



May 2014

Area Delimited by County Of Muskogee

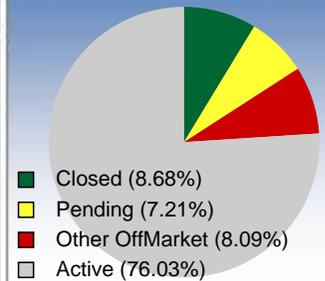


Absorption: Last 12 months, an Average of **44** Sales/Month

Active Inventory as of May 31, 2014 = **517**

	MAY		
	2013	2014	+/- %
Closed Listings	48	59	22.92%
Pending Listings	13	49	276.92%
New Listings	46	100	117.39%
Average List Price	113,717	115,741	1.78%
Average Sale Price	109,091	110,357	1.16%
Average Percent of List Price to Selling Price	97.18%	95.90%	-1.31%
Average Days on Market to Sale	10.35	53.42	415.96%
End of Month Inventory	133	517	288.72%
Months Supply of Inventory	2.98	11.82	296.13%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jun 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 May 2014 rose **288.72%** to 517 existing homes available for sale. Over the last 12 months this area has had an average of 44 closed sales per month. This represents an unsold inventory index of **11.82** 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 **1.16%** in May 2014 to \$110,357 versus the previous year at \$109,091.

Average Days on Market Lengthens

The average number of **53.42** days that homes spent on the market before selling increased by 43.07 days or **415.96%** in May 2014 compared to last year's same month at **10.35** DOM.

Sales Success for May 2014 is Positive

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

There were 100 New Listings in May 2014, up **117.39%** from last year at 46. Furthermore, there were 59 Closed Listings this month versus last year at 48, a **22.92%** increase.

Closed versus Listed trends yielded a **59.0%** ratio, down from last year's May 2014 at **104.3%**, a **43.46%** 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?

Contact an experienced REALTOR®

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



Monthly Inventory Analysis

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May 2014

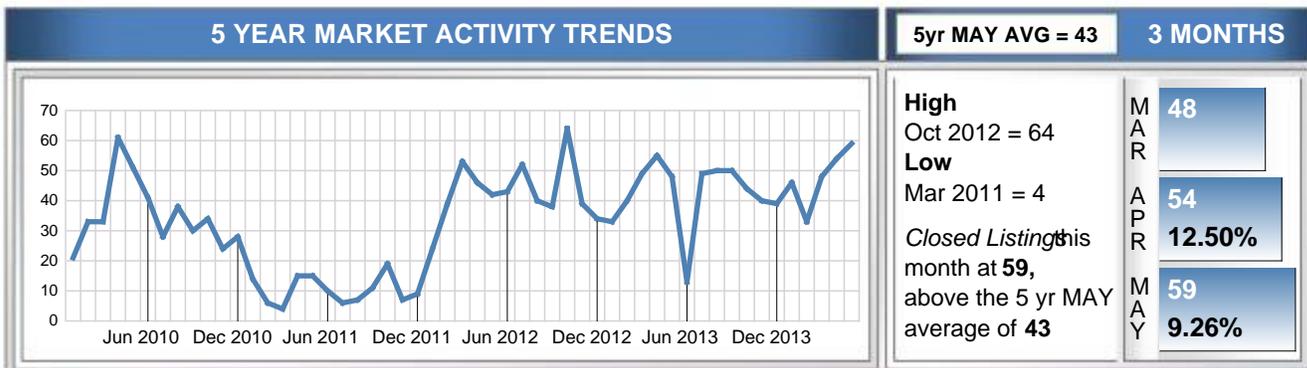
Closed Sales as of Jun 16, 2014



Closed Listings

Report Produced on: Jun 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+
\$20,000 and less	0	0.00%	0.0	0	0	0	0
\$20,001 - \$40,000	13	22.03%	42.5	6	3	3	1
\$40,001 - \$70,000	8	13.56%	62.1	4	3	1	0
\$70,001 - \$100,000	14	23.73%	56.9	1	13	0	0
\$100,001 - \$150,000	11	18.64%	71.5	1	8	2	0
\$150,001 - \$200,000	6	10.17%	33.0	1	4	1	0
\$200,001 and up	7	11.86%	45.9	1	2	4	0
Total Closed Units:	59		53.4	14	33	11	1
Total Closed Volume:	6,511,054			1.02M	3.91M	1.56M	25.38K
Average Closed Price:	\$110,357			\$72,771	\$118,406	\$141,770	\$25,379



Monthly Inventory Analysis

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May 2014

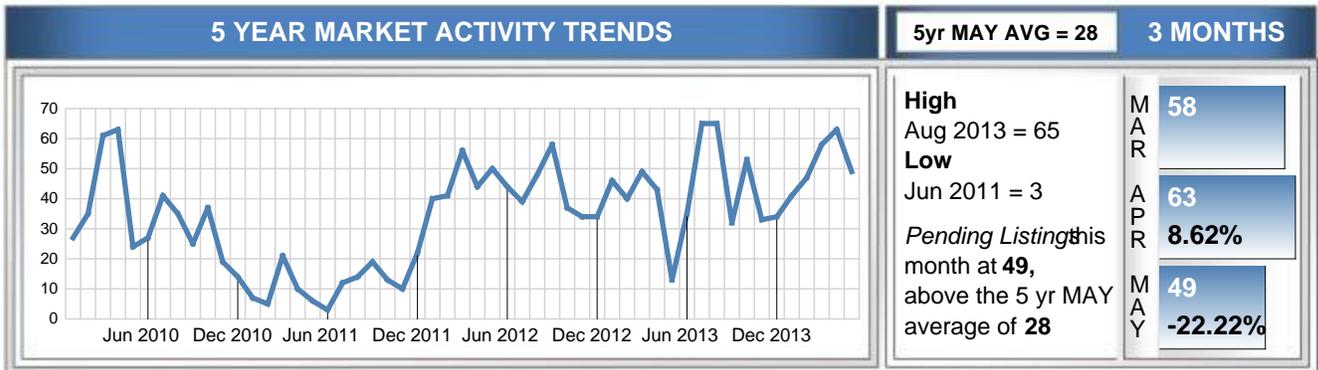
Pending Listings as of Jun 16, 2014



Pending Listings

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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+
\$20,000 and less	3	6.12%	72.3	0	2	1	0
\$20,001 \$50,000	8	16.33%	35.1	3	3	2	0
\$50,001 \$80,000	4	8.16%	54.3	2	2	0	0
\$80,001 \$120,000	14	28.57%	51.4	2	11	1	0
\$120,001 \$150,000	5	10.20%	50.0	0	5	0	0
\$150,001 \$180,000	9	18.37%	60.3	1	8	0	0
\$180,001 and up	6	12.24%	69.5	2	3	1	0
Total Pending Units: 49				71.8			
Total Pending Volume: 5,252,595				10 34 5			
Average Listing Price: \$110,189				917.60K 3.93M 402.30K 0.00B			
				\$91,760 \$115,668 \$80,460 \$0			



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2014

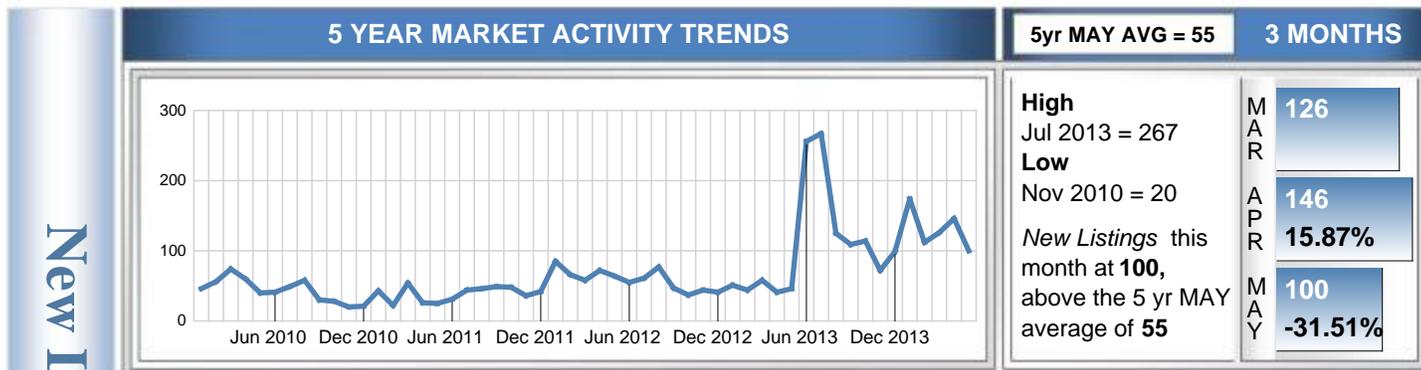
New Listings as of Jun 16, 2014



New Listings

Report Produced on: Jun 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+
\$10,000 and less	4	4.00%	2	2	0	0
\$10,001 \$30,000	15	15.00%	10	4	1	0
\$30,001 \$50,000	14	14.00%	3	9	2	0
\$50,001 \$90,000	28	28.00%	7	20	1	0
\$90,001 \$130,000	13	13.00%	0	11	2	0
\$130,001 \$180,000	14	14.00%	1	12	1	0
\$180,001 and up	12	12.00%	4	6	1	1
Total New Listed Units:			27	64	8	1
Total New Listed Volume:			1.83M	6.48M	992.40K	295.00K
Average New Listed Listing Price:			\$67,711	\$101,308	\$124,050	\$295,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2014

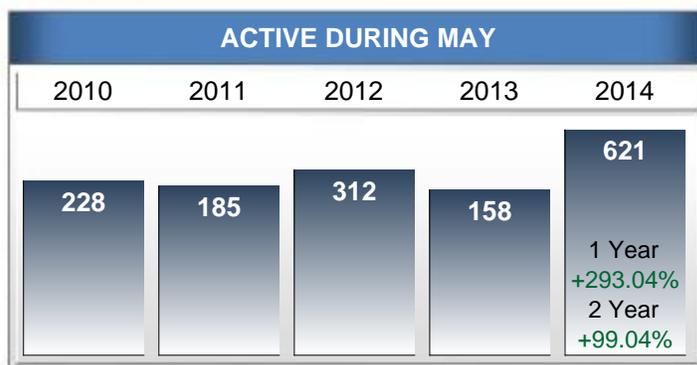
Active Inventory as of Jun 16, 2014



Active Inventory

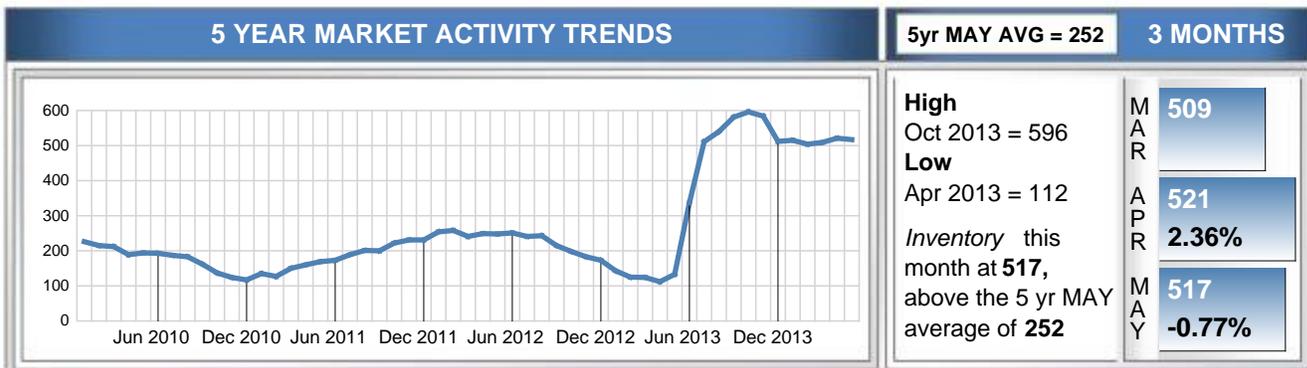
Report Produced on: Jun 16, 2014

Area Delimited by County Of Muskogee



Active Inventory

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INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	29	5.61%	99.5	26	3	0	0
\$10,001 - \$30,000	71	13.73%	85.3	56	13	2	0
\$30,001 - \$50,000	71	13.73%	79.8	41	25	5	0
\$50,001 - \$110,000	144	27.85%	76.8	36	92	15	1
\$110,001 - \$160,000	80	15.47%	95.4	23	44	12	1
\$160,001 - \$290,000	69	13.35%	86.7	14	31	22	2
\$290,001 and up	53	10.25%	89.0	28	8	10	7
Total Active Inventory by Units:		517	85.1	224	216	66	11
Total Active Inventory by Volume:		72,375,979		32.27M	24.06M	12.72M	3.32M
Average Active Inventory Listing Price:		\$139,992		\$144,065	\$111,390	\$192,748	\$302,164



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

May 2014

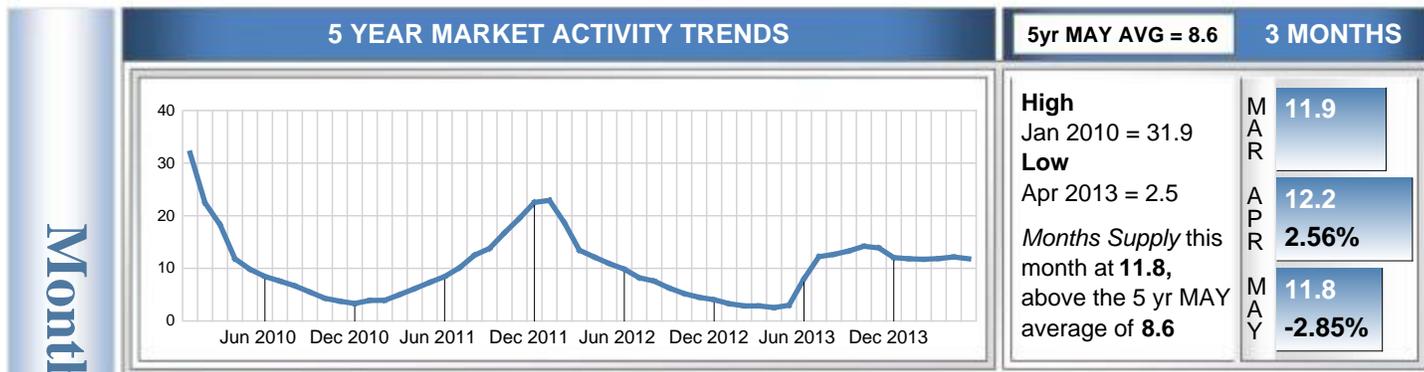
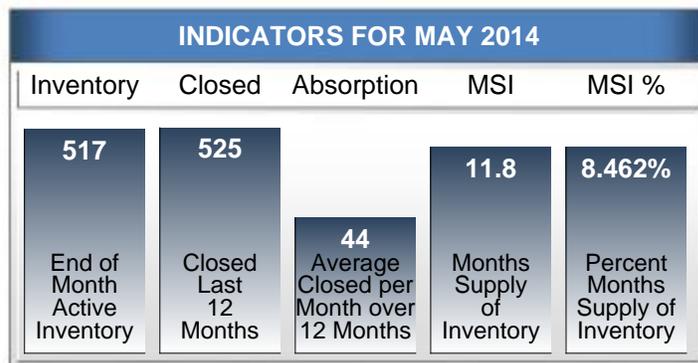
Active Inventory as of Jun 16, 2014



Months Supply of Inventory

Report Produced on: Jun 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	29	5.61%	10.9	14.2	7.2	0.0	0.0	
\$10,001 \$30,000	71	13.73%	10.5	16.0	5.8	2.4	0.0	
\$30,001 \$50,000	71	13.73%	14.0	30.8	9.4	5.5	0.0	
\$50,001 \$110,000	144	27.85%	10.2	15.4	8.6	15.0	12.0	
\$110,001 \$160,000	80	15.47%	9.9	27.6	7.5	9.0	12.0	
\$160,001 \$290,000	69	13.35%	11.8	28.0	12.8	7.8	24.0	
\$290,001 and up	53	10.25%	42.4	112.0	24.0	15.0	0.0	
MSI:	11.8			21.2	8.8	8.4	14.7	
Total Active Inventory:	517			224	216	66	11	



Monthly Inventory Analysis

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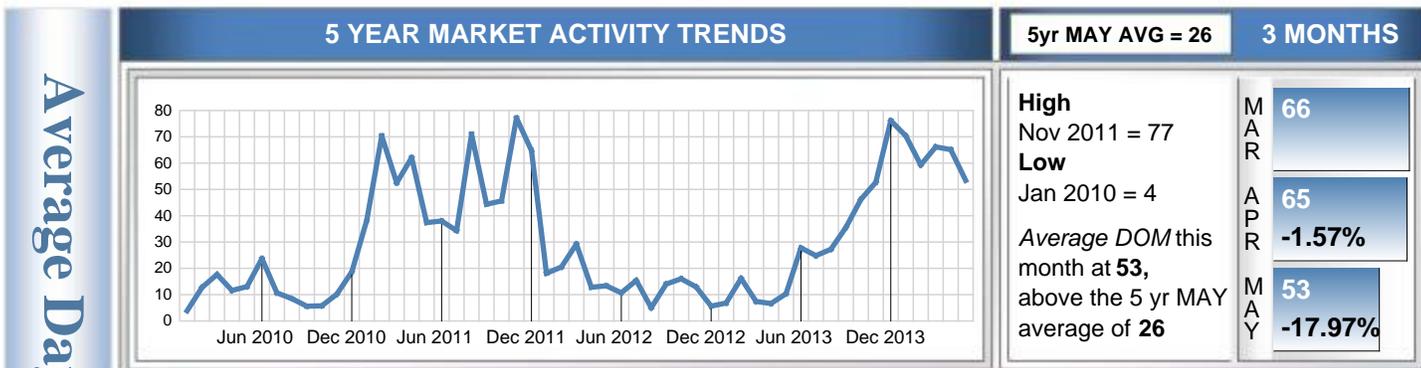
Closed Sales as of Jun 16, 2014



Average Days on Market to Sale

Report Produced on: Jun 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+
\$20,000 and less	0	0.00%	0.0	0.0	0.0	0.0	0.0
\$20,001 \$40,000	13	22.03%	42.5	24.2	50.7	62.0	69.0
\$40,001 \$70,000	8	13.56%	62.1	90.5	35.7	28.0	0.0
\$70,001 \$100,000	14	23.73%	56.9	126.0	51.6	0.0	0.0
\$100,001 \$150,000	11	18.64%	71.5	82.0	67.9	81.0	0.0
\$150,001 \$200,000	6	10.17%	33.0	7.0	40.8	28.0	0.0
\$200,001 and up	7	11.86%	45.9	1.0	80.5	39.8	0.0
Average Closed DOM: 53.4				51.6	54.5	51.2	69.0
Total Closed Units: 59				14	33	11	1
Total Closed Volume: 6,511,054				1.02M	3.91M	1.56M	25.38K



Monthly Inventory Analysis

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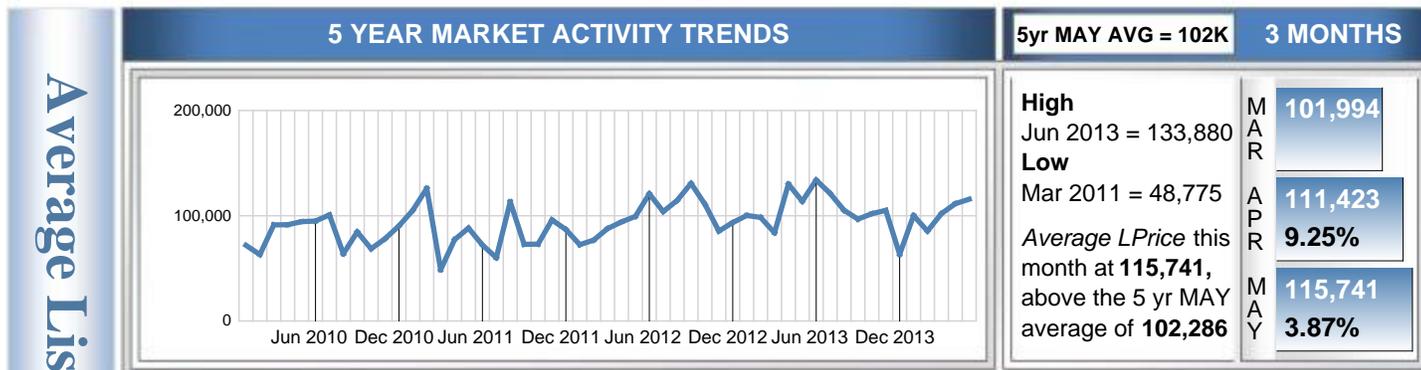
Closed Sales as of Jun 16, 2014



Average List Price at Closing

Report Produced on: Jun 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+
\$20,000 and less	0	0.00%	0	0	0	0	0
\$20,001 \$40,000	11	18.64%	30,955	29,300	33,967	41,800	24,900
\$40,001 \$70,000	10	16.95%	55,820	58,850	61,800	49,900	0
\$70,001 \$100,000	12	20.34%	90,433	95,000	92,046	0	0
\$100,001 \$150,000	10	16.95%	114,960	159,900	117,900	167,450	0
\$150,001 \$200,000	10	16.95%	177,140	189,000	180,050	167,500	0
\$200,001 and up	6	10.17%	320,633	199,900	462,450	249,725	0
Average List Price:	\$115,741			\$75,357	\$123,400	\$152,418	\$24,900
Total Closed Units:	59			14	33	11	1
Total List Volume:	6,828,700			1.06M	4.07M	1.68M	24.90K



Monthly Inventory Analysis

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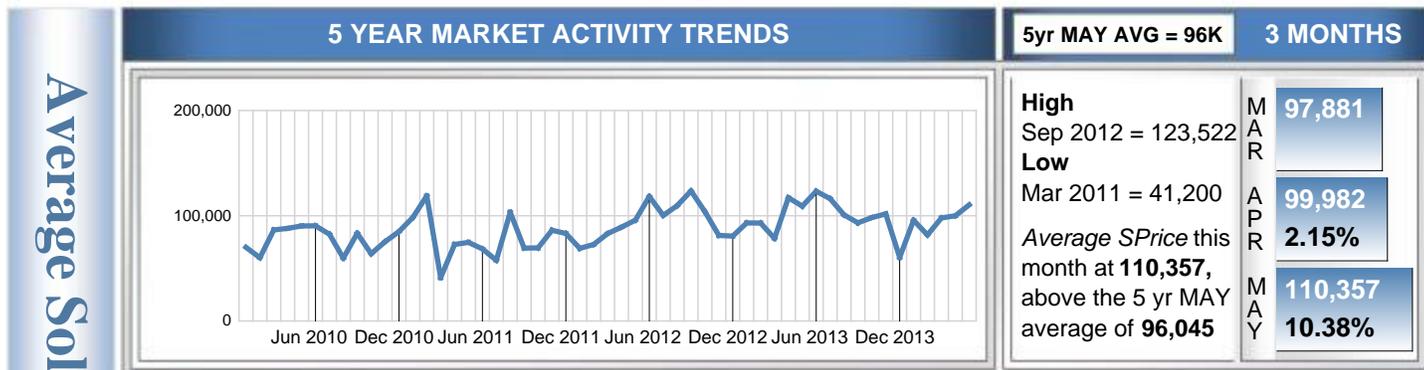
Closed Sales as of Jun 16, 2014



Average Sold Price at Closing

Report Produced on: Jun 16, 2014

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	0	0.00%	0	0	0	0	0
\$20,001 \$40,000	13	22.03%	30,206	28,233	30,667	35,300	25,379
\$40,001 \$70,000	8	13.56%	58,513	58,500	62,700	46,000	0
\$70,001 \$100,000	14	23.73%	89,593	86,500	89,831	0	0
\$100,001 \$150,000	11	18.64%	121,452	150,000	115,100	132,588	0
\$150,001 \$200,000	6	10.17%	176,867	175,000	179,675	167,500	0
\$200,001 and up	7	11.86%	285,543	203,900	410,000	243,725	0
Average Closed Price:	\$110,357			\$72,771	\$118,406	\$141,770	\$25,379
Total Closed Units:	59			14	33	11	1
Total Closed Volume:	6,511,054			1.02M	3.91M	1.56M	25.38K



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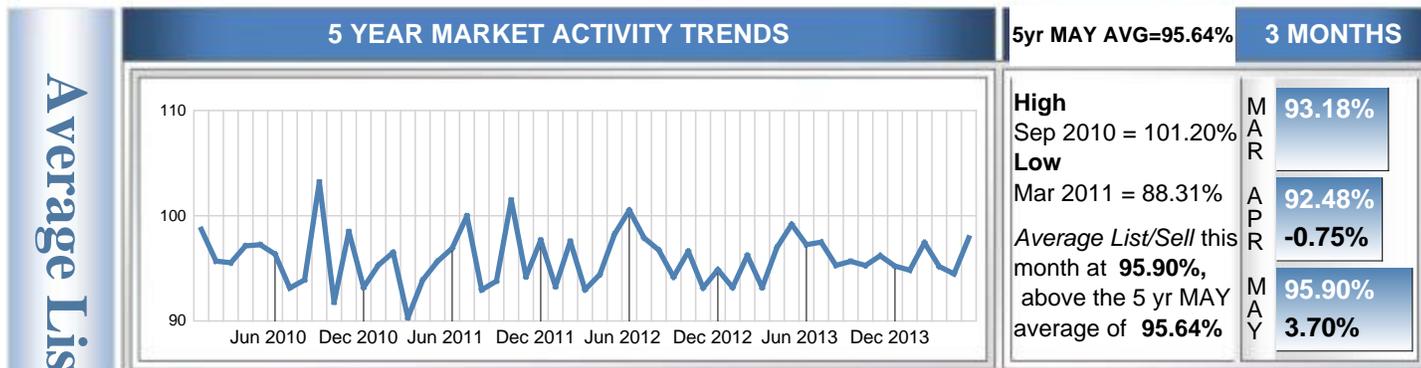
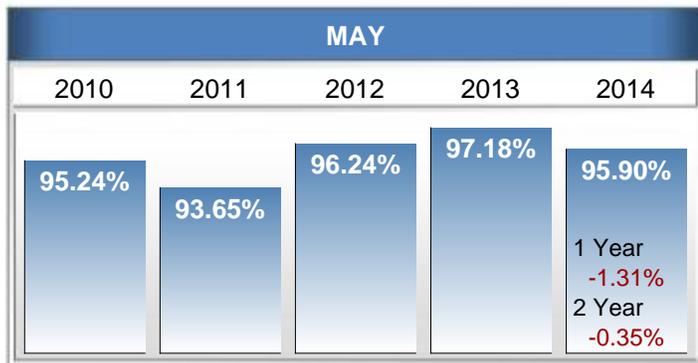
Closed Sales as of Jun 16, 2014



Average Percent of List Price to Selling Price

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Area Delimited by County Of Muskogee



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	0	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
\$20,001 \$40,000	13	22.03%	92.77%	96.31%	90.24%	85.16%	101.92%	
\$40,001 \$70,000	8	13.56%	99.56%	99.76%	101.75%	92.18%	0.00%	
\$70,001 \$100,000	14	23.73%	97.16%	91.05%	97.63%	0.00%	0.00%	
\$100,001 \$150,000	11	18.64%	93.95%	93.81%	97.63%	79.31%	0.00%	
\$150,001 \$200,000	6	10.17%	98.62%	92.59%	99.78%	100.00%	0.00%	
\$200,001 and up	7	11.86%	95.78%	102.00%	88.66%	97.77%	0.00%	
Average List/Sell Ratio:				95.90%	96.88%	97.05%	90.67%	101.92%
Total Closed Units:				59	14	33	11	1
Total Closed Volume:				6,511,054	1.02M	3.91M	1.56M	25.38K



Monthly Inventory Analysis

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Inventory as of Jun 16, 2014



Market Summary

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Absorption: Last 12 months, an Average of 44 Sales/Month

Active Inventory as of May 31, 2014 = 517

	MAY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	48	59	22.92%	225	240	6.67%
Pending Sales	13	49	276.92%	191	258	35.08%
New Listings	46	100	117.39%	240	658	174.17%
Average List Price	113,717	115,741	1.78%	106,499	104,866	-1.53%
Average Sale Price	109,091	110,357	1.16%	99,215	98,779	-0.44%
Average Percent of List Price to Selling Price	97.18%	95.90%	-1.31%	93.93%	93.93%	0.01%
Average Days on Market to Sale	10.35	53.42	415.96%	9.32	62.66	572.62%
Monthly Inventory	133	517	288.72%	133	517	288.72%
Months Supply of Inventory	2.98	11.82	296.13%	2.98	11.82	296.13%

