



August 2017

Area Delimited by County Of Muskogee

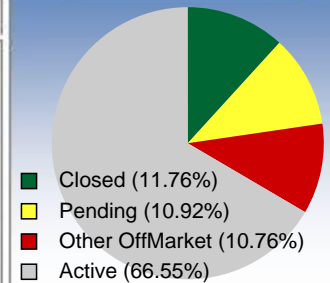


Absorption: Last 12 months, an Average of **55** Sales/Month

Active Inventory as of August 31, 2017 = **396**

	AUGUST		
	2016	2017	+/- %
Closed Listings	55	70	27.27%
Pending Listings	53	65	22.64%
New Listings	130	143	10.00%
Average List Price	121,295	107,769	-11.15%
Average Sale Price	116,625	104,764	-10.17%
Average Percent of List Price to Selling Price	94.62%	103.97%	9.89%
Average Days on Market to Sale	50.35	41.46	-17.65%
End of Month Inventory	341	396	16.13%
Months Supply of Inventory	6.41	7.22	12.60%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 12, 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 August 2017 rose **16.13%** to 396 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **7.22** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **10.17%** in August 2017 to \$104,764 versus the previous year at \$116,625.

Average Days on Market Shortens

The average number of **41.46** days that homes spent on the market before selling decreased by 8.89 days or **17.65%** in August 2017 compared to last year's same month at **50.35** DOM.

Sales Success for August 2017 is Positive

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

There were 143 New Listings in August 2017, up **10.00%** from last year at 130. Furthermore, there were 70 Closed Listings this month versus last year at 55, a **27.27%** increase.

Closed versus Listed trends yielded a **49.0%** ratio, up from last year's August 2017 at **42.3%**, a **15.70%** upswing. 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
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.

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



Monthly Inventory Analysis

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August 2017

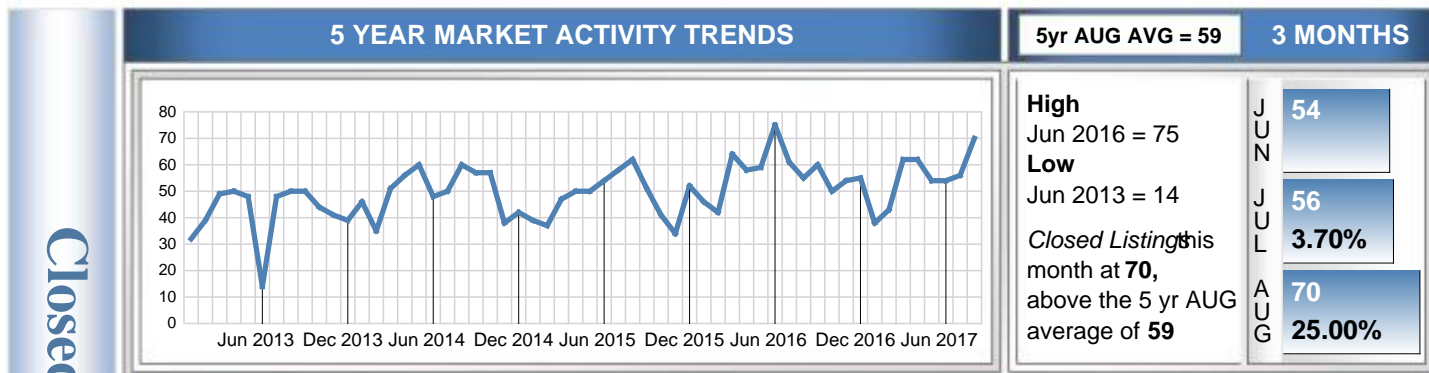
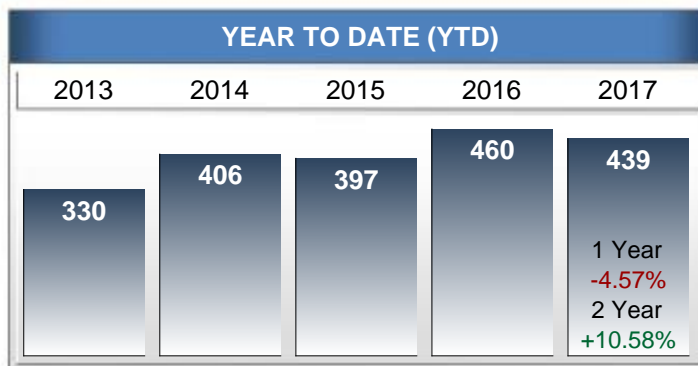
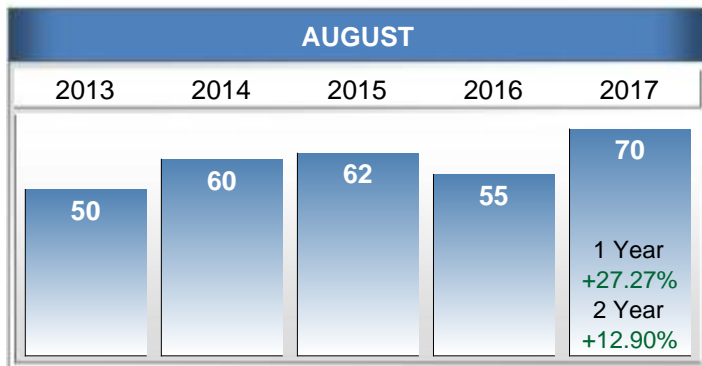
Closed Sales as of Sep 12, 2017



Closed Listings

Report Produced on: Sep 12, 2017

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+
\$20,000 and less	5	7.14%	46.2	2	2	0	1
\$20,001 - \$30,000	9	12.86%	43.6	4	3	2	0
\$30,001 - \$50,000	10	14.29%	42.9	3	7	0	0
\$50,001 - \$110,000	18	25.71%	29.9	3	12	3	0
\$110,001 - \$140,000	10	14.29%	46.7	0	9	1	0
\$140,001 - \$180,000	11	15.71%	40.0	0	8	2	1
\$180,001 and up	7	10.00%	57.7	0	4	1	2
Total Closed Units:	70		41.5	12	45	9	4
Total Closed Volume:	7,333,449			492.23K	5.06M	916.68K	865.50K
Average Closed Price:	\$104,764			\$41,019	\$112,423	\$101,853	\$216,375

Closed Listings

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



Monthly Inventory Analysis

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August 2017

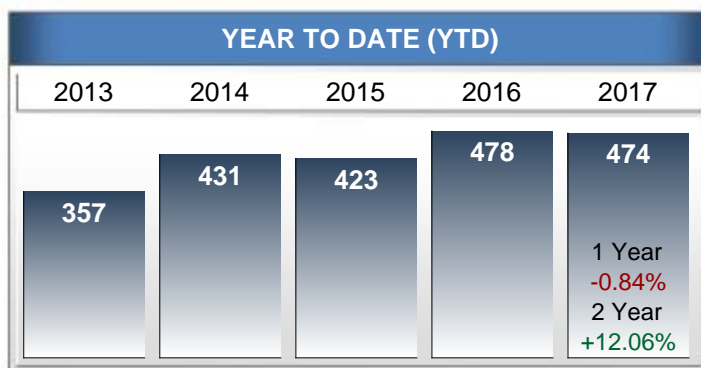
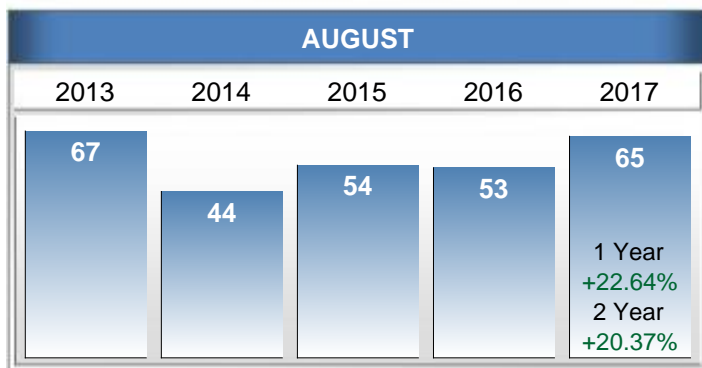
Pending Listings as of Sep 12, 2017



Pending Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Muskogee



Pending Listings
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5yr AUG AVG = 57 **3 MONTHS**

High
 May 2016 = 76
Low
 May 2013 = 14
Pending Listing this month at **65**, above the 5 yr AUG average of **57**

JUN	71
JUL	51
AUG	65

-28.17% (JUL vs AUG)
27.45% (AUG vs 5yr AVG)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	1.54%	12.0	0	0	0	1
\$10,001 - \$60,000	13	20.00%	38.7	7	4	2	0
\$60,001 - \$80,000	9	13.85%	60.2	1	7	0	1
\$80,001 - \$120,000	16	24.62%	55.3	0	13	3	0
\$120,001 - \$140,000	7	10.77%	46.6	2	5	0	0
\$140,001 - \$220,000	12	18.46%	25.8	1	8	2	1
\$220,001 and up	7	10.77%	59.6	1	4	1	1
Total Pending Units:	65		29.6	12	41	8	4
Total Pending Volume:	7,698,289			1.03M	5.04M	977.15K	648.00K
Average Listing Price:	\$94,963			\$85,900	\$122,984	\$122,144	\$162,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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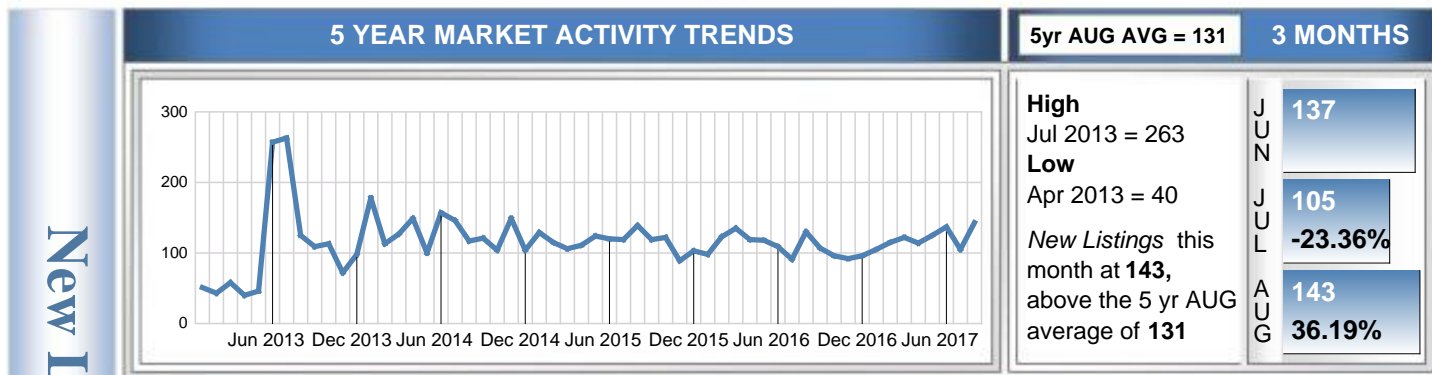
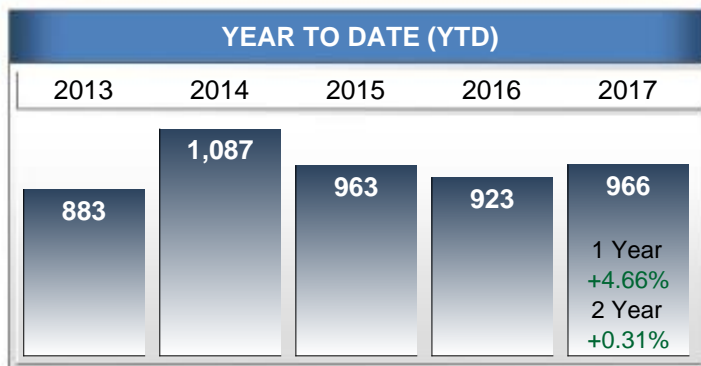
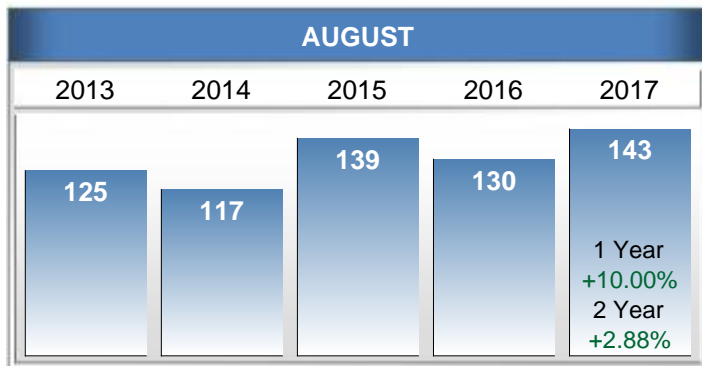
New Listings as of Sep 12, 2017



New Listings

Report Produced on: Sep 12, 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+
\$0 and less	0	0.00%	0	0	0	0
\$1-\$30,000	32	22.38%	24	6	1	1
\$30,001-\$70,000	17	11.89%	7	8	1	1
\$70,001-\$140,000	37	25.87%	9	22	5	1
\$140,001-\$190,000	20	13.99%	0	14	6	0
\$190,001-\$240,000	20	13.99%	2	12	5	1
\$240,001 and up	17	11.89%	9	2	4	2
Total New Listed Units:	143		51	64	22	6
Total New Listed Volume:	24,638,349		11.28M	8.33M	3.96M	1.07M
Average New Listed Listing Price:	\$97,500		\$221,180	\$130,211	\$179,909	\$177,783



Monthly Inventory Analysis

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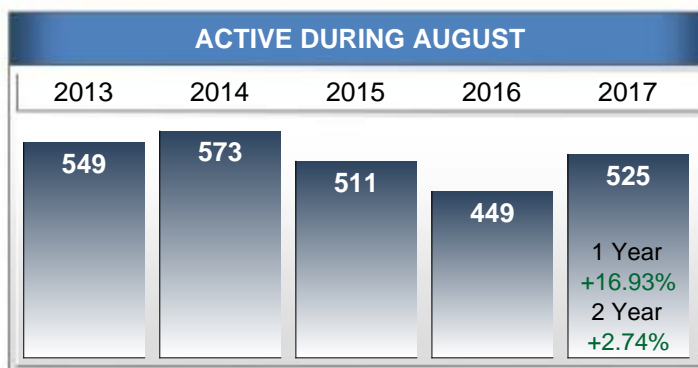
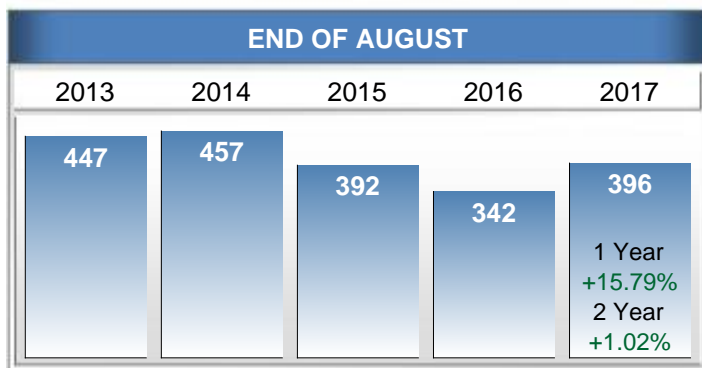
Active Inventory as of Sep 12, 2017



Active Inventory

Report Produced on: Sep 12, 2017

Area Delimited by County Of Muskogee



Active Inventory

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5yr AUG AVG = 407 **3 MONTHS**

High
Oct 2013 = 500

Low
Apr 2013 = 99

Inventory this month at 396, below the 5 yr AUG average of 407

Month	Value	% Change
JUN	380	
JUL	384	1.05%
AUG	396	3.13%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$0 and less	0	0.00%	0.0	0	0	0	0		
\$1-\$25,000	68	17.17%	60.7	56	9	2	1		
\$25,001-\$50,000	43	10.86%	126.5	29	12	1	1		
\$50,001-\$125,000	116	29.29%	77.4	37	64	14	1		
\$125,001-\$175,000	57	14.39%	70.8	10	33	12	2		
\$175,001-\$275,000	70	17.68%	63.6	13	33	21	3		
\$275,001 and up	42	10.61%	86.0	27	5	7	3		
Total Active Inventory by Units:				396	77.4	172	156	57	11
Total Active Inventory by Volume:				62,289,029		29.84M	20.34M	9.69M	2.42M
Average Active Inventory Listing Price:				\$157,296		\$173,491	\$130,354	\$170,042	\$220,091



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

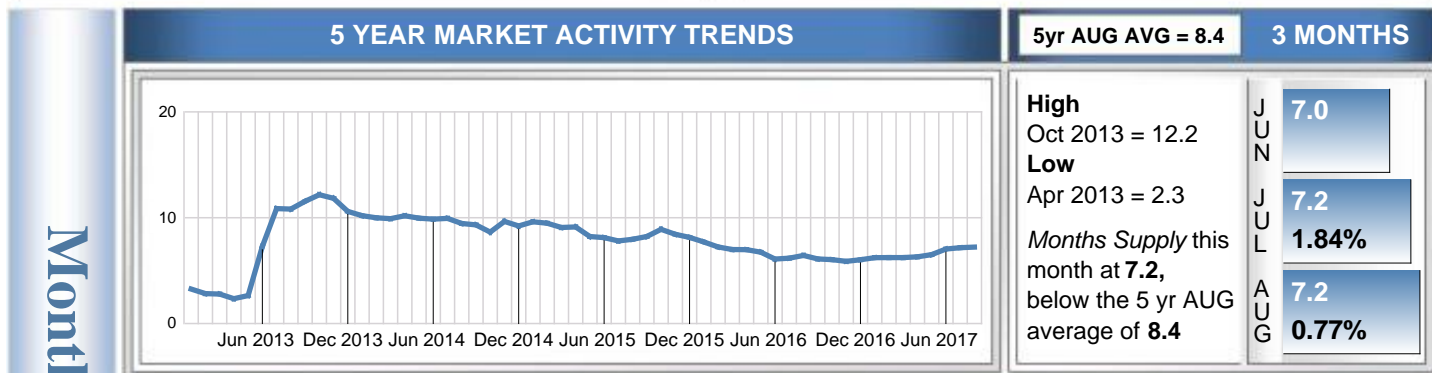
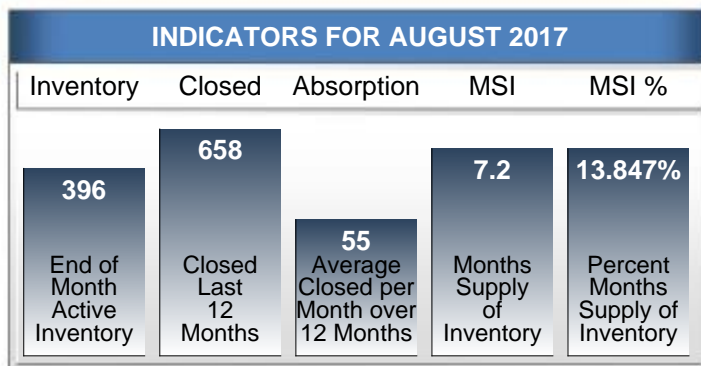
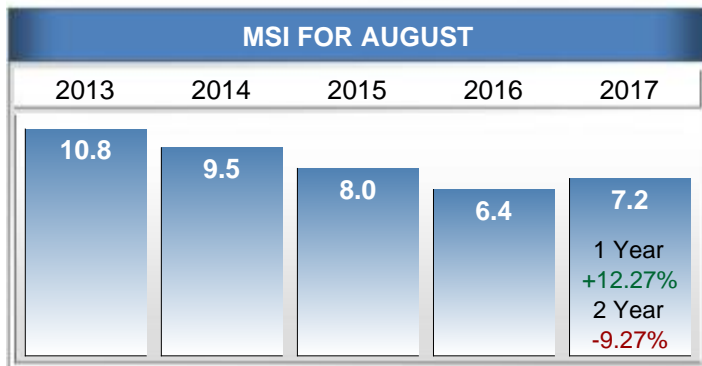
Active Inventory as of Sep 12, 2017



Months Supply of Inventory

Report Produced on: Sep 12, 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	30	7.58%	18.0	25.0	8.0	12.0	0.0
\$10,001 \$30,000	46	11.62%	4.9	7.1	1.9	1.3	12.0
\$30,001 \$60,000	59	14.90%	5.3	7.4	3.5	9.0	6.0
\$60,001 \$130,000	101	25.51%	5.7	11.2	4.2	9.2	24.0
\$130,001 \$190,000	62	15.66%	7.1	27.0	5.5	10.7	3.0
\$190,001 \$280,000	58	14.65%	13.1	36.0	11.5	10.3	18.0
\$280,001 and up	40	10.10%	24.0	324.0	10.0	6.0	12.0
MSI:			7.2	12.2	4.7	8.6	9.4
Total Active Inventory:			396	172	156	57	11



Monthly Inventory Analysis

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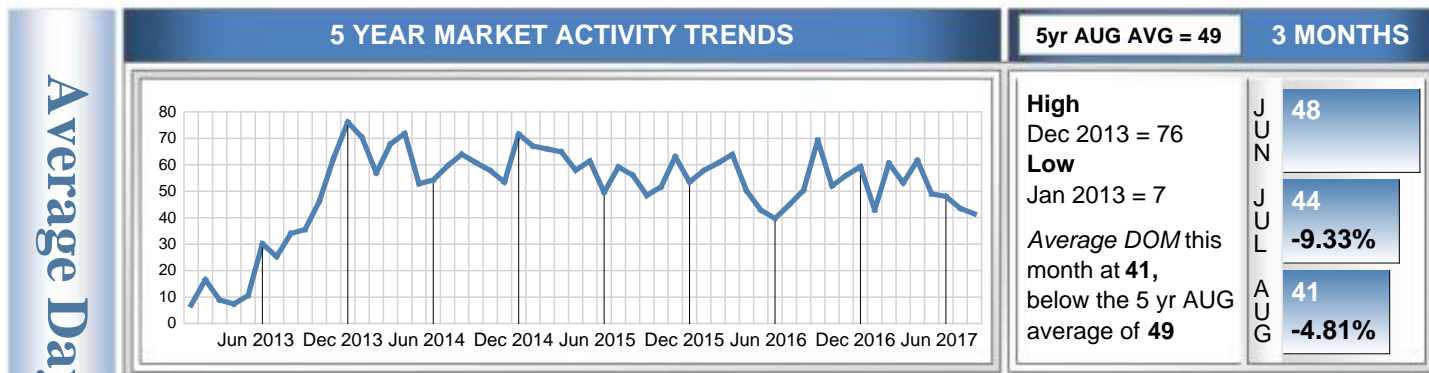
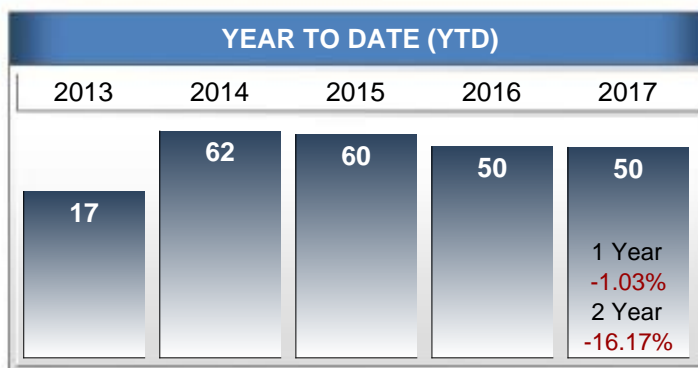
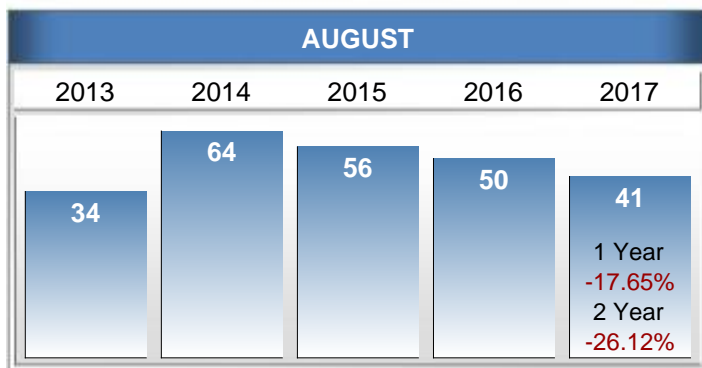
Closed Sales as of Sep 12, 2017



Average Days on Market to Sale

Report Produced on: Sep 12, 2017

Area Delimited by County Of Muskogee



Average Days on Market

Ready to Buy or Sell Real Estate?
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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+
\$20,000 and less	5	7.14%	46.2	60.0	49.5	0.0	12.0
\$20,001 - \$30,000	9	12.86%	43.6	63.8	21.3	36.5	0.0
\$30,001 - \$50,000	10	14.29%	42.9	35.0	46.3	0.0	0.0
\$50,001 - \$110,000	18	25.71%	29.9	82.0	22.4	8.0	0.0
\$110,001 - \$140,000	10	14.29%	46.7	0.0	41.2	96.0	0.0
\$140,001 - \$180,000	11	15.71%	40.0	0.0	36.9	55.5	34.0
\$180,001 and up	7	10.00%	57.7	0.0	57.0	43.0	66.5
Average Closed DOM: 41.5				60.5	36.7	38.6	44.8
Total Closed Units: 70				12	45	9	4
Total Closed Volume: 7,333,449				492.23K	5.06M	916.68K	865.50K



Monthly Inventory Analysis

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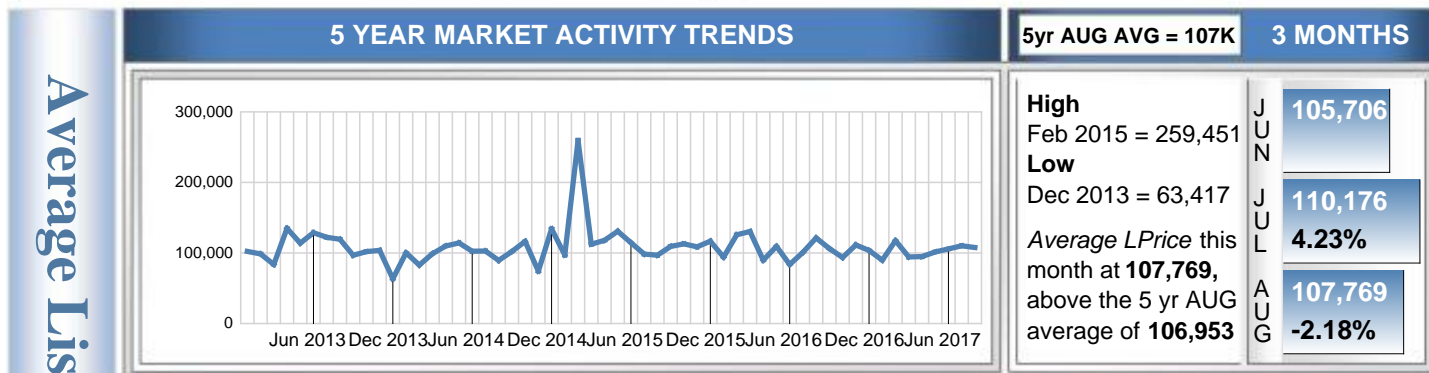
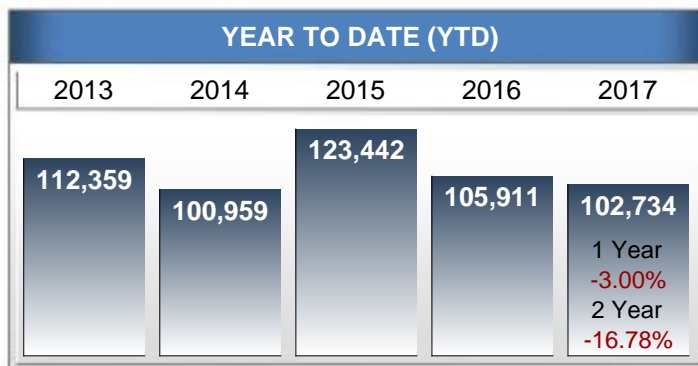
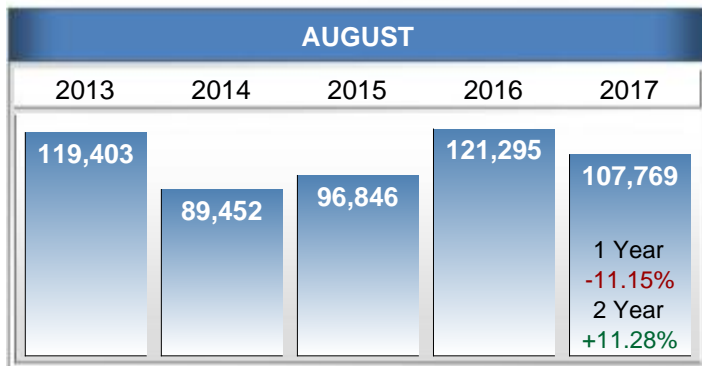
Closed Sales as of Sep 12, 2017



Average List Price at Closing

Report Produced on: Sep 12, 2017

Area Delimited by County Of Muskogee



Average List Price

Ready to Buy or Sell Real Estate?
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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+
\$20,000 and less	7	10.00%	16,486	19,250	20,900	0	10,000
\$20,001 \$30,000	7	10.00%	27,457	31,350	25,967	26,500	0
\$30,001 \$50,000	11	15.71%	43,900	49,767	41,521	0	0
\$50,001 \$110,000	17	24.29%	81,826	65,333	86,625	76,500	0
\$110,001 \$140,000	11	15.71%	123,582	0	122,167	174,000	0
\$140,001 \$180,000	5	7.14%	160,240	0	178,763	182,400	50,000
\$180,001 and up	12	17.14%	266,808	0	317,475	186,000	359,000
Average List Price:	\$107,769			\$42,433	\$116,652	\$111,922	\$194,500
Total Closed Units:	70			12	45	9	4
Total List Volume:	7,543,850			509.20K	5.25M	1.01M	778.00K



Monthly Inventory Analysis

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August 2017

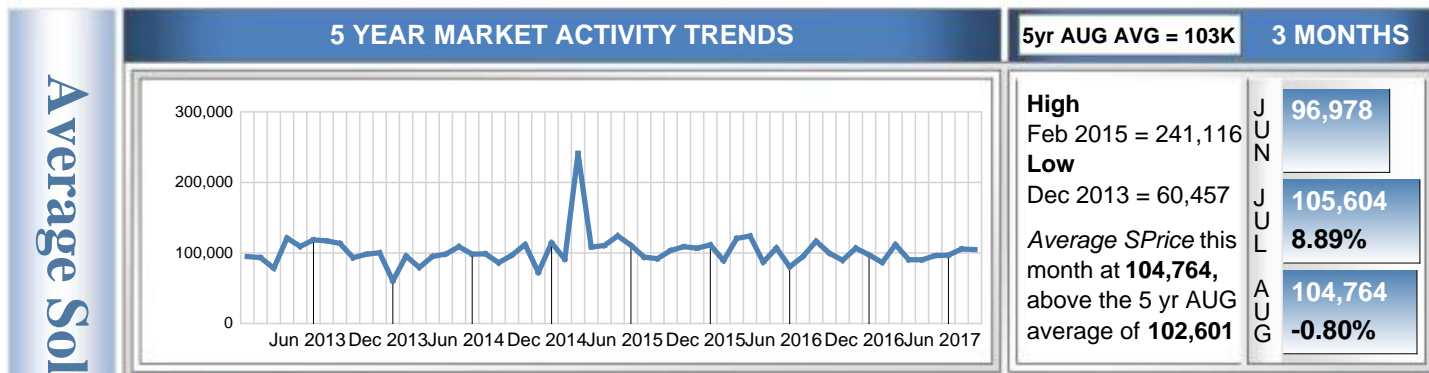
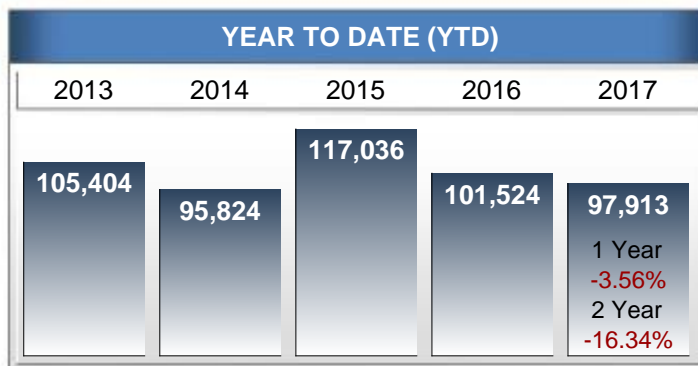
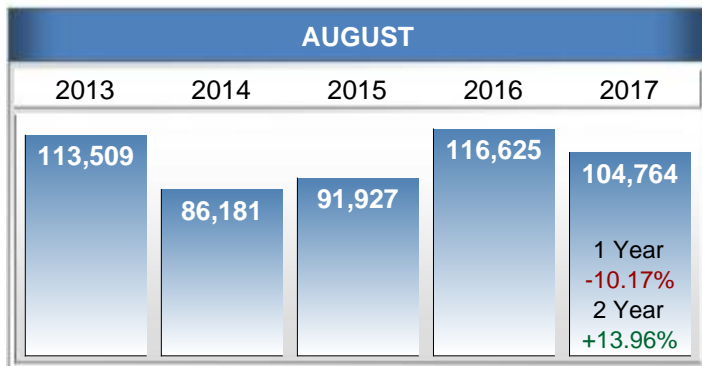
Closed Sales as of Sep 12, 2017



Average Sold Price at Closing

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Average Sold Price

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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+
\$20,000 and less	5	7.14%	14,940	17,000	16,600	0	7,500
\$20,001 \$30,000	9	12.86%	25,125	25,438	25,400	24,088	0
\$30,001 \$50,000	10	14.29%	40,508	46,825	37,800	0	0
\$50,001 \$110,000	18	25.71%	80,825	72,000	84,404	75,333	0
\$110,001 \$140,000	10	14.29%	119,690	0	119,489	121,500	0
\$140,001 \$180,000	11	15.71%	161,118	0	159,663	167,500	160,000
\$180,001 and up	7	10.00%	314,786	0	329,875	186,000	349,000
Average Closed Price:	\$104,764			\$41,019	\$112,423	\$101,853	\$216,375
Total Closed Units:	70			12	45	9	4
Total Closed Volume:	7,333,449			492.23K	5.06M	916.68K	865.50K



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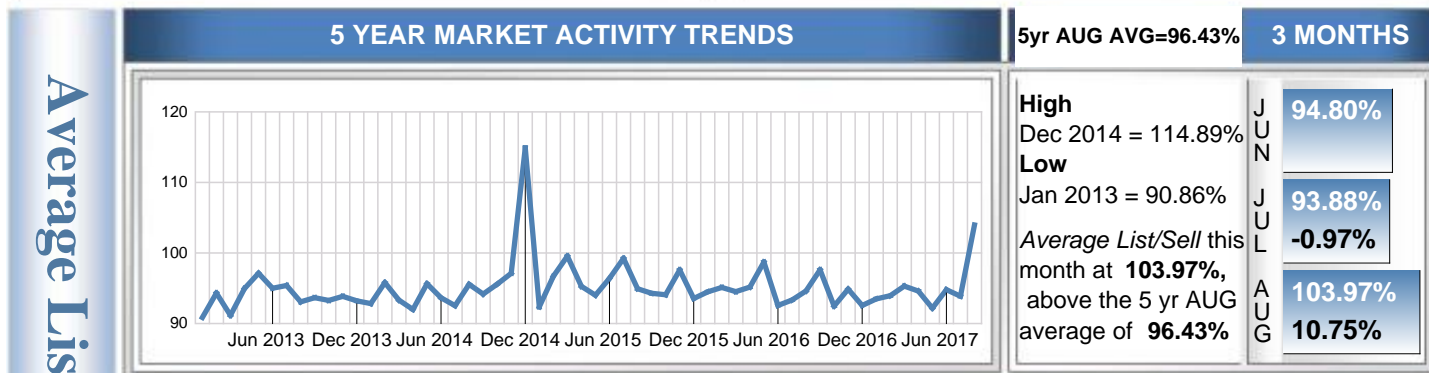
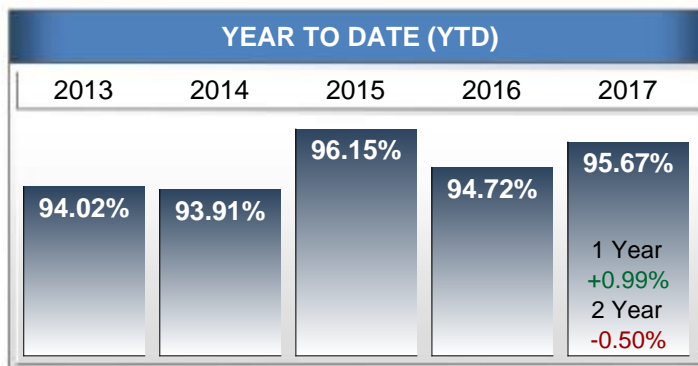
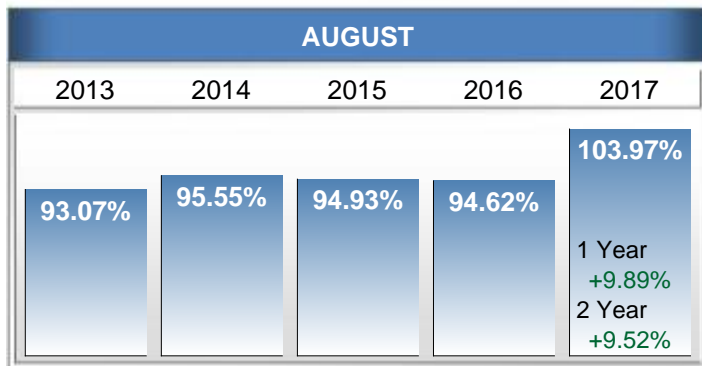
Closed Sales as of Sep 12, 2017



Average Percent of List Price to Selling Price

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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+
\$20,000 and less	5	7.14%	82.07%	88.46%	79.21%	0.00%	75.00%
\$20,001 \$30,000	9	12.86%	91.72%	86.41%	99.32%	90.93%	0.00%
\$30,001 \$50,000	10	14.29%	93.50%	94.10%	93.25%	0.00%	0.00%
\$50,001 \$110,000	18	25.71%	123.05%	248.71%	97.70%	98.77%	0.00%
\$110,001 \$140,000	10	14.29%	95.06%	0.00%	97.87%	69.83%	0.00%
\$140,001 \$180,000	11	15.71%	113.13%	0.00%	92.48%	92.29%	320.00%
\$180,001 and up	7	10.00%	99.61%	0.00%	100.74%	100.00%	97.14%
Average List/Sell Ratio:	104.00%			129.25%	95.67%	92.51%	147.32%
Total Closed Units:	70			12	45	9	4
Total Closed Volume:	7,333,449			492.23K	5.06M	916.68K	865.50K



Monthly Inventory Analysis

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August 2017

Inventory as of Sep 12, 2017



Market Summary

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Absorption: Last 12 months, an Average of 55 Sales/Month

Active Inventory as of August 31, 2017 = 396

	AUGUST			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	55	70	27.27%	460	439	-4.57%
Pending Sales	53	65	22.64%	478	474	-0.84%
New Listings	130	143	10.00%	923	966	4.66%
Average List Price	121,295	107,769	-11.15%	105,911	102,734	-3.00%
Average Sale Price	116,625	104,764	-10.17%	101,524	97,913	-3.56%
Average Percent of List Price to Selling Price	94.62%	103.97%	9.89%	94.72%	95.67%	0.99%
Average Days on Market to Sale	50.35	41.46	-17.65%	50.49	49.97	-1.03%
Monthly Inventory	341	396	16.13%	341	396	16.13%
Months Supply of Inventory	6.41	7.22	12.60%	6.41	7.22	12.60%

