



February 2014

Area Delimited by County Of Muskogee

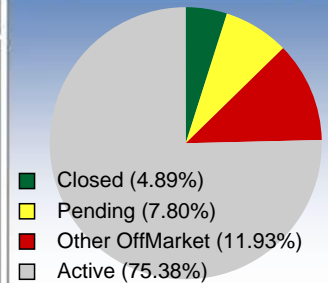


Absorption: Last 12 months, an Average of **43** Sales/Month

Active Inventory as of February 28, 2014 = **493**

	FEBRUARY		
	2013	2014	+/- %
Closed Listings	40	32	-20.00%
Pending Listings	40	51	27.50%
New Listings	44	112	154.55%
Average List Price	98,373	87,837	-10.71%
Average Sale Price	93,056	84,047	-9.68%
Average Percent of List Price to Selling Price	94.23%	95.30%	1.14%
Average Days on Market to Sale	16.15	59.56	268.81%
End of Month Inventory	125	493	294.40%
Months Supply of Inventory	2.85	11.51	303.61%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 17, 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 February 2014 rose **294.40%** 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 **11.51** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **9.68%** in February 2014 to \$84,047 versus the previous year at \$93,056.

Average Days on Market Lengthens

The average number of **59.56** days that homes spent on the market before selling increased by 43.41 days or **268.81%** in February 2014 compared to last year's same month at **16.15** DOM.

Sales Success for February 2014 is Positive

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

There were 112 New Listings in February 2014, up **154.55%** from last year at 44. Furthermore, there were 32 Closed Listings this month versus last year at 40, a **-20.00%** decrease.

Closed versus Listed trends yielded a **28.6%** ratio, down from last year's February 2014 at **90.9%**, a **68.57%** 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.

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Monthly Inventory Analysis

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February 2014

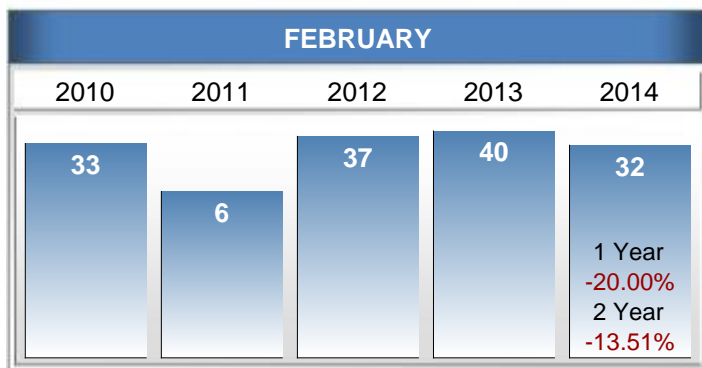
Closed Sales as of Mar 17, 2014



Closed Listings

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Area Delimited by County Of Muskogee



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	3	9.38%	51.3	2	1	0	0
\$10,001 - \$20,000	4	12.50%	36.5	2	1	1	0
\$20,001 - \$60,000	5	15.63%	16.2	2	3	0	0
\$60,001 - \$90,000	7	21.88%	97.0	1	4	1	1
\$90,001 - \$110,000	5	15.63%	78.0	0	4	1	0
\$110,001 - \$170,000	4	12.50%	41.5	0	4	0	0
\$170,001 and up	4	12.50%	72.5	1	1	2	0
Total Closed Units:	32		59.6	8	18	5	1
Total Closed Volume:	2,689,494			361.10K	1.61M	636.00K	78.00K
Average Closed Price:	\$84,047			\$45,138	\$89,689	\$127,200	\$78,000



Monthly Inventory Analysis

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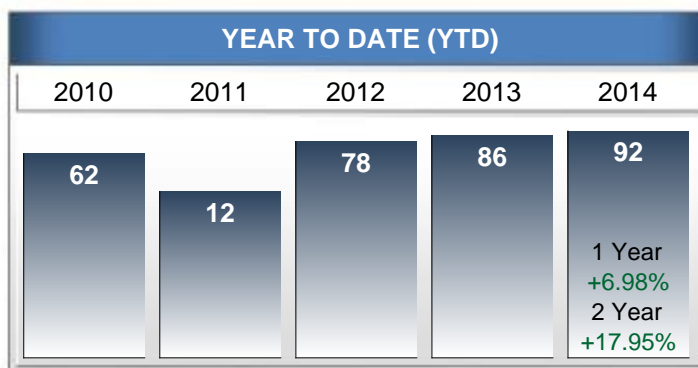
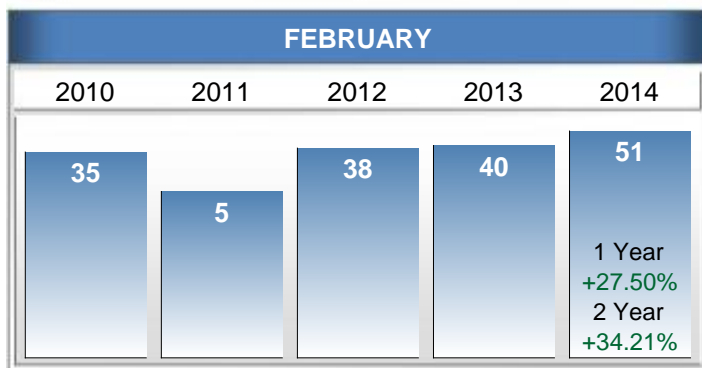
Pending Listings as of Mar 17, 2014



Pending Listings

Report Produced on: Mar 17, 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		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	5	9.80%	45.8	4	1	0	0
\$10,001 - \$20,000	4	7.84%	89.5	1	2	1	0
\$20,001 - \$50,000	10	19.61%	67.9	4	4	2	0
\$50,001 - \$100,000	12	23.53%	74.6	0	11	1	0
\$100,001 - \$140,000	8	15.69%	56.3	0	8	0	0
\$140,001 - \$180,000	6	11.76%	60.8	0	4	1	1
\$180,001 and up	6	11.76%	58.2	0	4	2	0
Total Pending Units:	51		61.3	9	34	7	1
Total Pending Volume:	4,682,540			186.70K	3.62M	728.69K	150.00K
Average Listing Price:	\$44,967			\$20,744	\$106,387	\$104,099	\$150,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

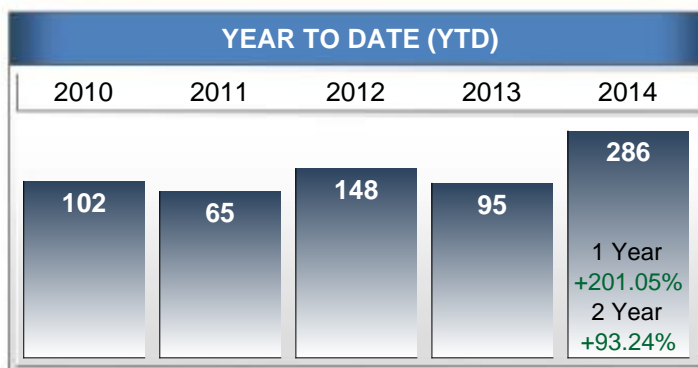
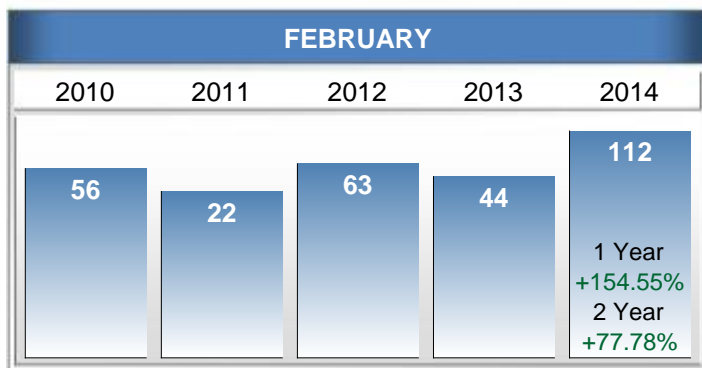
New Listings as of Mar 17, 2014



New Listings

Report Produced on: Mar 17, 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+
\$10,000 and less	5	4.46%	5	0	0	0
\$10,001 - \$40,000	17	15.18%	13	2	1	1
\$40,001 - \$70,000	16	14.29%	5	9	2	0
\$70,001 - \$120,000	29	25.89%	7	18	4	0
\$120,001 - \$170,000	18	16.07%	3	12	3	0
\$170,001 - \$280,000	16	14.29%	2	7	7	0
\$280,001 and up	11	9.82%	7	1	3	0
Total New Listed Units:			42	49	20	1
Total New Listed Volume:			6.85M	6.01M	3.92M	24.90K
Average New Listed Listing Price:			\$163,205	\$122,580	\$195,875	\$24,900



Monthly Inventory Analysis

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February 2014

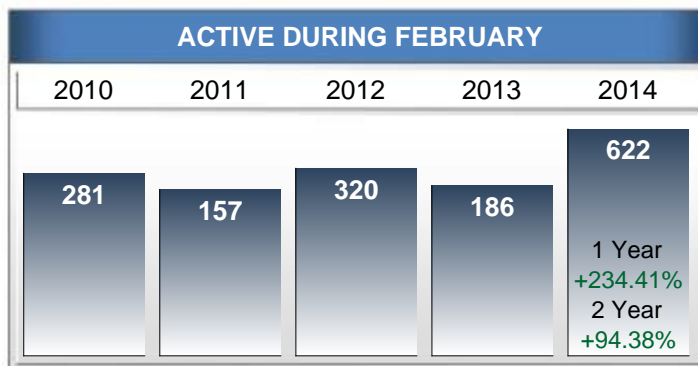
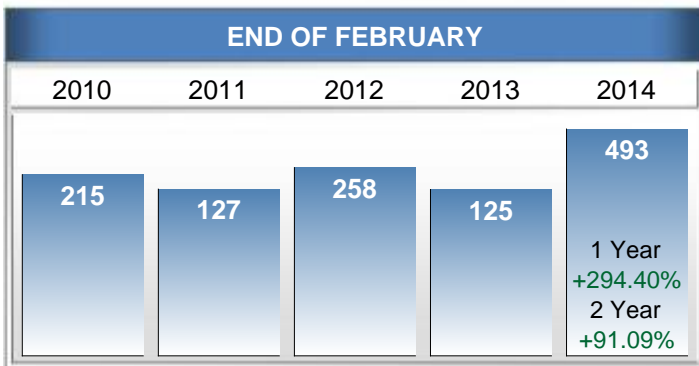
Active Inventory as of Mar 17, 2014



Active Inventory

Report Produced on: Mar 17, 2014

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Active Inventory

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5yr FEB AVG = 244 **3 MONTHS**

High
Oct 2013 = 594

Low
Apr 2013 = 112

Inventory this month at **493**, above the 5 yr FEB average of **244**

D E C	508
J A N	510
F E B	493
0.39%	
-3.33%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$20,000 and less	51	10.34%	62.7	43	7	1	0		
\$20,001 \$40,000	61	12.37%	81.6	46	11	3	1		
\$40,001 \$60,000	56	11.36%	72.2	28	21	6	1		
\$60,001 \$120,000	136	27.59%	76.3	31	91	13	1		
\$120,001 \$170,000	78	15.82%	65.3	22	46	9	1		
\$170,001 \$280,000	58	11.76%	76.3	12	25	19	2		
\$280,001 and up	53	10.75%	83.5	31	6	11	5		
Total Active Inventory by Units:				493	74.1	213	207	62	11
Total Active Inventory by Volume:				72,659,041		33.60M	24.22M	11.76M	3.07M
Average Active Inventory Listing Price:				\$147,381		\$157,760	\$117,005	\$189,713	\$279,436



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

February 2014

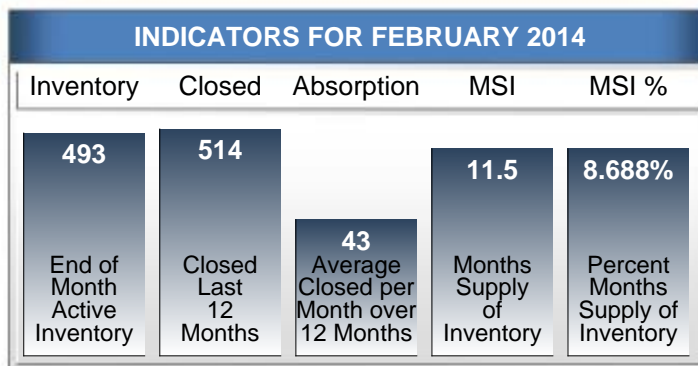
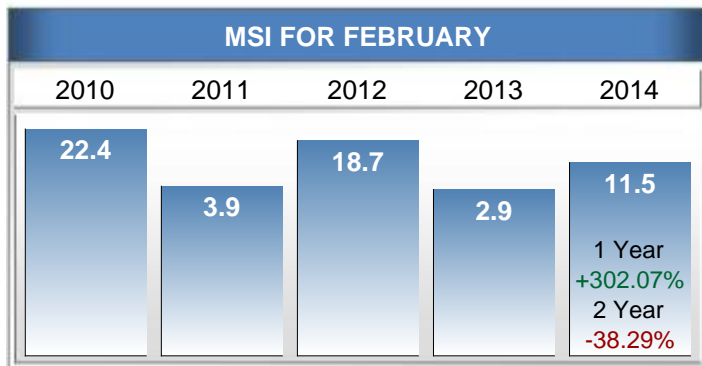
Active Inventory as of Mar 17, 2014



Months Supply of Inventory

Report Produced on: Mar 17, 2014

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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	51		10.34%	7.9	11.0	4.4	1.5	0.0
\$20,001 \$40,000	61		12.37%	12.6	19.7	5.3	7.2	0.0
\$40,001 \$60,000	56		11.36%	11.2	14.6	7.6	24.0	12.0
\$60,001 \$120,000	136		27.59%	10.0	19.6	8.5	11.1	6.0
\$120,001 \$170,000	78		15.82%	11.0	26.4	9.2	7.2	0.0
\$170,001 \$280,000	58		11.76%	13.6	36.0	12.0	10.9	24.0
\$280,001 and up	53		10.75%	33.5	186.0	24.0	10.2	60.0
MSI:		11.5			19.2	8.4	9.4	16.5
Total Active Inventory:		493			213	207	62	11



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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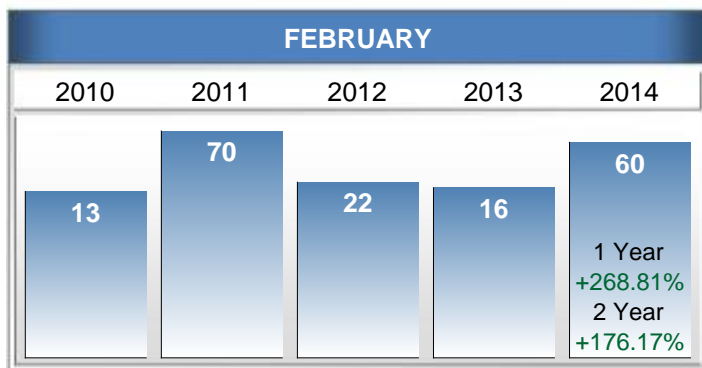
Closed Sales as of Mar 17, 2014



Average Days on Market to Sale

Report Produced on: Mar 17, 2014

Area Delimited by County Of Muskogee



Average Days on Market

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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+
\$10,000 and less	3	9.38%	51.3	32.5	89.0	0.0	0.0
\$10,001 - \$20,000	4	12.50%	36.5	35.0	4.0	72.0	0.0
\$20,001 - \$60,000	5	15.63%	16.2	31.5	6.0	0.0	0.0
\$60,001 - \$90,000	7	21.88%	97.0	101.0	88.0	55.0	171.0
\$90,001 - \$110,000	5	15.63%	78.0	0.0	71.3	105.0	0.0
\$110,001 - \$170,000	4	12.50%	41.5	0.0	41.5	0.0	0.0
\$170,001 and up	4	12.50%	72.5	67.0	15.0	104.0	0.0
Average Closed DOM: 59.6				45.8	51.6	88.0	171.0
Total Closed Units: 32				8	18	5	1
Total Closed Volume: 2,689,494				361.10K	1.61M	636.00K	78.00K



Monthly Inventory Analysis

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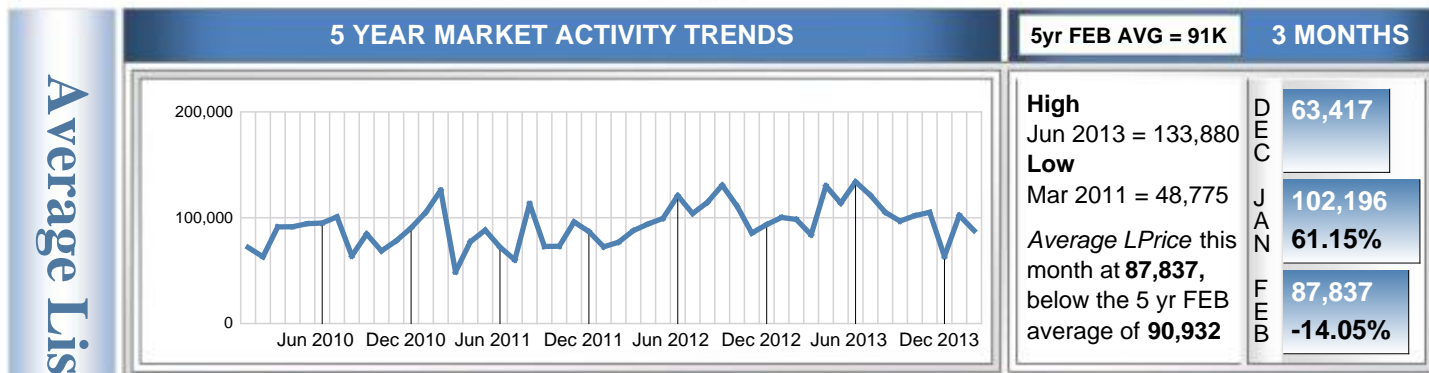
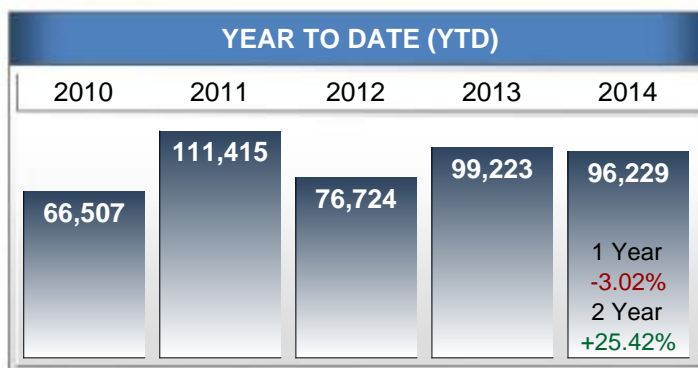
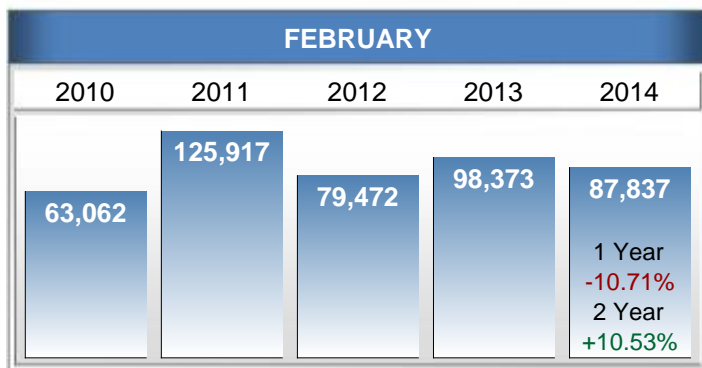
Closed Sales as of Mar 17, 2014



Average List Price at Closing

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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+
\$10,000 and less	3	9.38%	8,467	7,950	9,500	0	0
\$10,001 - \$20,000	4	12.50%	14,500	14,750	15,999	12,500	0
\$20,001 - \$60,000	5	15.63%	35,440	28,450	40,100	0	0
\$60,001 - \$90,000	6	18.75%	78,200	72,500	76,700	90,900	99,900
\$90,001 - \$110,000	6	18.75%	97,933	0	96,700	99,900	0
\$110,001 - \$170,000	4	12.50%	125,475	0	125,475	0	0
\$170,001 and up	4	12.50%	247,875	215,000	325,000	225,750	0
Average List Price:	\$87,837			\$48,725	\$92,572	\$130,960	\$99,900
Total Closed Units:	32			8	18	5	1
Total List Volume:	2,810,799			389.80K	1.67M	654.80K	99.90K



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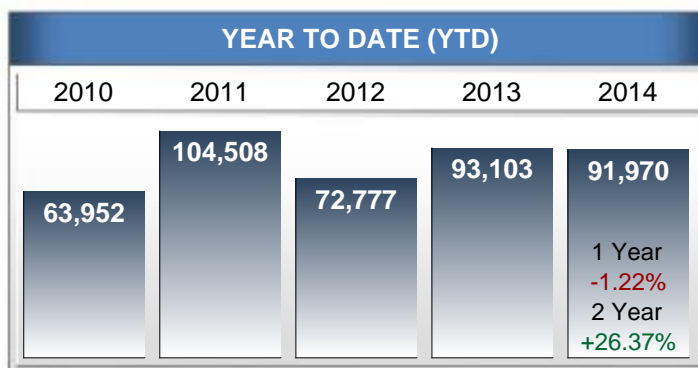
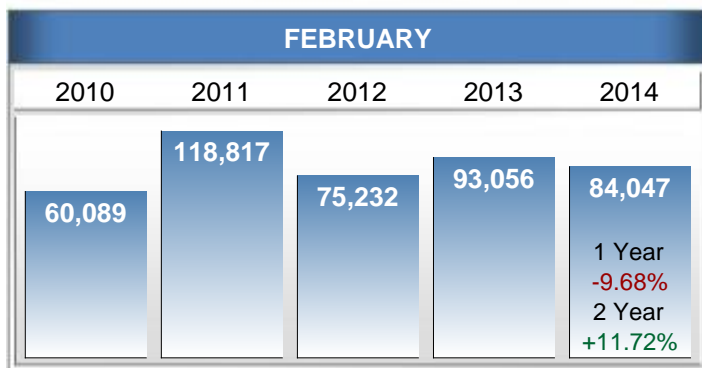
Closed Sales as of Mar 17, 2014



Average Sold Price at Closing

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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+
\$10,000 and less	3		9.38%	7,034	6,551	8,000	0	0
\$10,001 \$20,000	4		12.50%	13,625	13,000	15,999	12,500	0
\$20,001 \$60,000	5		15.63%	34,400	26,250	39,833	0	0
\$60,001 \$90,000	7		21.88%	76,643	71,500	75,500	85,000	78,000
\$90,001 \$110,000	5		15.63%	97,340	0	96,675	100,000	0
\$110,001 \$170,000	4		12.50%	126,799	0	126,799	0	0
\$170,001 and up	4		12.50%	227,875	198,000	275,000	219,250	0
Average Closed Price:	\$84,047				\$45,138	\$89,689	\$127,200	\$78,000
Total Closed Units:	32				8	18	5	1
Total Closed Volume:	2,689,494				361.10K	1.61M	636.00K	78.00K



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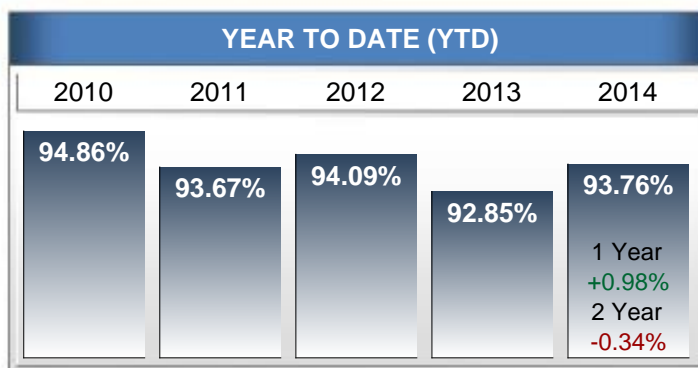
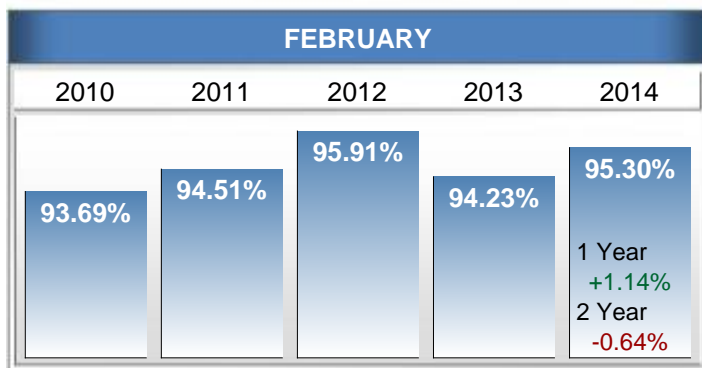
Closed Sales as of Mar 17, 2014



Average Percent of List Price to Selling Price

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AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	3	9.38%	85.53%	86.20%	84.21%	0.00%	0.00%
\$10,001 \$20,000	4	12.50%	93.97%	87.93%	100.00%	100.00%	0.00%
\$20,001 \$60,000	5	15.63%	95.83%	91.83%	98.49%	0.00%	0.00%
\$60,001 \$90,000	7	21.88%	94.66%	98.62%	98.10%	93.51%	78.08%
\$90,001 \$110,000	5	15.63%	99.98%	0.00%	99.96%	100.10%	0.00%
\$110,001 \$170,000	4	12.50%	101.02%	0.00%	101.02%	0.00%	0.00%
\$170,001 and up	4	12.50%	92.84%	92.09%	84.62%	97.32%	0.00%
Average List/Sell Ratio: 95.30%				90.33%	97.81%	97.65%	78.08%
Total Closed Units: 32					8	18	5
Total Closed Volume: 2,689,494					361.10K	1.61M	636.00K

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Monthly Inventory Analysis

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February 2014

Inventory as of Mar 17, 2014



Market Summary

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

Active Inventory as of February 28, 2014 = 493

	FEBRUARY			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	40	32	-20.00%	73	77	5.48%
Pending Sales	40	51	27.50%	86	92	6.98%
New Listings	44	112	154.55%	95	286	201.05%
Average List Price	98,373	87,837	-10.71%	99,223	96,229	-3.02%
Average Sale Price	93,056	84,047	-9.68%	93,103	91,970	-1.22%
Average Percent of List Price to Selling Price	94.23%	95.30%	1.14%	92.85%	93.76%	0.98%
Average Days on Market to Sale	16.15	59.56	268.81%	11.93	66.77	459.58%
Monthly Inventory	125	493	294.40%	125	493	294.40%
Months Supply of Inventory	2.85	11.51	303.61%	2.85	11.51	303.61%

