



March 2015

Area Delimited by County Of Muskogee

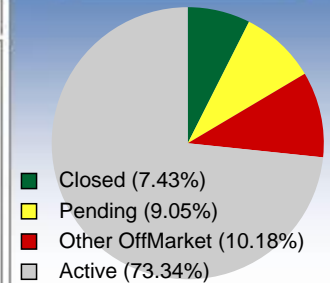


Absorption: Last 12 months, an Average of **48** Sales/Month

Active Inventory as of March 31, 2015 = **454**

	MARCH		
	2014	2015	+/- %
Closed Listings	48	46	-4.17%
Pending Listings	59	56	-5.08%
New Listings	126	103	-18.25%
Average List Price	101,994	114,695	12.45%
Average Sale Price	97,881	110,391	12.78%
Average Percent of List Price to Selling Price	93.18%	98.13%	5.31%
Average Days on Market to Sale	66.17	66.15	-0.02%
End of Month Inventory	424	454	7.08%
Months Supply of Inventory	10.06	9.39	-6.59%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 13, 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 March 2015 rose **7.08%** to 454 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 **9.39** 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 **12.78%** in March 2015 to \$110,391 versus the previous year at \$97,881.

Average Days on Market Shortens

The average number of **66.15** days that homes spent on the market before selling decreased by 0.01 days or **0.02%** in March 2015 compared to last year's same month at **66.17** DOM.

Sales Success for March 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 103 New Listings in March 2015, down **18.25%** from last year at 126. Furthermore, there were 46 Closed Listings this month versus last year at 48, a **-4.17%** decrease.

Closed versus Listed trends yielded a **44.7%** ratio, up from last year's March 2015 at **38.1%**, a **17.23%** 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.

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



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

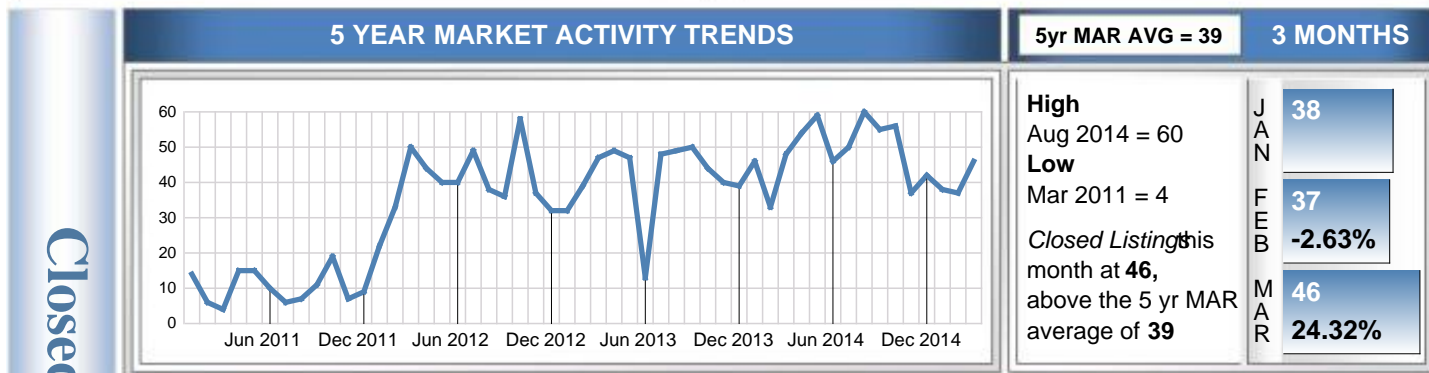
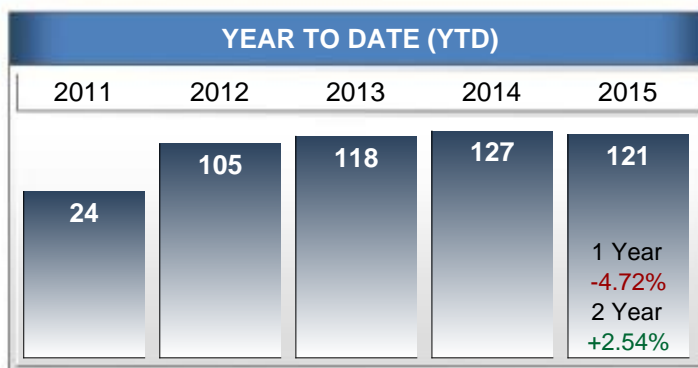
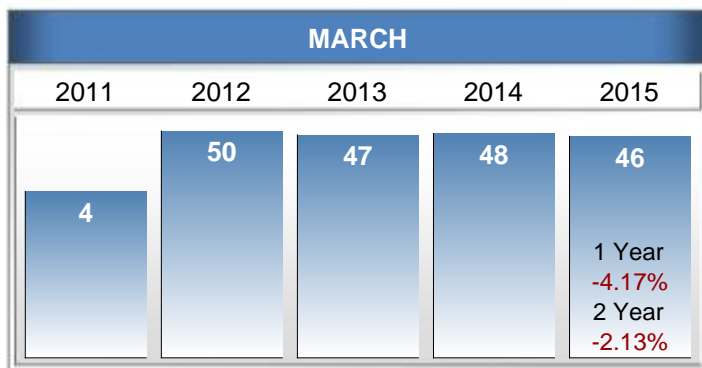
Closed Sales as of Apr 13, 2015



Closed Listings

Report Produced on: Apr 13, 2015

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	4	8.70%	21.0	2	1	1	0
\$20,001 \$30,000	3	6.52%	38.0	0	3	0	0
\$30,001 \$80,000	10	21.74%	56.0	4	5	1	0
\$80,001 \$120,000	10	21.74%	99.5	3	6	1	0
\$120,001 \$150,000	7	15.22%	84.4	0	3	3	1
\$150,001 \$220,000	7	15.22%	61.1	0	6	1	0
\$220,001 and up	5	10.87%	54.2	0	1	4	0
Total Closed Units:	46		66.2	9	25	11	1
Total Closed Volume:	5,077,990			531.61K	2.59M	1.82M	130.00K
Average Closed Price:	\$110,391			\$59,068	\$103,719	\$165,764	\$130,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

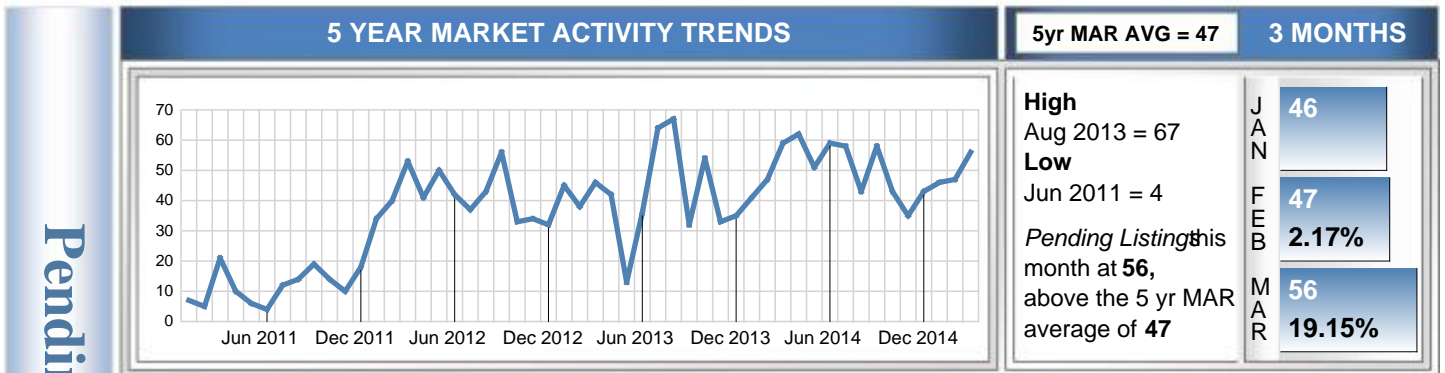
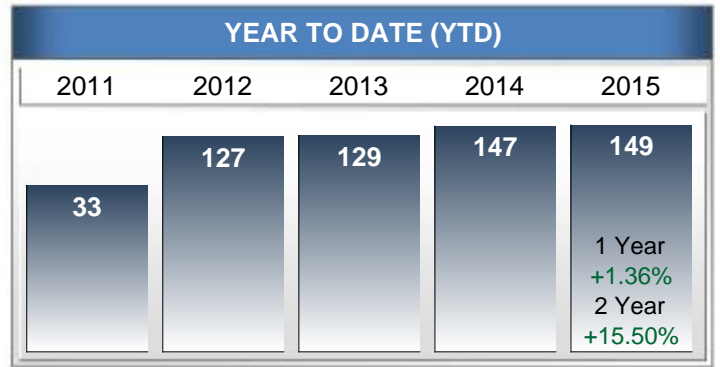
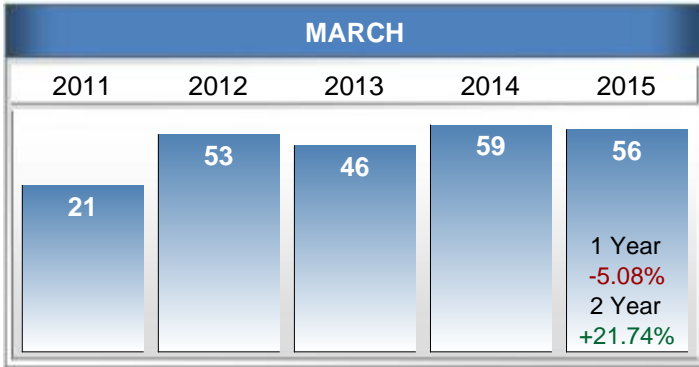
Pending Listings as of Apr 13, 2015



Pending Listings

Report Produced on: Apr 13, 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	3	5.36%	49.3	2	1	0	0
\$30,001 - \$40,000	7	12.50%	64.0	5	1	0	1
\$40,001 - \$80,000	10	17.86%	38.6	3	7	0	0
\$80,001 - \$130,000	14	25.00%	72.6	3	10	1	0
\$130,001 - \$180,000	9	16.07%	87.6	0	5	3	1
\$180,001 - \$210,000	5	8.93%	84.0	1	2	2	0
\$210,001 and up	8	14.29%	28.6	0	4	3	1
Total Pending Units:	56		57.6	14	30	9	3
Total Pending Volume:	7,389,854			827.10K	3.52M	2.40M	640.40K
Average Listing Price:	\$125,893			\$59,079	\$117,425	\$266,622	\$213,467



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

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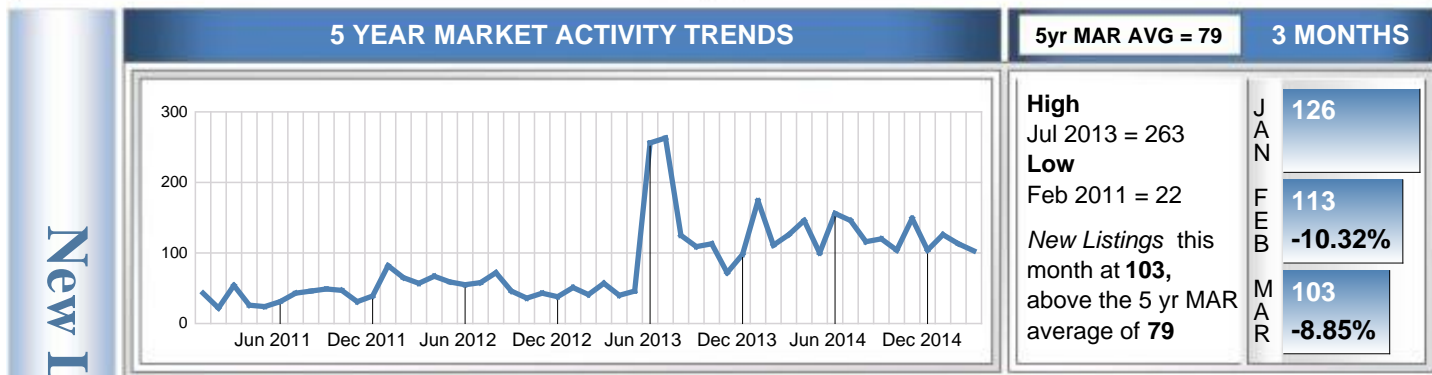
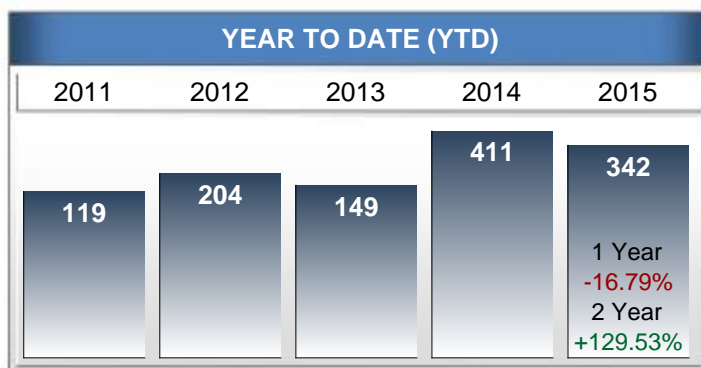
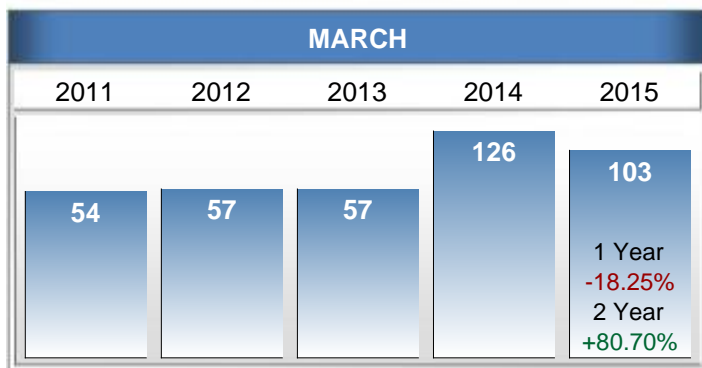
New Listings as of Apr 13, 2015



New Listings

Report Produced on: Apr 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+
\$30,000 and less	12	11.65%	8	2	2	0
\$30,001 \$40,000	3	2.91%	2	1	0	0
\$40,001 \$70,000	24	23.30%	8	14	1	1
\$70,001 \$130,000	24	23.30%	2	19	3	0
\$130,001 \$200,000	16	15.53%	5	10	1	0
\$200,001 \$330,000	13	12.62%	0	6	7	0
\$330,001 and up	11	10.68%	6	0	5	0
Total New Listed Units:	103		31	52	19	1
Total New Listed Volume:	114,666,250		104.27M	6.03M	4.32M	45.00K
Average New Listed Listing Price:	\$43,575		\$3,363,439	\$116,034	\$227,416	\$45,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

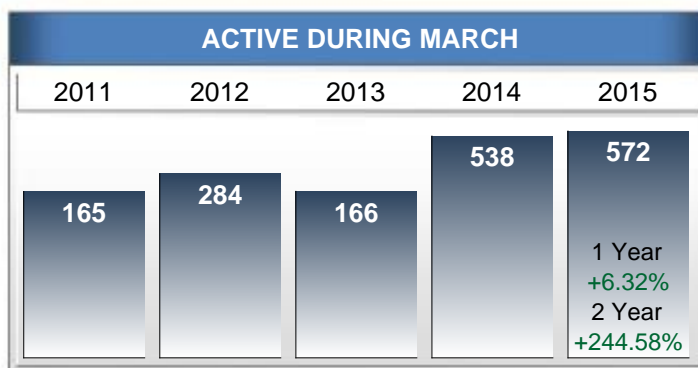
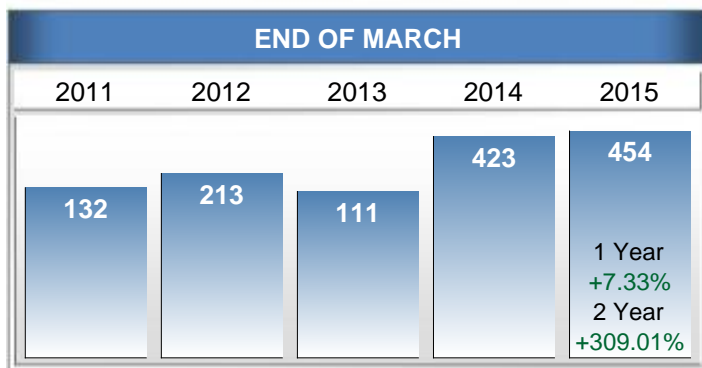
Active Inventory as of Apr 13, 2015



Active Inventory

Report Produced on: Apr 13, 2015

Area Delimited by County Of Muskogee



Active Inventory

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5yr MAR AVG = 267 **3 MONTHS**

High
Oct 2013 = 497

Low
Apr 2013 = 94

Inventory this month at 454, above the 5 yr MAR average of 267

JAN	476
FEB	473
MAR	454
	-0.63%
	-4.02%

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	82	18.06%	94.4	76	3	3	0	
\$25,001-\$50,000	76	16.74%	98.2	52	20	3	1	
\$50,001-\$100,000	112	24.67%	80.6	47	59	5	1	
\$100,001-\$175,000	82	18.06%	76.3	19	52	11	0	
\$175,001-\$275,000	52	11.45%	77.2	7	24	19	2	
\$275,001 and up	50	11.01%	71.8	25	11	12	2	
Total Active Inventory by Units:			454	83.9	226	169	53	6
Total Active Inventory by Volume:			165,481,219		129.56M	22.74M	11.12M	2.06M
Average Active Inventory Listing Price:			\$364,496		\$573,260	\$134,574	\$209,878	\$343,000



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

March 2015

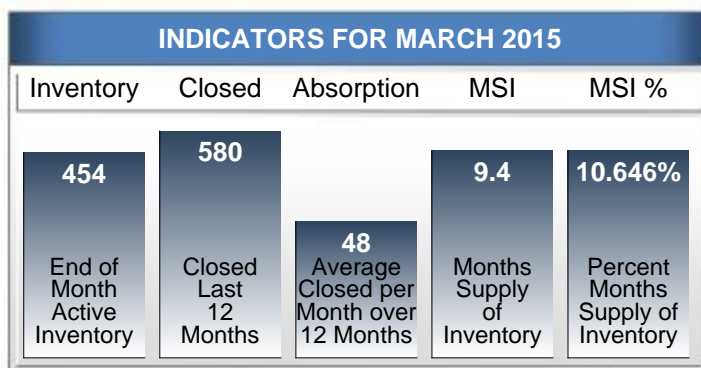
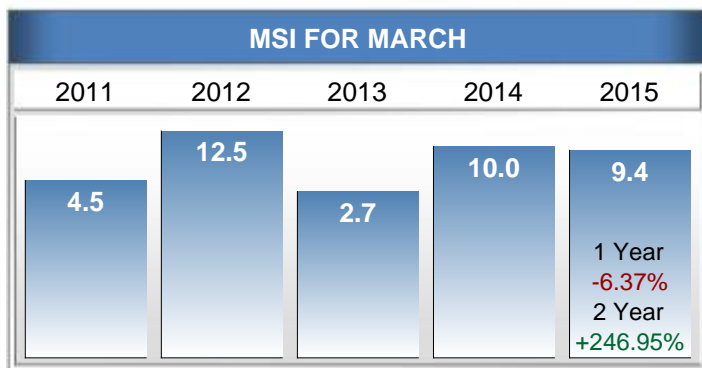
Active Inventory as of Apr 13, 2015



Months Supply of Inventory

Report Produced on: Apr 13, 2015

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+
\$20,000 and less	47	10.35%	9.1	14.4	1.3	4.5	0.0
\$20,001 \$30,000	55	12.11%	12.9	20.9	5.3	0.0	0.0
\$30,001 \$50,000	56	12.33%	9.9	24.6	3.9	4.5	12.0
\$50,001 \$110,000	119	26.21%	7.4	17.1	5.4	5.1	12.0
\$110,001 \$170,000	71	15.64%	7.5	24.0	6.3	5.7	0.0
\$170,001 \$280,000	58	12.78%	9.5	12.0	13.4	6.5	6.0
\$280,001 and up	48	10.57%	28.8	30.0	36.0	48.0	6.0
MSI:			9.4	19.2	6.1	6.8	5.5
Total Active Inventory:			454	226	169	53	6



Monthly Inventory Analysis

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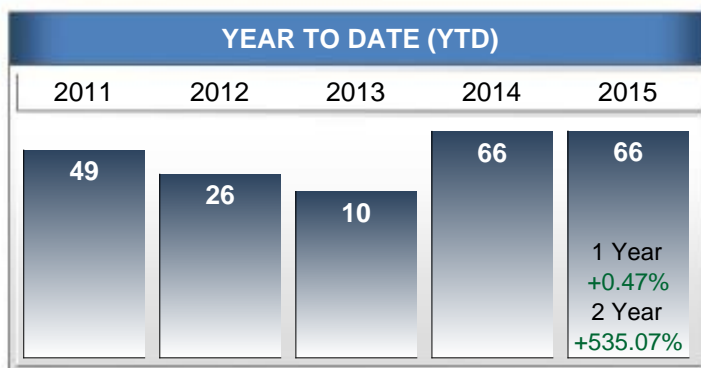
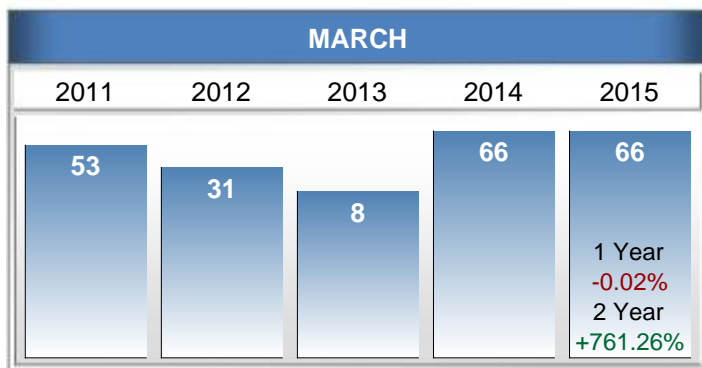
Closed Sales as of Apr 13, 2015



Average Days on Market to Sale

Report Produced on: Apr 13, 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	8.70%	21.0	11.5	48.0	13.0	0.0
\$20,001 \$30,000	3	6.52%	38.0	0.0	38.0	0.0	0.0
\$30,001 \$80,000	10	21.74%	56.0	81.3	33.4	68.0	0.0
\$80,001 \$120,000	10	21.74%	99.5	111.0	90.5	119.0	0.0
\$120,001 \$150,000	7	15.22%	84.4	0.0	60.0	106.7	91.0
\$150,001 \$220,000	7	15.22%	61.1	0.0	69.5	11.0	0.0
\$220,001 and up	5	10.87%	54.2	0.0	75.0	49.0	0.0
Average Closed DOM: 66.2				75.7	61.8	66.1	91.0
Total Closed Units: 46				9	25	11	1
Total Closed Volume: 5,077,990				531.61K	2.59M	1.82M	130.00K



Monthly Inventory Analysis

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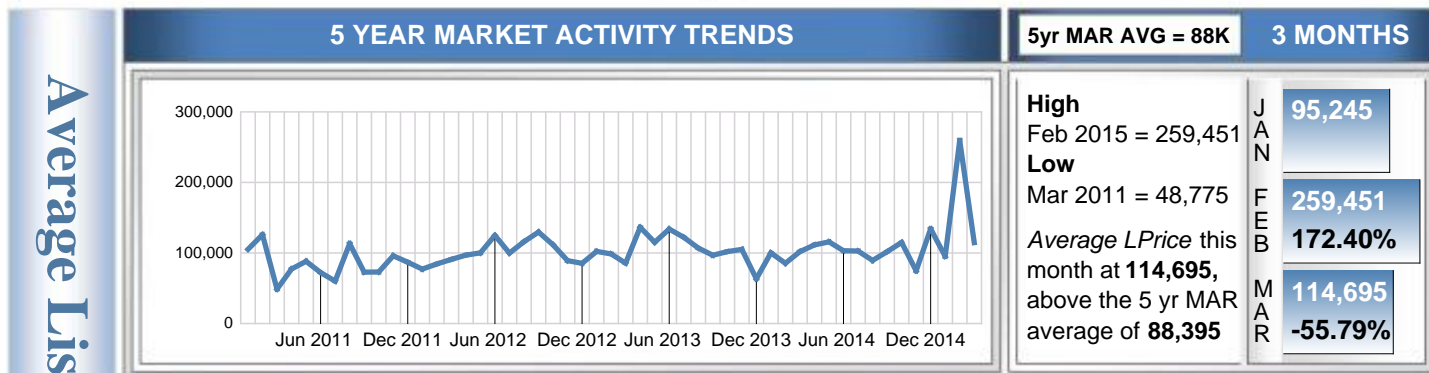
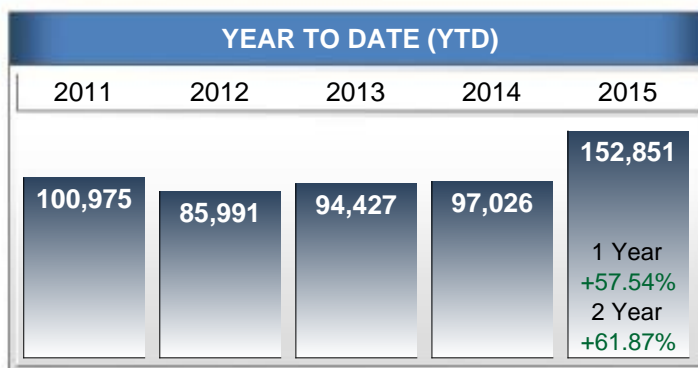
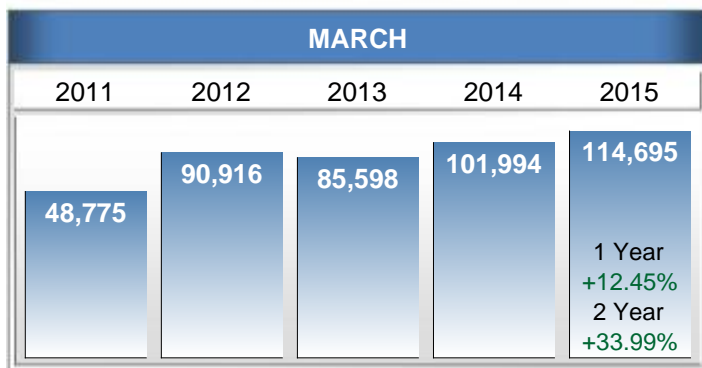
Closed Sales as of Apr 13, 2015



Average List Price at Closing

Report Produced on: Apr 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	5	10.87%	12,360	8,950	19,900	6,000	0
\$20,001 \$30,000	1	2.17%	29,900	0	28,833	0	0
\$30,001 \$80,000	11	23.91%	51,577	52,425	51,830	59,900	0
\$80,001 \$120,000	10	21.74%	101,050	109,800	95,183	110,000	0
\$120,001 \$150,000	6	13.04%	138,833	0	149,900	136,100	134,900
\$150,001 \$220,000	8	17.39%	176,863	0	179,683	176,900	0
\$220,001 and up	5	10.87%	271,700	0	232,000	281,625	0
Average List Price:	\$114,695			\$61,889	\$107,858	\$171,600	\$134,900
Total Closed Units:	46			9	25	11	1
Total List Volume:	5,275,950			557.00K	2.70M	1.89M	134.90K



Monthly Inventory Analysis

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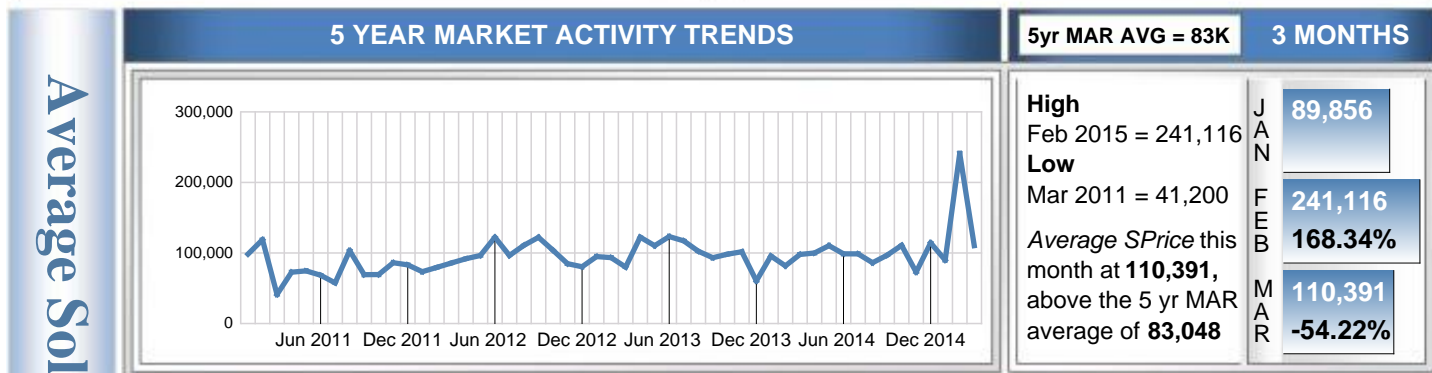
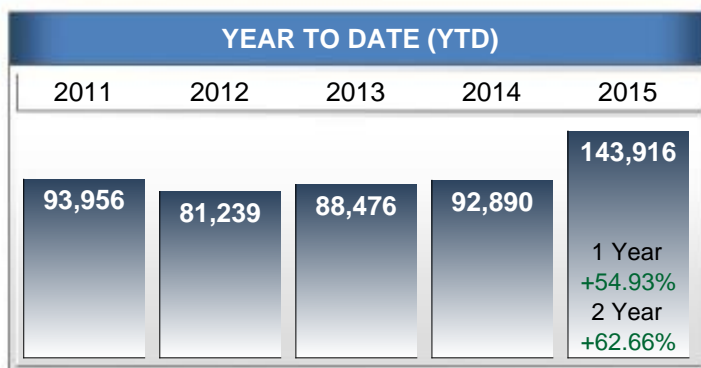
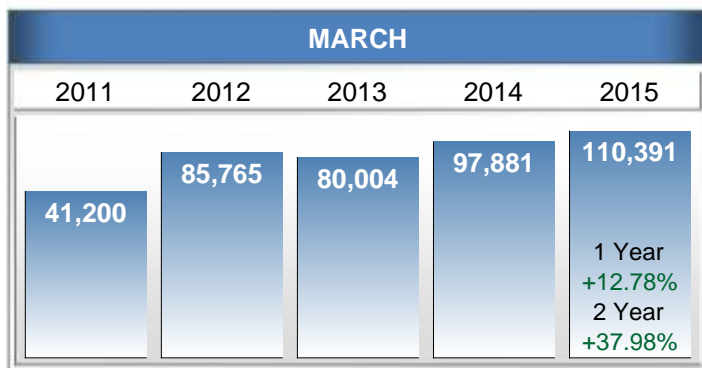
Closed Sales as of Apr 13, 2015



Average Sold Price at Closing

Report Produced on: Apr 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	4		8.70%	12,078	14,155	15,500	4,500	0
\$20,001 \$30,000	3		6.52%	24,885	0	24,885	0	0
\$30,001 \$80,000	10		21.74%	50,915	47,975	52,250	56,000	0
\$80,001 \$120,000	10		21.74%	97,618	103,800	93,296	105,000	0
\$120,001 \$150,000	7		15.22%	136,986	0	144,000	132,300	130,000
\$150,001 \$220,000	7		15.22%	171,757	0	171,217	175,000	0
\$220,001 and up	5		10.87%	261,700	0	222,500	271,500	0
Average Closed Price:	\$110,391				\$59,068	\$103,719	\$165,764	\$130,000
Total Closed Units:	46				9	25	11	1
Total Closed Volume:	5,077,990				531.61K	2.59M	1.82M	130.00K



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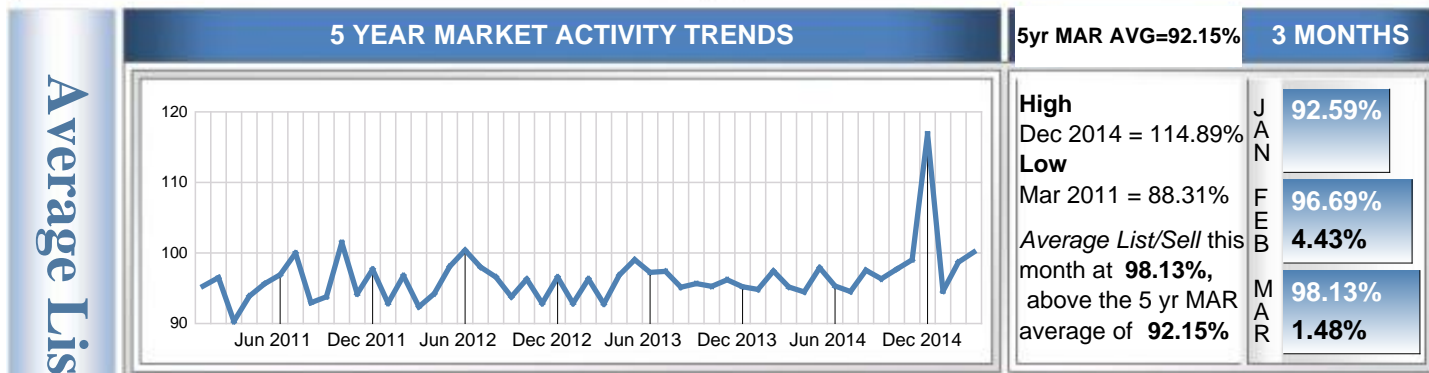
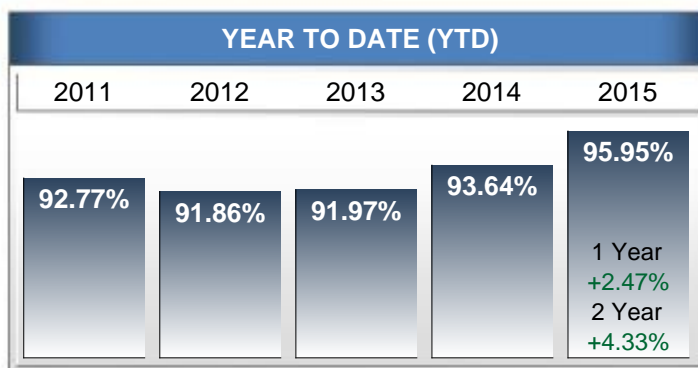
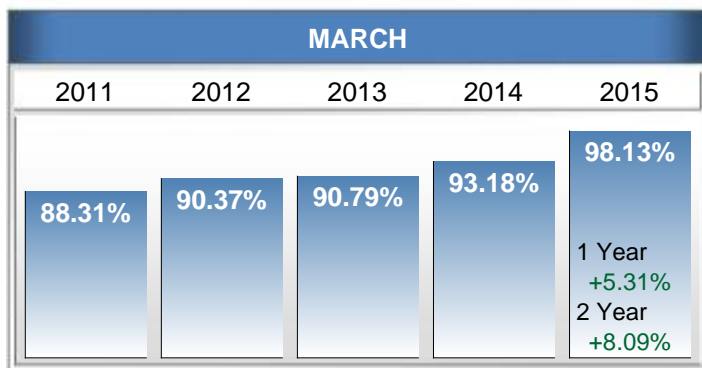
Closed Sales as of Apr 13, 2015



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	4	8.70%	117.63%	158.81%	77.89%	75.00%	0.00%
\$20,001 \$30,000	3	6.52%	93.23%	0.00%	93.23%	0.00%	0.00%
\$30,001 \$80,000	10	21.74%	96.29%	89.86%	101.99%	93.49%	0.00%
\$80,001 \$120,000	10	21.74%	96.87%	95.17%	97.96%	95.45%	0.00%
\$120,001 \$150,000	7	15.22%	96.76%	0.00%	96.22%	97.45%	96.37%
\$150,001 \$220,000	7	15.22%	96.22%	0.00%	95.77%	98.93%	0.00%
\$220,001 and up	5	10.87%	96.24%	0.00%	95.91%	96.32%	0.00%
Average List/Sell Ratio: 98.10%				106.95%	96.58%	94.59%	96.37%
Total Closed Units: 46				9	25	11	1
Total Closed Volume: 5,077,990				531.61K	2.59M	1.82M	130.00K



Monthly Inventory Analysis

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March 2015

Inventory as of Apr 13, 2015



Market Summary

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Area Delimited by County Of Muskogee



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

Active Inventory as of March 31, 2015 = 454

	MARCH			Year To Date		
	2014	2015	+/- %	2014	2015	+/- %
Closed Sales	48	46	-4.17%	127	121	-4.72%
Pending Sales	59	56	-5.08%	147	149	1.36%
New Listings	126	103	-18.25%	411	342	-16.79%
Average List Price	101,994	114,695	12.45%	97,026	152,851	57.54%
Average Sale Price	97,881	110,391	12.78%	92,890	143,916	54.93%
Average Percent of List Price to Selling Price	93.18%	98.13%	5.31%	93.64%	95.95%	2.47%
Average Days on Market to Sale	66.17	66.15	-0.02%	65.89	66.20	0.47%
Monthly Inventory	424	454	7.08%	424	454	7.08%
Months Supply of Inventory	10.06	9.39	-6.59%	10.06	9.39	-6.59%

