



August 2017

Area Delimited by County Of Muskogee

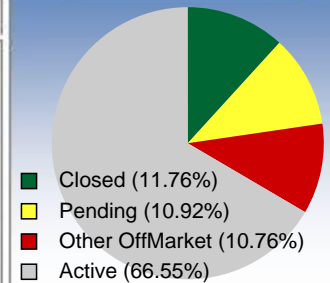


Absorption: Last 12 months, an Average of **55** Sales/Month

Active Inventory as of August 31, 2017 = **396**

	AUGUST		
	2016	2017	+/- %
Closed Listings	55	70	27.27%
Pending Listings	53	65	22.64%
New Listings	130	143	10.00%
Median List Price	114,900	90,750	-21.02%
Median Sale Price	110,000	93,500	-15.00%
Median Percent of List Price to Selling Price	97.60%	97.30%	-0.31%
Median Days on Market to Sale	44.00	33.00	-25.00%
End of Month Inventory	341	396	16.13%
Months Supply of Inventory	6.41	7.22	12.60%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 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 August 2017 rose **16.13%** to 396 existing homes available for sale. Over the last 12 months this area has had an average of 55 closed sales per month. This represents an unsold inventory index of **7.22** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **15.00%** in August 2017 to \$93,500 versus the previous year at \$110,000.

Median Days on Market Shortens

The median number of **33.00** days that homes spent on the market before selling decreased by 11.00 days or **25.00%** in August 2017 compared to last year's same month at **44.00** DOM.

Sales Success for August 2017 is Positive

Overall, with Median Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 143 New Listings in August 2017, up **10.00%** from last year at 130. Furthermore, there were 70 Closed Listings this month versus last year at 55, a **27.27%** increase.

Closed versus Listed trends yielded a **49.0%** ratio, up from last year's August 2017 at **42.3%**, a **15.70%** upswing. 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

Data from the Greater Tulsa Association of REALTORS®

August 2017

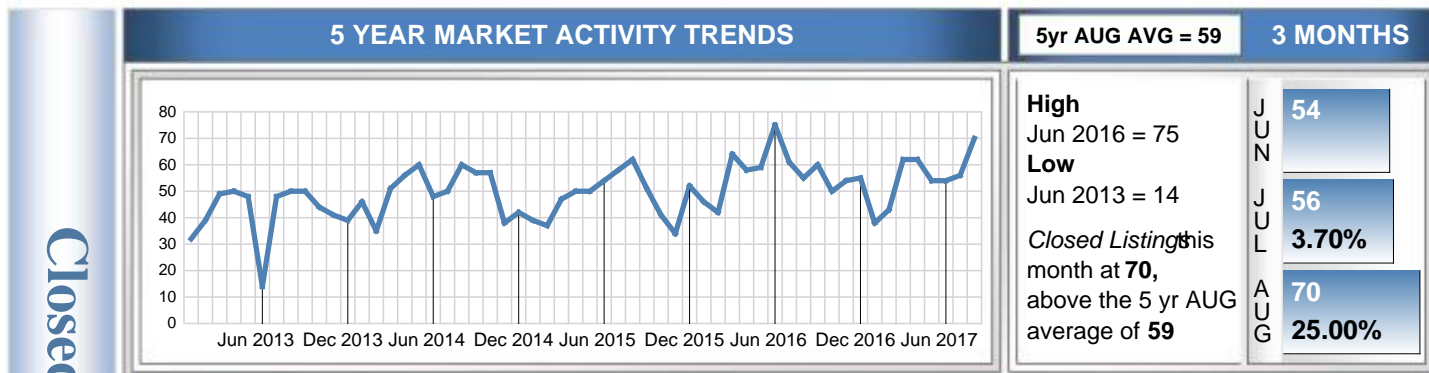
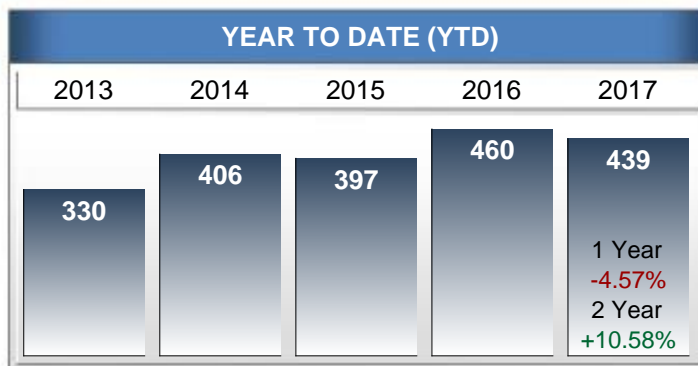
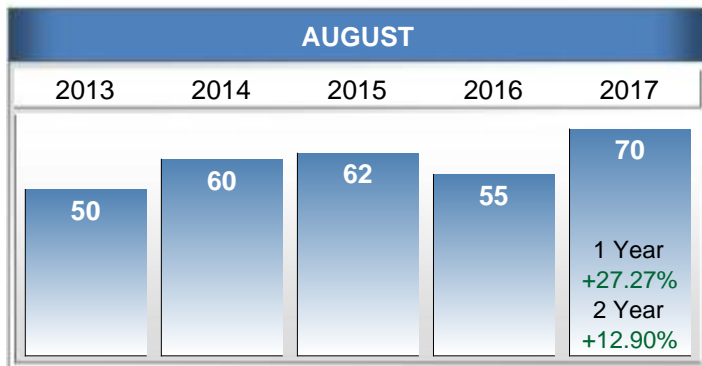
Closed Sales as of Sep 12, 2017



Closed Listings

Report Produced on: Sep 12, 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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	5	7.14%	39.0	2	2	0	1
\$20,001 - \$30,000	9	12.86%	24.0	4	3	2	0
\$30,001 - \$50,000	10	14.29%	34.5	3	7	0	0
\$50,001 - \$110,000	18	25.71%	8.5	3	12	3	0
\$110,001 - \$140,000	10	14.29%	28.0	0	9	1	0
\$140,001 - \$180,000	11	15.71%	34.0	0	8	2	1
\$180,001 and up	7	10.00%	63.0	0	4	1	2
Total Closed Units:	70		33.0	12	45	9	4
Total Closed Volume:	7,333,449			492.23K	5.06M	916.68K	865.50K
Median Closed Price:	\$93,500			\$37,500	\$109,900	\$107,000	\$245,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

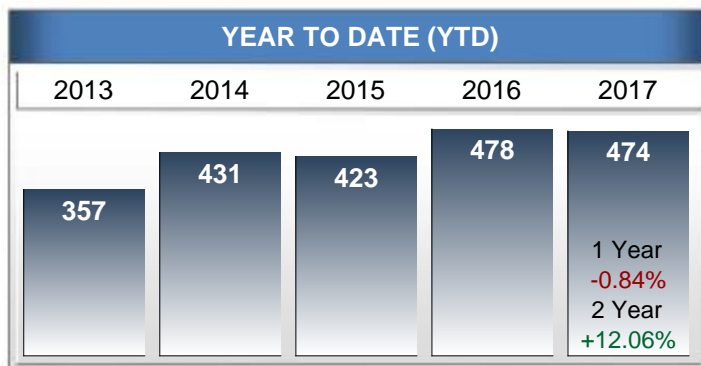
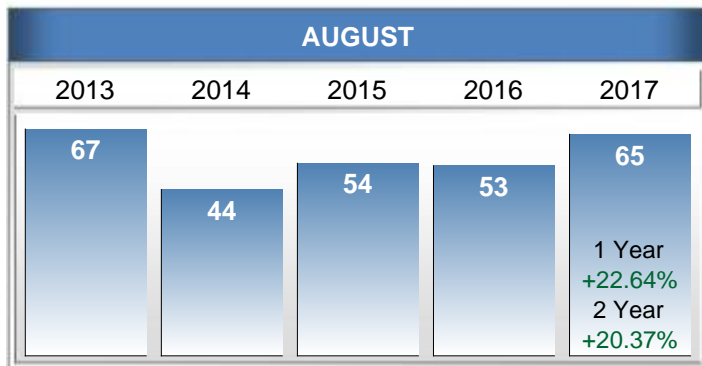
Pending Listings as of Sep 12, 2017



Pending Listings

Report Produced on: Sep 12, 2017

Area Delimited by County Of Muskogee



Pending Listings
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5yr AUG AVG = 57 **3 MONTHS**

High
 May 2016 = 76
Low
 May 2013 = 14
Pending Listing this month at **65**, above the 5 yr AUG average of **57**

JUN	71
JUL	51
AUG	65

-28.17% (JUL vs AUG)
27.45% (AUG vs 5yr AVG)

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	1	1.54%	12.0	0	0	0	1
\$10,001 - \$60,000	13	20.00%	24.0	7	4	2	0
\$60,001 - \$80,000	9	13.85%	34.0	1	7	0	1
\$80,001 - \$120,000	16	24.62%	41.0	0	13	3	0
\$120,001 - \$140,000	7	10.77%	12.0	2	5	0	0
\$140,001 - \$220,000	12	18.46%	19.5	1	8	2	1
\$220,001 and up	7	10.77%	41.0	1	4	1	1
Total Pending Units:	65		28.0	12	41	8	4
Total Pending Volume:	7,698,289			1.03M	5.04M	977.15K	648.00K
Median Listing Price:	\$110,000			\$30,000	\$116,900	\$117,425	\$144,000



Monthly Inventory Analysis

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August 2017

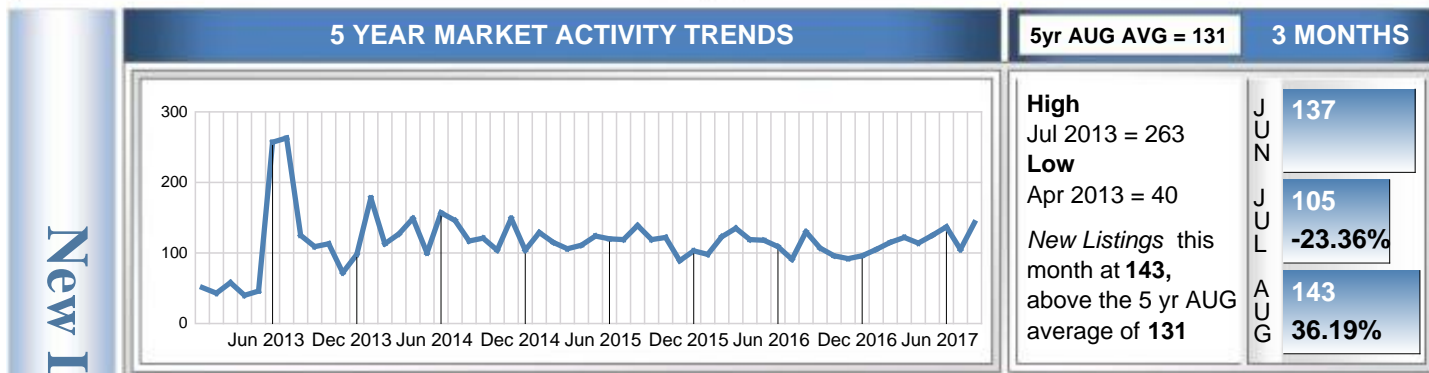
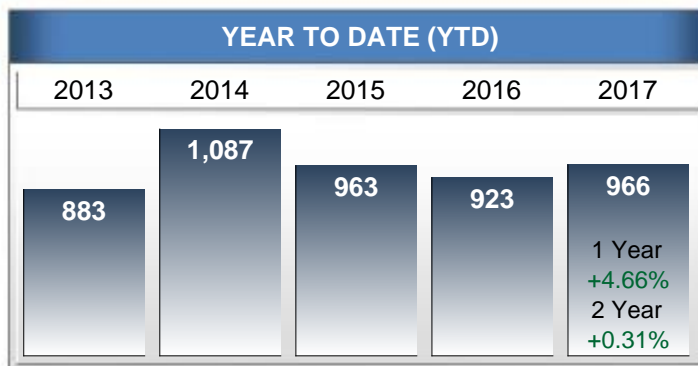
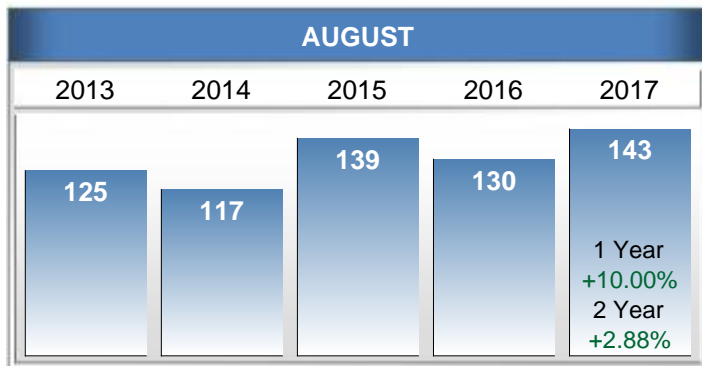
New Listings as of Sep 12, 2017



New Listings

Report Produced on: Sep 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+
\$0 and less	0	0.00%	0	0	0	0
\$1-\$30,000	32	22.38%	24	6	1	1
\$30,001-\$70,000	17	11.89%	7	8	1	1
\$70,001-\$140,000	37	25.87%	9	22	5	1
\$140,001-\$190,000	20	13.99%	0	14	6	0
\$190,001-\$240,000	20	13.99%	2	12	5	1
\$240,001 and up	17	11.89%	9	2	4	2
Total New Listed Units:	143		51	64	22	6
Total New Listed Volume:	24,638,349		11.28M	8.33M	3.96M	1.07M
Median New Listed Listing Price:	\$119,900		\$37,500	\$129,950	\$184,900	\$173,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2017

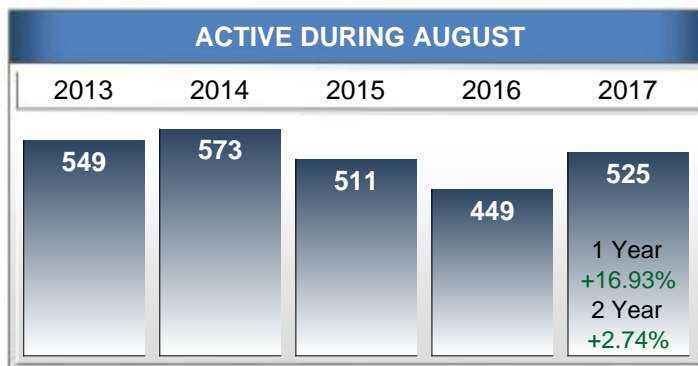
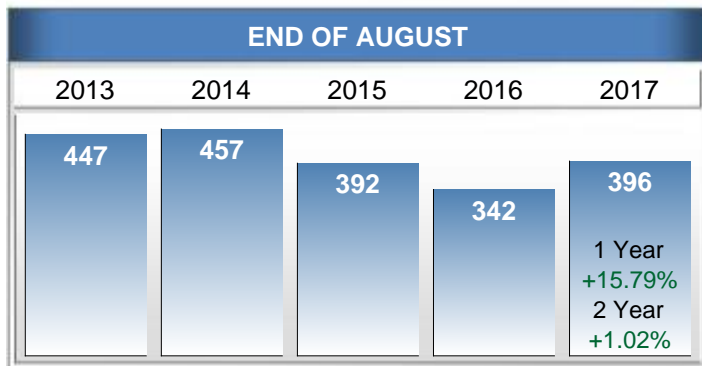
Active Inventory as of Sep 12, 2017



Active Inventory

Report Produced on: Sep 12, 2017

Area Delimited by County Of Muskogee



Active Inventory

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5yr AUG AVG = 407	3 MONTHS										
High Oct 2013 = 500 Low Apr 2013 = 99 <i>Inventory this month at 396, below the 5 yr AUG average of 407</i>	<table border="1"> <tr> <td>JUN</td> <td>380</td> </tr> <tr> <td>JUL</td> <td>384</td> </tr> <tr> <td>AUG</td> <td>396</td> </tr> <tr> <td colspan="2">1.05%</td> </tr> <tr> <td colspan="2">3.13%</td> </tr> </table>	JUN	380	JUL	384	AUG	396	1.05%		3.13%	
JUN	380										
JUL	384										
AUG	396										
1.05%											
3.13%											

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$10,000 and less	30	7.58%	20.0	25	4	1	0	
\$10,001 - \$30,000	46	11.62%	77.0	38	6	1	1	
\$30,001 - \$60,000	59	14.90%	76.0	34	21	3	1	
\$60,001 - \$130,000	101	25.51%	66.0	27	59	13	2	
\$130,001 - \$190,000	62	15.66%	59.5	9	36	16	1	
\$190,001 - \$280,000	58	14.65%	64.5	12	25	18	3	
\$280,001 and up	40	10.10%	85.0	27	5	5	3	
Total Active Inventory by Units:			396	63.5	172	156	57	11
Total Active Inventory by Volume:			62,289,029		29.84M	20.34M	9.69M	2.42M
Median Active Inventory Listing Price:			\$99,900		\$52,000	\$118,400	\$175,000	\$209,900



Monthly Inventory Analysis

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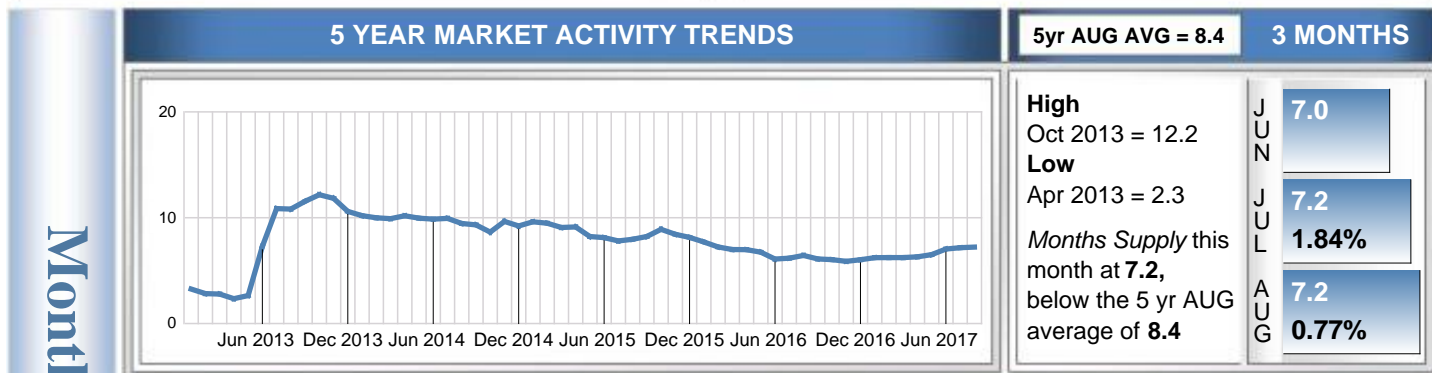
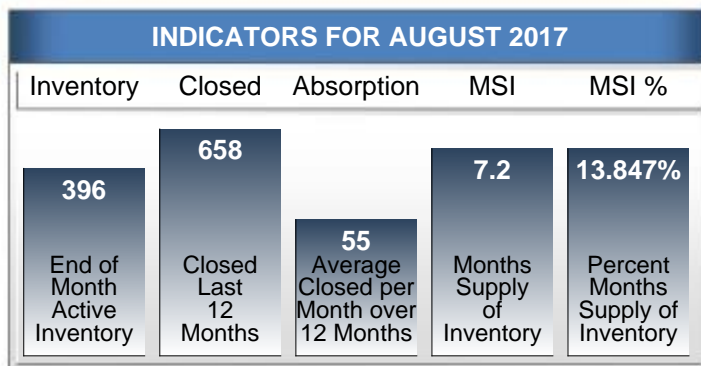
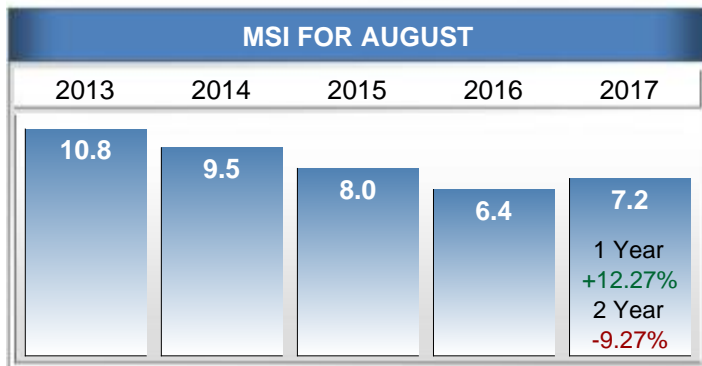
Active Inventory as of Sep 12, 2017



Months Supply of Inventory

Report Produced on: Sep 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	30	7.58%	18.0	25.0	8.0	12.0	0.0
\$10,001 \$30,000	46	11.62%	4.9	7.1	1.9	1.3	12.0
\$30,001 \$60,000	59	14.90%	5.3	7.4	3.5	9.0	6.0
\$60,001 \$130,000	101	25.51%	5.7	11.2	4.2	9.2	24.0
\$130,001 \$190,000	62	15.66%	7.1	27.0	5.5	10.7	3.0
\$190,001 \$280,000	58	14.65%	13.1	36.0	11.5	10.3	18.0
\$280,001 and up	40	10.10%	24.0	324.0	10.0	6.0	12.0
MSI:			7.2	12.2	4.7	8.6	9.4
Total Active Inventory:			396	172	156	57	11



Monthly Inventory Analysis

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August 2017

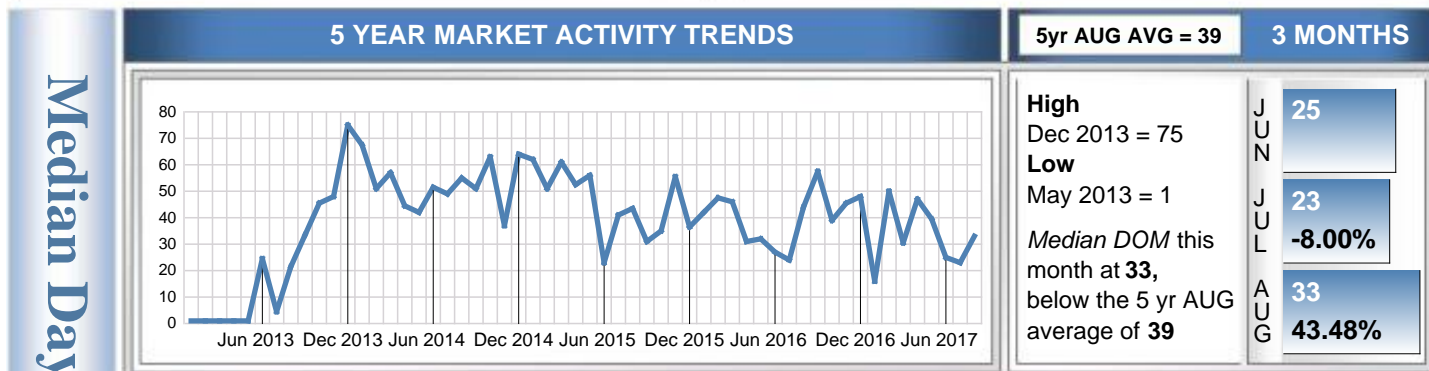
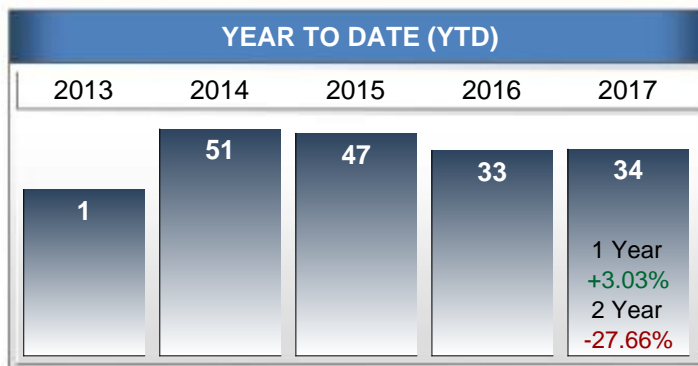
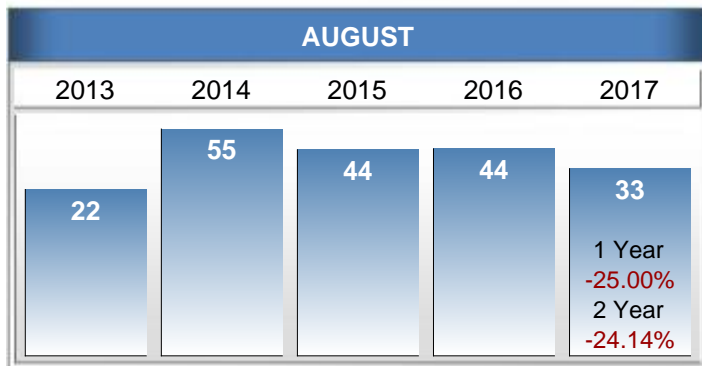
Closed Sales as of Sep 12, 2017



Median Days on Market to Sale

Report Produced on: Sep 12, 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	5	7.14%	39.0	60.0	49.5	0.0	12.0
\$20,001 \$30,000	9	12.86%	24.0	64.0	24.0	36.5	0.0
\$30,001 \$50,000	10	14.29%	34.5	29.0	35.0	0.0	0.0
\$50,001 \$110,000	18	25.71%	8.5	77.0	6.0	7.0	0.0
\$110,001 \$140,000	10	14.29%	28.0	0.0	23.0	96.0	0.0
\$140,001 \$180,000	11	15.71%	34.0	0.0	30.5	55.5	34.0
\$180,001 and up	7	10.00%	63.0	0.0	68.5	43.0	66.5
Median Closed DOM:	33.0			42.5	28.0	37.0	25.0
Total Closed Units:	70			12	45	9	4
Total Closed Volume:	7,333,449			492.23K	5.06M	916.68K	865.50K



Monthly Inventory Analysis

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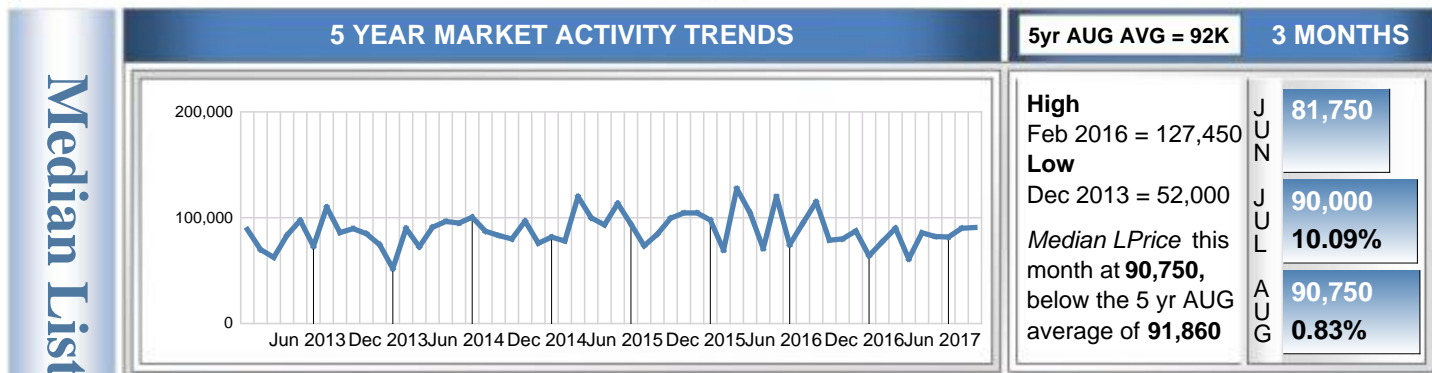
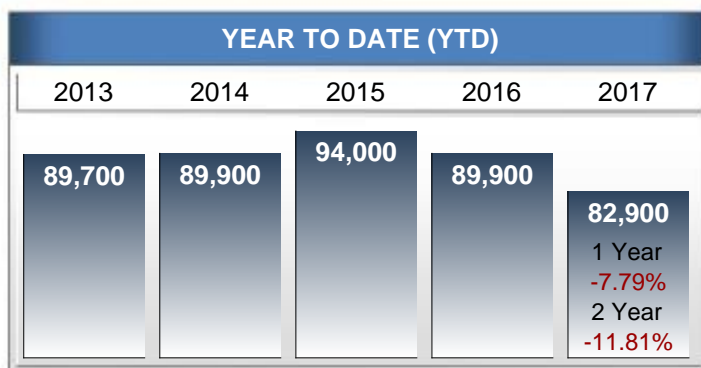
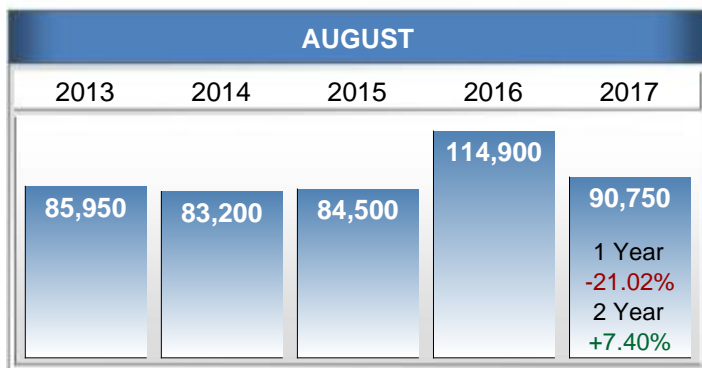
Closed Sales as of Sep 12, 2017



Median List Price at Closing

Report Produced on: Sep 12, 2017

Area Delimited by County Of Muskogee



Median List Price

Ready to Buy or Sell Real Estate?
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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	7		10.00%	19,000	19,250	18,450	0	10,000
\$20,001 \$30,000	7		10.00%	28,000	28,200	28,000	26,500	0
\$30,001 \$50,000	11		15.71%	49,000	49,700	37,550	0	50,000
\$50,001 \$110,000	17		24.29%	75,000	66,000	88,500	69,500	0
\$110,001 \$140,000	11		15.71%	124,900	120,000	124,900	0	0
\$140,001 \$180,000	5		7.14%	164,900	0	149,900	169,450	0
\$180,001 and up	12		17.14%	212,450	0	212,450	192,950	359,000
Median List Price:		\$90,750			\$39,250	\$109,900	\$107,000	\$200,000
Total Closed Units:		70			12	45	9	4
Total List Volume:		7,543,850			509.20K	5.25M	1.01M	778.00K



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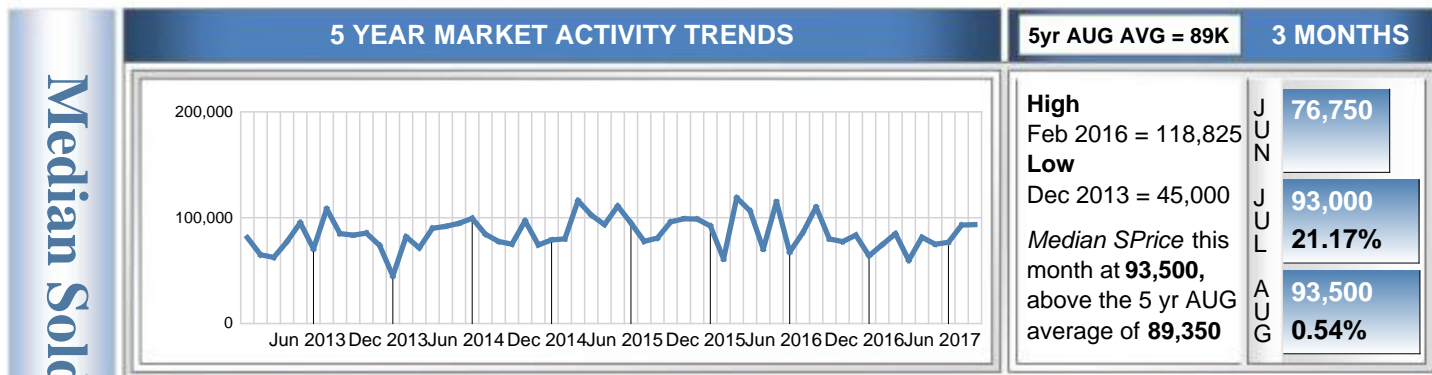
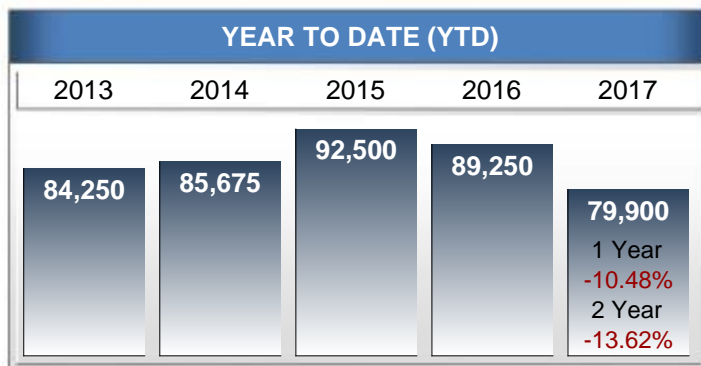
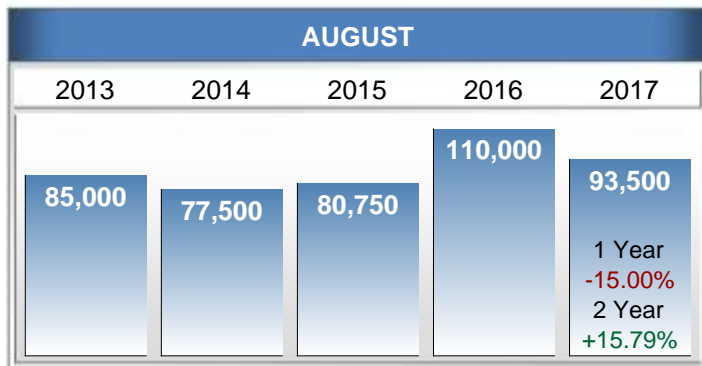
Closed Sales as of Sep 12, 2017



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		7.14%	15,000	17,000	16,600	0	7,500
\$20,001 \$30,000	9		12.86%	25,300	25,625	26,000	24,088	0
\$30,001 \$50,000	10		14.29%	40,500	46,975	37,500	0	0
\$50,001 \$110,000	18		25.71%	81,750	64,000	90,750	63,000	0
\$110,001 \$140,000	10		14.29%	120,000	0	120,000	121,500	0
\$140,001 \$180,000	11		15.71%	160,000	0	159,950	167,500	160,000
\$180,001 and up	7		10.00%	330,000	0	277,500	186,000	349,000
Median Closed Price:		\$93,500			\$37,500	\$109,900	\$107,000	\$245,000
Total Closed Units:		70			12	45	9	4
Total Closed Volume:		7,333,449			492.23K	5.06M	916.68K	865.50K



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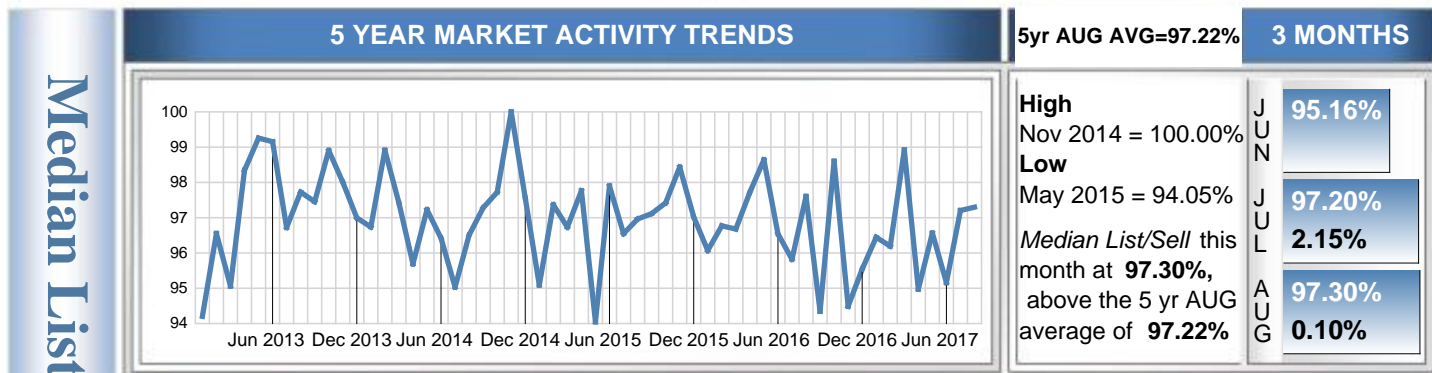
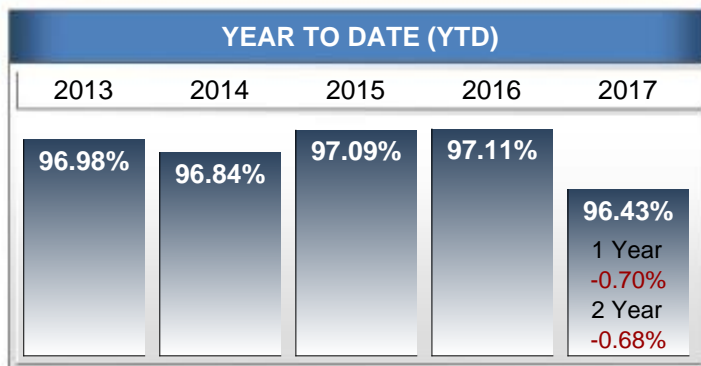
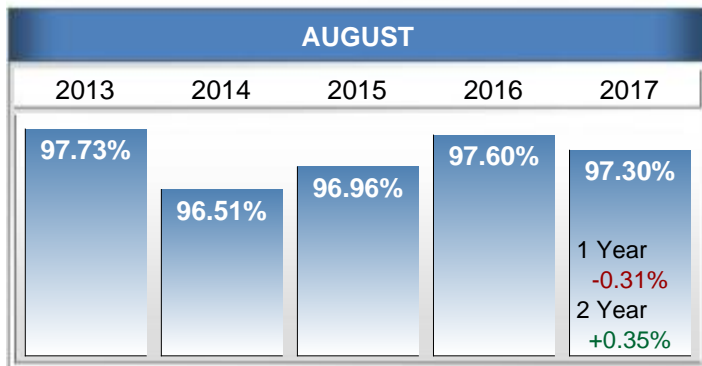
Closed Sales as of Sep 12, 2017



Median Percent of List Price to Selling Price

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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	5	7.14%	78.10%	88.46%	79.21%	0.00%	75.00%
\$20,001 - \$30,000	9	12.86%	91.50%	90.96%	100.00%	90.93%	0.00%
\$30,001 - \$50,000	10	14.29%	95.97%	94.14%	96.70%	0.00%	0.00%
\$50,001 - \$110,000	18	25.71%	100.00%	96.97%	100.00%	100.00%	0.00%
\$110,001 - \$140,000	10	14.29%	98.28%	0.00%	98.45%	69.83%	0.00%
\$140,001 - \$180,000	11	15.71%	97.30%	0.00%	98.65%	92.29%	320.00%
\$180,001 and up	7	10.00%	95.28%	0.00%	94.98%	100.00%	97.14%
Median List/Sell Ratio:	97.30%			93.54%	98.55%	91.50%	97.14%
Total Closed Units:	70			12	45	9	4
Total Closed Volume:	7,333,449			492.23K	5.06M	916.68K	865.50K



Monthly Inventory Analysis

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August 2017

Inventory as of Sep 12, 2017



Market Summary

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Area Delimited by County Of Muskogee



Absorption: Last 12 months, an Average of 55 Sales/Month

Active Inventory as of August 31, 2017 = 396

	AUGUST			Year To Date		
	2016	2017	+/-%	2016	2017	+/-%
Closed Sales	55	70	27.27%	460	439	-4.57%
Pending Sales	53	65	22.64%	478	474	-0.84%
New Listings	130	143	10.00%	923	966	4.66%
Median List Price	114,900	90,750	-21.02%	89,900	82,900	-7.79%
Median Sale Price	110,000	93,500	-15.00%	89,250	79,900	-10.48%
Median Percent of List Price to Selling Price	97.60%	97.30%	-0.31%	97.11%	96.43%	-0.70%
Median Days on Market to Sale	44.00	33.00	-25.00%	33.00	34.00	3.03%
Monthly Inventory	341	396	16.13%	341	396	16.13%
Months Supply of Inventory	6.41	7.22	12.60%	6.41	7.22	12.60%

