



# July 2016

Area Delimited by County Of Muskogee

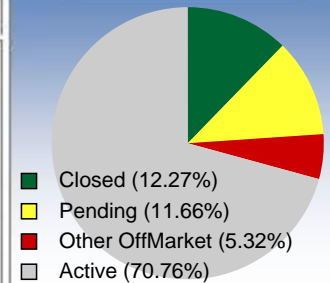


**Absorption:** Last 12 months, an Average of **53** Sales/Month

**Active Inventory** as of July 31, 2016 = **346**

	JULY		
	2015	2016	+/-%
Closed Listings	58	60	3.45%
Pending Listings	56	57	1.79%
New Listings	119	91	-23.53%
Average List Price	98,449	102,129	3.74%
Average Sale Price	94,112	96,364	2.39%
Average Percent of List Price to Selling Price	99.23%	94.09%	-5.19%
Average Days on Market to Sale	59.17	43.93	-25.75%
End of Month Inventory	381	346	-9.19%
Months Supply of Inventory	7.76	6.48	-16.55%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 16, 2016

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 2016 decreased **9.19%** to 346 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 **6.48** MSI for this period.

### Average Sale Price 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 **2.39%** in July 2016 to \$96,364 versus the previous year at \$94,112.

### Average Days on Market Shortens

The average number of **43.93** days that homes spent on the market before selling decreased by 15.24 days or **25.75%** in July 2016 compared to last year's same month at **59.17** DOM.

### Sales Success for July 2016 is Positive

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

There were 91 New Listings in July 2016, down **23.53%** from last year at 119. Furthermore, there were 60 Closed Listings this month versus last year at 58, a **3.45%** increase.

Closed versus Listed trends yielded a **65.9%** ratio, up from previous year's, July 2015, at **48.7%**, a **35.28%** 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 2016

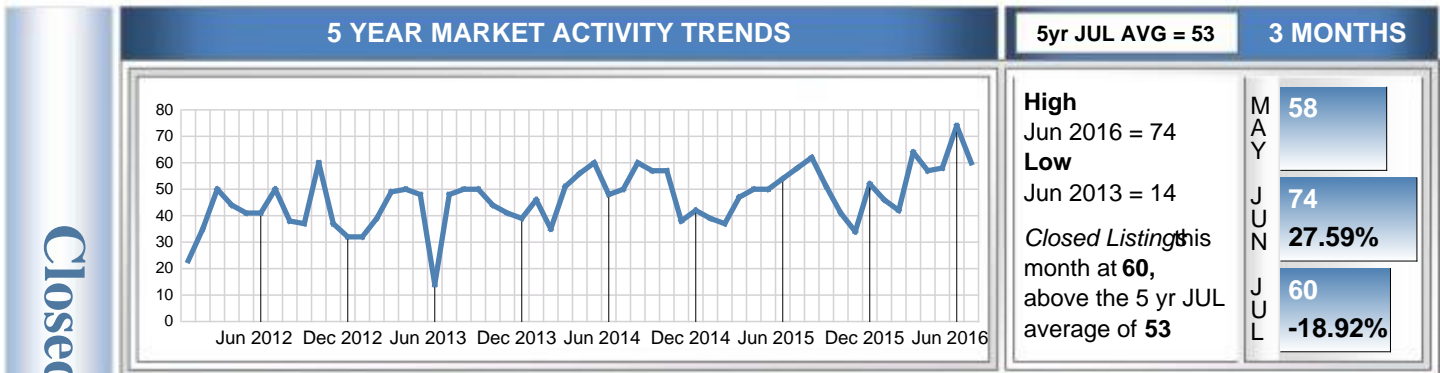
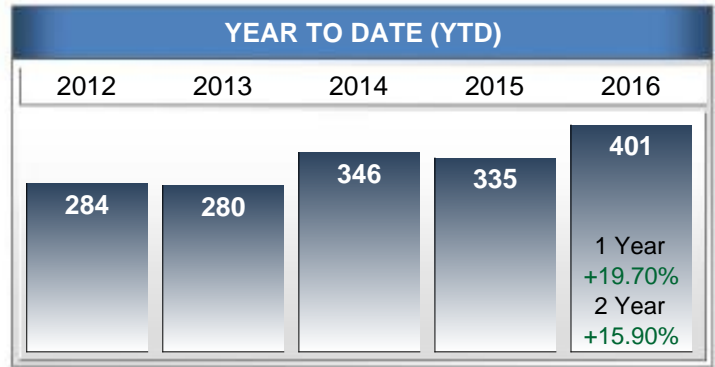
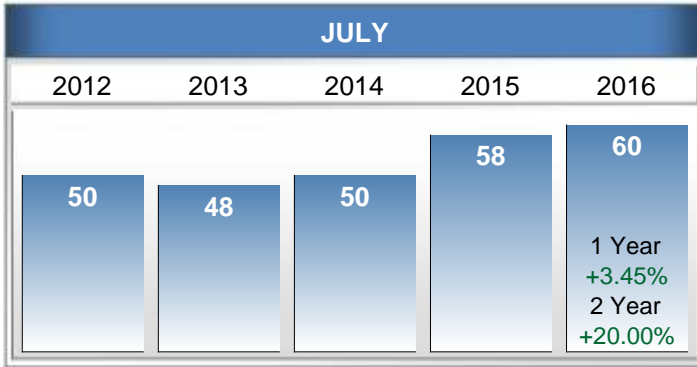
Closed Sales as of Aug 16, 2016



### Closed Listings

Report Produced on: Aug 16, 2016

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	5	8.33%	13.2	3	2	0	0
\$20,001 - \$60,000	8	13.33%	53.6	5	3	0	0
\$60,001 - \$70,000	6	10.00%	93.5	2	3	1	0
\$70,001 - \$110,000	18	30.00%	31.9	4	12	2	0
\$110,001 - \$130,000	10	16.67%	54.2	1	6	3	0
\$130,001 - \$170,000	7	11.67%	31.3	0	7	0	0
\$170,001 and up	6	10.00%	40.7	0	3	3	0
<b>Total Closed Units:</b>	<b>60</b>		<b>43.9</b>	<b>15</b>	<b>36</b>	<b>9</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>5,781,834</b>			<b>748.93K</b>	<b>3.74M</b>	<b>1.30M</b>	<b>0.00B</b>
<b>Average Closed Price:</b>	<b>\$96,364</b>			<b>\$49,928</b>	<b>\$103,750</b>	<b>\$144,211</b>	<b>\$0</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

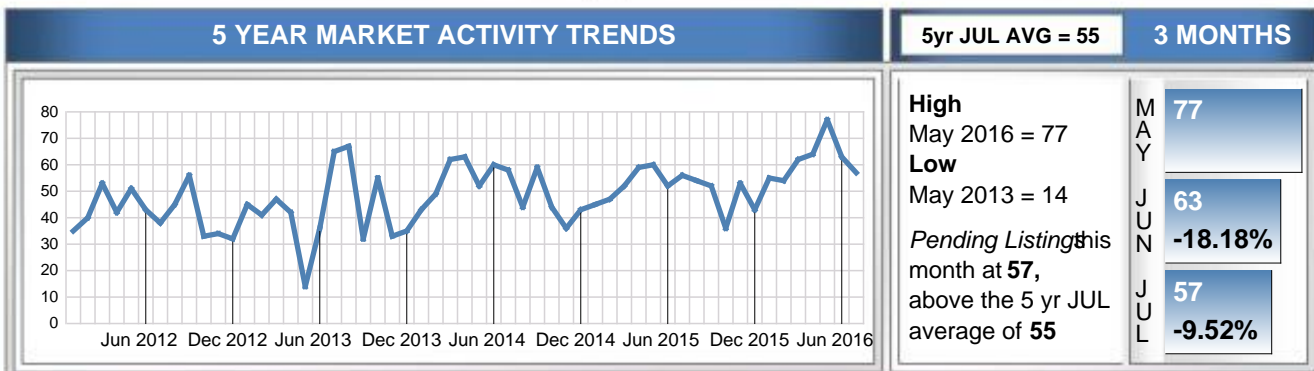
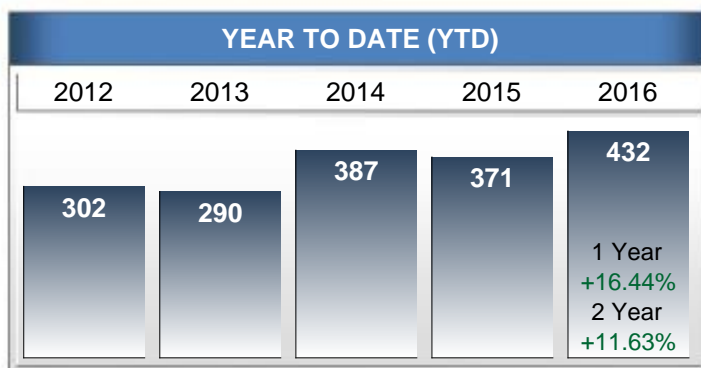
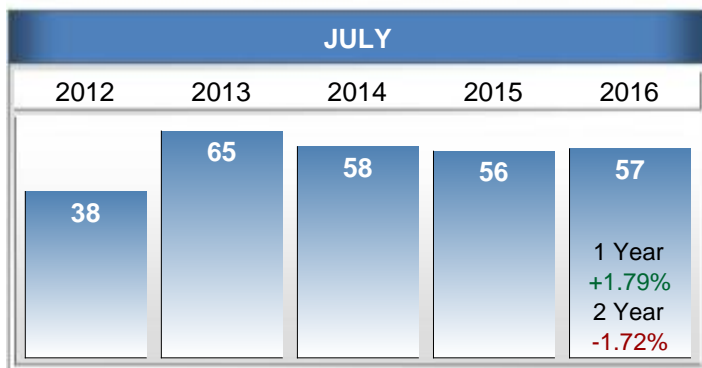
Pending Listings as of Aug 16, 2016



### Pending Listings

Report Produced on: Aug 16, 2016

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+
\$10,000 and less	2	3.51%	138.5	2	0	0	0
\$10,001 \$40,000	11	19.30%	34.5	6	5	0	0
\$40,001 \$70,000	6	10.53%	70.8	4	2	0	0
\$70,001 \$120,000	15	26.32%	57.5	2	12	1	0
\$120,001 \$170,000	9	15.79%	61.8	2	7	0	0
\$170,001 \$230,000	8	14.04%	69.4	0	7	0	1
\$230,001 and up	6	10.53%	84.2	1	0	5	0
Total Pending Units: 57				52.7			
Total Pending Volume: 6,720,419				1.25M 3.81M 1.48M 179.00K			
Average Listing Price: \$55,667				\$73,566 \$115,576 \$246,133 \$179,000			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

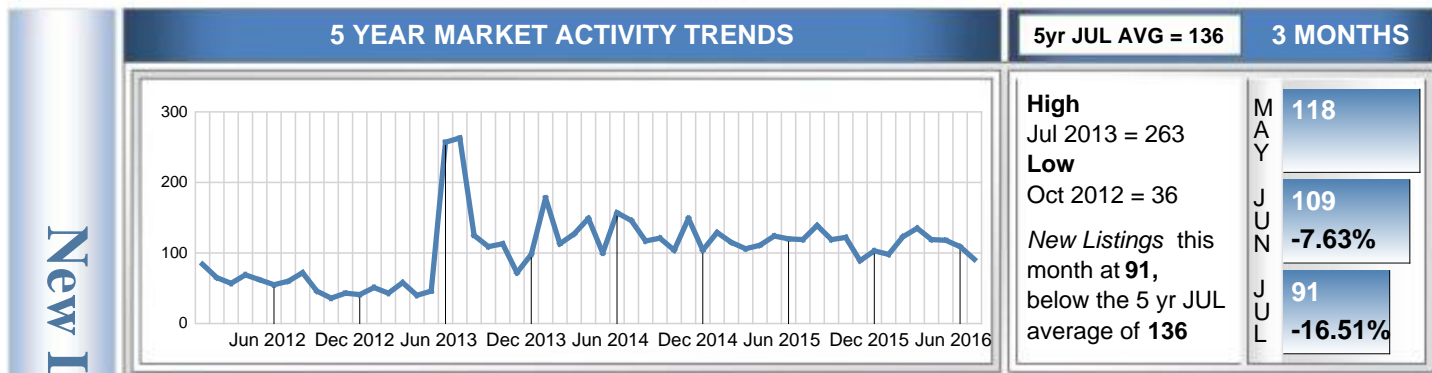
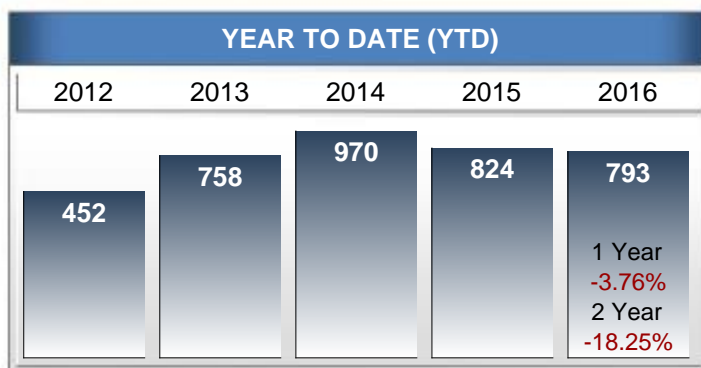
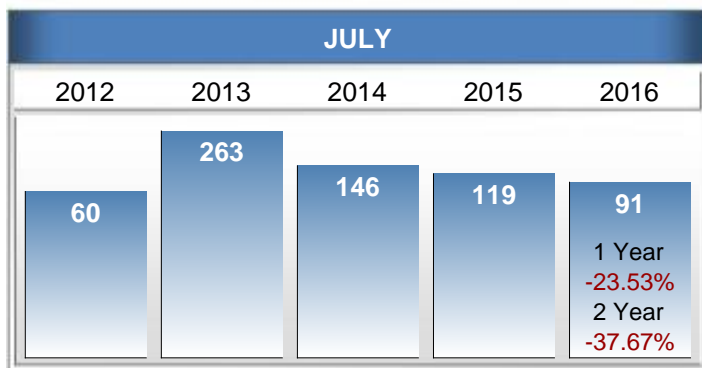
New Listings as of Aug 16, 2016



### New Listings

Report Produced on: Aug 16, 2016

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+
\$20,000 and less	3	3.30%	1	2	0	0
\$20,001 \$50,000	15	16.48%	9	4	2	0
\$50,001 \$70,000	11	12.09%	6	4	0	1
\$70,001 \$140,000	26	28.57%	3	21	1	1
\$140,001 \$160,000	7	7.69%	1	6	0	0
\$160,001 \$280,000	20	21.98%	1	12	5	2
\$280,001 and up	9	9.89%	4	2	3	0
<b>Total New Listed Units:</b>	<b>91</b>		<b>25</b>	<b>51</b>	<b>11</b>	<b>4</b>
<b>Total New Listed Volume:</b>	<b>12,453,499</b>		<b>3.18M</b>	<b>6.44M</b>	<b>2.26M</b>	<b>572.00K</b>
<b>Average New Listed Listing Price:</b>	<b>\$102,200</b>		<b>\$127,296</b>	<b>\$126,192</b>	<b>\$205,754</b>	<b>\$143,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

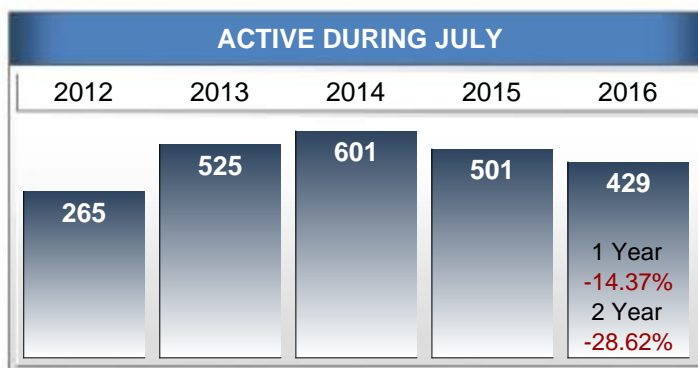
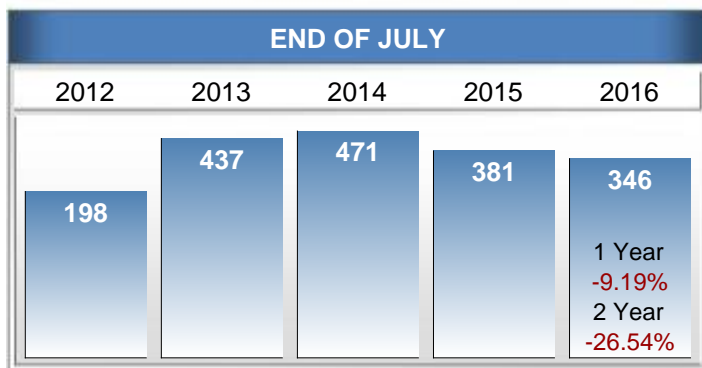
Active Inventory as of Aug 16, 2016



### Active Inventory

Report Produced on: Aug 16, 2016

Area Delimited by County Of Muskogee



Active Inventory

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**5yr JUL AVG = 367**      **3 MONTHS**

**High**  
Oct 2013 = 499

**Low**  
Apr 2013 = 98

*Inventory* this month at **346**, below the 5 yr JUL average of **367**

MAY	352
JUN	339
JUL	346
<b>-3.69%</b>	
JUL	346
<b>2.06%</b>	

#### 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	63	18.21%	106.6	55	5	3	0		
\$25,001-\$50,000	49	14.16%	109.6	35	12	2	0		
\$50,001-\$100,000	96	27.75%	76.7	40	49	5	2		
\$100,001-\$175,000	56	16.18%	56.8	10	41	5	0		
\$175,001-\$325,000	47	13.58%	71.1	9	23	10	5		
\$325,001 and up	35	10.12%	91.5	21	2	10	2		
Total Active Inventory by Units:				346	84.3	170	132	35	9
Total Active Inventory by Volume:				54,703,900		27.14M	16.57M	8.54M	2.46M
Average Active Inventory Listing Price:				\$158,104		\$159,639	\$125,519	\$244,029	\$272,867



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

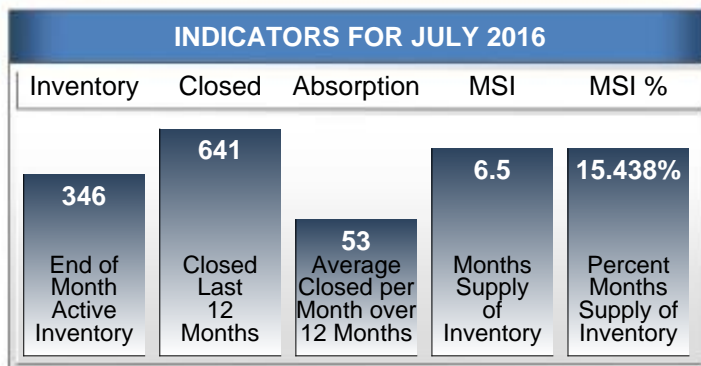
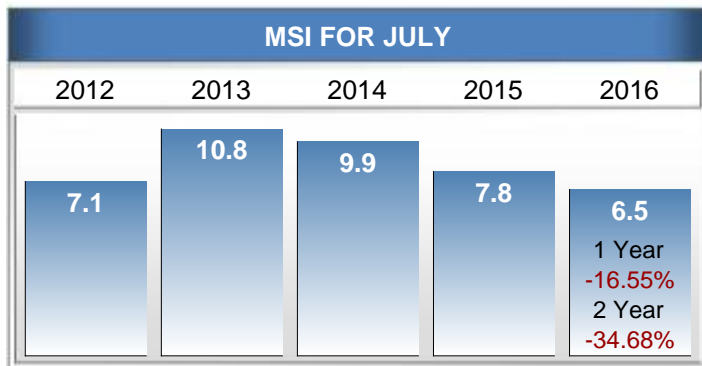
Active Inventory as of Aug 16, 2016



### Months Supply of Inventory

Report Produced on: Aug 16, 2016

Area Delimited by County Of Muskogee



Months Supply  
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5yr JUL AVG = 8.4	3 MONTHS
<b>High</b> Jan 2012 = 21.2	MAY 6.8
<b>Low</b> Apr 2013 = 2.3	JUN 6.4
Months Supply this month at <b>6.5</b> , below the 5 yr JUL average of <b>8.4</b>	JUL 6.5
	JUL -1.75%

#### 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	24	6.94%	13.7	18.4	4.0	0.0	0.0	
\$10,001 - \$30,000	49	14.16%	6.4	8.5	2.1	9.0	0.0	
\$30,001 - \$50,000	39	11.27%	6.2	9.8	3.7	4.0	0.0	
\$50,001 - \$110,000	97	28.03%	5.7	13.7	3.9	3.5	0.0	
\$110,001 - \$180,000	57	16.47%	3.9	6.3	3.9	2.5	0.0	
\$180,001 - \$330,000	46	13.29%	8.8	0.0	8.4	4.0	0.0	
\$330,001 and up	34	9.83%	37.1	84.0	8.0	27.0	24.0	
MSI:	6.5			12.6	4.1	4.6	18.0	
Total Active Inventory:	346			170	132	35	9	



# Monthly Inventory Analysis

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## July 2016

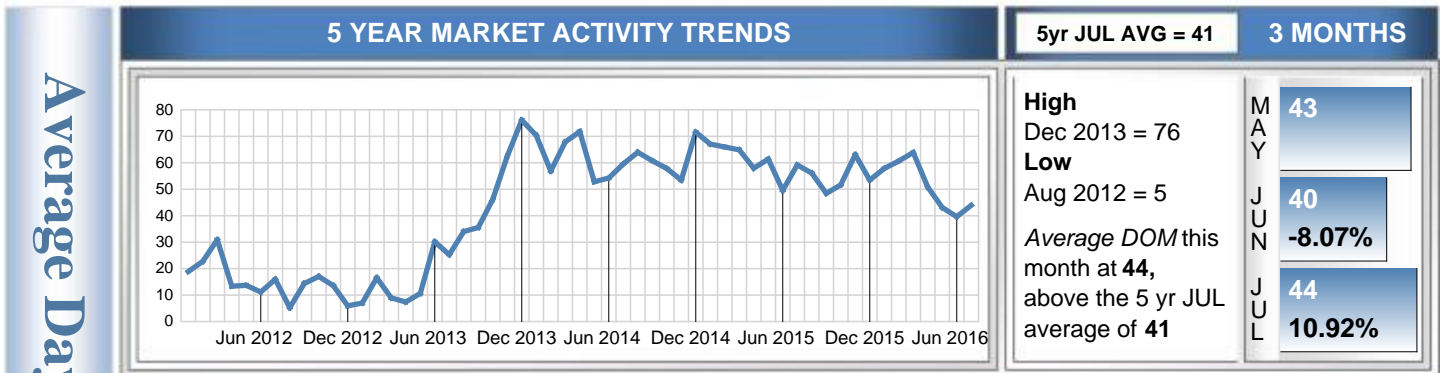
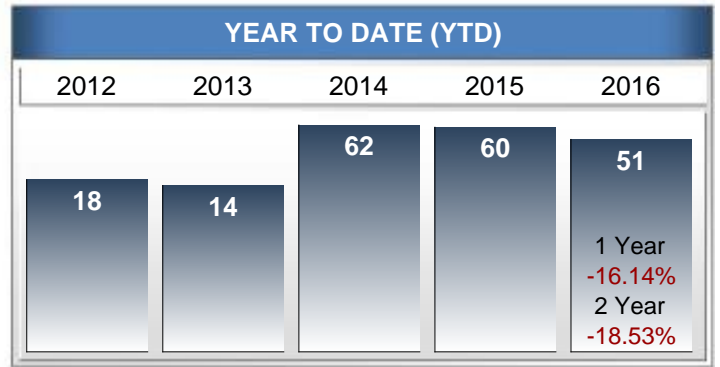
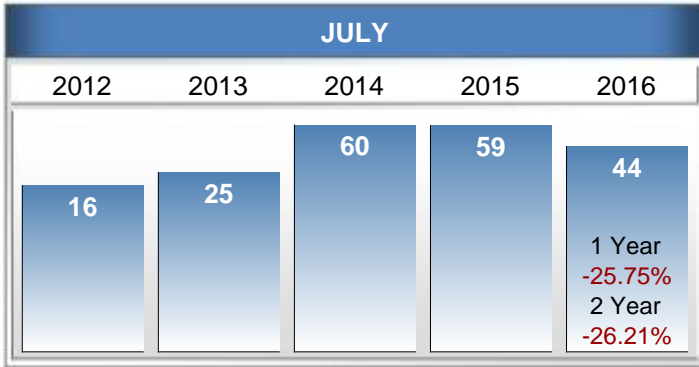
Closed Sales as of Aug 16, 2016



### Average Days on Market to Sale

Report Produced on: Aug 16, 2016

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	5	8.33%	13.2	12.0	15.0	0.0	0.0
\$20,001 \$60,000	8	13.33%	53.6	43.8	70.0	0.0	0.0
\$60,001 \$70,000	6	10.00%	93.5	122.5	70.3	105.0	0.0
\$70,001 \$110,000	18	30.00%	31.9	15.0	39.2	22.5	0.0
\$110,001 \$130,000	10	16.67%	54.2	14.0	36.7	102.7	0.0
\$130,001 \$170,000	7	11.67%	31.3	0.0	31.3	0.0	0.0
\$170,001 and up	6	10.00%	40.7	0.0	29.0	52.3	0.0
Average Closed DOM: 43.9				38.3	40.2	68.3	0.0
Total Closed Units: 60				15	36	9	0
Total Closed Volume: 5,781,834				748.93K	3.74M	1.30M	0.00B



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## July 2016

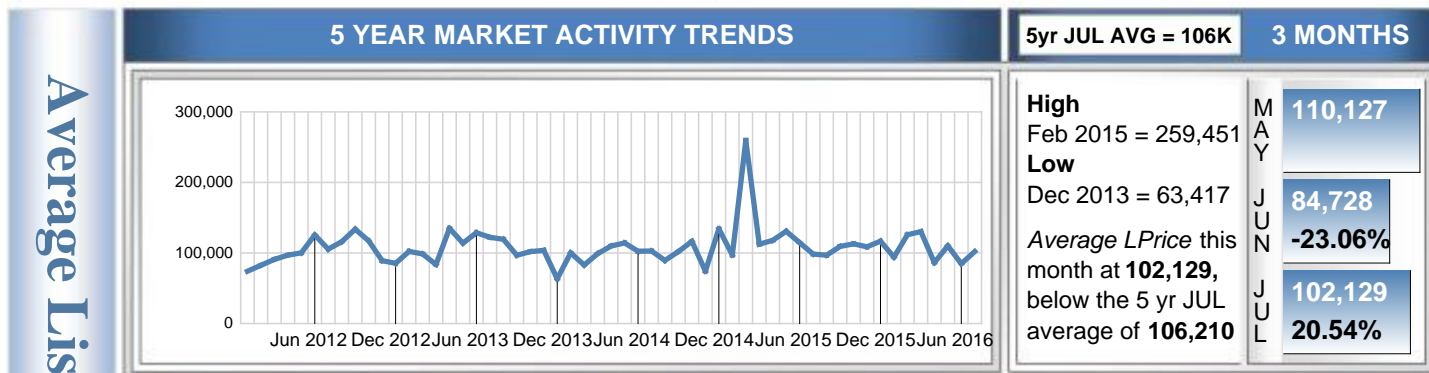
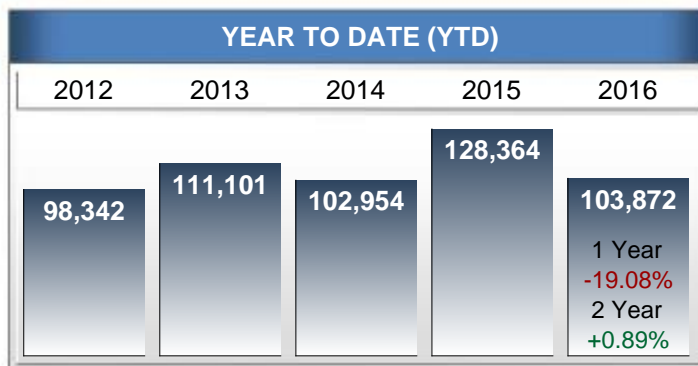
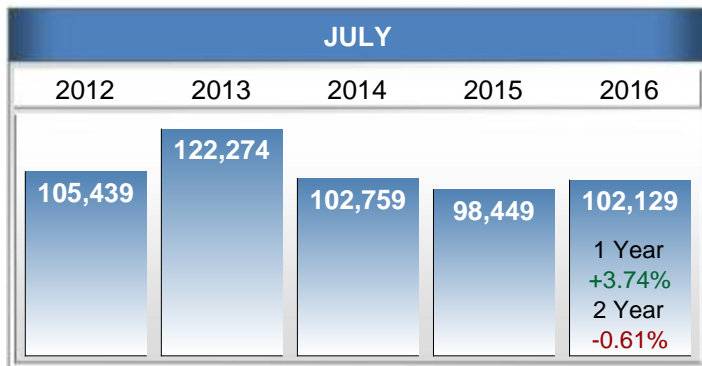
Closed Sales as of Aug 16, 2016



### Average List Price at Closing

Report Produced on: Aug 16, 2016

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	4	6.67%	13,875	14,167	19,700	0	0
\$20,001 \$60,000	10	16.67%	36,400	32,240	42,133	0	0
\$60,001 \$70,000	5	8.33%	65,840	66,200	65,600	134,900	0
\$70,001 \$110,000	16	26.67%	89,836	84,831	89,100	99,425	0
\$110,001 \$130,000	8	13.33%	123,086	149,999	126,798	137,767	0
\$130,001 \$170,000	9	15.00%	150,411	0	158,043	0	0
\$170,001 and up	8	13.33%	200,413	0	190,800	228,000	0
Average List Price:	\$102,129			\$55,028	\$107,536	\$159,006	\$0
Total Closed Units:	60			15	36	9	
Total List Volume:	6,127,762			825.42K	3.87M	1.43M	0.00B





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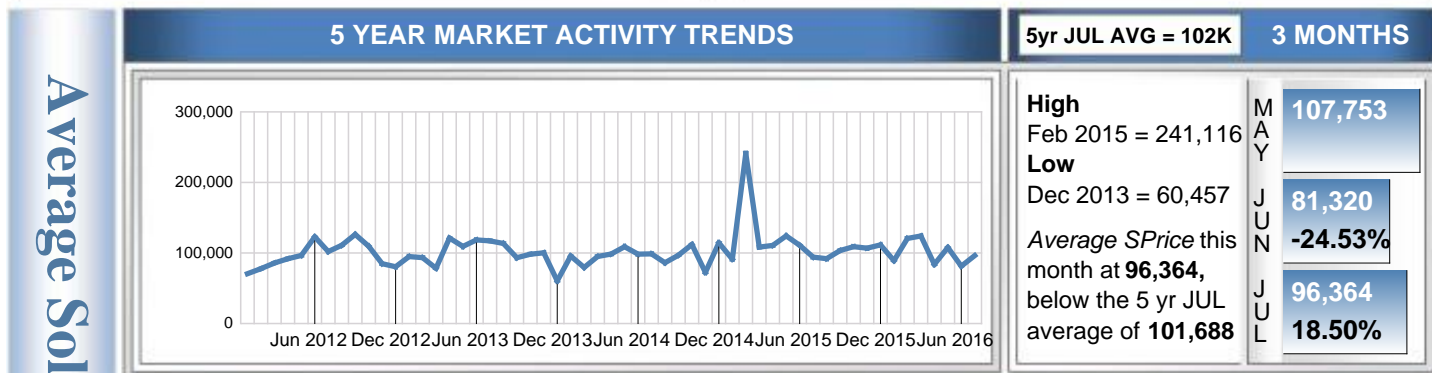
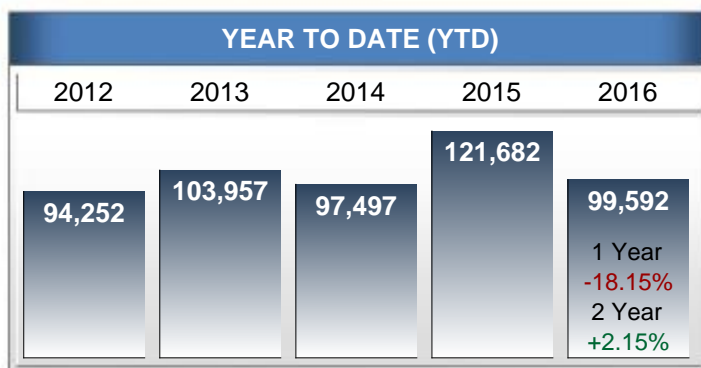
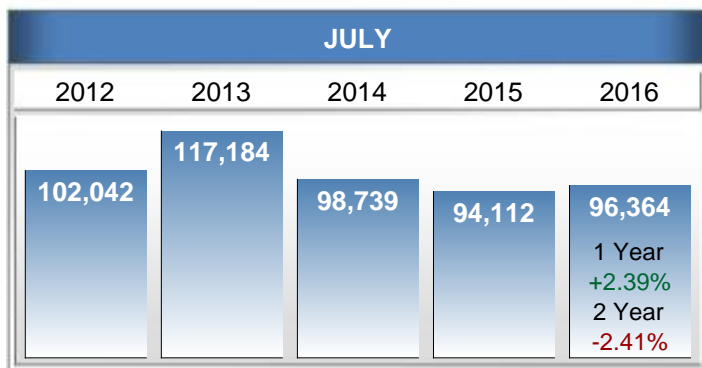
Closed Sales as of Aug 16, 2016



### Average Sold Price at Closing

Report Produced on: Aug 16, 2016

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	5		8.33%	11,400	9,000	15,000	0	0
\$20,001 \$60,000	8		13.33%	34,575	30,820	40,833	0	0
\$60,001 \$70,000	6		10.00%	65,233	63,000	65,133	70,000	0
\$70,001 \$110,000	18		30.00%	87,371	82,456	87,697	95,250	0
\$110,001 \$130,000	10		16.67%	120,915	112,000	118,958	127,800	0
\$130,001 \$170,000	7		11.67%	153,500	0	153,500	0	0
\$170,001 and up	6		10.00%	200,083	0	182,167	218,000	0
Average Closed Price:	\$96,364				\$49,928	\$103,750	\$144,211	\$0
Total Closed Units:	60				15	36	9	
Total Closed Volume:	5,781,834				748.93K	3.74M	1.30M	0.00B



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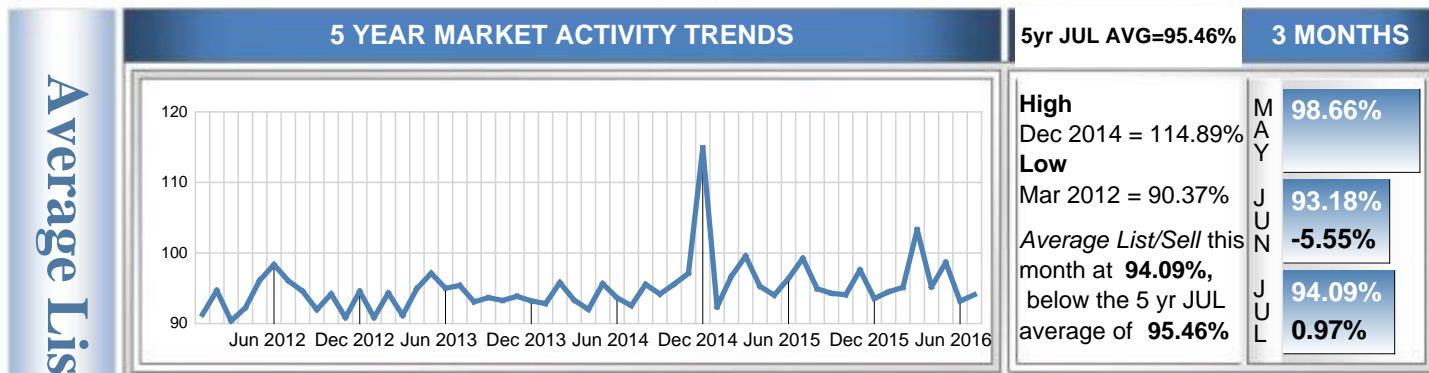
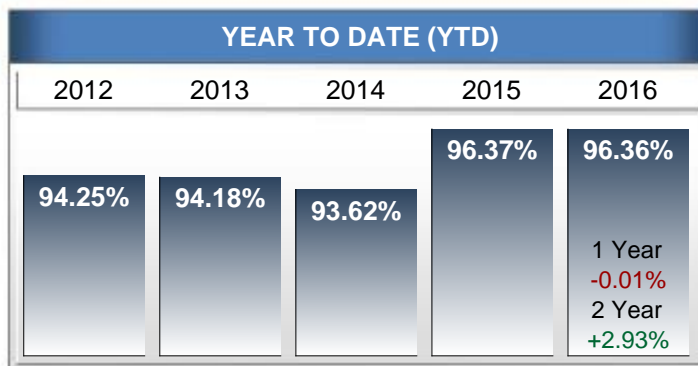
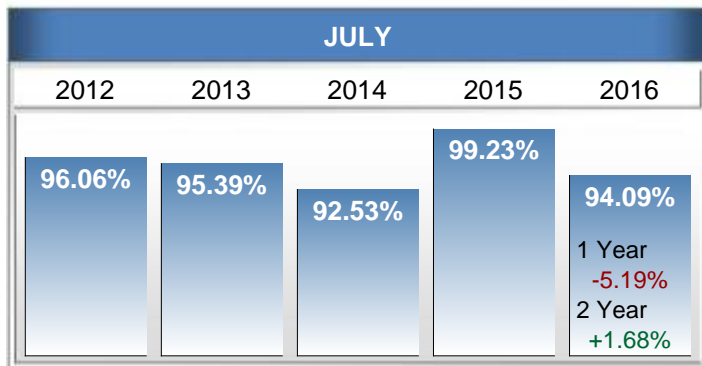
Closed Sales as of Aug 16, 2016



### Average Percent of List Price to Selling Price

Report Produced on: Aug 16, 2016

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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	5	8.33%	73.43%	72.62%	74.64%	0.00%	0.00%
\$20,001 \$60,000	8	13.33%	96.57%	95.81%	97.83%	0.00%	0.00%
\$60,001 \$70,000	6	10.00%	90.04%	95.29%	99.26%	51.89%	0.00%
\$70,001 \$110,000	18	30.00%	99.42%	97.83%	100.56%	95.80%	0.00%
\$110,001 \$130,000	10	16.67%	92.24%	74.67%	94.43%	93.73%	0.00%
\$130,001 \$170,000	7	11.67%	97.21%	0.00%	97.21%	0.00%	0.00%
\$170,001 and up	6	10.00%	95.44%	0.00%	95.54%	95.34%	0.00%
Average List/Sell Ratio: 94.10%				90.23%	96.69%	90.08%	0.00%
Total Closed Units: 60				15	36	9	
Total Closed Volume: 5,781,834				748.93K	3.74M	1.30M	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2016

Inventory as of Aug 16, 2016



### Market Summary

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Area Delimited by County Of Muskogee



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

**Active Inventory** as of July 31, 2016 = 346

	JULY			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	58	60	3.45%	335	401	19.70%
Pending Sales	56	57	1.79%	371	432	16.44%
New Listings	119	91	-23.53%	824	793	-3.76%
Average List Price	98,449	102,129	3.74%	128,364	103,872	-19.08%
Average Sale Price	94,112	96,364	2.39%	121,682	99,592	-18.15%
Average Percent of List Price to Selling Price	99.23%	94.09%	-5.19%	96.37%	96.36%	-0.01%
Average Days on Market to Sale	59.17	43.93	-25.75%	60.25	50.53	-16.14%
Monthly Inventory	381	346	-9.19%	381	346	-9.19%
Months Supply of Inventory	7.76	6.48	-16.55%	7.76	6.48	-16.55%

