



July 2017

Area Delimited by County Of Muskogee

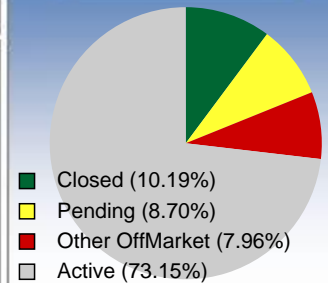


Absorption: Last 12 months, an Average of **53** Sales/Month

Active Inventory as of July 30, 2017 = **395**

	JULY		
	2016	2017	+/- %
Closed Listings	61	55	-9.84%
Pending Listings	52	47	-9.62%
New Listings	90	101	12.22%
Median List Price	94,900	95,000	0.11%
Median Sale Price	86,000	95,000	10.47%
Median Percent of List Price to Selling Price	95.82%	97.06%	1.29%
Median Days on Market to Sale	24.00	20.00	-16.67%
End of Month Inventory	332	395	18.98%
Months Supply of Inventory	6.13	7.39	20.65%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 14, 2017

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2017 rose **18.98%** to 395 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 **7.39** 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 **10.47%** in July 2017 to \$95,000 versus the previous year at \$86,000.

Median Days on Market Shortens

The median number of **20.00** days that homes spent on the market before selling decreased by 4.00 days or **16.67%** in July 2017 compared to last year's same month at **24.00** DOM.

Sales Success for July 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 101 New Listings in July 2017, up **12.22%** from last year at 90. Furthermore, there were 55 Closed Listings this month versus last year at 61, a **-9.84%** decrease.

Closed versus Listed trends yielded a **54.5%** ratio, down from last year's July 2017 at **67.8%**, a **19.66%** downswing. This will certainly create pressure on an increasing 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
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median 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®

July 2017

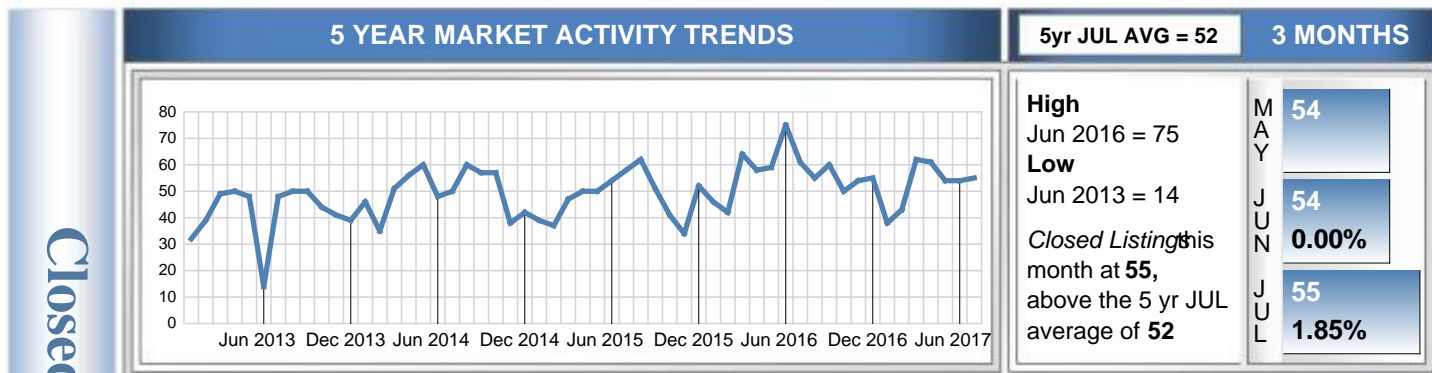
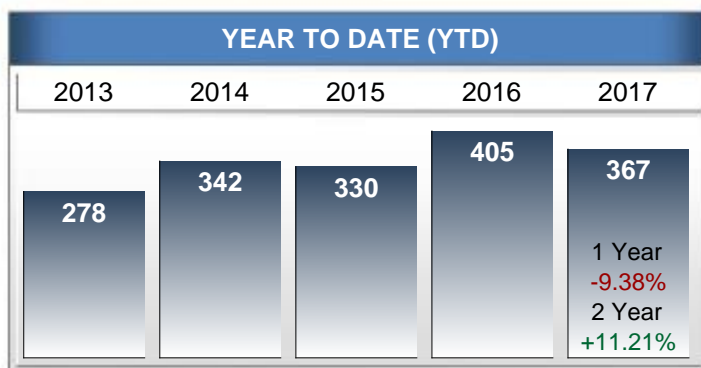
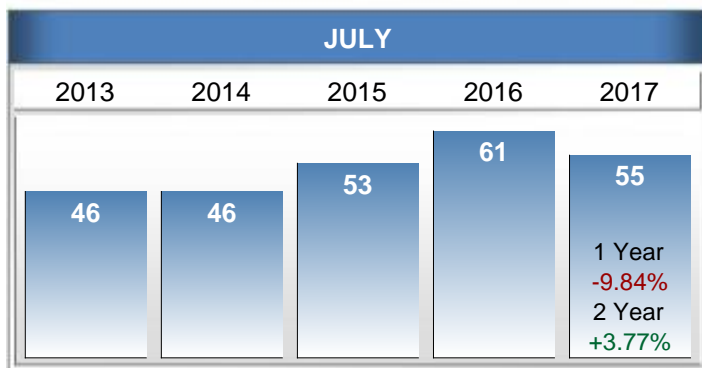
Closed Sales as of Aug 14, 2017



Closed Listings

Report Produced on: Aug 14, 2017

Area Delimited by County Of Muskogee



Closed Listings

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

CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	7	12.73%	38.0	5	2	0	0
\$30,001 - \$50,000	5	9.09%	101.0	3	2	0	0
\$50,001 - \$70,000	9	16.36%	60.0	3	6	0	0
\$70,001 - \$110,000	13	23.64%	10.0	1	11	1	0
\$110,001 - \$150,000	5	9.09%	10.0	0	4	1	0
\$150,001 - \$210,000	10	18.18%	16.0	1	7	2	0
\$210,001 and up	6	10.91%	14.5	0	3	3	0
Total Closed Units:	55		20.0	13	35	7	0
Total Closed Volume:	5,848,848			666.90K	3.88M	1.31M	0.00B
Median Closed Price:	\$95,000			\$39,500	\$95,200	\$180,000	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

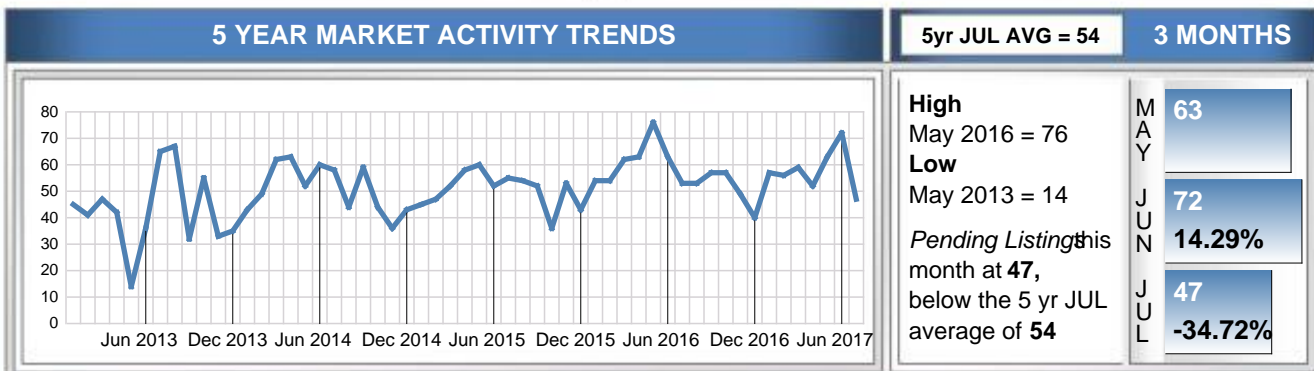
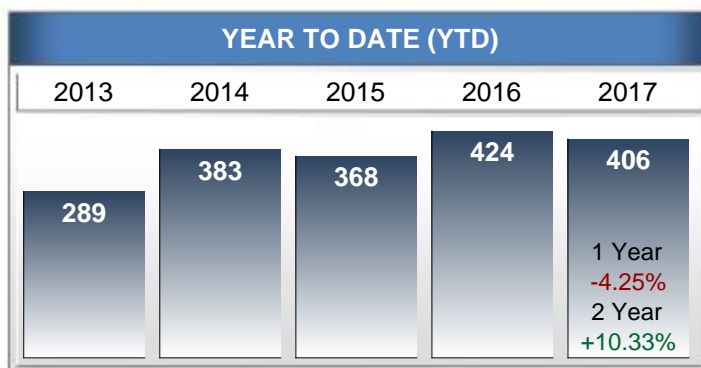
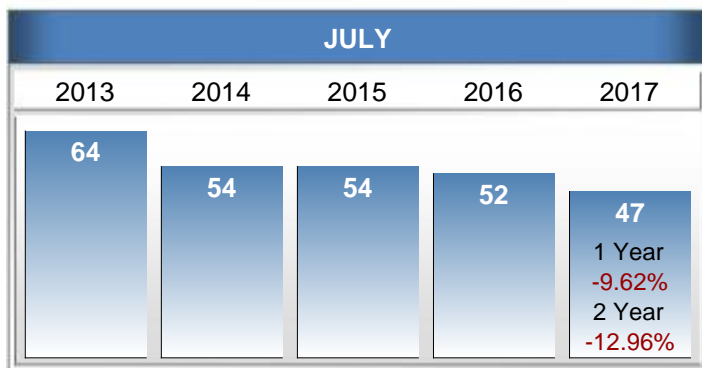
Pending Listings as of Aug 14, 2017



Pending Listings

Report Produced on: Aug 14, 2017

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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	8.51%	47.0	3	1	0	0
\$20,001 \$30,000	3	6.38%	75.5	2	1	0	0
\$30,001 \$40,000	6	12.77%	89.0	4	2	0	0
\$40,001 \$100,000	15	31.91%	34.0	6	6	2	1
\$100,001 \$120,000	9	19.15%	33.0	1	7	1	0
\$120,001 \$130,000	4	8.51%	73.5	0	3	1	0
\$130,001 and up	6	12.77%	36.5	0	5	1	0
Total Pending Units:	47		47.0	16	25	5	1
Total Pending Volume:	3,874,300			733.20K	2.52M	566.40K	50.00K
Median Listing Price:	\$69,900			\$39,950	\$109,900	\$119,000	\$50,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

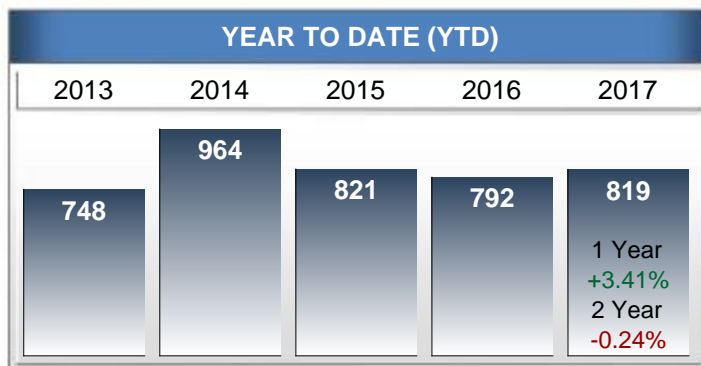
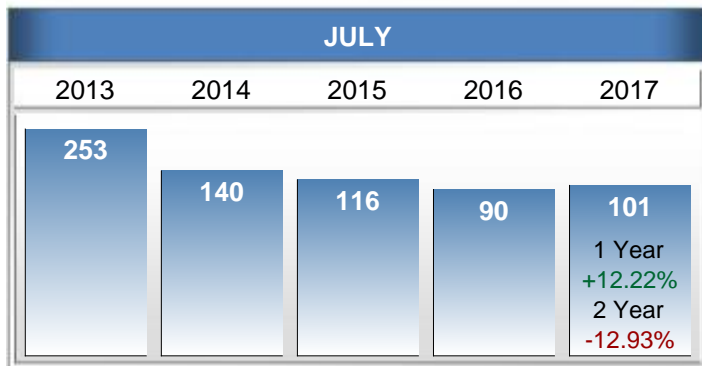
New Listings as of Aug 14, 2017



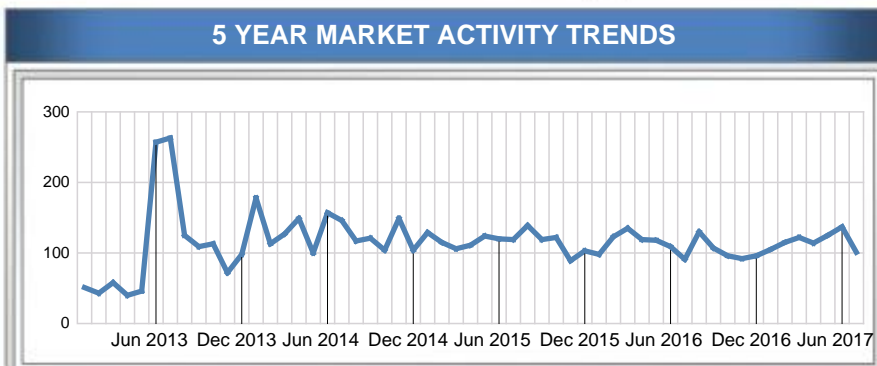
New Listings

Report Produced on: Aug 14, 2017

Area Delimited by County Of Muskogee



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



5yr JUL AVG = 140 **3 MONTHS**

High
Jul 2013 = 263

Low
Apr 2013 = 40

New Listings this month at **101**, below the 5 yr JUL average of **140**

MAY	125
JUN	137
JUL	101
9.60%	
JUL	-26.28%

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	3.96%	1	2	0	1
\$10,001 \$30,000	17	16.83%	13	3	1	0
\$30,001 \$50,000	12	11.88%	6	5	0	1
\$50,001 \$110,000	31	30.69%	7	20	4	0
\$110,001 \$130,000	11	10.89%	1	8	2	0
\$130,001 \$210,000	15	14.85%	2	11	1	1
\$210,001 and up	11	10.89%	2	7	0	2
Total New Listed Units:			32	56	8	5
Total New Listed Volume:			2.08M	6.88M	722.95K	829.80K
Median New Listed Listing Price:			\$33,250	\$107,350	\$74,900	\$209,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

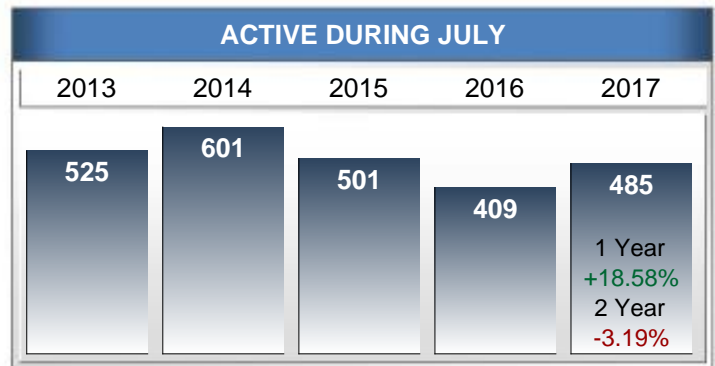
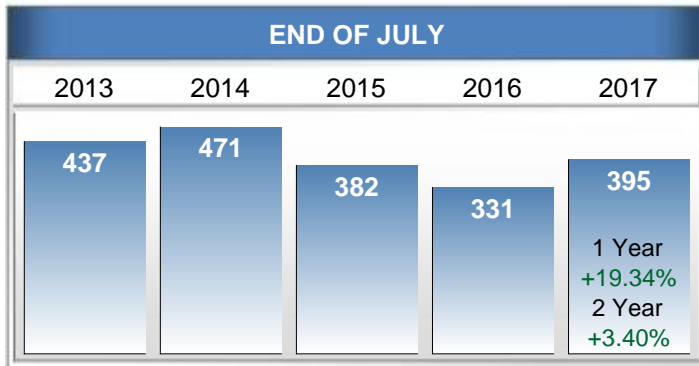
Active Inventory as of Aug 14, 2017



Active Inventory

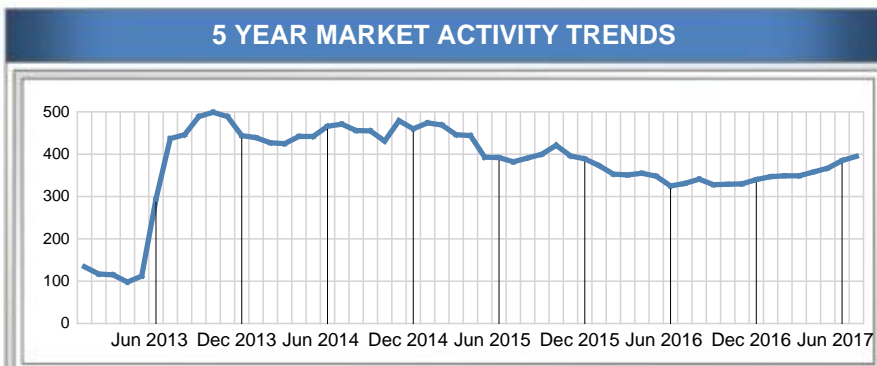
Report Produced on: Aug 14, 2017

Area Delimited by County Of Muskogee



Active Inventory

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



5yr JUL AVG = 403 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at 395, below the 5 yr JUL average of 403

MAY	367
JUN	385
JUL	395
4.90%	
2.60%	

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	6.33%	171.0	21	2	1	1		
\$10,001 - \$30,000	51	12.91%	59.0	42	6	2	1		
\$30,001 - \$60,000	62	15.70%	75.0	33	26	2	1		
\$60,001 - \$120,000	99	25.06%	76.0	22	64	12	1		
\$120,001 - \$190,000	67	16.96%	53.0	14	37	15	1		
\$190,001 - \$280,000	48	12.15%	78.0	9	20	15	4		
\$280,001 and up	43	10.89%	94.0	27	6	7	3		
Total Active Inventory by Units:				395	76.0	168	161	54	12
Total Active Inventory by Volume:				61,553,667		29.54M	20.06M	9.46M	2.49M
Median Active Inventory Listing Price:				\$97,500		\$49,750	\$110,000	\$155,900	\$214,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

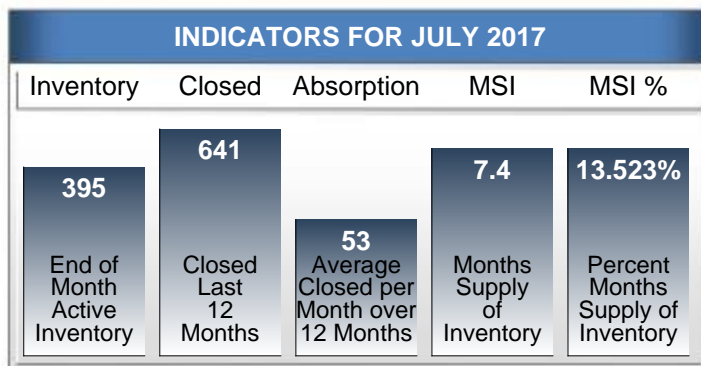
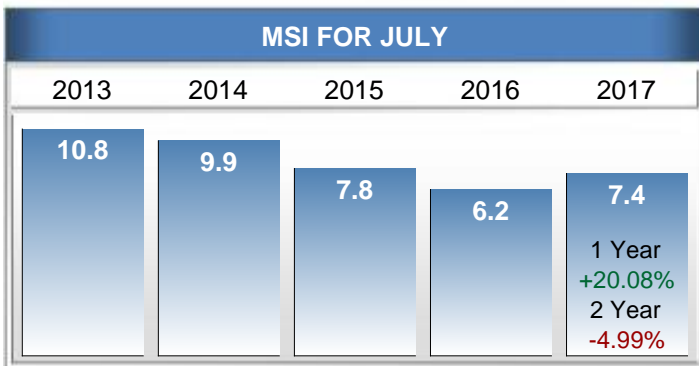
Active Inventory as of Aug 14, 2017



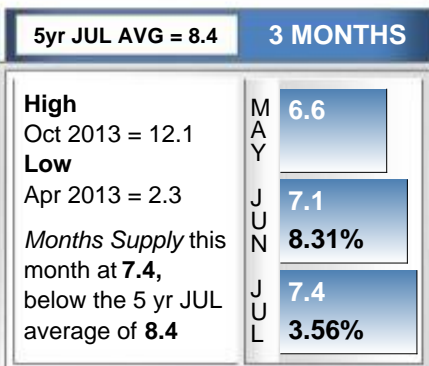
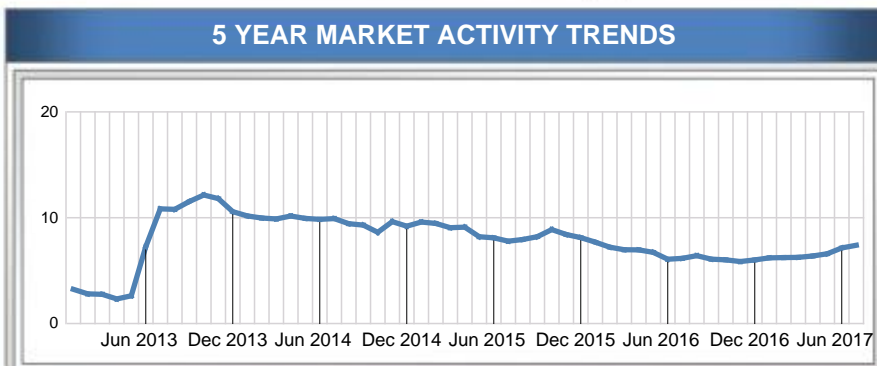
Months Supply of Inventory

Report Produced on: Aug 14, 2017

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+
\$10,000 and less	25	6.33%	13.0	18.0	3.0	12.0	0.0
\$10,001 \$30,000	51	12.91%	5.8	8.0	2.1	3.4	12.0
\$30,001 \$60,000	62	15.70%	5.9	7.2	4.7	6.0	6.0
\$60,001 \$120,000	99	25.06%	6.2	10.6	5.1	10.3	12.0
\$120,001 \$190,000	67	16.96%	6.9	21.0	5.0	10.0	4.0
\$190,001 \$280,000	48	12.15%	10.1	27.0	8.9	7.5	24.0
\$280,001 and up	43	10.89%	25.8	162.0	12.0	8.4	18.0
MSI:			7.4	11.8	5.1	8.3	13.1
Total Active Inventory:			395	168	161	54	12



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

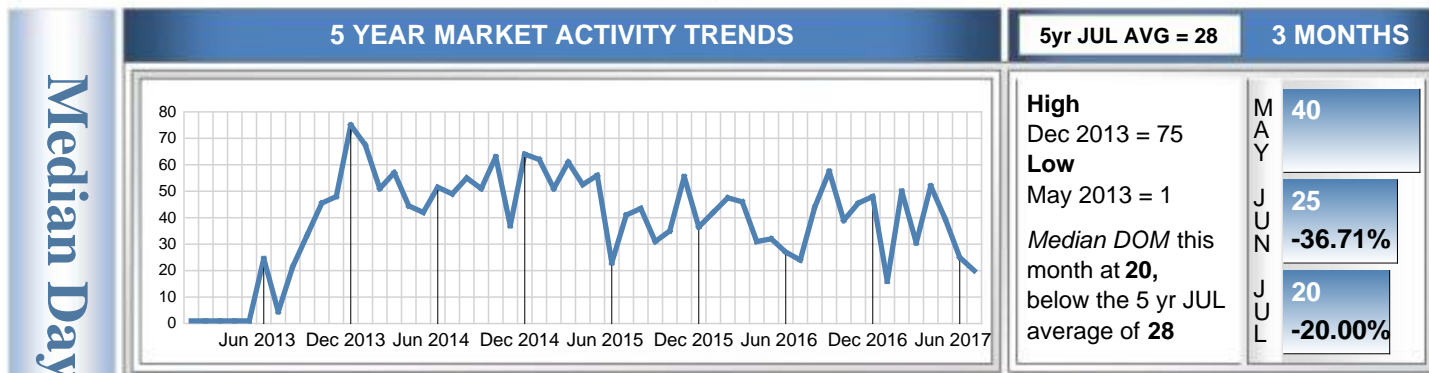
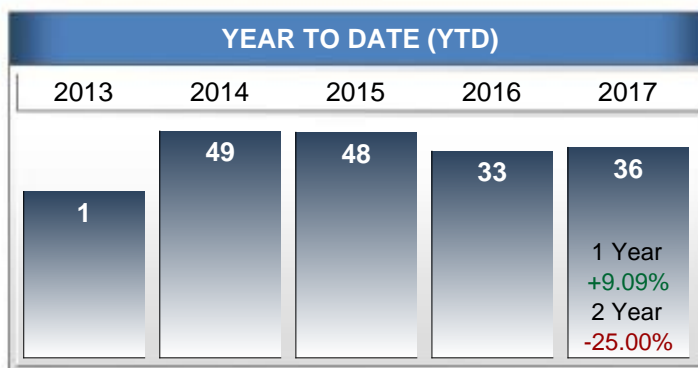
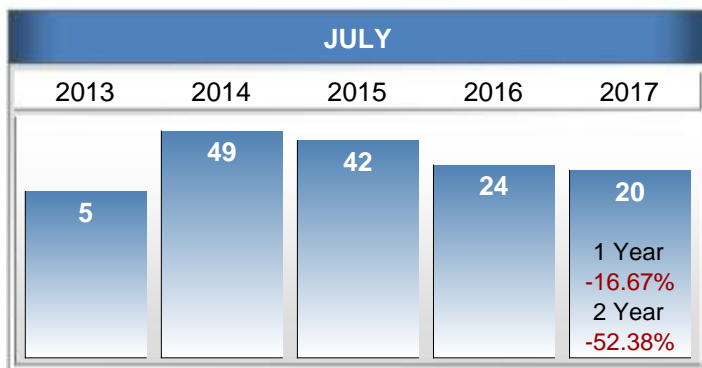
Closed Sales as of Aug 14, 2017



Median Days on Market to Sale

Report Produced on: Aug 14, 2017

Area Delimited by County Of Muskogee



Median Days on Market

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

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+
\$30,000 and less	7	12.73%	38.0	38.0	27.0	0.0	0.0
\$30,001 \$50,000	5	9.09%	101.0	102.0	22.5	0.0	0.0
\$50,001 \$70,000	9	16.36%	60.0	129.0	44.0	0.0	0.0
\$70,001 \$110,000	13	23.64%	10.0	1.0	10.0	13.0	0.0
\$110,001 \$150,000	5	9.09%	10.0	0.0	22.5	10.0	0.0
\$150,001 \$210,000	10	18.18%	16.0	8.0	17.0	32.0	0.0
\$210,001 and up	6	10.91%	14.5	0.0	6.0	49.0	0.0
Median Closed DOM:	20.0			41.0	12.0	17.0	0.0
Total Closed Units:	55			13	35	7	
Total Closed Volume:	5,848,848			666.90K	3.88M	1.31M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

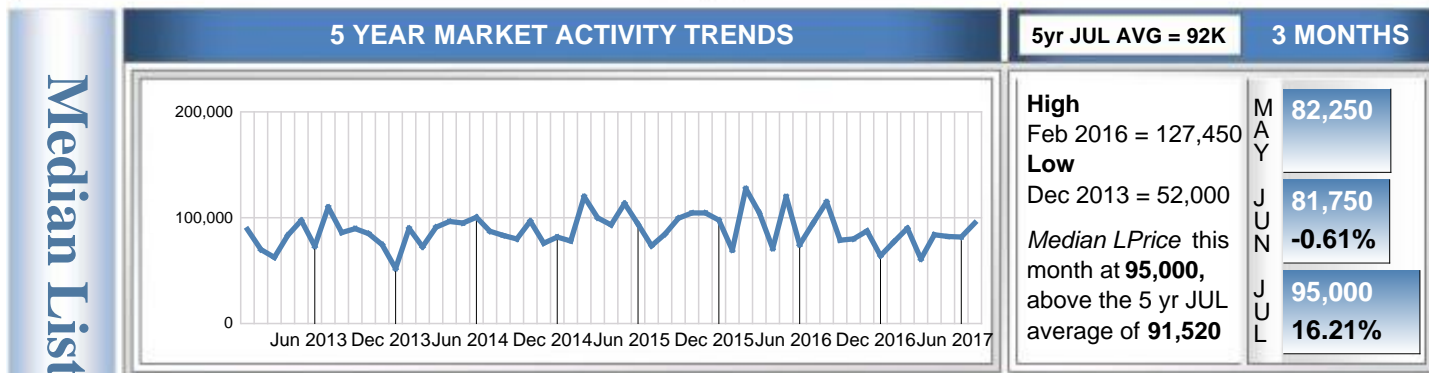
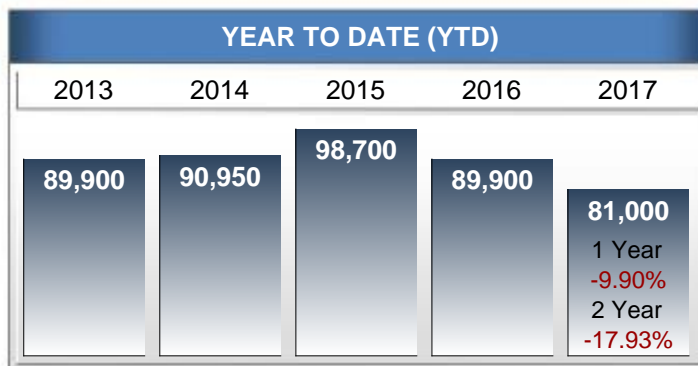
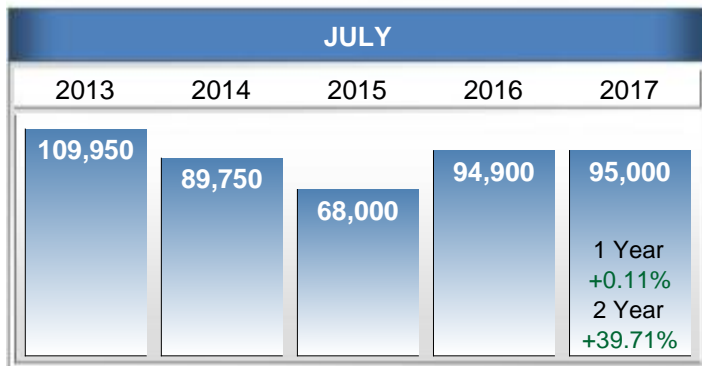
Closed Sales as of Aug 14, 2017



Median List Price at Closing

Report Produced on: Aug 14, 2017

Area Delimited by County Of Muskogee



Median List Price

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

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+
\$30,000 and less	5		9.09%	24,900	27,000	19,950	0	0
\$30,001 \$50,000	8		14.55%	43,500	39,500	48,700	0	0
\$50,001 \$70,000	4		7.27%	63,000	64,950	61,725	0	0
\$70,001 \$110,000	17		30.91%	85,000	95,000	84,900	103,000	0
\$110,001 \$150,000	5		9.09%	119,900	0	119,750	119,900	0
\$150,001 \$210,000	10		18.18%	163,700	182,000	162,400	171,950	0
\$210,001 and up	6		10.91%	257,450	0	264,900	224,900	0
Median List Price:		\$95,000			\$39,500	\$99,500	\$184,900	\$0
Total Closed Units:		55			13	35	7	
Total List Volume:		6,106,850			723.60K	4.04M	1.35M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

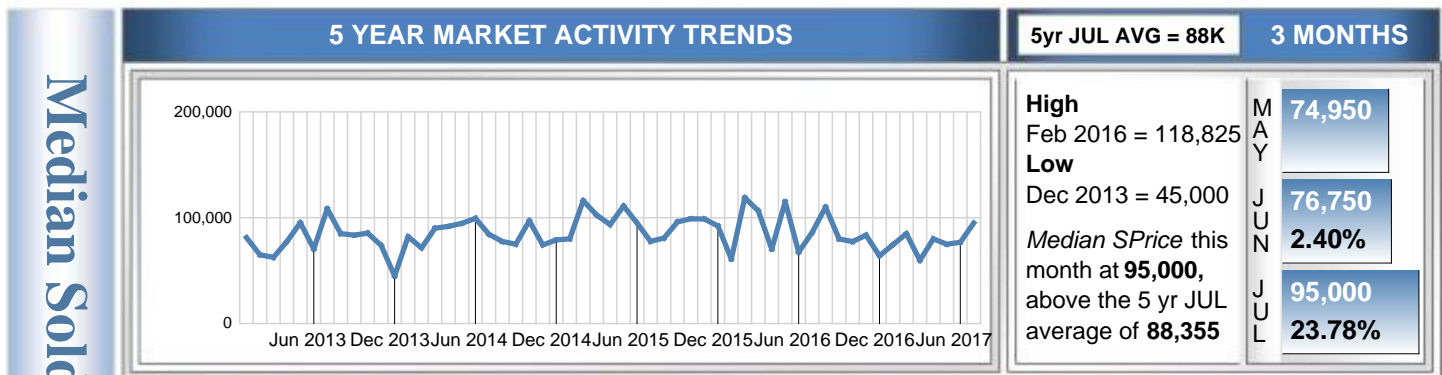
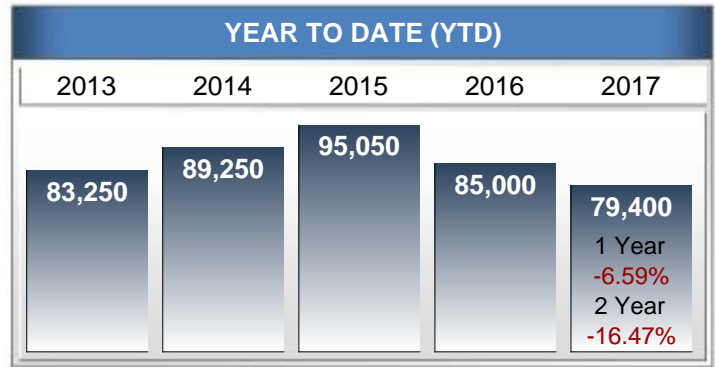
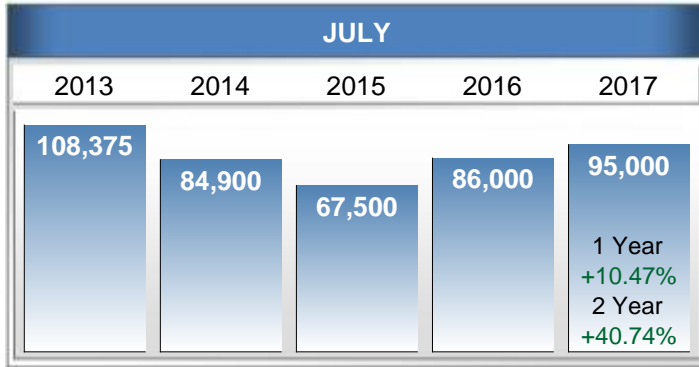
Closed Sales as of Aug 14, 2017



Median Sold Price at Closing

Report Produced on: Aug 14, 2017

Area Delimited by County Of Muskogee



Median Sold Price

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

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+
\$30,000 and less	7		12.73%	18,500	27,000	15,000	0	0
\$30,001 - \$50,000	5		9.09%	42,500	39,500	43,750	0	0
\$50,001 - \$70,000	9		16.36%	63,700	53,000	65,000	0	0
\$70,001 - \$110,000	13		23.64%	95,000	95,000	91,000	103,000	0
\$110,001 - \$150,000	5		9.09%	119,500	0	117,200	119,900	0
\$150,001 - \$210,000	10		18.18%	160,500	175,000	159,000	167,500	0
\$210,001 and up	6		10.91%	249,250	0	250,000	215,000	0
Median Closed Price:	\$95,000				\$39,500	\$95,200	\$180,000	\$0
Total Closed Units:	55				13	35	7	
Total Closed Volume:	5,848,848				666.90K	3.88M	1.31M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

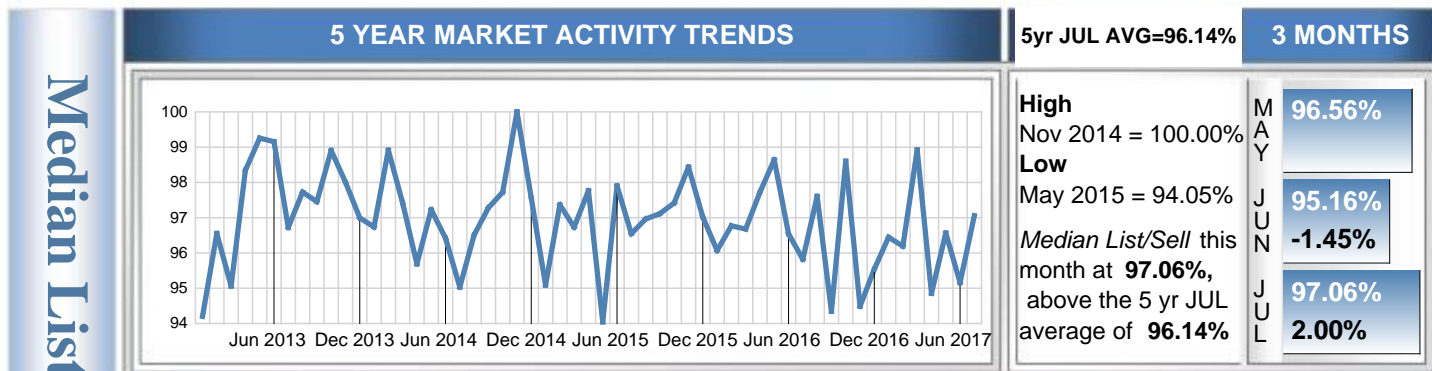
Closed Sales as of Aug 14, 2017



Median Percent of List Price to Selling Price

Report Produced on: Aug 14, 2017

Area Delimited by County Of Muskogee



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+
\$30,000 and less	7	12.73%	75.95%	75.95%	80.12%	0.00%	0.00%
\$30,001 \$50,000	5	9.09%	88.73%	88.73%	89.88%	0.00%	0.00%
\$50,001 \$70,000	9	16.36%	90.01%	100.00%	85.99%	0.00%	0.00%
\$70,001 \$110,000	13	23.64%	100.00%	100.00%	100.00%	100.00%	0.00%
\$110,001 \$150,000	5	9.09%	98.70%	0.00%	97.34%	100.00%	0.00%
\$150,001 \$210,000	10	18.18%	97.42%	96.15%	97.56%	97.42%	0.00%
\$210,001 and up	6	10.91%	96.43%	0.00%	97.49%	95.38%	0.00%
Median List/Sell Ratio:	97.06%			91.19%	97.06%	97.48%	0.00%
Total Closed Units:	55			13	35	7	
Total Closed Volume:	5,848,848			666.90K	3.88M	1.31M	0.00B

Median List/Sell Price

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

Inventory as of Aug 14, 2017



Market Summary

Report Produced on: Aug 14, 2017

Area Delimited by County Of Muskogee



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

Active Inventory as of July 30, 2017 = 395

	JULY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	61	55	-9.84%	405	367	-9.38%
Pending Sales	52	47	-9.62%	424	406	-4.25%
New Listings	90	101	12.22%	792	819	3.41%
Median List Price	94,900	95,000	0.11%	89,900	81,000	-9.90%
Median Sale Price	86,000	95,000	10.47%	85,000	79,400	-6.59%
Median Percent of List Price to Selling Price	95.82%	97.06%	1.29%	97.08%	96.22%	-0.89%
Median Days on Market to Sale	24.00	20.00	-16.67%	33.00	36.00	9.09%
Monthly Inventory	332	395	18.98%	332	395	18.98%
Months Supply of Inventory	6.13	7.39	20.65%	6.13	7.39	20.65%

