



May 2017

Area Delimited by County Of Muskogee

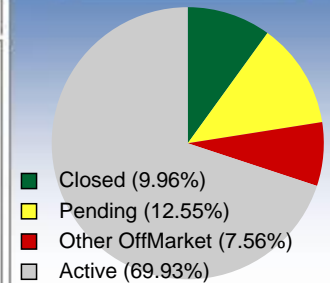


Absorption: Last 12 months, an Average of **56** Sales/Month

Active Inventory as of May 31, 2017 = **379**

	MAY		
	2016	2017	+/- %
Closed Listings	59	54	-8.47%
Pending Listings	76	68	-10.53%
New Listings	118	125	5.93%
Average List Price	109,341	101,494	-7.18%
Average Sale Price	107,029	96,209	-10.11%
Average Percent of List Price to Selling Price	98.71%	92.18%	-6.62%
Average Days on Market to Sale	42.90	49.02	14.27%
End of Month Inventory	348	379	8.91%
Months Supply of Inventory	6.72	6.81	1.25%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 12, 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 May 2017 rose **8.91%** to 379 existing homes available for sale. Over the last 12 months this area has had an average of 56 closed sales per month. This represents an unsold inventory index of **6.81** MSI for this period.

Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **10.11%** in May 2017 to \$96,209 versus the previous year at \$107,029.

Average Days on Market Lengthens

The average number of **49.02** days that homes spent on the market before selling increased by 6.12 days or **14.27%** in May 2017 compared to last year's same month at **42.90** DOM.

Sales Success for May 2017 is Positive

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

There were 125 New Listings in May 2017, up **5.93%** from last year at 118. Furthermore, there were 54 Closed Listings this month versus last year at 59, a **-8.47%** decrease.

Closed versus Listed trends yielded a **43.2%** ratio, down from previous year's, May 2016, at **50.0%**, a **13.60%** 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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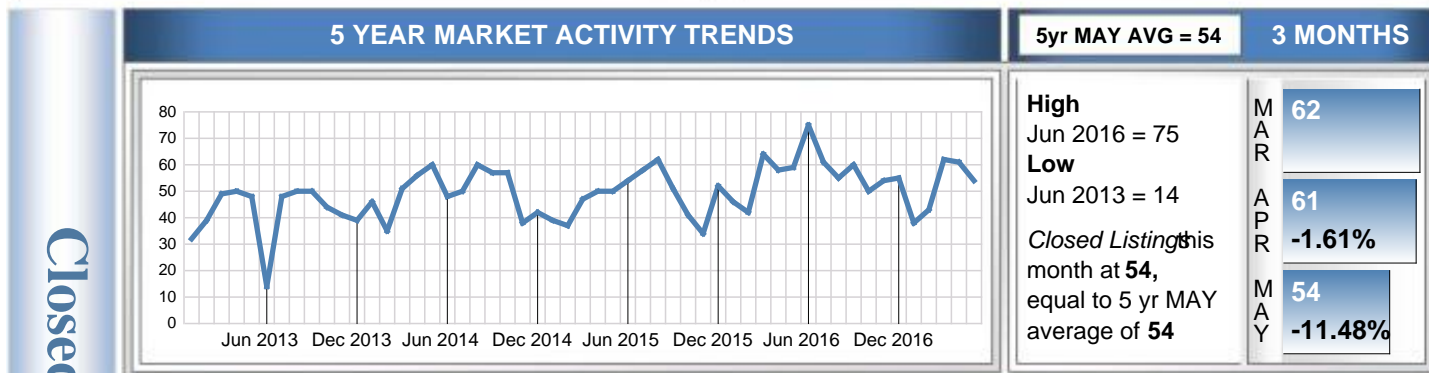
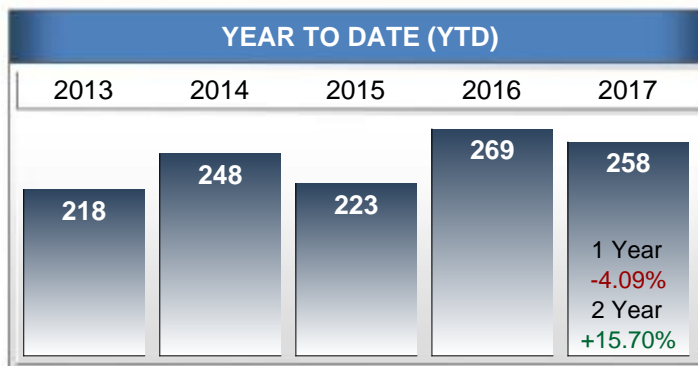
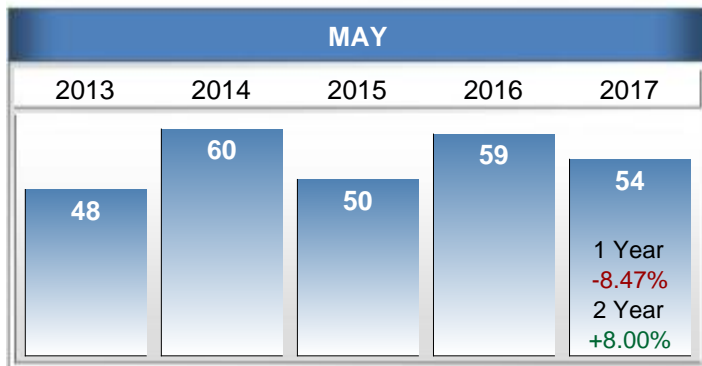
Closed Sales as of Jun 12, 2017



Closed Listings

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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	4	7.41%	42.3	3	1	0	0
\$20,001 \$30,000	6	11.11%	43.7	4	1	0	1
\$30,001 \$60,000	10	18.52%	34.4	2	8	0	0
\$60,001 \$80,000	9	16.67%	47.9	4	5	0	0
\$80,001 \$140,000	12	22.22%	40.4	1	10	0	1
\$140,001 \$190,000	5	9.26%	93.8	0	5	0	0
\$190,001 and up	8	14.81%	60.9	0	3	5	0
Total Closed Units:	54		49.0	14	33	5	2
Total Closed Volume:	5,195,293			580.21K	3.28M	1.22M	116.50K
Average Closed Price:	\$96,209			\$41,443	\$99,263	\$244,580	\$58,250

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

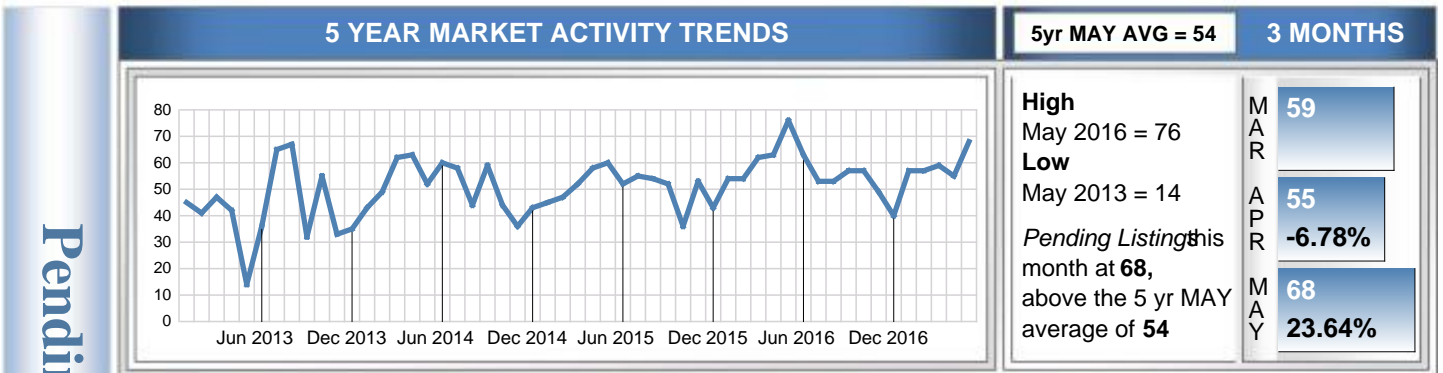
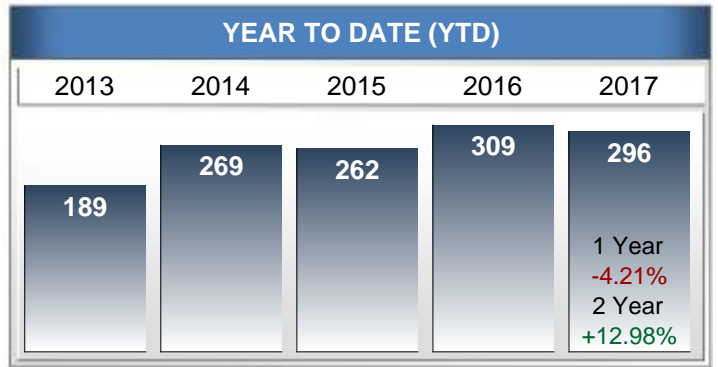
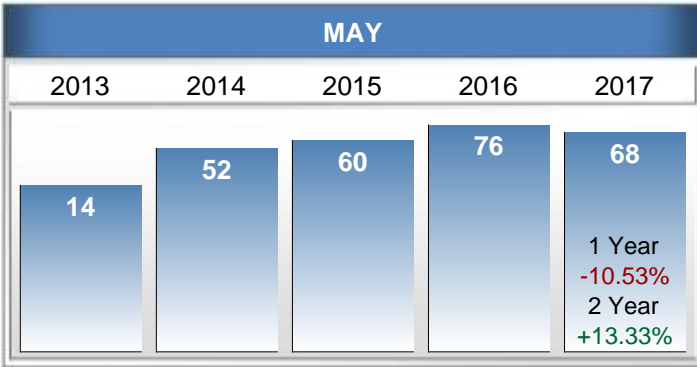
Pending Listings as of Jun 12, 2017



Pending Listings

Report Produced on: Jun 12, 2017

Area Delimited by County Of Muskogee



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	2	2.94%	28.5	0	1	1	0
\$30,001 - \$50,000	9	13.24%	35.6	6	3	0	0
\$50,001 - \$70,000	10	14.71%	70.6	5	4	1	0
\$70,001 - \$120,000	18	26.47%	31.1	2	15	1	0
\$120,001 - \$170,000	14	20.59%	52.7	2	11	1	0
\$170,001 - \$220,000	8	11.76%	47.4	0	6	2	0
\$220,001 and up	7	10.29%	34.3	1	3	3	0
Total Pending Units:	68		44.5	16	43	9	0.00B
Total Pending Volume:	7,994,280			1.24M	5.30M	1.45M	\$0
Average Listing Price:	\$99,397			\$77,469	\$123,327	\$161,300	

Pending Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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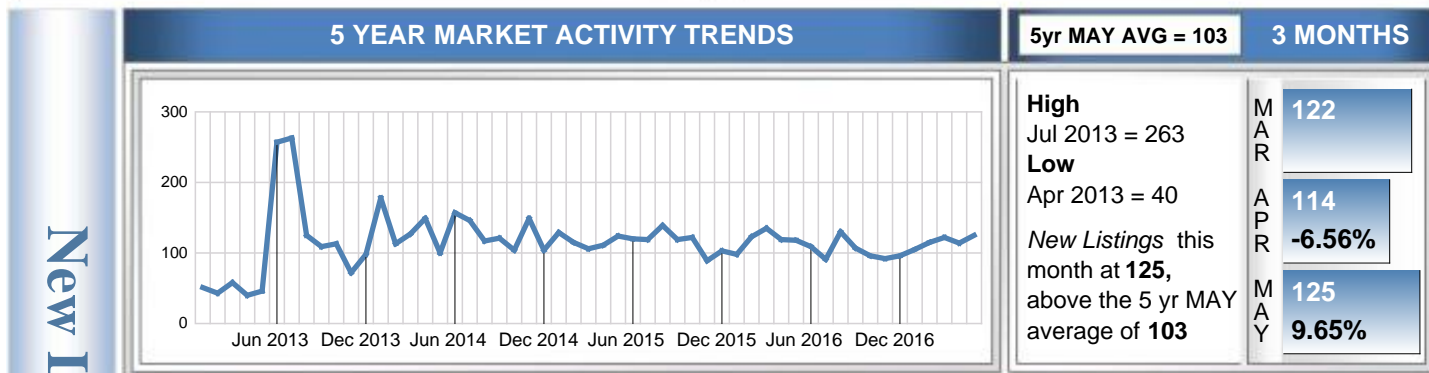
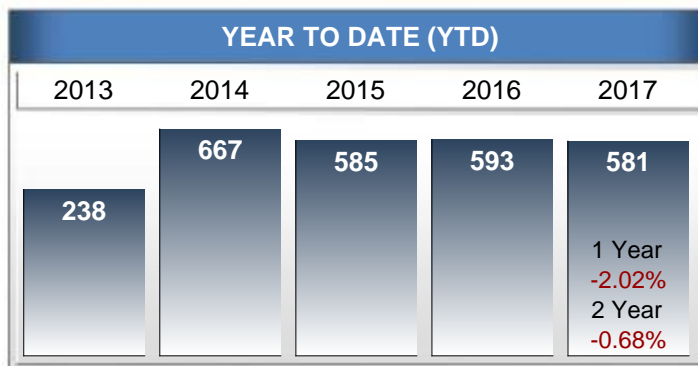
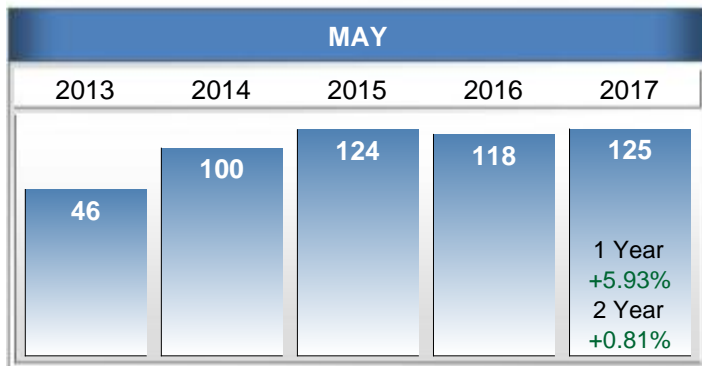
New Listings as of Jun 12, 2017



New Listings

Report Produced on: Jun 12, 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+
\$25,000 and less	14	11.20%	6	6	2	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$50,000	21	16.80%	13	6	2	0
\$50,001 - \$100,000	35	28.00%	10	22	3	0
\$100,001 - \$150,000	26	20.80%	2	18	6	0
\$150,001 - \$200,000	13	10.40%	1	9	3	0
\$200,001 and up	16	12.80%	5	5	6	0
Total New Listed Units:	125		37	66	22	0.00B
Total New Listed Volume:	14,402,149		3.86M	7.26M	3.28M	0.00B
Average New Listed Listing Price:	\$158,900		\$104,359	\$110,033	\$149,032	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

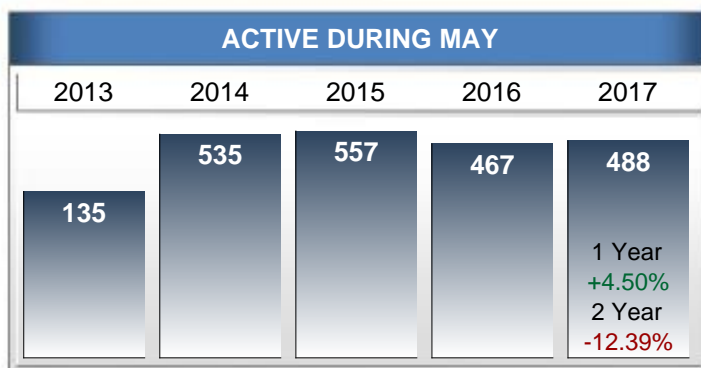
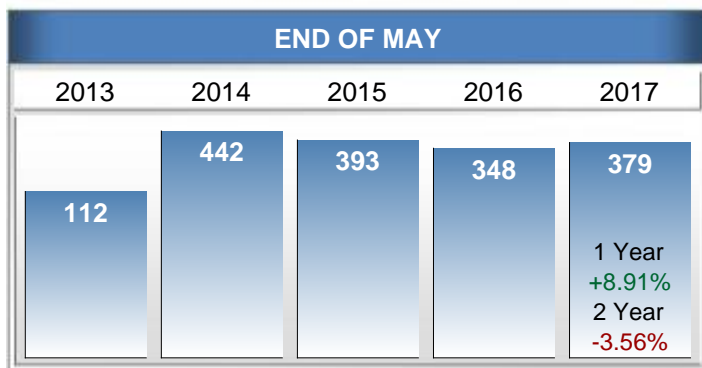
Active Inventory as of Jun 12, 2017



Active Inventory

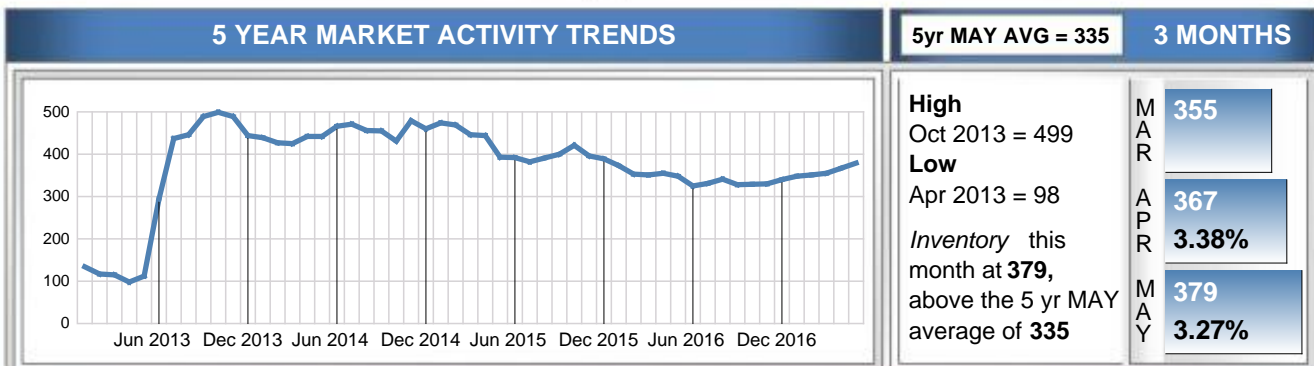
Report Produced on: Jun 12, 2017

Area Delimited by County Of Muskogee



Active Inventory

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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	64	16.89%	85.7	55	8	1	0	
\$25,001-\$50,000	56	14.78%	98.3	34	19	2	1	
\$50,001-\$100,000	88	23.22%	65.5	31	51	5	1	
\$100,001-\$175,000	80	21.11%	68.7	13	48	17	2	
\$175,001-\$300,000	53	13.98%	67.9	11	22	17	3	
\$300,001 and up	38	10.03%	77.6	24	4	5	5	
Total Active Inventory by Units:			379	76.0	168	152	47	12
Total Active Inventory by Volume:			59,645,904		29.43M	18.27M	8.77M	3.18M
Average Active Inventory Listing Price:			\$157,377		\$175,189	\$120,183	\$186,554	\$264,858



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2017

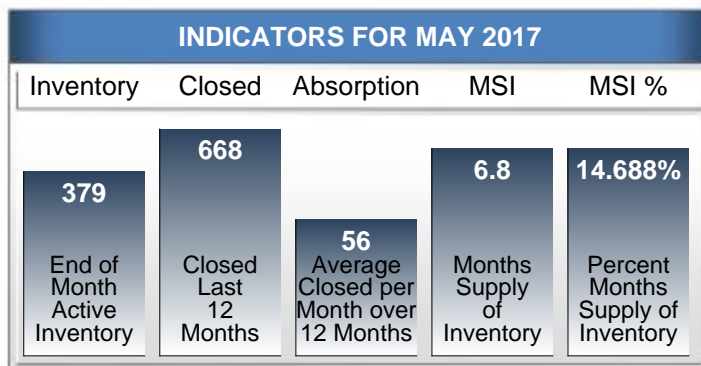
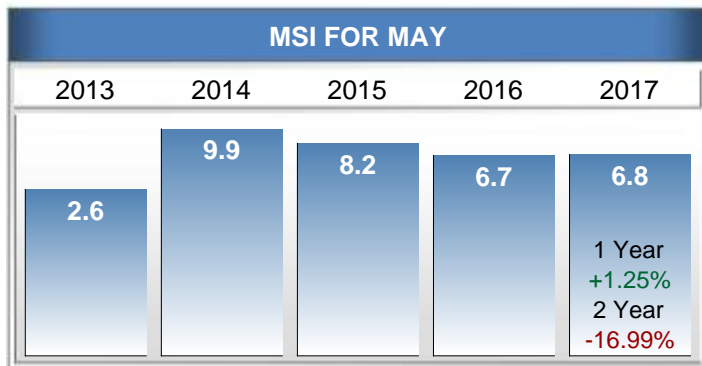
Active Inventory as of Jun 12, 2017



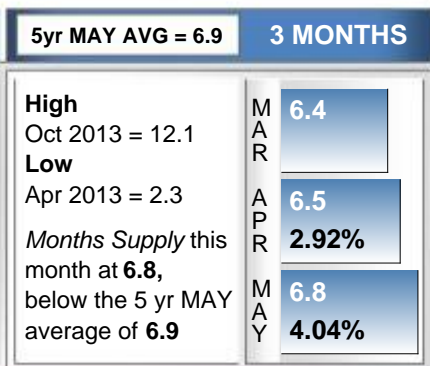
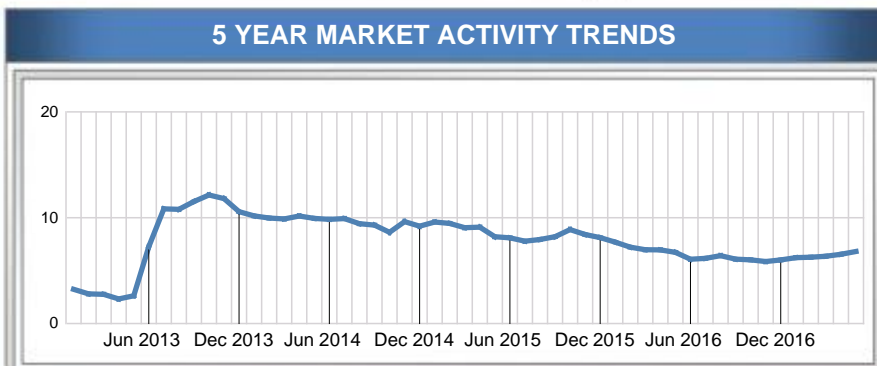
Months Supply of Inventory

Report Produced on: Jun 12, 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	27	7.12%	11.2	17.6	1.3	4.0	0.0
\$10,001 \$30,000	45	11.87%	4.7	6.3	2.8	1.7	0.0
\$30,001 \$60,000	67	17.68%	6.4	8.4	5.0	3.0	6.0
\$60,001 \$120,000	93	24.54%	5.6	10.3	4.4	7.7	12.0
\$120,001 \$180,000	56	14.78%	5.9	16.5	4.1	9.8	12.0
\$180,001 \$310,000	53	13.98%	8.4	33.0	6.9	6.8	9.0
\$310,001 and up	38	10.03%	57.0	288.0	48.0	12.0	60.0
MSI:	6.8			11.3	4.6	7.1	12.0
Total Active Inventory:	379			168	152	47	12



Monthly Inventory Analysis

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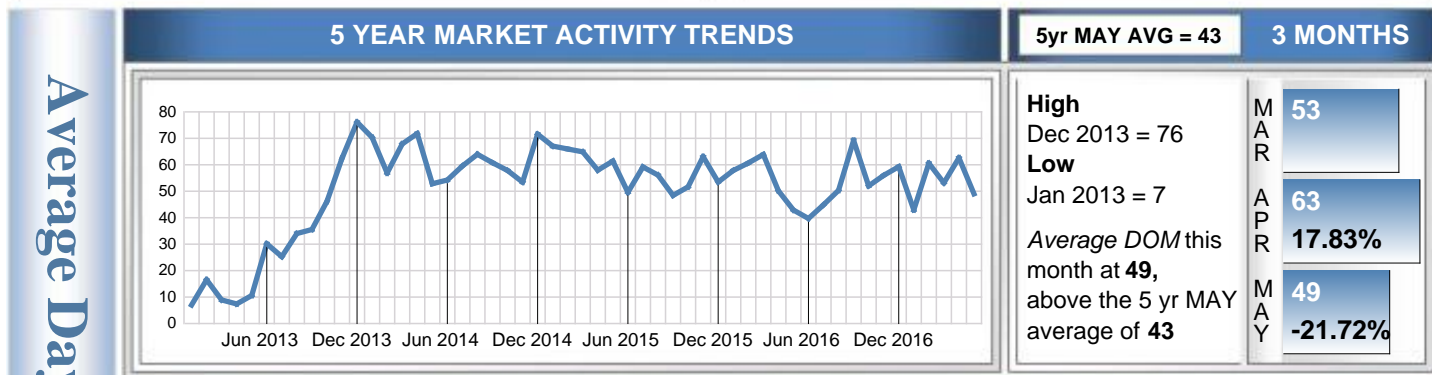
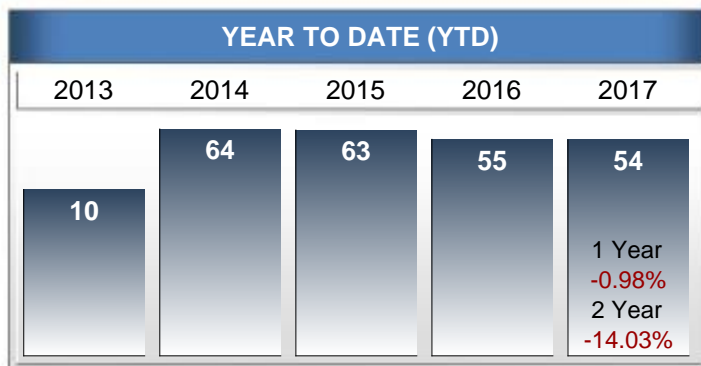
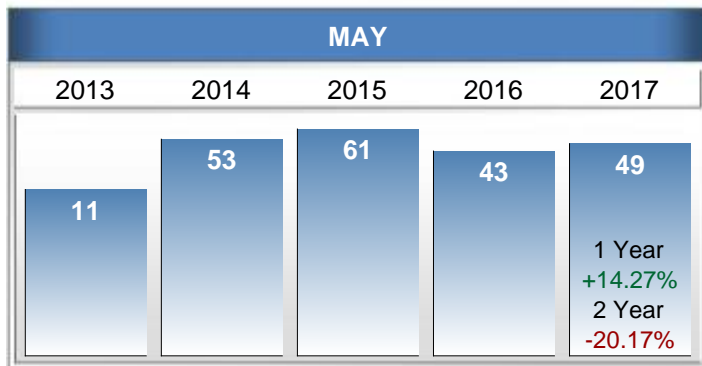
Closed Sales as of Jun 12, 2017



Average Days on Market to Sale

Report Produced on: Jun 12, 2017

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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	4	7.41%	42.3	41.7	44.0	0.0	0.0
\$20,001 \$30,000	6	11.11%	43.7	43.5	37.0	0.0	51.0
\$30,001 \$60,000	10	18.52%	34.4	8.0	41.0	0.0	0.0
\$60,001 \$80,000	9	16.67%	47.9	42.0	52.6	0.0	0.0
\$80,001 \$140,000	12	22.22%	40.4	62.0	41.2	0.0	11.0
\$140,001 \$190,000	5	9.26%	93.8	0.0	93.8	0.0	0.0
\$190,001 and up	8	14.81%	60.9	0.0	33.7	77.2	0.0
Average Closed DOM: 49.0				38.9	50.1	77.2	31.0
Total Closed Units: 54				14	33	5	2
Total Closed Volume: 5,195,293				580.21K	3.28M	1.22M	116.50K



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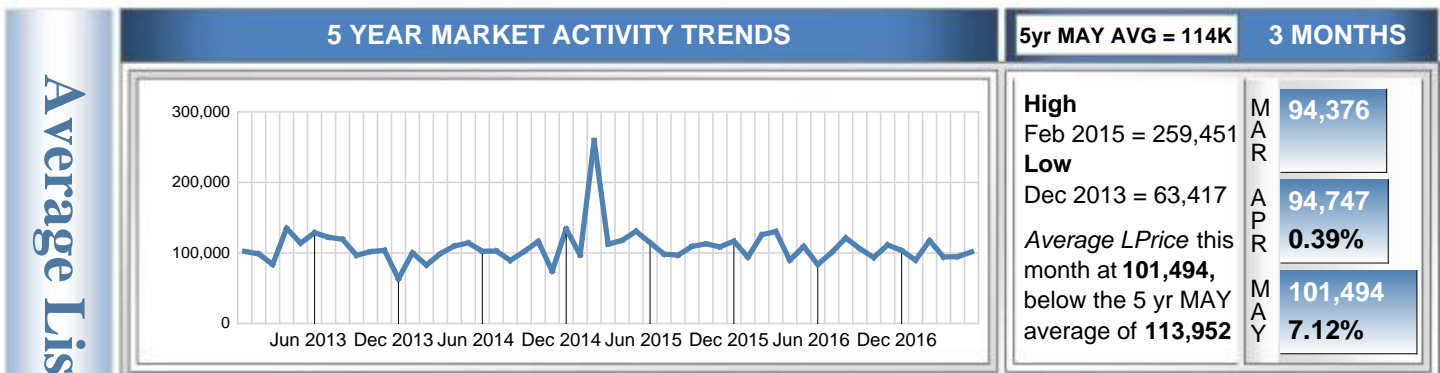
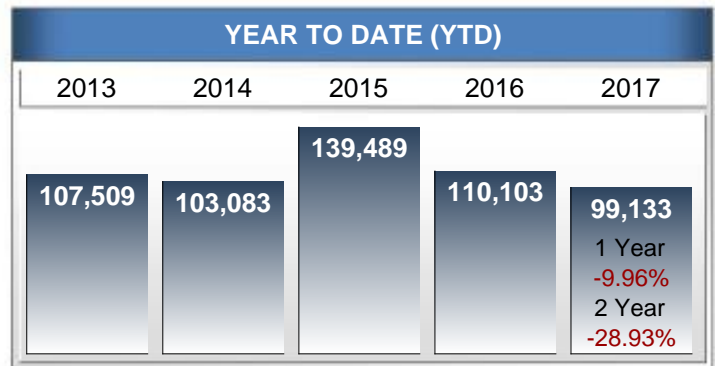
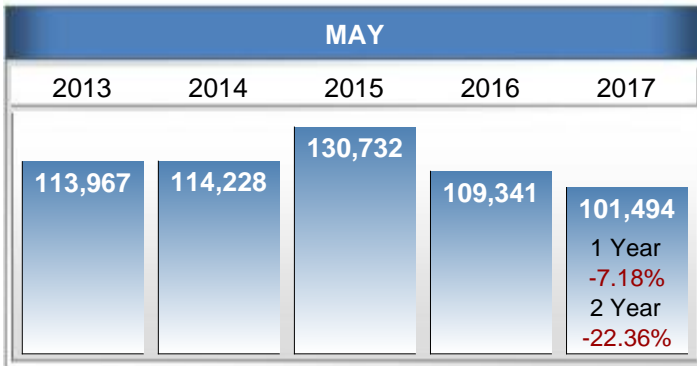
Closed Sales as of Jun 12, 2017



Average List Price at Closing

Report Produced on: Jun 12, 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%	18,200	18,900	26,900	0	0
\$20,001 \$30,000	5		9.26%	26,480	28,875	19,900	0	50,000
\$30,001 \$60,000	11		20.37%	45,236	34,500	52,160	0	0
\$60,001 \$80,000	8		14.81%	74,485	81,975	74,060	0	0
\$80,001 \$140,000	14		25.93%	100,129	135,000	99,430	0	99,500
\$140,001 \$190,000	6		11.11%	171,950	0	168,540	0	0
\$190,001 and up	7		12.96%	252,386	0	239,966	247,160	0
Average List Price:	\$101,494				\$50,293	\$102,766	\$247,160	\$74,750
Total Closed Units:	54				14	33	5	2
Total List Volume:	5,480,679				704.10K	3.39M	1.24M	149.50K



Monthly Inventory Analysis

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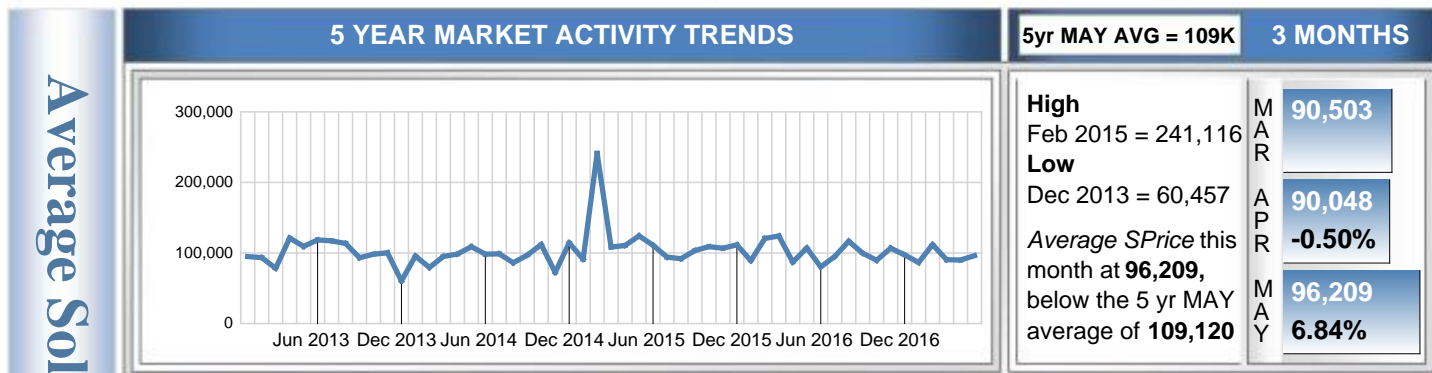
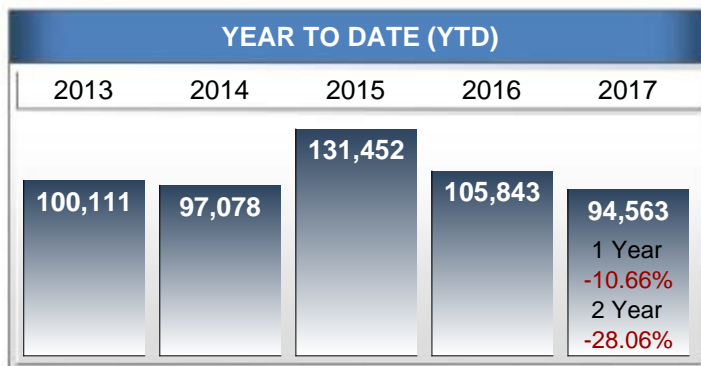
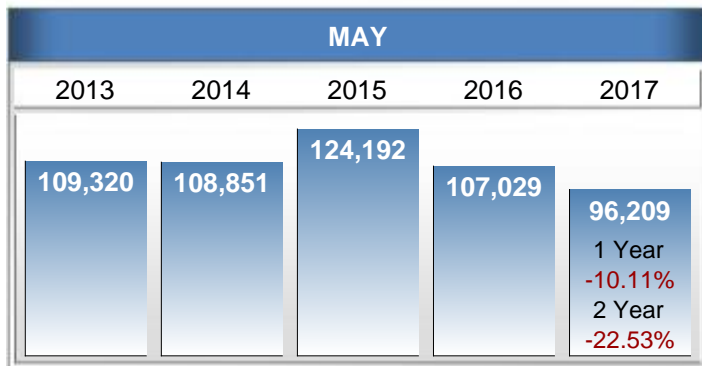
Closed Sales as of Jun 12, 2017



Average Sold Price at Closing

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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	4		7.41%	15,375	13,833	20,000	0	0
\$20,001 \$30,000	6		11.11%	24,038	24,413	20,075	0	26,500
\$30,001 \$60,000	10		18.52%	45,667	35,578	48,189	0	0
\$60,001 \$80,000	9		16.67%	70,978	71,225	70,780	0	0
\$80,001 \$140,000	12		22.22%	95,408	85,000	96,990	0	90,000
\$140,001 \$190,000	5		9.26%	166,280	0	166,280	0	0
\$190,001 and up	8		14.81%	239,725	0	231,633	244,580	0
Average Closed Price:	\$96,209				\$41,443	\$99,263	\$244,580	\$58,250
Total Closed Units:	54				14	33	5	2
Total Closed Volume:	5,195,293				580.21K	3.28M	1.22M	116.50K



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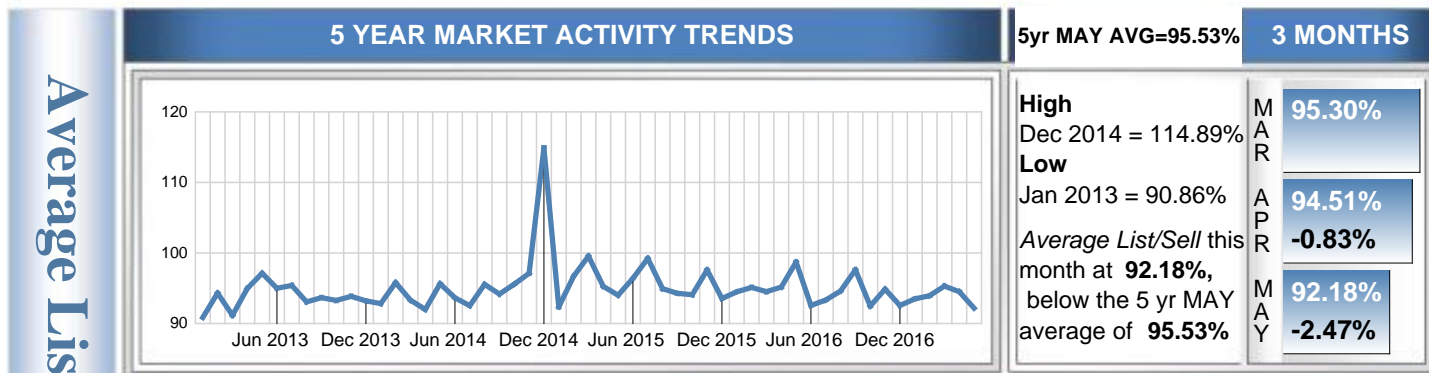
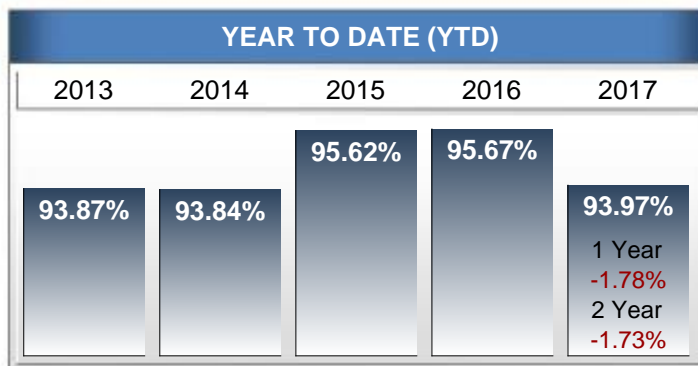
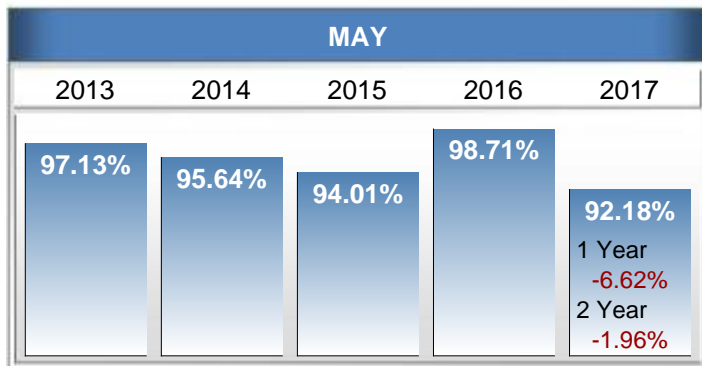
Closed Sales as of Jun 12, 2017



Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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	4	7.41%	74.08%	73.98%	74.35%	0.00%	0.00%
\$20,001 \$30,000	6	11.11%	82.16%	84.77%	100.88%	0.00%	53.00%
\$30,001 \$60,000	10	18.52%	94.93%	103.17%	92.87%	0.00%	0.00%
\$60,001 \$80,000	9	16.67%	92.23%	87.52%	95.99%	0.00%	0.00%
\$80,001 \$140,000	12	22.22%	94.15%	62.96%	97.63%	0.00%	90.45%
\$140,001 \$190,000	5	9.26%	98.59%	0.00%	98.59%	0.00%	0.00%
\$190,001 and up	8	14.81%	98.28%	0.00%	96.77%	99.19%	0.00%
Average List/Sell Ratio: 92.20%				84.32%	95.69%	99.19%	71.73%
Total Closed Units: 54				14	33	5	2
Total Closed Volume: 5,195,293				580.21K	3.28M	1.22M	116.50K



Monthly Inventory Analysis

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Inventory as of Jun 12, 2017



Market Summary

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Absorption: Last 12 months, an Average of 56 Sales/Month

Active Inventory as of May 31, 2017 = 379

	MAY			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	59	54	-8.47%	269	258	-4.09%
Pending Sales	76	68	-10.53%	309	296	-4.21%
New Listings	118	125	5.93%	593	581	-2.02%
Average List Price	109,341	101,494	-7.18%	110,103	99,133	-9.96%
Average Sale Price	107,029	96,209	-10.11%	105,843	94,563	-10.66%
Average Percent of List Price to Selling Price	98.71%	92.18%	-6.62%	95.67%	93.97%	-1.78%
Average Days on Market to Sale	42.90	49.02	14.27%	54.80	54.26	-0.98%
Monthly Inventory	348	379	8.91%	348	379	8.91%
Months Supply of Inventory	6.72	6.81	1.25%	6.72	6.81	1.25%

