



September 2014

Area Delimited by County Of Muskogee

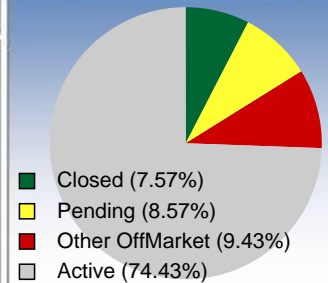


Absorption: Last 12 months, an Average of **48** Sales/Month

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% |
| Median List Price | 89,650 | 88,500 | -1.28% |
| Median Sale Price | 83,500 | 83,500 | 0.00% |
| Median Percent of List Price to Selling Price | 97.46% | 97.62% | 0.17% |
| Median Days on Market to Sale | 33.50 | 45.00 | 34.33% |
| 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.

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 **0.00%** in September 2014 to \$83,500 versus the previous year at \$83,500.

Median Days on Market Lengthens

The median number of **45.00** days that homes spent on the market before selling increased by 11.50 days or **34.33%** in September 2014 compared to last year's same month at **33.50** DOM.

Sales Success for September 2014 is Positive

Overall, with Median Prices falling 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.

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®

September 2014

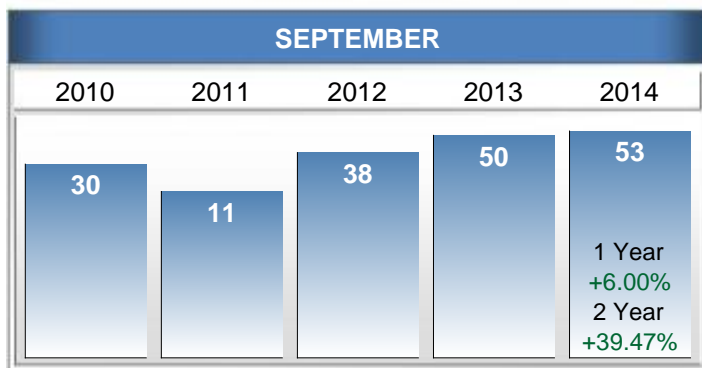
Closed Sales as of Oct 14, 2014



Closed Listings

Report Produced on: Oct 14, 2014

Area Delimited by County Of Muskogee



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|--|------------------|--------|-------------|-----------------|-----------------|-----------------|------------------|
| \$10,000 and less | 4 | 7.55% | 41.5 | 4 | 0 | 0 | 0 |
| \$10,001 \$30,000 | 8 | 15.09% | 47.0 | 3 | 2 | 3 | 0 |
| \$30,001 \$50,000 | 6 | 11.32% | 80.0 | 3 | 3 | 0 | 0 |
| \$50,001 \$90,000 | 11 | 20.75% | 32.0 | 0 | 9 | 2 | 0 |
| \$90,001 \$140,000 | 12 | 22.64% | 32.0 | 1 | 11 | 0 | 0 |
| \$140,001 \$210,000 | 6 | 11.32% | 126.0 | 1 | 3 | 2 | 0 |
| \$210,001 and up | 6 | 11.32% | 34.5 | 0 | 2 | 1 | 3 |
| Total Closed Units: | 53 | | 45.0 | 12 | 30 | 8 | 3 |
| Total Closed Volume: | 5,283,083 | | | 464.80K | 2.94M | 768.93K | 1.11M |
| Median Closed Price: | \$83,500 | | | \$27,450 | \$94,200 | \$71,250 | \$351,419 |

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

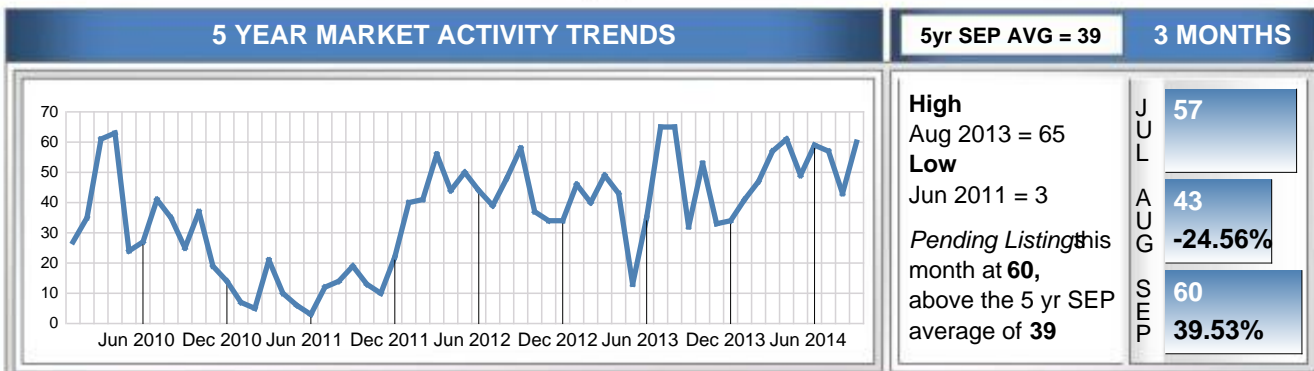
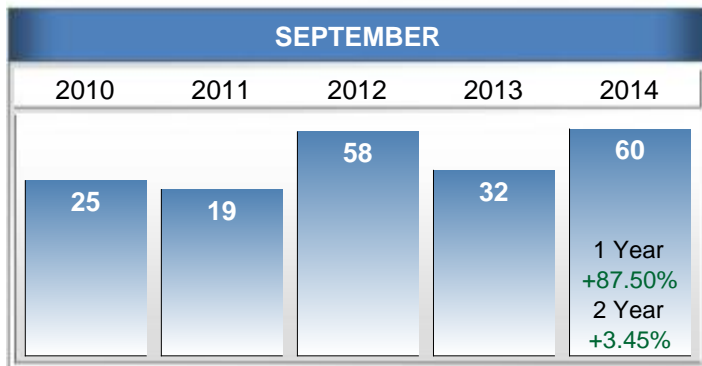
Pending Listings as of Oct 14, 2014



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 | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ | | |
|---|----|--------|------|-----------|--------|----------|----------|-----------|-----------|
| \$40,000 and less | 6 | 10.00% | 67.0 | 3 | 1 | 2 | 0 | | |
| \$40,001 - \$50,000 | 6 | 10.00% | 79.5 | 1 | 5 | 0 | 0 | | |
| \$50,001 - \$80,000 | 8 | 13.33% | 83.5 | 4 | 4 | 0 | 0 | | |
| \$80,001 - \$100,000 | 13 | 21.67% | 69.0 | 2 | 11 | 0 | 0 | | |
| \$100,001 - \$120,000 | 11 | 18.33% | 65.0 | 2 | 9 | 0 | 0 | | |
| \$120,001 - \$240,000 | 10 | 16.67% | 32.0 | 1 | 4 | 4 | 1 | | |
| \$240,001 and up | 6 | 10.00% | 52.0 | 0 | 2 | 3 | 1 | | |
| Total Pending Units: | | | | 60 | 64.0 | 13 | 36 | 9 | 2 |
| Total Pending Volume: | | | | 6,843,310 | | 899.10K | 3.67M | 1.60M | 675.00K |
| Median Listing Price: | | | | \$95,850 | | \$59,900 | \$95,850 | \$174,900 | \$337,500 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

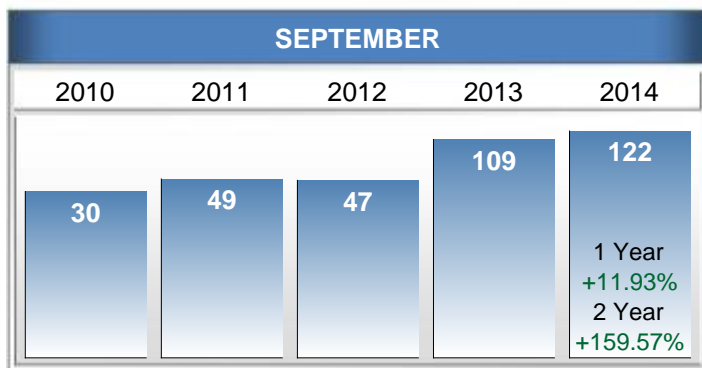
New Listings as of Oct 14, 2014



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 |
| Median New Listed Listing Price: | | | \$47,000 | \$89,900 | \$189,000 | \$0 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

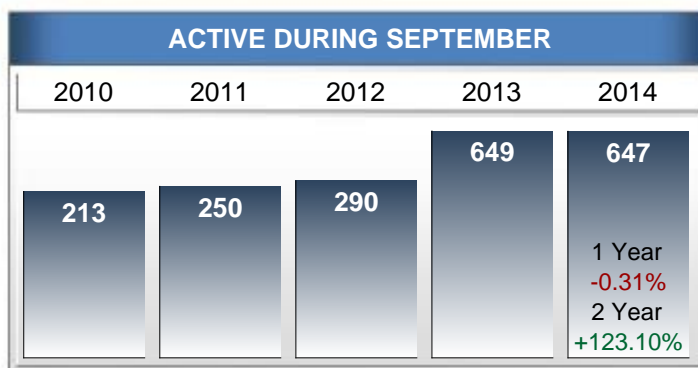
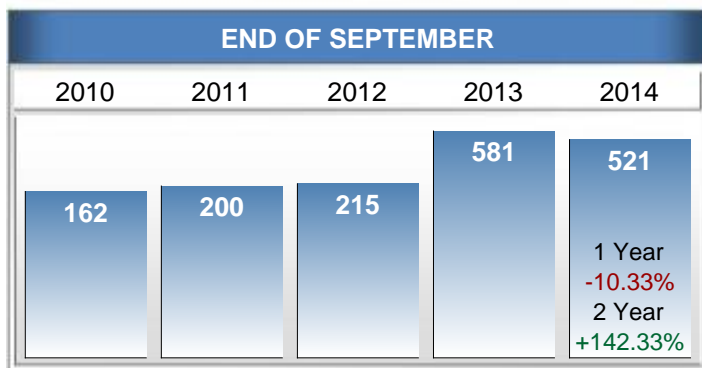
Active Inventory as of Oct 14, 2014



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 |

-1.32% (AUG vs SEP)
-0.76% (SEP vs 5yr Avg)

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | MDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|--|-----|------------|------|----------|----------|-----------|-----------|
| \$20,000 and less | 49 | 9.40% | 56.0 | 46 | 3 | 0 | 0 |
| \$20,001 - \$30,000 | 45 | 8.64% | 97.0 | 37 | 7 | 1 | 0 |
| \$30,001 - \$60,000 | 93 | 17.85% | 98.0 | 54 | 35 | 3 | 1 |
| \$60,001 - \$110,000 | 126 | 24.18% | 86.5 | 29 | 85 | 11 | 1 |
| \$110,001 - \$170,000 | 88 | 16.89% | 76.5 | 18 | 55 | 14 | 1 |
| \$170,001 - \$280,000 | 63 | 12.09% | 75.0 | 9 | 27 | 23 | 4 |
| \$280,001 and up | 57 | 10.94% | 61.0 | 31 | 11 | 13 | 2 |
| Total Active Inventory by Units: | | 521 | 80.0 | 224 | 223 | 65 | 9 |
| Total Active Inventory by Volume: | | 76,290,603 | | 33,31M | 26,43M | 14,51M | 2,04M |
| Median Active Inventory Listing Price: | | \$89,900 | | \$43,750 | \$97,500 | \$179,900 | \$239,900 |



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

September 2014

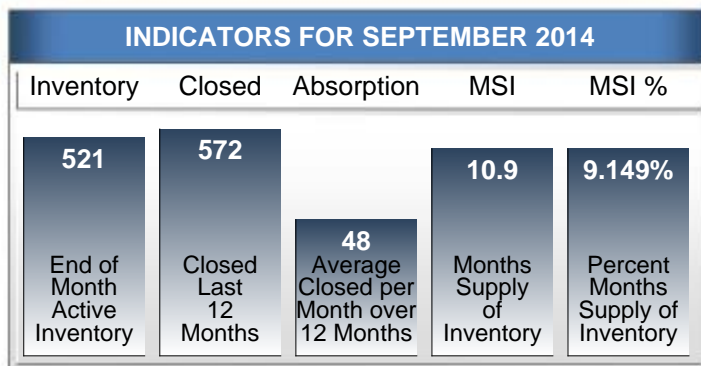
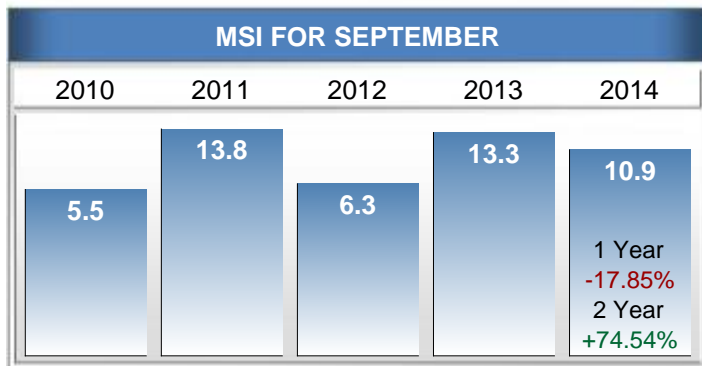
Active Inventory as of Oct 14, 2014



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

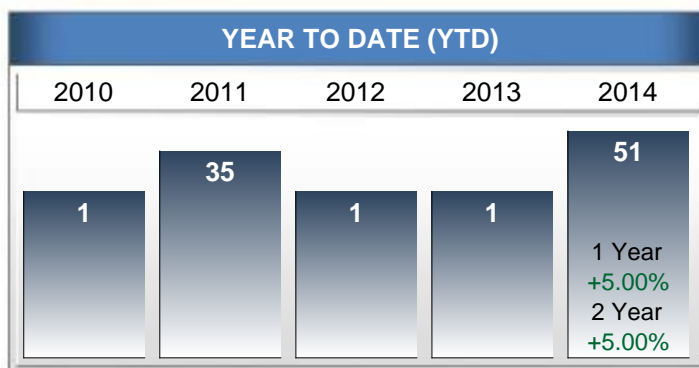
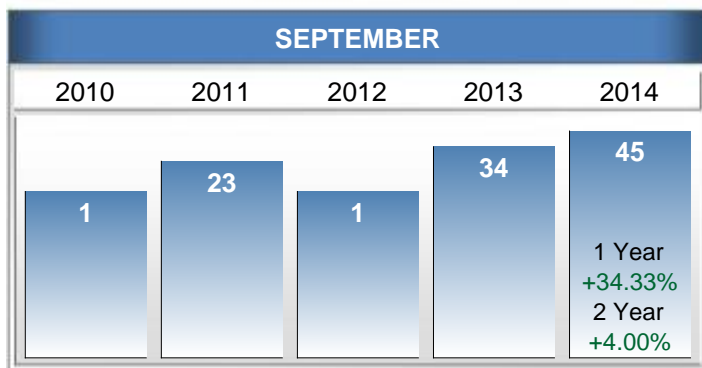
Closed Sales as of Oct 14, 2014



Median Days on Market to Sale

Report Produced on: Oct 14, 2014

Area Delimited by County Of Muskogee



Median Days on Market

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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+ |
|--|----|--|--|--------|-----------|---------|--------|---------|---------|
| \$10,000 and less | 4 | | | 7.55% | 41.5 | 41.5 | 0.0 | 0.0 | 0.0 |
| \$10,001 \$30,000 | 8 | | | 15.09% | 47.0 | 52.0 | 24.0 | 115.0 | 0.0 |
| \$30,001 \$50,000 | 6 | | | 11.32% | 80.0 | 46.0 | 90.0 | 0.0 | 0.0 |
| \$50,001 \$90,000 | 11 | | | 20.75% | 32.0 | 0.0 | 32.0 | 46.5 | 0.0 |
| \$90,001 \$140,000 | 12 | | | 22.64% | 32.0 | 15.0 | 39.0 | 0.0 | 0.0 |
| \$140,001 \$210,000 | 6 | | | 11.32% | 126.0 | 67.0 | 119.0 | 157.0 | 0.0 |
| \$210,001 and up | 6 | | | 11.32% | 34.5 | 0.0 | 31.0 | 1.0 | 54.0 |
| Median Closed DOM: | | | | | 45.0 | 44.0 | 42.0 | 83.5 | 54.0 |
| 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

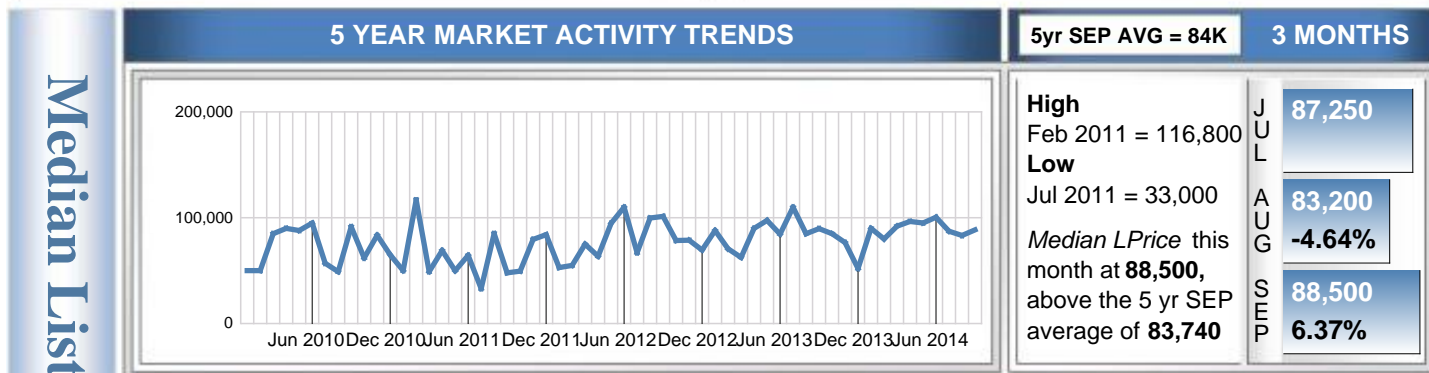
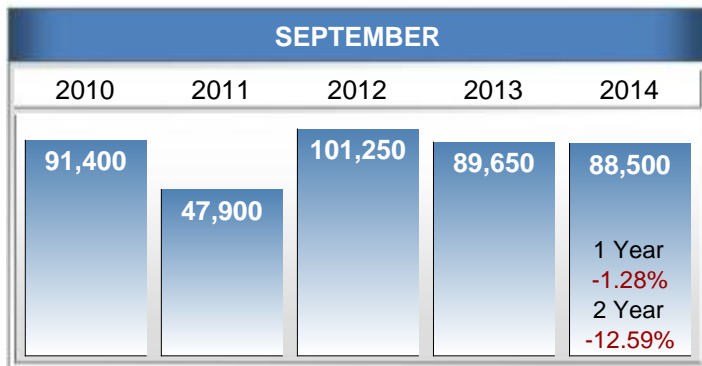
Closed Sales as of Oct 14, 2014



Median List Price at Closing

Report Produced on: Oct 14, 2014

Area Delimited by County Of Muskogee



Median List Price

Ready to Buy or Sell Real Estate?
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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+ |
|---|----|-----------|--------|---------|----------|----------|----------|-----------|
| \$10,000 and less | 5 | | 9.43% | 9,490 | 8,695 | 0 | 10,000 | 0 |
| \$10,001 \$30,000 | 5 | | 9.43% | 19,900 | 22,400 | 19,700 | 25,000 | 0 |
| \$30,001 \$50,000 | 7 | | 13.21% | 40,000 | 39,450 | 46,000 | 35,000 | 0 |
| \$50,001 \$90,000 | 11 | | 20.75% | 71,000 | 0 | 71,000 | 73,750 | 0 |
| \$90,001 \$140,000 | 13 | | 24.53% | 99,900 | 120,000 | 99,700 | 0 | 0 |
| \$140,001 \$210,000 | 6 | | 11.32% | 159,950 | 160,000 | 150,000 | 173,700 | 0 |
| \$210,001 and up | 6 | | 11.32% | 322,200 | 0 | 305,500 | 239,000 | 349,900 |
| Median List Price: | | \$88,500 | | | \$31,200 | \$94,750 | \$73,750 | \$349,900 |
| 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

Data from the Greater Tulsa Association of REALTORS®

September 2014

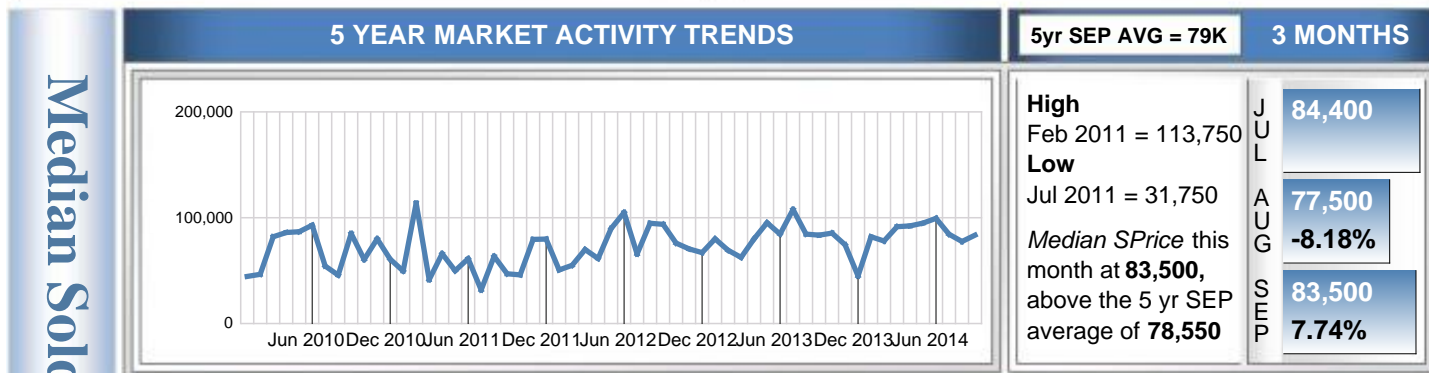
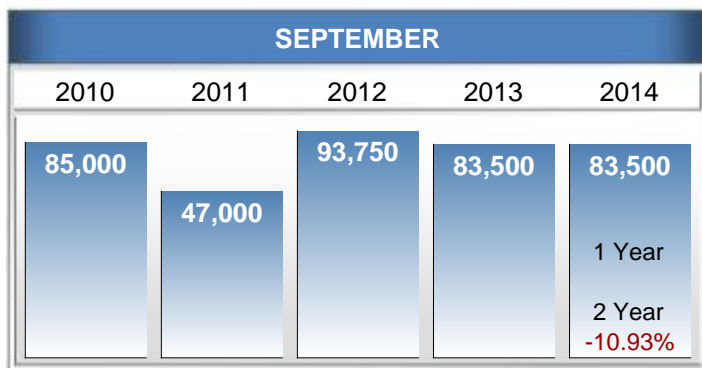
Closed Sales as of Oct 14, 2014



Median Sold Price at Closing

Report Produced on: Oct 14, 2014

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\$\$ | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|----|-----------|--------|---------|----------|----------|----------|-----------|
| \$10,000 and less | 4 | | 7.55% | 6,500 | 6,500 | 0 | 0 | 0 |
| \$10,001 \$30,000 | 8 | | 15.09% | 20,344 | 24,900 | 19,469 | 20,000 | 0 |
| \$30,001 \$50,000 | 6 | | 11.32% | 42,750 | 36,000 | 49,000 | 0 | 0 |
| \$50,001 \$90,000 | 11 | | 20.75% | 71,500 | 0 | 71,500 | 71,250 | 0 |
| \$90,001 \$140,000 | 12 | | 22.64% | 99,900 | 108,000 | 99,900 | 0 | 0 |
| \$140,001 \$210,000 | 6 | | 11.32% | 155,413 | 144,000 | 153,000 | 168,913 | 0 |
| \$210,001 and up | 6 | | 11.32% | 293,750 | 0 | 256,000 | 232,500 | 351,419 |
| Median Closed Price: | | \$83,500 | | | \$27,450 | \$94,200 | \$71,250 | \$351,419 |
| 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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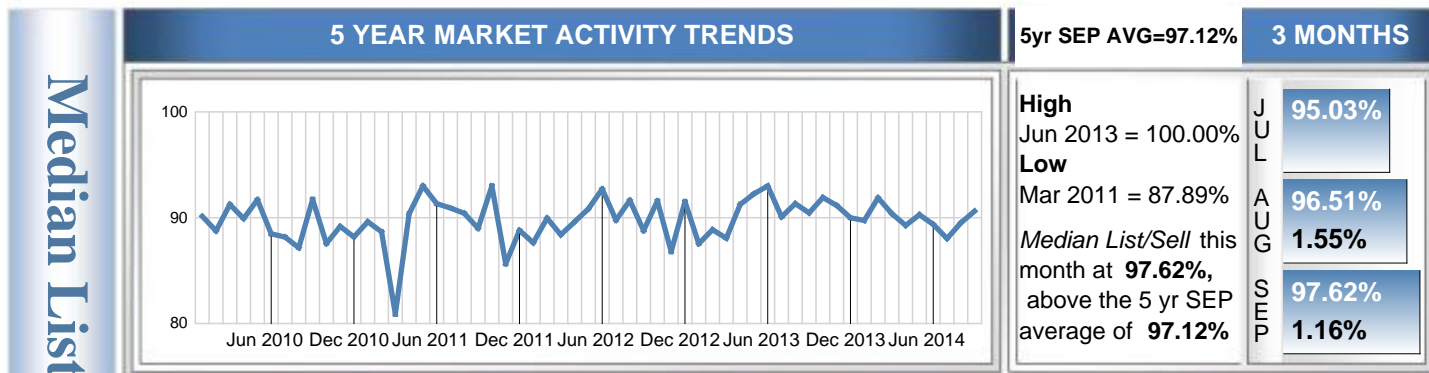
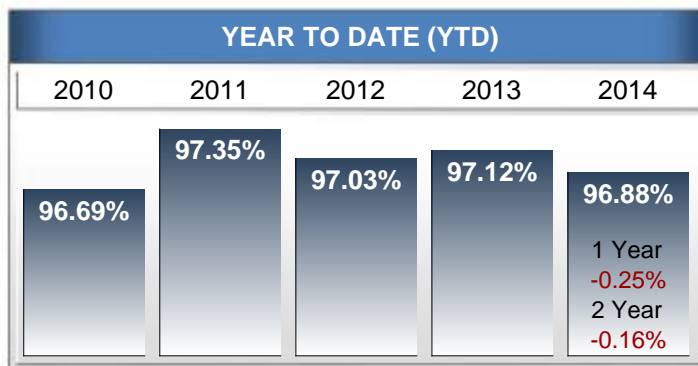
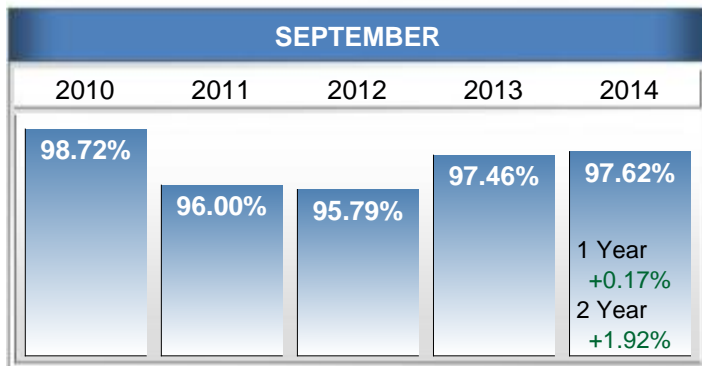
Closed Sales as of Oct 14, 2014



Median Percent of List Price to Selling Price

Report Produced on: Oct 14, 2014

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+ |
|---|-----------|--------|---------|---------|---------|---------|---------|
| \$10,000 and less | 4 | 7.55% | 80.12% | 80.12% | 0.00% | 0.00% | 0.00% |
| \$10,001 \$30,000 | 8 | 15.09% | 97.49% | 94.97% | 98.90% | 100.00% | 0.00% |
| \$30,001 \$50,000 | 6 | 11.32% | 92.30% | 90.01% | 101.12% | 0.00% | 0.00% |
| \$50,001 \$90,000 | 11 | 20.75% | 95.77% | 0.00% | 95.77% | 97.18% | 0.00% |
| \$90,001 \$140,000 | 12 | 22.64% | 100.00% | 90.00% | 100.00% | 0.00% | 0.00% |
| \$140,001 \$210,000 | 6 | 11.32% | 97.14% | 90.00% | 98.28% | 97.35% | 0.00% |
| \$210,001 and up | 6 | 11.32% | 97.45% | 0.00% | 87.18% | 97.28% | 97.62% |
| Median List/Sell Ratio: | 97.62% | | | 90.00% | 99.61% | 97.99% | 97.62% |
| 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

Inventory as of Oct 14, 2014



Market Summary

Report Produced on: Oct 14, 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 | | | 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% |
| Median List Price | 89,650 | 88,500 | -1.28% | 89,500 | 90,000 | 0.56% |
| Median Sale Price | 83,500 | 83,500 | 0.00% | 84,000 | 86,500 | 2.98% |
| Median Percent of List Price to Selling Price | 97.46% | 97.62% | 0.17% | 97.12% | 96.88% | -0.25% |
| Median Days on Market to Sale | 33.50 | 45.00 | 34.33% | 1.00 | 51.00 | 50.00% |
| 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% |

