



July 2016

Area Delimited by County Of Muskogee

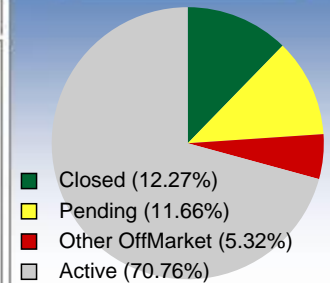


Absorption: Last 12 months, an Average of **53** Sales/Month

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%
Median List Price	73,450	99,950	36.08%
Median Sale Price	77,700	90,500	16.47%
Median Percent of List Price to Selling Price	96.55%	95.91%	-0.66%
Median Days on Market to Sale	41.00	24.00	-41.46%
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.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **16.47%** in July 2016 to \$90,500 versus the previous year at \$77,700.

Median Days on Market Shortens

The median number of **24.00** days that homes spent on the market before selling decreased by 17.00 days or **41.46%** in July 2016 compared to last year's same month at **41.00** DOM.

Sales Success for July 2016 is Positive

Overall, with Median 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.

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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.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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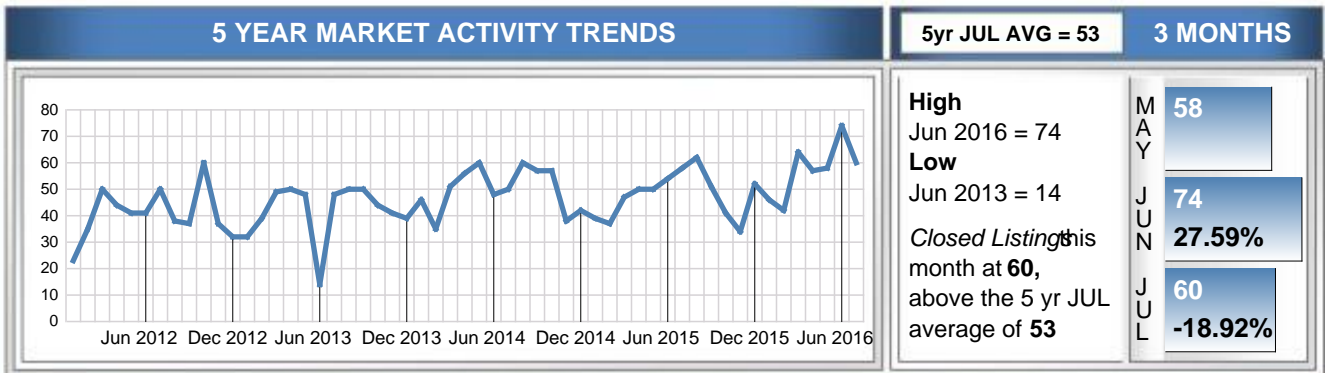
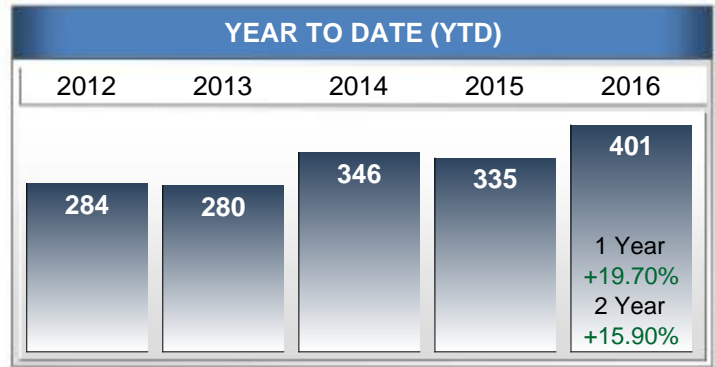
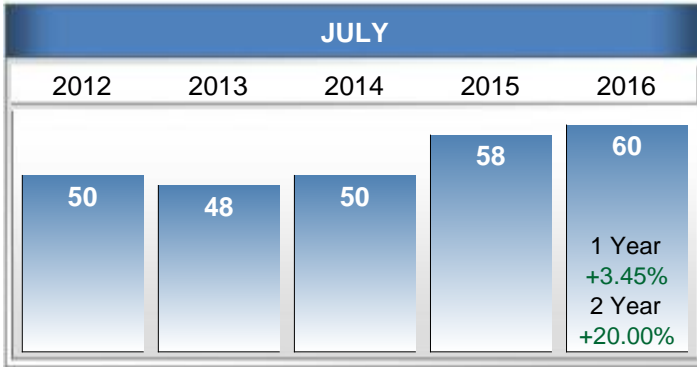
Closed Sales as of Aug 16, 2016



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	8.33%	13.0	3	2	0	0
\$20,001 \$60,000	8	13.33%	35.0	5	3	0	0
\$60,001 \$70,000	6	10.00%	106.0	2	3	1	0
\$70,001 \$110,000	18	30.00%	14.0	4	12	2	0
\$110,001 \$130,000	10	16.67%	39.0	1	6	3	0
\$130,001 \$170,000	7	11.67%	16.0	0	7	0	0
\$170,001 and up	6	10.00%	30.0	0	3	3	0
Total Closed Units:	60		24.0	15	36	9	0.00B
Total Closed Volume:	5,781,834			748.93K	3.74M	1.30M	\$0
Median Closed Price:	\$90,500			\$39,900	\$104,500	\$127,500	



Monthly Inventory Analysis

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July 2016

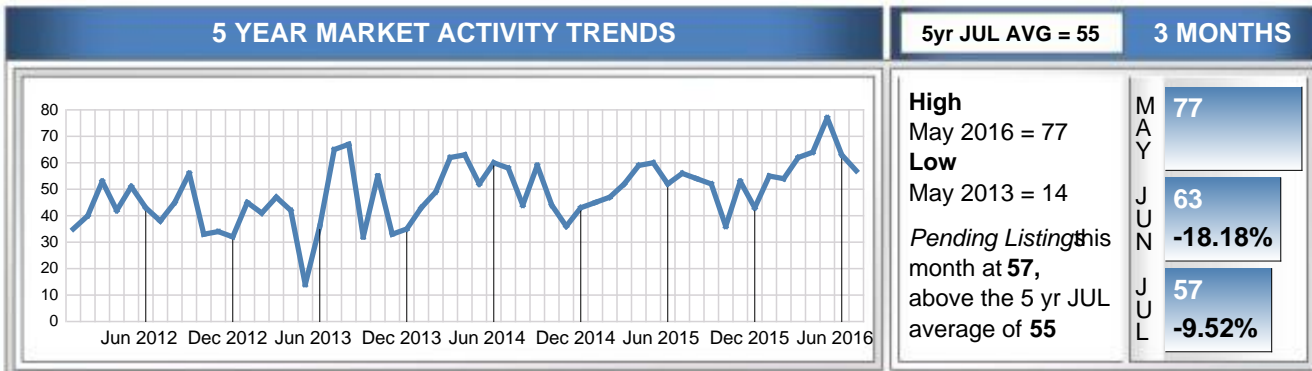
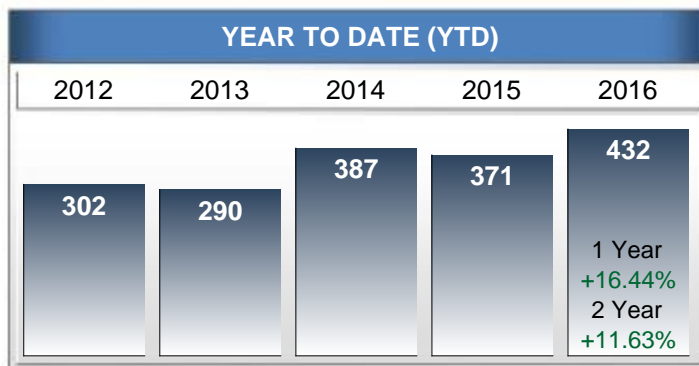
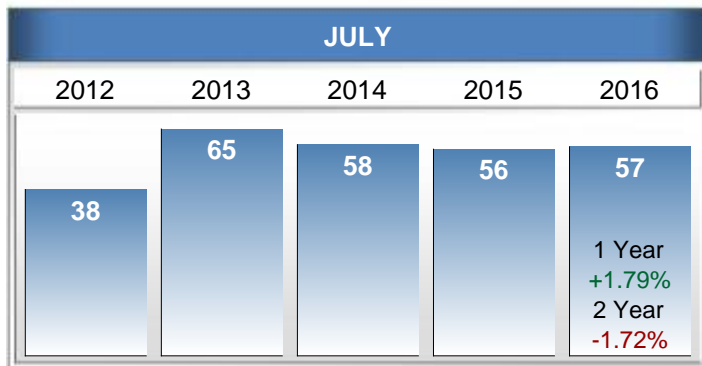
Pending Listings as of Aug 16, 2016



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		%	MDOM	≤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%	33.0	6	5	0	0
\$40,001 \$70,000	6	10.53%	82.0	4	2	0	0
\$70,001 \$120,000	15	26.32%	56.0	2	12	1	0
\$120,001 \$170,000	9	15.79%	52.0	2	7	0	0
\$170,001 \$230,000	8	14.04%	66.0	0	7	0	1
\$230,001 and up	6	10.53%	85.0	1	0	5	0
Total Pending Units: 57				56.0			
Total Pending Volume: 6,720,419				1.25M 3.81M 1.48M 179.00K			
Median Listing Price: \$110,000				\$50,000 \$115,000 \$279,950 \$179,000			



Monthly Inventory Analysis

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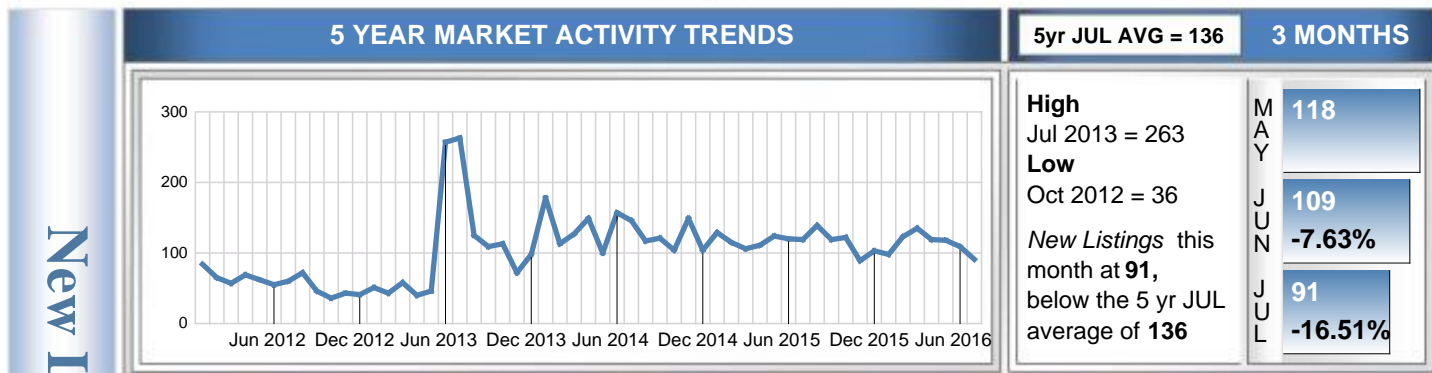
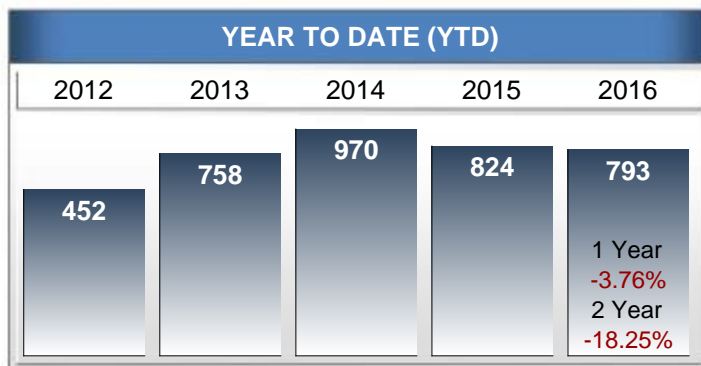
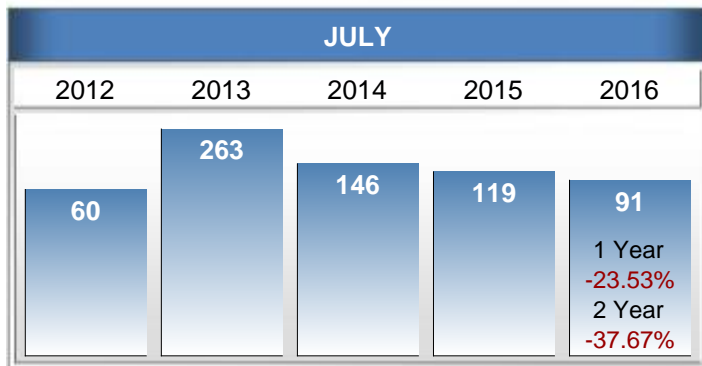
New Listings as of Aug 16, 2016



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
Total New Listed Units:	91		25	51	11	4
Total New Listed Volume:	12,453,499		3.18M	6.44M	2.26M	572.00K
Median New Listed Listing Price:	\$110,500		\$59,500	\$119,900	\$165,000	\$139,500



Monthly Inventory Analysis

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July 2016

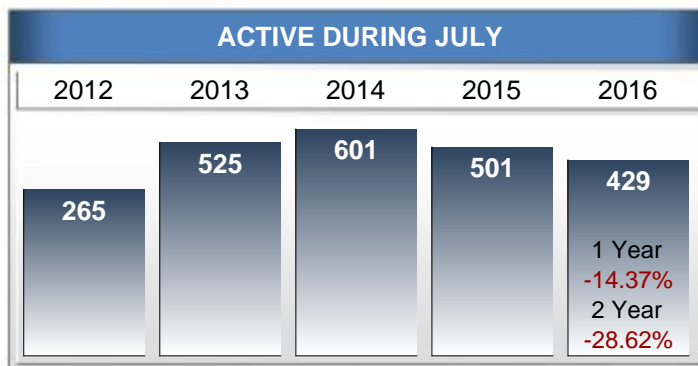
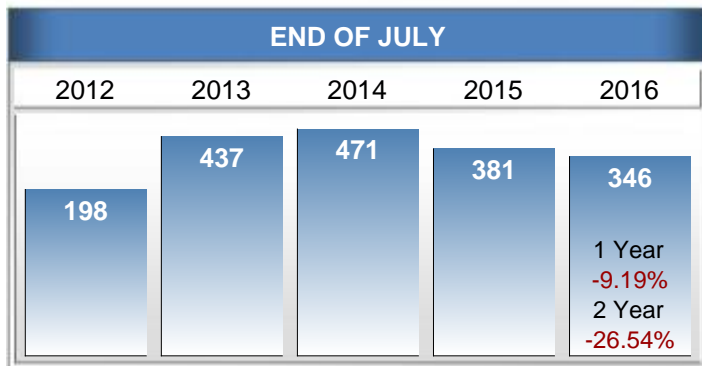
Active Inventory as of Aug 16, 2016



Active Inventory

Report Produced on: Aug 16, 2016

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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
-3.69%	
JUL	346
2.06%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	24	6.94%	181.0	23	1	0	0		
\$10,001 - \$30,000	49	14.16%	64.0	41	5	3	0		
\$30,001 - \$50,000	39	11.27%	122.0	26	11	2	0		
\$50,001 - \$110,000	97	28.03%	68.0	40	50	5	2		
\$110,001 - \$180,000	57	16.47%	47.0	10	42	5	0		
\$180,001 - \$330,000	46	13.29%	58.5	9	21	11	5		
\$330,001 and up	34	9.83%	97.0	21	2	9	2		
Total Active Inventory by Units:				346	70.5	170	132	35	9
Total Active Inventory by Volume:				54,703,900		27.14M	16.57M	8.54M	2.46M
Median Active Inventory Listing Price:				\$79,900		\$49,000	\$103,450	\$187,500	\$229,000



Monthly Inventory Analysis

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July 2016

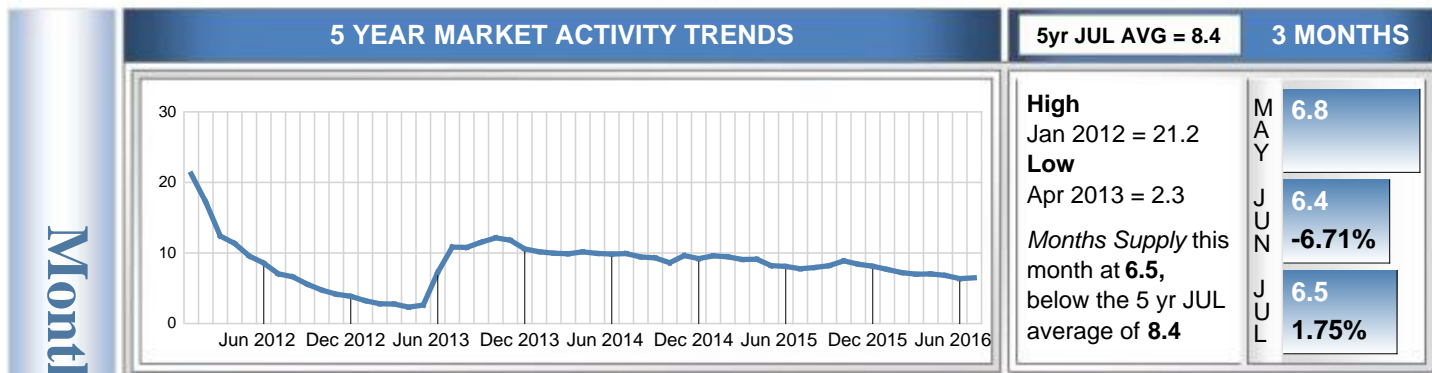
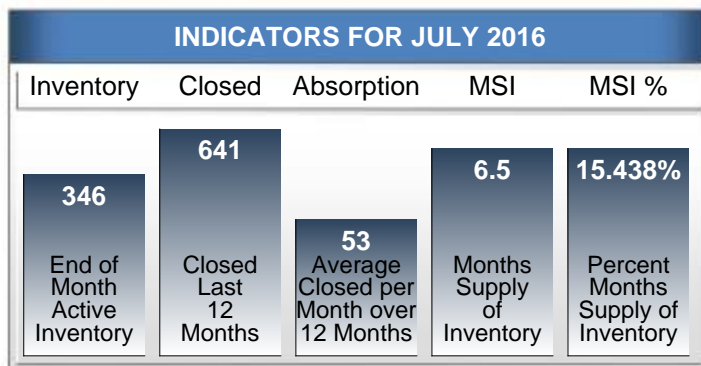
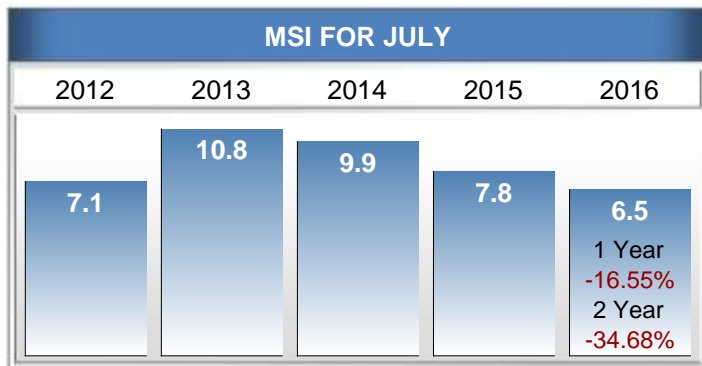
Active Inventory as of Aug 16, 2016



Months Supply of Inventory

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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	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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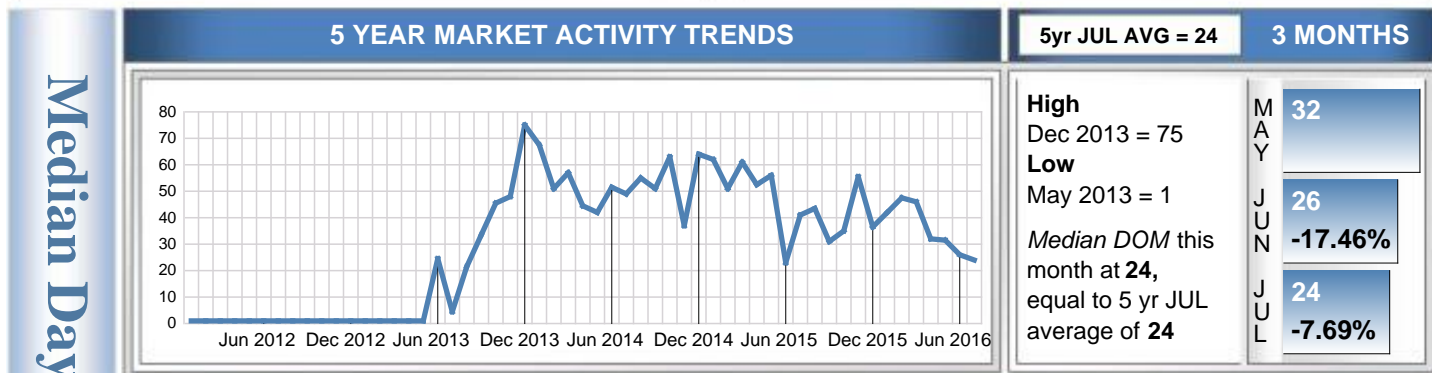
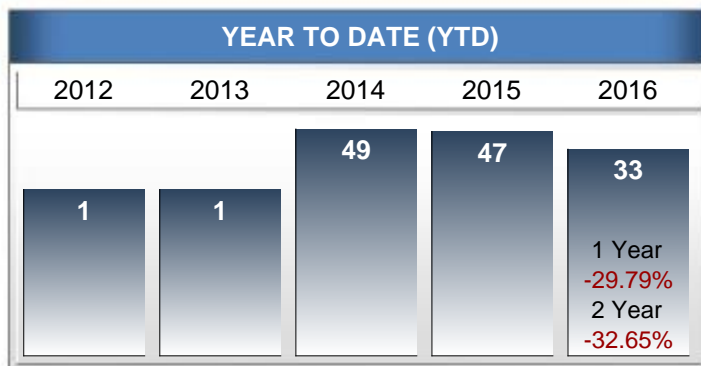
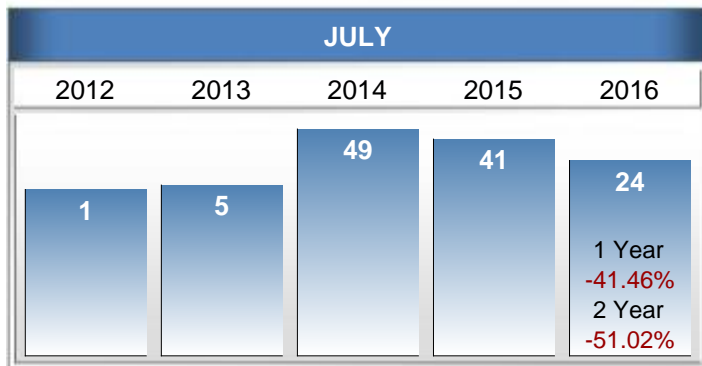
Closed Sales as of Aug 16, 2016



Median Days on Market to Sale

Report Produced on: Aug 16, 2016

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Median Days on Market

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MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range				%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5			8.33%	13.0	8.0	15.0	0.0	0.0
\$20,001 \$60,000	8			13.33%	35.0	24.0	36.0	0.0	0.0
\$60,001 \$70,000	6			10.00%	106.0	122.5	67.0	105.0	0.0
\$70,001 \$110,000	18			30.00%	14.0	11.0	13.0	22.5	0.0
\$110,001 \$130,000	10			16.67%	39.0	14.0	34.0	123.0	0.0
\$130,001 \$170,000	7			11.67%	16.0	0.0	16.0	0.0	0.0
\$170,001 and up	6			10.00%	30.0	0.0	3.0	53.0	0.0
Median Closed DOM:	24.0					20.0	19.5	53.0	0.0
Total Closed Units:	60					15	36	9	
Total Closed Volume:	5,781,834					748.93K	3.74M	1.30M	0.00B



Monthly Inventory Analysis

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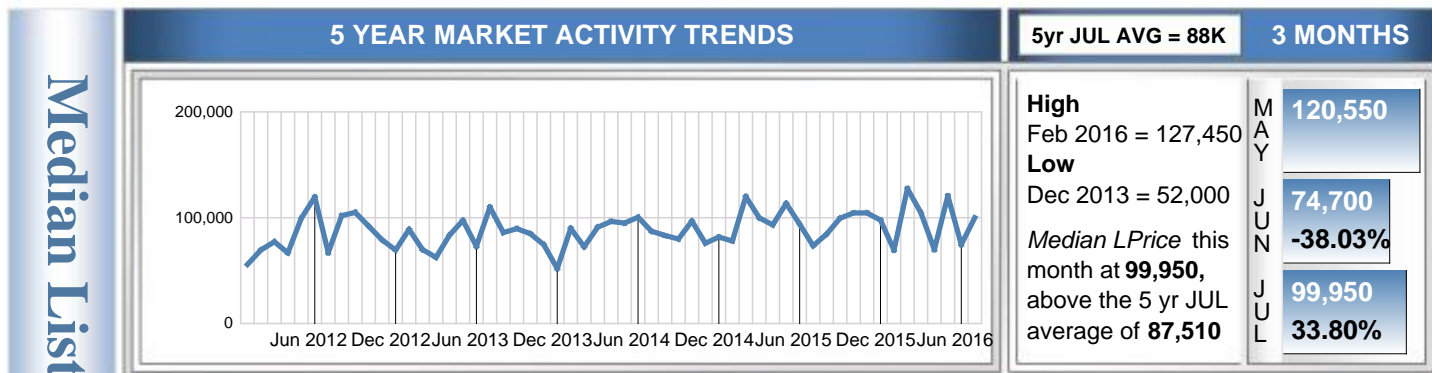
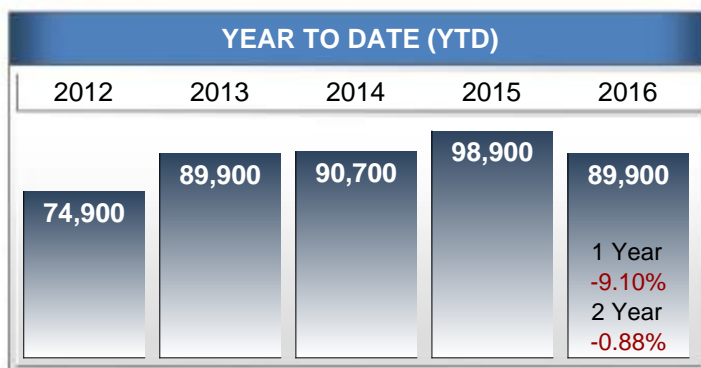
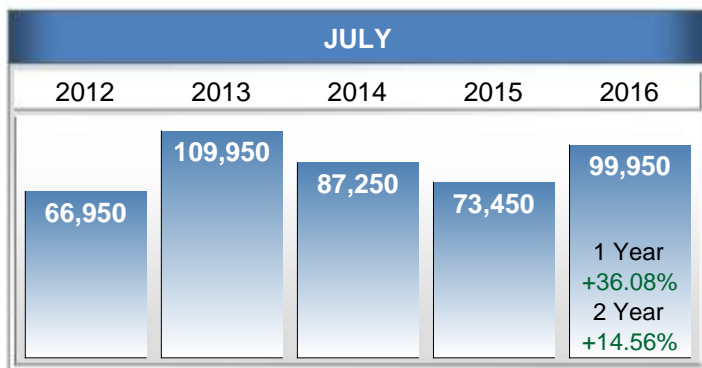
Closed Sales as of Aug 16, 2016



Median List Price at Closing

Report Produced on: Aug 16, 2016

Area Delimited by County Of Muskogee



Median List Price

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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range			%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	4		6.67%	13,500	12,500	14,500	0	0
\$20,001 \$60,000	10		16.67%	36,900	33,900	44,500	0	0
\$60,001 \$70,000	5		8.33%	65,000	66,200	65,000	0	0
\$70,001 \$110,000	16		26.67%	83,250	79,663	83,250	99,425	0
\$110,001 \$130,000	8		13.33%	124,500	0	122,000	126,900	0
\$130,001 \$170,000	9		15.00%	149,999	149,999	150,700	147,200	0
\$170,001 and up	8		13.33%	193,700	0	179,500	216,000	0
Median List Price:		\$99,950			\$39,900	\$107,950	\$134,900	\$0
Total Closed Units:		60			15	36	9	
Total List Volume:		6,127,762			825.42K	3.87M	1.43M	0.00B



Monthly Inventory Analysis

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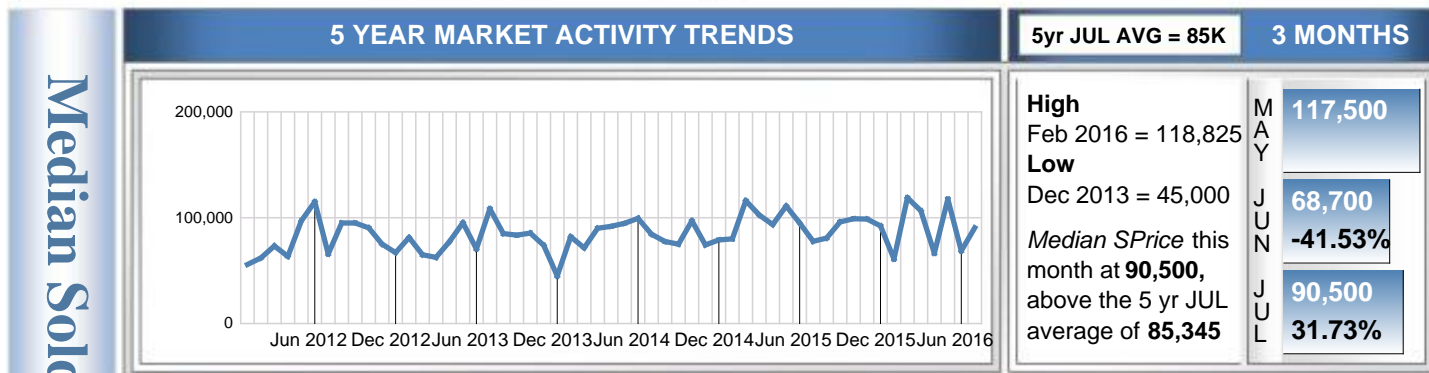
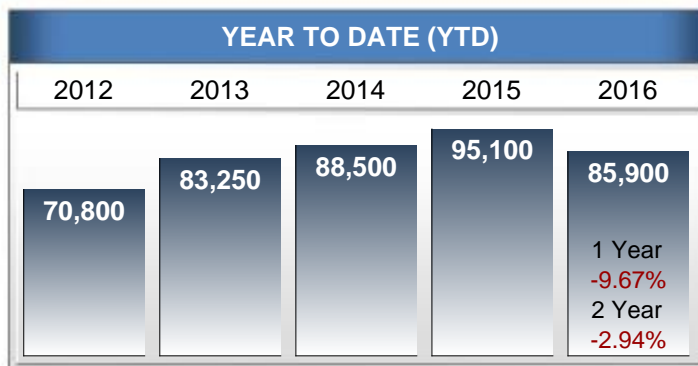
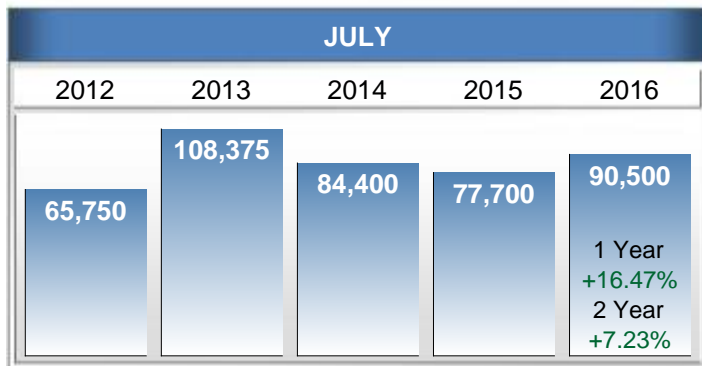
Closed Sales as of Aug 16, 2016



Median Sold Price at Closing

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Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5		8.33%	9,500	9,000	15,000	0	0
\$20,001 \$60,000	8		13.33%	34,500	32,000	44,500	0	0
\$60,001 \$70,000	6		10.00%	64,950	63,000	64,900	70,000	0
\$70,001 \$110,000	18		30.00%	83,750	79,663	83,750	95,250	0
\$110,001 \$130,000	10		16.67%	120,000	112,000	119,750	127,500	0
\$130,001 \$170,000	7		11.67%	151,500	0	151,500	0	0
\$170,001 and up	6		10.00%	190,500	0	182,500	200,000	0
Median Closed Price:	\$90,500				\$39,900	\$104,500	\$127,500	\$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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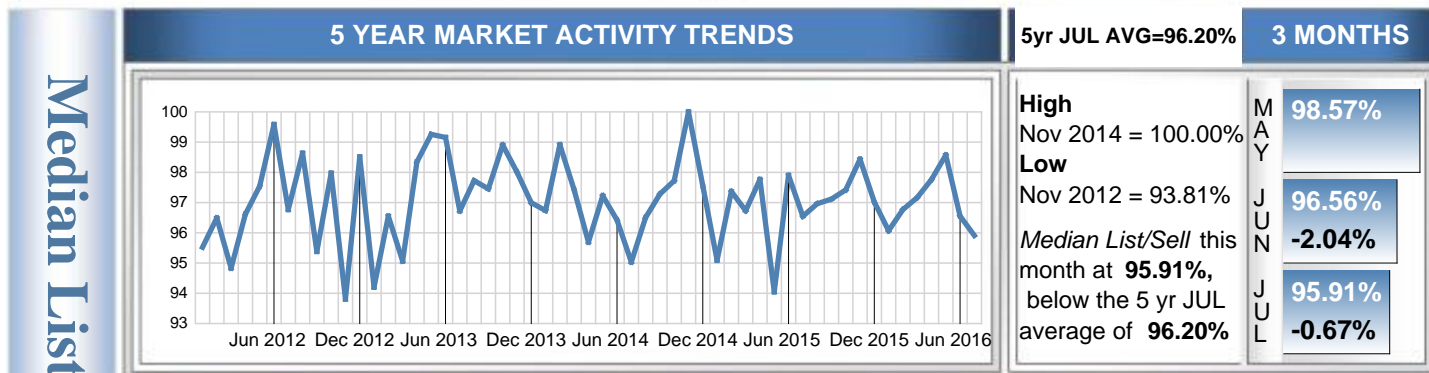
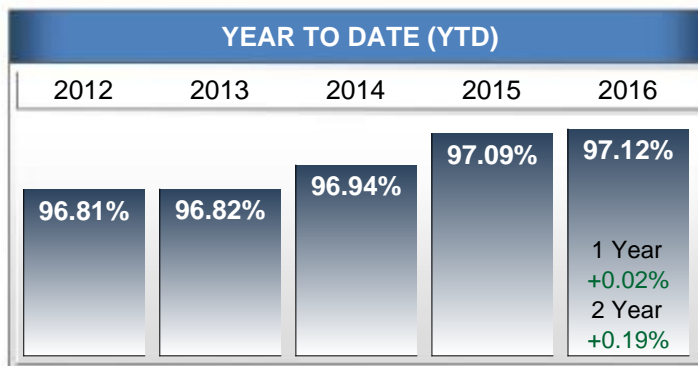
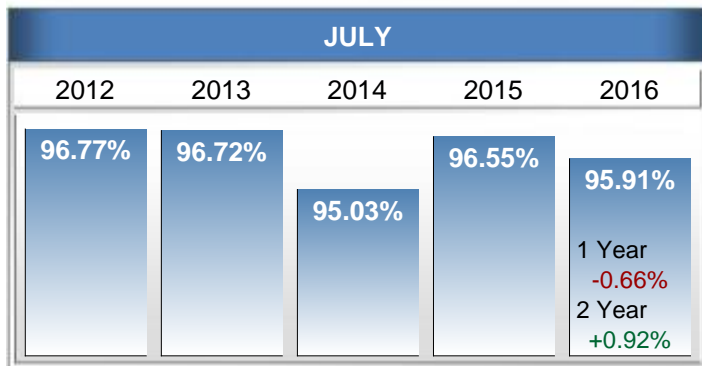
Closed Sales as of Aug 16, 2016



Median Percent of List Price to Selling Price

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MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	8.33%	76.00%	76.00%	74.64%	0.00%	0.00%
\$20,001 \$60,000	8	13.33%	97.20%	94.40%	100.00%	0.00%	0.00%
\$60,001 \$70,000	6	10.00%	96.49%	95.29%	100.00%	51.89%	0.00%
\$70,001 \$110,000	18	30.00%	96.99%	100.00%	96.79%	95.80%	0.00%
\$110,001 \$130,000	10	16.67%	97.51%	74.67%	97.51%	99.69%	0.00%
\$130,001 \$170,000	7	11.67%	97.88%	0.00%	97.88%	0.00%	0.00%
\$170,001 and up	6	10.00%	95.28%	0.00%	95.82%	94.74%	0.00%
Median List/Sell Ratio: 95.91%				94.40%	96.77%	95.78%	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

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July 2016

Inventory as of Aug 16, 2016



Market Summary

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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%
Median List Price	73,450	99,950	36.08%	98,900	89,900	-9.10%
Median Sale Price	77,700	90,500	16.47%	95,100	85,900	-9.67%
Median Percent of List Price to Selling Price	96.55%	95.91%	-0.66%	97.09%	97.12%	0.02%
Median Days on Market to Sale	41.00	24.00	-41.46%	47.00	33.00	-29.79%
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%

