



March 2015

Area Delimited by County Of Muskogee

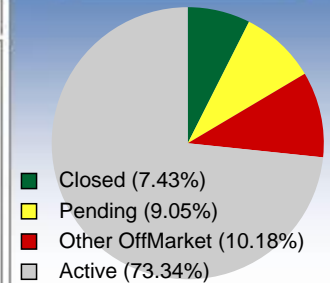


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of March 31, 2015 = **454**

	MARCH		
	2014	2015	+/- %
Closed Listings	48	46	-4.17%
Pending Listings	59	56	-5.08%
New Listings	126	103	-18.25%
Median List Price	92,000	102,400	11.30%
Median Sale Price	91,500	103,450	13.06%
Median Percent of List Price to Selling Price	97.38%	96.55%	-0.86%
Median Days on Market to Sale	58.50	62.00	5.98%
End of Month Inventory	424	454	7.08%
Months Supply of Inventory	10.06	9.39	-6.59%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 13, 2015

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 2015 rose **7.08%** to 454 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 **9.39** 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 **13.06%** in March 2015 to \$103,450 versus the previous year at \$91,500.

Median Days on Market Lengthens

The median number of **62.00** days that homes spent on the market before selling increased by 3.50 days or **5.98%** in March 2015 compared to last year's same month at **58.50** DOM.

Sales Success for March 2015 is Positive

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

There were 103 New Listings in March 2015, down **18.25%** from last year at 126. Furthermore, there were 46 Closed Listings this month versus last year at 48, a **-4.17%** decrease.

Closed versus Listed trends yielded a **44.7%** ratio, up from last year's March 2015 at **38.1%**, a **17.23%** upswing. 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 2015

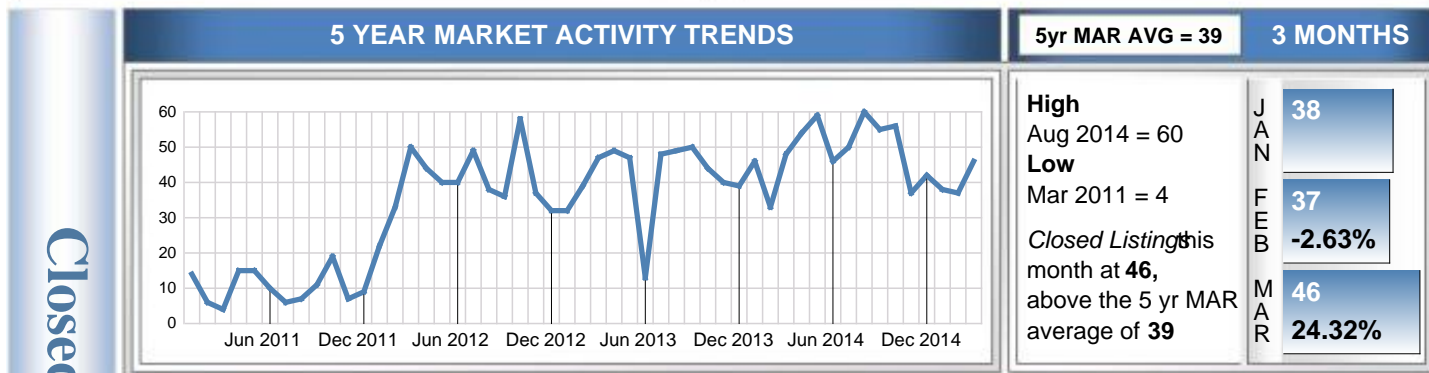
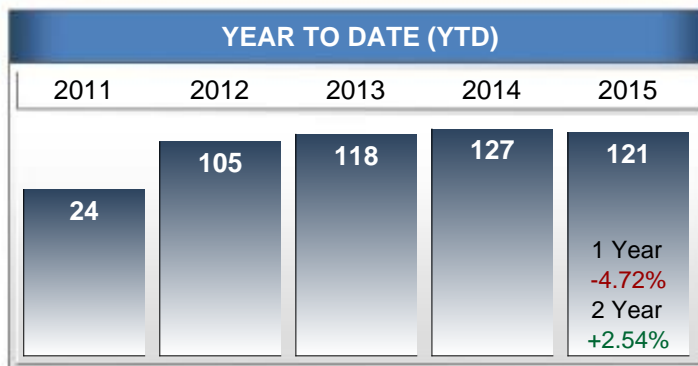
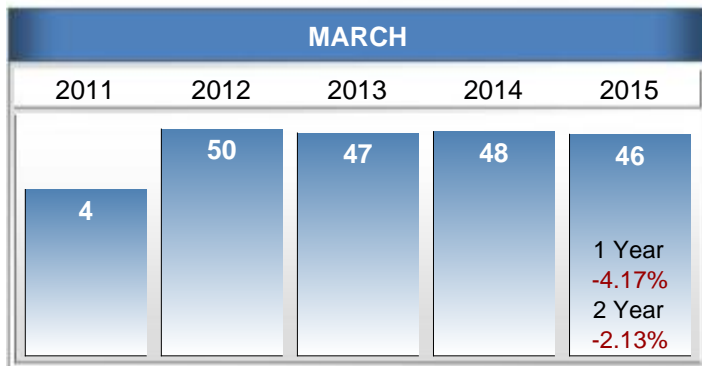
Closed Sales as of Apr 13, 2015



Closed Listings

Report Produced on: Apr 13, 2015

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+
\$20,000 and less	4	8.70%	15.0	2	1	1	0
\$20,001 \$30,000	3	6.52%	21.0	0	3	0	0
\$30,001 \$80,000	10	21.74%	38.0	4	5	1	0
\$80,001 \$120,000	10	21.74%	93.0	3	6	1	0
\$120,001 \$150,000	7	15.22%	91.0	0	3	3	1
\$150,001 \$220,000	7	15.22%	56.0	0	6	1	0
\$220,001 and up	5	10.87%	27.0	0	1	4	0
Total Closed Units:	46		62.0	9	25	11	1
Total Closed Volume:	5,077,990			531.61K	2.59M	1.82M	130.00K
Median Closed Price:	\$103,450			\$42,000	\$89,900	\$139,000	\$130,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

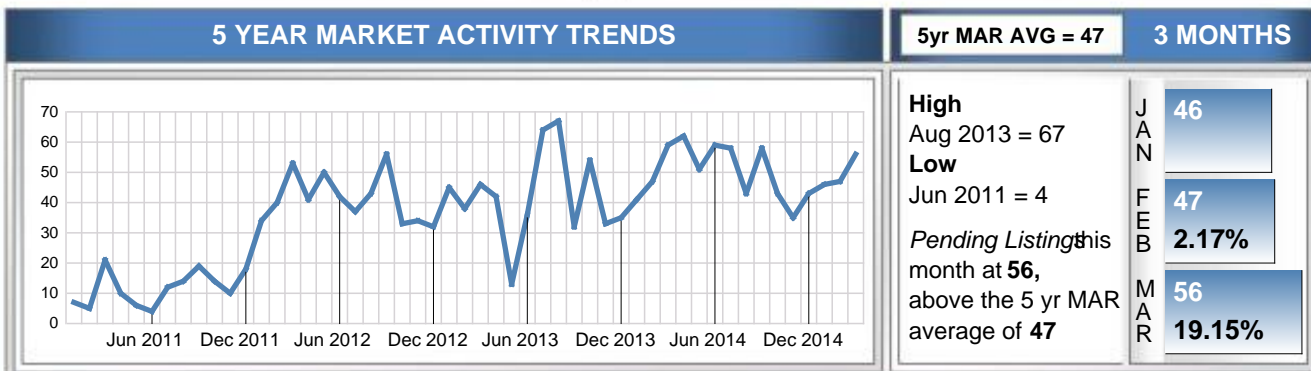
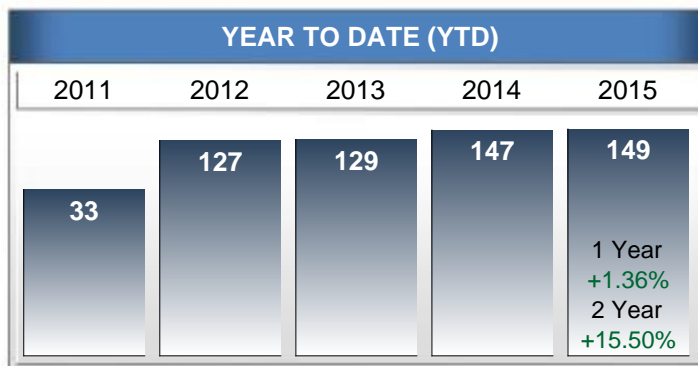
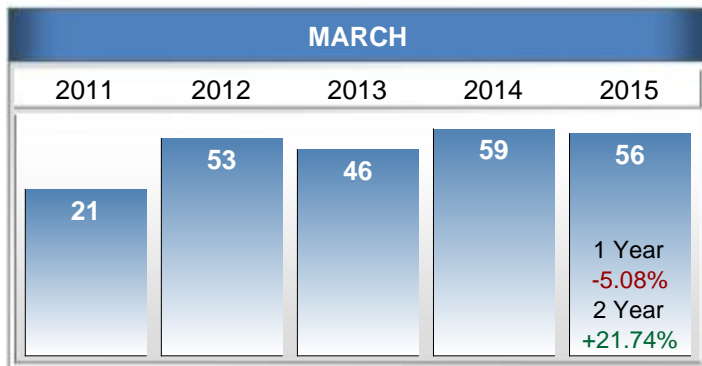
Pending Listings as of Apr 13, 2015



Pending Listings

Report Produced on: Apr 13, 2015

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+
\$30,000 and less	3	5.36%	48.0	2	1	0	0
\$30,001 - \$40,000	7	12.50%	42.0	5	1	0	1
\$40,001 - \$80,000	10	17.86%	23.5	3	7	0	0
\$80,001 - \$130,000	14	25.00%	60.0	3	10	1	0
\$130,001 - \$180,000	9	16.07%	86.0	0	5	3	1
\$180,001 - \$210,000	5	8.93%	111.0	1	2	2	0
\$210,001 and up	8	14.29%	11.5	0	4	3	1
Total Pending Units:	56		49.5	14	30	9	3
Total Pending Volume:	7,389,854			827.10K	3.52M	2.40M	640.40K
Median Listing Price:	\$98,800			\$43,500	\$99,400	\$185,000	\$134,900



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

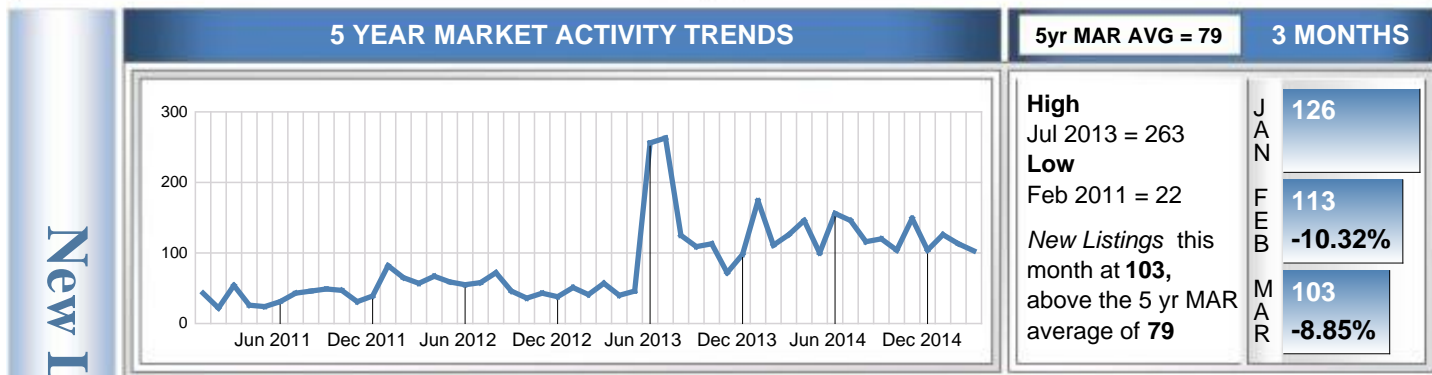
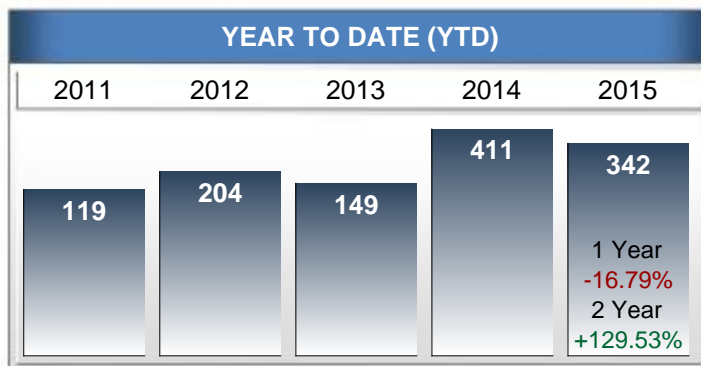
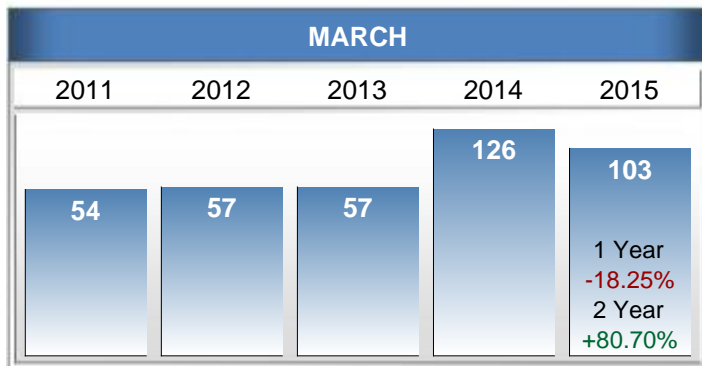
New Listings as of Apr 13, 2015



New Listings

Report Produced on: Apr 13, 2015

Area Delimited by County Of Muskogee



New Listings

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

NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$30,000 and less	12	11.65%	8	2	2	0
\$30,001 \$40,000	3	2.91%	2	1	0	0
\$40,001 \$70,000	24	23.30%	8	14	1	1
\$70,001 \$130,000	24	23.30%	2	19	3	0
\$130,001 \$200,000	16	15.53%	5	10	1	0
\$200,001 \$330,000	13	12.62%	0	6	7	0
\$330,001 and up	11	10.68%	6	0	5	0
Total New Listed Units:	103		31	52	19	1
Total New Listed Volume:	114,666,250		104.27M	6.03M	4.32M	45.00K
Median New Listed Listing Price:	\$98,500		\$65,000	\$92,450	\$232,900	\$45,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

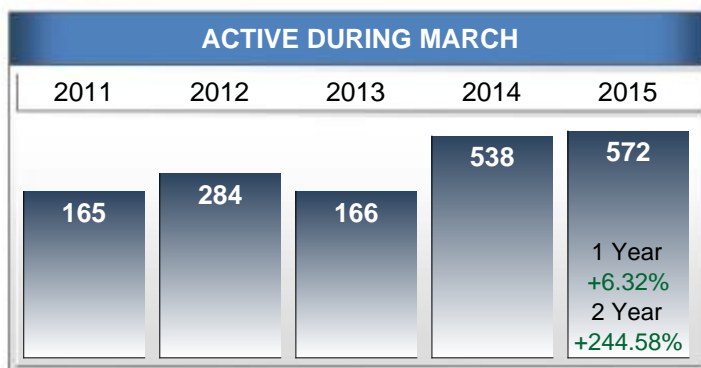
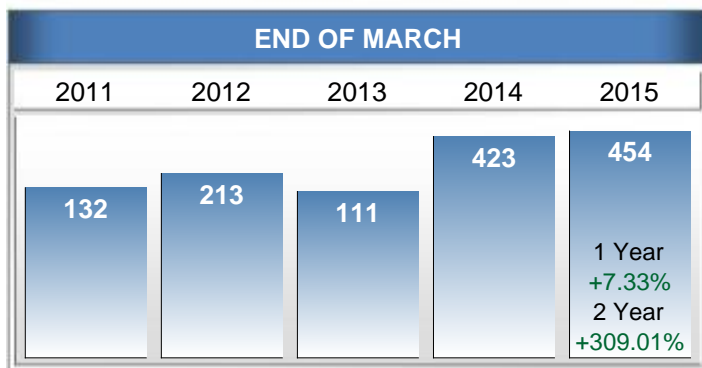
Active Inventory as of Apr 13, 2015



Active Inventory

Report Produced on: Apr 13, 2015

Area Delimited by County Of Muskogee



Active Inventory

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



5yr MAR AVG = 267 **3 MONTHS**

High
Oct 2013 = 497

Low
Apr 2013 = 94

Inventory this month at **454**, above the 5 yr MAR average of **267**

JAN	476
FEB	473
MAR	454
	-0.63%
	-4.02%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	47	10.35%	56.0	42	2	3	0		
\$20,001 \$30,000	55	12.11%	145.0	47	8	0	0		
\$30,001 \$50,000	56	12.33%	103.0	39	13	3	1		
\$50,001 \$110,000	119	26.21%	74.0	47	65	6	1		
\$110,001 \$170,000	71	15.64%	70.0	18	43	10	0		
\$170,001 \$280,000	58	12.78%	67.0	8	29	19	2		
\$280,001 and up	48	10.57%	61.0	25	9	12	2		
Total Active Inventory by Units:				454	75.5	226	169	53	6
Total Active Inventory by Volume:				165,481,219		129.56M	22.74M	11.12M	2.06M
Median Active Inventory Listing Price:				\$78,500		\$39,900	\$105,000	\$204,900	\$244,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

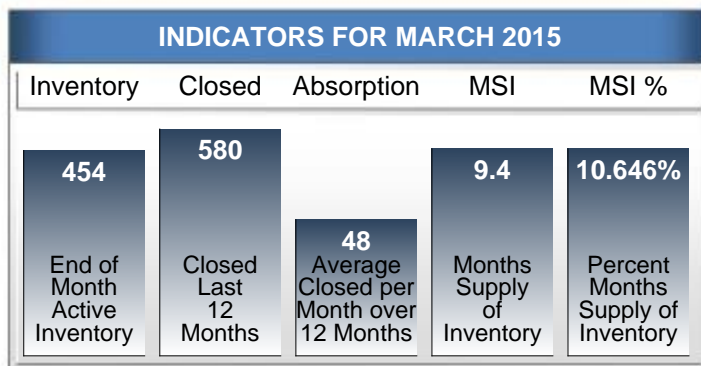
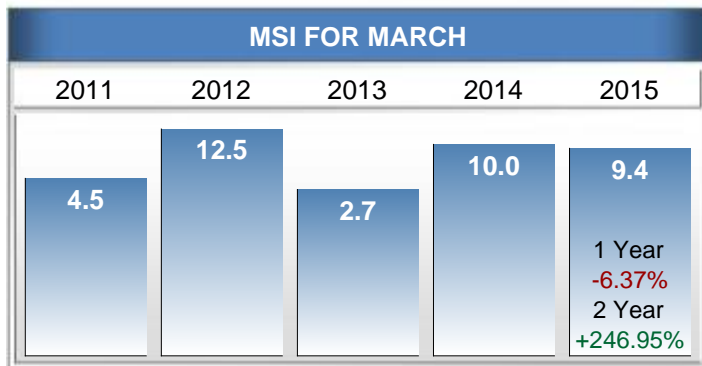
Active Inventory as of Apr 13, 2015



Months Supply of Inventory

Report Produced on: Apr 13, 2015

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	47	10.35%	9.1	14.4	1.3	4.5	0.0	
\$20,001 \$30,000	55	12.11%	12.9	20.9	5.3	0.0	0.0	
\$30,001 \$50,000	56	12.33%	9.9	24.6	3.9	4.5	12.0	
\$50,001 \$110,000	119	26.21%	7.4	17.1	5.4	5.1	12.0	
\$110,001 \$170,000	71	15.64%	7.5	24.0	6.3	5.7	0.0	
\$170,001 \$280,000	58	12.78%	9.5	12.0	13.4	6.5	6.0	
\$280,001 and up	48	10.57%	28.8	30.0	36.0	48.0	6.0	
MSI:			9.4	19.2	6.1	6.8	5.5	
Total Active Inventory:			454	226	169	53	6	



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

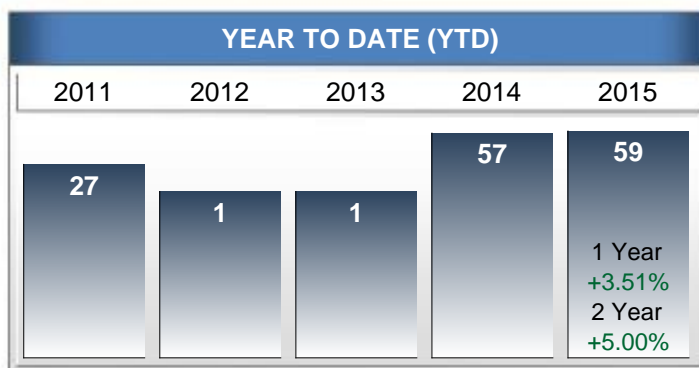
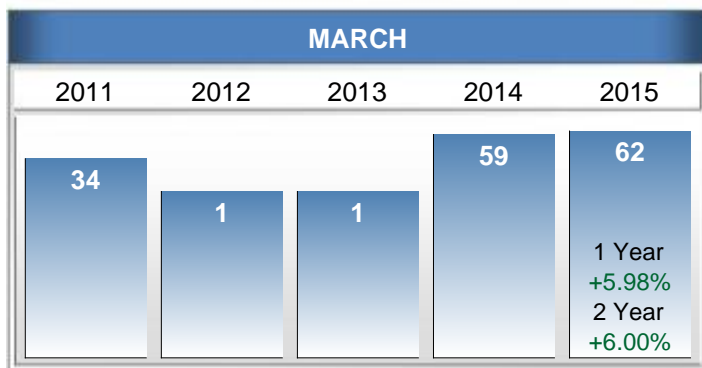
Closed Sales as of Apr 13, 2015



Median Days on Market to Sale

Report Produced on: Apr 13, 2015

Area Delimited by County Of Muskogee



Median Days on Market



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	4	8.70%	15.0	11.5	48.0	13.0	0.0
\$20,001 \$30,000	3	6.52%	21.0	0.0	21.0	0.0	0.0
\$30,001 \$80,000	10	21.74%	38.0	73.5	8.0	68.0	0.0
\$80,001 \$120,000	10	21.74%	93.0	98.0	75.5	119.0	0.0
\$120,001 \$150,000	7	15.22%	91.0	0.0	37.0	97.0	91.0
\$150,001 \$220,000	7	15.22%	56.0	0.0	71.5	11.0	0.0
\$220,001 and up	5	10.87%	27.0	0.0	75.0	24.5	0.0
Median Closed DOM:	62.0			81.0	48.0	68.0	91.0
Total Closed Units:	46			9	25	11	1
Total Closed Volume:	5,077,990			531.61K	2.59M	1.82M	130.00K

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

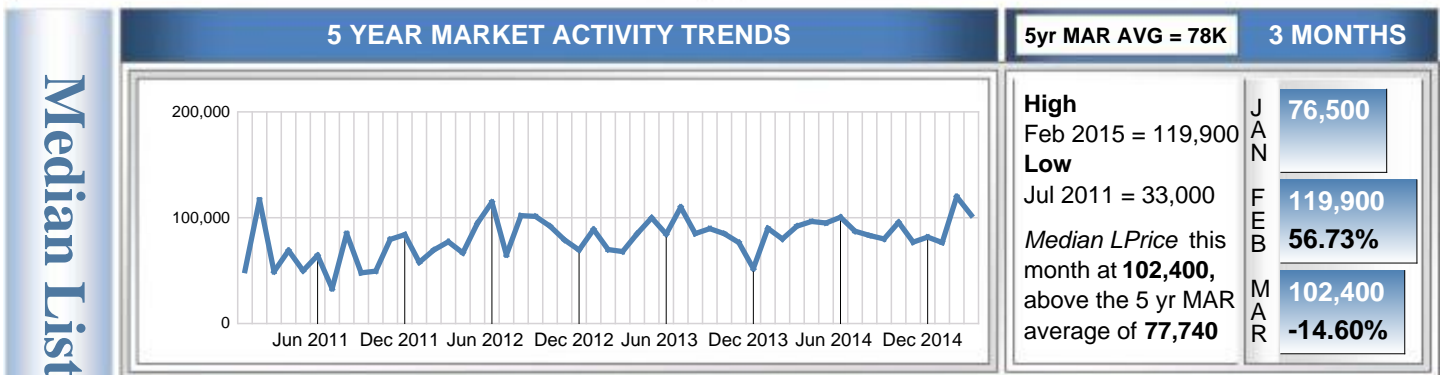
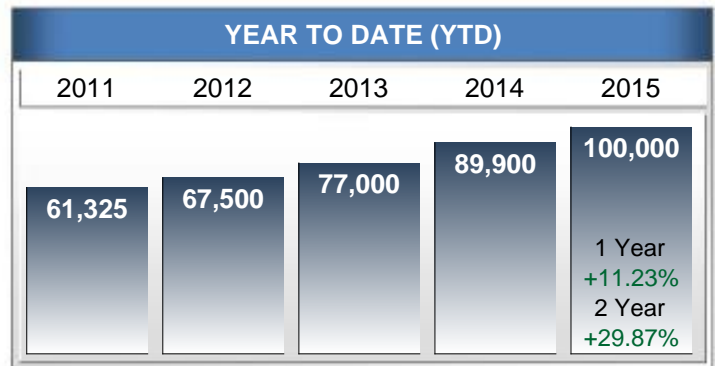
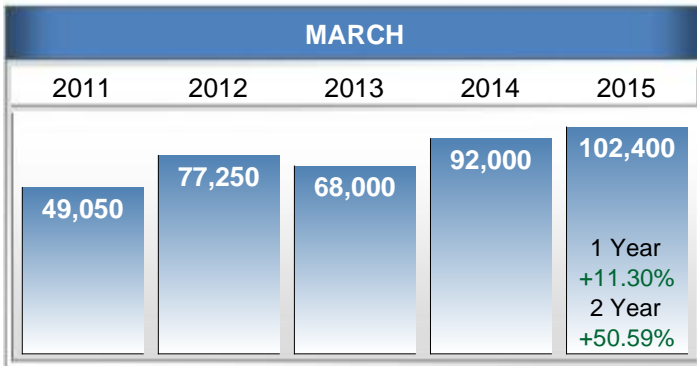
Closed Sales as of Apr 13, 2015



Median List Price at Closing

Report Produced on: Apr 13, 2015

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+
\$20,000 and less	5		10.87%	9,900	8,950	18,950	6,000	0
\$20,001 \$30,000	1		2.17%	29,900	0	29,900	0	0
\$30,001 \$80,000	11		23.91%	47,250	44,950	44,625	59,900	0
\$80,001 \$120,000	10		21.74%	99,900	109,900	94,900	110,000	0
\$120,001 \$150,000	6		13.04%	137,400	0	144,900	129,900	134,900
\$150,001 \$220,000	8		17.39%	168,400	0	159,900	176,900	0
\$220,001 and up	5		10.87%	275,000	0	232,000	277,500	0
Median List Price:	\$102,400				\$50,000	\$99,900	\$149,900	\$134,900
Total Closed Units:	46				9	25	11	1
Total List Volume:	5,275,950				557.00K	2.70M	1.89M	134.90K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

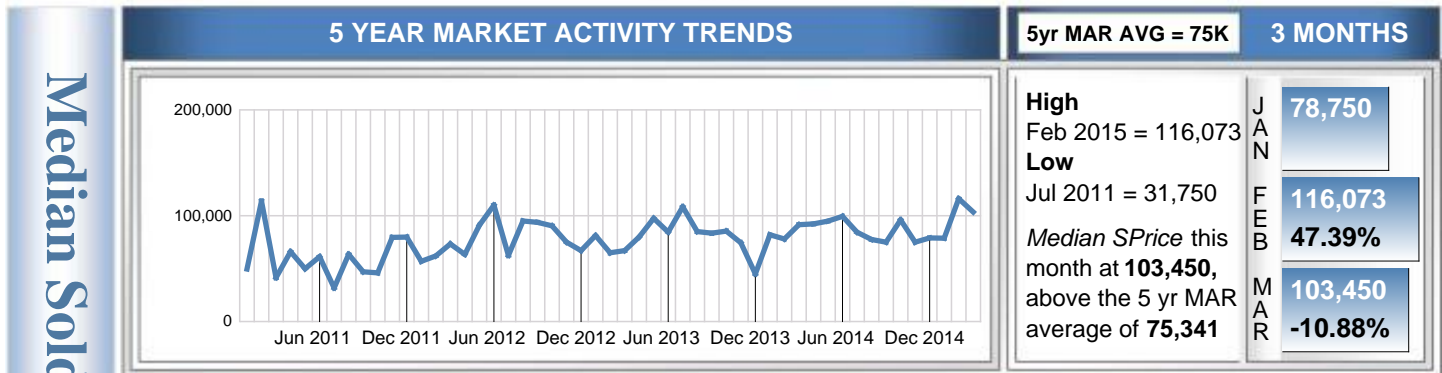
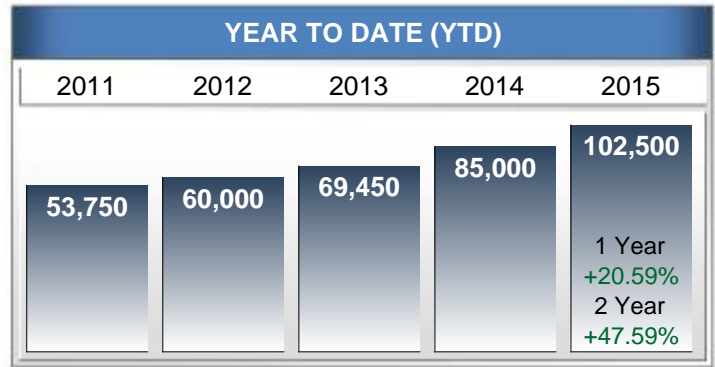
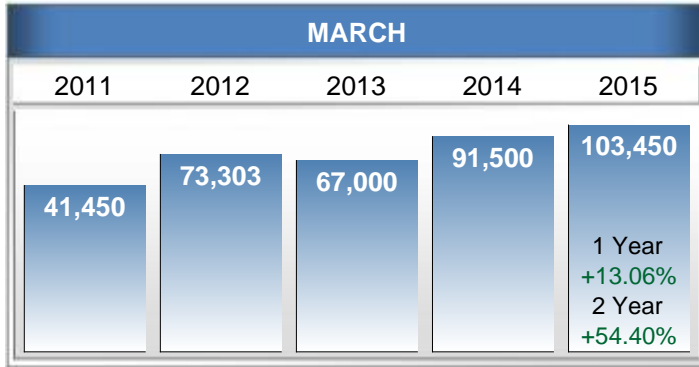
Closed Sales as of Apr 13, 2015



Median Sold Price at Closing

Report Produced on: Apr 13, 2015

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+
\$20,000 and less	4		8.70%	14,155	14,155	15,500	4,500	0
\$20,001 \$30,000	3		6.52%	23,255	0	23,255	0	0
\$30,001 \$80,000	10		21.74%	44,625	38,500	47,250	56,000	0
\$80,001 \$120,000	10		21.74%	100,750	102,500	89,450	105,000	0
\$120,001 \$150,000	7		15.22%	139,000	0	145,000	129,900	130,000
\$150,001 \$220,000	7		15.22%	175,000	0	169,950	175,000	0
\$220,001 and up	5		10.87%	260,000	0	222,500	266,000	0
Median Closed Price:	\$103,450				\$42,000	\$89,900	\$139,000	\$130,000
Total Closed Units:	46				9	25	11	1
Total Closed Volume:	5,077,990				531.61K	2.59M	1.82M	130.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

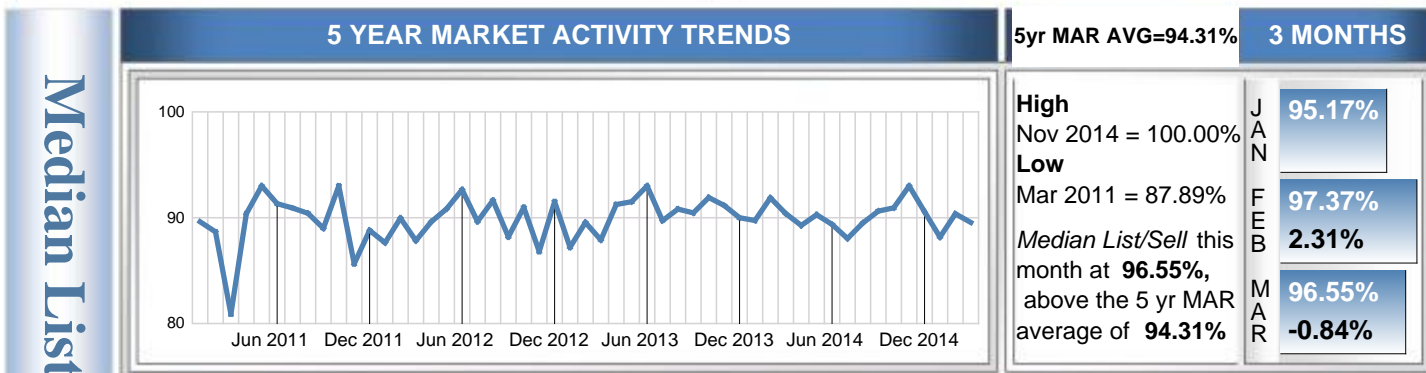
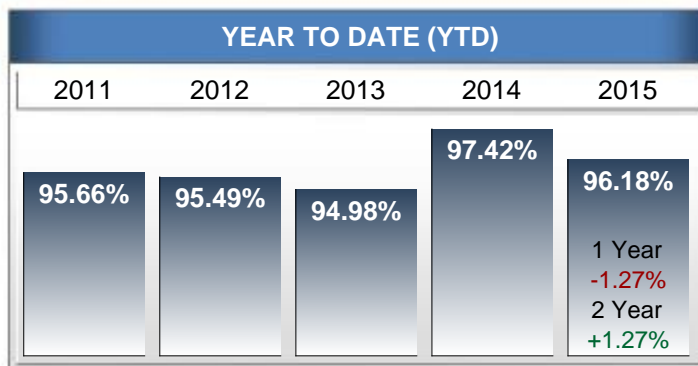
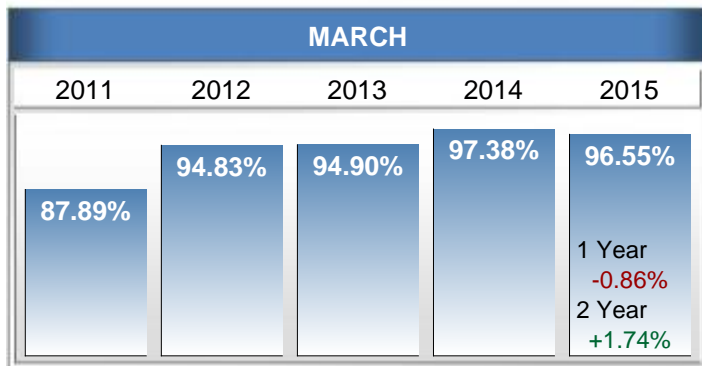
Closed Sales as of Apr 13, 2015



Median Percent of List Price to Selling Price

Report Produced on: Apr 13, 2015

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+
\$20,000 and less	4	8.70%	115.26%	158.81%	77.89%	75.00%	0.00%
\$20,001 \$30,000	3	6.52%	85.07%	0.00%	85.07%	0.00%	0.00%
\$30,001 \$80,000	10	21.74%	95.12%	87.72%	100.00%	93.49%	0.00%
\$80,001 \$120,000	10	21.74%	100.00%	100.00%	100.00%	95.45%	0.00%
\$120,001 \$150,000	7	15.22%	96.73%	0.00%	96.73%	99.61%	96.37%
\$150,001 \$220,000	7	15.22%	97.18%	0.00%	95.98%	98.93%	0.00%
\$220,001 and up	5	10.87%	95.91%	0.00%	95.91%	95.84%	0.00%
Median List/Sell Ratio:	96.55%			100.00%	96.73%	95.45%	96.37%
Total Closed Units:	46			9	25	11	1
Total Closed Volume:	5,077,990			531.61K	2.59M	1.82M	130.00K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

Inventory as of Apr 13, 2015



Market Summary

Report Produced on: Apr 13, 2015

Area Delimited by County Of Muskogee



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

Active Inventory as of March 31, 2015 = 454

	MARCH			Year To Date		
	2014	2015	+/-%	2014	2015	+/-%
Closed Sales	48	46	-4.17%	127	121	-4.72%
Pending Sales	59	56	-5.08%	147	149	1.36%
New Listings	126	103	-18.25%	411	342	-16.79%
Median List Price	92,000	102,400	11.30%	89,900	100,000	11.23%
Median Sale Price	91,500	103,450	13.06%	85,000	102,500	20.59%
Median Percent of List Price to Selling Price	97.38%	96.55%	-0.86%	97.42%	96.18%	-1.27%
Median Days on Market to Sale	58.50	62.00	5.98%	57.00	59.00	3.51%
Monthly Inventory	424	454	7.08%	424	454	7.08%
Months Supply of Inventory	10.06	9.39	-6.59%	10.06	9.39	-6.59%

