



June 2015

Area Delimited by County Of Muskogee

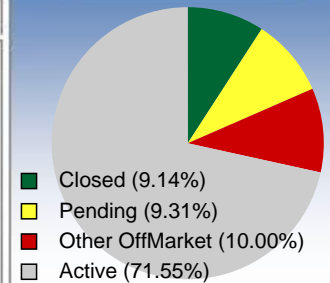


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of June 30, 2015 = **415**

	JUNE		
	2014	2015	+/- %
Closed Listings	46	53	15.22%
Pending Listings	59	54	-8.47%
New Listings	156	117	-25.00%
Average List Price	103,180	115,809	12.24%
Average Sale Price	98,807	112,099	13.45%
Average Percent of List Price to Selling Price	93.32%	96.25%	3.14%
Average Days on Market to Sale	55.17	50.43	-8.59%
End of Month Inventory	464	415	-10.56%
Months Supply of Inventory	10.01	8.69	-13.21%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 13, 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 June 2015 decreased **10.56%** to 415 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 **8.69** 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 **13.45%** in June 2015 to \$112,099 versus the previous year at \$98,807.

Average Days on Market Shortens

The average number of **50.43** days that homes spent on the market before selling decreased by 4.74 days or **8.59%** in June 2015 compared to last year's same month at **55.17** DOM.

Sales Success for June 2015 is Positive

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

There were 117 New Listings in June 2015, down **25.00%** from last year at 156. Furthermore, there were 53 Closed Listings this month versus last year at 46, a **15.22%** increase.

Closed versus Listed trends yielded a **45.3%** ratio, up from last year's June 2015 at **29.5%**, a **53.62%** 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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Monthly Inventory Analysis

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June 2015

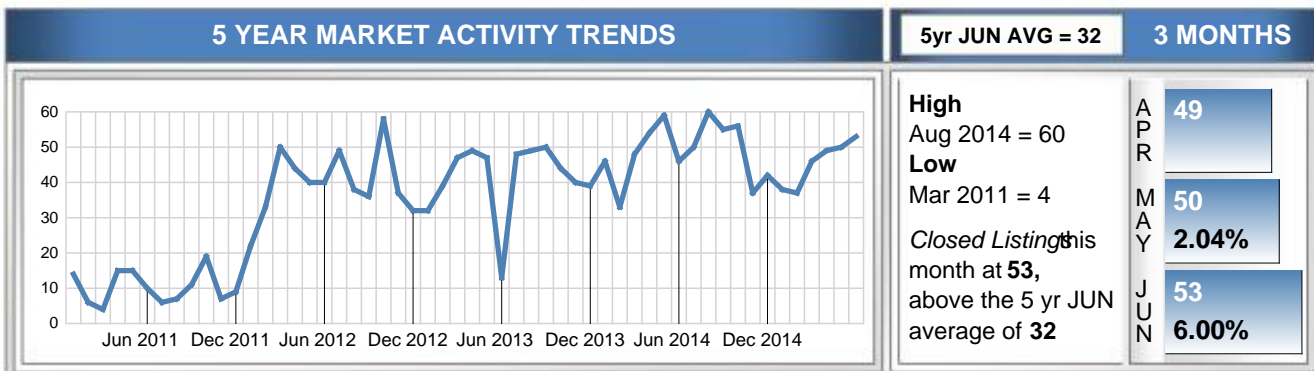
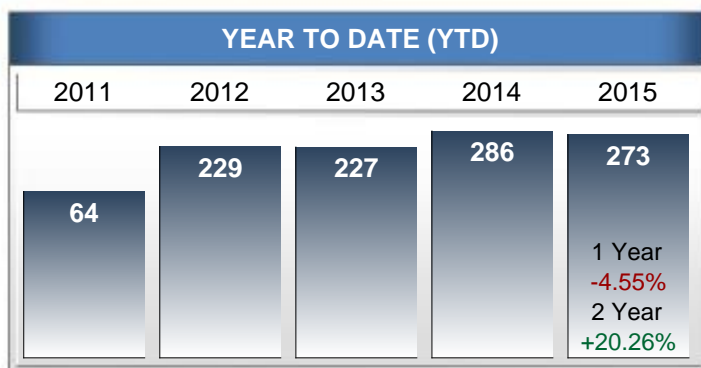
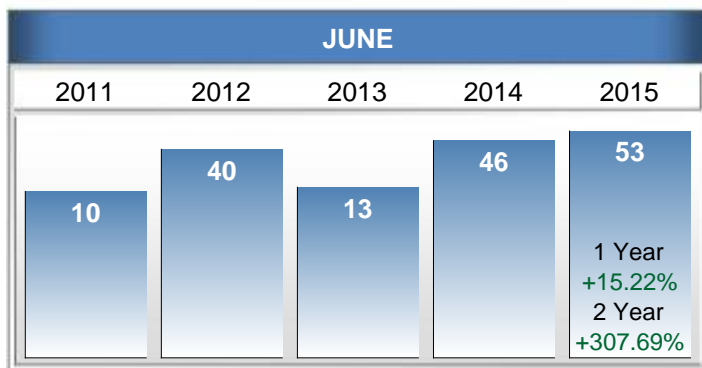
Closed Sales as of Jul 13, 2015



Report Produced on: Jul 13, 2015

Closed Listings

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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4	7.55%	55.3	2	1	1	0
\$20,001 \$50,000	7	13.21%	84.9	4	3	0	0
\$50,001 \$70,000	4	7.55%	60.0	1	2	1	0
\$70,001 \$120,000	18	33.96%	55.6	0	17	1	0
\$120,001 \$160,000	8	15.09%	42.6	0	7	1	0
\$160,001 \$220,000	6	11.32%	23.7	1	5	0	0
\$220,001 and up	6	11.32%	22.3	0	2	4	0
Total Closed Units:	53		50.4	8	37	8	0.00B
Total Closed Volume:	5,941,265			396.20K	4.24M	1.30M	0.00B
Average Closed Price:	\$112,099			\$49,525	\$114,653	\$162,863	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

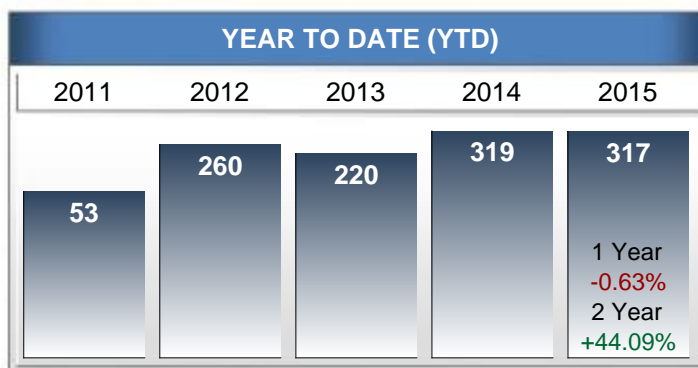
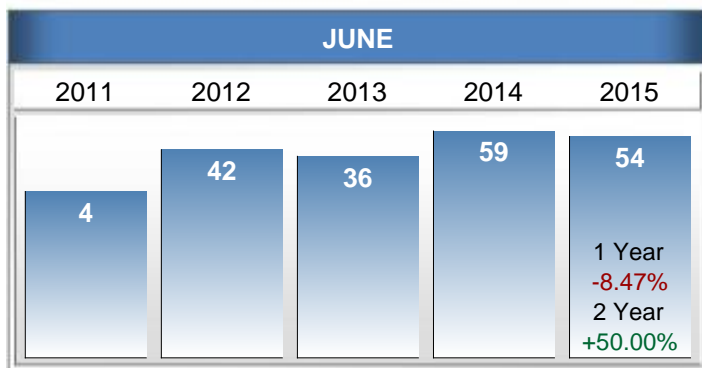
Pending Listings as of Jul 13, 2015



Pending Listings

Report Produced on: Jul 13, 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	5	9.26%	59.8	3	1	1	0
\$20,001 \$40,000	7	12.96%	76.7	4	3	0	0
\$40,001 \$60,000	8	14.81%	60.0	5	3	0	0
\$60,001 \$110,000	10	18.52%	73.5	1	8	1	0
\$110,001 \$150,000	10	18.52%	56.8	0	9	1	0
\$150,001 \$170,000	5	9.26%	54.6	0	4	1	0
\$170,001 and up	9	16.67%	72.2	0	5	4	0
Total Pending Units: 54				13	33	8	0
Total Pending Volume: 5,594,524				517.50K	3.60M	1.48M	0.00B
Average Listing Price: \$32,500				\$39,808	\$108,967	\$185,138	\$0



Monthly Inventory Analysis

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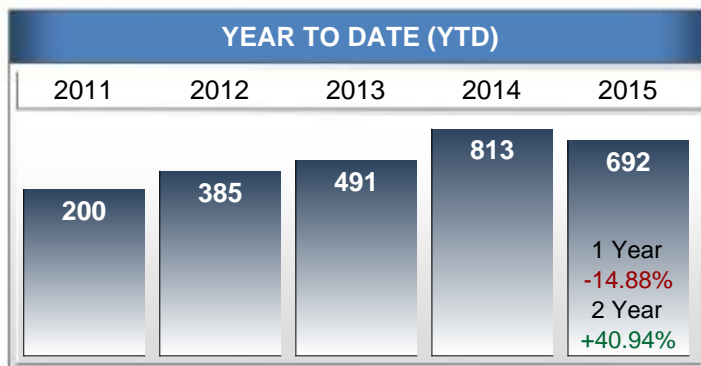
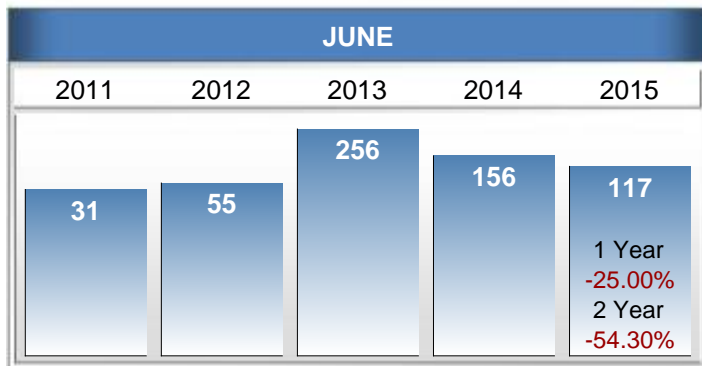
New Listings as of Jul 13, 2015



New Listings

Report Produced on: Jul 13, 2015

Area Delimited by County Of Muskogee



New Listings
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5yr JUN AVG = 123	3 MONTHS
High Jul 2013 = 263	A P R 109
Low Feb 2011 = 22	M A Y 122
<i>New Listings</i> this month at 117, below the 5 yr JUN average of 123	J U N 117
	11.93%
	-4.10%

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	14	11.97%	10	3	1	0
\$30,001 - \$40,000	9	7.69%	8	1	0	0
\$40,001 - \$70,000	19	16.24%	10	9	0	0
\$70,001 - \$120,000	31	26.50%	5	20	6	0
\$120,001 - \$170,000	13	11.11%	2	9	2	0
\$170,001 - \$250,000	20	17.09%	1	13	5	1
\$250,001 and up	11	9.40%	4	4	3	0
Total New Listed Units:	117		40	59	17	1
Total New Listed Volume:	15,202,689		4.43M	7.80M	2.73M	230.00K
Average New Listed Listing Price:	\$0		\$110,868	\$132,278	\$160,800	\$230,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

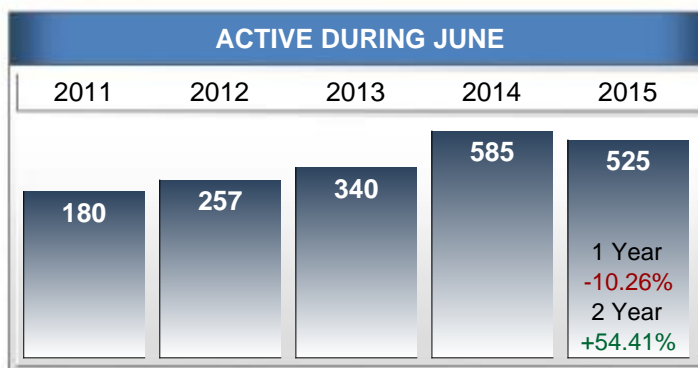
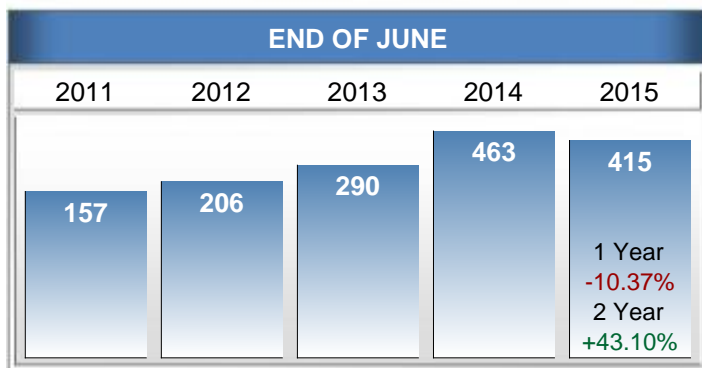
Active Inventory as of Jul 13, 2015



Active Inventory

Report Produced on: Jul 13, 2015

Area Delimited by County Of Muskogee



Active Inventory

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5yr JUN AVG = 306 **3 MONTHS**

High
Oct 2013 = 497

Low
Apr 2013 = 94

Inventory this month at **415**, above the 5 yr JUN average of **306**

A P R	451
M A Y	408
J U N	415
-9.53%	
1.72%	

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	13.25%	109.9	46	8	1	0	
\$25,001-\$50,000	56	13.49%	67.2	38	16	1	1	
\$50,001-\$125,000	132	31.81%	65.5	45	73	13	1	
\$125,001-\$175,000	55	13.25%	76.7	8	35	11	1	
\$175,001-\$325,000	74	17.83%	70.7	10	36	27	1	
\$325,001 and up	43	10.36%	99.7	25	7	10	1	
Total Active Inventory by Units:			415	77.6	172	175	63	5
Total Active Inventory by Volume:			69,588,428		29.08M	24.56M	14.66M	1.28M
Average Active Inventory Listing Price:			\$167,683		\$169,071	\$140,367	\$232,762	\$255,980



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2015

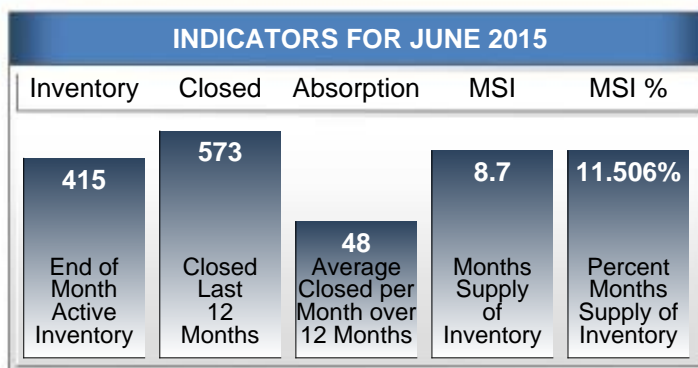
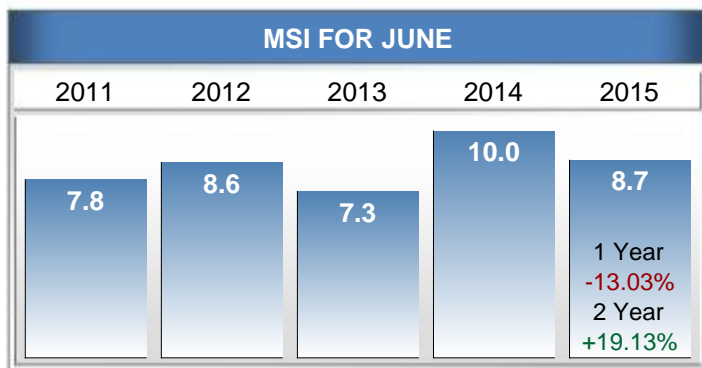
Active Inventory as of Jul 13, 2015



Months Supply of Inventory

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Months Supply

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5yr JUN AVG = 8.5	3 MONTHS
High Jan 2012 = 21.3 Low Apr 2013 = 2.3 <i>Months Supply</i> this month at 8.7 , above the 5 yr JUN average of 8.5	A P R 9.4 M A Y 8.7 -8.10% J U N 8.7 0.47%

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	9.40%	8.7	12.4	3.2	2.0	0.0	
\$20,001 \$40,000	51	12.29%	8.1	11.4	4.6	3.0	0.0	
\$40,001 \$70,000	65	15.66%	9.3	19.4	5.9	2.0	0.0	
\$70,001 \$130,000	97	23.37%	5.7	11.0	4.4	10.6	0.0	
\$130,001 \$190,000	62	14.94%	8.8	12.0	9.1	6.8	12.0	
\$190,001 \$340,000	59	14.22%	13.1	22.0	15.8	11.5	2.0	
\$340,001 and up	42	10.12%	36.0	36.0	0.0	40.0	4.0	
MSI:	8.7			14.6	6.3	9.2	4.0	
Total Active Inventory:	415			172	175	63	5	



Monthly Inventory Analysis

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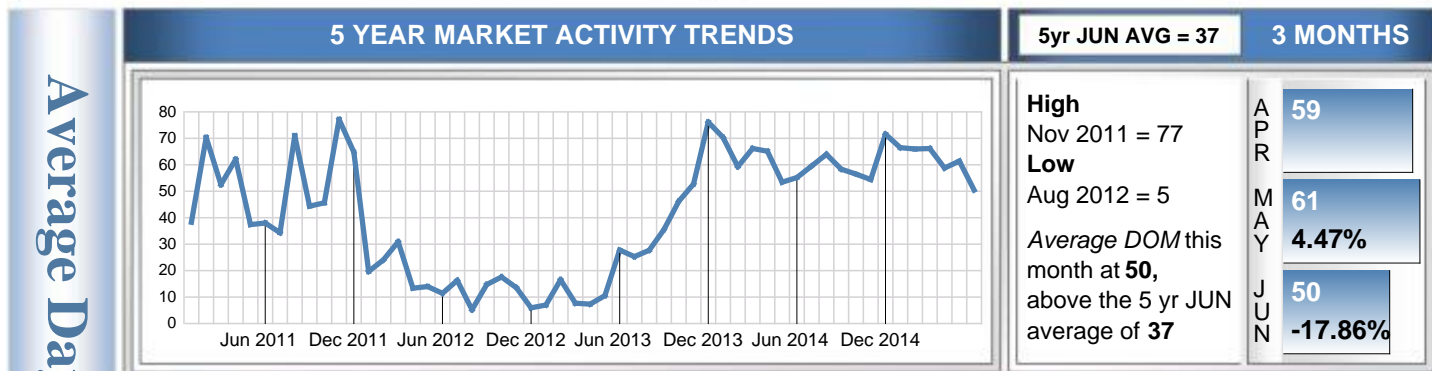
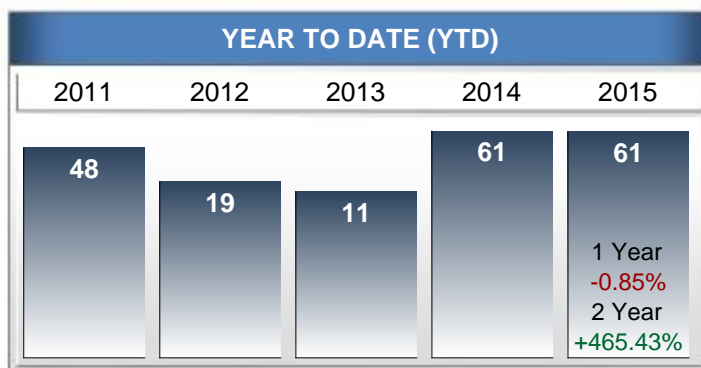
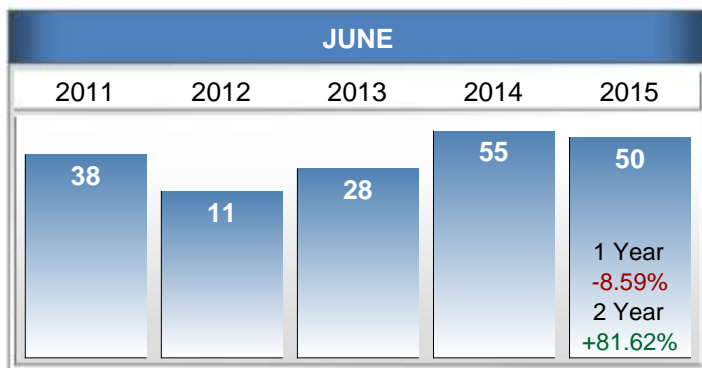
Closed Sales as of Jul 13, 2015



Average Days on Market to Sale

Report Produced on: Jul 13, 2015

Area Delimited by County Of Muskogee



Average Days on Market

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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	4		7.55%	55.3	96.0	2.0	27.0	0.0
\$20,001 \$50,000	7		13.21%	84.9	75.8	97.0	0.0	0.0
\$50,001 \$70,000	4		7.55%	60.0	90.0	65.0	20.0	0.0
\$70,001 \$120,000	18		33.96%	55.6	0.0	57.9	17.0	0.0
\$120,001 \$160,000	8		15.09%	42.6	0.0	29.9	132.0	0.0
\$160,001 \$220,000	6		11.32%	23.7	43.0	19.8	0.0	0.0
\$220,001 and up	6		11.32%	22.3	0.0	1.5	32.8	0.0
Average Closed DOM: 50.4					78.5	46.4	40.9	0.0
Total Closed Units: 53					8	37	8	
Total Closed Volume: 5,941,265					396.20K	4.24M	1.30M	0.00B



Monthly Inventory Analysis

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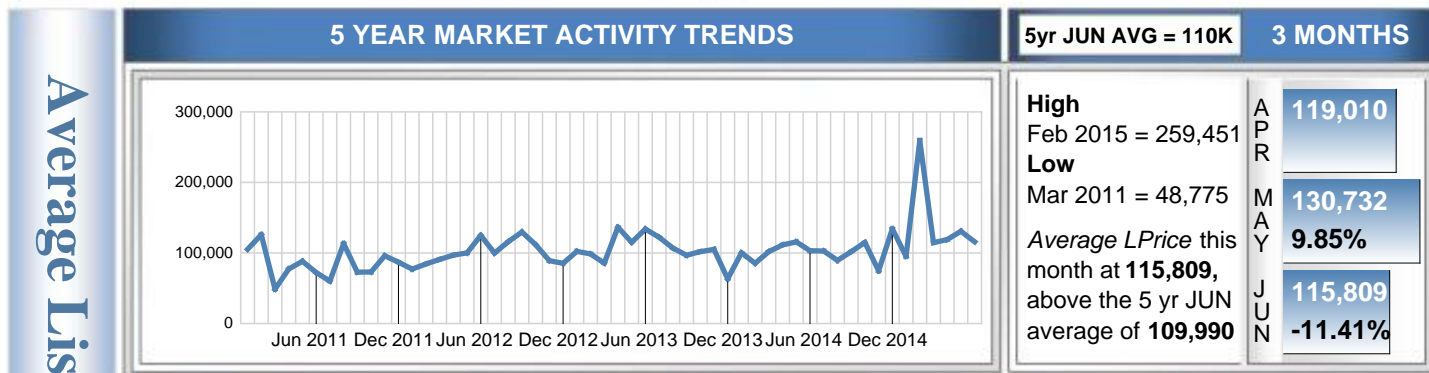
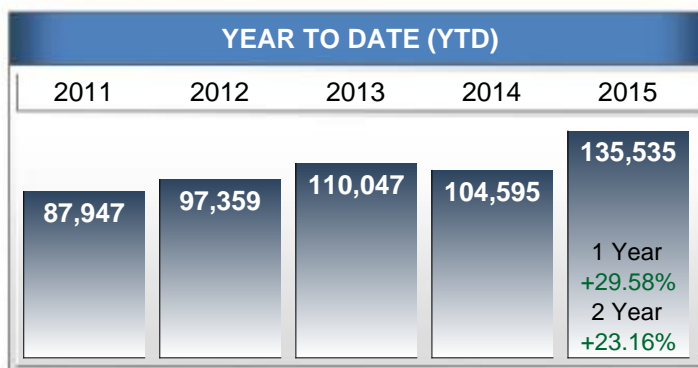
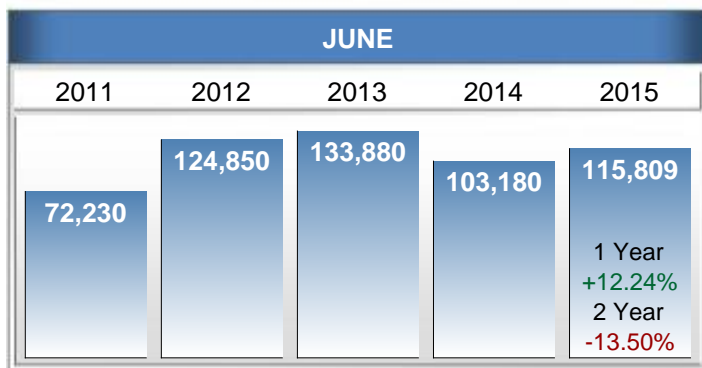
Closed Sales as of Jul 13, 2015



Average List Price at Closing

Report Produced on: Jul 13, 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	3		5.66%	18,433	21,350	19,000	19,500	0
\$20,001 \$50,000	7		13.21%	38,314	36,100	50,967	0	0
\$50,001 \$70,000	5		9.43%	65,240	69,900	65,700	79,000	0
\$70,001 \$120,000	17		32.08%	94,888	0	94,888	119,900	0
\$120,001 \$160,000	9		16.98%	136,778	0	139,586	124,900	0
\$160,001 \$220,000	6		11.32%	180,783	167,500	183,440	0	0
\$220,001 and up	6		11.32%	259,900	0	268,750	255,475	0
Average List Price:		\$115,809			\$53,063	\$117,519	\$170,650	\$0
Total Closed Units:		53			8	37	8	
Total List Volume:		6,137,900			424.50K	4.35M	1.37M	0.00B



Monthly Inventory Analysis

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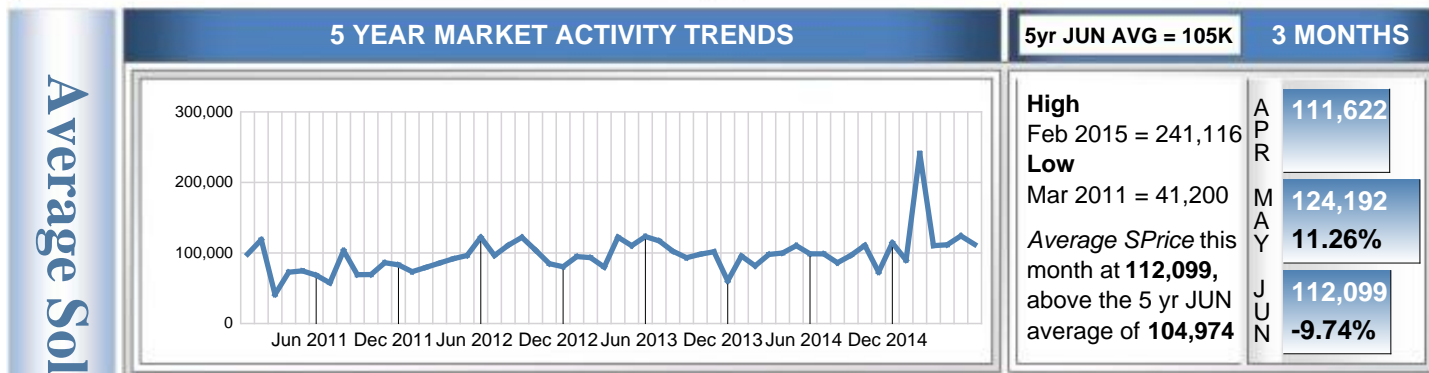
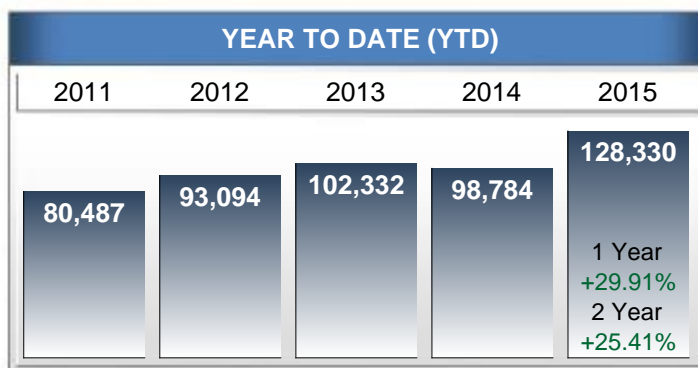
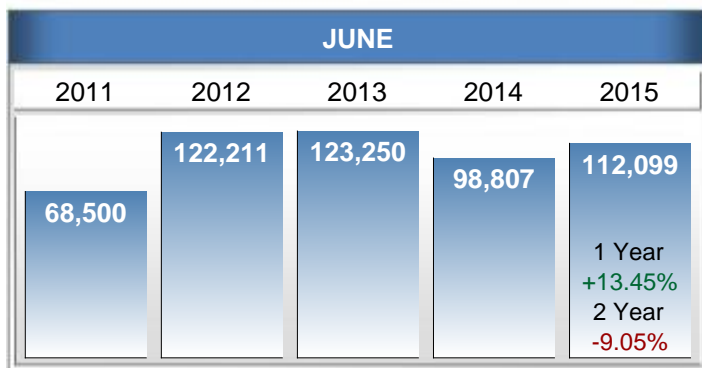
Closed Sales as of Jul 13, 2015



Average Sold Price at Closing

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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	4		7.55%	18,700	18,400	19,000	19,000	0
\$20,001 \$50,000	7		13.21%	39,229	32,125	48,700	0	0
\$50,001 \$70,000	4		7.55%	62,861	69,900	59,273	63,000	0
\$70,001 \$120,000	18		33.96%	94,373	0	93,072	116,500	0
\$120,001 \$160,000	8		15.09%	134,725	0	136,129	124,900	0
\$160,001 \$220,000	6		11.32%	175,150	161,000	177,980	0	0
\$220,001 and up	6		11.32%	252,167	0	266,750	244,875	0
Average Closed Price:	\$112,099				\$49,525	\$114,653	\$162,863	\$0
Total Closed Units:	53				8	37	8	
Total Closed Volume:	5,941,265				396.20K	4.24M	1.30M	0.00B



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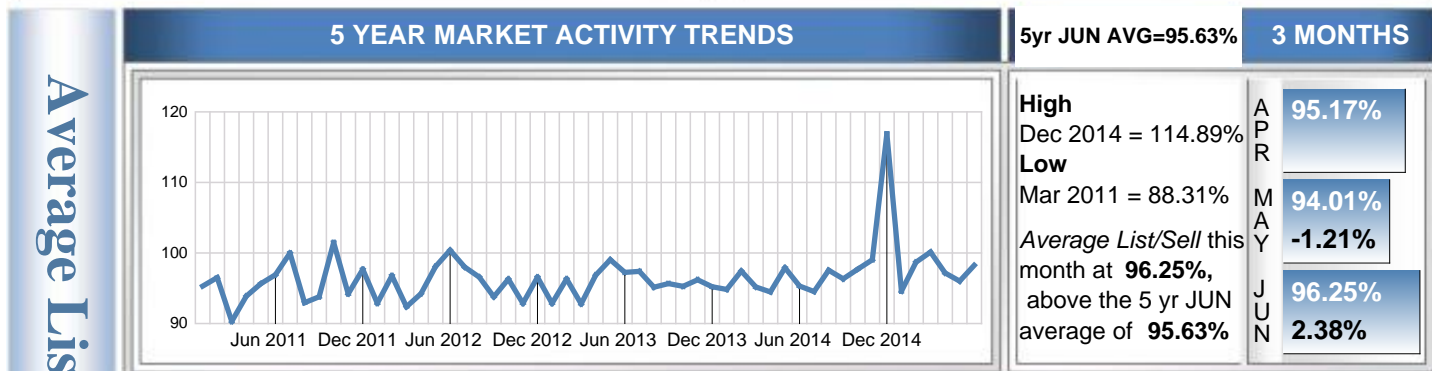
Closed Sales as of Jul 13, 2015



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	4	7.55%	93.66%	88.61%	100.00%	97.44%	0.00%
\$20,001 \$50,000	7	13.21%	92.47%	89.84%	95.98%	0.00%	0.00%
\$50,001 \$70,000	4	7.55%	90.14%	100.00%	90.40%	79.75%	0.00%
\$70,001 \$120,000	18	33.96%	98.42%	0.00%	98.49%	97.16%	0.00%
\$120,001 \$160,000	8	15.09%	97.89%	0.00%	97.59%	100.00%	0.00%
\$160,001 \$220,000	6	11.32%	96.84%	96.12%	96.99%	0.00%	0.00%
\$220,001 and up	6	11.32%	97.19%	0.00%	99.33%	96.12%	0.00%
Average List/Sell Ratio: 96.30%				91.59%	97.56%	94.85%	0.00%
Total Closed Units: 53				8	37	8	
Total Closed Volume: 5,941,265				396.20K	4.24M	1.30M	0.00B



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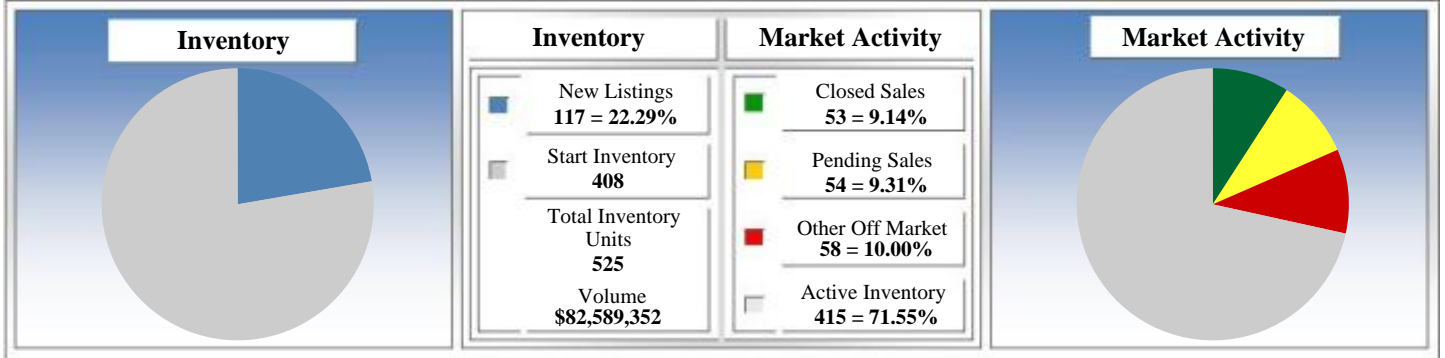
Inventory as of Jul 13, 2015



Market Summary

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Area Delimited by County Of Muskogee



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

Active Inventory as of June 30, 2015 = 415

	JUNE			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	46	53	15.22%	286	273	-4.55%
Pending Sales	59	54	-8.47%	319	317	-0.63%
New Listings	156	117	-25.00%	813	692	-14.88%
Average List Price	103,180	115,809	12.24%	104,595	135,535	29.58%
Average Sale Price	98,807	112,099	13.45%	98,784	128,330	29.91%
Average Percent of List Price to Selling Price	93.32%	96.25%	3.14%	93.84%	95.51%	1.79%
Average Days on Market to Sale	55.17	50.43	-8.59%	61.45	60.93	-0.85%
Monthly Inventory	464	415	-10.56%	464	415	-10.56%
Months Supply of Inventory	10.01	8.69	-13.21%	10.01	8.69	-13.21%

