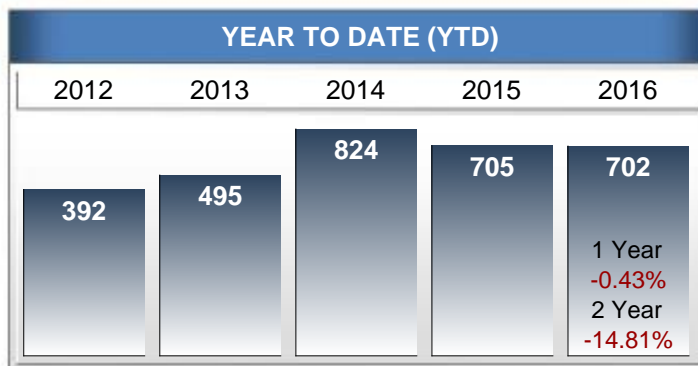
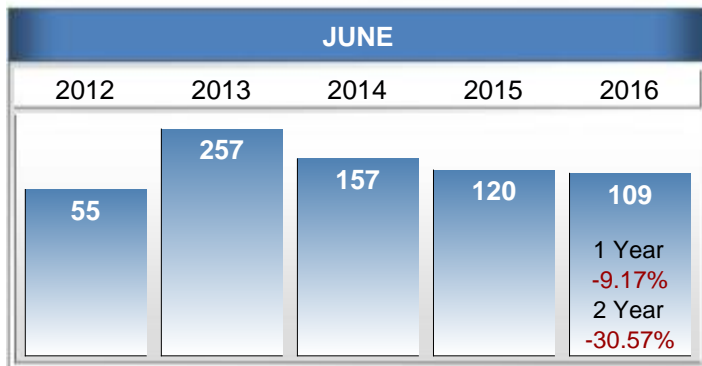
New Listings as of Jul 12, 2016



New Listings

Report Produced on: Jul 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+
\$20,000 and less	9	8.26%	8	1	0	0
\$20,001 \$40,000	13	11.93%	10	1	2	0
\$40,001 \$70,000	17	15.60%	12	3	2	0
\$70,001 \$120,000	28	25.69%	4	22	2	0
\$120,001 \$170,000	13	11.93%	4	9	0	0
\$170,001 \$250,000	18	16.51%	2	11	5	0
\$250,001 and up	11	10.09%	4	2	4	1
Total New Listed Units:	109		44	49	15	1
Total New Listed Volume:	14,385,879		4.83M	6.25M	2.88M	429.90K
Median New Listed Listing Price:	\$94,900		\$47,250	\$114,900	\$187,500	\$429,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

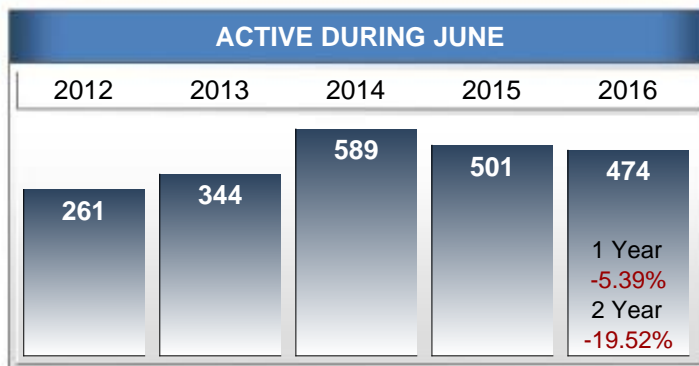
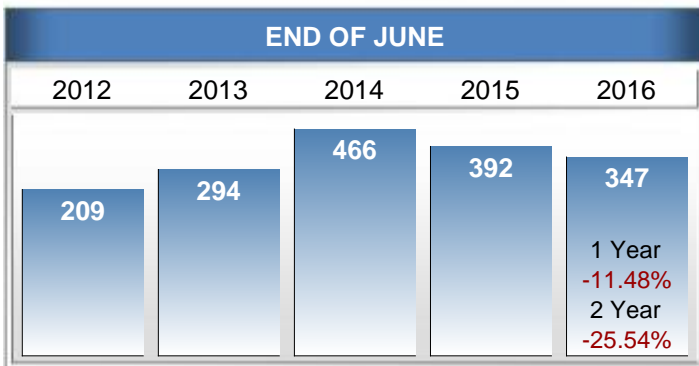
Active Inventory as of Jul 12, 2016



Active Inventory

Report Produced on: Jul 12, 2016

Area Delimited by County Of Muskogee



Active Inventory

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5yr JUN AVG = 342 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **347**, above the 5 yr JUN average of **342**

A P R	371
M A Y	367
J U N	347
	-5.45%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	25	7.20%	150.0	24	1	0	0		
\$10,001 \$30,000	50	14.41%	42.5	42	5	3	0		
\$30,001 \$50,000	38	10.95%	100.0	26	10	2	0		
\$50,001 \$110,000	93	26.80%	79.0	40	48	5	0		
\$110,001 \$180,000	58	16.71%	58.5	14	40	3	1		
\$180,001 \$340,000	47	13.54%	65.0	7	21	16	3		
\$340,001 and up	36	10.37%	77.5	21	2	11	2		
Total Active Inventory by Units:				347	77.0	174	127	40	6
Total Active Inventory by Volume:				55,238,628		26.64M	15.97M	10.56M	2.06M
Median Active Inventory Listing Price:				\$84,900		\$49,000	\$108,000	\$239,700	\$262,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2016

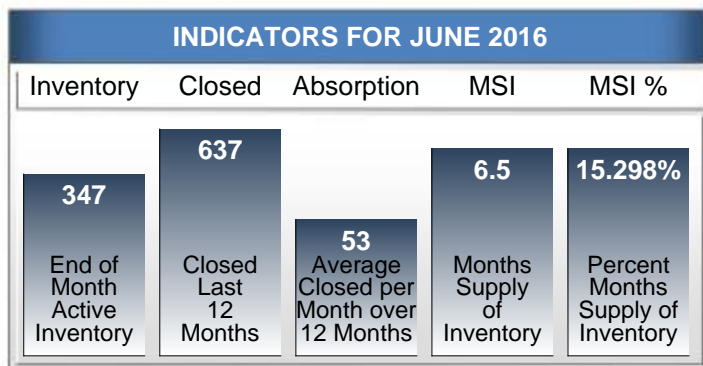
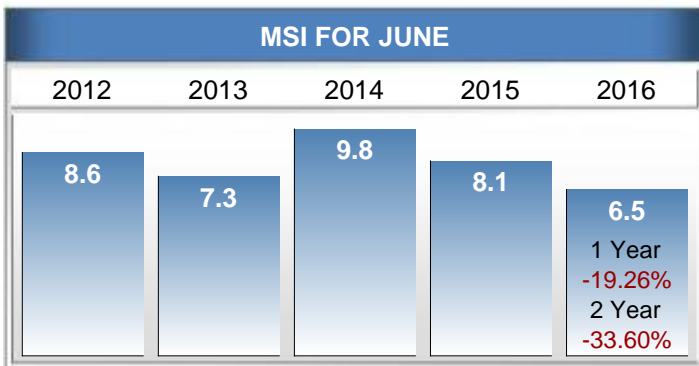
Active Inventory as of Jul 12, 2016



Months Supply of Inventory

Report Produced on: Jul 12, 2016

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Months Supply

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5yr JUN AVG = 8.1	3 MONTHS
High Jan 2012 = 21.2 Low Apr 2013 = 2.3 <i>Months Supply</i> this month at 6.5 , below the 5 yr JUN average of 8.1	A P R 7.3 M A Y 7.1 -2.36% J U N 6.5 -8.27%

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	25	7.20%	16.7	22.2	6.0	0.0	0.0
\$10,001 \$30,000	50	14.41%	6.4	8.3	2.1	9.0	0.0
\$30,001 \$50,000	38	10.95%	5.6	10.1	2.9	4.0	0.0
\$50,001 \$110,000	93	26.80%	5.6	13.7	3.8	4.0	0.0
\$110,001 \$180,000	58	16.71%	4.1	9.3	3.8	1.6	6.0
\$180,001 \$340,000	47	13.54%	8.7	84.0	8.1	5.8	0.0
\$340,001 and up	36	10.37%	43.2	84.0	12.0	33.0	24.0
MSI:	6.5			12.9	4.0	5.5	12.0
Total Active Inventory:	347			174	127	40	6



Monthly Inventory Analysis

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June 2016

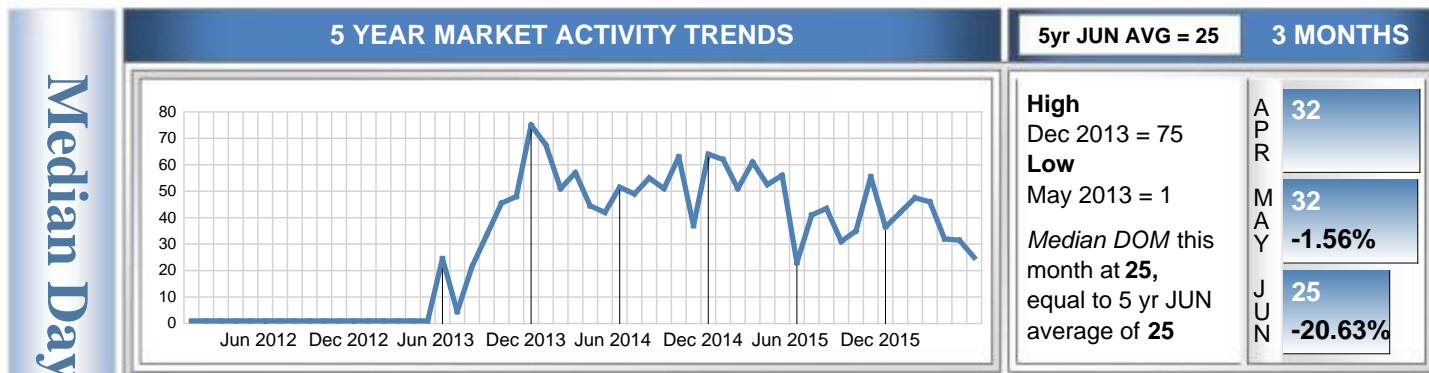
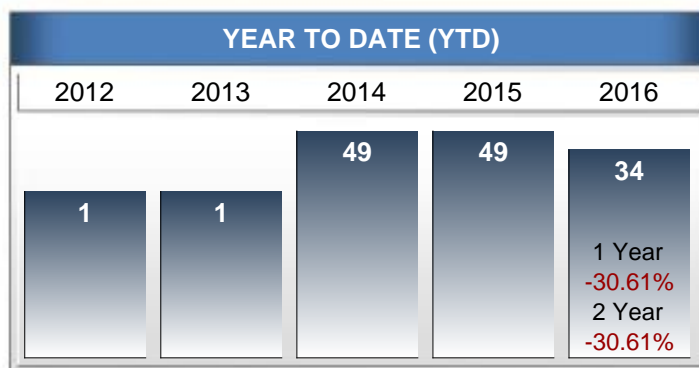
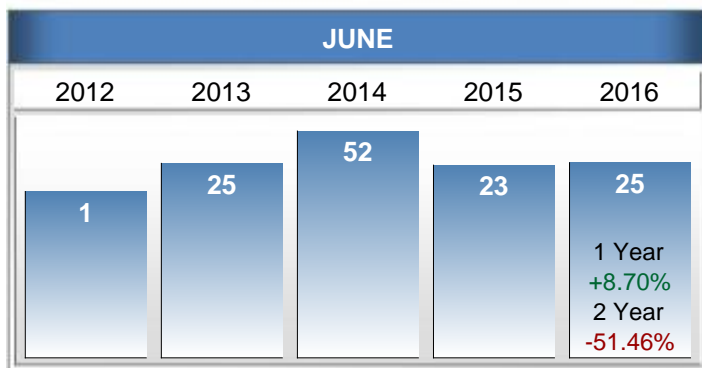
Closed Sales as of Jul 12, 2016



Median Days on Market to Sale

Report Produced on: Jul 12, 2016

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	1			1.37%	27.0	27.0	0.0	0.0	0.0
\$10,001 \$30,000	16			21.92%	13.5	10.5	9.5	105.0	92.0
\$30,001 \$40,000	6			8.22%	22.0	32.0	19.0	0.0	0.0
\$40,001 \$90,000	22			30.14%	39.5	32.0	41.0	0.0	0.0
\$90,001 \$120,000	10			13.70%	17.0	0.0	17.0	0.0	0.0
\$120,001 \$160,000	10			13.70%	23.0	33.0	15.0	88.0	0.0
\$160,001 and up	8			10.96%	53.0	0.0	30.0	76.5	0.0
Median Closed DOM:	25.0					20.0	22.5	84.0	92.0
Total Closed Units:	73					17	50	5	1
Total Closed Volume:	6,012,698					650.35K	4.64M	706.05K	14.91K



Monthly Inventory Analysis

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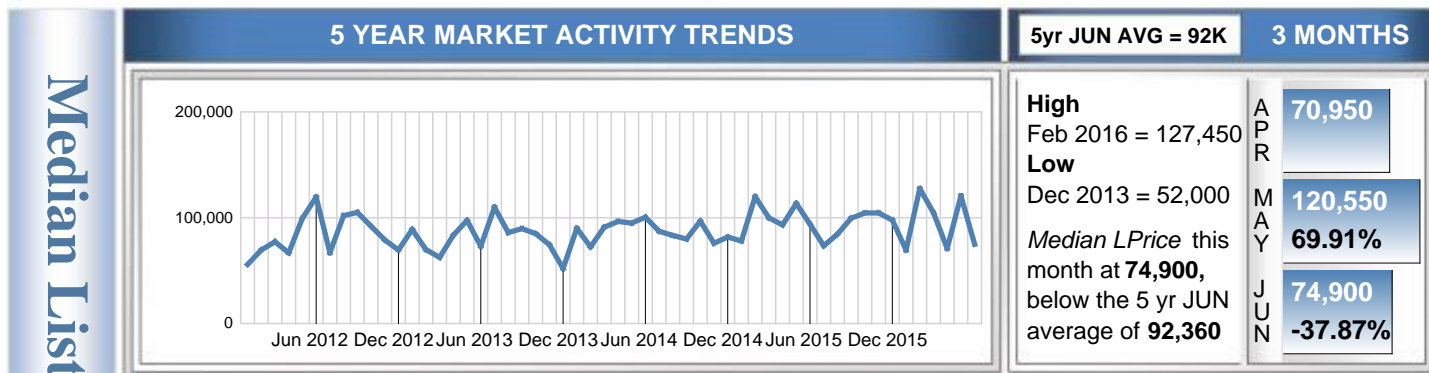
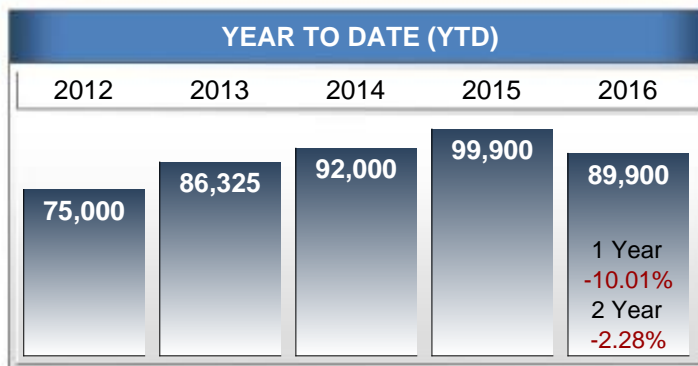
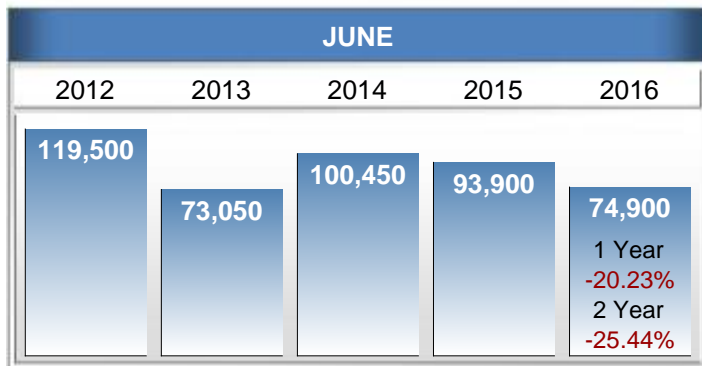
Closed Sales as of Jul 12, 2016



Median List Price at Closing

Report Produced on: Jul 12, 2016

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%	53	0	0	0	0
\$10,001 \$30,000	16		21.92%	15,500	16,500	14,250	0	14,900
\$30,001 \$40,000	7		9.59%	39,100	36,900	39,100	39,900	0
\$40,001 \$90,000	22		30.14%	69,900	54,700	74,700	0	0
\$90,001 \$120,000	9		12.33%	100,000	0	100,000	0	0
\$120,001 \$160,000	10		13.70%	132,950	149,900	131,000	132,400	0
\$160,001 and up	9		12.33%	179,900	0	174,900	212,350	0
Median List Price:	\$74,900				\$26,000	\$89,450	\$134,900	\$14,900
Total Closed Units:	73				17	50	5	1
Total List Volume:	6,255,850				687.55K	4.82M	729.40K	14.90K



Monthly Inventory Analysis

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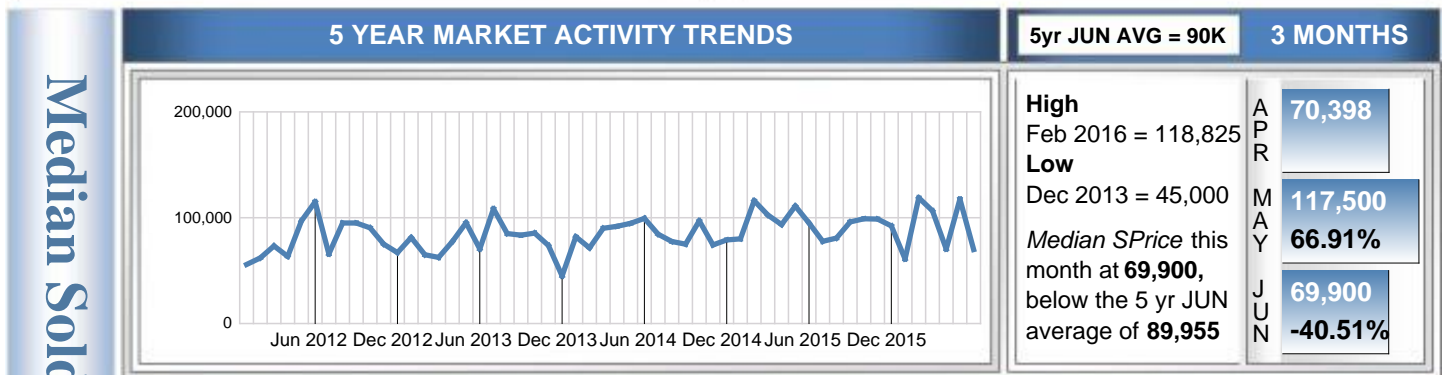
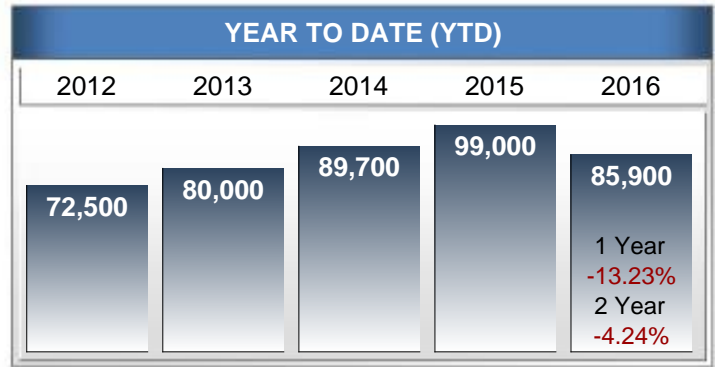
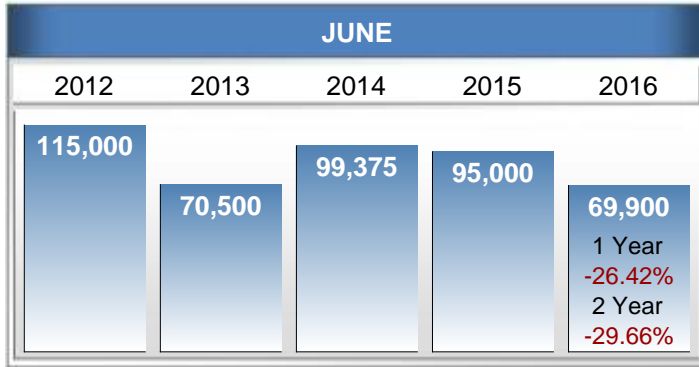
Closed Sales as of Jul 12, 2016



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	1		1.37%	7,500	7,500	0	0	0
\$10,001 \$30,000	16		21.92%	14,703	14,750	13,250	28,000	14,905
\$30,001 \$40,000	6		8.22%	36,628	39,000	35,128	0	0
\$40,001 \$90,000	22		30.14%	63,700	57,500	65,400	0	0
\$90,001 \$120,000	10		13.70%	99,750	0	99,750	0	0
\$120,001 \$160,000	10		13.70%	132,950	145,000	133,000	128,950	0
\$160,001 and up	8		10.96%	186,025	0	177,400	210,075	0
Median Closed Price:	\$69,900				\$24,000	\$85,250	\$132,900	\$14,905
Total Closed Units:	73				17	50	5	1
Total Closed Volume:	6,012,698				650.35K	4.64M	706.05K	14.91K



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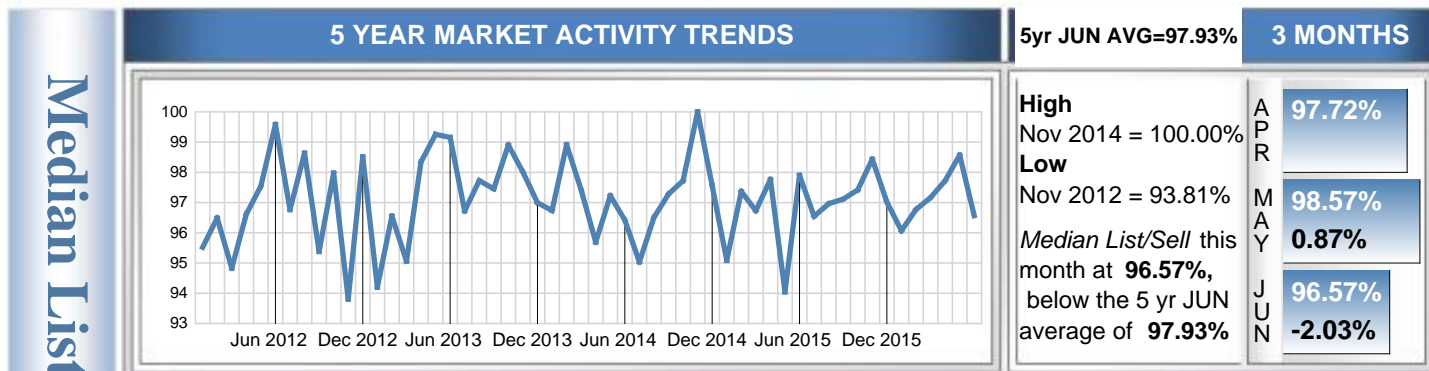
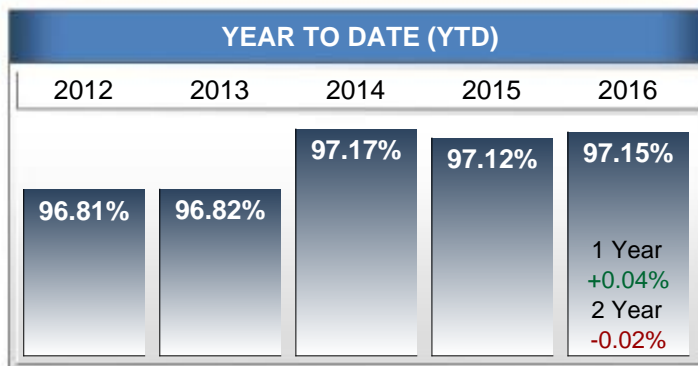
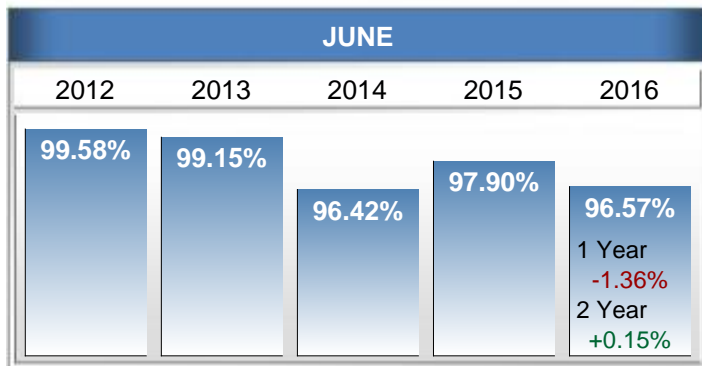
Closed Sales as of Jul 12, 2016



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	1	1.37%	65.22%	65.22%	0.00%	0.00%	0.00%
\$10,001 \$30,000	16	21.92%	89.49%	87.49%	92.96%	70.18%	100.03%
\$30,001 \$40,000	6	8.22%	96.88%	98.55%	96.88%	0.00%	0.00%
\$40,001 \$90,000	22	30.14%	96.56%	96.64%	95.47%	0.00%	0.00%
\$90,001 \$120,000	10	13.70%	96.02%	0.00%	96.02%	0.00%	0.00%
\$120,001 \$160,000	10	13.70%	99.30%	96.73%	100.00%	97.49%	0.00%
\$160,001 and up	8	10.96%	98.61%	0.00%	98.35%	98.89%	0.00%
Median List/Sell Ratio:	96.57%			94.12%	96.95%	98.44%	100.03%
Total Closed Units:	73			17	50	5	1
Total Closed Volume:	6,012,698			650.35K	4.64M	706.05K	14.91K



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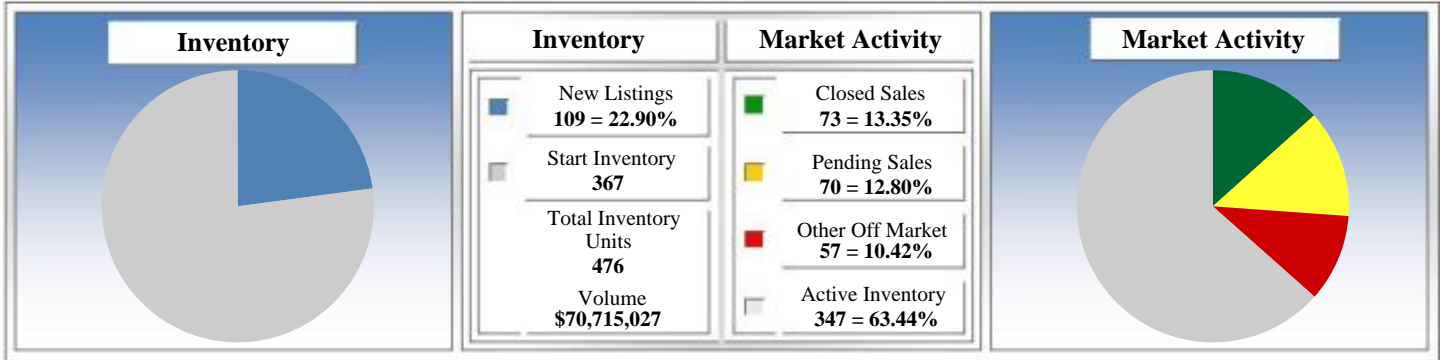
Inventory as of Jul 12, 2016



Market Summary

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Area Delimited by County Of Muskogee



Absorption: Last 12 months, an Average of 53 Sales/Month

Active Inventory as of June 30, 2016 = 347

	JUNE			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	54	73	35.19%	277	339	22.38%
Pending Sales	52	70	34.62%	315	384	21.90%
New Listings	120	109	-9.17%	705	702	-0.43%
Median List Price	93,900	74,900	-20.23%	99,900	89,900	-10.01%
Median Sale Price	95,000	69,900	-26.42%	99,000	85,900	-13.23%
Median Percent of List Price to Selling Price	97.90%	96.57%	-1.36%	97.12%	97.15%	0.04%
Median Days on Market to Sale	23.00	25.00	8.70%	49.00	34.00	-30.61%
Monthly Inventory	392	347	-11.48%	392	347	-11.48%
Months Supply of Inventory	8.10	6.54	-19.26%	8.10	6.54	-19.26%

