



# June 2017

Area Delimited by County Of Muskogee

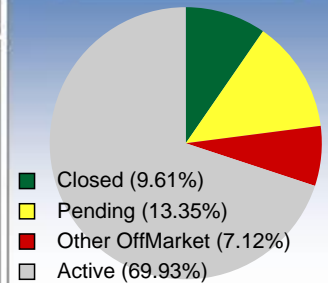


**Absorption:** Last 12 months, an Average of **54** Sales/Month

**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%
Median List Price	74,500	81,750	9.73%
Median Sale Price	67,500	76,750	13.70%
Median Percent of List Price to Selling Price	96.54%	95.16%	-1.43%
Median Days on Market to Sale	27.00	25.00	-7.41%
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.

### Median Sale Prices 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 **13.70%** in June 2017 to \$76,750 versus the previous year at \$67,500.

### Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 2.00 days or **7.41%** in June 2017 compared to last year's same month at **27.00** DOM.

### Sales Success for June 2017 is Positive

Overall, with Median Prices going up and Days on Market decreasing, 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.

## 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>Median Days on Market to Sale</b>	<b>6</b>
<b>Median List Price at Closing</b>	<b>7</b>
<b>Median Sale Price at Closing</b>	<b>8</b>
<b>Median 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®

## June 2017

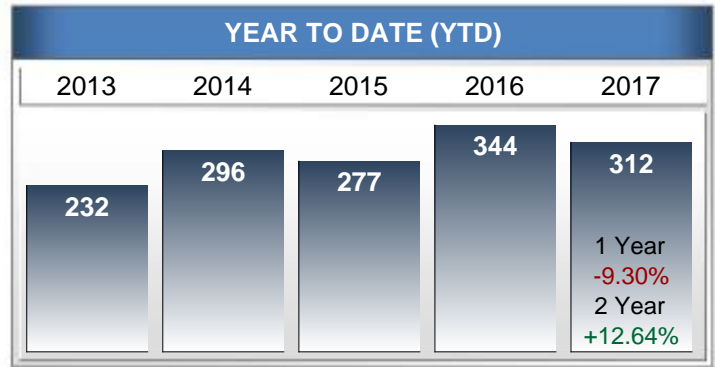
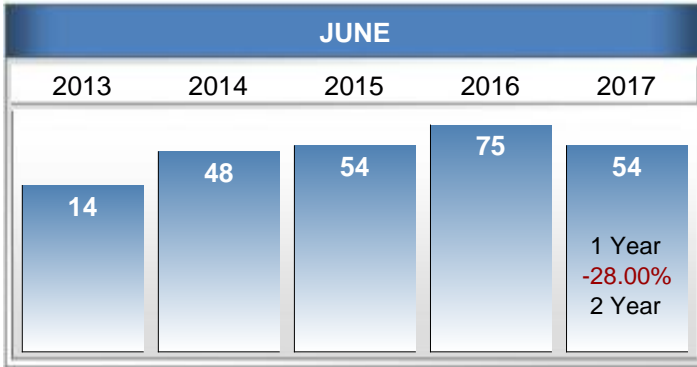
Closed Sales as of Jul 11, 2017



### Closed Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Muskogee



5yr JUN AVG = 49      3 MONTHS

**High**  
Jun 2016 = 75  
**Low**  
Jun 2013 = 14  
*Closed Listing* this month at **54**, above the 5 yr JUN average of **49**

A	61
P	
R	
M	54
A	-11.48%
Y	
J	54
U	0.00%
N	

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	3	5.56%	21.0	0	2	1	0
\$20,001 \$40,000	8	14.81%	19.0	5	3	0	0
\$40,001 \$60,000	9	16.67%	27.0	3	6	0	0
\$60,001 \$100,000	15	27.78%	18.0	3	11	1	0
\$100,001 \$130,000	4	7.41%	30.0	0	4	0	0
\$130,001 \$200,000	9	16.67%	63.0	0	6	3	0
\$200,001 and up	6	11.11%	46.5	1	2	3	0
<b>Total Closed Units:</b>	<b>54</b>		<b>25.0</b>	<b>12</b>	<b>34</b>	<b>8</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>5,236,826</b>			<b>712.50K</b>	<b>3.18M</b>	<b>1.34M</b>	<b>\$0</b>
<b>Median Closed Price:</b>	<b>\$76,750</b>			<b>\$48,500</b>	<b>\$86,950</b>	<b>\$168,450</b>	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

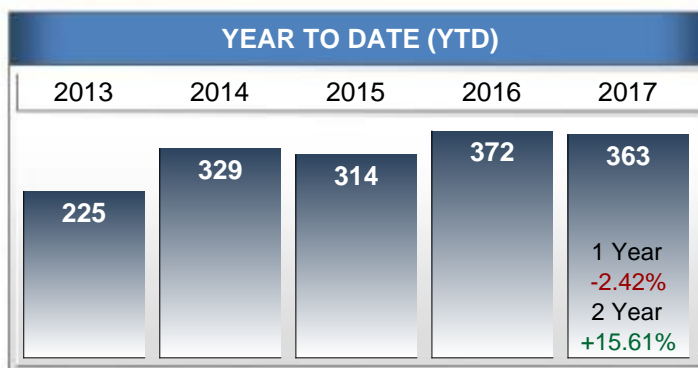
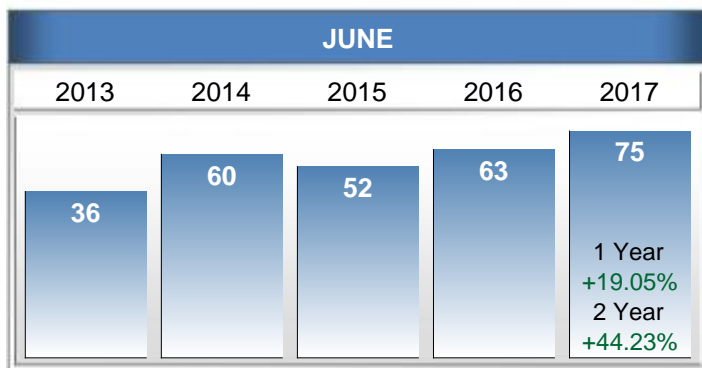
Pending Listings as of Jul 11, 2017



### Pending Listings

Report Produced on: Jul 11, 2017

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 Listing* this month at **75**, above the 5 yr JUN average of **57**

A	52
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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	6.67%	16.0	3	2	0	0
\$20,001 - \$40,000	8	10.67%	27.5	4	3	1	0
\$40,001 - \$70,000	14	18.67%	11.0	2	12	0	0
\$70,001 - \$100,000	18	24.00%	16.5	2	16	0	0
\$100,001 - \$160,000	12	16.00%	11.5	0	7	5	0
\$160,001 - \$200,000	10	13.33%	40.0	1	5	4	0
\$200,001 and up	8	10.67%	68.5	0	5	2	1
<b>Total Pending Units:</b>	<b>75</b>		<b>21.0</b>	<b>12</b>	<b>50</b>	<b>12</b>	<b>1</b>
<b>Total Pending Volume:</b>	<b>8,687,350</b>			<b>662.90K</b>	<b>5.66M</b>	<b>2.00M</b>	<b>368.00K</b>
<b>Median Listing Price:</b>	<b>\$94,000</b>			<b>\$39,200</b>	<b>\$86,750</b>	<b>\$161,950</b>	<b>\$368,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

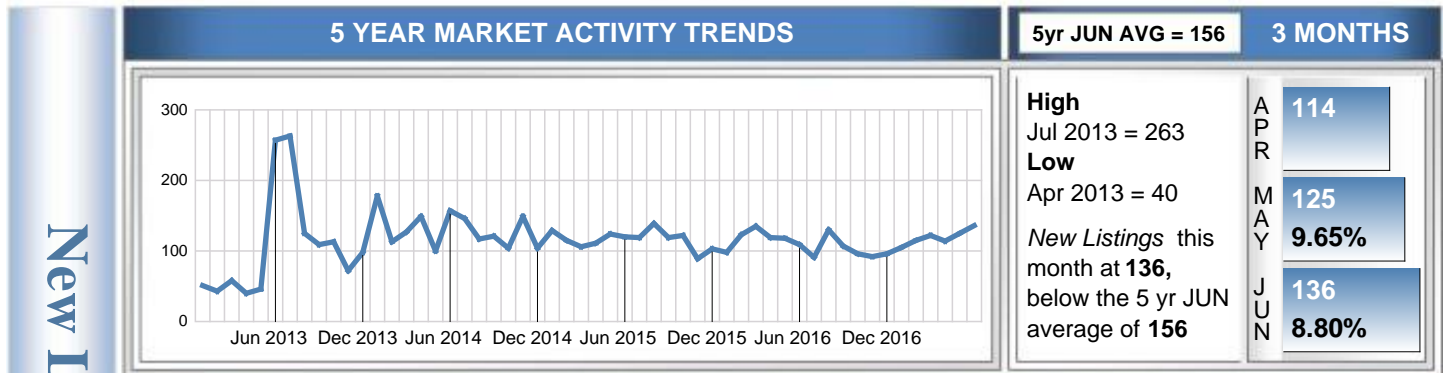
New Listings as of Jul 11, 2017



### New Listings

Report Produced on: Jul 11, 2017

Area Delimited by County Of Muskogee



NEW LISTINGS & 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
Median New Listed Listing Price:					\$97,250	\$49,900	\$99,900	\$159,000	\$114,750



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

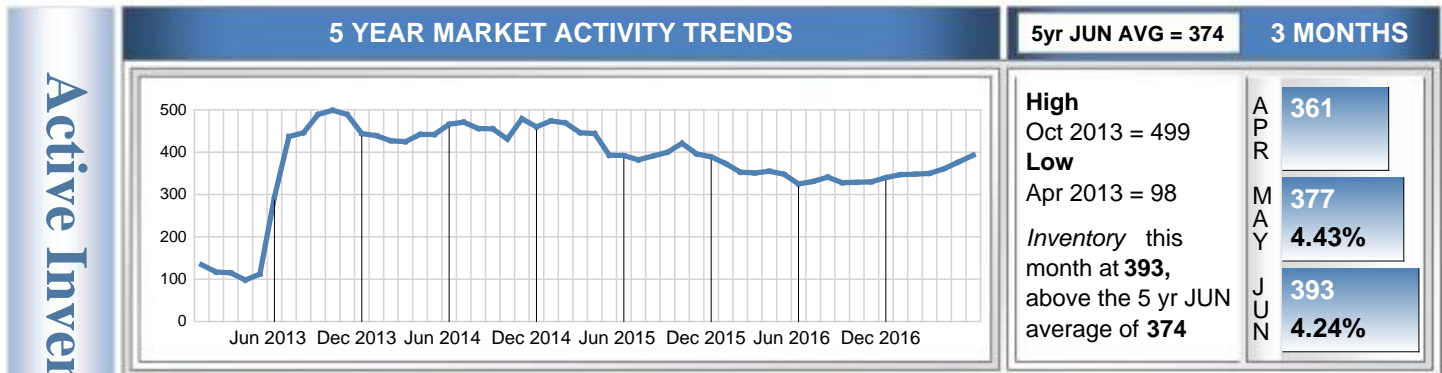
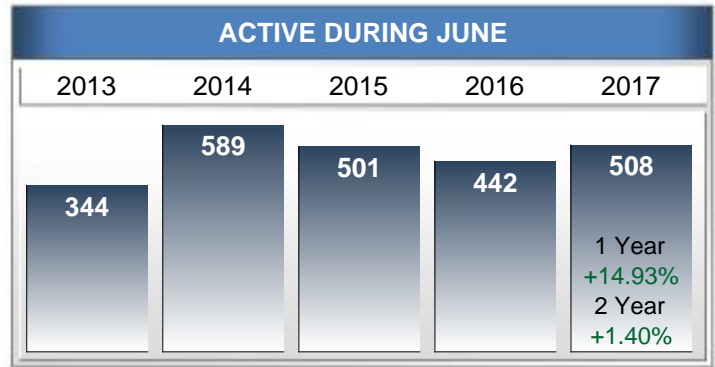
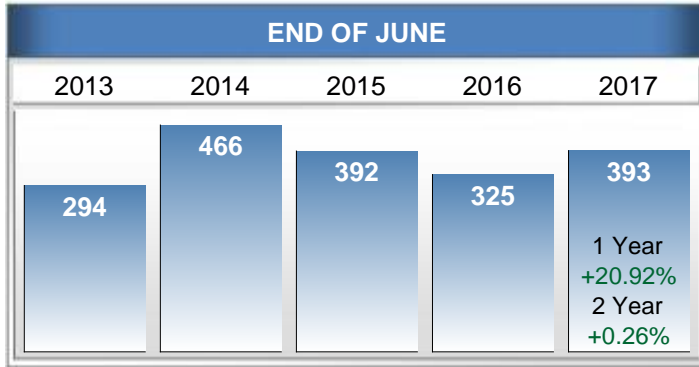
Active Inventory as of Jul 11, 2017



Report Produced on: Jul 11, 2017

### Active Inventory

Area Delimited by County Of Muskogee



Active Inventory

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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	28	7.12%	141.0	26	1	1	0	
\$10,001 - \$30,000	46	11.70%	78.5	36	9	0	1	
\$30,001 - \$60,000	63	16.03%	70.0	37	22	3	1	
\$60,001 - \$120,000	104	26.46%	64.5	24	66	12	2	
\$120,001 - \$170,000	60	15.27%	51.5	11	36	11	2	
\$170,001 - \$280,000	52	13.23%	74.0	11	20	18	3	
\$280,001 and up	40	10.18%	77.0	24	4	8	4	
Total Active Inventory by Units:			393	73.0	169	158	53	13
Total Active Inventory by Volume:			59,969,847		28.68M	18.69M	9.73M	2.88M
Median Active Inventory Listing Price:			\$95,000		\$49,500	\$109,900	\$164,900	\$220,000



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2017

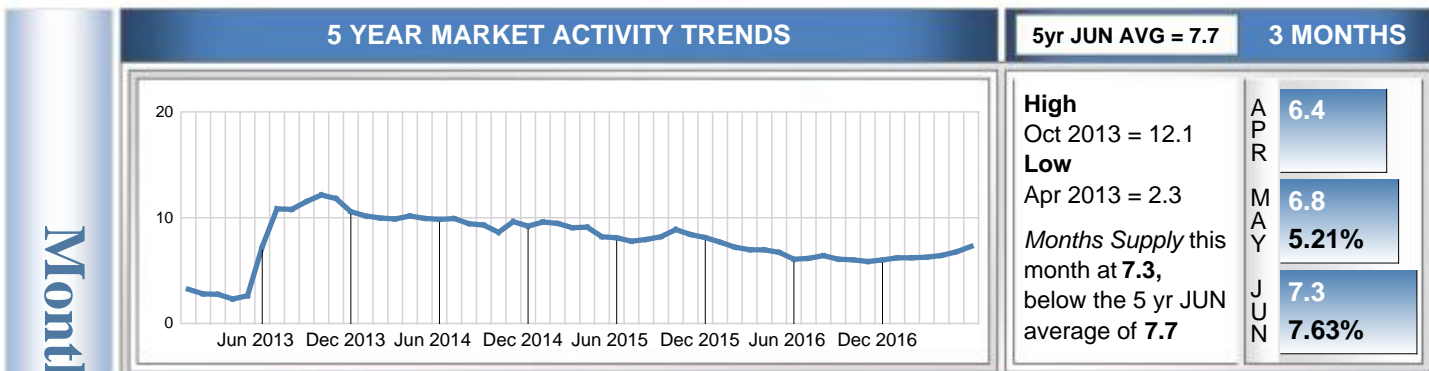
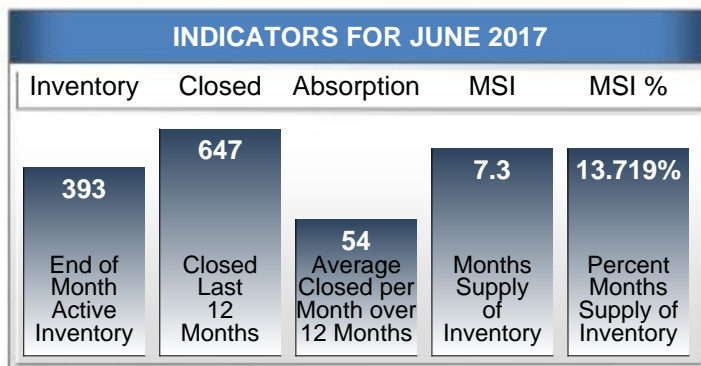
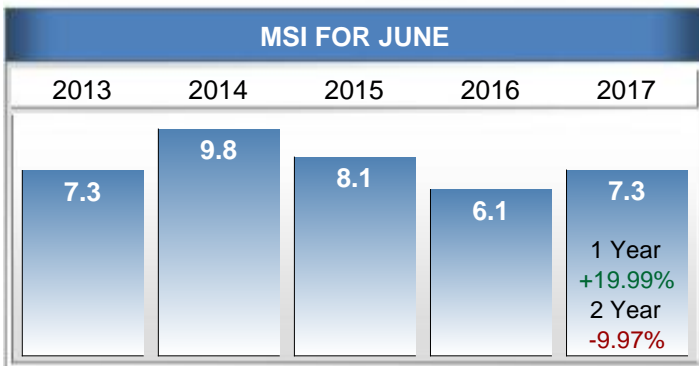
Active Inventory as of Jul 11, 2017



### 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

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## June 2017

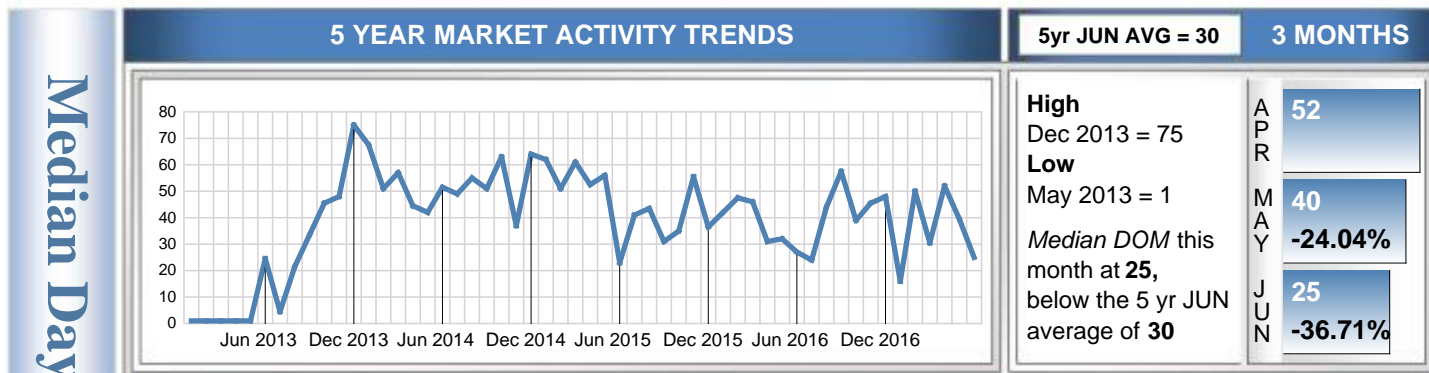
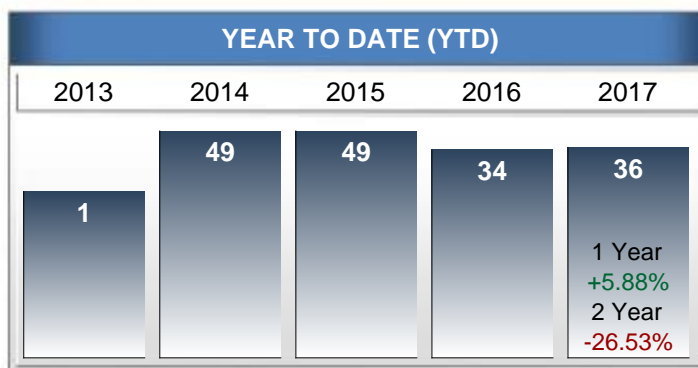
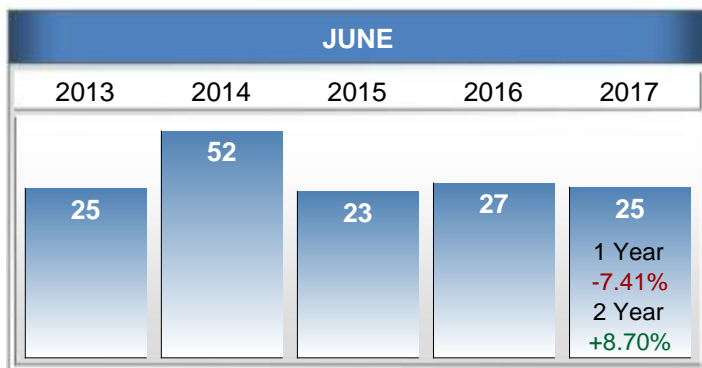
Closed Sales as of Jul 11, 2017



### Median Days on Market to Sale

Report Produced on: Jul 11, 2017

Area Delimited by County Of Muskogee



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	3		5.56%	21.0	0.0	92.5	21.0	0.0
\$20,001 \$40,000	8		14.81%	19.0	21.0	14.0	0.0	0.0
\$40,001 \$60,000	9		16.67%	27.0	121.0	19.0	0.0	0.0
\$60,001 \$100,000	15		27.78%	18.0	48.0	18.0	6.0	0.0
\$100,001 \$130,000	4		7.41%	30.0	0.0	30.0	0.0	0.0
\$130,001 \$200,000	9		16.67%	63.0	0.0	80.0	45.0	0.0
\$200,001 and up	6		11.11%	46.5	84.0	1.0	95.0	0.0
Median Closed DOM:	25.0				53.5	24.5	33.0	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

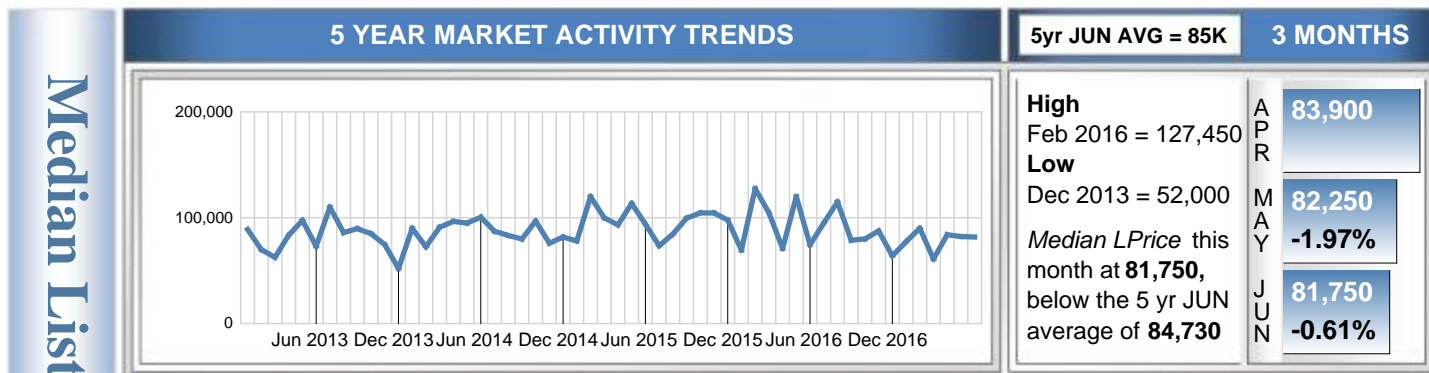
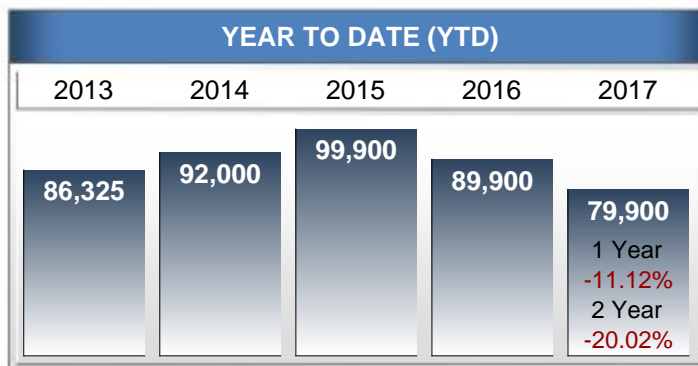
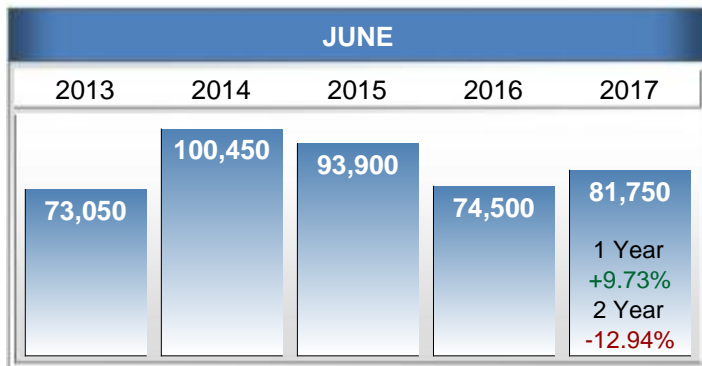
Closed Sales as of Jul 11, 2017



### Median List Price at Closing

Report Produced on: Jul 11, 2017

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	3		5.56%	15,000	0	16,950	14,900	0
\$20,001 \$40,000	9		16.67%	34,900	34,000	36,500	0	0
\$40,001 \$60,000	8		14.81%	53,950	59,500	47,000	0	0
\$60,001 \$100,000	13		24.07%	79,000	70,000	85,200	79,000	0
\$100,001 \$130,000	6		11.11%	119,400	0	118,900	119,900	0
\$130,001 \$200,000	8		14.81%	168,750	0	179,500	139,900	0
\$200,001 and up	7		12.96%	249,000	275,000	208,000	249,000	0
Median List Price:		\$81,750			\$54,750	\$87,900	\$179,700	\$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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## June 2017

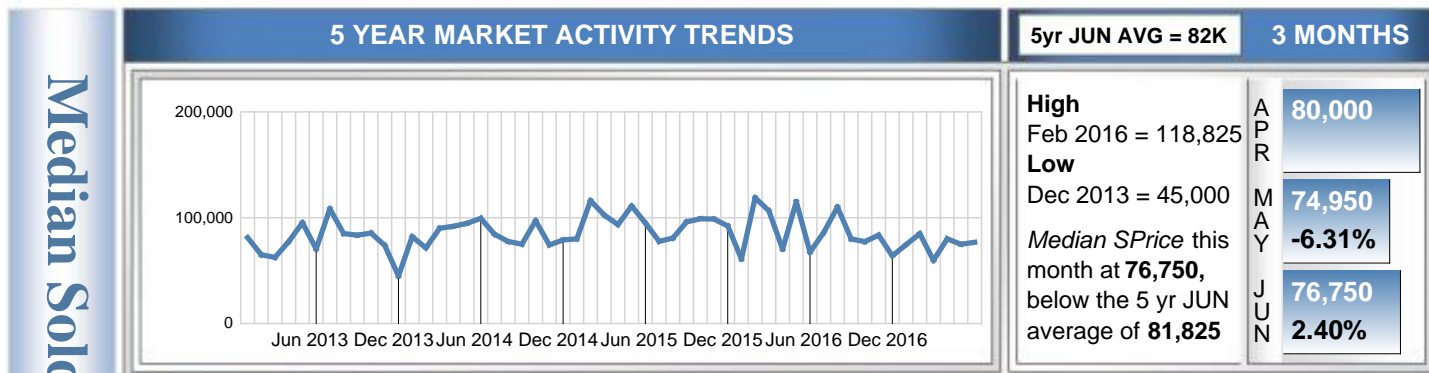
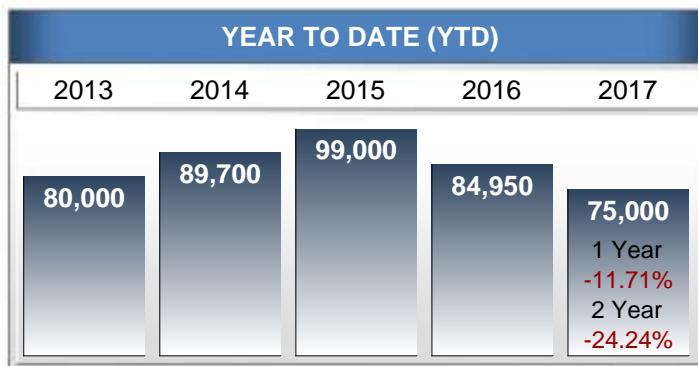
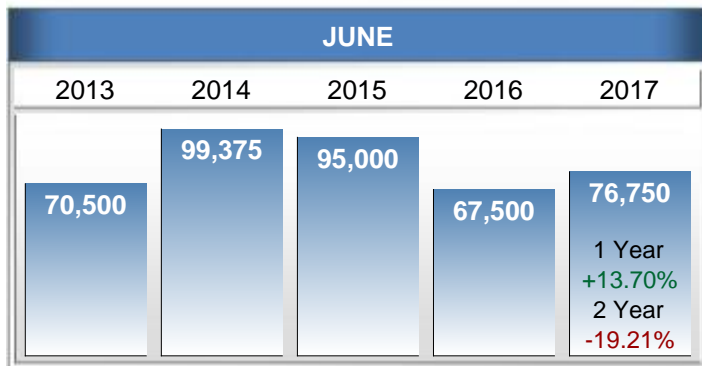
Closed Sales as of Jul 11, 2017



### Median Sold Price at Closing

Report Produced on: Jul 11, 2017

Area Delimited by County Of Muskogee



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			%	MSS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3		5.56%	17,500	0	18,200	13,500	0
\$20,001 \$40,000	8		14.81%	32,425	29,000	34,000	0	0
\$40,001 \$60,000	9		16.67%	47,000	55,000	46,500	0	0
\$60,001 \$100,000	15		27.78%	77,500	70,000	86,500	76,000	0
\$100,001 \$130,000	4		7.41%	110,000	0	110,000	0	0
\$130,001 \$200,000	9		16.67%	152,000	0	158,500	139,900	0
\$200,001 and up	6		11.11%	217,500	210,000	205,000	235,000	0
Median Closed Price:		\$76,750			\$48,500	\$86,950	\$168,450	\$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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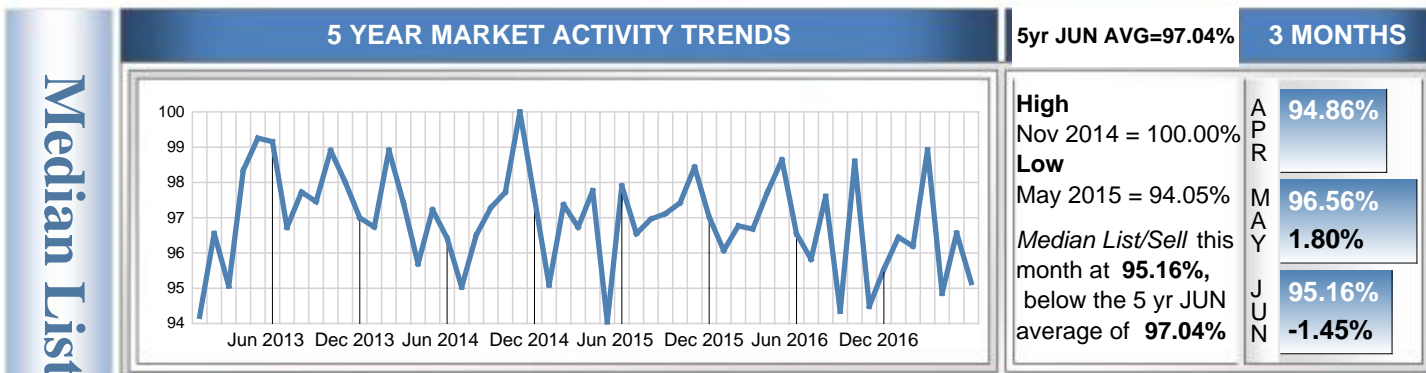
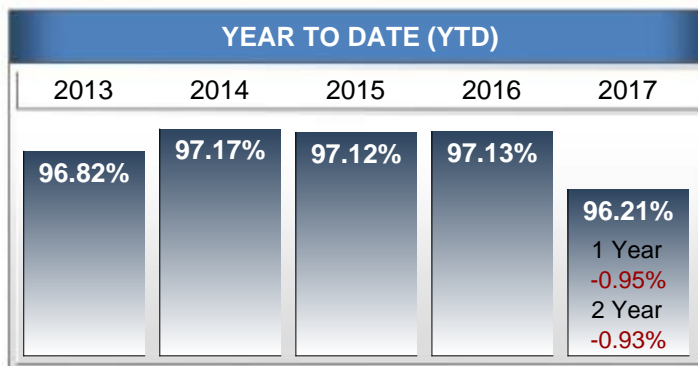
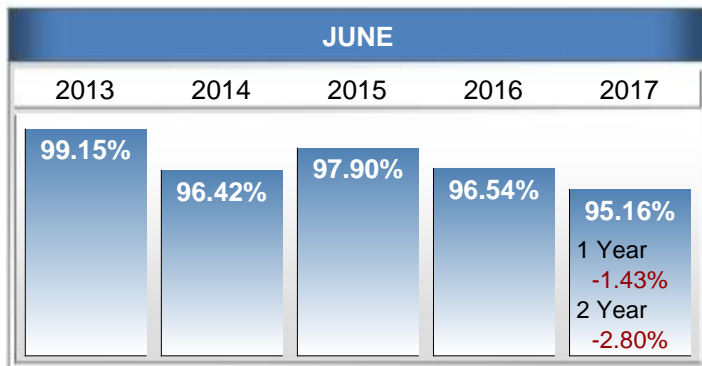
Closed Sales as of Jul 11, 2017



### Median Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



Median List/Sell 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	3	5.56%	100.00%	0.00%	108.33%	90.60%	0.00%
\$20,001 \$40,000	8	14.81%	91.53%	87.40%	95.25%	0.00%	0.00%
\$40,001 \$60,000	9	16.67%	94.99%	94.96%	97.50%	0.00%	0.00%
\$60,001 \$100,000	15	27.78%	96.22%	93.33%	97.10%	96.20%	0.00%
\$100,001 \$130,000	4	7.41%	100.00%	0.00%	100.00%	0.00%	0.00%
\$130,001 \$200,000	9	16.67%	95.07%	0.00%	94.86%	100.00%	0.00%
\$200,001 and up	6	11.11%	95.75%	70.00%	101.01%	94.38%	0.00%
Median List/Sell Ratio:	95.16%			89.29%	96.66%	95.29%	0.00%
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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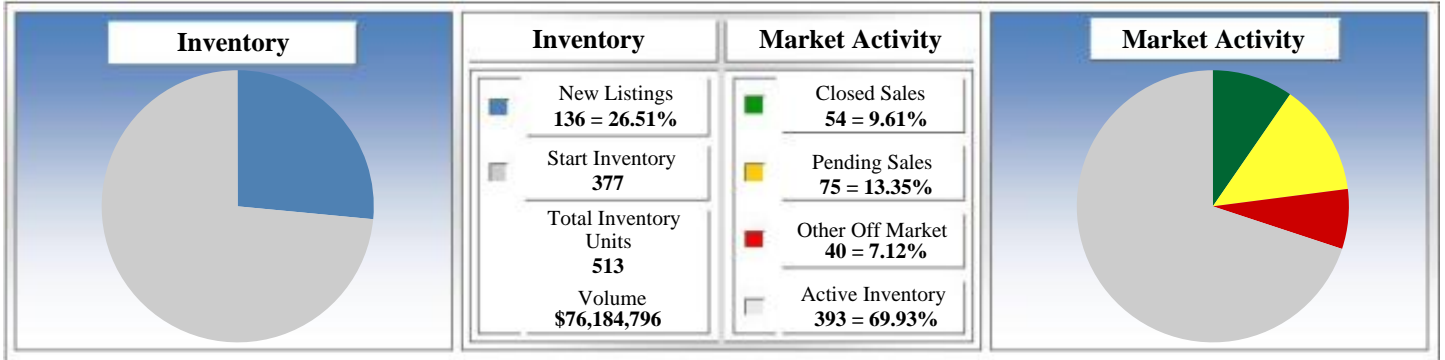
Inventory as of Jul 11, 2017



### Market Summary

Report Produced on: Jul 11, 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			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%
Median List Price	74,500	81,750	9.73%	89,900	79,900	-11.12%
Median Sale Price	67,500	76,750	13.70%	84,950	75,000	-11.71%
Median Percent of List Price to Selling Price	96.54%	95.16%	-1.43%	97.13%	96.21%	-0.95%
Median Days on Market to Sale	27.00	25.00	-7.41%	34.00	36.00	5.88%
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%

