



September 2014

Area Delimited by County Of Muskogee

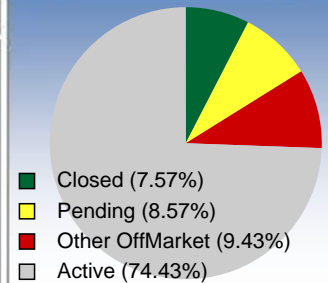


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of September 30, 2014 = **521**

	SEPTEMBER		
	2013	2014	+/- %
Closed Listings	50	53	6.00%
Pending Listings	32	60	87.50%
New Listings	109	122	11.93%
Average List Price	96,789	104,773	8.25%
Average Sale Price	93,270	99,681	6.87%
Average Percent of List Price to Selling Price	93.66%	94.57%	0.96%
Average Days on Market to Sale	35.54	57.28	61.18%
End of Month Inventory	581	521	-10.33%
Months Supply of Inventory	13.31	10.93	-17.85%

Market Activity



Monthly Inventory Analysis

Report Produced on: Oct 14, 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 September 2014 decreased **10.33%** to 521 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 **10.93** 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 **6.87%** in September 2014 to \$99,681 versus the previous year at \$93,270.

Average Days on Market Lengthens

The average number of **57.28** days that homes spent on the market before selling increased by 21.74 days or **61.18%** in September 2014 compared to last year's same month at **35.54** DOM.

Sales Success for September 2014 is Positive

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

There were 122 New Listings in September 2014, up **11.93%** from last year at 109. Furthermore, there were 53 Closed Listings this month versus last year at 50, a **6.00%** increase.

Closed versus Listed trends yielded a **43.4%** ratio, down from last year's September 2014 at **45.9%**, a **5.30%** downswing. 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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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

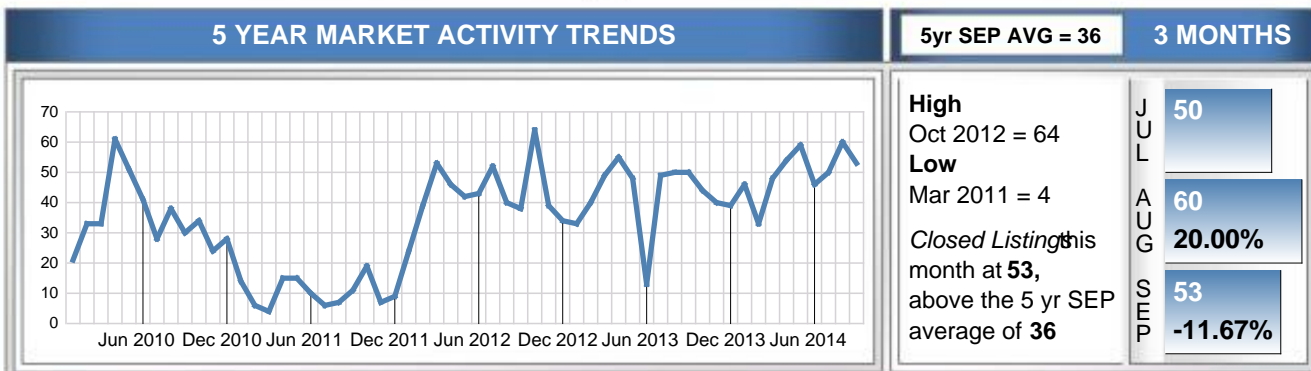
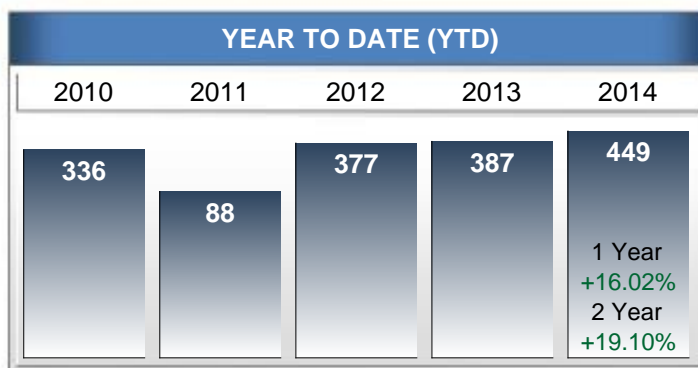
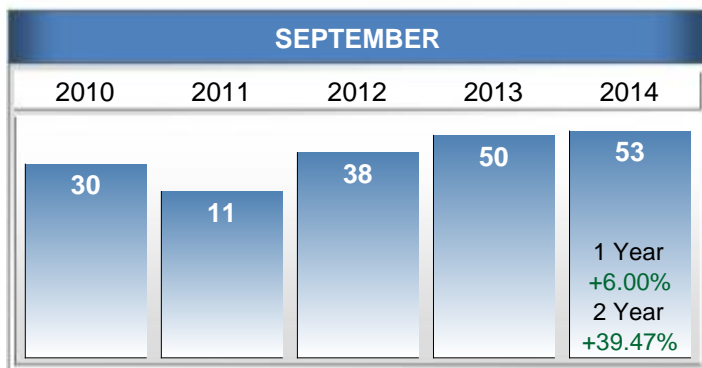
Closed Sales as of Oct 14, 2014



Closed Listings

Report Produced on: Oct 14, 2014

Area Delimited by County Of Muskogee



Closed Listings

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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	4	7.55%	39.0	4	0	0	0
\$10,001 \$30,000	8	15.09%	54.5	3	2	3	0
\$30,001 \$50,000	6	11.32%	88.5	3	3	0	0
\$50,001 \$90,000	11	20.75%	38.4	0	9	2	0
\$90,001 \$140,000	12	22.64%	42.3	1	11	0	0
\$140,001 \$210,000	6	11.32%	122.2	1	3	2	0
\$210,001 and up	6	11.32%	41.8	0	2	1	3
Total Closed Units:	53		57.3	12	30	8	3
Total Closed Volume:	5,283,083			464.80K	2.94M	768.93K	1.11M
Average Closed Price:	\$99,681			\$38,733	\$98,015	\$96,116	\$369,640



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

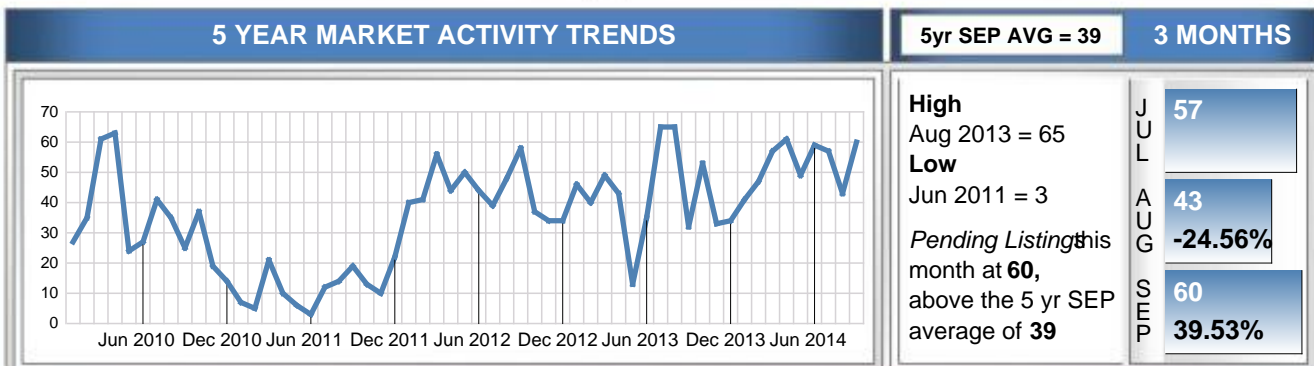
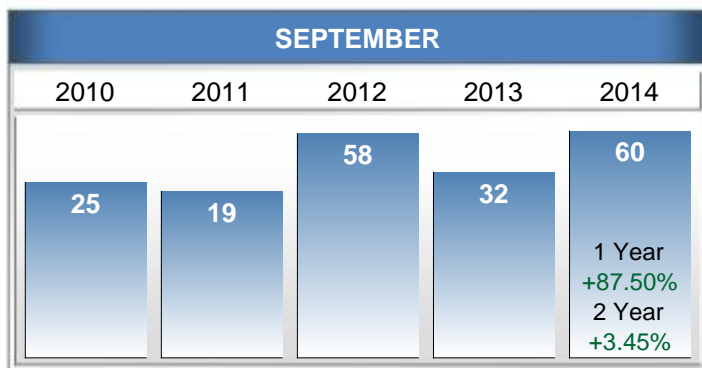
Pending Listings as of Oct 14, 2014



Pending Listings

Report Produced on: Oct 14, 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+		
\$40,000 and less	6	10.00%	73.0	3	1	2	0		
\$40,001 - \$50,000	6	10.00%	80.8	1	5	0	0		
\$50,001 - \$80,000	8	13.33%	86.6	4	4	0	0		
\$80,001 - \$100,000	13	21.67%	74.2	2	11	0	0		
\$100,001 - \$120,000	11	18.33%	75.7	2	9	0	0		
\$120,001 - \$240,000	10	16.67%	41.2	1	4	4	1		
\$240,001 and up	6	10.00%	55.7	0	2	3	1		
Total Pending Units:				60	86.0	13	36	9	2
Total Pending Volume:				6,843,310		899.10K	3.67M	1.60M	675.00K
Average Listing Price:				\$138,800		\$69,162	\$102,011	\$177,422	\$337,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

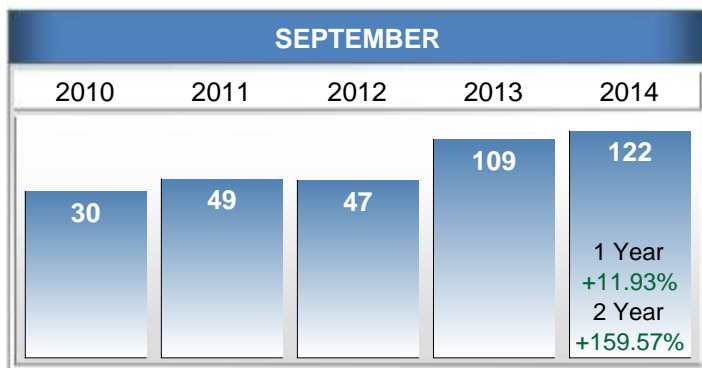
New Listings as of Oct 14, 2014



New Listings

Report Produced on: Oct 14, 2014

Area Delimited by County Of Muskogee



New Listings
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5yr SEP AVG = 71 **3 MONTHS**

High
Jul 2013 = 267
Low
Nov 2010 = 20

New Listings this month at **122**, above the 5 yr SEP average of **71**

JUL	146
AUG	116
SEP	122
-20.55%	
5.17%	

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	8	6.56%	6	2	0	0
\$20,001 \$30,000	15	12.30%	13	2	0	0
\$30,001 \$60,000	21	17.21%	11	10	0	0
\$60,001 \$120,000	30	24.59%	6	18	6	0
\$120,001 \$170,000	17	13.93%	5	10	2	0
\$170,001 \$280,000	16	13.11%	2	3	11	0
\$280,001 and up	15	12.30%	7	2	6	0
Total New Listed Units:			50	47	25	
Total New Listed Volume:			6.56M	4.81M	5.78M	0.00B
Average New Listed Listing Price:			\$131,200	\$102,289	\$231,356	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

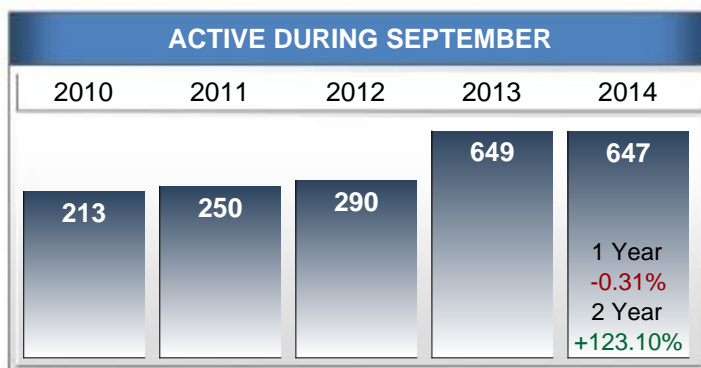
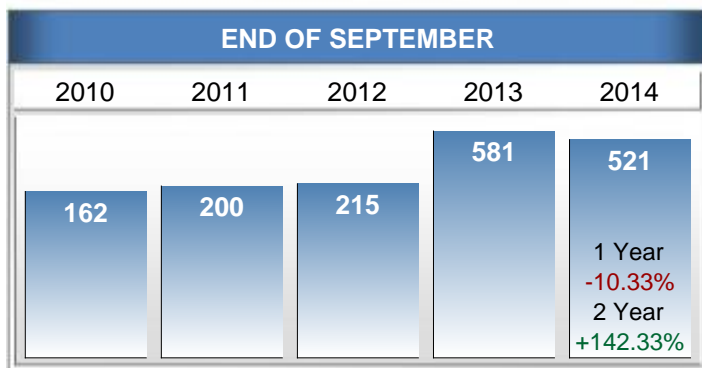
Active Inventory as of Oct 14, 2014



Active Inventory

Report Produced on: Oct 14, 2014

Area Delimited by County Of Muskogee



Active Inventory

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5yr SEP AVG = 336 **3 MONTHS**

High
Oct 2013 = 596

Low
Apr 2013 = 112

Inventory this month at **521**, above the 5 yr SEP average of **336**

JUL	532
AUG	525
SEP	521
	-0.76%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	49	9.40%	68.0	46	3	0	0
\$20,001 \$30,000	45	8.64%	92.6	37	7	1	0
\$30,001 \$60,000	93	17.85%	94.4	54	35	3	1
\$60,001 \$110,000	126	24.18%	87.2	29	85	11	1
\$110,001 \$170,000	88	16.89%	78.0	18	55	14	1
\$170,001 \$280,000	63	12.09%	83.4	9	27	23	4
\$280,001 and up	57	10.94%	76.5	31	11	13	2
Total Active Inventory by Units:		521	84.0	224	223	65	9
Total Active Inventory by Volume:		76,290,603		33.31M	26.43M	14.51M	2.04M
Average Active Inventory Listing Price:		\$146,431		\$148,690	\$118,515	\$223,254	\$227,078



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

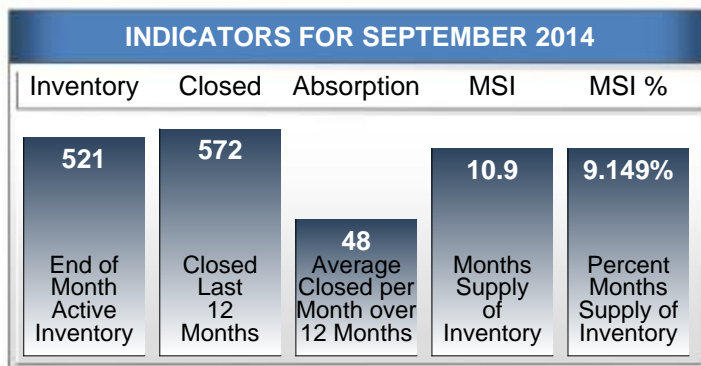
Active Inventory as of Oct 14, 2014



Months Supply of Inventory

Report Produced on: Oct 14, 2014

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+
\$20,000 and less	49	9.40%	6.8	12.0	1.6	0.0	0.0
\$20,001 \$30,000	45	8.64%	13.8	22.2	6.5	2.4	0.0
\$30,001 \$60,000	93	17.85%	11.7	25.9	7.8	2.4	12.0
\$60,001 \$110,000	126	24.18%	9.5	18.3	8.2	10.2	6.0
\$110,001 \$170,000	88	16.89%	9.3	27.0	7.6	9.3	12.0
\$170,001 \$280,000	63	12.09%	12.0	13.5	14.7	8.6	48.0
\$280,001 and up	57	10.94%	45.6	186.0	33.0	31.2	6.0
MSI:			10.9	21.0	8.2	7.5	9.0
Total Active Inventory:			521	224	223	65	9



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

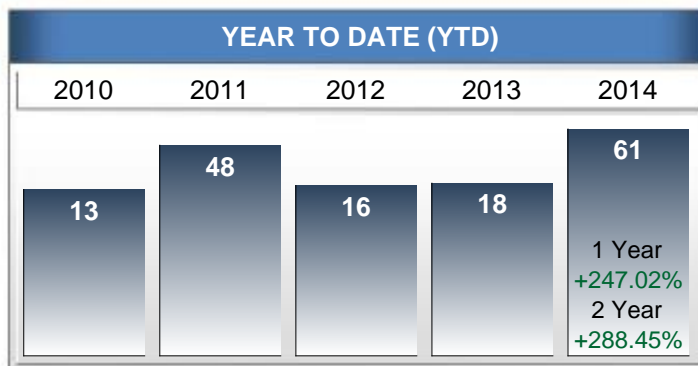
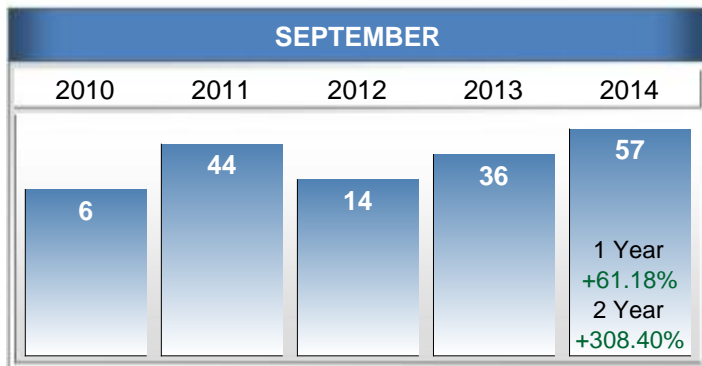
Closed Sales as of Oct 14, 2014



Average Days on Market to Sale

Report Produced on: Oct 14, 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+
\$10,000 and less	4	7.55%	39.0	39.0	0.0	0.0	0.0
\$10,001 \$30,000	8	15.09%	54.5	49.0	24.0	80.3	0.0
\$30,001 \$50,000	6	11.32%	88.5	69.0	108.0	0.0	0.0
\$50,001 \$90,000	11	20.75%	38.4	0.0	36.6	46.5	0.0
\$90,001 \$140,000	12	22.64%	42.3	15.0	44.7	0.0	0.0
\$140,001 \$210,000	6	11.32%	122.2	67.0	117.3	157.0	0.0
\$210,001 and up	6	11.32%	41.8	0.0	31.0	1.0	62.7
Average Closed DOM: 57.3				49.3	53.6	81.1	62.7
Total Closed Units: 53				12	30	8	3
Total Closed Volume: 5,283,083				464.80K	2.94M	768.93K	1.11M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

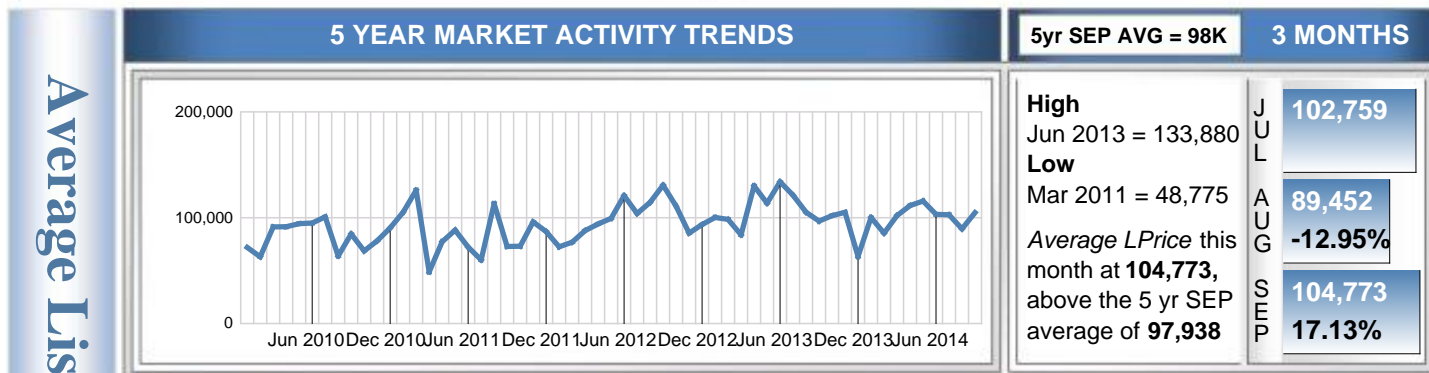
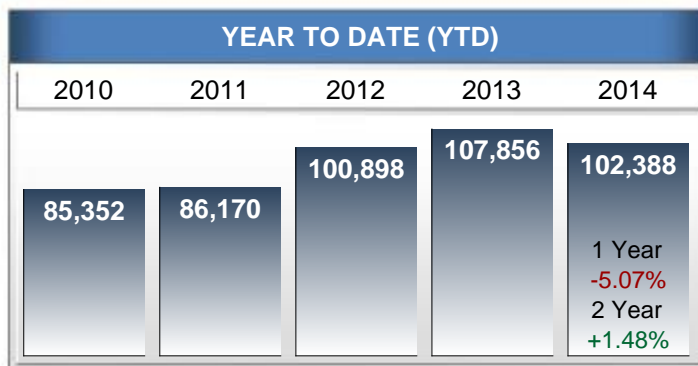
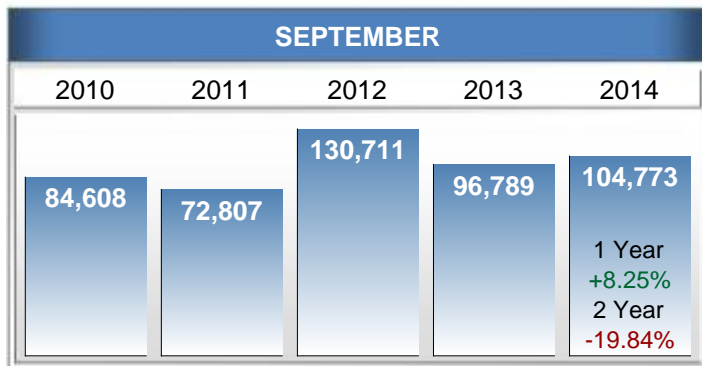
Closed Sales as of Oct 14, 2014



Average List Price at Closing

Report Produced on: Oct 14, 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	5	9.43%	8,856	8,570	0	0	0
\$10,001 - \$30,000	5	9.43%	21,840	27,433	19,700	23,333	0
\$30,001 - \$50,000	7	13.21%	41,199	41,298	48,167	0	0
\$50,001 - \$90,000	11	20.75%	69,891	0	73,833	73,750	0
\$90,001 - \$140,000	13	24.53%	105,077	120,000	104,573	0	0
\$140,001 - \$210,000	6	11.32%	164,483	160,000	159,833	173,700	0
\$210,001 and up	6	11.32%	331,567	0	305,500	239,000	379,800
Average List Price:	\$104,773			\$43,373	\$102,973	\$100,488	\$379,800
Total Closed Units:	53			12	30	8	3
Total List Volume:	5,552,975			520.48K	3.09M	803.90K	1.14M



Monthly Inventory Analysis

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September 2014

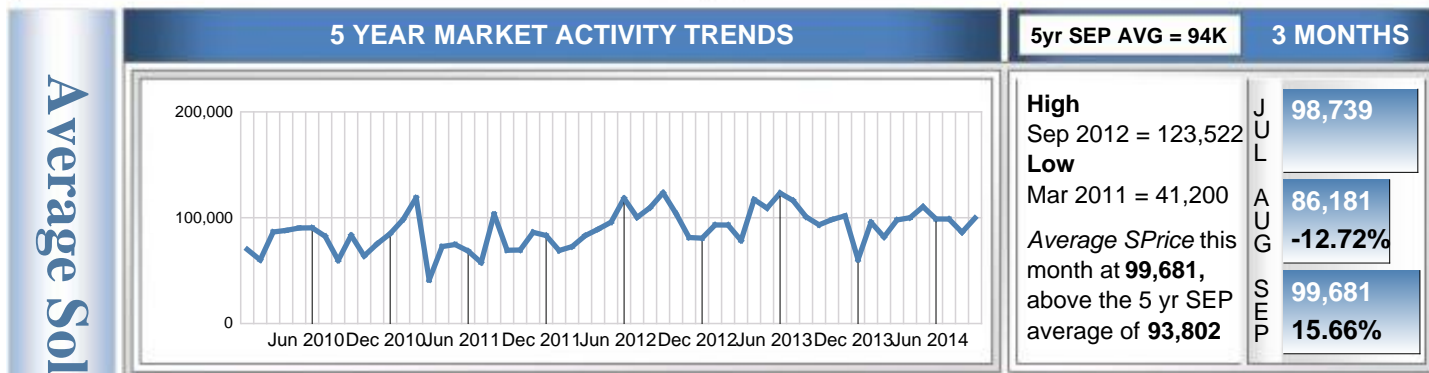
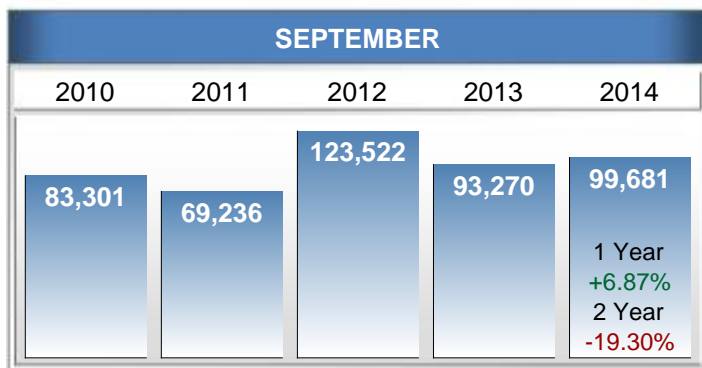
Closed Sales as of Oct 14, 2014



Average Sold Price at Closing

Report Produced on: Oct 14, 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	4		7.55%	6,750	6,750	0	0	0	
\$10,001 \$30,000	8		15.09%	21,105	24,600	19,469	18,700	0	
\$30,001 \$50,000	6		11.32%	42,533	37,333	47,733	0	0	
\$50,001 \$90,000	11		20.75%	71,200	0	71,189	71,250	0	
\$90,001 \$140,000	12		22.64%	103,967	108,000	103,600	0	0	
\$140,001 \$210,000	6		11.32%	157,971	144,000	155,333	168,913	0	
\$210,001 and up	6		11.32%	308,903	0	256,000	232,500	369,640	
Average Closed Price:					\$99,681	\$38,733	\$98,015	\$96,116	\$369,640
Total Closed Units:					53	12	30	8	3
Total Closed Volume:					5,283,083	464.80K	2.94M	768.93K	1.11M



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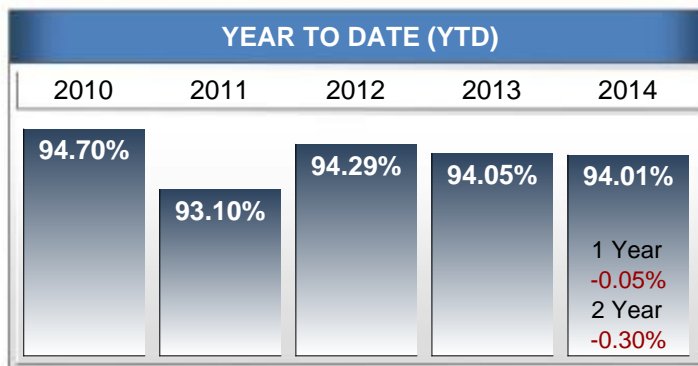
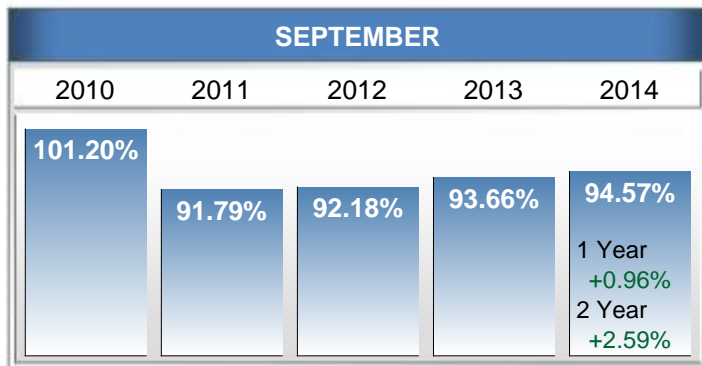
Closed Sales as of Oct 14, 2014



Average Percent of List Price to Selling Price

Report Produced on: Oct 14, 2014

Area Delimited by County Of Muskogee



Average List/Sell Price

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5yr SEP AVG=94.68%	3 MONTHS
High Sep 2010 = 101.20% Low Mar 2011 = 88.31% Average List/Sell this month at 94.57% , below the 5 yr SEP average of 94.68%	J U L 92.53% A U G 95.55% 3.26% S E P 94.57% -1.03%

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	4	7.55%	79.20%	79.20%	0.00%	0.00%	0.00%
\$10,001 \$30,000	8	15.09%	92.61%	91.66%	98.90%	89.38%	0.00%
\$30,001 \$50,000	6	11.32%	94.88%	90.42%	99.35%	0.00%	0.00%
\$50,001 \$90,000	11	20.75%	96.60%	0.00%	96.47%	97.18%	0.00%
\$90,001 \$140,000	12	22.64%	98.36%	90.00%	99.12%	0.00%	0.00%
\$140,001 \$210,000	6	11.32%	96.23%	90.00%	97.56%	97.35%	0.00%
\$210,001 and up	6	11.32%	94.11%	0.00%	87.18%	97.28%	97.67%
Average List/Sell Ratio: 94.60%				86.92%	97.38%	94.31%	97.67%
Total Closed Units: 53				12	30	8	3
Total Closed Volume: 5,283,083				464.80K	2.94M	768.93K	1.11M



Monthly Inventory Analysis

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September 2014

Inventory as of Oct 14, 2014



Market Summary

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

Active Inventory as of September 30, 2014 = 521

	SEPTEMBER			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	50	53	6.00%	387	449	16.02%
Pending Sales	32	60	87.50%	388	474	22.16%
New Listings	109	122	11.93%	997	1,198	20.16%
Average List Price	96,789	104,773	8.25%	107,856	102,388	-5.07%
Average Sale Price	93,270	99,681	6.87%	101,616	97,201	-4.34%
Average Percent of List Price to Selling Price	93.66%	94.57%	0.96%	94.05%	94.01%	-0.05%
Average Days on Market to Sale	35.54	57.28	61.18%	17.60	61.09	247.02%
Monthly Inventory	581	521	-10.33%	581	521	-10.33%
Months Supply of Inventory	13.31	10.93	-17.85%	13.31	10.93	-17.85%

