



August 2013

Area Delimited by County Of Muskogee

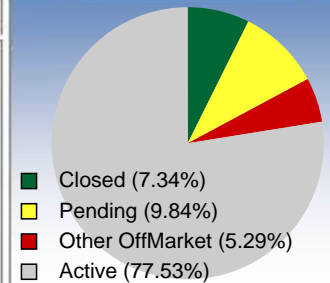


Absorption: Last 12 months, an Average of **43** Sales/Month

Active Inventory as of August 31, 2013 = **528**

	AUGUST		
	2012	2013	+/- %
Closed Listings	40	50	25.00%
Pending Listings	48	67	39.58%
New Listings	77	125	62.34%
Median List Price	99,700	84,875	-14.87%
Median Sale Price	94,750	84,500	-10.82%
Median Percent of List Price to Selling Price	98.63%	98.33%	-0.31%
Median Days on Market to Sale	1.00	21.00	2,000.00%
End of Month Inventory	245	528	115.51%
Months Supply of Inventory	7.64	12.38	62.05%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 17, 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 August 2013 rose **115.51%** to 528 existing homes available for sale. Over the last 12 months this area has had an average of 43 closed sales per month. This represents an unsold inventory index of **12.38** 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 **10.82%** in August 2013 to \$84,500 versus the previous year at \$94,750.

Median Days on Market Lengthens

The median number of **21.00** days that homes spent on the market before selling increased by 20.00 days or **2,000.00%** in August 2013 compared to last year's same month at **1.00** DOM.

Sales Success for August 2013 is Positive

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

There were 125 New Listings in August 2013, up **62.34%** from last year at 77. Furthermore, there were 50 Closed Listings this month versus last year at 40, a **25.00%** increase.

Closed versus Listed trends yielded a **40.0%** ratio, down from last year's August 2013 at **51.9%**, a **23.00%** downswing. This will certainly create pressure on an increasing 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®

August 2013

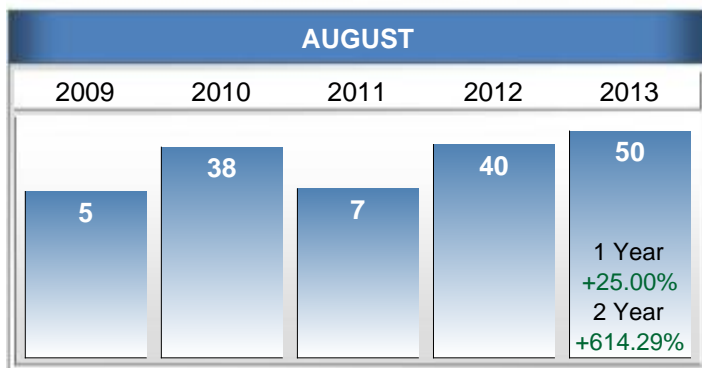
Closed Sales as of Sep 17, 2013



Closed Listings

Report Produced on: Sep 17, 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+
\$10,000 and less	1	2.00%	29.0	1	0	0	0
\$10,001 - \$30,000	9	18.00%	12.0	6	3	0	0
\$30,001 - \$60,000	6	12.00%	29.0	3	3	0	0
\$60,001 - \$100,000	15	30.00%	15.0	0	14	1	0
\$100,001 - \$140,000	7	14.00%	21.0	2	5	0	0
\$140,001 - \$250,000	8	16.00%	26.0	0	3	5	0
\$250,001 and up	4	8.00%	14.5	0	0	4	0
Total Closed Units: 50				21.0			
Total Closed Volume:		5,041,340		509.30K	2.45M	2.09M	0.00B
Median Closed Price:		\$84,500		\$26,000	\$79,450	\$205,550	\$0

Closed Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

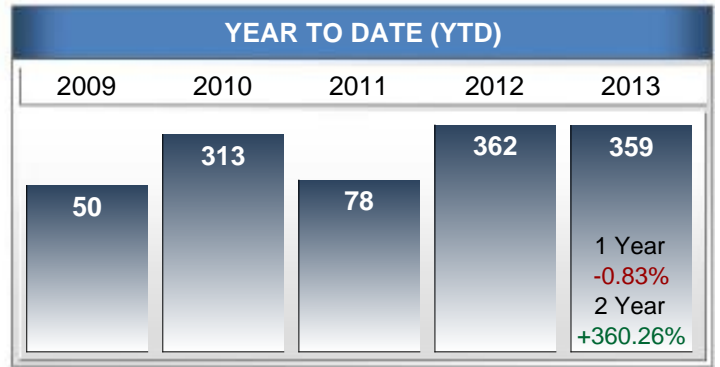
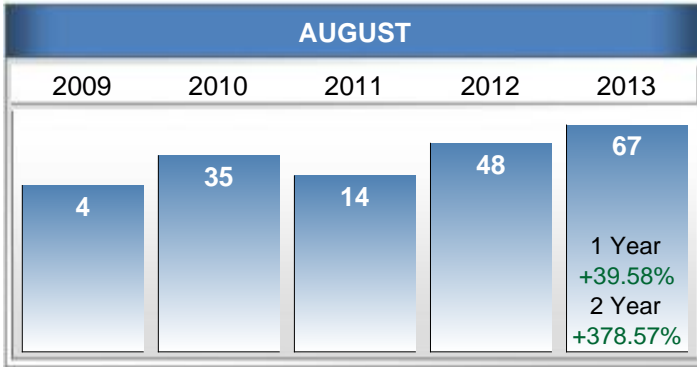
Pending Listings as of Sep 17, 2013



Pending Listings

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



Pending Listings

 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	9	13.43%	35.0	5	2	0	2
\$20,001 \$40,000	6	8.96%	31.5	2	3	1	0
\$40,001 \$60,000	5	7.46%	41.0	2	3	0	0
\$60,001 \$100,000	19	28.36%	6.0	3	16	0	0
\$100,001 \$140,000	11	16.42%	44.0	0	9	2	0
\$140,001 \$190,000	10	14.93%	48.0	1	5	4	0
\$190,001 and up	7	10.45%	14.0	0	1	6	0
Total Pending Units:	67		35.0	13	39	13	2
Total Pending Volume:	7,064,149			623.60K	3.67M	2.74M	29.00K
Median Listing Price:	\$94,500			\$39,900	\$94,500	\$189,900	\$14,500



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

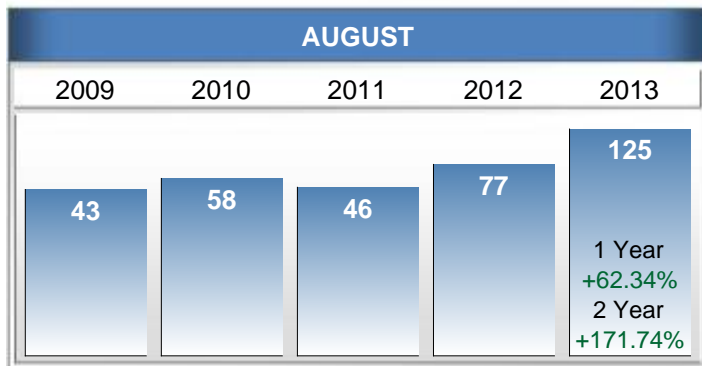
New Listings as of Sep 17, 2013



New Listings

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



New Listings

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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	3	2.40%	2	1	0	0
\$10,001 - \$40,000	23	18.40%	11	8	4	0
\$40,001 - \$70,000	21	16.80%	7	13	1	0
\$70,001 - \$120,000	27	21.60%	9	17	1	0
\$120,001 - \$180,000	20	16.00%	3	12	5	0
\$180,001 - \$250,000	18	14.40%	1	11	5	1
\$250,001 and up	13	10.40%	5	2	6	0
Total New Listed Units:	125		38	64	22	1
Total New Listed Volume:	15,732,573		3.97M	7.30M	4.21M	245.00K
Median New Listed Listing Price:	\$99,500		\$62,450	\$96,350	\$174,950	\$245,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

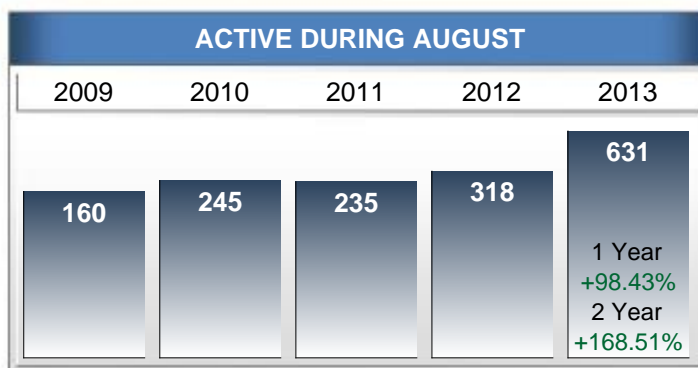
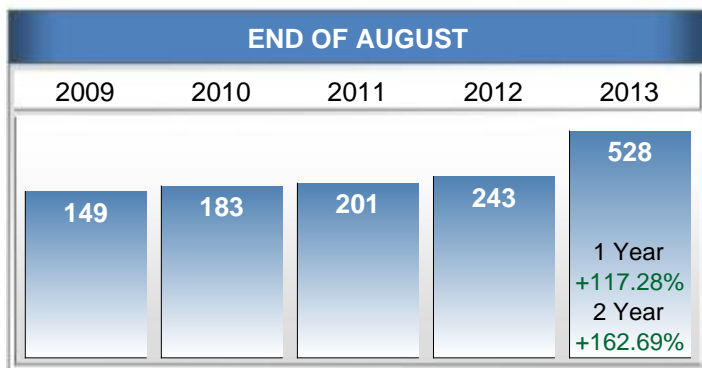
Active Inventory as of Sep 17, 2013



Active Inventory

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



Active Inventory

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr AUG AVG = 261		3 MONTHS	
High	Aug 2013 = 528	JUN	335
Low	Jan 2009 = 104	JUL	506
<i>Inventory this month at 528, above the 5 yr AUG average of 261</i>		AUG	528
			51.04%
			4.35%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	29	5.49%	50.0	27	1	0	1
\$10,001 \$40,000	82	15.53%	61.0	55	16	11	0
\$40,001 \$60,000	68	12.88%	57.0	36	23	7	2
\$60,001 \$130,000	145	27.46%	54.0	29	98	17	1
\$130,001 \$180,000	77	14.58%	56.0	21	46	8	2
\$180,001 \$290,000	70	13.26%	56.5	14	34	20	2
\$290,001 and up	57	10.80%	61.0	24	12	14	7
Total Active Inventory by Units:		528	57.0	206	230	77	15
Total Active Inventory by Volume:		79,862,501		31.91M	29.66M	14.08M	4.22M
Median Active Inventory Listing Price:		\$99,900		\$55,200	\$109,900	\$144,900	\$245,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

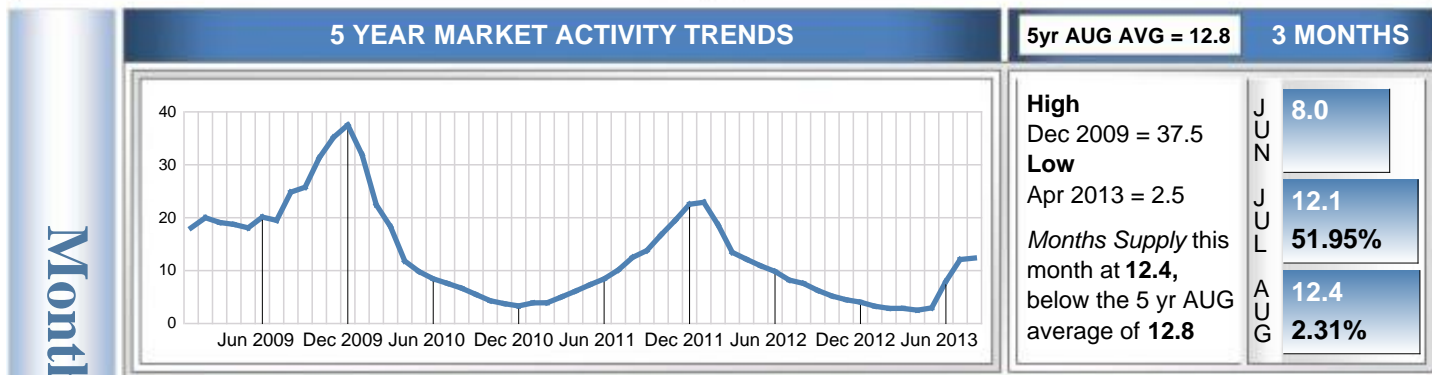
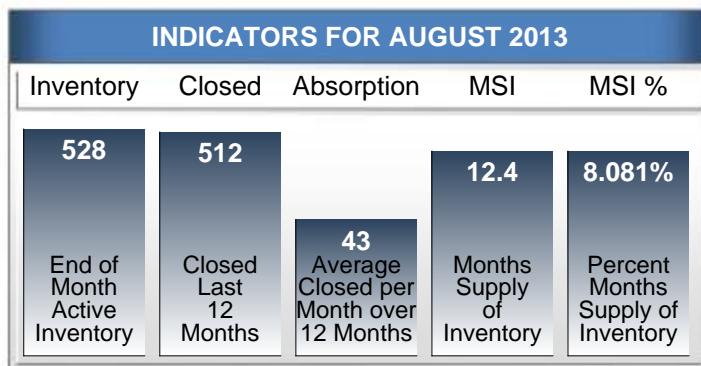
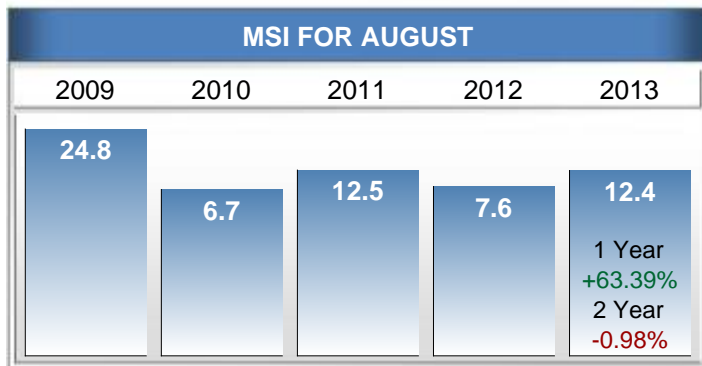
Active Inventory as of Sep 17, 2013



Months Supply of Inventory

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



Months Supply
 Ready to Buy or Sell Real Estate?
 Contact an experienced REALTOR

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	29	5.49%	12.4	15.4	2.4	0.0	12.0
\$10,001 \$40,000	82	15.53%	8.3	9.3	4.5	26.4	0.0
\$40,001 \$60,000	68	12.88%	16.0	19.6	10.2	84.0	24.0
\$60,001 \$130,000	145	27.46%	10.1	12.0	9.5	10.7	12.0
\$130,001 \$180,000	77	14.58%	13.4	28.0	11.5	8.0	0.0
\$180,001 \$290,000	70	13.26%	15.0	28.0	14.6	12.6	8.0
\$290,001 and up	57	10.80%	42.8	144.0	72.0	15.3	84.0
MSI:			12.4	15.5	10.0	13.6	25.7
Total Active Inventory:			528	206	230	77	15



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

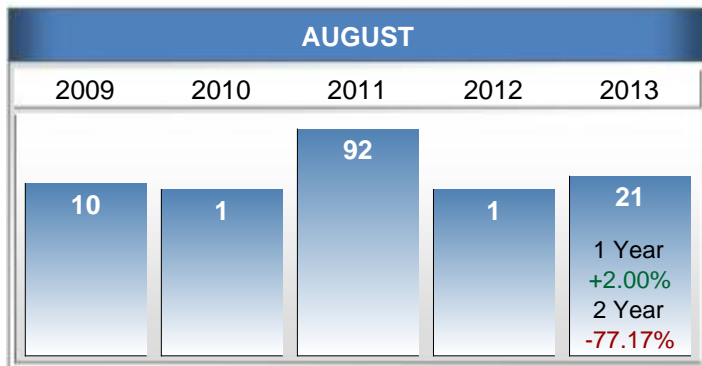
Closed Sales as of Sep 17, 2013



Median Days on Market to Sale

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



Median Days on Market

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	1			2.00%	29.0	29.0	0.0	0.0	0.0
\$10,001 \$30,000	9			18.00%	12.0	7.0	38.0	0.0	0.0
\$30,001 \$60,000	6			12.00%	29.0	15.0	30.0	0.0	0.0
\$60,001 \$100,000	15			30.00%	15.0	0.0	18.5	15.0	0.0
\$100,001 \$140,000	7			14.00%	21.0	21.0	21.0	0.0	0.0
\$140,001 \$250,000	8			16.00%	26.0	0.0	35.0	21.0	0.0
\$250,001 and up	4			8.00%	14.5	0.0	0.0	14.5	0.0
Median Closed DOM:					21.0	14.5	24.5	18.0	0.0
Total Closed Units:					50	12	28	10	0.0
Total Closed Volume:					5,041,340	509.30K	2.45M	2.09M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

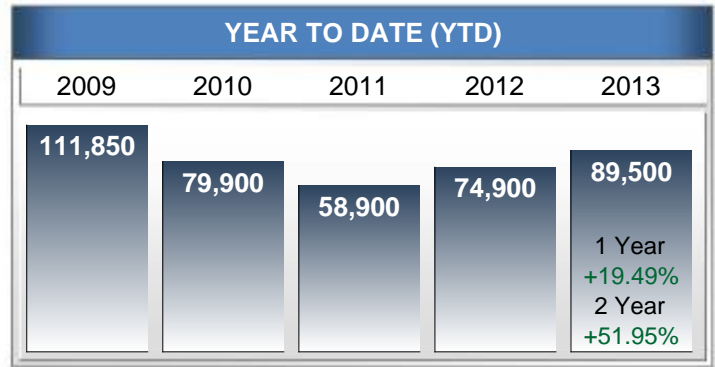
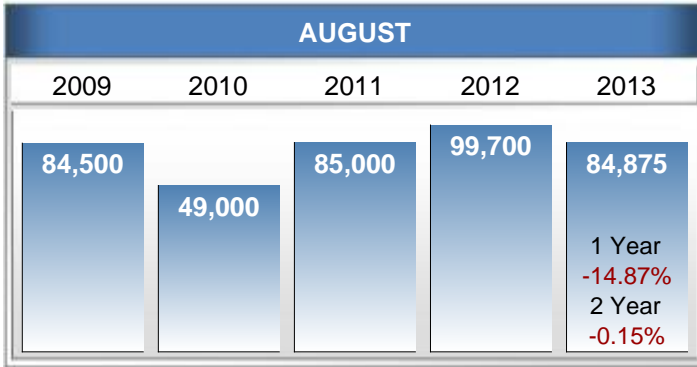
Closed Sales as of Sep 17, 2013



Median List Price at Closing

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



Median List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	1		2.00%	8,900	8,900	0	0	0
\$10,001 - \$30,000	7		14.00%	16,500	15,900	20,000	0	0
\$30,001 - \$60,000	7		14.00%	38,500	36,750	50,000	0	0
\$60,001 - \$100,000	15		30.00%	71,900	70,000	71,900	89,500	0
\$100,001 - \$140,000	6		12.00%	112,450	129,500	110,000	0	0
\$140,001 - \$250,000	10		20.00%	162,000	150,000	180,950	169,000	0
\$250,001 and up	4		8.00%	305,250	0	0	305,250	0
Median List Price:		\$84,875			\$34,750	\$79,825	\$206,900	\$0
Total Closed Units:		50			12	28	10	
Total List Volume:		5,259,049			595.10K	2.47M	2.20M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

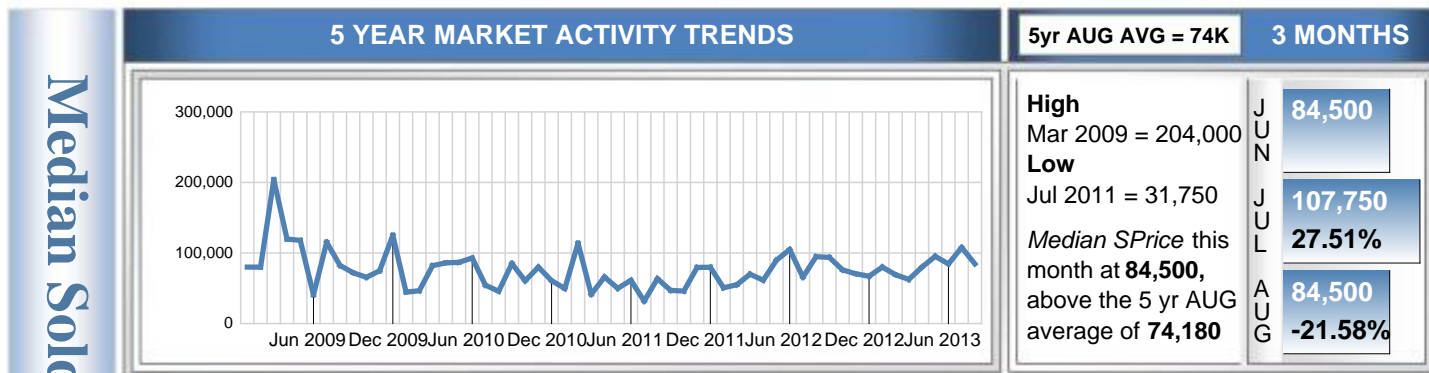
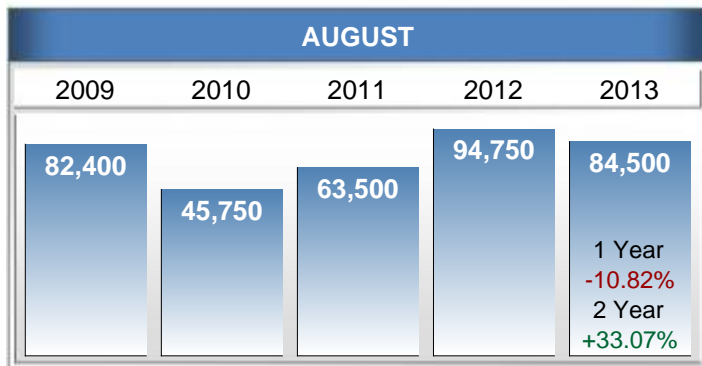
Closed Sales as of Sep 17, 2013



Median Sold Price at Closing

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



Median Sold Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	1			2.00%	4,000	4,000	0	0	0
\$10,001 - \$30,000	9			18.00%	15,900	18,700	12,000	0	0
\$30,001 - \$60,000	6			12.00%	47,375	49,000	45,750	0	0
\$60,001 - \$100,000	15			30.00%	74,900	0	72,700	85,000	0
\$100,001 - \$140,000	7			14.00%	114,900	126,500	114,900	0	0
\$140,001 - \$250,000	8			16.00%	173,800	0	218,000	159,500	0
\$250,001 and up	4			8.00%	282,250	0	0	282,250	0
Median Closed Price:		\$84,500				\$26,000	\$79,450	\$205,550	\$0
Total Closed Units:		50				12	28	10	
Total Closed Volume:		5,041,340				509.30K	2.45M	2.09M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

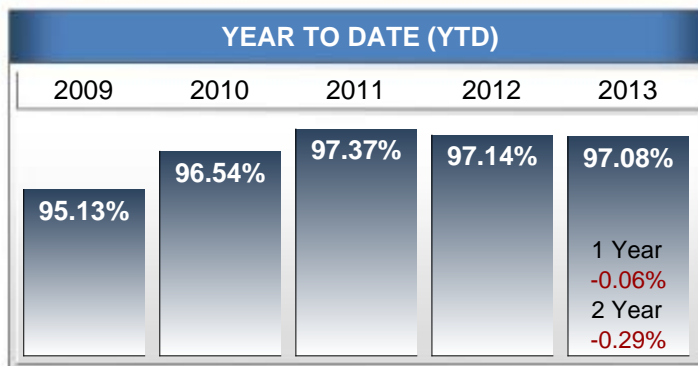
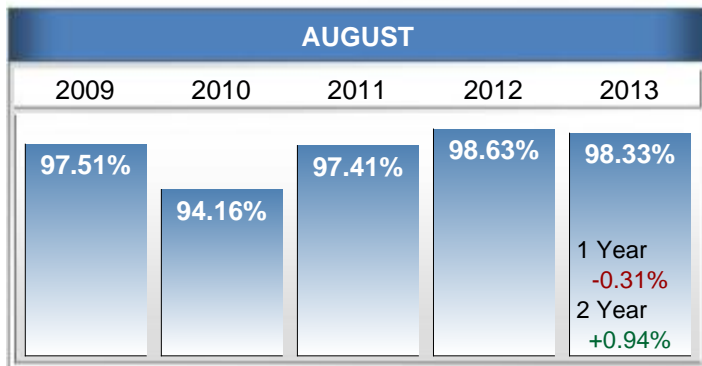
Closed Sales as of Sep 17, 2013



Median Percent of List Price to Selling Price

Report Produced on: Sep 17, 2013

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 \$avgmed L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	2.00%	44.94%	44.94%	0.00%	0.00%	0.00%
\$10,001 \$30,000	9	18.00%	77.14%	83.21%	72.73%	0.00%	0.00%
\$30,001 \$60,000	6	12.00%	91.20%	90.91%	91.50%	0.00%	0.00%
\$60,001 \$100,000	15	30.00%	100.00%	0.00%	100.00%	94.97%	0.00%
\$100,001 \$140,000	7	14.00%	98.84%	91.09%	100.00%	0.00%	0.00%
\$140,001 \$250,000	8	16.00%	100.00%	0.00%	101.44%	97.42%	0.00%
\$250,001 and up	4	8.00%	92.88%	0.00%	0.00%	92.88%	0.00%
Median List/Sell Ratio:	98.33%			86.31%	100.00%	95.87%	0.00%
Total Closed Units:	50			12	28	10	
Total Closed Volume:	5,041,340			509.30K	2.45M	2.09M	0.00B



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

August 2013

Inventory as of Sep 17, 2013



Market Summary

Report Produced on: Sep 17, 2013

Area Delimited by County Of Muskogee



Absorption: Last 12 months, an Average of 43 Sales/Month

Active Inventory as of August 31, 2013 = 528

	AUGUST			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	40	50	25.00%	339	337	-0.59%
Pending Sales	48	67	39.58%	362	359	-0.83%
New Listings	77	125	62.34%	538	888	65.06%
Median List Price	99,700	84,875	-14.87%	74,900	89,500	19.49%
Median Sale Price	94,750	84,500	-10.82%	70,500	84,000	19.15%
Median Percent of List Price to Selling Price	98.63%	98.33%	-0.31%	97.14%	97.08%	-0.06%
Median Days on Market to Sale	1.00	21.00	2,000.00%	1.00	1.00	0.00%
Monthly Inventory	245	528	115.51%	245	528	115.51%
Months Supply of Inventory	7.64	12.38	62.05%	7.64	12.38	62.05%

