



December 2014

Area Delimited by County Of Muskogee

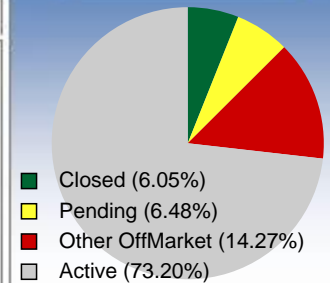


Absorption: Last 12 months, an Average of **49** Sales/Month

Active Inventory as of December 31, 2014 = **508**

	DECEMBER		
	2013	2014	+/- %
Closed Listings	39	42	7.69%
Pending Listings	34	45	32.35%
New Listings	99	104	5.05%
Average List Price	63,417	134,163	111.56%
Average Sale Price	60,457	114,354	89.15%
Average Percent of List Price to Selling Price	93.21%	114.89%	23.26%
Average Days on Market to Sale	76.13	71.57	-5.99%
End of Month Inventory	512	508	-0.78%
Months Supply of Inventory	12.05	10.40	-13.65%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 13, 2015

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 December 2014 decreased **0.78%** to 508 existing homes available for sale. Over the last 12 months this area has had an average of 49 closed sales per month. This represents an unsold inventory index of **10.40** 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 **89.15%** in December 2014 to \$114,354 versus the previous year at \$60,457.

Average Days on Market Shortens

The average number of **71.57** days that homes spent on the market before selling decreased by 4.56 days or **5.99%** in December 2014 compared to last year's same month at **76.13** DOM.

Sales Success for December 2014 is Positive

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

There were 104 New Listings in December 2014, up **5.05%** from last year at 99. Furthermore, there were 42 Closed Listings this month versus last year at 39, a **7.69%** increase.

Closed versus Listed trends yielded a **40.4%** ratio, up from last year's December 2014 at **39.4%**, a **2.51%** upswing. 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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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

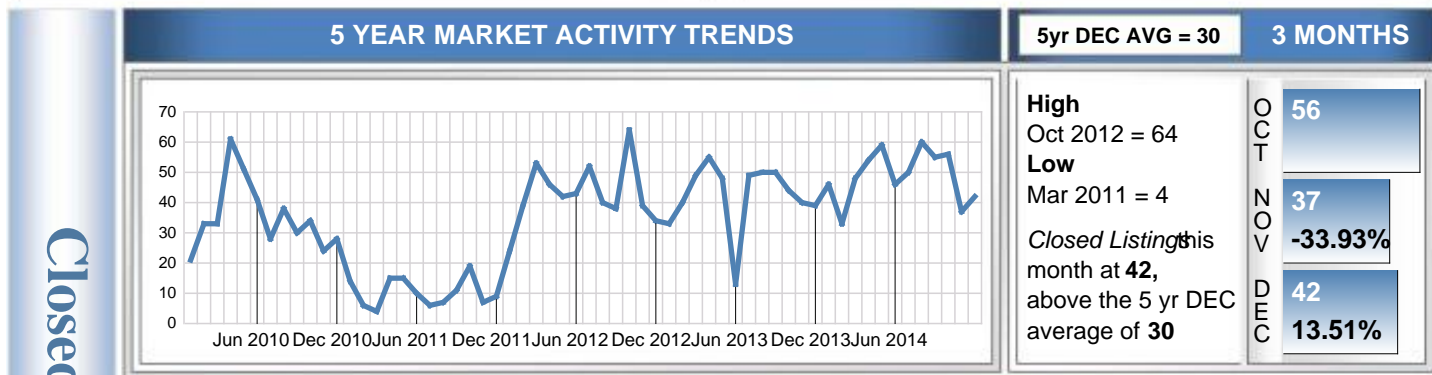
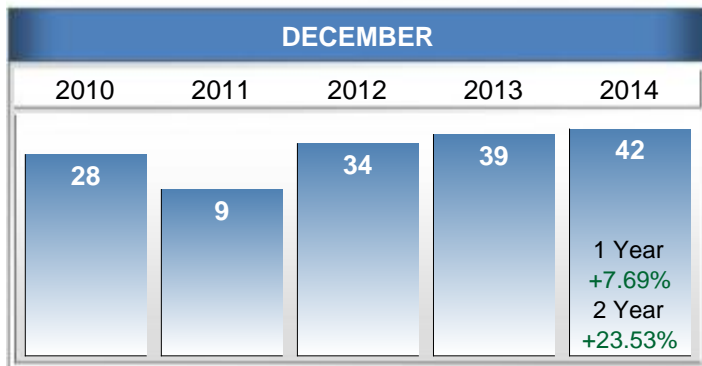
Closed Sales as of Jan 13, 2015



Closed Listings

Report Produced on: Jan 13, 2015

Area Delimited by County Of Muskogee



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	2	4.76%	28.0	1	1	0	0
\$20,001 - \$30,000	7	16.67%	61.7	2	4	0	1
\$30,001 - \$50,000	6	14.29%	25.7	1	5	0	0
\$50,001 - \$100,000	10	23.81%	68.0	1	9	0	0
\$100,001 - \$120,000	3	7.14%	93.7	1	2	0	0
\$120,001 - \$200,000	9	21.43%	105.3	2	6	1	0
\$200,001 and up	5	11.90%	91.0	2	1	1	1
Total Closed Units: 42				10	28	2	2
Total Closed Volume: 4,802,855				1.88M	2.28M	371.00K	267.90K
Average Closed Price: \$114,354				\$188,111	\$81,530	\$185,500	\$133,950

Closed Listings

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

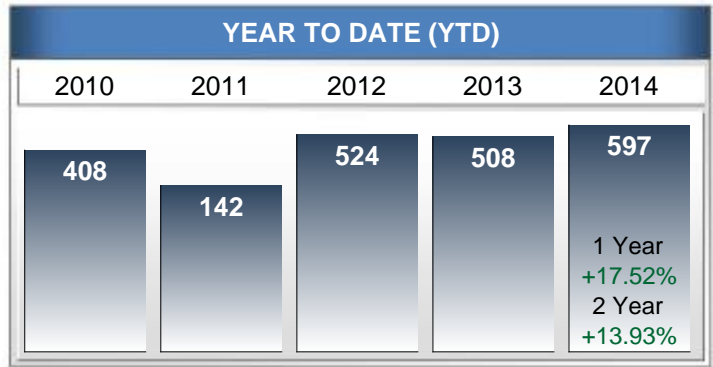
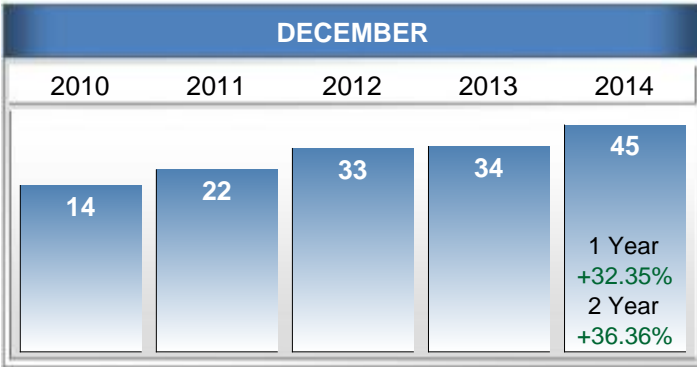
Pending Listings as of Jan 13, 2015



Pending Listings

Report Produced on: Jan 13, 2015

Area Delimited by County Of Muskogee



Pending Listings

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5yr DEC AVG = 30	3 MONTHS								
High Aug 2013 = 65 Low Jun 2011 = 3 <i>Pending Listing</i> this month at 45 , above the 5 yr DEC average of 30	<table border="1"> <tr> <td>OCT</td> <td>44</td> </tr> <tr> <td>NOV</td> <td>38</td> </tr> <tr> <td>DEC</td> <td>45</td> </tr> <tr> <td colspan="2">-13.64%</td> </tr> </table>	OCT	44	NOV	38	DEC	45	-13.64%	
OCT	44								
NOV	38								
DEC	45								
-13.64%									

PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$20,000 and less	2	4.44%	28.0	1	1	0	0	
\$20,001 \$30,000	9	20.00%	54.4	3	3	2	1	
\$30,001 \$50,000	5	11.11%	89.8	0	5	0	0	
\$50,001 \$90,000	11	24.44%	88.4	2	8	0	1	
\$90,001 \$120,000	6	13.33%	31.0	1	4	1	0	
\$120,001 \$140,000	7	15.56%	46.3	1	4	2	0	
\$140,001 and up	5	11.11%	72.6	0	4	1	0	
Total Pending Units: 45				52.2	8	29	6	2
Total Pending Volume: 3,865,399					441.10K	2.72M	583.70K	119.90K
Average Listing Price: \$46,550					\$55,138	\$93,817	\$97,283	\$59,950



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

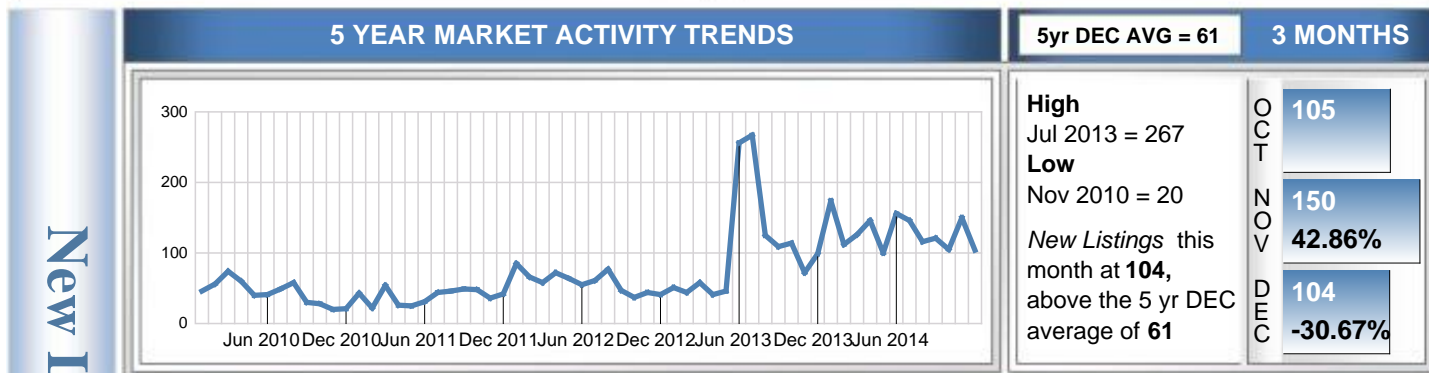
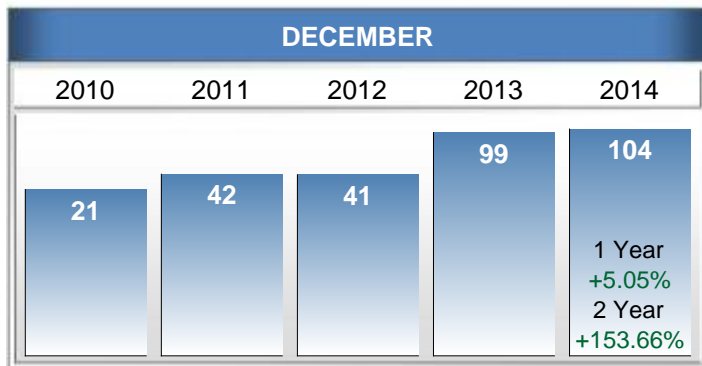
New Listings as of Jan 13, 2015



New Listings

Report Produced on: Jan 13, 2015

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	6	5.77%	6	0	0	0
\$20,001 \$40,000	17	16.35%	13	3	1	0
\$40,001 \$70,000	16	15.38%	5	11	0	0
\$70,001 \$120,000	25	24.04%	5	18	2	0
\$120,001 \$150,000	14	13.46%	3	5	5	1
\$150,001 \$250,000	15	14.42%	3	9	2	1
\$250,001 and up	11	10.58%	6	1	3	1
Total New Listed Units:			41	47	13	3
Total New Listed Volume:			5.74M	5.09M	2.79M	799.90K
Average New Listed Listing Price:			\$140,061	\$108,372	\$214,785	\$266,633



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

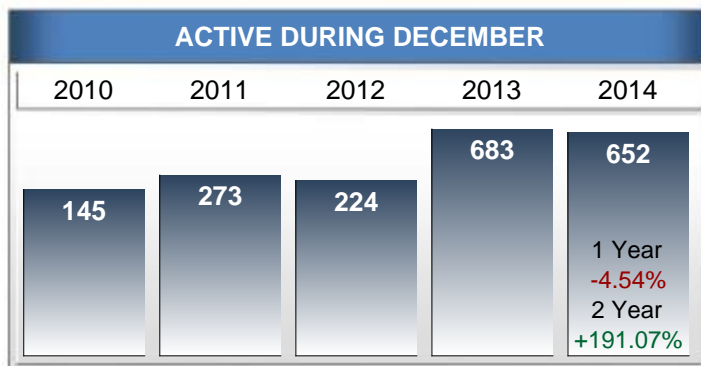
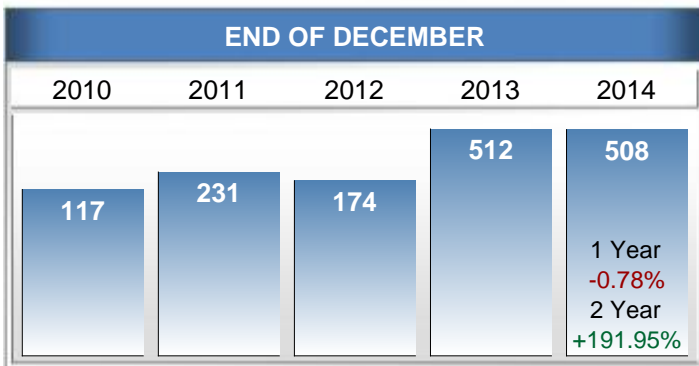
Active Inventory as of Jan 13, 2015



Active Inventory

Report Produced on: Jan 13, 2015

Area Delimited by County Of Muskogee



Active Inventory

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5yr DEC AVG = 308 **3 MONTHS**

High
Oct 2013 = 596

Low
Apr 2013 = 112

Inventory this month at **508**, above the 5 yr DEC average of **308**

OCT	508
NOV	548
DEC	508
7.87%	
-7.30%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	50	9.84%	103.1	49	0	1	0
\$20,001 \$30,000	64	12.60%	71.3	54	10	0	0
\$30,001 \$50,000	65	12.80%	75.6	52	11	2	0
\$50,001 \$110,000	137	26.97%	81.1	56	71	10	0
\$110,001 \$170,000	77	15.16%	83.9	19	44	12	2
\$170,001 \$280,000	64	12.60%	88.6	9	34	18	3
\$280,001 and up	51	10.04%	92.5	28	9	12	2
Total Active Inventory by Units:				267	179	55	7
Total Active Inventory by Volume:				31.60M	23.12M	12.28M	2.19M
Average Active Inventory Listing Price:				\$118,345	\$129,162	\$223,318	\$312,686



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2014

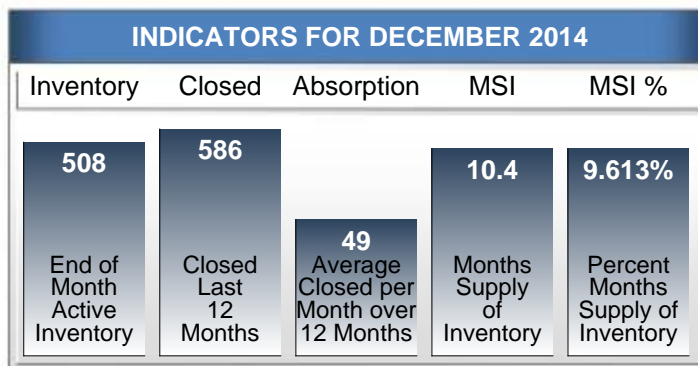
Active Inventory as of Jan 13, 2015



Months Supply of Inventory

Report Produced on: Jan 13, 2015

Area Delimited by County Of Muskogee



Months Supply

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5yr DEC AVG = 10.5 **3 MONTHS**

High
Jan 2010 = 31.9

Low
Apr 2013 = 2.5

Months Supply this month at **10.4**, below the 5 yr DEC average of **10.5**

OCT	10.4
NOV	11.3
DEC	8.43%
DEC	10.4
DEC	-7.77%

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	50		9.84%	8.1	13.7	0.0	1.1	0.0
\$20,001 \$30,000	64		12.60%	16.7	25.9	8.0	0.0	0.0
\$30,001 \$50,000	65		12.80%	11.5	36.7	3.3	2.4	0.0
\$50,001 \$110,000	137		26.97%	8.2	22.4	5.5	8.6	0.0
\$110,001 \$170,000	77		15.16%	8.1	25.3	6.1	8.5	24.0
\$170,001 \$280,000	64		12.60%	11.0	13.5	17.0	6.2	12.0
\$280,001 and up	51		10.04%	47.1	112.0	36.0	48.0	6.0
MSI:		10.4			23.7	6.2	7.0	6.5
Total Active Inventory:		508			267	179	55	7



Monthly Inventory Analysis

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December 2014

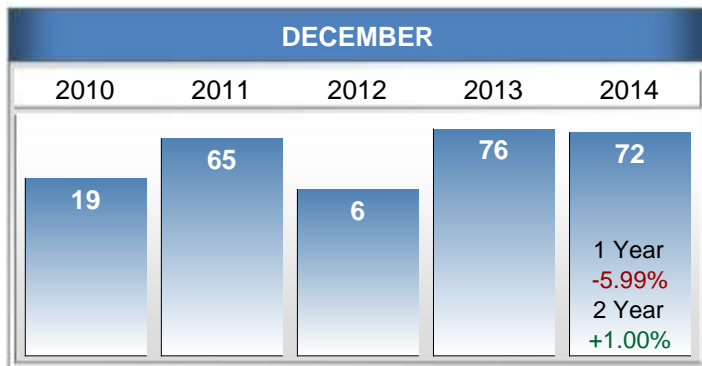
Closed Sales as of Jan 13, 2015



Average Days on Market to Sale

Report Produced on: Jan 13, 2015

Area Delimited by County Of Muskogee



Average Days on Market

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5yr DEC AVG = 47 **3 MONTHS**

High
Nov 2011 = 77
Low
Jan 2010 = 4

Average DOM this month at **72**, above the 5 yr DEC average of **47**

OCT	56
NOV	54
DEC	72
-3.58%	
31.42%	

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+
\$20,000 and less	2	4.76%	28.0	54.0	2.0	0.0	0.0
\$20,001 \$30,000	7	16.67%	61.7	107.5	19.5	0.0	139.0
\$30,001 \$50,000	6	14.29%	25.7	12.0	28.4	0.0	0.0
\$50,001 \$100,000	10	23.81%	68.0	60.0	68.9	0.0	0.0
\$100,001 \$120,000	3	7.14%	93.7	160.0	60.5	0.0	0.0
\$120,001 \$200,000	9	21.43%	105.3	87.5	116.8	72.0	0.0
\$200,001 and up	5	11.90%	91.0	76.5	50.0	168.0	84.0
Average Closed DOM: 71.6				82.9	61.2	120.0	111.5
Total Closed Units: 42				10	28	2	2
Total Closed Volume: 4,802,855				1.88M	2.28M	371.00K	267.90K



Monthly Inventory Analysis

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December 2014

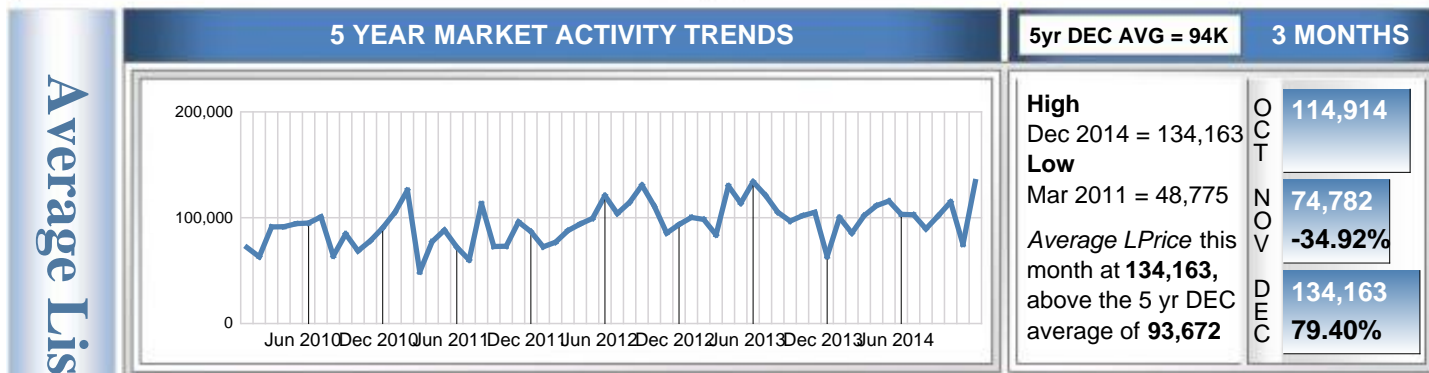
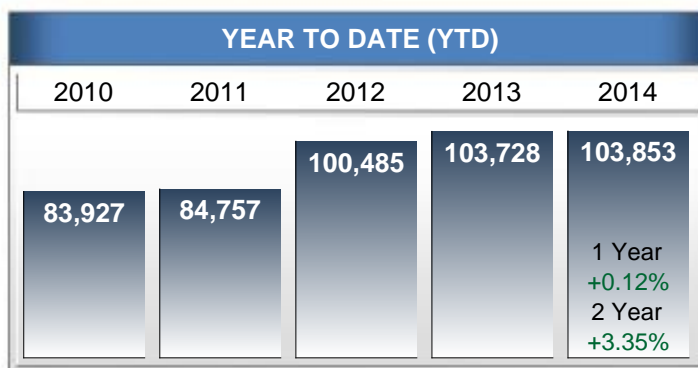
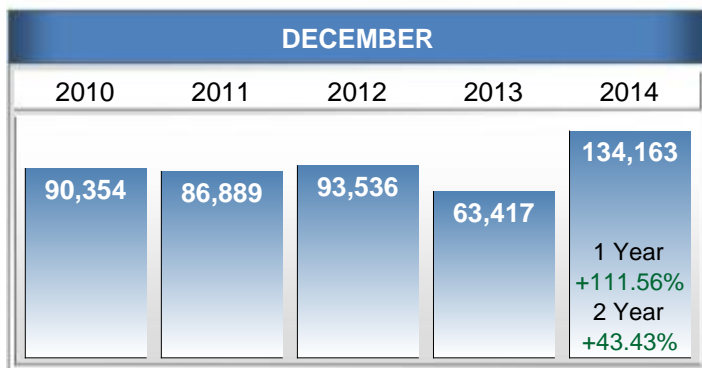
Closed Sales as of Jan 13, 2015



Average List Price at Closing

Report Produced on: Jan 13, 2015

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+
\$20,000 and less	4	9.52%	11,975	29,000	18,000	0	0
\$20,001 \$30,000	5	11.90%	27,940	12,950	21,200	0	29,900
\$30,001 \$50,000	5	11.90%	46,080	45,000	49,080	0	0
\$50,001 \$100,000	11	26.19%	76,027	88,500	76,422	0	0
\$100,001 \$120,000	4	9.52%	113,175	115,000	108,900	0	0
\$120,001 \$200,000	7	16.67%	135,521	187,595	132,442	129,000	0
\$200,001 and up	6	14.29%	496,532	987,500	275,000	259,000	239,900
Average List Price:	\$134,163			\$265,359	\$82,980	\$194,000	\$134,900
Total Closed Units:	42			10	28	2	2
Total List Volume:	5,634,840			2.65M	2.32M	388.00K	269.80K



Monthly Inventory Analysis

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December 2014

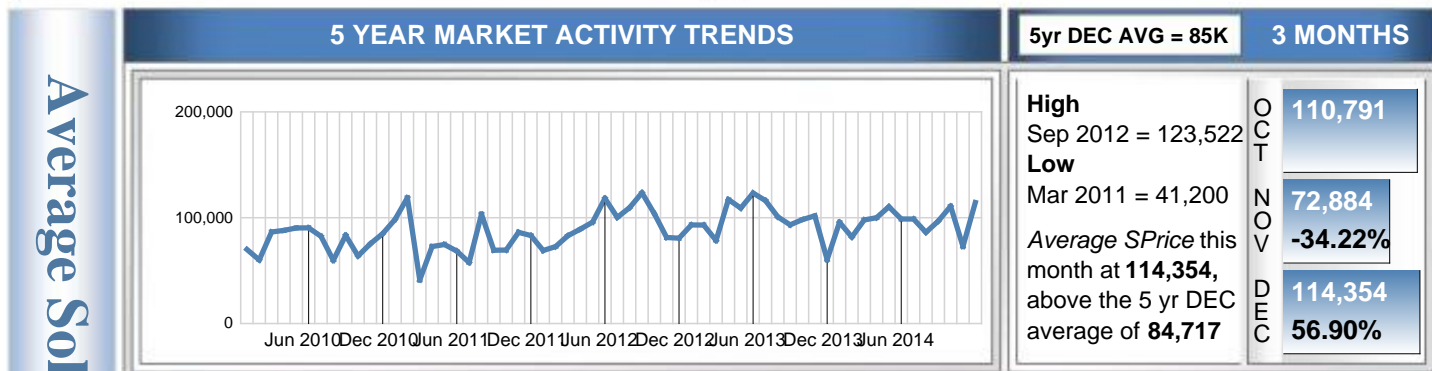
Closed Sales as of Jan 13, 2015



Average Sold Price at Closing

Report Produced on: Jan 13, 2015

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+
\$20,000 and less	2		4.76%	19,125	20,000	18,250	0	0
\$20,001 \$30,000	7		16.67%	24,678	24,622	23,875	0	28,000
\$30,001 \$50,000	6		14.29%	42,933	40,000	43,520	0	0
\$50,001 \$100,000	10		23.81%	74,780	84,000	73,756	0	0
\$100,001 \$120,000	3		7.14%	109,300	109,000	109,450	0	0
\$120,001 \$200,000	9		21.43%	133,529	136,931	133,150	129,000	0
\$200,001 and up	5		11.90%	411,360	652,500	269,900	242,000	239,900
Average Closed Price:	\$114,354				\$188,111	\$81,530	\$185,500	\$133,950
Total Closed Units:	42				10	28	2	2
Total Closed Volume:	4,802,855				1.88M	2.28M	371.00K	267.90K



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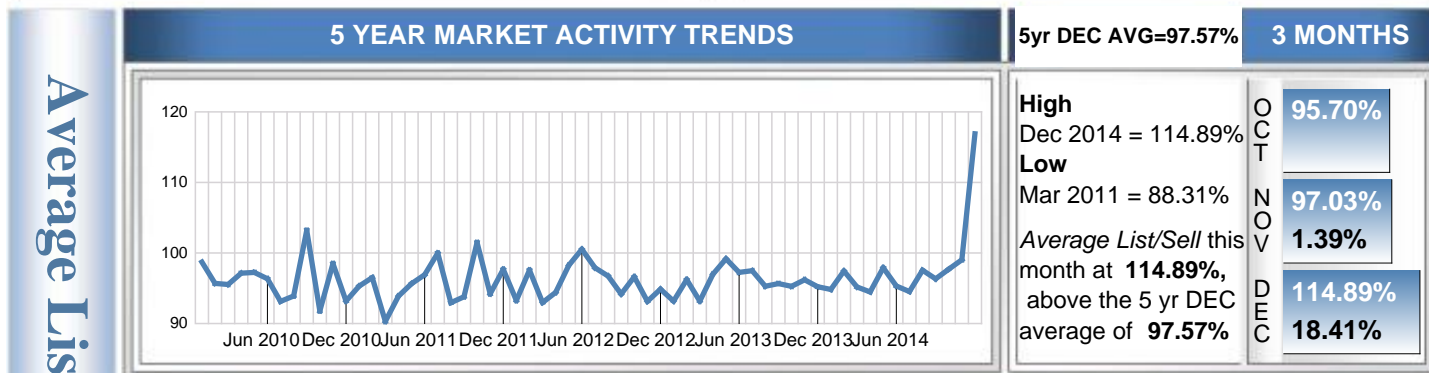
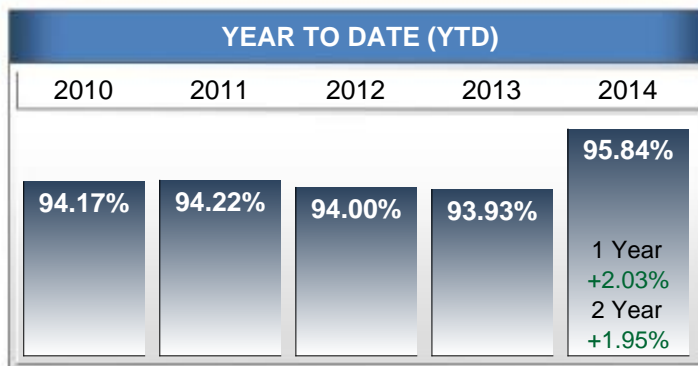
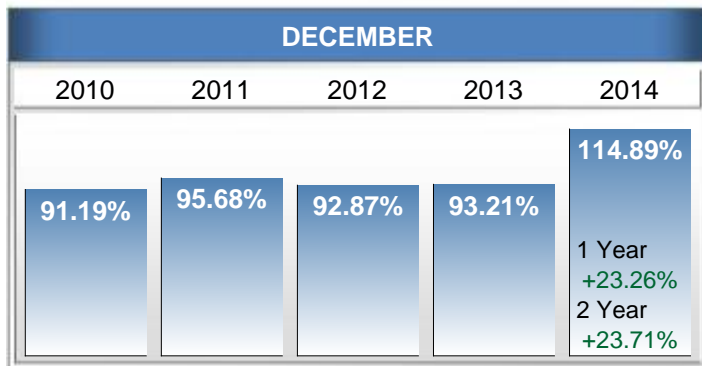
Closed Sales as of Jan 13, 2015



Average Percent of List Price to Selling Price

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Average List/Sell Price

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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+
\$20,000 and less	2	4.76%	85.18%	68.97%	101.39%	0.00%	0.00%
\$20,001 \$30,000	7	16.67%	223.22%	323.22%	205.61%	0.00%	93.65%
\$30,001 \$50,000	6	14.29%	89.40%	88.89%	89.50%	0.00%	0.00%
\$50,001 \$100,000	10	23.81%	96.15%	94.92%	96.29%	0.00%	0.00%
\$100,001 \$120,000	3	7.14%	98.62%	94.78%	100.53%	0.00%	0.00%
\$120,001 \$200,000	9	21.43%	94.81%	75.77%	100.29%	100.00%	0.00%
\$200,001 and up	5	11.90%	89.11%	76.98%	98.15%	93.44%	100.00%
Average List/Sell Ratio: 114.90%				129.95%	112.10%	96.72%	96.82%
Total Closed Units: 42				10	28	2	2
Total Closed Volume: 4,802,855				1.88M	2.28M	371.00K	267.90K



Monthly Inventory Analysis

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December 2014

Inventory as of Jan 13, 2015



Market Summary

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Absorption: Last 12 months, an Average of 49 Sales/Month

Active Inventory as of December 31, 2014 = 508

Closed Sales
 Pending Sales
 New Listings
 Average List Price
 Average Sale Price
 Average Percent of List Price to Selling Price
 Average Days on Market to Sale
 Monthly Inventory
 Months Supply of Inventory

DECEMBER			Year To Date		
2013	2014	+/- %	2013	2014	+/- %
39	42	7.69%	510	586	14.90%
34	45	32.35%	508	597	17.52%
99	104	5.05%	1,282	1,556	21.37%
63,417	134,163	111.56%	103,728	103,853	0.12%
60,457	114,354	89.15%	98,189	97,934	-0.26%
93.21%	114.89%	23.26%	93.93%	95.84%	2.03%
76.13	71.57	-5.99%	27.30	61.07	123.70%
512	508	-0.78%	512	508	-0.78%
12.05	10.40	-13.65%	12.05	10.40	-13.65%

