



June 2014

Area Delimited by County Of Muskogee

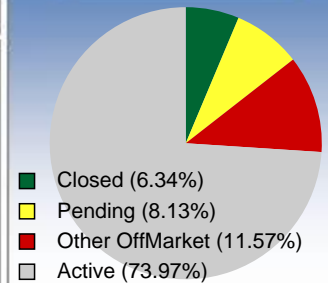


Absorption: Last 12 months, an Average of **47** Sales/Month

Active Inventory as of June 30, 2014 = **537**

	JUNE		
	2013	2014	+/- %
Closed Listings	13	46	253.85%
Pending Listings	35	59	68.57%
New Listings	256	156	-39.06%
Average List Price	133,880	103,180	-22.93%
Average Sale Price	123,250	98,807	-19.83%
Average Percent of List Price to Selling Price	95.25%	93.32%	-2.03%
Average Days on Market to Sale	27.77	55.22	98.84%
End of Month Inventory	337	537	59.35%
Months Supply of Inventory	8.01	11.55	44.21%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jul 16, 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 June 2014 rose **59.35%** to 537 existing homes available for sale. Over the last 12 months this area has had an average of 47 closed sales per month. This represents an unsold inventory index of **11.55** 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 **19.83%** in June 2014 to \$98,807 versus the previous year at \$123,250.

Average Days on Market Lengthens

The average number of **55.22** days that homes spent on the market before selling increased by 27.45 days or **98.84%** in June 2014 compared to last year's same month at **27.77** DOM.

Sales Success for June 2014 is Positive

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

There were 156 New Listings in June 2014, down **39.06%** from last year at 256. Furthermore, there were 46 Closed Listings this month versus last year at 13, a **253.85%** increase.

Closed versus Listed trends yielded a **29.5%** ratio, up from last year's June 2014 at **5.1%**, a **480.67%** upswing. 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

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June 2014

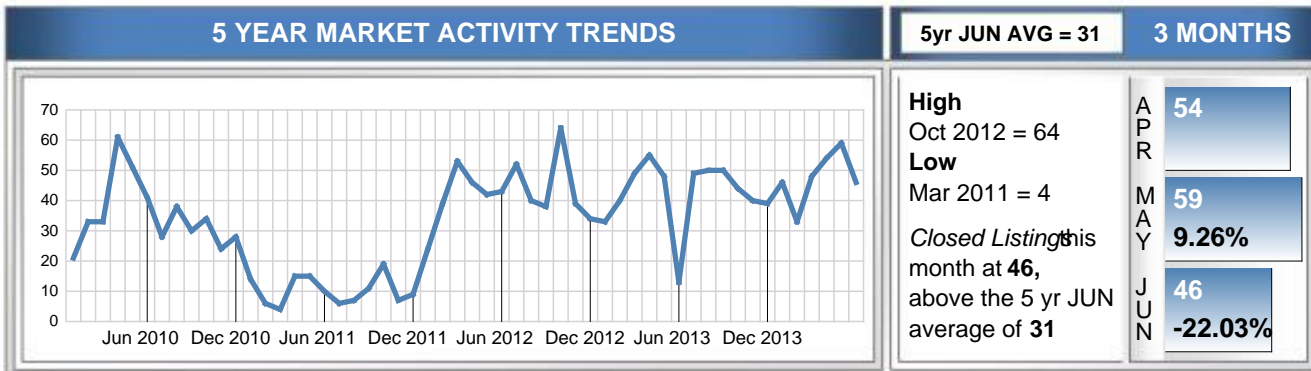
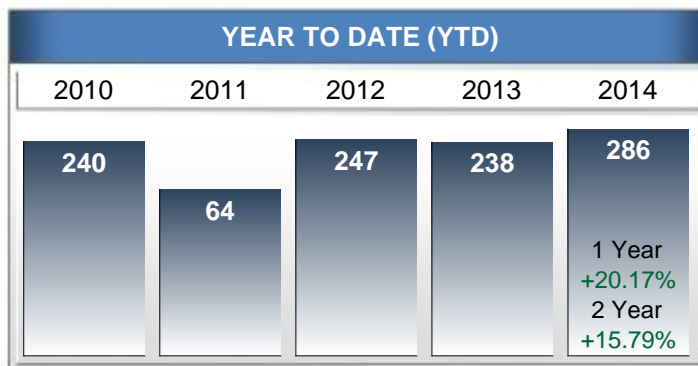
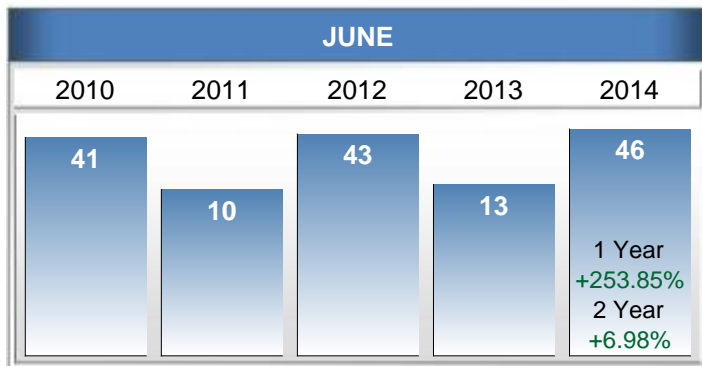
Closed Sales as of Jul 16, 2014



Closed Listings

Report Produced on: Jul 16, 2014

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	1	2.17%	33.0	0	0	1	0
\$10,001 - \$30,000	8	17.39%	48.6	0	6	2	0
\$30,001 - \$80,000	8	17.39%	41.8	2	6	0	0
\$80,001 - \$120,000	11	23.91%	56.8	1	8	2	0
\$120,001 - \$150,000	7	15.22%	50.1	1	6	0	0
\$150,001 - \$180,000	6	13.04%	97.3	0	5	1	0
\$180,001 and up	5	10.87%	44.8	1	2	2	0
Total Closed Units:	46		55.2	5	33	8	0.00B
Total Closed Volume:	4,545,121			507.60K	3.11M	925.80K	\$0
Average Closed Price:	\$98,807			\$101,520	\$94,295	\$115,725	



Monthly Inventory Analysis

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June 2014

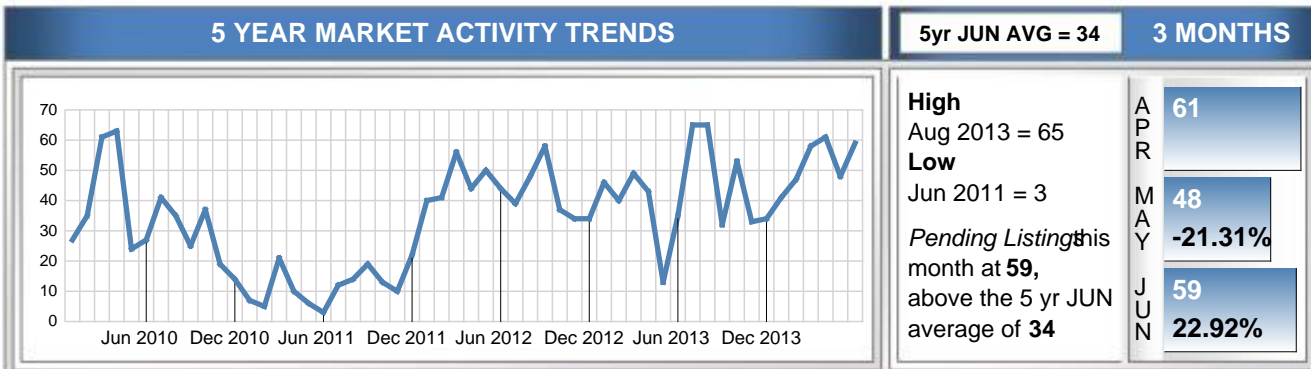
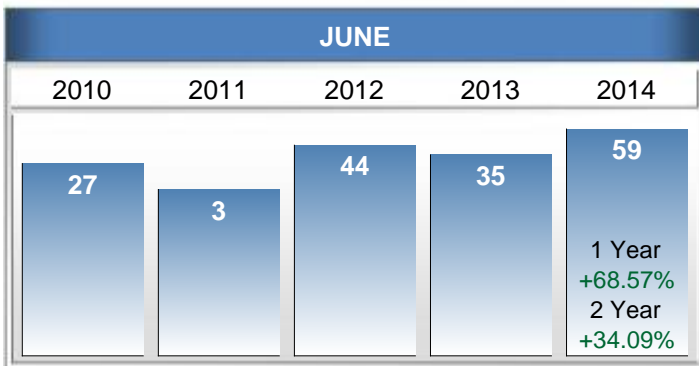
Pending Listings as of Jul 16, 2014



Pending Listings

Report Produced on: Jul 16, 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+		
\$0 and less	0	0.00%	0.0	0	0	0	0		
\$1-\$40,000	13	22.03%	59.2	5	8	0	0		
\$40,001-\$50,000	6	10.17%	94.2	2	4	0	0		
\$50,001-\$80,000	11	18.64%	53.4	3	7	1	0		
\$80,001-\$140,000	14	23.73%	63.1	1	12	1	0		
\$140,001-\$210,000	9	15.25%	44.8	2	4	3	0		
\$210,001 and up	6	10.17%	45.0	1	1	2	2		
Total Pending Units:				59	49.7	14	36	7	2
Total Pending Volume:				5,761,390		996.60K	3.02M	1.15M	599.80K
Average Listing Price:				\$85,091		\$71,186	\$83,844	\$163,800	\$299,900



Monthly Inventory Analysis

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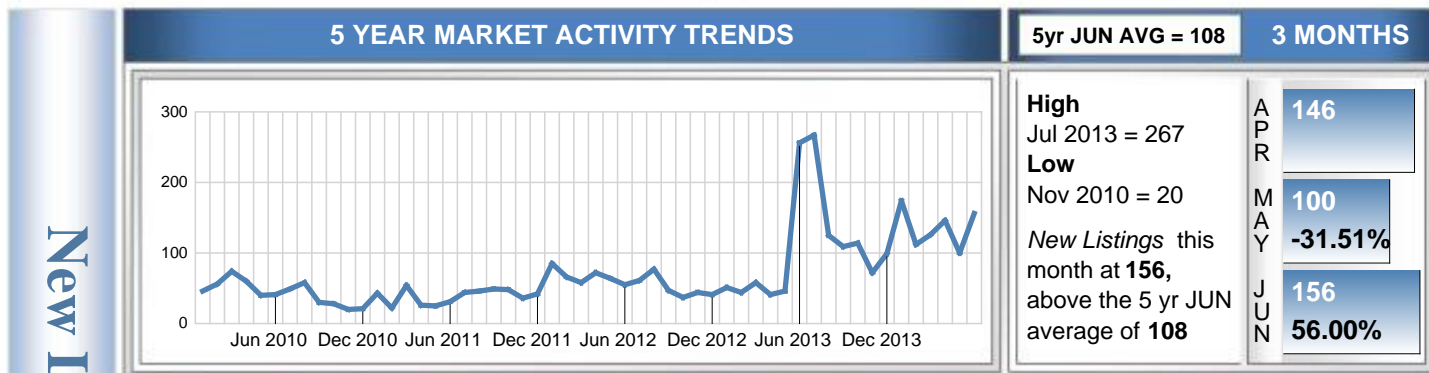
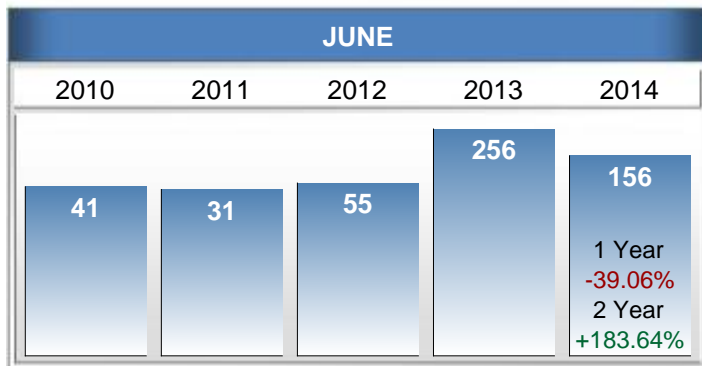
New Listings as of Jul 16, 2014



New Listings

Report Produced on: Jul 16, 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+
\$25,000 and less	16	10.26%	10	2	4	0
\$25,001 - \$25,000	0	0.00%	0	0	0	0
\$25,001 - \$50,000	24	15.38%	15	7	2	0
\$50,001 - \$100,000	50	32.05%	9	37	3	1
\$100,001 - \$125,000	18	11.54%	1	16	1	0
\$125,001 - \$250,000	32	20.51%	5	18	7	2
\$250,001 and up	16	10.26%	10	2	3	1
Total New Listed Units:			50	82	20	4
Total New Listed Volume:			10.67M	8.79M	2.48M	852.40K
Average New Listed Listing Price:			\$213,484	\$107,151	\$124,245	\$213,100



Monthly Inventory Analysis

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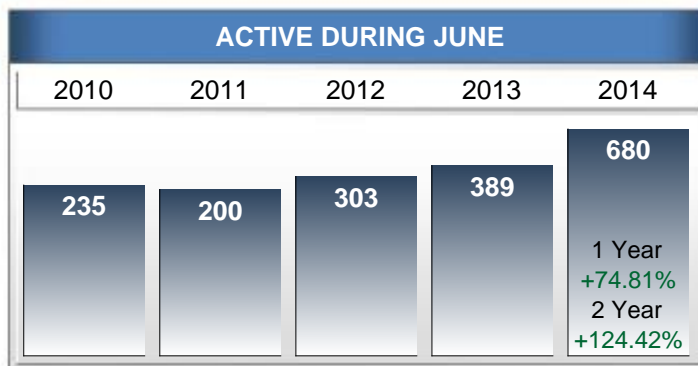
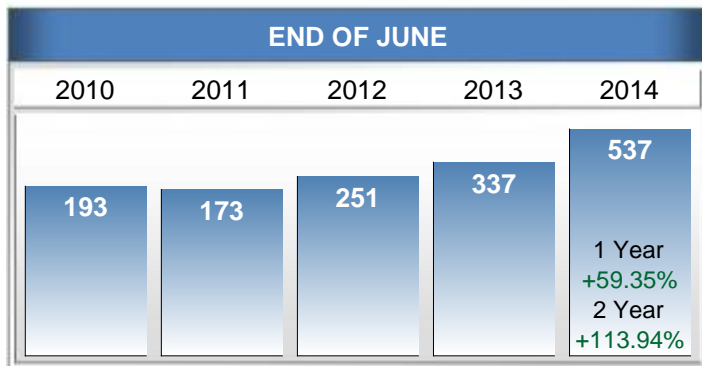
Active Inventory as of Jul 16, 2014



Active Inventory

Report Produced on: Jul 16, 2014

Area Delimited by County Of Muskogee



Active Inventory

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5yr JUN AVG = 298 **3 MONTHS**

High
Oct 2013 = 596

Low
Apr 2013 = 112

Inventory this month at **537**, above the 5 yr JUN average of **298**

A P R	524
M A Y	524
J U N	537
	0.00%
	2.48%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	25	4.66%	130.2	23	2	0	0
\$10,001 \$30,000	67	12.48%	74.0	52	10	5	0
\$30,001 \$60,000	103	19.18%	74.3	52	44	7	0
\$60,001 \$110,000	134	24.95%	73.3	25	92	15	2
\$110,001 \$160,000	87	16.20%	81.0	21	51	15	0
\$160,001 \$280,000	62	11.55%	86.5	12	27	19	4
\$280,001 and up	59	10.99%	87.7	30	11	12	6
Total Active Inventory by Units:		537	80.6	215	237	73	12
Total Active Inventory by Volume:		78,318,389		35.44M	26.45M	13.27M	3.15M
Average Active Inventory Listing Price:		\$145,844		\$164,851	\$111,621	\$181,830	\$262,300



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

June 2014

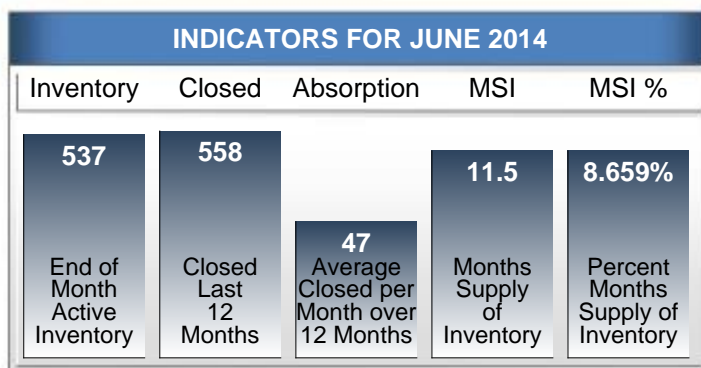
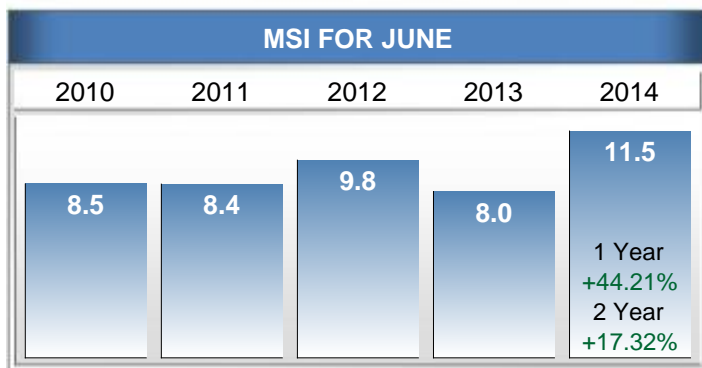
Active Inventory as of Jul 16, 2014



Months Supply of Inventory

Report Produced on: Jul 16, 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	25		4.66%	9.4	12.5	6.0	0.0	0.0
\$10,001 \$30,000	67		12.48%	9.1	15.2	3.6	5.0	0.0
\$30,001 \$60,000	103		19.18%	13.9	23.1	11.0	7.0	0.0
\$60,001 \$110,000	134		24.95%	10.6	16.7	9.1	15.0	24.0
\$110,001 \$160,000	87		16.20%	9.7	25.2	7.7	10.6	0.0
\$160,001 \$280,000	62		11.55%	10.2	24.0	10.1	6.5	0.0
\$280,001 and up	59		10.99%	44.3	180.0	33.0	16.0	72.0
MSI:		11.5			20.5	8.8	8.7	16.0
Total Active Inventory:		537			215	237	73	12



Monthly Inventory Analysis

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June 2014

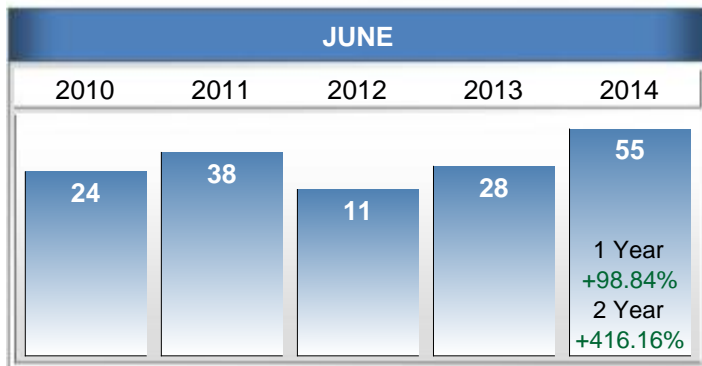
Closed Sales as of Jul 16, 2014



Average Days on Market to Sale

Report Produced on: Jul 16, 2014

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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	1			2.17%	33.0	0.0	0.0	33.0	0.0
\$10,001 \$30,000	8			17.39%	48.6	0.0	46.0	56.5	0.0
\$30,001 \$80,000	8			17.39%	41.8	52.5	38.2	0.0	0.0
\$80,001 \$120,000	11			23.91%	56.8	6.0	53.5	95.5	0.0
\$120,001 \$150,000	7			15.22%	50.1	21.0	55.0	0.0	0.0
\$150,001 \$180,000	6			13.04%	97.3	0.0	83.0	169.0	0.0
\$180,001 and up	5			10.87%	44.8	2.0	55.5	55.5	0.0
Average Closed DOM: 55.2						26.8	54.2	77.1	0.0
Total Closed Units: 46						5	33	8	
Total Closed Volume: 4,545,121						507.60K	3.11M	925.80K	0.00B



Monthly Inventory Analysis

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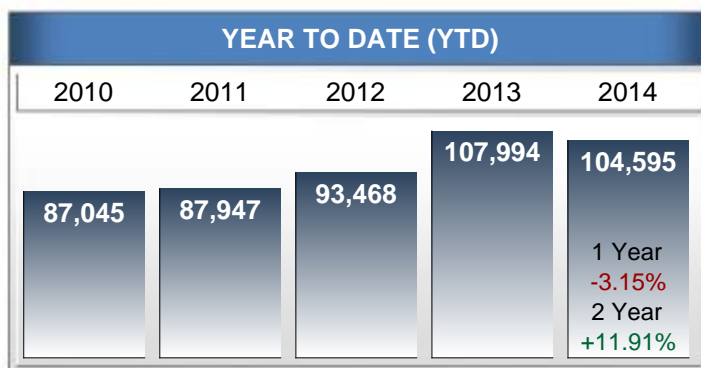
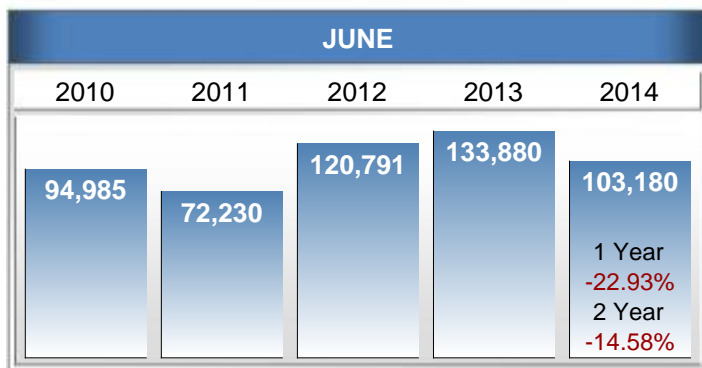
Closed Sales as of Jul 16, 2014



Average List Price at Closing

Report Produced on: Jul 16, 2014

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	0		0.00%	0	0	0	14,900	0
\$10,001 \$30,000	8		17.39%	18,712	0	21,483	20,450	0
\$30,001 \$80,000	9		19.57%	50,233	52,450	52,033	0	0
\$80,001 \$120,000	11		23.91%	99,364	90,000	96,763	114,450	0
\$120,001 \$150,000	6		13.04%	135,217	144,900	137,650	0	0
\$150,001 \$180,000	6		13.04%	163,067	0	163,780	199,500	0
\$180,001 and up	6		13.04%	210,300	189,900	186,250	249,950	0
Average List Price:	\$103,180				\$105,940	\$97,954	\$123,013	\$0
Total Closed Units:	46				5	33	8	
Total List Volume:	4,746,295				529.70K	3.23M	984.10K	0.00B



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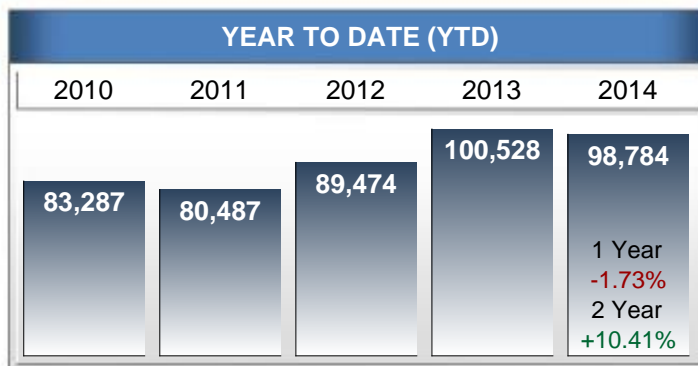
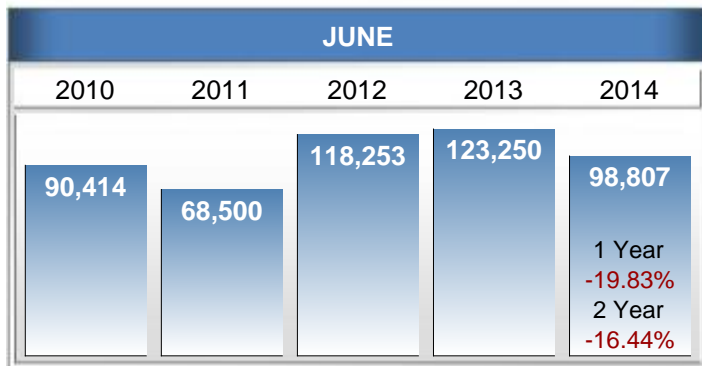
Closed Sales as of Jul 16, 2014



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	1	2.17%	10,000	0	0	10,000	0
\$10,001 \$30,000	8	17.39%	18,188	0	17,417	20,501	0
\$30,001 \$80,000	8	17.39%	46,825	50,100	45,733	0	0
\$80,001 \$120,000	11	23.91%	97,355	82,500	95,700	111,400	0
\$120,001 \$150,000	7	15.22%	134,403	135,000	134,303	0	0
\$150,001 \$180,000	6	13.04%	159,900	0	157,880	170,000	0
\$180,001 and up	5	10.87%	208,780	189,900	186,000	241,000	0
Average Closed Price:	\$98,807			\$101,520	\$94,295	\$115,725	\$0
Total Closed Units:	46			5	33	8	
Total Closed Volume:	4,545,121			507.60K	3.11M	925.80K	0.00B



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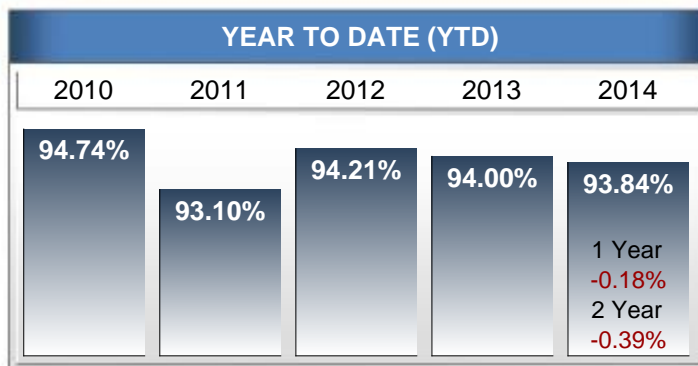
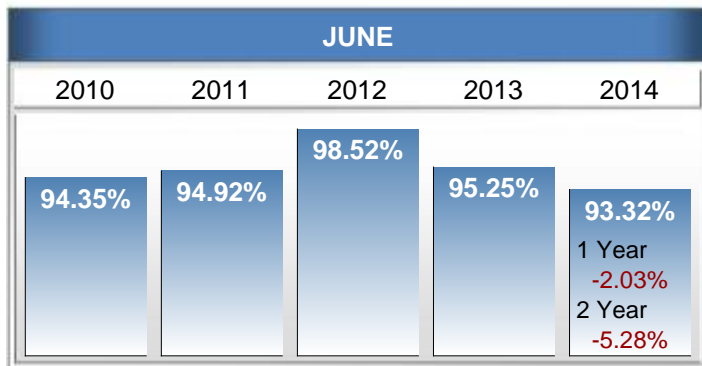
Closed Sales as of Jul 16, 2014



Average Percent of List Price to Selling Price

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

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	2.17%	67.11%	0.00%	0.00%	67.11%	0.00%
\$10,001 \$30,000	8	17.39%	85.03%	0.00%	79.94%	100.27%	0.00%
\$30,001 \$80,000	8	17.39%	90.79%	95.50%	89.23%	0.00%	0.00%
\$80,001 \$120,000	11	23.91%	98.11%	91.67%	99.08%	97.45%	0.00%
\$120,001 \$150,000	7	15.22%	97.09%	93.17%	97.75%	0.00%	0.00%
\$150,001 \$180,000	6	13.04%	94.59%	0.00%	96.47%	85.21%	0.00%
\$180,001 and up	5	10.87%	98.52%	100.00%	99.87%	96.42%	0.00%
Average List/Sell Ratio: 93.30%				95.17%	93.22%	92.58%	0.00%
Total Closed Units: 46				5	33	8	
Total Closed Volume: 4,545,121				507.60K	3.11M	925.80K	0.00B

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Inventory as of Jul 16, 2014



Market Summary

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	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	13	46	253.85%	238	286	20.17%
Pending Sales	35	59	68.57%	226	314	38.94%
New Listings	256	156	-39.06%	496	814	64.11%
Average List Price	133,880	103,180	-22.93%	107,994	104,595	-3.15%
Average Sale Price	123,250	98,807	-19.83%	100,528	98,784	-1.73%
Average Percent of List Price to Selling Price	95.25%	93.32%	-2.03%	94.00%	93.84%	-0.18%
Average Days on Market to Sale	27.77	55.22	98.84%	10.32	61.46	495.36%
Monthly Inventory	337	537	59.35%	337	537	59.35%
Months Supply of Inventory	8.01	11.55	44.21%	8.01	11.55	44.21%

