



October 2013

Area Delimited by County Of Muskogee

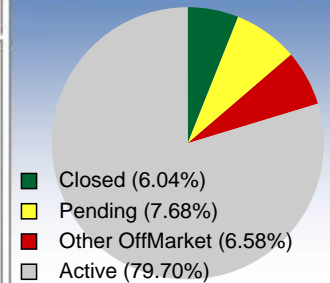


Absorption: Last 12 months, an Average of **42** Sales/Month

Active Inventory as of October 31, 2013 = **581**

	OCTOBER		
	2012	2013	+/- %
Closed Listings	64	44	-31.25%
Pending Listings	37	56	51.35%
New Listings	37	114	208.11%
Median List Price	78,450	84,900	8.22%
Median Sale Price	76,000	85,450	12.43%
Median Percent of List Price to Selling Price	98.58%	98.90%	0.33%
Median Days on Market to Sale	1.00	45.50	4,450.00%
End of Month Inventory	200	581	190.50%
Months Supply of Inventory	5.25	13.83	163.41%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 13, 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 October 2013 rose **190.50%** to 581 existing homes available for sale. Over the last 12 months this area has had an average of 42 closed sales per month. This represents an unsold inventory index of **13.83** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **12.43%** in October 2013 to \$85,450 versus the previous year at \$76,000.

Median Days on Market Lengthens

The median number of **45.50** days that homes spent on the market before selling increased by 44.50 days or **4,450.00%** in October 2013 compared to last year's same month at **1.00** DOM.

Sales Success for October 2013 is Positive

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

There were 114 New Listings in October 2013, up **208.11%** from last year at 37. Furthermore, there were 44 Closed Listings this month versus last year at 64, a **-31.25%** decrease.

Closed versus Listed trends yielded a **38.6%** ratio, down from last year's October 2013 at **173.0%**, a **77.69%** 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®

October 2013

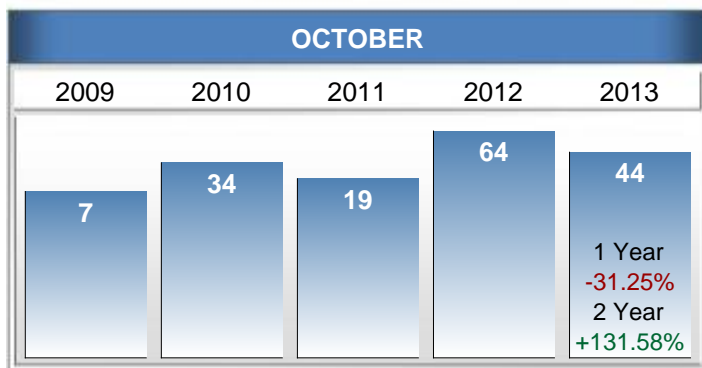
Closed Sales as of Nov 13, 2013



Closed Listings

Report Produced on: Nov 13, 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	4	9.09%	100.5	2	1	0	1
\$10,001 - \$20,000	5	11.36%	15.0	1	3	1	0
\$20,001 - \$50,000	7	15.91%	56.0	2	5	0	0
\$50,001 - \$100,000	10	22.73%	31.0	2	8	0	0
\$100,001 - \$130,000	6	13.64%	47.0	0	6	0	0
\$130,001 - \$190,000	7	15.91%	55.0	0	5	2	0
\$190,001 and up	5	11.36%	50.0	0	1	4	0
Total Closed Units:	44		45.5	7	29	7	1
Total Closed Volume:	4,323,017			262.70K	2.58M	1.47M	5,000
Median Closed Price:	\$85,450			\$35,000	\$88,900	\$199,901	\$5,000

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

Pending Listings as of Nov 13, 2013



Pending Listings

Report Produced on: Nov 13, 2013

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Pending Listings

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5yr OCT AVG = 30	3 MONTHS										
High Aug 2013 = 65 Low Jun 2011 = 3 <i>Pending Listing</i> this month at 56 , above the 5 yr OCT average of 30	<table border="1"> <tr> <td>AUG</td> <td>65</td> </tr> <tr> <td>SEP</td> <td>33</td> </tr> <tr> <td colspan="2">-49.23%</td> </tr> <tr> <td>OCT</td> <td>56</td> </tr> <tr> <td colspan="2">69.70%</td> </tr> </table>	AUG	65	SEP	33	-49.23%		OCT	56	69.70%	
AUG	65										
SEP	33										
-49.23%											
OCT	56										
69.70%											

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	1.79%	55.0	1	0	0	0
\$10,001 \$30,000	12	21.43%	49.0	6	3	3	0
\$30,001 \$60,000	8	14.29%	21.0	2	6	0	0
\$60,001 \$90,000	12	21.43%	73.5	1	9	2	0
\$90,001 \$120,000	9	16.07%	55.0	3	5	1	0
\$120,001 \$180,000	8	14.29%	58.0	1	6	1	0
\$180,001 and up	6	10.71%	53.0	1	3	2	0
Total Pending Units: 56				50.5			
Total Pending Volume:		5,187,000		965.70K	3.25M	974.90K	0.00B
Median Listing Price:		\$77,200		\$59,000	\$86,450	\$84,900	\$0



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

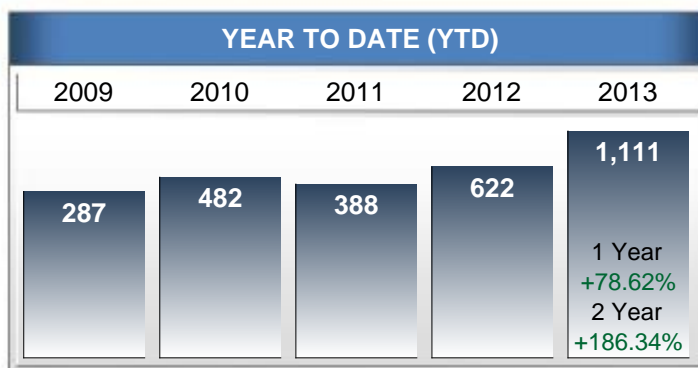
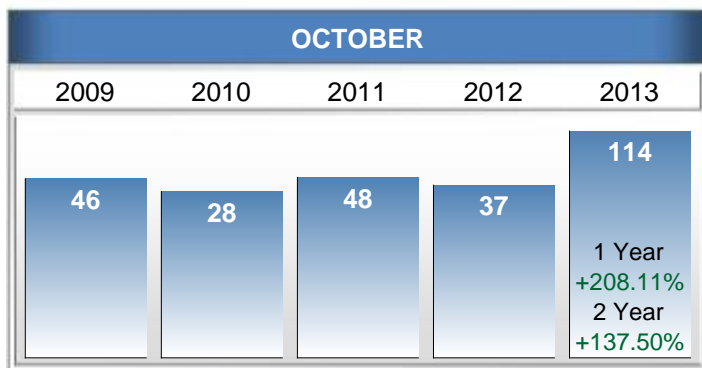
New Listings as of Nov 13, 2013



New Listings

Report Produced on: Nov 13, 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+	
\$20,000 and less	8	7.02%	6	1	1	0	
\$20,001 \$50,000	18	15.79%	11	6	1	0	
\$50,001 \$60,000	11	9.65%	4	5	2	0	
\$60,001 \$120,000	33	28.95%	14	18	1	0	
\$120,001 \$190,000	18	15.79%	3	11	4	0	
\$190,001 \$390,000	14	12.28%	2	5	6	1	
\$390,001 and up	12	10.53%	9	1	2	0	
Total New Listed Units:			114	49	47	17	1
Total New Listed Volume:			19,963,950	10.42M	5.79M	3.48M	275.00K
Median New Listed Listing Price:			\$89,900	\$64,900	\$99,950	\$182,500	\$275,000



Monthly Inventory Analysis

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October 2013

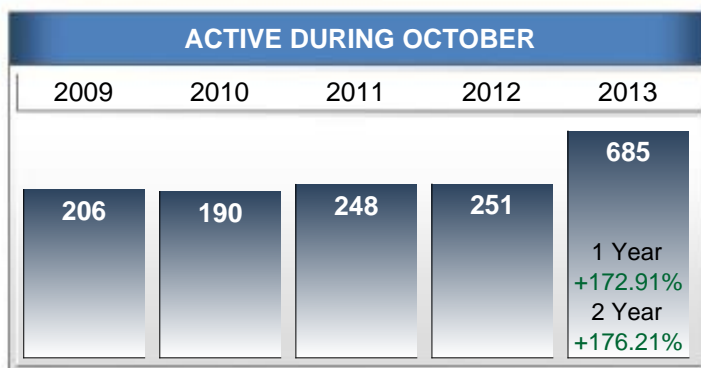
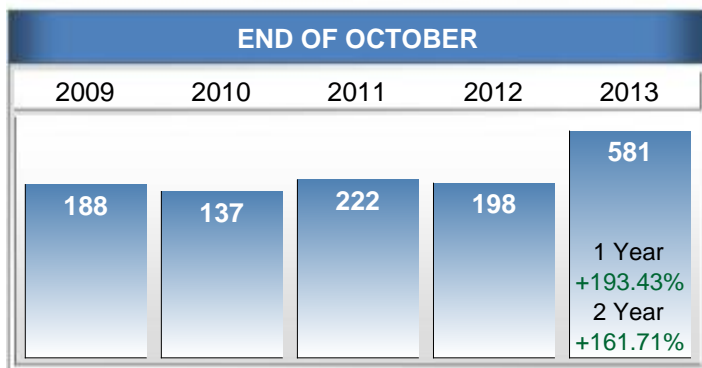
Active Inventory as of Nov 13, 2013



Active Inventory

Report Produced on: Nov 13, 2013

Area Delimited by County Of Muskogee



Active Inventory

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5yr OCT AVG = 265	3 MONTHS
High Oct 2013 = 581	AUG 533
Low Jan 2009 = 104	SEP 571
<i>Inventory</i> this month at 581 , above the 5 yr OCT average of 265	OCT 581
	7.13%
	1.75%

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	4.99%	111.0	28	1	0	0	
\$10,001 \$30,000	79	13.60%	100.0	56	11	12	0	
\$30,001 \$60,000	102	17.56%	96.0	53	36	10	3	
\$60,001 \$120,000	143	24.61%	91.0	37	93	13	0	
\$120,001 \$180,000	97	16.70%	101.0	27	56	12	2	
\$180,001 \$280,000	70	12.05%	87.5	14	31	22	3	
\$280,001 and up	61	10.50%	92.0	27	12	17	5	
Total Active Inventory by Units:				242	240	86	13	
Total Active Inventory by Volume:				84,056,031	34.79M	29.82M	15.90M	3.54M
Median Active Inventory Listing Price:				\$94,500	\$55,000	\$105,900	\$151,950	\$245,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

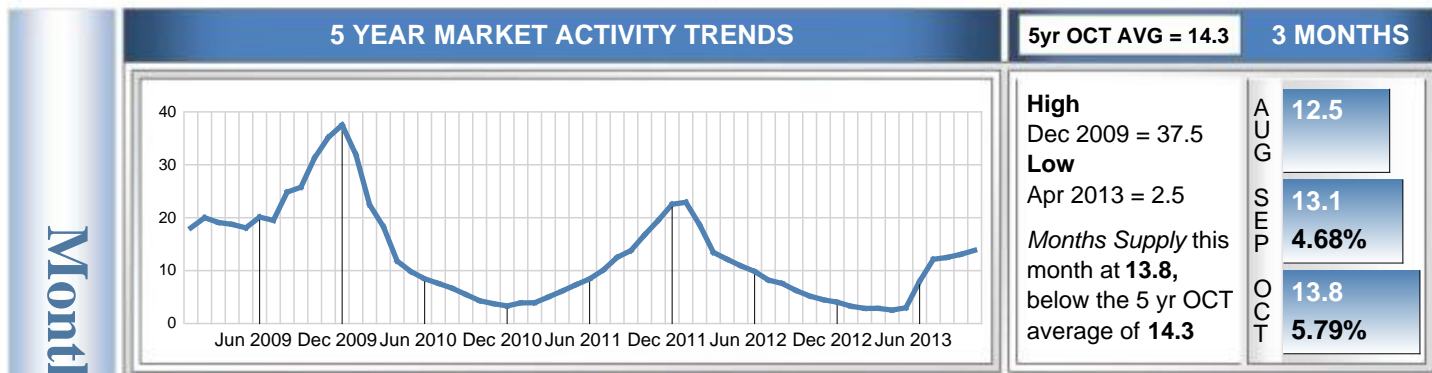
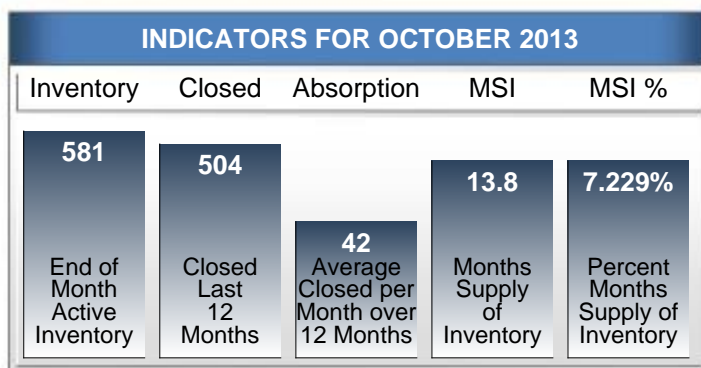
Active Inventory as of Nov 13, 2013



Months Supply of Inventory

Report Produced on: Nov 13, 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	29	4.99%	12.9	17.7	2.0	0.0	0.0
\$10,001 \$30,000	79	13.60%	10.8	12.9	4.1	48.0	0.0
\$30,001 \$60,000	102	17.56%	15.3	18.7	10.5	30.0	36.0
\$60,001 \$120,000	143	24.61%	10.8	18.5	9.3	11.1	0.0
\$120,001 \$180,000	97	16.70%	13.5	36.0	11.4	8.0	0.0
\$180,001 \$280,000	70	12.05%	19.1	56.0	16.2	15.5	36.0
\$280,001 and up	61	10.50%	36.6	324.0	72.0	12.8	60.0
MSI:			13.8	20.5	10.2	14.3	22.3
Total Active Inventory:			581	242	240	86	13



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

October 2013

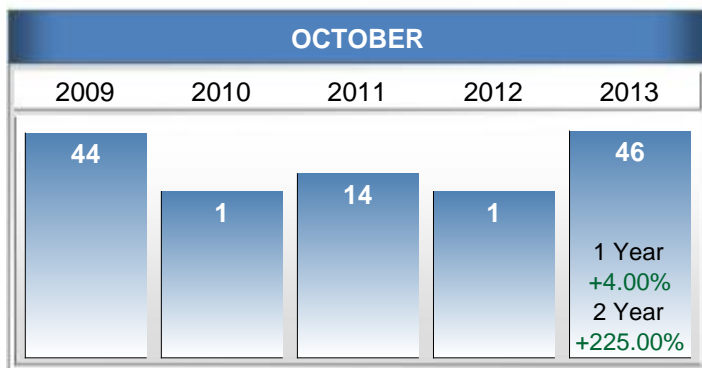
Closed Sales as of Nov 13, 2013



Median Days on Market to Sale

Report Produced on: Nov 13, 2013

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			9.09%	100.5	100.5	125.0	0.0	86.0
\$10,001 \$20,000	5			11.36%	15.0	22.0	12.0	24.0	0.0
\$20,001 \$50,000	7			15.91%	56.0	47.0	56.0	0.0	0.0
\$50,001 \$100,000	10			22.73%	31.0	2.0	43.0	0.0	0.0
\$100,001 \$130,000	6			13.64%	47.0	0.0	47.0	0.0	0.0
\$130,001 \$190,000	7			15.91%	55.0	0.0	19.0	69.5	0.0
\$190,001 and up	5			11.36%	50.0	0.0	33.0	56.0	0.0
Median Closed DOM:					45.5	22.0	40.0	60.0	86.0
Total Closed Units:					44	7	29	7	1
Total Closed Volume:					4,323,017	262.70K	2.58M	1.47M	5,000



Monthly Inventory Analysis

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October 2013

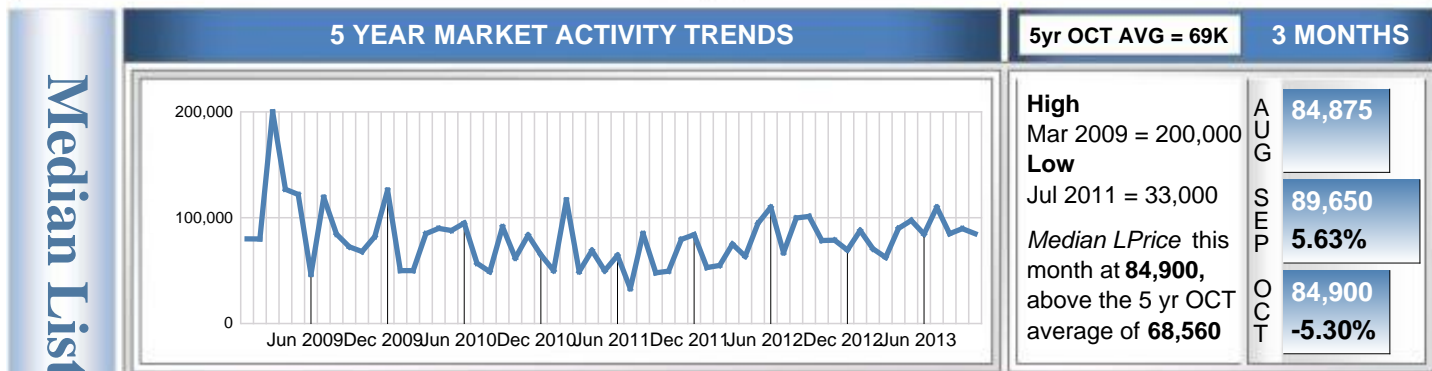
Closed Sales as of Nov 13, 2013



Median List Price at Closing

Report Produced on: Nov 13, 2013

Area Delimited by County Of Muskogee



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		2.27%	8,000	0	0	0	8,000
\$10,001 \$20,000	8		18.18%	15,450	12,500	16,150	14,900	0
\$20,001 \$50,000	5		11.36%	39,900	44,950	37,200	0	0
\$50,001 \$100,000	12		27.27%	79,000	76,250	79,000	0	0
\$100,001 \$130,000	7		15.91%	115,000	0	112,450	128,900	0
\$130,001 \$190,000	5		11.36%	178,000	0	158,500	189,900	0
\$190,001 and up	6		13.64%	269,450	0	219,450	304,450	0
Median List Price:		\$84,900			\$39,900	\$89,900	\$199,900	\$8,000
Total Closed Units:		44			7	29	7	1
Total List Volume:		4,484,400			287.40K	2.69M	1.50M	8,000



Monthly Inventory Analysis

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October 2013

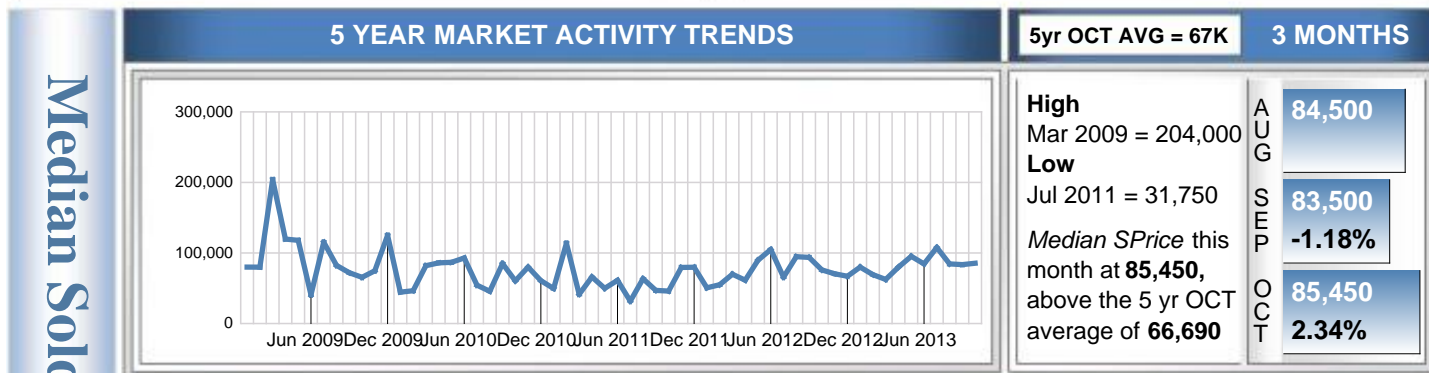
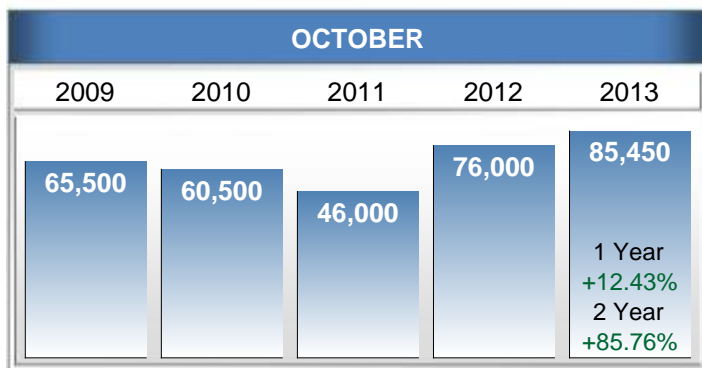
Closed Sales as of Nov 13, 2013



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+
\$10,000 and less	4		9.09%	5,500	5,500	8,000	0	5,000
\$10,001 - \$20,000	5		11.36%	18,000	18,000	18,000	15,900	0
\$20,001 - \$50,000	7		15.91%	42,500	40,600	42,500	0	0
\$50,001 - \$100,000	10		22.73%	78,000	76,250	78,000	0	0
\$100,001 - \$130,000	6		13.64%	116,000	0	116,000	0	0
\$130,001 - \$190,000	7		15.91%	150,000	0	150,000	152,500	0
\$190,001 and up	5		11.36%	295,000	0	239,900	297,000	0
Median Closed Price:		\$85,450			\$35,000	\$88,900	\$199,901	\$5,000
Total Closed Units:		44			7	29	7	1
Total Closed Volume:		4,323,017			262.70K	2.58M	1.47M	5,000



Monthly Inventory Analysis

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October 2013

Closed Sales as of Nov 13, 2013



Median Percent of List Price to Selling Price

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Median List/Sell Price

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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+
\$10,000 and less	4	9.09%	55.25%	44.00%	72.73%	0.00%	62.50%
\$10,001 \$20,000	5	11.36%	105.26%	90.00%	105.26%	106.71%	0.00%
\$20,001 \$50,000	7	15.91%	91.07%	90.06%	91.07%	0.00%	0.00%
\$50,001 \$100,000	10	22.73%	99.44%	100.00%	97.57%	0.00%	0.00%
\$100,001 \$130,000	6	13.64%	99.05%	0.00%	99.05%	0.00%	0.00%
\$130,001 \$190,000	7	15.91%	100.00%	0.00%	100.00%	96.63%	0.00%
\$190,001 and up	5	11.36%	100.00%	0.00%	100.00%	99.87%	0.00%
Median List/Sell Ratio:	98.90%			90.00%	98.92%	100.00%	62.50%
Total Closed Units:	44			7	29	7	1
Total Closed Volume:	4,323,017			262.70K	2.58M	1.47M	5,000



Monthly Inventory Analysis

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October 2013

Inventory as of Nov 13, 2013



Market Summary

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Absorption: Last 12 months, an Average of 42 Sales/Month

Active Inventory as of October 31, 2013 = 581

	OCTOBER			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	64	44	-31.25%	441	431	-2.27%
Pending Sales	37	56	51.35%	457	446	-2.41%
New Listings	37	114	208.11%	622	1,111	78.62%
Median List Price	78,450	84,900	8.22%	75,000	89,500	19.33%
Median Sale Price	76,000	85,450	12.43%	74,000	84,000	13.51%
Median Percent of List Price to Selling Price	98.58%	98.90%	0.33%	97.44%	97.28%	-0.16%
Median Days on Market to Sale	1.00	45.50	4,450.00%	1.00	2.00	100.00%
Monthly Inventory	200	581	190.50%	200	581	190.50%
Months Supply of Inventory	5.25	13.83	163.41%	5.25	13.83	163.41%

