



# November 2014

Area Delimited by County Of Muskogee

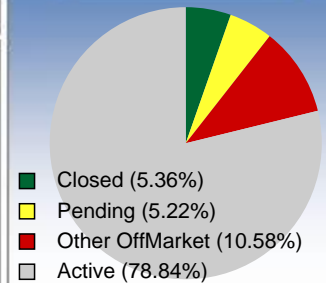


**Absorption:** Last 12 months, an Average of **49** Sales/Month

**Active Inventory** as of November 30, 2014 = **544**

	NOVEMBER		
	2013	2014	+/- %
Closed Listings	40	37	-7.50%
Pending Listings	33	36	9.09%
New Listings	72	150	108.33%
Average List Price	105,080	74,782	-28.83%
Average Sale Price	101,759	72,884	-28.38%
Average Percent of List Price to Selling Price	94.20%	97.03%	3.01%
Average Days on Market to Sale	52.73	54.46	3.29%
End of Month Inventory	584	544	-6.85%
Months Supply of Inventory	13.88	11.20	-19.31%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Dec 16, 2014

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 November 2014 decreased **6.85%** to 544 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **11.20** 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 **28.38%** in November 2014 to \$72,884 versus the previous year at \$101,759.

### Average Days on Market Lengthens

The average number of **54.46** days that homes spent on the market before selling increased by 1.73 days or **3.29%** in November 2014 compared to last year's same month at **52.73** DOM.

### Sales Success for November 2014 is Positive

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

There were 150 New Listings in November 2014, up **108.33%** from last year at 72. Furthermore, there were 37 Closed Listings this month versus last year at 40, a **-7.50%** decrease.

Closed versus Listed trends yielded a **24.7%** ratio, down from last year's November 2014 at **55.6%**, a **55.60%** downswing. 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>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average 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®

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2014

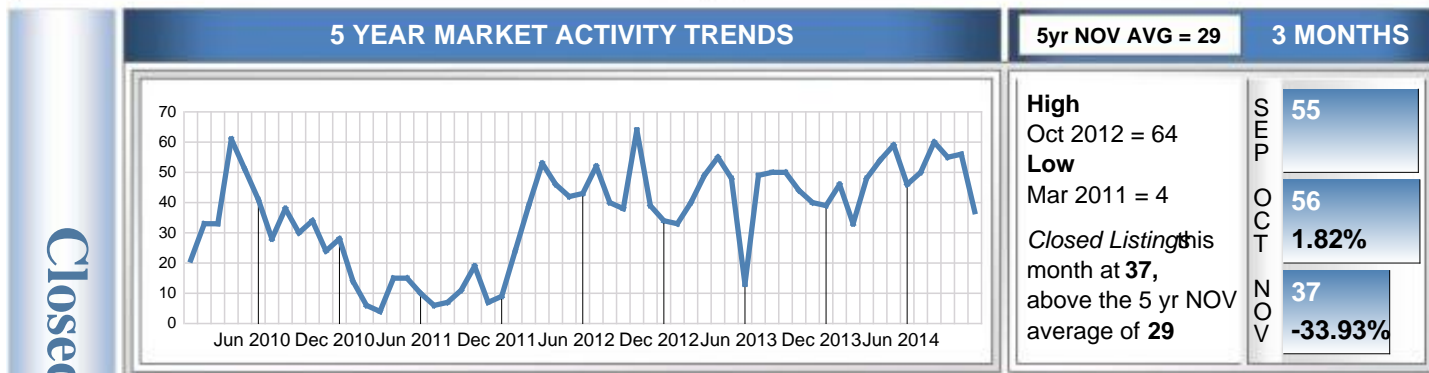
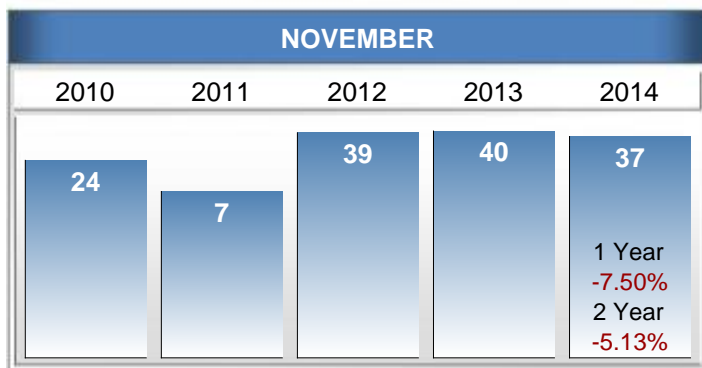
Closed Sales as of Dec 16, 2014



### Closed Listings

Report Produced on: Dec 16, 2014

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+
\$10,000 and less	1	2.70%	3.0	1	0	0	0
\$10,001 - \$20,000	5	13.51%	21.8	3	2	0	0
\$20,001 - \$50,000	8	21.62%	71.0	6	2	0	0
\$50,001 - \$80,000	6	16.22%	31.8	2	4	0	0
\$80,001 - \$90,000	6	16.22%	50.3	2	4	0	0
\$90,001 - \$120,000	7	18.92%	80.3	0	5	2	0
\$120,001 and up	4	10.81%	70.0	0	4	0	0
Total Closed Units: 37				54.5			
Total Closed Volume:		2,696,700		556.10K	1.93M	207.00K	0.00B
Average Closed Price:		\$72,884		\$39,721	\$92,076	\$103,500	\$0

Closed Listings

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# Monthly Inventory Analysis

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## November 2014

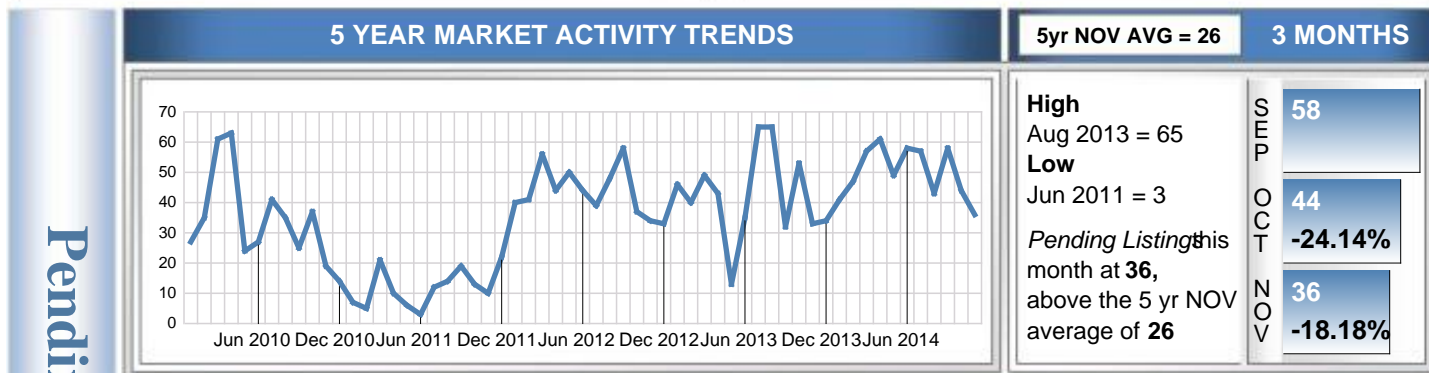
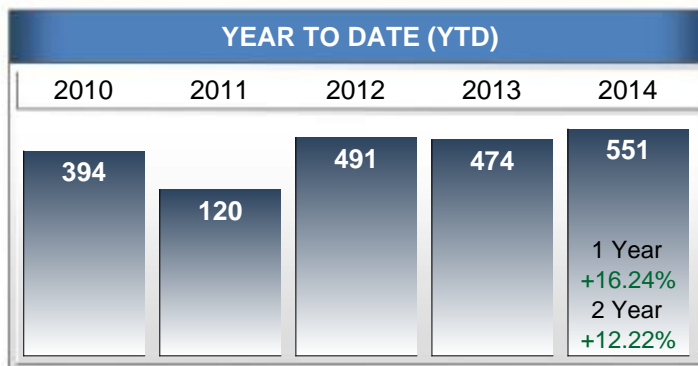
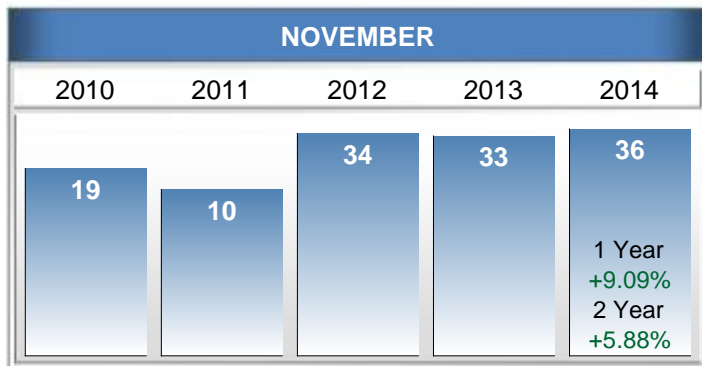
Pending Listings as of Dec 16, 2014



### Pending Listings

Report Produced on: Dec 16, 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+	
\$20,000 and less	3	8.33%	1.3	1	2	0	0	
\$20,001 \$50,000	5	13.89%	62.0	4	1	0	0	
\$50,001 \$60,000	3	8.33%	20.3	0	3	0	0	
\$60,001 \$100,000	11	30.56%	75.6	1	10	0	0	
\$100,001 \$120,000	5	13.89%	80.6	0	5	0	0	
\$120,001 \$160,000	5	13.89%	91.0	2	3	0	0	
\$160,001 and up	4	11.11%	80.3	0	1	2	1	
Total Pending Units: 36				53.7	8	25	2	1
Total Pending Volume: 3,316,400					492.10K	2.13M	458.90K	239.90K
Average Listing Price: \$59,336					\$61,513	\$85,020	\$229,450	\$239,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2014

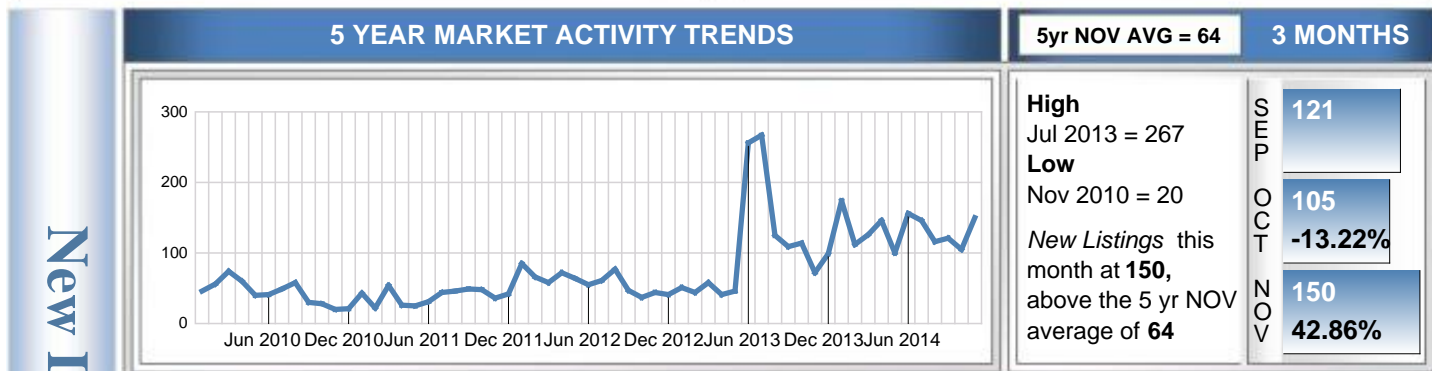
New Listings as of Dec 16, 2014



### New Listings

Report Produced on: Dec 16, 2014

Area Delimited by County Of Muskogee



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	13	8.67%	11	2	0	0	
\$20,001 - \$20,000	0	0.00%	0	0	0	0	
\$20,001 - \$30,000	37	24.67%	32	4	1	0	
\$30,001 - \$70,000	44	29.33%	31	10	3	0	
\$70,001 - \$110,000	20	13.33%	8	10	2	0	
\$110,001 - \$160,000	20	13.33%	7	11	2	0	
\$160,001 and up	16	10.67%	3	10	2	1	
Total New Listed Units:			150	92	47	10	1
Total New Listed Volume:			11,523,800	4.79M	5.36M	1.12M	259.00K
Average New Listed Listing Price:			\$14,000	\$52,053	\$113,996	\$111,810	\$259,000

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2014

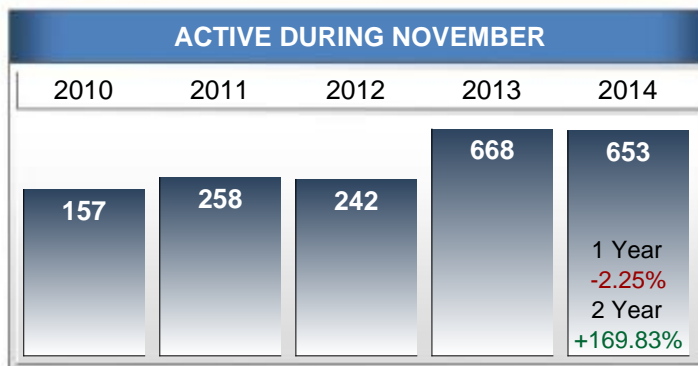
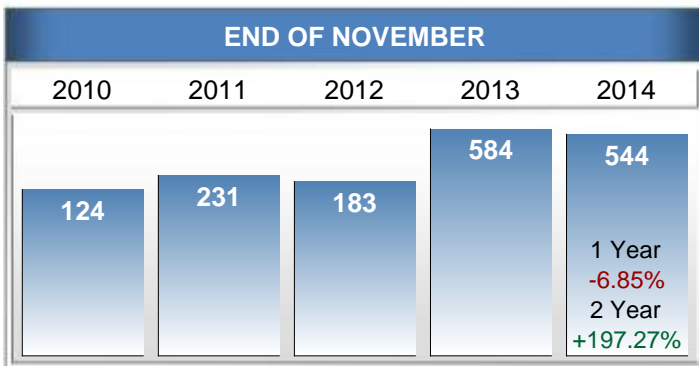
Active Inventory as of Dec 16, 2014



### Active Inventory

Report Produced on: Dec 16, 2014

Area Delimited by County Of Muskogee



Active Inventory

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**5yr NOV AVG = 333**    **3 MONTHS**

**High**  
Oct 2013 = 596

**Low**  
Apr 2013 = 112

*Inventory* this month at **544**, above the 5 yr NOV average of **333**

SEP	528
OCT	503
NOV	544

**-4.73%** (Oct vs Nov)  
**8.15%** (Nov vs 5yr Avg)

#### 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	9.74%	91.1	50	2	1	0		
\$20,001 \$30,000	67	12.32%	54.0	54	10	2	1		
\$30,001 \$50,000	71	13.05%	87.5	51	17	3	0		
\$50,001 \$110,000	150	27.57%	86.4	55	82	12	1		
\$110,001 \$160,000	73	13.42%	89.6	16	45	11	1		
\$160,001 \$270,000	71	13.05%	83.8	11	41	16	3		
\$270,001 and up	59	10.85%	94.8	31	10	15	3		
Total Active Inventory by Units:				544	84.0	268	207	60	9
Total Active Inventory by Volume:				74,708,299		34.25M	25.51M	12.48M	2.46M
Average Active Inventory Listing Price:				\$137,331		\$127,791	\$123,253	\$208,052	\$273,756





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## November 2014

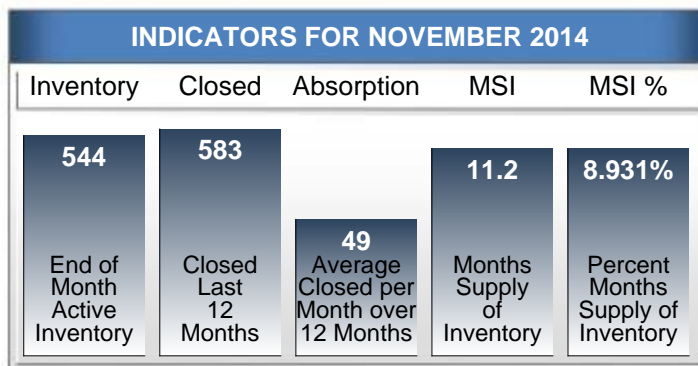
Active Inventory as of Dec 16, 2014



### Months Supply of Inventory

Report Produced on: Dec 16, 2014

Area Delimited by County Of Muskogee



Months Supply

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5yr NOV AVG = 10.6	3 MONTHS
<b>High</b> Jan 2010 = 31.9 <b>Low</b> Apr 2013 = 2.5 <i>Months Supply</i> this month at <b>11.2</b> , above the 5 yr NOV average of <b>10.6</b>	S E P <b>11.0</b> O C T <b>10.3</b> <b>-6.69%</b> N O V <b>11.2</b> <b>8.71%</b>

#### 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	9.74%	7.8	12.5	1.3	0.9	0.0
\$20,001 \$30,000	67	12.32%	19.6	27.0	10.9	4.8	12.0
\$30,001 \$50,000	71	13.05%	12.0	34.0	5.1	3.0	0.0
\$50,001 \$110,000	150	27.57%	9.0	20.6	6.5	9.6	6.0
\$110,001 \$160,000	73	13.42%	8.8	24.0	6.9	10.2	12.0
\$160,001 \$270,000	71	13.05%	11.8	18.9	18.9	5.2	18.0
\$270,001 and up	59	10.85%	44.3	186.0	20.0	45.0	9.0
MSI:			11.2	23.1	7.5	7.2	9.0
Total Active Inventory:			544	268	207	60	9



# Monthly Inventory Analysis

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## November 2014

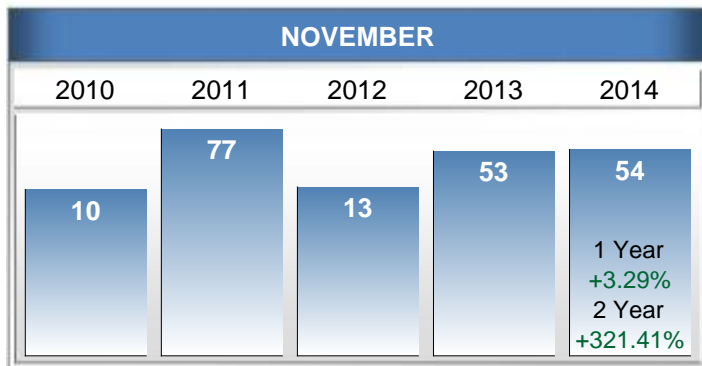
Closed Sales as of Dec 16, 2014



### Average Days on Market to Sale

Report Produced on: Dec 16, 2014

Area Delimited by County Of Muskogee



Average Days on Market

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**5yr NOV AVG = 41**      **3 MONTHS**

**High**  
Nov 2011 = 77

**Low**  
Jan 2010 = 4

Average DOM this month at **54**, above the 5 yr NOV average of **41**

SEP	58
OCT	56
NOV	54
-3.19%	
-3.58%	

#### 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			2.70%	3.0	3.0	0.0	0.0	0.0	
\$10,001 \$20,000	5			13.51%	21.8	25.7	16.0	0.0	0.0	
\$20,001 \$50,000	8			21.62%	71.0	57.5	111.5	0.0	0.0	
\$50,001 \$80,000	6			16.22%	31.8	71.0	12.3	0.0	0.0	
\$80,001 \$90,000	6			16.22%	50.3	39.0	56.0	0.0	0.0	
\$90,001 \$120,000	7			18.92%	80.3	0.0	92.2	50.5	0.0	
\$120,001 and up	4			10.81%	70.0	0.0	70.0	0.0	0.0	
Average Closed DOM:						54.5	46.1	60.4	50.5	0.0
Total Closed Units:						37	14	21	2	0
Total Closed Volume:						2,696,700	556.10K	1.93M	207.00K	0.00B



# Monthly Inventory Analysis

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## November 2014

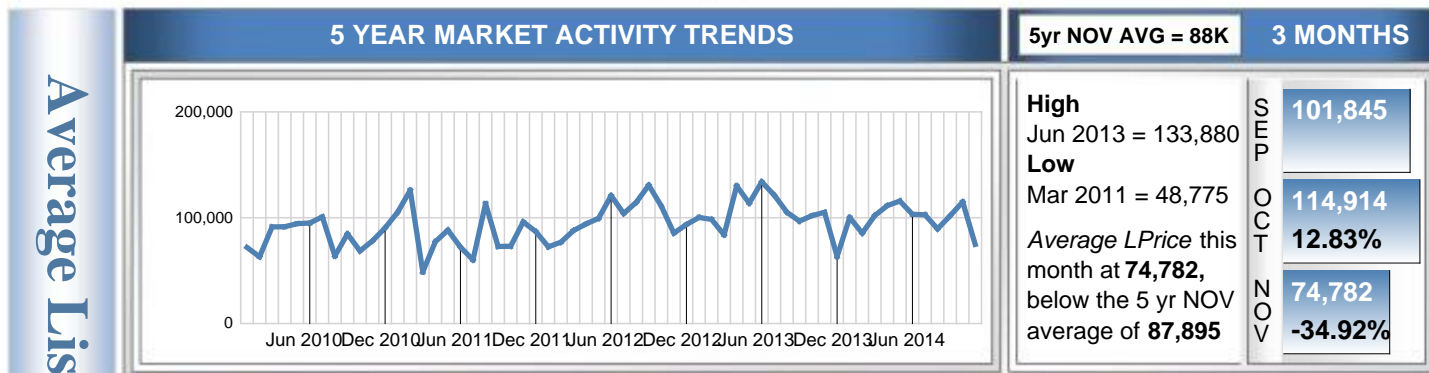
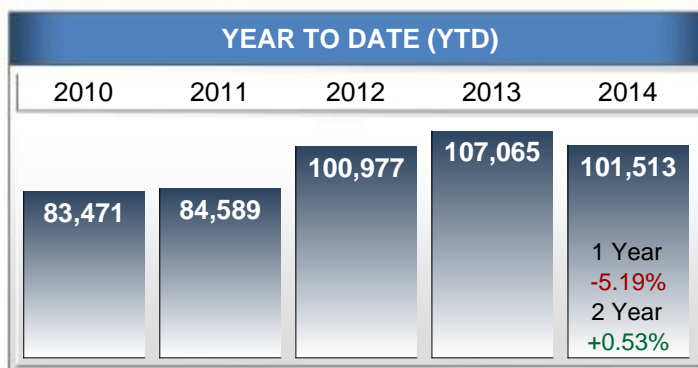
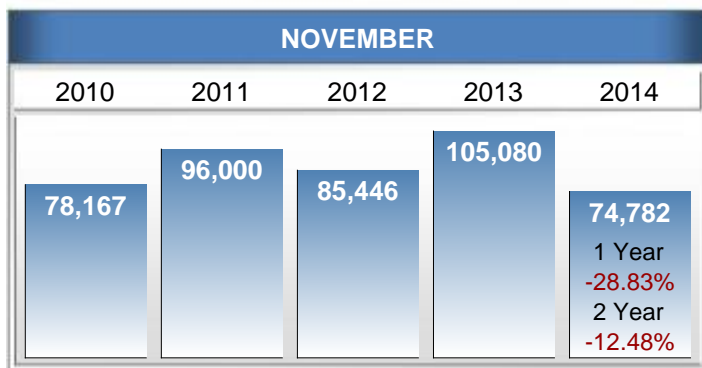
Closed Sales as of Dec 16, 2014



### Average List Price at Closing

Report Produced on: Dec 16, 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	1	2.70%	2,999	2,999	0	0	0
\$10,001 \$20,000	5	13.51%	17,700	18,000	17,250	0	0
\$20,001 \$50,000	7	18.92%	35,671	34,683	48,800	0	0
\$50,001 \$80,000	6	16.22%	64,950	68,400	70,950	0	0
\$80,001 \$90,000	8	21.62%	87,175	87,450	86,425	0	0
\$90,001 \$120,000	5	13.51%	105,010	0	103,610	110,450	0
\$120,001 and up	5	13.51%	162,720	0	172,400	0	0
Average List Price:		\$74,782		\$41,200	\$93,774	\$110,450	\$0
Total Closed Units:		37		14	21	2	
Total List Volume:		2,766,949		576.80K	1.97M	220.90K	0.00B





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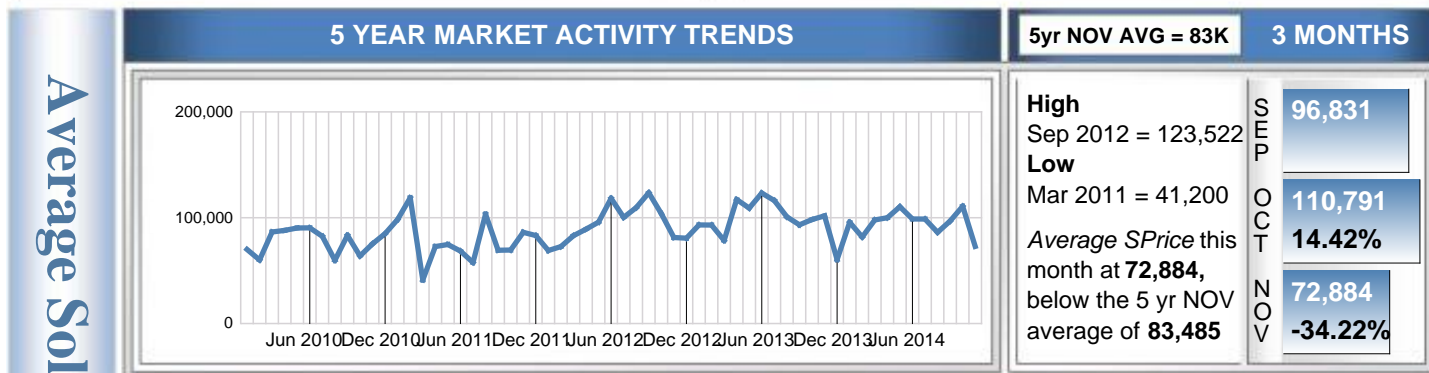
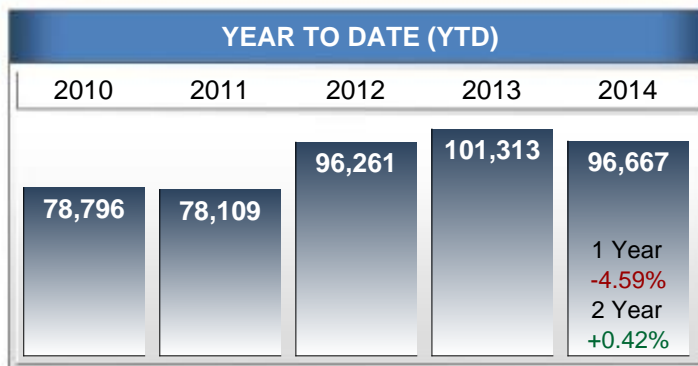
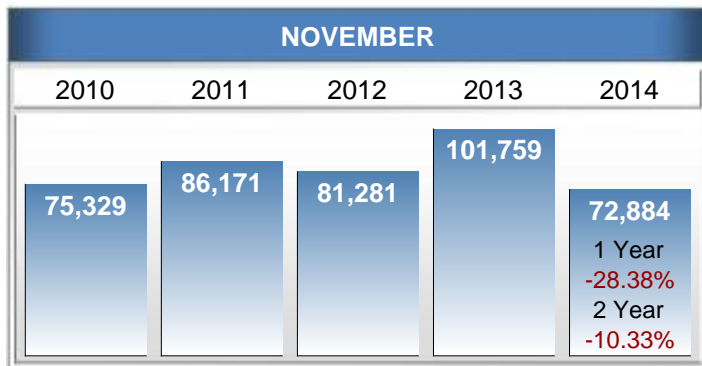
Closed Sales as of Dec 16, 2014



### Average Sold Price at Closing

Report Produced on: Dec 16, 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		2.70%	2,500	2,500	0	0	0
\$10,001 \$20,000	5		13.51%	17,480	17,600	17,300	0	0
\$20,001 \$50,000	8		21.62%	36,138	32,917	45,800	0	0
\$50,001 \$80,000	6		16.22%	68,742	68,400	68,913	0	0
\$80,001 \$90,000	6		16.22%	84,133	83,250	84,575	0	0
\$90,001 \$120,000	7		18.92%	102,164	0	101,630	103,500	0
\$120,001 and up	4		10.81%	171,325	0	171,325	0	0
Average Closed Price:		\$72,884			\$39,721	\$92,076	\$103,500	\$0
Total Closed Units:		37			14	21	2	
Total Closed Volume:		2,696,700			556.10K	1.93M	207.00K	0.00B



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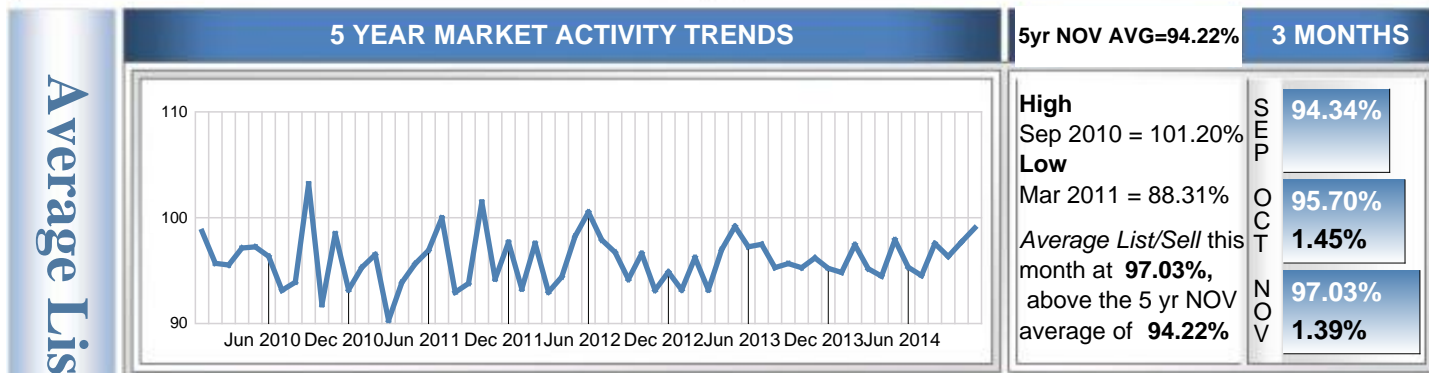
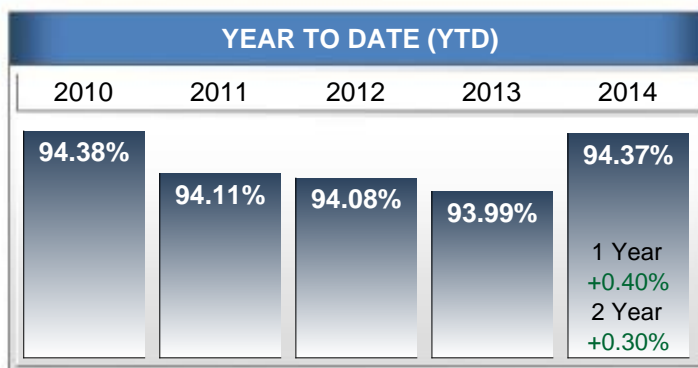
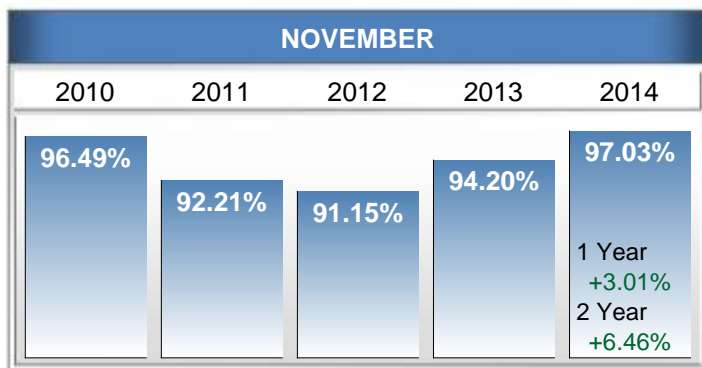
Closed Sales as of Dec 16, 2014



### 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+
\$10,000 and less	1	2.70%	83.36%	83.36%	0.00%	0.00%	0.00%
\$10,001 \$20,000	5	13.51%	98.90%	98.00%	100.26%	0.00%	0.00%
\$20,001 \$50,000	8	21.62%	95.27%	95.48%	94.64%	0.00%	0.00%
\$50,001 \$80,000	6	16.22%	98.67%	100.00%	98.00%	0.00%	0.00%
\$80,001 \$90,000	6	16.22%	97.04%	95.25%	97.94%	0.00%	0.00%
\$90,001 \$120,000	7	18.92%	97.13%	0.00%	98.41%	93.93%	0.00%
\$120,001 and up	4	10.81%	99.00%	0.00%	99.00%	0.00%	0.00%
Average List/Sell Ratio: 97.00%				95.77%	98.17%	93.93%	0.00%
Total Closed Units: 37				14	21	2	
Total Closed Volume: 2,696,700				556.10K	1.93M	207.00K	0.00B



# Monthly Inventory Analysis

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## November 2014

Inventory as of Dec 16, 2014



### Market Summary

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**Absorption:** Last 12 months, an Average of 49 Sales/Month

**Active Inventory** as of November 30, 2014 = 544

	NOVEMBER			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	40	37	-7.50%	471	544	15.50%
Pending Sales	33	36	9.09%	474	551	16.24%
New Listings	72	150	108.33%	1,183	1,452	22.74%
Average List Price	105,080	74,782	-28.83%	107,065	101,513	-5.19%
Average Sale Price	101,759	72,884	-28.38%	101,313	96,667	-4.59%
Average Percent of List Price to Selling Price	94.20%	97.03%	3.01%	93.99%	94.37%	0.40%
Average Days on Market to Sale	52.73	54.46	3.29%	23.26	60.26	159.10%
Monthly Inventory	584	544	-6.85%	584	544	-6.85%
Months Supply of Inventory	13.88	11.20	-19.31%	13.88	11.20	-19.31%

