



March 2014

Area Delimited by County Of Muskogee

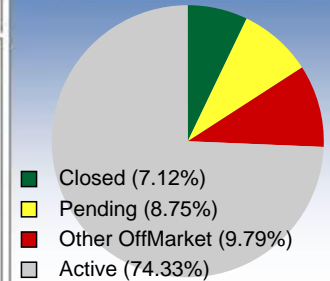


Absorption: Last 12 months, an Average of **43** Sales/Month

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%
Median List Price	62,500	92,000	47.20%
Median Sale Price	62,500	91,500	46.40%
Median Percent of List Price to Selling Price	95.06%	97.38%	2.44%
Median Days on Market to Sale	1.00	58.50	5,750.00%
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.

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 **46.40%** in March 2014 to \$91,500 versus the previous year at \$62,500.

Median Days on Market Lengthens

The median number of **58.50** days that homes spent on the market before selling increased by 57.50 days or **5,750.00%** in March 2014 compared to last year's same month at **1.00** DOM.

Sales Success for March 2014 is Positive

Overall, with Median 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.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

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

Data from the Greater Tulsa Association of REALTORS®

March 2014

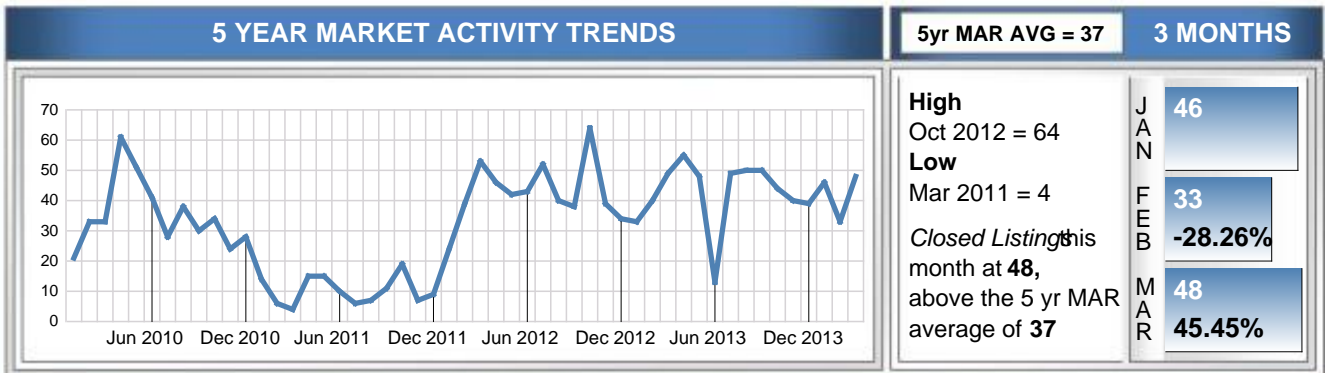
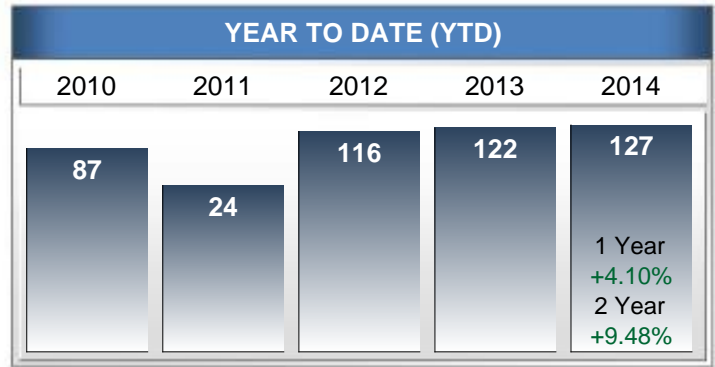
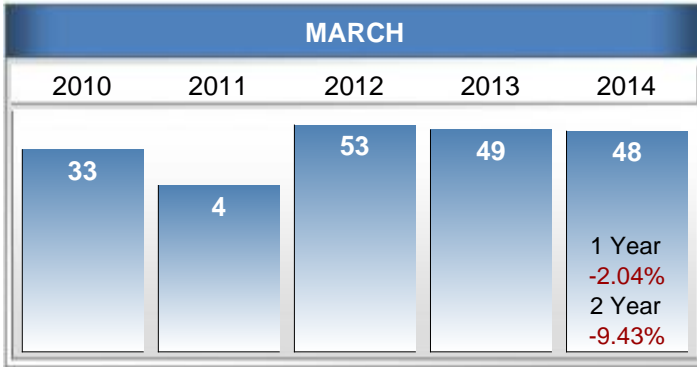
Closed Sales as of Apr 14, 2014



Closed Listings

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



Closed Listings

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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	1	2.08%	94.0	1	0	0	0
\$10,001 \$20,000	5	10.42%	80.0	1	2	2	0
\$20,001 \$80,000	12	25.00%	59.5	2	7	3	0
\$80,001 \$110,000	10	20.83%	72.0	1	9	0	0
\$110,001 \$130,000	6	12.50%	28.5	0	5	0	1
\$130,001 \$190,000	8	16.67%	79.0	1	6	1	0
\$190,001 and up	6	12.50%	21.0	0	2	4	0
Total Closed Units:	48		58.5	6	31	10	1
Total Closed Volume:	4,698,309			330.00K	3.15M	1.10M	117.98K
Median Closed Price:	\$91,500			\$39,000	\$97,681	\$103,500	\$117,978



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

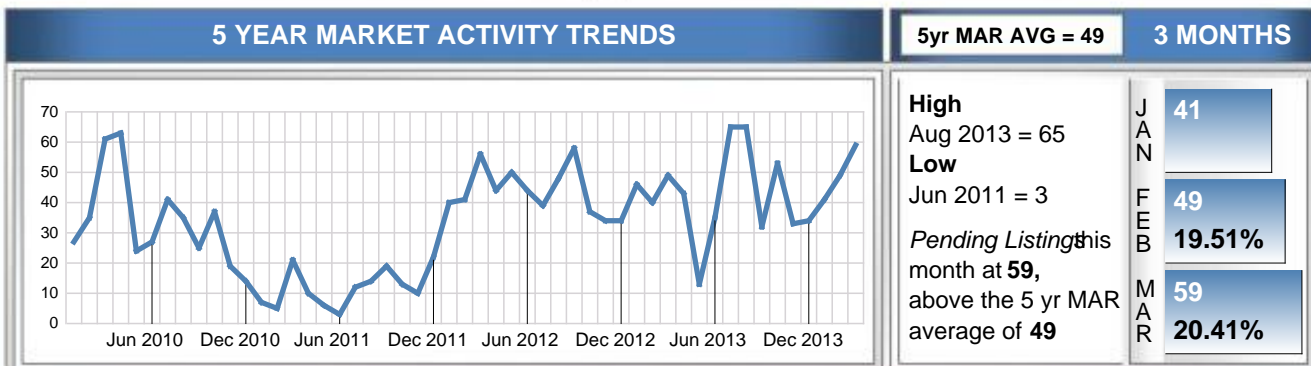
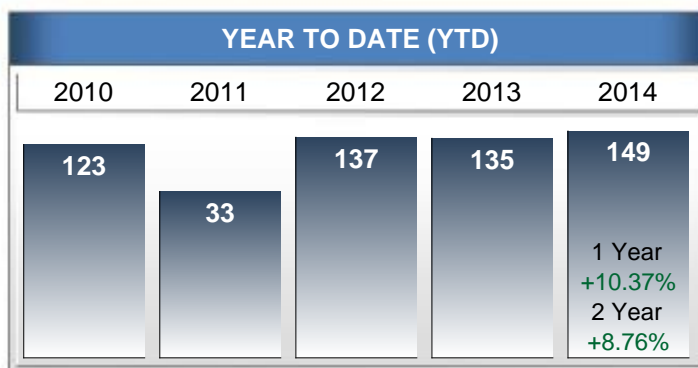
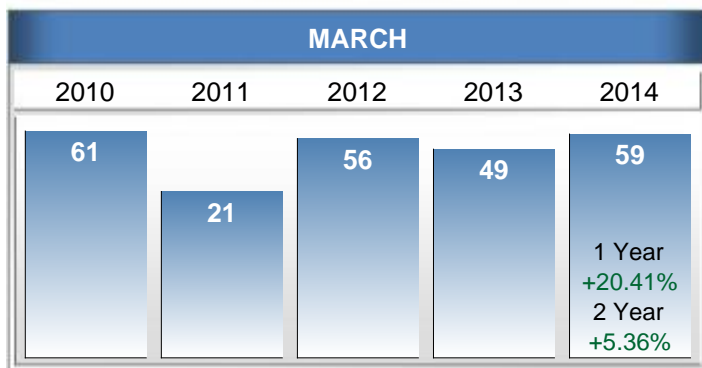
Pending Listings as of Apr 14, 2014



Pending Listings

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



Pending Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	6.78%	39.5	1	2	1	0
\$10,001 \$30,000	9	15.25%	43.0	7	2	0	0
\$30,001 \$70,000	8	13.56%	70.0	2	4	2	0
\$70,001 \$130,000	15	25.42%	33.0	2	12	1	0
\$130,001 \$170,000	8	13.56%	42.0	1	5	2	0
\$170,001 \$430,000	9	15.25%	27.0	1	3	5	0
\$430,001 and up	6	10.17%	134.0	4	1	1	0
Total Pending Units: 59				43.0			
Total Pending Volume: 9,377,976				18 29 12 0.00B			
Median Listing Price: \$94,900				\$37,500 \$94,900 \$171,950 \$0			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

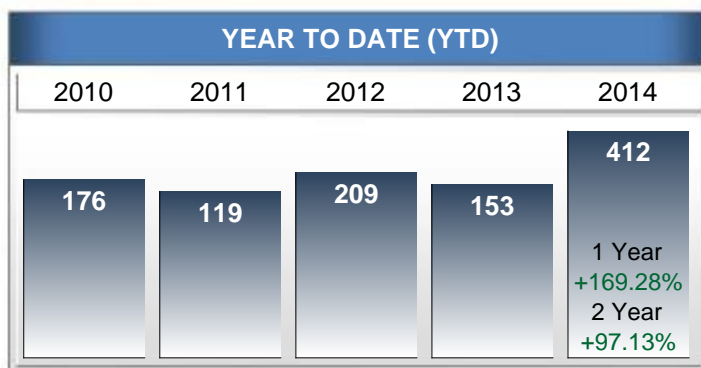
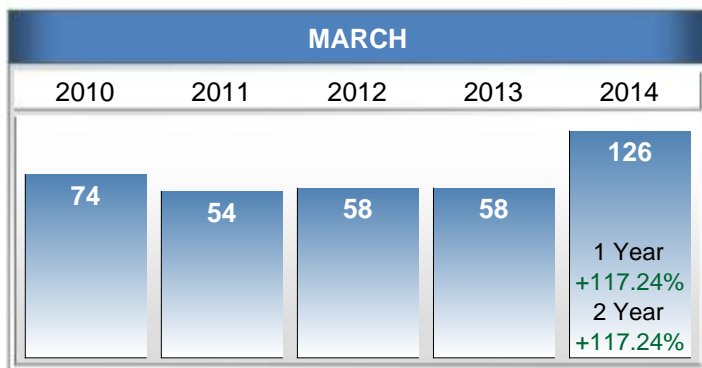
New Listings as of Apr 14, 2014



New Listings

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



New Listings
Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr MAR AVG = 74 **3 MONTHS**

High
Jul 2013 = 267
Low
Nov 2010 = 20

New Listings this month at **126**, above the 5 yr MAR average of **74**

JAN	174
FEB	112
MAR	126

-35.63%

12.50%

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:	126		42	55	25	4
Total New Listed Volume:	18,017,659		5.89M	6.32M	4.71M	1.10M
Median New Listed Listing Price:	\$97,000		\$55,200	\$104,900	\$139,900	\$307,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

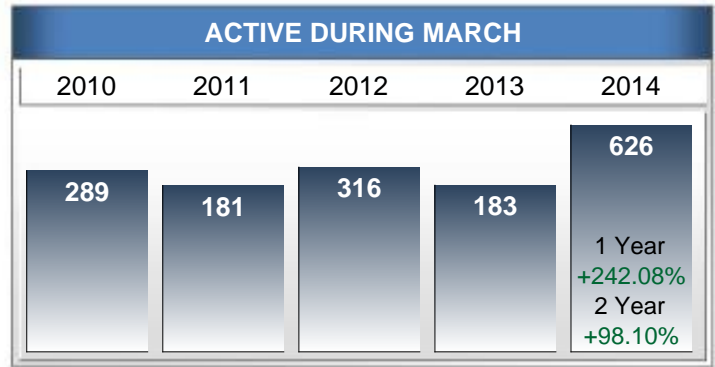
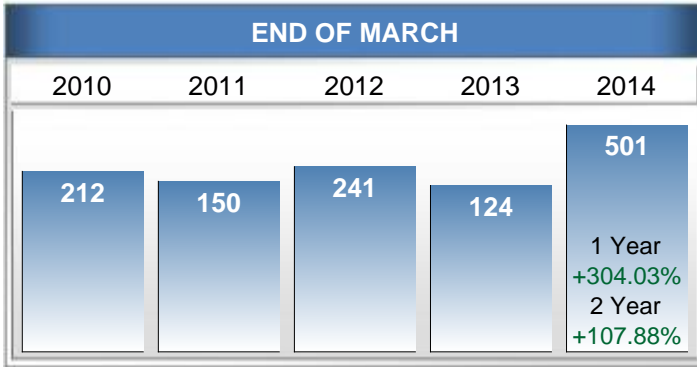
Active Inventory as of Apr 14, 2014



Active Inventory

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



Active Inventory

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



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 -2.72%
MAR	501 0.20%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	43	8.58%	70.0	38	4	1	0		
\$20,001 \$40,000	62	12.38%	87.0	46	11	4	1		
\$40,001 \$60,000	59	11.78%	67.0	30	20	8	1		
\$60,001 \$120,000	140	27.94%	67.5	33	90	16	1		
\$120,001 \$160,000	75	14.97%	77.0	18	47	9	1		
\$160,001 \$290,000	69	13.77%	66.0	15	30	22	2		
\$290,001 and up	53	10.58%	80.0	29	6	10	8		
Total Active Inventory by Units:				501	74.0	209	208	70	14
Total Active Inventory by Volume:				74,560,096		33.09M	24.74M	12.77M	3.95M
Median Active Inventory Listing Price:				\$98,500		\$50,900	\$105,000	\$149,250	\$297,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2014

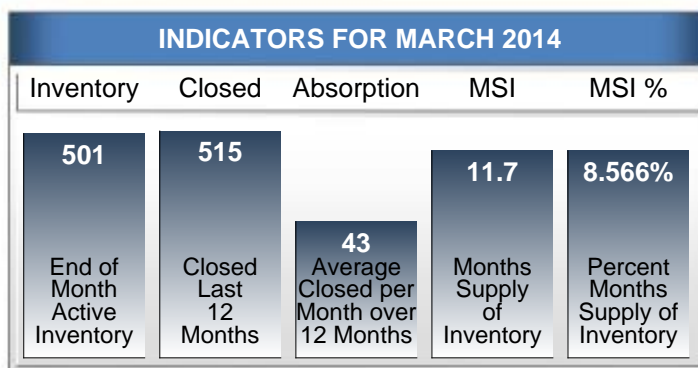
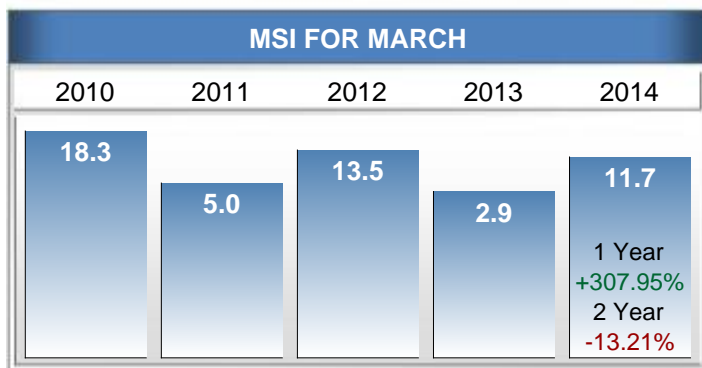
Active Inventory as of Apr 14, 2014



Months Supply of Inventory

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



Months Supply

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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

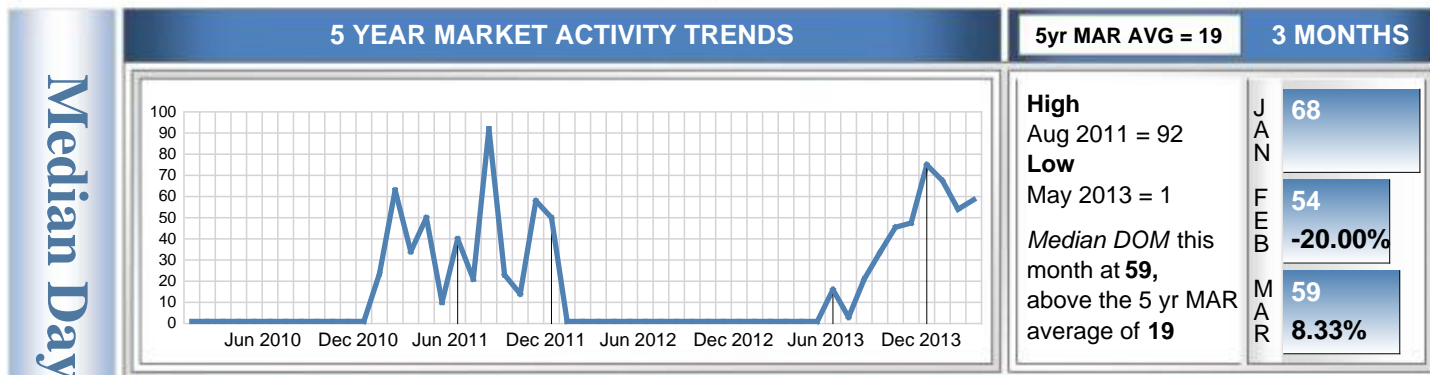
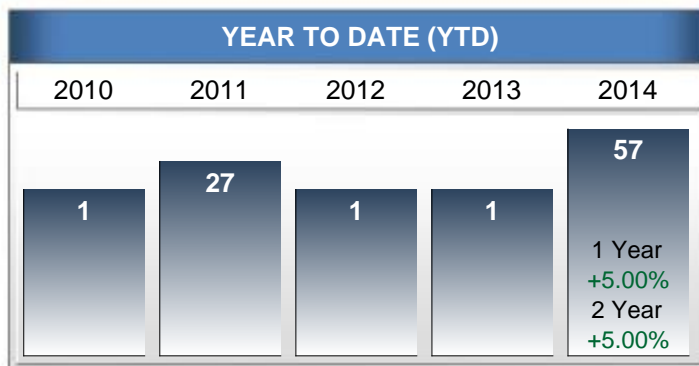
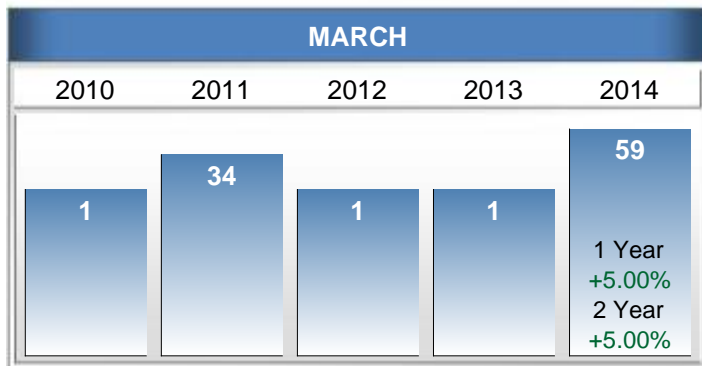
Closed Sales as of Apr 14, 2014



Median Days on Market to Sale

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



Median Days on Market

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	1	2.08%	94.0	94.0	0.0	0.0	0.0
\$10,001 \$20,000	5	10.42%	80.0	1.0	139.5	46.5	0.0
\$20,001 \$80,000	12	25.00%	59.5	111.0	46.0	41.0	0.0
\$80,001 \$110,000	10	20.83%	72.0	1.0	83.0	0.0	0.0
\$110,001 \$130,000	6	12.50%	28.5	0.0	30.0	0.0	27.0
\$130,001 \$190,000	8	16.67%	79.0	60.0	110.0	1.0	0.0
\$190,001 and up	6	12.50%	21.0	0.0	10.0	42.0	0.0
Median Closed DOM:	58.5			77.0	73.0	34.0	27.0
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

Data from the Greater Tulsa Association of REALTORS®

March 2014

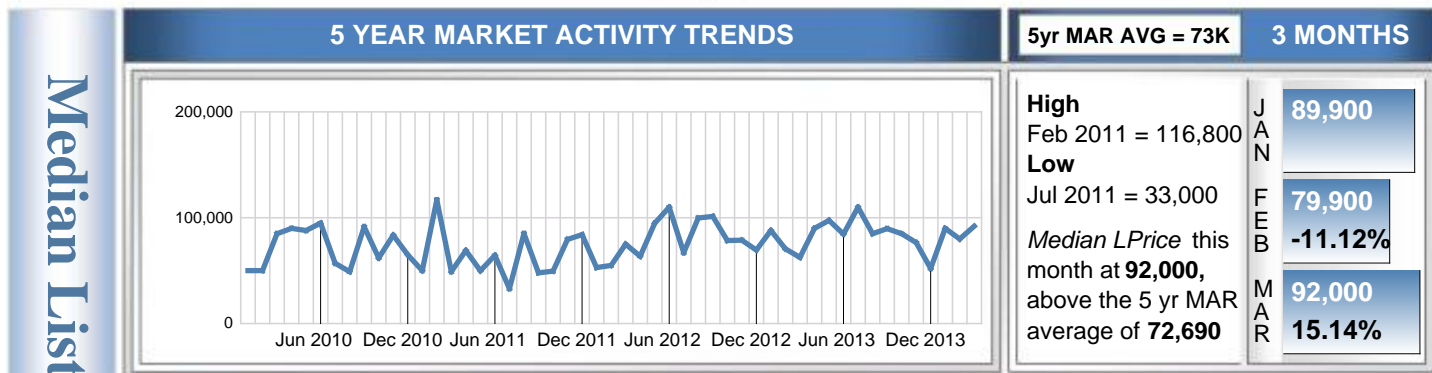
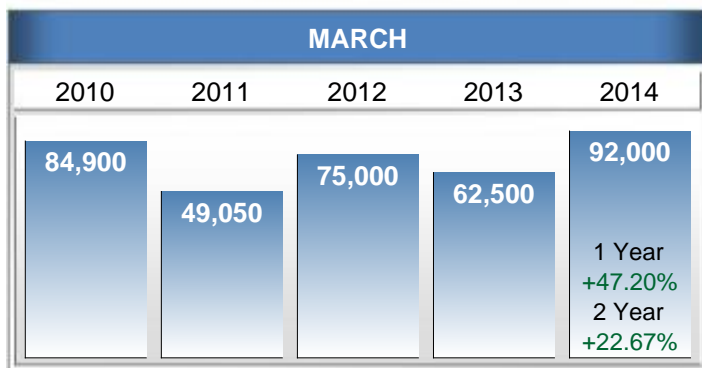
Closed Sales as of Apr 14, 2014



Median List Price at Closing

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



Median List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	0		0.00%	21	0	0	0	0
\$10,001 - \$20,000	5		10.42%	15,000	15,500	16,250	12,500	0
\$20,001 - \$80,000	14		29.17%	47,450	50,000	47,500	39,900	0
\$80,001 - \$110,000	9		18.75%	92,000	90,000	92,000	0	0
\$110,001 - \$130,000	4		8.33%	118,000	0	118,000	0	0
\$130,001 - \$190,000	10		20.83%	148,500	144,900	147,000	154,000	150,000
\$190,001 and up	6		12.50%	199,900	0	244,950	199,700	0
Median List Price:		\$92,000			\$50,000	\$98,600	\$114,500	\$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

Data from the Greater Tulsa Association of REALTORS®

March 2014

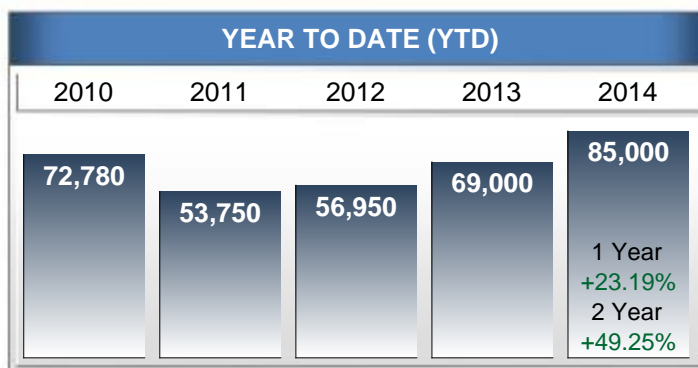
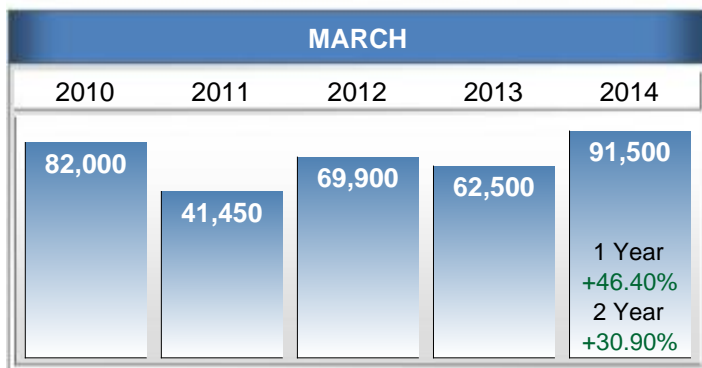
Closed Sales as of Apr 14, 2014



Median Sold Price at Closing

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



Median Sold Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	1		2.08%	9,000	9,000	0	0	0
\$10,001 - \$20,000	5		10.42%	15,000	18,000	15,250	13,000	0
\$20,001 - \$80,000	12		25.00%	44,700	39,000	39,500	49,900	0
\$80,001 - \$110,000	10		20.83%	90,500	90,000	91,000	0	0
\$110,001 - \$130,000	6		12.50%	116,489	0	115,000	0	117,978
\$130,001 - \$190,000	8		16.67%	143,500	135,000	145,000	152,000	0
\$190,001 and up	6		12.50%	199,900	0	237,000	199,200	0
Median Closed Price:		\$91,500			\$39,000	\$97,681	\$103,500	\$117,978
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

Data from the Greater Tulsa Association of REALTORS®

March 2014

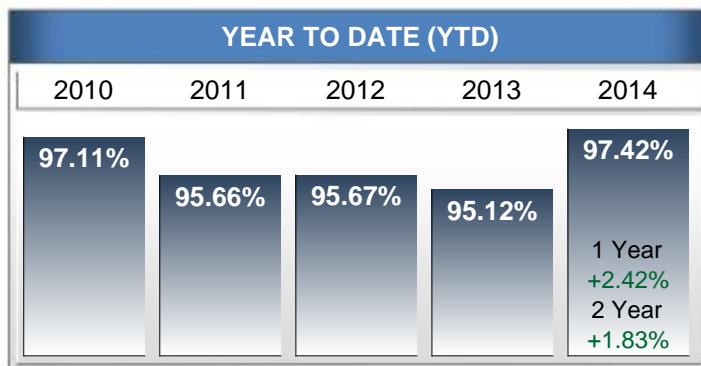
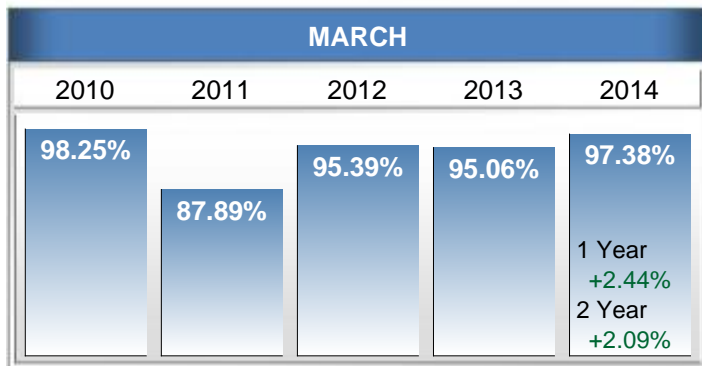
Closed Sales as of Apr 14, 2014



Median Percent of List Price to Selling Price

Report Produced on: Apr 14, 2014

Area Delimited by County Of Muskogee



Median List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	1	2.08%	81.82%	81.82%	0.00%	0.00%	0.00%
\$10,001 \$20,000	5	10.42%	88.57%	90.00%	94.29%	74.01%	0.00%
\$20,001 \$80,000	12	25.00%	85.69%	76.48%	94.74%	73.33%	0.00%
\$80,001 \$110,000	10	20.83%	99.53%	100.00%	99.07%	0.00%	0.00%
\$110,001 \$130,000	6	12.50%	98.67%	0.00%	100.00%	0.00%	78.65%
\$130,001 \$190,000	8	16.67%	97.18%	93.17%	97.18%	98.70%	0.00%
\$190,001 and up	6	12.50%	99.74%	0.00%	96.61%	99.99%	0.00%
Median List/Sell Ratio:	97.38%			85.91%	97.76%	99.10%	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

Data from the Greater Tulsa Association of REALTORS®

March 2014

Inventory as of Apr 14, 2014



Market Summary

Report Produced on: Apr 14, 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			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%
Median List Price	62,500	92,000	47.20%	75,000	89,900	19.87%
Median Sale Price	62,500	91,500	46.40%	69,000	85,000	23.19%
Median Percent of List Price to Selling Price	95.06%	97.38%	2.44%	95.12%	97.42%	2.42%
Median Days on Market to Sale	1.00	58.50	5,750.00%	1.00	57.00	5,600.00%
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%

