



September 2013

Area Delimited by County Of Muskogee

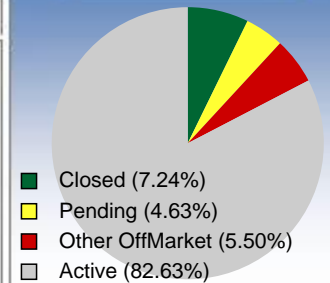


Absorption: Last 12 months, an Average of **44** Sales/Month

Active Inventory as of September 30, 2013 = **571**

	SEPTEMBER		
	2012	2013	+/- %
Closed Listings	38	50	31.58%
Pending Listings	58	32	-44.83%
New Listings	47	109	131.91%
Median List Price	101,250	89,650	-11.46%
Median Sale Price	93,750	83,500	-10.93%
Median Percent of List Price to Selling Price	95.79%	97.46%	1.74%
Median Days on Market to Sale	1.00	33.50	3,250.00%
End of Month Inventory	217	571	163.13%
Months Supply of Inventory	6.32	13.08	106.89%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 23, 2013

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 September 2013 rose **163.13%** to 571 existing homes available for sale. Over the last 12 months this area has had an average of 44 closed sales per month. This represents an unsold inventory index of **13.08** MSI for this period.

Median Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **10.93%** in September 2013 to \$83,500 versus the previous year at \$93,750.

Median Days on Market Lengthens

The median number of **33.50** days that homes spent on the market before selling increased by 32.50 days or **3,250.00%** in September 2013 compared to last year's same month at **1.00** DOM.

Sales Success for September 2013 is Positive

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

There were 109 New Listings in September 2013, up **131.91%** from last year at 47. Furthermore, there were 50 Closed Listings this month versus last year at 38, a **31.58%** increase.

Closed versus Listed trends yielded a **45.9%** ratio, down from last year's September 2013 at **80.9%**, a **43.26%** 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®

September 2013

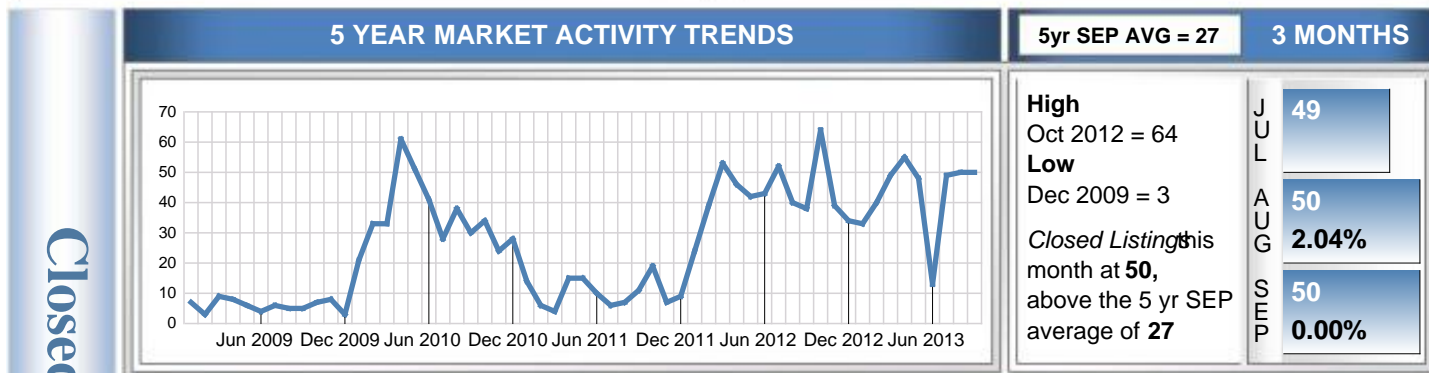
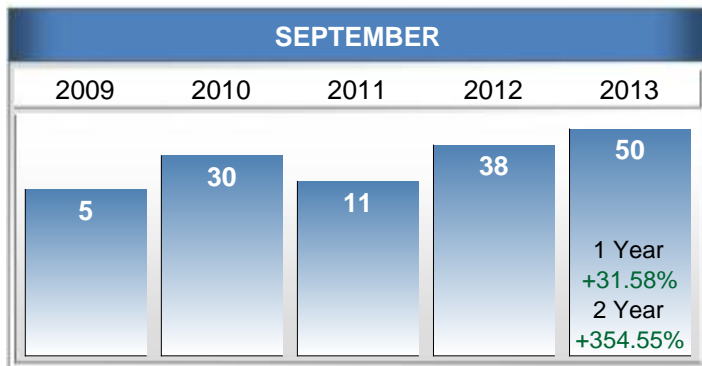
Closed Sales as of Oct 23, 2013



Closed Listings

Report Produced on: Oct 23, 2013

Area Delimited by County Of Muskogee



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	6	12.00%	43.5	4	1	0	1
\$20,001 - \$40,000	4	8.00%	39.0	1	3	0	0
\$40,001 - \$60,000	8	16.00%	37.0	4	3	1	0
\$60,001 - \$90,000	8	16.00%	26.5	4	3	1	0
\$90,001 - \$130,000	11	22.00%	30.0	0	10	1	0
\$130,001 - \$160,000	6	12.00%	29.5	1	4	1	0
\$160,001 and up	7	14.00%	32.0	0	2	5	0
Total Closed Units: 50				33.5			
Total Closed Volume: 4,663,499				14	26	9	1
Median Closed Price: \$83,500				704.85K	2.38M	1.57M	16.50K
				\$45,600	\$93,750	\$167,000	\$16,500

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

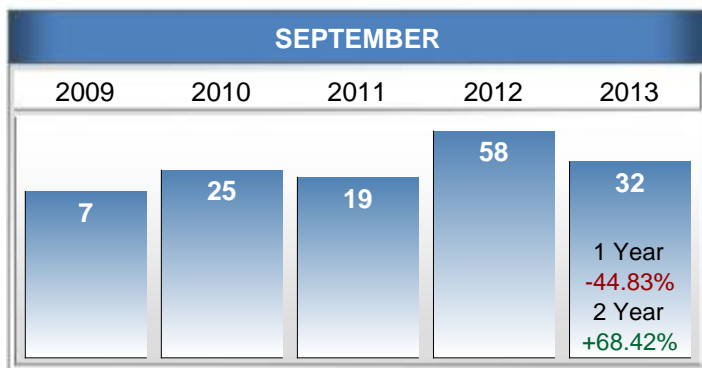
Pending Listings as of Oct 23, 2013



Pending Listings

Report Produced on: Oct 23, 2013

Area Delimited by County Of Muskogee



Pending Listings
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5yr SEP AVG = 28	3 MONTHS								
High Aug 2013 = 65 Low Jun 2011 = 3 <i>Pending Listing</i> this month at 32 , above the 5 yr SEP average of 28	<table border="1"> <tr> <td>JUL</td> <td>65</td> </tr> <tr> <td>AUG</td> <td>65</td> </tr> <tr> <td>SEP</td> <td>32</td> </tr> <tr> <td colspan="2"> 0.00% -50.77% </td> </tr> </table>	JUL	65	AUG	65	SEP	32	0.00% -50.77%	
JUL	65								
AUG	65								
SEP	32								
0.00% -50.77%									

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	1	3.13%	86.0	0	0	0	1	
\$10,001 \$30,000	5	15.63%	21.0	1	4	0	0	
\$30,001 \$50,000	6	18.75%	36.0	2	2	2	0	
\$50,001 \$100,000	6	18.75%	32.0	1	4	1	0	
\$100,001 \$130,000	5	15.63%	49.0	0	4	1	0	
\$130,001 \$170,000	5	15.63%	56.0	1	4	0	0	
\$170,001 and up	4	12.50%	47.5	0	3	1	0	
Total Pending Units: 32 Total Pending Volume: 3,022,599 Median Listing Price: \$77,000				43.5	5	21	5	1
					327.40K	2.11M	581.10K	8,000
					\$50,000	\$100,800	\$72,200	\$8,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

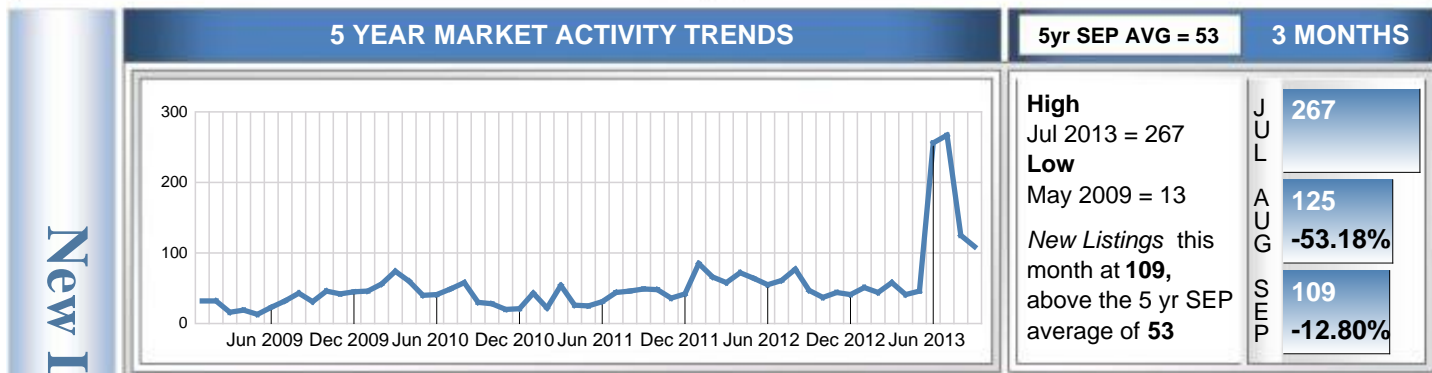
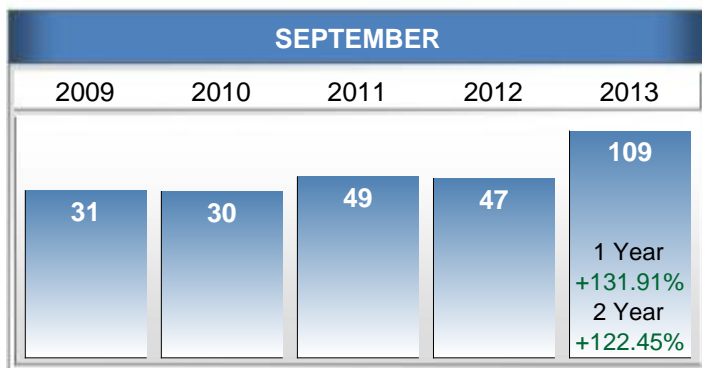
New Listings as of Oct 23, 2013



New Listings

Report Produced on: Oct 23, 2013

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+
\$10,000 and less	2	1.83%	2	0	0	0
\$10,001 \$30,000	21	19.27%	12	5	4	0
\$30,001 \$50,000	15	13.76%	7	6	1	1
\$50,001 \$90,000	29	26.61%	9	18	2	0
\$90,001 \$130,000	15	13.76%	1	12	2	0
\$130,001 \$200,000	17	15.60%	6	7	4	0
\$200,001 and up	10	9.17%	2	2	5	1
Total New Listed Units:			39	50	18	2
Total New Listed Volume:			2.82M	4.63M	2.95M	267.50K
Median New Listed Listing Price:			\$50,000	\$89,450	\$124,750	\$133,750



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

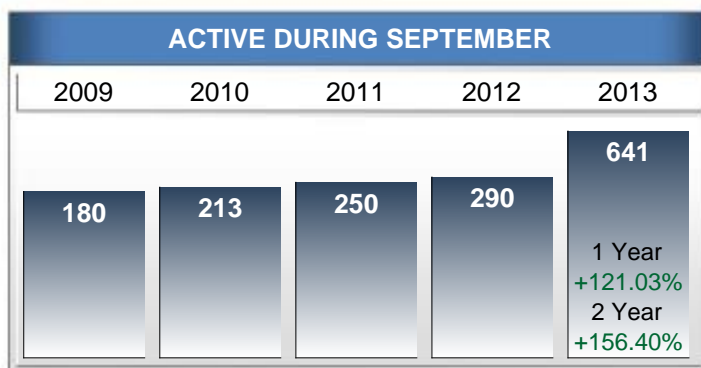
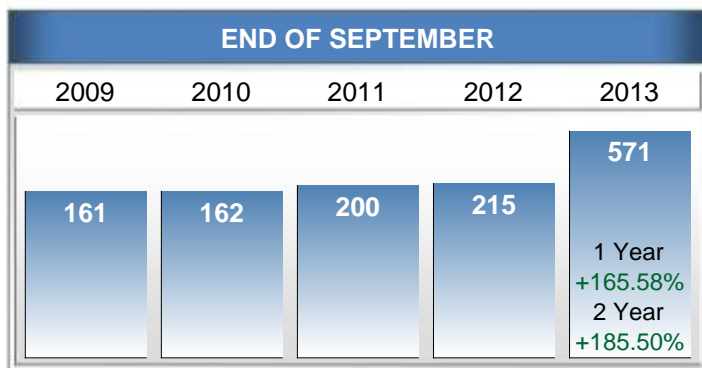
Active Inventory as of Oct 23, 2013



Active Inventory

Report Produced on: Oct 23, 2013

Area Delimited by County Of Muskogee



Active Inventory

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5yr SEP AVG = 262 **3 MONTHS**

High
Sep 2013 = 571

Low
Jan 2009 = 104

Inventory this month at **571**, above the 5 yr SEP average of **262**

JUL	507
AUG	532
SEP	571
4.93%	
7.33%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	28	4.90%	80.0	27	1	0	0
\$10,001 - \$30,000	83	14.54%	76.0	57	12	14	0
\$30,001 - \$60,000	94	16.46%	75.5	48	35	8	3
\$60,001 - \$120,000	143	25.04%	77.0	30	97	16	0
\$120,001 - \$170,000	86	15.06%	80.5	26	50	8	2
\$170,001 - \$270,000	77	13.49%	77.0	16	37	21	3
\$270,001 and up	60	10.51%	88.5	25	12	17	6
Total Active Inventory by Units:		571	80.0	229	244	84	14
Total Active Inventory by Volume:		81,765,671		33.42M	29.71M	14.85M	3.79M
Median Active Inventory Listing Price:		\$94,500		\$52,000	\$103,700	\$142,400	\$232,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

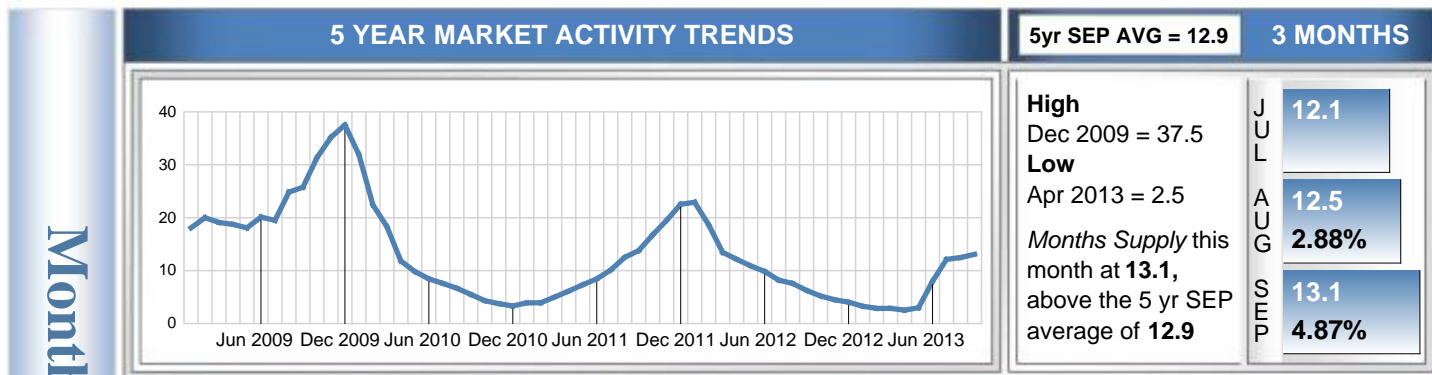
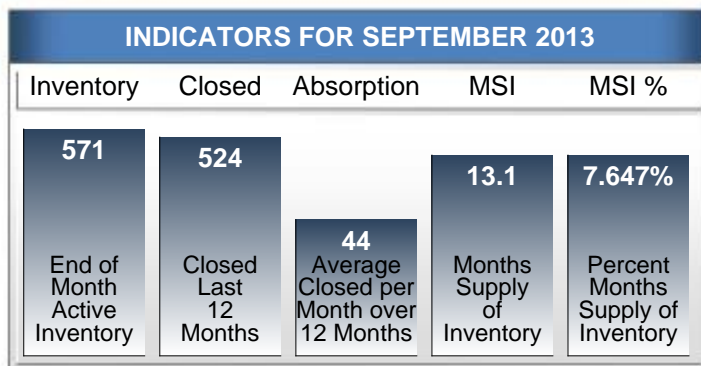
Active Inventory as of Oct 23, 2013



Months Supply of Inventory

Report Produced on: Oct 23, 2013

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+
\$10,000 and less	28	4.90%	12.0	15.4	2.4	0.0	0.0
\$10,001 \$30,000	83	14.54%	10.4	11.4	4.4	84.0	0.0
\$30,001 \$60,000	94	16.46%	13.9	16.5	10.5	19.2	36.0
\$60,001 \$120,000	143	25.04%	10.4	13.8	9.6	11.3	0.0
\$120,001 \$170,000	86	15.06%	12.3	28.4	10.7	5.6	0.0
\$170,001 \$270,000	77	13.49%	18.5	48.0	15.9	14.8	36.0
\$270,001 and up	60	10.51%	36.0	150.0	72.0	14.6	36.0
MSI:			13.1	17.3	10.3	13.8	24.0
Total Active Inventory:			571	229	244	84	14



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

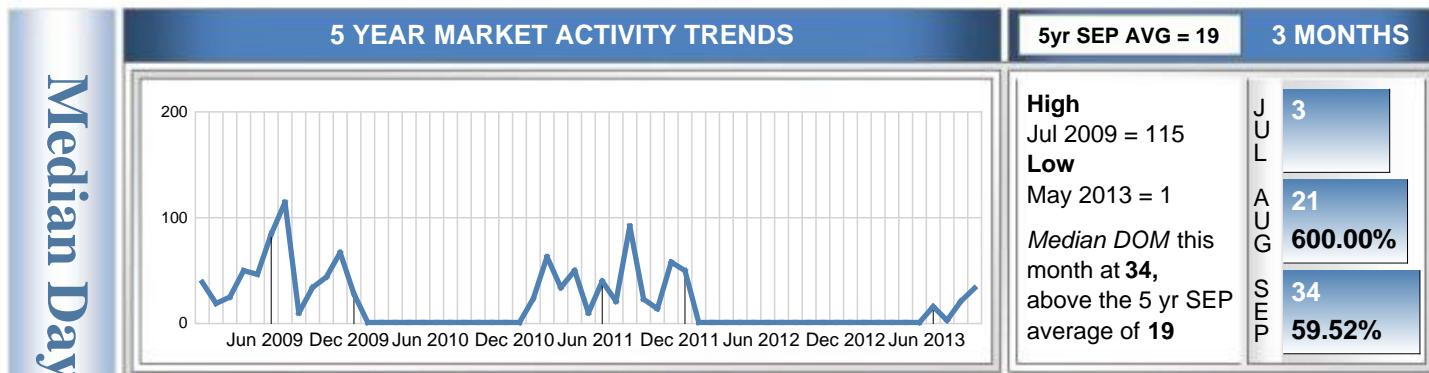
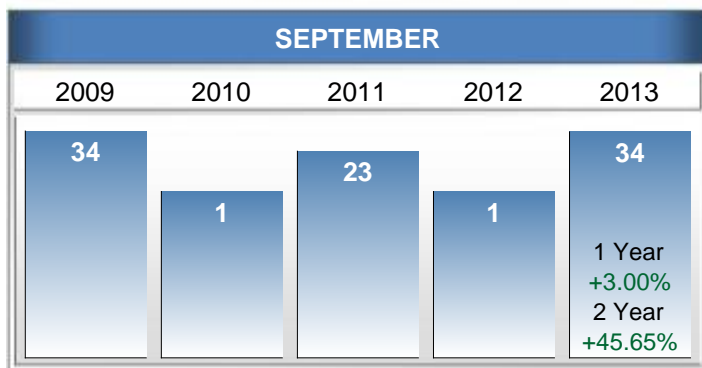
Closed Sales as of Oct 23, 2013



Median Days on Market to Sale

Report Produced on: Oct 23, 2013

Area Delimited by County Of Muskogee



Median Days on Market

Ready to Buy or Sell Real Estate?
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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	6			12.00%	43.5	44.0	51.0	0.0	35.0
\$20,001 \$40,000	4			8.00%	39.0	14.0	45.0	0.0	0.0
\$40,001 \$60,000	8			16.00%	37.0	24.5	42.0	56.0	0.0
\$60,001 \$90,000	8			16.00%	26.5	11.0	28.0	53.0	0.0
\$90,001 \$130,000	11			22.00%	30.0	0.0	32.0	22.0	0.0
\$130,001 \$160,000	6			12.00%	29.5	4.0	47.5	20.0	0.0
\$160,001 and up	7			14.00%	32.0	0.0	38.5	14.0	0.0
Median Closed DOM:					33.5	23.5	38.0	22.0	35.0
Total Closed Units:					50	14	26	9	1
Total Closed Volume:					4,663,499	704.85K	2.38M	1.57M	16.50K



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2013

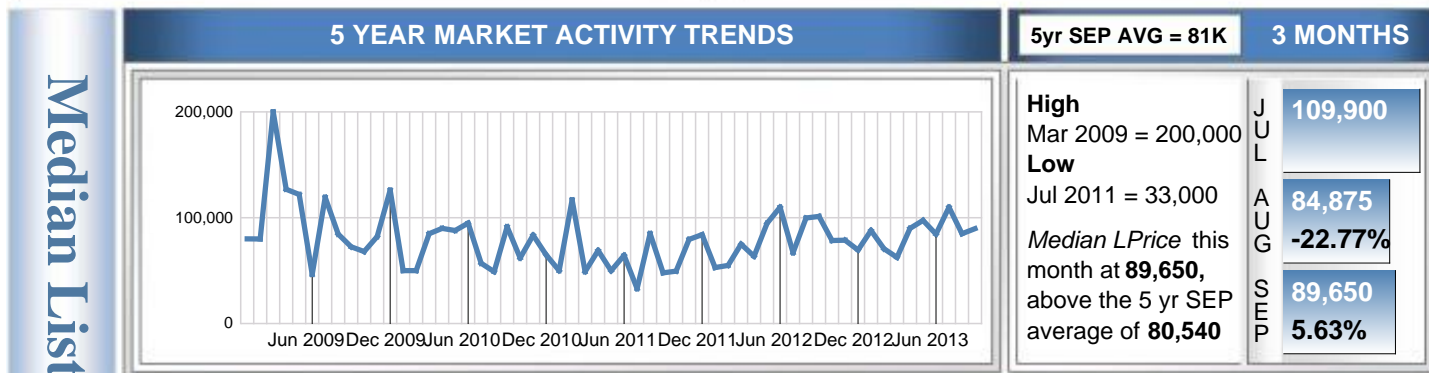
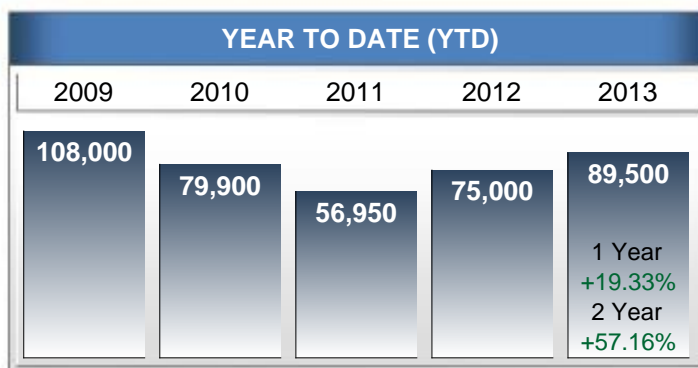
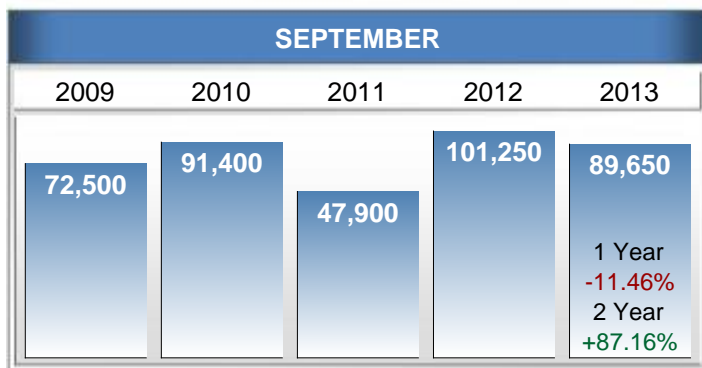
Closed Sales as of Oct 23, 2013



Median List Price at Closing

Report Produced on: Oct 23, 2013

Area Delimited by County Of Muskogee



Median List Price

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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	6		12.00%	18,750	16,500	20,000	0	19,500
\$20,001 \$40,000	4		8.00%	32,500	39,900	30,000	0	0
\$40,001 \$60,000	8		16.00%	51,950	44,950	54,900	49,900	0
\$60,001 \$90,000	7		14.00%	72,900	69,000	74,000	72,900	0
\$90,001 \$130,000	12		24.00%	98,250	99,500	96,500	105,000	0
\$130,001 \$160,000	6		12.00%	155,950	160,000	148,450	159,900	0
\$160,001 and up	7		14.00%	194,500	0	186,950	194,500	0
Median List Price:		\$89,650			\$44,950	\$94,500	\$165,000	\$19,500
Total Closed Units:		50			14	26	9	1
Total List Volume:		4,839,450			769.60K	2.46M	1.59M	19.50K



Monthly Inventory Analysis

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September 2013

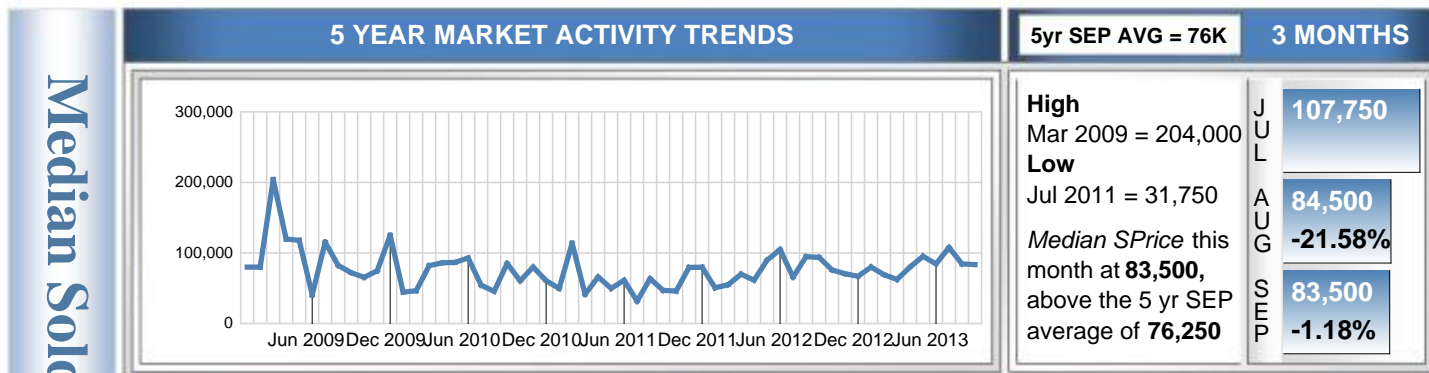
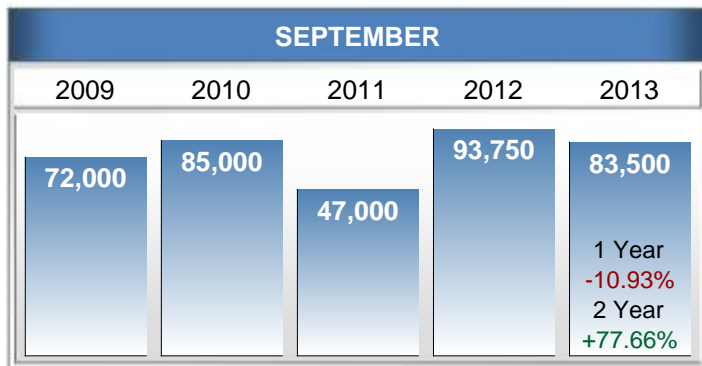
Closed Sales as of Oct 23, 2013



Median Sold Price at Closing

Report Produced on: Oct 23, 2013

Area Delimited by County Of Muskogee



Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M\$S	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	6	12.00%	13,875	10,750	20,000	0	16,500
\$20,001 - \$40,000	4	8.00%	27,500	38,500	25,000	0	0
\$40,001 - \$60,000	8	16.00%	45,600	45,600	50,000	42,999	0
\$60,001 - \$90,000	8	16.00%	73,450	74,500	74,000	72,900	0
\$90,001 - \$130,000	11	22.00%	95,000	0	95,000	105,000	0
\$130,001 - \$160,000	6	12.00%	148,450	132,000	148,450	156,000	0
\$160,001 and up	7	14.00%	192,000	0	180,500	194,500	0
Median Closed Price:	\$83,500			\$45,600	\$93,750	\$167,000	\$16,500
Total Closed Units:	50			14	26	9	1
Total Closed Volume:	4,663,499			704.85K	2.38M	1.57M	16.50K



Monthly Inventory Analysis

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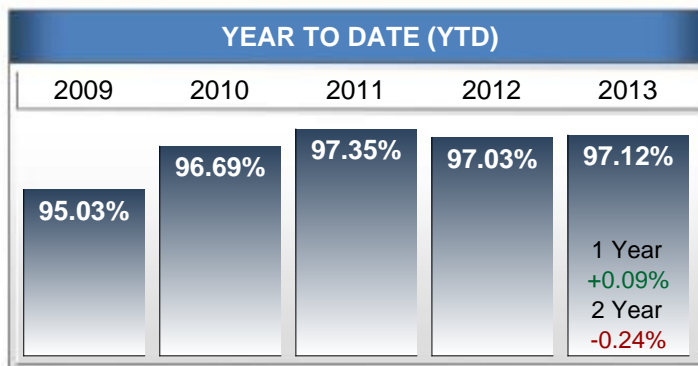
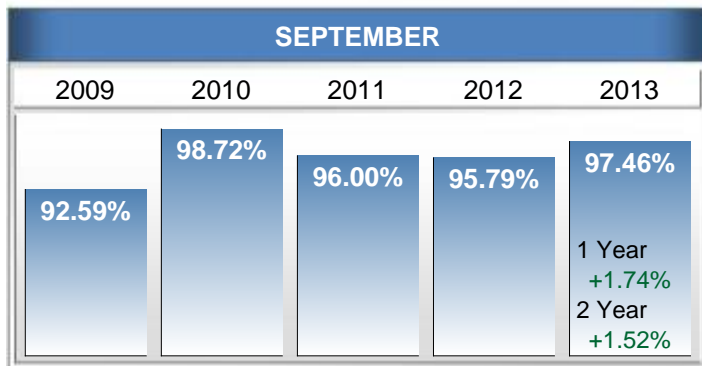
Closed Sales as of Oct 23, 2013



Median Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



Median List/Sell Price

Ready to Buy or Sell Real Estate?
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MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	6	12.00%	76.06%	65.57%	100.00%	0.00%	84.62%
\$20,001 \$40,000	4	8.00%	90.57%	96.49%	85.71%	0.00%	0.00%
\$40,001 \$60,000	8	16.00%	91.83%	100.00%	91.07%	86.17%	0.00%
\$60,001 \$90,000	8	16.00%	100.00%	100.74%	100.00%	100.00%	0.00%
\$90,001 \$130,000	11	22.00%	98.41%	0.00%	97.94%	100.00%	0.00%
\$130,001 \$160,000	6	12.00%	97.03%	82.50%	98.25%	97.56%	0.00%
\$160,001 and up	7	14.00%	99.41%	0.00%	96.55%	100.00%	0.00%
Median List/Sell Ratio:	97.46%			95.75%	96.61%	100.00%	84.62%
Total Closed Units:	50			14	26	9	1
Total Closed Volume:	4,663,499			704.85K	2.38M	1.57M	16.50K



Monthly Inventory Analysis

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September 2013

Inventory as of Oct 23, 2013



Market Summary

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Area Delimited by County Of Muskogee



Absorption: Last 12 months, an Average of 44 Sales/Month

Active Inventory as of September 30, 2013 = 571

Closed Sales
 Pending Sales
 New Listings
 Median List Price
 Median Sale Price
 Median Percent of List Price to Selling Price
 Median Days on Market to Sale
 Monthly Inventory
 Months Supply of Inventory

	SEPTEMBER			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	38	50	31.58%	377	387	2.65%
Pending Sales	58	32	-44.83%	420	389	-7.38%
New Listings	47	109	131.91%	585	997	70.43%
Median List Price	101,250	89,650	-11.46%	75,000	89,500	19.33%
Median Sale Price	93,750	83,500	-10.93%	73,800	84,000	13.82%
Median Percent of List Price to Selling Price	95.79%	97.46%	1.74%	97.03%	97.12%	0.09%
Median Days on Market to Sale	1.00	33.50	3,250.00%	1.00	1.00	0.00%
Monthly Inventory	217	571	163.13%	217	571	163.13%
Months Supply of Inventory	6.32	13.08	106.89%	6.32	13.08	106.89%

