



January 2015

Area Delimited by County Of Muskogee

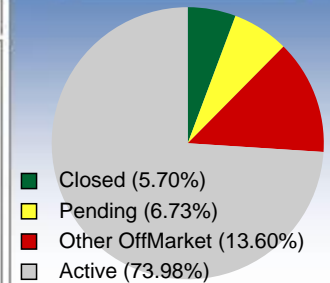


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of January 31, 2015 = **506**

	JANUARY		
	2014	2015	+/- %
Closed Listings	46	39	-15.22%
Pending Listings	41	46	12.20%
New Listings	174	126	-27.59%
Average List Price	100,159	94,159	-5.99%
Average Sale Price	95,668	88,706	-7.28%
Average Percent of List Price to Selling Price	92.83%	92.40%	-0.47%
Average Days on Market to Sale	70.35	65.26	-7.24%
End of Month Inventory	515	506	-1.75%
Months Supply of Inventory	11.82	10.49	-11.25%

Market Activity



Monthly Inventory Analysis

Report Produced on: Feb 19, 2015

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 January 2015 decreased **1.75%** to 506 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 **10.49** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **7.28%** in January 2015 to \$88,706 versus the previous year at \$95,668.

Average Days on Market Shortens

The average number of **65.26** days that homes spent on the market before selling decreased by 5.09 days or **7.24%** in January 2015 compared to last year's same month at **70.35** DOM.

Sales Success for January 2015 is Positive

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

There were 126 New Listings in January 2015, down **27.59%** from last year at 174. Furthermore, there were 39 Closed Listings this month versus last year at 46, a **-15.22%** decrease.

Closed versus Listed trends yielded a **31.0%** ratio, up from last year's January 2015 at **26.4%**, a **17.08%** upswing. 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.

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Monthly Inventory Analysis

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January 2015

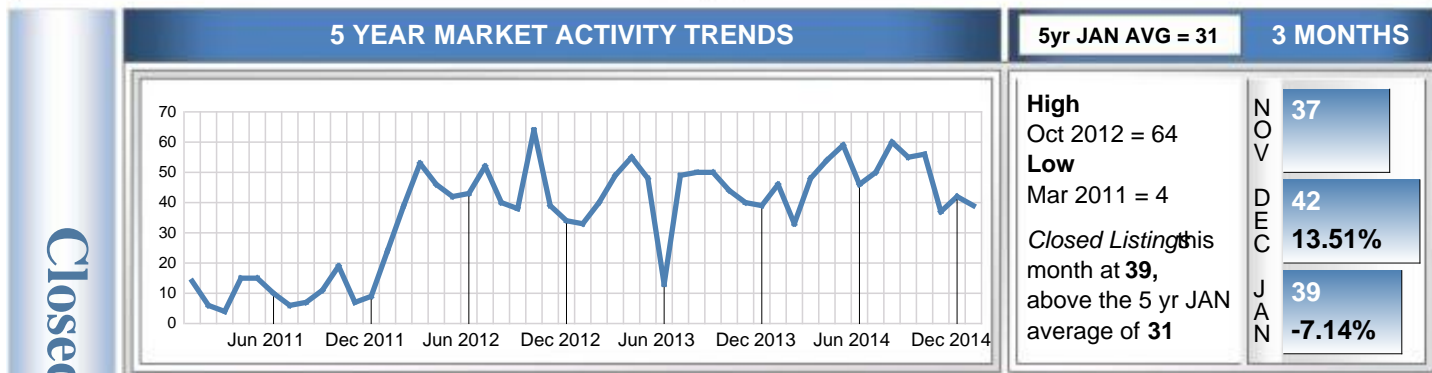
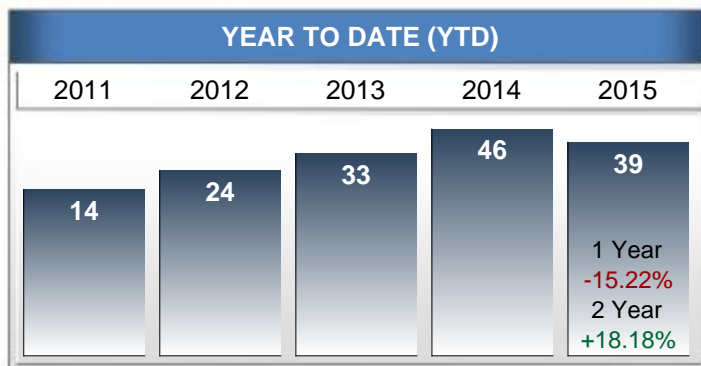
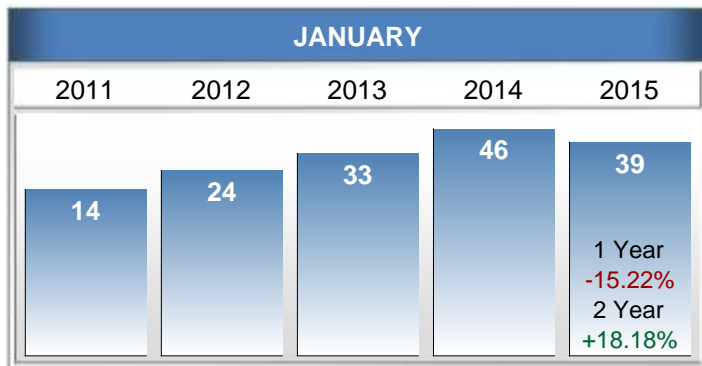
Closed Sales as of Feb 19, 2015



Closed Listings

Report Produced on: Feb 19, 2015

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	3	7.69%	48.3	1	2	0	0	
\$20,001 - \$20,000	0	0.00%	0.0	0	0	0	0	
\$20,001 - \$50,000	10	25.64%	60.3	3	6	1	0	
\$50,001 - \$110,000	12	30.77%	80.1	1	10	1	0	
\$110,001 - \$130,000	4	10.26%	32.3	0	4	0	0	
\$130,001 - \$180,000	7	17.95%	61.3	1	2	4	0	
\$180,001 and up	3	7.69%	92.7	0	2	1	0	
Total Closed Units: 39				65.3	6	26	7	
Total Closed Volume: 3,459,530					279.45K	2.24M	942.68K	0.00B
Average Closed Price: \$88,706					\$46,575	\$86,054	\$134,668	\$0

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

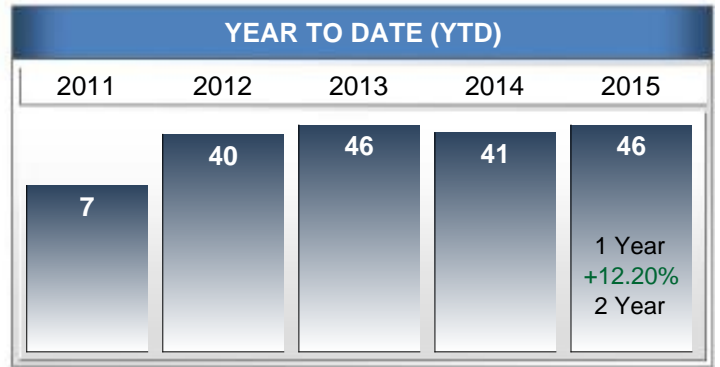
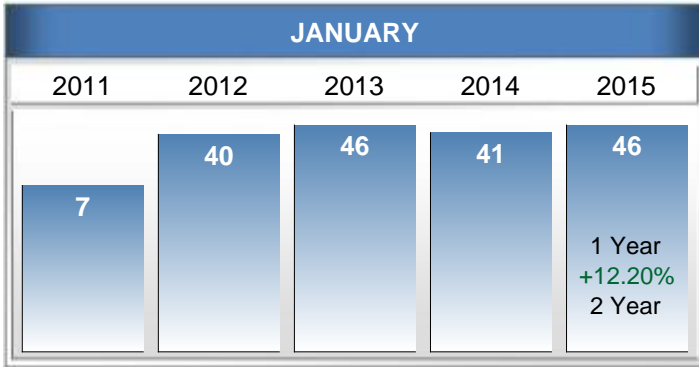
Pending Listings as of Feb 19, 2015



Pending Listings

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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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	3	6.52%	33.7	1	2	0	0
\$20,001 \$40,000	6	13.04%	56.5	3	3	0	0
\$40,001 \$80,000	8	17.39%	43.4	1	5	2	0
\$80,001 \$130,000	11	23.91%	64.5	4	6	1	0
\$130,001 \$190,000	7	15.22%	68.1	0	6	0	1
\$190,001 \$280,000	7	15.22%	100.4	0	2	5	0
\$280,001 and up	4	8.70%	76.8	3	0	1	0
Total Pending Units: 46				68.5			
Total Pending Volume: 6,431,705				12	24	9	1
Average Listing Price: \$105,138				2.08M	2.42M	1.74M	190.00K
				\$173,492	\$100,771	\$193,478	\$190,000



Monthly Inventory Analysis

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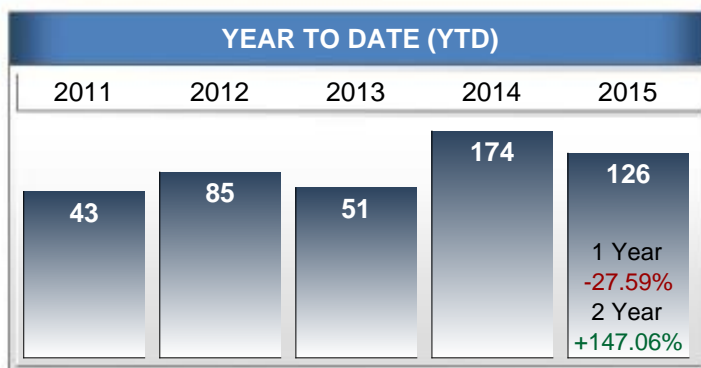
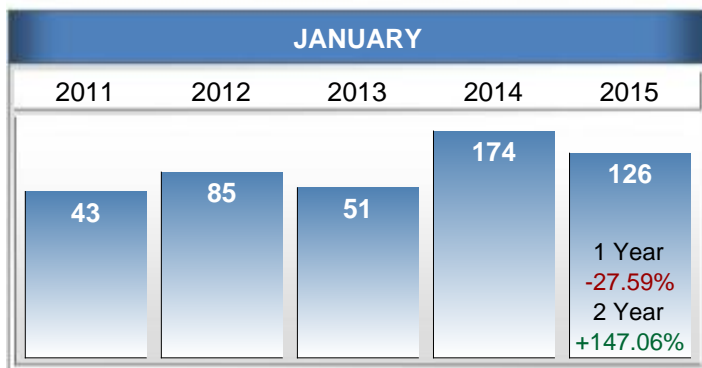
New Listings as of Feb 19, 2015



New Listings

Report Produced on: Feb 19, 2015

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-\$25,000	20	15.87%	13	6	1	0
\$25,001-\$50,000	20	15.87%	9	9	2	0
\$50,001-\$100,000	31	24.60%	9	19	2	1
\$100,001-\$150,000	20	15.87%	2	16	2	0
\$150,001-\$275,000	21	16.67%	1	11	8	1
\$275,001 and up	14	11.11%	4	3	5	2
Total New Listed Units:	126		38	64	20	4
Total New Listed Volume:	17,132,003		3.89M	7.38M	4.29M	1.58M
Average New Listed Listing Price:	\$154,900		\$102,290	\$115,259	\$214,470	\$394,750



Monthly Inventory Analysis

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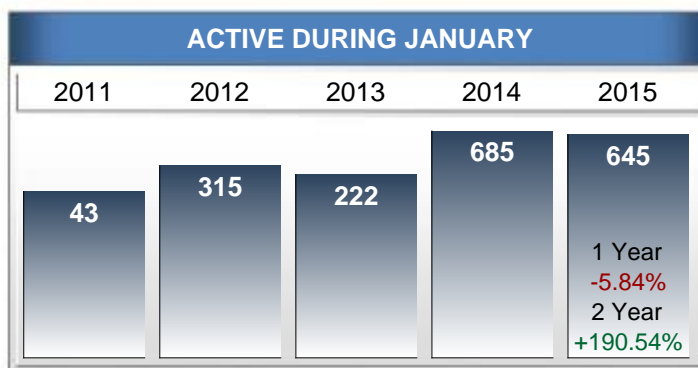
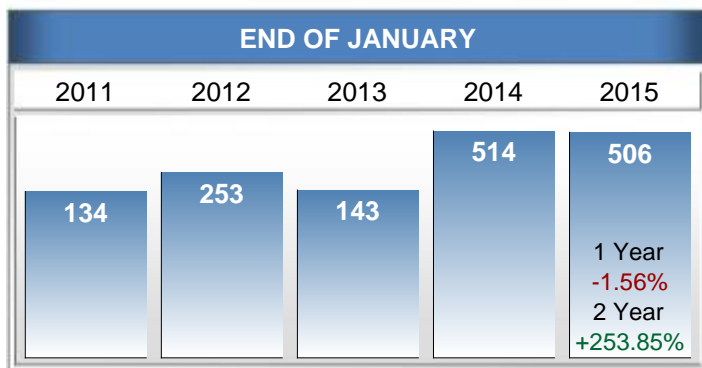
Active Inventory as of Feb 19, 2015



Active Inventory

Report Produced on: Feb 19, 2015

Area Delimited by County Of Muskogee



Active Inventory

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5yr JAN AVG = 310 **3 MONTHS**

High
Oct 2013 = 595

Low
Apr 2013 = 111

Inventory this month at **506**, above the 5 yr JAN average of **310**

N O V	556
D E C	519 -6.65%
J A N	506 -2.50%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	53	10.47%	99.3	48	3	2	0	
\$20,001 \$30,000	63	12.45%	83.4	52	10	1	0	
\$30,001 \$50,000	64	12.65%	74.6	49	11	4	0	
\$50,001 \$110,000	139	27.47%	79.4	52	76	10	1	
\$110,001 \$160,000	70	13.83%	78.6	18	39	11	2	
\$160,001 \$270,000	65	12.85%	85.6	10	36	17	2	
\$270,001 and up	52	10.28%	92.5	26	8	15	3	
Total Active Inventory by Units:			506	83.4	255	183	60	8
Total Active Inventory by Volume:			67,209,803		29.44M	22.51M	12.39M	2.87M
Average Active Inventory Listing Price:			\$132,826		\$115,457	\$122,997	\$206,450	\$359,100



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

January 2015

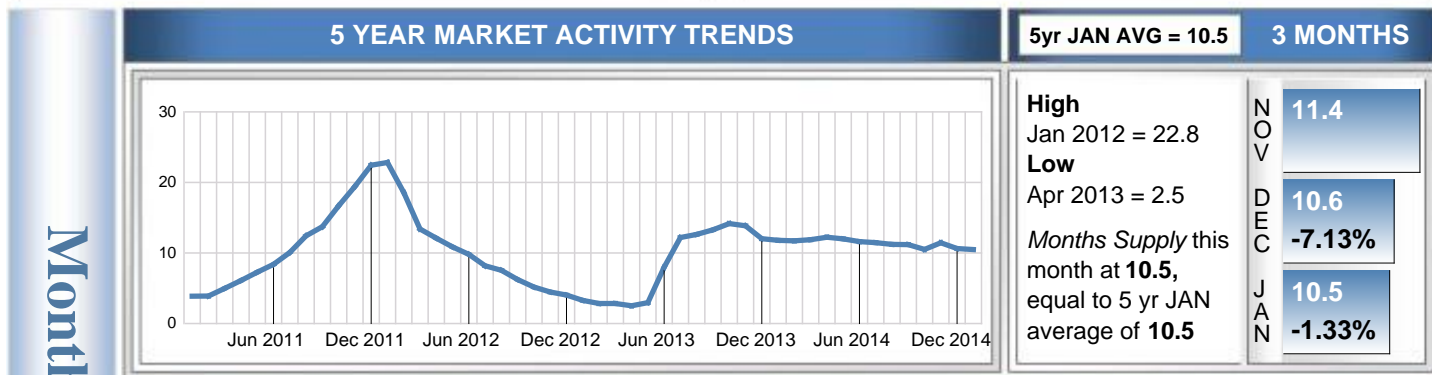
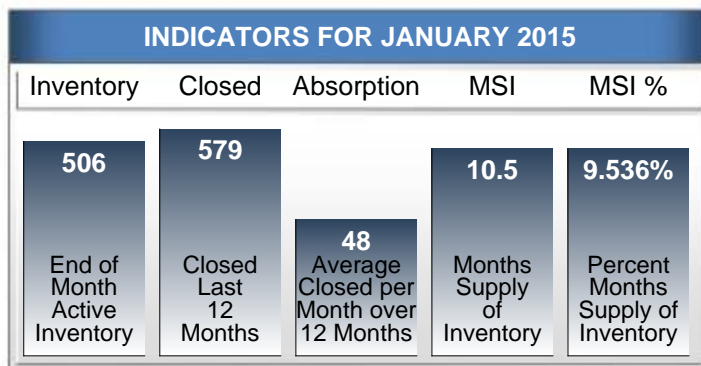
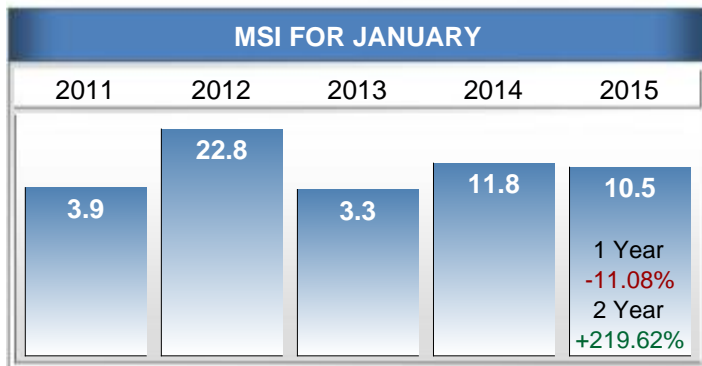
Active Inventory as of Feb 19, 2015



Months Supply of Inventory

Report Produced on: Feb 19, 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	53	10.47%	9.1	14.8	1.7	2.4	0.0	
\$20,001 \$30,000	63	12.45%	14.8	23.1	7.1	2.4	0.0	
\$30,001 \$50,000	64	12.65%	12.0	39.2	3.4	5.3	0.0	
\$50,001 \$110,000	139	27.47%	8.4	20.8	6.0	8.0	6.0	
\$110,001 \$160,000	70	13.83%	8.1	27.0	5.9	8.8	24.0	
\$160,001 \$270,000	65	12.85%	10.4	15.0	15.4	5.7	8.0	
\$270,001 and up	52	10.28%	39.0	104.0	16.0	60.0	9.0	
MSI:			10.5		23.5	6.4	7.7	7.4
Total Active Inventory:			506		255	183	60	8



Monthly Inventory Analysis

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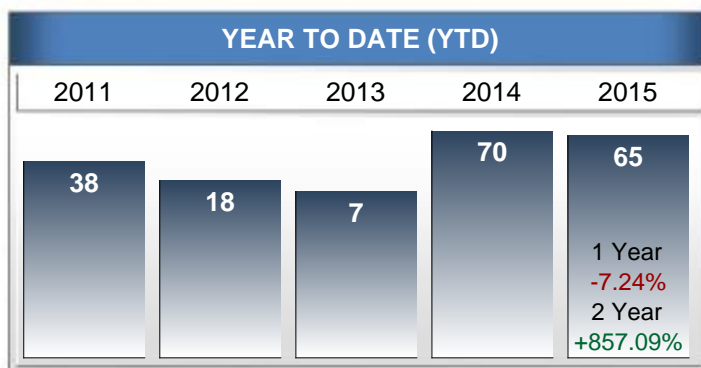
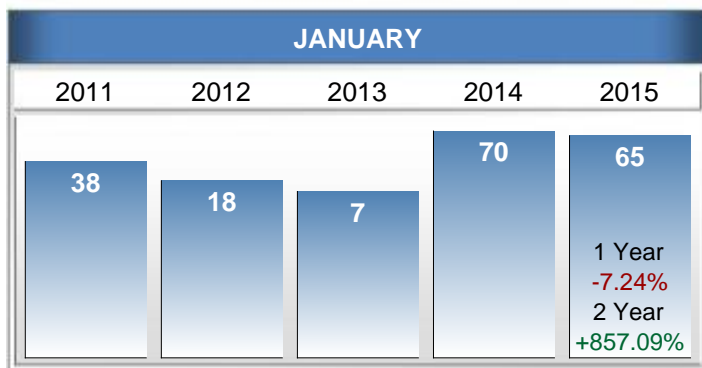
Closed Sales as of Feb 19, 2015



Average Days on Market to Sale

Report Produced on: Feb 19, 2015

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+
\$20,000 and less	3	7.69%	48.3	89.0	28.0	0.0	0.0
\$20,001 - \$20,000	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$20,001 - \$50,000	10	25.64%	60.3	80.0	54.7	35.0	0.0
\$50,001 - \$110,000	12	30.77%	80.1	147.0	74.9	65.0	0.0
\$110,001 - \$130,000	4	10.26%	32.3	0.0	32.3	0.0	0.0
\$130,001 - \$180,000	7	17.95%	61.3	64.0	82.0	50.3	0.0
\$180,001 and up	3	7.69%	92.7	0.0	85.0	108.0	0.0
Average Closed DOM: 65.3				90.0	61.4	58.4	0.0
Total Closed Units: 39				6	26	7	
Total Closed Volume: 3,459,530				279.45K	2.24M	942.68K	0.00B



Monthly Inventory Analysis

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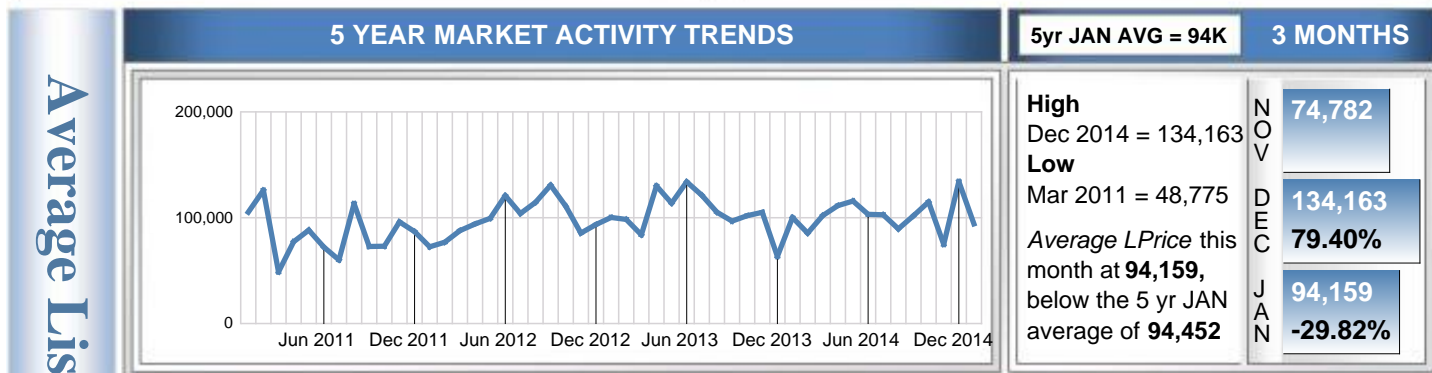
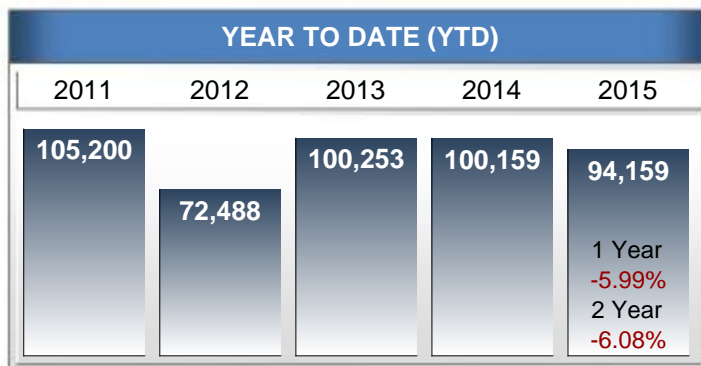
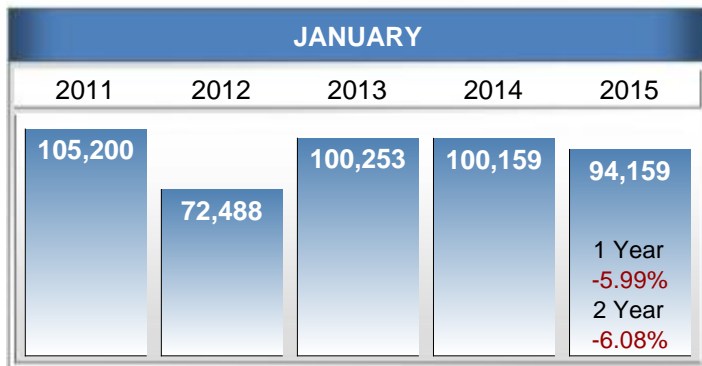
Closed Sales as of Feb 19, 2015



Average List Price at Closing

Report Produced on: Feb 19, 2015

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	1	2.56%	15,000	22,000	22,000	0	0
\$20,001 - \$20,000	0	0.00%	0	0	0	0	0
\$20,001 - \$50,000	11	28.21%	31,173	26,333	39,317	29,900	0
\$50,001 - \$110,000	12	30.77%	71,459	59,900	79,121	66,500	0
\$110,001 - \$130,000	5	12.82%	118,960	0	120,450	0	0
\$130,001 - \$180,000	4	10.26%	147,450	165,000	162,450	169,675	0
\$180,001 and up	6	15.38%	212,033	0	224,250	244,900	0
Average List Price:	\$94,159			\$54,317	\$89,473	\$145,714	\$0
Total Closed Units:	39			6	26	7	
Total List Volume:	3,672,205			325.90K	2.33M	1.02M	0.00B



Monthly Inventory Analysis

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January 2015

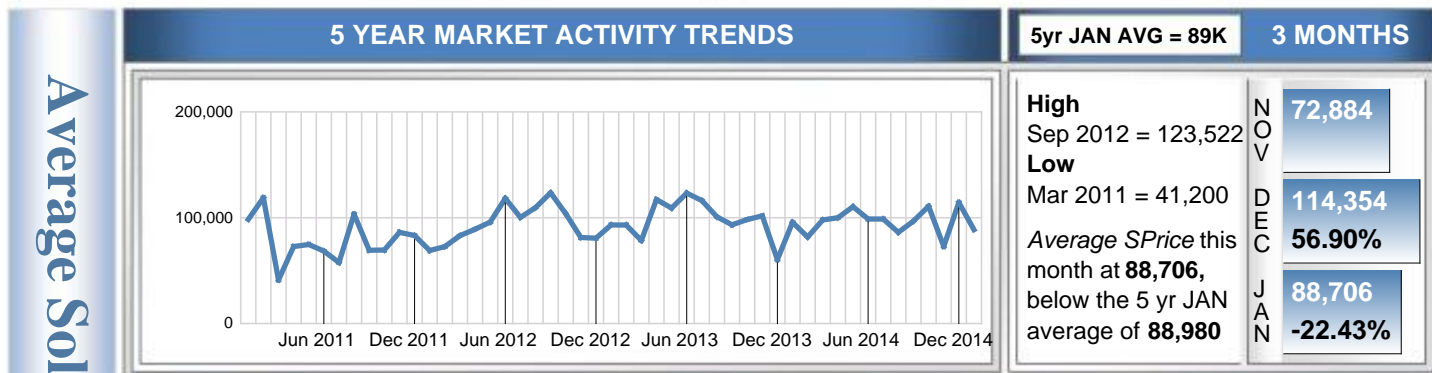
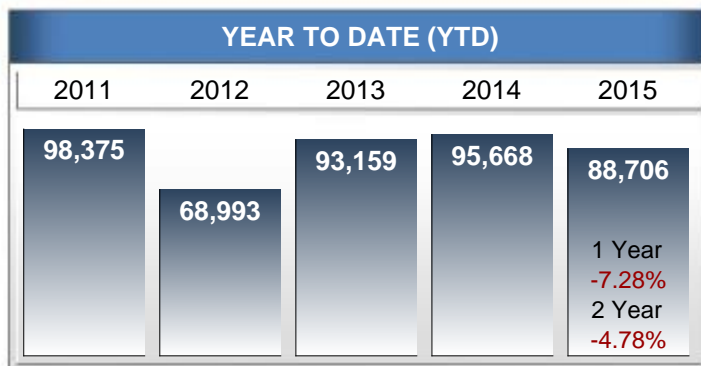
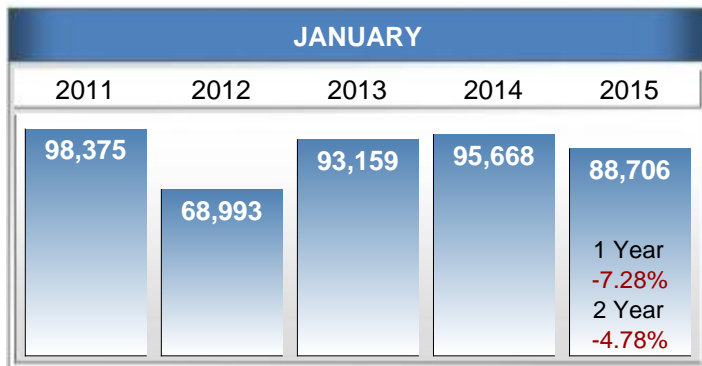
Closed Sales as of Feb 19, 2015



Average Sold Price at Closing

Report Produced on: Feb 19, 2015

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+
\$20,000 and less	3		7.69%	17,667	18,000	17,500	0	0
\$20,001 - \$20,000	0		0.00%	0	0	0	0	0
\$20,001 - \$50,000	10		25.64%	29,430	22,333	33,883	24,000	0
\$50,001 - \$110,000	12		30.77%	75,003	56,450	78,041	63,175	0
\$110,001 - \$130,000	4		10.26%	118,388	0	118,388	0	0
\$130,001 - \$180,000	7		17.95%	152,736	138,000	157,575	154,000	0
\$180,001 and up	3		7.69%	223,167	0	215,000	239,500	0
Average Closed Price:		\$88,706			\$46,575	\$86,054	\$134,668	\$0
Total Closed Units:		39			6	26	7	
Total Closed Volume:		3,459,530			279.45K	2.24M	942.68K	0.00B



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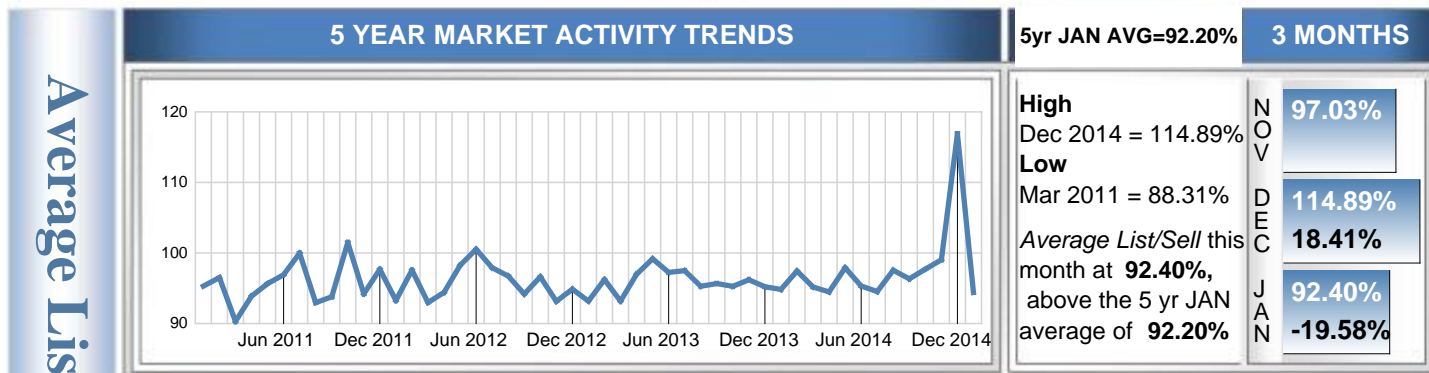
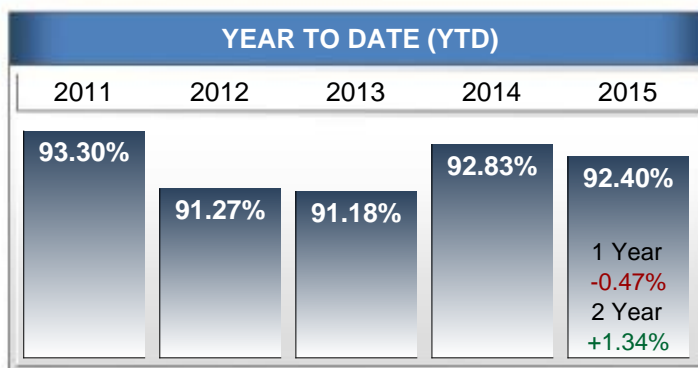
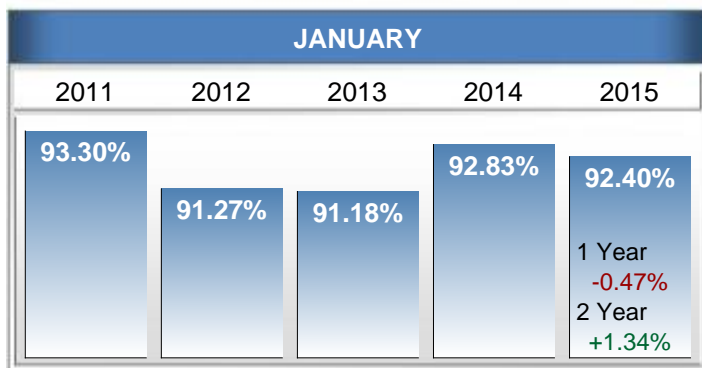
Closed Sales as of Feb 19, 2015



Average Percent of List Price to Selling Price

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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+
\$20,000 and less	3	7.69%	83.59%	81.82%	84.48%	0.00%	0.00%
\$20,001 - \$20,000	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
\$20,001 - \$50,000	10	25.64%	85.09%	85.29%	85.79%	80.27%	0.00%
\$50,001 - \$110,000	12	30.77%	97.85%	94.24%	98.50%	95.00%	0.00%
\$110,001 - \$130,000	4	10.26%	98.35%	0.00%	98.35%	0.00%	0.00%
\$130,001 - \$180,000	7	17.95%	92.12%	83.64%	97.45%	91.57%	0.00%
\$180,001 and up	3	7.69%	96.47%	0.00%	95.81%	97.80%	0.00%
Average List/Sell Ratio: 92.40%				85.93%	94.18%	91.34%	0.00%
Total Closed Units: 39				6	26	7	
Total Closed Volume: 3,459,530				279.45K	2.24M	942.68K	0.00B



Monthly Inventory Analysis

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Inventory as of Feb 19, 2015



Market Summary

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

Active Inventory as of January 31, 2015 = 506

	JANUARY			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	46	39	-15.22%	46	39	-15.22%
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Average Sale Price	95,668	88,706	-7.28%	95,668	88,706	-7.28%
Average Percent of List Price to Selling Price	92.83%	92.40%	-0.47%	92.83%	92.40%	-0.47%
Average Days on Market to Sale	70.35	65.26	-7.24%	70.35	65.26	-7.24%
Monthly Inventory	515	506	-1.75%	515	506	-1.75%
Months Supply of Inventory	11.82	10.49	-11.25%	11.82	10.49	-11.25%

