



July 2017

Area Delimited by County Of Muskogee

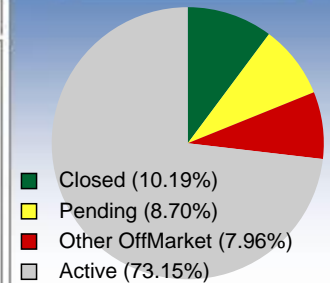


Absorption: Last 12 months, an Average of **53** Sales/Month

Active Inventory as of July 30, 2017 = **395**

	JULY		
	2016	2017	+/- %
Closed Listings	61	55	-9.84%
Pending Listings	52	47	-9.62%
New Listings	90	101	12.22%
Average List Price	100,865	111,034	10.08%
Average Sale Price	94,981	106,343	11.96%
Average Percent of List Price to Selling Price	93.33%	93.71%	0.40%
Average Days on Market to Sale	44.87	43.55	-2.95%
End of Month Inventory	332	395	18.98%
Months Supply of Inventory	6.13	7.39	20.65%

Market Activity



Monthly Inventory Analysis

Report Produced on: Aug 14, 2017

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of July 2017 rose **18.98%** to 395 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 **7.39** 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 **11.96%** in July 2017 to \$106,343 versus the previous year at \$94,981.

Average Days on Market Shortens

The average number of **43.55** days that homes spent on the market before selling decreased by 1.32 days or **2.95%** in July 2017 compared to last year's same month at **44.87** DOM.

Sales Success for July 2017 is Positive

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

There were 101 New Listings in July 2017, up **12.22%** from last year at 90. Furthermore, there were 55 Closed Listings this month versus last year at 61, a **-9.84%** decrease.

Closed versus Listed trends yielded a **54.5%** ratio, down from last year's July 2017 at **67.8%**, a **19.66%** downswing. This will certainly create pressure on an increasing 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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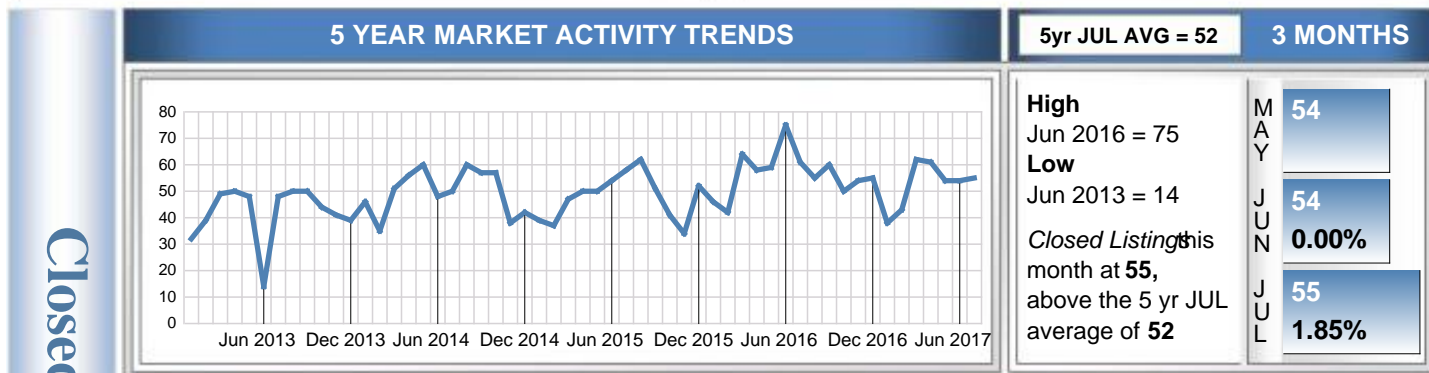
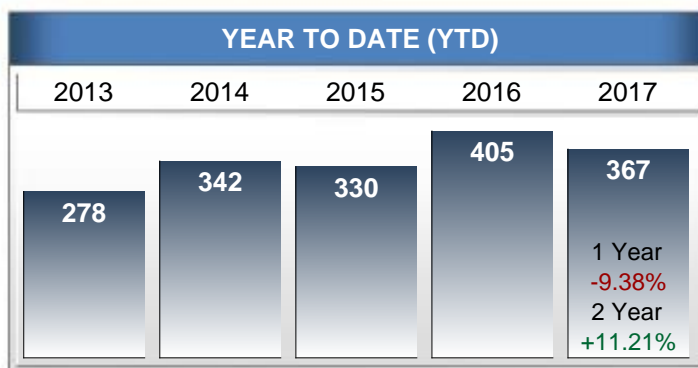
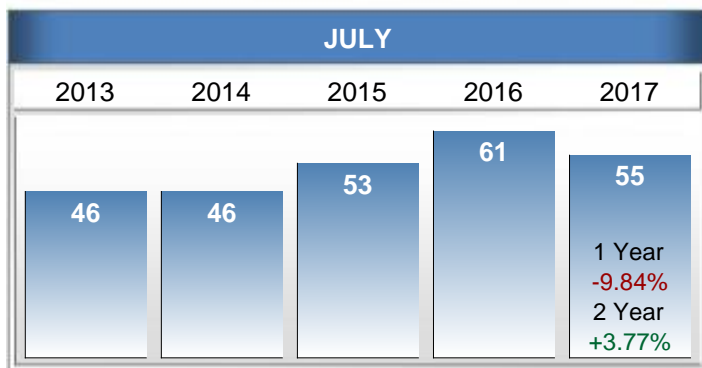
Closed Sales as of Aug 14, 2017



Closed Listings

Report Produced on: Aug 14, 2017

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+
\$30,000 and less	7	12.73%	39.4	5	2	0	0
\$30,001 - \$50,000	5	9.09%	79.4	3	2	0	0
\$50,001 - \$70,000	9	16.36%	65.2	3	6	0	0
\$70,001 - \$110,000	13	23.64%	36.5	1	11	1	0
\$110,001 - \$150,000	5	9.09%	25.4	0	4	1	0
\$150,001 - \$210,000	10	18.18%	37.1	1	7	2	0
\$210,001 and up	6	10.91%	27.0	0	3	3	0
Total Closed Units:	55		43.5	13	35	7	0.00B
Total Closed Volume:	5,848,848			666.90K	3.88M	1.31M	0.00B
Average Closed Price:	\$106,343			\$51,300	\$110,744	\$186,557	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

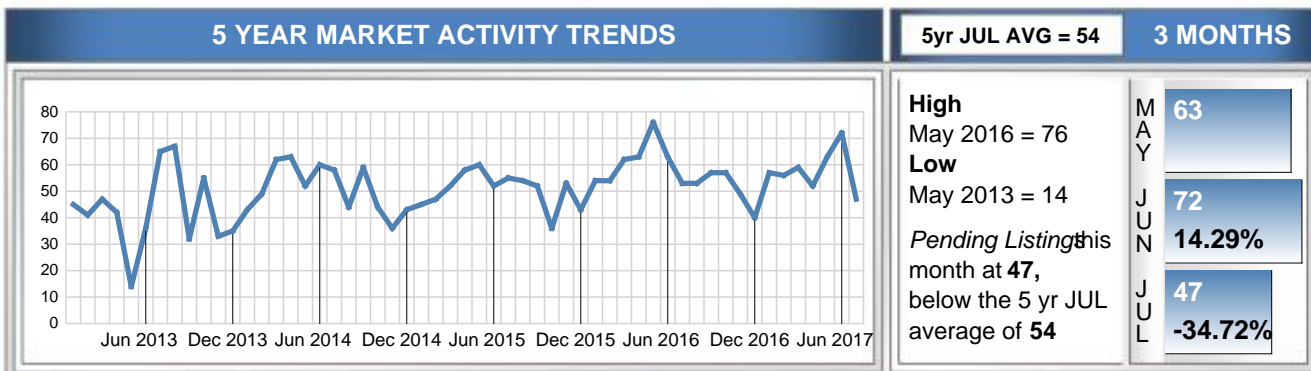
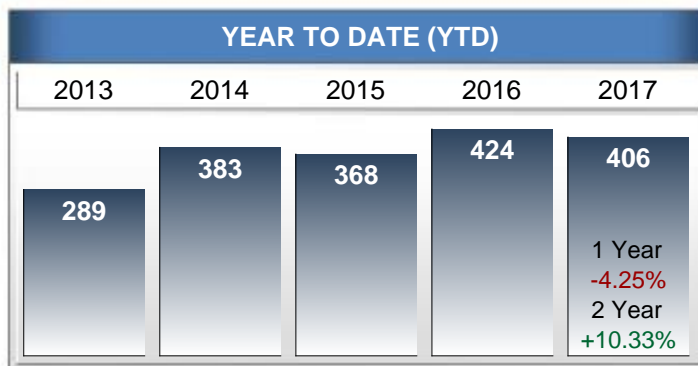
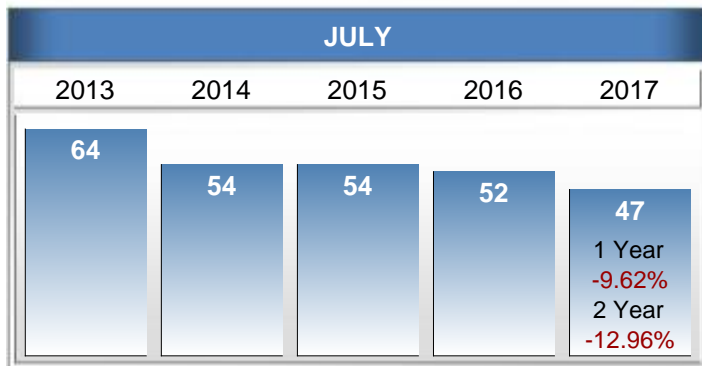
Pending Listings as of Aug 14, 2017



Pending Listings

Report Produced on: Aug 14, 2017

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	8.51%	53.5	3	1	0	0
\$20,001 \$30,000	3	6.38%	88.0	2	1	0	0
\$30,001 \$40,000	6	12.77%	74.5	4	2	0	0
\$40,001 \$100,000	15	31.91%	56.3	6	6	2	1
\$100,001 \$120,000	9	19.15%	51.9	1	7	1	0
\$120,001 \$130,000	4	8.51%	81.5	0	3	1	0
\$130,001 and up	6	12.77%	44.8	0	5	1	0
Total Pending Units:	47		132.4	16	25	5	1
Total Pending Volume:	3,874,300			733.20K	2.52M	566.40K	50.00K
Average Listing Price:	\$60,840			\$45,825	\$100,988	\$113,280	\$50,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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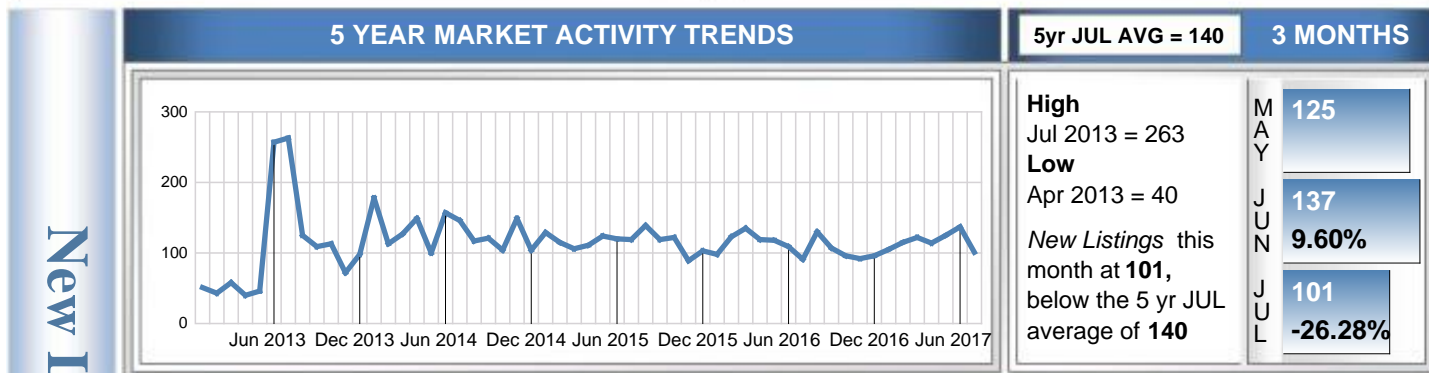
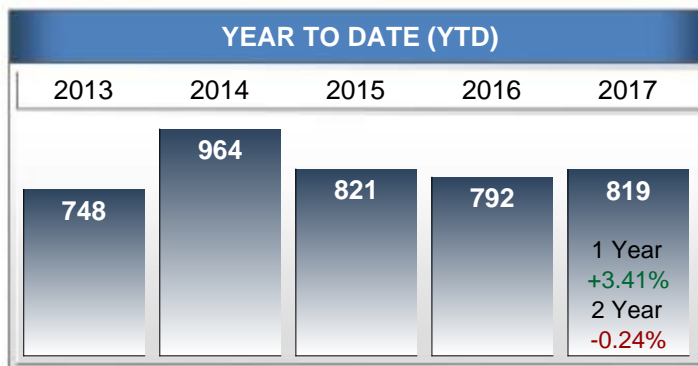
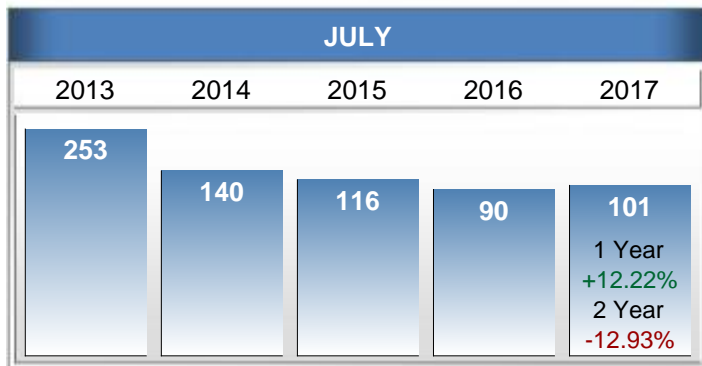
New Listings as of Aug 14, 2017



New Listings

Report Produced on: Aug 14, 2017

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+
\$10,000 and less	4	3.96%	1	2	0	1
\$10,001 - \$30,000	17	16.83%	13	3	1	0
\$30,001 - \$50,000	12	11.88%	6	5	0	1
\$50,001 - \$110,000	31	30.69%	7	20	4	0
\$110,001 - \$130,000	11	10.89%	1	8	2	0
\$130,001 - \$210,000	15	14.85%	2	11	1	1
\$210,001 and up	11	10.89%	2	7	0	2
Total New Listed Units:			32	56	8	5
Total New Listed Volume:			2.08M	6.88M	722.95K	829.80K
Average New Listed Listing Price:			\$65,142	\$122,901	\$90,369	\$165,960



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

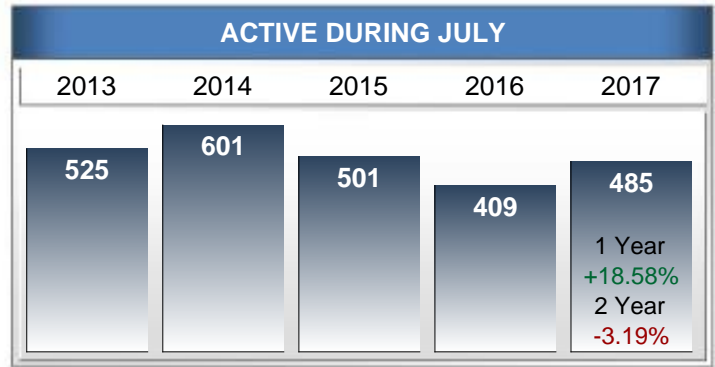
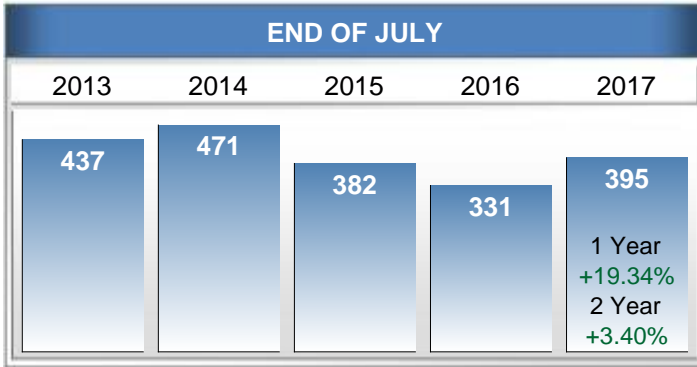
Active Inventory as of Aug 14, 2017



Active Inventory

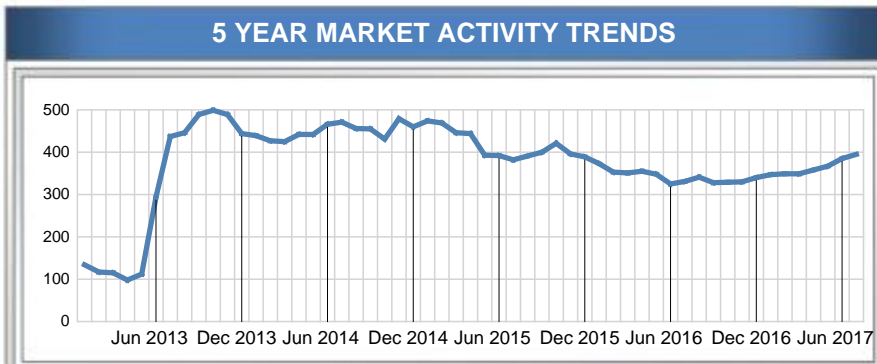
Report Produced on: Aug 14, 2017

Area Delimited by County Of Muskogee



Active Inventory

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5yr JUL AVG = 403 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **395**, below the 5 yr JUL average of **403**

MAY	367
JUN	385
JUL	395

4.90% (Jun vs Jul)
2.60% (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	67	16.96%	90.7	57	6	2	2	
\$25,001-\$50,000	47	11.90%	111.8	29	15	2	1	
\$50,001-\$125,000	128	32.41%	74.6	33	79	15	1	
\$125,001-\$175,000	55	13.92%	72.0	12	32	10	1	
\$175,001-\$275,000	53	13.42%	78.0	10	23	16	4	
\$275,001 and up	45	11.39%	93.1	27	6	9	3	
Total Active Inventory by Units:			395	83.9	168	161	54	12
Total Active Inventory by Volume:			61,553,667		29.54M	20.06M	9.46M	2.49M
Average Active Inventory Listing Price:			\$155,832		\$175,831	\$124,612	\$175,175	\$207,675



Monthly Inventory Analysis

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July 2017

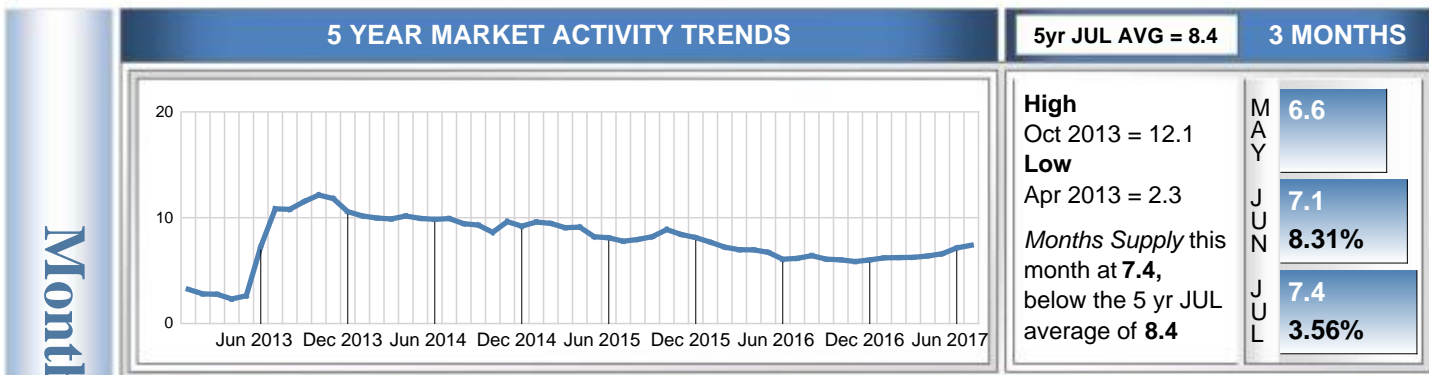
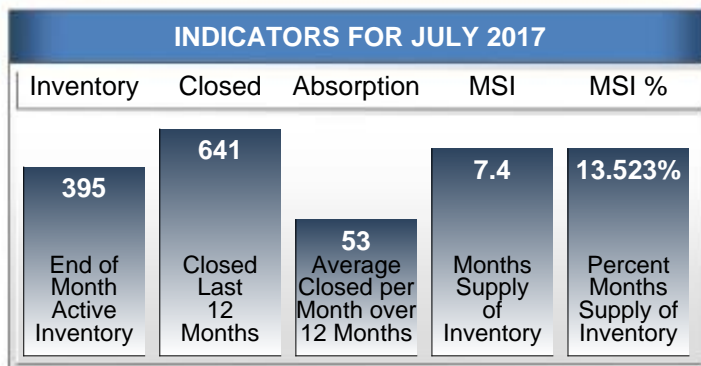
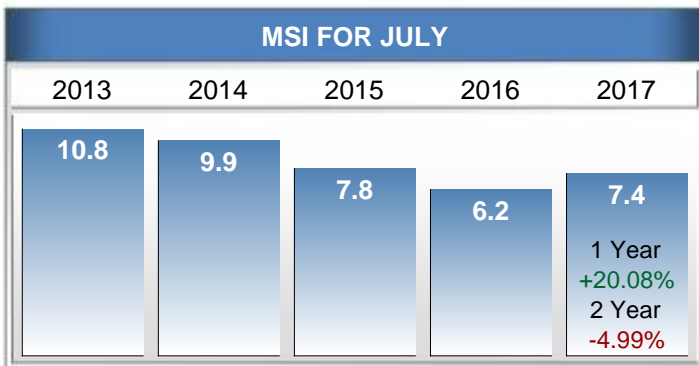
Active Inventory as of Aug 14, 2017



Months Supply of Inventory

Report Produced on: Aug 14, 2017

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+
\$10,000 and less	25	6.33%	13.0	18.0	3.0	12.0	0.0
\$10,001 \$30,000	51	12.91%	5.8	8.0	2.1	3.4	12.0
\$30,001 \$60,000	62	15.70%	5.9	7.2	4.7	6.0	6.0
\$60,001 \$120,000	99	25.06%	6.2	10.6	5.1	10.3	12.0
\$120,001 \$190,000	67	16.96%	6.9	21.0	5.0	10.0	4.0
\$190,001 \$280,000	48	12.15%	10.1	27.0	8.9	7.5	24.0
\$280,001 and up	43	10.89%	25.8	162.0	12.0	8.4	18.0
MSI:			7.4	11.8	5.1	8.3	13.1
Total Active Inventory:			395	168	161	54	12



Monthly Inventory Analysis

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July 2017

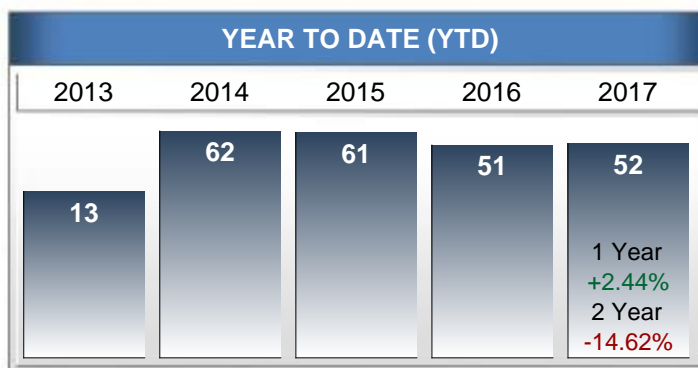
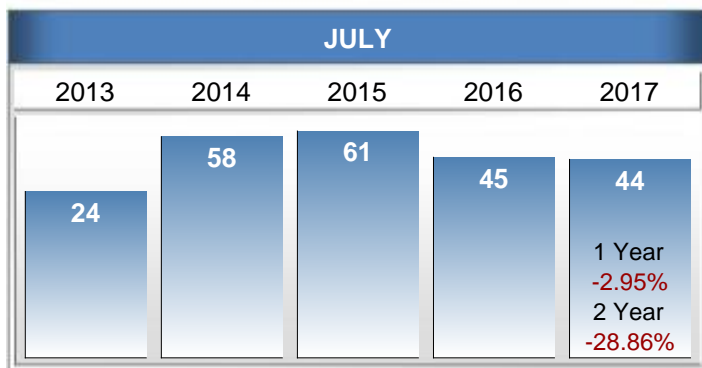
Closed Sales as of Aug 14, 2017



Average Days on Market to Sale

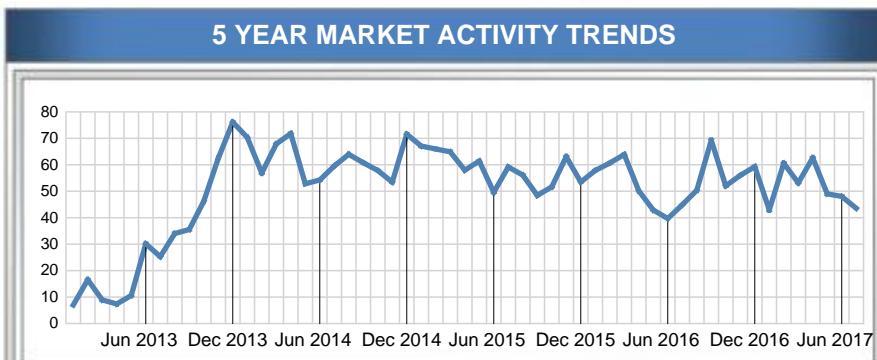
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Area Delimited by County Of Muskogee



Average Days on Market

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5yr JUL AVG = 46 **3 MONTHS**

High
Dec 2013 = 76

Low
Jan 2013 = 7

Average DOM this month at **44**, below the 5 yr JUL average of **46**

MAY	49
JUN	48
JUL	44
JUL	-9.35%

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+
\$30,000 and less	7	12.73%	39.4	44.4	27.0	0.0	0.0
\$30,001 - \$50,000	5	9.09%	79.4	117.3	22.5	0.0	0.0
\$50,001 - \$70,000	9	16.36%	65.2	101.7	47.0	0.0	0.0
\$70,001 - \$110,000	13	23.64%	36.5	1.0	41.9	13.0	0.0
\$110,001 - \$150,000	5	9.09%	25.4	0.0	29.3	10.0	0.0
\$150,001 - \$210,000	10	18.18%	37.1	8.0	42.7	32.0	0.0
\$210,001 and up	6	10.91%	27.0	0.0	6.3	47.7	0.0
Average Closed DOM: 43.5				68.3	36.5	32.9	0.0
Total Closed Units: 55				13	35	7	
Total Closed Volume: 5,848,848				666.90K	3.88M	1.31M	0.00B



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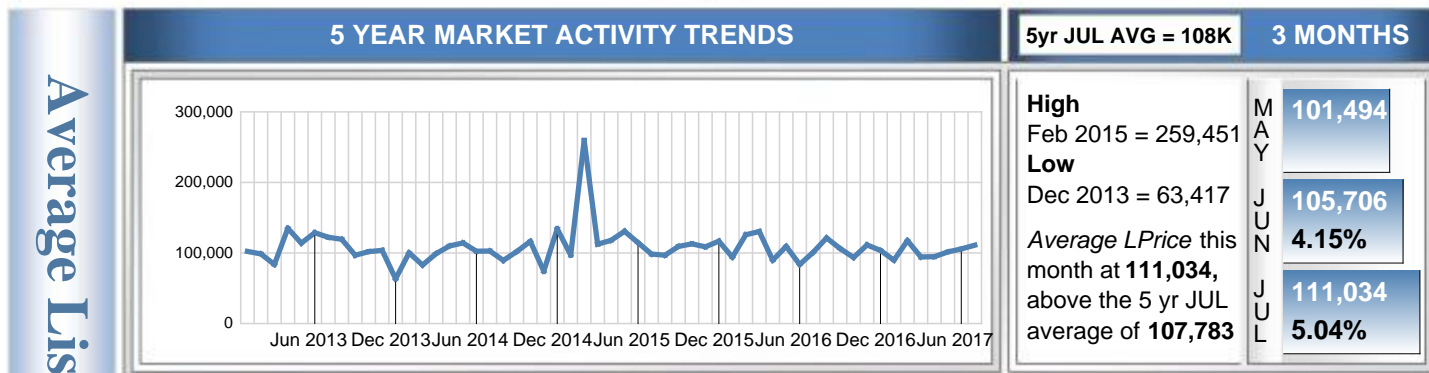
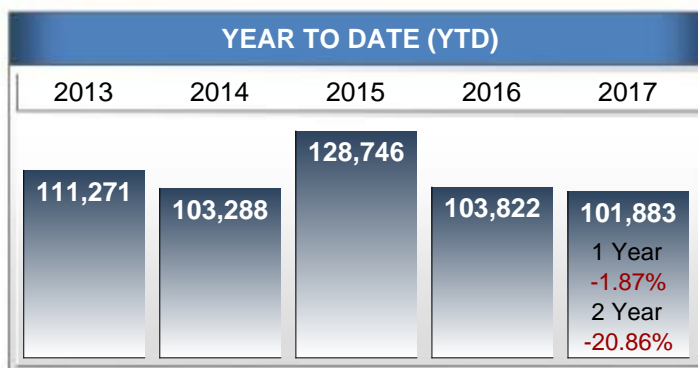
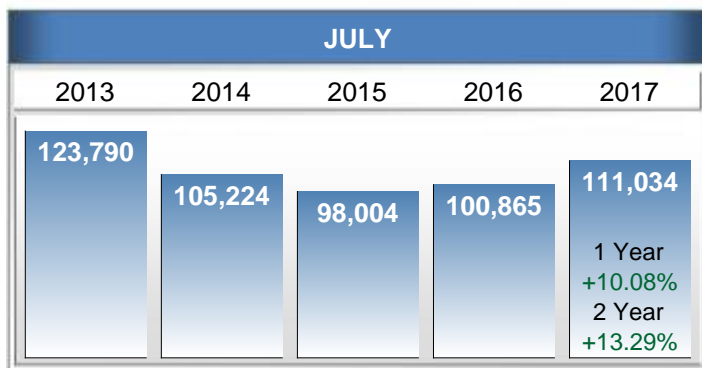
Closed Sales as of Aug 14, 2017



Average List Price at Closing

Report Produced on: Aug 14, 2017

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+
\$30,000 and less	5	9.09%	21,580	28,080	19,950	0	0
\$30,001 - \$50,000	8	14.55%	43,263	42,133	48,700	0	0
\$50,001 - \$70,000	4	7.27%	63,338	59,933	74,558	0	0
\$70,001 - \$110,000	17	30.91%	89,459	95,000	90,809	103,000	0
\$110,001 - \$150,000	5	9.09%	119,960	0	119,975	119,900	0
\$150,001 - \$210,000	10	18.18%	170,520	182,000	168,471	171,950	0
\$210,001 and up	6	10.91%	262,283	0	264,633	259,933	0
Average List Price:		\$111,034		\$55,662	\$115,333	\$192,371	\$0
Total Closed Units:		55		13	35	7	
Total List Volume:		6,106,850		723.60K	4.04M	1.35M	0.00B



Monthly Inventory Analysis

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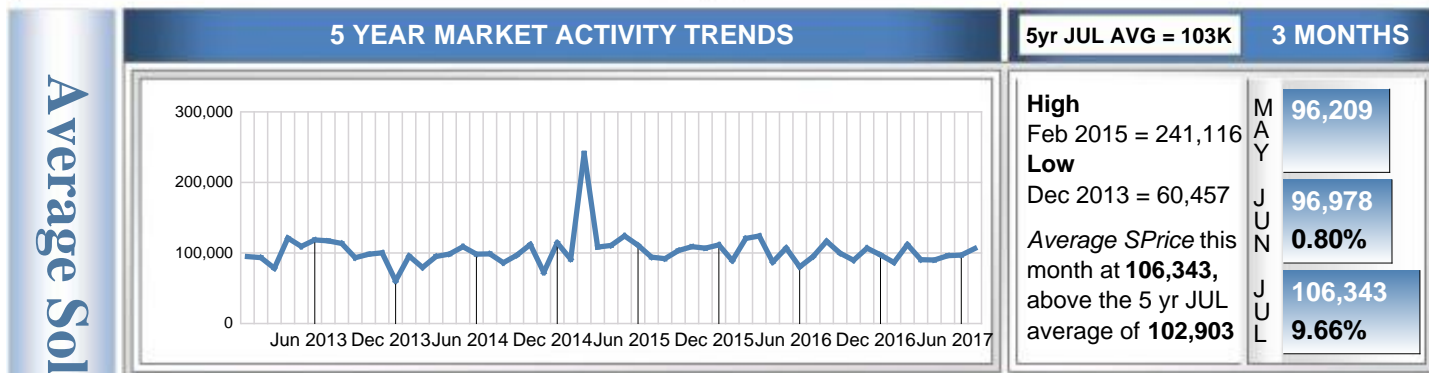
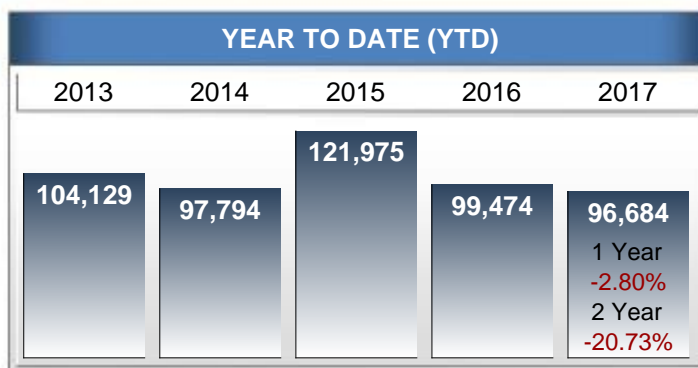
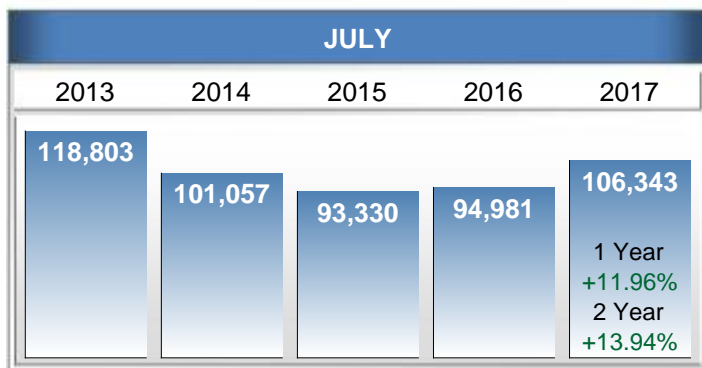
Closed Sales as of Aug 14, 2017



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+
\$30,000 and less	7	12.73%	20,500	22,700	15,000	0	0
\$30,001 \$50,000	5	9.09%	40,900	39,000	43,750	0	0
\$50,001 \$70,000	9	16.36%	61,378	55,466	64,334	0	0
\$70,001 \$110,000	13	23.64%	90,704	95,000	89,195	103,000	0
\$110,001 \$150,000	5	9.09%	117,560	0	116,975	119,900	0
\$150,001 \$210,000	10	18.18%	166,300	175,000	164,714	167,500	0
\$210,001 and up	6	10.91%	253,083	0	256,833	249,333	0
Average Closed Price: \$106,343				\$51,300	\$110,744	\$186,557	\$0
Total Closed Units: 55				13	35	7	
Total Closed Volume: 5,848,848				666.90K	3.88M	1.31M	0.00B



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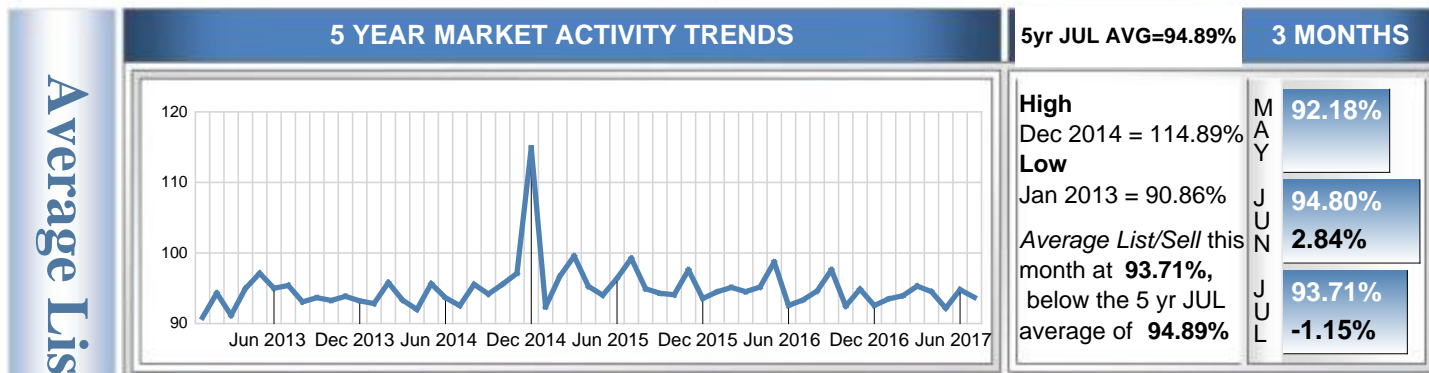
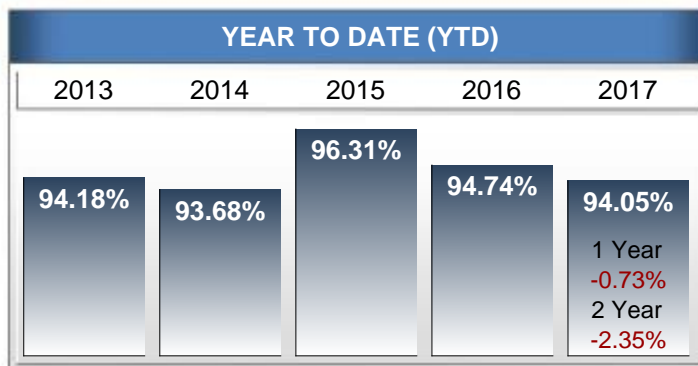
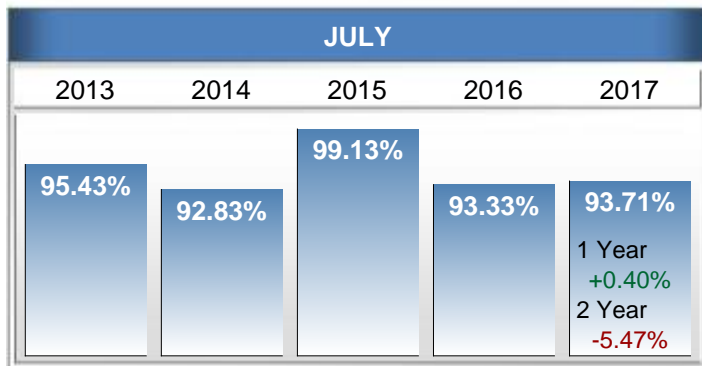
Closed Sales as of Aug 14, 2017



Average Percent of List Price to Selling 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+
\$30,000 and less	7	12.73%	80.25%	80.31%	80.12%	0.00%	0.00%
\$30,001 \$50,000	5	9.09%	91.67%	92.87%	89.88%	0.00%	0.00%
\$50,001 \$70,000	9	16.36%	89.39%	93.69%	87.24%	0.00%	0.00%
\$70,001 \$110,000	13	23.64%	98.74%	100.00%	98.52%	100.00%	0.00%
\$110,001 \$150,000	5	9.09%	98.06%	0.00%	97.57%	100.00%	0.00%
\$150,001 \$210,000	10	18.18%	97.49%	96.15%	97.71%	97.42%	0.00%
\$210,001 and up	6	10.91%	96.72%	0.00%	97.09%	96.36%	0.00%
Average List/Sell Ratio: 93.70%				89.03%	94.65%	97.70%	0.00%
Total Closed Units: 55				13	35	7	
Total Closed Volume: 5,848,848				666.90K	3.88M	1.31M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

July 2017

Inventory as of Aug 14, 2017



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 30, 2017 = 395

	JULY			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	61	55	-9.84%	405	367	-9.38%
Pending Sales	52	47	-9.62%	424	406	-4.25%
New Listings	90	101	12.22%	792	819	3.41%
Average List Price	100,865	111,034	10.08%	103,822	101,883	-1.87%
Average Sale Price	94,981	106,343	11.96%	99,474	96,684	-2.80%
Average Percent of List Price to Selling Price	93.33%	93.71%	0.40%	94.74%	94.05%	-0.73%
Average Days on Market to Sale	44.87	43.55	-2.95%	50.51	51.74	2.44%
Monthly Inventory	332	395	18.98%	332	395	18.98%
Months Supply of Inventory	6.13	7.39	20.65%	6.13	7.39	20.65%

