



# July 2015

Area Delimited by County Of Muskogee

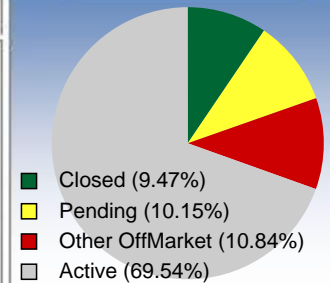


**Absorption:** Last 12 months, an Average of **48** Sales/Month

**Active Inventory** as of July 31, 2015 = **404**

	JULY		
	2014	2015	+/-%
Closed Listings	50	55	10.00%
Pending Listings	58	59	1.72%
New Listings	146	117	-19.86%
Average List Price	102,759	101,493	-1.23%
Average Sale Price	98,739	96,791	-1.97%
Average Percent of List Price to Selling Price	92.53%	98.95%	6.94%
Average Days on Market to Sale	59.54	58.40	-1.91%
End of Month Inventory	469	404	-13.86%
Months Supply of Inventory	10.09	8.39	-16.84%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 17, 2015

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 July 2015 decreased **13.86%** to 404 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 **8.39** 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 **1.97%** in July 2015 to \$96,791 versus the previous year at \$98,739.

### Average Days on Market Shortens

The average number of **58.40** days that homes spent on the market before selling decreased by 1.14 days or **1.91%** in July 2015 compared to last year's same month at **59.54** DOM.

### Sales Success for July 2015 is Positive

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

There were 117 New Listings in July 2015, down **19.86%** from last year at 146. Furthermore, there were 55 Closed Listings this month versus last year at 50, a **10.00%** increase.

Closed versus Listed trends yielded a **47.0%** ratio, up from last year's July 2015 at **34.2%**, a **37.26%** 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

<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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

## July 2015

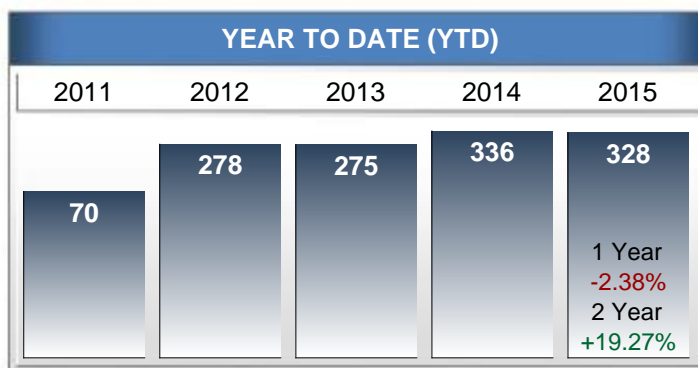
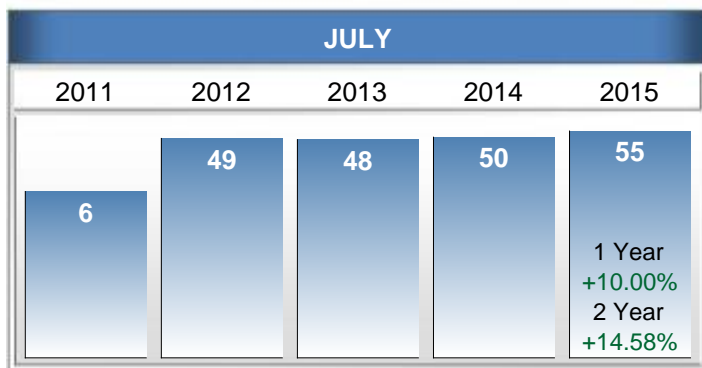
Closed Sales as of Aug 17, 2015



### Closed Listings

Report Produced on: Aug 17, 2015

Area Delimited by County Of Muskogee



**5yr JUL AVG = 42**      **3 MONTHS**

**High**  
Aug 2014 = 60  
**Low**  
Mar 2011 = 4

Closed Listings this month at **55**, above the 5 yr JUL average of **42**

MAY	50
JUN	53
JUL	55

**6.00%** (Jun)  
**3.77%** (Jul)

Closed Listings

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#### 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	6	10.91%	64.0	4	1	1	0
\$20,001 - \$40,000	5	9.09%	47.2	1	4	0	0
\$40,001 - \$50,000	4	7.27%	45.5	2	2	0	0
\$50,001 - \$100,000	16	29.09%	56.9	6	9	1	0
\$100,001 - \$140,000	10	18.18%	47.6	0	10	0	0
\$140,001 - \$180,000	8	14.55%	73.4	0	7	1	0
\$180,001 and up	6	10.91%	72.7	1	2	3	0
<b>Total Closed Units:</b>	<b>55</b>		<b>58.4</b>	<b>14</b>	<b>35</b>	<b>6</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>5,323,510</b>			<b>811.60K</b>	<b>3.66M</b>	<b>846.96K</b>	<b>\$0</b>
<b>Average Closed Price:</b>	<b>\$96,791</b>			<b>\$57,971</b>	<b>\$104,713</b>	<b>\$141,160</b>	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

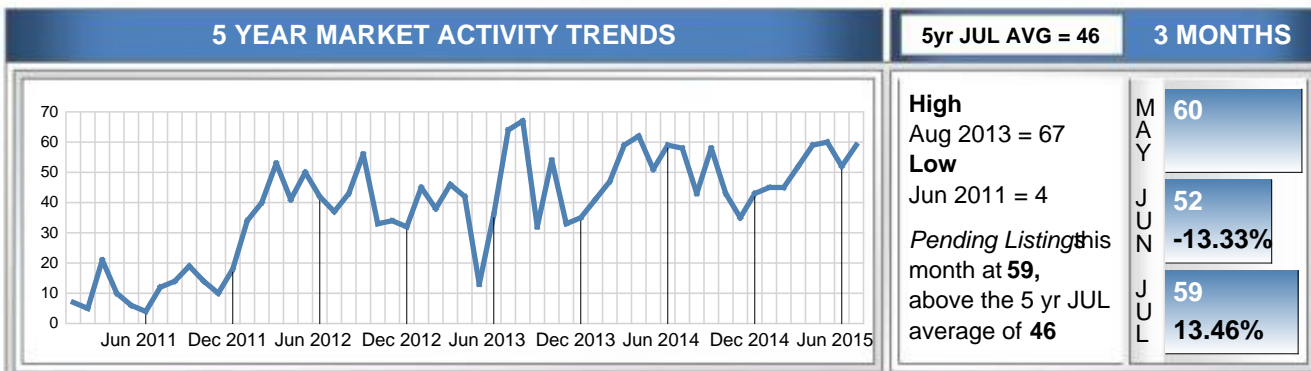
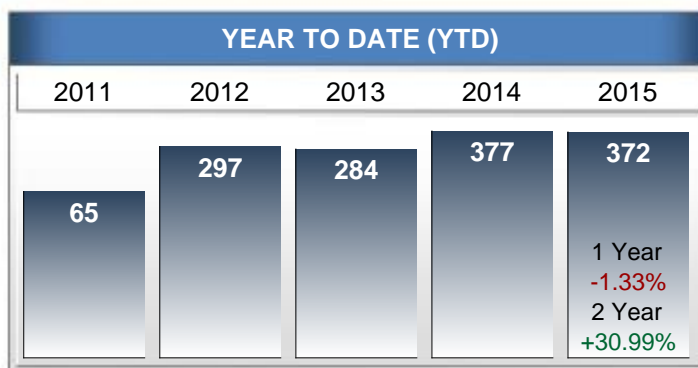
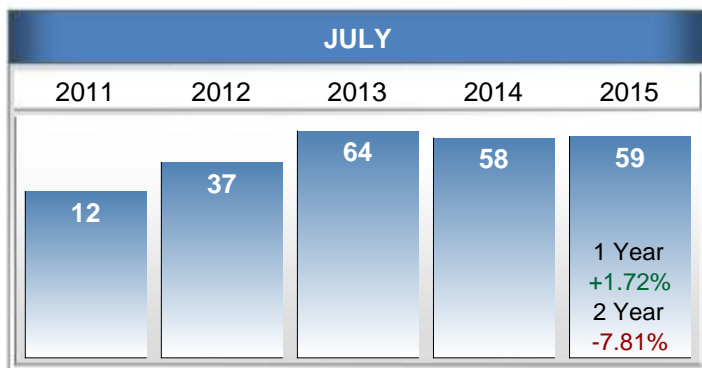
Pending Listings as of Aug 17, 2015



### Pending Listings

Report Produced on: Aug 17, 2015

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	2	3.39%	6.5	2	0	0	0	
\$20,001 \$60,000	11	18.64%	54.1	4	7	0	0	
\$60,001 \$80,000	10	16.95%	56.1	3	6	1	0	
\$80,001 \$110,000	13	22.03%	41.2	1	11	1	0	
\$110,001 \$130,000	7	11.86%	38.7	0	6	1	0	
\$130,001 \$170,000	8	13.56%	34.0	0	6	1	1	
\$170,001 and up	8	13.56%	96.8	1	3	4	0	
Total Pending Units: 59				42.3	11	39	8	1
Total Pending Volume: 6,161,629					686.20K	3.98M	1.36M	135.00K
Average Listing Price: \$65,700					\$62,382	\$101,983	\$170,388	\$135,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

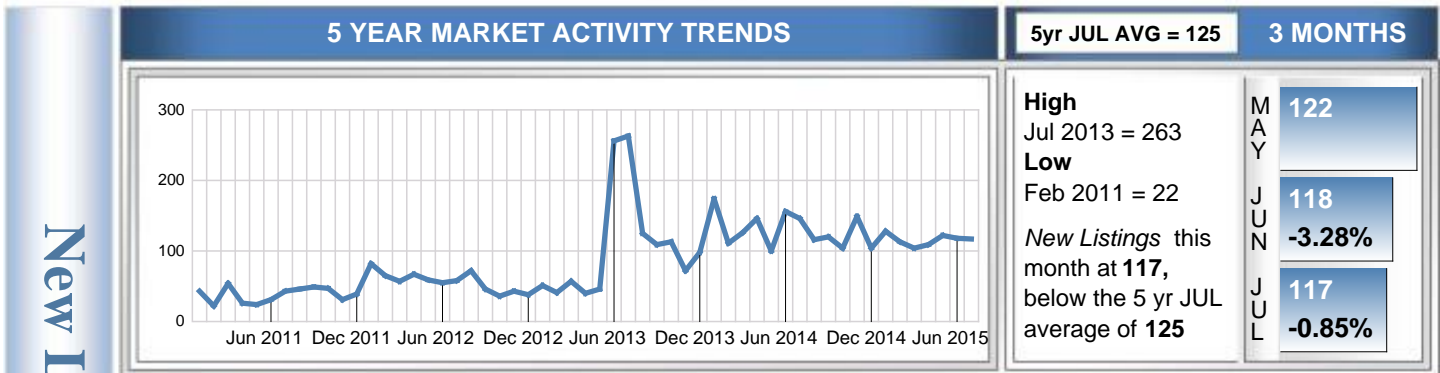
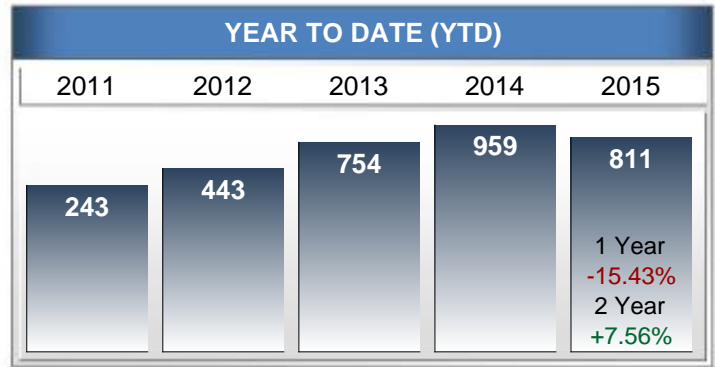
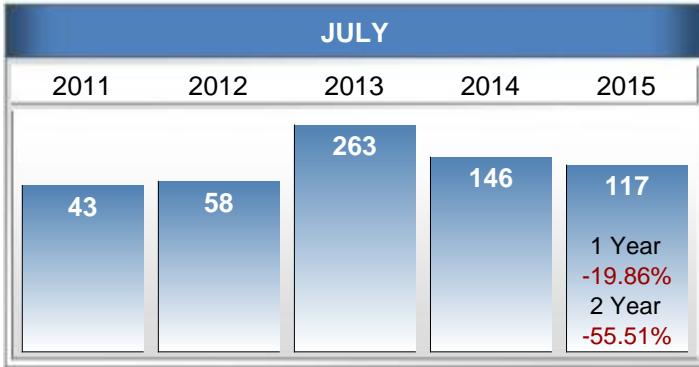
New Listings as of Aug 17, 2015



### New Listings

Report Produced on: Aug 17, 2015

Area Delimited by County Of Muskogee



#### 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	11	9.40%	9	1	1	0	
\$20,001 \$40,000	14	11.97%	8	6	0	0	
\$40,001 \$70,000	12	10.26%	6	5	0	1	
\$70,001 \$130,000	34	29.06%	4	26	4	0	
\$130,001 \$160,000	19	16.24%	1	15	2	1	
\$160,001 \$250,000	15	12.82%	6	6	3	0	
\$250,001 and up	12	10.26%	2	4	4	2	
Total New Listed Units:			117	36	63	14	4
Total New Listed Volume:			14,705,209	3.03M	7.71M	2.68M	1.29M
Average New Listed Listing Price:			\$0	\$84,202	\$122,366	\$191,136	\$322,250



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

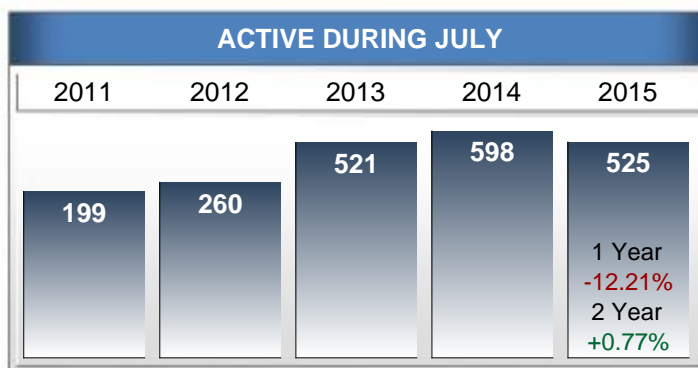
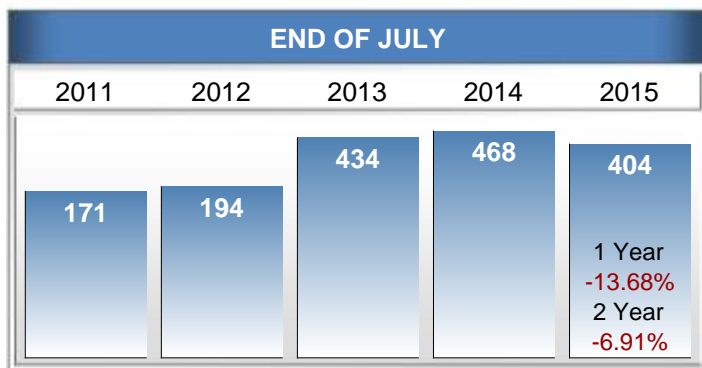
Active Inventory as of Aug 17, 2015



### Active Inventory

Report Produced on: Aug 17, 2015

Area Delimited by County Of Muskogee



Active Inventory

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

**High**  
Oct 2013 = 497

**Low**  
Apr 2013 = 94

*Inventory* this month at **404**, above the 5 yr JUL average of **334**

MAY	403
JUN	409
JUL	404
1.49% (JUN vs JUL)	
-1.22% (JUL vs JUL Avg)	

#### 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	55	13.61%	107.6	48	6	1	0	
\$25,001-\$50,000	55	13.61%	72.9	41	12	0	2	
\$50,001-\$125,000	123	30.45%	68.3	42	70	10	1	
\$125,001-\$200,000	80	19.80%	71.0	14	51	14	1	
\$200,001-\$300,000	48	11.88%	69.4	6	23	18	1	
\$300,001 and up	43	10.64%	104.0	26	7	8	2	
Total Active Inventory by Units:			404	78.8	177	169	51	7
Total Active Inventory by Volume:			67,038,398		28.57M	24.58M	12.24M	1.64M
Average Active Inventory Listing Price:			\$165,937		\$161,433	\$145,471	\$239,963	\$234,571



# Monthly Inventory Analysis

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## July 2015

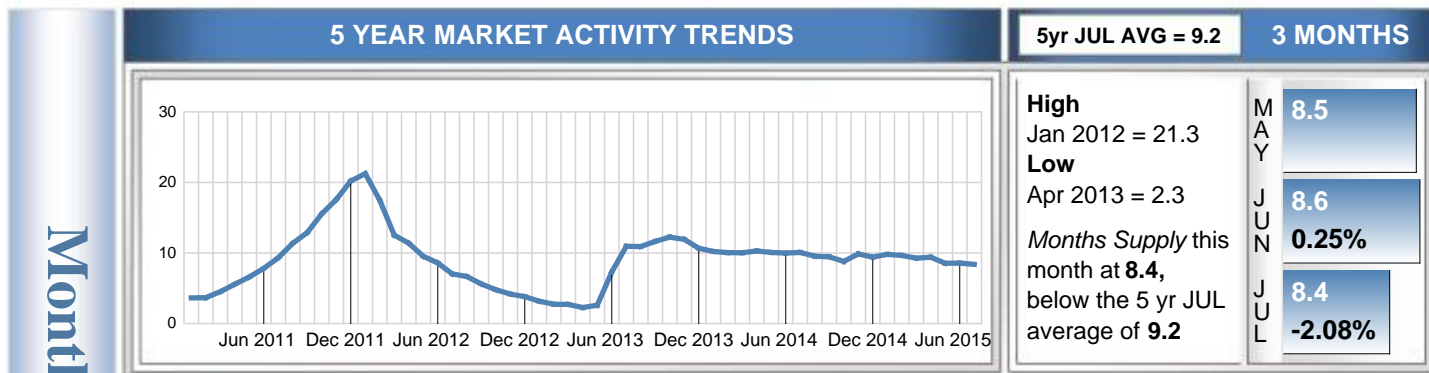
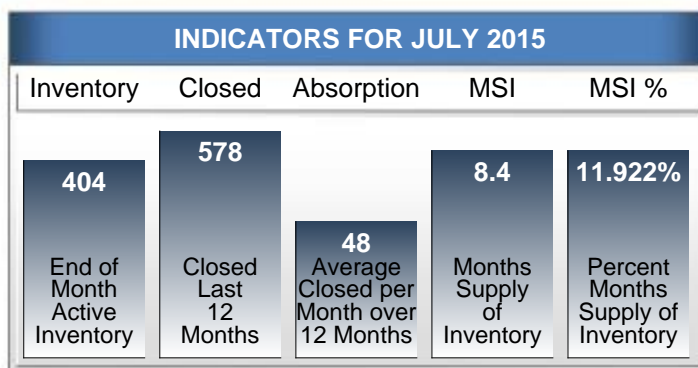
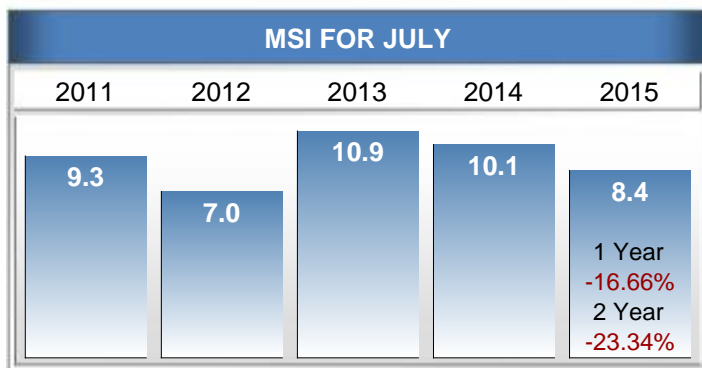
Active Inventory as of Aug 17, 2015



### Months Supply of Inventory

Report Produced on: Aug 17, 2015

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+
\$20,000 and less	39	9.65%	9.4	14.9	1.7	1.7	0.0
\$20,001 \$40,000	52	12.87%	7.9	12.6	3.6	0.0	0.0
\$40,001 \$70,000	58	14.36%	7.6	14.1	4.3	3.0	0.0
\$70,001 \$130,000	92	22.77%	5.4	10.0	4.5	7.8	0.0
\$130,001 \$200,000	72	17.82%	9.6	24.0	9.5	6.0	6.0
\$200,001 \$320,000	51	12.62%	12.5	18.0	14.5	11.4	2.4
\$320,001 and up	40	9.90%	34.3	34.5	0.0	32.0	8.0
MSI:			8.4	15.0	5.9	7.8	6.0
Total Active Inventory:			404	177	169	51	7



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

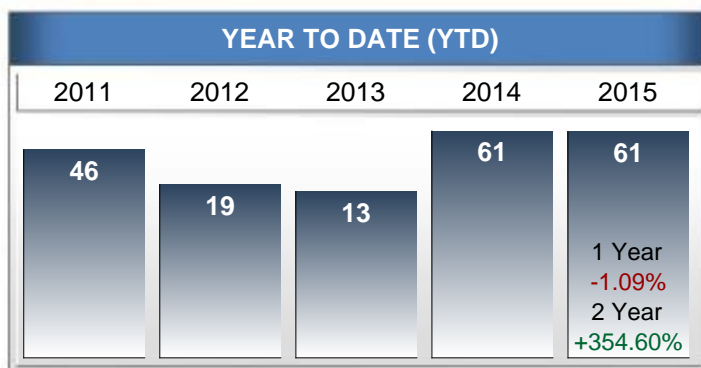
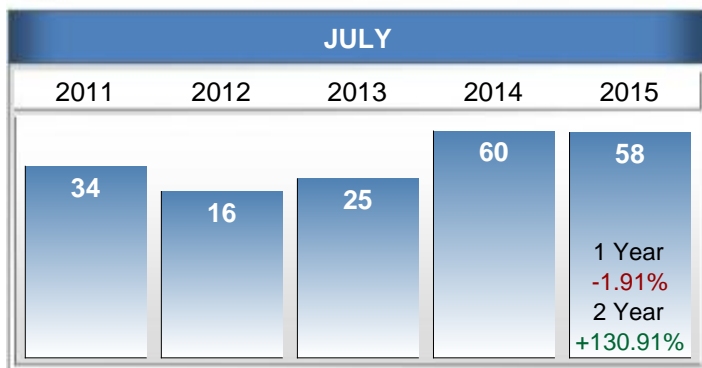
Closed Sales as of Aug 17, 2015



### Average Days on Market to Sale

Report Produced on: Aug 17, 2015

Area Delimited by County Of Muskogee



Average Days on Market

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<b>5yr JUL AVG = 39</b>	<b>3 MONTHS</b>										
<b>High</b> Nov 2011 = 77 <b>Low</b> Aug 2012 = 5 Average DOM this month at <b>58</b> , above the 5 yr JUL average of <b>39</b>	<table border="1"> <tr> <td>MAY</td> <td>61</td> </tr> <tr> <td>JUN</td> <td>50</td> </tr> <tr> <td colspan="2">-17.86%</td> </tr> <tr> <td>JUL</td> <td>58</td> </tr> <tr> <td colspan="2">15.79%</td> </tr> </table>	MAY	61	JUN	50	-17.86%		JUL	58	15.79%	
MAY	61										
JUN	50										
-17.86%											
JUL	58										
15.79%											

#### 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	6	10.91%	64.0	42.3	139.0	76.0	0.0
\$20,001 \$40,000	5	9.09%	47.2	6.0	57.5	0.0	0.0
\$40,001 \$50,000	4	7.27%	45.5	64.5	26.5	0.0	0.0
\$50,001 \$100,000	16	29.09%	56.9	65.3	57.3	3.0	0.0
\$100,001 \$140,000	10	18.18%	47.6	0.0	47.6	0.0	0.0
\$140,001 \$180,000	8	14.55%	73.4	0.0	83.3	4.0	0.0
\$180,001 and up	6	10.91%	72.7	158.0	70.0	46.0	0.0
Average Closed DOM: 58.4				61.0	61.1	36.8	0.0
Total Closed Units: 55				14	35	6	0.0
Total Closed Volume: 5,323,510				811.60K	3.66M	846.96K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

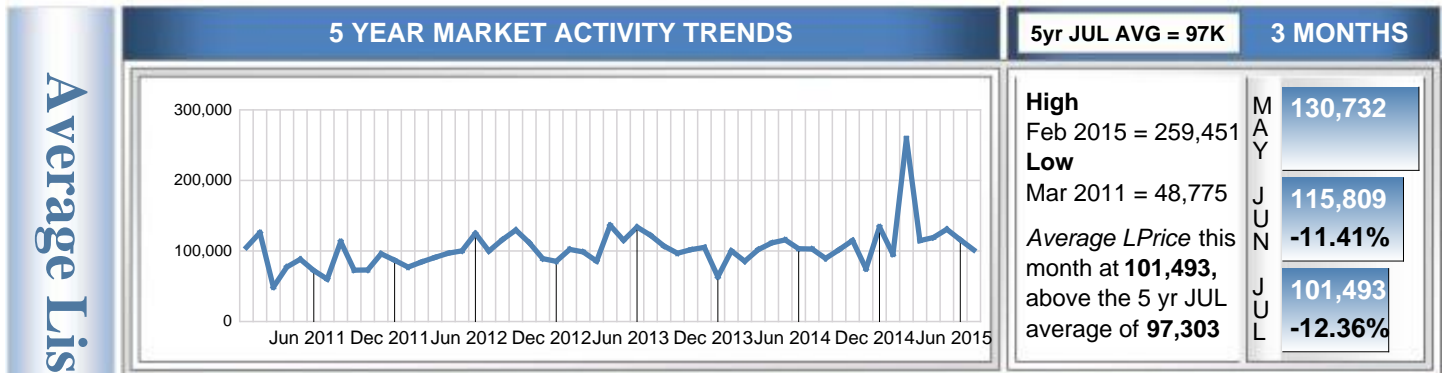
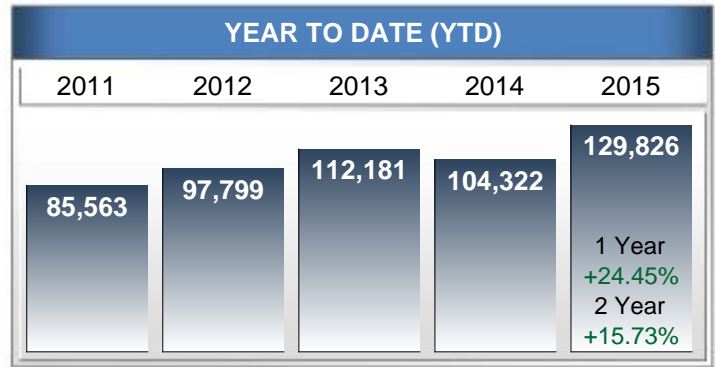
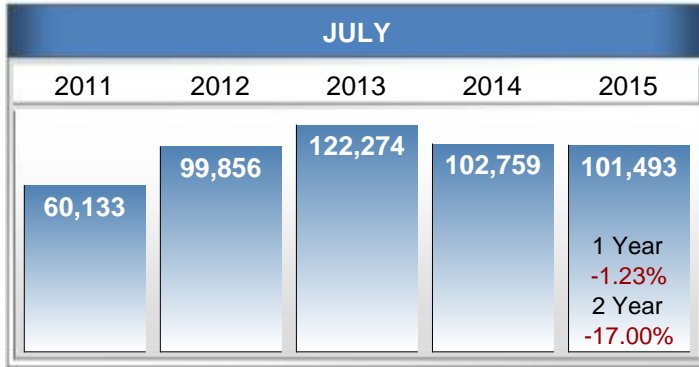
Closed Sales as of Aug 17, 2015



### Average List Price at Closing

Report Produced on: Aug 17, 2015

Area Delimited by County Of Muskogee



Average List Price

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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	5	9.09%	15,680	17,950	19,000	9,500	0
\$20,001 \$40,000	4	7.27%	27,975	30,000	44,600	0	0
\$40,001 \$50,000	6	10.91%	48,467	51,200	52,400	0	0
\$50,001 \$100,000	16	29.09%	68,064	66,000	73,325	89,900	0
\$100,001 \$140,000	9	16.36%	119,233	0	112,160	0	0
\$140,001 \$180,000	9	16.36%	163,511	0	167,371	159,900	0
\$180,001 and up	6	10.91%	244,550	375,000	244,450	201,133	0
Average List Price:	\$101,493			\$69,657	\$106,978	\$143,783	\$0
Total Closed Units:	55			14	35	6	
Total List Volume:	5,582,124			975.20K	3.74M	862.70K	0.00B





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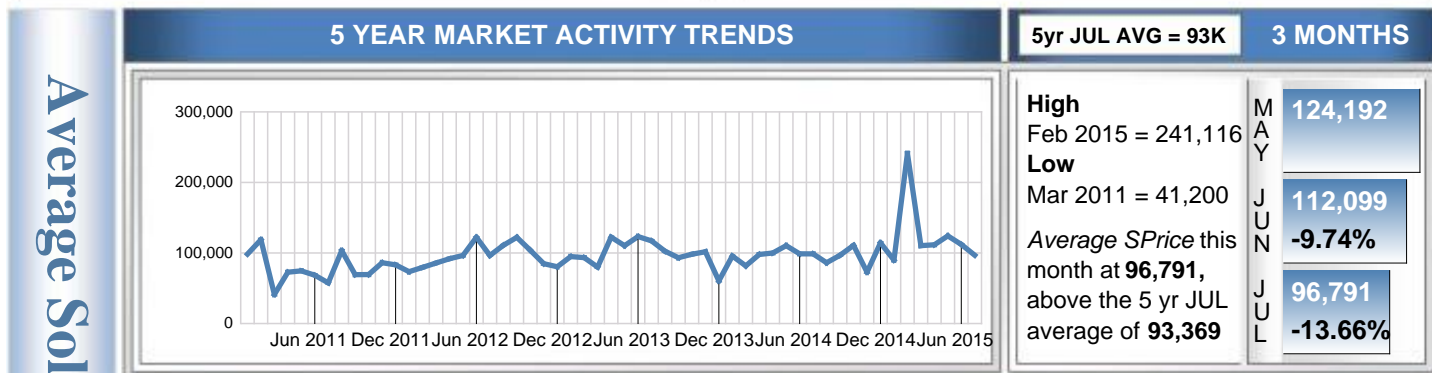
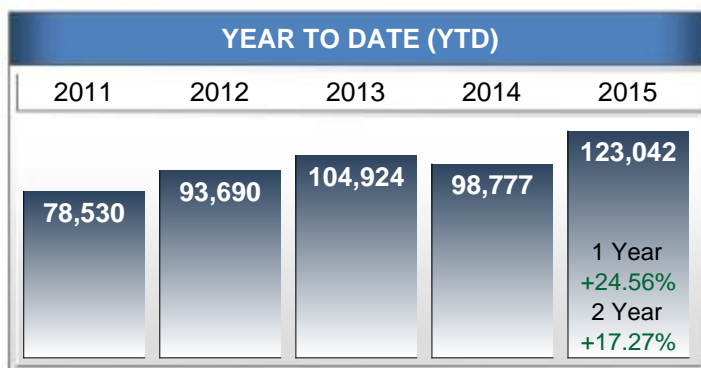
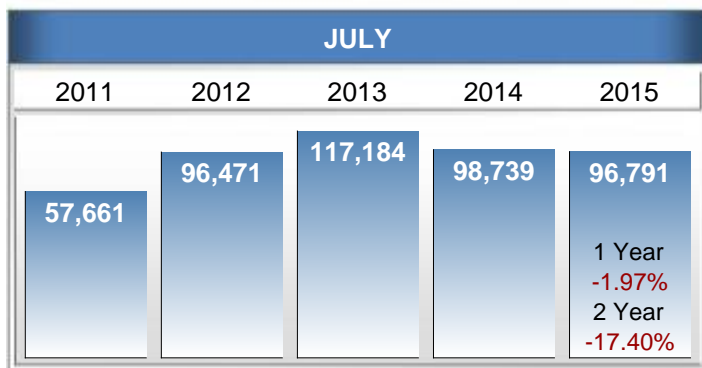
Closed Sales as of Aug 17, 2015



### Average Sold Price at Closing

Report Produced on: Aug 17, 2015

Area Delimited by County Of Muskogee



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	6	10.91%	13,583	14,375	14,500	9,500	0
\$20,001 \$40,000	5	9.09%	35,400	26,000	37,750	0	0
\$40,001 \$50,000	4	7.27%	45,600	44,250	46,950	0	0
\$50,001 \$100,000	16	29.09%	68,766	63,267	69,456	95,560	0
\$100,001 \$140,000	10	18.18%	115,525	0	115,525	0	0
\$140,001 \$180,000	8	14.55%	161,913	0	162,329	159,000	0
\$180,001 and up	6	10.91%	221,967	260,000	244,450	194,300	0
Average Closed Price:	\$96,791			\$57,971	\$104,713	\$141,160	\$0
Total Closed Units:	55			14	35	6	
Total Closed Volume:	5,323,510			811.60K	3.66M	846.96K	0.00B



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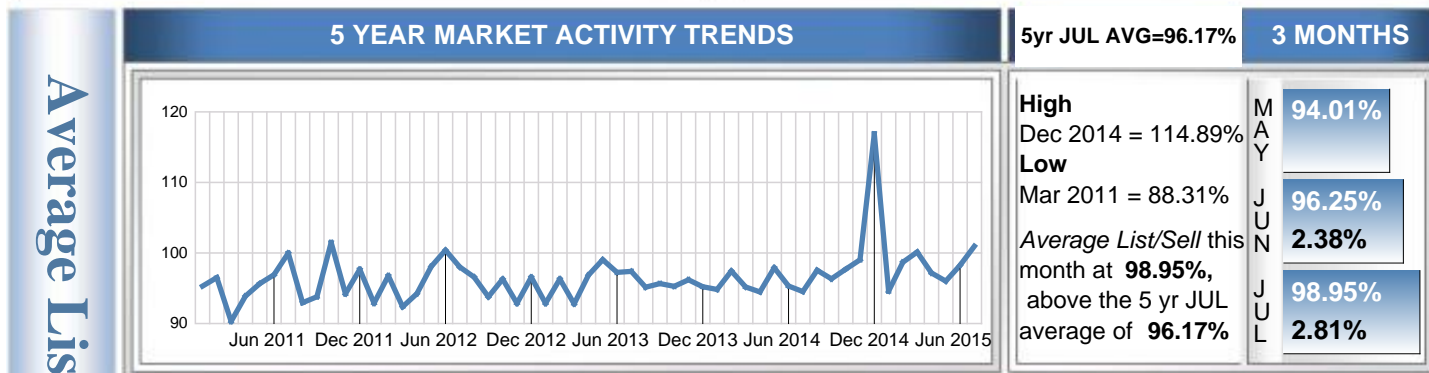
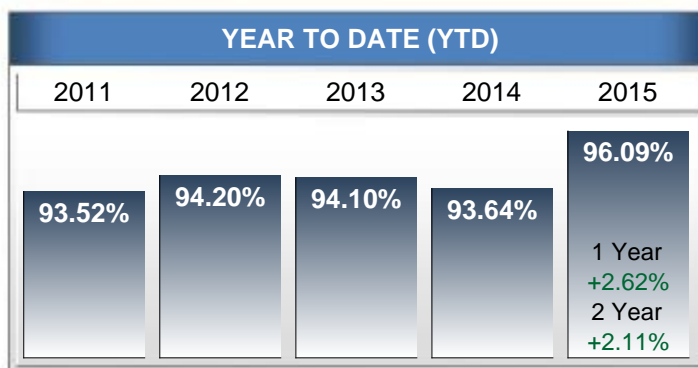
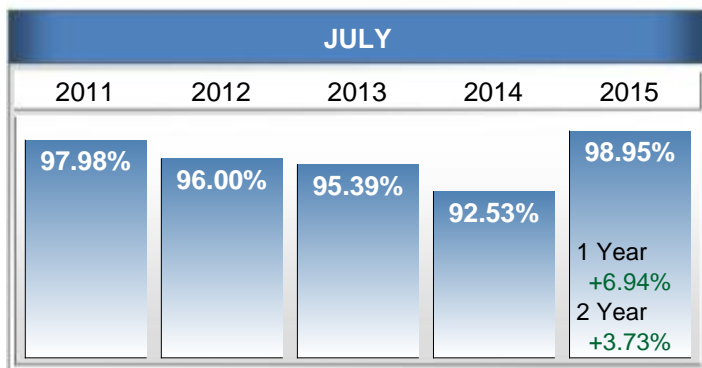
Closed Sales as of Aug 17, 2015



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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#### 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	6	10.91%	81.41%	78.03%	76.32%	100.00%	0.00%
\$20,001 \$40,000	5	9.09%	86.38%	86.67%	86.31%	0.00%	0.00%
\$40,001 \$50,000	4	7.27%	88.27%	86.56%	89.98%	0.00%	0.00%
\$50,001 \$100,000	16	29.09%	96.78%	95.84%	96.34%	106.30%	0.00%
\$100,001 \$140,000	10	18.18%	128.27%	0.00%	128.27%	0.00%	0.00%
\$140,001 \$180,000	8	14.55%	97.33%	0.00%	97.02%	99.44%	0.00%
\$180,001 and up	6	10.91%	93.21%	69.33%	100.00%	96.64%	0.00%
Average List/Sell Ratio: 99.00%				86.88%	103.73%	99.28%	0.00%
Total Closed Units: 55				14	35	6	
Total Closed Volume: 5,323,510				811.60K	3.66M	846.96K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

Inventory as of Aug 17, 2015



### Market Summary

Report Produced on: Aug 17, 2015

Area Delimited by County Of Muskogee



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

**Active Inventory** as of July 31, 2015 = 404

	JULY			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	50	55	10.00%	336	328	-2.38%
Pending Sales	58	59	1.72%	377	372	-1.33%
New Listings	146	117	-19.86%	959	811	-15.43%
Average List Price	102,759	101,493	-1.23%	104,322	129,826	24.45%
Average Sale Price	98,739	96,791	-1.97%	98,777	123,042	24.56%
Average Percent of List Price to Selling Price	92.53%	98.95%	6.94%	93.64%	96.09%	2.62%
Average Days on Market to Sale	59.54	58.40	-1.91%	61.17	60.50	-1.09%
Monthly Inventory	469	404	-13.86%	469	404	-13.86%
Months Supply of Inventory	10.09	8.39	-16.84%	10.09	8.39	-16.84%

