



December 2013

Area Delimited by County Of Muskogee

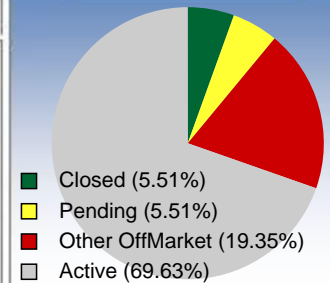


Absorption: Last 12 months, an Average of **43** Sales/Month

Active Inventory as of December 31, 2013 = **493**

	DECEMBER		
	2012	2013	+/- %
Closed Listings	34	39	14.71%
Pending Listings	34	39	14.71%
New Listings	41	99	141.46%
Median List Price	69,450	52,000	-25.13%
Median Sale Price	67,000	45,000	-32.84%
Median Percent of List Price to Selling Price	98.51%	97.00%	-1.54%
Median Days on Market to Sale	1.00	75.00	7,400.00%
End of Month Inventory	173	493	184.97%
Months Supply of Inventory	4.04	11.60	187.21%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 13, 2014

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 December 2013 rose **184.97%** to 493 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 **11.60** 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 **32.84%** in December 2013 to \$45,000 versus the previous year at \$67,000.

Median Days on Market Lengthens

The median number of **75.00** days that homes spent on the market before selling increased by 74.00 days or **7,400.00%** in December 2013 compared to last year's same month at **1.00** DOM.

Sales Success for December 2013 is Positive

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

There were 99 New Listings in December 2013, up **141.46%** from last year at 41. Furthermore, there were 39 Closed Listings this month versus last year at 34, a **14.71%** increase.

Closed versus Listed trends yielded a **39.4%** ratio, down from last year's December 2013 at **82.9%**, a **52.50%** 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.

Are You Ready to Buy or Sell Real Estate?

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Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

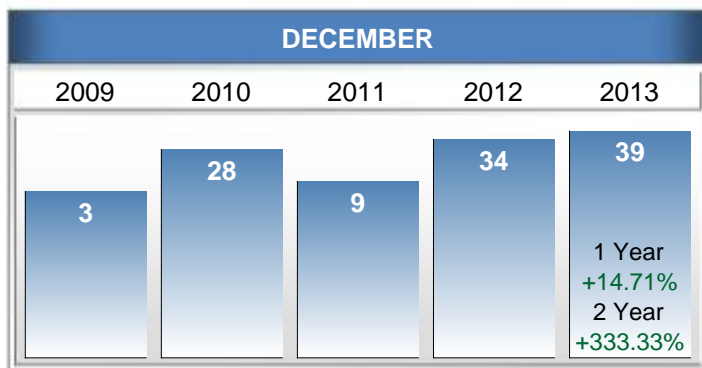
Closed Sales as of Jan 13, 2014



Closed Listings

Report Produced on: Jan 13, 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+
\$0 and less	0	0.00%	0.0	0	0	0	0
\$1-\$10,000	5	12.82%	84.0	3	0	1	1
\$10,001-\$30,000	7	17.95%	26.0	4	0	3	0
\$30,001-\$60,000	11	28.21%	75.0	4	5	2	0
\$60,001-\$80,000	6	15.38%	42.5	1	5	0	0
\$80,001-\$140,000	6	15.38%	115.0	1	4	1	0
\$140,001 and up	4	10.26%	127.0	1	2	1	0
Total Closed Units:	39		75.0	14	16	8	1
Total Closed Volume:	2,357,816			551.98K	1.32M	478.98K	9,500
Median Closed Price:	\$45,000			\$26,750	\$69,250	\$29,525	\$9,500

Closed Listings

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Monthly Inventory Analysis

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December 2013

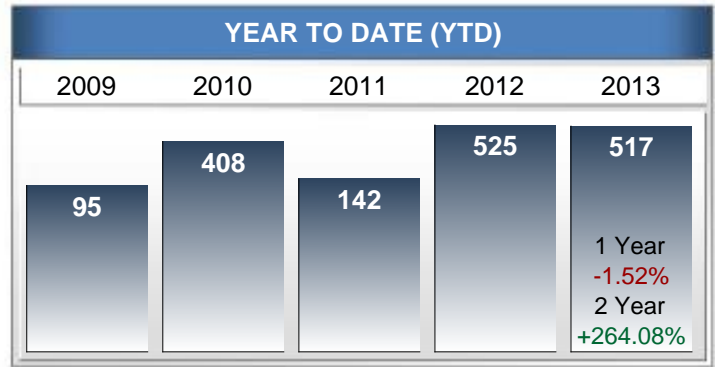
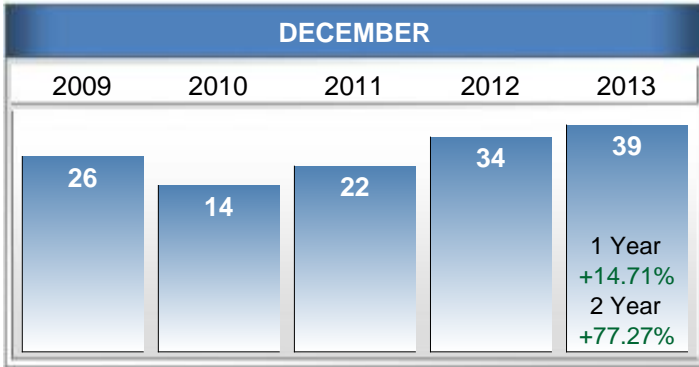
Pending Listings as of Jan 13, 2014



Pending Listings

Report Produced on: Jan 13, 2014

Area Delimited by County Of Muskogee



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	3	7.69%	78.0	0	1	2	0
\$10,001 \$30,000	5	12.82%	119.0	5	0	0	0
\$30,001 \$70,000	6	15.38%	101.5	0	5	1	0
\$70,001 \$130,000	9	23.08%	104.0	1	7	1	0
\$130,001 \$150,000	6	15.38%	140.0	1	4	1	0
\$150,001 \$190,000	4	10.26%	72.0	1	3	0	0
\$190,001 and up	6	15.38%	48.0	1	0	5	0
Total Pending Units: 39				97.0	9	20	10
Total Pending Volume: 4,566,529					1.29M	1.93M	1.35M
Median Listing Price: \$95,000					\$24,999	\$92,450	\$167,465
							0.00B
							\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

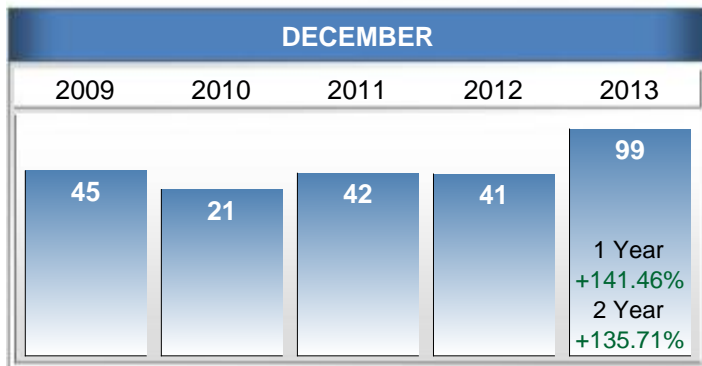
New Listings as of Jan 13, 2014



New Listings

Report Produced on: Jan 13, 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	10	10.10%	7	3	0	0
\$20,001 \$30,000	14	14.14%	11	3	0	0
\$30,001 \$40,000	10	10.10%	7	1	2	0
\$40,001 \$130,000	27	27.27%	10	14	2	1
\$130,001 \$160,000	12	12.12%	5	6	1	0
\$160,001 \$290,000	16	16.16%	5	8	3	0
\$290,001 and up	10	10.10%	8	1	0	1
Total New Listed Units:			53	36	8	2
Total New Listed Volume:			7.95M	4.11M	1.07M	482.00K
Median New Listed Listing Price:			\$41,500	\$97,750	\$133,400	\$241,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

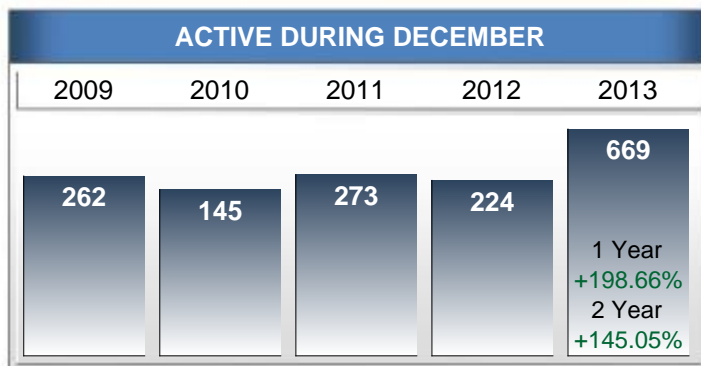
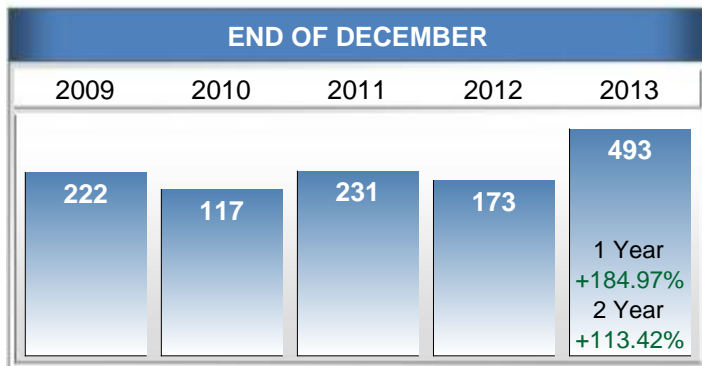
Active Inventory as of Jan 13, 2014



Active Inventory

Report Produced on: Jan 13, 2014

Area Delimited by County Of Muskogee



Active Inventory

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5yr DEC AVG = 247 **3 MONTHS**

High
Oct 2013 = 590

Low
Jan 2009 = 104

Inventory this month at **493**, above the 5 yr DEC average of **247**

OCT	590
NOV	570
DEC	493
	-3.39%
	-13.51%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	23	4.67%	172.0	22	1	0	0
\$10,001 \$30,000	65	13.18%	84.0	44	13	8	0
\$30,001 \$60,000	86	17.44%	91.5	45	29	10	2
\$60,001 \$120,000	122	24.75%	95.0	34	80	7	1
\$120,001 \$180,000	85	17.24%	110.0	23	51	11	0
\$180,001 \$290,000	61	12.37%	95.0	16	25	18	2
\$290,001 and up	51	10.34%	79.0	29	7	11	4
Total Active Inventory by Units:		493	96.0	213	206	65	9
Total Active Inventory by Volume:		73,829,867		34.34M	24.59M	12.23M	2.67M
Median Active Inventory Listing Price:		\$97,000		\$59,500	\$102,700	\$154,000	\$275,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2013

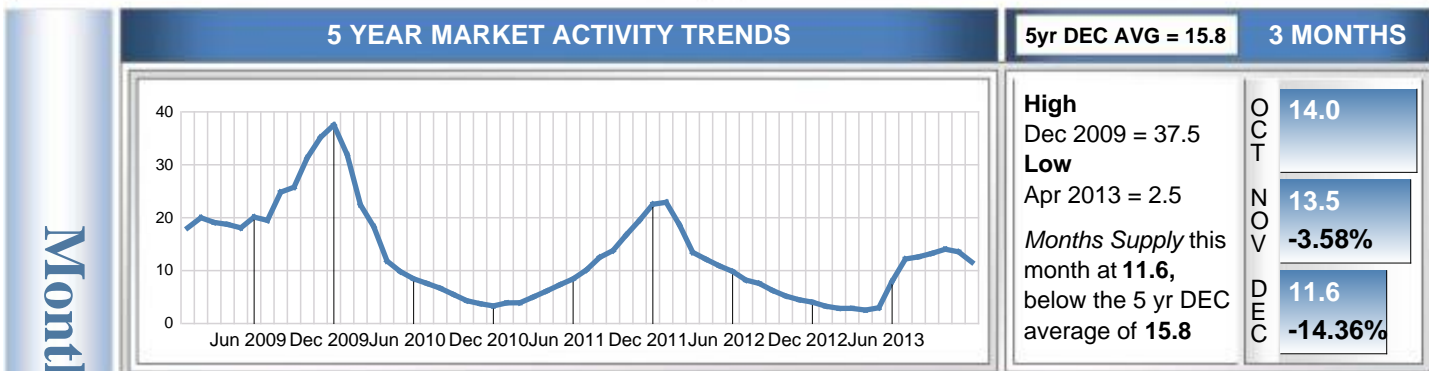
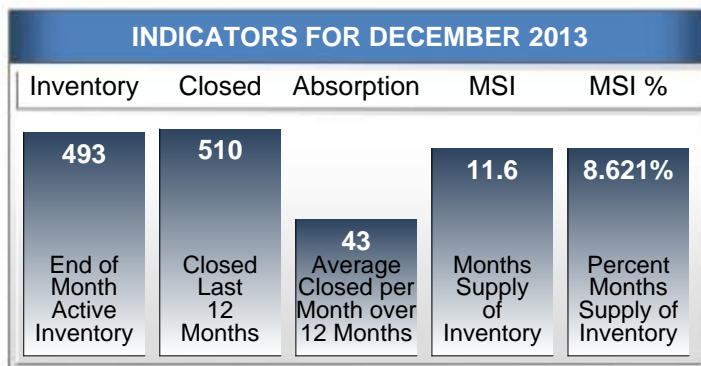
Active Inventory as of Jan 13, 2014



Months Supply of Inventory

Report Produced on: Jan 13, 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+
\$10,000 and less	23	4.67%	10.2	13.9	2.4	0.0	0.0
\$10,001 \$30,000	65	13.18%	8.9	10.4	5.4	13.7	0.0
\$30,001 \$60,000	86	17.44%	12.4	16.9	7.7	24.0	24.0
\$60,001 \$120,000	122	24.75%	9.2	19.4	7.8	6.0	12.0
\$120,001 \$180,000	85	17.24%	11.6	30.7	10.0	7.3	0.0
\$180,001 \$290,000	61	12.37%	15.6	64.0	13.6	10.8	12.0
\$290,001 and up	51	10.34%	34.0	174.0	28.0	10.2	0.0
MSI:			11.6	18.7	8.6	10.0	15.4
Total Active Inventory:			493	213	206	65	9



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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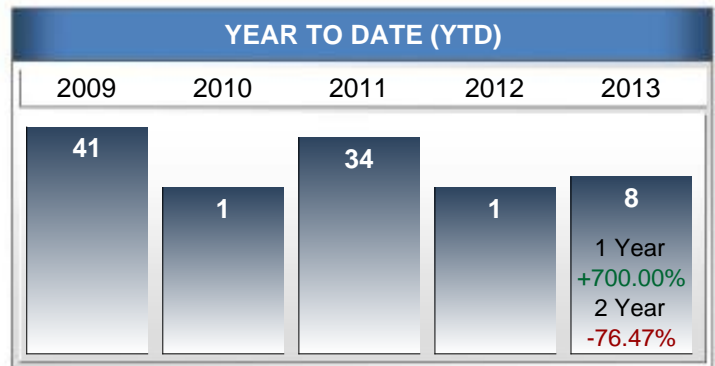
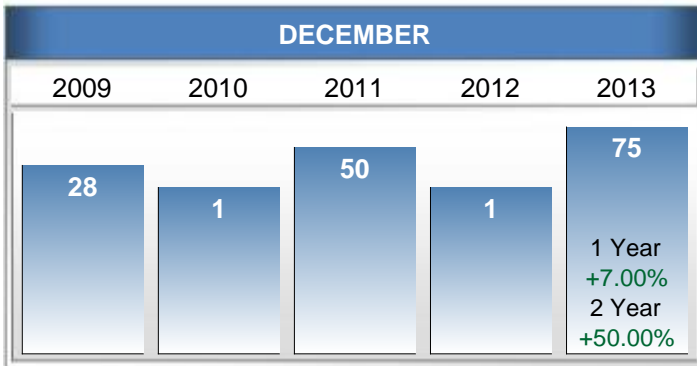
Closed Sales as of Jan 13, 2014



Median Days on Market to Sale

Report Produced on: Jan 13, 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+
\$0 and less	0			0.00%	79.0	0.0	0.0	0.0	0.0
\$1 \$10,000	5			12.82%	84.0	125.0	0.0	78.0	84.0
\$10,001 \$30,000	7			17.95%	26.0	66.5	0.0	19.0	0.0
\$30,001 \$60,000	11			28.21%	75.0	100.5	75.0	23.5	0.0
\$60,001 \$80,000	6			15.38%	42.5	50.0	35.0	0.0	0.0
\$80,001 \$140,000	6			15.38%	115.0	104.0	82.5	126.0	0.0
\$140,001 and up	4			10.26%	127.0	175.0	91.5	136.0	0.0
Median Closed DOM:					75.0	105.5	65.5	28.5	84.0
Total Closed Units:					39	14	16	8	1
Total Closed Volume:					2,357,816	551.98K	1.32M	478.98K	9,500



Monthly Inventory Analysis

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December 2013

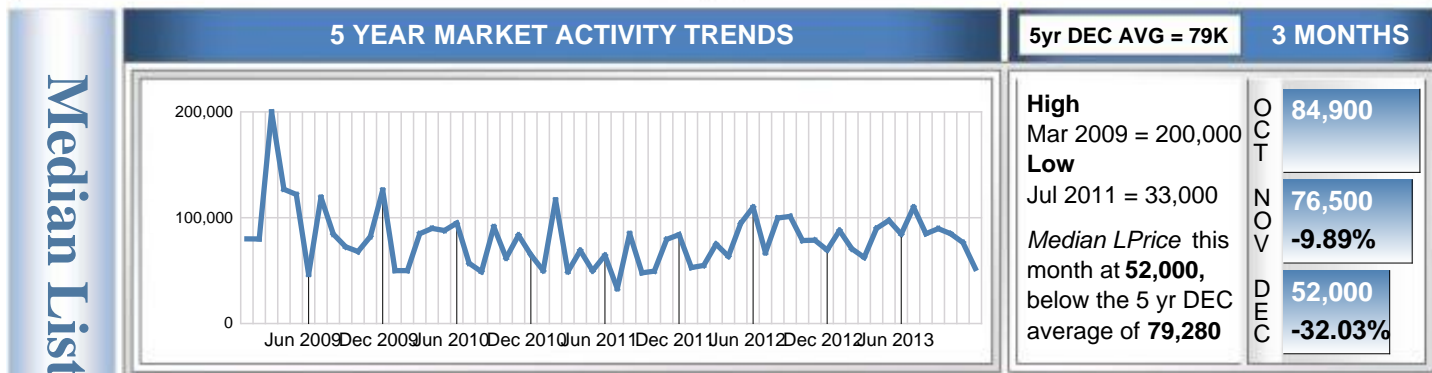
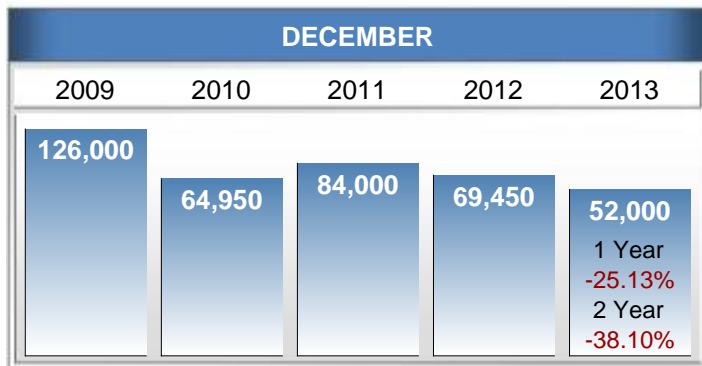
Closed Sales as of Jan 13, 2014



Median List Price at Closing

Report Produced on: Jan 13, 2014

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+
\$0 and less	0		0.00%	127	0	0	0	0
\$1 \$10,000	4		10.26%	8,450	6,700	0	9,000	9,500
\$10,001 \$30,000	8		20.51%	16,500	15,000	0	18,000	0
\$30,001 \$60,000	10		25.64%	39,980	37,900	40,460	43,500	0
\$60,001 \$80,000	7		17.95%	69,000	63,800	74,900	0	0
\$80,001 \$140,000	6		15.38%	94,450	84,000	109,450	99,900	0
\$140,001 and up	4		10.26%	169,900	145,000	169,900	249,900	0
Median List Price:	\$52,000				\$29,750	\$74,950	\$31,000	\$9,500
Total Closed Units:	39				14	16	8	1
Total List Volume:	2,473,259				583.80K	1.37M	505.80K	9,500



Monthly Inventory Analysis

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December 2013

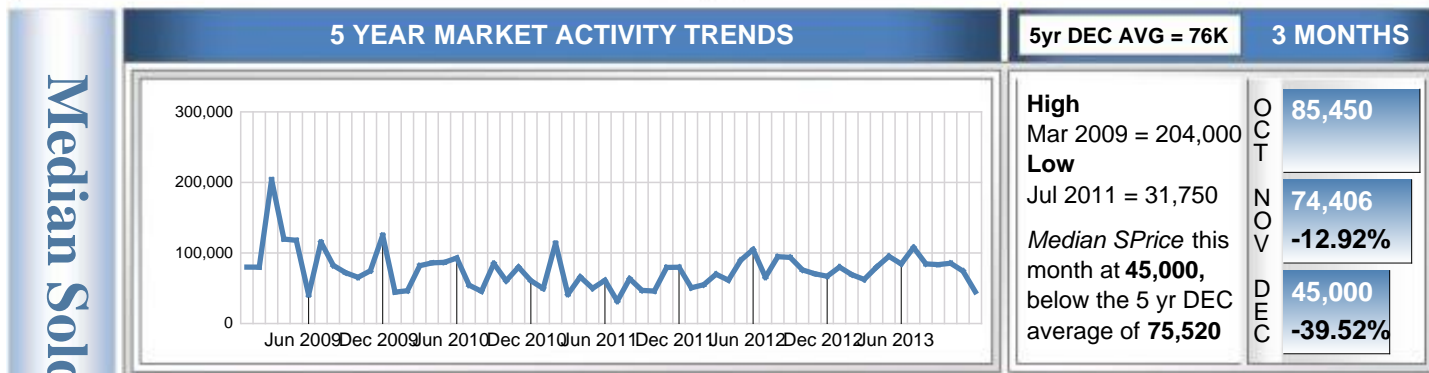
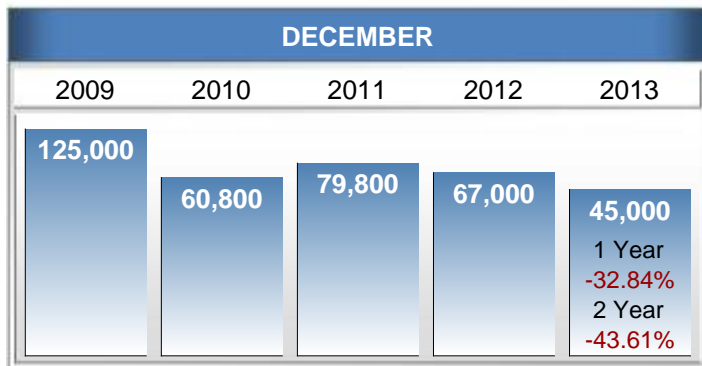
Closed Sales as of Jan 13, 2014



Median Sold Price at Closing

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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+
\$0 and less	0		0.00%	169,900	0	0	0	0
\$1 \$10,000	5		12.82%	9,000	6,000	0	9,000	9,500
\$10,001 \$30,000	7		17.95%	14,929	15,250	0	14,929	0
\$30,001 \$60,000	11		28.21%	40,000	42,000	40,000	38,500	0
\$60,001 \$80,000	6		15.38%	64,950	64,700	65,000	0	0
\$80,001 \$140,000	6		15.38%	91,950	84,000	107,450	99,000	0
\$140,001 and up	4		10.26%	168,000	142,000	168,000	238,000	0
Median Closed Price:	\$45,000				\$26,750	\$69,250	\$29,525	\$9,500
Total Closed Units:	39				14	16	8	1
Total Closed Volume:	2,357,816				551.98K	1.32M	478.98K	9,500



Monthly Inventory Analysis

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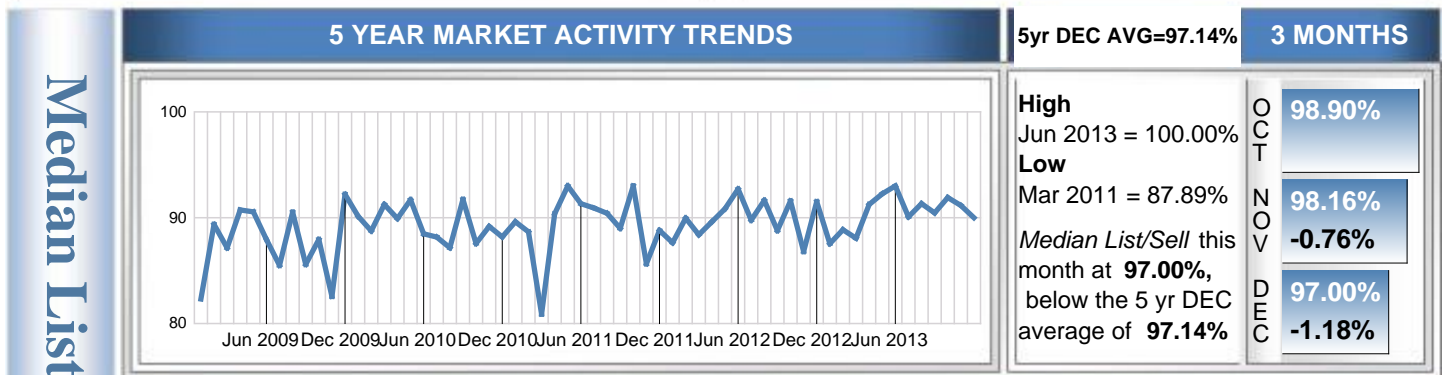
Closed Sales as of Jan 13, 2014



Median Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



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+
\$0 and less	0	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%
\$1 \$10,000	5	12.82%	100.00%	75.95%	0.00%	100.00%	100.00%
\$10,001 \$30,000	7	17.95%	93.48%	93.41%	0.00%	99.53%	0.00%
\$30,001 \$60,000	11	28.21%	92.30%	92.52%	94.18%	88.98%	0.00%
\$60,001 \$80,000	6	15.38%	96.36%	99.54%	95.73%	0.00%	0.00%
\$80,001 \$140,000	6	15.38%	100.00%	100.00%	100.00%	99.10%	0.00%
\$140,001 and up	4	10.26%	98.16%	97.93%	98.91%	95.24%	0.00%
Median List/Sell Ratio:	97.00%			93.41%	97.56%	97.17%	100.00%
Total Closed Units:	39			14	16	8	1
Total Closed Volume:	2,357,816			551.98K	1.32M	478.98K	9,500

Median List/Sell Price

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December 2013

Inventory as of Jan 13, 2014



Market Summary

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Area Delimited by County Of Muskogee



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

Active Inventory as of December 31, 2013 = 493

	DECEMBER			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	34	39	14.71%	514	510	-0.78%
Pending Sales	34	39	14.71%	525	517	-1.52%
New Listings	41	99	141.46%	707	1,281	81.19%
Median List Price	69,450	52,000	-25.13%	75,000	84,250	12.33%
Median Sale Price	67,000	45,000	-32.84%	73,900	80,000	8.25%
Median Percent of List Price to Selling Price	98.51%	97.00%	-1.54%	97.14%	97.29%	0.16%
Median Days on Market to Sale	1.00	75.00	7,400.00%	1.00	8.00	700.00%
Monthly Inventory	173	493	184.97%	173	493	184.97%
Months Supply of Inventory	4.04	11.60	187.21%	4.04	11.60	187.21%

