



August 2016

Area Delimited by County Of Muskogee

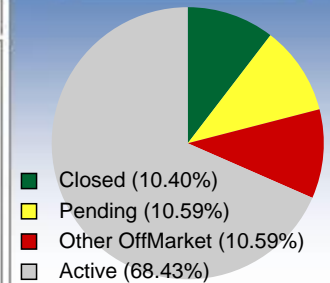


Absorption: Last 12 months, an Average of **53** Sales/Month

Active Inventory as of August 31, 2016 = **362**

	AUGUST		
	2015	2016	+/-%
Closed Listings	62	55	-11.29%
Pending Listings	54	56	3.70%
New Listings	139	130	-6.47%
Average List Price	96,846	121,295	25.25%
Average Sale Price	91,927	116,625	26.87%
Average Percent of List Price to Selling Price	94.93%	94.62%	-0.34%
Average Days on Market to Sale	56.11	50.35	-10.28%
End of Month Inventory	391	362	-7.42%
Months Supply of Inventory	7.94	6.83	-13.97%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 12, 2016

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

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2016 decreased **7.42%** to 362 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 **6.83** 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 **26.87%** in August 2016 to \$116,625 versus the previous year at \$91,927.

Average Days on Market Shortens

The average number of **50.35** days that homes spent on the market before selling decreased by 5.77 days or **10.28%** in August 2016 compared to last year's same month at **56.11** DOM.

Sales Success for August 2016 is Positive

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

There were 130 New Listings in August 2016, down **6.47%** from last year at 139. Furthermore, there were 55 Closed Listings this month versus last year at 62, a **-11.29%** decrease.

Closed versus Listed trends yielded a **42.3%** ratio, down from last year's August 2016 at **44.6%**, a **5.15%** downswing. This will certainly create pressure on a decreasing 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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August 2016

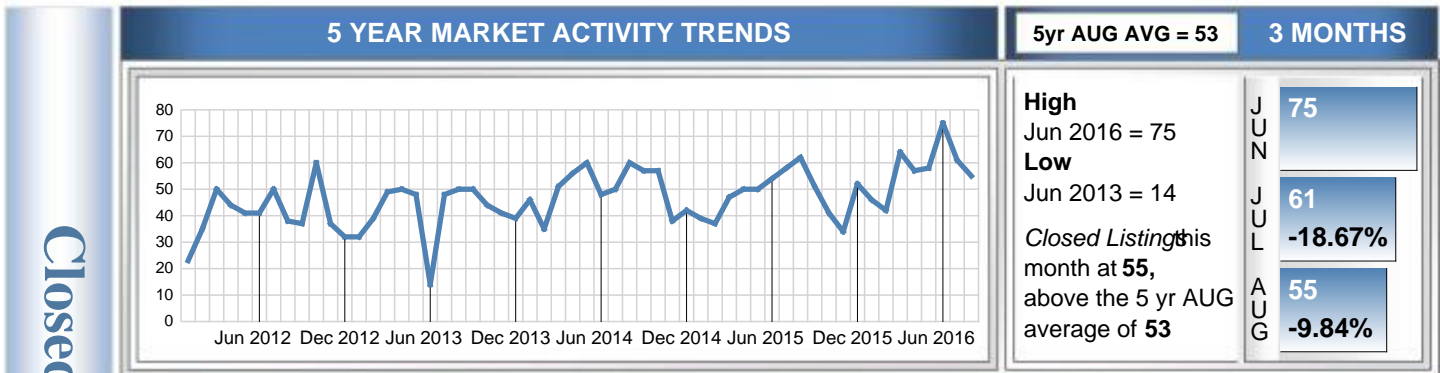
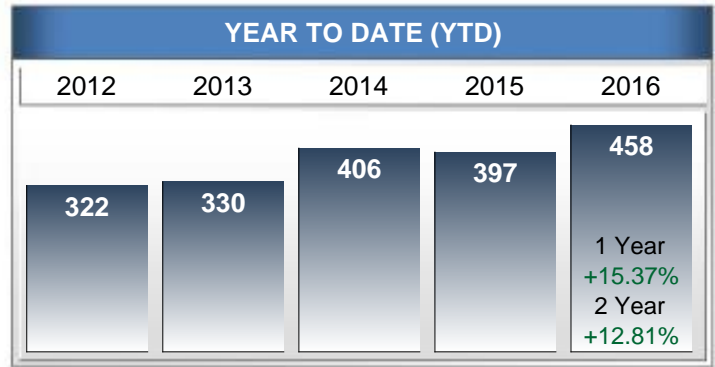
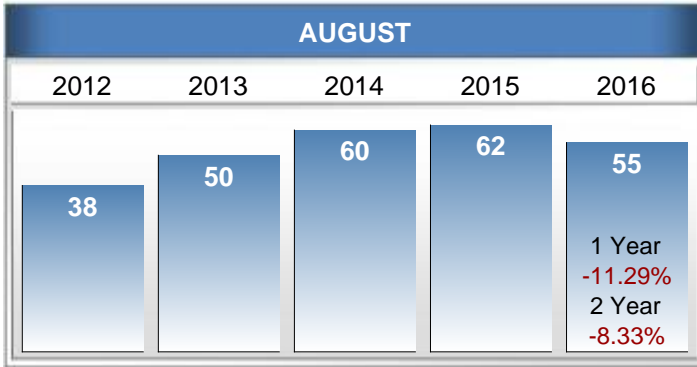
Closed Sales as of Sep 12, 2016



Closed Listings

Report Produced on: Sep 12, 2016

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+
\$10,000 and less	4	7.27%	41.8	2	2	0	0
\$10,001 \$40,000	9	16.36%	59.3	6	3	0	0
\$40,001 \$70,000	5	9.09%	66.0	3	1	1	0
\$70,001 \$120,000	14	25.45%	35.5	1	12	1	0
\$120,001 \$170,000	11	20.00%	33.9	2	7	2	0
\$170,001 \$260,000	6	10.91%	74.0	0	4	2	0
\$260,001 and up	6	10.91%	70.7	1	2	2	1
Total Closed Units:	55		50.3	15	31	8	1
Total Closed Volume:	6,414,370			1.03M	3.69M	1.39M	305.60K
Average Closed Price:	\$116,625			\$68,687	\$118,918	\$174,000	\$305,600



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

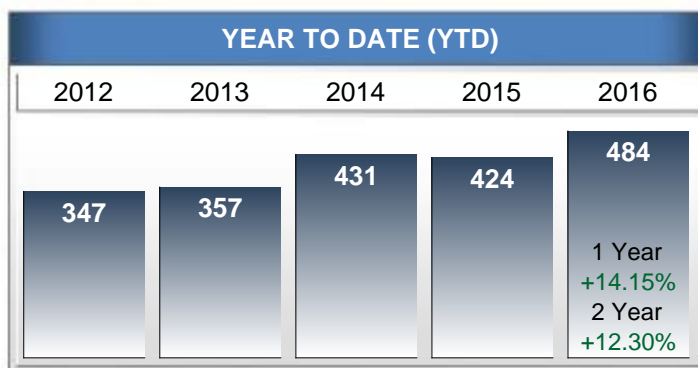
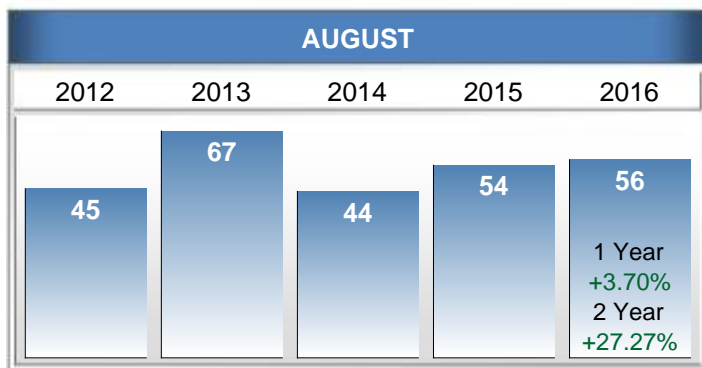
Pending Listings as of Sep 12, 2016



Pending Listings

Report Produced on: Sep 12, 2016

Area Delimited by County Of Muskogee



Pending Listings
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5yr AUG AVG = 53 **3 MONTHS**

High
May 2016 = 76

Low
May 2013 = 14

Pending Listing this month at **56**, above the 5 yr AUG average of **53**

JUN	63
JUL	55
AUG	56

-12.70% (change from July to August)

1.82% (change from August 2015 to August 2016)

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	4	7.14%	43.8	3	1	0	0
\$10,001 - \$40,000	7	12.50%	73.9	6	1	0	0
\$40,001 - \$60,000	9	16.07%	68.7	6	3	0	0
\$60,001 - \$90,000	15	26.79%	61.6	4	11	0	0
\$90,001 - \$150,000	8	14.29%	47.3	0	8	0	0
\$150,001 - \$230,000	6	10.71%	19.8	0	3	2	1
\$230,001 and up	7	12.50%	100.7	1	4	2	0
Total Pending Units:	56		57.1	20	31	4	1
Total Pending Volume:	6,024,600			1.02M	3.59M	1.21M	199.50K
Average Listing Price:	\$70,022			\$50,925	\$115,910	\$303,350	\$199,500



Monthly Inventory Analysis

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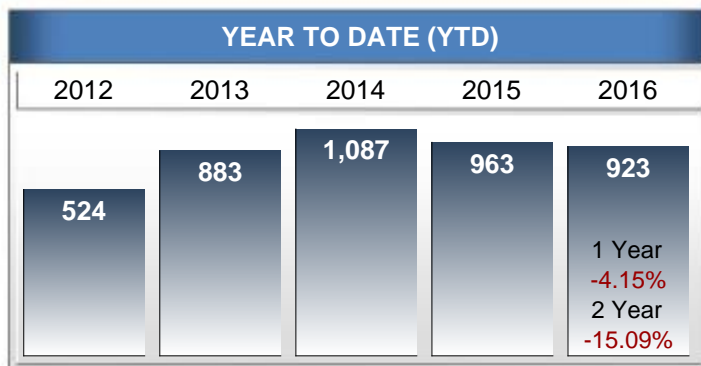
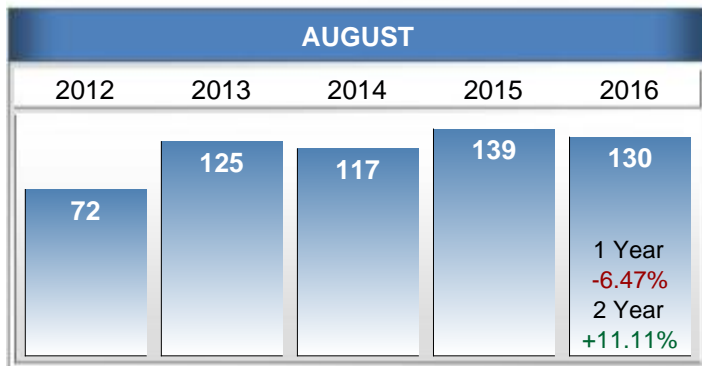
New Listings as of Sep 12, 2016



New Listings

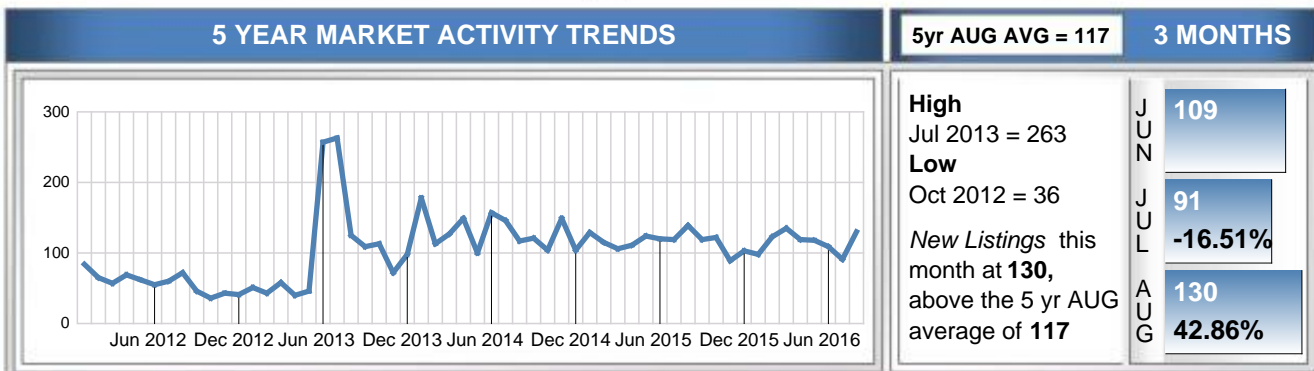
Report Produced on: Sep 12, 2016

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-\$20,000	27	20.77%	23	4	0	0
\$20,001-\$40,000	14	10.77%	10	4	0	0
\$40,001-\$90,000	41	31.54%	15	22	4	0
\$90,001-\$140,000	18	13.85%	2	16	0	0
\$140,001-\$240,000	16	12.31%	3	9	4	0
\$240,001 and up	14	10.77%	5	2	6	1
Total New Listed Units:	130		58	57	14	1
Total New Listed Volume:	18,637,799		9.86M	5.63M	2.89M	249.90K
Average New Listed Listing Price:	\$10,500		\$170,017	\$98,821	\$206,721	\$249,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

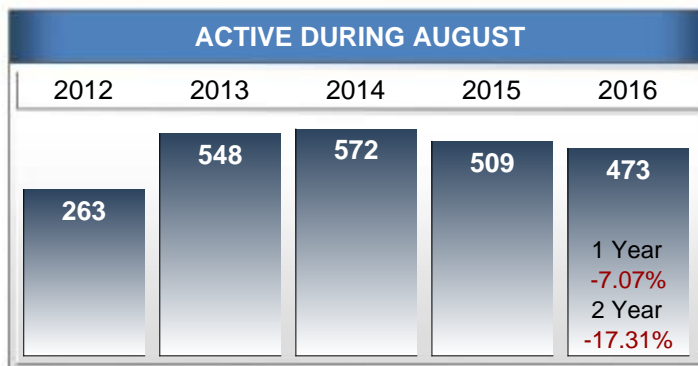
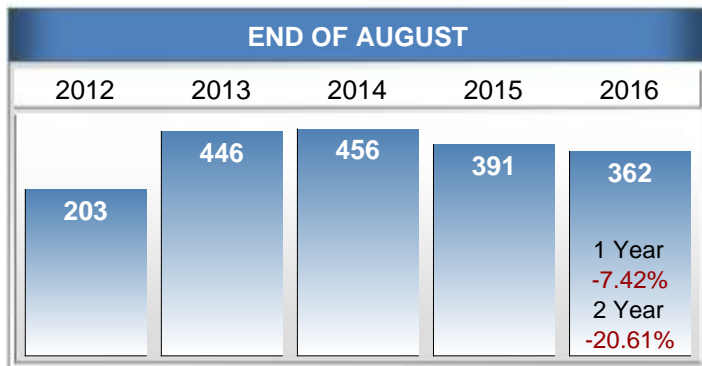
Active Inventory as of Sep 12, 2016



Active Inventory

Report Produced on: Sep 12, 2016

Area Delimited by County Of Muskogee



Active Inventory

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5yr AUG AVG = 372	3 MONTHS
High Oct 2013 = 499	JUN 338
Low Apr 2013 = 98	JUL 345
<i>Inventory this month at 362, below the 5 yr AUG average of 372</i>	AUG 362
	AUG 4.93%

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	63	17.40%	64.8	52	9	2	0		
\$25,001-\$50,000	49	13.54%	94.2	33	13	3	0		
\$50,001-\$100,000	102	28.18%	73.3	36	57	7	2		
\$100,001-\$175,000	60	16.57%	60.9	11	44	5	0		
\$175,001-\$325,000	51	14.09%	77.3	9	23	14	5		
\$325,001 and up	37	10.22%	91.6	21	2	12	2		
Total Active Inventory by Units:				362	75.0	162	148	43	9
Total Active Inventory by Volume:				57,126,809		26.79M	17.39M	10.46M	2.49M
Average Active Inventory Listing Price:				\$157,809		\$165,362	\$117,518	\$243,181	\$276,522



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

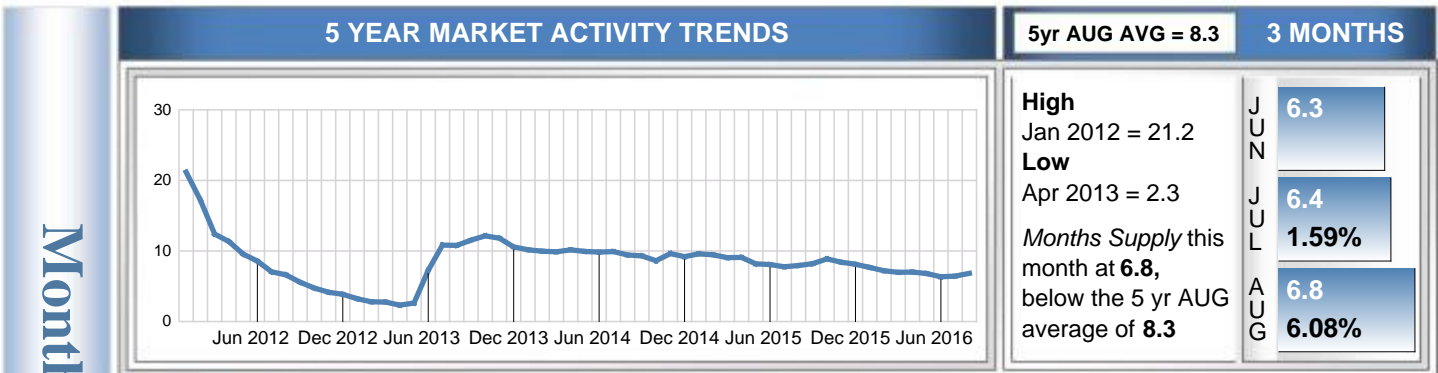
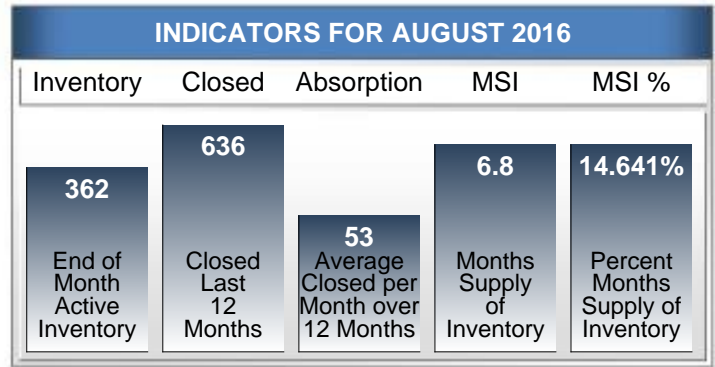
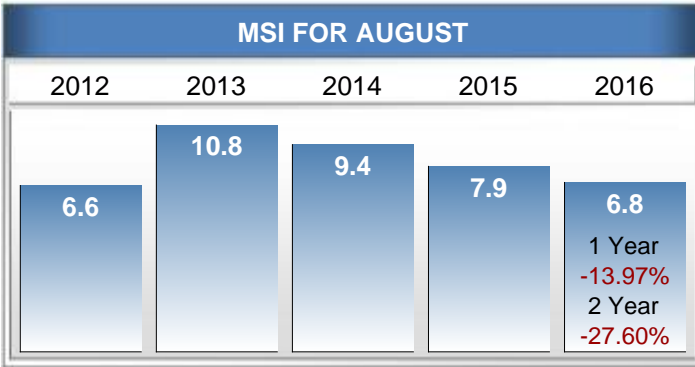
Active Inventory as of Sep 12, 2016



Months Supply of Inventory

Report Produced on: Sep 12, 2016

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	23	6.35%	11.0	15.5	2.4	0.0	0.0	
\$10,001 \$30,000	51	14.09%	6.9	8.4	3.9	9.0	0.0	
\$30,001 \$50,000	38	10.50%	6.2	9.0	4.2	4.0	0.0	
\$50,001 \$120,000	114	31.49%	6.2	13.0	4.8	4.9	0.0	
\$120,001 \$180,000	50	13.81%	4.1	5.7	4.3	2.4	0.0	
\$180,001 \$330,000	50	13.81%	8.5	108.0	7.2	5.3	60.0	
\$330,001 and up	36	9.94%	43.2	84.0	8.0	44.0	24.0	
MSI:	6.8			11.9	4.7	5.6	15.4	
Total Active Inventory:	362			162	148	43	9	



Monthly Inventory Analysis

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August 2016

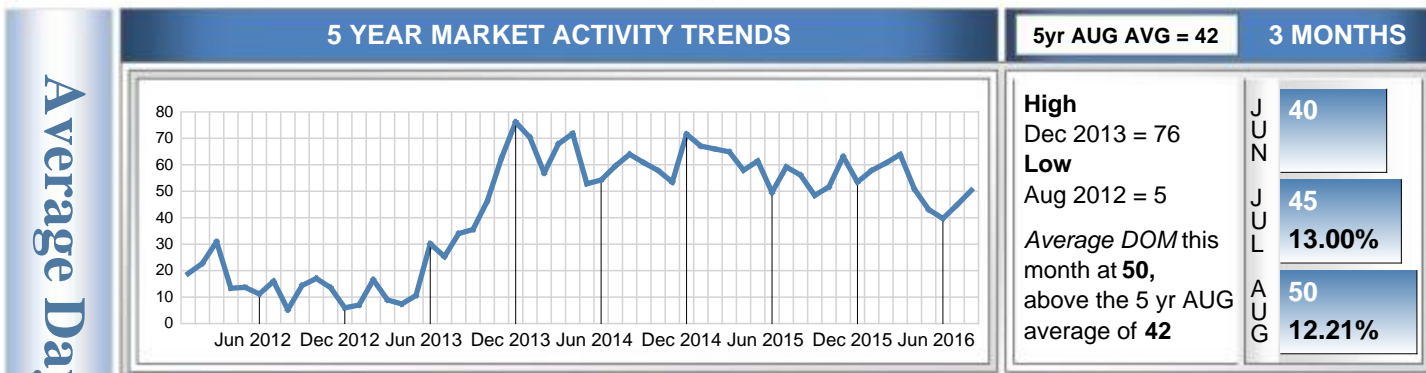
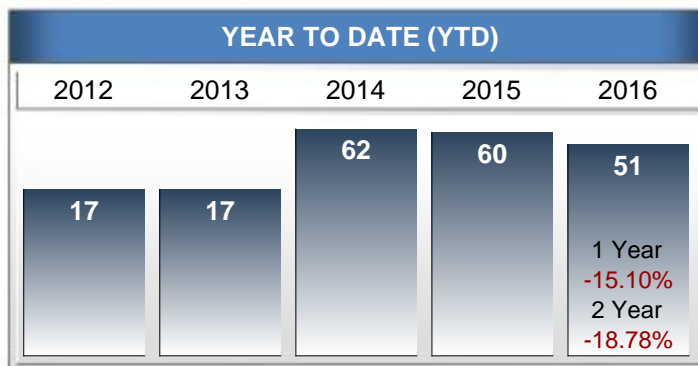
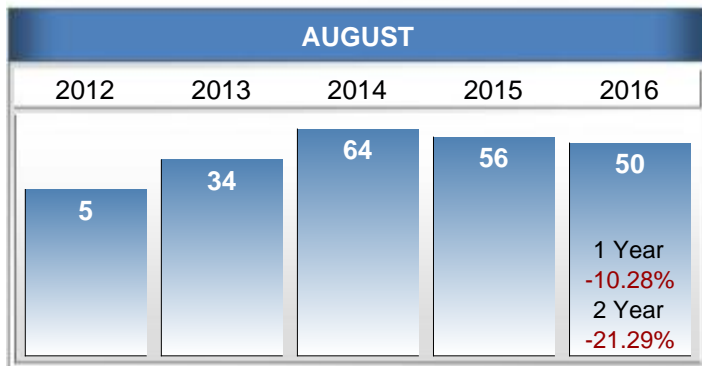
Closed Sales as of Sep 12, 2016



Average Days on Market to Sale

Report Produced on: Sep 12, 2016

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+
\$10,000 and less	4	7.27%	41.8	31.5	52.0	0.0	0.0
\$10,001 \$40,000	9	16.36%	59.3	53.7	70.7	0.0	0.0
\$40,001 \$70,000	5	9.09%	66.0	95.7	33.0	10.0	0.0
\$70,001 \$120,000	14	25.45%	35.5	12.0	36.6	46.0	0.0
\$120,001 \$170,000	11	20.00%	33.9	60.5	21.3	51.5	0.0
\$170,001 \$260,000	6	10.91%	74.0	0.0	74.3	73.5	0.0
\$260,001 and up	6	10.91%	70.7	102.0	82.0	68.0	22.0
Average Closed DOM: 50.3				60.5	45.1	55.3	22.0
Total Closed Units: 55				15	31	8	1
Total Closed Volume: 6,414,370				1.03M	3.69M	1.39M	305.60K



Monthly Inventory Analysis

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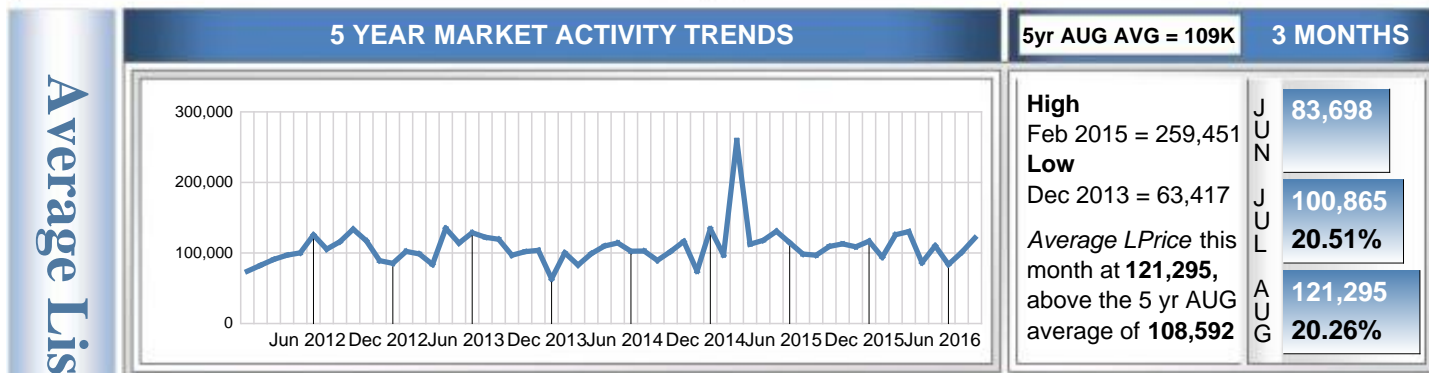
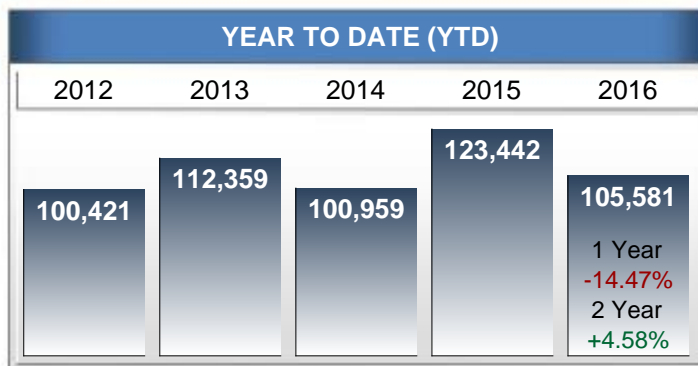
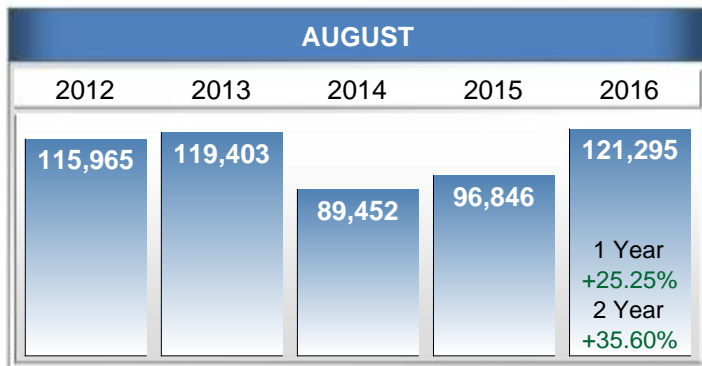
Closed Sales as of Sep 12, 2016



Average List Price at Closing

Report Produced on: Sep 12, 2016

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+
\$10,000 and less	3	5.45%	7,800	7,950	9,000	0	0
\$10,001 \$40,000	7	12.73%	20,099	27,132	34,467	0	0
\$40,001 \$70,000	7	12.73%	48,486	50,467	73,500	52,000	0
\$70,001 \$120,000	17	30.91%	102,179	115,000	99,070	119,900	0
\$120,001 \$170,000	7	12.73%	144,043	166,000	137,643	152,250	0
\$170,001 \$260,000	8	14.55%	199,825	0	208,325	206,700	0
\$260,001 and up	6	10.91%	303,967	350,000	309,450	282,450	290,000
Average List Price:	\$121,295			\$75,139	\$122,563	\$181,838	\$290,000
Total Closed Units:	55			15	31	8	1
Total List Volume:	6,671,235			1.13M	3.80M	1.45M	290.00K



Monthly Inventory Analysis

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August 2016

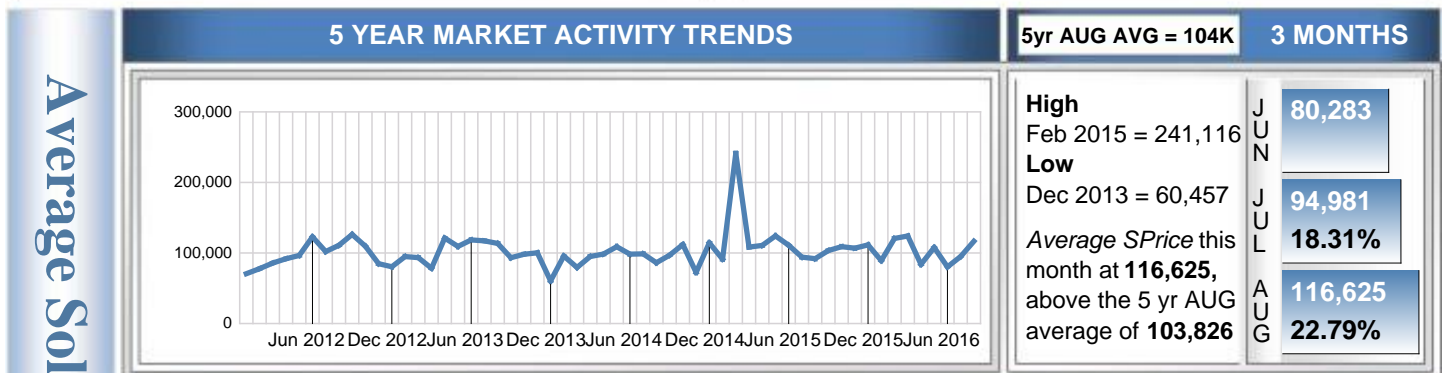
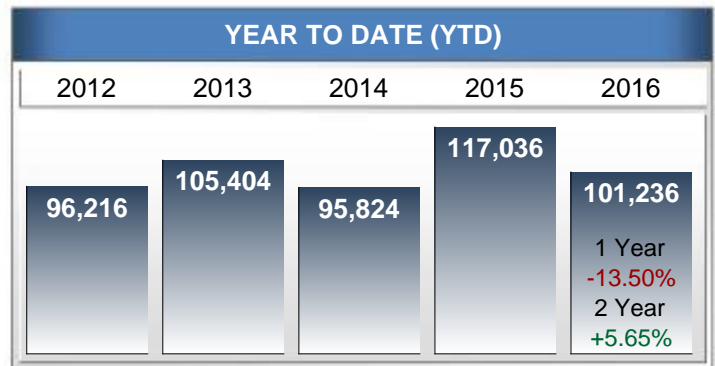
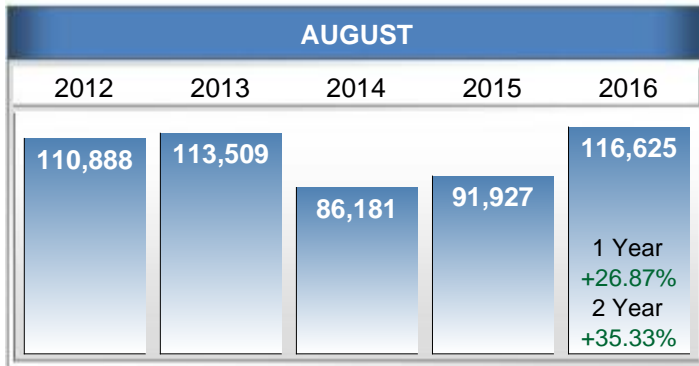
Closed Sales as of Sep 12, 2016



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+
\$10,000 and less	4	7.27%	6,550	8,100	5,000	0	0
\$10,001 \$40,000	9	16.36%	24,933	23,900	27,000	0	0
\$40,001 \$70,000	5	9.09%	54,180	47,900	70,000	57,200	0
\$70,001 \$120,000	14	25.45%	99,126	120,000	96,064	115,000	0
\$120,001 \$170,000	11	20.00%	139,164	148,500	136,829	138,000	0
\$170,001 \$260,000	6	10.91%	203,800	0	205,725	199,950	0
\$260,001 and up	6	10.91%	291,917	310,000	296,000	271,950	305,600
Average Closed Price:	\$116,625			\$68,687	\$118,918	\$174,000	\$305,600
Total Closed Units:	55			15	31	8	1
Total Closed Volume:	6,414,370			1.03M	3.69M	1.39M	305.60K



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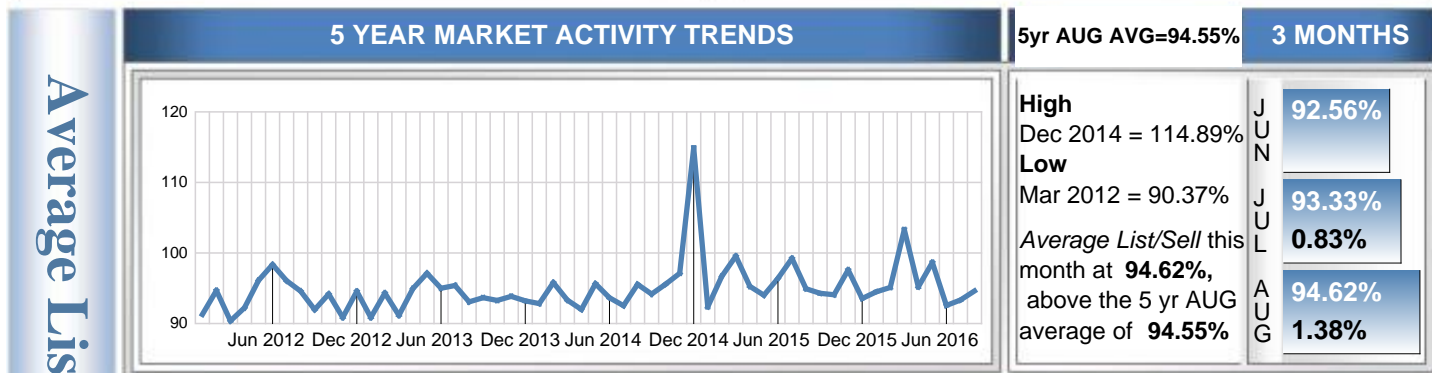
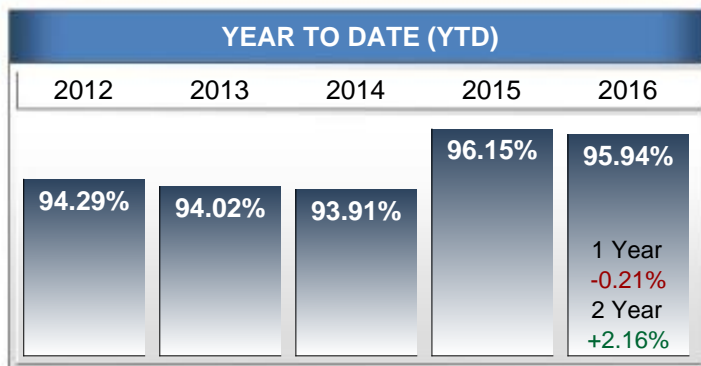
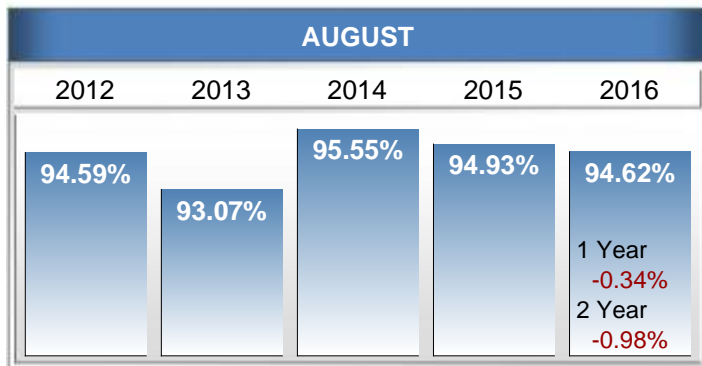
Closed Sales as of Sep 12, 2016



Average Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



Average List/Sell 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+	
\$10,000 and less	4	7.27%	79.75%	108.08%	51.43%	0.00%	0.00%	
\$10,001 \$40,000	9	16.36%	88.99%	94.47%	78.01%	0.00%	0.00%	
\$40,001 \$70,000	5	9.09%	98.08%	95.05%	95.24%	110.00%	0.00%	
\$70,001 \$120,000	14	25.45%	97.81%	104.35%	97.42%	95.91%	0.00%	
\$120,001 \$170,000	11	20.00%	96.08%	89.00%	99.57%	90.95%	0.00%	
\$170,001 \$260,000	6	10.91%	98.20%	0.00%	98.82%	96.98%	0.00%	
\$260,001 and up	6	10.91%	96.36%	88.57%	95.77%	96.32%	105.38%	
Average List/Sell Ratio:				94.60%	95.94%	93.06%	96.80%	105.38%
Total Closed Units:				55	15	31	8	1
Total Closed Volume:				6,414,370	1.03M	3.69M	1.39M	305.60K



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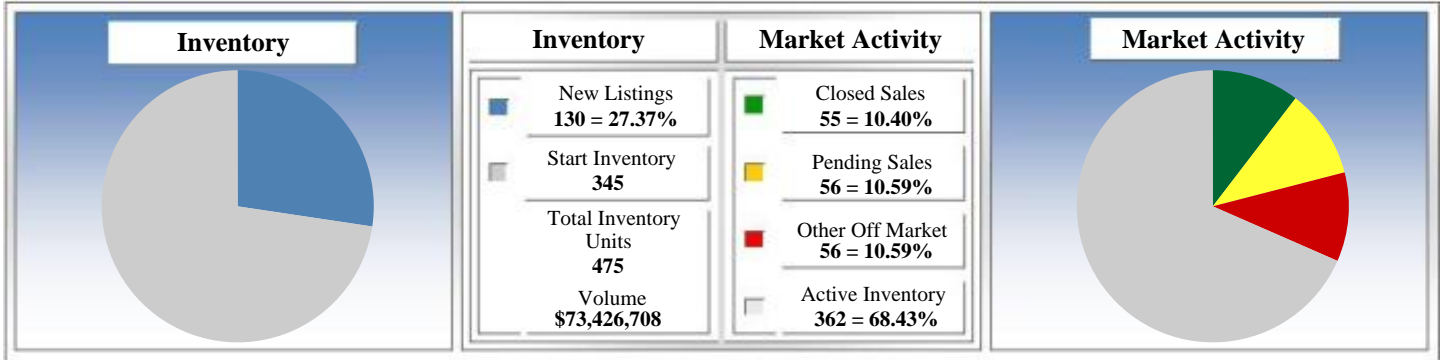
Inventory as of Sep 12, 2016



Market Summary

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

Active Inventory as of August 31, 2016 = 362

	AUGUST			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	62	55	-11.29%	397	458	15.37%
Pending Sales	54	56	3.70%	424	484	14.15%
New Listings	139	130	-6.47%	963	923	-4.15%
Average List Price	96,846	121,295	25.25%	123,442	105,581	-14.47%
Average Sale Price	91,927	116,625	26.87%	117,036	101,236	-13.50%
Average Percent of List Price to Selling Price	94.93%	94.62%	-0.34%	96.15%	95.94%	-0.21%
Average Days on Market to Sale	56.11	50.35	-10.28%	59.61	50.61	-15.10%
Monthly Inventory	391	362	-7.42%	391	362	-7.42%
Months Supply of Inventory	7.94	6.83	-13.97%	7.94	6.83	-13.97%

