



October 2014

Area Delimited by County Of Muskogee

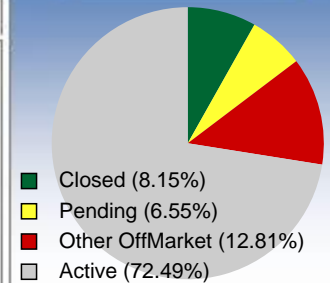


Absorption: Last 12 months, an Average of **49** Sales/Month

Active Inventory as of October 31, 2014 = **498**

	OCTOBER		
	2013	2014	+/- %
Closed Listings	44	56	27.27%
Pending Listings	53	45	-15.09%
New Listings	114	105	-7.89%
Average List Price	101,918	114,914	12.75%
Average Sale Price	98,250	110,791	12.76%
Average Percent of List Price to Selling Price	93.27%	95.70%	2.60%
Average Days on Market to Sale	46.18	56.48	22.30%
End of Month Inventory	596	498	-16.44%
Months Supply of Inventory	14.19	10.22	-28.01%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 17, 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 October 2014 decreased **16.44%** to 498 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 **10.22** 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 **12.76%** in October 2014 to \$110,791 versus the previous year at \$98,250.

Average Days on Market Lengthens

The average number of **56.48** days that homes spent on the market before selling increased by 10.30 days or **22.30%** in October 2014 compared to last year's same month at **46.18** DOM.

Sales Success for October 2014 is Positive

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

There were 105 New Listings in October 2014, down **7.89%** from last year at 114. Furthermore, there were 56 Closed Listings this month versus last year at 44, a **27.27%** increase.

Closed versus Listed trends yielded a **53.3%** ratio, up from last year's October 2014 at **38.6%**, a **38.18%** 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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October 2014

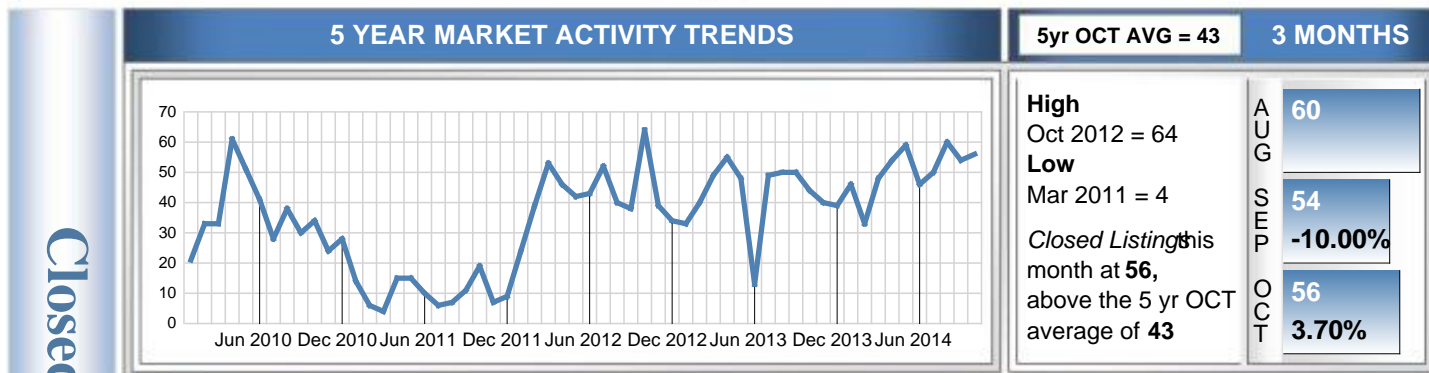
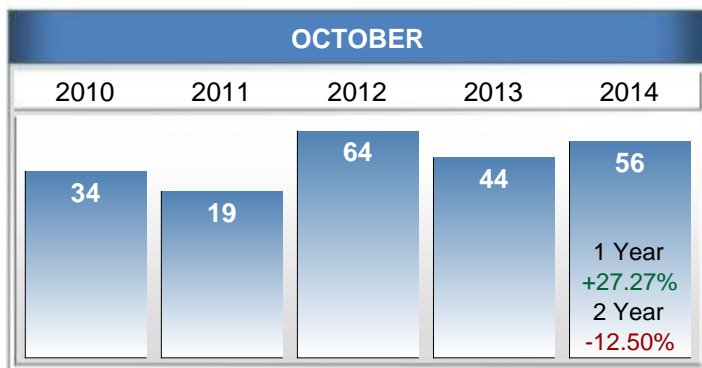
Closed Sales as of Nov 17, 2014



Closed Listings

Report Produced on: Nov 17, 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+
\$20,000 and less	3	5.36%	81.0	3	0	0	0
\$20,001 \$50,000	6	10.71%	60.0	2	4	0	0
\$50,001 \$80,000	13	23.21%	58.6	3	10	0	0
\$80,001 \$110,000	14	25.00%	60.0	2	12	0	0
\$110,001 \$170,000	7	12.50%	57.7	0	7	0	0
\$170,001 \$220,000	8	14.29%	30.6	0	2	5	1
\$220,001 and up	5	8.93%	61.8	1	1	3	0
Total Closed Units:	56		56.5	11	36	8	1
Total Closed Volume:	6,204,313			786.81K	3.51M	1.72M	180.00K
Average Closed Price:	\$110,791			\$71,528	\$97,572	\$215,613	\$180,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

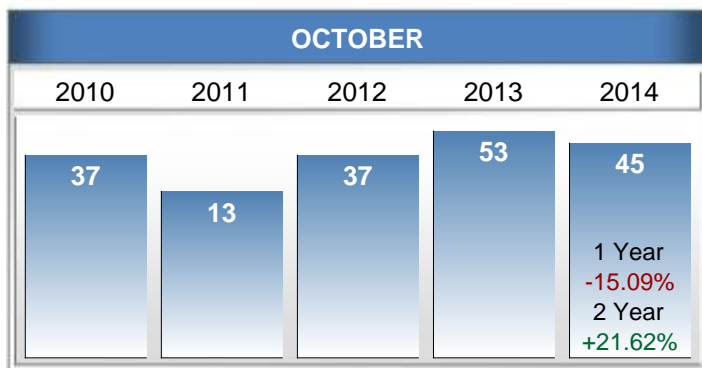
Pending Listings as of Nov 17, 2014



Pending Listings

Report Produced on: Nov 17, 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	8.89%	53.8	3	1	0	0
\$10,001 \$20,000	3	6.67%	16.3	1	2	0	0
\$20,001 \$50,000	9	20.00%	56.1	6	3	0	0
\$50,001 \$80,000	7	15.56%	43.3	1	6	0	0
\$80,001 \$140,000	11	24.44%	44.7	2	8	1	0
\$140,001 \$180,000	6	13.33%	78.7	1	4	1	0
\$180,001 and up	5	11.11%	62.2	4	0	1	0
Total Pending Units: 45				18	24	3	
Total Pending Volume: 5,678,568				3.20M	2.01M	464.90K	0.00B
Average Listing Price: \$114,614				\$177,959	\$83,767	\$154,967	\$0



Monthly Inventory Analysis

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October 2014

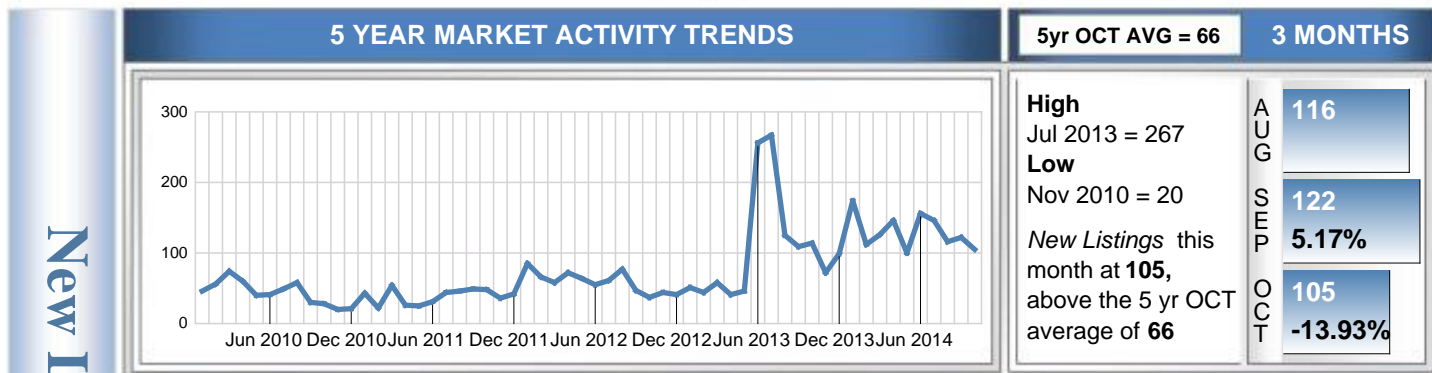
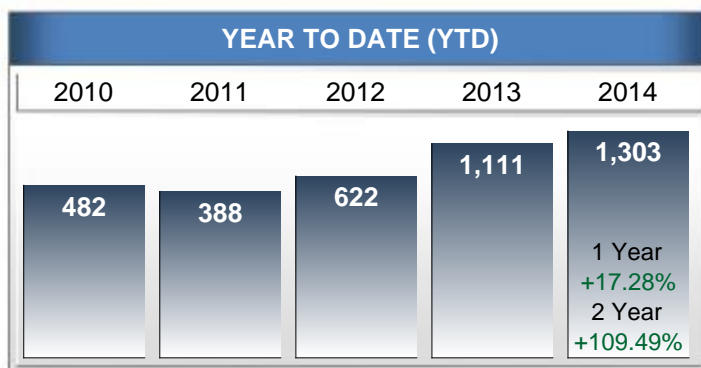
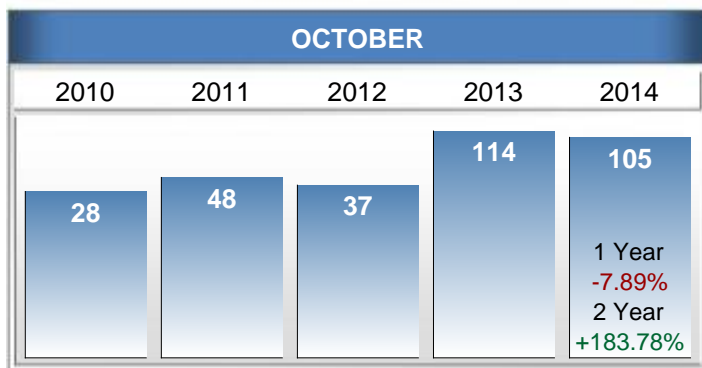
New Listings as of Nov 17, 2014



New Listings

Report Produced on: Nov 17, 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	7	6.67%	4	2	1	0	
\$20,001 \$30,000	8	7.62%	5	3	0	0	
\$30,001 \$70,000	24	22.86%	13	11	0	0	
\$70,001 \$120,000	25	23.81%	9	15	1	0	
\$120,001 \$200,000	17	16.19%	0	14	3	0	
\$200,001 \$370,000	13	12.38%	4	5	3	1	
\$370,001 and up	11	10.48%	10	0	0	1	
Total New Listed Units:			45	50	8	2	
Total New Listed Volume:			18,803,150	10.86M	5.59M	1.33M	1.02M
Average New Listed Listing Price:			\$241,240	\$111,865	\$166,138	\$512,500	



Monthly Inventory Analysis

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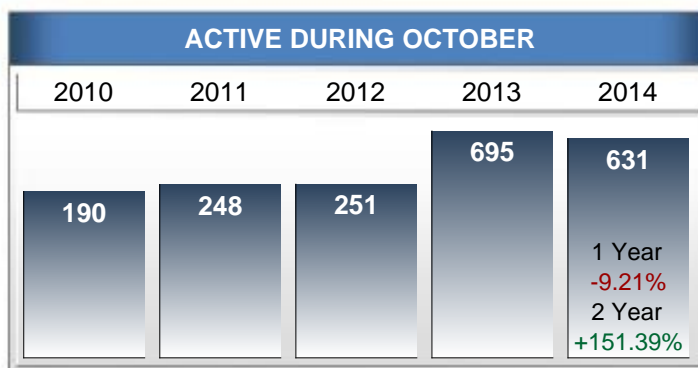
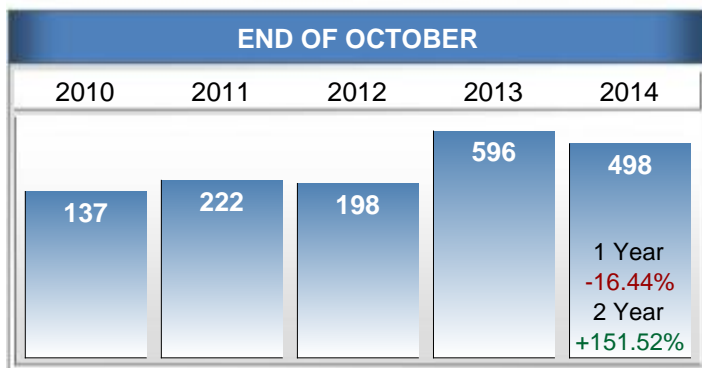
Active Inventory as of Nov 17, 2014



Active Inventory

Report Produced on: Nov 17, 2014

Area Delimited by County Of Muskogee



Active Inventory

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5yr OCT AVG = 330	3 MONTHS
High Oct 2013 = 596	AUG 528
Low Apr 2013 = 112	SEP 526
<i>Inventory</i> this month at 498 , above the 5 yr OCT average of 330	OCT 498
	-0.38%
	-5.32%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$0 and less	0	0.00%	0.0	0	0	0	0	
\$1-\$25,000	68	13.65%	79.9	60	4	4	0	
\$25,001-\$50,000	75	15.06%	95.1	48	24	2	1	
\$50,001-\$100,000	133	26.71%	89.3	37	87	8	1	
\$100,001-\$175,000	101	20.28%	89.3	17	68	15	1	
\$175,001-\$275,000	62	12.45%	76.5	9	31	18	4	
\$275,001 and up	59	11.85%	75.1	32	12	12	3	
Total Active Inventory by Units:			498	85.6	203	226	59	10
Total Active Inventory by Volume:			75,183,949		32.01M	27.47M	12.97M	2.72M
Average Active Inventory Listing Price:			\$150,972		\$157,697	\$121,564	\$219,903	\$272,370



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

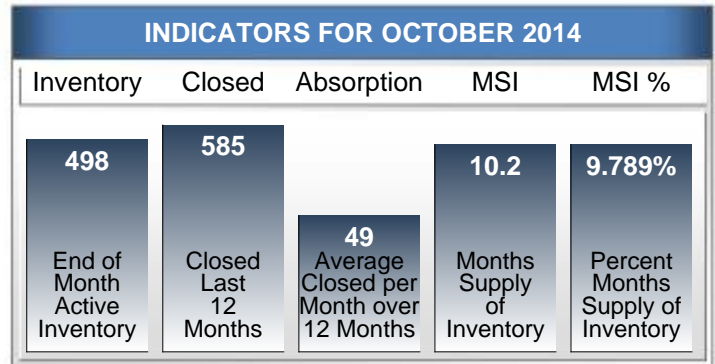
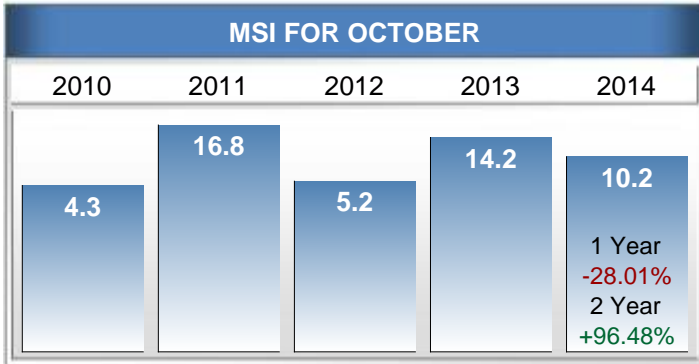
Active Inventory as of Nov 17, 2014



Months Supply of Inventory

Report Produced on: Nov 17, 2014

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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	47	9.44%	7.0	11.2	1.3	1.6	0.0
\$20,001 \$30,000	37	7.43%	10.8	14.7	6.5	4.8	12.0
\$30,001 \$60,000	90	18.07%	11.5	25.0	8.4	1.6	0.0
\$60,001 \$120,000	132	26.51%	8.1	16.0	7.1	7.8	4.0
\$120,001 \$180,000	77	15.46%	8.9	18.7	7.9	7.8	12.0
\$180,001 \$290,000	63	12.65%	13.5	17.1	21.9	6.8	30.0
\$290,001 and up	52	10.44%	48.0	124.0	21.0	48.0	8.0
MSI:			10.2	18.5	8.1	6.7	10.0
Total Active Inventory:			498	203	226	59	10



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2014

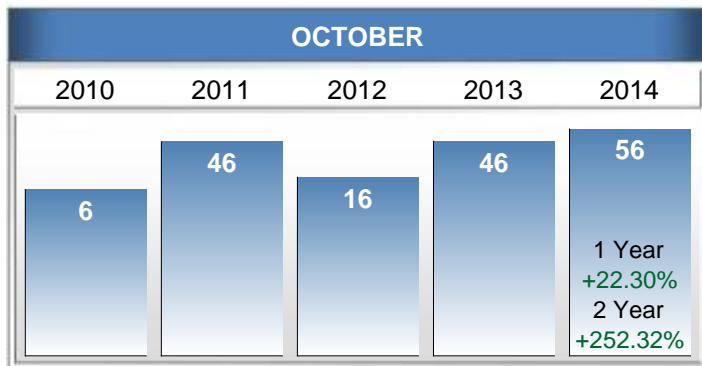
Closed Sales as of Nov 17, 2014



Average Days on Market to Sale

Report Produced on: Nov 17, 2014

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	5.36%	81.0	81.0	0.0	0.0	0.0
\$20,001 \$50,000	6	10.71%	60.0	94.0	43.0	0.0	0.0
\$50,001 \$80,000	13	23.21%	58.6	93.3	48.2	0.0	0.0
\$80,001 \$110,000	14	25.00%	60.0	64.5	59.3	0.0	0.0
\$110,001 \$170,000	7	12.50%	57.7	0.0	57.7	0.0	0.0
\$170,001 \$220,000	8	14.29%	30.6	0.0	32.0	19.6	83.0
\$220,001 and up	5	8.93%	61.8	69.0	69.0	57.0	0.0
Average Closed DOM: 56.5				82.6	52.8	33.6	83.0
Total Closed Units: 56				11	36	8	1
Total Closed Volume: 6,204,313				786.81K	3.51M	1.72M	180.00K



Monthly Inventory Analysis

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October 2014

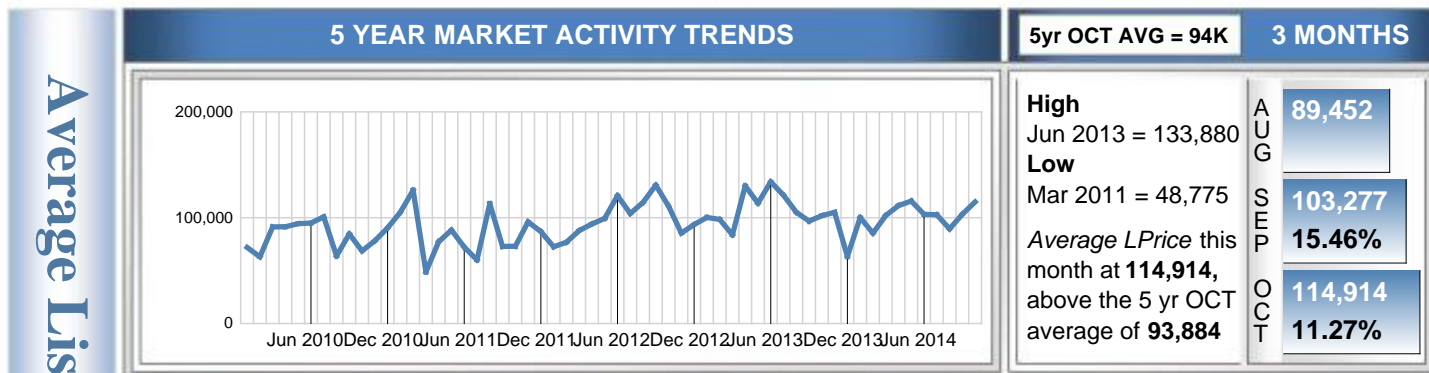
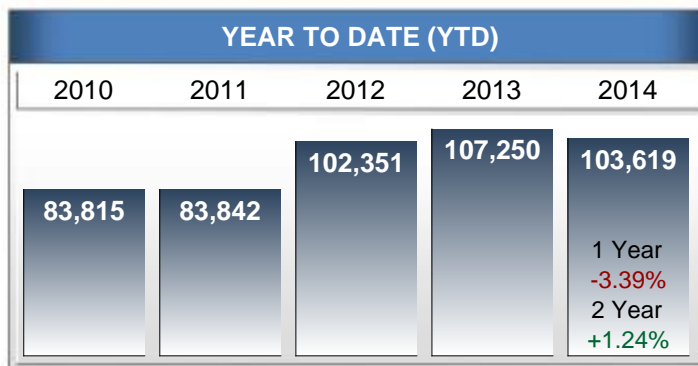
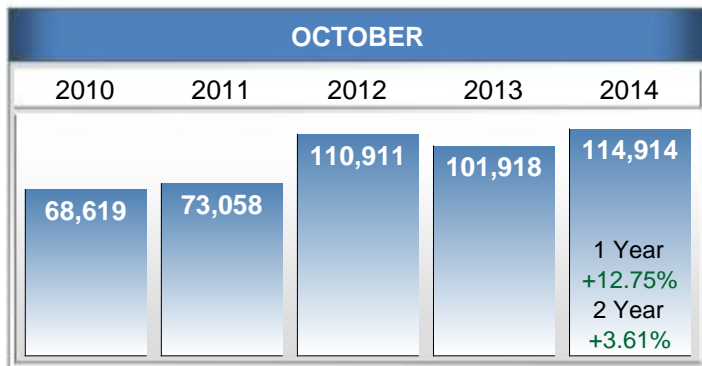
Closed Sales as of Nov 17, 2014



Average List Price at Closing

Report Produced on: Nov 17, 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+
\$20,000 and less	2	3.57%	12,940	17,793	0	0	0
\$20,001 \$50,000	7	12.50%	35,729	24,450	43,425	0	0
\$50,001 \$80,000	10	17.86%	68,170	65,967	73,620	0	0
\$80,001 \$110,000	16	28.57%	95,763	106,500	98,776	0	0
\$110,001 \$170,000	8	14.29%	122,225	0	122,757	0	0
\$170,001 \$220,000	8	14.29%	188,025	0	195,450	186,660	180,000
\$220,001 and up	5	8.93%	292,660	329,500	294,900	279,633	0
Average List Price:	\$114,914			\$76,607	\$101,120	\$221,525	\$180,000
Total Closed Units:	56			11	36	8	1
Total List Volume:	6,435,189			842.68K	3.64M	1.77M	180.00K



Monthly Inventory Analysis

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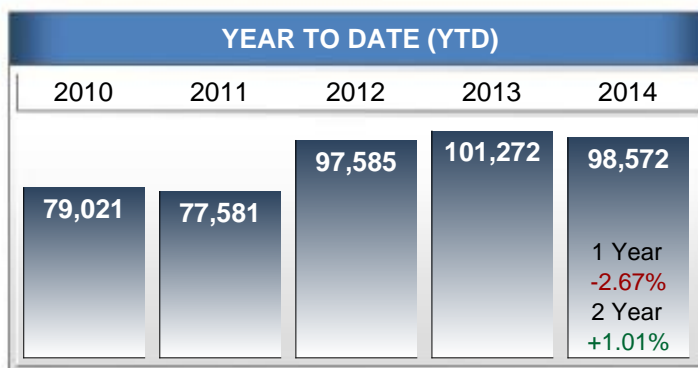
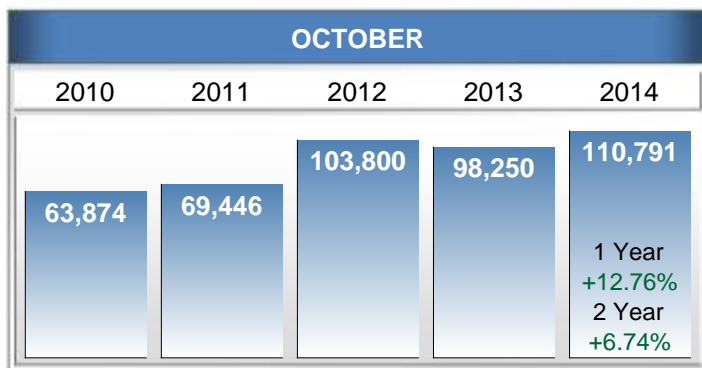
Closed Sales as of Nov 17, 2014



Average Sold Price at Closing

Report Produced on: Nov 17, 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+
\$20,000 and less	3		5.36%	15,337	15,337	0	0	0
\$20,001 \$50,000	6		10.71%	33,700	21,200	39,950	0	0
\$50,001 \$80,000	13		23.21%	68,662	61,133	70,920	0	0
\$80,001 \$110,000	14		25.00%	97,507	100,000	97,092	0	0
\$110,001 \$170,000	7		12.50%	118,929	0	118,929	0	0
\$170,001 \$220,000	8		14.29%	185,550	0	188,000	185,680	180,000
\$220,001 and up	5		8.93%	276,300	315,000	270,000	265,500	0
Average Closed Price:	\$110,791				\$71,528	\$97,572	\$215,613	\$180,000
Total Closed Units:	56				11	36	8	1
Total Closed Volume:	6,204,313				786.81K	3.51M	1.72M	180.00K



Monthly Inventory Analysis

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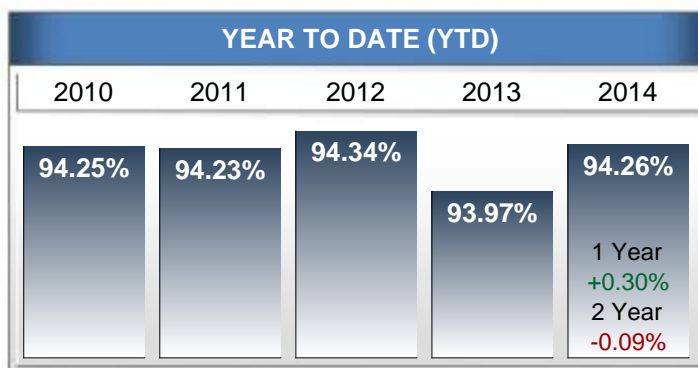
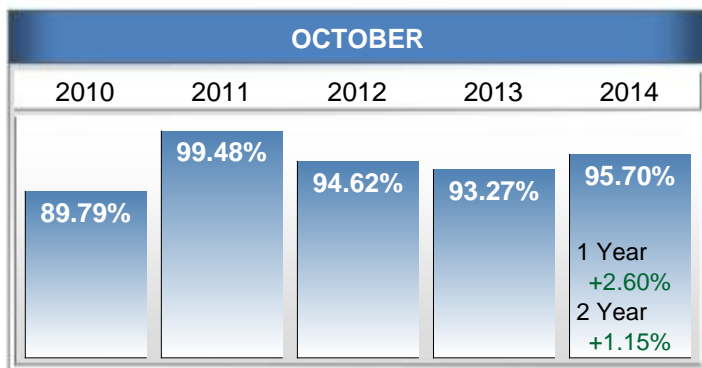
Closed Sales as of Nov 17, 2014



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+
\$20,000 and less	3	5.36%	87.87%	87.87%	0.00%	0.00%	0.00%
\$20,001 \$50,000	6	10.71%	89.57%	86.68%	91.02%	0.00%	0.00%
\$50,001 \$80,000	13	23.21%	95.89%	93.92%	96.48%	0.00%	0.00%
\$80,001 \$110,000	14	25.00%	97.72%	94.35%	98.28%	0.00%	0.00%
\$110,001 \$170,000	7	12.50%	97.14%	0.00%	97.14%	0.00%	0.00%
\$170,001 \$220,000	8	14.29%	98.81%	0.00%	96.61%	99.46%	100.00%
\$220,001 and up	5	8.93%	94.64%	95.60%	91.56%	95.35%	0.00%
Average List/Sell Ratio: 95.70%				91.19%	96.47%	97.92%	100.00%
Total Closed Units: 56				11	36	8	1
Total Closed Volume: 6,204,313				786.81K	3.51M	1.72M	180.00K



Monthly Inventory Analysis

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October 2014

Inventory as of Nov 17, 2014



Market Summary

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

Active Inventory as of October 31, 2014 = 498

	OCTOBER			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	44	56	27.27%	431	506	17.40%
Pending Sales	53	45	-15.09%	441	517	17.23%
New Listings	114	105	-7.89%	1,111	1,303	17.28%
Average List Price	101,918	114,914	12.75%	107,250	103,619	-3.39%
Average Sale Price	98,250	110,791	12.76%	101,272	98,572	-2.67%
Average Percent of List Price to Selling Price	93.27%	95.70%	2.60%	93.97%	94.26%	0.30%
Average Days on Market to Sale	46.18	56.48	22.30%	20.52	60.67	195.63%
Monthly Inventory	596	498	-16.44%	596	498	-16.44%
Months Supply of Inventory	14.19	10.22	-28.01%	14.19	10.22	-28.01%

