



April 2015

Area Delimited by County Of Muskogee

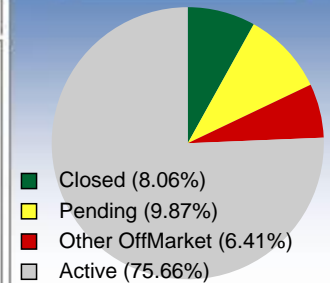


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of April 30, 2015 = **460**

	APRIL		
	2014	2015	+/- %
Closed Listings	54	49	-9.26%
Pending Listings	62	60	-3.23%
New Listings	146	109	-25.34%
Average List Price	111,423	119,010	6.81%
Average Sale Price	99,982	111,622	11.64%
Average Percent of List Price to Selling Price	92.48%	95.17%	2.91%
Average Days on Market to Sale	65.13	58.78	-9.76%
End of Month Inventory	439	460	4.78%
Months Supply of Inventory	10.31	9.60	-6.88%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 14, 2015

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 April 2015 rose **4.78%** to 460 existing homes available for sale. Over the last 12 months this area has had an average of 48 closed sales per month. This represents an unsold inventory index of **9.60** 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 **11.64%** in April 2015 to \$111,622 versus the previous year at \$99,982.

Average Days on Market Shortens

The average number of **58.78** days that homes spent on the market before selling decreased by 6.35 days or **9.76%** in April 2015 compared to last year's same month at **65.13** DOM.

Sales Success for April 2015 is Positive

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

There were 109 New Listings in April 2015, down **25.34%** from last year at 146. Furthermore, there were 49 Closed Listings this month versus last year at 54, a **-9.26%** decrease.

Closed versus Listed trends yielded a **45.0%** ratio, up from last year's April 2015 at **37.0%**, a **21.54%** 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

Data from the Greater Tulsa Association of REALTORS®

April 2015

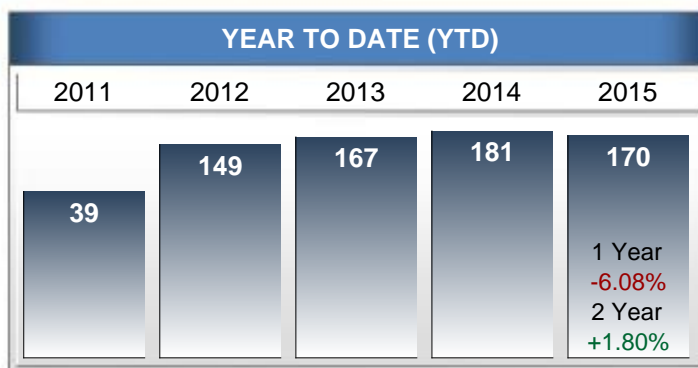
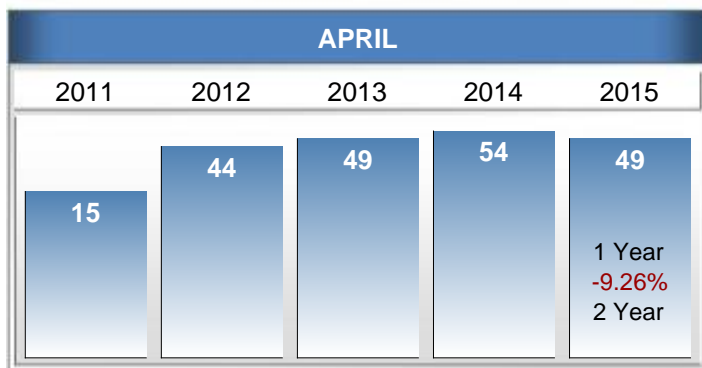
Closed Sales as of May 14, 2015



Closed Listings

Report Produced on: May 14, 2015

Area Delimited by County Of Muskogee



Closed Listings
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5yr APR AVG = 42 **3 MONTHS**

High
Aug 2014 = 60
Low
Mar 2011 = 4

Closed Listing this month at **49**, above the 5 yr APR average of **42**

FEB	37
MAR	46
APR	24.32%
MAY	49
JUN	6.52%

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	4	8.16%	77.3	2	2	0	0
\$20,001 \$40,000	6	12.24%	51.7	4	1	0	1
\$40,001 \$70,000	6	12.24%	45.0	3	3	0	0
\$70,001 \$100,000	14	28.57%	59.2	2	12	0	0
\$100,001 \$130,000	7	14.29%	55.9	1	5	1	0
\$130,001 \$230,000	7	14.29%	72.0	2	3	2	0
\$230,001 and up	5	10.20%	53.4	1	2	1	1
Total Closed Units:	49		58.8	15	28	4	2
Total Closed Volume:	5,469,492			1.16M	2.97M	875.10K	459.25K
Average Closed Price:	\$111,622			\$77,613	\$106,105	\$218,775	\$229,625



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

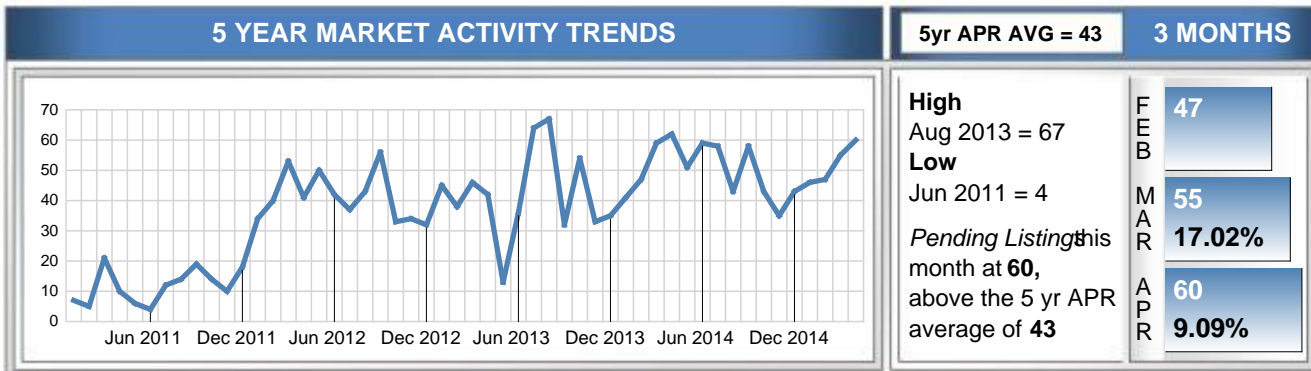
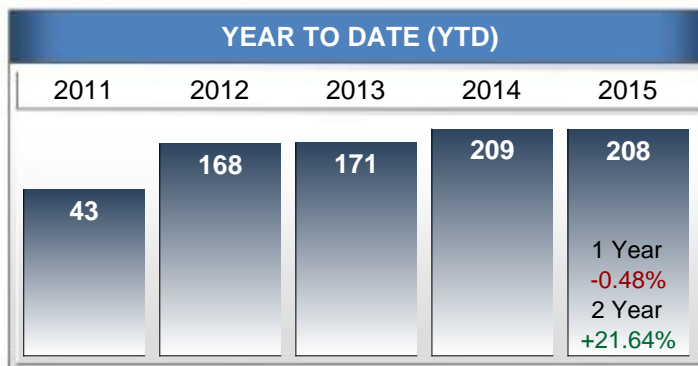
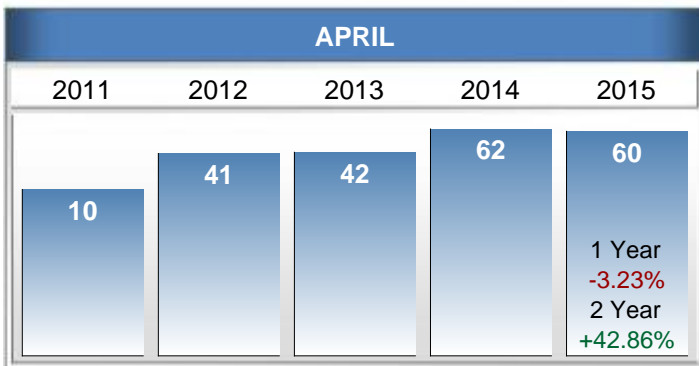
Pending Listings as of May 14, 2015



Pending Listings

Report Produced on: May 14, 2015

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+
\$30,000 and less	6	10.00%	73.0	3	3	0	0
\$30,001 \$60,000	6	10.00%	78.5	4	2	0	0
\$60,001 \$80,000	7	11.67%	84.3	2	4	1	0
\$80,001 \$130,000	18	30.00%	52.0	0	16	1	1
\$130,001 \$160,000	7	11.67%	53.3	0	7	0	0
\$160,001 \$210,000	8	13.33%	45.6	1	6	1	0
\$210,001 and up	8	13.33%	60.3	1	2	5	0
Total Pending Units:	60		63.8	11	40	8	1
Total Pending Volume:	7,519,600			917.70K	4.73M	1.79M	89.00K
Average Listing Price:	\$38,125			\$83,427	\$118,168	\$223,275	\$89,000



Monthly Inventory Analysis

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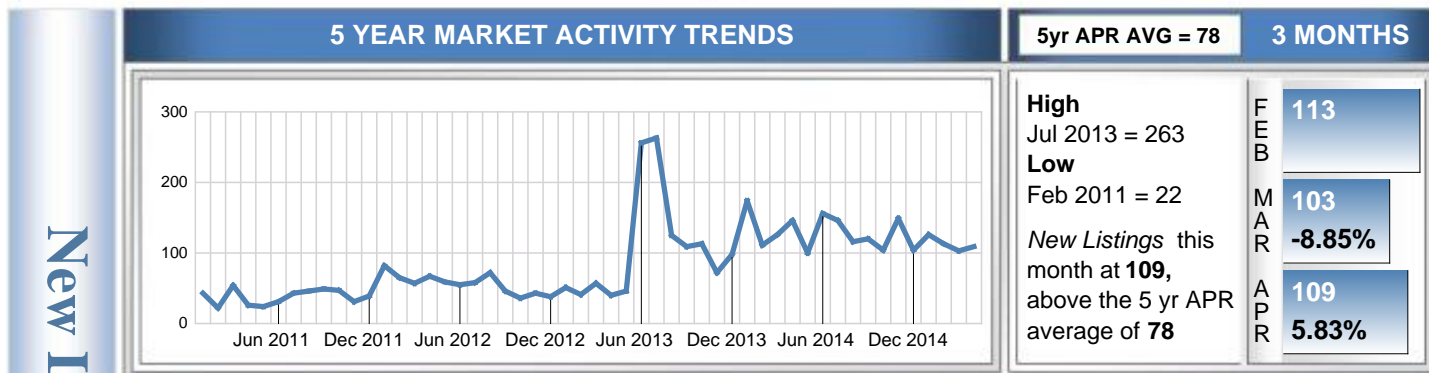
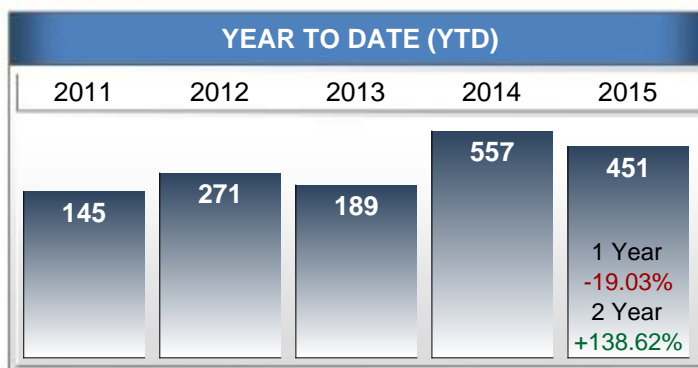
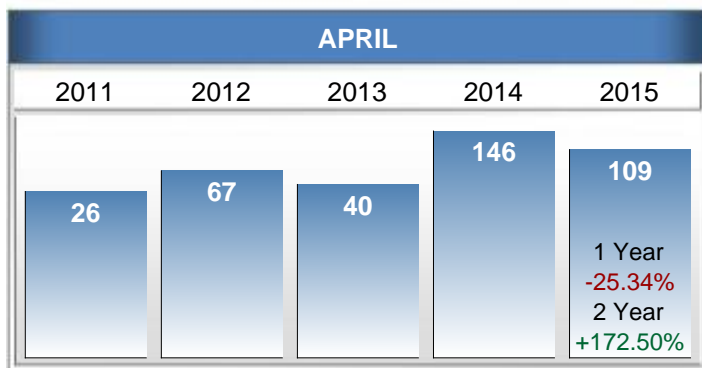
New Listings as of May 14, 2015



New Listings

Report Produced on: May 14, 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	7	6.42%	7	0	0	0	
\$20,001 \$50,000	16	14.68%	9	7	0	0	
\$50,001 \$90,000	13	11.93%	5	5	3	0	
\$90,001 \$140,000	32	29.36%	7	19	6	0	
\$140,001 \$200,000	16	14.68%	1	13	2	0	
\$200,001 \$350,000	15	13.76%	2	7	6	0	
\$350,001 and up	10	9.17%	6	1	2	1	
Total New Listed Units:			109	37	52	19	1
Total New Listed Volume:			17,498,720	5.98M	7.16M	3.71M	650.00K
Average New Listed Listing Price:			\$0	\$161,516	\$137,687	\$195,416	\$650,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

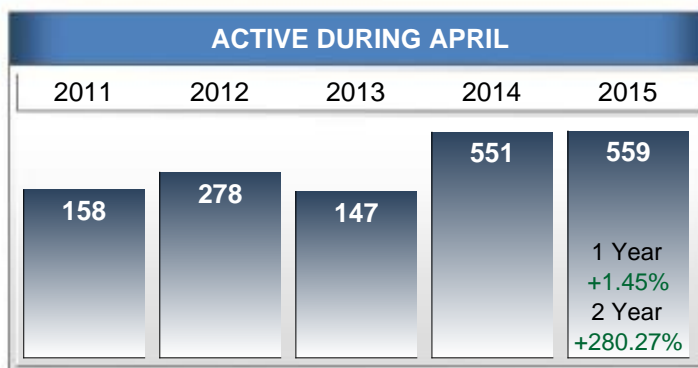
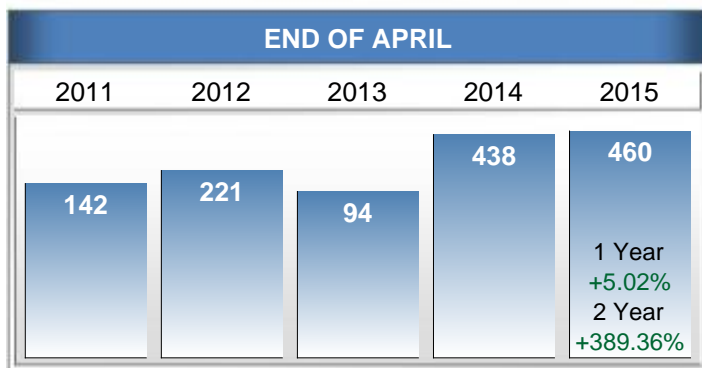
Active Inventory as of May 14, 2015



Active Inventory

Report Produced on: May 14, 2015

Area Delimited by County Of Muskogee



Active Inventory

Ready to Buy or Sell Real Estate?
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5yr APR AVG = 271 **3 MONTHS**

High
Oct 2013 = 497

Low
Apr 2013 = 94

Inventory this month at **460**, above the 5 yr APR average of **271**

FEB	470
MAR	451
APR	460
-4.04%	
2.00%	

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory 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-\$25,000	88	19.13%	108.7	83	3	2	0		
\$25,001-\$50,000	72	15.65%	108.9	50	18	3	1		
\$50,001-\$100,000	108	23.48%	89.3	45	55	8	0		
\$100,001-\$175,000	86	18.70%	79.3	22	51	13	0		
\$175,001-\$300,000	60	13.04%	70.8	7	30	22	1		
\$300,001 and up	46	10.00%	72.0	26	7	11	2		
Total Active Inventory by Units:				460	90.1	233	164	59	4
Total Active Inventory by Volume:				167,277,604		130.05M	23.20M	12.32M	1.71M
Average Active Inventory Listing Price:				\$363,647		\$558,153	\$141,449	\$208,819	\$427,500



Monthly Inventory Analysis

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April 2015

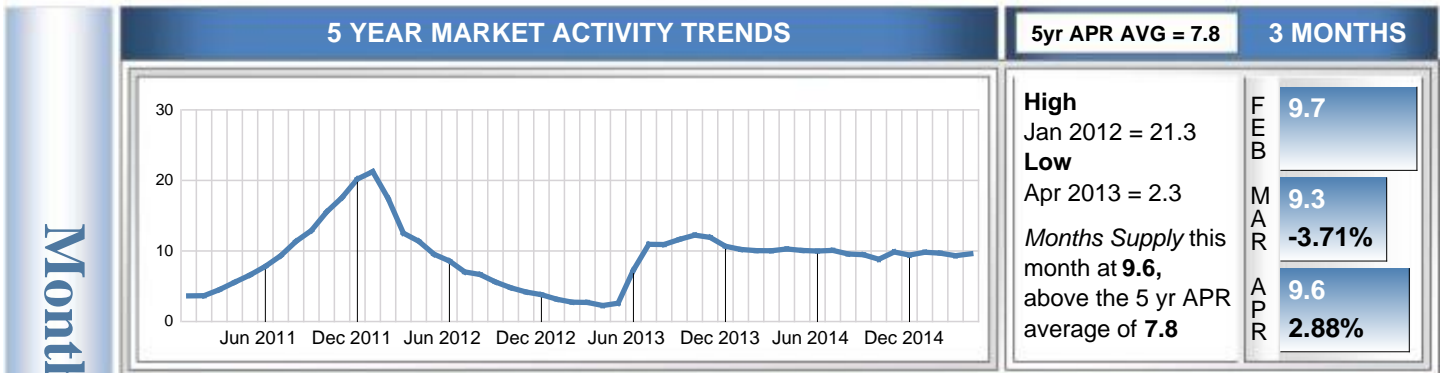
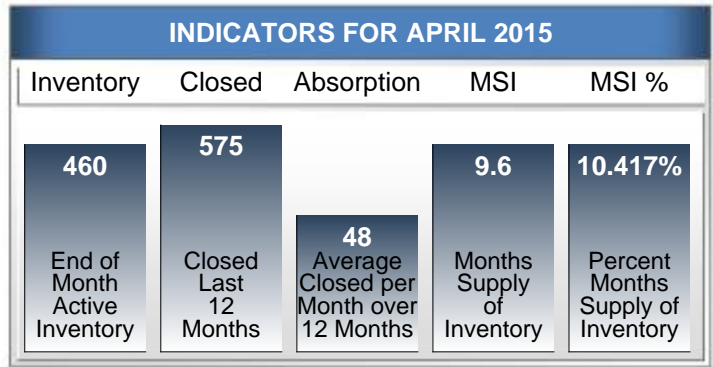
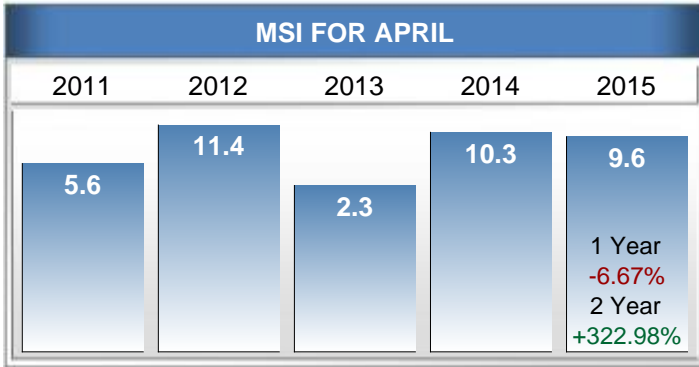
Active Inventory as of May 14, 2015



Months Supply of Inventory

Report Produced on: May 14, 2015

Area Delimited by County Of Muskogee



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	19	4.13%	12.7	16.6	0.0	6.0	0.0	
\$10,001 \$30,000	85	18.48%	11.6	22.0	2.5	1.3	0.0	
\$30,001 \$50,000	56	12.17%	10.2	21.7	4.3	6.0	0.0	
\$50,001 \$110,000	114	24.78%	6.7	14.6	4.7	8.3	0.0	
\$110,001 \$170,000	75	16.30%	8.7	25.2	6.8	7.6	0.0	
\$170,001 \$300,000	65	14.13%	10.0	10.7	15.1	7.3	2.0	
\$300,001 and up	46	10.00%	34.5	34.7	28.0	132.0	8.0	
MSI:	9.6			19.8	5.9	8.2	3.4	
Total Active Inventory:	460			233	164	59	4	

Months Supply

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Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

April 2015

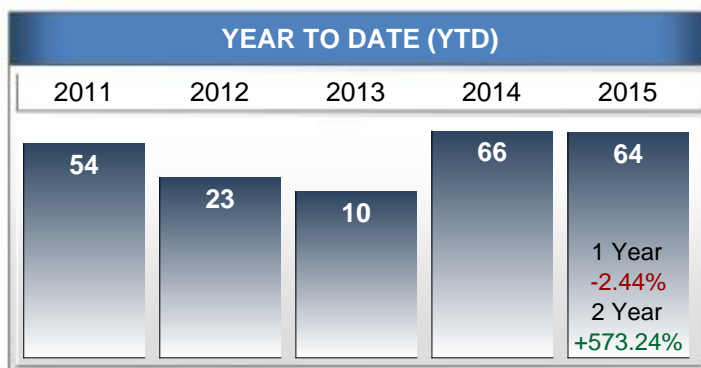
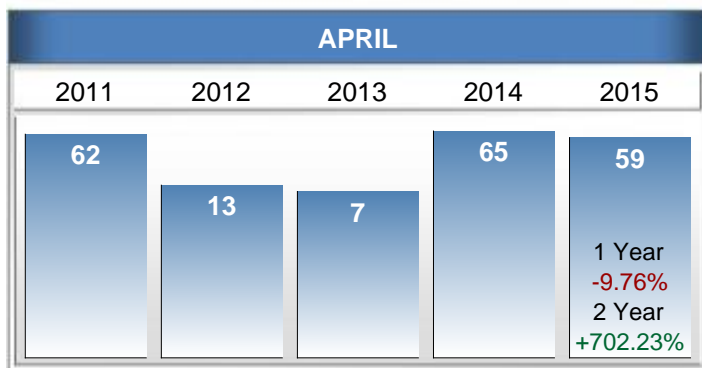
Closed Sales as of May 14, 2015



Average Days on Market to Sale

Report Produced on: May 14, 2015

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+
\$20,000 and less	4	8.16%	77.3	65.0	89.5	0.0	0.0
\$20,001 \$40,000	6	12.24%	51.7	68.5	7.0	0.0	29.0
\$40,001 \$70,000	6	12.24%	45.0	65.7	24.3	0.0	0.0
\$70,001 \$100,000	14	28.57%	59.2	96.5	53.0	0.0	0.0
\$100,001 \$130,000	7	14.29%	55.9	13.0	69.0	33.0	0.0
\$130,001 \$230,000	7	14.29%	72.0	40.0	91.7	74.5	0.0
\$230,001 and up	5	10.20%	53.4	112.0	60.5	1.0	33.0
Average Closed DOM: 58.8				66.6	58.4	45.8	31.0
Total Closed Units: 49				15	28	4	2
Total Closed Volume: 5,469,492				1.16M	2.97M	875.10K	459.25K



Monthly Inventory Analysis

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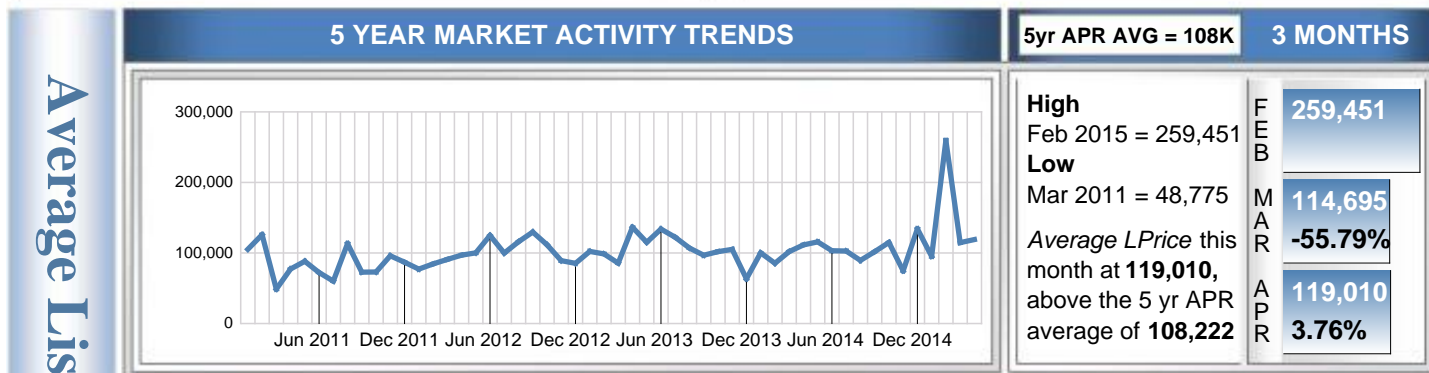
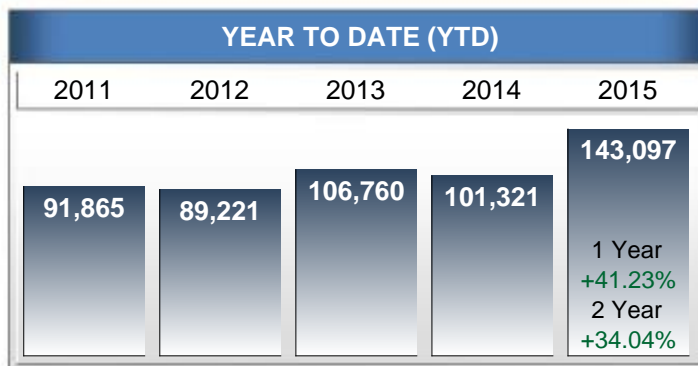
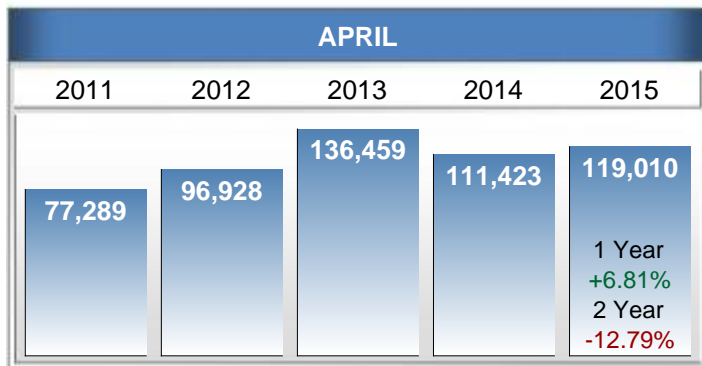
Closed Sales as of May 14, 2015



Average List Price at Closing

Report Produced on: May 14, 2015

Area Delimited by County Of Muskogee



Average List Price

Ready to Buy or Sell Real Estate? Contact an experienced REALTOR

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	3	6.12%	14,667	17,500	17,700	0	0
\$20,001 \$40,000	7	14.29%	30,486	34,375	19,000	0	30,500
\$40,001 \$70,000	6	12.24%	56,333	54,000	60,333	0	0
\$70,001 \$100,000	13	26.53%	88,985	91,250	89,442	0	0
\$100,001 \$130,000	7	14.29%	112,043	109,900	118,080	119,900	0
\$130,001 \$230,000	8	16.33%	175,825	166,000	186,600	187,450	0
\$230,001 and up	5	10.20%	377,680	325,000	299,700	489,000	475,000
Average List Price:	\$119,010			\$85,593	\$109,225	\$245,950	\$252,750
Total Closed Units:	49			15	28	4	2
Total List Volume:	5,831,500			1.28M	3.06M	983.80K	505.50K



Monthly Inventory Analysis

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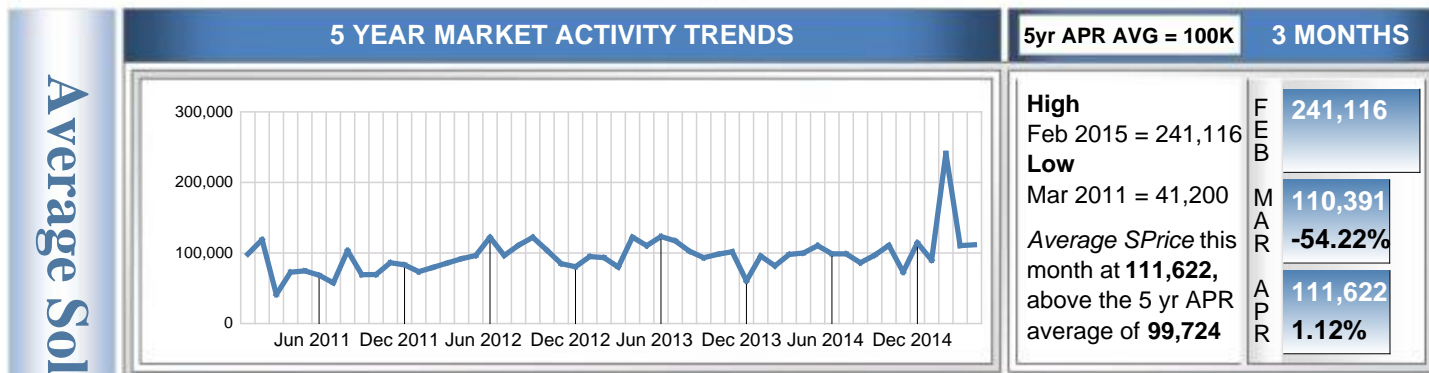
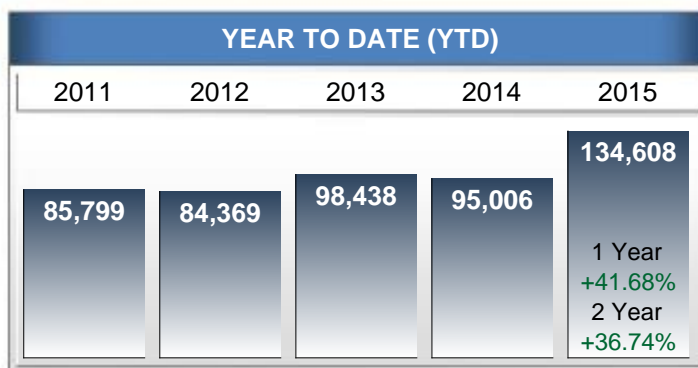
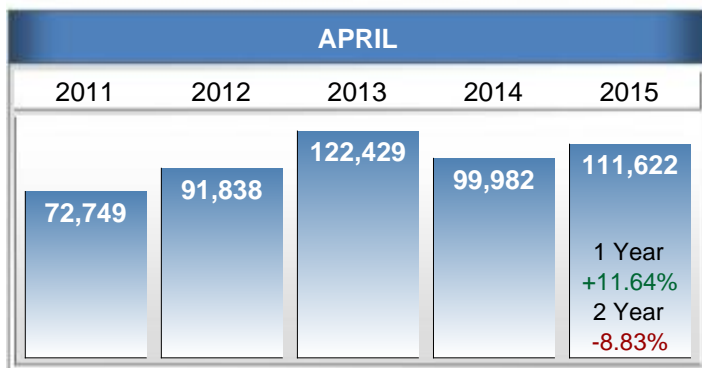
Closed Sales as of May 14, 2015



Average Sold Price at Closing

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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	4	8.16%	14,875	16,250	13,500	0	0
\$20,001 \$40,000	6	12.24%	27,842	30,575	20,251	0	24,500
\$40,001 \$70,000	6	12.24%	56,209	53,667	58,751	0	0
\$70,001 \$100,000	14	28.57%	87,003	85,000	87,337	0	0
\$100,001 \$130,000	7	14.29%	115,329	107,900	115,900	119,900	0
\$130,001 \$230,000	7	14.29%	177,229	167,250	179,967	183,100	0
\$230,001 and up	5	10.20%	327,950	236,000	290,000	389,000	434,750
Average Closed Price:	\$111,622			\$77,613	\$106,105	\$218,775	\$229,625
Total Closed Units:	49			15	28	4	2
Total Closed Volume:	5,469,492			1.16M	2.97M	875.10K	459.25K



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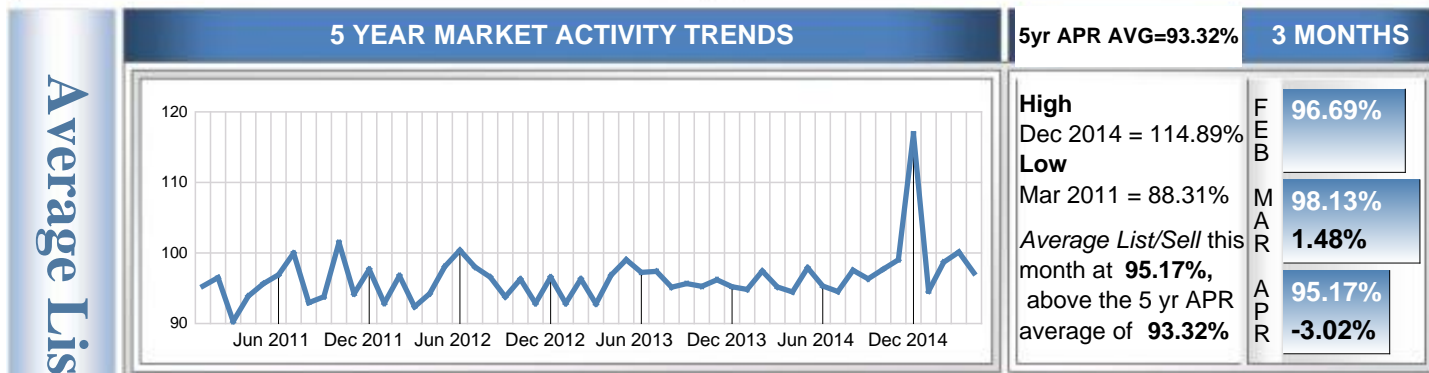
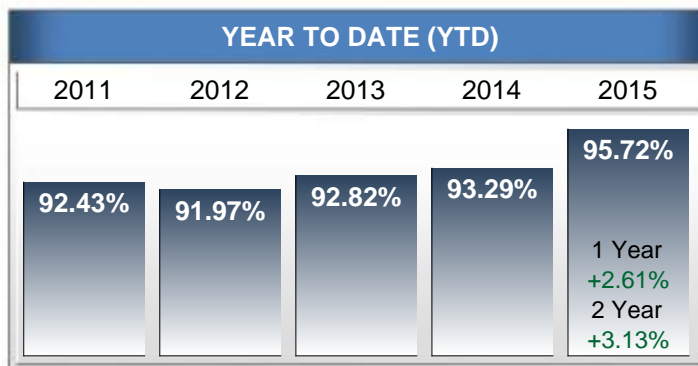
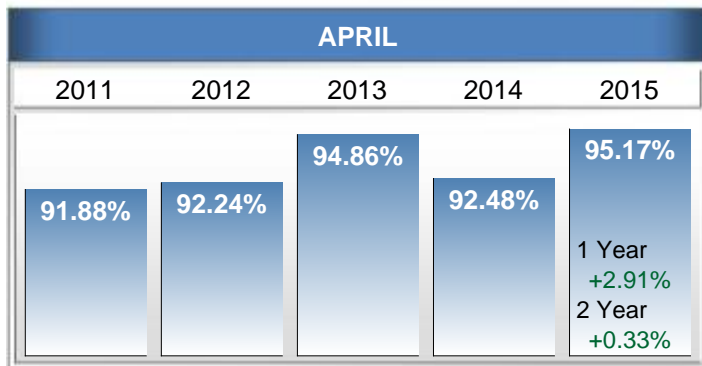
Closed Sales as of May 14, 2015



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	4	8.16%	87.60%	94.44%	80.75%	0.00%	0.00%
\$20,001 \$40,000	6	12.24%	90.92%	89.65%	106.58%	0.00%	80.33%
\$40,001 \$70,000	6	12.24%	98.66%	99.42%	97.91%	0.00%	0.00%
\$70,001 \$100,000	14	28.57%	97.18%	92.84%	97.90%	0.00%	0.00%
\$100,001 \$130,000	7	14.29%	98.79%	98.18%	98.67%	100.00%	0.00%
\$130,001 \$230,000	7	14.29%	98.02%	100.63%	96.48%	97.71%	0.00%
\$230,001 and up	5	10.20%	87.43%	72.62%	96.72%	79.55%	91.53%
Average List/Sell Ratio: 95.20%				93.56%	96.89%	93.74%	85.93%
Total Closed Units: 49				15	28	4	2
Total Closed Volume: 5,469,492				1.16M	2.97M	875.10K	459.25K



Monthly Inventory Analysis

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April 2015

Inventory as of May 14, 2015



Market Summary

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Absorption: Last 12 months, an Average of 48 Sales/Month

Active Inventory as of April 30, 2015 = 460

	APRIL			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	54	49	-9.26%	181	170	-6.08%
Pending Sales	62	60	-3.23%	209	208	-0.48%
New Listings	146	109	-25.34%	557	451	-19.03%
Average List Price	111,423	119,010	6.81%	101,321	143,097	41.23%
Average Sale Price	99,982	111,622	11.64%	95,006	134,608	41.68%
Average Percent of List Price to Selling Price	92.48%	95.17%	2.91%	93.29%	95.72%	2.61%
Average Days on Market to Sale	65.13	58.78	-9.76%	65.66	64.06	-2.44%
Monthly Inventory	439	460	4.78%	439	460	4.78%
Months Supply of Inventory	10.31	9.60	-6.88%	10.31	9.60	-6.88%

