



# July 2015

Area Delimited by County Of Muskogee

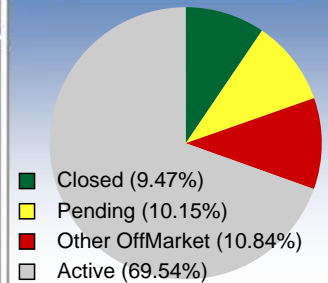


**Absorption:** Last 12 months, an Average of **48** Sales/Month

**Active Inventory** as of July 31, 2015 = **404**

	JULY		
	2014	2015	+/- %
Closed Listings	50	55	10.00%
Pending Listings	58	59	1.72%
New Listings	146	117	-19.86%
Median List Price	87,250	74,900	-14.15%
Median Sale Price	84,400	86,100	2.01%
Median Percent of List Price to Selling Price	95.03%	96.24%	1.27%
Median Days on Market to Sale	49.00	39.00	-20.41%
End of Month Inventory	469	404	-13.86%
Months Supply of Inventory	10.09	8.39	-16.84%

## Market Activity



Report Produced on: Aug 17, 2015

# Monthly Inventory Analysis

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 July 2015 decreased **13.86%** to 404 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **8.39** 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 **2.01%** in July 2015 to \$86,100 versus the previous year at \$84,400.

### Median Days on Market Shortens

The median number of **39.00** days that homes spent on the market before selling decreased by 10.00 days or **20.41%** in July 2015 compared to last year's same month at **49.00** DOM.

### Sales Success for July 2015 is Positive

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

There were 117 New Listings in July 2015, down **19.86%** from last year at 146. Furthermore, there were 55 Closed Listings this month versus last year at 50, a **10.00%** increase.

Closed versus Listed trends yielded a **47.0%** ratio, up from last year's July 2015 at **34.2%**, a **37.26%** upswing. This will certainly create pressure on a decreasing 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®

## July 2015

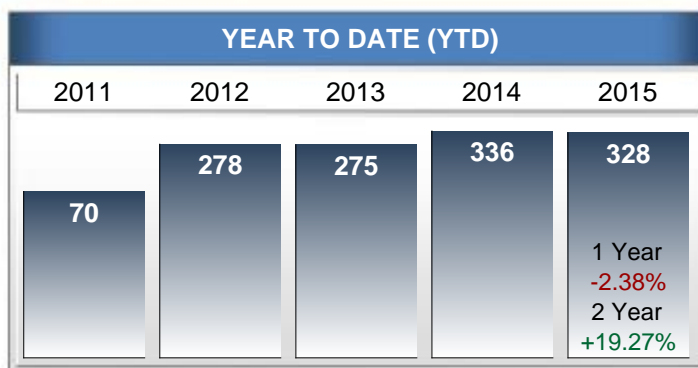
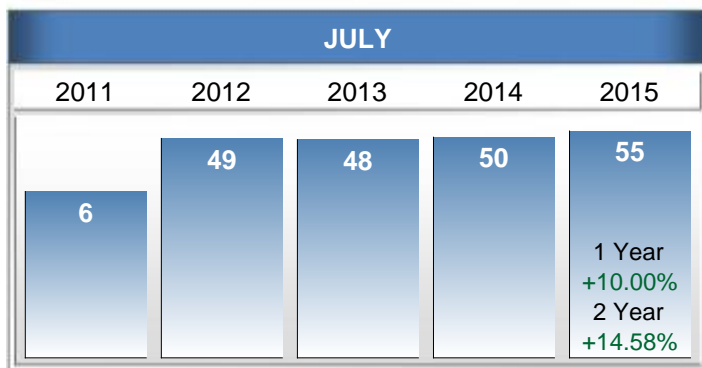
Closed Sales as of Aug 17, 2015



### Closed Listings

Report Produced on: Aug 17, 2015

Area Delimited by County Of Muskogee



**5yr JUL AVG = 42**      **3 MONTHS**

**High**  
Aug 2014 = 60  
**Low**  
Mar 2011 = 4

Closed Listings this month at **55**, above the 5 yr JUL average of **42**

MAY	50
JUN	53
JUL	55

**6.00%** (Jun)  
**3.77%** (Jul)

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	6	10.91%	69.5	4	1	1	0
\$20,001 - \$40,000	5	9.09%	33.0	1	4	0	0
\$40,001 - \$50,000	4	7.27%	37.5	2	2	0	0
\$50,001 - \$100,000	16	29.09%	28.5	6	9	1	0
\$100,001 - \$140,000	10	18.18%	31.5	0	10	0	0
\$140,001 - \$180,000	8	14.55%	45.0	0	7	1	0
\$180,001 and up	6	10.91%	70.0	1	2	3	0
<b>Total Closed Units:</b>	<b>55</b>		<b>39.0</b>	<b>14</b>	<b>35</b>	<b>6</b>	<b>0.00B</b>
<b>Total Closed Volume:</b>	<b>5,323,510</b>			<b>811.60K</b>	<b>3.66M</b>	<b>846.96K</b>	<b>\$0</b>
<b>Median Closed Price:</b>	<b>\$86,100</b>			<b>\$49,500</b>	<b>\$106,000</b>	<b>\$172,000</b>	<b>\$0</b>



# Monthly Inventory Analysis

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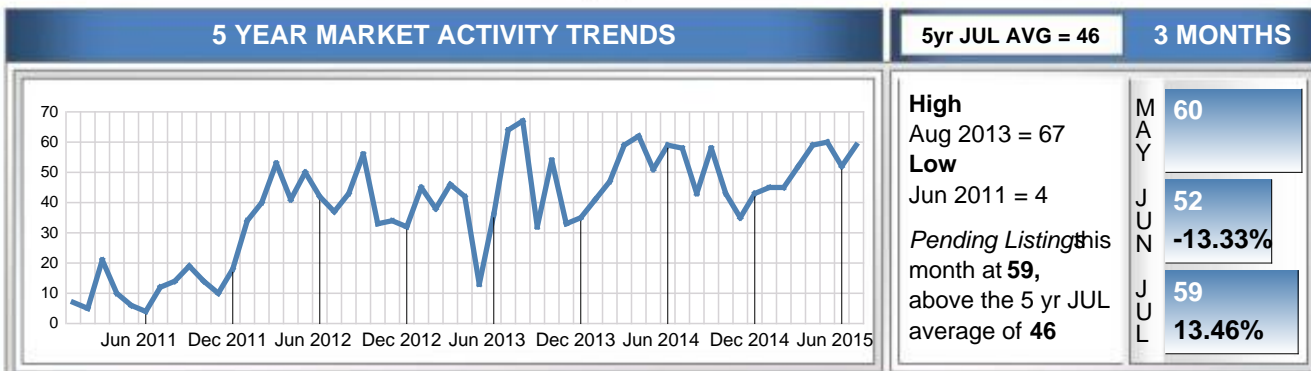
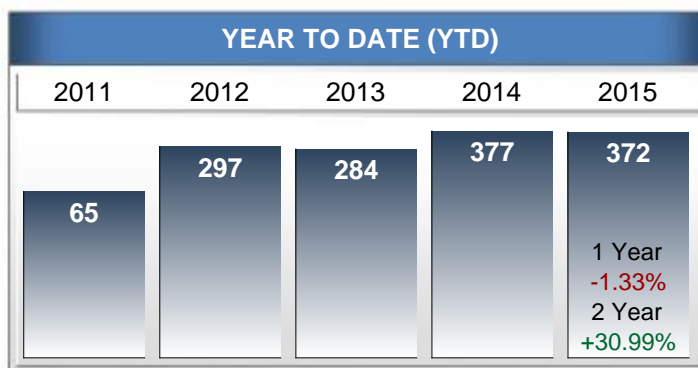
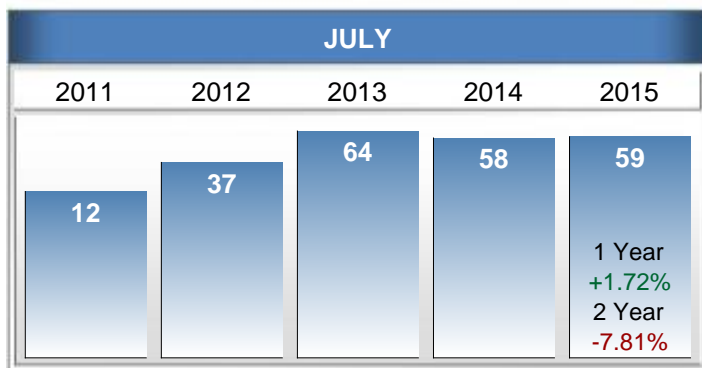
Pending Listings as of Aug 17, 2015



### Pending Listings

Report Produced on: Aug 17, 2015

Area Delimited by County Of Muskogee



Pending Listings

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#### 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	2	3.39%	6.5	2	0	0	0
\$20,001 - \$60,000	11	18.64%	41.0	4	7	0	0
\$60,001 - \$80,000	10	16.95%	34.0	3	6	1	0
\$80,001 - \$110,000	13	22.03%	31.0	1	11	1	0
\$110,001 - \$130,000	7	11.86%	14.0	0	6	1	0
\$130,001 - \$170,000	8	13.56%	11.0	0	6	1	1
\$170,001 and up	8	13.56%	91.0	1	3	4	0
<b>Total Pending Units:</b>	<b>59</b>		<b>31.0</b>	<b>11</b>	<b>39</b>	<b>8</b>	<b>1</b>
<b>Total Pending Volume:</b>	<b>6,161,629</b>			<b>686.20K</b>	<b>3.98M</b>	<b>1.36M</b>	<b>135.00K</b>
<b>Median Listing Price:</b>	<b>\$92,500</b>			<b>\$35,000</b>	<b>\$94,000</b>	<b>\$159,750</b>	<b>\$135,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

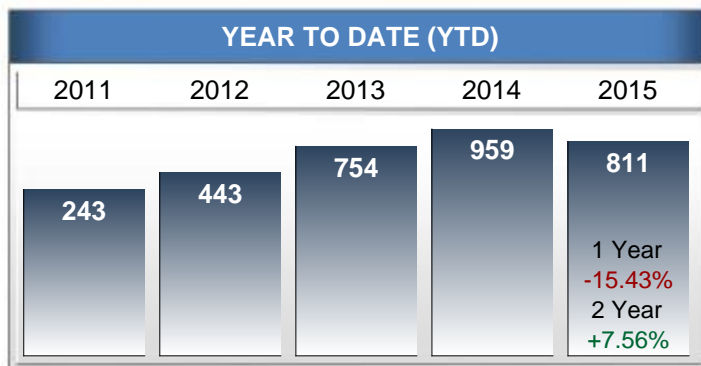
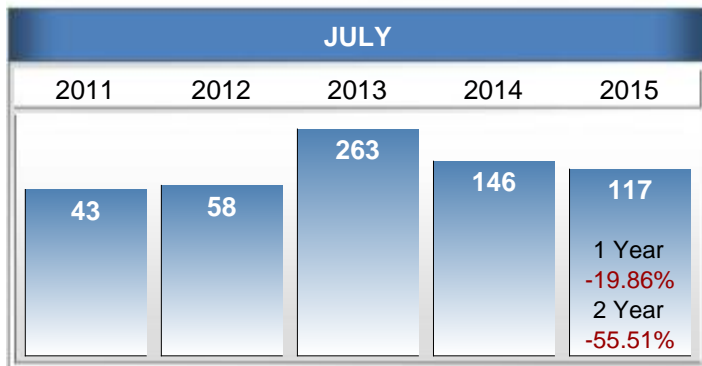
New Listings as of Aug 17, 2015



### New Listings

Report Produced on: Aug 17, 2015

Area Delimited by County Of Muskogee



New Listings  
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**5yr JUL AVG = 125**      **3 MONTHS**

**High**  
Jul 2013 = 263

**Low**  
Feb 2011 = 22

*New Listings* this month at **117**, below the 5 yr JUL average of **125**

MAY	122
JUN	118 -3.28%
JUL	117 -0.85%

#### 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	9.40%	9	1	1	0
\$20,001 \$40,000	14	11.97%	8	6	0	0
\$40,001 \$70,000	12	10.26%	6	5	0	1
\$70,001 \$130,000	34	29.06%	4	26	4	0
\$130,001 \$160,000	19	16.24%	1	15	2	1
\$160,001 \$250,000	15	12.82%	6	6	3	0
\$250,001 and up	12	10.26%	2	4	4	2
<b>Total New Listed Units:</b>	<b>117</b>		<b>36</b>	<b>63</b>	<b>14</b>	<b>4</b>
<b>Total New Listed Volume:</b>	<b>14,705,209</b>		<b>3.03M</b>	<b>7.71M</b>	<b>2.68M</b>	<b>1.29M</b>
<b>Median New Listed Listing Price:</b>	<b>\$106,700</b>		<b>\$43,500</b>	<b>\$112,000</b>	<b>\$179,700</b>	<b>\$277,000</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

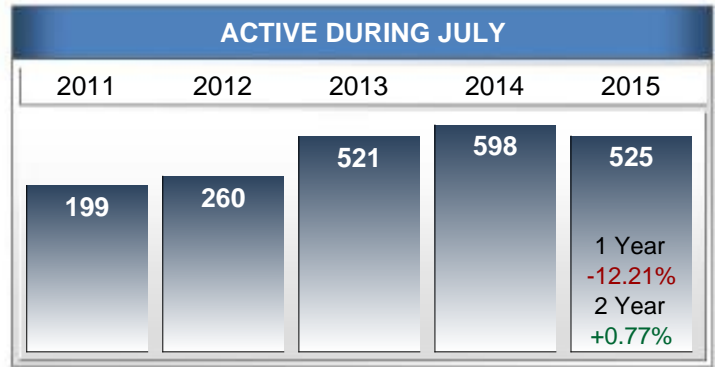
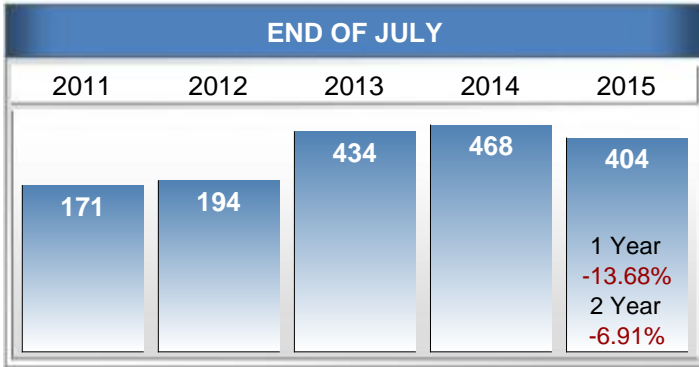
Active Inventory as of Aug 17, 2015



### Active Inventory

Report Produced on: Aug 17, 2015

Area Delimited by County Of Muskogee



Active Inventory

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**5yr JUL AVG = 334**     **3 MONTHS**

**High**  
Oct 2013 = 497

**Low**  
Apr 2013 = 94

*Inventory* this month at **404**, above the 5 yr JUL average of **334**

MAY	403
JUN	409
JUL	404
JUL	-1.22%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	39	9.65%	111.0	36	2	1	0
\$20,001 \$40,000	52	12.87%	58.0	42	10	0	0
\$40,001 \$70,000	58	14.36%	77.5	33	21	1	3
\$70,001 \$130,000	92	22.77%	60.5	20	61	11	0
\$130,001 \$200,000	72	17.82%	53.5	14	45	12	1
\$200,001 \$320,000	51	12.62%	59.0	9	23	18	1
\$320,001 and up	40	9.90%	112.0	23	7	8	2
Total Active Inventory by Units:		404	70.5	177	169	51	7
Total Active Inventory by Volume:		67,038,398		28.57M	24.58M	12.24M	1.64M
Median Active Inventory Listing Price:		\$105,500		\$50,000	\$119,900	\$209,500	\$148,000





# Monthly Inventory Analysis

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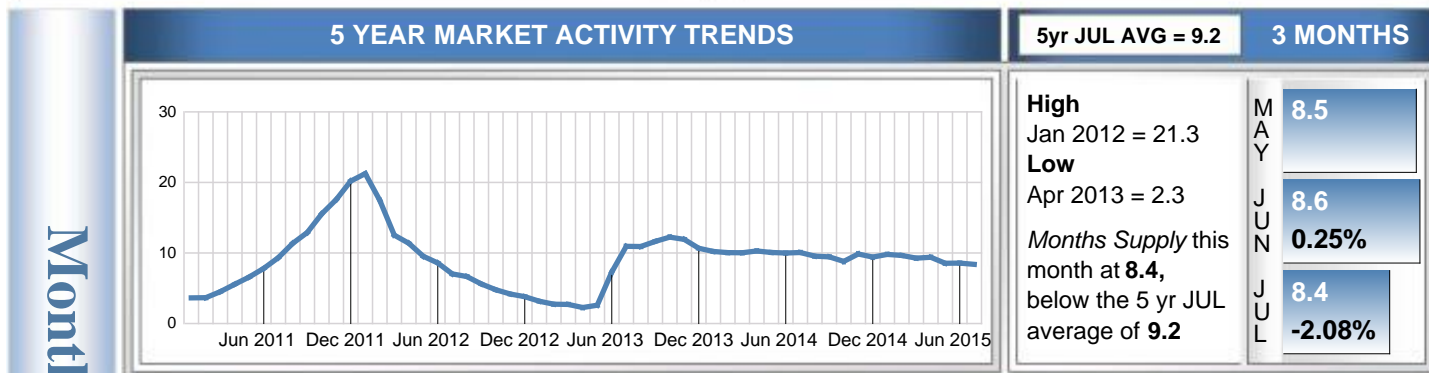
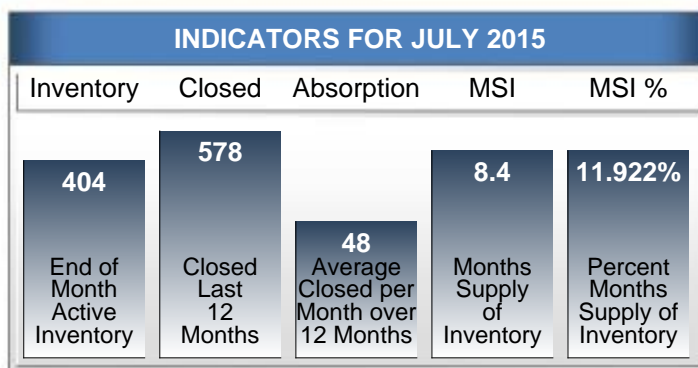
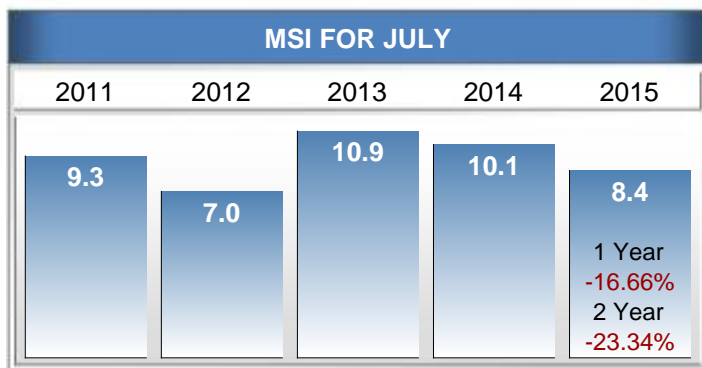
Active Inventory as of Aug 17, 2015



### Months Supply of Inventory

Report Produced on: Aug 17, 2015

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+
\$20,000 and less	39	9.65%	9.4	14.9	1.7	1.7	0.0
\$20,001 \$40,000	52	12.87%	7.9	12.6	3.6	0.0	0.0
\$40,001 \$70,000	58	14.36%	7.6	14.1	4.3	3.0	0.0
\$70,001 \$130,000	92	22.77%	5.4	10.0	4.5	7.8	0.0
\$130,001 \$200,000	72	17.82%	9.6	24.0	9.5	6.0	6.0
\$200,001 \$320,000	51	12.62%	12.5	18.0	14.5	11.4	2.4
\$320,001 and up	40	9.90%	34.3	34.5	0.0	32.0	8.0
MSI:			8.4	15.0	5.9	7.8	6.0
Total Active Inventory:			404	177	169	51	7



# Monthly Inventory Analysis

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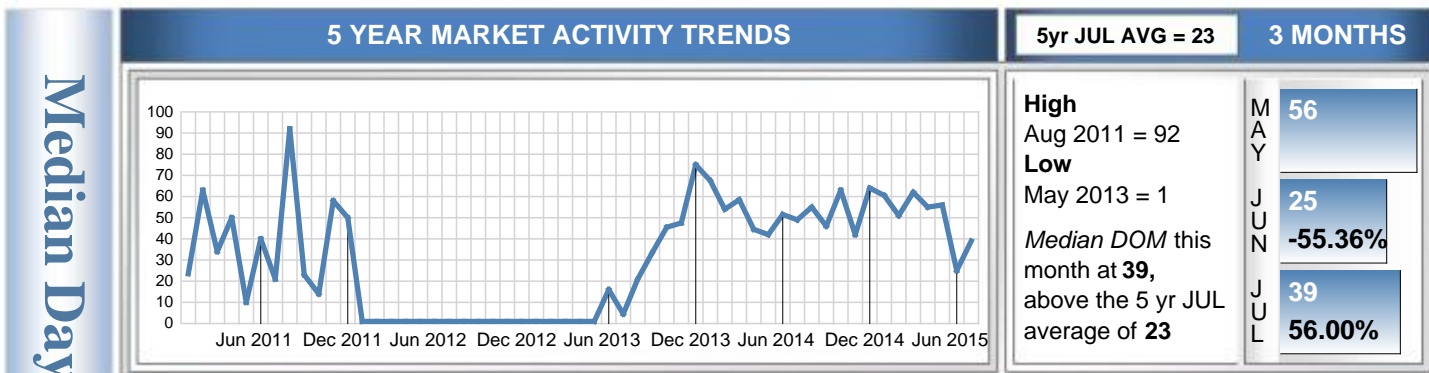
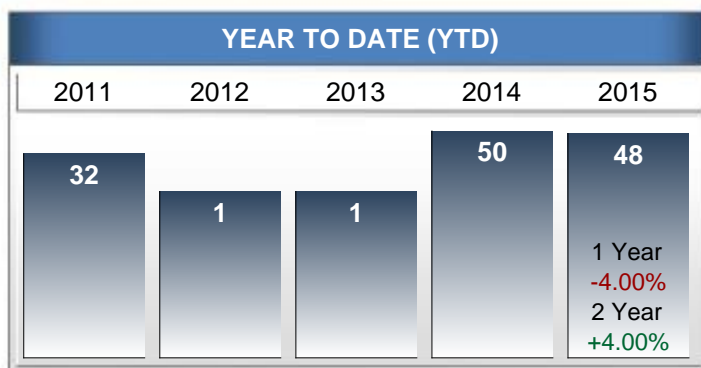
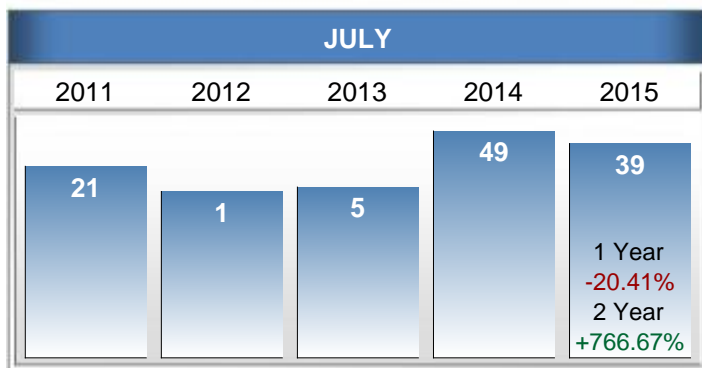
Closed Sales as of Aug 17, 2015



### Median Days on Market to Sale

Report Produced on: Aug 17, 2015

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	6			10.91%	69.5	34.0	139.0	76.0	0.0
\$20,001 \$40,000	5			9.09%	33.0	6.0	37.0	0.0	0.0
\$40,001 \$50,000	4			7.27%	37.5	64.5	26.5	0.0	0.0
\$50,001 \$100,000	16			29.09%	28.5	35.5	28.0	3.0	0.0
\$100,001 \$140,000	10			18.18%	31.5	0.0	31.5	0.0	0.0
\$140,001 \$180,000	8			14.55%	45.0	0.0	60.0	4.0	0.0
\$180,001 and up	6			10.91%	70.0	158.0	70.0	24.0	0.0
Median Closed DOM:					39.0	35.5	41.0	14.5	0.0
Total Closed Units:					55	14	35	6	0
Total Closed Volume:					5,323,510	811.60K	3.66M	846.96K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

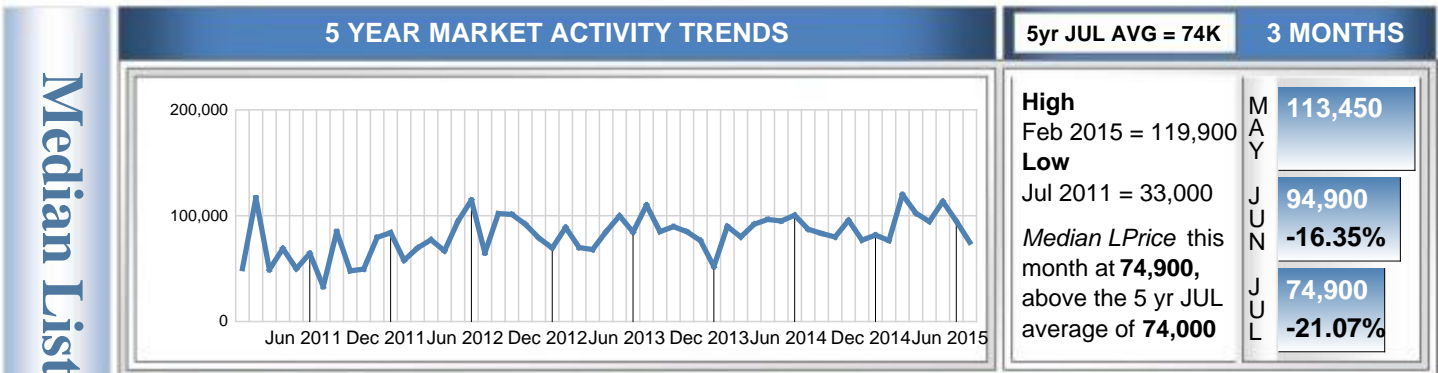
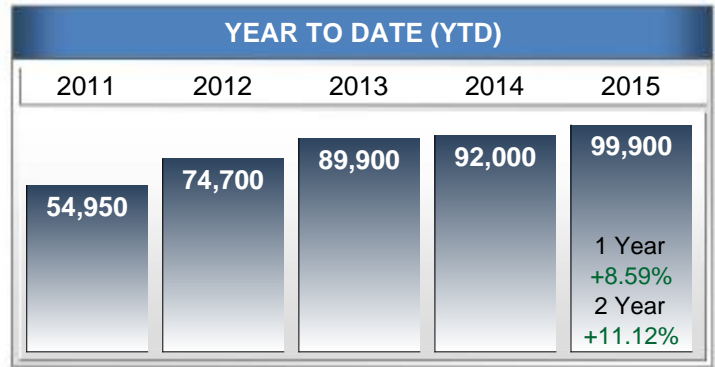
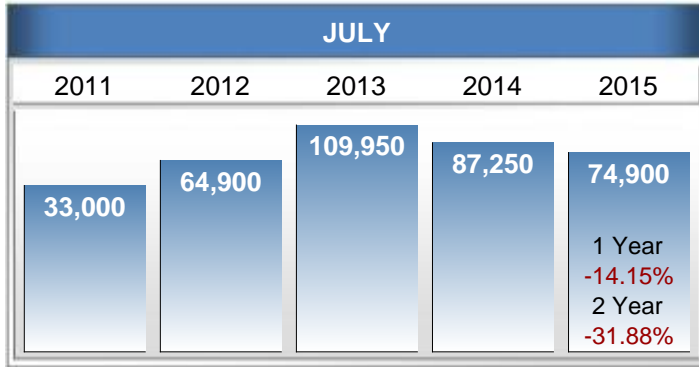
Closed Sales as of Aug 17, 2015



### Median List Price at Closing

Report Produced on: Aug 17, 2015

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	5		9.09%	17,900	17,900	19,000	9,500	0
\$20,001 \$40,000	4		7.27%	27,500	25,950	30,000	0	0
\$40,001 \$50,000	6		10.91%	49,900	47,500	49,900	0	0
\$50,001 \$100,000	16		29.09%	64,700	55,000	65,450	89,900	0
\$100,001 \$140,000	9		16.36%	116,600	0	116,600	0	0
\$140,001 \$180,000	9		16.36%	165,000	0	168,500	159,900	0
\$180,001 and up	6		10.91%	206,500	375,000	244,450	199,900	0
Median List Price:		\$74,900			\$53,500	\$110,000	\$179,700	\$0
Total Closed Units:		55			14	35	6	
Total List Volume:		5,582,124			975.20K	3.74M	862.70K	0.00B





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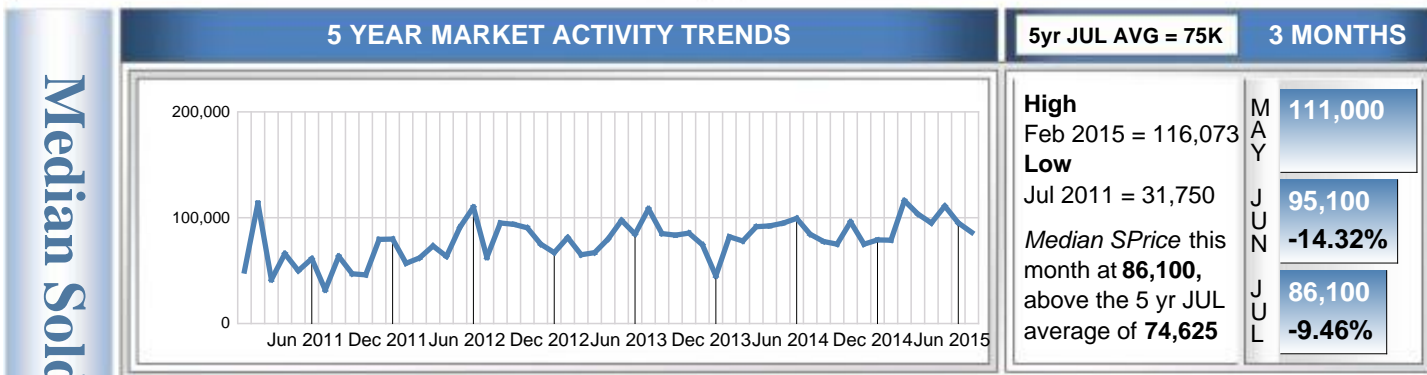
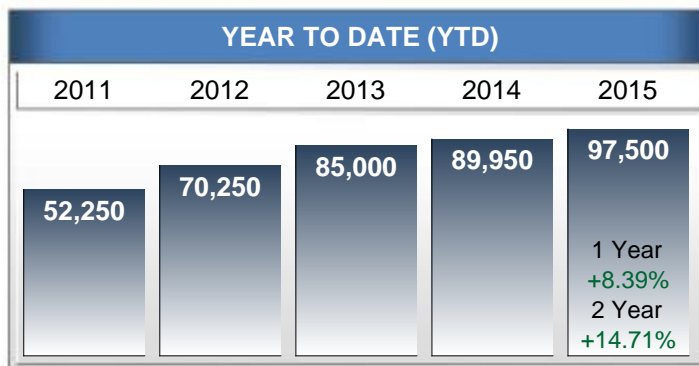
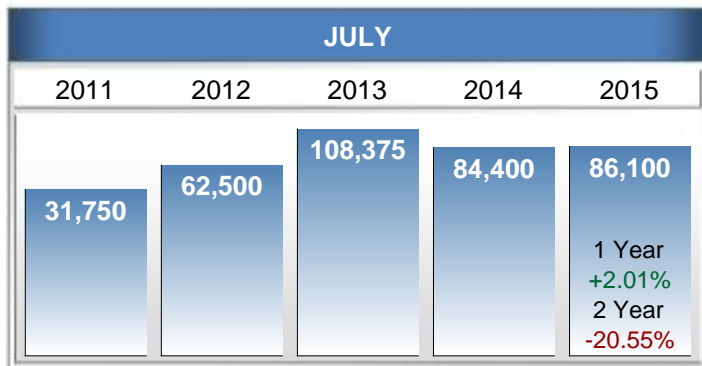
Closed Sales as of Aug 17, 2015



### Median Sold Price at Closing

Report Produced on: Aug 17, 2015

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+
\$20,000 and less	6		10.91%	13,250	15,000	14,500	9,500	0
\$20,001 \$40,000	5		9.09%	38,000	26,000	38,000	0	0
\$40,001 \$50,000	4		7.27%	45,750	44,250	46,950	0	0
\$50,001 \$100,000	16		29.09%	64,050	54,250	64,600	95,560	0
\$100,001 \$140,000	10		18.18%	110,500	0	110,500	0	0
\$140,001 \$180,000	8		14.55%	165,250	0	165,500	159,000	0
\$180,001 and up	6		10.91%	207,450	260,000	244,450	192,000	0
Median Closed Price:	\$86,100				\$49,500	\$106,000	\$172,000	\$0
Total Closed Units:	55				14	35	6	0
Total Closed Volume:	5,323,510				811.60K	3.66M	846.96K	0.00B



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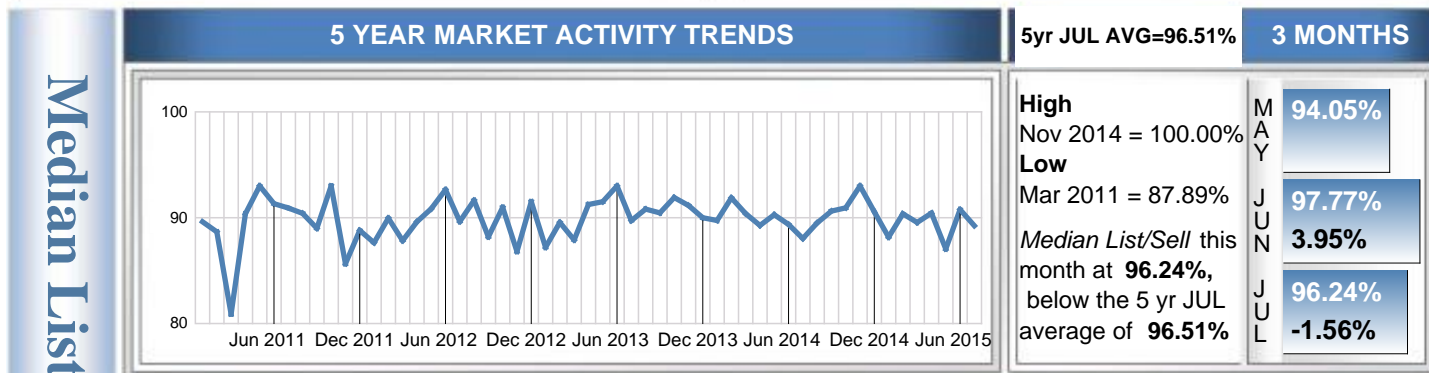
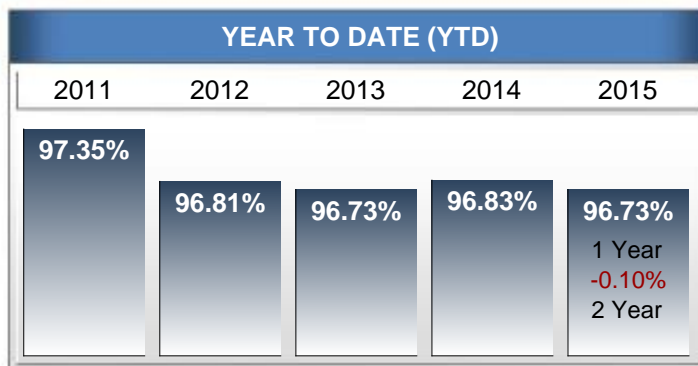
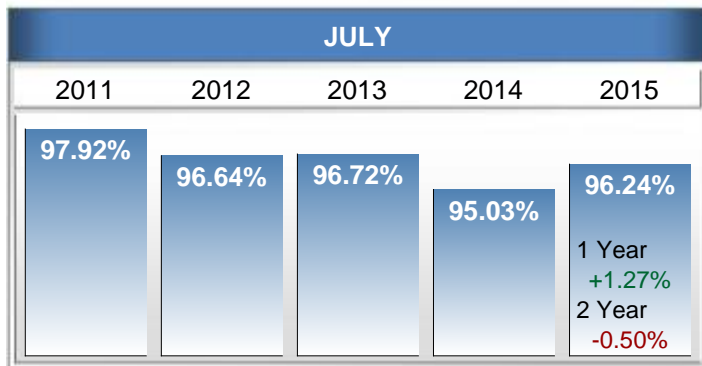
Closed Sales as of Aug 17, 2015



### 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	6	10.91%	83.82%	79.00%	76.32%	100.00%	0.00%
\$20,001 \$40,000	5	9.09%	86.67%	86.67%	81.75%	0.00%	0.00%
\$40,001 \$50,000	4	7.27%	86.56%	86.56%	89.98%	0.00%	0.00%
\$50,001 \$100,000	16	29.09%	100.00%	100.00%	100.00%	106.30%	0.00%
\$100,001 \$140,000	10	18.18%	95.56%	0.00%	95.56%	0.00%	0.00%
\$140,001 \$180,000	8	14.55%	96.91%	0.00%	96.73%	99.44%	0.00%
\$180,001 and up	6	10.91%	98.12%	69.33%	100.00%	96.24%	0.00%
Median List/Sell Ratio:	96.24%			89.87%	96.36%	99.72%	0.00%
Total Closed Units:	55			14	35	6	
Total Closed Volume:	5,323,510			811.60K	3.66M	846.96K	0.00B



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2015

Inventory as of Aug 17, 2015



### Market Summary

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Area Delimited by County Of Muskogee



**Absorption:** Last 12 months, an Average of 48 Sales/Month

**Active Inventory** as of July 31, 2015 = 404

	JULY			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	50	55	10.00%	336	328	-2.38%
Pending Sales	58	59	1.72%	377	372	-1.33%
New Listings	146	117	-19.86%	959	811	-15.43%
Median List Price	87,250	74,900	-14.15%	92,000	99,900	8.59%
Median Sale Price	84,400	86,100	2.01%	89,950	97,500	8.39%
Median Percent of List Price to Selling Price	95.03%	96.24%	1.27%	96.83%	96.73%	-0.10%
Median Days on Market to Sale	49.00	39.00	-20.41%	50.00	48.00	-4.00%
Monthly Inventory	469	404	-13.86%	469	404	-13.86%
Months Supply of Inventory	10.09	8.39	-16.84%	10.09	8.39	-16.84%

