



August 2015

Area Delimited by County Of Muskogee

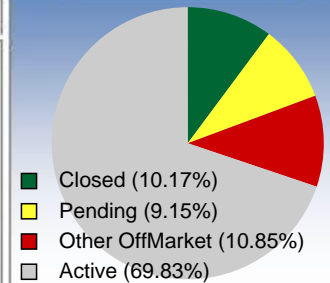


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of August 30, 2015 = **412**

	AUGUST		
	2014	2015	+/- %
Closed Listings	60	60	0.00%
Pending Listings	43	54	25.58%
New Listings	115	133	15.65%
Average List Price	89,452	94,742	5.91%
Average Sale Price	86,181	91,468	6.13%
Average Percent of List Price to Selling Price	95.55%	108.09%	13.12%
Average Days on Market to Sale	63.97	56.08	-12.32%
End of Month Inventory	454	412	-9.25%
Months Supply of Inventory	9.56	8.55	-10.51%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 14, 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 August 2015 decreased **9.25%** to 412 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 **8.55** 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 **6.13%** in August 2015 to \$91,468 versus the previous year at \$86,181.

Average Days on Market Shortens

The average number of **56.08** days that homes spent on the market before selling decreased by 7.88 days or **12.32%** in August 2015 compared to last year's same month at **63.97** DOM.

Sales Success for August 2015 is Positive

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

There were 133 New Listings in August 2015, up **15.65%** from last year at 115. Furthermore, there were 60 Closed Listings this month versus last year at 60, a **0.00%** decrease.

Closed versus Listed trends yielded a **45.1%** ratio, down from last year's August 2015 at **52.2%**, a **13.53%** downswing. 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

Data from the Greater Tulsa Association of REALTORS®

August 2015

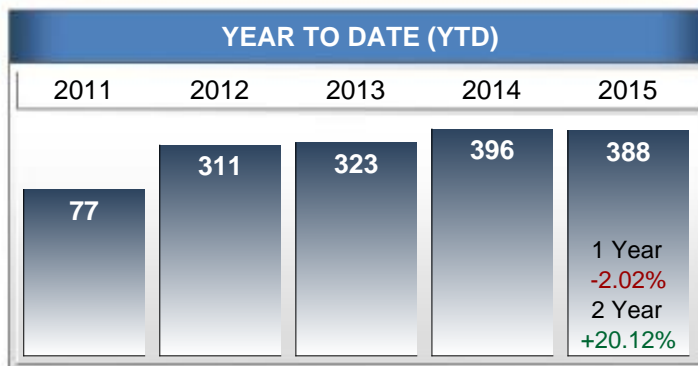
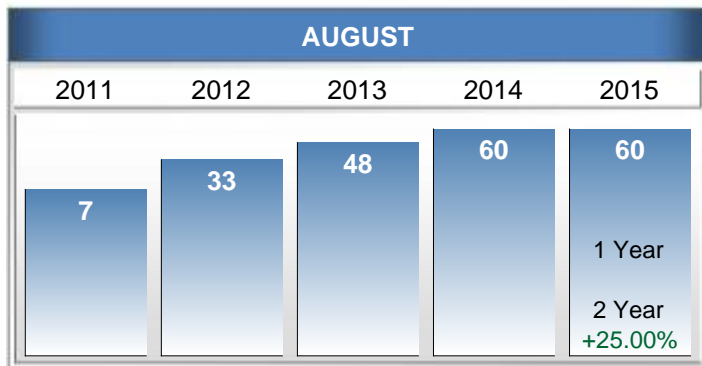
Closed Sales as of Sep 14, 2015



Closed Listings

Report Produced on: Sep 14, 2015

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	6	10.00%	24.7	4	1	1	0
\$20,001 \$30,000	6	10.00%	94.3	4	2	0	0
\$30,001 \$60,000	10	16.67%	60.6	4	6	0	0
\$60,001 \$90,000	15	25.00%	53.9	2	11	2	0
\$90,001 \$120,000	7	11.67%	30.7	0	6	1	0
\$120,001 \$170,000	10	16.67%	46.4	0	10	0	0
\$170,001 and up	6	10.00%	92.8	0	2	4	0
Total Closed Units: 60				14	38	8	0.00B
Total Closed Volume: 5,488,091				484.50K	3.62M	1.38M	
Average Closed Price: \$91,468				\$34,607	\$95,350	\$172,538	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

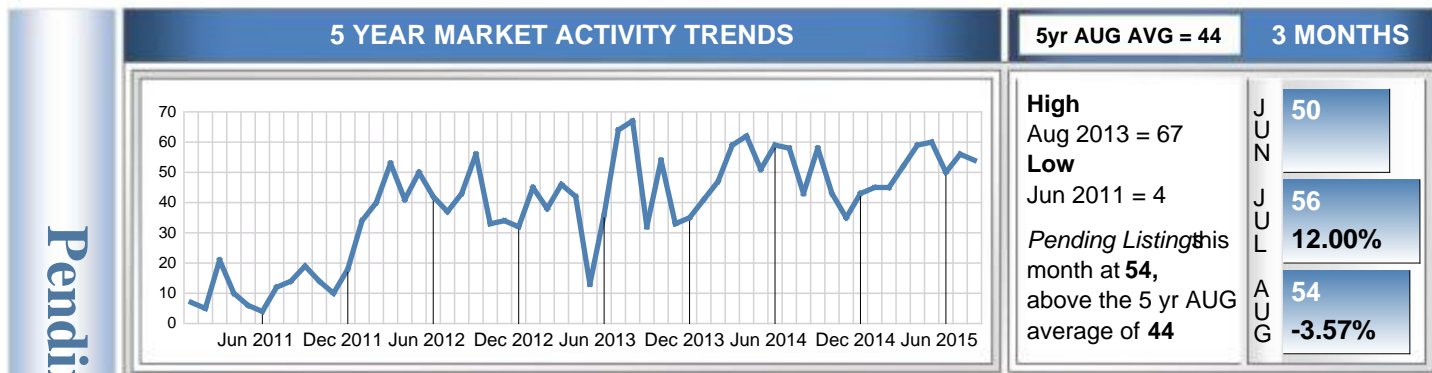
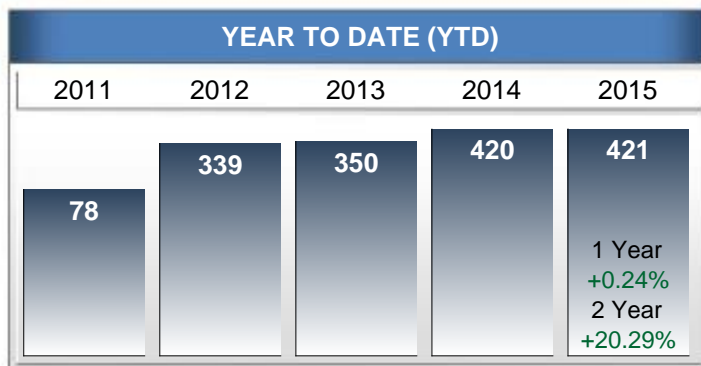
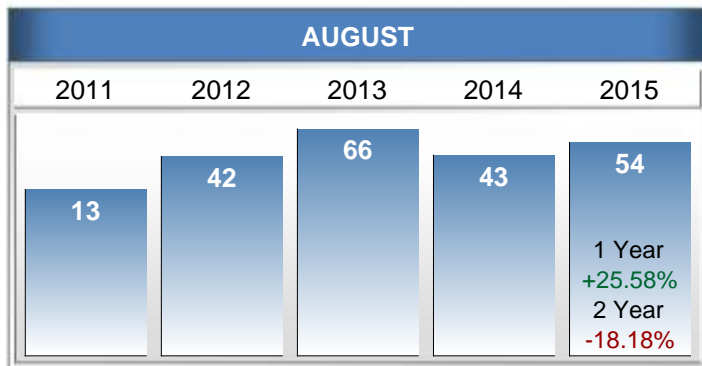
Pending Listings as of Sep 14, 2015



Pending Listings

Report Produced on: Sep 14, 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	4	7.41%	56.8	4	0	0	0
\$20,001 \$40,000	6	11.11%	59.2	3	3	0	0
\$40,001 \$70,000	11	20.37%	59.8	4	6	1	0
\$70,001 \$120,000	12	22.22%	35.6	3	8	1	0
\$120,001 \$150,000	8	14.81%	55.0	1	6	1	0
\$150,001 \$190,000	7	12.96%	28.9	0	7	0	0
\$190,001 and up	6	11.11%	74.3	2	2	2	0
Total Pending Units: 54				53.3			
Total Pending Volume: 5,954,479				1.55M 3.62M 783.18K 0.00B			
Average Listing Price: \$25,475				\$91,100 \$113,206 \$156,636 \$0			



Monthly Inventory Analysis

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August 2015

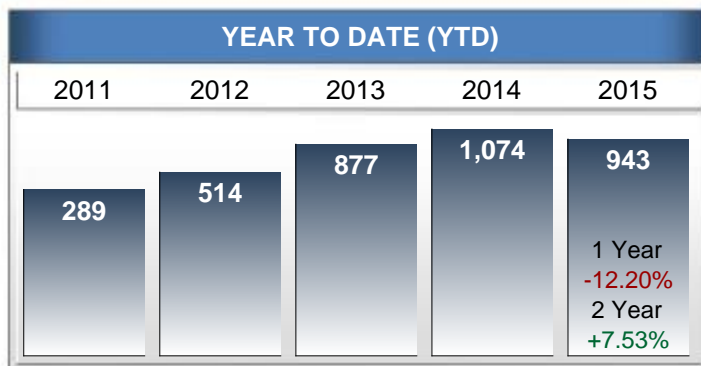
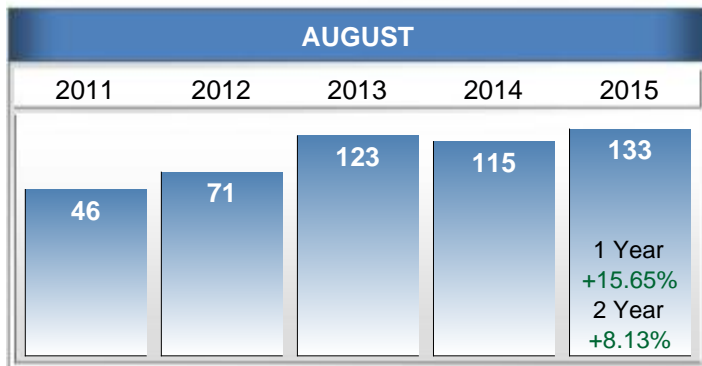
New Listings as of Sep 14, 2015



New Listings

Report Produced on: Sep 14, 2015

Area Delimited by County Of Muskogee



New Listings
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5yr AUG AVG = 98 **3 MONTHS**

High
Jul 2013 = 263

Low
Feb 2011 = 22

New Listings this month at **133**, above the 5 yr AUG average of **98**

JUN	117
JUL	117
AUG	133

0.00% (Change from July)

13.68% (Change from August)

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	12	9.02%	11	1	0	0
\$10,001 \$40,000	19	14.29%	13	6	0	0
\$40,001 \$60,000	11	8.27%	5	3	3	0
\$60,001 \$130,000	41	30.83%	8	29	4	0
\$130,001 \$180,000	20	15.04%	3	13	2	2
\$180,001 \$260,000	16	12.03%	3	6	5	2
\$260,001 and up	14	10.53%	6	4	4	0
Total New Listed Units:	133		49	62	18	4
Total New Listed Volume:	22,946,830		10.91M	8.05M	3.34M	656.00K
Average New Listed Listing Price:	\$0		\$222,580	\$129,759	\$185,521	\$164,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

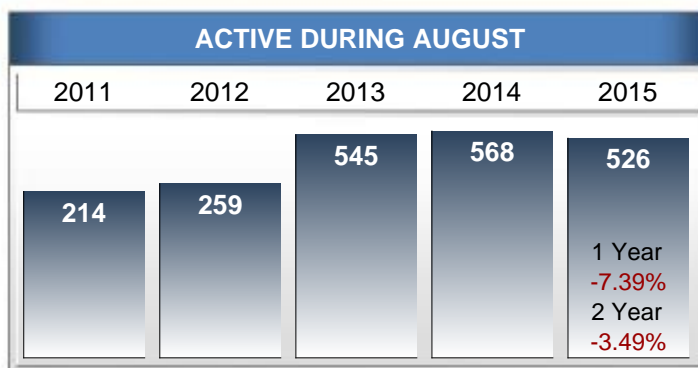
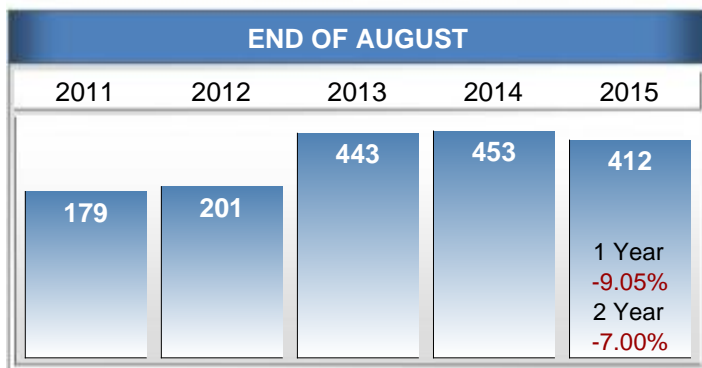
Active Inventory as of Sep 14, 2015



Active Inventory

Report Produced on: Sep 14, 2015

Area Delimited by County Of Muskogee



Active Inventory

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5yr AUG AVG = 338 **3 MONTHS**

High
Oct 2013 = 497

Low
Apr 2013 = 94

Inventory this month at **412**, above the 5 yr AUG average of **338**

JUN	401
JUL	396
AUG	412
-1.25%	
4.04%	

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	49	11.89%	55.8	39	9	1	0		
\$25,001-\$75,000	100	24.27%	76.1	62	31	4	3		
\$75,001-\$125,000	81	19.66%	70.1	22	51	8	0		
\$125,001-\$200,000	85	20.63%	66.4	14	53	14	4		
\$200,001-\$300,000	54	13.11%	80.3	7	24	22	1		
\$300,001 and up	43	10.44%	95.8	25	8	8	2		
Total Active Inventory by Units:				412	73.1	169	176	57	10
Total Active Inventory by Volume:				69,381,099		29.34M	24.49M	13.39M	2.16M
Average Active Inventory Listing Price:				\$168,401		\$173,635	\$139,146	\$234,898	\$215,790



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2015

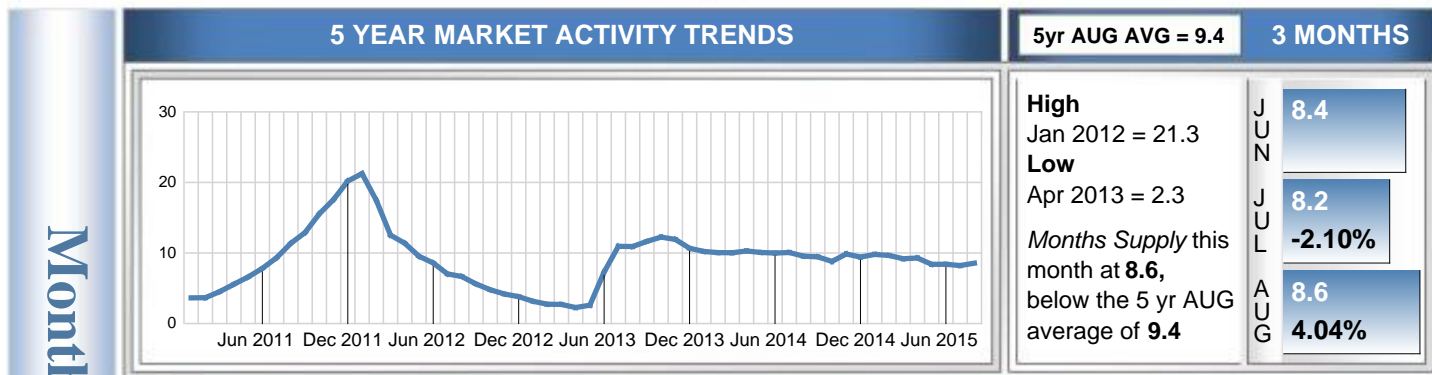
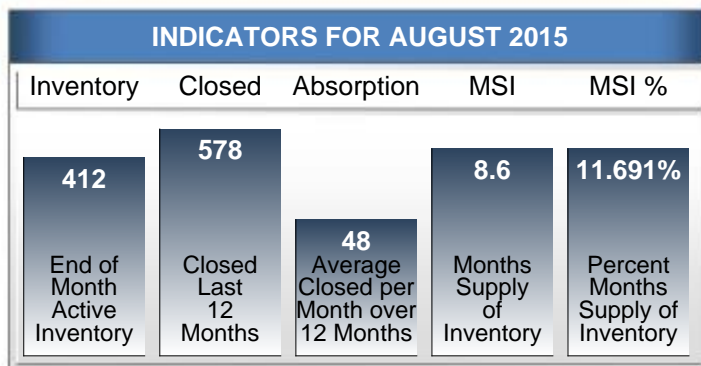
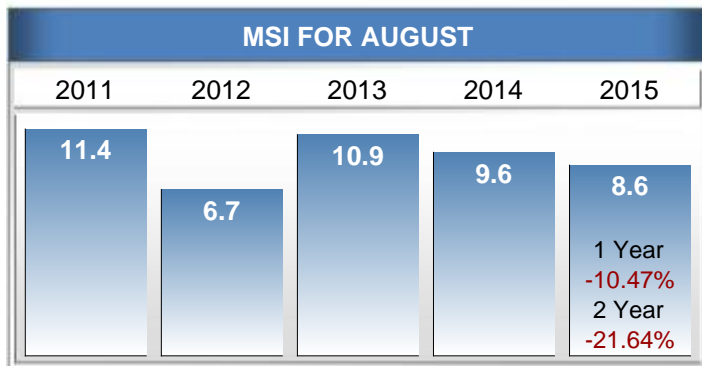
Active Inventory as of Sep 14, 2015



Months Supply of Inventory

Report Produced on: Sep 14, 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	41	9.95%	10.0	13.7	6.5	1.7	0.0
\$20,001 \$40,000	45	10.92%	6.9	10.5	3.3	0.0	0.0
\$40,001 \$70,000	59	14.32%	7.8	13.2	4.3	9.0	0.0
\$70,001 \$140,000	110	26.70%	5.9	11.5	5.0	8.0	6.0
\$140,001 \$210,000	63	15.29%	9.2	26.0	8.1	6.5	18.0
\$210,001 \$310,000	52	12.62%	16.4	32.0	20.3	13.3	4.0
\$310,001 and up	42	10.19%	29.6	32.0	96.0	24.0	8.0
MSI:			8.6	14.4	6.1	9.0	10.0
Total Active Inventory:			412	169	176	57	10



Monthly Inventory Analysis

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August 2015

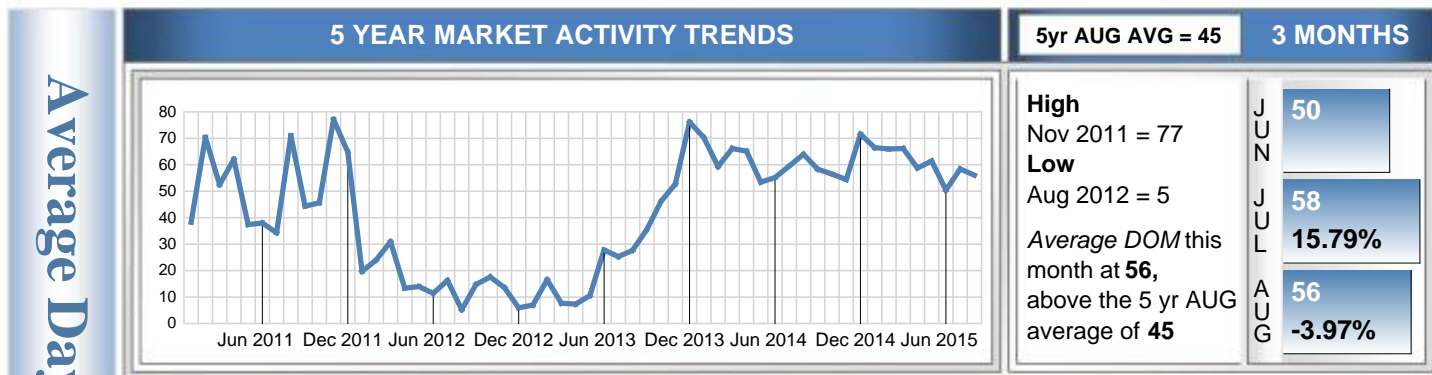
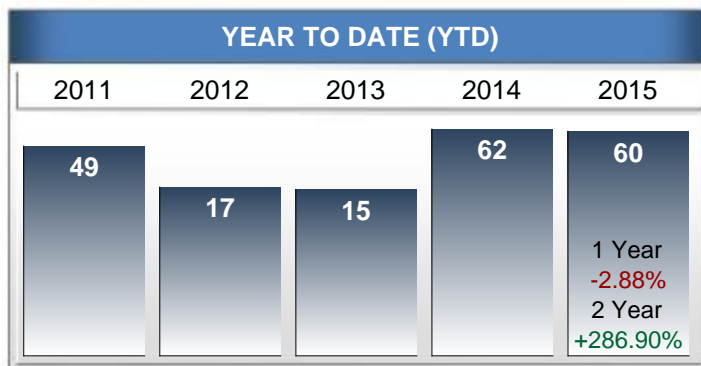
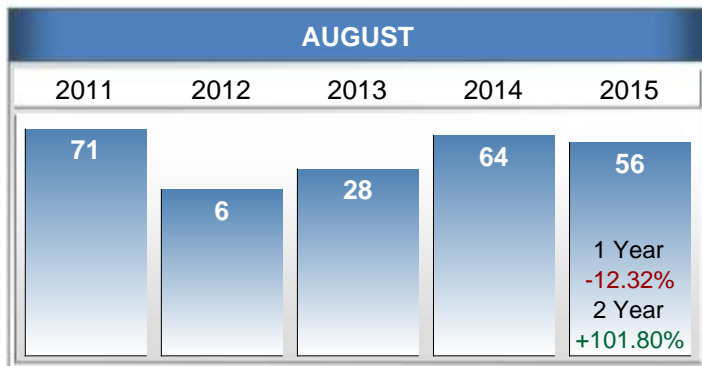
Closed Sales as of Sep 14, 2015



Average Days on Market to Sale

Report Produced on: Sep 14, 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	6	10.00%	24.7	34.3	6.0	5.0	0.0
\$20,001 \$30,000	6	10.00%	94.3	95.8	91.5	0.0	0.0
\$30,001 \$60,000	10	16.67%	60.6	67.3	56.2	0.0	0.0
\$60,001 \$90,000	15	25.00%	53.9	73.0	52.8	41.0	0.0
\$90,001 \$120,000	7	11.67%	30.7	0.0	34.2	10.0	0.0
\$120,001 \$170,000	10	16.67%	46.4	0.0	46.4	0.0	0.0
\$170,001 and up	6	10.00%	92.8	0.0	143.0	67.8	0.0
Average Closed DOM: 56.1				66.8	54.3	46.0	0.0
Total Closed Units: 60				14	38	8	
Total Closed Volume: 5,488,091				484.50K	3.62M	1.38M	0.00B



Monthly Inventory Analysis

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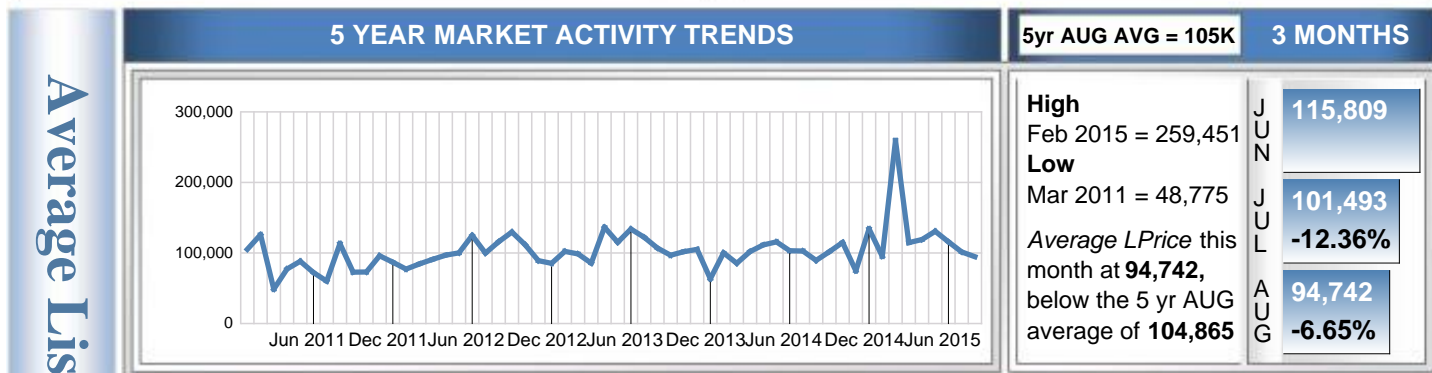
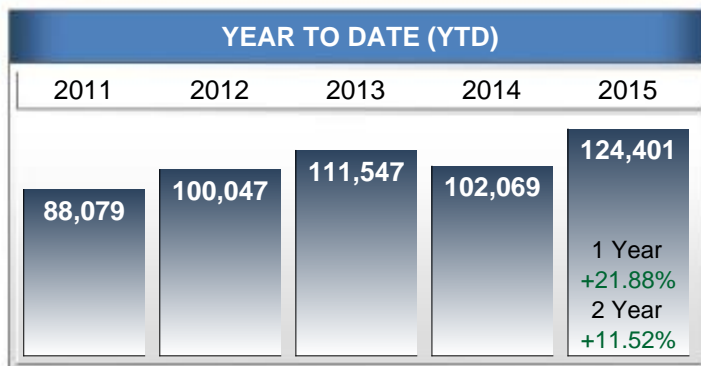
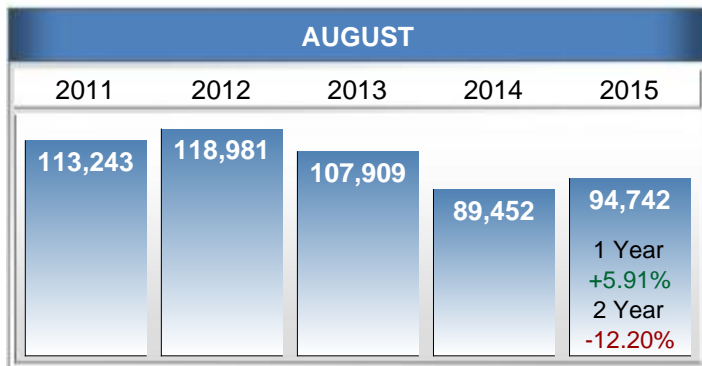
Closed Sales as of Sep 14, 2015



Average List Price at Closing

Report Produced on: Sep 14, 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	6	10.00%	12,883	17,000	24,000	10,900	0
\$20,001 - \$30,000	6	10.00%	26,217	27,775	24,450	0	0
\$30,001 - \$60,000	7	11.67%	43,704	39,975	54,038	0	0
\$60,001 - \$90,000	17	28.33%	79,259	81,750	82,591	81,900	0
\$90,001 - \$120,000	7	11.67%	101,514	0	107,150	100,800	0
\$120,001 - \$170,000	11	18.33%	145,664	0	147,430	0	0
\$170,001 and up	6	10.00%	247,283	0	179,900	280,975	0
Average List Price:	\$94,742			\$35,893	\$99,543	\$174,925	\$0
Total Closed Units:	60			14	38	8	
Total List Volume:	5,684,528			502.50K	3.78M	1.40M	0.00B



Monthly Inventory Analysis

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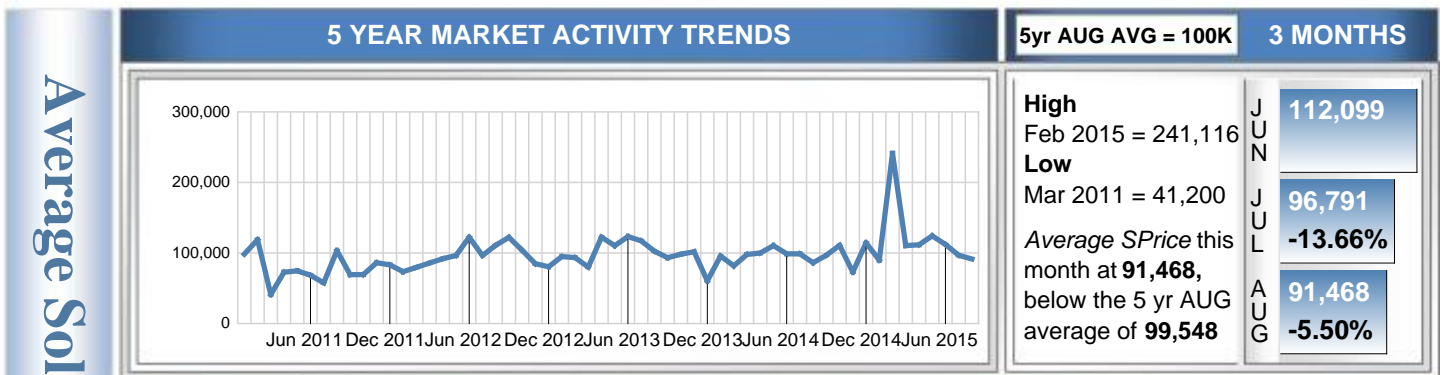
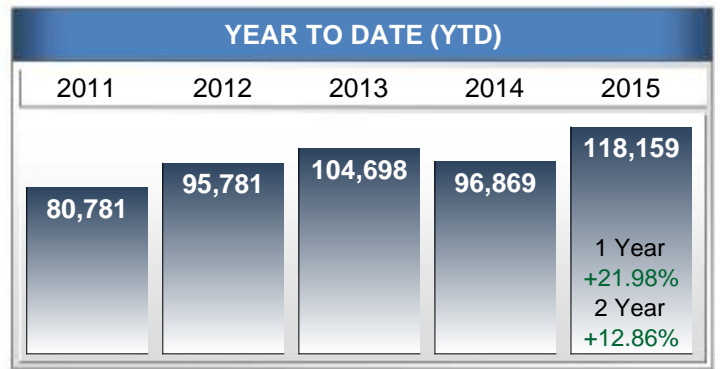
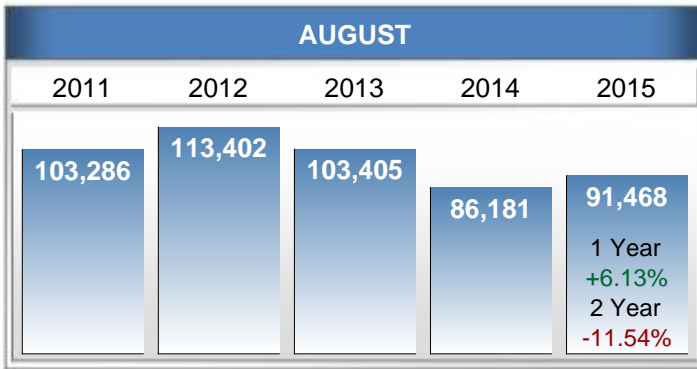
Closed Sales as of Sep 14, 2015



Average Sold Price at Closing

Report Produced on: Sep 14, 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	10.00%	15,500	16,250	20,000	8,000	0
\$20,001 \$30,000	6	10.00%	25,740	26,875	23,470	0	0
\$30,001 \$60,000	10	16.67%	46,905	42,375	49,925	0	0
\$60,001 \$90,000	15	25.00%	79,040	71,250	79,936	81,900	0
\$90,001 \$120,000	7	11.67%	103,071	0	104,583	94,000	0
\$120,001 \$170,000	10	16.67%	140,250	0	140,250	0	0
\$170,001 and up	6	10.00%	243,667	0	173,750	278,625	0
Average Closed Price:	\$91,468			\$34,607	\$95,350	\$172,538	\$0
Total Closed Units:	60			14	38	8	
Total Closed Volume:	5,488,091			484.50K	3.62M	1.38M	0.00B



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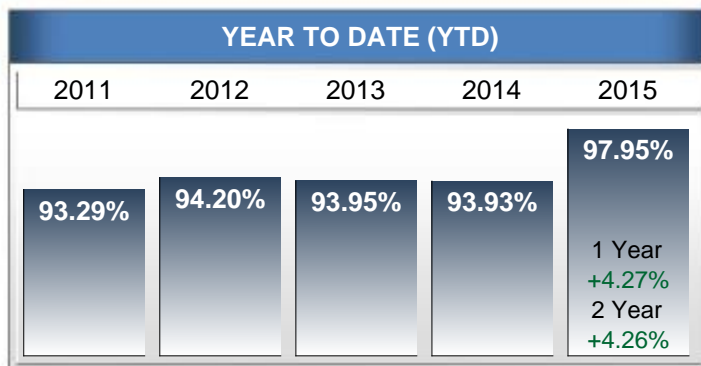
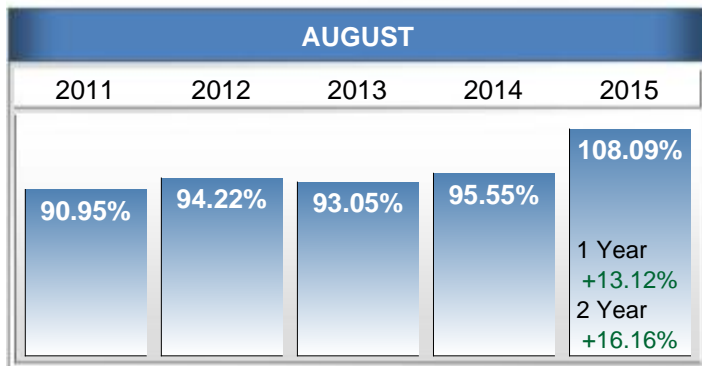
Closed Sales as of Sep 14, 2015



Average Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



Average List/Sell Price

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5yr AUG AVG=96.37%		3 MONTHS	
High	Dec 2014 = 114.89%	JUN	96.25%
Low	Mar 2011 = 88.31%	JUL	98.95%
Average List/Sell this month at 108.09% , above the 5 yr AUG average of 96.37%		AUG	108.09%
			2.81%

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	10.00%	92.28%	99.24%	83.33%	73.39%	0.00%
\$20,001 \$30,000	6	10.00%	100.51%	102.75%	96.04%	0.00%	0.00%
\$30,001 \$60,000	10	16.67%	166.30%	275.96%	93.19%	0.00%	0.00%
\$60,001 \$90,000	15	25.00%	96.03%	87.43%	96.87%	100.00%	0.00%
\$90,001 \$120,000	7	11.67%	97.06%	0.00%	97.70%	93.25%	0.00%
\$120,001 \$170,000	10	16.67%	95.47%	0.00%	95.47%	0.00%	0.00%
\$170,001 and up	6	10.00%	98.56%	0.00%	96.58%	99.55%	0.00%
Average List/Sell Ratio: 108.10%				149.05%	95.63%	95.60%	0.00%
Total Closed Units: 60				14	38	8	
Total Closed Volume: 5,488,091				484.50K	3.62M	1.38M	0.00B



Monthly Inventory Analysis

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August 2015

Inventory as of Sep 14, 2015



Market Summary

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

Active Inventory as of August 30, 2015 = 412

	AUGUST			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	60	60	0.00%	396	388	-2.02%
Pending Sales	43	54	25.58%	420	421	0.24%
New Listings	115	133	15.65%	1,074	943	-12.20%
Average List Price	89,452	94,742	5.91%	102,069	124,401	21.88%
Average Sale Price	86,181	91,468	6.13%	96,869	118,159	21.98%
Average Percent of List Price to Selling Price	95.55%	108.09%	13.12%	93.93%	97.95%	4.27%
Average Days on Market to Sale	63.97	56.08	-12.32%	61.59	59.82	-2.88%
Monthly Inventory	454	412	-9.25%	454	412	-9.25%
Months Supply of Inventory	9.56	8.55	-10.51%	9.56	8.55	-10.51%

