



August 2016

Area Delimited by County Of Muskogee

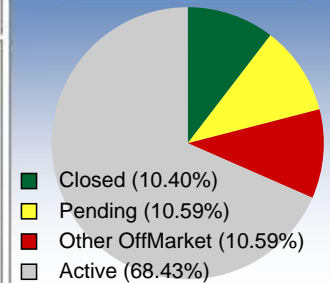


Absorption: Last 12 months, an Average of **53** Sales/Month

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%
Median List Price	84,500	114,900	35.98%
Median Sale Price	80,750	110,000	36.22%
Median Percent of List Price to Selling Price	96.96%	97.60%	0.66%
Median Days on Market to Sale	43.50	44.00	1.15%
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.

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 **36.22%** in August 2016 to \$110,000 versus the previous year at \$80,750.

Median Days on Market Lengthens

The median number of **44.00** days that homes spent on the market before selling increased by 0.50 days or **1.15%** in August 2016 compared to last year's same month at **43.50** DOM.

Sales Success for August 2016 is Positive

Overall, with Median Prices going up and Days on Market increasing, 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?

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

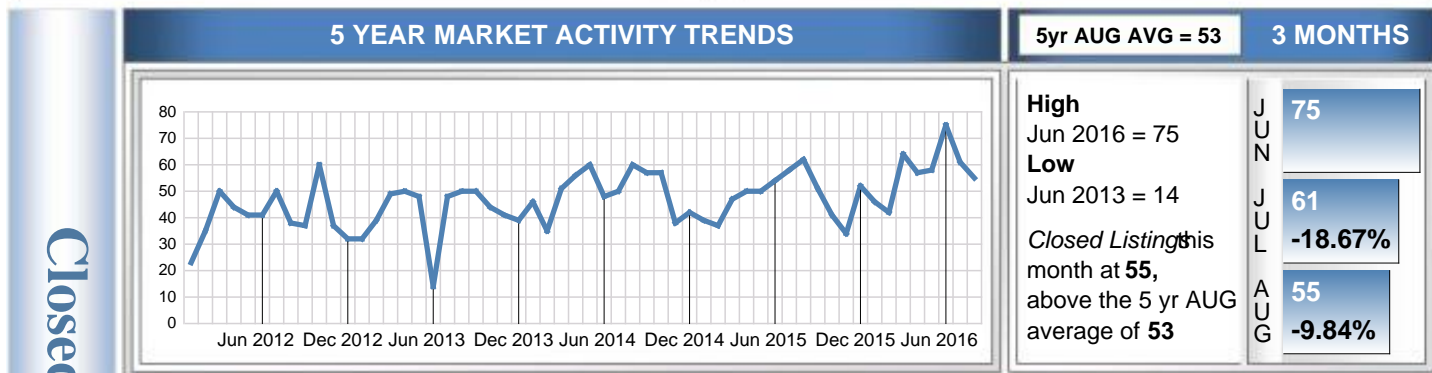
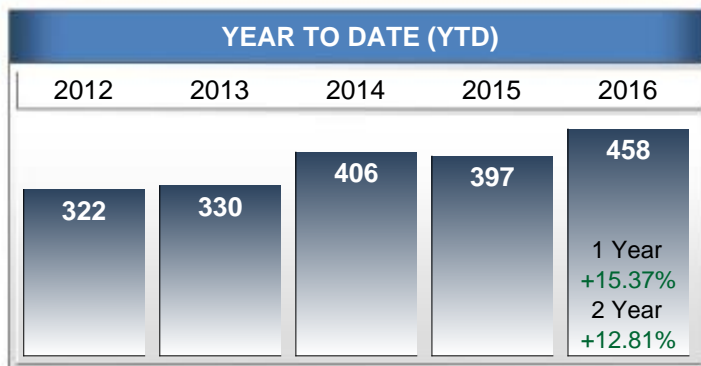
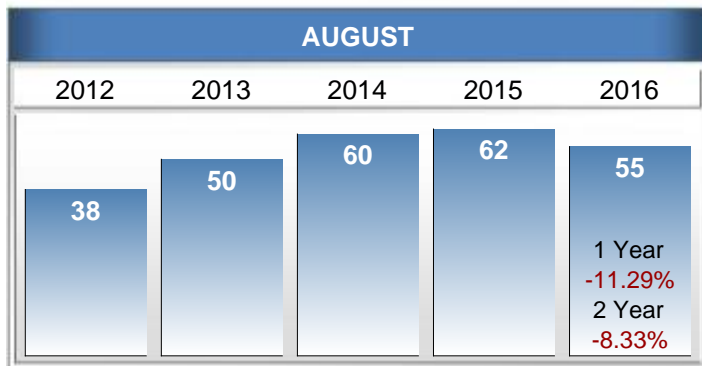
Closed Sales as of Sep 12, 2016



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	4	7.27%	44.5	2	2	0	0
\$10,001 \$40,000	9	16.36%	61.0	6	3	0	0
\$40,001 \$70,000	5	9.09%	33.0	3	1	1	0
\$70,001 \$120,000	14	25.45%	22.0	1	12	1	0
\$120,001 \$170,000	11	20.00%	16.0	2	7	2	0
\$170,001 \$260,000	6	10.91%	79.5	0	4	2	0
\$260,001 and up	6	10.91%	71.0	1	2	2	1
Total Closed Units:	55		44.0	15	31	8	1
Total Closed Volume:	6,414,370			1.03M	3.69M	1.39M	305.60K
Median Closed Price:	\$110,000			\$40,000	\$110,000	\$166,950	\$305,600



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

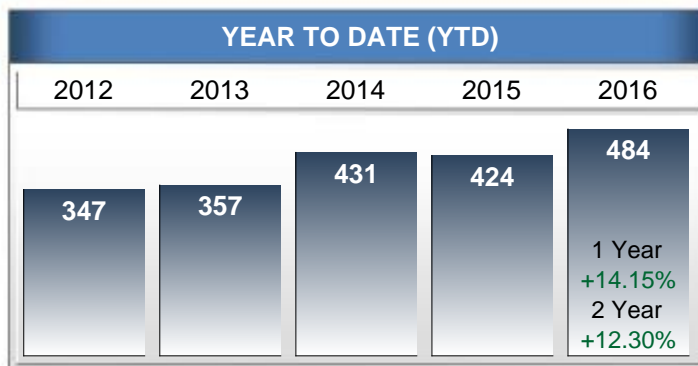
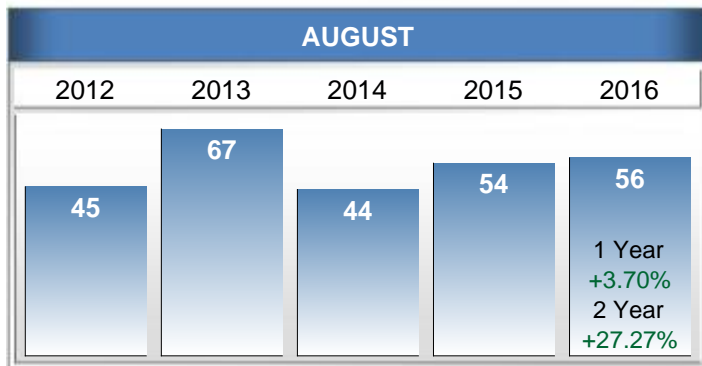
Pending Listings as of Sep 12, 2016



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 <i>Pending Listing</i> this month at 56 , above the 5 yr AUG average of 53	<table border="1"> <tr> <td>JUN</td> <td>63</td> </tr> <tr> <td>JUL</td> <td>55</td> </tr> <tr> <td>AUG</td> <td>56</td> </tr> <tr> <td colspan="2">-12.70%</td> </tr> <tr> <td colspan="2">1.82%</td> </tr> </table>	JUN	63	JUL	55	AUG	56	-12.70%		1.82%	
JUN	63										
JUL	55										
AUG	56										
-12.70%											
1.82%											

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	4	7.14%	49.0	3	1	0	0
\$10,001 - \$40,000	7	12.50%	69.0	6	1	0	0
\$40,001 - \$60,000	9	16.07%	53.0	6	3	0	0
\$60,001 - \$90,000	15	26.79%	48.0	4	11	0	0
\$90,001 - \$150,000	8	14.29%	16.0	0	8	0	0
\$150,001 - \$230,000	6	10.71%	19.5	0	3	2	1
\$230,001 and up	7	12.50%	101.0	1	4	2	0
Total Pending Units:	56		46.5	20	31	4	1
Total Pending Volume:	6,024,600			1.02M	3.59M	1.21M	199.50K
Median Listing Price:	\$79,950			\$43,500	\$89,900	\$214,700	\$199,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

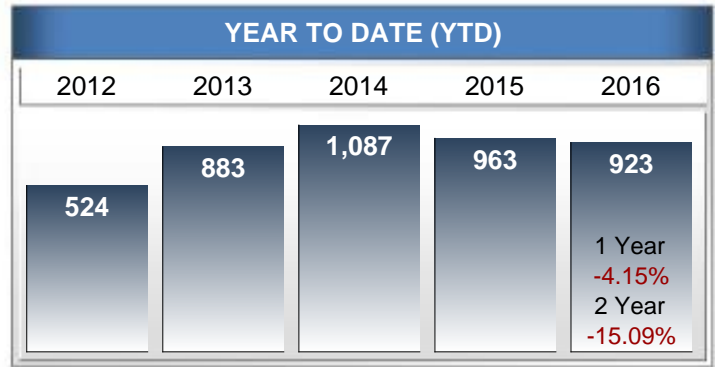
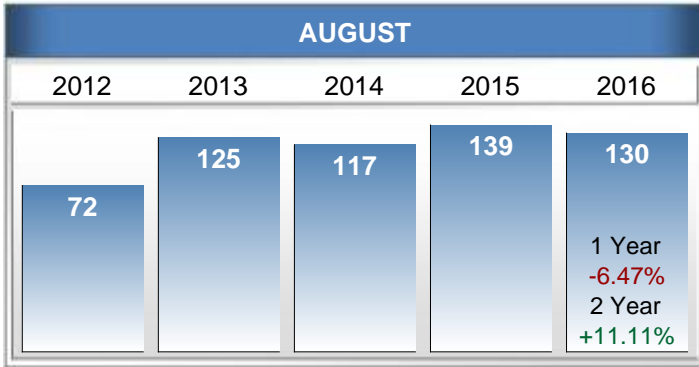
New Listings as of Sep 12, 2016



New Listings

Report Produced on: Sep 12, 2016

Area Delimited by County Of Muskogee



New Listings

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5yr AUG AVG = 117	3 MONTHS						
High Jul 2013 = 263 Low Oct 2012 = 36 <i>New Listings</i> this month at 130 , above the 5 yr AUG average of 117	<table border="1"> <tr> <td>JUN</td> <td>109</td> </tr> <tr> <td>JUL</td> <td>91</td> </tr> <tr> <td>AUG</td> <td>130</td> </tr> </table> <p>-16.51% 42.86%</p>	JUN	109	JUL	91	AUG	130
JUN	109						
JUL	91						
AUG	130						

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
Median New Listed Listing Price:	\$62,750		\$33,750	\$89,500	\$209,500	\$249,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2016

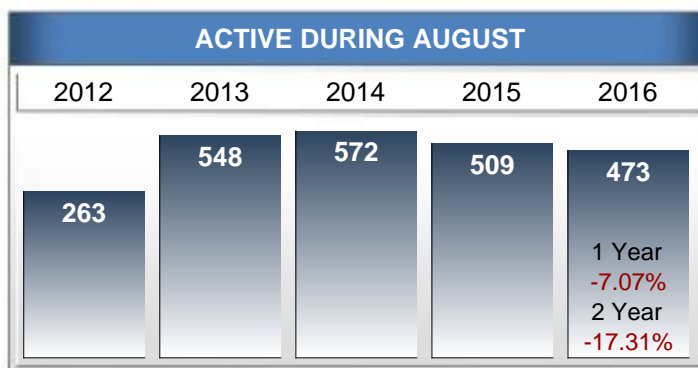
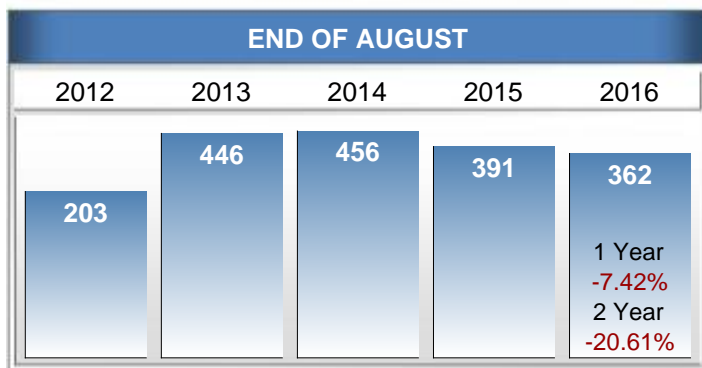
Active Inventory as of Sep 12, 2016



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		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$10,000 and less	23	6.35%	13.0	22	1	0	0		
\$10,001 \$30,000	51	14.09%	83.0	39	9	3	0		
\$30,001 \$50,000	38	10.50%	63.0	24	12	2	0		
\$50,001 \$120,000	114	31.49%	56.5	38	67	7	2		
\$120,001 \$180,000	50	13.81%	54.0	9	36	5	0		
\$180,001 \$330,000	50	13.81%	70.0	9	21	15	5		
\$330,001 and up	36	9.94%	89.5	21	2	11	2		
Total Active Inventory by Units:				362	66.5	162	148	43	9
Total Active Inventory by Volume:				57,126,809		26.79M	17.39M	10.46M	2.49M
Median Active Inventory Listing Price:				\$81,000		\$47,250	\$95,000	\$229,500	\$238,000



Monthly Inventory Analysis

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August 2016

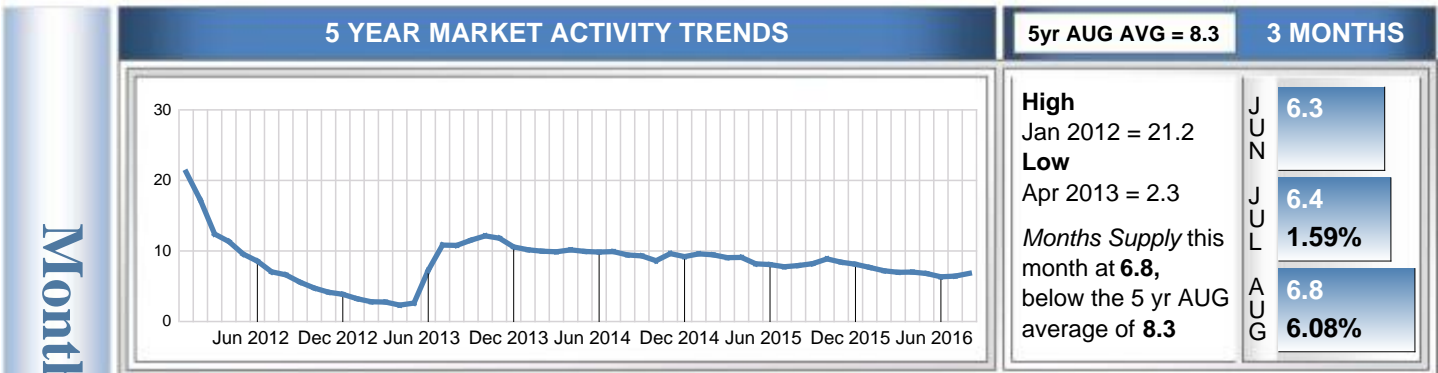
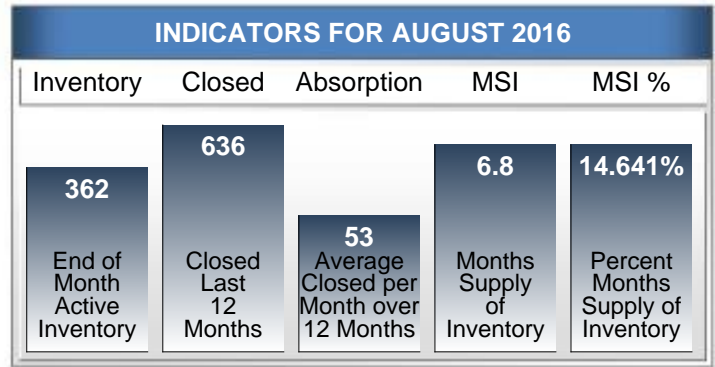
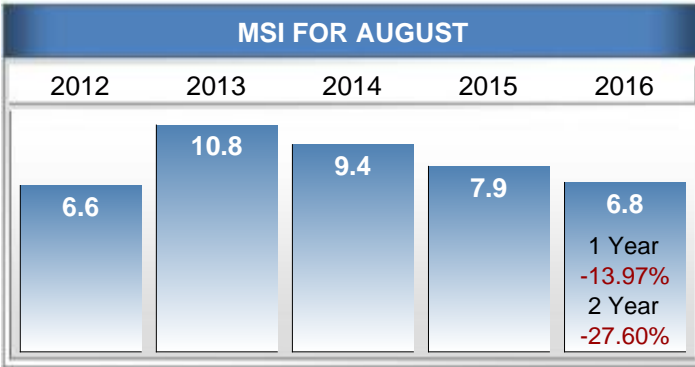
Active Inventory as of Sep 12, 2016



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

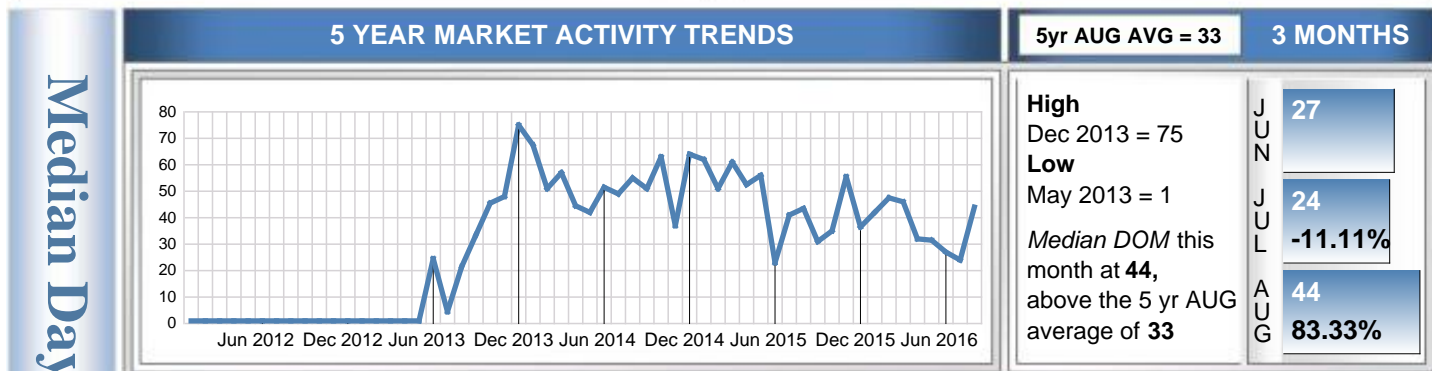
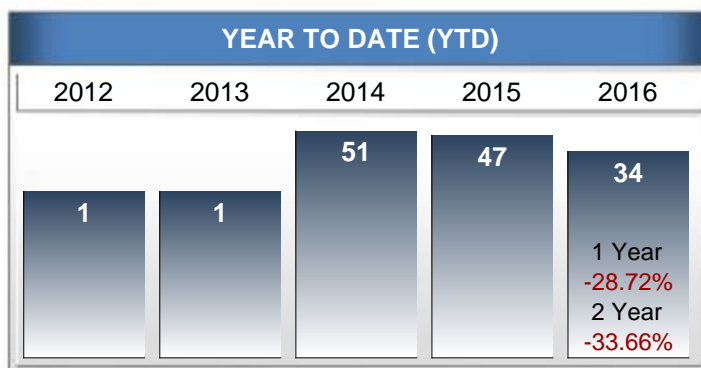
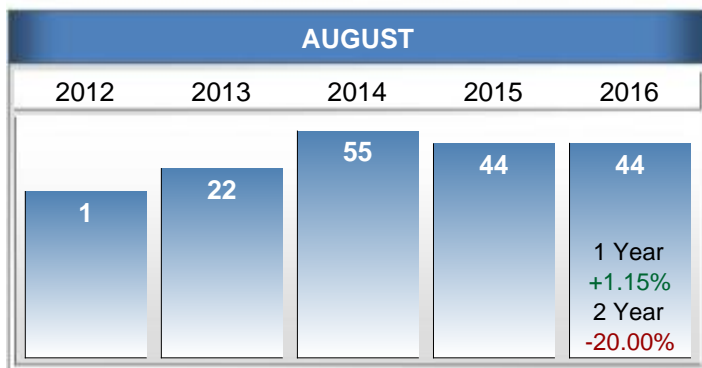
Closed Sales as of Sep 12, 2016



Median Days on Market to Sale

Report Produced on: Sep 12, 2016

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+
\$10,000 and less	4			7.27%	44.5	31.5	52.0	0.0	0.0
\$10,001 \$40,000	9			16.36%	61.0	49.0	70.0	0.0	0.0
\$40,001 \$70,000	5			9.09%	33.0	98.0	33.0	10.0	0.0
\$70,001 \$120,000	14			25.45%	22.0	12.0	22.0	46.0	0.0
\$120,001 \$170,000	11			20.00%	16.0	60.5	9.0	51.5	0.0
\$170,001 \$260,000	6			10.91%	79.5	0.0	79.5	73.5	0.0
\$260,001 and up	6			10.91%	71.0	102.0	82.0	68.0	22.0
Median Closed DOM:					44.0	61.0	33.0	50.5	22.0
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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August 2016

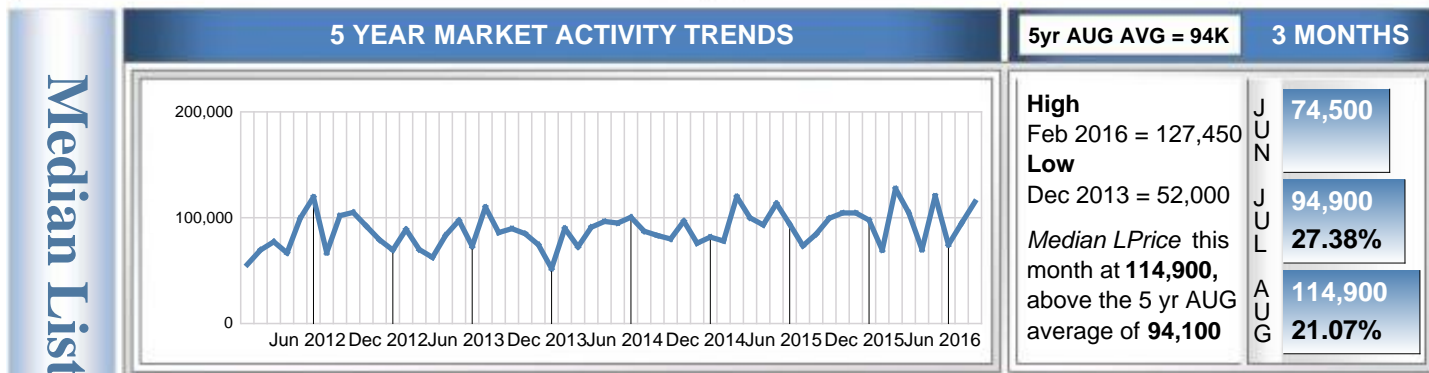
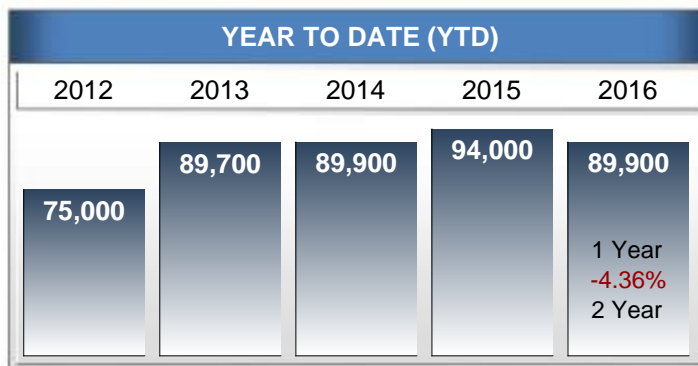
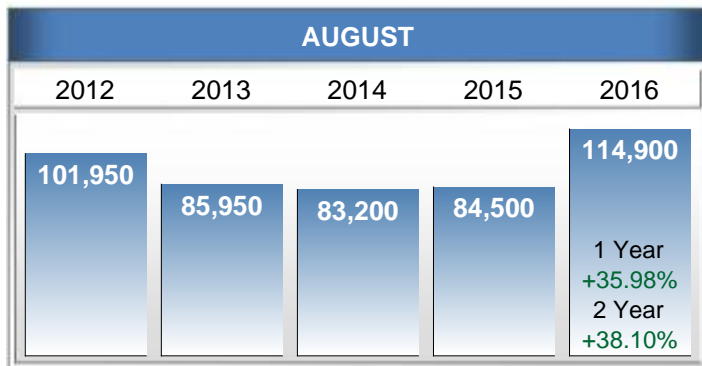
Closed Sales as of Sep 12, 2016



Median List Price at Closing

Report Produced on: Sep 12, 2016

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+
\$10,000 and less	3		5.45%	7,500	7,950	7,500	0	0
\$10,001 - \$40,000	7		12.73%	16,000	16,000	15,200	0	0
\$40,001 - \$70,000	7		12.73%	47,900	50,200	41,750	52,000	0
\$70,001 - \$120,000	17		30.91%	109,900	115,000	109,900	119,900	0
\$120,001 - \$170,000	7		12.73%	139,500	152,000	136,950	152,250	0
\$170,001 - \$260,000	8		14.55%	199,900	180,000	209,900	206,700	0
\$260,001 and up	6		10.91%	294,500	350,000	309,450	282,450	290,000
Median List Price:		\$114,900			\$44,000	\$114,900	\$177,450	\$290,000
Total Closed Units:		55			15	31	8	1
Total List Volume:		6,671,235			1.13M	3.80M	1.45M	290.00K



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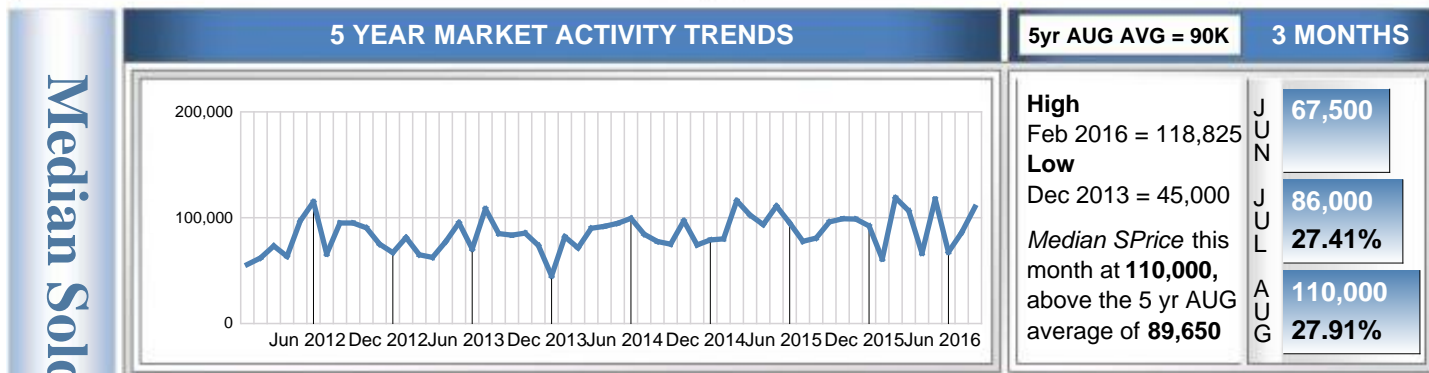
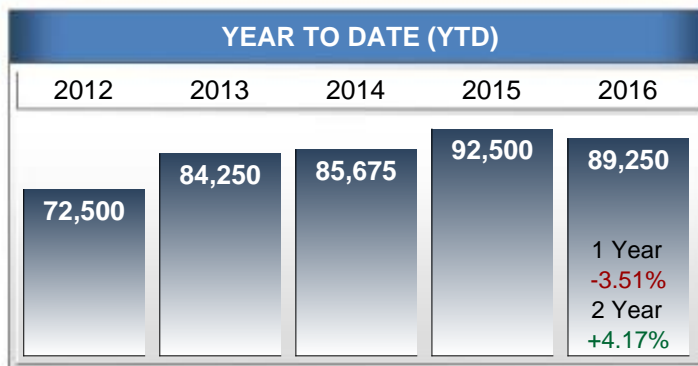
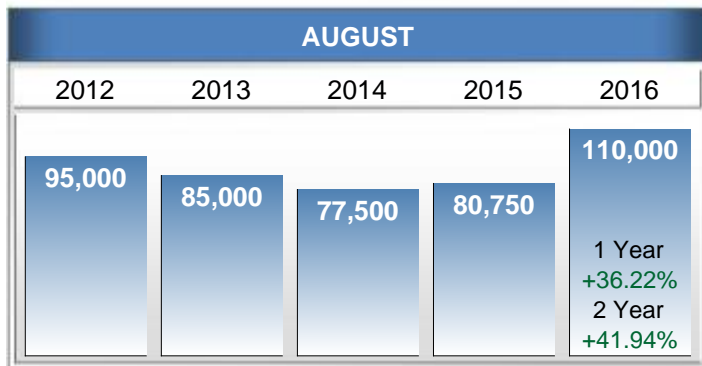
Closed Sales as of Sep 12, 2016



Median Sold Price at Closing

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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		%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	4	7.27%	8,000	8,100	5,000	0	0
\$10,001 \$40,000	9	16.36%	26,000	22,051	30,000	0	0
\$40,001 \$70,000	5	9.09%	55,000	47,900	70,000	57,200	0
\$70,001 \$120,000	14	25.45%	99,500	120,000	98,000	115,000	0
\$120,001 \$170,000	11	20.00%	132,000	148,500	125,400	138,000	0
\$170,001 \$260,000	6	10.91%	207,500	0	209,500	199,950	0
\$260,001 and up	6	10.91%	296,000	310,000	296,000	271,950	305,600
Median Closed Price:	\$110,000			\$40,000	\$110,000	\$166,950	\$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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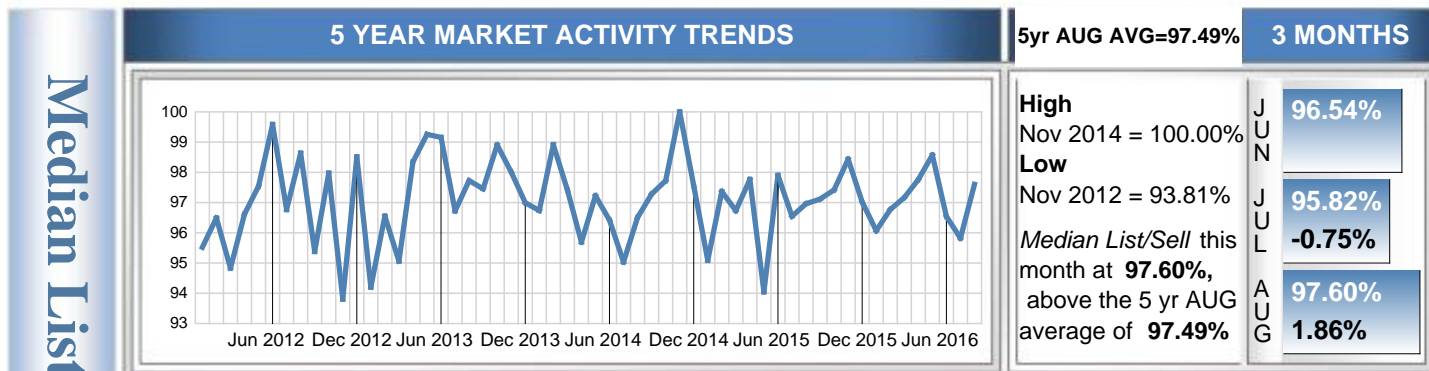
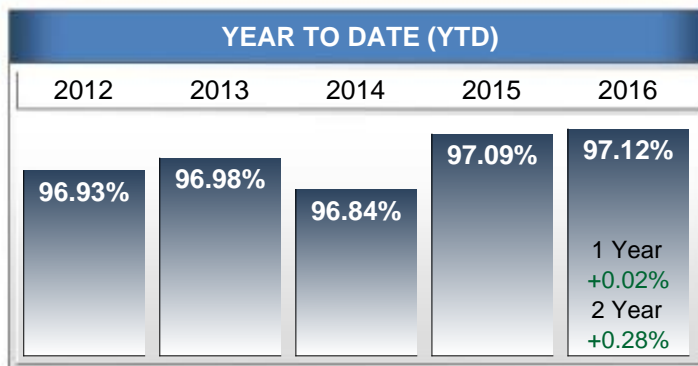
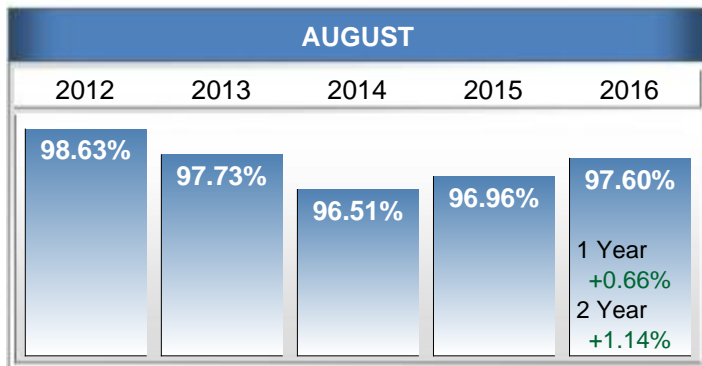
Closed Sales as of Sep 12, 2016



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+
\$10,000 and less	4	7.27%	79.51%	108.08%	51.43%	0.00%	0.00%
\$10,001 \$40,000	9	16.36%	88.89%	96.87%	75.38%	0.00%	0.00%
\$40,001 \$70,000	5	9.09%	95.24%	92.73%	95.24%	110.00%	0.00%
\$70,001 \$120,000	14	25.45%	98.88%	104.35%	98.88%	95.91%	0.00%
\$120,001 \$170,000	11	20.00%	97.84%	89.00%	100.00%	90.95%	0.00%
\$170,001 \$260,000	6	10.91%	98.83%	0.00%	98.83%	96.98%	0.00%
\$260,001 and up	6	10.91%	96.32%	88.57%	95.77%	96.32%	105.38%
Median List/Sell Ratio:	97.60%			93.74%	97.75%	95.37%	105.38%
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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August 2016

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%
Median List Price	84,500	114,900	35.98%	94,000	89,900	-4.36%
Median Sale Price	80,750	110,000	36.22%	92,500	89,250	-3.51%
Median Percent of List Price to Selling Price	96.96%	97.60%	0.66%	97.09%	97.12%	0.02%
Median Days on Market to Sale	43.50	44.00	1.15%	47.00	33.50	-28.72%
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%

