



June 2017

Area Delimited by County Of Muskogee

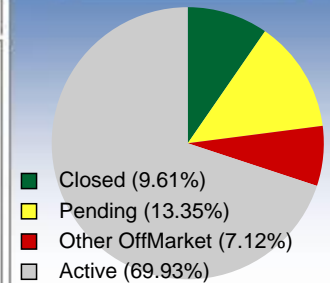


Absorption: Last 12 months, an Average of **54** Sales/Month

Active Inventory as of June 30, 2017 = **393**

	JUNE		
	2016	2017	+/-%
Closed Listings	75	54	-28.00%
Pending Listings	63	75	19.05%
New Listings	109	136	24.77%
Average List Price	83,698	105,706	26.30%
Average Sale Price	80,283	96,978	20.80%
Average Percent of List Price to Selling Price	92.56%	94.80%	2.42%
Average Days on Market to Sale	39.71	48.04	20.98%
End of Month Inventory	325	393	20.92%
Months Supply of Inventory	6.07	7.29	19.99%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 11, 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 June 2017 rose **20.92%** to 393 existing homes available for sale. Over the last 12 months this area has had an average of 54 closed sales per month. This represents an unsold inventory index of **7.29** 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 **20.80%** in June 2017 to \$96,978 versus the previous year at \$80,283.

Average Days on Market Lengthens

The average number of **48.04** days that homes spent on the market before selling increased by 8.33 days or **20.98%** in June 2017 compared to last year's same month at **39.71** DOM.

Sales Success for June 2017 is Positive

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

There were 136 New Listings in June 2017, up **24.77%** from last year at 109. Furthermore, there were 54 Closed Listings this month versus last year at 75, a **-28.00%** decrease.

Closed versus Listed trends yielded a **39.7%** ratio, down from last year's June 2017 at **68.8%**, a **42.29%** 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.

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Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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June 2017

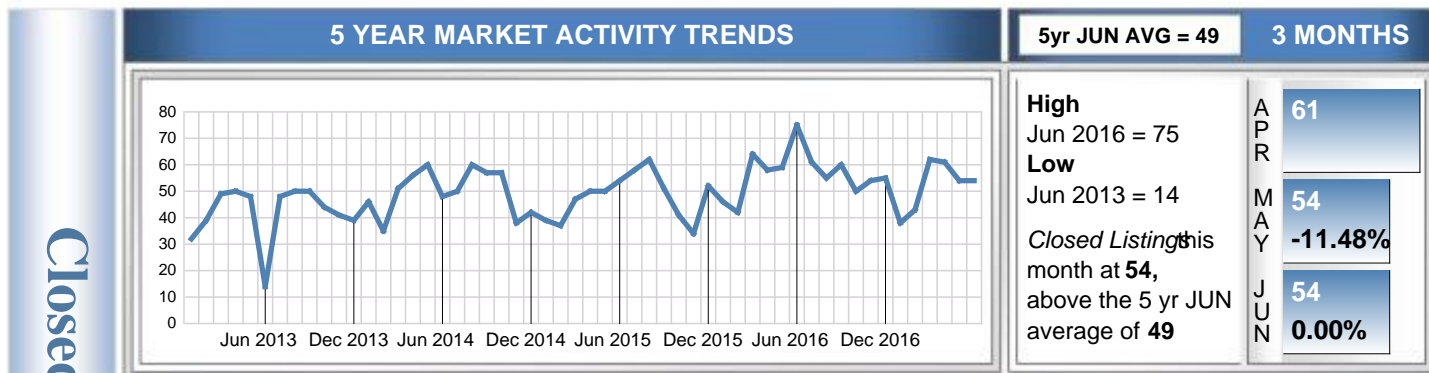
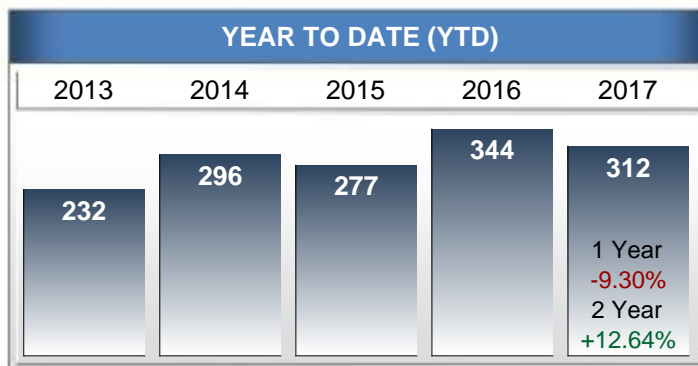
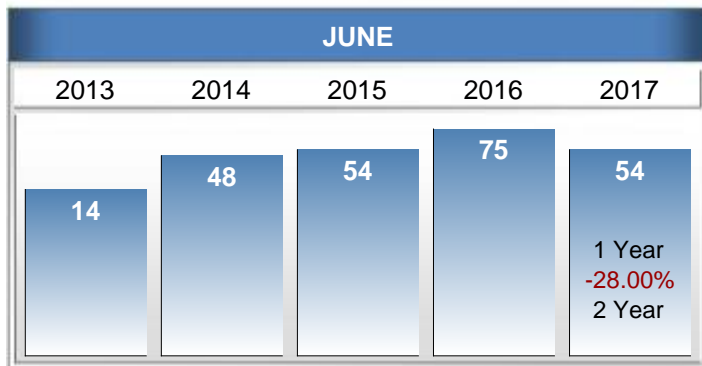
Closed Sales as of Jul 11, 2017



Closed Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Muskogee



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	3	5.56%	68.7	0	2	1	0
\$20,001 \$40,000	8	14.81%	30.8	5	3	0	0
\$40,001 \$60,000	9	16.67%	54.2	3	6	0	0
\$60,001 \$100,000	15	27.78%	38.5	3	11	1	0
\$100,001 \$130,000	4	7.41%	44.0	0	4	0	0
\$130,001 \$200,000	9	16.67%	67.2	0	6	3	0
\$200,001 and up	6	11.11%	49.2	1	2	3	0
Total Closed Units: 54				48.0			
Total Closed Volume: 5,236,826				712.50K 3.18M 1.34M 0.00B			
Average Closed Price: \$96,978				\$59,375 \$93,615 \$167,675 \$0			

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

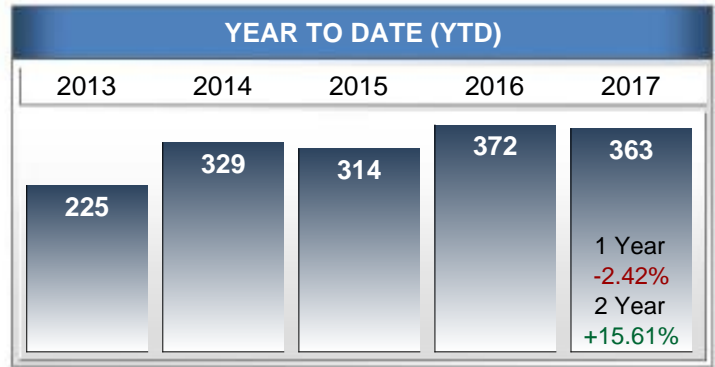
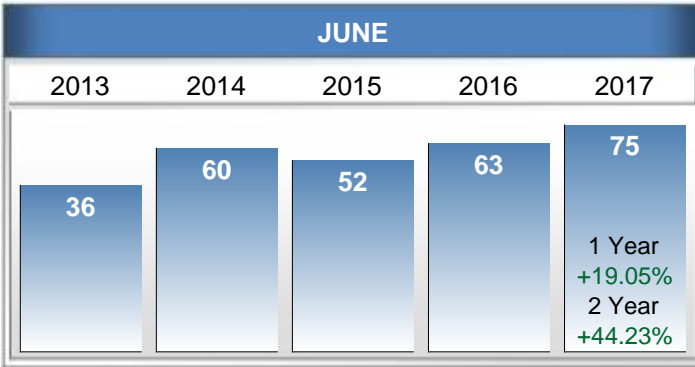
Pending Listings as of Jul 11, 2017



Report Produced on: Jul 11, 2017

Pending Listings

Area Delimited by County Of Muskogee



Pending Listings

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5yr JUN AVG = 57	3 MONTHS																		
High May 2016 = 76 Low May 2013 = 14 Pending Listings this month at 75 , above the 5 yr JUN average of 57	<table border="1"> <tr> <td>A</td> <td>52</td> </tr> <tr> <td>P</td> <td></td> </tr> <tr> <td>R</td> <td></td> </tr> <tr> <td>M</td> <td>63</td> </tr> <tr> <td>A</td> <td>21.15%</td> </tr> <tr> <td>Y</td> <td></td> </tr> <tr> <td>J</td> <td>75</td> </tr> <tr> <td>U</td> <td>19.05%</td> </tr> <tr> <td>N</td> <td></td> </tr> </table>	A	52	P		R		M	63	A	21.15%	Y		J	75	U	19.05%	N	
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P																			
R																			
M	63																		
A	21.15%																		
Y																			
J	75																		
U	19.05%																		
N																			

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	6.67%	12.2	3	2	0	0	
\$20,001 \$40,000	8	10.67%	35.1	4	3	1	0	
\$40,001 \$70,000	14	18.67%	28.6	2	12	0	0	
\$70,001 \$100,000	18	24.00%	46.3	2	16	0	0	
\$100,001 \$160,000	12	16.00%	18.7	0	7	5	0	
\$160,001 \$200,000	10	13.33%	51.2	1	5	4	0	
\$200,001 and up	8	10.67%	68.1	0	5	2	1	
Total Pending Units: 75				39.2	12	50	12	1
Total Pending Volume: 8,687,350					662.90K	5.66M	2.00M	368.00K
Average Listing Price: \$60,950					\$55,242	\$113,207	\$166,342	\$368,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

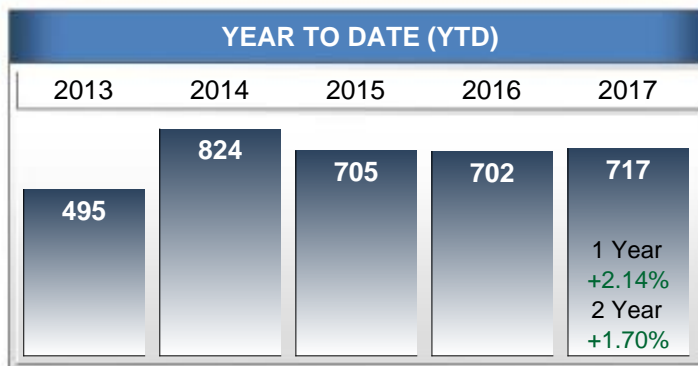
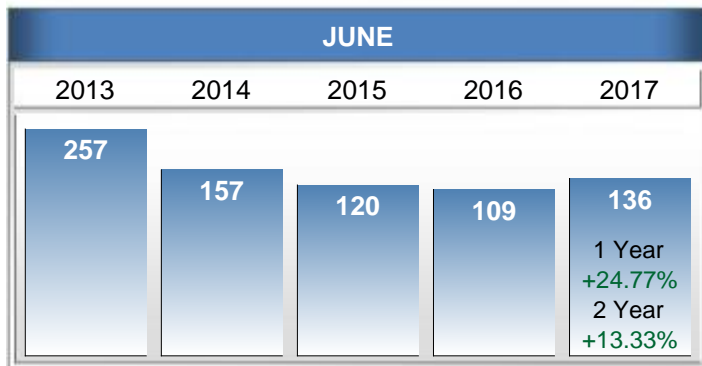
New Listings as of Jul 11, 2017



New Listings

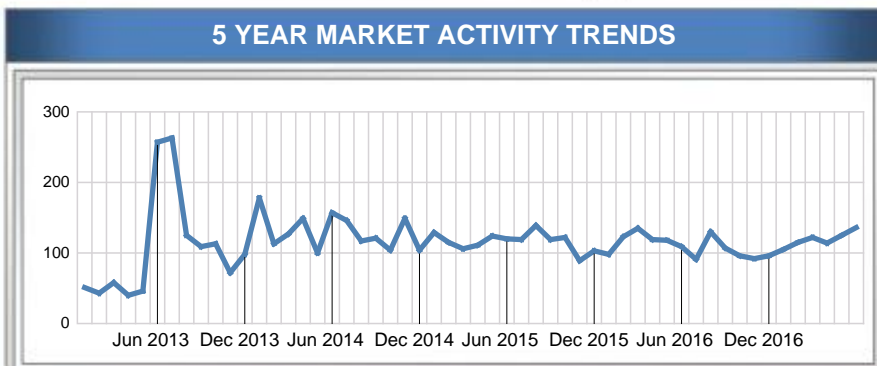
Report Produced on: Jul 11, 2017

Area Delimited by County Of Muskogee



New Listings

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5yr JUN AVG = 156 **3 MONTHS**

High
Jul 2013 = 263

Low
Apr 2013 = 40

New Listings this month at **136**, below the 5 yr JUN average of **156**

A	114
P	
R	
M	125
A	9.65%
Y	
J	136
U	8.80%
N	

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	11	8.09%	8	3	0	0
\$20,001 - \$40,000	11	8.09%	5	4	2	0
\$40,001 - \$70,000	28	20.59%	10	15	2	1
\$70,001 - \$120,000	33	24.26%	3	25	4	1
\$120,001 - \$160,000	22	16.18%	1	16	4	1
\$160,001 - \$260,000	16	11.76%	3	7	6	0
\$260,001 and up	15	11.03%	6	3	5	1
Total New Listed Units:		136	36	73	23	4
Total New Listed Volume:		17,564,450	5.04M	7.79M	3.97M	764.50K
Average New Listed Listing Price:		\$62,333	\$139,883	\$106,729	\$172,735	\$191,125



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

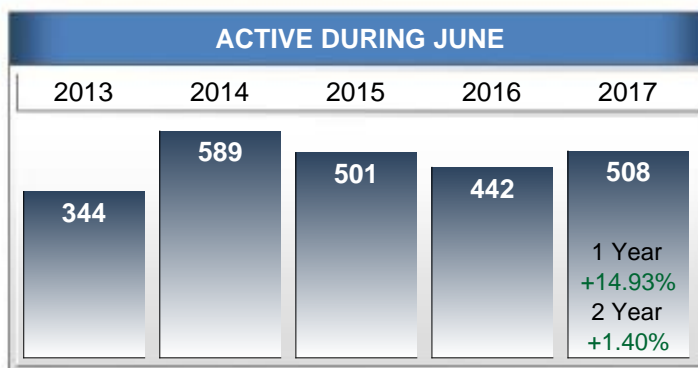
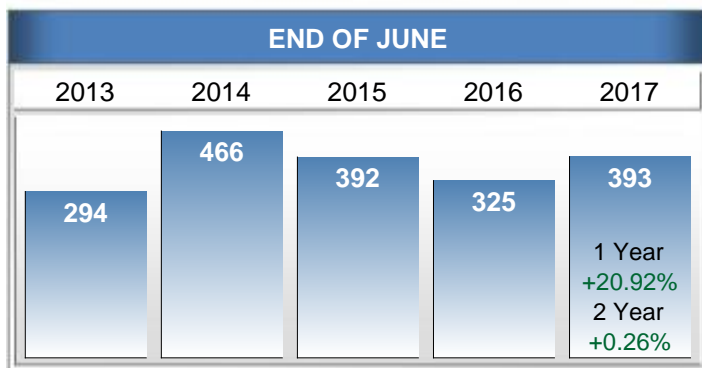
Active Inventory as of Jul 11, 2017



Active Inventory

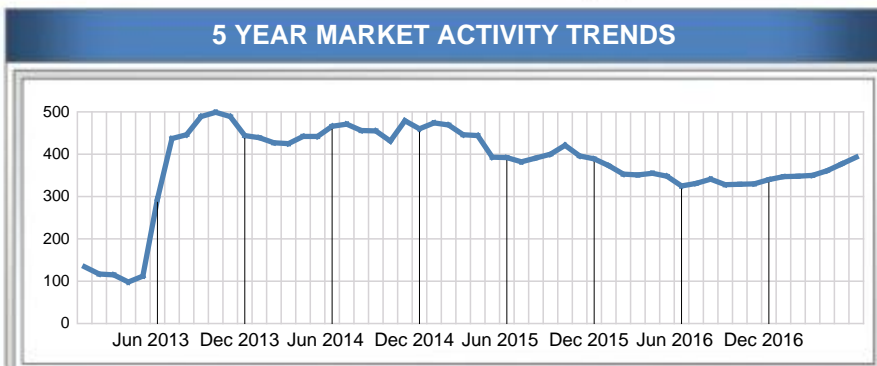
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Active Inventory

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5yr JUN AVG = 374 **3 MONTHS**

High
Oct 2013 = 499

Low
Apr 2013 = 98

Inventory this month at **393**, above the 5 yr JUN average of **374**

A	361
P	
R	
M	377
A	4.43%
Y	
J	393
U	4.24%
N	

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	17.05%	96.7	56	9	1	1		
\$25,001-\$50,000	50	12.72%	105.2	34	13	2	1		
\$50,001-\$100,000	92	23.41%	68.9	30	50	10	2		
\$100,001-\$175,000	93	23.66%	68.0	15	62	14	2		
\$175,001-\$275,000	49	12.47%	73.3	10	20	16	3		
\$275,001 and up	42	10.69%	79.1	24	4	10	4		
Total Active Inventory by Units:				393	79.7	169	158	53	13
Total Active Inventory by Volume:				59,969,847		28.68M	18.69M	9.73M	2.88M
Average Active Inventory Listing Price:				\$152,595		\$169,678	\$118,268	\$183,591	\$221,346



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

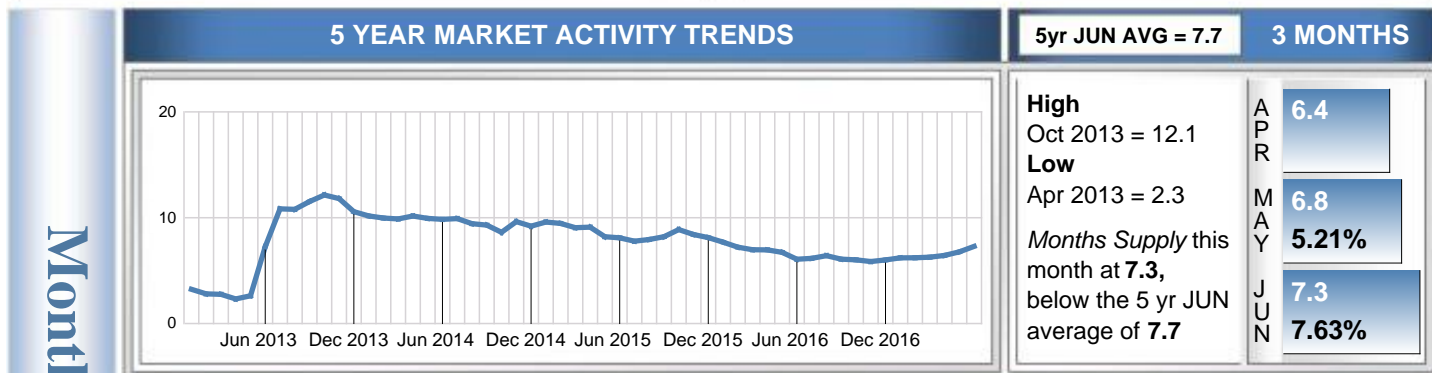
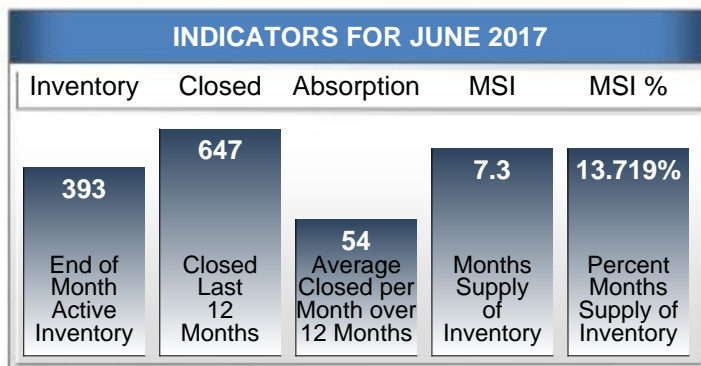
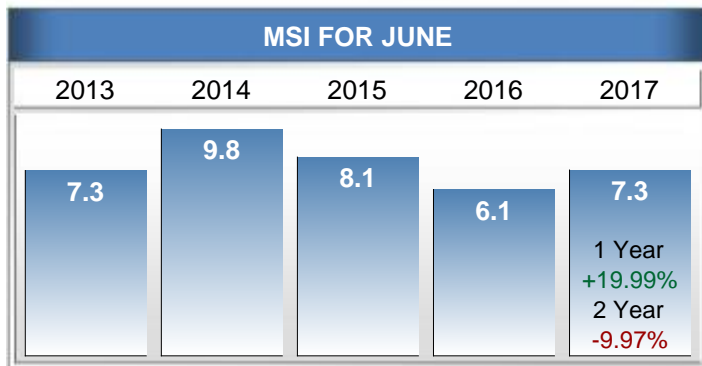
Active Inventory as of Jul 11, 2017



Months Supply of Inventory

Report Produced on: Jul 11, 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	28	7.12%	12.9	19.5	1.3	12.0	0.0
\$10,001 \$30,000	46	11.70%	5.3	7.0	3.1	0.0	12.0
\$30,001 \$60,000	63	16.03%	6.1	8.4	4.1	9.0	6.0
\$60,001 \$120,000	104	26.46%	6.3	9.6	5.2	9.6	24.0
\$120,001 \$170,000	60	15.27%	7.3	18.9	5.8	8.8	12.0
\$170,001 \$280,000	52	13.23%	8.1	33.0	5.9	7.4	12.0
\$280,001 and up	40	10.18%	25.3	144.0	8.0	10.7	24.0
MSI:			7.3	11.7	5.0	8.0	14.2
Total Active Inventory:			393	169	158	53	13



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2017

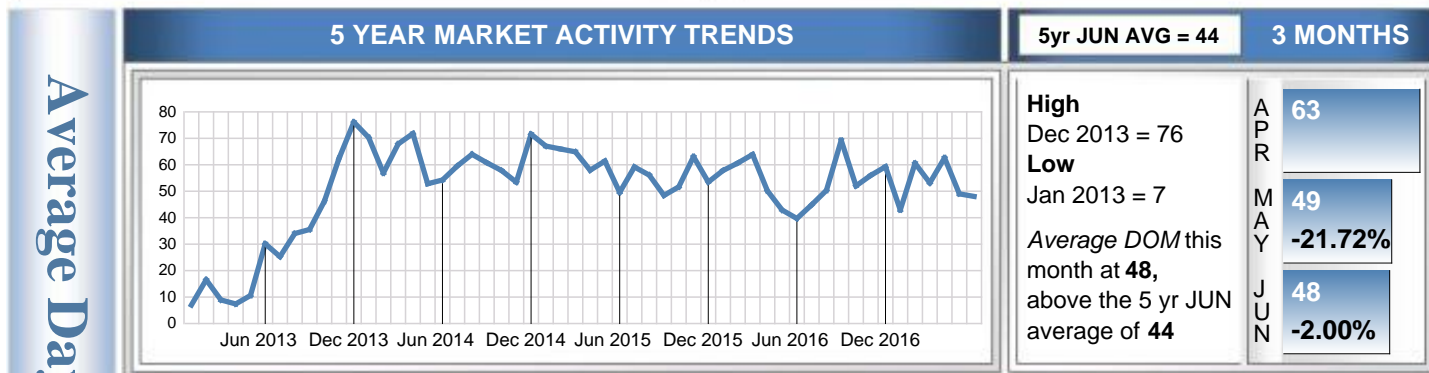
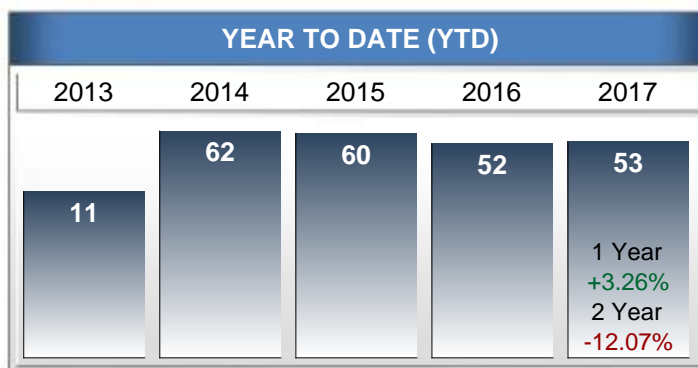
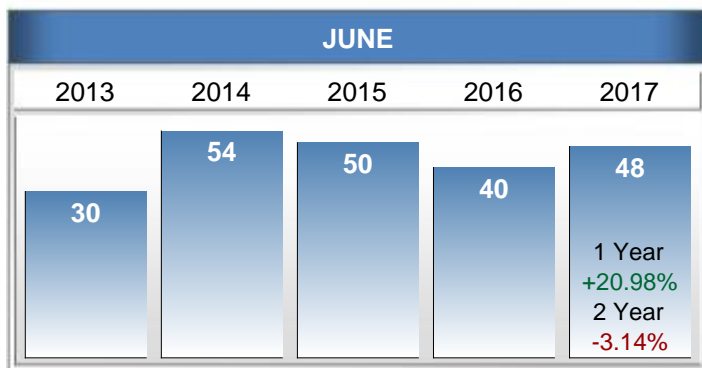
Closed Sales as of Jul 11, 2017



Average Days on Market to Sale

Report Produced on: Jul 11, 2017

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	3	5.56%	68.7	0.0	92.5	21.0	0.0
\$20,001 \$40,000	8	14.81%	30.8	41.0	13.7	0.0	0.0
\$40,001 \$60,000	9	16.67%	54.2	101.7	30.5	0.0	0.0
\$60,001 \$100,000	15	27.78%	38.5	50.7	38.2	6.0	0.0
\$100,001 \$130,000	4	7.41%	44.0	0.0	44.0	0.0	0.0
\$130,001 \$200,000	9	16.67%	67.2	0.0	78.8	44.0	0.0
\$200,001 and up	6	11.11%	49.2	84.0	1.0	69.7	0.0
Average Closed DOM: 48.0				62.2	43.5	46.0	0.0
Total Closed Units: 54				12	34	8	
Total Closed Volume: 5,236,826				712.50K	3.18M	1.34M	0.00B



Monthly Inventory Analysis

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June 2017

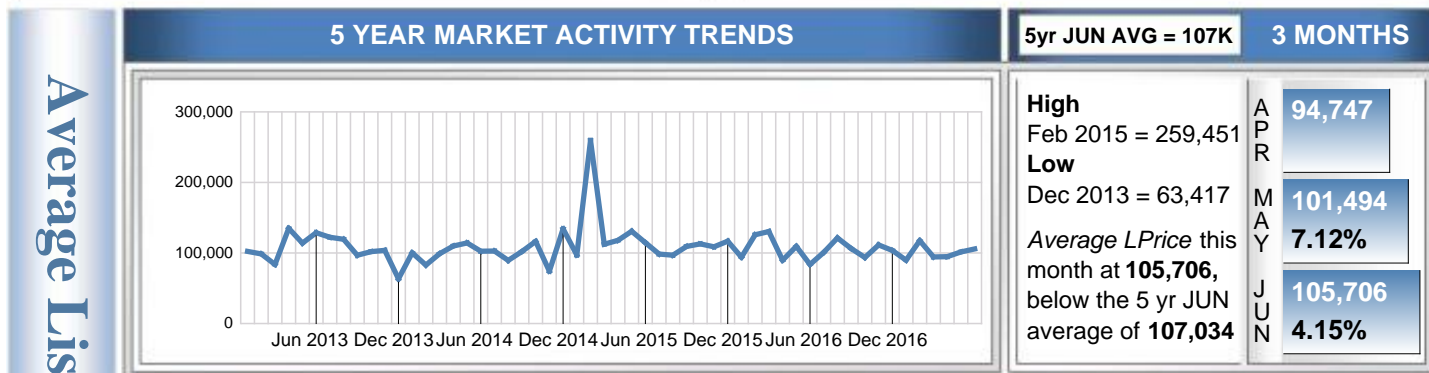
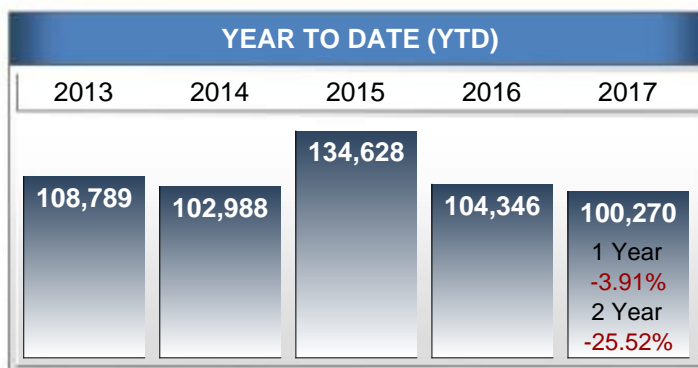
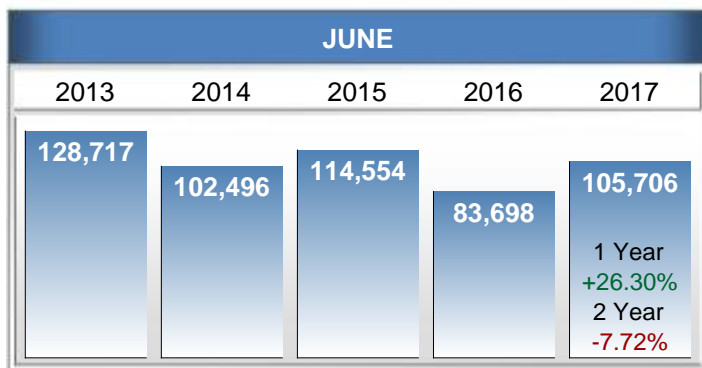
Closed Sales as of Jul 11, 2017



Average List Price at Closing

Report Produced on: Jul 11, 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+
\$20,000 and less	3	5.56%	16,267	0	16,950	14,900	0
\$20,001 \$40,000	9	16.67%	34,389	32,720	36,633	0	0
\$40,001 \$60,000	8	14.81%	52,800	56,333	48,233	0	0
\$60,001 \$100,000	13	24.07%	82,588	130,000	89,232	79,000	0
\$100,001 \$130,000	6	11.11%	118,267	0	115,700	0	0
\$130,001 \$200,000	8	14.81%	167,400	0	166,883	159,767	0
\$200,001 and up	7	12.96%	257,857	300,000	203,000	275,833	0
Average List Price:	\$105,706			\$85,217	\$96,613	\$175,088	\$0
Total Closed Units:	54			12	34	8	
Total List Volume:	5,708,150			1.02M	3.28M	1.40M	0.00B



Monthly Inventory Analysis

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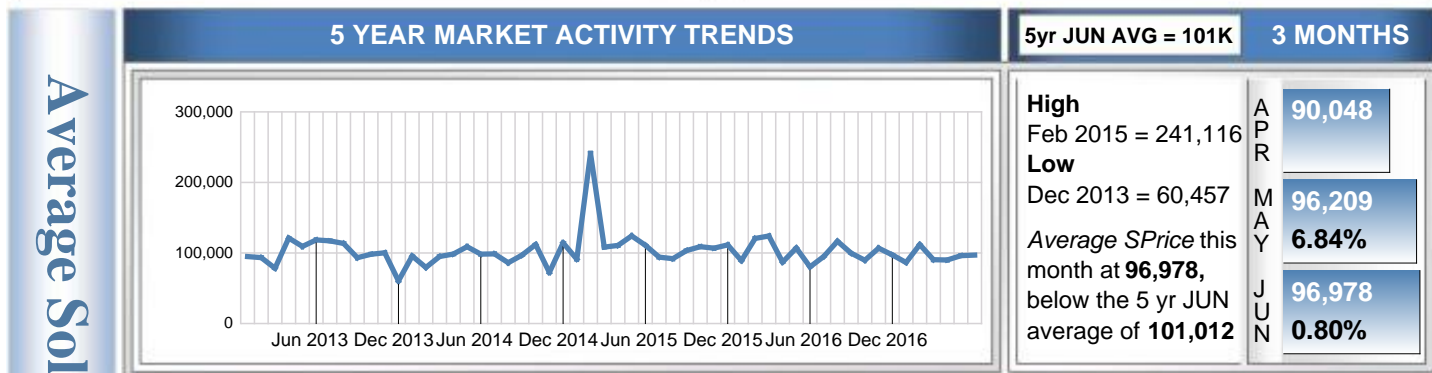
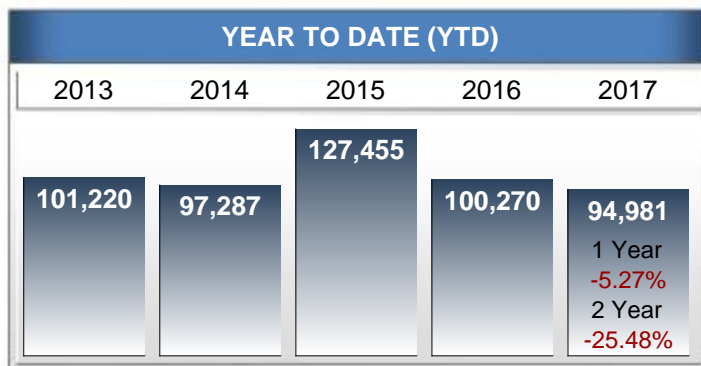
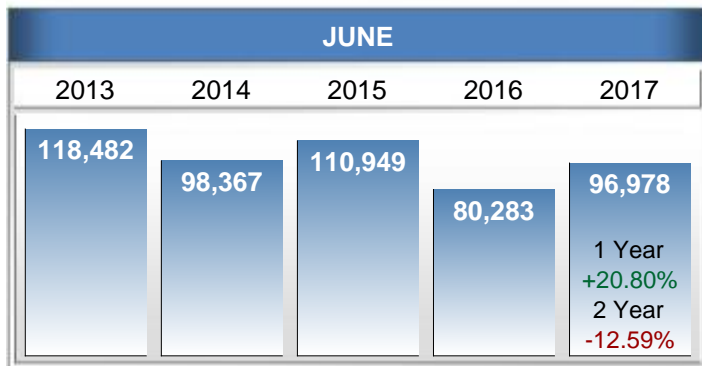
Closed Sales as of Jul 11, 2017



Average Sold Price at Closing

Report Produced on: Jul 11, 2017

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	3		5.56%	16,633	0	18,200	13,500	0
\$20,001 \$40,000	8		14.81%	31,244	28,800	35,317	0	0
\$40,001 \$60,000	9		16.67%	49,222	51,167	48,250	0	0
\$60,001 \$100,000	15		27.78%	81,445	68,333	85,516	76,000	0
\$100,001 \$130,000	4		7.41%	113,475	0	113,475	0	0
\$130,001 \$200,000	9		16.67%	157,600	0	157,750	157,300	0
\$200,001 and up	6		11.11%	233,333	210,000	205,000	260,000	0
Average Closed Price:		\$96,978			\$59,375	\$93,615	\$167,675	\$0
Total Closed Units:		54			12	34	8	
Total Closed Volume:		5,236,826			712.50K	3.18M	1.34M	0.00B



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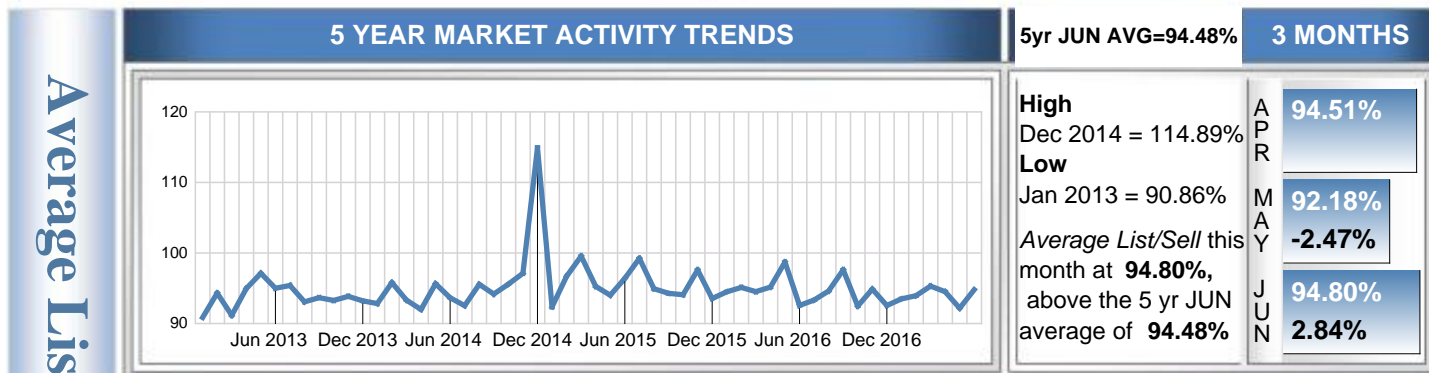
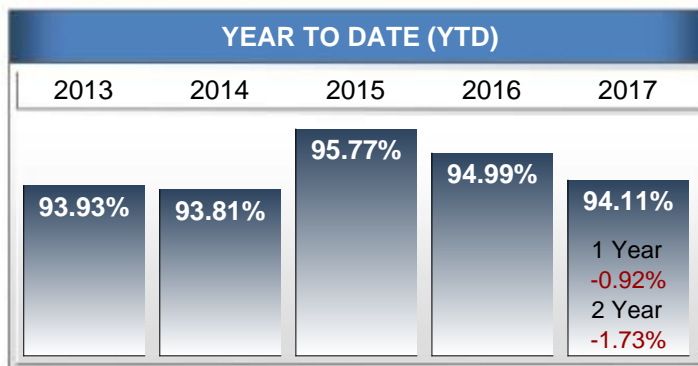
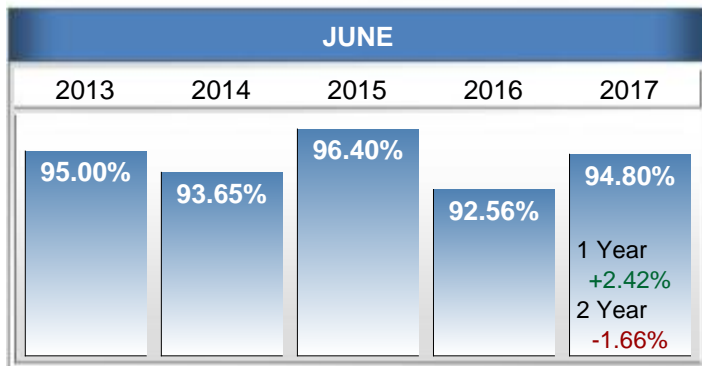
Closed Sales as of Jul 11, 2017



Average Percent of List Price to Selling Price

Report Produced on: Jul 11, 2017

Area Delimited by County Of Muskogee



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	3	5.56%	102.42%	0.00%	108.33%	90.60%	0.00%
\$20,001 \$40,000	8	14.81%	91.29%	88.05%	96.68%	0.00%	0.00%
\$40,001 \$60,000	9	16.67%	98.40%	91.85%	101.68%	0.00%	0.00%
\$60,001 \$100,000	15	27.78%	91.93%	73.78%	96.49%	96.20%	0.00%
\$100,001 \$130,000	4	7.41%	98.21%	0.00%	98.21%	0.00%	0.00%
\$130,001 \$200,000	9	16.67%	96.69%	0.00%	94.65%	100.78%	0.00%
\$200,001 and up	6	11.11%	92.31%	70.00%	101.01%	93.95%	0.00%
Average List/Sell Ratio: 94.80%				83.93%	98.26%	96.38%	0.00%
Total Closed Units: 54				12	34	8	
Total Closed Volume: 5,236,826				712.50K	3.18M	1.34M	0.00B



Monthly Inventory Analysis

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June 2017

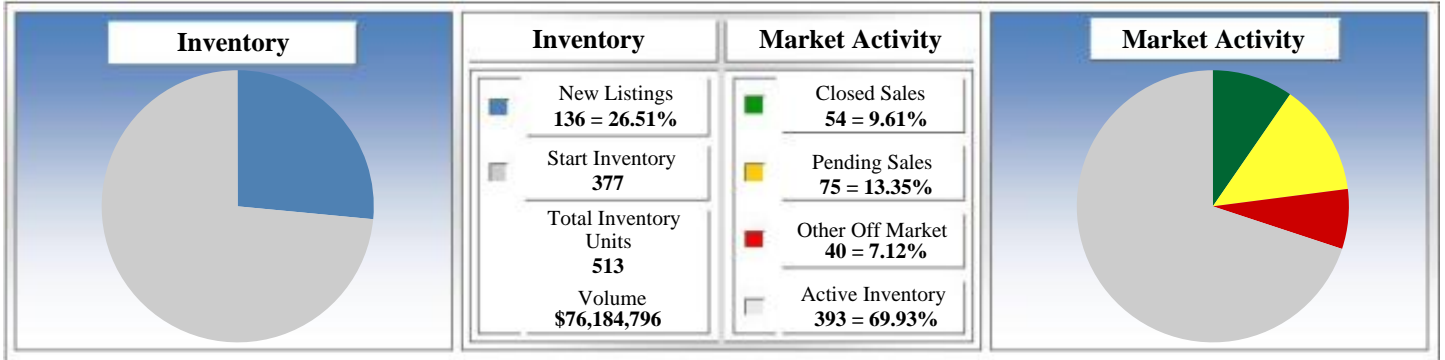
Inventory as of Jul 11, 2017



Market Summary

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Area Delimited by County Of Muskogee



Absorption: Last 12 months, an Average of 54 Sales/Month

Active Inventory as of June 30, 2017 = 393

	JUNE			Year To Date		
	2016	2017	+/- %	2016	2017	+/- %
Closed Sales	75	54	-28.00%	344	312	-9.30%
Pending Sales	63	75	19.05%	372	363	-2.42%
New Listings	109	136	24.77%	702	717	2.14%
Average List Price	83,698	105,706	26.30%	104,346	100,270	-3.91%
Average Sale Price	80,283	96,978	20.80%	100,270	94,981	-5.27%
Average Percent of List Price to Selling Price	92.56%	94.80%	2.42%	94.99%	94.11%	-0.92%
Average Days on Market to Sale	39.71	48.04	20.98%	51.51	53.18	3.26%
Monthly Inventory	325	393	20.92%	325	393	20.92%
Months Supply of Inventory	6.07	7.29	19.99%	6.07	7.29	19.99%

