



March 2014

Area Delimited by County Of Muskogee

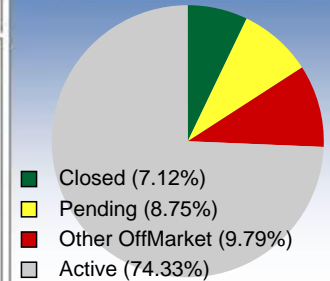


Absorption: Last 12 months, an Average of **43** Sales/Month

Active Inventory as of March 31, 2014 = **501**

	MARCH		
	2013	2014	+/- %
Closed Listings	49	48	-2.04%
Pending Listings	49	59	20.41%
New Listings	58	126	117.24%
Average List Price	83,839	101,994	21.65%
Average Sale Price	78,484	97,881	24.72%
Average Percent of List Price to Selling Price	91.18%	93.18%	2.19%
Average Days on Market to Sale	7.41	66.17	793.15%
End of Month Inventory	124	501	304.03%
Months Supply of Inventory	2.86	11.67	307.95%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 14, 2014

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 March 2014 rose **304.03%** to 501 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **11.67** 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 **24.72%** in March 2014 to \$97,881 versus the previous year at \$78,484.

Average Days on Market Lengthens

The average number of **66.17** days that homes spent on the market before selling increased by 58.76 days or **793.15%** in March 2014 compared to last year's same month at **7.41** DOM.

Sales Success for March 2014 is Positive

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

There were 126 New Listings in March 2014, up **117.24%** from last year at 58. Furthermore, there were 48 Closed Listings this month versus last year at 49, a **-2.04%** decrease.

Closed versus Listed trends yielded a **38.1%** ratio, down from last year's March 2014 at **84.5%**, a **54.91%** downswing. 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.

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

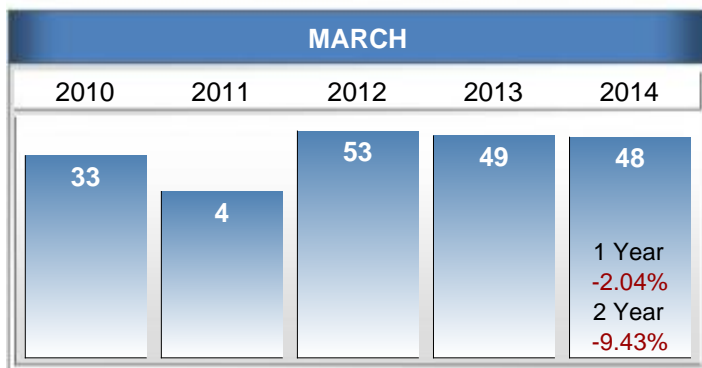
Closed Sales as of Apr 14, 2014



Closed Listings

Report Produced on: Apr 14, 2014

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	1	2.08%	94.0	1	0	0	0
\$10,001 - \$20,000	5	10.42%	74.6	1	2	2	0
\$20,001 - \$80,000	12	25.00%	64.6	2	7	3	0
\$80,001 - \$110,000	10	20.83%	67.3	1	9	0	0
\$110,001 - \$130,000	6	12.50%	59.8	0	5	0	1
\$130,001 - \$190,000	8	16.67%	79.0	1	6	1	0
\$190,001 and up	6	12.50%	45.0	0	2	4	0
Total Closed Units:	48		66.2	6	31	10	1
Total Closed Volume:	4,698,309			330.00K	3.15M	1.10M	117.98K
Average Closed Price:	\$97,881			\$55,000	\$101,714	\$109,720	\$117,978



Monthly Inventory Analysis

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March 2014

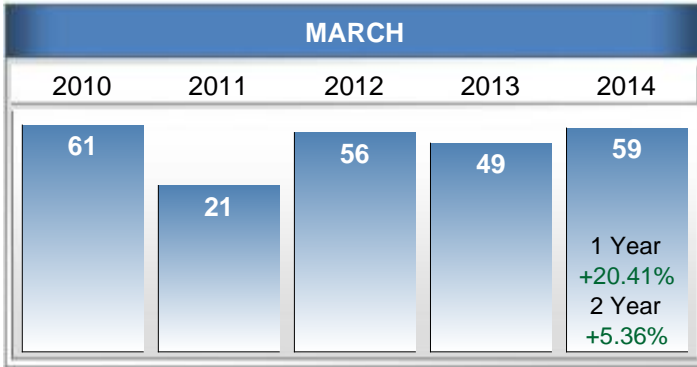
Pending Listings as of Apr 14, 2014



Pending Listings

Report Produced on: Apr 14, 2014

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+		
\$10,000 and less	4	6.78%	50.0	1	2	1	0		
\$10,001 - \$30,000	9	15.25%	47.8	7	2	0	0		
\$30,001 - \$70,000	8	13.56%	78.9	2	4	2	0		
\$70,001 - \$130,000	15	25.42%	41.8	2	12	1	0		
\$130,001 - \$170,000	8	13.56%	57.0	1	5	2	0		
\$170,001 - \$430,000	9	15.25%	33.0	1	3	5	0		
\$430,001 and up	6	10.17%	109.0	4	1	1	0		
Total Pending Units:				59	67.3	18	29	12	0.00B
Total Pending Volume:				9,377,976		4.08M	3.18M	2.12M	
Average Listing Price:				\$80,948		\$226,394	\$109,772	\$176,625	\$0



Monthly Inventory Analysis

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March 2014

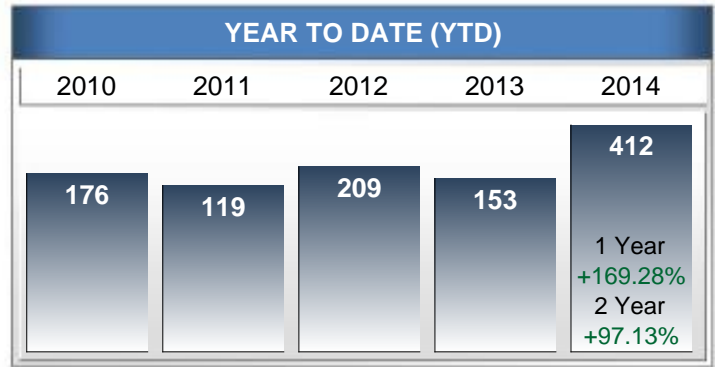
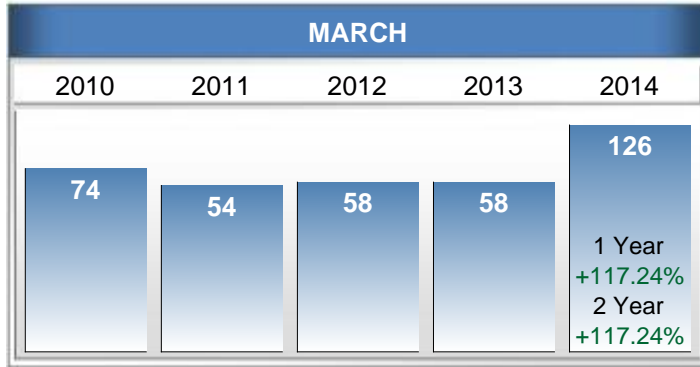
New Listings as of Apr 14, 2014



New Listings

Report Produced on: Apr 14, 2014

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+
\$20,000 and less	10	7.94%	6	2	2	0
\$20,001 \$40,000	17	13.49%	10	5	2	0
\$40,001 \$70,000	20	15.87%	10	6	4	0
\$70,001 \$120,000	28	22.22%	5	20	3	0
\$120,001 \$170,000	24	19.05%	4	14	5	1
\$170,001 \$290,000	14	11.11%	3	6	5	0
\$290,001 and up	13	10.32%	4	2	4	3
Total New Listed Units:			42	55	25	4
Total New Listed Volume:			5.89M	6.32M	4.71M	1.10M
Average New Listed Listing Price:			\$140,194	\$114,940	\$188,316	\$274,975



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

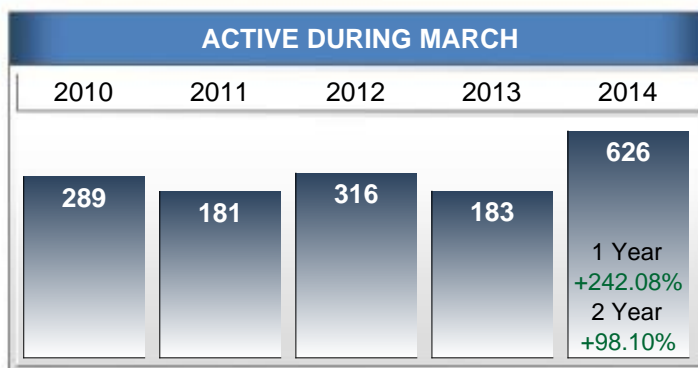
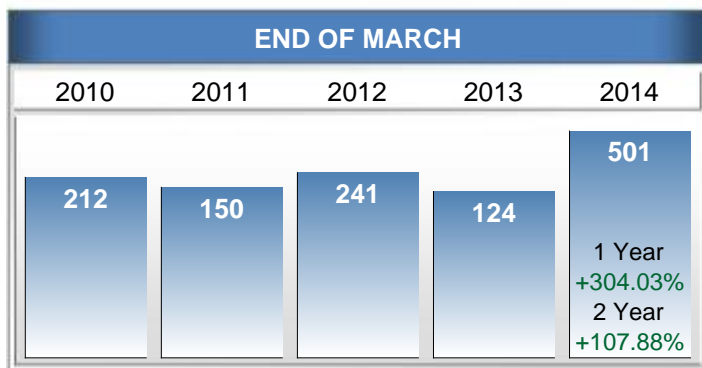
Active Inventory as of Apr 14, 2014



Active Inventory

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



Active Inventory

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5yr MAR AVG = 246 **3 MONTHS**

High
Oct 2013 = 596

Low
Apr 2013 = 112

Inventory this month at 501, above the 5 yr MAR average of 246

JAN	514
FEB	500
MAR	501

-2.72% (Feb to Mar)
0.20% (Mar to current)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	43	8.58%	63.7	38	4	1	0	
\$20,001 \$40,000	62	12.38%	80.5	46	11	4	1	
\$40,001 \$60,000	59	11.78%	76.6	30	20	8	1	
\$60,001 \$120,000	140	27.94%	74.0	33	90	16	1	
\$120,001 \$160,000	75	14.97%	74.1	18	47	9	1	
\$160,001 \$290,000	69	13.77%	78.2	15	30	22	2	
\$290,001 and up	53	10.58%	84.9	29	6	10	8	
Total Active Inventory by Units:			501	76.0	209	208	70	14
Total Active Inventory by Volume:			74,560,096		33.09M	24.74M	12.77M	3.95M
Average Active Inventory Listing Price:			\$148,823		\$158,331	\$118,961	\$182,490	\$282,193



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

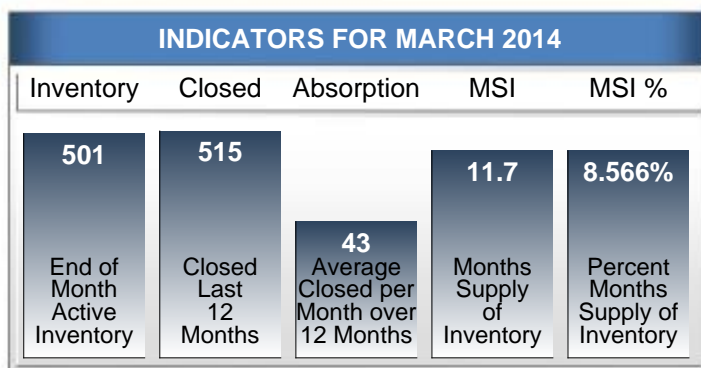
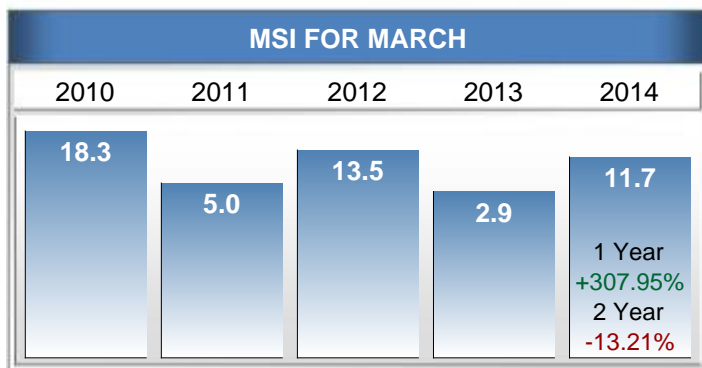
Active Inventory as of Apr 14, 2014



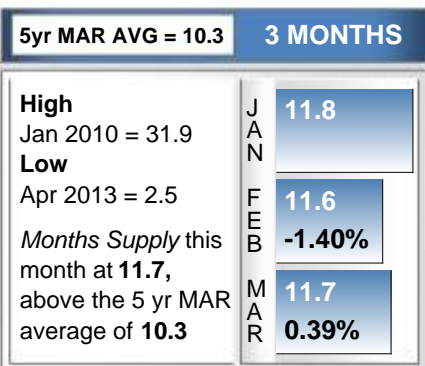
Months Supply of Inventory

Report Produced on: Apr 14, 2014

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	43	8.58%	6.9	10.9	2.4	1.2	0.0	
\$20,001 \$40,000	62	12.38%	14.3	25.1	5.1	12.0	0.0	
\$40,001 \$60,000	59	11.78%	11.1	15.0	7.1	19.2	12.0	
\$60,001 \$120,000	140	27.94%	10.2	24.8	8.1	14.8	6.0	
\$120,001 \$160,000	75	14.97%	11.5	19.6	10.3	9.0	0.0	
\$160,001 \$290,000	69	13.77%	12.4	60.0	10.9	8.8	24.0	
\$290,001 and up	53	10.58%	42.4	174.0	36.0	10.9	0.0	
MSI:			11.7		20.9	8.2	9.9	24.0
Total Active Inventory:			501		209	208	70	14



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

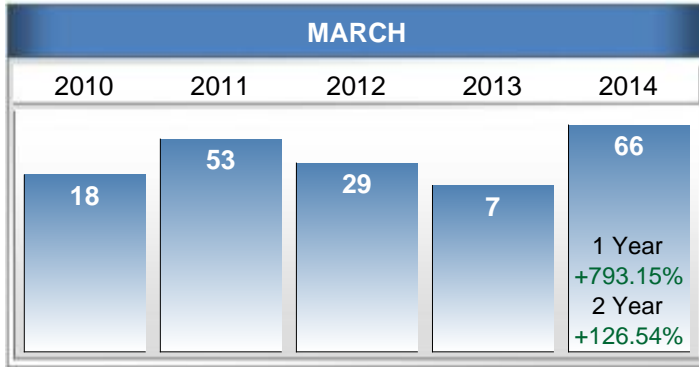
Closed Sales as of Apr 14, 2014



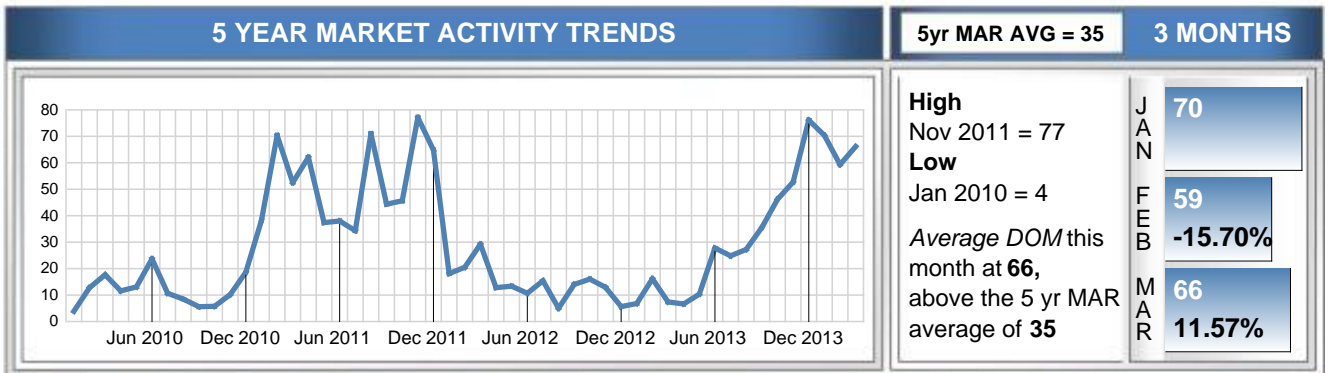
Average Days on Market to Sale

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



Average Days on Market



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	1	2.08%	94.0	94.0	0.0	0.0	0.0
\$10,001 \$20,000	5	10.42%	74.6	1.0	139.5	46.5	0.0
\$20,001 \$80,000	12	25.00%	64.6	111.0	58.6	47.7	0.0
\$80,001 \$110,000	10	20.83%	67.3	1.0	74.7	0.0	0.0
\$110,001 \$130,000	6	12.50%	59.8	0.0	66.4	0.0	27.0
\$130,001 \$190,000	8	16.67%	79.0	60.0	95.2	1.0	0.0
\$190,001 and up	6	12.50%	45.0	0.0	10.0	62.5	0.0
Average Closed DOM:				63.0	73.7	48.7	27.0
Total Closed Units:				6	31	10	1
Total Closed Volume:				330.00K	3.15M	1.10M	117.98K

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Monthly Inventory Analysis

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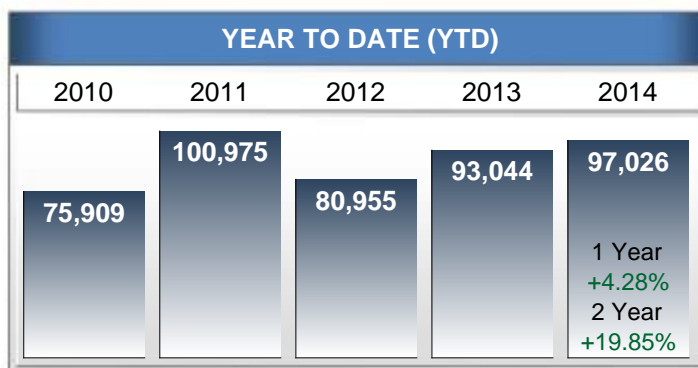
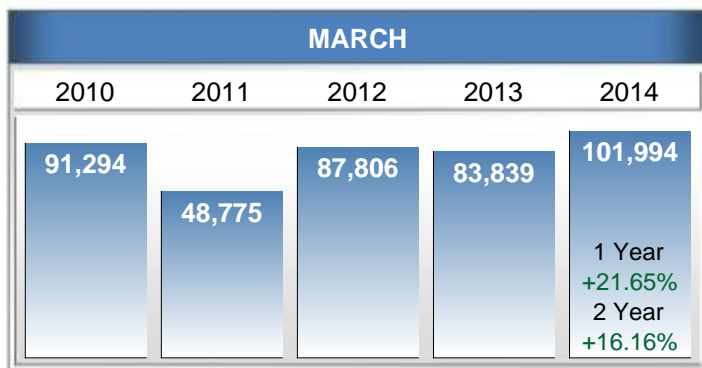
Closed Sales as of Apr 14, 2014



Average List Price at Closing

Report Produced on: Apr 14, 2014

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	0		0.00%	0	11,000	0	0	0
\$10,001 - \$20,000	5		10.42%	15,200	20,000	16,250	18,745	0
\$20,001 - \$80,000	14		29.17%	48,833	50,000	46,282	51,600	0
\$80,001 - \$110,000	9		18.75%	93,933	90,000	93,644	0	0
\$110,001 - \$130,000	4		8.33%	117,450	0	118,860	0	150,000
\$130,001 - \$190,000	10		20.83%	153,660	144,900	159,283	154,000	0
\$190,001 and up	6		12.50%	214,038	0	244,950	198,583	0
Average List Price:	\$101,994				\$60,983	\$104,490	\$114,062	\$150,000
Total Closed Units:	48				6	31	10	1
Total List Volume:	4,895,697				365.90K	3.24M	1.14M	150.00K



Monthly Inventory Analysis

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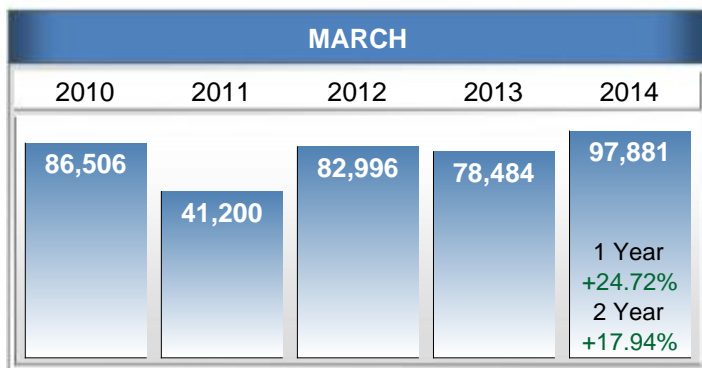
Closed Sales as of Apr 14, 2014



Average Sold Price at Closing

Report Produced on: Apr 14, 2014

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	1		2.08%	9,000	9,000	0	0	0
\$10,001 \$20,000	5		10.42%	14,900	18,000	15,250	13,000	0
\$20,001 \$80,000	12		25.00%	42,129	39,000	43,093	41,967	0
\$80,001 \$110,000	10		20.83%	91,968	90,000	92,187	0	0
\$110,001 \$130,000	6		12.50%	118,130	0	118,160	0	117,978
\$130,001 \$190,000	8		16.67%	151,688	135,000	154,417	152,000	0
\$190,001 and up	6		12.50%	211,217	0	237,000	198,325	0
Average Closed Price:		\$97,881			\$55,000	\$101,714	\$109,720	\$117,978
Total Closed Units:		48			6	31	10	1
Total Closed Volume:		4,698,309			330.00K	3.15M	1.10M	117.98K



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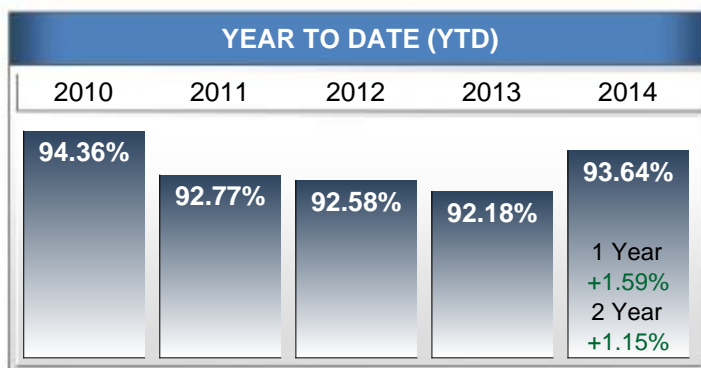
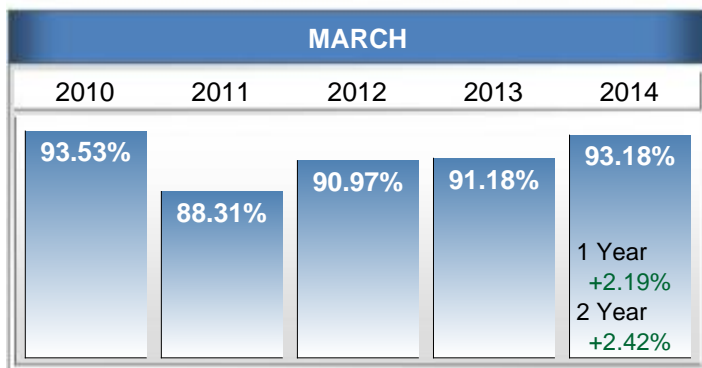
Closed Sales as of Apr 14, 2014



Average Percent of List Price to Selling Price

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



Average List/Sell Price

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Contact an experienced REALTOR

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	1	2.08%	81.82%	81.82%	0.00%	0.00%	0.00%	
\$10,001 \$20,000	5	10.42%	85.32%	90.00%	94.29%	74.01%	0.00%	
\$20,001 \$80,000	12	25.00%	86.23%	76.48%	91.18%	81.19%	0.00%	
\$80,001 \$110,000	10	20.83%	98.76%	100.00%	98.62%	0.00%	0.00%	
\$110,001 \$130,000	6	12.50%	96.05%	0.00%	99.53%	0.00%	78.65%	
\$130,001 \$190,000	8	16.67%	96.59%	93.17%	96.81%	98.70%	0.00%	
\$190,001 and up	6	12.50%	98.78%	0.00%	96.61%	99.87%	0.00%	
Average List/Sell Ratio:				93.20%	86.33%	96.33%	88.98%	78.65%
Total Closed Units:				48	6	31	10	1
Total Closed Volume:				4,698,309	330.00K	3.15M	1.10M	117.98K



Monthly Inventory Analysis

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March 2014

Inventory as of Apr 14, 2014



Market Summary

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Absorption: Last 12 months, an Average of 43 Sales/Month

Active Inventory as of March 31, 2014 = 501

	MARCH			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	49	48	-2.04%	122	127	4.10%
Pending Sales	49	59	20.41%	135	149	10.37%
New Listings	58	126	117.24%	153	412	169.28%
Average List Price	83,839	101,994	21.65%	93,044	97,026	4.28%
Average Sale Price	78,484	97,881	24.72%	87,231	92,890	6.49%
Average Percent of List Price to Selling Price	91.18%	93.18%	2.19%	92.18%	93.64%	1.59%
Average Days on Market to Sale	7.41	66.17	793.15%	10.11	65.90	551.50%
Monthly Inventory	124	501	304.03%	124	501	304.03%
Months Supply of Inventory	2.86	11.67	307.95%	2.86	11.67	307.95%

